

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	104	79	+31.6%	104	79	+31.6%
New Listing Volume	\$39,949,300	\$25,698,400	+55.5%	\$39,949,300	\$25,698,400	+55.5%
Active Listing Count	438	523	-16.3%	438	523	-16.3%
Active Listing Volume	\$181,195,050	\$200,632,452	-9.7%	\$181,195,050	\$200,632,452	-9.7%
Average Listing Price	\$413,687	\$383,618	+7.8%	\$413,687	\$383,618	+7.8%
Median Listing Price	\$299,000	\$279,000	+7.2%	\$299,000	\$279,000	+7.2%
Median Daysin RPR	143	213	-32.9%	143	213	-32.9%
Months of Inventory	_	_	-	11.2	12.5	-9.8%
Absorption Rate	_	_	+-	8.9%	8.03%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	50	41	+22%	50	41	+22%
New Pending Sales Volume	\$12,205,400	\$9,104,088	+34.1%	\$12,205,400	\$9,104,088	+34.1%
Pending Sales Count	94	77	+22.1%	94	77	+22.1%
Pending Sales Volume	\$23,581,700	\$20,549,238	+14.8%	\$23,581,700	\$20,549,238	+14.8%
Cloæd Sales Count	34	39	-12.8%	34	39	-12.8%
Cloœd Sales Volume	\$9,011,200	\$11,513,875	-21.7%	\$9,011,200	\$11,513,875	-21.7%
Average Sales Price	\$265,035	\$295,228	-10.2%	\$265,035	\$295,228	-10.2%
Median Sales Price	\$259,000	\$218,000	+18.8%	\$259,000	\$218,000	+18.8%

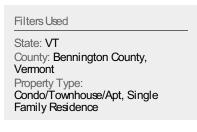


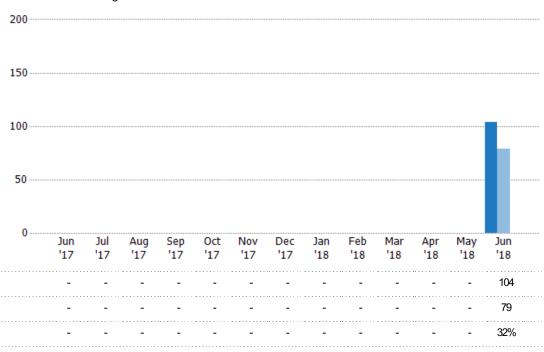




New Listings

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





New Listing Volume

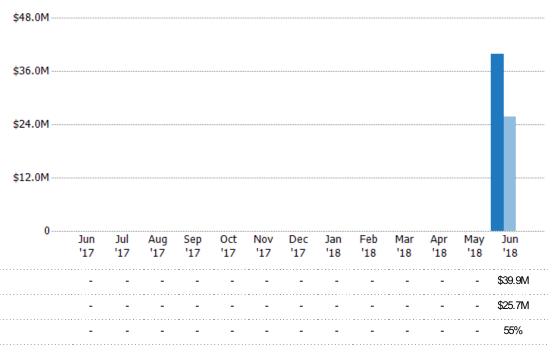
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

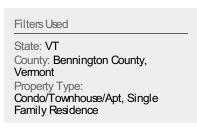
Percent Change from Prior Year

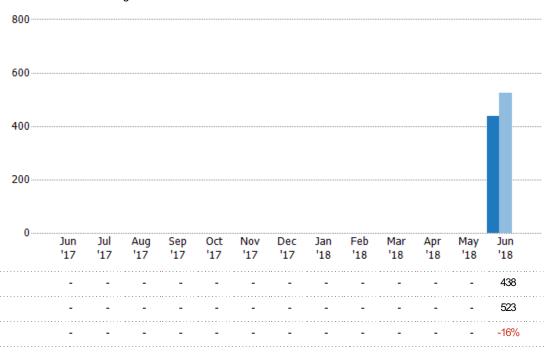




Active Listings

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





Active Listing Volume

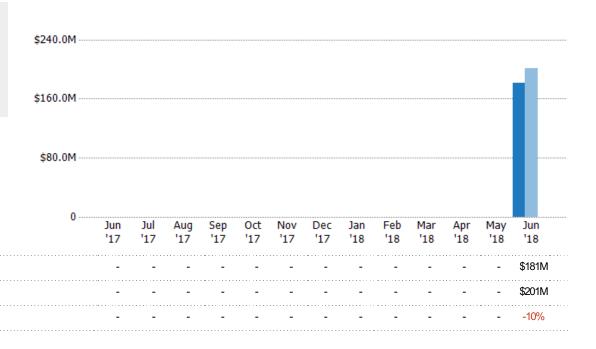
Percent Change from Prior Year

Current Year

Prior Year

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



\$384K

8%



Market Data Report

Average Listing Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$414K
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	'17	Dec '17	'18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	0												
	\$125K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
State: VT County: Bennington County, Vermont	\$375K												
Filters Used	\$500K												

Median Listing Price

Percent Change from Prior Year

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

Filters Used	\$300K												
State: VT County: Bennington County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												•••••
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18

	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Current Year	-	-	-	-	-		-	-	-	-	-	-	\$299K	
Prior Year	-	-	-	-	-	-	-					-	\$279K	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%	





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.

Filters Used													
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	\$125K												
	\$125K												
	0		Aug	Sen	Oct	Nov	Dec	lan	Feh	Mar	Anr	May	
	\$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
Avg Est Value	0 Jun		Aug '17	Sep '17									
Avg Est Value Avg Listing Price	0 Jun		Aug '17 -	Sep '17									'18

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.

#\$300K \$300K \$300K

\$225K												
\$150K												
\$75K												
_												
_									Mar			
0······	Jul	Aug	Sep			Dec '17			Mar	Apr	May	Jun
0······	Jul	Aug	Sep	Oct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr	May	Jun '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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													
State: VT County: Bennington County, Vermont Property Type:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	/3												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov		Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	=	-	-	-	-	-	-	-	-	-	-	-	143
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	213
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-33%

Months of Inventory

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

•	
5	
0	

	0 Jun '17	Jul '17	Aug '17	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13.7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17.4
Percent Change from Prior Year	_	<u>-</u>	_	_	-	_	_	-	- -	-	_		-21%





Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Bennington County,

Vermont Property Typ

Property Type: Condo/Townhouse/Apt, Single

Family Residence



	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

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

125

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

500	
375	
250	

0 Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '18 '18 '18 438 94 34

Active

Sold

Pending





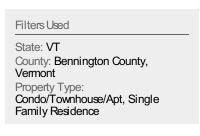
Current Year

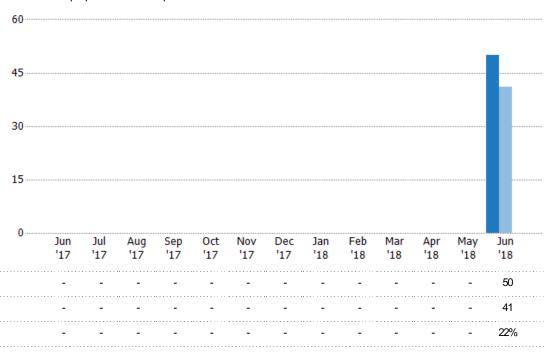
Prior Year

Market Data Report

New Pending Sales

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

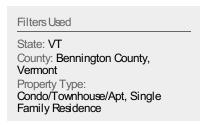


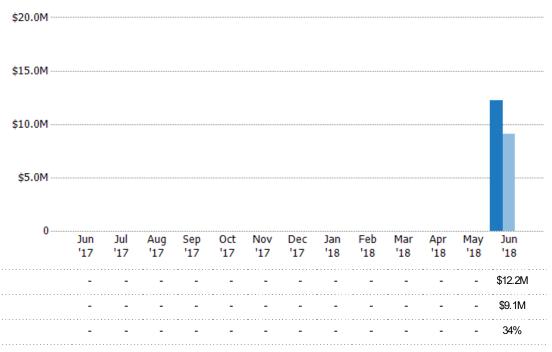


New Pending Sales Volume

Percent Change from Prior Year

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





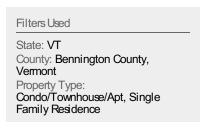
Current Year

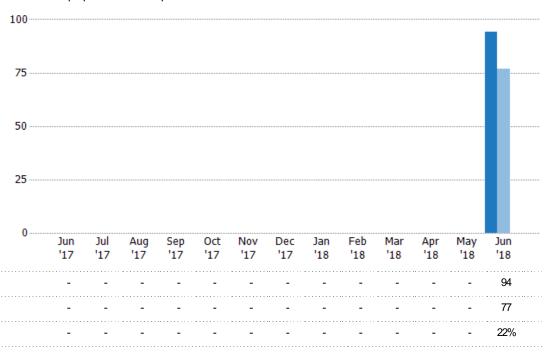
Percent Change from Prior Year



Pending Sales

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





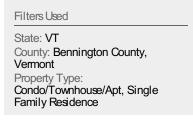
Pending Sales Volume

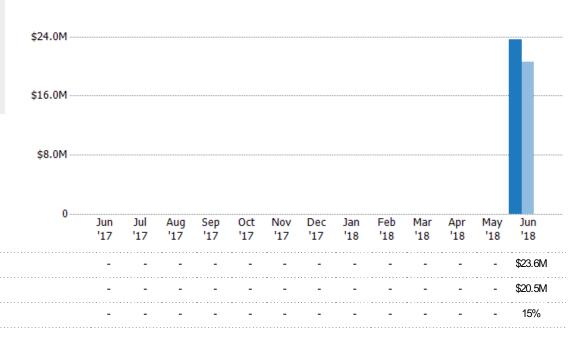
Percent Change from Prior Year

Current Year

Prior Year

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.





Current Year

Percent Change from Prior Year



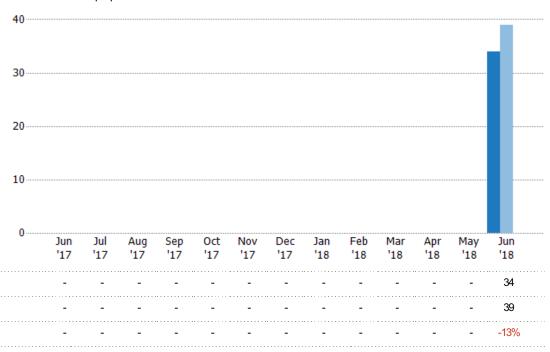


Closed Sales

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



Closed Sales Volume

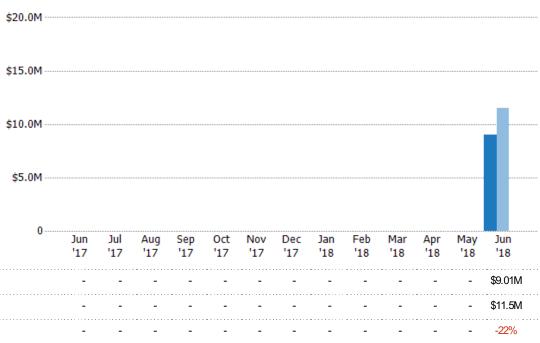
Percent Change from Prior Year

Current Year

Prior Year

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

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

Filters Used

State: VT

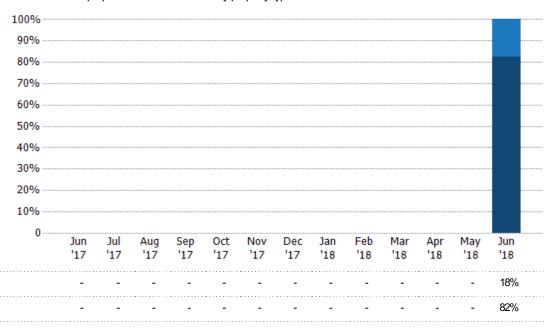
County: Bennington County,

Vermont
Property Type:

Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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

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

\$225K \$150K

\$75K-----

0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	- -	-	-	-	-	-	-	-	-	-	\$265K
_	-	_	-	-	-	-	-	-	-	-	-	\$295K
-	-	-	-	-	-	-	-	-	-	-	-	-10%



Current Year
Prior Year

Percent Change from Prior Year



\$218K

19%



Market Data Report

Median Sales Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	0												
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Bennington County, Vermont	\$225K												
Filters Used	\$300K												
	\$300K												

Average Sales Price vs Average Listing Price

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

\$75K-

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

Percent Change from Prior Year

\$30UK	
\$225K	
\$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
Avg List Price	-	- -	-	-	-	-	-	-	-	-	-	-	\$282K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%



\$259K

93%



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.

Filters Used	\$300K												
State: VT County: Bennington County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$2791

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.

\$300K

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

\$300K

\$225K

	\$75K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$282K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%







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	;225K											
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%



