

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	17	-35.3%	35	41	-14.6%
New Listing Volume	\$4,322,300	\$4,420,800	-2.2%	\$10,175,200	\$10,811,700	-5.9%
Active Listing Count	—	57	—	N/A	N/A	
Active Listing Volume	—	\$16,164,286	—	N/A	N/A	
Average Listing Price	—	\$283,584	—	\$261,908	\$275,450	-4.9%
Median Listing Price	—	\$229,900	—	\$229,615	\$225,406	+1.9%
Median Days in RPR	—	181	—	146.35	179.08	-18.3%
Months of Inventory	—	7.1	-100%	6.6	8.5	-22.3%
Absorption Rate	—	14.04%	—	15.2%	11.81%	+3.4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	19	-68.4%	36	38	-5.3%
New Pending Sales Volume	\$1,294,500	\$4,663,400	-72.2%	\$8,393,158	\$8,549,200	-1.8%
Pending Sales Count	—	23	—	N/A	N/A	
Pending Sales Volume	—	\$5,664,900	—	N/A	N/A	
Closed Sales Count	1	6	-83.3%	20	26	-23.1%
Closed Sales Volume	\$181,000	\$897,800	-79.8%	\$4,416,502	\$5,617,088	-21.4%
Average Sales Price	\$181,000	\$149,633	+21%	\$220,825	\$216,042	+2.2%
Median Sales Price	\$181,000	\$150,000	+20.7%	\$187,925	\$179,977	+4.4%

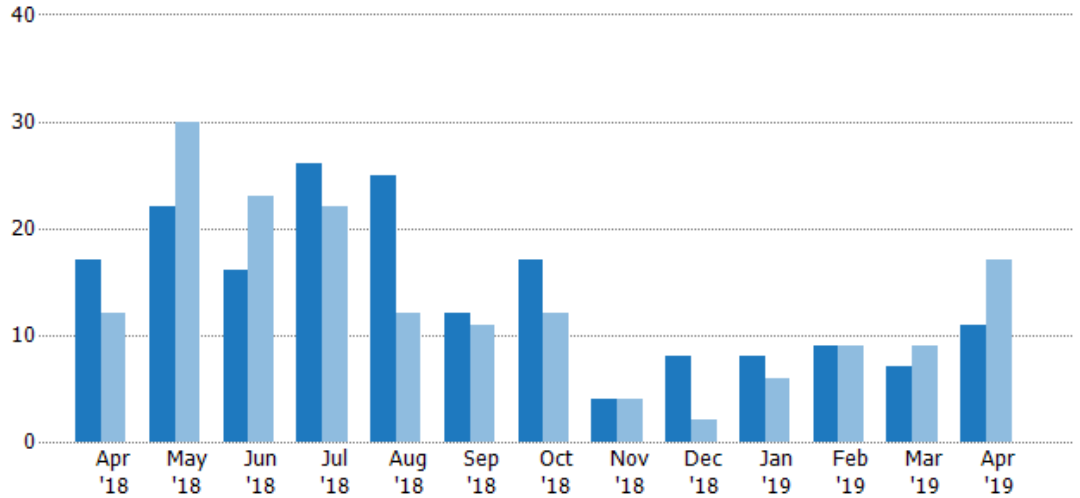
New Listings

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.
Apr '19	11	-35.3%
Apr '18	17	41.7%
Apr '17	12	108.3%



Current Year	17	22	16	26	25	12	17	4	8	8	9	7	11
Prior Year	12	30	23	22	12	11	12	4	2	6	9	9	17
Percent Change from Prior Year	42%	-27%	-30%	18%	108%	9%	42%	0%	300%	33%	0%	-22%	-35%

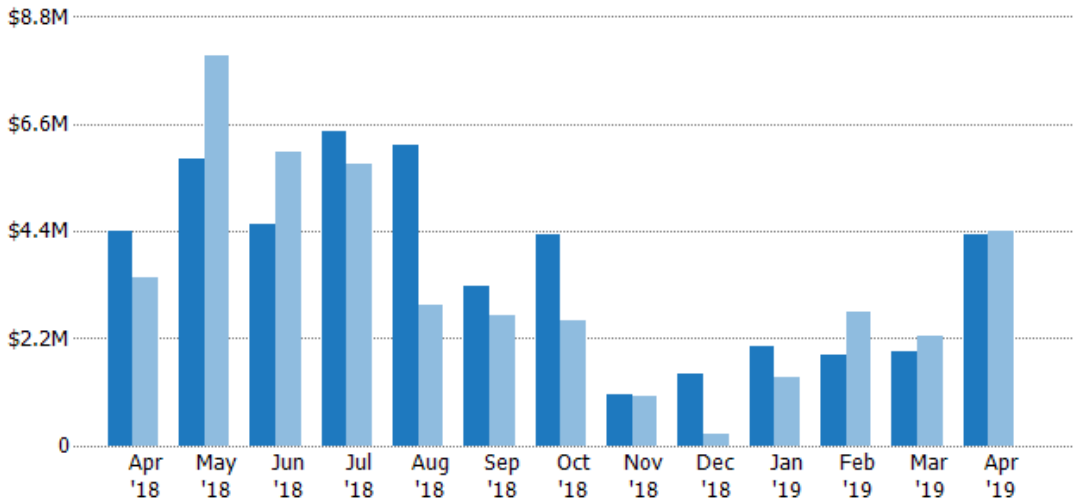
New Listing Volume

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

Month/ Year	Volume	% Chg.
Apr '19	\$4.32M	-2.2%
Apr '18	\$4.42M	27.5%
Apr '17	\$3.47M	42.1%



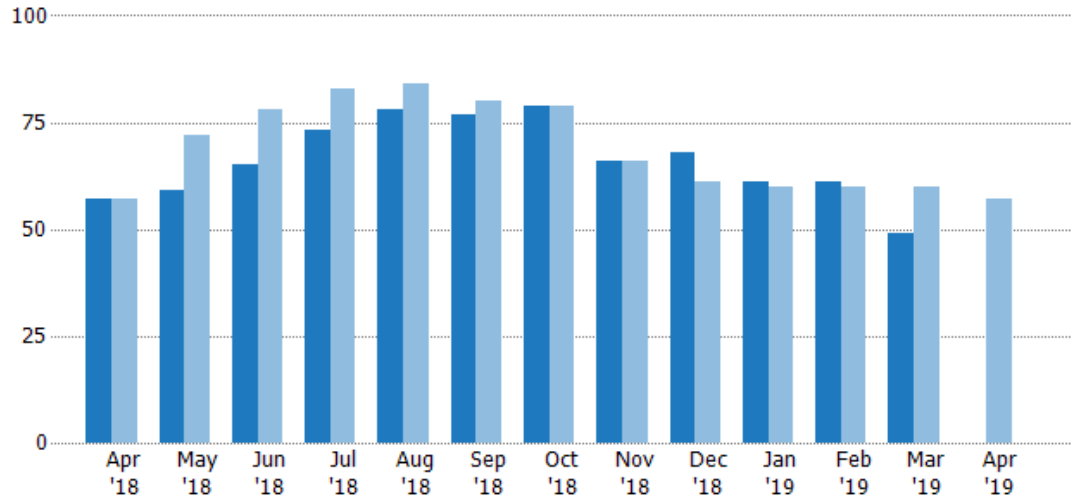
Current Year	\$4.42M	\$5.89M	\$4.54M	\$6.45M	\$6.18M	\$3.29M	\$4.35M	\$1.07M	\$1.47M	\$2.05M	\$1.87M	\$1.93M	\$4.32M
Prior Year	\$3.47M	\$8.02M	\$6.01M	\$5.77M	\$2.88M	\$2.66M	\$2.55M	\$1.04M	\$250K	\$1.39M	\$2.76M	\$2.24M	\$4.42M
Percent Change from Prior Year	27%	-27%	-24%	12%	115%	24%	70%	3%	487%	47%	-32%	-14%	-2%

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



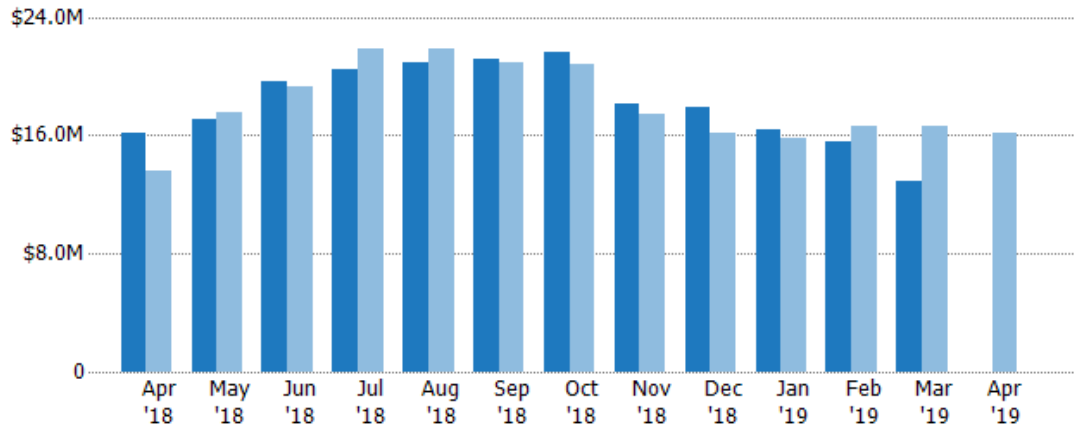
Current Year	57	59	65	73	78	77	79	66	68	61	61	49	-
Prior Year	57	72	78	83	84	80	79	66	61	60	60	60	57
Percent Change from Prior Year	0%	-18%	-17%	-12%	-7%	-4%	0%	0%	11%	2%	2%	-18%	-100%

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:
Condo/Townhouse/Apt, Single
Family Residence



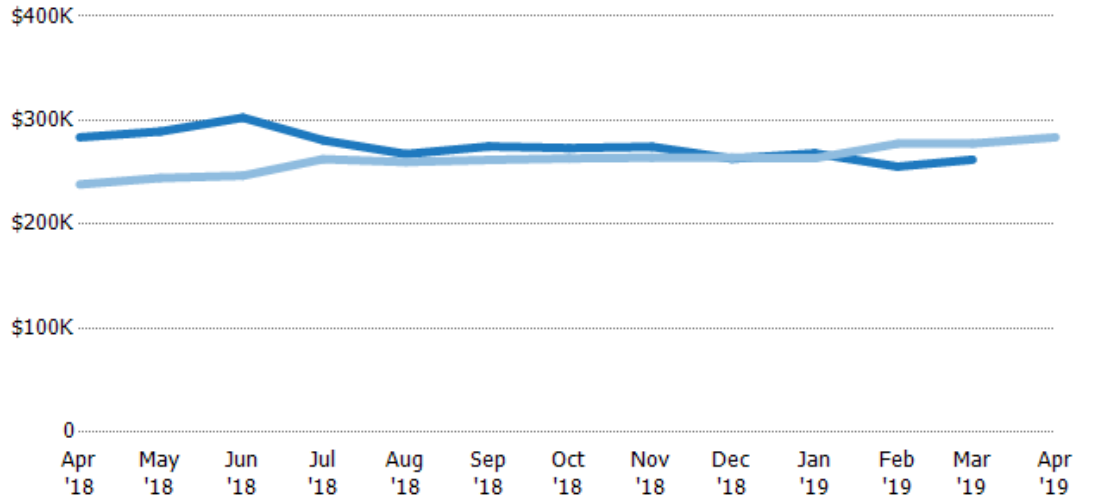
Current Year	\$16.2M	\$17.1M	\$19.7M	\$20.5M	\$20.9M	\$21.2M	\$21.6M	\$18.1M	\$17.9M	\$16.4M	\$15.6M	\$12.8M	-
Prior Year	\$13.6M	\$17.6M	\$19.2M	\$21.8M	\$21.8M	\$20.9M	\$20.8M	\$17.4M	\$16.1M	\$15.8M	\$16.7M	\$16.7M	\$16.2M
Percent Change from Prior Year	19%	-3%	2%	-6%	-4%	1%	4%	4%	11%	3%	-6%	-23%	-100%

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



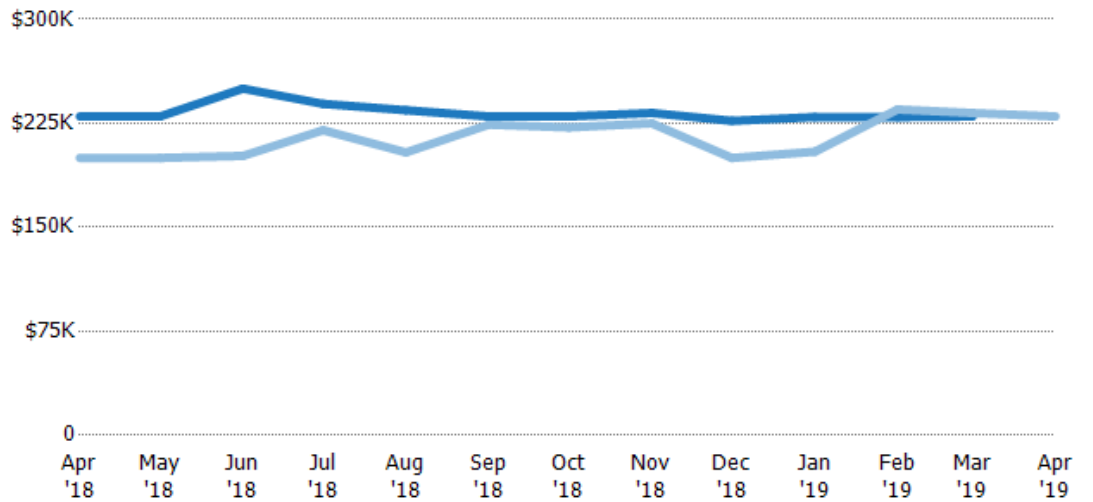
Current Year	\$284K	\$289K	\$302K	\$281K	\$268K	\$275K	\$273K	\$275K	\$263K	\$268K	\$255K	\$262K	-
Prior Year	\$238K	\$244K	\$247K	\$263K	\$260K	\$262K	\$263K	\$264K	\$264K	\$263K	\$278K	\$278K	\$284K
Percent Change from Prior Year	19%	18%	23%	7%	3%	5%	4%	4%	0%	2%	-8%	-6%	-100%

Median Listing Price

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

Filters Used

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



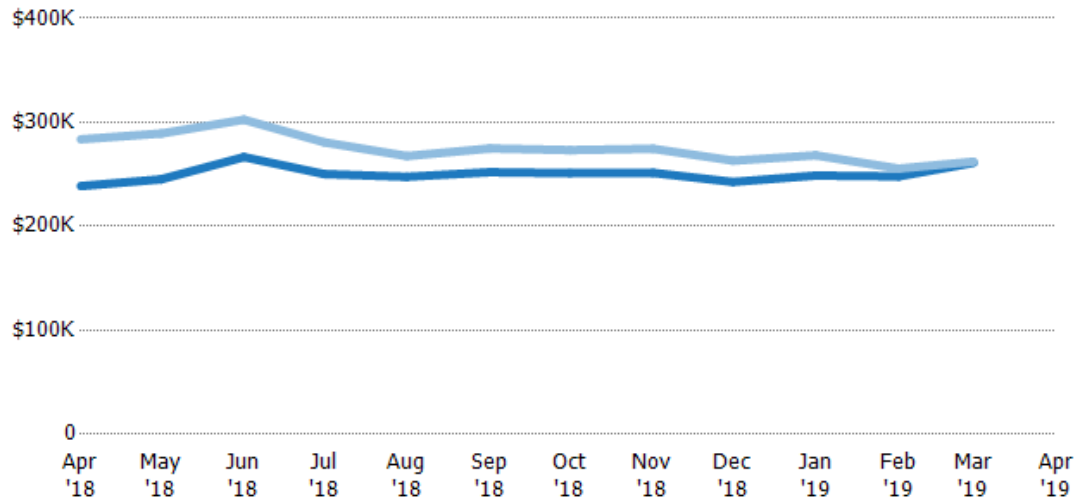
Current Year	\$230K	\$230K	\$250K	\$239K	\$234K	\$230K	\$230K	\$232K	\$227K	\$230K	\$230K	\$230K	-
Prior Year	\$200K	\$200K	\$202K	\$220K	\$204K	\$224K	\$222K	\$225K	\$200K	\$205K	\$235K	\$232K	\$230K
Percent Change from Prior Year	15%	15%	24%	9%	15%	3%	4%	3%	13%	12%	-2%	-1%	-100%

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,
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VT 05303, Brattleboro, VT 05304
Property Type:
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Family Residence



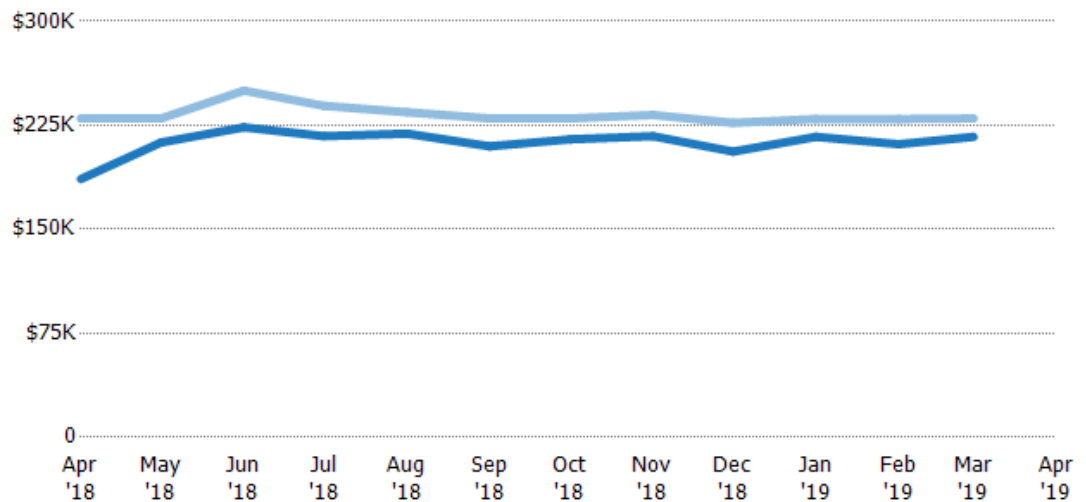
Avg Est Value	\$239K	\$245K	\$267K	\$250K	\$248K	\$252K	\$251K	\$251K	\$243K	\$249K	\$248K	\$261K	-
Avg Listing Price	\$284K	\$289K	\$302K	\$281K	\$268K	\$275K	\$273K	\$275K	\$263K	\$268K	\$255K	\$262K	-
Avg Listing Price as a % of Avg Est Value	119%	118%	113%	112%	108%	109%	109%	109%	108%	108%	103%	100%	-

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:
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Family Residence



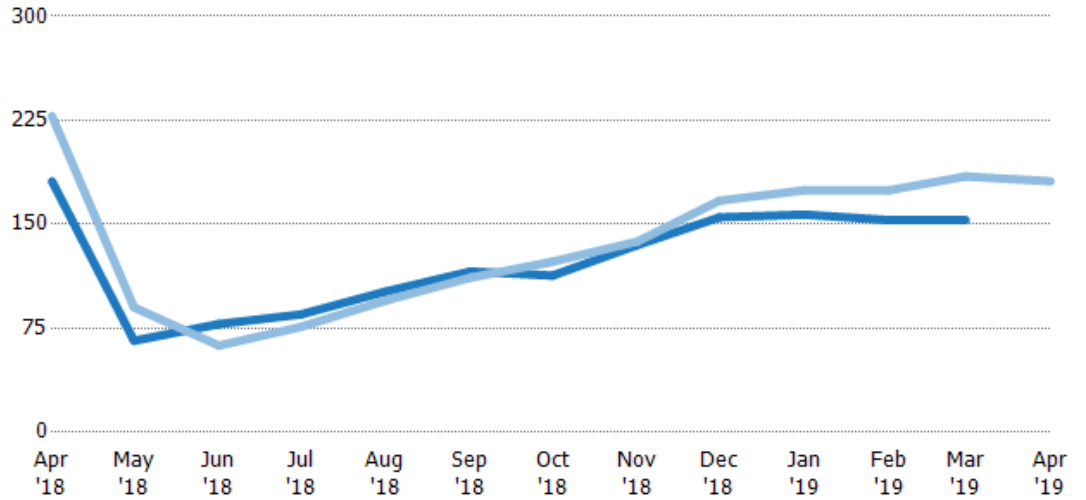
Median Est Value	\$186K	\$213K	\$224K	\$217K	\$219K	\$210K	\$215K	\$217K	\$206K	\$217K	\$211K	\$217K	-
Median Listing Price	\$230K	\$230K	\$250K	\$239K	\$234K	\$230K	\$230K	\$232K	\$227K	\$230K	\$230K	\$230K	-
Med Listing Price as a % of Med Est Value	123%	108%	112%	110%	107%	110%	107%	107%	110%	106%	109%	106%	-

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

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VT 05303, Brattleboro, VT 05304
Property Type:
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Family Residence



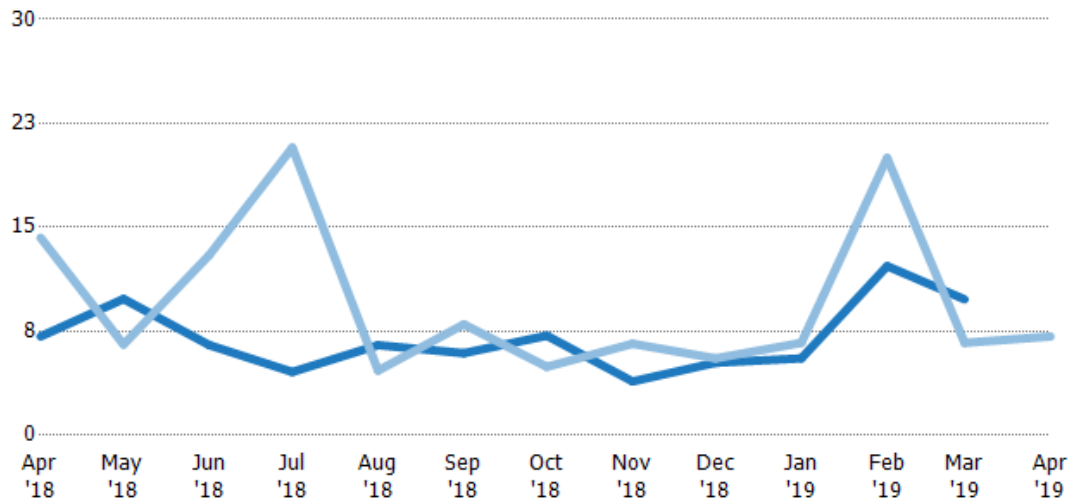
Current Year	181	66	78	85	102	116	113	135	155	157	153	153	-
Prior Year	228	90	62.5	76	95	112	123	138	167	175	175	185	181
Percent Change from Prior Year	-21%	-27%	25%	12%	7%	4%	-8%	-2%	-7%	-10%	-12%	-17%	-100%

Months of Inventory

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

Filters Used

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



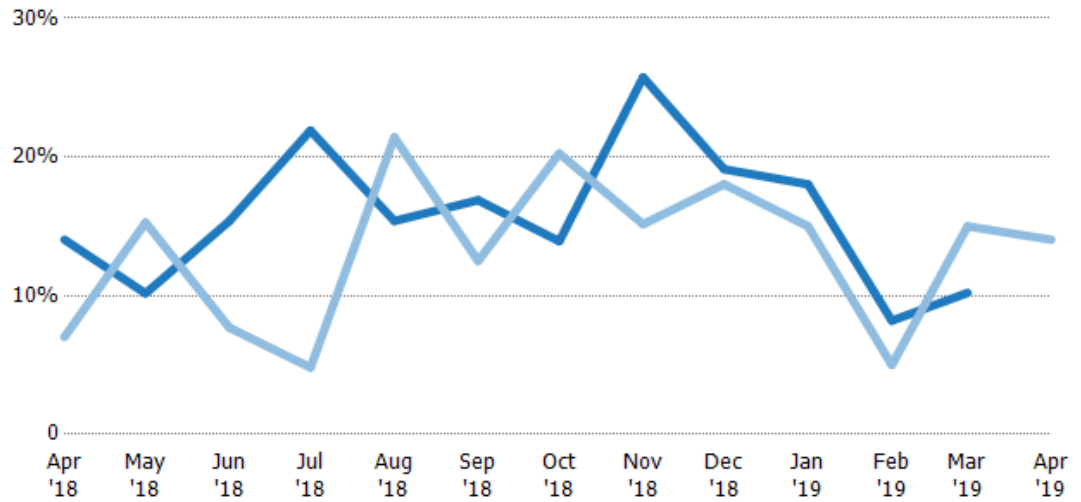
Current Year	7.13	9.83	6.5	4.56	6.5	5.92	7.18	3.88	5.23	5.55	12.2	9.8	-
Prior Year	14.3	6.55	13	20.8	4.67	8	4.94	6.6	5.55	6.67	20	6.67	7.13
Percent Change from Prior Year	-50%	50%	-50%	-78%	39%	-26%	45%	-41%	-6%	-17%	-39%	47%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



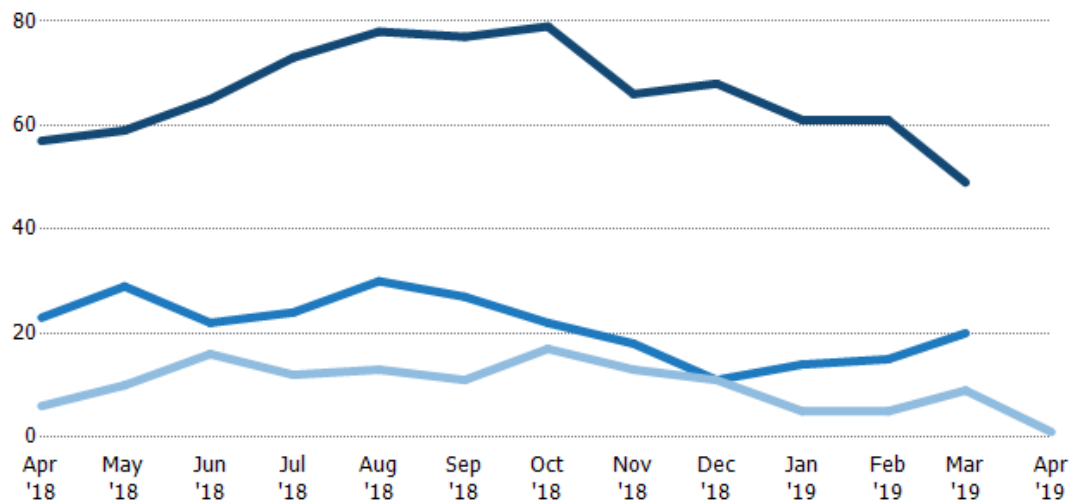
Current Year	14%	10%	15%	22%	15%	17%	14%	26%	19%	18%	8%	10%	-
Prior Year	7%	15%	8%	5%	21%	13%	20%	15%	18%	15%	5%	15%	14%
Change from Prior Year	-7%	5%	-8%	-17%	6%	-4%	6%	-11%	-1%	-3%	-3%	5%	14%

Active/Pending/Sold Units

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

Filters Used

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



Active	57	59	65	73	78	77	79	66	68	61	61	49	-
Pending	23	29	22	24	30	27	22	18	11	14	15	20	-
Sold	6	10	16	12	13	11	17	13	11	5	5	9	1

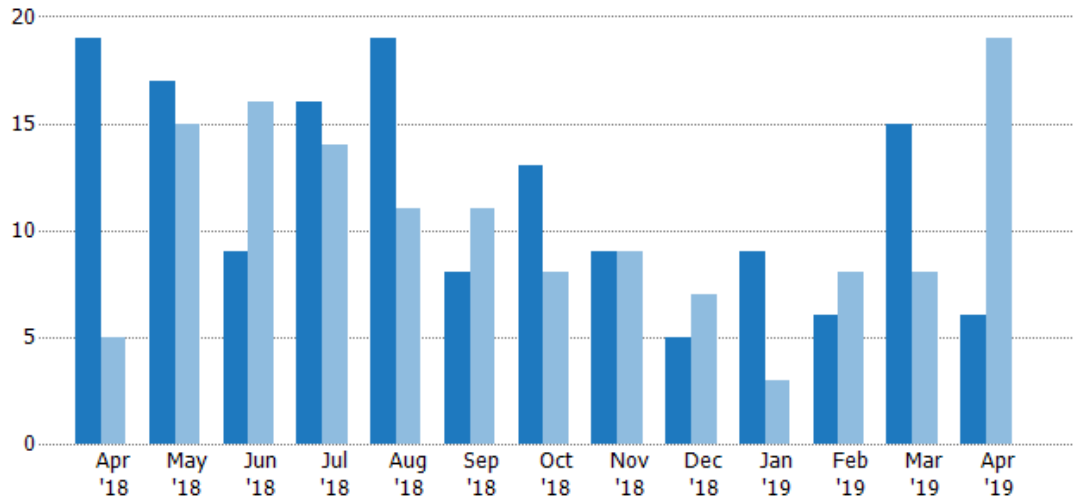
New Pending Sales

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.
Apr '19	6	-68.4%
Apr '18	19	280%
Apr '17	5	60%



Current Year	19	17	9	16	19	8	13	9	5	9	6	15	6
Prior Year	5	15	16	14	11	11	8	9	7	3	8	8	19
Percent Change from Prior Year	280%	13%	-44%	14%	73%	-27%	63%	0%	-29%	200%	-25%	88%	-68%

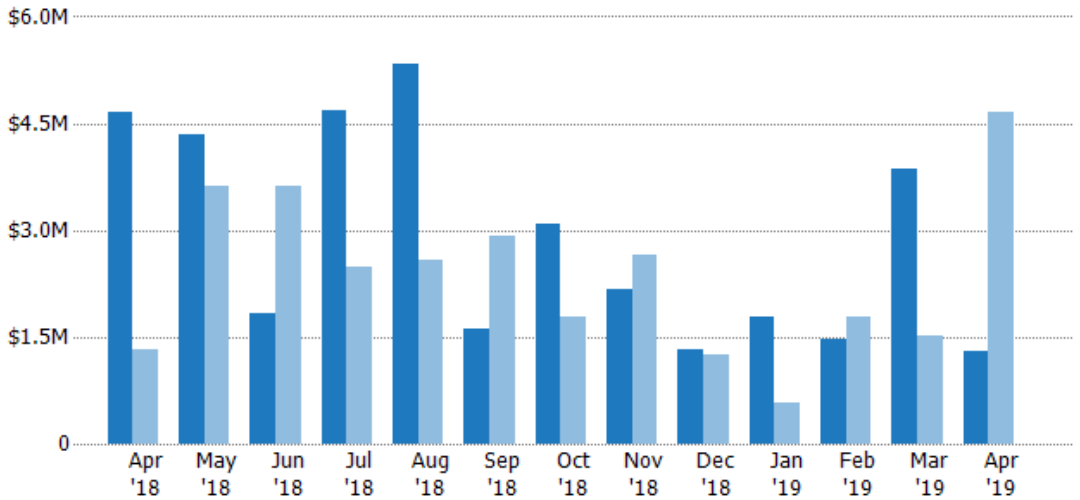
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Apr '19	\$1.29M	-72.2%
Apr '18	\$4.66M	250.7%
Apr '17	\$1.33M	78.7%



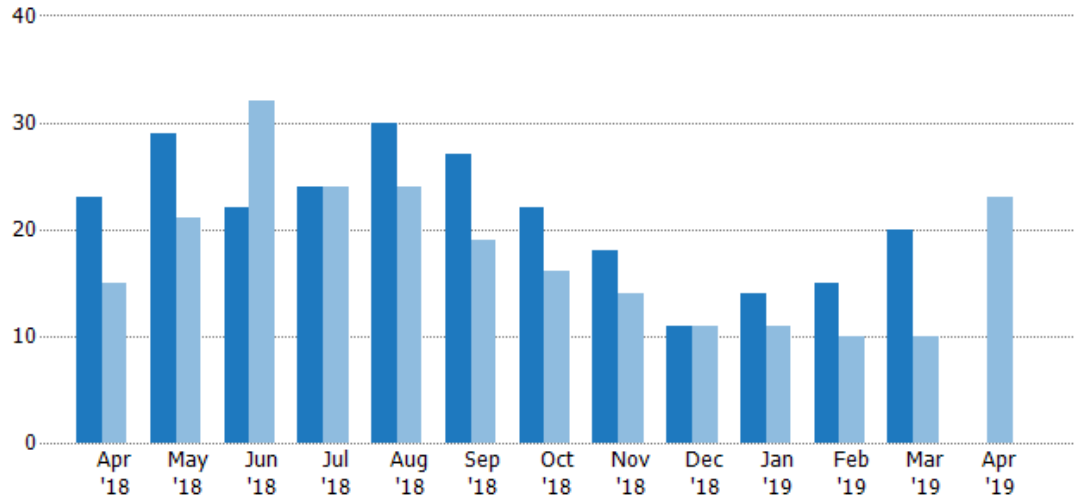
Current Year	\$4.66M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$3.08M	\$2.17M	\$1.32M	\$1.77M	\$1.47M	\$3.86M	\$1.29M
Prior Year	\$1.33M	\$3.62M	\$3.62M	\$2.48M	\$2.57M	\$2.91M	\$1.79M	\$2.65M	\$1.26M	\$570K	\$1.79M	\$1.52M	\$4.66M
Percent Change from Prior Year	251%	20%	-49%	89%	108%	-44%	72%	-18%	5%	211%	-18%	153%	-72%

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



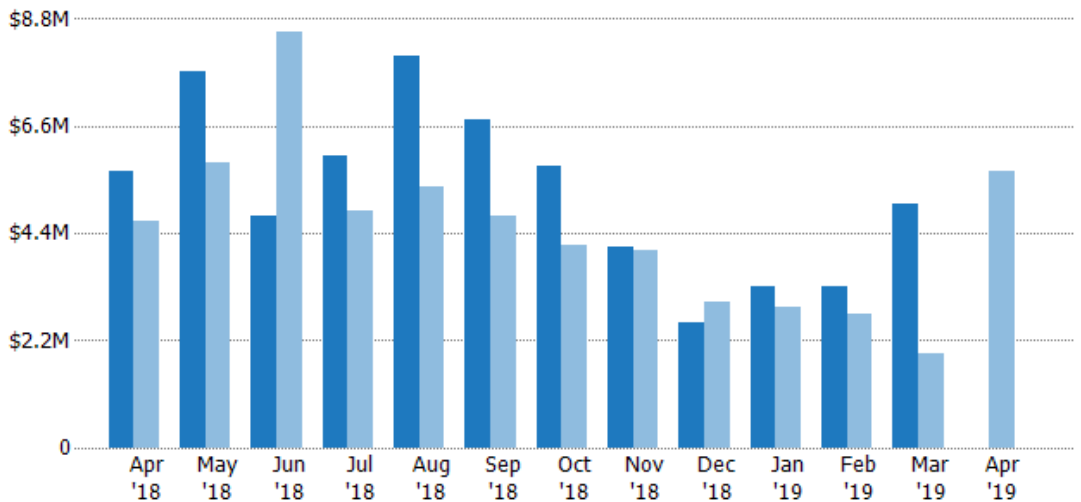
Current Year	23	29	22	24	30	27	22	18	11	14	15	20	-
Prior Year	15	21	32	24	24	19	16	14	11	11	10	10	23
Percent Change from Prior Year	53%	38%	-31%	0%	25%	42%	38%	29%	0%	27%	50%	100%	-100%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available 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



Current Year	\$5.66M	\$7.74M	\$4.76M	\$5.98M	\$8.04M	\$6.75M	\$5.8M	\$4.13M	\$2.56M	\$3.31M	\$3.3M	\$4.99M	-
Prior Year	\$4.65M	\$5.86M	\$8.52M	\$4.88M	\$5.37M	\$4.74M	\$4.14M	\$4.04M	\$2.98M	\$2.89M	\$2.74M	\$1.92M	\$5.66M
Percent Change from Prior Year	22%	32%	-44%	23%	50%	42%	40%	2%	-14%	15%	20%	160%	-100%

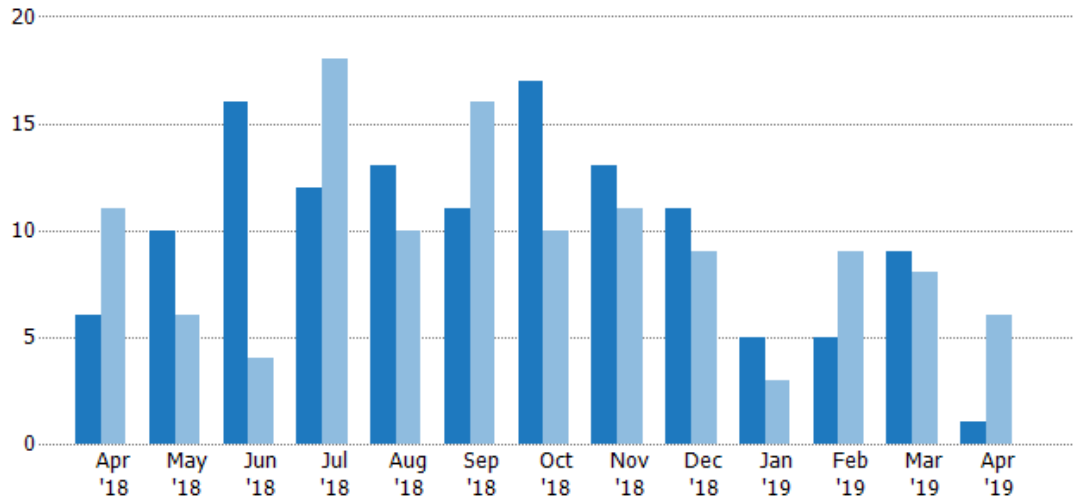
Closed Sales

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.
Apr '19	1	-83.3%
Apr '18	6	-45.5%
Apr '17	11	-72.7%



Current Year	6	10	16	12	13	11	17	13	11	5	5	9	1
Prior Year	11	6	4	18	10	16	10	11	9	3	9	8	6
Percent Change from Prior Year	-45%	67%	300%	-33%	30%	-31%	70%	18%	22%	67%	-44%	13%	-83%

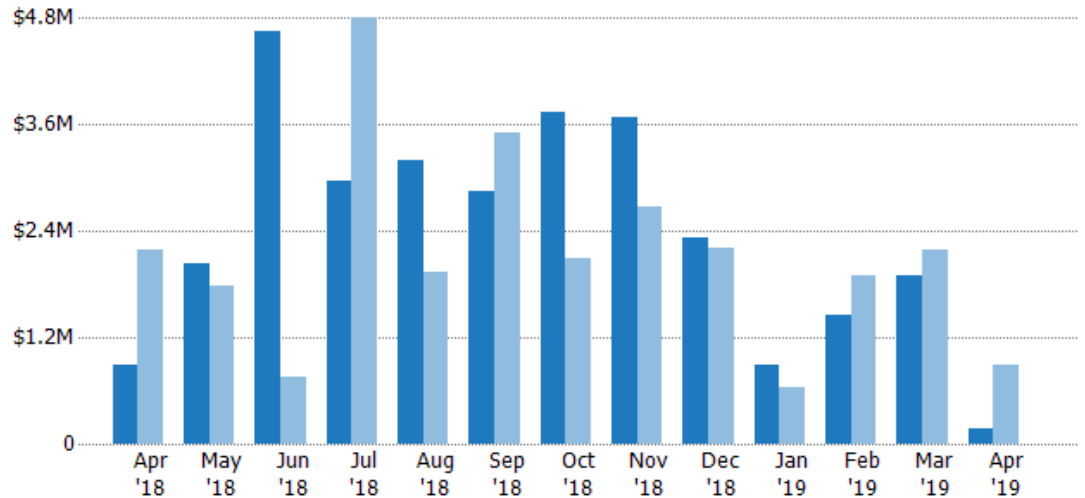
Closed Sales Volume

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.
Apr '19	\$181K	-79.8%
Apr '18	\$898K	-58.9%
Apr '17	\$2.18M	-78.4%



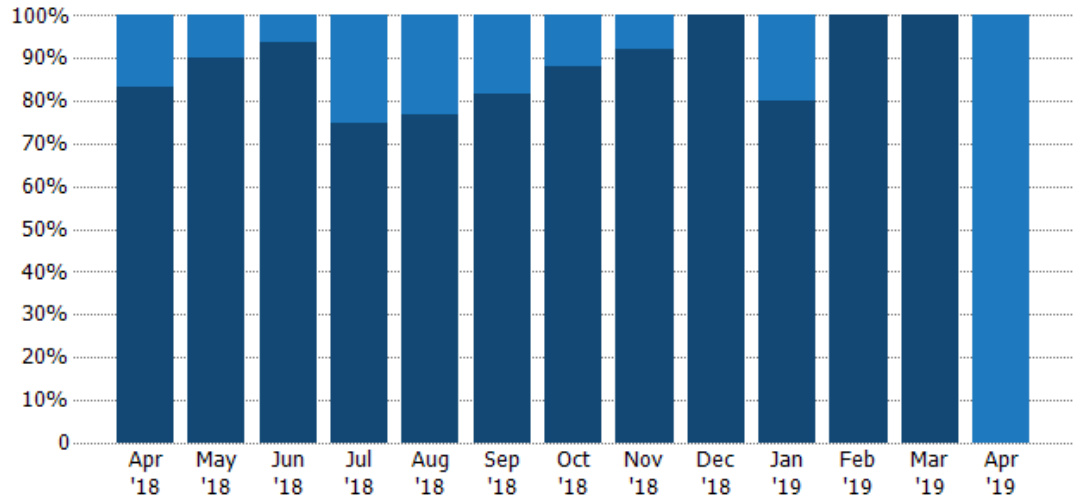
Current Year	\$898K	\$2.03M	\$4.65M	\$2.97M	\$3.2M	\$2.85M	\$3.73M	\$3.68M	\$2.32M	\$882K	\$1.46M	\$1.9M	\$181K
Prior Year	\$2.18M	\$1.77M	\$756K	\$4.81M	\$1.93M	\$3.51M	\$2.09M	\$2.67M	\$2.2M	\$641K	\$1.89M	\$2.19M	\$898K
Percent Change from Prior Year	-59%	14%	515%	-38%	65%	-19%	79%	38%	6%	38%	-23%	-13%	-80%

Closed Sales by Property Type

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

Filters Used

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



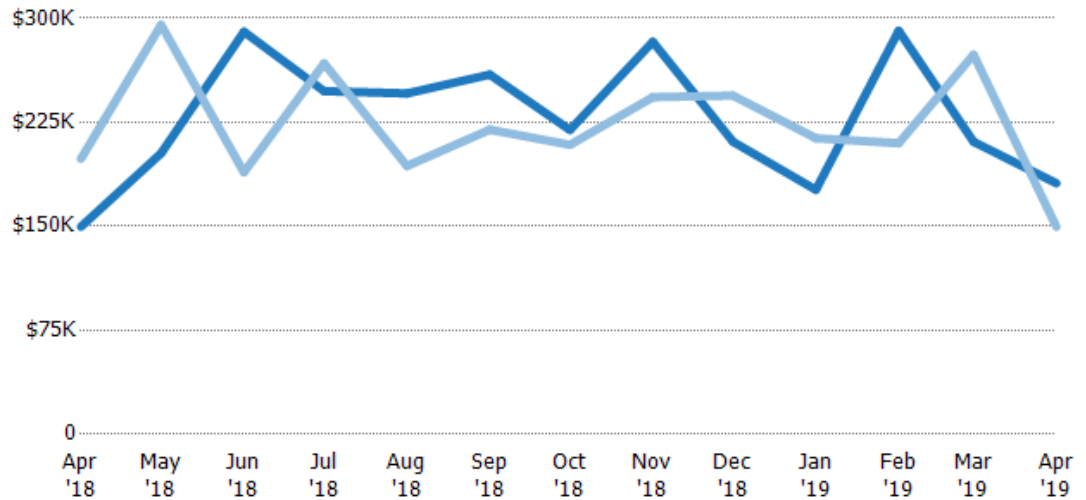
Condo/Townhouse	17%	10%	6%	25%	23%	18%	12%	8%	-	20%	-	-	100%
Single Family Residence	83%	90%	94%	75%	77%	82%	88%	92%	100%	80%	100%	100%	-

Average Sales Price

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

Filters Used

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



Current Year	\$150K	\$203K	\$290K	\$247K	\$246K	\$259K	\$219K	\$283K	\$211K	\$176K	\$291K	\$211K	\$181K
Prior Year	\$199K	\$295K	\$189K	\$267K	\$193K	\$220K	\$209K	\$243K	\$244K	\$214K	\$210K	\$274K	\$150K
Percent Change from Prior Year	-25%	-31%	54%	-7%	27%	18%	5%	16%	-14%	-17%	39%	-23%	21%

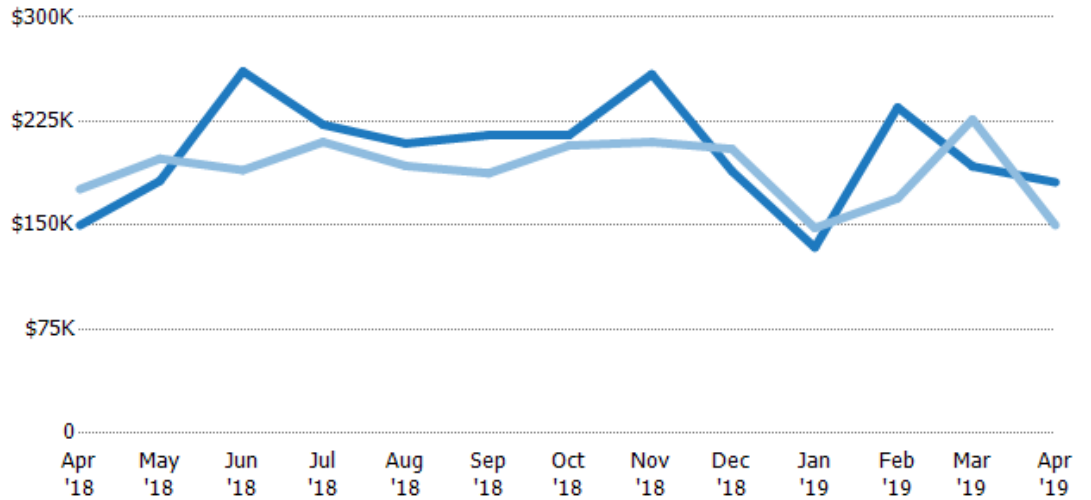
Median Sales Price

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

Month/ Year	Price	% Chg.
Apr '19	\$181K	20.7%
Apr '18	\$150K	-14.8%
Apr '17	\$176K	-7.7%



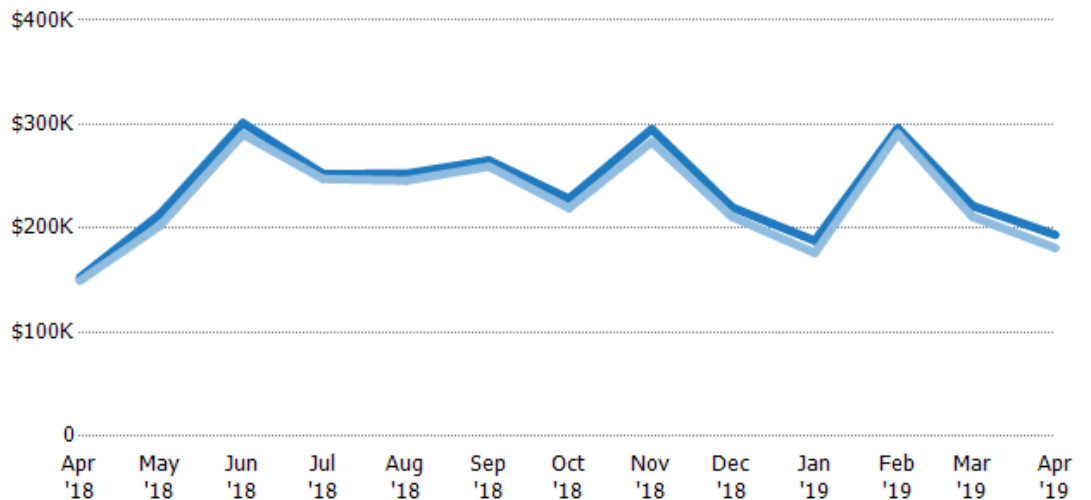
Current Year	\$150K	\$182K	\$261K	\$223K	\$209K	\$215K	\$215K	\$259K	\$189K	\$134K	\$235K	\$193K	\$181K
Prior Year	\$176K	\$198K	\$190K	\$210K	\$193K	\$188K	\$208K	\$210K	\$205K	\$148K	\$169K	\$226K	\$150K
Percent Change from Prior Year	-15%	-8%	38%	6%	8%	15%	4%	23%	-8%	-9%	39%	-15%	21%

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

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



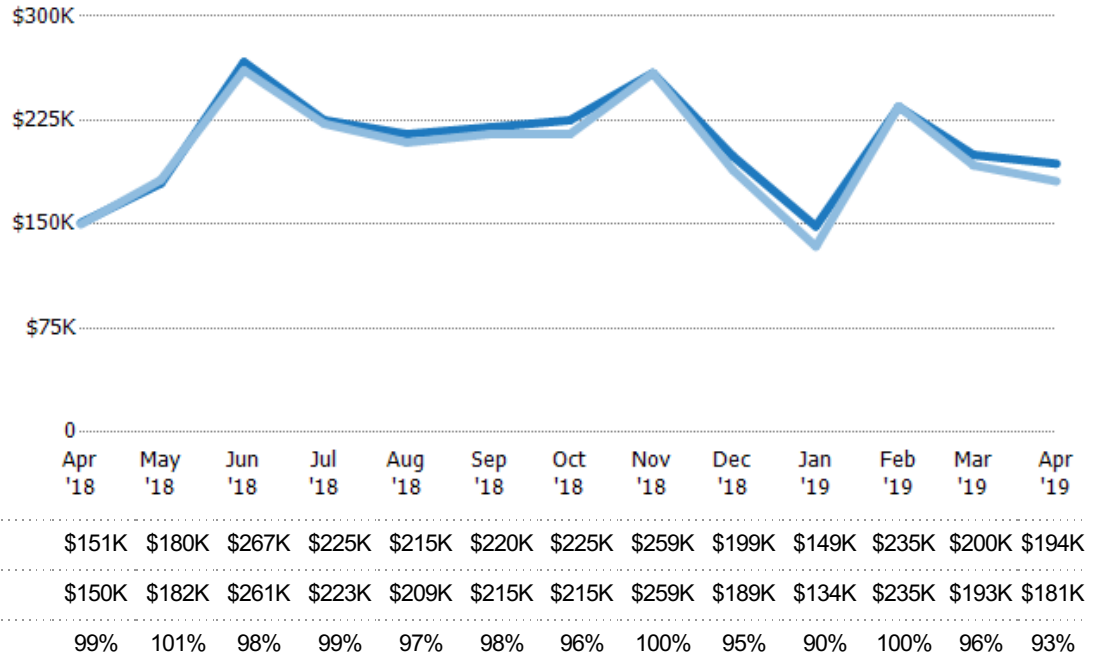
Avg List Price	\$153K	\$214K	\$301K	\$252K	\$252K	\$265K	\$228K	\$295K	\$220K	\$188K	\$296K	\$222K	\$194K
Avg Sales Price	\$150K	\$203K	\$290K	\$247K	\$246K	\$259K	\$219K	\$283K	\$211K	\$176K	\$291K	\$211K	\$181K
Avg Sales Price as a % of Avg List Price	98%	95%	96%	98%	97%	98%	96%	96%	96%	94%	98%	95%	93%

Median Sales Price vs Median Listing Price

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

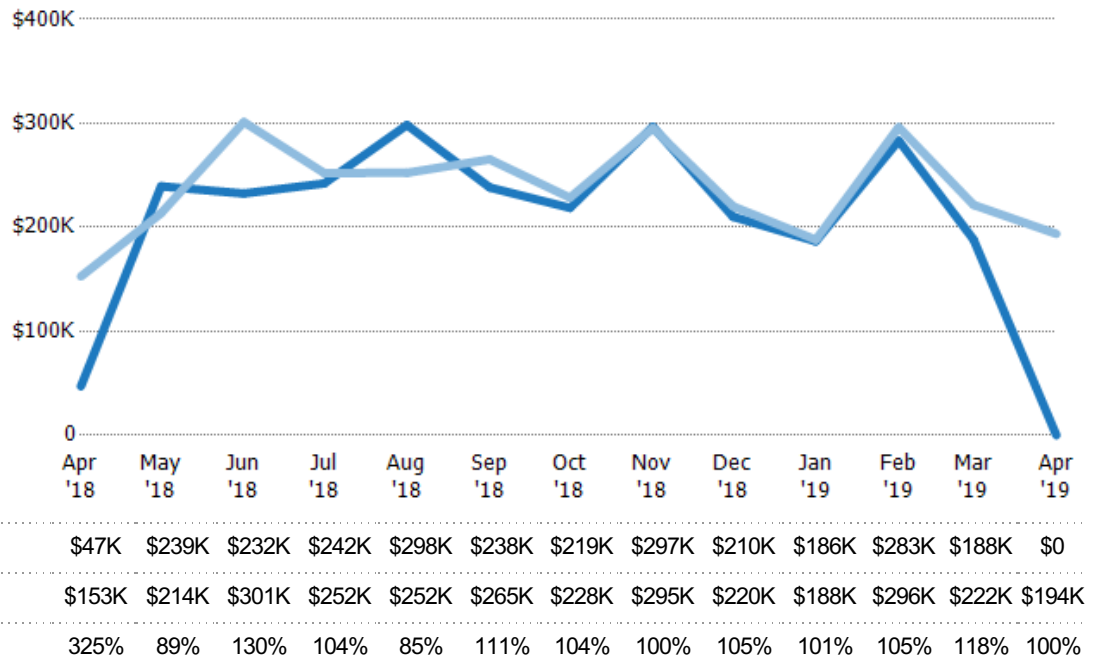


Average Sales Price vs Average Est Value

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

Filters Used

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

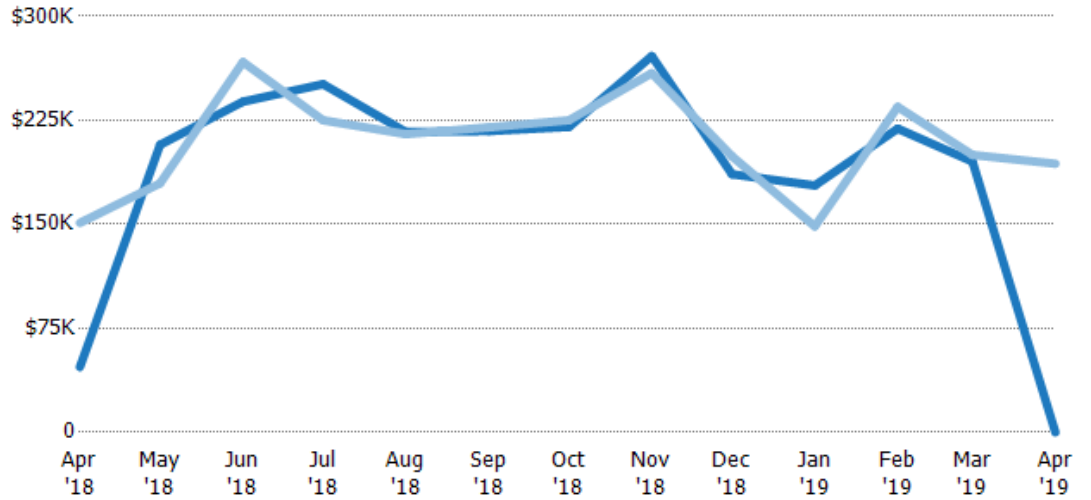


Median Sales Price vs Median Est Value

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

Filters Used

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



Median Est Value	\$47K	\$207K	\$238K	\$251K	\$217K	\$217K	\$220K	\$271K	\$186K	\$178K	\$219K	\$195K	\$0
Median Sales Price	\$151K	\$180K	\$267K	\$225K	\$215K	\$220K	\$225K	\$259K	\$199K	\$149K	\$235K	\$200K	\$194K
Med Sales Price as a % of Med Est Value	321%	87%	112%	90%	99%	101%	102%	95%	107%	83%	107%	102%	100%