

Summary of Key Listing and Sales Metrics

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

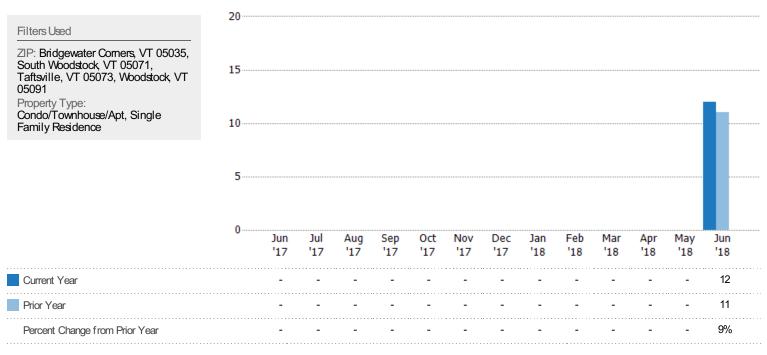
Key Metrics	Jun 2018	Jun 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	12	11	+9.1%	12	11	+9.1%
New Listing Volume	\$8,927,500	\$7,987,400	+11.8%	\$8,927,500	\$7,987,400	+11.8%
Active Listing Count	88	-	-	88	-	_
Active Listing Volume	\$95,742,899	_	-	\$95,742,899	-	_
Average Listing Price	\$1,087,987	_	-	\$1,087,987	-	_
Median Listing Price	\$599,000	_	-	\$599,000	-	_
Median Days in RPR	238.5	_	-	238.5	-	_
Months of Inventory	_	_	-	_	29.3	_
Absorption Rate	_	_	-	_	3.41%	_
Sales Activity Charts Metrics						
New Pending Sales Count	5	5	+	5	5	+_
New Pending Sales Volume	\$1,285,000	\$3,119,900	-58.8%	\$1,285,000	\$3,119,900	-58.8%
Pending Sales Count	7	_	-	7	_	-
Pending Sales Volume	\$3,338,800	-	-	\$3,338,800	-	-
Closed Sales Count	1	13	-92.3%	1	13	-92.3%
Closed Sales Volume	\$327,000	\$6,180,500	-94.7%	\$327,000	\$6,180,500	-94.7%
Average Sales Price	\$327,000	\$475,423	-31.2%	\$327,000	\$475,423	-31.2%
Median Sales Price	\$327,000	\$315,000	+3.8%	\$327,000	\$315,000	+3.8%





New Listings

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



New Listing Volume

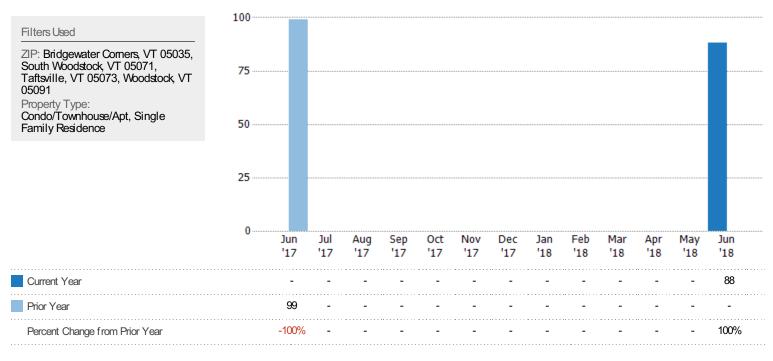
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used	\$20.0M ······													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$15.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-					-	\$8.93M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.99M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12%



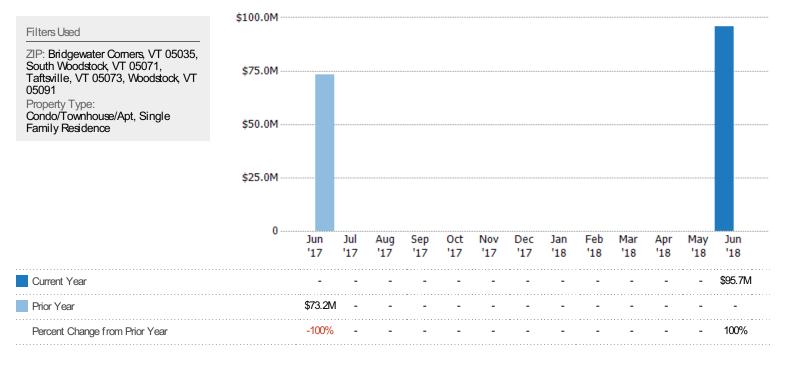
Active Listings

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.



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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: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$1.5M												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.0M												
	\$0.5M												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	17		17	17	17	17	1/	10	10	18	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.09M
Prior Year	\$740K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	1000/	830/	-67%	50%	220/	170/	0	17%	33%	50%	67%	83%	4000/
	-10070	-05 /0	-07 70	-00 78	-33 /0	-1770	0	17 /0	5570	50 %	07 70	05 /0	100%

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: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:	\$450K												
Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$599K
Prior Year	\$354K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	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.

	300												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single	225												
Family Residence	100												
	0												
	Jun	Jul	Aug		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	239
Prior Year	267	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

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

Current Year Prior Year	'17 - 24.8	'17 - -	'17 - -	'17 - -	'17 - -	'17 - -	'17 - -	'18 - -	'18 -	'18 - -	'18 - -	'18 - -	'18 17.6 -
Current Year		'17 -	'17 -	'17 -		'17 -	'17 -	'18 -	'18 _	'18 -	'18 -	'18 -	'18
		'17	'17	'17		'17	'17	'18	'18	'18	'18	'18	
	0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun
	8												
Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071,	23												
Filters Used													





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:	
Property Type: Condo/Townhouse/Apt, Single Family Residence	5%

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	4%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	4%	3%	2%	2%	1%	0	-1%	-2%	-2%	-3%	-4%	-5%	-6%

Active/Pending/Sold Units

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

Elferra la sel	100%												
Filters Used													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	75%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	50%												
	25%												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	1



New Pending Sales

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

Filters Used	8.00														
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	6.00														
Property Type: Condo/Townhouse/Apt, Single Family Residence	4.00														
	2.00														
	0					~ .		-	-			-			
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

New Pending Sales Volume

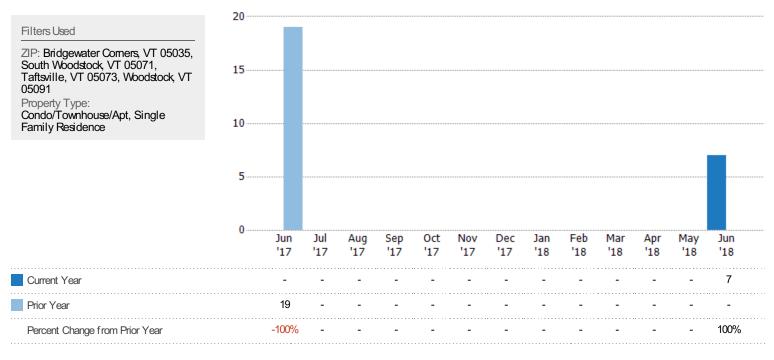
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$4.0M ······													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$3.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.0M													
	\$1.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
		17	17	17	17	17	17	1/	18	18	18	18	18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.29M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.12M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-59%



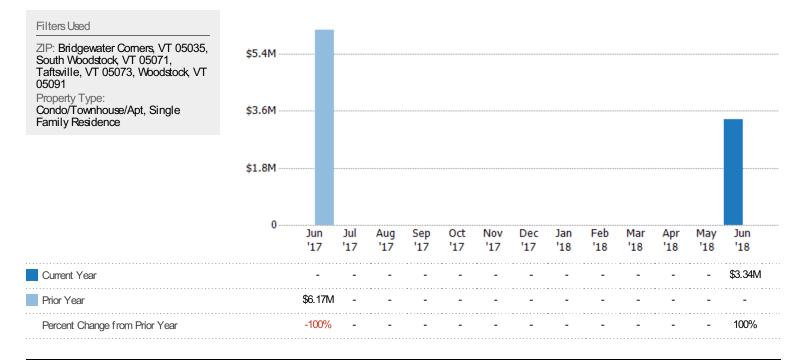
Pending Sales

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.

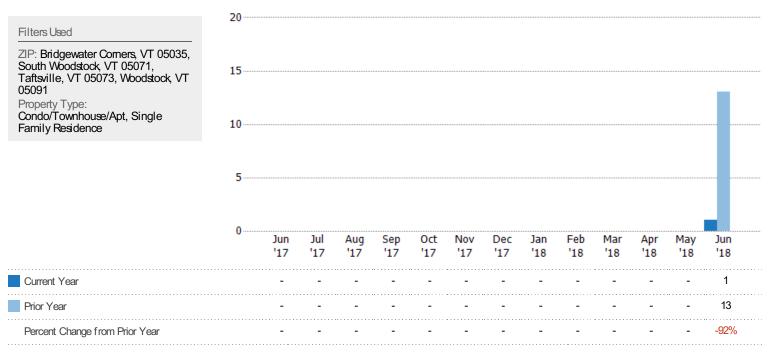


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Closed Sales

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



Closed Sales Volume

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

Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$5.4M \$3.6M													
	\$1.8M													
	0	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.18M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-95%



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: Bridgewater Corners, VT 05035, South Woodstock, VT 05071,	80%														
Taftsville, VT 05073, Woodstock, VT 05091	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		Jun	Jul					Dec		Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)

Average Sales Price

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

	\$500K
Filters Used	
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$375K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K

\$125K ·····

	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$475K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-31%





Median Sales Price

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

	\$500K ······												
Filters Used													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0		_	_			_	_			_		
	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	_
			17	17	'17	'17	'17	'18	'18	'18	'18	'18	Jun '18
Current Year	-	-	-	-	'17 _	'17 -	-17	-18	-18	-18 -	'18 -	'18 -	
Current Year Prior Year	-	-	-	- 17	'17	'17	-17		-		'18 - -	'18 - -	'18
	- - -	-		-	'17	'17	-	- - -		-	'18	'18 - - -	'18 \$327K

Average Sales Price vs Average Listing Price

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

												\$300K \$200K	ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	
												\$200K	Condo/Townhouse/Apt, Single	(
												\$100K		
												\$100m		
												0		
Jun '18	May '18	Apr '18	Mar '18	Feb '18	Jan '18	Dec '17	Nov '17	0ct '17	Sep '17	Aug '17	Jul '17	Jun '17		
\$339K	-	-	-	-	-	-	-	-	-	-	-	-	Avg List Price	
\$327K	-	-	-	-	-	-	-	-	-	-	-	-	Avg Sales Price	
96%	-	-	-	-	-	-	-	-	-	-	-	-	Avg Sales Price as a % of Avg List Price	
	'18 - -									'17			Avg Sales Price	





Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0		_										
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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.

	\$400K												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
			.		±,	- /							
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





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.

	\$400K ······												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value		<u>-</u>					<u>-</u>						\$0
													+-
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Med Sales Price as a $\%\text{of}$ Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

