

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	60	-6.7%	523	580	-9.8%
New Listing Volume	\$16,240,125	\$19,551,925	-16.9%	\$188,992,954	\$194,321,612	-2.7%
Active Listing Count	380	475	-20%	N/A	N/A	
Active Listing Volume	\$169,951,063	\$196,199,724	-13.4%	N/A	N/A	
Average Listing Price	\$447,240	\$413,052	+8.3%	\$428,847	\$401,446	+6.8%
Median Listing Price	\$305,000	\$289,000	+5.5%	\$295,803	\$282,279	+4.8%
Median Days in RPR	125.5	132	-4.9%	169.45	159.89	+6%
Months of Inventory	6.3	7.3	-13.3%	11.2	14.2	-21.3%
Absorption Rate	15.79%	13.68%	+2.1%	8.94%	7.03%	+1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	55	42	+31%	468	376	+24.5%
New Pending Sales Volume	\$15,535,000	\$11,747,500	+32.2%	\$134,748,426	\$102,993,288	+30.8%
Pending Sales Count	77	77	+/-	N/A	N/A	
Pending Sales Volume	\$24,926,528	\$23,333,900	+6.8%	N/A	N/A	
Closed Sales Count	46	41	+12.2%	350	317	+10.4%
Closed Sales Volume	\$13,237,609	\$9,280,600	+42.6%	\$88,533,044	\$79,707,769	+11.1%
Average Sales Price	\$287,774	\$226,356	+27.1%	\$252,952	\$251,444	+0.6%
Median Sales Price	\$249,450	\$207,000	+20.5%	\$213,537	\$209,433	+2%

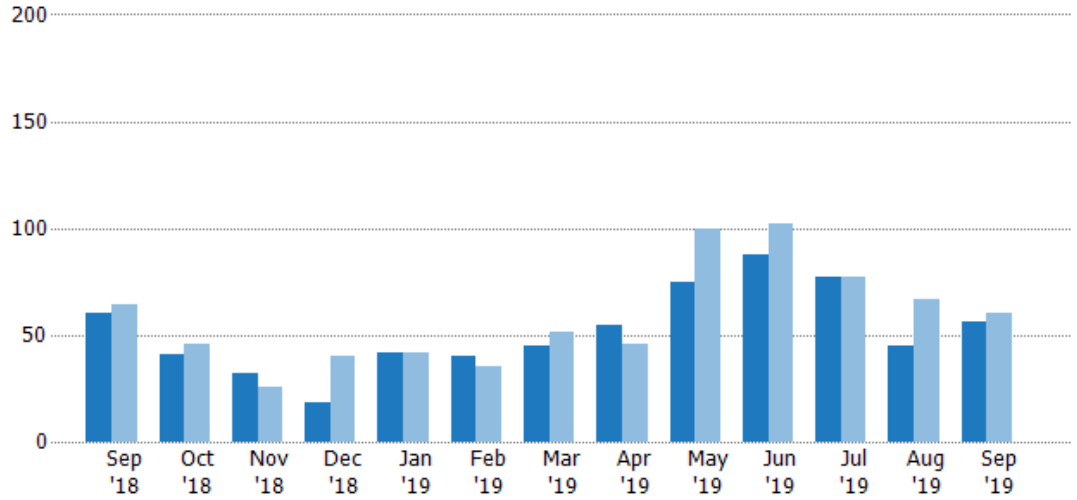
New Listings

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.
Sep '19	56	-6.7%
Sep '18	60	-6.3%
Sep '17	64	-18.8%



Current Year	60	41	32	18	42	40	45	55	75	88	77	45	56
Prior Year	64	46	26	40	42	35	51	46	100	102	77	67	60
Percent Change from Prior Year	-6%	-11%	23%	-55%	0%	14%	-12%	20%	-25%	-14%	0%	-33%	-7%

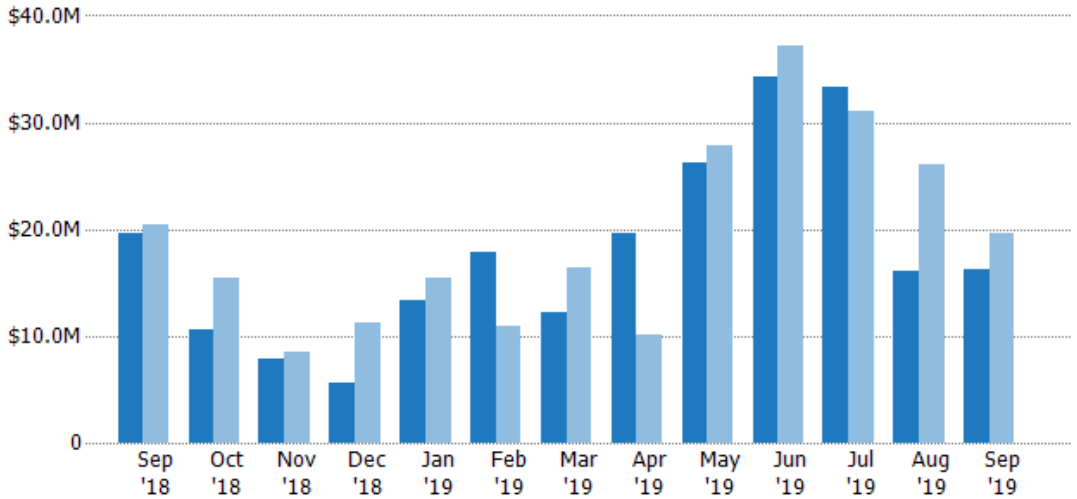
New Listing Volume

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.
Sep '19	\$16.2M	-16.9%
Sep '18	\$19.6M	-4.6%
Sep '17	\$20.5M	-14.3%



Current Year	\$19.6M	\$10.7M	\$7.81M	\$5.65M	\$13.3M	\$17.9M	\$12.1M	\$19.6M	\$26.2M	\$34.2M	\$33.4M	\$16.1M	\$16.2M
Prior Year	\$20.5M	\$15.4M	\$8.46M	\$11.3M	\$15.4M	\$11M	\$16.3M	\$10M	\$27.8M	\$37.2M	\$31M	\$26M	\$19.6M
Percent Change from Prior Year	-5%	-31%	-8%	-50%	-14%	63%	-26%	95%	-6%	-8%	8%	-38%	-17%

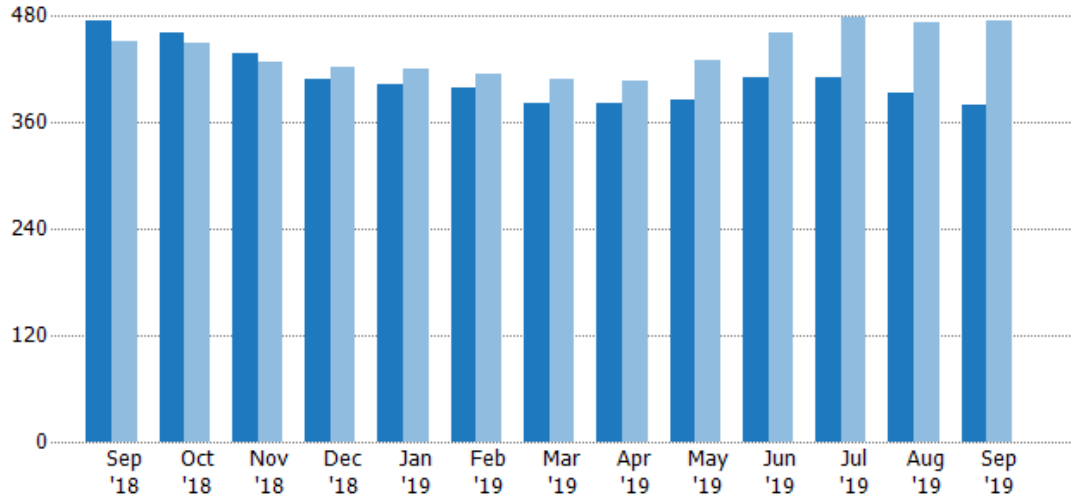
Active Listings

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.
Sep '19	380	-20%
Sep '18	475	5.1%
Sep '17	452	4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	475	461	438	408	403	400	382	381	385	411	411	393	380
Prior Year	452	450	428	422	420	414	409	406	430	461	479	473	475
Percent Change from Prior Year	5%	2%	2%	-3%	-4%	-3%	-7%	-6%	-10%	-11%	-14%	-17%	-20%

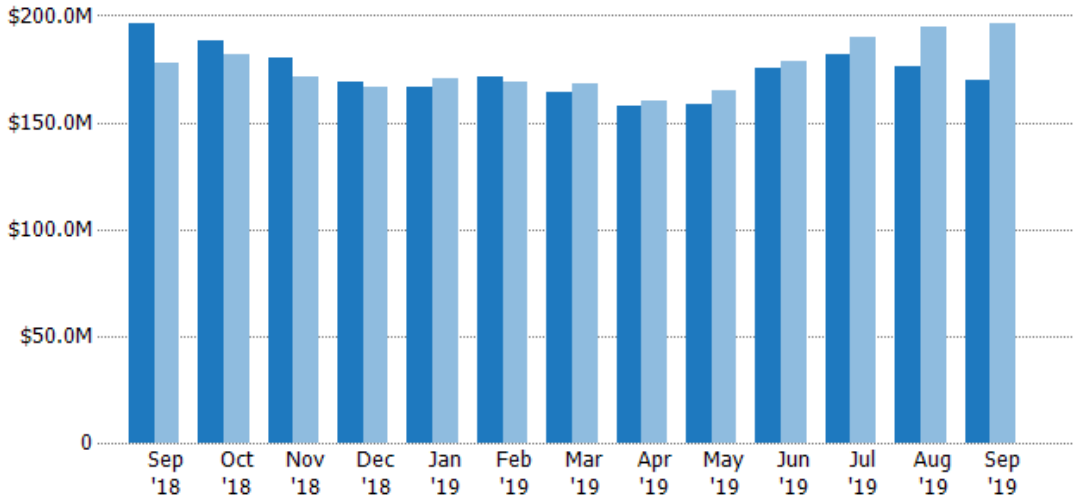
Active Listing Volume

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.
Sep '19	\$170M	-13.4%
Sep '18	\$196M	10.4%
Sep '17	\$178M	6.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$196M	\$188M	\$180M	\$169M	\$166M	\$171M	\$164M	\$158M	\$159M	\$175M	\$181M	\$176M	\$170M
Prior Year	\$178M	\$182M	\$171M	\$167M	\$171M	\$169M	\$168M	\$160M	\$165M	\$179M	\$190M	\$194M	\$196M
Percent Change from Prior Year	10%	4%	5%	2%	-3%	1%	-2%	-2%	-4%	-2%	-4%	-9%	-13%

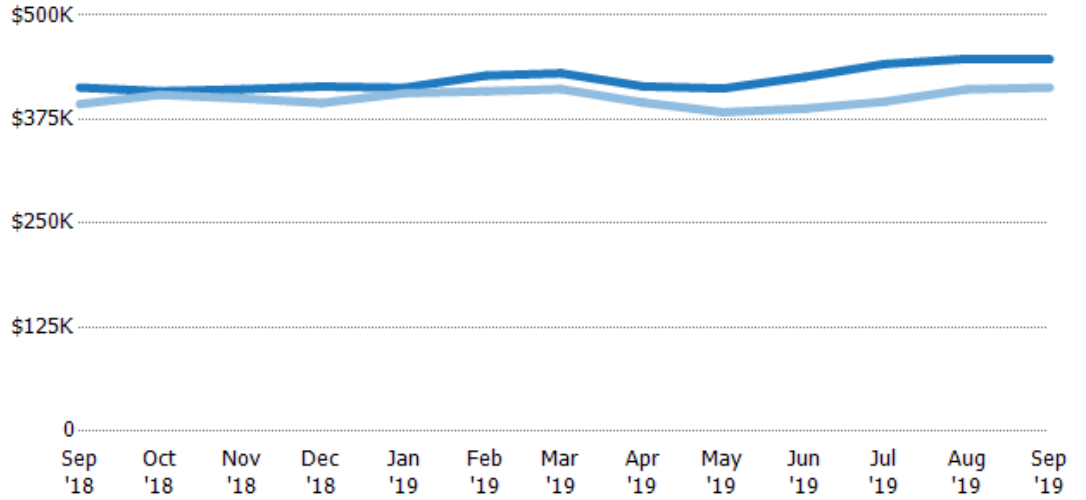
Average Listing Price

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.
Sep '19	\$447K	8.3%
Sep '18	\$413K	5%
Sep '17	\$393K	2.4%



Current Year	\$413K	\$409K	\$411K	\$414K	\$413K	\$428K	\$430K	\$415K	\$412K	\$426K	\$441K	\$448K	\$447K
Prior Year	\$393K	\$404K	\$400K	\$395K	\$406K	\$409K	\$411K	\$395K	\$383K	\$388K	\$396K	\$411K	\$413K
Percent Change from Prior Year	5%	1%	3%	5%	2%	5%	5%	5%	7%	10%	11%	9%	8%

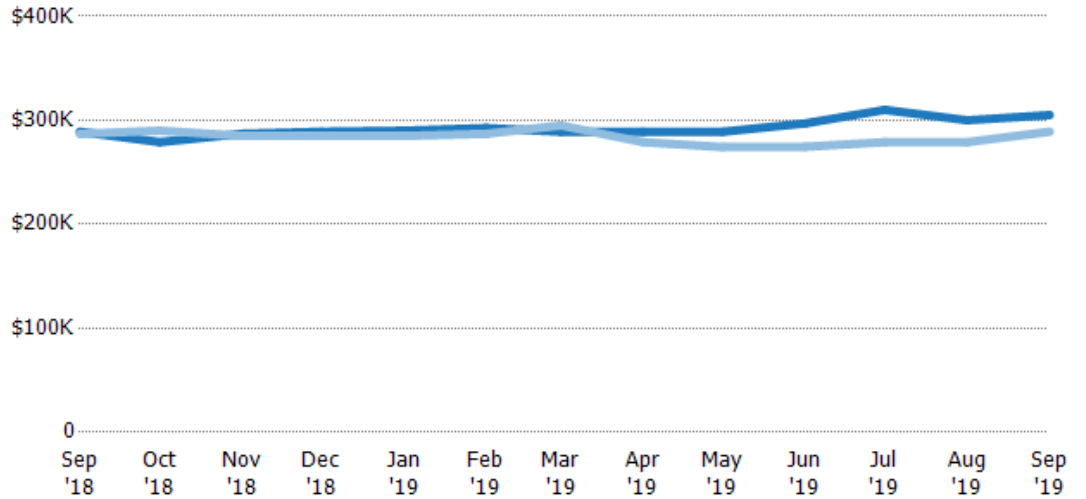
Median Listing Price

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.
Sep '19	\$305K	5.5%
Sep '18	\$289K	0.7%
Sep '17	\$287K	-1.6%



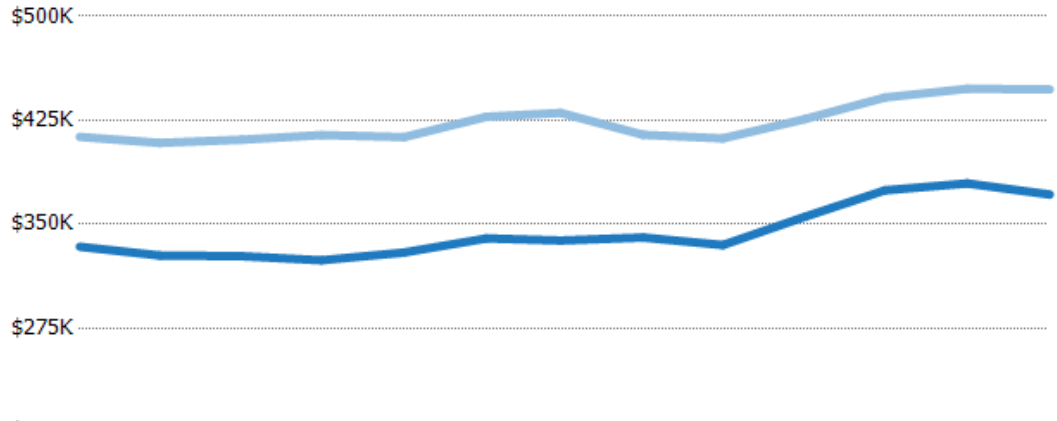
Current Year	\$289K	\$279K	\$287K	\$289K	\$290K	\$293K	\$289K	\$289K	\$289K	\$297K	\$310K	\$300K	\$305K
Prior Year	\$287K	\$290K	\$285K	\$285K	\$285K	\$287K	\$295K	\$279K	\$274K	\$275K	\$279K	\$279K	\$289K
Percent Change from Prior Year	1%	-4%	1%	1%	2%	2%	-2%	4%	5%	8%	11%	8%	6%

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



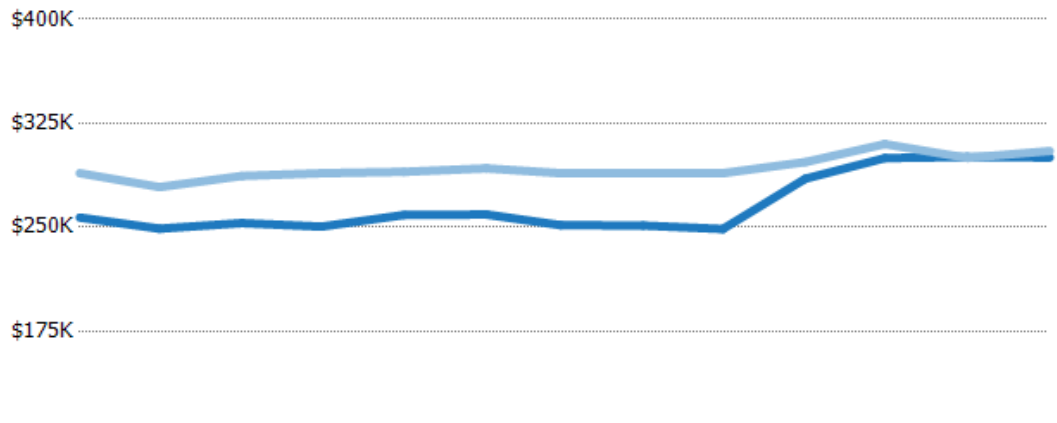
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$334K	\$328K	\$327K	\$324K	\$330K	\$340K	\$338K	\$340K	\$335K	\$356K	\$375K	\$379K	\$371K
Avg Listing Price	\$413K	\$409K	\$411K	\$414K	\$413K	\$428K	\$430K	\$415K	\$412K	\$426K	\$441K	\$448K	\$447K
Avg Listing Price as a % of Avg Est Value	124%	125%	126%	128%	125%	126%	127%	122%	123%	120%	118%	118%	120%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$257K	\$249K	\$253K	\$251K	\$259K	\$259K	\$252K	\$251K	\$249K	\$285K	\$300K	\$301K	\$300K
Median Listing Price	\$289K	\$279K	\$287K	\$289K	\$290K	\$293K	\$289K	\$289K	\$289K	\$297K	\$310K	\$300K	\$305K
Med Listing Price as a % of Med Est Value	112%	112%	113%	115%	112%	113%	115%	115%	116%	104%	103%	100%	102%

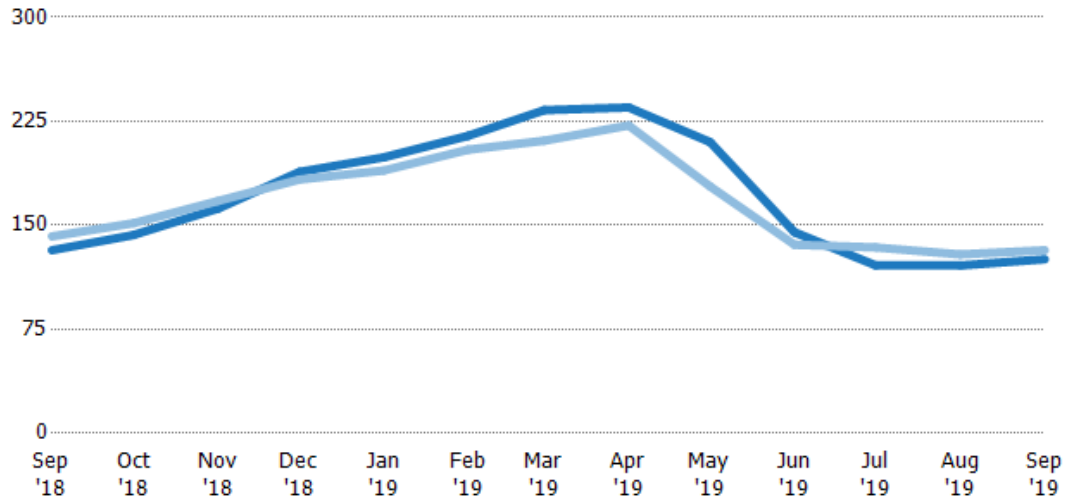
Median Days in RPR

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.
Sep '19	126	-4.9%
Sep '18	132	-7%
Sep '17	142	-6%



Current Year	132	143	162	189	199	215	233	235	210	145	121	121	126
Prior Year	142	152	168	183	190	205	211	222	178	136	134	129	132
Percent Change from Prior Year	-7%	-6%	-3%	3%	5%	5%	10%	6%	18%	7%	-10%	-6%	-5%

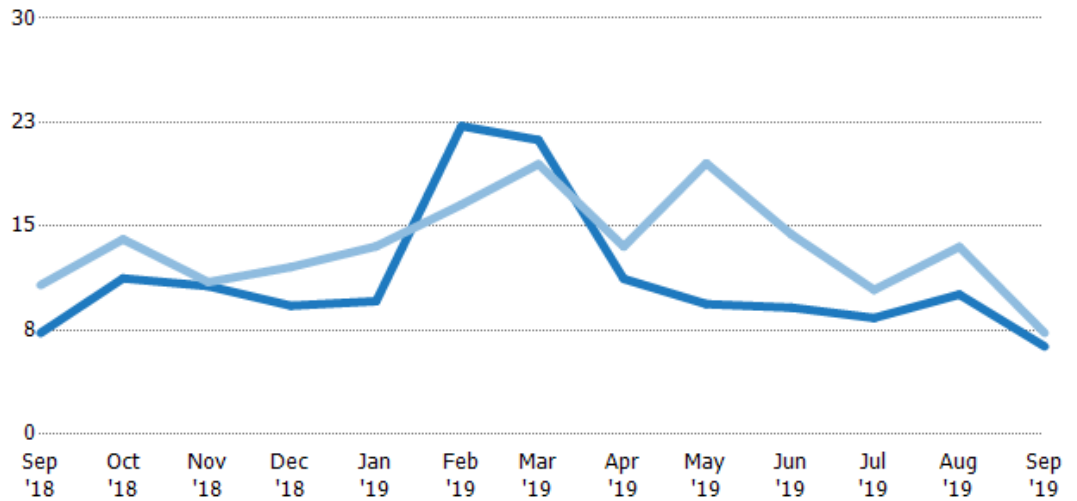
Months of Inventory

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.
Sep '19	6.33	-13.3%
Sep '18	7.31	-32.1%
Sep '17	10.8	12%



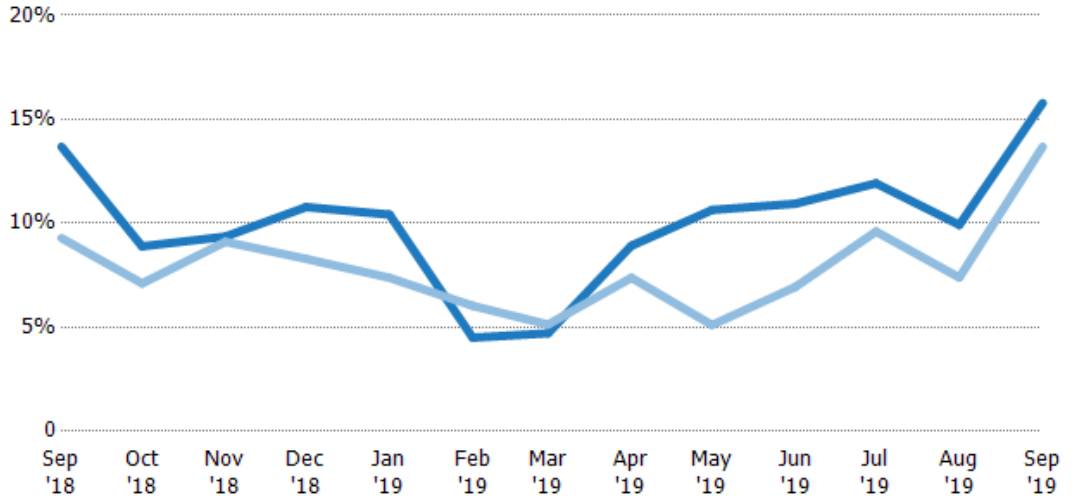
Current Year	7.31	11.2	10.7	9.27	9.6	22.2	21.2	11.2	9.39	9.13	8.39	10.1	6.33
Prior Year	10.8	14.1	11	12.1	13.5	16.6	19.5	13.5	19.5	14.4	10.4	13.5	7.31
Percent Change from Prior Year	-32%	-20%	-3%	-23%	-29%	34%	9%	-17%	-52%	-37%	-19%	-25%	-13%

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.
Sep '19	16%	-2.1%
Sep '18	14%	-4.4%
Sep '17	9%	-10.8%

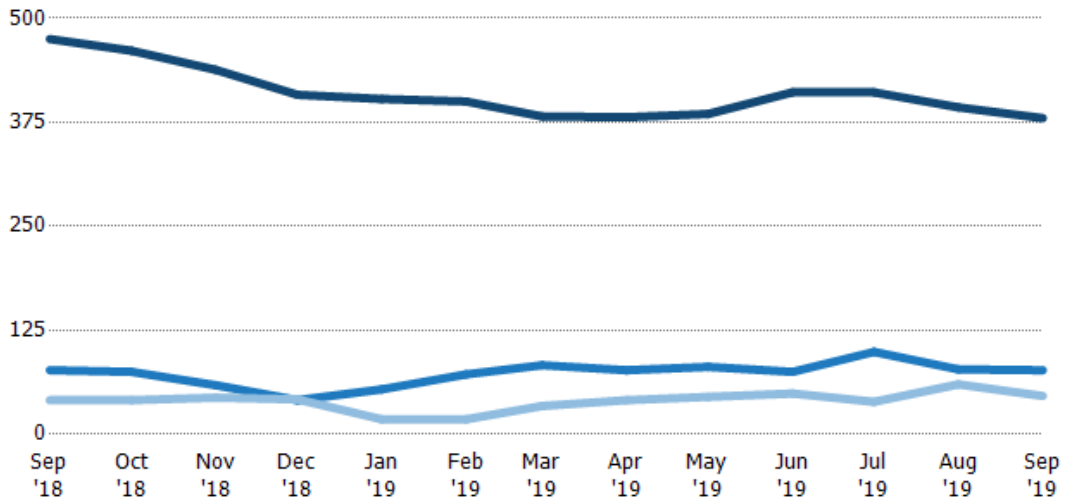
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	14%	9%	9%	11%	10%	5%	5%	9%	11%	11%	12%	10%	16%
Prior Year	9%	7%	9%	8%	7%	6%	5%	7%	5%	7%	10%	7%	14%
Change from Prior Year	-4%	-2%	0%	-2%	-3%	2%	0%	-2%	-6%	-4%	-2%	-3%	-2%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	475	461	438	408	403	400	382	381	385	411	411	393	380
Pending	77	75	59	41	54	72	83	77	81	75	99	78	77
Sold	41	41	44	42	18	18	34	41	45	49	39	60	46

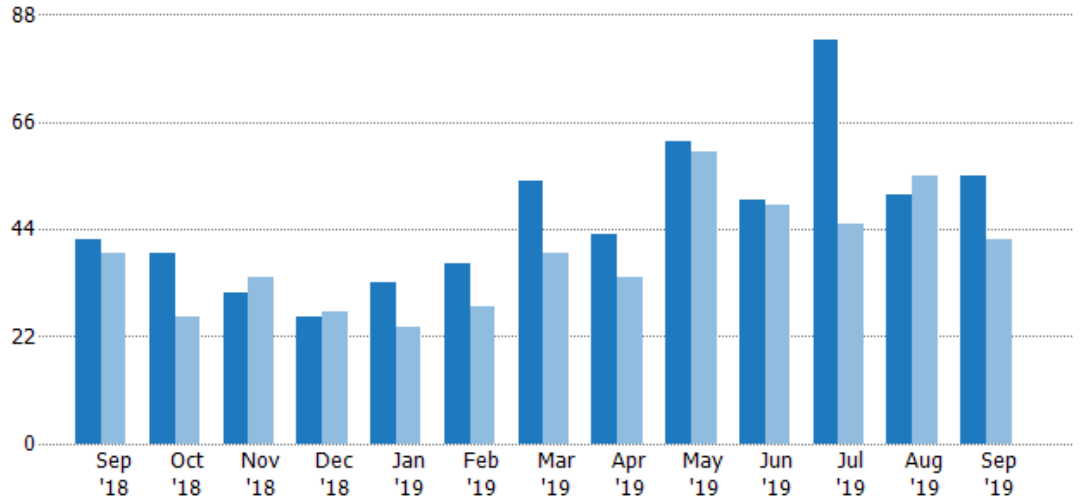
New Pending Sales

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.
Sep '19	55	31%
Sep '18	42	7.7%
Sep '17	39	17.9%



Current Year	42	39	31	26	33	37	54	43	62	50	83	51	55
Prior Year	39	26	34	27	24	28	39	34	60	49	45	55	42
Percent Change from Prior Year	8%	50%	-9%	-4%	38%	32%	38%	26%	3%	2%	84%	-7%	31%

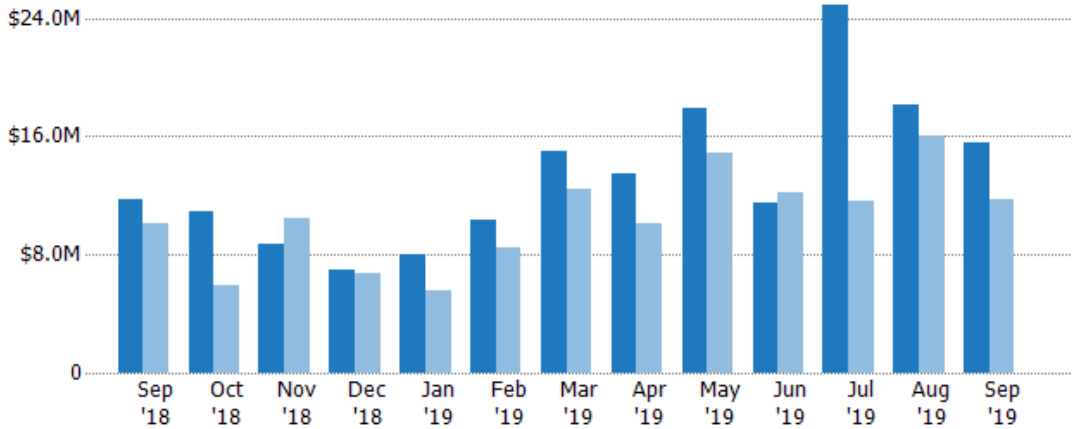
New Pending Sales Volume

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.
Sep '19	\$15.5M	32.2%
Sep '18	\$11.7M	16.9%
Sep '17	\$10.1M	33.4%



Current Year	\$11.7M	\$11M	\$8.75M	\$7.01M	\$8.01M	\$10.4M	\$15M	\$13.5M	\$17.9M	\$11.5M	\$24.8M	\$18.1M	\$15.5M
Prior Year	\$10.1M	\$5.93M	\$10.4M	\$6.67M	\$5.52M	\$8.52M	\$12.5M	\$10.1M	\$14.9M	\$12.2M	\$11.6M	\$16M	\$11.7M
Percent Change from Prior Year	17%	85%	-16%	5%	45%	22%	20%	34%	20%	-6%	115%	13%	32%

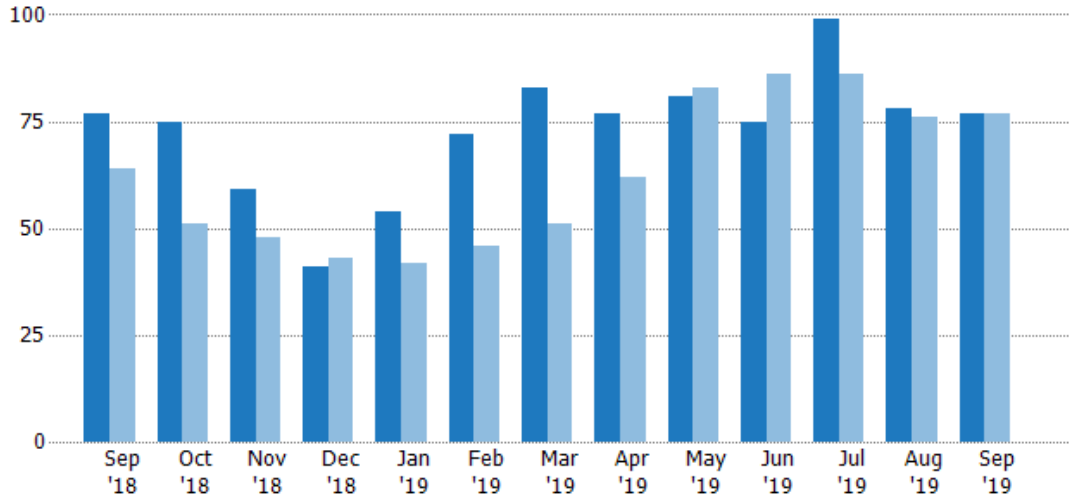
Pending Sales

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.
Sep '19	77	0%
Sep '18	77	20.3%
Sep '17	64	20.3%



Current Year	77	75	59	41	54	72	83	77	81	75	99	78	77
Prior Year	64	51	48	43	42	46	51	62	83	86	86	76	77
Percent Change from Prior Year	20%	47%	23%	-5%	29%	57%	63%	24%	-2%	-13%	15%	3%	0%

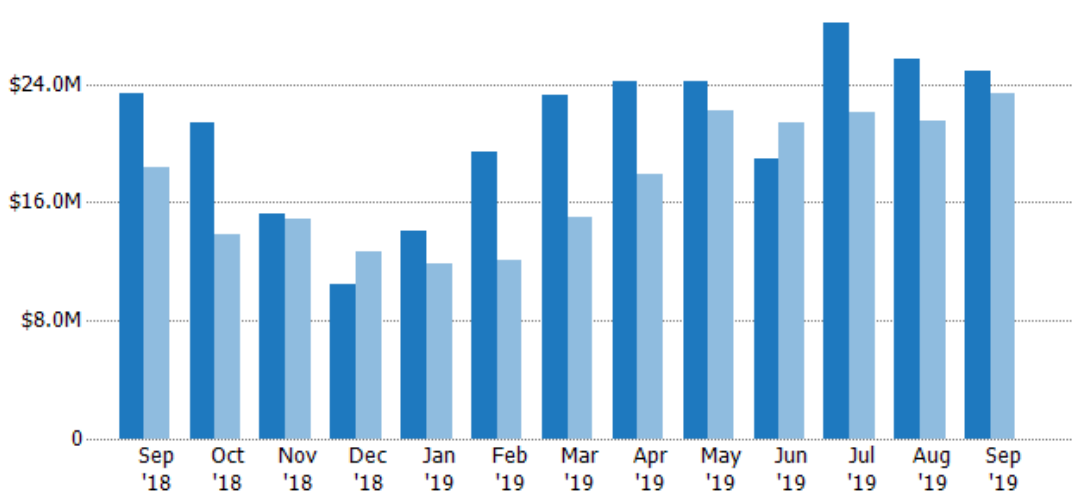
Pending Sales Volume

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.
Sep '19	\$24.9M	6.8%
Sep '18	\$23.3M	27.1%
Sep '17	\$18.4M	26.1%



Current Year	\$23.3M	\$21.3M	\$15.2M	\$10.5M	\$14.1M	\$19.4M	\$23.2M	\$24.1M	\$24.2M	\$19M	\$28.1M	\$25.7M	\$24.9M
Prior Year	\$18.4M	\$13.9M	\$14.9M	\$12.6M	\$11.8M	\$12M	\$15M	\$17.9M	\$22.2M	\$21.4M	\$22.1M	\$21.5M	\$23.3M
Percent Change from Prior Year	27%	54%	2%	-17%	19%	61%	54%	35%	9%	-11%	27%	19%	7%

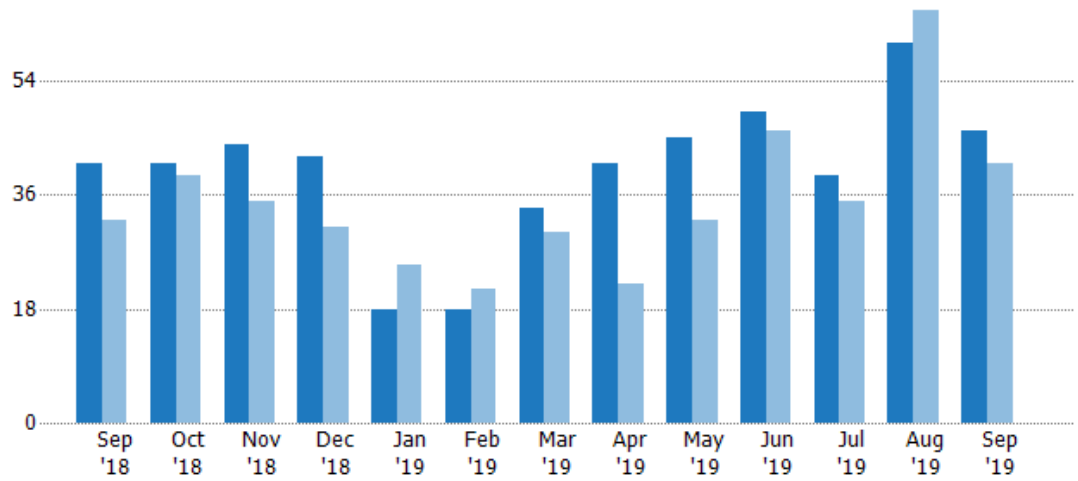
Closed Sales

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.
Sep '19	46	12.2%
Sep '18	41	28.1%
Sep '17	32	28.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	41	41	44	42	18	18	34	41	45	49	39	60	46
Prior Year	32	39	35	31	25	21	30	22	32	46	35	65	41
Percent Change from Prior Year	28%	5%	26%	35%	-28%	-14%	13%	86%	41%	7%	11%	-8%	12%

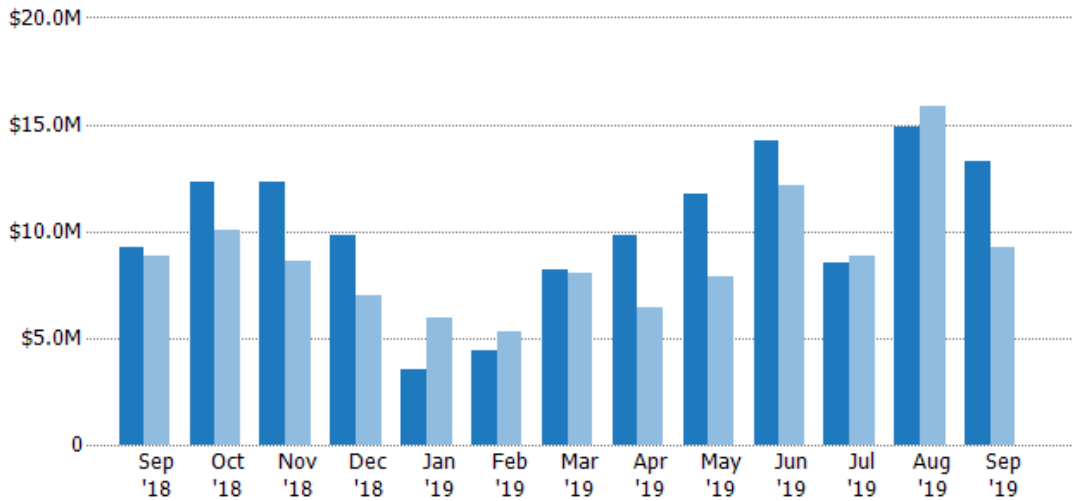
Closed Sales Volume

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.
Sep '19	\$13.2M	42.6%
Sep '18	\$9.28M	4.6%
Sep '17	\$8.87M	15.4%



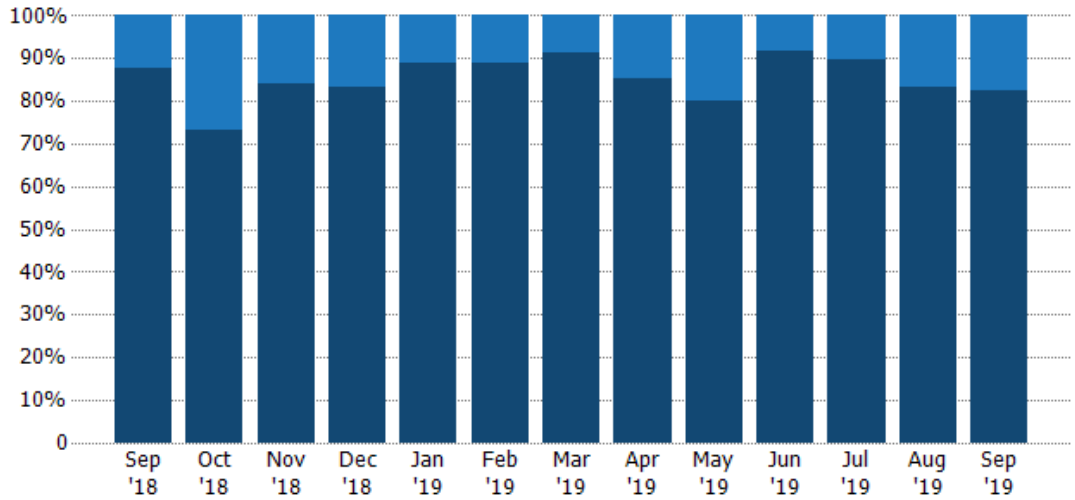
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$9.28M	\$12.3M	\$12.3M	\$9.84M	\$3.53M	\$4.41M	\$8.23M	\$9.81M	\$11.7M	\$14.2M	\$8.5M	\$14.9M	\$13.2M
Prior Year	\$8.87M	\$10.1M	\$8.6M	\$6.99M	\$5.91M	\$5.31M	\$8.05M	\$6.46M	\$7.86M	\$12.1M	\$8.82M	\$15.9M	\$9.28M
Percent Change from Prior Year	5%	22%	43%	41%	-40%	-17%	2%	52%	49%	17%	-4%	-6%	43%

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



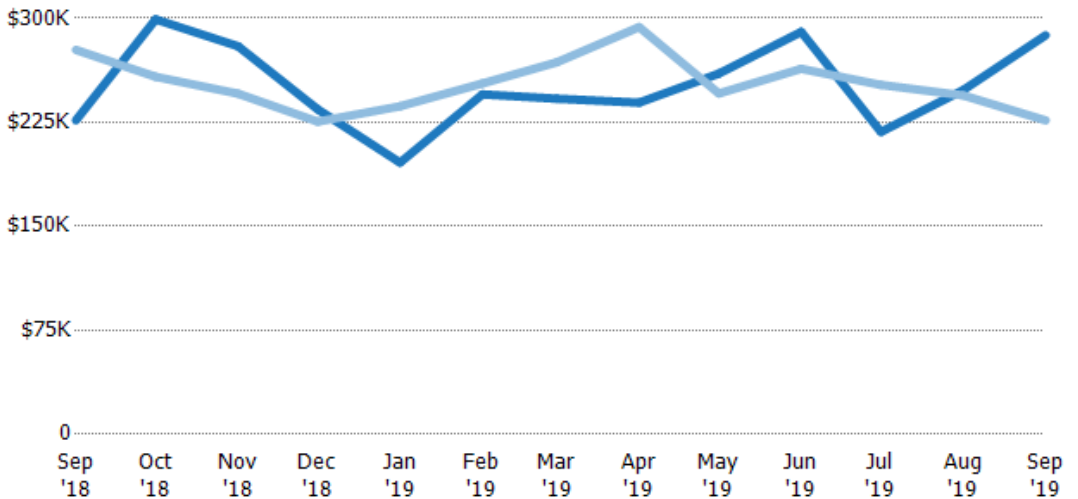
Condo/Townhouse	12%	27%	16%	17%	11%	11%	9%	15%	20%	8%	10%	17%	17%
Single Family Residence	88%	73%	84%	83%	89%	89%	91%	85%	80%	92%	90%	83%	83%

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



Month/Year	Price	% Chg.
Sep '19	\$288K	27.1%
Sep '18	\$226K	-18.3%
Sep '17	\$277K	-10%

Current Year	\$226K	\$299K	\$280K	\$234K	\$196K	\$245K	\$242K	\$239K	\$260K	\$290K	\$218K	\$248K	\$288K
Prior Year	\$277K	\$258K	\$246K	\$225K	\$237K	\$253K	\$268K	\$294K	\$246K	\$264K	\$252K	\$244K	\$226K
Percent Change from Prior Year	-18%	16%	14%	4%	-17%	-3%	-10%	-19%	6%	10%	-13%	2%	27%

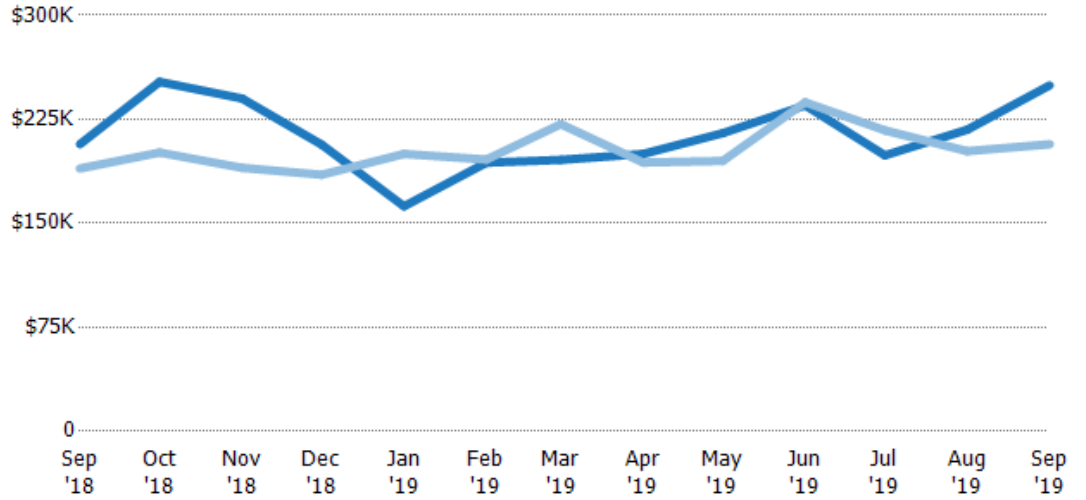
Median Sales Price

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.
Sep '19	\$249K	20.5%
Sep '18	\$207K	9.2%
Sep '17	\$190K	2.9%



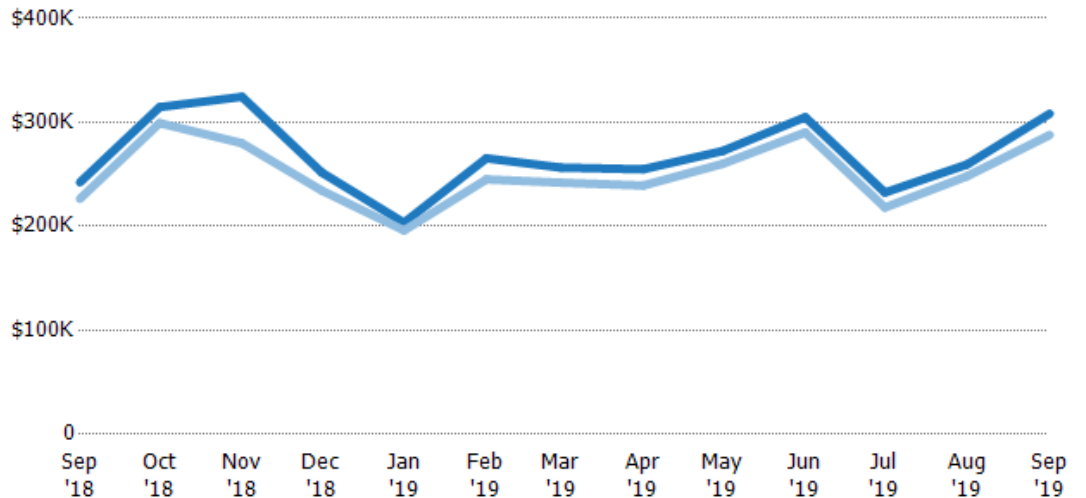
Current Year	\$207K	\$252K	\$240K	\$207K	\$162K	\$194K	\$196K	\$200K	\$215K	\$235K	\$199K	\$218K	\$249K
Prior Year	\$190K	\$201K	\$190K	\$185K	\$200K	\$196K	\$222K	\$194K	\$195K	\$237K	\$217K	\$202K	\$207K
Percent Change from Prior Year	9%	25%	26%	12%	-19%	-1%	-12%	3%	10%	-1%	-8%	8%	21%

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



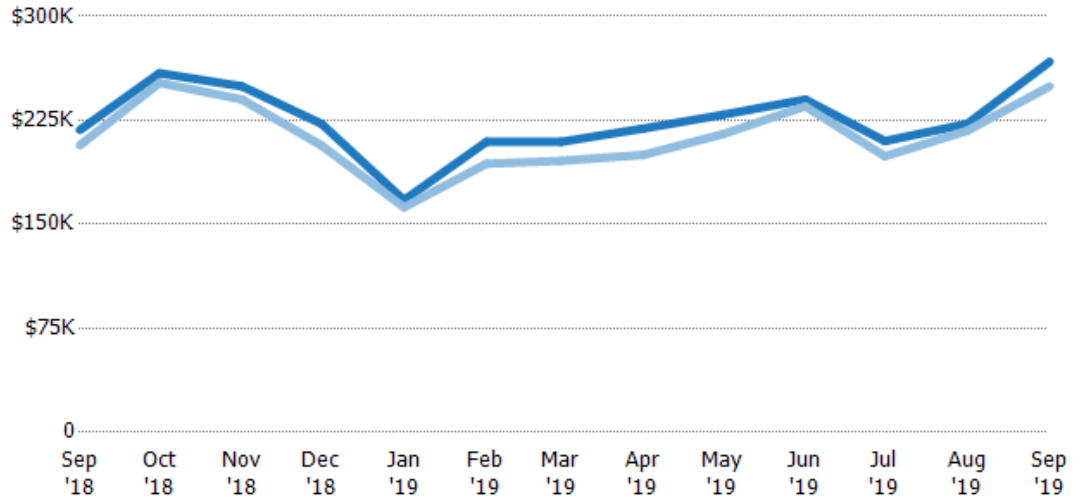
Avg List Price	\$242K	\$315K	\$325K	\$252K	\$203K	\$265K	\$256K	\$255K	\$272K	\$305K	\$232K	\$260K	\$308K
Avg Sales Price	\$226K	\$299K	\$280K	\$234K	\$196K	\$245K	\$242K	\$239K	\$260K	\$290K	\$218K	\$248K	\$288K
Avg Sales Price as a % of Avg List Price	93%	95%	86%	93%	96%	92%	94%	94%	95%	95%	94%	96%	93%

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



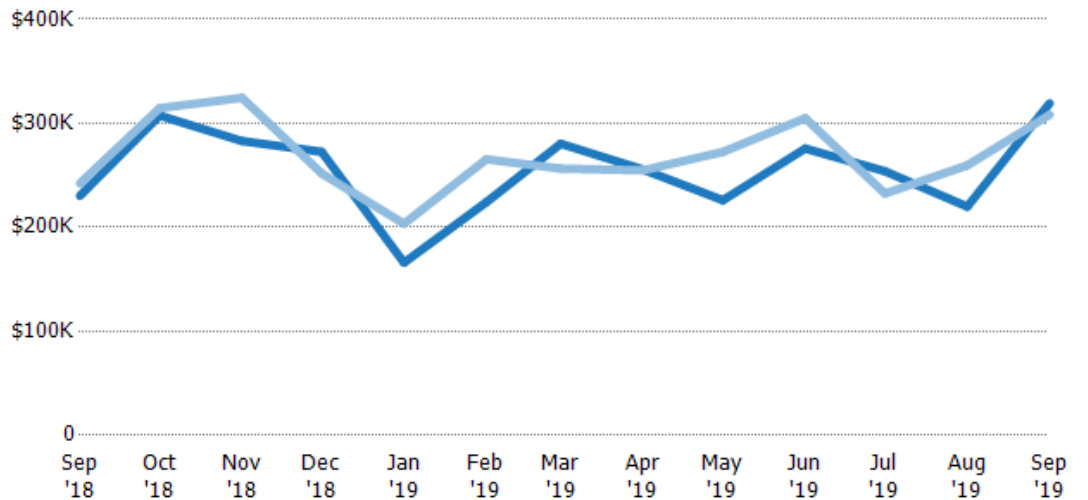
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$218K	\$259K	\$250K	\$222K	\$167K	\$209K	\$209K	\$219K	\$229K	\$240K	\$210K	\$222K	\$267K
Median Sales Price	\$207K	\$252K	\$240K	\$207K	\$162K	\$194K	\$196K	\$200K	\$215K	\$235K	\$199K	\$218K	\$249K
Med Sales Price as a % of Med List Price	95%	97%	96%	93%	97%	92%	93%	91%	94%	98%	95%	98%	93%

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



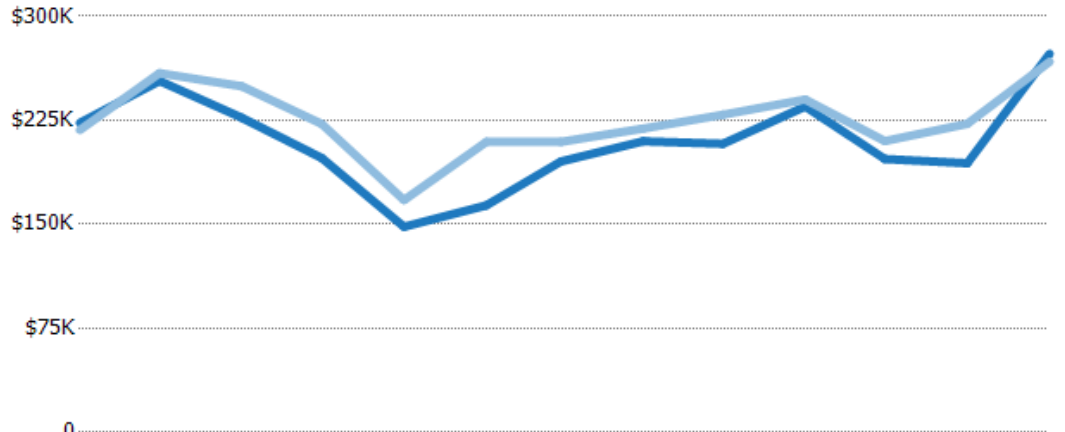
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$230K	\$307K	\$283K	\$273K	\$166K	\$224K	\$280K	\$256K	\$226K	\$276K	\$254K	\$220K	\$319K
Avg Sales Price	\$242K	\$315K	\$325K	\$252K	\$203K	\$265K	\$256K	\$255K	\$272K	\$305K	\$232K	\$260K	\$308K
Avg Sales Price as a % of Avg Est Value	105%	102%	115%	92%	123%	118%	91%	100%	121%	111%	92%	118%	97%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$223K	\$253K	\$227K	\$198K	\$148K	\$164K	\$195K	\$210K	\$208K	\$235K	\$197K	\$194K	\$273K
Median Sales Price	\$218K	\$259K	\$250K	\$222K	\$167K	\$209K	\$209K	\$219K	\$229K	\$240K	\$210K	\$222K	\$267K
Med Sales Price as a % of Med Est Value	98%	102%	110%	112%	113%	128%	107%	104%	110%	102%	107%	115%	98%