

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 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	34	40	-15%	631	605	+4.3%
New Listing Volume	\$15,152,500	\$10,623,100	+42.6%	\$271,063,468	\$213,804,164	+26.8%
Active Listing Count	133	344	-61.3%	N/A	N/A	
Active Listing Volume	\$82,923,448	\$156,199,789	-46.9%	N/A	N/A	
Average Listing Price	\$623,485	\$454,069	+37.3%	\$503,027	\$432,221	+16.4%
Median Listing Price	\$349,900	\$324,500	+7.8%	\$332,755	\$294,612	+12.9%
Median Days in RPR	108	153	-29.4%	122.56	166.07	-26.2%
Months of Inventory	1.6	8.4	-80.4%	6.7	10.5	-36.8%
Absorption Rate	60.9%	11.92%	+49%	15.03%	9.49%	+5.5%
Sales Activity Charts Metrics						
New Pending Sales Count	53	38	+39.5%	767	550	+39.5%
New Pending Sales Volume	\$20,329,900	\$12,717,200	+59.9%	\$278,540,087	\$159,269,911	+74.9%
Pending Sales Count	127	62	+104.8%	N/A	N/A	
Pending Sales Volume	\$44,696,400	\$20,050,025	+122.9%	N/A	N/A	
Closed Sales Count	81	45	+80%	544	419	+29.8%
Closed Sales Volume	\$28,196,503	\$11,658,095	+141.9%	\$196,580,835	\$112,537,435	+74.7%
Average Sales Price	\$348,105	\$259,069	+34.4%	\$361,362	\$268,586	+34.5%
Median Sales Price	\$299,000	\$205,000	+45.9%	\$282,073	\$222,822	+26.6%

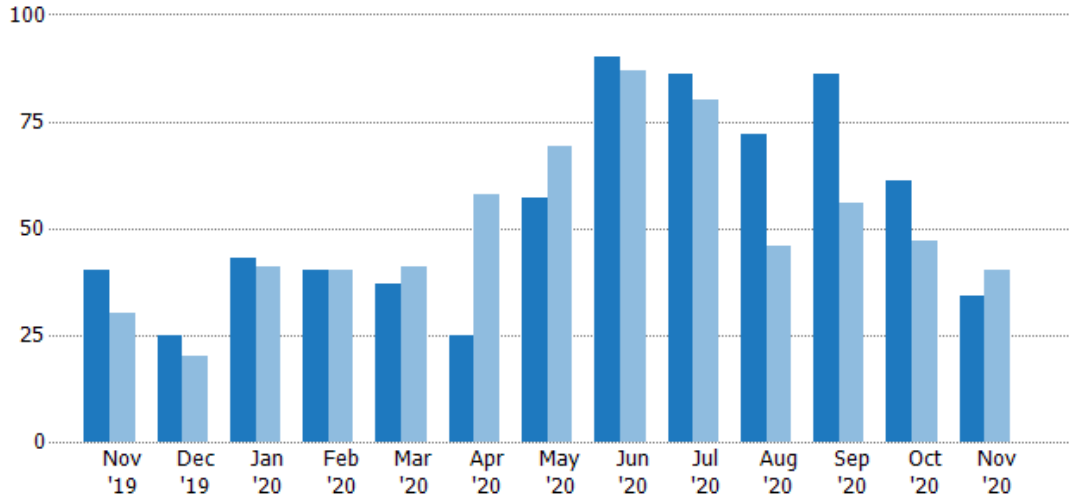
New Listings

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.
Nov '20	34	-15%
Nov '19	40	33.3%
Nov '18	30	-13.3%



Current Year	40	25	43	40	37	25	57	90	86	72	86	61	34
Prior Year	30	20	41	40	41	58	69	87	80	46	56	47	40
Percent Change from Prior Year	33%	25%	5%	0%	-10%	-57%	-17%	3%	8%	57%	54%	30%	-15%

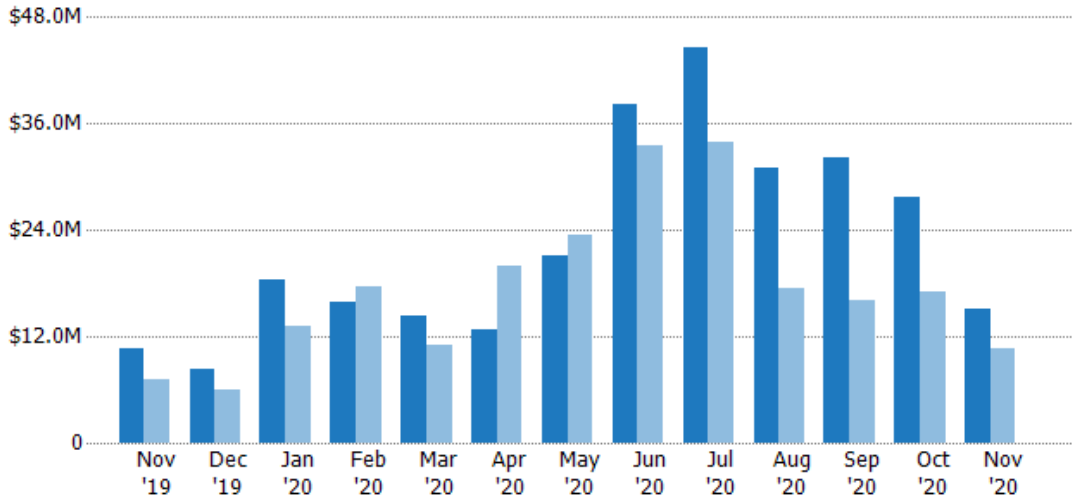
New Listing Volume

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 '20	\$15.2M	42.6%
Nov '19	\$10.6M	48.7%
Nov '18	\$7.14M	14.2%



Current Year	\$10.6M	\$8.22M	\$18.4M	\$15.9M	\$14.2M	\$12.8M	\$21.1M	\$38.2M	\$44.5M	\$31M	\$32.2M	\$27.7M	\$15.2M
Prior Year	\$7.14M	\$6.02M	\$13.2M	\$17.6M	\$11M	\$19.9M	\$23.5M	\$33.6M	\$34M	\$17.3M	\$16.1M	\$17.1M	\$10.6M
Percent Change from Prior Year	49%	37%	40%	-10%	29%	-36%	-10%	14%	31%	79%	100%	62%	43%

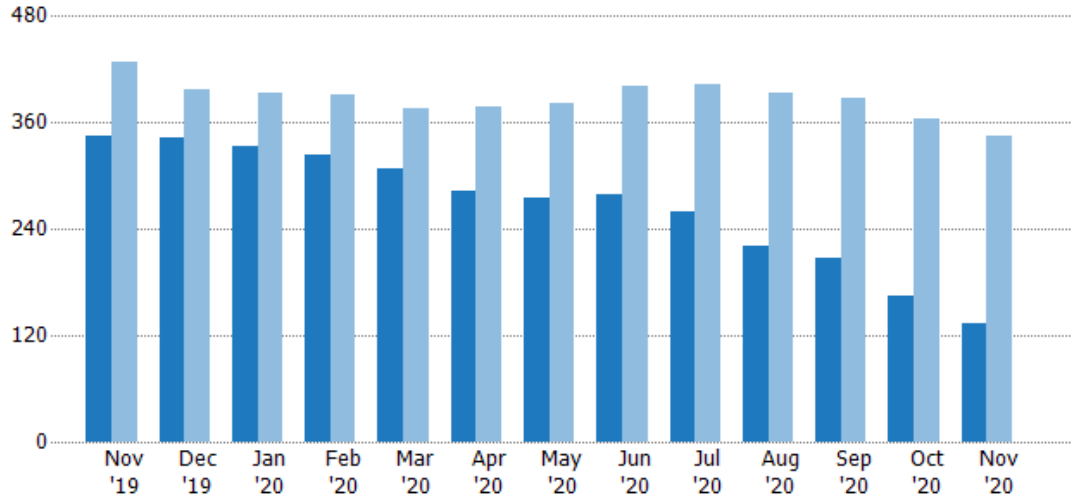
Active Listings

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 '20	133	-61.3%
Nov '19	344	-19.8%
Nov '18	429	-4.7%



Current Year	344	342	334	324	308	283	276	279	259	220	208	164	133
Prior Year	429	397	394	391	375	378	381	401	404	393	388	365	344
Percent Change from Prior Year	-20%	-14%	-15%	-17%	-18%	-25%	-28%	-30%	-36%	-44%	-46%	-55%	-61%

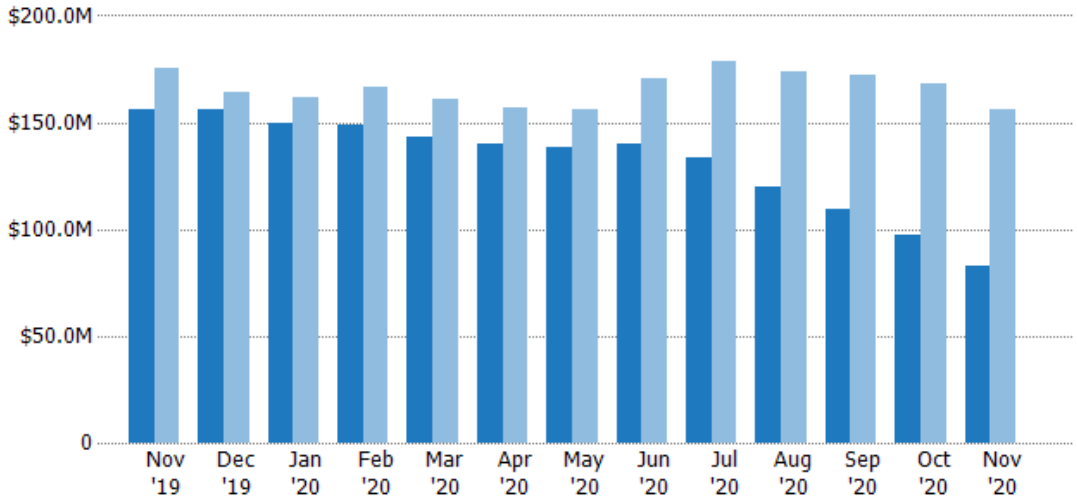
Active Listing Volume

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 '20	\$82.9M	-46.9%
Nov '19	\$156M	-11%
Nov '18	\$176M	-8.8%



Current Year	\$156M	\$156M	\$150M	\$149M	\$143M	\$140M	\$138M	\$140M	\$134M	\$120M	\$109M	\$97.4M	\$82.9M
Prior Year	\$176M	\$164M	\$162M	\$167M	\$161M	\$157M	\$156M	\$171M	\$179M	\$174M	\$172M	\$168M	\$156M
Percent Change from Prior Year	-11%	-5%	-8%	-11%	-11%	-11%	-11%	-18%	-25%	-31%	-37%	-42%	-47%

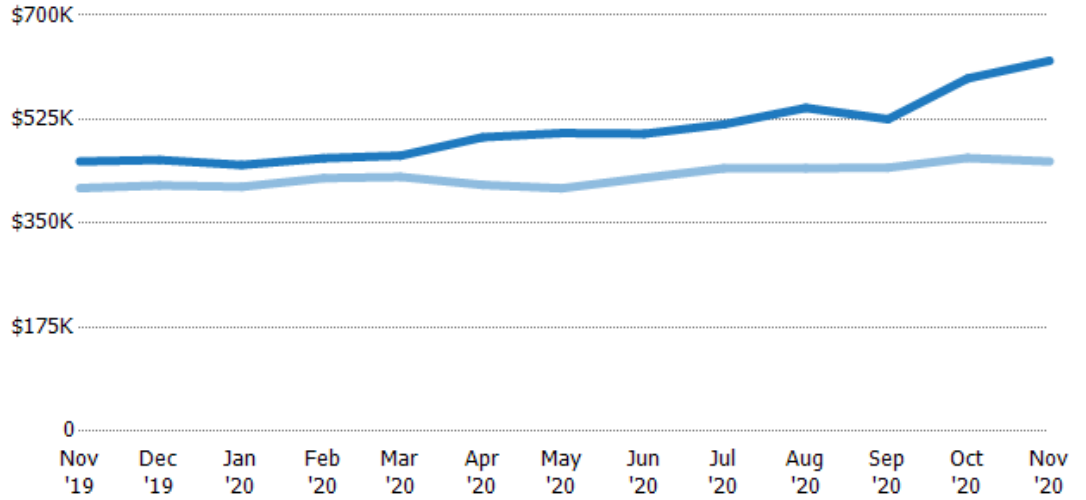
Average Listing Price

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 '20	\$623K	37.3%
Nov '19	\$454K	11%
Nov '18	\$409K	-4.4%



Current Year	\$454K	\$457K	\$448K	\$459K	\$464K	\$495K	\$502K	\$501K	\$516K	\$544K	\$525K	\$594K	\$623K
Prior Year	\$409K	\$414K	\$411K	\$426K	\$428K	\$415K	\$409K	\$426K	\$442K	\$443K	\$443K	\$460K	\$454K
Percent Change from Prior Year	11%	10%	9%	8%	8%	19%	23%	17%	17%	23%	18%	29%	37%

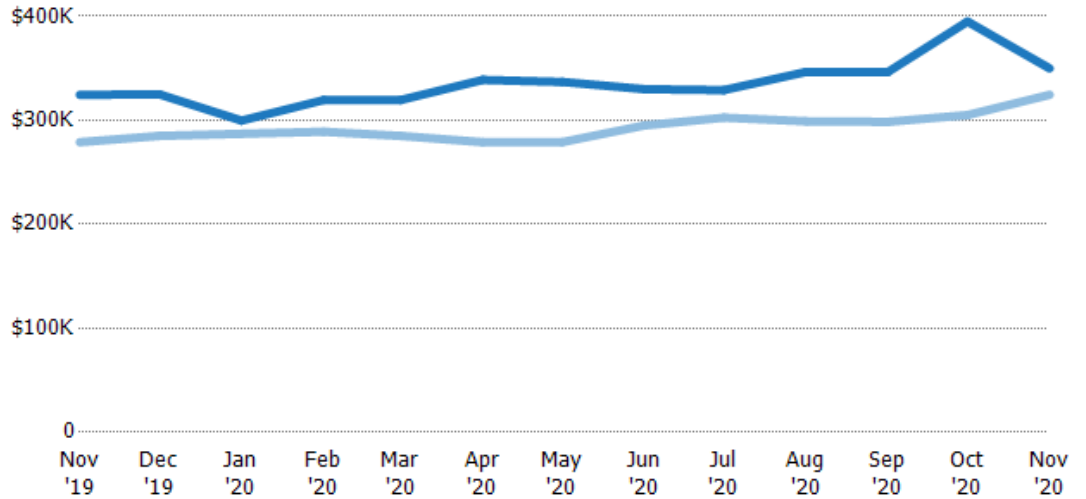
Median Listing Price

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 '20	\$350K	7.8%
Nov '19	\$325K	16.3%
Nov '18	\$279K	0%



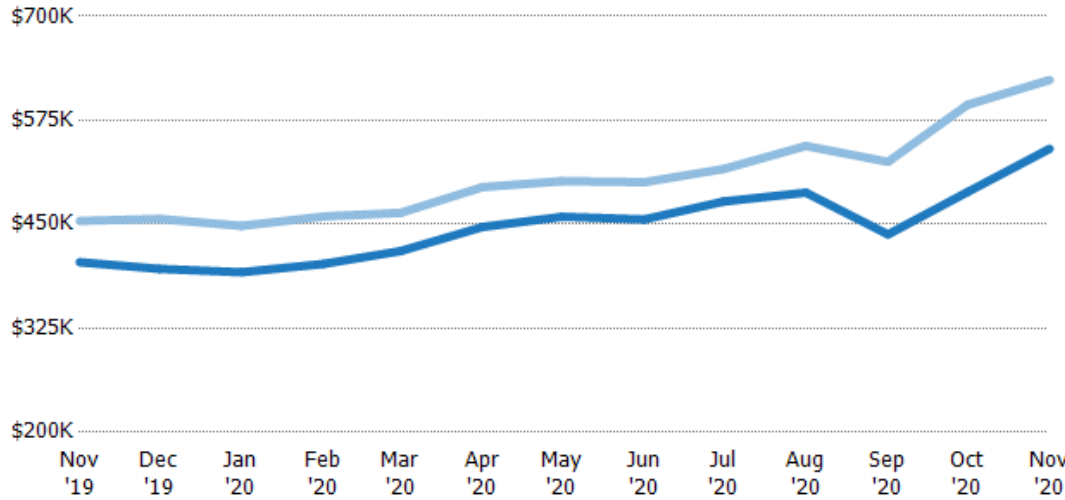
Current Year	\$325K	\$325K	\$300K	\$319K	\$319K	\$339K	\$337K	\$330K	\$329K	\$347K	\$347K	\$395K	\$350K
Prior Year	\$279K	\$285K	\$287K	\$289K	\$285K	\$279K	\$279K	\$295K	\$303K	\$299K	\$299K	\$305K	\$325K
Percent Change from Prior Year	16%	14%	4%	11%	12%	21%	21%	12%	9%	16%	16%	29%	8%

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



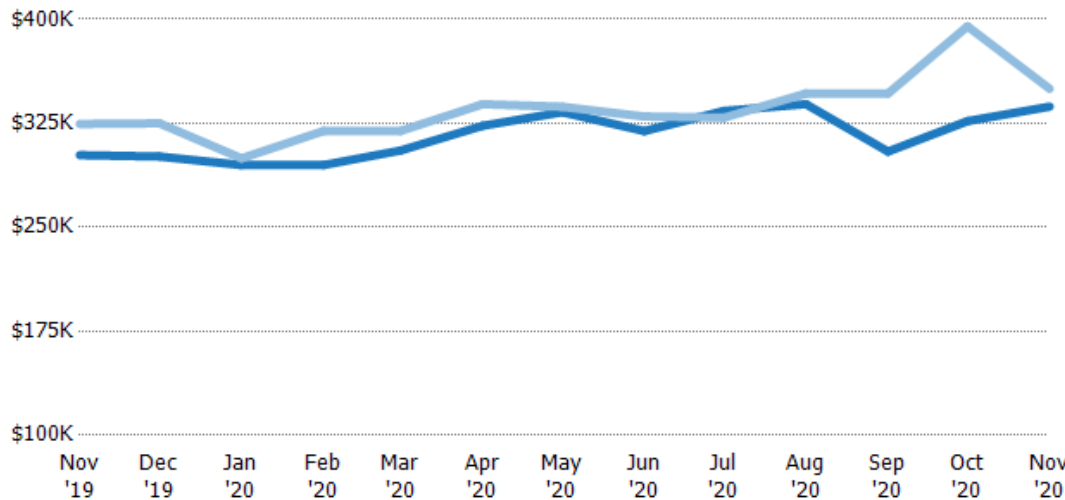
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$404K	\$396K	\$392K	\$402K	\$418K	\$447K	\$459K	\$456K	\$477K	\$488K	\$438K	\$489K	\$541K
Avg Listing Price	\$454K	\$457K	\$448K	\$459K	\$464K	\$495K	\$502K	\$501K	\$516K	\$544K	\$525K	\$594K	\$623K
Avg Listing Price as a % of Avg Est Value	112%	115%	114%	114%	111%	111%	109%	110%	108%	111%	120%	121%	115%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$302K	\$301K	\$295K	\$295K	\$305K	\$323K	\$333K	\$319K	\$334K	\$339K	\$305K	\$327K	\$337K
Median Listing Price	\$325K	\$325K	\$300K	\$319K	\$319K	\$339K	\$337K	\$330K	\$329K	\$347K	\$347K	\$395K	\$350K
Med Listing Price as a % of Med Est Value	107%	108%	102%	108%	105%	105%	101%	103%	99%	102%	114%	121%	104%

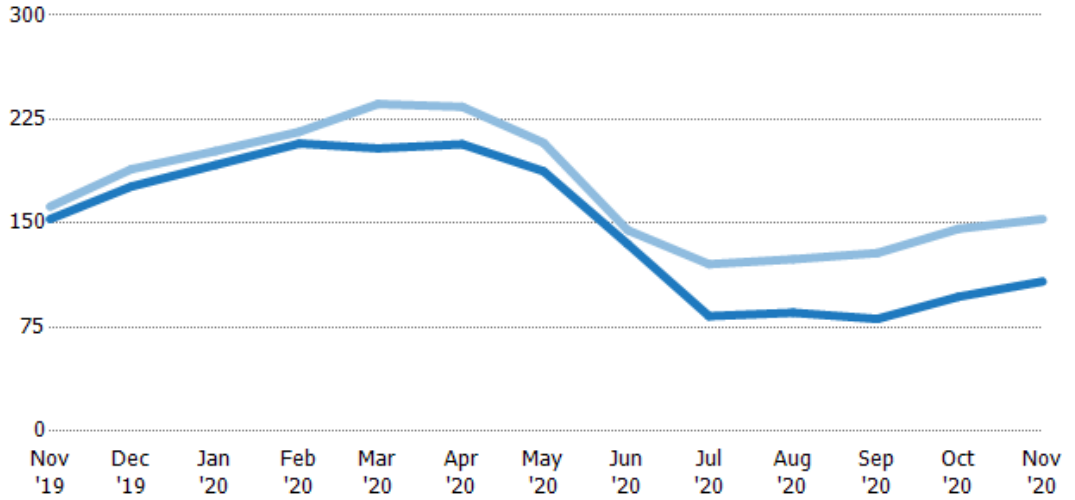
Median Days in RPR

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 '20	108	-29.4%
Nov '19	153	-5.6%
Nov '18	162	-3.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	153	177	192	208	204	207	188	135	83	85.5	81	97	108
Prior Year	162	189	202	216	236	234	208	145	121	124	129	146	153
Percent Change from Prior Year	-6%	-7%	-5%	-4%	-14%	-12%	-10%	-7%	-31%	-31%	-37%	-34%	-29%

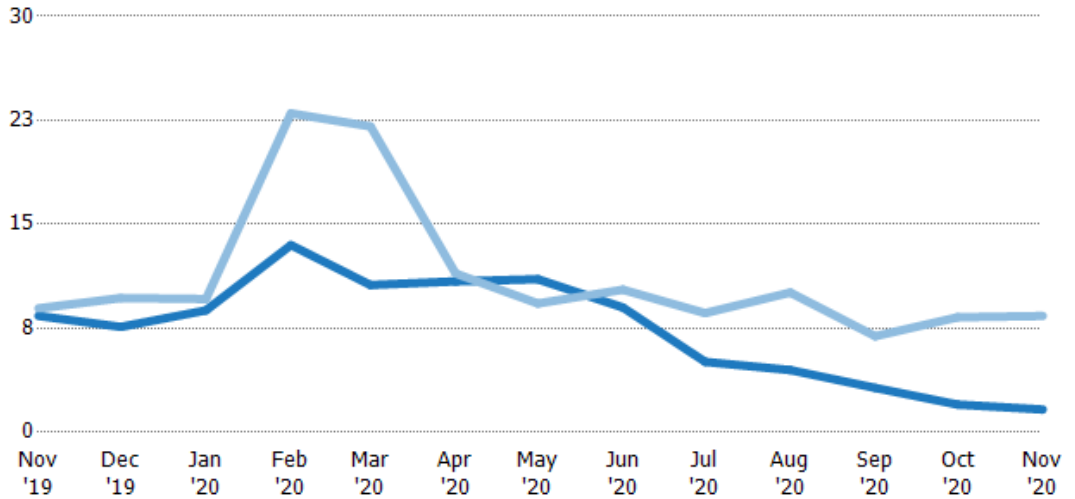
Months of Inventory

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 '20	1.64	-80.4%
Nov '19	8.39	-6.1%
Nov '18	8.94	14.4%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	8.39	7.6	8.79	13.5	10.6	10.9	11	9	5.08	4.49	3.2	2	1.64
Prior Year	8.94	9.68	9.61	23	22.1	11.5	9.29	10.3	8.6	10.1	6.93	8.3	8.39
Percent Change from Prior Year	-6%	-22%	-9%	-41%	-52%	-5%	19%	-12%	-41%	-55%	-54%	-76%	-80%

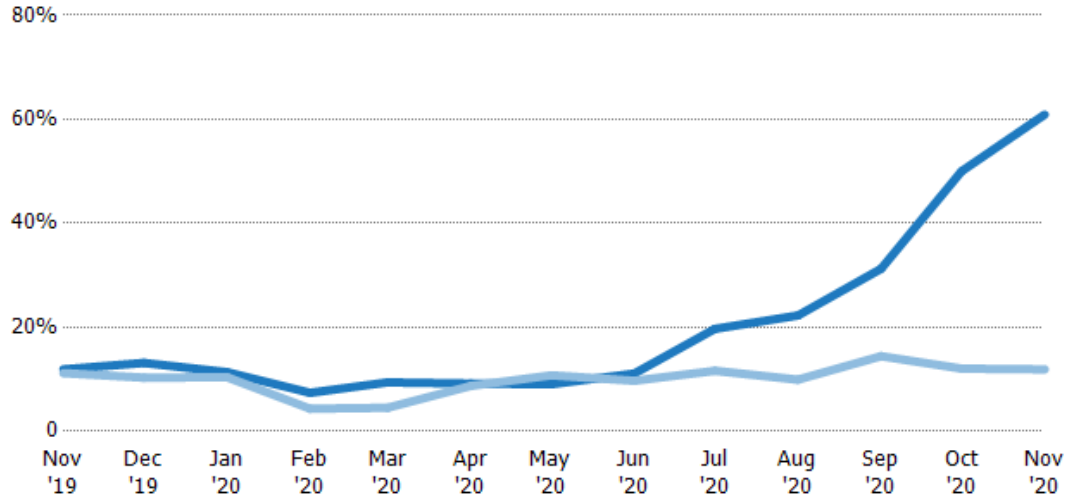
Absorption Rate

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 '20	61%	-49%
Nov '19	12%	-0.7%
Nov '18	11%	-12.6%



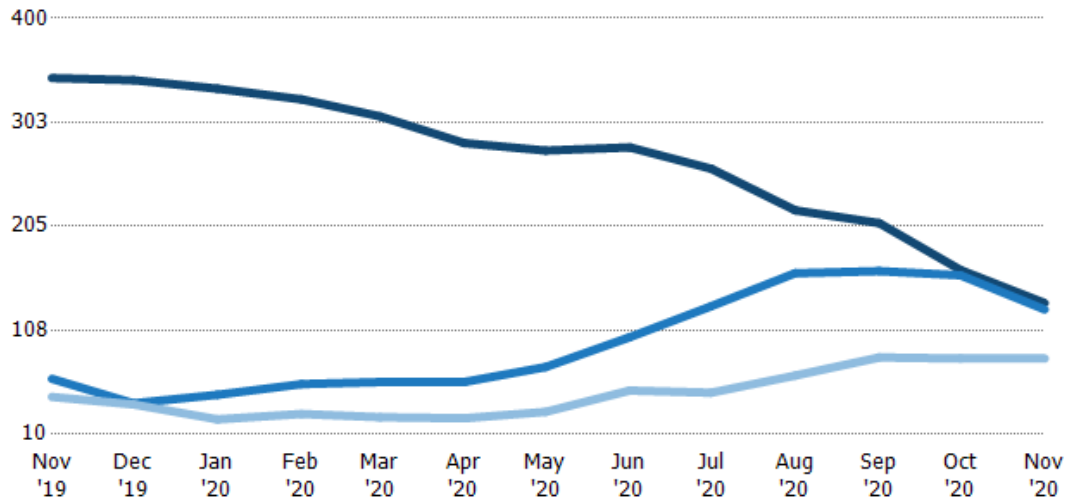
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	12%	13%	11%	7%	9%	9%	9%	11%	20%	22%	31%	50%	61%
Prior Year	11%	10%	10%	4%	5%	9%	11%	10%	12%	10%	14%	12%	12%
Change from Prior Year	-1%	-3%	-1%	-3%	-5%	0%	2%	-1%	-8%	-12%	-17%	-38%	-49%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	344	342	334	324	308	283	276	279	259	220	208	164	133
Pending	62	39	47	57	59	59	73	101	130	161	163	159	127
Sold	45	38	24	29	26	25	31	51	49	65	82	81	81

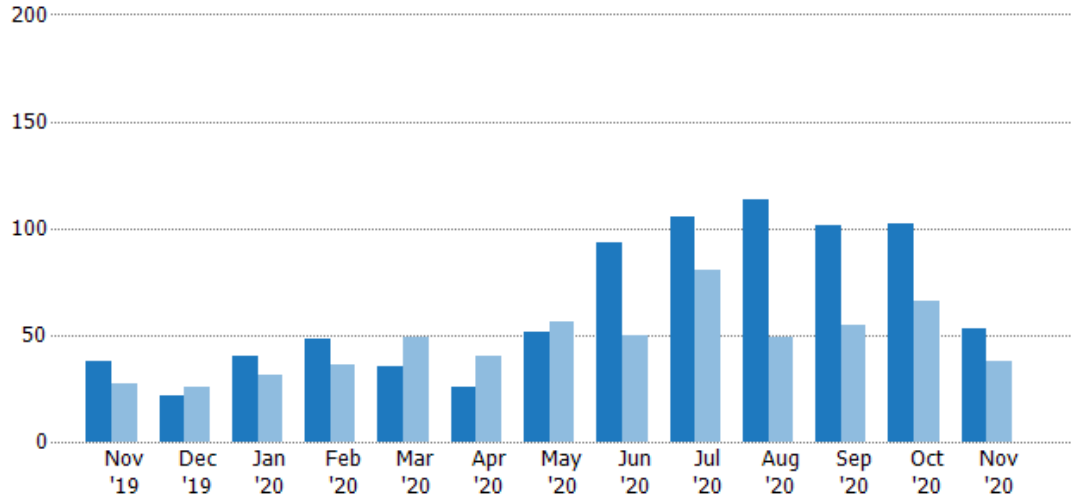
New Pending Sales

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 '20	53	39.5%
Nov '19	38	40.7%
Nov '18	27	-3.7%



Current Year	38	22	40	48	35	26	51	93	105	113	101	102	53
Prior Year	27	26	31	36	49	40	56	50	80	49	55	66	38
Percent Change from Prior Year	41%	-15%	29%	33%	-29%	-35%	-9%	86%	31%	131%	84%	55%	39%

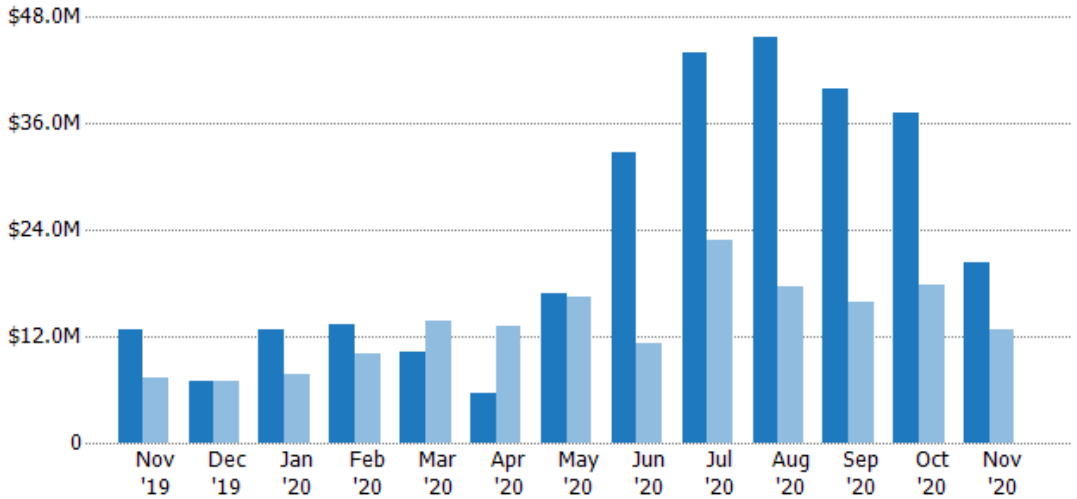
New Pending Sales Volume

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 '20	\$20.3M	59.9%
Nov '19	\$12.7M	72%
Nov '18	\$7.39M	10.9%



Current Year	\$12.7M	\$6.93M	\$12.7M	\$13.4M	\$10.3M	\$5.67M	\$16.8M	\$32.7M	\$43.9M	\$45.6M	\$39.9M	\$37.2M	\$20.3M
Prior Year	\$7.39M	\$7.01M	\$7.8M	\$10M	\$13.7M	\$13.1M	\$16.5M	\$11.3M	\$22.9M	\$17.5M	\$15.9M	\$17.8M	\$12.7M
Percent Change from Prior Year	72%	-1%	63%	34%	-25%	-57%	2%	191%	92%	160%	151%	108%	60%

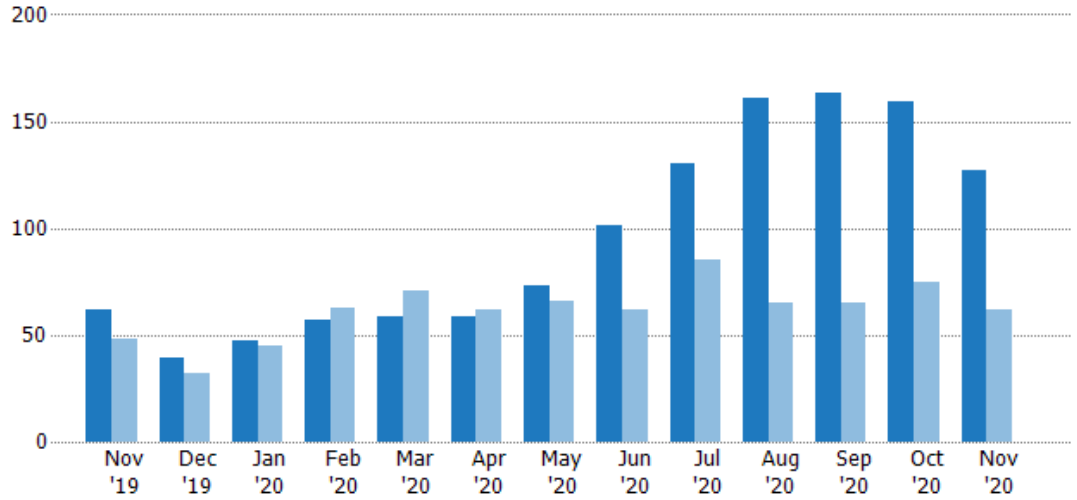
Pending Sales

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.
Nov '20	127	104.8%
Nov '19	62	29.2%
Nov '18	48	-12.5%



Current Year	62	39	47	57	59	59	73	101	130	161	163	159	127
Prior Year	48	32	45	63	71	62	66	62	85	65	65	75	62
Percent Change from Prior Year	29%	22%	4%	-10%	-17%	-5%	11%	63%	53%	148%	151%	112%	105%

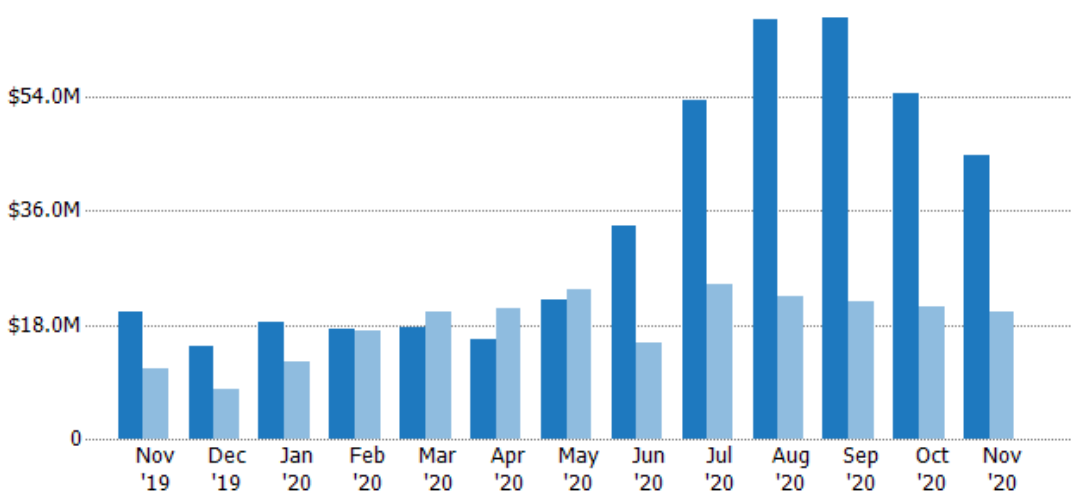
Pending Sales Volume

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 '20	\$44.7M	122.9%
Nov '19	\$20.1M	80.7%
Nov '18	\$11.1M	22%



Current Year	\$20.1M	\$14.7M	\$18.4M	\$17.3M	\$17.6M	\$15.7M	\$22M	\$33.6M	\$53.5M	\$66.1M	\$66.3M	\$54.5M	\$44.7M
Prior Year	\$11.1M	\$7.74M	\$12.3M	\$17M	\$20.2M	\$20.5M	\$23.6M	\$15.2M	\$24.3M	\$22.5M	\$21.7M	\$20.8M	\$20.1M
Percent Change from Prior Year	81%	89%	50%	2%	-13%	-23%	-7%	121%	120%	194%	206%	162%	123%

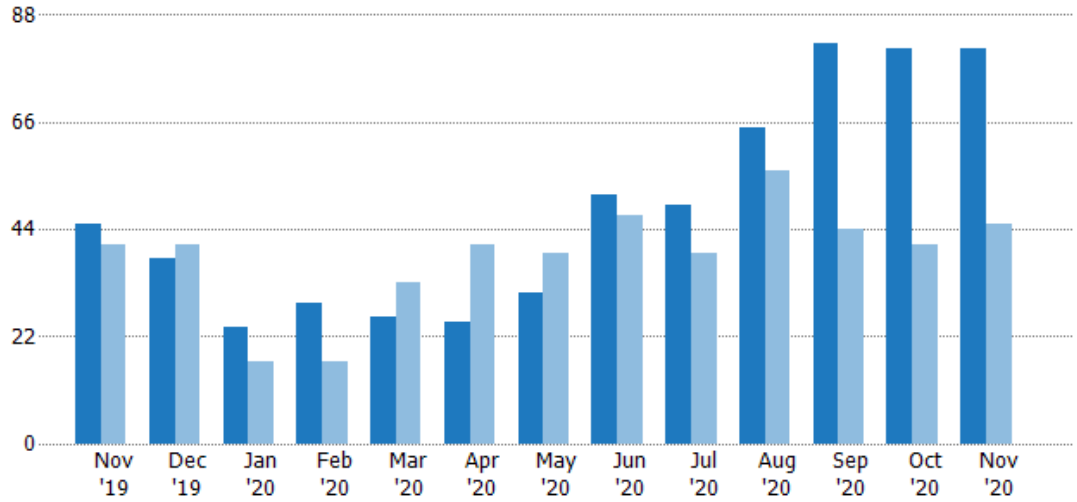
Closed Sales

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 '20	81	80%
Nov '19	45	9.8%
Nov '18	41	-24.4%



Current Year	45	38	24	29	26	25	31	51	49	65	82	81	81
Prior Year	41	41	17	17	33	41	39	47	39	56	44	41	45
Percent Change from Prior Year	10%	-7%	41%	71%	-21%	-39%	-21%	9%	26%	16%	86%	98%	80%

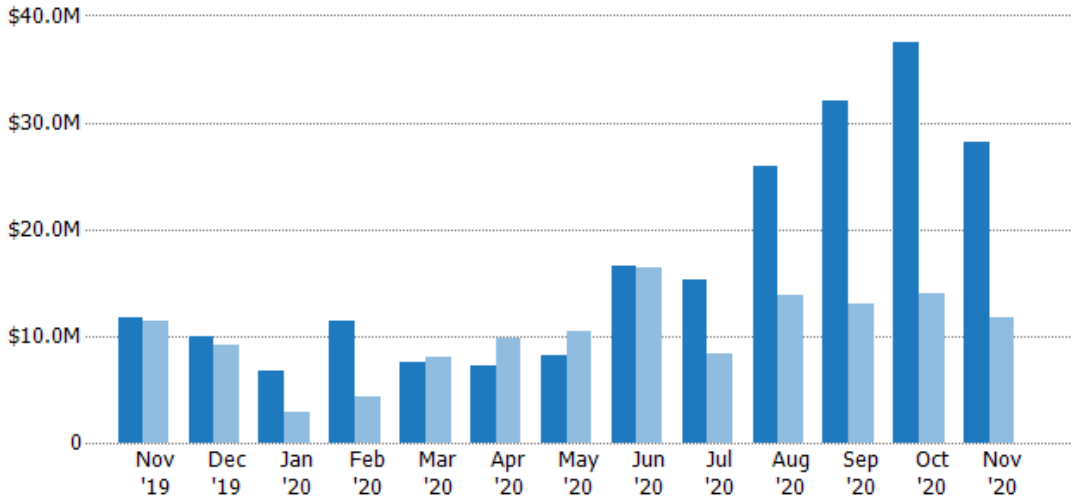
Closed Sales Volume

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 '20	\$28.2M	141.9%
Nov '19	\$11.7M	2.7%
Nov '18	\$11.4M	-37.2%



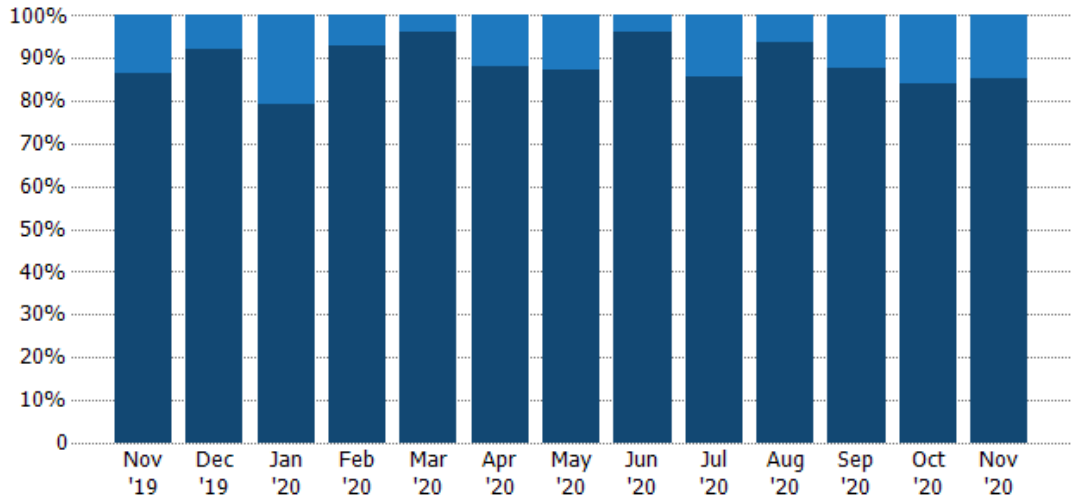
Current Year	\$11.7M	\$9.99M	\$6.8M	\$11.4M	\$7.48M	\$7.28M	\$8.17M	\$16.5M	\$15.3M	\$25.9M	\$32M	\$37.6M	\$28.2M
Prior Year	\$11.4M	\$9.1M	\$2.8M	\$4.38M	\$8.07M	\$9.81M	\$10.4M	\$16.4M	\$8.31M	\$13.8M	\$13M	\$13.9M	\$11.7M
Percent Change from Prior Year	3%	10%	143%	161%	-7%	-26%	-21%	0%	84%	87%	147%	170%	142%

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



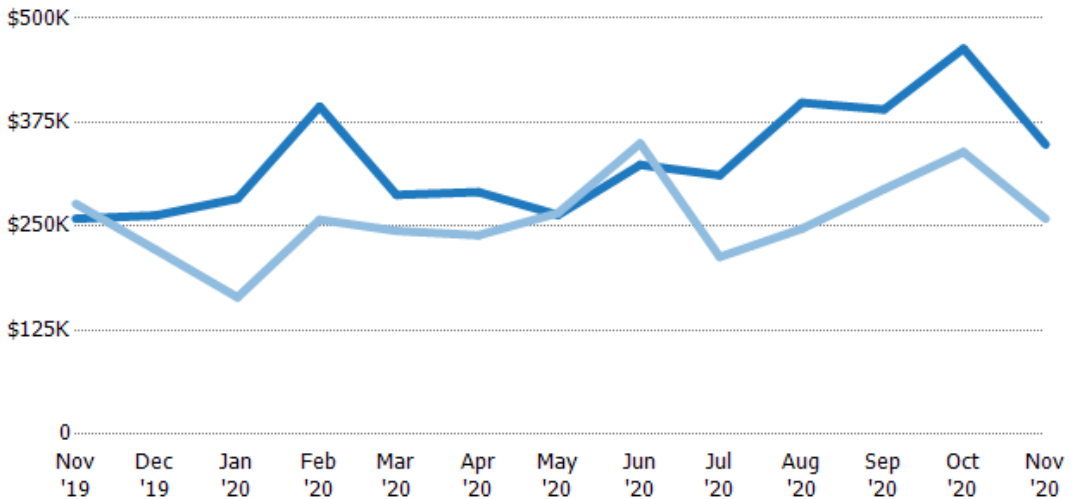
Condo/Townhouse	13%	8%	21%	7%	4%	12%	13%	4%	14%	6%	12%	16%	15%
Single Family Residence	87%	92%	79%	93%	96%	88%	87%	96%	86%	94%	88%	84%	85%

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 '20	\$348K	34.4%
Nov '19	\$259K	-6.5%
Nov '18	\$277K	-16.9%

Current Year	\$259K	\$263K	\$283K	\$394K	\$288K	\$291K	\$264K	\$324K	\$311K	\$399K	\$390K	\$464K	\$348K
Prior Year	\$277K	\$222K	\$165K	\$258K	\$244K	\$239K	\$266K	\$350K	\$213K	\$247K	\$295K	\$339K	\$259K
Percent Change from Prior Year	-6%	18%	72%	53%	18%	22%	-1%	-7%	46%	61%	32%	37%	34%

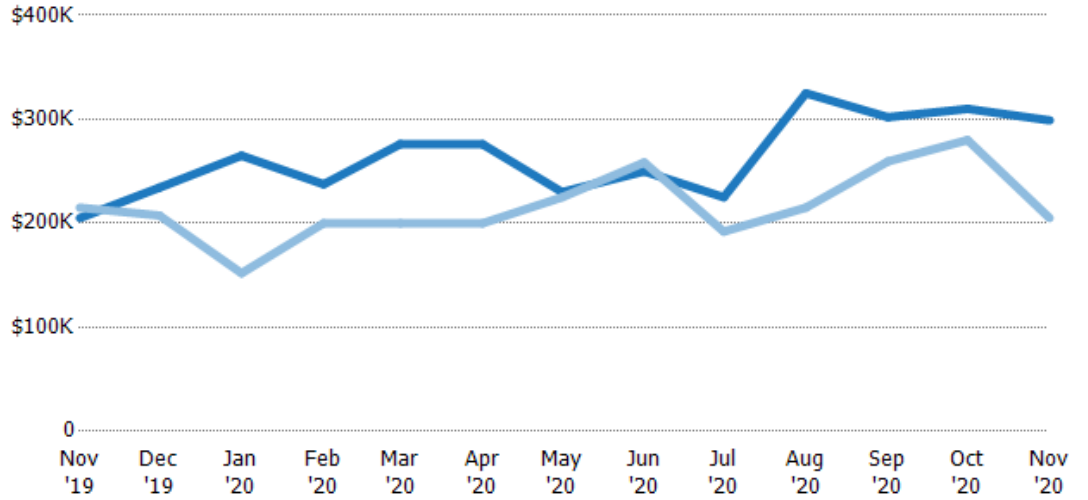
Median Sales Price

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 '20	\$299K	45.9%
Nov '19	\$205K	-4.7%
Nov '18	\$215K	-17.3%



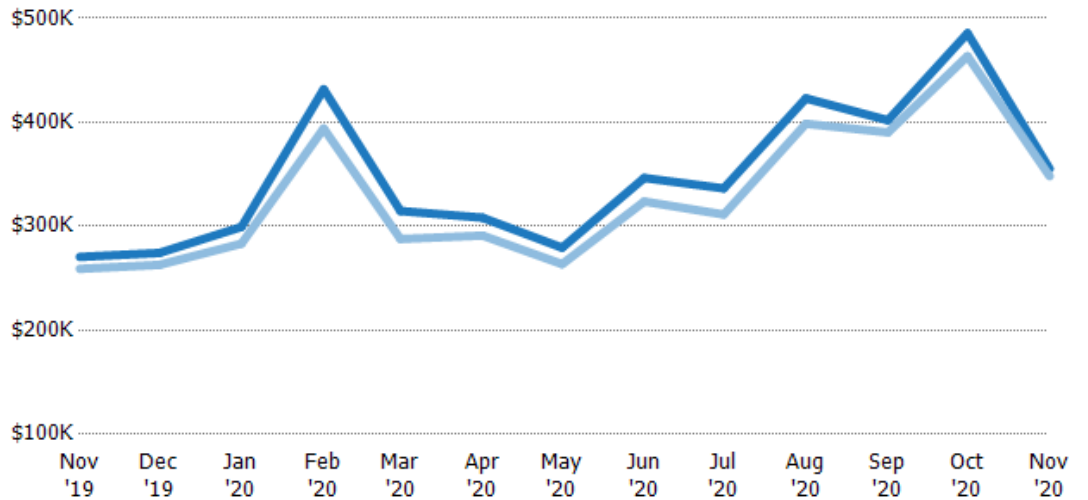
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$205K	\$234K	\$265K	\$238K	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K	\$302K	\$310K	\$299K
Prior Year	\$215K	\$208K	\$152K	\$200K	\$200K	\$200K	\$225K	\$259K	\$192K	\$215K	\$260K	\$280K	\$205K
Percent Change from Prior Year	-5%	13%	74%	19%	38%	38%	2%	-3%	17%	51%	16%	11%	46%

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



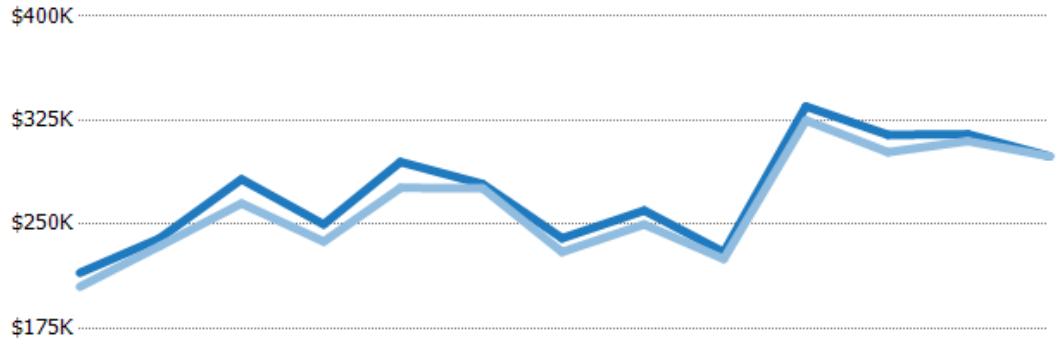
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$271K	\$274K	\$299K	\$432K	\$315K	\$308K	\$279K	\$346K	\$336K	\$423K	\$402K	\$486K	\$355K
Avg Sales Price	\$259K	\$263K	\$283K	\$394K	\$288K	\$291K	\$264K	\$324K	\$311K	\$399K	\$390K	\$464K	\$348K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	91%	91%	94%	94%	93%	93%	94%	97%	95%	98%

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



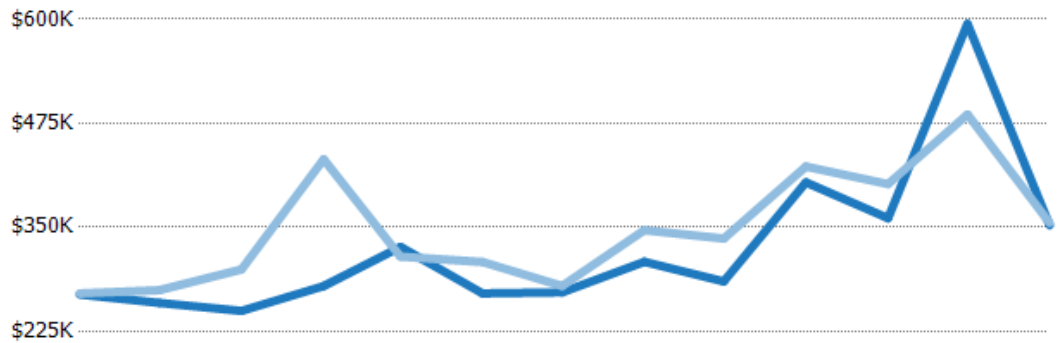
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$215K	\$240K	\$282K	\$250K	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K	\$315K	\$315K	\$299K
Median Sales Price	\$205K	\$234K	\$265K	\$238K	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K	\$302K	\$310K	\$299K
Med Sales Price as a % of Med List Price	95%	98%	94%	95%	94%	99%	96%	96%	98%	97%	96%	98%	100%

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



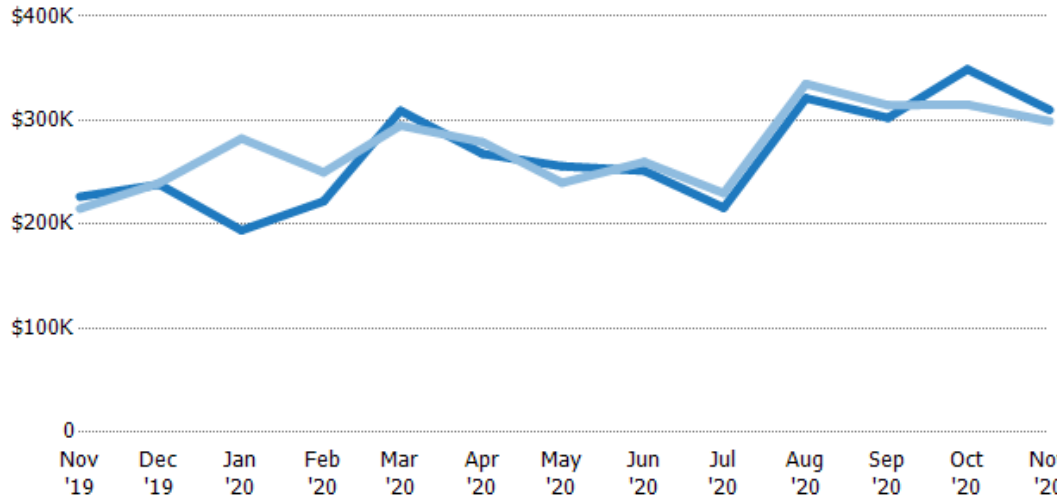
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$269K	\$259K	\$249K	\$279K	\$326K	\$270K	\$272K	\$309K	\$285K	\$404K	\$361K	\$595K	\$352K
Avg Sales Price	\$271K	\$274K	\$299K	\$432K	\$315K	\$308K	\$279K	\$346K	\$336K	\$423K	\$402K	\$486K	\$355K
Avg Sales Price as a % of Avg Est Value	100%	106%	120%	155%	96%	114%	103%	112%	118%	105%	111%	82%	101%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$227K	\$238K	\$194K	\$222K	\$309K	\$268K	\$256K	\$252K	\$216K	\$321K	\$302K	\$349K	\$310K
Median Sales Price	\$215K	\$240K	\$282K	\$250K	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K	\$315K	\$315K	\$299K
Med Sales Price as a % of Med Est Value	95%	101%	145%	113%	95%	104%	94%	103%	107%	104%	104%	90%	96%