

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 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	87	101	-13.9%	352	378	-6.9%
New Listing Volume	\$34,046,600	\$37,264,100	-8.6%	\$123,221,714	\$118,190,187	+4.3%
Active Listing Count	406	461	-11.9%	N/A	N/A	
Active Listing Volume	\$177,131,162	\$180,797,999	-2%	N/A	N/A	
Average Listing Price	\$436,284	\$392,187	+11.2%	\$424,199	\$403,406	+5.2%
Median Listing Price	\$299,250	\$275,000	+8.8%	\$296,111	\$285,449	+3.7%
Median Days in RPR	142.5	135	+5.6%	201.44	186.09	+8.3%
Months of Inventory	9	13.6	-33.5%	13.5	14.9	-9.6%
Absorption Rate	11.08%	7.38%	+3.7%	7.4%	6.69%	+0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	50	50	+/-	282	236	+19.5%
New Pending Sales Volume	\$11,463,500	\$12,521,900	-8.5%	\$77,450,638	\$63,872,488	+21.3%
Pending Sales Count	80	89	-10.1%	N/A	N/A	
Pending Sales Volume	\$20,108,239	\$23,334,700	-13.8%	N/A	N/A	
Closed Sales Count	47	43	+9.3%	205	176	+16.5%
Closed Sales Volume	\$13,268,400	\$11,566,700	+14.7%	\$52,677,919	\$46,809,694	+12.5%
Average Sales Price	\$282,306	\$268,993	+4.9%	\$256,965	\$265,964	-3.4%
Median Sales Price	\$235,000	\$245,000	-4.1%	\$210,349	\$213,390	-1.4%

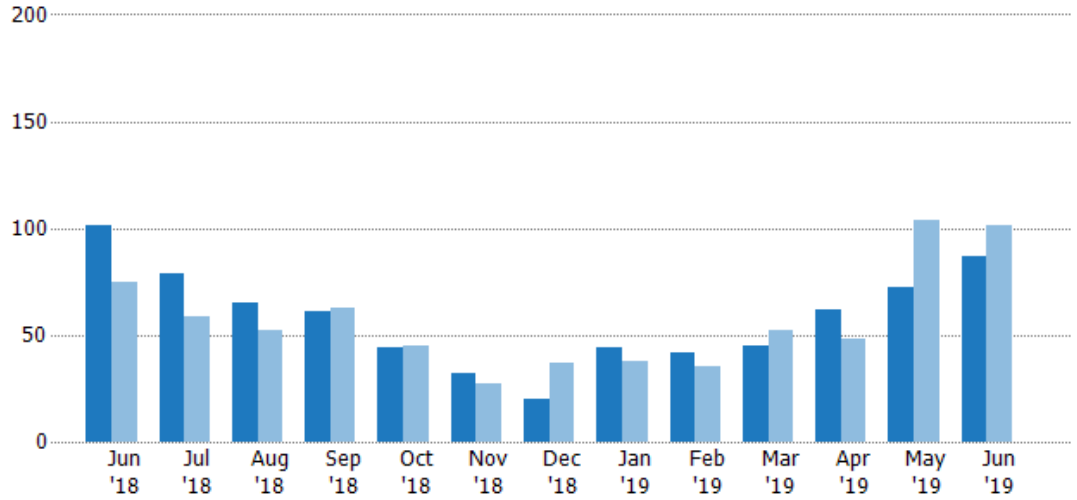
New Listings

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.
Jun '19	87	-13.9%
Jun '18	101	34.7%
Jun '17	75	5.3%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	101	79	65	61	44	32	20	44	42	45	62	72	87
Prior Year	75	59	52	63	45	27	37	38	35	52	48	104	101
Percent Change from Prior Year	35%	34%	25%	-3%	-2%	19%	-46%	16%	20%	-13%	29%	-31%	-14%

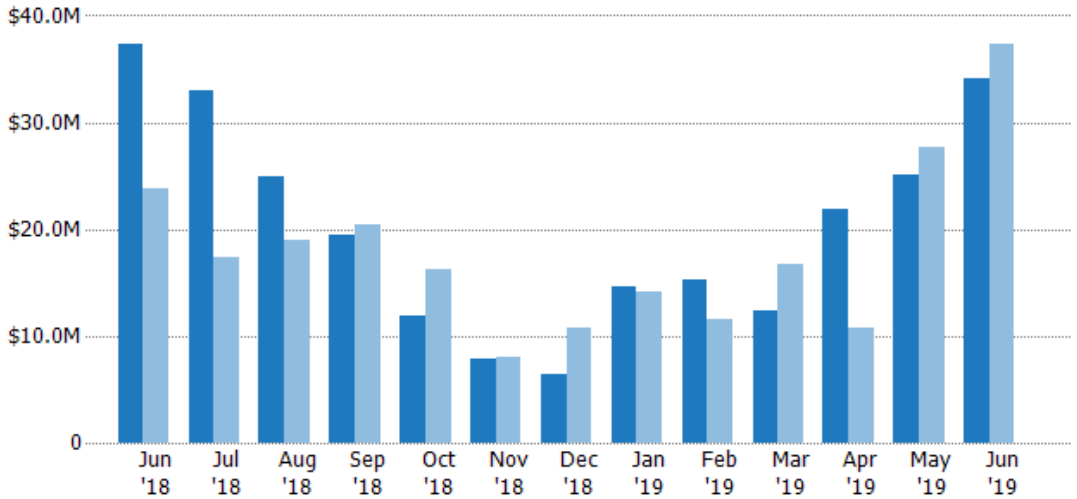
New Listing Volume

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.
Jun '19	\$34M	-8.6%
Jun '18	\$37.3M	56.8%
Jun '17	\$23.8M	28.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$37.3M	\$33M	\$24.9M	\$19.4M	\$11.8M	\$7.85M	\$6.45M	\$14.6M	\$15.3M	\$12.4M	\$21.9M	\$25M	\$34M
Prior Year	\$23.8M	\$17.4M	\$19M	\$20.4M	\$16.3M	\$8.08M	\$10.7M	\$14.2M	\$11.6M	\$16.7M	\$10.8M	\$27.7M	\$37.3M
Percent Change from Prior Year	57%	90%	31%	-5%	-27%	-3%	-40%	3%	32%	-26%	104%	-10%	-9%

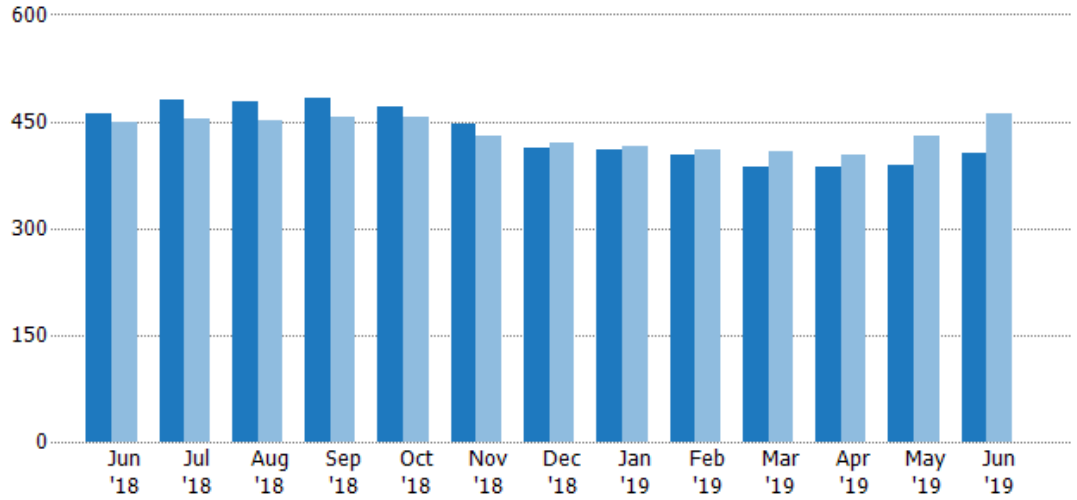
Active Listings

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.
Jun '19	406	-11.9%
Jun '18	461	2.4%
Jun '17	450	13.8%



Current Year	461	480	477	482	470	446	412	409	404	385	386	388	406
Prior Year	450	453	452	457	455	429	419	416	411	407	402	429	461
Percent Change from Prior Year	2%	6%	6%	5%	3%	4%	-2%	-2%	-2%	-5%	-4%	-10%	-12%

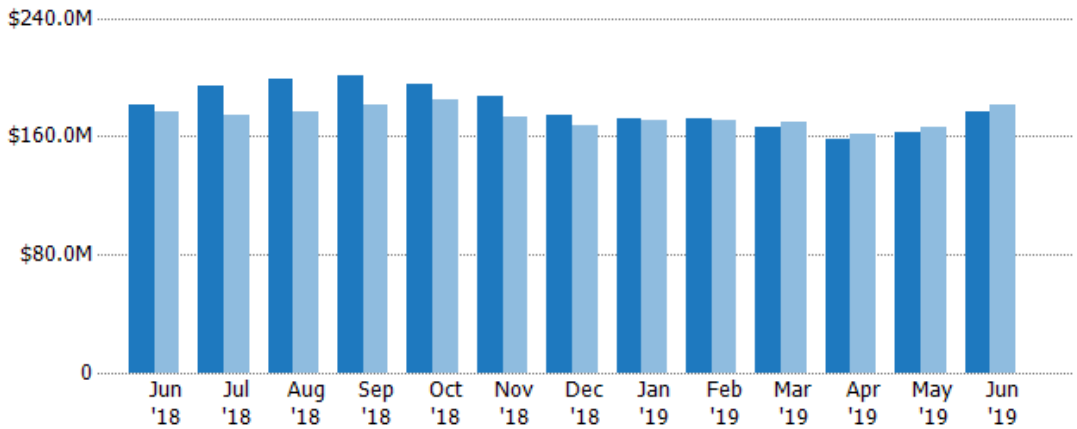
Active Listing Volume

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.
Jun '19	\$177M	-2%
Jun '18	\$181M	2.4%
Jun '17	\$177M	11%



Current Year	\$181M	\$194M	\$199M	\$201M	\$196M	\$187M	\$175M	\$172M	\$172M	\$166M	\$159M	\$163M	\$177M
Prior Year	\$177M	\$174M	\$176M	\$181M	\$185M	\$173M	\$167M	\$170M	\$171M	\$170M	\$161M	\$166M	\$181M
Percent Change from Prior Year	2%	11%	13%	11%	6%	8%	5%	1%	1%	-2%	-2%	-2%	-2%

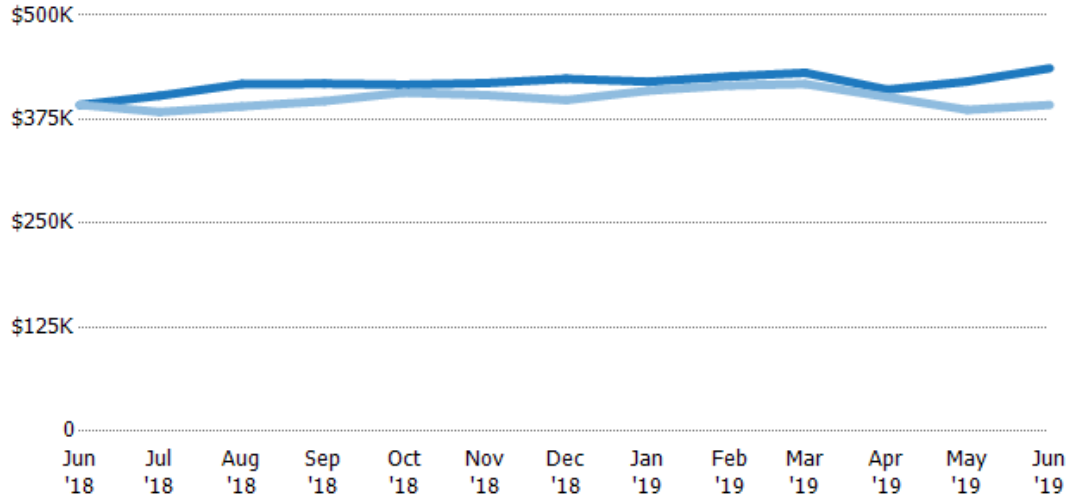
Average Listing Price

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.
Jun '19	\$436K	11.2%
Jun '18	\$392K	0%
Jun '17	\$392K	-2.4%



Current Year	\$392K	\$403K	\$417K	\$418K	\$416K	\$418K	\$424K	\$420K	\$427K	\$431K	\$411K	\$420K	\$436K
Prior Year	\$392K	\$384K	\$390K	\$397K	\$407K	\$404K	\$398K	\$409K	\$416K	\$417K	\$402K	\$386K	\$392K
Percent Change from Prior Year	0%	5%	7%	5%	2%	4%	6%	3%	3%	3%	2%	9%	11%

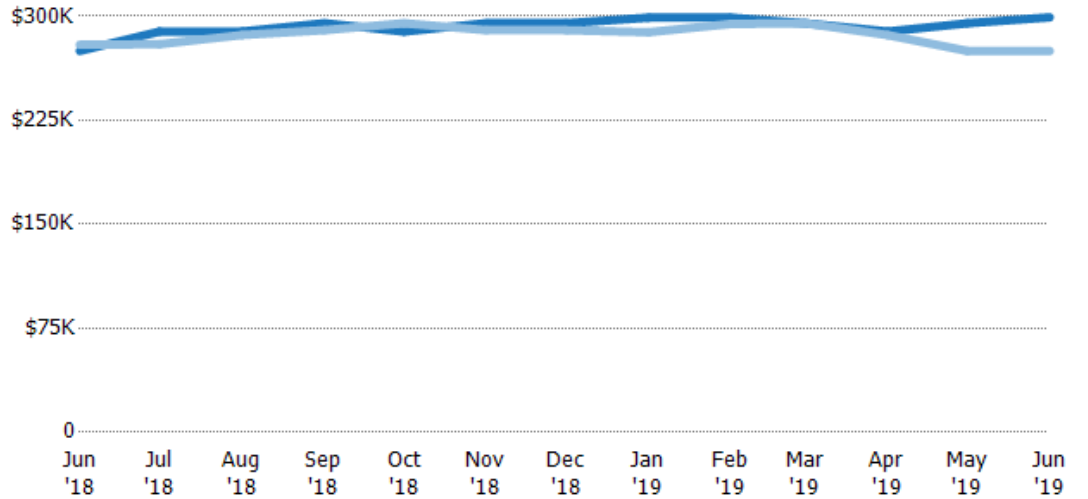
Median Listing Price

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.
Jun '19	\$299K	8.8%
Jun '18	\$275K	-1.6%
Jun '17	\$279K	-5.2%



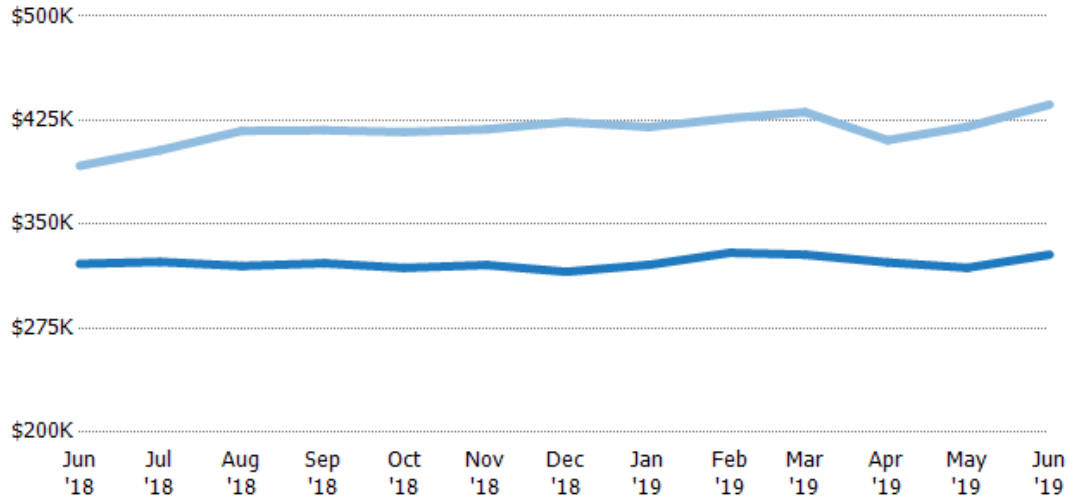
Current Year	\$275K	\$289K	\$289K	\$295K	\$289K	\$295K	\$295K	\$299K	\$299K	\$295K	\$289K	\$295K	\$299K
Prior Year	\$279K	\$280K	\$287K	\$290K	\$295K	\$290K	\$290K	\$289K	\$295K	\$295K	\$287K	\$275K	\$275K
Percent Change from Prior Year	-2%	3%	1%	2%	-2%	2%	2%	4%	2%	0%	1%	7%	9%

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



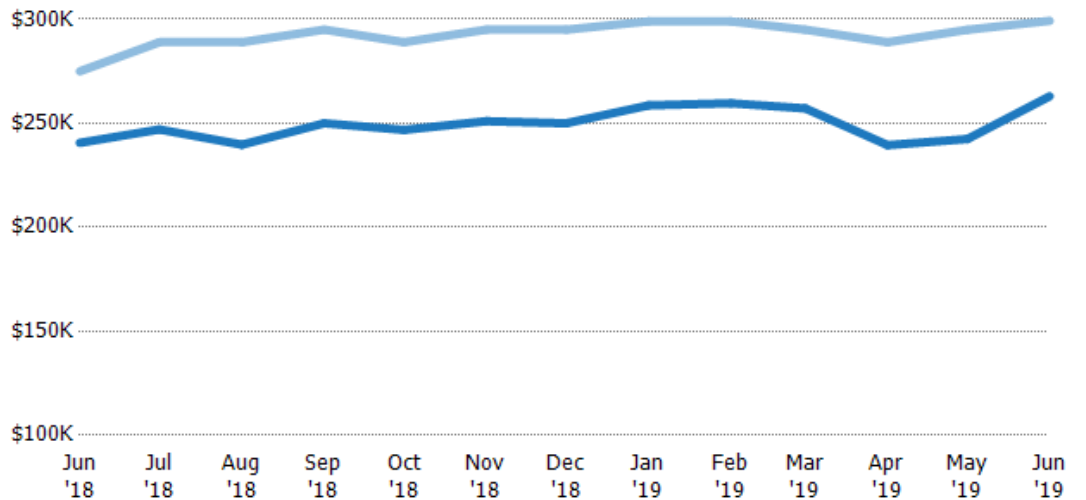
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$321K	\$323K	\$320K	\$322K	\$319K	\$321K	\$316K	\$321K	\$329K	\$328K	\$322K	\$319K	\$328K
Avg Listing Price	\$392K	\$403K	\$417K	\$418K	\$416K	\$418K	\$424K	\$420K	\$427K	\$431K	\$411K	\$420K	\$436K
Avg Listing Price as a % of Avg Est Value	122%	125%	130%	130%	131%	131%	134%	131%	129%	131%	127%	132%	133%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$241K	\$247K	\$240K	\$250K	\$247K	\$251K	\$250K	\$259K	\$260K	\$257K	\$240K	\$242K	\$263K
Median Listing Price	\$275K	\$289K	\$289K	\$295K	\$289K	\$295K	\$295K	\$299K	\$299K	\$295K	\$289K	\$295K	\$299K
Med Listing Price as a % of Med Est Value	114%	117%	121%	118%	117%	118%	118%	116%	115%	115%	121%	122%	114%

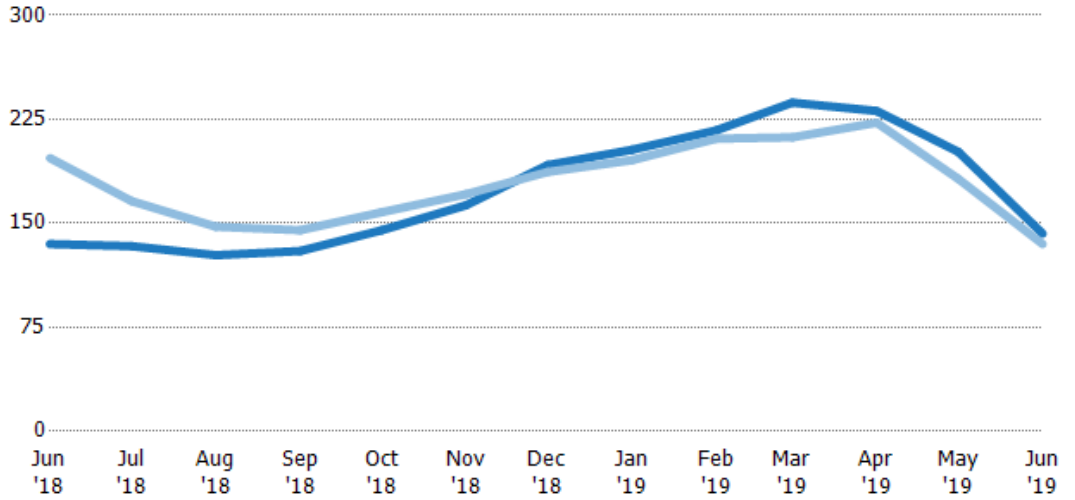
Median Days in RPR

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.
Jun '19	143	5.6%
Jun '18	135	-31.5%
Jun '17	197	-22.3%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	135	134	127	130	145	163	192	203	217	237	231	202	143
Prior Year	197	166	148	145	158	171	187	196	211	212	223	182	135
Percent Change from Prior Year	-31%	-20%	-14%	-10%	-8%	-5%	3%	4%	3%	12%	4%	11%	6%

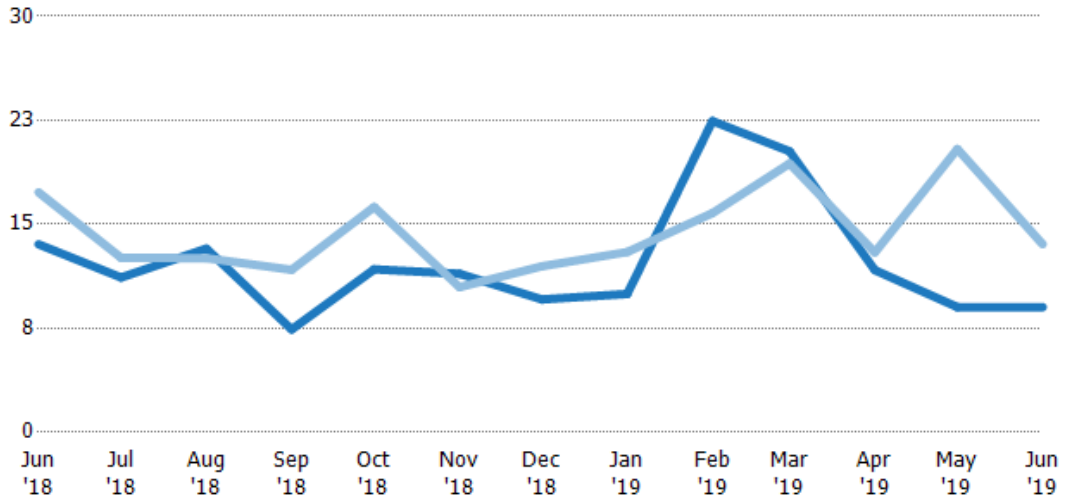
Months of Inventory

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.
Jun '19	9.02	-33.5%
Jun '18	13.6	-21.7%
Jun '17	17.3	2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	13.6	11.2	13.3	7.42	11.8	11.4	9.58	9.98	22.4	20.3	11.7	9.02	9.02
Prior Year	17.3	12.6	12.6	11.7	16.3	10.5	12	13	15.8	19.4	13	20.4	13.6
Percent Change from Prior Year	-22%	-11%	6%	-37%	-28%	9%	-20%	-23%	42%	5%	-10%	-56%	-33%

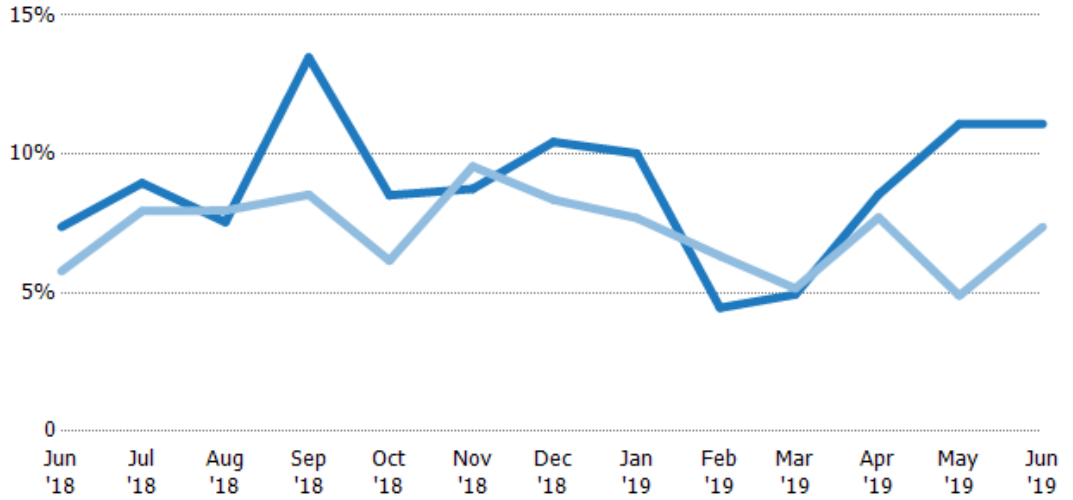
Absorption Rate

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.
Jun '19	11%	-3.7%
Jun '18	7%	-1.6%
Jun '17	6%	-1.9%



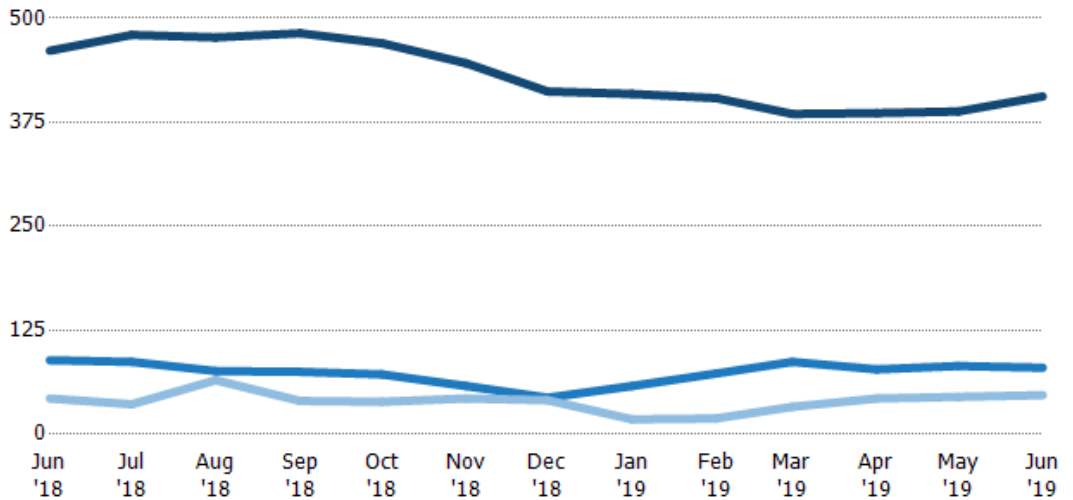
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	7%	9%	8%	13%	9%	9%	10%	10%	4%	5%	9%	11%	11%
Prior Year	6%	8%	8%	9%	6%	10%	8%	8%	6%	5%	8%	5%	7%
Change from Prior Year	-2%	-1%	0%	-5%	-2%	1%	-2%	-2%	2%	0%	-1%	-6%	-4%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	461	480	477	482	470	446	412	409	404	385	386	388	406
Pending	89	87	76	75	72	58	44	58	73	87	78	82	80
Sold	43	36	65	40	39	43	41	18	19	33	43	45	47

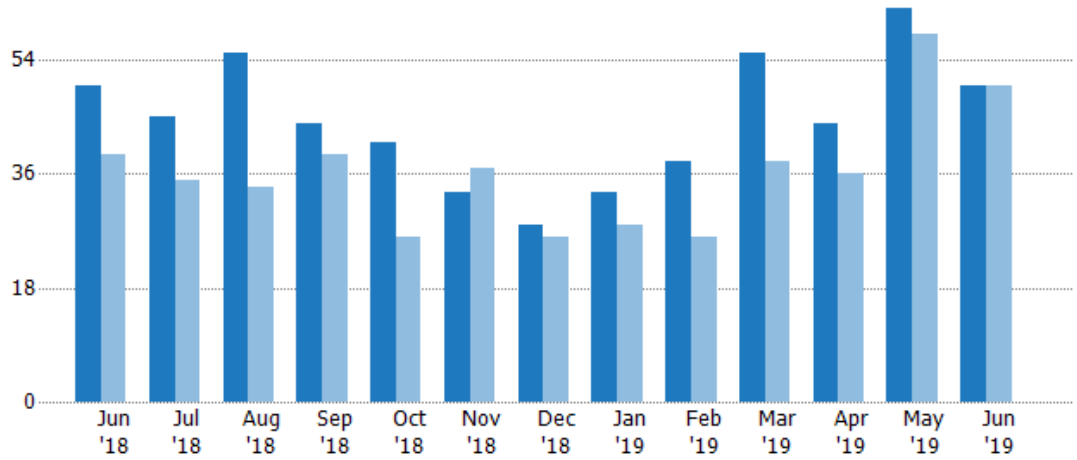
New Pending Sales

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.
Jun '19	50	0%
Jun '18	50	28.2%
Jun '17	39	12.8%



Current Year	50	45	55	44	41	33	28	33	38	55	44	62	50
Prior Year	39	35	34	39	26	37	26	28	26	38	36	58	50
Percent Change from Prior Year	28%	29%	62%	13%	58%	-11%	8%	18%	46%	45%	22%	7%	0%

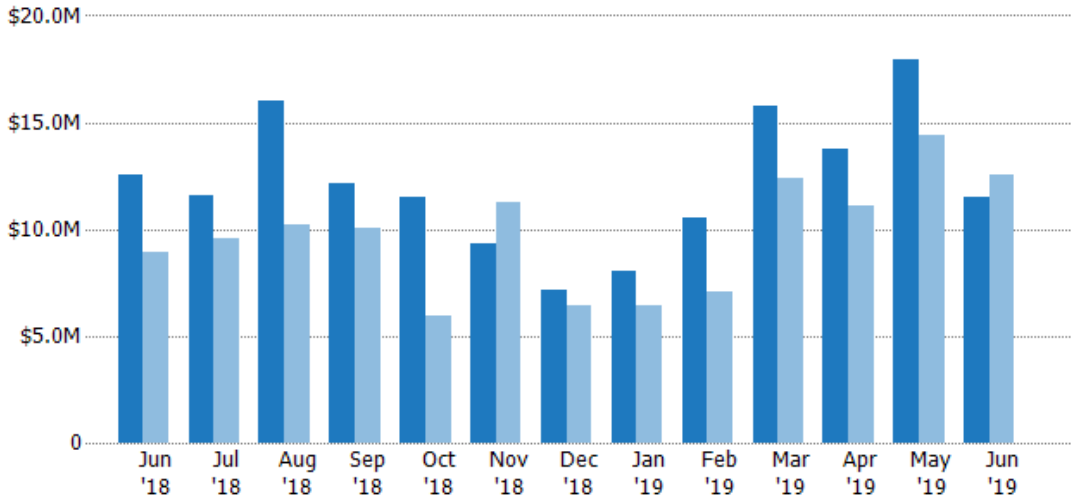
New Pending Sales Volume

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.
Jun '19	\$11.5M	-8.5%
Jun '18	\$12.5M	40.9%
Jun '17	\$8.88M	38%



Current Year	\$12.5M	\$11.6M	\$16M	\$12.2M	\$11.5M	\$9.32M	\$7.19M	\$8.01M	\$10.5M	\$15.8M	\$13.8M	\$17.9M	\$11.5M
Prior Year	\$8.88M	\$9.57M	\$10.2M	\$10.1M	\$5.93M	\$11.2M	\$6.39M	\$6.43M	\$7.03M	\$12.4M	\$11.1M	\$14.4M	\$12.5M
Percent Change from Prior Year	41%	21%	57%	21%	94%	-17%	12%	24%	50%	27%	24%	24%	-8%

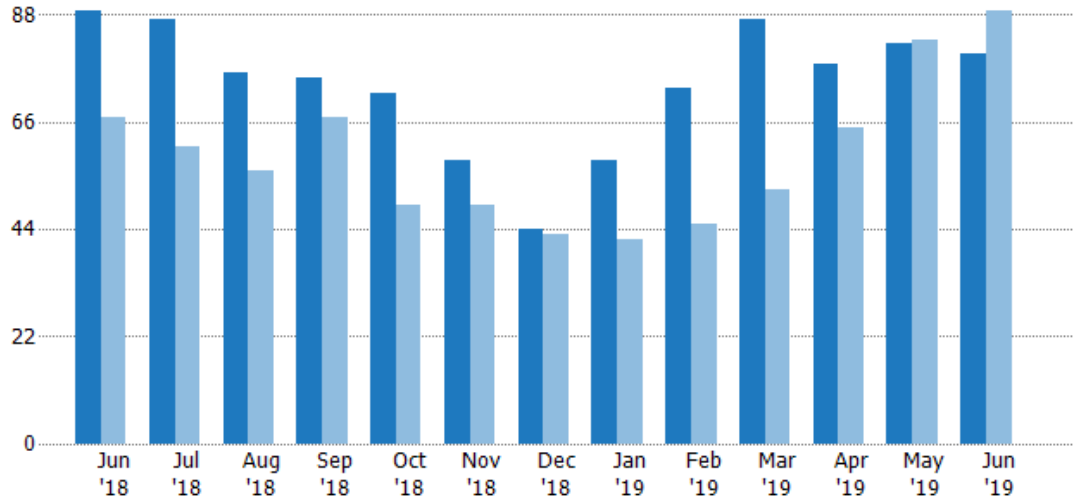
Pending Sales

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.
Jun '19	80	-10.1%
Jun '18	89	32.8%
Jun '17	67	13.4%



Current Year	89	87	76	75	72	58	44	58	73	87	78	82	80
Prior Year	67	61	56	67	49	49	43	42	45	52	65	83	89
Percent Change from Prior Year	33%	43%	36%	12%	47%	18%	2%	38%	62%	67%	20%	-1%	-10%

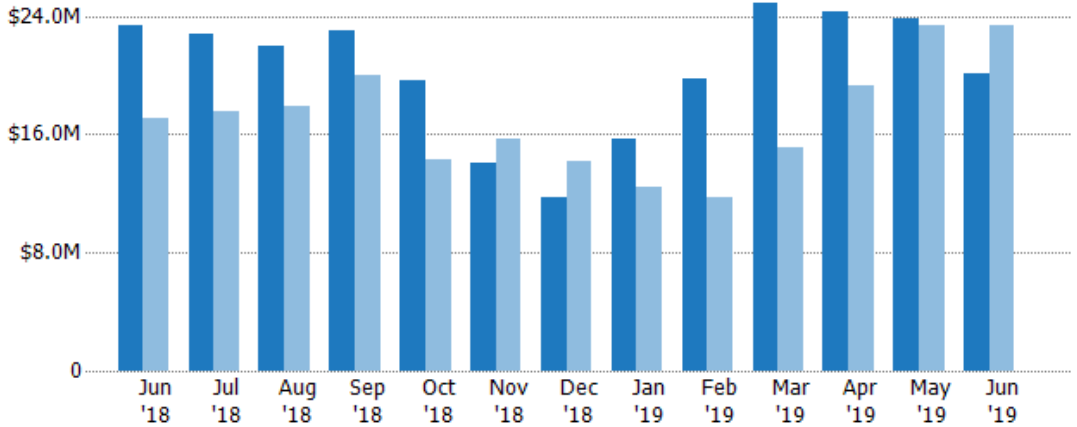
Pending Sales Volume

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.
Jun '19	\$20.1M	-13.8%
Jun '18	\$23.3M	36.9%
Jun '17	\$17M	27.5%



Current Year	\$23.3M	\$22.8M	\$21.9M	\$23M	\$19.6M	\$14.1M	\$11.7M	\$15.7M	\$19.8M	\$24.9M	\$24.3M	\$23.8M	\$20.1M
Prior Year	\$17M	\$17.5M	\$17.9M	\$20M	\$14.3M	\$15.7M	\$14.1M	\$12.4M	\$11.8M	\$15.1M	\$19.3M	\$23.4M	\$23.3M
Percent Change from Prior Year	37%	30%	23%	15%	37%	-10%	-17%	26%	68%	65%	26%	2%	-14%

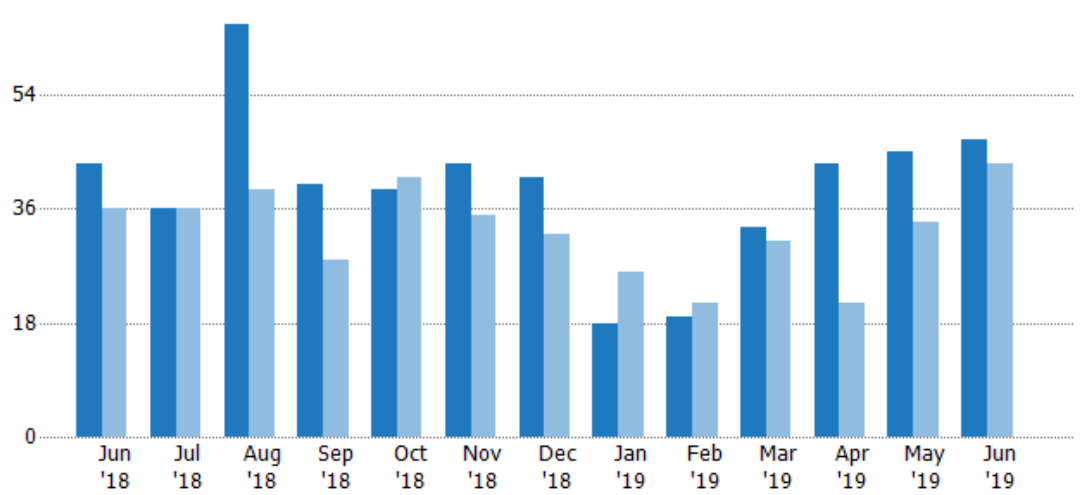
Closed Sales

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.
Jun '19	47	9.3%
Jun '18	43	19.4%
Jun '17	36	-5.6%



Current Year	43	36	65	40	39	43	41	18	19	33	43	45	47
Prior Year	36	36	39	28	41	35	32	26	21	31	21	34	43
Percent Change from Prior Year	19%	0%	67%	43%	-5%	23%	28%	-31%	-10%	6%	105%	32%	9%

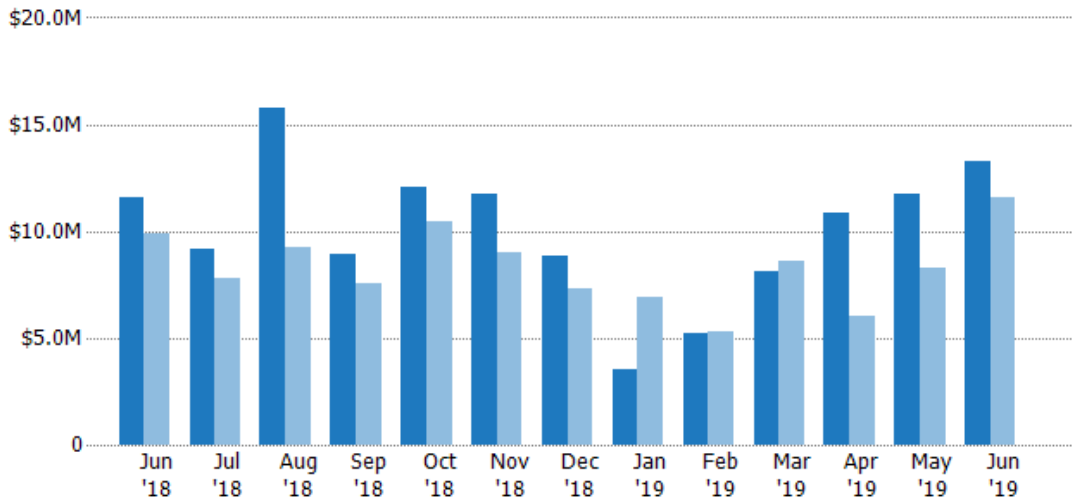
Closed Sales Volume

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.
Jun '19	\$13.3M	14.7%
Jun '18	\$11.6M	16.5%
Jun '17	\$9.92M	-20.6%



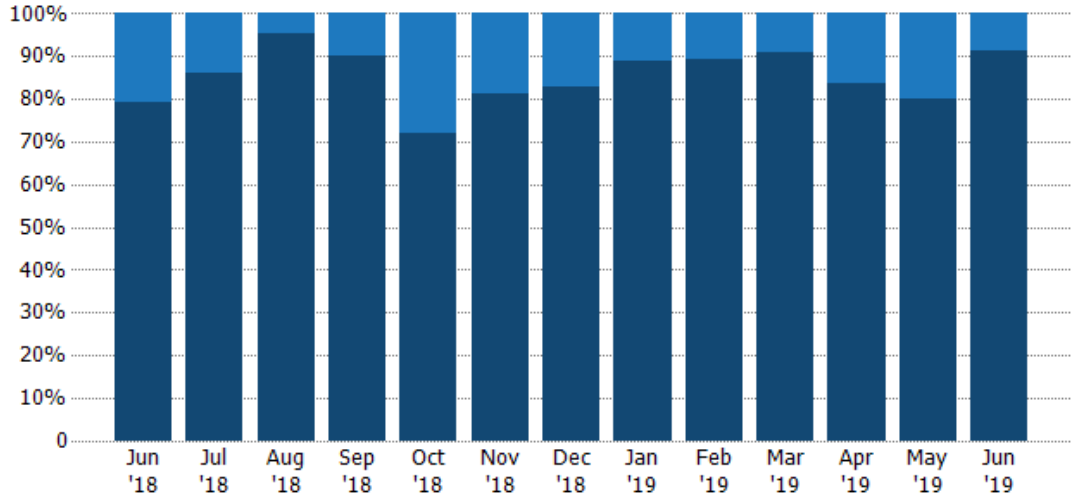
Current Year	\$11.6M	\$9.18M	\$15.8M	\$8.9M	\$12M	\$11.7M	\$8.87M	\$3.53M	\$5.25M	\$8.09M	\$10.8M	\$11.7M	\$13.3M
Prior Year	\$9.92M	\$7.79M	\$9.24M	\$7.56M	\$10.5M	\$9.01M	\$7.34M	\$6.94M	\$5.31M	\$8.64M	\$6.05M	\$8.3M	\$11.6M
Percent Change from Prior Year	17%	18%	71%	18%	15%	30%	21%	-49%	-1%	-6%	79%	41%	15%

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



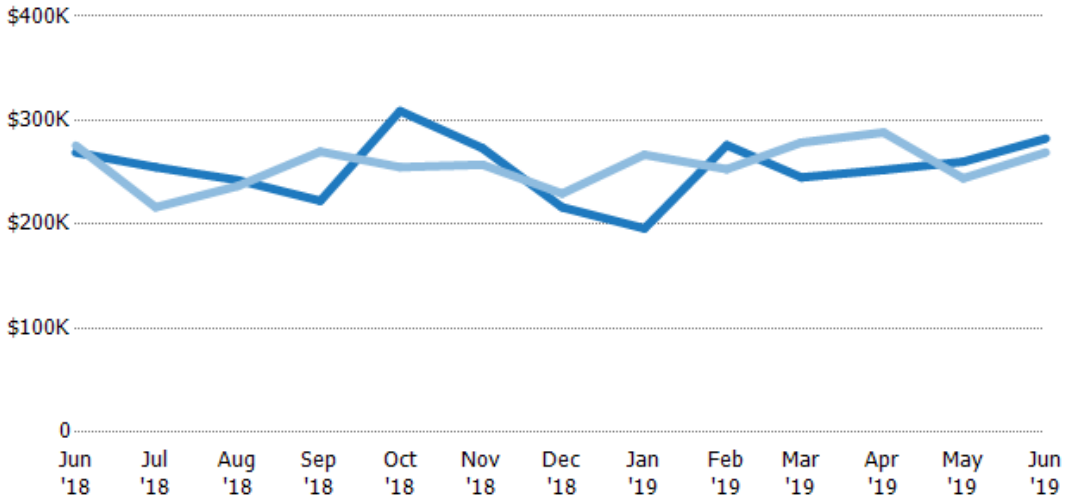
Condo/Townhouse	21%	14%	5%	10%	28%	19%	17%	11%	11%	9%	16%	20%	9%
Single Family Residence	79%	86%	95%	90%	72%	81%	83%	89%	89%	91%	84%	80%	91%

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



Current Year	\$269K	\$255K	\$242K	\$223K	\$309K	\$273K	\$216K	\$196K	\$276K	\$245K	\$252K	\$260K	\$282K
Prior Year	\$276K	\$216K	\$237K	\$270K	\$255K	\$257K	\$229K	\$267K	\$253K	\$279K	\$288K	\$244K	\$269K
Percent Change from Prior Year	-2%	18%	2%	-18%	21%	6%	-6%	-27%	9%	-12%	-13%	7%	5%

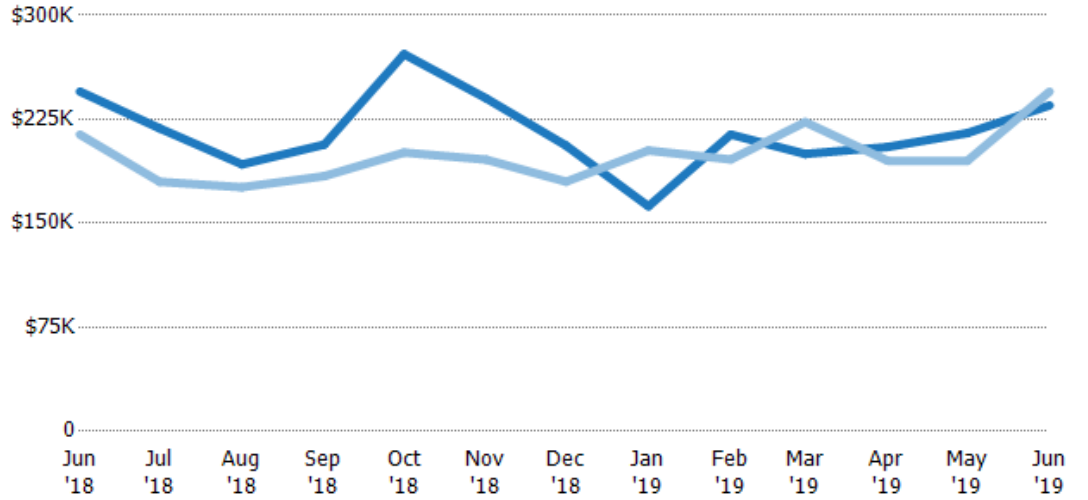
Median Sales Price

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.
Jun '19	\$235K	-4.1%
Jun '18	\$245K	14.5%
Jun '17	\$214K	-26.6%



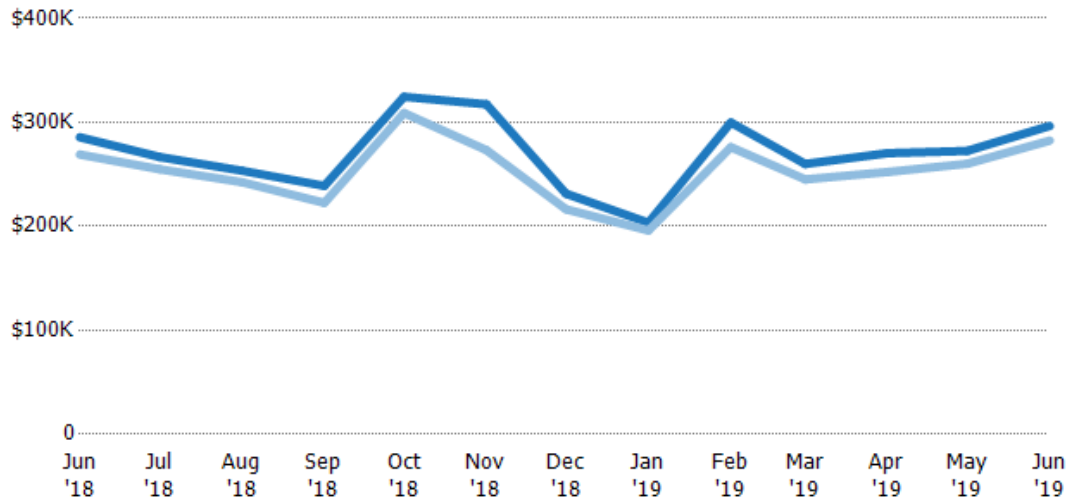
Current Year	\$245K	\$219K	\$193K	\$207K	\$272K	\$240K	\$206K	\$162K	\$214K	\$200K	\$205K	\$215K	\$235K
Prior Year	\$214K	\$180K	\$176K	\$184K	\$201K	\$196K	\$180K	\$203K	\$196K	\$223K	\$195K	\$195K	\$245K
Percent Change from Prior Year	14%	21%	9%	12%	35%	23%	14%	-20%	9%	-10%	5%	10%	-4%

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



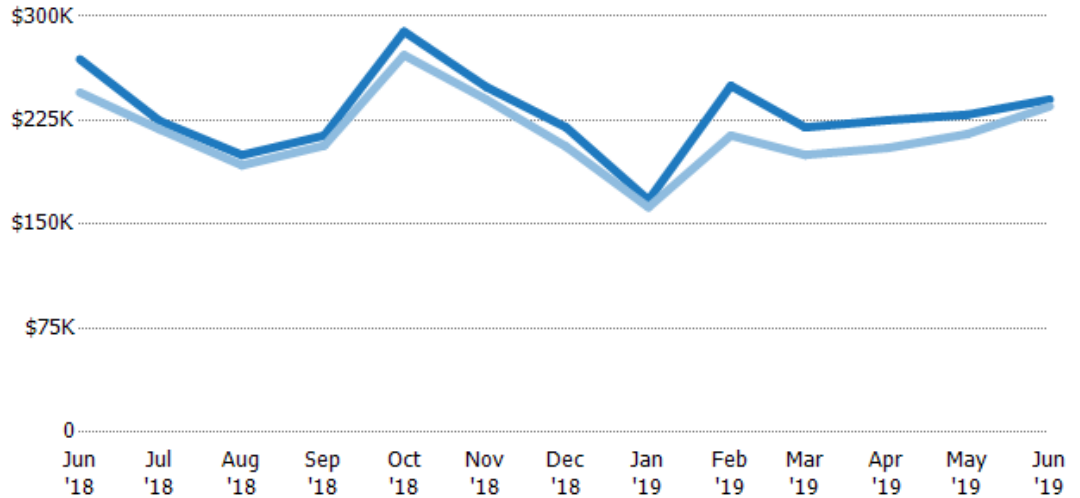
Avg List Price	\$286K	\$267K	\$253K	\$239K	\$325K	\$317K	\$231K	\$203K	\$300K	\$260K	\$270K	\$272K	\$296K
Avg Sales Price	\$269K	\$255K	\$242K	\$223K	\$309K	\$273K	\$216K	\$196K	\$276K	\$245K	\$252K	\$260K	\$282K
Avg Sales Price as a % of Avg List Price	94%	96%	96%	93%	95%	86%	94%	96%	92%	94%	93%	95%	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



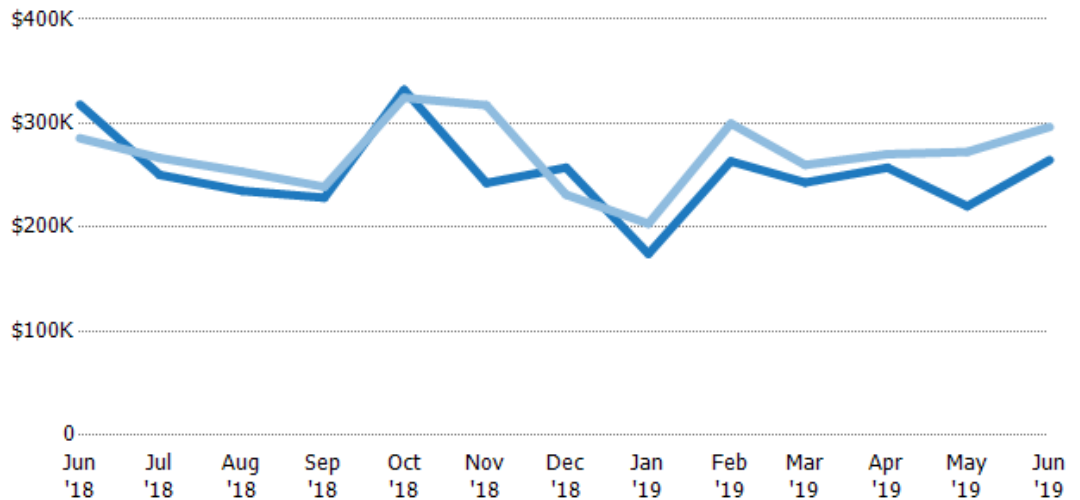
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$269K	\$225K	\$200K	\$214K	\$289K	\$249K	\$220K	\$167K	\$250K	\$220K	\$225K	\$229K	\$240K
Median Sales Price	\$245K	\$219K	\$193K	\$207K	\$272K	\$240K	\$206K	\$162K	\$214K	\$200K	\$205K	\$215K	\$235K
Med Sales Price as a % of Med List Price	91%	97%	96%	97%	94%	96%	94%	97%	86%	91%	91%	94%	98%

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



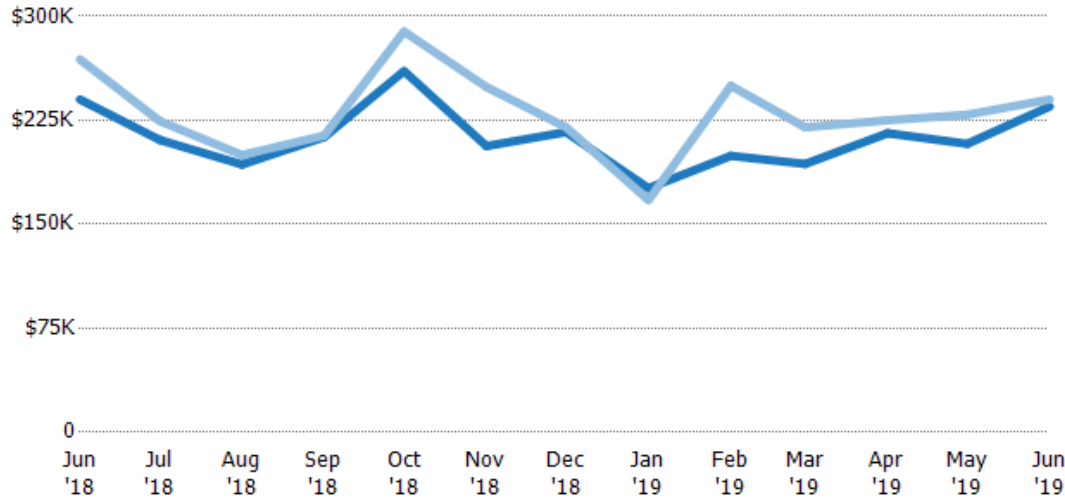
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$318K	\$250K	\$235K	\$228K	\$332K	\$243K	\$257K	\$174K	\$263K	\$243K	\$257K	\$220K	\$265K
Avg Sales Price	\$286K	\$267K	\$253K	\$239K	\$325K	\$317K	\$231K	\$203K	\$300K	\$260K	\$270K	\$272K	\$296K
Avg Sales Price as a % of Avg Est Value	90%	106%	108%	105%	98%	131%	90%	117%	114%	107%	105%	124%	112%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$240K	\$211K	\$193K	\$213K	\$261K	\$206K	\$216K	\$176K	\$199K	\$194K	\$216K	\$208K	\$235K
Median Sales Price	\$269K	\$225K	\$200K	\$214K	\$289K	\$249K	\$220K	\$167K	\$250K	\$220K	\$225K	\$229K	\$240K
Med Sales Price as a % of Med Est Value	112%	106%	104%	100%	111%	121%	102%	95%	125%	114%	104%	110%	102%