

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	11	+81.8%	79	70	+12.9%
New Listing Volume	\$14,793,000	\$9,024,000	+63.9%	\$52,887,800	\$51,322,410	+3.1%
Active Listing Count	86	79	+8.9%	N/A	N/A	
Active Listing Volume	\$75,066,799	\$83,493,009	-10.1%	N/A	N/A	
Average Listing Price	\$872,870	\$1,056,874	-17.4%	\$954,350	\$1,055,708	-9.6%
Median Listing Price	\$597,000	\$699,000	-14.6%	\$599,721	\$607,012	-1.2%
Median Days in RPR	101.5	120	-15.4%	240.51	186.02	+29.3%
Months of Inventory	12.3	19.8	-37.8%	17.3	10.2	+69.2%
Absorption Rate	8.14%	5.06%	+3.1%	5.78%	9.78%	-4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	5	+40%	50	33	+51.5%
New Pending Sales Volume	\$3,353,000	\$1,967,000	+70.5%	\$24,988,699	\$16,439,500	+52%
Pending Sales Count	7	9	-22.2%	N/A	N/A	
Pending Sales Volume	\$3,139,500	\$2,828,900	+11%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	45	29	+55.2%
Closed Sales Volume	\$1,646,000	\$1,533,000	+7.4%	\$22,817,150	\$15,040,950	+51.7%
Average Sales Price	\$411,500	\$511,000	-19.5%	\$507,048	\$518,653	-2.2%
Median Sales Price	\$249,500	\$485,000	-48.6%	\$402,811	\$429,259	-6.2%

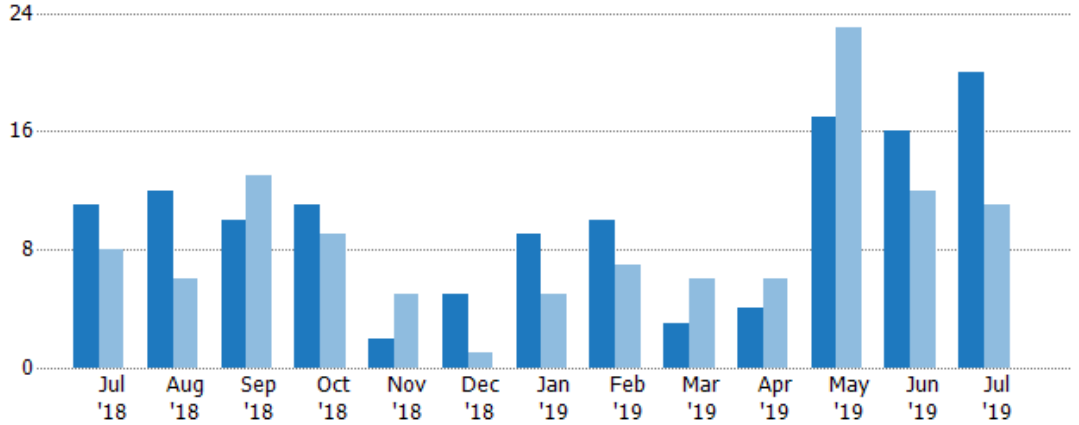
## New Listings

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
Jul '18	11	8	38%
Aug '18	12	6	100%
Sep '18	10	13	-23%
Oct '18	11	9	22%
Nov '18	2	5	-60%
Dec '18	5	1	400%
Jan '19	9	5	80%
Feb '19	10	7	43%
Mar '19	3	6	-50%
Apr '19	4	6	-33%
May '19	17	23	-26%
Jun '19	16	12	33%
Jul '19	20	11	82%

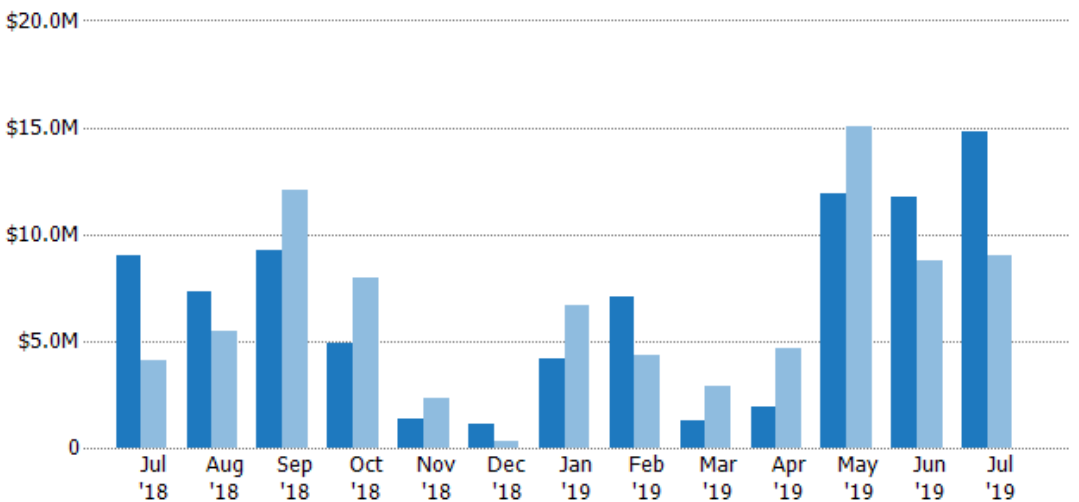
## New Listing Volume

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
Jul '18	\$9.02M	\$4.08M	121%
Aug '18	\$7.35M	\$5.44M	35%
Sep '18	\$9.25M	\$12.1M	-23%
Oct '18	\$4.93M	\$7.97M	-38%
Nov '18	\$1.36M	\$2.32M	-41%
Dec '18	\$1.13M	\$289K	292%
Jan '19	\$4.17M	\$6.65M	-37%
Feb '19	\$7.08M	\$4.33M	64%
Mar '19	\$1.31M	\$2.91M	-55%
Apr '19	\$1.88M	\$4.66M	-60%
May '19	\$11.9M	\$15M	-21%
Jun '19	\$11.8M	\$8.73M	35%
Jul '19	\$14.8M	\$9.02M	64%

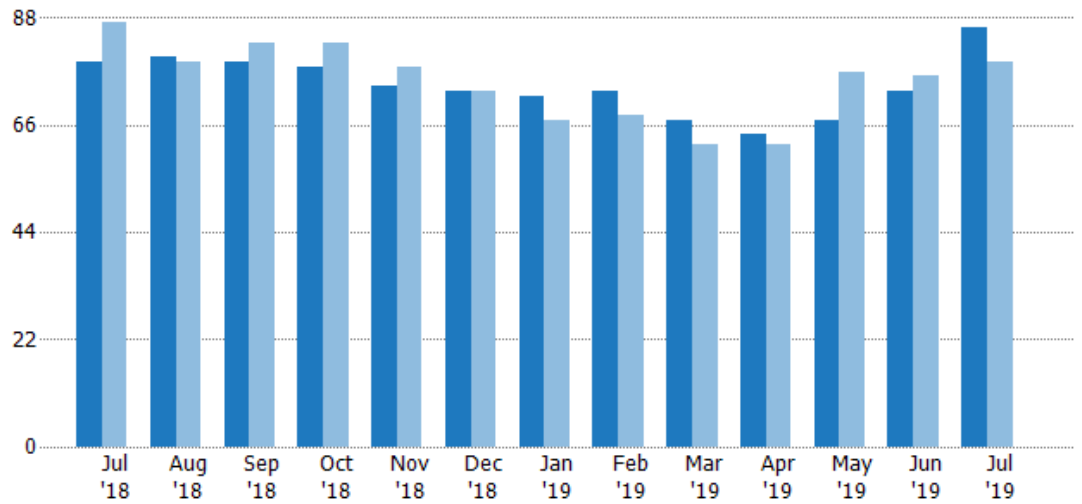
## Active Listings

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	Count	% Chg.
Jul '19	86	8.9%
Jul '18	79	-9.2%
Jul '17	87	2.3%

Current Year	79	80	79	78	74	73	72	73	67	64	67	73	86
Prior Year	87	79	83	83	78	73	67	68	62	62	77	76	79
Percent Change from Prior Year	-9%	1%	-5%	-6%	-5%	0%	7%	7%	8%	3%	-13%	-4%	9%

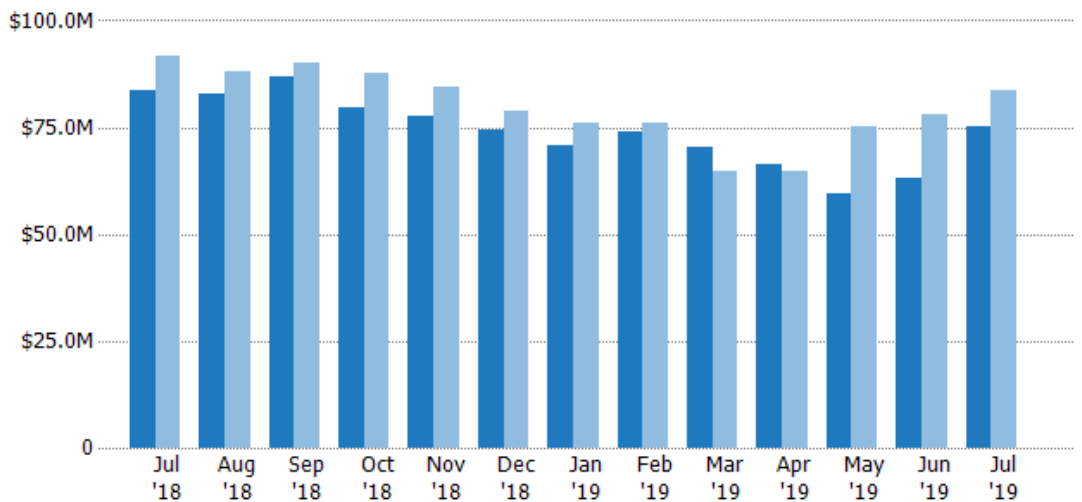
## Active Listing Volume

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	Volume	% Chg.
Jul '19	\$75.1M	-10.1%
Jul '18	\$83.5M	-8.9%
Jul '17	\$91.7M	-10.1%

Current Year	\$83.5M	\$82.8M	\$87M	\$79.7M	\$77.5M	\$74.5M	\$70.9M	\$73.9M	\$70.2M	\$66.5M	\$59.4M	\$63.2M	\$75.1M
Prior Year	\$91.7M	\$87.9M	\$90.3M	\$87.8M	\$84.5M	\$78.8M	\$76.1M	\$76.2M	\$64.7M	\$64.8M	\$75.2M	\$78M	\$83.5M
Percent Change from Prior Year	-9%	-6%	-4%	-9%	-8%	-5%	-7%	-3%	9%	3%	-21%	-19%	-10%

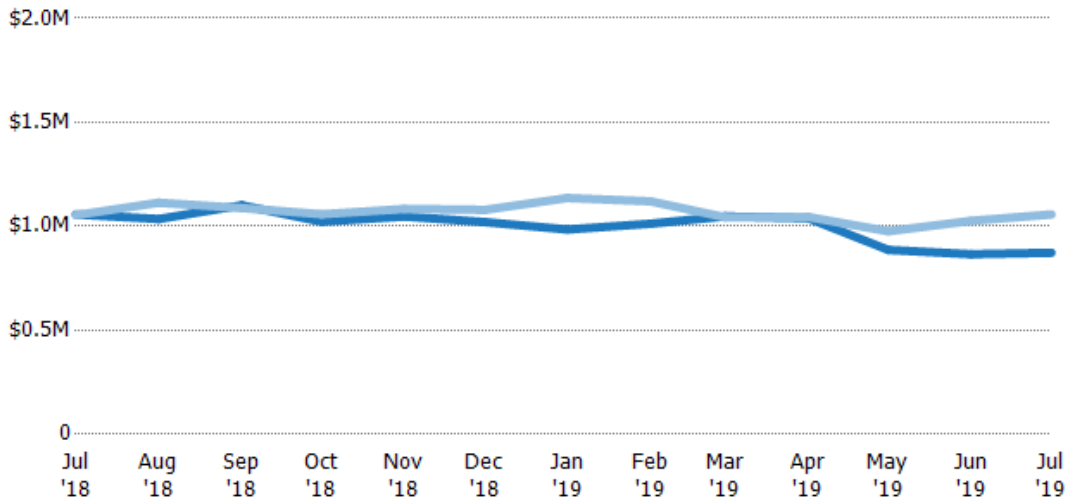
## Average Listing Price

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	Price	% Chg.
Jul '19	\$873K	-17.4%
Jul '18	\$1.06M	0.3%
Jul '17	\$1.05M	-12.1%

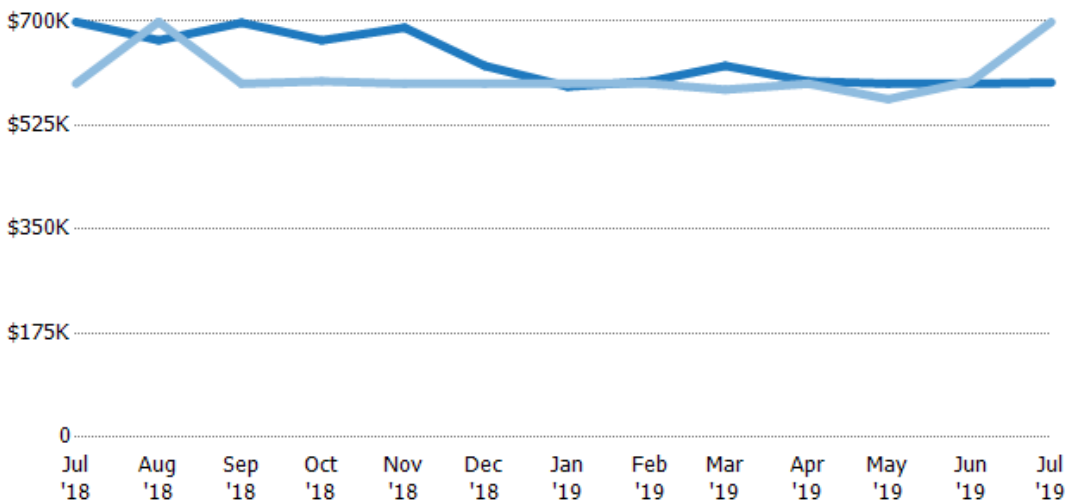
## Median Listing Price

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	Price	% Chg.
Jul '19	\$597K	-14.6%
Jul '18	\$699K	17.5%
Jul '17	\$595K	-11.9%

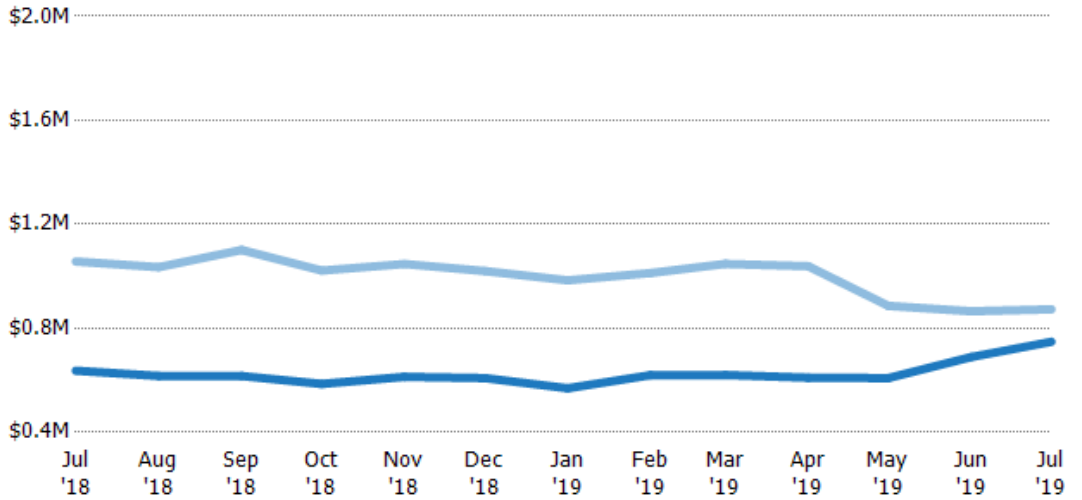
## Average Listing Price vs Average Est Value

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	\$637K	\$617K	\$616K	\$586K	\$613K	\$608K	\$569K	\$620K	\$620K	\$610K	\$609K	\$689K	\$748K
Avg Listing Price	\$1.06M	\$1.03M	\$1.1M	\$1.02M	\$1.05M	\$1.02M	\$984K	\$1.01M	\$1.05M	\$1.04M	\$886K	\$865K	\$873K
Avg Listing Price as a % of Avg Est Value	166%	168%	179%	174%	171%	168%	173%	163%	169%	170%	146%	126%	117%

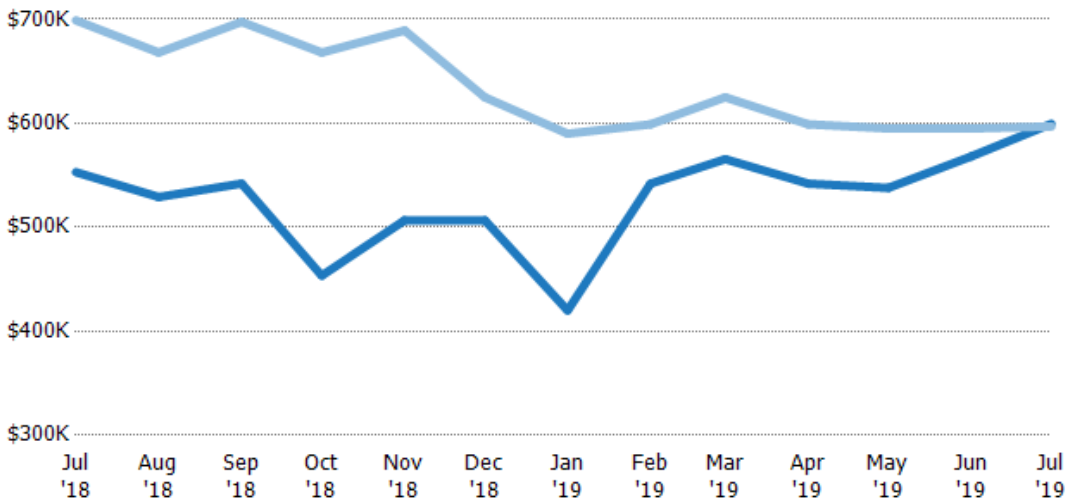
## Median Listing Price vs Median Est Value

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



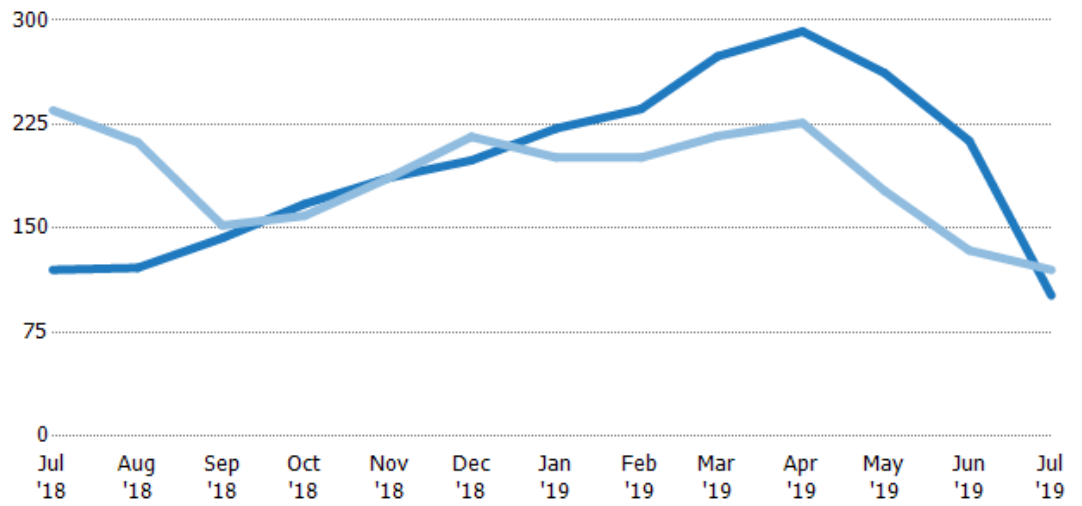
Median Est Value	\$553K	\$529K	\$542K	\$454K	\$507K	\$507K	\$420K	\$542K	\$566K	\$542K	\$538K	\$568K	\$600K
Median Listing Price	\$699K	\$668K	\$698K	\$668K	\$689K	\$625K	\$590K	\$599K	\$625K	\$599K	\$595K	\$595K	\$597K
Med Listing Price as a % of Med Est Value	126%	126%	129%	147%	136%	123%	140%	111%	111%	111%	111%	105%	100%

## 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.
Jul '19	102	-15.4%
Jul '18	120	-48.9%
Jul '17	235	-35.3%

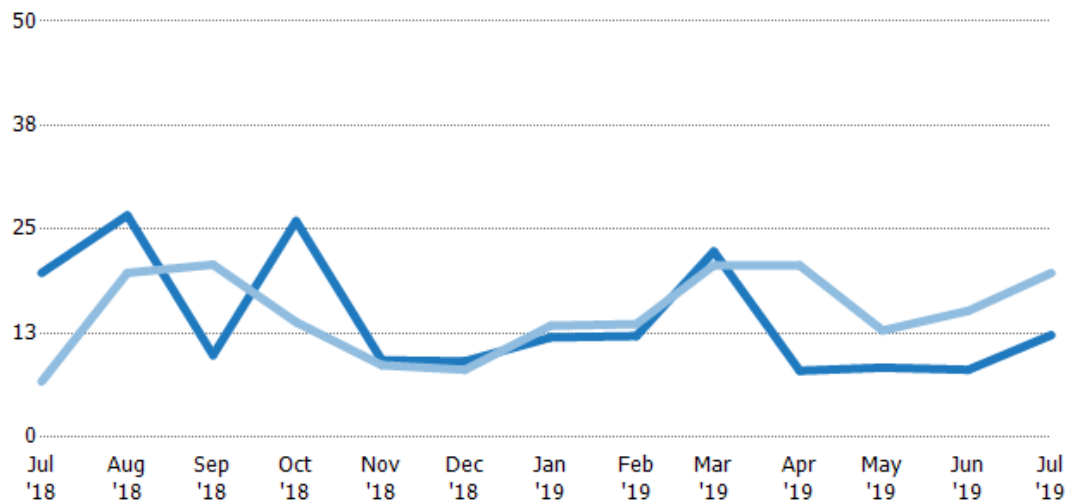
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	120	122	143	168	187	199	222	236	274	292	262	213	102
Prior Year	235	212	152	159	187	216	201	201	217	226	177	134	120
Percent Change from Prior Year	-49%	-43%	-6%	5%	0%	-8%	10%	17%	27%	29%	48%	59%	-15%

## 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.
Jul '19	12.3	-37.8%
Jul '18	19.8	195.1%
Jul '17	6.69	564.9%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	19.8	26.7	9.88	26	9.25	9.13	12	12.2	22.3	8	8.38	8.11	12.3
Prior Year	6.69	19.8	20.8	13.8	8.67	8.11	13.4	13.6	20.7	20.7	12.8	15.2	19.8
Percent Change from Prior Year	195%	35%	-52%	88%	7%	13%	-10%	-11%	8%	-61%	-35%	-47%	-38%

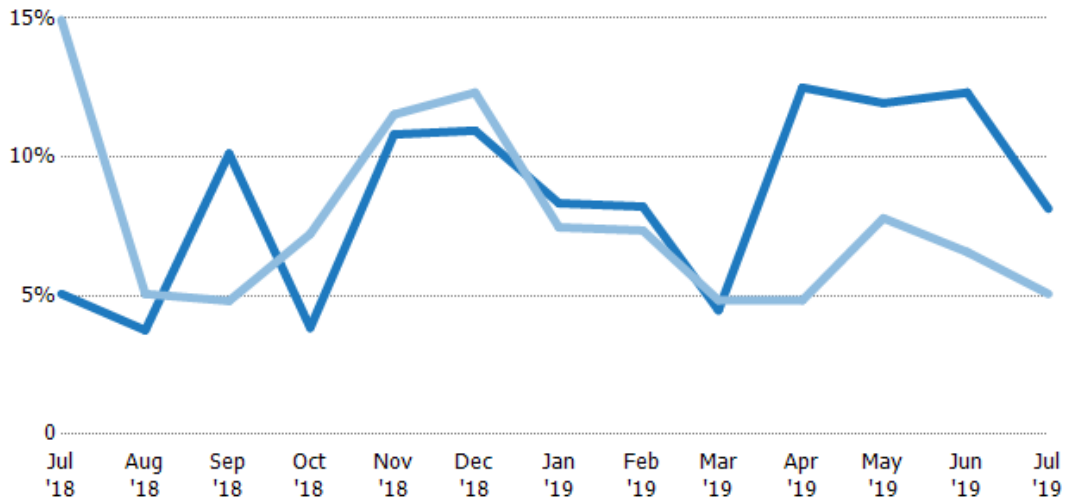
## Absorption Rate

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	5%	4%	10%	4%	11%	11%	8%	8%	4%	13%	12%	12%	8%
Prior Year	15%	5%	5%	7%	12%	12%	7%	7%	5%	5%	8%	7%	5%
Change from Prior Year	10%	1%	-5%	3%	1%	1%	-1%	-1%	0%	-8%	-4%	-6%	-3%

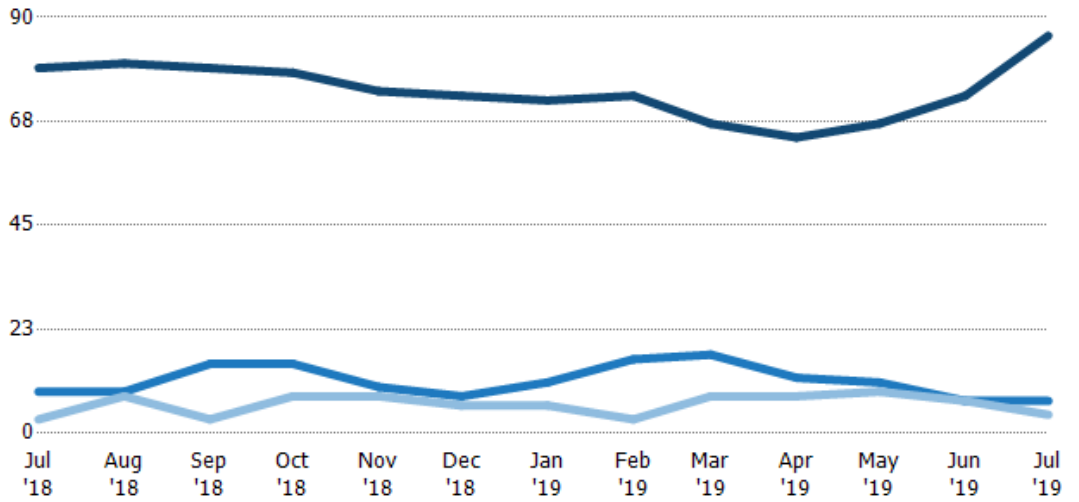
## Active/Pending/Sold Units

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



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

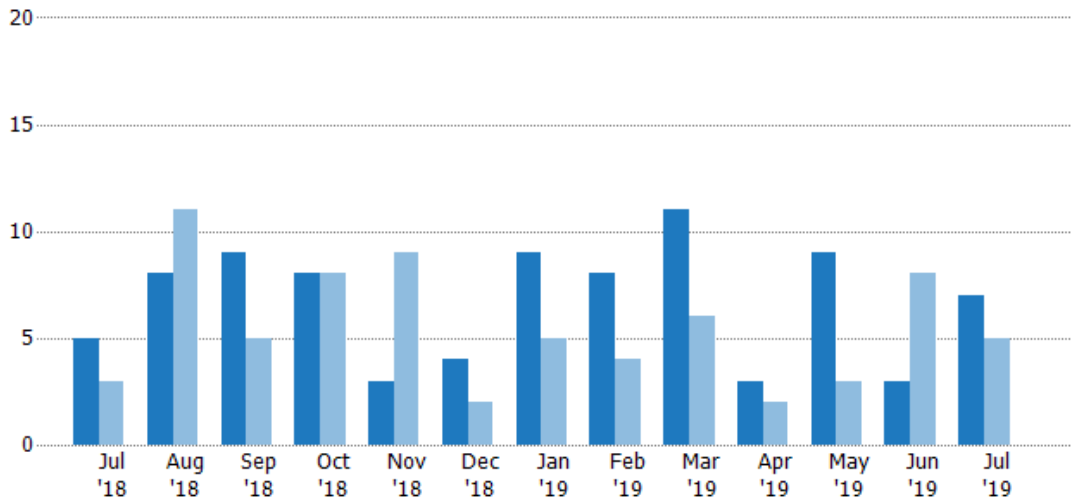
## New Pending Sales

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.
Jul '19	7	40%
Jul '18	5	66.7%
Jul '17	3	100%

Current Year	5	8	9	8	3	4	9	8	11	3	9	3	7
Prior Year	3	11	5	8	9	2	5	4	6	2	3	8	5
Percent Change from Prior Year	67%	-27%	80%	0%	-67%	100%	80%	100%	83%	50%	200%	-63%	40%

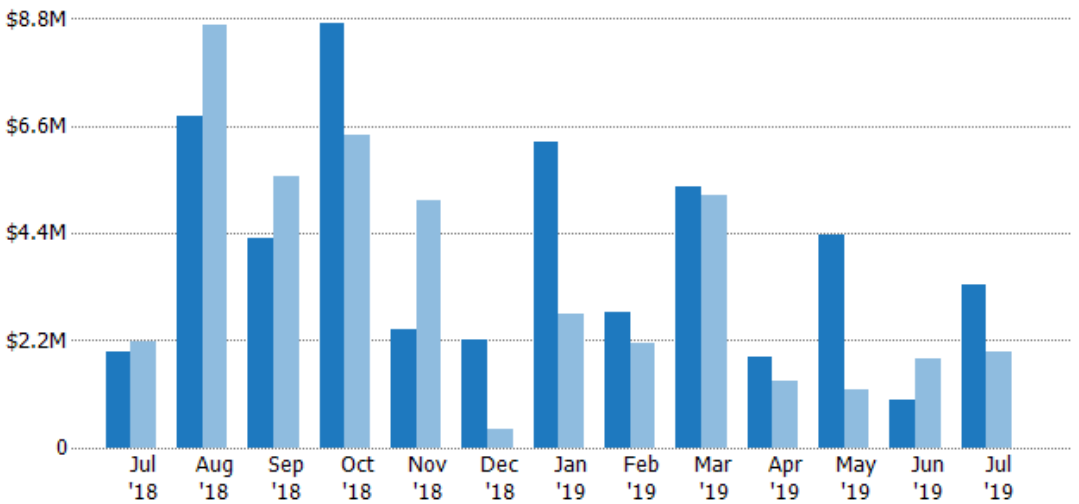
## New Pending Sales Volume

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.
Jul '19	\$3.35M	70.5%
Jul '18	\$1.97M	-9.8%
Jul '17	\$2.18M	20.3%

Current Year	\$1.97M	\$6.8M	\$4.3M	\$8.71M	\$2.42M	\$2.21M	\$6.26M	\$2.79M	\$5.37M	\$1.87M	\$4.35M	\$992K	\$3.35M
Prior Year	\$2.18M	\$8.68M	\$5.55M	\$6.43M	\$5.09M	\$368K	\$2.74M	\$2.14M	\$5.18M	\$1.38M	\$1.21M	\$1.83M	\$1.97M
Percent Change from Prior Year	-10%	-22%	-23%	35%	-52%	501%	128%	31%	4%	36%	261%	-46%	70%



## Pending Sales

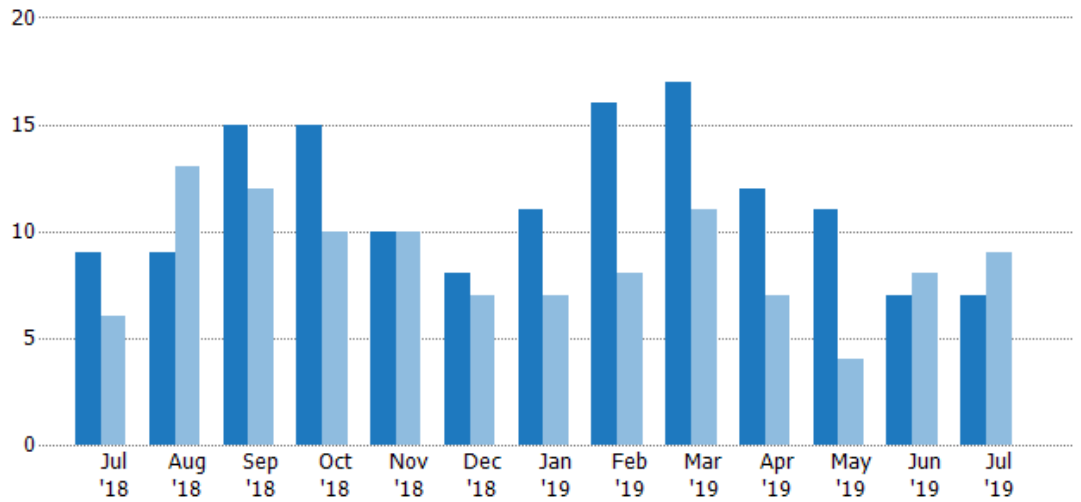
The number of residential properties with accepted offers that were available at the end each month.

### 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.
Jul '19	7	-22.2%
Jul '18	9	50%
Jul '17	6	100%



Current Year	9	9	15	15	10	8	11	16	17	12	11	7	7
Prior Year	6	13	12	10	10	7	7	8	11	7	4	8	9
Percent Change from Prior Year	50%	-31%	25%	50%	0%	14%	57%	100%	55%	71%	175%	-13%	-22%

## Pending Sales Volume

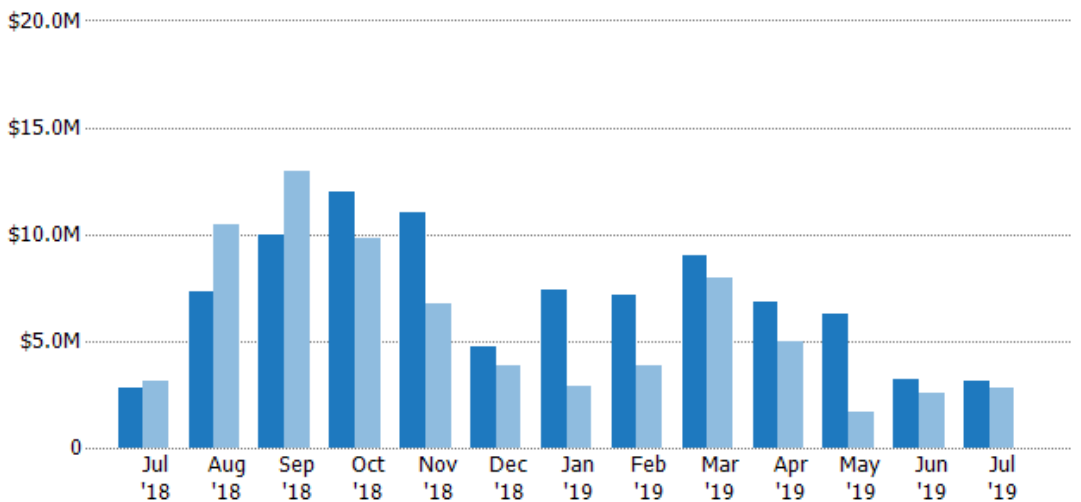
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### 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.
Jul '19	\$3.14M	11%
Jul '18	\$2.83M	-9.8%
Jul '17	\$3.13M	39%



Current Year	\$2.83M	\$7.33M	\$9.98M	\$11.9M	\$11M	\$4.76M	\$7.36M	\$7.18M	\$8.98M	\$6.85M	\$6.25M	\$3.18M	\$3.14M
Prior Year	\$3.13M	\$10.5M	\$12.9M	\$9.78M	\$6.76M	\$3.88M	\$2.92M	\$3.83M	\$7.96M	\$5M	\$1.65M	\$2.57M	\$2.83M
Percent Change from Prior Year	-10%	-30%	-23%	22%	63%	23%	152%	87%	13%	37%	279%	24%	11%

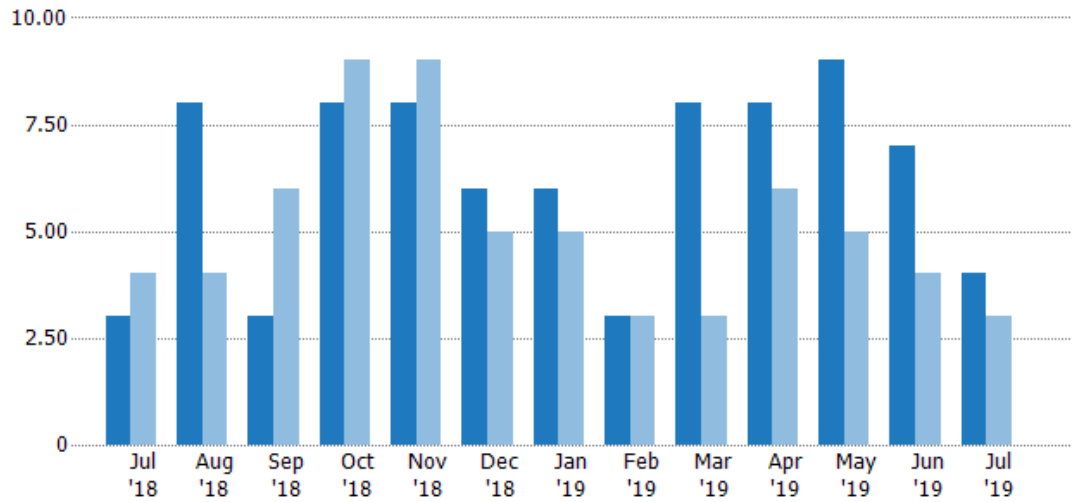
## Closed Sales

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.
Jul '19	4	33.3%
Jul '18	3	-25%
Jul '17	4	-50%

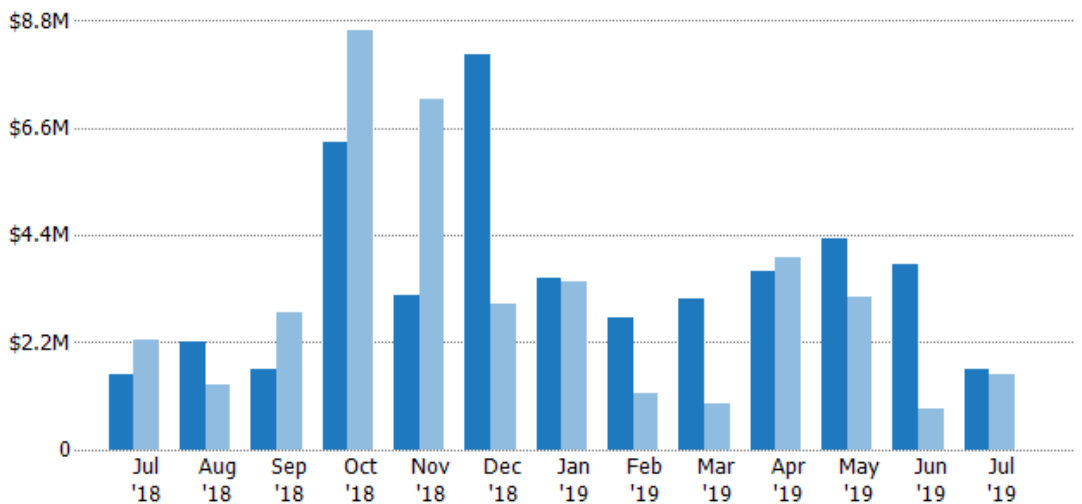
## Closed Sales Volume

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.
Jul '19	\$1.65M	7.4%
Jul '18	\$1.53M	-31.8%
Jul '17	\$2.25M	-84%

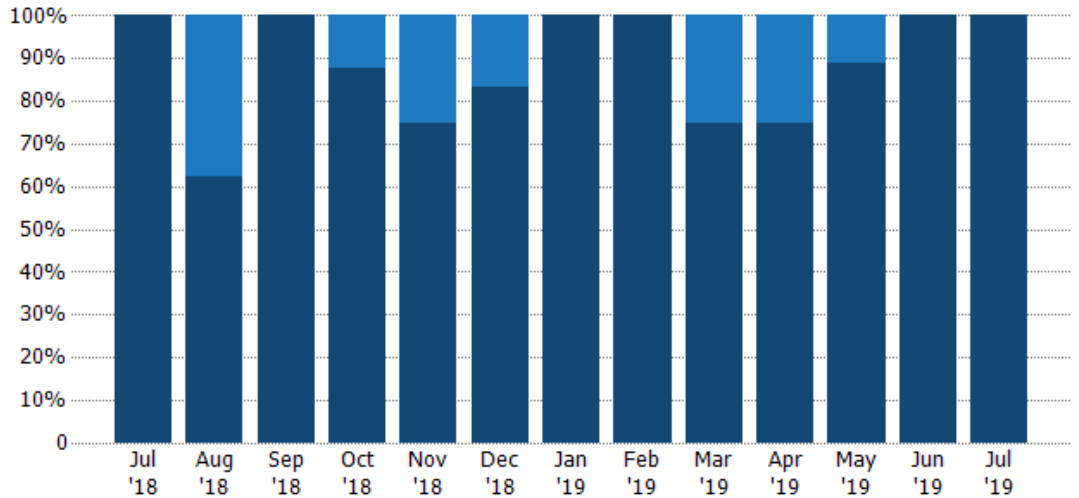
## Closed Sales by Property Type

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	100%	63%	100%	88%	75%	83%	100%	100%	75%	75%	89%	100%	100%

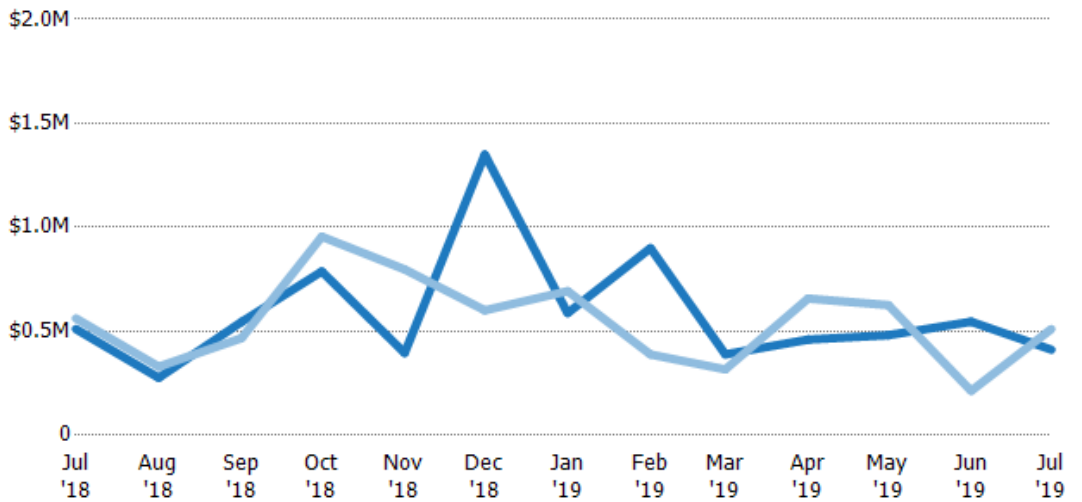
## Average Sales Price

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	\$511K	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K	\$389K	\$460K	\$481K	\$546K	\$412K
Prior Year	\$562K	\$330K	\$467K	\$955K	\$798K	\$601K	\$693K	\$389K	\$317K	\$658K	\$626K	\$213K	\$511K
Percent Change from Prior Year	-9%	-16%	17%	-18%	-50%	125%	-15%	132%	23%	-30%	-23%	156%	-19%

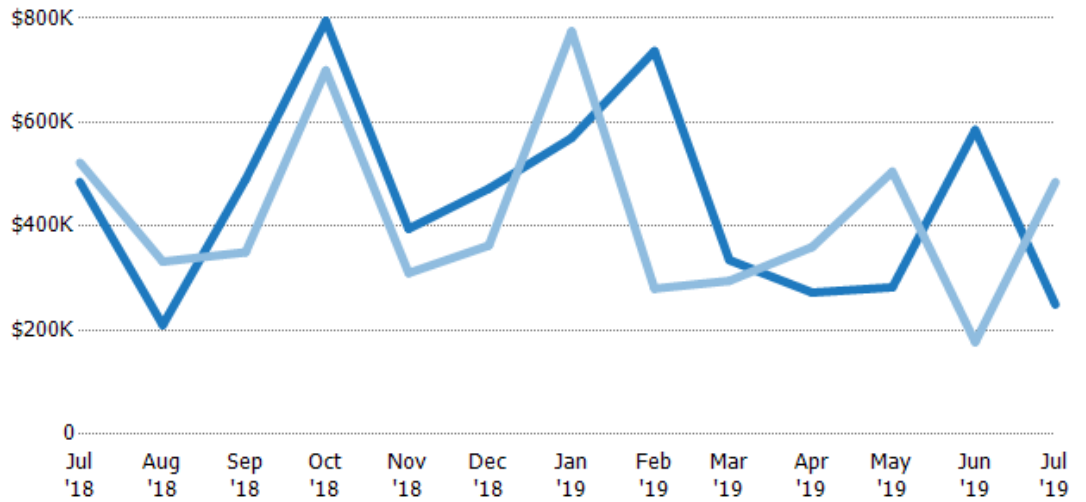
## Median Sales Price

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.
Jul '19	\$250K	-48.6%
Jul '18	\$485K	-7.2%
Jul '17	\$523K	-65.5%



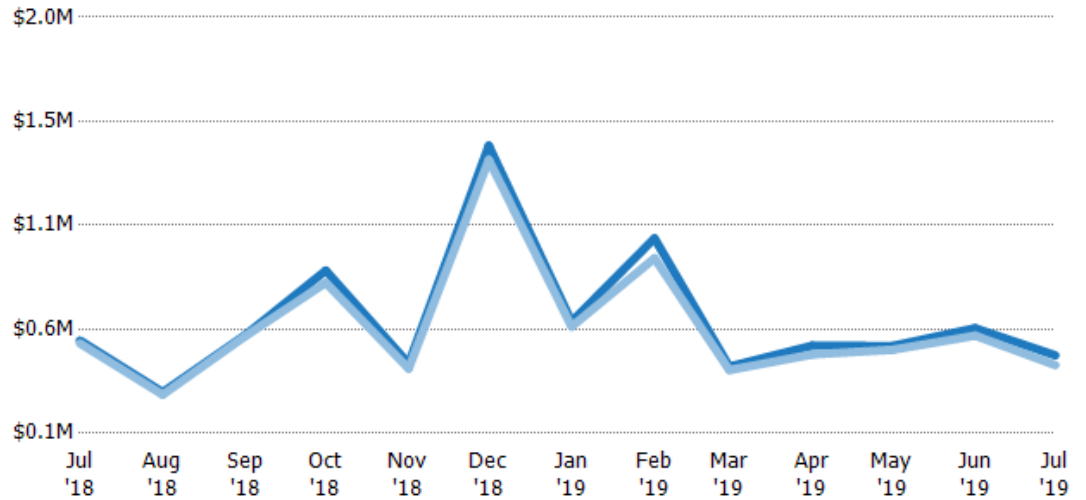
Current Year	\$485K	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K
Prior Year	\$523K	\$332K	\$350K	\$700K	\$310K	\$363K	\$775K	\$280K	\$295K	\$360K	\$505K	\$177K	\$485K
Percent Change from Prior Year	-7%	-37%	40%	14%	27%	30%	-26%	163%	14%	-24%	-44%	230%	-49%

## 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	\$524K	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K
Avg Sales Price	\$511K	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K	\$389K	\$460K	\$481K	\$546K	\$412K
Avg Sales Price as a % of Avg List Price	98%	96%	99%	93%	95%	95%	96%	91%	96%	92%	97%	94%	90%

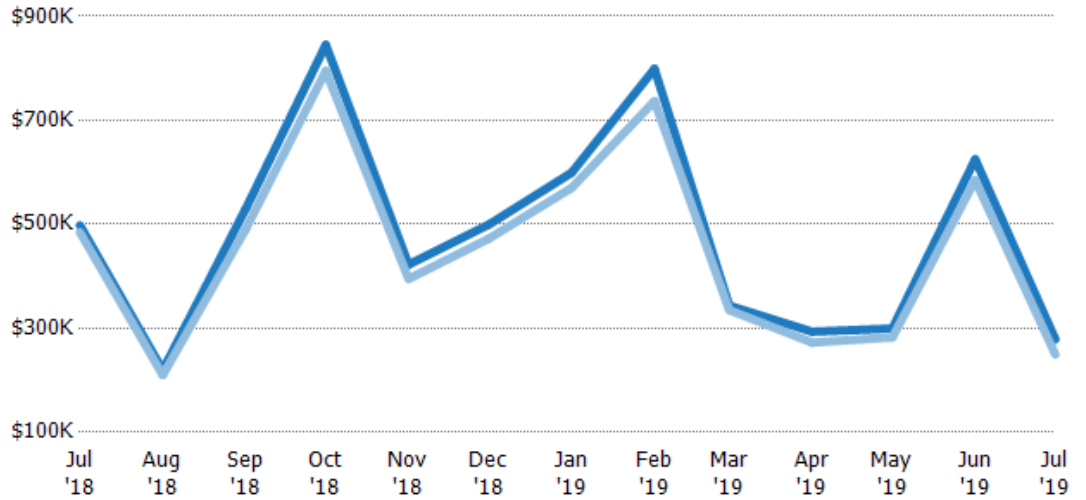
## Median Sales Price vs Median Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$498K	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K
Median Sales Price	\$485K	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K
Med Sales Price as a % of Med List Price	97%	96%	93%	94%	93%	95%	95%	92%	98%	93%	94%	94%	90%

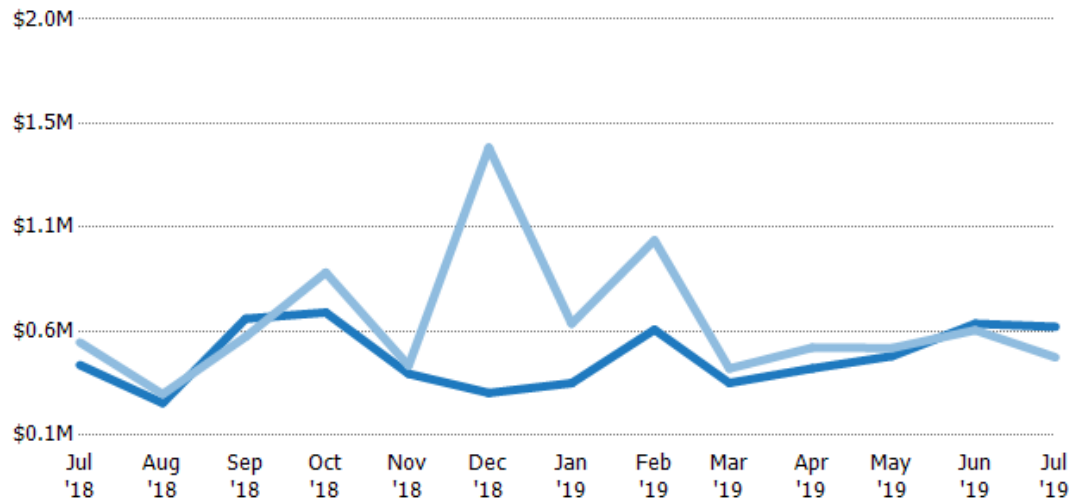
## Average Sales Price vs Average Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$421K	\$247K	\$632K	\$661K	\$381K	\$293K	\$338K	\$582K	\$339K	\$405K	\$462K	\$609K	\$595K
Avg Sales Price	\$524K	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K
Avg Sales Price as a % of Avg Est Value	125%	116%	87%	128%	110%	482%	180%	170%	119%	123%	108%	95%	77%

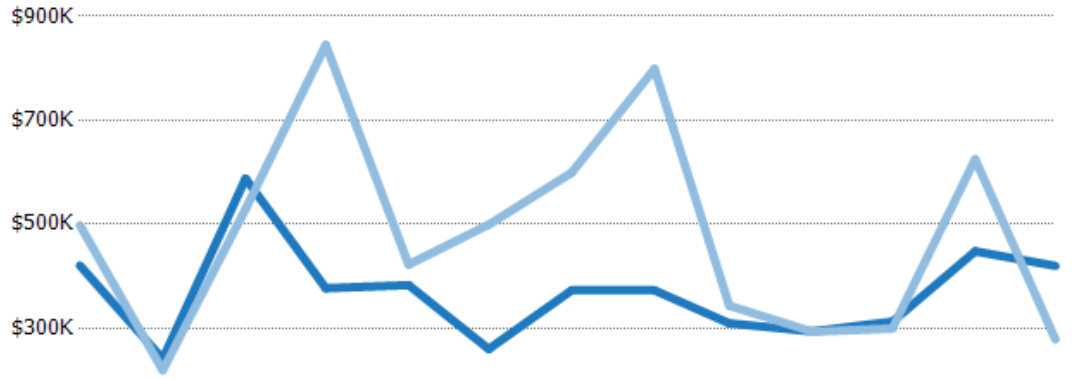
## Median Sales Price vs Median Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$421K	\$241K	\$588K	\$377K	\$383K	\$260K	\$373K	\$373K	\$310K	\$294K	\$313K	\$448K	\$420K
Median Sales Price	\$498K	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K
Med Sales Price as a % of Med Est Value	118%	91%	90%	224%	110%	192%	161%	214%	111%	100%	96%	140%	66%