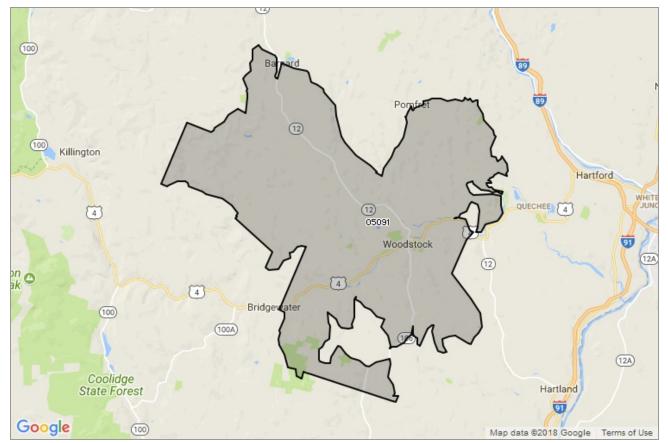


MARKET DATA REPORT

# Woodstock



#### **Report Characteristics**

Report Name: Woodstock

**Report Date Range:** 1/2018 – 1/2018

Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by

### Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602





## Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+/-	Jan 2017	Jan 2018	Key Metrics
						Listing Activity Charts Metrics
-57.1%	7	3	-57.1%	7	3	New Listing Count
-54.4%	\$7,174,000	\$3,273,900	-54.4%	\$7,174,000	\$3,273,900	New Listing Volume
-43.5%	85	48	-43.5%	85	48	Active Listing Count
-36.1%	\$82,407,799	\$52,693,300	-36.1%	\$82,407,799	\$52,693,300	Active Listing Volume
+13.2%	\$969,504	\$1,097,777	+13.2%	\$969,504	\$1,097,777	Average Listing Price
+30%	\$449,500	\$584,450	+30%	\$449,500	\$584,450	Median Listing Price
-15%	210	178.5	-15%	210	178.5	Median Daysin RPR
-74.9%	21.3	5.3	-	_	-	Months of Inventory
+14%	4.71%	18.75%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+25%	4	5	+25%	4	5	New Pending Sales Count
+64.9%	\$1,663,400	\$2,742,900	+64.9%	\$1,663,400	\$2,742,900	New Pending Sales Volume
-40%	10	6	-40%	10	6	Pending Sales Count
-50.6%	\$4,294,800	\$2,120,900	-50.6%	\$4,294,800	\$2,120,900	Pending Sales Volume
-55.6%	9	4	-55.6%	9	4	Closed Sales Count
-58.4%	\$6,451,000	\$2,682,500	-58.4%	\$6,451,000	\$2,682,500	Closed Sales Volume
-6.4%	\$716,778	\$670,625	-6.4%	\$716,778	\$670,625	Average Sales Price
+79.9%	\$305,000	\$548,750	+79.9%	\$305,000	\$548,750	Median Sales Price





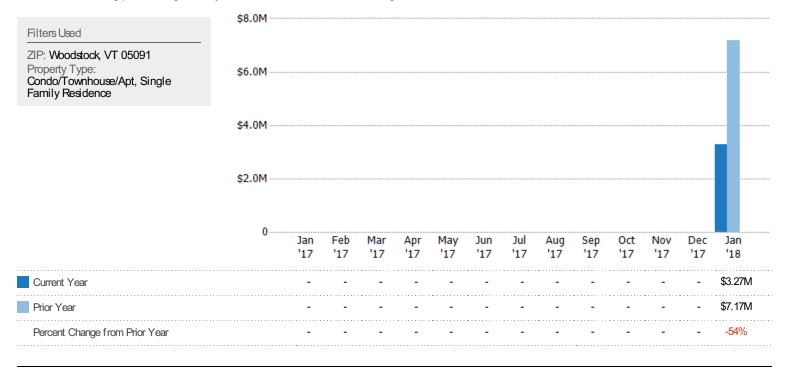
#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used	8.00														
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00														
	0														
	, in the second s	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-57%	

#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

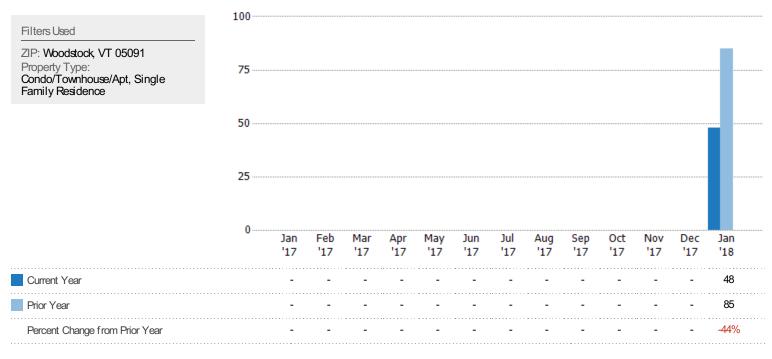


仓



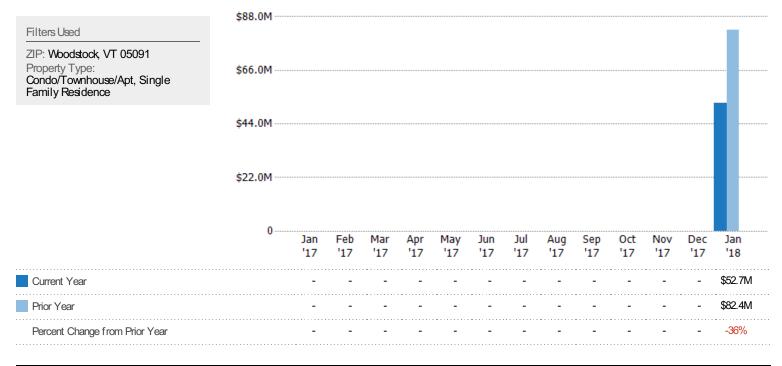
#### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.



#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.



白



#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$2.0M												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
	\$1.0M												
	\$0.5M												
	0												
	Jan	Feb	Mar		May	Jun		Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$970k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

#### Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$600K ······												
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$584K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$450K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%





#### Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM\ valuation\ estimate\ for\ active\ listings\ each\ month.$ 

	\$2.0M												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
	\$1.0M												
	\$0.5M												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$817K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	134%

#### 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.

	\$600K												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$576K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$584K
Med Listing Price as a % of Med Est Value	ə -	-	-	-	-	-	-	-	-	-	-	-	101%





#### 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.

	300												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	179
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	210
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

#### Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: ZIP: Woodstock, VT 05091; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	288						
(	0 4	0 80	120	160	200	240	280

#### Median Days in RPR (By County)

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 by county.

Filters Used: ZIP: Woodstock, VT 05091; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	179								
1	Ó	20	40	60	80	100	120	140	160





#### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

	40												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	0												
	Jan '17		Mar '17		May '17					0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-21%
Absorption Rate													

The percentage of inventory sold per month.

Filters Used	15%
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%

5%

	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%





#### Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: ZIP: Woodstock, VT 05091; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	8.33 %							
	)	1%	2%	3%	4%	5%	6%	8%

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	50												
Filters Used													
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
	25												
	13												
	10												
	0												
	Jan	Feb	Mar	Apr	May	Jun	Jul '17	Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	48
Pending	-	-	-	-	-	-	-	-	-	-	-	-	6
Sold					• • • • • • • • • • • • • • •			• • • • • • • • • • • • • • • •					





#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	8.80													
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60													
	4.40													
	2.20													
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	Jul '17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

#### New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

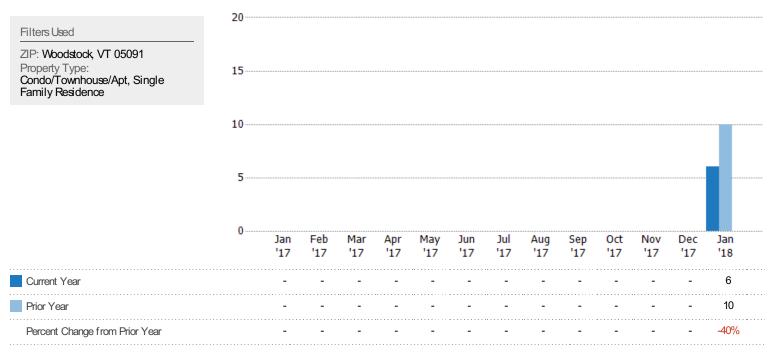
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.74M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.66M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	65%

仓



#### Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$4.8M ······													
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
	\$2.4M													
	\$1.2M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.12M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.29M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-51%
		- -	-	-	-	- -	- -	-	-	-	-	-	-	

仓



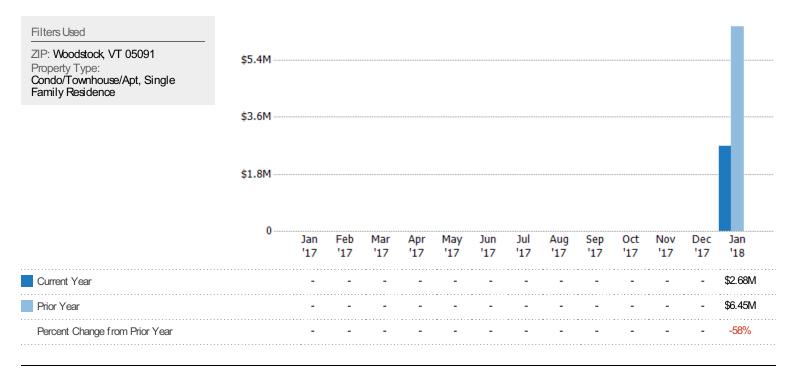
#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

	10.00													
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	0	Jan '17		Mar '17	Apr '17	May '17	Jun '17		Aug '17			Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-56%

#### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.



囼



#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Woodstock, VT 05091 Property Type:	80%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ranny headence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0														
	-	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
Single Family Residence		-	-	-	-	-		-	-	-	-	-		100%	

#### Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county. Filters Used: ZIP: Woodstock, VT 05091; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	4								
	0	0.50	1.00	1.50	2.00	2.50	3.00	3.50	4.00





#### **Average Sales Price**

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$800K ······												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
					17		1/						
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$671k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$717k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$600K												
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$549K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$305K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	80%





#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

	\$800K ······												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$716k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$671k
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$600K												
Filters Used													
ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Jan '17	Feb	Mar 17	Apr 17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	17	17	17	17	17	17	17		17	17	17	17	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$587K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$549K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%





#### 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.

	\$800K ······												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$757k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$716k
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	95%

#### 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.

	\$800K ······												
Filters Used ZIP: Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0												
	Jan '17	Feb	Mar 117	Apr 17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
					17								
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$757K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$587K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	78%



## Appendix

VermontRealtors®

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Detail	s		Listing Activity Charts					
Report Name: W	Voodstock	✓ New Listings						
Run Date: 02/21/	2018	🗹 Active Listings						
Scheduled: No		Avg/Med Listing Price						
Report Date Rar	nge: From 1/2018 To: 1/2018	Avg/Med Listing Price per Sq Ft						
			🗹 Avg/Med Listing Price vs Est Value					
Information In	ncluded	🗹 Median Days in RPR						
🗹 Include Cove	r Sheet	onths of Inventory						
🗹 Include Key N	letric Summary* 🗹 Include Appendix	🗹 Medians	Mean Absorption Rate					
Minclude Metrie	cs By: County							
	able's YTD median calculations are calculated using a weighted average	Sales Activity Charts						
month that is include	cl.		🗹 Active/Pending/Sold					
MLS Filter			🗹 New Pending Sales					
		🗹 Pending Sales						
MLS:	All	✓ Closed Sales						
Listing Eiltorg			✓ Avg/Med Sales Price					
Listing Filters		Avg/Med Sales Price per Sq Ft						
Property Types:	Condo/Townhouse/Apt Single Family Residence	✓ Avg/Med Sales Price vs Listing Price						
Sales Types:	All		✓ Avg/Med Sales Price vs Est Value					
Price Range:	None		Distressed Charts					
			Distressed Listings					
Location Filte	ers		Distressed Sales					
State:	All							
			Data Tables Using 1/2018 data					
County:	All		Listing Activity by ZIP					
7ID Codo:			Listing Activity by Metro Area					
ZIP Code:	Woodstock, VT 05091		Sales Activity by ZIP					
			Sales Activity by Metro Area					

