

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2017	YTD 2018	+ / -	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+700%	1	8	+700%	1	8	New Listing Count
+2,866.7%	\$49,900	\$1,480,400	+2,866.7%	\$49,900	\$1,480,400	New Listing Volume
	NA	NA	+_	61	61	Active Listing Count
	NA	NA	+0.8%	\$16,698,086	\$16,836,609	Active Listing Volume
+0.8%	\$273,739	\$276,010	+0.8%	\$273,739	\$276,010	Average Listing Price
+3.9%	\$220,000	\$228,500	+3.9%	\$220,000	\$228,500	Median Listing Price
-17.6%	170	140	-17.6%	170	140	Median Daysin RPR
-25%	10.2	7.6	-		_	Months of Inventory
+3.3%	9.84%	13.11%	+_		_	Absorption Rate
						Sales Activity Charts Metrics
+16.7%	6	7	+16.7%	6	7	New Pending Sales Count
+76.5%	\$1,091,700	\$1,926,600	+76.5%	\$1,091,700	\$1,926,600	New Pending Sales Volume
	N/A	NA	+55.6%	9	14	Pending Sales Count
	N/A	NA	+19.2%	\$2,658,600	\$3,169,000	Pending Sales Volume
+50%	8	12	+50%	8	12	Closed Sales Count
+48.6%	\$1,743,500	\$2,590,900	+48.6%	\$1,743,500	\$2,590,900	Closed Sales Volume
-0.9%	\$217,938	\$215,908	-0.9%	\$217,938	\$215,908	Average Sales Price
+2.6%	\$198,500	\$203,750	+2.6%	\$198,500	\$203,750	Median Sales Price

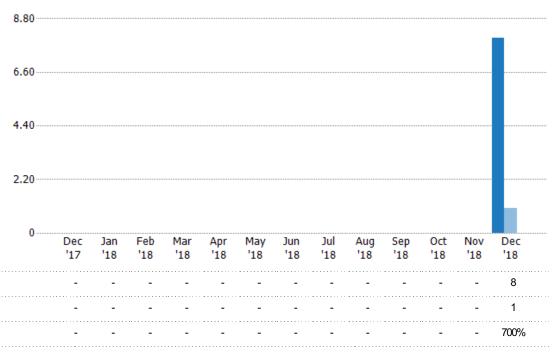




New Listings

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





New Listing Volume

Percent Change from Prior Year

Current Year

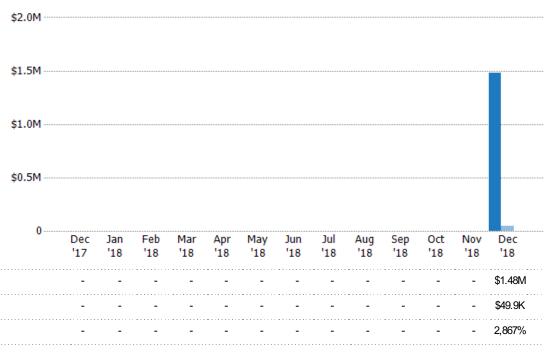
Prior Year

The sum of the listing price of 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





Current Year

Percent Change from Prior Year



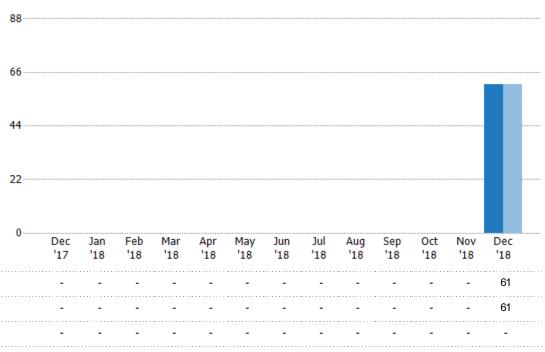
Active Listings

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



Active Listing Volume

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

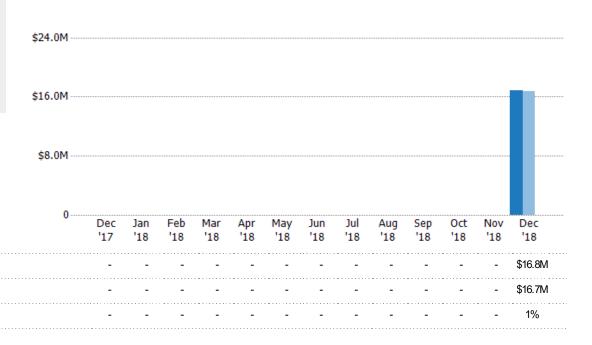
Filters Used

Current Year

PriorExtra Year

Prior Year

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





Current Year

Percent Change from Prior Year





Family Residence

Market Data Report

Average Listing Price

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

\$300K

\$150K

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

Property Type:
Condo/Townhouse/Apt, Single

\$225K ______

\$75K------

0... Dec Feb May Jun Jul Aug Sep Nov Dec '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$276K \$274K

Median Listing Price

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence \$300K \$225K \$150K

\$75K------

Dec '18	Nov '18	Oct '18	Sep '18	Aug '18	Jul '18	Jun '18	May '18	Apr '18	Mar '18	Feb '18	Jan '18	Dec '17	
\$229K	-	-	-	-	-	-	-	-	-	-	-		
\$220K	-	-	-	-	-	-	-	-	-	-	-	-	
40/													



Current Year
Prior Year

Percent Change from Prior Year



\$276K

105%

Market Data Report

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.

Avg Est Value	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18 \$262K
	0 Dec		Feb		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$225K												
Filters Used	\$300K												

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.

\$300K

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Med Listing Price as a % of Med Est Value

Avg Listing Price as a % of Avg Est Value

Avg Listing Price

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	
c	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	



Median Est Value

Median Listing Price





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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	140
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	0												
	50												
Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	150												
Filters Used	200												

Months of Inventory

Percent Change from Prior Year

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

20

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

15												
10												
5												
0 Dec '17	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	_	-	-	-	-	-	-	4.69
-	-	-	-	-	-	-	-	-	_	-	-	6.1
-	-	-	-	-	-	-	-	-	-	-	-	-23%

Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

—	Iters	1 1000	
ГΙ			

Family Residence

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

30%

20%

10%

	0												
	Dec '17	Jan '18	Feb '18	Mar '18			Jun '18		Aug '18		Oct '18		Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-		-			-	-	-	16%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

Active/Pending/Sold Units

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

18

Filters Used

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

70	
53	
25	

Dec Jan Feb Mar Apr May Jul Aug Sep 0ct Νον Dec Jun '18 '18 '18 61 14 12



Active

Sold

Pending



Current Year

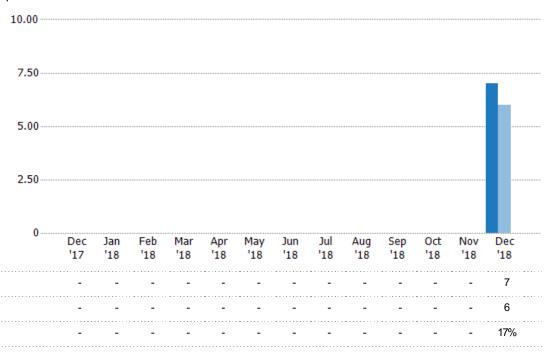
Prior Year

Market Data Report

New Pending Sales

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



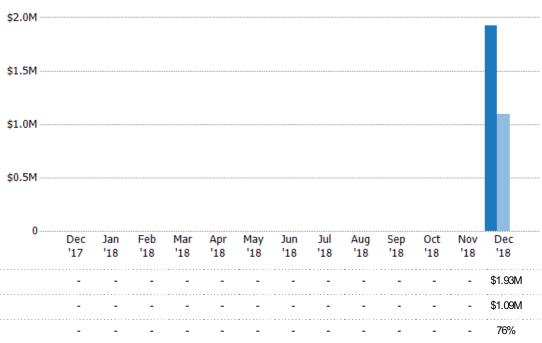


New Pending Sales Volume

Percent Change from Prior Year

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

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



Current Year

Percent Change from Prior Year



Pending Sales

Family Residence

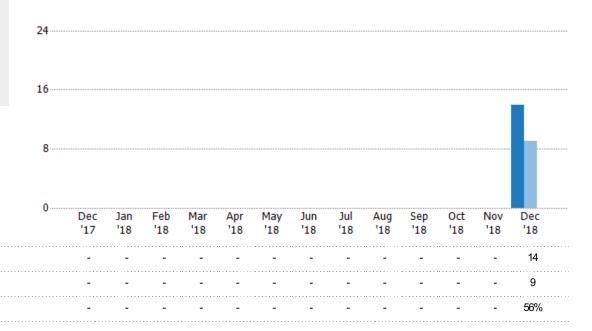
Current Year

Prior Year

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



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



Pending Sales Volume

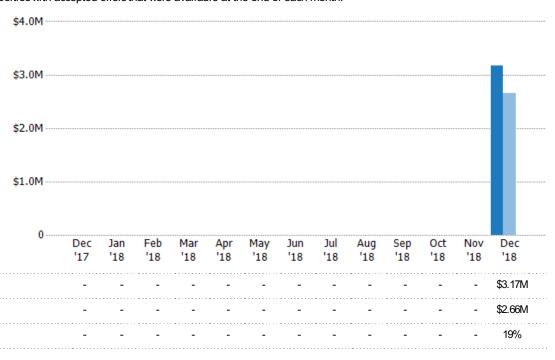
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year

Closed Sales

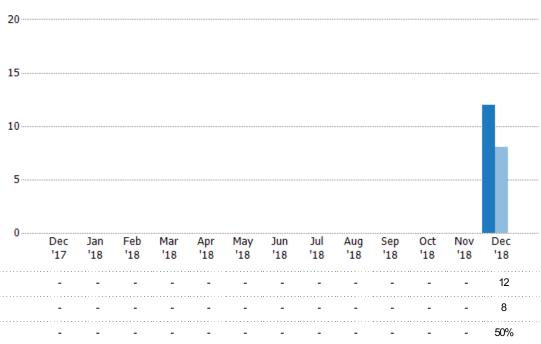
The total number of residential properties sold each month.

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

Property Type:

Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

Percent Change from Prior Year

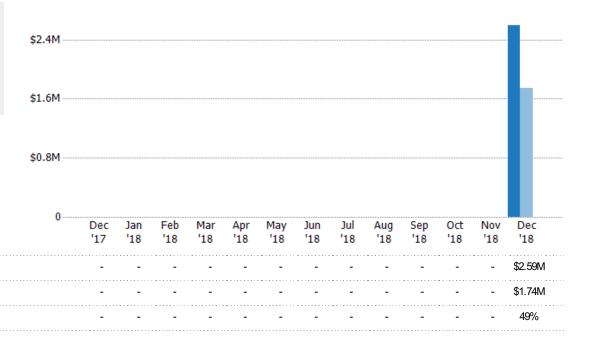
The sum of the sales price of residential properties sold each month.

Filters Used

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



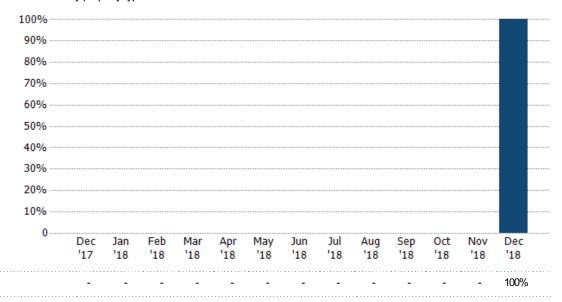
Closed Sales by Property Type

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

Filters Used

Family Residence

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



Average Sales Price

Filters I lead

Current Year
Prior Year

Single Family Residence

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

1 111010 0000
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Ant Single

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

25K	 										
50K	 										•••••
75 <i>V</i>											
/3K											
•											
Dec				May '18				Sep	Oct	Nov '18	[
Dec	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aua	Sep '18	Oct '18	Nov	\$2
Dec	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	







\$300K

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

\$225K
\$150K

\$75K------

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$204K
-	-	-	-	-	-	-	-	-	-	-	-	\$199K
-	-	-	-	-	-	-	-	-	-	-	-	3%

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

Filters Used

Current Year
Prior Year

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

300K
225K
150K

0.. Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec '18 '18 '18 '18 Avg List Price \$227K Avg Sales Price \$216K







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

\$75K

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

\$225K		
\$150K	 	

Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	- -	- -	-	-	-	-	\$214
												Φοο.

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

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

225K	 										
\$150K	 										
\$75K	 										
0 Dec	 										Dec '18
0 Dec	 Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
0 Dec	 Feb '18	Mar '18 -	Apr '18 -	May '18	Jun '18 -	Jul '18 -	Aug '18 -	Sep '18 -	Oct '18 -	Nov '18	Dec '18 \$217K \$227K



Avg Est Value

Avg Sales Price



109%



Market Data Report

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

Med Sales Price as a % of Med Est Value

Family Residence

Median Est Value

Median Sales Price

50K							
50K							
JUK							
75K		 					
0							
Dec						Nov	De
-				Aug '18			De
Dec						Nov	De



