

## 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	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	2	+200%	92	111	-17.1%
New Listing Volume	\$10,139,500	\$1,098,999	+822.6%	\$87,841,799	\$93,031,198	-5.6%
Active Listing Count	12	30	-60%	N/A	N/A	
Active Listing Volume	\$26,672,500	\$35,125,599	-24.1%	N/A	N/A	
Average Listing Price	\$2,222,708	\$1,170,853	+89.8%	\$1,513,609	\$963,996	+57%
Median Listing Price	\$1,872,500	\$602,450	+210.8%	\$860,496	\$578,319	+48.8%
Median Days in RPR	94.5	208	-54.6%	130.77	139.67	-6.4%
Months of Inventory	1.1	2.3	-52.7%	1	7.5	-86.7%
Absorption Rate	91.67%	43.33%	+48.3%	100%	13.33%	+86.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	11	-63.6%	100	131	-23.7%
New Pending Sales Volume	\$3,028,500	\$6,415,499	-52.8%	\$68,379,698	\$86,749,298	-21.2%
Pending Sales Count	3	11	-72.7%	N/A	N/A	
Pending Sales Volume	\$1,673,500	\$7,456,499	-77.6%	N/A	N/A	
Closed Sales Count	9	12	-25%	102	102	+/-
Closed Sales Volume	\$8,159,500	\$11,336,500	-28%	\$71,602,130	\$64,496,506	+11%
Average Sales Price	\$906,611	\$944,708	-4%	\$701,982	\$632,319	+11%
Median Sales Price	\$660,000	\$513,750	+28.5%	\$514,069	\$491,382	+4.6%

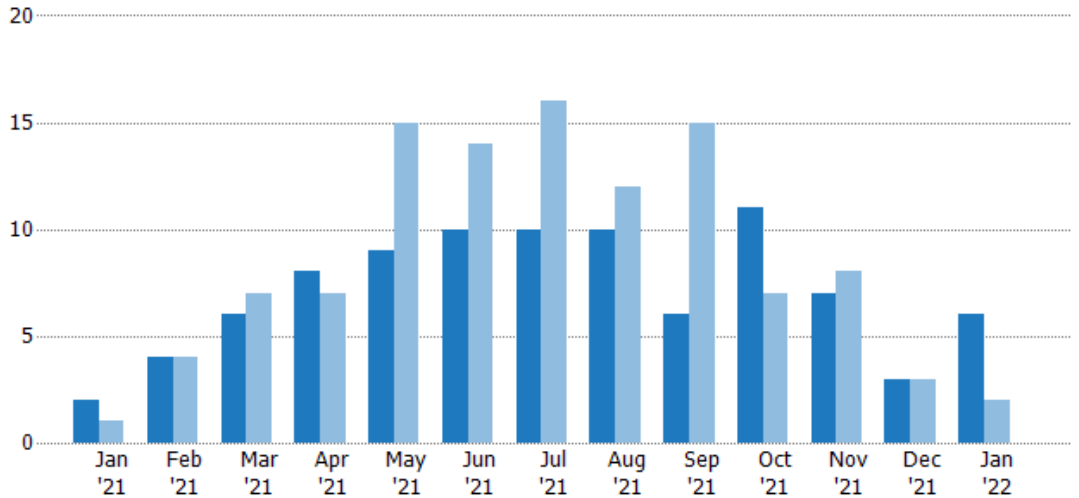
## New Listings

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.
Jan '22	6	200%
Jan '21	2	100%
Jan '20	1	700%



Current Year	2	4	6	8	9	10	10	10	6	11	7	3	6
Prior Year	1	4	7	7	15	14	16	12	15	7	8	3	2
Percent Change from Prior Year	100%	0%	-14%	14%	-40%	-29%	-38%	-17%	-60%	57%	-13%	0%	200%

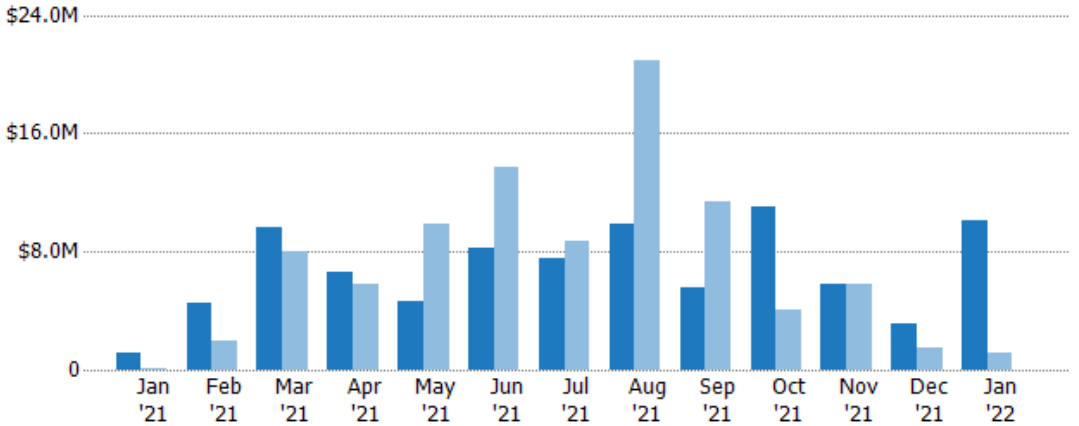
## New Listing Volume

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.
Jan '22	\$10.1M	822.6%
Jan '21	\$1.1M	702.2%
Jan '20	\$137K	2,490.9%



Current Year	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.65M	\$8.21M	\$7.51M	\$9.87M	\$5.6M	\$11M	\$5.76M	\$3.14M	\$10.1M
Prior Year	\$137K	\$1.98M	\$8.05M	\$5.76M	\$9.91M	\$13.7M	\$8.73M	\$21M	\$11.4M	\$4.08M	\$5.82M	\$1.49M	\$1.1M
Percent Change from Prior Year	702%	130%	20%	15%	-53%	-40%	-14%	-53%	-51%	169%	-1%	110%	823%

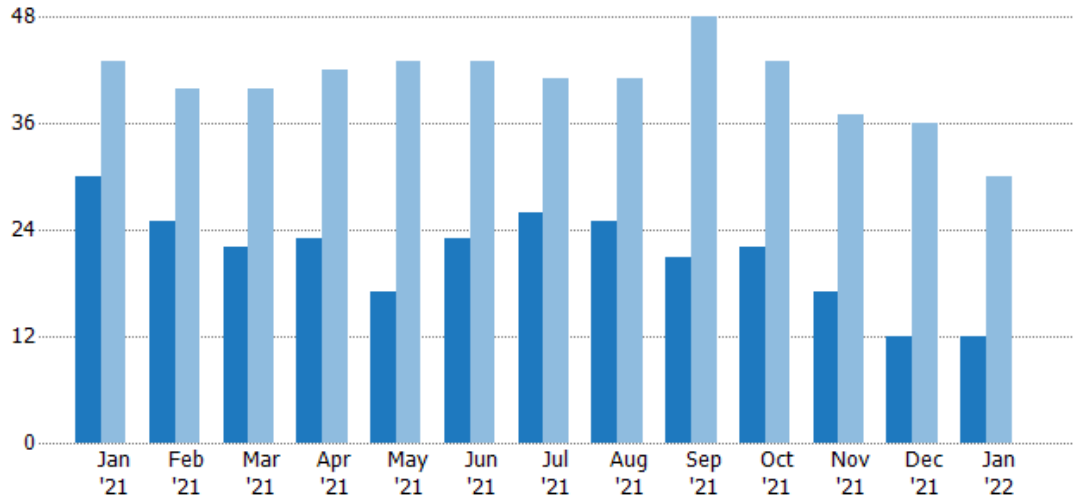
## Active Listings

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.
Jan '22	12	-60%
Jan '21	30	-30.2%
Jan '20	43	-2.3%



Current Year	30	25	22	23	17	23	26	25	21	22	17	12	12
Prior Year	43	40	40	42	43	43	41	41	48	43	37	36	30
Percent Change from Prior Year	-30%	-38%	-45%	-45%	-60%	-47%	-37%	-39%	-56%	-49%	-54%	-67%	-60%

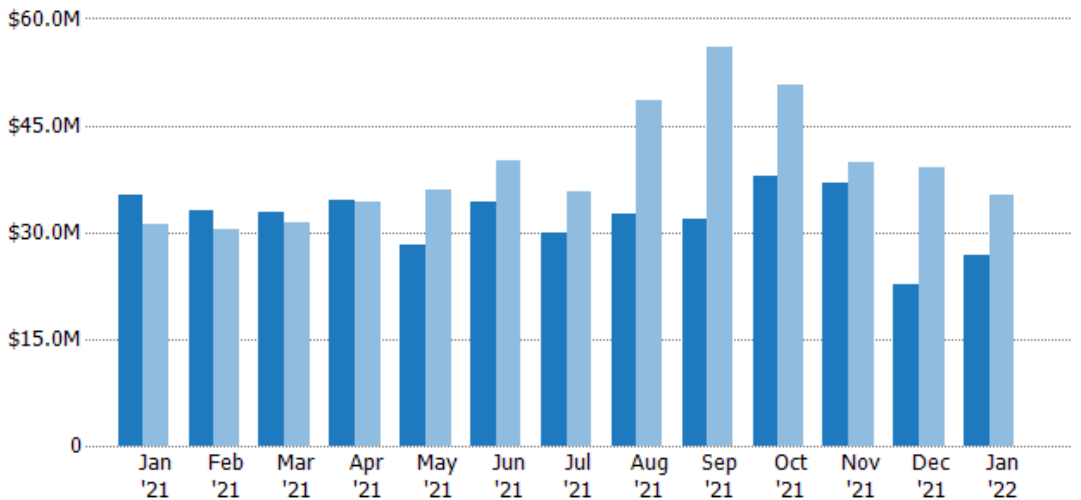
## Active Listing Volume

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.
Jan '22	\$26.7M	-24.1%
Jan '21	\$35.1M	13.1%
Jan '20	\$31.1M	-29.9%



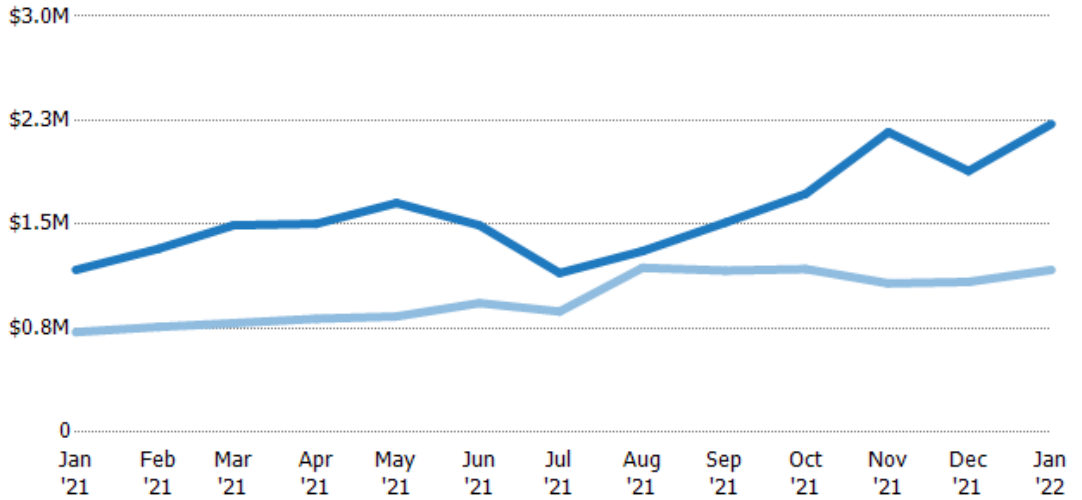
Current Year	\$35.1M	\$33.1M	\$32.8M	\$34.6M	\$28.1M	\$34.3M	\$29.9M	\$32.7M	\$31.8M	\$37.8M	\$36.8M	\$22.6M	\$26.7M
Prior Year	\$31.1M	\$30.4M	\$31.5M	\$34.4M	\$35.9M	\$40M	\$35.7M	\$48.6M	\$55.9M	\$50.6M	\$39.7M	\$39M	\$35.1M
Percent Change from Prior Year	13%	9%	4%	1%	-22%	-14%	-16%	-33%	-43%	-25%	-7%	-42%	-24%

## 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



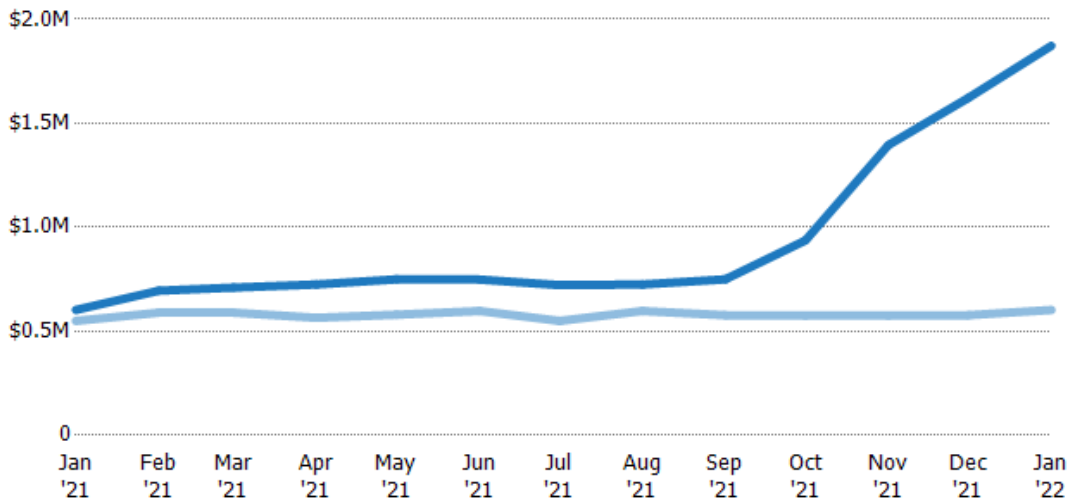
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$1.17M	\$1.32M	\$1.49M	\$1.5M	\$1.65M	\$1.49M	\$1.15M	\$1.31M	\$1.51M	\$1.72M	\$2.16M	\$1.88M	\$2.22M
Prior Year	\$722K	\$760K	\$787K	\$818K	\$835K	\$931K	\$871K	\$1.19M	\$1.17M	\$1.18M	\$1.07M	\$1.08M	\$1.17M
Percent Change from Prior Year	62%	74%	90%	84%	98%	60%	32%	10%	30%	46%	102%	74%	90%

## 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



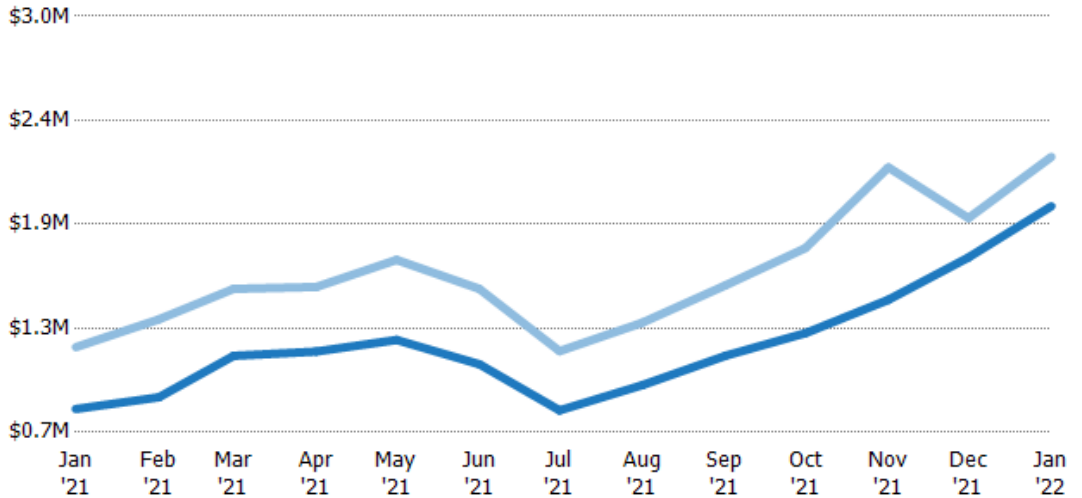
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$602K	\$695K	\$710K	\$725K	\$750K	\$749K	\$722K	\$725K	\$750K	\$937K	\$1.4M	\$1.62M	\$1.87M
Prior Year	\$550K	\$589K	\$589K	\$565K	\$580K	\$598K	\$550K	\$598K	\$577K	\$575K	\$575K	\$577K	\$602K
Percent Change from Prior Year	10%	18%	20%	28%	29%	25%	31%	21%	30%	63%	143%	181%	211%

## 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



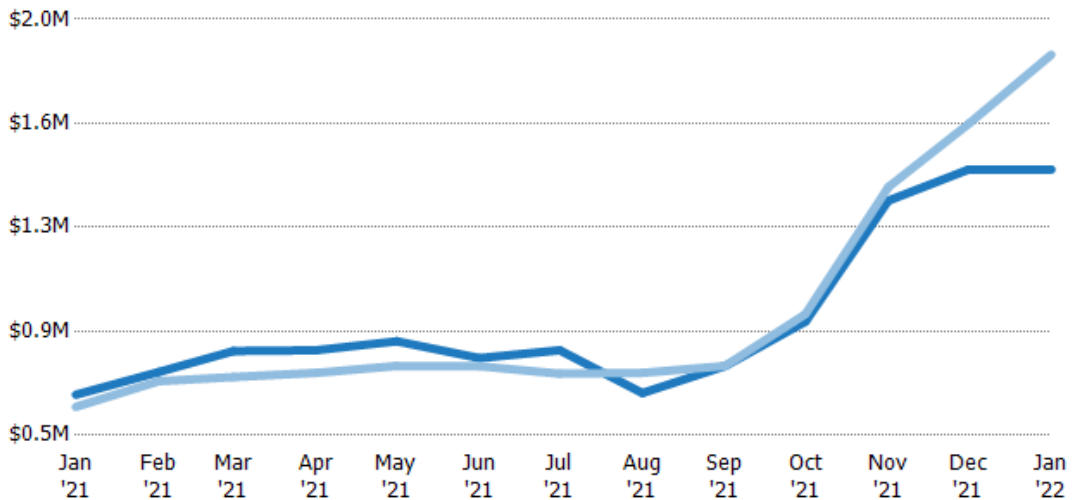
Avg Est Value	\$829K	\$893K	\$1.12M	\$1.15M	\$1.21M	\$1.08M	\$821K	\$961K	\$1.12M	\$1.25M	\$1.43M	\$1.67M	\$1.95M
Avg Listing Price	\$1.17M	\$1.32M	\$1.49M	\$1.5M	\$1.65M	\$1.49M	\$1.15M	\$1.31M	\$1.51M	\$1.72M	\$2.16M	\$1.88M	\$2.22M
Avg Listing Price as a % of Avg Est Value	141%	148%	133%	131%	137%	139%	140%	136%	135%	138%	151%	113%	114%

## 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



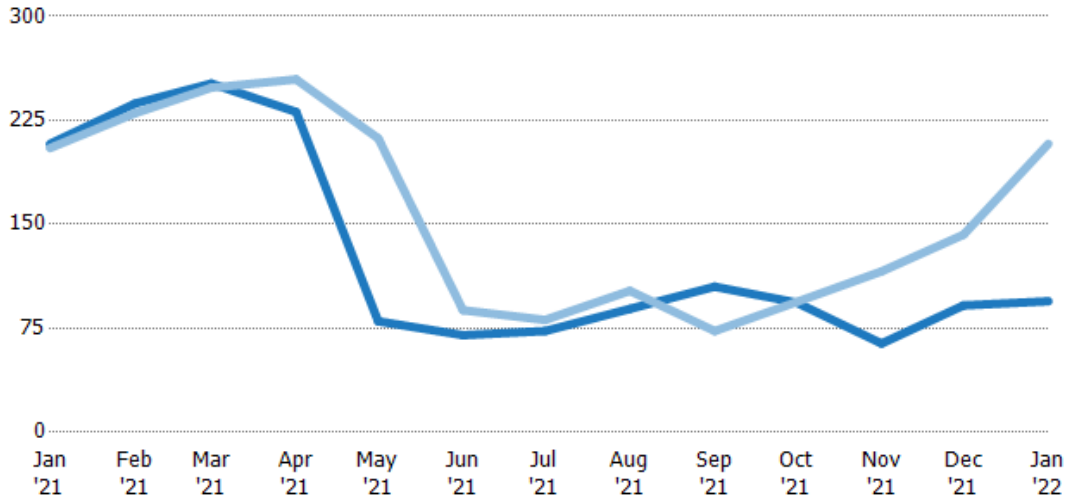
Median Est Value	\$646K	\$728K	\$804K	\$807K	\$839K	\$778K	\$807K	\$652K	\$750K	\$910K	\$1.35M	\$1.46M	\$1.46M
Median Listing Price	\$602K	\$695K	\$710K	\$725K	\$750K	\$749K	\$722K	\$725K	\$750K	\$937K	\$1.4M	\$1.62M	\$1.87M
Med Listing Price as a % of Med Est Value	93%	95%	88%	90%	89%	96%	90%	111%	100%	103%	104%	111%	128%

## 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.
Jan '22	94.5	-54.6%
Jan '21	208	1.5%
Jan '20	205	-26.1%

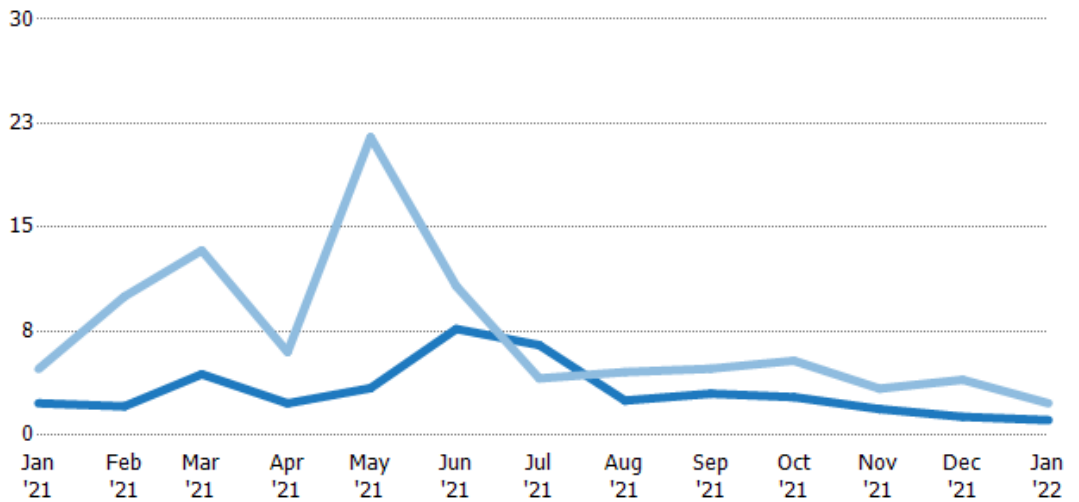
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	208	237	252	231	80	70	73	89	105	93.5	64	91.5	94.5
Prior Year	205	230	249	255	212	88	81	102	73	94	116	143	208
Percent Change from Prior Year	1%	3%	1%	-9%	-62%	-20%	-10%	-13%	44%	-1%	-45%	-36%	-55%

## 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.
Jan '22	1.09	-52.7%
Jan '21	2.31	-51.7%
Jan '20	4.78	46.5%

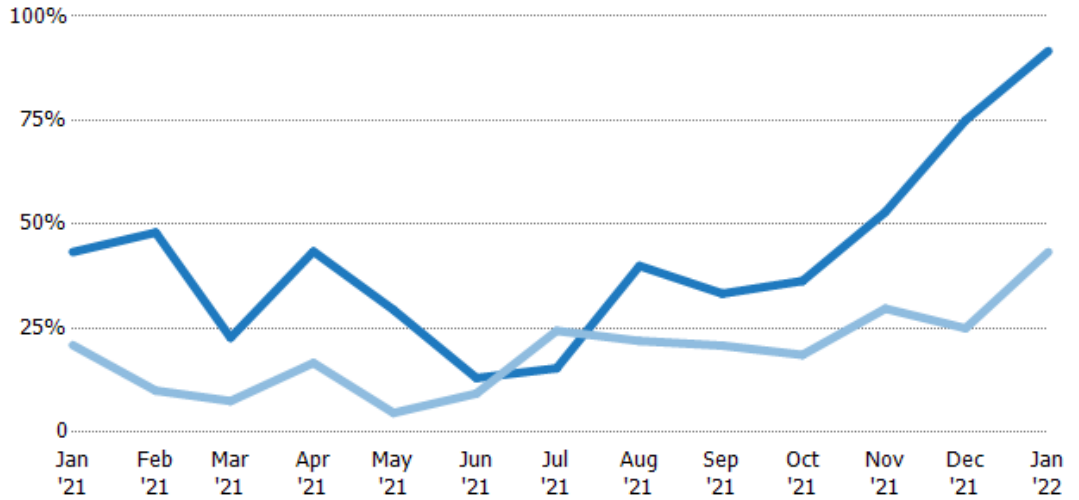
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	2.31	2.08	4.4	2.3	3.4	7.67	6.5	2.5	3	2.75	1.89	1.33	1.09
Prior Year	4.78	10	13.3	6	21.5	10.8	4.1	4.56	4.8	5.38	3.36	4	2.31
Percent Change from Prior Year	-52%	-79%	-67%	-62%	-84%	-29%	59%	-45%	-38%	-49%	-44%	-67%	-53%

## 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



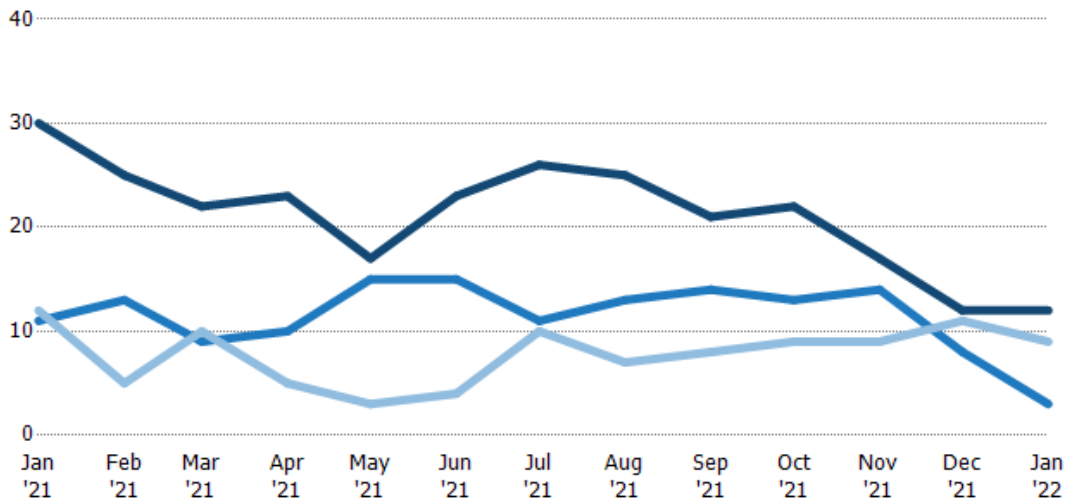
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	43%	48%	23%	43%	29%	13%	15%	40%	33%	36%	53%	75%	92%
Prior Year	21%	10%	8%	17%	5%	9%	24%	22%	21%	19%	30%	25%	43%
Change from Prior Year	-22%	-38%	-15%	-27%	-25%	-4%	9%	-18%	-13%	-18%	-23%	-50%	-48%

## 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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	30	25	22	23	17	23	26	25	21	22	17	12	12
Pending	11	13	9	10	15	15	11	13	14	13	14	8	3
Sold	12	5	10	5	3	4	10	7	8	9	9	11	9

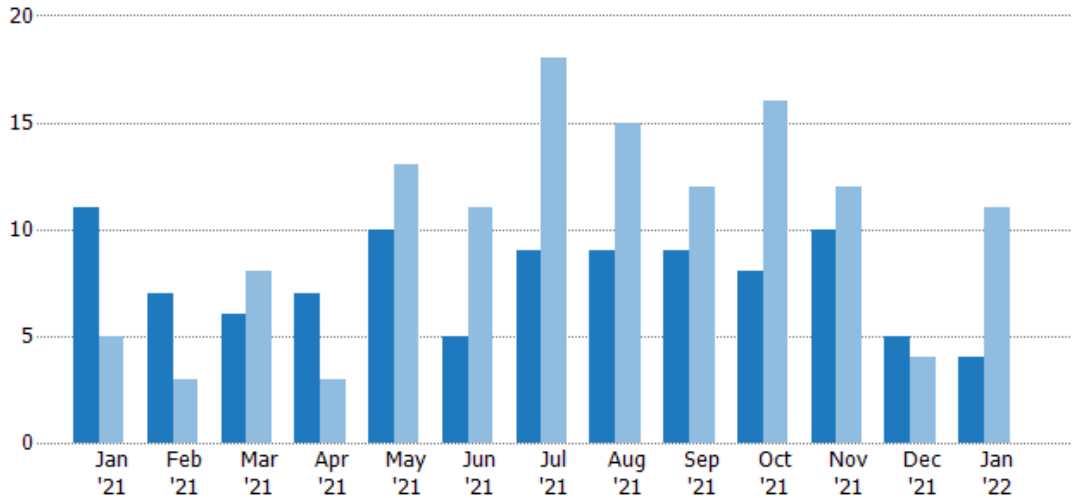
## New Pending Sales

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.
Jan '22	4	-63.6%
Jan '21	11	120%
Jan '20	5	80%



Current Year	11	7	6	7	10	5	9	9	9	8	10	5	4
Prior Year	5	3	8	3	13	11	18	15	12	16	12	4	11
Percent Change from Prior Year	120%	133%	-25%	133%	-23%	-55%	-50%	-40%	-25%	-50%	-17%	25%	-64%

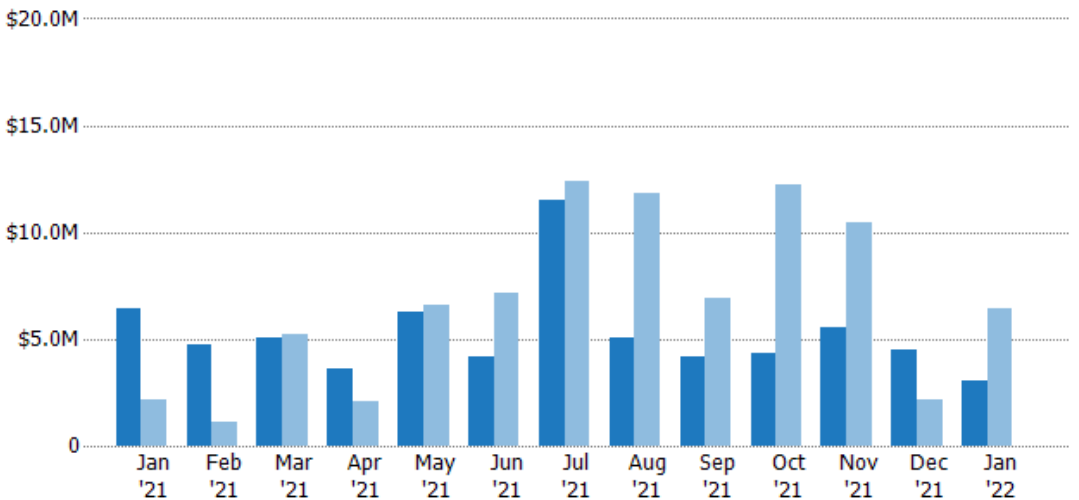
## New Pending Sales Volume

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.
Jan '22	\$3.03M	-52.8%
Jan '21	\$6.42M	195.3%
Jan '20	\$2.17M	188.2%



Current Year	\$6.42M	\$4.7M	\$5.07M	\$3.64M	\$6.26M	\$4.18M	\$11.5M	\$5.09M	\$4.17M	\$4.3M	\$5.57M	\$4.48M	\$3.03M
Prior Year	\$2.17M	\$1.11M	\$5.18M	\$2.12M	\$6.62M	\$7.14M	\$12.4M	\$11.8M	\$6.93M	\$12.2M	\$10.5M	\$2.18M	\$6.42M
Percent Change from Prior Year	195%	323%	-2%	72%	-6%	-41%	-8%	-57%	-40%	-65%	-47%	105%	-53%



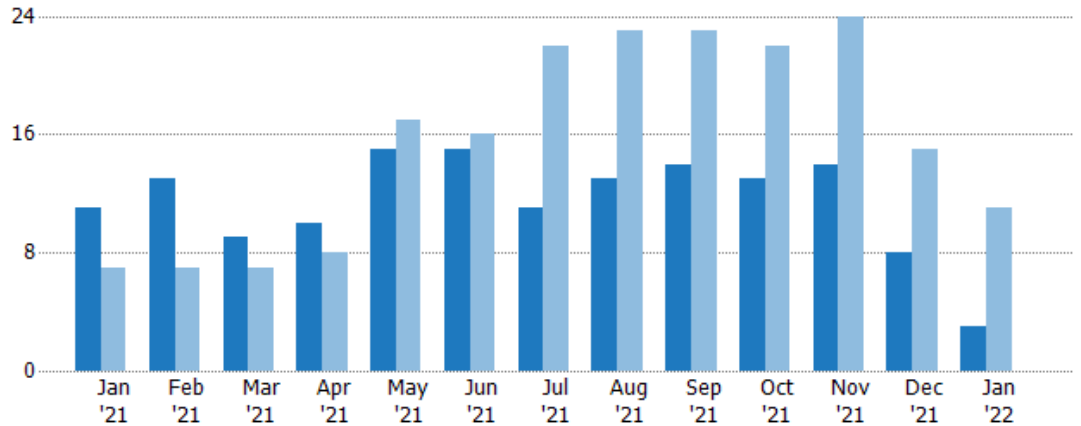
## Pending Sales

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.
Jan '22	3	-72.7%
Jan '21	11	57.1%
Jan '20	7	42.9%



Current Year	11	13	9	10	15	15	11	13	14	13	14	8	3
Prior Year	7	7	7	8	17	16	22	23	23	22	24	15	11
Percent Change from Prior Year	57%	86%	29%	25%	-12%	-6%	-50%	-43%	-39%	-41%	-42%	-47%	-73%

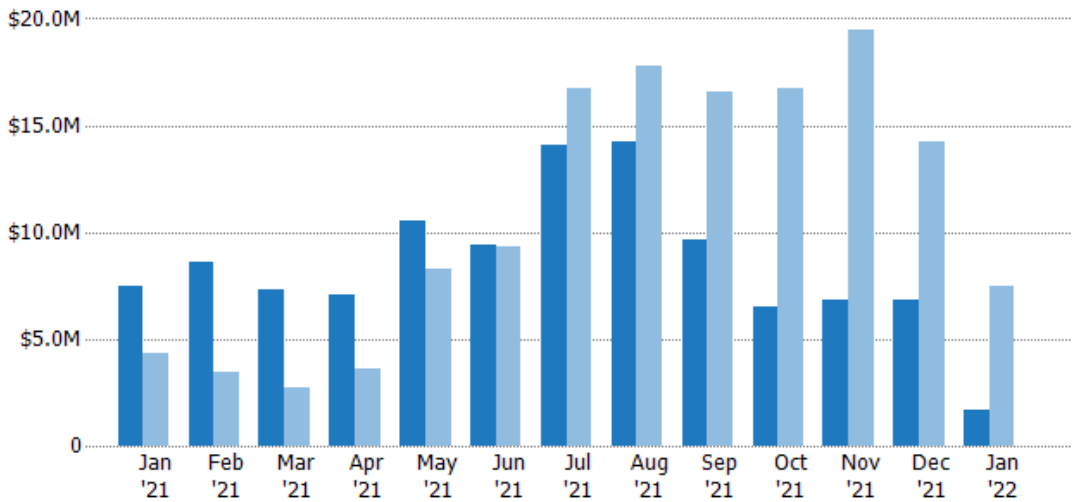
## Pending Sales Volume

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.
Jan '22	\$1.67M	-77.6%
Jan '21	\$7.46M	73.3%
Jan '20	\$4.3M	61.7%



Current Year	\$7.46M	\$8.57M	\$7.3M	\$7.06M	\$10.5M	\$9.4M	\$14.1M	\$14.2M	\$9.68M	\$6.5M	\$6.8M	\$6.81M	\$1.67M
Prior Year	\$4.3M	\$3.47M	\$2.74M	\$3.62M	\$8.25M	\$9.35M	\$16.8M	\$17.8M	\$16.6M	\$16.7M	\$19.5M	\$14.2M	\$7.46M
Percent Change from Prior Year	73%	147%	166%	95%	28%	0%	-16%	-20%	-42%	-61%	-65%	-52%	-78%

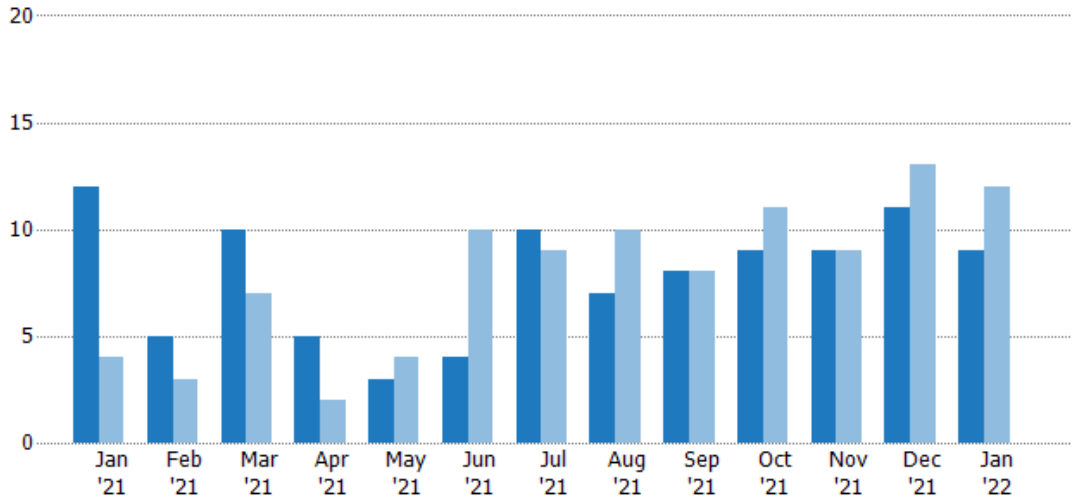
## Closed Sales

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.
Jan '22	9	-25%
Jan '21	12	200%
Jan '20	4	50%



Current Year	12	5	10	5	3	4	10	7	8	9	9	11	9
Prior Year	4	3	7	2	4	10	9	10	8	11	9	13	12
Percent Change from Prior Year	200%	67%	43%	150%	-25%	-60%	11%	-30%	0%	-18%	0%	-15%	-25%

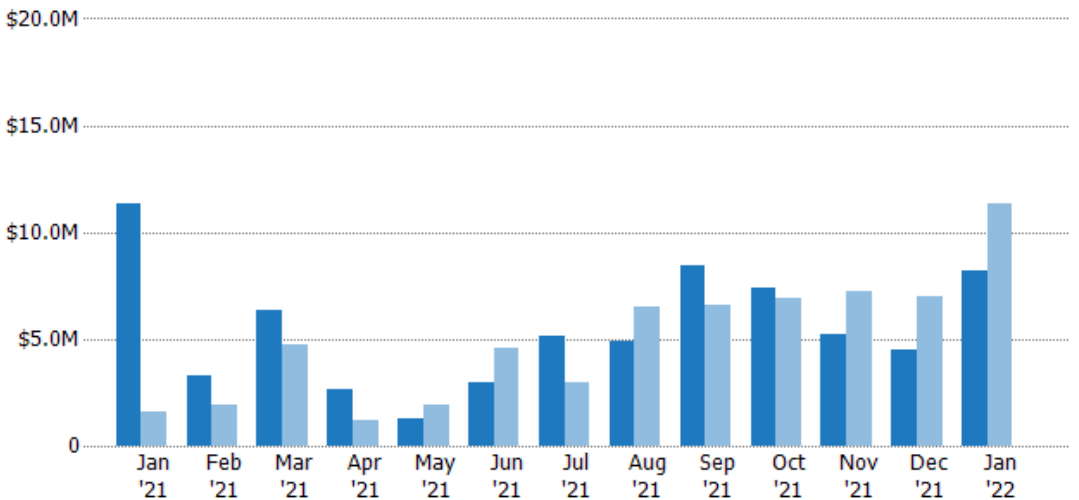
## Closed Sales Volume

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.
Jan '22	\$8.16M	-28%
Jan '21	\$11.3M	592.9%
Jan '20	\$1.64M	115.5%



Current Year	\$11.3M	\$3.27M	\$6.32M	\$2.63M	\$1.26M	\$2.99M	\$5.16M	\$4.88M	\$8.42M	\$7.43M	\$5.21M	\$4.53M	\$8.16M
Prior Year	\$1.64M	\$1.92M	\$4.7M	\$1.18M	\$1.92M	\$4.55M	\$2.99M	\$6.49M	\$6.61M	\$6.88M	\$7.25M	\$7.03M	\$11.3M
Percent Change from Prior Year	593%	70%	34%	123%	-34%	-34%	72%	-25%	27%	8%	-28%	-36%	-28%

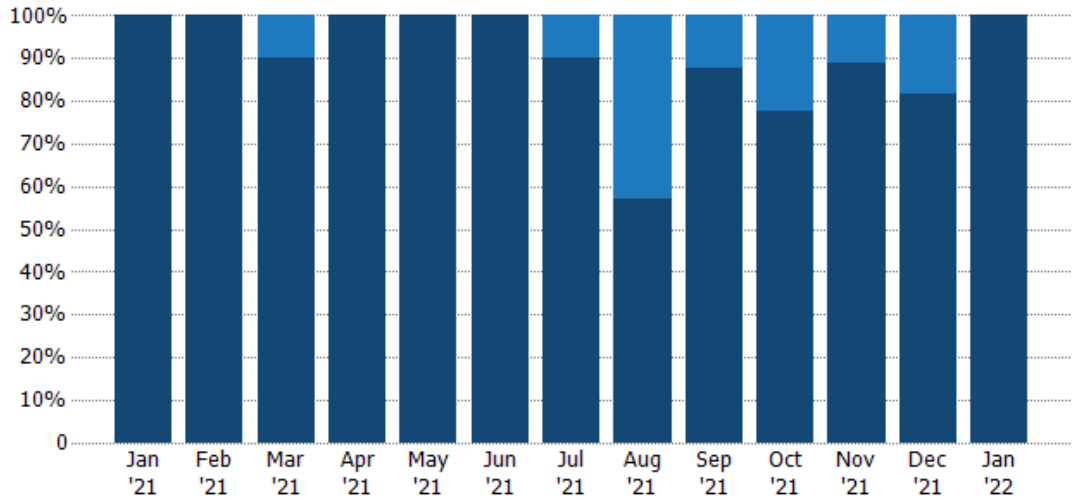
## Closed Sales by Property Type

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%	-	-	-	10%	43%	13%	22%	11%	18%	-
Single Family Residence	100%	100%	90%	100%	100%	100%	90%	57%	88%	78%	89%	82%	100%

## Average Sales Price

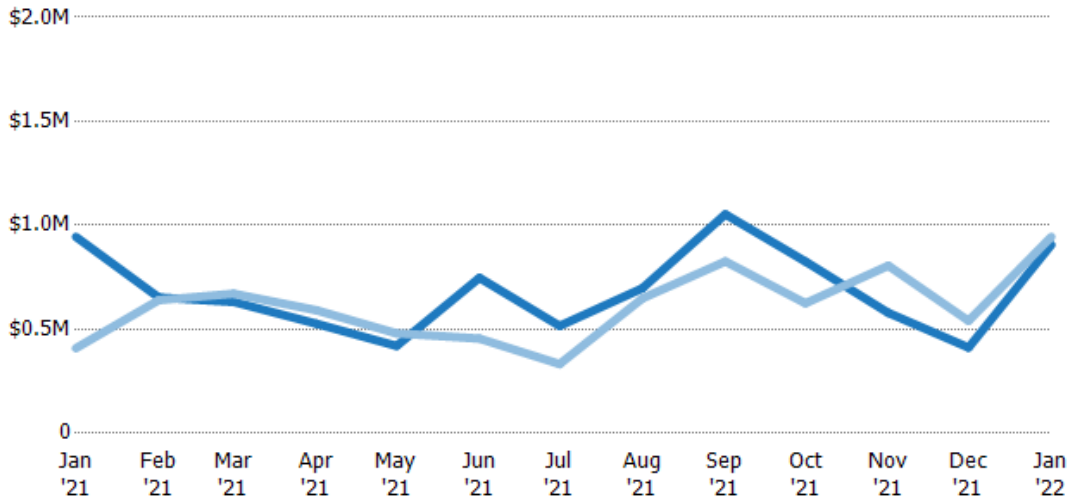
The average sales price of the residential properties sold each month.

**Filters Used**

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

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

Month/Year	Price	% Chg.
Jan '22	\$907K	-4%
Jan '21	\$945K	131%
Jan '20	\$409K	43.6%



Current Year	\$945K	\$653K	\$632K	\$527K	\$420K	\$748K	\$516K	\$698K	\$1.05M	\$826K	\$579K	\$412K	\$907K
Prior Year	\$409K	\$640K	\$671K	\$592K	\$480K	\$455K	\$333K	\$649K	\$826K	\$625K	\$806K	\$541K	\$945K
Percent Change from Prior Year	131%	2%	-6%	-11%	-13%	64%	55%	8%	27%	32%	-28%	-24%	-4%

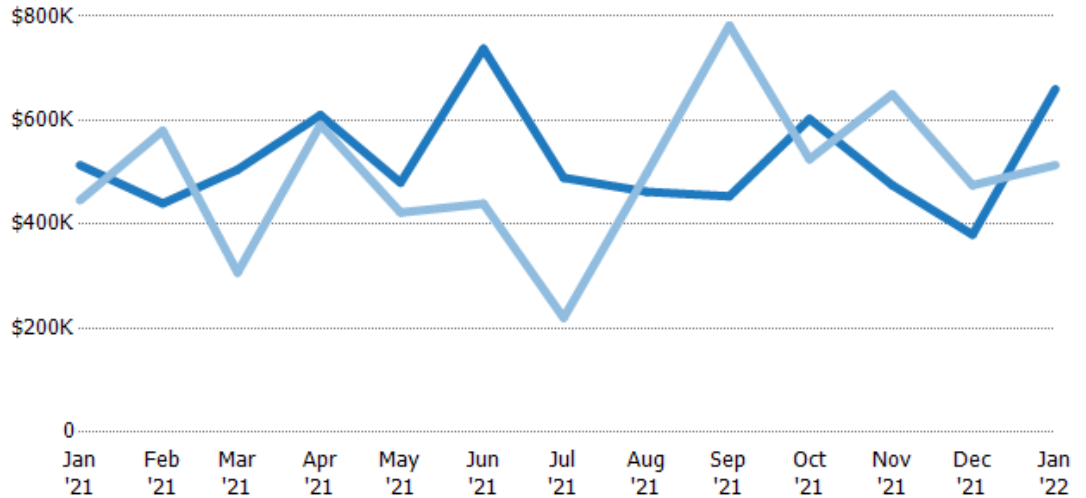
## Median Sales Price

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.
Jan '22	\$660K	28.5%
Jan '21	\$514K	15.2%
Jan '20	\$446K	27.8%



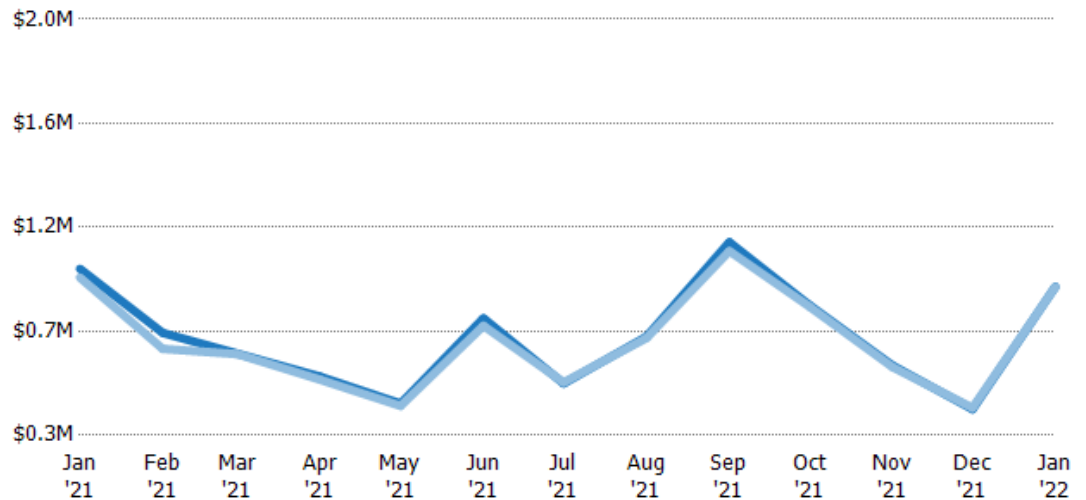
Current Year	\$514K	\$440K	\$505K	\$610K	\$480K	\$738K	\$490K	\$463K	\$454K	\$603K	\$475K	\$380K	\$660K
Prior Year	\$446K	\$580K	\$307K	\$592K	\$423K	\$440K	\$220K	\$498K	\$783K	\$525K	\$650K	\$475K	\$514K
Percent Change from Prior Year	15%	-24%	64%	3%	14%	68%	123%	-7%	-42%	15%	-27%	-20%	28%

## 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



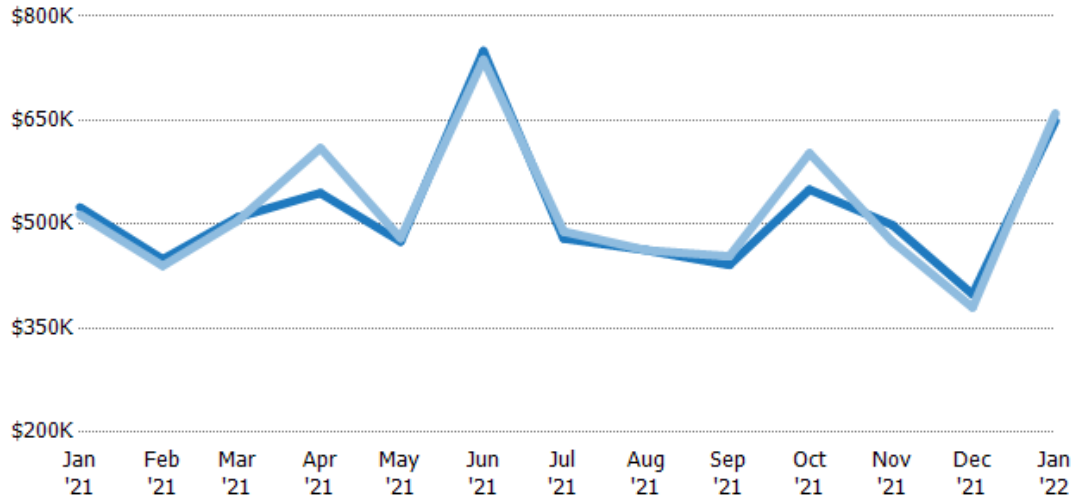
Avg List Price	\$980K	\$719K	\$633K	\$540K	\$430K	\$779K	\$512K	\$703K	\$1.09M	\$832K	\$586K	\$407K	\$907K
Avg Sales Price	\$945K	\$653K	\$632K	\$527K	\$420K	\$748K	\$516K	\$698K	\$1.05M	\$826K	\$579K	\$412K	\$907K
Avg Sales Price as a % of Avg List Price	96%	91%	100%	98%	98%	96%	101%	99%	97%	99%	99%	101%	100%

## 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

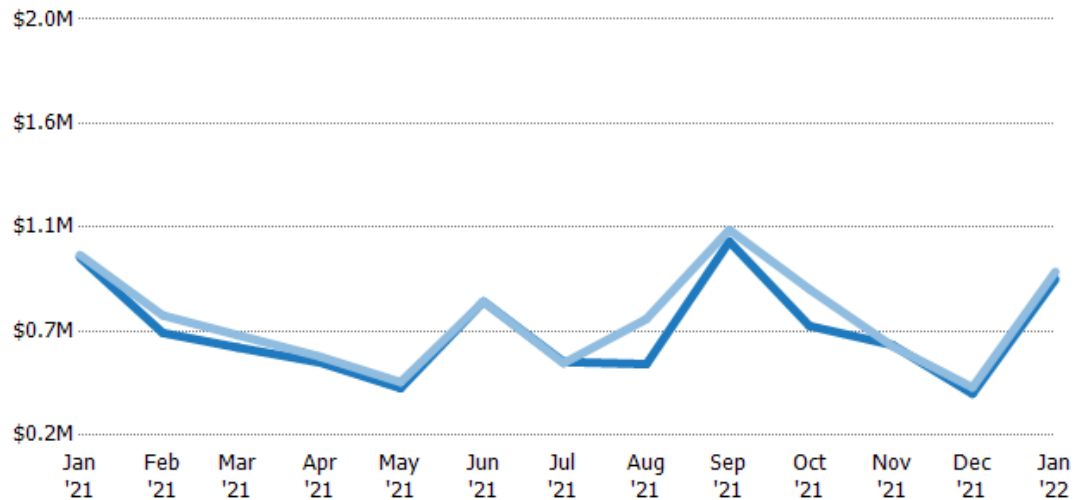


## Average Sales Price vs Average Est Value

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

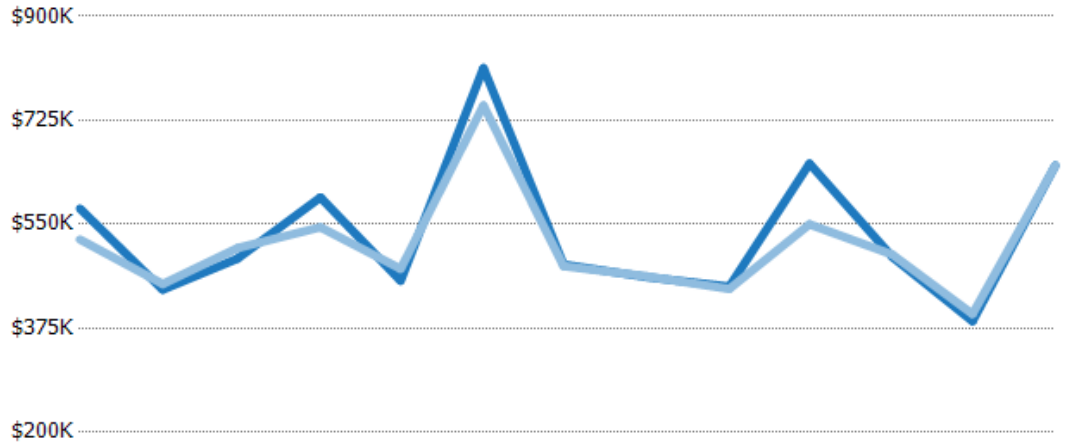


## Median Sales Price vs Median Est Value

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$577K	\$440K	\$492K	\$595K	\$455K	\$813K	\$482K	\$461K	\$445K	\$652K	\$495K	\$387K	\$649K
Median Sales Price	\$524K	\$450K	\$510K	\$545K	\$475K	\$750K	\$480K	\$463K	\$441K	\$550K	\$499K	\$399K	\$649K
Med Sales Price as a % of Med Est Value	91%	102%	104%	92%	104%	92%	99%	100%	99%	84%	101%	103%	100%