

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	Mar 2018	Mar 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	10	+_	10	10	+_
New Listing Volume	\$2,376,500	\$1,745,300	+36.2%	\$2,376,500	\$1,745,300	+36.2%
Active Listing Count	55	66	-16.7%	55	66	-16.7%
Active Listing Volume	\$17,990,300	\$15,169,598	+18.6%	\$17,990,300	\$15,169,598	+18.6%
Average Listing Price	\$327,096	\$229,842	+42.3%	\$327,096	\$229,842	+42.3%
Median Listing Price	\$249,900	\$211,500	+18.2%	\$249,900	\$211,500	+18.2%
Median Daysin RPR	204	254	-19.7%	204	254	-19.7%
Months of Inventory	_	_	-	13.8	6	+129.2%
Absorption Rate	_	_	+_	7.27%	16.67%	-9.4%
Sales Activity Charts Metrics			: : : :			
New Pending Sales Count	8	11	-27.3%	8	11	-27.3%
New Pending Sales Volume	\$1,522,900	\$3,161,100	-51.8%	\$1,522,900	\$3,161,100	-51.8%
Pending Sales Count	12	23	-47.8%	12	23	-47.8%
Pending Sales Volume	\$2,042,800	\$5,929,400	-65.5%	\$2,042,800	\$5,929,400	-65.5%
Cloæd Sales Count	9	4	+125%	9	4	+125%
Cloœd Sales Volume	\$2,494,700	\$1,041,900	+139.4%	\$2,494,700	\$1,041,900	+139.4%
Average Sales Price	\$277,189	\$260,475	+6.4%	\$277,189	\$260,475	+6.4%
Median Sales Price	\$265,000	\$264,950	+0%	\$265,000	\$264,950	+0%







New Listings

Family Residence

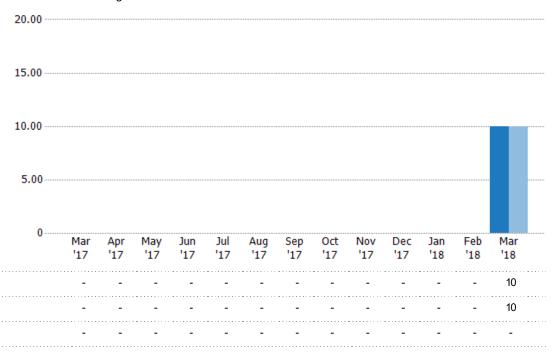
Current Year

PriorExtra Year

Prior Year

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





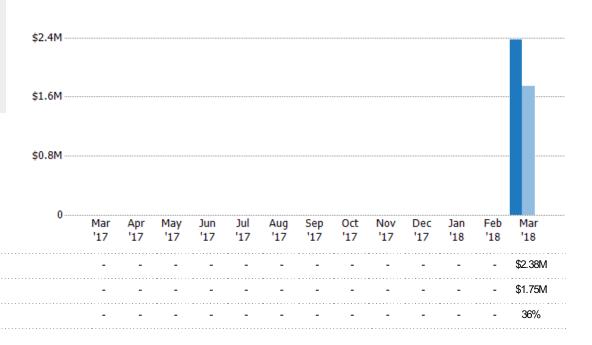
New Listing Volume

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



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

Percent Change from Prior Year





Current Year





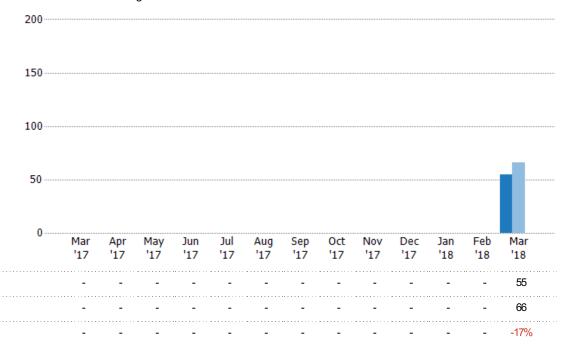
Active Listings

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



Family Residence

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



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.

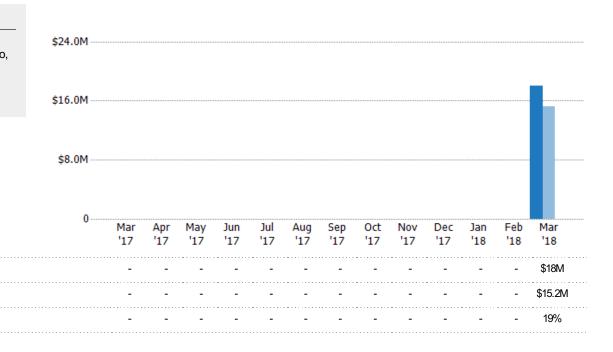
Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year



Current Year



\$230K



Market Data Report

Average Listing Price

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

Current Year							- -		- -				\$327K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$100K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$300K												
Filters Used	\$400K												**********

Median Listing Price

Percent Change from Prior Year

Prior Year

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

\$300K -

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

5K	 	 								•••••
0	 May '17									
0			Aug '17	Sep '17	0ct '17	Nov '17		Jan '18	Feb '18	\$2
0			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	\$2



Current Year
Prior Year

Percent Change from Prior Year



124%



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.

\$400K Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, \$300K VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence \$200K \$100K 0... May Sep Mar '17 '17 '17 '17 '18 '17 '17 '17 '17 '17 '17 Avg Est Value \$263K Avg Listing Price \$327K

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

Avg Listing Price as a % of Avg Est Value

75K
0
0
-
- ·
147 147 147 147 147 147 147 147 147 147
'17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18



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	225												
Family Residence	150												
	75												
	0												
	0 Mar	Apr		Jun			Sep	0ct	Nov	Dec	Jan	Feb	Mar
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year			May '17	Jun '17 -			Sep '17						
Current Year Prior Year			May '17	Jun '17 -			Sep '17 -						'18

Months of Inventory

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

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

23	
15	

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.11
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-63%





Absorption Rate

The percentage of inventory sold per month.

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ГΙ	11015	

Filters Used	20%												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	15%												
Condo/Townhouse/Apt, Single Family Residence	10%												*********
	5%												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

Active/Pending/Sold Units

Change from Prior Year

The number of single-family, condominium and townhome 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

60												
45												
45												
30												
15												
0												
Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov			Feb	Mar
'17	'17	'17			'1/							'18
-	-	-	-	-	-	-	-	-	-	-	-	55
	-		-		-	- -	-	-		-		12
-	-	-	-	-	-	-	-	-	-	-	-	9



Active Pending

Sold





New Pending Sales

Family Residence

Current Year

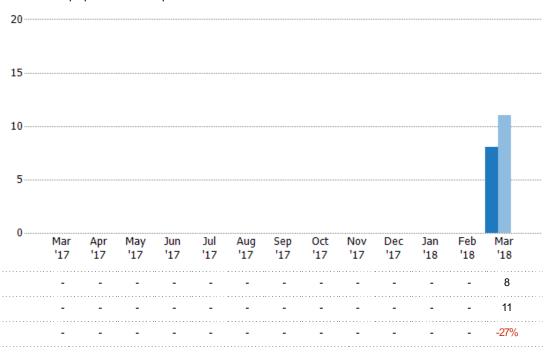
Prior Year

The number of single-family, condominium and townhome 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



New Pending Sales Volume

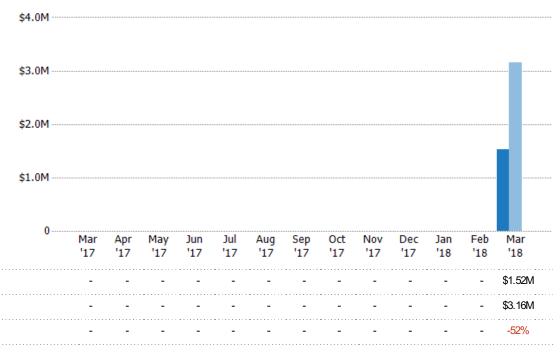
Percent Change from Prior Year

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



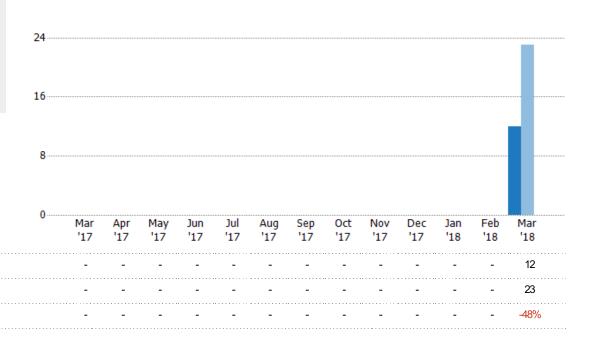


Pending Sales

The number of single-family, condominium and townhome 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 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.



Current Year

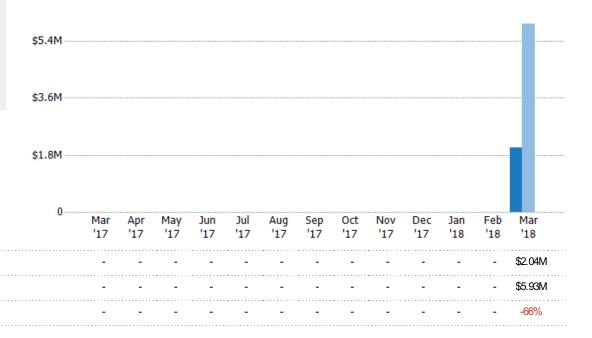
Percent Change from Prior Year

Prior Year

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









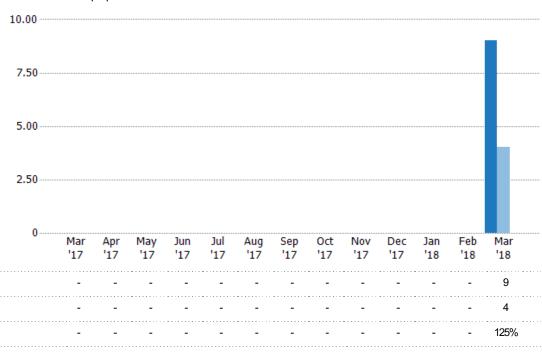
Closed Sales

The total number of 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
Family Residence



Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

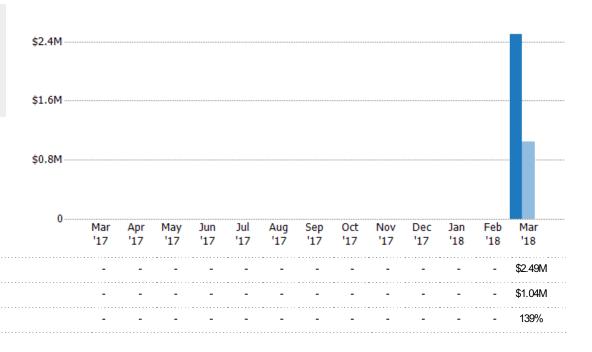
Filters Used

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

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro,

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

Percent Change from Prior Year





Current Year



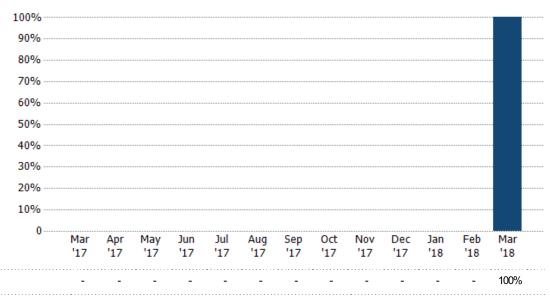


Closed Sales by Property Type

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



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



Average Sales Price

Filters I lead

Current Year
Prior Year

Single Family Residence

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

.50K										
75K	 	 								
0										
	May '17								Feb	Mar '18
			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18







Median Sales Price

The median 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 Family Residence \$300K \$225K \$150K	Nov Dec Jan Feb '17 '17 '18 '18	Aug '17		May '17	0 Mar '17	
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Peridoppe		 	 		 \$75K	
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 \$225K		 	 		 \$150K	Condo/Townhouse/Apt, Single
45001		 	 		 \$225K	Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
		 	 		 \$300K	Filters Used

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

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 Sales Price as a % of Avg List Price



Avg List Price

Avg Sales Price





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

\$225K	 	 				 			
\$150K		 				 			
\$75K	 	 							
_			Λυσ						
_	May '17		Aug '17						Mar '18
_		Jul '17		Sep '17	0ct '17		Jan '18	Feb	Mar '18
_		Jul '17	Aug '17	Sep '17	0ct '17		Jan '18	Feb '18	Mar '18

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

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

Median List Price

Median Sales Price

	 	 	 	 	 Feb	



Avg Est Value

Avg Sales Price





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	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	124%



