

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 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	74	44	+68.2%	454	465	-2.4%
New Listing Volume	\$32,415,699	\$16,800,300	+92.9%	\$197,075,369	\$170,271,980	+15.7%
Active Listing Count	202	393	-48.6%	N/A	N/A	
Active Listing Volume	\$110,400,850	\$171,686,940	-35.7%	N/A	N/A	
Average Listing Price	\$546,539	\$436,862	+25.1%	\$479,072	\$416,472	+15%
Median Listing Price	\$342,450	\$299,000	+14.5%	\$323,233	\$287,811	+12.3%
Median Days in RPR	78	124	-37.1%	138.67	175.87	-21.1%
Months of Inventory	4.1	9.8	-58%	7.3	11.5	-35.9%
Absorption Rate	24.26%	10.18%	+14.1%	13.62%	8.73%	+4.9%
Sales Activity Charts Metrics						
New Pending Sales Count	114	50	+128%	517	405	+27.7%
New Pending Sales Volume	\$45,831,850	\$17,711,588	+158.8%	\$182,275,761	\$115,270,526	+58.1%
Pending Sales Count	175	67	+161.2%	N/A	N/A	
Pending Sales Volume	\$70,755,350	\$22,807,028	+210.2%	N/A	N/A	
Closed Sales Count	65	58	+12.1%	301	301	+/-
Closed Sales Volume	\$25,900,159	\$14,217,681	+82.2%	\$98,858,460	\$76,777,435	+28.8%
Average Sales Price	\$398,464	\$245,132	+62.6%	\$328,433	\$255,075	+28.8%
Median Sales Price	\$325,000	\$215,050	+51.1%	\$263,405	\$208,039	+26.6%

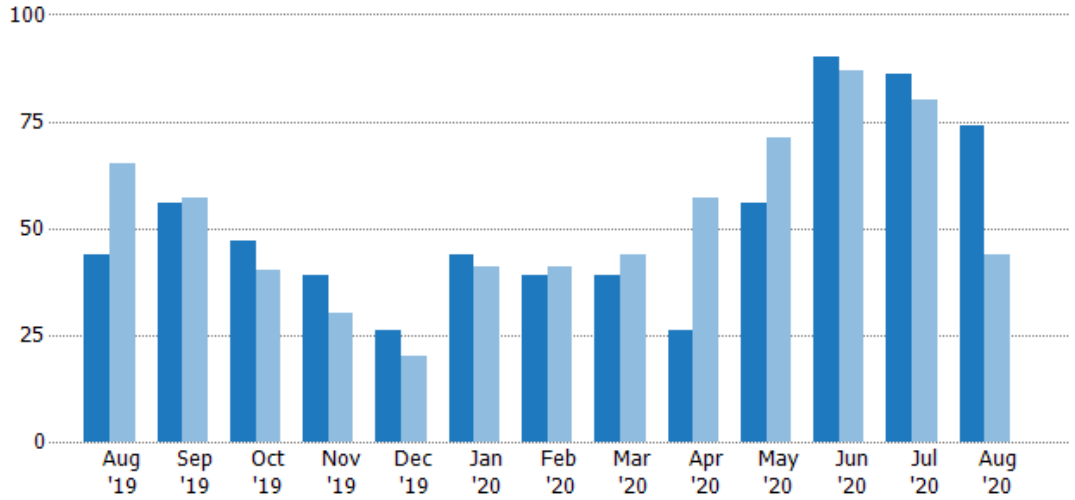
New Listings

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.
Aug '20	74	68.2%
Aug '19	44	-32.3%
Aug '18	65	-15.4%



Current Year	44	56	47	39	26	44	39	39	26	56	90	86	74
Prior Year	65	57	40	30	20	41	41	44	57	71	87	80	44
Percent Change from Prior Year	-32%	-2%	18%	30%	30%	7%	-5%	-11%	-54%	-21%	3%	8%	68%

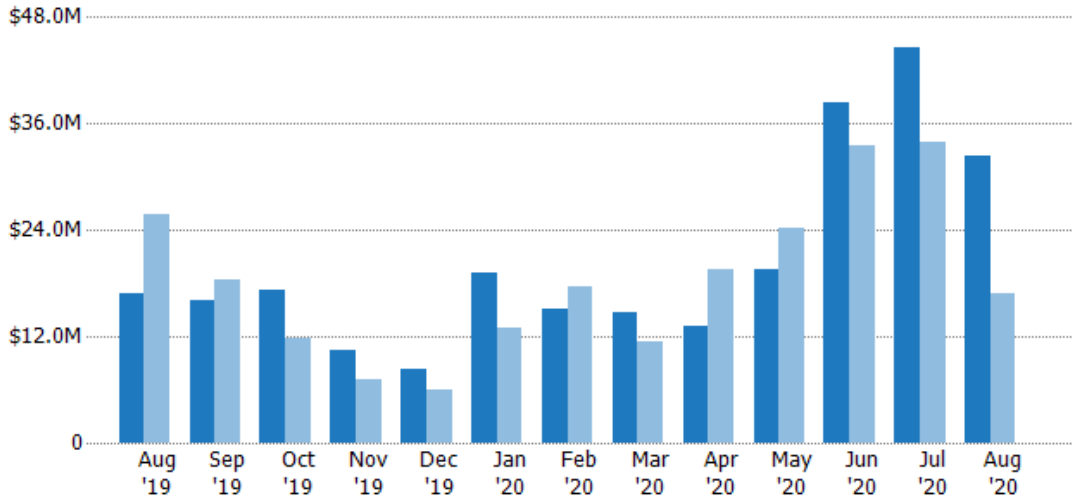
New Listing Volume

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 '20	\$32.4M	92.9%
Aug '19	\$16.8M	-34.6%
Aug '18	\$25.7M	-23.1%



Current Year	\$16.8M	\$16.1M	\$17.2M	\$10.4M	\$8.25M	\$19.2M	\$15.1M	\$14.7M	\$13.1M	\$19.6M	\$38.5M	\$44.5M	\$32.4M
Prior Year	\$25.7M	\$18.4M	\$11.8M	\$7.14M	\$6.02M	\$13.1M	\$17.7M	\$11.4M	\$19.5M	\$24.2M	\$33.6M	\$34M	\$16.8M
Percent Change from Prior Year	-35%	-12%	46%	46%	37%	47%	-15%	29%	-33%	-19%	14%	31%	93%

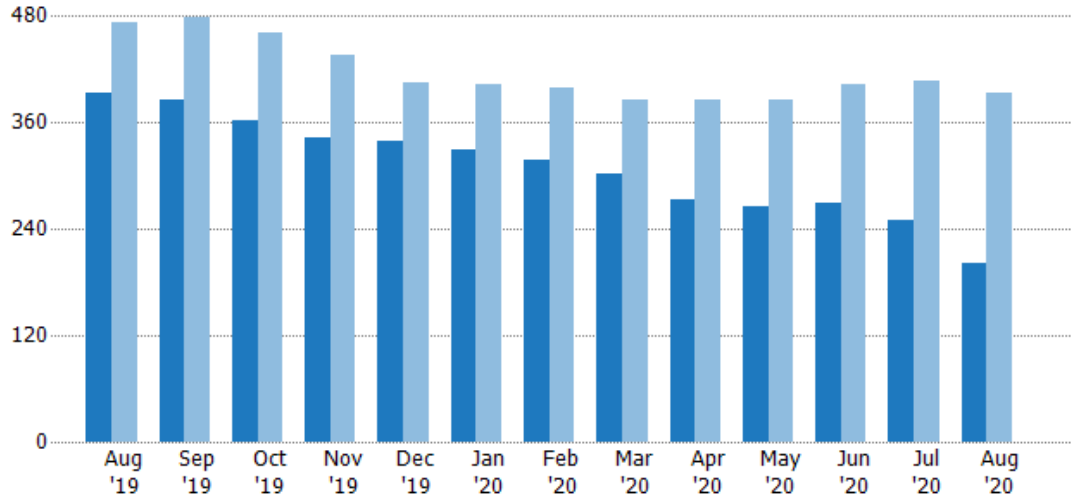
Active Listings

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 '20	202	-48.6%
Aug '19	393	-16.9%
Aug '18	473	-8.9%



Current Year	393	386	362	342	339	330	318	302	274	266	269	249	202
Prior Year	473	478	462	436	405	403	400	385	385	385	404	406	393
Percent Change from Prior Year	-17%	-19%	-22%	-22%	-16%	-18%	-21%	-22%	-29%	-31%	-33%	-39%	-49%

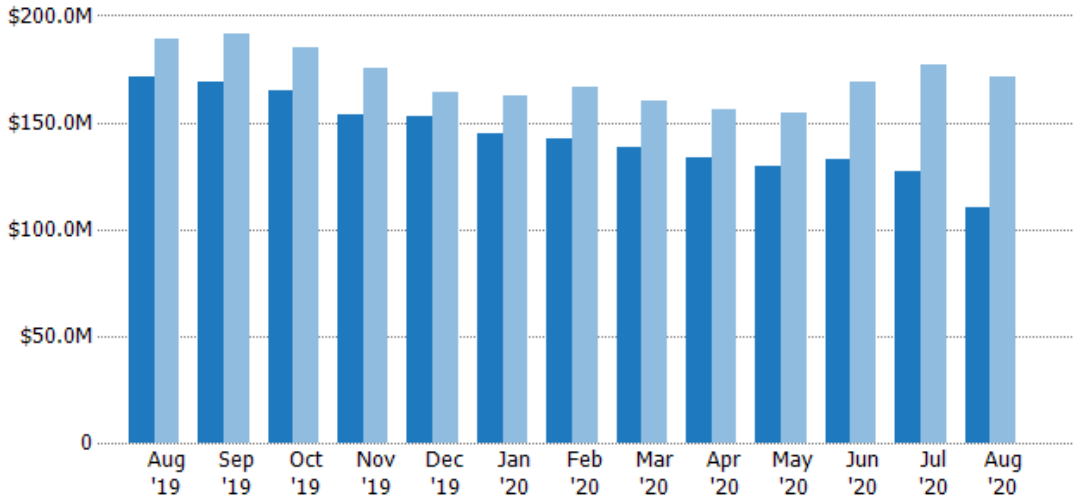
Active Listing Volume

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 '20	\$110M	-35.7%
Aug '19	\$172M	-9.1%
Aug '18	\$189M	-13.8%



Current Year	\$172M	\$169M	\$165M	\$154M	\$153M	\$145M	\$143M	\$138M	\$133M	\$130M	\$133M	\$127M	\$110M
Prior Year	\$189M	\$191M	\$185M	\$175M	\$164M	\$162M	\$167M	\$160M	\$156M	\$154M	\$169M	\$177M	\$172M
Percent Change from Prior Year	-9%	-12%	-11%	-12%	-7%	-11%	-14%	-14%	-14%	-16%	-21%	-28%	-36%

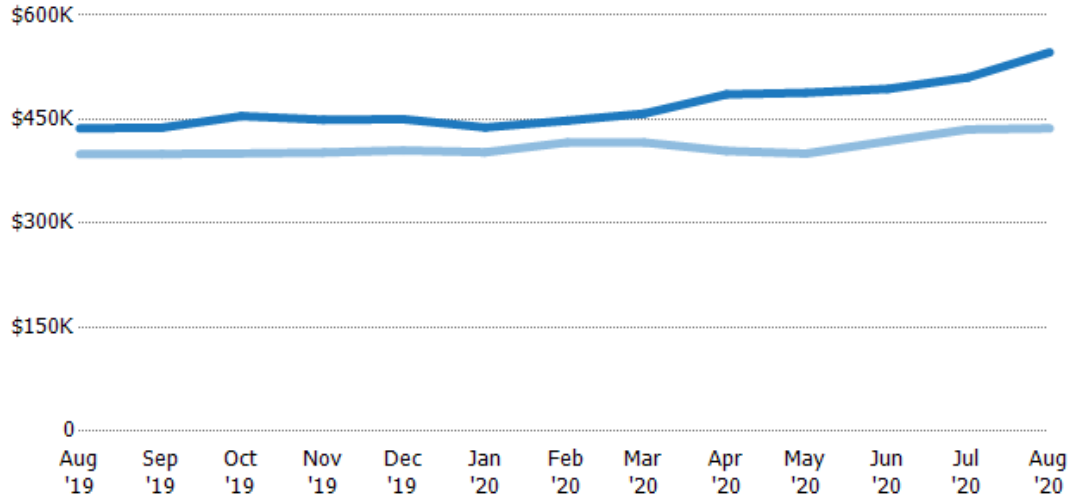
Average Listing Price

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 '20	\$547K	25.1%
Aug '19	\$437K	9.4%
Aug '18	\$399K	-5.4%



Current Year	\$437K	\$438K	\$455K	\$449K	\$450K	\$438K	\$448K	\$458K	\$486K	\$488K	\$494K	\$510K	\$547K
Prior Year	\$399K	\$400K	\$401K	\$402K	\$405K	\$402K	\$417K	\$417K	\$404K	\$400K	\$418K	\$435K	\$437K
Percent Change from Prior Year	9%	9%	13%	12%	11%	9%	8%	10%	20%	22%	18%	17%	25%

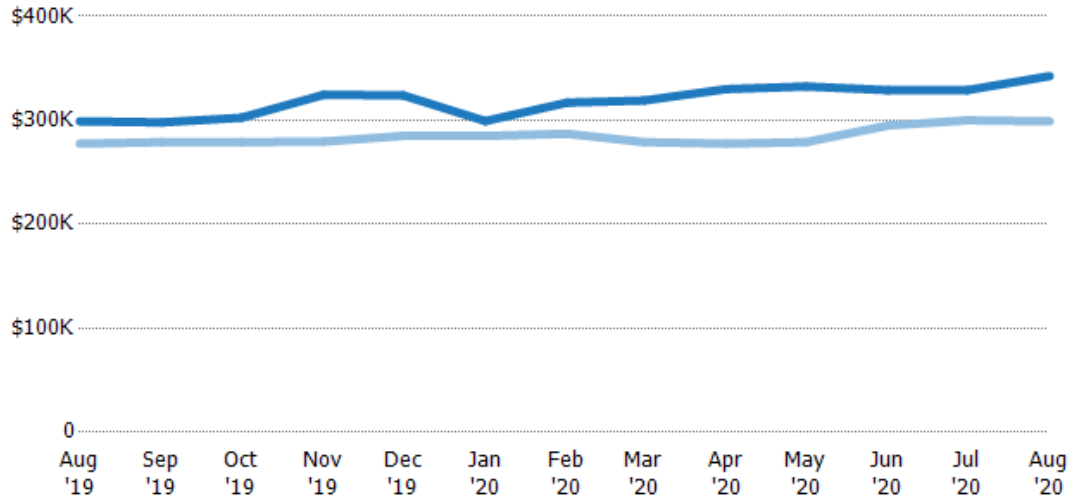
Median Listing Price

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 '20	\$342K	14.5%
Aug '19	\$299K	7.7%
Aug '18	\$278K	0.5%



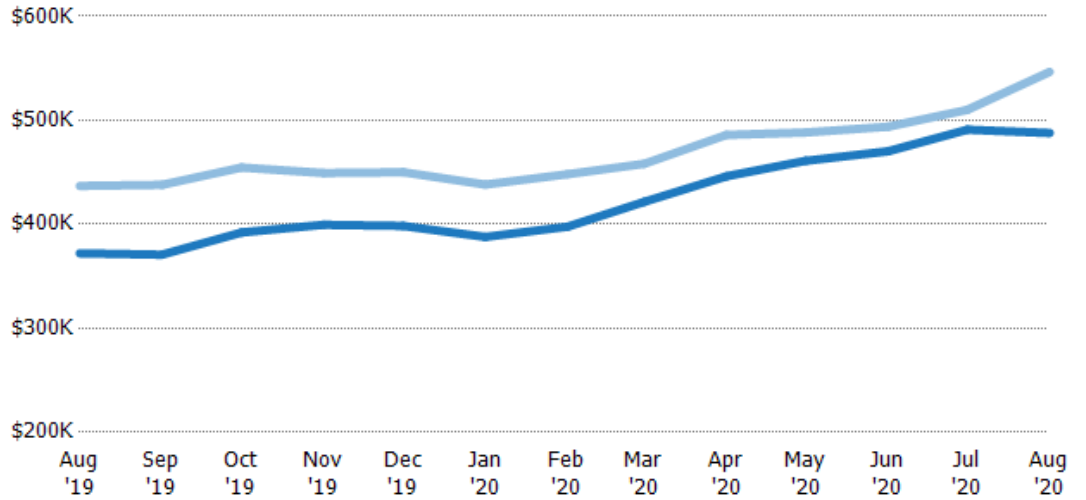
Current Year	\$299K	\$298K	\$302K	\$325K	\$324K	\$299K	\$317K	\$319K	\$330K	\$333K	\$329K	\$329K	\$342K
Prior Year	\$278K	\$279K	\$279K	\$279K	\$285K	\$285K	\$287K	\$279K	\$278K	\$279K	\$295K	\$300K	\$299K
Percent Change from Prior Year	8%	7%	8%	16%	14%	5%	10%	14%	19%	19%	12%	10%	15%

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



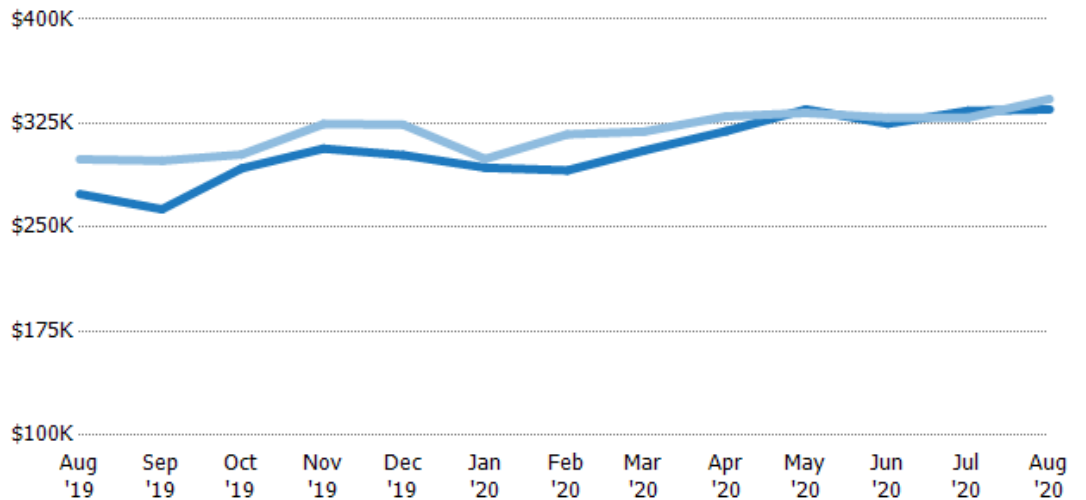
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$372K	\$371K	\$392K	\$400K	\$398K	\$388K	\$398K	\$422K	\$446K	\$461K	\$470K	\$491K	\$488K
Avg Listing Price	\$437K	\$438K	\$455K	\$449K	\$450K	\$438K	\$448K	\$458K	\$486K	\$488K	\$494K	\$510K	\$547K
Avg Listing Price as a % of Avg Est Value	117%	118%	116%	112%	113%	113%	113%	109%	109%	106%	105%	104%	112%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$274K	\$263K	\$292K	\$307K	\$302K	\$293K	\$291K	\$305K	\$319K	\$335K	\$325K	\$334K	\$335K
Median Listing Price	\$299K	\$298K	\$302K	\$325K	\$324K	\$299K	\$317K	\$319K	\$330K	\$333K	\$329K	\$329K	\$342K
Med Listing Price as a % of Med Est Value	109%	113%	103%	106%	107%	102%	109%	104%	103%	99%	101%	99%	102%

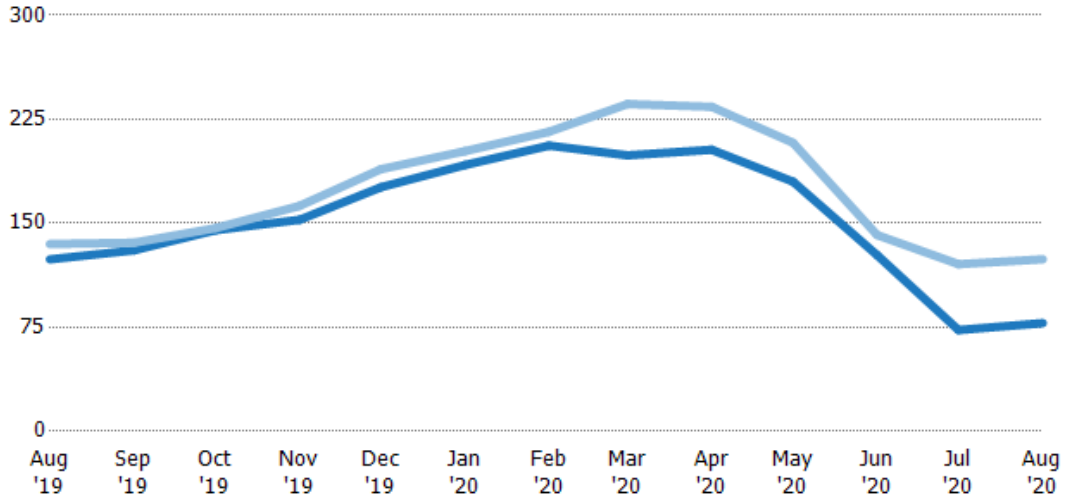
Median Days in RPR

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.
Aug '20	78	-37.1%
Aug '19	124	-8.1%
Aug '18	135	-10.4%



Current Year	124	131	145	153	176	192	206	199	203	180	127	73	78
Prior Year	135	136	147	163	189	202	216	236	234	208	142	121	124
Percent Change from Prior Year	-8%	-4%	-1%	-6%	-7%	-5%	-5%	-16%	-13%	-13%	-10%	-39%	-37%

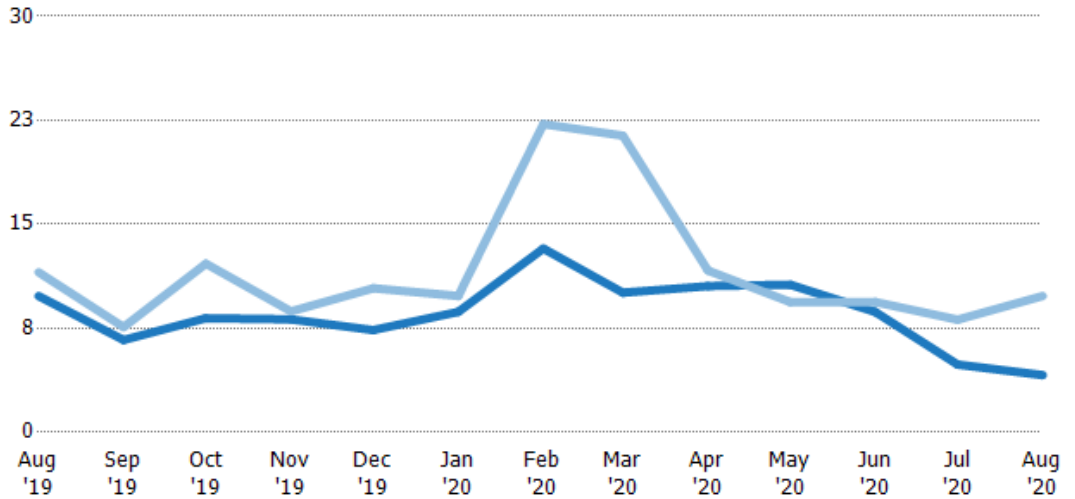
Months of Inventory

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 '20	4.12	-58%
Aug '19	9.83	-14.8%
Aug '18	11.5	6.7%



Current Year	9.83	6.66	8.23	8.14	7.37	8.68	13.3	10.1	10.5	10.6	8.68	4.88	4.12
Prior Year	11.5	7.59	12.2	8.72	10.4	9.83	22.2	21.4	11.7	9.39	9.4	8.12	9.83
Percent Change from Prior Year	-15%	-12%	-32%	-7%	-29%	-12%	-40%	-53%	-10%	13%	-8%	-40%	-58%

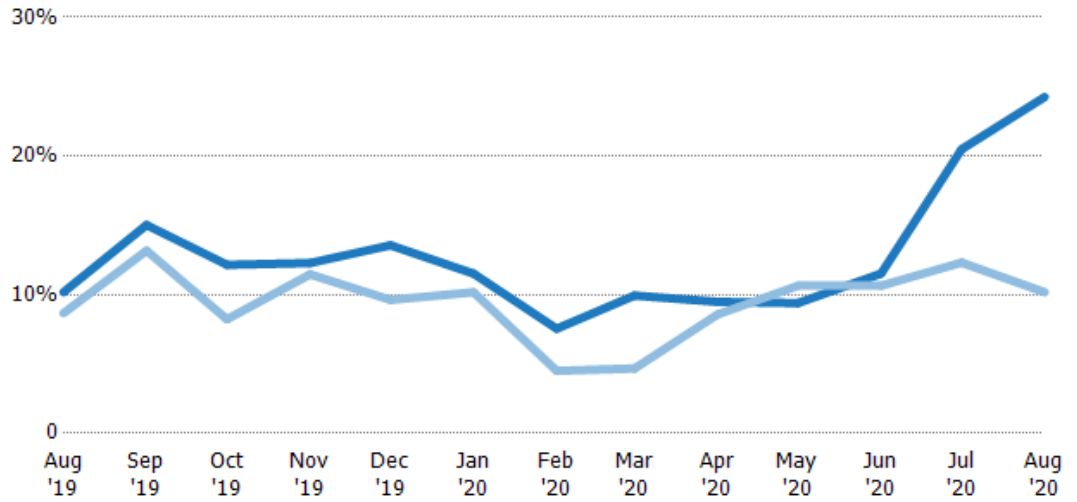
Absorption Rate

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 '20	24%	-14.1%
Aug '19	10%	-1.5%
Aug '18	9%	-6.2%



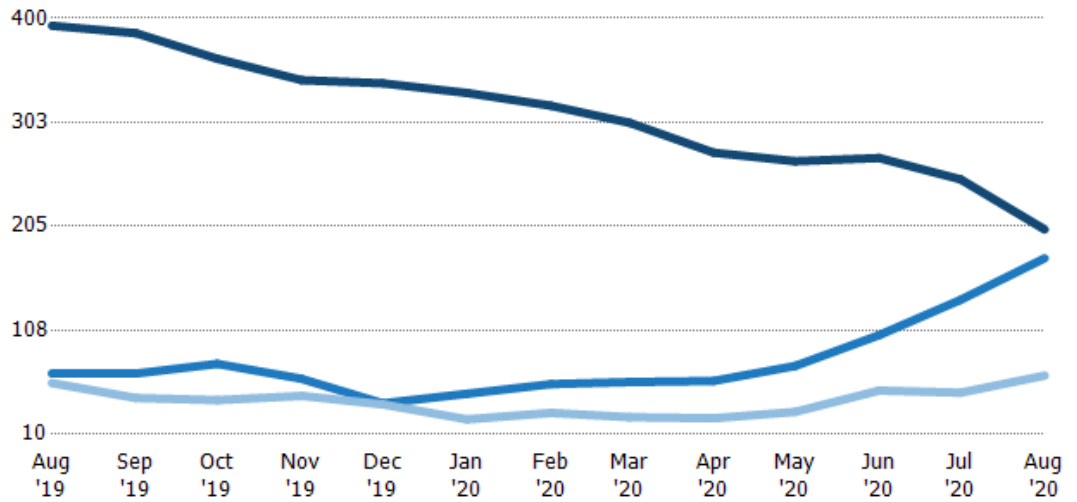
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	10%	15%	12%	12%	14%	12%	8%	10%	9%	9%	12%	20%	24%
Prior Year	9%	13%	8%	11%	10%	10%	5%	5%	9%	11%	11%	12%	10%
Change from Prior Year	-2%	-2%	-4%	-1%	-4%	-1%	-3%	-5%	-1%	1%	-1%	-8%	-14%

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 '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	393	386	362	342	339	330	318	302	274	266	269	249	202
Pending	67	67	76	62	39	48	57	59	60	74	103	136	175
Sold	58	44	42	46	38	24	30	26	25	31	51	49	65

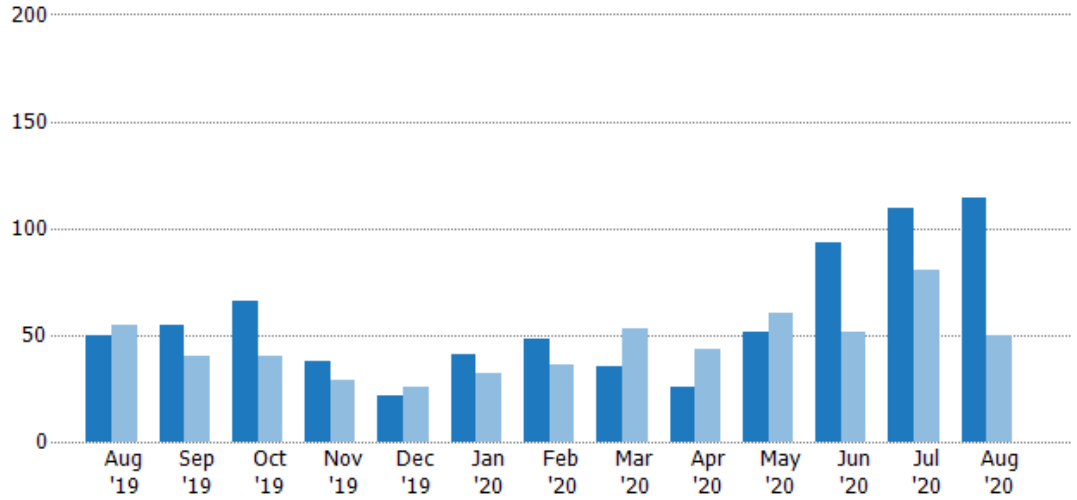
New Pending Sales

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 '20	114	128%
Aug '19	50	-9.1%
Aug '18	55	-47.3%



Current Year	50	55	66	38	22	41	48	35	26	51	93	109	114
Prior Year	55	40	40	29	26	32	36	53	43	60	51	80	50
Percent Change from Prior Year	-9%	38%	65%	31%	-15%	28%	33%	-34%	-40%	-15%	82%	36%	128%

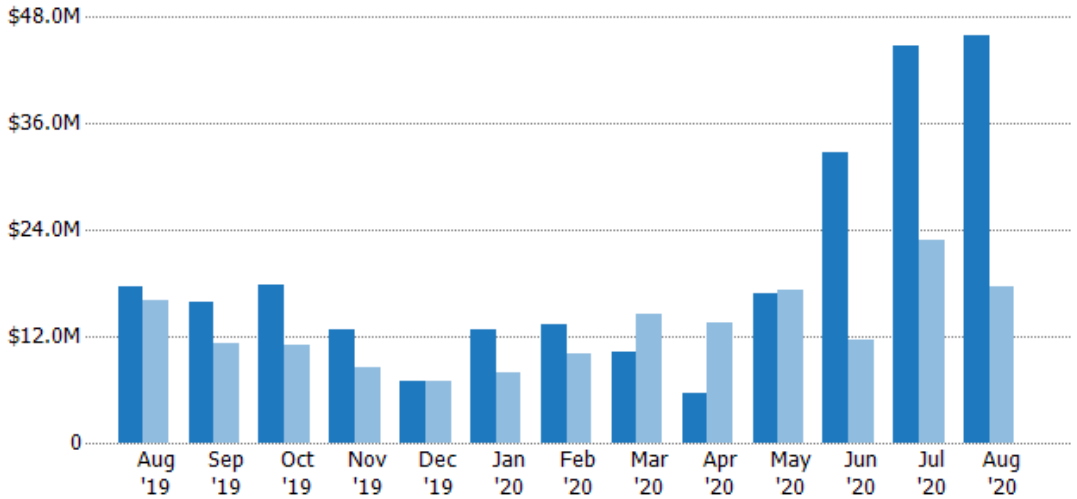
New Pending Sales Volume

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 '20	\$45.8M	158.8%
Aug '19	\$17.7M	10.5%
Aug '18	\$16M	-55.9%



Current Year	\$17.7M	\$15.9M	\$17.8M	\$12.7M	\$6.93M	\$12.8M	\$13.4M	\$10.3M	\$5.67M	\$16.8M	\$32.7M	\$44.8M	\$45.8M
Prior Year	\$16M	\$11.3M	\$11M	\$8.44M	\$7.01M	\$7.84M	\$10M	\$14.6M	\$13.5M	\$17.2M	\$11.6M	\$22.9M	\$17.7M
Percent Change from Prior Year	11%	41%	63%	51%	-1%	63%	34%	-29%	-58%	-2%	183%	96%	159%

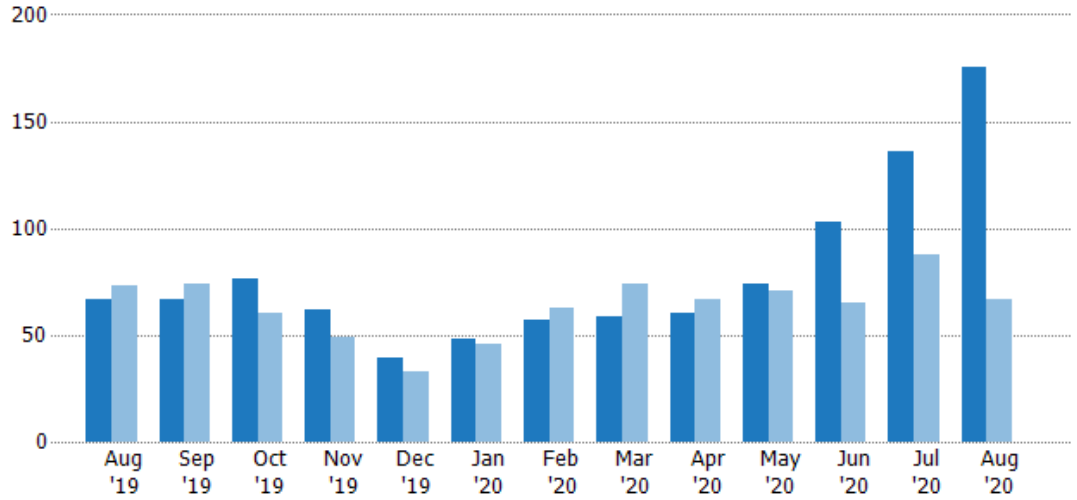
Pending Sales

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 '20	175	161.2%
Aug '19	67	-8.2%
Aug '18	73	-28.8%



Current Year	67	67	76	62	39	48	57	59	60	74	103	136	175
Prior Year	73	74	60	49	33	46	63	74	67	71	65	88	67
Percent Change from Prior Year	-8%	-9%	27%	27%	18%	4%	-10%	-20%	-10%	4%	58%	55%	161%

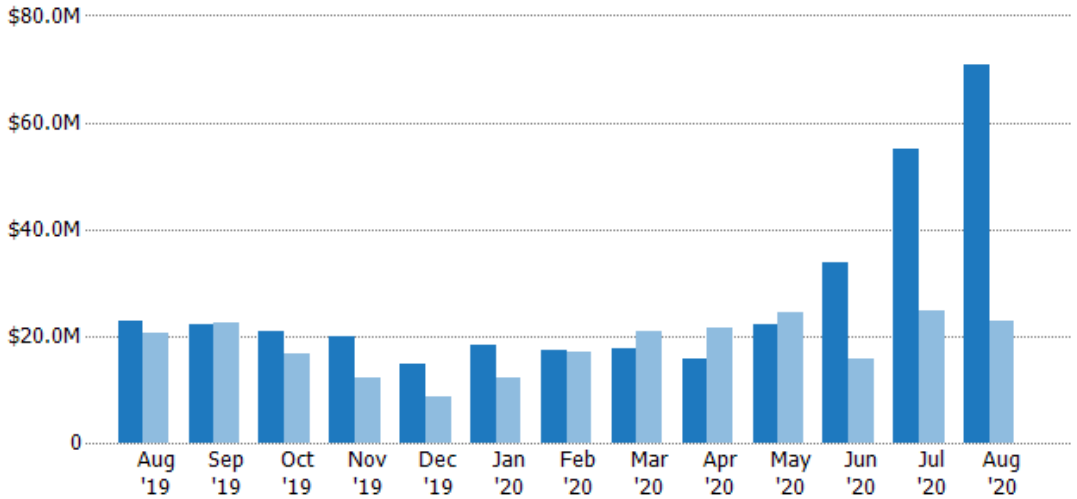
Pending Sales Volume

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 '20	\$70.8M	210.2%
Aug '19	\$22.8M	10.8%
Aug '18	\$20.6M	-27.1%



Current Year	\$22.8M	\$22M	\$21M	\$20.1M	\$14.7M	\$18.4M	\$17.3M	\$17.6M	\$15.8M	\$22.1M	\$33.8M	\$55M	\$70.8M
Prior Year	\$20.6M	\$22.6M	\$16.7M	\$12.3M	\$8.49M	\$12.3M	\$17M	\$20.9M	\$21.4M	\$24.3M	\$15.8M	\$24.9M	\$22.8M
Percent Change from Prior Year	11%	-2%	26%	63%	73%	49%	2%	-16%	-26%	-9%	114%	121%	210%

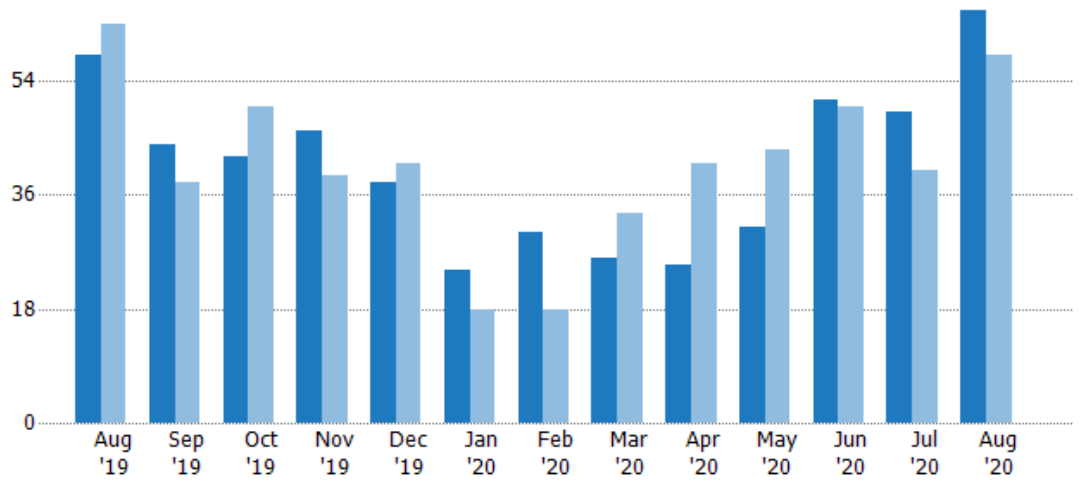
Closed Sales

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 '20	65	12.1%
Aug '19	58	-7.9%
Aug '18	63	-46%



Current Year	58	44	42	46	38	24	30	26	25	31	51	49	65
Prior Year	63	38	50	39	41	18	18	33	41	43	50	40	58
Percent Change from Prior Year	-8%	16%	-16%	18%	-7%	33%	67%	-21%	-39%	-28%	2%	23%	12%

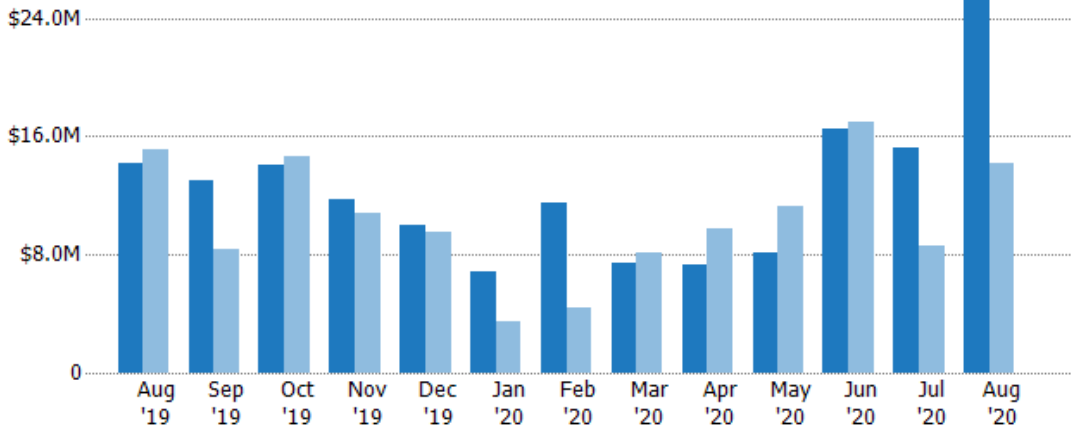
Closed Sales Volume

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.
Aug '20	\$25.9M	82.2%
Aug '19	\$14.2M	-5.9%
Aug '18	\$15.1M	-48.8%



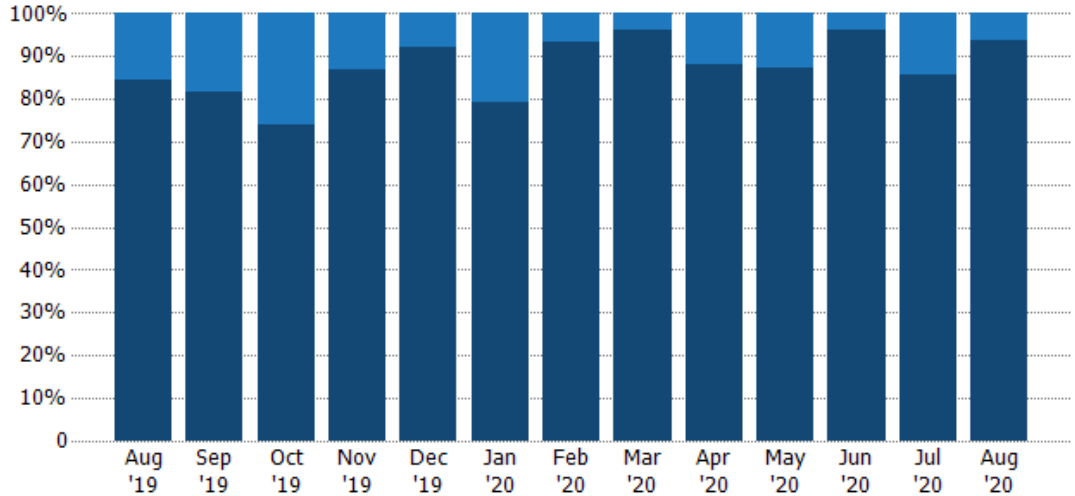
Current Year	\$14.2M	\$13M	\$14.1M	\$11.8M	\$9.99M	\$6.8M	\$11.5M	\$7.48M	\$7.28M	\$8.17M	\$16.5M	\$15.3M	\$25.9M
Prior Year	\$15.1M	\$8.38M	\$14.6M	\$10.7M	\$9.57M	\$3.53M	\$4.41M	\$8.07M	\$9.81M	\$11.2M	\$16.9M	\$8.61M	\$14.2M
Percent Change from Prior Year	-6%	55%	-3%	10%	4%	93%	160%	-7%	-26%	-27%	-2%	77%	82%

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



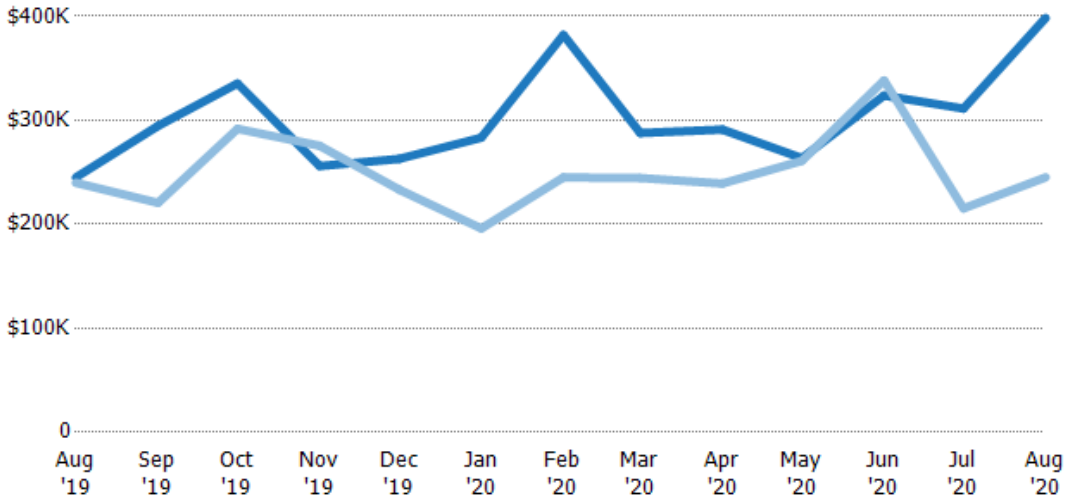
Condo/Townhouse	16%	18%	26%	13%	8%	21%	7%	4%	12%	13%	4%	14%	6%
Single Family Residence	84%	82%	74%	87%	92%	79%	93%	96%	88%	87%	96%	86%	94%

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.
Aug '20	\$398K	62.6%
Aug '19	\$245K	2.2%
Aug '18	\$240K	-5.2%

Current Year	\$245K	\$295K	\$335K	\$256K	\$263K	\$283K	\$382K	\$288K	\$291K	\$264K	\$324K	\$311K	\$398K
Prior Year	\$240K	\$221K	\$292K	\$276K	\$233K	\$196K	\$245K	\$244K	\$239K	\$261K	\$338K	\$215K	\$245K
Percent Change from Prior Year	2%	34%	15%	-7%	13%	45%	56%	18%	22%	1%	-4%	45%	63%

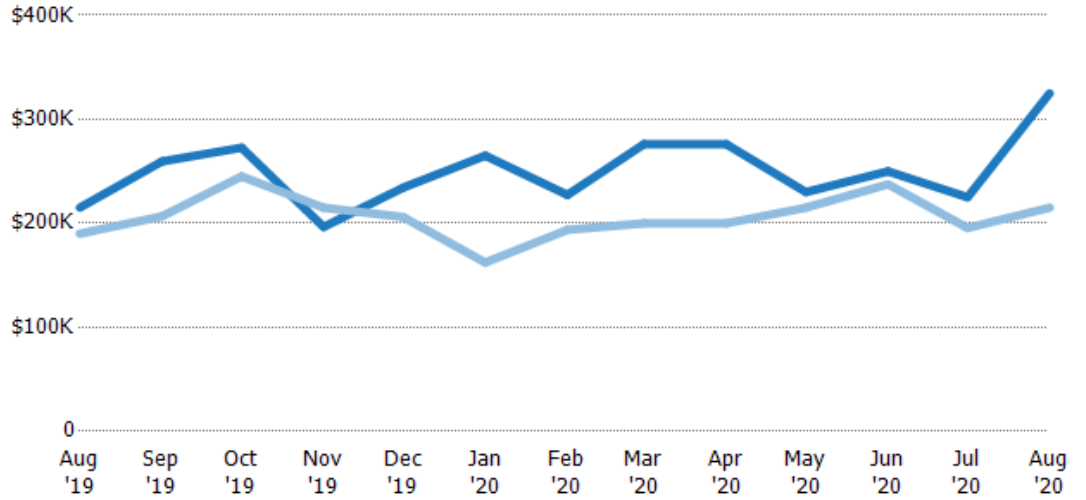
Median Sales Price

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 '20	\$325K	51.1%
Aug '19	\$215K	13.2%
Aug '18	\$190K	-9%



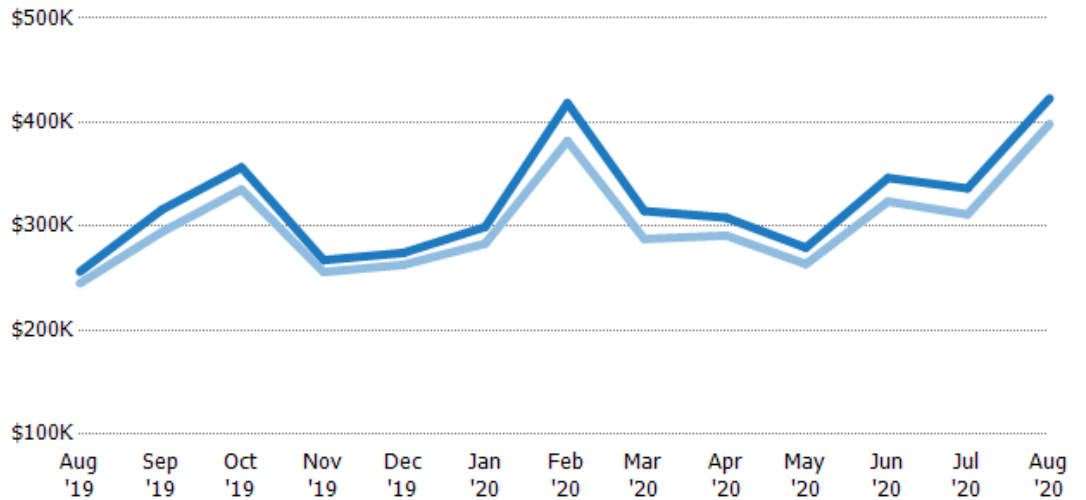
Current Year	\$215K	\$260K	\$273K	\$197K	\$234K	\$265K	\$227K	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K
Prior Year	\$190K	\$207K	\$245K	\$215K	\$206K	\$162K	\$194K	\$200K	\$200K	\$215K	\$238K	\$196K	\$215K
Percent Change from Prior Year	13%	26%	11%	-9%	14%	63%	17%	38%	38%	7%	5%	15%	51%

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



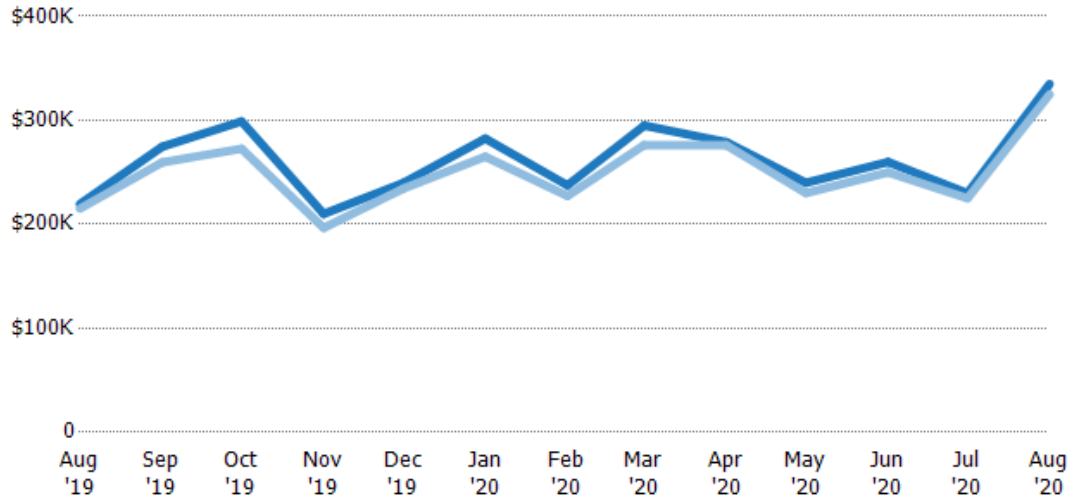
Avg List Price	\$256K	\$316K	\$357K	\$267K	\$274K	\$299K	\$418K	\$315K	\$308K	\$279K	\$346K	\$336K	\$423K
Avg Sales Price	\$245K	\$295K	\$335K	\$256K	\$263K	\$283K	\$382K	\$288K	\$291K	\$264K	\$324K	\$311K	\$398K
Avg Sales Price as a % of Avg List Price	96%	93%	94%	96%	96%	95%	91%	91%	94%	94%	93%	93%	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



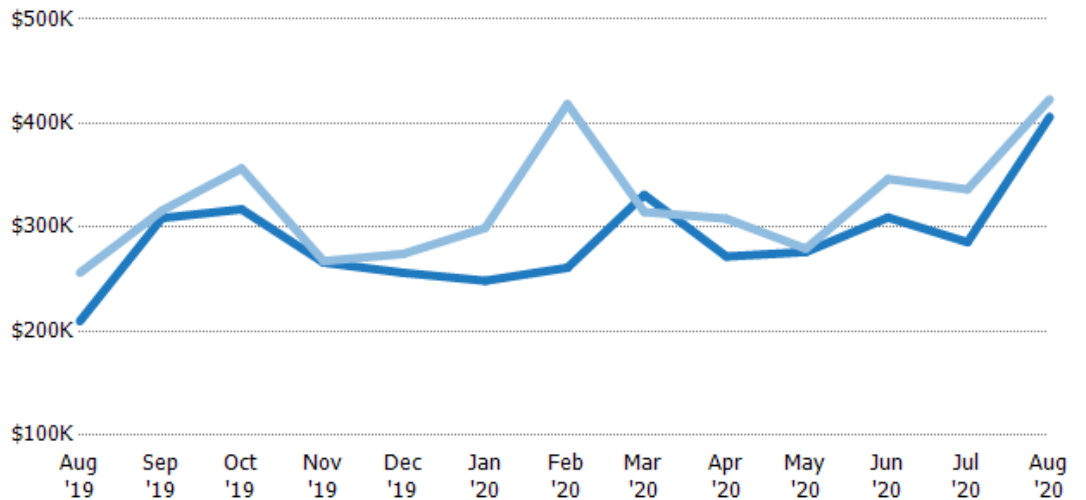
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$219K	\$275K	\$299K	\$210K	\$240K	\$282K	\$237K	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K
Median Sales Price	\$215K	\$260K	\$273K	\$197K	\$234K	\$265K	\$227K	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K
Med Sales Price as a % of Med List Price	98%	95%	91%	94%	98%	94%	96%	94%	99%	96%	96%	98%	97%

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



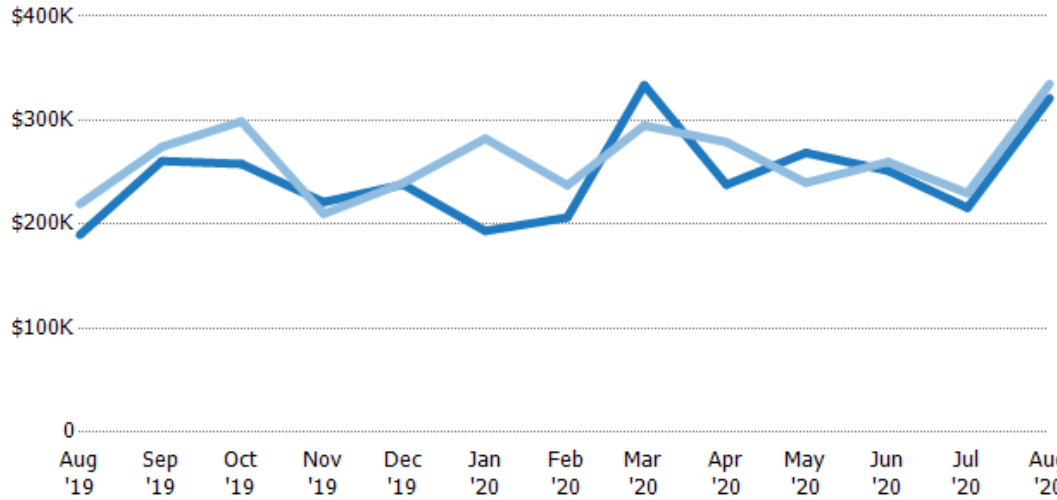
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$210K	\$309K	\$317K	\$266K	\$256K	\$249K	\$261K	\$331K	\$272K	\$276K	\$309K	\$286K	\$406K
Avg Sales Price	\$256K	\$316K	\$357K	\$267K	\$274K	\$299K	\$418K	\$315K	\$308K	\$279K	\$346K	\$336K	\$423K
Avg Sales Price as a % of Avg Est Value	122%	102%	112%	101%	107%	120%	160%	95%	113%	101%	112%	118%	104%

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 '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$190K	\$261K	\$258K	\$221K	\$238K	\$194K	\$207K	\$334K	\$238K	\$269K	\$252K	\$216K	\$321K
Median Sales Price	\$219K	\$275K	\$299K	\$210K	\$240K	\$282K	\$237K	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K
Med Sales Price as a % of Med Est Value	116%	105%	116%	95%	101%	146%	115%	88%	117%	89%	103%	107%	104%