

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	2	+150%	108	105	+2.9%
New Listing Volume	\$1,510,000	\$1,344,000	+12.4%	\$68,552,700	\$74,168,209	-7.6%
Active Listing Count	63	74	-14.9%	N/A	N/A	
Active Listing Volume	\$55,098,300	\$77,433,108	-28.8%	N/A	N/A	
Average Listing Price	\$874,576	\$1,046,393	-16.4%	\$918,163	\$1,059,019	-13.3%
Median Listing Price	\$599,000	\$689,250	-13.1%	\$602,452	\$636,381	-5.3%
Median Days in RPR	165	186.5	-11.5%	218.2	167.93	+29.9%
Months of Inventory	10.5	9.3	+13.5%	14.1	10.7	+31.6%
Absorption Rate	9.52%	10.81%	-1.3%	7.1%	9.34%	-2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	7	3	+133.3%	81	61	+32.8%
New Pending Sales Volume	\$4,936,000	\$2,424,500	+103.6%	\$43,885,099	\$38,674,300	+13.5%
Pending Sales Count	17	10	+70%	N/A	N/A	
Pending Sales Volume	\$8,920,400	\$11,026,400	-19.1%	N/A	N/A	
Closed Sales Count	4	8	-50%	63	56	+12.5%
Closed Sales Volume	\$889,500	\$3,165,000	-71.9%	\$34,633,650	\$28,998,950	+19.4%
Average Sales Price	\$222,375	\$395,625	-43.8%	\$549,740	\$517,838	+6.2%
Median Sales Price	\$132,500	\$395,000	-66.5%	\$457,802	\$458,902	-0.2%

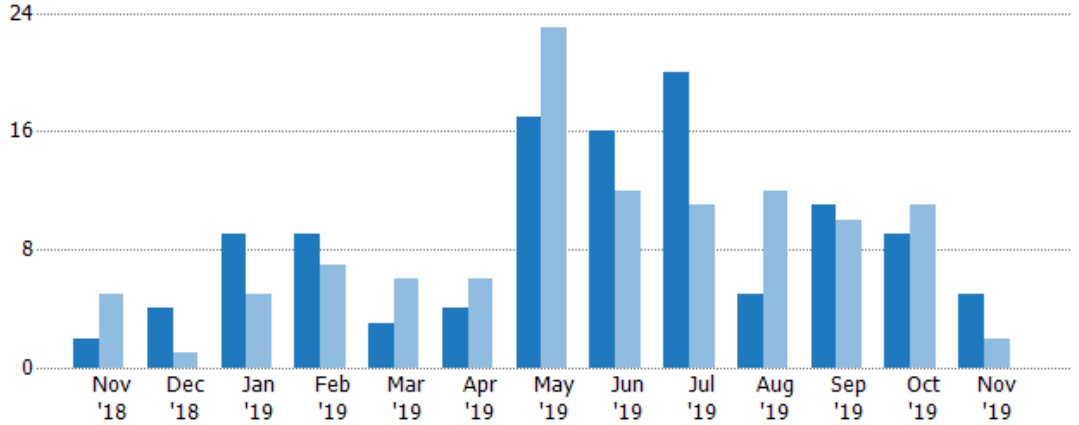
New Listings

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	2	4	9	9	3	4	17	16	20	5	11	9	5
Prior Year	5	1	5	7	6	6	23	12	11	12	10	11	2
Percent Change from Prior Year	-60%	300%	80%	29%	-50%	-33%	-26%	33%	82%	-58%	10%	-18%	150%

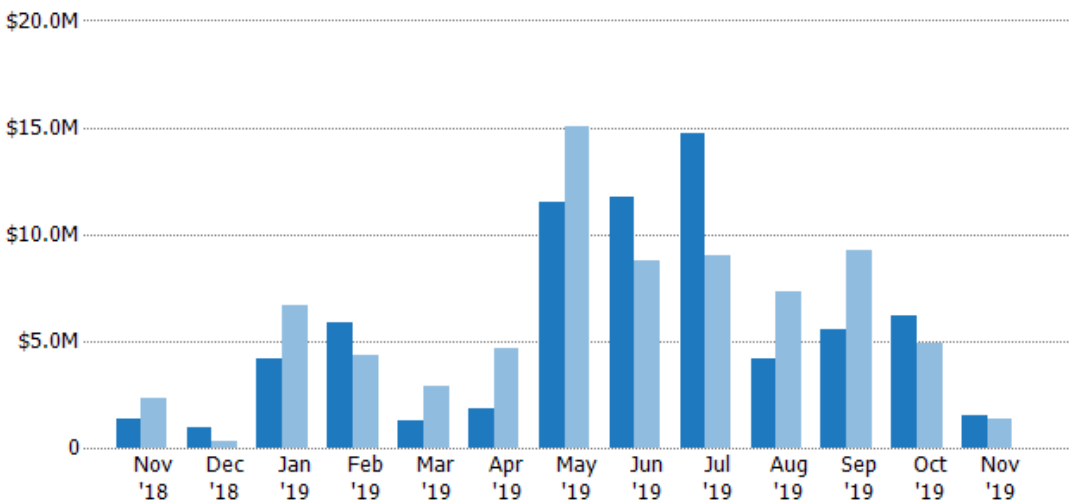
New Listing Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.34M	\$934K	\$4.17M	\$5.85M	\$1.3M	\$1.82M	\$11.5M	\$11.8M	\$14.7M	\$4.21M	\$5.53M	\$6.2M	\$1.51M
Prior Year	\$2.32M	\$289K	\$6.65M	\$4.33M	\$2.91M	\$4.66M	\$15M	\$8.73M	\$9.02M	\$7.35M	\$9.25M	\$4.9M	\$1.34M
Percent Change from Prior Year	-42%	223%	-37%	35%	-55%	-61%	-24%	35%	63%	-43%	-40%	26%	12%

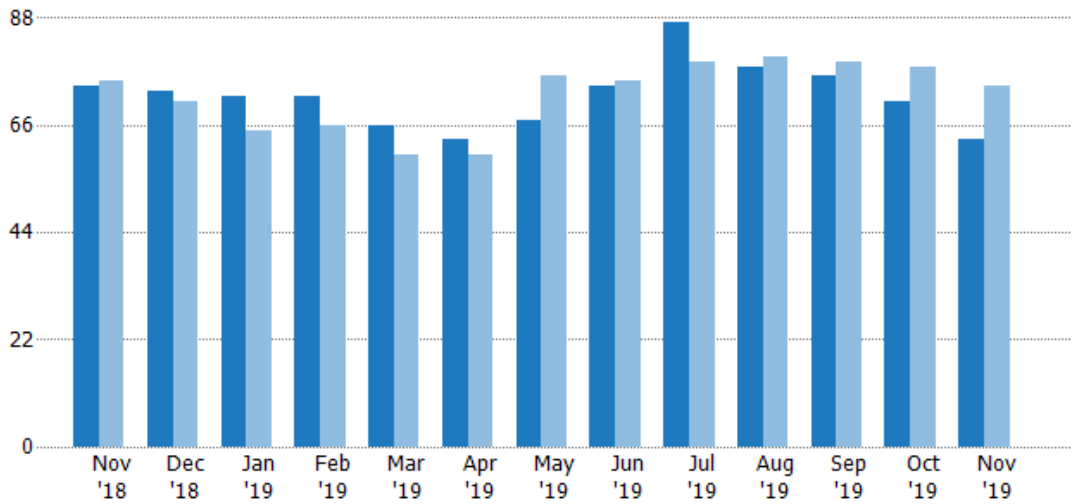
Active Listings

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	74	73	72	72	66	63	67	74	87	78	76	71	63
Prior Year	75	71	65	66	60	60	76	75	79	80	79	78	74
Percent Change from Prior Year	-1%	3%	11%	9%	10%	5%	-12%	-1%	10%	-3%	-4%	-9%	-15%

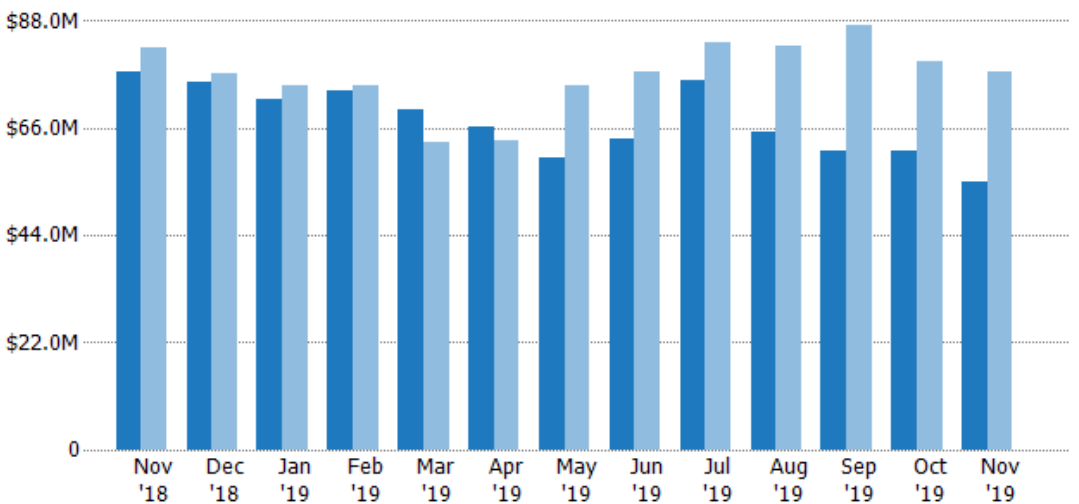
Active Listing Volume

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



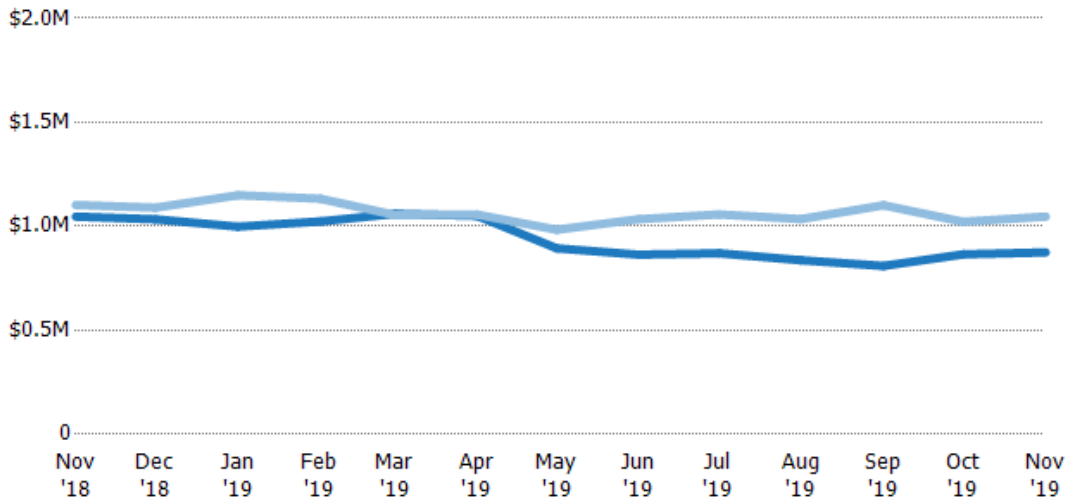
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$77.4M	\$75.5M	\$71.9M	\$73.7M	\$69.9M	\$66.2M	\$59.9M	\$63.9M	\$75.7M	\$65.3M	\$61.5M	\$61.4M	\$55.1M
Prior Year	\$82.7M	\$77.4M	\$74.7M	\$74.7M	\$63.3M	\$63.4M	\$74.7M	\$77.6M	\$83.5M	\$82.8M	\$87M	\$79.7M	\$77.4M
Percent Change from Prior Year	-6%	-2%	-4%	-1%	11%	4%	-20%	-18%	-9%	-21%	-29%	-23%	-29%

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



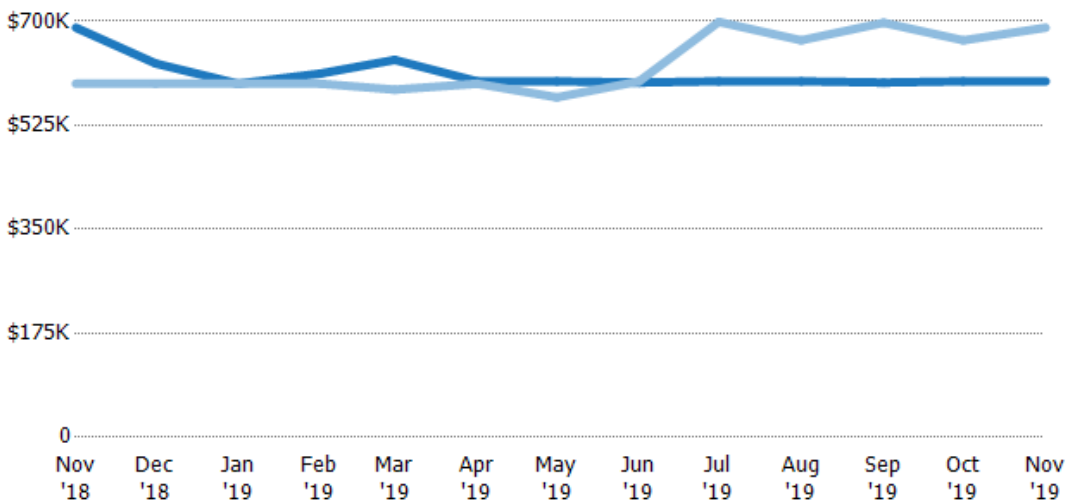
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.05M	\$1.03M	\$998K	\$1.02M	\$1.06M	\$1.05M	\$894K	\$863K	\$870K	\$837K	\$809K	\$865K	\$875K
Prior Year	\$1.1M	\$1.09M	\$1.15M	\$1.13M	\$1.05M	\$1.06M	\$983K	\$1.03M	\$1.06M	\$1.03M	\$1.1M	\$1.02M	\$1.05M
Percent Change from Prior Year	-5%	-5%	-13%	-10%	0%	-1%	-9%	-17%	-18%	-19%	-26%	-15%	-16%

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



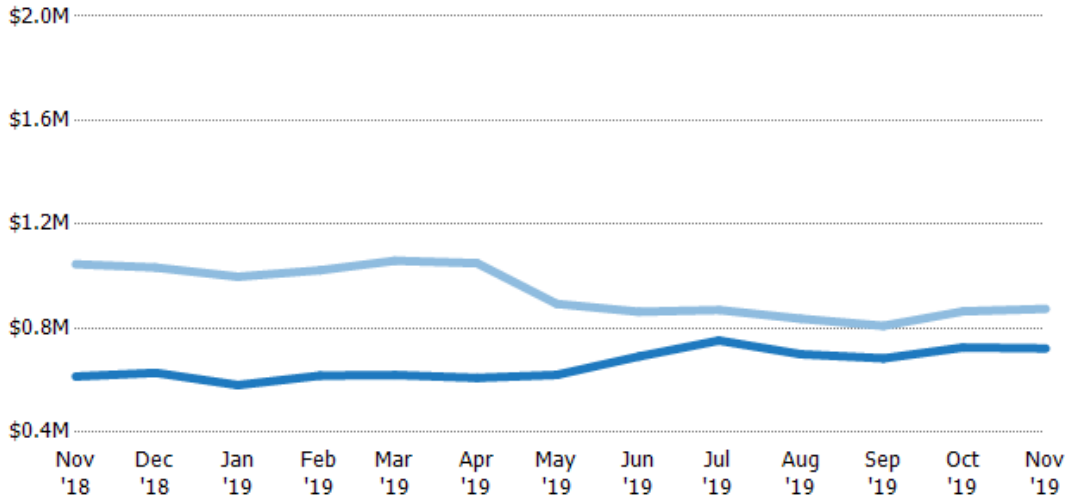
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$689K	\$629K	\$595K	\$612K	\$635K	\$599K	\$599K	\$597K	\$599K	\$599K	\$597K	\$599K	\$599K
Prior Year	\$595K	\$595K	\$595K	\$595K	\$585K	\$595K	\$572K	\$599K	\$699K	\$668K	\$698K	\$668K	\$689K
Percent Change from Prior Year	16%	6%	0%	3%	9%	1%	5%	0%	-14%	-10%	-14%	-10%	-13%

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



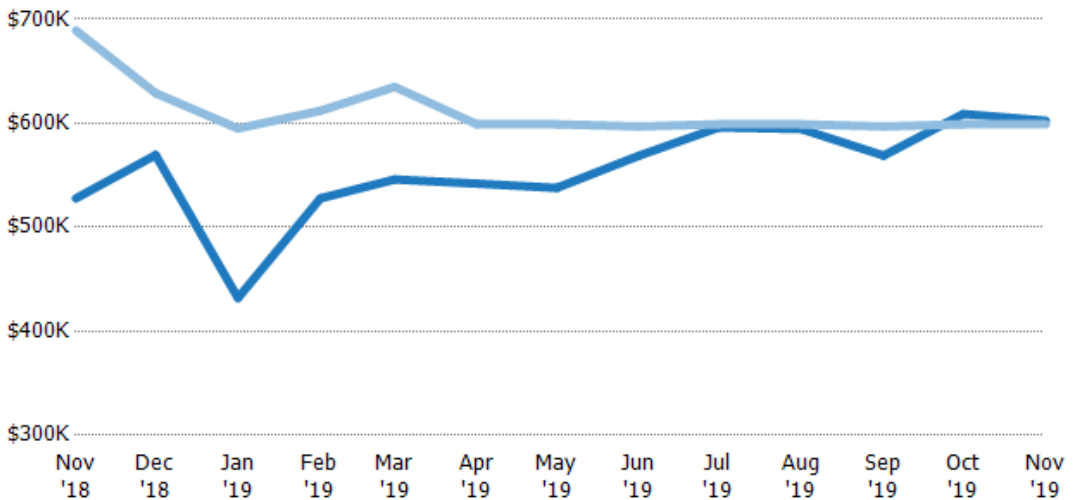
Avg Est Value	\$614K	\$629K	\$581K	\$618K	\$620K	\$609K	\$621K	\$692K	\$753K	\$700K	\$684K	\$726K	\$722K
Avg Listing Price	\$1.05M	\$1.03M	\$998K	\$1.02M	\$1.06M	\$1.05M	\$894K	\$863K	\$870K	\$837K	\$809K	\$865K	\$875K
Avg Listing Price as a % of Avg Est Value	170%	164%	172%	166%	171%	172%	144%	125%	116%	120%	118%	119%	121%

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



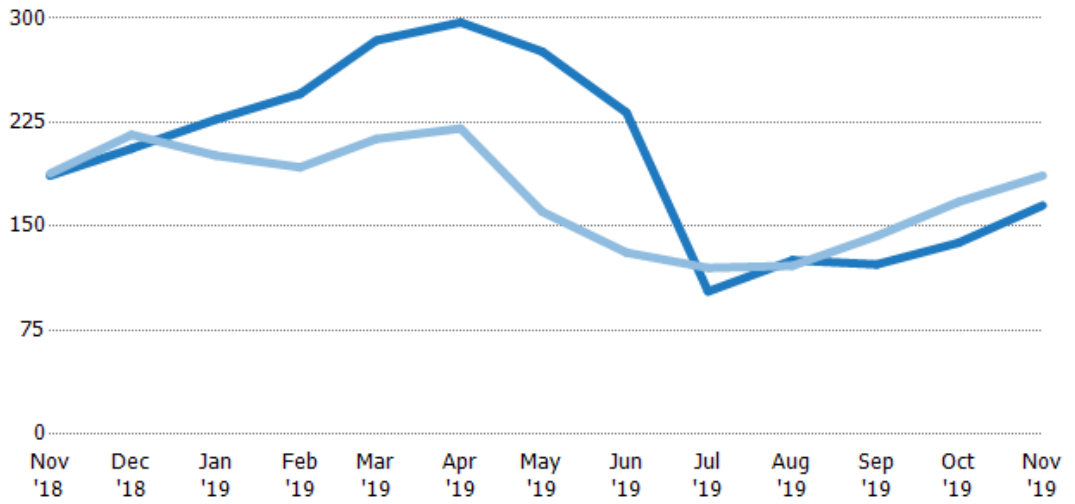
Median Est Value	\$528K	\$570K	\$432K	\$528K	\$546K	\$542K	\$538K	\$569K	\$596K	\$595K	\$569K	\$609K	\$603K
Median Listing Price	\$689K	\$629K	\$595K	\$612K	\$635K	\$599K	\$599K	\$597K	\$599K	\$599K	\$597K	\$599K	\$599K
Med Listing Price as a % of Med Est Value	131%	110%	138%	116%	116%	111%	111%	105%	101%	101%	105%	98%	99%

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.
Nov '19	165	-11.5%
Nov '18	187	-0.8%
Nov '17	188	-18.6%

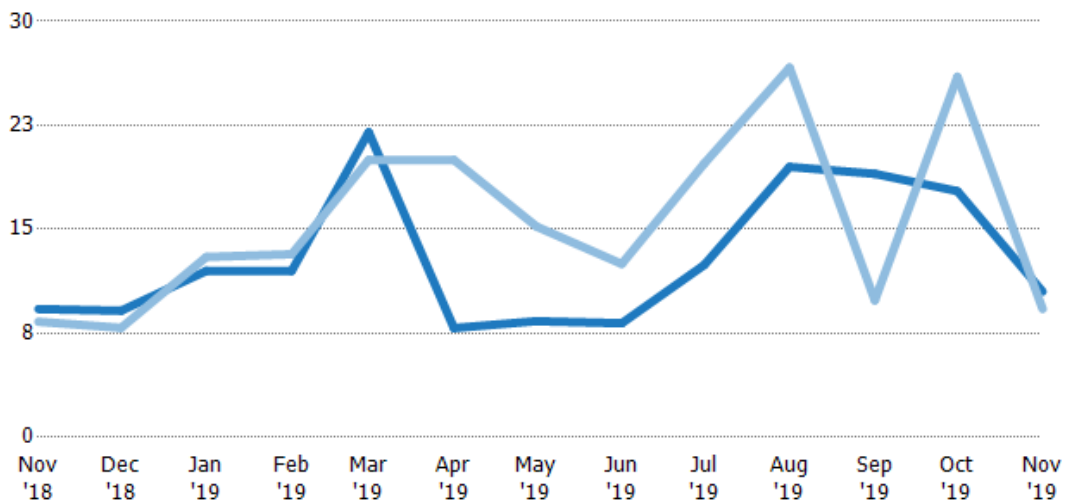
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	187	206	227	246	284	297	276	232	103	126	123	138	165
Prior Year	188	216	201	193	213	221	161	131	120	122	143	168	187
Percent Change from Prior Year	-1%	-5%	13%	28%	33%	35%	72%	77%	-14%	3%	-14%	-18%	-12%

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.
Nov '19	10.5	13.5%
Nov '18	9.25	11%
Nov '17	8.33	244%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9.25	9.13	12	12	22	7.88	8.38	8.22	12.4	19.5	19	17.8	10.5
Prior Year	8.33	7.89	13	13.2	20	20	15.2	12.5	19.8	26.7	9.88	26	9.25
Percent Change from Prior Year	11%	16%	-8%	-9%	10%	-61%	-45%	-34%	-37%	-27%	92%	-32%	14%

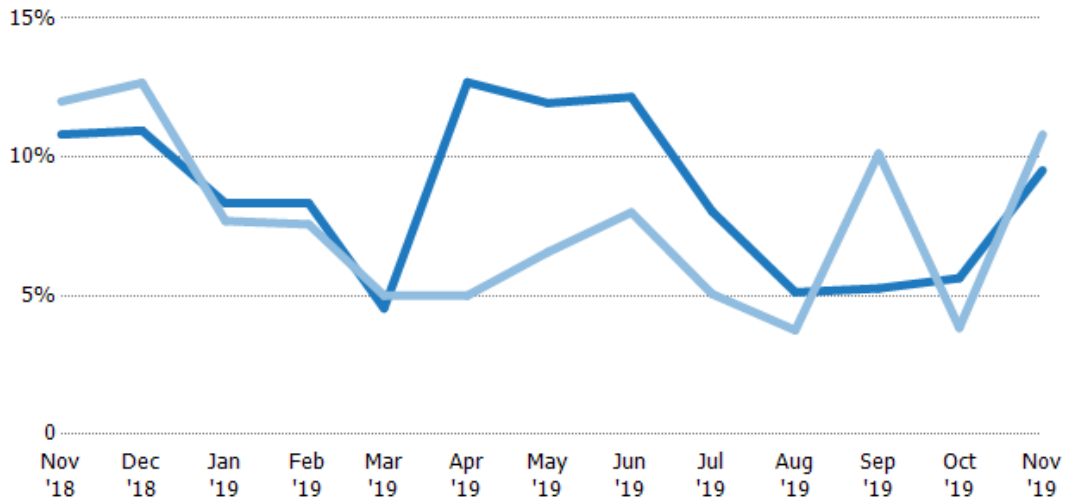
Absorption Rate

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.
Nov '19	10%	1.3%
Nov '18	11%	1.2%
Nov '17	12%	-71%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	11%	11%	8%	8%	5%	13%	12%	12%	8%	5%	5%	6%	10%
Prior Year	12%	13%	8%	8%	5%	5%	7%	8%	5%	4%	10%	4%	11%
Change from Prior Year	1%	2%	-1%	-1%	0%	-8%	-5%	-4%	-3%	-1%	5%	-2%	1%

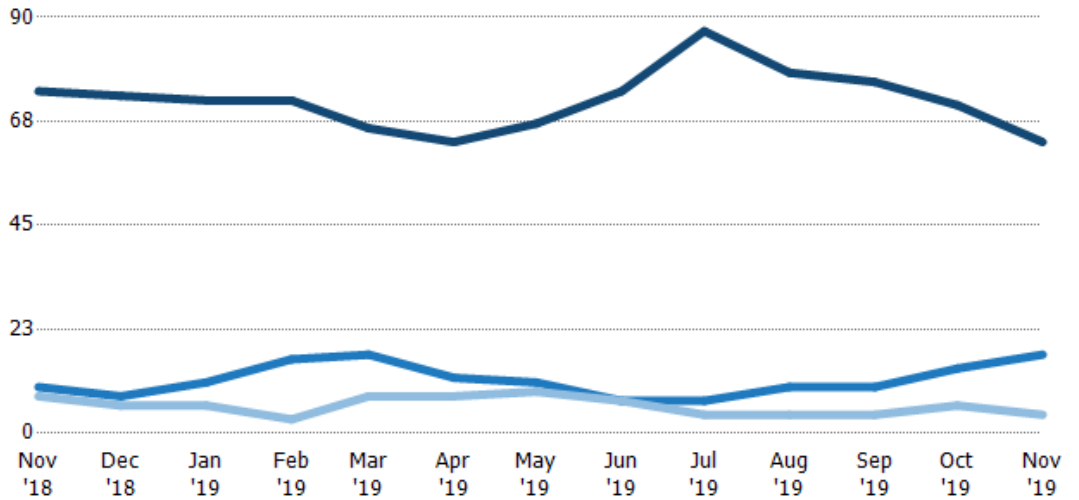
Active/Pending/Sold Units

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	74	73	72	72	66	63	67	74	87	78	76	71	63
Pending	10	8	11	16	17	12	11	7	7	10	10	14	17
Sold	8	6	6	3	8	8	9	7	4	4	4	6	4

New Pending Sales

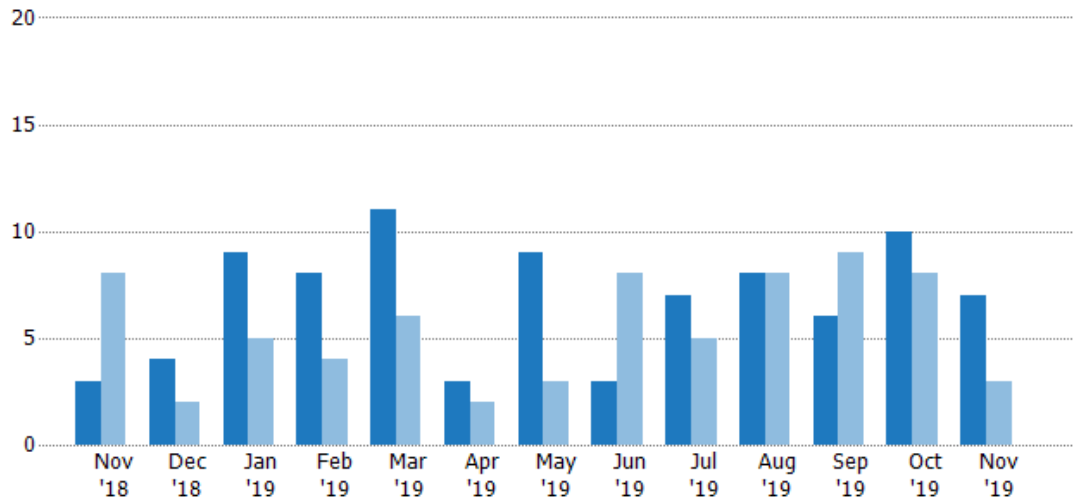
The number of residential properties with accepted offers that were added each month.

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.
Nov '19	7	133.3%
Nov '18	3	-62.5%
Nov '17	8	0%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	3	4	9	8	11	3	9	3	7	8	6	10	7
Prior Year	8	2	5	4	6	2	3	8	5	8	9	8	3
Percent Change from Prior Year	-63%	100%	80%	100%	83%	50%	200%	-63%	40%	0%	-33%	25%	133%

New Pending Sales Volume

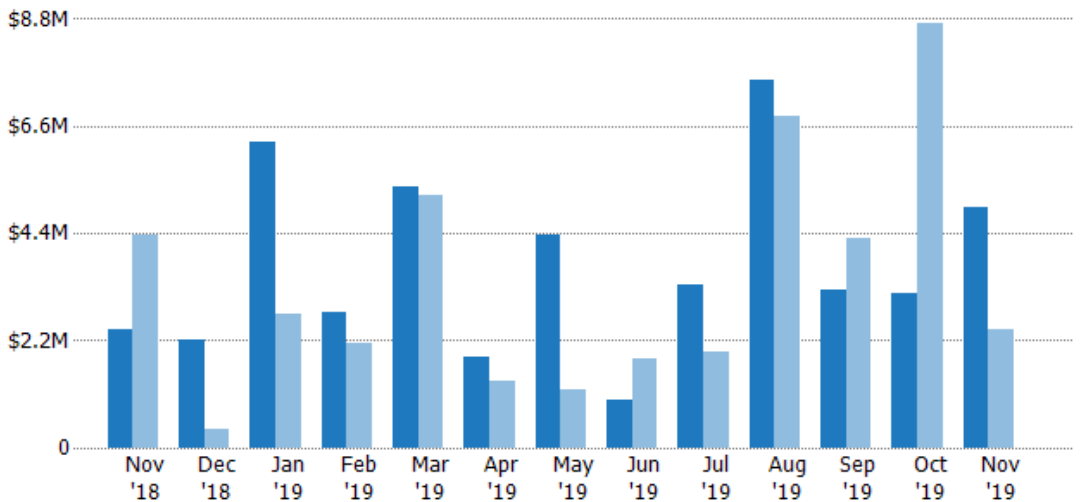
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Nov '19	\$4.94M	103.6%
Nov '18	\$2.42M	-44.7%
Nov '17	\$4.39M	-9.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.42M	\$2.21M	\$6.26M	\$2.79M	\$5.37M	\$1.87M	\$4.35M	\$992K	\$3.35M	\$7.55M	\$3.26M	\$3.16M	\$4.94M
Prior Year	\$4.39M	\$368K	\$2.74M	\$2.14M	\$5.18M	\$1.38M	\$1.21M	\$1.83M	\$1.97M	\$6.8M	\$4.3M	\$8.71M	\$2.42M
Percent Change from Prior Year	-45%	501%	128%	31%	4%	36%	261%	-46%	70%	11%	-24%	-64%	104%

Pending Sales

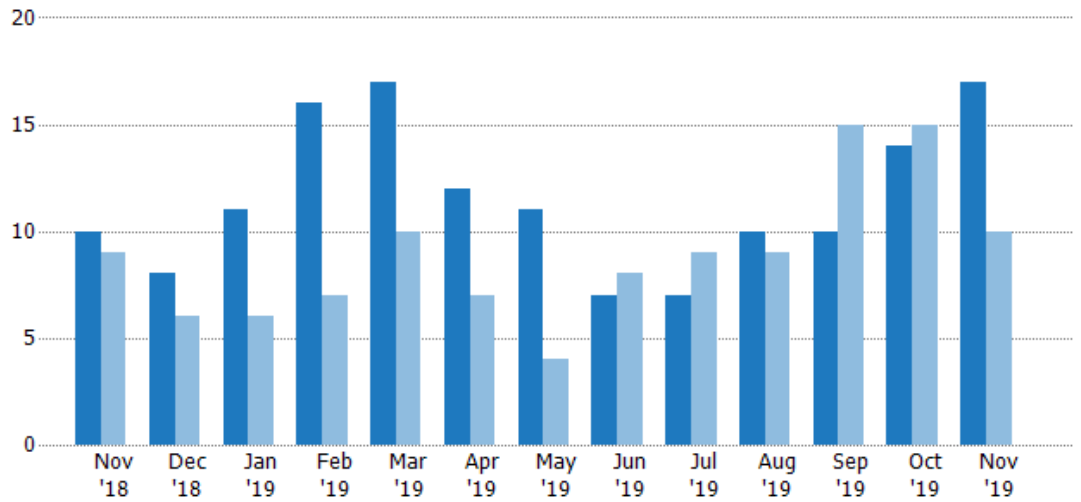
The number of residential properties with accepted offers that were available at the end each month.

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.
Nov '19	17	70%
Nov '18	10	11.1%
Nov '17	9	100%



Current Year	10	8	11	16	17	12	11	7	7	10	10	14	17
Prior Year	9	6	6	7	10	7	4	8	9	9	15	15	10
Percent Change from Prior Year	11%	33%	83%	129%	70%	71%	175%	-13%	-22%	11%	-33%	-7%	70%

Pending Sales Volume

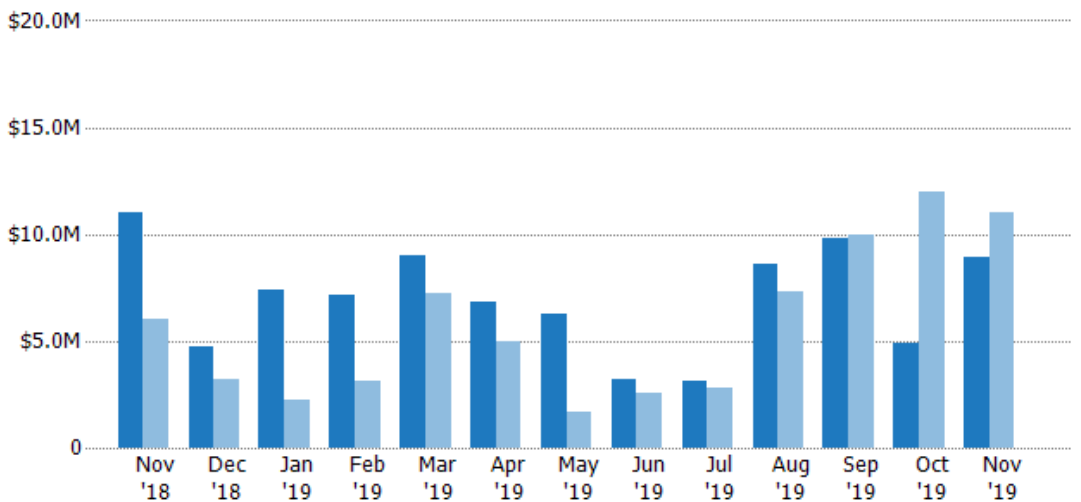
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Nov '19	\$8.92M	-19.1%
Nov '18	\$11M	82%
Nov '17	\$6.06M	148.7%



Current Year	\$11M	\$4.76M	\$7.36M	\$7.18M	\$8.98M	\$6.85M	\$6.25M	\$3.18M	\$3.14M	\$8.63M	\$9.79M	\$4.93M	\$8.92M
Prior Year	\$6.06M	\$3.18M	\$2.22M	\$3.14M	\$7.26M	\$5M	\$1.65M	\$2.57M	\$2.83M	\$7.33M	\$9.98M	\$11.9M	\$11M
Percent Change from Prior Year	82%	49%	232%	129%	24%	37%	279%	24%	11%	18%	-2%	-59%	-19%

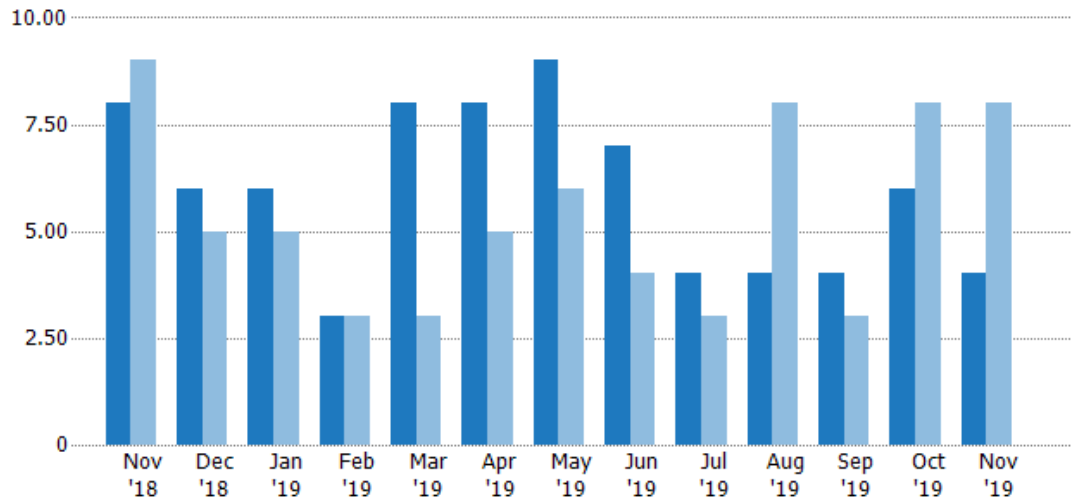
Closed Sales

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.
Nov '19	4	-50%
Nov '18	8	-11.1%
Nov '17	9	-66.7%

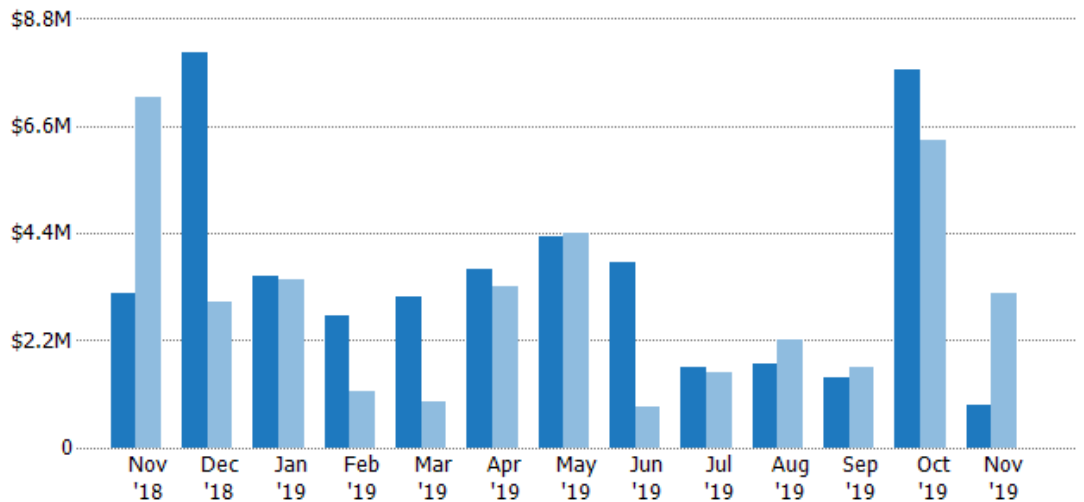
Closed Sales Volume

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.
Nov '19	\$890K	-71.9%
Nov '18	\$3.17M	-55.9%
Nov '17	\$7.18M	-80.8%

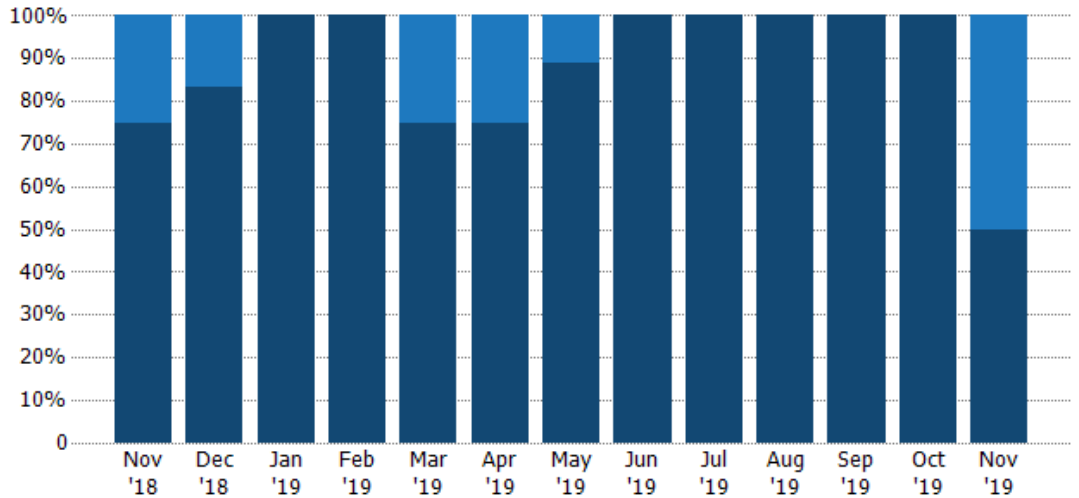
Closed Sales by Property Type

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



Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	25%	17%	-	-	25%	25%	11%	-	-	-	-	-	50%
Single Family Residence	75%	83%	100%	100%	75%	75%	89%	100%	100%	100%	100%	100%	50%

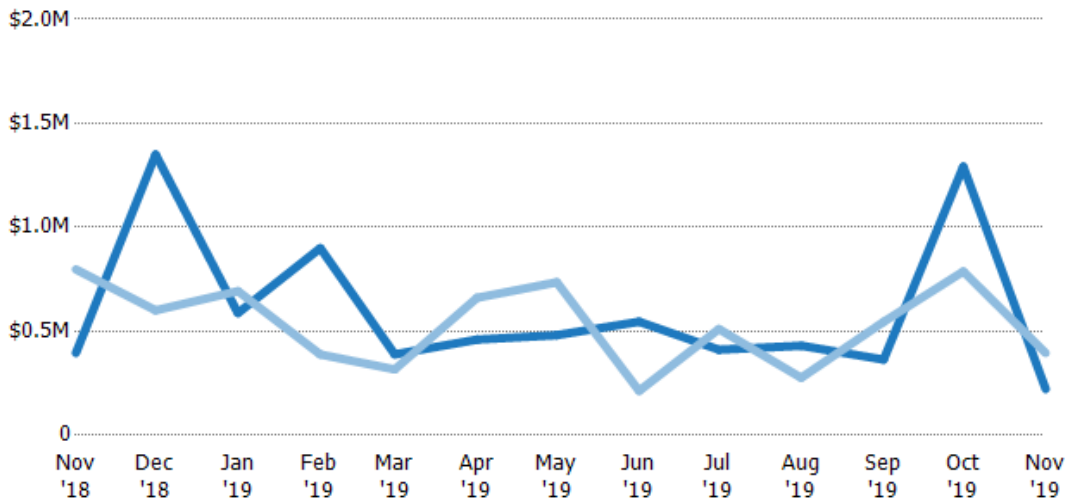
Average Sales Price

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



Month/Year	Price	% Chg.
Nov '19	\$222K	-43.8%
Nov '18	\$396K	-50.4%
Nov '17	\$798K	-42.3%

Month	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	\$396K	\$798K	-50%
Dec '18	\$1.35M	\$601K	125%
Jan '19	\$588K	\$693K	-15%
Feb '19	\$900K	\$389K	132%
Mar '19	\$389K	\$317K	23%
Apr '19	\$460K	\$661K	-30%
May '19	\$481K	\$736K	-35%
Jun '19	\$546K	\$213K	156%
Jul '19	\$412K	\$511K	-19%
Aug '19	\$431K	\$276K	56%
Sep '19	\$364K	\$545K	-33%
Oct '19	\$1.29M	\$788K	64%
Nov '19	\$222K	\$396K	-44%

Median Sales Price

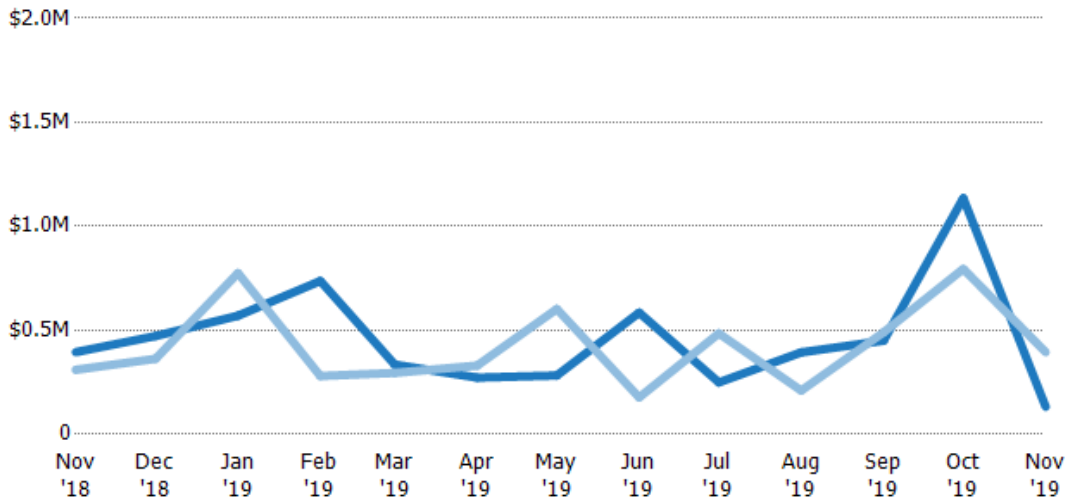
The median sales price of the residential properties sold each month.

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.
Nov '19	\$133K	-66.5%
Nov '18	\$395K	27.4%
Nov '17	\$310K	29%



Current Year	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K	\$394K	\$450K	\$1.14M	\$133K
Prior Year	\$310K	\$363K	\$775K	\$280K	\$295K	\$330K	\$603K	\$177K	\$485K	\$210K	\$490K	\$795K	\$395K
Percent Change from Prior Year	27%	30%	-26%	163%	14%	-17%	-53%	230%	-49%	88%	-8%	43%	-66%

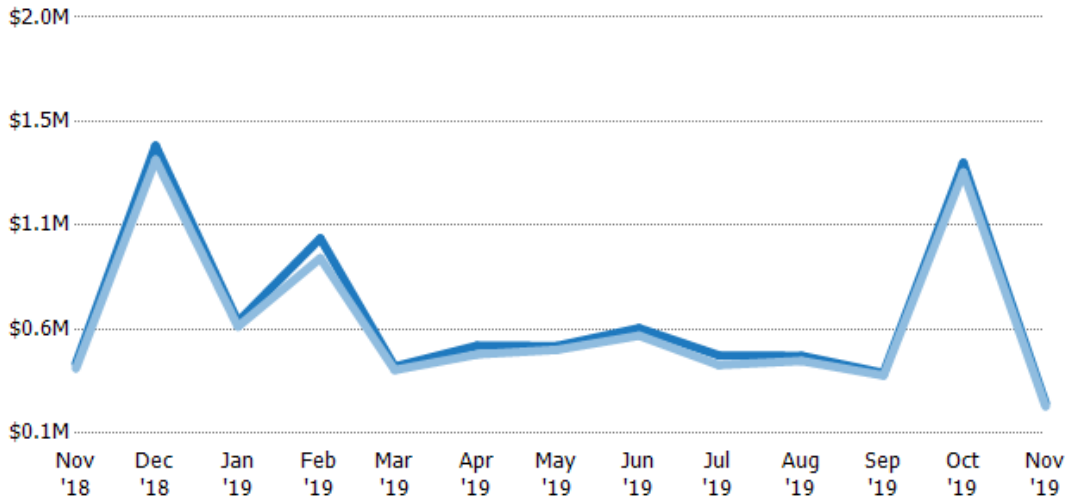
Average Sales Price vs Average Listing Price

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	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K	\$454K	\$375K	\$1.34M	\$237K
Avg Sales Price	\$396K	\$1.35M	\$588K	\$900K	\$389K	\$460K	\$481K	\$546K	\$412K	\$431K	\$364K	\$1.29M	\$222K
Avg Sales Price as a % of Avg List Price	95%	95%	96%	91%	96%	92%	97%	94%	90%	95%	97%	97%	94%

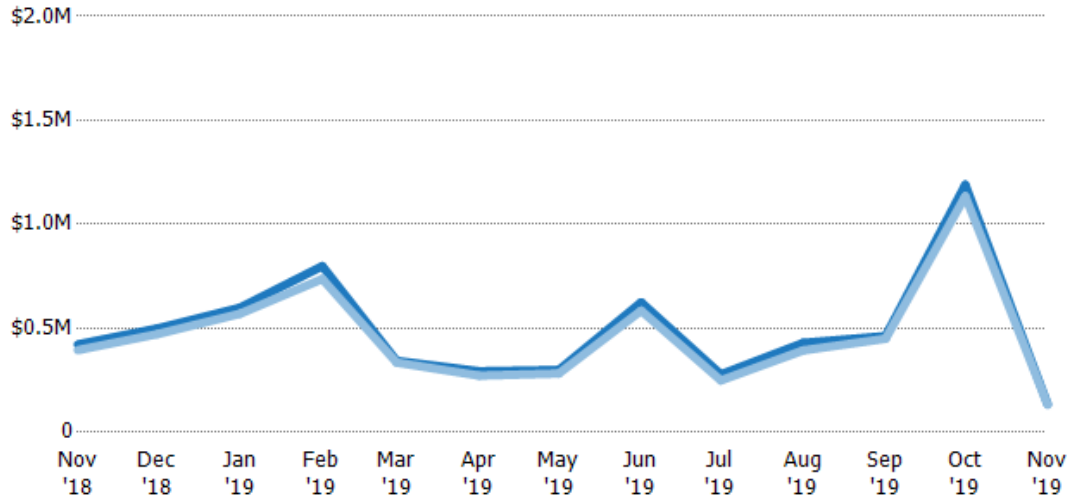
Median Sales Price vs Median Listing Price

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



Median List Price	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K	\$430K	\$463K	\$1.19M	\$135K
Median Sales Price	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K	\$394K	\$450K	\$1.14M	\$133K
Med Sales Price as a % of Med List Price	93%	95%	95%	92%	98%	93%	94%	94%	90%	92%	97%	95%	98%

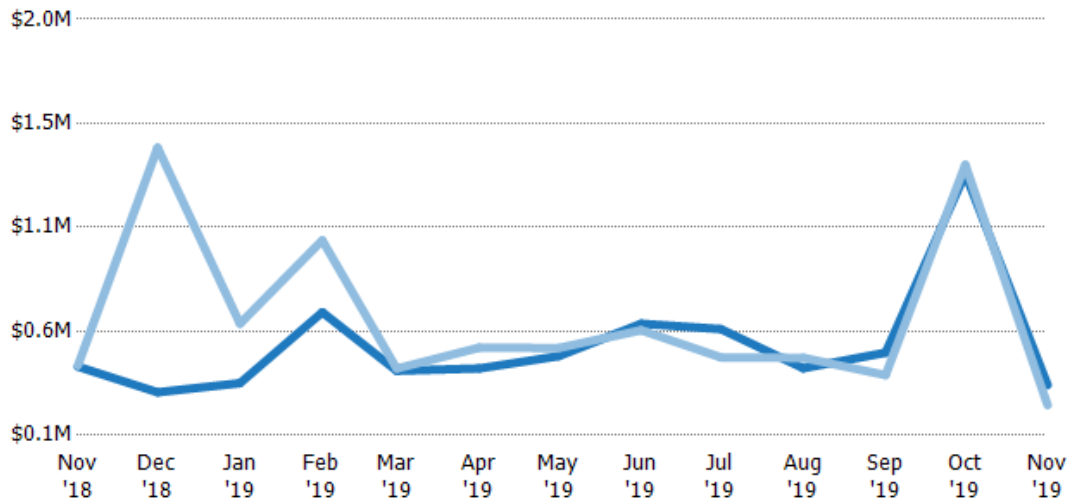
Average Sales Price vs Average Est Value

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



Avg Est Value	\$414K	\$296K	\$338K	\$662K	\$395K	\$405K	\$462K	\$609K	\$585K	\$406K	\$477K	\$1.3M	\$330K
Avg Sales Price	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K	\$454K	\$375K	\$1.34M	\$237K
Avg Sales Price as a % of Avg Est Value	101%	477%	180%	150%	102%	123%	108%	95%	78%	112%	79%	103%	72%

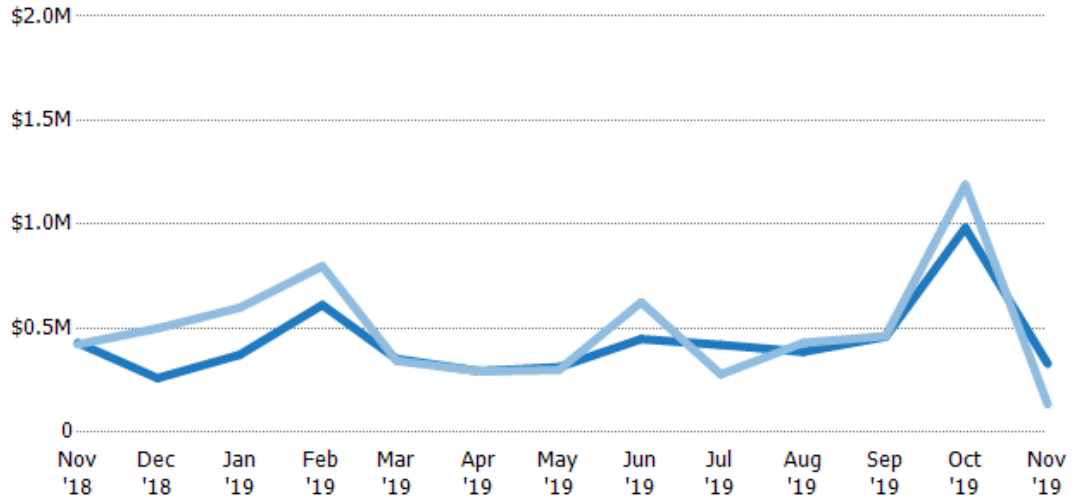
Median Sales Price vs Median Est Value

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



Median Est Value	\$430K	\$260K	\$373K	\$612K	\$353K	\$294K	\$313K	\$448K	\$420K	\$387K	\$459K	\$983K	\$330K
Median Sales Price	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K	\$430K	\$463K	\$1.19M	\$135K
Med Sales Price as a % of Med Est Value	98%	192%	161%	131%	97%	100%	96%	140%	66%	111%	101%	121%	41%