

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	52	-13.5%	130	127	+2.4%
New Listing Volume	\$12,564,699	\$16,784,200	-25.1%	\$43,012,199	\$42,974,587	+0.1%
Active Listing Count	349	401	-13%	N/A	N/A	
Active Listing Volume	\$154,578,998	\$167,163,987	-7.5%	N/A	N/A	
Average Listing Price	\$442,920	\$416,868	+6.2%	\$435,359	\$413,627	+5.3%
Median Listing Price	\$299,500	\$295,000	+1.5%	\$301,570	\$293,155	+2.9%
Median Days in RPR	223	206	+8.3%	210.77	200.63	+5.1%
Months of Inventory	17.5	19.1	-8.6%	14.3	15.3	-6.9%
Absorption Rate	5.73%	5.24%	+0.5%	7.01%	6.53%	+0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	55	38	+44.7%	124	92	+34.8%
New Pending Sales Volume	\$15,734,699	\$12,375,100	+27.1%	\$33,711,599	\$25,840,200	+30.5%
Pending Sales Count	91	52	+75%	N/A	N/A	
Pending Sales Volume	\$25,663,399	\$15,071,900	+70.3%	N/A	N/A	
Closed Sales Count	32	31	+3.2%	70	78	-10.3%
Closed Sales Volume	\$7,845,825	\$8,635,750	-9.1%	\$16,740,500	\$20,886,350	-19.8%
Average Sales Price	\$245,182	\$278,573	-12%	\$239,150	\$267,774	-10.7%
Median Sales Price	\$195,750	\$223,000	-12.2%	\$190,350	\$208,897	-8.9%

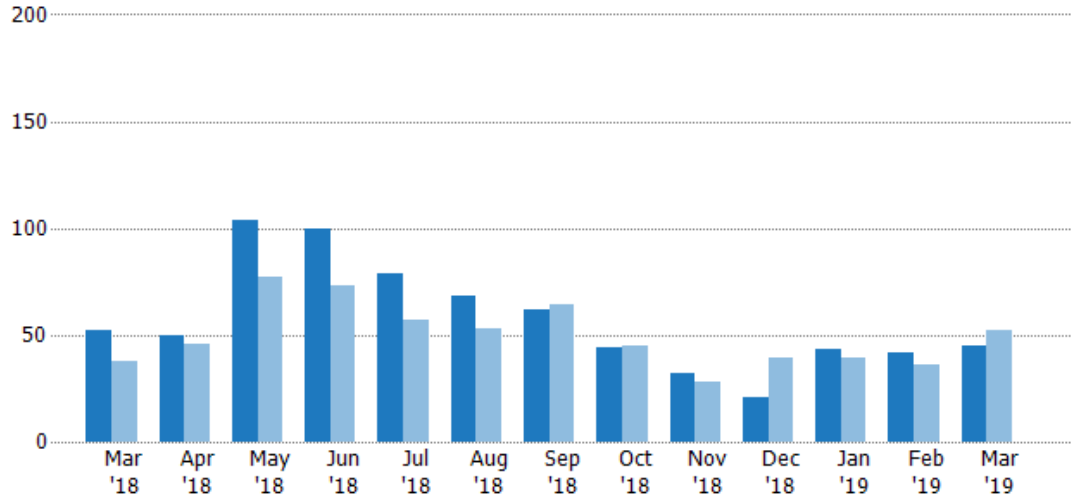
New Listings

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

Month/Year	Count	% Chg.
Mar '19	45	-13.5%
Mar '18	52	36.8%
Mar '17	38	55.3%



Current Year	52	50	104	100	79	68	62	44	32	21	43	42	45
Prior Year	38	46	77	73	57	53	64	45	28	39	39	36	52
Percent Change from Prior Year	37%	9%	35%	37%	39%	28%	-3%	-2%	14%	-46%	10%	17%	-13%

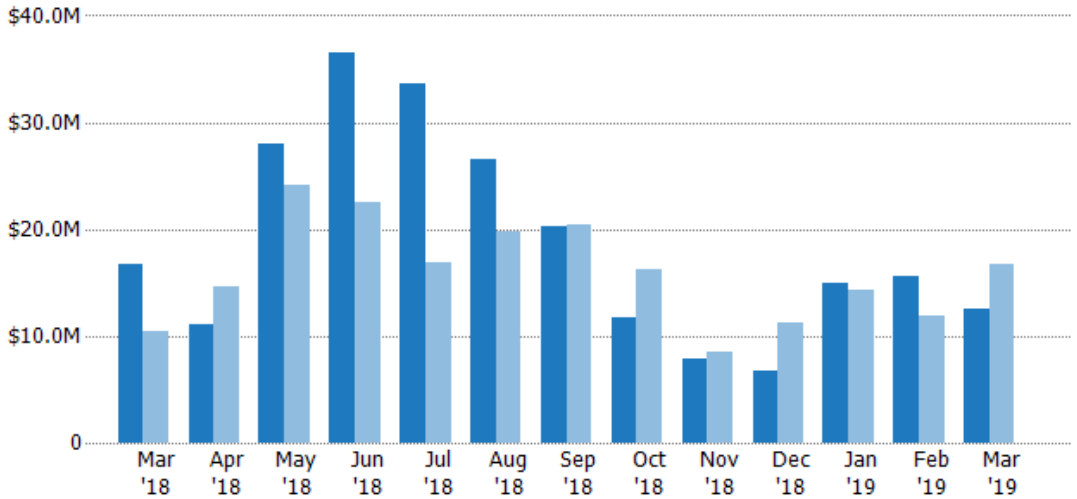
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Mar '19	\$12.6M	-25.1%
Mar '18	\$16.8M	60.8%
Mar '17	\$10.4M	44.3%



Current Year	\$16.8M	\$11.1M	\$28M	\$36.5M	\$33.7M	\$26.6M	\$20.3M	\$11.7M	\$7.89M	\$6.68M	\$14.9M	\$15.5M	\$12.6M
Prior Year	\$10.4M	\$14.6M	\$24.1M	\$22.6M	\$16.9M	\$19.8M	\$20.4M	\$16.3M	\$8.48M	\$11.3M	\$14.3M	\$11.9M	\$16.8M
Percent Change from Prior Year	61%	-24%	16%	62%	99%	34%	0%	-28%	-7%	-41%	4%	31%	-25%

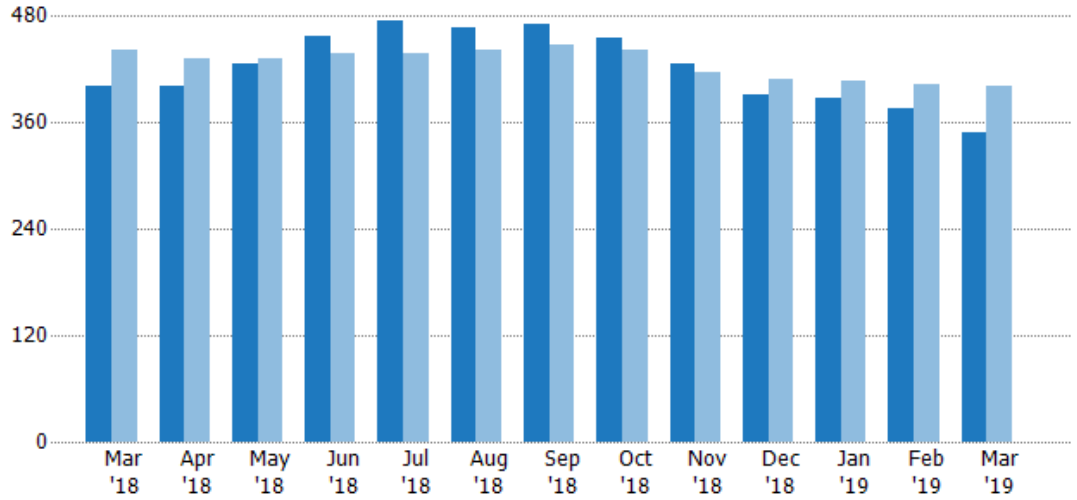
Active Listings

The number 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

Month/Year	Count	% Chg.
Mar '19	349	-13%
Mar '18	401	-9.1%
Mar '17	441	10.7%



Current Year	401	401	426	457	474	468	470	456	427	391	388	375	349
Prior Year	441	433	432	437	438	441	447	442	417	408	406	403	401
Percent Change from Prior Year	-9%	-7%	-1%	5%	8%	6%	5%	3%	2%	-4%	-4%	-7%	-13%

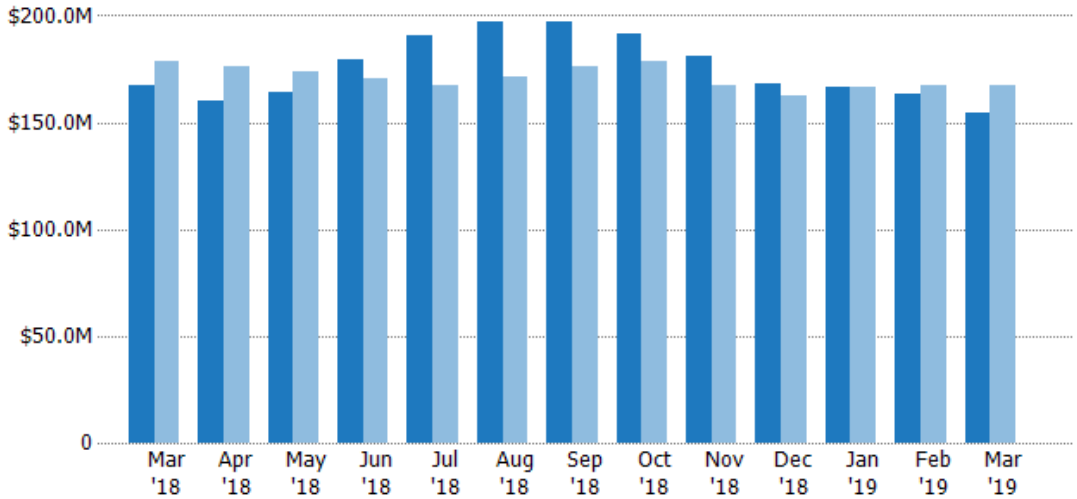
Active Listing Volume

The sum of the 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

Month/Year	Volume	% Chg.
Mar '19	\$155M	-7.5%
Mar '18	\$167M	-6.4%
Mar '17	\$179M	4.5%



Current Year	\$167M	\$160M	\$164M	\$180M	\$191M	\$197M	\$197M	\$191M	\$181M	\$168M	\$167M	\$163M	\$155M
Prior Year	\$179M	\$176M	\$174M	\$171M	\$168M	\$171M	\$176M	\$179M	\$167M	\$163M	\$166M	\$167M	\$167M
Percent Change from Prior Year	-6%	-9%	-6%	5%	14%	15%	12%	7%	8%	4%	0%	-3%	-8%

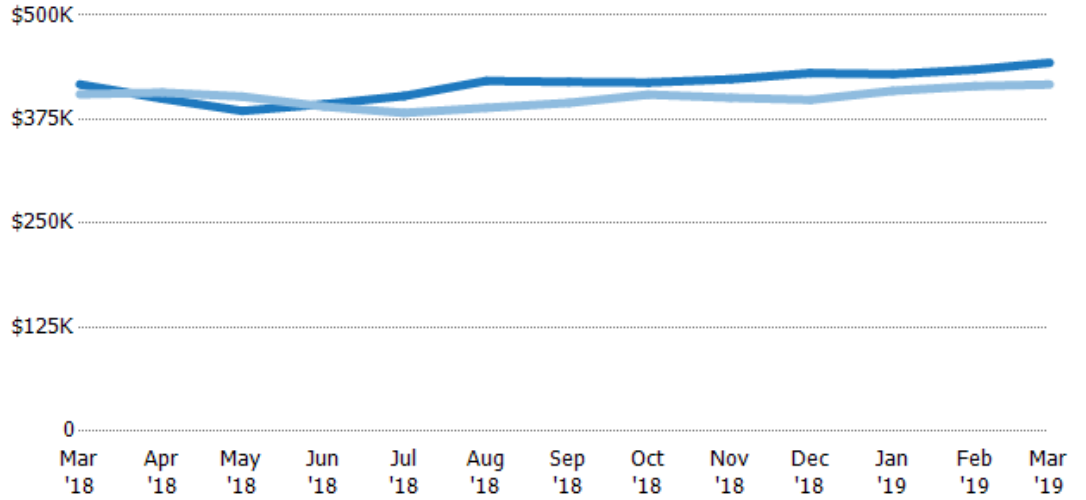
Average Listing Price

The average 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

Month/Year	Price	% Chg.
Mar '19	\$443K	6.2%
Mar '18	\$417K	2.9%
Mar '17	\$405K	-5.6%



Current Year	\$417K	\$400K	\$385K	\$393K	\$403K	\$421K	\$420K	\$419K	\$423K	\$430K	\$429K	\$435K	\$443K
Prior Year	\$405K	\$407K	\$402K	\$390K	\$383K	\$389K	\$395K	\$405K	\$401K	\$398K	\$409K	\$415K	\$417K
Percent Change from Prior Year	3%	-2%	-4%	1%	5%	8%	6%	4%	6%	8%	5%	5%	6%

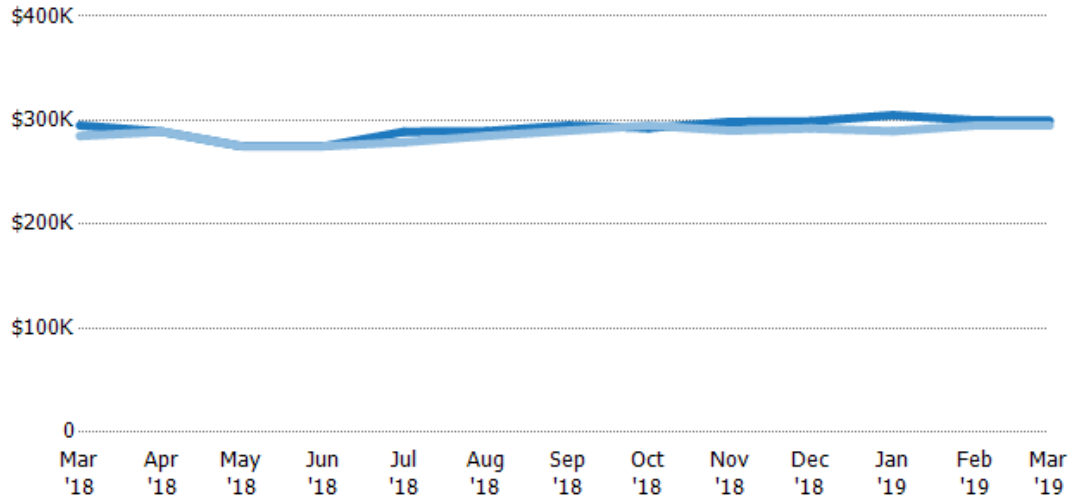
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '19	\$300K	1.5%
Mar '18	\$295K	3.5%
Mar '17	\$285K	-3.5%



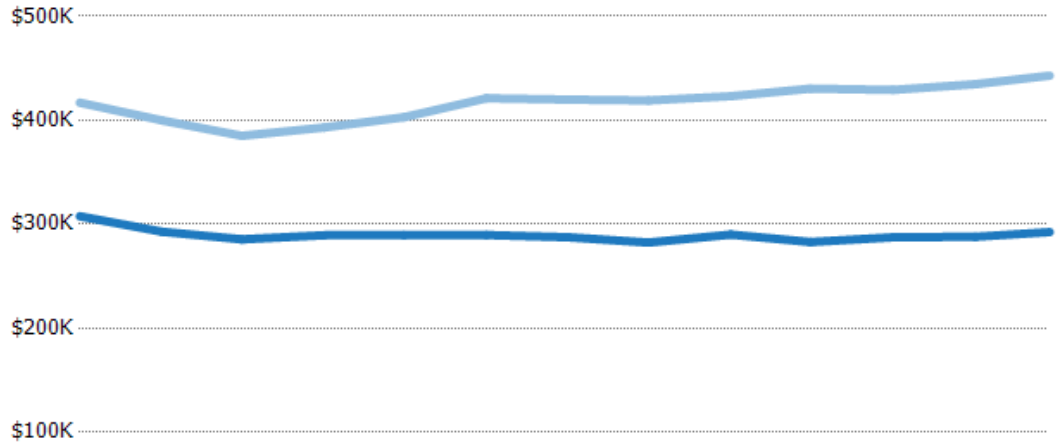
Current Year	\$295K	\$289K	\$275K	\$275K	\$289K	\$290K	\$295K	\$293K	\$299K	\$299K	\$305K	\$300K	\$300K
Prior Year	\$285K	\$289K	\$275K	\$275K	\$279K	\$285K	\$290K	\$295K	\$290K	\$292K	\$290K	\$295K	\$295K
Percent Change from Prior Year	4%	0%	0%	0%	4%	2%	2%	-1%	3%	2%	5%	2%	2%

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 Family Residence



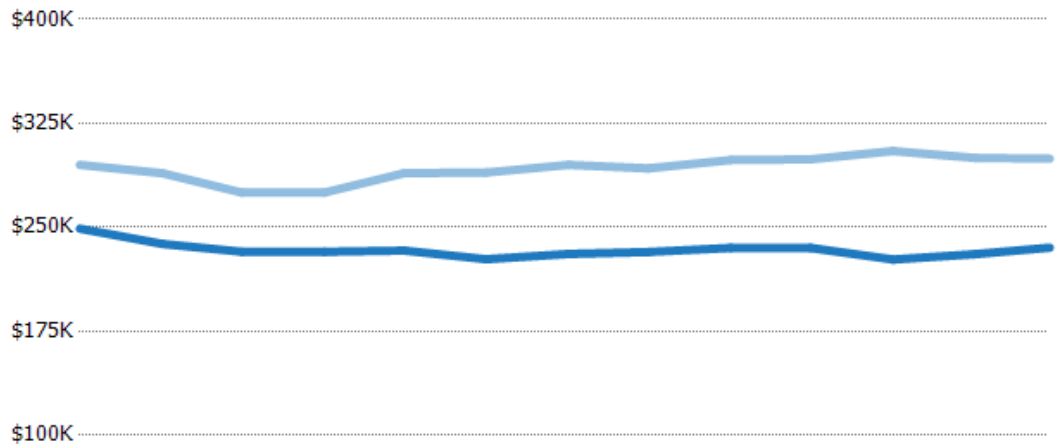
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$308K	\$293K	\$286K	\$289K	\$290K	\$290K	\$287K	\$282K	\$290K	\$283K	\$287K	\$288K	\$293K
Avg Listing Price	\$417K	\$400K	\$385K	\$393K	\$403K	\$421K	\$420K	\$419K	\$423K	\$430K	\$429K	\$435K	\$443K
Avg Listing Price as a % of Avg Est Value	135%	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.

Filters Used

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$249K	\$238K	\$232K	\$232K	\$233K	\$227K	\$231K	\$232K	\$235K	\$235K	\$227K	\$231K	\$235K
Median Listing Price	\$295K	\$289K	\$275K	\$275K	\$289K	\$290K	\$295K	\$293K	\$299K	\$299K	\$305K	\$300K	\$300K
Med Listing Price as a % of Med Est Value	118%	121%	118%	118%	124%	128%	128%	126%	127%	127%	134%	130%	127%

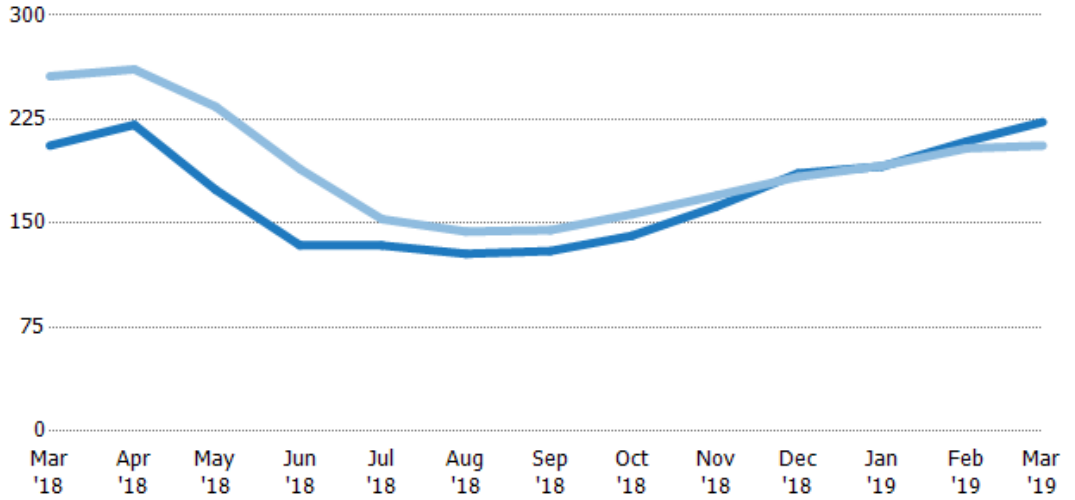
Median Days in RPR

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.

Filters Used

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

Month/Year	Days	% Chg.
Mar '19	223	8.3%
Mar '18	206	-19.5%
Mar '17	256	-15.8%



Current Year	206	221	174	134	134	128	130	141	162	186	191	209	223
Prior Year	256	261	234	189	153	144	145	157	170	184	192	204	206
Percent Change from Prior Year	-20%	-15%	-26%	-29%	-12%	-11%	-10%	-10%	-5%	1%	0%	2%	8%

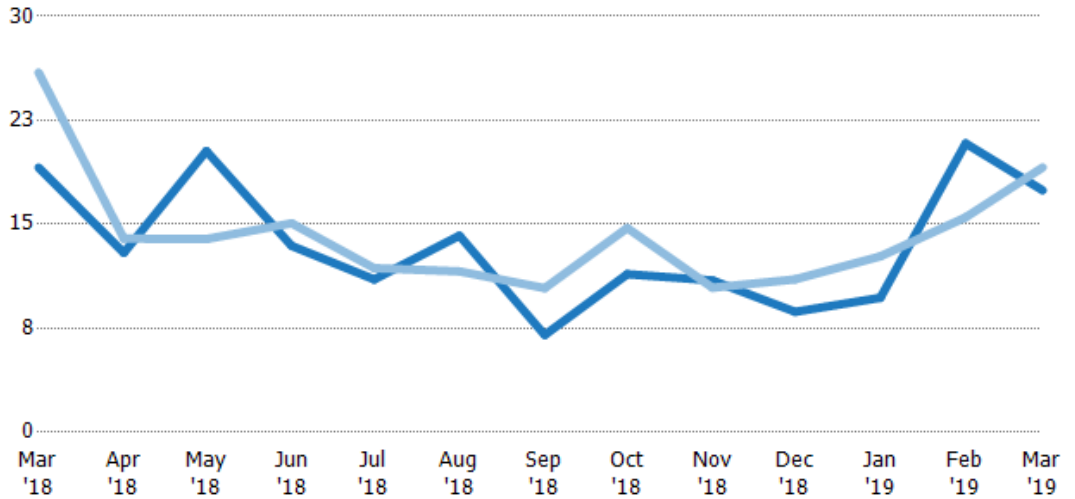
Months of Inventory

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

Month/Year	Months	% Chg.
Mar '19	17.5	-8.6%
Mar '18	19.1	-26.4%
Mar '17	25.9	4.5%



Current Year	19.1	12.9	20.3	13.4	11	14.2	7.01	11.4	10.9	8.69	9.7	20.8	17.5
Prior Year	25.9	14	13.9	15.1	11.8	11.6	10.4	14.7	10.4	11	12.7	15.5	19.1
Percent Change from Prior Year	-26%	-7%	46%	-11%	-7%	22%	-33%	-23%	5%	-21%	-24%	34%	-9%

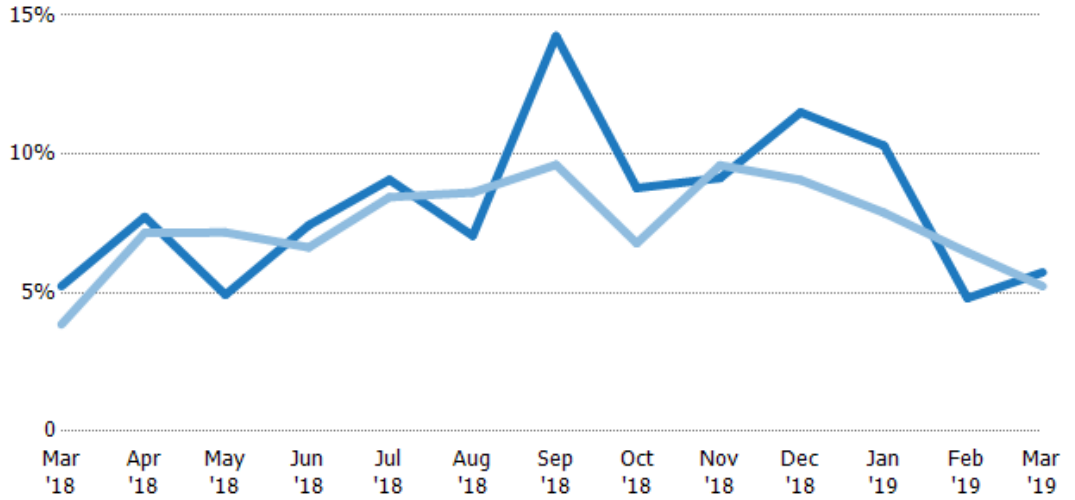
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Mar '19	6%	-0.5%
Mar '18	5%	-1.4%
Mar '17	4%	-4.4%



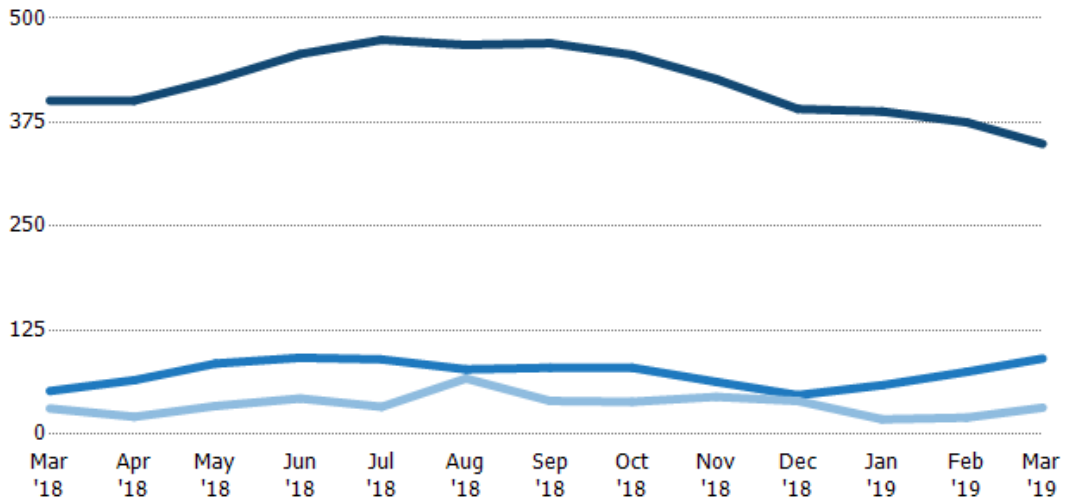
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	5%	8%	5%	7%	9%	7%	14%	9%	9%	12%	10%	5%	6%
Prior Year	4%	7%	7%	7%	8%	9%	10%	7%	10%	9%	8%	6%	5%
Change from Prior Year	-1%	-1%	2%	-1%	-1%	2%	-5%	-2%	0%	-2%	-2%	2%	-1%

Active/Pending/Sold Units

The number of residential 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	401	401	426	457	474	468	470	456	427	391	388	375	349
Pending	52	65	85	92	90	78	80	80	63	47	59	75	91
Sold	31	21	34	43	33	67	40	39	45	40	18	20	32

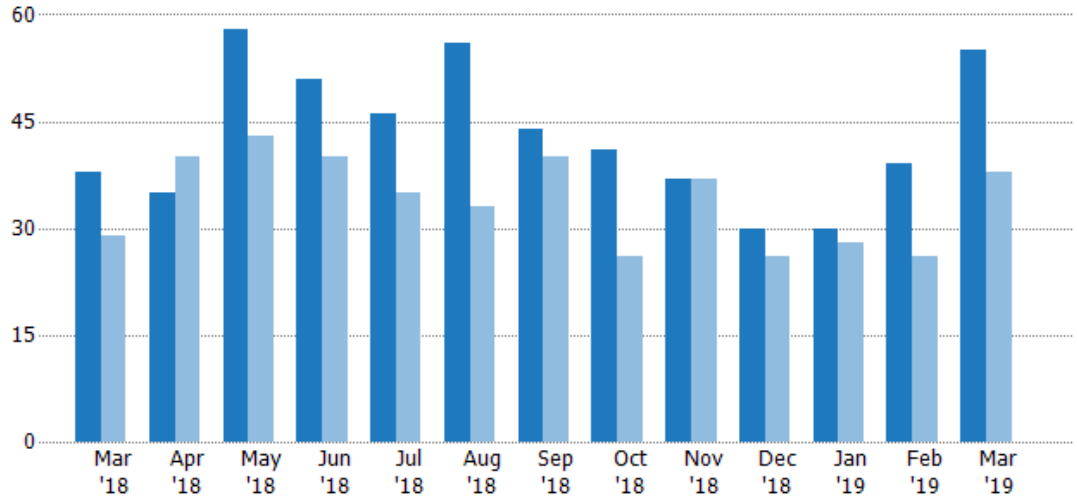
New Pending Sales

The number 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

Month/Year	Count	% Chg.
Mar '19	55	44.7%
Mar '18	38	31%
Mar '17	29	37.9%



Current Year	38	35	58	51	46	56	44	41	37	30	30	39	55
Prior Year	29	40	43	40	35	33	40	26	37	26	28	26	38
Percent Change from Prior Year	31%	-13%	35%	28%	31%	70%	10%	58%	0%	15%	7%	50%	45%

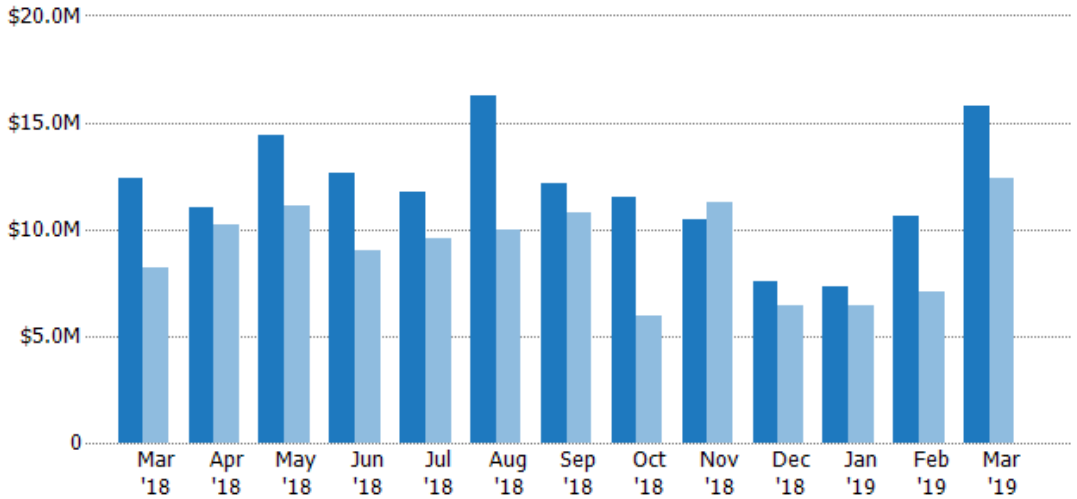
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$15.7M	27.1%
Mar '18	\$12.4M	50.9%
Mar '17	\$8.2M	25.7%



Current Year	\$12.4M	\$11M	\$14.4M	\$12.6M	\$11.7M	\$16.2M	\$12.2M	\$11.5M	\$10.5M	\$7.55M	\$7.33M	\$10.6M	\$15.7M
Prior Year	\$8.2M	\$10.2M	\$11.1M	\$9M	\$9.57M	\$9.97M	\$10.8M	\$5.93M	\$11.2M	\$6.39M	\$6.43M	\$7.03M	\$12.4M
Percent Change from Prior Year	51%	8%	30%	40%	22%	63%	13%	94%	-7%	18%	14%	51%	27%

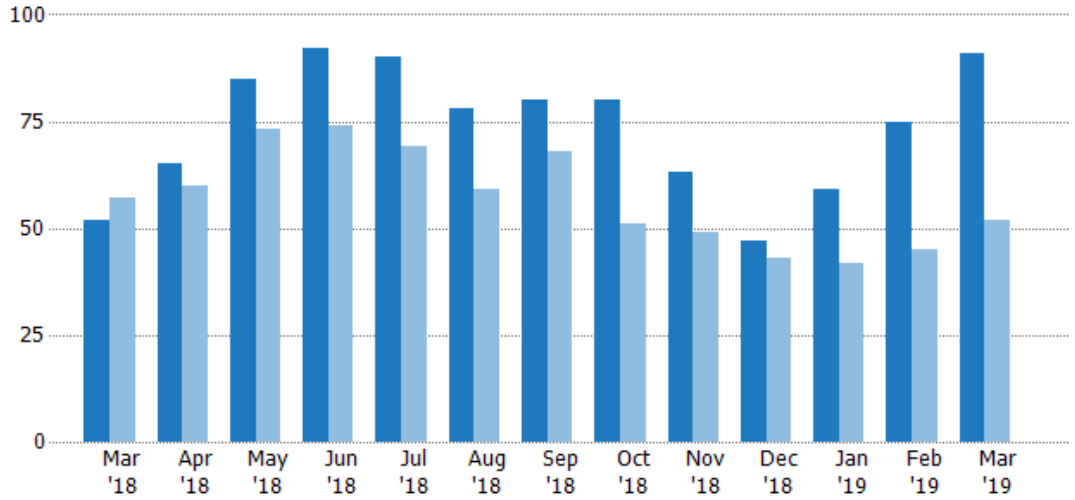
Pending Sales

The number of residential 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

Month/Year	Count	% Chg.
Mar '19	91	75%
Mar '18	52	-8.8%
Mar '17	57	33.3%



Current Year	52	65	85	92	90	78	80	80	63	47	59	75	91
Prior Year	57	60	73	74	69	59	68	51	49	43	42	45	52
Percent Change from Prior Year	-9%	8%	16%	24%	30%	32%	18%	57%	29%	9%	40%	67%	75%

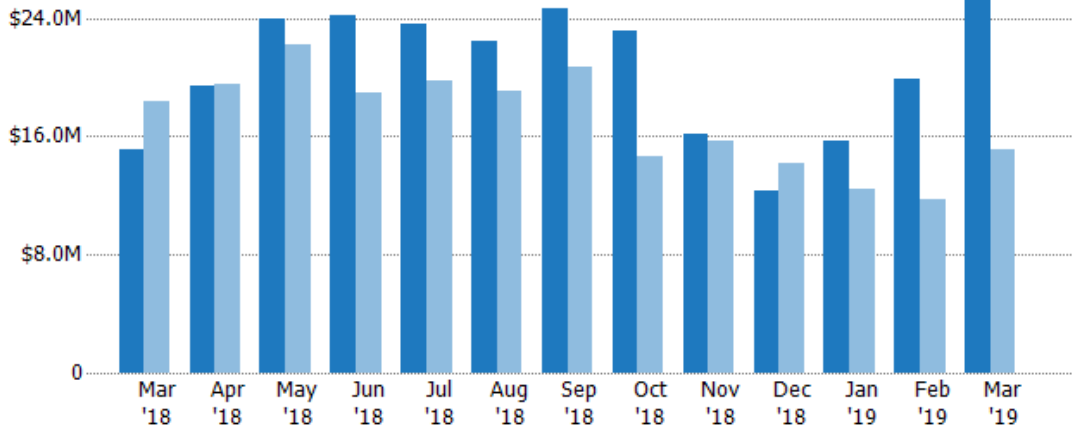
Pending Sales Volume

The sum of the sales price of residential 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

Month/Year	Volume	% Chg.
Mar '19	\$25.7M	70.3%
Mar '18	\$15.1M	-18.2%
Mar '17	\$18.4M	13.2%



Current Year	\$15.1M	\$19.4M	\$24M	\$24.2M	\$23.6M	\$22.5M	\$24.6M	\$23.1M	\$16.2M	\$12.4M	\$15.7M	\$19.9M	\$25.7M
Prior Year	\$18.4M	\$19.6M	\$22.2M	\$19M	\$19.8M	\$19.1M	\$20.7M	\$14.7M	\$15.7M	\$14.1M	\$12.4M	\$11.8M	\$15.1M
Percent Change from Prior Year	-18%	-1%	8%	28%	19%	18%	19%	58%	3%	-13%	26%	69%	70%

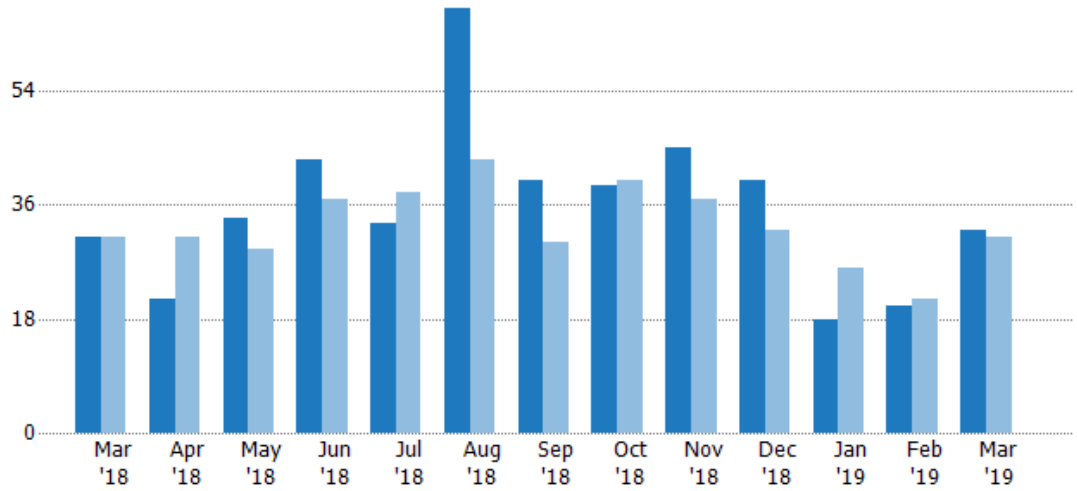
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Mar '19	32	3.2%
Mar '18	31	0%
Mar '17	31	-41.9%



Current Year	31	21	34	43	33	67	40	39	45	40	18	20	32
Prior Year	31	31	29	37	38	43	30	40	37	32	26	21	31
Percent Change from Prior Year	0%	-32%	17%	16%	-13%	56%	33%	-3%	22%	25%	-31%	-5%	3%

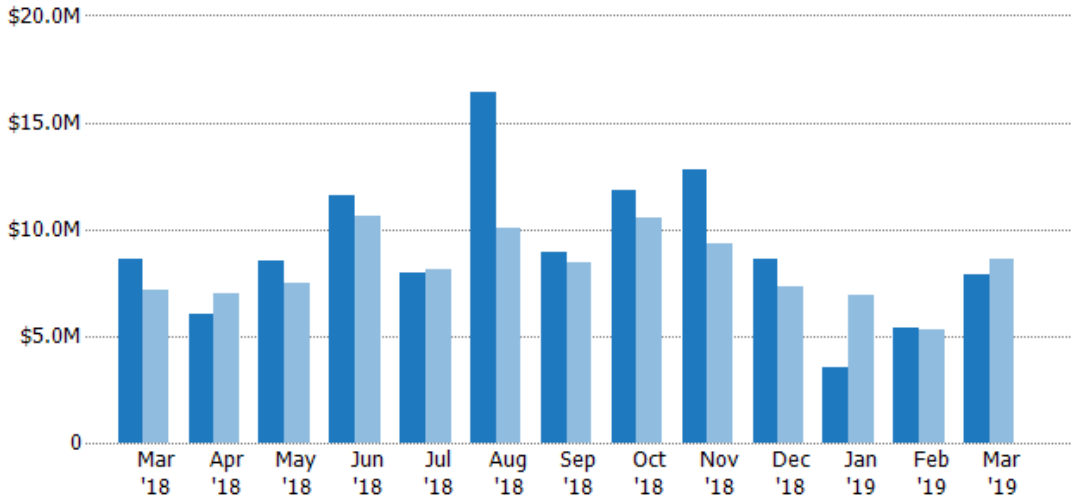
Closed Sales Volume

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.
Mar '19	\$7.85M	-9.1%
Mar '18	\$8.64M	21.3%
Mar '17	\$7.12M	-46.1%



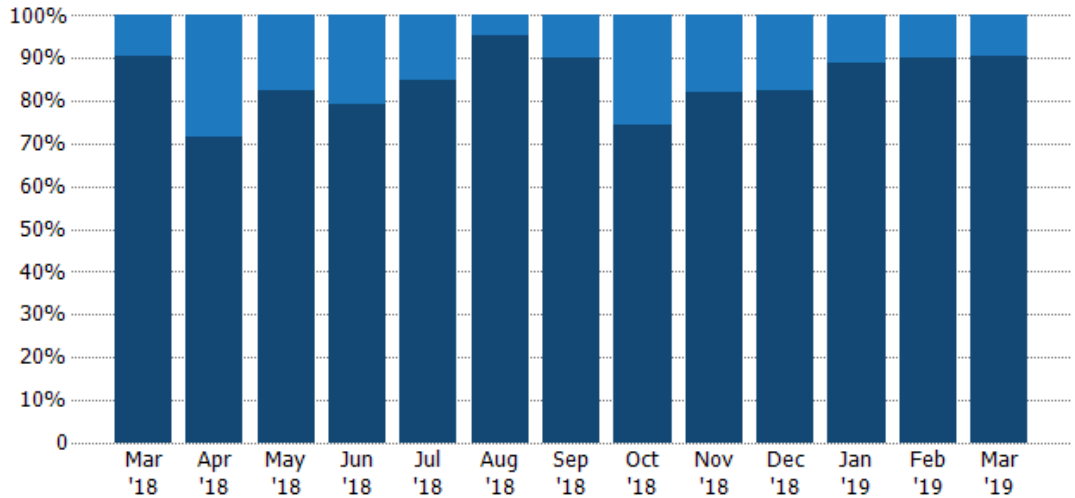
Current Year	\$8.64M	\$6.05M	\$8.5M	\$11.6M	\$7.94M	\$16.4M	\$8.9M	\$11.8M	\$12.8M	\$8.6M	\$3.53M	\$5.37M	\$7.85M
Prior Year	\$7.12M	\$7M	\$7.44M	\$10.6M	\$8.14M	\$10.1M	\$8.45M	\$10.6M	\$9.3M	\$7.34M	\$6.94M	\$5.31M	\$8.64M
Percent Change from Prior Year	21%	-14%	14%	9%	-2%	63%	5%	12%	37%	17%	-49%	1%	-9%

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



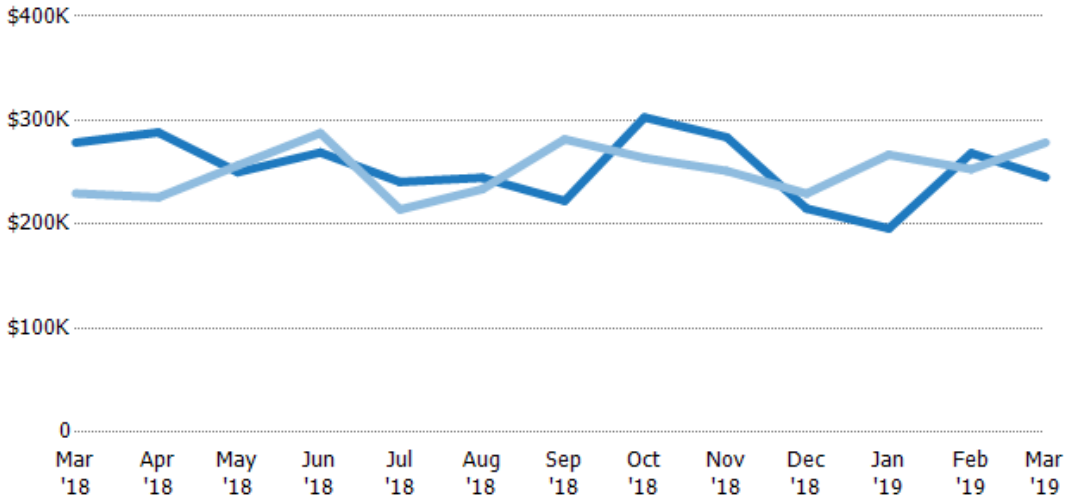
Condo/Townhouse	10%	29%	18%	21%	15%	4%	10%	26%	18%	18%	11%	10%	9%
Single Family Residence	90%	71%	82%	79%	85%	96%	90%	74%	82%	83%	89%	90%	91%

Average Sales Price

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



Month/Year	Price	% Chg.
Mar '19	\$245K	-12%
Mar '18	\$279K	21.3%
Mar '17	\$230K	-7.2%

Current Year	\$279K	\$288K	\$250K	\$269K	\$241K	\$245K	\$223K	\$303K	\$284K	\$215K	\$196K	\$268K	\$245K
Prior Year	\$230K	\$226K	\$257K	\$288K	\$214K	\$234K	\$282K	\$264K	\$251K	\$229K	\$267K	\$253K	\$279K
Percent Change from Prior Year	21%	28%	-3%	-6%	12%	5%	-21%	15%	13%	-6%	-27%	6%	-12%

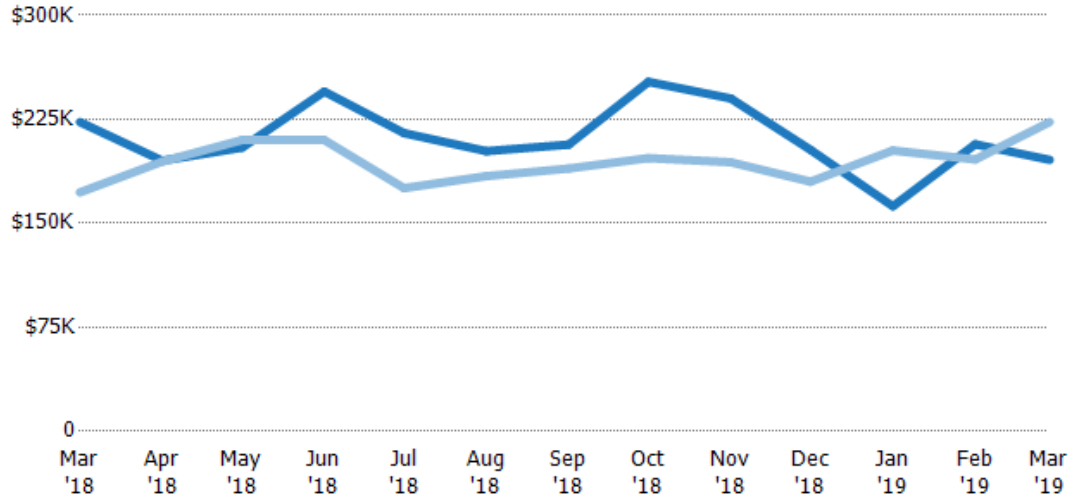
Median Sales Price

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.
Mar '19	\$196K	-12.2%
Mar '18	\$223K	29.4%
Mar '17	\$172K	9.5%



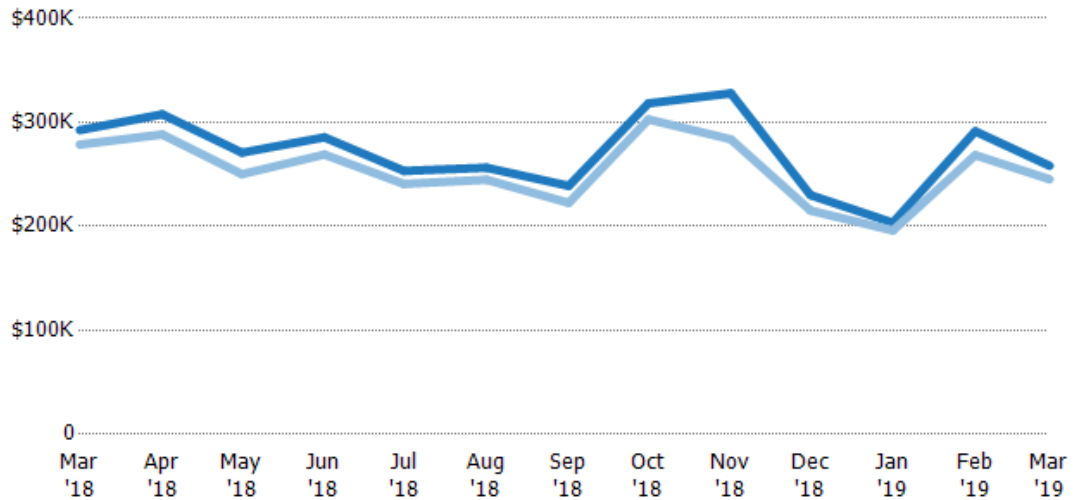
Current Year	\$223K	\$195K	\$205K	\$245K	\$215K	\$202K	\$207K	\$252K	\$240K	\$203K	\$162K	\$207K	\$196K
Prior Year	\$172K	\$195K	\$210K	\$210K	\$175K	\$184K	\$190K	\$197K	\$194K	\$180K	\$203K	\$196K	\$223K
Percent Change from Prior Year	29%	0%	-3%	17%	23%	10%	9%	28%	24%	13%	-20%	6%	-12%

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

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



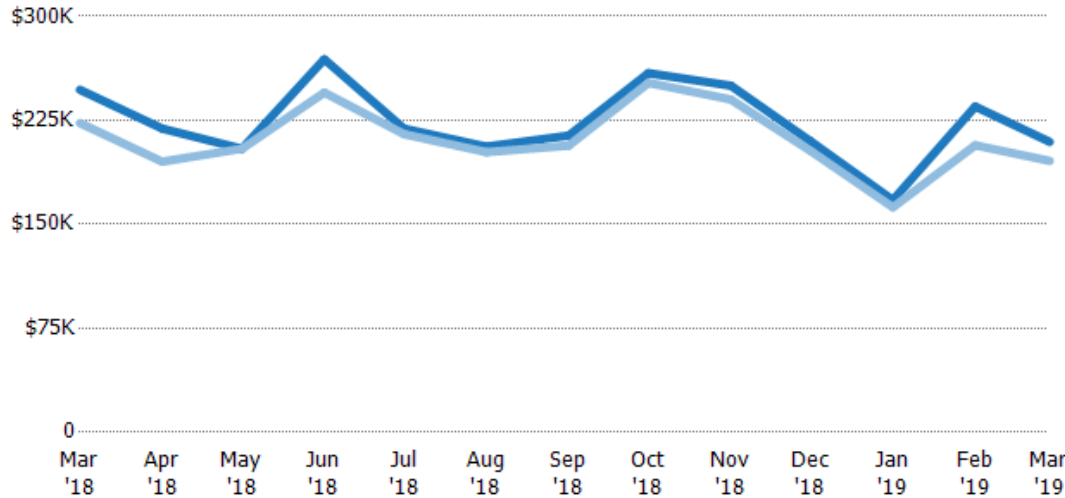
Avg List Price	\$292K	\$308K	\$271K	\$286K	\$253K	\$256K	\$239K	\$318K	\$328K	\$230K	\$203K	\$291K	\$258K
Avg Sales Price	\$279K	\$288K	\$250K	\$269K	\$241K	\$245K	\$223K	\$303K	\$284K	\$215K	\$196K	\$268K	\$245K
Avg Sales Price as a % of Avg List Price	95%	94%	92%	94%	95%	96%	93%	95%	87%	94%	96%	92%	95%

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

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



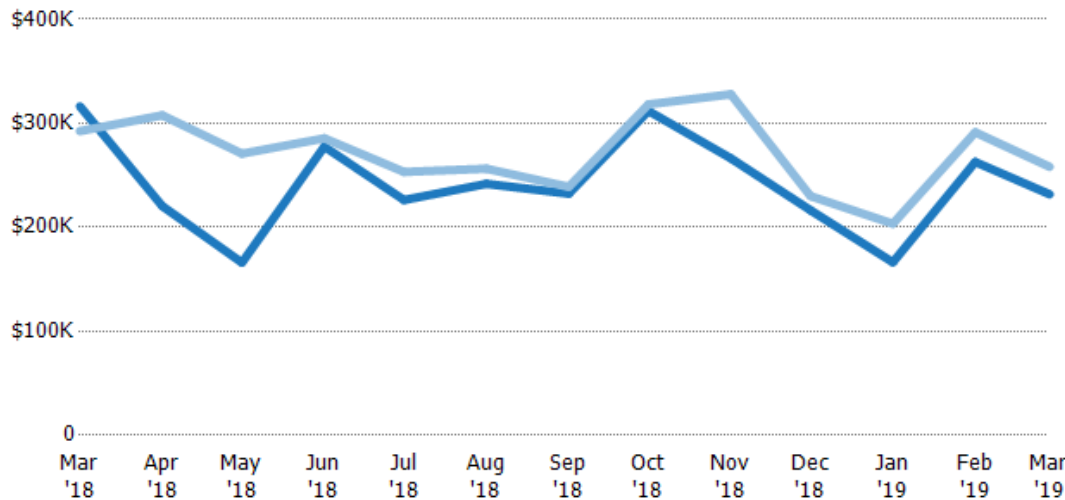
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$247K	\$219K	\$204K	\$269K	\$219K	\$206K	\$214K	\$259K	\$250K	\$210K	\$167K	\$235K	\$209K
Median Sales Price	\$223K	\$195K	\$205K	\$245K	\$215K	\$202K	\$207K	\$252K	\$240K	\$203K	\$162K	\$207K	\$196K
Med Sales Price as a % of Med List Price	90%	89%	100%	91%	98%	98%	97%	97%	96%	97%	97%	88%	93%

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.

Filters Used

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



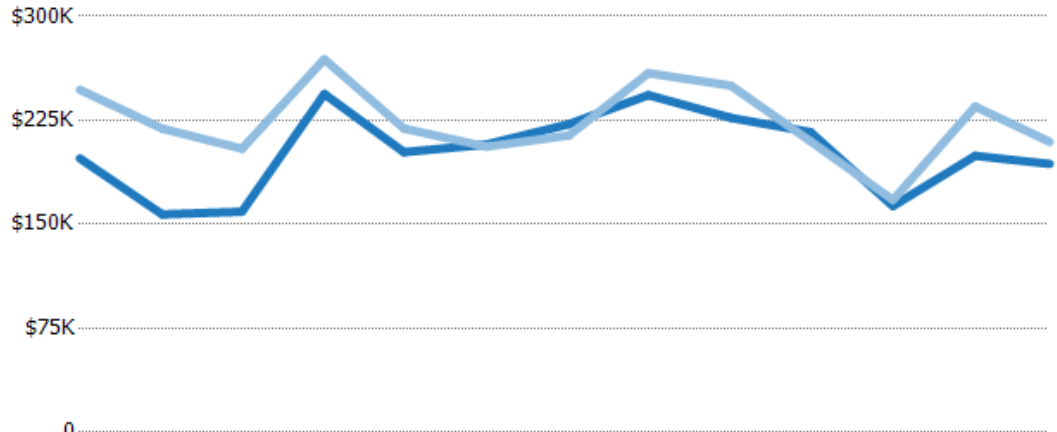
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$316K	\$220K	\$166K	\$278K	\$226K	\$242K	\$232K	\$312K	\$266K	\$216K	\$166K	\$263K	\$232K
Avg Sales Price	\$292K	\$308K	\$271K	\$286K	\$253K	\$256K	\$239K	\$318K	\$328K	\$230K	\$203K	\$291K	\$258K
Avg Sales Price as a % of Avg Est Value	92%	140%	163%	103%	112%	106%	103%	102%	123%	106%	122%	111%	111%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$198K	\$157K	\$159K	\$244K	\$202K	\$208K	\$222K	\$243K	\$227K	\$216K	\$163K	\$199K	\$194K
Median Sales Price	\$247K	\$219K	\$204K	\$269K	\$219K	\$206K	\$214K	\$259K	\$250K	\$210K	\$167K	\$235K	\$209K
Med Sales Price as a % of Med Est Value	125%	139%	128%	110%	108%	99%	96%	107%	110%	97%	103%	118%	108%