

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	+ / -	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+50%	6	9	+50%	6	9	New Listing Count
+105.6%	\$1,352,800	\$2,780,800	+105.6%	\$1,352,800	\$2,780,800	New Listing Volume
-25.4%	71	53	-25.4%	71	53	Active Listing Count
-7%	\$18,788,398	\$17,479,900	-7%	\$18,788,398	\$17,479,900	Active Listing Volume
+24.6%	\$264,625	\$329,809	+24.6%	\$264,625	\$329,809	Average Listing Price
+8.7%	\$229,000	\$249,000	+8.7%	\$229,000	\$249,000	Median Listing Price
-25.1%	231	173	-25.1%	231	173	Median Daysin RPR
-6.7%	14.2	13.3	-	_	_	Months of Inventory
+0.5%	7.04%	7.55%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
+125%	4	9	+125%	4	9	New Pending Sales Count
+161.5%	\$799,900	\$2,091,900	+161.5%	\$799,900	\$2,091,900	New Pending Sales Volume
-6.3%	16	15	-6.3%	16	15	Pending Sales Count
-12.5%	\$3,848,000	\$3,366,700	-12.5%	\$3,848,000	\$3,366,700	Pending Sales Volume
+125%	4	9	+125%	4	9	Closed Sales Count
+150.4%	\$754,500	\$1,889,088	+150.4%	\$754,500	\$1,889,088	Closed Sales Volume
+11.3%	\$188,625	\$209,899	+11.3%	\$188,625	\$209,899	Average Sales Price
-12.9%	\$194,500	\$169,400	-12.9%	\$194,500	\$169,400	Median Sales Price



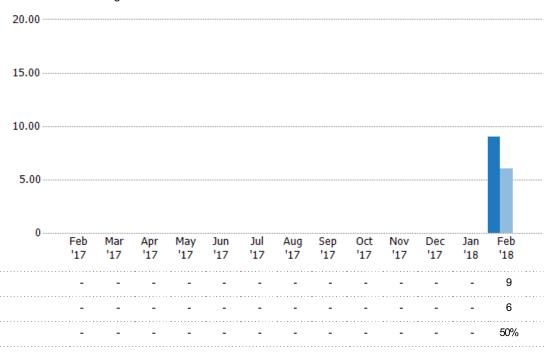




New Listings

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





New Listing Volume

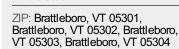
Percent Change from Prior Year

Current Year

Prior Year

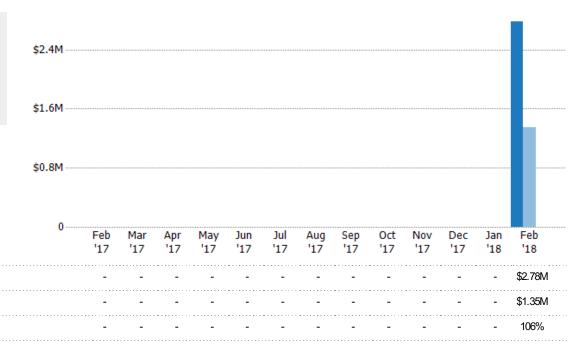
Filters Used

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



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

Percent Change from Prior Year



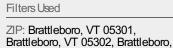
Current Year





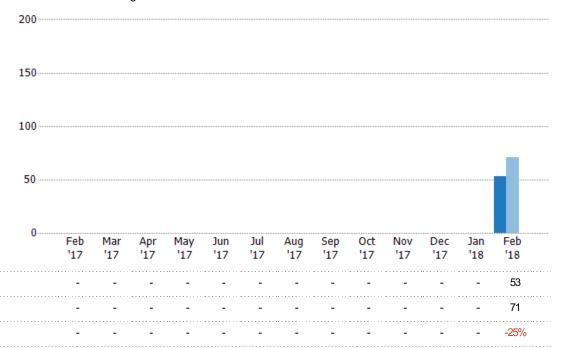
Active Listings

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



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

VT 05303, Brattleboro, VT 05304



Active Listing Volume

Percent Change from Prior Year

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

Filters Used

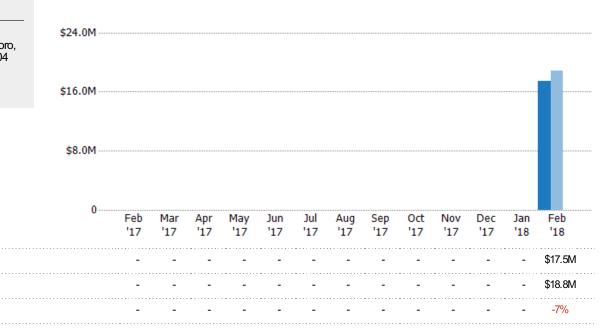
Current Year

Prior Year

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

Percent Change from Prior Year

ZIP: Brattleboro, VT 05301,



Current Year





Average Listing Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	- -	\$330K
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	_												
	\$100K												

ranny nesuence	\$200K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$300K												
Filters Used													
	\$400K												

Median Listing Price

Percent Change from Prior Year

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

Filters Used	\$300K
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$150K
	\$75K

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$229K	
Percent Change from Prior Year		_		-	- -		_	_	_	_		_	9%	





\$265K

25%



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	\$400K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	\$100K												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$276K
Avg Listing Price	-	-	-	-	-	-	-	_	-	-	-	-	\$330K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%

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

\$225K												
\$150K												
\$75K												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$237K
-	-	-	-	-	-	-	-	-	-	-	-	\$249K
-	-	-	-	-	-	-	-	-	-	-	-	105%



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

Filters Used	300												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	75												
	75												
	0												
	0 Feb '17	Mar '17		May '17					0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov			
Current Year Prior Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov			'18

Months of Inventory

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

	30												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	23												
Family Residence	15												
	8												
	0												
	Eab	Man	A	Mari	1	1l	A	C	0+	Nev	Doc	1	
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
			Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year				May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17			
				May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	0ct '17	Nov '17 -			'18 17.7
Current Year Prior Year				May '17 - -	Jun '17 -	Jul '17 - -	Aug '17	Sep '17 -	Oct '17	Nov '17		'18 -	'18





Absorption Rate

The percentage of inventory sold per month.

Εi	Iters	

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

Condo/Townhouse/Apt, Single Family Residence

15%	
10%	

5%

	0 Feb '17	Mar '17	Apr	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17		Jan	Feb '18
Current Year	-	-		-	-		-				-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

Active/Pending/Sold Units

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

15

Filters Used

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

60
45
30

Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb '17 '17 '18 53 15 9

Active

Sold

Pending

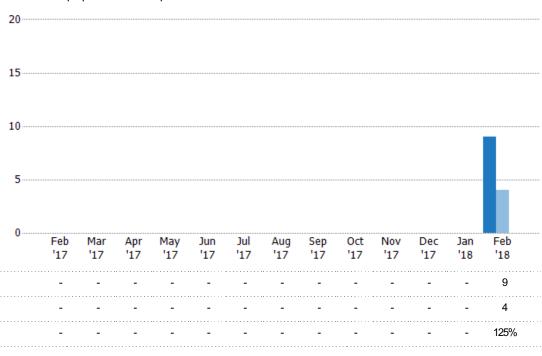




New Pending Sales

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





New Pending Sales Volume

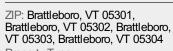
Percent Change from Prior Year

Current Year

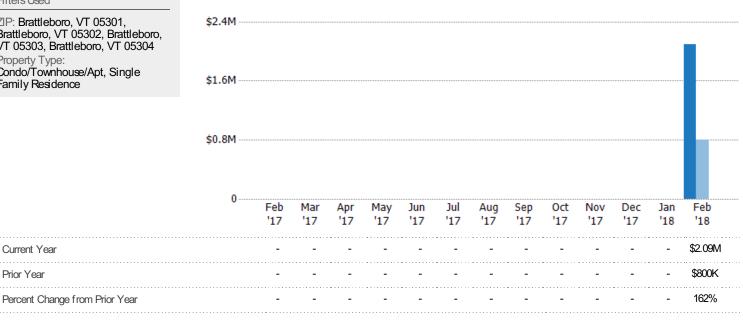
Prior Year

Filters Used

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



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



Current Year





Pending Sales

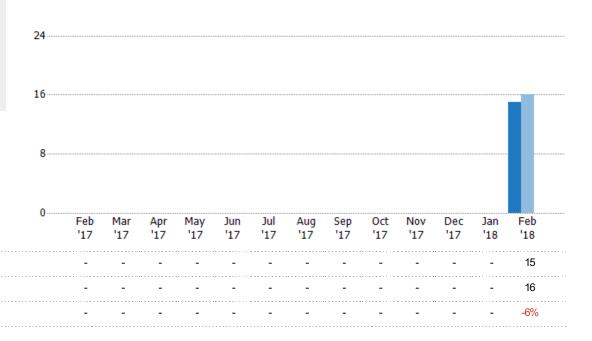
The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



Current Year

Prior Year

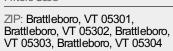
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence



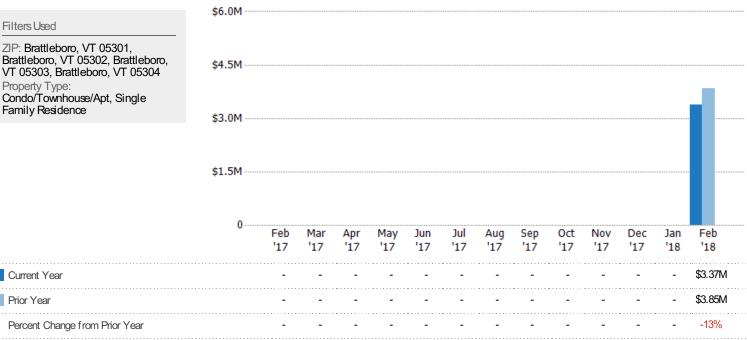
Pending Sales Volume

Percent Change from Prior Year

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



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



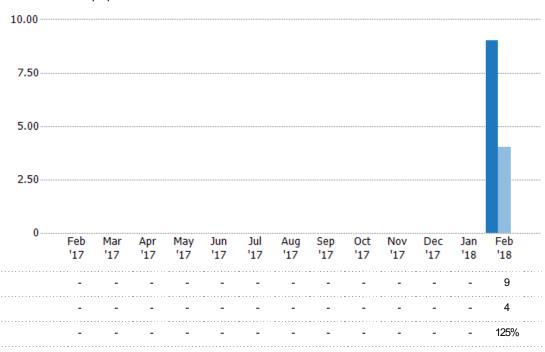




Closed Sales

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





Closed Sales Volume

Percent Change from Prior Year

Current Year

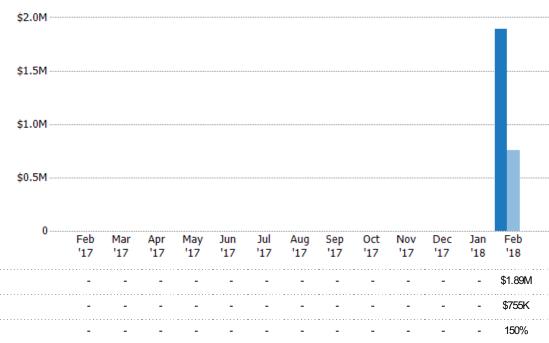
Prior Year

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

Eilters 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



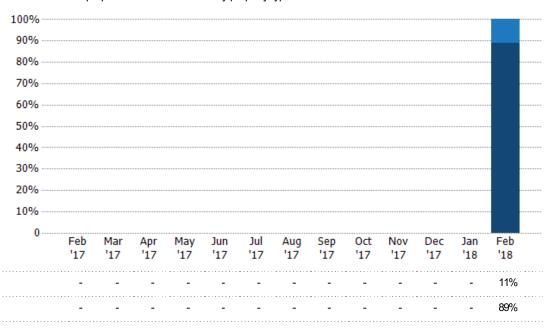


Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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



Average Sales Price

Single Family Residence

Condo/Townhouse

Family Residence

Current Year
Prior Year

Percent Change from Prior Year

The average sales price of the single-family, condominium and townhome 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

50K											
5010											
75K	 										
0											
0		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
0		May '17	Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
0		May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18 \$210







Median Sales Price

Percent Change from Prior Year

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

Current Year													\$169K
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
	0												
	\$50K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$150K												
Filters Used	\$200K												

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

Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0				_			_			_		
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	'17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%





\$195K



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	\$200K
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$150K
Family Residence	\$100K
	\$50K

	0													
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$169K	
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$169K	
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

\$300K

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

Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	·												
	0												
	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$228K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Avg Sales Price as a % of Avg Est Value	-	_	-	-	-	-	-	-	-	-	-	-	94%







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:

Filters Used	\$200K													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K													
Family Residence	\$100K													
	\$50K 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$159K	
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$169K	
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%	



