

## 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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	89	88	+1.1%	89	88	+1.1%
New Listing Volume	\$25,678,500	\$26,823,300	-4.3%	\$25,678,500	\$26,823,300	-4.3%
Active Listing Count	414	521	-20.5%	414	521	-20.5%
Active Listing Volume	\$168,606,550	\$202,776,140	-16.9%	\$168,606,550	\$202,776,140	-16.9%
Average Listing Price	\$407,262	\$389,206	+4.6%	\$407,262	\$389,206	+4.6%
Median Listing Price	\$296,750	\$270,000	+9.9%	\$296,750	\$270,000	+9.9%
Median Daysin RPR	196.5	245	-19.8%	196.5	245	-19.8%
Months of Inventory	_	_	-	13.8	15.3	-9.9%
Absorption Rate	_	_	+-	7.25%	6.53%	+0.7%
Sales Activity Charts Metrics			1			
New Pending Sales Count	60	42	+42.9%	60	42	+42.9%
New Pending Sales Volume	\$14,932,900	\$10,318,850	+44.7%	\$14,932,900	\$10,318,850	+44.7%
Pending Sales Count	89	75	+18.7%	89	75	+18.7%
Pending Sales Volume	\$23,988,300	\$23,697,450	+1.2%	\$23,988,300	\$23,697,450	+1.2%
Closed Sales Count	32	30	+6.7%	32	30	+6.7%
Closed Sales Volume	\$8,437,993	\$7,930,671	+6.4%	\$8,437,993	\$7,930,671	+6.4%
Average Sales Price	\$263,687	\$264,356	-0.3%	\$263,687	\$264,356	-0.3%
Median Sales Price	\$209,500	\$212,610	-1.5%	\$209,500	\$212,610	-1.5%

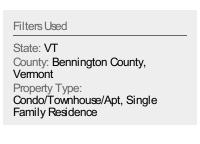


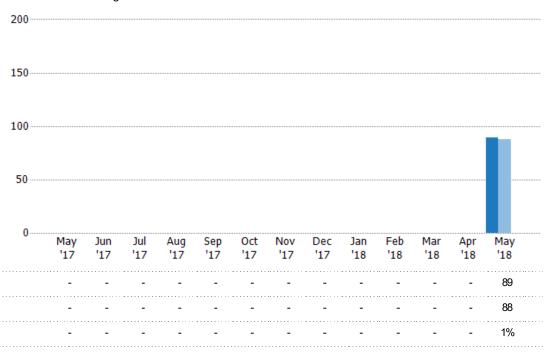




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.





### **New Listing Volume**

Percent Change from Prior Year

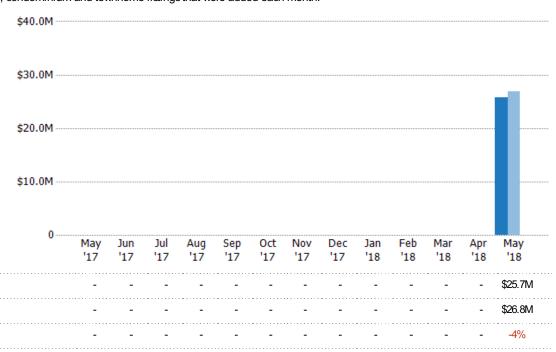
Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

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



Current Year

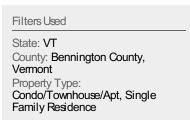
Percent Change from Prior Year

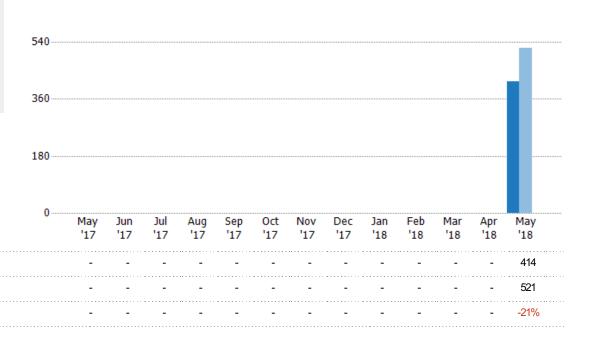




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





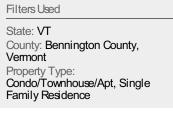
### **Active Listing Volume**

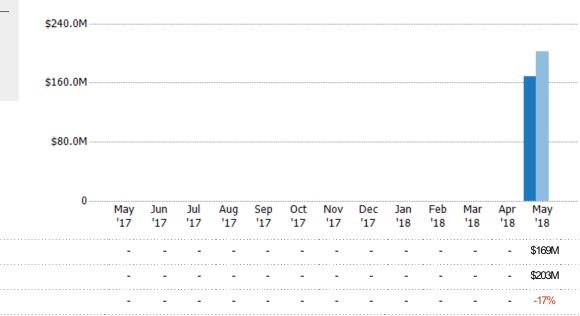
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





Current Year

Percent Change from Prior Year

\$389K



## Market Data Report

#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Current Year	_	_	_	_	_	_	_	_	_	_	_	_	\$407K
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	0												
	\$125K												
Talling Federale	\$230K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
State: VT County: Bennington County, Vermont	\$375K												
Filters Used													
	\$500K ······												

### **Median Listing Price**

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$300K -

\$75K-

Filters Used
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$225K
\$150K

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Percent Change from Prior Year	-	-	- -	-	-	-	-	-	-	-	-	-	10%





#### 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:	\$375K												
Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	\$125K												
	\$125K												
	0		Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec	Jan '18	Feb	Mar '18	Apr '18	
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	0			Aug '17	Sep '17								
Avg Est Value  Avg Listing Price	0			Aug '17 -	Sep '17 -								'18

### 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

0				 	 	 	
0 May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr M '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18	60K						***************************************
	75K						



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





### 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.

	300												
Filters Used													
State: VT County: Bennington County, Vermont Property Type:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	75												
	75												
	0												
	,,											Apr '18	M
	0 May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	M '1
Current Year Prior Year	0 May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	M '1

### 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	

- 3	0
2	3
1	5

	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov '17	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	19.7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used
State: VT

County: Bennington County,

Vermont Property Type

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%	)	 	 	 	 	 	 

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	_	-	-	-	-	_	-	-	-	5%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

125

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

500	
375	
250	

0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '18 '18 414 89 32



Active

Sold

Pending





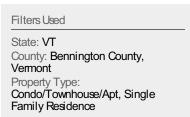
Current Year

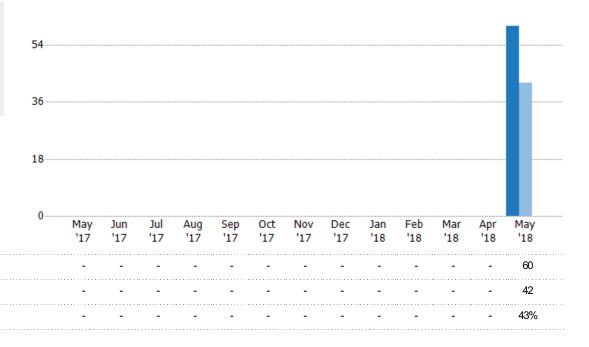
Prior Year

## Market Data Report

#### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

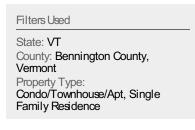


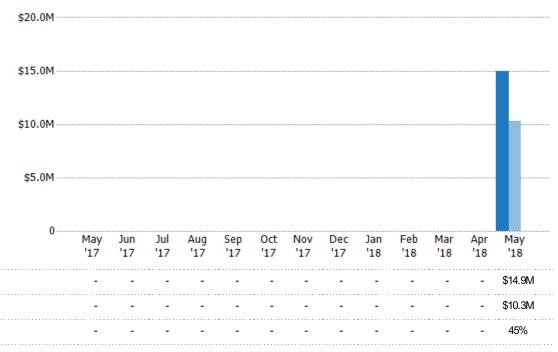


### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





Current Year

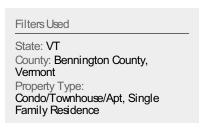
Percent Change from Prior Year

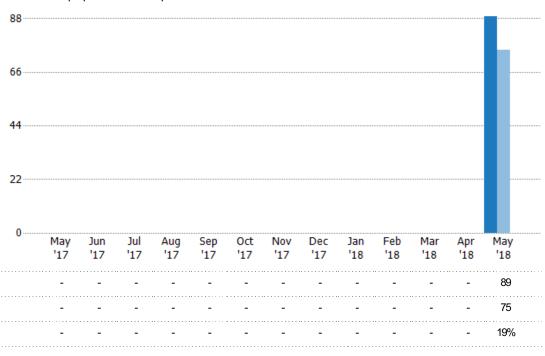




#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





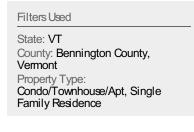
### Pending Sales Volume

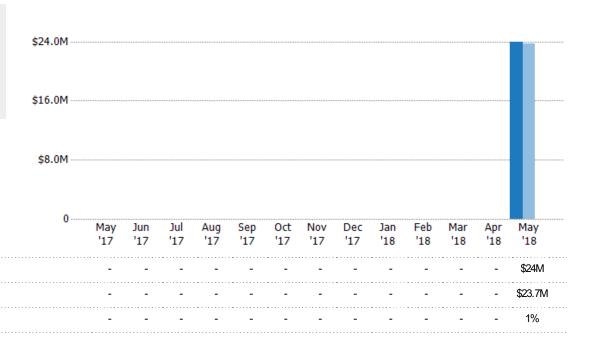
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year

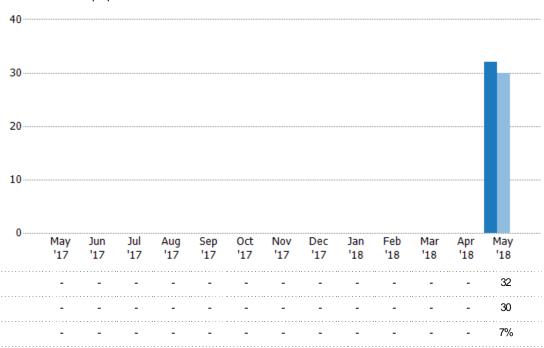


#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

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



#### **Closed Sales Volume**

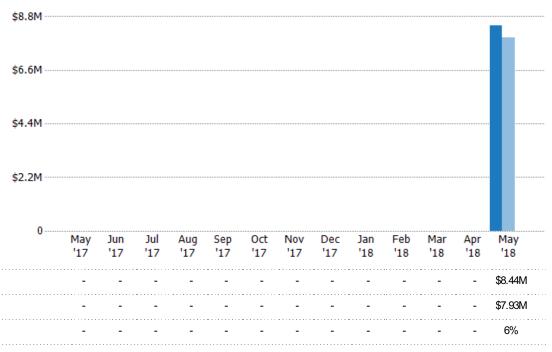
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

Percent Change from Prior Year





#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

State: VT

County: Bennington County,

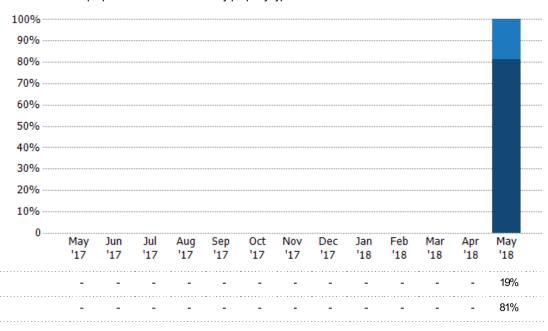
Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



#### **Average Sales Price**

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

\$75K

Filters Used State: VT County: Bennington County, Vermont Condo/Townhouse/Apt, Single Family Residence

\$300K \$225K \$150K

May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$264K \$264K



Current Year

Percent Change from Prior Year





#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

	May	lun	1ul	Διισ	Sen	Oct	Nov	Dec	lan	Feh	Mar	Ann
	0											
	\$75K											
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K											
State: VT County: Bennington County, Vermont	\$225K											
Filters Used	\$300K ······											

	'1/	'1/	'1/	'1/	'1/	'1/	'1/	'1/	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Prior Year	-	-	-	-	-	-	-	-	-	-	_	-	\$213K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$75K

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

\$300K	
\$225K	
\$150K	

	0	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%



\$219K

\$210K



Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

## Market Data Report

### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$300K												
Filters Used													
State: VT County: Bennington County, Vermont Property Type:	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18

### 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	\$300K
State: VT County: Bennington County, Vermont Property Type:	\$225K
Condo/Townhouse/Apt, Single Family Residence	\$150K

County: Bennington County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value													
-	=	-	-	-	-	-	-	-	-	-	-	-	\$176K
Avg Sales Price	<del>-</del> 	- - -	- - -	- -	- - -	- - -	- -	- -	- -	- -	- -	- 	\$176K \$285K







#### 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	\$300K ······												
State: VT County: Bennington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Median Sales Price	-	-	-	-	-	-	-	-	_	-	-	-	\$219K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%



