

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 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	22	+45.5%	75	62	+21%
New Listing Volume	\$10,341,900	\$5,889,000	+75.6%	\$22,413,000	\$16,141,700	+38.9%
Active Listing Count	66	58	+13.8%	N/A	N/A	
Active Listing Volume	\$22,017,700	\$16,462,087	+33.7%	N/A	N/A	
Average Listing Price	\$333,602	\$283,829	+17.5%	\$287,488	\$273,190	+5.2%
Median Listing Price	\$264,950	\$229,900	+15.2%	\$236,983	\$223,278	+6.1%
Median Days in RPR	50	65.5	-23.7%	119.69	148.61	-19.5%
Months of Inventory	13.2	9.7	+36.6%	8.2	8.6	-4.6%
Absorption Rate	7.58%	10.34%	-2.8%	12.16%	11.6%	+0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	21	17	+23.5%	63	55	+14.5%
New Pending Sales Volume	\$5,099,499	\$4,346,799	+17.3%	\$14,477,958	\$12,895,999	+12.3%
Pending Sales Count	35	29	+20.7%	N/A	N/A	
Pending Sales Volume	\$7,941,999	\$7,737,499	+2.6%	N/A	N/A	
Closed Sales Count	11	10	+10%	34	36	-5.6%
Closed Sales Volume	\$2,397,500	\$2,026,000	+18.3%	\$7,333,500	\$7,643,088	-4.1%
Average Sales Price	\$217,955	\$202,600	+7.6%	\$215,691	\$212,308	+1.6%
Median Sales Price	\$200,000	\$182,000	+9.9%	\$189,338	\$180,539	+4.9%

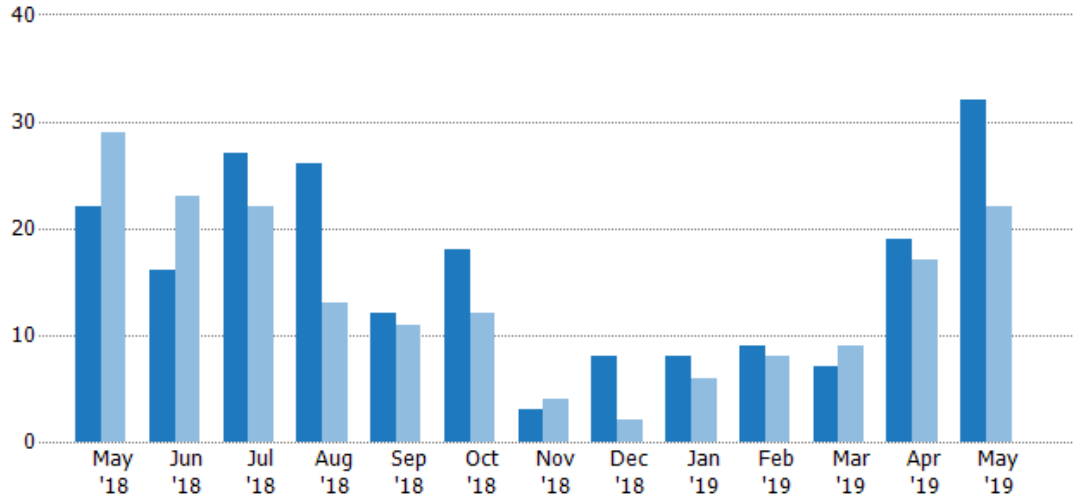
New Listings

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.
May '19	32	45.5%
May '18	22	-24.1%
May '17	29	-27.6%



Current Year	22	16	27	26	12	18	3	8	8	9	7	19	32
Prior Year	29	23	22	13	11	12	4	2	6	8	9	17	22
Percent Change from Prior Year	-24%	-30%	23%	100%	9%	50%	-25%	300%	33%	13%	-22%	12%	45%

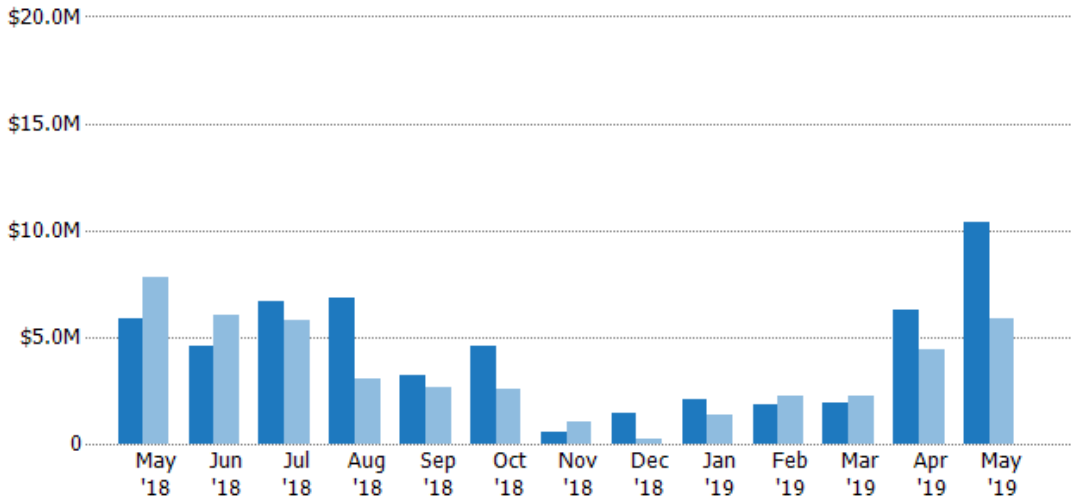
New Listing Volume

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.
May '19	\$10.3M	75.6%
May '18	\$5.89M	-24.6%
May '17	\$7.81M	-30.2%



Current Year	\$5.89M	\$4.54M	\$6.65M	\$6.86M	\$3.24M	\$4.59M	\$520K	\$1.47M	\$2.07M	\$1.83M	\$1.91M	\$6.26M	\$10.3M
Prior Year	\$7.81M	\$6.01M	\$5.77M	\$3.07M	\$2.66M	\$2.55M	\$1.04M	\$250K	\$1.39M	\$2.2M	\$2.24M	\$4.42M	\$5.89M
Percent Change from Prior Year	-25%	-24%	15%	123%	22%	80%	-50%	487%	48%	-17%	-15%	42%	76%

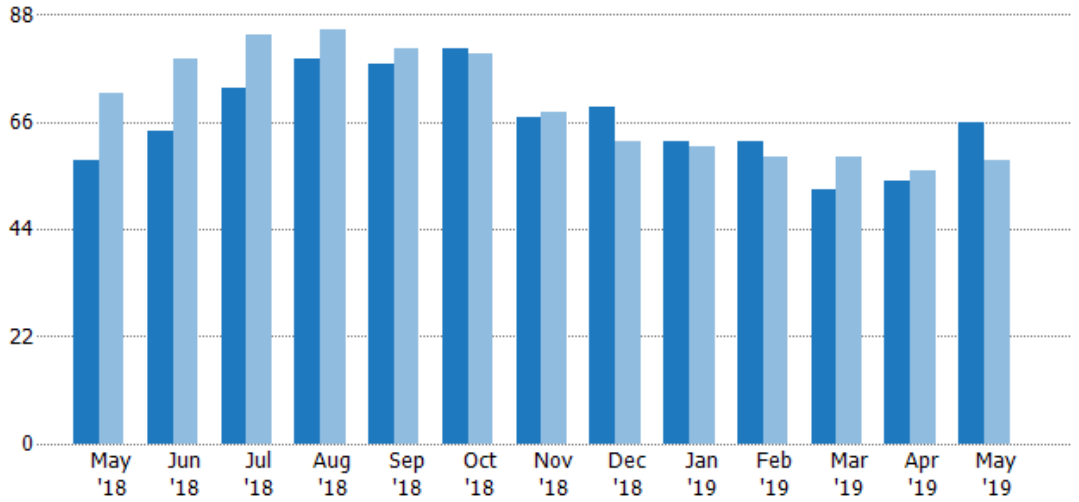
Active Listings

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	Count	% Chg.
May '19	66	13.8%
May '18	58	-19.4%
May '17	72	19.4%



Current Year	58	64	73	79	78	81	67	69	62	62	52	54	66
Prior Year	72	79	84	85	81	80	68	62	61	59	59	56	58
Percent Change from Prior Year	-19%	-19%	-13%	-7%	-4%	1%	-1%	11%	2%	5%	-12%	-4%	14%

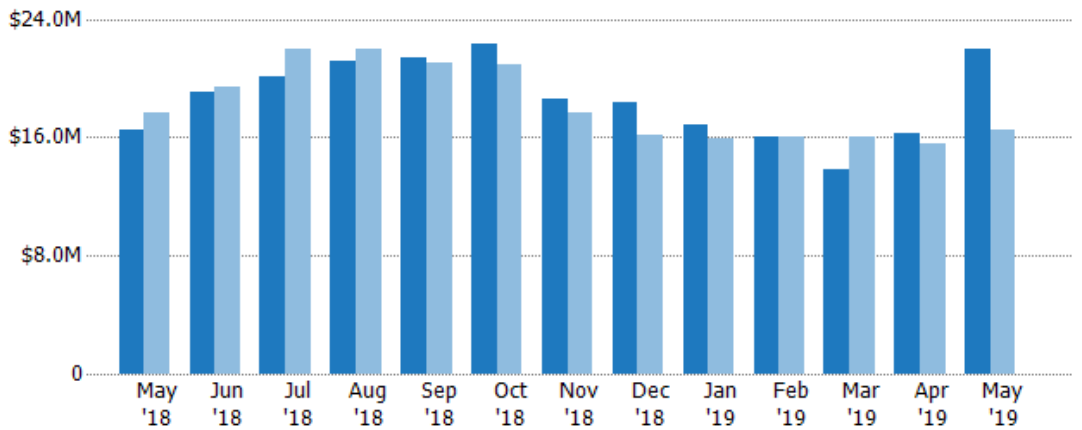
Active Listing Volume

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	Volume	% Chg.
May '19	\$22M	33.7%
May '18	\$16.5M	-6.6%
May '17	\$17.6M	36.8%



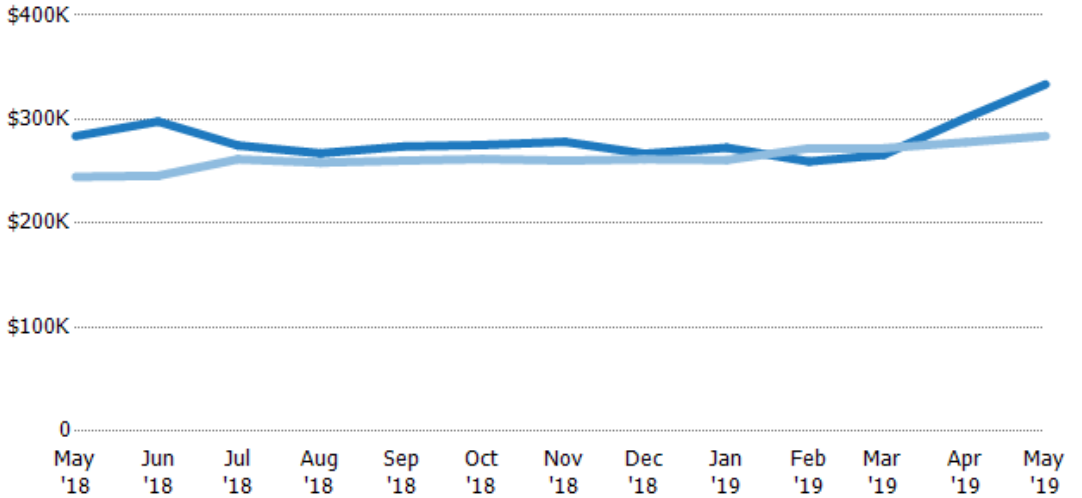
Current Year	\$16.5M	\$19.1M	\$20.1M	\$21.1M	\$21.4M	\$22.3M	\$18.6M	\$18.4M	\$16.9M	\$16.1M	\$13.8M	\$16.3M	\$22M
Prior Year	\$17.6M	\$19.4M	\$22M	\$22M	\$21.1M	\$20.9M	\$17.7M	\$16.2M	\$15.9M	\$16.1M	\$16.1M	\$15.6M	\$16.5M
Percent Change from Prior Year	-7%	-2%	-9%	-4%	1%	6%	5%	14%	6%	0%	-14%	5%	34%

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



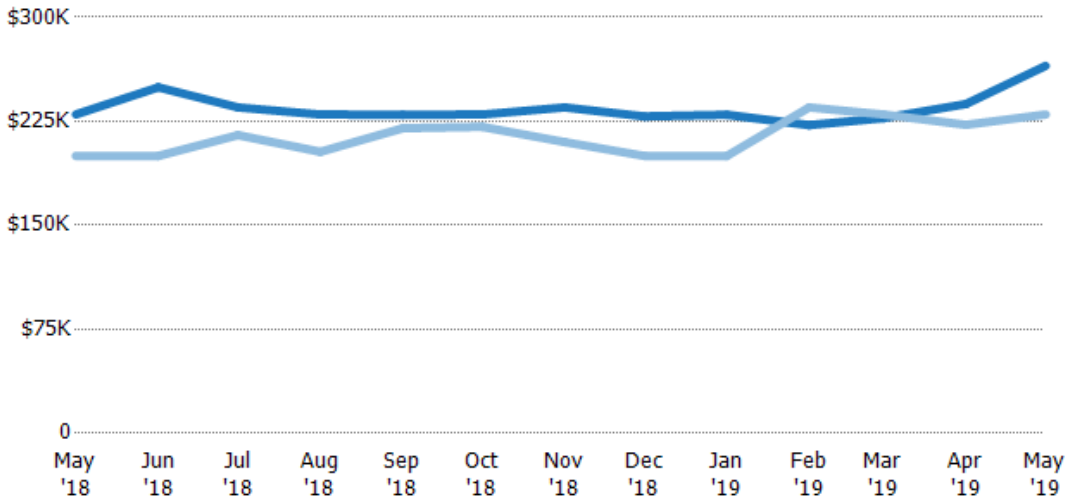
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$284K	\$298K	\$275K	\$267K	\$274K	\$275K	\$278K	\$267K	\$273K	\$259K	\$266K	\$301K	\$334K
Prior Year	\$245K	\$246K	\$262K	\$258K	\$260K	\$262K	\$260K	\$261K	\$261K	\$272K	\$272K	\$278K	\$284K
Percent Change from Prior Year	16%	21%	5%	3%	5%	5%	7%	2%	5%	-5%	-2%	8%	18%

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



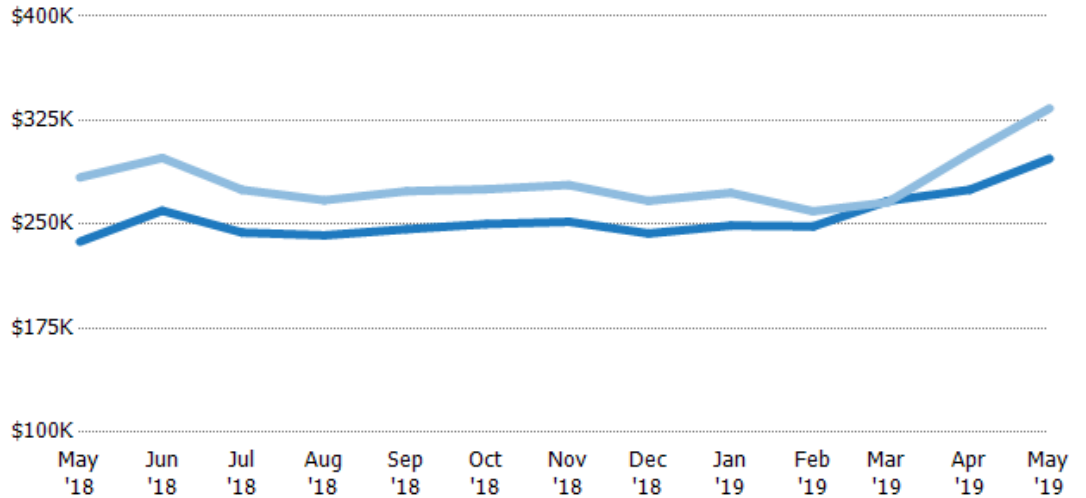
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$230K	\$250K	\$235K	\$230K	\$230K	\$230K	\$235K	\$229K	\$230K	\$222K	\$227K	\$237K	\$265K
Prior Year	\$200K	\$200K	\$215K	\$203K	\$220K	\$221K	\$210K	\$200K	\$200K	\$235K	\$230K	\$222K	\$230K
Percent Change from Prior Year	15%	25%	9%	13%	4%	4%	12%	14%	15%	-5%	-1%	7%	15%

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



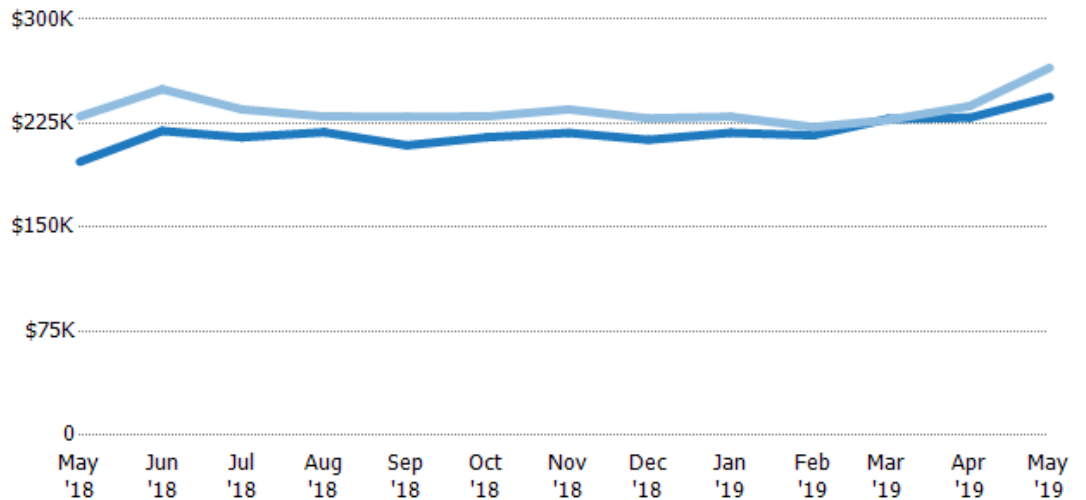
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$237K	\$260K	\$244K	\$242K	\$246K	\$250K	\$252K	\$243K	\$249K	\$248K	\$267K	\$275K	\$297K
Avg Listing Price	\$284K	\$298K	\$275K	\$267K	\$274K	\$275K	\$278K	\$267K	\$273K	\$259K	\$266K	\$301K	\$334K
Avg Listing Price as a % of Avg Est Value	120%	115%	113%	110%	111%	110%	111%	110%	109%	104%	100%	110%	112%

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



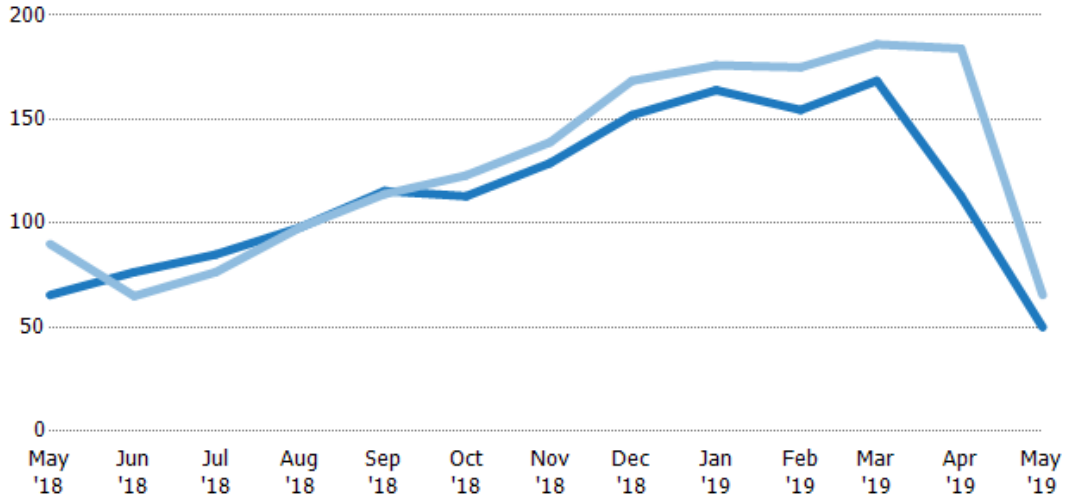
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$197K	\$219K	\$215K	\$219K	\$209K	\$215K	\$218K	\$213K	\$218K	\$216K	\$228K	\$229K	\$244K
Median Listing Price	\$230K	\$250K	\$235K	\$230K	\$230K	\$230K	\$235K	\$229K	\$230K	\$222K	\$227K	\$237K	\$265K
Med Listing Price as a % of Med Est Value	117%	114%	109%	105%	110%	107%	108%	107%	105%	103%	100%	104%	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.
May '19	50	-23.7%
May '18	65.5	-27.2%
May '17	90	65.6%

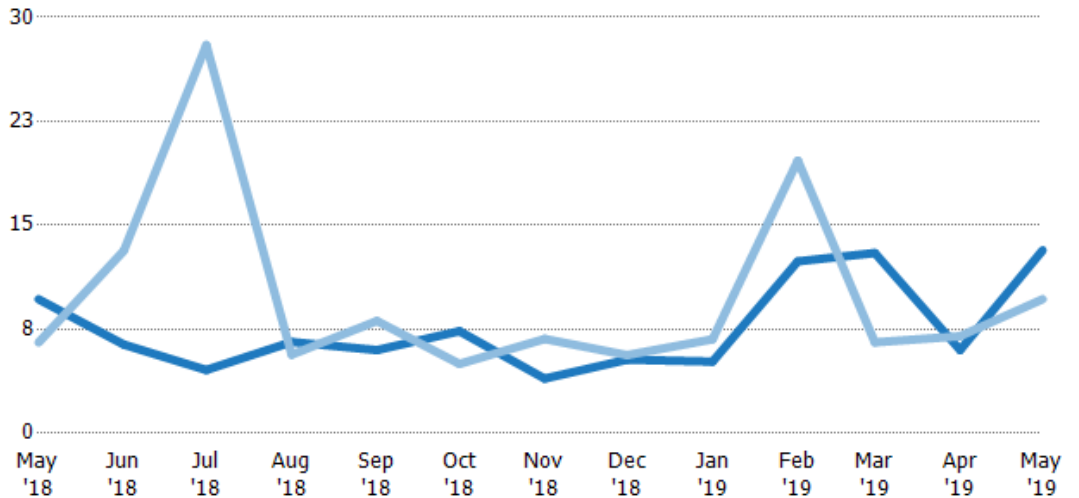
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	65.5	76.5	85	98	116	113	129	152	164	155	169	113	50
Prior Year	90	65	76.5	98	114	123	139	169	176	175	186	184	65.5
Percent Change from Prior Year	-27%	18%	11%	0%	1%	-8%	-7%	-10%	-7%	-12%	-9%	-39%	-24%

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.
May '19	13.2	36.6%
May '18	9.67	47.7%
May '17	6.55	338%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	9.67	6.4	4.56	6.58	6	7.36	3.94	5.31	5.17	12.4	13	6	13.2
Prior Year	6.55	13.2	28	5.67	8.1	5	6.8	5.64	6.78	19.7	6.56	7	9.67
Percent Change from Prior Year	48%	-51%	-84%	16%	-26%	47%	-42%	-6%	-24%	-37%	98%	-14%	37%

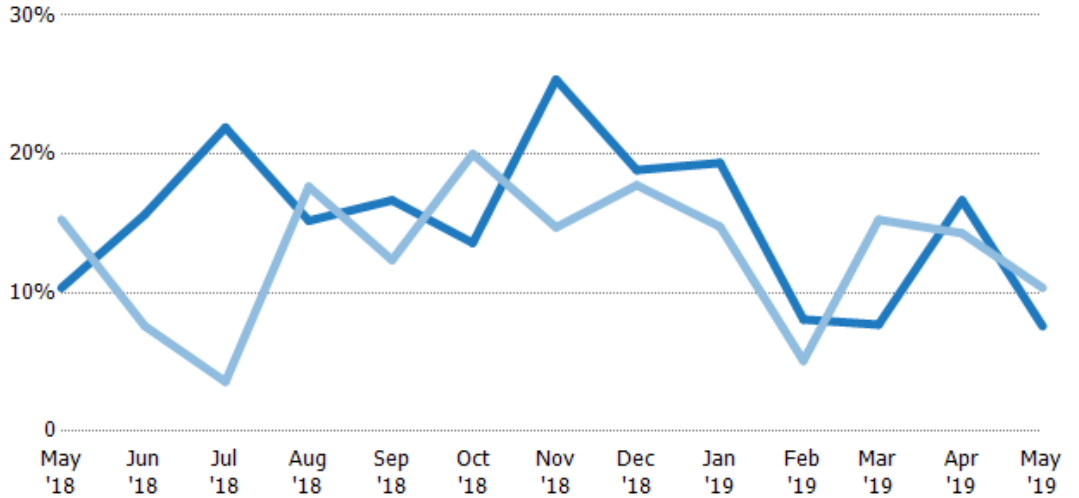
Absorption Rate

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.
May '19	8%	2.8%
May '18	10%	4.9%
May '17	15%	-77.2%



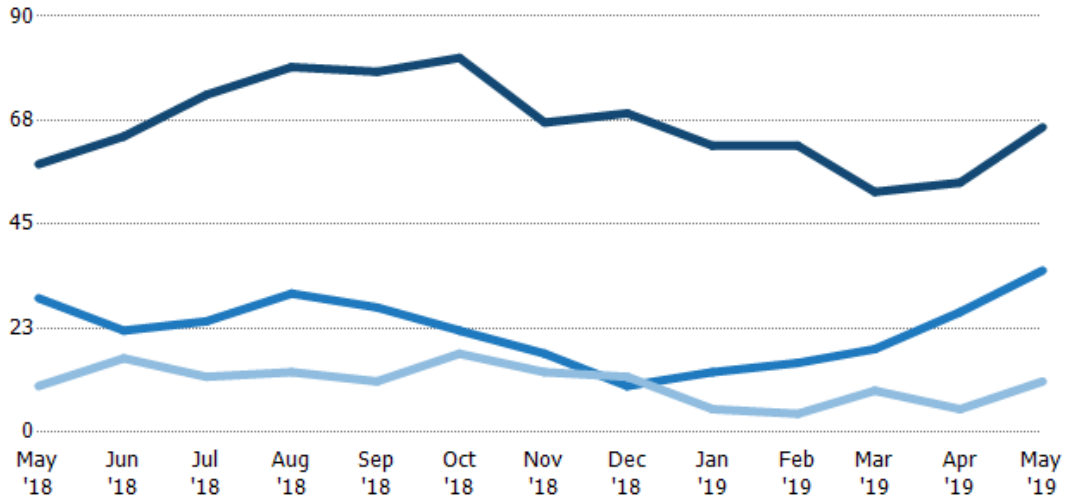
Current Year	10%	16%	22%	15%	17%	14%	25%	19%	19%	8%	8%	17%	8%
Prior Year	15%	8%	4%	18%	12%	20%	15%	18%	15%	5%	15%	14%	10%
Change from Prior Year	5%	-8%	-18%	2%	-4%	6%	-11%	-1%	-5%	-3%	8%	-2%	3%

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



Active	58	64	73	79	78	81	67	69	62	62	52	54	66
Pending	29	22	24	30	27	22	17	10	13	15	18	26	35
Sold	10	16	12	13	11	17	13	12	5	4	9	5	11

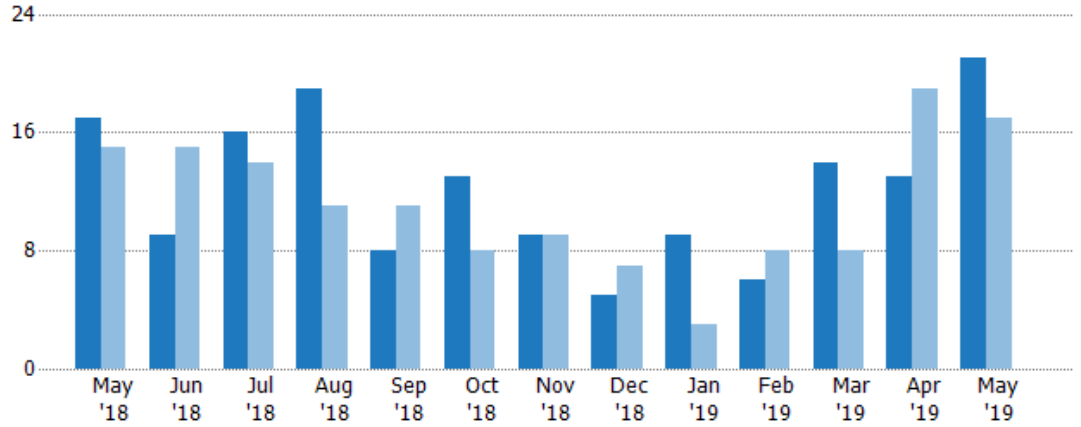
New Pending Sales

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.
May '19	21	23.5%
May '18	17	13.3%
May '17	15	20%



Current Year	17	9	16	19	8	13	9	5	9	6	14	13	21
Prior Year	15	15	14	11	11	8	9	7	3	8	8	19	17
Percent Change from Prior Year	13%	-40%	14%	73%	-27%	63%	0%	-29%	200%	-25%	75%	-32%	24%

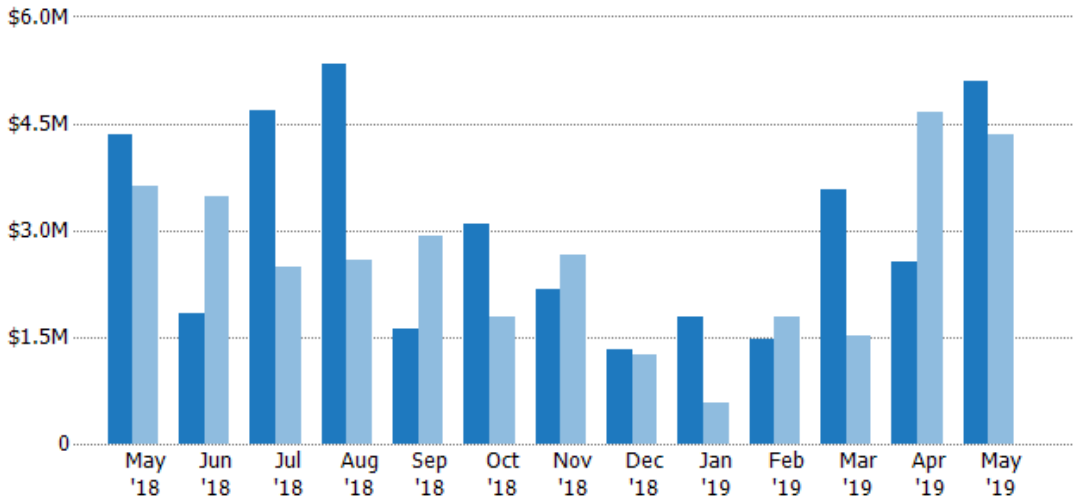
New Pending Sales Volume

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.
May '19	\$5.1M	17.3%
May '18	\$4.35M	20.1%
May '17	\$3.62M	6.1%



Current Year	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$3.08M	\$2.17M	\$1.32M	\$1.77M	\$1.47M	\$3.57M	\$2.56M	\$5.1M
Prior Year	\$3.62M	\$3.47M	\$2.48M	\$2.57M	\$2.91M	\$1.79M	\$2.65M	\$1.26M	\$570K	\$1.79M	\$1.52M	\$4.66M	\$4.35M
Percent Change from Prior Year	20%	-47%	89%	108%	-44%	72%	-18%	5%	211%	-18%	135%	-45%	17%

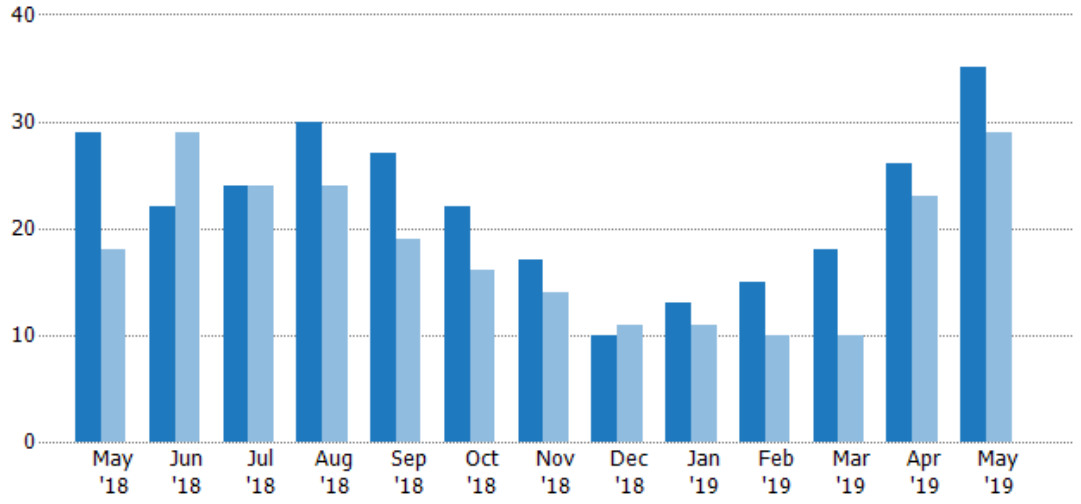
Pending Sales

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.
May '19	35	20.7%
May '18	29	61.1%
May '17	18	44.4%



Current Year	29	22	24	30	27	22	17	10	13	15	18	26	35
Prior Year	18	29	24	24	19	16	14	11	11	10	10	23	29
Percent Change from Prior Year	61%	-24%	0%	25%	42%	38%	21%	-9%	18%	50%	80%	13%	21%

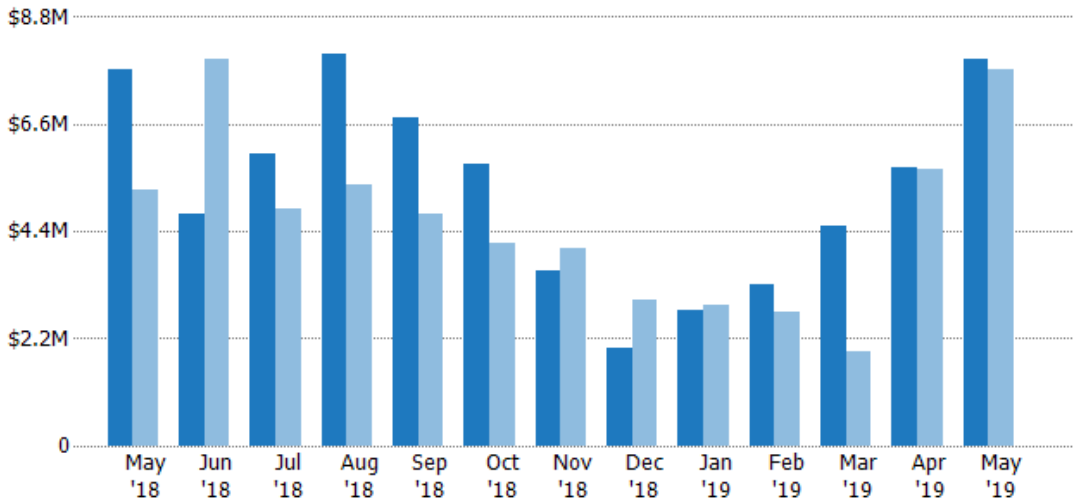
Pending Sales Volume

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.
May '19	\$7.94M	2.6%
May '18	\$7.74M	47.5%
May '17	\$5.24M	20.3%



Current Year	\$7.74M	\$4.76M	\$5.98M	\$8.04M	\$6.75M	\$5.8M	\$3.58M	\$2.01M	\$2.77M	\$3.3M	\$4.5M	\$5.72M	\$7.94M
Prior Year	\$5.24M	\$7.94M	\$4.88M	\$5.37M	\$4.74M	\$4.14M	\$4.04M	\$2.98M	\$2.89M	\$2.74M	\$1.92M	\$5.66M	\$7.74M
Percent Change from Prior Year	48%	-40%	23%	50%	42%	40%	-11%	-32%	-4%	20%	135%	1%	3%

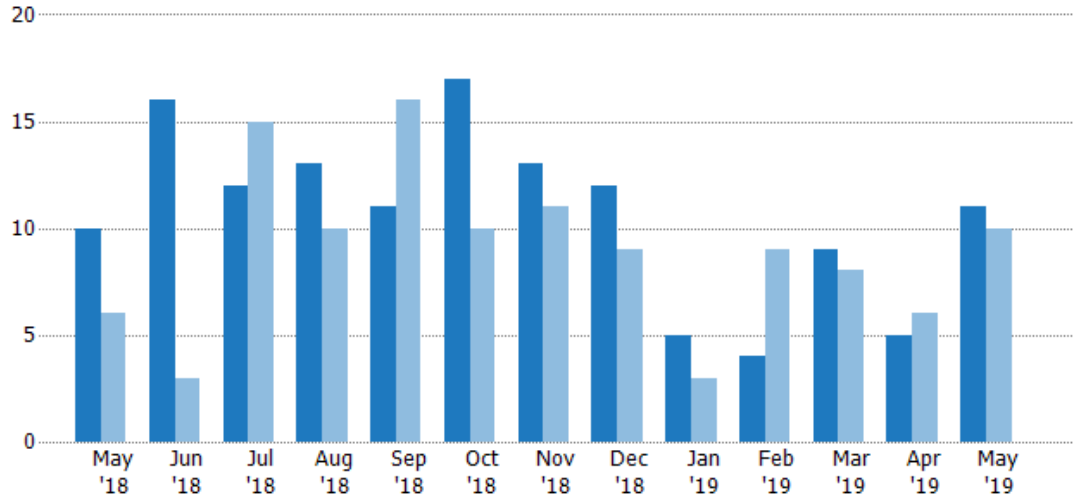
Closed Sales

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.
May '19	11	10%
May '18	10	66.7%
May '17	6	133.3%



Current Year	10	16	12	13	11	17	13	12	5	4	9	5	11
Prior Year	6	3	15	10	16	10	11	9	3	9	8	6	10
Percent Change from Prior Year	67%	433%	-20%	30%	-31%	70%	18%	33%	67%	-56%	13%	-17%	10%

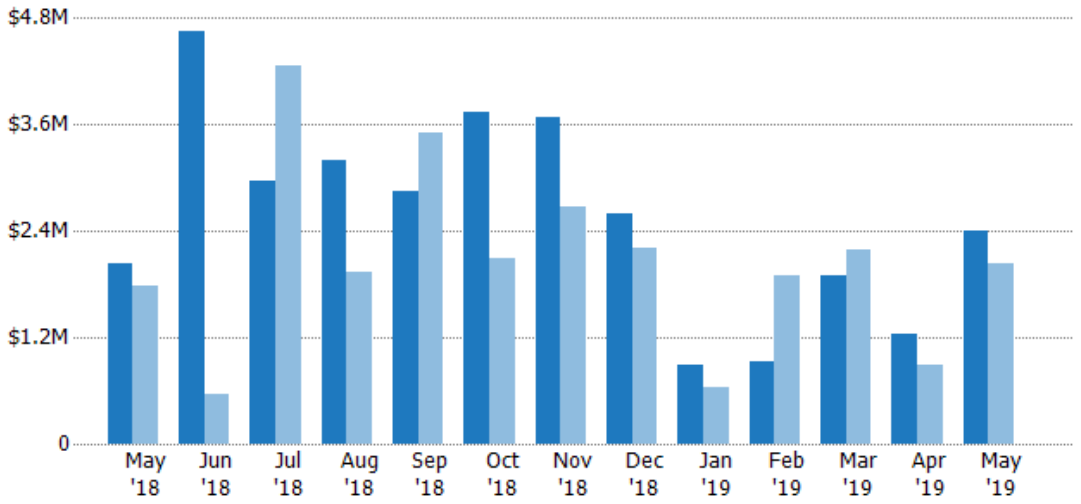
Closed Sales Volume

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.
May '19	\$2.4M	18.3%
May '18	\$2.03M	14.4%
May '17	\$1.77M	44.2%



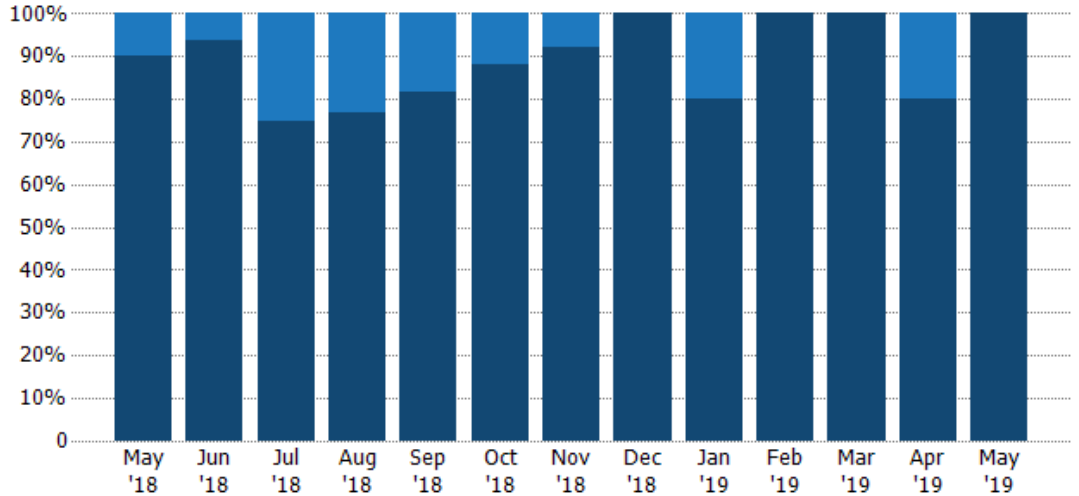
Current Year	\$2.03M	\$4.65M	\$2.97M	\$3.2M	\$2.85M	\$3.73M	\$3.68M	\$2.59M	\$882K	\$920K	\$1.9M	\$1.24M	\$2.4M
Prior Year	\$1.77M	\$566K	\$4.26M	\$1.93M	\$3.51M	\$2.09M	\$2.67M	\$2.2M	\$641K	\$1.89M	\$2.19M	\$898K	\$2.03M
Percent Change from Prior Year	14%	721%	-30%	65%	-19%	79%	38%	18%	38%	-51%	-13%	38%	18%

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



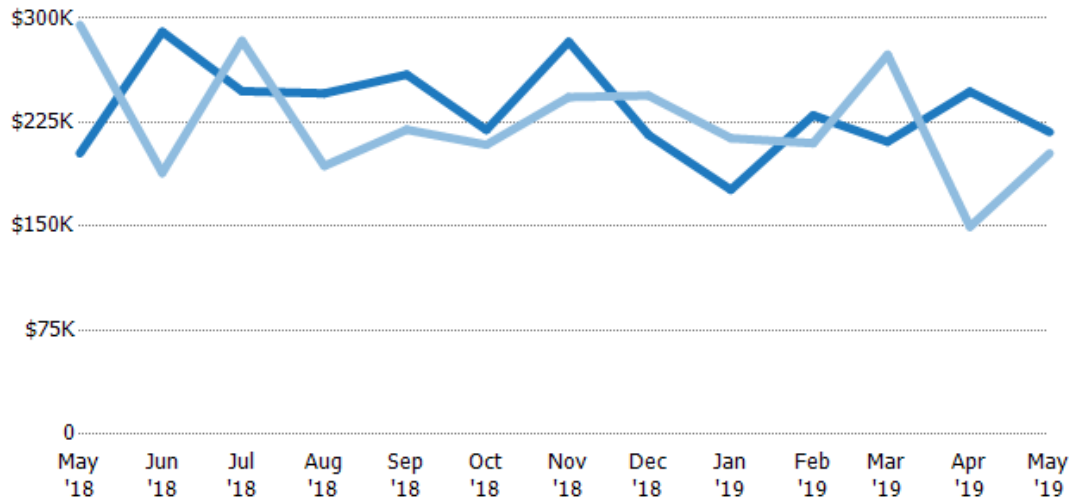
Condo/Townhouse	10%	6%	25%	23%	18%	12%	8%	-	20%	-	-	20%	-
Single Family Residence	90%	94%	75%	77%	82%	88%	92%	100%	80%	100%	100%	80%	100%

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	\$203K	\$290K	\$247K	\$246K	\$259K	\$219K	\$283K	\$216K	\$176K	\$230K	\$211K	\$247K	\$218K
Prior Year	\$295K	\$189K	\$284K	\$193K	\$220K	\$209K	\$243K	\$244K	\$214K	\$210K	\$274K	\$150K	\$203K
Percent Change from Prior Year	-31%	54%	-13%	27%	18%	5%	16%	-12%	-17%	10%	-23%	65%	8%

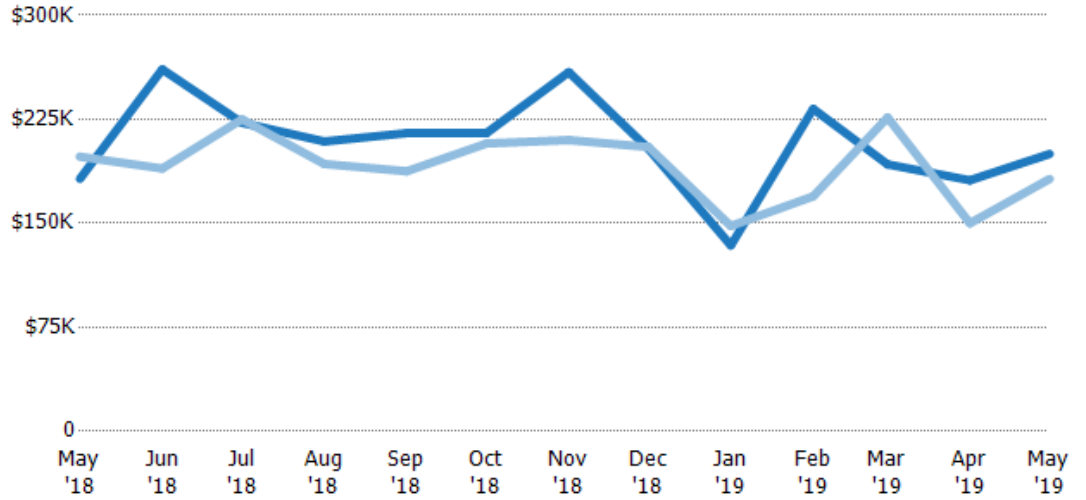
Median Sales Price

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.
May '19	\$200K	9.9%
May '18	\$182K	-8.1%
May '17	\$198K	-18.6%



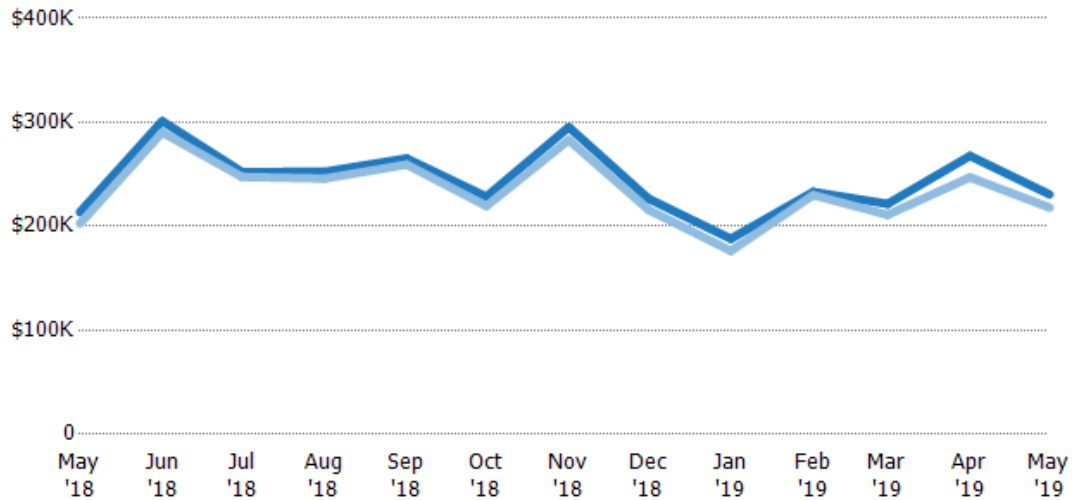
Current Year	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$204K	\$134K	\$233K	\$193K	\$181K	\$200K
Prior Year	\$198K	\$190K	\$225K	\$193K	\$188K	\$208K	\$210K	\$205K	\$148K	\$169K	\$226K	\$150K	\$182K
Percent Change from Prior Year	-8%	38%	-1%	8%	15%	4%	23%	-1%	-9%	37%	-15%	21%	10%

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

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



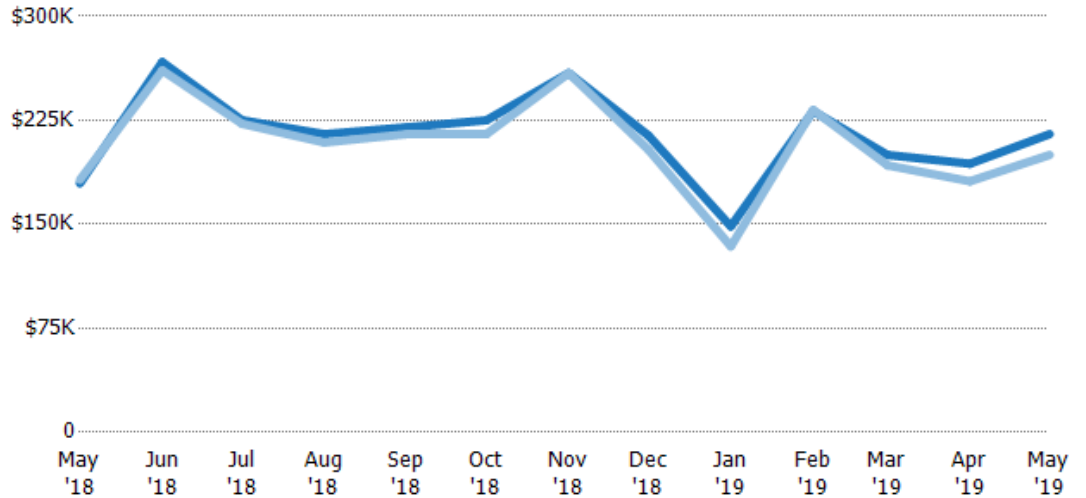
Avg List Price	\$214K	\$301K	\$252K	\$252K	\$265K	\$228K	\$295K	\$227K	\$188K	\$233K	\$222K	\$268K	\$231K
Avg Sales Price	\$203K	\$290K	\$247K	\$246K	\$259K	\$219K	\$283K	\$216K	\$176K	\$230K	\$211K	\$247K	\$218K
Avg Sales Price as a % of Avg List Price	95%	96%	98%	97%	98%	96%	96%	95%	94%	99%	95%	92%	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

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



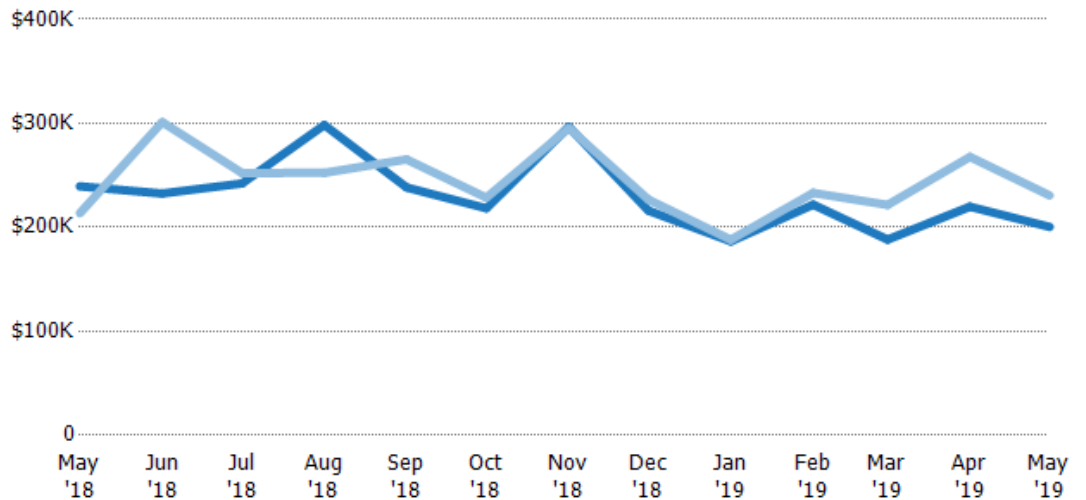
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$180K	\$267K	\$225K	\$215K	\$220K	\$225K	\$259K	\$214K	\$149K	\$232K	\$200K	\$194K	\$215K
Median Sales Price	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$204K	\$134K	\$233K	\$193K	\$181K	\$200K
Med Sales Price as a % of Med List Price	101%	98%	99%	97%	98%	96%	100%	95%	90%	100%	96%	93%	93%

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



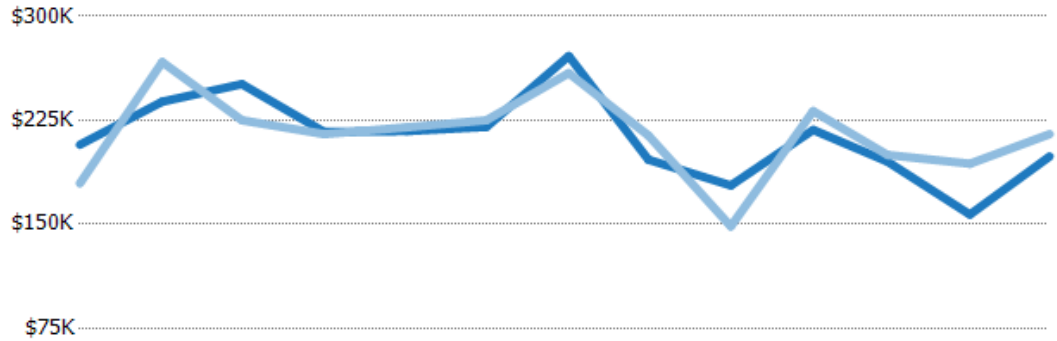
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$239K	\$232K	\$242K	\$298K	\$238K	\$218K	\$297K	\$216K	\$186K	\$222K	\$188K	\$220K	\$200K
Avg Sales Price	\$214K	\$301K	\$252K	\$252K	\$265K	\$228K	\$295K	\$227K	\$188K	\$233K	\$222K	\$268K	\$231K
Avg Sales Price as a % of Avg Est Value	89%	130%	104%	85%	111%	105%	100%	105%	101%	105%	118%	122%	115%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$207K	\$238K	\$251K	\$217K	\$217K	\$220K	\$271K	\$197K	\$178K	\$218K	\$195K	\$157K	\$199K
Median Sales Price	\$180K	\$267K	\$225K	\$215K	\$220K	\$225K	\$259K	\$214K	\$149K	\$232K	\$200K	\$194K	\$215K
Med Sales Price as a % of Med Est Value	87%	112%	90%	99%	101%	102%	95%	109%	83%	106%	102%	123%	108%