

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	18	-44.4%	130	159	-18.2%
New Listing Volume	\$1,815,100	\$4,550,200	-60.1%	\$36,486,899	\$41,712,714	-12.5%
Active Listing Count	53	83	-36.1%	N/A	N/A	
Active Listing Volume	\$15,971,599	\$23,927,981	-33.3%	N/A	N/A	
Average Listing Price	\$301,351	\$288,289	+4.5%	\$305,195	\$289,841	+5.3%
Median Listing Price	\$239,900	\$249,000	-3.7%	\$236,247	\$235,425	+0.3%
Median Days in RPR	114	112	+1.8%	109.99	120.19	-8.5%
Months of Inventory	4.8	7.5	-36.1%	5.8	7.6	-23.6%
Absorption Rate	20.75%	13.25%	+7.5%	17.18%	13.12%	+4.1%
Sales Activity Charts Metrics						
New Pending Sales Count	10	13	-23.1%	126	120	+5%
New Pending Sales Volume	\$3,232,600	\$3,082,700	+4.9%	\$34,204,458	\$29,378,219	+16.4%
Pending Sales Count	23	22	+4.5%	N/A	N/A	
Pending Sales Volume	\$6,610,200	\$5,795,520	+14.1%	N/A	N/A	
Closed Sales Count	6	17	-64.7%	98	105	-6.7%
Closed Sales Volume	\$2,031,000	\$3,731,270	-45.6%	\$25,168,364	\$24,952,258	+0.9%
Average Sales Price	\$338,500	\$219,486	+54.2%	\$256,820	\$237,641	+8.1%
Median Sales Price	\$348,500	\$215,000	+62.1%	\$224,719	\$209,063	+7.5%

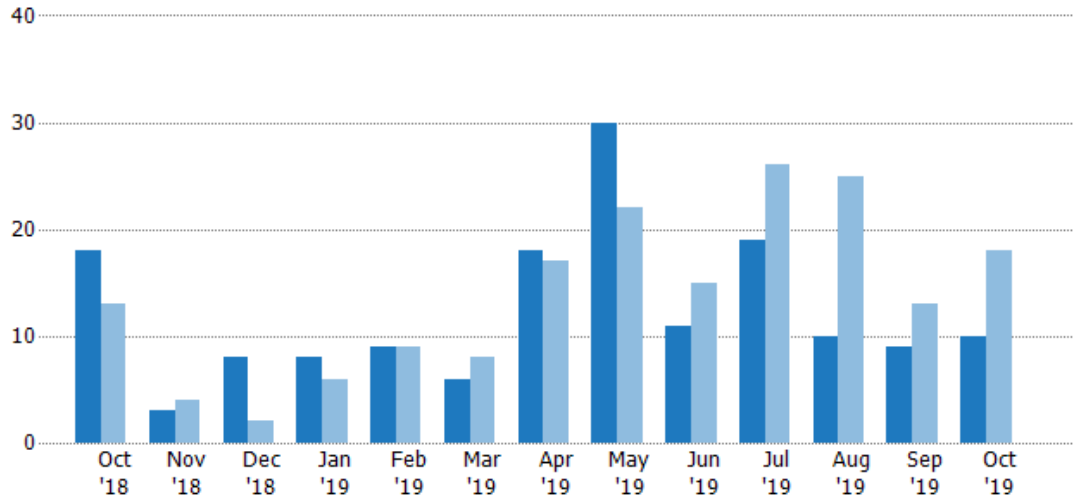
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	10	-44.4%
Oct '18	18	38.5%
Oct '17	13	-23.1%



Current Year	18	3	8	8	9	6	18	30	11	19	10	9	10
Prior Year	13	4	2	6	9	8	17	22	15	26	25	13	18
Percent Change from Prior Year	38%	-25%	300%	33%	0%	-25%	6%	36%	-27%	-27%	-60%	-31%	-44%

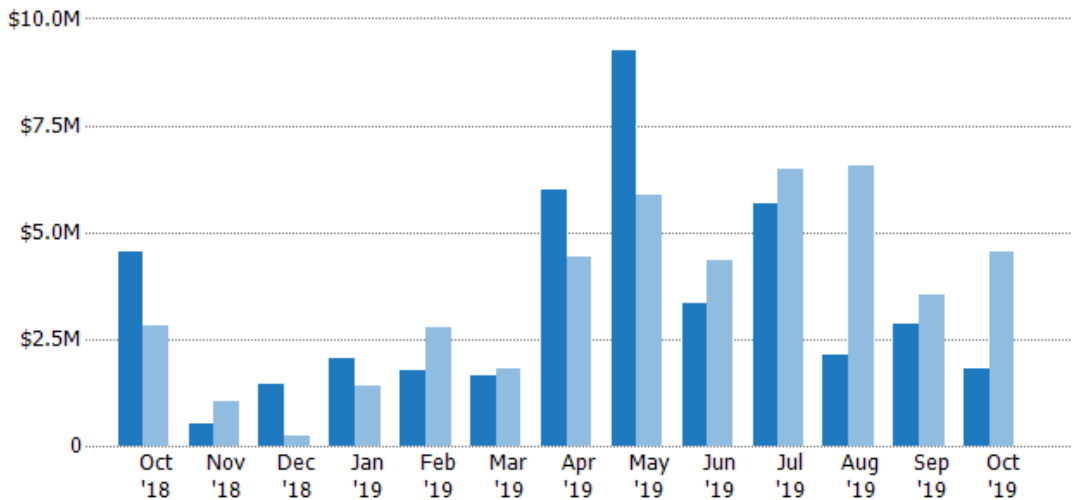
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$1.82M	-60.1%
Oct '18	\$4.55M	62.3%
Oct '17	\$2.8M	-37.6%



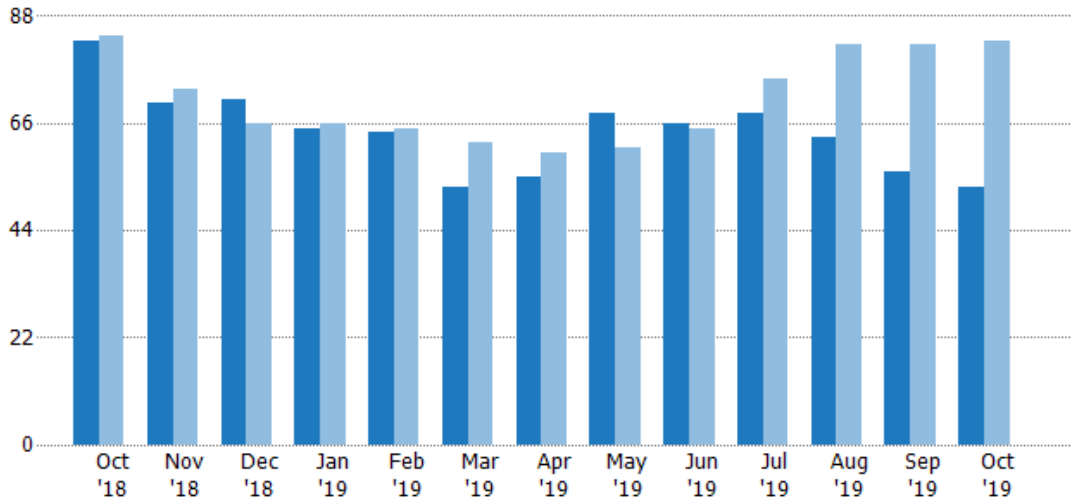
Current Year	\$4.55M	\$520K	\$1.46M	\$2.03M	\$1.78M	\$1.63M	\$6.01M	\$9.25M	\$3.33M	\$5.67M	\$2.12M	\$2.86M	\$1.82M
Prior Year	\$2.8M	\$1.04M	\$250K	\$1.39M	\$2.76M	\$1.81M	\$4.42M	\$5.89M	\$4.32M	\$6.47M	\$6.54M	\$3.55M	\$4.55M
Percent Change from Prior Year	62%	-50%	485%	45%	-35%	-10%	36%	57%	-23%	-12%	-68%	-20%	-60%

Active Listings

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

Filters Used

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



Month/Year	Count	% Chg.
Oct '19	53	-36.1%
Oct '18	83	-1.2%
Oct '17	84	-6%

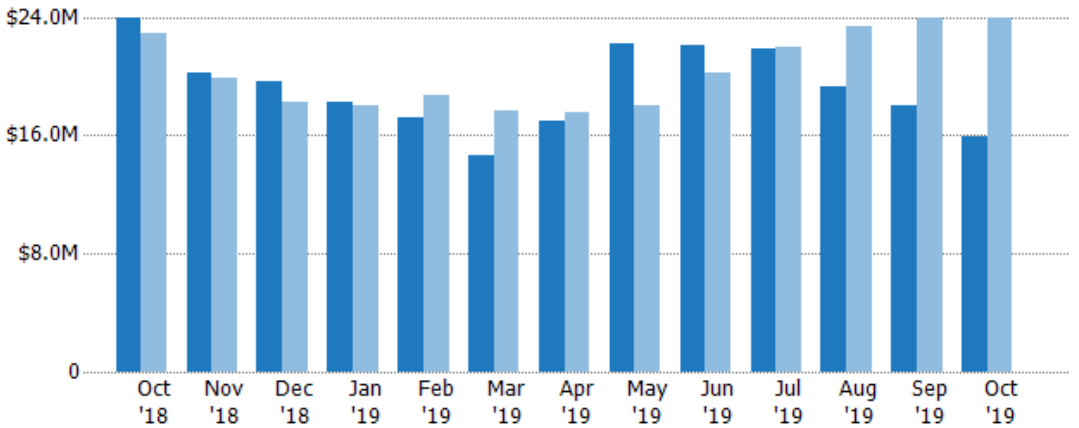
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	83	70	71	65	64	53	55	68	66	68	63	56	53
Prior Year	84	73	66	66	65	62	60	61	65	75	82	82	83
Percent Change from Prior Year	-1%	-4%	8%	-2%	-2%	-15%	-8%	11%	2%	-9%	-23%	-32%	-36%

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



Month/Year	Volume	% Chg.
Oct '19	\$16M	-33.3%
Oct '18	\$23.9M	4.3%
Oct '17	\$22.9M	-12.4%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$23.9M	\$20.2M	\$19.6M	\$18.3M	\$17.2M	\$14.6M	\$17M	\$22.2M	\$22.1M	\$21.8M	\$19.3M	\$18.1M	\$16M
Prior Year	\$22.9M	\$19.8M	\$18.2M	\$18M	\$18.7M	\$17.7M	\$17.5M	\$18M	\$20.2M	\$22M	\$23.4M	\$23.9M	\$23.9M
Percent Change from Prior Year	4%	2%	8%	2%	-8%	-17%	-3%	23%	9%	-1%	-17%	-24%	-33%

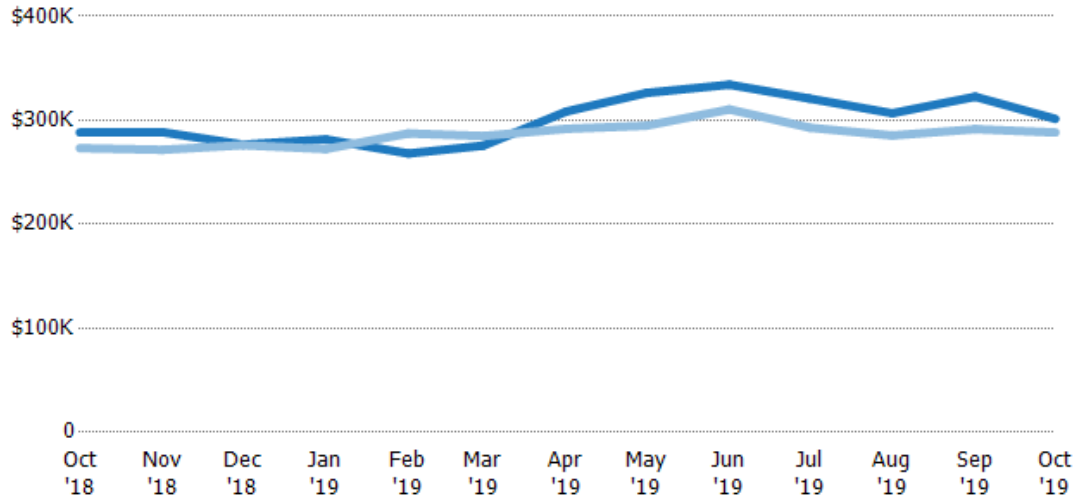
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$301K	4.5%
Oct '18	\$288K	5.5%
Oct '17	\$273K	-6.8%



Current Year	\$288K	\$289K	\$277K	\$282K	\$268K	\$276K	\$308K	\$326K	\$334K	\$321K	\$307K	\$323K	\$301K
Prior Year	\$273K	\$272K	\$276K	\$272K	\$287K	\$285K	\$292K	\$295K	\$310K	\$293K	\$285K	\$291K	\$288K
Percent Change from Prior Year	6%	6%	0%	3%	-7%	-3%	6%	11%	8%	10%	7%	11%	5%

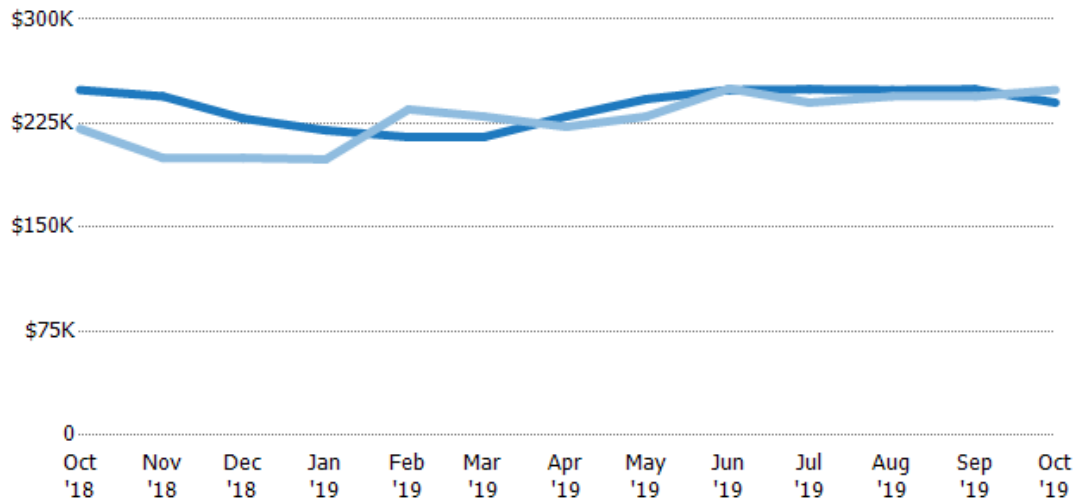
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$240K	-3.7%
Oct '18	\$249K	12.7%
Oct '17	\$221K	-2.7%



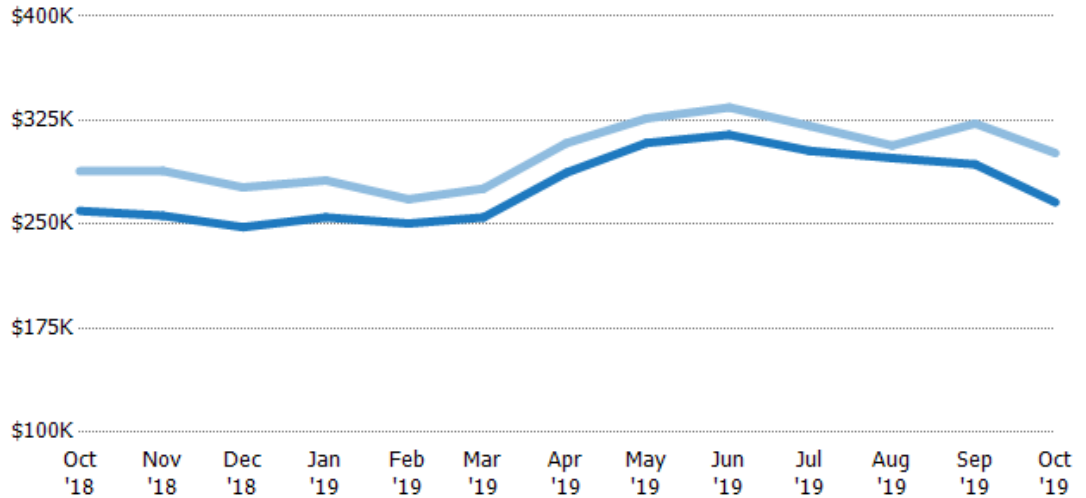
Current Year	\$249K	\$244K	\$229K	\$220K	\$215K	\$215K	\$230K	\$242K	\$249K	\$249K	\$249K	\$249K	\$240K
Prior Year	\$221K	\$200K	\$200K	\$199K	\$235K	\$230K	\$222K	\$230K	\$250K	\$240K	\$244K	\$244K	\$249K
Percent Change from Prior Year	13%	22%	14%	11%	-9%	-6%	3%	5%	0%	4%	2%	2%	-4%

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

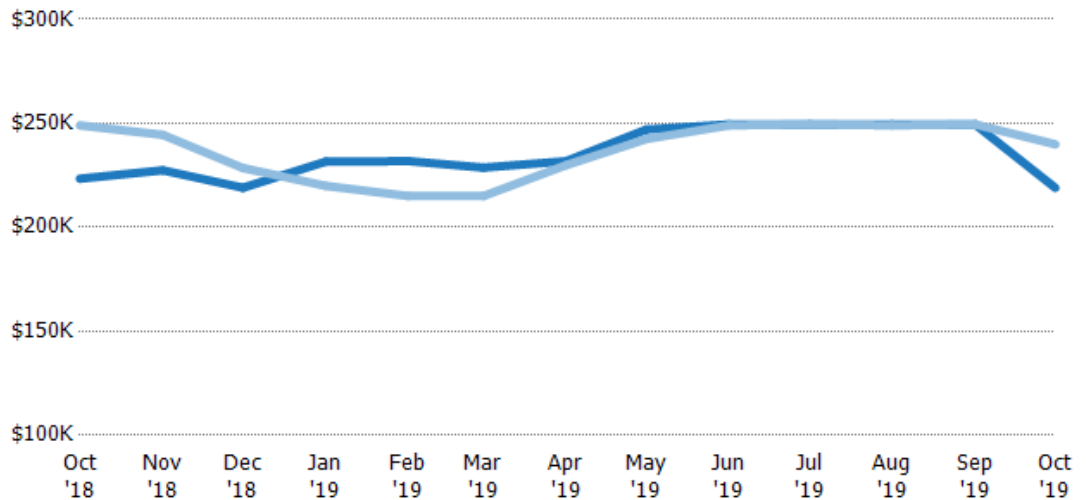


Median Listing Price vs Median Est Value

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

Filters Used

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



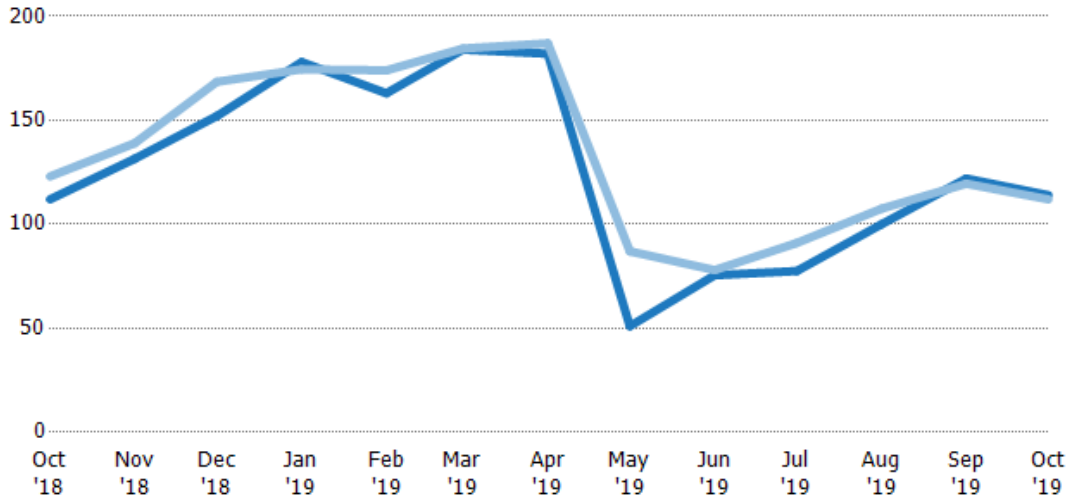
Median Days in RPR

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

Month/Year	Days	% Chg.
Oct '19	114	1.8%
Oct '18	112	-8.9%
Oct '17	123	13%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	112	132	152	178	163	184	182	51	75.5	77.5	100	122	114
Prior Year	123	139	169	175	174	185	187	87	78	91	108	120	112
Percent Change from Prior Year	-9%	-5%	-10%	2%	-6%	0%	-3%	-41%	-3%	-15%	-7%	2%	2%

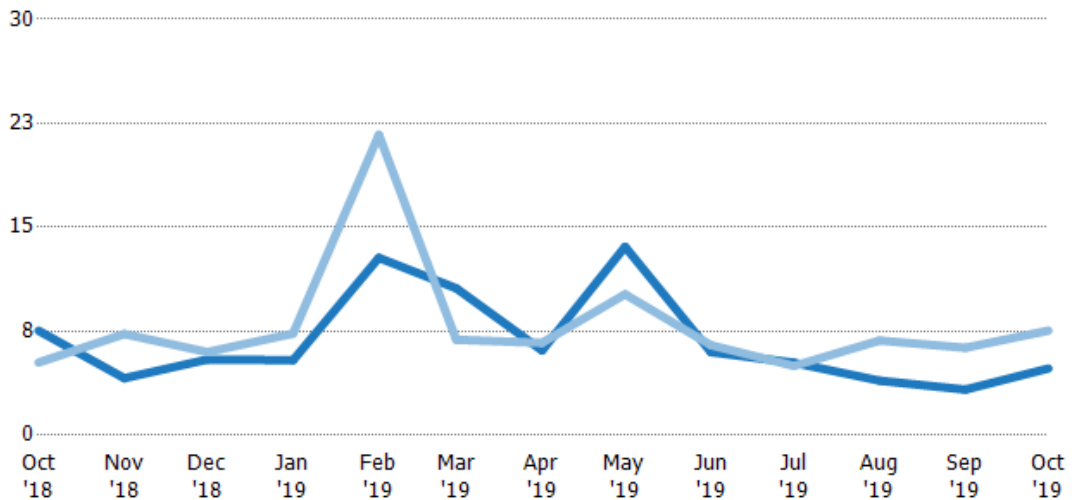
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Oct '19	4.82	-36.1%
Oct '18	7.55	43.7%
Oct '17	5.25	50.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	7.55	4.12	5.46	5.42	12.8	10.6	6.11	13.6	6	5.23	3.94	3.29	4.82
Prior Year	5.25	7.3	6	7.33	21.7	6.89	6.67	10.2	6.5	5	6.83	6.31	7.55
Percent Change from Prior Year	44%	-44%	-9%	-26%	-41%	54%	-8%	34%	-8%	5%	-42%	-48%	-36%

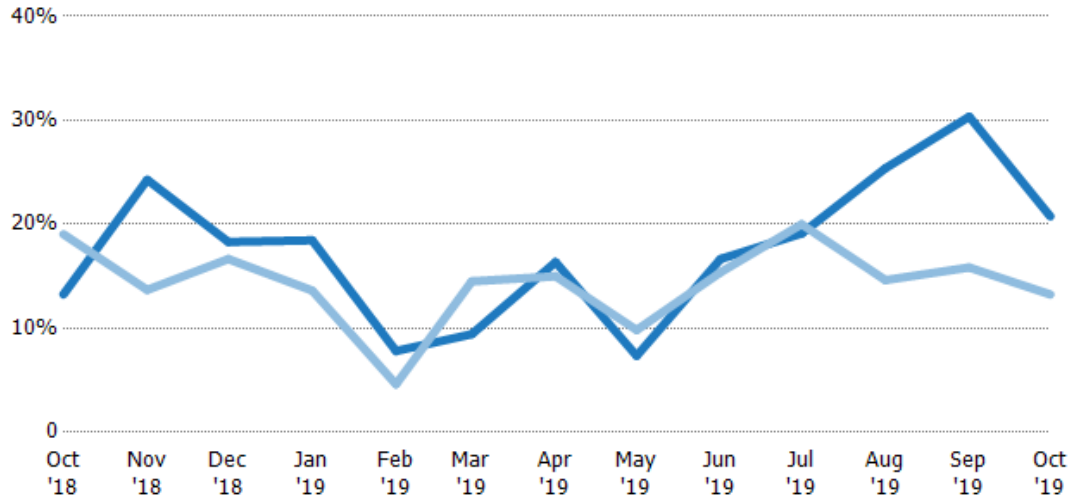
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '19	21%	-7.5%
Oct '18	13%	5.8%
Oct '17	19%	-33.6%



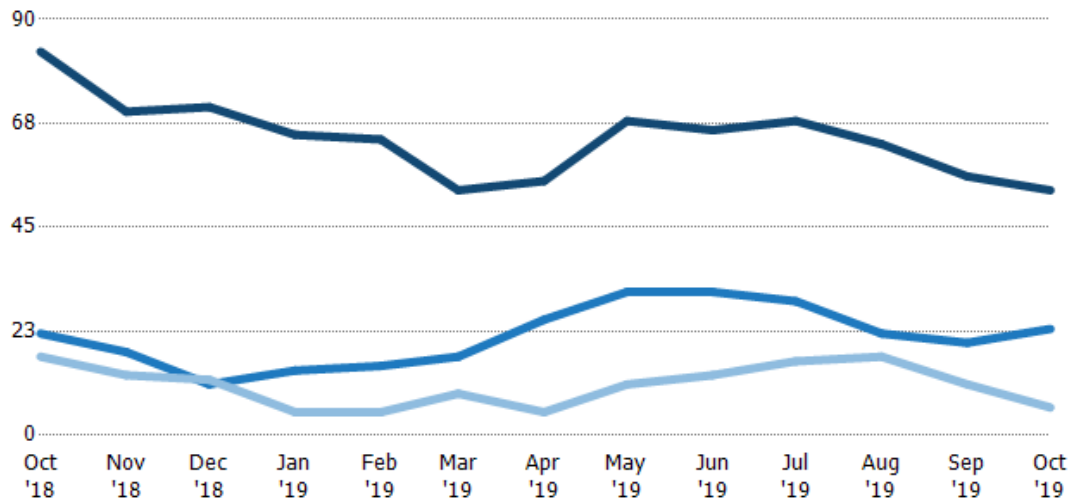
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	13%	24%	18%	18%	8%	9%	16%	7%	17%	19%	25%	30%	21%
Prior Year	19%	14%	17%	14%	5%	15%	15%	10%	15%	20%	15%	16%	13%
Change from Prior Year	6%	-11%	-2%	-5%	-3%	5%	-1%	2%	-1%	1%	-11%	-15%	-8%

Active/Pending/Sold Units

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

Filters Used

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	83	70	71	65	64	53	55	68	66	68	63	56	53
Pending	22	18	11	14	15	17	25	31	31	29	22	20	23
Sold	17	13	12	5	5	9	5	11	13	16	17	11	6

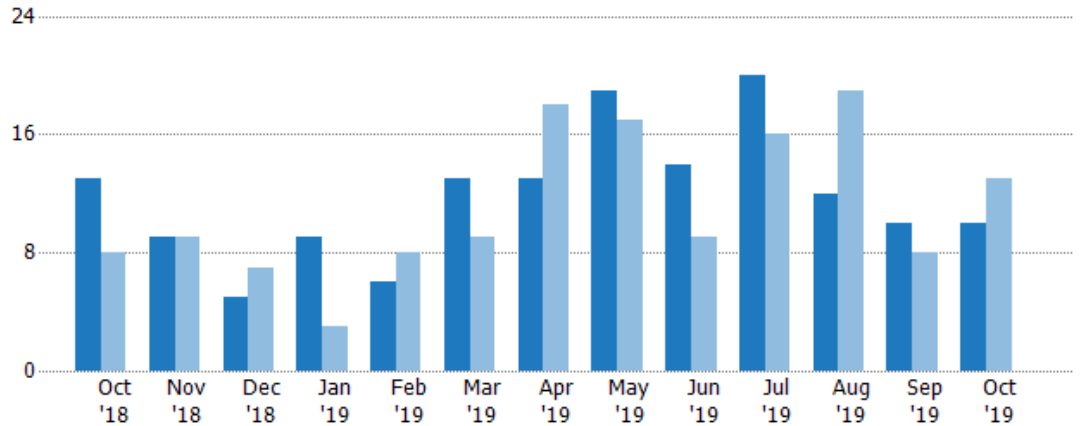
New Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Oct '19	10	-23.1%
Oct '18	13	62.5%
Oct '17	8	100%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	13	9	5	9	6	13	13	19	14	20	12	10	10
Prior Year	8	9	7	3	8	9	18	17	9	16	19	8	13
Percent Change from Prior Year	63%	0%	-29%	200%	-25%	44%	-28%	12%	56%	25%	-37%	25%	-23%

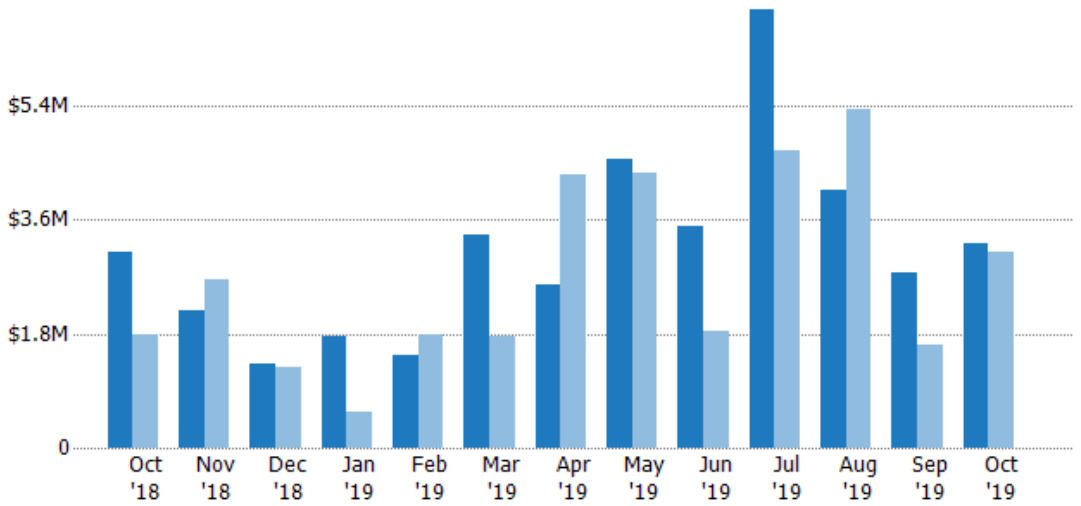
New Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Oct '19	\$3.23M	4.9%
Oct '18	\$3.08M	72%
Oct '17	\$1.79M	89%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$3.08M	\$2.17M	\$1.32M	\$1.77M	\$1.47M	\$3.36M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M	\$3.23M
Prior Year	\$1.79M	\$2.65M	\$1.26M	\$570K	\$1.79M	\$1.77M	\$4.32M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$3.08M
Percent Change from Prior Year	72%	-18%	5%	211%	-18%	90%	-41%	5%	90%	47%	-24%	71%	5%

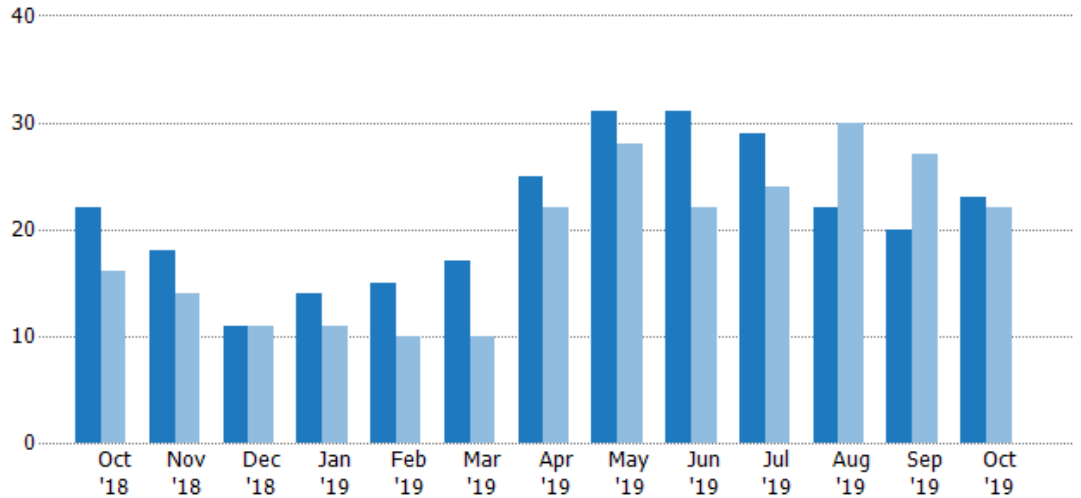
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	23	4.5%
Oct '18	22	37.5%
Oct '17	16	100%



Current Year	22	18	11	14	15	17	25	31	31	29	22	20	23
Prior Year	16	14	11	11	10	10	22	28	22	24	30	27	22
Percent Change from Prior Year	38%	29%	0%	27%	50%	70%	14%	11%	41%	21%	-27%	-26%	5%

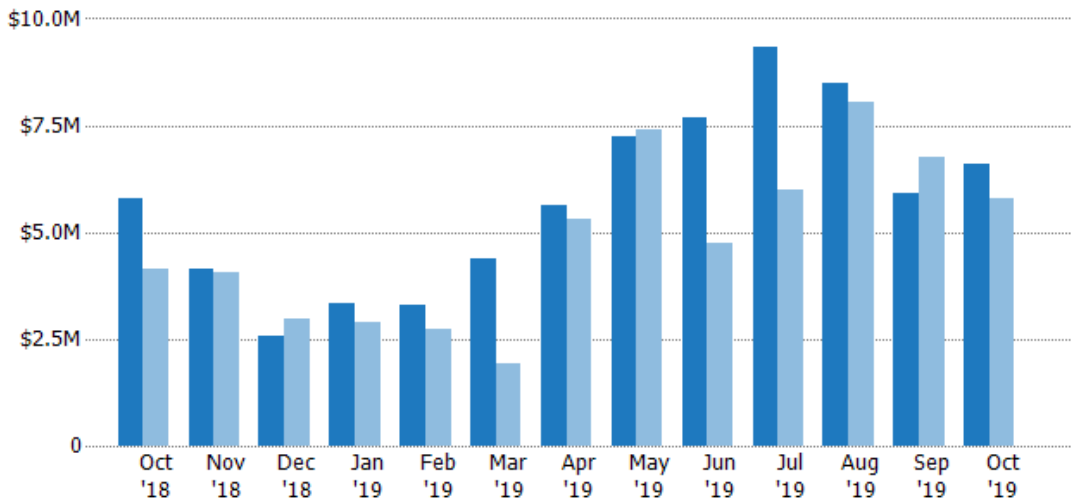
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Oct '19	\$6.61M	14.1%
Oct '18	\$5.8M	39.9%
Oct '17	\$4.14M	69.2%



Current Year	\$5.8M	\$4.13M	\$2.56M	\$3.31M	\$3.3M	\$4.4M	\$5.63M	\$7.26M	\$7.69M	\$9.33M	\$8.47M	\$5.91M	\$6.61M
Prior Year	\$4.14M	\$4.04M	\$2.98M	\$2.89M	\$2.74M	\$1.92M	\$5.33M	\$7.4M	\$4.76M	\$5.98M	\$8.04M	\$6.75M	\$5.8M
Percent Change from Prior Year	40%	2%	-14%	15%	20%	129%	6%	-2%	62%	56%	5%	-12%	14%

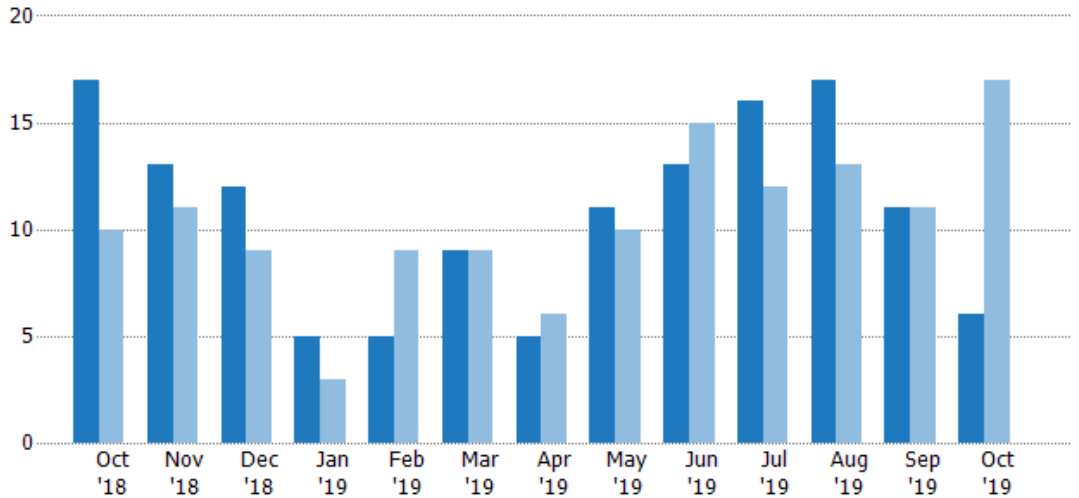
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	6	-64.7%
Oct '18	17	70%
Oct '17	10	60%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	17	13	12	5	5	9	5	11	13	16	17	11	6
Prior Year	10	11	9	3	9	9	6	10	15	12	13	11	17
Percent Change from Prior Year	70%	18%	33%	67%	-44%	0%	-17%	10%	-13%	33%	31%	0%	-65%

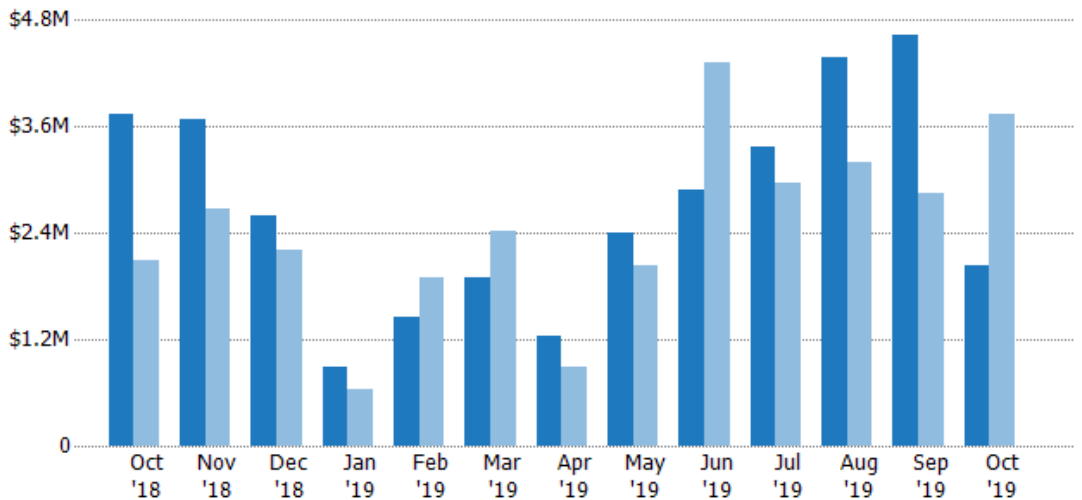
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$2.03M	-45.6%
Oct '18	\$3.73M	78.7%
Oct '17	\$2.09M	85.4%



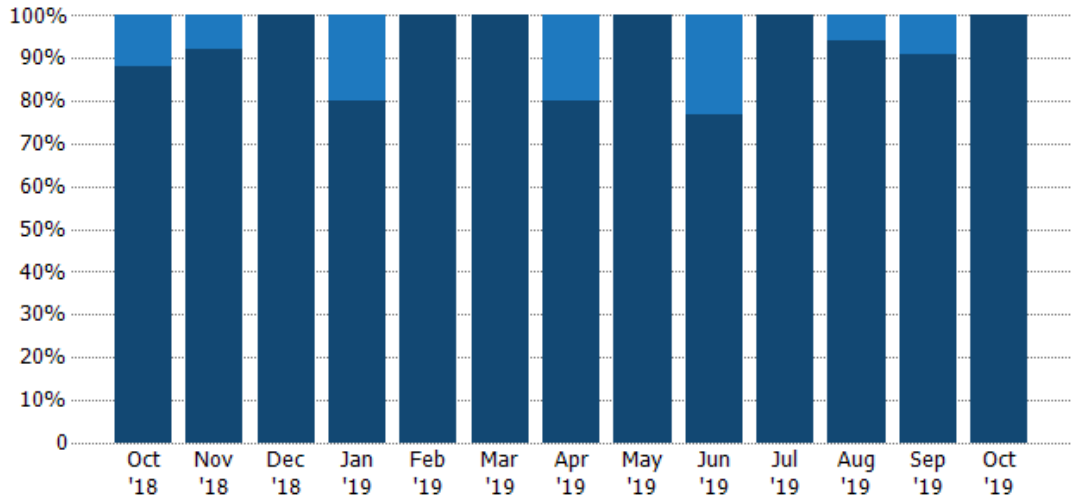
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$3.73M	\$3.68M	\$2.59M	\$882K	\$1.46M	\$1.9M	\$1.24M	\$2.4M	\$2.88M	\$3.37M	\$4.38M	\$4.64M	\$2.03M
Prior Year	\$2.09M	\$2.67M	\$2.2M	\$641K	\$1.89M	\$2.43M	\$898K	\$2.03M	\$4.32M	\$2.97M	\$3.2M	\$2.85M	\$3.73M
Percent Change from Prior Year	79%	38%	18%	38%	-23%	-22%	38%	18%	-33%	14%	37%	63%	-46%

Closed Sales by Property Type

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

Filters Used

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



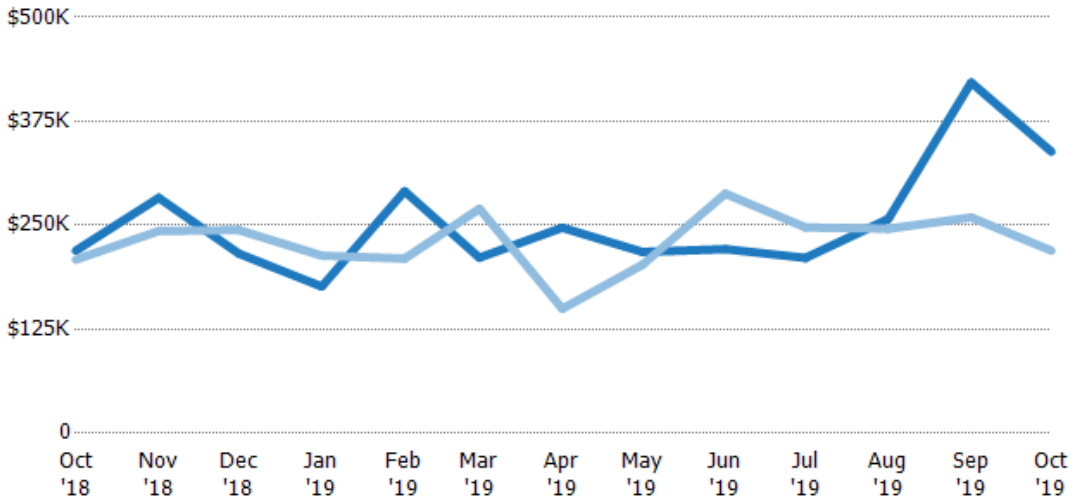
Condo/Townhouse	12%	8%	-	20%	-	-	20%	-	23%	-	6%	9%	-
Single Family Residence	88%	92%	100%	80%	100%	100%	80%	100%	77%	100%	94%	91%	100%

Average Sales Price

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

Filters Used

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



Current Year	\$219K	\$283K	\$216K	\$176K	\$291K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$339K
Prior Year	\$209K	\$243K	\$244K	\$214K	\$210K	\$270K	\$150K	\$203K	\$288K	\$247K	\$246K	\$259K	\$219K
Percent Change from Prior Year	5%	16%	-12%	-17%	39%	-22%	65%	8%	-23%	-15%	5%	63%	54%

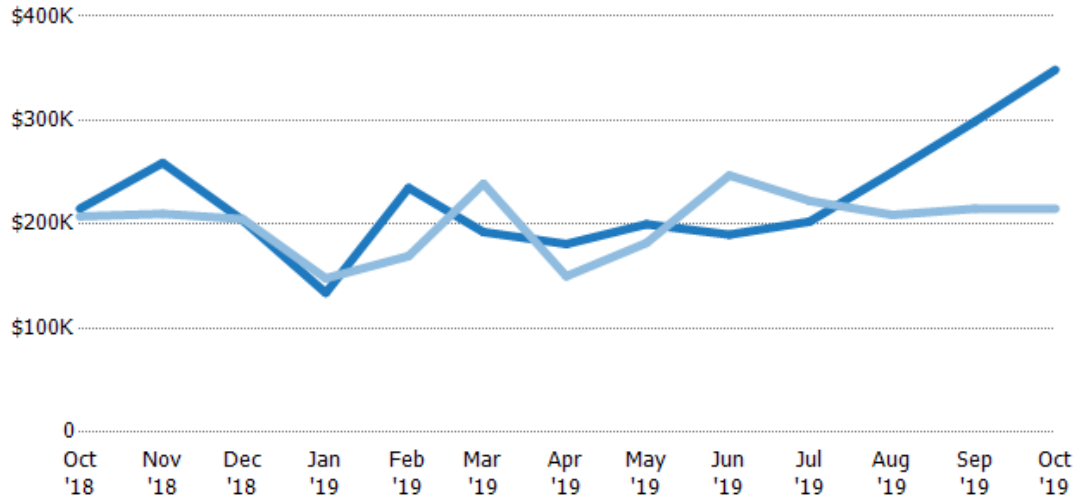
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$349K	62.1%
Oct '18	\$215K	3.6%
Oct '17	\$208K	11.8%



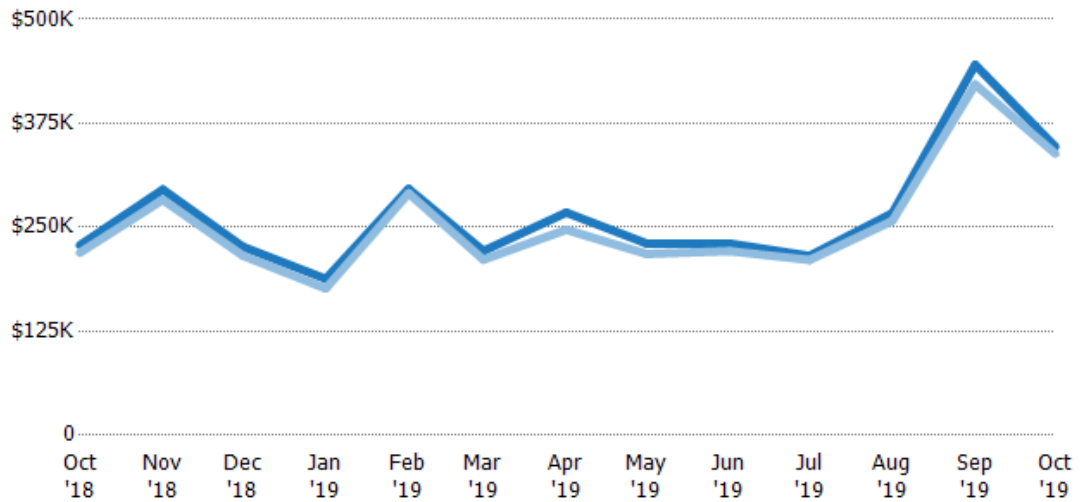
Current Year	\$215K	\$259K	\$204K	\$134K	\$235K	\$193K	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K	\$349K
Prior Year	\$208K	\$210K	\$205K	\$148K	\$169K	\$239K	\$150K	\$182K	\$247K	\$223K	\$209K	\$215K	\$215K
Percent Change from Prior Year	4%	23%	-1%	-9%	39%	-19%	21%	10%	-23%	-9%	20%	39%	62%

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



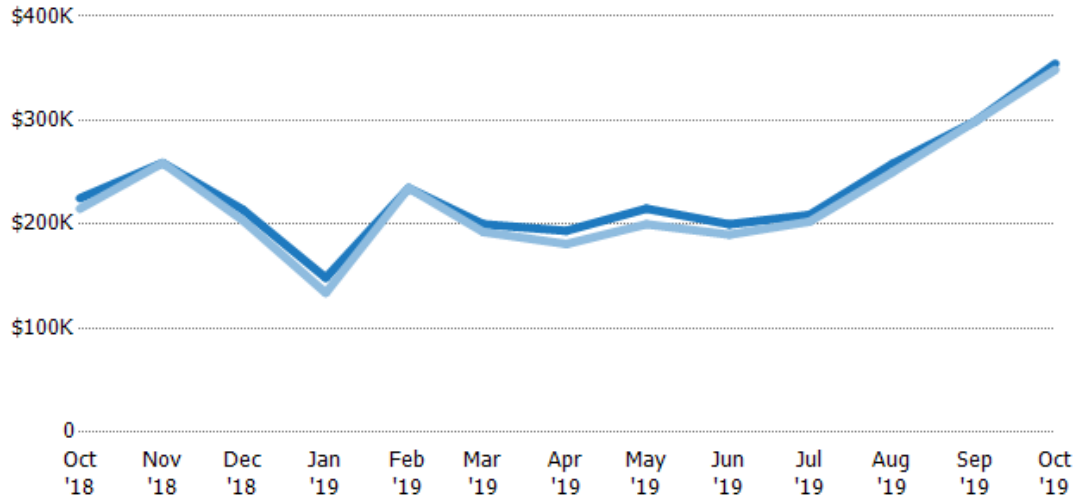
Avg List Price	\$228K	\$295K	\$227K	\$188K	\$296K	\$222K	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K	\$347K
Avg Sales Price	\$219K	\$283K	\$216K	\$176K	\$291K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$339K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	94%	98%	95%	92%	95%	96%	98%	97%	95%	98%

Median Sales Price vs Median Listing Price

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

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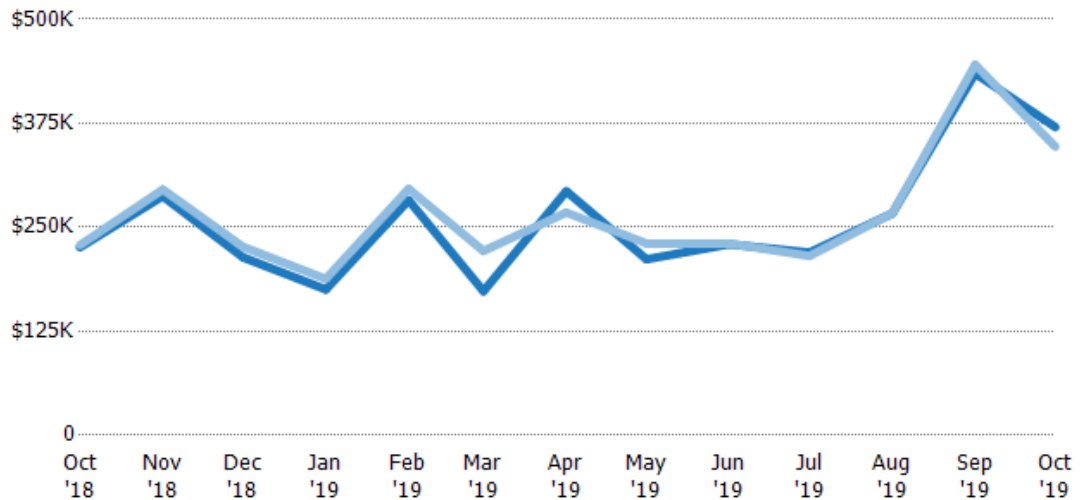
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$225K	\$259K	\$214K	\$149K	\$235K	\$200K	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K	\$354K
Median Sales Price	\$215K	\$259K	\$204K	\$134K	\$235K	\$193K	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K	\$349K
Med Sales Price as a % of Med List Price	96%	100%	95%	90%	100%	96%	93%	93%	95%	97%	97%	100%	98%

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

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 Condo/Townhouse/Apt, Single
 Family Residence



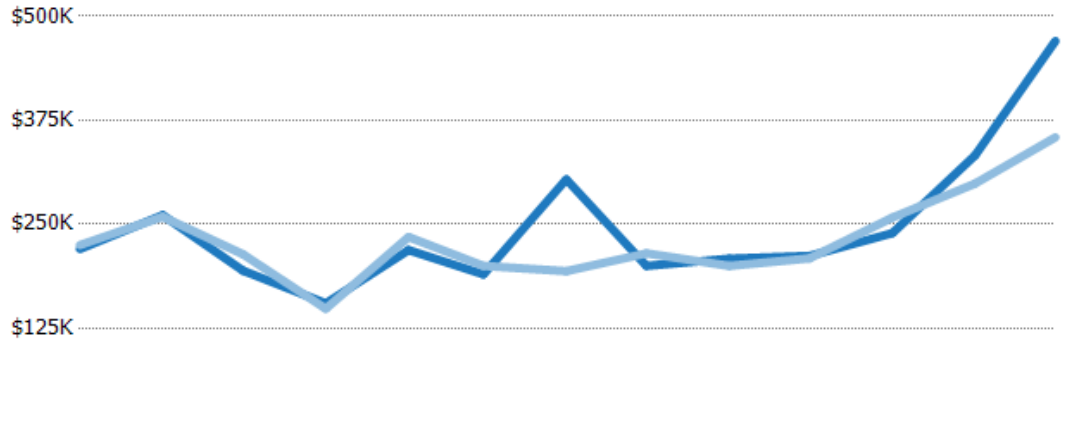
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$226K	\$287K	\$214K	\$175K	\$282K	\$173K	\$293K	\$212K	\$230K	\$220K	\$267K	\$435K	\$370K
Avg Sales Price	\$228K	\$295K	\$227K	\$188K	\$296K	\$222K	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K	\$347K
Avg Sales Price as a % of Avg Est Value	101%	103%	106%	107%	105%	128%	91%	109%	100%	98%	100%	102%	94%

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
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	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$220K	\$261K	\$194K	\$155K	\$219K	\$190K	\$304K	\$200K	\$209K	\$212K	\$239K	\$333K	\$470K
Median Sales Price	\$225K	\$259K	\$214K	\$149K	\$235K	\$200K	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K	\$354K
Med Sales Price as a % of Med Est Value	102%	99%	110%	96%	107%	105%	64%	108%	96%	99%	108%	90%	75%