Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+ / -	Nov 2017	Nov 2018	Key Metrics
						Listing Activity Charts Metrics
+23.1%	26	32	+23.1%	26	32	New Listing Count
-3.9%	\$8,233,500	\$7,912,998	-3.9%	\$8,233,500	\$7,912,998	New Listing Volume
	NA	N/A	-	_	406	Active Listing Count
	NA	N/A	-	_	\$167,261,249	Active Listing Volume
_	_	\$411,974	-	_	\$411,974	Average Listing Price
_	_	\$295,000	-	_	\$295,000	Median Listing Price
_	_	170.5	-	_	170.5	Median Daysin RPR
_	11.9	_	-	_	_	Months of Inventory
_	8.37%	_	-	_	_	Absorption Rate
			1			Sales Activity Charts Metrics
-2.6%	38	37	-2.6%	38	37	New Pending Sales Count
-3.6%	\$11,423,500	\$11,009,600	-3.6%	\$11,423,500	\$11,009,600	New Pending Sales Volume
	N/A	N/A	-	_	45	Pending Sales Count
	N/A	N/A	-	_	\$14,421,000	Pending Sales Volume
+30%	30	39	+30%	30	39	Closed Sales Count
+54%	\$7,303,209	\$11,248,850	+54%	\$7,303,209	\$11,248,850	Closed Sales Volume
+18.5%	\$243,440	\$288,432	+18.5%	\$243,440	\$288,432	Average Sales Price
+28.9%	\$186,250	\$240,000	+28.9%	\$186,250	\$240,000	Median Sales Price





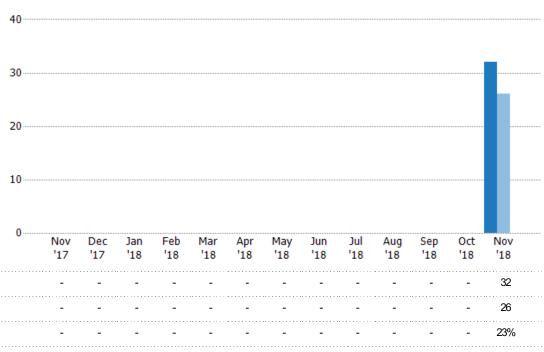


New Listings

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

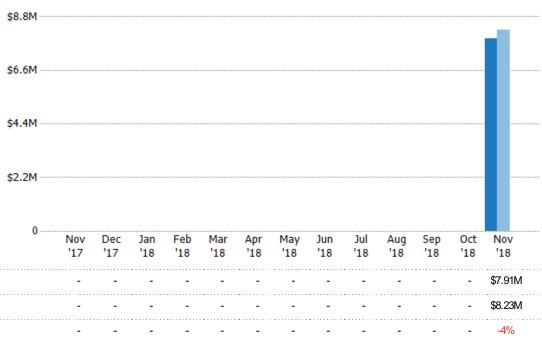
Percent Change from Prior Year

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





Current Year

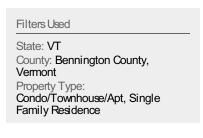
Percent Change from Prior Year

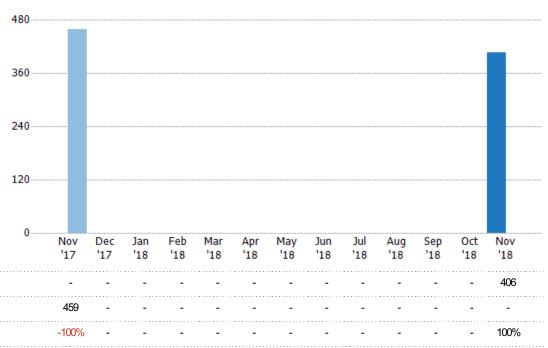




Active Listings

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





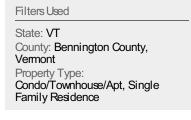
Active Listing Volume

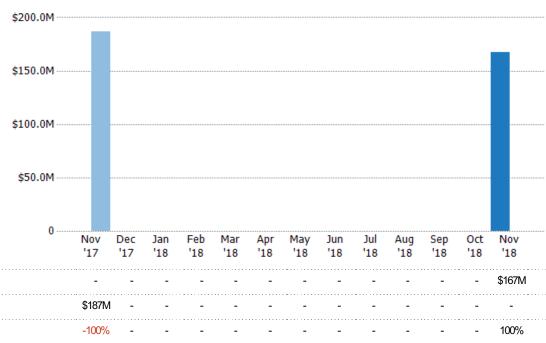
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior 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	\$375K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K
	\$125K

0

	17	'17	'18	'18	маг '18	'18	Мау '18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-		-	-	-	\$412K
Prior Year	\$407K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year			-67%	,-			-	17%	33%	50%	67%	83%	100%

Median Listing Price

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

\$300K

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

\$2	225K												
\$1	150K												
:	\$75K												
	0 Nov	_	-					Jun	- 1		_		
	•	_	-						- 1		_		
	Nov	_	-	Feb '18	Mar '18	Apr '18			- 1		_		
	Nov	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr '18	May '18		Jul '18	Aug '18	Sep '18	Oct '18	Nov '18 \$295K



Current Year
Prior Year

Percent Change from Prior Year





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	200												
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence	100												
	50												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-		-	-	-	-	-		-	171
Prior Year	160	-	-	-	-	-	-	-	-	-	-	-	-

Months of Inventory

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

Filters Used	30												
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
rammy reducine	13												
	8												
	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.7
Prior Year	21.9	-	-	-	-	-	-	-	-	_	-	_	-
Percent Change from Prior Year	4000/	020/	-67%	E00/	220/	470/	0	17%	33%	50%	67%	83%	100%





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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	5%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	5%	3%	2%	1%	0%	-1%	-2%	-4%	-5%	-6%	-7%	-8%	-9%

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

40	 	 	 	 	 	
30	 	 	 	 	 	 •••••
20	 		 	 	 	
10	 	 	 	 	 	
•			May '18			



Sold



39



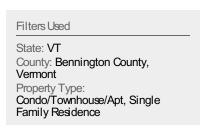
Current Year

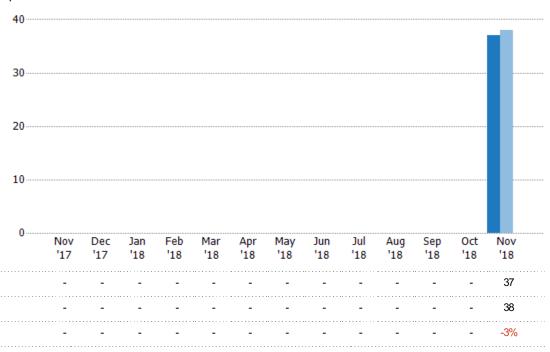
Prior Year

Market Data Report

New Pending Sales

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





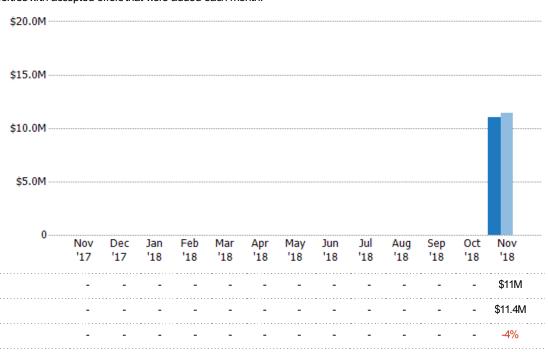
New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

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





Current Year

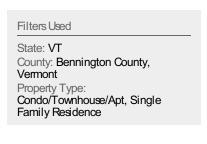
Percent Change from Prior Year

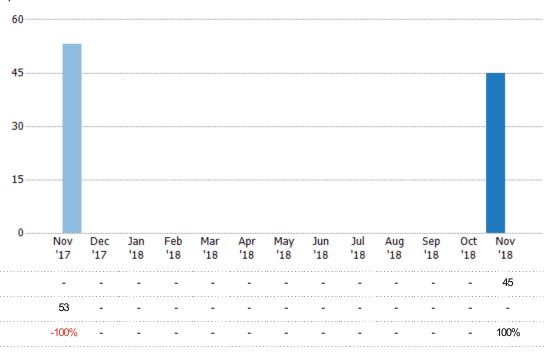




Pending Sales

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





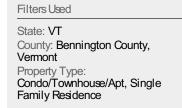
Pending Sales Volume

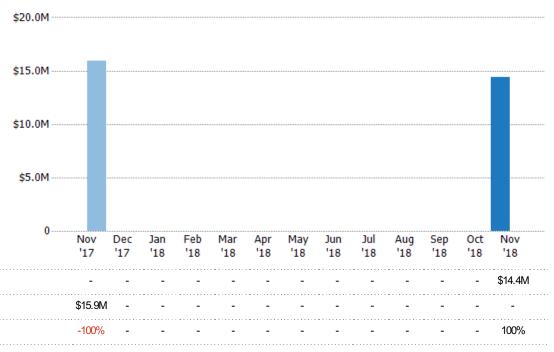
Percent Change from Prior Year

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

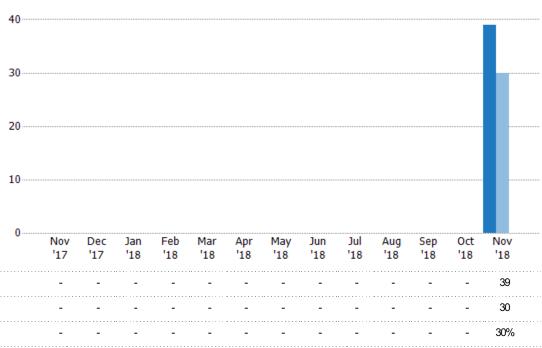




Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

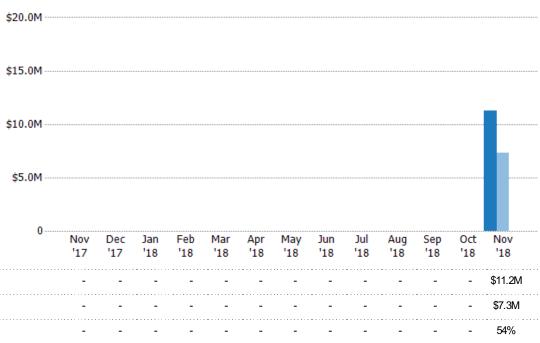
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year
Prior 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

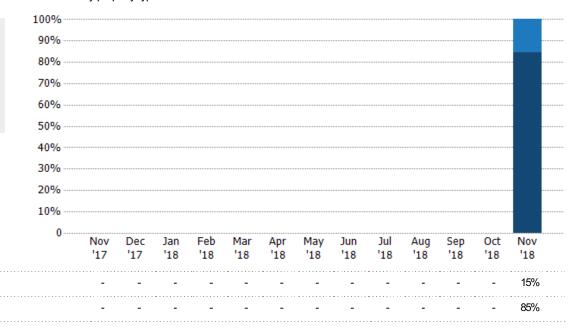
County: Bennington County,

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.

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

\$225K \$150K

\$75K------

n												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$288K
 -	-	-	-	-	-	-	-	-	-	-	-	\$243K
 -	-	-	-	-	-	-	-	-	-	-	-	18%



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,	\$225K												
/emont Property Type: Condo/Townhouse/Apt, Single													
Family Residence	\$150K												
	\$75K												
	0												
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	 Nov '18
Current Year				Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
Current Year Prior Year				Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	'18

Average Sales Price vs Average Listing Price

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

\$400K -

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

\$300K		 	 	 	 	 	
\$200K		 	 	 	 	 	•••••
\$100K		 	 	 			
	Dec '17						

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$336K	
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$288K	
Avg Sales Price as a % of Avg List Price	_	_	_	_	_	_	_	_	_	_	_	_	86%	





Median Sales Price vs Median Listing Price

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

	\$75K 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	 Nov '18
	\$75K												
,	4253 11												
Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Bennington County,	\$225K												
Filters Used	\$300K												

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

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

	U												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$336K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	134%





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.

	\$300K												
Filters Used													
State: VT County: Bennington County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	+7514												
	\$75K												
	\$75K												
	0												
	\$75K 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	0 Nov												'18
■ Median Est Value ■ Median Sales Price	0 Nov												



