

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 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	61	47	+29.8%	597	566	+5.5%
New Listing Volume	\$27,665,099	\$17,062,900	+62.1%	\$255,910,968	\$203,506,064	+25.8%
Active Listing Count	164	365	-55.1%	N/A	N/A	
Active Listing Volume	\$97,353,748	\$167,847,789	-42%	N/A	N/A	
Average Listing Price	\$593,620	\$459,857	+29.1%	\$496,993	\$430,160	+15.5%
Median Listing Price	\$394,950	\$305,000	+29.5%	\$331,896	\$292,178	+13.6%
Median Days in RPR	97	146	-33.6%	125.11	166.89	-25%
Months of Inventory	2	8.3	-75.9%	7.1	10.8	-34.4%
Absorption Rate	50%	12.05%	+37.9%	14.12%	9.26%	+4.9%
Sales Activity Charts Metrics						
New Pending Sales Count	102	66	+54.5%	714	512	+39.5%
New Pending Sales Volume	\$37,169,000	\$17,831,925	+108.4%	\$258,210,187	\$146,552,711	+76.2%
Pending Sales Count	159	75	+112%	N/A	N/A	
Pending Sales Volume	\$54,543,800	\$20,837,125	+161.8%	N/A	N/A	
Closed Sales Count	81	41	+97.6%	463	375	+23.5%
Closed Sales Volume	\$37,553,450	\$13,908,450	+170%	\$168,384,332	\$101,185,340	+66.4%
Average Sales Price	\$463,623	\$339,230	+36.7%	\$363,681	\$269,828	+34.8%
Median Sales Price	\$310,000	\$280,000	+10.7%	\$279,112	\$224,947	+24.1%

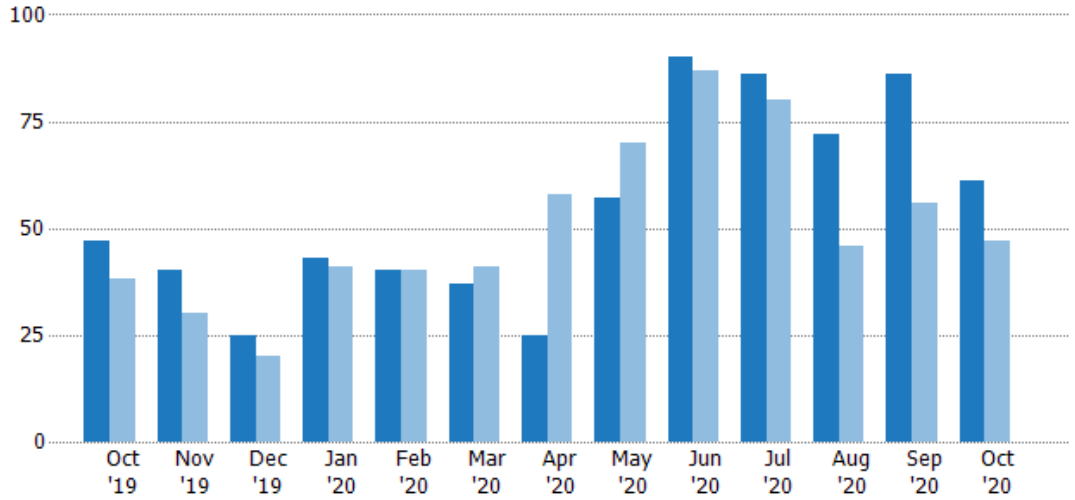
New Listings

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 '20	61	29.8%
Oct '19	47	23.7%
Oct '18	38	28.9%



Current Year	47	40	25	43	40	37	25	57	90	86	72	86	61
Prior Year	38	30	20	41	40	41	58	70	87	80	46	56	47
Percent Change from Prior Year	24%	33%	25%	5%	0%	-10%	-57%	-19%	3%	8%	57%	54%	30%

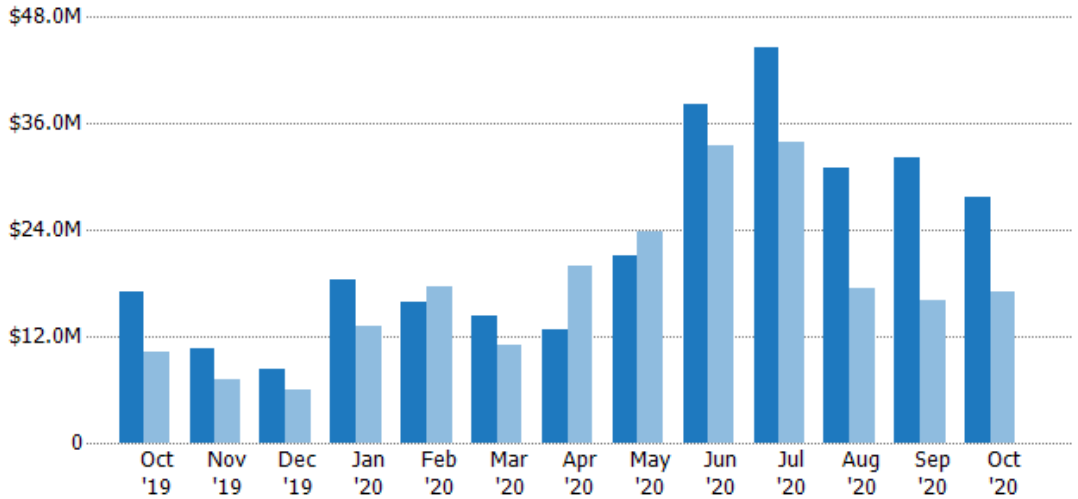
New Listing Volume

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 '20	\$27.7M	62.1%
Oct '19	\$17.1M	66.7%
Oct '18	\$10.2M	59%



Current Year	\$17.1M	\$10.6M	\$8.22M	\$18.4M	\$15.9M	\$14.2M	\$12.8M	\$21.1M	\$38.2M	\$44.5M	\$31M	\$32.2M	\$27.7M
Prior Year	\$10.2M	\$7.14M	\$6.02M	\$13.2M	\$17.6M	\$11M	\$19.9M	\$23.8M	\$33.6M	\$34M	\$17.3M	\$16.1M	\$17.1M
Percent Change from Prior Year	67%	49%	37%	40%	-10%	29%	-36%	-11%	14%	31%	79%	100%	62%

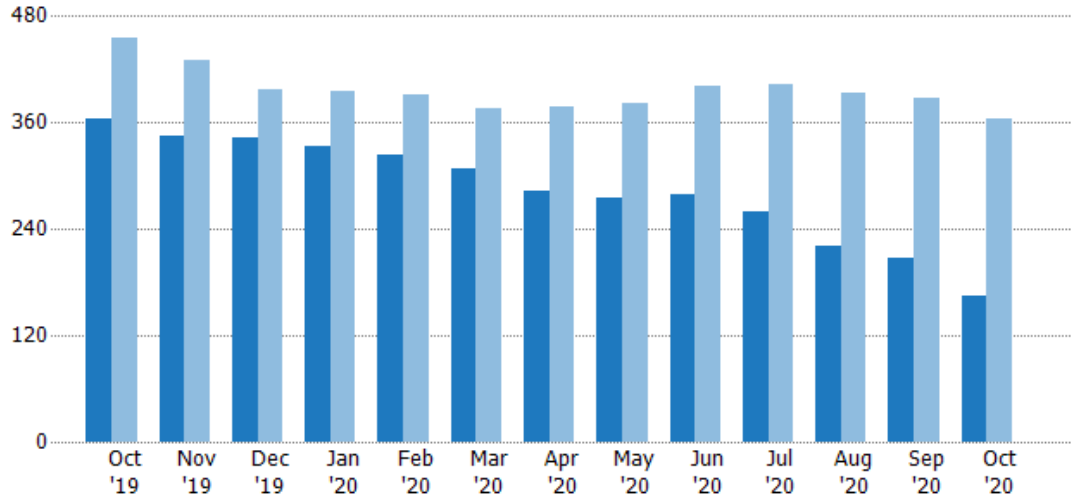
Active Listings

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 '20	164	-55.1%
Oct '19	365	-19.8%
Oct '18	455	-5.3%



Current Year	365	344	342	334	324	308	283	276	279	259	220	208	164
Prior Year	455	430	398	395	392	376	378	382	402	404	393	388	365
Percent Change from Prior Year	-20%	-20%	-14%	-15%	-17%	-18%	-25%	-28%	-31%	-36%	-44%	-46%	-55%

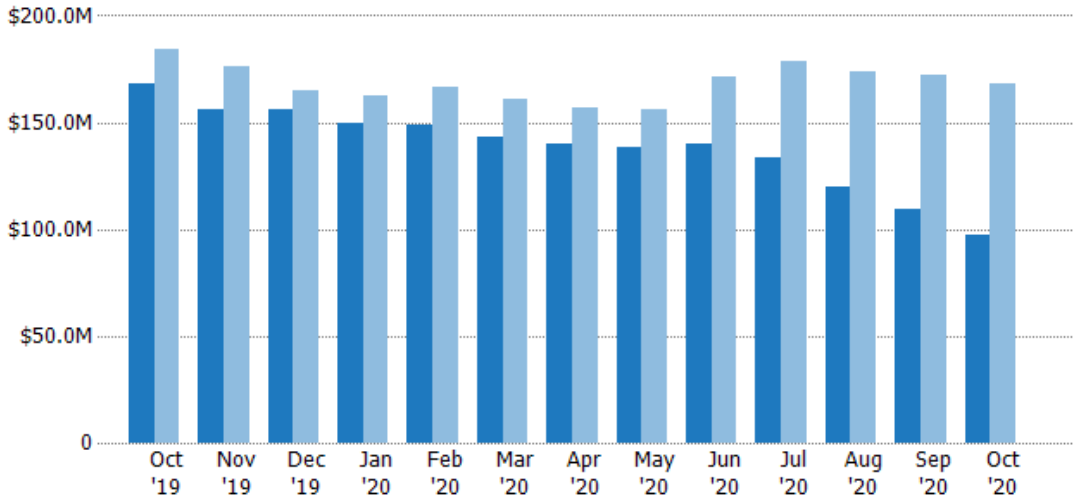
Active Listing Volume

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 '20	\$97.4M	-42%
Oct '19	\$168M	-9%
Oct '18	\$184M	-7.3%



Current Year	\$168M	\$156M	\$156M	\$150M	\$149M	\$143M	\$140M	\$138M	\$140M	\$134M	\$120M	\$109M	\$97.4M
Prior Year	\$184M	\$176M	\$165M	\$162M	\$167M	\$161M	\$157M	\$156M	\$171M	\$179M	\$174M	\$172M	\$168M
Percent Change from Prior Year	-9%	-11%	-5%	-8%	-11%	-11%	-11%	-11%	-18%	-25%	-31%	-37%	-42%

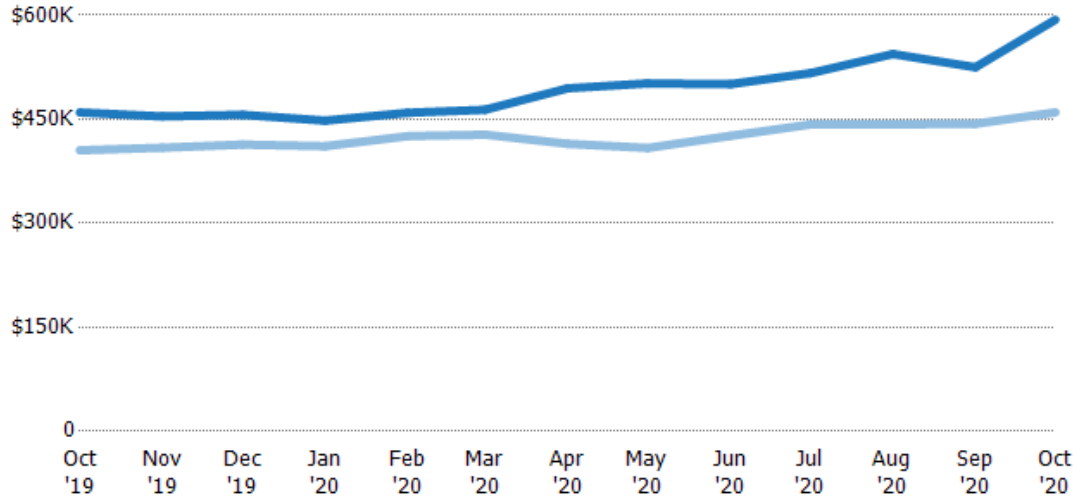
Average Listing Price

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 '20	\$594K	29.1%
Oct '19	\$460K	13.5%
Oct '18	\$405K	-2.1%



Current Year	\$460K	\$454K	\$457K	\$448K	\$459K	\$464K	\$495K	\$502K	\$501K	\$516K	\$544K	\$525K	\$594K
Prior Year	\$405K	\$409K	\$414K	\$411K	\$426K	\$428K	\$415K	\$409K	\$426K	\$442K	\$443K	\$443K	\$460K
Percent Change from Prior Year	13%	11%	10%	9%	8%	8%	19%	23%	18%	17%	23%	18%	29%

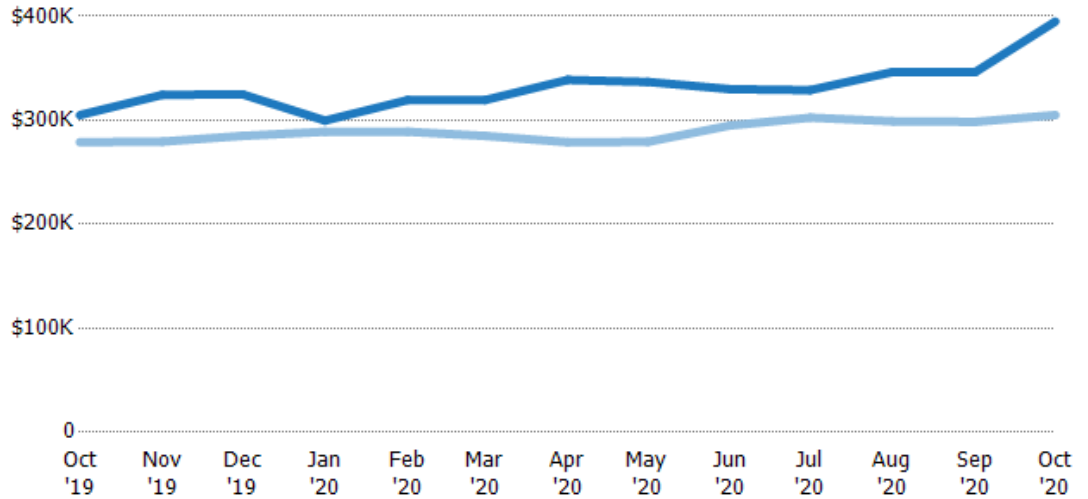
Median Listing Price

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 '20	\$395K	29.5%
Oct '19	\$305K	9.3%
Oct '18	\$279K	2.2%



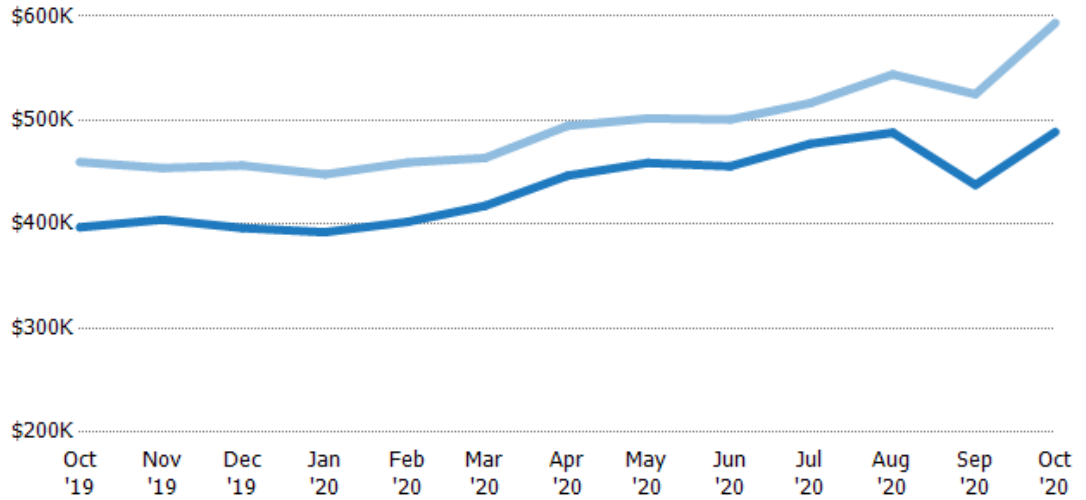
Current Year	\$305K	\$325K	\$325K	\$300K	\$319K	\$319K	\$339K	\$337K	\$330K	\$329K	\$347K	\$347K	\$395K
Prior Year	\$279K	\$279K	\$285K	\$289K	\$289K	\$285K	\$279K	\$279K	\$295K	\$303K	\$299K	\$299K	\$305K
Percent Change from Prior Year	9%	16%	14%	4%	11%	12%	21%	21%	12%	9%	16%	16%	29%

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

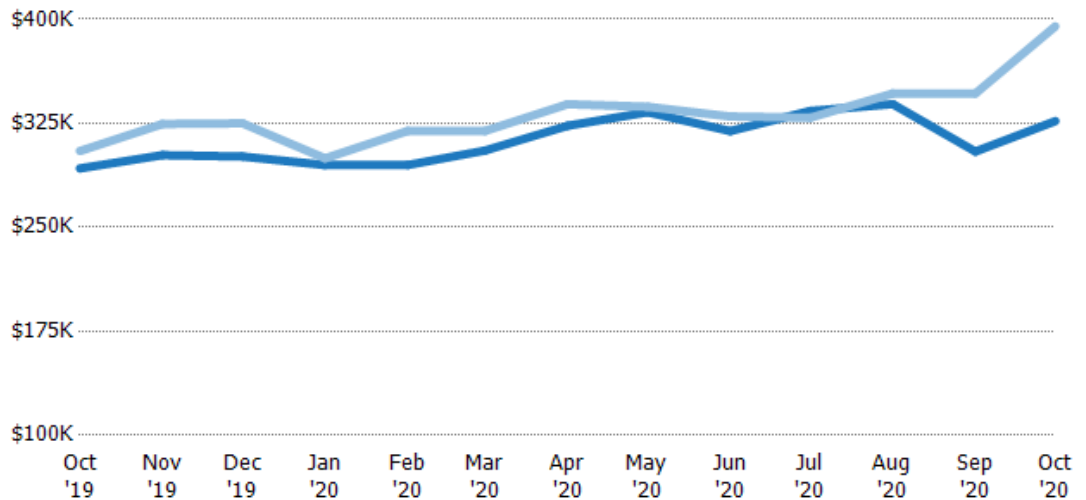


Median Listing Price vs Median Est Value

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



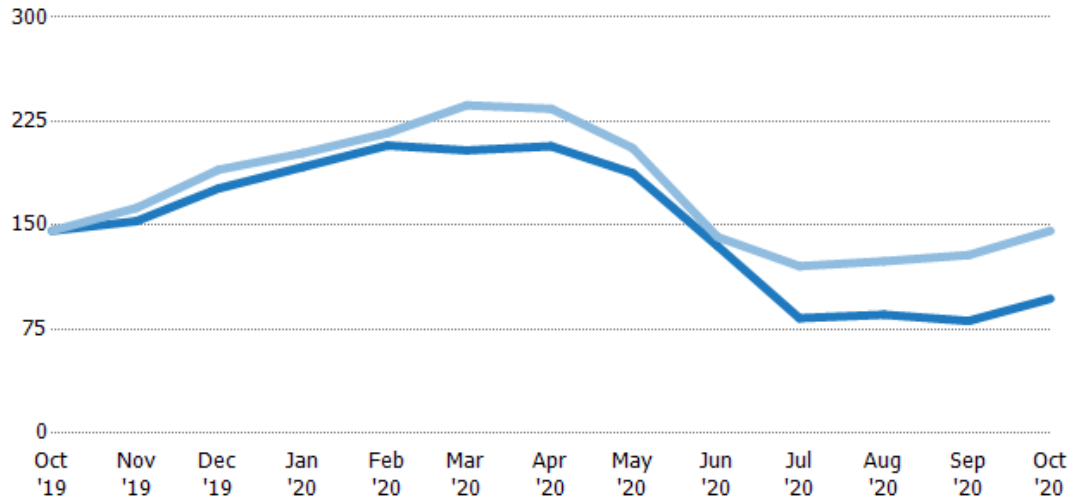
Median Days in RPR

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 '20	97	-33.6%
Oct '19	146	0%
Oct '18	146	-5.5%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	146	153	177	192	208	204	207	188	135	83	85.5	81	97
Prior Year	146	163	190	202	217	237	234	206	142	121	124	129	146
Percent Change from Prior Year	0%	-6%	-7%	-5%	-4%	-14%	-12%	-9%	-5%	-31%	-31%	-37%	-34%

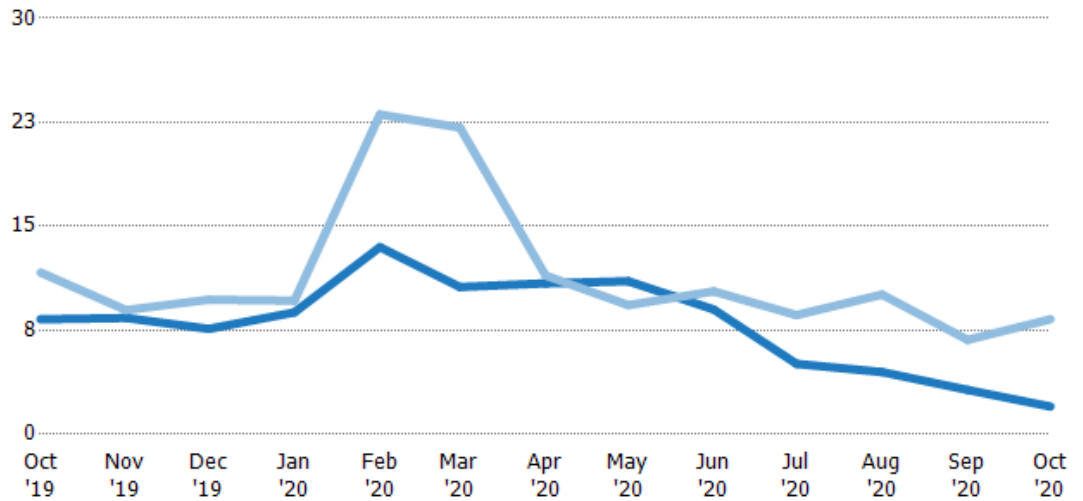
Months of Inventory

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 '20	2	-75.9%
Oct '19	8.3	-28.9%
Oct '18	11.7	60.6%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	8.3	8.39	7.6	8.79	13.5	10.6	10.9	11	9	5.08	4.49	3.2	2
Prior Year	11.7	8.96	9.71	9.63	23.1	22.1	11.5	9.32	10.3	8.6	10.1	6.81	8.3
Percent Change from Prior Year	-29%	-6%	-22%	-9%	-41%	-52%	-5%	18%	-13%	-41%	-55%	-53%	-76%

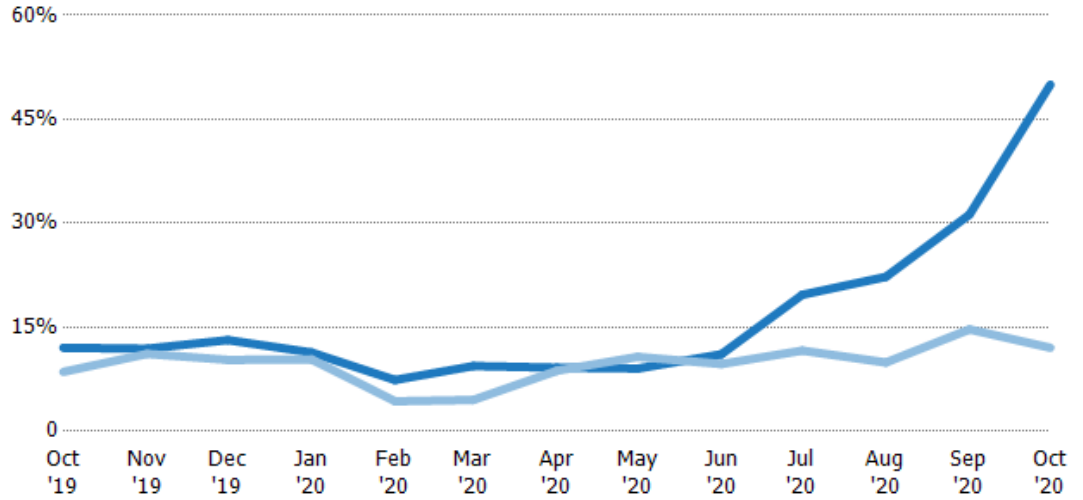
Absorption Rate

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 '20	50%	-38%
Oct '19	12%	-3.5%
Oct '18	9%	-37.8%



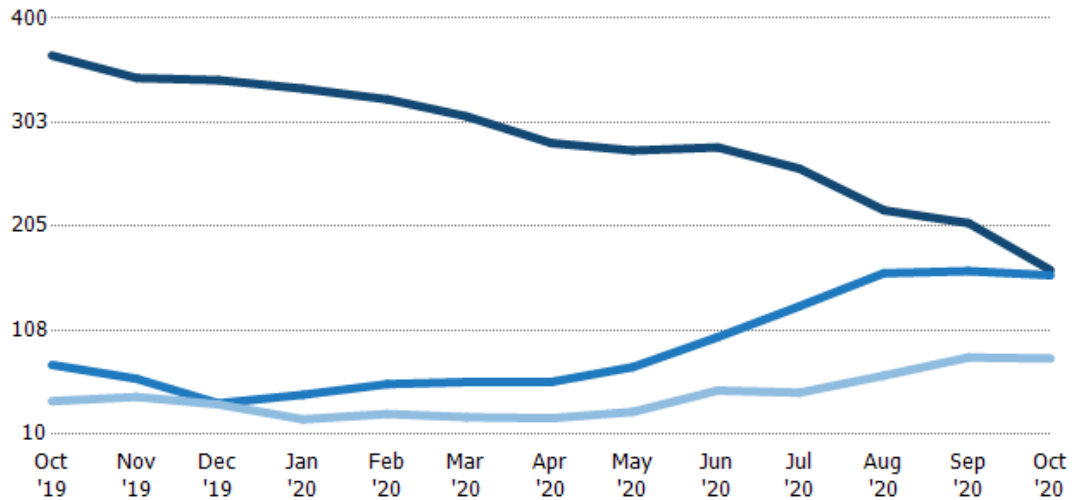
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	12%	12%	13%	11%	7%	9%	9%	9%	11%	20%	22%	31%	50%
Prior Year	9%	11%	10%	10%	4%	5%	9%	11%	10%	12%	10%	15%	12%
Change from Prior Year	-3%	-1%	-3%	-1%	-3%	-5%	0%	2%	-1%	-8%	-12%	-17%	-38%

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 '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	365	344	342	334	324	308	283	276	279	259	220	208	164
Pending	75	62	39	47	57	59	59	73	101	130	161	163	159
Sold	41	45	38	24	29	26	25	31	51	49	65	82	81

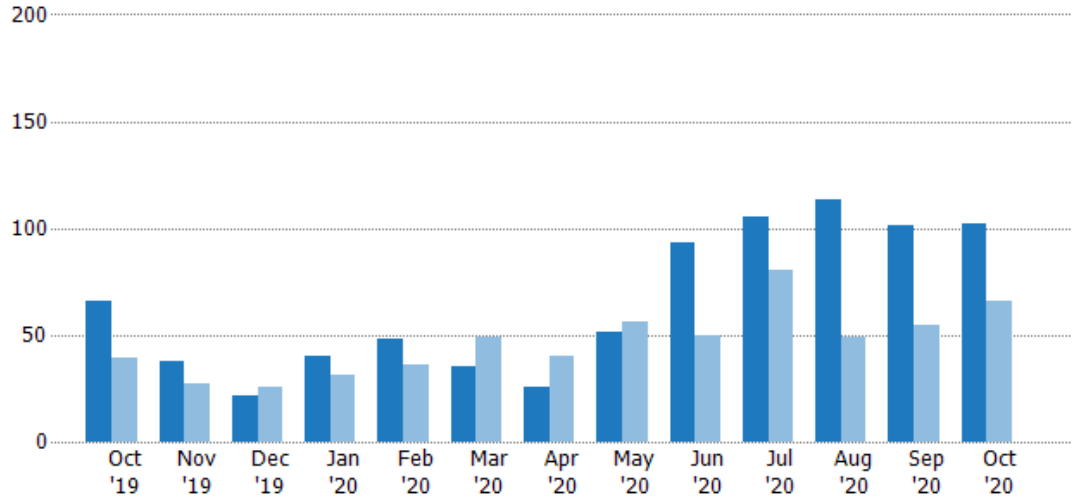
New Pending Sales

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.
Oct '20	102	54.5%
Oct '19	66	69.2%
Oct '18	39	-35.9%



Current Year	66	38	22	40	48	35	26	51	93	105	113	101	102
Prior Year	39	27	26	31	36	49	40	56	50	80	49	55	66
Percent Change from Prior Year	69%	41%	-15%	29%	33%	-29%	-35%	-9%	86%	31%	131%	84%	55%

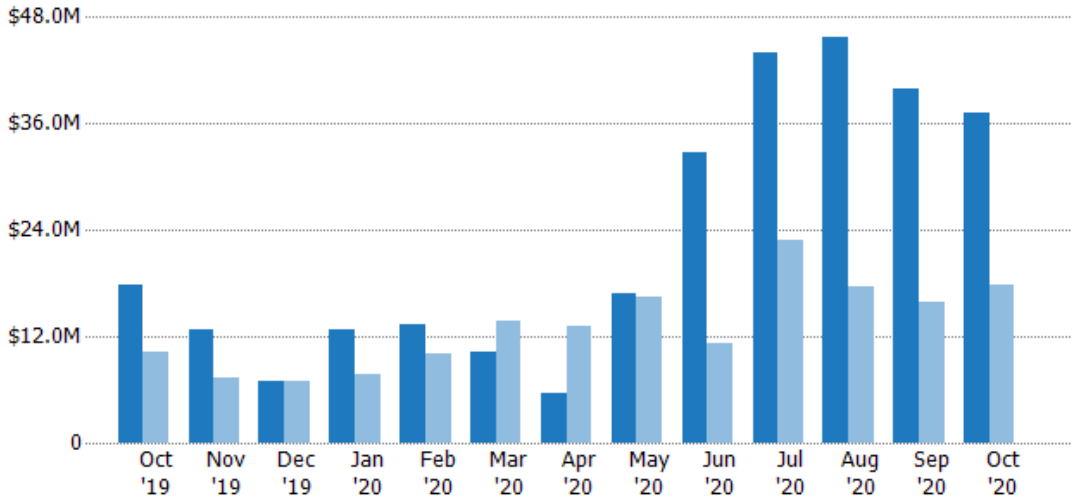
New Pending Sales Volume

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 '20	\$37.2M	108.4%
Oct '19	\$17.8M	74.5%
Oct '18	\$10.2M	-42.9%



Current Year	\$17.8M	\$12.7M	\$6.93M	\$12.7M	\$13.4M	\$10.3M	\$5.67M	\$16.8M	\$32.7M	\$43.9M	\$45.6M	\$39.9M	\$37.2M
Prior Year	\$10.2M	\$7.39M	\$7.01M	\$7.8M	\$10M	\$13.7M	\$13.1M	\$16.5M	\$11.3M	\$22.9M	\$17.5M	\$15.9M	\$17.8M
Percent Change from Prior Year	74%	72%	-1%	63%	34%	-25%	-57%	2%	191%	92%	160%	151%	108%

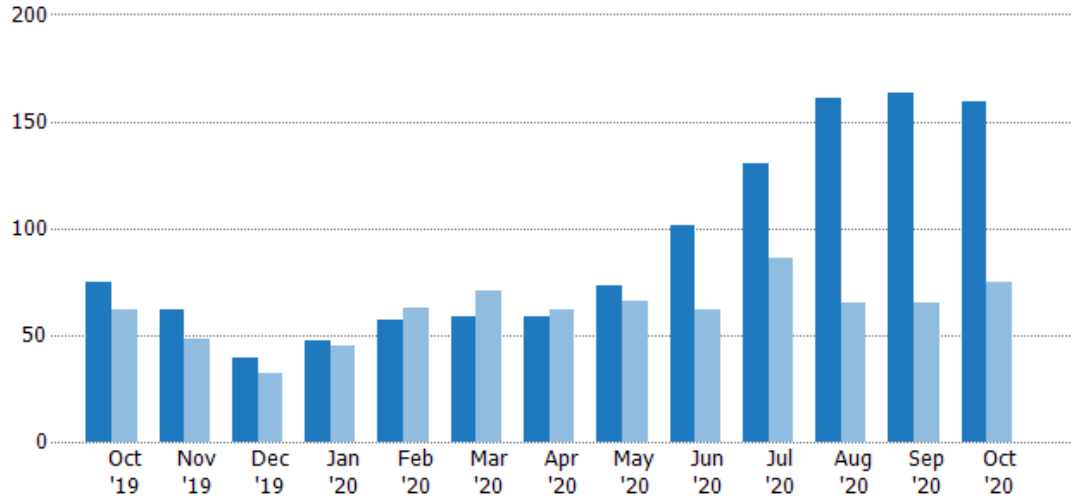
Pending Sales

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 '20	159	112%
Oct '19	75	21%
Oct '18	62	-22.6%



Current Year	75	62	39	47	57	59	59	73	101	130	161	163	159
Prior Year	62	48	32	45	63	71	62	66	62	86	65	65	75
Percent Change from Prior Year	21%	29%	22%	4%	-10%	-17%	-5%	11%	63%	51%	148%	151%	112%

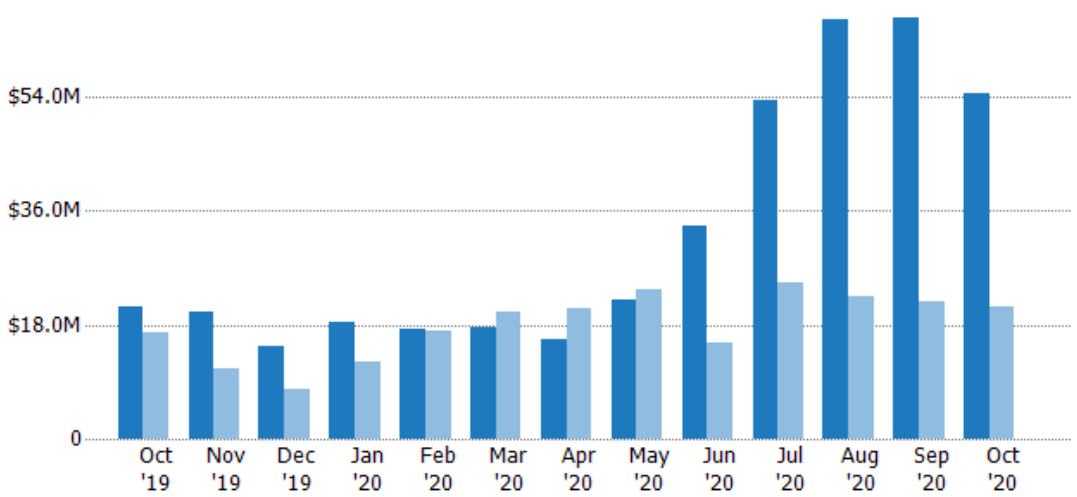
Pending Sales Volume

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 '20	\$54.5M	161.8%
Oct '19	\$20.8M	23.3%
Oct '18	\$16.9M	-22.9%



Current Year	\$20.8M	\$20.1M	\$14.7M	\$18.4M	\$17.3M	\$17.6M	\$15.7M	\$22M	\$33.6M	\$53.5M	\$66.1M	\$66.3M	\$54.5M
Prior Year	\$16.9M	\$11.1M	\$7.74M	\$12.3M	\$17M	\$20.2M	\$20.5M	\$23.6M	\$15.2M	\$24.7M	\$22.5M	\$21.7M	\$20.8M
Percent Change from Prior Year	23%	81%	89%	50%	2%	-13%	-23%	-7%	121%	117%	194%	206%	162%

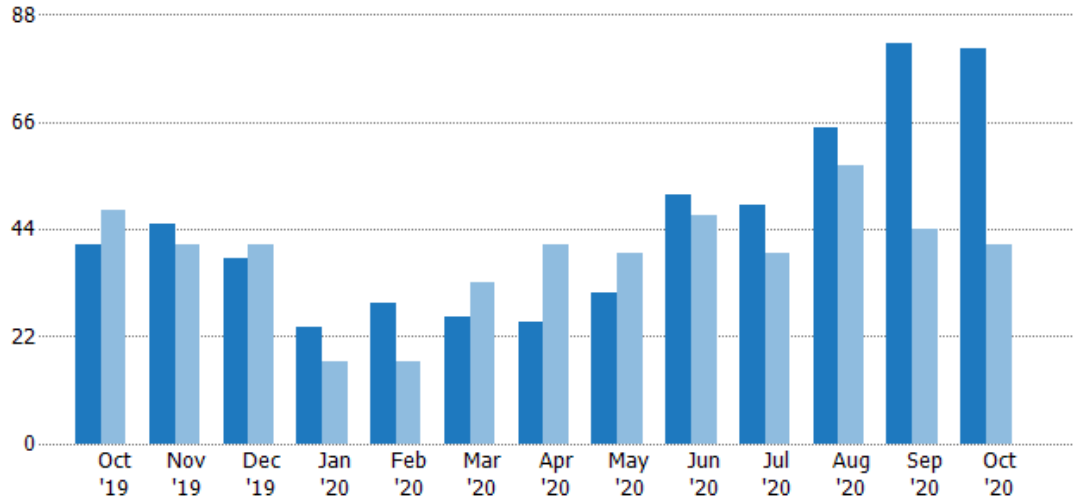
Closed Sales

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 '20	81	97.6%
Oct '19	41	-14.6%
Oct '18	48	-16.7%



Current Year	41	45	38	24	29	26	25	31	51	49	65	82	81
Prior Year	48	41	41	17	17	33	41	39	47	39	57	44	41
Percent Change from Prior Year	-15%	10%	-7%	41%	71%	-21%	-39%	-21%	9%	26%	14%	86%	98%

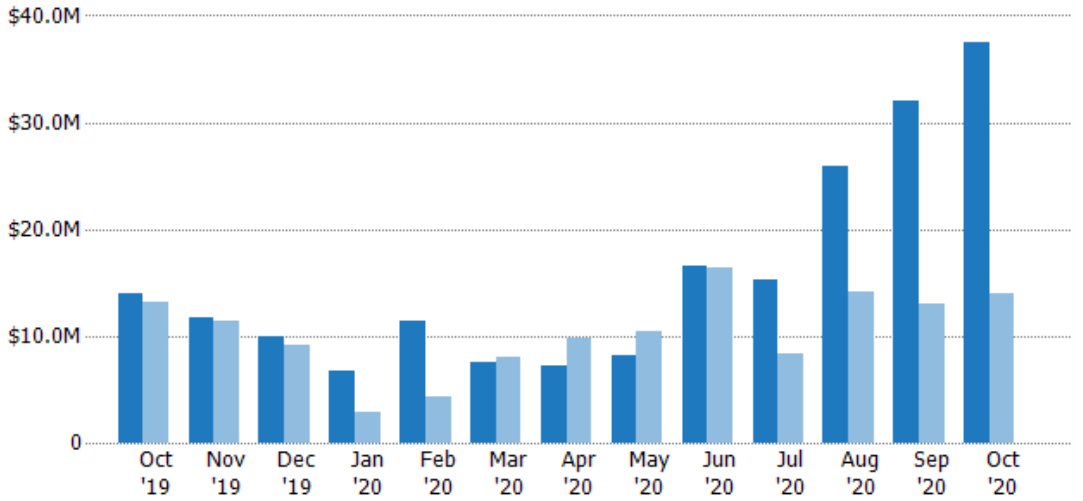
Closed Sales Volume

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 '20	\$37.6M	170%
Oct '19	\$13.9M	5.4%
Oct '18	\$13.2M	-22%



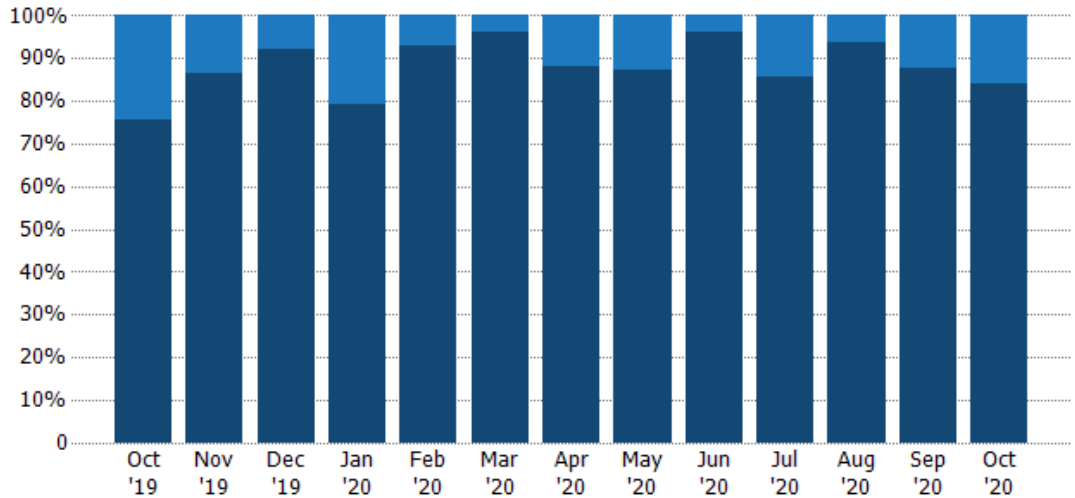
Current Year	\$13.9M	\$11.7M	\$9.99M	\$6.8M	\$11.4M	\$7.48M	\$7.28M	\$8.17M	\$16.5M	\$15.3M	\$25.9M	\$32M	\$37.6M
Prior Year	\$13.2M	\$11.4M	\$9.1M	\$2.8M	\$4.38M	\$8.07M	\$9.81M	\$10.4M	\$16.4M	\$8.31M	\$14.1M	\$13M	\$13.9M
Percent Change from Prior Year	5%	3%	10%	143%	161%	-7%	-26%	-21%	0%	84%	83%	147%	170%

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



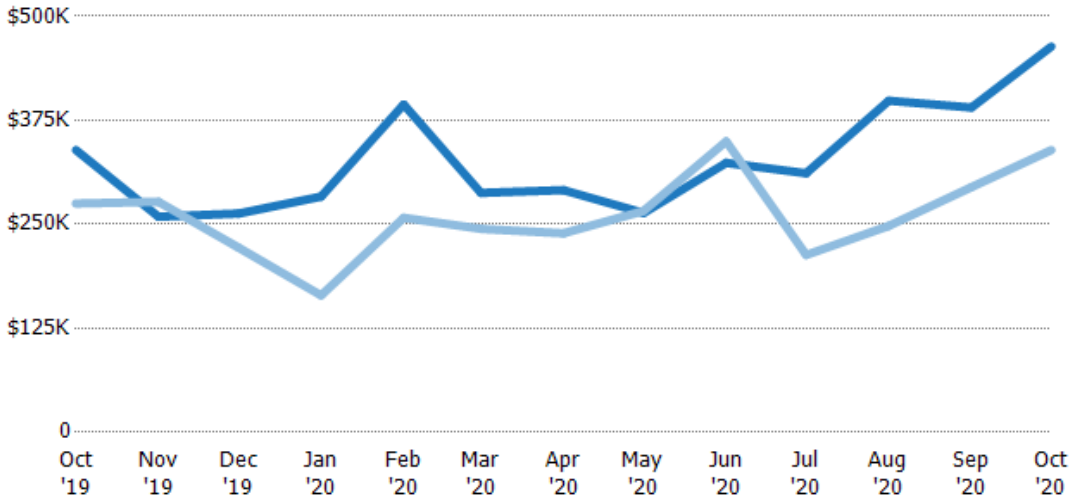
Condo/Townhouse	24%	13%	8%	21%	7%	4%	12%	13%	4%	14%	6%	12%	16%
Single Family Residence	76%	87%	92%	79%	93%	96%	88%	87%	96%	86%	94%	88%	84%

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	\$339K	\$259K	\$263K	\$283K	\$394K	\$288K	\$291K	\$264K	\$324K	\$311K	\$399K	\$390K	\$464K
Prior Year	\$275K	\$277K	\$222K	\$165K	\$258K	\$244K	\$239K	\$266K	\$350K	\$213K	\$248K	\$295K	\$339K
Percent Change from Prior Year	23%	-6%	18%	72%	53%	18%	22%	-1%	-7%	46%	61%	32%	37%

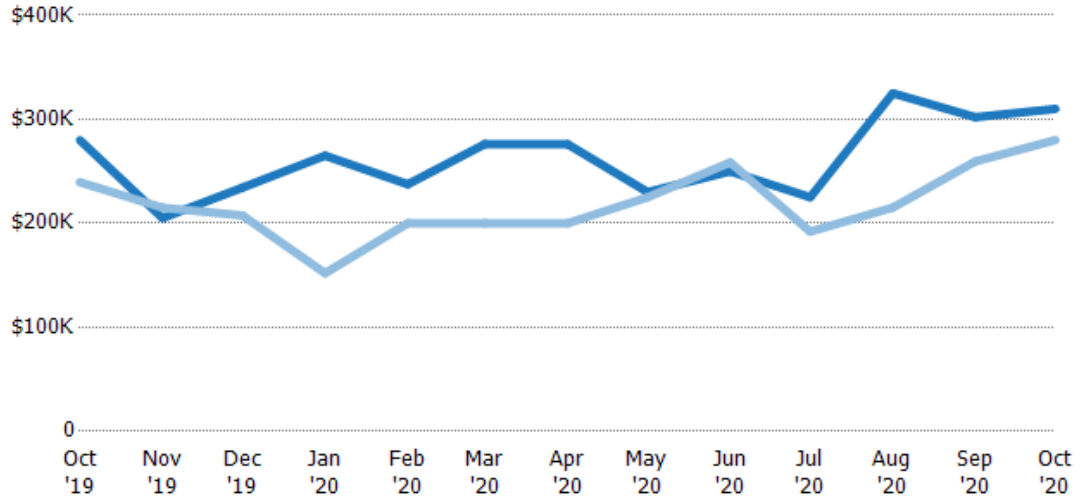
Median Sales Price

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 '20	\$310K	10.7%
Oct '19	\$280K	16.9%
Oct '18	\$240K	-12.1%



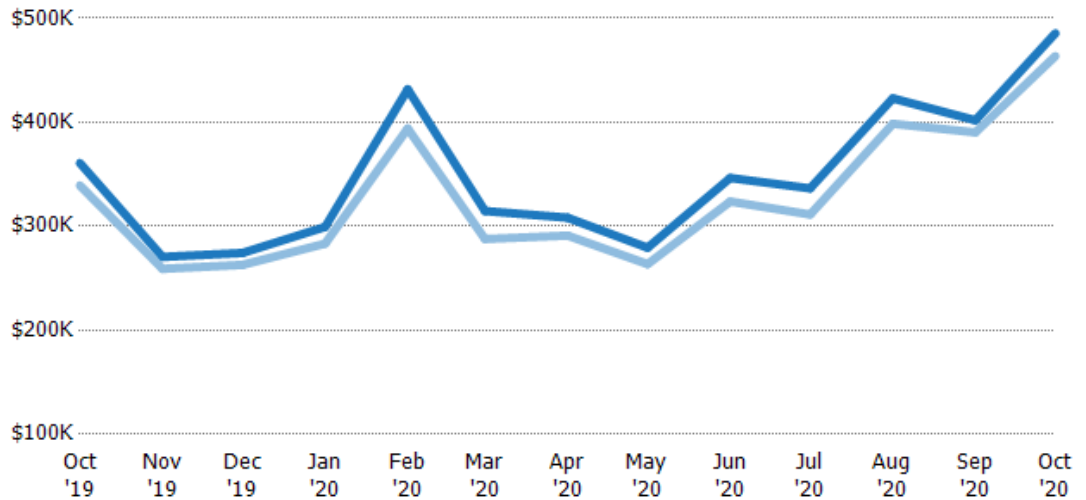
Current Year	\$280K	\$205K	\$234K	\$265K	\$238K	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K	\$302K	\$310K
Prior Year	\$240K	\$215K	\$208K	\$152K	\$200K	\$200K	\$200K	\$225K	\$259K	\$192K	\$215K	\$260K	\$280K
Percent Change from Prior Year	17%	-5%	13%	74%	19%	38%	38%	2%	-3%	17%	51%	16%	11%

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



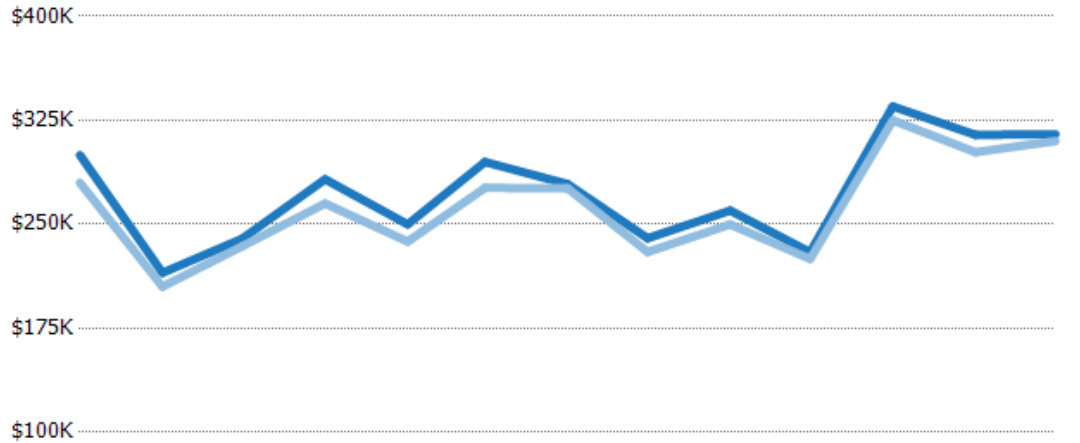
Avg List Price	\$361K	\$271K	\$274K	\$299K	\$432K	\$315K	\$308K	\$279K	\$346K	\$336K	\$423K	\$402K	\$486K
Avg Sales Price	\$339K	\$259K	\$263K	\$283K	\$394K	\$288K	\$291K	\$264K	\$324K	\$311K	\$399K	\$390K	\$464K
Avg Sales Price as a % of Avg List Price	94%	96%	96%	95%	91%	91%	94%	94%	93%	93%	94%	97%	95%

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



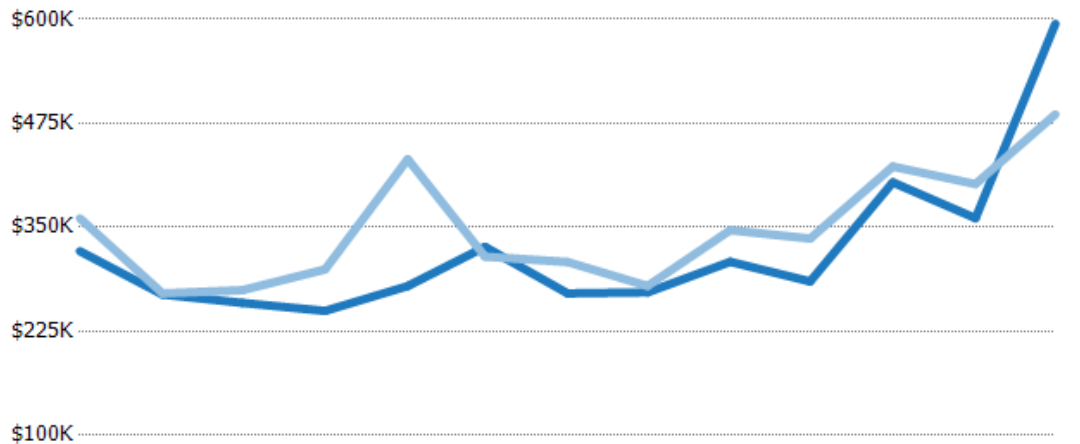
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$300K	\$215K	\$240K	\$282K	\$250K	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K	\$315K	\$315K
Median Sales Price	\$280K	\$205K	\$234K	\$265K	\$238K	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K	\$302K	\$310K
Med Sales Price as a % of Med List Price	93%	95%	98%	94%	95%	94%	99%	96%	96%	98%	97%	96%	98%

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



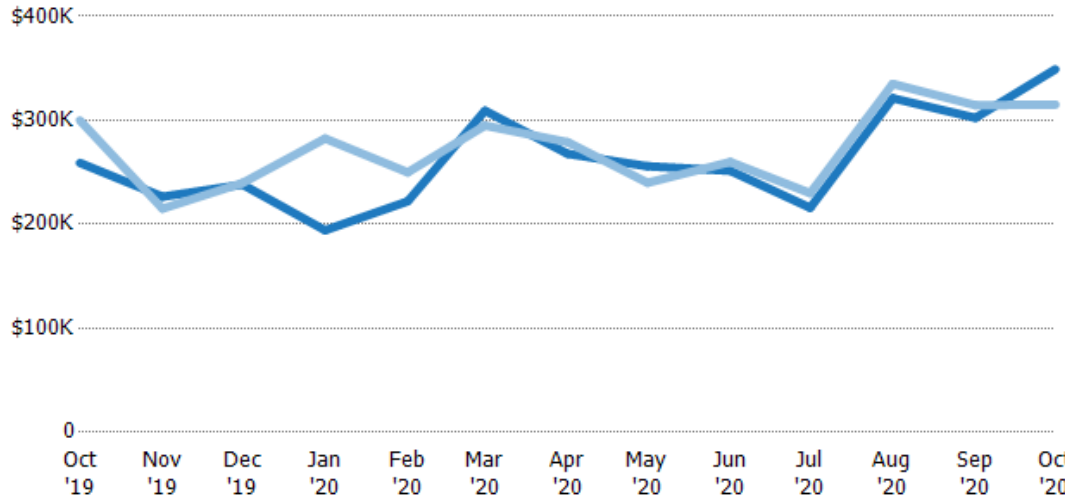
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$321K	\$269K	\$259K	\$249K	\$279K	\$326K	\$270K	\$272K	\$309K	\$285K	\$404K	\$361K	\$595K
Avg Sales Price	\$361K	\$271K	\$274K	\$299K	\$432K	\$315K	\$308K	\$279K	\$346K	\$336K	\$423K	\$402K	\$486K
Avg Sales Price as a % of Avg Est Value	112%	100%	106%	120%	155%	96%	114%	103%	112%	118%	105%	111%	82%

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 '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$259K	\$227K	\$238K	\$194K	\$222K	\$309K	\$268K	\$256K	\$252K	\$216K	\$321K	\$302K	\$349K
Median Sales Price	\$300K	\$215K	\$240K	\$282K	\$250K	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K	\$315K	\$315K
Med Sales Price as a % of Med Est Value	116%	95%	101%	145%	113%	95%	104%	94%	103%	107%	104%	104%	90%