

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	1	+100%	119	104	+14.4%
New Listing Volume	\$1,148,999	\$137,000	+738.7%	\$96,007,798	\$65,683,600	+46.2%
Active Listing Count	18	50	-64%	N/A	N/A	
Active Listing Volume	\$13,910,868	\$42,450,669	-67.2%	N/A	N/A	
Average Listing Price	\$772,826	\$849,013	-9%	\$928,155	\$756,696	+22.7%
Median Listing Price	\$562,450	\$587,000	-4.2%	\$572,022	\$564,084	+1.4%
Median Days in RPR	153.5	242.5	-36.7%	133.65	207.74	-35.7%
Months of Inventory	1.1	4.2	-73%	4.5	8.3	-46%
Absorption Rate	88.89%	24%	+64.9%	22.22%	12%	+10.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12	5	+140%	143	86	+66.3%
New Pending Sales Volume	\$6,765,399	\$2,172,900	+211.4%	\$95,608,198	\$46,973,099	+103.5%
Pending Sales Count	16	8	+100%	N/A	N/A	
Pending Sales Volume	\$9,784,899	\$5,001,900	+95.6%	N/A	N/A	
Closed Sales Count	12	4	+200%	112	76	+47.4%
Closed Sales Volume	\$11,336,500	\$1,636,000	+592.9%	\$74,164,706	\$41,008,150	+80.9%
Average Sales Price	\$944,708	\$409,000	+131%	\$662,185	\$539,581	+22.7%
Median Sales Price	\$513,750	\$446,000	+15.2%	\$499,674	\$465,753	+7.3%

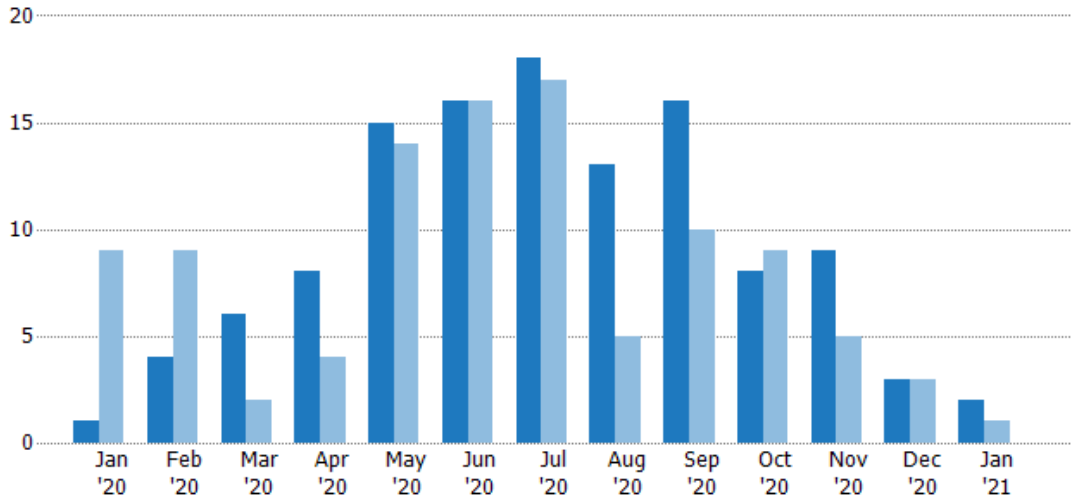
New Listings

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	2	100%
Jan '20	1	-88.9%
Jan '19	9	-44.4%



Current Year	1	4	6	8	15	16	18	13	16	8	9	3	2
Prior Year	9	9	2	4	14	16	17	5	10	9	5	3	1
Percent Change from Prior Year	-89%	-56%	200%	100%	7%	0%	6%	160%	60%	-11%	80%	0%	100%

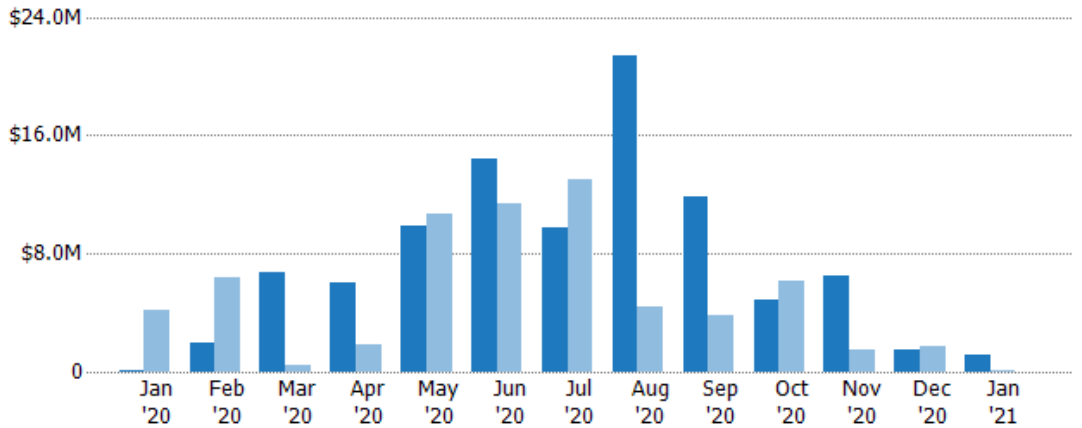
New Listing Volume

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$1.15M	738.7%
Jan '20	\$137K	-96.7%
Jan '19	\$4.17M	59.3%



Current Year	\$137K	\$1.98M	\$6.7M	\$6.04M	\$9.91M	\$14.4M	\$9.78M	\$21.4M	\$11.8M	\$4.82M	\$6.45M	\$1.49M	\$1.15M
Prior Year	\$4.17M	\$6.38M	\$468K	\$1.85M	\$10.7M	\$11.4M	\$13M	\$4.4M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K
Percent Change from Prior Year	-97%	-69%	1,332%	227%	-8%	26%	-25%	385%	213%	-22%	327%	-12%	739%

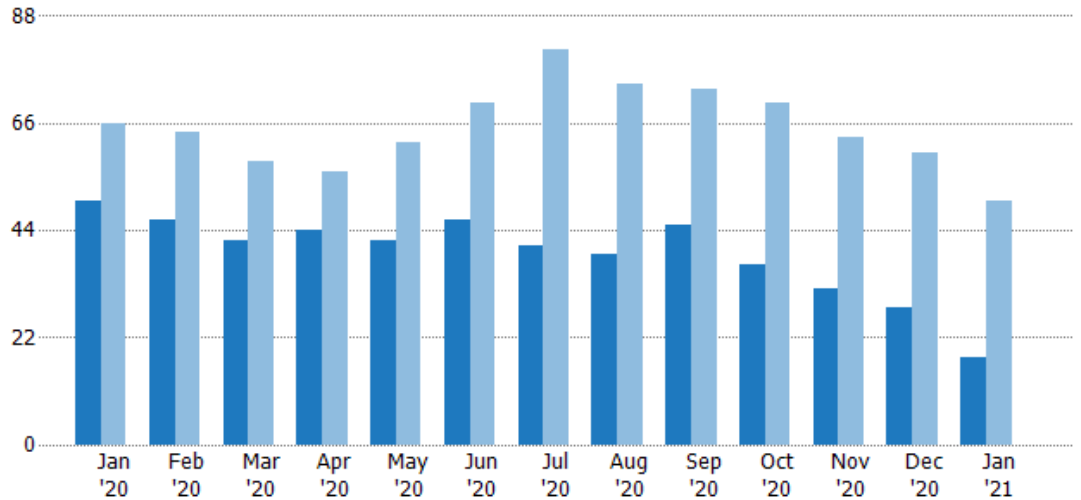
Active Listings

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	18	-64%
Jan '20	50	-24.2%
Jan '19	66	-19.7%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	50	46	42	44	42	46	41	39	45	37	32	28	18
Prior Year	66	64	58	56	62	70	81	74	73	70	63	60	50
Percent Change from Prior Year	-24%	-28%	-28%	-21%	-32%	-34%	-49%	-47%	-38%	-47%	-49%	-53%	-64%

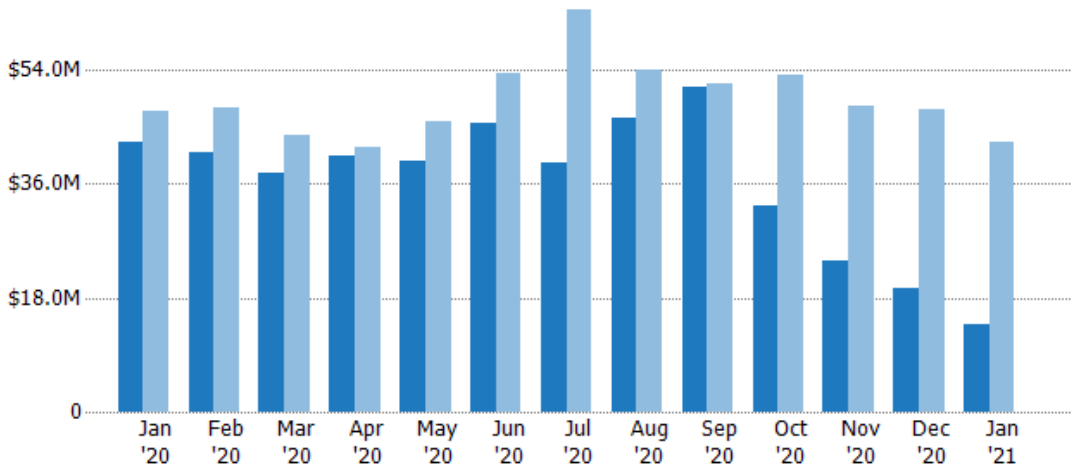
Active Listing Volume

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$13.9M	-67.2%
Jan '20	\$42.5M	-10.7%
Jan '19	\$47.5M	-1.5%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$42.5M	\$41M	\$37.6M	\$40.5M	\$39.5M	\$45.5M	\$39.4M	\$46.5M	\$51.2M	\$32.4M	\$23.8M	\$19.6M	\$13.9M
Prior Year	\$47.5M	\$48.1M	\$43.8M	\$41.8M	\$45.8M	\$53.4M	\$63.5M	\$53.9M	\$51.7M	\$53.1M	\$48.2M	\$47.6M	\$42.5M
Percent Change from Prior Year	-11%	-15%	-14%	-3%	-14%	-15%	-38%	-14%	-1%	-39%	-51%	-59%	-67%

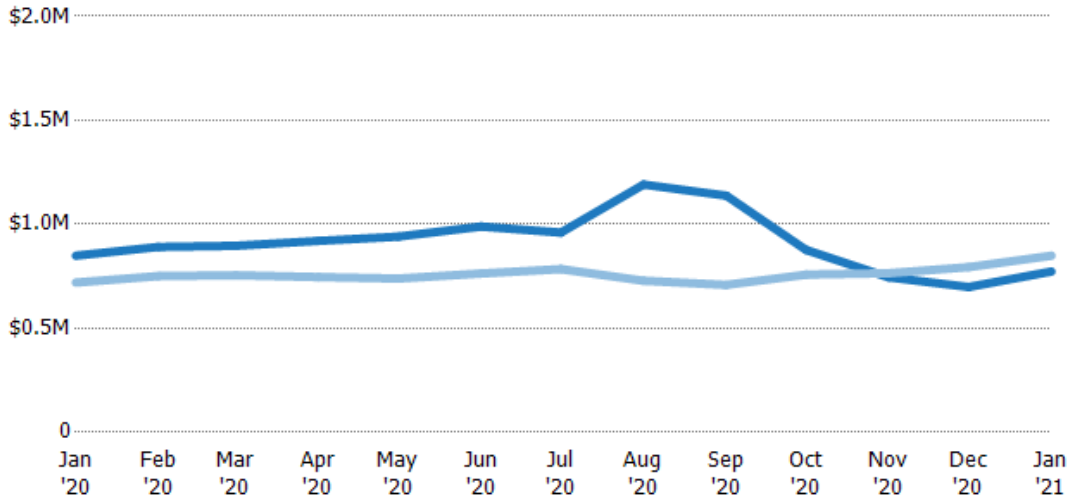
Average Listing Price

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$773K	-9%
Jan '20	\$849K	17.9%
Jan '19	\$720K	22.6%



Current Year	\$849K	\$891K	\$896K	\$920K	\$941K	\$989K	\$960K	\$1.19M	\$1.14M	\$877K	\$745K	\$698K	\$773K
Prior Year	\$720K	\$751K	\$755K	\$746K	\$739K	\$763K	\$784K	\$729K	\$709K	\$758K	\$765K	\$794K	\$849K
Percent Change from Prior Year	18%	19%	19%	23%	27%	30%	22%	63%	61%	16%	-3%	-12%	-9%

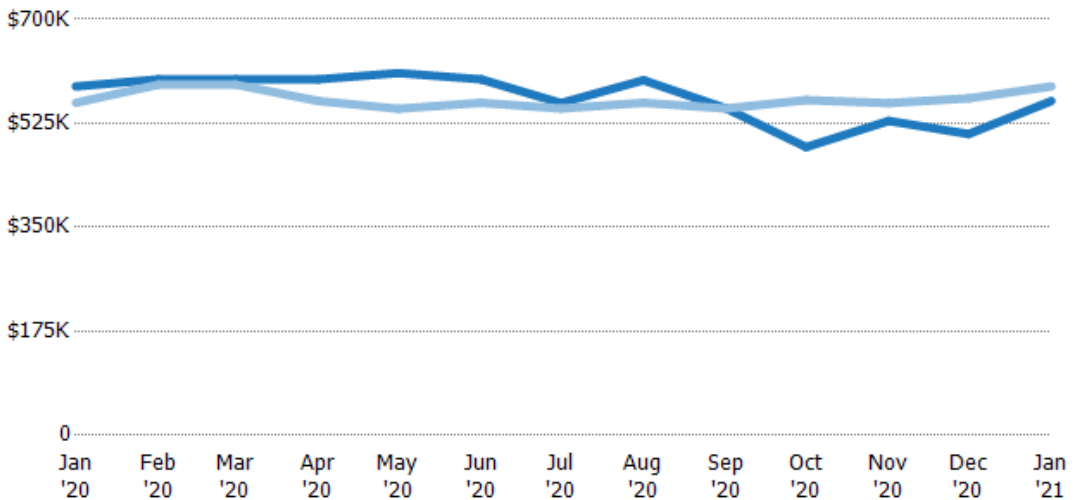
Median Listing Price

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$562K	-4.2%
Jan '20	\$587K	4.9%
Jan '19	\$559K	6.4%



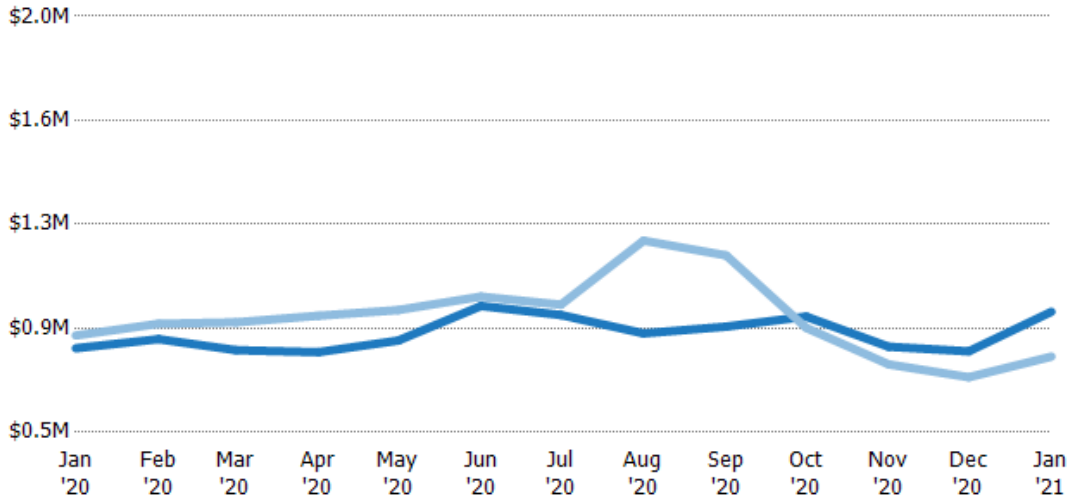
Current Year	\$587K	\$599K	\$599K	\$599K	\$610K	\$599K	\$559K	\$598K	\$550K	\$485K	\$529K	\$507K	\$562K
Prior Year	\$559K	\$590K	\$590K	\$562K	\$549K	\$559K	\$550K	\$559K	\$550K	\$564K	\$559K	\$567K	\$587K
Percent Change from Prior Year	5%	2%	2%	6%	11%	7%	2%	7%	0%	-14%	-5%	-11%	-4%

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



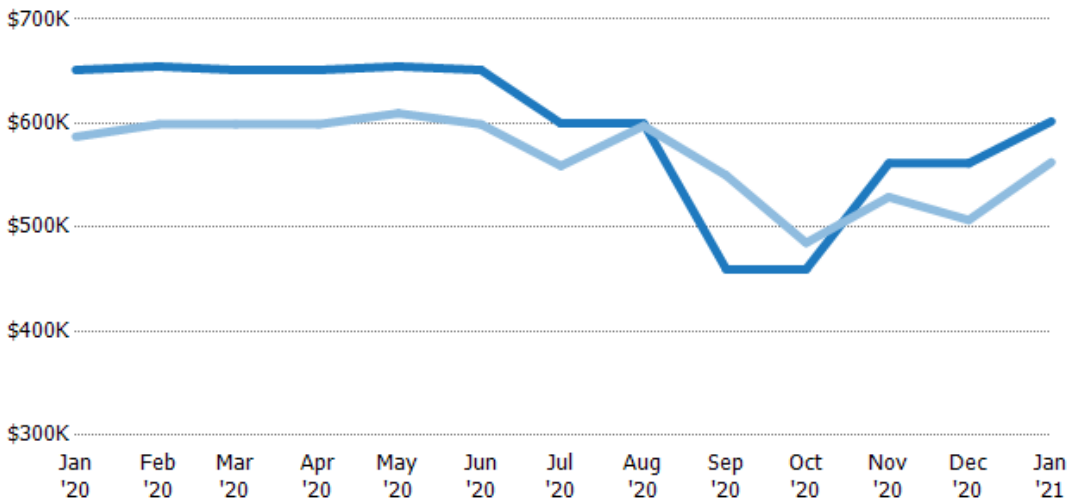
Avg Est Value	\$803K	\$836K	\$796K	\$789K	\$831K	\$955K	\$923K	\$857K	\$881K	\$917K	\$808K	\$792K	\$934K
Avg Listing Price	\$849K	\$891K	\$896K	\$920K	\$941K	\$989K	\$960K	\$1.19M	\$1.14M	\$877K	\$745K	\$698K	\$773K
Avg Listing Price as a % of Avg Est Value	106%	107%	113%	117%	113%	104%	104%	139%	129%	96%	92%	88%	83%

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



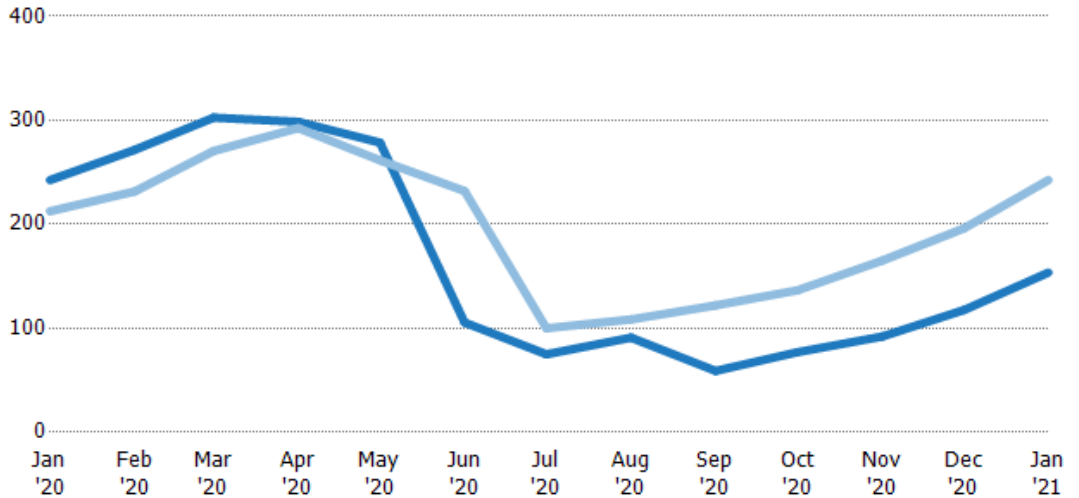
Median Est Value	\$651K	\$655K	\$651K	\$651K	\$655K	\$651K	\$600K	\$600K	\$460K	\$460K	\$561K	\$561K	\$602K
Median Listing Price	\$587K	\$599K	\$599K	\$599K	\$610K	\$599K	\$559K	\$598K	\$550K	\$485K	\$529K	\$507K	\$562K
Med Listing Price as a % of Med Est Value	90%	92%	92%	92%	93%	92%	93%	100%	120%	106%	94%	90%	93%

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



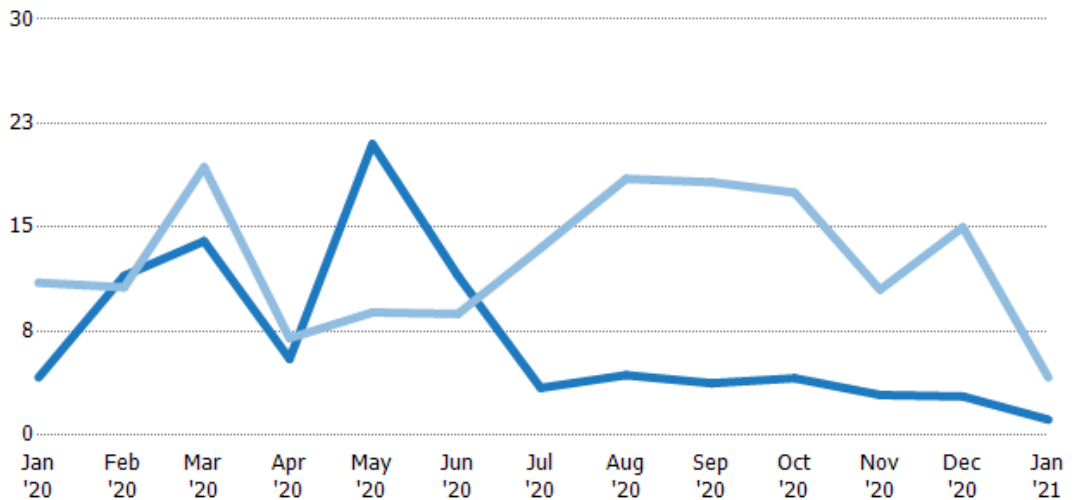
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	243	272	303	299	279	106	75	91	59	77	92	118	154
Prior Year	213	232	271	293	262	232	100	109	122	137	165	196	243
Percent Change from Prior Year	14%	17%	12%	2%	7%	-55%	-25%	-16%	-52%	-44%	-44%	-40%	-37%

Months of Inventory

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



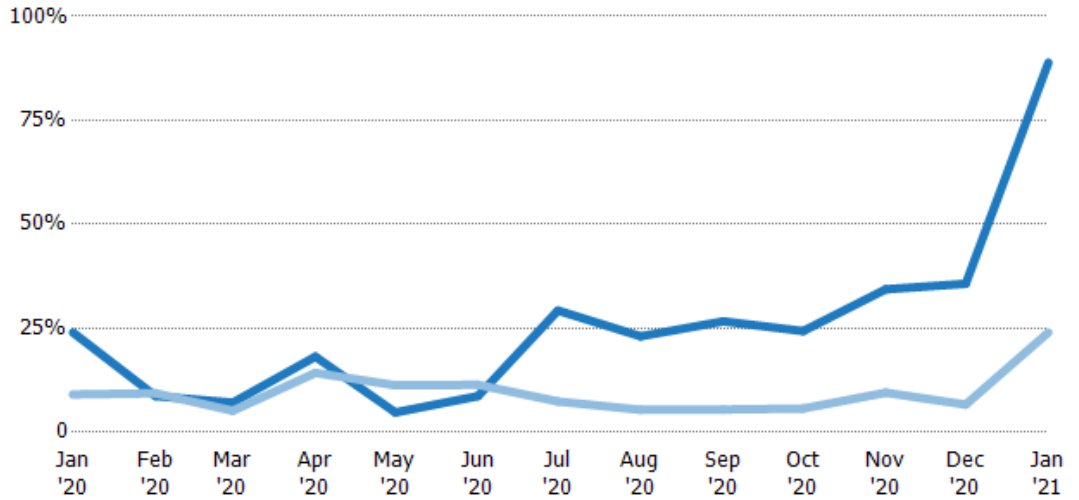
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4.17	11.5	14	5.5	21	11.5	3.42	4.33	3.75	4.11	2.91	2.8	1.13
Prior Year	11	10.7	19.3	7	8.86	8.75	13.5	18.5	18.3	17.5	10.5	15	4.17
Percent Change from Prior Year	-62%	8%	-28%	-21%	137%	31%	-75%	-77%	-79%	-77%	-72%	-81%	-73%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



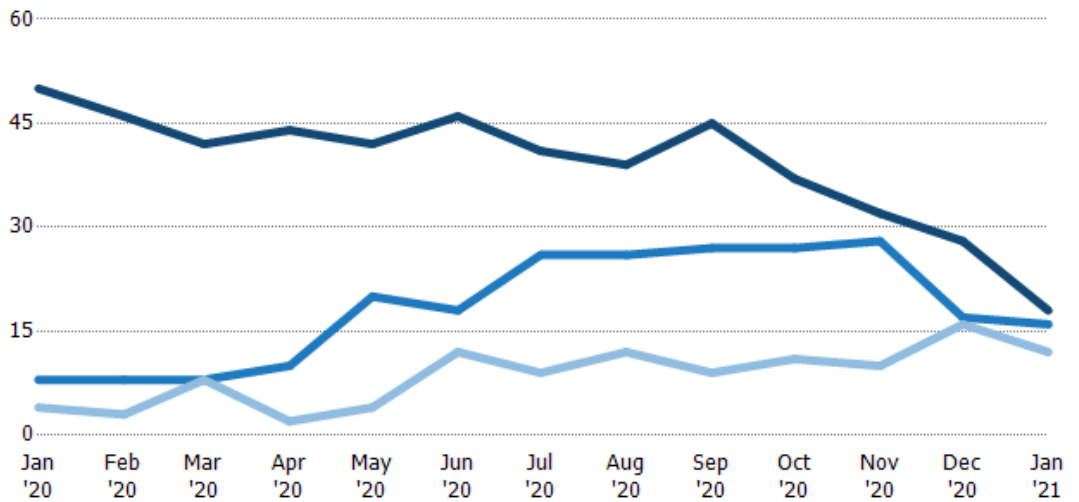
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	24%	9%	7%	18%	5%	9%	29%	23%	27%	24%	34%	36%	89%
Prior Year	9%	9%	5%	14%	11%	11%	7%	5%	5%	6%	10%	7%	24%
Change from Prior Year	-15%	1%	-2%	-4%	7%	3%	-22%	-18%	-21%	-19%	-25%	-29%	-65%

Active/Pending/Sold Units

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	50	46	42	44	42	46	41	39	45	37	32	28	18
Pending	8	8	8	10	20	18	26	26	27	27	28	17	16
Sold	4	3	8	2	4	12	9	12	9	11	10	16	12

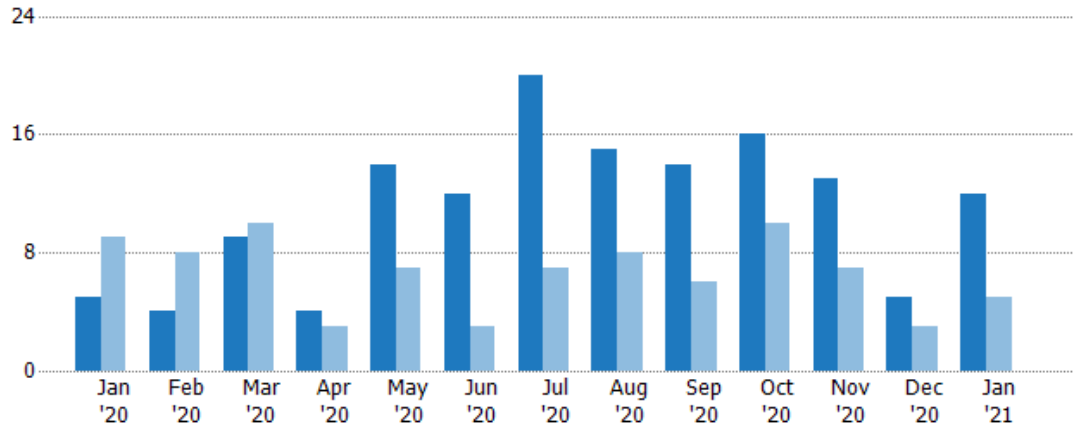
New Pending Sales

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	12	140%
Jan '20	5	-44.4%
Jan '19	9	-44.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5	4	9	4	14	12	20	15	14	16	13	5	12
Prior Year	9	8	10	3	7	3	7	8	6	10	7	3	5
Percent Change from Prior Year	-44%	-50%	-10%	33%	100%	300%	186%	88%	133%	60%	86%	67%	140%

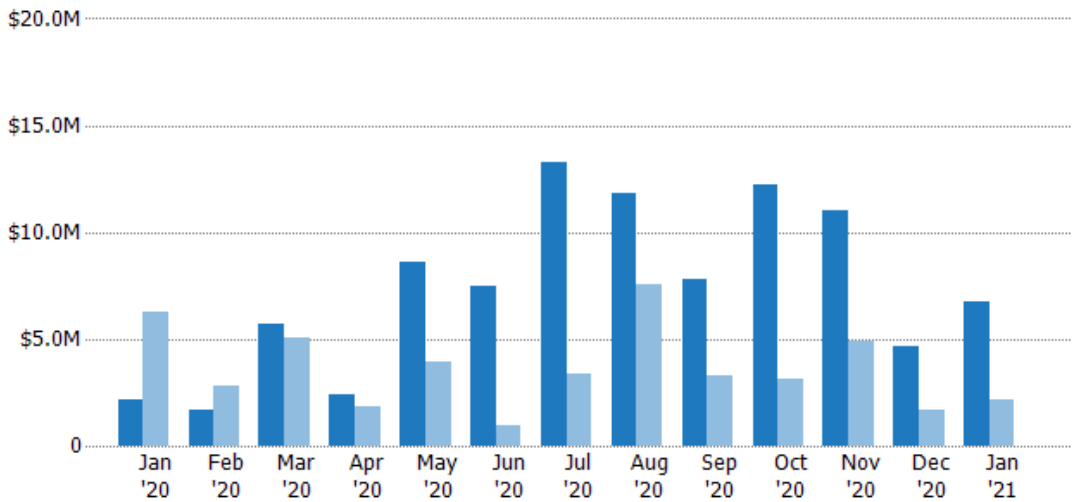
New Pending Sales Volume

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$6.77M	211.4%
Jan '20	\$2.17M	-65.3%
Jan '19	\$6.26M	-56.2%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$2.17M	\$1.67M	\$5.74M	\$2.39M	\$8.61M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$4.63M	\$6.77M
Prior Year	\$6.26M	\$2.79M	\$5.06M	\$1.87M	\$3.9M	\$992K	\$3.35M	\$7.55M	\$3.26M	\$3.16M	\$4.94M	\$1.68M	\$2.17M
Percent Change from Prior Year	-65%	-40%	13%	28%	121%	656%	296%	56%	140%	287%	124%	176%	211%

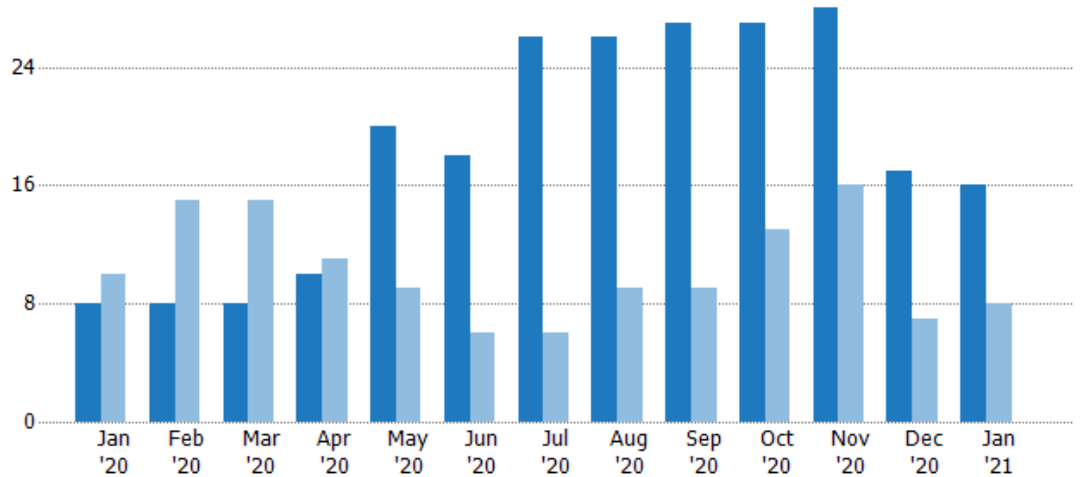
Pending Sales

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	16	100%
Jan '20	8	-20%
Jan '19	10	-40%



Current Year	8	8	8	10	20	18	26	26	27	27	28	17	16
Prior Year	10	15	15	11	9	6	6	9	9	13	16	7	8
Percent Change from Prior Year	-20%	-47%	-47%	-9%	122%	200%	333%	189%	200%	108%	75%	143%	100%

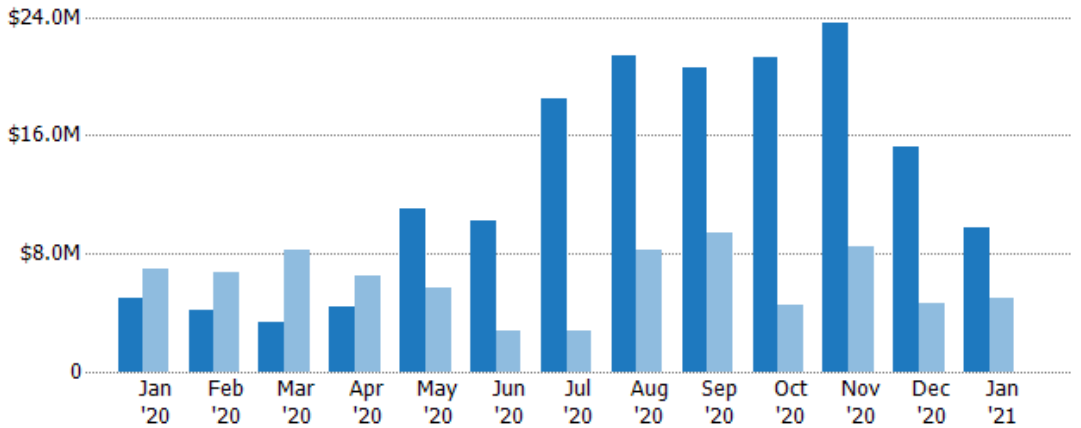
Pending Sales Volume

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$9.78M	95.6%
Jan '20	\$5M	-28.1%
Jan '19	\$6.96M	-68.1%



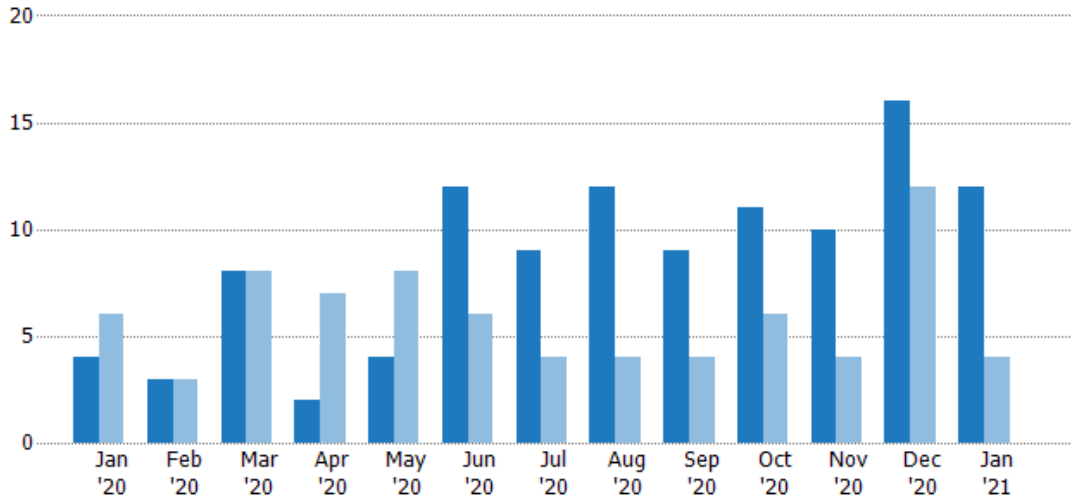
Current Year	\$5M	\$4.17M	\$3.3M	\$4.46M	\$11.1M	\$10.3M	\$18.5M	\$21.4M	\$20.6M	\$21.3M	\$23.6M	\$15.2M	\$9.78M
Prior Year	\$6.96M	\$6.78M	\$8.27M	\$6.45M	\$5.65M	\$2.78M	\$2.74M	\$8.23M	\$9.39M	\$4.53M	\$8.52M	\$4.62M	\$5M
Percent Change from Prior Year	-28%	-38%	-60%	-31%	96%	269%	576%	160%	119%	370%	177%	229%	96%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



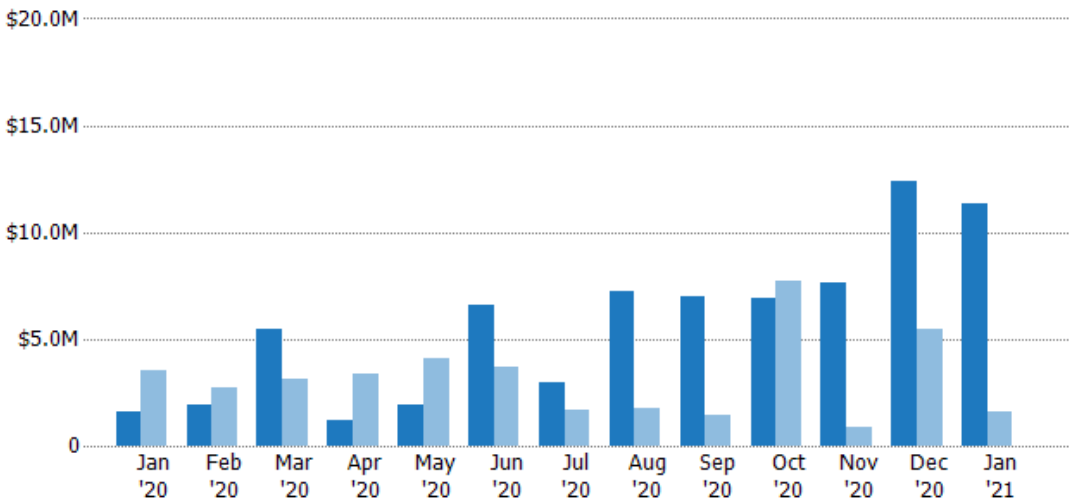
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4	3	8	2	4	12	9	12	9	11	10	16	12
Prior Year	6	3	8	7	8	6	4	4	4	6	4	12	4
Percent Change from Prior Year	-33%	0%	0%	-71%	-50%	100%	125%	200%	125%	83%	150%	33%	200%

Closed Sales Volume

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



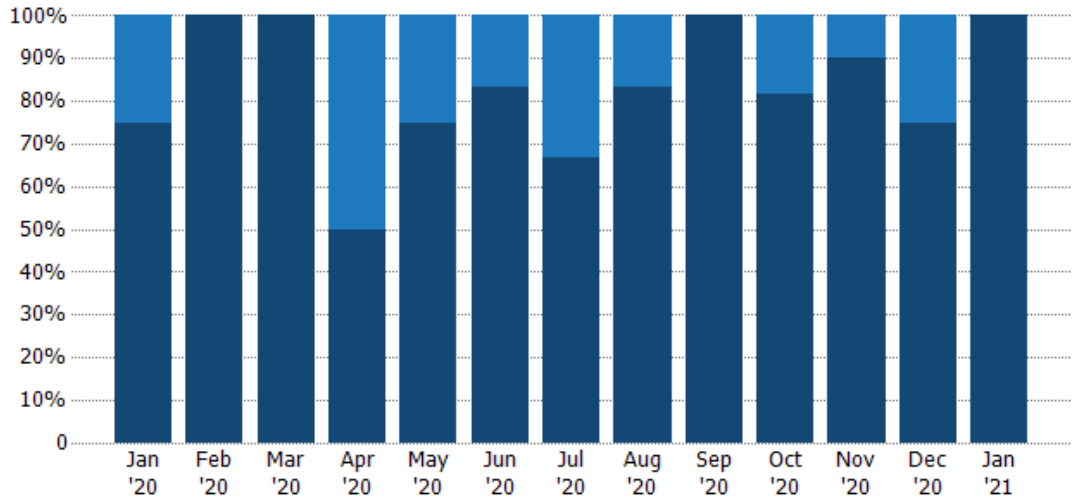
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.64M	\$1.92M	\$5.43M	\$1.18M	\$1.92M	\$6.56M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$12.4M	\$11.3M
Prior Year	\$3.53M	\$2.7M	\$3.11M	\$3.4M	\$4.08M	\$3.66M	\$1.65M	\$1.72M	\$1.46M	\$7.75M	\$890K	\$5.43M	\$1.64M
Percent Change from Prior Year	-54%	-29%	75%	-65%	-53%	79%	82%	322%	382%	-11%	757%	128%	593%

Closed Sales by Property Type

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



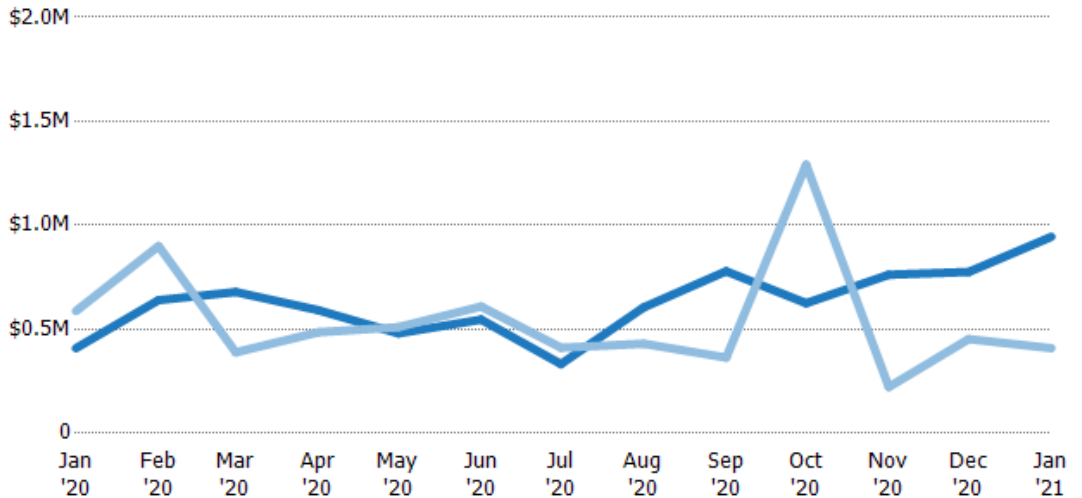
Condo/Townhouse	25%	-	-	50%	25%	17%	33%	17%	-	18%	10%	25%	-
Single Family Residence	75%	100%	100%	50%	75%	83%	67%	83%	100%	82%	90%	75%	100%

Average Sales Price

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$409K	\$640K	\$679K	\$592K	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K
Prior Year	\$588K	\$900K	\$389K	\$486K	\$510K	\$609K	\$412K	\$431K	\$364K	\$1.29M	\$222K	\$453K	\$409K
Percent Change from Prior Year	-30%	-29%	75%	22%	-6%	-10%	-19%	41%	114%	-52%	243%	71%	131%

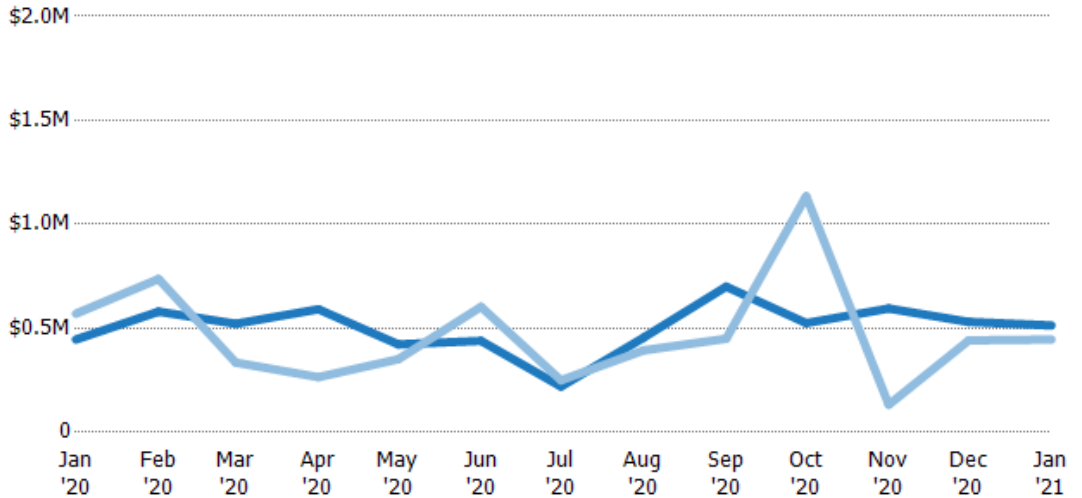
Median Sales Price

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

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$514K	15.2%
Jan '20	\$446K	-21.8%
Jan '19	\$570K	36.6%



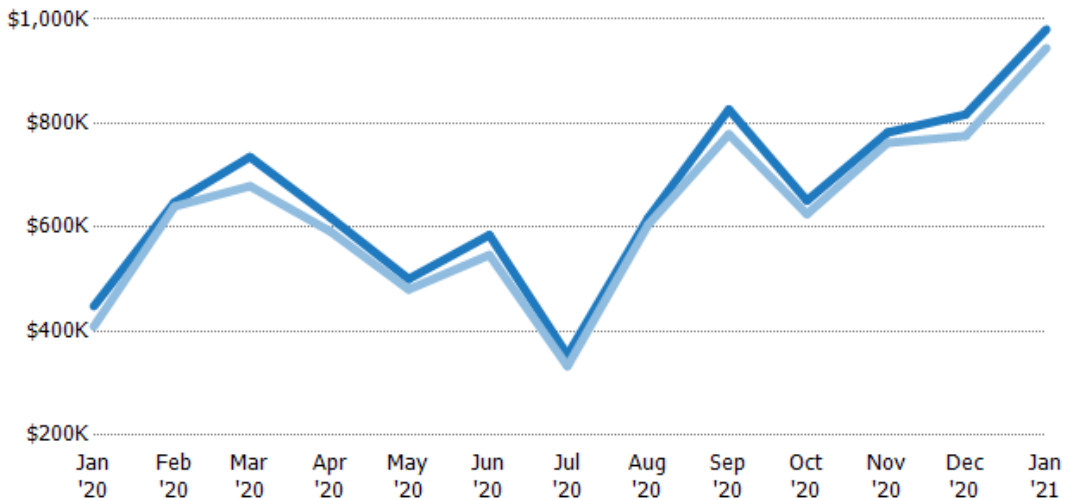
Current Year	\$446K	\$580K	\$522K	\$592K	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K
Prior Year	\$570K	\$737K	\$335K	\$265K	\$351K	\$603K	\$250K	\$394K	\$450K	\$1.14M	\$133K	\$442K	\$446K
Percent Change from Prior Year	-22%	-21%	56%	123%	20%	-27%	-12%	16%	56%	-54%	349%	20%	15%

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



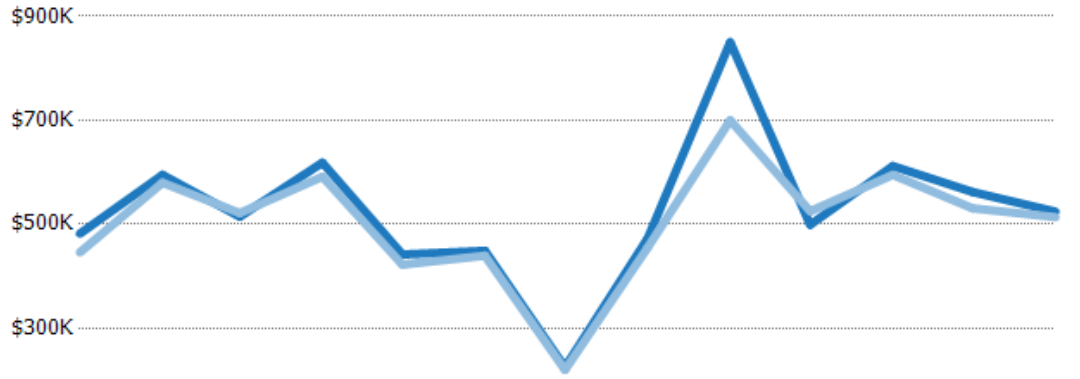
Avg List Price	\$448K	\$648K	\$735K	\$619K	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K
Avg Sales Price	\$409K	\$640K	\$679K	\$592K	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K
Avg Sales Price as a % of Avg List Price	91%	99%	92%	96%	96%	93%	94%	98%	94%	96%	97%	95%	96%

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



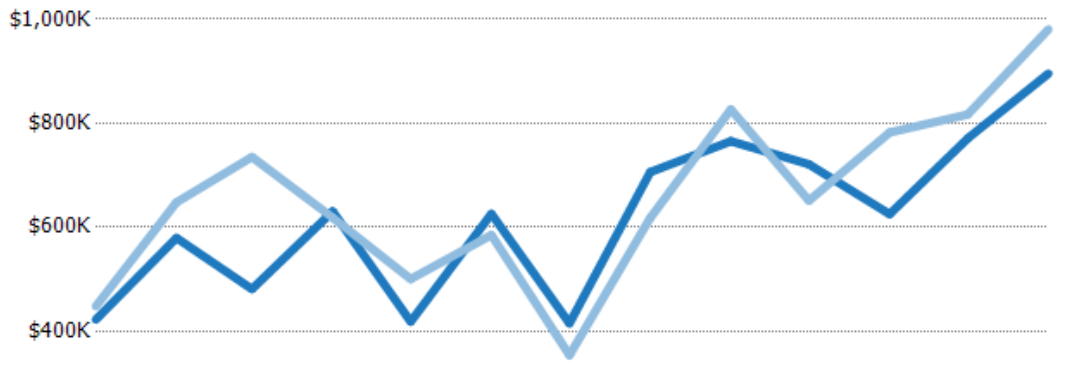
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$482K	\$595K	\$515K	\$619K	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K
Median Sales Price	\$446K	\$580K	\$522K	\$592K	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K
Med Sales Price as a % of Med List Price	93%	97%	101%	96%	96%	98%	98%	96%	82%	105%	97%	94%	98%

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



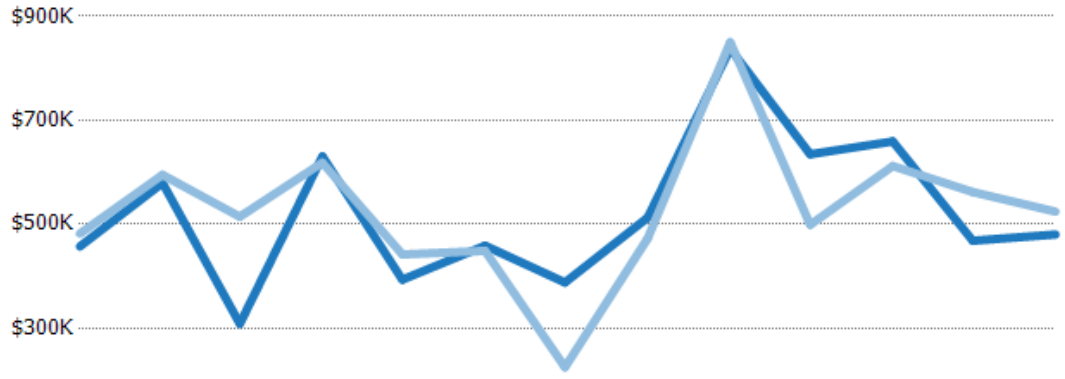
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$422K	\$580K	\$481K	\$631K	\$418K	\$626K	\$415K	\$706K	\$766K	\$721K	\$625K	\$771K	\$896K
Avg Sales Price	\$448K	\$648K	\$735K	\$619K	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K
Avg Sales Price as a % of Avg Est Value	106%	112%	153%	98%	120%	93%	85%	87%	108%	90%	125%	106%	109%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$457K	\$580K	\$309K	\$631K	\$393K	\$459K	\$388K	\$513K	\$838K	\$635K	\$659K	\$468K	\$480K
Median Sales Price	\$482K	\$595K	\$515K	\$619K	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K
Med Sales Price as a % of Med Est Value	105%	103%	167%	98%	112%	98%	58%	92%	101%	79%	93%	120%	109%