

## Summary of Key Listing and Sales Metrics

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

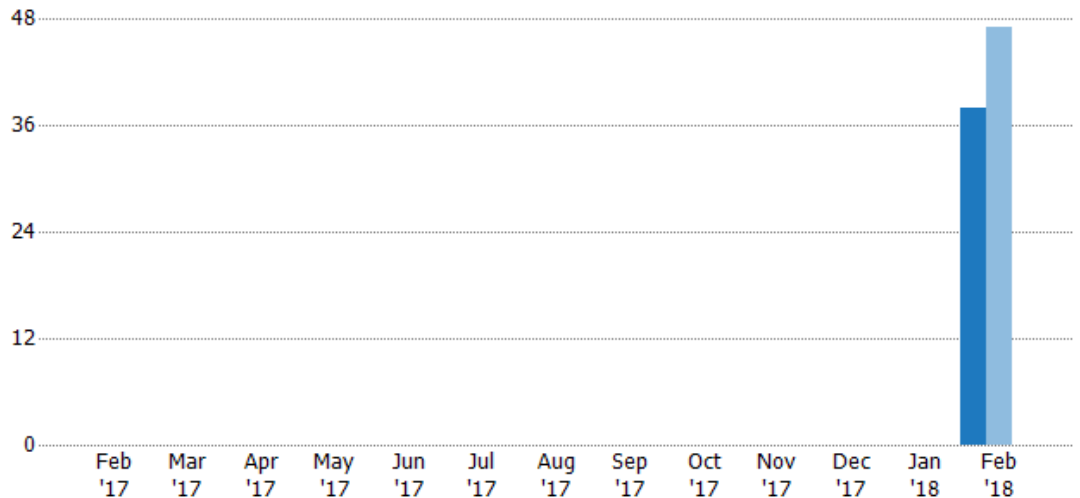
| Key Metrics                            | Feb 2018      | Feb 2017      | + / -  | YTD 2018      | YTD 2017      | + / -  |
|--|---------------|---------------|--------|---------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |               |               |        |               |               |        |
| New Listing Count                      | 38            | 47            | -19.1% | 38            | 47            | -19.1% |
| New Listing Volume                     | \$11,953,900  | \$16,021,400  | -25.4% | \$11,953,900  | \$16,021,400  | -25.4% |
| Active Listing Count                   | 410           | 544           | -24.6% | 410           | 544           | -24.6% |
| Active Listing Volume                  | \$177,646,865 | \$218,476,400 | -18.7% | \$177,646,865 | \$218,476,400 | -18.7% |
| Average Listing Price                  | \$433,285     | \$401,611     | +7.9%  | \$433,285     | \$401,611     | +7.9%  |
| Median Listing Price                   | \$312,500     | \$284,950     | +9.7%  | \$312,500     | \$284,950     | +9.7%  |
| Median Days in RPR                     | 211           | 249           | -15.3% | 211           | 249           | -15.3% |
| Months of Inventory                    | —             | —             | —      | 21.6          | 22.7          | -4.8%  |
| Absorption Rate                        | —             | —             | +—     | 4.63%         | 4.41%         | +0.2%  |
| <b>Sales Activity Charts Metrics</b>   |               |               |        |               |               |        |
| New Pending Sales Count                | 32            | 37            | -13.5% | 32            | 37            | -13.5% |
| New Pending Sales Volume               | \$10,110,600  | \$10,668,176  | -5.2%  | \$10,110,600  | \$10,668,176  | -5.2%  |
| Pending Sales Count                    | 57            | 65            | -12.3% | 57            | 65            | -12.3% |
| Pending Sales Volume                   | \$15,830,500  | \$20,955,676  | -24.5% | \$15,830,500  | \$20,955,676  | -24.5% |
| Closed Sales Count                     | 21            | 19            | +10.5% | 21            | 19            | +10.5% |
| Closed Sales Volume                    | \$5,312,400   | \$5,747,400   | -7.6%  | \$5,312,400   | \$5,747,400   | -7.6%  |
| Average Sales Price                    | \$252,971     | \$302,495     | -16.4% | \$252,971     | \$302,495     | -16.4% |
| Median Sales Price                     | \$196,000     | \$340,000     | -42.4% | \$196,000     | \$340,000     | -42.4% |

## New Listings

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

### Filters Used

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



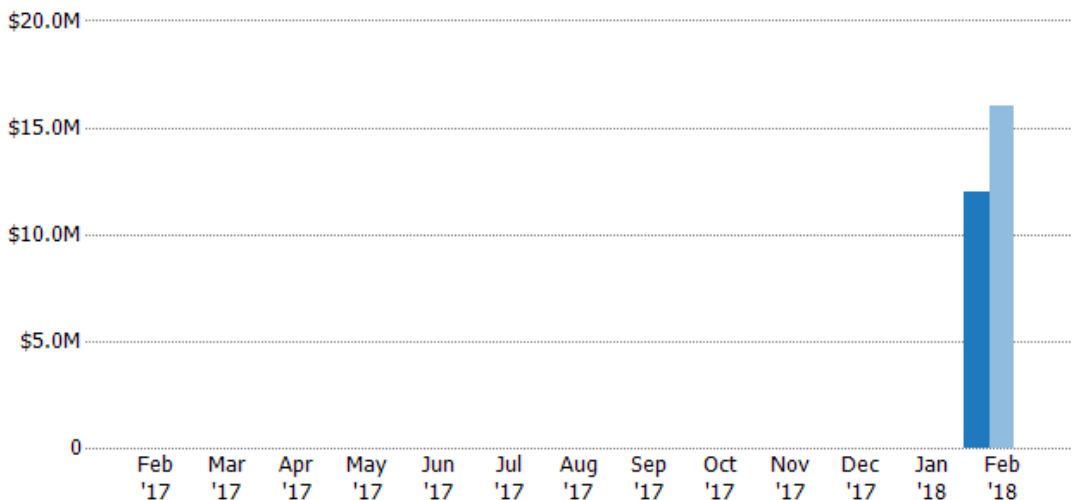
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 38   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 47   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -19% |

## New Listing Volume

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

### Filters Used

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



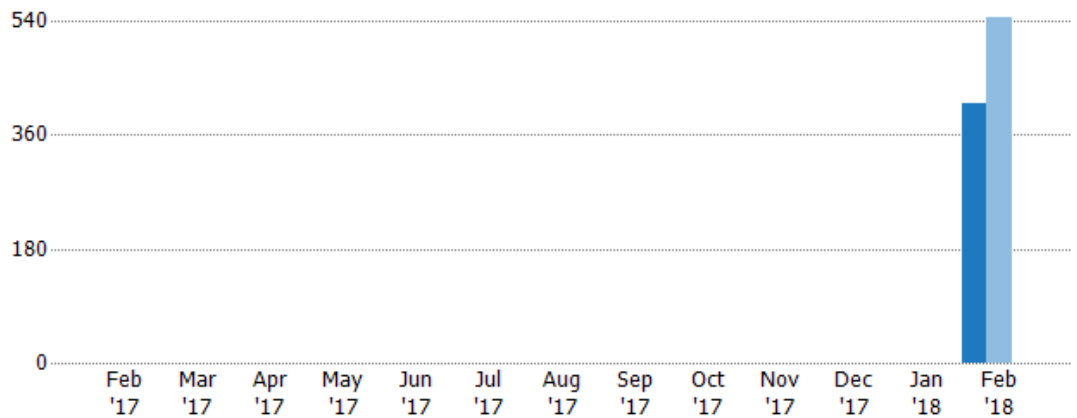
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |       |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$12M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$16M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -25%  |

## Active Listings

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

### Filters Used

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



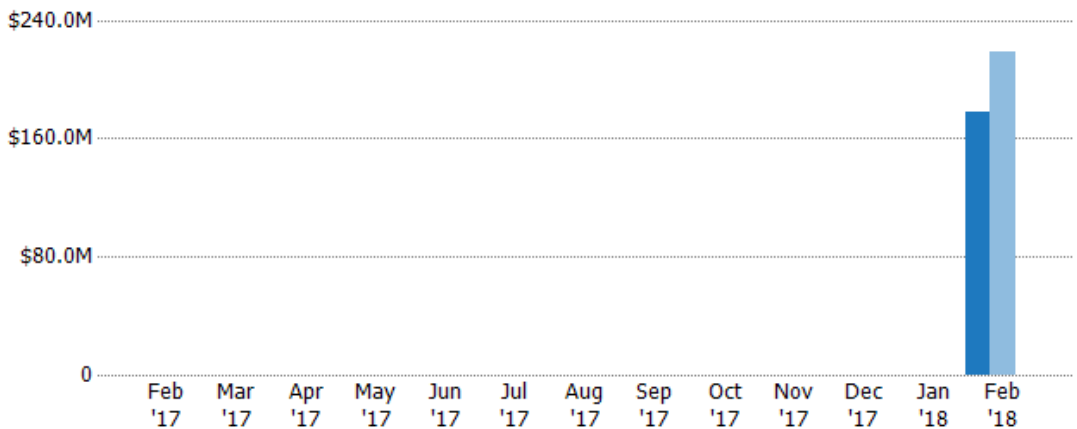
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 410  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 544  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -25% |

## Active Listing Volume

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

### Filters Used

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



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$178M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$218M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -19%   |

## Average Listing Price

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

### Filters Used

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

\$500K

\$375K

\$250K

\$125K

0  
Feb '17 Mar '17 Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18

|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$433K |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$402K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 8%     |

## Median Listing Price

The median listing price of active single-family, condominium and townhome 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

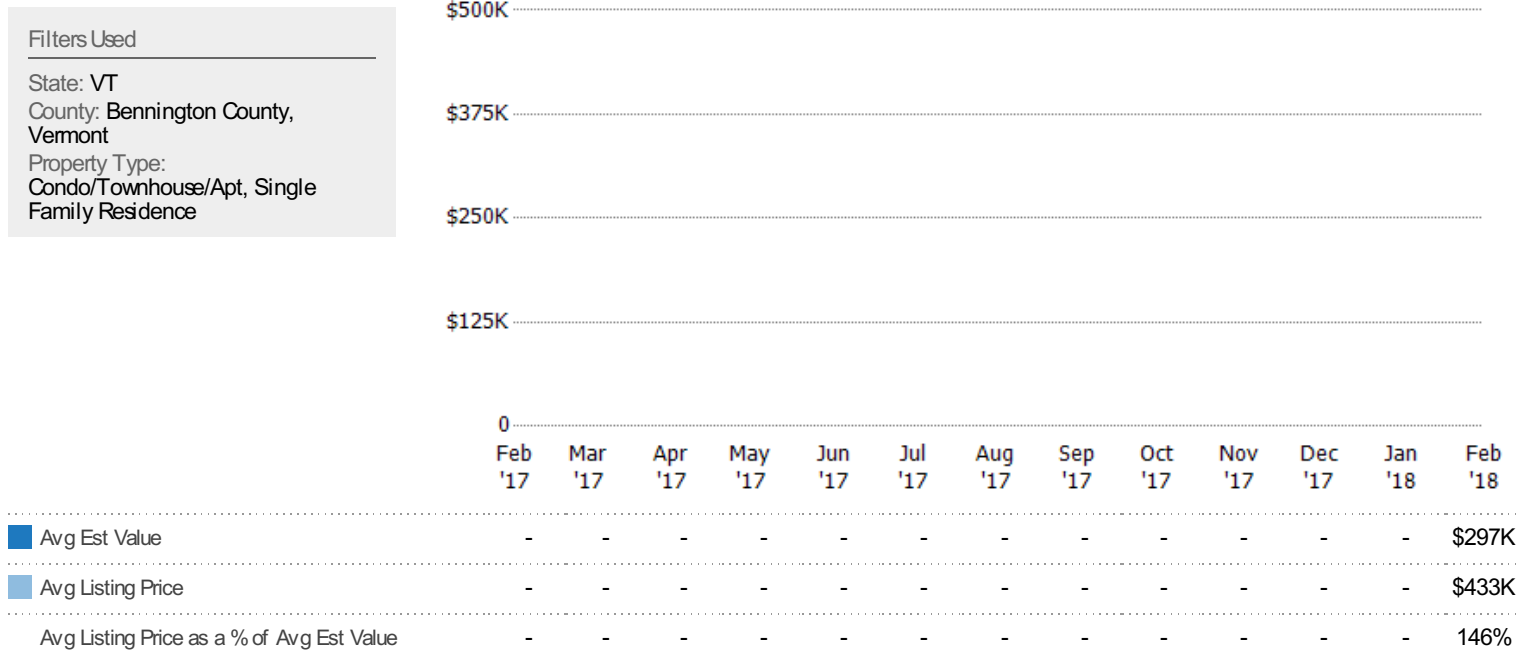
\$100K

0  
Feb '17 Mar '17 Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18

|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$313K |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$285K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 10%    |

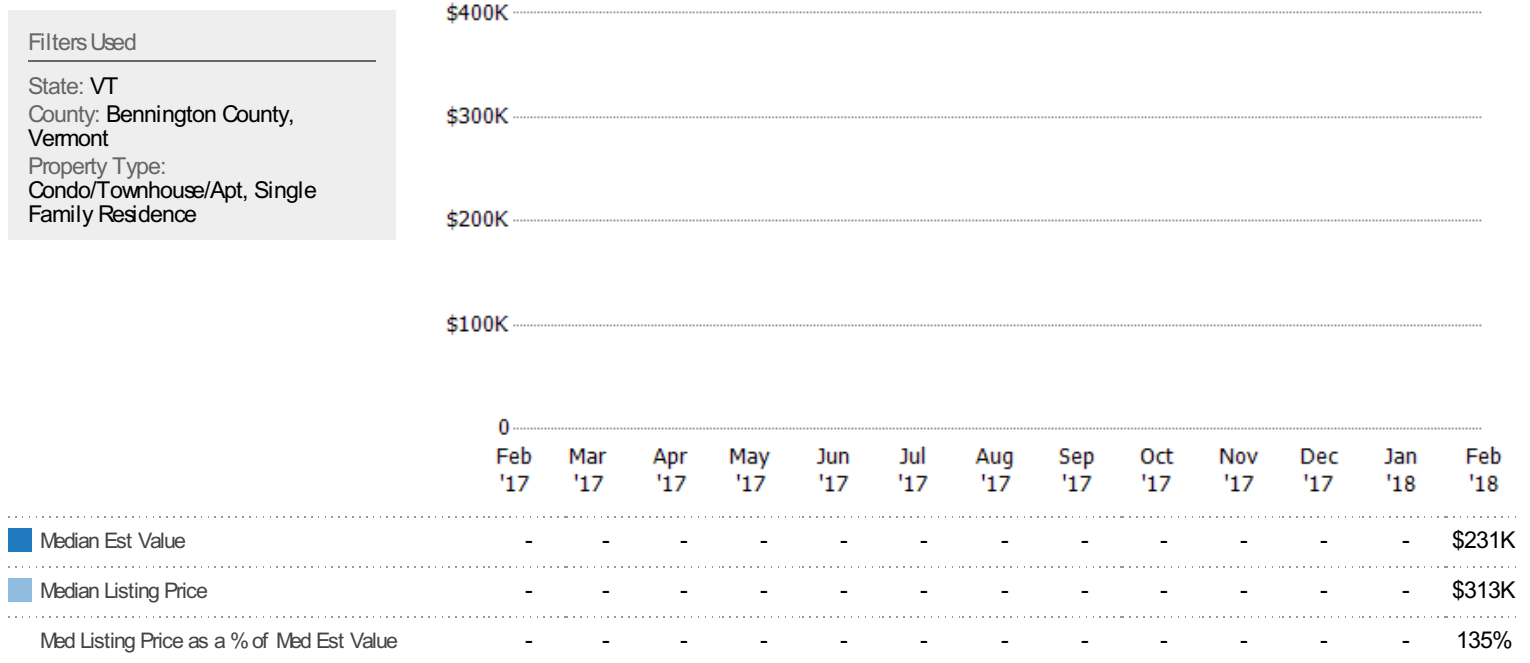
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



## 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.

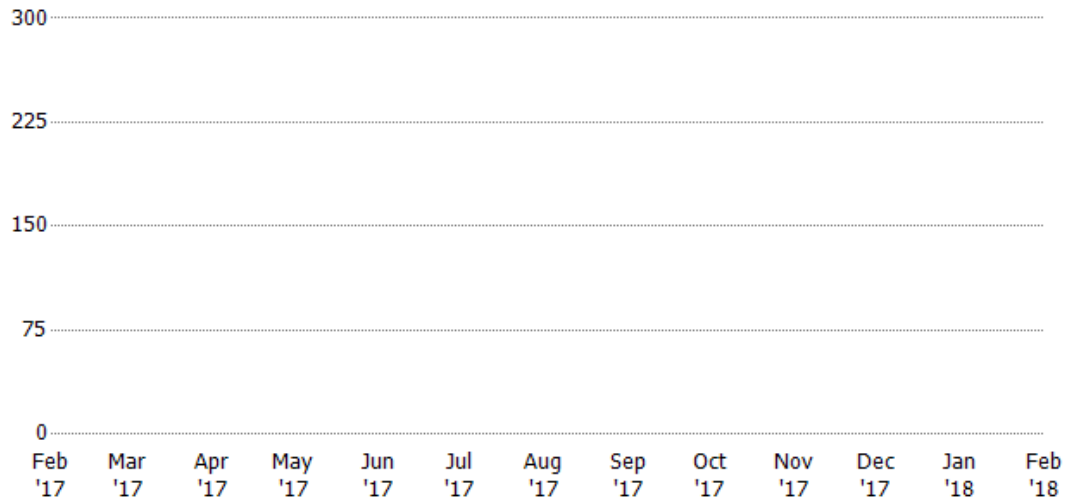


## Median Days in RPR

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

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



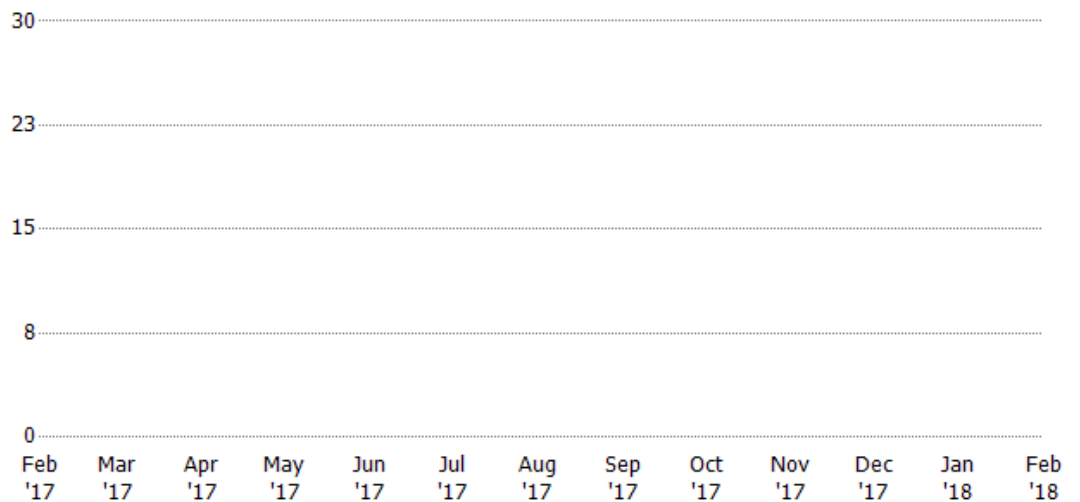
|                                |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 211  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 249  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -15% |

## Months of Inventory

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

### Filters Used

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



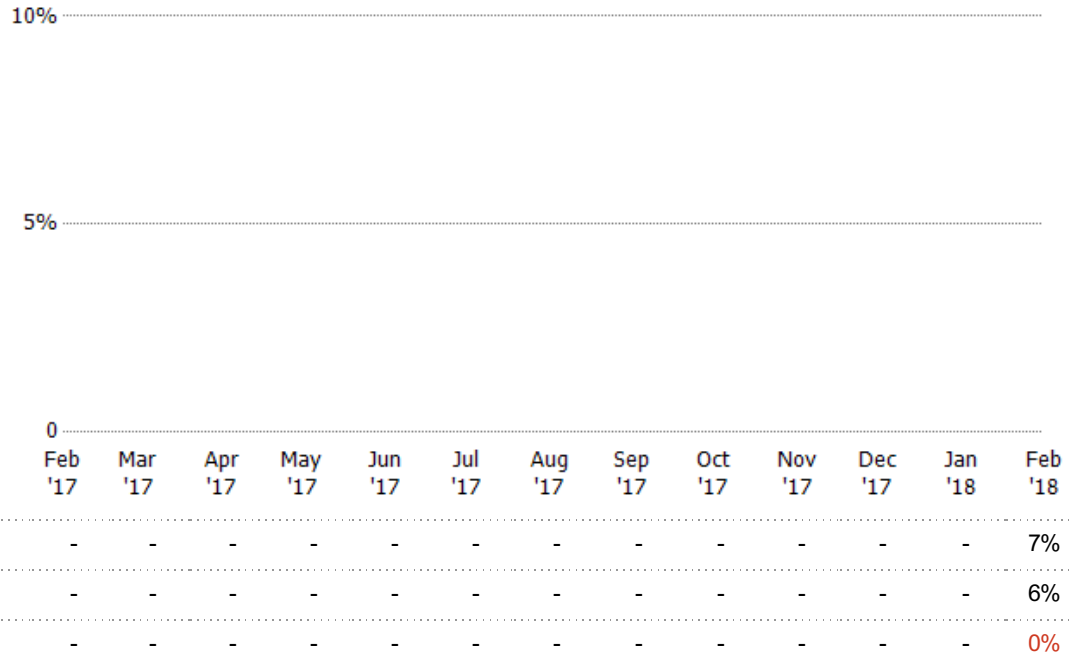
|                                |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 15.2 |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 16   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -5%  |

## 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

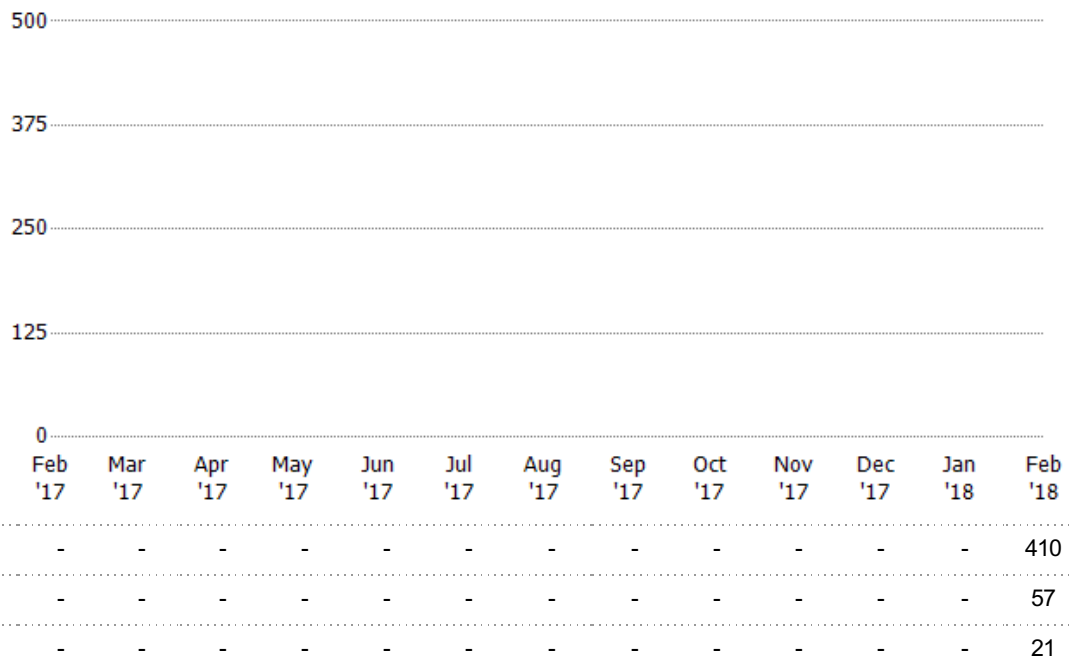


## Active/Pending/Sold Units

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

### Filters Used

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

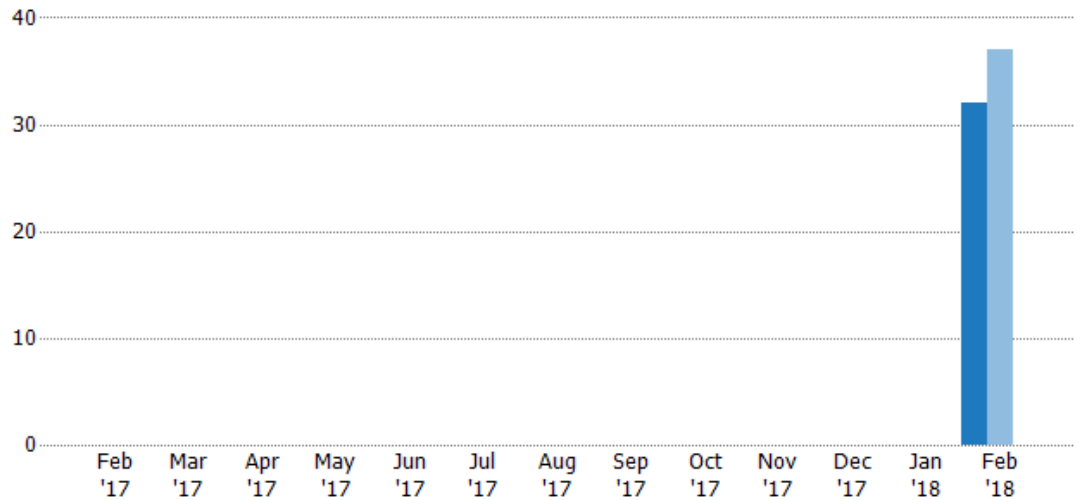


## New Pending Sales

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

### Filters Used

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



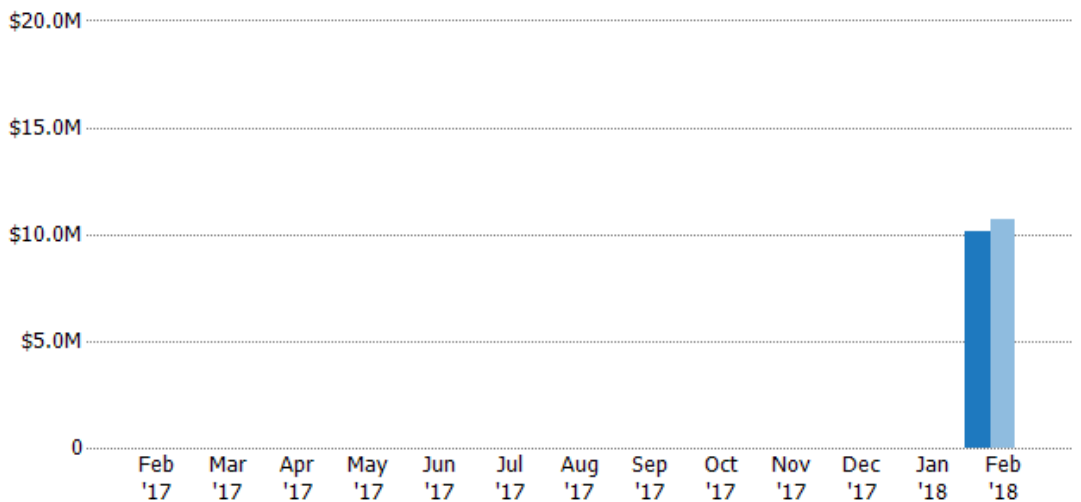
|                                |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 32   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 37   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -14% |

## 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

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



|                                |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$10.1M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$10.7M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -5%     |

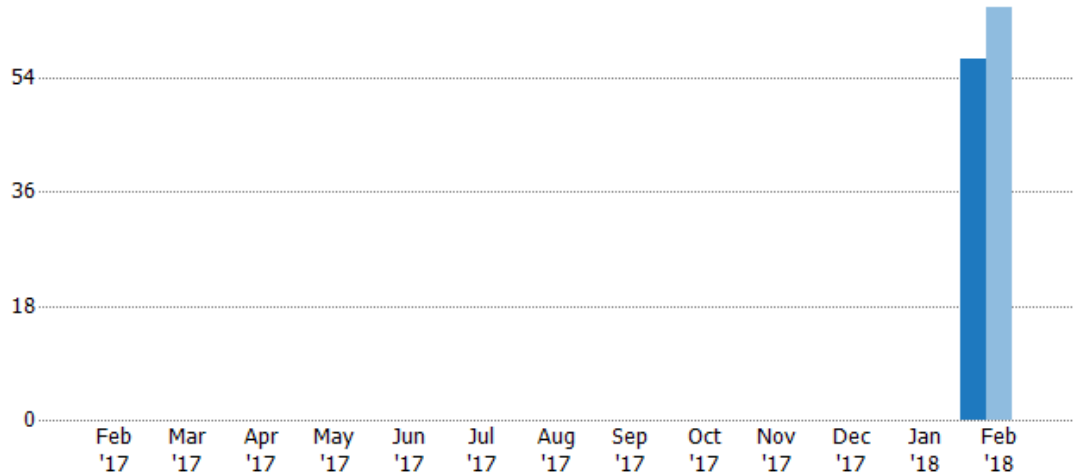


## Pending Sales

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

### Filters Used

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



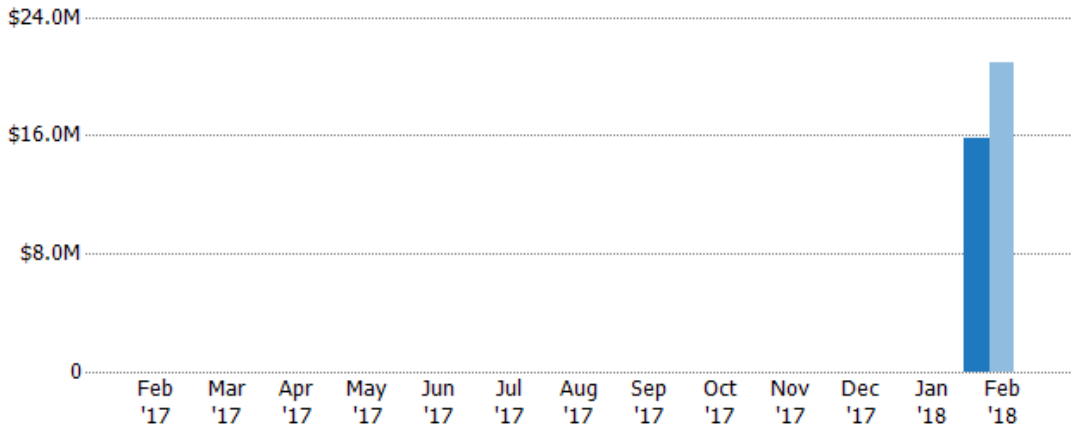
|                                |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 57   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 65   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -12% |

## 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

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



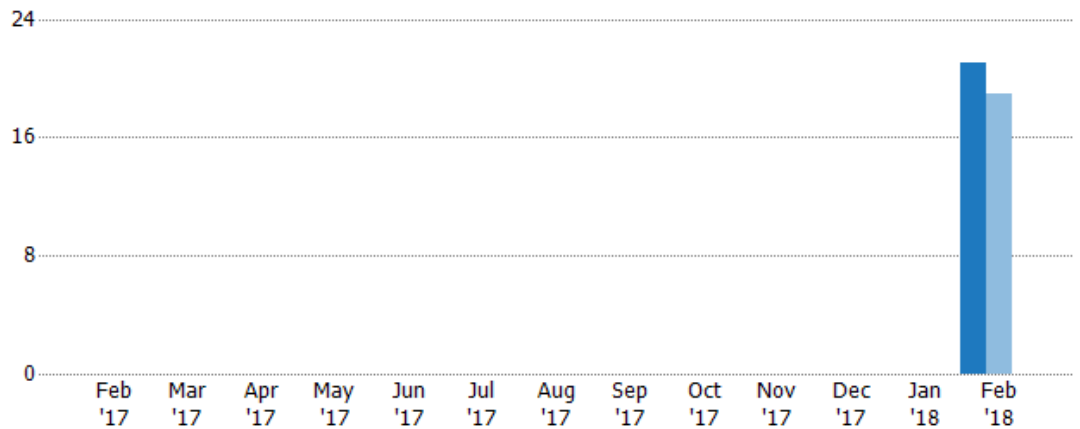
|                                |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$15.8M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$21M   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -24%    |

## Closed Sales

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

### Filters Used

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



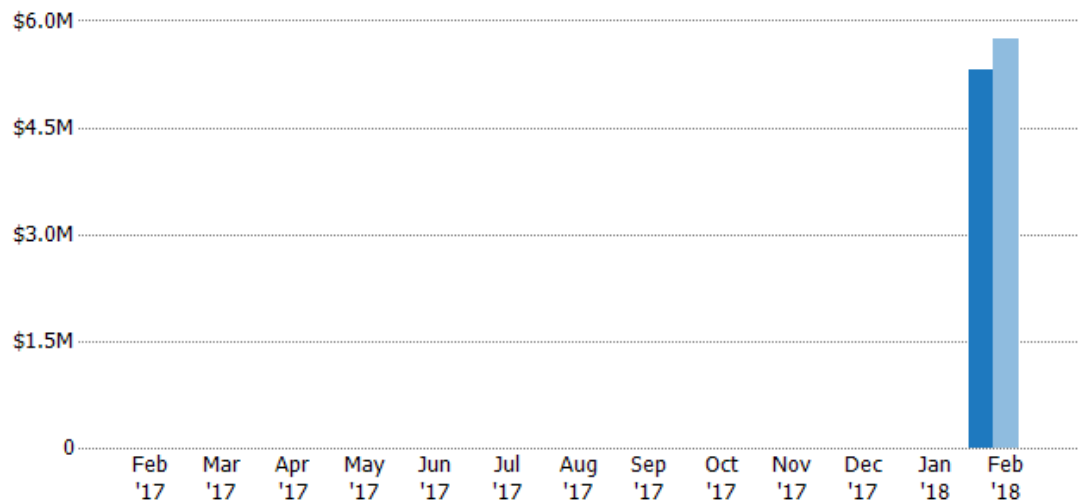
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 21  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 19  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 11% |

## Closed Sales Volume

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

### Filters Used

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



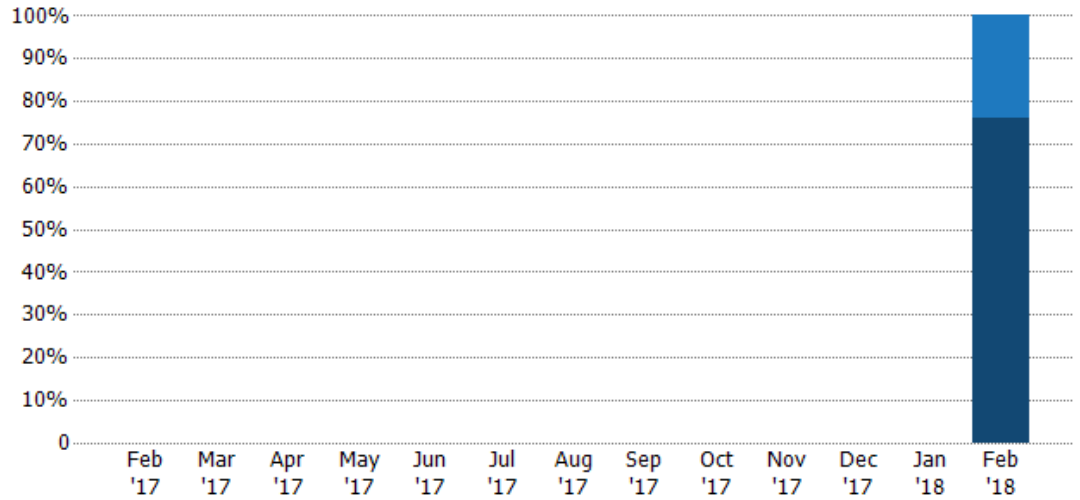
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$5.31M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$5.75M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -8%     |

## Closed Sales by Property Type

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

### Filters Used

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



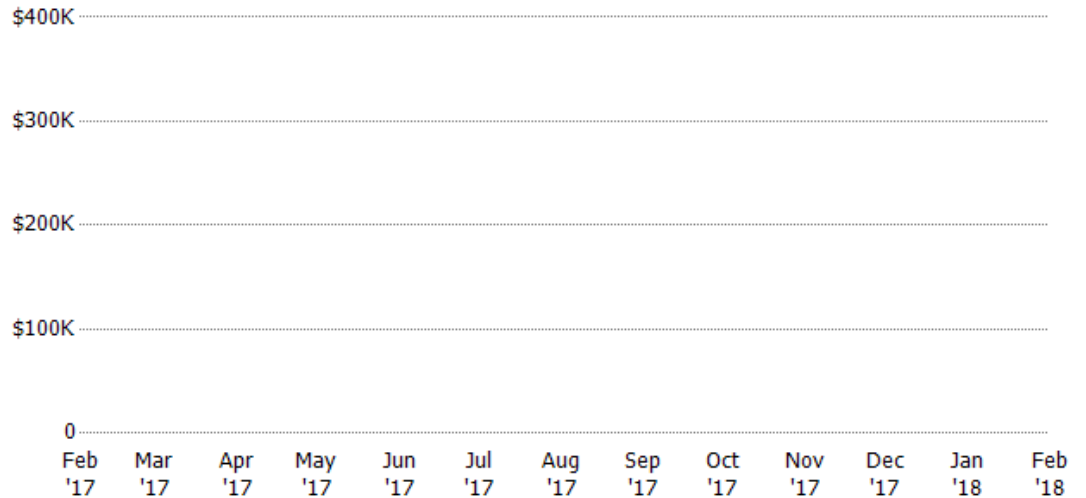
|                         |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|-------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Condo/Townhouse         | - | - | - | - | - | - | - | - | - | - | - | - | - | 24% |
| Single Family Residence | - | - | - | - | - | - | - | - | - | - | - | - | - | 76% |

## Average Sales Price

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

### Filters Used

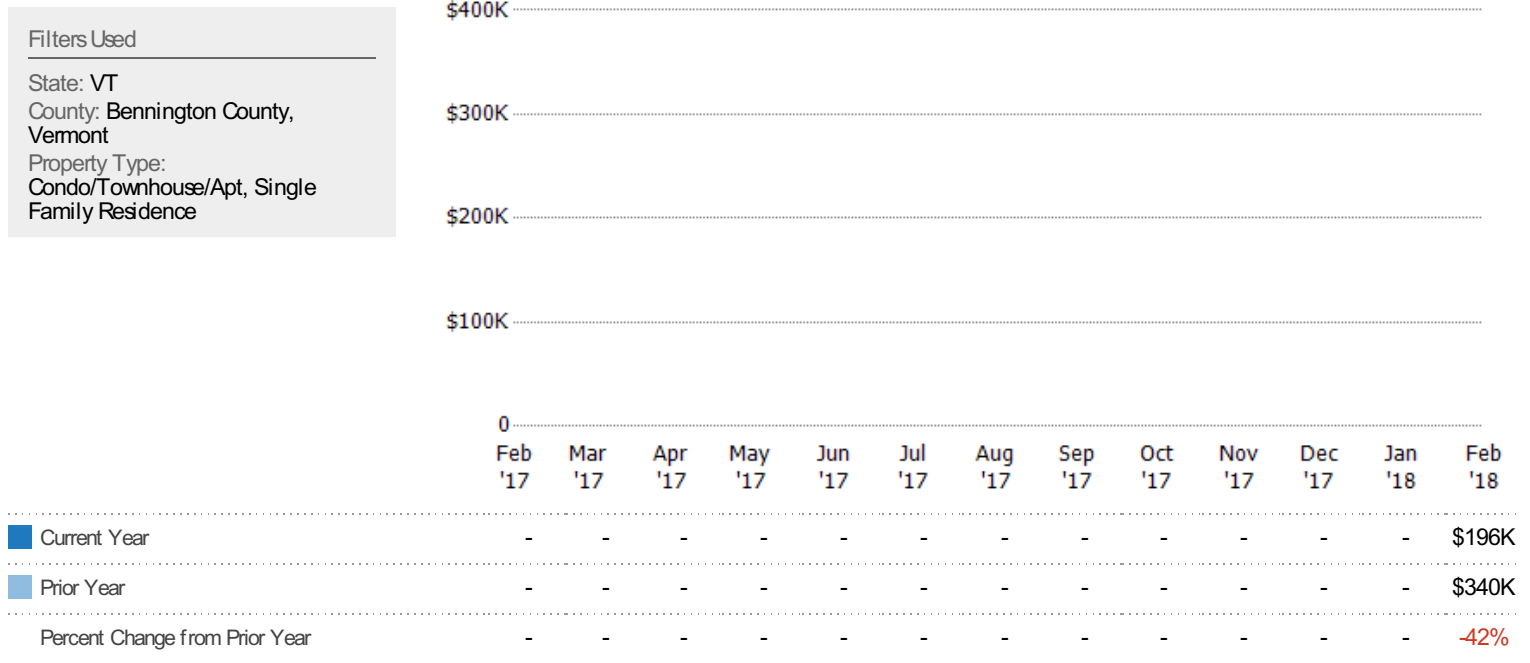
State: VT  
County: Bennington County,  
Vermont  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$253K |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$302K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -16%   |

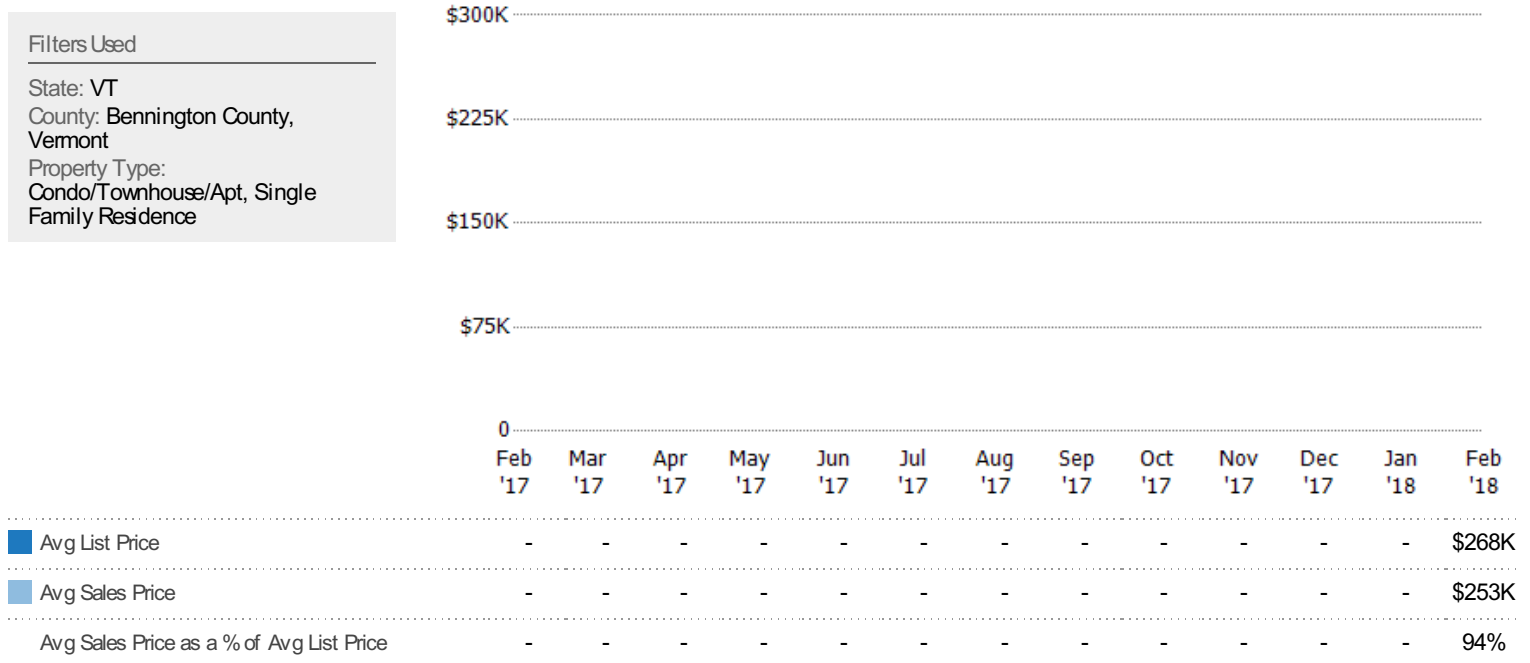
## Median Sales Price

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



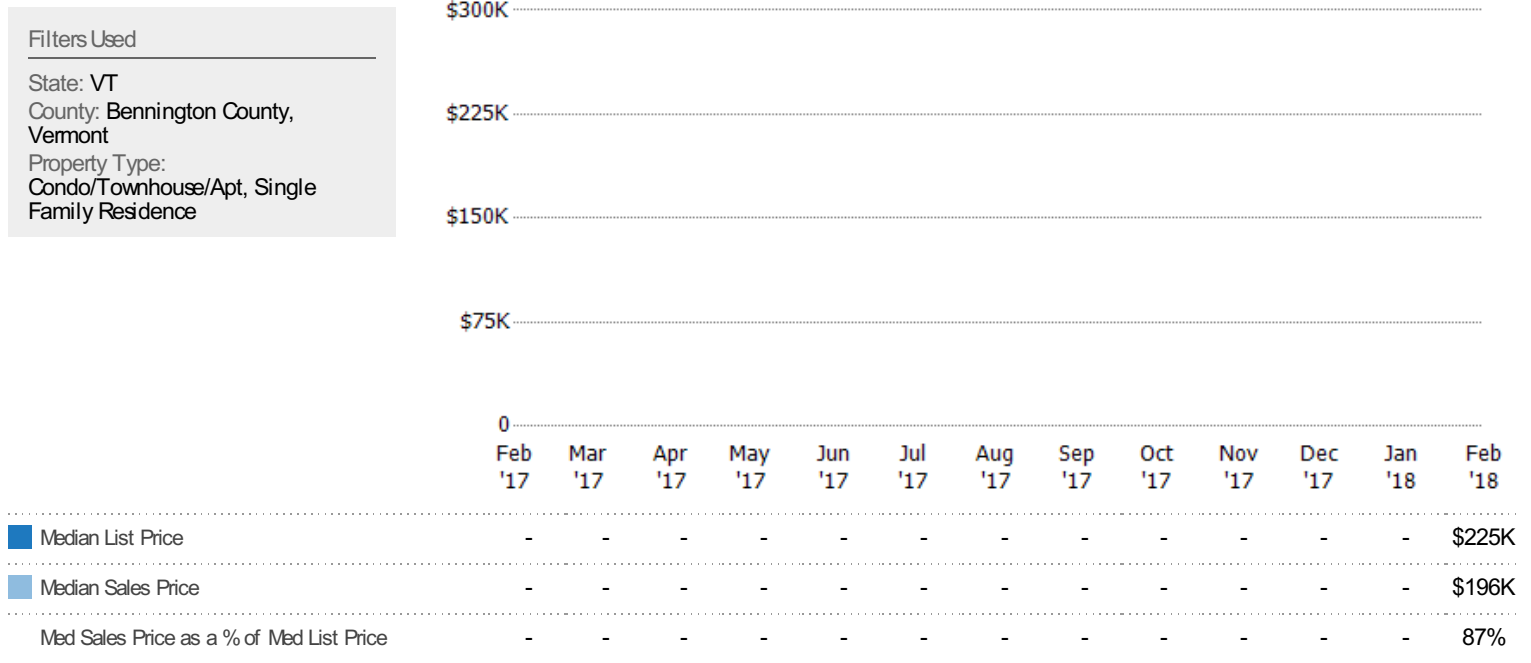
## Average Sales Price vs Average Listing Price

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



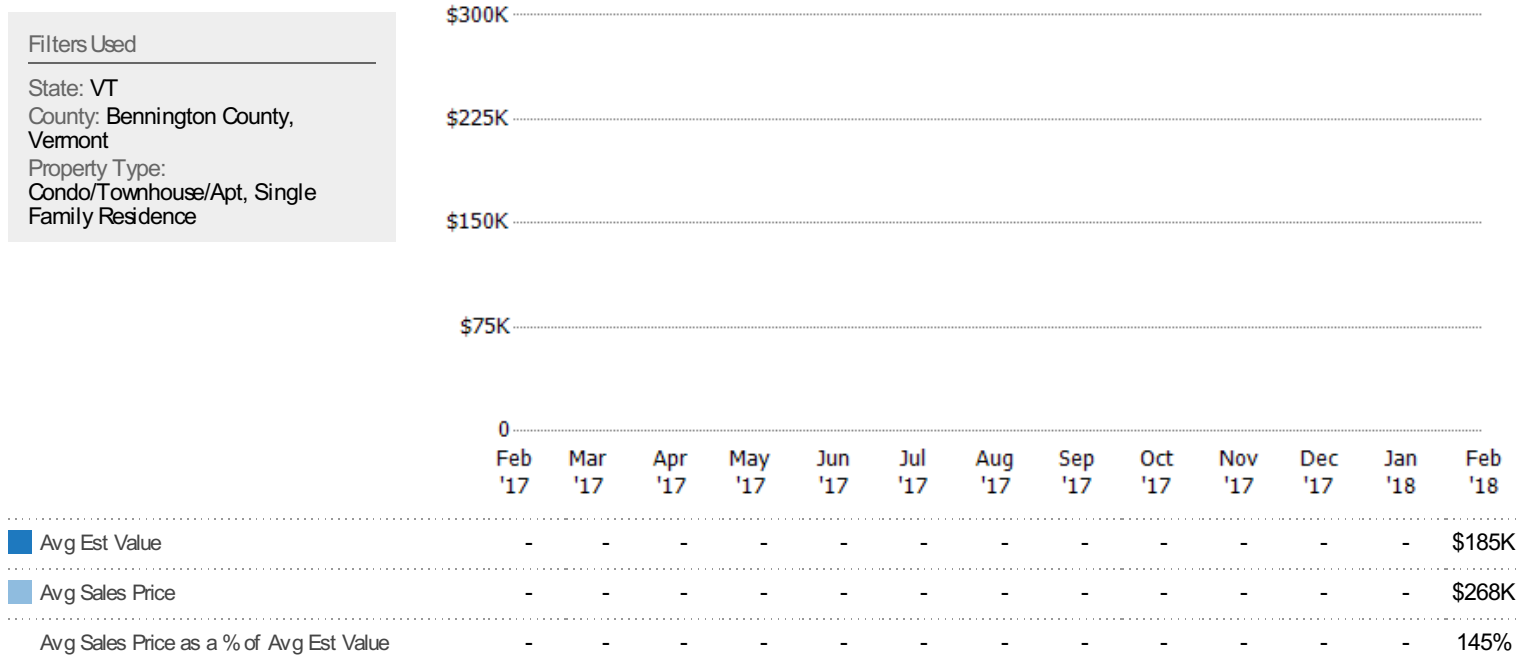
## Median Sales Price vs Median Listing Price

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



## 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.



## 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

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

\$300K

\$225K

\$150K

\$75K

|  | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|

|   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Median Est Value                        | - | - | - | - | - | - | - | - | - | - | - | - | \$169K |
| Median Sales Price                      | - | - | - | - | - | - | - | - | - | - | - | - | \$225K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 133%   |