

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	6	+/-	12	11	+9.1%
New Listing Volume	\$9,677,000	\$6,626,000	+46%	\$15,316,999	\$8,740,000	+75.3%
Active Listing Count	14	45	-68.9%	N/A	N/A	
Active Listing Volume	\$17,933,400	\$38,756,605	-53.7%	N/A	N/A	
Average Listing Price	\$1,280,957	\$861,258	+48.7%	\$985,960	\$853,697	+15.5%
Median Listing Price	\$652,450	\$599,000	+8.9%	\$594,787	\$592,066	+0.5%
Median Days in RPR	128	280	-54.3%	164.21	259.53	-36.7%
Months of Inventory	2.3	15	-84.4%	3.8	8.1	-53.8%
Absorption Rate	42.86%	6.67%	+36.2%	26.67%	12.33%	+14.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	9	-22.2%	28	19	+47.4%
New Pending Sales Volume	\$5,536,405	\$5,740,000	-3.5%	\$17,939,703	\$10,082,900	+77.9%
Pending Sales Count	14	8	+75%	N/A	N/A	
Pending Sales Volume	\$9,698,305	\$3,302,000	+193.7%	N/A	N/A	
Closed Sales Count	10	9	+11.1%	28	16	+75%
Closed Sales Volume	\$6,317,000	\$5,888,000	+7.3%	\$21,623,790	\$9,443,900	+129%
Average Sales Price	\$631,700	\$654,222	-3.4%	\$772,278	\$590,244	+30.8%
Median Sales Price	\$505,000	\$455,000	+11%	\$523,214	\$476,188	+9.9%

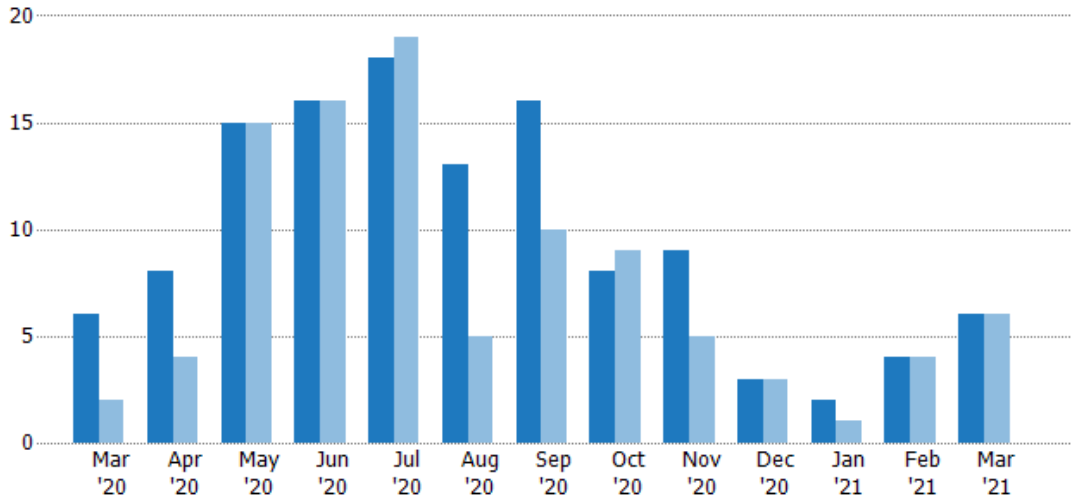
## New Listings

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

Month/ Year	Count	% Chg.
Mar '21	6	0%
Mar '20	6	200%
Mar '19	2	200%



Current Year	6	8	15	16	18	13	16	8	9	3	2	4	6
Prior Year	2	4	15	16	19	5	10	9	5	3	1	4	6
Percent Change from Prior Year	200%	100%	0%	0%	-5%	160%	60%	-11%	80%	0%	100%	0%	0%

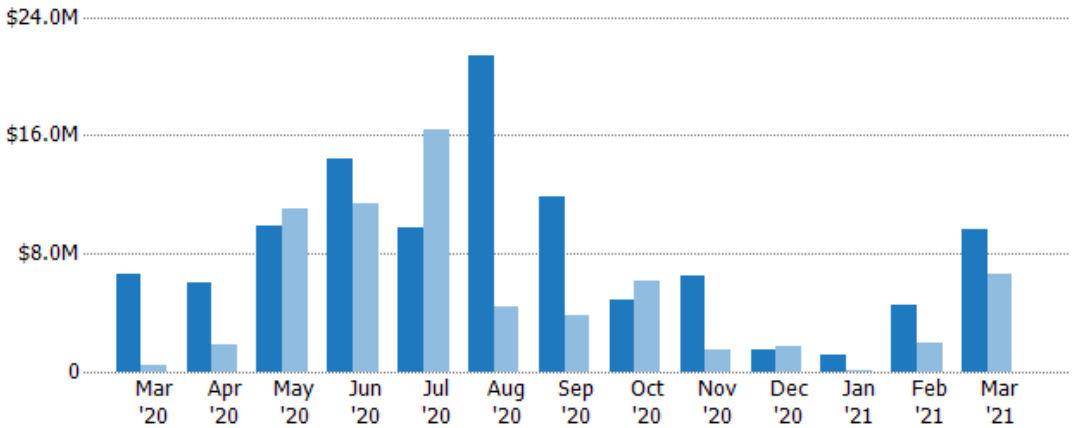
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$9.68M	46%
Mar '20	\$6.63M	1,315.8%
Mar '19	\$468K	520.9%



Current Year	\$6.63M	\$6.04M	\$9.91M	\$14.4M	\$9.78M	\$21.4M	\$11.8M	\$4.82M	\$6.45M	\$1.49M	\$1.1M	\$4.54M	\$9.68M
Prior Year	\$468K	\$1.85M	\$11.1M	\$11.4M	\$16.3M	\$4.43M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K	\$1.98M	\$6.63M
Percent Change from Prior Year	1,316%	227%	-11%	26%	-40%	382%	213%	-22%	327%	-12%	702%	130%	46%

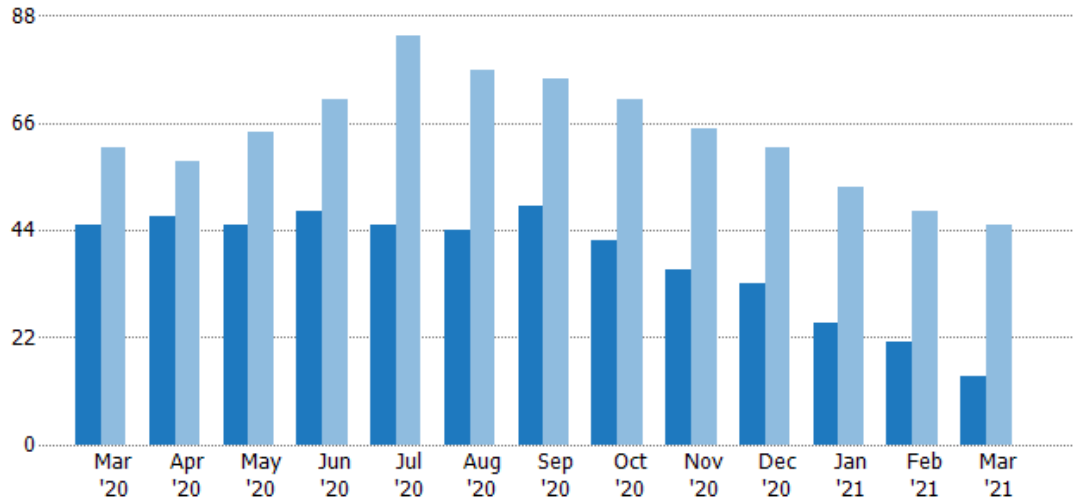
## Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	14	-68.9%
Mar '20	45	-26.2%
Mar '19	61	-14.8%



Current Year	45	47	45	48	45	44	49	42	36	33	25	21	14
Prior Year	61	58	64	71	84	77	75	71	65	61	53	48	45
Percent Change from Prior Year	-26%	-19%	-30%	-32%	-46%	-43%	-35%	-41%	-45%	-46%	-53%	-56%	-69%

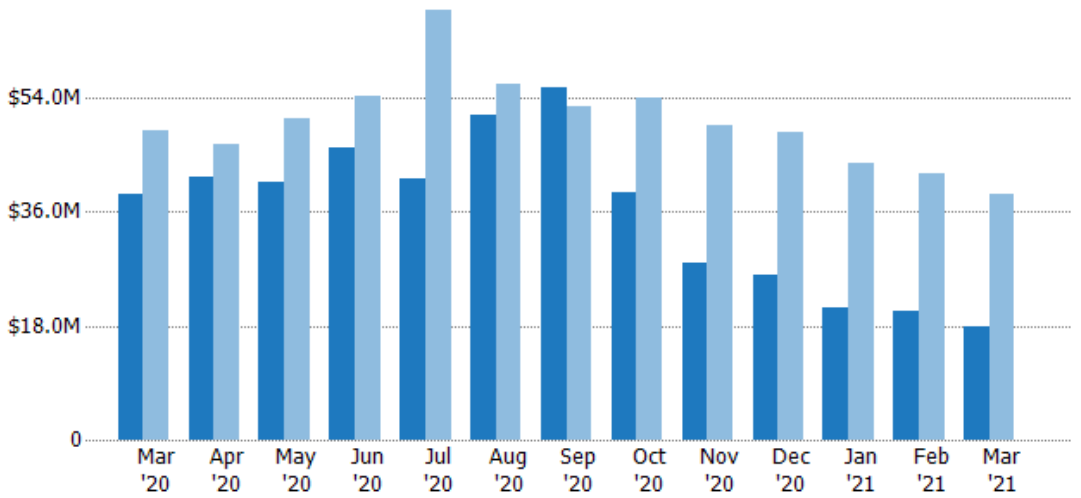
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$17.9M	-53.7%
Mar '20	\$38.8M	-20.6%
Mar '19	\$48.8M	-8.1%



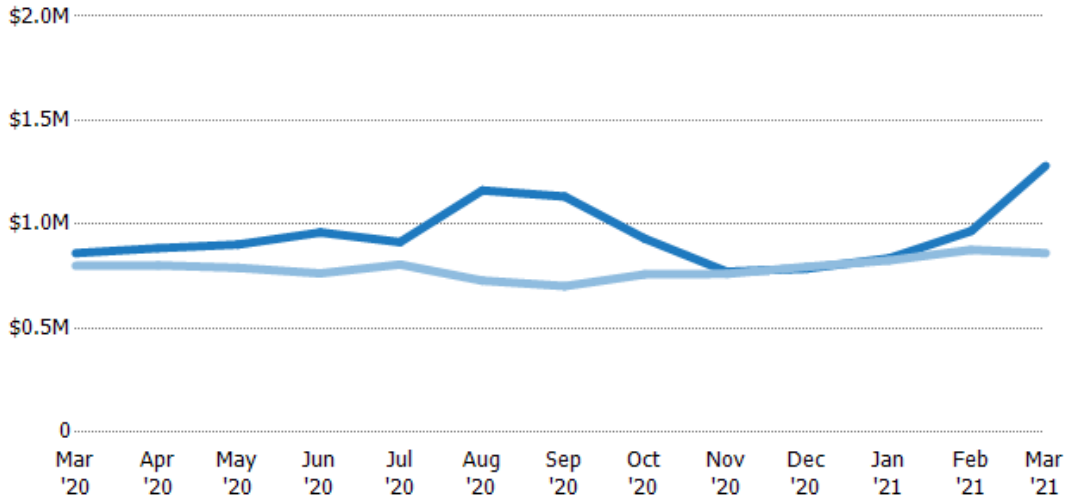
Current Year	\$38.8M	\$41.6M	\$40.6M	\$46.1M	\$41.1M	\$51.2M	\$55.5M	\$39.1M	\$27.8M	\$26M	\$20.9M	\$20.3M	\$17.9M
Prior Year	\$48.8M	\$46.6M	\$50.6M	\$54.2M	\$67.7M	\$56.1M	\$52.7M	\$53.9M	\$49.5M	\$48.5M	\$43.8M	\$42.1M	\$38.8M
Percent Change from Prior Year	-21%	-11%	-20%	-15%	-39%	-9%	5%	-27%	-44%	-47%	-52%	-52%	-54%

## 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



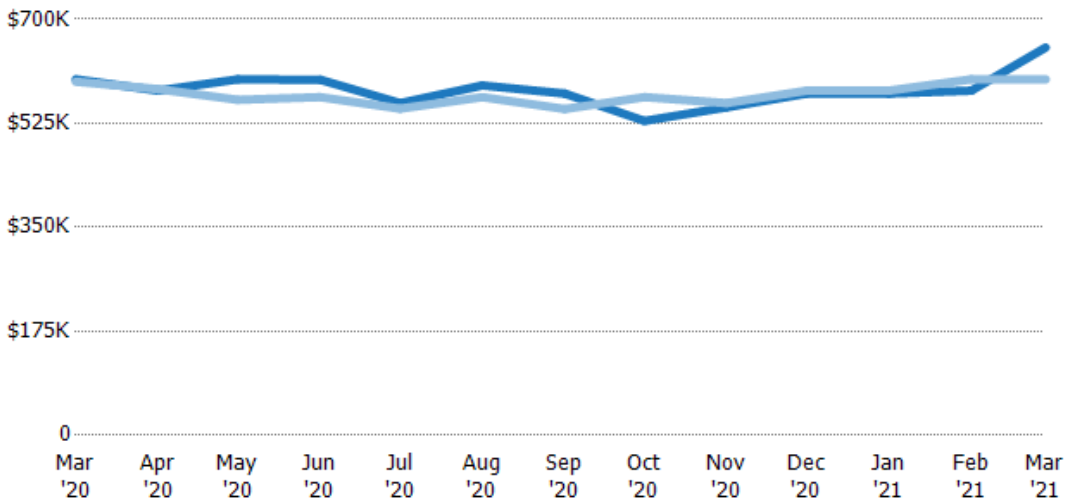
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$861K	\$885K	\$903K	\$961K	\$914K	\$1.16M	\$1.13M	\$932K	\$772K	\$787K	\$836K	\$968K	\$1.28M
Prior Year	\$801K	\$803K	\$791K	\$764K	\$806K	\$729K	\$703K	\$759K	\$762K	\$796K	\$826K	\$877K	\$861K
Percent Change from Prior Year	8%	10%	14%	26%	13%	60%	61%	23%	1%	-1%	1%	10%	49%

## 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



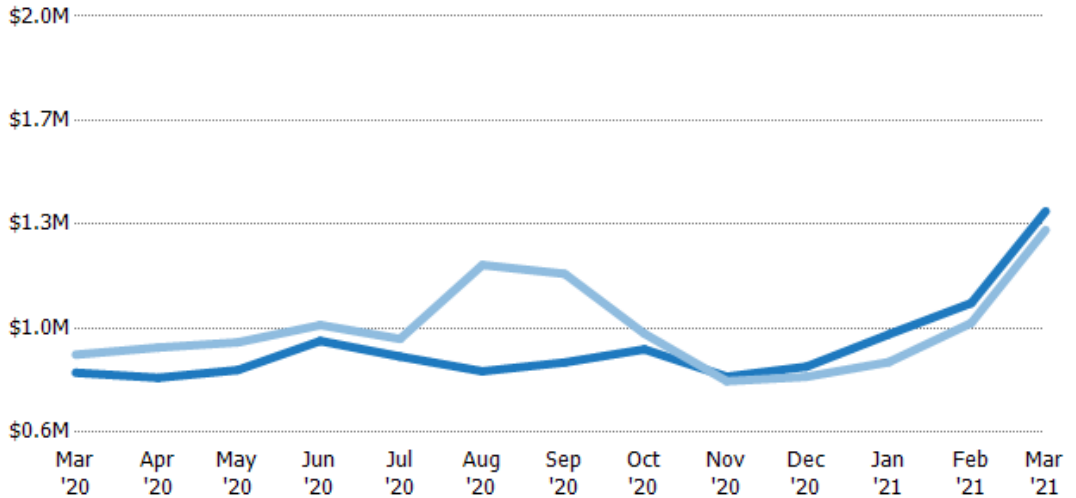
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$599K	\$580K	\$599K	\$598K	\$559K	\$589K	\$575K	\$529K	\$552K	\$575K	\$575K	\$580K	\$652K
Prior Year	\$595K	\$582K	\$564K	\$569K	\$550K	\$569K	\$549K	\$569K	\$559K	\$580K	\$580K	\$599K	\$599K
Percent Change from Prior Year	1%	0%	6%	5%	2%	3%	5%	-7%	-1%	-1%	-1%	-3%	9%

## 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



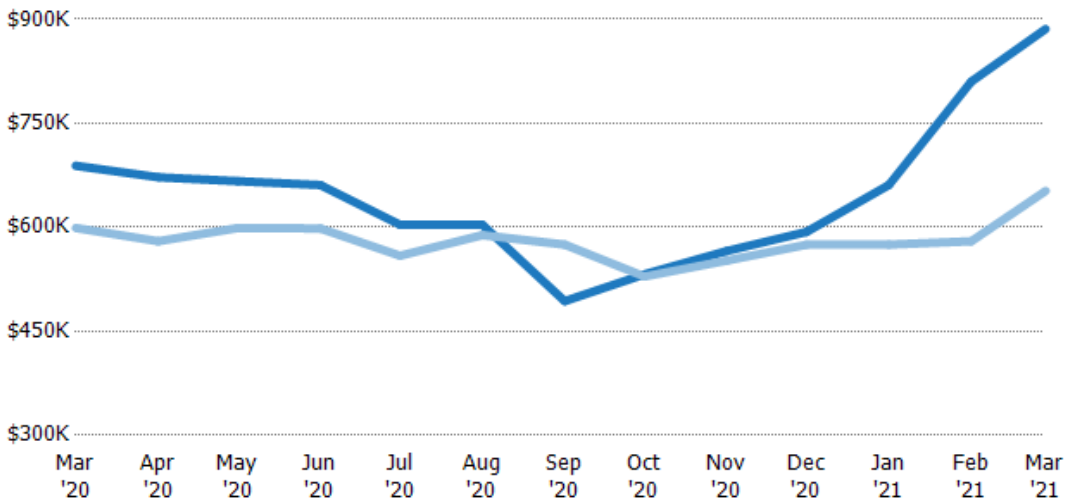
Avg Est Value	\$800K	\$783K	\$810K	\$907K	\$855K	\$805K	\$835K	\$879K	\$787K	\$821K	\$930K	\$1.03M	\$1.34M
Avg Listing Price	\$861K	\$885K	\$903K	\$961K	\$914K	\$1.16M	\$1.13M	\$932K	\$772K	\$787K	\$836K	\$968K	\$1.28M
Avg Listing Price as a % of Avg Est Value	108%	113%	111%	106%	107%	144%	136%	106%	98%	96%	90%	94%	95%

## 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



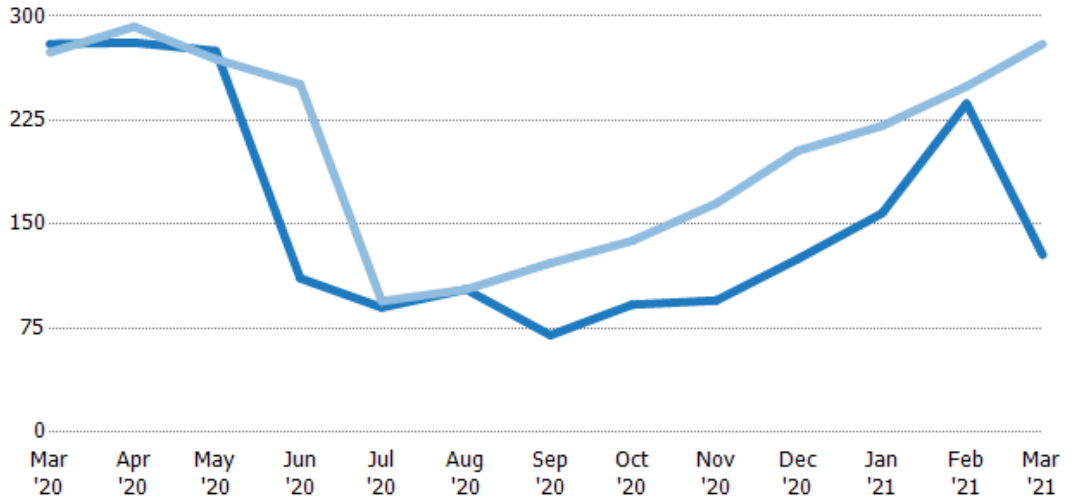
Median Est Value	\$689K	\$672K	\$667K	\$661K	\$604K	\$604K	\$493K	\$532K	\$566K	\$593K	\$661K	\$810K	\$886K
Median Listing Price	\$599K	\$580K	\$599K	\$598K	\$559K	\$589K	\$575K	\$529K	\$552K	\$575K	\$575K	\$580K	\$652K
Med Listing Price as a % of Med Est Value	87%	86%	90%	91%	93%	98%	117%	99%	98%	97%	87%	72%	74%

## 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



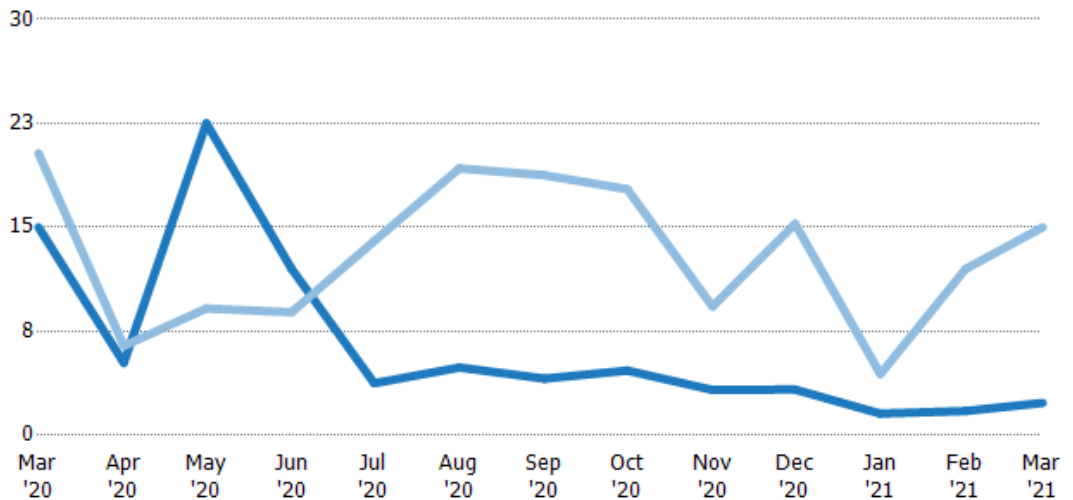
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	280	281	275	111	90	103	70	92	95	125	158	237	128
Prior Year	274	293	269	251	94.5	103	122	138	165	203	221	250	280
Percent Change from Prior Year	2%	-4%	2%	-56%	-5%	0%	-43%	-33%	-42%	-38%	-29%	-5%	-54%

## 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,  
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Property Type:  
Condo/Townhouse/Apt., Single  
Family



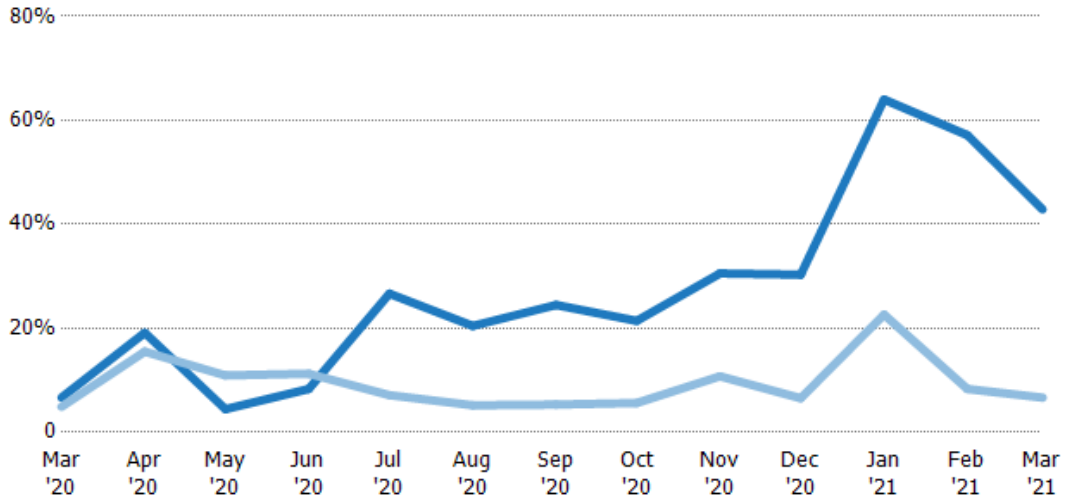
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	15	5.22	22.5	12	3.75	4.89	4.08	4.67	3.27	3.3	1.56	1.75	2.33
Prior Year	20.3	6.44	9.14	8.88	14	19.3	18.8	17.8	9.29	15.3	4.42	12	15
Percent Change from Prior Year	-26%	-19%	146%	35%	-73%	-75%	-78%	-74%	-65%	-78%	-65%	-85%	-84%

## 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



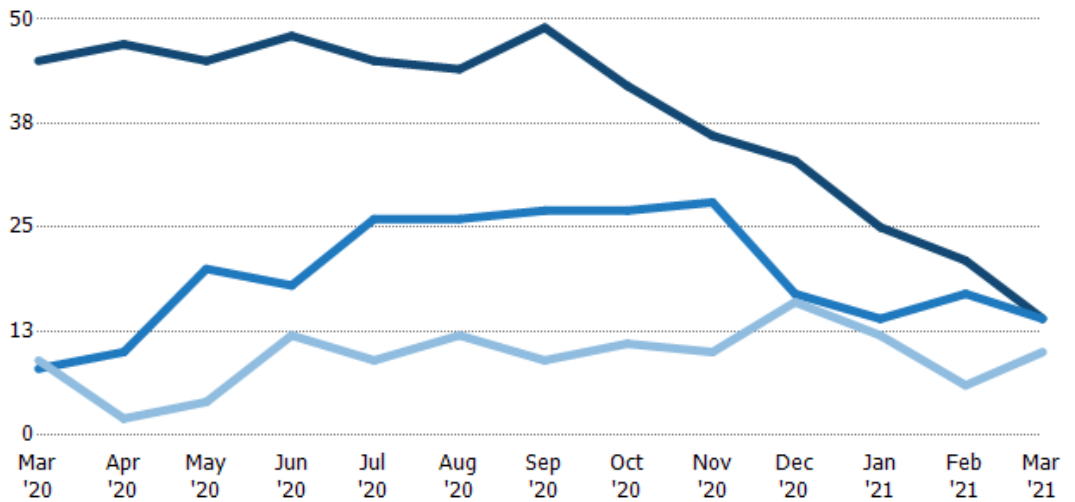
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7%	19%	4%	8%	27%	20%	24%	21%	31%	30%	64%	57%	43%
Prior Year	5%	16%	11%	11%	7%	5%	5%	6%	11%	7%	23%	8%	7%
Change from Prior Year	-2%	-4%	6%	3%	-20%	-15%	-19%	-16%	-20%	-24%	-41%	-49%	-36%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	45	47	45	48	45	44	49	42	36	33	25	21	14
Pending	8	10	20	18	26	26	27	27	28	17	14	17	14
Sold	9	2	4	12	9	12	9	11	10	16	12	6	10

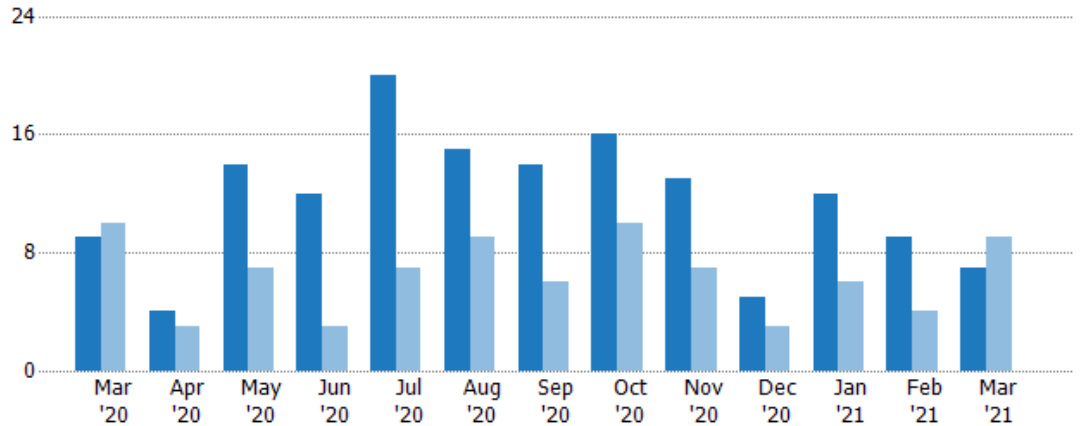
## New Pending Sales

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

Month/ Year	Count	% Chg.
Mar '21	7	-22.2%
Mar '20	9	-10%
Mar '19	10	-40%



Current Year	9	4	14	12	20	15	14	16	13	5	12	9	7
Prior Year	10	3	7	3	7	9	6	10	7	3	6	4	9
Percent Change from Prior Year	-10%	33%	100%	300%	186%	67%	133%	60%	86%	67%	100%	125%	-22%

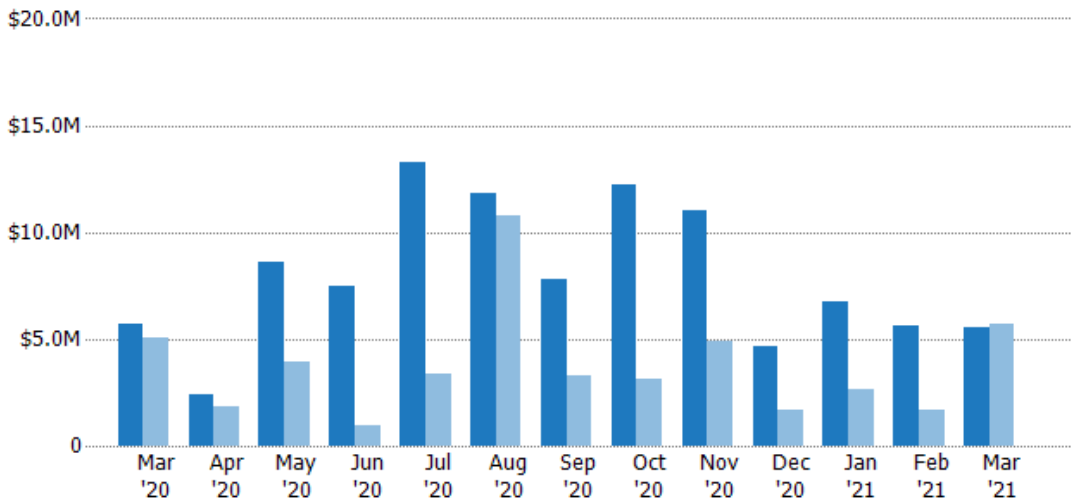
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$5.54M	-3.5%
Mar '20	\$5.74M	13.4%
Mar '19	\$5.06M	2.3%



Current Year	\$5.74M	\$2.39M	\$8.61M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$4.63M	\$6.77M	\$5.64M	\$5.54M
Prior Year	\$5.06M	\$1.87M	\$3.9M	\$992K	\$3.35M	\$10.8M	\$3.26M	\$3.16M	\$4.94M	\$1.68M	\$2.67M	\$1.67M	\$5.74M
Percent Change from Prior Year	13%	28%	121%	656%	296%	9%	140%	287%	124%	176%	153%	238%	-4%



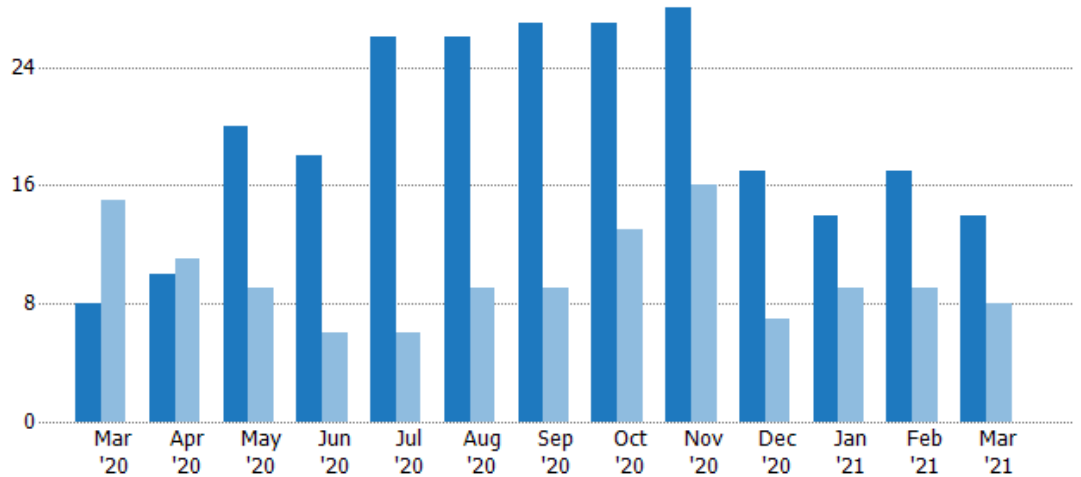
## Pending Sales

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

Month/ Year	Count	% Chg.
Mar '21	14	75%
Mar '20	8	-46.7%
Mar '19	15	-40%



Current Year	8	10	20	18	26	26	27	27	28	17	14	17	14
Prior Year	15	11	9	6	6	9	9	13	16	7	9	9	8
Percent Change from Prior Year	-47%	-9%	122%	200%	333%	189%	200%	108%	75%	143%	56%	89%	75%

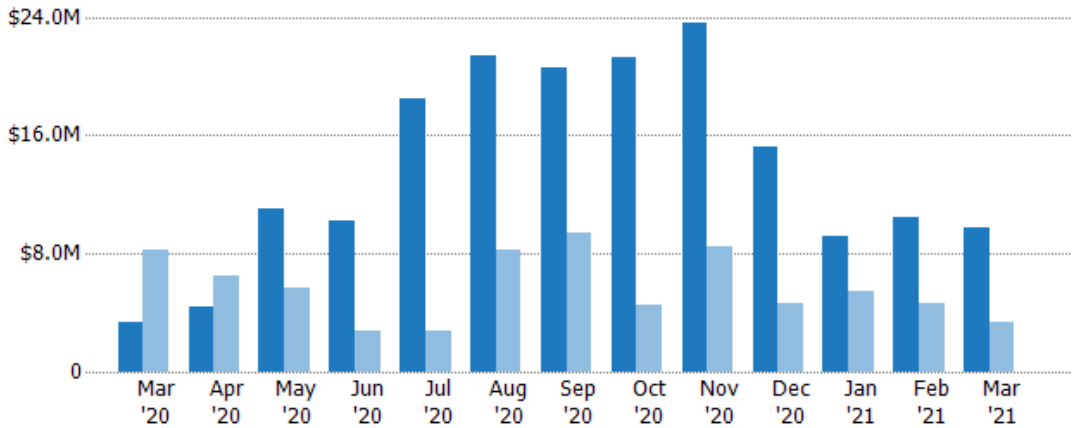
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$9.7M	193.7%
Mar '20	\$3.3M	-60.1%
Mar '19	\$8.27M	-17.3%



Current Year	\$3.3M	\$4.46M	\$11.1M	\$10.3M	\$18.5M	\$21.4M	\$20.6M	\$21.3M	\$23.6M	\$15.2M	\$9.15M	\$10.5M	\$9.7M
Prior Year	\$8.27M	\$6.45M	\$5.65M	\$2.78M	\$2.74M	\$8.23M	\$9.39M	\$4.53M	\$8.52M	\$4.62M	\$5.5M	\$4.67M	\$3.3M
Percent Change from Prior Year	-60%	-31%	96%	269%	576%	160%	119%	370%	177%	229%	66%	125%	194%

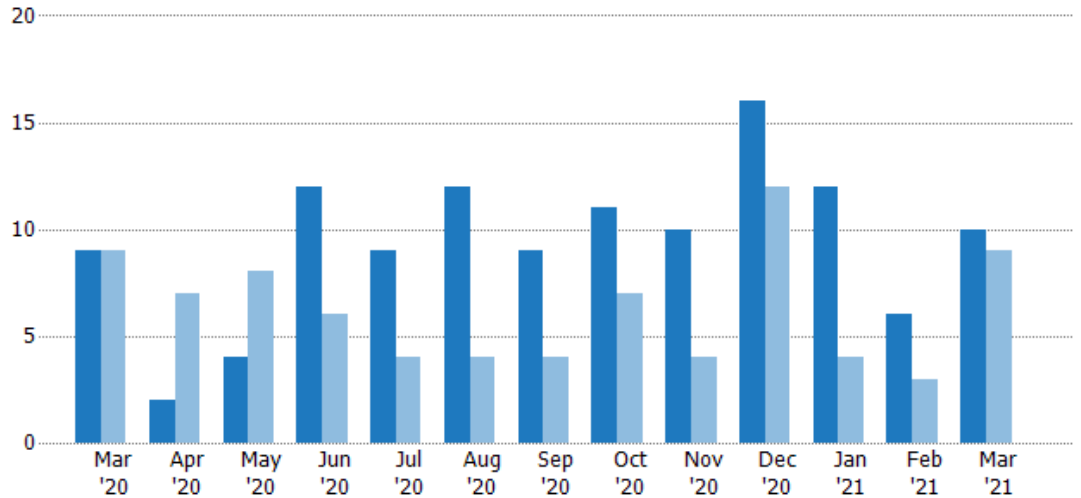
## Closed Sales

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

Month/ Year	Count	% Chg.
Mar '21	10	11.1%
Mar '20	9	0%
Mar '19	9	-66.7%



Current Year	9	2	4	12	9	12	9	11	10	16	12	6	10
Prior Year	9	7	8	6	4	4	4	7	4	12	4	3	9
Percent Change from Prior Year	0%	-71%	-50%	100%	125%	200%	125%	57%	150%	33%	200%	100%	11%

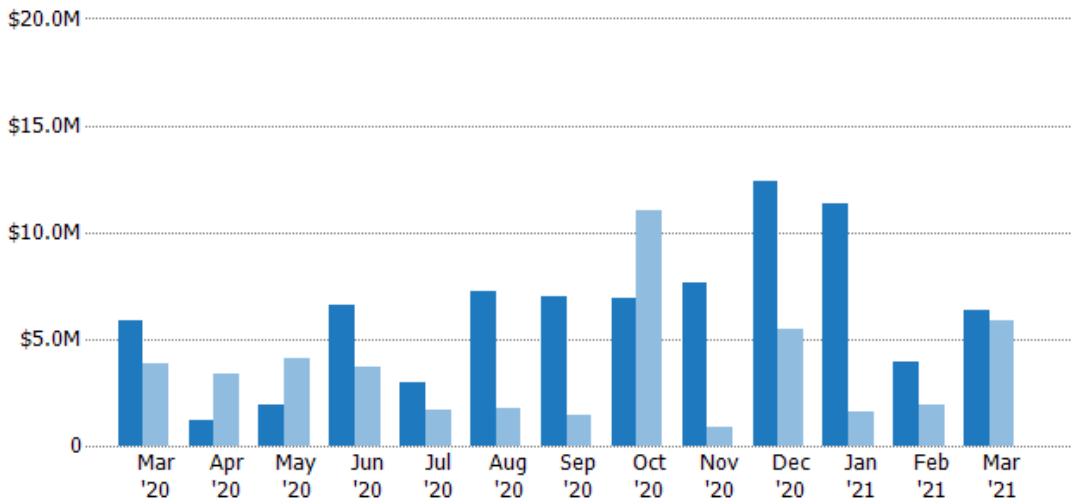
## Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$6.32M	7.3%
Mar '20	\$5.89M	53.4%
Mar '19	\$3.84M	-75.3%



Current Year	\$5.89M	\$1.18M	\$1.92M	\$6.56M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$12.4M	\$11.3M	\$3.97M	\$6.32M
Prior Year	\$3.84M	\$3.4M	\$4.08M	\$3.66M	\$1.65M	\$1.72M	\$1.46M	\$11M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$5.89M
Percent Change from Prior Year	53%	-65%	-53%	79%	82%	322%	382%	-37%	757%	128%	593%	107%	7%

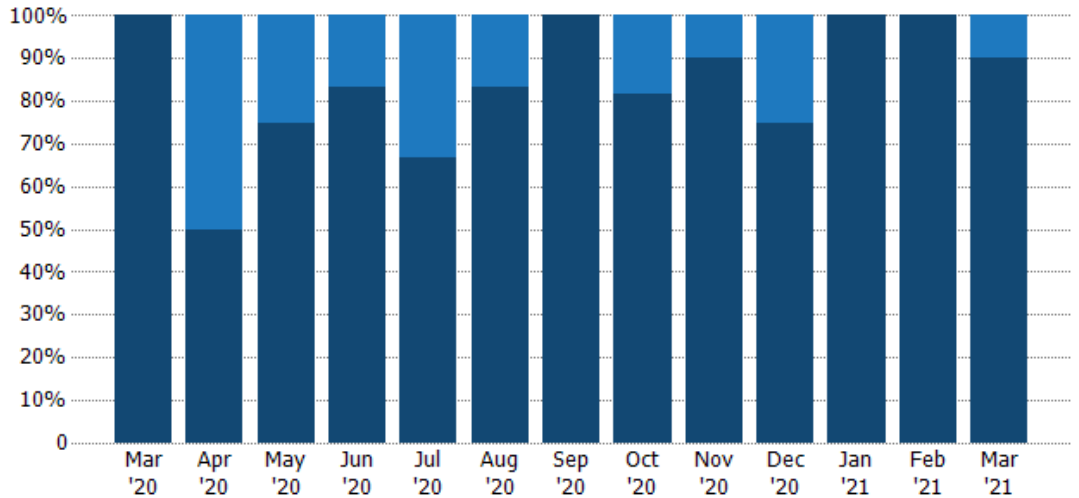
## Closed Sales by Property Type

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



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

## Average Sales Price

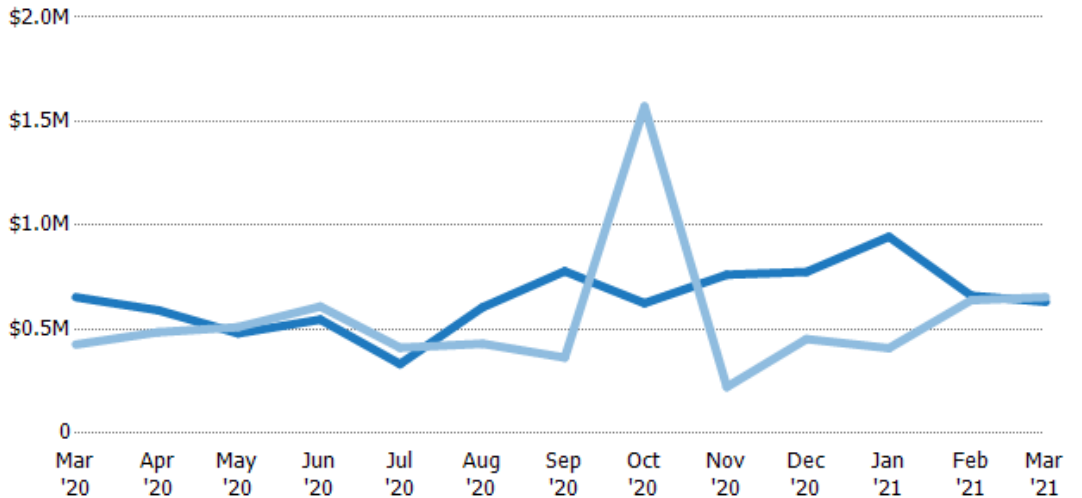
The average sales price of the residential properties sold each month.

**Filters Used**

ZIP: South Woodstock, VT 05071,  
Woodstock, VT 05091

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

Month/Year	Price	% Chg.
Mar '21	\$632K	-3.4%
Mar '20	\$654K	53.4%
Mar '19	\$427K	-25.8%



Current Year	\$654K	\$592K	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K
Prior Year	\$427K	\$486K	\$510K	\$609K	\$412K	\$431K	\$364K	\$1.57M	\$222K	\$453K	\$409K	\$640K	\$654K
Percent Change from Prior Year	53%	22%	-6%	-10%	-19%	41%	114%	-60%	243%	71%	131%	3%	-3%

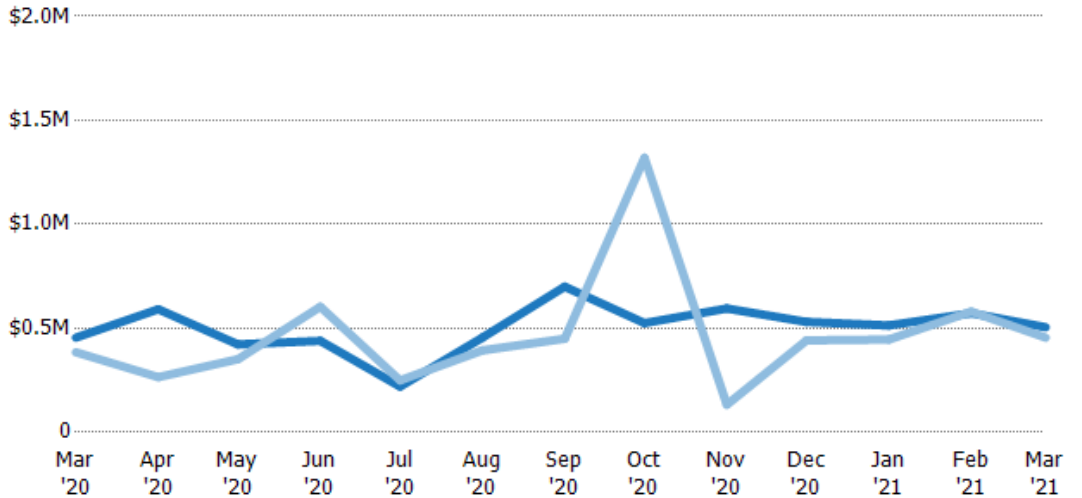
## Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '21	\$505K	11%
Mar '20	\$455K	18.2%
Mar '19	\$385K	-23.4%



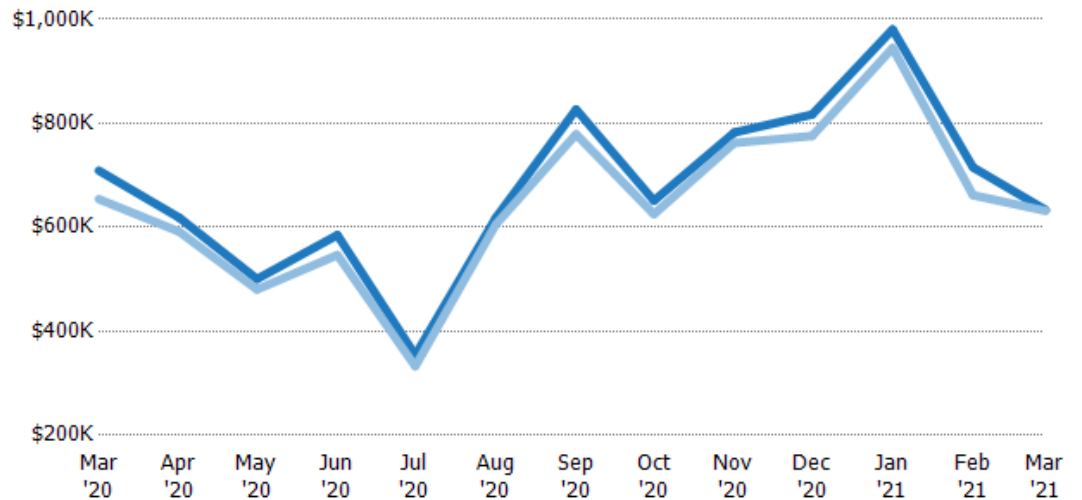
Current Year	\$455K	\$592K	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K	\$573K	\$505K
Prior Year	\$385K	\$265K	\$351K	\$603K	\$250K	\$394K	\$450K	\$1.32M	\$133K	\$442K	\$446K	\$580K	\$455K
Percent Change from Prior Year	18%	123%	20%	-27%	-12%	16%	56%	-60%	349%	20%	15%	-1%	11%

## 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



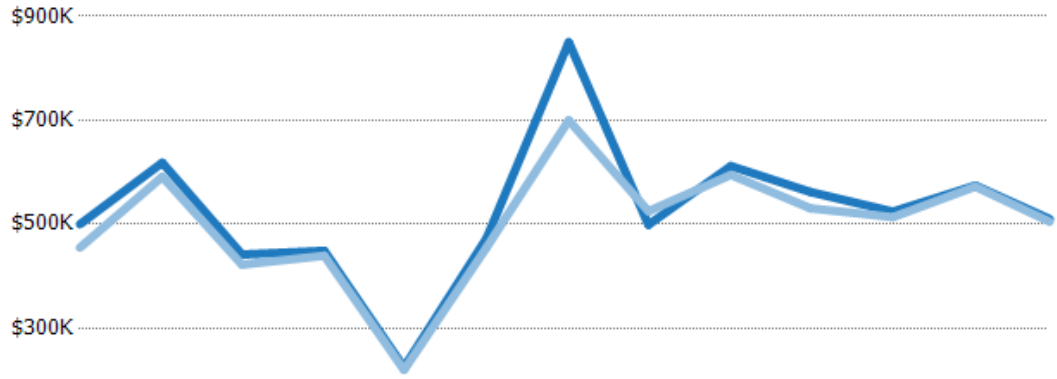
Avg List Price	\$709K	\$619K	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K	\$715K	\$633K
Avg Sales Price	\$654K	\$592K	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K
Avg Sales Price as a % of Avg List Price	92%	96%	96%	93%	94%	98%	94%	96%	97%	95%	96%	93%	100%

## 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



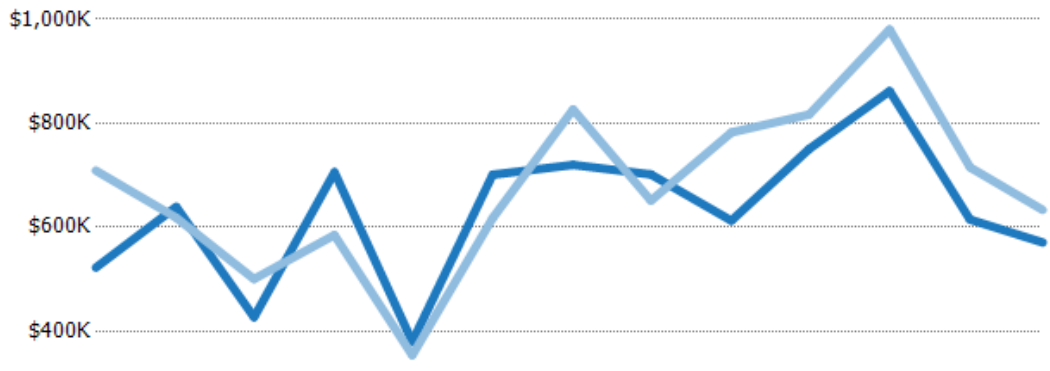
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$500K	\$619K	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K
Median Sales Price	\$455K	\$592K	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K	\$573K	\$505K
Med Sales Price as a % of Med List Price	91%	96%	96%	98%	98%	96%	82%	105%	97%	94%	98%	100%	99%

## 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



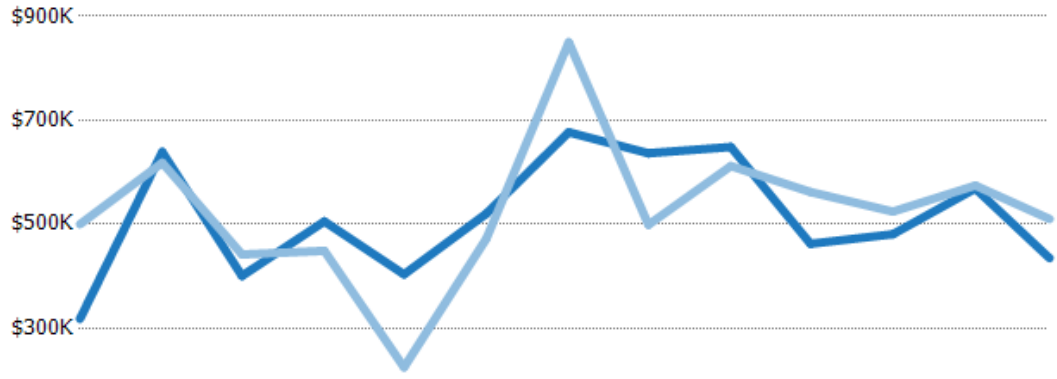
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$522K	\$639K	\$427K	\$706K	\$380K	\$701K	\$720K	\$702K	\$613K	\$751K	\$862K	\$615K	\$571K
Avg Sales Price	\$709K	\$619K	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K	\$715K	\$633K
Avg Sales Price as a % of Avg Est Value	136%	97%	117%	83%	93%	88%	115%	93%	128%	109%	114%	116%	111%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$318K	\$639K	\$401K	\$505K	\$404K	\$521K	\$677K	\$637K	\$649K	\$462K	\$481K	\$569K	\$435K
Median Sales Price	\$500K	\$619K	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K
Med Sales Price as a % of Med Est Value	157%	97%	110%	89%	56%	91%	126%	78%	94%	122%	109%	101%	117%