

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	16	-62.5%	66	98	-32.7%
New Listing Volume	\$5,095,500	\$11,792,900	-56.8%	\$59,149,299	\$83,149,399	-28.9%
Active Listing Count	27	55	-50.9%	N/A	N/A	
Active Listing Volume	\$23,369,800	\$59,415,899	-60.7%	N/A	N/A	
Average Listing Price	\$865,548	\$1,080,289	-19.9%	\$883,891	\$915,918	-3.5%
Median Listing Price	\$529,000	\$575,000	-8%	\$587,702	\$584,958	+0.5%
Median Days in RPR	89	86	+3.5%	175.07	151.02	+15.9%
Months of Inventory	3.9	5	-22.9%	4	9.5	-58.4%
Absorption Rate	25.93%	20%	+5.9%	25.31%	10.53%	+14.8%
Sales Activity Charts Metrics						
New Pending Sales Count	5	14	-64.3%	71	97	-26.8%
New Pending Sales Volume	\$2,237,500	\$7,812,500	-71.4%	\$51,146,198	\$60,971,700	-16.1%
Pending Sales Count	4	26	-84.6%	N/A	N/A	
Pending Sales Volume	\$4,825,000	\$20,015,400	-75.9%	N/A	N/A	
Closed Sales Count	8	9	-11.1%	69	61	+13.1%
Closed Sales Volume	\$8,422,500	\$7,009,900	+20.2%	\$49,093,130	\$34,507,900	+42.3%
Average Sales Price	\$1,052,813	\$778,878	+35.2%	\$711,495	\$565,703	+25.8%
Median Sales Price	\$453,750	\$700,000	-35.2%	\$506,688	\$437,131	+15.9%

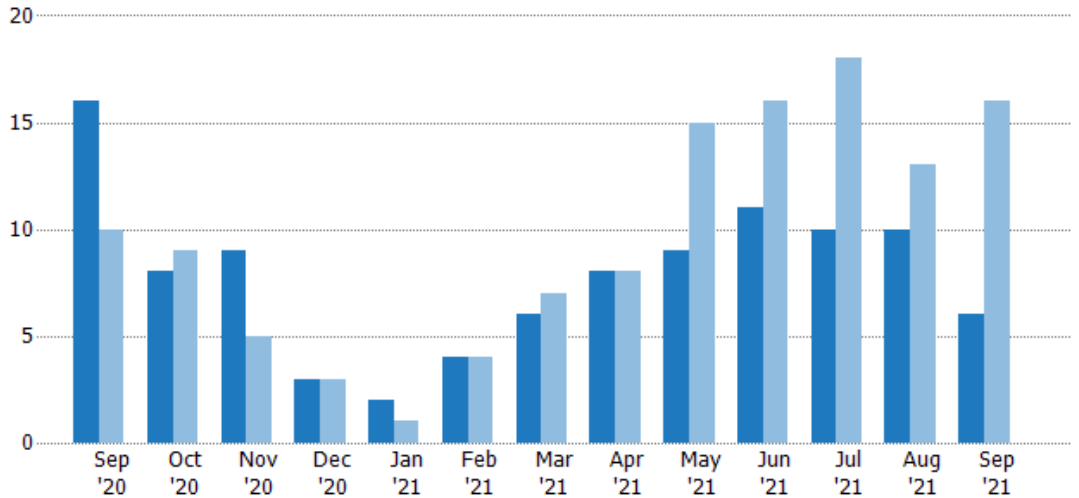
New Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Sep '21	6	16	-62.5%
Sep '20	16	10	60%
Sep '19	10	10	0%

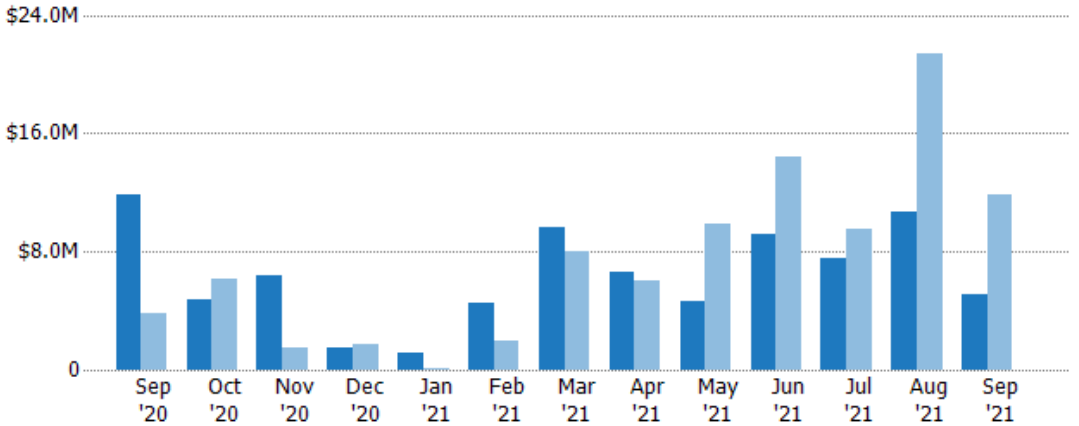
New Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Sep '21	\$5.1M	\$11.8M	-56.8%
Sep '20	\$11.8M	\$3.79M	211.4%
Sep '19	\$3.79M	\$3.79M	144.3%

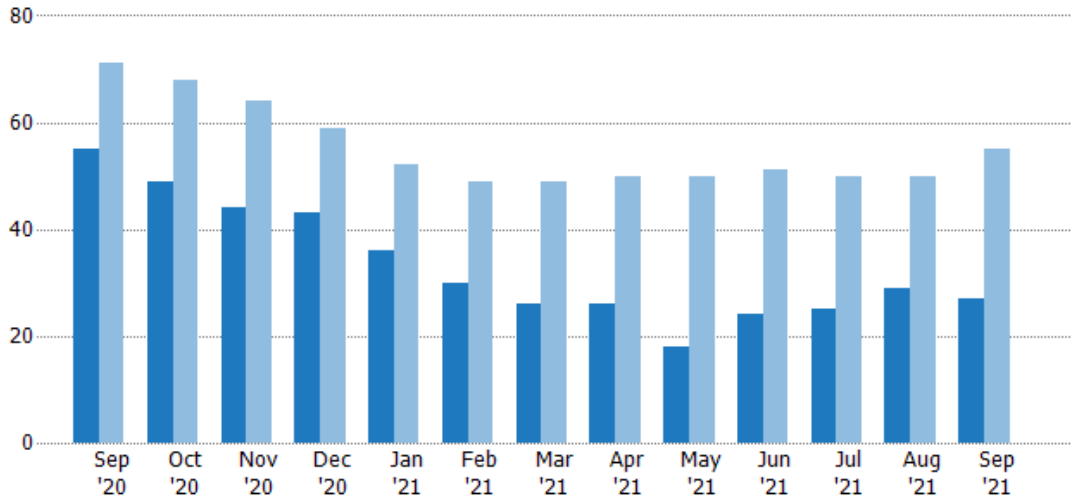
Active Listings

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.
Sep '21	27	-50.9%
Sep '20	55	-22.5%
Sep '19	71	-8.5%



Current Year	55	49	44	43	36	30	26	26	18	24	25	29	27
Prior Year	71	68	64	59	52	49	49	50	50	51	50	50	55
Percent Change from Prior Year	-23%	-28%	-31%	-27%	-31%	-39%	-47%	-48%	-64%	-53%	-50%	-42%	-51%

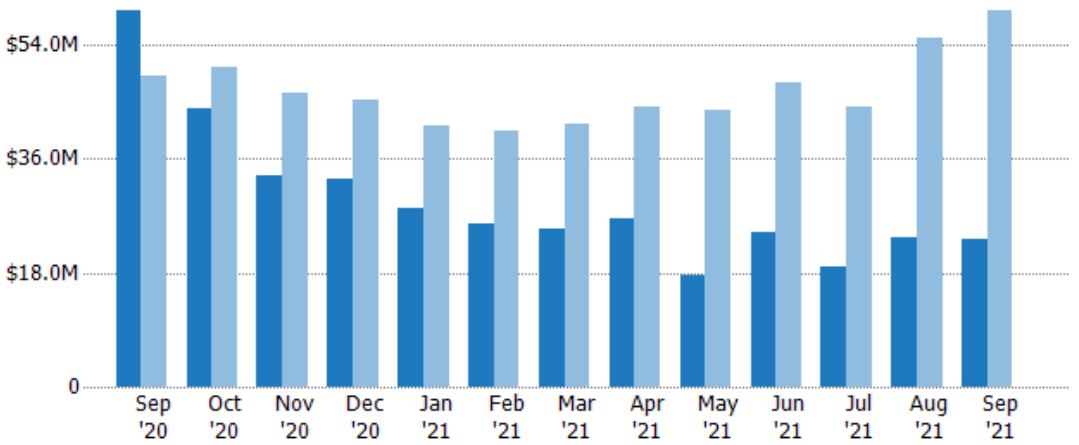
Active Listing Volume

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.
Sep '21	\$23.4M	-60.7%
Sep '20	\$59.4M	21.2%
Sep '19	\$49M	34.6%



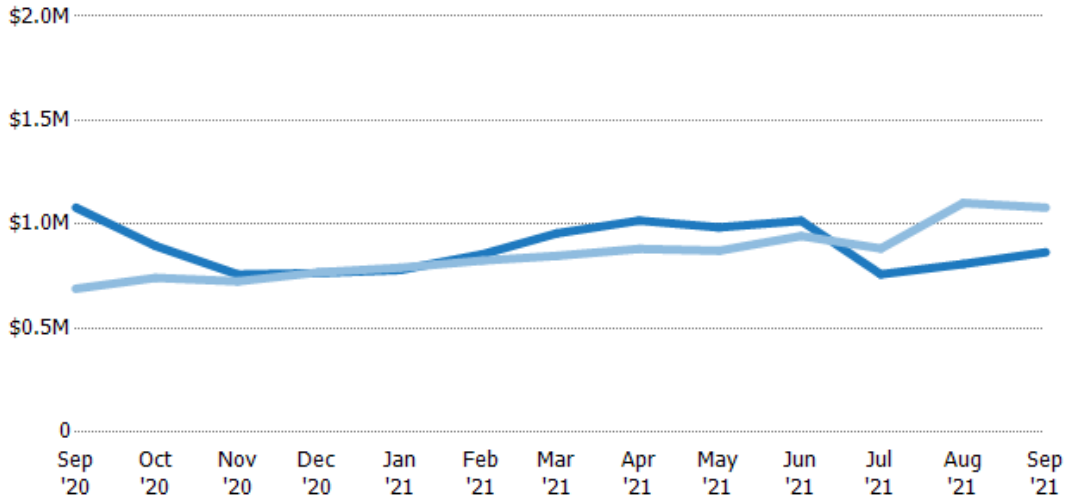
Current Year	\$59.4M	\$43.9M	\$33.4M	\$32.9M	\$28.1M	\$25.7M	\$24.9M	\$26.5M	\$17.7M	\$24.4M	\$19M	\$23.5M	\$23.4M
Prior Year	\$49M	\$50.5M	\$46.4M	\$45.3M	\$41.1M	\$40.5M	\$41.5M	\$44.1M	\$43.6M	\$48.1M	\$44.2M	\$55.1M	\$59.4M
Percent Change from Prior Year	21%	-13%	-28%	-27%	-32%	-37%	-40%	-40%	-59%	-49%	-57%	-57%	-61%

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



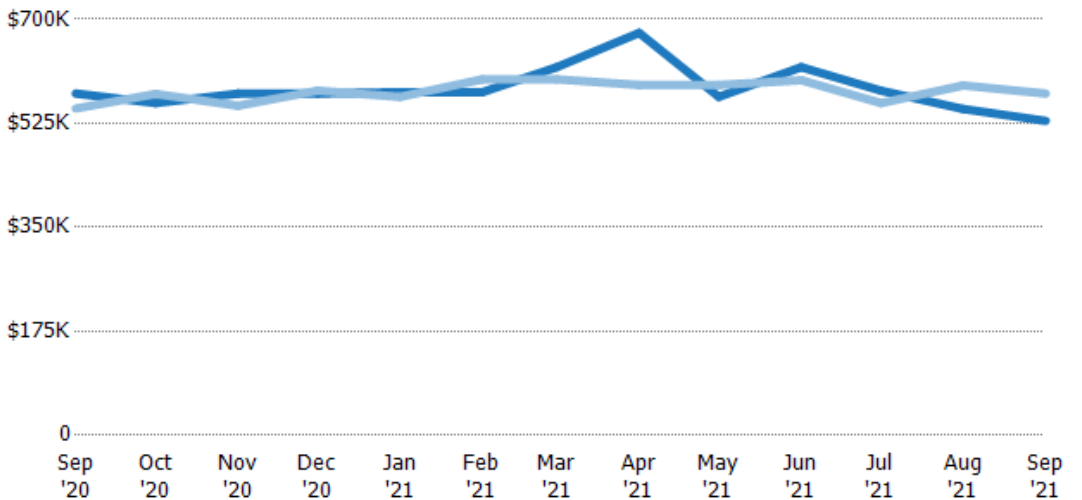
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$1.08M	\$896K	\$759K	\$765K	\$780K	\$856K	\$956K	\$1.02M	\$985K	\$1.02M	\$759K	\$809K	\$866K
Prior Year	\$690K	\$742K	\$726K	\$768K	\$791K	\$826K	\$848K	\$882K	\$873K	\$943K	\$884K	\$1.1M	\$1.08M
Percent Change from Prior Year	56%	21%	5%	0%	-1%	4%	13%	15%	13%	8%	-14%	-27%	-20%

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



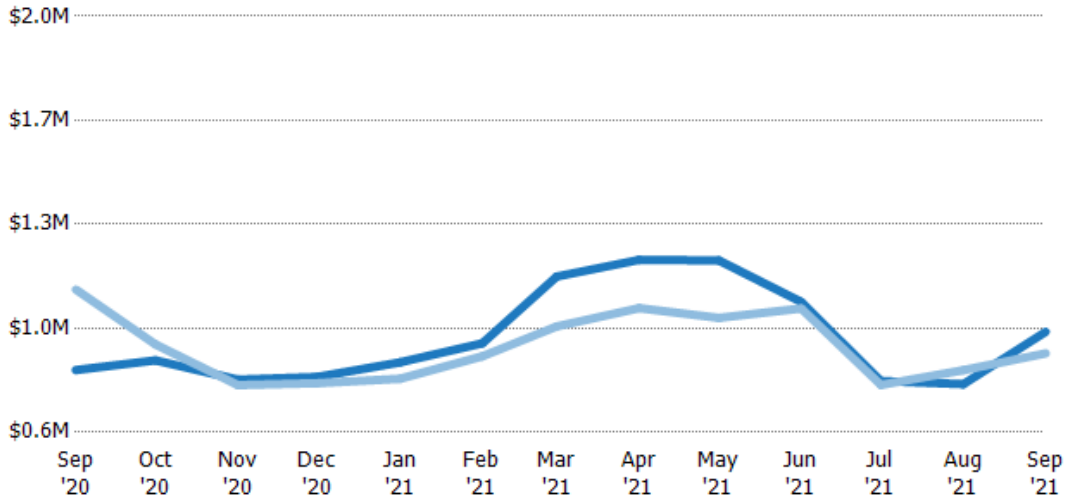
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$575K	\$559K	\$575K	\$575K	\$577K	\$577K	\$619K	\$677K	\$569K	\$619K	\$580K	\$549K	\$529K
Prior Year	\$550K	\$574K	\$554K	\$580K	\$569K	\$599K	\$599K	\$589K	\$589K	\$598K	\$559K	\$589K	\$575K
Percent Change from Prior Year	5%	-3%	4%	-1%	1%	-4%	3%	15%	-3%	4%	4%	-7%	-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



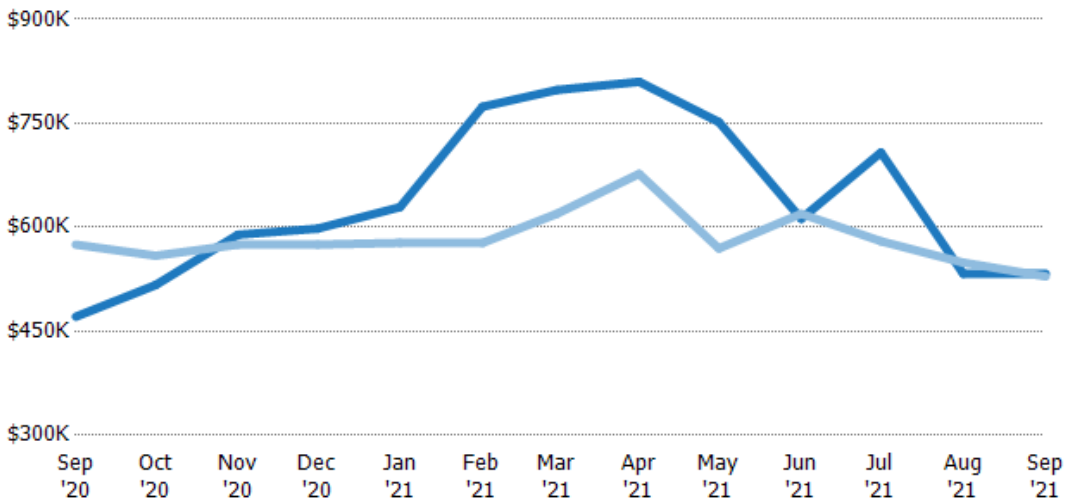
Avg Est Value	\$809K	\$842K	\$777K	\$786K	\$835K	\$899K	\$1.12M	\$1.18M	\$1.18M	\$1.04M	\$773K	\$762K	\$938K
Avg Listing Price	\$1.08M	\$896K	\$759K	\$765K	\$780K	\$856K	\$956K	\$1.02M	\$985K	\$1.02M	\$759K	\$809K	\$866K
Avg Listing Price as a % of Avg Est Value	133%	106%	98%	97%	93%	95%	85%	86%	84%	98%	98%	106%	92%

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



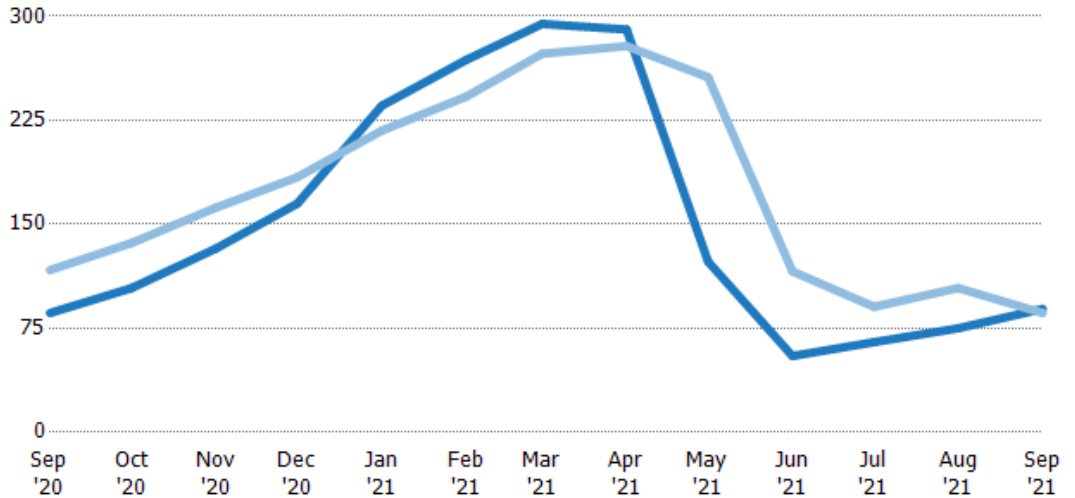
Median Est Value	\$471K	\$517K	\$589K	\$598K	\$629K	\$774K	\$798K	\$810K	\$752K	\$612K	\$708K	\$533K	\$533K
Median Listing Price	\$575K	\$559K	\$575K	\$575K	\$577K	\$577K	\$619K	\$677K	\$569K	\$619K	\$580K	\$549K	\$529K
Med Listing Price as a % of Med Est Value	122%	108%	98%	96%	92%	75%	78%	84%	76%	101%	82%	103%	99%

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.
Sep '21	89	3.5%
Sep '20	86	-26.5%
Sep '19	117	-0.9%

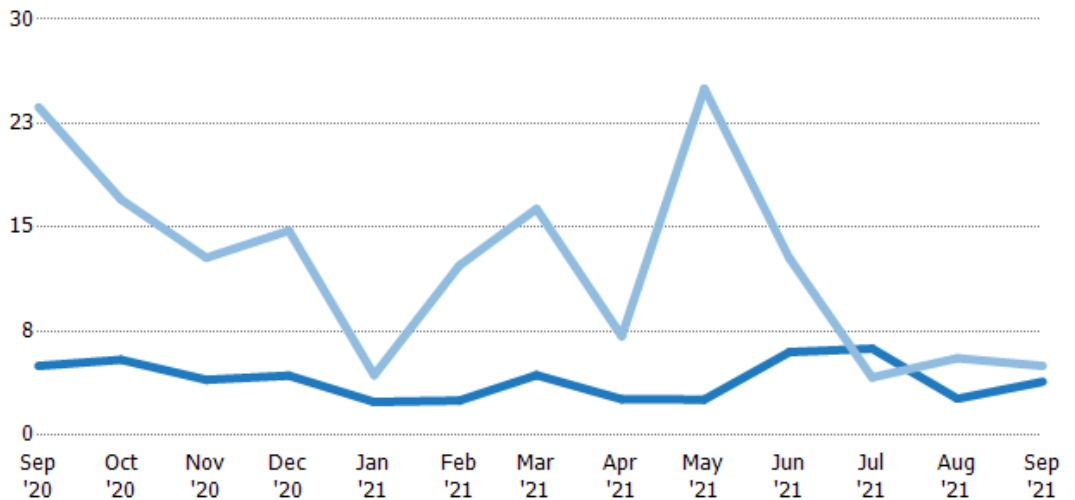
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	86	104	133	165	236	269	295	291	123	55	65	75	89
Prior Year	117	137	162	184	218	242	273	279	256	116	90.5	104	86
Percent Change from Prior Year	-26%	-24%	-18%	-10%	8%	11%	8%	4%	-52%	-53%	-28%	-28%	3%

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.
Sep '21	3.86	-22.9%
Sep '20	5	-78.9%
Sep '19	23.7	-60.8%

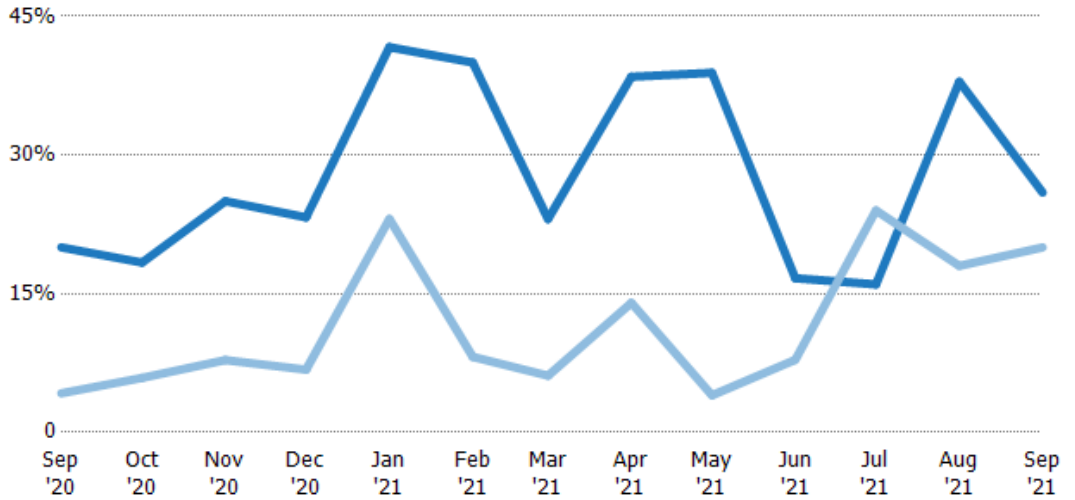
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	5	5.44	4	4.3	2.4	2.5	4.33	2.6	2.57	6	6.25	2.64	3.86
Prior Year	23.7	17	12.8	14.8	4.33	12.3	16.3	7.14	25	12.8	4.17	5.56	5
Percent Change from Prior Year	-79%	-68%	-69%	-71%	-45%	-80%	-73%	-64%	-90%	-53%	50%	-53%	-23%

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



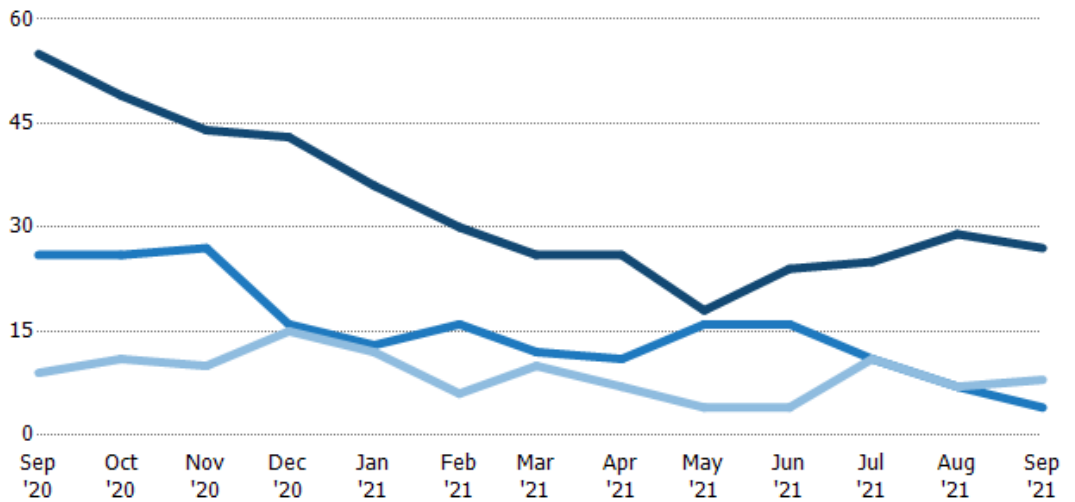
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	20%	18%	25%	23%	42%	40%	23%	38%	39%	17%	16%	38%	26%
Prior Year	4%	6%	8%	7%	23%	8%	6%	14%	4%	8%	24%	18%	20%
Change from Prior Year	-16%	-12%	-17%	-16%	-19%	-32%	-17%	-24%	-35%	-9%	8%	-20%	-6%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	55	49	44	43	36	30	26	26	18	24	25	29	27
Pending	26	26	27	16	13	16	12	11	16	16	11	7	4
Sold	9	11	10	15	12	6	10	7	4	4	11	7	8

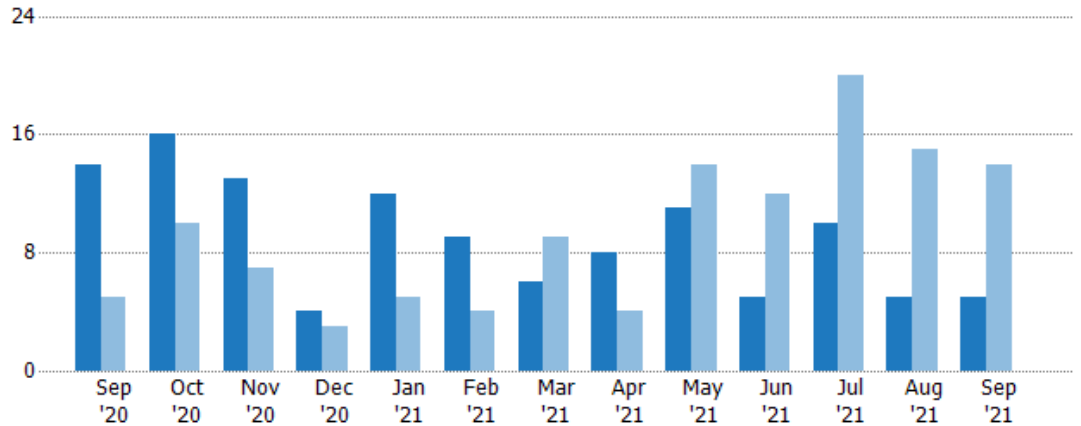
New Pending Sales

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.
Sep '21	5	-64.3%
Sep '20	14	180%
Sep '19	5	60%



Current Year	14	16	13	4	12	9	6	8	11	5	10	5	5
Prior Year	5	10	7	3	5	4	9	4	14	12	20	15	14
Percent Change from Prior Year	180%	60%	86%	33%	140%	125%	-33%	100%	-21%	-58%	-50%	-67%	-64%

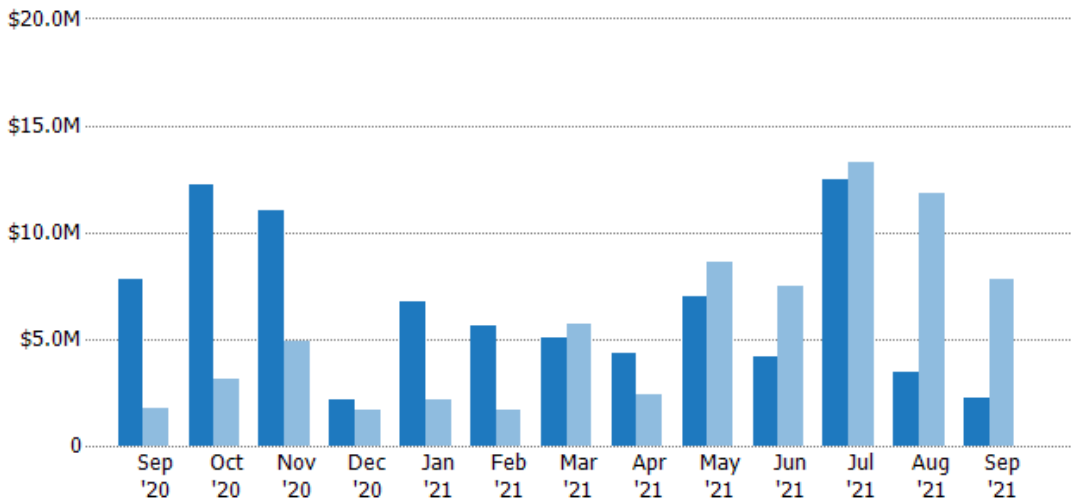
New Pending Sales Volume

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.
Sep '21	\$2.24M	-71.4%
Sep '20	\$7.81M	338.4%
Sep '19	\$1.78M	129%



Current Year	\$7.81M	\$12.2M	\$11M	\$2.18M	\$6.77M	\$5.64M	\$5.07M	\$4.36M	\$6.98M	\$4.18M	\$12.5M	\$3.44M	\$2.24M
Prior Year	\$1.78M	\$3.16M	\$4.94M	\$1.68M	\$2.17M	\$1.67M	\$5.74M	\$2.39M	\$8.61M	\$7.49M	\$13.3M	\$11.8M	\$7.81M
Percent Change from Prior Year	338%	287%	124%	30%	211%	238%	-12%	82%	-19%	-44%	-6%	-71%	-71%

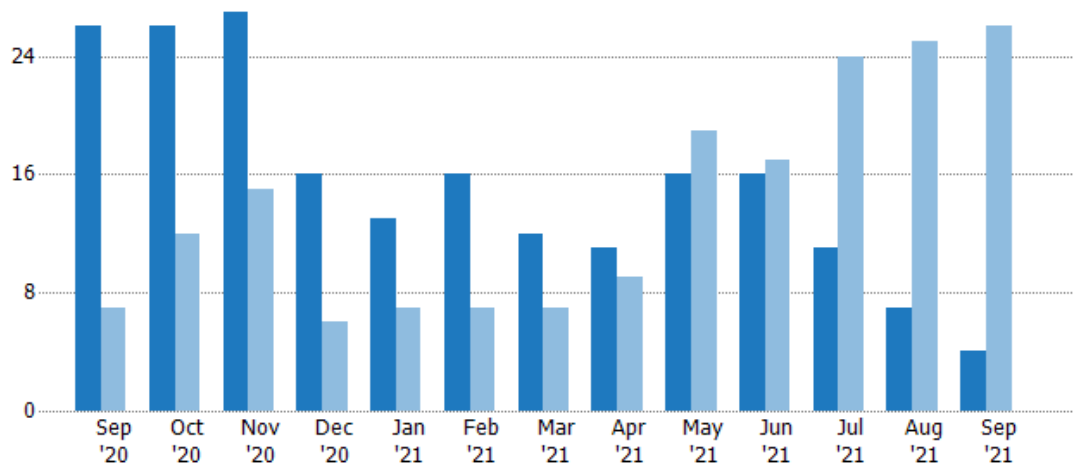
Pending Sales

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.
Sep '21	4	-84.6%
Sep '20	26	271.4%
Sep '19	7	114.3%



Current Year	26	26	27	16	13	16	12	11	16	16	11	7	4
Prior Year	7	12	15	6	7	7	7	9	19	17	24	25	26
Percent Change from Prior Year	271%	117%	80%	167%	86%	129%	71%	22%	-16%	-6%	-54%	-72%	-85%

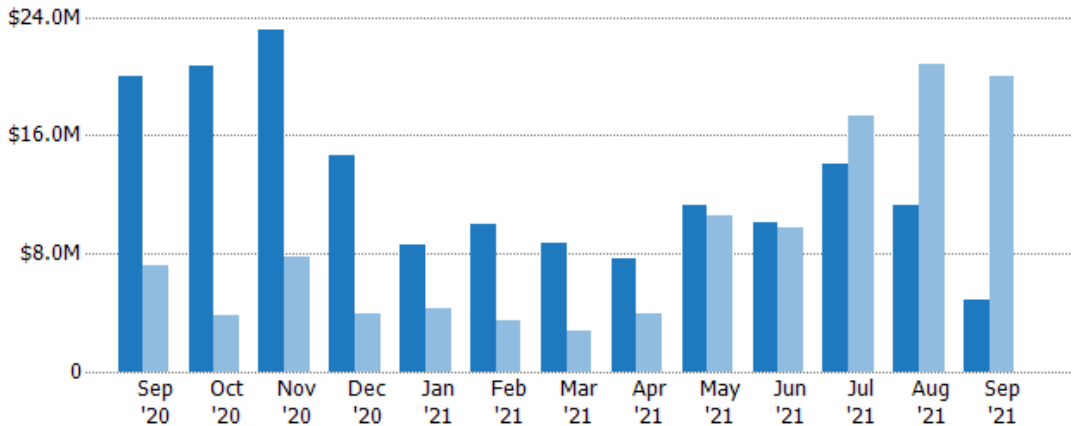
Pending Sales Volume

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.
Sep '21	\$4.83M	-75.9%
Sep '20	\$20M	177.3%
Sep '19	\$7.22M	38.3%



Current Year	\$20M	\$20.7M	\$23.1M	\$14.6M	\$8.59M	\$9.94M	\$8.67M	\$7.64M	\$11.3M	\$10.1M	\$14.1M	\$11.3M	\$4.83M
Prior Year	\$7.22M	\$3.83M	\$7.82M	\$3.92M	\$4.3M	\$3.47M	\$2.74M	\$3.9M	\$10.5M	\$9.7M	\$17.3M	\$20.8M	\$20M
Percent Change from Prior Year	177%	441%	195%	273%	100%	186%	216%	96%	7%	4%	-19%	-46%	-76%

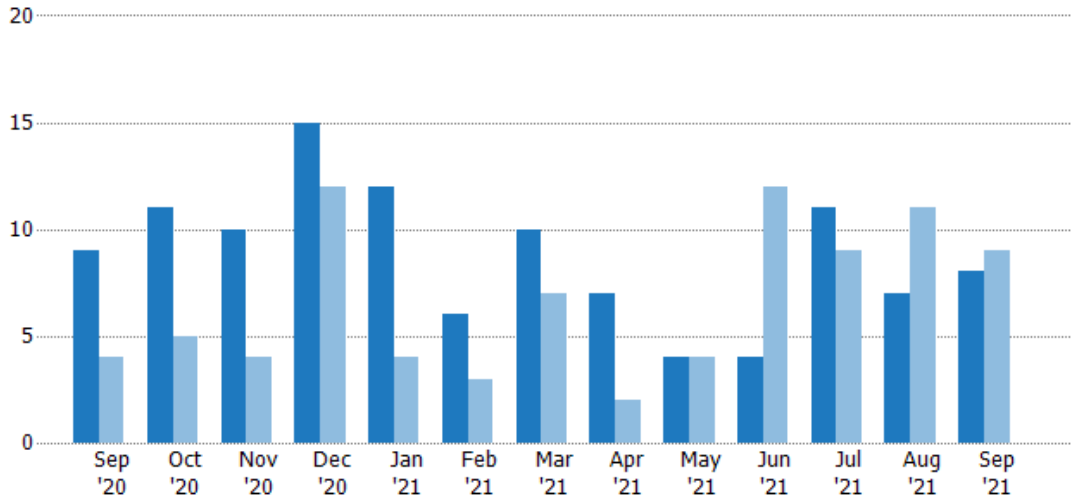
Closed Sales

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.
Sep '21	8	-11.1%
Sep '20	9	125%
Sep '19	4	-50%



Current Year	9	11	10	15	12	6	10	7	4	4	11	7	8
Prior Year	4	5	4	12	4	3	7	2	4	12	9	11	9
Percent Change from Prior Year	125%	120%	150%	25%	200%	100%	43%	250%	0%	-67%	22%	-36%	-11%

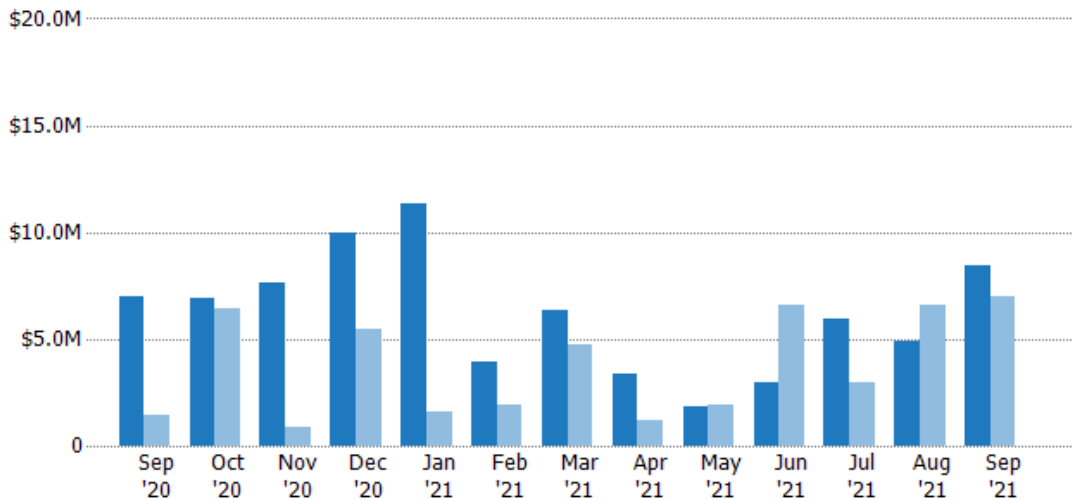
Closed Sales Volume

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.
Sep '21	\$8.42M	20.2%
Sep '20	\$7.01M	381.8%
Sep '19	\$1.46M	-0.7%



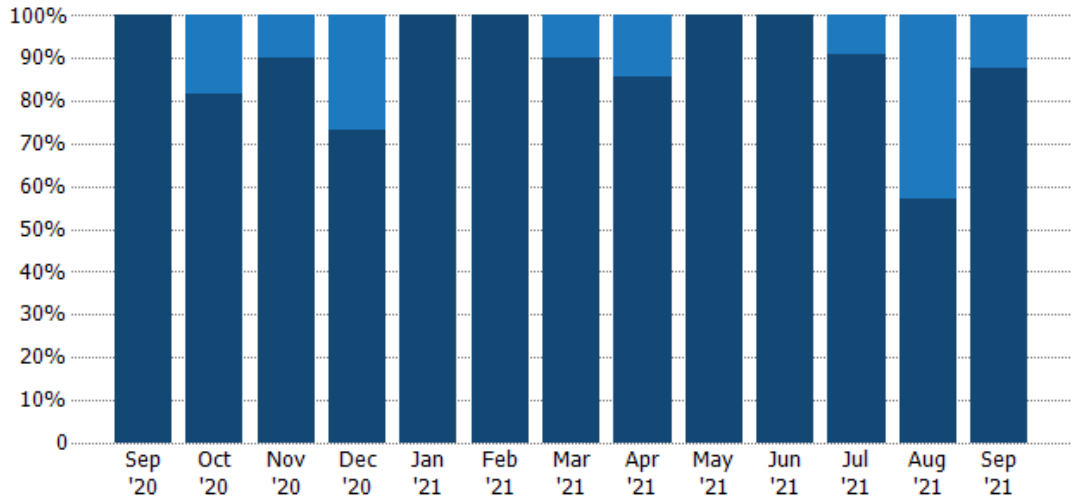
Current Year	\$7.01M	\$6.88M	\$7.62M	\$9.96M	\$11.3M	\$3.97M	\$6.32M	\$3.39M	\$1.85M	\$2.99M	\$5.94M	\$4.88M	\$8.42M
Prior Year	\$1.46M	\$6.43M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$4.7M	\$1.18M	\$1.92M	\$6.56M	\$2.99M	\$6.59M	\$7.01M
Percent Change from Prior Year	382%	7%	757%	83%	593%	107%	34%	187%	-4%	-54%	98%	-26%	20%

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



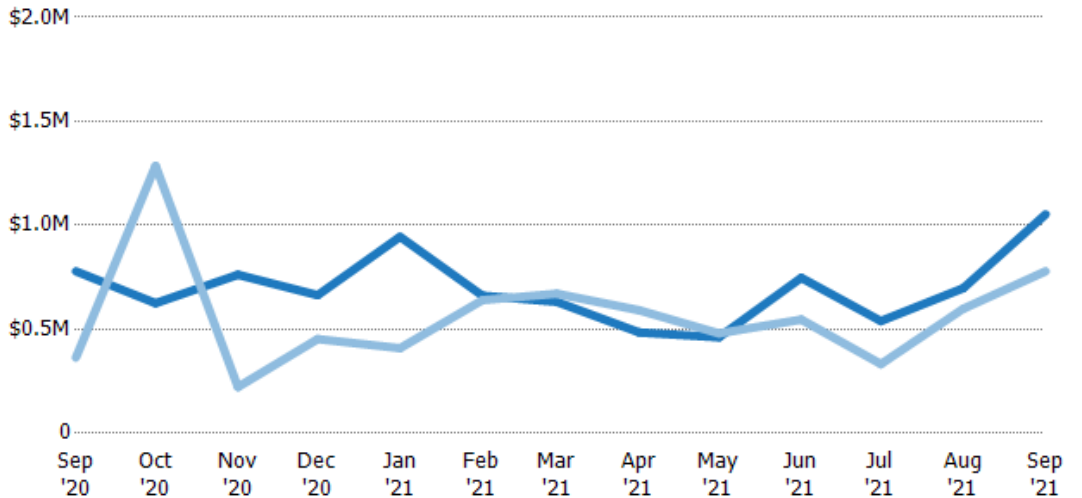
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	-	18%	10%	27%	-	-	10%	14%	-	-	9%	43%	13%
Single Family Residence	100%	82%	90%	73%	100%	100%	90%	86%	100%	100%	91%	57%	88%

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.
Sep '21	\$1.05M	35.2%
Sep '20	\$779K	114.1%
Sep '19	\$364K	98.6%

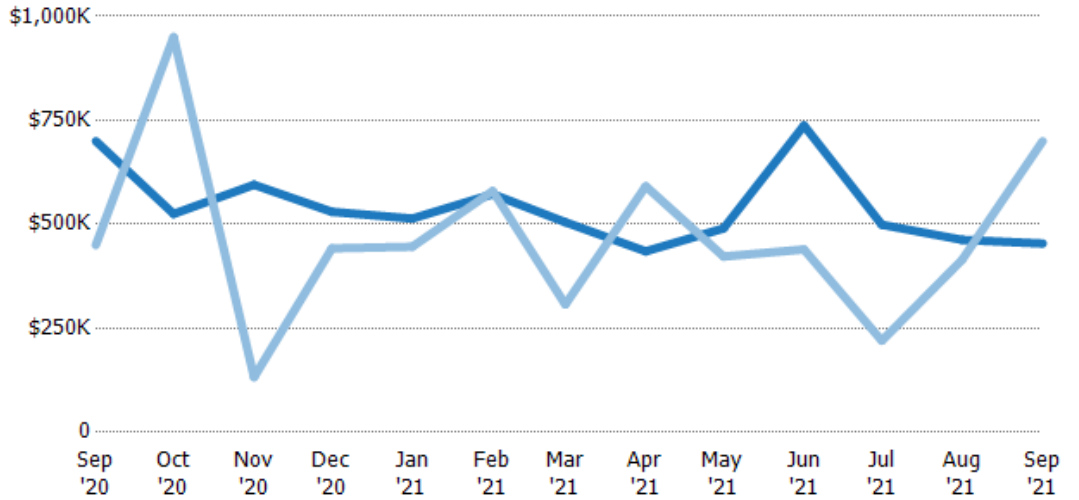
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$779K	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$540K	\$698K	\$1.05M
Prior Year	\$364K	\$1.29M	\$222K	\$453K	\$409K	\$640K	\$671K	\$592K	\$480K	\$547K	\$333K	\$599K	\$779K
Percent Change from Prior Year	114%	-51%	243%	47%	131%	3%	-6%	-18%	-4%	37%	62%	16%	35%

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



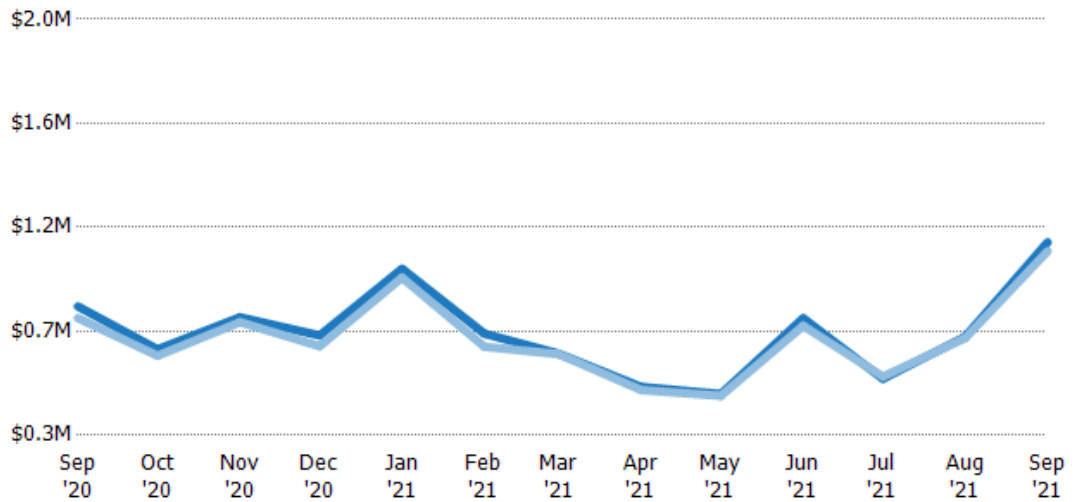
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$700K	\$525K	\$595K	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$499K	\$463K	\$454K
Prior Year	\$450K	\$950K	\$133K	\$442K	\$446K	\$580K	\$307K	\$592K	\$423K	\$440K	\$220K	\$415K	\$700K
Percent Change from Prior Year	56%	-45%	349%	20%	15%	-1%	64%	-26%	16%	68%	127%	11%	-35%

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



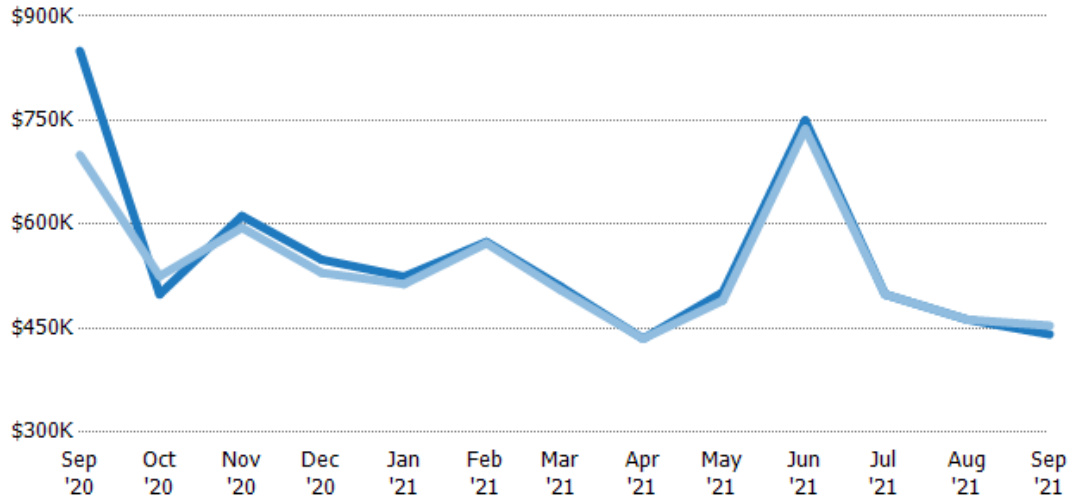
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg List Price	\$827K	\$651K	\$782K	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$531K	\$703K	\$1.09M
Avg Sales Price	\$779K	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$540K	\$698K	\$1.05M
Avg Sales Price as a % of Avg List Price	94%	96%	97%	94%	96%	93%	100%	97%	98%	96%	102%	99%	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



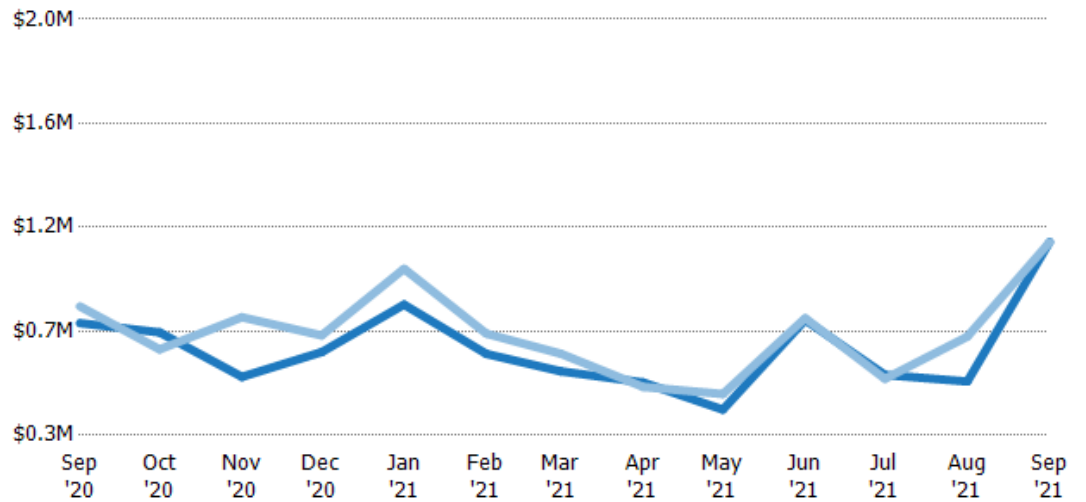
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$850K	\$499K	\$612K	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$499K	\$463K	\$441K
Median Sales Price	\$700K	\$525K	\$595K	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$499K	\$463K	\$454K
Med Sales Price as a % of Med List Price	82%	105%	97%	97%	98%	100%	99%	100%	98%	98%	100%	100%	103%

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



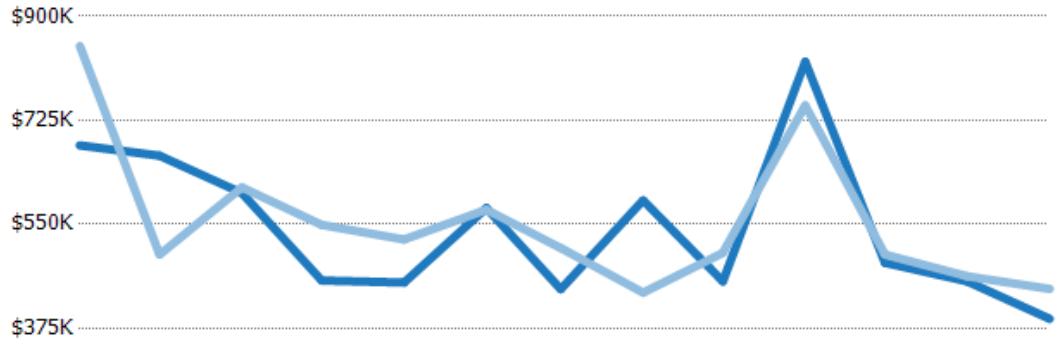
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$758K	\$721K	\$539K	\$640K	\$834K	\$633K	\$561K	\$516K	\$405K	\$771K	\$547K	\$520K	\$1.09M
Avg Sales Price	\$827K	\$651K	\$782K	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$531K	\$703K	\$1.09M
Avg Sales Price as a % of Avg Est Value	109%	90%	145%	111%	118%	113%	113%	96%	116%	101%	97%	135%	100%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$683K	\$665K	\$602K	\$455K	\$452K	\$577K	\$441K	\$590K	\$454K	\$824K	\$485K	\$454K	\$391K
Median Sales Price	\$850K	\$499K	\$612K	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$499K	\$463K	\$441K
Med Sales Price as a % of Med Est Value	124%	75%	102%	121%	116%	99%	116%	74%	111%	91%	103%	102%	113%