

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	Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	3	4	-25%	3	4	-25%
New Listing Volume	\$893,000	\$1,035,000	-13.7%	\$893,000	\$1,035,000	-13.7%
Active Listing Count	67	-	-	N/A	N⁄A	
Active Listing Volume	\$17,974,886	-	-	NA	N⁄A	
Average Listing Price	\$268,282	-	-	\$268,282	-	_
Median Listing Price	\$220,000	-	-	\$220,000	-	_
Median Daysin RPR	139	-	-	139	-	_
Months of Inventory	_	-	-	_	3.9	_
Absorption Rate	_	-	-	_	25.37%	-
Sales Activity Charts Metrics						
New Pending Sales Count	11	9	+22.2%	11	9	+22.2%
New Pending Sales Volume	\$2,502,400	\$2,645,900	-5.4%	\$2,502,400	\$2,645,900	-5.4%
Pending Sales Count	12	_	-	N⁄A	N∕A	
Pending Sales Volume	\$3,444,800	-	-	N/A	N∕A	
Cloæd Sales Count	11	10	+10%	11	10	+10%
Closed Sales Volume	\$3,105,500	\$2,505,200	+24%	\$3,105,500	\$2,505,200	+24%
Average Sales Price	\$282,318	\$250,520	+12.7%	\$282,318	\$250,520	+12.7%
Median Sales Price	\$259,000	\$219,750	+17.9%	\$259,000	\$219,750	+17.9%





Bristol

New Listings

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

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Filters Used															
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	3.60														
Family Residence	2.40														
	1.20														
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%	

New Listing Volume

The sum of the listing price of residential listings that were added each month.

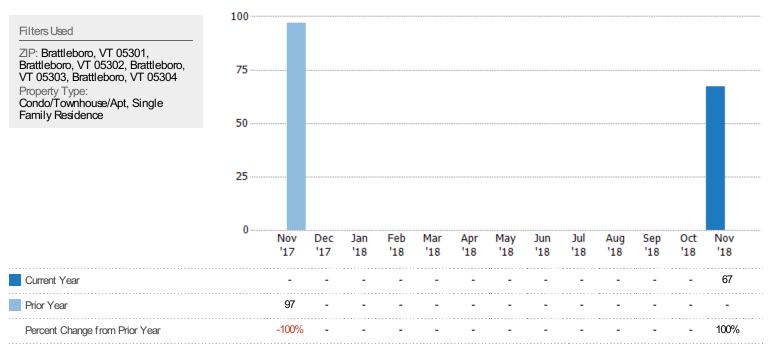
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.04M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$893K
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	\$0.5M													
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$1.0M													
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$1.5M													
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Active Listings

The number of active residential listings at the end of each month.



Active Listing Volume

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



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Average Listing Price

The average listing price of active residential listings at the end of 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		1	5- 4					2.1			0.+	
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$268K
Prior Year	\$241K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Median Listing Price

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

Filters Used	\$300K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	<i>472</i> .c												
	0	-		- 1		•		•			_	~ .	
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-	-		-	-	-	-	-	-	\$220K
Prior Year	\$190k	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





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													
Taniny Teadence	100												
	50												
	30												
	0												
	Nov	Dec	Jan		Mar			Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	139
Prior Year	126	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

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

Filters Used	20												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	15												
Condo/Townhouæ/Apt, Single Family Residence	10												
	5												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
	17	17	10	10	10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.7
Prior Year	13.9	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
			01.70	0070			•				01 /0		100 /6





Absorption Rate

The percentage of inventory sold per 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	10%												
	5%												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
		17	10	10		10				10	10		10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	7%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	7%	5%	4%	2%	0%	-2%	-4%	-6%	-8%	-9%	-11%	-13%	-15%

Active/Pending/Sold Units

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





New Pending Sales

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

Filters Used	20													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	5													
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	22%

New Pending Sales Volume

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

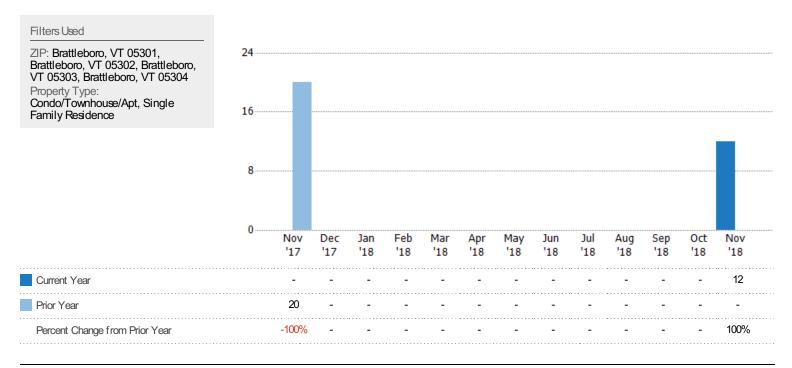
Filters Used	45 M													- 10 C	
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$2.4M														
Family Residence	\$1.6M ······														
	\$0.8M ······														
	0														
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	
Current Year		-	-	-	-	-	-	-			-	-		\$2.5M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.65M	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%	

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Pending Sales

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



Pending Sales Volume

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



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Closed Sales

The total number of residential properties sold each month.

Filters Used	20													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	5													
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10%

Closed Sales Volume

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

Filters Used	\$4.0M ······													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$3.0M													
Condo/Townhouse/Apt, Single Family Residence	\$2.0M													
	\$1.0M													
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.11M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.51M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	24%



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Closed Sales by Property Type

The percentage of residential 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	70%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	60%														
raminy headence	50%														
	40%														
	30%														
	20%														
	10%														
	0	NI									-	_	0.+	New	
		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	9%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	91%	

Average Sales Price

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

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

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$282K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%





Median Sales Price

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

Nov
'18
259K
220K
18%
2

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average 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:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-		\$295K
Avg Sales Price	-	-	-	-	-	-		-	-	-	-	-	\$282K
Avg Sales Price as a % of Avg List Price	_	-		-	-	-							96%
													2070





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 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
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.

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												
	0	_	_							-			
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%





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: Conde Towhey wo (Ant Single	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	95%

