

# Summary of Key Listing and Sales Metrics

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

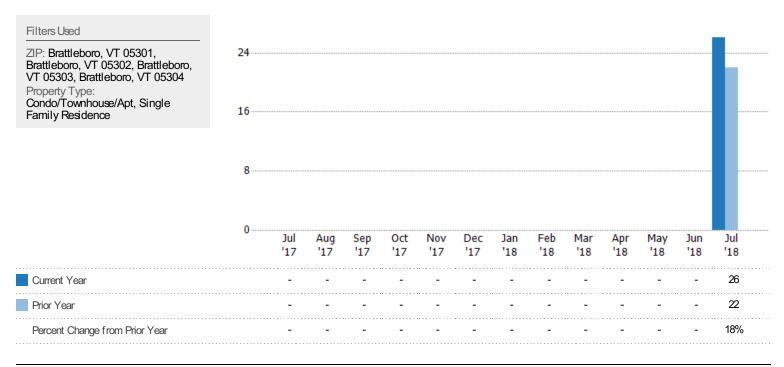
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						isting Activity Charts Metrics
+18.2%	22	26	+18.2%	22	26	New Listing Count
+14.1%	\$5,774,400	\$6,586,700	+14.1%	\$5,774,400	\$6,586,700	New Listing Volume
-32.6%	92	62	-32.6%	92	62	Active Listing Count
-22%	\$25,563,186	\$19,951,588	-22%	\$25,563,186	\$19,951,588	Active Listing Volume
+15.8%	\$277,861	\$321,800	+15.8%	\$277,861	\$321,800	Average Listing Price
+12.4%	\$226,500	\$254,500	+12.4%	\$226,500	\$254,500	Median Listing Price
-1.8%	83.5	82	-1.8%	83.5	82	Median Days in RPR
-51.3%	7.1	3.4	-	_	-	Months of Inventory
+14.9%	14.13%	29.03%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+14.3%	14	16	+14.3%	14	16	New Pending Sales Count
+64.8%	\$2,843,200	\$4,685,800	+64.8%	\$2,843,200	\$4,685,800	New Pending Sales Volume
+16.7%	24	28	+16.7%	24	28	Pending Sales Count
+34.9%	\$5,236,600	\$7,063,500	+34.9%	\$5,236,600	\$7,063,500	Pending Sales Volume
-33.3%	18	12	-33.3%	18	12	Cloæd Sales Count
-38.3%	\$4,814,400	\$2,969,500	-38.3%	\$4,814,400	\$2,969,500	Cloæd Sales Volume
-7.5%	\$267,467	\$247,458	-7.5%	\$267,467	\$247,458	Average Sales Price
+6%	\$210,000	\$222,500	+6%	\$210,000	\$222,500	Median Sales Price





### New Listings

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



### New Listing Volume

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

Filters Used														
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$5.4M													
Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
	A1 014													
	\$1.8M													
	\$1.814													
	\$1.8M ······	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$1.8M ······		-											
Current Year Prior Year	\$1.8M 0		-											'18





### Active Listings

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

Filters Used	200														••••
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
Family Residence	100														
	50														
	0	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	62	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	92	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%	

### Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.6M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20M
	\$10.0M 0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$20.0M													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$30.0M													
Filters Used	\$40.0M ······													



### Average Listing Price

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

	\$400K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	<i>Q</i> 20010												
	\$100K												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
	'17	'17	14.77									2011	Jul
		17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	Jul '18
Current Year	-	-	-17	'17 -	'17 -	'17 _	'18 _	'18 -	'18 _	'18 _			
Current Year Prior Year	-	-	-	'17 - -	'17 - -	'17 -	'18 _	'18 _	'18 - -	'18 - -			'18
Prior Year Percent Change from Prior Year					- -				- - -	 - -	'18	'18 - -	'18 \$322K \$278K 16%

## Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-		-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$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 ······												





### 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.

	\$400K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	100010												
	\$200K	,											
	\$100K												
	0												
	2.4	A	C	o.+	NL	D	1	<b>F</b> - <b>b</b>				7	<b>7</b> 1
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value													
Avg Est Value Avg Listing Price													'18
_													'18 \$271K

### 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:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	ALCOV.												
	\$150K												
	\$75K												
	4												
	0												
	Jul	Aug	Sep '17	Oct	Nov	Dec			Mar	Apr	May	Jun	Jul
	'17	'17	17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%





### 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.

	200												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence													
ranny nesdence	100												
	50												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year													82
	-	-	-	-	-	-	-	-	-	-	-	-	02
Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	83.5
Percent Change from Prior Year	-	- -		- -	- -	- -		-			-	- -	83.5 -2%

### Months of Inventory

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

Filters land	20												
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	15												
Condo/Townhouse/Apt, Single Family Residence	10												
	10												
	5												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.88
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18.4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-79%





### Absorption Rate

The percentage of inventory sold per month.

Filters Used	30%												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	26%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-20%

### Active/Pending/Sold Units

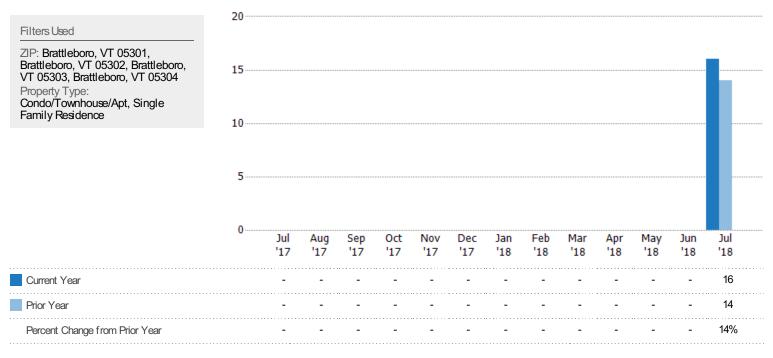
The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Sold	-	-	-	-	-	-	-	-	-	-	-	-	12
Pending	-	-	-	-	-	-	-	-	-	-	-	-	28
Active	-	-	-	-	-	-	-	-	-	-	-	-	62
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	18												
Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	53												
Filters Used ZIP: Brattleboro, VT 05301,	70												



### New Pending Sales

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



### New Pending Sales Volume

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

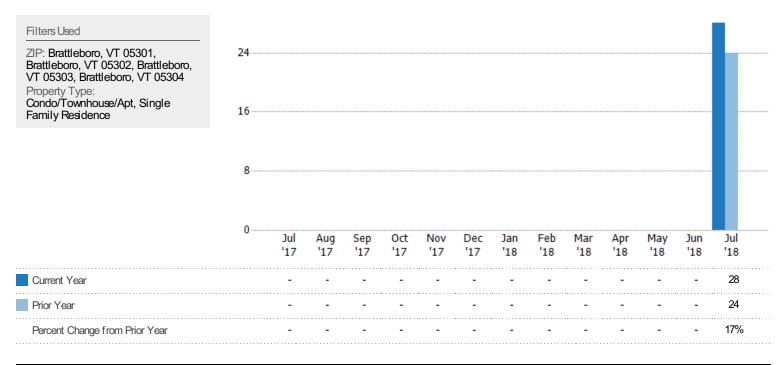
Filters Used	\$4.8M ······													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$3.6M													
Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.2M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
					1/	17	17	18	18	10	18	10	18	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.69M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.84M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	65%





### 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

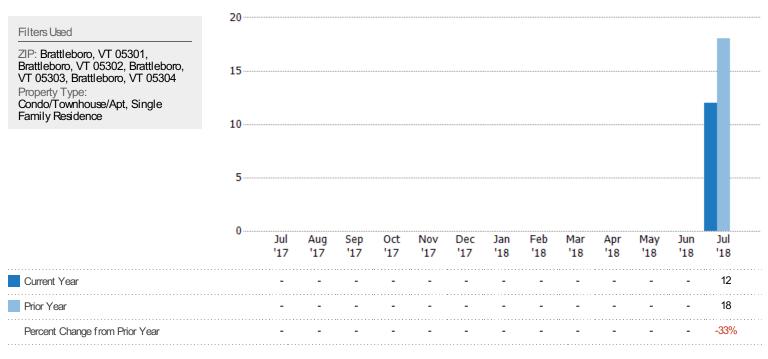
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$8.0M ······													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$6.0M													
Condo/Townhouse/Apt, Single Family Residence	\$4.0M													
	\$2.0M													
	0													
	, i i i i i i i i i i i i i i i i i i i	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.06M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.24M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	35%



### Closed Sales

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



### **Closed Sales Volume**

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



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### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro,	80%														
VT 05303, Brattleboro, VT 05304 Property Type:	70%														
Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0		-	_			_	_			-		_		
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	25%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	75%	

### Average Sales Price

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

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

\$75K .....

	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$247K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$267K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%



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### Median Sales Price

The median sales price of the single-family, condominium and townhome 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	\$225K												
Family Residence	\$150K												
	\$130K												
	\$75K												
	φ7 5IX												
	0												
	00 Jul	Aug	Sep	0ct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year													
Current Year Prior Year													'18
													'18 \$223K

### 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:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	φ/ JIC												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec		Feb	Mar '18	Apr '18	May	Jun	Jul
				17	'17	17	18	18		18	18	'18	
Ava List Price				·17	'17 _	'17 _	'18 _	'18 	10 	18 _	'18 	'18 _	'18
Avg List Price	-		-	-17 -	-17	-17	-18	-	-	- 18	-18	'18 -	'18 \$252K
Avg List Price Avg Sales Price	-	-	-	-		-17		-	-	-	-	'18 - -	'18



### 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													
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 Jul			0ct	Nov	Dec	Jan	Feb	Mar		May	Jun	
	Jui 17	Aug '17	Sep '17	'17	17	'17	'18	'18	'18	Apr '18	18 May	'18	18
													фооси
Median List Price		-	-	-	-	-	-	-	-	-	-	-	\$225K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

### 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 ······												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	00 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%





### 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.

	\$300K ······												
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 Jul '17	Aug '17									May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%

