

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	15	-40%	29	34	-14.7%
New Listing Volume	\$4,794,000	\$9,910,300	-51.6%	\$26,764,999	\$24,662,800	+8.5%
Active Listing Count	8	50	-84%	N/A	N/A	
Active Listing Volume	\$4,038,900	\$42,477,405	-90.5%	N/A	N/A	
Average Listing Price	\$504,863	\$849,548	-40.6%	\$879,203	\$836,081	+5.2%
Median Listing Price	\$399,000	\$564,900	-29.4%	\$539,953	\$571,490	-5.5%
Median Days in RPR	22	278.5	-92.1%	248.45	263.6	-5.7%
Months of Inventory	1.3	25	-94.7%	5.3	7.8	-31.9%
Absorption Rate	75%	4%	+71%	18.92%	12.89%	+6%
Sales Activity Charts Metrics						
New Pending Sales Count	11	14	-21.4%	47	36	+30.6%
New Pending Sales Volume	\$6,984,500	\$8,614,500	-18.9%	\$29,287,103	\$20,590,400	+42.2%
Pending Sales Count	4	20	-80%	N/A	N/A	
Pending Sales Volume	\$2,993,500	\$11,070,500	-73%	N/A	N/A	
Closed Sales Count	4	4	+/-	38	21	+81%
Closed Sales Volume	\$1,845,000	\$1,921,500	-4%	\$26,427,790	\$12,093,400	+118.5%
Average Sales Price	\$461,250	\$480,375	-4%	\$695,468	\$575,876	+20.8%
Median Sales Price	\$490,000	\$422,500	+16%	\$510,921	\$503,286	+1.5%

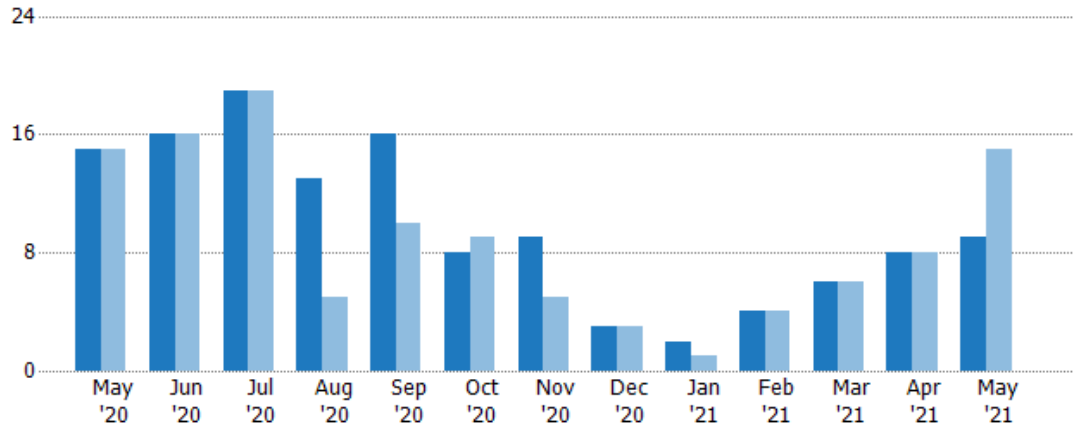
New Listings

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.
May '21	9	-40%
May '20	15	0%
May '19	15	33.3%



Current Year	15	16	19	13	16	8	9	3	2	4	6	8	9
Prior Year	15	16	19	5	10	9	5	3	1	4	6	8	15
Percent Change from Prior Year	0%	0%	0%	160%	60%	-11%	80%	0%	100%	0%	0%	0%	-40%

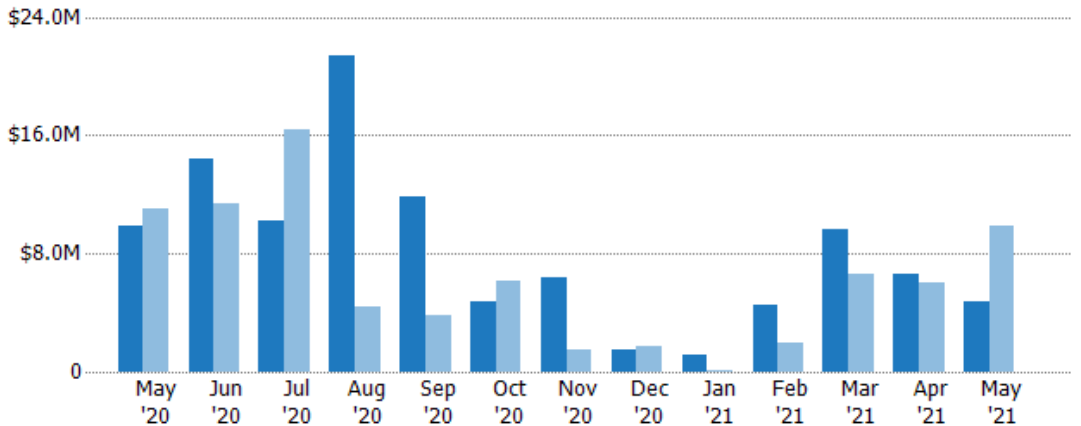
New Listing Volume

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.
May '21	\$4.79M	-51.6%
May '20	\$9.91M	-10.5%
May '19	\$11.1M	12.1%



Current Year	\$9.91M	\$14.4M	\$10.2M	\$21.4M	\$11.8M	\$4.79M	\$6.42M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.79M
Prior Year	\$11.1M	\$11.4M	\$16.3M	\$4.43M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K	\$1.98M	\$6.6M	\$6.04M	\$9.91M
Percent Change from Prior Year	-11%	26%	-38%	382%	213%	-23%	325%	-12%	702%	130%	47%	10%	-52%

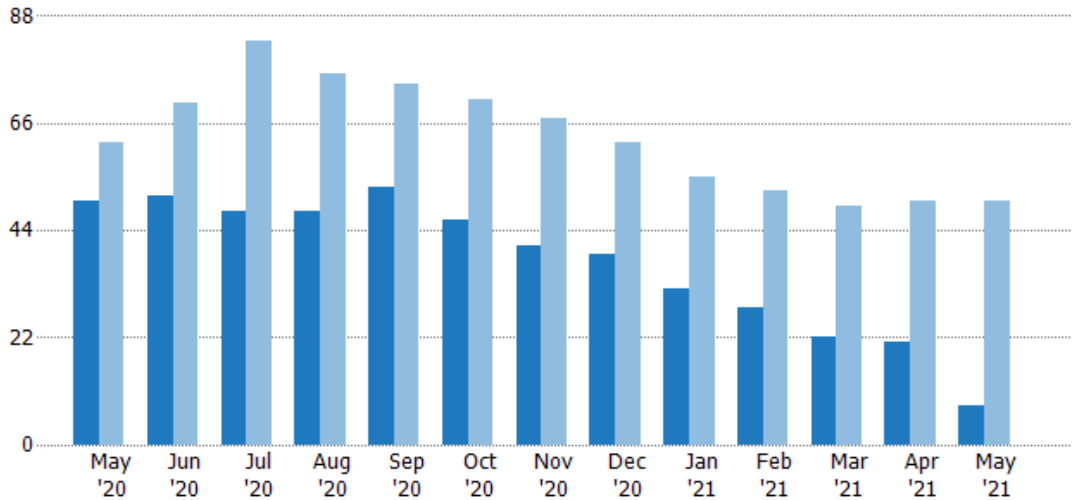
Active Listings

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.
May '21	8	-84%
May '20	50	-19.4%
May '19	62	1.6%



Current Year	50	51	48	48	53	46	41	39	32	28	22	21	8
Prior Year	62	70	83	76	74	71	67	62	55	52	49	50	50
Percent Change from Prior Year	-19%	-27%	-42%	-37%	-28%	-35%	-39%	-37%	-42%	-46%	-55%	-58%	-84%

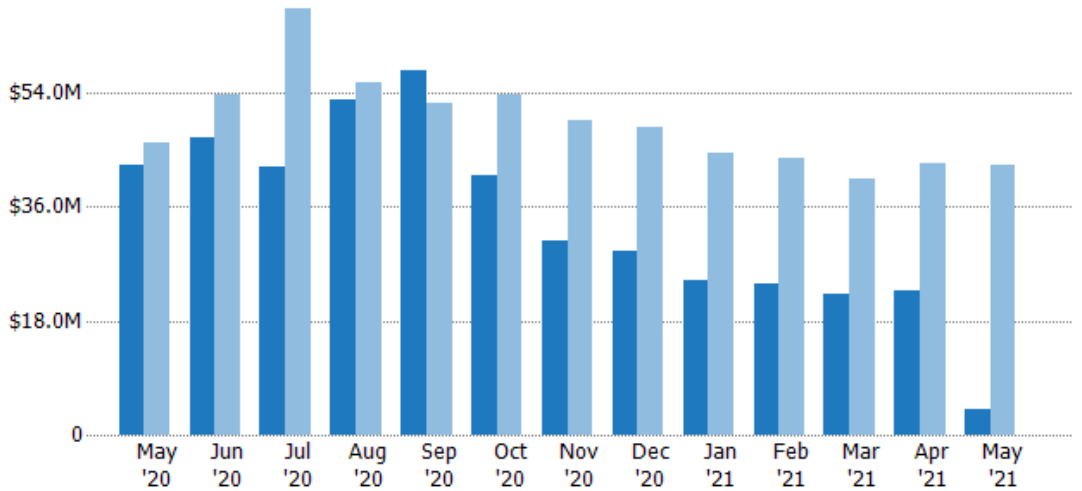
Active Listing Volume

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.
May '21	\$4.04M	-90.5%
May '20	\$42.5M	-8%
May '19	\$46.2M	22.8%



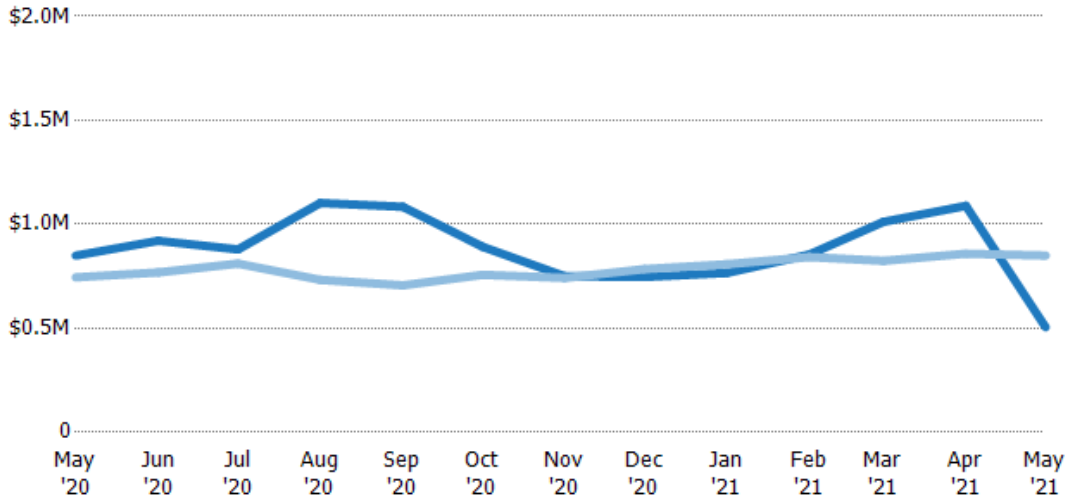
Current Year	\$42.5M	\$47M	\$42.2M	\$52.9M	\$57.5M	\$41.1M	\$30.8M	\$29.1M	\$24.5M	\$23.9M	\$22.3M	\$22.9M	\$4.04M
Prior Year	\$46.2M	\$53.8M	\$67.3M	\$55.7M	\$52.3M	\$53.7M	\$49.7M	\$48.6M	\$44.4M	\$43.8M	\$40.4M	\$42.9M	\$42.5M
Percent Change from Prior Year	-8%	-13%	-37%	-5%	10%	-24%	-38%	-40%	-45%	-45%	-45%	-47%	-90%

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



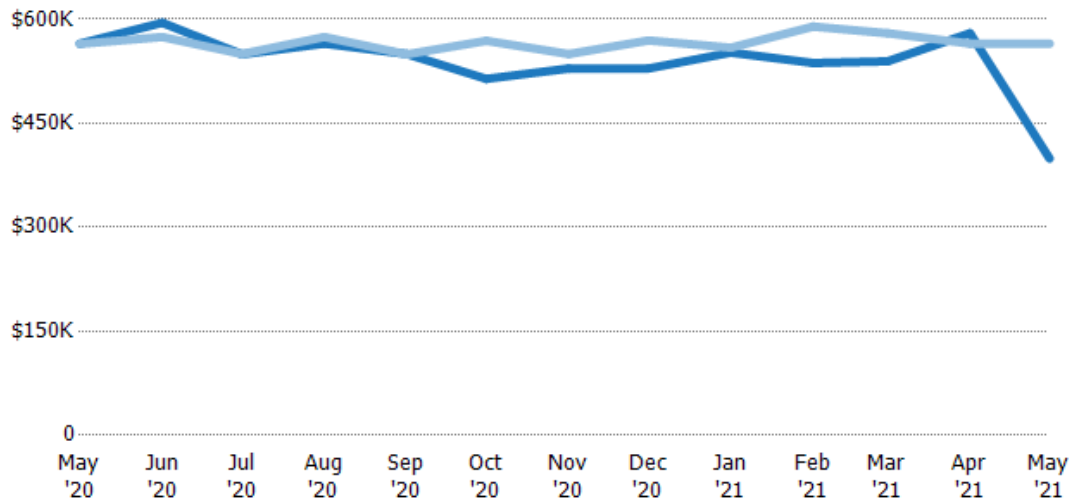
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$850K	\$921K	\$879K	\$1.1M	\$1.08M	\$892K	\$750K	\$747K	\$766K	\$854K	\$1.01M	\$1.09M	\$505K
Prior Year	\$745K	\$769K	\$811K	\$733K	\$706K	\$757K	\$742K	\$784K	\$808K	\$842K	\$824K	\$859K	\$850K
Percent Change from Prior Year	14%	20%	8%	50%	54%	18%	1%	-5%	-5%	1%	23%	27%	-41%

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



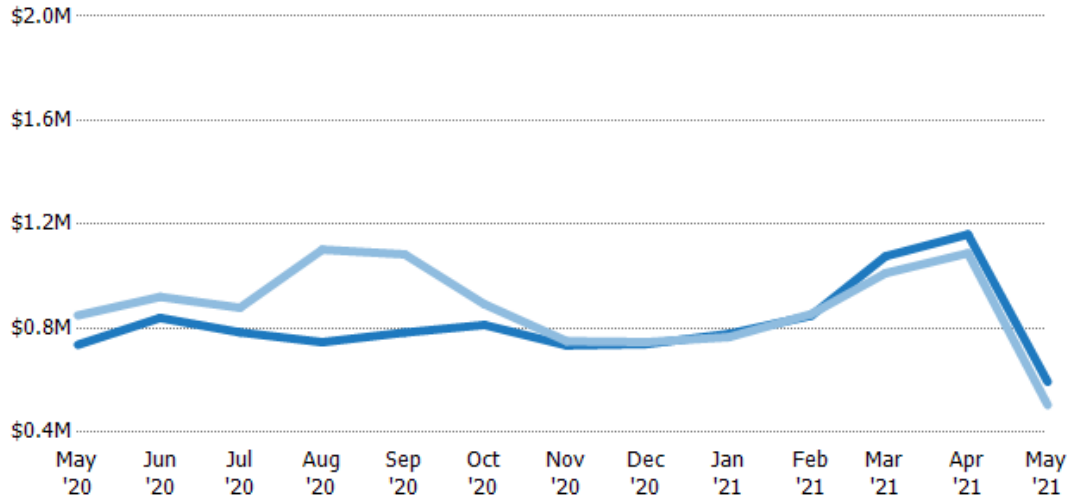
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$565K	\$595K	\$549K	\$565K	\$550K	\$514K	\$529K	\$529K	\$552K	\$537K	\$539K	\$580K	\$399K
Prior Year	\$564K	\$574K	\$550K	\$574K	\$549K	\$569K	\$550K	\$569K	\$559K	\$589K	\$580K	\$565K	\$565K
Percent Change from Prior Year	0%	4%	0%	-2%	0%	-10%	-4%	-7%	-1%	-9%	-7%	3%	-29%

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



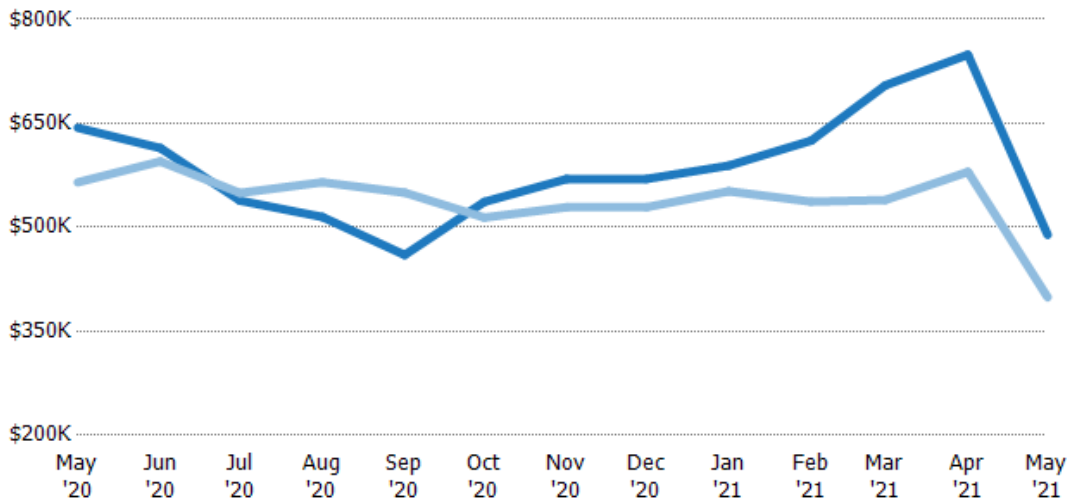
Avg Est Value	\$737K	\$840K	\$784K	\$746K	\$783K	\$813K	\$734K	\$739K	\$778K	\$848K	\$1.08M	\$1.16M	\$594K
Avg Listing Price	\$850K	\$921K	\$879K	\$1.1M	\$1.08M	\$892K	\$750K	\$747K	\$766K	\$854K	\$1.01M	\$1.09M	\$505K
Avg Listing Price as a % of Avg Est Value	115%	110%	112%	148%	138%	110%	102%	101%	98%	101%	94%	94%	85%

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



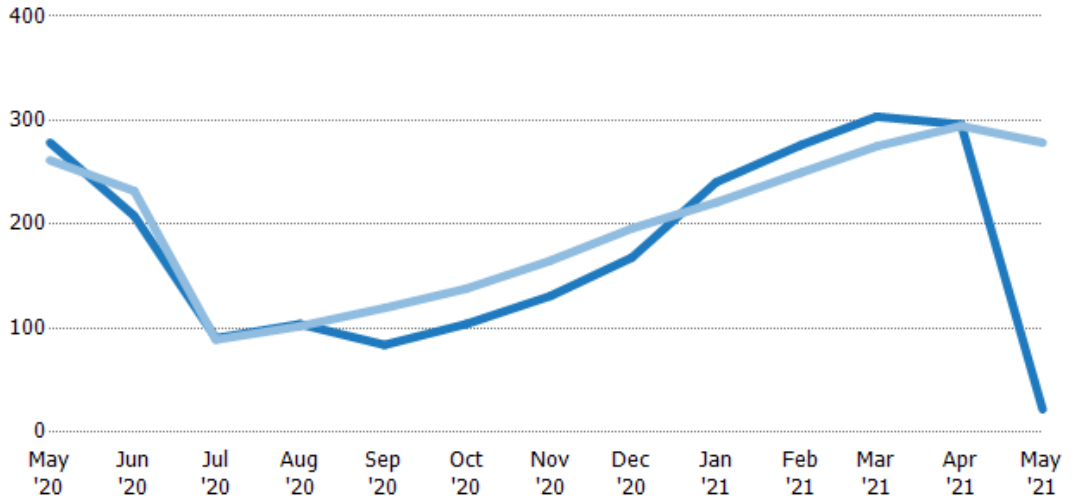
Median Est Value	\$644K	\$614K	\$538K	\$515K	\$460K	\$537K	\$570K	\$570K	\$589K	\$625K	\$705K	\$749K	\$489K
Median Listing Price	\$565K	\$595K	\$549K	\$565K	\$550K	\$514K	\$529K	\$529K	\$552K	\$537K	\$539K	\$580K	\$399K
Med Listing Price as a % of Med Est Value	88%	97%	102%	110%	120%	96%	93%	93%	94%	86%	77%	77%	82%

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



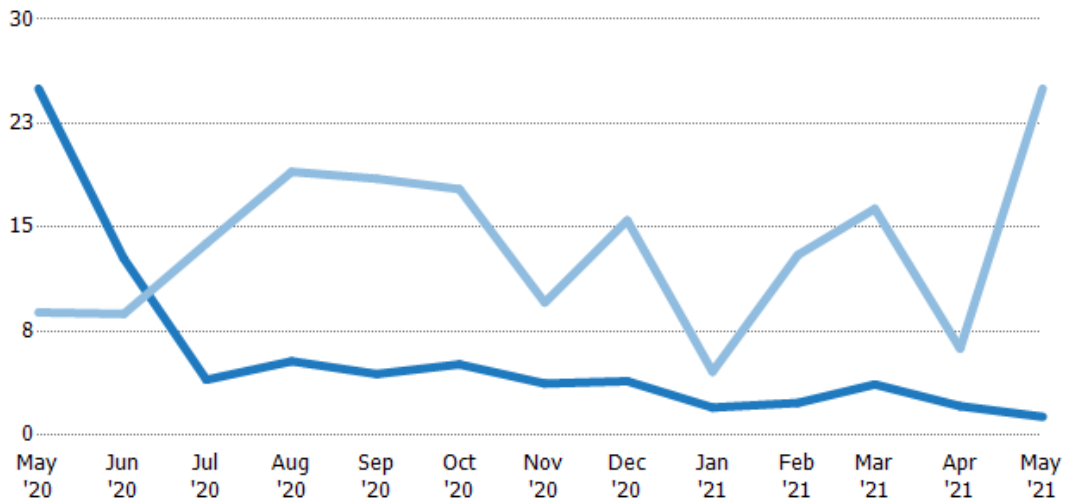
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	279	208	90.5	104	84	104	131	168	241	276	304	296	22
Prior Year	262	232	89	102	120	138	165	196	221	250	275	295	279
Percent Change from Prior Year	7%	-10%	2%	2%	-30%	-25%	-21%	-14%	9%	11%	10%	1%	-92%

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



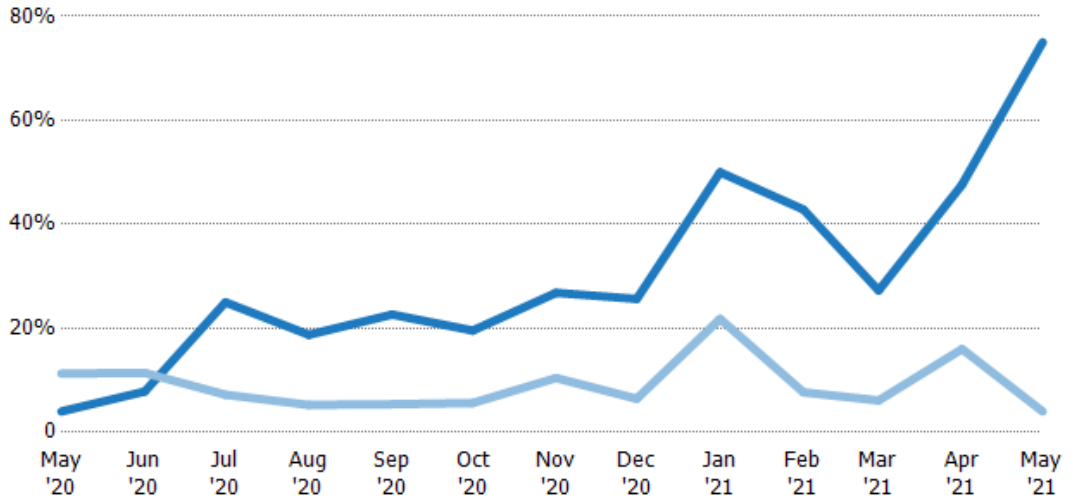
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	25	12.8	4	5.33	4.42	5.11	3.73	3.9	2	2.33	3.67	2.1	1.33
Prior Year	8.86	8.75	13.8	19	18.5	17.8	9.57	15.5	4.58	13	16.3	6.25	25
Percent Change from Prior Year	182%	46%	-71%	-72%	-76%	-71%	-61%	-75%	-56%	-82%	-78%	-66%	-95%

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



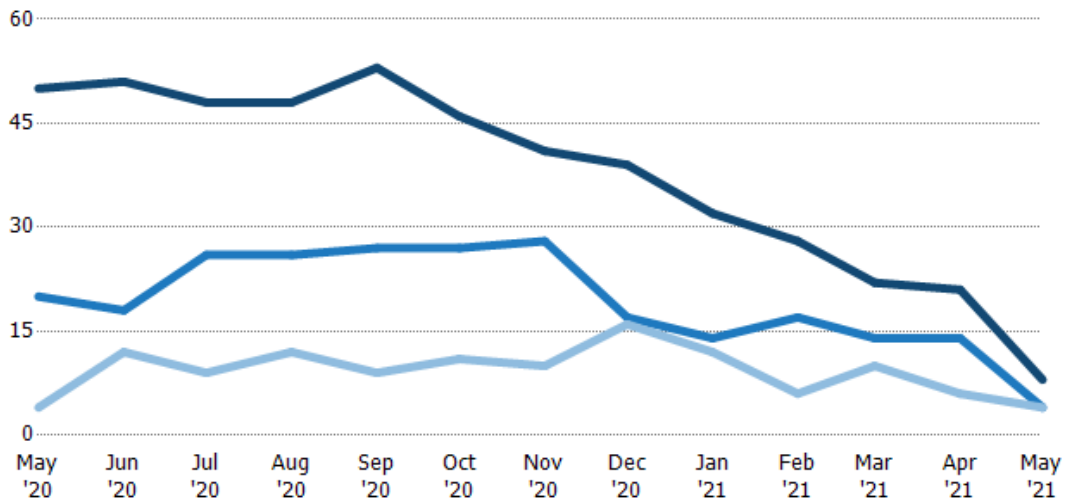
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	4%	8%	25%	19%	23%	20%	27%	26%	50%	43%	27%	48%	75%
Prior Year	11%	11%	7%	5%	5%	6%	10%	6%	22%	8%	6%	16%	4%
Change from Prior Year	7%	4%	-18%	-13%	-17%	-14%	-16%	-19%	-28%	-35%	-21%	-32%	-71%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	50	51	48	48	53	46	41	39	32	28	22	21	8
Pending	20	18	26	26	27	27	28	17	14	17	14	14	4
Sold	4	12	9	12	9	11	10	16	12	6	10	6	4

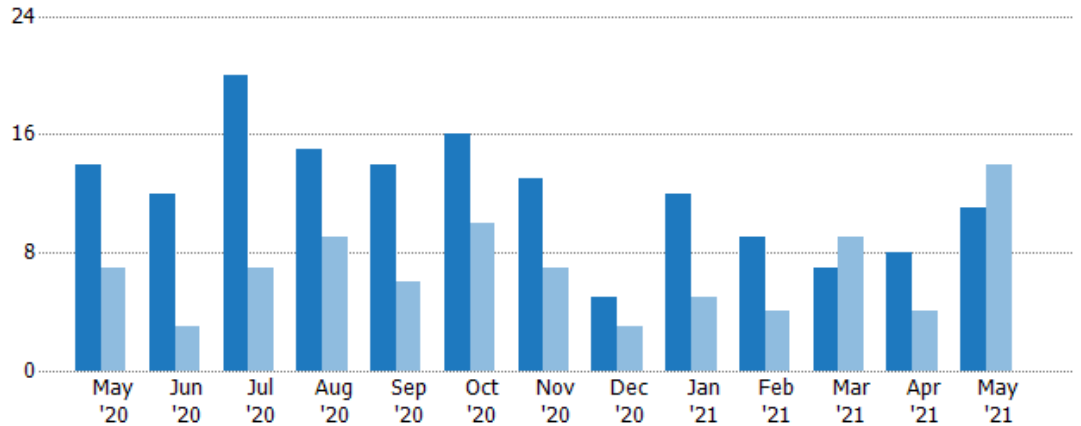
New Pending Sales

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.
May '21	11	-21.4%
May '20	14	100%
May '19	7	-57.1%



Current Year	14	12	20	15	14	16	13	5	12	9	7	8	11
Prior Year	7	3	7	9	6	10	7	3	5	4	9	4	14
Percent Change from Prior Year	100%	300%	186%	67%	133%	60%	86%	67%	140%	125%	-22%	100%	-21%

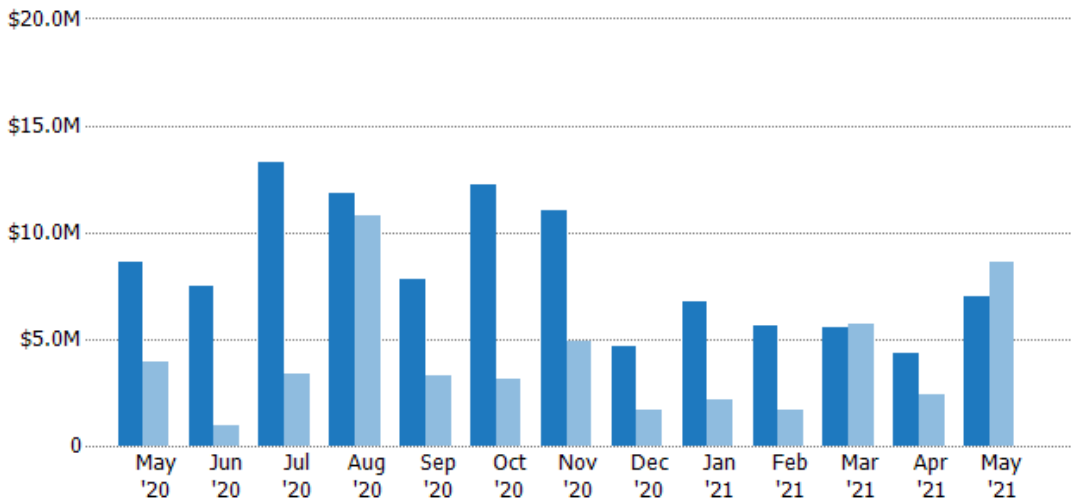
New Pending Sales Volume

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.
May '21	\$6.98M	-18.9%
May '20	\$8.61M	120.9%
May '19	\$3.9M	-69.1%



Current Year	\$8.61M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$4.63M	\$6.77M	\$5.64M	\$5.54M	\$4.36M	\$6.98M
Prior Year	\$3.9M	\$992K	\$3.35M	\$10.8M	\$3.26M	\$3.16M	\$4.94M	\$1.68M	\$2.17M	\$1.67M	\$5.74M	\$2.39M	\$8.61M
Percent Change from Prior Year	121%	656%	296%	9%	140%	287%	124%	176%	211%	238%	-4%	82%	-19%

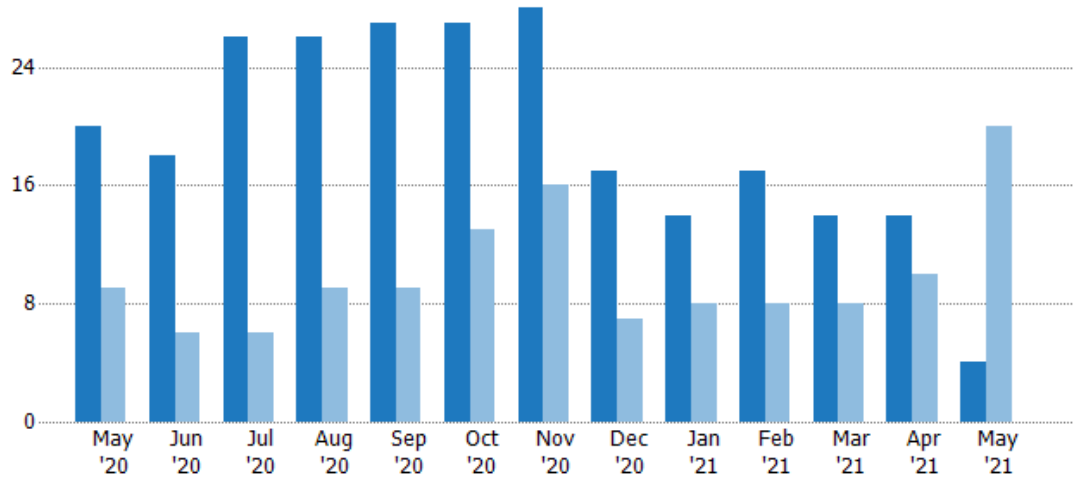
Pending Sales

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.
May '21	4	-80%
May '20	20	122.2%
May '19	9	-55.6%



Current Year	20	18	26	26	27	27	28	17	14	17	14	14	4
Prior Year	9	6	6	9	9	13	16	7	8	8	8	10	20
Percent Change from Prior Year	122%	200%	333%	189%	200%	108%	75%	143%	75%	113%	75%	40%	-80%

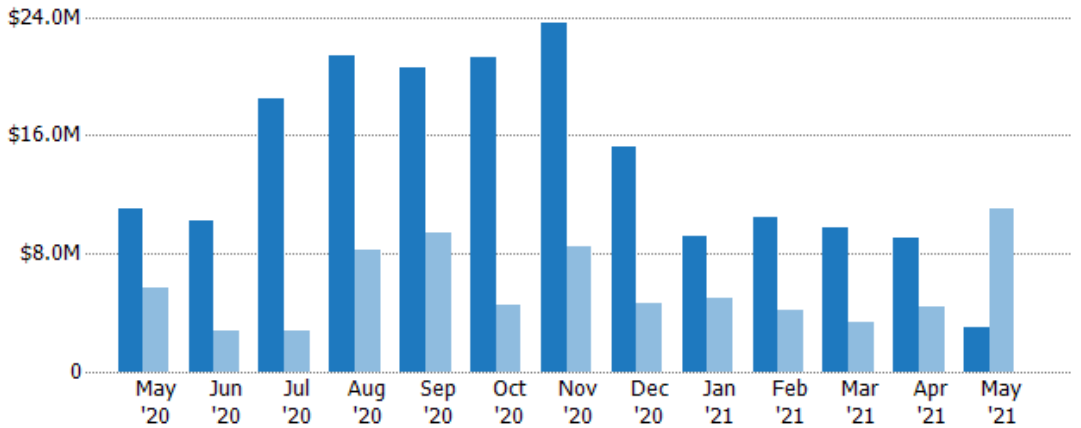
Pending Sales Volume

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.
May '21	\$2.99M	-73%
May '20	\$11.1M	95.9%
May '19	\$5.65M	-70.8%



Current Year	\$11.1M	\$10.3M	\$18.5M	\$21.4M	\$20.6M	\$21.3M	\$23.6M	\$15.2M	\$9.15M	\$10.5M	\$9.7M	\$9.11M	\$2.99M
Prior Year	\$5.65M	\$2.78M	\$2.74M	\$8.23M	\$9.39M	\$4.53M	\$8.52M	\$4.62M	\$5M	\$4.17M	\$3.3M	\$4.46M	\$11.1M
Percent Change from Prior Year	96%	269%	576%	160%	119%	370%	177%	229%	83%	152%	194%	104%	-73%

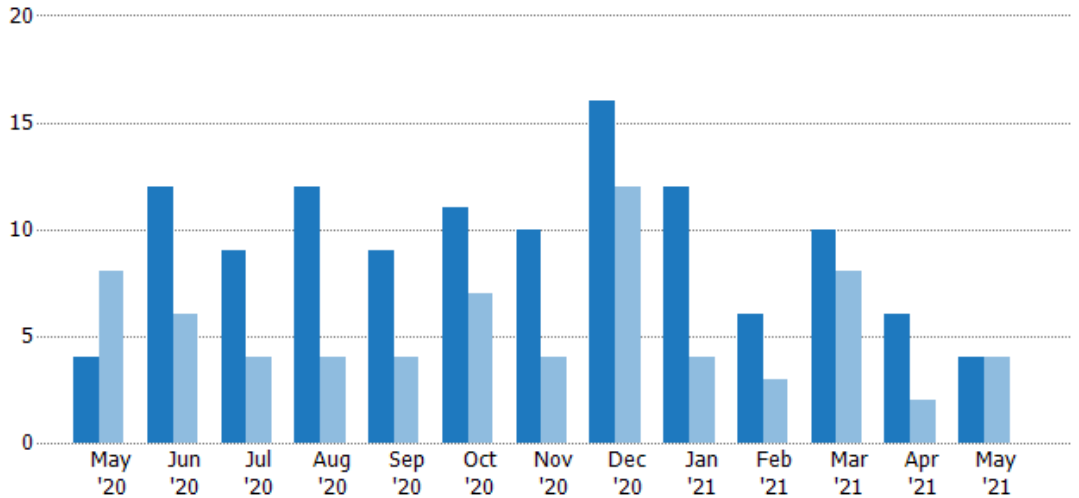
Closed Sales

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.
May '21	4	0%
May '20	4	-50%
May '19	8	-25%



Current Year	4	12	9	12	9	11	10	16	12	6	10	6	4
Prior Year	8	6	4	4	4	7	4	12	4	3	8	2	4
Percent Change from Prior Year	-50%	100%	125%	200%	125%	57%	150%	33%	200%	100%	25%	200%	0%

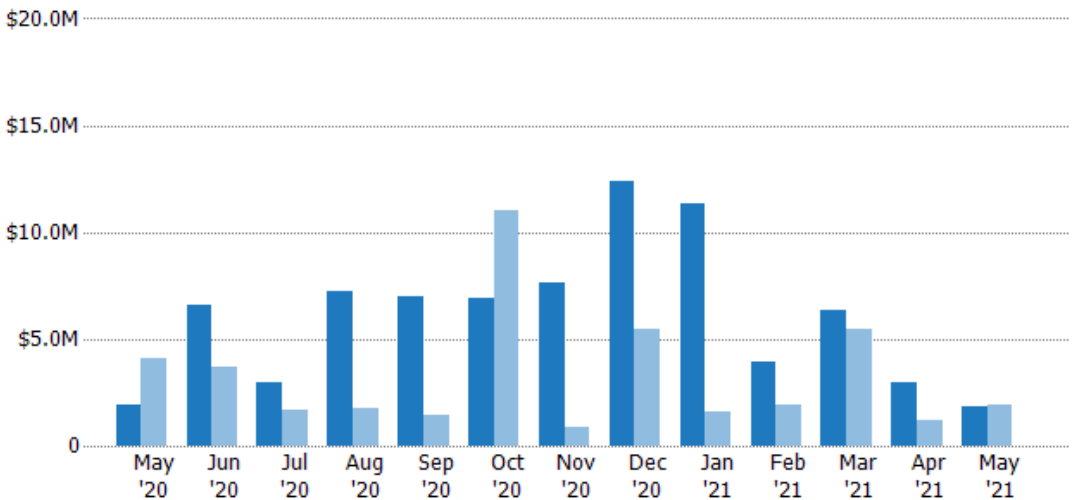
Closed Sales Volume

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.
May '21	\$1.85M	-4%
May '20	\$1.92M	-52.9%
May '19	\$4.08M	8.1%



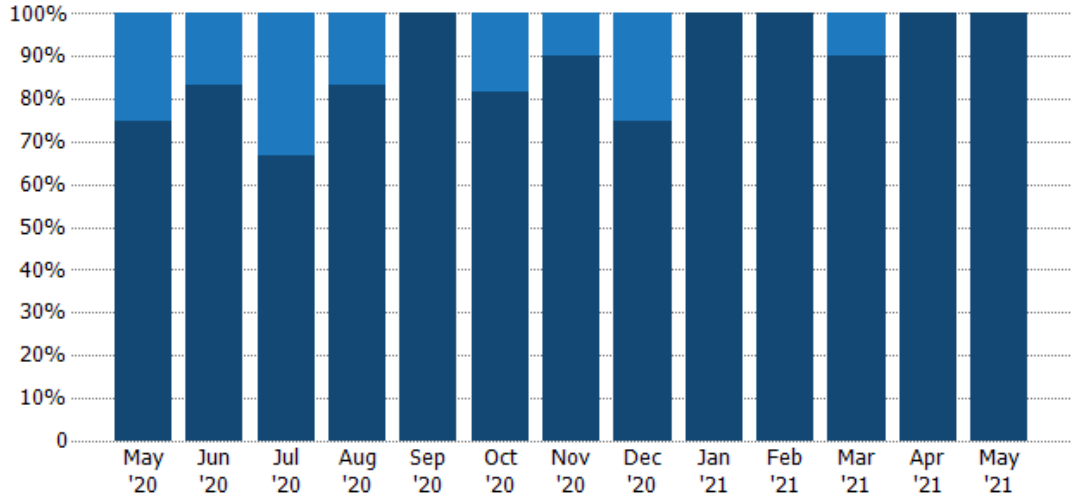
Current Year	\$1.92M	\$6.56M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$12.4M	\$11.3M	\$3.97M	\$6.32M	\$2.96M	\$1.85M
Prior Year	\$4.08M	\$3.66M	\$1.65M	\$1.72M	\$1.46M	\$11M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$5.43M	\$1.18M	\$1.92M
Percent Change from Prior Year	-53%	79%	82%	322%	382%	-37%	757%	128%	593%	107%	16%	150%	-4%

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



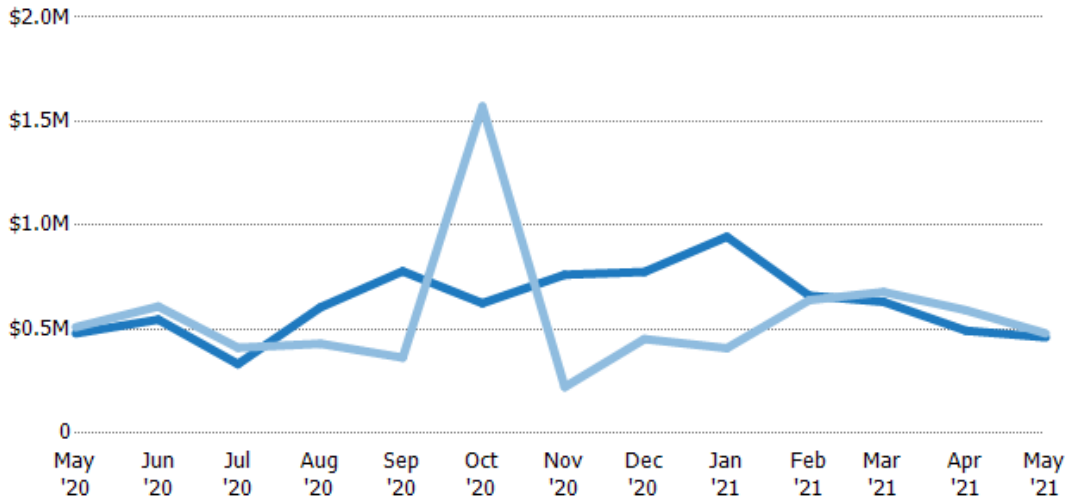
Condo/Townhouse	25%	17%	33%	17%	-	18%	10%	25%	-	-	10%	-	-
Single Family Residence	75%	83%	67%	83%	100%	82%	90%	75%	100%	100%	90%	100%	100%

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	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K	\$493K	\$461K
Prior Year	\$510K	\$609K	\$412K	\$431K	\$364K	\$1.57M	\$222K	\$453K	\$409K	\$640K	\$679K	\$592K	\$480K
Percent Change from Prior Year	-6%	-10%	-19%	41%	114%	-60%	243%	71%	131%	3%	-7%	-17%	-4%

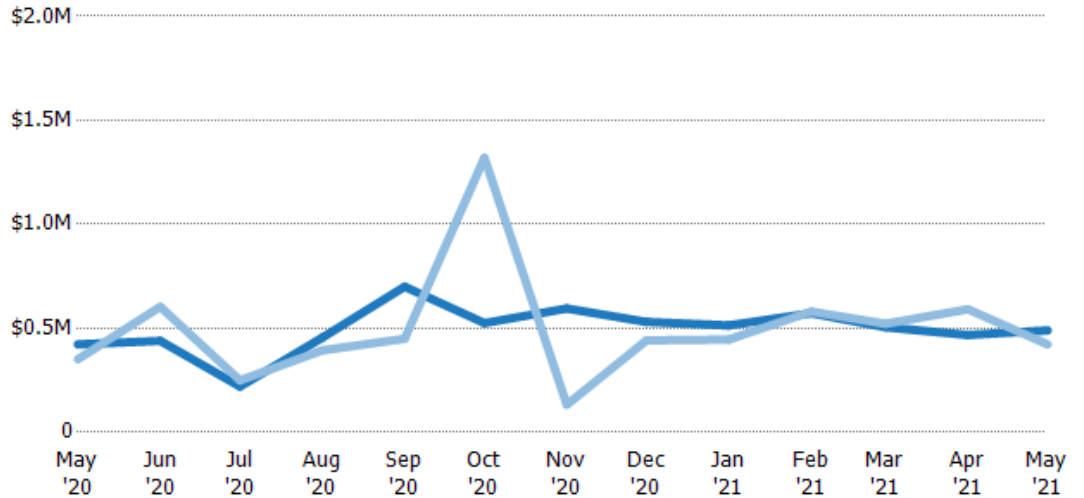
Median Sales Price

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.
May '21	\$490K	16%
May '20	\$423K	20.3%
May '19	\$351K	71.5%



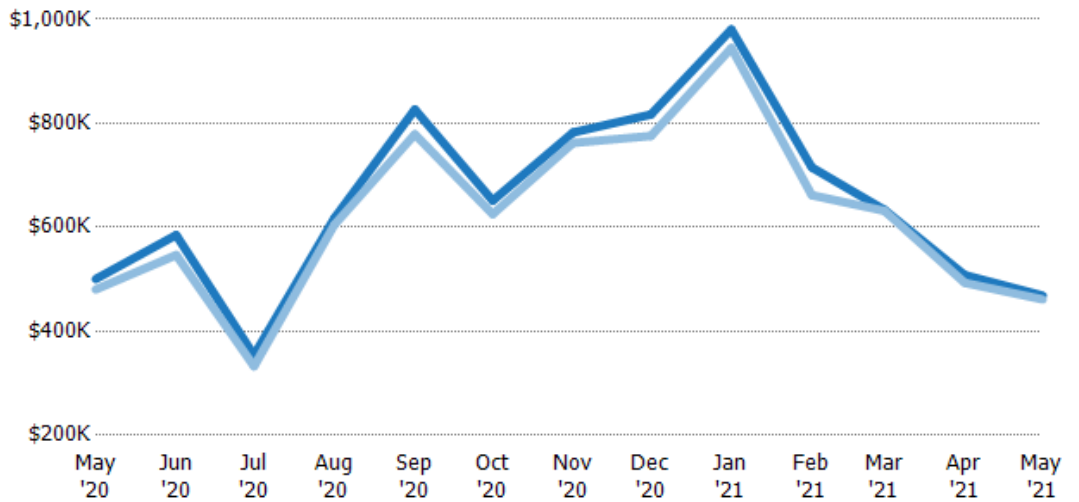
Current Year	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K	\$573K	\$505K	\$468K	\$490K
Prior Year	\$351K	\$603K	\$250K	\$394K	\$450K	\$1.32M	\$133K	\$442K	\$446K	\$580K	\$522K	\$592K	\$423K
Percent Change from Prior Year	20%	-27%	-12%	16%	56%	-60%	349%	20%	15%	-1%	-3%	-21%	16%

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



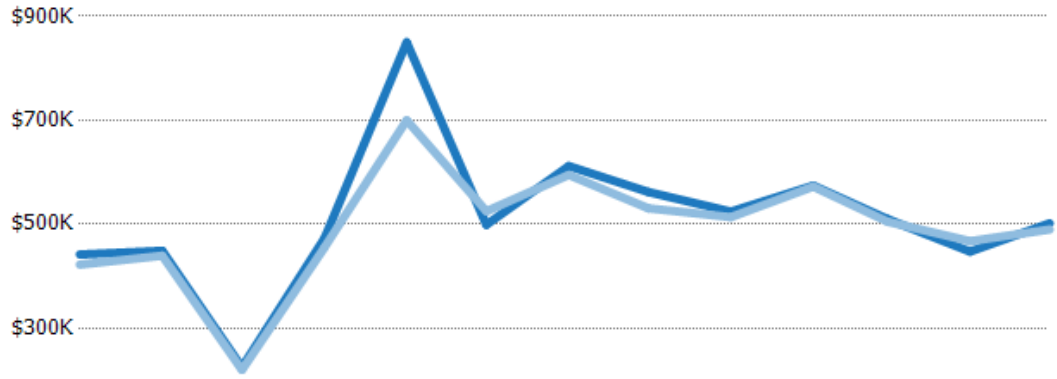
Avg List Price	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K	\$715K	\$633K	\$508K	\$469K
Avg Sales Price	\$480K	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K	\$493K	\$461K
Avg Sales Price as a % of Avg List Price	96%	93%	94%	98%	94%	96%	97%	95%	96%	93%	100%	97%	98%

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



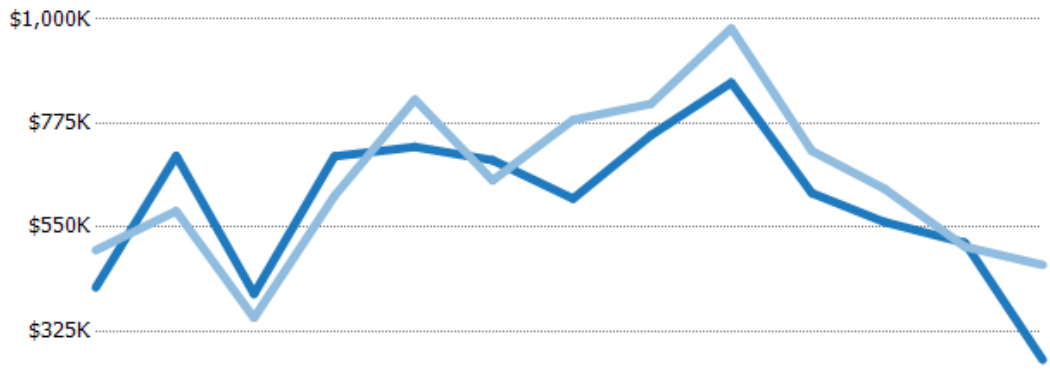
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K	\$447K	\$502K
Median Sales Price	\$423K	\$440K	\$220K	\$455K	\$700K	\$525K	\$595K	\$531K	\$514K	\$573K	\$505K	\$468K	\$490K
Med Sales Price as a % of Med List Price	96%	98%	98%	96%	82%	105%	97%	94%	98%	100%	99%	104%	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



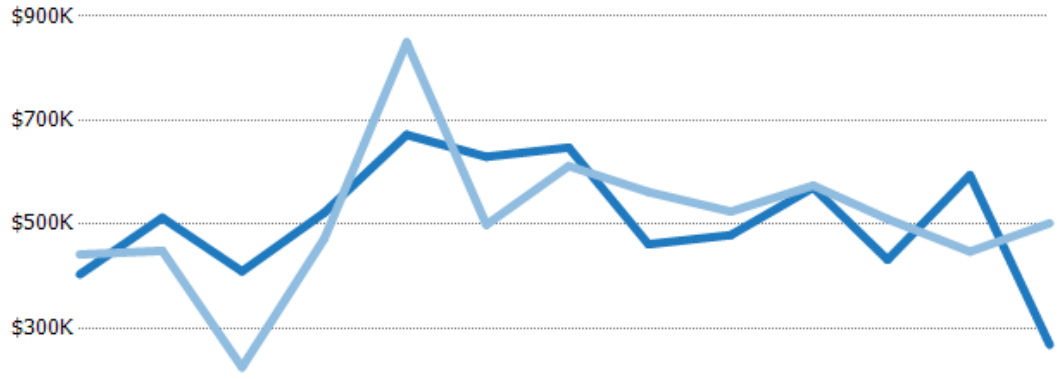
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$420K	\$704K	\$406K	\$703K	\$724K	\$695K	\$612K	\$749K	\$863K	\$624K	\$561K	\$516K	\$263K
Avg Sales Price	\$501K	\$585K	\$354K	\$618K	\$827K	\$651K	\$782K	\$817K	\$980K	\$715K	\$633K	\$508K	\$469K
Avg Sales Price as a % of Avg Est Value	119%	83%	87%	88%	114%	94%	128%	109%	114%	115%	113%	98%	178%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$404K	\$513K	\$409K	\$522K	\$672K	\$630K	\$648K	\$462K	\$479K	\$571K	\$432K	\$594K	\$268K
Median Sales Price	\$442K	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K	\$447K	\$502K
Med Sales Price as a % of Med Est Value	110%	88%	55%	90%	126%	79%	95%	122%	109%	101%	118%	75%	187%