

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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	3	+/-	86	119	-27.7%
New Listing Volume	\$3,138,000	\$1,493,000	+110.2%	\$77,992,799	\$96,505,599	-19.2%
Active Listing Count	13	41	-68.3%	N/A	N/A	
Active Listing Volume	\$24,118,000	\$41,766,999	-42.3%	N/A	N/A	
Average Listing Price	\$1,855,231	\$1,018,707	+82.1%	\$1,430,048	\$959,304	+49.1%
Median Listing Price	\$1,395,000	\$579,900	+140.6%	\$762,984	\$584,578	+30.5%
Median Days in RPR	88	138	-36.2%	136.72	133.56	+2.4%
Months of Inventory	1.4	4.1	-64.8%	2.9	8.3	-65.5%
Absorption Rate	69.23%	24.39%	+44.8%	35.02%	12.07%	+22.9%
Sales Activity Charts Metrics						
New Pending Sales Count	4	4	+/-	98	127	-22.8%
New Pending Sales Volume	\$3,537,000	\$2,182,000	+62.1%	\$65,690,998	\$83,284,799	-21.1%
Pending Sales Count	7	16	-56.3%	N/A	N/A	
Pending Sales Volume	\$5,865,000	\$14,645,300	-60%	N/A	N/A	
Closed Sales Count	11	15	-26.7%	97	97	+/-
Closed Sales Volume	\$4,531,900	\$9,959,806	-54.5%	\$65,492,630	\$57,917,206	+13.1%
Average Sales Price	\$411,991	\$663,987	-38%	\$675,182	\$597,085	+13.1%
Median Sales Price	\$380,000	\$530,000	-28.3%	\$497,371	\$478,969	+3.8%

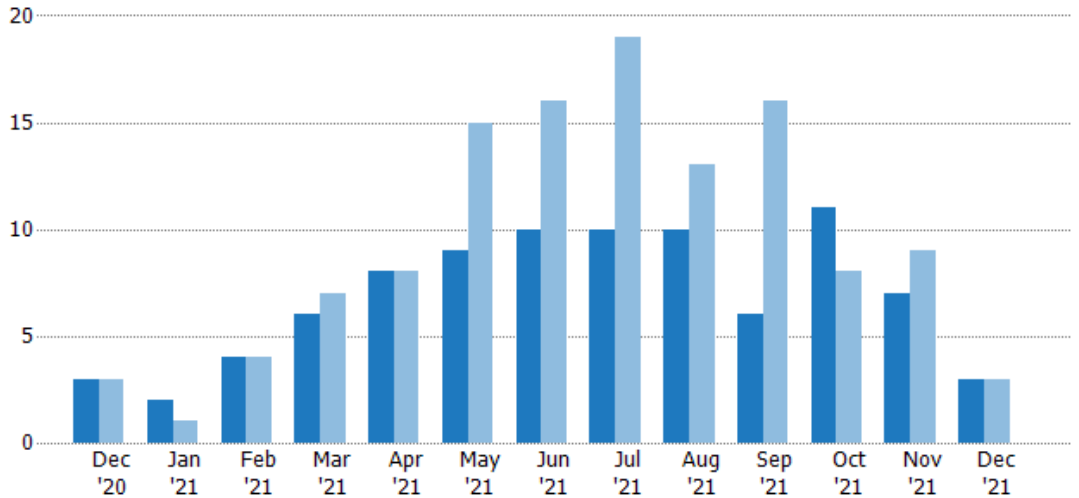
New Listings

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.
Dec '21	3	0%
Dec '20	3	0%
Dec '19	3	66.7%



Current Year	3	2	4	6	8	9	10	10	10	6	11	7	3
Prior Year	3	1	4	7	8	15	16	19	13	16	8	9	3
Percent Change from Prior Year	0%	100%	0%	-14%	0%	-40%	-38%	-47%	-23%	-63%	38%	-22%	0%

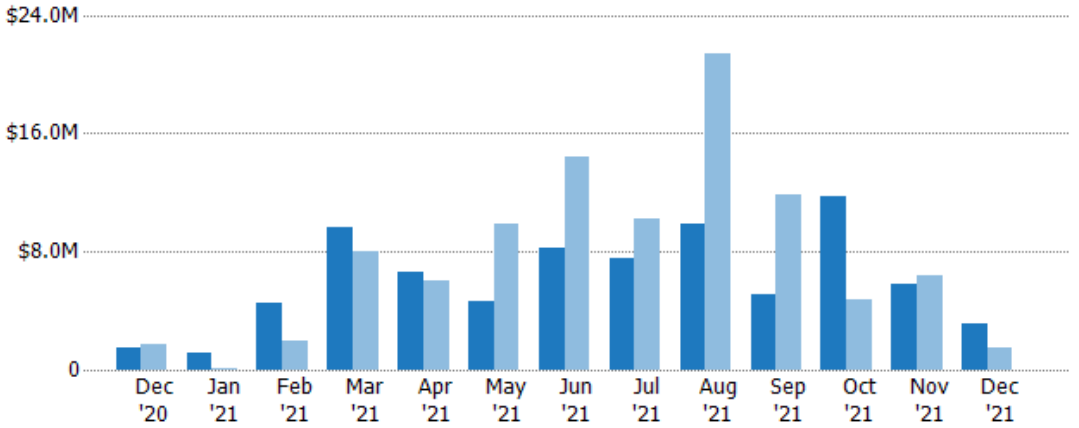
New Listing Volume

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	Volume	% Chg.
Dec '21	\$3.14M	110.2%
Dec '20	\$1.49M	-12.4%
Dec '19	\$1.7M	-33.5%



Current Year	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.65M	\$8.21M	\$7.51M	\$9.87M	\$5.1M	\$11.8M	\$5.76M	\$3.14M
Prior Year	\$1.7M	\$137K	\$1.98M	\$8.05M	\$6.04M	\$9.91M	\$14.4M	\$10.2M	\$21.4M	\$11.8M	\$4.78M	\$6.41M	\$1.49M
Percent Change from Prior Year	-12%	702%	130%	20%	10%	-53%	-43%	-26%	-54%	-57%	147%	-10%	110%

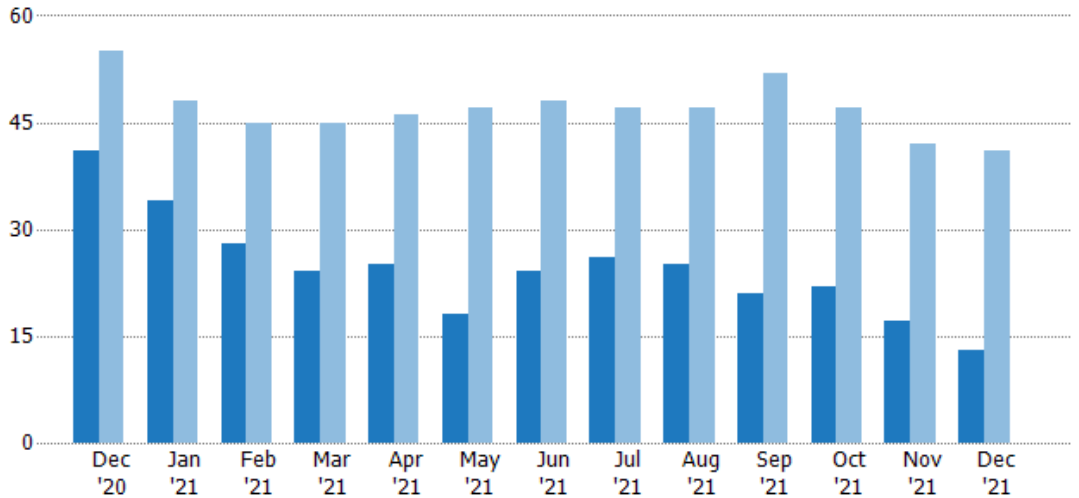
Active Listings

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.
Dec '21	13	-68.3%
Dec '20	41	-25.5%
Dec '19	55	-7.3%



Current Year	41	34	28	24	25	18	24	26	25	21	22	17	13
Prior Year	55	48	45	45	46	47	48	47	47	52	47	42	41
Percent Change from Prior Year	-25%	-29%	-38%	-47%	-46%	-62%	-50%	-45%	-47%	-60%	-53%	-60%	-68%

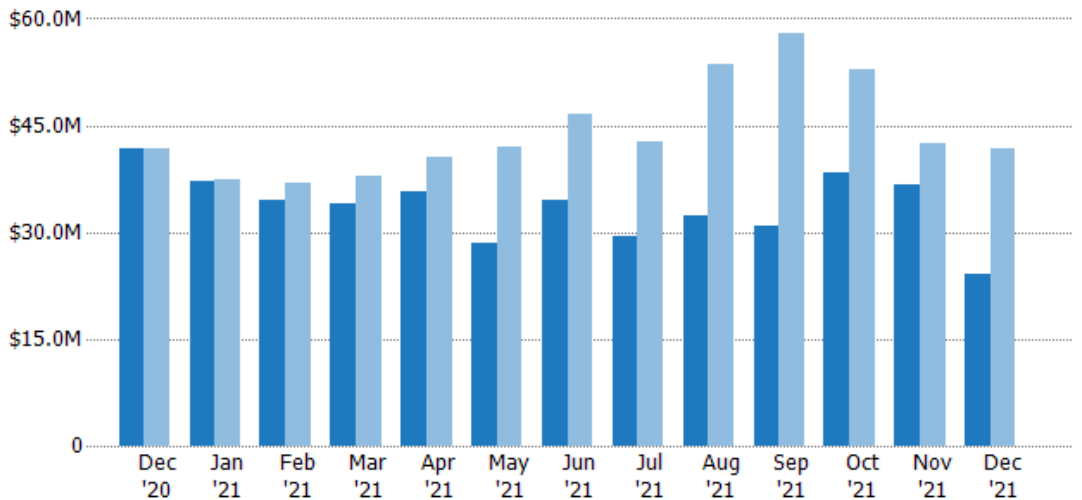
Active Listing Volume

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.
Dec '21	\$24.1M	-42.3%
Dec '20	\$41.8M	0%
Dec '19	\$41.8M	3%



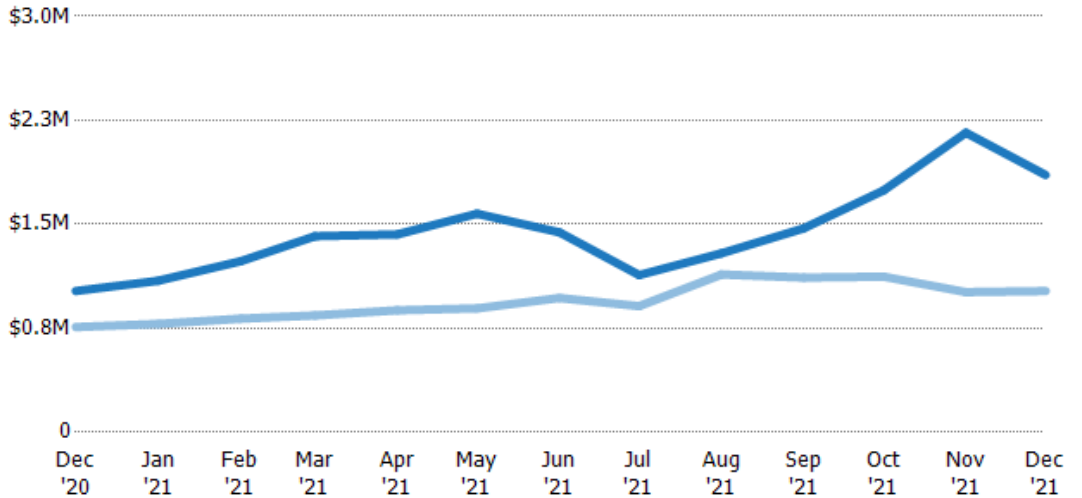
Current Year	\$41.8M	\$37.2M	\$34.5M	\$33.9M	\$35.7M	\$28.4M	\$34.6M	\$29.5M	\$32.3M	\$30.9M	\$38.4M	\$36.7M	\$24.1M
Prior Year	\$41.8M	\$37.5M	\$36.9M	\$37.9M	\$40.5M	\$42M	\$46.5M	\$42.8M	\$53.5M	\$58M	\$52.8M	\$42.5M	\$41.8M
Percent Change from Prior Year	0%	-1%	-6%	-11%	-12%	-32%	-26%	-31%	-40%	-47%	-27%	-14%	-42%

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



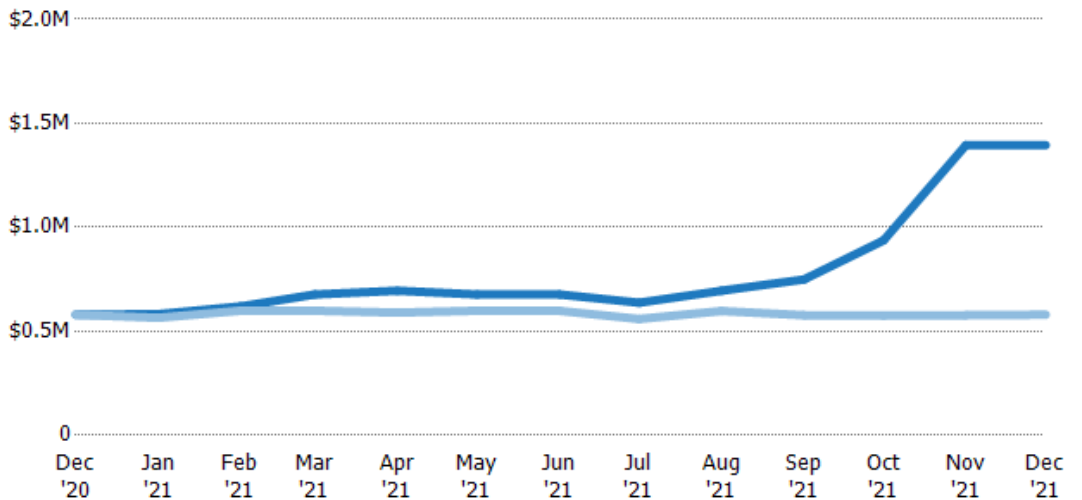
Current Year	\$1.02M	\$1.09M	\$1.23M	\$1.41M	\$1.43M	\$1.58M	\$1.44M	\$1.13M	\$1.29M	\$1.47M	\$1.74M	\$2.16M	\$1.86M
Prior Year	\$759K	\$781K	\$819K	\$843K	\$880K	\$894K	\$968K	\$910K	\$1.14M	\$1.12M	\$1.12M	\$1.01M	\$1.02M
Percent Change from Prior Year	34%	40%	51%	68%	62%	76%	49%	25%	13%	32%	55%	114%	82%

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



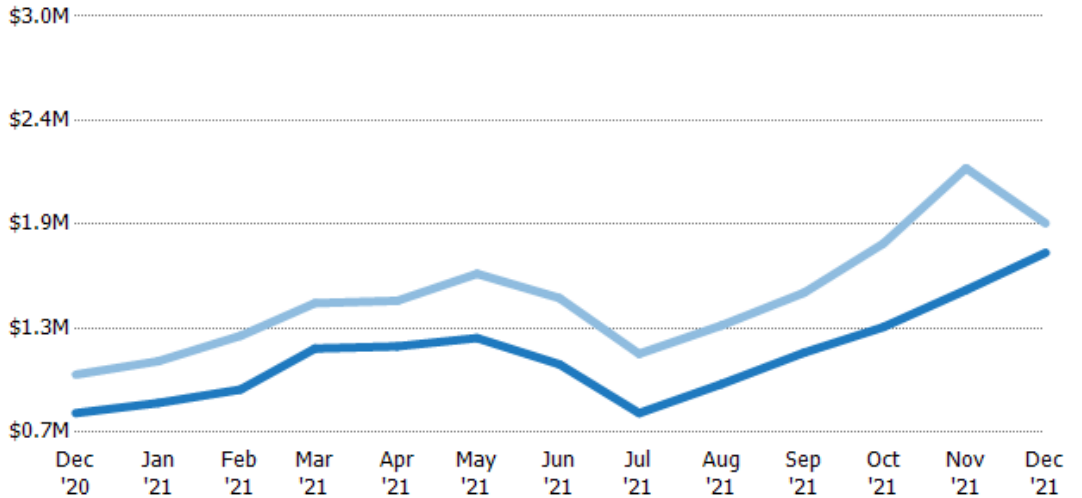
Current Year	\$580K	\$582K	\$619K	\$677K	\$695K	\$677K	\$677K	\$637K	\$695K	\$749K	\$937K	\$1.4M	\$1.4M
Prior Year	\$580K	\$565K	\$599K	\$599K	\$589K	\$599K	\$598K	\$559K	\$598K	\$577K	\$575K	\$577K	\$580K
Percent Change from Prior Year	0%	3%	3%	13%	18%	13%	13%	14%	16%	30%	63%	142%	141%

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



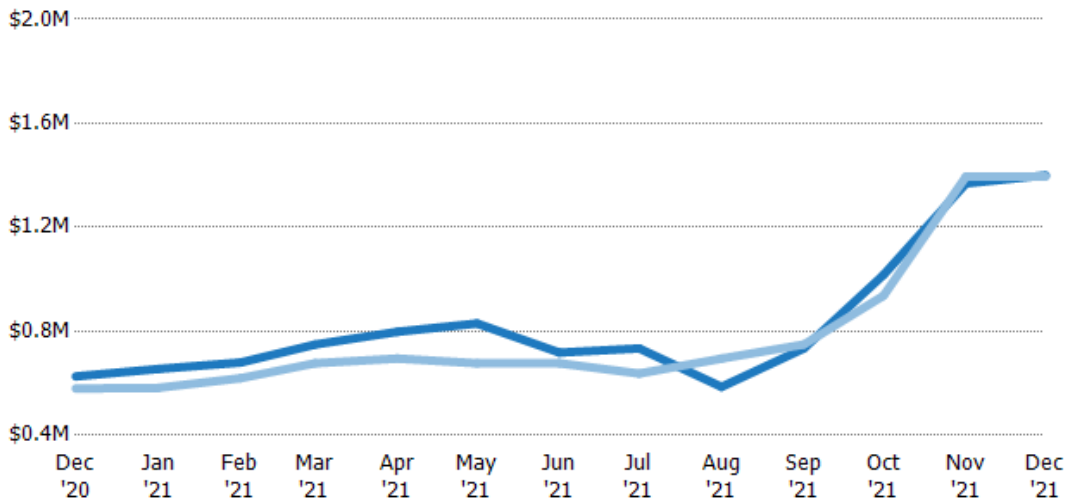
Avg Est Value	\$806K	\$862K	\$936K	\$1.16M	\$1.17M	\$1.22M	\$1.08M	\$806K	\$966K	\$1.14M	\$1.28M	\$1.49M	\$1.69M
Avg Listing Price	\$1.02M	\$1.09M	\$1.23M	\$1.41M	\$1.43M	\$1.58M	\$1.44M	\$1.13M	\$1.29M	\$1.47M	\$1.74M	\$2.16M	\$1.86M
Avg Listing Price as a % of Avg Est Value	126%	127%	132%	122%	121%	129%	134%	141%	134%	129%	136%	145%	110%

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



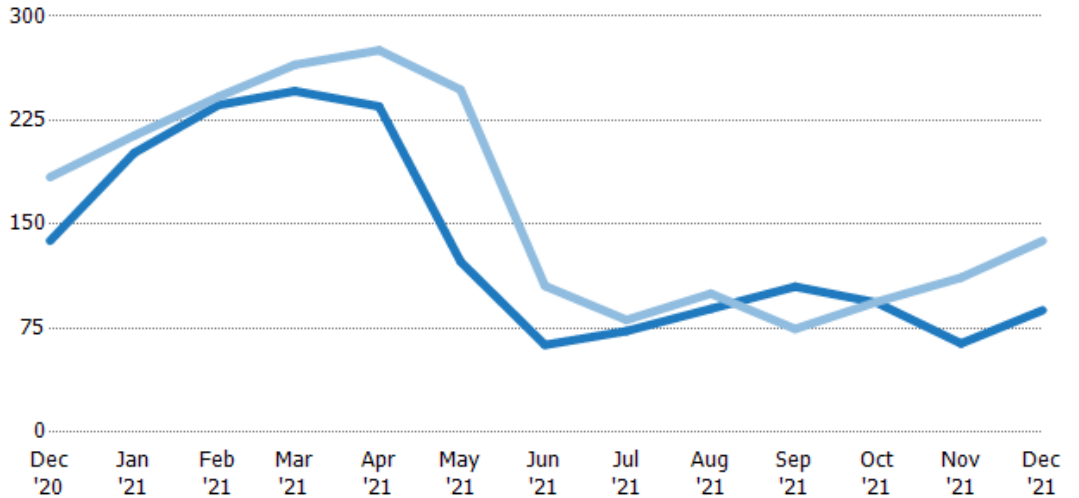
Median Est Value	\$627K	\$655K	\$680K	\$749K	\$798K	\$830K	\$718K	\$734K	\$586K	\$734K	\$1.02M	\$1.37M	\$1.4M
Median Listing Price	\$580K	\$582K	\$619K	\$677K	\$695K	\$677K	\$677K	\$637K	\$695K	\$749K	\$937K	\$1.4M	\$1.4M
Med Listing Price as a % of Med Est Value	93%	89%	91%	90%	87%	82%	94%	87%	119%	102%	92%	102%	100%

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.
Dec '21	88	-36.2%
Dec '20	138	-25%
Dec '19	184	-10.9%

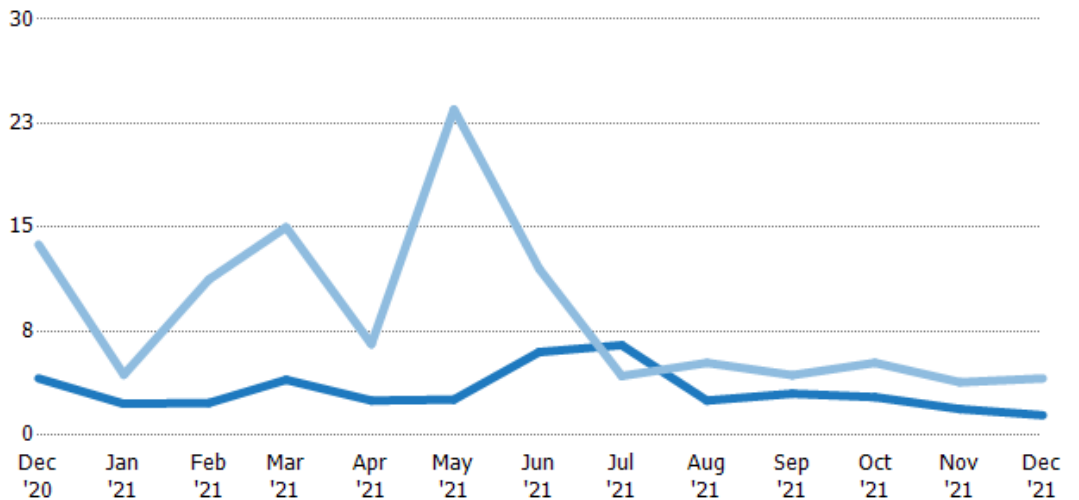
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	138	202	236	246	235	123	63	73	89	105	93.5	64	88
Prior Year	184	214	242	265	276	247	106	81	100	74.5	94	112	138
Percent Change from Prior Year	-25%	-6%	-2%	-7%	-15%	-50%	-40%	-10%	-11%	41%	-1%	-43%	-36%

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.
Dec '21	1.44	-64.8%
Dec '20	4.1	-70.2%
Dec '19	13.8	-53.6%

	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	4.1	2.27	2.33	4	2.5	2.57	6	6.5	2.5	3	2.75	1.89	1.44
Prior Year	13.8	4.36	11.3	15	6.57	23.5	12	4.27	5.22	4.33	5.22	3.82	4.1
Percent Change from Prior Year	-70%	-48%	-79%	-73%	-62%	-89%	-50%	52%	-52%	-31%	-47%	-51%	-65%

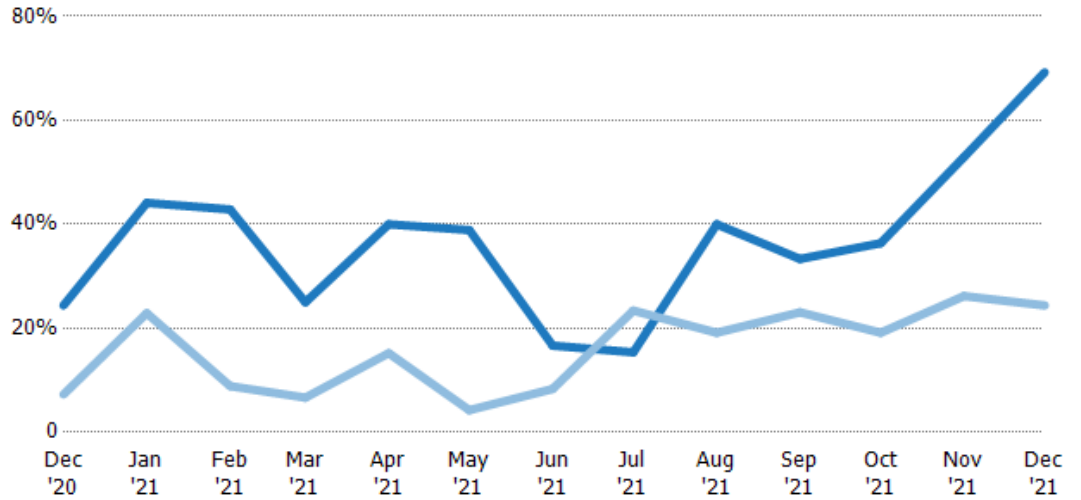
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Rate	Chg.
Dec '21	69%	-44.8%
Dec '20	24%	-17.1%
Dec '19	7%	115.7%



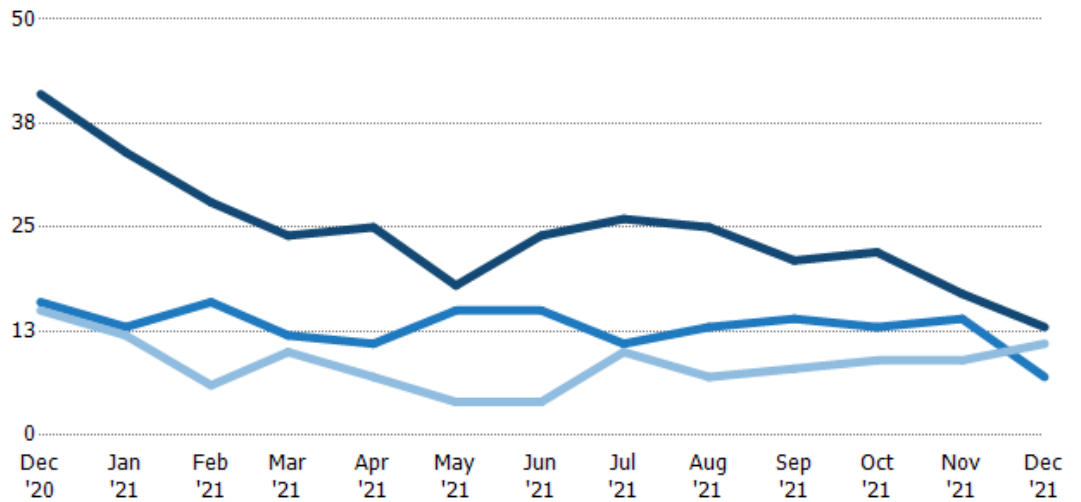
Current Year	24%	44%	43%	25%	40%	39%	17%	15%	40%	33%	36%	53%	69%
Prior Year	7%	23%	9%	7%	15%	4%	8%	23%	19%	23%	19%	26%	24%
Change from Prior Year	-17%	-21%	-34%	-18%	-25%	-35%	-8%	8%	-21%	-10%	-17%	-27%	-45%

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



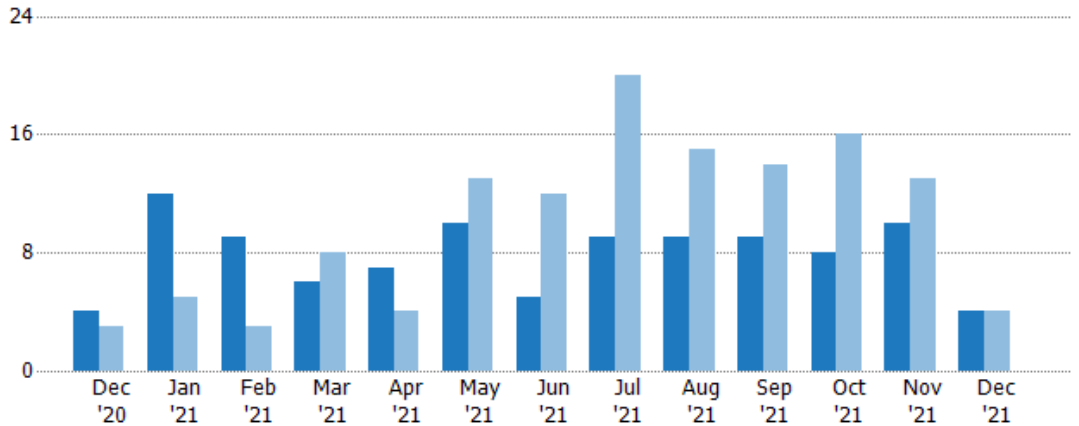
Active	41	34	28	24	25	18	24	26	25	21	22	17	13
Pending	16	13	16	12	11	15	15	11	13	14	13	14	7
Sold	15	12	6	10	7	4	4	10	7	8	9	9	11

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



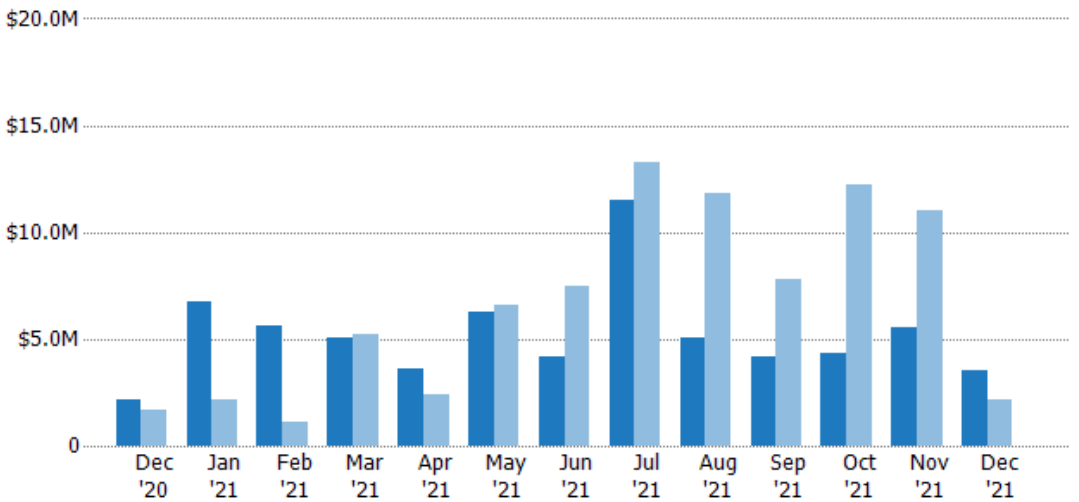
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	4	12	9	6	7	10	5	9	9	9	8	10	4
Prior Year	3	5	3	8	4	13	12	20	15	14	16	13	4
Percent Change from Prior Year	33%	140%	200%	-25%	75%	-23%	-58%	-55%	-40%	-36%	-50%	-23%	0%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$2.18M	\$6.77M	\$5.64M	\$5.07M	\$3.64M	\$6.26M	\$4.18M	\$11.5M	\$5.09M	\$4.17M	\$4.3M	\$5.57M	\$3.54M
Prior Year	\$1.68M	\$2.17M	\$1.11M	\$5.18M	\$2.39M	\$6.62M	\$7.49M	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$2.18M
Percent Change from Prior Year	30%	211%	407%	-2%	52%	-6%	-44%	-14%	-57%	-47%	-65%	-50%	62%

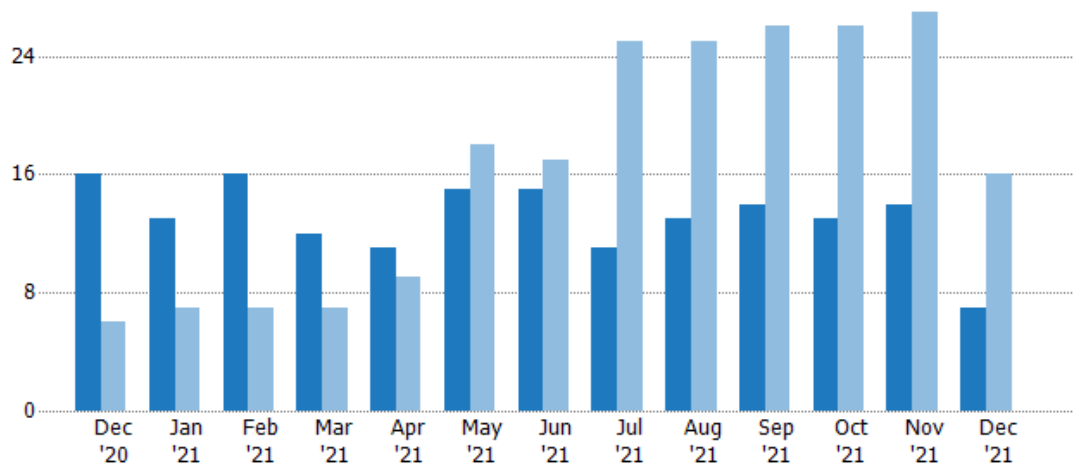
Pending Sales

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.
Dec '21	7	-56.3%
Dec '20	16	166.7%
Dec '19	6	16.7%



Current Year	16	13	16	12	11	15	15	11	13	14	13	14	7
Prior Year	6	7	7	7	9	18	17	25	25	26	26	27	16
Percent Change from Prior Year	167%	86%	129%	71%	22%	-17%	-12%	-56%	-48%	-46%	-50%	-48%	-56%

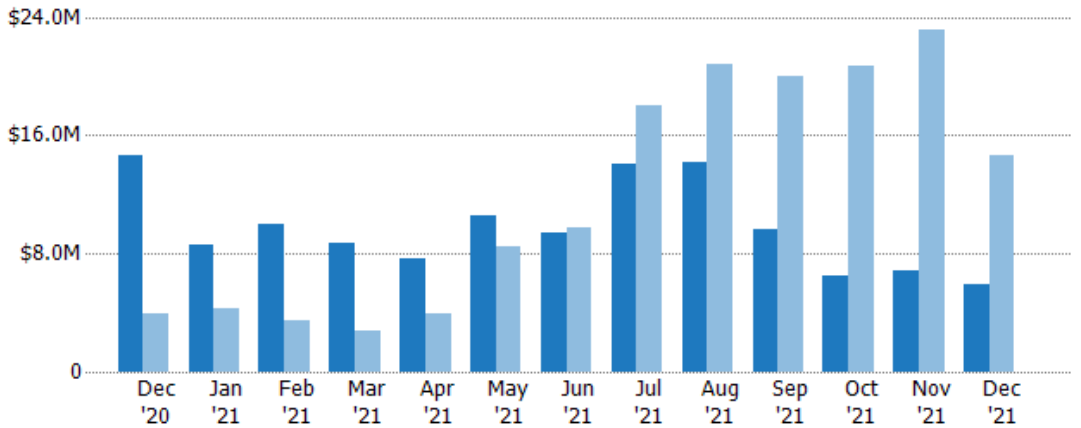
Pending Sales Volume

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.
Dec '21	\$5.87M	-60%
Dec '20	\$14.6M	273.4%
Dec '19	\$3.92M	11%



Current Year	\$14.6M	\$8.59M	\$9.94M	\$8.67M	\$7.64M	\$10.5M	\$9.4M	\$14.1M	\$14.2M	\$9.68M	\$6.5M	\$6.8M	\$5.87M
Prior Year	\$3.92M	\$4.3M	\$3.47M	\$2.74M	\$3.9M	\$8.52M	\$9.7M	\$18M	\$20.8M	\$20M	\$20.7M	\$23.1M	\$14.6M
Percent Change from Prior Year	273%	100%	186%	216%	96%	24%	-3%	-22%	-32%	-52%	-69%	-71%	-60%

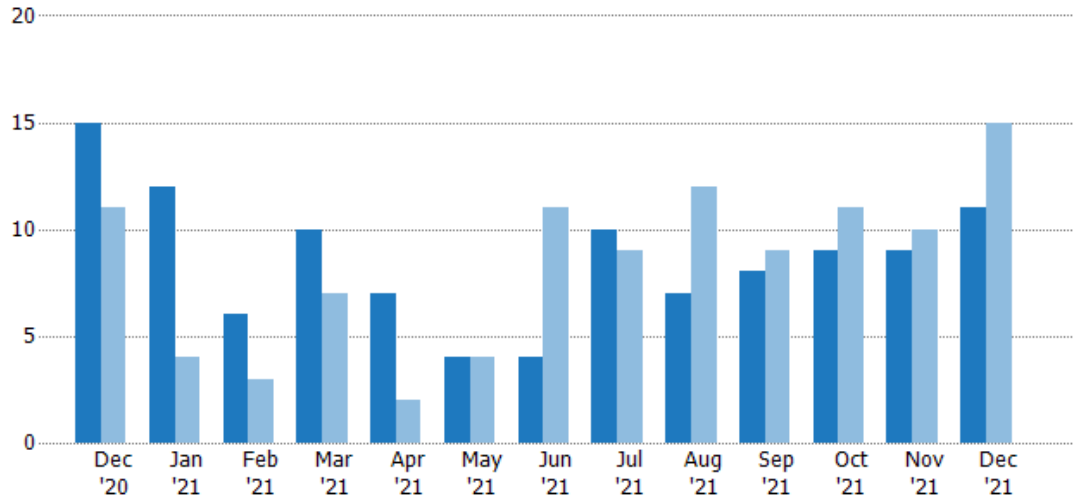
Closed Sales

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.
Dec '21	11	-26.7%
Dec '20	15	36.4%
Dec '19	11	-45.5%



Current Year	15	12	6	10	7	4	4	10	7	8	9	9	11
Prior Year	11	4	3	7	2	4	11	9	12	9	11	10	15
Percent Change from Prior Year	36%	200%	100%	43%	250%	0%	-64%	11%	-42%	-11%	-18%	-10%	-27%

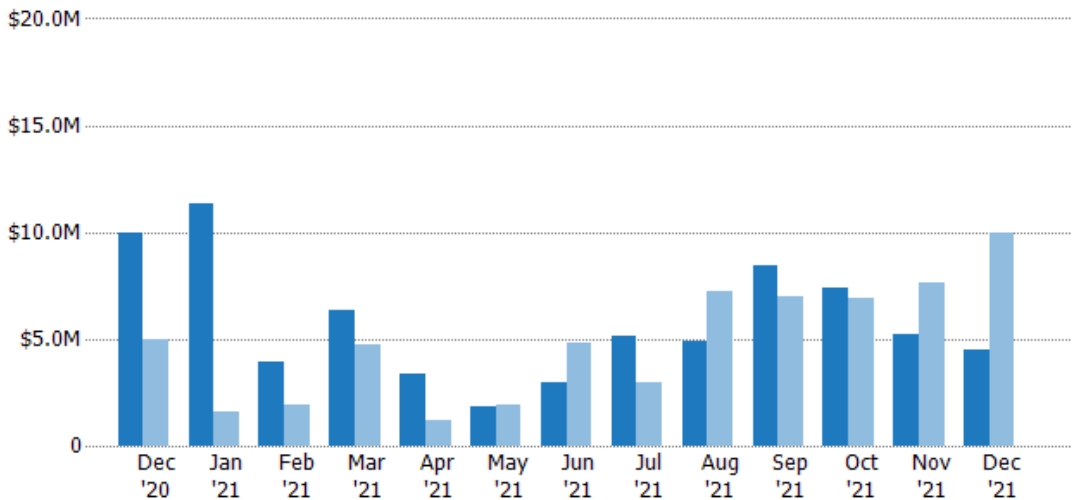
Closed Sales Volume

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.
Dec '21	\$4.53M	-54.5%
Dec '20	\$9.96M	99.8%
Dec '19	\$4.99M	62.4%



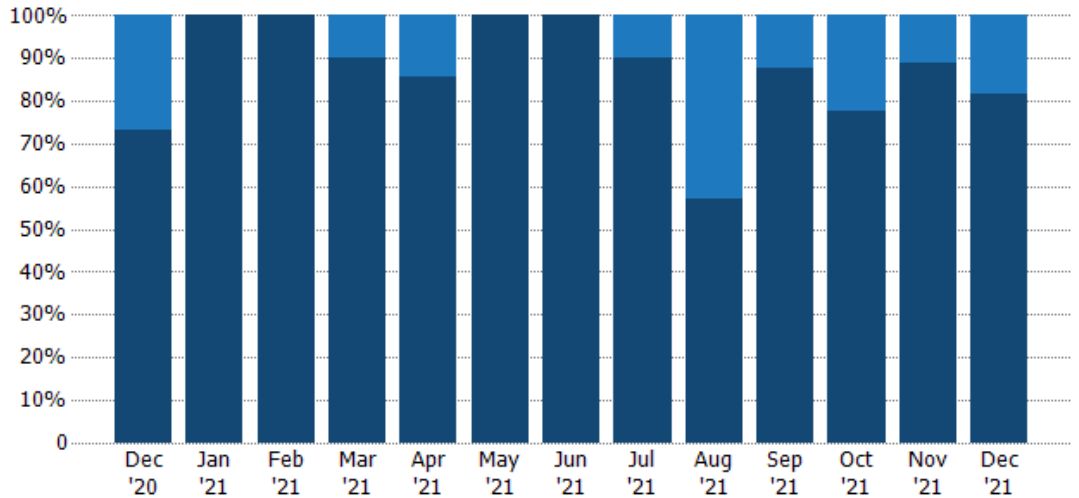
Current Year	\$9.96M	\$11.3M	\$3.97M	\$6.32M	\$3.39M	\$1.85M	\$2.99M	\$5.16M	\$4.88M	\$8.42M	\$7.43M	\$5.21M	\$4.53M
Prior Year	\$4.99M	\$1.64M	\$1.92M	\$4.7M	\$1.18M	\$1.92M	\$4.83M	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$9.96M
Percent Change from Prior Year	100%	593%	107%	34%	187%	-4%	-38%	72%	-33%	20%	8%	-32%	-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



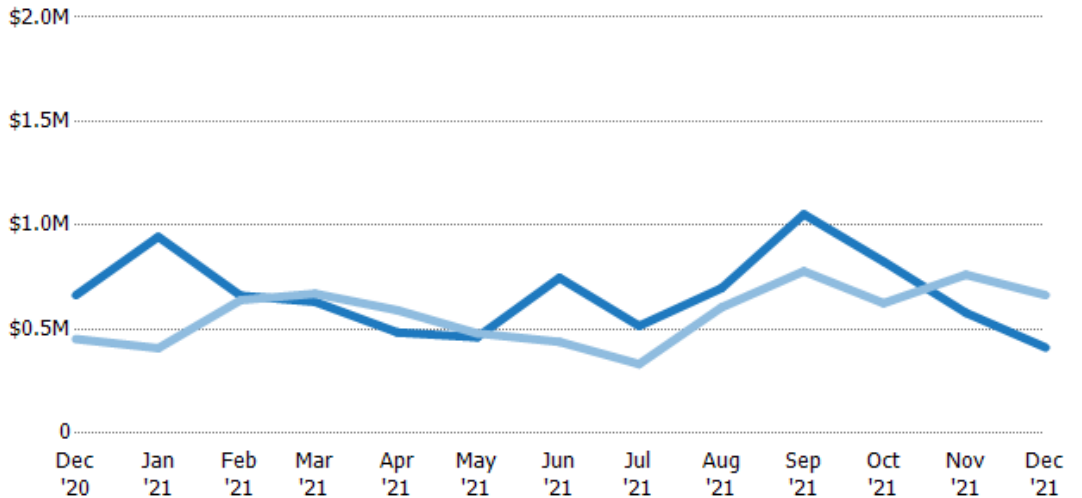
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	27%	-	-	10%	14%	-	-	10%	43%	13%	22%	11%	18%
Single Family Residence	73%	100%	100%	90%	86%	100%	100%	90%	57%	88%	78%	89%	82%

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.
Dec '21	\$412K	-38%
Dec '20	\$664K	46.5%
Dec '19	\$453K	197.8%

Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$516K	\$698K	\$1.05M	\$826K	\$579K	\$412K
Prior Year	\$453K	\$409K	\$640K	\$671K	\$592K	\$480K	\$440K	\$333K	\$605K	\$779K	\$625K	\$762K	\$664K
Percent Change from Prior Year	47%	131%	3%	-6%	-18%	-4%	70%	55%	15%	35%	32%	-24%	-38%

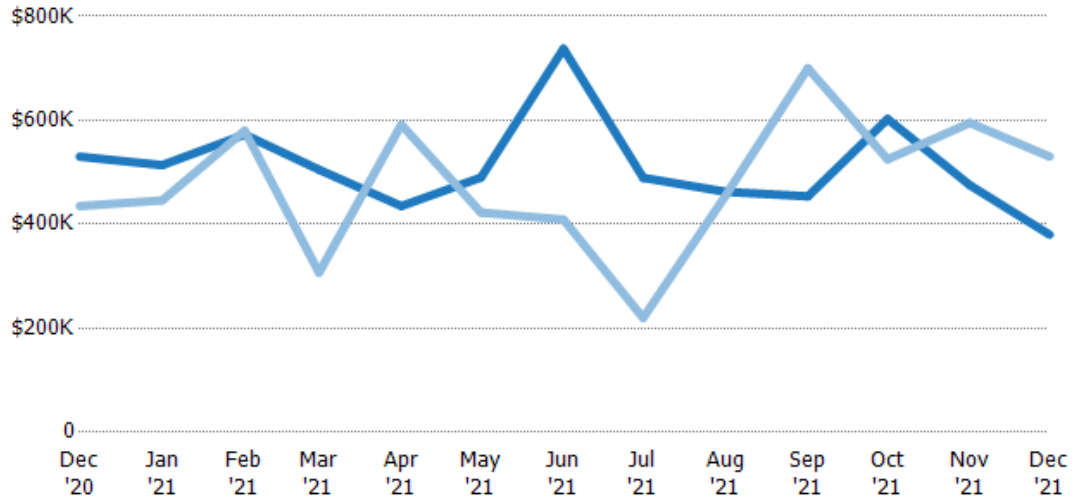
Median Sales Price

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.
Dec '21	\$380K	-28.3%
Dec '20	\$530K	21.8%
Dec '19	\$435K	8.6%



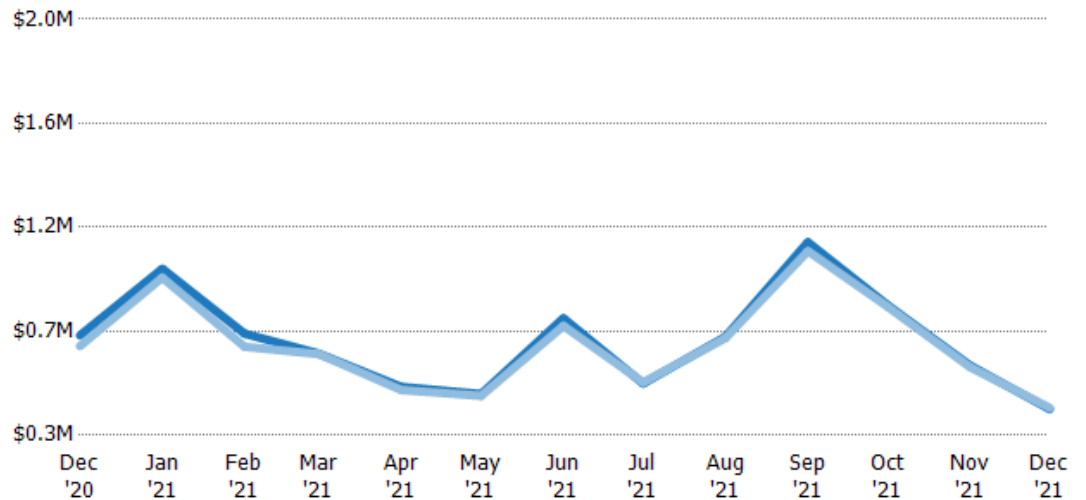
Current Year	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$490K	\$463K	\$454K	\$603K	\$475K	\$380K
Prior Year	\$435K	\$446K	\$580K	\$307K	\$592K	\$423K	\$409K	\$220K	\$455K	\$700K	\$525K	\$595K	\$530K
Percent Change from Prior Year	22%	15%	-1%	64%	-26%	16%	80%	123%	2%	-35%	15%	-20%	-28%

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



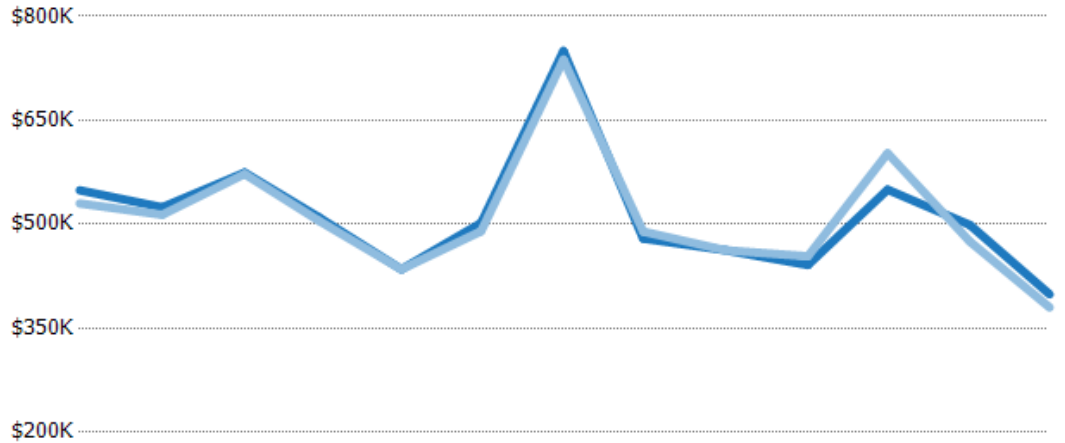
Avg List Price	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$512K	\$703K	\$1.09M	\$832K	\$586K	\$407K
Avg Sales Price	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$516K	\$698K	\$1.05M	\$826K	\$579K	\$412K
Avg Sales Price as a % of Avg List Price	94%	96%	93%	100%	97%	98%	96%	101%	99%	97%	99%	99%	101%

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



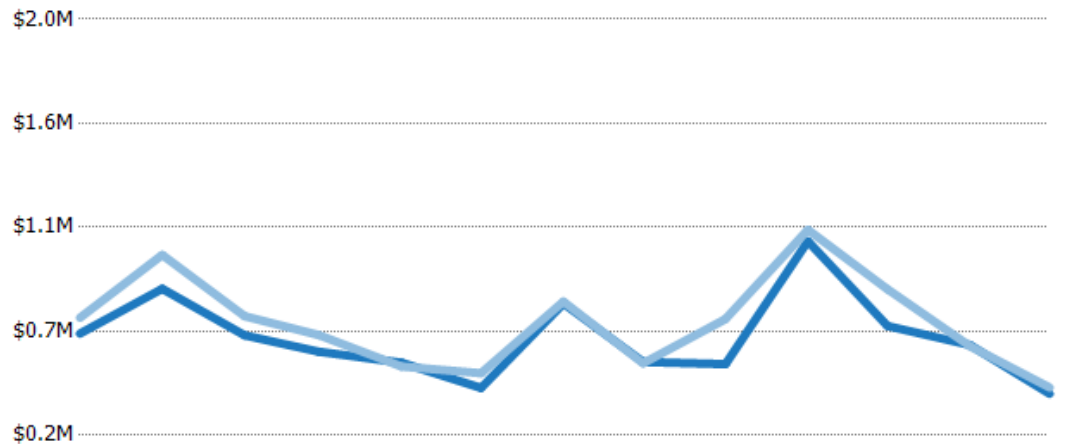
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$480K	\$463K	\$441K	\$550K	\$499K	\$399K
Median Sales Price	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$490K	\$463K	\$454K	\$603K	\$475K	\$380K
Med Sales Price as a % of Med List Price	97%	98%	100%	99%	100%	98%	98%	102%	100%	103%	110%	95%	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



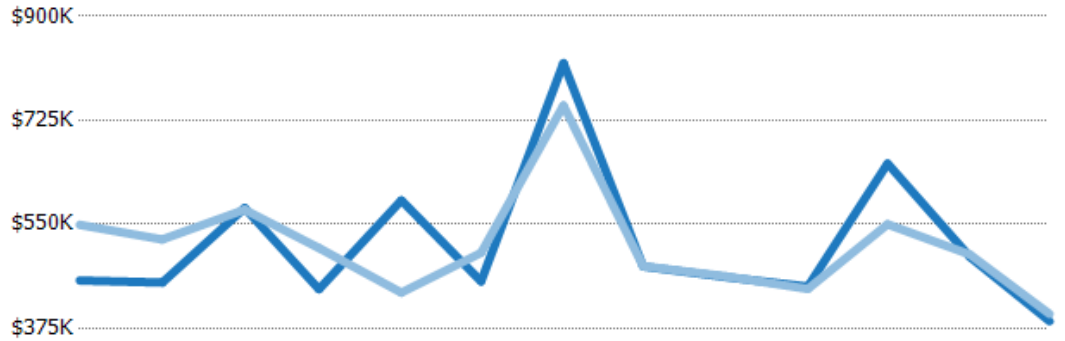
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$640K	\$834K	\$633K	\$561K	\$514K	\$405K	\$770K	\$517K	\$508K	\$1.04M	\$673K	\$591K	\$380K
Avg Sales Price	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$512K	\$703K	\$1.09M	\$832K	\$586K	\$407K
Avg Sales Price as a % of Avg Est Value	111%	118%	113%	113%	97%	116%	101%	99%	138%	105%	124%	99%	107%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$455K	\$452K	\$577K	\$441K	\$590K	\$454K	\$821K	\$479K	\$461K	\$445K	\$652K	\$495K	\$387K
Median Sales Price	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$480K	\$463K	\$441K	\$550K	\$499K	\$399K
Med Sales Price as a % of Med Est Value	121%	116%	99%	116%	74%	111%	91%	100%	100%	99%	84%	101%	103%