

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	16	-31.3%	40	52	-23.1%
New Listing Volume	\$9,259,900	\$14,356,400	-35.5%	\$35,950,899	\$50,219,200	-28.4%
Active Listing Count	20	53	-62.3%	N/A	N/A	
Active Listing Volume	\$20,027,200	\$58,402,400	-65.7%	N/A	N/A	
Average Listing Price	\$1,001,360	\$1,101,932	-9.1%	\$929,482	\$1,004,883	-7.5%
Median Listing Price	\$577,450	\$597,500	-3.4%	\$571,954	\$590,502	-3.1%
Median Days in RPR	52	145	-64.1%	235.37	217.88	+8%
Months of Inventory	5	13.3	-62.3%	4.4	8.3	-47.2%
Absorption Rate	20%	7.55%	+12.5%	22.92%	12.1%	+10.8%
Sales Activity Charts Metrics						
New Pending Sales Count	5	12	-58.3%	51	48	+6.3%
New Pending Sales Volume	\$4,181,500	\$7,491,000	-44.2%	\$32,997,198	\$28,081,400	+17.5%
Pending Sales Count	17	17	+/-	N/A	N/A	
Pending Sales Volume	\$11,422,000	\$9,703,000	+17.7%	N/A	N/A	
Closed Sales Count	4	12	-66.7%	43	33	+30.3%
Closed Sales Volume	\$2,990,000	\$6,559,600	-54.4%	\$29,852,790	\$18,653,000	+60%
Average Sales Price	\$747,500	\$546,633	+36.7%	\$694,251	\$565,242	+22.8%
Median Sales Price	\$737,500	\$439,500	+67.8%	\$525,698	\$480,091	+9.5%

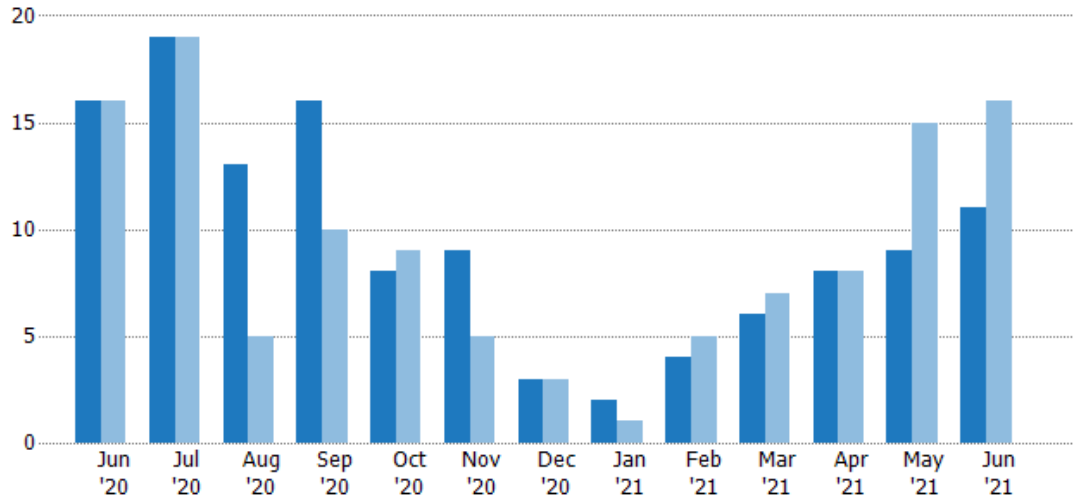
New Listings

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.
Jun '21	11	-31.3%
Jun '20	16	0%
Jun '19	16	-25%



Current Year	16	19	13	16	8	9	3	2	4	6	8	9	11
Prior Year	16	19	5	10	9	5	3	1	5	7	8	15	16
Percent Change from Prior Year	0%	0%	160%	60%	-11%	80%	0%	100%	-20%	-14%	0%	-40%	-31%

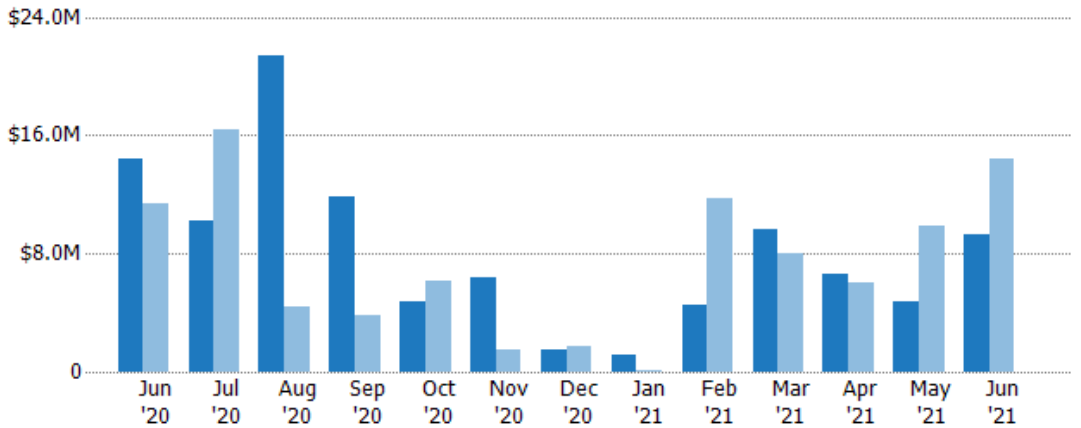
New Listing Volume

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.
Jun '21	\$9.26M	-35.5%
Jun '20	\$14.4M	25.8%
Jun '19	\$11.4M	-25%



Current Year	\$14.4M	\$10.2M	\$21.4M	\$11.8M	\$4.78M	\$6.41M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.72M	\$9.26M
Prior Year	\$11.4M	\$16.3M	\$4.43M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K	\$11.7M	\$8.05M	\$6.04M	\$9.91M	\$14.4M
Percent Change from Prior Year	26%	-38%	382%	213%	-23%	324%	-12%	702%	-61%	20%	10%	-52%	-35%

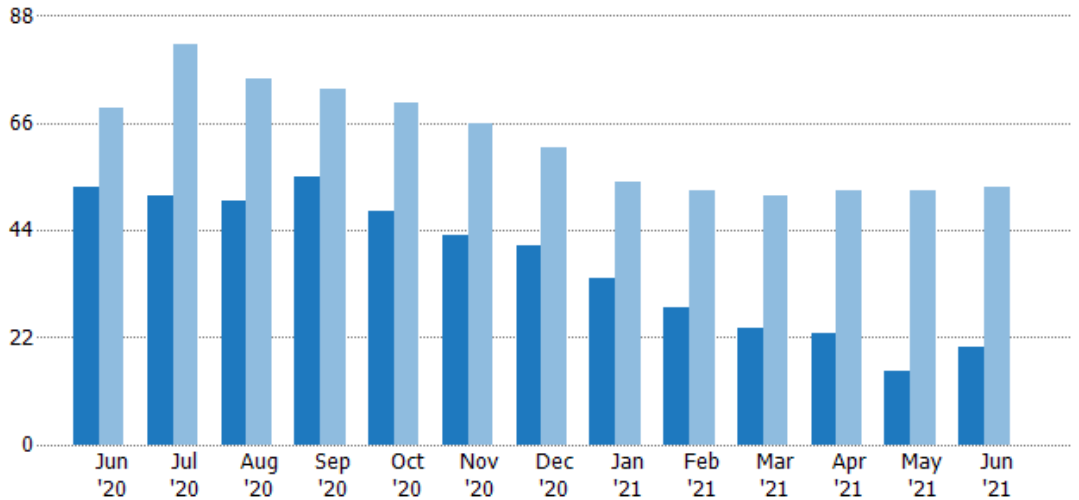
Active Listings

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.
Jun '21	20	-62.3%
Jun '20	53	-23.2%
Jun '19	69	-1.4%



Current Year	53	51	50	55	48	43	41	34	28	24	23	15	20
Prior Year	69	82	75	73	70	66	61	54	52	51	52	52	53
Percent Change from Prior Year	-23%	-38%	-33%	-25%	-31%	-35%	-33%	-37%	-46%	-53%	-56%	-71%	-62%

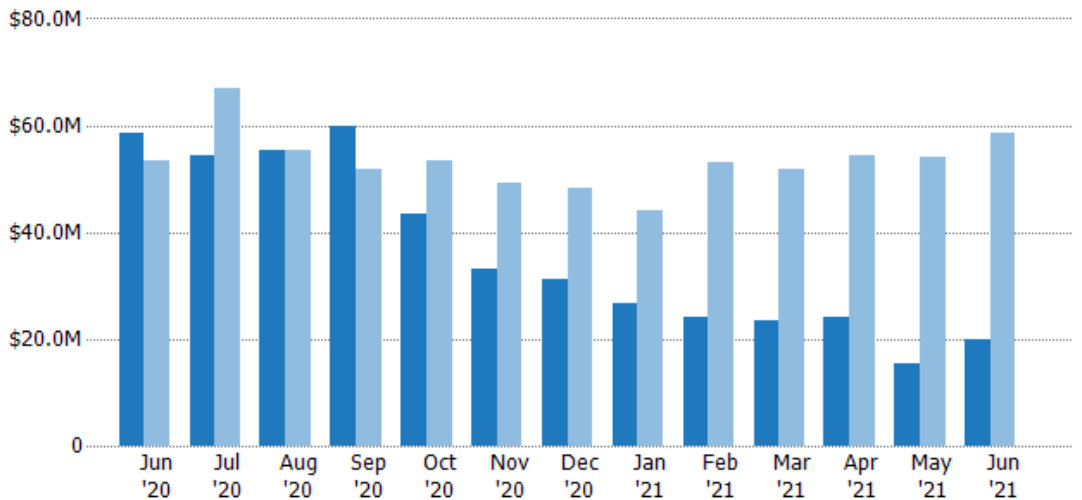
Active Listing Volume

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.
Jun '21	\$20M	-65.7%
Jun '20	\$58.4M	9.6%
Jun '19	\$53.3M	32.9%



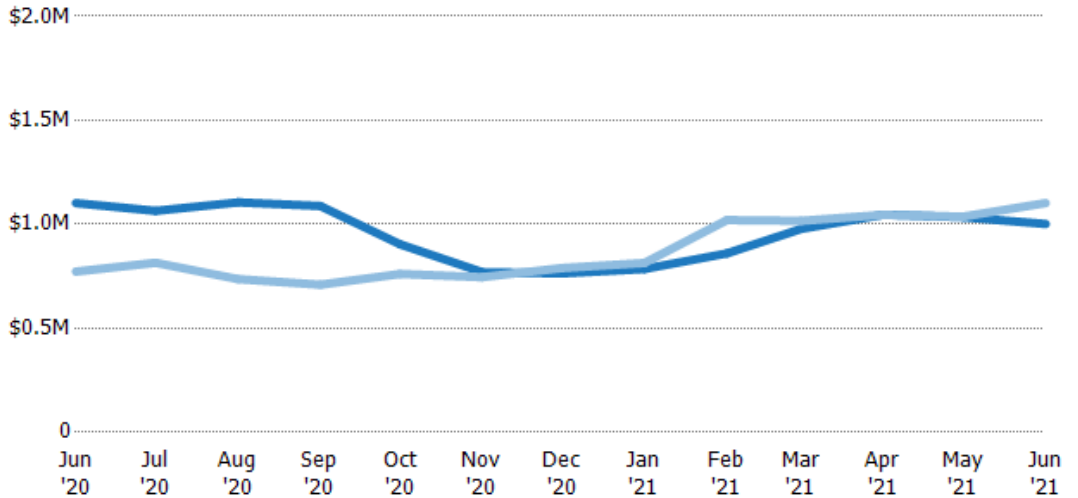
Current Year	\$58.4M	\$54.3M	\$55.3M	\$59.8M	\$43.4M	\$33.1M	\$31.3M	\$26.7M	\$24.1M	\$23.5M	\$24.1M	\$15.5M	\$20M
Prior Year	\$53.3M	\$66.8M	\$55.2M	\$51.8M	\$53.3M	\$49.2M	\$48.2M	\$44M	\$53M	\$51.8M	\$54.4M	\$53.9M	\$58.4M
Percent Change from Prior Year	10%	-19%	0%	16%	-19%	-33%	-35%	-39%	-55%	-55%	-56%	-71%	-66%

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



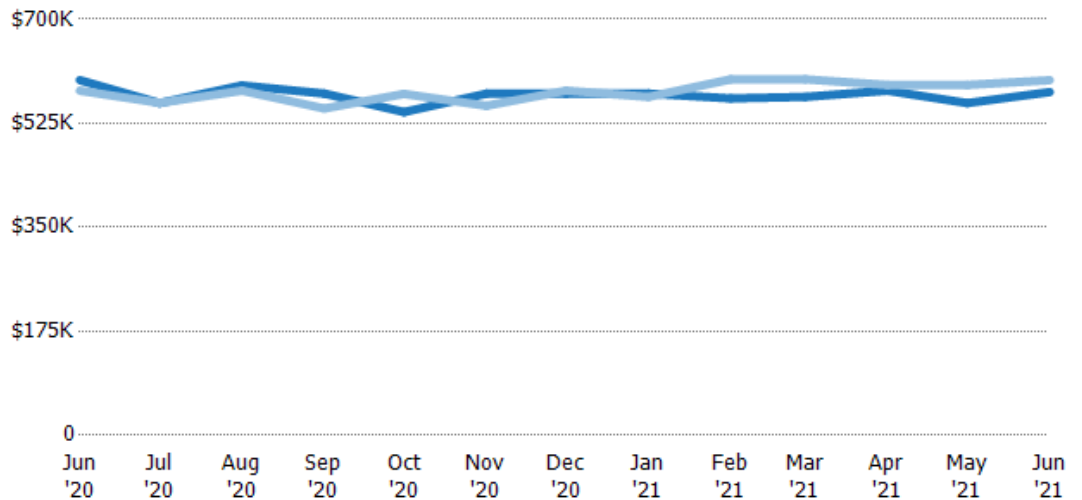
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$1.1M	\$1.06M	\$1.11M	\$1.09M	\$904K	\$770K	\$764K	\$785K	\$860K	\$978K	\$1.05M	\$1.03M	\$1M
Prior Year	\$772K	\$815K	\$736K	\$710K	\$761K	\$746K	\$790K	\$814K	\$1.02M	\$1.02M	\$1.05M	\$1.04M	\$1.1M
Percent Change from Prior Year	43%	31%	50%	53%	19%	3%	-3%	-4%	-16%	-4%	0%	0%	-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



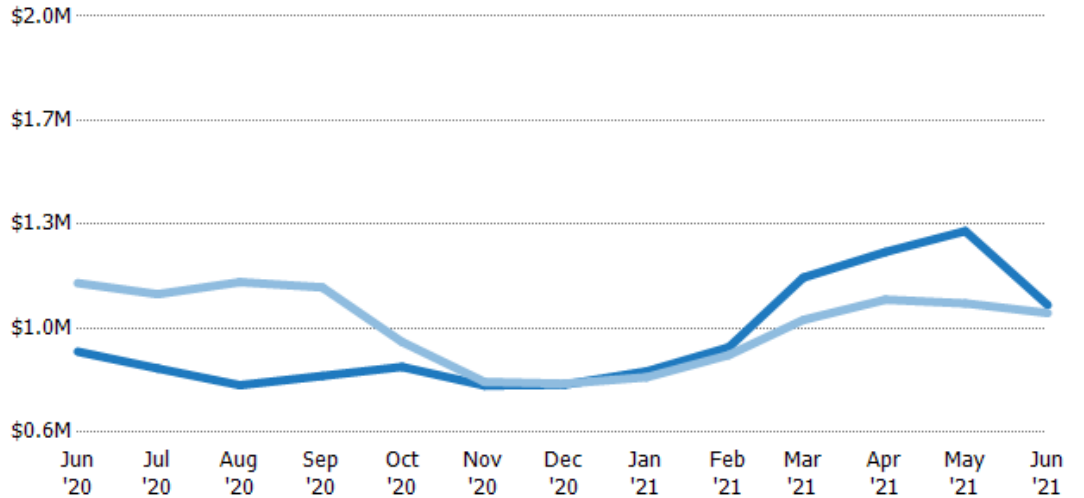
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$598K	\$559K	\$589K	\$575K	\$544K	\$575K	\$575K	\$575K	\$567K	\$569K	\$580K	\$559K	\$577K
Prior Year	\$580K	\$559K	\$580K	\$550K	\$574K	\$554K	\$580K	\$569K	\$599K	\$599K	\$589K	\$589K	\$598K
Percent Change from Prior Year	3%	0%	2%	5%	-5%	4%	-1%	1%	-5%	-5%	-2%	-5%	-3%

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



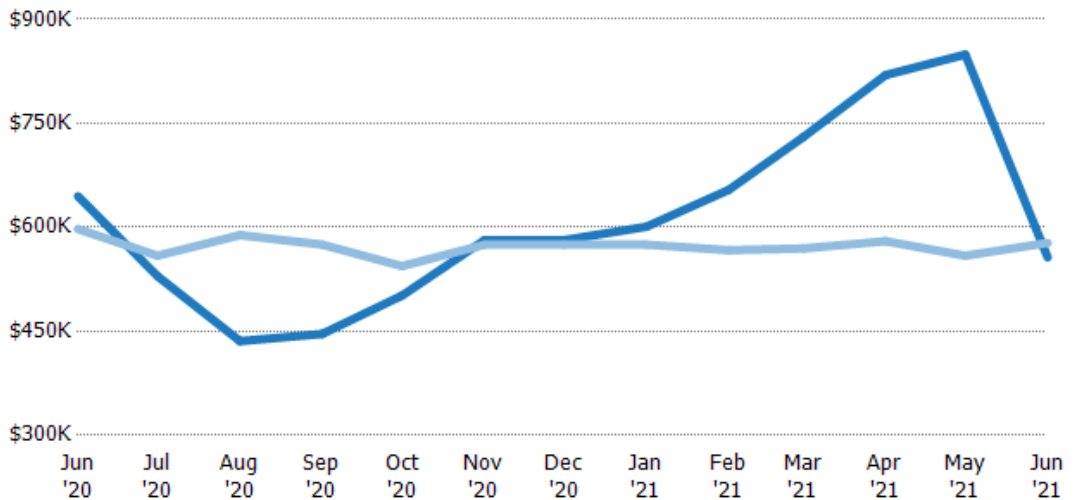
Avg Est Value	\$871K	\$815K	\$758K	\$790K	\$820K	\$757K	\$760K	\$805K	\$886K	\$1.12M	\$1.21M	\$1.28M	\$1.03M
Avg Listing Price	\$1.1M	\$1.06M	\$1.11M	\$1.09M	\$904K	\$770K	\$764K	\$785K	\$860K	\$978K	\$1.05M	\$1.03M	\$1M
Avg Listing Price as a % of Avg Est Value	126%	131%	146%	138%	110%	102%	100%	98%	97%	87%	87%	81%	97%

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



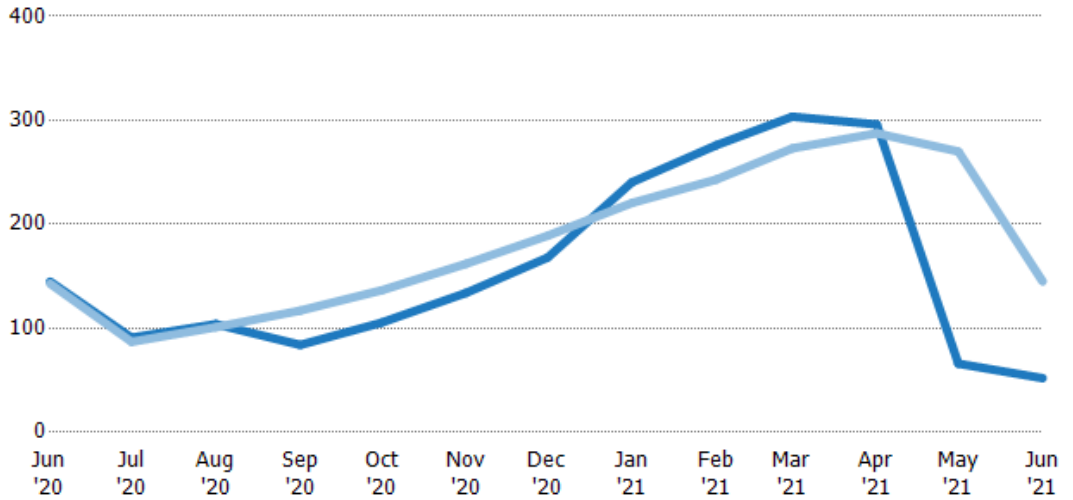
Median Est Value	\$645K	\$529K	\$436K	\$446K	\$501K	\$581K	\$581K	\$601K	\$654K	\$730K	\$820K	\$849K	\$557K
Median Listing Price	\$598K	\$559K	\$589K	\$575K	\$544K	\$575K	\$575K	\$575K	\$567K	\$569K	\$580K	\$559K	\$577K
Med Listing Price as a % of Med Est Value	93%	106%	135%	129%	108%	99%	99%	96%	87%	78%	71%	66%	104%

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



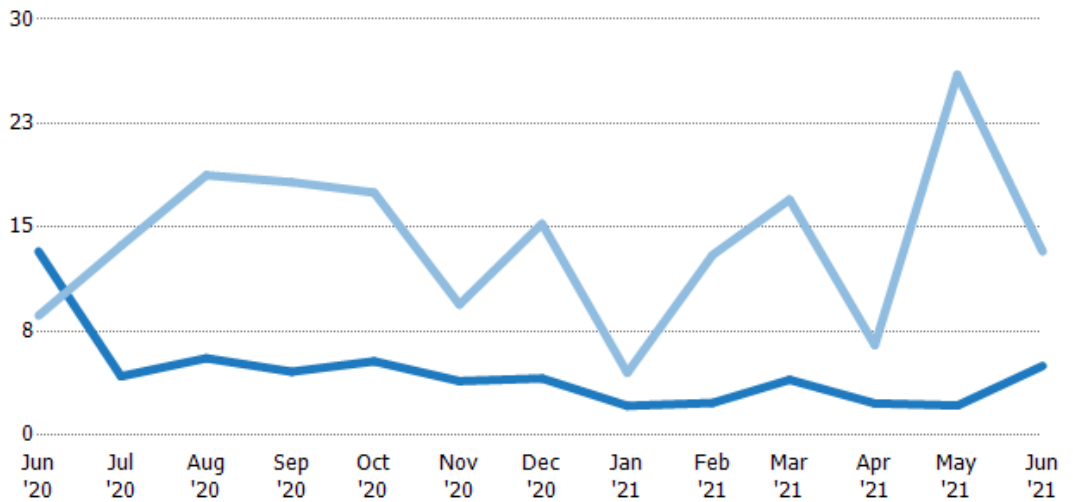
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	145	91	104	84	106	134	168	241	276	304	296	66	52
Prior Year	143	87	101	117	137	162	189	221	243	273	288	270	145
Percent Change from Prior Year	1%	5%	3%	-28%	-23%	-17%	-11%	9%	14%	11%	3%	-76%	-64%

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



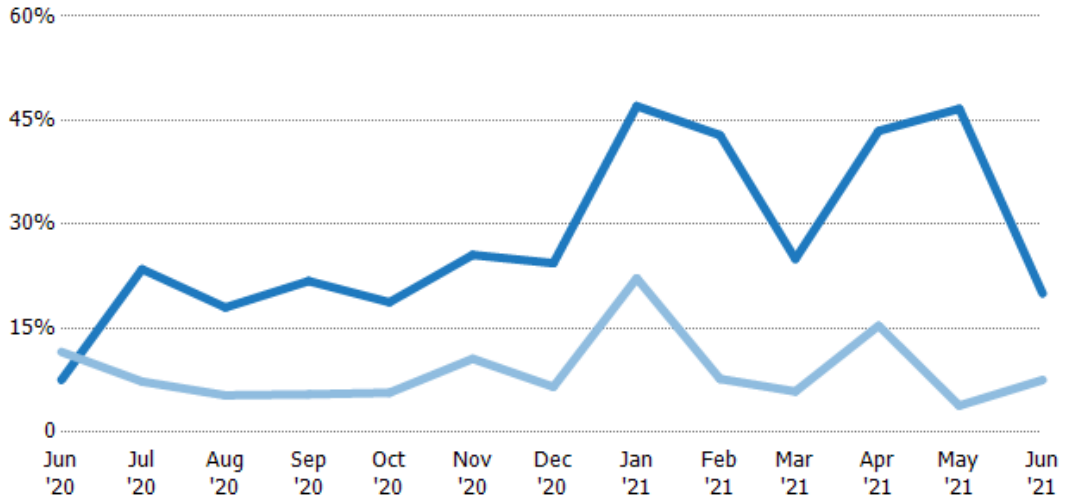
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	13.3	4.25	5.56	4.58	5.33	3.91	4.1	2.13	2.33	4	2.3	2.14	5
Prior Year	8.63	13.7	18.8	18.3	17.5	9.43	15.3	4.5	13	17	6.5	26	13.3
Percent Change from Prior Year	54%	-69%	-70%	-75%	-70%	-59%	-73%	-53%	-82%	-76%	-65%	-92%	-62%

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



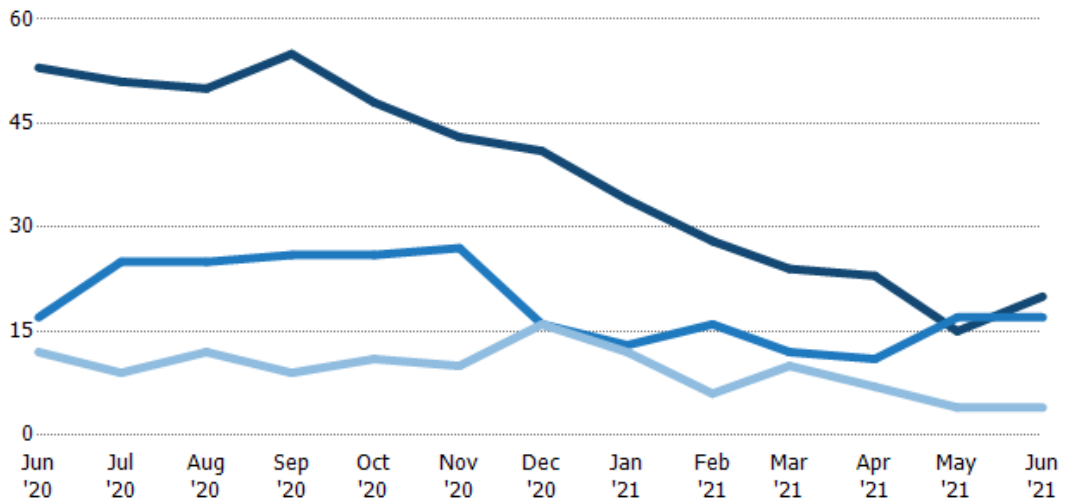
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	8%	24%	18%	22%	19%	26%	24%	47%	43%	25%	43%	47%	20%
Prior Year	12%	7%	5%	5%	6%	11%	7%	22%	8%	6%	15%	4%	8%
Change from Prior Year	4%	-16%	-13%	-16%	-13%	-15%	-18%	-25%	-35%	-19%	-28%	-43%	-12%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	53	51	50	55	48	43	41	34	28	24	23	15	20
Pending	17	25	25	26	26	27	16	13	16	12	11	17	17
Sold	12	9	12	9	11	10	16	12	6	10	7	4	4

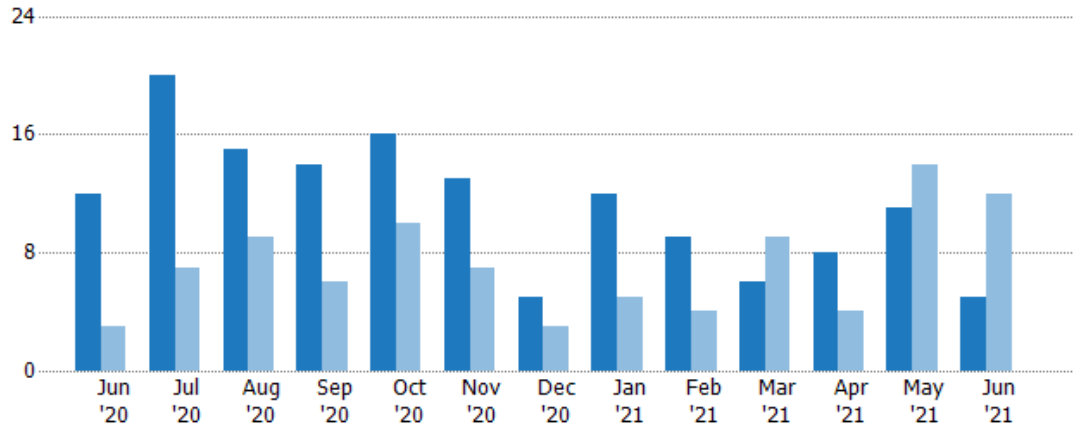
New Pending Sales

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.
Jun '21	5	-58.3%
Jun '20	12	300%
Jun '19	3	133.3%



Current Year	12	20	15	14	16	13	5	12	9	6	8	11	5
Prior Year	3	7	9	6	10	7	3	5	4	9	4	14	12
Percent Change from Prior Year	300%	186%	67%	133%	60%	86%	67%	140%	125%	-33%	100%	-21%	-58%

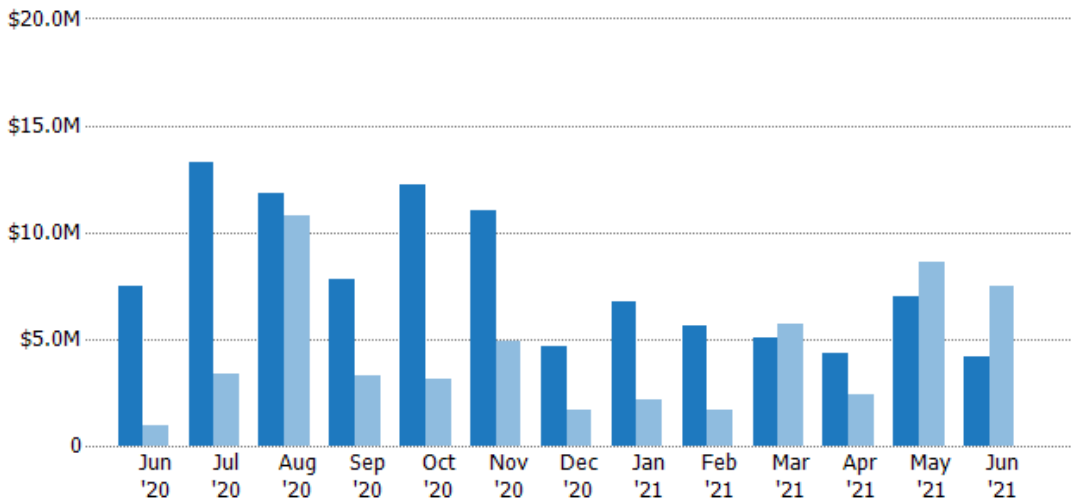
New Pending Sales Volume

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.
Jun '21	\$4.18M	-44.2%
Jun '20	\$7.49M	655.5%
Jun '19	\$992K	68.7%



Current Year	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$4.63M	\$6.77M	\$5.64M	\$5.07M	\$4.36M	\$6.98M	\$4.18M
Prior Year	\$992K	\$3.35M	\$10.8M	\$3.26M	\$3.16M	\$4.94M	\$1.68M	\$2.17M	\$1.67M	\$5.74M	\$2.39M	\$8.61M	\$7.49M
Percent Change from Prior Year	656%	296%	9%	140%	287%	124%	176%	211%	238%	-12%	82%	-19%	-44%

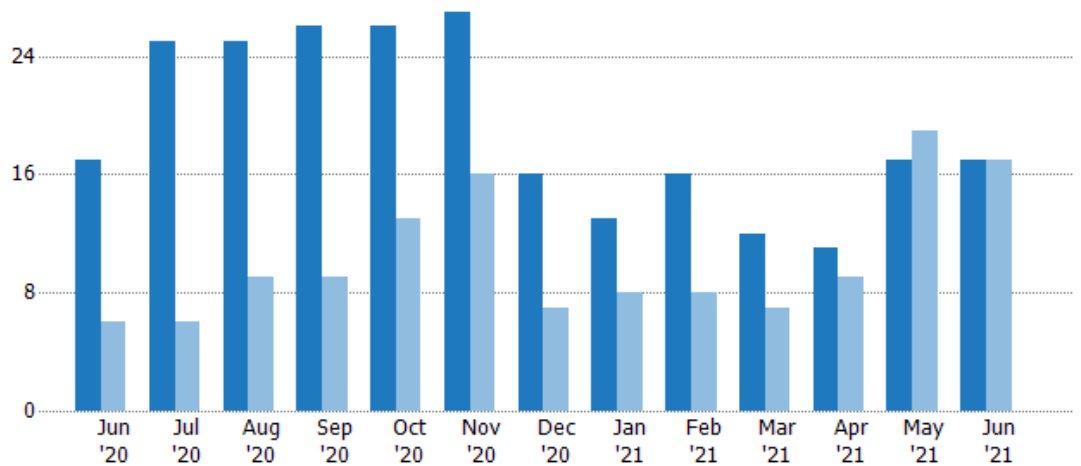
Pending Sales

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.
Jun '21	17	0%
Jun '20	17	183.3%
Jun '19	6	16.7%



Current Year	17	25	25	26	26	27	16	13	16	12	11	17	17
Prior Year	6	6	9	9	13	16	7	8	8	7	9	19	17
Percent Change from Prior Year	183%	317%	178%	189%	100%	69%	129%	63%	100%	71%	22%	-11%	0%

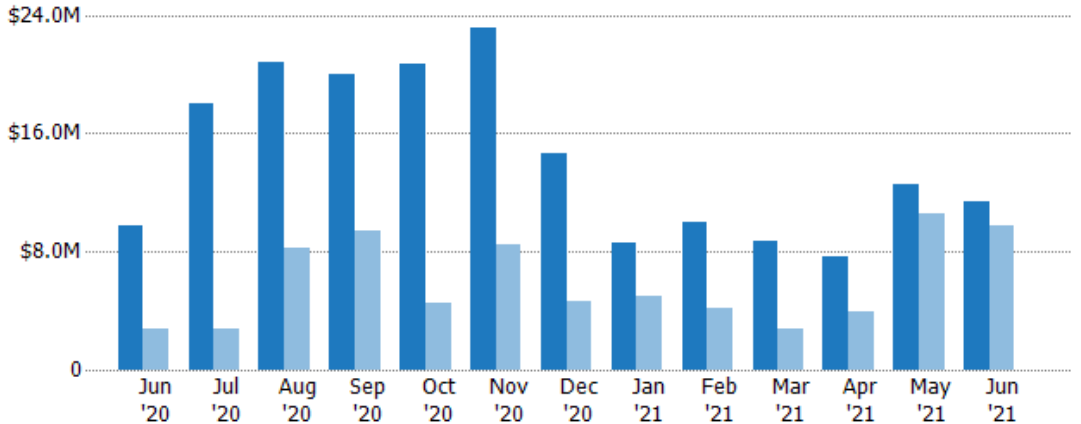
Pending Sales Volume

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.
Jun '21	\$11.4M	17.7%
Jun '20	\$9.7M	249.3%
Jun '19	\$2.78M	-13.3%



Current Year	\$9.7M	\$18M	\$20.8M	\$20M	\$20.7M	\$23.1M	\$14.6M	\$8.59M	\$9.94M	\$8.67M	\$7.64M	\$12.6M	\$11.4M
Prior Year	\$2.78M	\$2.74M	\$8.23M	\$9.39M	\$4.53M	\$8.52M	\$4.62M	\$5M	\$4.17M	\$2.74M	\$3.9M	\$10.5M	\$9.7M
Percent Change from Prior Year	249%	556%	153%	113%	357%	171%	217%	72%	138%	216%	96%	19%	18%

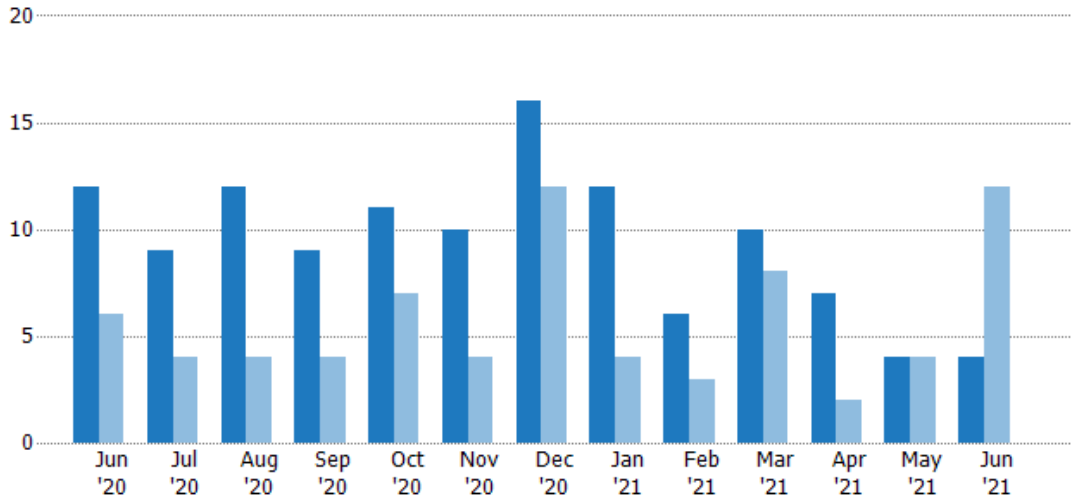
Closed Sales

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.
Jun '21	4	-66.7%
Jun '20	12	100%
Jun '19	6	-33.3%



Current Year	12	9	12	9	11	10	16	12	6	10	7	4	4
Prior Year	6	4	4	4	7	4	12	4	3	8	2	4	12
Percent Change from Prior Year	100%	125%	200%	125%	57%	150%	33%	200%	100%	25%	250%	0%	-67%

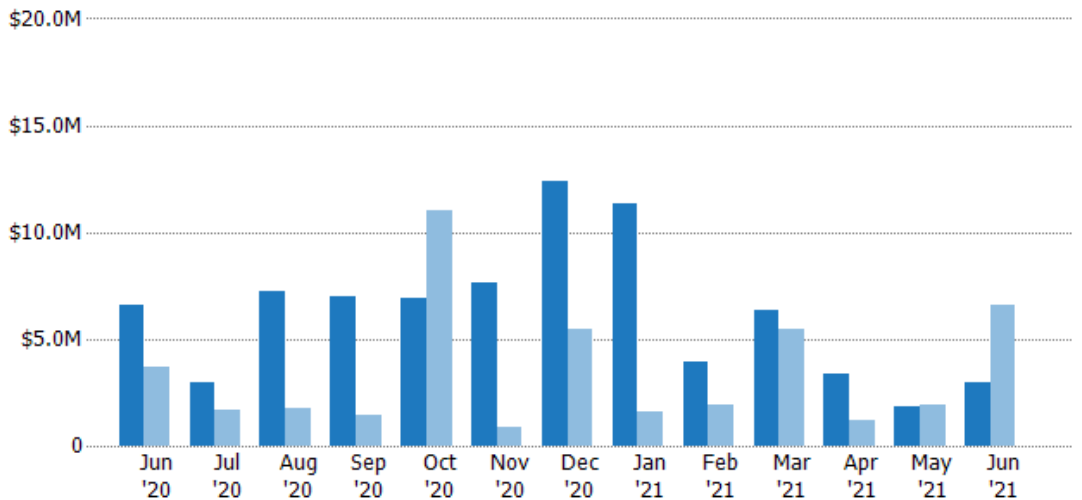
Closed Sales Volume

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.
Jun '21	\$2.99M	-54.4%
Jun '20	\$6.56M	79.4%
Jun '19	\$3.66M	-76.7%



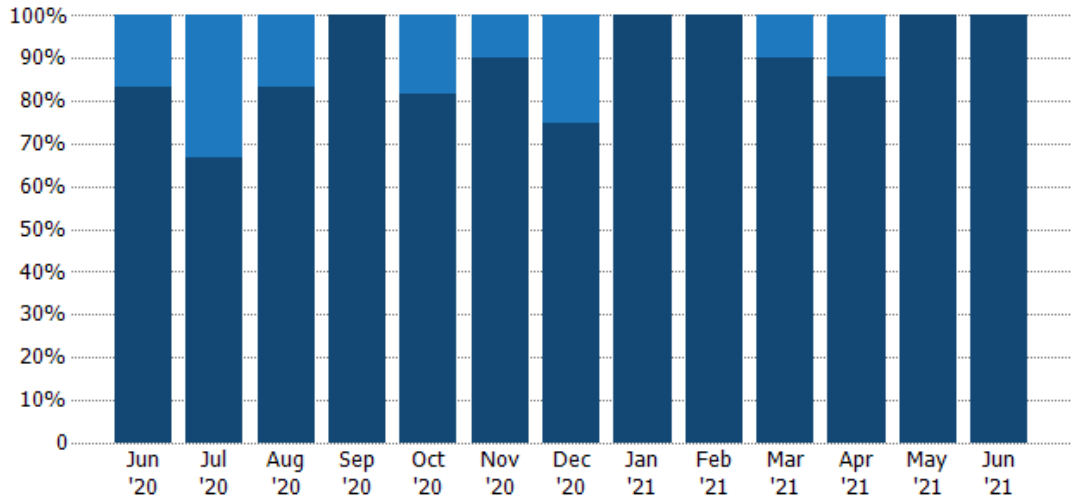
Current Year	\$6.56M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$12.4M	\$11.3M	\$3.97M	\$6.32M	\$3.39M	\$1.85M	\$2.99M
Prior Year	\$3.66M	\$1.65M	\$1.72M	\$1.46M	\$11M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$5.43M	\$1.18M	\$1.92M	\$6.56M
Percent Change from Prior Year	79%	82%	322%	382%	-37%	757%	128%	593%	107%	16%	187%	-4%	-54%

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



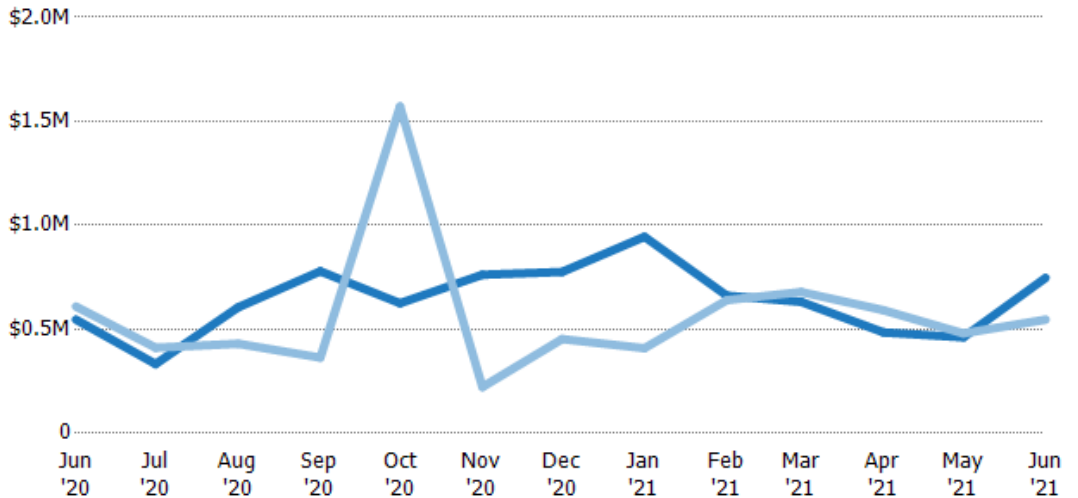
Condo/Townhouse	17%	33%	17%	-	18%	10%	25%	-	-	10%	14%	-	-
Single Family Residence	83%	67%	83%	100%	82%	90%	75%	100%	100%	90%	86%	100%	100%

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



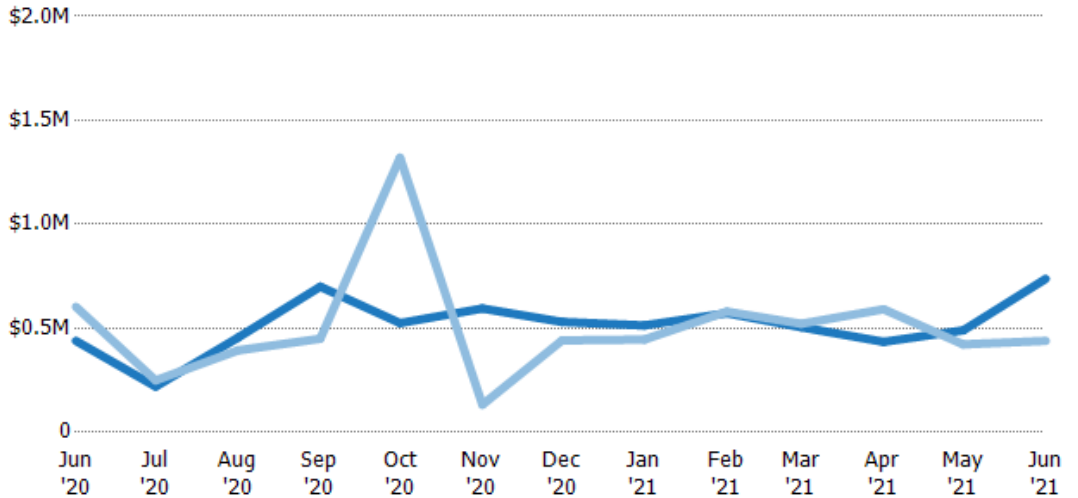
Current Year	\$547K	\$333K	\$605K	\$779K	\$625K	\$762K	\$776K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K
Prior Year	\$609K	\$412K	\$431K	\$364K	\$1.57M	\$222K	\$453K	\$409K	\$640K	\$679K	\$592K	\$480K	\$547K
Percent Change from Prior Year	-10%	-19%	41%	114%	-60%	243%	71%	131%	3%	-7%	-18%	-4%	37%

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



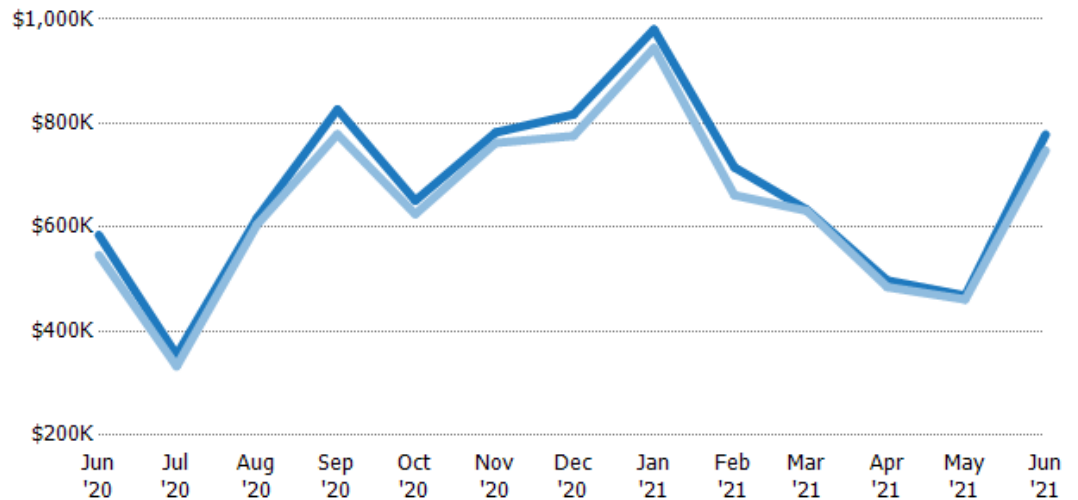
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '20	\$440K	\$603K	-27%
Jul '20	\$220K	\$250K	-12%
Aug '20	\$455K	\$394K	16%
Sep '20	\$700K	\$450K	56%
Oct '20	\$525K	\$1.32M	-60%
Nov '20	\$595K	\$133K	349%
Dec '20	\$531K	\$442K	20%
Jan '21	\$514K	\$446K	15%
Feb '21	\$573K	\$580K	-1%
Mar '21	\$505K	\$522K	-3%
Apr '21	\$435K	\$592K	-26%
May '21	\$490K	\$423K	16%
Jun '21	\$738K	\$440K	68%

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



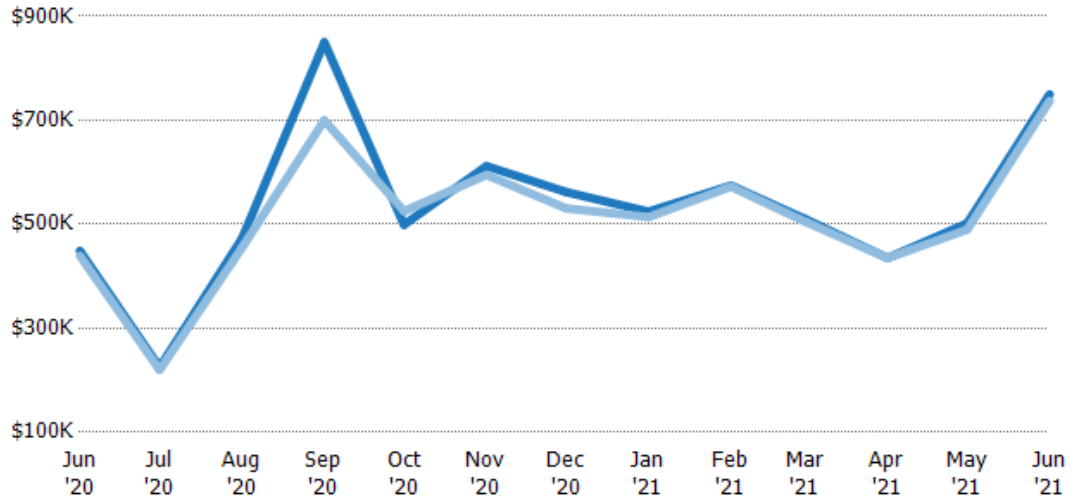
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Jun '20	\$585K	\$547K	93%
Jul '20	\$354K	\$333K	94%
Aug '20	\$618K	\$605K	98%
Sep '20	\$827K	\$779K	94%
Oct '20	\$651K	\$625K	96%
Nov '20	\$782K	\$762K	97%
Dec '20	\$817K	\$776K	95%
Jan '21	\$980K	\$945K	96%
Feb '21	\$715K	\$662K	93%
Mar '21	\$633K	\$632K	100%
Apr '21	\$498K	\$485K	97%
May '21	\$469K	\$461K	98%
Jun '21	\$779K	\$748K	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

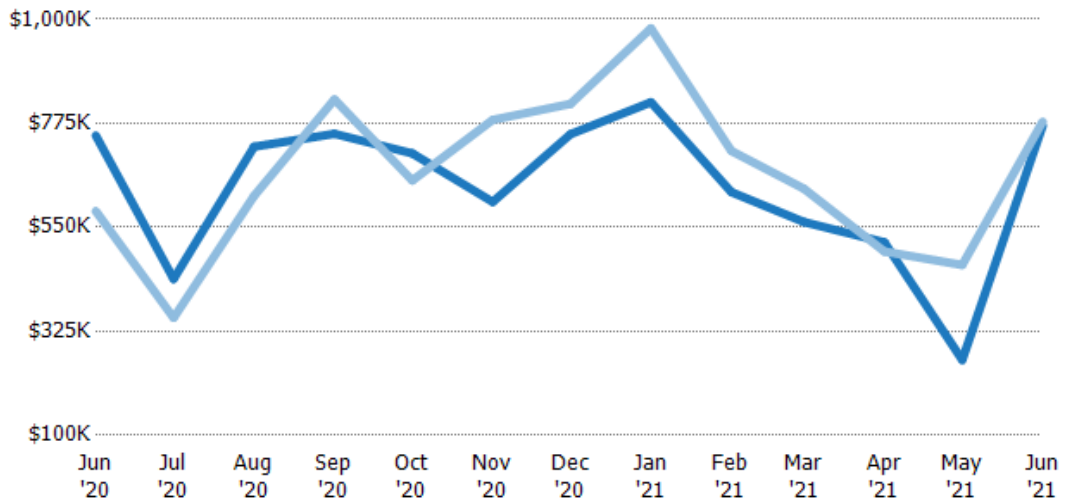


Average Sales Price vs Average Est Value

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

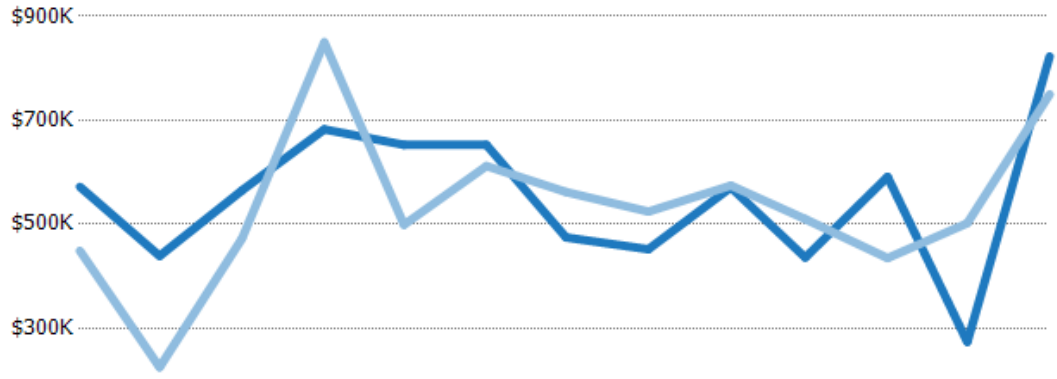


Median Sales Price vs Median Est Value

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$572K	\$439K	\$565K	\$683K	\$653K	\$653K	\$475K	\$452K	\$571K	\$436K	\$591K	\$274K	\$823K
Median Sales Price	\$449K	\$225K	\$473K	\$850K	\$499K	\$612K	\$562K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K
Med Sales Price as a % of Med Est Value	78%	51%	84%	125%	76%	94%	118%	116%	101%	117%	74%	183%	91%