

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

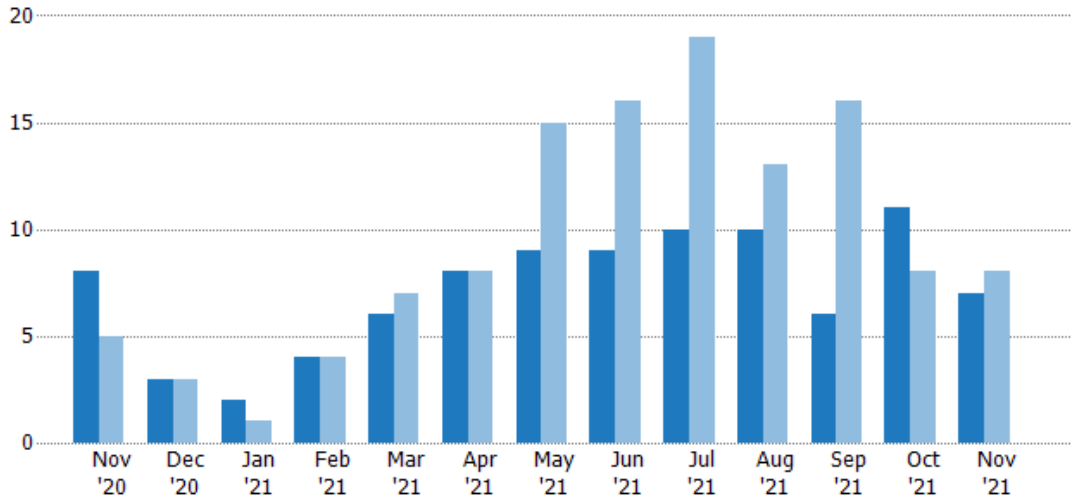
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	82	115	-28.7%
New Listing Volume	\$5,864,500	\$5,477,900	+7.1%	\$75,785,799	\$94,083,599	-19.4%
Active Listing Count	29	41	-29.3%	N/A	N/A	
Active Listing Volume	\$32,471,400	\$31,375,999	+3.5%	N/A	N/A	
Average Listing Price	\$1,119,703	\$765,268	+46.3%	\$959,424	\$910,178	+5.4%
Median Listing Price	\$599,000	\$574,900	+4.2%	\$604,631	\$574,270	+5.3%
Median Days in RPR	57	131	-56.5%	144.04	137.68	+4.6%
Months of Inventory	3.2	3.7	-13.6%	3.4	9.7	-65.1%
Absorption Rate	31.03%	26.83%	+4.2%	29.45%	10.27%	+19.2%
Sales Activity Charts Metrics						
New Pending Sales Count	1	13	-92.3%	81	123	-34.1%
New Pending Sales Volume	\$1,400,000	\$11,036,299	-87.3%	\$56,078,598	\$81,102,799	-30.9%
Pending Sales Count	1	27	-96.3%	N/A	N/A	
Pending Sales Volume	\$725,000	\$23,084,100	-96.9%	N/A	N/A	
Closed Sales Count	9	10	-10%	84	81	+3.7%
Closed Sales Volume	\$5,211,100	\$7,622,000	-31.6%	\$59,445,730	\$47,407,400	+25.4%
Average Sales Price	\$579,011	\$762,200	-24%	\$707,687	\$585,277	+20.9%
Median Sales Price	\$475,000	\$595,000	-20.2%	\$508,631	\$466,679	+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



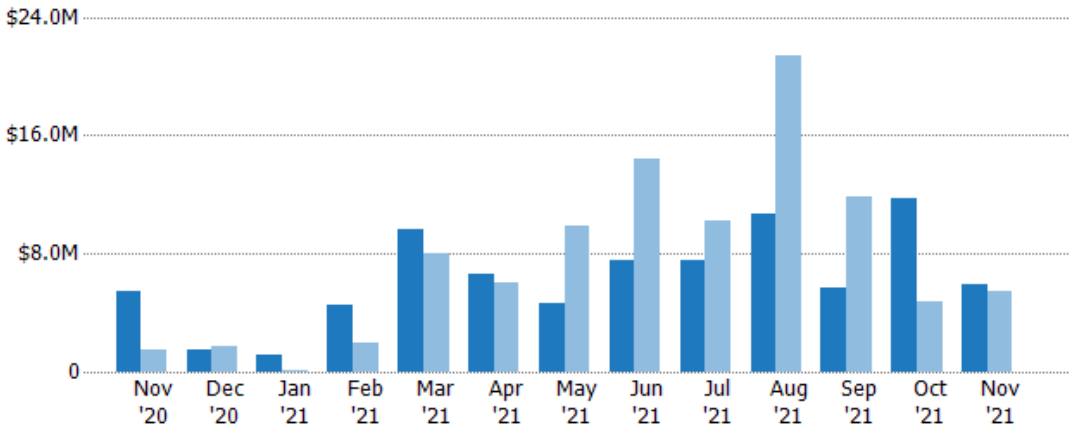
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	8	3	2	4	6	8	9	9	10	10	6	11	7
Prior Year	5	3	1	4	7	8	15	16	19	13	16	8	8
Percent Change from Prior Year	60%	0%	100%	0%	-14%	0%	-40%	-44%	-47%	-23%	-63%	38%	-13%

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



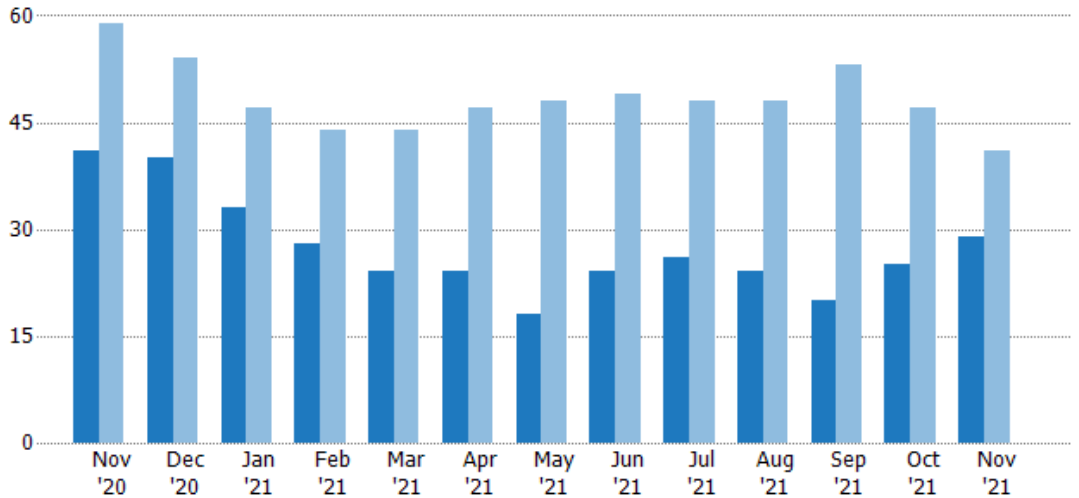
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$5.48M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.65M	\$7.59M	\$7.51M	\$10.7M	\$5.73M	\$11.8M	\$5.86M
Prior Year	\$1.51M	\$1.7M	\$137K	\$1.98M	\$8.05M	\$6.04M	\$9.91M	\$14.4M	\$10.2M	\$21.4M	\$11.8M	\$4.78M	\$5.48M
Percent Change from Prior Year	263%	-12%	702%	130%	20%	10%	-53%	-47%	-26%	-50%	-51%	146%	7%

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



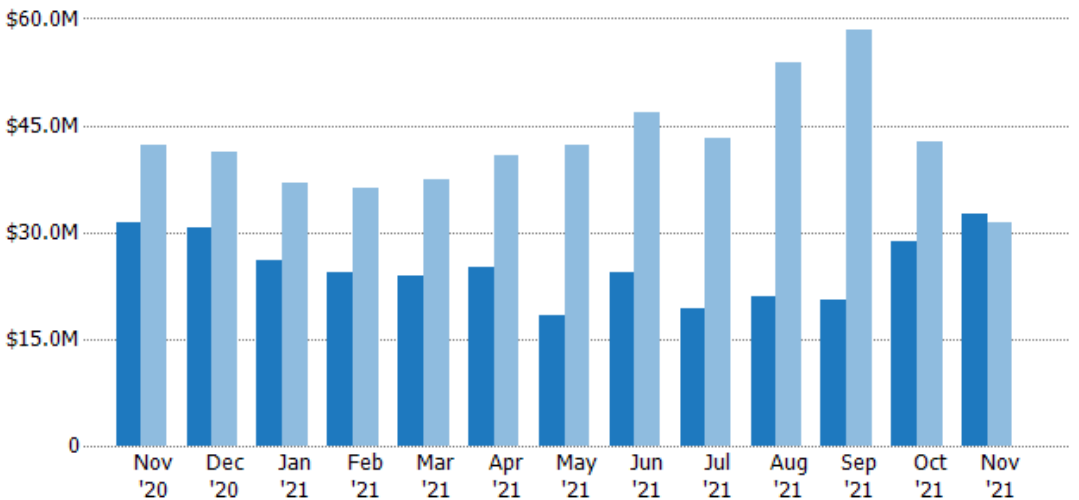
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	41	40	33	28	24	24	18	24	26	24	20	25	29
Prior Year	59	54	47	44	44	47	48	49	48	48	53	47	41
Percent Change from Prior Year	-31%	-26%	-30%	-36%	-45%	-49%	-63%	-51%	-46%	-50%	-62%	-47%	-29%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$31.4M	\$30.7M	\$26.1M	\$24.4M	\$23.8M	\$25.2M	\$18.2M	\$24.5M	\$19.3M	\$20.9M	\$20.5M	\$28.6M	\$32.5M
Prior Year	\$42.2M	\$41.1M	\$36.9M	\$36.2M	\$37.3M	\$40.8M	\$42.3M	\$46.8M	\$43.1M	\$53.8M	\$58.3M	\$42.6M	\$31.4M
Percent Change from Prior Year	-26%	-25%	-29%	-33%	-36%	-38%	-57%	-48%	-55%	-61%	-65%	-33%	3%

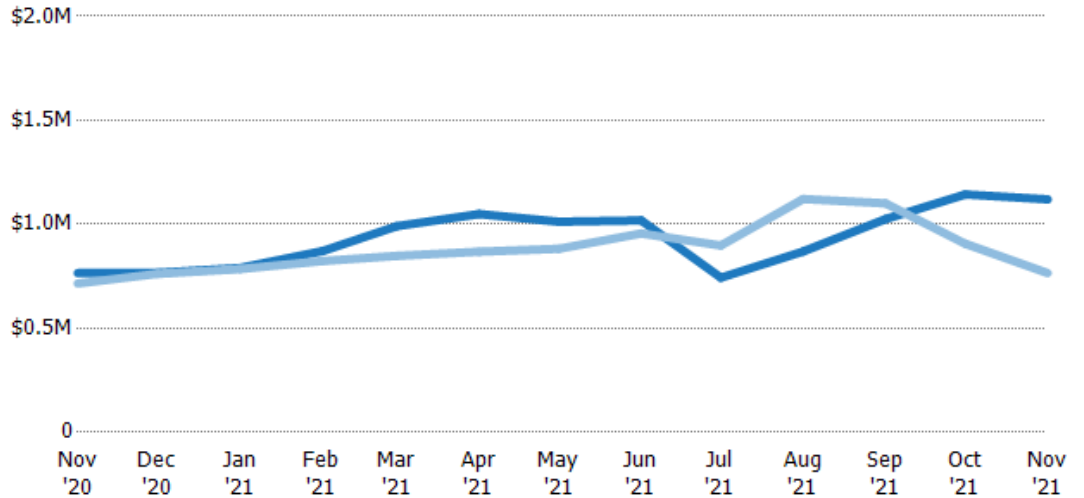
Average Listing Price

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	Price	% Chg.
Nov '21	\$1.12M	46.3%
Nov '20	\$765K	7%
Nov '19	\$716K	21.1%



Current Year	\$765K	\$767K	\$790K	\$871K	\$991K	\$1.05M	\$1.01M	\$1.02M	\$743K	\$869K	\$1.03M	\$1.14M	\$1.12M
Prior Year	\$716K	\$762K	\$785K	\$823K	\$848K	\$868K	\$882K	\$956K	\$898K	\$1.12M	\$1.1M	\$906K	\$765K
Percent Change from Prior Year	7%	1%	1%	6%	17%	21%	15%	7%	-17%	-22%	-7%	26%	46%

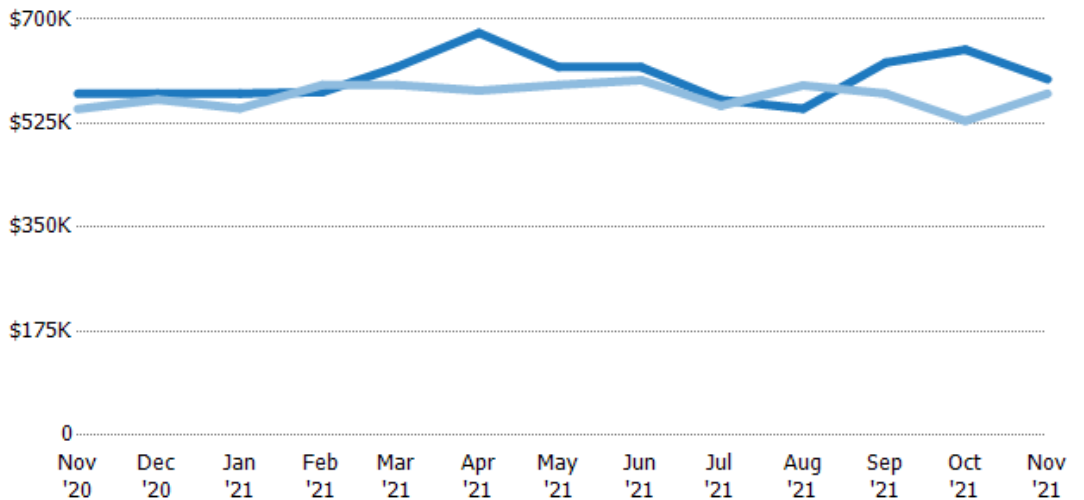
Median Listing Price

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	Price	% Chg.
Nov '21	\$599K	4.2%
Nov '20	\$575K	4.7%
Nov '19	\$549K	13.8%



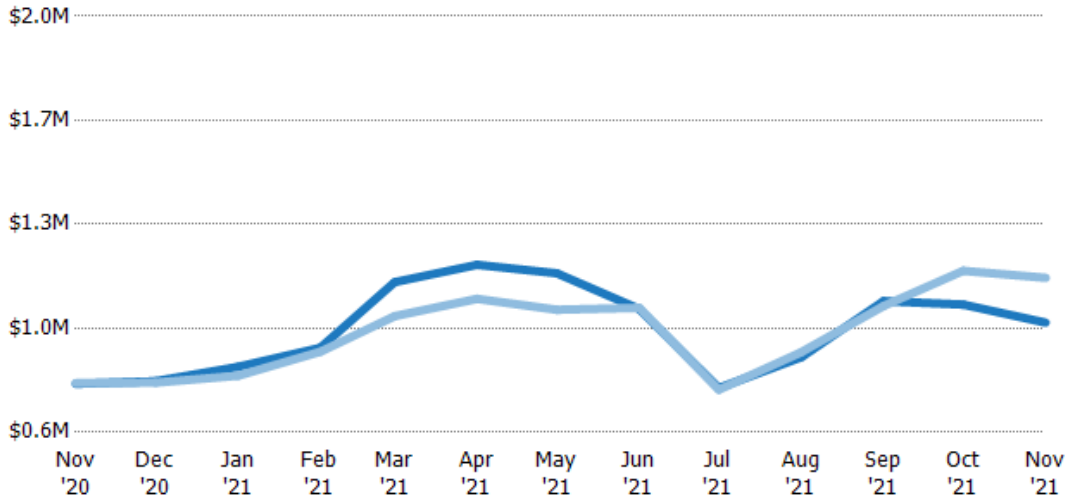
Current Year	\$575K	\$575K	\$575K	\$577K	\$619K	\$677K	\$619K	\$619K	\$564K	\$550K	\$627K	\$649K	\$599K
Prior Year	\$549K	\$565K	\$550K	\$589K	\$589K	\$580K	\$589K	\$598K	\$554K	\$589K	\$575K	\$529K	\$575K
Percent Change from Prior Year	5%	2%	5%	-2%	5%	17%	5%	4%	2%	-7%	9%	23%	4%

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



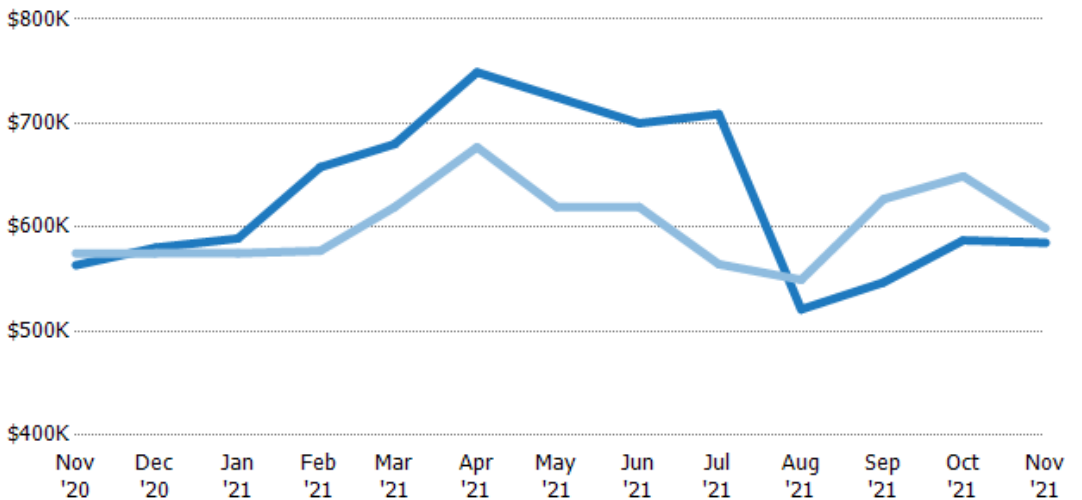
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$763K	\$772K	\$820K	\$884K	\$1.11M	\$1.16M	\$1.14M	\$1.01M	\$749K	\$852K	\$1.04M	\$1.03M	\$969K
Avg Listing Price	\$765K	\$767K	\$790K	\$871K	\$991K	\$1.05M	\$1.01M	\$1.02M	\$743K	\$869K	\$1.03M	\$1.14M	\$1.12M
Avg Listing Price as a % of Avg Est Value	100%	99%	96%	98%	90%	90%	89%	100%	99%	102%	98%	111%	116%

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



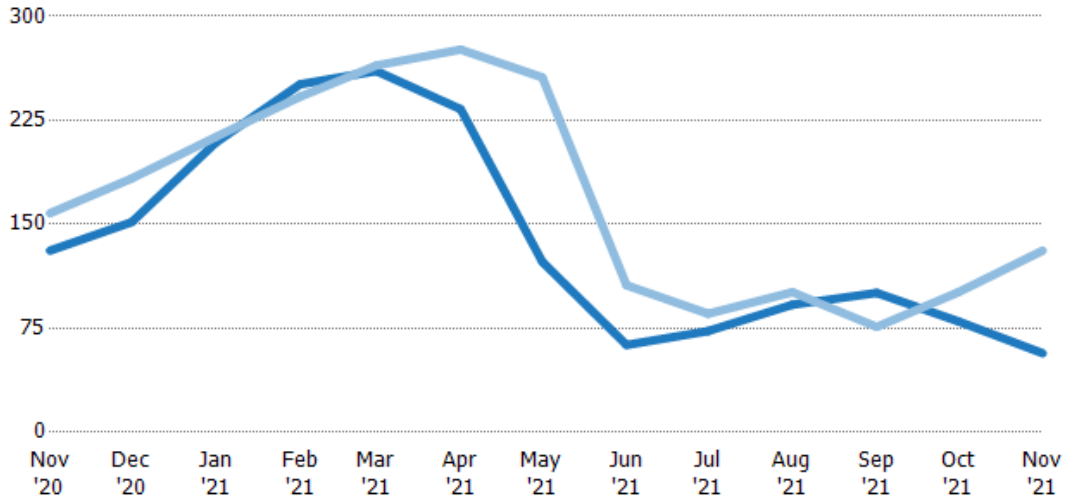
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$563K	\$580K	\$589K	\$658K	\$680K	\$749K	\$725K	\$700K	\$709K	\$521K	\$547K	\$587K	\$585K
Median Listing Price	\$575K	\$575K	\$575K	\$577K	\$619K	\$677K	\$619K	\$619K	\$564K	\$550K	\$627K	\$649K	\$599K
Med Listing Price as a % of Med Est Value	102%	99%	98%	88%	91%	90%	85%	88%	80%	105%	115%	110%	102%

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



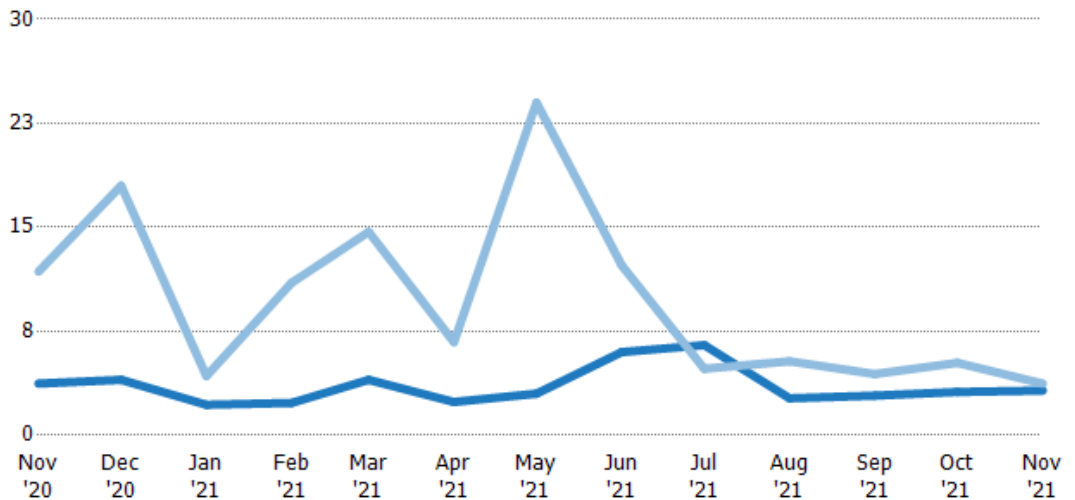
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	131	152	209	251	261	233	123	63	73	92	101	80	57
Prior Year	158	183	213	242	265	276	256	106	85.5	101	76	101	131
Percent Change from Prior Year	-17%	-17%	-2%	4%	-2%	-16%	-52%	-41%	-15%	-9%	32%	-21%	-56%

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



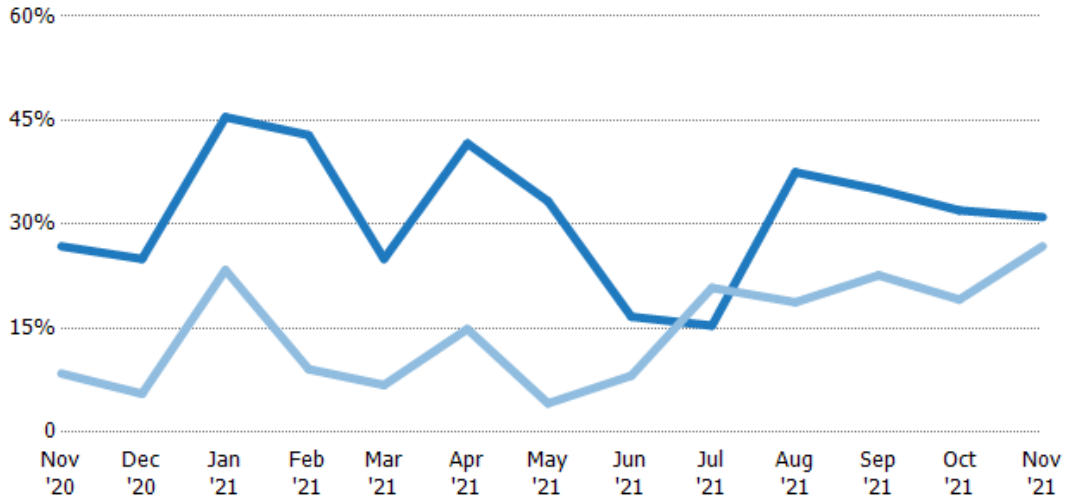
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	3.73	4	2.2	2.33	4	2.4	3	6	6.5	2.67	2.86	3.13	3.22
Prior Year	11.8	18	4.27	11	14.7	6.71	24	12.3	4.8	5.33	4.42	5.22	3.73
Percent Change from Prior Year	-68%	-78%	-49%	-79%	-73%	-64%	-88%	-51%	35%	-50%	-35%	-40%	-14%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



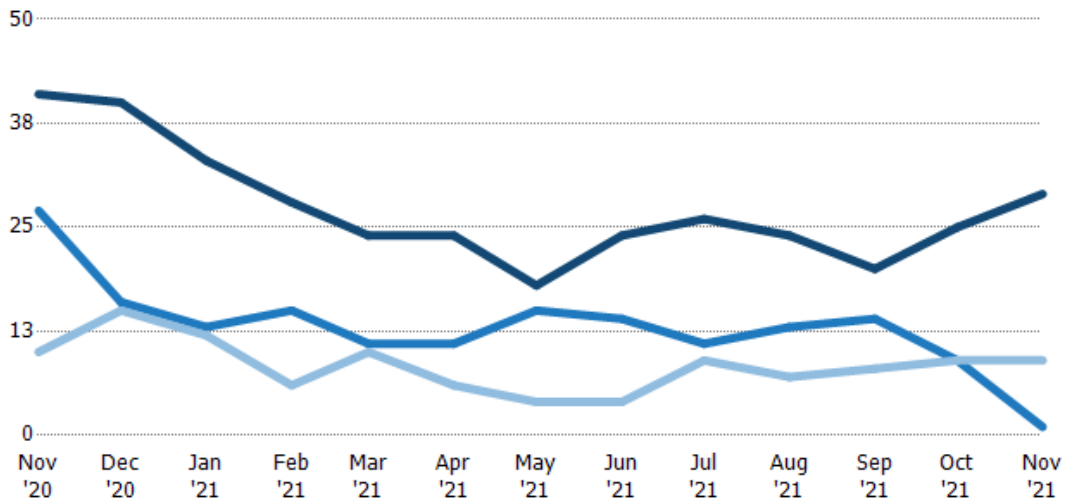
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	27%	25%	45%	43%	25%	42%	33%	17%	15%	38%	35%	32%	31%
Prior Year	8%	6%	23%	9%	7%	15%	4%	8%	21%	19%	23%	19%	27%
Change from Prior Year	-18%	-19%	-22%	-34%	-18%	-27%	-29%	-9%	5%	-19%	-12%	-13%	-4%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	41	40	33	28	24	24	18	24	26	24	20	25	29
Pending	27	16	13	15	11	11	15	14	11	13	14	9	1
Sold	10	15	12	6	10	6	4	4	9	7	8	9	9

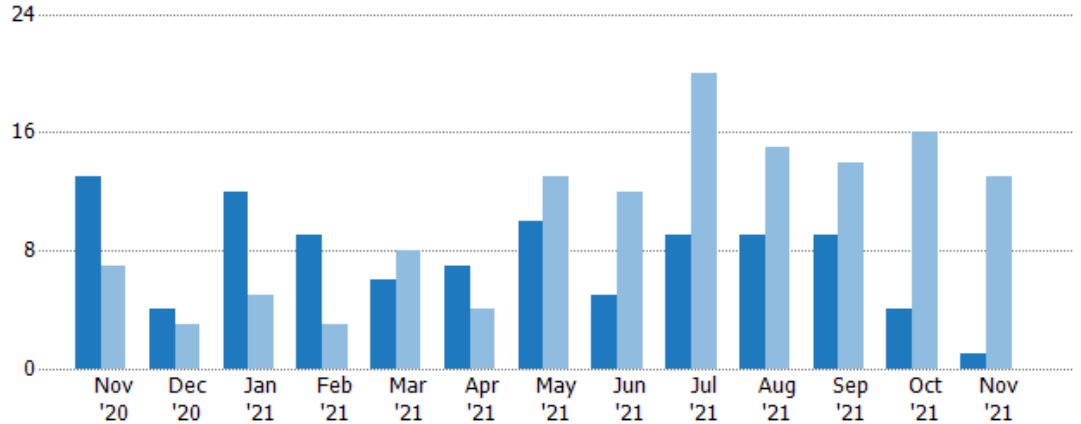
New Pending Sales

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.
Nov '21	1	-92.3%
Nov '20	13	85.7%
Nov '19	7	-57.1%



Current Year	13	4	12	9	6	7	10	5	9	9	9	4	1
Prior Year	7	3	5	3	8	4	13	12	20	15	14	16	13
Percent Change from Prior Year	86%	33%	140%	200%	-25%	75%	-23%	-58%	-55%	-40%	-36%	-75%	-92%

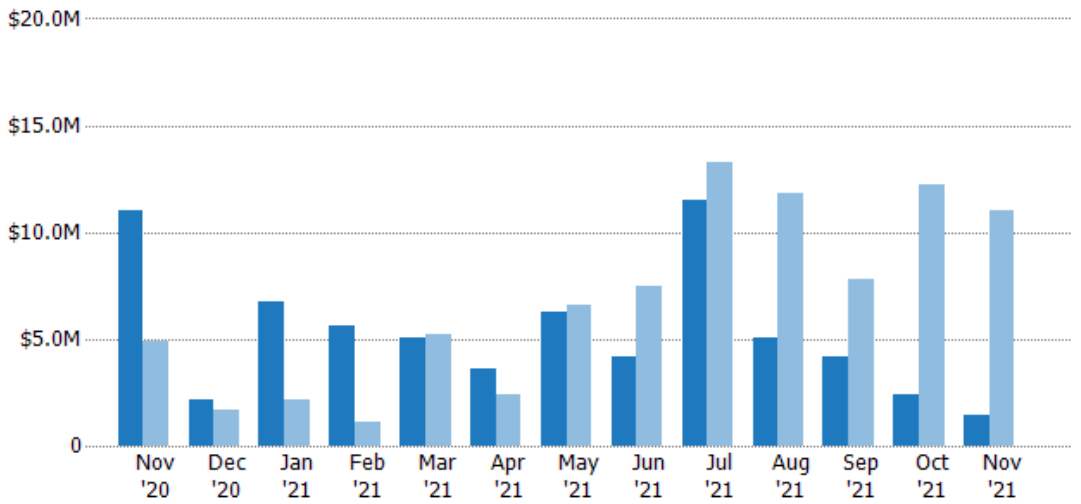
New Pending Sales Volume

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.
Nov '21	\$1.4M	-87.3%
Nov '20	\$11M	123.6%
Nov '19	\$4.94M	-50.9%



Current Year	\$11M	\$2.18M	\$6.77M	\$5.64M	\$5.07M	\$3.64M	\$6.26M	\$4.18M	\$11.5M	\$5.09M	\$4.17M	\$2.4M	\$1.4M
Prior Year	\$4.94M	\$1.68M	\$2.17M	\$1.11M	\$5.18M	\$2.39M	\$6.62M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M
Percent Change from Prior Year	124%	30%	211%	407%	-2%	52%	-6%	-44%	-14%	-57%	-47%	-80%	-87%

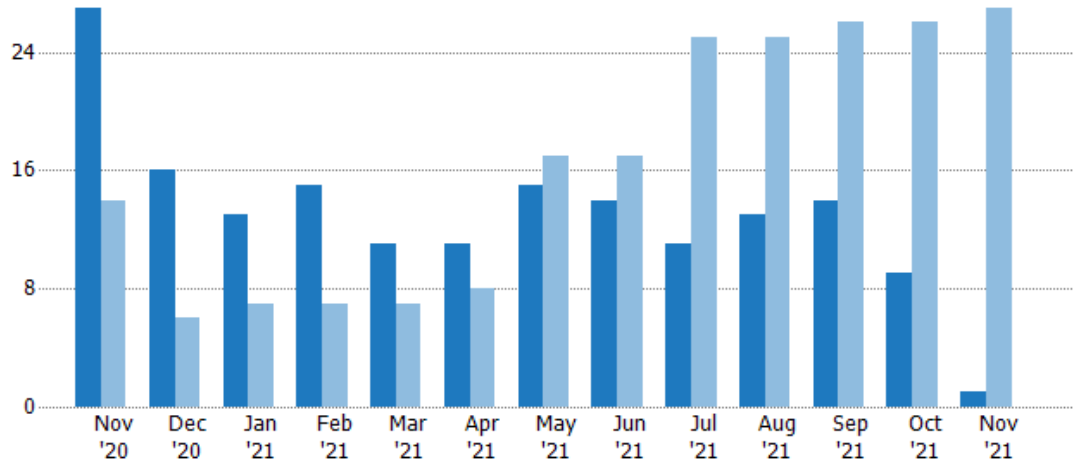
Pending Sales

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.
Nov '21	1	-96.3%
Nov '20	27	92.9%
Nov '19	14	-35.7%



Current Year	27	16	13	15	11	11	15	14	11	13	14	9	1
Prior Year	14	6	7	7	7	8	17	17	25	25	26	26	27
Percent Change from Prior Year	93%	167%	86%	114%	57%	38%	-12%	-18%	-56%	-48%	-46%	-65%	-96%

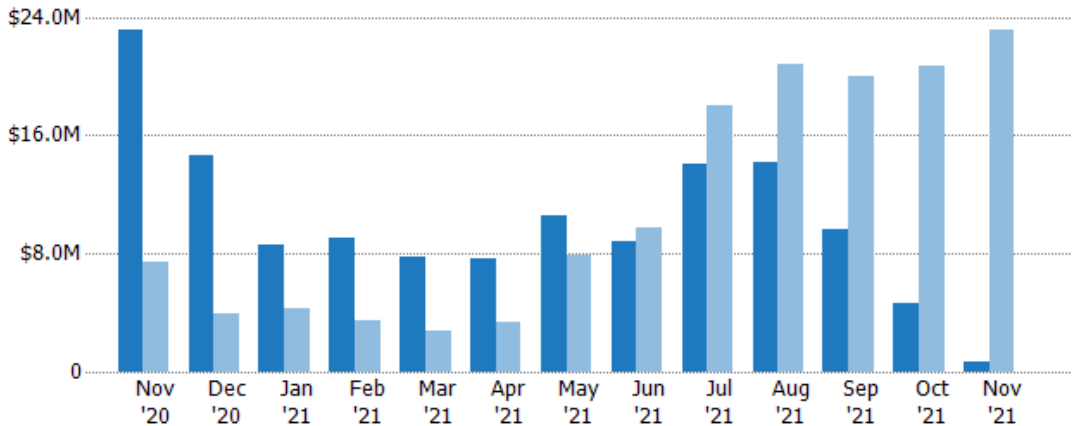
Pending Sales Volume

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.
Nov '21	\$725K	-96.9%
Nov '20	\$23.1M	213.1%
Nov '19	\$7.37M	44.1%



Current Year	\$23.1M	\$14.6M	\$8.59M	\$9.01M	\$7.74M	\$7.64M	\$10.5M	\$8.78M	\$14.1M	\$14.2M	\$9.68M	\$4.59M	\$725K
Prior Year	\$7.37M	\$3.92M	\$4.3M	\$3.47M	\$2.74M	\$3.3M	\$7.92M	\$9.7M	\$18M	\$20.8M	\$20M	\$20.7M	\$23.1M
Percent Change from Prior Year	213%	273%	100%	160%	182%	132%	33%	-10%	-22%	-32%	-52%	-78%	-97%

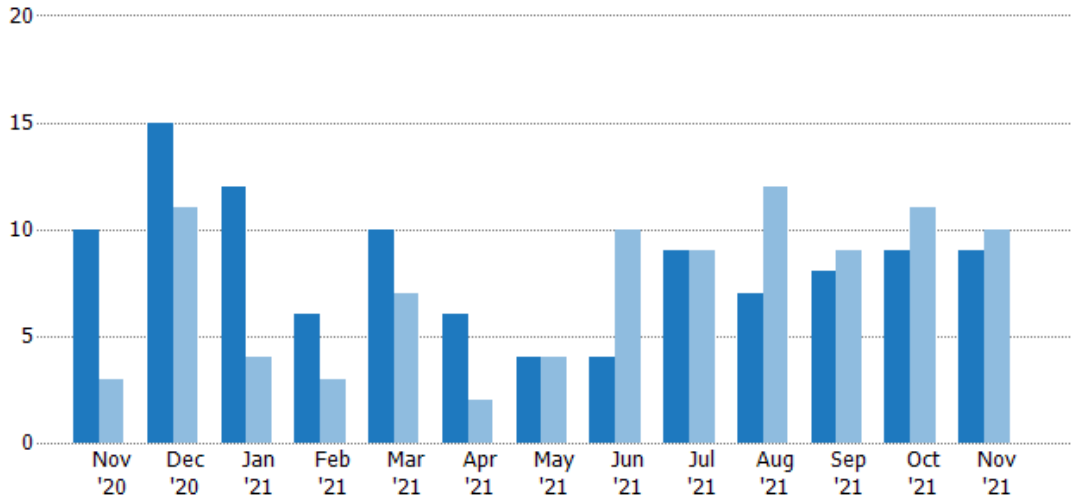
Closed Sales

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.
Nov '21	9	-10%
Nov '20	10	233.3%
Nov '19	3	166.7%



Current Year	10	15	12	6	10	6	4	4	9	7	8	9	9
Prior Year	3	11	4	3	7	2	4	10	9	12	9	11	10
Percent Change from Prior Year	233%	36%	200%	100%	43%	200%	0%	-60%	0%	-42%	-11%	-18%	-10%

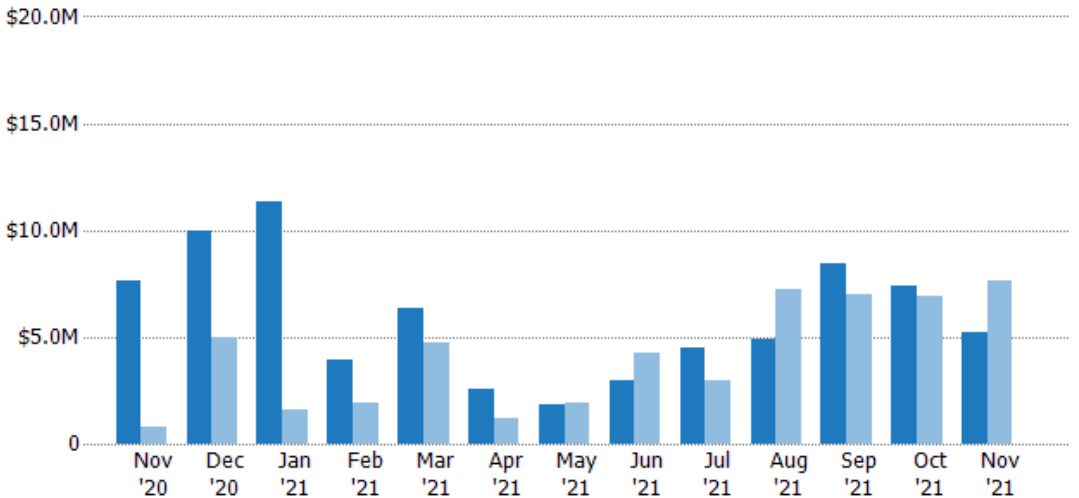
Closed Sales Volume

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.
Nov '21	\$5.21M	-31.6%
Nov '20	\$7.62M	906.2%
Nov '19	\$758K	317.8%



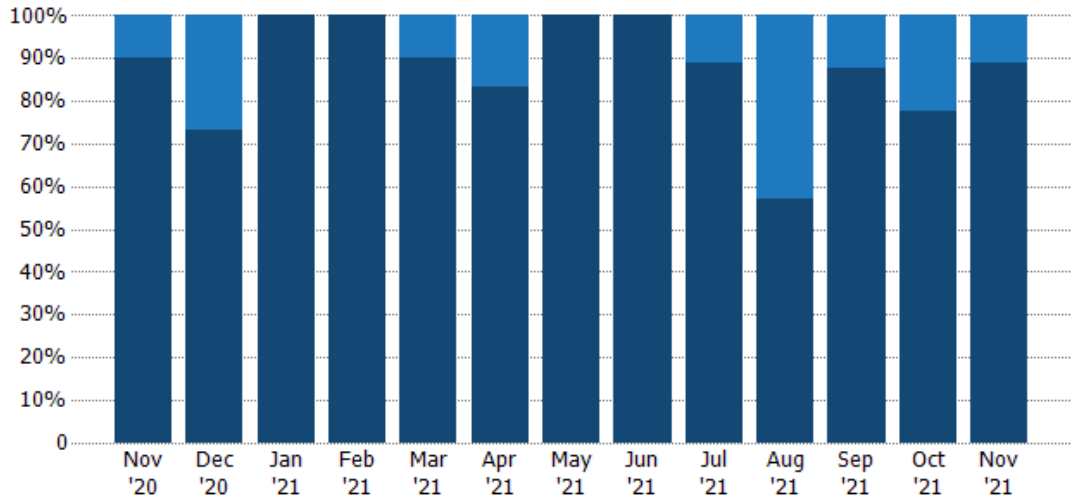
Current Year	\$7.62M	\$9.96M	\$11.3M	\$3.97M	\$6.32M	\$2.54M	\$1.85M	\$2.99M	\$4.5M	\$4.88M	\$8.42M	\$7.43M	\$5.21M
Prior Year	\$758K	\$4.99M	\$1.64M	\$1.92M	\$4.7M	\$1.18M	\$1.92M	\$4.28M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M
Percent Change from Prior Year	906%	100%	593%	107%	34%	115%	-4%	-30%	50%	-33%	20%	8%	-32%

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



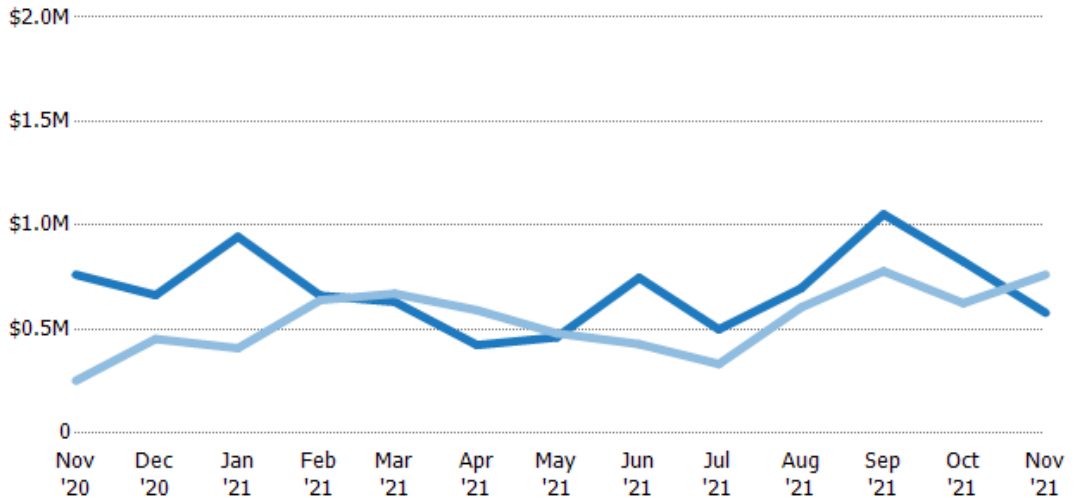
Condo/Townhouse	10%	27%	-	-	10%	17%	-	-	11%	43%	13%	22%	11%
Single Family Residence	90%	73%	100%	100%	90%	83%	100%	100%	89%	57%	88%	78%	89%

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	\$762K	\$664K	\$945K	\$662K	\$632K	\$424K	\$461K	\$748K	\$499K	\$698K	\$1.05M	\$826K	\$579K
Prior Year	\$253K	\$453K	\$409K	\$640K	\$671K	\$592K	\$480K	\$428K	\$333K	\$605K	\$779K	\$625K	\$762K
Percent Change from Prior Year	202%	47%	131%	3%	-6%	-28%	-4%	74%	50%	15%	35%	32%	-24%

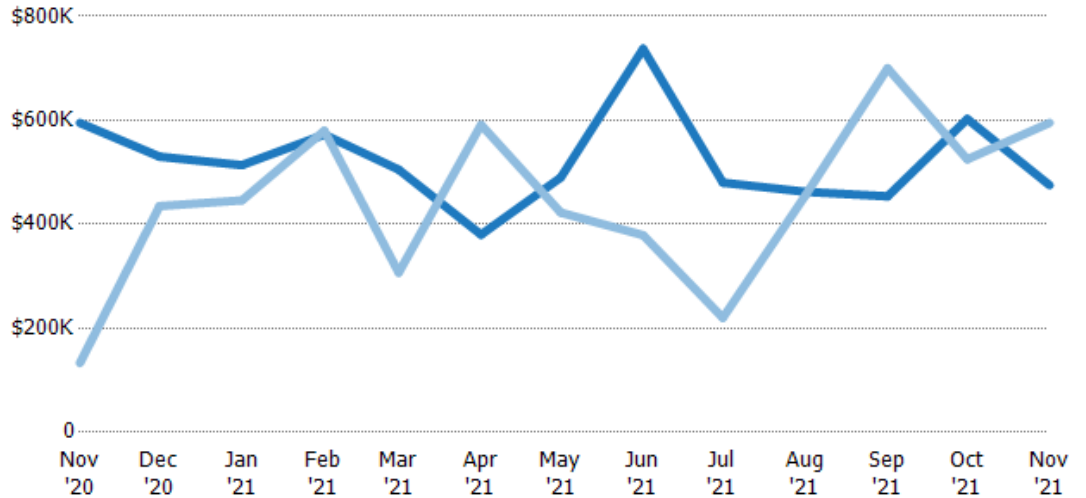
Median Sales Price

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.
Nov '21	\$475K	-20.2%
Nov '20	\$595K	347.4%
Nov '19	\$133K	197%



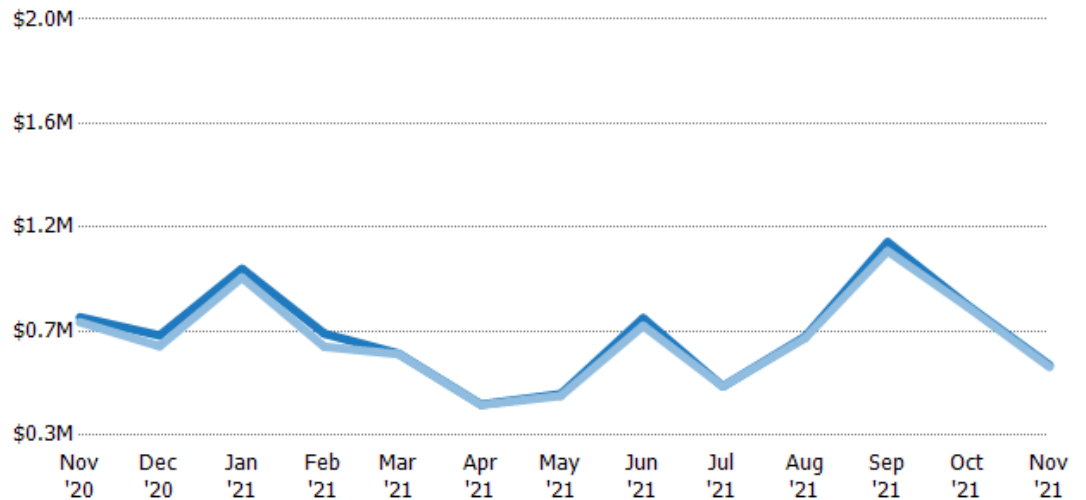
Current Year	\$595K	\$530K	\$514K	\$573K	\$505K	\$380K	\$490K	\$738K	\$480K	\$463K	\$454K	\$603K	\$475K
Prior Year	\$133K	\$435K	\$446K	\$580K	\$307K	\$592K	\$423K	\$379K	\$220K	\$455K	\$700K	\$525K	\$595K
Percent Change from Prior Year	347%	22%	15%	-1%	64%	-36%	16%	95%	118%	2%	-35%	15%	-20%

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



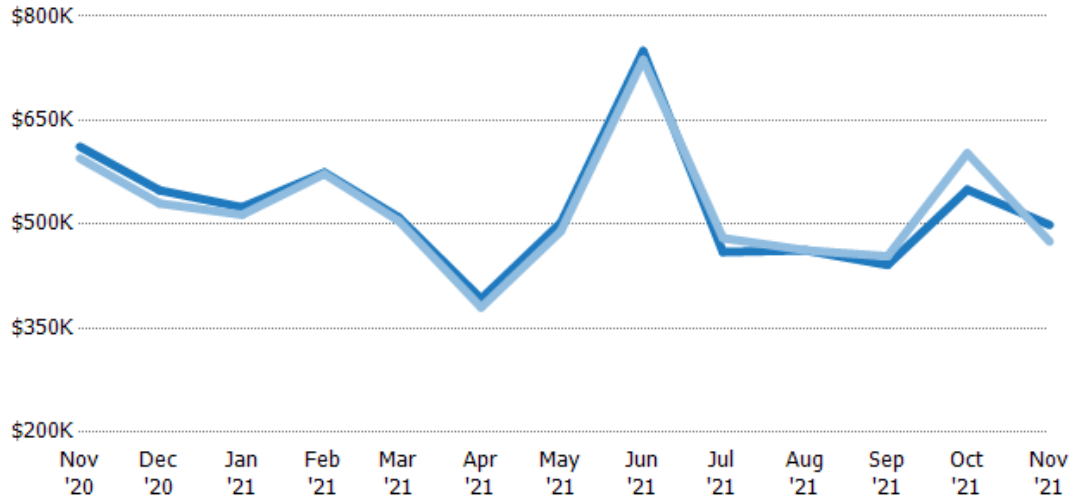
Avg List Price	\$782K	\$708K	\$980K	\$715K	\$633K	\$426K	\$469K	\$779K	\$500K	\$703K	\$1.09M	\$832K	\$586K
Avg Sales Price	\$762K	\$664K	\$945K	\$662K	\$632K	\$424K	\$461K	\$748K	\$499K	\$698K	\$1.05M	\$826K	\$579K
Avg Sales Price as a % of Avg List Price	97%	94%	96%	93%	100%	100%	98%	96%	100%	99%	97%	99%	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



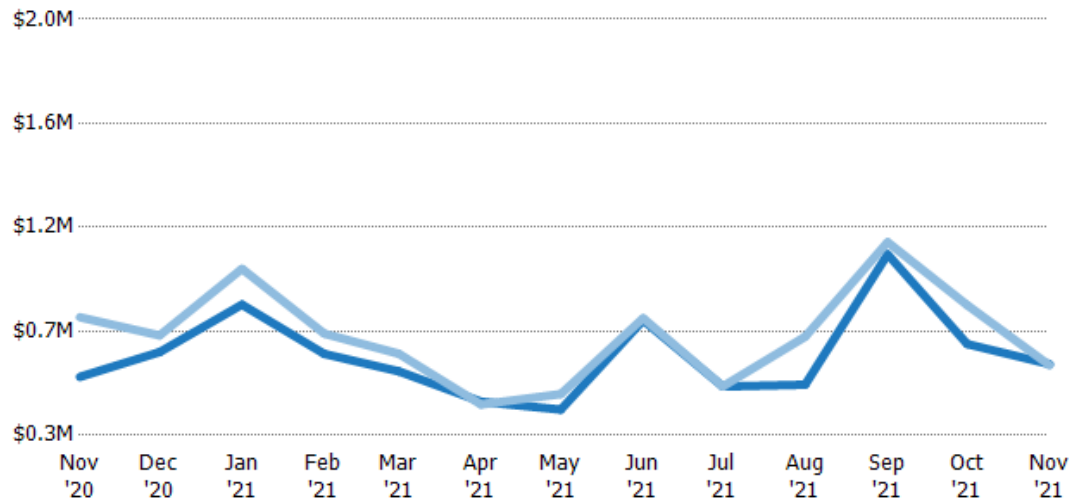
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$612K	\$549K	\$524K	\$575K	\$510K	\$392K	\$502K	\$750K	\$460K	\$463K	\$441K	\$550K	\$499K
Median Sales Price	\$595K	\$530K	\$514K	\$573K	\$505K	\$380K	\$490K	\$738K	\$480K	\$463K	\$454K	\$603K	\$475K
Med Sales Price as a % of Med List Price	97%	97%	98%	100%	99%	97%	98%	98%	104%	100%	103%	110%	95%

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



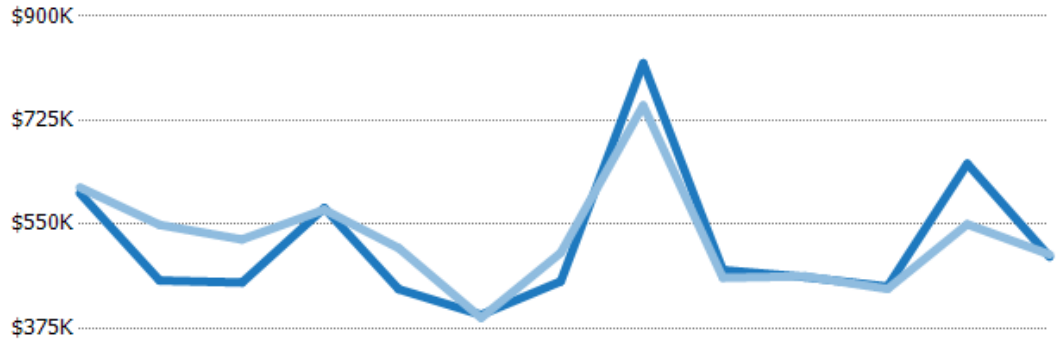
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$539K	\$640K	\$834K	\$633K	\$561K	\$437K	\$405K	\$770K	\$499K	\$507K	\$1.04M	\$673K	\$591K
Avg Sales Price	\$782K	\$708K	\$980K	\$715K	\$633K	\$426K	\$469K	\$779K	\$500K	\$703K	\$1.09M	\$832K	\$586K
Avg Sales Price as a % of Avg Est Value	145%	111%	118%	113%	113%	97%	116%	101%	100%	139%	105%	124%	99%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$602K	\$455K	\$452K	\$577K	\$441K	\$398K	\$454K	\$821K	\$473K	\$461K	\$445K	\$652K	\$495K
Median Sales Price	\$612K	\$549K	\$524K	\$575K	\$510K	\$392K	\$502K	\$750K	\$460K	\$463K	\$441K	\$550K	\$499K
Med Sales Price as a % of Med Est Value	102%	121%	116%	99%	116%	99%	111%	91%	97%	100%	99%	84%	101%