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	Dec 2020	Dec 2019	+/-	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	3	+_	125	109	+14.7%
New Listing Volume	\$1,493,000	\$1,703,900	-12.4%	\$98,827,799	\$68,951,500	+43.3%
Active Listing Count	32	65	-50.8%	NA	NA	
Active Listing Volume	\$23,257,768	\$51,143,569	-54.5%	NA	N/A	
Average Listing Price	\$726,805	\$786,824	-7.6%	\$916,889	\$746,080	+22.9%
Median Listing Price	\$539,450	\$575,000	-6.2%	\$578,033	\$569,707	+1.5%
Median Daysin RPR	122.5	203	-39.7%	147.91	208.15	-28.9%
Months of Inventory	3.2	16.3	-80.3%	7.2	13.4	-46.5%
Absorption Rate	31.25%	6.15%	+25.1%	13.94%	7.46%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	139	84	+65.5%
New Pending Sales Volume	\$4,632,000	\$1,679,000	+175.9%	\$92,976,799	\$45,564,099	+104.1%
Pending Sales Count	20	7	+185.7%	NA	N/A	
Pending Sales Volume	\$16,609,300	\$4,621,000	+259.4%	NA	N/A	
Closed Sales Count	17	12	+41.7%	104	75	+38.7%
Closed Sales Volume	\$12,868,806	\$5,434,000	+136.8%	\$64,582,206	\$40,067,650	+61.2%
Average Sales Price	\$756,989	\$452,833	+67.2%	\$620,983	\$534,235	+16.2%
Median Sales Price	\$530,000	\$442,000	+19.9%	\$496,644	\$455,273	+9.1%



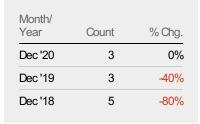


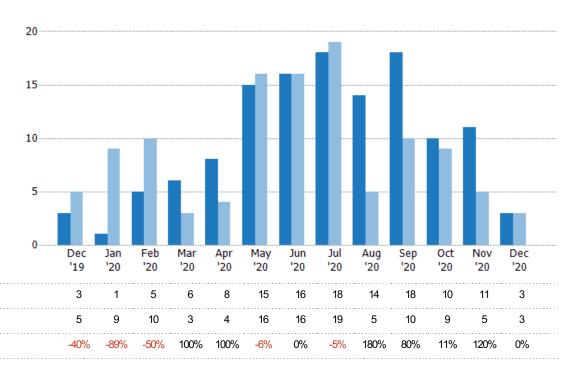


New Listings

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







New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

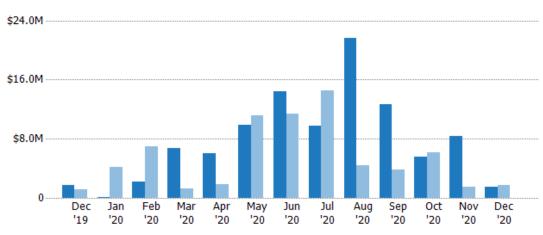
The sum of the listing price of residential listings that were added each month.

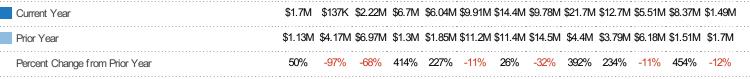
Filters Used

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.
Dec '20	\$1.49M	-12.4%
Dec '19	\$1.7M	50.4%
Dec '18	\$1.13M	-74.5%









Active Listings

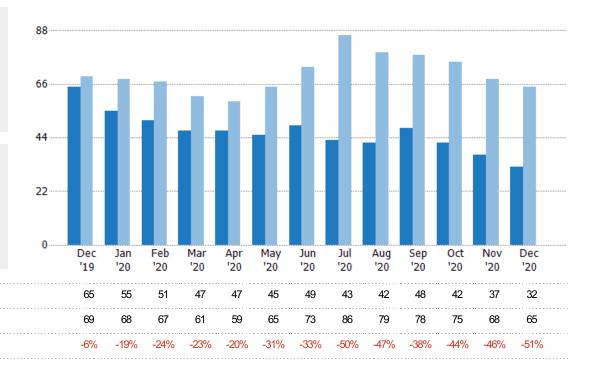
The number of active residential listings at the end of each month.

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.
Dec '20	32	-50.8%
Dec '19	65	-5.8%
Dec '18	69	-10.1%



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

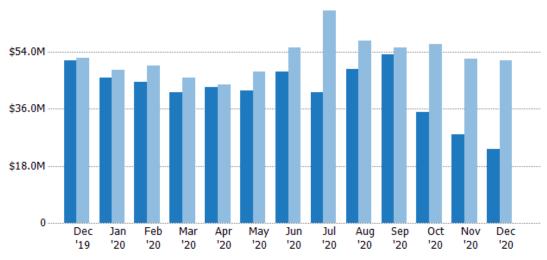
The sum of the listing price of active residential listings at the end of each month.

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

Month/ Year	Volume	% Chg.
Dec '20	\$23.3M	-54.5%
Dec '19	\$51.1M	-1.6%
Dec '18	\$52M	-1.7%







Average Listing Price

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

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

Month/ Year	Price	% Chg.
Dec '20	\$727K	-7.6%
Dec '19	\$787K	4.5%
Dec '18	\$753K	9.4%



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.
Dec '20	\$539K	-6.2%
Dec '19	\$575K	-3.4%
Dec '18	\$595K	0%

Percent Change from Prior Year

\$700)K												
\$525	5K												
\$350)K												
\$175	5K												
	0												
	Dec '19	Jan '20		Mar '20				Jul '20				Nov '20	Dec '20
	\$575K	\$595K	\$599K	\$599K	\$599K	\$620K	\$599K	\$598K	\$598K	\$562K	\$464K	\$529K	\$539K
	\$595K	\$549K	\$585K	\$595K	\$575K	\$550K	\$569K	\$559K	\$575K	\$559K	\$575K	\$575K	\$575K
	-3%	8%	2%	1%	4%	13%	5%	7%	4%	1%	-19%	-8%	-6%

Current Year

Prior Year



Avg Est Value

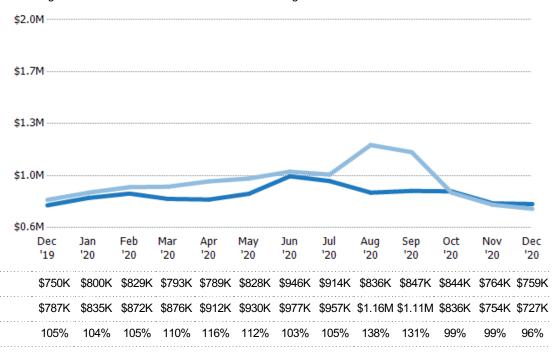
Avg Listing Price

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.





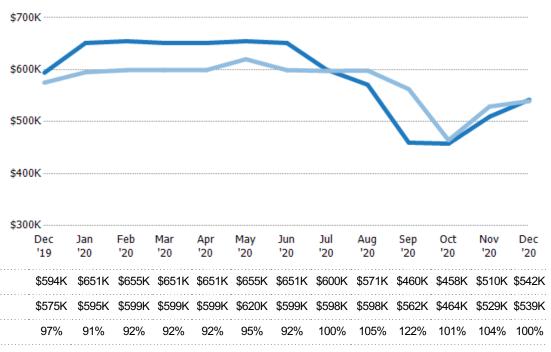
Median Listing Price vs Median Est Value

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

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

Avg Listing Price as a % of Avg Est Value

Condo/Townhouse/Apt, Single Family Residence





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



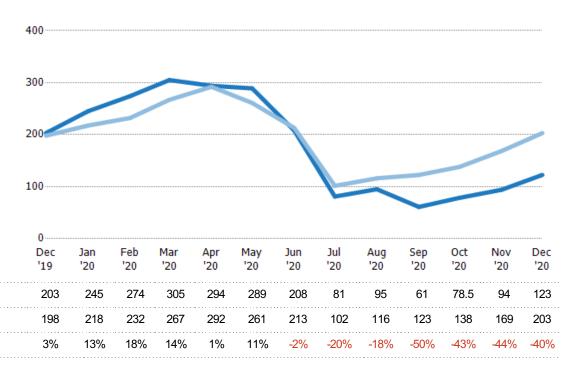


Median Days in RPR

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.

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

Month/ Year	Months	% Chg.
Dec '20	3.2	-80.3%
Dec '19	16.3	88.4%
Dec '18	8.63	43.8%

Percent Change from Prior Year

30												
23												
15	<u></u>			\ <u> </u>								
0 Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
16.3	4.58	12.8	15.7	5.88	15	12.3	3.31	4.67	3.69	4.67	3.36	3.2
8.63	11.3	11.2	20.3	7.38	8.13	8.11	12.3	19.8	19.5	18.8	11.3	16.3
88%	-60%	14%	-23%	-20%	85%	51%	-73%	-76%	-81%	-75%	-70%	-80%

Current Year

Prior Year

1/25/2021

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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.
Dec '20	31%	-25.1%
Dec '19	6%	5.4%
Dec '18	12%	-30.5%

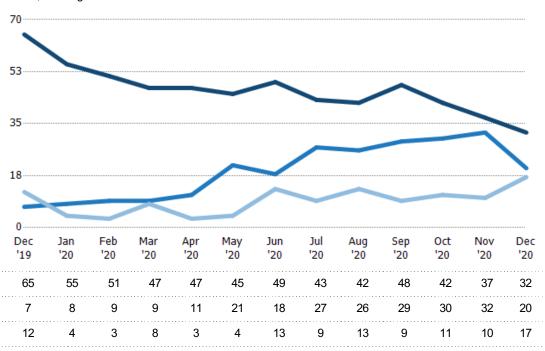


Active/Pending/Sold Units

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

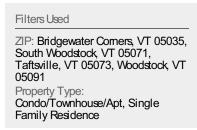
Sold

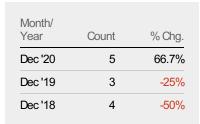




New Pending Sales

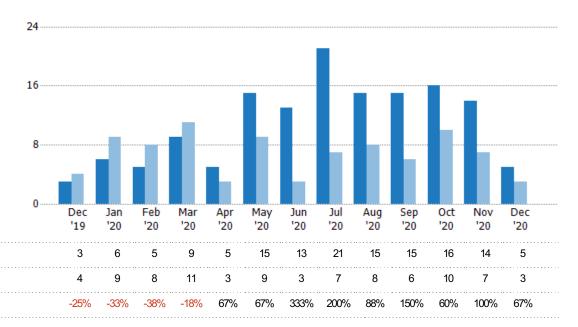
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year



New Pending Sales Volume

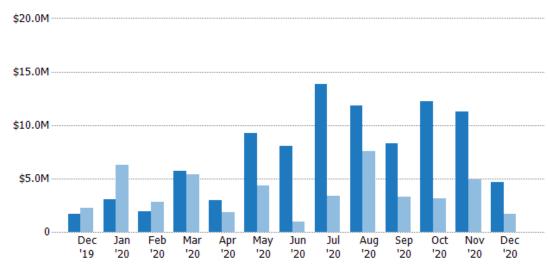
Percent Change from Prior Year

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

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.
Dec '20	\$4.63M	175.9%
Dec '19	\$1.68M	-24.1%
Dec '18	\$2.21M	-83.4%





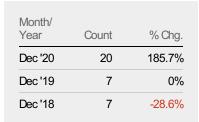


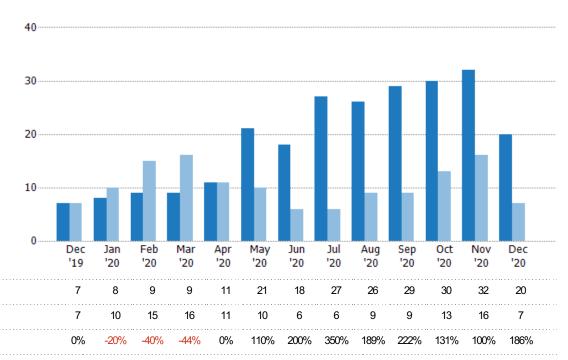


Pending Sales

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







Pending Sales Volume

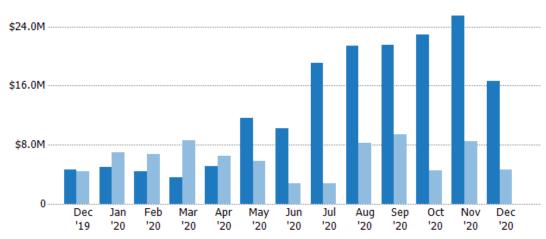
Percent Change from Prior Year

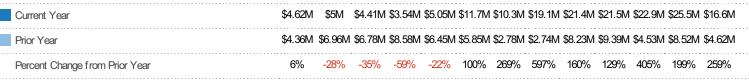
Current Year
Prior Year

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.
Dec '20	\$16.6M	259.4%
Dec '19	\$4.62M	6.1%
Dec '18	\$4.36M	-35%







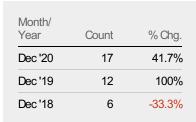


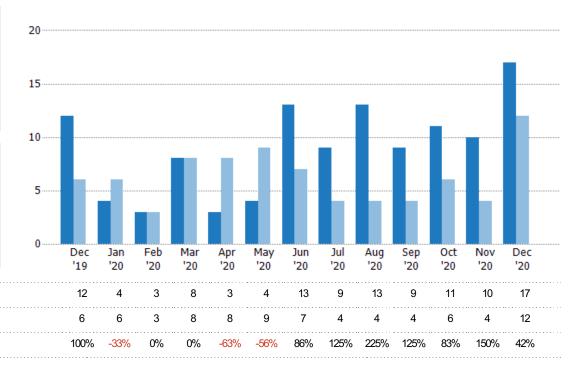
Closed Sales

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





Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

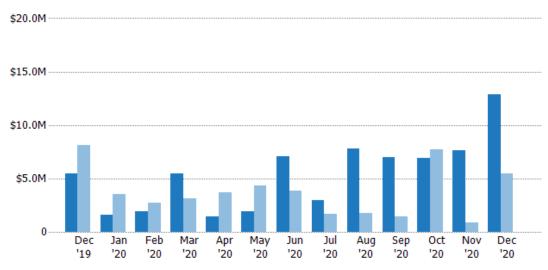
Prior Year

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

Property Type:

Condo/Townhouse/Apt, Single Family Residence

Volume	% Chg.
\$12.9M	136.8%
\$5.43M	-32.9%
\$8.1M	-84.2%
	\$12.9M \$5.43M



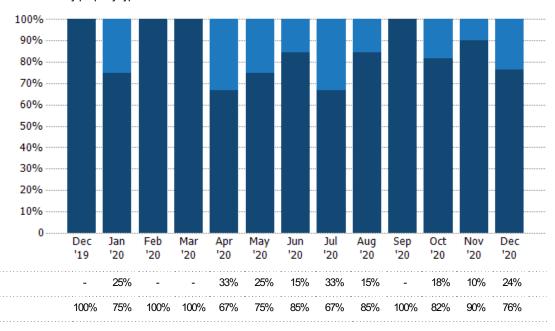




Closed Sales by Property Type

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





Average Sales Price

Single Family Residence

Condo/Townhouse

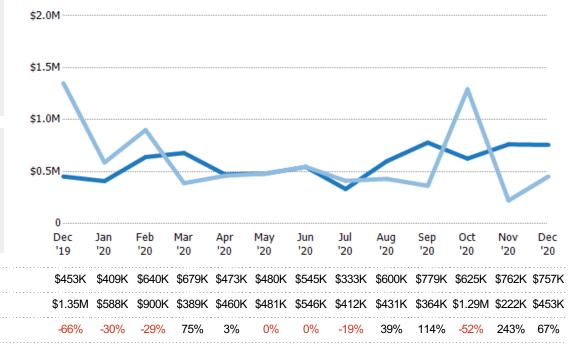
The average sales price of the residential properties sold each month.

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Dec '20	\$757K	67.2%
Dec '19	\$453K	-66.4%
Dec '18	\$1.35M	-76.3%

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/Toumbougo/Ant Cingle

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Dec '20	\$530K	19.9%
Dec '19	\$442K	-6.4%
Dec '18	\$472K	-30.8%

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

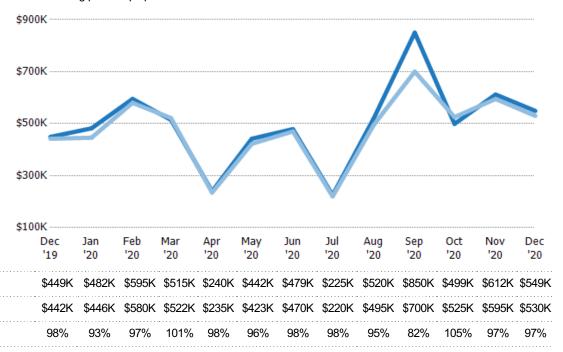
Median Sales Price

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

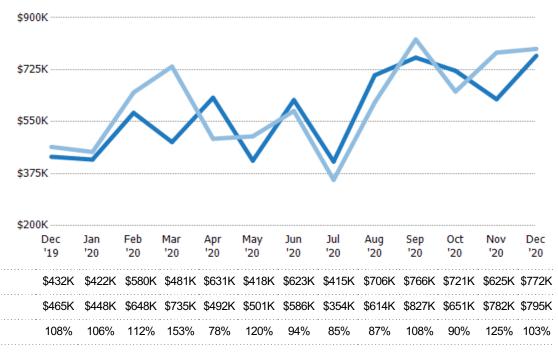
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price



Avg Est Value

Avg Sales Price



Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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









Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05035	1	\$225,000	1	\$459,000	\$459,000	\$459,000	\$140	\$140	4
05071			4	\$4,300,000	\$1,075,000	\$687,500	\$382	\$290	296
05091	19	\$16,384,300	12	\$8,109,806	\$675,817	\$502,500	\$247	\$187	51







Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)		Sales Volume	Avg Sales Price	Median Sales Price	•	Median Sales Price per Sq Ft	•
Claremont-Lebanon, NH-VT	20	\$16,609,300	17	\$12,868,806	\$756,989	\$530,000	\$272	\$188	52



