

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	32	+21.9%	612	655	-6.6%
New Listing Volume	\$10,447,350	\$7,810,798	+33.8%	\$217,648,704	\$213,274,910	+2.1%
Active Listing Count	329	439	-25.1%	N/A	N/A	
Active Listing Volume	\$152,952,789	\$180,373,422	-15.2%	N/A	N/A	
Average Listing Price	\$464,902	\$410,873	+13.1%	\$434,035	\$402,907	+7.7%
Median Listing Price	\$329,000	\$289,000	+13.8%	\$300,187	\$282,616	+6.2%
Median Days in RPR	153	162	-5.6%	165.74	158.64	+4.5%
Months of Inventory	8	10.7	-25.1%	10.5	13.7	-23.2%
Absorption Rate	12.46%	9.34%	+3.1%	9.48%	7.28%	+2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	39	31	+25.8%	574	446	+28.7%
New Pending Sales Volume	\$12,916,200	\$8,746,400	+47.7%	\$165,991,551	\$122,691,488	+35.3%
Pending Sales Count	80	59	+35.6%	N/A	N/A	
Pending Sales Volume	\$25,195,525	\$15,199,100	+65.8%	N/A	N/A	
Closed Sales Count	46	44	+4.5%	437	402	+8.7%
Closed Sales Volume	\$12,084,749	\$12,315,100	-1.9%	\$114,104,993	\$104,291,869	+9.4%
Average Sales Price	\$262,712	\$279,889	-6.1%	\$261,110	\$259,433	+0.6%
Median Sales Price	\$214,000	\$240,000	-10.8%	\$218,447	\$217,120	+0.6%

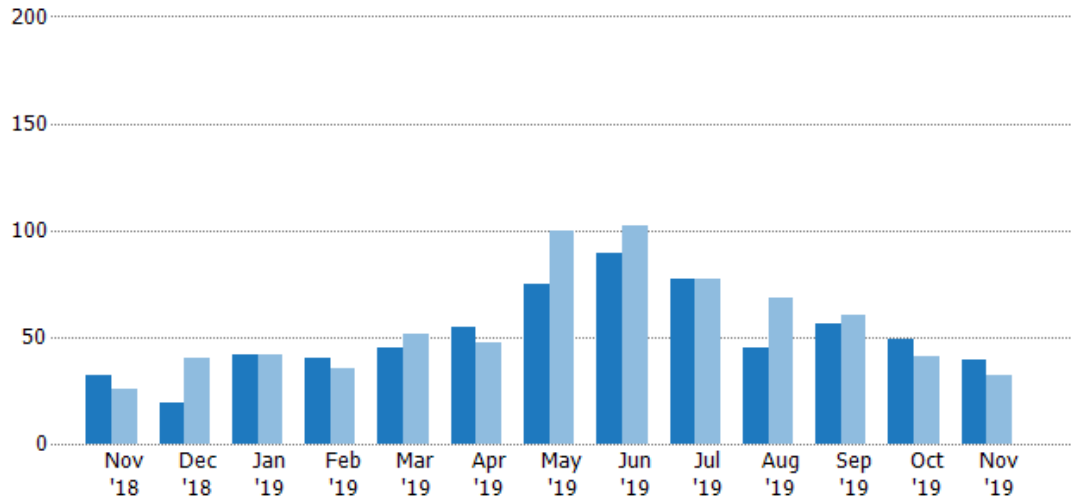
New Listings

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.
Nov '19	39	21.9%
Nov '18	32	23.1%
Nov '17	26	3.8%



Current Year	32	19	42	40	45	55	75	89	77	45	56	49	39
Prior Year	26	40	42	35	51	47	100	102	77	68	60	41	32
Percent Change from Prior Year	23%	-53%	0%	14%	-12%	17%	-25%	-13%	0%	-34%	-7%	20%	22%

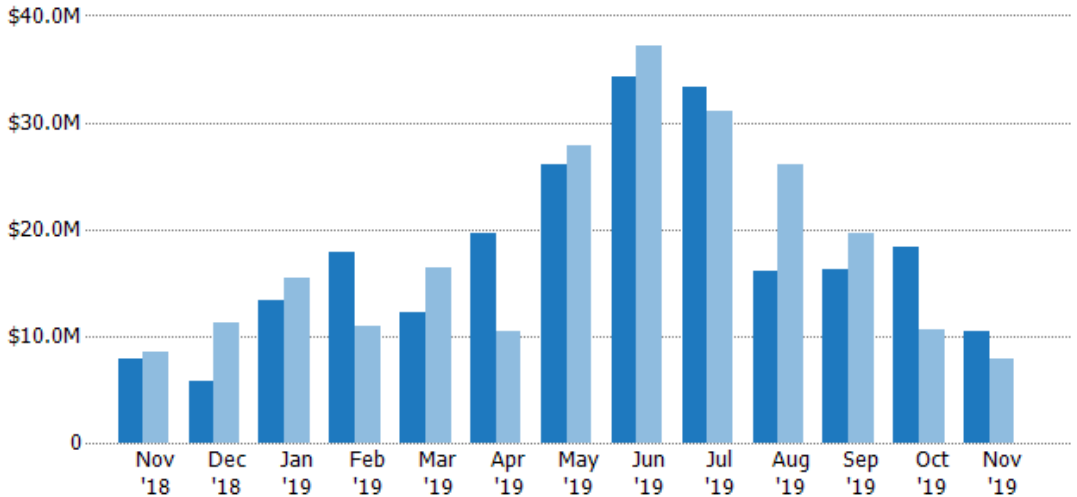
New Listing Volume

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.
Nov '19	\$10.4M	33.8%
Nov '18	\$7.81M	-7.7%
Nov '17	\$8.46M	-2.1%



Current Year	\$7.81M	\$5.82M	\$13.3M	\$17.9M	\$12.1M	\$19.6M	\$26.1M	\$34.3M	\$33.4M	\$16.1M	\$16.2M	\$18.3M	\$10.4M
Prior Year	\$8.46M	\$11.3M	\$15.4M	\$11M	\$16.3M	\$10.4M	\$27.8M	\$37.2M	\$31M	\$26.1M	\$19.6M	\$10.7M	\$7.81M
Percent Change from Prior Year	-8%	-48%	-14%	63%	-26%	88%	-6%	-8%	8%	-39%	-17%	71%	34%

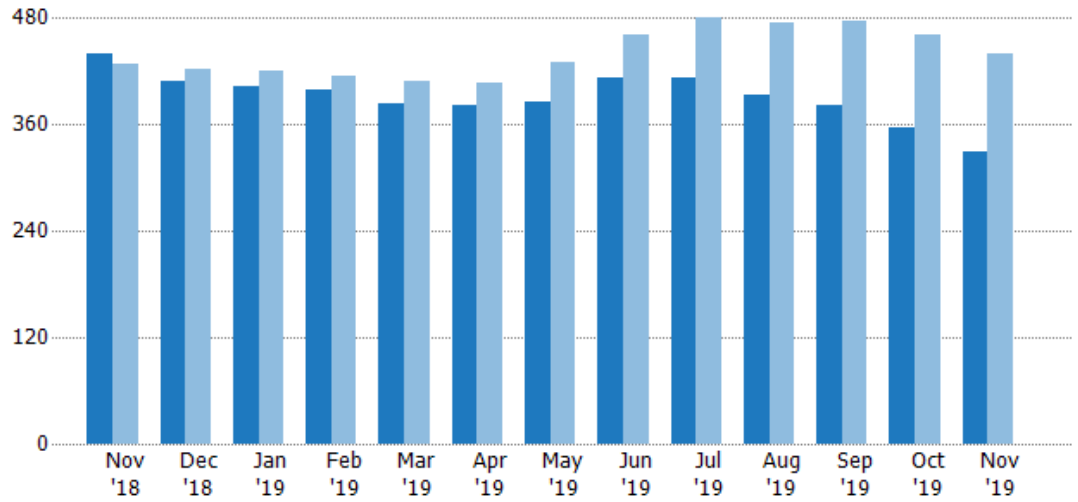
Active Listings

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.
Nov '19	329	-25.1%
Nov '18	439	2.6%
Nov '17	428	1.6%



Current Year	439	409	404	400	383	382	386	412	412	394	382	356	329
Prior Year	428	422	420	414	409	407	431	462	480	474	476	462	439
Percent Change from Prior Year	3%	-3%	-4%	-3%	-6%	-6%	-10%	-11%	-14%	-17%	-20%	-23%	-25%

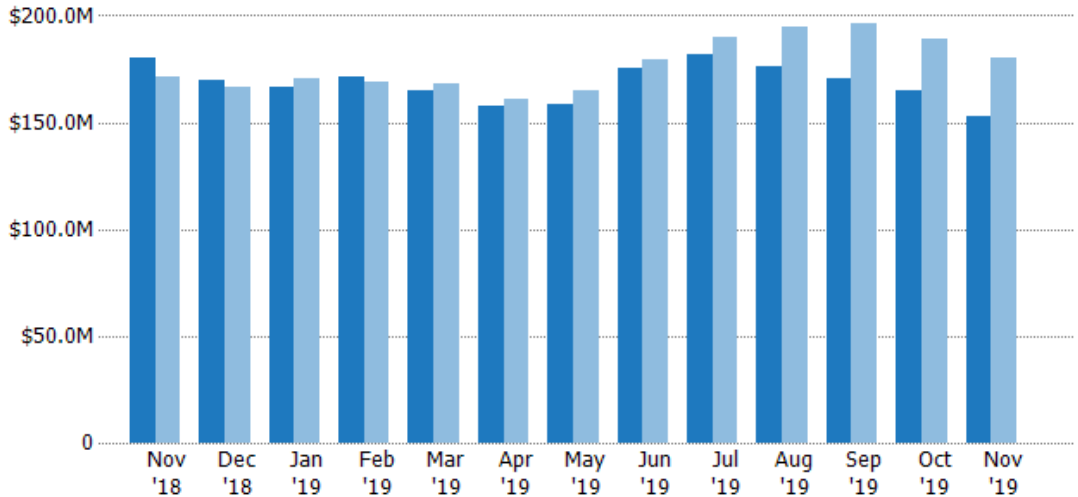
Active Listing Volume

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.
Nov '19	\$153M	-15.2%
Nov '18	\$180M	5.3%
Nov '17	\$171M	4%



Current Year	\$180M	\$169M	\$167M	\$171M	\$165M	\$158M	\$159M	\$175M	\$181M	\$176M	\$171M	\$165M	\$153M
Prior Year	\$171M	\$167M	\$171M	\$169M	\$168M	\$161M	\$165M	\$179M	\$190M	\$195M	\$197M	\$189M	\$180M
Percent Change from Prior Year	5%	2%	-2%	1%	-2%	-2%	-4%	-2%	-5%	-10%	-13%	-12%	-15%

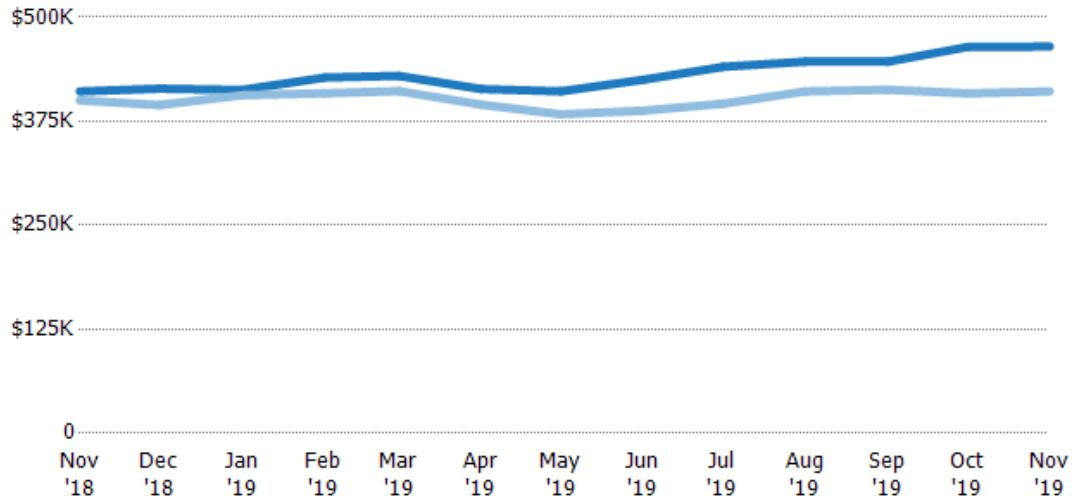
Average Listing Price

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.
Nov '19	\$465K	13.1%
Nov '18	\$411K	2.7%
Nov '17	\$400K	2.3%



Current Year	\$411K	\$414K	\$413K	\$428K	\$430K	\$414K	\$411K	\$425K	\$440K	\$447K	\$447K	\$464K	\$465K
Prior Year	\$400K	\$395K	\$406K	\$409K	\$411K	\$395K	\$383K	\$388K	\$396K	\$411K	\$413K	\$409K	\$411K
Percent Change from Prior Year	3%	5%	2%	5%	4%	5%	7%	10%	11%	9%	8%	14%	13%

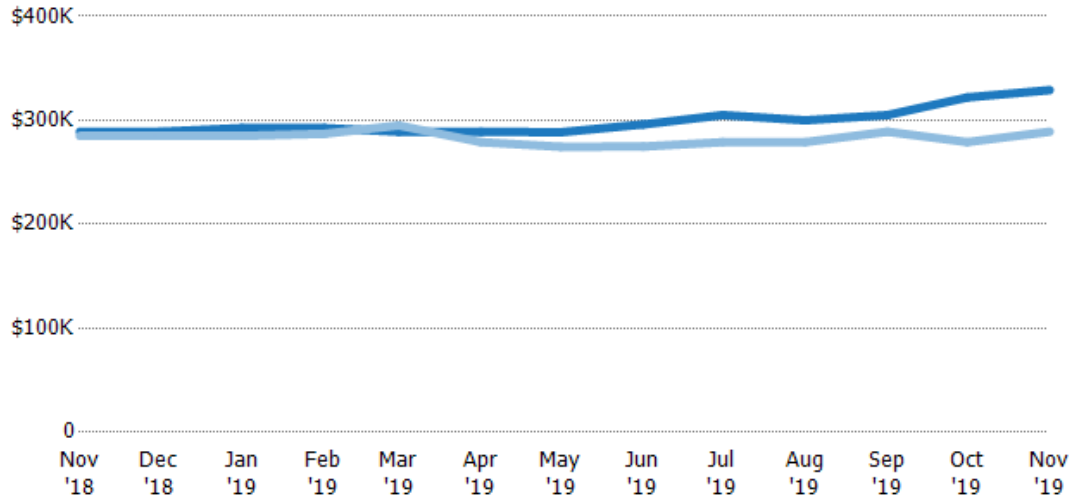
Median Listing Price

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.
Nov '19	\$329K	13.8%
Nov '18	\$289K	1.4%
Nov '17	\$285K	0%



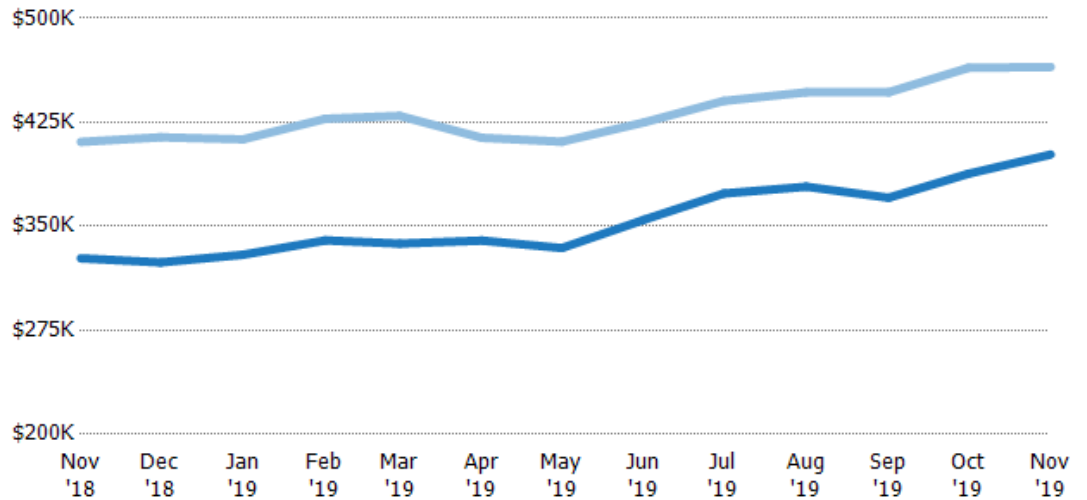
Current Year	\$289K	\$289K	\$293K	\$293K	\$289K	\$289K	\$289K	\$296K	\$305K	\$300K	\$305K	\$322K	\$329K
Prior Year	\$285K	\$285K	\$285K	\$287K	\$295K	\$279K	\$275K	\$275K	\$279K	\$279K	\$289K	\$279K	\$289K
Percent Change from Prior Year	1%	1%	3%	2%	-2%	4%	5%	8%	9%	8%	6%	15%	14%

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

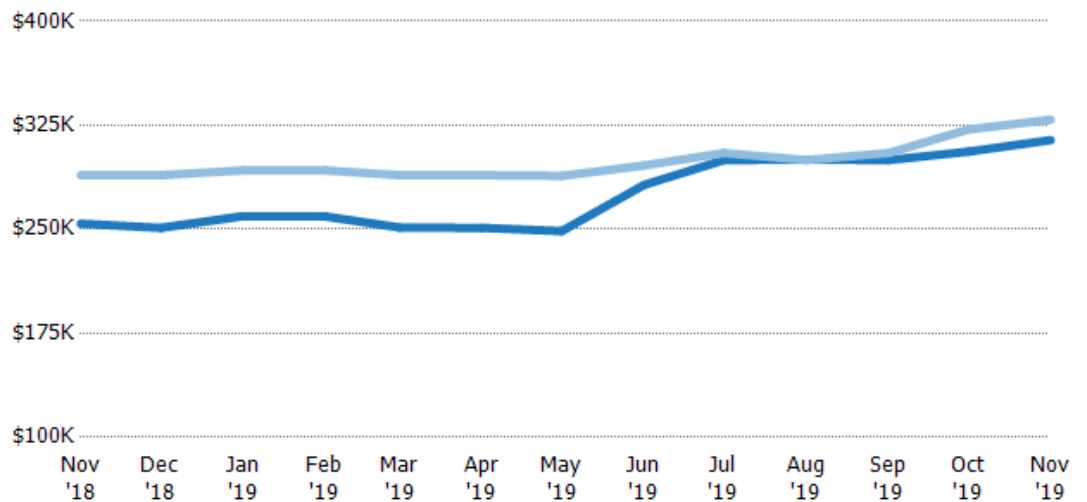


Median Listing Price vs Median Est Value

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



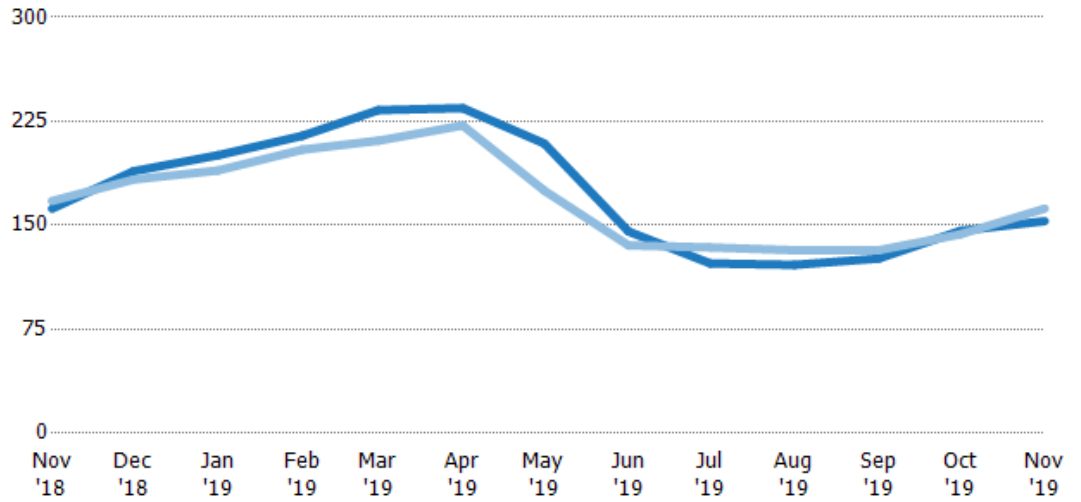
Median Days in RPR

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.
Nov '19	153	-5.6%
Nov '18	162	-3.3%
Nov '17	168	-0.3%



Current Year	162	189	201	215	233	235	209	146	123	122	126	146	153
Prior Year	168	183	190	205	211	222	175	136	134	132	132	144	162
Percent Change from Prior Year	-3%	3%	6%	5%	10%	6%	19%	7%	-9%	-8%	-5%	2%	-6%

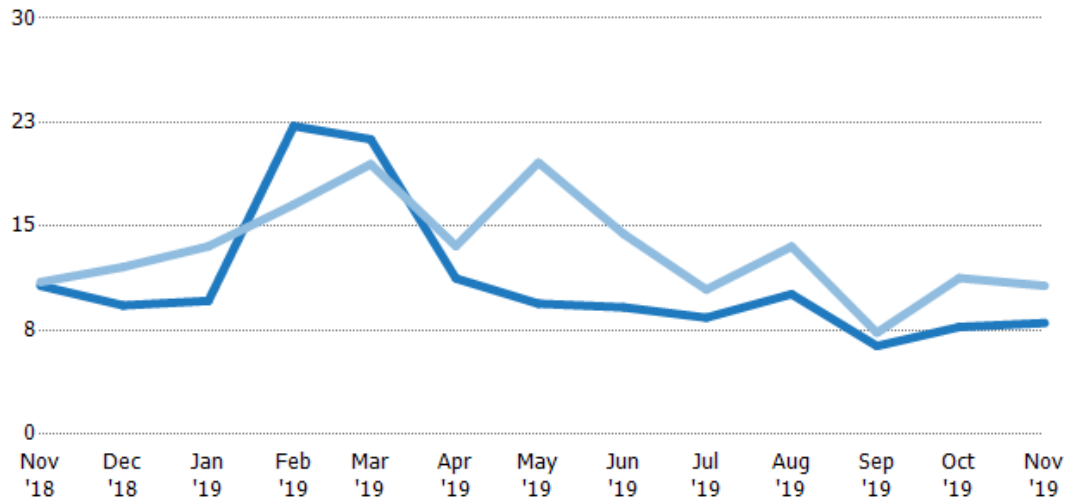
Months of Inventory

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.
Nov '19	8.02	-25.1%
Nov '18	10.7	-2.4%
Nov '17	11	10.1%



Current Year	10.7	9.3	9.62	22.2	21.3	11.2	9.41	9.16	8.41	10.1	6.37	7.74	8.02
Prior Year	11	12.1	13.5	16.6	19.5	13.6	19.6	14.4	10.4	13.5	7.32	11.3	10.7
Percent Change from Prior Year	-2%	-23%	-29%	34%	9%	-17%	-52%	-37%	-19%	-25%	-13%	-31%	-25%

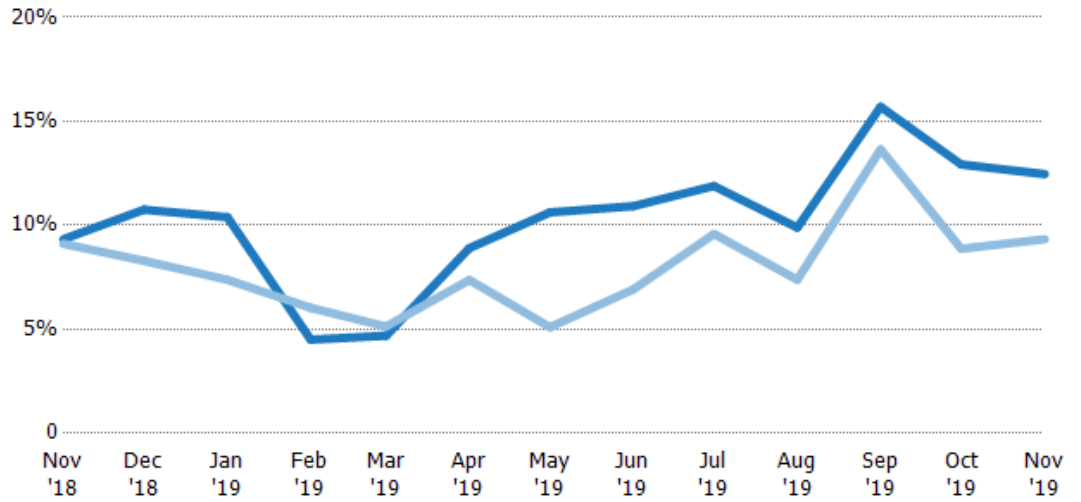
Absorption Rate

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.
Nov '19	12%	-3.1%
Nov '18	9%	-0.2%
Nov '17	9%	-9.2%



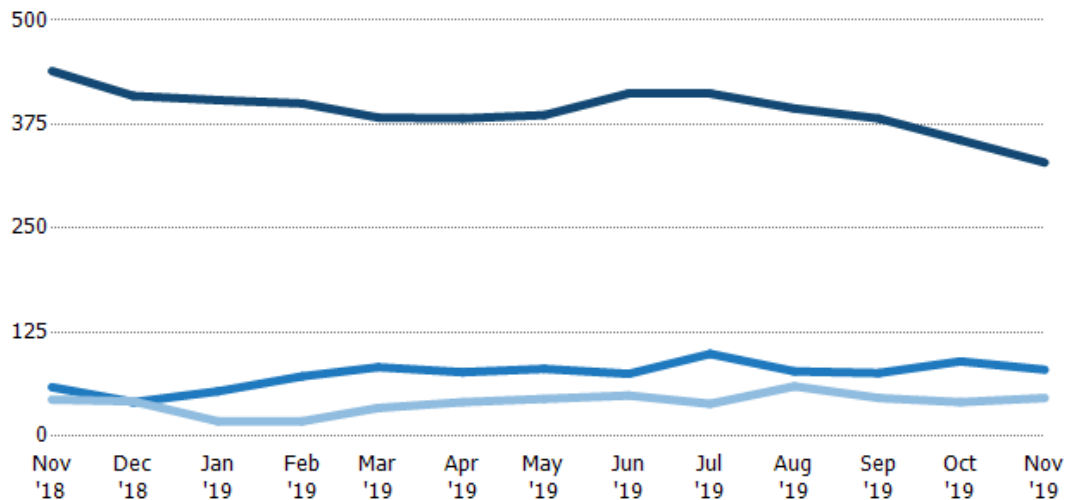
Current Year	9%	11%	10%	5%	5%	9%	11%	11%	12%	10%	16%	13%	12%
Prior Year	9%	8%	7%	6%	5%	7%	5%	7%	10%	7%	14%	9%	9%
Change from Prior Year	0%	-2%	-3%	2%	0%	-2%	-6%	-4%	-2%	-3%	-2%	-4%	-3%

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



Active	439	409	404	400	383	382	386	412	412	394	382	356	329
Pending	59	41	54	72	83	77	81	75	99	78	76	90	80
Sold	44	42	18	18	34	41	45	49	39	60	46	41	46

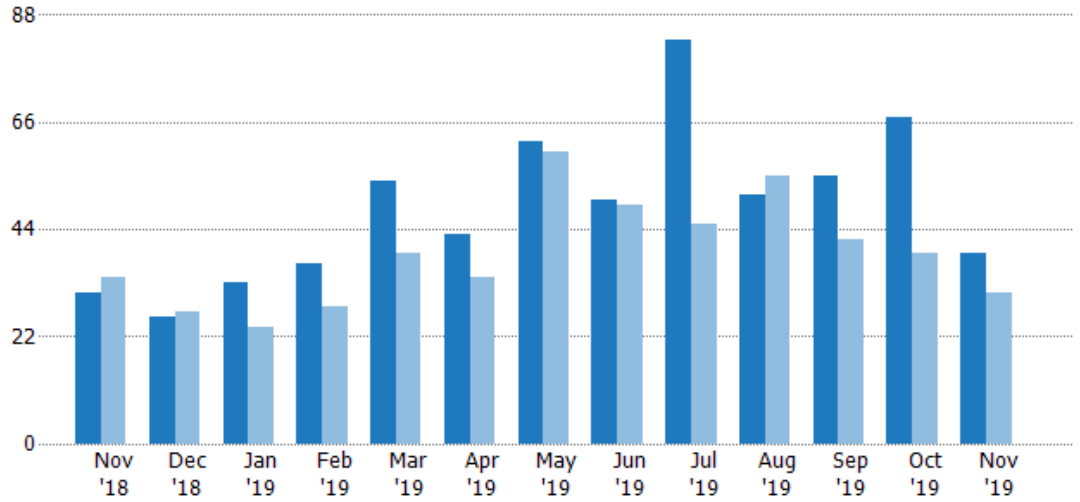
New Pending Sales

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.
Nov '19	39	25.8%
Nov '18	31	-8.8%
Nov '17	34	-20.6%



Current Year	31	26	33	37	54	43	62	50	83	51	55	67	39
Prior Year	34	27	24	28	39	34	60	49	45	55	42	39	31
Percent Change from Prior Year	-9%	-4%	38%	32%	38%	26%	3%	2%	84%	-7%	31%	72%	26%

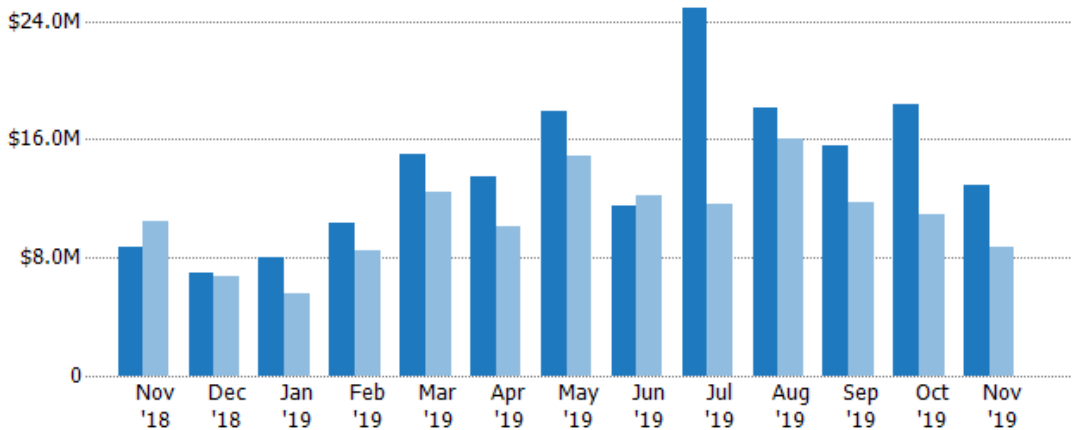
New Pending Sales Volume

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.
Nov '19	\$12.9M	47.7%
Nov '18	\$8.75M	-16.2%
Nov '17	\$10.4M	4.1%



Current Year	\$8.75M	\$7.01M	\$8.01M	\$10.4M	\$15M	\$13.5M	\$17.9M	\$11.5M	\$24.8M	\$18.1M	\$15.5M	\$18.3M	\$12.9M
Prior Year	\$10.4M	\$6.67M	\$5.52M	\$8.52M	\$12.5M	\$10.1M	\$14.9M	\$12.2M	\$11.6M	\$16M	\$11.7M	\$11M	\$8.75M
Percent Change from Prior Year	-16%	5%	45%	22%	20%	34%	20%	-6%	115%	13%	32%	67%	48%

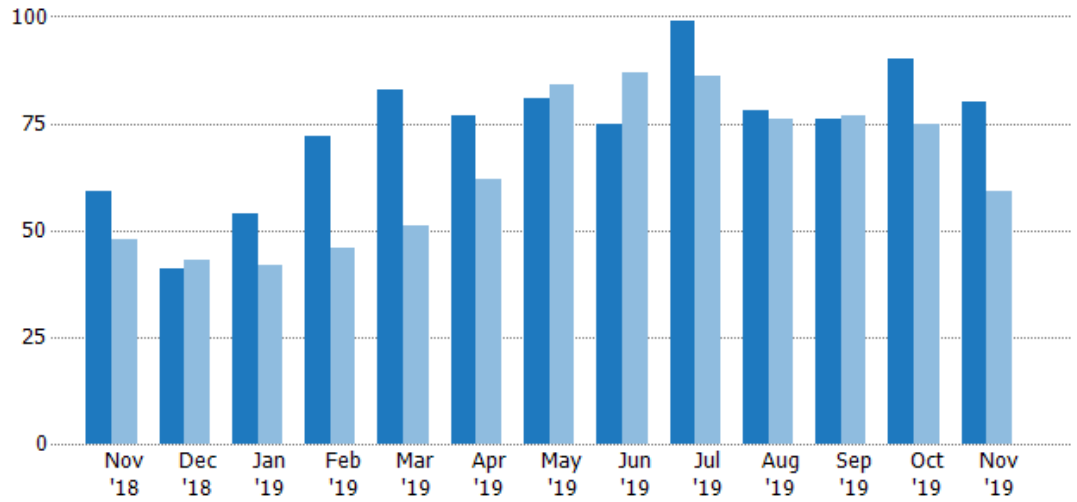
Pending Sales

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.
Nov '19	80	35.6%
Nov '18	59	22.9%
Nov '17	48	60.4%



Current Year	59	41	54	72	83	77	81	75	99	78	76	90	80
Prior Year	48	43	42	46	51	62	84	87	86	76	77	75	59
Percent Change from Prior Year	23%	-5%	29%	57%	63%	24%	-4%	-14%	15%	3%	-1%	20%	36%

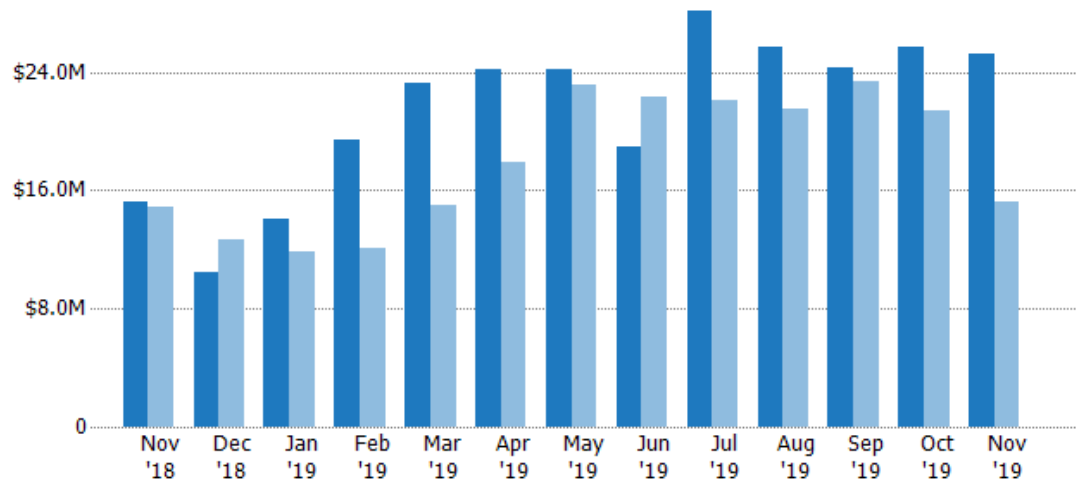
Pending Sales Volume

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.
Nov '19	\$25.2M	65.8%
Nov '18	\$15.2M	2.1%
Nov '17	\$14.9M	61.6%



Current Year	\$15.2M	\$10.5M	\$14.1M	\$19.4M	\$23.2M	\$24.1M	\$24.2M	\$19M	\$28.1M	\$25.7M	\$24.3M	\$25.7M	\$25.2M
Prior Year	\$14.9M	\$12.6M	\$11.8M	\$12M	\$15M	\$17.9M	\$23.1M	\$22.4M	\$22.1M	\$21.5M	\$23.3M	\$21.3M	\$15.2M
Percent Change from Prior Year	2%	-17%	19%	61%	54%	35%	5%	-15%	27%	19%	4%	20%	66%

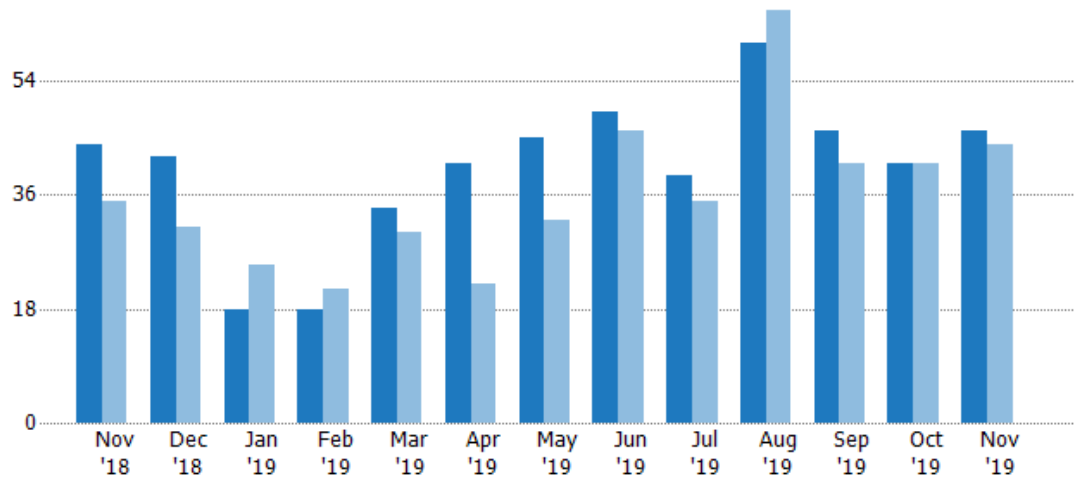
Closed Sales

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.
Nov '19	46	4.5%
Nov '18	44	25.7%
Nov '17	35	11.4%



Current Year	44	42	18	18	34	41	45	49	39	60	46	41	46
Prior Year	35	31	25	21	30	22	32	46	35	65	41	41	44
Percent Change from Prior Year	26%	35%	-28%	-14%	13%	86%	41%	7%	11%	-8%	12%	0%	5%

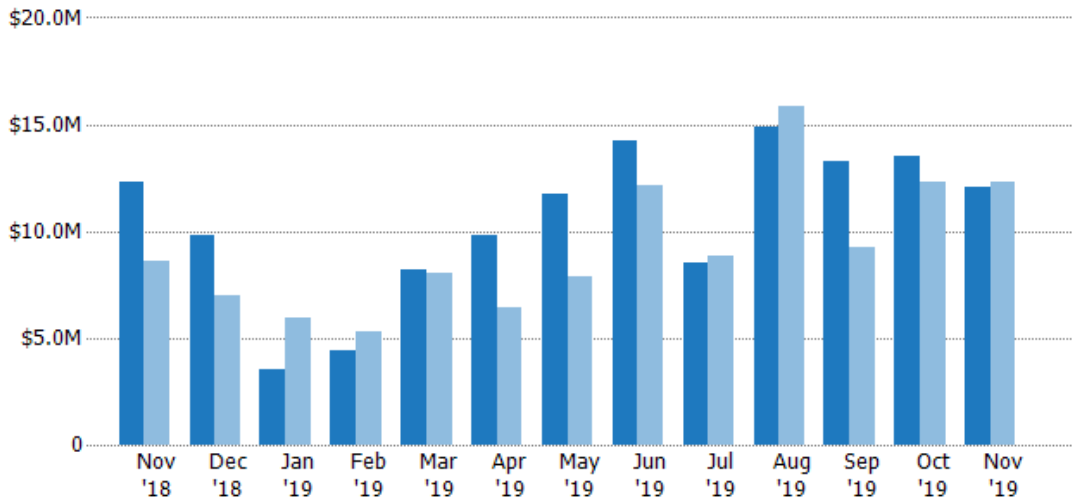
Closed Sales Volume

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.
Nov '19	\$12.1M	-1.9%
Nov '18	\$12.3M	43.2%
Nov '17	\$8.6M	12.9%



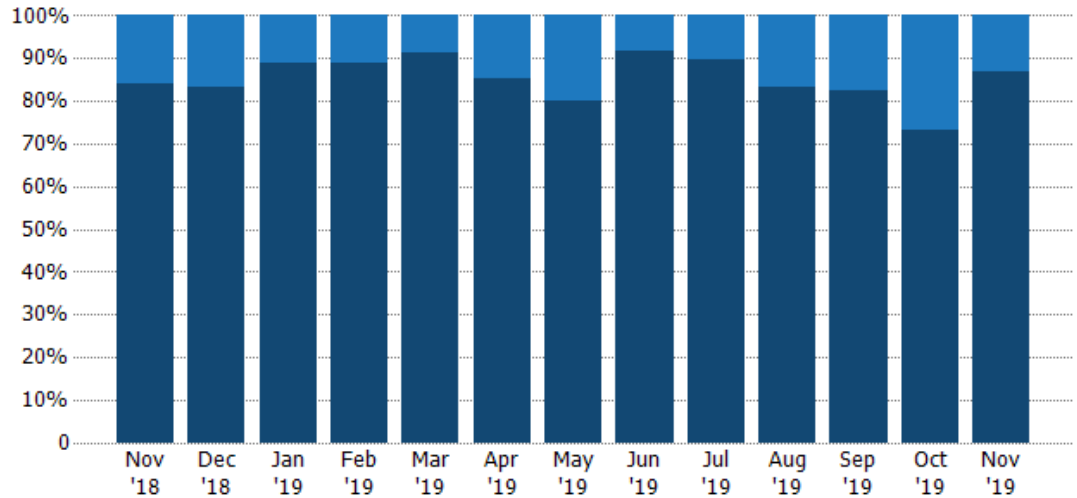
Current Year	\$12.3M	\$9.84M	\$3.53M	\$4.41M	\$8.23M	\$9.81M	\$11.7M	\$14.2M	\$8.5M	\$14.9M	\$13.2M	\$13.5M	\$12.1M
Prior Year	\$8.6M	\$6.99M	\$5.91M	\$5.31M	\$8.05M	\$6.46M	\$7.86M	\$12.1M	\$8.82M	\$15.9M	\$9.28M	\$12.3M	\$12.3M
Percent Change from Prior Year	43%	41%	-40%	-17%	2%	52%	49%	17%	-4%	-6%	43%	10%	-2%

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	16%	17%	11%	11%	9%	15%	20%	8%	10%	17%	17%	27%	13%
Single Family Residence	84%	83%	89%	89%	91%	85%	80%	92%	90%	83%	83%	73%	87%

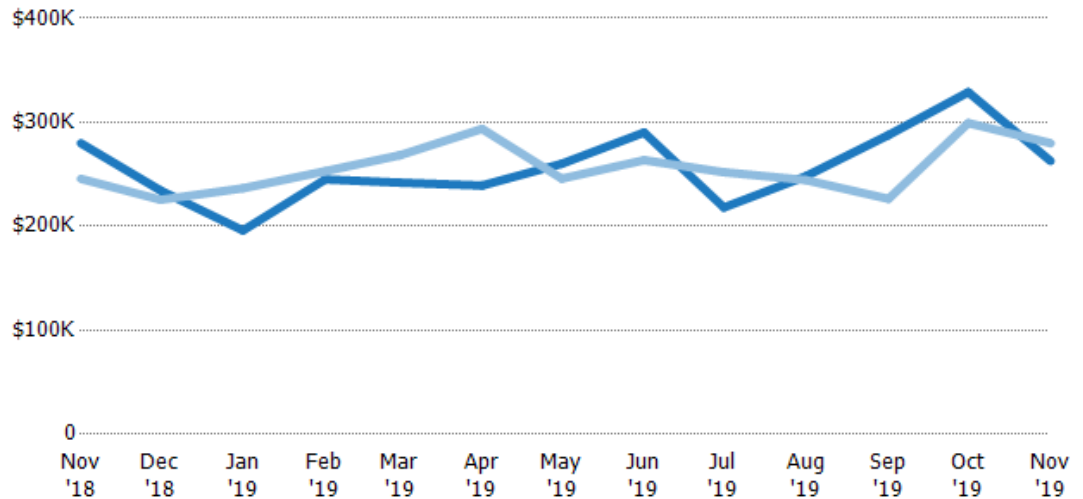
Average Sales Price

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.
Nov '19	\$263K	-6.1%
Nov '18	\$280K	13.9%
Nov '17	\$246K	1.3%



Current Year	\$280K	\$234K	\$196K	\$245K	\$242K	\$239K	\$260K	\$290K	\$218K	\$248K	\$288K	\$329K	\$263K
Prior Year	\$246K	\$225K	\$237K	\$253K	\$268K	\$294K	\$246K	\$264K	\$252K	\$244K	\$226K	\$299K	\$280K
Percent Change from Prior Year	14%	4%	-17%	-3%	-10%	-19%	6%	10%	-13%	2%	27%	10%	-6%

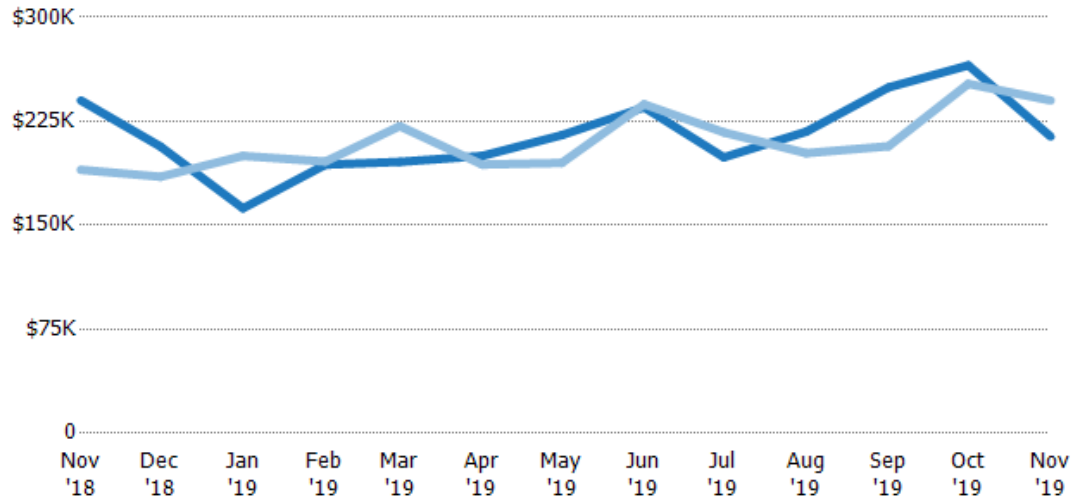
Median Sales Price

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.
Nov '19	\$214K	-10.8%
Nov '18	\$240K	26.3%
Nov '17	\$190K	6.8%



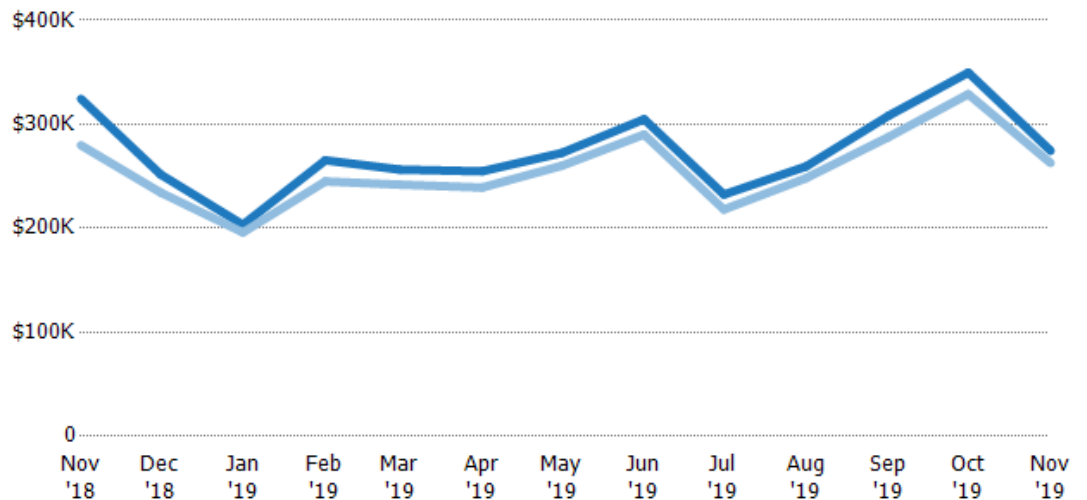
Current Year	\$240K	\$207K	\$162K	\$194K	\$196K	\$200K	\$215K	\$235K	\$199K	\$218K	\$249K	\$265K	\$214K
Prior Year	\$190K	\$185K	\$200K	\$196K	\$222K	\$194K	\$195K	\$237K	\$217K	\$202K	\$207K	\$252K	\$240K
Percent Change from Prior Year	26%	12%	-19%	-1%	-12%	3%	10%	-1%	-8%	8%	21%	5%	-11%

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



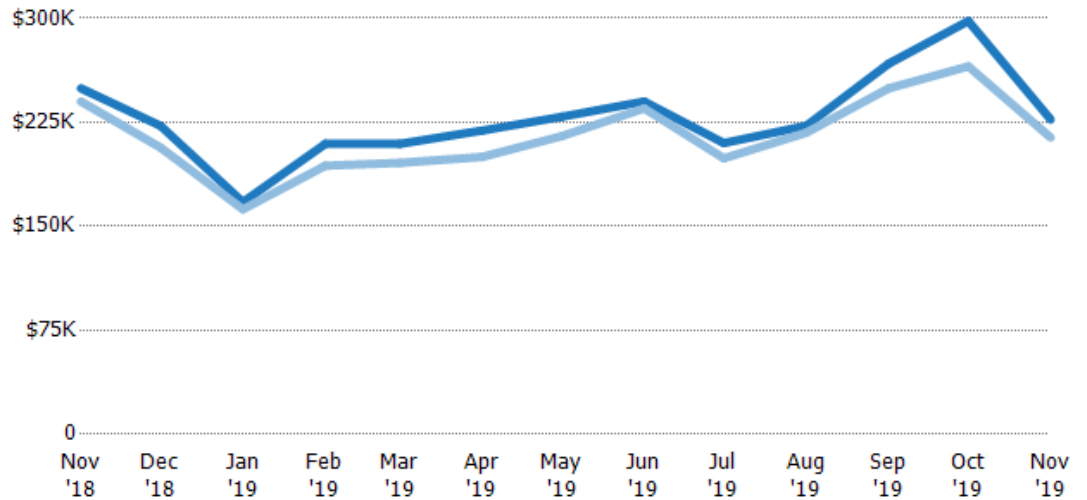
Avg List Price	\$325K	\$252K	\$203K	\$265K	\$256K	\$255K	\$272K	\$305K	\$232K	\$260K	\$308K	\$350K	\$274K
Avg Sales Price	\$280K	\$234K	\$196K	\$245K	\$242K	\$239K	\$260K	\$290K	\$218K	\$248K	\$288K	\$329K	\$263K
Avg Sales Price as a % of Avg List Price	86%	93%	96%	92%	94%	94%	95%	95%	94%	96%	93%	94%	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



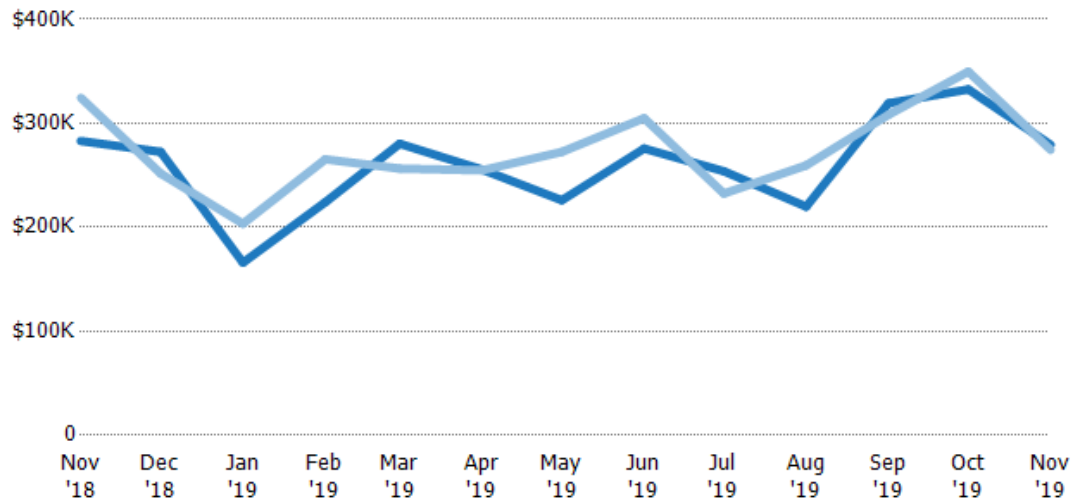
Median List Price	\$250K	\$222K	\$167K	\$209K	\$209K	\$219K	\$229K	\$240K	\$210K	\$222K	\$267K	\$298K	\$227K
Median Sales Price	\$240K	\$207K	\$162K	\$194K	\$196K	\$200K	\$215K	\$235K	\$199K	\$218K	\$249K	\$265K	\$214K
Med Sales Price as a % of Med List Price	96%	93%	97%	92%	93%	91%	94%	98%	95%	98%	93%	89%	94%

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



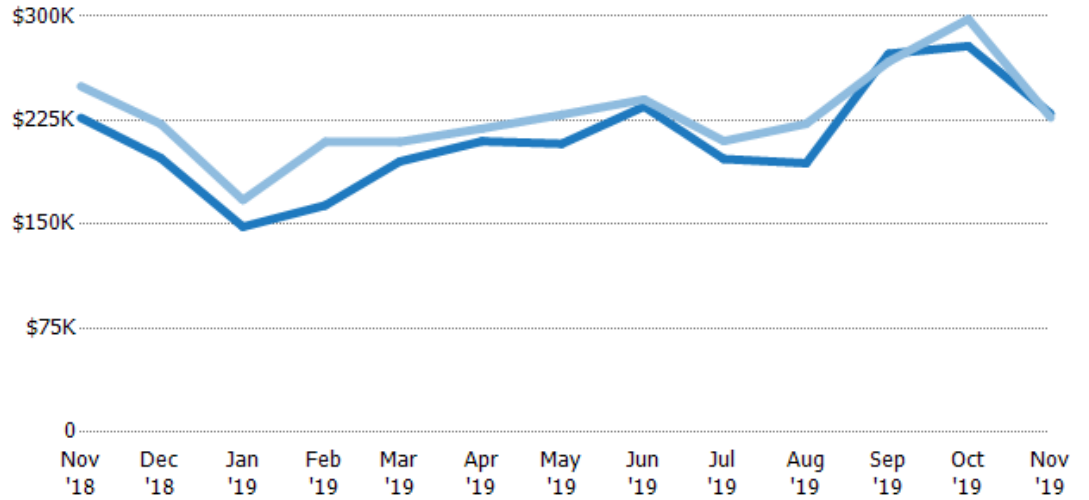
Avg Est Value	\$283K	\$273K	\$166K	\$224K	\$280K	\$256K	\$226K	\$276K	\$254K	\$220K	\$319K	\$333K	\$279K
Avg Sales Price	\$325K	\$252K	\$203K	\$265K	\$256K	\$255K	\$272K	\$305K	\$232K	\$260K	\$308K	\$350K	\$274K
Avg Sales Price as a % of Avg Est Value	115%	92%	123%	118%	91%	100%	121%	111%	92%	118%	97%	105%	98%

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



Median Est Value	\$227K	\$198K	\$148K	\$164K	\$195K	\$210K	\$208K	\$235K	\$197K	\$194K	\$273K	\$279K	\$230K
Median Sales Price	\$250K	\$222K	\$167K	\$209K	\$209K	\$219K	\$229K	\$240K	\$210K	\$222K	\$267K	\$298K	\$227K
Med Sales Price as a % of Med Est Value	110%	112%	113%	128%	107%	104%	110%	102%	107%	115%	98%	107%	99%