

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 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	9	-22.2%	24	24	+-
New Listing Volume	\$1,927,700	\$2,236,700	-13.8%	\$5,852,900	\$6,390,900	-8.4%
Active Listing Count	49	60	-18.3%	NA	N/A	
Active Listing Volume	\$12,843,300	\$16,655,886	-22.9%	NA	N/A	
Average Listing Price	\$262,108	\$277,598	-5.6%	\$261,908	\$272,874	-4%
Median Listing Price	\$229,900	\$232,450	-1.1%	\$229,615	\$223,983	+2.5%
Median Daysin RPR	153	184.5	-17.1%	154.05	178.5	-13.7%
Months of Inventory	9.8	6.7	+47%	8.6	10.6	-19.2%
Absorption Rate	10.2%	15%	-4.8%	11.7%	9.44%	+2.3%
Sales Activity Charts Metrics			 			
New Pending Sales Count	15	8	+87.5%	30	19	+57.9%
New Pending Sales Volume	\$3,857,658	\$1,522,900	+153.3%	\$7,098,658	\$3,885,800	+82.7%
Pending Sales Count	20	10	+100%	NA	N/A	
Pending Sales Volume	\$4,992,158	\$1,917,900	+160.3%	NA	N/A	
Closed Sales Count	9	8	+12.5%	19	20	-5%
Closed Sales Volume	\$1,898,935	\$2,189,700	-13.3%	\$4,235,502	\$4,719,288	-10.3%
Average Sales Price	\$210,993	\$273,713	-22.9%	\$222,921	\$235,964	-5.5%
Median Sales Price	\$192,500	\$226,350	-15%	\$188,289	\$188,970	-0.4%







New Listings

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
Family Residence

Month/ Year	Count	% Chg.
Mar '19	7	-22.2%
Mar '18	9	12.5%
Mar '17	8	0%



New Listing Volume

Percent Change from Prior Year

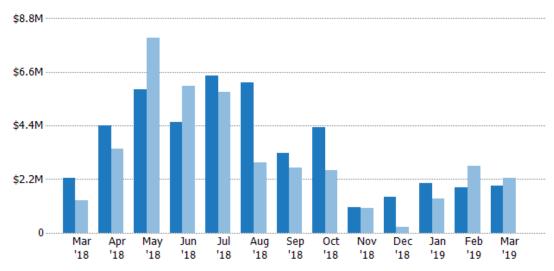
Current Year

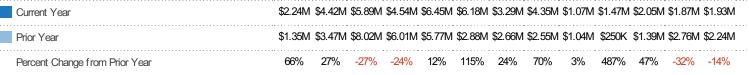
Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$1.93M	-13.8%
Mar '18	\$2.24M	66%
Mar '17	\$1.35M	74.8%







Active Listings

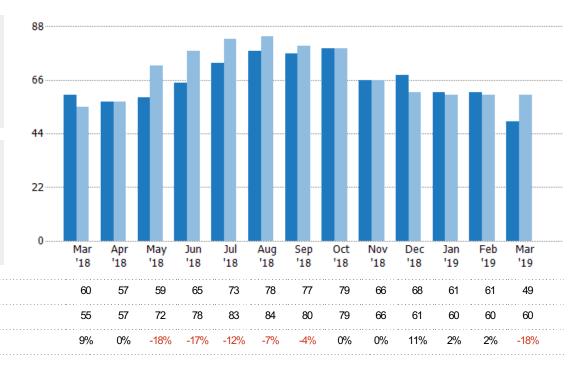
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Mar '19	49	-18.3%
Mar '18	60	9.1%
Mar '17	55	40%



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

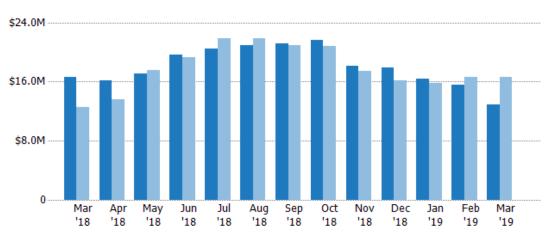
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$12.8M	-22.9%
Mar '18	\$16.7M	33.2%
Mar '17	\$12.5M	82.6%





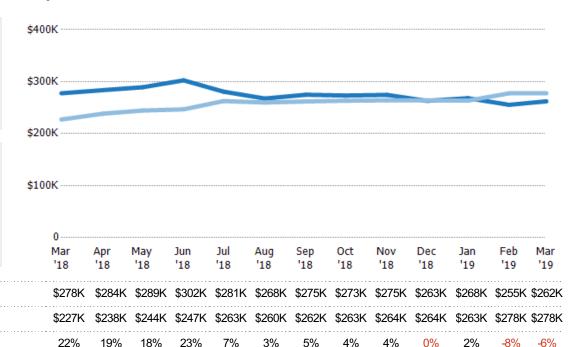


Average Listing Price

The average 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: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$262K	-5.6%
Mar '18	\$278K	22.1%
Mar '17	\$227K	30.4%



Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

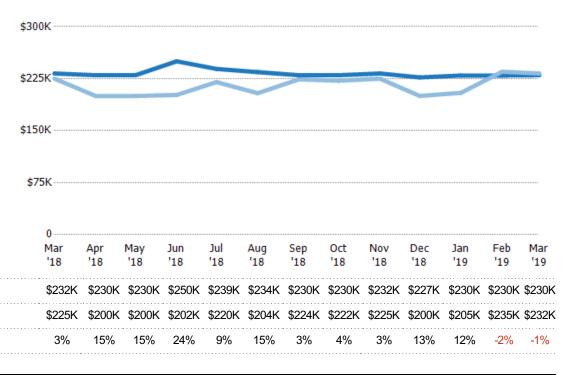
The median listing price of active residential listings at the end of each month.

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$230K	-1.1%
Mar '18	\$232K	3.3%
Mar '17	\$225K	-4.4%

Percent Change from Prior Year



Current Year

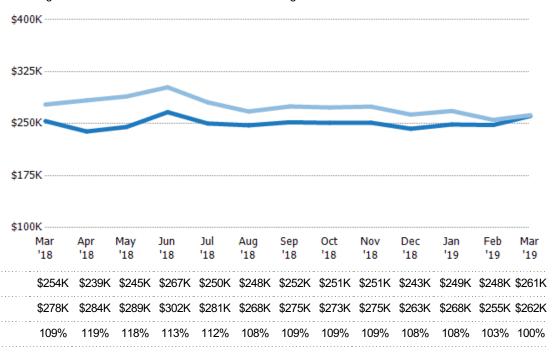
Prior Year



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



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.

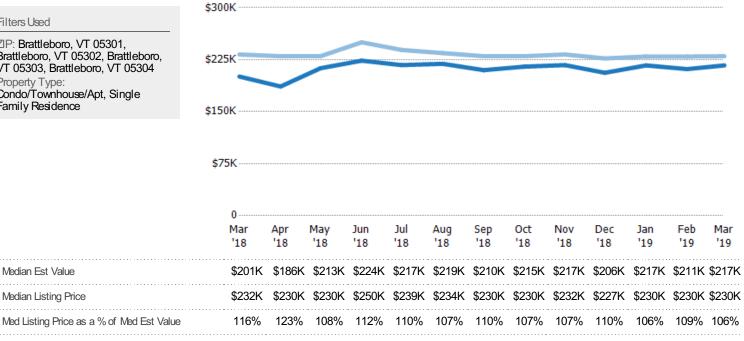
Filters Used

Avg Est Value

Avg Listing Price

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



Median Est Value

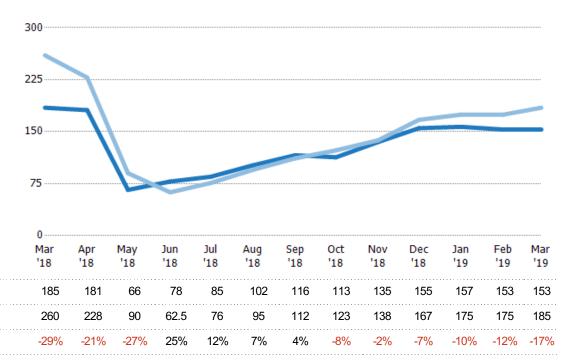
Median Listing Price

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





Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year

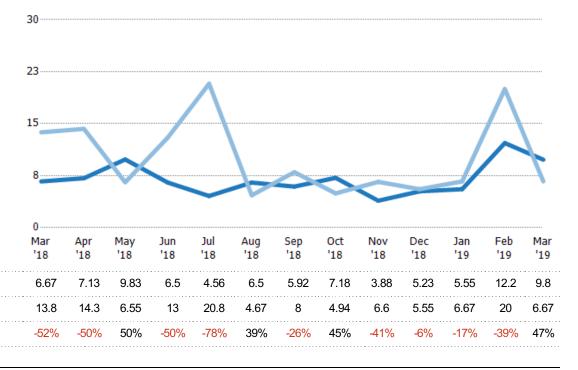
Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Months	% Chg.
Mar '19	9.8	47%
Mar '18	6.67	-51.5%
Mar'17	13.8	12%

Percent Change from Prior Year



Current Year

Prior Year

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

Month/ Year	Rate	Chg.
Mar '19	10%	4.8%
Mar '18	15%	-7.7%
Mar '17	7%	-10.7%



Active/Pending/Sold Units

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

Filters Used

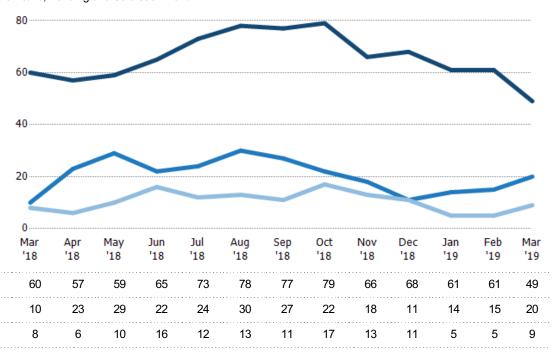
Current Year

Change from Prior Year

Prior Year

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

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



Active

Pending

Sold





New Pending Sales

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

Filters Used

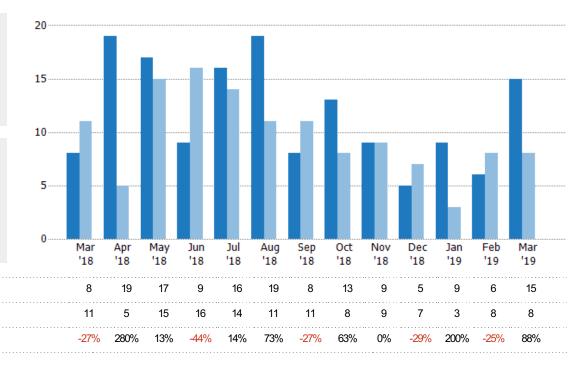
ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

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

Month/ Year	Count	% Chg.
Mar '19	15	87.5%
Mar '18	8	-27.3%
Mar '17	11	-9.1%

Current Year

Prior Year



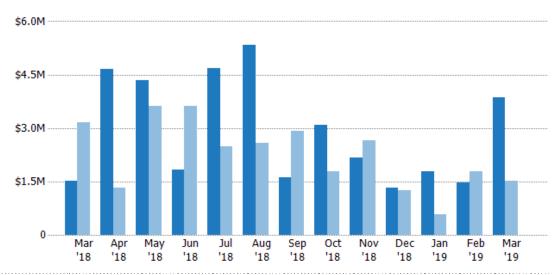
New Pending Sales Volume

Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$3.86M	153.3%
Mar '18	\$1.52M	-51.8%
Mar '17	\$3.16M	-45.8%



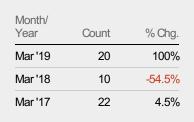


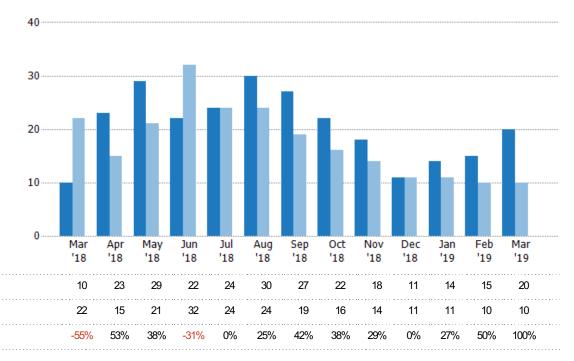


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

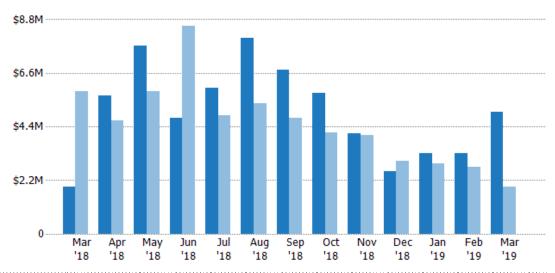
Current Year

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

Month/ Year	Volume	% Chg.
Mar '19	\$4.99M	160.3%
Mar '18	\$1.92M	-67.2%
Mar '17	\$5.84M	-23.7%









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

Month/ Year	Count	% Chg.
Mar '19	9	12.5%
Mar '18	8	100%
Mar '17	4	150%



Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

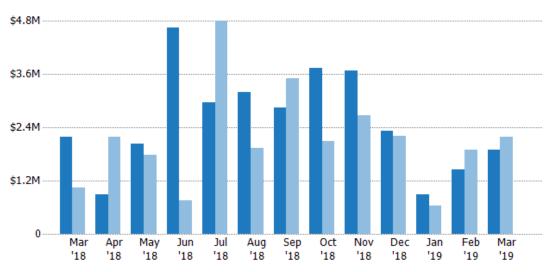
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$1.9M	-13.3%
Mar '18	\$2.19M	110.2%
Mar '17	\$1.04M	19.1%





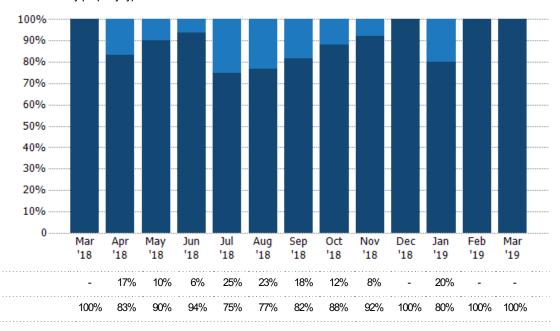




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.





Average Sales Price

Single Family Residence

Condo/Townhouse

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

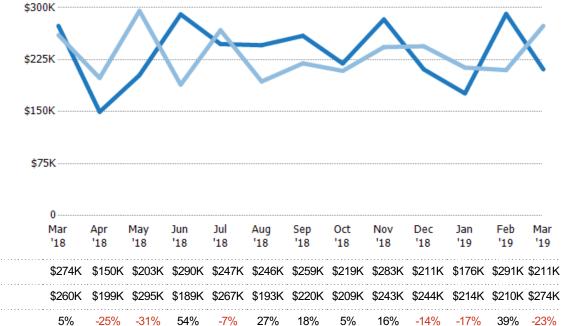
Filters Used

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

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

Price	% Chg.
\$211K	-22.9%
\$274K	5.1%
\$260K	-52.4%
	\$211K \$274K

Percent Change from Prior Year





Current Year

Prior Year

39% -15%

Market Data Report

Median Sales Price

The median sales price of the 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

Month/ Year	Price	% Chg.
Mar '19	\$193K	-15%
Mar '18	\$226K	-14.6%
Mar '17	\$265K	-45.7%



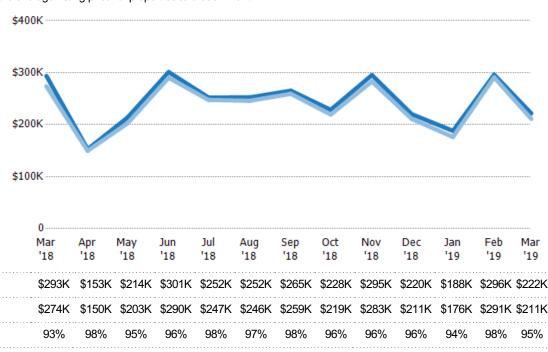
Current Year	\$226K	\$150K	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$189K	\$134K	\$
Prior Year	\$265K	\$176K	\$198K	\$190K	\$210K	\$193K	\$188K	\$208K	\$210K	\$205K	\$148K	\$
Percent Change from Prior Year	-15%	-15%	-8%	38%	6%	8%	15%	4%	23%	-8%	-9%	

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for 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

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.



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

Condo/Townhouse/Apt, Single Family Residence

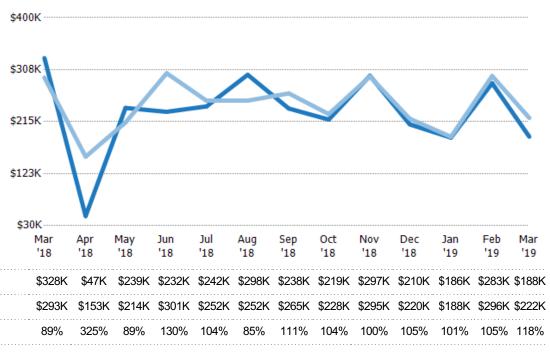


Median List Price	\$250K	\$151K	\$180K	\$267K	\$225K	\$215K	\$220K	\$225K	\$259K	\$199K	\$149K	\$235K \$200	 K
Median Sales Price	\$226K	\$150K	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$189K	\$134K	\$235K \$193	K
Med Sales Price as a % of Med List Price	91%	99%	101%	98%	99%	97%	98%	96%	100%	95%	90%	100% 96%	 o

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.

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





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



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.

Filters Used

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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

Family Residence





