

Summary of Key Listing and Sales Metrics

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

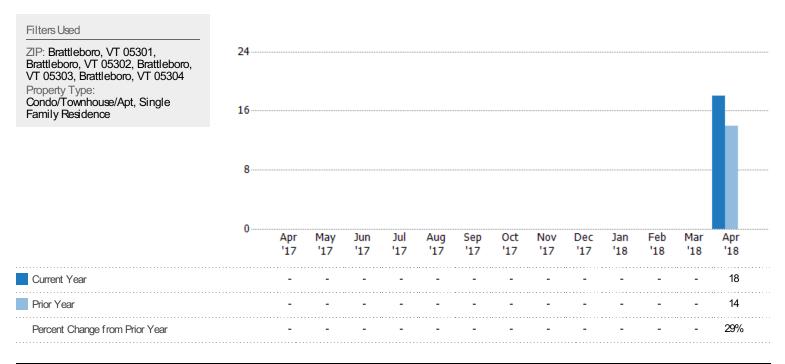
+/-	YTD 2017	YTD 2018	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
+28.6%	14	18	+28.6%	14	18	New Listing Count
-1.6%	\$5,383,200	\$5,298,800	-1.6%	\$5,383,200	\$5,298,800	New Listing Volume
-21.4%	70	55	-21.4%	70	55	Active Listing Count
-1.8%	\$18,244,098	\$17,921,899	-1.8%	\$18,244,098	\$17,921,899	Active Listing Volume
+25%	\$260,630	\$325,853	+25%	\$260,630	\$325,853	Average Listing Price
+13.8%	\$210,000	\$239,000	+13.8%	\$210,000	\$239,000	Median Listing Price
-23.2%	226.5	174	-23.2%	226.5	174	Median Daysin RPR
-64.3%	14	5	-	_	_	Months of Inventory
+12.9%	7.14%	20%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+280%	5	19	+280%	5	19	New Pending Sales Count
+250.7%	\$1,329,700	\$4,663,400	+250.7%	\$1,329,700	\$4,663,400	New Pending Sales Volume
+66.7%	15	25	+66.7%	15	25	Pending Sales Count
+24.6%	\$4,648,500	\$5,789,800	+24.6%	\$4,648,500	\$5,789,800	Pending Sales Volume
-45.5%	11	6	-45.5%	11	6	Cloæd Sales Count
-58.9%	\$2,184,500	\$897,800	-58.9%	\$2,184,500	\$897,800	Closed Sales Volume
-24.7%	\$198,591	\$149,633	-24.7%	\$198,591	\$149,633	Average Sales Price
-14.8%	\$176,000	\$150,000	-14.8%	\$176,000	\$150,000	Median Sales Price





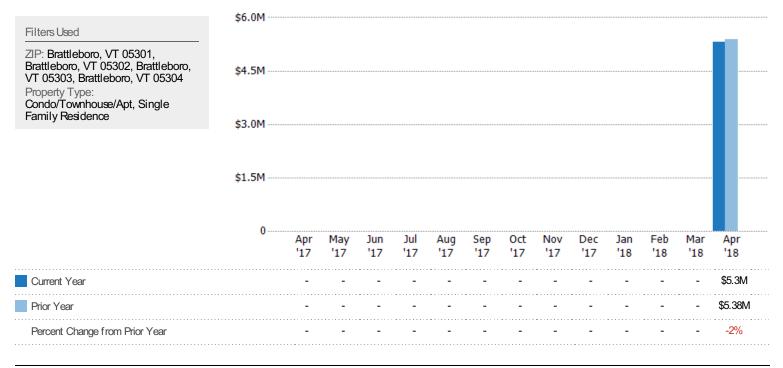
New Listings

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.



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Active Listings

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

	200													
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	50													
	0				2.1		-	0.1			1	E-L		
		Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	55
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	70
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

Active Listing Volume

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

Filters Used														
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$24.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$16.0M													
	\$8.0M													
	\$0.0M													
	0													
	-	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.9M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$18.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-2%





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: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	420000												
	\$100K												
	0												
				2.1		6	<u></u>				E - F		
	Apr 17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Mar '18	Apr '18
		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year					Aug '17	Sep '17							
Current Year Prior Year					Aug '17 -	Sep '17 -							'18
	'i7 - -				Aug '17 -	Sep '17 - -							'18 \$326K

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	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '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	\$200K												
	4												
	\$100K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$237K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$326K
Avg Listing Price as a % of Avg Est Value													
Avg Listing Thee as a 7001 Avg List value	-	-	-	-	-	-	-	-	-	-	-	-	137%

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	\$150K												
	420010												
	\$75K												
	4												
	0												
	Apr	May	Jun				Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	130%





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.

	300												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	225												
Family Residence	150												
	75												
	75												
	0												
	Apr	May	Jun	Jul				Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	174
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	227
Percent Change from Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	-23%

Months of Inventory

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

Filters Used	30												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	23												
Condo/Townhouse/Apt, Single Family Residence	15												
	8 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.11
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-65%

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Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	15%												
Family Residence	10%												
	5%······												
	Apr	May				Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
													0%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%

Active/Pending/Sold Units

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

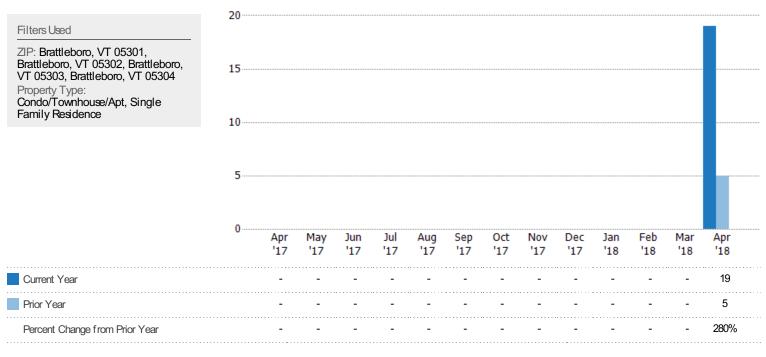
Active	0 Apr '17	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 55
					Aug '17	Sep '17							
	0												
	15												
Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	45												
Filters Used													





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.

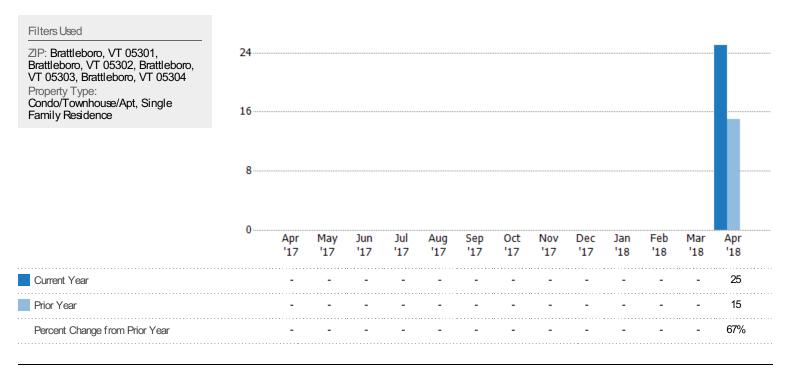
\$4.8M ······													
\$3.6M													
\$2.4M													
\$1.2M													
0			1	2.1	A	C	0.4	N	D	1	E-F	M	A.=
	Арг '17	мау '17	Jun '17	Jui '17	Aug '17	Sep '17	'17	NOV '17	Dec '17	Jan '18	⊦eb '18	Mar '18	Apr '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$4.66M
	-	-	-	-	-	-	-	-	-	-	-	-	\$1.33M
	-	-	-	-	-	-	-	-	-	-	-	-	251%
	\$3.6M \$2.4M	\$3.6M \$2.4M \$1.2M 0	\$3.6M \$2.4M \$1.2M 0	\$3.6M \$2.4M \$1.2M 0 Apr May Jun	\$3.6M \$2.4M \$1.2M 0	\$3.6M \$2.4M \$1.2M 0 	\$3.6M \$2.4M \$1.2M 0 Apr May Jun Jul Aug Sep	\$3.6M \$2.4M \$1.2M 0 Apr May Jun Jul Aug Sep Oct	\$3.6M \$2.4M \$1.2M 0 Apr May Jun Jul Aug Sep Oct Nov	\$3.6M \$2.4M \$1.2M 0 Apr May Jun Jul Aug Sep Oct Nov Dec	\$3.6M \$2.4M \$1.2M 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$3.6M \$2.4M \$1.2M 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb	\$3.6M \$2.4M \$1.2M 0





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.

	\$6.0M														
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$4.5M														
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M														
	\$1.5M														
	0														
	, in the second s	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.79M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.65M	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%	



Closed Sales

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

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Closed Sales Volume

The sum of the sales price 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	\$2.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	φ υ. οι η													
	0													
	, i i i i i i i i i i i i i i i i i i i	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$898K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.18M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-59%





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	70%														
Property Type: Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Apr	May	Jun	Jul	Aug	Con	0ct	Nov	Dec	Jan	Feb	Mar	Apr	
		Apr '17	Мау '17	'17	Jul '17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	17%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	83%	

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 Property Type: \$150K \$150K \$75K

	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%





Median Sales Price

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

\$200K ······												
\$150K												
\$100K												
\$50K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$150K
-	-	-	-	-	-	-	-	-	-	-	-	\$176K
-	-	-	-	-	-	-	-	-	-	-		-15%
	\$150K \$100K \$50K 0 Apr '17 - -	\$150K \$100K \$50K 0 Apr May '17 '17 	\$150K \$100K \$50K 0 Apr May Jun '17 '17 '17 	\$150K \$100K \$50K 0 Apr May Jun Jul '17 '17 '17 '17 	\$150K \$100K \$50K 0 Apr May Jun Jul Aug '17 '17 '17 '17 '17 	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep '17 '17 '17 '17 '17 '17 	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct '17 '17 '17 '17 '17 '17 '17 	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 '17 '17 '17	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 '17	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '17 '17 '18 	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar

Average Sales Price vs Average Listing Price

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

Avg List Price Avg Sales Price	-	-	-	-	-	-	-			- -	-	- -	\$153K \$150K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$50K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$150K												
Elferral land													





Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	±1.0.01/												
	\$100K												
	\$50K												
	4												
	0		1	71	A	C	0.4	N	D	1	F - L		
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
. <u></u>													
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
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.

Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$97K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$50K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304	\$150K												
Filters Used	\$200K ······												





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.

	\$200K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	¢100K												
·	\$100K												
	\$50K												
	+												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	17					17		17	17	10	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$97K
Median Sales Price	-		-		-	-		-	-	-	-	-	\$151K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	156%

