

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	13	-23.1%	60	82	-26.8%
New Listing Volume	\$10,716,900	\$21,352,900	-49.8%	\$54,053,799	\$71,356,499	-24.2%
Active Listing Count	29	50	-42%	N/A	N/A	
Active Listing Volume	\$23,455,800	\$55,105,999	-57.4%	N/A	N/A	
Average Listing Price	\$808,821	\$1,102,120	-26.6%	\$886,206	\$893,374	-0.8%
Median Listing Price	\$549,000	\$588,700	-6.7%	\$595,109	\$586,324	+1.5%
Median Days in RPR	75	104	-27.9%	186.35	162.28	+14.8%
Months of Inventory	2.6	5.6	-52.5%	4.1	9.1	-54.8%
Absorption Rate	37.93%	18%	+19.9%	24.3%	10.97%	+13.3%
Sales Activity Charts Metrics						
New Pending Sales Count	5	15	-66.7%	66	83	-20.5%
New Pending Sales Volume	\$3,438,000	\$11,808,900	-70.9%	\$48,908,698	\$53,159,200	-8%
Pending Sales Count	7	25	-72%	N/A	N/A	
Pending Sales Volume	\$11,300,000	\$20,803,800	-45.7%	N/A	N/A	
Closed Sales Count	7	11	-36.4%	61	52	+17.3%
Closed Sales Volume	\$4,882,500	\$6,586,500	-25.9%	\$40,670,630	\$27,498,000	+47.9%
Average Sales Price	\$697,500	\$598,773	+16.5%	\$666,732	\$528,808	+26.1%
Median Sales Price	\$462,500	\$415,000	+11.4%	\$513,631	\$391,635	+31.2%

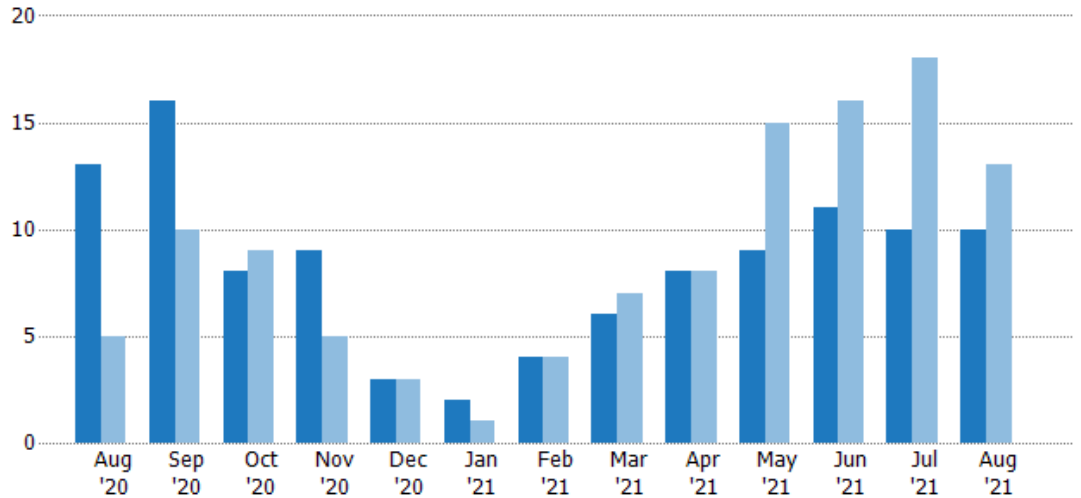
New Listings

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.
Aug '21	10	-23.1%
Aug '20	13	160%
Aug '19	5	140%



Current Year	13	16	8	9	3	2	4	6	8	9	11	10	10
Prior Year	5	10	9	5	3	1	4	7	8	15	16	18	13
Percent Change from Prior Year	160%	60%	-11%	80%	0%	100%	0%	-14%	0%	-40%	-31%	-44%	-23%

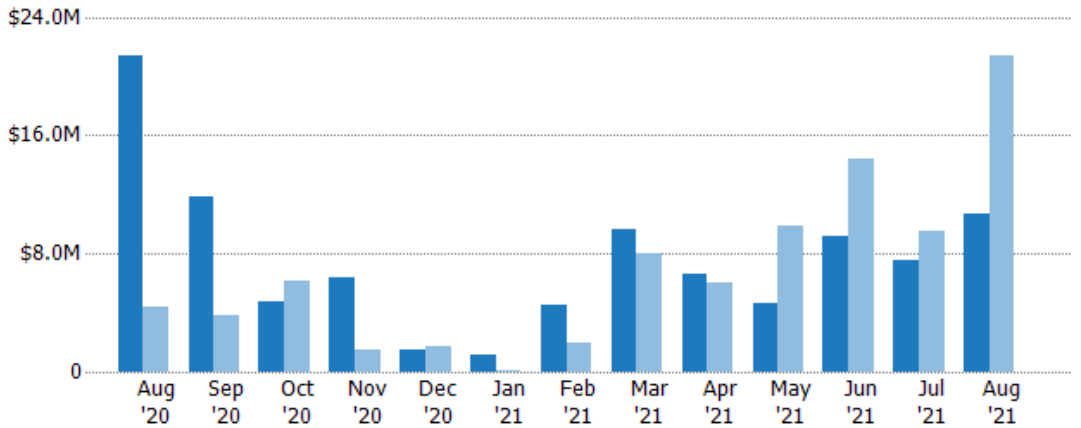
New Listing Volume

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.
Aug '21	\$10.7M	-49.8%
Aug '20	\$21.4M	382.1%
Aug '19	\$4.43M	65.9%



Current Year	\$21.4M	\$11.8M	\$4.78M	\$6.41M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.65M	\$9.21M	\$7.51M	\$10.7M
Prior Year	\$4.43M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K	\$1.98M	\$8.05M	\$6.04M	\$9.91M	\$14.4M	\$9.53M	\$21.4M
Percent Change from Prior Year	382%	211%	-23%	324%	-12%	702%	130%	20%	10%	-53%	-36%	-21%	-50%

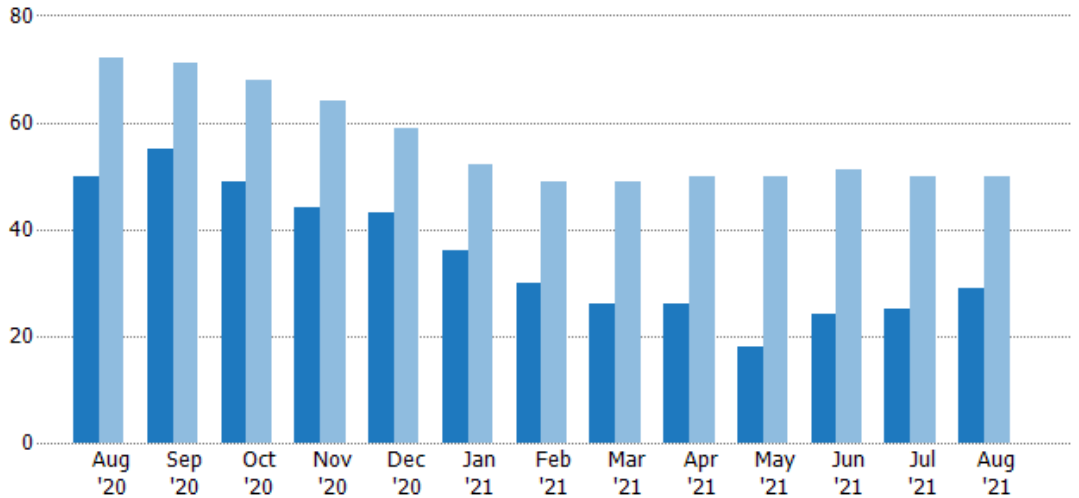
Active Listings

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.
Aug '21	29	-42%
Aug '20	50	-30.6%
Aug '19	72	-11.1%

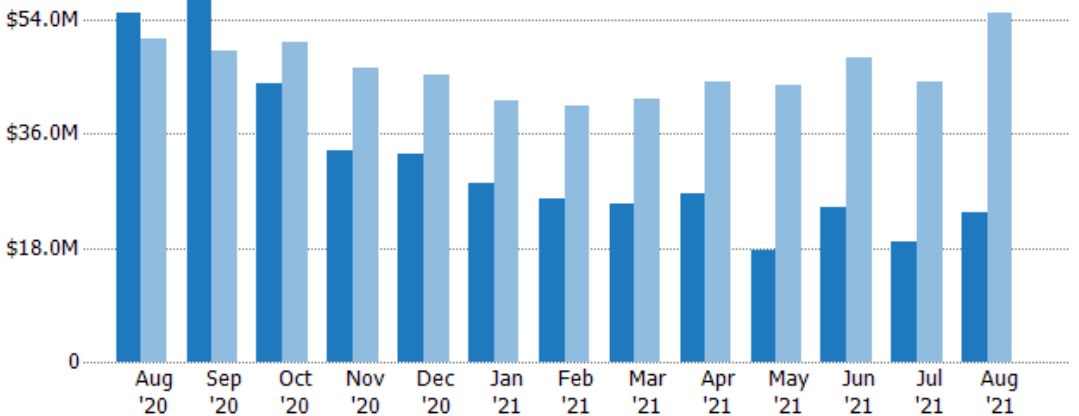
Active Listing Volume

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



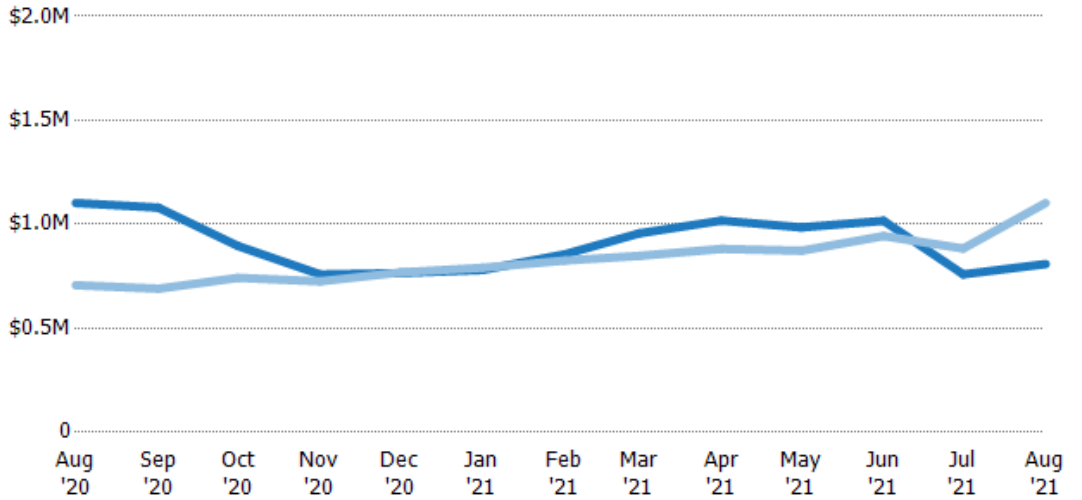
Month/Year	Volume	% Chg.
Aug '21	\$23.5M	-57.4%
Aug '20	\$55.1M	8.2%
Aug '19	\$50.9M	20.2%

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



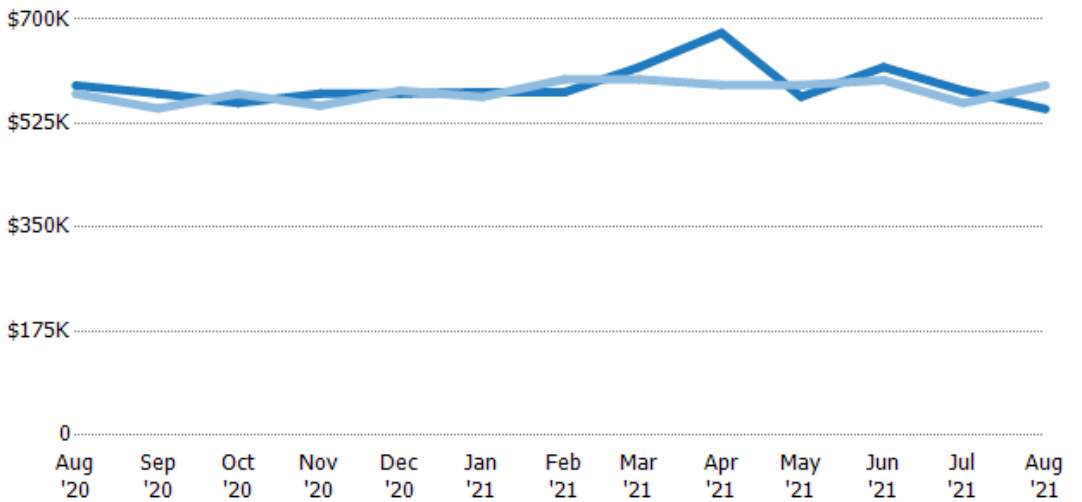
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	\$1.1M	\$707K	56%
Sep '20	\$1.08M	\$690K	56%
Oct '20	\$896K	\$742K	21%
Nov '20	\$759K	\$726K	5%
Dec '20	\$765K	\$768K	0%
Jan '21	\$780K	\$791K	-1%
Feb '21	\$856K	\$826K	4%
Mar '21	\$956K	\$848K	13%
Apr '21	\$1.02M	\$882K	15%
May '21	\$985K	\$873K	13%
Jun '21	\$1.02M	\$943K	8%
Jul '21	\$759K	\$884K	-14%
Aug '21	\$809K	\$1.1M	-27%

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



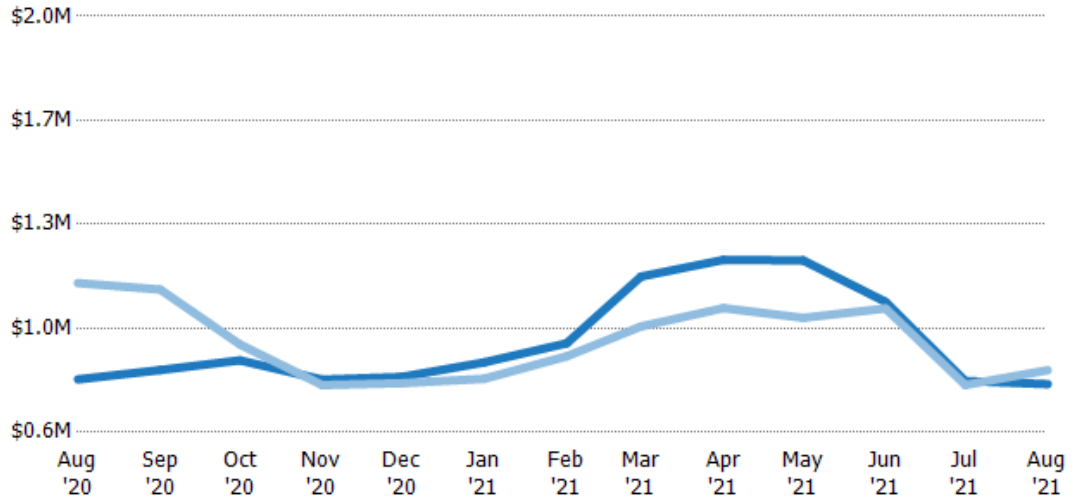
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	\$589K	\$574K	2%
Sep '20	\$575K	\$550K	5%
Oct '20	\$559K	\$574K	-3%
Nov '20	\$575K	\$554K	4%
Dec '20	\$575K	\$580K	-1%
Jan '21	\$577K	\$569K	1%
Feb '21	\$577K	\$599K	-4%
Mar '21	\$619K	\$599K	3%
Apr '21	\$677K	\$589K	15%
May '21	\$569K	\$589K	-3%
Jun '21	\$619K	\$598K	4%
Jul '21	\$580K	\$559K	4%
Aug '21	\$549K	\$589K	-7%

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



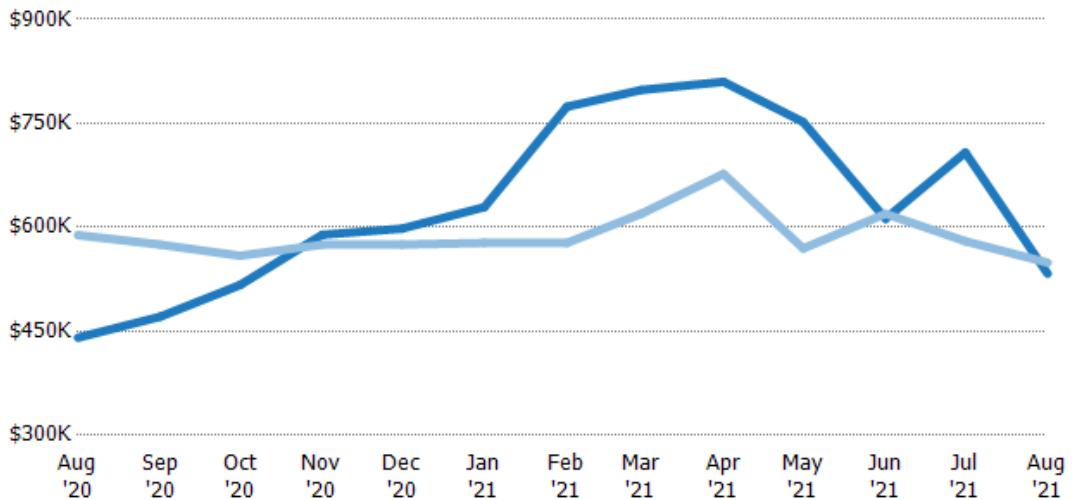
Avg Est Value	\$778K	\$809K	\$842K	\$777K	\$786K	\$835K	\$899K	\$1.12M	\$1.18M	\$1.18M	\$1.04M	\$773K	\$762K
Avg Listing Price	\$1.1M	\$1.08M	\$896K	\$759K	\$765K	\$780K	\$856K	\$956K	\$1.02M	\$985K	\$1.02M	\$759K	\$809K
Avg Listing Price as a % of Avg Est Value	142%	133%	106%	98%	97%	93%	95%	85%	86%	84%	98%	98%	106%

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	\$441K	\$471K	\$517K	\$589K	\$598K	\$629K	\$774K	\$798K	\$810K	\$752K	\$612K	\$708K	\$533K
Median Listing Price	\$589K	\$575K	\$559K	\$575K	\$575K	\$577K	\$577K	\$619K	\$677K	\$569K	\$619K	\$580K	\$549K
Med Listing Price as a % of Med Est Value	134%	122%	108%	98%	96%	92%	75%	78%	84%	76%	101%	82%	103%

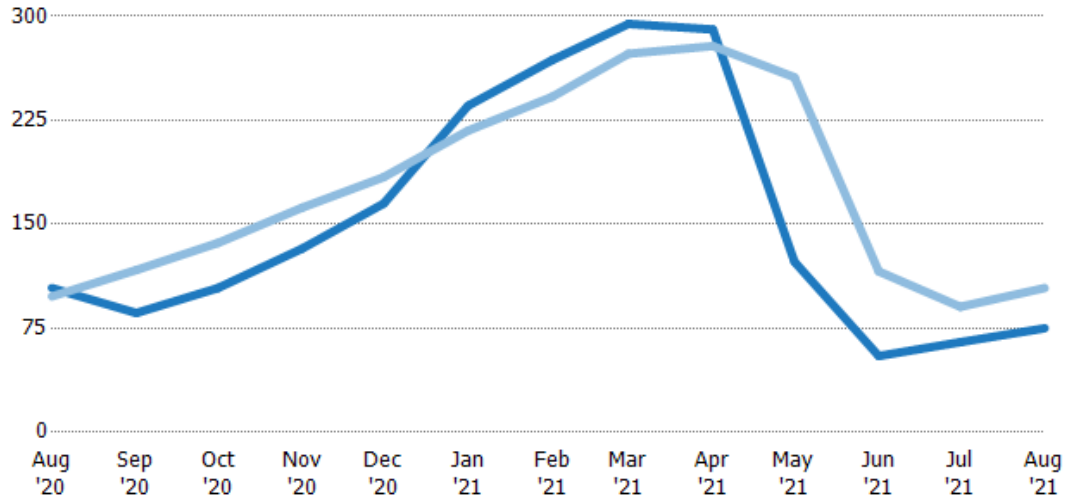
Median Days in RPR

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.
Aug '21	75	-27.9%
Aug '20	104	6.1%
Aug '19	98	12.8%



Current Year	104	86	104	133	165	236	269	295	291	123	55	65	75
Prior Year	98	117	137	162	184	218	242	273	279	256	116	90.5	104
Percent Change from Prior Year	6%	-26%	-24%	-18%	-10%	8%	11%	8%	4%	-52%	-53%	-28%	-28%

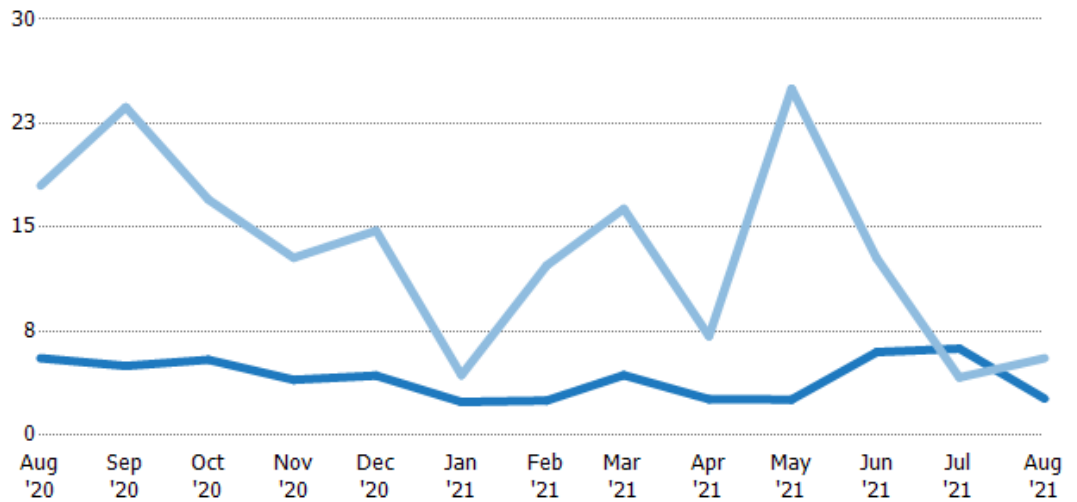
Months of Inventory

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.
Aug '21	2.64	-52.5%
Aug '20	5.56	-69.1%
Aug '19	18	-11.1%



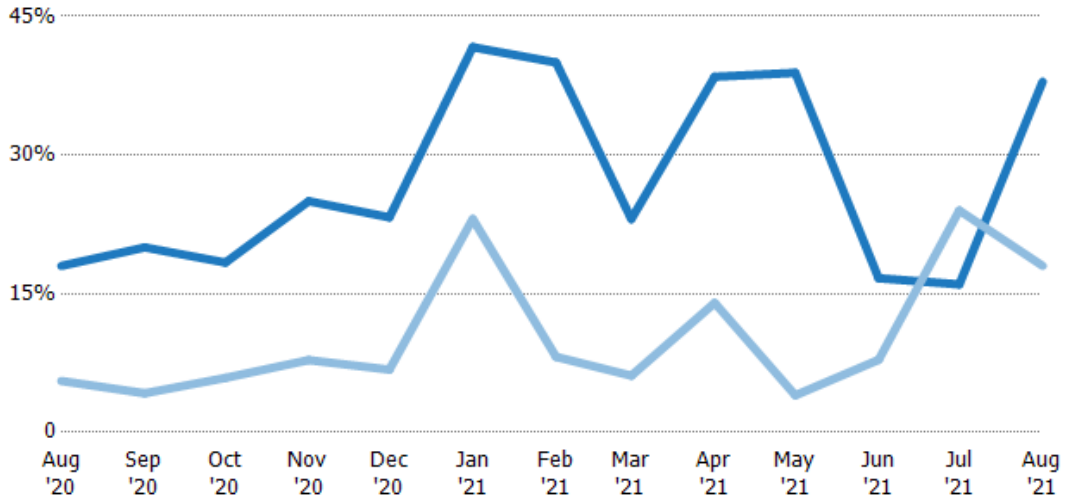
Current Year	5.56	5	5.44	4	4.3	2.4	2.5	4.33	2.6	2.57	6	6.25	2.64
Prior Year	18	23.7	17	12.8	14.8	4.33	12.3	16.3	7.14	25	12.8	4.17	5.56
Percent Change from Prior Year	-69%	-79%	-68%	-69%	-71%	-45%	-80%	-73%	-64%	-90%	-53%	50%	-53%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: South Woodstock, VT 05071,
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Property Type:
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Family



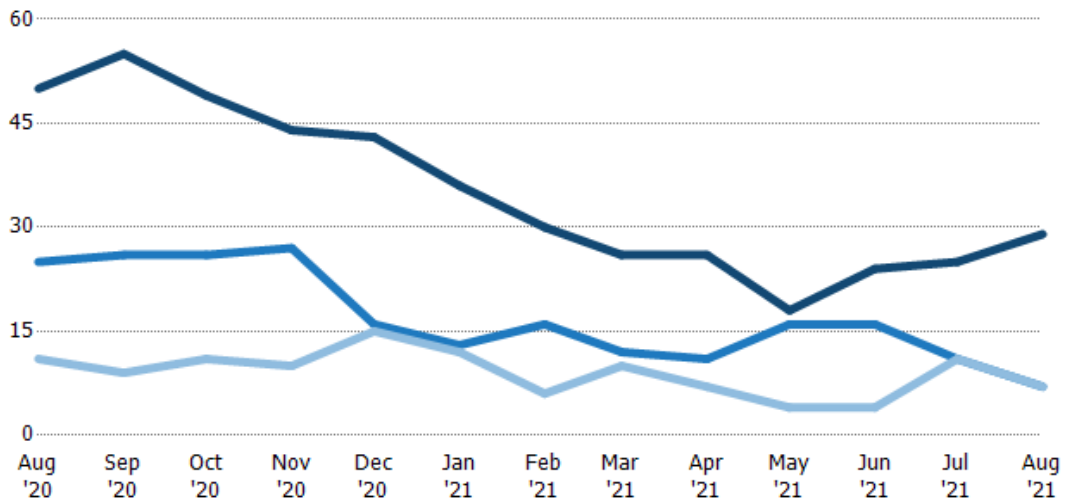
Month/Year	Current Year	Prior Year	Change from Prior Year
Aug '20	18%	6%	-12%
Sep '20	20%	4%	-16%
Oct '20	18%	6%	-12%
Nov '20	25%	8%	-17%
Dec '20	23%	7%	-16%
Jan '21	42%	23%	-19%
Feb '21	40%	8%	-32%
Mar '21	23%	6%	-17%
Apr '21	38%	14%	-24%
May '21	39%	4%	-35%
Jun '21	17%	8%	-9%
Jul '21	16%	24%	8%
Aug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

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
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Property Type:
Condo/Townhouse/Apt., Single
Family



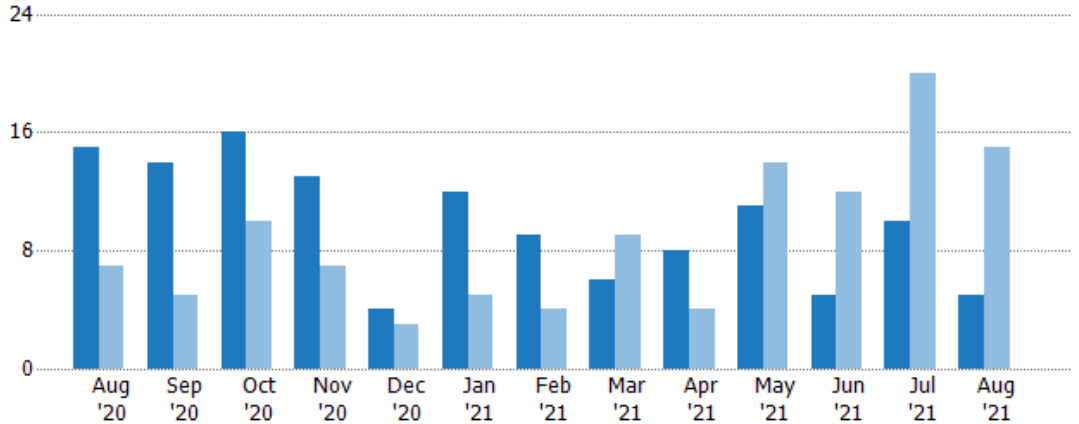
Month/Year	Active	Pending	Sold
Aug '20	50	25	11
Sep '20	55	26	9
Oct '20	49	26	11
Nov '20	44	27	10
Dec '20	43	16	15
Jan '21	36	13	12
Feb '21	30	16	6
Mar '21	26	12	10
Apr '21	26	11	7
May '21	18	16	4
Jun '21	24	16	4
Jul '21	25	11	11
Aug '21	29	7	7

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



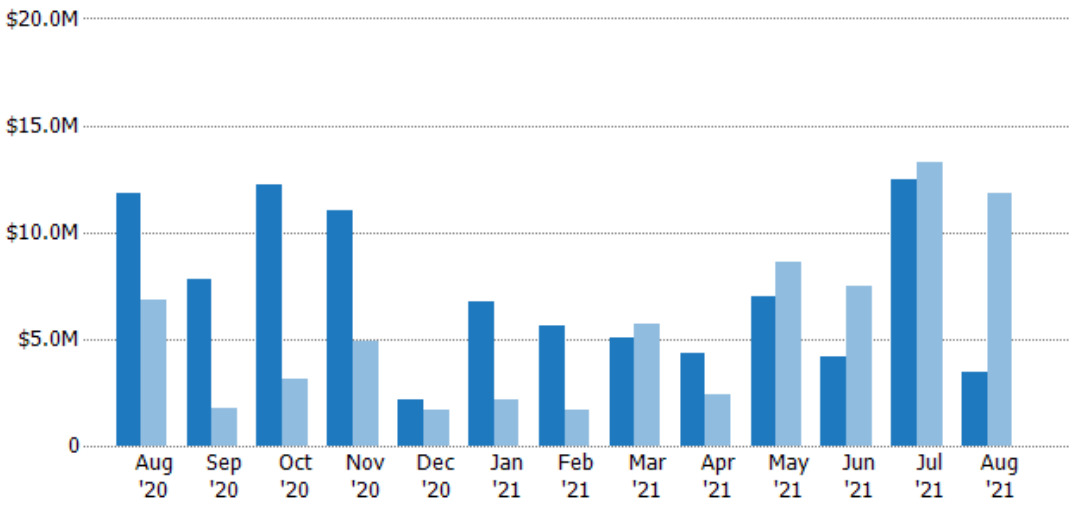
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	15	14	16	13	4	12	9	6	8	11	5	10	5
Prior Year	7	5	10	7	3	5	4	9	4	14	12	20	15
Percent Change from Prior Year	114%	180%	60%	86%	33%	140%	125%	-33%	100%	-21%	-58%	-50%	-67%

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



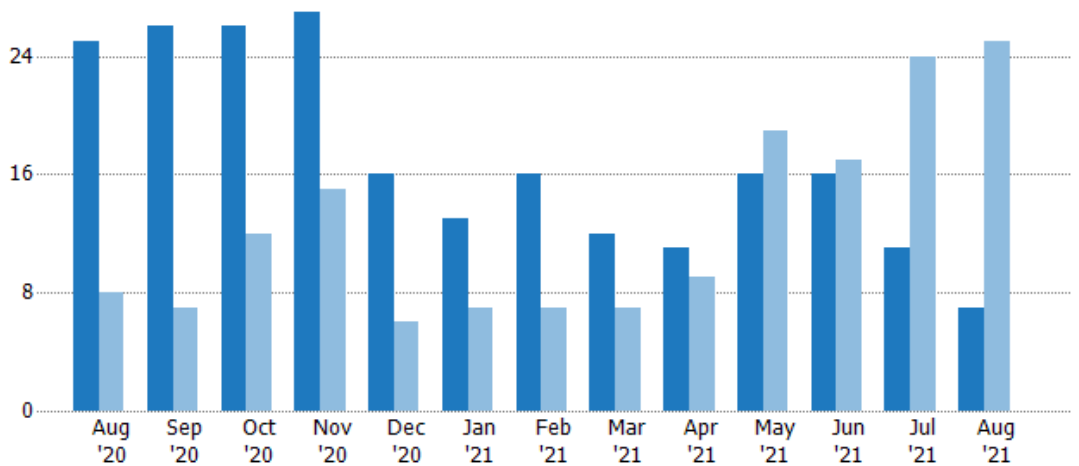
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$11.8M	\$7.81M	\$12.2M	\$11M	\$2.18M	\$6.77M	\$5.64M	\$5.07M	\$4.36M	\$6.98M	\$4.18M	\$12.5M	\$3.44M
Prior Year	\$6.85M	\$1.78M	\$3.16M	\$4.94M	\$1.68M	\$2.17M	\$1.67M	\$5.74M	\$2.39M	\$8.61M	\$7.49M	\$13.3M	\$11.8M
Percent Change from Prior Year	72%	338%	287%	124%	30%	211%	238%	-12%	82%	-19%	-44%	-6%	-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



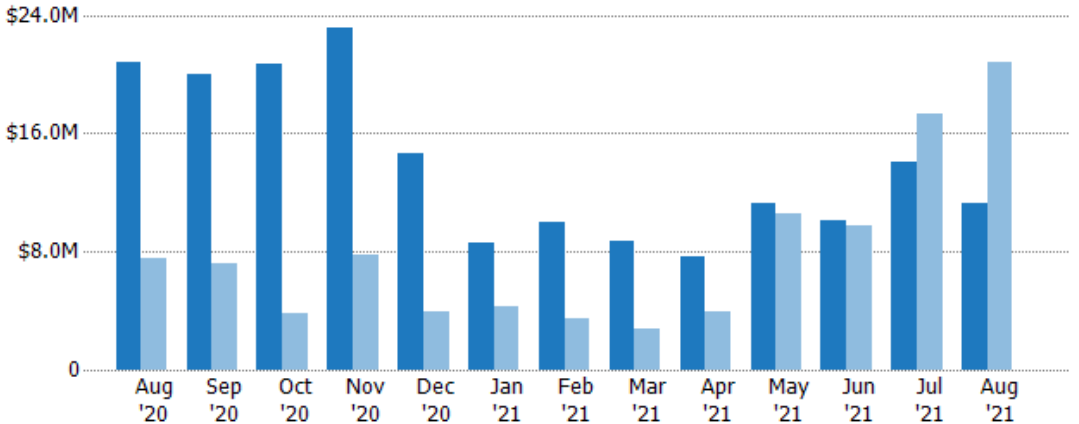
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	25	26	26	27	16	13	16	12	11	16	16	11	7
Prior Year	8	7	12	15	6	7	7	7	9	19	17	24	25
Percent Change from Prior Year	213%	271%	117%	80%	167%	86%	129%	71%	22%	-16%	-6%	-54%	-72%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$20.8M	\$20M	\$20.7M	\$23.1M	\$14.6M	\$8.59M	\$9.94M	\$8.67M	\$7.64M	\$11.3M	\$10.1M	\$14.1M	\$11.3M
Prior Year	\$7.53M	\$7.22M	\$3.83M	\$7.82M	\$3.92M	\$4.3M	\$3.47M	\$2.74M	\$3.9M	\$10.5M	\$9.7M	\$17.3M	\$20.8M
Percent Change from Prior Year	176%	177%	441%	195%	273%	100%	186%	216%	96%	7%	4%	-19%	-46%

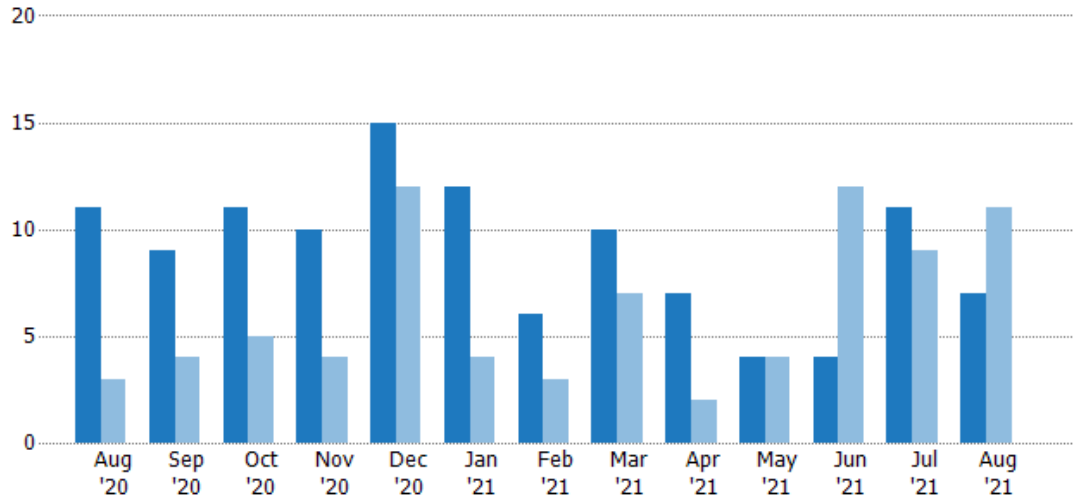
Closed Sales

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.
Aug '21	7	-36.4%
Aug '20	11	266.7%
Aug '19	3	133.3%



Current Year	11	9	11	10	15	12	6	10	7	4	4	11	7
Prior Year	3	4	5	4	12	4	3	7	2	4	12	9	11
Percent Change from Prior Year	267%	125%	120%	150%	25%	200%	100%	43%	250%	0%	-67%	22%	-36%

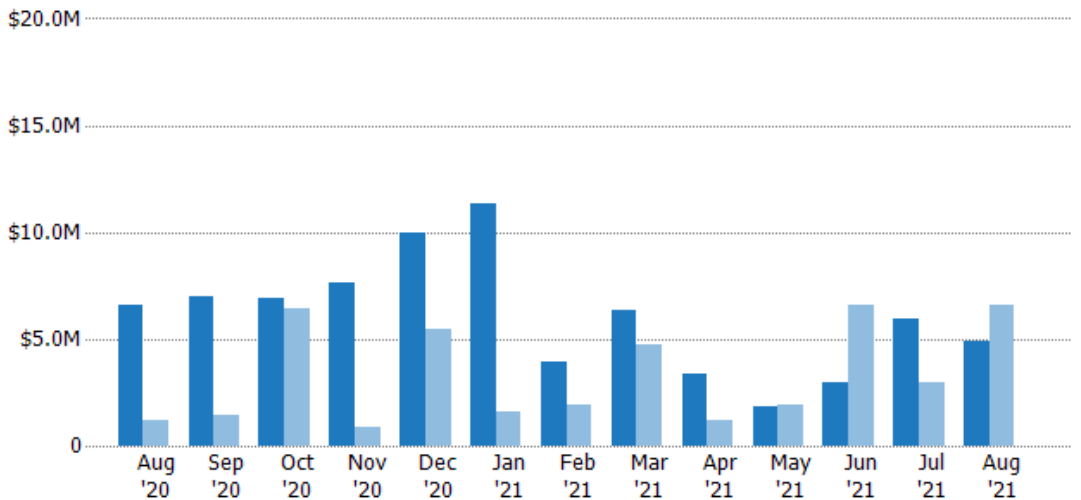
Closed Sales Volume

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.
Aug '21	\$4.88M	-25.9%
Aug '20	\$6.59M	450.3%
Aug '19	\$1.2M	72.2%



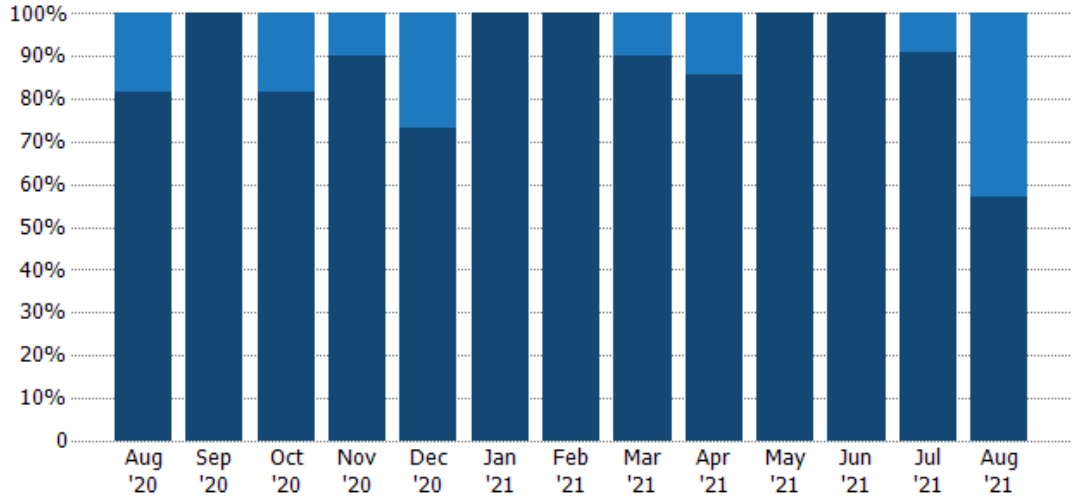
Current Year	\$6.59M	\$7.01M	\$6.88M	\$7.62M	\$9.96M	\$11.3M	\$3.97M	\$6.32M	\$3.39M	\$1.85M	\$2.99M	\$5.94M	\$4.88M
Prior Year	\$1.2M	\$1.46M	\$6.43M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$4.7M	\$1.18M	\$1.92M	\$6.56M	\$2.99M	\$6.59M
Percent Change from Prior Year	450%	382%	7%	757%	83%	593%	107%	34%	187%	-4%	-54%	98%	-26%

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



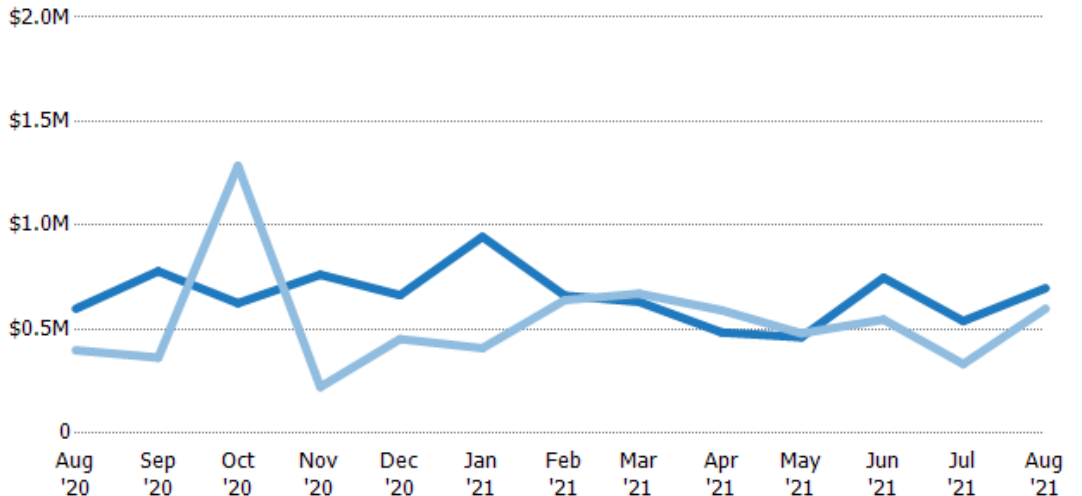
Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Condo/Townhouse	18%	-	18%	10%	27%	-	-	10%	14%	-	-	9%	43%
Single Family Residence	82%	100%	82%	90%	73%	100%	100%	90%	86%	100%	100%	91%	57%

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.
Aug '21	\$698K	16.5%
Aug '20	\$599K	50.1%
Aug '19	\$399K	-26.2%

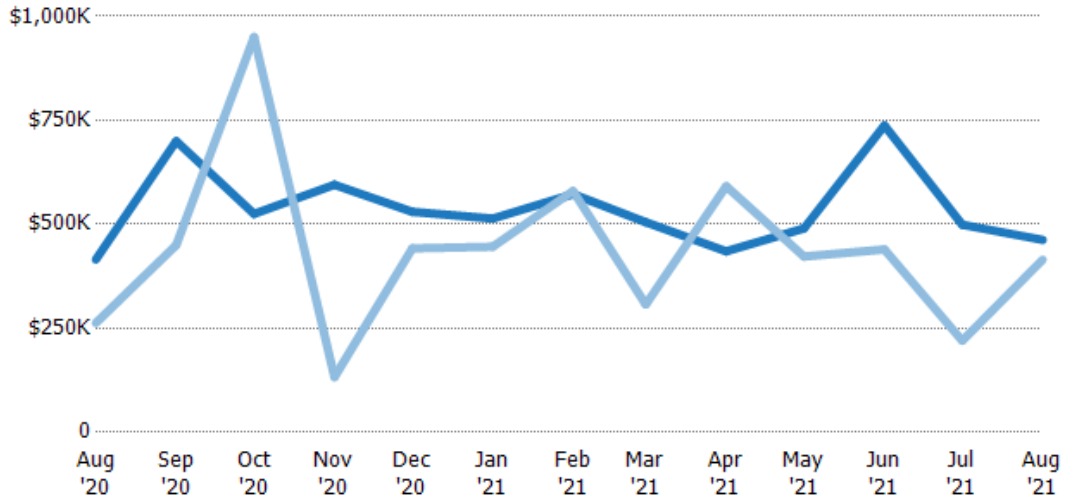
Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$599K	\$779K	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$540K	\$698K
Prior Year	\$399K	\$364K	\$1.29M	\$222K	\$453K	\$409K	\$640K	\$671K	\$592K	\$480K	\$547K	\$333K	\$599K
Percent Change from Prior Year	50%	114%	-51%	243%	47%	131%	3%	-6%	-18%	-4%	37%	62%	16%

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



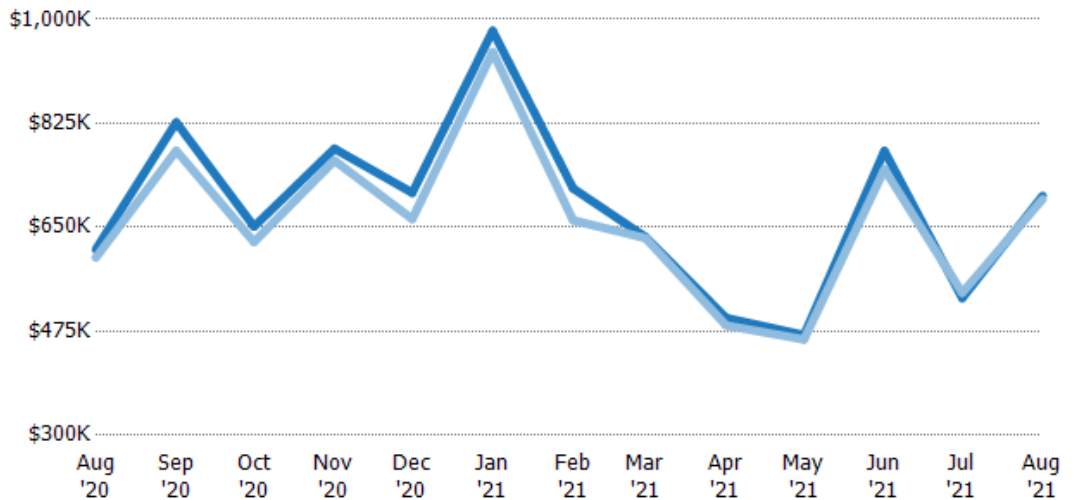
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$415K	\$700K	\$525K	\$595K	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$499K	\$463K
Prior Year	\$263K	\$450K	\$950K	\$133K	\$442K	\$446K	\$580K	\$307K	\$592K	\$423K	\$440K	\$220K	\$415K
Percent Change from Prior Year	58%	56%	-45%	349%	20%	15%	-1%	64%	-26%	16%	68%	127%	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



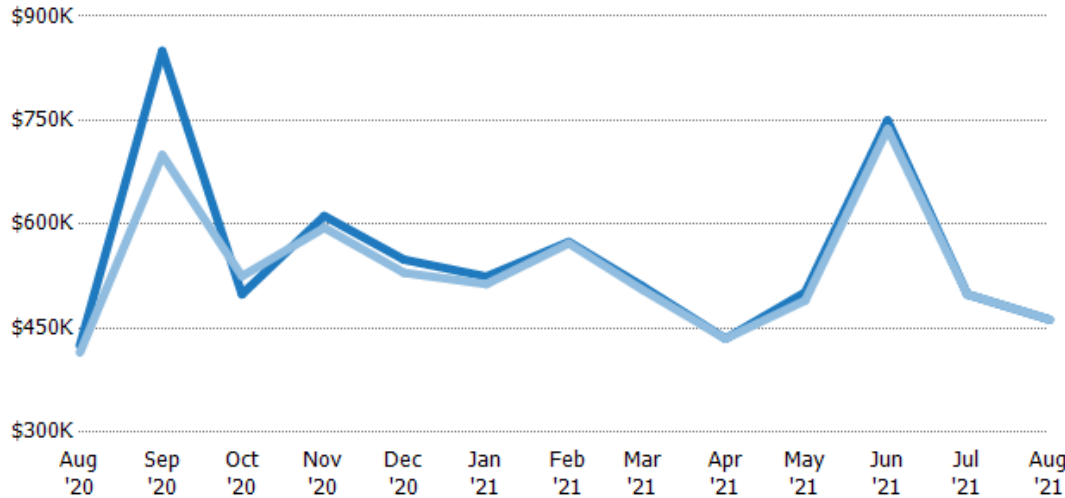
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg List Price	\$613K	\$827K	\$651K	\$782K	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$531K	\$703K
Avg Sales Price	\$599K	\$779K	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$540K	\$698K
Avg Sales Price as a % of Avg List Price	98%	94%	96%	97%	94%	96%	93%	100%	97%	98%	96%	102%	99%

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



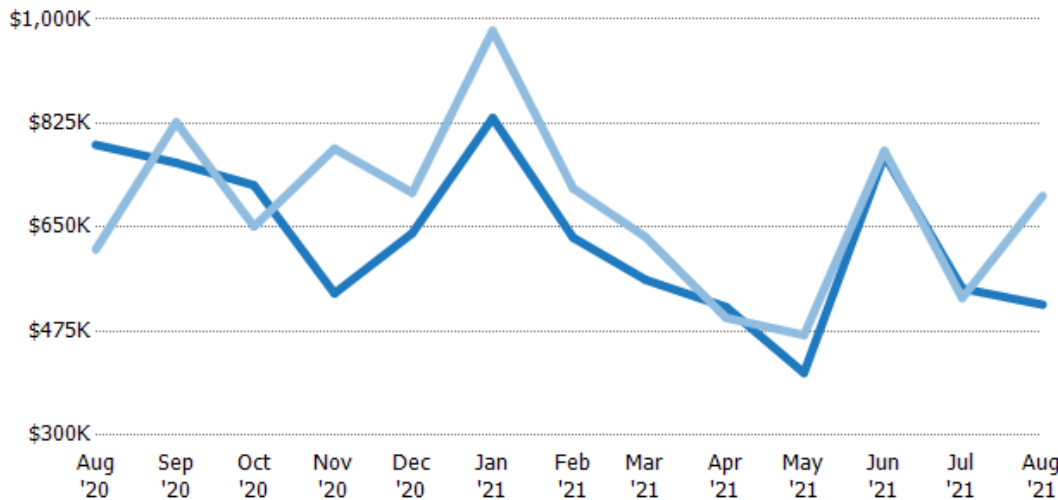
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$425K	\$850K	\$499K	\$612K	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$499K	\$463K
Median Sales Price	\$415K	\$700K	\$525K	\$595K	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$499K	\$463K
Med Sales Price as a % of Med List Price	98%	82%	105%	97%	97%	98%	100%	99%	100%	98%	98%	100%	100%

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



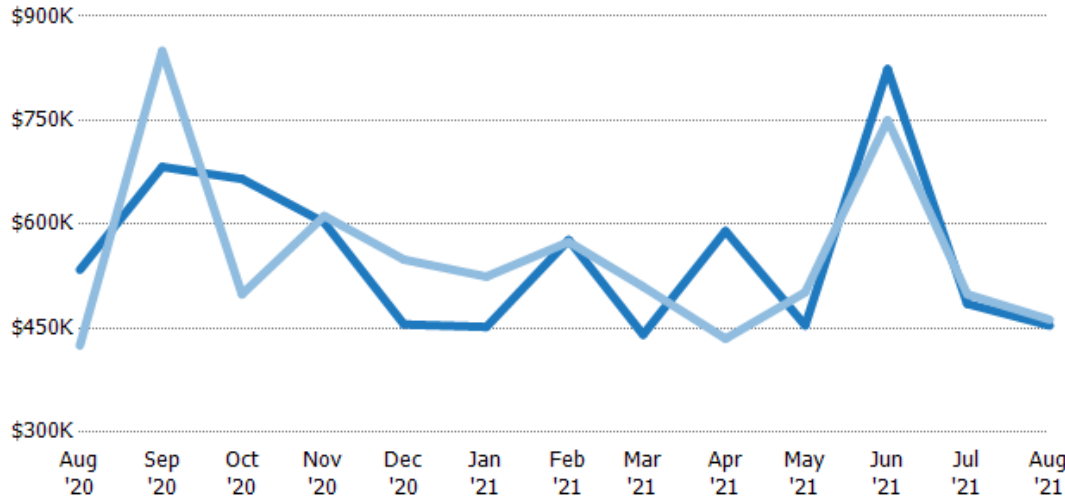
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$789K	\$758K	\$721K	\$539K	\$640K	\$834K	\$633K	\$561K	\$516K	\$405K	\$771K	\$547K	\$520K
Avg Sales Price	\$613K	\$827K	\$651K	\$782K	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$531K	\$703K
Avg Sales Price as a % of Avg Est Value	78%	109%	90%	145%	111%	118%	113%	113%	96%	116%	101%	97%	135%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$534K	\$683K	\$665K	\$602K	\$455K	\$452K	\$577K	\$441K	\$590K	\$454K	\$824K	\$485K	\$454K
Median Sales Price	\$425K	\$850K	\$499K	\$612K	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$499K	\$463K
Med Sales Price as a % of Med Est Value	80%	124%	75%	102%	121%	116%	99%	116%	74%	111%	91%	103%	102%