Summary of Key Listing and Sales Metrics

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

18 + / -	YTD 2018	YTD 2019	+ / -	Jun 2018	Jun 2019	Key Metrics
						Listing Activity Charts Metrics
77 +10.4%	77	85	-26.7%	15	11	New Listing Count
00 +23.9%	\$20,464,700	\$25,357,200	-21.8%	\$4,323,000	\$3,381,400	New Listing Volume
VA	N/A	NA	-1.6%	64	63	Active Listing Count
VA	N/A	NA	+13.4%	\$18,850,587	\$21,378,700	Active Listing Volume
21 +6.4%	\$274,821	\$292,300	+15.2%	\$294,540	\$339,344	Average Listing Price
84 +5.4%	\$226,684	\$238,939	+8.2%	\$249,500	\$269,900	Median Listing Price
92 -16.9%	127.92	106.35	-20.5%	78	62	Median Daysin RPR
9.6 -24%	9.6	7.3	-19.5%	7.1	5.7	Months of Inventory
7% +3.3%	10.47%	13.77%	+3.4%	14.06%	17.46%	Absorption Rate
	• • • • • • • • • • • • • • • • • • • •					Sales Activity Charts Metrics
64 +18.8%	64	76	+66.7%	9	15	New Pending Sales Count
99 +20.7%	\$14,645,599	\$17,670,358	+103.6%	\$1,840,000	\$3,746,400	New Pending Sales Volume
VA	NA	NA	+52.2%	23	35	Pending Sales Count
VA	NA	NA	+69.3%	\$4,828,799	\$8,174,699	Pending Sales Volume
50 -8%	50	46	-13.3%	15	13	Closed Sales Count
88 -16.4%	\$11,967,088	\$10,001,215	-33.4%	\$4,320,000	\$2,877,715	Closed Sales Volume
42 -9.2%	\$239,342	\$217,418	-23.1%	\$288,000	\$221,363	Average Sales Price
12 -9.9%	\$209,412	\$188,750	-23.1%	\$247,000	\$190,000	Median Sales Price







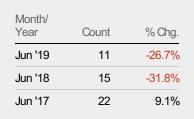
New Listings

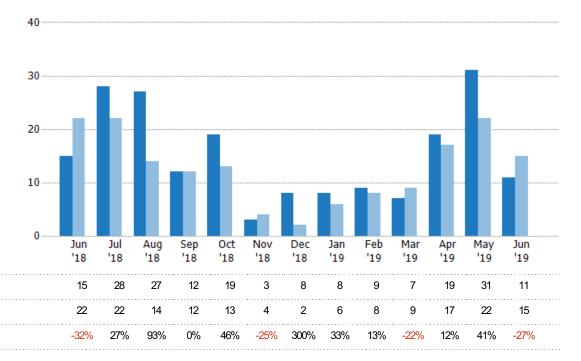
The number of new residential listings that were added each month.

Filters Used

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

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





New Listing Volume

Percent Change from Prior Year

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

Filters Used

Current Year

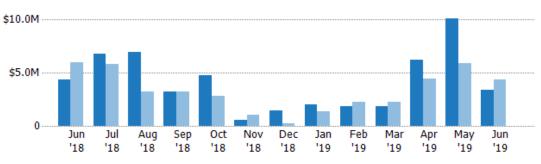
Prior Year

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

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

Month/ Year	Volume	% Chg.
Jun '19	\$3.38M	-21.8%
Jun '18	\$4.32M	-26.8%
Jun '17	\$5.91M	33.1%





Current Year	\$4.32M	\$6.73M	\$6.94M	\$3.24M	\$4.72M	\$520K	\$1.46M	\$2.04M	\$1.82M	\$1.88M	\$6.19M	\$10.1M	\$3.38M
Prior Year	\$5.91M	\$5.77M	\$3.19M	\$3.24M	\$2.8M	\$1.04M	\$250K	\$1.39M	\$2.2M	\$2.24M	\$4.42M	\$5.89M	\$4.32M
Percent Change from Prior Year	-27%		118%	-	0070	0070	.0070	46%	,0	.070	.0,0	, 0	





Active Listings

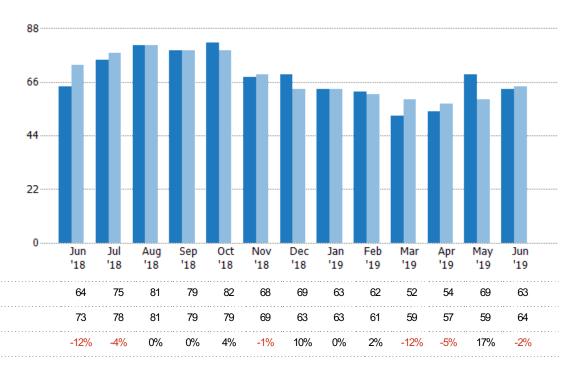
The number of active residential listings at the end of each month.

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.
Jun '19	63	-1.6%
Jun '18	64	-12.3%
Jun '17	73	20.5%



Active Listing Volume

Percent Change from Prior Year

Current Year

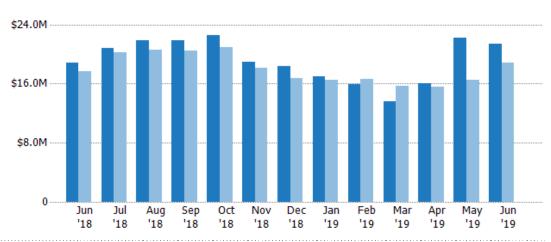
Prior Year

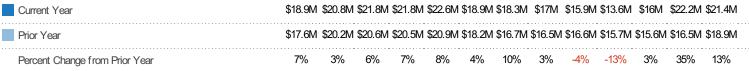
The sum of the listing price of active residential listings at the end of each month.

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.
Jun '19	\$21.4M	13.4%
Jun '18	\$18.9M	7%
Jun '17	\$17.6M	41.9%









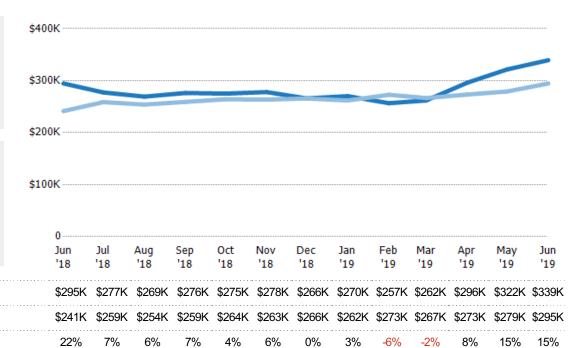
Average Listing Price

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jun '19	\$339K	15.2%
Jun '18	\$295K	22%
Jun '17	\$241K	17.7%



Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

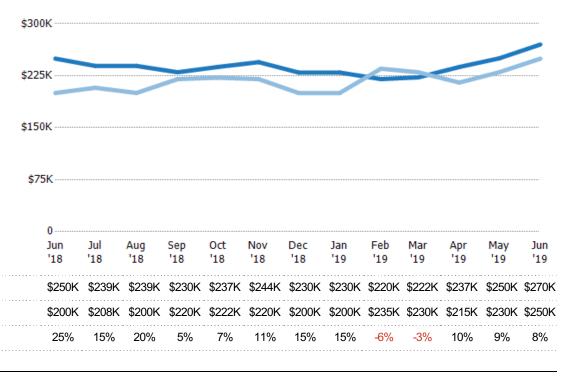
The median listing price of active residential listings at the end of each month.

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jun '19	\$270K	8.2%
Jun '18	\$250K	24.8%
Jun '17	\$200K	12.5%

Percent Change from Prior Year





Current Year

Prior Year



Avg Est Value

Avg Listing Price

Family Residence

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

Market Data Report

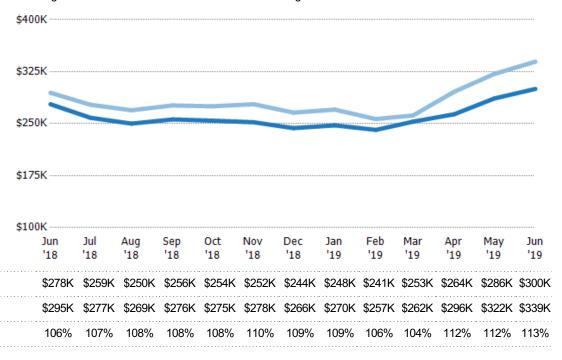
Average Listing Price vs Average Est Value

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

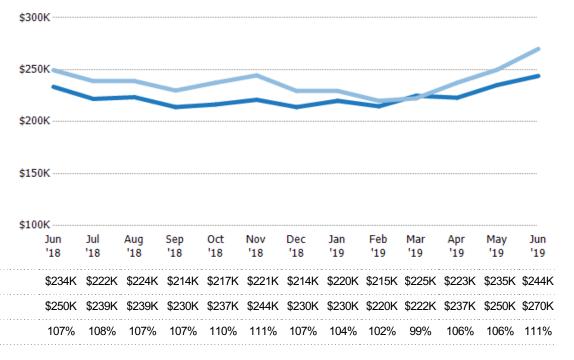


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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

Avg Listing Price as a % of Avg Est Value







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

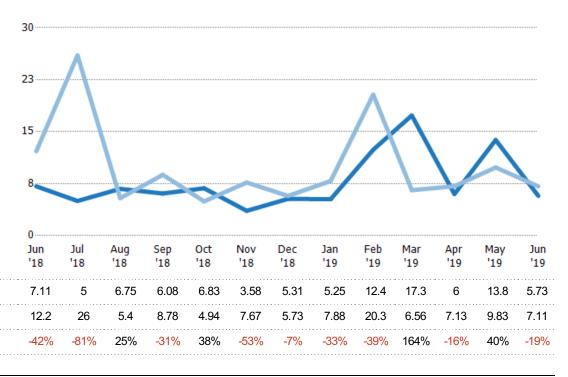
Prior Year

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.
Jun '19	5.73	-19.5%
Jun '18	7.11	-41.6%
Jun '17	12.2	-48.3%

Percent Change from Prior Year



Current Year

Prior Year



Absorption Rate

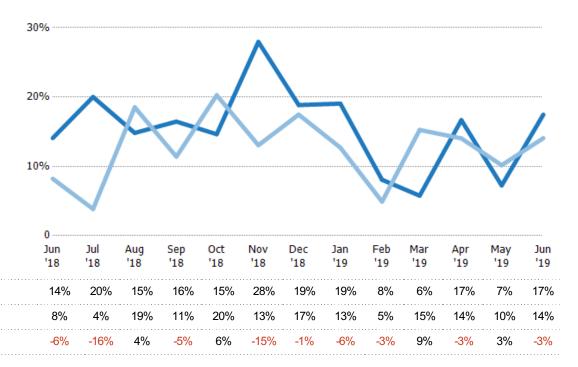
The percentage of inventory sold per month.

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.
Jun '19	17%	-3.4%
Jun '18	14%	-5.9%
Jun '17	8%	93.7%



Active/Pending/Sold Units

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

Filters Used

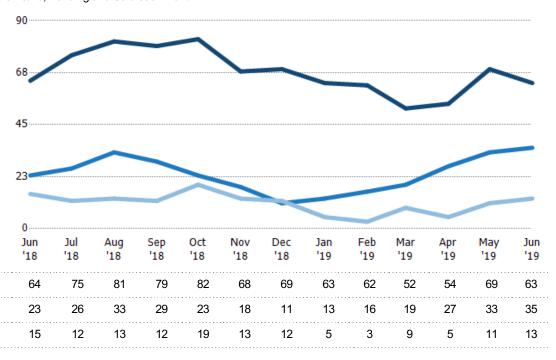
Current Year

Change from Prior Year

Prior Year

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

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

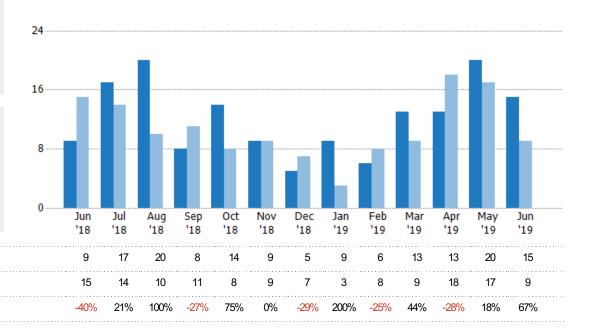
ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

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

Month/ Year	Count	% Chg.
Jun '19	15	66.7%
Jun '18	9	-40%
Jun '17	15	20%

Current Year

Prior Year



New Pending Sales Volume

Percent Change from Prior Year

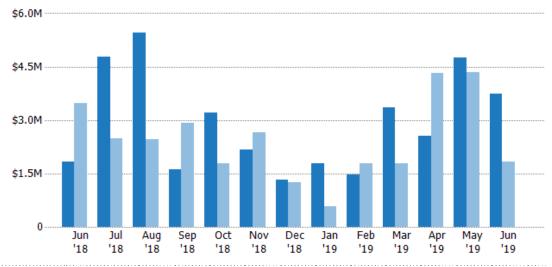
The sum of the sales price of residential properties with accepted offers that were added each month.

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.	
Jun '19	\$3.75M	103.6%	
Jun '18	\$1.84M	-47%	
Jun '17	\$3.47M	50.6%	



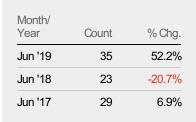


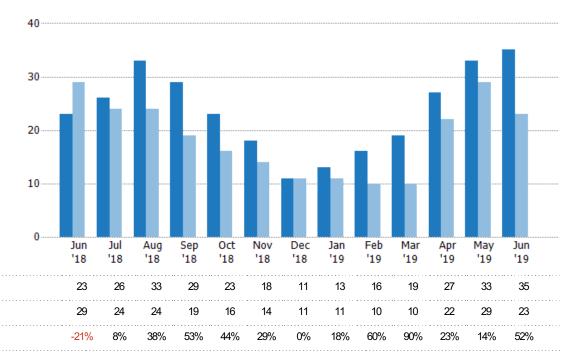


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

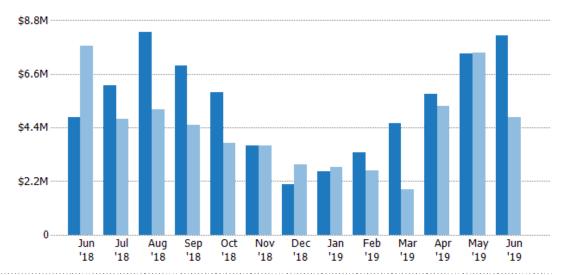
Current Year

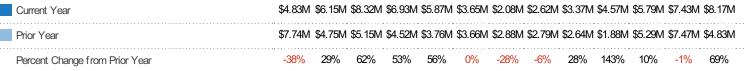
Prior Year

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

Volume	% Chg.	
\$8.17M	69.3%	
\$4.83M	-37.6%	
\$7.74M	7.5%	
	\$8.17M \$4.83M	









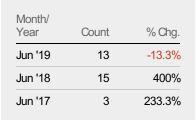
Closed Sales

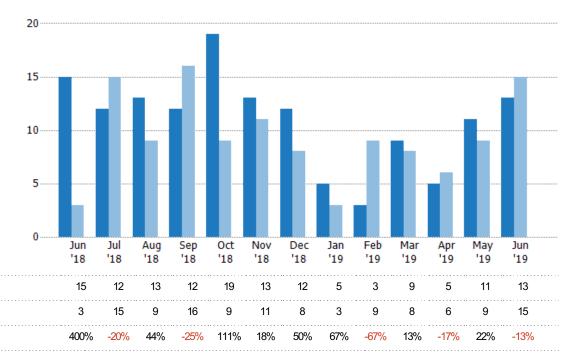
The total number of residential properties sold each month.

Eilters Used

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

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





Closed Sales Volume

Percent Change from Prior Year

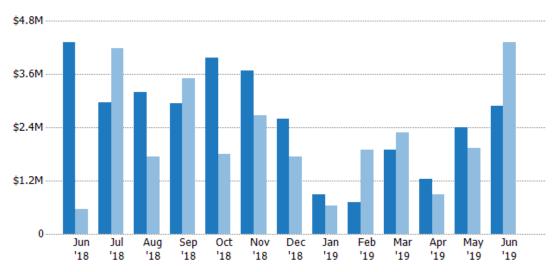
Current Year

Prior Year

The sum of the sales price of residential 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

Month/ Year	Volume	% Chg.
Jun '19	\$2.88M	-33.4%
Jun '18	\$4.32M	663.9%
Jun '17	\$566K	292.3%









Family Residence

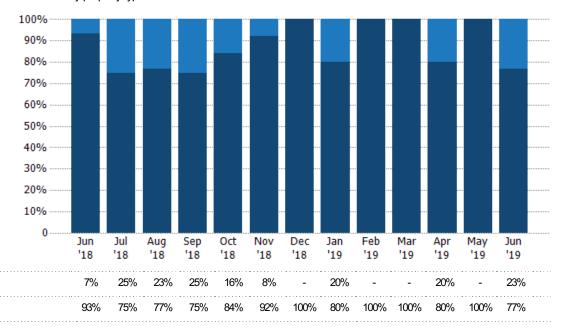
Condo/Townhouse

Market Data Report

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



Average Sales Price

Single Family Residence

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

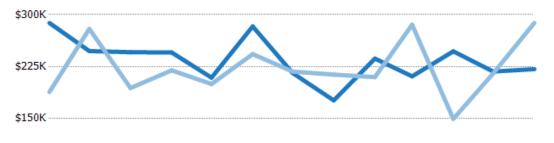
Filters Used ZIP: Brattleboro, VT 05301,

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

Family Residence

Month/ Year	Price	% Chg.
Jun '19	\$221K	-23.1%
Jun '18	\$288K	52.8%
Jun '17	\$189K	17.7%

Percent Change from Prior Year



\$75K

'18	'18	'18		'18			'19		'19	'19	'19	'19
 \$288K	\$247K	\$246K	\$245K	\$209K	\$283K	\$216K	\$176K	\$237K	\$211K	\$247K	\$218K	\$221K
 \$189K	\$279K	\$194K	\$220K	\$200K	\$243K	\$218K	\$214K	\$210K	\$285K	\$150K	\$215K	\$288K
 F20/	440/	070/	400/		400/	40/	470/	400/	000/	CE0/	40/	000/



Current Year Prior Year





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

Condo/Townhouse/Apt, Single Family Residence

Price	% Chg.
\$190K	-23.1%
\$247K	30.3%
\$190K	15%
	\$190K \$247K

Percent Change from Prior Year

Current Year

Prior Year

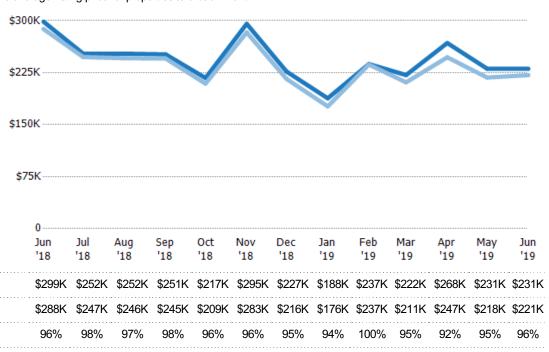


Average Sales Price vs Average Listing Price

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

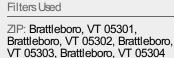


Avg List Price

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.



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.

99%

97%

97%

95%

100%

90%

100%

96%

95%

Filters Used

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price



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.

VT 05303, Brattleboro, VT 05304

