## Summary of Key Listing and Sales Metrics

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

)19 + / -	YTD 2019	YTD 2020	+ / -	Aug 2019	Aug 2020	Key Metrics
						Listing Activity Charts Metrics
81 +3.7%	81	84	+180%	5	14	New Listing Count
200 +34.6%	\$53,083,200	\$71,456,099	+394%	\$4,407,000	\$21,771,900	New Listing Volume
√A	N/A	N/A	-49.4%	79	40	Active Listing Count
√A	N/A	N/A	-21.2%	\$57,763,569	\$45,541,568	Active Listing Volume
<b>'</b> 65 +10.3%	\$837,765	\$924,203	+55.7%	\$731,184	\$1,138,539	Average Listing Price
681 +3.7%	\$575,681	\$596,766	-0.2%	\$575,000	\$573,700	Median Listing Price
.13 -28.4%	230.13	164.76	-27.1%	120	87.5	Median Daysin RPR
5.4 -51%	15.4	7.6	-77.5%	19.8	4.4	Months of Inventory
9% +6.8%	6.49%	13.24%	+17.4%	5.06%	22.5%	Absorption Rate
						Sales Activity Charts Metrics
58 +51.7%	58	88	+87.5%	8	15	New Pending Sales Count
699 +72.3%	\$32,536,699	\$56,070,200	+56.5%	\$7,548,000	\$11,808,900	New Pending Sales Volume
√A	NA	N/A	+200%	9	27	Pending Sales Count
√A	NA	N/A	+168.1%	\$8,228,000	\$22,062,800	Pending Sales Volume
49 +16.3%	49	57	+225%	4	13	Closed Sales Count
50 +23.1%	\$24,539,150	\$30,204,000	+352.8%	\$1,722,000	\$7,796,500	Cloæd Sales Volume
799 +5.8%	\$500,799	\$529,895	+39.3%	\$430,500	\$599,731	Average Sales Price
)71 +7.4%	\$402,071	\$431,860	+25.7%	\$393,750	\$495,000	Median Sales Price



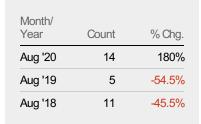


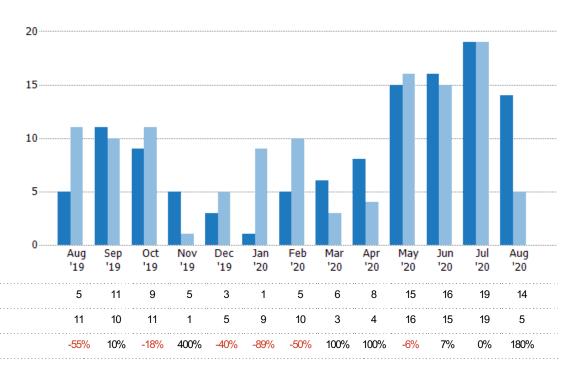


#### **New Listings**

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







## **New Listing Volume**

Percent Change from Prior Year

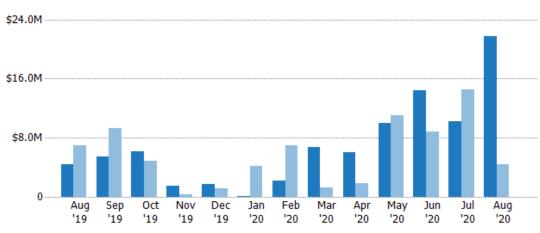
Current Year

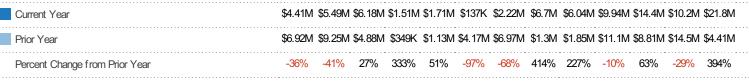
Prior Year

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

ZIP: Bridgewater Comers, 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 '20	\$21.8M	394%
Aug '19	\$4.41M	-36.3%
Aug '18	\$6.92M	-21.3%

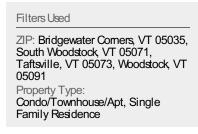


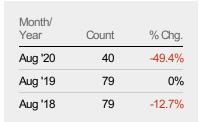




#### **Active Listings**

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







## **Active Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

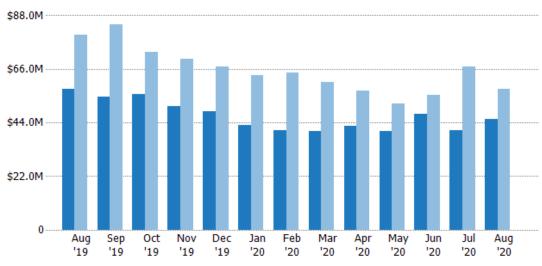
The sum of the listing price of active residential listings at the end of each month.

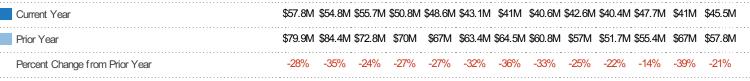
Filters Used

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

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

Volume	% Chg.
\$45.5M	-21.2%
\$57.8M	-27.7%
\$79.9M	-13%
	\$57.8M







23%

-3%

17%

28%

56%



## Market Data Report

#### **Average Listing Price**

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



Month/ Year	Price	% Chg.
Aug '20	\$1.14M	55.7%
Aug '19	\$731K	-27.7%
Aug '18	\$1.01M	-0.3%

\$1.5	5M												
\$1.0	)M=====												
\$0.5	δ <b>M</b>												
											<b></b>	31	
		Sep '19			Dec		Feb	Mar '20		May '20	Jun '20	Jul '20	
	Aug '19	Sep	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	'20	'20	'20	Au <sub>1</sub> '20

-9%

## **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

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

-34%

-21%

-22% -18%

Filters Used
ZIP: Bridgewater Comers, 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 '20	\$574K	-0.2%
Aug '19	\$575K	-12.2%
Aug '18	\$655K	-9.2%

Percent Change from Prior Year

\$700K ···													
\$525K ···													
\$350K ···													
\$175K ···													
0 Aug '19				Nov '19									Aug '20
\$5	75K	\$559K	\$575K	\$575K	\$575K	\$595K	\$599K	\$599K	\$599K	\$610K	\$599K	\$598K	\$574K
\$6	55K	\$681K	\$655K	\$655K	\$599K	\$569K	\$595K	\$597K	\$585K	\$562K	\$569K	\$559K	\$575K

Current Year

Prior Year



0%

1%

2%

8%

5%

0%

7%

-4%

5%

-18% -12% -12%

-12%

Avg Est Value

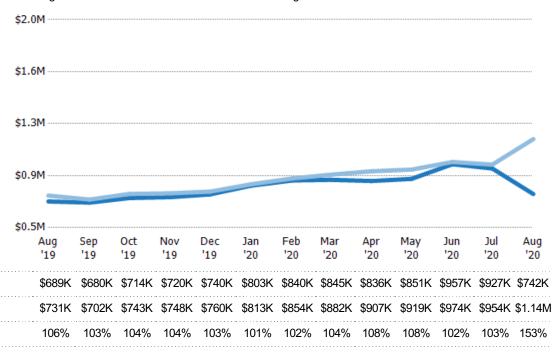
Avg Listing Price

## Market Data Report

#### 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.



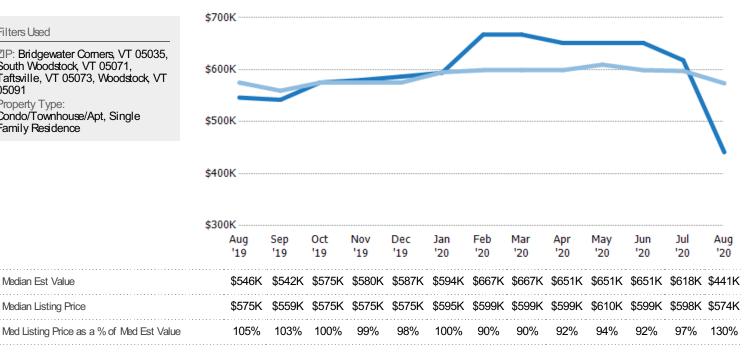


### Median Listing Price vs Median Est Value

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

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

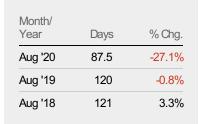




#### Median Days in RPR

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

Percent Change from Prior Year

Current Year

Prior Year

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

30

Eilters Used

ZIP: Bridgewater Comers, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091
Property Type:

Condo/Townhouse/Apt, Single Family Residence

ramily Res	uence		20		$\triangle$					_					
Month/ Year	Months	% Chg.	10	$\bigvee$		<b>\</b>	1					<u>/</u>			
Aug '20	4.44	-77.5%	10					\/		·	$\bigvee$				
Aug '19	19.8	0%						•						_	
Aug '18	19.8	74.7%	0 Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Yea	ar		19.8	19.5	18.8	11.3	16	4.42	12	15.3	5.88	14.7	12.3	3.31	4.44
Prior Year			19.8	11.3	25.7	8.11	9	11.8	11.7	21.3	7.63	8.25	8.11	12.3	19.8
Percent Cha	ange from Prior	Year	0%	73%	-27%	40%	78%	-63%	3%	-28%	-23%	78%	51%	-73%	-77%





### **Absorption Rate**

The percentage of inventory sold per month.

#### Filters Used

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

Property Type:

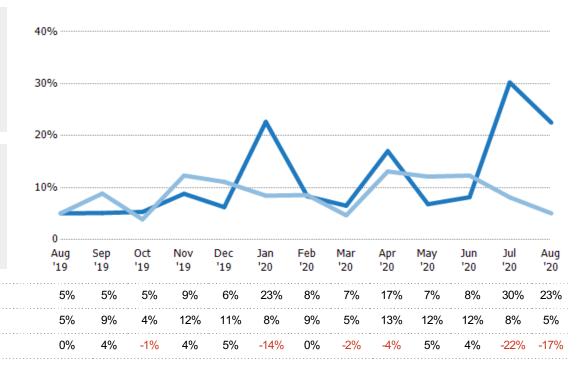
Current Year

Change from Prior Year

Prior Year

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Rate	Chg.
Aug '20	23%	-17.4%
Aug '19	5%	0%
Aug '18	5%	-42.9%

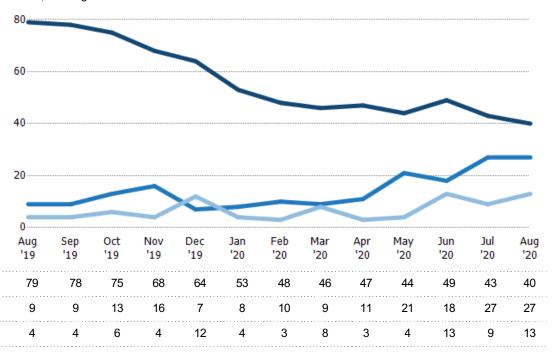


## Active/Pending/Sold Units

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

Filters Used

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





Active Pending

Sold

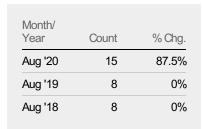


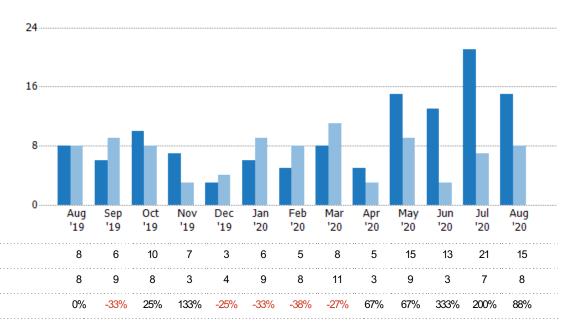


### **New Pending Sales**

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

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





## New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

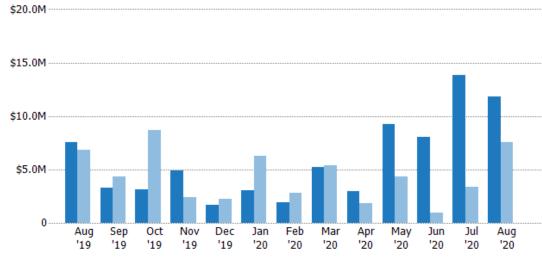
Prior Year

ZIP: Bridgewater Comers, 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 '20	\$11.8M	56.5%
Aug '19	\$7.55M	11%
Aug '18	\$6.8M	-38.5%



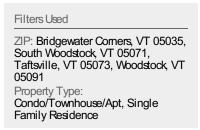


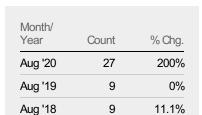


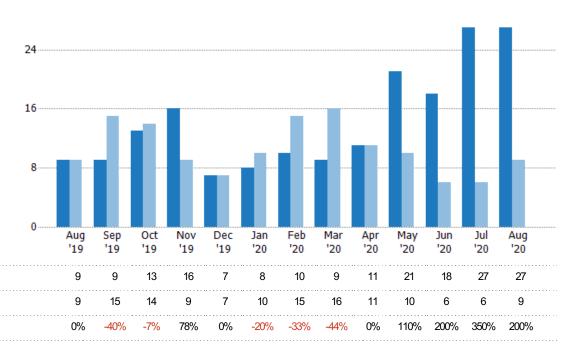


## **Pending Sales**

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







## Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

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

ume % Chg.
2.1M 168.1%
23M 12.3%
33M -18.5%









#### **Closed Sales**

Aug '18

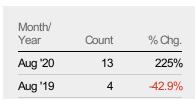
Current Year

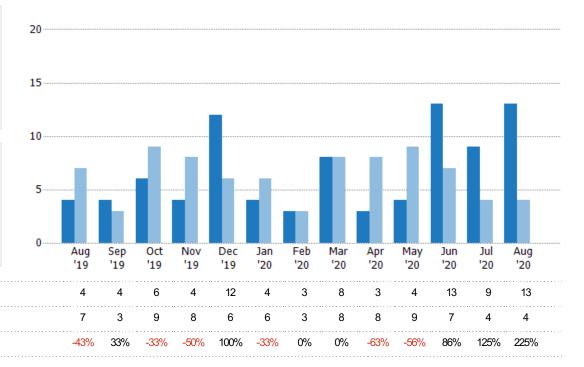
Prior Year

The total number of residential properties sold each month.

Filters Used

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





#### **Closed Sales Volume**

Percent Change from Prior Year

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

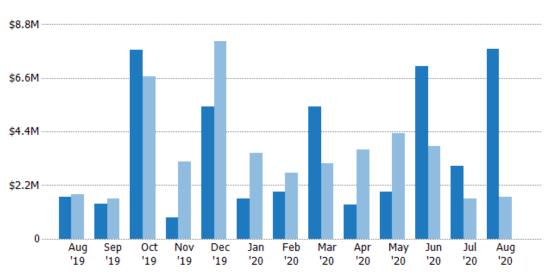
-42.9%

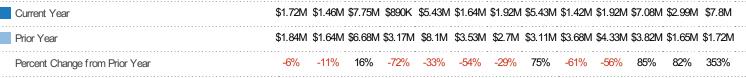
Filters Used

ZIP: Bridgewater Comers, 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 '20	\$7.8M	352.8%
Aug '19	\$1.72M	-6.4%
Aug '18	\$1.84M	-28.3%





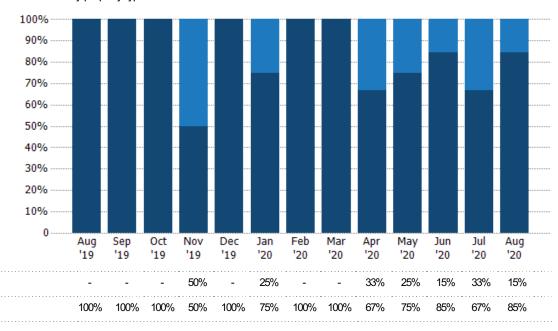




## Closed Sales by Property Type

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





## **Average Sales Price**

Single Family Residence

Condo/Townhouse

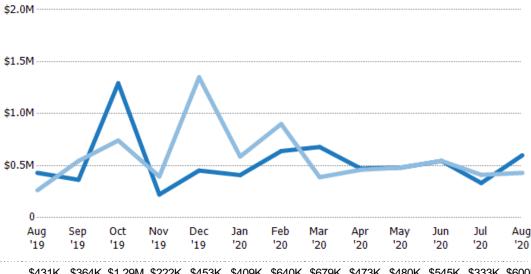
The average sales price of the residential properties sold each month.

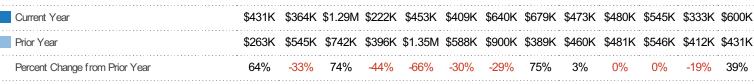
#### Filters Used

ZIP: Bridgewater Comers, 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 '20	\$600K	39.3%
Aug '19	\$431K	63.7%
Aug '18	\$263K	25.4%







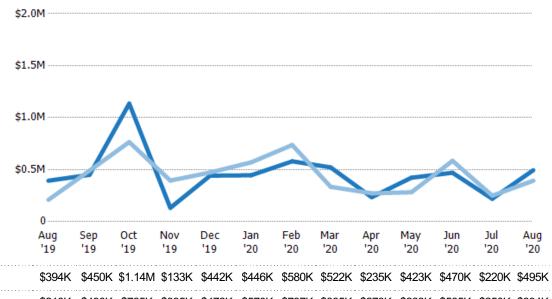
#### Median Sales Price

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

#### Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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

Aug '20 \$495K 25.7%	Month/ Year	Price	% Chg.
· ·			25.7%
	Aug '19	\$394K	87.5%





## 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 Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence







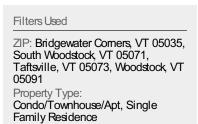
Median List Price

Median Sales Price

## Market Data Report

### Median Sales Price vs Median Listing Price

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





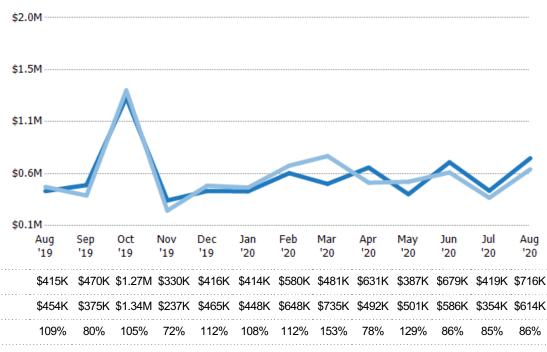
### Average Sales Price vs Average Est Value

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

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price



Avg Est Value

Avg Sales Price



#### 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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

 $\mathbb{Z}|P$ : Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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





