

## 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 2020	Nov 2019	+/-	YTD 2020	YTD 2019	+ / -
sting Activity Charts Metrics						
New Listing Count	11	5	+120%	122	105	+16.2%
New Listing Volume	\$8,370,000	\$1,510,000	+454.3%	\$97,420,299	\$64,647,600	+50.7%
Active Listing Count	34	68	-50%	NA	N/A	
Active Listing Volume	\$25,740,169	\$51,683,069	-50.2%	NA	N/A	
Average Listing Price	\$757,064	\$760,045	-0.4%	\$930,295	\$786,141	+18.3%
Median Listing Price	\$529,000	\$575,000	-8%	\$580,780	\$570,158	+1.9%
Median Daysin RPR	95	168.5	-43.6%	152.82	209.97	-27.2%
Months of Inventory	3.1	11.3	-72.7%	8	13.7	-41.9%
Absorption Rate	32.35%	8.82%	+23.5%	12.52%	7.28%	+5.2%
lles Activity Charts Metrics						
New Pending Sales Count	15	7	+114.3%	134	81	+65.4%
New Pending Sales Volume	\$12,646,299	\$4,936,000	+156.2%	\$89,254,799	\$43,885,099	+103.4%
Pending Sales Count	35	16	+118.8%	NA	N/A	
Pending Sales Volume	\$27,737,099	\$8,520,400	+225.5%	NA	N/A	
Closed Sales Count	10	4	+150%	87	63	+38.1%
Closed Sales Volume	\$7,622,000	\$889,500	+756.9%	\$51,713,400	\$34,633,650	+49.3%
Average Sales Price	\$762,200	\$222,375	+242.8%	\$594,407	\$549,740	+8.1%
Median Sales Price	\$595,000	\$132,500	+349.1%	\$490,126	\$457,802	+7.1%



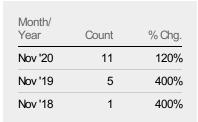


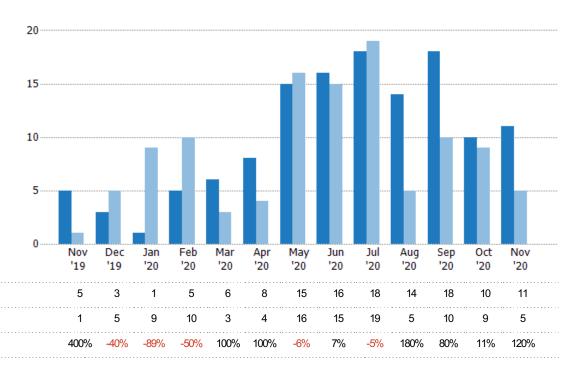


#### **New Listings**

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







### New Listing Volume

Percent Change from Prior Year

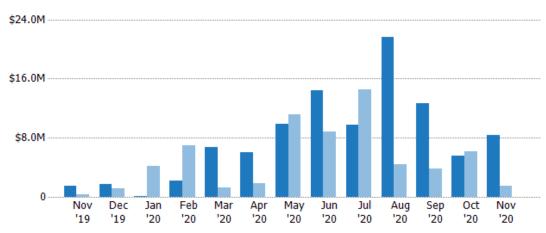
Current Year

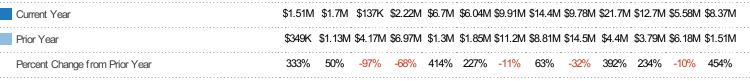
Prior Year

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

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.
Nov '20	\$8.37M	454.3%
Nov '19	\$1.51M	332.7%
Nov '18	\$349K	565.6%







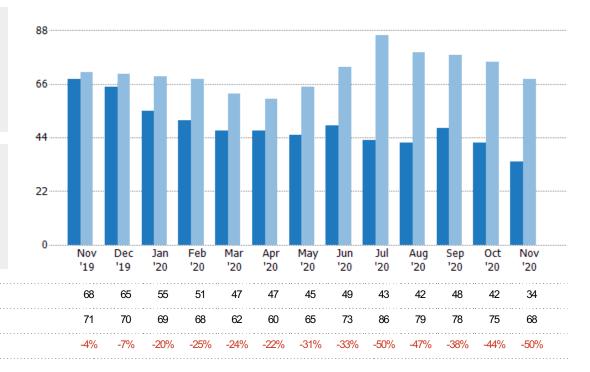
#### Woodstock

#### **Active Listings**

The number 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

Month/ Year	Count	% Chg.
Nov '20	34	-50%
Nov '19	68	-4.2%
Nov '18	71	-5.6%



### **Active Listing Volume**

Percent Change from Prior Year

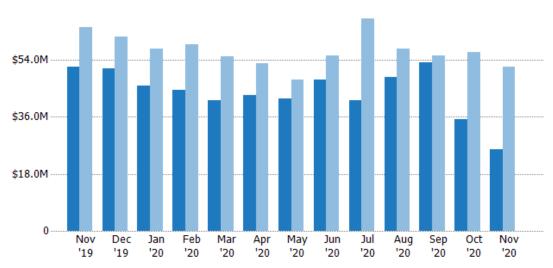
Current Year

Prior Year

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

Filters Used ZIP: Bridgewater 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 '20	\$25.7M	-50.2%
Nov '19	\$51.7M	-19.6%
Nov '18	\$64.3M	-1.3%



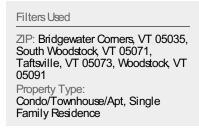






#### **Average Listing Price**

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



Month/ Year	Price	% Chg.
Nov '20	\$757K	-0.4%
Nov '19	\$760K	-16%
Nov '18	\$905K	4.6%



### **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.

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.
Nov '20	\$529K	-8%
Nov '19	\$575K	-8.6%
Nov '18	\$629K	-5.4%

Percent Change from Prior Year

350K						
350K	 					
175K	 				 	 
0	 					 

Current Year

Prior Year



4%

1%

-19%

7%

1%

3%

13%

-9%

Avg Est Value

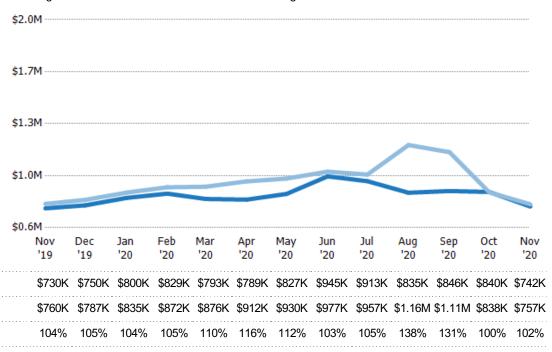
Avg Listing Price

### 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.



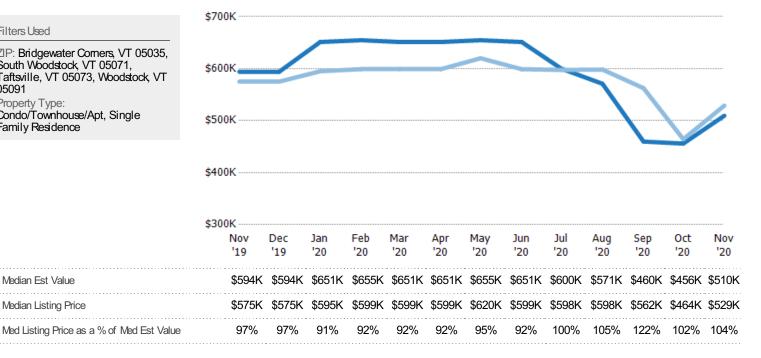


#### Median Listing Price vs Median Est Value

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

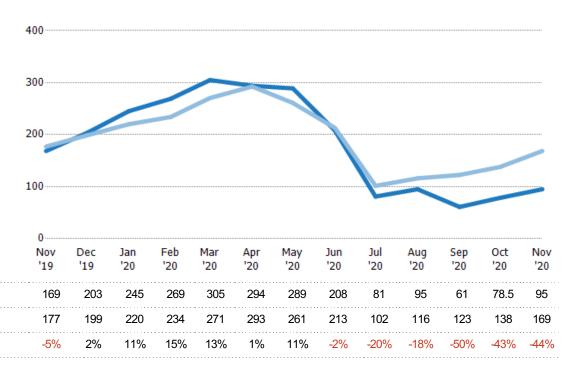


#### Median Days in RPR

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.

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	Months	% Chg.
Nov '20	3.09	-72.7%
Nov '19	11.3	43.7%
Nov '18	7.89	69.9%

Percent Change from Prior Year

30												
23				<b>A</b>								
158	1			$\langle \rangle$		<u> </u>	<u> </u>					
0 Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
11.3	16.3	4.58	12.8	15.7	5.88	15	12.3	3.31	4.67	3.69	4.67	3.09
7.89	8.75	11.5	11.3	20.7	7.5	8.13	8.11	12.3	19.8	19.5	18.8	11.3
44%	86%	-60%	13%	-24%	-22%	85%	51%	-73%	-76%	-81%	-75%	-73%

Current Year

Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

### Filters Used

Current Year

Change from Prior Year

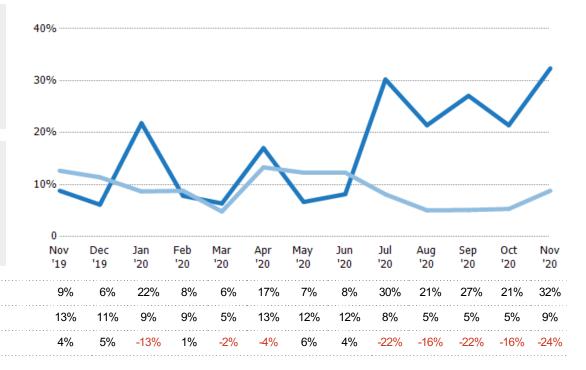
Prior Year

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

Property Type:

Condo/Townhouse/Apt, Single Family Residence

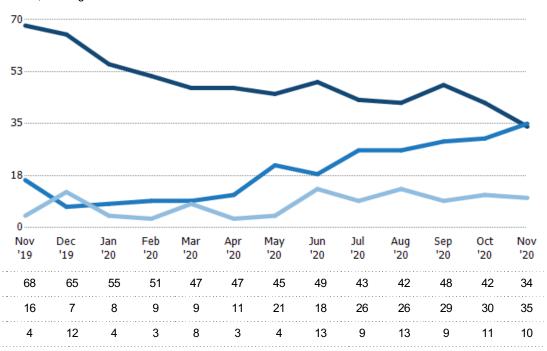
Month/ Year	Rate	Chg.
Nov '20	32%	-23.5%
Nov '19	9%	3.9%
Nov '18	13%	-41.1%



### 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





Active

Pending

Sold



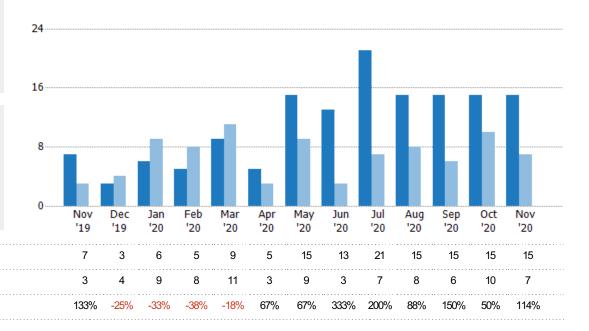
#### **New Pending Sales**

The number of residential properties with accepted offers that were added 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	Count	% Chg.
Nov '20	15	114.3%
Nov '19	7	133.3%
Nov '18	3	166.7%



#### 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

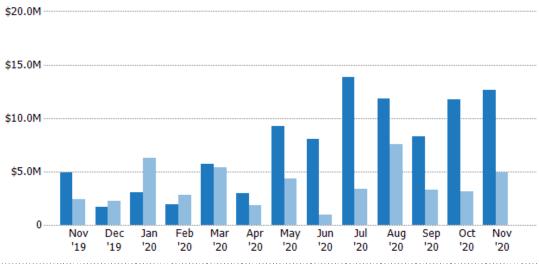
Current Year

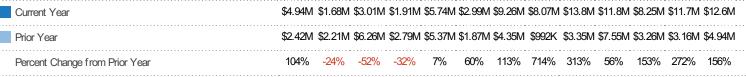
Prior Year

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.
Nov '20	\$12.6M	156.2%
Nov '19	\$4.94M	103.6%
Nov '18	\$2.42M	80.9%



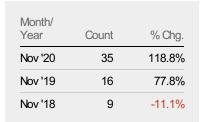


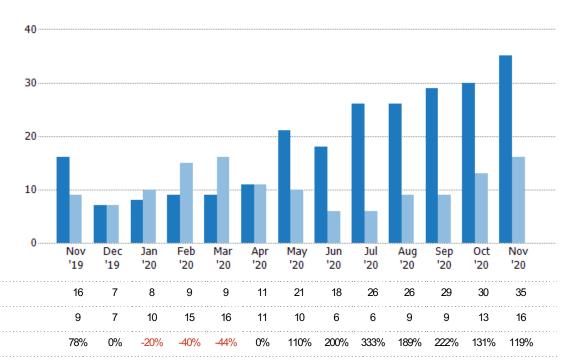


#### **Pending Sales**

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

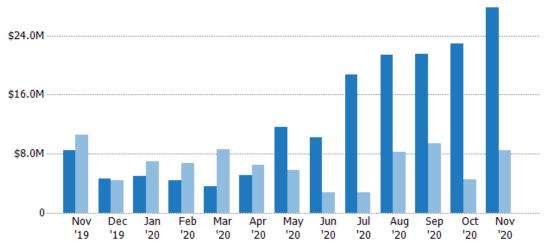
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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

Month/ Year	Volume	% Chg.
Nov '20	\$27.7M	225.5%
Nov '19	\$8.52M	-19.8%
Nov '18	\$10.6M	-59.2%





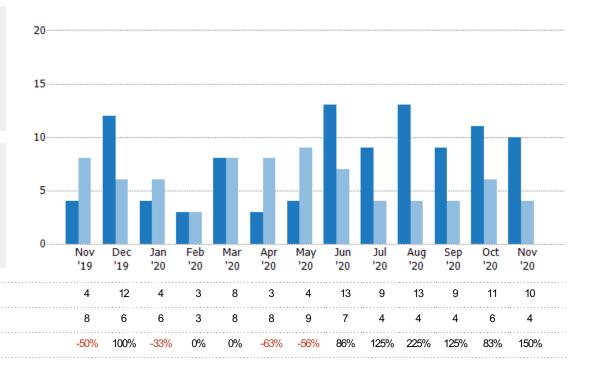
#### **Closed Sales**

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

Month/ Year	Count	% Chg.
Nov '20	10	150%
Nov '19	4	-50%
Nov '18	8	0%



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

Prior Year

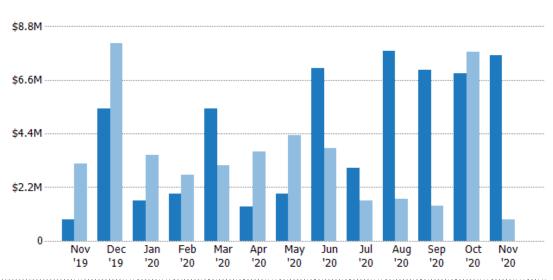
The sum of the sales price of residential properties sold each month.

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

Month/ Year	Volume	% Chg.
Nov '20	\$7.62M	756.9%
Nov '19	\$890K	-71.9%
Nov '18	\$3.17M	63.6%



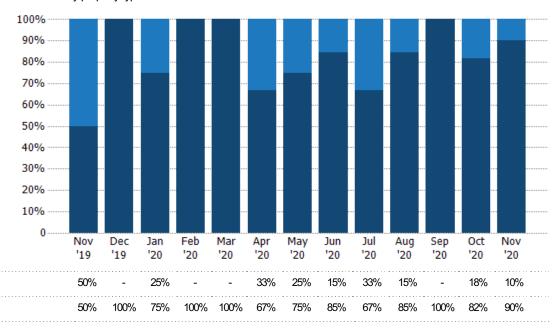




### Closed Sales by Property Type

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





### **Average Sales Price**

Single Family Residence

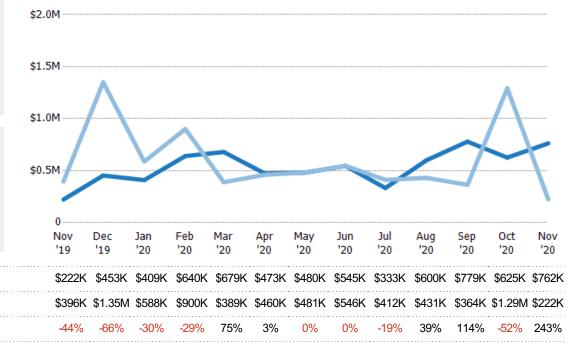
Condo/Townhouse

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

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.
Nov '20	\$762K	242.8%
Nov '19	\$222K	-43.8%
Nov '18	\$396K	63.6%

Percent Change from Prior Year



Current Year

Prior Year



#### 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/Ant Single

Condo/Townhouse/Apt, Single Family Residence

Price	% Chg.
\$595K	349.1%
\$133K	-66.5%
\$395K	-31%
	\$595K \$133K

Percent Change from Prior Year

Current Year
Prior Year



### 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

Avg Sales Price as a % of Avg List Price





Avg List Price

Avg Sales Price



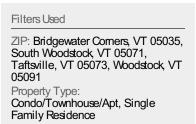
Median List Price

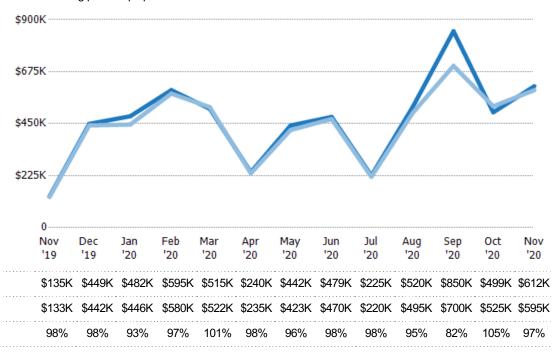
Median Sales Price

### 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.



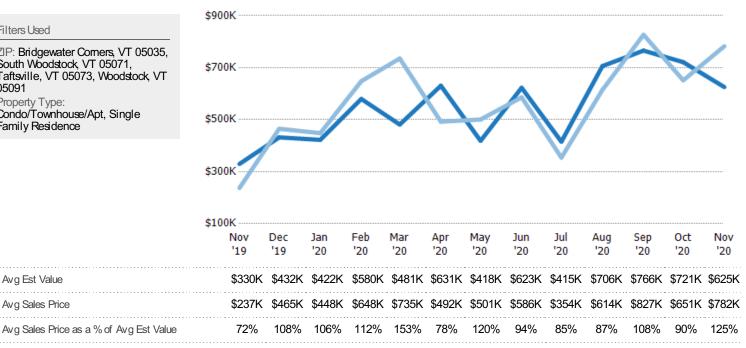


#### Average Sales Price vs Average Est Value

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

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

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

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





