

# 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 2019	Apr 2018	+/-	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	50	-40%	160	177	-9.6%
New Listing Volume	\$9,919,399	\$11,089,299	-10.5%	\$52,931,598	\$54,063,886	-2.1%
Active Listing Count	_	401	-	NA	N/A	
Active Listing Volume	_	\$160,328,098	-	NA	N/A	
Average Listing Price	_	\$399,821	-	\$435,359	\$410,190	+6.1%
Median Listing Price	_	\$289,000	-	\$301,570	\$292,120	+3.2%
Median Days in RPR	_	221	-	163.93	204.95	-20%
Months of Inventory	_	12.9	-100%	11.2	14.6	-23.3%
Absorption Rate	_	7.73%	-	8.9%	6.83%	+2.1%
Sales Activity Charts Metrics			1 1 1 1		• • • • • • • • • • • • • • • • • • • •	
New Pending Sales Count	22	35	-37.1%	146	127	+15%
New Pending Sales Volume	\$6,075,800	\$10,980,388	-44.7%	\$39,787,399	\$36,820,588	+8.1%
Pending Sales Count	_	65	-	NA	N/A	
Pending Sales Volume	_	\$19,372,388	- !	NA	NA	
Cloæd Sales Count	20	21	-4.8%	90	99	-9.1%
Closed Sales Volume	\$4,488,400	\$6,053,651	-25.9%	\$21,228,900	\$26,940,001	-21.2%
Average Sales Price	\$224,420	\$288,269	-22.1%	\$235,877	\$272,121	-13.3%
Median Sales Price	\$195,000	\$195,123	-0.1%	\$191,383	\$205,976	-7.1%

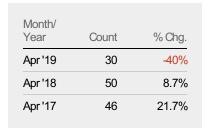




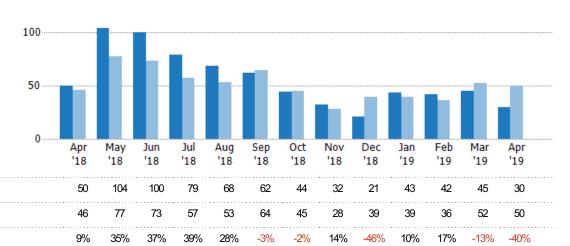
#### **New Listings**

The number of new residential listings that were added each month.

Filters Used	
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	







### **New Listing Volume**

Percent Change from Prior Year

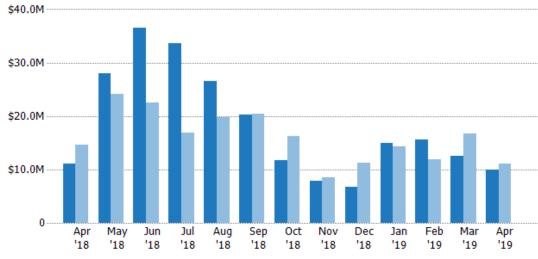
Current Year

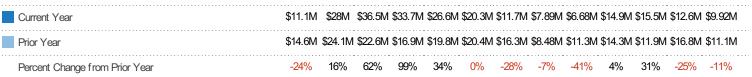
Prior Year

The sum of the listing price of residential listings that were added each month.

State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	Filters Used	
	County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	

Volume	% Chg.
\$9.92M	-10.5%
\$11.1M	-24.1%
\$14.6M	14.2%
	\$9.92M \$11.1M

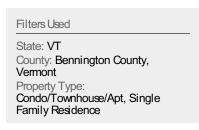






#### **Active Listings**

The number of active residential listings at the end of each month.





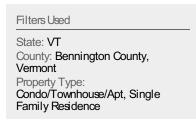
### **Active Listing Volume**

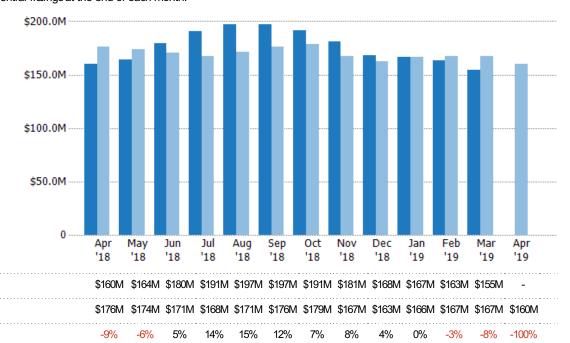
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.







Current Year







### **Average Listing Price**

The average listing price of active residential listings at the end of each month.

Filters Used	\$500K												
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$400K	\$385K	\$393K	\$403K	\$421K	\$420K	\$419K	\$423K	\$430K	\$429K	\$435K	\$443K	-
Prior Year	\$407K	\$402K	\$390K	\$383K	\$389K	\$395K	\$405K	\$401K	\$398K	\$409K	\$415K	\$417K	\$400K
Percent Change from Prior Year	-2%	-4%	1%	5%	8%	6%	4%	6%	8%	5%	5%	6%	-100%

### **Median Listing Price**

The median listing price of active residential listings at the end of each month.

Filters Used	\$400K												
State: VT County: Bennington County, Vermont Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$289K	\$275K	\$275K	\$289K	\$290K	\$295K	\$293K	\$299K	\$299K	\$305K	\$300K	\$300K	
Prior Year	\$289K	\$275K	\$275K	\$279K	\$285K	\$290K	\$295K	\$290K	\$292K	\$290K	\$295K	\$295K	\$2891





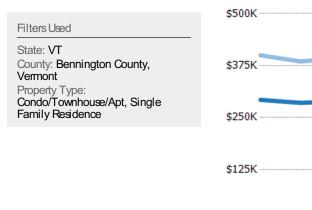
Avg Est Value

Avg Listing Price

# Market Data Report

#### 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.



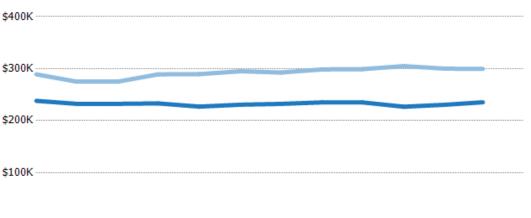
\$50	0K												
\$37	5K												
\$25	0K												
\$12	5K												
	0												
	_		Jun	Jul	Aug '18	Sep	Oct	Nov	Dec '18			Mar '19	Apr '19
	\$293K	\$286K	\$289K	\$290K	\$290K	\$287K	\$282K	\$290K	\$283K	\$287K	\$288K	\$293K	-
	\$400K	\$385K	\$393K	\$403K	\$421K	\$420K	\$419K	\$423K	\$430K	\$429K	\$435K	\$443K	-
	137%	135%	136%	139%	145%	146%	148%	146%	152%	149%	151%	151%	-

### 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.

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value

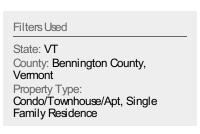


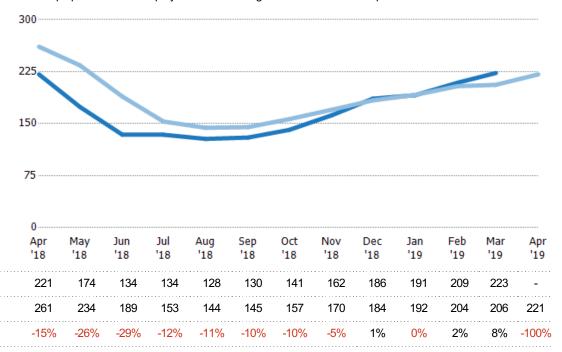
	0 Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$238K	\$232K	\$232K	\$233K	\$227K	\$231K	\$232K	\$235K	\$235K	\$227K	\$231K	\$235K	-
Median Listing Price	\$289K	\$275K	\$275K	\$289K	\$290K	\$295K	\$293K	\$299K	\$299K	\$305K	\$300K	\$300K	-
Med Listing Price as a % of Med Est Value	121%	118%	118%	124%	128%	128%	126%	127%	127%	134%	130%	127%	-



#### 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





### Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

Prior Year



#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

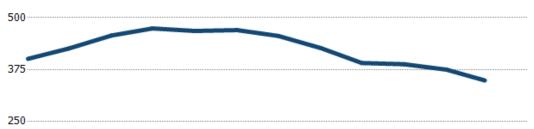


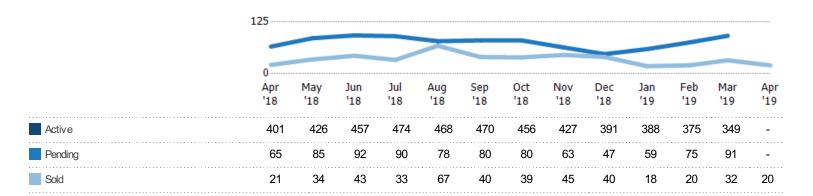
	0												
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	8%	5%	7%	9%	7%	14%	9%	9%	12%	10%	5%	6%	-
Prior Year	7%	7%	7%	8%	9%	10%	7%	10%	9%	8%	6%	5%	8%
Change from Prior Year	-1%	2%	-1%	-1%	2%	-5%	-2%	0%	-2%	-2%	2%	-1%	8%

### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

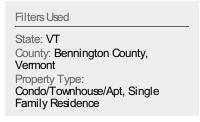


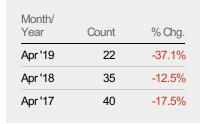




#### **New Pending Sales**

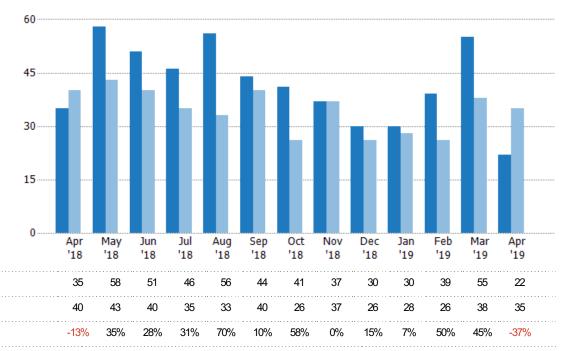
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year



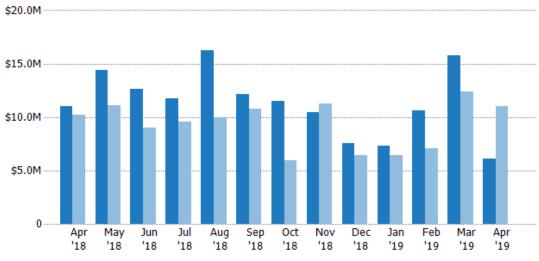
#### New Pending Sales Volume

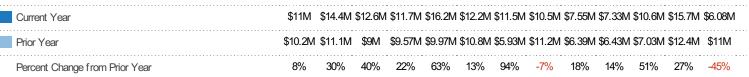
Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

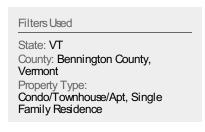
Month/ Year	Volume	% Chg.
Apr '19	\$6.08M	-44.7%
Apr '18	\$11M	7.6%
Apr '17	\$10.2M	-28%

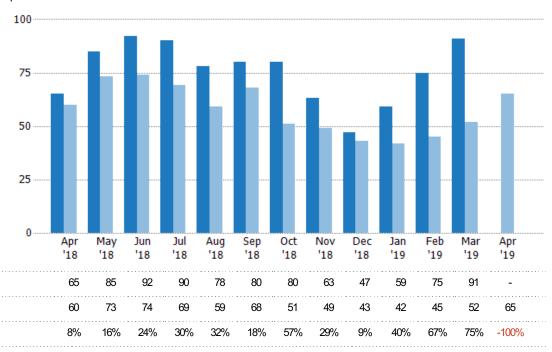




#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.





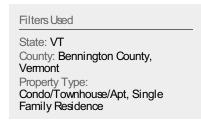
### Pending Sales Volume

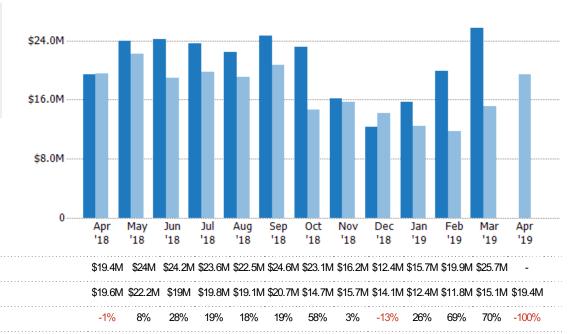
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.







Current Year

Percent Change from Prior Year

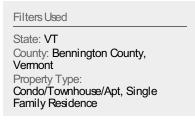
Prior Year



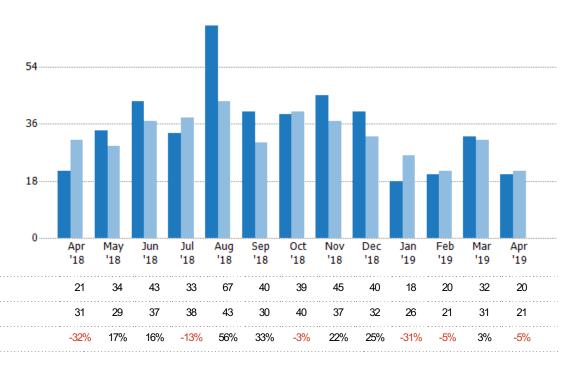


#### **Closed Sales**

The total number of residential properties sold each month.







#### **Closed Sales Volume**

Percent Change from Prior Year

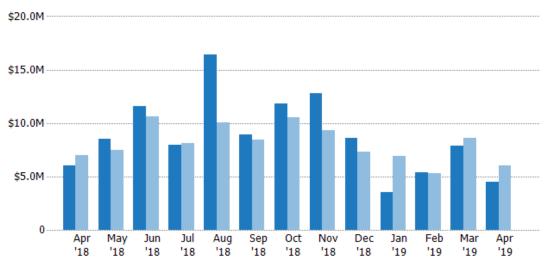
Current Year

Prior Year

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

Filters Used
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Apr '19	\$4.49M	-25.9%
Apr '18	\$6.05M	-13.5%
Apr '17	\$7M	-24.9%

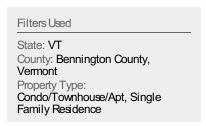


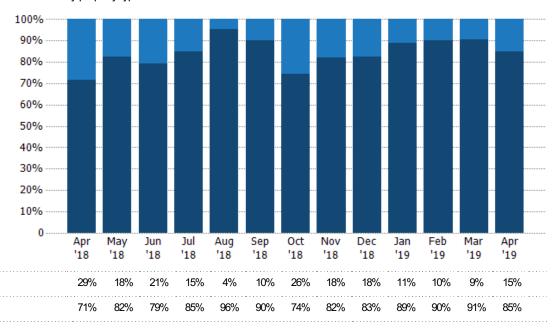




#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.





### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

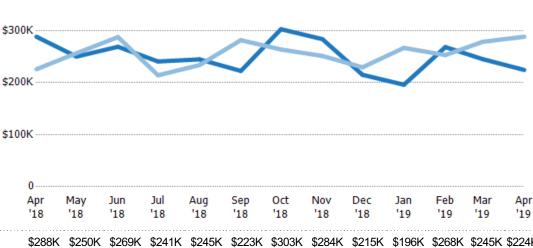
\$400K

Filters Used

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Apr '19	\$224K	-22.1%
Apr '18	\$288K	27.7%
Apr '17	\$226K	-16.9%









#### **Median Sales Price**

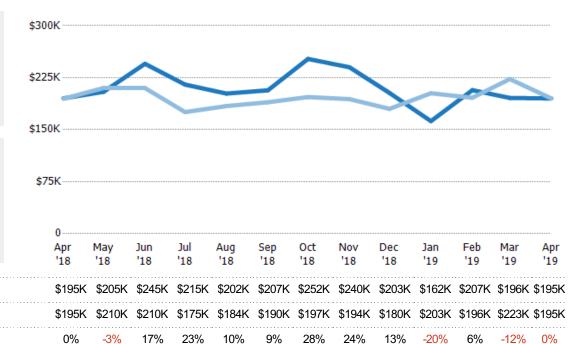
The median sales price of the residential properties sold each month.

Filters Used	
State: VT County: Bennington County, Vermont	
Property Type: Condo/Townhouse/Apt, Single Family Residence	

Month/ Year	Price	% Chg.
Apr '19	\$195K	-0.1%
Apr '18	\$195K	0.3%
Apr '17	\$195K	-17.7%

Percent Change from Prior Year

Current Year
Prior Year

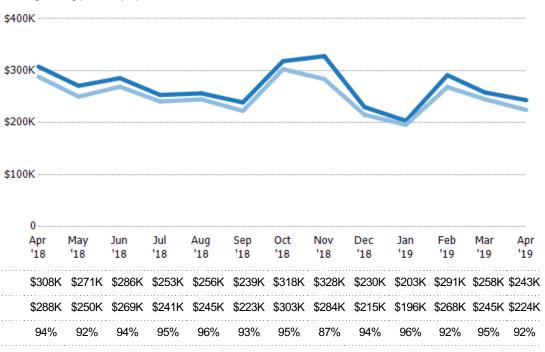


#### Average Sales Price vs Average Listing Price

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

State: VT
County: Bennington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price



Avg List Price

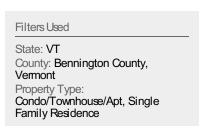
Avg Sales Price

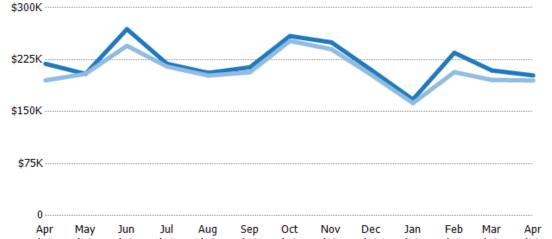




### Median Sales Price vs Median Listing Price

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

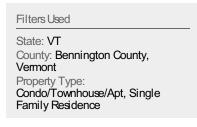


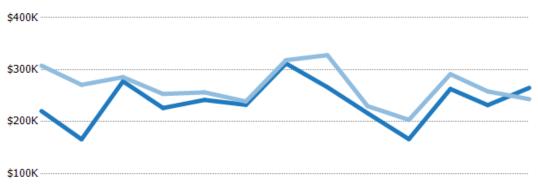


	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	118	'18	Dec '18	Jan '19	19 '19	Mar '19	19'
Median List Price	\$219K	\$204K	\$269K	\$219K	\$206K	\$214K	\$259K	\$250K	\$210K	\$167K	\$235K	\$209K	\$202K
Median Sales Price	\$195K	\$205K	\$245K	\$215K	\$202K	\$207K	\$252K	\$240K	\$203K	\$162K	\$207K	\$196K	\$195K
Med Sales Price as a % of Med List Price	89%	100%	91%	98%	98%	97%	97%	96%	97%	97%	88%	93%	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.





	0												
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$220K	\$166K	\$278K	\$226K	\$242K	\$232K	\$312K	\$266K	\$216K	\$166K	\$263K	\$232K	\$265K
Avg Sales Price	\$308K	\$271K	\$286K	\$253K	\$256K	\$239K	\$318K	\$328K	\$230K	\$203K	\$291K	\$258K	\$243K
Avg Sales Price as a % of Avg Est Value	140%	163%	103%	112%	106%	103%	102%	123%	106%	122%	111%	111%	92%





#### 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.

