

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	48	39	+23.1%	148	122	+21.3%
New Listing Volume	\$17,009,400	\$14,543,900	+17%	\$55,374,849	\$48,420,660	+14.4%
Active Listing Count	89	331	-73.1%	N/A	N/A	
Active Listing Volume	\$55,896,200	\$147,748,510	-62.2%	N/A	N/A	
Average Listing Price	\$628,047	\$446,370	+40.7%	\$582,767	\$442,143	+31.8%
Median Listing Price	\$375,000	\$310,000	+21%	\$321,064	\$309,729	+3.7%
Median Days in RPR	82	205	-60%	102.2	204.79	-50.1%
Months of Inventory	2.5	11	-77.6%	4.1	15	-72.4%
Absorption Rate	40.45%	9.06%	+31.4%	24.2%	6.67%	+17.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	66	35	+88.6%	190	123	+54.5%
New Pending Sales Volume	\$23,431,000	\$10,304,100	+127.4%	\$70,496,199	\$36,203,451	+94.7%
Pending Sales Count	130	59	+120.3%	N/A	N/A	
Pending Sales Volume	\$50,574,499	\$17,616,800	+187.1%	N/A	N/A	
Closed Sales Count	42	28	+50%	120	83	+44.6%
Closed Sales Volume	\$18,007,824	\$7,895,942	+128.1%	\$40,876,924	\$26,396,993	+54.9%
Average Sales Price	\$428,758	\$281,998	+52%	\$340,641	\$318,036	+7.1%
Median Sales Price	\$249,950	\$276,250	-9.5%	\$245,795	\$252,139	-2.5%

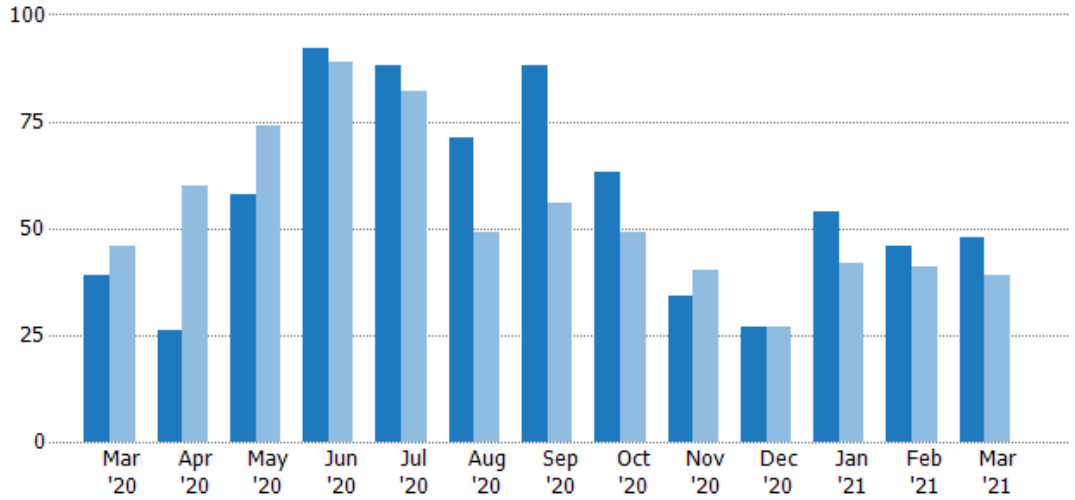
## New Listings

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

Month/Year	Count	% Chg.
Mar '21	48	23.1%
Mar '20	39	-15.2%
Mar '19	46	13%



Current Year	39	26	58	92	88	71	88	63	34	27	54	46	48
Prior Year	46	60	74	89	82	49	56	49	40	27	42	41	39
Percent Change from Prior Year	-15%	-57%	-22%	3%	7%	45%	57%	29%	-15%	0%	29%	12%	23%

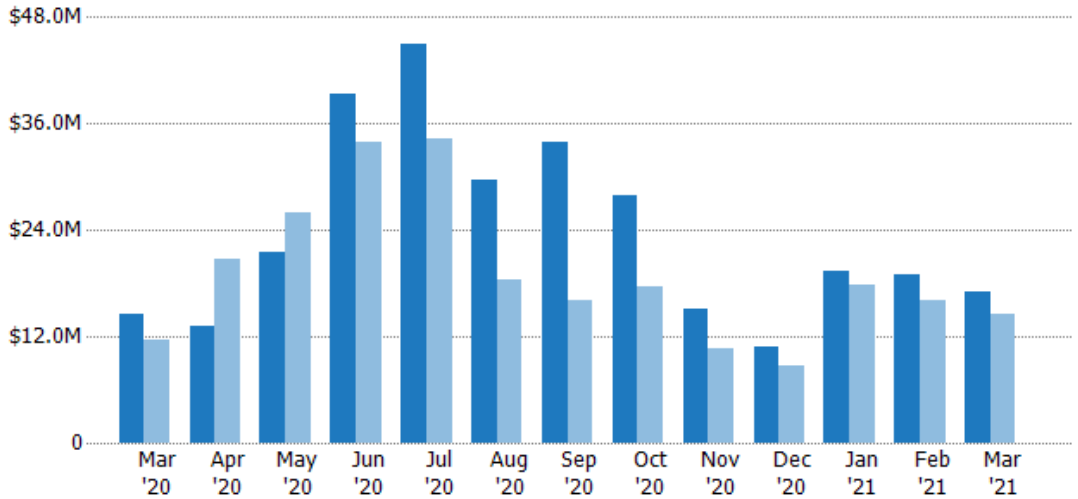
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$17M	17%
Mar '20	\$14.5M	26.2%
Mar '19	\$11.5M	43.8%



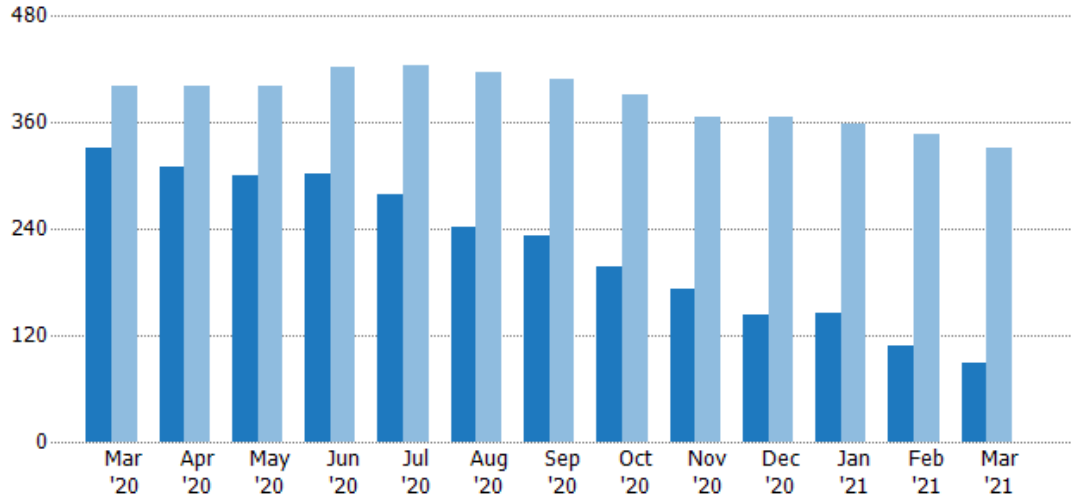
Current Year	\$14.5M	\$13.1M	\$21.5M	\$39.4M	\$44.9M	\$29.7M	\$33.9M	\$27.9M	\$15.1M	\$10.8M	\$19.4M	\$19M	\$17M
Prior Year	\$11.5M	\$20.6M	\$26M	\$34M	\$34.3M	\$18.3M	\$16.1M	\$17.6M	\$10.6M	\$8.71M	\$17.7M	\$16.1M	\$14.5M
Percent Change from Prior Year	26%	-36%	-17%	16%	31%	62%	111%	59%	42%	24%	9%	18%	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



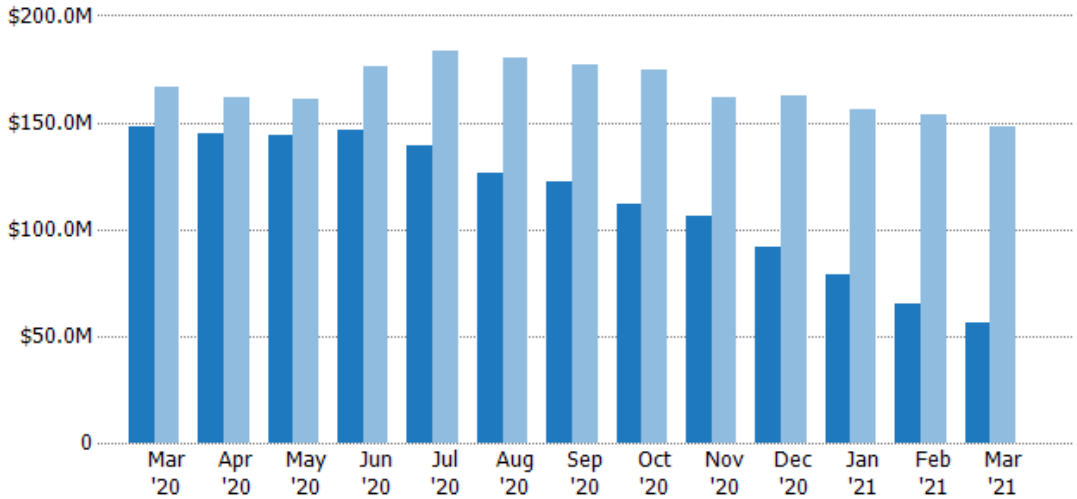
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	331	309	301	302	278	243	233	197	173	144	145	109	89
Prior Year	401	401	402	422	425	416	409	391	366	367	358	346	331
Percent Change from Prior Year	-17%	-23%	-25%	-28%	-35%	-42%	-43%	-50%	-53%	-61%	-59%	-68%	-73%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$148M	\$145M	\$144M	\$146M	\$139M	\$127M	\$122M	\$112M	\$106M	\$91.9M	\$78.6M	\$65.4M	\$55.9M
Prior Year	\$167M	\$162M	\$161M	\$176M	\$184M	\$180M	\$177M	\$174M	\$162M	\$162M	\$156M	\$154M	\$148M
Percent Change from Prior Year	-11%	-10%	-11%	-17%	-24%	-30%	-31%	-36%	-34%	-43%	-50%	-58%	-62%

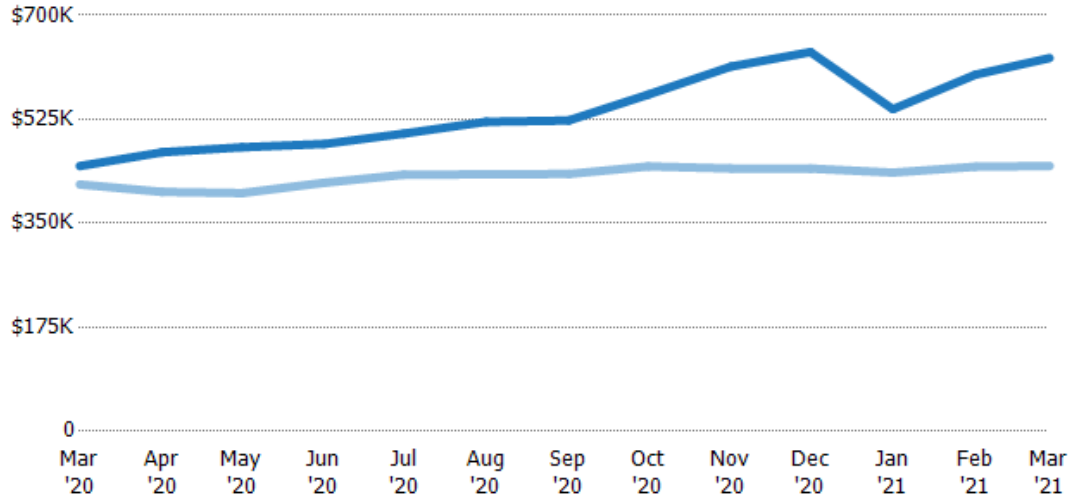
## Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$628K	40.7%
Mar '20	\$446K	7.5%
Mar '19	\$415K	-4.8%



Current Year	\$446K	\$470K	\$478K	\$483K	\$501K	\$521K	\$523K	\$567K	\$614K	\$638K	\$542K	\$600K	\$628K
Prior Year	\$415K	\$403K	\$401K	\$418K	\$432K	\$432K	\$433K	\$446K	\$442K	\$442K	\$435K	\$445K	\$446K
Percent Change from Prior Year	7%	17%	19%	16%	16%	20%	21%	27%	39%	44%	25%	35%	41%

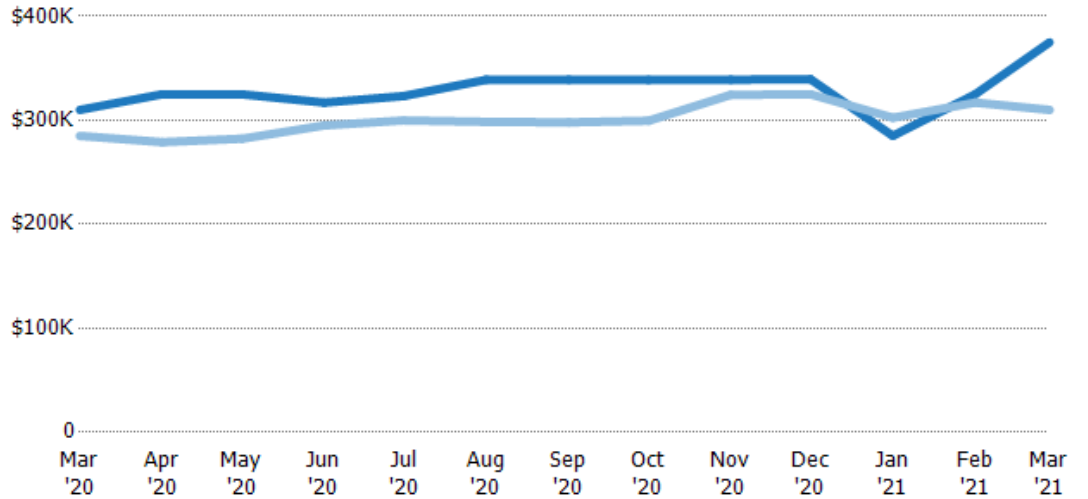
## Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$375K	21%
Mar '20	\$310K	8.8%
Mar '19	\$285K	1.6%



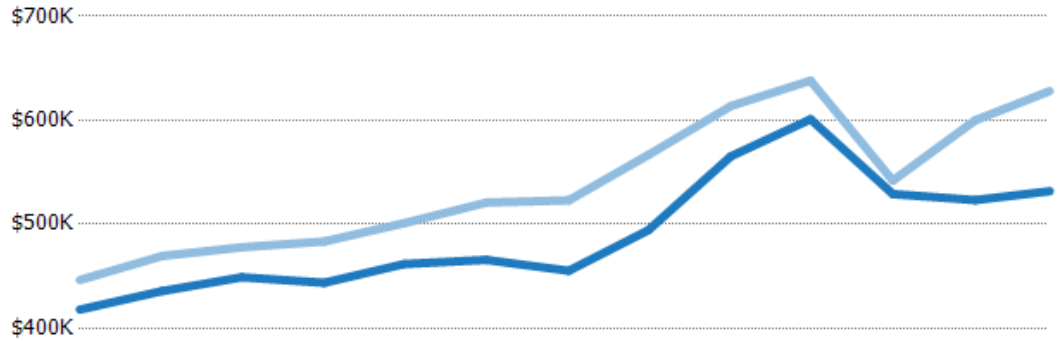
Current Year	\$310K	\$325K	\$325K	\$317K	\$323K	\$339K	\$339K	\$339K	\$339K	\$339K	\$285K	\$325K	\$375K
Prior Year	\$285K	\$279K	\$282K	\$295K	\$300K	\$299K	\$298K	\$300K	\$325K	\$325K	\$302K	\$317K	\$310K
Percent Change from Prior Year	9%	16%	15%	7%	8%	14%	14%	13%	4%	4%	-6%	3%	21%

## 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



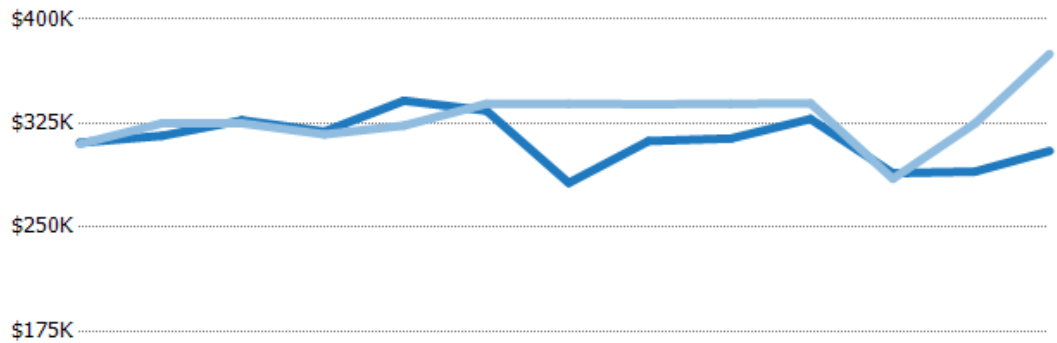
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$418K	\$436K	\$449K	\$444K	\$462K	\$466K	\$455K	\$494K	\$565K	\$601K	\$529K	\$523K	\$532K
Avg Listing Price	\$446K	\$470K	\$478K	\$483K	\$501K	\$521K	\$523K	\$567K	\$614K	\$638K	\$542K	\$600K	\$628K
Avg Listing Price as a % of Avg Est Value	107%	108%	106%	109%	109%	112%	115%	115%	109%	106%	102%	115%	118%

## 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



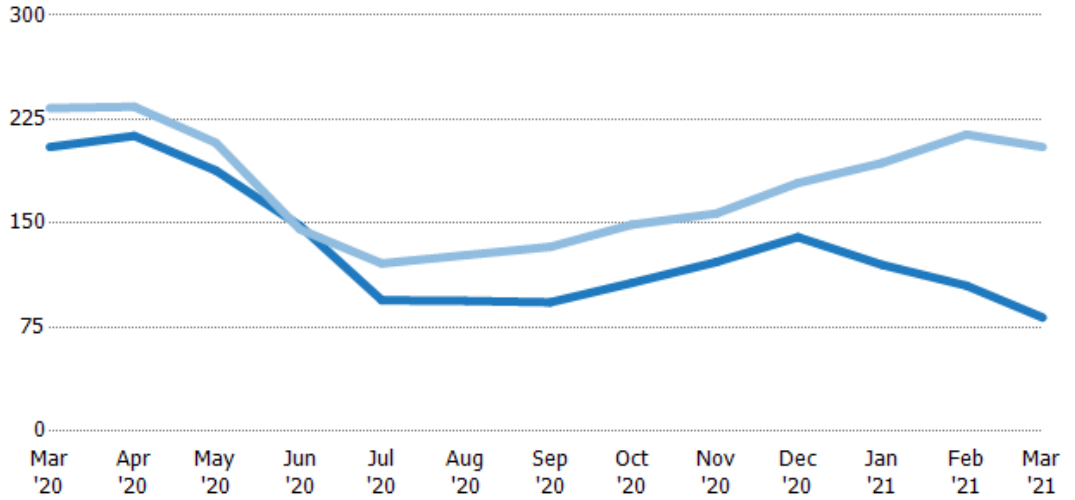
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$311K	\$316K	\$327K	\$319K	\$341K	\$334K	\$282K	\$312K	\$314K	\$328K	\$289K	\$290K	\$305K
Median Listing Price	\$310K	\$325K	\$325K	\$317K	\$323K	\$339K	\$339K	\$339K	\$339K	\$339K	\$285K	\$325K	\$375K
Med Listing Price as a % of Med Est Value	100%	103%	99%	99%	95%	101%	120%	109%	108%	103%	99%	112%	123%

## 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



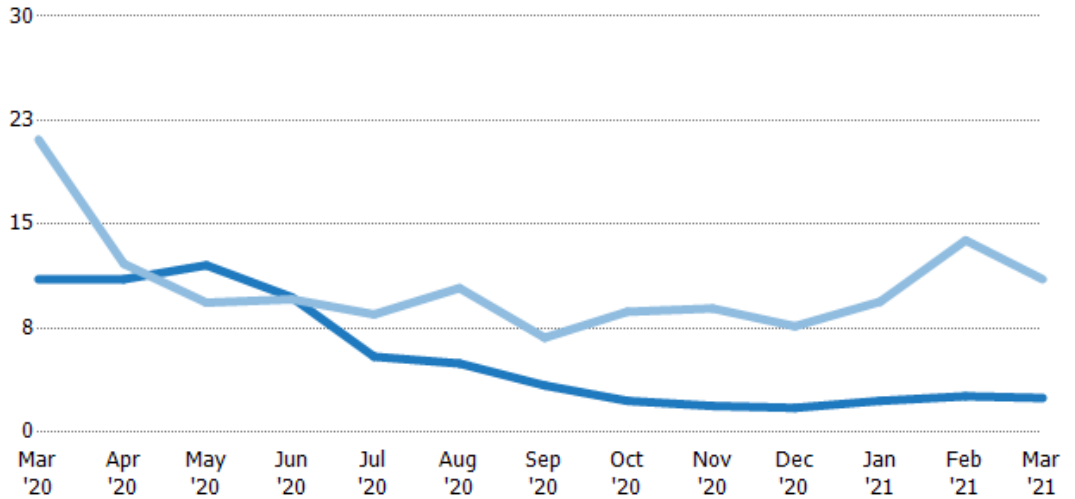
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	205	213	188	148	94.5	94	93	107	122	140	120	105	82
Prior Year	233	234	208	146	121	127	133	149	157	179	194	214	205
Percent Change from Prior Year	-12%	-9%	-10%	2%	-22%	-26%	-30%	-28%	-22%	-22%	-38%	-51%	-60%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	11	11	12	9.74	5.45	4.96	3.38	2.26	1.9	1.76	2.27	2.6	2.47
Prior Year	21.1	12.2	9.35	9.59	8.5	10.4	6.82	8.69	8.93	7.65	9.42	13.8	11
Percent Change from Prior Year	-48%	-9%	29%	2%	-36%	-52%	-50%	-74%	-79%	-77%	-76%	-81%	-78%

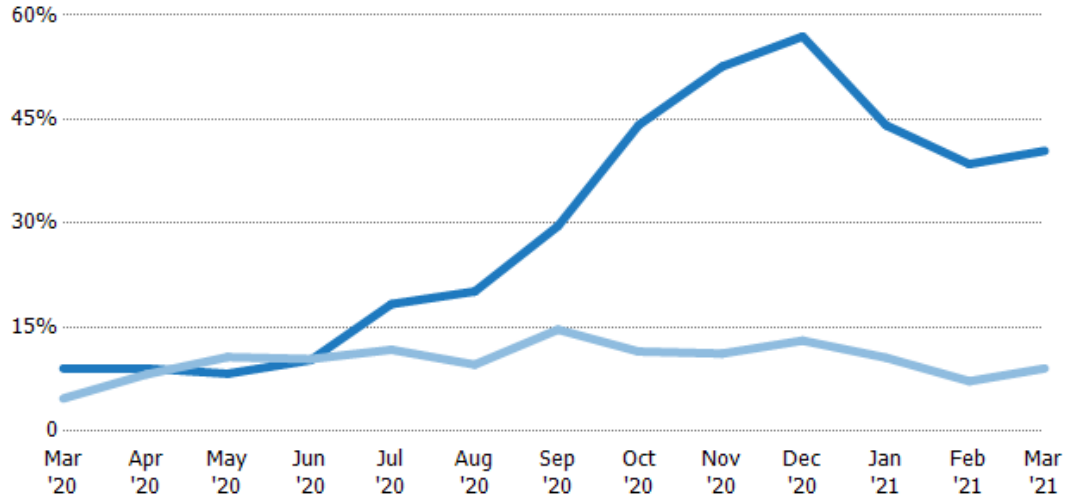
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
 County: Bennington County, Vermont  
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	40%	-31.4%
Mar '20	9%	-4.3%
Mar '19	5%	5.7%



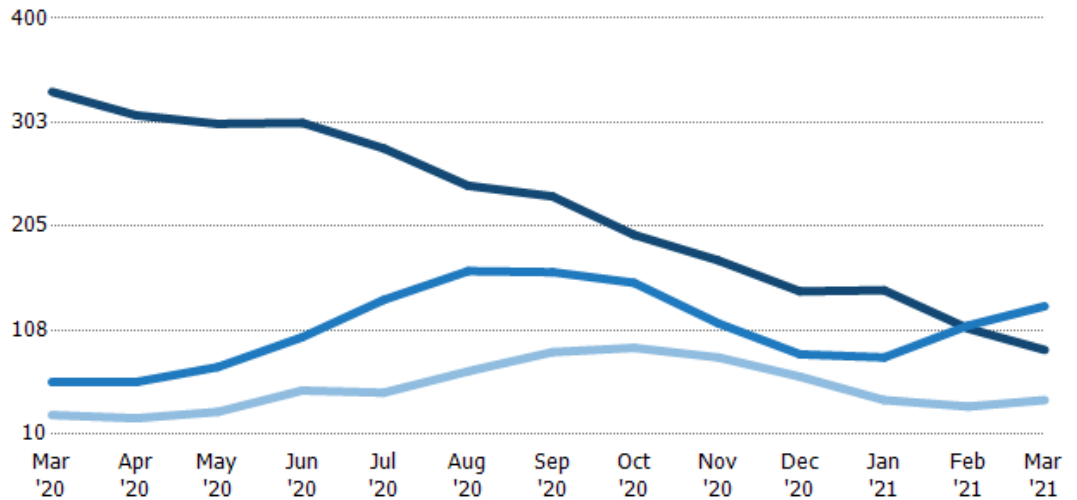
Current Year	9%	9%	8%	10%	18%	20%	30%	44%	53%	57%	44%	39%	40%
Prior Year	5%	8%	11%	10%	12%	10%	15%	12%	11%	13%	11%	7%	9%
Change from Prior Year	-4%	-1%	2%	0%	-7%	-11%	-15%	-33%	-41%	-44%	-34%	-31%	-31%

## 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



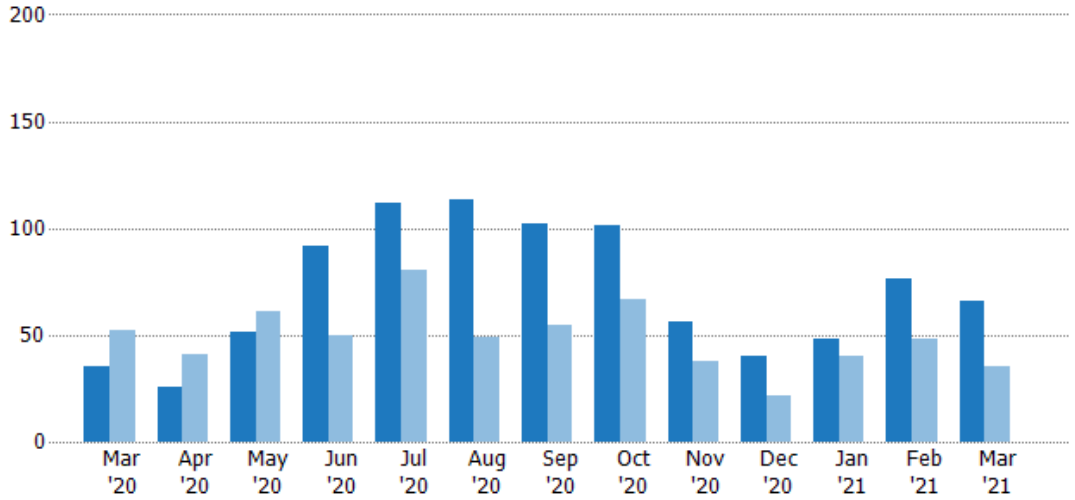
Active	331	309	301	302	278	243	233	197	173	144	145	109	89
Pending	59	59	73	101	136	163	162	152	114	85	82	112	130
Sold	28	25	31	51	49	69	87	91	82	64	42	36	42

## 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



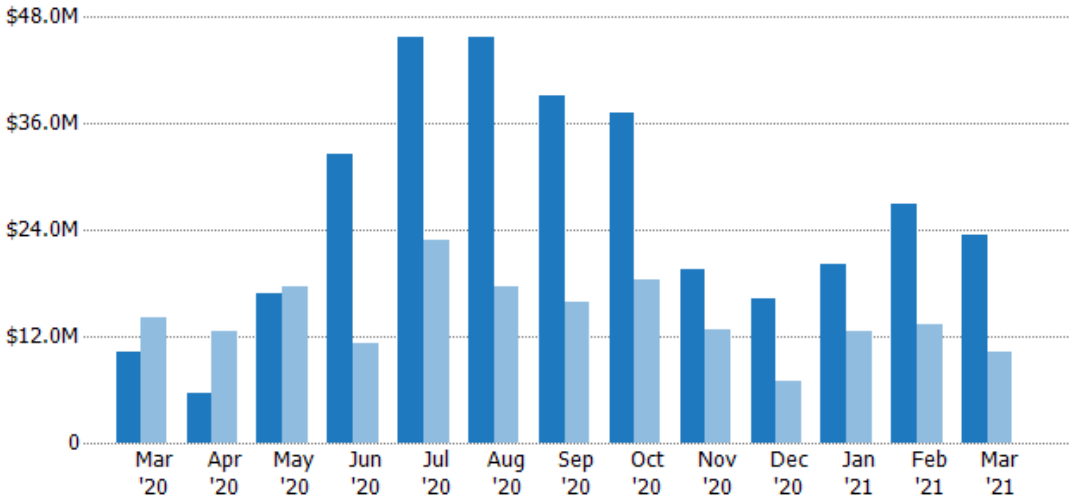
Month/Year	Count	% Chg.
Mar '21	66	88.6%
Mar '20	35	-32.7%
Mar '19	52	-30.8%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$23.4M	127.4%
Mar '20	\$10.3M	-26.7%
Mar '19	\$14M	-17.9%



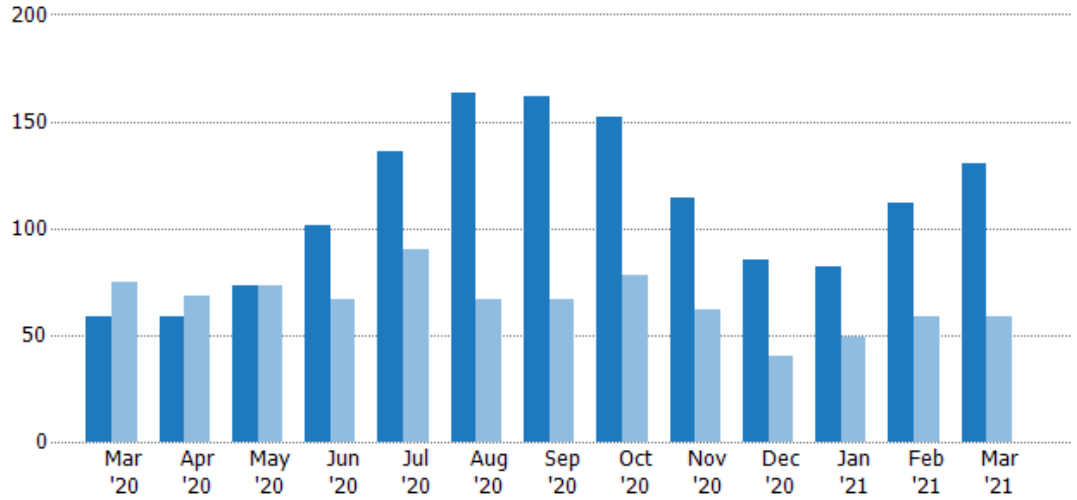
## Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	130	120.3%
Mar '20	59	-21.3%
Mar '19	75	-34.7%



Current Year	59	59	73	101	136	163	162	152	114	85	82	112	130
Prior Year	75	68	73	67	90	67	67	78	62	40	49	59	59
Percent Change from Prior Year	-21%	-13%	0%	51%	51%	143%	142%	95%	84%	113%	67%	90%	120%

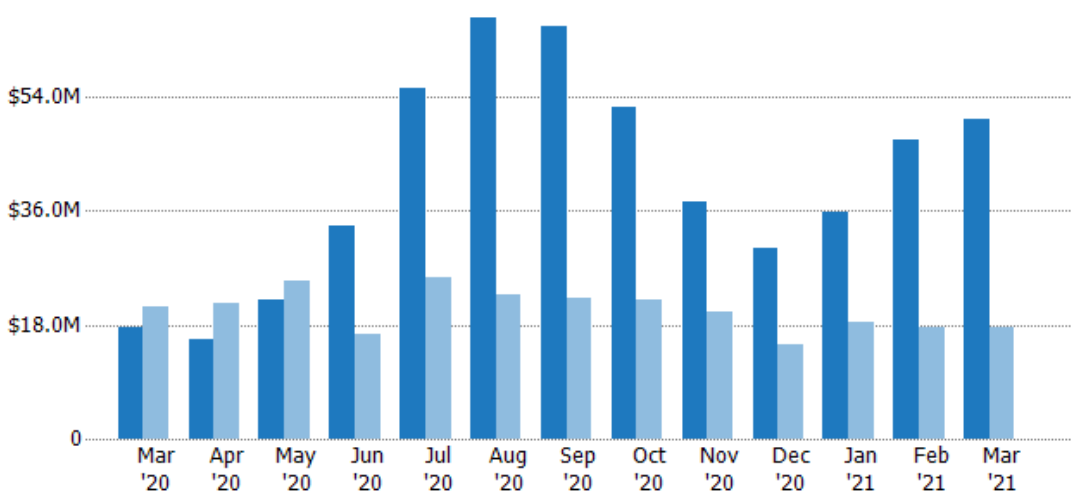
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$50.6M	187.1%
Mar '20	\$17.6M	-15.4%
Mar '19	\$20.8M	-31.3%



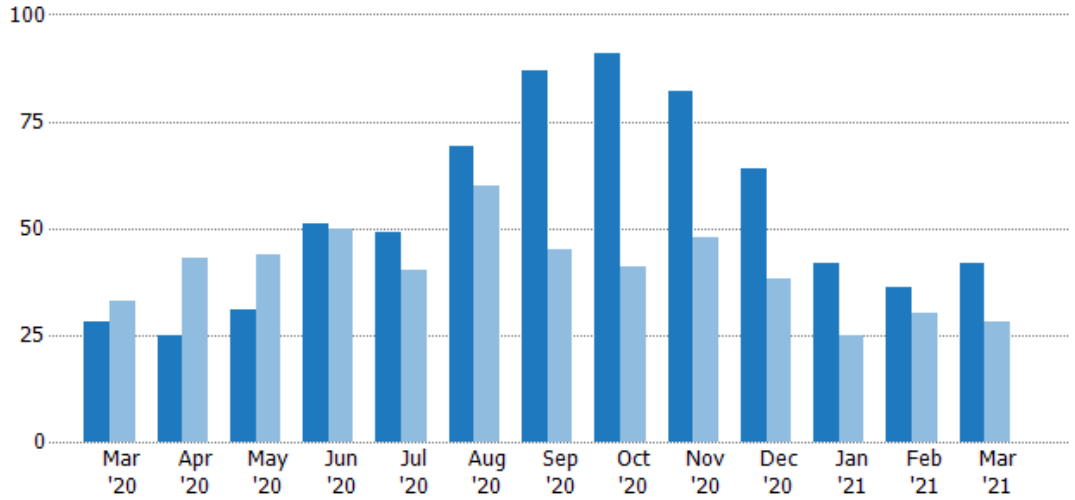
Current Year	\$17.6M	\$15.7M	\$22M	\$33.6M	\$55.2M	\$66.6M	\$65.1M	\$52.3M	\$37.5M	\$30.1M	\$35.7M	\$47.1M	\$50.6M
Prior Year	\$20.8M	\$21.3M	\$25.1M	\$16.5M	\$25.6M	\$22.8M	\$22.2M	\$21.9M	\$20.1M	\$14.9M	\$18.5M	\$17.7M	\$17.6M
Percent Change from Prior Year	-15%	-26%	-12%	104%	116%	192%	193%	139%	87%	102%	93%	166%	187%

## 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



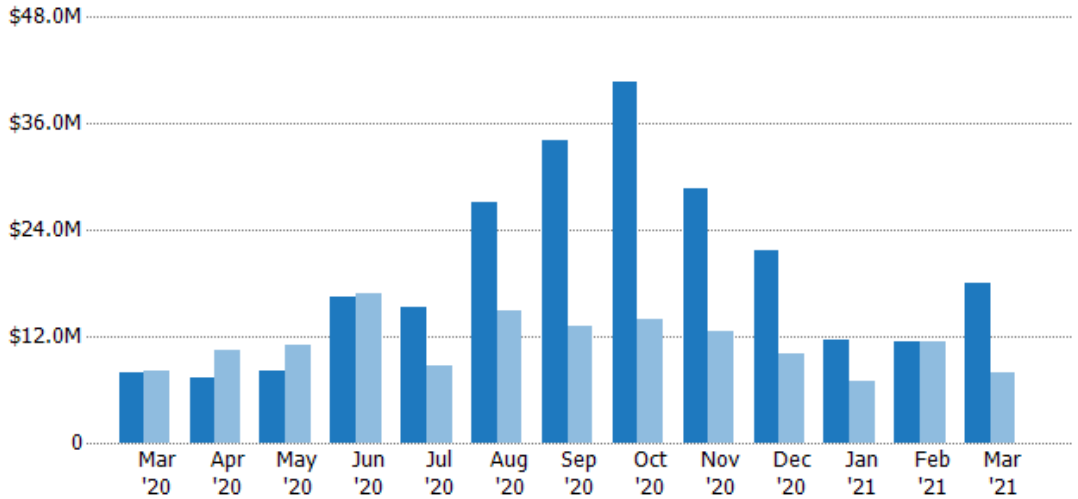
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '21	42	28	50%
Mar '20	28	33	-15.2%
Mar '19	33	33	-18.2%

## 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



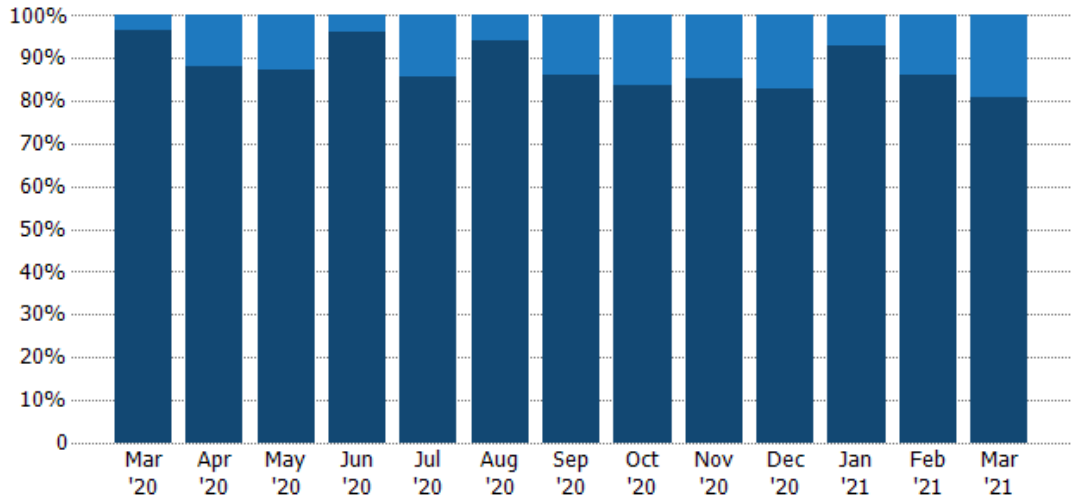
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '21	\$18M	\$7.9M	128.1%
Mar '20	\$7.9M	\$8.07M	-2.1%
Mar '19	\$8.07M	\$8.07M	-3.3%

## 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



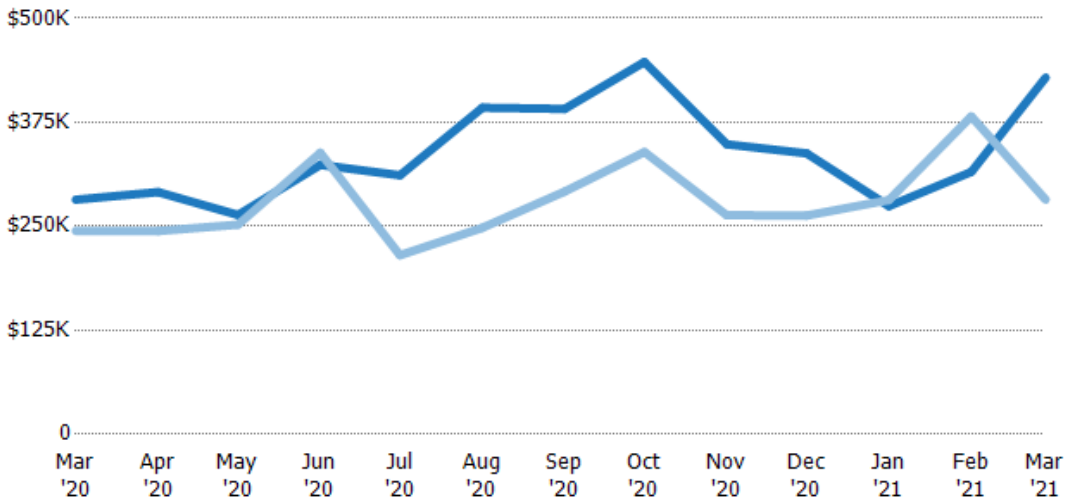
Condo/Townhouse	4%	12%	13%	4%	14%	6%	14%	16%	15%	17%	7%	14%	19%
Single Family Residence	96%	88%	87%	96%	86%	94%	86%	84%	85%	83%	93%	86%	81%

## 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



Month/Year	Price	% Chg.
Mar '21	\$429K	52%
Mar '20	\$282K	15.3%
Mar '19	\$244K	18.1%

Current Year	\$282K	\$291K	\$264K	\$324K	\$311K	\$392K	\$391K	\$447K	\$348K	\$338K	\$274K	\$315K	\$429K
Prior Year	\$244K	\$244K	\$252K	\$338K	\$215K	\$248K	\$292K	\$339K	\$263K	\$263K	\$282K	\$382K	\$282K
Percent Change from Prior Year	15%	19%	5%	-4%	45%	58%	34%	32%	32%	28%	-3%	-17%	52%

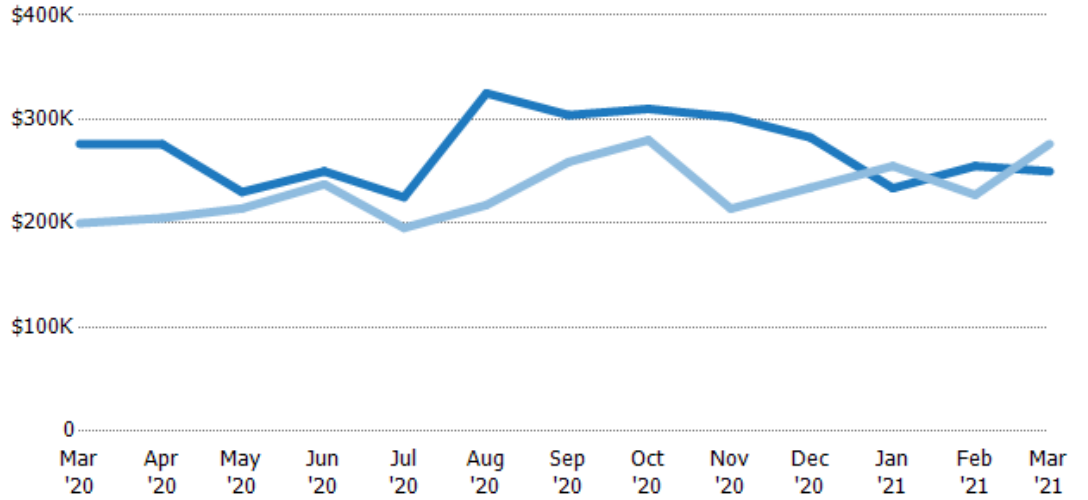
## Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$250K	-9.5%
Mar '20	\$276K	38.1%
Mar '19	\$200K	11.5%



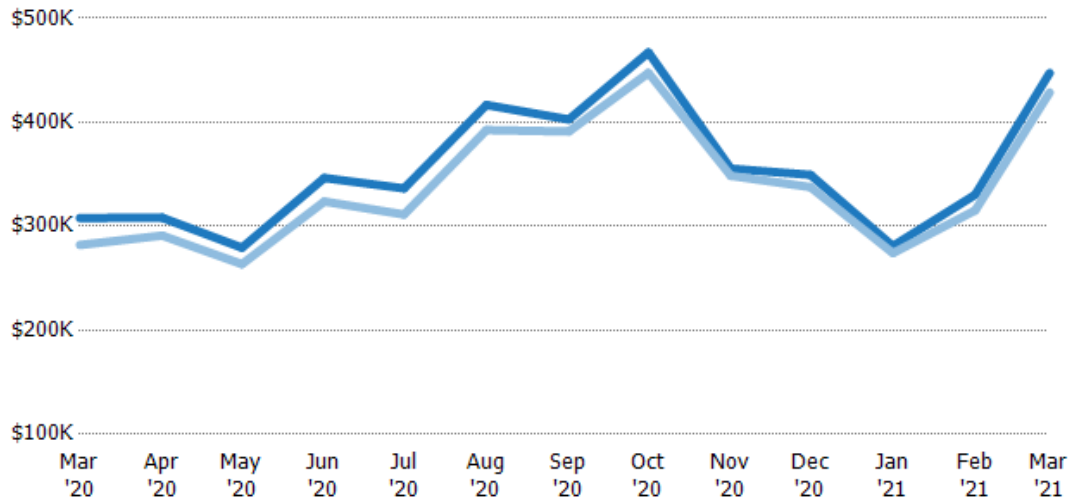
Current Year	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K	\$304K	\$310K	\$302K	\$283K	\$234K	\$255K	\$250K
Prior Year	\$200K	\$205K	\$214K	\$238K	\$196K	\$218K	\$259K	\$280K	\$214K	\$234K	\$255K	\$227K	\$276K
Percent Change from Prior Year	38%	35%	7%	5%	15%	49%	17%	11%	41%	21%	-8%	12%	-10%

## 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



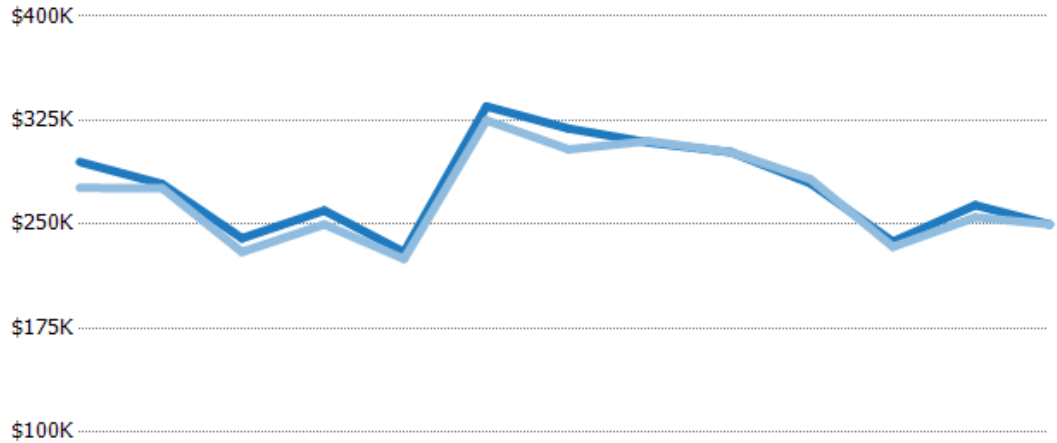
Avg List Price	\$308K	\$308K	\$279K	\$346K	\$336K	\$417K	\$403K	\$467K	\$355K	\$349K	\$281K	\$330K	\$447K
Avg Sales Price	\$282K	\$291K	\$264K	\$324K	\$311K	\$392K	\$391K	\$447K	\$348K	\$338K	\$274K	\$315K	\$429K
Avg Sales Price as a % of Avg List Price	92%	94%	94%	93%	93%	94%	97%	96%	98%	97%	98%	95%	96%

## 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



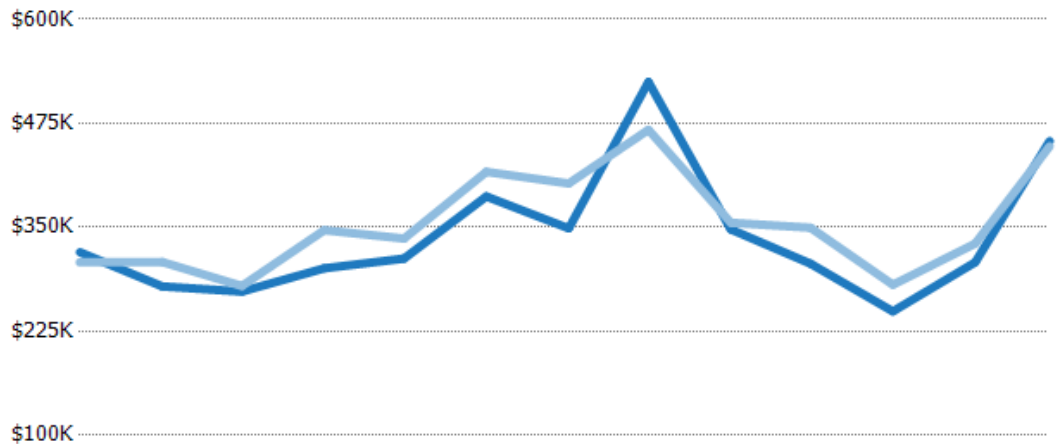
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K	\$319K	\$309K	\$302K	\$280K	\$238K	\$264K	\$250K
Median Sales Price	\$276K	\$276K	\$230K	\$250K	\$225K	\$325K	\$304K	\$310K	\$302K	\$283K	\$234K	\$255K	\$250K
Med Sales Price as a % of Med List Price	94%	99%	96%	96%	98%	97%	95%	100%	100%	101%	98%	97%	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



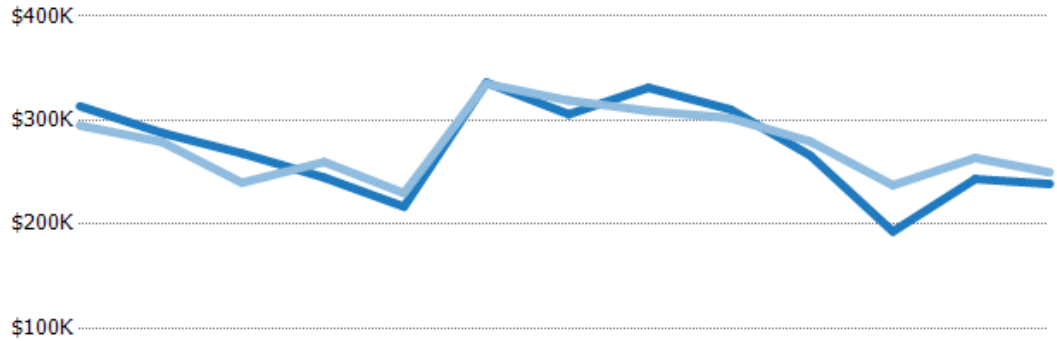
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$320K	\$279K	\$273K	\$301K	\$312K	\$387K	\$349K	\$525K	\$347K	\$306K	\$249K	\$308K	\$454K
Avg Sales Price	\$308K	\$308K	\$279K	\$346K	\$336K	\$417K	\$403K	\$467K	\$355K	\$349K	\$281K	\$330K	\$447K
Avg Sales Price as a % of Avg Est Value	96%	111%	102%	115%	108%	108%	115%	89%	102%	114%	113%	107%	99%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$314K	\$288K	\$268K	\$245K	\$217K	\$336K	\$306K	\$331K	\$310K	\$266K	\$193K	\$243K	\$239K
Median Sales Price	\$295K	\$279K	\$240K	\$260K	\$230K	\$335K	\$319K	\$309K	\$302K	\$280K	\$238K	\$264K	\$250K
Med Sales Price as a % of Med Est Value	94%	97%	89%	106%	106%	100%	104%	93%	97%	105%	123%	108%	105%