

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	+ / -	Sep 2017	Sep 2018	Key Metrics
						isting Activity Charts Metrics
+-	13	13	+_	13	13	New Listing Count
+6.5%	\$3,497,499	\$3,723,700	+6.5%	\$3,497,499	\$3,723,700	New Listing Volume
	N/A	N/A	-10.7%	84	75	Active Listing Count
	N/A	NA	-1.4%	\$22,695,086	\$22,377,387	Active Listing Volume
+10.4%	\$270,180	\$298,365	+10.4%	\$270,180	\$298,365	Average Listing Price
+8.4%	\$220,000	\$238,500	+8.4%	\$220,000	\$238,500	Median Listing Price
+1.3%	114.5	116	+1.3%	114.5	116	Median Daysin RPR
-26.5%	6	4.4	-	_	_	Months of Inventory
+6%	16.67%	22.67%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
-27.3%	11	8	-27.3%	11	8	New Pending Sales Count
-44.3%	\$2,912,499	\$1,621,820	-44.3%	\$2,912,499	\$1,621,820	New Pending Sales Volume
	N/A	NA	+64.7%	17	28	Pending Sales Count
	N/A	NA	+54.5%	\$4,411,399	\$6,814,920	Pending Sales Volume
-35.3%	17	11	-35.3%	17	11	Closed Sales Count
-28.2%	\$3,974,679	\$2,853,300	-28.2%	\$3,974,679	\$2,853,300	Closed Sales Volume
+10.9%	\$233,805	\$259,391	+10.9%	\$233,805	\$259,391	Average Sales Price
+2.4%	\$210,000	\$215,000	+2.4%	\$210,000	\$215,000	Median Sales Price







New Listings

Family Residence

Current Year

PriorExtra Year

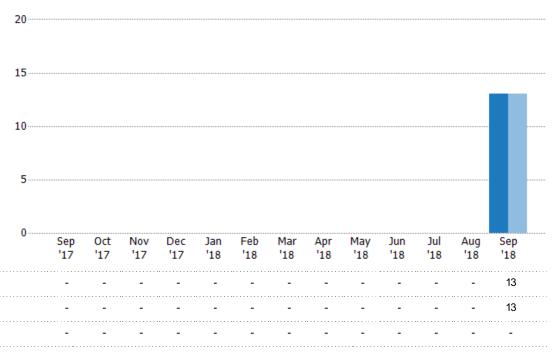
Prior Year

The number of new residential listings 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

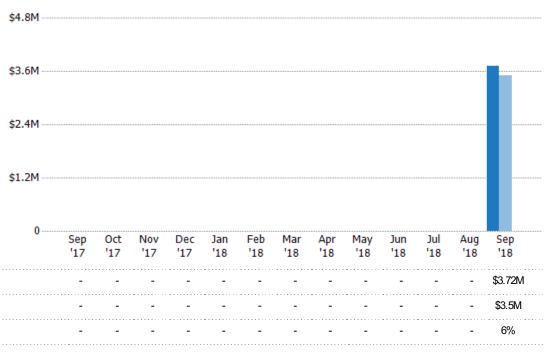


New Listing Volume

The sum of the listing price of residential listings 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

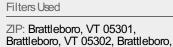
Percent Change from Prior Year



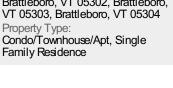


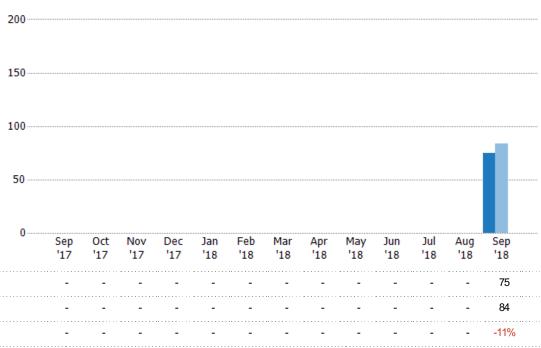
Active Listings

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



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





Active Listing Volume

Percent Change from Prior Year

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

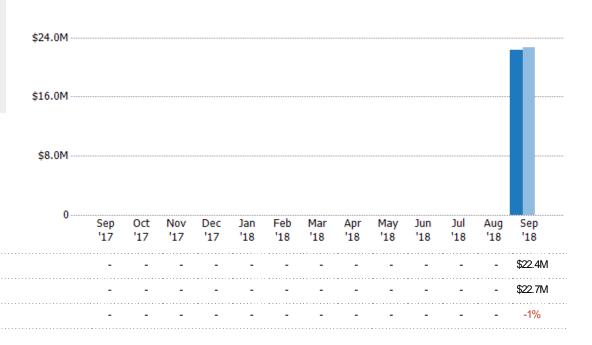
Filters Used

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



Average Listing Price

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

Fi	Iters	Used
	itoio	Oocu

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

4	300K
\$	3225K
\$	5150K

\$75K------

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$298K
-	-	-	-	-	-	-	-	-	-	-	-	\$270K
-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

Percent Change from Prior Year

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

Fil	ltare	П	had

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

\$300K	
\$225K	
\$150K	

\$75K------

Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
 -	-	-	-	-				-				\$239K
 -	-	-	-	-	-	-	-	-	-	-	-	\$220K
 -	-	-	-	-	-	- -	-	-	-	-	-	8%



Current Year
Prior Year

Percent Change from Prior Year



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	\$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----Sep

'17

Avg Est Value	-	-	-	-	-	-	-			-	-	-	\$268K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%

Dec

'17

Jan

'18

Feb

'18

Mar

'18

Apr

'18

May

'18

Jun

'18

Jul

'18

Aug

'18

Sep

'18

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

0ct

'17

'17

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

Med Listing Price as a % of Med Est Value

Κ												
K												
0												
0	0ct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	
0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	



Median Est Value

Median Listing Price



115

Market Data Report

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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	116
	Sep '17	0ct '17	'17	Dec '17	Jan '18	'18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18
	0	0.+	Neve	Doc	1		Mar	Anr	Mari	1		A	
	50												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	150												
Filters Used	200												

Months of Inventory

Percent Change from Prior Year

Prior Year

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

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

20	
15	
10	

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.77
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-38%





Absorption Rate

The percentage of inventory sold per month.

ltom.	Used

Family Residence

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

20%
15%
10%

5%------

0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	17%
-	-	-	-	-	-	-	-	-	-	-	-	11%
-	-	-	-	-	-	-	-	-	-	-	-	-7%

Active/Pending/Sold Units

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

20

Filters Used

Current Year
Prior Year

Change from Prior Year

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

80	
60	
40	

Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 75 28



Active

Sold

Pending



11

New Pending Sales

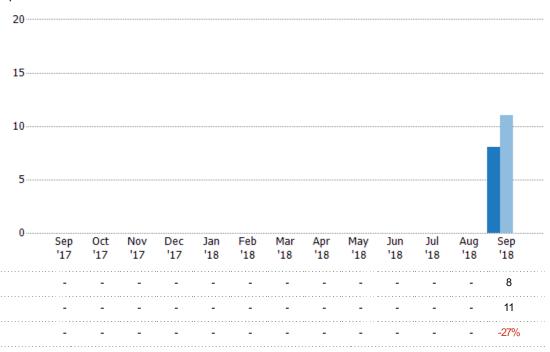
Family Residence

Current Year

Prior Year

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



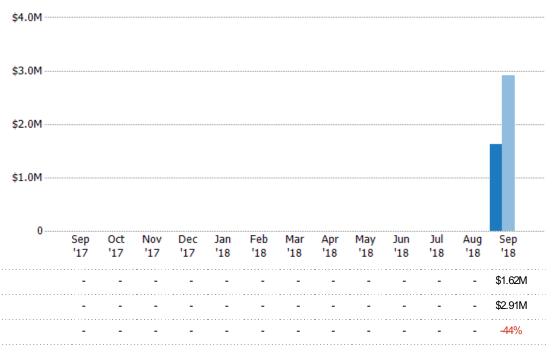


New Pending Sales Volume

Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year

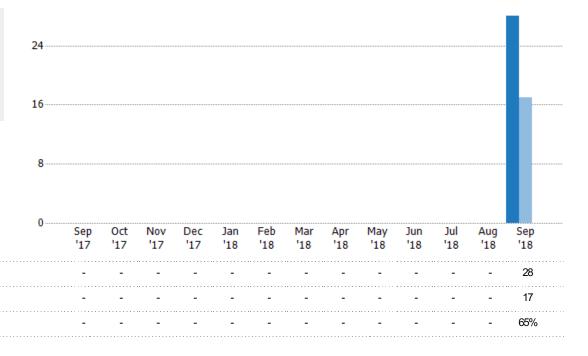
Pending Sales

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



Pending Sales Volume

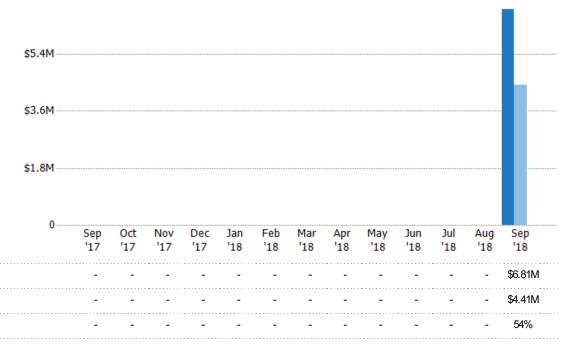
Percent Change from Prior Year

Current Year

Prior Year

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

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

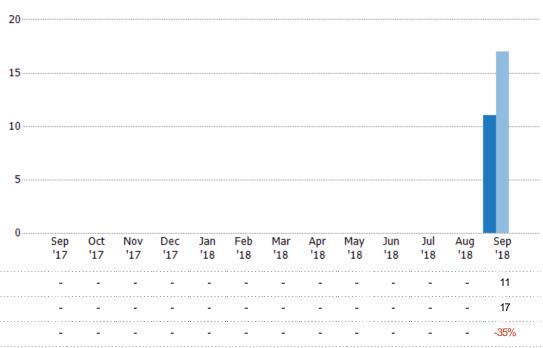
Closed Sales

The total number of residential 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

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

Eilters Used

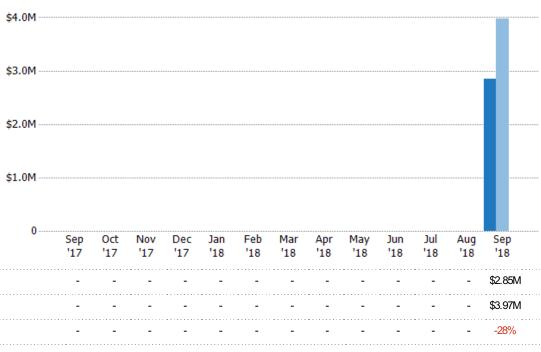
ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year





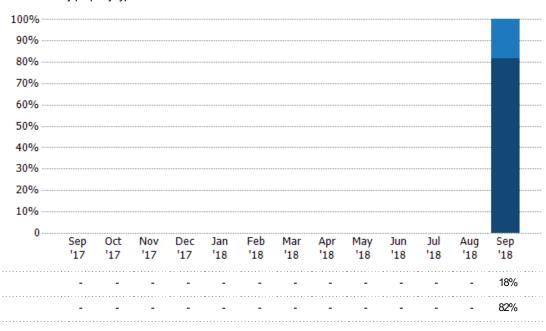


Closed Sales by Property Type

The percentage of residential 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

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

¢300K

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

\$225K		 	 	 	 	 	
\$150K		 	 	 	 	 	
\$75K ·····		 	 	 	 	 	
0							
Sep	0ct			 	 	Aug	Sep
•	0ct '17			 	 		
Sep				 	 	Aug	Sep
Sep				 	 	Aug	Sep





\$210K



Market Data Report

Median Sales Price

The median sales price of the residential 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												
\$75K												
0 Sep		Nov										
'17	'17	Nov '17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-		-	-	-	-	-	-	-	-	-	\$215K

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

-014							
OUK	 		 	 	 	 	
7517							
75K			 	 	 		
75K	 						
		Dec					



Avg List Price

Avg Sales Price





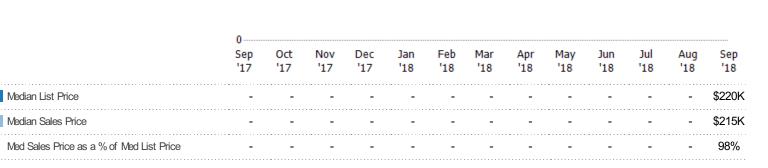
Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

\$300K

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 vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

\$75K-

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	

	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	120%





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.

Filt	ers Used
ZIP	: Brattleboro, VT 0530

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												
raining reduction	\$150K											***************************************	
	\$75K												
	0	~ -											
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med Est Value	_	-	-	-	-	-	-	-	-	-	-	-	103%



