

# Summary of Key Listing and Sales Metrics

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

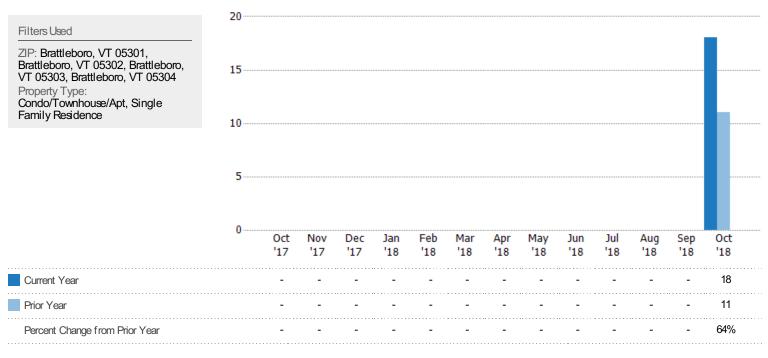
+/-	YTD 2017	YTD 2018	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+63.6%	11	18	+63.6%	11	18	New Listing Count
+86.5%	\$2,543,700	\$4,744,900	+86.5%	\$2,543,700	\$4,744,900	New Listing Volume
	N⁄A	N⁄A	-2.5%	79	77	Active Listing Count
	N⁄A	N⁄A	+3.6%	\$21,216,586	\$21,989,394	Active Listing Volume
+6.3%	\$268,564	\$285,577	+6.3%	\$268,564	\$285,577	Average Listing Price
+12.2%	\$222,000	\$249,000	+12.2%	\$222,000	\$249,000	Median Listing Price
-8.1%	123	113	-8.1%	123	113	Median Days in RPR
+65.7%	4.6	7.7	-	_	_	Months of Inventory
-8.5%	21.52%	12.99%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+50%	8	12	+50%	8	12	New Pending Sales Count
+49.8%	\$1,791,900	\$2,683,700	+49.8%	\$1,791,900	\$2,683,700	New Pending Sales Volume
	N⁄A	N⁄A	+76.9%	13	23	Pending Sales Count
	N∕A	N∕A	+66.3%	\$3,375,900	\$5,614,920	Pending Sales Volume
+70%	10	17	+70%	10	17	Cloæd Sales Count
+78.7%	\$2,087,500	\$3,731,270	+78.7%	\$2,087,500	\$3,731,270	Cloæd Sales Volume
+5.1%	\$208,750	\$219,486	+5.1%	\$208,750	\$219,486	Average Sales Price
+3.6%	\$207,500	\$215,000	+3.6%	\$207,500	\$215,000	Median Sales Price





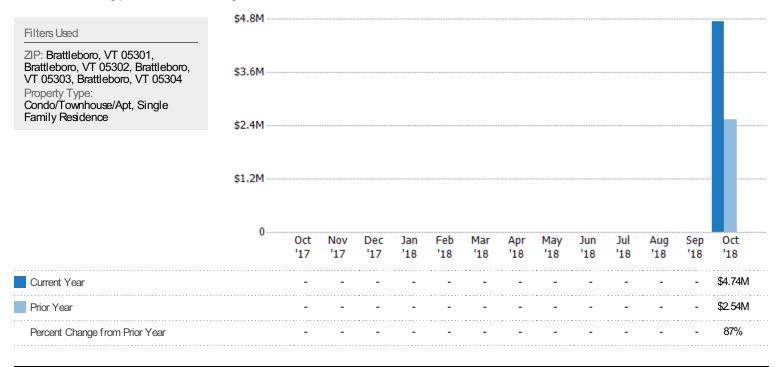
# New Listings

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



## New Listing Volume

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







# Active Listings

The number of active residential 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													
	100													
	50													
	0	Oct	Nov	Dec	lan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	77
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	79
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%

### Active Listing Volume

The sum of the listing price 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:	\$24.0M													
Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	40 MM													
	\$8.0M													
	0													
	-	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$21.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4%



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### Average Listing Price

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

\$286K
\$269K
6%
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### 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

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%





# 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.

	\$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												
	\$75K												
	\$75K												
	\$75K 0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct
	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
Avg Est Value	0 Oct						Apr '18						
Avg Est Value Avg Listing Price	0 Oct						Apr '18						'18
	0 Oct						Apr '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.

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 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Median Est Value	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug		
Median Est Value Median Listing Price	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug		'18





## 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	100												
Taniny residence	100												
	50												
	50												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	113
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	123
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

## 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: Condo/Townhouse/Apt, Single	15												
Family Residence	10												
	5												
	5												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.94
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	42%





### Absorption Rate

The percentage of inventory sold per month.

Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	30% ······												
	10%												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

# Active/Pending/Sold Units

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

-

	80												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	60												
Condo/Townhouse/Apt, Single Family Residence	40												
	20												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	77
Pending	-	-	-	-	-	-	-	-	-	-	-	-	23

Sold

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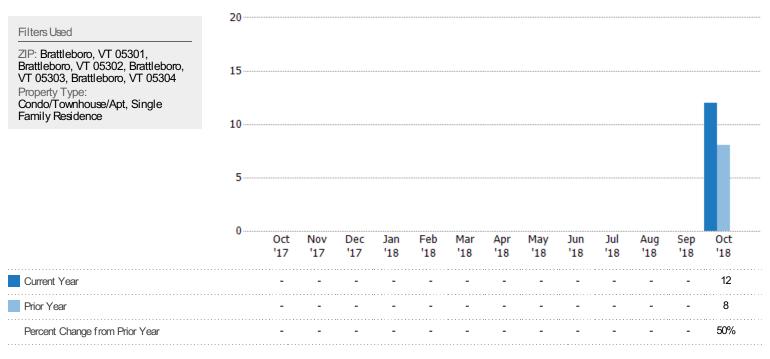
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## New Pending Sales

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



# New Pending Sales Volume

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

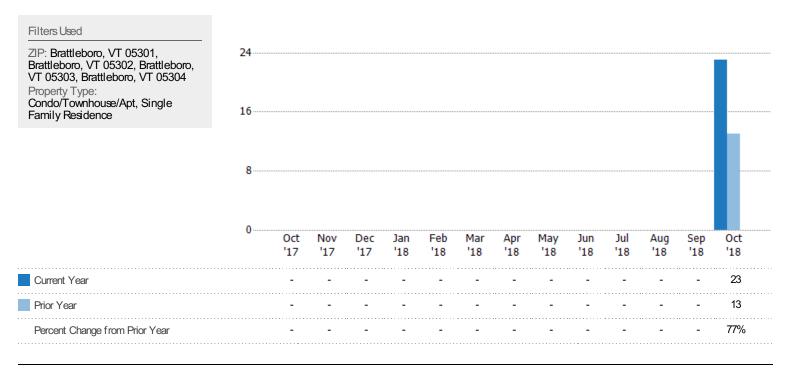
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M \$1.6M													
	\$0.8M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.68M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.79M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%





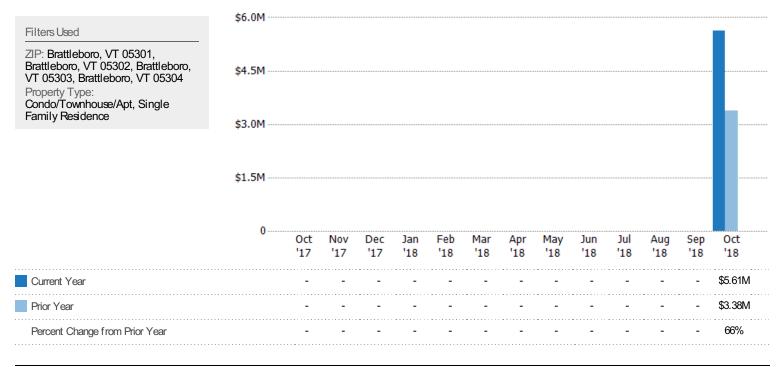
# Pending Sales

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.







Brattleboro

# **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	0ct	Nov	Dec	lan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	17	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	70%	

# **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: Condo/Townhouse/Apt, Single	\$3.0M													
Family Residence	\$2.0M ······													
	\$1.0M													
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.73M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.09M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	79%

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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/Townhouæ/Apt, Single Family Residence	60%														
r annry neadence	50%														
	40%														
	30%														
	20%														
	10%														
	0	0.4	Nev	Dec	120	Eab	Mar	Apr	May	lun	1[	Aug	Con	Oct	
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	12%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	88%	

# 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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





## Median Sales Price

The median 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: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	_	-	4%

### 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	61E0K												
	\$150K												
	\$75K												
	\$75K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$228k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$219k
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%





# 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 ······												
\$225K												
\$150K ······												
\$75K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$225K
-	-	-	-	-	-	-	-	-	-	-	-	\$215K
_	-	-	-	-	-	-	-	-	-	-	-	96%
	\$225K \$150K \$75K 0 0 Oct '17 - - -	\$225K \$150K \$75K 0 0 0 0 0 0 0 17 17 17 - - - -	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	\$225K \$150K \$75K 0 0 0 0 0 0 0 0 0 0 0 0 17 17 17 18 18 18 18 18 18 18 18 18 18	\$225K \$150K \$75K 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	\$225K \$150K \$75K 0 Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Oct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 OCT Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 O Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 O Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '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.

Filters Used	\$300K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$225K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
	675V												
	\$75K												
	0		_	-	- 1						•	_	~ .
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$228K
Avg Sales Price as a % of Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	108%





# 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 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

