

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	12	-58.3%	84	82	+2.4%
New Listing Volume	\$4,226,000	\$7,346,999	-42.5%	\$57,113,800	\$58,669,409	-2.7%
Active Listing Count	77	80	-3.8%	N/A	N/A	
Active Listing Volume	\$64,626,800	\$82,797,508	-21.9%	N/A	N/A	
Average Listing Price	\$839,309	\$1,034,969	-18.9%	\$939,051	\$1,052,802	-10.8%
Median Listing Price	\$599,000	\$668,000	-10.3%	\$599,625	\$615,557	-2.6%
Median Days in RPR	120	121.5	-1.2%	230.67	172.07	+34.1%
Months of Inventory	19.3	26.7	-27.8%	15.6	11	+42.5%
Absorption Rate	5.19%	3.75%	+1.4%	6.39%	9.11%	-2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	8	8	+/-	58	41	+41.5%
New Pending Sales Volume	\$7,548,000	\$6,799,500	+11%	\$32,536,699	\$23,239,000	+40%
Pending Sales Count	10	9	+11.1%	N/A	N/A	
Pending Sales Volume	\$8,628,000	\$7,329,000	+17.7%	N/A	N/A	
Closed Sales Count	4	8	-50%	49	37	+32.4%
Closed Sales Volume	\$1,722,000	\$2,210,500	-22.1%	\$24,539,150	\$17,251,450	+42.2%
Average Sales Price	\$430,500	\$276,313	+55.8%	\$500,799	\$466,255	+7.4%
Median Sales Price	\$393,750	\$210,000	+87.5%	\$402,071	\$381,851	+5.3%

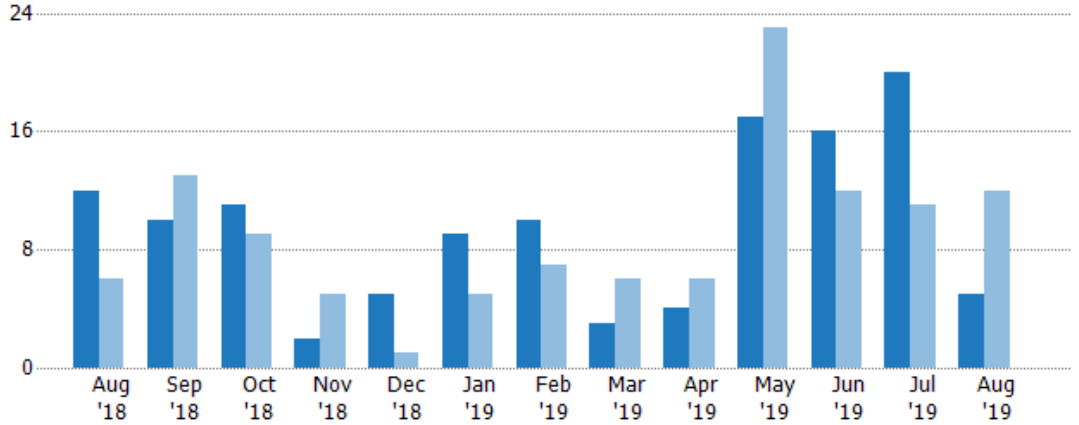
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	5	12	-58.3%
Aug '18	12	12	100%
Aug '17	6	6	100%

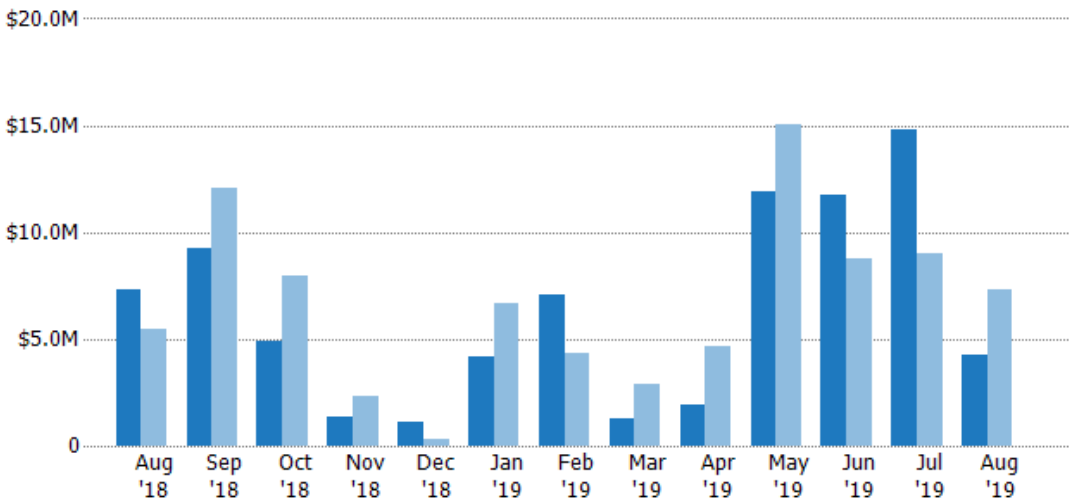
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$4.23M	\$7.35M	-42.5%
Aug '18	\$7.35M	\$7.35M	35%
Aug '17	\$5.44M	\$5.44M	76.5%

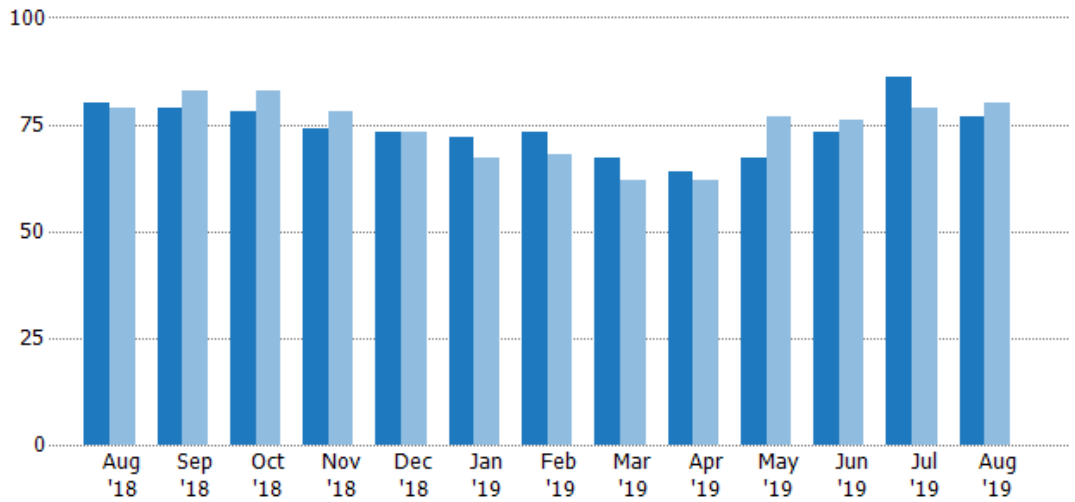
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	77	80	-3.8%
Aug '18	80	80	1.3%
Aug '17	79	79	19%

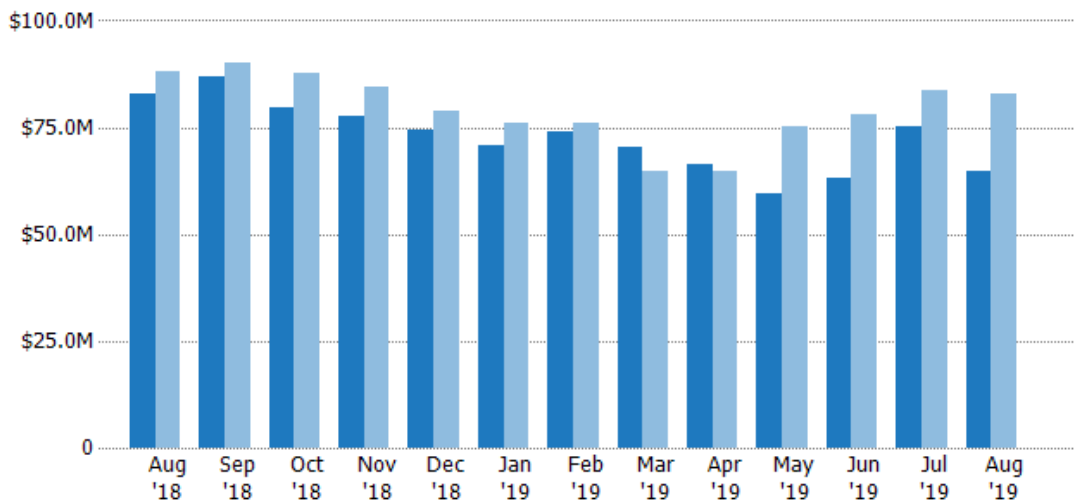
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$64.6M	\$82.8M	-21.9%
Aug '18	\$82.8M	\$82.8M	-5.9%
Aug '17	\$87.9M	\$87.9M	0.5%

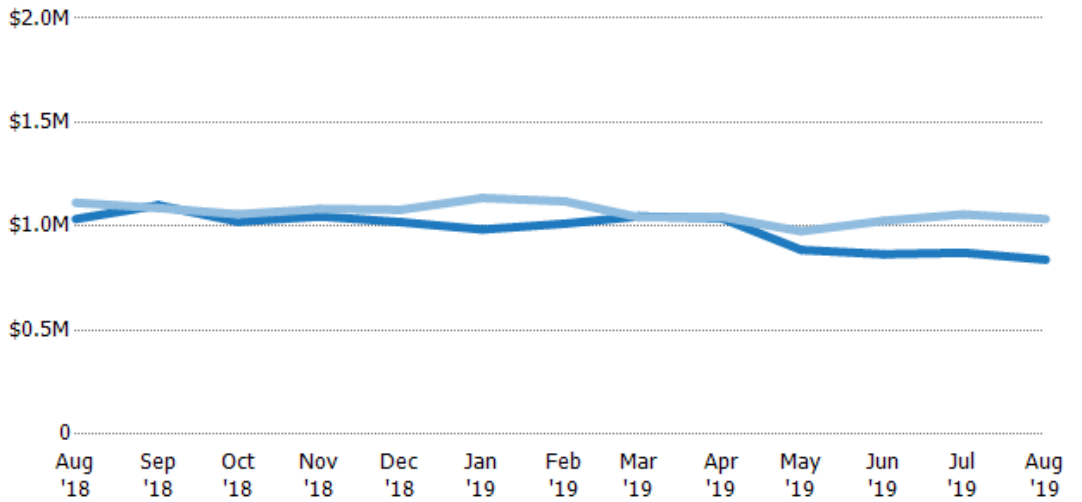
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '18	\$1.03M	\$1.11M	-7%
Sep '18	\$1.1M	\$1.09M	1%
Oct '18	\$1.02M	\$1.06M	-3%
Nov '18	\$1.05M	\$1.08M	-3%
Dec '18	\$1.02M	\$1.08M	-5%
Jan '19	\$984K	\$1.14M	-13%
Feb '19	\$1.01M	\$1.12M	-10%
Mar '19	\$1.05M	\$1.04M	0%
Apr '19	\$1.04M	\$1.04M	-1%
May '19	\$886K	\$976K	-9%
Jun '19	\$865K	\$1.03M	-16%
Jul '19	\$873K	\$1.06M	-17%
Aug '19	\$839K	\$1.03M	-19%

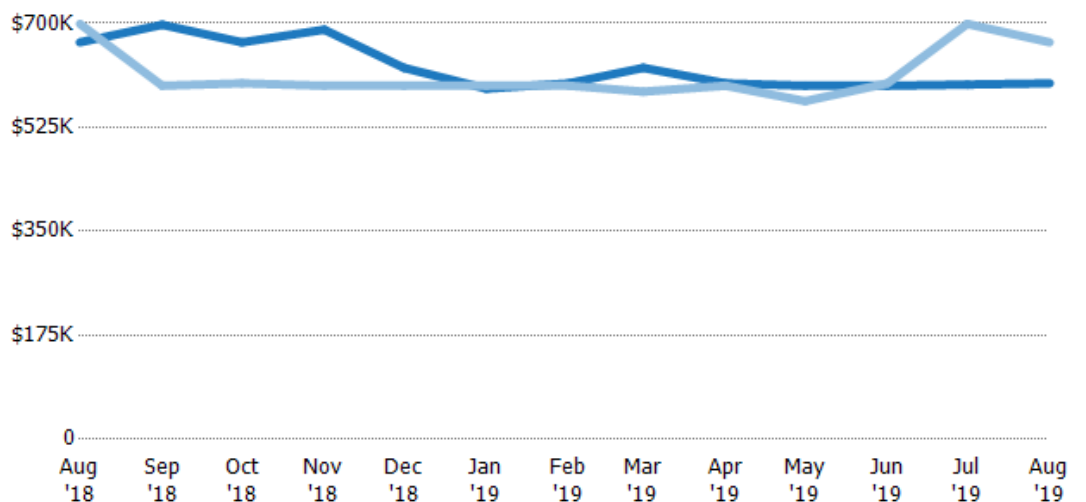
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '18	\$668K	\$699K	-4%
Sep '18	\$698K	\$595K	17%
Oct '18	\$668K	\$599K	12%
Nov '18	\$689K	\$595K	16%
Dec '18	\$625K	\$595K	5%
Jan '19	\$590K	\$595K	-1%
Feb '19	\$599K	\$595K	1%
Mar '19	\$625K	\$585K	7%
Apr '19	\$599K	\$595K	1%
May '19	\$595K	\$569K	5%
Jun '19	\$595K	\$599K	-1%
Jul '19	\$597K	\$699K	-15%
Aug '19	\$599K	\$668K	-10%

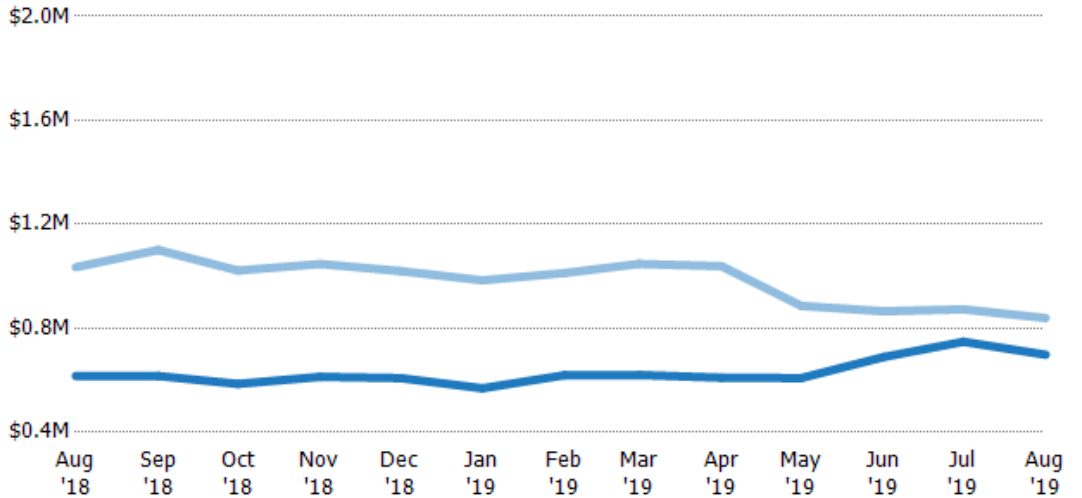
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Avg Est Value	\$617K	\$616K	\$586K	\$613K	\$608K	\$569K	\$620K	\$620K	\$610K	\$609K	\$689K	\$748K	\$698K
Avg Listing Price	\$1.03M	\$1.1M	\$1.02M	\$1.05M	\$1.02M	\$984K	\$1.01M	\$1.05M	\$1.04M	\$886K	\$865K	\$873K	\$839K
Avg Listing Price as a % of Avg Est Value	168%	179%	174%	171%	168%	173%	163%	169%	170%	146%	126%	117%	120%

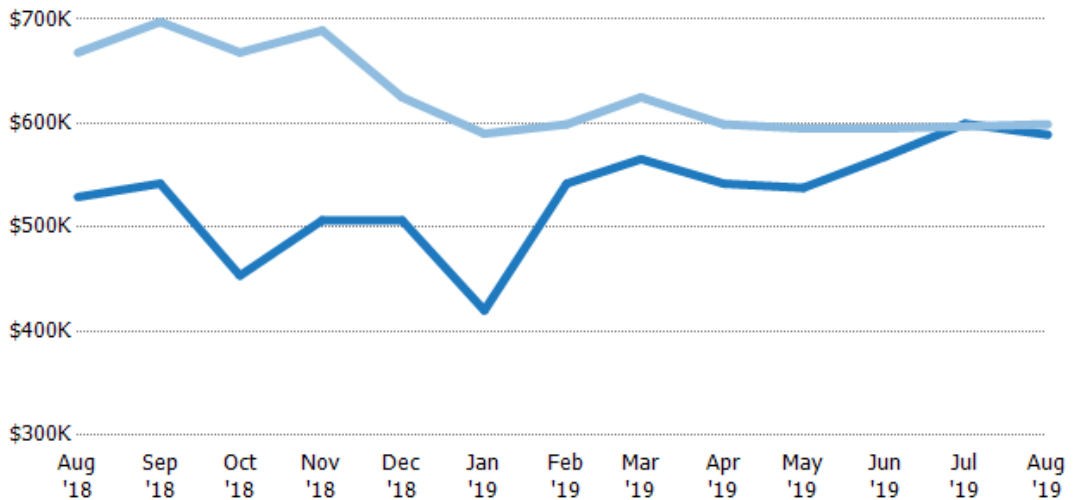
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$529K	\$542K	\$454K	\$507K	\$507K	\$420K	\$542K	\$566K	\$542K	\$538K	\$568K	\$600K	\$589K
Median Listing Price	\$668K	\$698K	\$668K	\$689K	\$625K	\$590K	\$599K	\$625K	\$599K	\$595K	\$595K	\$597K	\$599K
Med Listing Price as a % of Med Est Value	126%	129%	147%	136%	123%	140%	111%	111%	111%	111%	105%	100%	102%

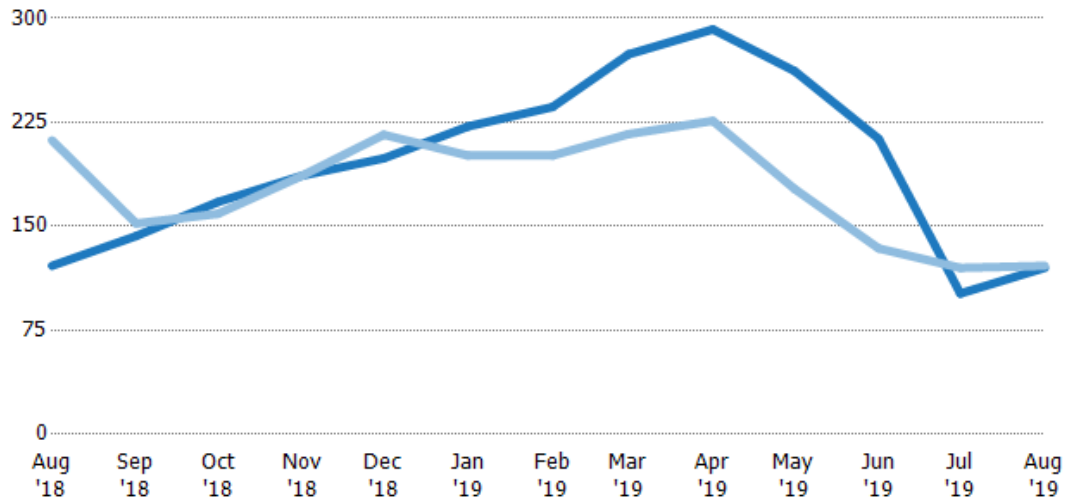
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Aug '19	120	-1.2%
Aug '18	122	-42.7%
Aug '17	212	-38.9%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	122	143	168	187	199	222	236	274	292	262	213	102	120
Prior Year	212	152	159	187	216	201	201	217	226	177	134	120	122
Percent Change from Prior Year	-43%	-6%	5%	0%	-8%	10%	17%	27%	29%	48%	59%	-15%	-1%

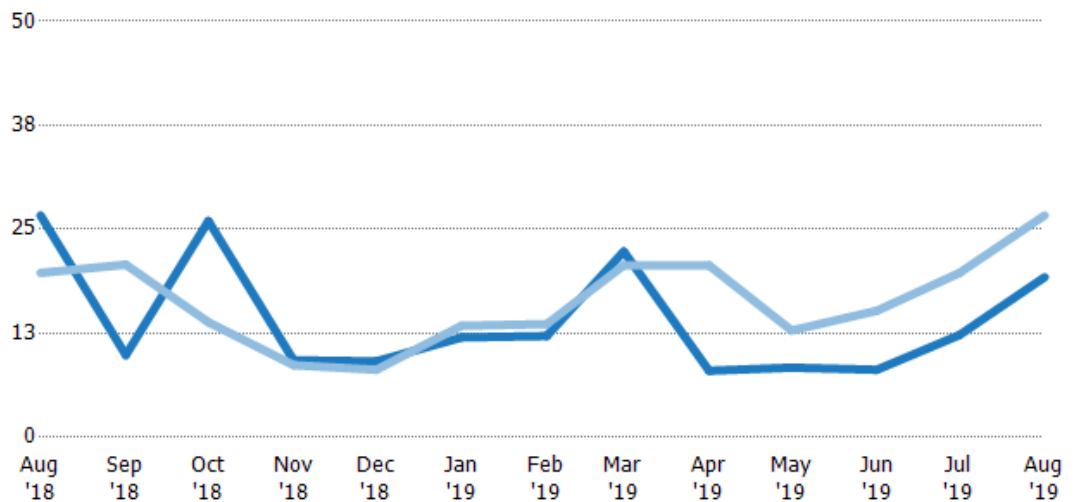
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Aug '19	19.3	-27.8%
Aug '18	26.7	35%
Aug '17	19.8	138%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	26.7	9.88	26	9.25	9.13	12	12.2	22.3	8	8.38	8.11	12.3	19.3
Prior Year	19.8	20.8	13.8	8.67	8.11	13.4	13.6	20.7	20.7	12.8	15.2	19.8	26.7
Percent Change from Prior Year	35%	-52%	88%	7%	13%	-10%	-11%	8%	-61%	-35%	-47%	-38%	-28%

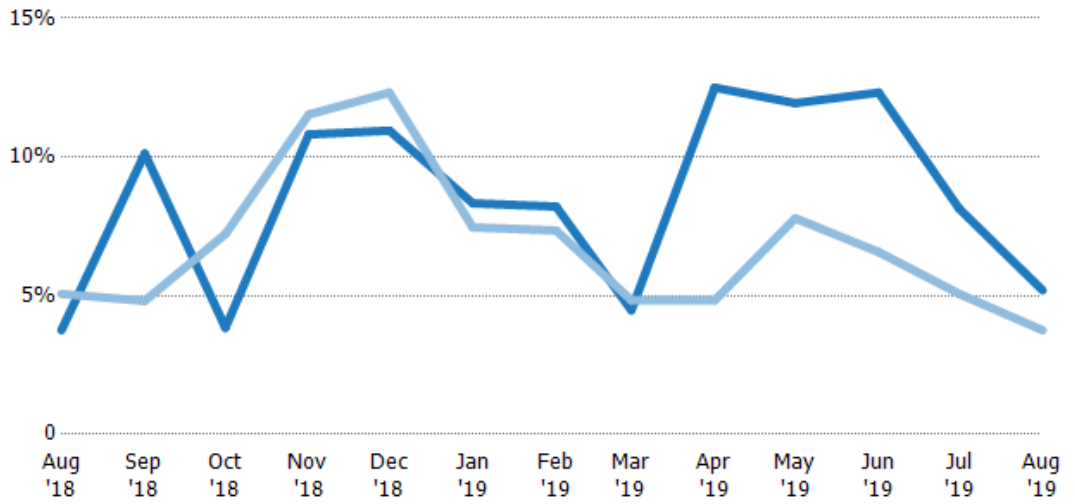
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Rate	Chg.
Aug '19	5%	-1.4%
Aug '18	4%	1.3%
Aug '17	5%	-58.1%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4%	10%	4%	11%	11%	8%	8%	4%	13%	12%	12%	8%	5%
Prior Year	5%	5%	7%	12%	12%	7%	7%	5%	5%	8%	7%	5%	4%
Change from Prior Year	1%	-5%	3%	1%	1%	-1%	-1%	0%	-8%	-4%	-6%	-3%	-1%

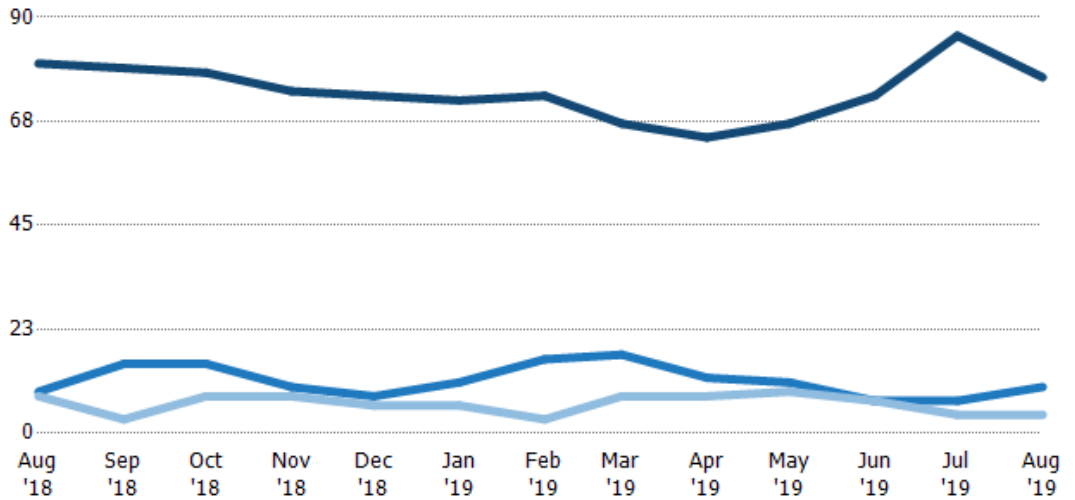
Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	80	79	78	74	73	72	73	67	64	67	73	86	77
Pending	9	15	15	10	8	11	16	17	12	11	7	7	10
Sold	8	3	8	8	6	6	3	8	8	9	7	4	4

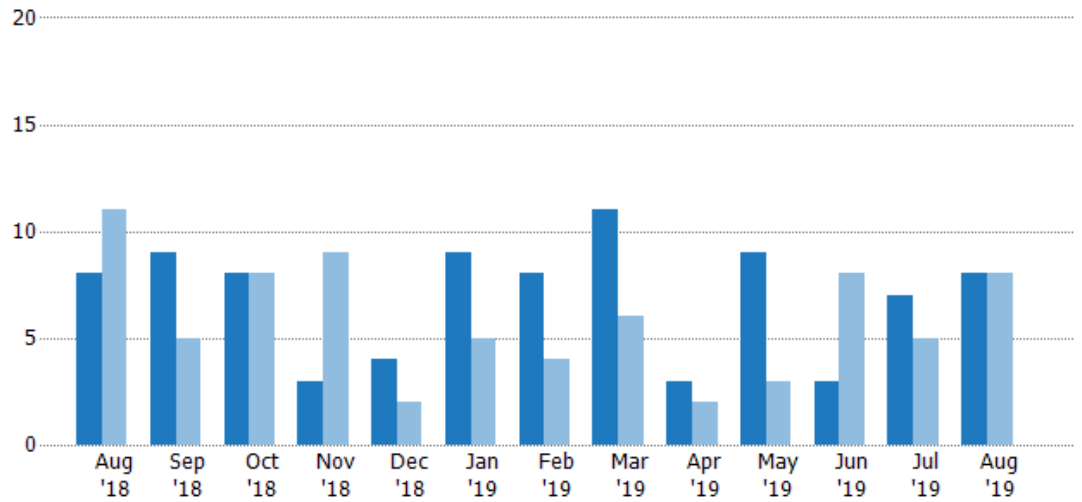
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Count	% Chg.
Aug '19	8	0%
Aug '18	8	-27.3%
Aug '17	11	-45.5%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8	9	8	3	4	9	8	11	3	9	3	7	8
Prior Year	11	5	8	9	2	5	4	6	2	3	8	5	8
Percent Change from Prior Year	-27%	80%	0%	-67%	100%	80%	100%	83%	50%	200%	-63%	40%	0%

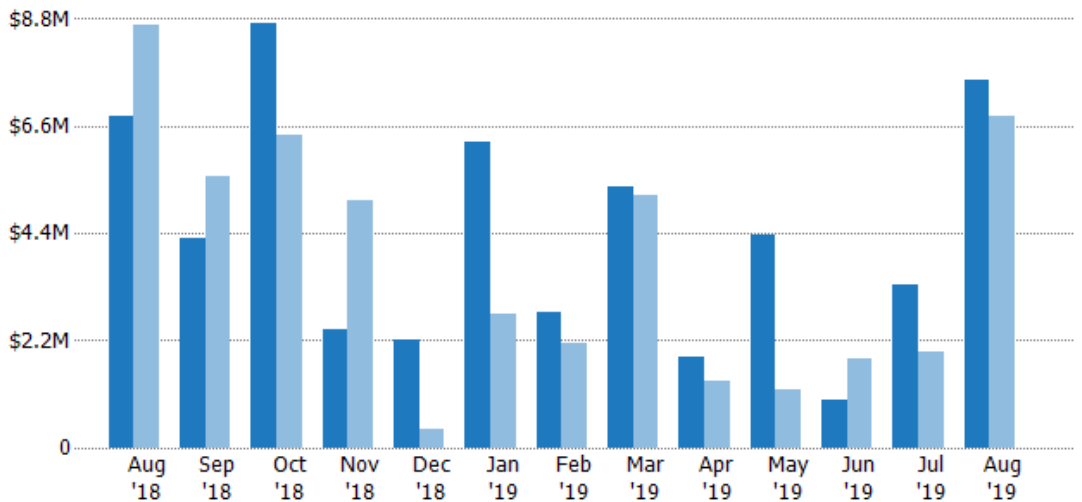
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Volume	% Chg.
Aug '19	\$7.55M	11%
Aug '18	\$6.8M	-21.7%
Aug '17	\$8.68M	-57.4%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$6.8M	\$4.3M	\$8.71M	\$2.42M	\$2.21M	\$6.26M	\$2.79M	\$5.37M	\$1.87M	\$4.35M	\$992K	\$3.35M	\$7.55M
Prior Year	\$8.68M	\$5.55M	\$6.43M	\$5.09M	\$368K	\$2.74M	\$2.14M	\$5.18M	\$1.38M	\$1.21M	\$1.83M	\$1.97M	\$6.8M
Percent Change from Prior Year	-22%	-23%	35%	-52%	501%	128%	31%	4%	36%	261%	-46%	70%	11%

Pending Sales

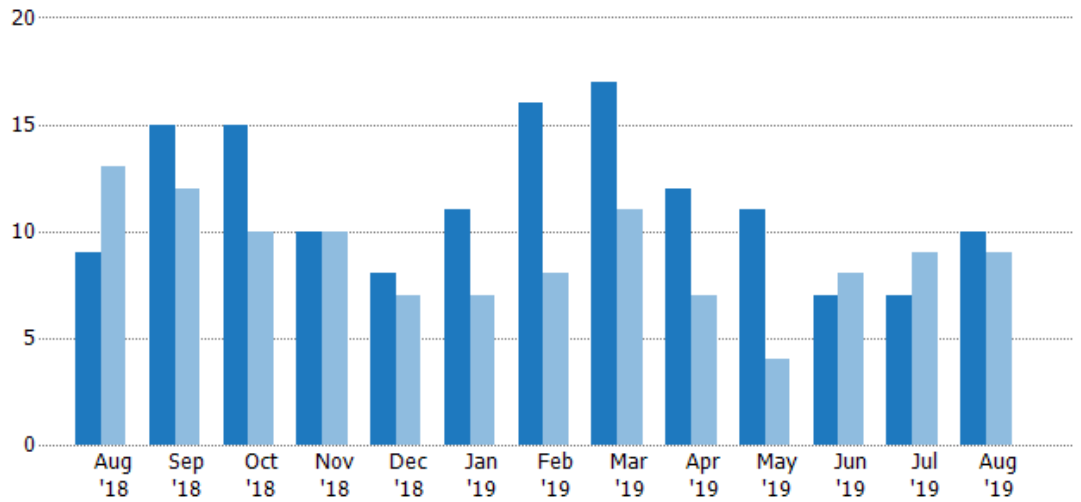
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Aug '19	10	11.1%
Aug '18	9	-30.8%
Aug '17	13	0%



Current Year	9	15	15	10	8	11	16	17	12	11	7	7	10
Prior Year	13	12	10	10	7	7	8	11	7	4	8	9	9
Percent Change from Prior Year	-31%	25%	50%	0%	14%	57%	100%	55%	71%	175%	-13%	-22%	11%

Pending Sales Volume

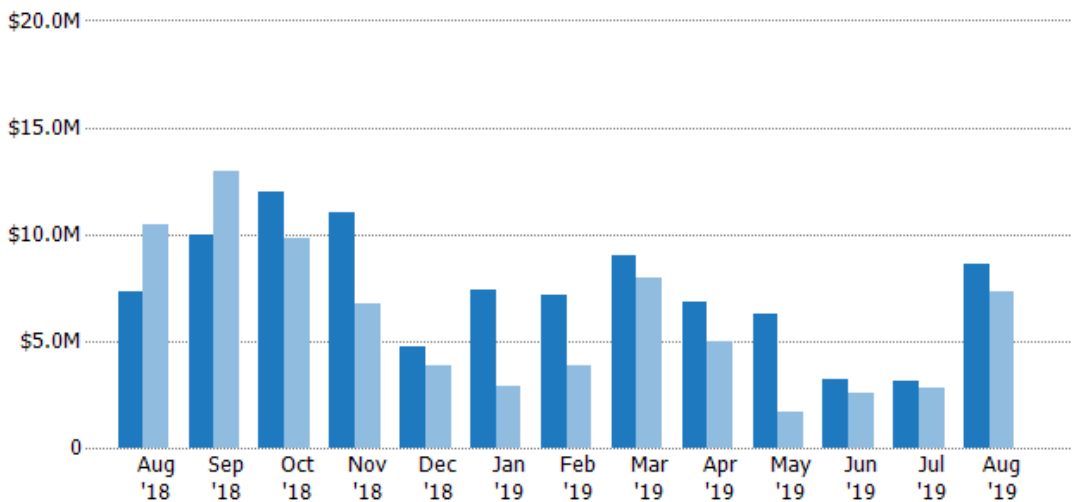
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Aug '19	\$8.63M	17.7%
Aug '18	\$7.33M	-30%
Aug '17	\$10.5M	-44%



Current Year	\$7.33M	\$9.98M	\$11.9M	\$11M	\$4.76M	\$7.36M	\$7.18M	\$8.98M	\$6.85M	\$6.25M	\$3.18M	\$3.14M	\$8.63M
Prior Year	\$10.5M	\$12.9M	\$9.78M	\$6.76M	\$3.88M	\$2.92M	\$3.83M	\$7.96M	\$5M	\$1.65M	\$2.57M	\$2.83M	\$7.33M
Percent Change from Prior Year	-30%	-23%	22%	63%	23%	152%	87%	13%	37%	279%	24%	11%	18%

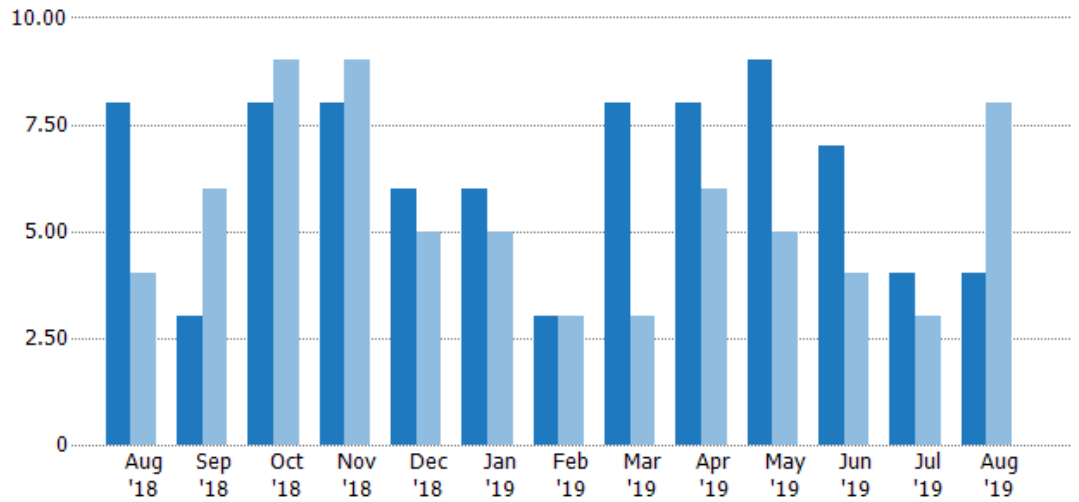
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Aug '19	4	-50%
Aug '18	8	100%
Aug '17	4	-25%

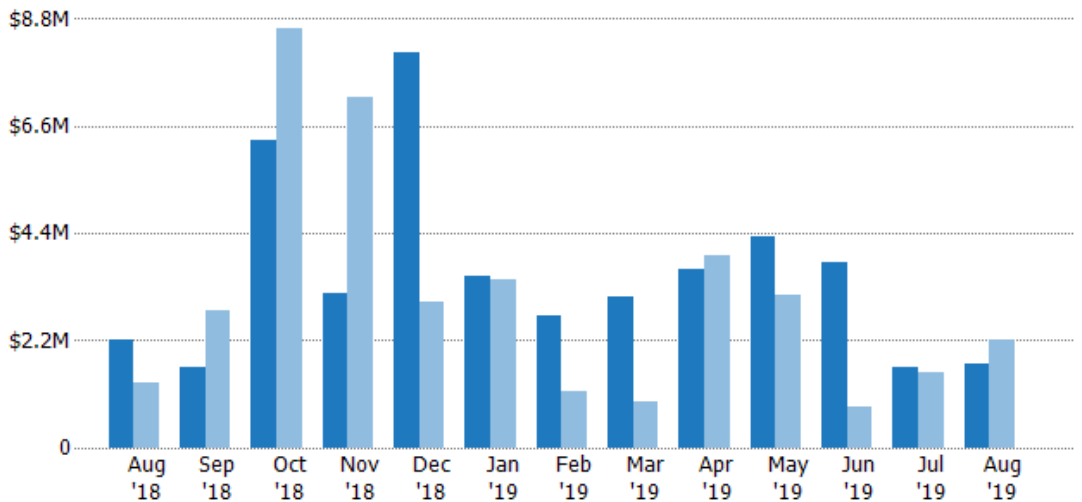
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Aug '19	\$1.72M	-22.1%
Aug '18	\$2.21M	67.6%
Aug '17	\$1.32M	-4.6%

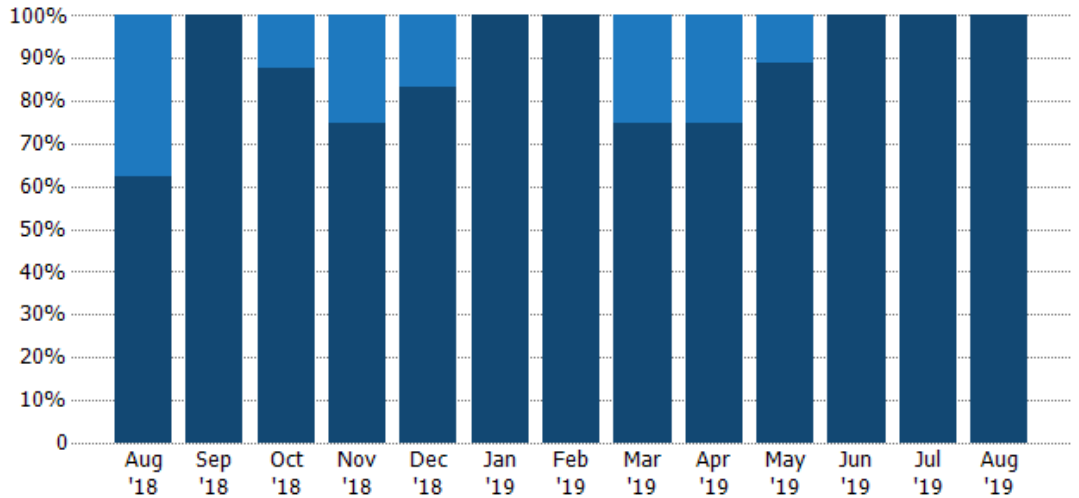
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Condo/Townhouse	38%	-	13%	25%	17%	-	-	25%	25%	11%	-	-	-
Single Family Residence	63%	100%	88%	75%	83%	100%	100%	75%	75%	89%	100%	100%	100%

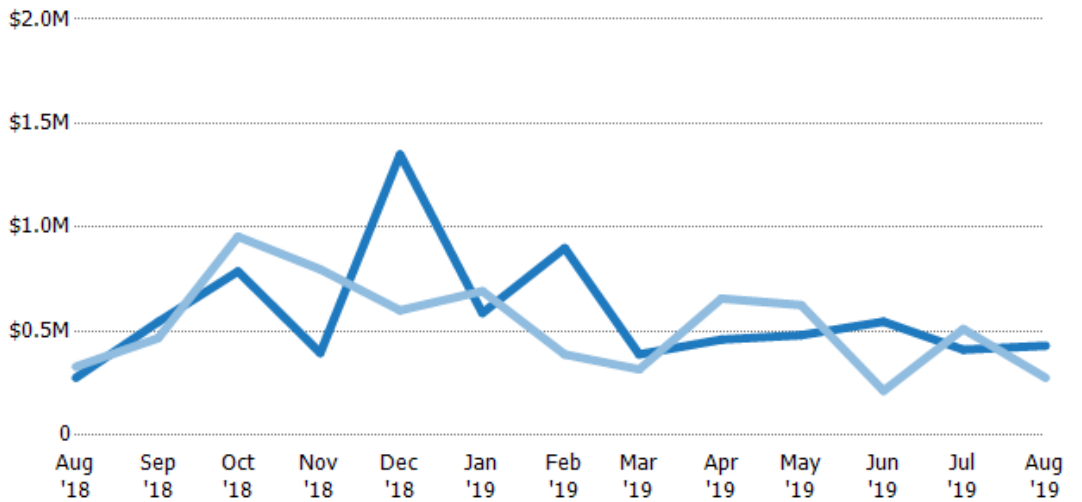
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K	\$389K	\$460K	\$481K	\$546K	\$412K	\$431K
Prior Year	\$330K	\$467K	\$955K	\$798K	\$601K	\$693K	\$389K	\$317K	\$658K	\$626K	\$213K	\$511K	\$276K
Percent Change from Prior Year	-16%	17%	-18%	-50%	125%	-15%	132%	23%	-30%	-23%	156%	-19%	56%

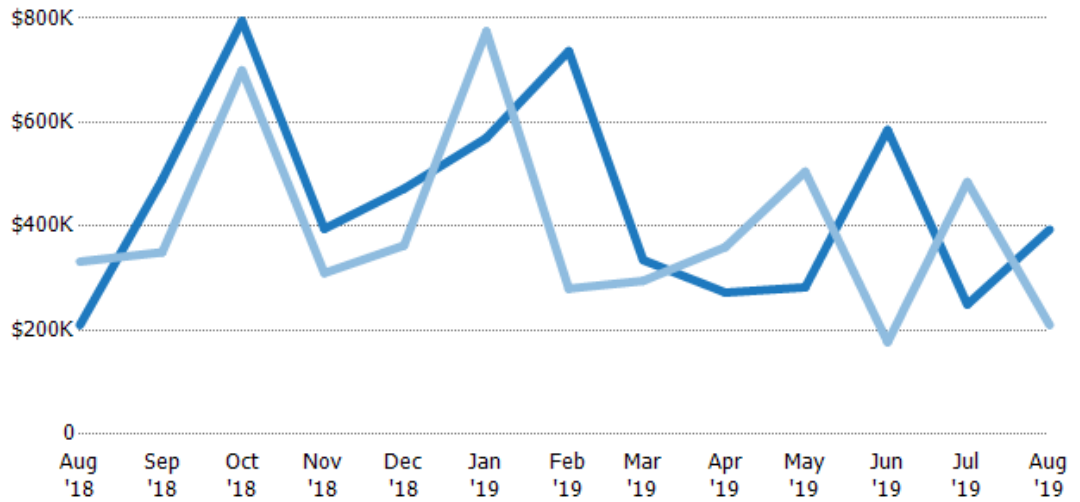
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Aug '19	\$394K	87.5%
Aug '18	\$210K	-36.7%
Aug '17	\$332K	-7.8%



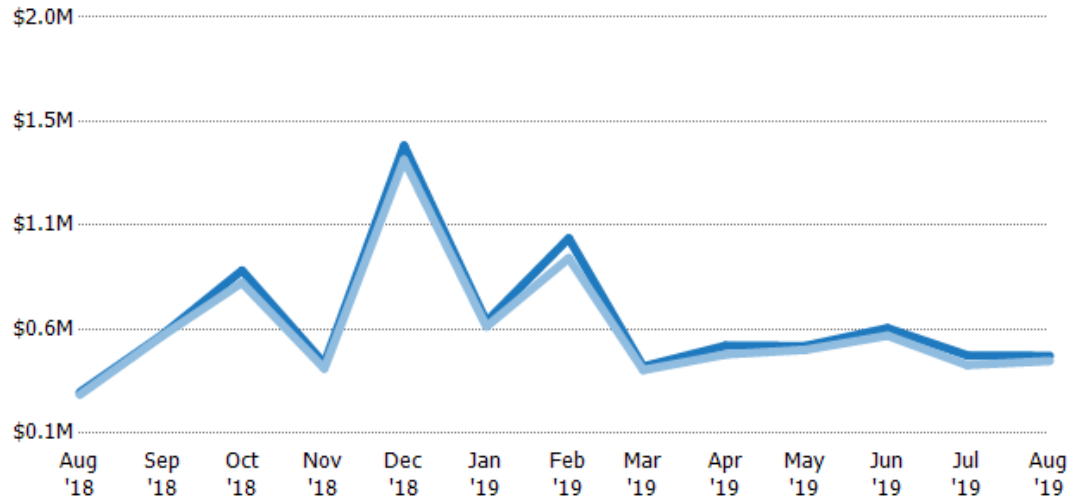
Current Year	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K	\$394K
Prior Year	\$332K	\$350K	\$700K	\$310K	\$363K	\$775K	\$280K	\$295K	\$360K	\$505K	\$177K	\$485K	\$210K
Percent Change from Prior Year	-37%	40%	14%	27%	30%	-26%	163%	14%	-24%	-44%	230%	-49%	88%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Avg List Price	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K	\$454K
Avg Sales Price	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K	\$389K	\$460K	\$481K	\$546K	\$412K	\$431K
Avg Sales Price as a % of Avg List Price	96%	99%	93%	95%	95%	96%	91%	96%	92%	97%	94%	90%	95%

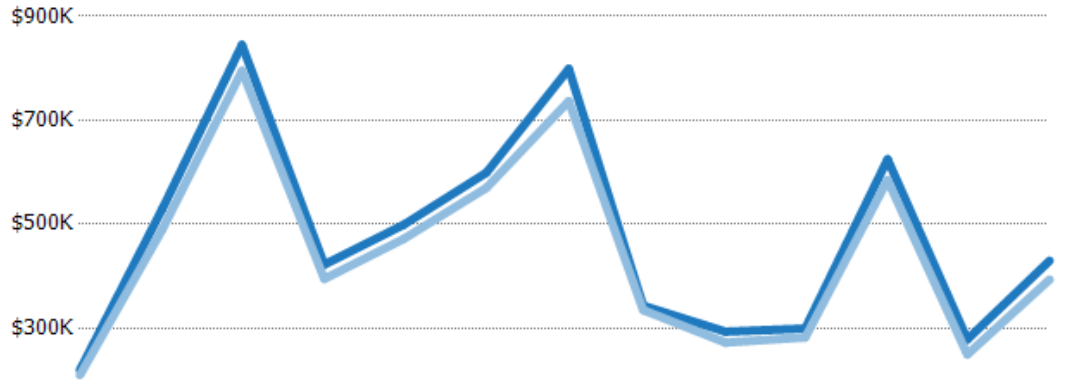
Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K	\$430K
Median Sales Price	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K	\$394K
Med Sales Price as a % of Med List Price	96%	93%	94%	93%	95%	95%	92%	98%	93%	94%	94%	90%	92%

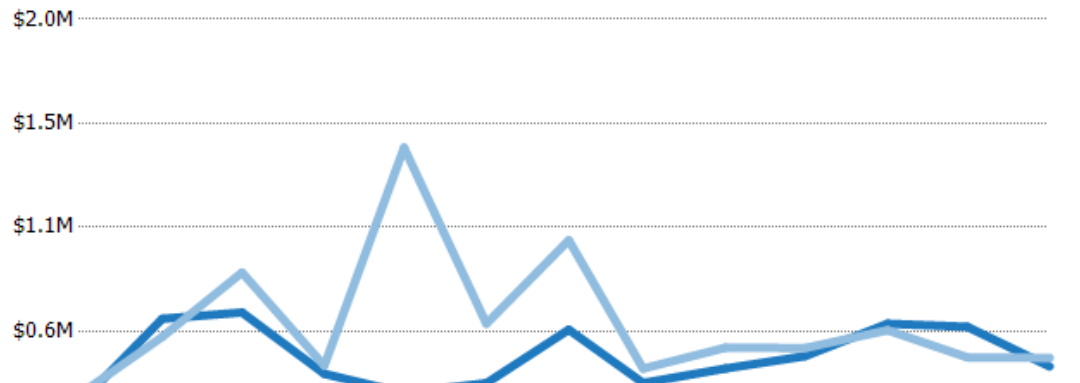
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$247K	\$632K	\$661K	\$381K	\$293K	\$338K	\$582K	\$339K	\$405K	\$462K	\$609K	\$595K	\$414K
Avg Sales Price	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K	\$454K
Avg Sales Price as a % of Avg Est Value	116%	87%	128%	110%	482%	180%	170%	119%	123%	108%	95%	77%	109%

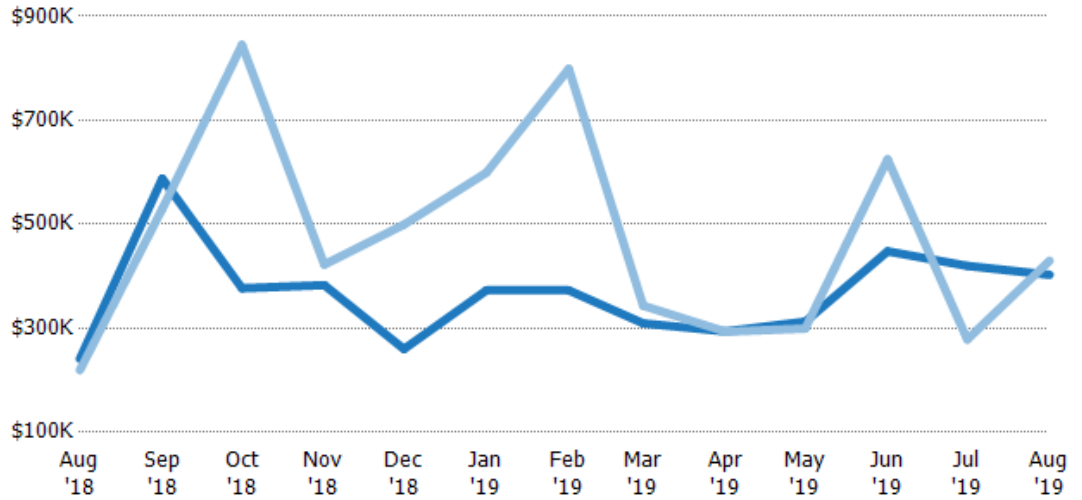
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$241K	\$588K	\$377K	\$383K	\$260K	\$373K	\$373K	\$310K	\$294K	\$313K	\$448K	\$420K	\$403K
Median Sales Price	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K	\$430K
Med Sales Price as a % of Med Est Value	91%	90%	224%	110%	192%	161%	214%	111%	100%	96%	140%	66%	107%