

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	8	+/-	20	19	+5.3%
New Listing Volume	\$6,654,000	\$6,038,500	+10.2%	\$21,970,999	\$14,752,500	+48.9%
Active Listing Count	18	48	-62.5%	N/A	N/A	
Active Listing Volume	\$21,155,900	\$41,917,105	-49.5%	N/A	N/A	
Average Listing Price	\$1,175,328	\$873,273	+34.6%	\$941,242	\$850,649	+10.6%
Median Listing Price	\$612,000	\$564,900	+8.3%	\$556,640	\$580,361	-4.1%
Median Days in RPR	194	287.5	-32.5%	257.09	265.08	-3%
Months of Inventory	1.8	5.3	-66.3%	5.2	7.9	-33.7%
Absorption Rate	55.56%	18.75%	+36.8%	19.15%	12.69%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	8	4	+100%	36	23	+56.5%
New Pending Sales Volume	\$4,362,900	\$2,393,000	+82.3%	\$22,302,603	\$12,475,900	+78.8%
Pending Sales Count	16	10	+60%	N/A	N/A	
Pending Sales Volume	\$10,487,305	\$4,458,000	+135.2%	N/A	N/A	
Closed Sales Count	6	2	+200%	34	18	+88.9%
Closed Sales Volume	\$2,959,000	\$1,183,000	+150.1%	\$24,582,790	\$10,626,900	+131.3%
Average Sales Price	\$493,167	\$591,500	-16.6%	\$723,023	\$590,383	+22.5%
Median Sales Price	\$467,500	\$591,500	-21%	\$513,382	\$489,000	+5%

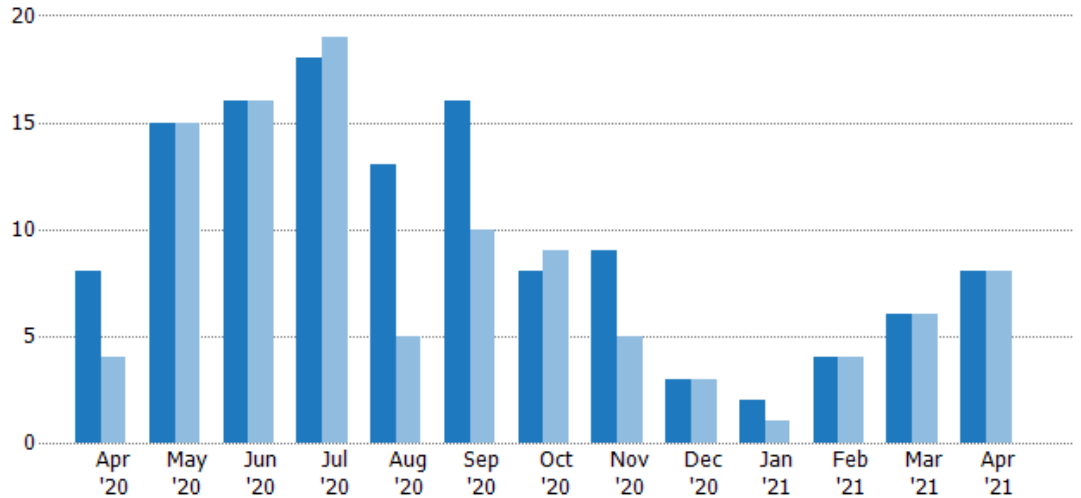
New Listings

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.
Apr '21	8	0%
Apr '20	8	100%
Apr '19	4	50%



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

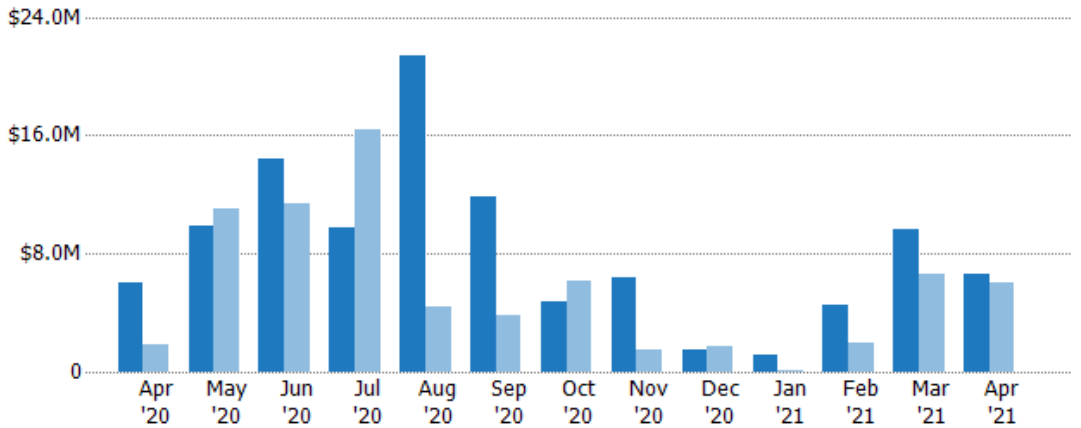
New Listing Volume

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.
Apr '21	\$6.65M	10.2%
Apr '20	\$6.04M	227.1%
Apr '19	\$1.85M	152.5%



Current Year	\$6.04M	\$9.91M	\$14.4M	\$9.78M	\$21.4M	\$11.8M	\$4.79M	\$6.42M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M
Prior Year	\$1.85M	\$11.1M	\$11.4M	\$16.3M	\$4.43M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K	\$1.98M	\$6.6M	\$6.04M
Percent Change from Prior Year	227%	-11%	26%	-40%	382%	213%	-23%	325%	-12%	702%	130%	47%	10%

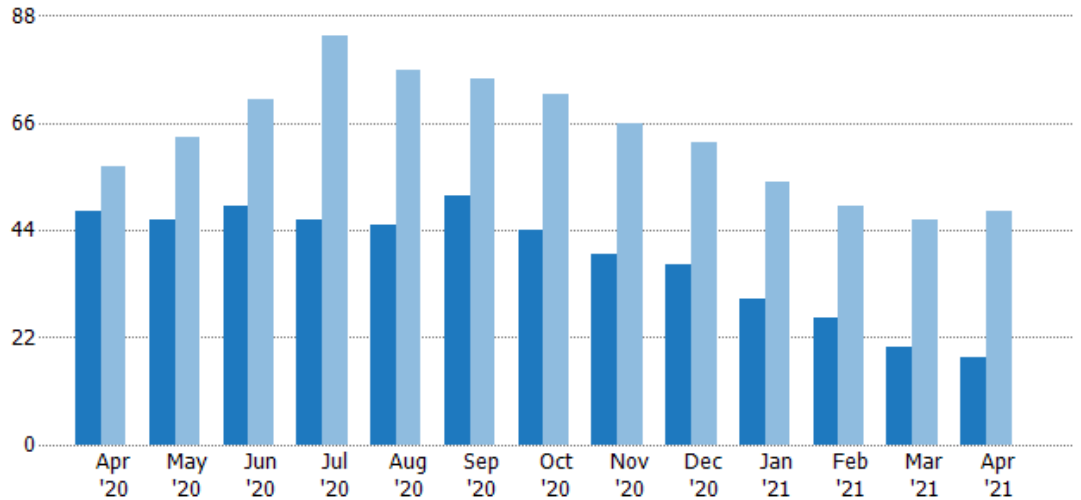
Active Listings

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.
Apr '21	18	-62.5%
Apr '20	48	-15.8%
Apr '19	57	-14%



Current Year	48	46	49	46	45	51	44	39	37	30	26	20	18
Prior Year	57	63	71	84	77	75	72	66	62	54	49	46	48
Percent Change from Prior Year	-16%	-27%	-31%	-45%	-42%	-32%	-39%	-41%	-40%	-44%	-47%	-57%	-63%

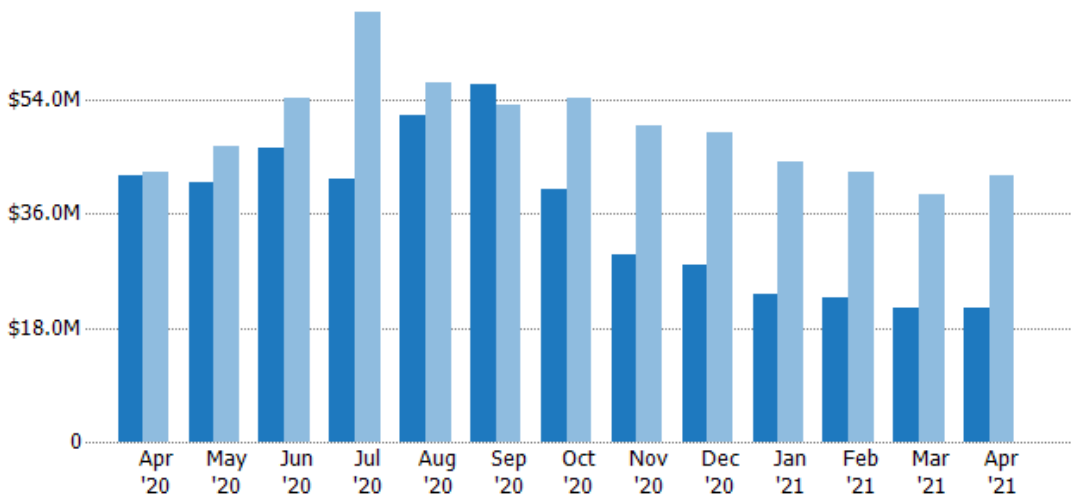
Active Listing Volume

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.
Apr '21	\$21.2M	-49.5%
Apr '20	\$41.9M	-1.7%
Apr '19	\$42.6M	-8.9%



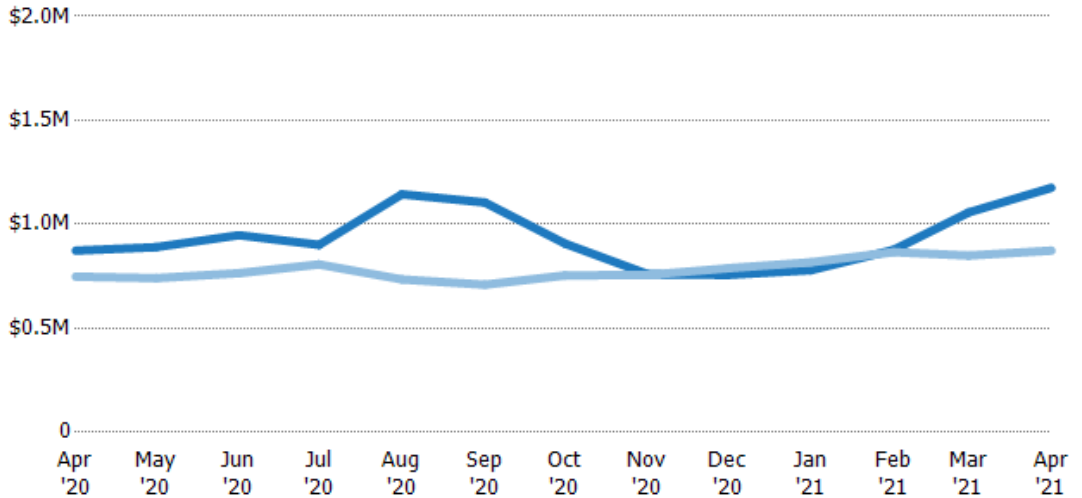
Current Year	\$41.9M	\$40.9M	\$46.4M	\$41.5M	\$51.5M	\$56.3M	\$39.9M	\$29.6M	\$28M	\$23.4M	\$22.8M	\$21.1M	\$21.2M
Prior Year	\$42.6M	\$46.7M	\$54.3M	\$67.8M	\$56.6M	\$53.2M	\$54.3M	\$49.9M	\$48.9M	\$44.1M	\$42.4M	\$39.1M	\$41.9M
Percent Change from Prior Year	-2%	-12%	-14%	-39%	-9%	6%	-26%	-41%	-43%	-47%	-46%	-46%	-50%

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



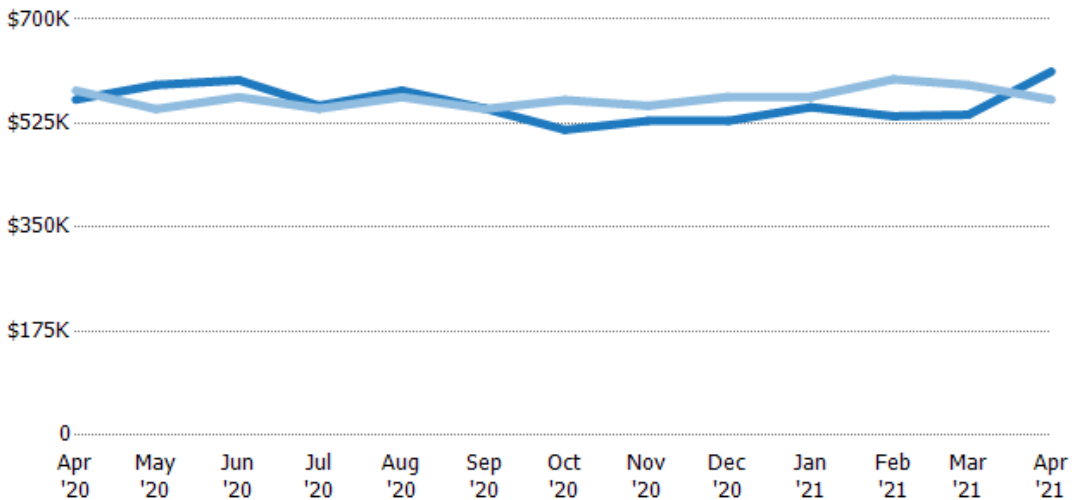
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$873K	\$890K	\$948K	\$901K	\$1.14M	\$1.1M	\$907K	\$760K	\$757K	\$779K	\$877K	\$1.06M	\$1.18M
Prior Year	\$748K	\$741K	\$765K	\$807K	\$735K	\$710K	\$754K	\$756K	\$788K	\$817K	\$866K	\$850K	\$873K
Percent Change from Prior Year	17%	20%	24%	12%	56%	56%	20%	0%	-4%	-5%	1%	24%	35%

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



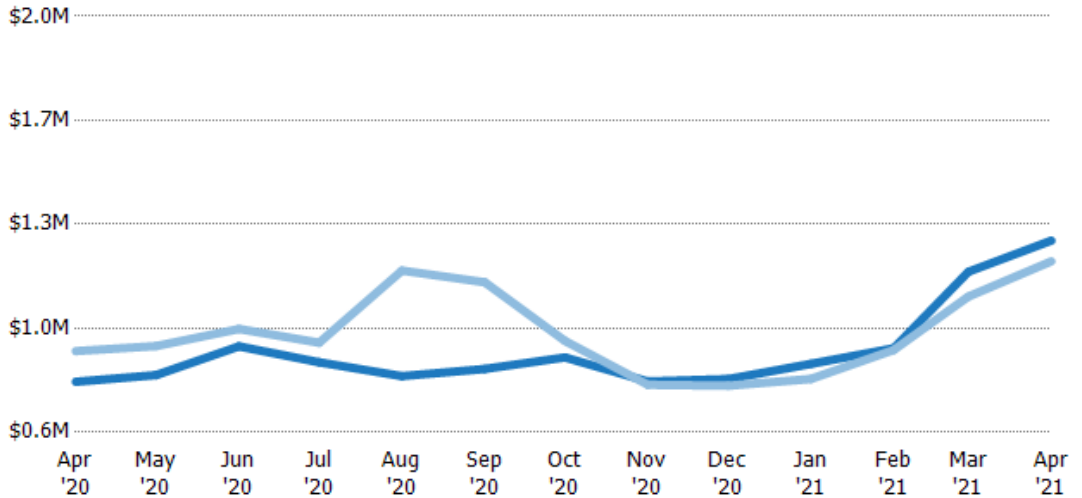
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$565K	\$589K	\$598K	\$554K	\$580K	\$550K	\$514K	\$529K	\$529K	\$552K	\$537K	\$539K	\$612K
Prior Year	\$580K	\$549K	\$569K	\$550K	\$569K	\$549K	\$564K	\$554K	\$569K	\$569K	\$599K	\$589K	\$565K
Percent Change from Prior Year	-3%	7%	5%	1%	2%	0%	-9%	-5%	-7%	-3%	-10%	-8%	8%

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



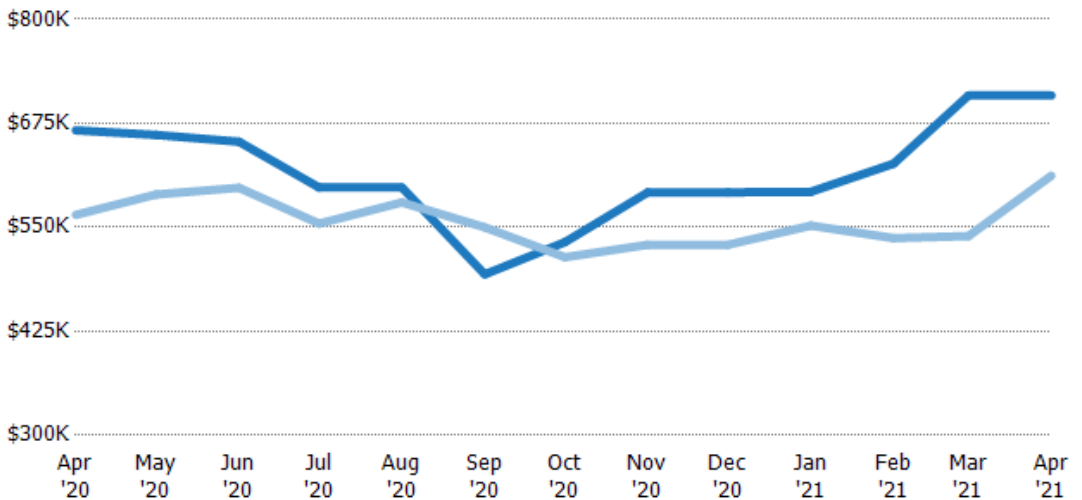
Avg Est Value	\$770K	\$792K	\$889K	\$836K	\$789K	\$813K	\$852K	\$771K	\$779K	\$830K	\$883K	\$1.14M	\$1.25M
Avg Listing Price	\$873K	\$890K	\$948K	\$901K	\$1.14M	\$1.1M	\$907K	\$760K	\$757K	\$779K	\$877K	\$1.06M	\$1.18M
Avg Listing Price as a % of Avg Est Value	113%	112%	107%	108%	145%	136%	107%	99%	97%	94%	99%	93%	94%

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



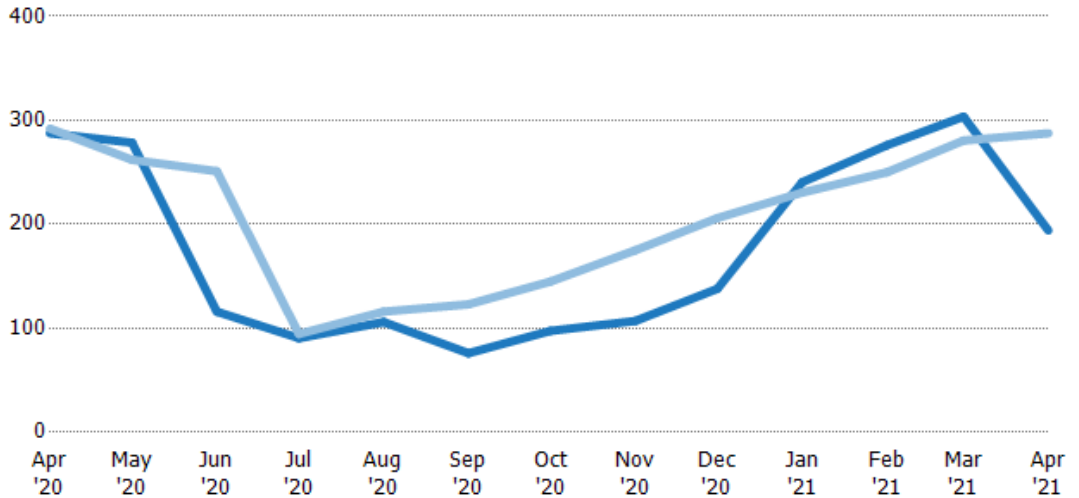
Median Est Value	\$667K	\$661K	\$653K	\$598K	\$598K	\$493K	\$532K	\$592K	\$592K	\$593K	\$627K	\$708K	\$708K
Median Listing Price	\$565K	\$589K	\$598K	\$554K	\$580K	\$550K	\$514K	\$529K	\$529K	\$552K	\$537K	\$539K	\$612K
Med Listing Price as a % of Med Est Value	85%	89%	92%	93%	97%	111%	97%	89%	89%	93%	86%	76%	86%

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



Month/Year	Days	% Chg.
Apr '21	194	-32.5%
Apr '20	288	-1.5%
Apr '19	292	-36.6%

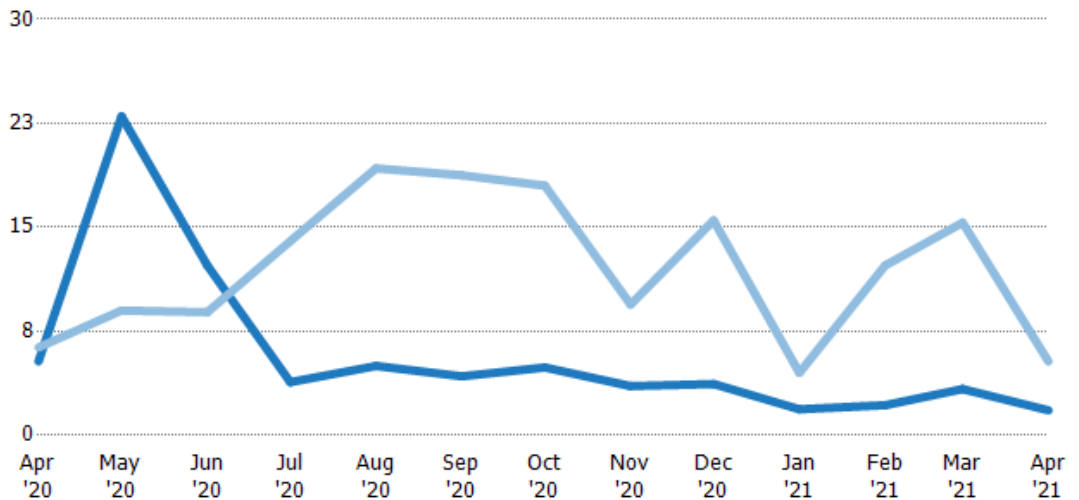
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	288	279	116	90.5	106	76	97.5	107	138	241	276	304	194
Prior Year	292	262	251	94.5	116	123	145	175	206	231	250	281	288
Percent Change from Prior Year	-2%	6%	-54%	-4%	-9%	-38%	-33%	-39%	-33%	4%	10%	8%	-33%

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



Month/Year	Months	% Chg.
Apr '21	1.8	-66.2%
Apr '20	5.33	-15.8%
Apr '19	6.33	157.9%

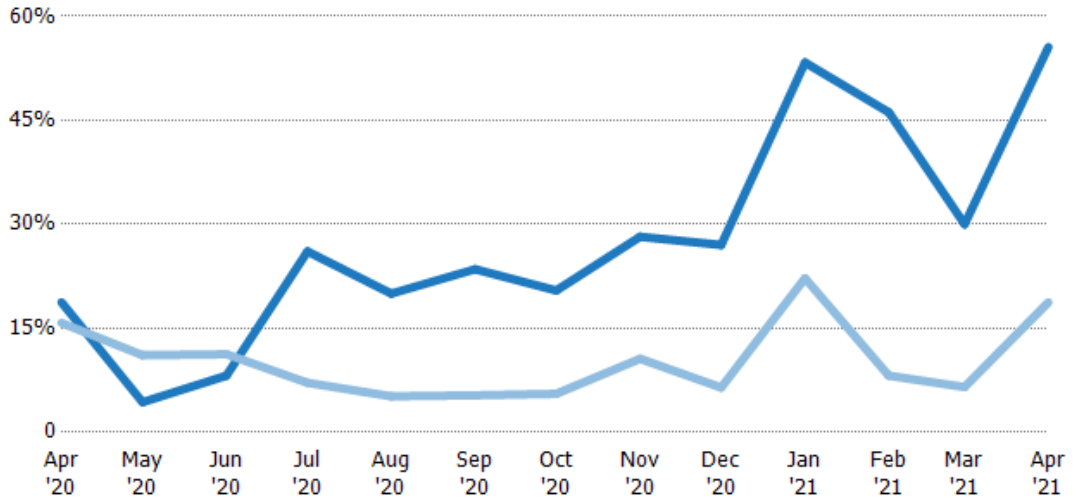
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	5.33	23	12.3	3.83	5	4.25	4.89	3.55	3.7	1.88	2.17	3.33	1.8
Prior Year	6.33	9	8.88	14	19.3	18.8	18	9.43	15.5	4.5	12.3	15.3	5.33
Percent Change from Prior Year	-16%	156%	38%	-73%	-74%	-77%	-73%	-62%	-76%	-58%	-82%	-78%	-66%

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



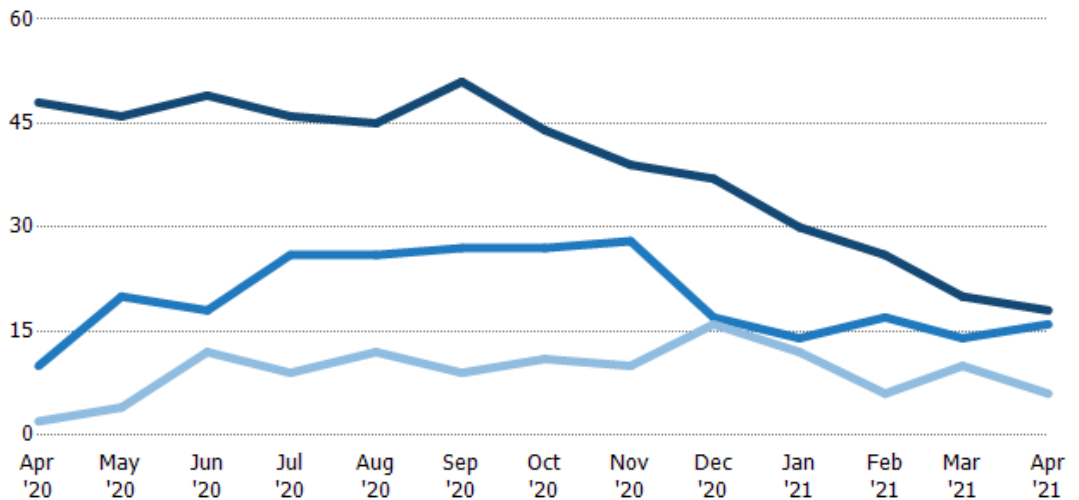
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	19%	4%	8%	26%	20%	24%	20%	28%	27%	53%	46%	30%	56%
Prior Year	16%	11%	11%	7%	5%	5%	6%	11%	6%	22%	8%	7%	19%
Change from Prior Year	-3%	7%	3%	-19%	-15%	-18%	-15%	-18%	-21%	-31%	-38%	-23%	-37%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	48	46	49	46	45	51	44	39	37	30	26	20	18
Pending	10	20	18	26	26	27	27	28	17	14	17	14	16
Sold	2	4	12	9	12	9	11	10	16	12	6	10	6

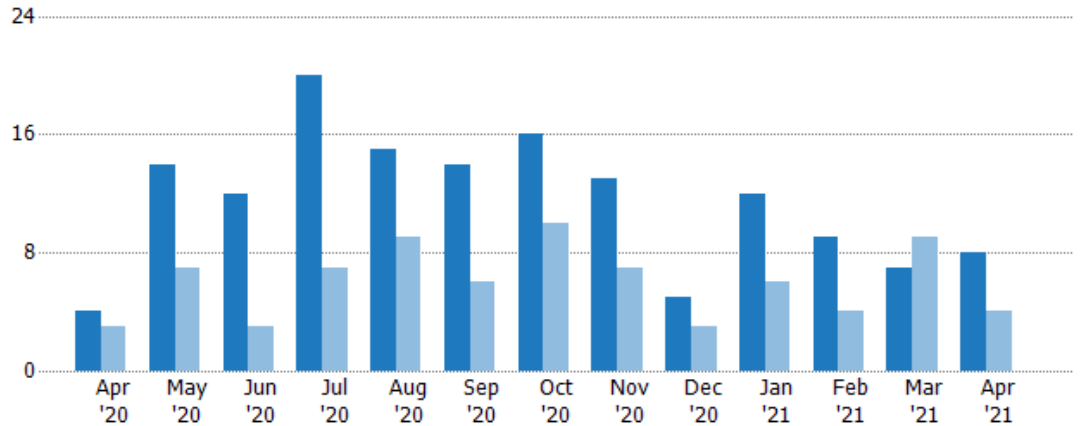
New Pending Sales

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.
Apr '21	8	100%
Apr '20	4	33.3%
Apr '19	3	-33.3%



Current Year	4	14	12	20	15	14	16	13	5	12	9	7	8
Prior Year	3	7	3	7	9	6	10	7	3	6	4	9	4
Percent Change from Prior Year	33%	100%	300%	186%	67%	133%	60%	86%	67%	100%	125%	-22%	100%

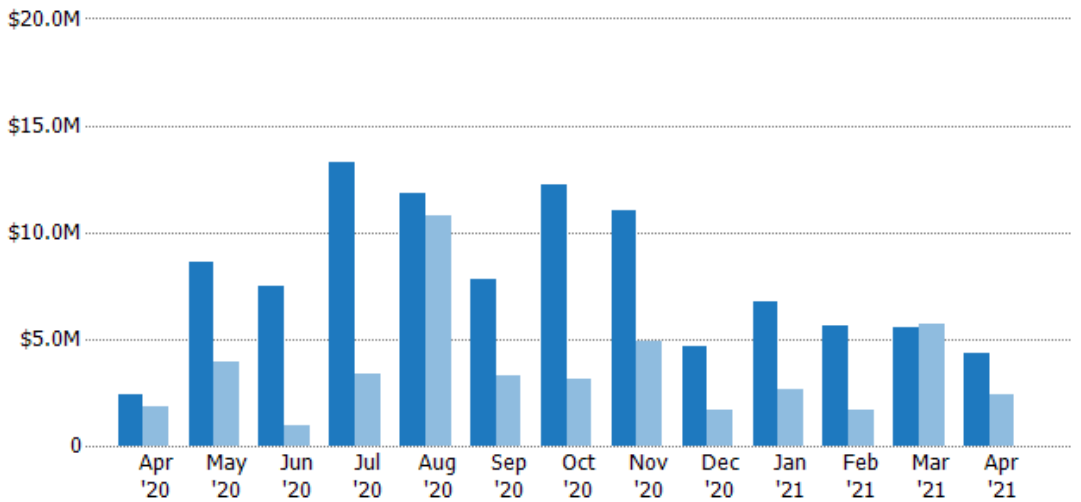
New Pending Sales Volume

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.
Apr '21	\$4.36M	82.3%
Apr '20	\$2.39M	28%
Apr '19	\$1.87M	-26.2%



Current Year	\$2.39M	\$8.61M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$4.63M	\$6.77M	\$5.64M	\$5.54M	\$4.36M
Prior Year	\$1.87M	\$3.9M	\$992K	\$3.35M	\$10.8M	\$3.26M	\$3.16M	\$4.94M	\$1.68M	\$2.67M	\$1.67M	\$5.74M	\$2.39M
Percent Change from Prior Year	28%	121%	656%	296%	9%	140%	287%	124%	176%	153%	238%	-4%	82%

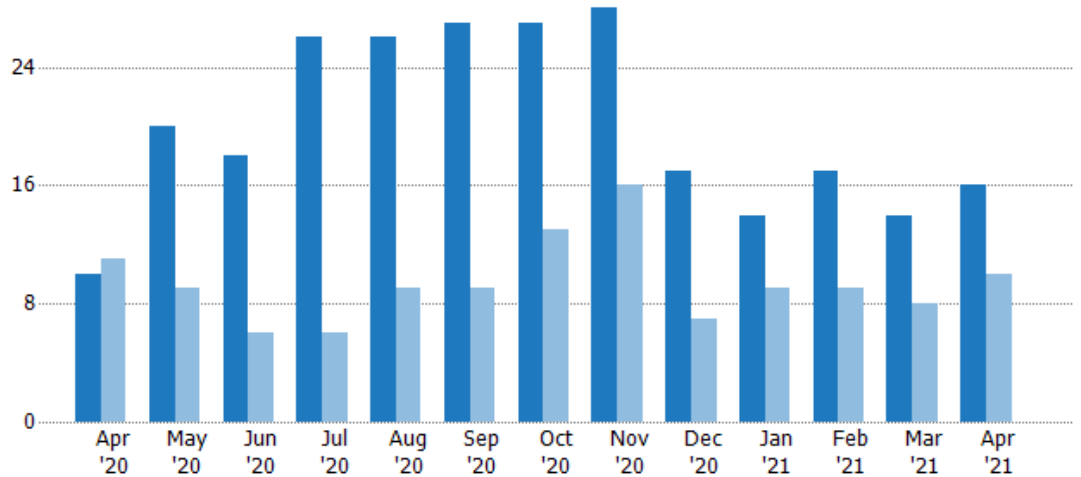
Pending Sales

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.
Apr '21	16	60%
Apr '20	10	-9.1%
Apr '19	11	-36.4%



Current Year	10	20	18	26	26	27	27	28	17	14	17	14	16
Prior Year	11	9	6	6	9	9	13	16	7	9	9	8	10
Percent Change from Prior Year	-9%	122%	200%	333%	189%	200%	108%	75%	143%	56%	89%	75%	60%

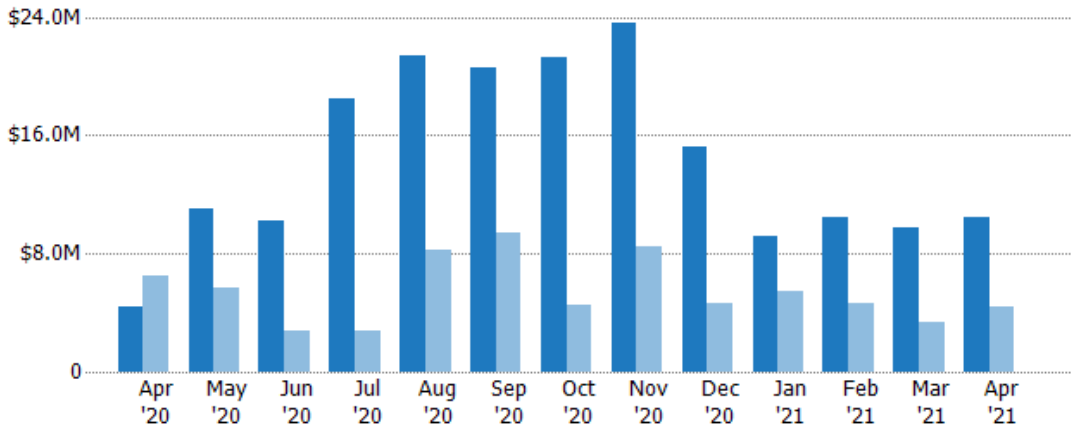
Pending Sales Volume

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.
Apr '21	\$10.5M	135.2%
Apr '20	\$4.46M	-30.8%
Apr '19	\$6.45M	-22.4%



Current Year	\$4.46M	\$11.1M	\$10.3M	\$18.5M	\$21.4M	\$20.6M	\$21.3M	\$23.6M	\$15.2M	\$9.15M	\$10.5M	\$9.7M	\$10.5M
Prior Year	\$6.45M	\$5.65M	\$2.78M	\$2.74M	\$8.23M	\$9.39M	\$4.53M	\$8.52M	\$4.62M	\$5.5M	\$4.67M	\$3.3M	\$4.46M
Percent Change from Prior Year	-31%	96%	269%	576%	160%	119%	370%	177%	229%	66%	125%	194%	135%

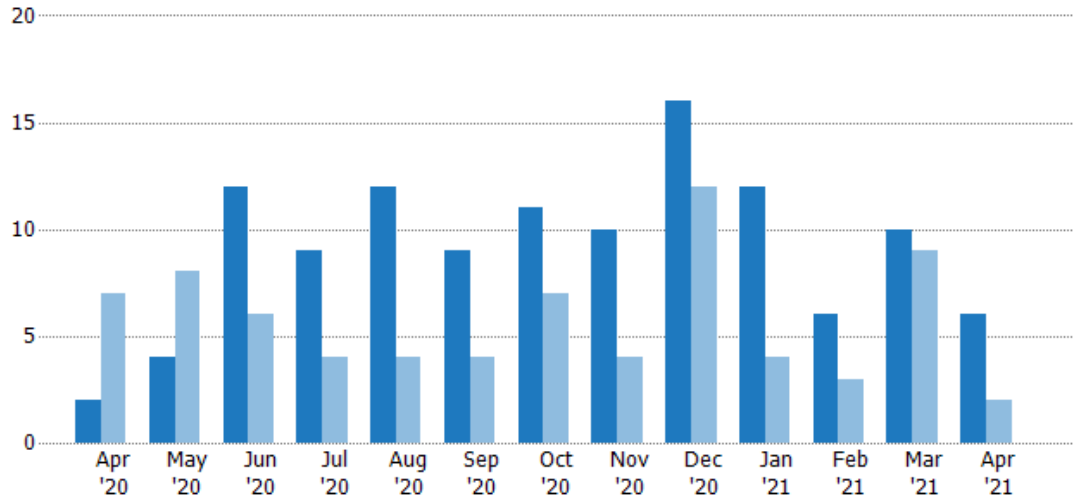
Closed Sales

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.
Apr '21	6	200%
Apr '20	2	-71.4%
Apr '19	7	-42.9%



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

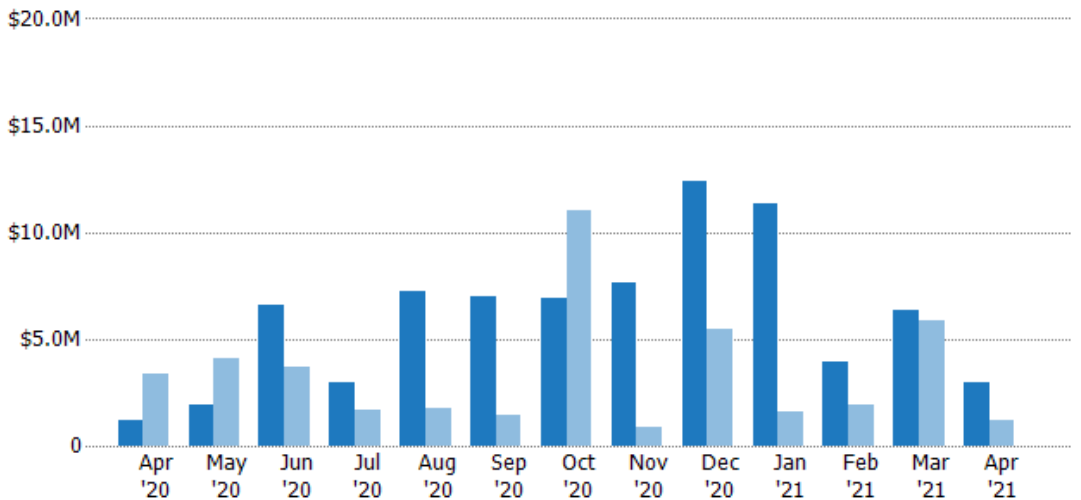
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Apr '21	\$2.96M	150.1%
Apr '20	\$1.18M	-65.2%
Apr '19	\$3.4M	-14.3%



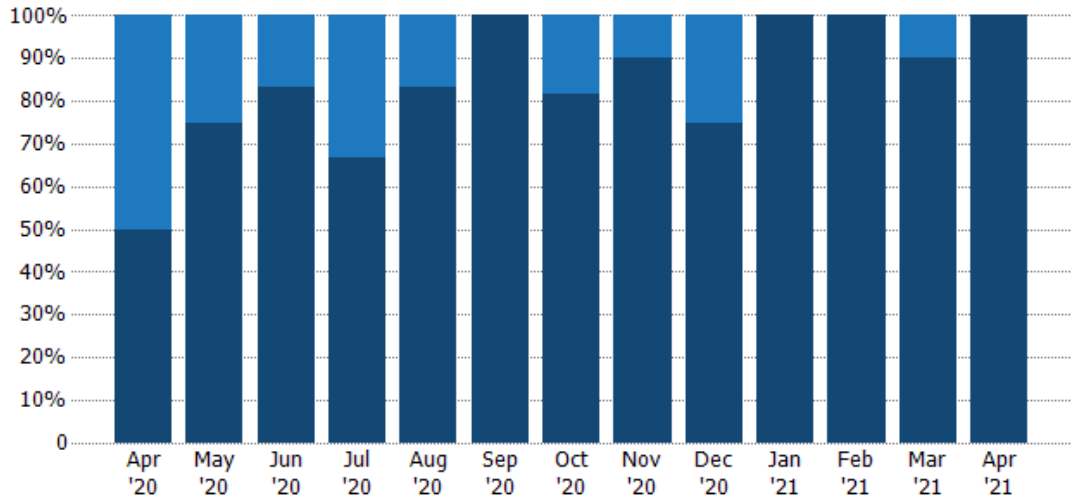
Current Year	\$1.18M	\$1.92M	\$6.56M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$12.4M	\$11.3M	\$3.97M	\$6.32M	\$2.96M
Prior Year	\$3.4M	\$4.08M	\$3.66M	\$1.65M	\$1.72M	\$1.46M	\$11M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$5.89M	\$1.18M
Percent Change from Prior Year	-65%	-53%	79%	82%	322%	382%	-37%	757%	128%	593%	107%	7%	150%

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



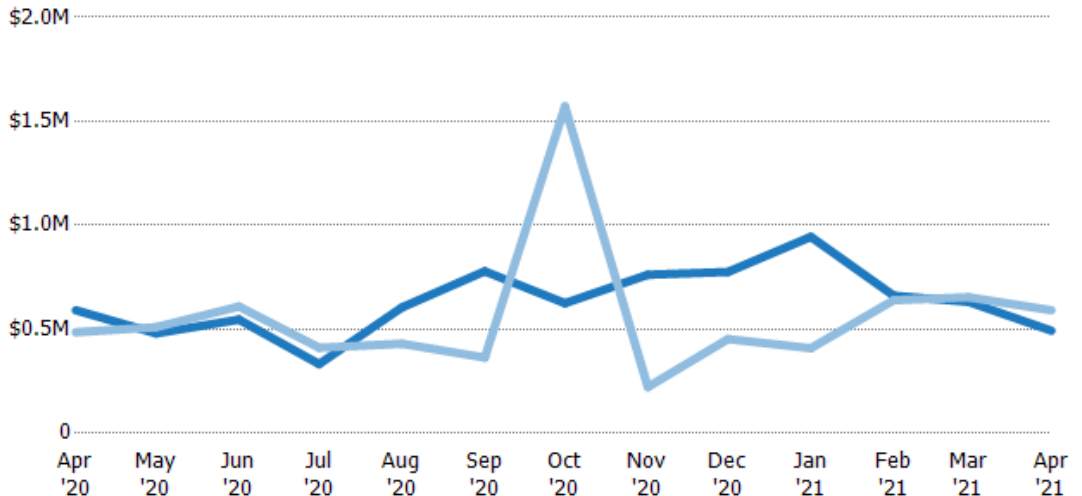
Condo/Townhouse	50%	25%	17%	33%	17%	-	18%	10%	25%	-	-	10%	-
Single Family Residence	50%	75%	83%	67%	83%	100%	82%	90%	75%	100%	100%	90%	100%

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



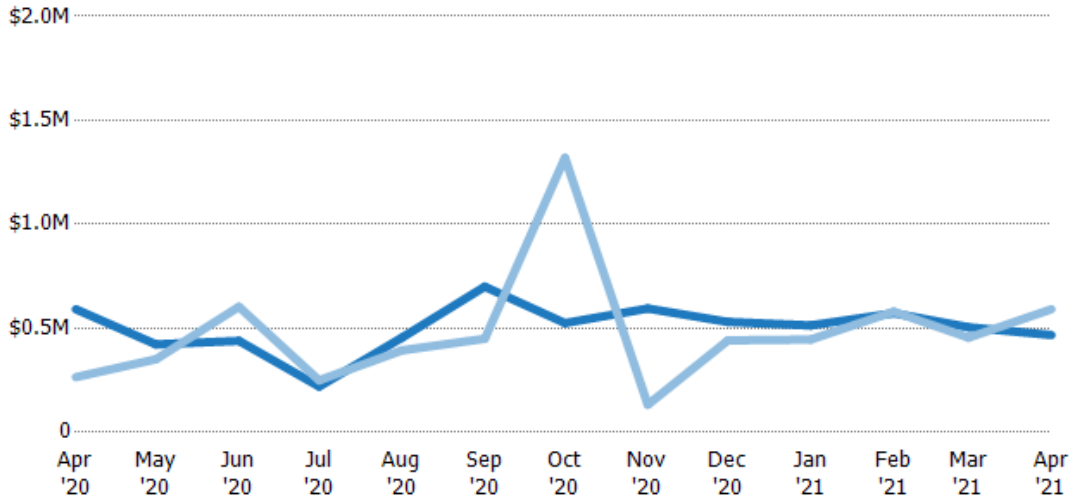
Current Year	\$592K	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K	\$493K
Prior Year	\$486K	\$510K	\$609K	\$412K	\$431K	\$364K	\$1.57M	\$222K	\$453K	\$409K	\$640K	\$654K	\$592K
Percent Change from Prior Year	22%	-6%	-10%	-19%	41%	114%	-60%	243%	71%	131%	3%	-3%	-17%

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



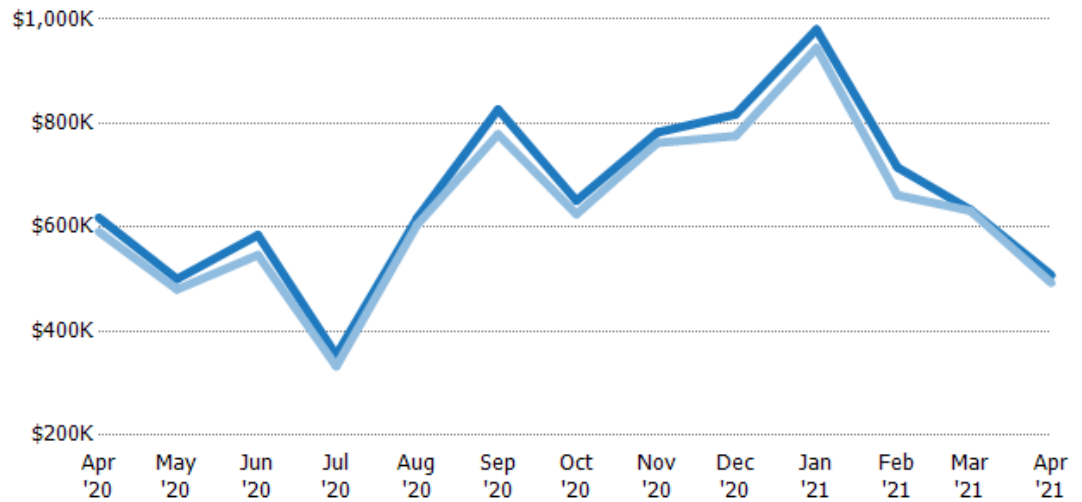
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$592K	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K	\$573K	\$505K	\$468K
Prior Year	\$265K	\$351K	\$603K	\$250K	\$394K	\$450K	\$1.32M	\$133K	\$442K	\$446K	\$580K	\$455K	\$592K
Percent Change from Prior Year	123%	20%	-27%	-12%	16%	56%	-60%	349%	20%	15%	-1%	11%	-21%

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



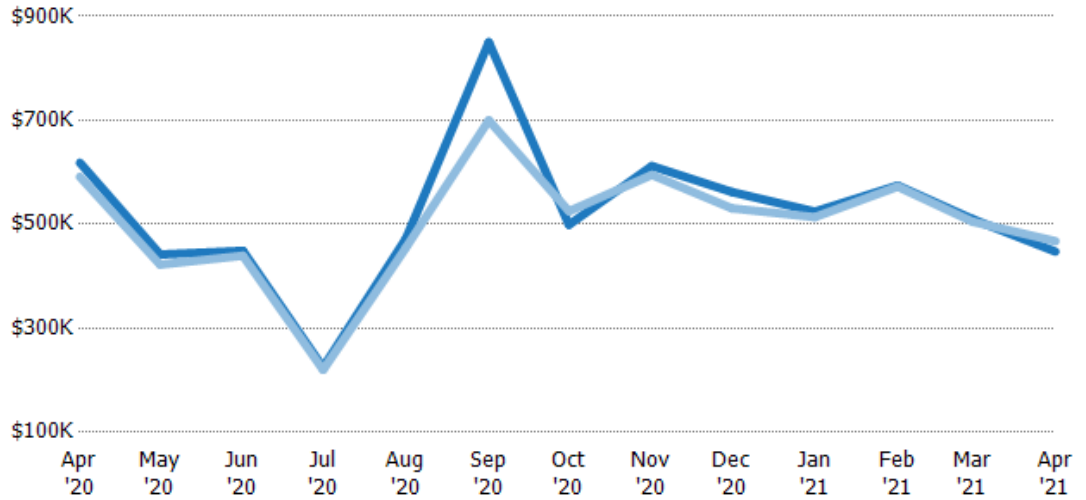
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg List Price	\$619K	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K	\$715K	\$633K	\$508K
Avg Sales Price	\$592K	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K	\$493K
Avg Sales Price as a % of Avg List Price	96%	96%	93%	94%	98%	94%	96%	97%	95%	96%	93%	100%	97%

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



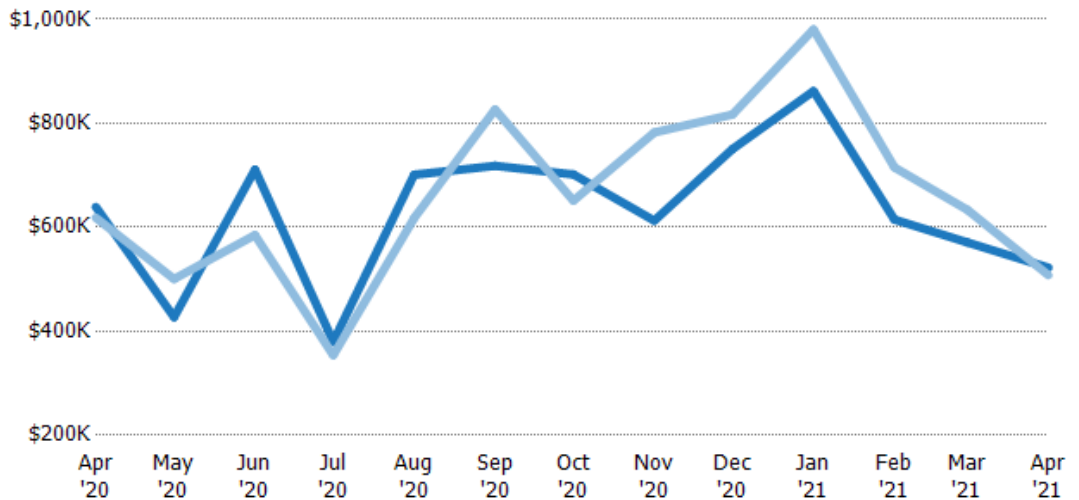
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$619K	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K	\$447K
Median Sales Price	\$592K	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K	\$573K	\$505K	\$468K
Med Sales Price as a % of Med List Price	96%	96%	98%	98%	96%	82%	105%	97%	94%	98%	100%	99%	104%

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



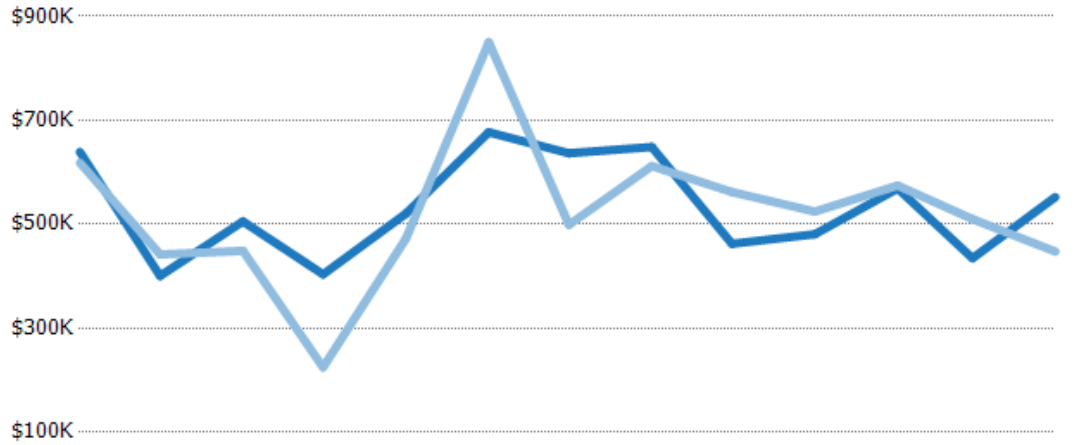
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$639K	\$427K	\$711K	\$380K	\$701K	\$718K	\$702K	\$613K	\$751K	\$862K	\$615K	\$571K	\$523K
Avg Sales Price	\$619K	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K	\$715K	\$633K	\$508K
Avg Sales Price as a % of Avg Est Value	97%	117%	82%	93%	88%	115%	93%	128%	109%	114%	116%	111%	97%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$639K	\$401K	\$505K	\$404K	\$521K	\$677K	\$637K	\$649K	\$462K	\$481K	\$569K	\$435K	\$552K
Median Sales Price	\$619K	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K	\$447K
Med Sales Price as a % of Med Est Value	97%	110%	89%	56%	91%	126%	78%	94%	122%	109%	101%	117%	81%