

## 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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	8	+12.5%	25	20	+25%
New Listing Volume	\$5,828,900	\$6,654,000	-12.4%	\$23,554,400	\$21,970,999	+7.2%
Active Listing Count	23	22	+4.5%	N/A	N/A	
Active Listing Volume	\$29,374,400	\$31,098,700	-5.5%	N/A	N/A	
Average Listing Price	\$1,277,148	\$1,413,577	-9.7%	\$1,652,248	\$1,267,725	+30.3%
Median Listing Price	\$850,000	\$710,000	+19.7%	\$1,294,078	\$649,280	+99.3%
Median Days in RPR	46	228	-79.8%	77.76	225.09	-65.5%
Months of Inventory	7.7	2.2	+248.5%	2	6	-66.7%
Absorption Rate	13.04%	45.45%	-32.4%	50%	16.67%	+33.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	7	-85.7%	11	31	-64.5%
New Pending Sales Volume	\$300,000	\$3,637,900	-91.8%	\$14,823,000	\$19,821,398	-25.2%
Pending Sales Count	2	10	-80%	N/A	N/A	
Pending Sales Volume	\$4,000,500	\$7,058,000	-43.3%	N/A	N/A	
Closed Sales Count	4	5	-20%	17	32	-46.9%
Closed Sales Volume	\$7,101,000	\$2,634,000	+169.6%	\$17,248,560	\$22,332,790	-22.8%
Average Sales Price	\$1,775,250	\$526,800	+237%	\$1,014,621	\$697,900	+45.4%
Median Sales Price	\$1,725,500	\$610,000	+182.9%	\$851,621	\$530,625	+60.5%

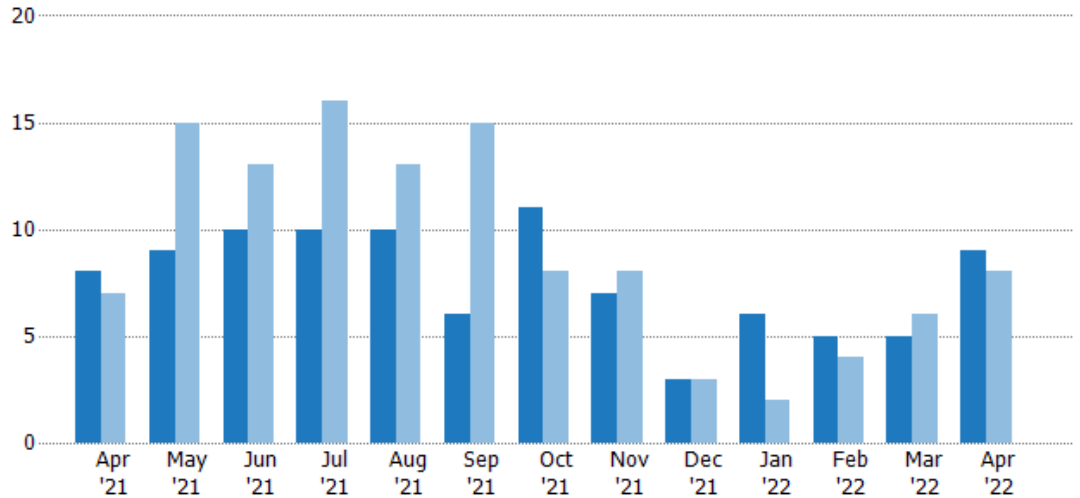
## New Listings

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.
Apr '22	9	12.5%
Apr '21	8	14.3%
Apr '20	7	-42.9%



Current Year	8	9	10	10	10	6	11	7	3	6	5	5	9
Prior Year	7	15	13	16	13	15	8	8	3	2	4	6	8
Percent Change from Prior Year	14%	-40%	-23%	-38%	-23%	-60%	38%	-13%	0%	200%	25%	-17%	13%

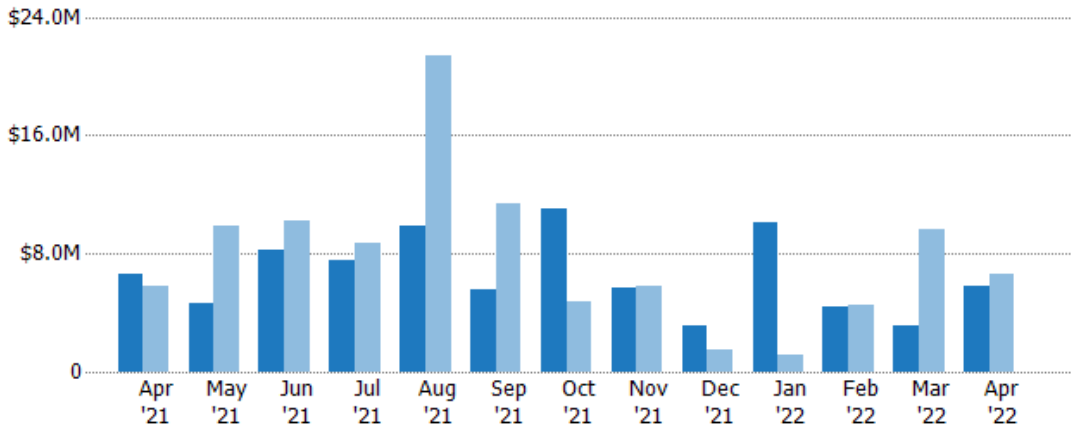
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Apr '22	\$5.83M	-12.4%
Apr '21	\$6.65M	15.5%
Apr '20	\$5.76M	-68%



Current Year	\$6.65M	\$4.65M	\$8.21M	\$7.51M	\$9.87M	\$5.6M	\$11M	\$5.69M	\$3.14M	\$10.1M	\$4.43M	\$3.16M	\$5.83M
Prior Year	\$5.76M	\$9.91M	\$10.2M	\$8.73M	\$21.4M	\$11.4M	\$4.78M	\$5.82M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M
Percent Change from Prior Year	15%	-53%	-19%	-14%	-54%	-51%	130%	-2%	110%	823%	-2%	-67%	-12%

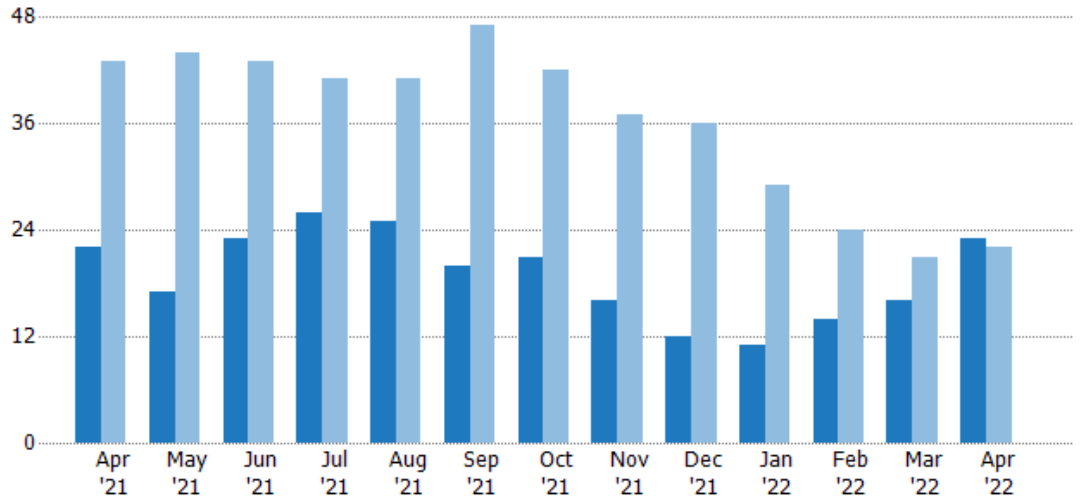
## Active Listings

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.
Apr '22	23	4.5%
Apr '21	22	-48.8%
Apr '20	43	-7%



Current Year

Prior Year

Percent Change from Prior Year

22	17	23	26	25	20	21	16	12	11	14	16	23
43	44	43	41	41	47	42	37	36	29	24	21	22
-49%	-61%	-47%	-37%	-39%	-57%	-50%	-57%	-67%	-62%	-42%	-24%	5%

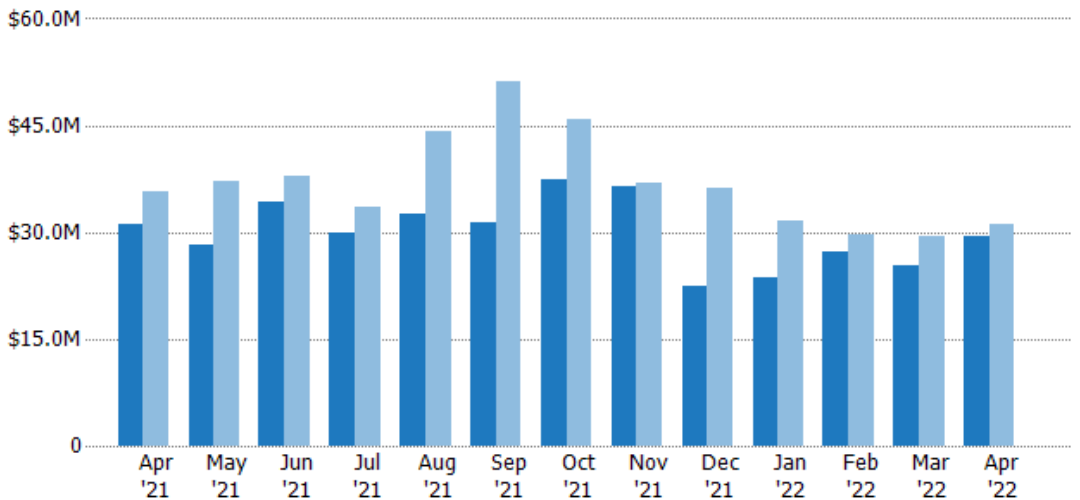
## Active Listing Volume

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.
Apr '22	\$29.4M	-5.5%
Apr '21	\$31.1M	-12.6%
Apr '20	\$35.6M	-36.2%



Current Year

Prior Year

Percent Change from Prior Year

\$31.1M	\$28.1M	\$34.3M	\$29.9M	\$32.7M	\$31.4M	\$37.4M	\$36.3M	\$22.5M	\$23.7M	\$27.3M	\$25.3M	\$29.4M
\$35.6M	\$37.1M	\$37.8M	\$33.4M	\$44.2M	\$51.1M	\$45.8M	\$36.9M	\$36.3M	\$31.6M	\$29.6M	\$29.4M	\$31.1M
-13%	-24%	-9%	-11%	-26%	-39%	-18%	-2%	-38%	-25%	-8%	-14%	-6%

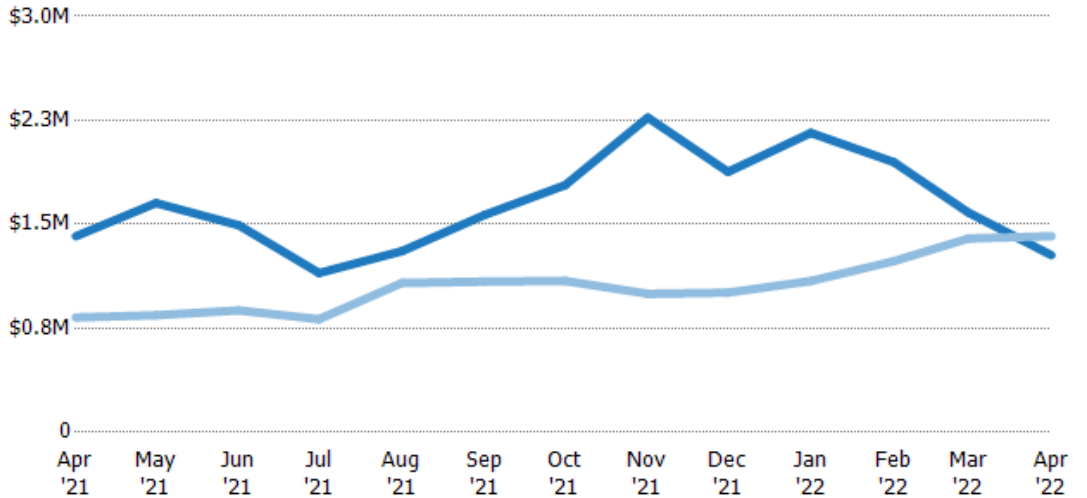
## Average Listing Price

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.
Apr '22	\$1.28M	-9.7%
Apr '21	\$1.41M	70.7%
Apr '20	\$828K	-31.4%



Current Year	\$1.41M	\$1.65M	\$1.49M	\$1.15M	\$1.31M	\$1.57M	\$1.78M	\$2.27M	\$1.88M	\$2.16M	\$1.95M	\$1.58M	\$1.28M
Prior Year	\$828K	\$844K	\$879K	\$816K	\$1.08M	\$1.09M	\$1.09M	\$998K	\$1.01M	\$1.09M	\$1.23M	\$1.4M	\$1.41M
Percent Change from Prior Year	71%	96%	70%	41%	21%	44%	63%	127%	86%	98%	58%	13%	-10%

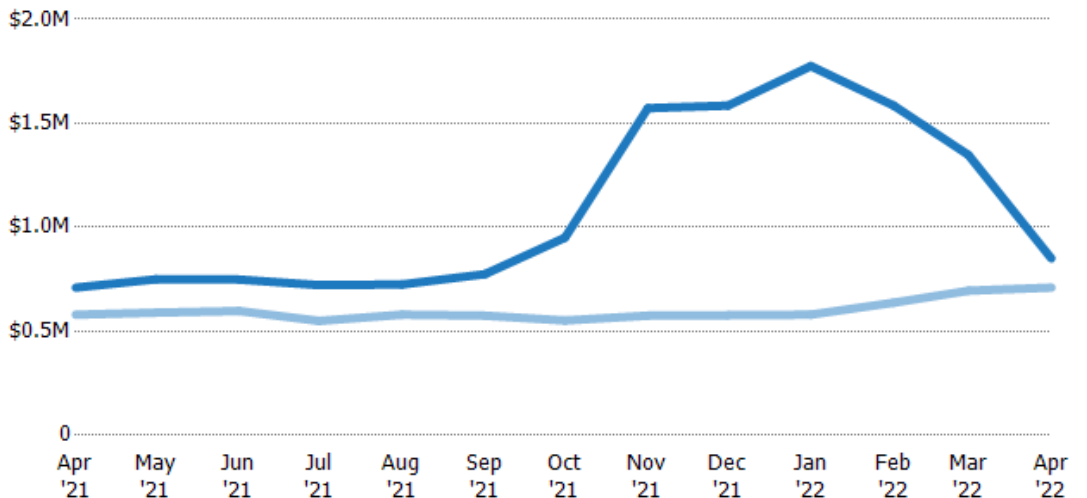
## Median Listing Price

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.
Apr '22	\$850K	19.7%
Apr '21	\$710K	22.4%
Apr '20	\$580K	-9.6%



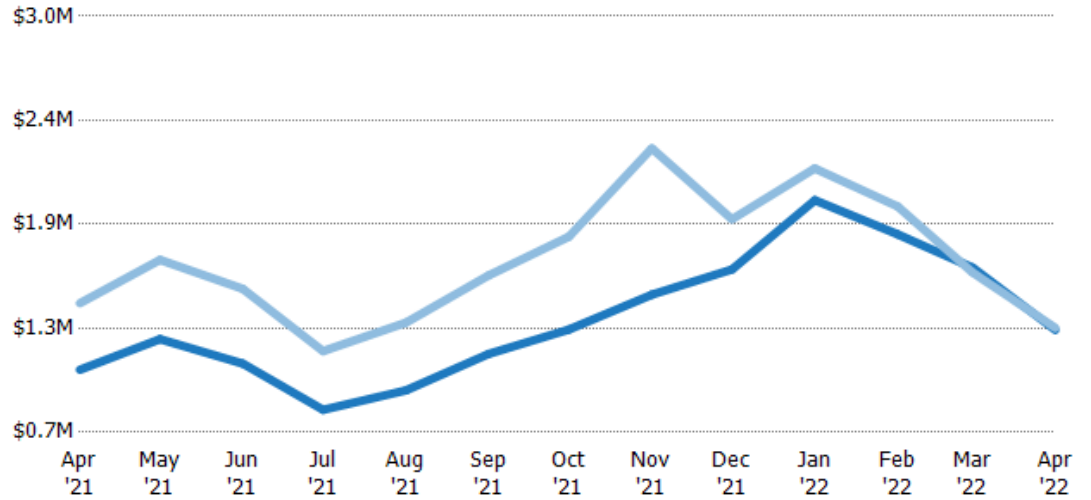
Current Year	\$710K	\$750K	\$749K	\$722K	\$725K	\$775K	\$950K	\$1.57M	\$1.59M	\$1.78M	\$1.59M	\$1.35M	\$850K
Prior Year	\$580K	\$589K	\$598K	\$550K	\$580K	\$575K	\$552K	\$575K	\$577K	\$580K	\$637K	\$695K	\$710K
Percent Change from Prior Year	22%	27%	25%	31%	25%	35%	72%	173%	174%	206%	149%	94%	20%

## 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



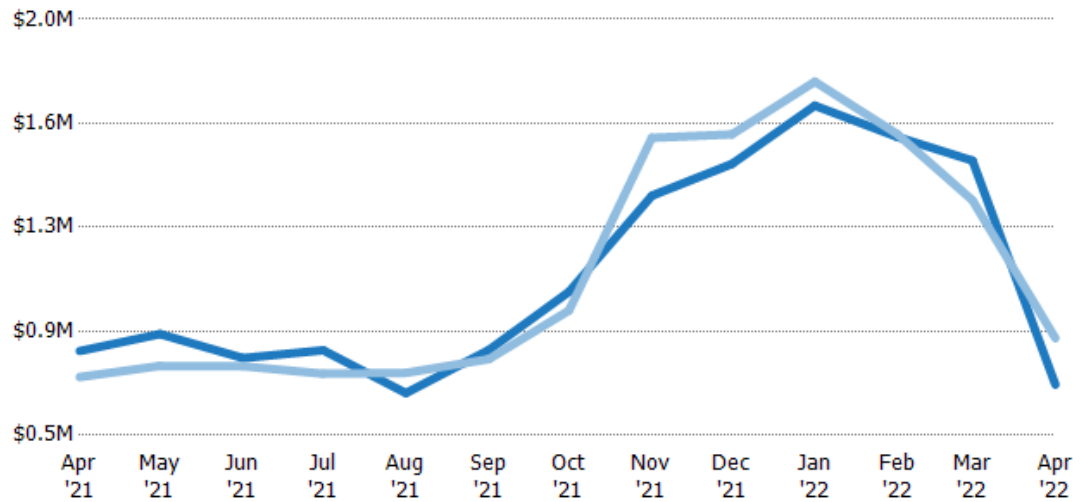
Avg Est Value	\$1.05M	\$1.22M	\$1.08M	\$824K	\$932K	\$1.13M	\$1.27M	\$1.46M	\$1.6M	\$1.98M	\$1.79M	\$1.61M	\$1.27M
Avg Listing Price	\$1.41M	\$1.65M	\$1.49M	\$1.15M	\$1.31M	\$1.57M	\$1.78M	\$2.27M	\$1.88M	\$2.16M	\$1.95M	\$1.58M	\$1.28M
Avg Listing Price as a % of Avg Est Value	135%	136%	138%	139%	140%	138%	140%	155%	117%	109%	109%	98%	101%

## 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	\$804K	\$865K	\$778K	\$807K	\$652K	\$808K	\$1.02M	\$1.36M	\$1.48M	\$1.69M	\$1.58M	\$1.49M	\$682K
Median Listing Price	\$710K	\$750K	\$749K	\$722K	\$725K	\$775K	\$950K	\$1.57M	\$1.59M	\$1.78M	\$1.59M	\$1.35M	\$850K
Med Listing Price as a % of Med Est Value	88%	87%	96%	90%	111%	96%	93%	115%	107%	105%	101%	90%	125%

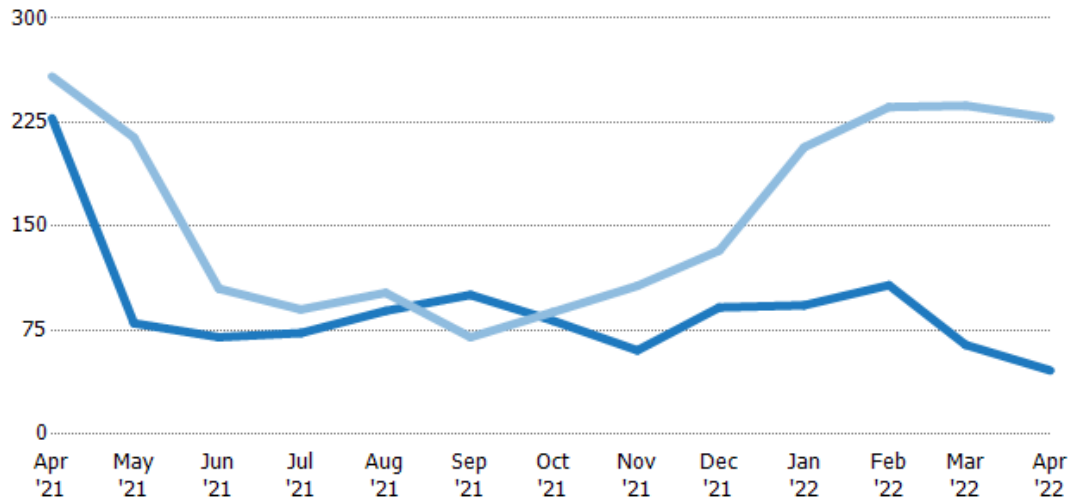
## Median Days in RPR

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.
Apr '22	46	-79.8%
Apr '21	228	-11.6%
Apr '20	258	-13.4%



Current Year	228	80	70	73	89	101	82	60.5	91.5	93	108	64.5	46
Prior Year	258	214	105	90	102	70	88	107	133	207	236	237	228
Percent Change from Prior Year	-12%	-63%	-33%	-19%	-13%	44%	-7%	-43%	-31%	-55%	-54%	-73%	-80%

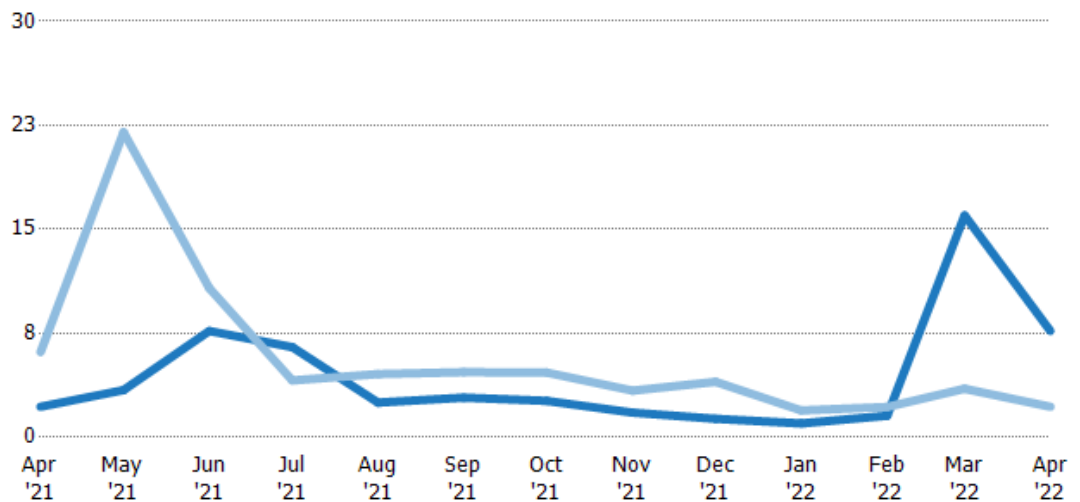
## Months of Inventory

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.
Apr '22	7.67	248.5%
Apr '21	2.2	-64.2%
Apr '20	6.14	-18.6%



Current Year	2.2	3.4	7.67	6.5	2.5	2.86	2.63	1.78	1.33	1	1.56	16	7.67
Prior Year	6.14	22	10.8	4.1	4.56	4.7	4.67	3.36	4	1.93	2.18	3.5	2.2
Percent Change from Prior Year	-64%	-85%	-29%	59%	-45%	-39%	-44%	-47%	-67%	-48%	-29%	357%	248%

## Absorption Rate

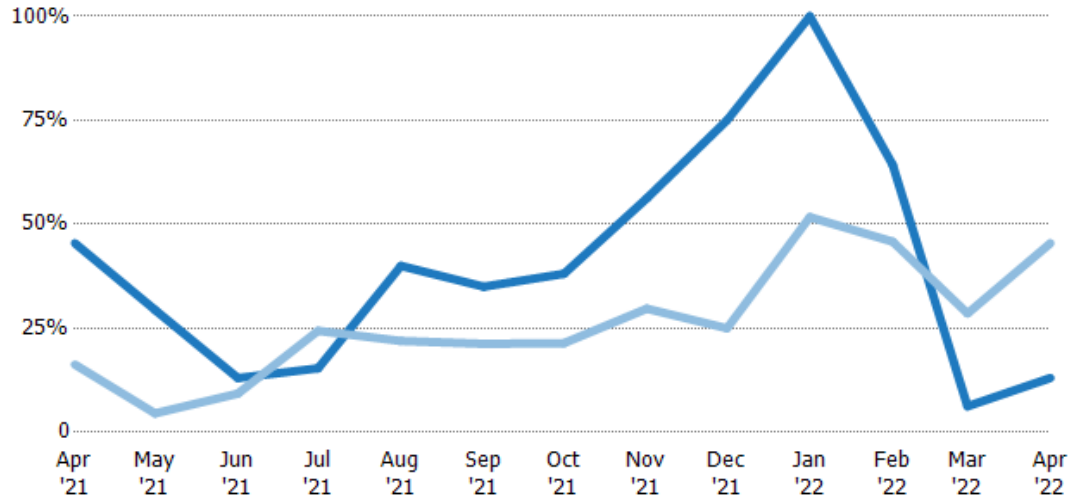
The percentage of inventory sold per month.

### Filters Used

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

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

Month/ Year	Rate	Chg.
Apr '22	13%	32.4%
Apr '21	45%	-29.2%
Apr '20	16%	22.9%



Current Year	45%	29%	13%	15%	40%	35%	38%	56%	75%	100%	64%	6%	13%
Prior Year	16%	5%	9%	24%	22%	21%	21%	30%	25%	52%	46%	29%	45%
Change from Prior Year	-29%	-25%	-4%	9%	-18%	-14%	-17%	-27%	-50%	-48%	-18%	22%	32%

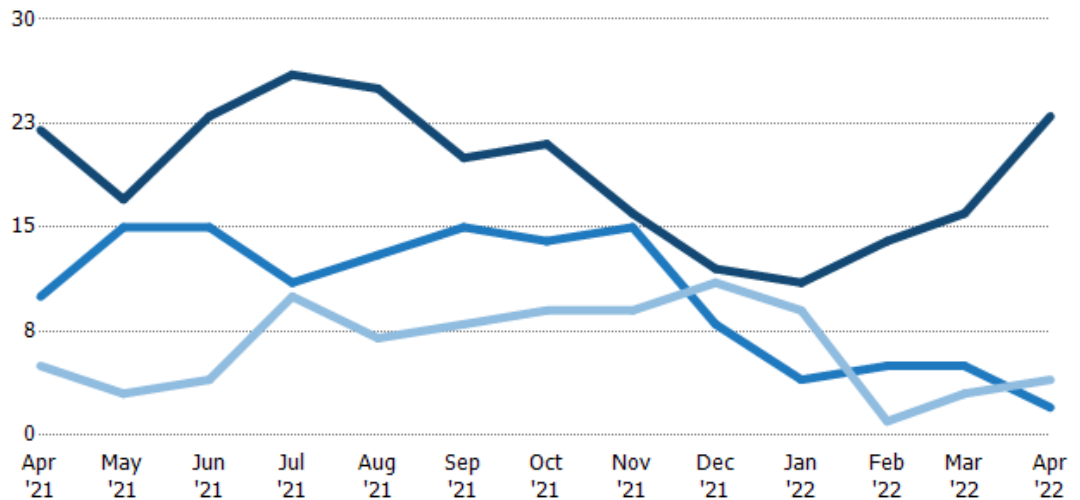
## Active/Pending/Sold Units

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	22	17	23	26	25	20	21	16	12	11	14	16	23
Pending	10	15	15	11	13	15	14	15	8	4	5	5	2
Sold	5	3	4	10	7	8	9	9	11	9	1	3	4

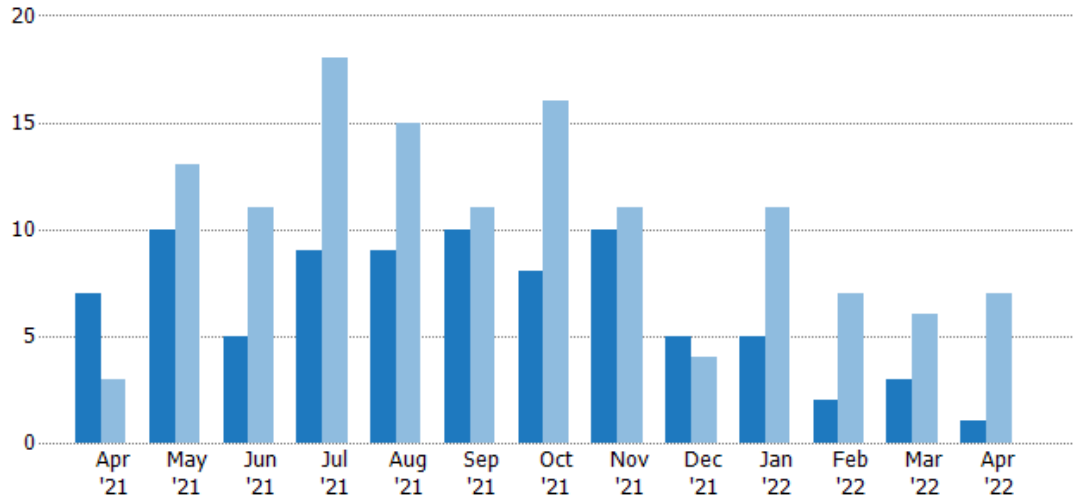
## New Pending Sales

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.
Apr '22	1	-85.7%
Apr '21	7	133.3%
Apr '20	3	-33.3%



Current Year	7	10	5	9	9	10	8	10	5	5	2	3	1
Prior Year	3	13	11	18	15	11	16	11	4	11	7	6	7
Percent Change from Prior Year	133%	-23%	-55%	-50%	-40%	-9%	-50%	-9%	25%	-55%	-71%	-50%	-86%

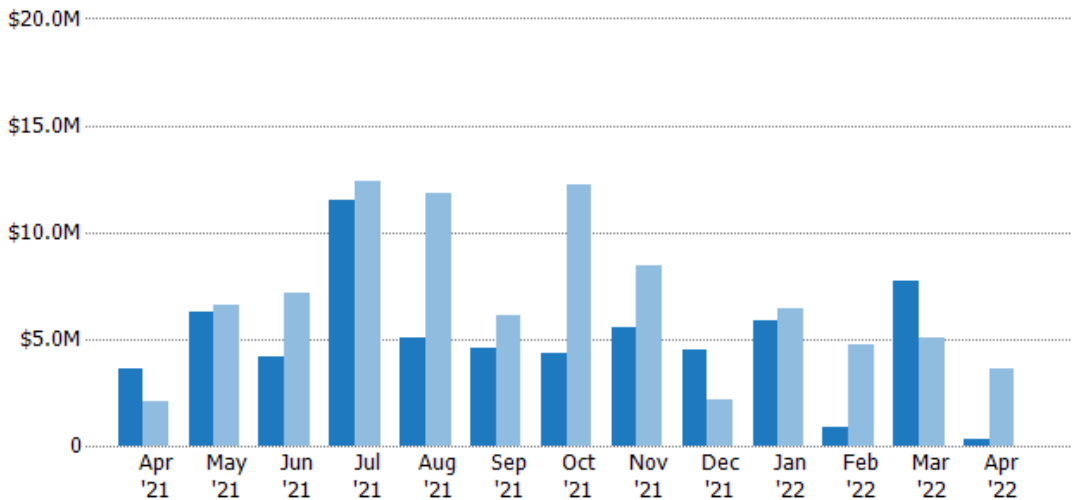
## New Pending Sales Volume

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.
Apr '22	\$300K	-91.8%
Apr '21	\$3.64M	71.8%
Apr '20	\$2.12M	-58.9%



Current Year	\$3.64M	\$6.26M	\$4.18M	\$11.5M	\$5.09M	\$4.57M	\$4.3M	\$5.57M	\$4.48M	\$5.88M	\$895K	\$7.75M	\$300K
Prior Year	\$2.12M	\$6.62M	\$7.14M	\$12.4M	\$11.8M	\$6.13M	\$12.2M	\$8.48M	\$2.18M	\$6.42M	\$4.7M	\$5.07M	\$3.64M
Percent Change from Prior Year	72%	-6%	-41%	-8%	-57%	-26%	-65%	-34%	105%	-8%	-81%	53%	-92%



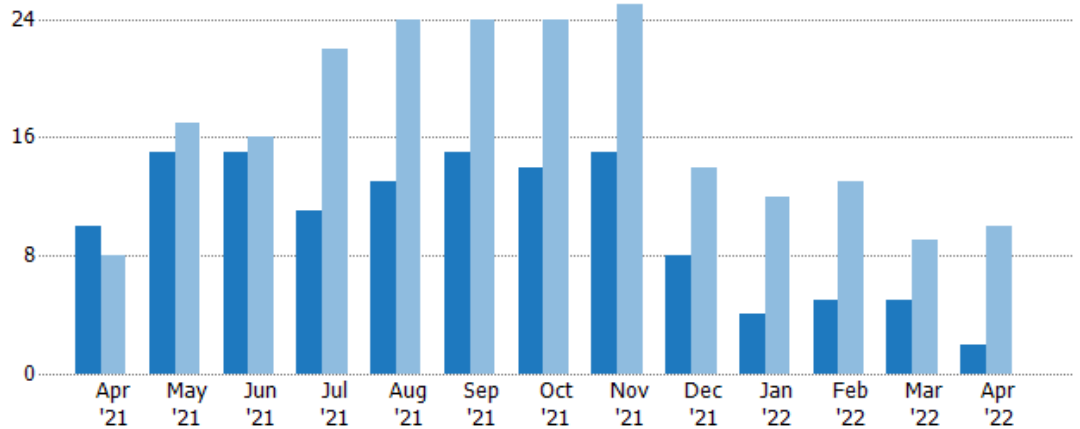
## Pending Sales

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.
Apr '22	2	-80%
Apr '21	10	25%
Apr '20	8	25%



Current Year	10	15	15	11	13	15	14	15	8	4	5	5	2
Prior Year	8	17	16	22	24	24	24	25	14	12	13	9	10
Percent Change from Prior Year	25%	-12%	-6%	-50%	-46%	-38%	-42%	-40%	-43%	-67%	-62%	-44%	-80%

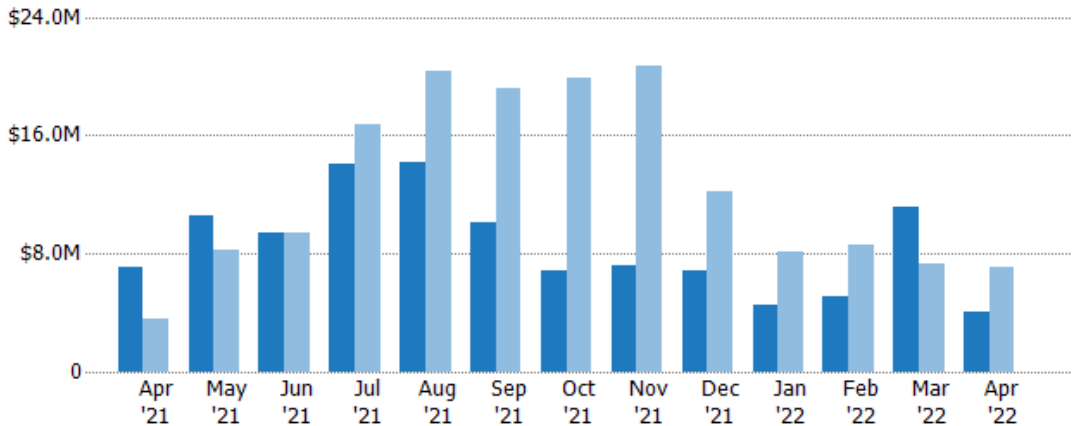
## Pending Sales Volume

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.
Apr '22	\$4M	-43.3%
Apr '21	\$7.06M	94.8%
Apr '20	\$3.62M	50.3%



Current Year	\$7.06M	\$10.5M	\$9.4M	\$14.1M	\$14.2M	\$10.1M	\$6.9M	\$7.2M	\$6.81M	\$4.52M	\$5.14M	\$11.1M	\$4M
Prior Year	\$3.62M	\$8.25M	\$9.35M	\$16.8M	\$20.4M	\$19.2M	\$19.9M	\$20.7M	\$12.2M	\$8.16M	\$8.57M	\$7.3M	\$7.06M
Percent Change from Prior Year	95%	28%	0%	-16%	-30%	-47%	-65%	-65%	-44%	-45%	-40%	53%	-43%

## Closed Sales

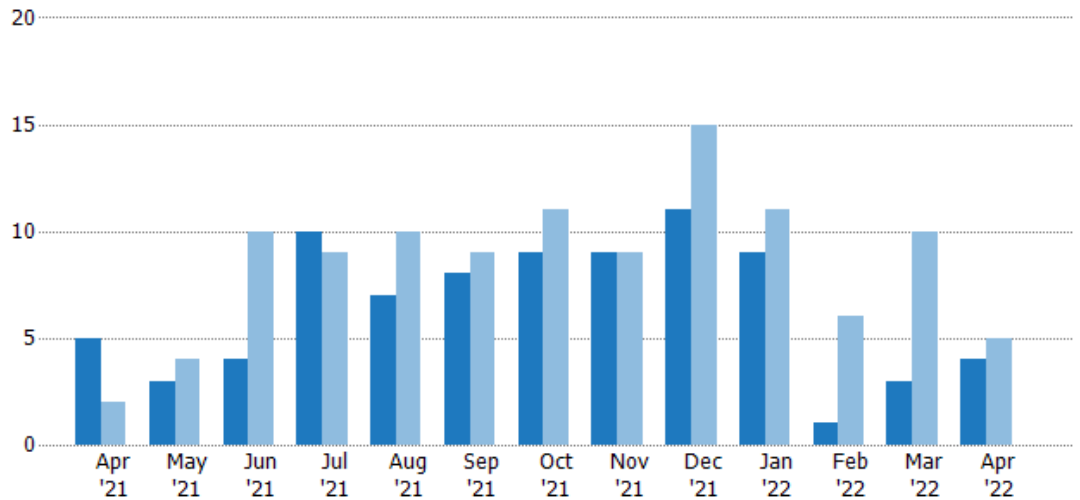
The total number of residential properties sold each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Apr '22	4	-20%
Apr '21	5	150%
Apr '20	2	200%



Current Year	5	3	4	10	7	8	9	9	11	9	1	3	4
Prior Year	2	4	10	9	10	9	11	9	15	11	6	10	5
Percent Change from Prior Year	150%	-25%	-60%	11%	-30%	-11%	-18%	0%	-27%	-18%	-83%	-70%	-20%

## Closed Sales Volume

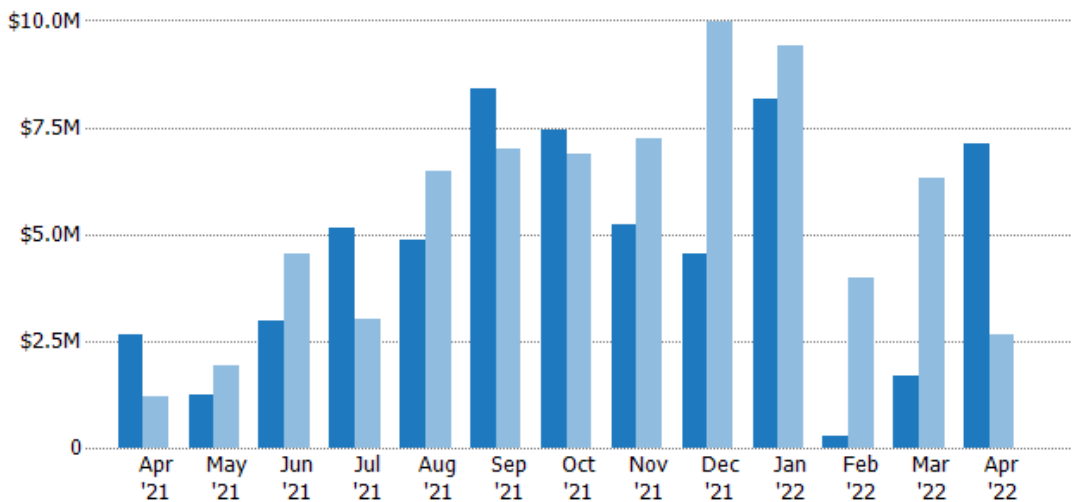
The sum of the sales price of residential properties sold each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Apr '22	\$7.1M	169.6%
Apr '21	\$2.63M	122.7%
Apr '20	\$1.18M	136.8%



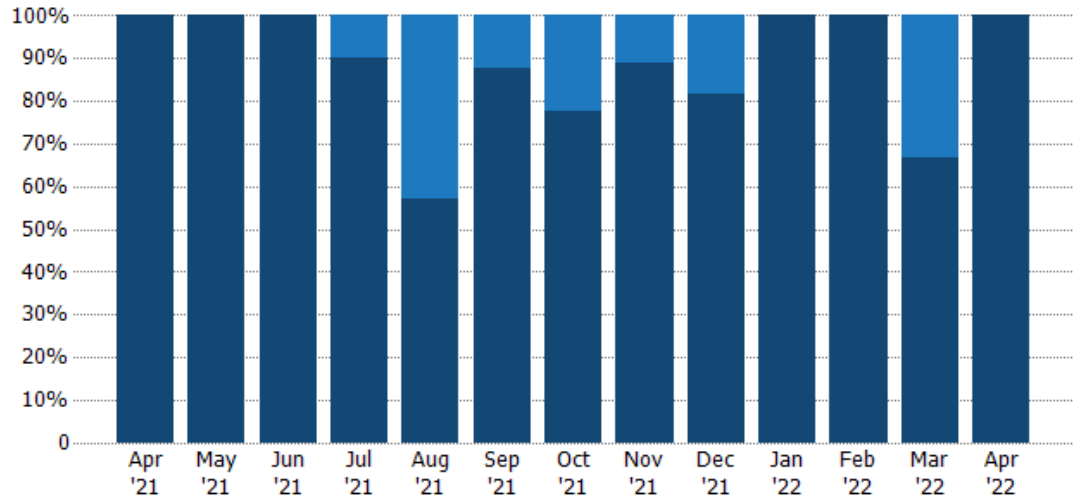
Current Year	\$2.63M	\$1.26M	\$2.99M	\$5.16M	\$4.88M	\$8.42M	\$7.43M	\$5.21M	\$4.53M	\$8.16M	\$286K	\$1.7M	\$7.1M
Prior Year	\$1.18M	\$1.92M	\$4.55M	\$2.99M	\$6.49M	\$7.01M	\$6.88M	\$7.25M	\$9.96M	\$9.41M	\$3.97M	\$6.32M	\$2.63M
Percent Change from Prior Year	123%	-34%	-34%	72%	-25%	20%	8%	-28%	-54%	-13%	-93%	-73%	170%

## 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



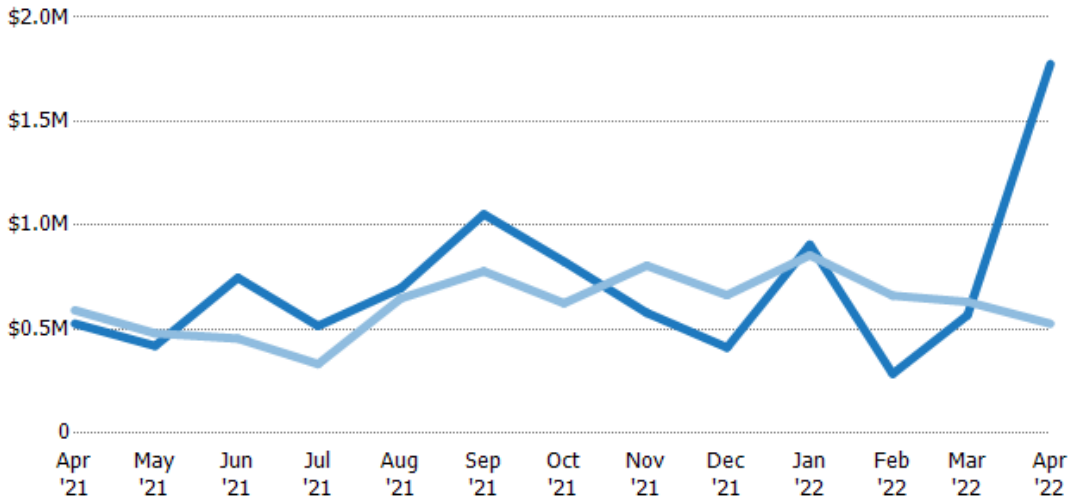
Condo/Townhouse	-	-	-	10%	43%	13%	22%	11%	18%	-	-	33%	-
Single Family Residence	100%	100%	100%	90%	57%	88%	78%	89%	82%	100%	100%	67%	100%

## 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



Current Year	\$527K	\$420K	\$748K	\$516K	\$698K	\$1.05M	\$826K	\$579K	\$412K	\$907K	\$286K	\$568K	\$1.78M
Prior Year	\$592K	\$480K	\$455K	\$333K	\$649K	\$779K	\$625K	\$806K	\$664K	\$856K	\$662K	\$632K	\$527K
Percent Change from Prior Year	-11%	-13%	64%	55%	8%	35%	32%	-28%	-38%	6%	-57%	-10%	237%

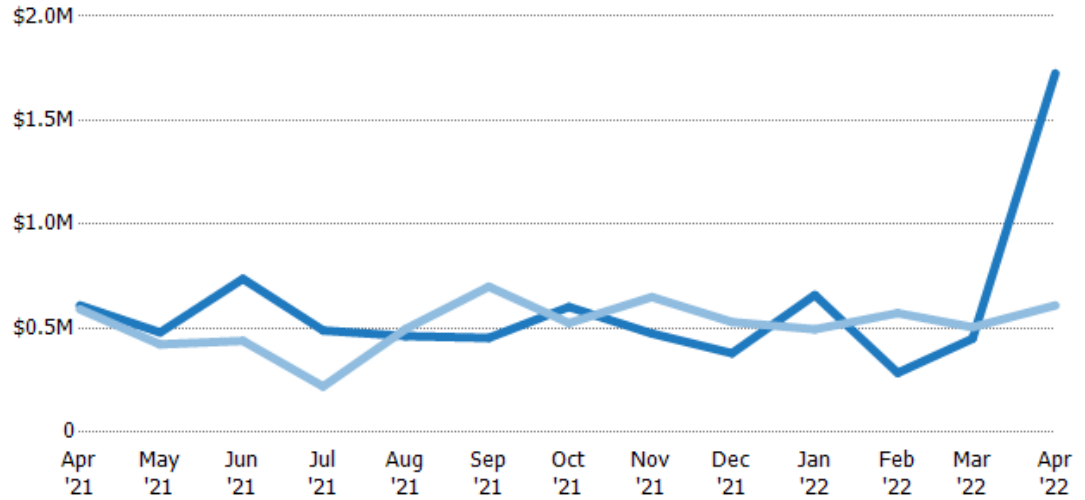
## Median Sales Price

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.
Apr '22	\$1.73M	182.9%
Apr '21	\$610K	3.1%
Apr '20	\$592K	-61.1%



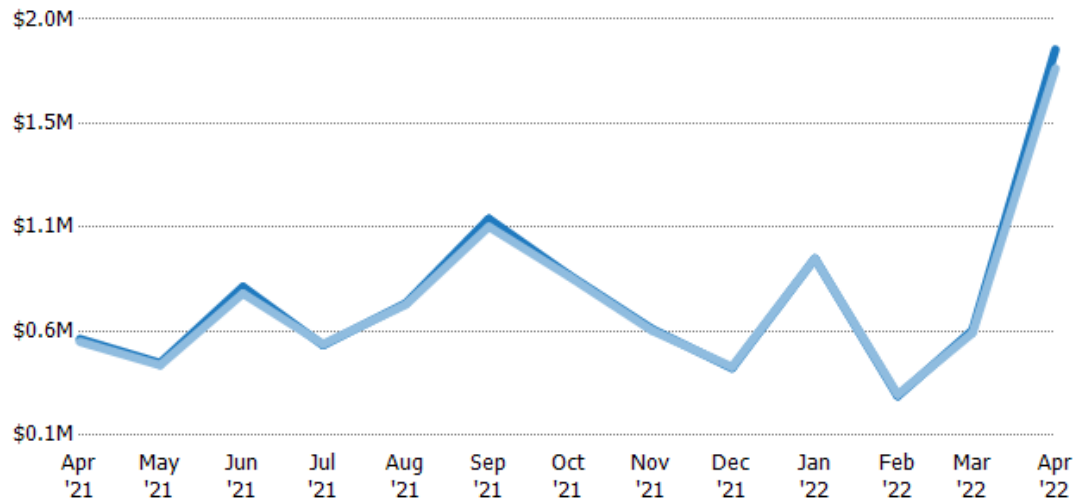
Current Year	\$610K	\$480K	\$738K	\$490K	\$463K	\$454K	\$603K	\$475K	\$380K	\$660K	\$286K	\$450K	\$1.73M
Prior Year	\$592K	\$423K	\$440K	\$220K	\$498K	\$700K	\$525K	\$650K	\$530K	\$495K	\$573K	\$505K	\$610K
Percent Change from Prior Year	3%	14%	68%	123%	-7%	-35%	15%	-27%	-28%	33%	-50%	-11%	183%

## 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



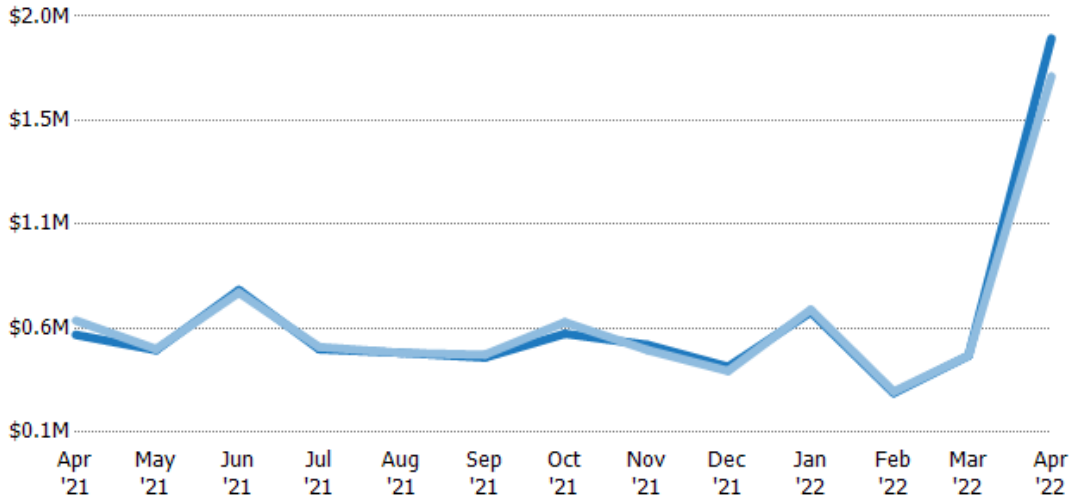
Avg List Price	\$540K	\$430K	\$779K	\$512K	\$703K	\$1.09M	\$832K	\$586K	\$407K	\$907K	\$279K	\$580K	\$1.86M
Avg Sales Price	\$527K	\$420K	\$748K	\$516K	\$698K	\$1.05M	\$826K	\$579K	\$412K	\$907K	\$286K	\$568K	\$1.78M
Avg Sales Price as a % of Avg List Price	98%	98%	96%	101%	99%	97%	99%	99%	101%	100%	102%	98%	95%

## 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

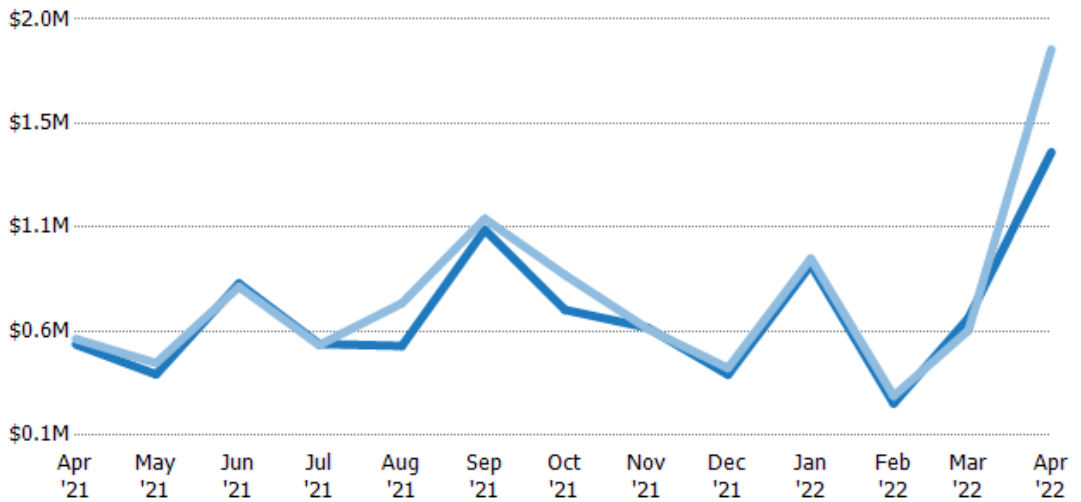


## Average Sales Price vs Average Est Value

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

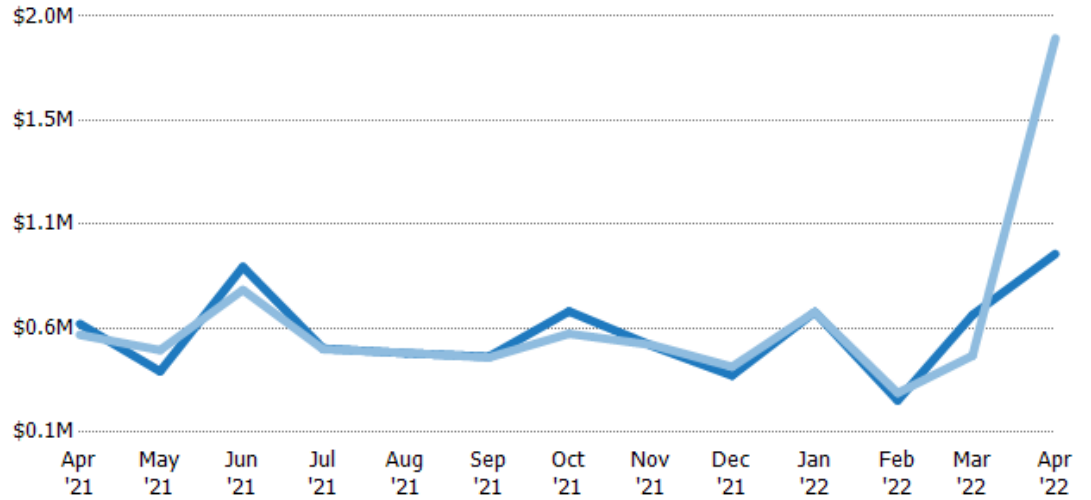


## Median Sales Price vs Median Est Value

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



Median Est Value	\$595K	\$378K	\$856K	\$482K	\$461K	\$445K	\$652K	\$495K	\$359K	\$649K	\$245K	\$636K	\$914K
Median Sales Price	\$545K	\$475K	\$750K	\$480K	\$463K	\$441K	\$550K	\$499K	\$399K	\$649K	\$279K	\$450K	\$1.9M
Med Sales Price as a % of Med Est Value	92%	126%	88%	99%	100%	99%	84%	101%	111%	100%	114%	71%	208%