

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	80	80	+/-	437	465	-6%
New Listing Volume	\$34,362,000	\$32,681,900	+5.1%	\$162,165,678	\$152,291,987	+6.5%
Active Listing Count	412	486	-15.2%	N/A	N/A	
Active Listing Volume	\$183,941,926	\$193,236,899	-4.8%	N/A	N/A	
Average Listing Price	\$446,461	\$397,607	+12.3%	\$426,126	\$399,375	+6.7%
Median Listing Price	\$315,000	\$284,500	+10.7%	\$298,412	\$284,854	+4.8%
Median Days in RPR	121	130.5	-7.3%	188.82	173.55	+8.8%
Months of Inventory	8.4	11.6	-27.3%	13.6	14.4	-5.4%
Absorption Rate	11.89%	8.64%	+3.3%	7.34%	6.95%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	86	45	+91.1%	367	279	+31.5%
New Pending Sales Volume	\$25,714,100	\$11,569,900	+122.2%	\$103,029,738	\$74,980,988	+37.4%
Pending Sales Count	103	87	+18.4%	N/A	N/A	
Pending Sales Volume	\$29,368,839	\$22,265,300	+31.9%	N/A	N/A	
Closed Sales Count	39	35	+11.4%	248	208	+19.2%
Closed Sales Volume	\$8,504,435	\$8,818,725	-3.6%	\$62,134,754	\$54,015,619	+15%
Average Sales Price	\$218,062	\$251,964	-13.5%	\$250,543	\$259,690	-3.5%
Median Sales Price	\$199,000	\$217,000	-8.3%	\$208,012	\$217,714	-4.5%

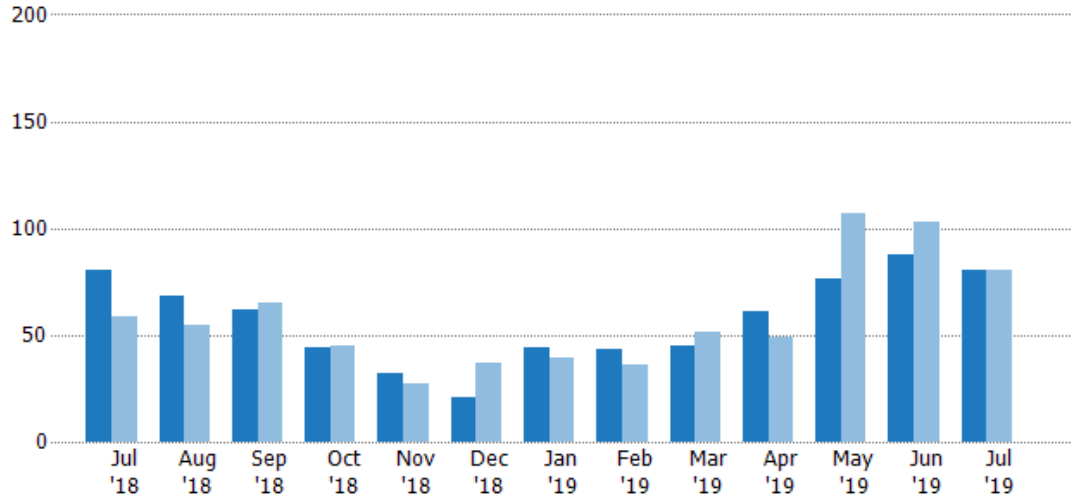
New Listings

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.
Jul '19	80	0%
Jul '18	80	35.6%
Jul '17	59	30.5%



Current Year	80	68	62	44	32	21	44	43	45	61	76	88	80
Prior Year	59	55	65	45	27	37	39	36	51	49	107	103	80
Percent Change from Prior Year	36%	24%	-5%	-2%	19%	-43%	13%	19%	-12%	24%	-29%	-15%	0%

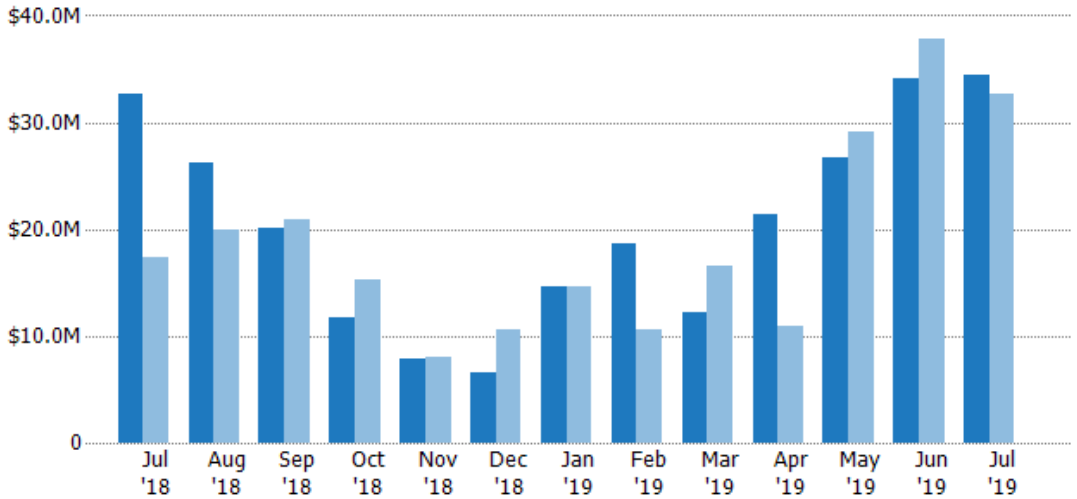
New Listing Volume

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.
Jul '19	\$34.4M	5.1%
Jul '18	\$32.7M	87.9%
Jul '17	\$17.4M	83.3%



Current Year	\$32.7M	\$26.2M	\$20M	\$11.8M	\$7.85M	\$6.5M	\$14.6M	\$18.7M	\$12.2M	\$21.4M	\$26.7M	\$34.2M	\$34.4M
Prior Year	\$17.4M	\$20M	\$20.9M	\$15.3M	\$8.08M	\$10.7M	\$14.6M	\$10.7M	\$16.5M	\$10.9M	\$29.1M	\$37.8M	\$32.7M
Percent Change from Prior Year	88%	31%	-4%	-23%	-3%	-39%	0%	75%	-26%	96%	-8%	-10%	5%

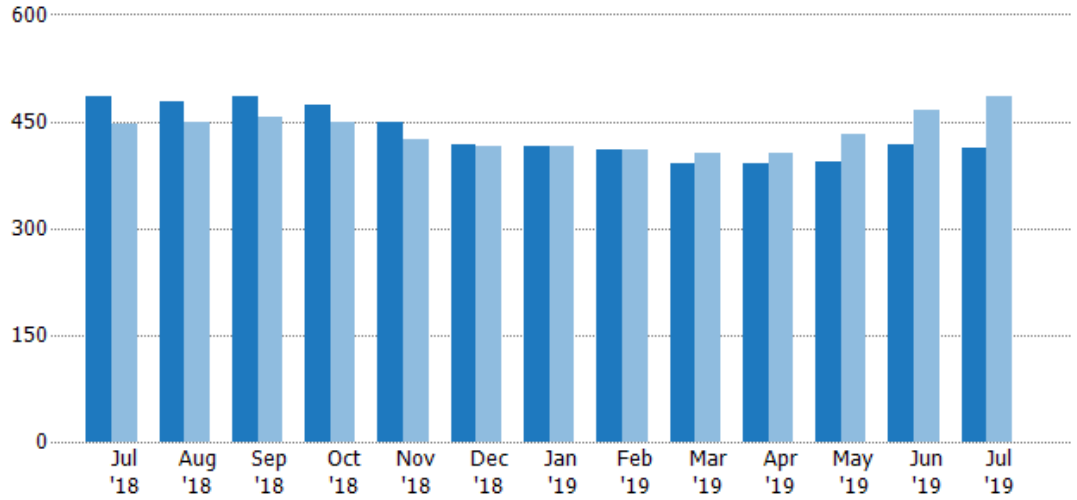
Active Listings

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.
Jul '19	412	-15.2%
Jul '18	486	8.7%
Jul '17	447	13%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	486	479	484	473	448	417	415	411	391	391	394	418	412
Prior Year	447	449	455	450	424	416	414	411	406	405	433	466	486
Percent Change from Prior Year	9%	7%	6%	5%	6%	0%	0%	0%	-4%	-3%	-9%	-10%	-15%

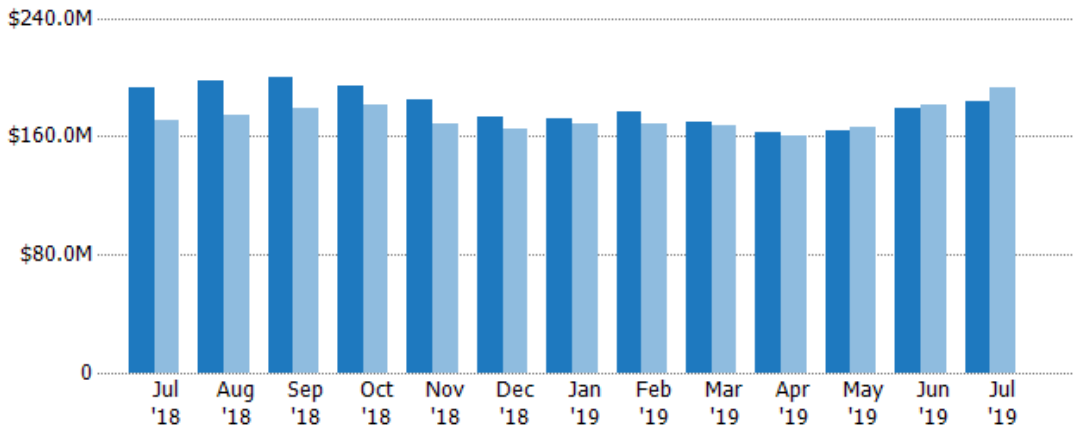
Active Listing Volume

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.
Jul '19	\$184M	-4.8%
Jul '18	\$193M	13.2%
Jul '17	\$171M	16%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$193M	\$198M	\$200M	\$194M	\$185M	\$173M	\$172M	\$176M	\$169M	\$163M	\$163M	\$179M	\$184M
Prior Year	\$171M	\$174M	\$179M	\$181M	\$169M	\$165M	\$169M	\$169M	\$168M	\$161M	\$166M	\$181M	\$193M
Percent Change from Prior Year	13%	14%	12%	7%	9%	5%	2%	4%	1%	1%	-2%	-1%	-5%

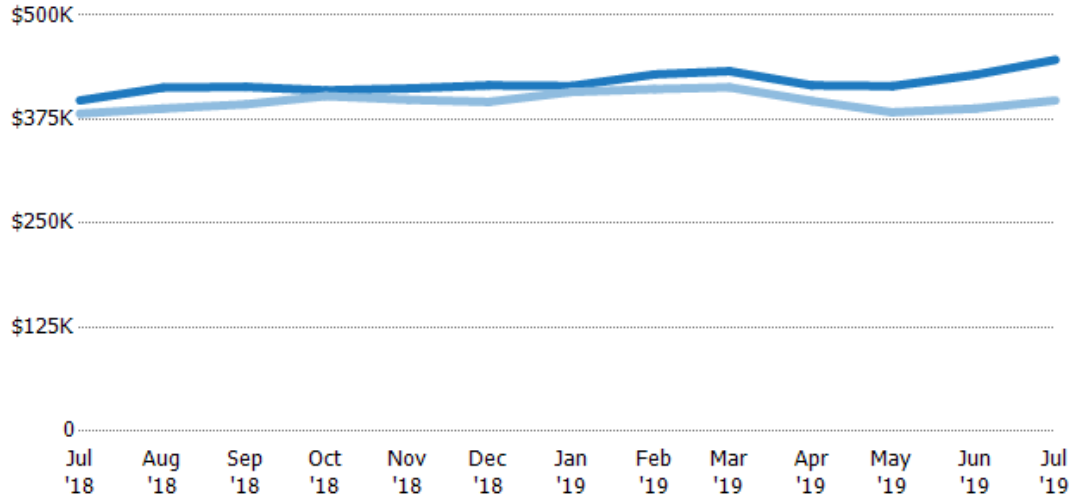
Average Listing Price

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.
Jul '19	\$446K	12.3%
Jul '18	\$398K	4.2%
Jul '17	\$382K	2.7%



Current Year	\$398K	\$413K	\$414K	\$410K	\$412K	\$416K	\$415K	\$429K	\$433K	\$416K	\$415K	\$428K	\$446K
Prior Year	\$382K	\$388K	\$393K	\$403K	\$399K	\$396K	\$408K	\$411K	\$413K	\$397K	\$383K	\$388K	\$398K
Percent Change from Prior Year	4%	6%	5%	2%	3%	5%	2%	4%	5%	5%	8%	10%	12%

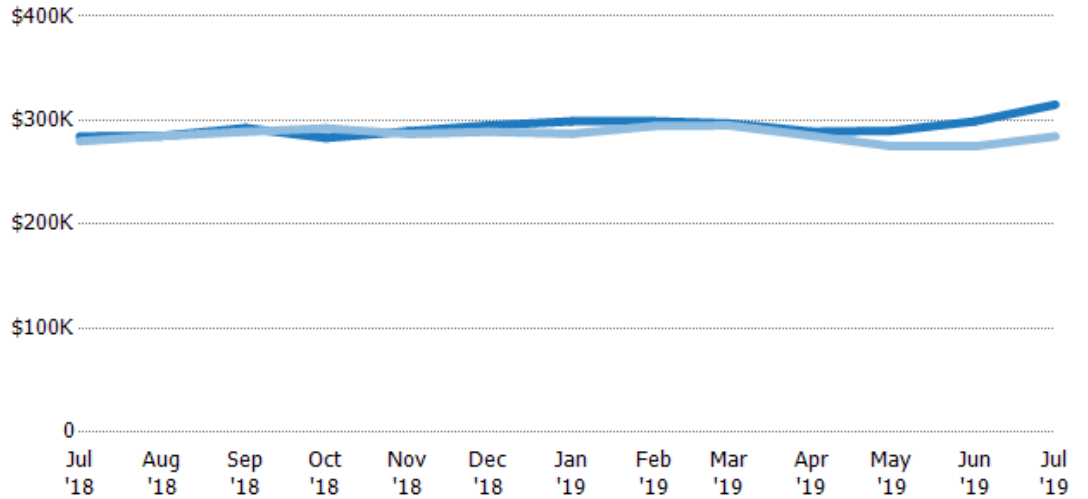
Median Listing Price

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.
Jul '19	\$315K	10.7%
Jul '18	\$285K	1.6%
Jul '17	\$280K	-3.9%



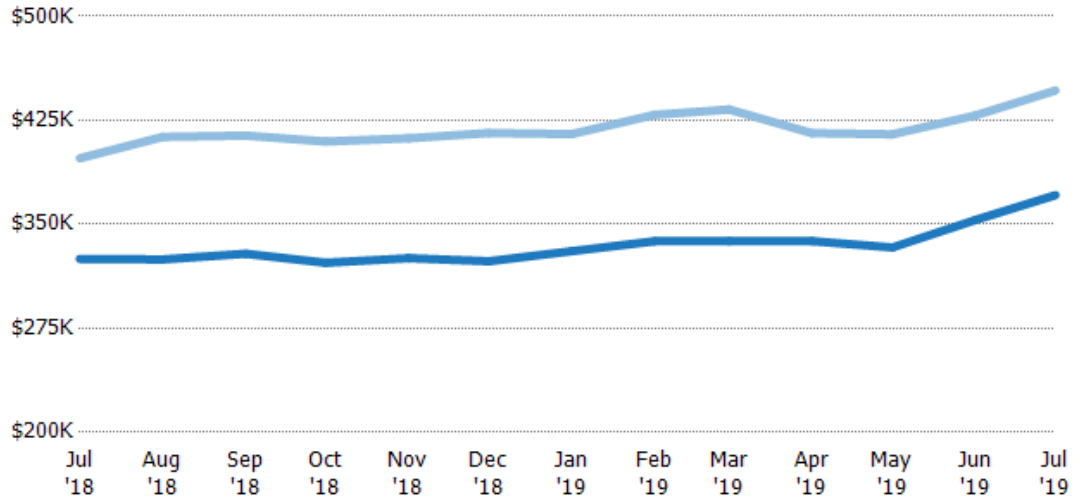
Current Year	\$285K	\$285K	\$293K	\$283K	\$290K	\$295K	\$299K	\$299K	\$297K	\$289K	\$290K	\$299K	\$315K
Prior Year	\$280K	\$285K	\$289K	\$292K	\$287K	\$289K	\$287K	\$295K	\$295K	\$285K	\$275K	\$275K	\$285K
Percent Change from Prior Year	2%	0%	1%	-3%	1%	2%	4%	2%	1%	1%	5%	9%	11%

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

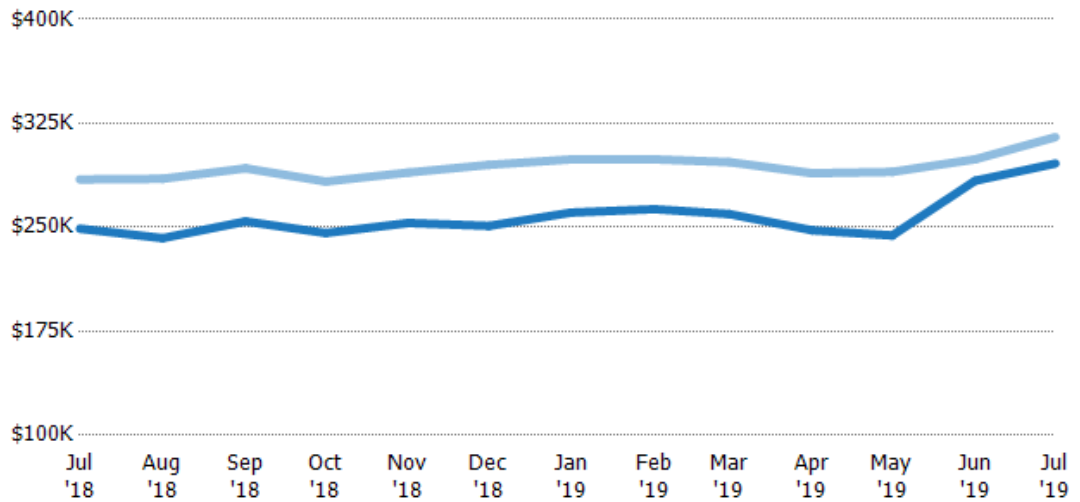


Median Listing Price vs Median Est Value

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



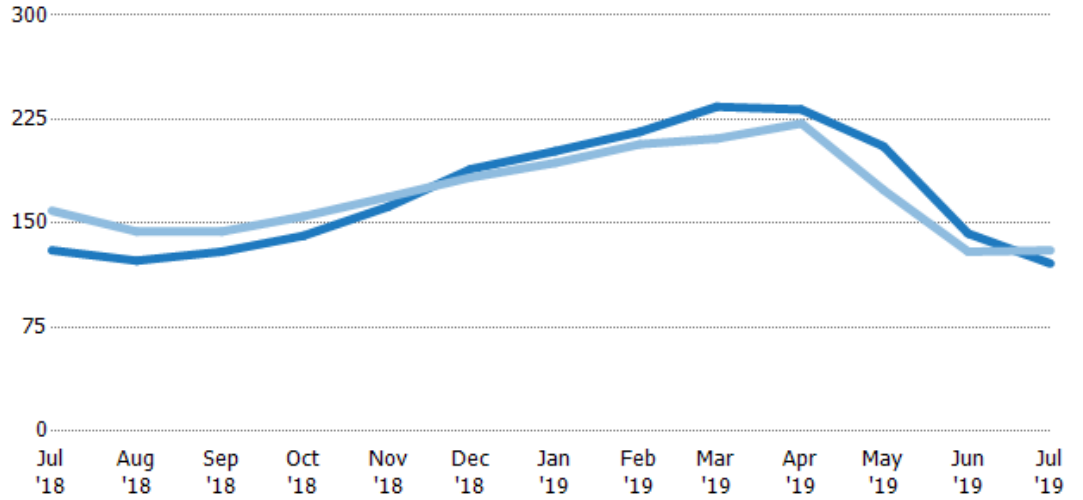
Median Days in RPR

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.
Jul '19	121	-7.3%
Jul '18	131	-17.9%
Jul '17	159	-22.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	131	123	130	141	162	189	202	216	234	232	206	143	121
Prior Year	159	144	144	155	169	183	194	207	211	222	174	130	131
Percent Change from Prior Year	-18%	-15%	-10%	-9%	-4%	3%	4%	4%	11%	5%	18%	10%	-7%

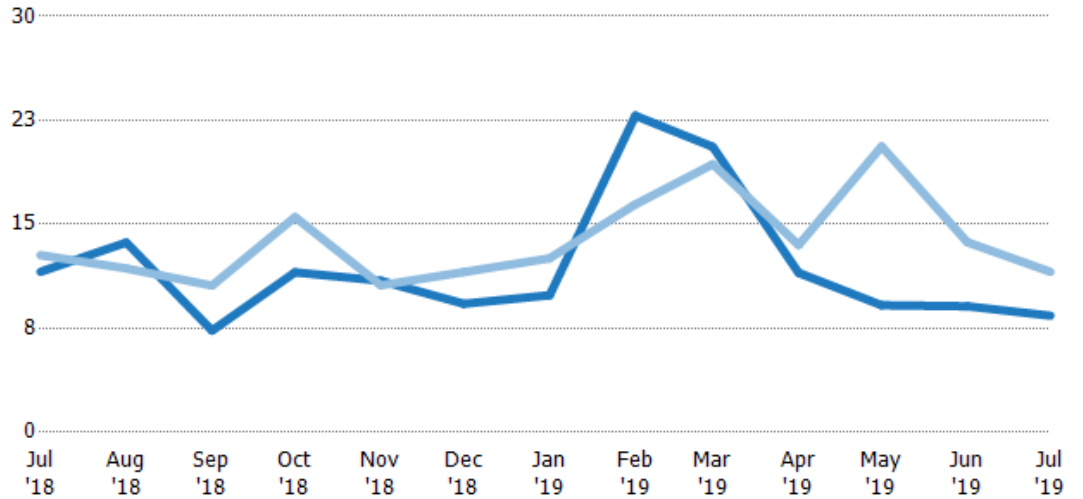
Months of Inventory

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.
Jul '19	8.41	-27.3%
Jul '18	11.6	-9.4%
Jul '17	12.8	23.6%



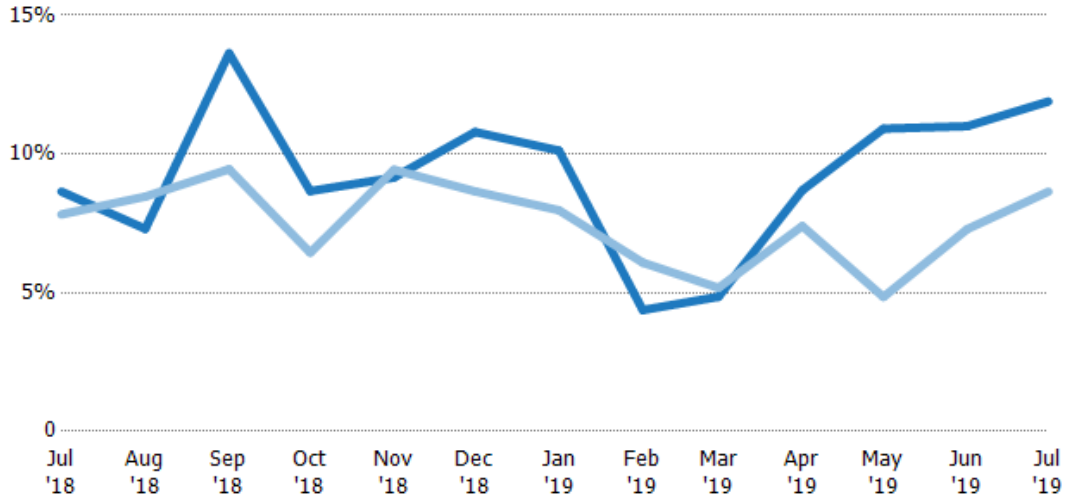
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	11.6	13.7	7.33	11.5	10.9	9.27	9.88	22.8	20.6	11.5	9.16	9.09	8.41
Prior Year	12.8	11.8	10.6	15.5	10.6	11.6	12.5	16.4	19.3	13.5	20.6	13.7	11.6
Percent Change from Prior Year	-9%	16%	-31%	-26%	3%	-20%	-21%	39%	6%	-15%	-56%	-34%	-27%

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.
Jul '19	12%	-3.3%
Jul '18	9%	-0.8%
Jul '17	8%	-19.1%

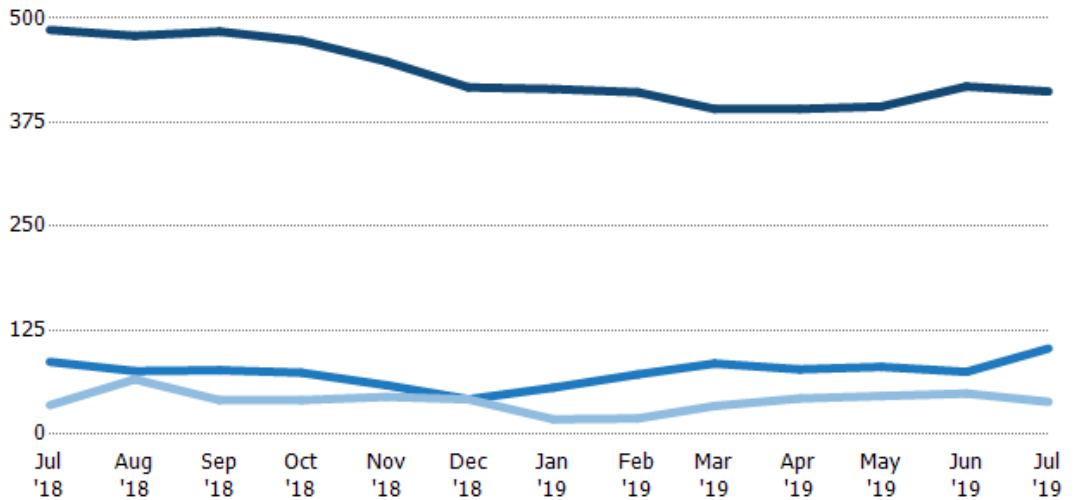
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9%	7%	14%	9%	9%	11%	10%	4%	5%	9%	11%	11%	12%
Prior Year	8%	8%	9%	6%	9%	9%	8%	6%	5%	7%	5%	7%	9%
Change from Prior Year	-1%	1%	-4%	-2%	0%	-2%	-2%	2%	0%	-1%	-6%	-4%	-3%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	486	479	484	473	448	417	415	411	391	391	394	418	412
Pending	87	76	77	74	59	42	56	72	85	78	81	75	103
Sold	35	66	41	41	45	42	18	19	34	43	46	49	39

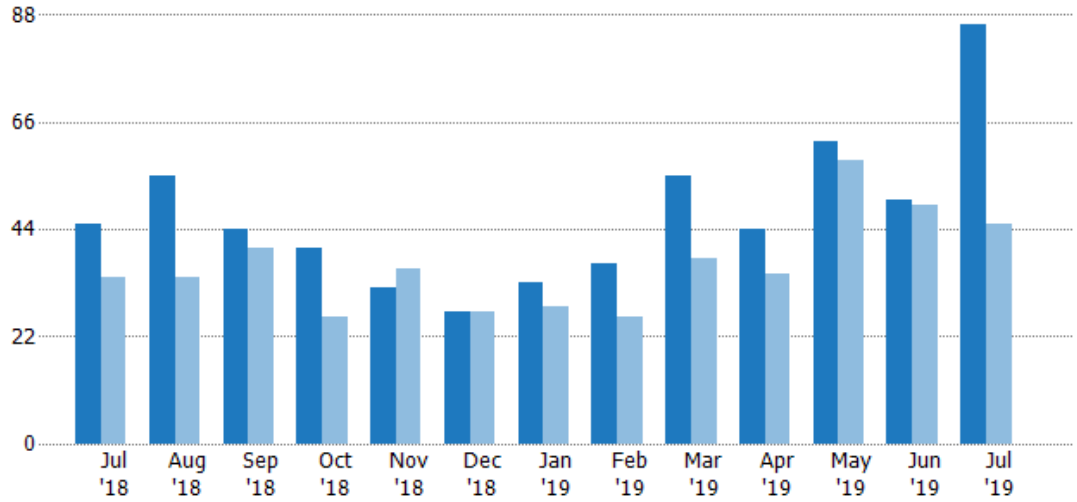
New Pending Sales

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.
Jul '19	86	91.1%
Jul '18	45	32.4%
Jul '17	34	11.8%



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

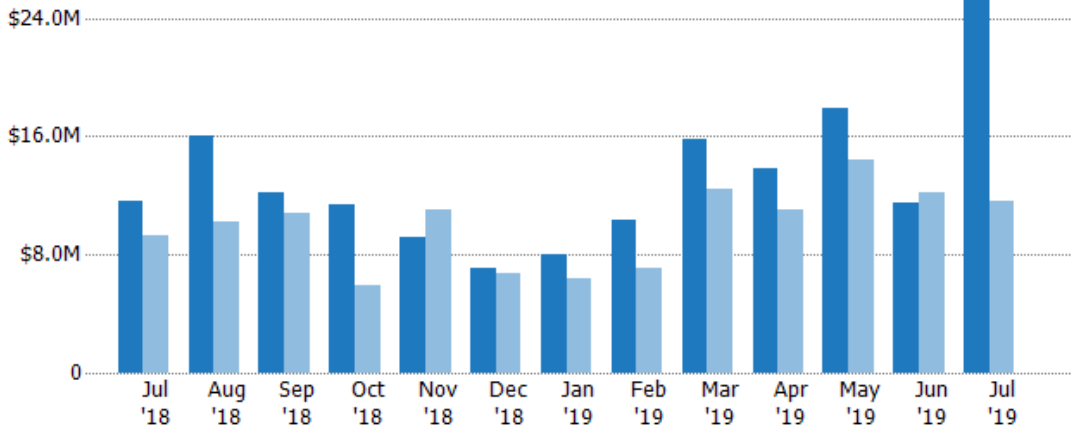
New Pending Sales Volume

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.
Jul '19	\$25.7M	122.2%
Jul '18	\$11.6M	24%
Jul '17	\$9.33M	28%



Current Year	\$11.6M	\$16M	\$12.2M	\$11.4M	\$9.22M	\$7.13M	\$8.01M	\$10.4M	\$15.8M	\$13.8M	\$17.9M	\$11.5M	\$25.7M
Prior Year	\$9.33M	\$10.2M	\$10.8M	\$5.93M	\$11M	\$6.67M	\$6.43M	\$7.03M	\$12.4M	\$11M	\$14.4M	\$12.2M	\$11.6M
Percent Change from Prior Year	24%	57%	13%	93%	-17%	7%	24%	48%	27%	25%	24%	-6%	122%

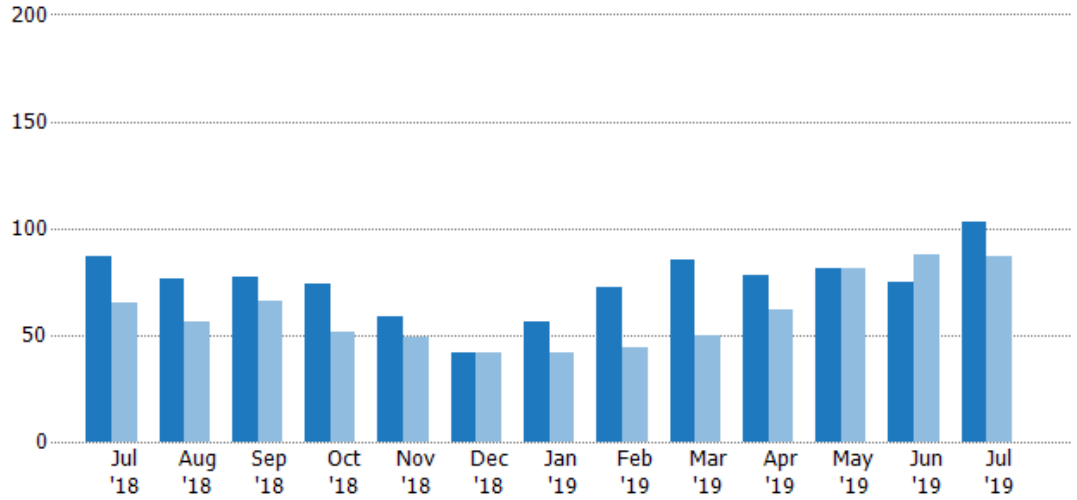
Pending Sales

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.
Jul '19	103	18.4%
Jul '18	87	33.8%
Jul '17	65	21.5%



Current Year	87	76	77	74	59	42	56	72	85	78	81	75	103
Prior Year	65	56	66	51	49	42	42	44	50	62	81	88	87
Percent Change from Prior Year	34%	36%	17%	45%	20%	0%	33%	64%	70%	26%	0%	-15%	18%

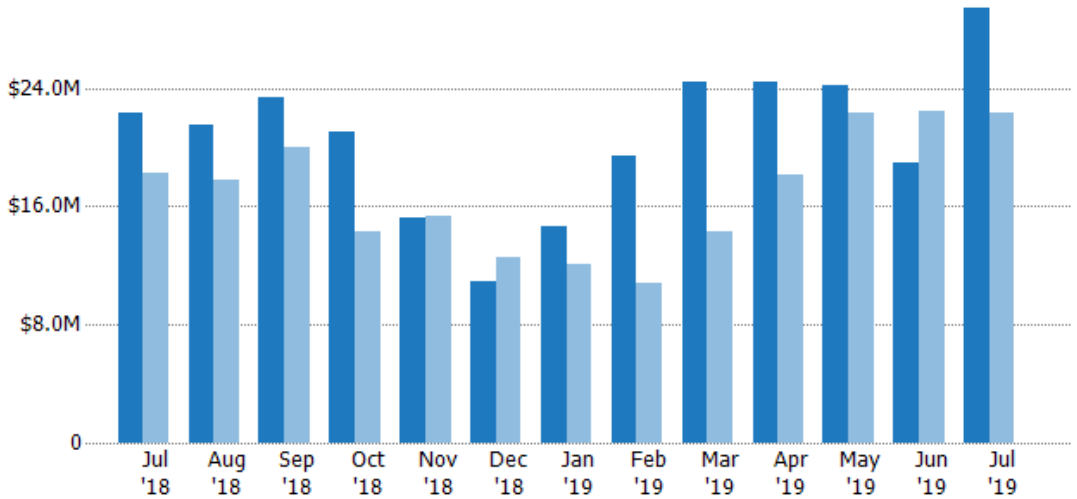
Pending Sales Volume

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.
Jul '19	\$29.4M	31.9%
Jul '18	\$22.3M	21.7%
Jul '17	\$18.3M	28.9%



Current Year	\$22.3M	\$21.5M	\$23.4M	\$21M	\$15.2M	\$10.9M	\$14.7M	\$19.4M	\$24.4M	\$24.4M	\$24.2M	\$19M	\$29.4M
Prior Year	\$18.3M	\$17.8M	\$19.9M	\$14.3M	\$15.4M	\$12.5M	\$12.1M	\$10.8M	\$14.3M	\$18.2M	\$22.4M	\$22.5M	\$22.3M
Percent Change from Prior Year	22%	21%	17%	47%	-1%	-13%	22%	79%	71%	34%	8%	-16%	32%

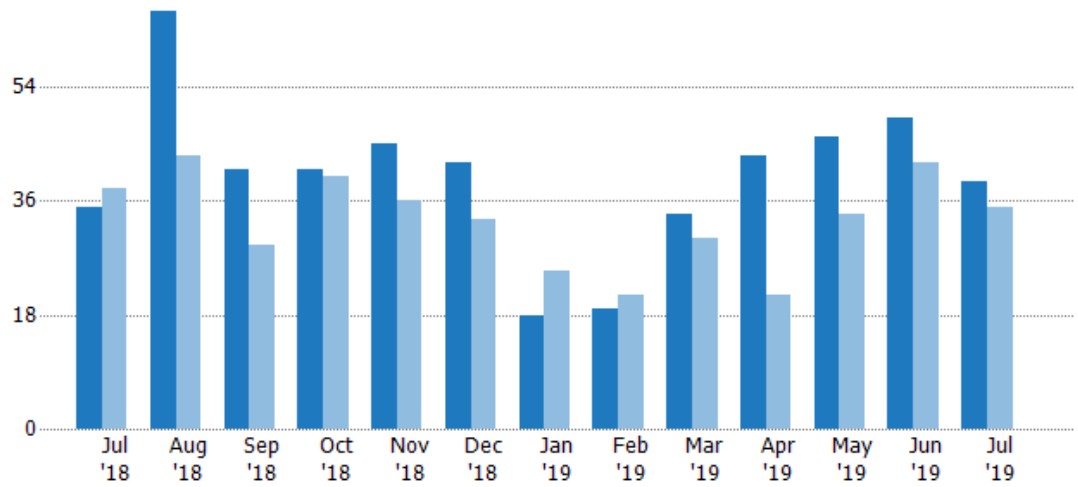
Closed Sales

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.
Jul '19	39	11.4%
Jul '18	35	-7.9%
Jul '17	38	-10.5%



Current Year	35	66	41	41	45	42	18	19	34	43	46	49	39
Prior Year	38	43	29	40	36	33	25	21	30	21	34	42	35
Percent Change from Prior Year	-8%	53%	41%	3%	25%	27%	-28%	-10%	13%	105%	35%	17%	11%

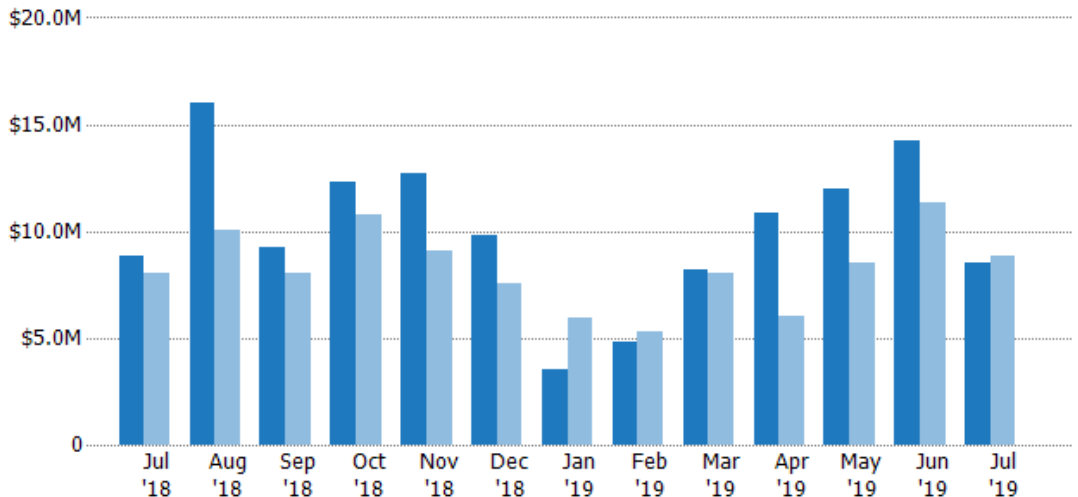
Closed Sales Volume

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.
Jul '19	\$8.5M	-3.6%
Jul '18	\$8.82M	9.8%
Jul '17	\$8.03M	20.3%



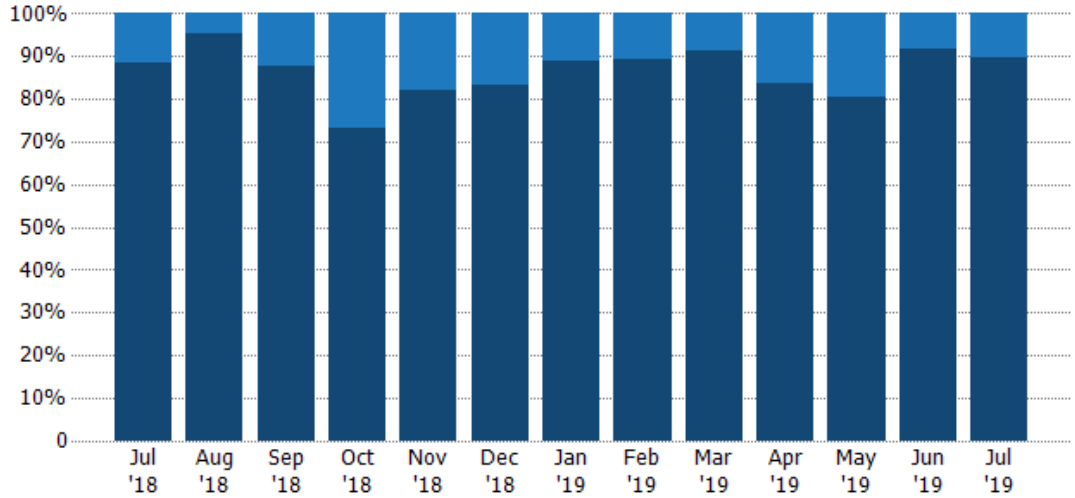
Current Year	\$8.82M	\$16M	\$9.28M	\$12.3M	\$12.7M	\$9.83M	\$3.53M	\$4.82M	\$8.23M	\$10.9M	\$12M	\$14.2M	\$8.5M
Prior Year	\$8.03M	\$10.1M	\$8.02M	\$10.7M	\$9.1M	\$7.56M	\$5.91M	\$5.31M	\$8.05M	\$6.05M	\$8.5M	\$11.4M	\$8.82M
Percent Change from Prior Year	10%	60%	16%	14%	40%	30%	-40%	-9%	2%	79%	41%	25%	-4%

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



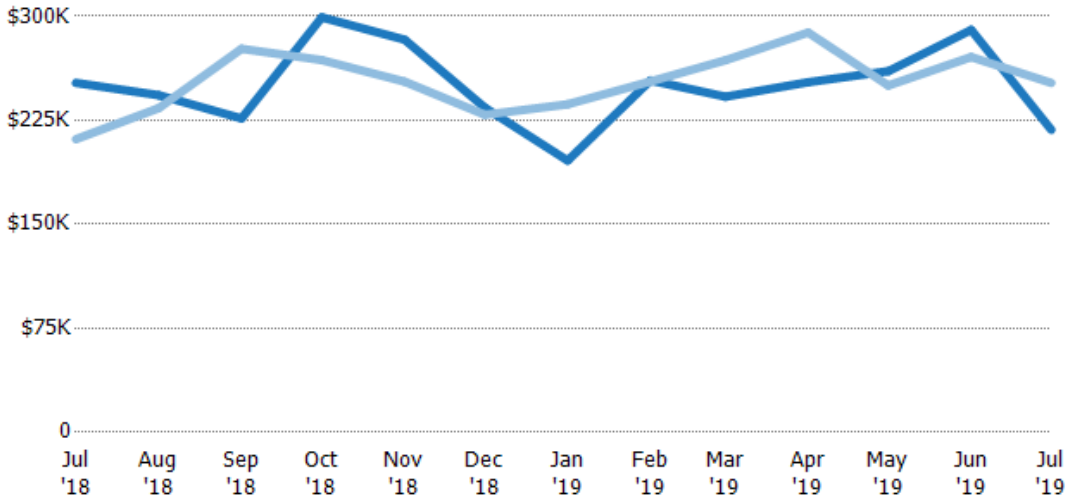
Condo/Townhouse	11%	5%	12%	27%	18%	17%	11%	11%	9%	16%	20%	8%	10%
Single Family Residence	89%	95%	88%	73%	82%	83%	89%	89%	91%	84%	80%	92%	90%

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	\$252K	\$243K	\$226K	\$299K	\$283K	\$234K	\$196K	\$254K	\$242K	\$252K	\$260K	\$290K	\$218K
Prior Year	\$211K	\$234K	\$277K	\$268K	\$253K	\$229K	\$237K	\$253K	\$268K	\$288K	\$250K	\$271K	\$252K
Percent Change from Prior Year	19%	4%	-18%	11%	12%	2%	-17%	0%	-10%	-12%	4%	7%	-13%

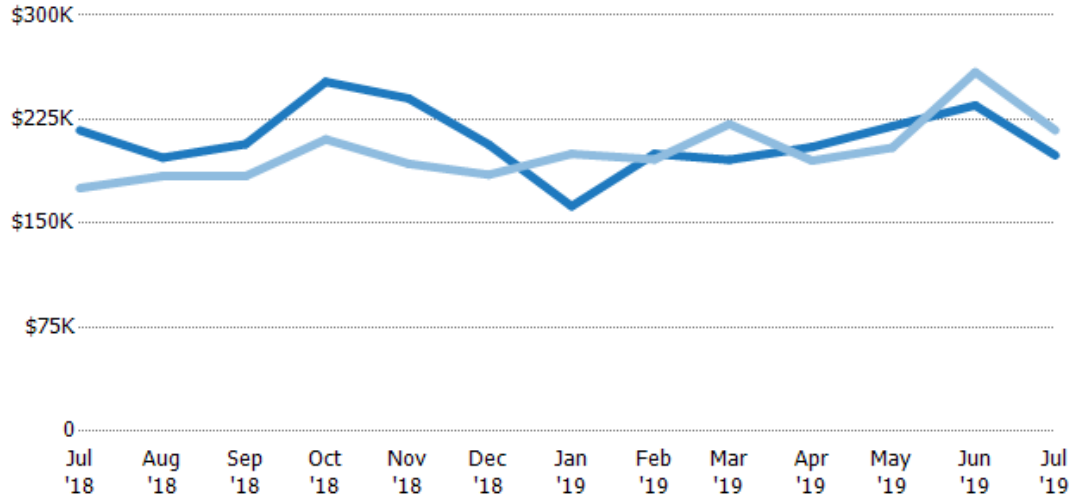
Median Sales Price

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.
Jul '19	\$199K	-8.3%
Jul '18	\$217K	23.8%
Jul '17	\$175K	18.3%



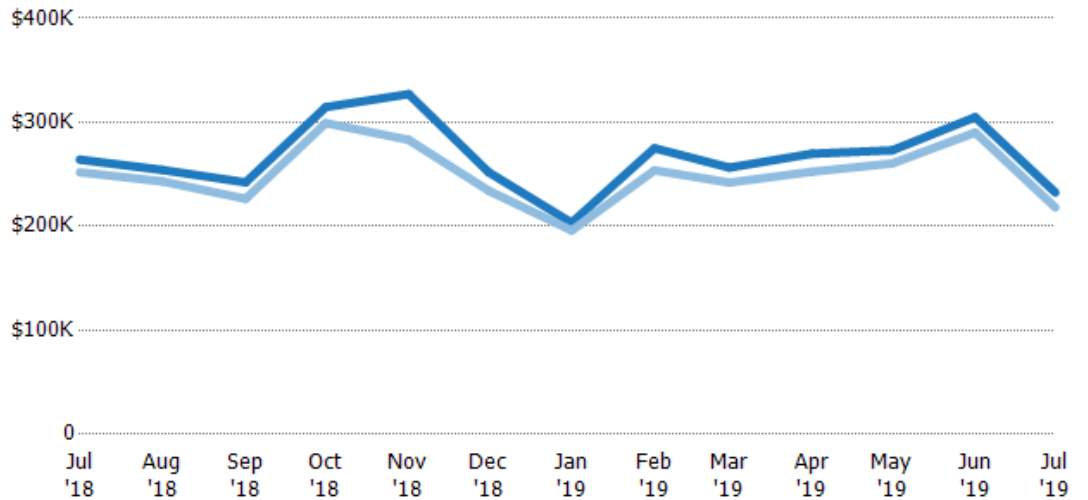
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$217K	\$197K	\$207K	\$252K	\$240K	\$207K	\$162K	\$200K	\$196K	\$205K	\$220K	\$235K	\$199K
Prior Year	\$175K	\$184K	\$184K	\$211K	\$193K	\$185K	\$200K	\$196K	\$222K	\$195K	\$205K	\$259K	\$217K
Percent Change from Prior Year	24%	7%	13%	20%	24%	12%	-19%	2%	-12%	5%	8%	-9%	-8%

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



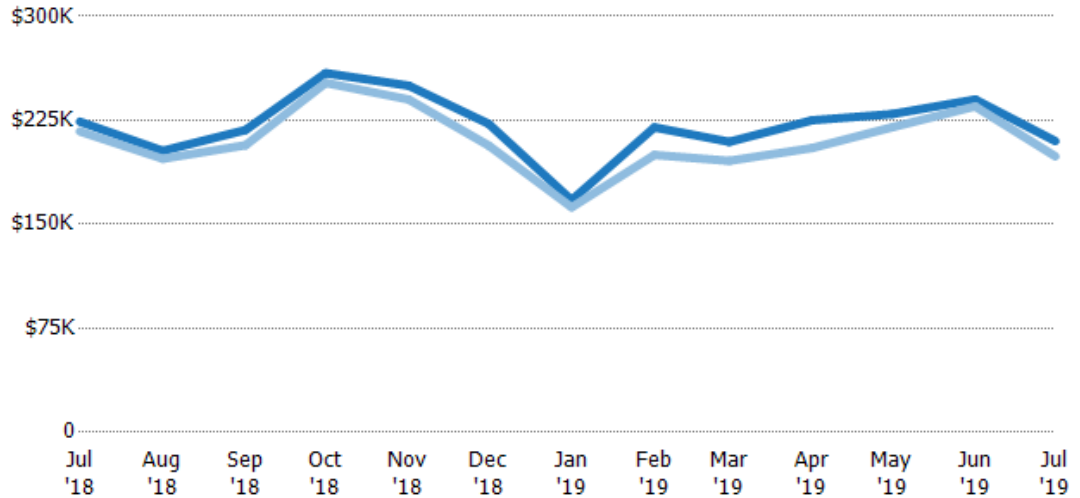
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$264K	\$254K	\$242K	\$315K	\$327K	\$252K	\$203K	\$275K	\$256K	\$270K	\$273K	\$305K	\$232K
Avg Sales Price	\$252K	\$243K	\$226K	\$299K	\$283K	\$234K	\$196K	\$254K	\$242K	\$252K	\$260K	\$290K	\$218K
Avg Sales Price as a % of Avg List Price	95%	96%	93%	95%	87%	93%	96%	92%	94%	94%	95%	95%	94%

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



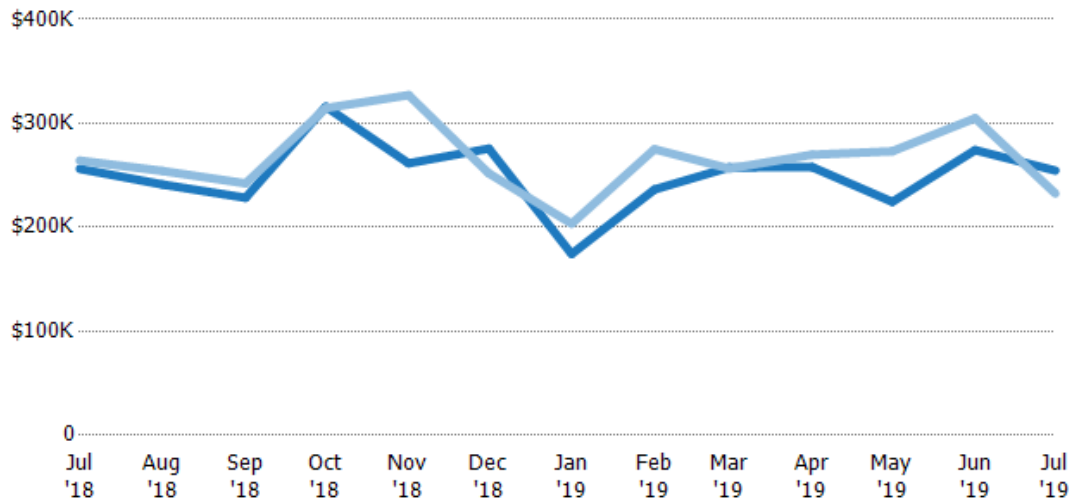
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$224K	\$203K	\$218K	\$259K	\$250K	\$222K	\$167K	\$220K	\$209K	\$225K	\$230K	\$240K	\$210K
Median Sales Price	\$217K	\$197K	\$207K	\$252K	\$240K	\$207K	\$162K	\$200K	\$196K	\$205K	\$220K	\$235K	\$199K
Med Sales Price as a % of Med List Price	97%	97%	95%	97%	96%	93%	97%	91%	93%	91%	96%	98%	95%

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



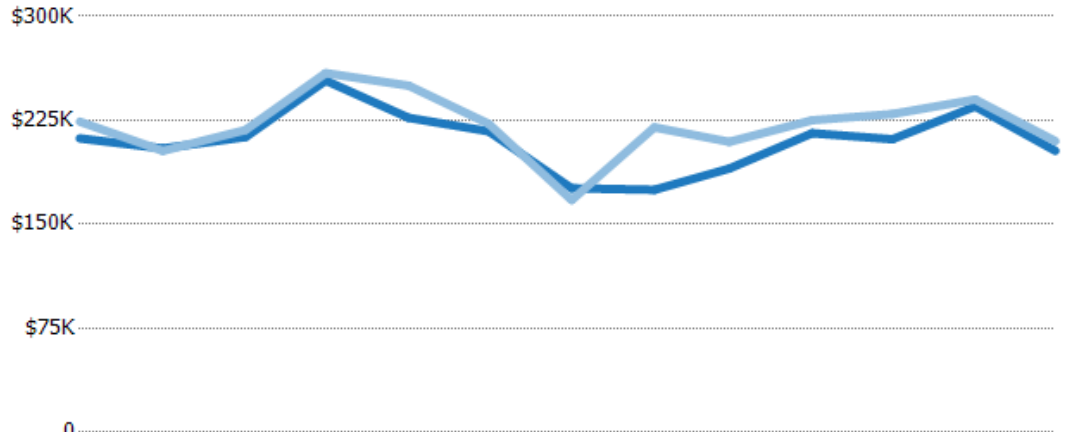
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$256K	\$241K	\$228K	\$316K	\$262K	\$276K	\$174K	\$236K	\$258K	\$258K	\$224K	\$274K	\$255K
Avg Sales Price	\$264K	\$254K	\$242K	\$315K	\$327K	\$252K	\$203K	\$275K	\$256K	\$270K	\$273K	\$305K	\$232K
Avg Sales Price as a % of Avg Est Value	103%	105%	106%	100%	125%	91%	117%	116%	100%	105%	122%	111%	91%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$212K	\$205K	\$213K	\$254K	\$227K	\$217K	\$176K	\$175K	\$190K	\$216K	\$211K	\$235K	\$203K
Median Sales Price	\$224K	\$203K	\$218K	\$259K	\$250K	\$222K	\$167K	\$220K	\$209K	\$225K	\$230K	\$240K	\$210K
Med Sales Price as a % of Med Est Value	106%	99%	102%	102%	110%	102%	95%	126%	110%	104%	109%	102%	103%