

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 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	86	56	+53.6%	532	513	+3.7%
New Listing Volume	\$32,082,800	\$16,067,325	+99.7%	\$224,143,269	\$182,631,240	+22.7%
Active Listing Count	202	384	-47.4%	N/A	N/A	
Active Listing Volume	\$107,509,425	\$165,418,090	-35%	N/A	N/A	
Average Listing Price	\$532,225	\$430,776	+23.6%	\$492,983	\$413,652	+19.2%
Median Listing Price	\$348,500	\$298,000	+16.9%	\$327,796	\$288,019	+13.8%
Median Days in RPR	77.5	126.5	-38.7%	128.73	169.79	-24.2%
Months of Inventory	3.1	6.7	-53.9%	7.3	11.1	-34%
Absorption Rate	32.18%	14.84%	+17.3%	13.63%	9%	+4.6%
Sales Activity Charts Metrics						
New Pending Sales Count	101	55	+83.6%	612	447	+36.9%
New Pending Sales Volume	\$39,857,126	\$15,864,600	+151.2%	\$218,871,087	\$128,809,786	+69.9%
Pending Sales Count	166	64	+159.4%	N/A	N/A	
Pending Sales Volume	\$66,214,550	\$21,588,788	+206.7%	N/A	N/A	
Closed Sales Count	82	43	+90.7%	381	334	+14.1%
Closed Sales Volume	\$32,003,325	\$12,763,109	+150.7%	\$130,615,882	\$87,479,209	+49.3%
Average Sales Price	\$390,284	\$296,816	+31.5%	\$342,824	\$261,914	+30.9%
Median Sales Price	\$302,000	\$260,000	+16.2%	\$272,664	\$216,511	+25.9%

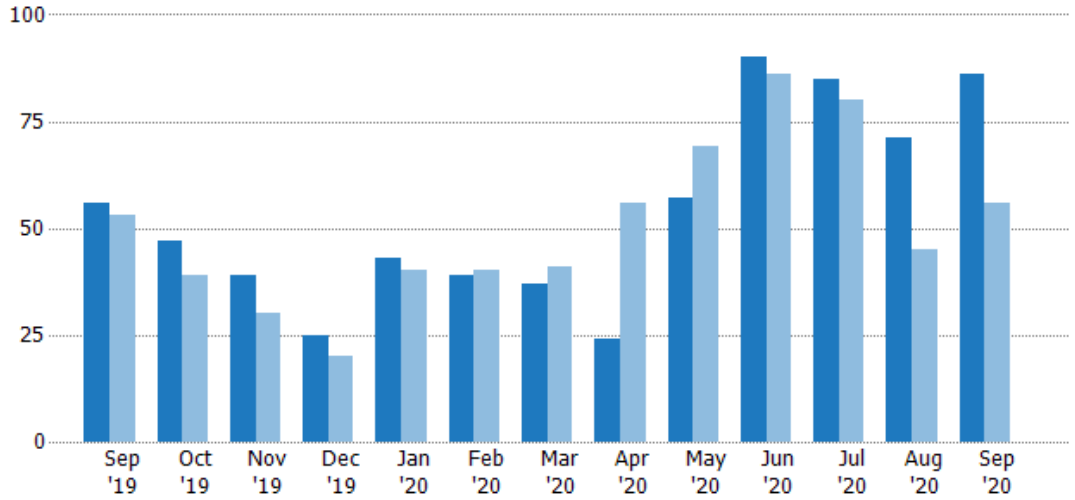
New Listings

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 '20	86	53.6%
Sep '19	56	5.7%
Sep '18	53	18.9%



Current Year	56	47	39	25	43	39	37	24	57	90	85	71	86
Prior Year	53	39	30	20	40	40	41	56	69	86	80	45	56
Percent Change from Prior Year	6%	21%	30%	25%	8%	-3%	-10%	-57%	-17%	5%	6%	58%	54%

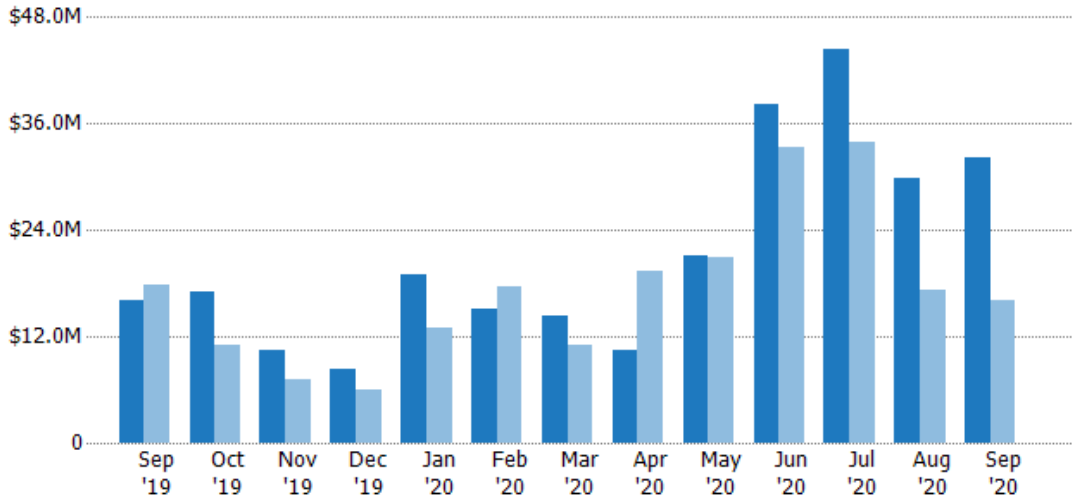
New Listing Volume

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 '20	\$32.1M	99.7%
Sep '19	\$16.1M	-9.4%
Sep '18	\$17.7M	12.6%



Current Year	\$16.1M	\$17.1M	\$10.4M	\$8.22M	\$18.9M	\$15.1M	\$14.2M	\$10.4M	\$21.1M	\$38.2M	\$44.3M	\$29.8M	\$32.1M
Prior Year	\$17.7M	\$11M	\$7.14M	\$6.02M	\$13M	\$17.6M	\$11M	\$19.4M	\$21M	\$33.4M	\$34M	\$17.2M	\$16.1M
Percent Change from Prior Year	-9%	55%	45%	37%	46%	-14%	29%	-46%	0%	15%	30%	73%	100%

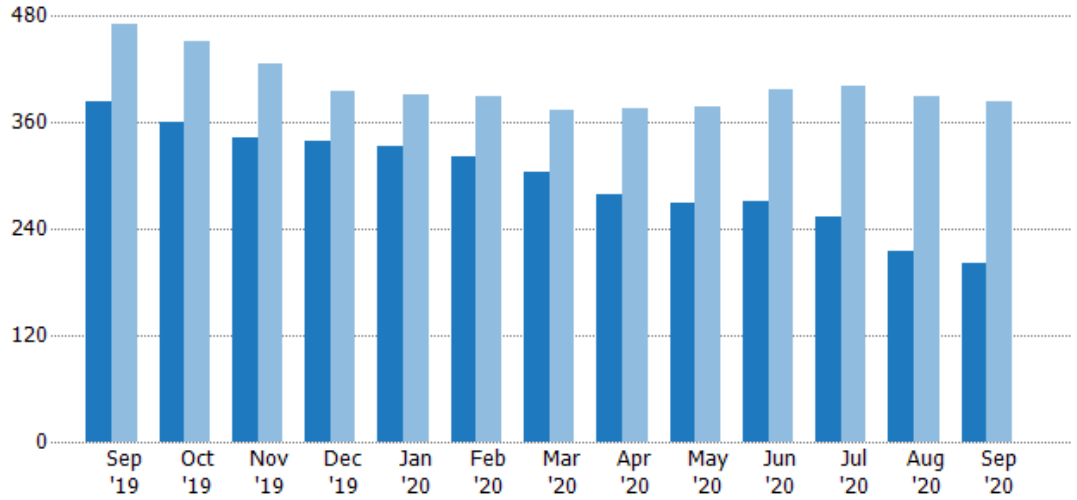
Active Listings

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 '20	202	-47.4%
Sep '19	384	-18.3%
Sep '18	470	-10.6%



Current Year	384	361	342	339	333	322	305	278	270	272	254	215	202
Prior Year	470	452	426	395	392	389	374	375	377	397	401	390	384
Percent Change from Prior Year	-18%	-20%	-20%	-14%	-15%	-17%	-18%	-26%	-28%	-31%	-37%	-45%	-47%

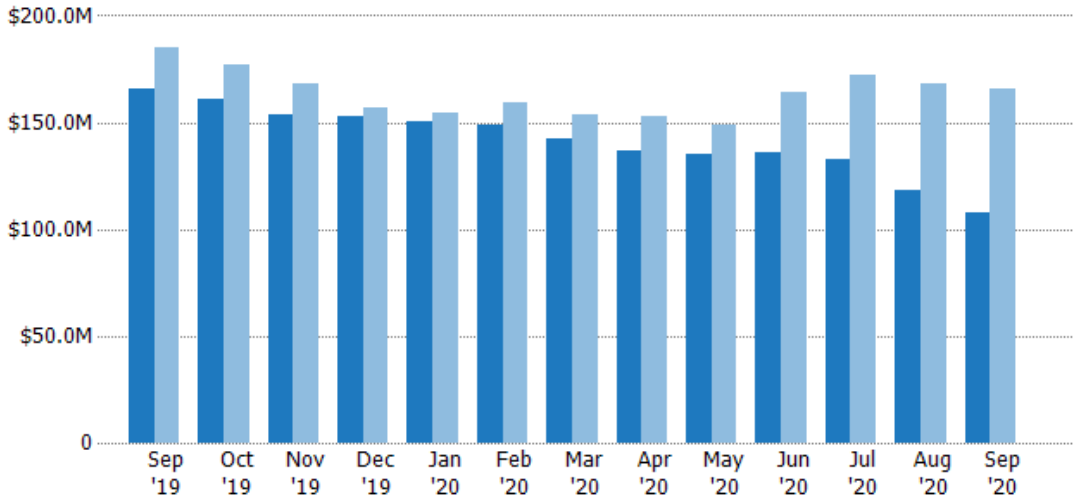
Active Listing Volume

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 '20	\$108M	-35%
Sep '19	\$165M	-10.6%
Sep '18	\$185M	-15.2%



Current Year	\$165M	\$161M	\$154M	\$153M	\$150M	\$149M	\$142M	\$137M	\$135M	\$136M	\$133M	\$118M	\$108M
Prior Year	\$185M	\$177M	\$168M	\$157M	\$155M	\$159M	\$154M	\$153M	\$149M	\$164M	\$172M	\$168M	\$165M
Percent Change from Prior Year	-11%	-9%	-8%	-3%	-3%	-7%	-7%	-10%	-9%	-17%	-23%	-29%	-35%

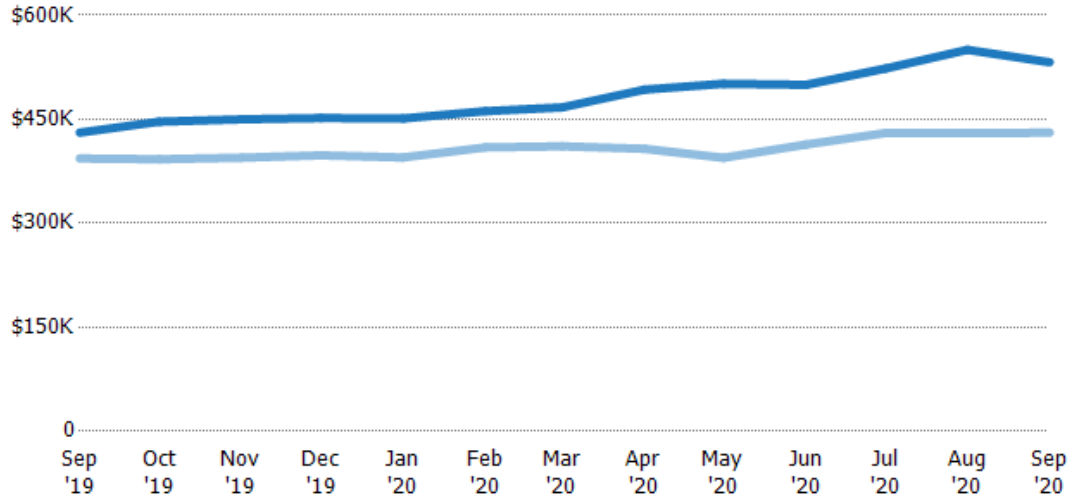
Average Listing Price

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 '20	\$532K	23.6%
Sep '19	\$431K	9.5%
Sep '18	\$394K	-5.1%



Current Year	\$431K	\$447K	\$450K	\$452K	\$451K	\$462K	\$467K	\$493K	\$501K	\$500K	\$523K	\$550K	\$532K
Prior Year	\$394K	\$392K	\$395K	\$398K	\$395K	\$409K	\$411K	\$407K	\$394K	\$414K	\$430K	\$430K	\$431K
Percent Change from Prior Year	9%	14%	14%	14%	14%	13%	14%	21%	27%	21%	22%	28%	24%

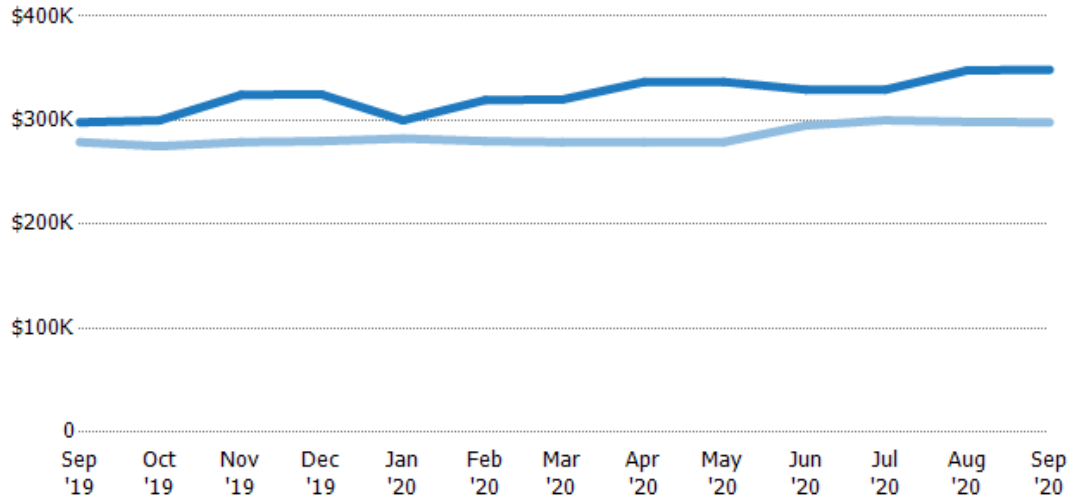
Median Listing Price

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 '20	\$349K	16.9%
Sep '19	\$298K	6.8%
Sep '18	\$279K	-1.4%



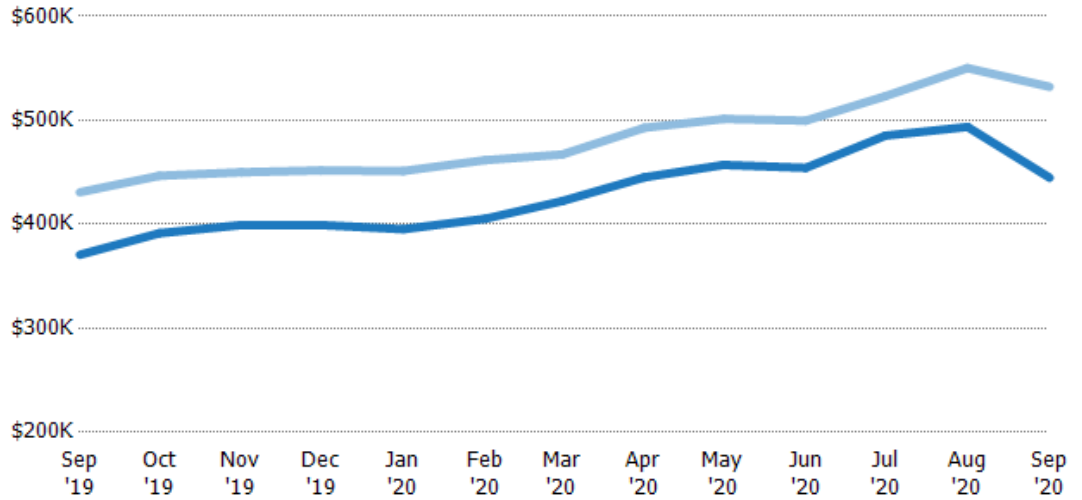
Current Year	\$298K	\$300K	\$325K	\$325K	\$300K	\$319K	\$320K	\$337K	\$337K	\$329K	\$329K	\$348K	\$349K
Prior Year	\$279K	\$275K	\$279K	\$280K	\$282K	\$280K	\$279K	\$279K	\$279K	\$295K	\$300K	\$299K	\$298K
Percent Change from Prior Year	7%	9%	16%	16%	6%	14%	15%	21%	21%	12%	10%	17%	17%

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



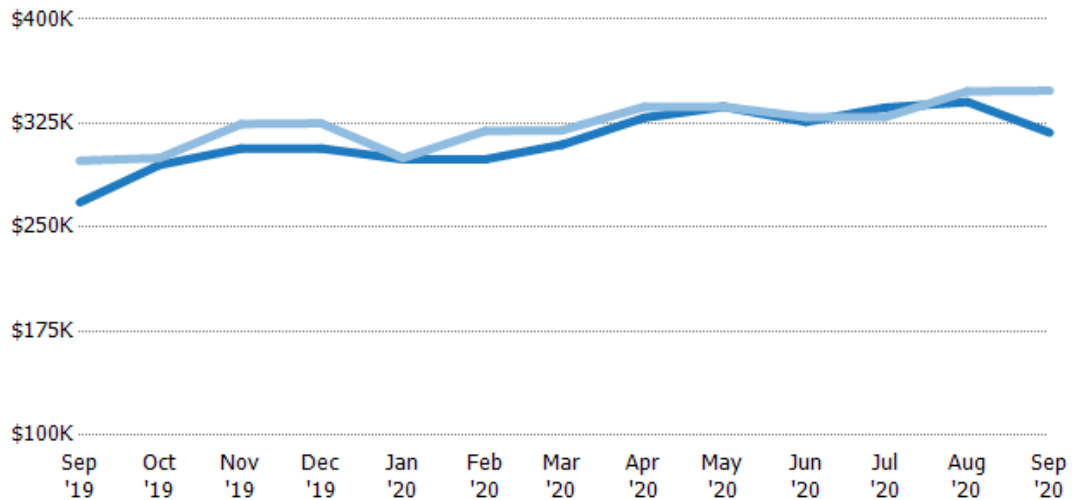
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$371K	\$391K	\$399K	\$399K	\$395K	\$405K	\$422K	\$445K	\$457K	\$454K	\$485K	\$494K	\$445K
Avg Listing Price	\$431K	\$447K	\$450K	\$452K	\$451K	\$462K	\$467K	\$493K	\$501K	\$500K	\$523K	\$550K	\$532K
Avg Listing Price as a % of Avg Est Value	116%	114%	113%	113%	114%	114%	111%	111%	110%	110%	108%	111%	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 '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$268K	\$295K	\$307K	\$307K	\$299K	\$299K	\$310K	\$329K	\$337K	\$326K	\$336K	\$340K	\$318K
Median Listing Price	\$298K	\$300K	\$325K	\$325K	\$300K	\$319K	\$320K	\$337K	\$337K	\$329K	\$329K	\$348K	\$349K
Med Listing Price as a % of Med Est Value	111%	102%	106%	106%	100%	107%	103%	102%	100%	101%	98%	102%	109%

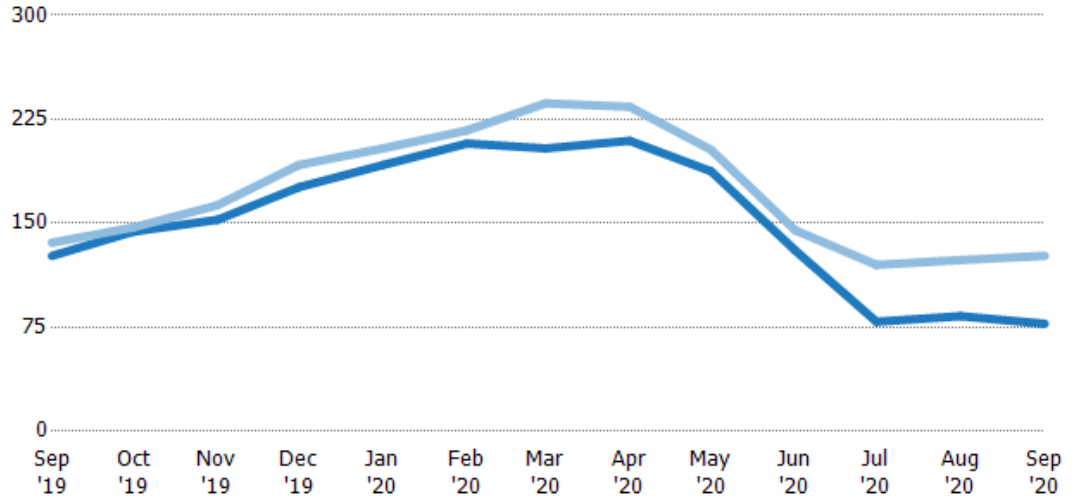
Median Days in RPR

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 '20	77.5	-38.7%
Sep '19	127	-7%
Sep '18	136	-6.6%



Current Year	127	144	153	176	192	208	204	210	188	131	79	83	77.5
Prior Year	136	147	163	192	204	217	237	234	203	145	120	124	127
Percent Change from Prior Year	-7%	-2%	-6%	-8%	-6%	-4%	-14%	-10%	-8%	-10%	-34%	-33%	-39%

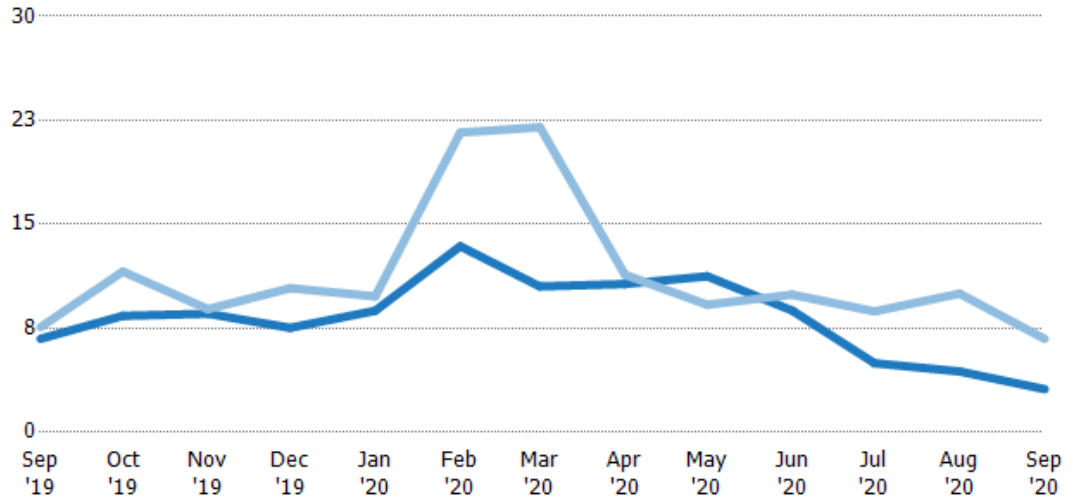
Months of Inventory

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 '20	3.11	-53.9%
Sep '19	6.74	-11.1%
Sep '18	7.58	78.7%



Current Year	6.74	8.4	8.55	7.53	8.76	13.4	10.5	10.7	11.3	8.77	4.98	4.39	3.11
Prior Year	7.58	11.6	8.88	10.4	9.8	21.6	22	11.4	9.2	9.93	8.72	10	6.74
Percent Change from Prior Year	-11%	-28%	-4%	-28%	-11%	-38%	-52%	-6%	22%	-12%	-43%	-56%	-54%

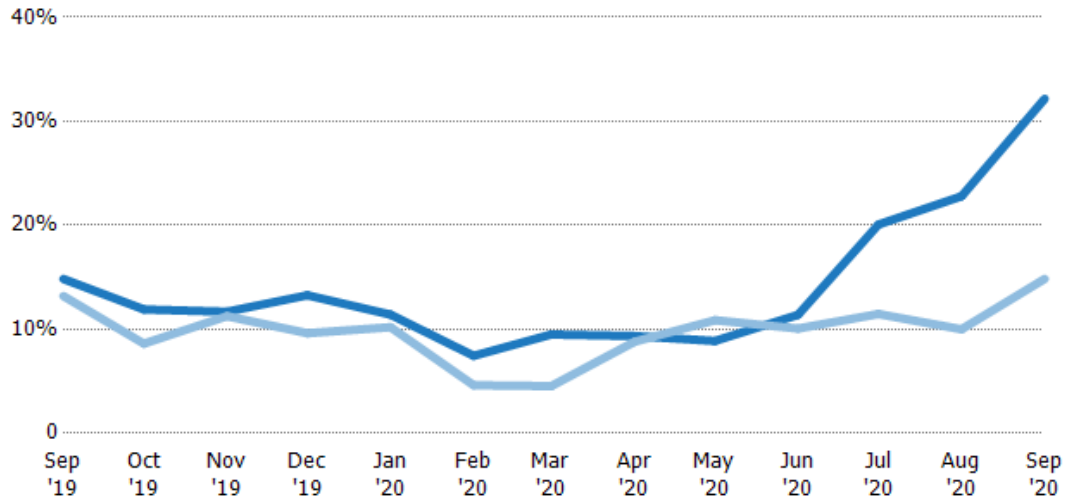
Absorption Rate

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 '20	32%	-17.3%
Sep '19	15%	-1.7%
Sep '18	13%	-44%



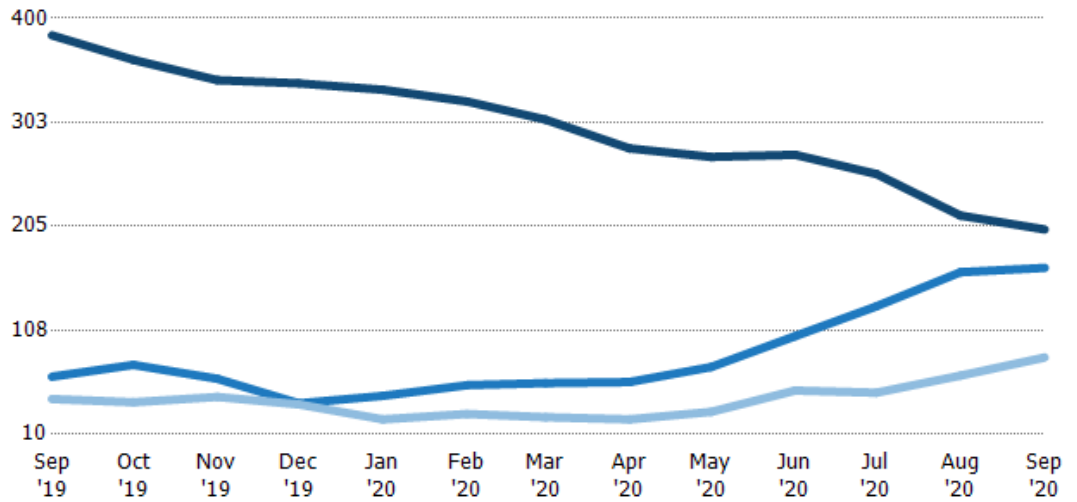
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	15%	12%	12%	13%	11%	7%	10%	9%	9%	11%	20%	23%	32%
Prior Year	13%	9%	11%	10%	10%	5%	5%	9%	11%	10%	11%	10%	15%
Change from Prior Year	-2%	-3%	0%	-4%	-1%	-3%	-5%	-1%	2%	-1%	-9%	-13%	-17%

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 '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	384	361	342	339	333	322	305	278	270	272	254	215	202
Pending	64	75	62	39	46	56	58	59	73	102	130	162	166
Sold	43	40	45	38	24	29	26	24	31	51	49	65	82

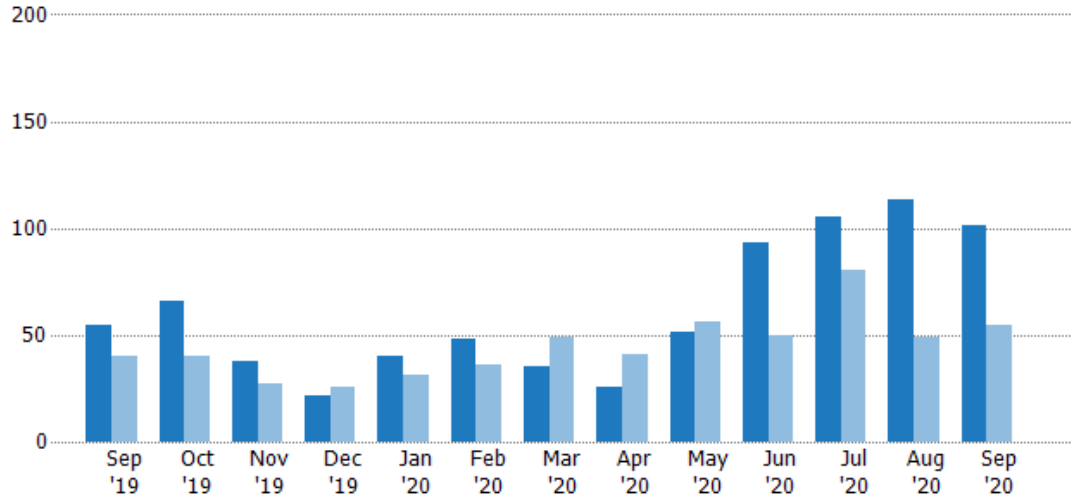
New Pending Sales

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 '20	101	83.6%
Sep '19	55	37.5%
Sep '18	40	-10%



Current Year	55	66	38	22	40	48	35	26	51	93	105	113	101
Prior Year	40	40	27	26	31	36	49	41	56	50	80	49	55
Percent Change from Prior Year	38%	65%	41%	-15%	29%	33%	-29%	-37%	-9%	86%	31%	131%	84%

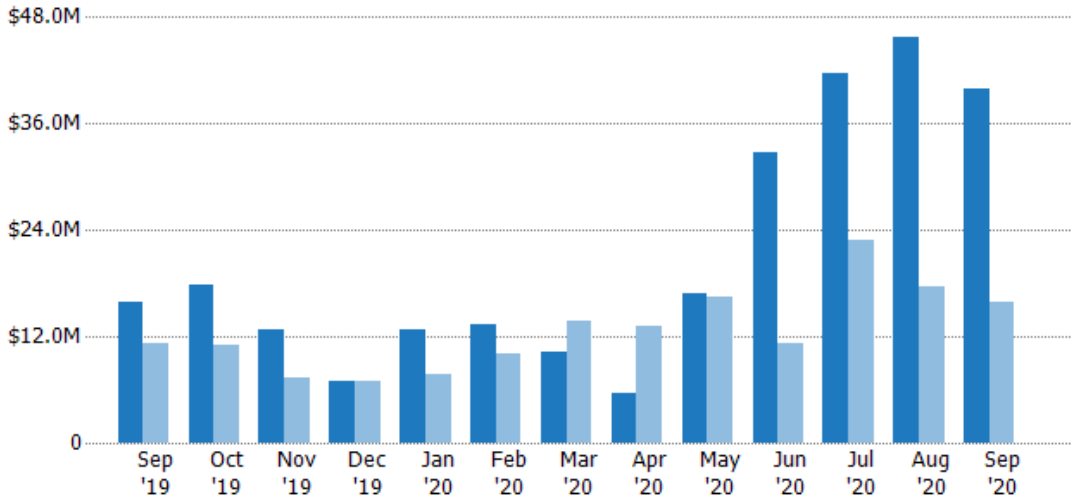
New Pending Sales Volume

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 '20	\$39.9M	151.2%
Sep '19	\$15.9M	40.6%
Sep '18	\$11.3M	-19.2%



Current Year	\$15.9M	\$17.8M	\$12.7M	\$6.93M	\$12.7M	\$13.4M	\$10.3M	\$5.67M	\$16.8M	\$32.7M	\$41.8M	\$45.6M	\$39.9M
Prior Year	\$11.3M	\$11M	\$7.39M	\$7.01M	\$7.8M	\$10M	\$13.7M	\$13.2M	\$16.5M	\$11.3M	\$22.9M	\$17.5M	\$15.9M
Percent Change from Prior Year	41%	63%	72%	-1%	63%	34%	-25%	-57%	2%	191%	82%	160%	151%

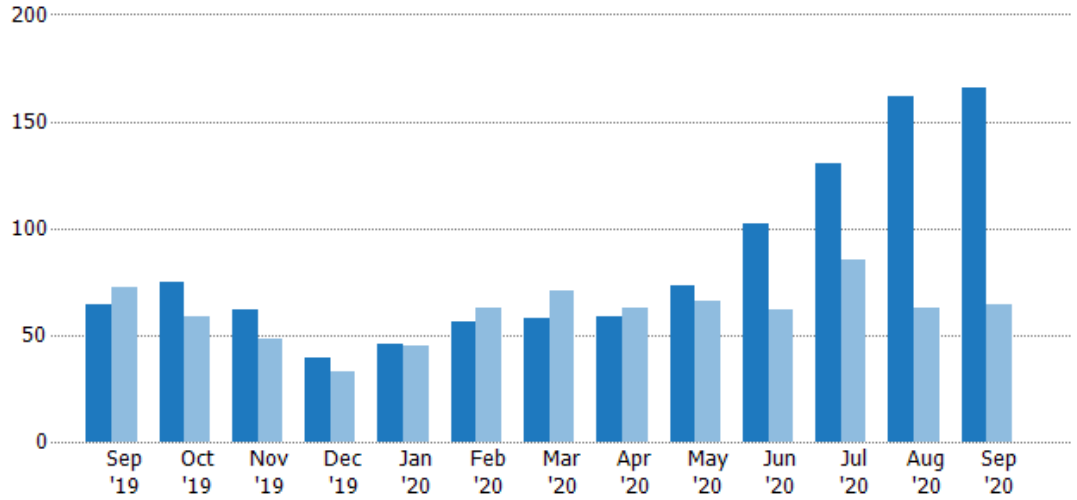
Pending Sales

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 '20	166	159.4%
Sep '19	64	-11.1%
Sep '18	72	-11.1%



Current Year	64	75	62	39	46	56	58	59	73	102	130	162	166
Prior Year	72	59	48	33	45	63	71	63	66	62	85	63	64
Percent Change from Prior Year	-11%	27%	29%	18%	2%	-11%	-18%	-6%	11%	65%	53%	157%	159%

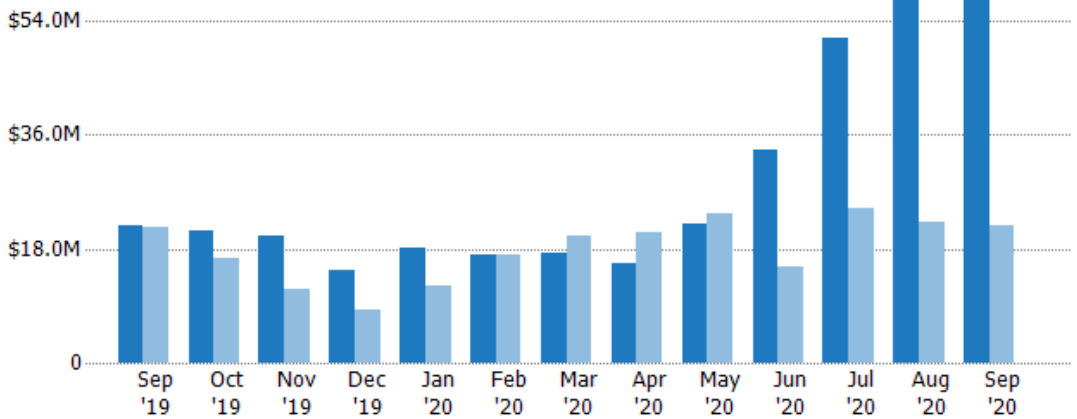
Pending Sales Volume

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 '20	\$66.2M	206.7%
Sep '19	\$21.6M	0.6%
Sep '18	\$21.5M	-14.8%



Current Year	\$21.6M	\$20.8M	\$20.1M	\$14.7M	\$18.1M	\$17.1M	\$17.4M	\$15.7M	\$22M	\$33.7M	\$51.1M	\$64.9M	\$66.2M
Prior Year	\$21.5M	\$16.5M	\$11.6M	\$8.49M	\$12.3M	\$17M	\$20.2M	\$20.6M	\$23.6M	\$15.2M	\$24.5M	\$22.2M	\$21.6M
Percent Change from Prior Year	1%	26%	74%	73%	48%	0%	-14%	-24%	-7%	121%	109%	193%	207%

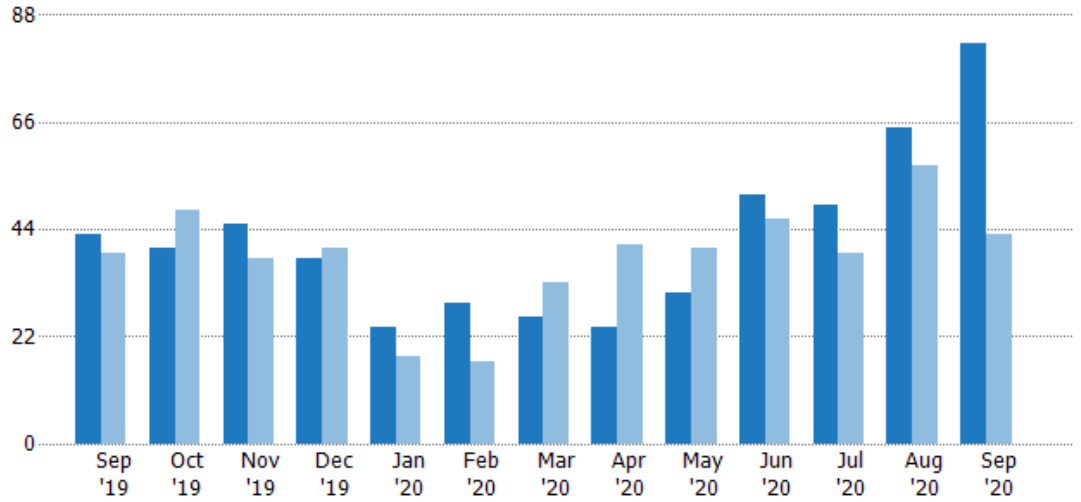
Closed Sales

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 '20	82	90.7%
Sep '19	43	10.3%
Sep '18	39	-43.6%



Current Year	43	40	45	38	24	29	26	24	31	51	49	65	82
Prior Year	39	48	38	40	18	17	33	41	40	46	39	57	43
Percent Change from Prior Year	10%	-17%	18%	-5%	33%	71%	-21%	-41%	-23%	11%	26%	14%	91%

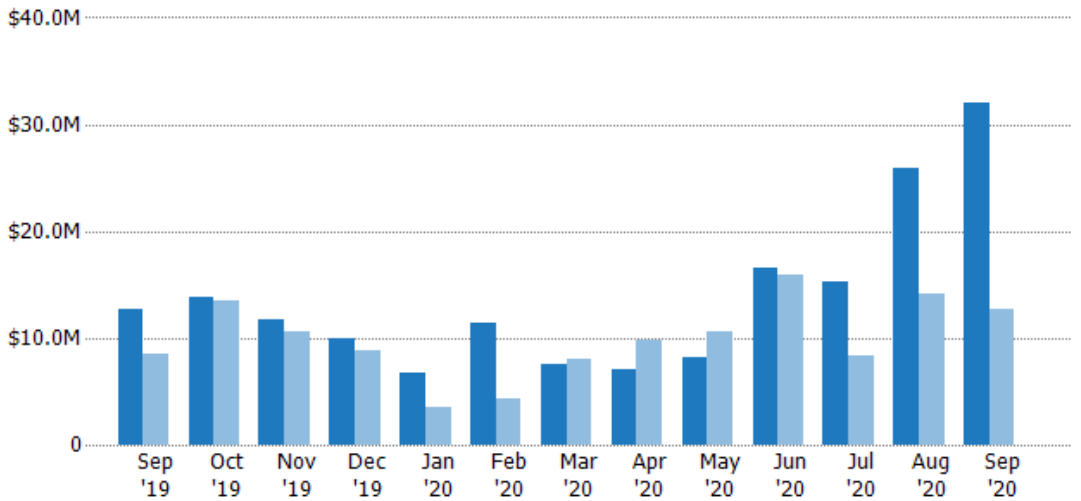
Closed Sales Volume

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 '20	\$32M	150.7%
Sep '19	\$12.8M	50.1%
Sep '18	\$8.5M	-37.3%



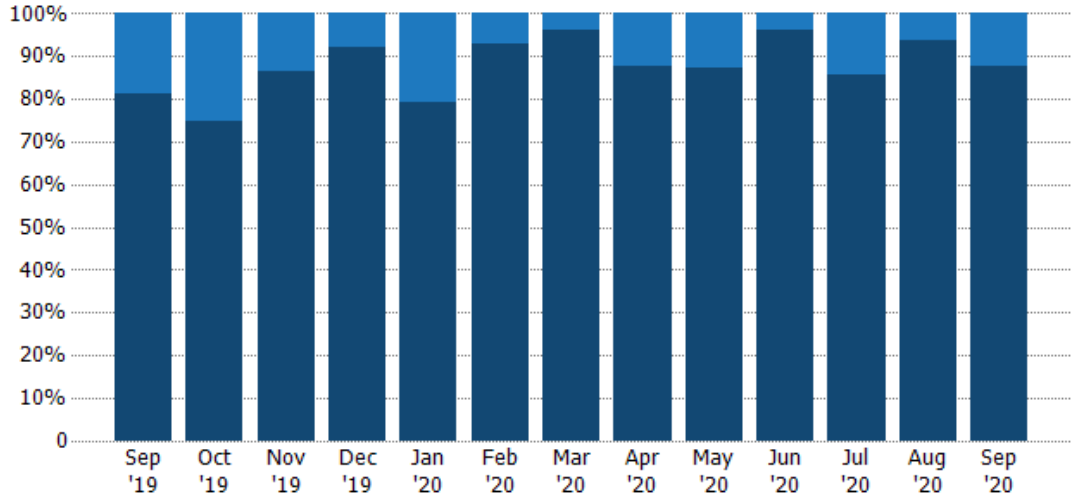
Current Year	\$12.8M	\$13.8M	\$11.7M	\$9.99M	\$6.8M	\$11.4M	\$7.48M	\$7.06M	\$8.17M	\$16.5M	\$15.3M	\$25.9M	\$32M
Prior Year	\$8.5M	\$13.5M	\$10.5M	\$8.82M	\$3.53M	\$4.38M	\$8.07M	\$9.81M	\$10.5M	\$15.9M	\$8.31M	\$14.1M	\$12.8M
Percent Change from Prior Year	50%	2%	11%	13%	93%	161%	-7%	-28%	-22%	4%	84%	83%	151%

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



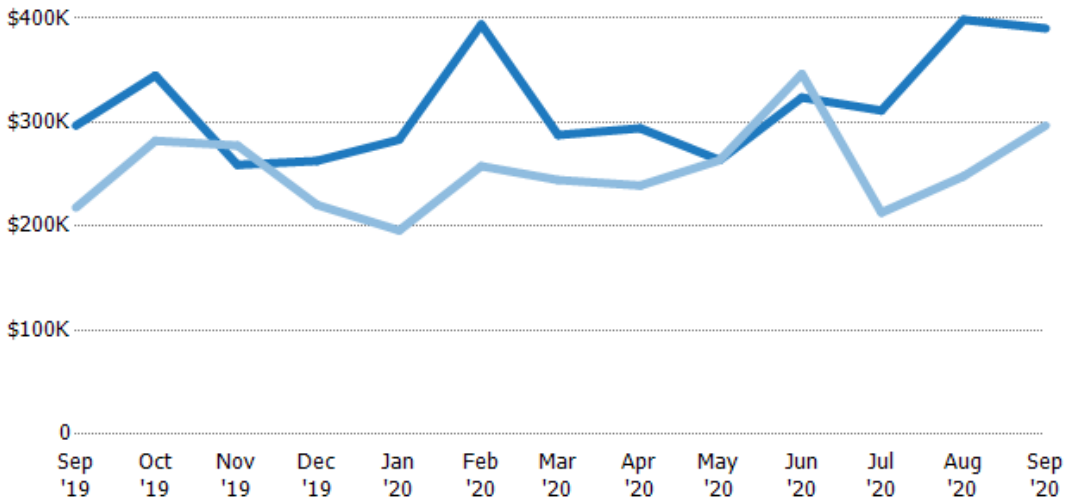
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	19%	25%	13%	8%	21%	7%	4%	13%	13%	4%	14%	6%	12%
Single Family Residence	81%	75%	87%	92%	79%	93%	96%	88%	87%	96%	86%	94%	88%

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 '20	\$390K	31.5%
Sep '19	\$297K	36.2%
Sep '18	\$218K	11.1%

Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$297K	\$345K	\$259K	\$263K	\$283K	\$394K	\$288K	\$294K	\$264K	\$324K	\$311K	\$399K	\$390K
Prior Year	\$218K	\$282K	\$278K	\$221K	\$196K	\$258K	\$244K	\$239K	\$264K	\$346K	\$213K	\$248K	\$297K
Percent Change from Prior Year	36%	22%	-7%	19%	45%	53%	18%	23%	0%	-7%	46%	61%	31%

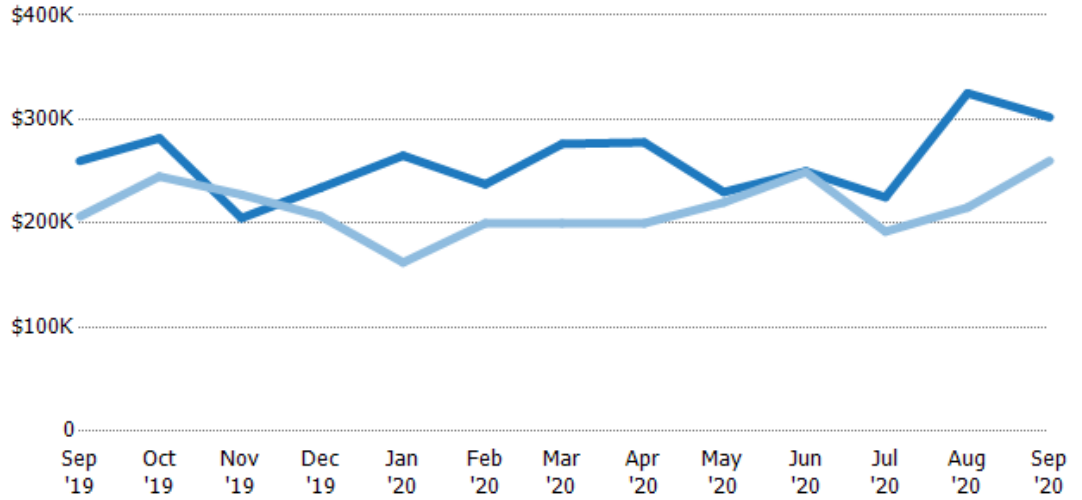
Median Sales Price

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 '20	\$302K	16.2%
Sep '19	\$260K	25.9%
Sep '18	\$207K	0.5%



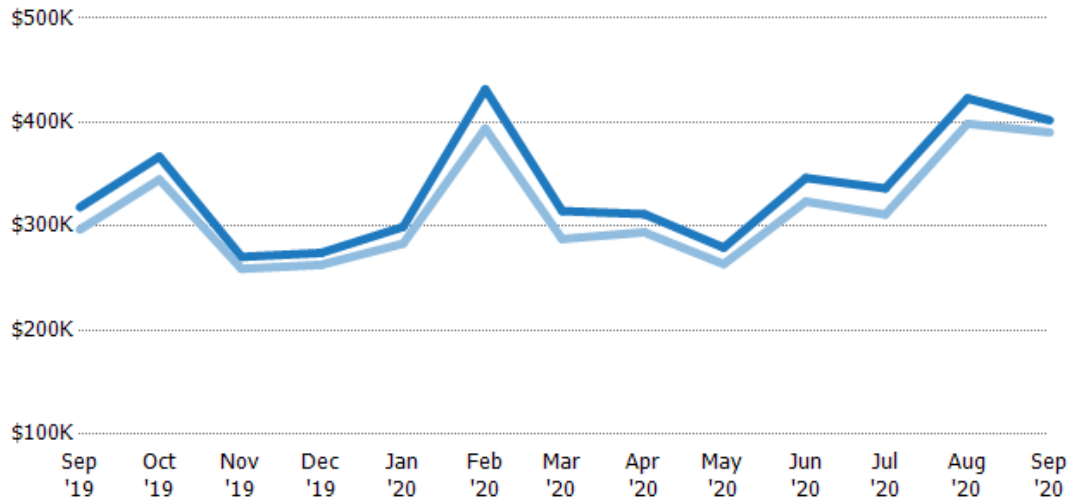
Current Year	\$260K	\$282K	\$205K	\$234K	\$265K	\$238K	\$276K	\$278K	\$230K	\$250K	\$225K	\$325K	\$302K
Prior Year	\$207K	\$245K	\$228K	\$207K	\$162K	\$200K	\$200K	\$200K	\$220K	\$249K	\$192K	\$215K	\$260K
Percent Change from Prior Year	26%	15%	-10%	13%	63%	19%	38%	39%	5%	0%	17%	51%	16%

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



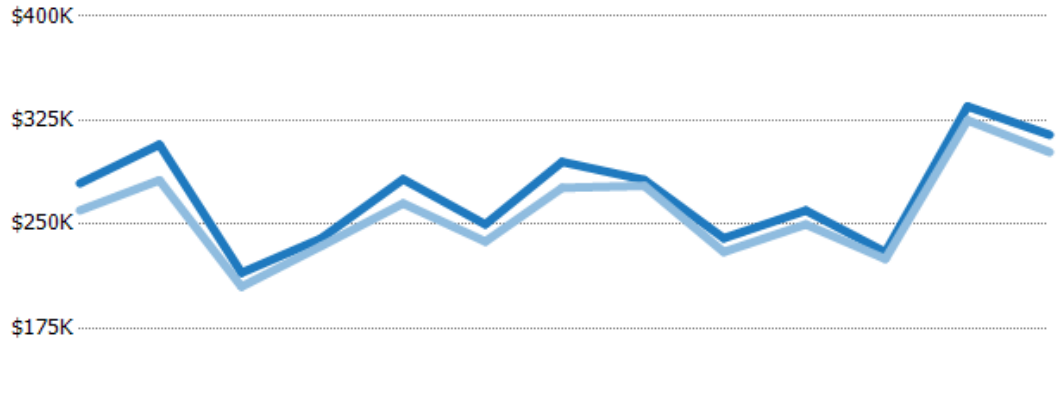
Avg List Price	\$318K	\$367K	\$271K	\$274K	\$299K	\$432K	\$315K	\$312K	\$279K	\$346K	\$336K	\$423K	\$402K
Avg Sales Price	\$297K	\$345K	\$259K	\$263K	\$283K	\$394K	\$288K	\$294K	\$264K	\$324K	\$311K	\$399K	\$390K
Avg Sales Price as a % of Avg List Price	93%	94%	96%	96%	95%	91%	91%	94%	94%	93%	93%	94%	97%

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



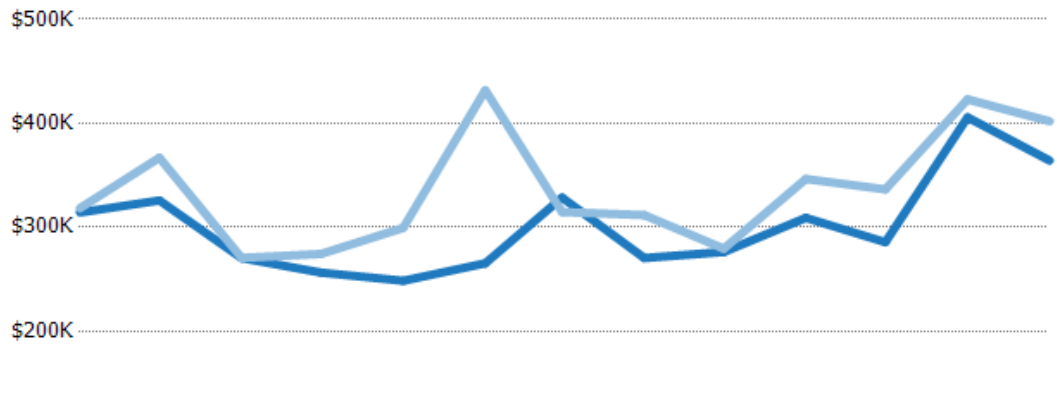
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$280K	\$307K	\$215K	\$240K	\$282K	\$250K	\$295K	\$282K	\$240K	\$260K	\$230K	\$335K	\$315K
Median Sales Price	\$260K	\$282K	\$205K	\$234K	\$265K	\$238K	\$276K	\$278K	\$230K	\$250K	\$225K	\$325K	\$302K
Med Sales Price as a % of Med List Price	93%	92%	95%	98%	94%	95%	94%	98%	96%	96%	98%	97%	96%

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



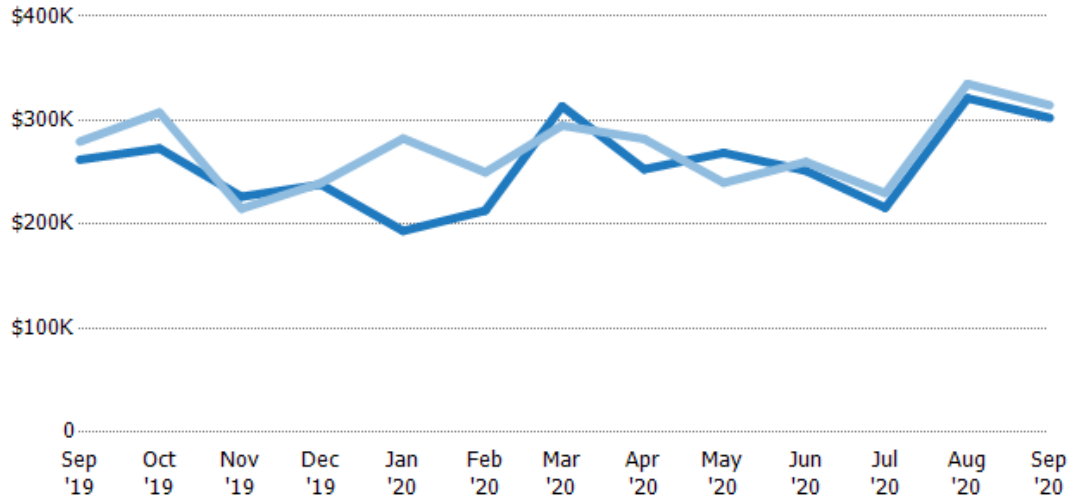
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$314K	\$326K	\$270K	\$256K	\$249K	\$265K	\$329K	\$270K	\$276K	\$309K	\$286K	\$406K	\$364K
Avg Sales Price	\$318K	\$367K	\$271K	\$274K	\$299K	\$432K	\$315K	\$312K	\$279K	\$346K	\$336K	\$423K	\$402K
Avg Sales Price as a % of Avg Est Value	101%	113%	100%	107%	120%	163%	96%	115%	101%	112%	118%	104%	110%

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 '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$262K	\$273K	\$227K	\$238K	\$194K	\$213K	\$314K	\$253K	\$269K	\$252K	\$216K	\$321K	\$302K
Median Sales Price	\$280K	\$307K	\$215K	\$240K	\$282K	\$250K	\$295K	\$282K	\$240K	\$260K	\$230K	\$335K	\$315K
Med Sales Price as a % of Med Est Value	107%	113%	95%	101%	146%	117%	94%	112%	89%	103%	107%	104%	104%