

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	11	-18.2%	103	103	+/-
New Listing Volume	\$6,196,900	\$4,900,500	+26.5%	\$67,367,700	\$72,824,209	-7.5%
Active Listing Count	71	78	-9%	N/A	N/A	
Active Listing Volume	\$61,745,300	\$79,677,408	-22.5%	N/A	N/A	
Average Listing Price	\$869,652	\$1,021,505	-14.9%	\$924,595	\$1,060,321	-12.8%
Median Listing Price	\$599,000	\$668,000	-10.3%	\$602,752	\$630,932	-4.5%
Median Days in RPR	138	167.5	-17.6%	215.4	164.83	+30.7%
Months of Inventory	17.8	26	-31.7%	15.1	11.2	+34.8%
Absorption Rate	5.63%	3.85%	+1.8%	6.61%	8.91%	-2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	10	8	+25%	74	58	+27.6%
New Pending Sales Volume	\$3,155,400	\$8,710,800	-63.8%	\$38,949,099	\$36,249,800	+7.4%
Pending Sales Count	14	15	-6.7%	N/A	N/A	
Pending Sales Volume	\$4,932,900	\$11,943,800	-58.7%	N/A	N/A	
Closed Sales Count	6	8	-25%	59	48	+22.9%
Closed Sales Volume	\$7,750,000	\$6,302,500	+23%	\$33,744,150	\$25,833,950	+30.6%
Average Sales Price	\$1,291,667	\$787,813	+64%	\$571,935	\$538,207	+6.3%
Median Sales Price	\$1,135,000	\$795,000	+42.8%	\$479,856	\$469,552	+2.2%

New Listings

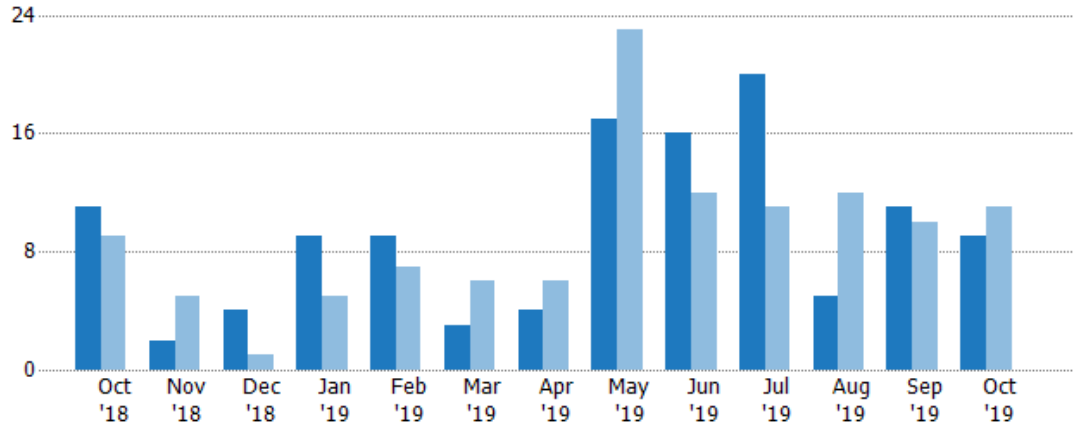
The number of new residential listings that were added each month.

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	Count	% Chg.
Oct '19	9	-18.2%
Oct '18	11	22.2%
Oct '17	9	0%



Current Year	11	2	4	9	9	3	4	17	16	20	5	11	9
Prior Year	9	5	1	5	7	6	6	23	12	11	12	10	11
Percent Change from Prior Year	22%	-60%	300%	80%	29%	-50%	-33%	-26%	33%	82%	-58%	10%	-18%

New Listing Volume

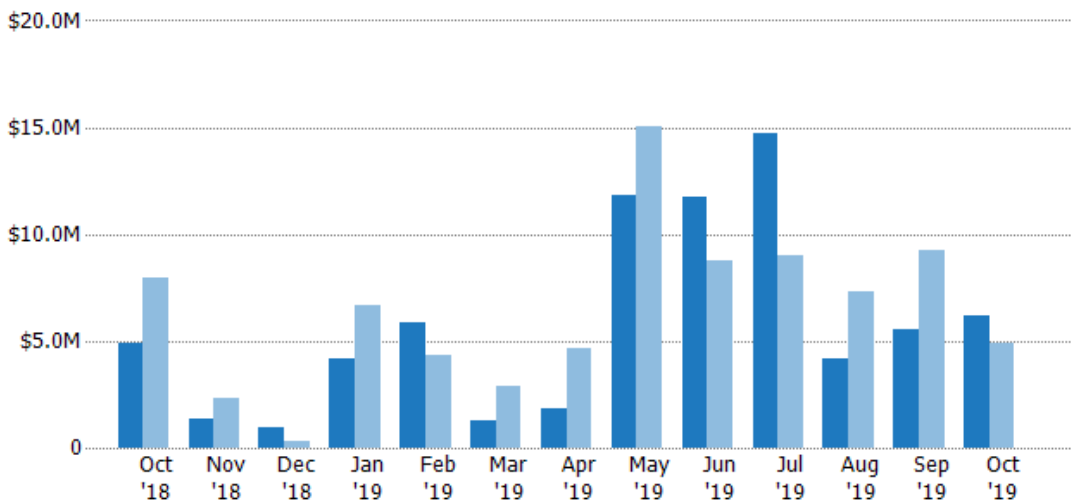
The sum of the listing price of residential listings that were added each month.

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	Volume	% Chg.
Oct '19	\$6.2M	26.5%
Oct '18	\$4.9M	-38.5%
Oct '17	\$7.97M	88.6%



Current Year	\$4.9M	\$1.34M	\$934K	\$4.17M	\$5.85M	\$1.3M	\$1.82M	\$11.8M	\$11.8M	\$14.7M	\$4.21M	\$5.53M	\$6.2M
Prior Year	\$7.97M	\$2.32M	\$289K	\$6.65M	\$4.33M	\$2.91M	\$4.66M	\$15M	\$8.73M	\$9.02M	\$7.35M	\$9.25M	\$4.9M
Percent Change from Prior Year	-39%	-42%	223%	-37%	35%	-55%	-61%	-21%	35%	63%	-43%	-40%	26%

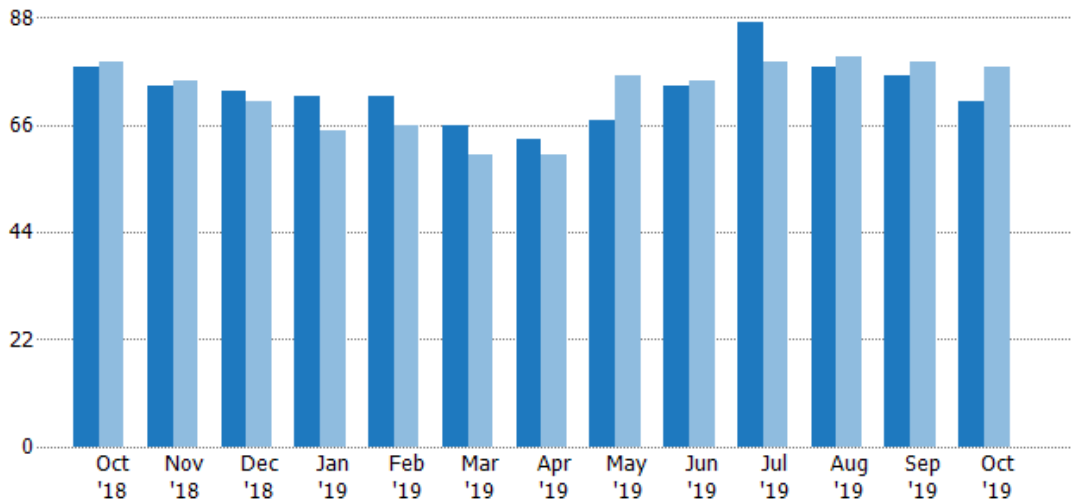
Active Listings

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.
Oct '19	71	-9%
Oct '18	78	-1.3%
Oct '17	79	10.1%

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

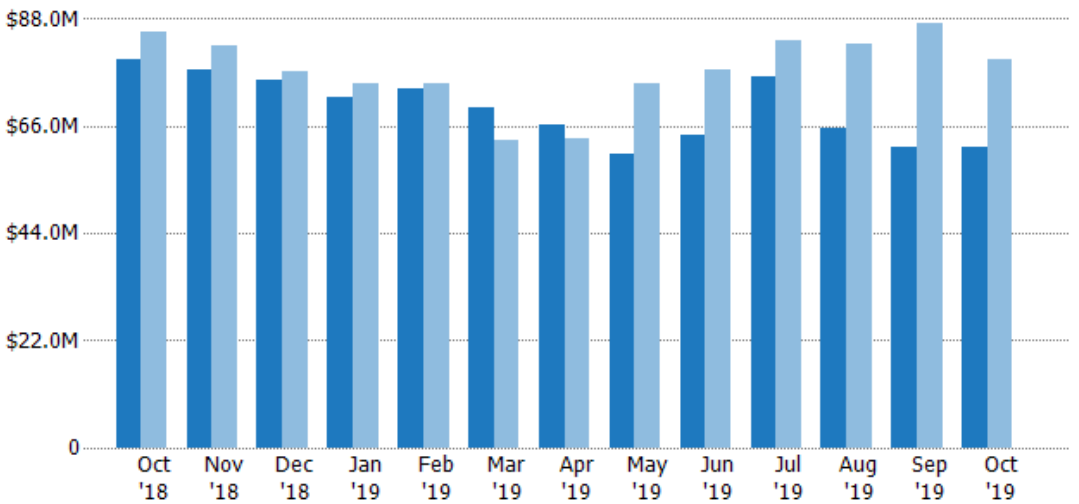
Active Listing Volume

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.
Oct '19	\$61.7M	-22.5%
Oct '18	\$79.7M	-6.6%
Oct '17	\$85.3M	-0.9%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$79.7M	\$77.4M	\$75.5M	\$71.9M	\$73.7M	\$69.9M	\$66.2M	\$60.2M	\$64.2M	\$76M	\$65.6M	\$61.8M	\$61.7M
Prior Year	\$85.3M	\$82.7M	\$77.4M	\$74.7M	\$74.7M	\$63.3M	\$63.4M	\$74.7M	\$77.6M	\$83.5M	\$82.8M	\$87M	\$79.7M
Percent Change from Prior Year	-7%	-6%	-2%	-4%	-1%	11%	4%	-19%	-17%	-9%	-21%	-29%	-23%

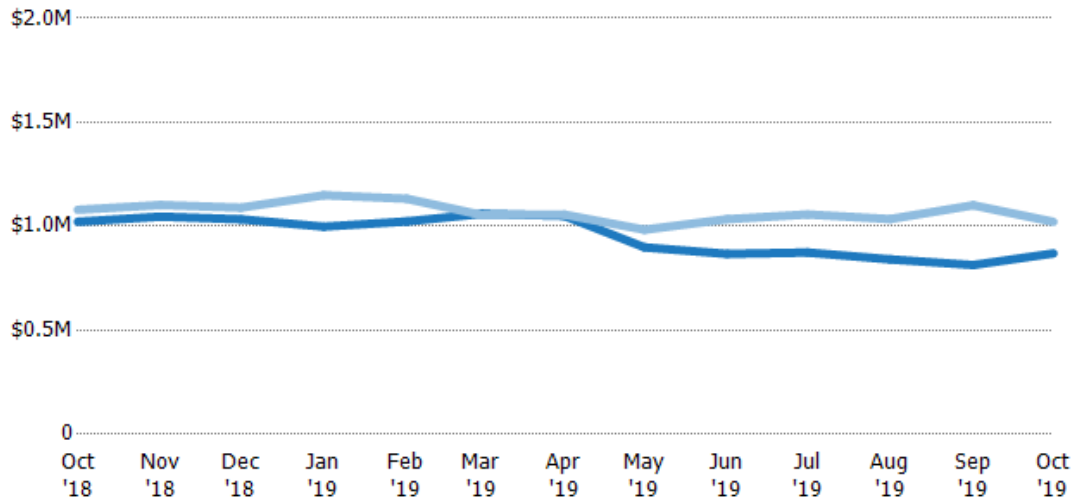
Average Listing Price

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.
Oct '19	\$870K	-14.9%
Oct '18	\$1.02M	-5.4%
Oct '17	\$1.08M	-10%



Current Year	\$1.02M	\$1.05M	\$1.03M	\$998K	\$1.02M	\$1.06M	\$1.05M	\$899K	\$867K	\$874K	\$841K	\$814K	\$870K
Prior Year	\$1.08M	\$1.1M	\$1.09M	\$1.15M	\$1.13M	\$1.05M	\$1.06M	\$983K	\$1.03M	\$1.06M	\$1.03M	\$1.1M	\$1.02M
Percent Change from Prior Year	-5%	-5%	-5%	-13%	-10%	0%	-1%	-9%	-16%	-17%	-19%	-26%	-15%

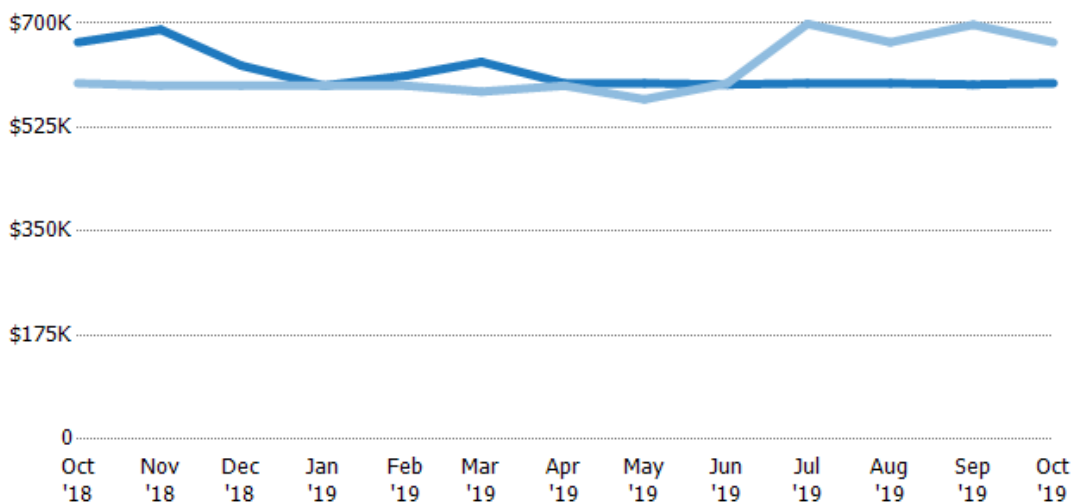
Median Listing Price

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.
Oct '19	\$599K	-10.3%
Oct '18	\$668K	11.5%
Oct '17	\$599K	-25%



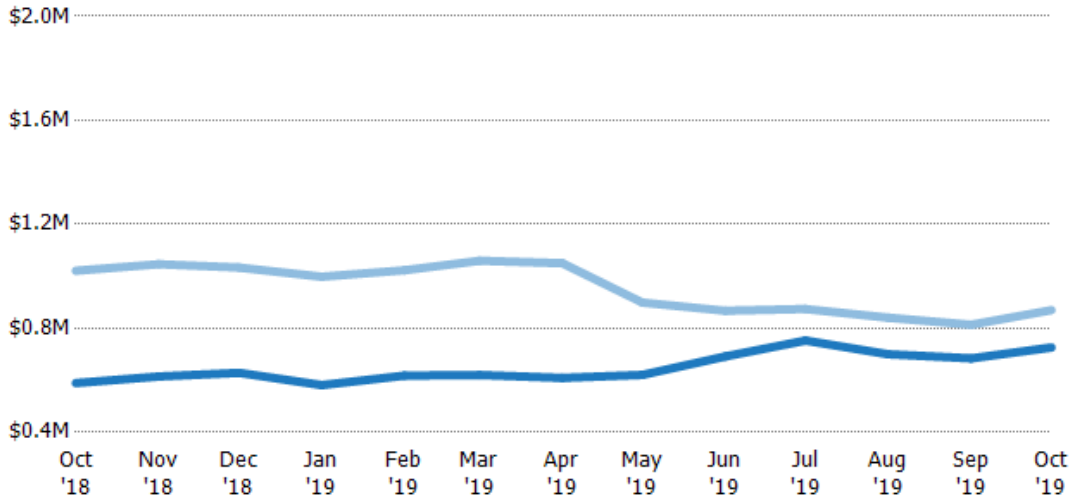
Current Year	\$668K	\$689K	\$629K	\$595K	\$612K	\$635K	\$599K	\$599K	\$597K	\$599K	\$599K	\$597K	\$599K
Prior Year	\$599K	\$595K	\$595K	\$595K	\$595K	\$585K	\$595K	\$572K	\$599K	\$699K	\$668K	\$698K	\$668K
Percent Change from Prior Year	12%	16%	6%	0%	3%	9%	1%	5%	0%	-14%	-10%	-14%	-10%

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



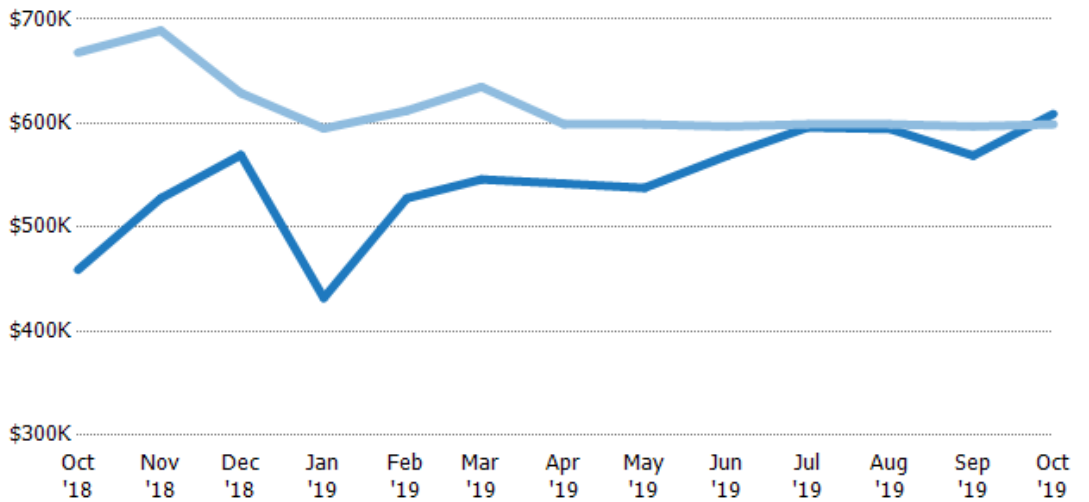
Avg Est Value	\$589K	\$614K	\$629K	\$581K	\$618K	\$620K	\$609K	\$621K	\$692K	\$753K	\$700K	\$684K	\$726K
Avg Listing Price	\$1.02M	\$1.05M	\$1.03M	\$998K	\$1.02M	\$1.06M	\$1.05M	\$899K	\$867K	\$874K	\$841K	\$814K	\$870K
Avg Listing Price as a % of Avg Est Value	173%	170%	164%	172%	166%	171%	172%	145%	125%	116%	120%	119%	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
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Property Type:
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Family Residence



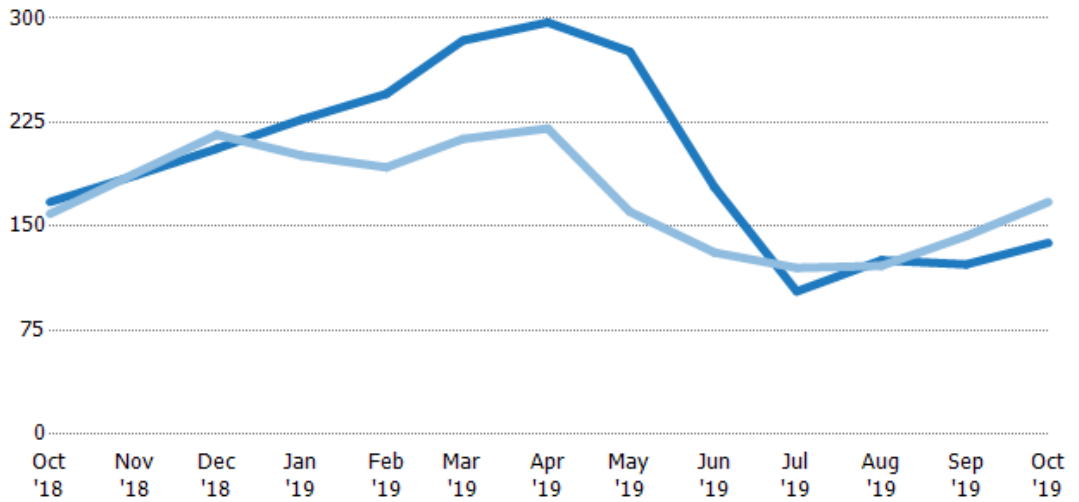
Median Est Value	\$459K	\$528K	\$570K	\$432K	\$528K	\$546K	\$542K	\$538K	\$569K	\$596K	\$595K	\$569K	\$609K
Median Listing Price	\$668K	\$689K	\$629K	\$595K	\$612K	\$635K	\$599K	\$599K	\$597K	\$599K	\$599K	\$597K	\$599K
Med Listing Price as a % of Med Est Value	146%	131%	110%	138%	116%	116%	111%	111%	105%	101%	101%	105%	98%

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.
Oct '19	138	-17.6%
Oct '18	168	5.3%
Oct '17	159	-7.5%

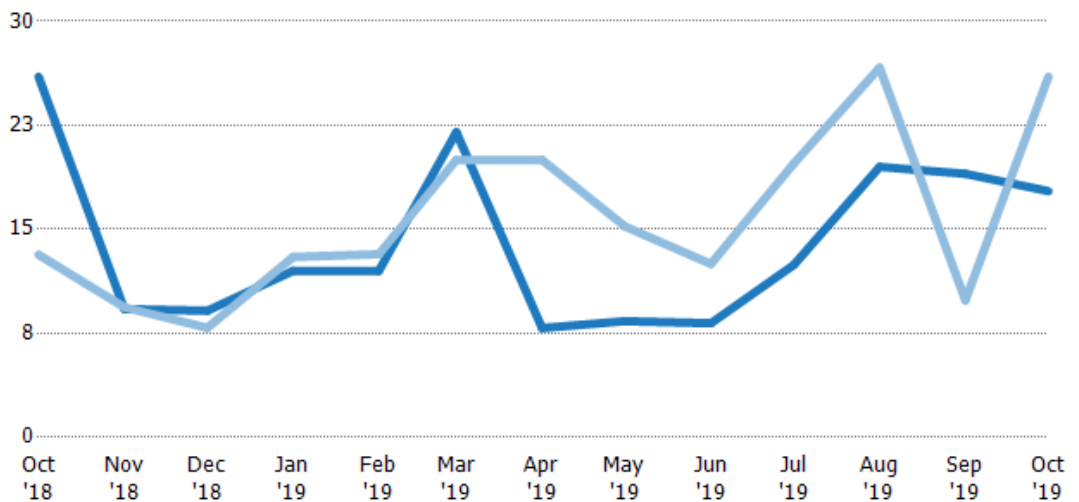
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	168	187	206	227	246	284	297	276	178	103	126	123	138
Prior Year	159	188	216	201	193	213	221	161	131	120	122	143	168
Percent Change from Prior Year	5%	-1%	-5%	13%	28%	33%	35%	72%	36%	-14%	3%	-14%	-18%

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.
Oct '19	17.8	-31.7%
Oct '18	26	97.5%
Oct '17	13.2	-17.4%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	26	9.25	9.13	12	12	22	7.88	8.38	8.22	12.4	19.5	19	17.8
Prior Year	13.2	9.38	7.89	13	13.2	20	20	15.2	12.5	19.8	26.7	9.88	26
Percent Change from Prior Year	97%	-1%	16%	-8%	-9%	10%	-61%	-45%	-34%	-37%	-27%	92%	-32%

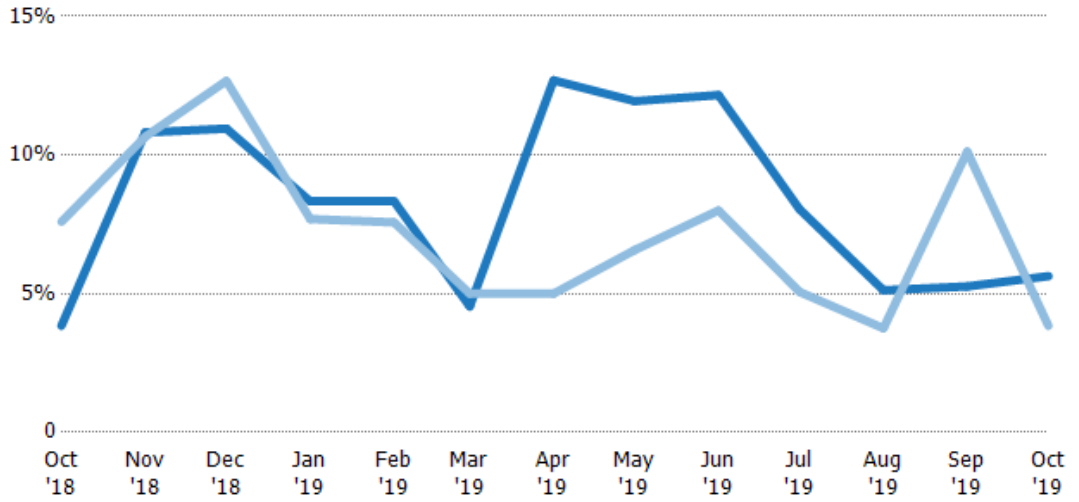
Absorption Rate

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.
Oct '19	6%	-1.8%
Oct '18	4%	3.8%
Oct '17	8%	21.1%

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

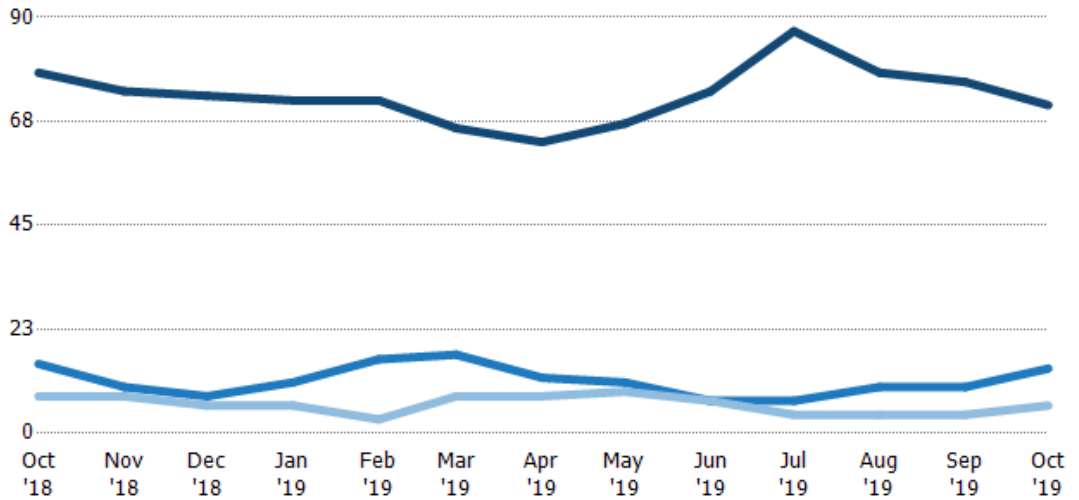
Active/Pending/Sold Units

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	78	74	73	72	72	66	63	67	74	87	78	76	71
Pending	15	10	8	11	16	17	12	11	7	7	10	10	14
Sold	8	8	6	6	3	8	8	9	7	4	4	4	6

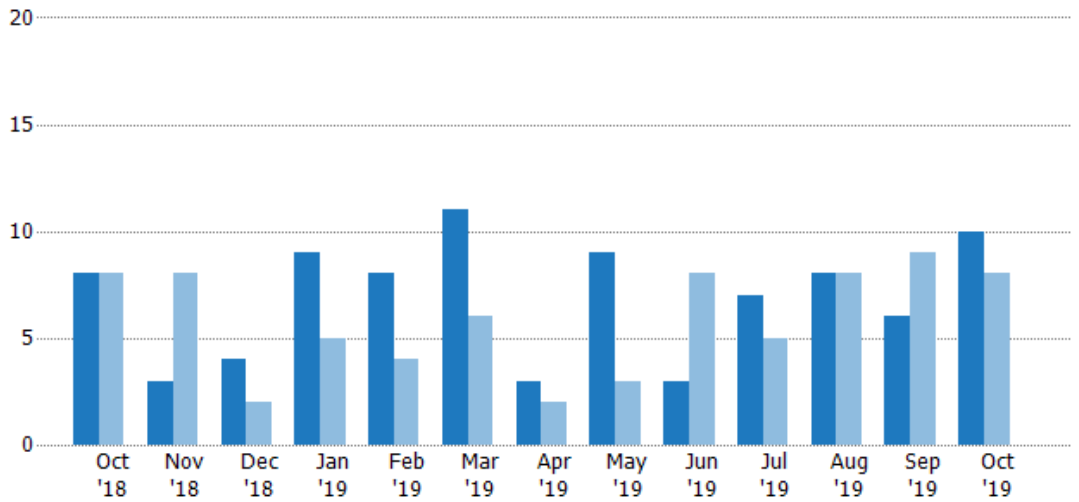
New Pending Sales

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.
Oct '19	10	25%
Oct '18	8	0%
Oct '17	8	-12.5%

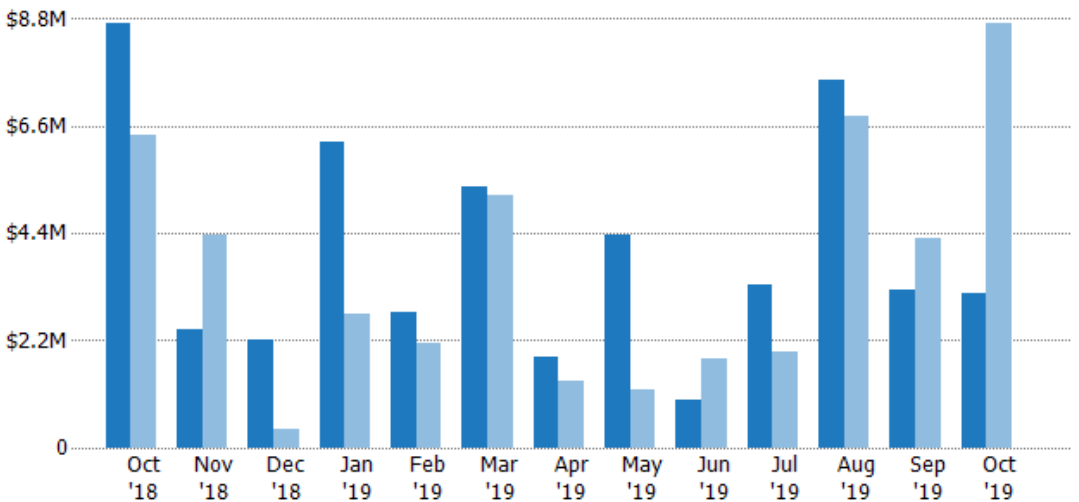
New Pending Sales Volume

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.
Oct '19	\$3.16M	-63.8%
Oct '18	\$8.71M	35.5%
Oct '17	\$6.43M	-15.7%

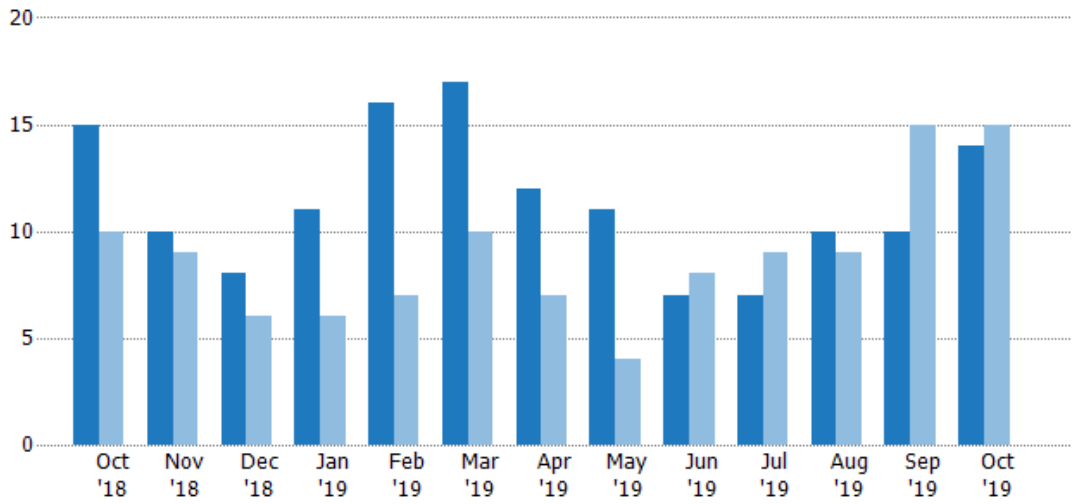
Pending Sales

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	15	10	8	11	16	17	12	11	7	7	10	10	14
Prior Year	10	9	6	6	7	10	7	4	8	9	9	15	15
Percent Change from Prior Year	50%	11%	33%	83%	129%	70%	71%	175%	-13%	-22%	11%	-33%	-7%

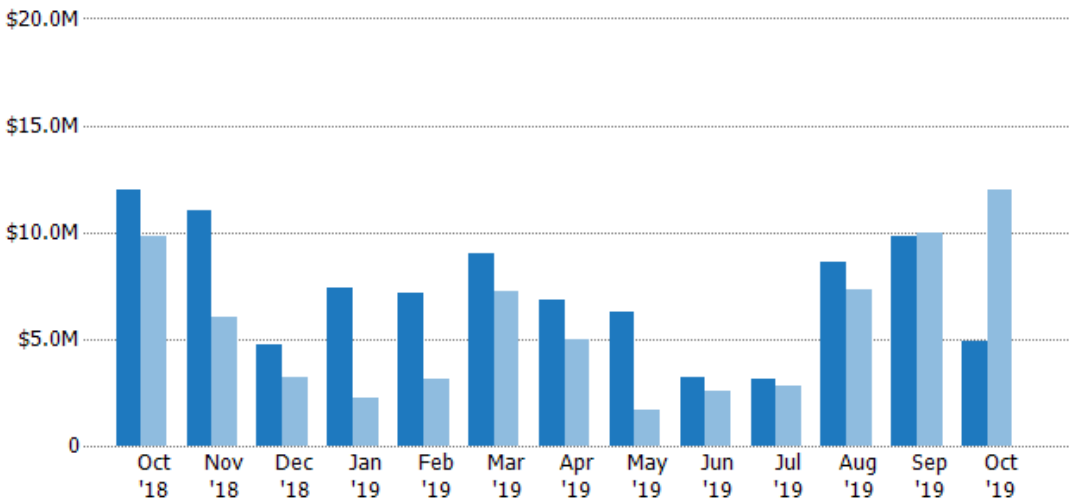
Pending Sales Volume

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$11.9M	\$11M	\$4.76M	\$7.36M	\$7.18M	\$8.98M	\$6.85M	\$6.25M	\$3.18M	\$3.14M	\$8.63M	\$9.79M	\$4.93M
Prior Year	\$9.78M	\$6.06M	\$3.18M	\$2.22M	\$3.14M	\$7.26M	\$5M	\$1.65M	\$2.57M	\$2.83M	\$7.33M	\$9.98M	\$11.9M
Percent Change from Prior Year	22%	82%	49%	232%	129%	24%	37%	279%	24%	11%	18%	-2%	-59%

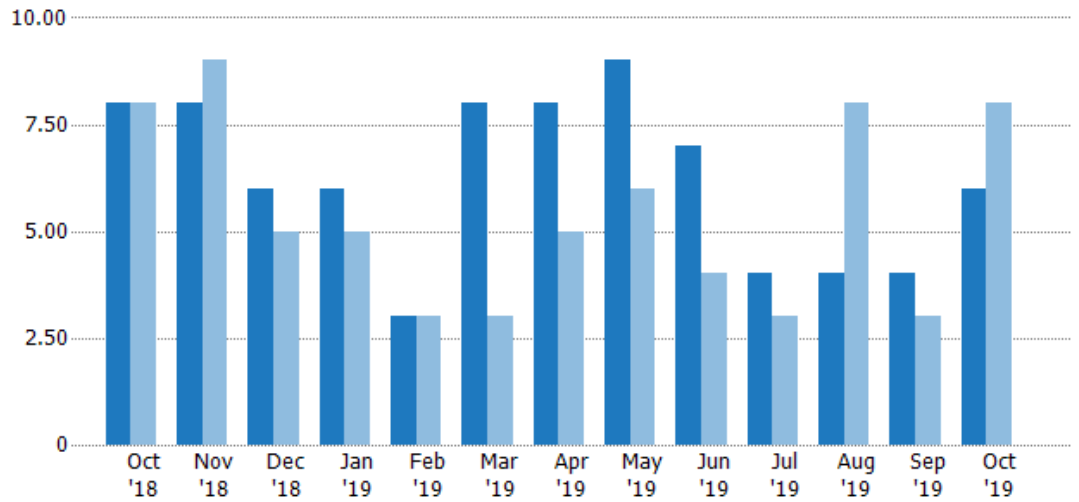
Closed Sales

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.
Oct '19	6	-25%
Oct '18	8	0%
Oct '17	8	-62.5%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8	8	6	6	3	8	8	9	7	4	4	4	6
Prior Year	8	9	5	5	3	3	5	6	4	3	8	3	8
Percent Change from Prior Year	0%	-11%	20%	20%	0%	167%	60%	50%	75%	33%	-50%	33%	-25%

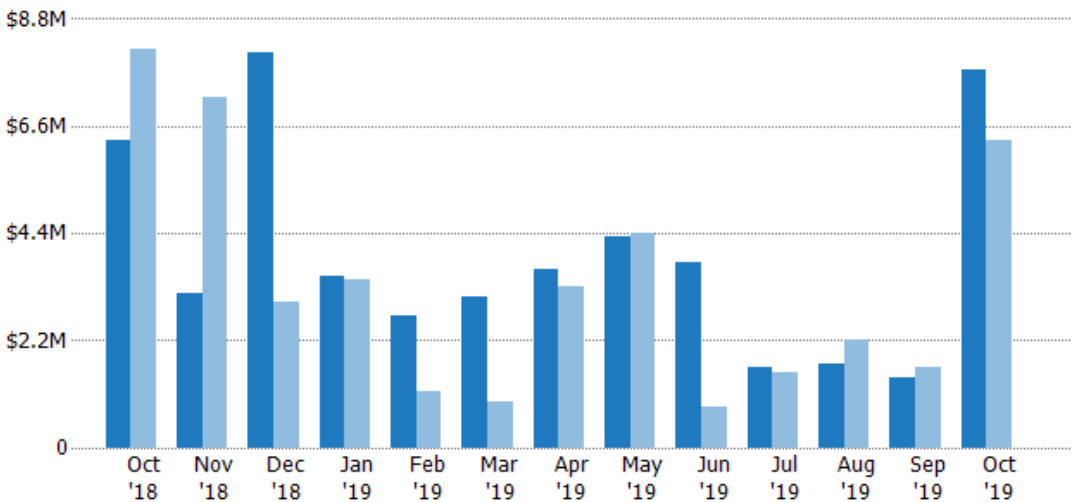
Closed Sales Volume

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.
Oct '19	\$7.75M	23%
Oct '18	\$6.3M	-23.1%
Oct '17	\$8.2M	-79.9%

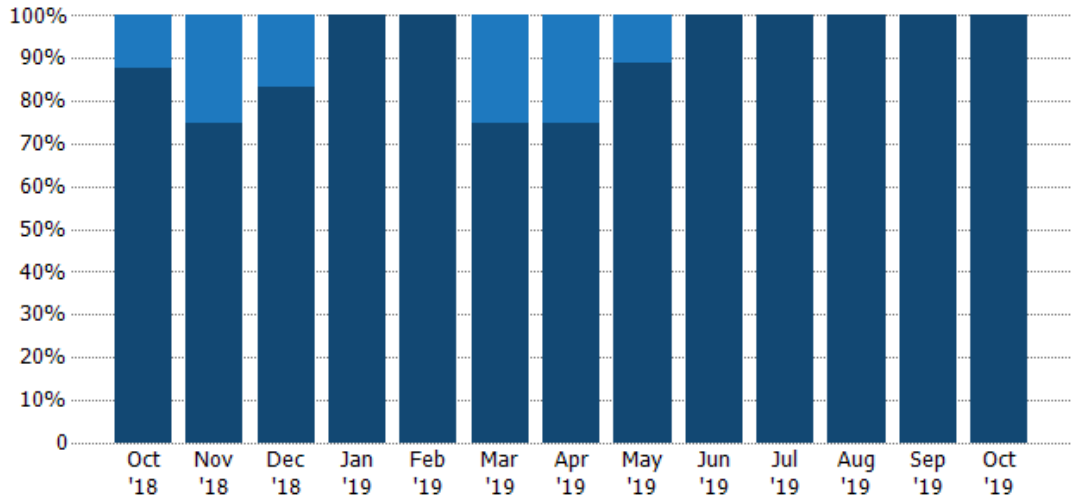
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$6.3M	\$3.17M	\$8.1M	\$3.53M	\$2.7M	\$3.11M	\$3.68M	\$4.33M	\$3.82M	\$1.65M	\$1.72M	\$1.46M	\$7.75M
Prior Year	\$8.2M	\$7.18M	\$3M	\$3.47M	\$1.17M	\$950K	\$3.31M	\$4.41M	\$853K	\$1.53M	\$2.21M	\$1.64M	\$6.3M
Percent Change from Prior Year	-23%	-56%	170%	2%	132%	228%	11%	-2%	348%	7%	-22%	-11%	23%

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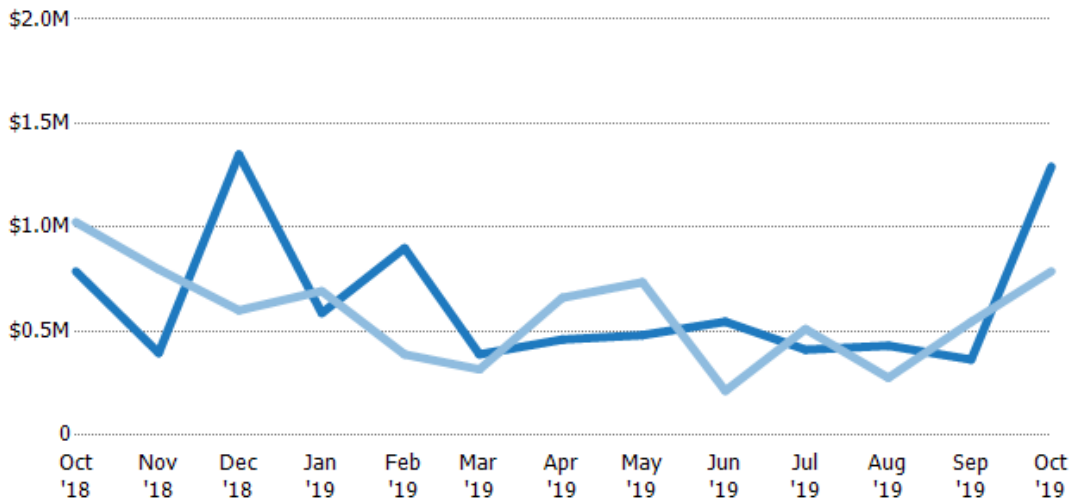
Condo/Townhouse	13%	25%	17%	-	-	25%	25%	11%	-	-	-	-	-
Single Family Residence	88%	75%	83%	100%	100%	75%	75%	89%	100%	100%	100%	100%	100%

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



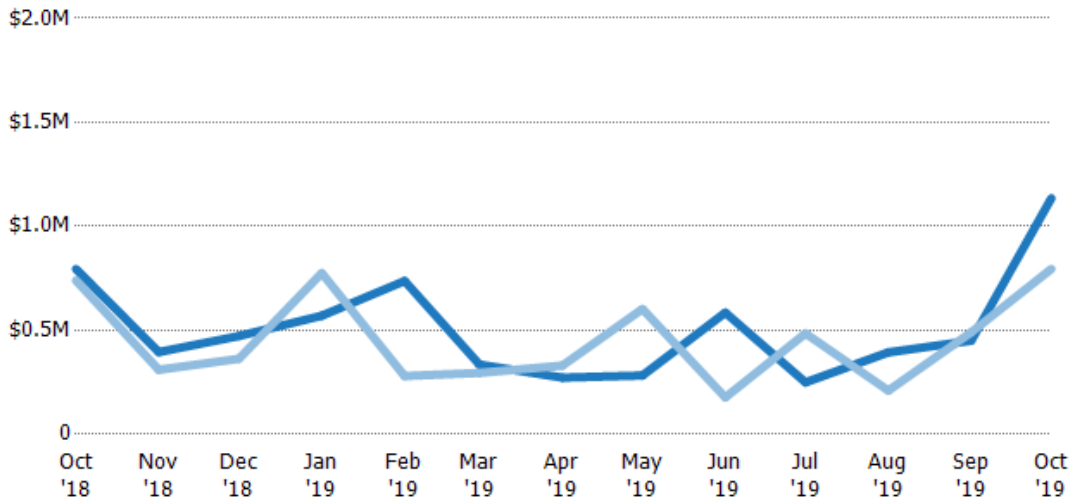
Current Year	\$788K	\$396K	\$1.35M	\$588K	\$900K	\$389K	\$460K	\$481K	\$546K	\$412K	\$431K	\$364K	\$1.29M
Prior Year	\$1.02M	\$798K	\$601K	\$693K	\$389K	\$317K	\$661K	\$736K	\$213K	\$511K	\$276K	\$545K	\$788K
Percent Change from Prior Year	-23%	-50%	125%	-15%	132%	23%	-30%	-35%	156%	-19%	56%	-33%	64%

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



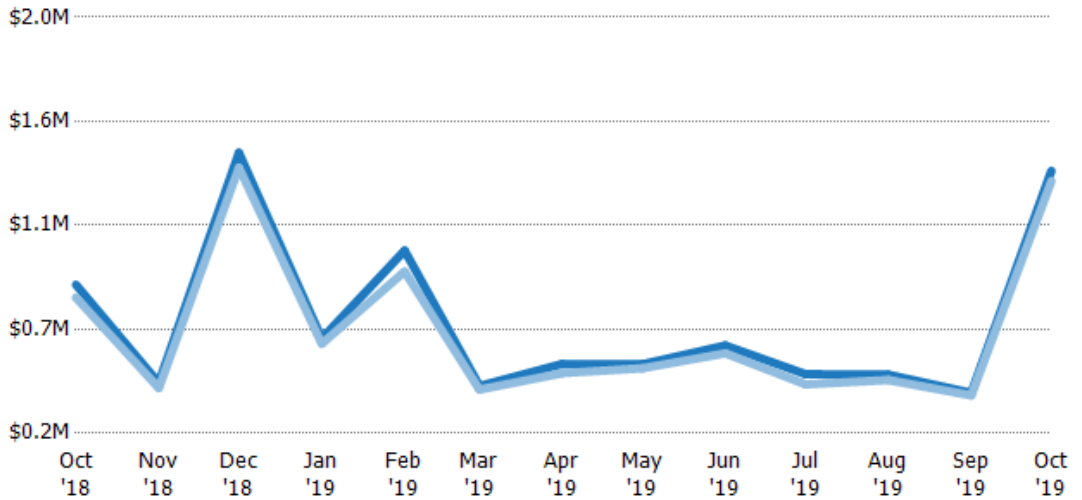
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	\$795K	\$740K	7%
Nov '18	\$395K	\$310K	27%
Dec '18	\$472K	\$363K	30%
Jan '19	\$570K	\$775K	-26%
Feb '19	\$737K	\$280K	163%
Mar '19	\$335K	\$295K	14%
Apr '19	\$273K	\$330K	-17%
May '19	\$283K	\$603K	-53%
Jun '19	\$585K	\$177K	230%
Jul '19	\$250K	\$485K	-49%
Aug '19	\$394K	\$210K	88%
Sep '19	\$450K	\$490K	-8%
Oct '19	\$1.14M	\$795K	43%

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



Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Oct '18	\$843K	\$788K	93%
Nov '18	\$418K	\$396K	95%
Dec '18	\$1.41M	\$1.35M	95%
Jan '19	\$610K	\$588K	96%
Feb '19	\$991K	\$900K	91%
Mar '19	\$405K	\$389K	96%
Apr '19	\$500K	\$460K	92%
May '19	\$498K	\$481K	97%
Jun '19	\$580K	\$546K	94%
Jul '19	\$456K	\$412K	90%
Aug '19	\$454K	\$431K	95%
Sep '19	\$375K	\$364K	97%
Oct '19	\$1.34M	\$1.29M	97%

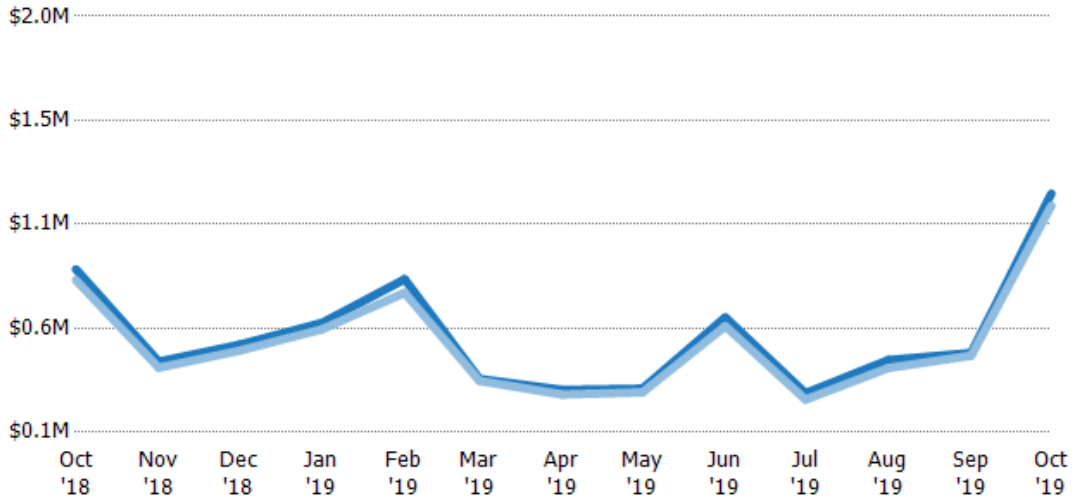
Median Sales Price vs Median Listing Price

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	\$845K	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K	\$430K	\$463K	\$1.19M
Median Sales Price	\$795K	\$395K	\$472K	\$570K	\$737K	\$335K	\$273K	\$283K	\$585K	\$250K	\$394K	\$450K	\$1.14M
Med Sales Price as a % of Med List Price	94%	93%	95%	95%	92%	98%	93%	94%	94%	90%	92%	97%	95%

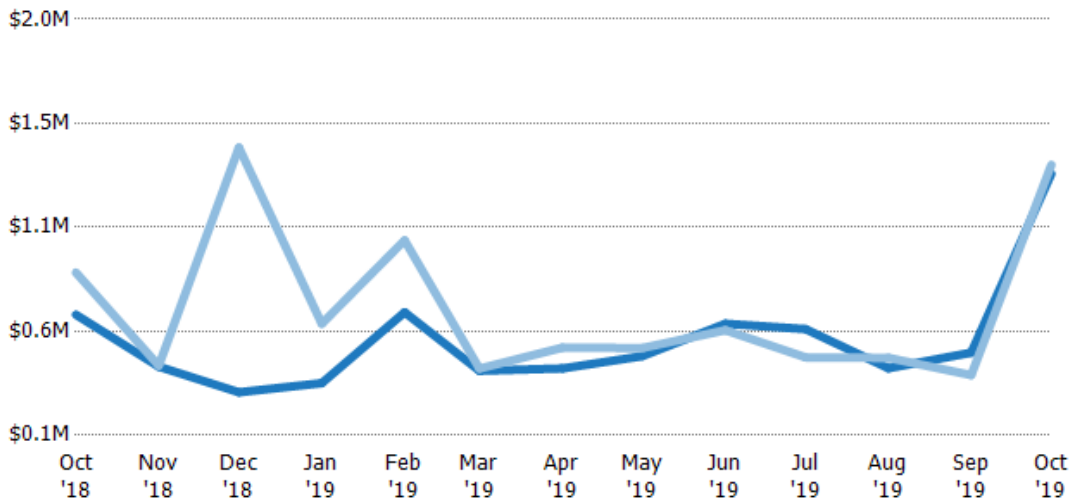
Average Sales Price vs Average Est Value

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	\$651K	\$414K	\$296K	\$338K	\$662K	\$395K	\$405K	\$462K	\$609K	\$585K	\$406K	\$477K	\$1.3M
Avg Sales Price	\$843K	\$418K	\$1.41M	\$610K	\$991K	\$405K	\$500K	\$498K	\$580K	\$456K	\$454K	\$375K	\$1.34M
Avg Sales Price as a % of Avg Est Value	130%	101%	477%	180%	150%	102%	123%	108%	95%	78%	112%	79%	103%

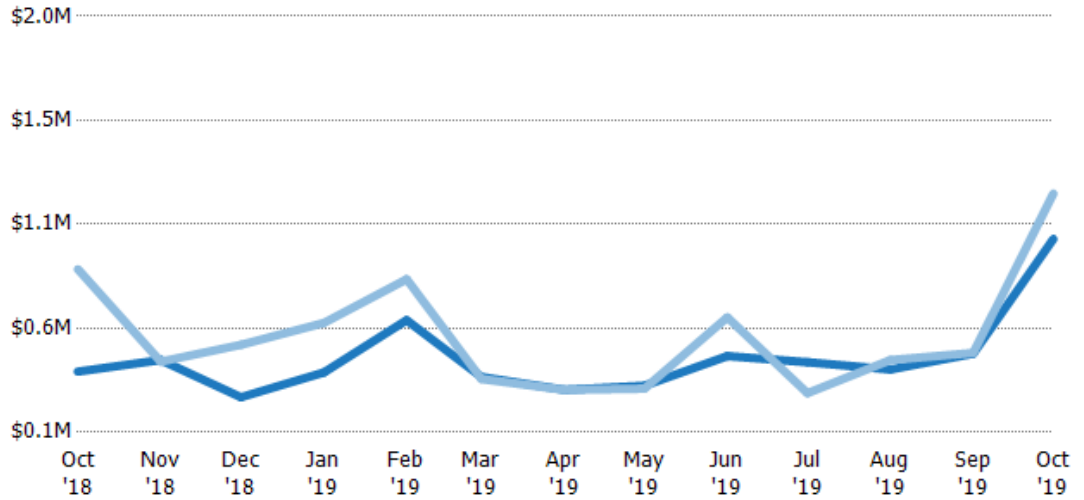
Median Sales Price vs Median Est Value

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	\$377K	\$430K	\$260K	\$373K	\$612K	\$353K	\$294K	\$313K	\$448K	\$420K	\$387K	\$459K	\$983K
Median Sales Price	\$845K	\$423K	\$499K	\$599K	\$799K	\$344K	\$294K	\$300K	\$625K	\$279K	\$430K	\$463K	\$1.19M
Med Sales Price as a % of Med Est Value	224%	98%	192%	161%	131%	97%	100%	96%	140%	66%	111%	101%	121%