

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	47	68	-30.9%	484	533	-9.2%
New Listing Volume	\$17,080,000	\$26,156,200	-34.7%	\$178,725,078	\$178,448,187	+0.2%
Active Listing Count	385	479	-19.6%	N/A	N/A	
Active Listing Volume	\$177,344,038	\$197,834,599	-10.4%	N/A	N/A	
Average Listing Price	\$460,634	\$413,016	+11.5%	\$430,256	\$401,242	+7.2%
Median Listing Price	\$319,000	\$285,000	+11.9%	\$300,876	\$284,874	+5.6%
Median Days in RPR	116	123	-5.7%	174.95	161.44	+8.4%
Months of Inventory	9.9	13.7	-27.9%	11.7	13.8	-15.7%
Absorption Rate	10.13%	7.31%	+2.8%	8.58%	7.23%	+1.4%
Sales Activity Charts Metrics						
New Pending Sales Count	52	55	-5.5%	419	334	+25.4%
New Pending Sales Volume	\$18,254,588	\$16,024,800	+13.9%	\$121,284,326	\$91,005,788	+33.3%
Pending Sales Count	86	76	+13.2%	N/A	N/A	
Pending Sales Volume	\$27,845,028	\$21,516,300	+29.4%	N/A	N/A	
Closed Sales Count	60	66	-9.1%	310	276	+12.3%
Closed Sales Volume	\$14,894,681	\$16,045,200	-7.2%	\$77,925,435	\$70,848,619	+10%
Average Sales Price	\$248,245	\$243,109	+2.1%	\$251,372	\$256,698	-2.1%
Median Sales Price	\$217,500	\$197,250	+10.3%	\$211,045	\$210,971	+0%

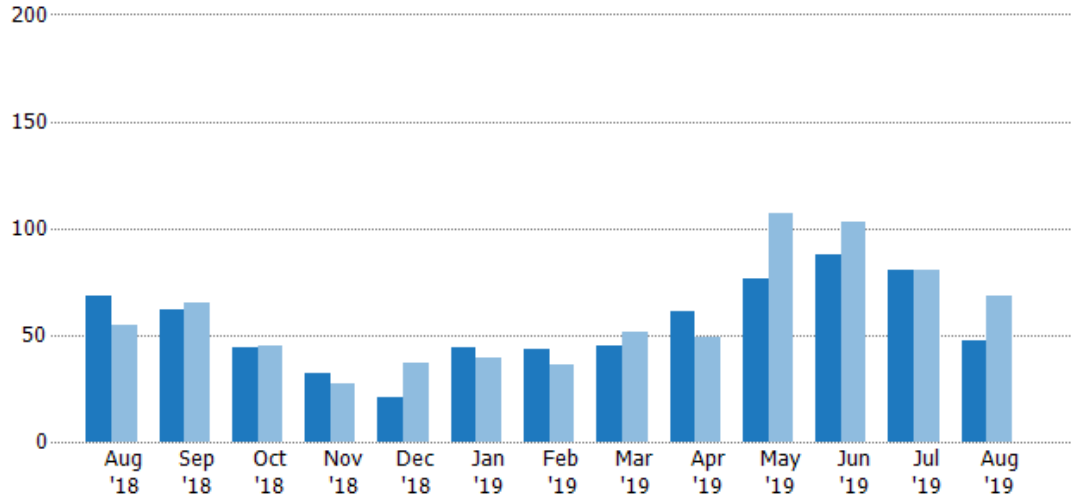
New Listings

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.
Aug '19	47	-30.9%
Aug '18	68	23.6%
Aug '17	55	23.6%



Current Year	68	62	44	32	21	44	43	45	61	76	88	80	47
Prior Year	55	65	45	27	37	39	36	51	49	107	103	80	68
Percent Change from Prior Year	24%	-5%	-2%	19%	-43%	13%	19%	-12%	24%	-29%	-15%	0%	-31%

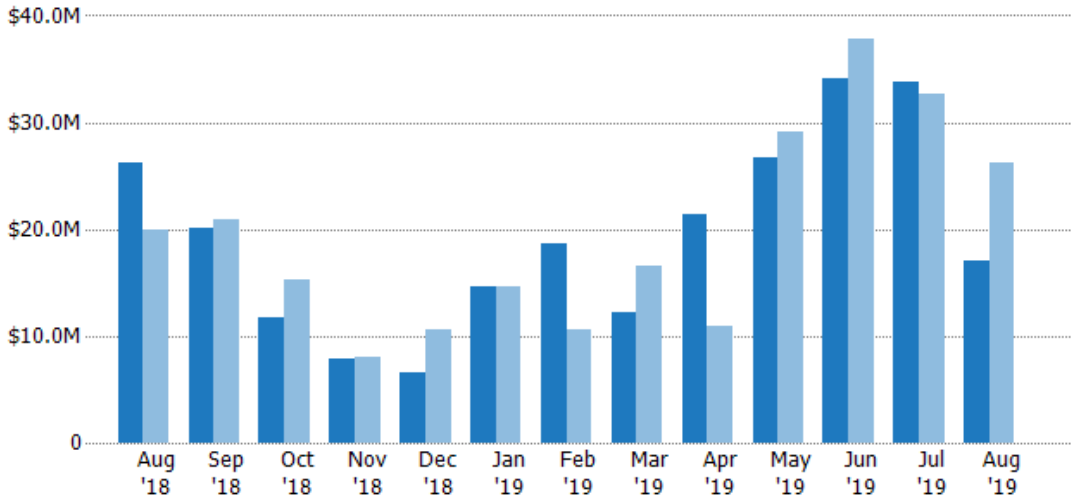
New Listing Volume

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.
Aug '19	\$17.1M	-34.7%
Aug '18	\$26.2M	31.1%
Aug '17	\$20M	31.1%



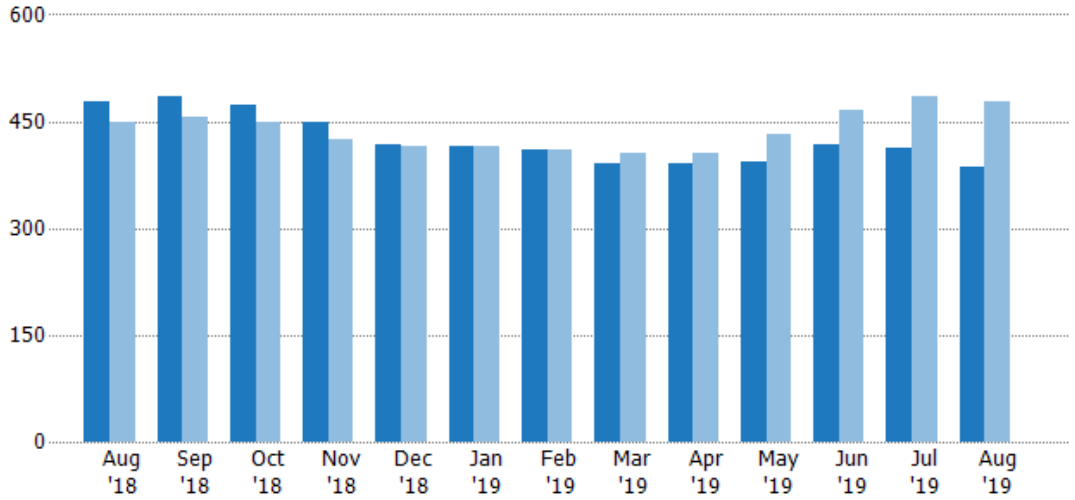
Current Year	\$26.2M	\$20M	\$11.8M	\$7.85M	\$6.5M	\$14.6M	\$18.7M	\$12.2M	\$21.4M	\$26.7M	\$34.2M	\$33.9M	\$17.1M
Prior Year	\$20M	\$20.9M	\$15.3M	\$8.08M	\$10.7M	\$14.6M	\$10.7M	\$16.5M	\$10.9M	\$29.1M	\$37.8M	\$32.7M	\$26.2M
Percent Change from Prior Year	31%	-4%	-23%	-3%	-39%	0%	75%	-26%	96%	-8%	-10%	4%	-35%

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.
Aug '19	385	-19.6%
Aug '18	479	6.7%
Aug '17	449	14.3%

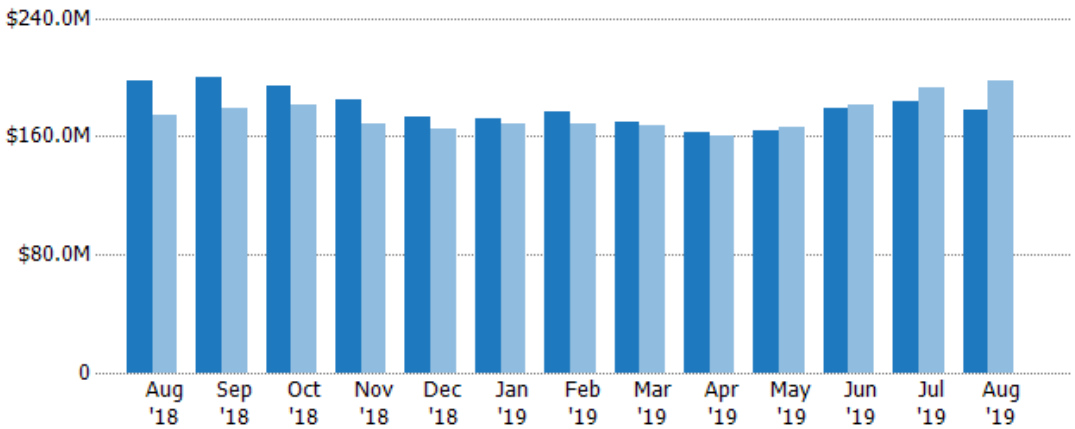
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	479	484	473	448	417	415	411	391	391	394	418	412	385
Prior Year	449	455	450	424	416	414	411	406	405	433	466	486	479
Percent Change from Prior Year	7%	6%	5%	6%	0%	0%	0%	-4%	-3%	-9%	-10%	-15%	-20%

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.
Aug '19	\$177M	-10.4%
Aug '18	\$198M	13.6%
Aug '17	\$174M	19.5%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$198M	\$200M	\$194M	\$185M	\$173M	\$172M	\$176M	\$169M	\$163M	\$163M	\$179M	\$184M	\$177M
Prior Year	\$174M	\$179M	\$181M	\$169M	\$165M	\$169M	\$169M	\$168M	\$161M	\$166M	\$181M	\$193M	\$198M
Percent Change from Prior Year	14%	12%	7%	9%	5%	2%	4%	1%	1%	-2%	-1%	-5%	-10%

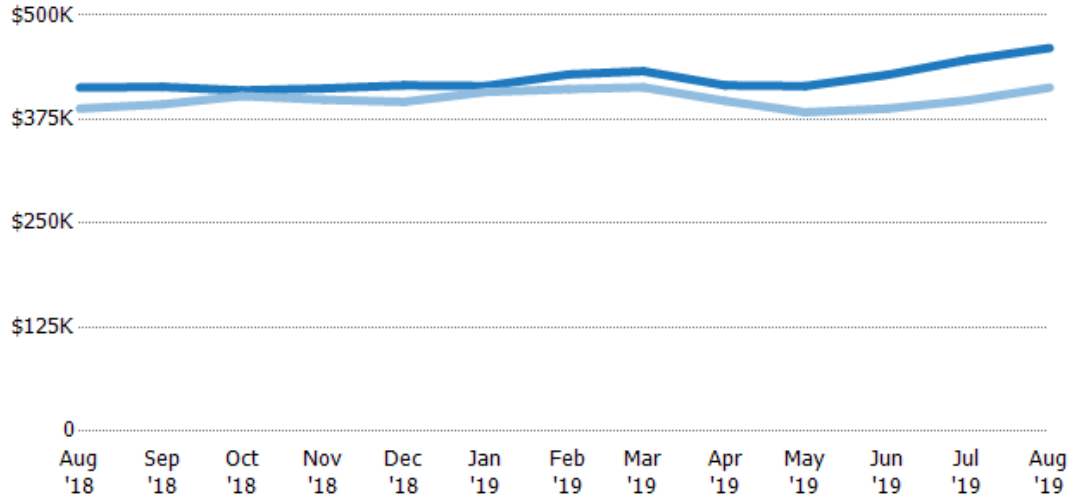
Average Listing Price

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.
Aug '19	\$461K	11.5%
Aug '18	\$413K	6.5%
Aug '17	\$388K	4.6%



Current Year	\$413K	\$414K	\$410K	\$412K	\$416K	\$415K	\$429K	\$433K	\$416K	\$415K	\$428K	\$446K	\$461K
Prior Year	\$388K	\$393K	\$403K	\$399K	\$396K	\$408K	\$411K	\$413K	\$397K	\$383K	\$388K	\$398K	\$413K
Percent Change from Prior Year	6%	5%	2%	3%	5%	2%	4%	5%	5%	8%	10%	12%	12%

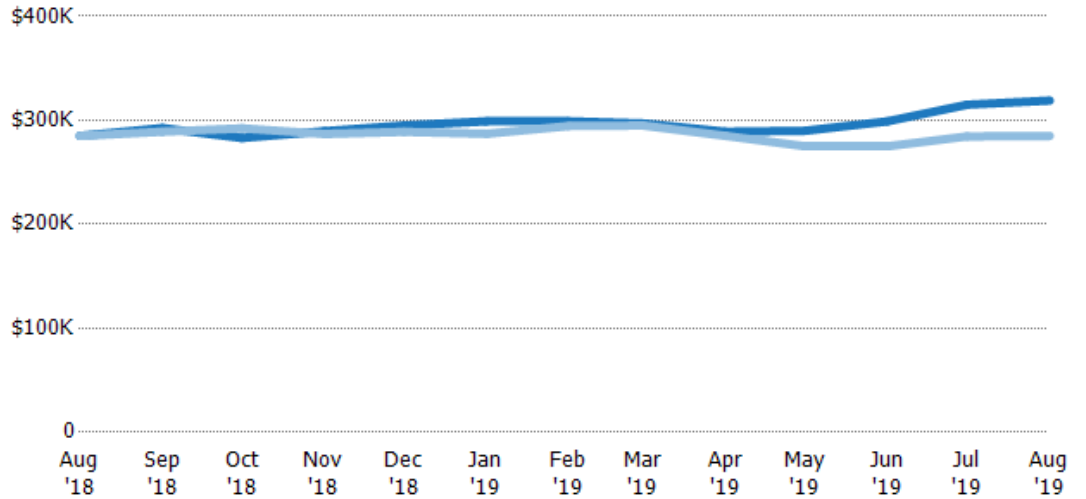
Median Listing Price

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.
Aug '19	\$319K	11.9%
Aug '18	\$285K	0%
Aug '17	\$285K	-2.1%



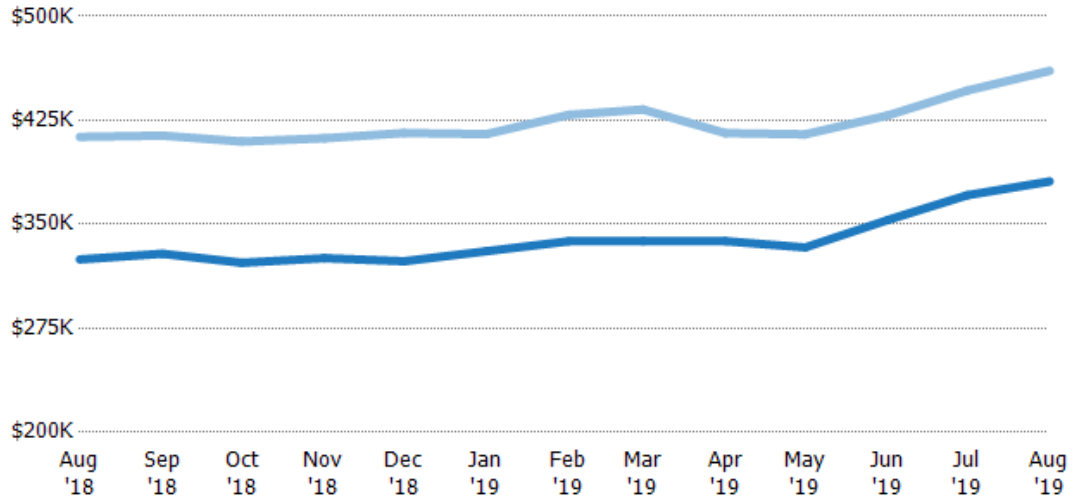
Current Year	\$285K	\$293K	\$283K	\$290K	\$295K	\$299K	\$299K	\$297K	\$289K	\$290K	\$299K	\$315K	\$319K
Prior Year	\$285K	\$289K	\$292K	\$287K	\$289K	\$287K	\$295K	\$295K	\$285K	\$275K	\$275K	\$285K	\$285K
Percent Change from Prior Year	0%	1%	-3%	1%	2%	4%	2%	1%	1%	5%	9%	11%	12%

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

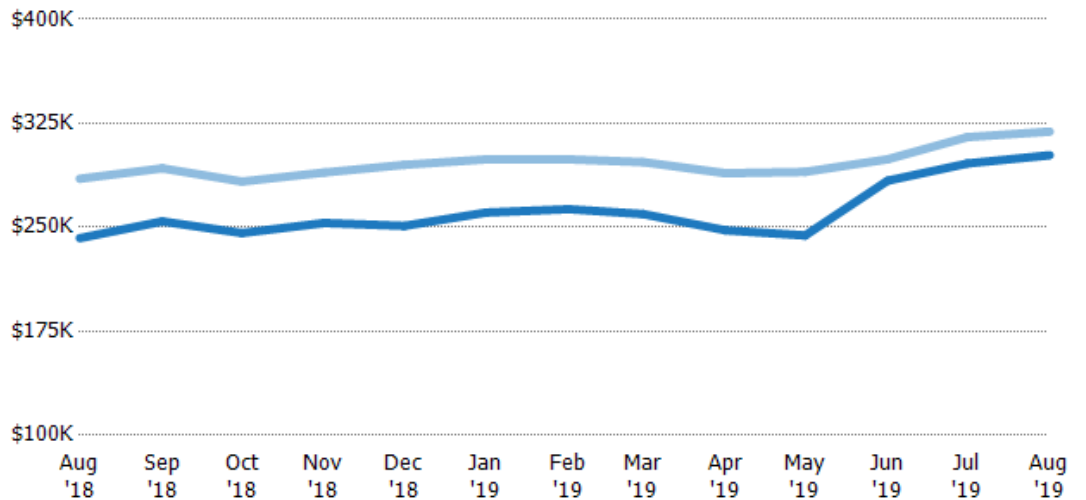


Median Listing Price vs Median Est Value

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



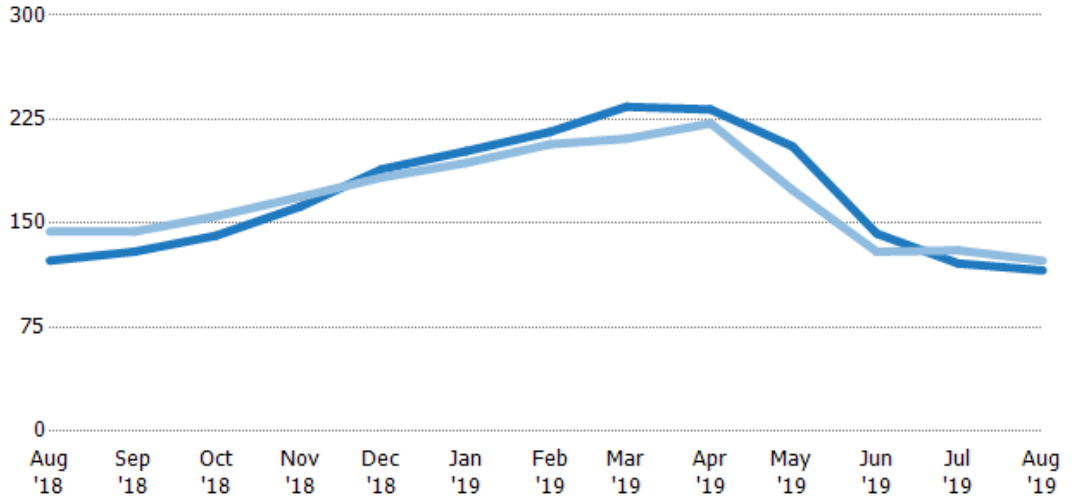
Median Days in RPR

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.
Aug '19	116	-5.7%
Aug '18	123	-14.6%
Aug '17	144	-8.3%



Current Year	123	130	141	162	189	202	216	234	232	206	143	121	116
Prior Year	144	144	155	169	183	194	207	211	222	174	130	131	123
Percent Change from Prior Year	-15%	-10%	-9%	-4%	3%	4%	4%	11%	5%	18%	10%	-7%	-6%

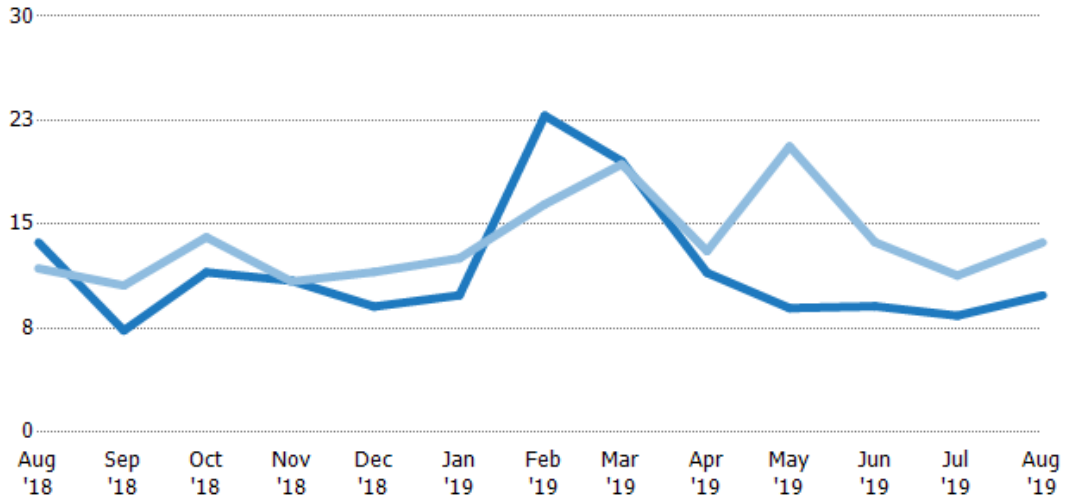
Months of Inventory

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.
Aug '19	9.87	-27.9%
Aug '18	13.7	15.8%
Aug '17	11.8	27.7%



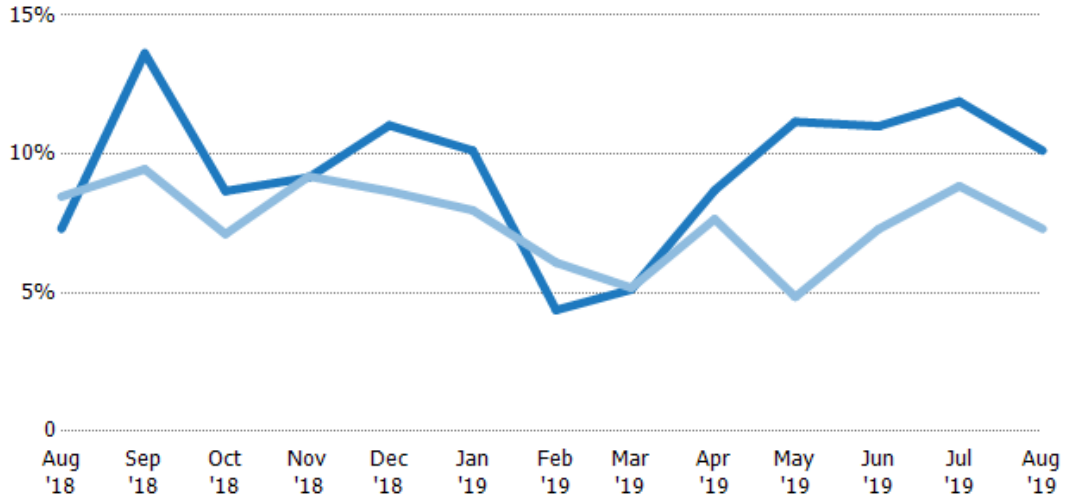
Current Year	13.7	7.33	11.5	10.9	9.07	9.88	22.8	19.6	11.5	8.95	9.09	8.41	9.87
Prior Year	11.8	10.6	14.1	10.9	11.6	12.5	16.4	19.3	13.1	20.6	13.7	11.3	13.7
Percent Change from Prior Year	16%	-31%	-18%	1%	-22%	-21%	39%	1%	-12%	-57%	-34%	-26%	-28%

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.
Aug '19	10%	-2.8%
Aug '18	7%	1.2%
Aug '17	8%	-21.7%

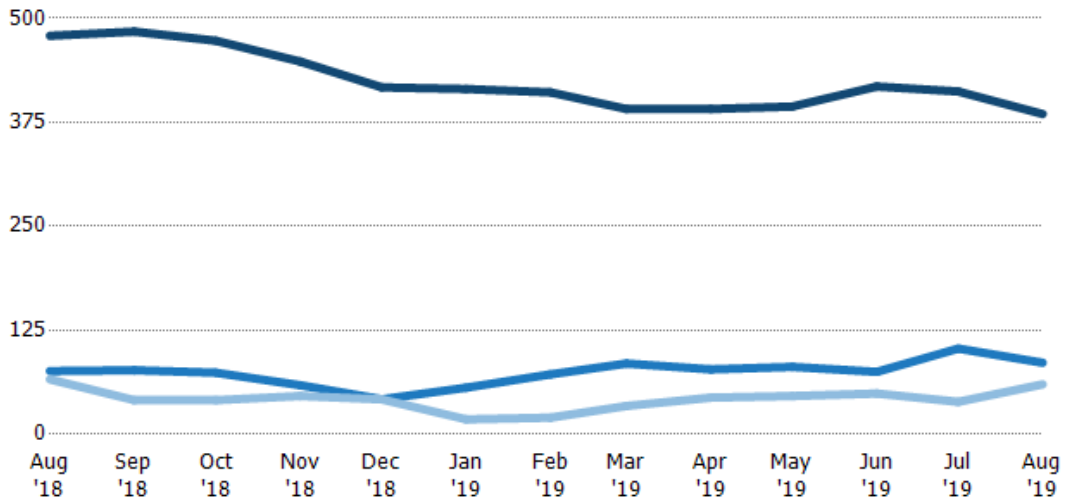
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	7%	14%	9%	9%	11%	10%	4%	5%	9%	11%	11%	12%	10%
Prior Year	8%	9%	7%	9%	9%	8%	6%	5%	8%	5%	7%	9%	7%
Change from Prior Year	1%	-4%	-2%	0%	-2%	-2%	2%	0%	-1%	-6%	-4%	-3%	-3%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	479	484	473	448	417	415	411	391	391	394	418	412	385
Pending	76	77	74	59	42	56	72	85	78	81	75	103	86
Sold	66	41	41	46	42	18	20	34	44	46	49	39	60

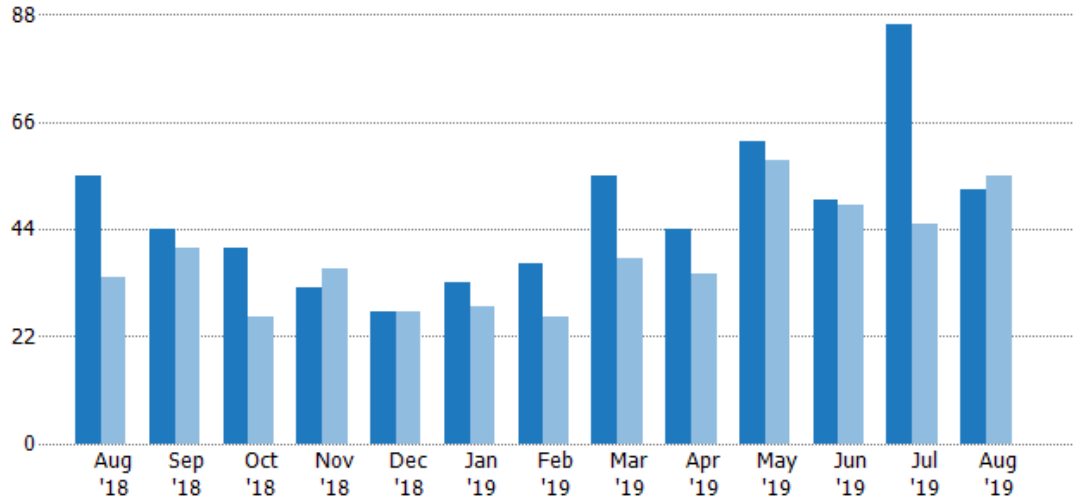
New Pending Sales

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.
Aug '19	52	-5.5%
Aug '18	55	61.8%
Aug '17	34	26.5%



Current Year	55	44	40	32	27	33	37	55	44	62	50	86	52
Prior Year	34	40	26	36	27	28	26	38	35	58	49	45	55
Percent Change from Prior Year	62%	10%	54%	-11%	0%	18%	42%	45%	26%	7%	2%	91%	-5%

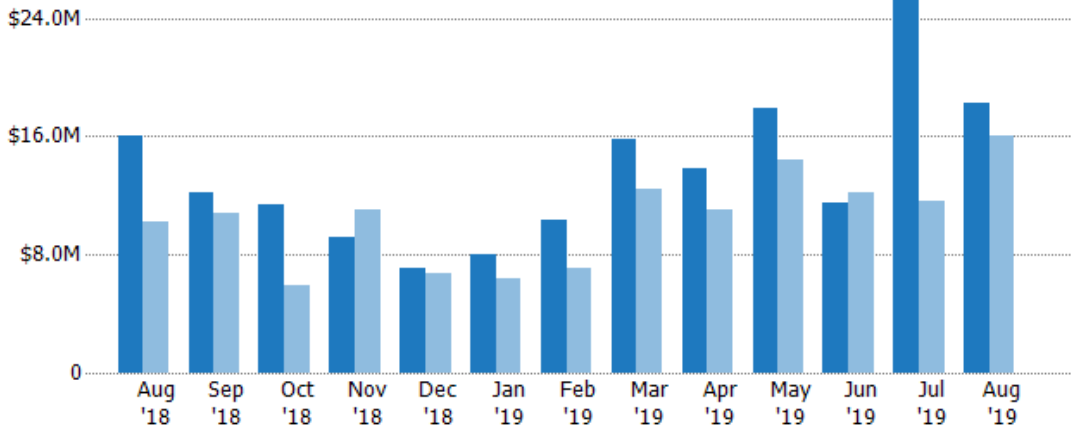
New Pending Sales Volume

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.
Aug '19	\$18.3M	13.9%
Aug '18	\$16M	57.1%
Aug '17	\$10.2M	-2.8%



Current Year	\$16M	\$12.2M	\$11.4M	\$9.22M	\$7.13M	\$8.01M	\$10.4M	\$15.8M	\$13.8M	\$17.9M	\$11.5M	\$25.7M	\$18.3M
Prior Year	\$10.2M	\$10.8M	\$5.93M	\$11M	\$6.67M	\$6.43M	\$7.03M	\$12.4M	\$11M	\$14.4M	\$12.2M	\$11.6M	\$16M
Percent Change from Prior Year	57%	13%	93%	-17%	7%	24%	48%	27%	25%	24%	-6%	122%	14%

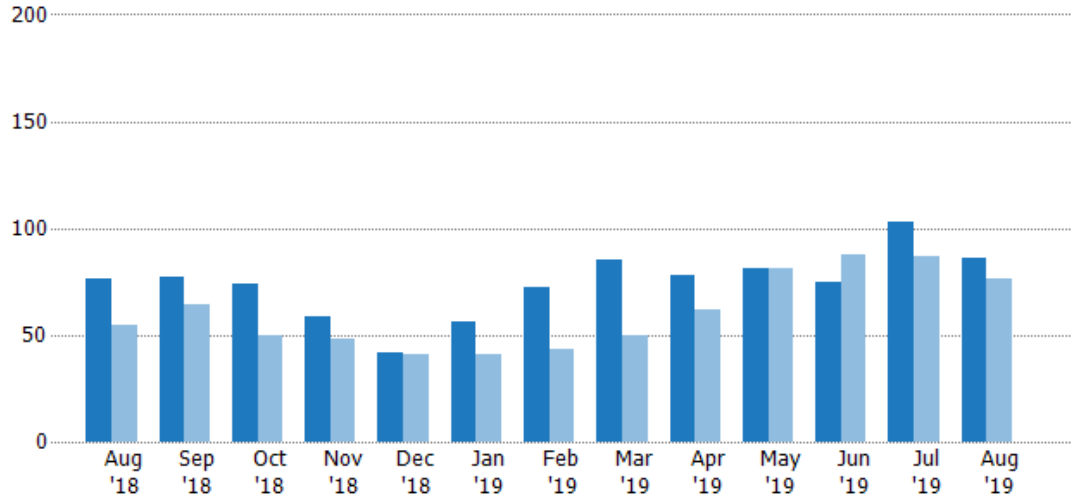
Pending Sales

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.
Aug '19	86	13.2%
Aug '18	76	38.2%
Aug '17	55	38.2%



Current Year	76	77	74	59	42	56	72	85	78	81	75	103	86
Prior Year	55	64	50	48	41	41	43	50	62	81	88	87	76
Percent Change from Prior Year	38%	20%	48%	23%	2%	37%	67%	70%	26%	0%	-15%	18%	13%

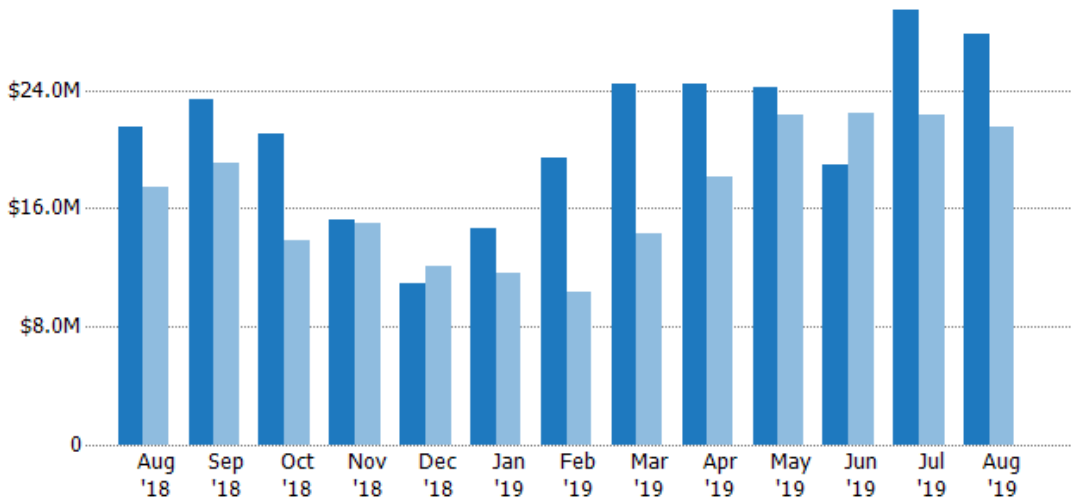
Pending Sales Volume

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.
Aug '19	\$27.8M	29.4%
Aug '18	\$21.5M	23.8%
Aug '17	\$17.4M	26.8%



Current Year	\$21.5M	\$23.4M	\$21M	\$15.2M	\$10.9M	\$14.7M	\$19.4M	\$24.4M	\$24.4M	\$24.2M	\$19M	\$29.4M	\$27.8M
Prior Year	\$17.4M	\$19.1M	\$13.9M	\$14.9M	\$12.1M	\$11.6M	\$10.4M	\$14.3M	\$18.2M	\$22.4M	\$22.5M	\$22.3M	\$21.5M
Percent Change from Prior Year	24%	23%	52%	2%	-9%	26%	87%	71%	34%	8%	-16%	32%	29%

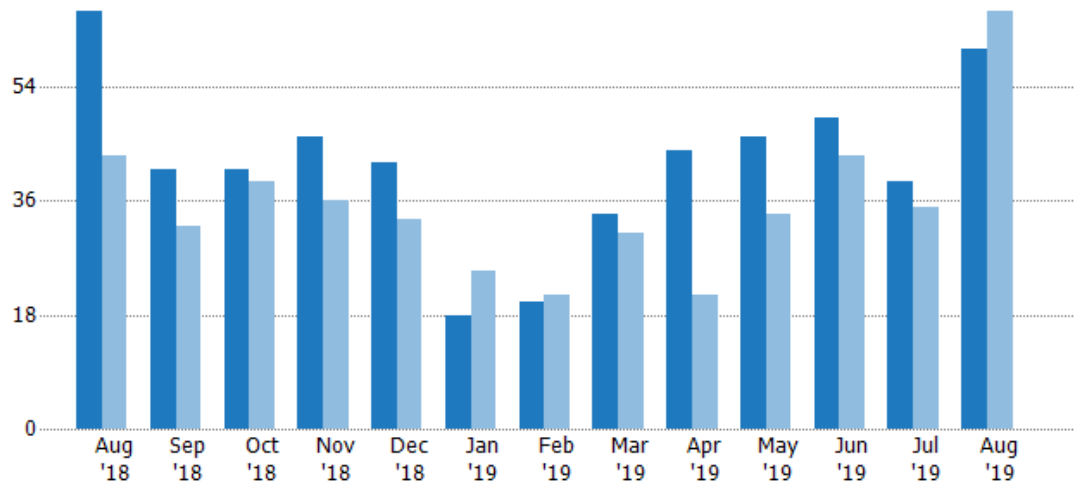
Closed Sales

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.
Aug '19	60	-9.1%
Aug '18	66	53.5%
Aug '17	43	2.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	66	41	41	46	42	18	20	34	44	46	49	39	60
Prior Year	43	32	39	36	33	25	21	31	21	34	43	35	66
Percent Change from Prior Year	53%	28%	5%	28%	27%	-28%	-5%	10%	110%	35%	14%	11%	-9%

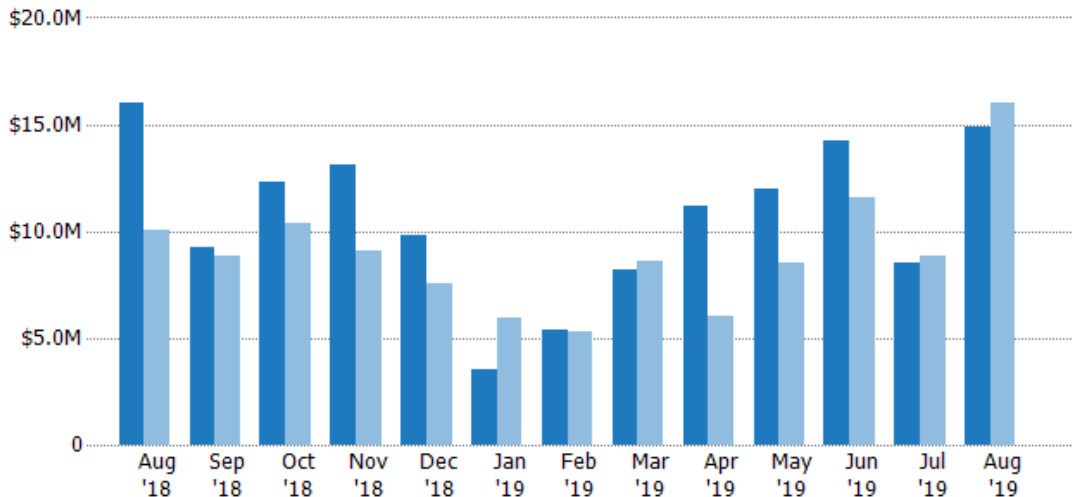
Closed Sales Volume

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.
Aug '19	\$14.9M	-7.2%
Aug '18	\$16M	59.6%
Aug '17	\$10.1M	6.2%



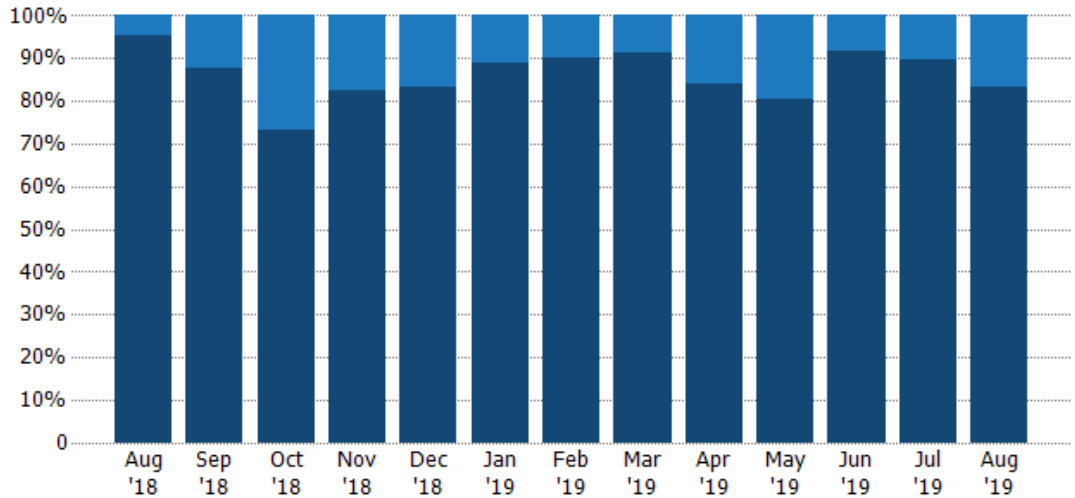
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$16M	\$9.28M	\$12.3M	\$13.1M	\$9.83M	\$3.53M	\$5.37M	\$8.23M	\$11.2M	\$12M	\$14.2M	\$8.5M	\$14.9M
Prior Year	\$10.1M	\$8.87M	\$10.4M	\$9.1M	\$7.56M	\$5.91M	\$5.31M	\$8.64M	\$6.05M	\$8.5M	\$11.6M	\$8.82M	\$16M
Percent Change from Prior Year	60%	5%	18%	44%	30%	-40%	1%	-5%	85%	41%	23%	-4%	-7%

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



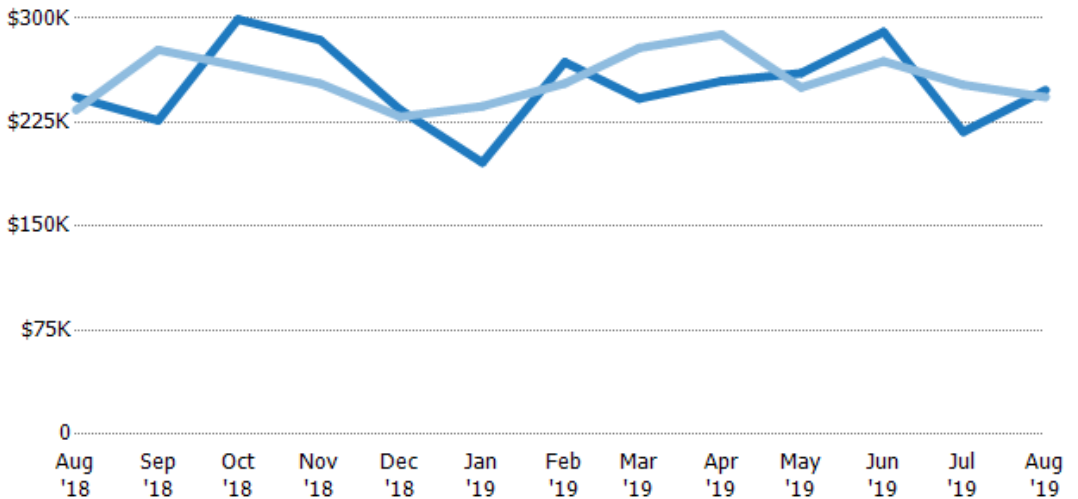
Condo/Townhouse	5%	12%	27%	17%	17%	11%	10%	9%	16%	20%	8%	10%	17%
Single Family Residence	95%	88%	73%	83%	83%	89%	90%	91%	84%	80%	92%	90%	83%

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	\$243K	\$226K	\$299K	\$284K	\$234K	\$196K	\$268K	\$242K	\$255K	\$260K	\$290K	\$218K	\$248K
Prior Year	\$234K	\$277K	\$266K	\$253K	\$229K	\$237K	\$253K	\$279K	\$288K	\$250K	\$269K	\$252K	\$243K
Percent Change from Prior Year	4%	-18%	13%	12%	2%	-17%	6%	-13%	-12%	4%	8%	-13%	2%

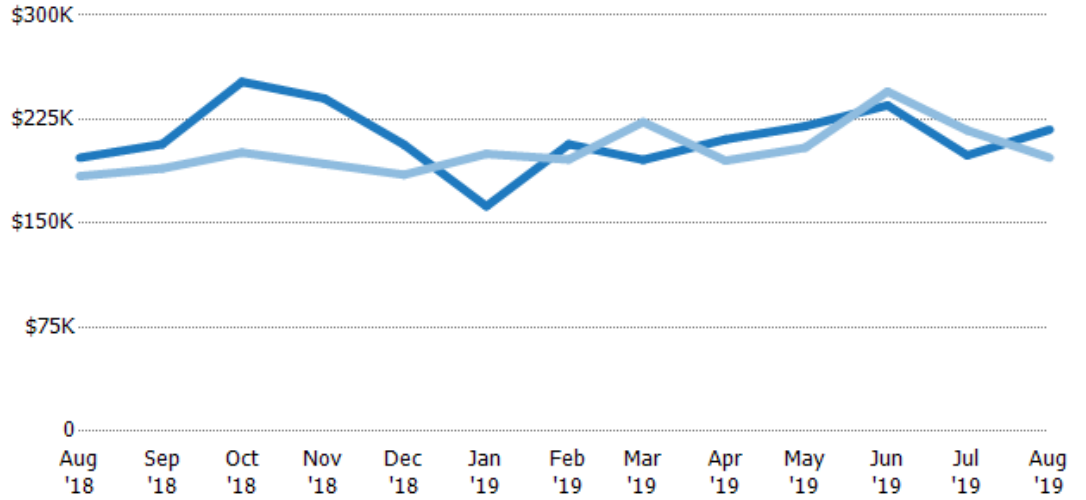
Median Sales Price

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.
Aug '19	\$218K	10.3%
Aug '18	\$197K	7.2%
Aug '17	\$184K	20.1%



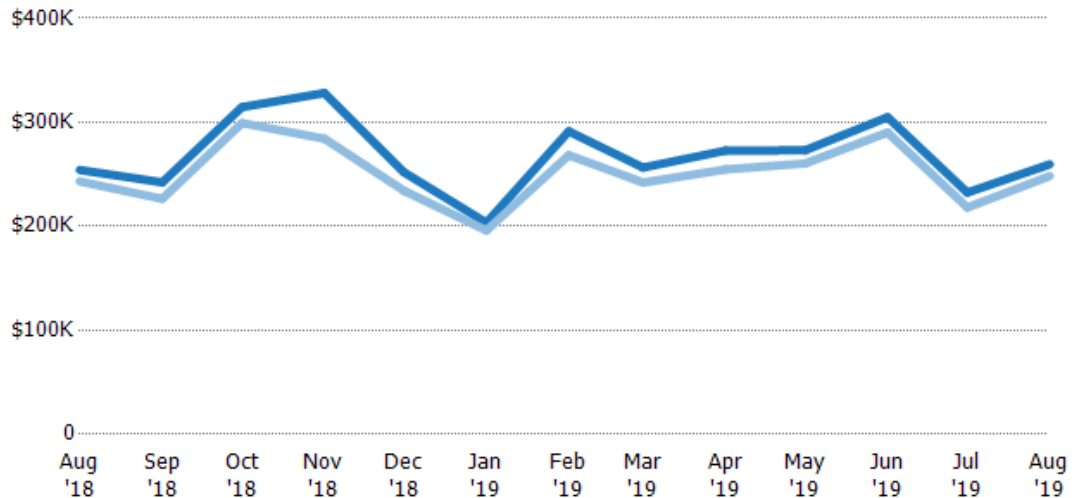
Current Year	\$197K	\$207K	\$252K	\$240K	\$207K	\$162K	\$207K	\$196K	\$211K	\$220K	\$235K	\$199K	\$218K
Prior Year	\$184K	\$190K	\$201K	\$193K	\$185K	\$200K	\$196K	\$223K	\$195K	\$205K	\$245K	\$217K	\$197K
Percent Change from Prior Year	7%	9%	25%	24%	12%	-19%	6%	-12%	8%	8%	-4%	-8%	10%

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



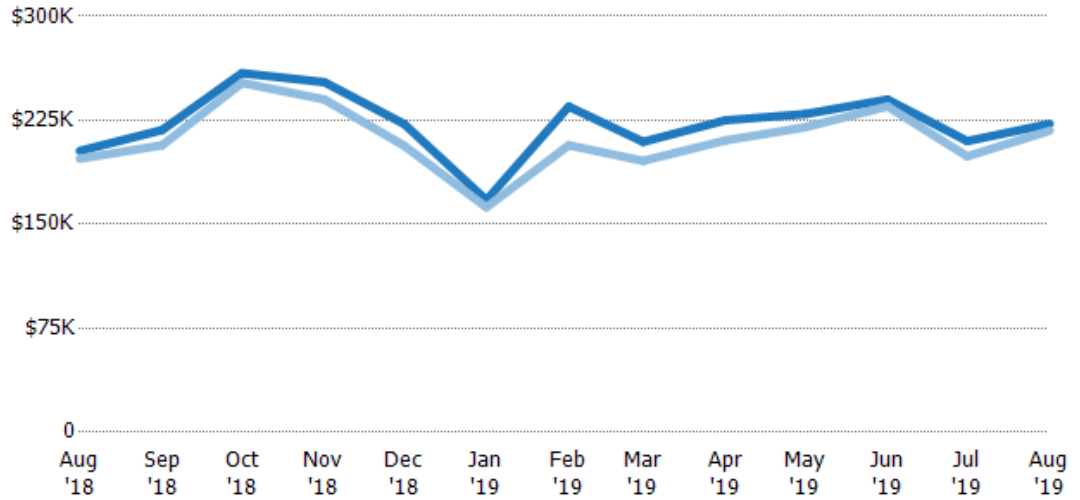
Avg List Price	\$254K	\$242K	\$315K	\$328K	\$252K	\$203K	\$291K	\$256K	\$273K	\$273K	\$305K	\$232K	\$260K
Avg Sales Price	\$243K	\$226K	\$299K	\$284K	\$234K	\$196K	\$268K	\$242K	\$255K	\$260K	\$290K	\$218K	\$248K
Avg Sales Price as a % of Avg List Price	96%	93%	95%	87%	93%	96%	92%	94%	93%	95%	95%	94%	96%

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



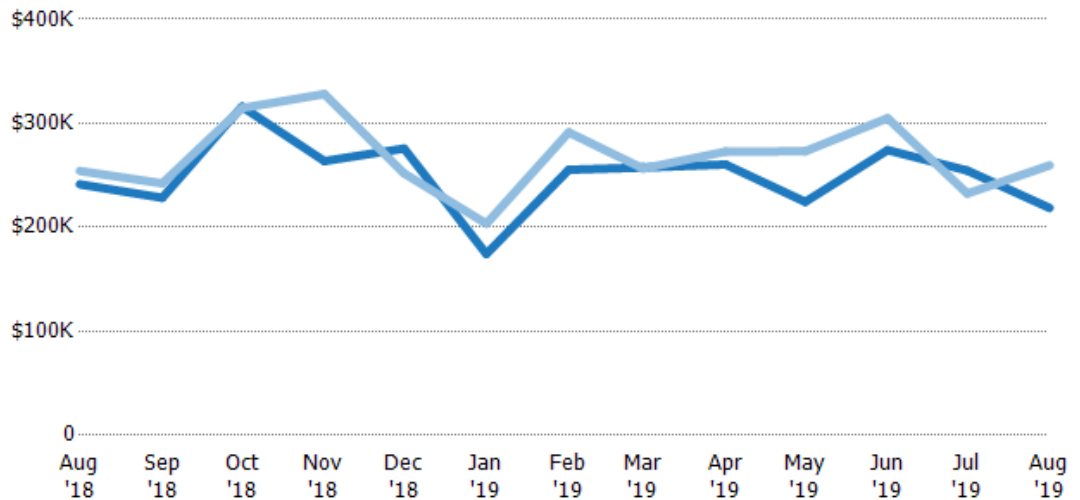
Median List Price	\$203K	\$218K	\$259K	\$253K	\$222K	\$167K	\$235K	\$209K	\$225K	\$230K	\$240K	\$210K	\$222K
Median Sales Price	\$197K	\$207K	\$252K	\$240K	\$207K	\$162K	\$207K	\$196K	\$211K	\$220K	\$235K	\$199K	\$218K
Med Sales Price as a % of Med List Price	97%	95%	97%	95%	93%	97%	88%	93%	94%	96%	98%	95%	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



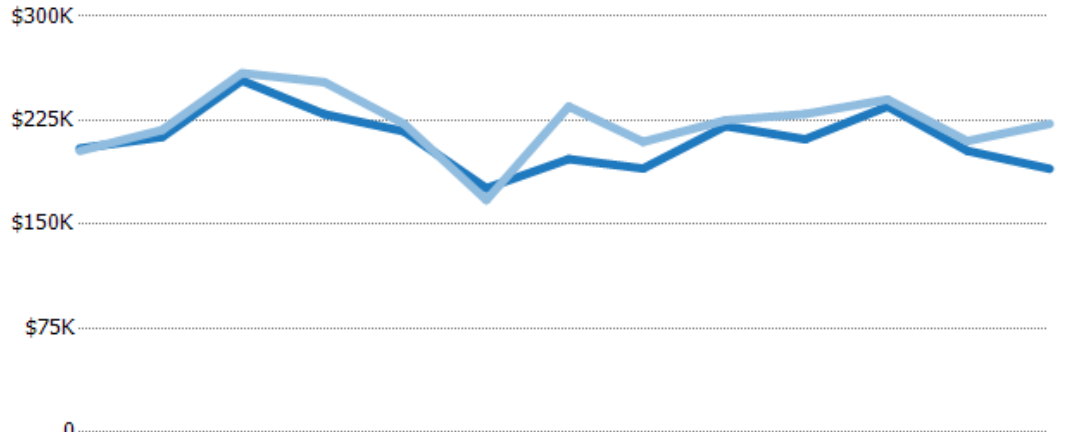
Avg Est Value	\$241K	\$228K	\$316K	\$264K	\$276K	\$174K	\$255K	\$257K	\$260K	\$224K	\$274K	\$255K	\$219K
Avg Sales Price	\$254K	\$242K	\$315K	\$328K	\$252K	\$203K	\$291K	\$256K	\$273K	\$273K	\$305K	\$232K	\$260K
Avg Sales Price as a % of Avg Est Value	105%	106%	100%	124%	91%	117%	114%	100%	105%	122%	111%	91%	119%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$205K	\$213K	\$254K	\$229K	\$217K	\$176K	\$197K	\$190K	\$221K	\$211K	\$235K	\$203K	\$190K
Median Sales Price	\$203K	\$218K	\$259K	\$253K	\$222K	\$167K	\$235K	\$209K	\$225K	\$230K	\$240K	\$210K	\$222K
Med Sales Price as a % of Med Est Value	99%	102%	102%	110%	102%	95%	119%	110%	102%	109%	102%	103%	117%