

## 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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	38	-42.1%	22	38	-42.1%
New Listing Volume	\$6,895,900	\$11,418,950	-39.6%	\$6,895,900	\$11,418,950	-39.6%
Active Listing Count	382	397	-3.8%	NA	N/A	
Active Listing Volume	\$167,146,398	\$162,017,699	+3.2%	NA	N/A	
Average Listing Price	\$437,556	\$408,105	+7.2%	\$437,556	\$408,105	+7.2%
Median Listing Price	\$312,450	\$295,000	+5.9%	\$312,450	\$295,000	+5.9%
Median Daysin RPR	182.5	184	-0.8%	182.5	184	-0.8%
Months of Inventory	_	_	-	14.1	10.2	+39%
Absorption Rate	_	_	+-	7.07%	9.82%	-2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	30	26	+15.4%	30	26	+15.4%
New Pending Sales Volume	\$7,545,300	\$6,391,850	+18%	\$7,545,300	\$6,391,850	+18%
Pending Sales Count	53	41	+29.3%	N/A	N/A	
Pending Sales Volume	\$13,998,200	\$13,930,800	+0.5%	N/A	N/A	
Closed Sales Count	40	27	+48.1%	40	27	+48.1%
Closed Sales Volume	\$8,604,025	\$5,992,800	+43.6%	\$8,604,025	\$5,992,800	+43.6%
Average Sales Price	\$215,101	\$221,956	-3.1%	\$215,101	\$221,956	-3.1%
Median Sales Price	\$202,950	\$175,000	+16%	\$202,950	\$175,000	+16%

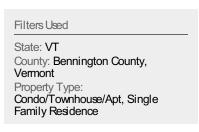


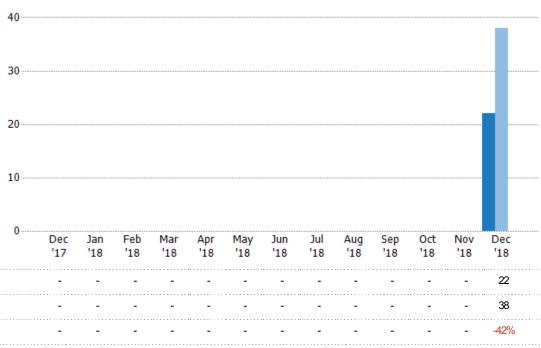




### **New Listings**

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





### **New Listing Volume**

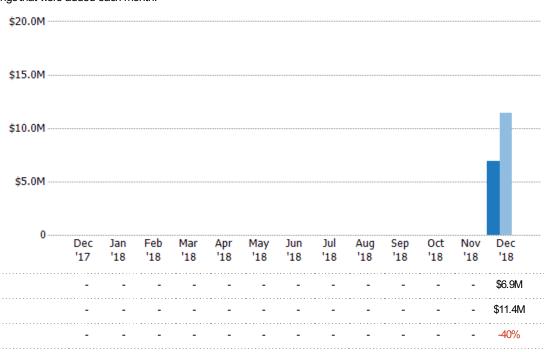
Percent Change from Prior Year

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



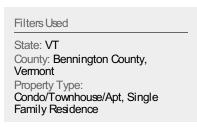
Current Year

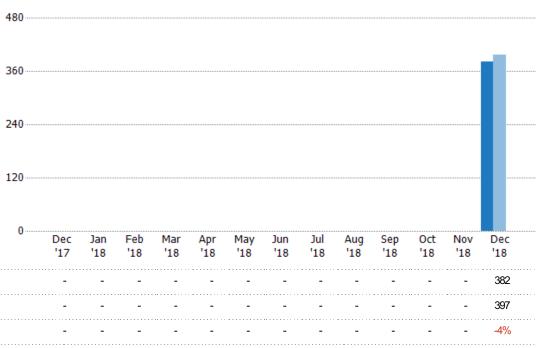
Percent Change from Prior Year



#### **Active Listings**

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





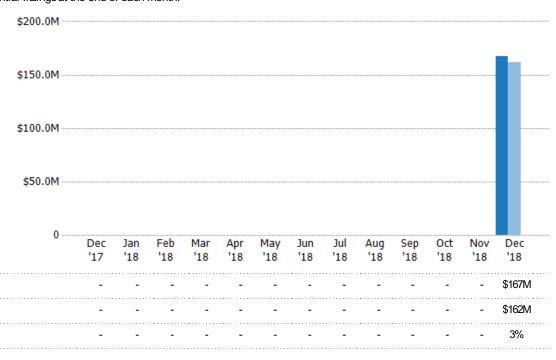
### **Active Listing Volume**

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.

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



Current Year

Percent Change from Prior Year





## **Average Listing Price**

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

0 01		J	
		\$500K ······	
Filters Used			
State: VT County: Bennington C Vermont Property Type:	ounty,	\$375K	
Condo/Townhouse/Ap Family Residence	t, Single	\$250K	
		\$125K	

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$438K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$408K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

## **Median Listing Price**

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

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

\$400K
\$300K
\$200K
\$100K

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%





### 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.

State: VT													
County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	\$125K												
	\$125K												
	\$125K												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	De
	0									Sep '18	Oct '18	Nov '18	De
Avg Est Value	0 Dec	Jan	Feb	Mar '18	Apr	May	Jun	Jul	Aug				
Avg Est Value Avg Listing Price	0 Dec	Jan '18	Feb '18	Mar '18 -	Apr	May '18	Jun '18	Jul '18	Aug			'18	'1

### 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.

\$400K

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

\$300K	
\$200K	
\$100K	
0	

	Dec '17	Jan '18	'18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	'18	Nov '18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	131%





### 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.

	200												
State: VT County: Bennington County, Vermont Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	·····												
Current Year	-	<b>-</b>	-	<b>-</b>	<b>-</b>	<b>-</b> 	-	-	<b>-</b>	<del>-</del>	<del>-</del>	<b>-</b>	183
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	184
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

## Months of Inventory

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

	20
Filters Used	
State: VT County: Bennington County, Vermont Property Type:	15
Property Type: Condo/Townhouse/Apt, Single Family Residence	10

	J														
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18		
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	8.13		
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13.2		
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-39%		







#### **Absorption Rate**

The percentage of inventory sold per month.

Εi	lters	Used

State: VT

County: Bennington County,

Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	

10%

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-		-	-	-	12%
-	-	-	-	-	-	-	-	-	-	-	-	8%
_	- -	-	-	_	_	_	- -	- -	_	_	_	-5%

## Active/Pending/Sold Units

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

400

Current Year Prior Year

Change from Prior Year

State: VT

County: Bennington County, Vermont

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

	100
3	300
2	200

100

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18		Jul '18	Aug '18		Oct '18		Dec '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	382
Pending	-	-	-	-	-			-	-	-	-	-	53
Sold	-	-	-	-	-	-	-	-	-	-	-	-	40





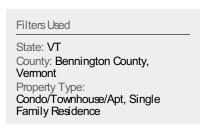


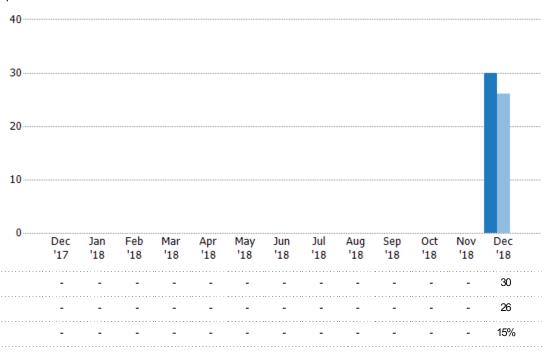
Current Year
Prior Year

## Market Data Report

#### **New Pending Sales**

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

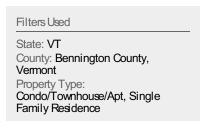


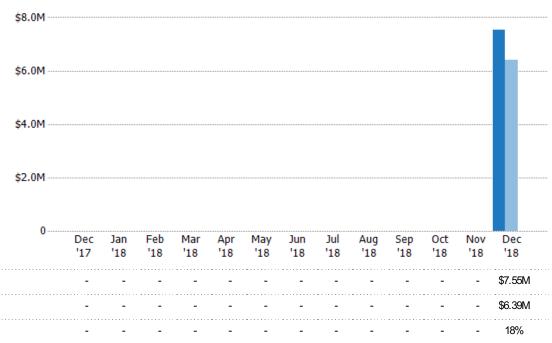


### New Pending Sales Volume

Percent Change from Prior Year

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





Current Year

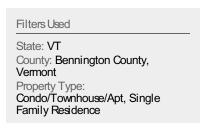
Percent Change from Prior Year

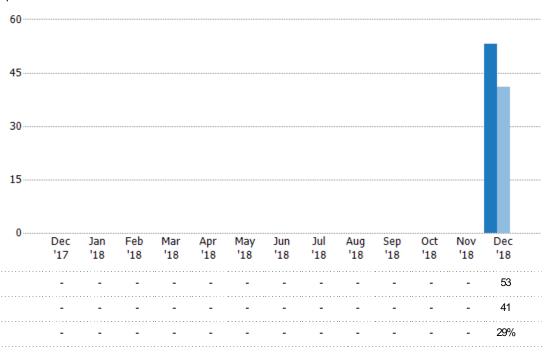




#### **Pending Sales**

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





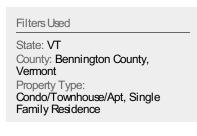
### Pending Sales Volume

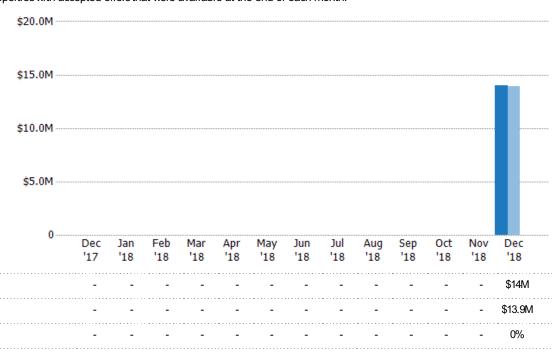
Percent Change from Prior Year

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.





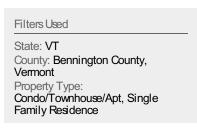
Current Year

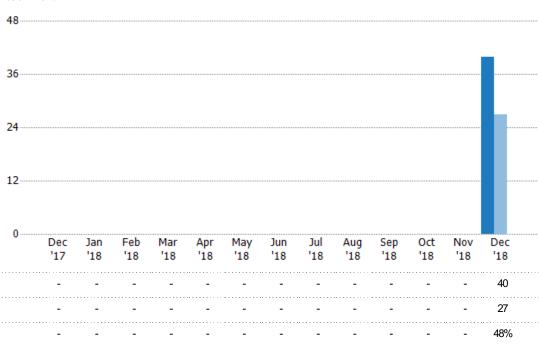
Percent Change from Prior Year



#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

Percent Change from Prior Year

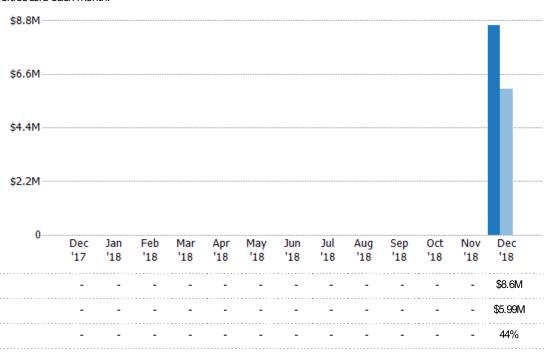
Current Year

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



Current Year

Percent Change from Prior Year





#### Closed Sales by Property Type

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

Filters Used

State: VT

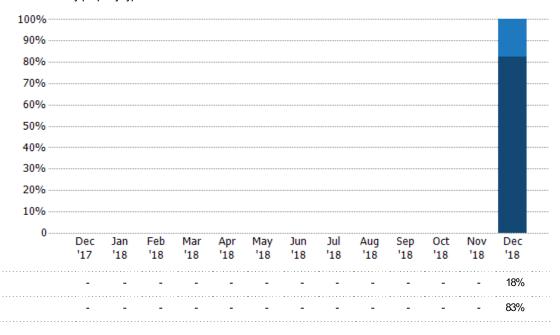
County: Bennington County,

Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



#### **Average Sales Price**

Single Family Residence

The average 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

\$300K \$225K \$150K

\$75K

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$215K
 -	-	-	-	-	-	-	-	-	-	-	-	\$222K
 -	-	-	-	-	-	-	-	-	-	-	-	-3%



Current Year Prior Year

Percent Change from Prior Year





#### Median Sales Price

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

Filters Used	\$300K												
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	- -	-	-	-		-	-	-	-	16%

### 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	\$300K
State: VT County: Bennington County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





\$203K

97%



Median Sales Price

Med Sales Price as a % of Med List Price

## Market Data Report

### Median Sales Price vs Median Listing Price

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

	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	\$75K												
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K\$150K												
Filters Used													

#### 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.

	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	0												
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Bennington County, Vermont	\$225K												
Filters Used	\$300K												

	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$218K	
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$230K	
Avg Sales Price as a % of Avg Est Value	_	_	_	_	_	_	_	_	_	_	_	_	106%	







#### 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	\$300K												
State: VT County: Bennington County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Median Sales Price	<del>-</del>	-	-	-	-	-	-	-	-	-	-	-	\$210K
Med Sales Price as a % of Med Est Value	- -	-	-	-	-	- -	-	-	-	-	-	-	97%



