

Summary of Key Listing and Sales Metrics

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

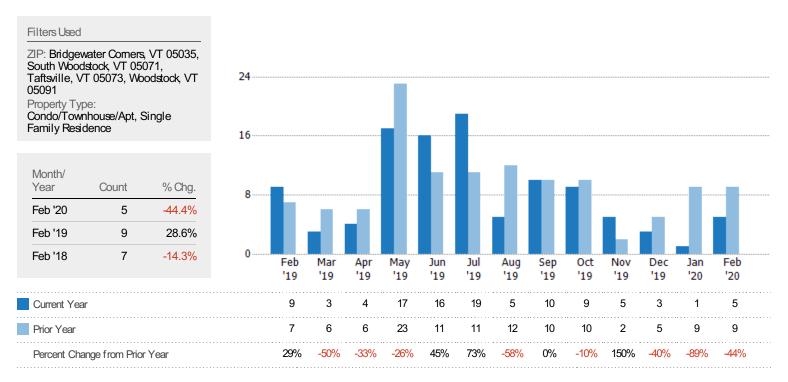
| +/- | YTD 2019 | YTD 2020 | +/- | Feb 2019 | Feb 2020 | Key Metrics | |
|--------|--------------|-------------|--------|--------------|--------------|---------------------------------|--|
| | | | | | | Listing Activity Charts Metrics | |
| -66.7% | 18 | 6 | -44.4% | 9 | 5 | New Listing Count | |
| -77.7% | \$10,552,000 | \$2,354,000 | -65.2% | \$6,377,500 | \$2,217,000 | New Listing Volume | |
| | N/A | N⁄A | -44.1% | 68 | 38 | Active Listing Count | |
| | NA | N⁄A | -42.2% | \$67,858,008 | \$39,213,300 | Active Listing Volume | |
| +0.9% | \$979,685 | \$988,811 | +3.4% | \$997,912 | \$1,031,929 | Average Listing Price | |
| +15.4% | \$583,333 | \$672,939 | +17.6% | \$595,000 | \$699,500 | Median Listing Price | |
| -5.1% | 235.5 | 223.5 | -0.8% | 239.5 | 237.5 | Median Days in RPR | |
| -47.2% | 17.3 | 9.1 | -16.2% | 11.3 | 9.5 | Months of Inventory | |
| +5.2% | 5.8% | 10.98% | +1.7% | 8.82% | 10.53% | Absorption Rate | |
| | | | | | | Sales Activity Charts Metrics | |
| -29.4% | 17 | 12 | -37.5% | 8 | 5 | New Pending Sales Count | |
| -40.1% | \$9,050,900 | \$5,417,900 | -31.5% | \$2,789,000 | \$1,910,000 | New Pending Sales Volume | |
| | N⁄A | N∕A | -26.7% | 15 | 11 | Pending Sales Count | |
| | N⁄A | N∕A | -19.3% | \$6,776,900 | \$5,468,000 | Pending Sales Volume | |
| -22.2% | 9 | 7 | + | 3 | 3 | Closed Sales Count | |
| -42.9% | \$6,224,500 | \$3,555,900 | -28.9% | \$2,699,500 | \$1,919,900 | Cloæd Sales Volume | |
| -26.6% | \$691,611 | \$507,986 | -28.9% | \$899,833 | \$639,967 | Average Sales Price | |
| -19.5% | \$625,667 | \$503,429 | -21.3% | \$737,000 | \$580,000 | Median Sales Price | |





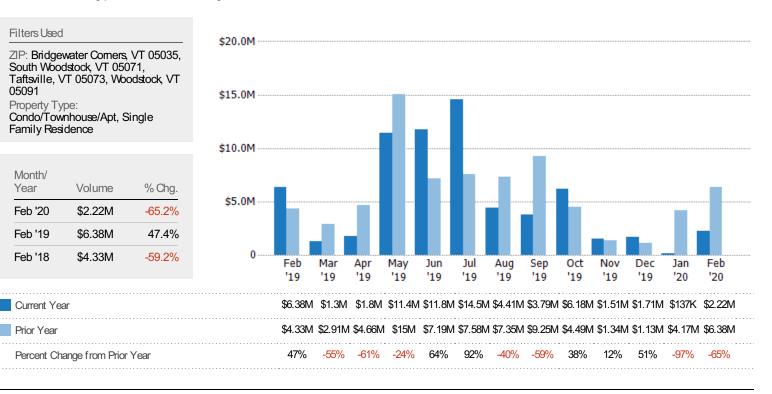
New Listings

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



New Listing Volume

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



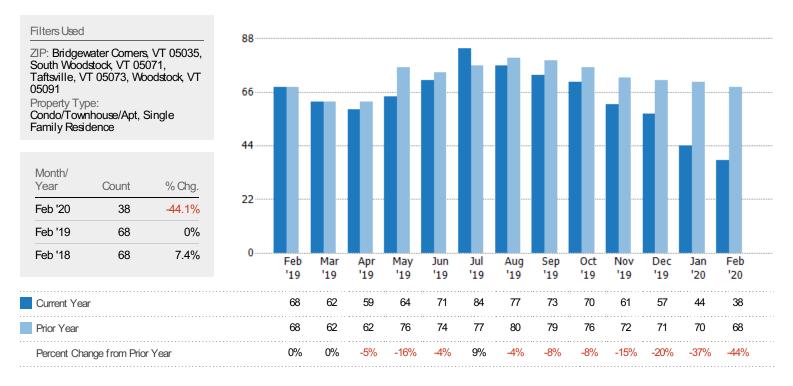


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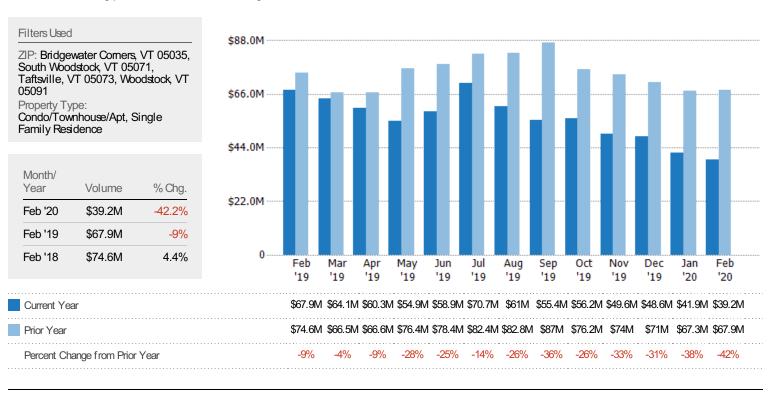
Active Listings

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



Active Listing Volume

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

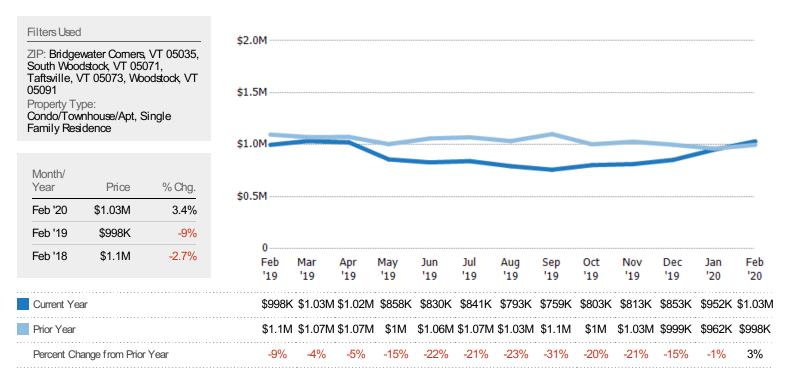






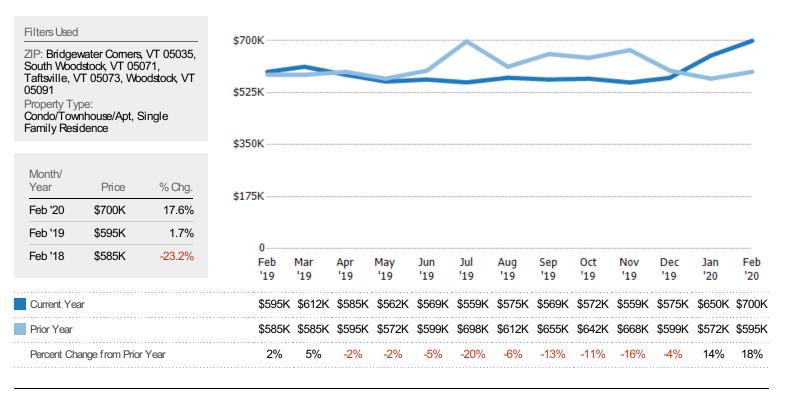
Average Listing Price

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



Median Listing Price

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

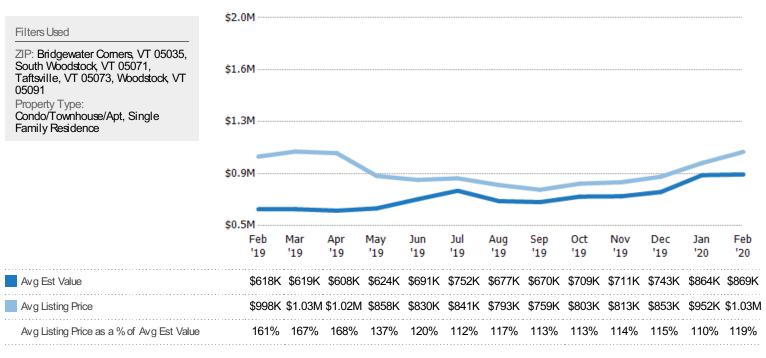






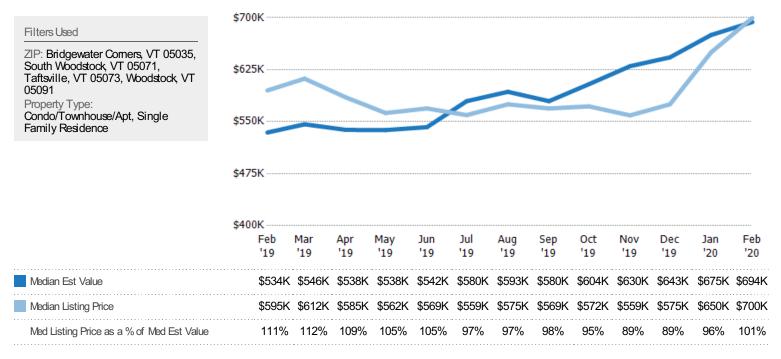
Average Listing Price vs Average Est Value

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



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.







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.



Months of Inventory

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



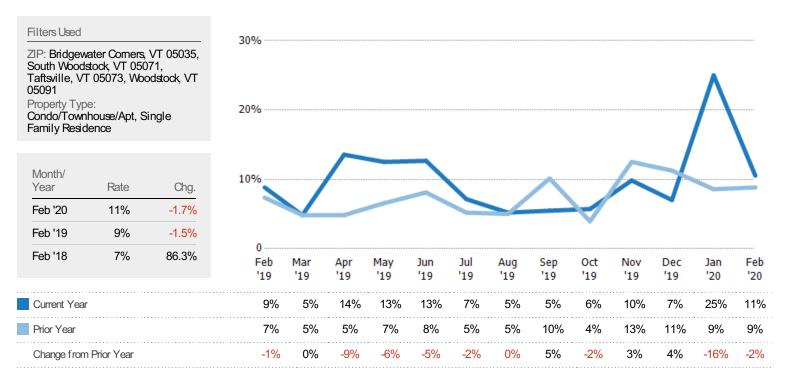




Woodstock

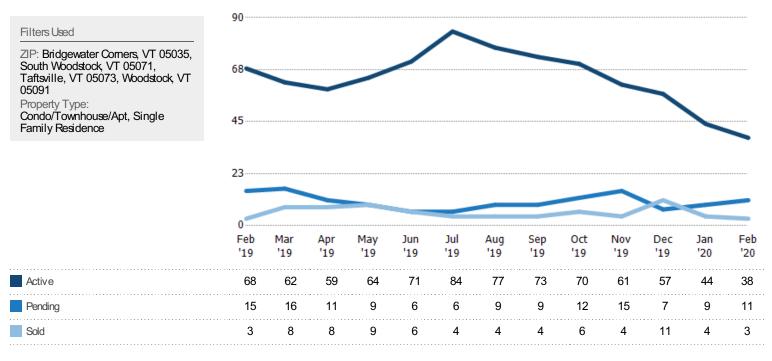
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

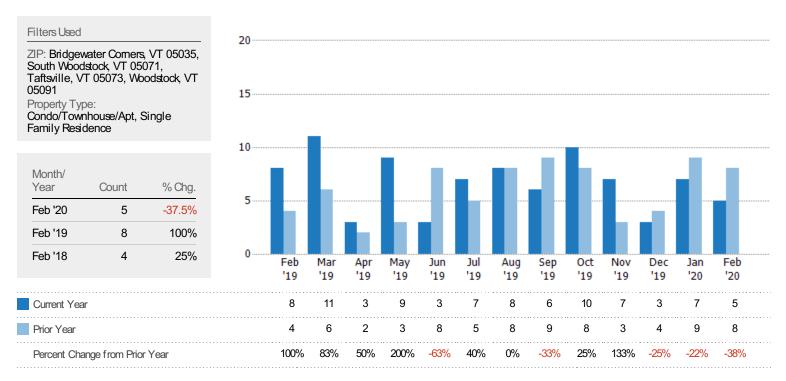






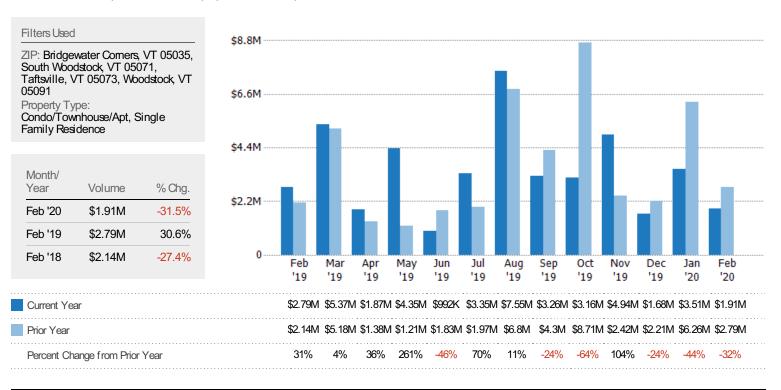
New Pending Sales

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



New Pending Sales Volume

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

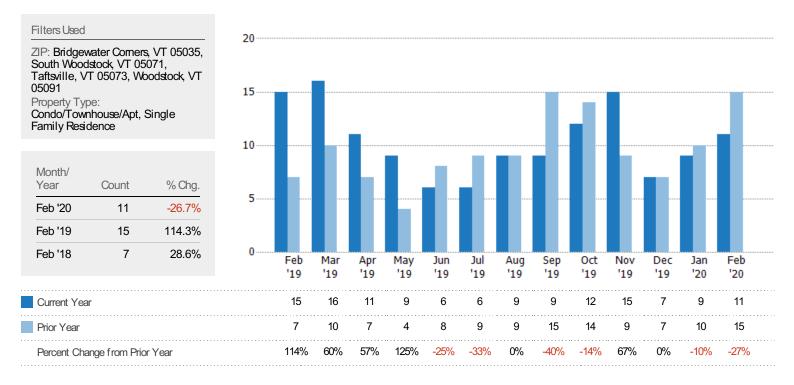






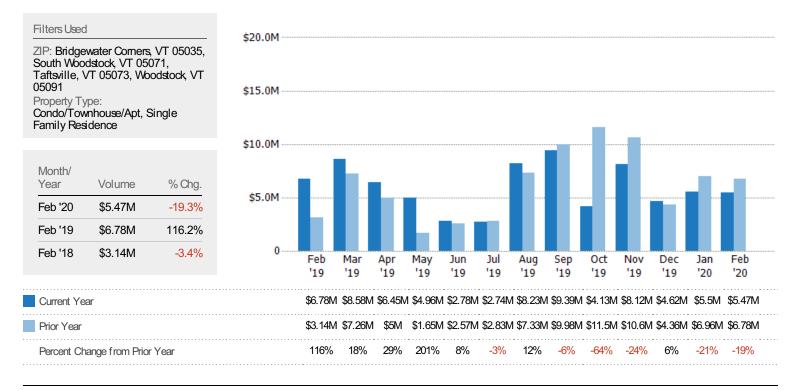
Pending Sales

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



Pending Sales Volume

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

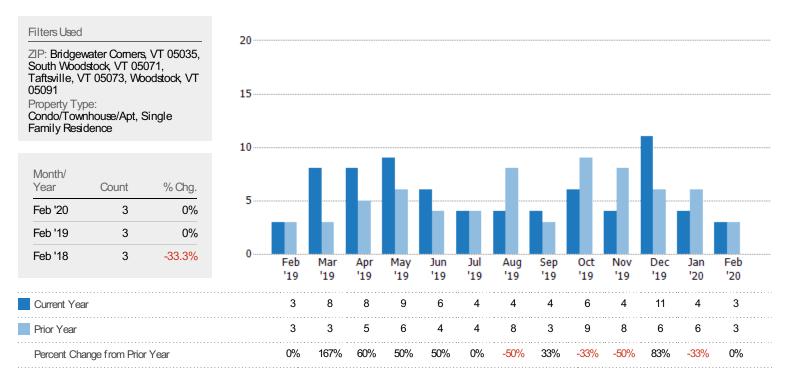






Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

Filters Used

Property Type:

Family Residence

Volume

\$1.92M

\$2.7M

\$1.17M

05091

Month/

Feb '20

Feb '19

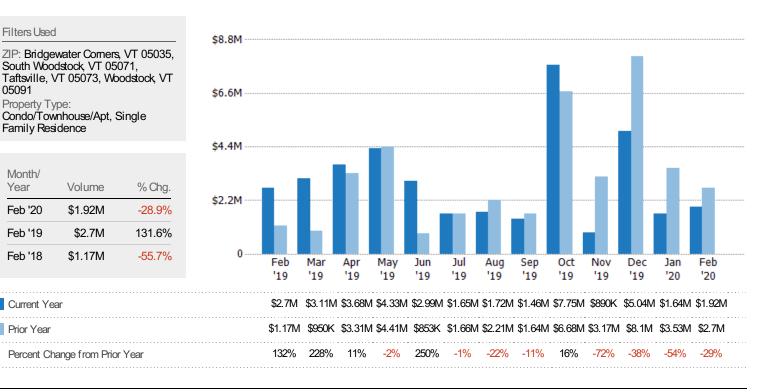
Feb '18

Prior Year

Current Year

Year

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



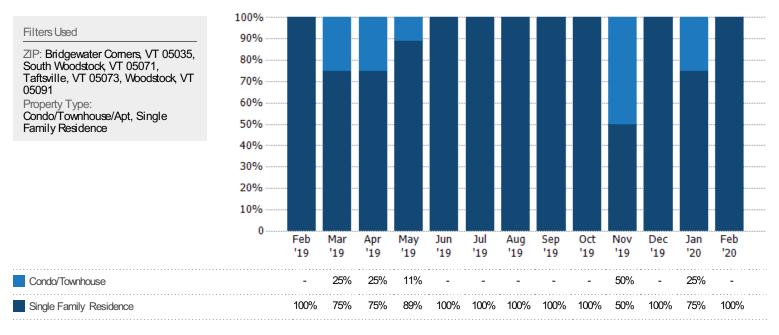






Closed Sales by Property Type

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



Average Sales Price

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

\$2.0M

Filters Used

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

| 05091 Property Ty | vnhouse/Apt, S | odstock, VT | \$1.5M | | | | | | | | Λ | | \wedge | | |
|-----------------------|----------------|-------------|---------------|--------------|---------------|---------------|---------------|----------------------|---------------|---------------|-----------------------|---------------|---------------|---------------|---------------|
| Month/ Year | Price | % Chg. | | | _ | 7 | | | | | | | | | |
| Feb '20 | \$640K | -28.9% | \$0.5M | \mathbf{y} | | | | \succ | > | 4 | | V, | | | |
| Feb '19 | \$900K | 131.6% | | | | | | | | | | | | | |
| | \$389K | -33.6% | 0 | | | | | | | | | | | | |
| Feb '18 | + | | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 |
| Feb '18 Current Ye | | | '19 | | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '20 | '20 |
| | | | '19 \$900ł | '19 | '19 \$460K | '19 \$481K | '19 \$498K | '19 \$412K | '19 \$431K | '19 \$364K | '19 \$1.29M | '19 \$222K | '19 \$459K | '20 \$409K | '20 \$640K |





Median Sales Price

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



Average Sales Price vs Average Listing Price

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

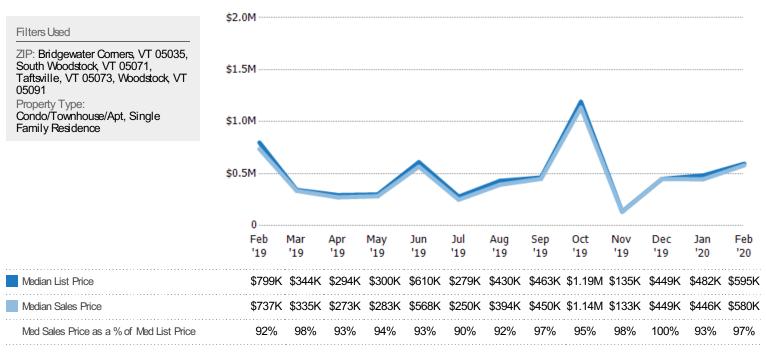






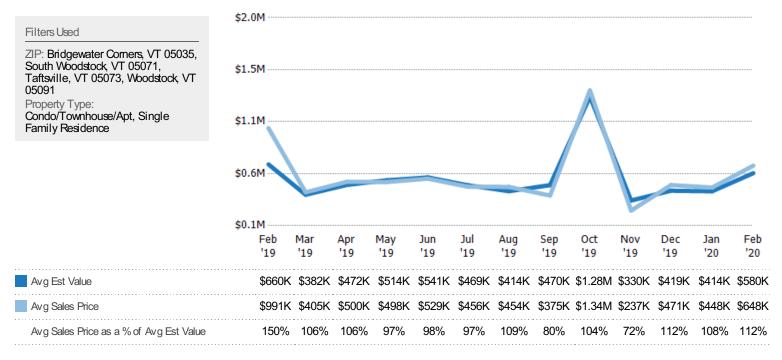
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Average Sales Price vs Average Est Value

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