

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	9	+—	17	15	+13.3%
New Listing Volume	\$1,873,800	\$2,760,800	-32.1%	\$3,925,200	\$4,154,200	-5.5%
Active Listing Count	61	60	+1.7%	N/A	N/A	
Active Listing Volume	\$15,582,558	\$16,652,186	-6.4%	N/A	N/A	
Average Listing Price	\$255,452	\$277,536	-8%	\$261,828	\$270,511	-3.2%
Median Listing Price	\$229,500	\$235,000	-2.3%	\$229,500	\$219,750	+4.4%
Median Days in RPR	153	174.5	-12.3%	155	174.5	-11.2%
Months of Inventory	12.2	20	-39%	10.2	9.2	+10.1%
Absorption Rate	8.2%	5%	+3.2%	9.84%	10.83%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	6	8	-25%	15	11	+36.4%
New Pending Sales Volume	\$1,467,700	\$1,792,900	-18.1%	\$3,241,000	\$2,362,900	+37.2%
Pending Sales Count	15	10	+50%	N/A	N/A	
Pending Sales Volume	\$3,301,400	\$2,742,900	+20.4%	N/A	N/A	
Closed Sales Count	5	9	-44.4%	10	12	-16.7%
Closed Sales Volume	\$1,455,000	\$1,889,088	-23%	\$2,336,567	\$2,529,588	-7.6%
Average Sales Price	\$291,000	\$209,899	+38.6%	\$233,657	\$210,799	+10.8%
Median Sales Price	\$235,000	\$169,400	+38.7%	\$184,500	\$164,050	+12.5%

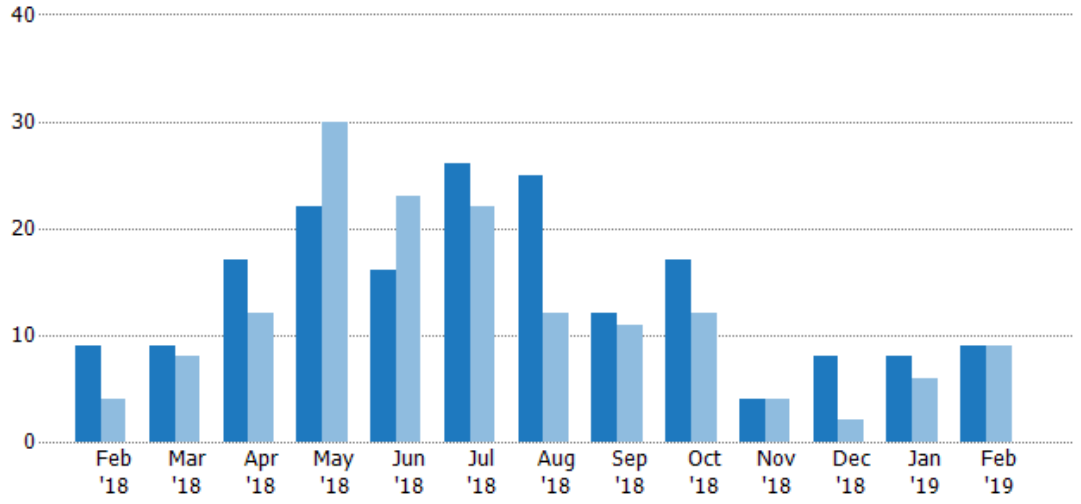
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	9	0%
Feb '18	9	125%
Feb '17	4	75%



Current Year	9	9	17	22	16	26	25	12	17	4	8	8	9
Prior Year	4	8	12	30	23	22	12	11	12	4	2	6	9
Percent Change from Prior Year	125%	13%	42%	-27%	-30%	18%	108%	9%	42%	0%	300%	33%	0%

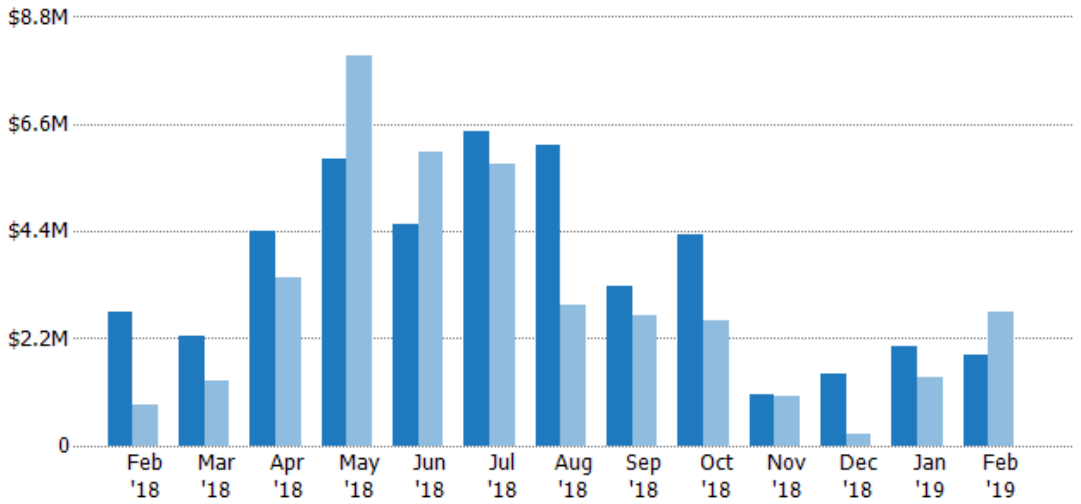
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$1.87M	-32.1%
Feb '18	\$2.76M	223.3%
Feb '17	\$854K	93.4%



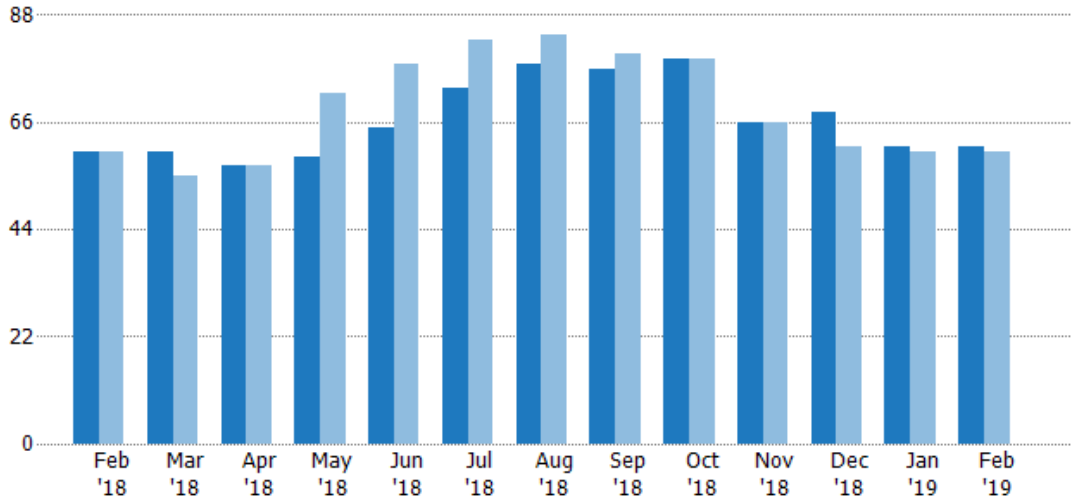
Current Year	\$2.76M	\$2.24M	\$4.42M	\$5.89M	\$4.54M	\$6.45M	\$6.18M	\$3.29M	\$4.35M	\$1.07M	\$1.47M	\$2.05M	\$1.87M
Prior Year	\$854K	\$1.35M	\$3.47M	\$8.02M	\$6.01M	\$5.77M	\$2.88M	\$2.66M	\$2.55M	\$1.04M	\$250K	\$1.39M	\$2.76M
Percent Change from Prior Year	223%	66%	27%	-27%	-24%	12%	115%	24%	70%	3%	487%	47%	-32%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



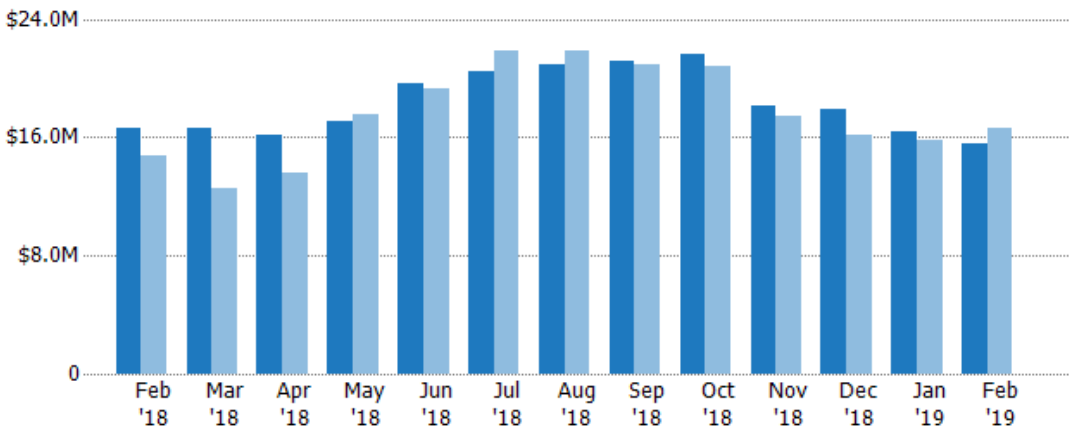
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	61	60	1.7%
Feb '18	60	60	0%
Feb '17	60	60	36.7%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$15.6M	\$16.7M	-6.4%
Feb '18	\$16.7M	\$16.7M	12.4%
Feb '17	\$14.8M	\$14.8M	55.1%

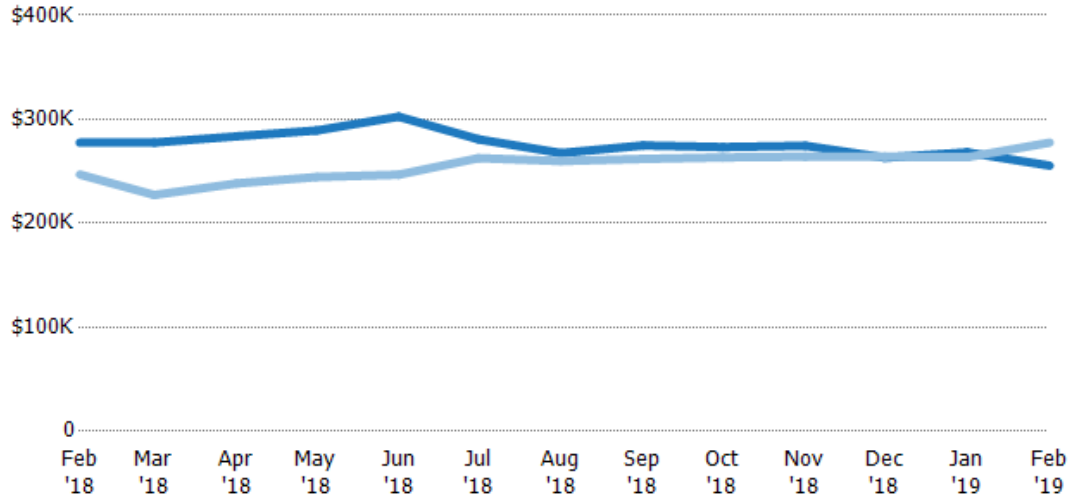
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '19	\$255K	-8%
Feb '18	\$278K	12.4%
Feb '17	\$247K	13.5%



Current Year	\$278K	\$278K	\$284K	\$289K	\$302K	\$281K	\$268K	\$275K	\$273K	\$275K	\$263K	\$268K	\$255K
Prior Year	\$247K	\$227K	\$238K	\$244K	\$247K	\$263K	\$260K	\$262K	\$263K	\$264K	\$264K	\$263K	\$278K
Percent Change from Prior Year	12%	22%	19%	18%	23%	7%	3%	5%	4%	4%	0%	2%	-8%

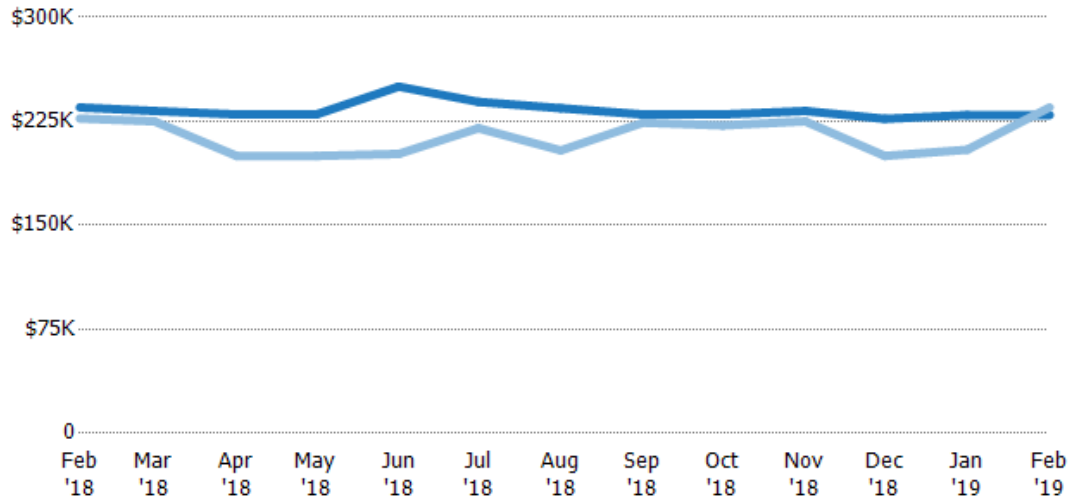
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '19	\$230K	-2.3%
Feb '18	\$235K	3.5%
Feb '17	\$227K	-11.9%



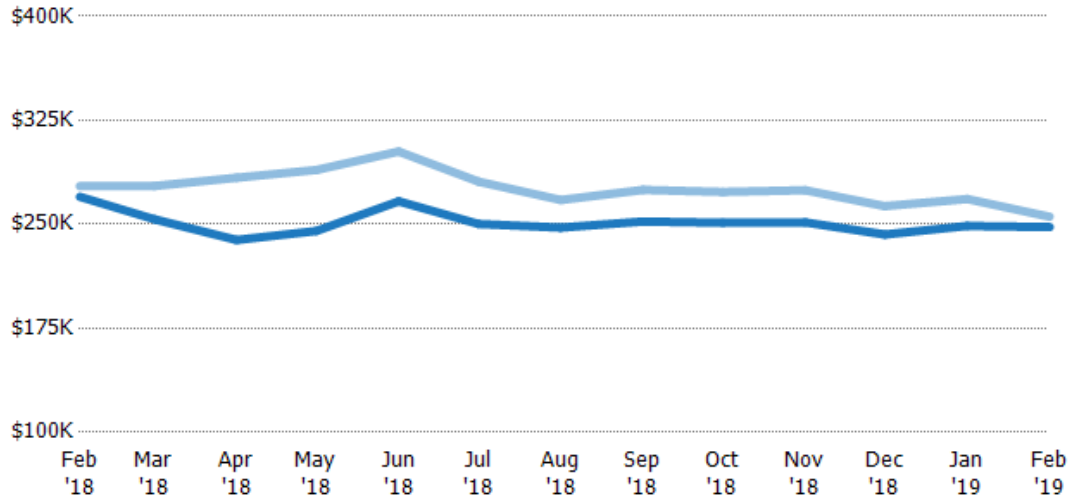
Current Year	\$235K	\$232K	\$230K	\$230K	\$250K	\$239K	\$234K	\$230K	\$230K	\$232K	\$227K	\$230K	\$230K
Prior Year	\$227K	\$225K	\$200K	\$200K	\$202K	\$220K	\$204K	\$224K	\$222K	\$225K	\$200K	\$205K	\$235K
Percent Change from Prior Year	4%	3%	15%	15%	24%	9%	15%	3%	4%	3%	13%	12%	-2%

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

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



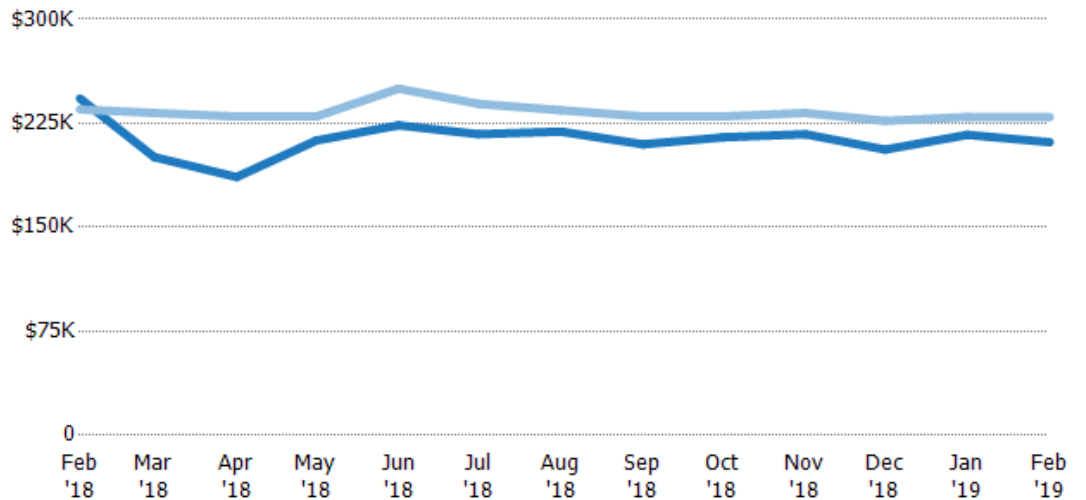
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$270K	\$254K	\$239K	\$245K	\$267K	\$250K	\$248K	\$252K	\$251K	\$251K	\$243K	\$249K	\$248K
Avg Listing Price	\$278K	\$278K	\$284K	\$289K	\$302K	\$281K	\$268K	\$275K	\$273K	\$275K	\$263K	\$268K	\$255K
Avg Listing Price as a % of Avg Est Value	103%	109%	119%	118%	113%	112%	108%	109%	109%	109%	108%	108%	103%

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

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$243K	\$201K	\$186K	\$213K	\$224K	\$217K	\$219K	\$210K	\$215K	\$217K	\$206K	\$217K	\$211K
Median Listing Price	\$235K	\$232K	\$230K	\$230K	\$250K	\$239K	\$234K	\$230K	\$230K	\$232K	\$227K	\$230K	\$230K
Med Listing Price as a % of Med Est Value	97%	116%	123%	108%	112%	110%	107%	110%	107%	107%	110%	106%	109%

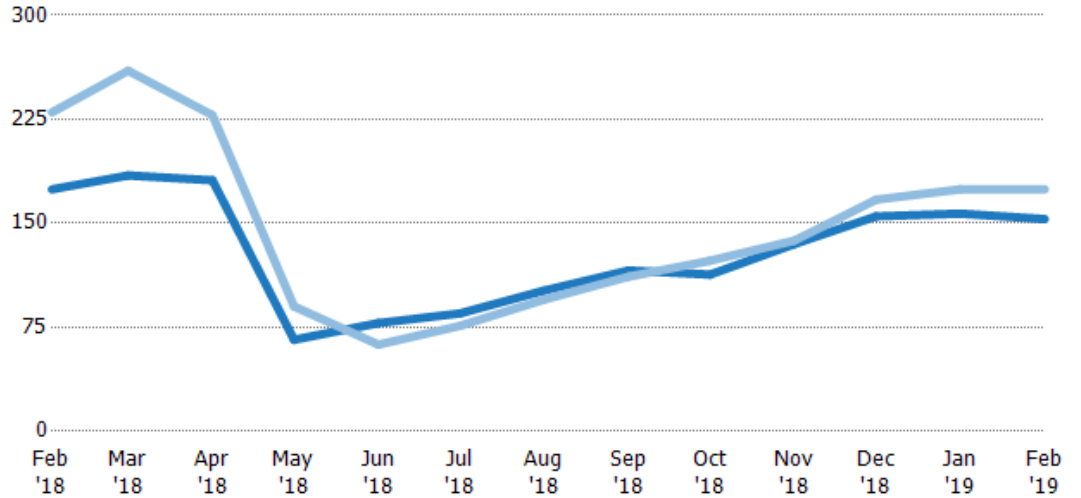
Median Days in RPR

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

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Feb '19	153	-12.3%
Feb '18	175	-24.1%
Feb '17	230	-12.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	175	185	181	66	78	85	102	116	113	135	155	157	153
Prior Year	230	260	228	90	62.5	76	95	112	123	138	167	175	175
Percent Change from Prior Year	-24%	-29%	-21%	-27%	25%	12%	7%	4%	-8%	-2%	-7%	-10%	-12%

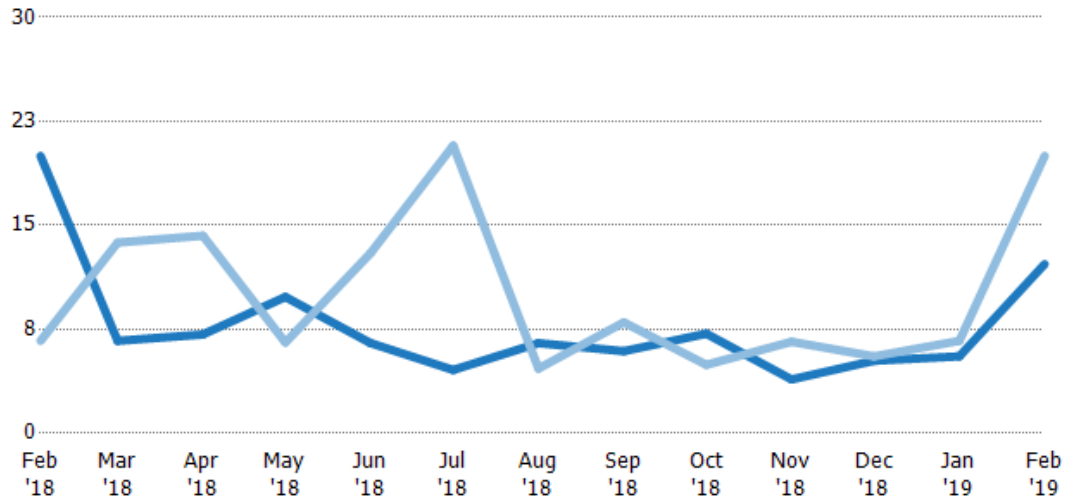
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Feb '19	12.2	-39%
Feb '18	20	200%
Feb '17	6.67	11.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	20	6.67	7.13	9.83	6.5	4.56	6.5	5.92	7.18	3.88	5.23	5.55	12.2
Prior Year	6.67	13.8	14.3	6.55	13	20.8	4.67	8	4.94	6.6	5.55	6.67	20
Percent Change from Prior Year	200%	-52%	-50%	50%	-50%	-78%	39%	-26%	45%	-41%	-6%	-17%	-39%

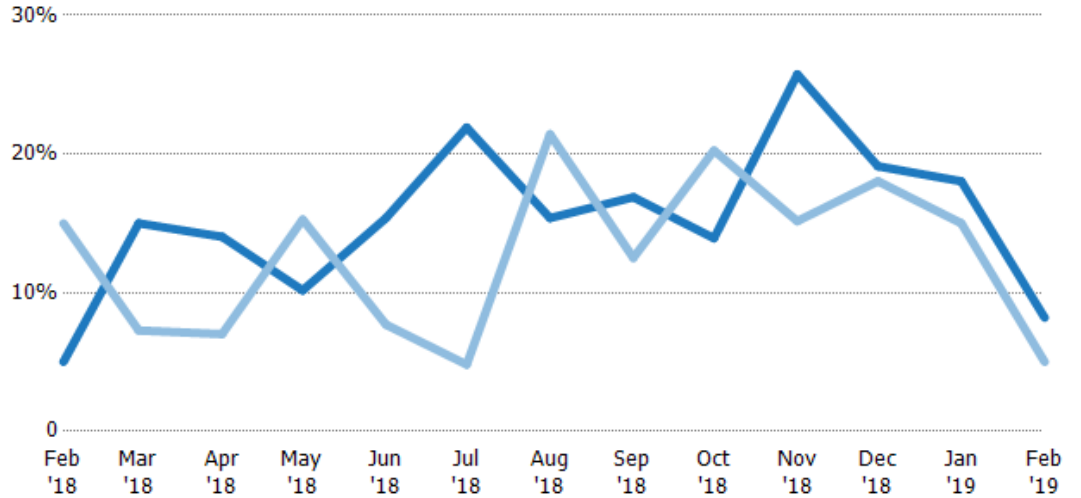
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Feb '19	8%	-3.2%
Feb '18	5%	10%
Feb '17	15%	-10.6%



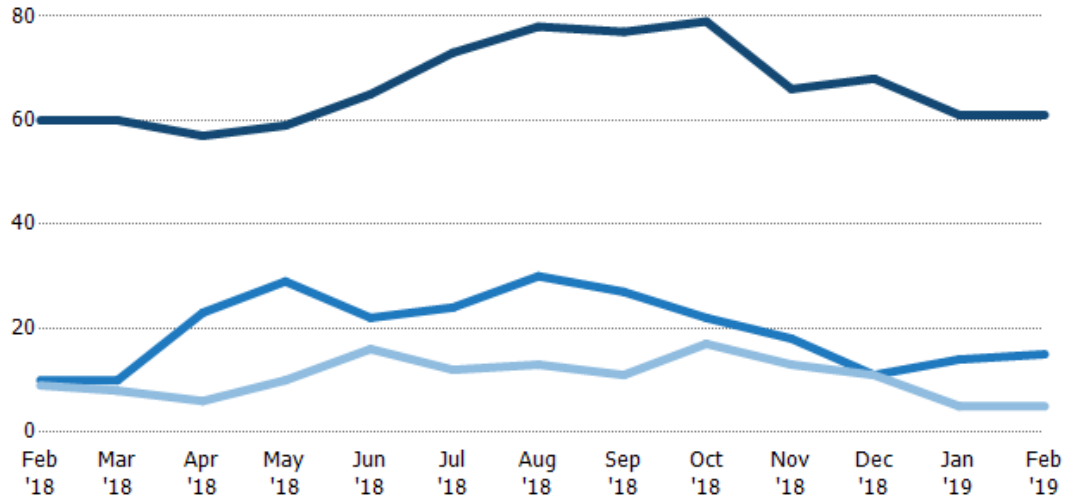
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5%	15%	14%	10%	15%	22%	15%	17%	14%	26%	19%	18%	8%
Prior Year	15%	7%	7%	15%	8%	5%	21%	13%	20%	15%	18%	15%	5%
Change from Prior Year	10%	-8%	-7%	5%	-8%	-17%	6%	-4%	6%	-11%	-1%	-3%	-3%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	60	60	57	59	65	73	78	77	79	66	68	61	61
Pending	10	10	23	29	22	24	30	27	22	18	11	14	15
Sold	9	8	6	10	16	12	13	11	17	13	11	5	5

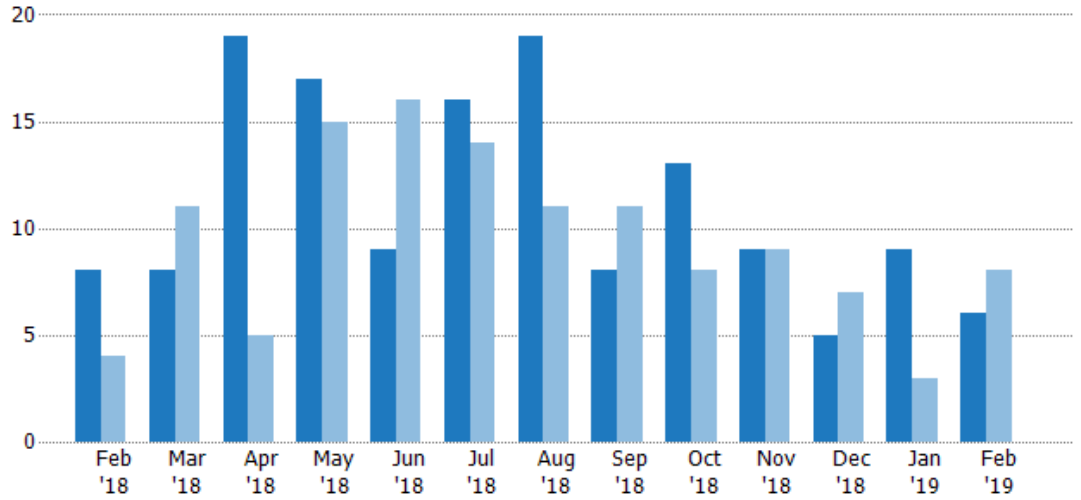
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	6	-25%
Feb '18	8	100%
Feb '17	4	125%



Current Year	8	8	19	17	9	16	19	8	13	9	5	9	6
Prior Year	4	11	5	15	16	14	11	11	8	9	7	3	8
Percent Change from Prior Year	100%	-27%	280%	13%	-44%	14%	73%	-27%	63%	0%	-29%	200%	-25%

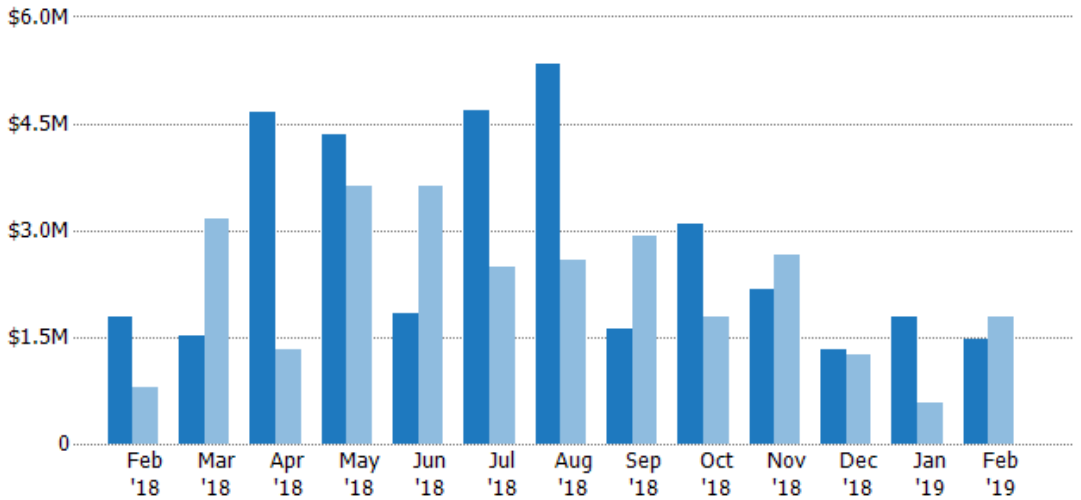
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$1.47M	-18.1%
Feb '18	\$1.79M	124.1%
Feb '17	\$800K	113%



Current Year	\$1.79M	\$1.52M	\$4.66M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$3.08M	\$2.17M	\$1.32M	\$1.77M	\$1.47M
Prior Year	\$800K	\$3.16M	\$1.33M	\$3.62M	\$3.62M	\$2.48M	\$2.57M	\$2.91M	\$1.79M	\$2.65M	\$1.26M	\$570K	\$1.79M
Percent Change from Prior Year	124%	-52%	251%	20%	-49%	89%	108%	-44%	72%	-18%	5%	211%	-18%

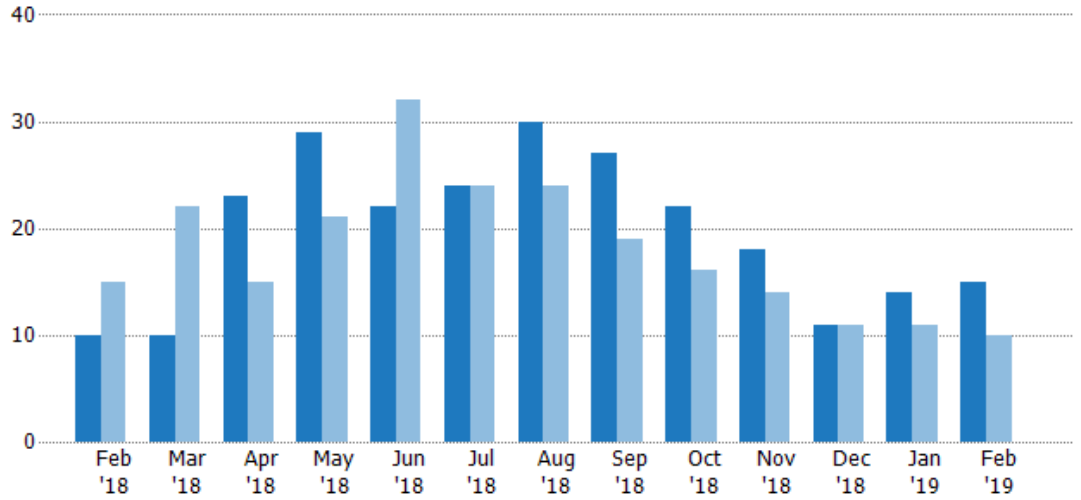
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	15	50%
Feb '18	10	-33.3%
Feb '17	15	53.3%



Current Year	10	10	23	29	22	24	30	27	22	18	11	14	15
Prior Year	15	22	15	21	32	24	24	19	16	14	11	11	10
Percent Change from Prior Year	-33%	-55%	53%	38%	-31%	0%	25%	42%	38%	29%	0%	27%	50%

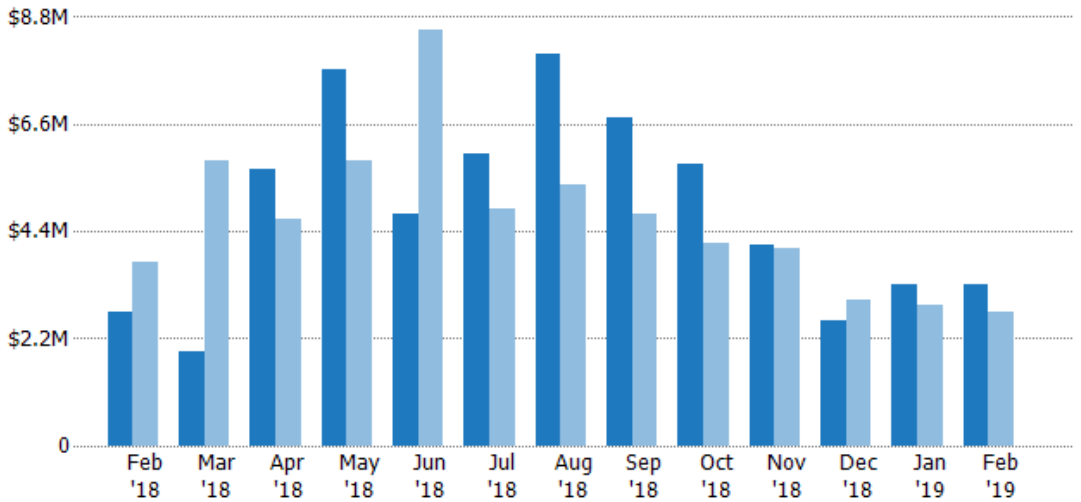
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$3.3M	20.4%
Feb '18	\$2.74M	-27%
Feb '17	\$3.76M	8.5%



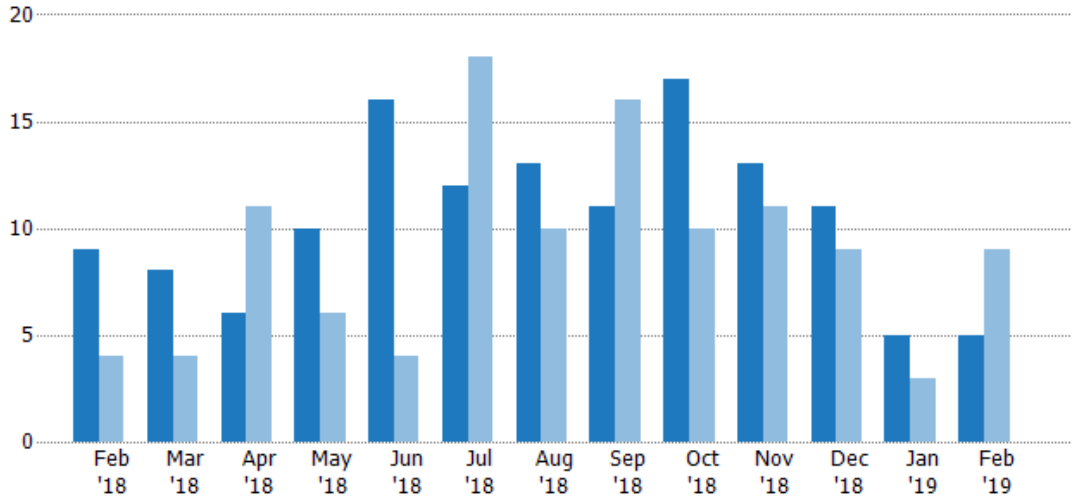
Current Year	\$2.74M	\$1.92M	\$5.66M	\$7.74M	\$4.76M	\$5.98M	\$8.04M	\$6.75M	\$5.8M	\$4.13M	\$2.56M	\$3.31M	\$3.3M
Prior Year	\$3.76M	\$5.84M	\$4.65M	\$5.86M	\$8.52M	\$4.88M	\$5.37M	\$4.74M	\$4.14M	\$4.04M	\$2.98M	\$2.89M	\$2.74M
Percent Change from Prior Year	-27%	-67%	22%	32%	-44%	23%	50%	42%	40%	2%	-14%	15%	20%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



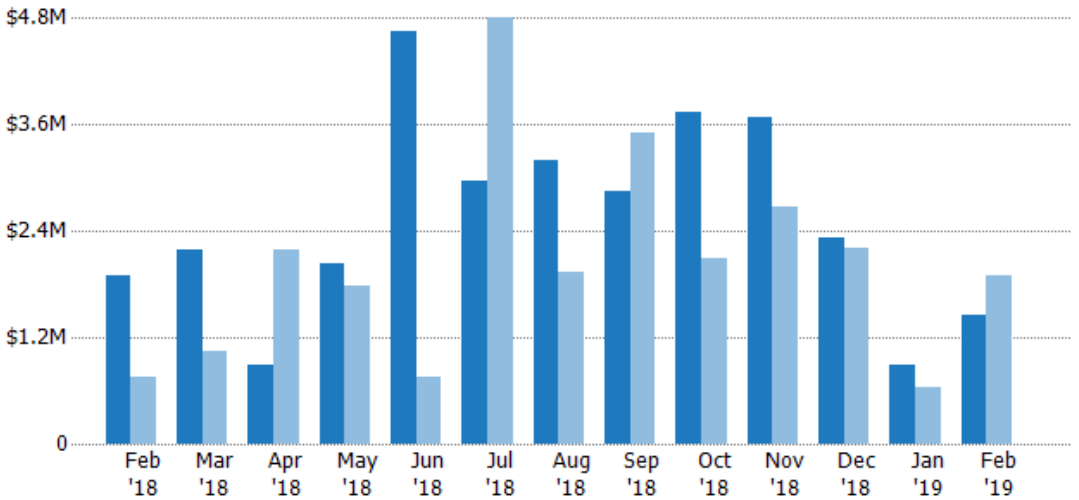
Month/Year	Count	% Chg.
Feb '19	5	-44.4%
Feb '18	9	125%
Feb '17	4	25%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



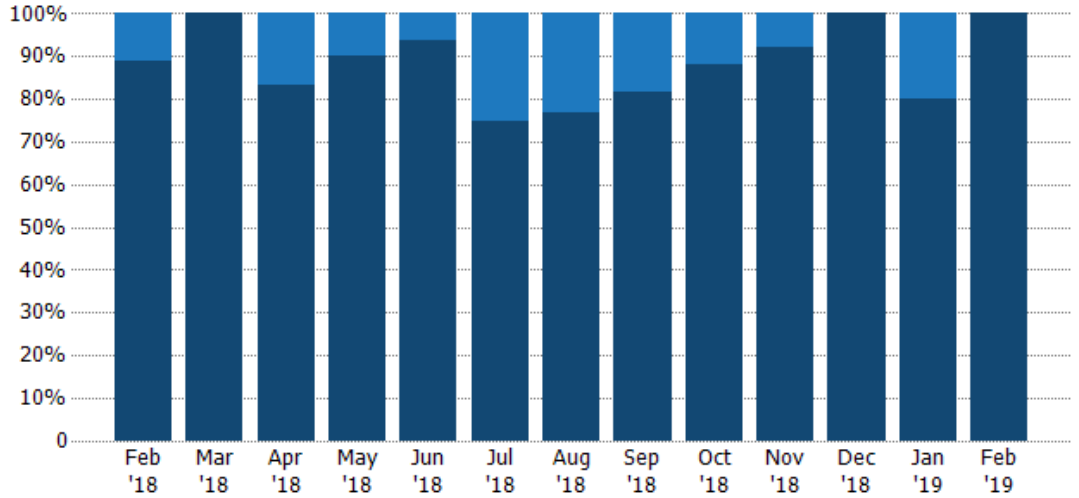
Month/Year	Volume	% Chg.
Feb '19	\$1.46M	-23%
Feb '18	\$1.89M	150.4%
Feb '17	\$755K	28.1%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



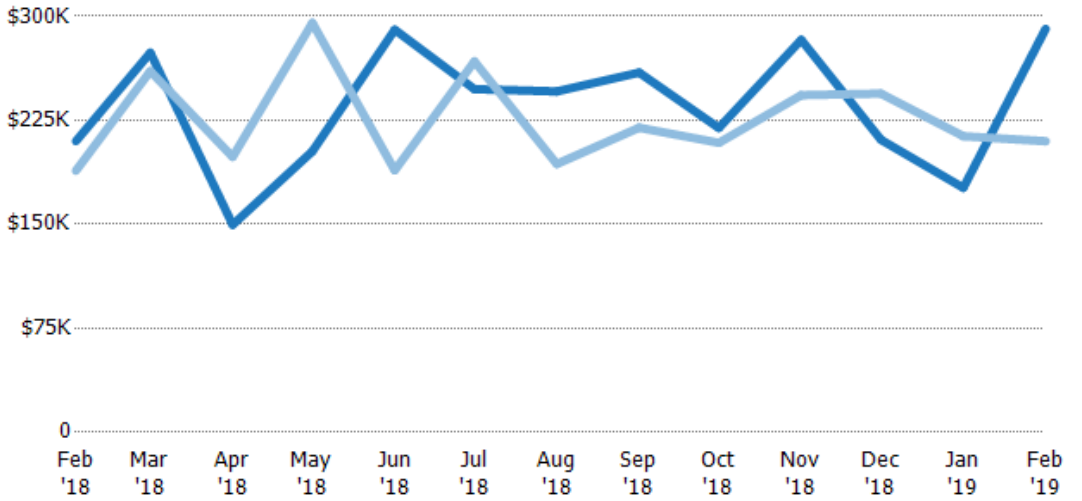
Condo/Townhouse	11%	-	17%	10%	6%	25%	23%	18%	12%	8%	-	20%	-
Single Family Residence	89%	100%	83%	90%	94%	75%	77%	82%	88%	92%	100%	80%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year	\$210K	\$274K	\$150K	\$203K	\$290K	\$247K	\$246K	\$259K	\$219K	\$283K	\$211K	\$176K	\$291K
Prior Year	\$189K	\$260K	\$199K	\$295K	\$189K	\$267K	\$193K	\$220K	\$209K	\$243K	\$244K	\$214K	\$210K
Percent Change from Prior Year	11%	5%	-25%	-31%	54%	-7%	27%	18%	5%	16%	-14%	-17%	39%

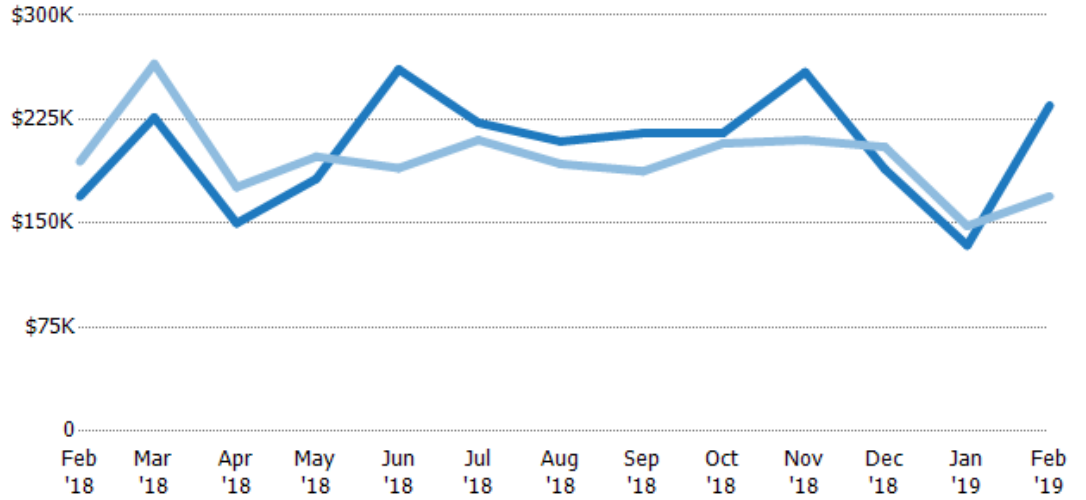
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '19	\$235K	38.7%
Feb '18	\$169K	-12.9%
Feb '17	\$195K	10%



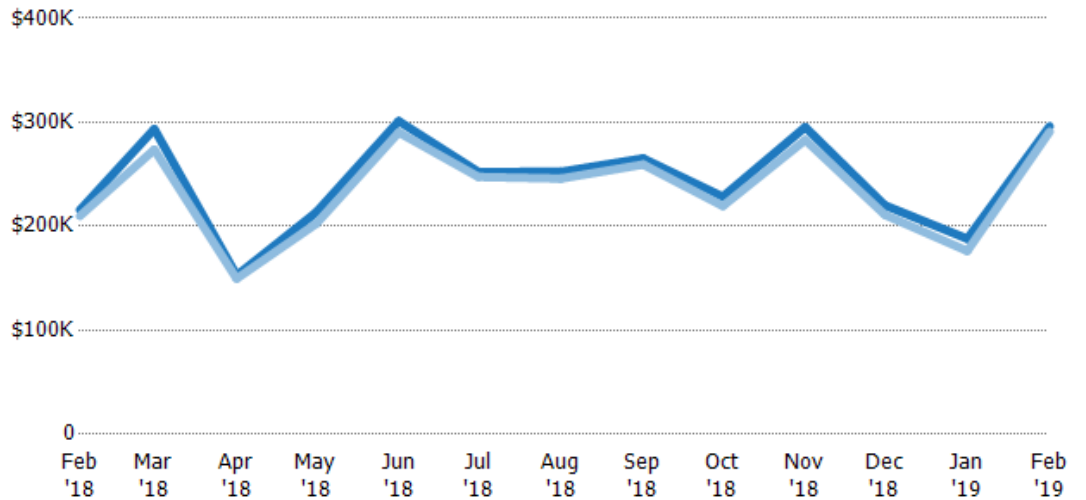
Current Year	\$169K	\$226K	\$150K	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$189K	\$134K	\$235K
Prior Year	\$195K	\$265K	\$176K	\$198K	\$190K	\$210K	\$193K	\$188K	\$208K	\$210K	\$205K	\$148K	\$169K
Percent Change from Prior Year	-13%	-15%	-15%	-8%	38%	6%	8%	15%	4%	23%	-8%	-9%	39%

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

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



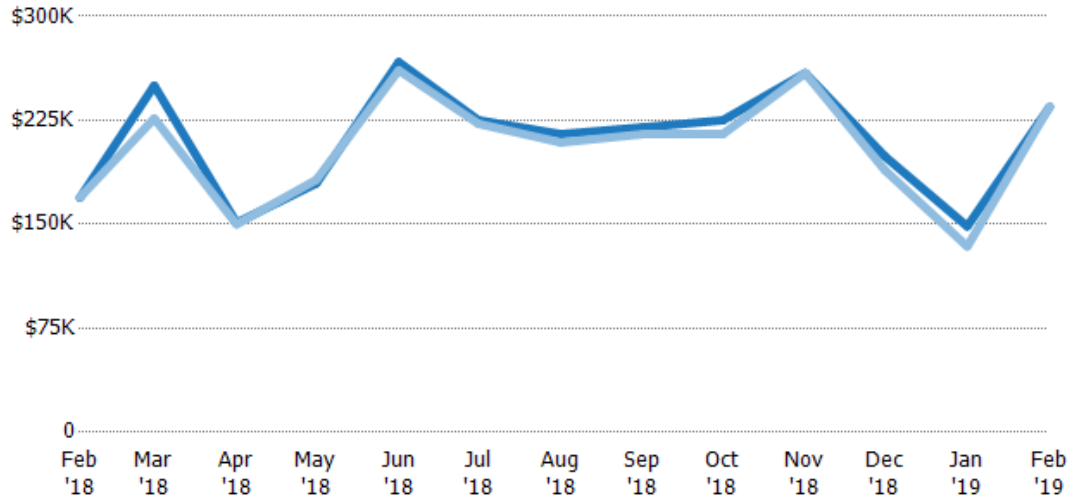
Avg List Price	\$216K	\$293K	\$153K	\$214K	\$301K	\$252K	\$252K	\$265K	\$228K	\$295K	\$220K	\$188K	\$296K
Avg Sales Price	\$210K	\$274K	\$150K	\$203K	\$290K	\$247K	\$246K	\$259K	\$219K	\$283K	\$211K	\$176K	\$291K
Avg Sales Price as a % of Avg List Price	97%	93%	98%	95%	96%	98%	97%	98%	96%	96%	96%	94%	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

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



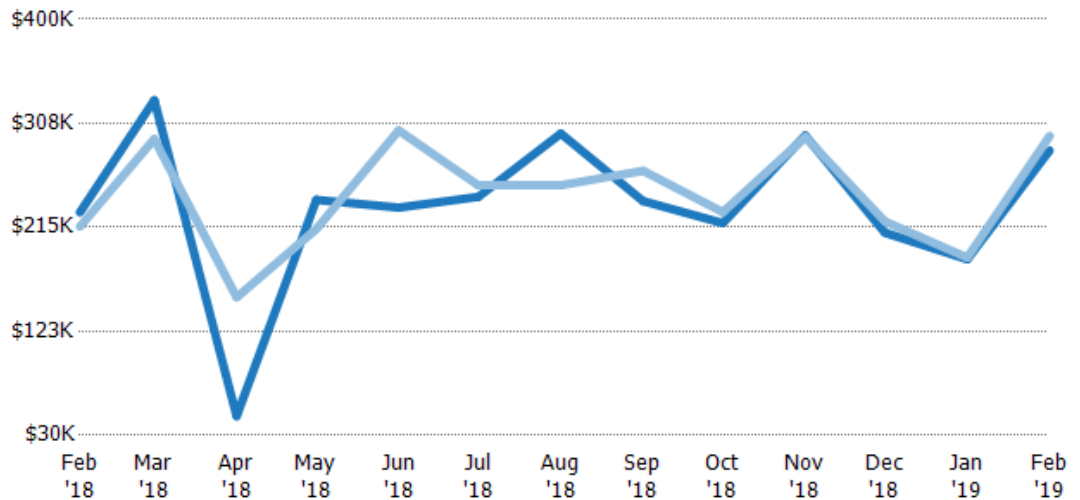
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$169K	\$250K	\$151K	\$180K	\$267K	\$225K	\$215K	\$220K	\$225K	\$259K	\$199K	\$149K	\$235K
Median Sales Price	\$169K	\$226K	\$150K	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$189K	\$134K	\$235K
Med Sales Price as a % of Med List Price	100%	91%	99%	101%	98%	99%	97%	98%	96%	100%	95%	90%	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

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



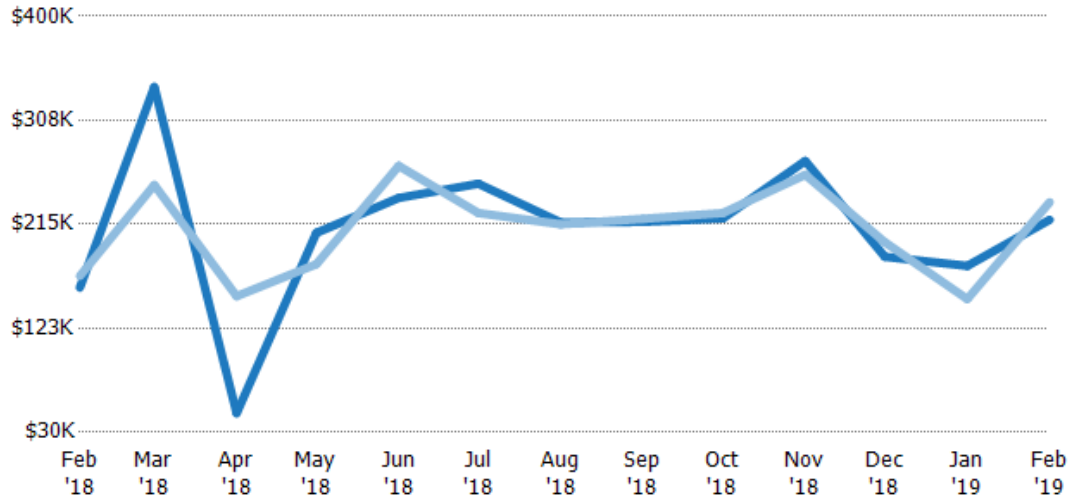
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$228K	\$328K	\$47K	\$239K	\$232K	\$242K	\$298K	\$238K	\$219K	\$297K	\$210K	\$186K	\$283K
Avg Sales Price	\$216K	\$293K	\$153K	\$214K	\$301K	\$252K	\$252K	\$265K	\$228K	\$295K	\$220K	\$188K	\$296K
Avg Sales Price as a % of Avg Est Value	94%	89%	325%	89%	130%	104%	85%	111%	104%	100%	105%	101%	105%

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

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$159K	\$337K	\$47K	\$207K	\$238K	\$251K	\$217K	\$217K	\$220K	\$271K	\$186K	\$178K	\$219K
Median Sales Price	\$169K	\$250K	\$151K	\$180K	\$267K	\$225K	\$215K	\$220K	\$225K	\$259K	\$199K	\$149K	\$235K
Med Sales Price as a % of Med Est Value	107%	74%	321%	87%	112%	90%	99%	101%	102%	95%	107%	83%	107%