

## 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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	8	+37.5%	75	107	-29.9%
New Listing Volume	\$11,755,500	\$4,781,300	+145.9%	\$69,921,299	\$88,605,699	-21.1%
Active Listing Count	25	47	-46.8%	N/A	N/A	
Active Listing Volume	\$28,585,800	\$42,599,299	-32.9%	N/A	N/A	
Average Listing Price	\$1,143,432	\$906,368	+26.2%	\$940,530	\$922,686	+1.9%
Median Listing Price	\$649,000	\$529,000	+22.7%	\$605,295	\$574,216	+5.4%
Median Days in RPR	80	101	-20.8%	154.48	138.62	+11.4%
Months of Inventory	3.1	5.2	-40.2%	3.5	9.5	-63.5%
Absorption Rate	32%	19.15%	+12.9%	28.86%	10.53%	+18.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	16	-75%	80	110	-27.3%
New Pending Sales Volume	\$2,397,000	\$12,202,800	-80.4%	\$54,678,598	\$70,066,500	-22%
Pending Sales Count	9	26	-65.4%	N/A	N/A	
Pending Sales Volume	\$4,594,900	\$20,735,700	-77.8%	N/A	N/A	
Closed Sales Count	9	11	-18.2%	75	71	+5.6%
Closed Sales Volume	\$7,431,500	\$6,877,500	+8.1%	\$54,234,630	\$39,785,400	+36.3%
Average Sales Price	\$825,722	\$625,227	+32.1%	\$723,128	\$560,358	+29%
Median Sales Price	\$602,500	\$525,000	+14.8%	\$512,667	\$448,606	+14.3%

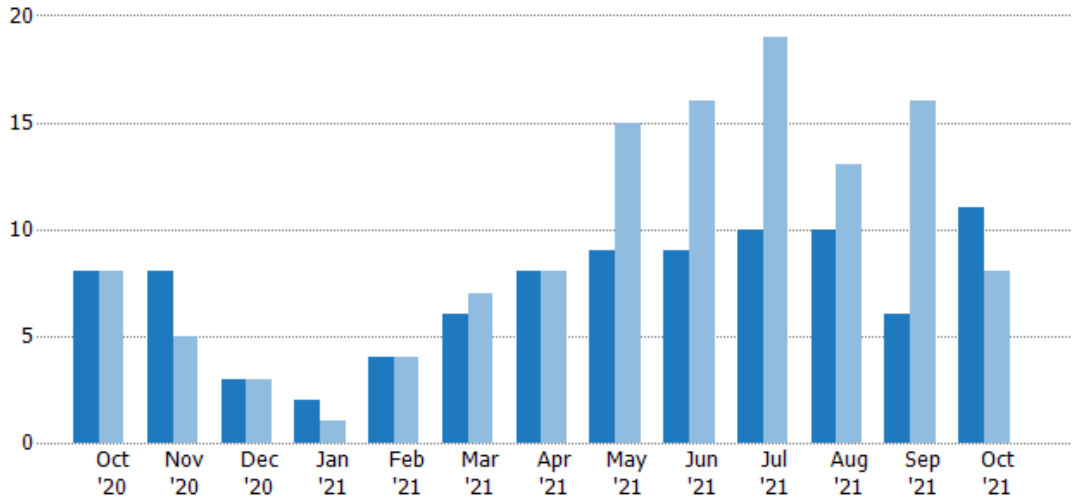
## New Listings

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.
Oct '21	11	37.5%
Oct '20	8	0%
Oct '19	8	37.5%



Current Year	8	8	3	2	4	6	8	9	9	10	10	6	11
Prior Year	8	5	3	1	4	7	8	15	16	19	13	16	8
Percent Change from Prior Year	0%	60%	0%	100%	0%	-14%	0%	-40%	-44%	-47%	-23%	-63%	38%

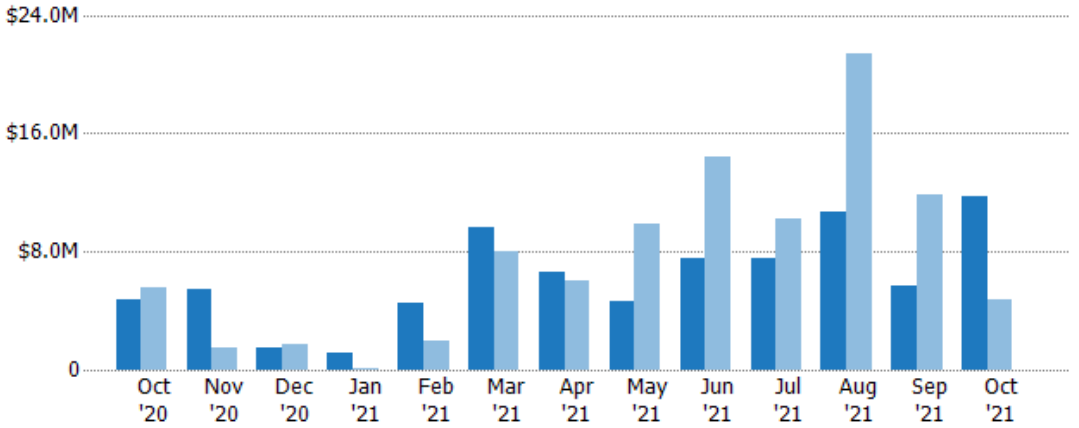
## New Listing Volume

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.
Oct '21	\$11.8M	145.9%
Oct '20	\$4.78M	-15%
Oct '19	\$5.62M	-13.2%



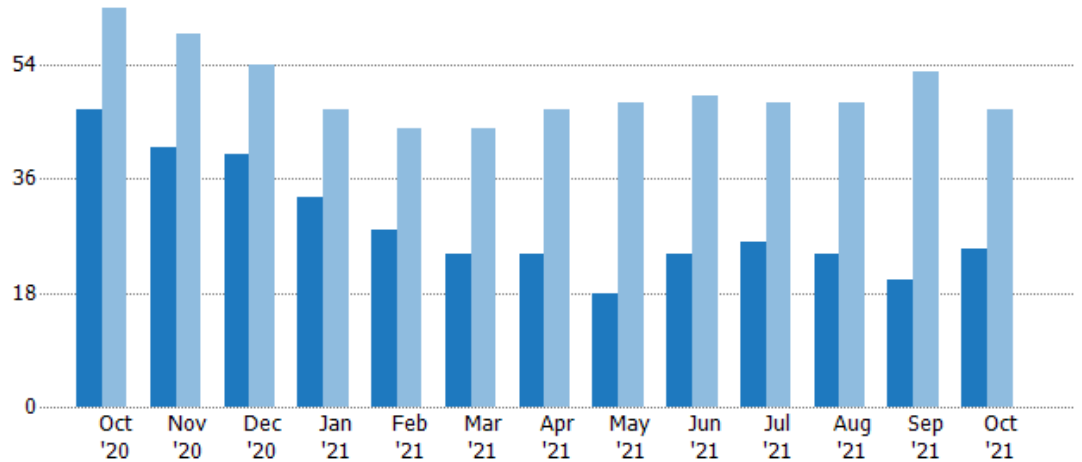
Current Year	\$4.78M	\$5.48M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.65M	\$7.59M	\$7.51M	\$10.7M	\$5.73M	\$11.8M
Prior Year	\$5.62M	\$1.51M	\$1.7M	\$137K	\$1.98M	\$8.05M	\$6.04M	\$9.91M	\$14.4M	\$10.2M	\$21.4M	\$11.8M	\$4.78M
Percent Change from Prior Year	-15%	263%	-12%	702%	130%	20%	10%	-53%	-47%	-26%	-50%	-51%	146%

## 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.
Oct '21	25	-46.8%
Oct '20	47	-25.4%
Oct '19	63	-12.7%

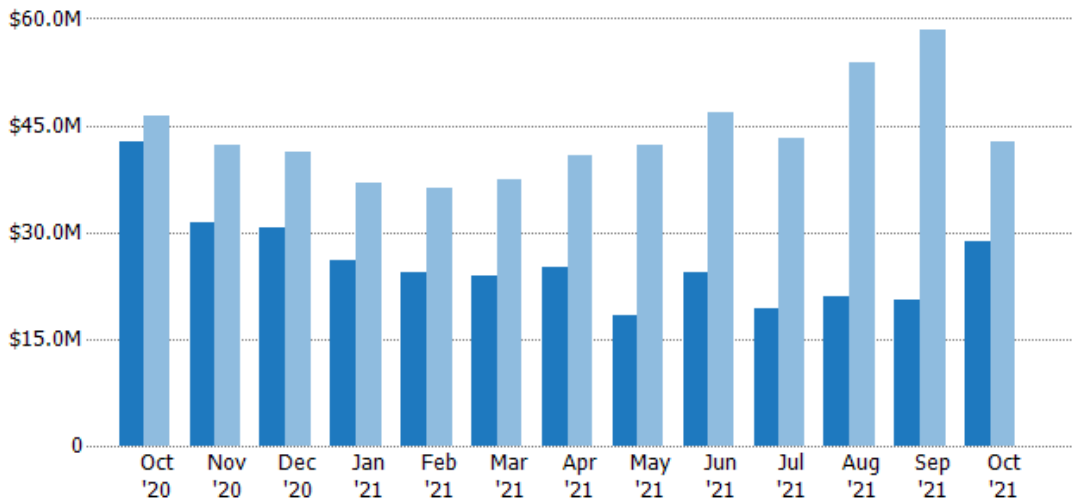
Month/Year	Count	% Chg.
Oct '21	25	-46.8%
Oct '20	47	-25.4%
Oct '19	63	-12.7%

## 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.
Oct '21	\$28.6M	-32.9%
Oct '20	\$42.6M	-7.9%
Oct '19	\$46.3M	1.9%

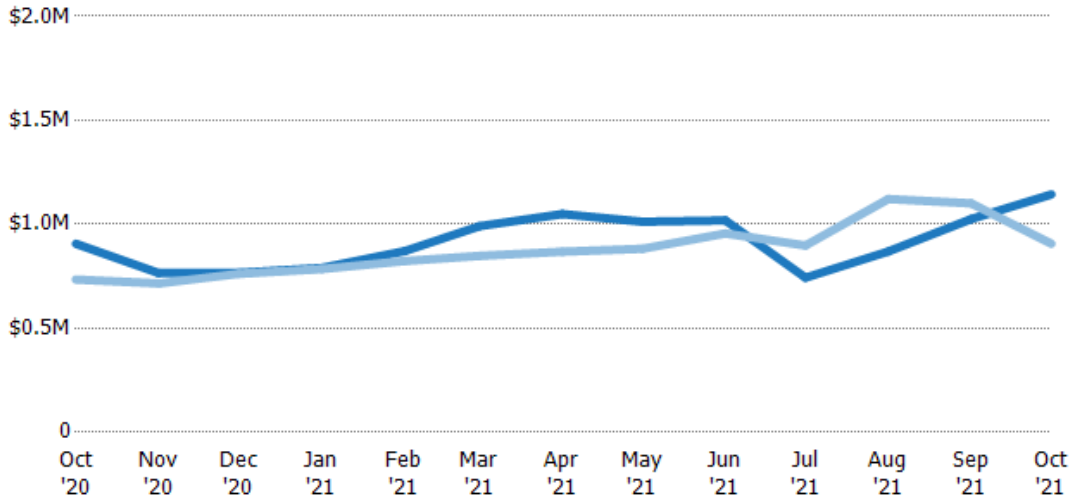
Month/Year	Volume	% Chg.
Oct '21	\$28.6M	-32.9%
Oct '20	\$42.6M	-7.9%
Oct '19	\$46.3M	1.9%

## 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



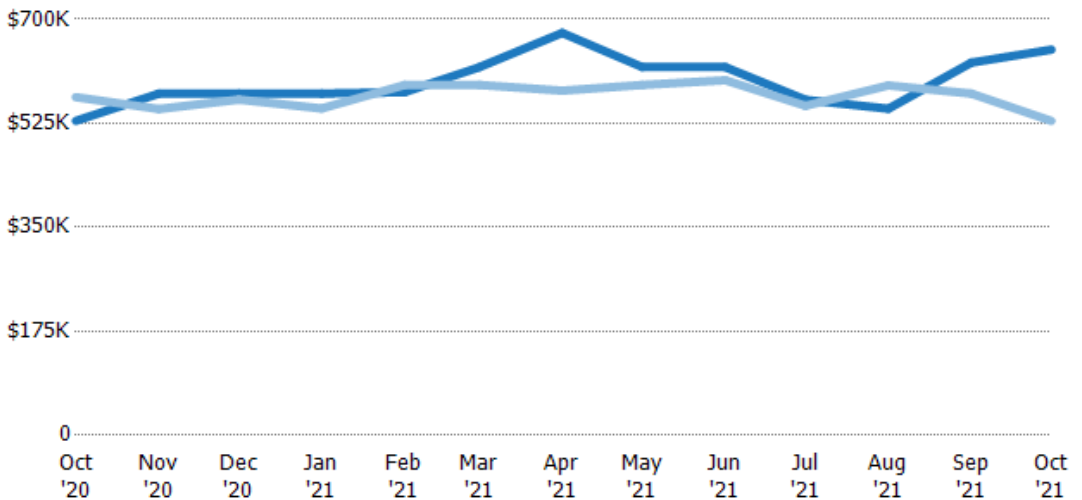
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$906K	\$765K	\$767K	\$790K	\$871K	\$991K	\$1.05M	\$1.01M	\$1.02M	\$743K	\$869K	\$1.03M	\$1.14M
Prior Year	\$734K	\$716K	\$762K	\$785K	\$823K	\$848K	\$868K	\$882K	\$956K	\$898K	\$1.12M	\$1.1M	\$906K
Percent Change from Prior Year	23%	7%	1%	1%	6%	17%	21%	15%	7%	-17%	-22%	-7%	26%

## 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



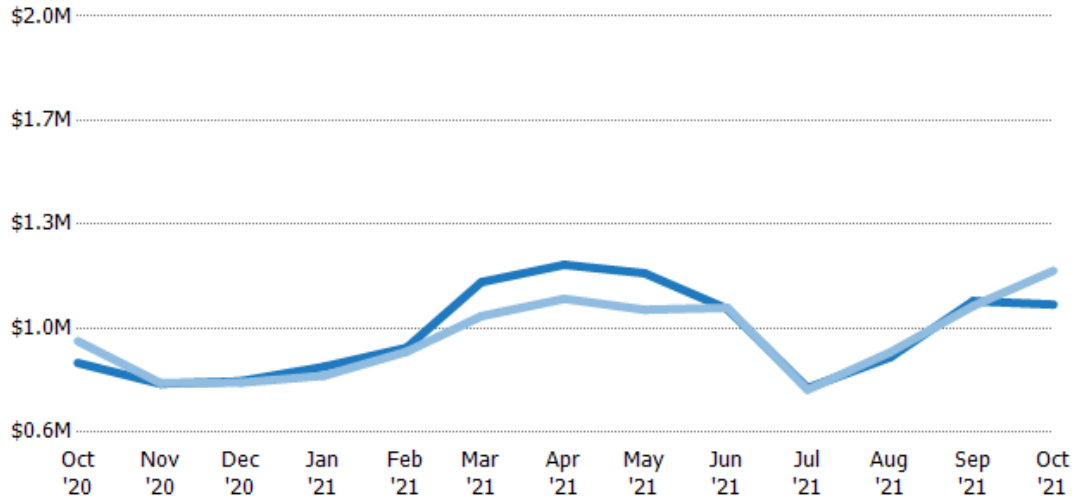
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$529K	\$575K	\$575K	\$575K	\$577K	\$619K	\$677K	\$619K	\$619K	\$564K	\$550K	\$627K	\$649K
Prior Year	\$569K	\$549K	\$565K	\$550K	\$589K	\$589K	\$580K	\$589K	\$598K	\$554K	\$589K	\$575K	\$529K
Percent Change from Prior Year	-7%	5%	2%	5%	-2%	5%	17%	5%	4%	2%	-7%	9%	23%

## 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



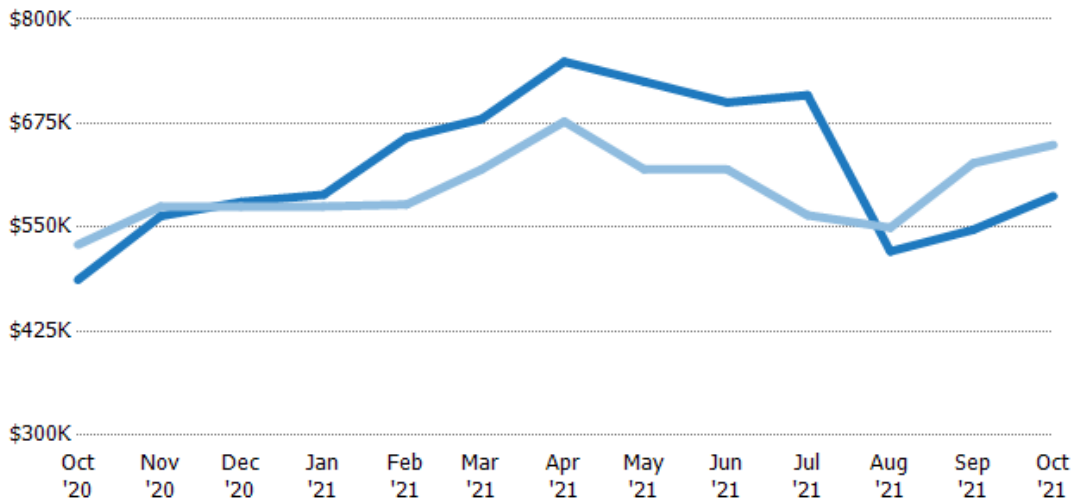
Avg Est Value	\$833K	\$763K	\$772K	\$820K	\$884K	\$1.11M	\$1.16M	\$1.14M	\$1.01M	\$749K	\$852K	\$1.04M	\$1.03M
Avg Listing Price	\$906K	\$765K	\$767K	\$790K	\$871K	\$991K	\$1.05M	\$1.01M	\$1.02M	\$743K	\$869K	\$1.03M	\$1.14M
Avg Listing Price as a % of Avg Est Value	109%	100%	99%	96%	98%	90%	90%	89%	100%	99%	102%	98%	111%

## 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



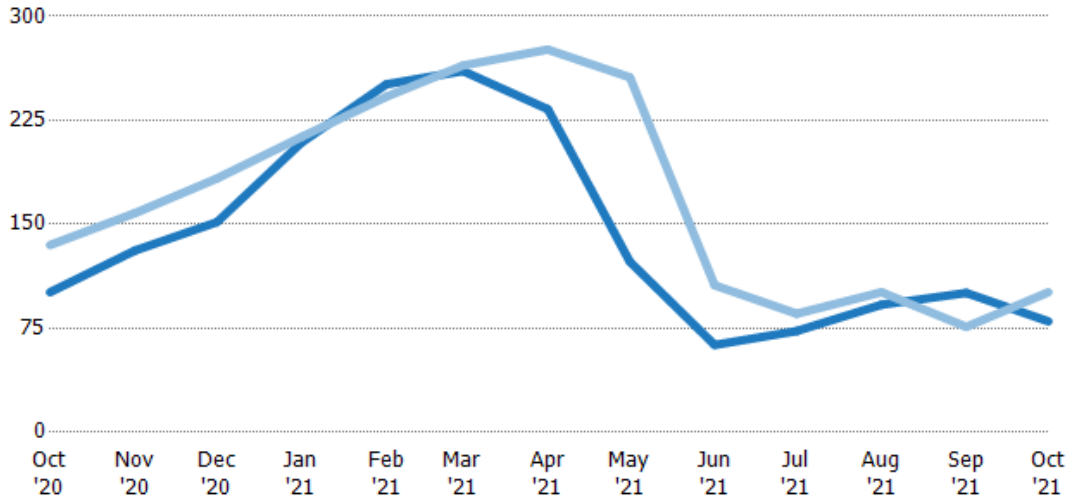
Median Est Value	\$487K	\$563K	\$580K	\$589K	\$658K	\$680K	\$749K	\$725K	\$700K	\$709K	\$521K	\$547K	\$587K
Median Listing Price	\$529K	\$575K	\$575K	\$575K	\$577K	\$619K	\$677K	\$619K	\$619K	\$564K	\$550K	\$627K	\$649K
Med Listing Price as a % of Med Est Value	109%	102%	99%	98%	88%	91%	90%	85%	88%	80%	105%	115%	110%

## 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.
Oct '21	80	-20.8%
Oct '20	101	-25.2%
Oct '19	135	-8.9%

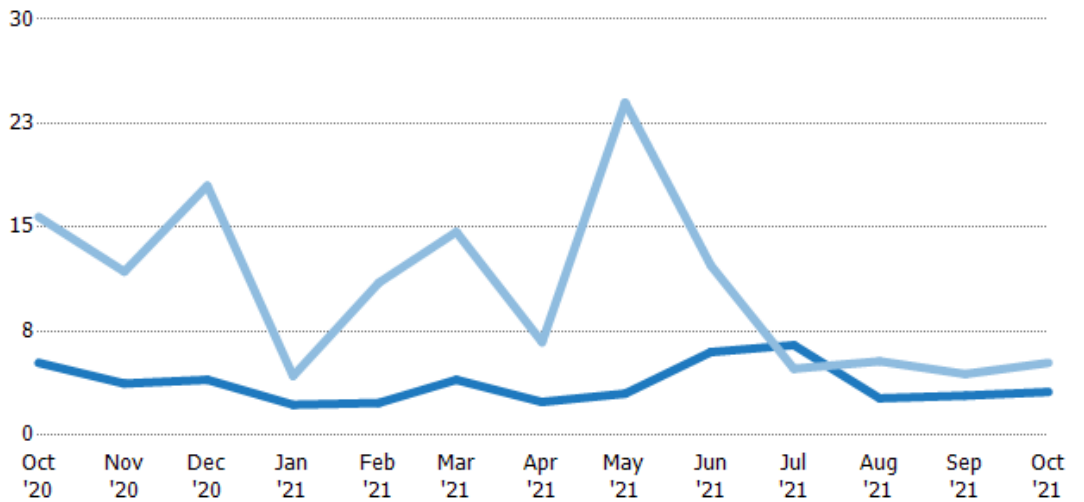
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	101	131	152	209	251	261	233	123	63	73	92	101	80
Prior Year	135	158	183	213	242	265	276	256	106	85.5	101	76	101
Percent Change from Prior Year	-25%	-17%	-17%	-2%	4%	-2%	-16%	-52%	-41%	-15%	-9%	32%	-21%

## 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.
Oct '21	3.13	-40.2%
Oct '20	5.22	-66.8%
Oct '19	15.8	74.6%

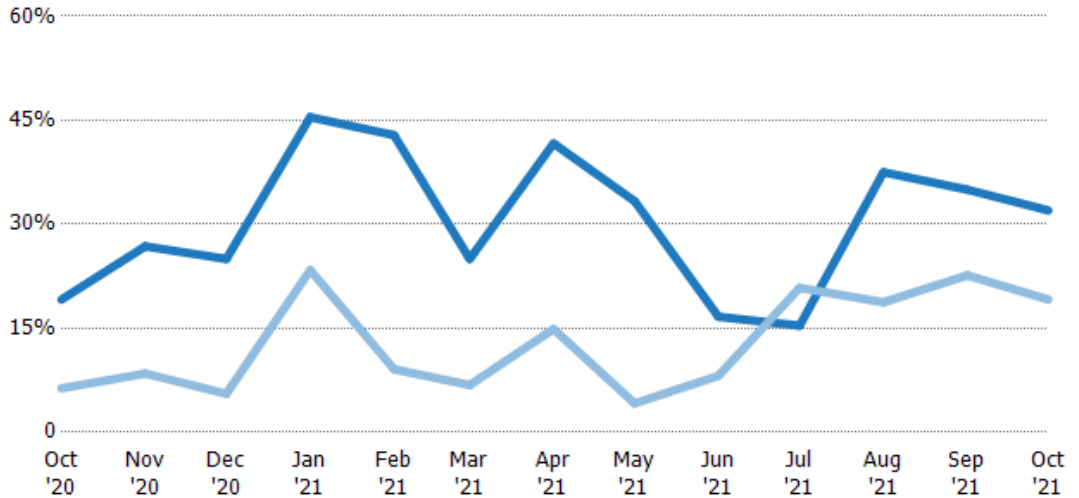
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	5.22	3.73	4	2.2	2.33	4	2.4	3	6	6.5	2.67	2.86	3.13
Prior Year	15.8	11.8	18	4.27	11	14.7	6.71	24	12.3	4.8	5.33	4.42	5.22
Percent Change from Prior Year	-67%	-68%	-78%	-49%	-79%	-73%	-64%	-88%	-51%	35%	-50%	-35%	-40%

## 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



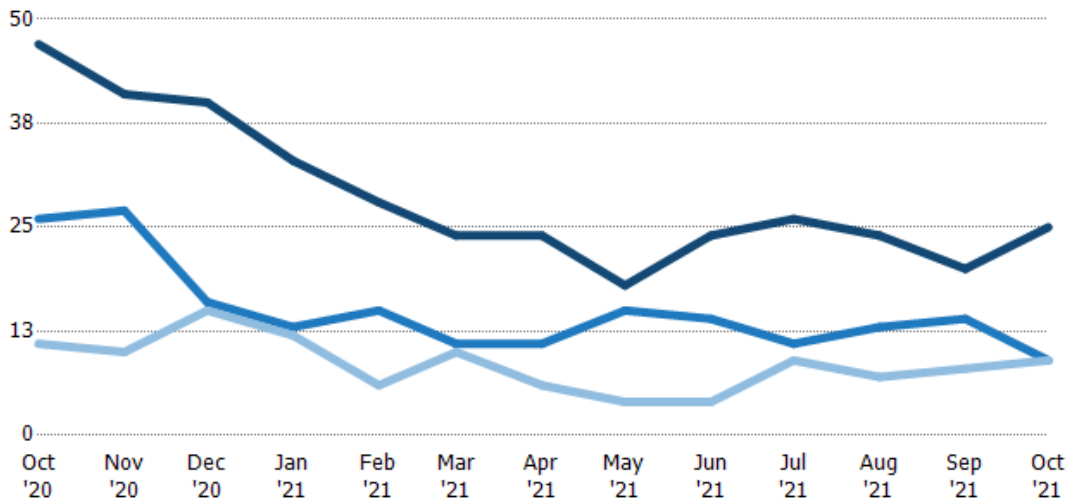
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	19%	27%	25%	45%	43%	25%	42%	33%	17%	15%	38%	35%	32%
Prior Year	6%	8%	6%	23%	9%	7%	15%	4%	8%	21%	19%	23%	19%
Change from Prior Year	-13%	-18%	-19%	-22%	-34%	-18%	-27%	-29%	-9%	5%	-19%	-12%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

## 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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	47	41	40	33	28	24	24	18	24	26	24	20	25
Pending	26	27	16	13	15	11	11	15	14	11	13	14	9
Sold	11	10	15	12	6	10	6	4	4	9	7	8	9

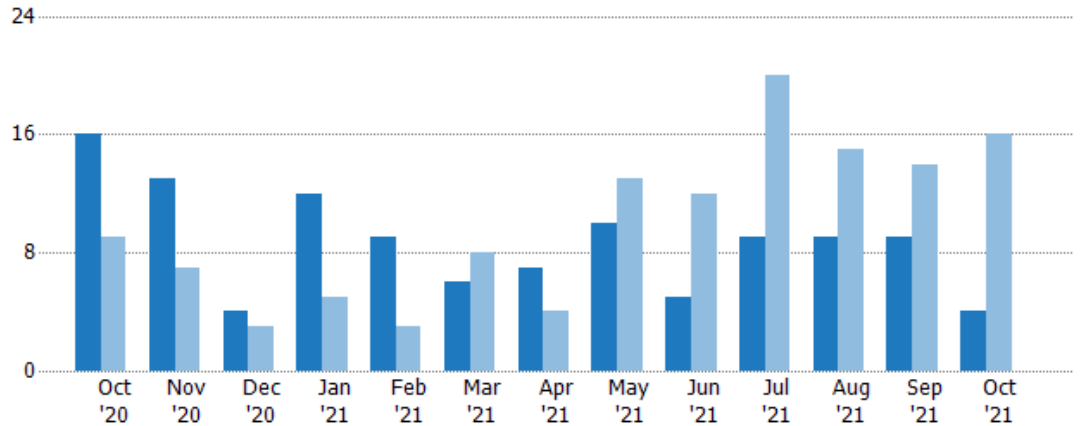
## New Pending Sales

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.
Oct '21	4	-75%
Oct '20	16	77.8%
Oct '19	9	-11.1%



Current Year	16	13	4	12	9	6	7	10	5	9	9	9	4
Prior Year	9	7	3	5	3	8	4	13	12	20	15	14	16
Percent Change from Prior Year	78%	86%	33%	140%	200%	-25%	75%	-23%	-58%	-55%	-40%	-36%	-75%

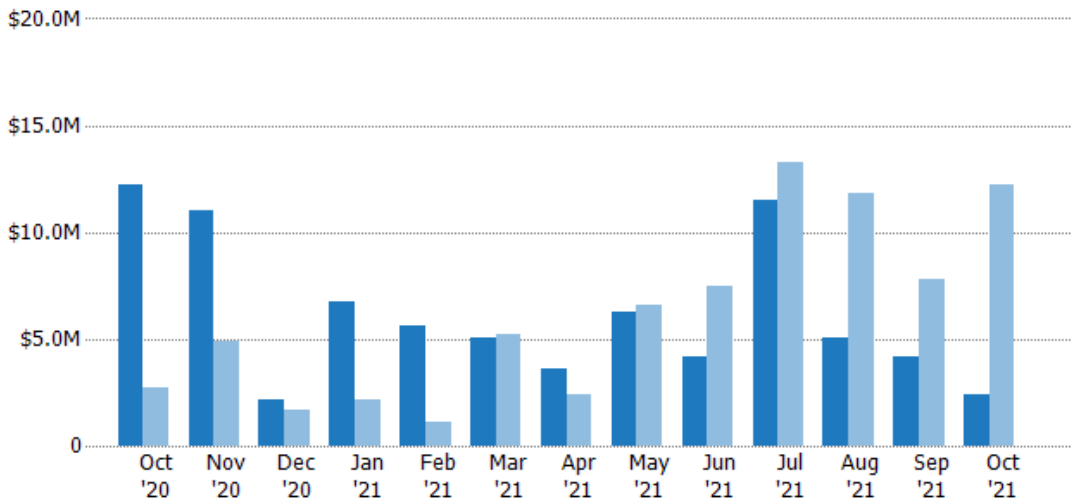
## New Pending Sales Volume

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.
Oct '21	\$2.4M	-80.4%
Oct '20	\$12.2M	350.9%
Oct '19	\$2.71M	221.9%



Current Year	\$12.2M	\$11M	\$2.18M	\$6.77M	\$5.64M	\$5.07M	\$3.64M	\$6.26M	\$4.18M	\$11.5M	\$5.09M	\$4.17M	\$2.4M
Prior Year	\$2.71M	\$4.94M	\$1.68M	\$2.17M	\$1.11M	\$5.18M	\$2.39M	\$6.62M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M
Percent Change from Prior Year	351%	124%	30%	211%	407%	-2%	52%	-6%	-44%	-14%	-57%	-47%	-80%



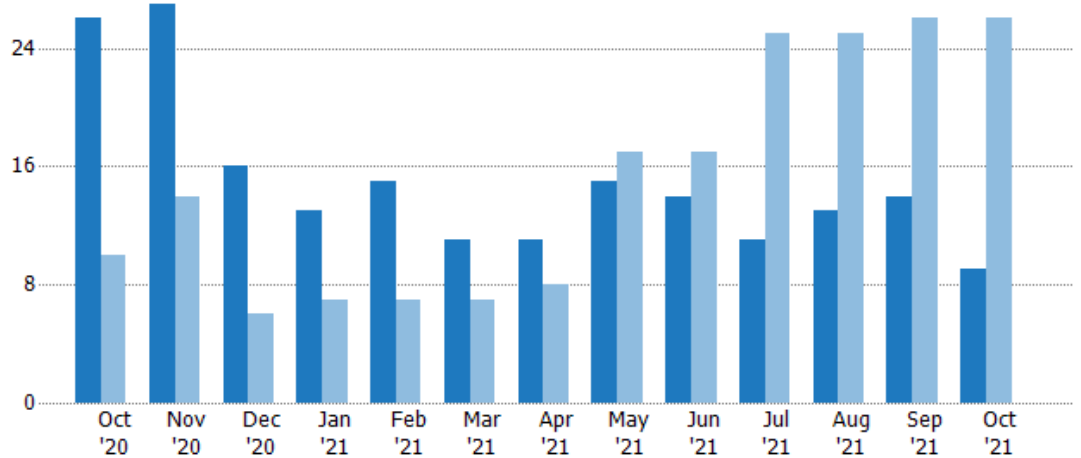
## Pending Sales

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.
Oct '21	9	-65.4%
Oct '20	26	160%
Oct '19	10	40%



Current Year	26	27	16	13	15	11	11	15	14	11	13	14	9
Prior Year	10	14	6	7	7	7	8	17	17	25	25	26	26
Percent Change from Prior Year	160%	93%	167%	86%	114%	57%	38%	-12%	-18%	-56%	-48%	-46%	-65%

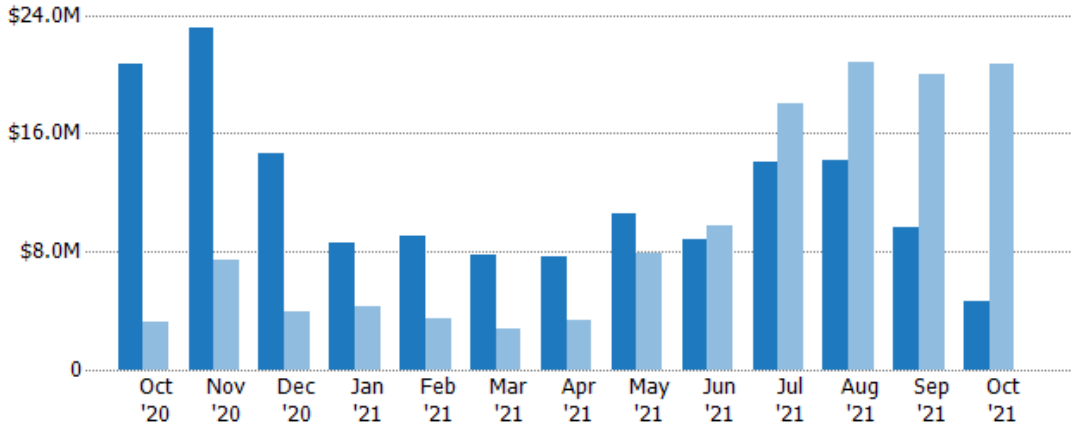
## Pending Sales Volume

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.
Oct '21	\$4.59M	-77.8%
Oct '20	\$20.7M	538%
Oct '19	\$3.25M	255.2%



Current Year	\$20.7M	\$23.1M	\$14.6M	\$8.59M	\$9.01M	\$7.74M	\$7.64M	\$10.5M	\$8.78M	\$14.1M	\$14.2M	\$9.68M	\$4.59M
Prior Year	\$3.25M	\$7.37M	\$3.92M	\$4.3M	\$3.47M	\$2.74M	\$3.3M	\$7.92M	\$9.7M	\$18M	\$20.8M	\$20M	\$20.7M
Percent Change from Prior Year	538%	213%	273%	100%	160%	182%	132%	33%	-10%	-22%	-32%	-52%	-78%

## Closed Sales

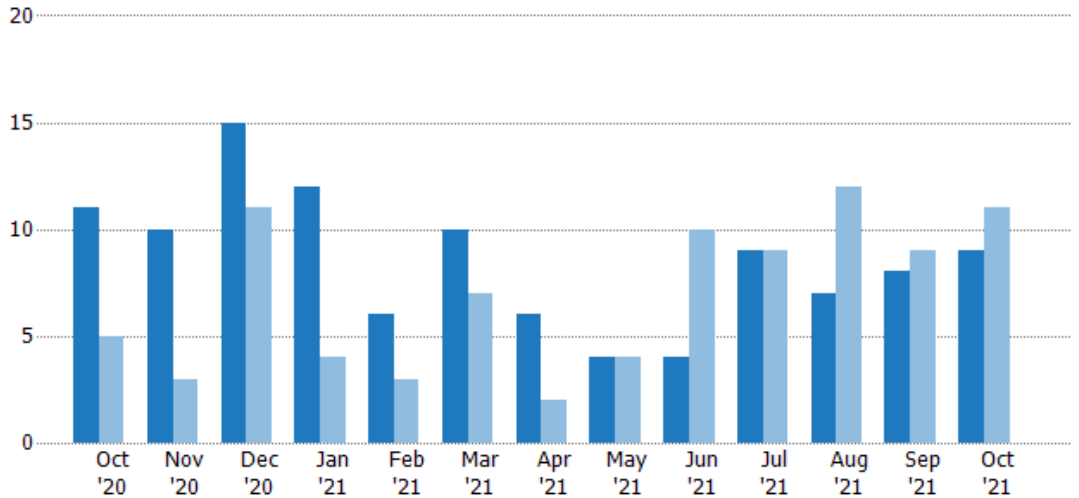
The total number of residential properties sold each month.

### Filters Used

ZIP: South Woodstock, VT 05071,  
Woodstock, VT 05091

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

Month/ Year	Count	% Chg.
Oct '21	9	-18.2%
Oct '20	11	120%
Oct '19	5	80%



Current Year	11	10	15	12	6	10	6	4	4	9	7	8	9
Prior Year	5	3	11	4	3	7	2	4	10	9	12	9	11
Percent Change from Prior Year	220%	233%	36%	200%	100%	43%	200%	0%	-60%	0%	-42%	-11%	-18%

## Closed Sales Volume

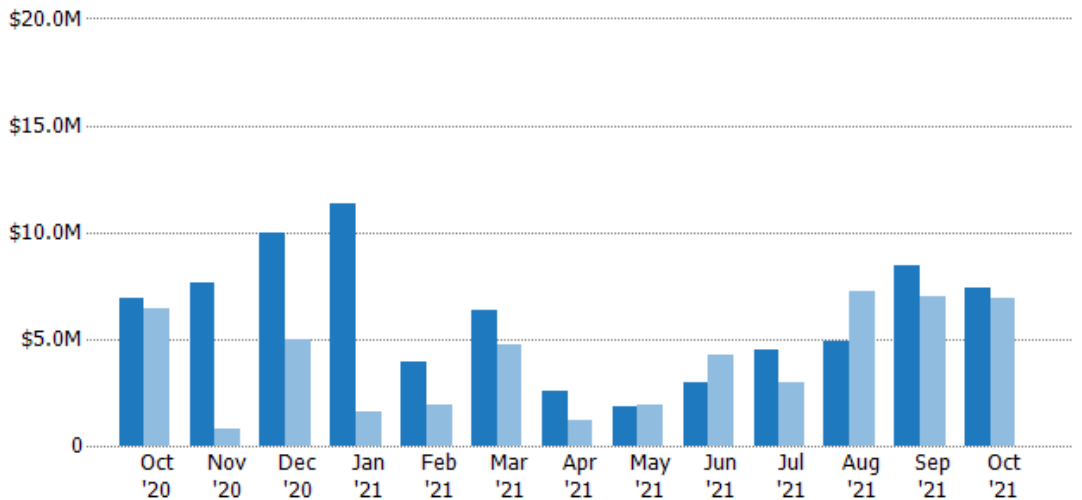
The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: South Woodstock, VT 05071,  
Woodstock, VT 05091

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

Month/ Year	Volume	% Chg.
Oct '21	\$7.43M	8.1%
Oct '20	\$6.88M	7%
Oct '19	\$6.43M	3.8%



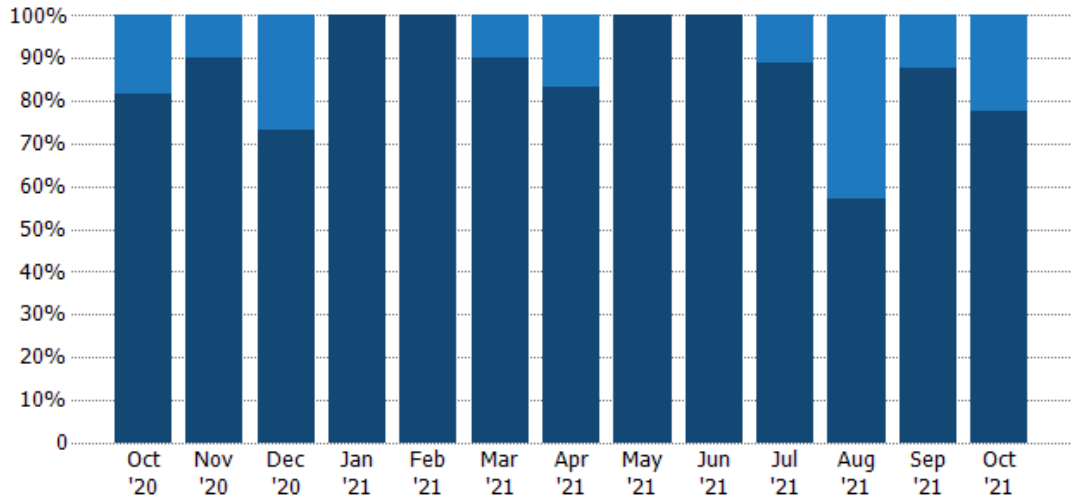
Current Year	\$6.88M	\$7.62M	\$9.96M	\$11.3M	\$3.97M	\$6.32M	\$2.54M	\$1.85M	\$2.99M	\$4.5M	\$4.88M	\$8.42M	\$7.43M
Prior Year	\$6.43M	\$758K	\$4.99M	\$1.64M	\$1.92M	\$4.7M	\$1.18M	\$1.92M	\$4.28M	\$2.99M	\$7.26M	\$7.01M	\$6.88M
Percent Change from Prior Year	7%	906%	100%	593%	107%	34%	115%	-4%	-30%	50%	-33%	20%	8%

## 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



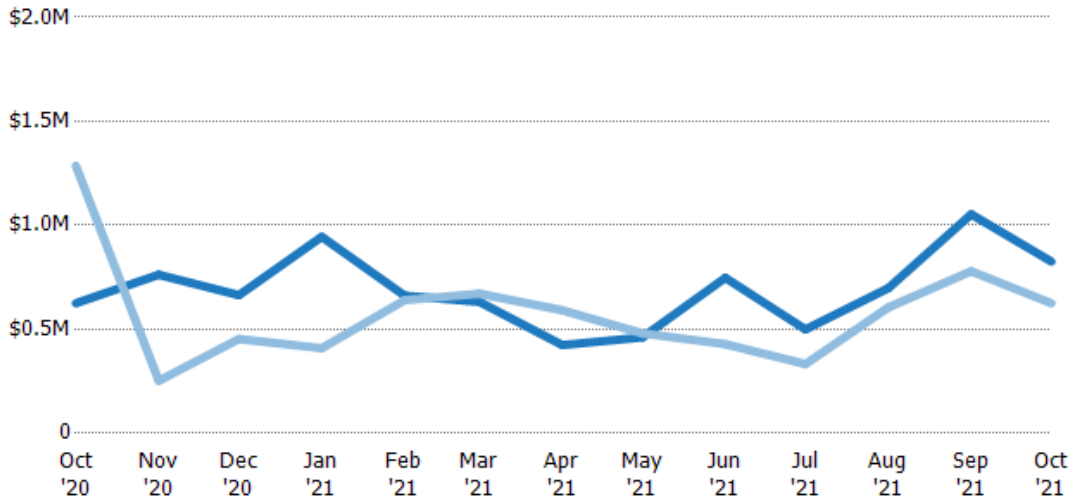
Condo/Townhouse	18%	10%	27%	-	-	10%	17%	-	-	11%	43%	13%	22%
Single Family Residence	82%	90%	73%	100%	100%	90%	83%	100%	100%	89%	57%	88%	78%

## 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



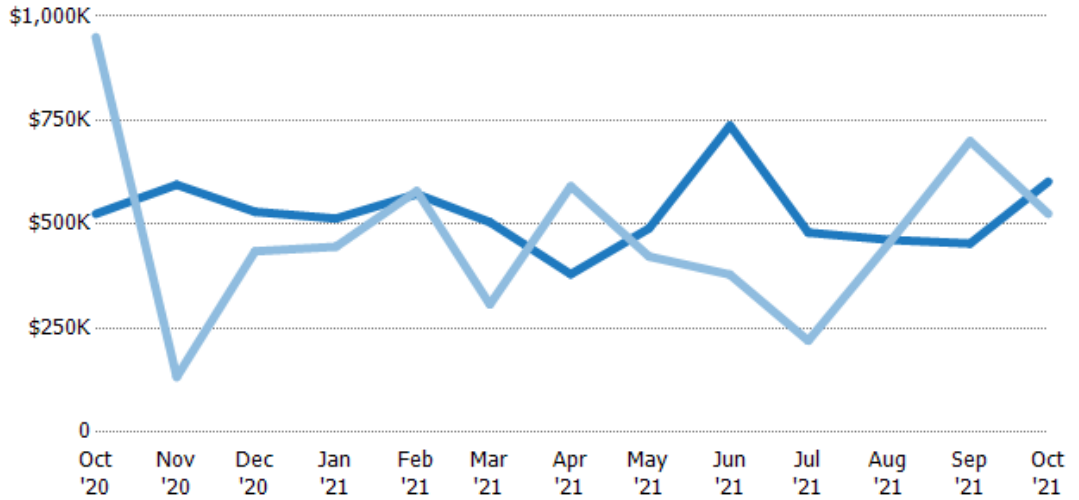
Current Year	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$424K	\$461K	\$748K	\$499K	\$698K	\$1.05M	\$826K
Prior Year	\$1.29M	\$253K	\$453K	\$409K	\$640K	\$671K	\$592K	\$480K	\$428K	\$333K	\$605K	\$779K	\$625K
Percent Change from Prior Year	-51%	202%	47%	131%	3%	-6%	-28%	-4%	74%	50%	15%	35%	32%

## 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



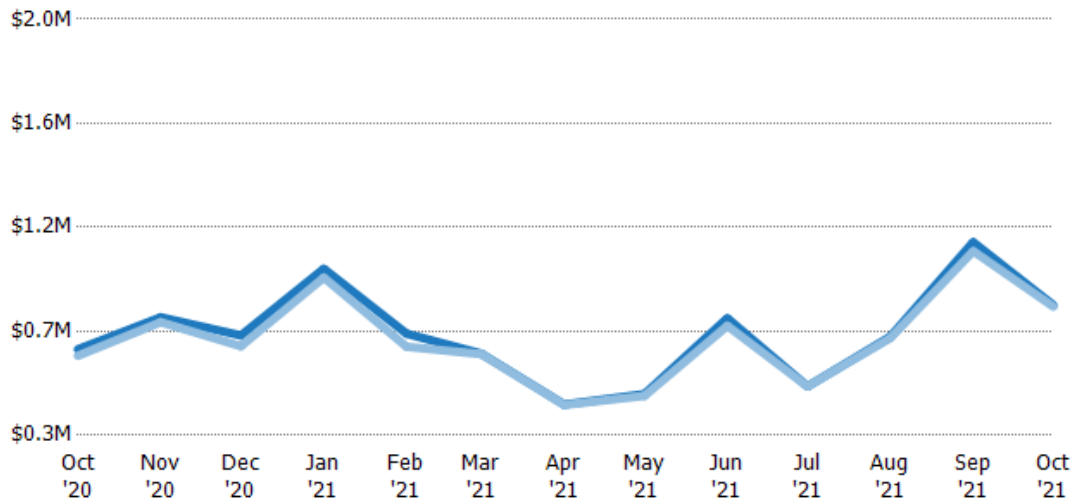
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	\$525K	\$950K	-45%
Nov '20	\$595K	\$133K	347%
Dec '20	\$530K	\$435K	22%
Jan '21	\$514K	\$446K	15%
Feb '21	\$573K	\$580K	-1%
Mar '21	\$505K	\$307K	64%
Apr '21	\$380K	\$592K	-36%
May '21	\$490K	\$423K	16%
Jun '21	\$738K	\$379K	95%
Jul '21	\$480K	\$220K	118%
Aug '21	\$463K	\$455K	2%
Sep '21	\$454K	\$700K	-35%
Oct '21	\$603K	\$525K	15%

## 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



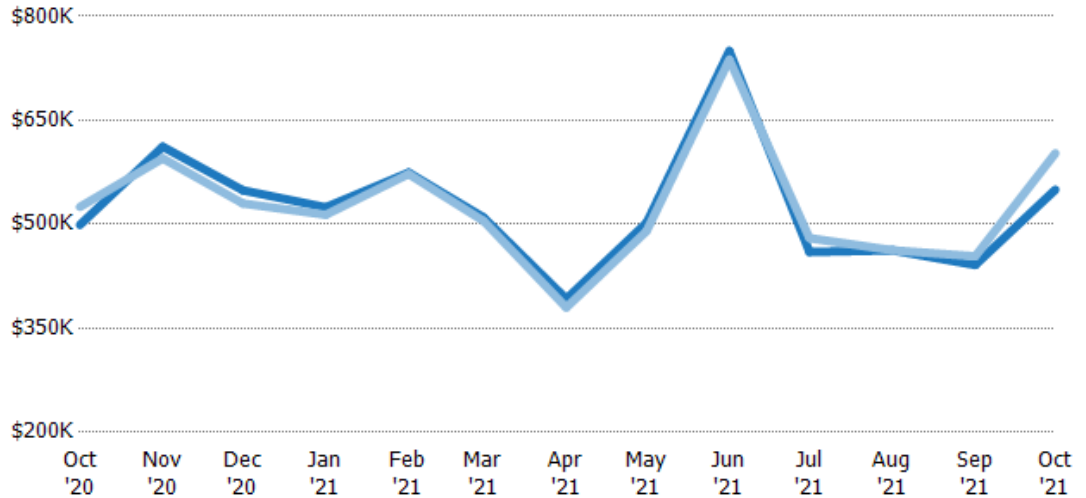
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Oct '20	\$651K	\$625K	96%
Nov '20	\$782K	\$762K	97%
Dec '20	\$708K	\$664K	94%
Jan '21	\$980K	\$945K	96%
Feb '21	\$715K	\$662K	93%
Mar '21	\$633K	\$632K	100%
Apr '21	\$426K	\$424K	100%
May '21	\$469K	\$461K	98%
Jun '21	\$779K	\$748K	96%
Jul '21	\$500K	\$499K	100%
Aug '21	\$703K	\$698K	99%
Sep '21	\$1.09M	\$1.05M	97%
Oct '21	\$832K	\$826K	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

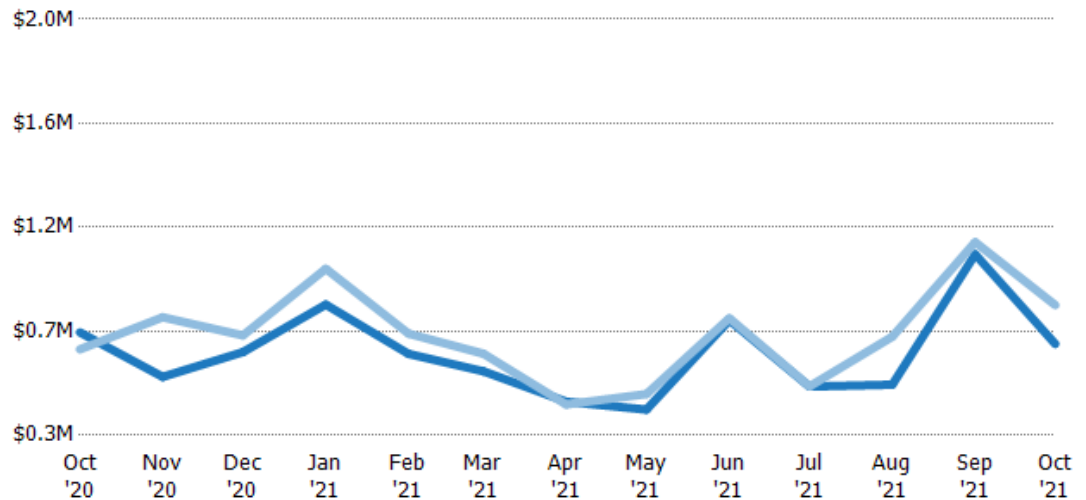


## Average Sales Price vs Average Est Value

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

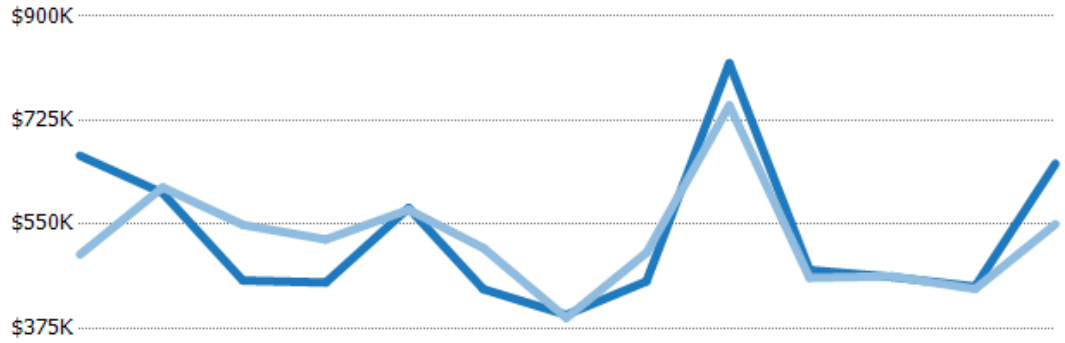


## Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$665K	\$602K	\$455K	\$452K	\$577K	\$441K	\$398K	\$454K	\$821K	\$473K	\$461K	\$445K	\$652K
Median Sales Price	\$499K	\$612K	\$549K	\$524K	\$575K	\$510K	\$392K	\$502K	\$750K	\$460K	\$463K	\$441K	\$550K
Med Sales Price as a % of Med Est Value	75%	102%	121%	116%	99%	116%	99%	111%	91%	97%	100%	99%	84%