

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	48	41	+17.1%	571	621	-8.1%
New Listing Volume	\$17,537,500	\$10,657,600	+64.6%	\$206,530,454	\$204,979,212	+0.8%
Active Listing Count	354	461	-23.2%	N/A	N/A	
Active Listing Volume	\$165,018,338	\$188,409,324	-12.4%	N/A	N/A	
Average Listing Price	\$466,153	\$408,697	+14.1%	\$432,233	\$402,201	+7.5%
Median Listing Price	\$324,500	\$279,000	+16.3%	\$298,408	\$281,938	+5.8%
Median Days in RPR	146	143	+2.1%	166.99	157.96	+5.7%
Months of Inventory	7.7	11.2	-31.6%	10.9	13.9	-21.8%
Absorption Rate	12.99%	8.89%	+4.1%	9.18%	7.18%	+2%
Sales Activity Charts Metrics						
New Pending Sales Count	66	39	+69.2%	534	415	+28.7%
New Pending Sales Volume	\$17,576,925	\$10,951,800	+60.5%	\$152,325,351	\$113,945,088	+33.7%
Pending Sales Count	89	75	+18.7%	N/A	N/A	
Pending Sales Volume	\$24,904,765	\$21,337,200	+16.7%	N/A	N/A	
Closed Sales Count	41	41	+/-	391	358	+9.2%
Closed Sales Volume	\$13,487,200	\$12,269,000	+9.9%	\$102,020,244	\$91,976,769	+10.9%
Average Sales Price	\$328,956	\$299,244	+9.9%	\$260,921	\$256,918	+1.6%
Median Sales Price	\$265,350	\$252,000	+5.3%	\$218,970	\$214,308	+2.2%

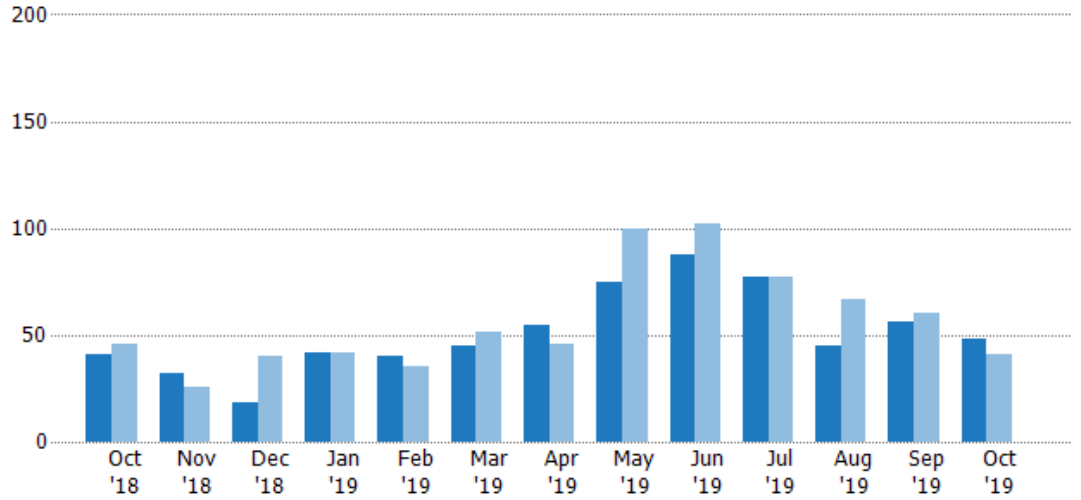
New Listings

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.
Oct '19	48	17.1%
Oct '18	41	-10.9%
Oct '17	46	6.5%



Current Year	41	32	18	42	40	45	55	75	88	77	45	56	48
Prior Year	46	26	40	42	35	51	46	100	102	77	67	60	41
Percent Change from Prior Year	-11%	23%	-55%	0%	14%	-12%	20%	-25%	-14%	0%	-33%	-7%	17%

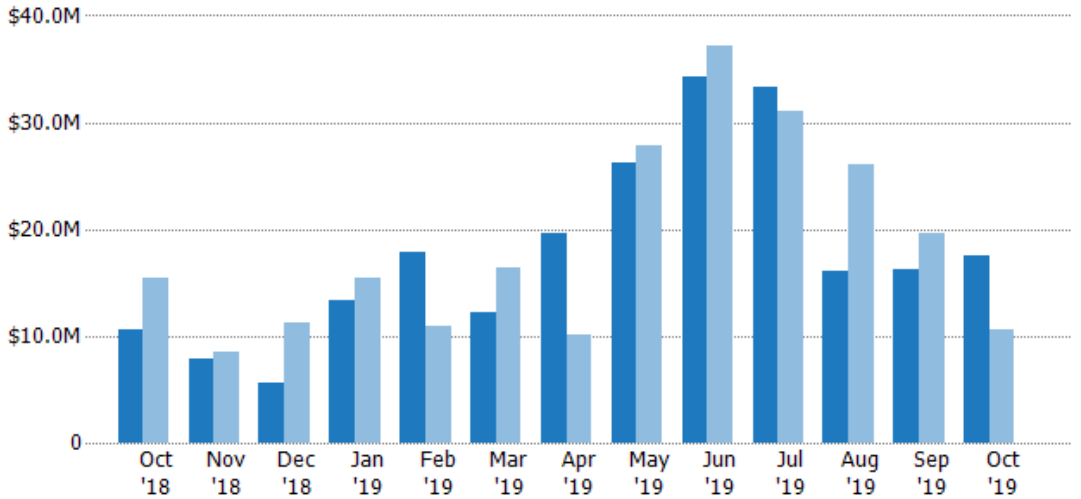
New Listing Volume

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.
Oct '19	\$17.5M	64.6%
Oct '18	\$10.7M	-30.6%
Oct '17	\$15.4M	11.2%



Current Year	\$10.7M	\$7.81M	\$5.65M	\$13.3M	\$17.9M	\$12.1M	\$19.6M	\$26.2M	\$34.2M	\$33.4M	\$16.1M	\$16.2M	\$17.5M
Prior Year	\$15.4M	\$8.46M	\$11.3M	\$15.4M	\$11M	\$16.3M	\$10M	\$27.8M	\$37.2M	\$31M	\$26M	\$19.6M	\$10.7M
Percent Change from Prior Year	-31%	-8%	-50%	-14%	63%	-26%	95%	-6%	-8%	8%	-38%	-17%	65%

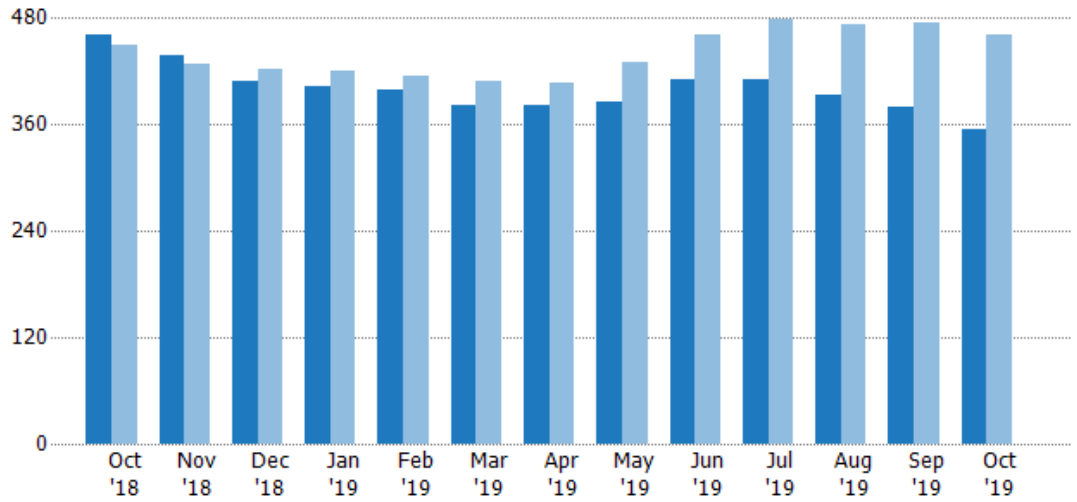
Active Listings

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.
Oct '19	354	-23.2%
Oct '18	461	2.4%
Oct '17	450	-0.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	461	438	408	403	400	382	381	385	411	411	393	380	354
Prior Year	450	428	422	420	414	409	406	430	461	479	473	475	461
Percent Change from Prior Year	2%	2%	-3%	-4%	-3%	-7%	-6%	-10%	-11%	-14%	-17%	-20%	-23%

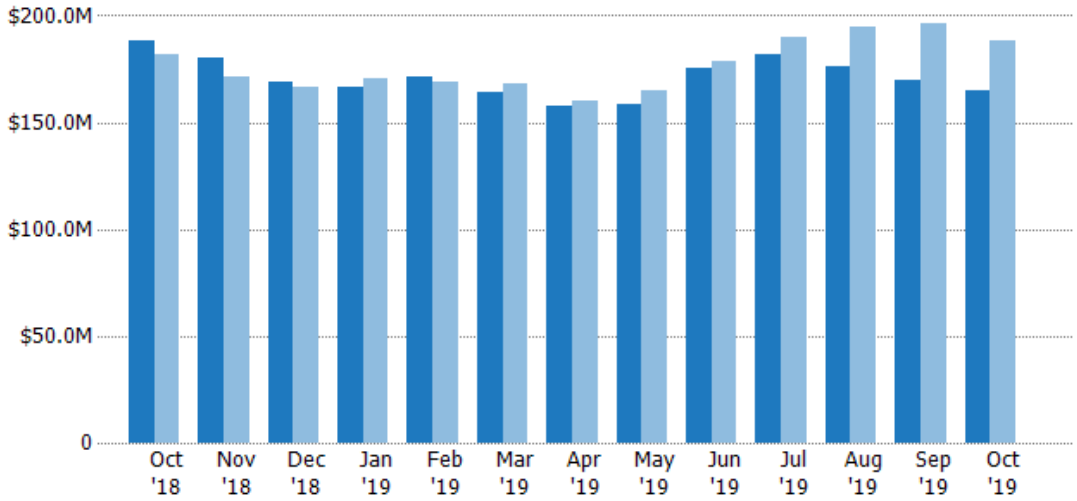
Active Listing Volume

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.
Oct '19	\$165M	-12.4%
Oct '18	\$188M	3.5%
Oct '17	\$182M	-0.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$188M	\$180M	\$169M	\$166M	\$171M	\$164M	\$158M	\$159M	\$175M	\$181M	\$176M	\$170M	\$165M
Prior Year	\$182M	\$171M	\$167M	\$171M	\$169M	\$168M	\$160M	\$165M	\$179M	\$190M	\$194M	\$196M	\$188M
Percent Change from Prior Year	4%	5%	2%	-3%	1%	-2%	-2%	-4%	-2%	-4%	-9%	-13%	-12%

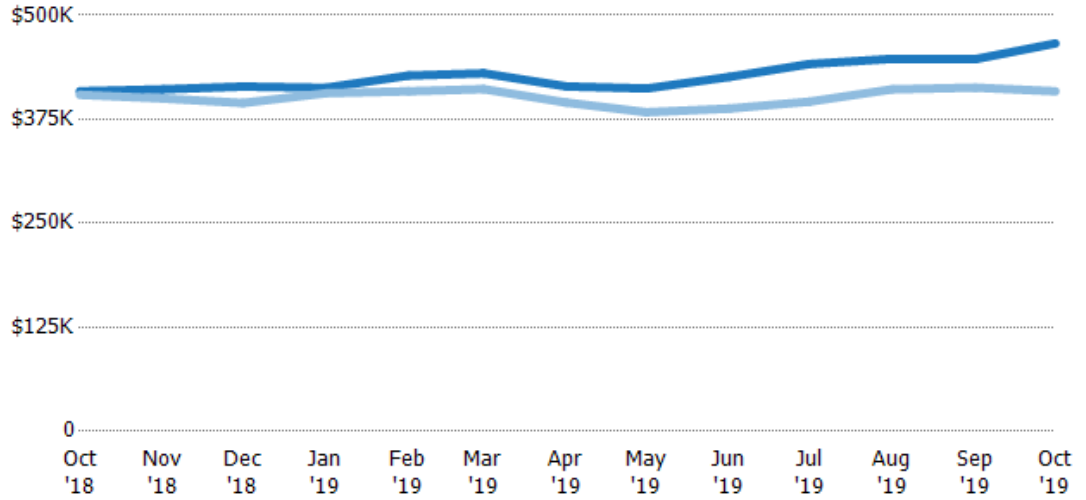
Average Listing Price

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.
Oct '19	\$466K	14.1%
Oct '18	\$409K	1.1%
Oct '17	\$404K	0.4%



Current Year	\$409K	\$411K	\$414K	\$413K	\$428K	\$430K	\$415K	\$412K	\$426K	\$441K	\$448K	\$447K	\$466K
Prior Year	\$404K	\$400K	\$395K	\$406K	\$409K	\$411K	\$395K	\$383K	\$388K	\$396K	\$411K	\$413K	\$409K
Percent Change from Prior Year	1%	3%	5%	2%	5%	5%	5%	7%	10%	11%	9%	8%	14%

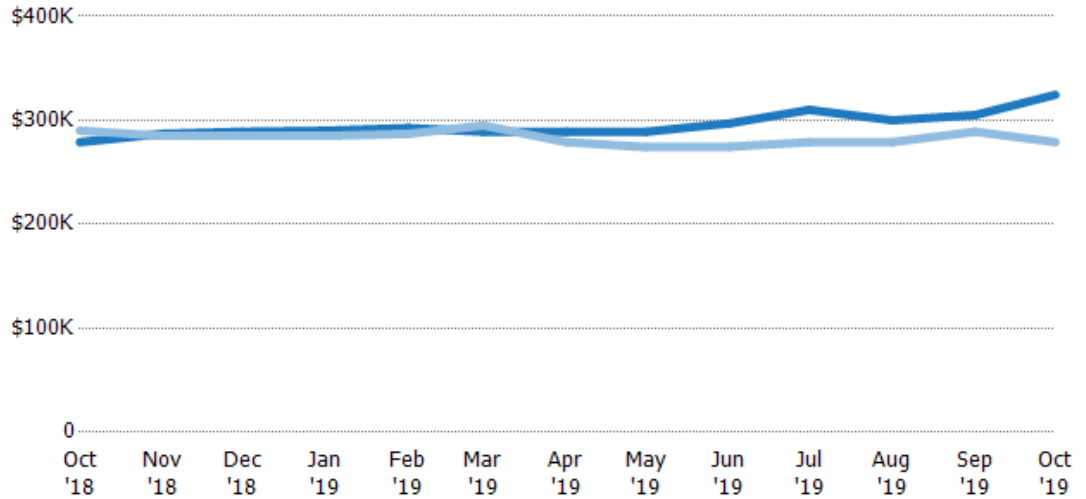
Median Listing Price

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.
Oct '19	\$325K	16.3%
Oct '18	\$279K	-3.8%
Oct '17	\$290K	-1.7%



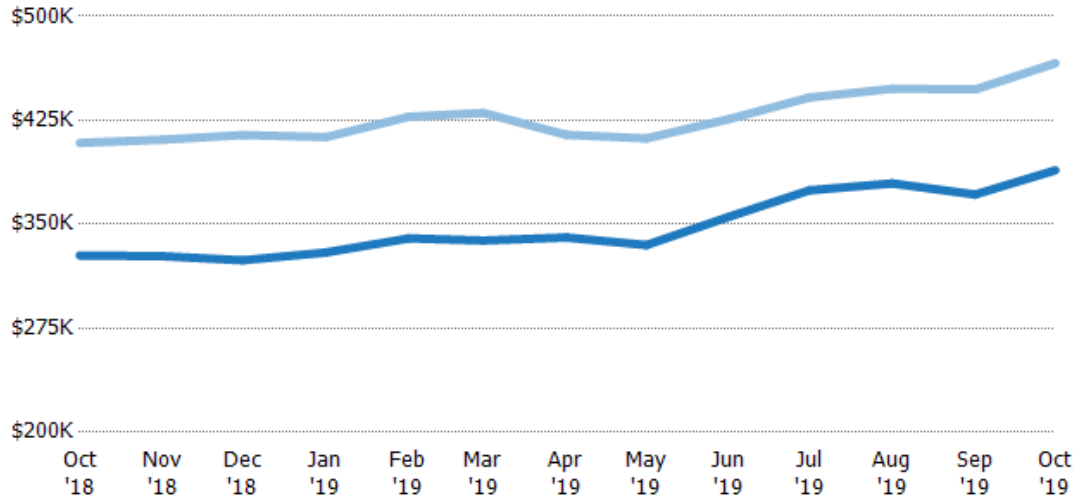
Current Year	\$279K	\$287K	\$289K	\$290K	\$293K	\$289K	\$289K	\$289K	\$297K	\$310K	\$300K	\$305K	\$325K
Prior Year	\$290K	\$285K	\$285K	\$285K	\$287K	\$295K	\$279K	\$274K	\$275K	\$279K	\$279K	\$289K	\$279K
Percent Change from Prior Year	-4%	1%	1%	2%	2%	-2%	4%	5%	8%	11%	8%	6%	16%

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

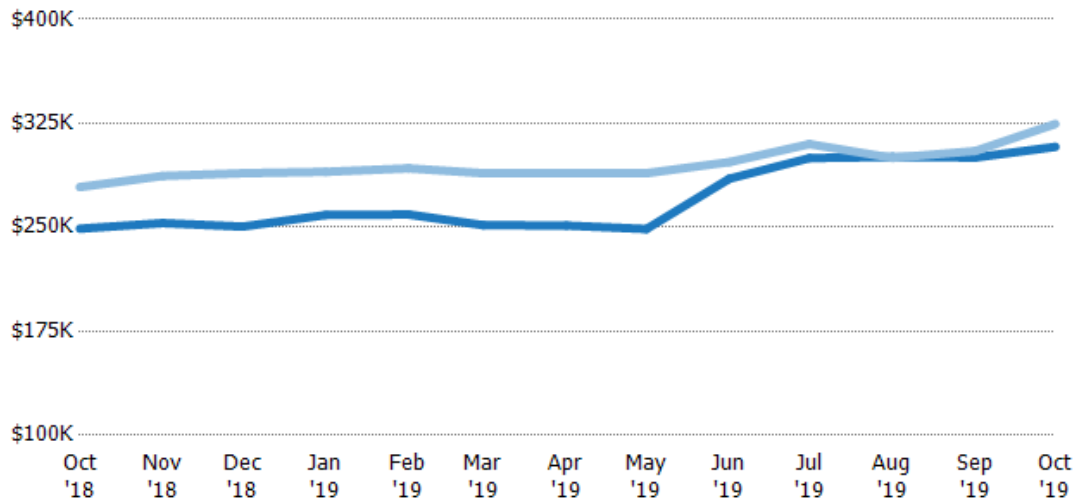


Median Listing Price vs Median Est Value

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



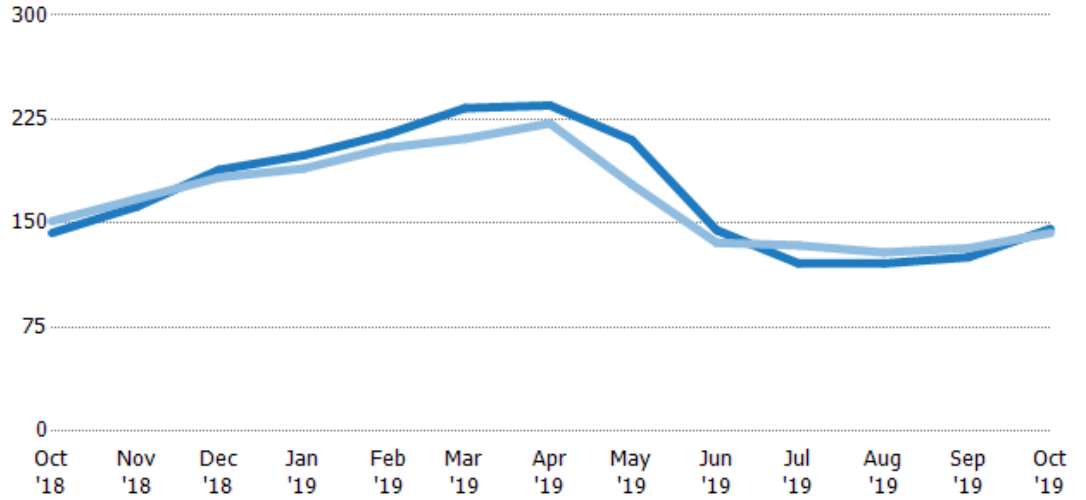
Median Days in RPR

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.
Oct '19	146	2.1%
Oct '18	143	-5.6%
Oct '17	152	-5%



Current Year	143	162	189	199	215	233	235	210	145	121	121	126	146
Prior Year	152	168	183	190	205	211	222	178	136	134	129	132	143
Percent Change from Prior Year	-6%	-3%	3%	5%	5%	10%	6%	18%	7%	-10%	-6%	-5%	2%

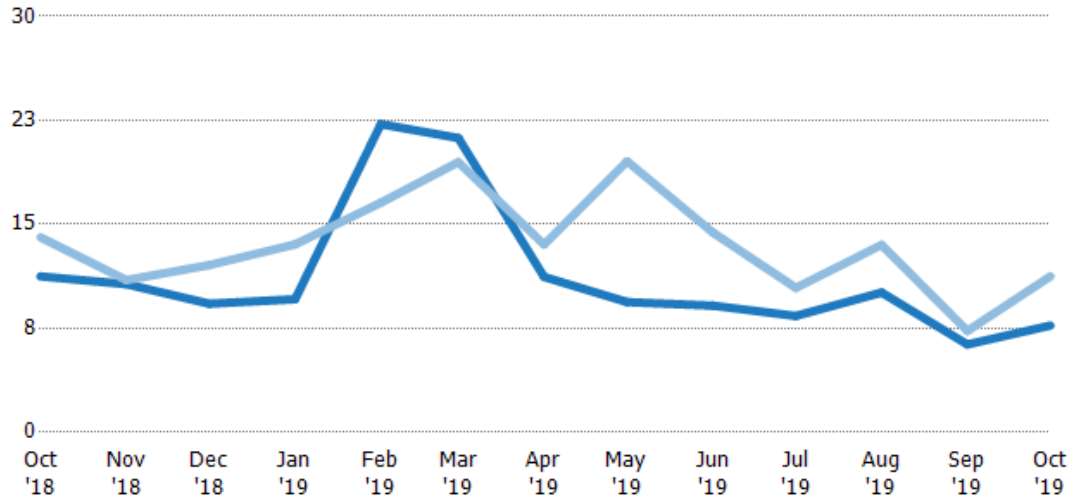
Months of Inventory

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.
Oct '19	7.7	-31.6%
Oct '18	11.2	-20%
Oct '17	14.1	-22.5%



Current Year	11.2	10.7	9.27	9.6	22.2	21.2	11.2	9.39	9.13	8.39	10.1	6.33	7.7
Prior Year	14.1	11	12.1	13.5	16.6	19.5	13.5	19.5	14.4	10.4	13.5	7.31	11.2
Percent Change from Prior Year	-20%	-3%	-23%	-29%	34%	9%	-17%	-52%	-37%	-19%	-25%	-13%	-32%

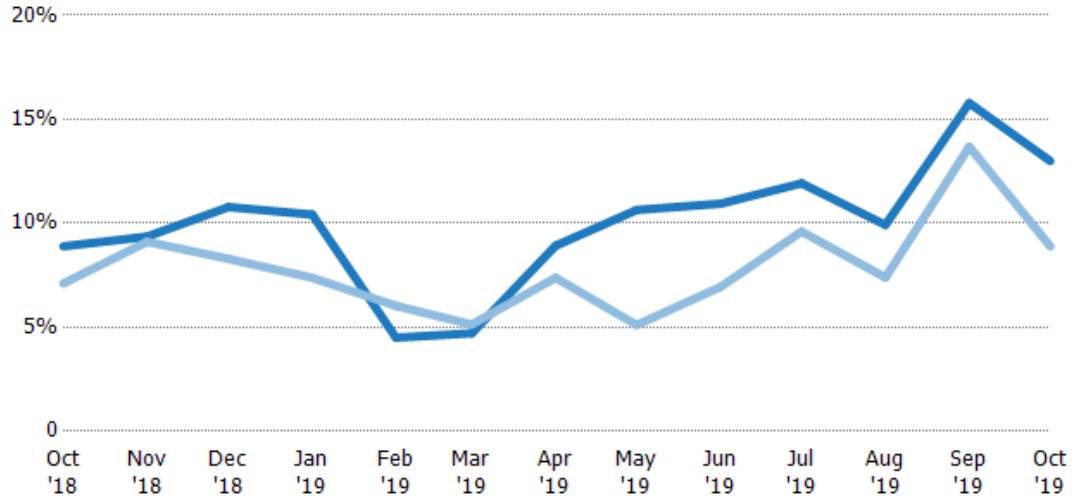
Absorption Rate

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.
Oct '19	13%	-4.1%
Oct '18	9%	-1.8%
Oct '17	7%	29%



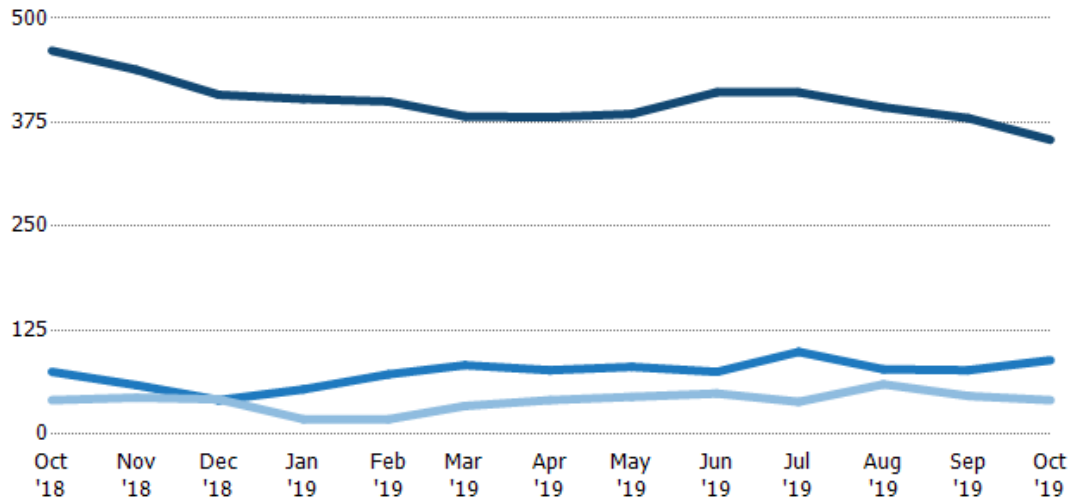
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	9%	9%	11%	10%	5%	5%	9%	11%	11%	12%	10%	16%	13%
Prior Year	7%	9%	8%	7%	6%	5%	7%	5%	7%	10%	7%	14%	9%
Change from Prior Year	-2%	0%	-2%	-3%	2%	0%	-2%	-6%	-4%	-2%	-3%	-2%	-4%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	461	438	408	403	400	382	381	385	411	411	393	380	354
Pending	75	59	41	54	72	83	77	81	75	99	78	77	89
Sold	41	44	42	18	18	34	41	45	49	39	60	46	41

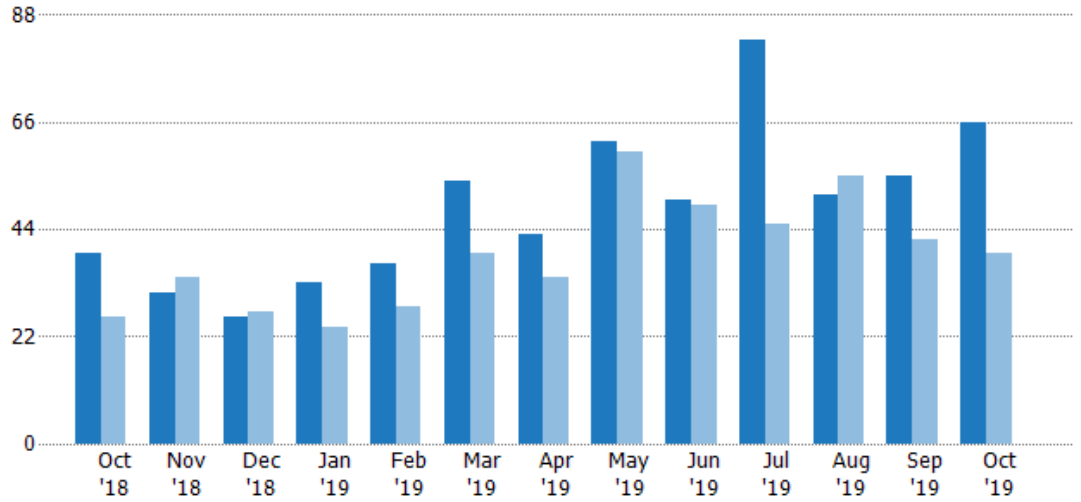
New Pending Sales

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.
Oct '19	66	69.2%
Oct '18	39	50%
Oct '17	26	92.3%



Current Year	39	31	26	33	37	54	43	62	50	83	51	55	66
Prior Year	26	34	27	24	28	39	34	60	49	45	55	42	39
Percent Change from Prior Year	50%	-9%	-4%	38%	32%	38%	26%	3%	2%	84%	-7%	31%	69%

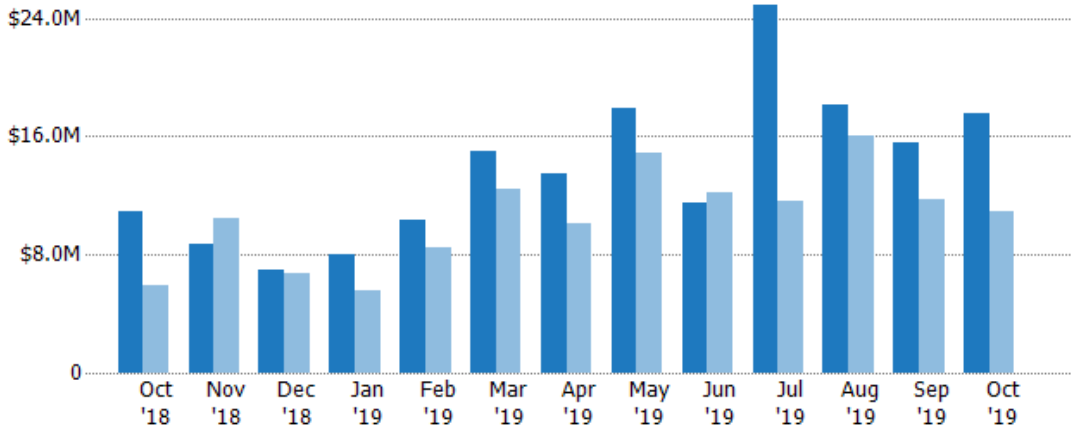
New Pending Sales Volume

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.
Oct '19	\$17.6M	60.5%
Oct '18	\$11M	84.8%
Oct '17	\$5.93M	145.2%



Current Year	\$11M	\$8.75M	\$7.01M	\$8.01M	\$10.4M	\$15M	\$13.5M	\$17.9M	\$11.5M	\$24.8M	\$18.1M	\$15.5M	\$17.6M
Prior Year	\$5.93M	\$10.4M	\$6.67M	\$5.52M	\$8.52M	\$12.5M	\$10.1M	\$14.9M	\$12.2M	\$11.6M	\$16M	\$11.7M	\$11M
Percent Change from Prior Year	85%	-16%	5%	45%	22%	20%	34%	20%	-6%	115%	13%	32%	60%

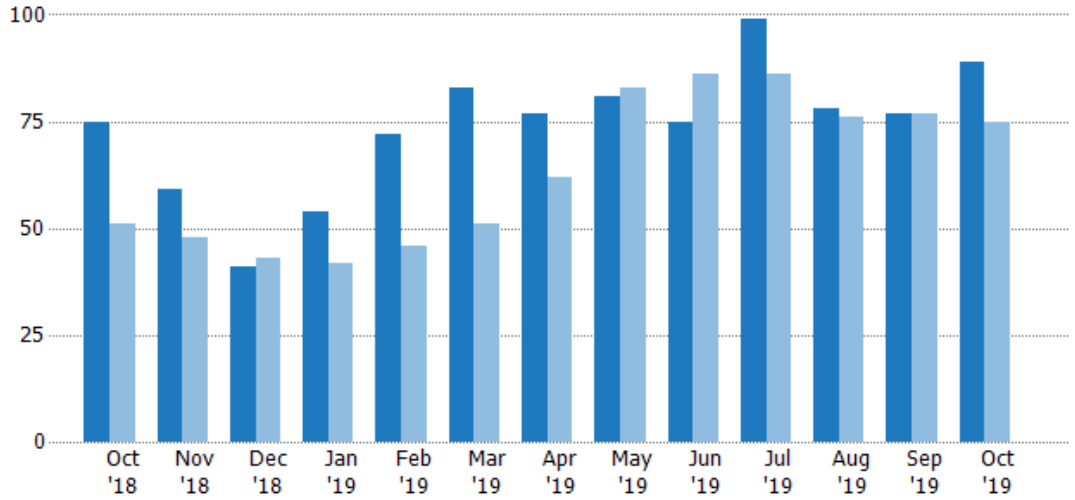
Pending Sales

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.
Oct '19	89	18.7%
Oct '18	75	47.1%
Oct '17	51	68.6%



Current Year	75	59	41	54	72	83	77	81	75	99	78	77	89
Prior Year	51	48	43	42	46	51	62	83	86	86	76	77	75
Percent Change from Prior Year	47%	23%	-5%	29%	57%	63%	24%	-2%	-13%	15%	3%	0%	19%

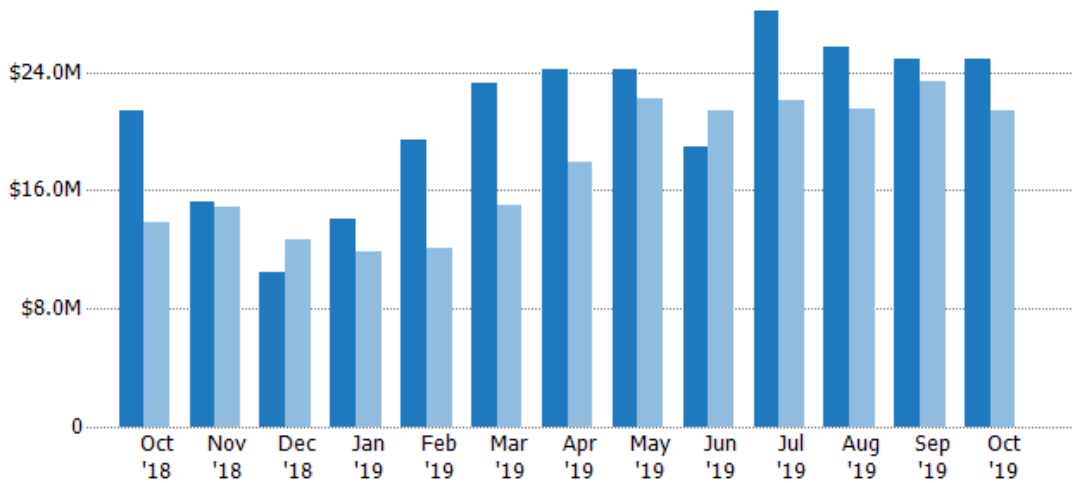
Pending Sales Volume

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.
Oct '19	\$24.9M	16.7%
Oct '18	\$21.3M	53.9%
Oct '17	\$13.9M	78.2%



Current Year	\$21.3M	\$15.2M	\$10.5M	\$14.1M	\$19.4M	\$23.2M	\$24.1M	\$24.2M	\$19M	\$28.1M	\$25.7M	\$24.9M	\$24.9M
Prior Year	\$13.9M	\$14.9M	\$12.6M	\$11.8M	\$12M	\$15M	\$17.9M	\$22.2M	\$21.4M	\$22.1M	\$21.5M	\$23.3M	\$21.3M
Percent Change from Prior Year	54%	2%	-17%	19%	61%	54%	35%	9%	-11%	27%	19%	7%	17%

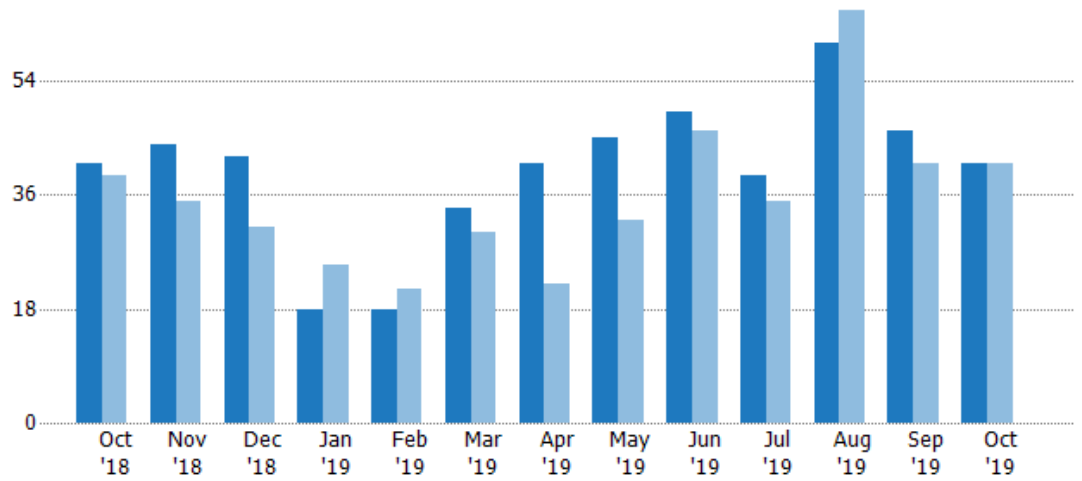
Closed Sales

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.
Oct '19	41	0%
Oct '18	41	5.1%
Oct '17	39	-7.7%



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

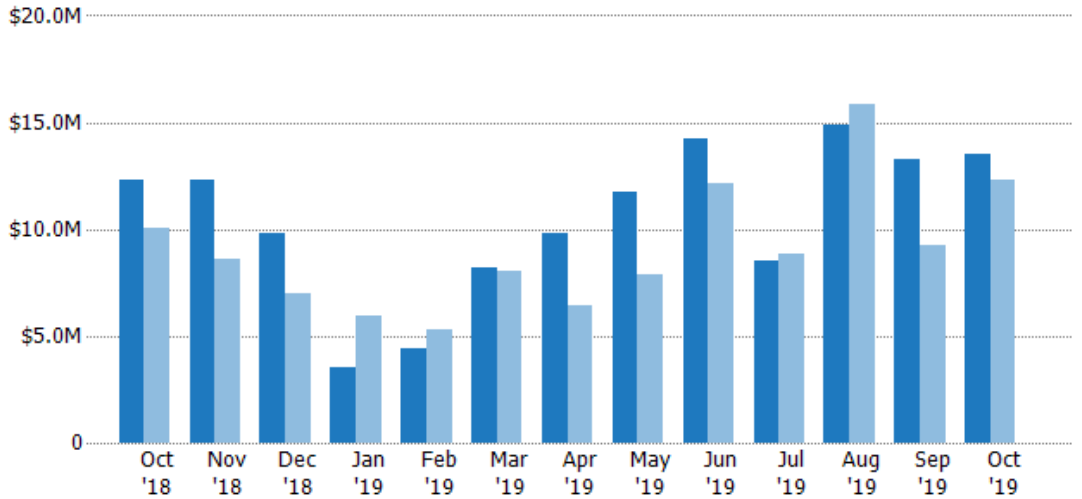
Closed Sales Volume

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.
Oct '19	\$13.5M	9.9%
Oct '18	\$12.3M	22%
Oct '17	\$10.1M	23.1%



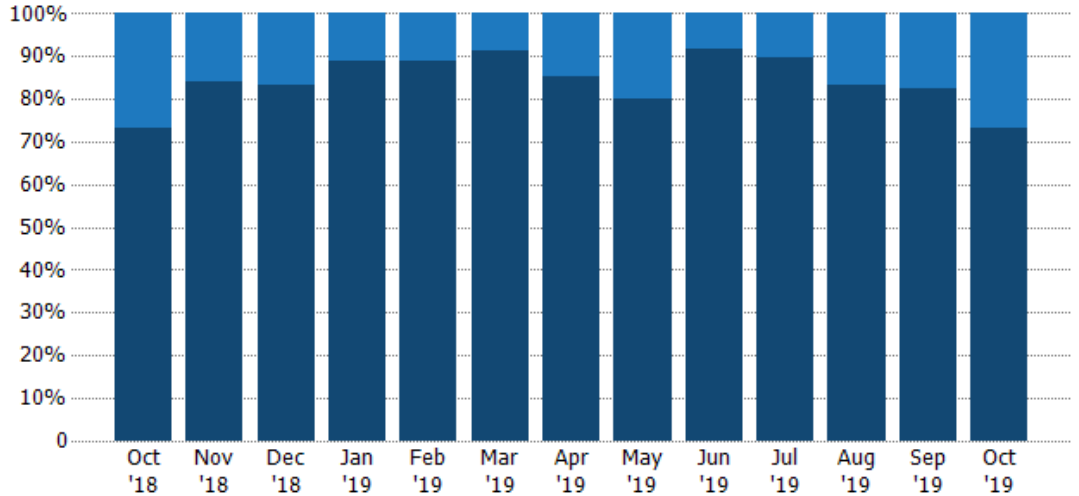
Current Year	\$12.3M	\$12.3M	\$9.84M	\$3.53M	\$4.41M	\$8.23M	\$9.81M	\$11.7M	\$14.2M	\$8.5M	\$14.9M	\$13.2M	\$13.5M
Prior Year	\$10.1M	\$8.6M	\$6.99M	\$5.91M	\$5.31M	\$8.05M	\$6.46M	\$7.86M	\$12.1M	\$8.82M	\$15.9M	\$9.28M	\$12.3M
Percent Change from Prior Year	22%	43%	41%	-40%	-17%	2%	52%	49%	17%	-4%	-6%	43%	10%

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



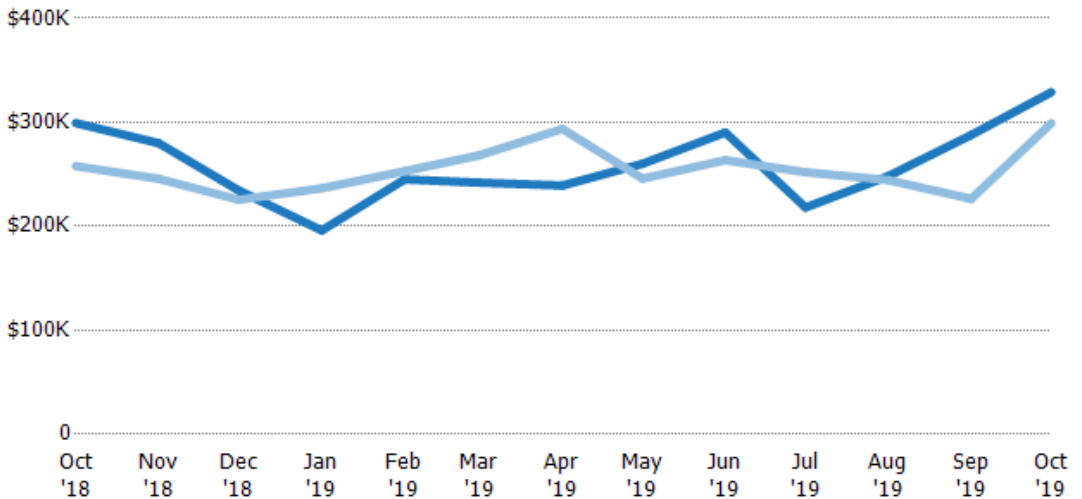
Condo/Townhouse	27%	16%	17%	11%	11%	9%	15%	20%	8%	10%	17%	17%	27%
Single Family Residence	73%	84%	83%	89%	89%	91%	85%	80%	92%	90%	83%	83%	73%

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	\$299K	\$280K	\$234K	\$196K	\$245K	\$242K	\$239K	\$260K	\$290K	\$218K	\$248K	\$288K	\$329K
Prior Year	\$258K	\$246K	\$225K	\$237K	\$253K	\$268K	\$294K	\$246K	\$264K	\$252K	\$244K	\$226K	\$299K
Percent Change from Prior Year	16%	14%	4%	-17%	-3%	-10%	-19%	6%	10%	-13%	2%	27%	10%

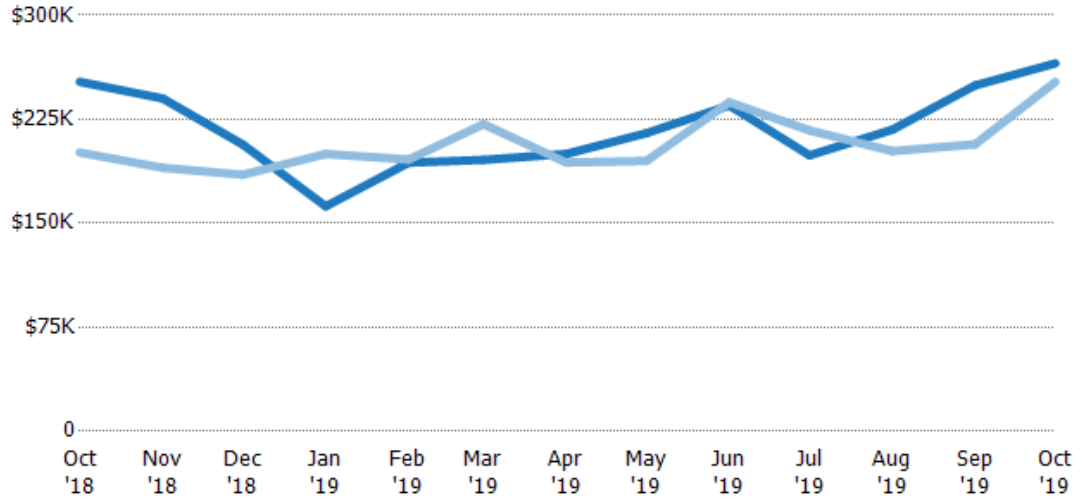
Median Sales Price

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.
Oct '19	\$265K	5.3%
Oct '18	\$252K	25.4%
Oct '17	\$201K	12.6%



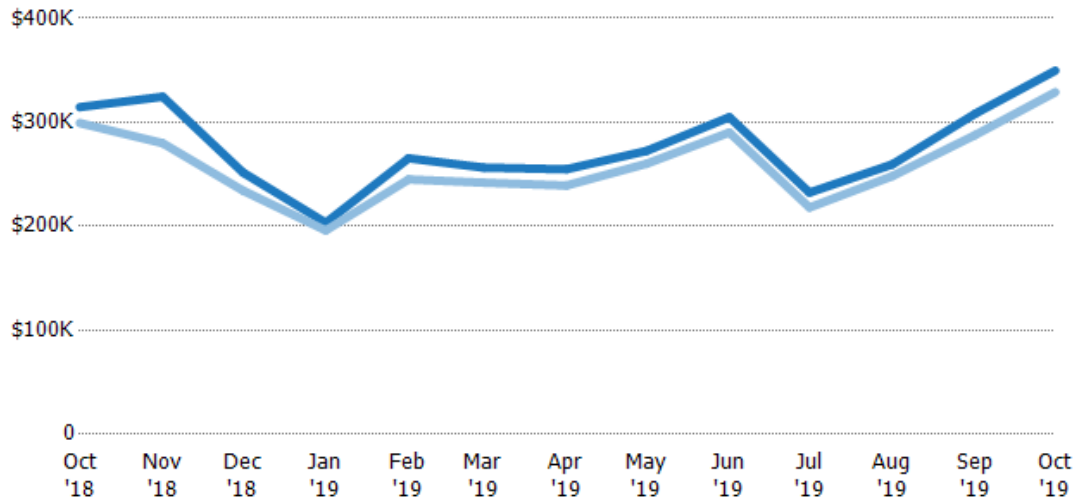
Current Year	\$252K	\$240K	\$207K	\$162K	\$194K	\$196K	\$200K	\$215K	\$235K	\$199K	\$218K	\$249K	\$265K
Prior Year	\$201K	\$190K	\$185K	\$200K	\$196K	\$222K	\$194K	\$195K	\$237K	\$217K	\$202K	\$207K	\$252K
Percent Change from Prior Year	25%	26%	12%	-19%	-1%	-12%	3%	10%	-1%	-8%	8%	21%	5%

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



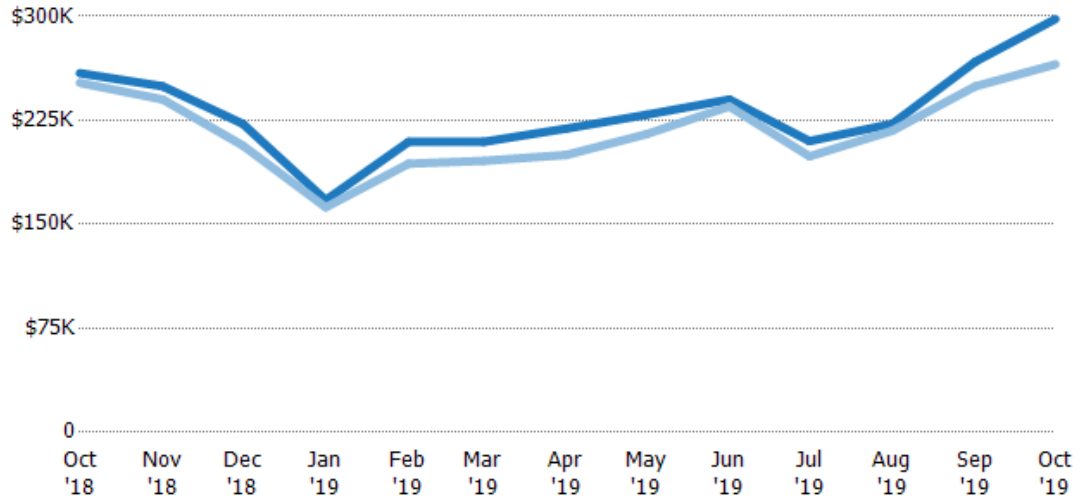
Avg List Price	\$315K	\$325K	\$252K	\$203K	\$265K	\$256K	\$255K	\$272K	\$305K	\$232K	\$260K	\$308K	\$350K
Avg Sales Price	\$299K	\$280K	\$234K	\$196K	\$245K	\$242K	\$239K	\$260K	\$290K	\$218K	\$248K	\$288K	\$329K
Avg Sales Price as a % of Avg List Price	95%	86%	93%	96%	92%	94%	94%	95%	95%	94%	96%	93%	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

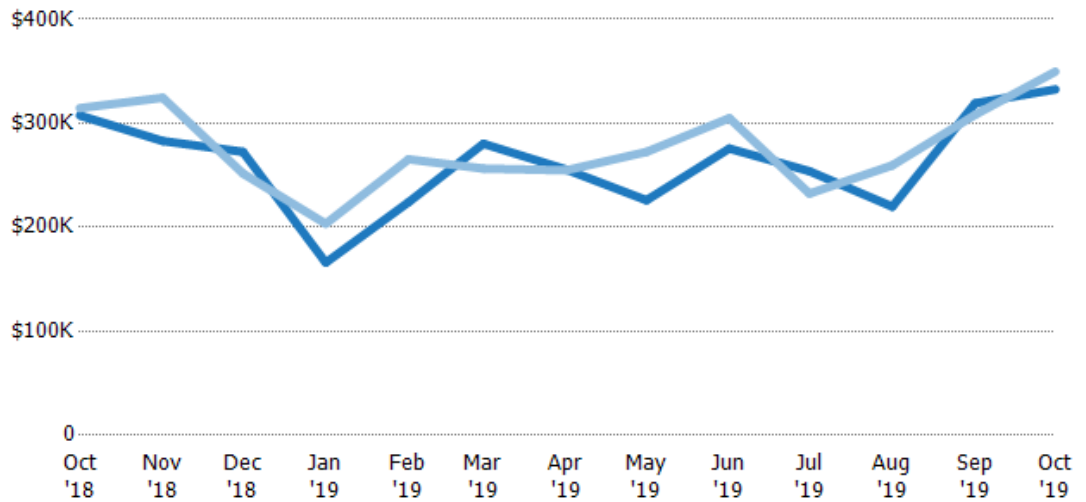


Average Sales Price vs Average Est Value

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

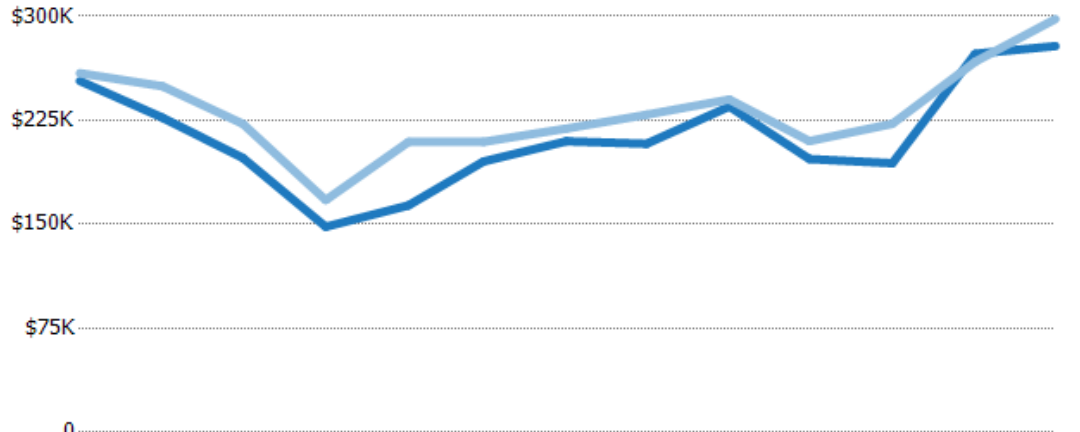


Median Sales Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$253K	\$227K	\$198K	\$148K	\$164K	\$195K	\$210K	\$208K	\$235K	\$197K	\$194K	\$273K	\$279K
Median Sales Price	\$259K	\$250K	\$222K	\$167K	\$209K	\$209K	\$219K	\$229K	\$240K	\$210K	\$222K	\$267K	\$298K
Med Sales Price as a % of Med Est Value	102%	110%	112%	113%	128%	107%	104%	110%	102%	107%	115%	98%	107%