

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	13	-30.8%	120	141	-14.9%
New Listing Volume	\$2,856,400	\$3,553,794	-19.6%	\$34,671,799	\$37,162,514	-6.7%
Active Listing Count	56	82	-31.7%	N/A	N/A	
Active Listing Volume	\$18,067,899	\$23,897,981	-24.4%	N/A	N/A	
Average Listing Price	\$322,641	\$291,439	+10.7%	\$305,560	\$290,050	+5.3%
Median Listing Price	\$249,450	\$244,450	+2%	\$235,900	\$233,602	+1%
Median Days in RPR	122	119.5	+2.1%	109.73	121.77	-9.9%
Months of Inventory	3.3	6.3	-47.8%	6.3	7.5	-15.9%
Absorption Rate	30.36%	15.85%	+14.5%	15.77%	13.27%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	10	8	+25%	116	107	+8.4%
New Pending Sales Volume	\$2,778,300	\$1,621,820	+71.3%	\$30,971,858	\$26,295,519	+17.8%
Pending Sales Count	20	27	-25.9%	N/A	N/A	
Pending Sales Volume	\$5,907,500	\$6,745,020	-12.4%	N/A	N/A	
Closed Sales Count	11	11	+/-	92	88	+4.5%
Closed Sales Volume	\$4,638,249	\$2,853,300	+62.6%	\$23,137,364	\$21,220,988	+9%
Average Sales Price	\$421,659	\$259,391	+62.6%	\$251,493	\$241,148	+4.3%
Median Sales Price	\$299,000	\$215,000	+39.1%	\$216,647	\$207,916	+4.2%

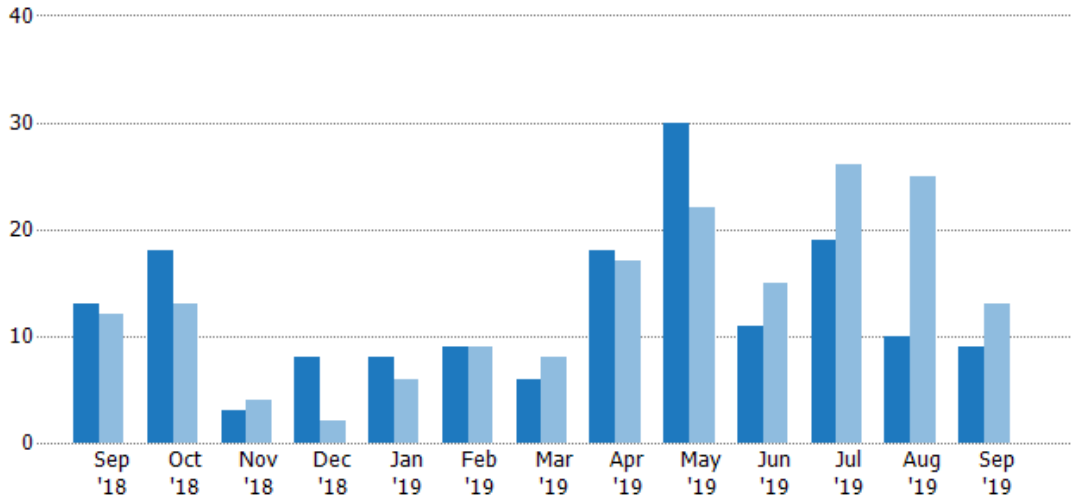
New Listings

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.
Sep '19	9	-30.8%
Sep '18	13	8.3%
Sep '17	12	25%



Current Year	13	18	3	8	8	9	6	18	30	11	19	10	9
Prior Year	12	13	4	2	6	9	8	17	22	15	26	25	13
Percent Change from Prior Year	8%	38%	-25%	300%	33%	0%	-25%	6%	36%	-27%	-27%	-60%	-31%

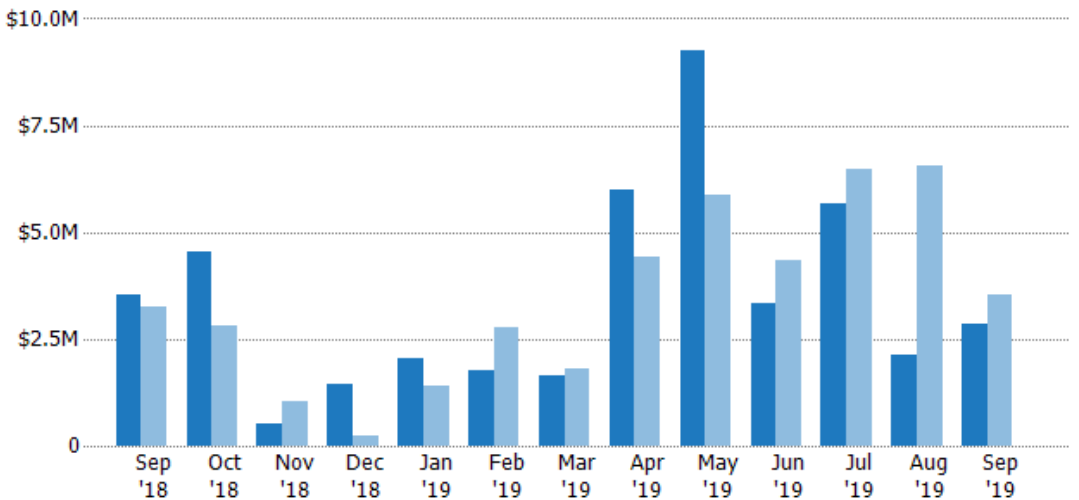
New Listing Volume

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.
Sep '19	\$2.86M	-19.6%
Sep '18	\$3.55M	9.8%
Sep '17	\$3.24M	7.3%



Current Year	\$3.55M	\$4.55M	\$520K	\$1.46M	\$2.03M	\$1.78M	\$1.63M	\$6.01M	\$9.25M	\$3.33M	\$5.67M	\$2.12M	\$2.86M
Prior Year	\$3.24M	\$2.8M	\$1.04M	\$250K	\$1.39M	\$2.76M	\$1.81M	\$4.42M	\$5.89M	\$4.32M	\$6.47M	\$6.54M	\$3.55M
Percent Change from Prior Year	10%	62%	-50%	485%	45%	-35%	-10%	36%	57%	-23%	-12%	-68%	-20%

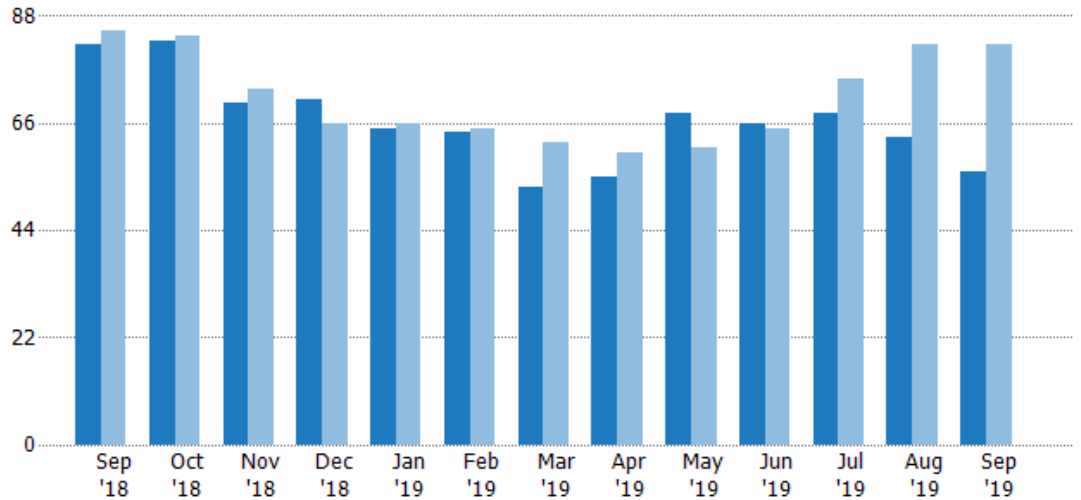
Active Listings

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.
Sep '19	56	-31.7%
Sep '18	82	-3.5%
Sep '17	85	1.2%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	82	83	70	71	65	64	53	55	68	66	68	63	56
Prior Year	85	84	73	66	66	65	62	60	61	65	75	82	82
Percent Change from Prior Year	-4%	-1%	-4%	8%	-2%	-2%	-15%	-8%	11%	2%	-9%	-23%	-32%

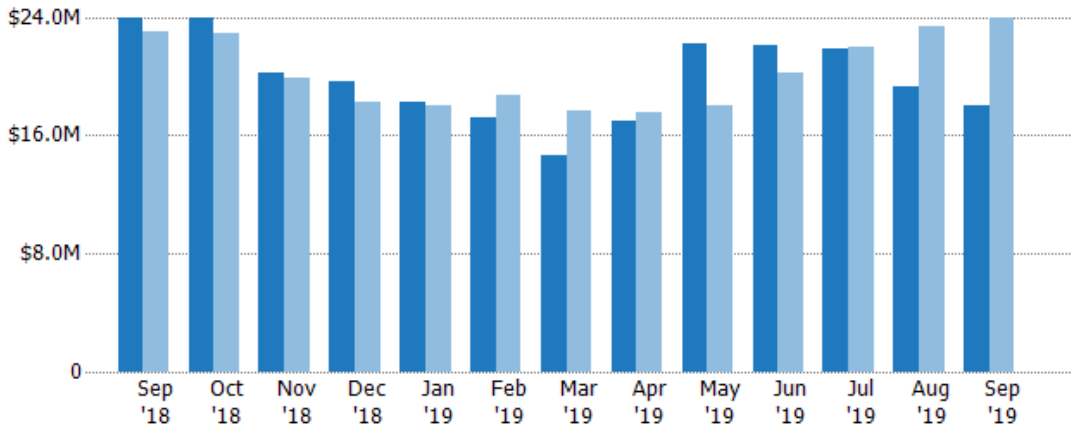
Active Listing Volume

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.
Sep '19	\$18.1M	-24.4%
Sep '18	\$23.9M	3.9%
Sep '17	\$23M	-4.8%



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

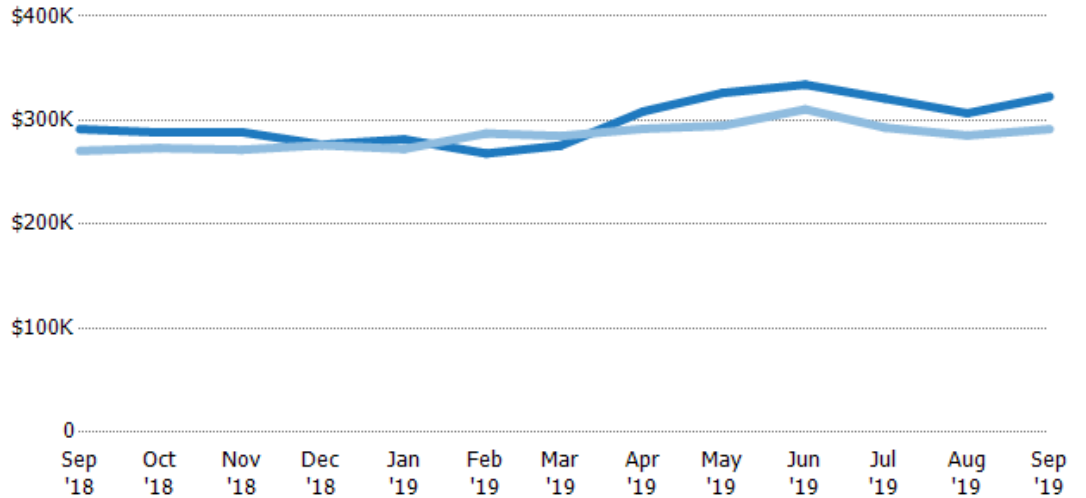
Average Listing Price

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.
Sep '19	\$323K	10.7%
Sep '18	\$291K	7.7%
Sep '17	\$271K	-5.9%



Current Year	\$291K	\$288K	\$289K	\$277K	\$282K	\$268K	\$276K	\$308K	\$326K	\$334K	\$321K	\$307K	\$323K
Prior Year	\$271K	\$273K	\$272K	\$276K	\$272K	\$287K	\$285K	\$292K	\$295K	\$310K	\$293K	\$285K	\$291K
Percent Change from Prior Year	8%	6%	6%	0%	3%	-7%	-3%	6%	11%	8%	10%	7%	11%

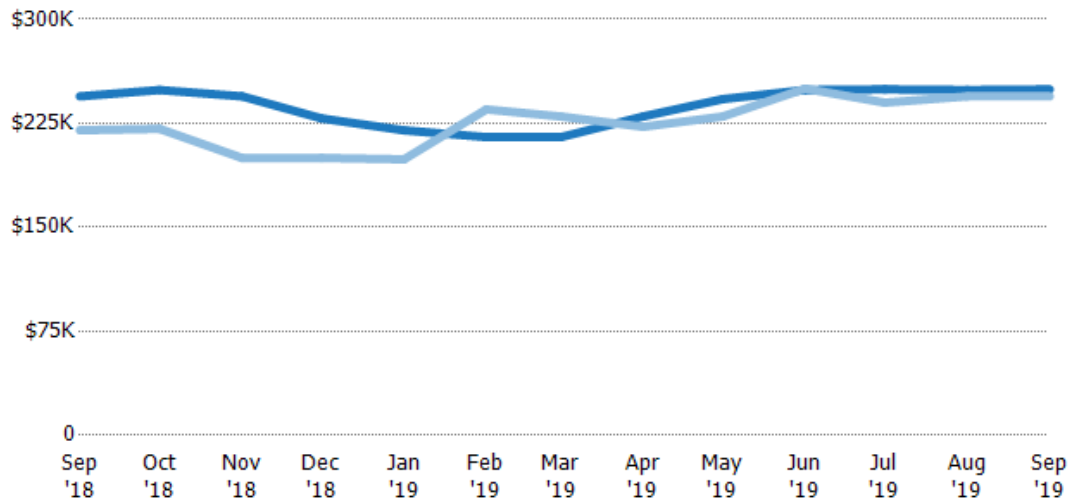
Median Listing Price

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.
Sep '19	\$249K	2%
Sep '18	\$244K	11.1%
Sep '17	\$220K	-7.5%



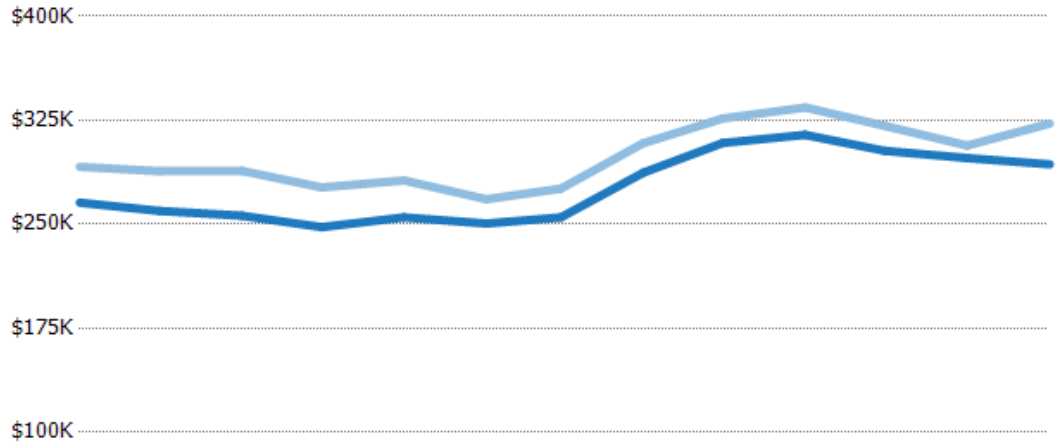
Current Year	\$244K	\$249K	\$244K	\$229K	\$220K	\$215K	\$215K	\$230K	\$242K	\$249K	\$249K	\$249K	\$249K
Prior Year	\$220K	\$221K	\$200K	\$200K	\$199K	\$235K	\$230K	\$222K	\$230K	\$250K	\$240K	\$244K	\$244K
Percent Change from Prior Year	11%	13%	22%	14%	11%	-9%	-6%	3%	5%	0%	4%	2%	2%

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



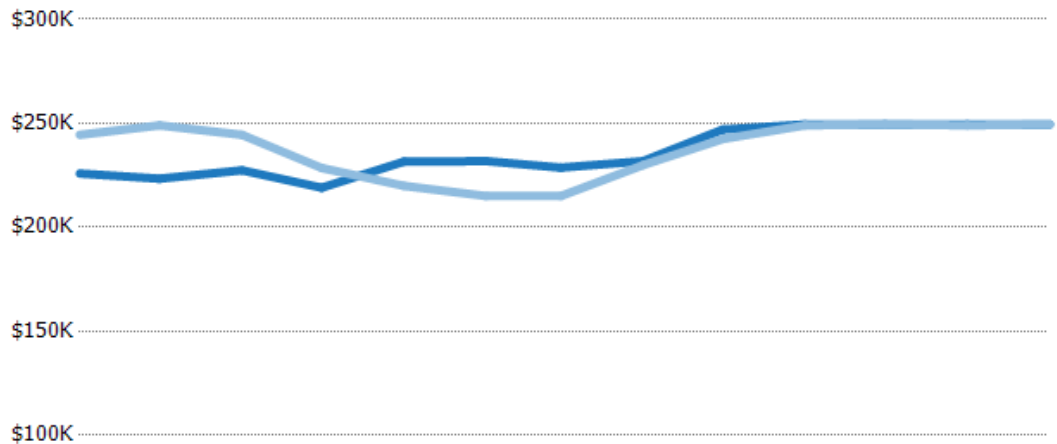
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$266K	\$260K	\$256K	\$248K	\$255K	\$251K	\$255K	\$287K	\$309K	\$314K	\$303K	\$298K	\$293K
Avg Listing Price	\$291K	\$288K	\$289K	\$277K	\$282K	\$268K	\$276K	\$308K	\$326K	\$334K	\$321K	\$307K	\$323K
Avg Listing Price as a % of Avg Est Value	110%	111%	113%	112%	110%	107%	108%	107%	106%	106%	106%	103%	110%

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



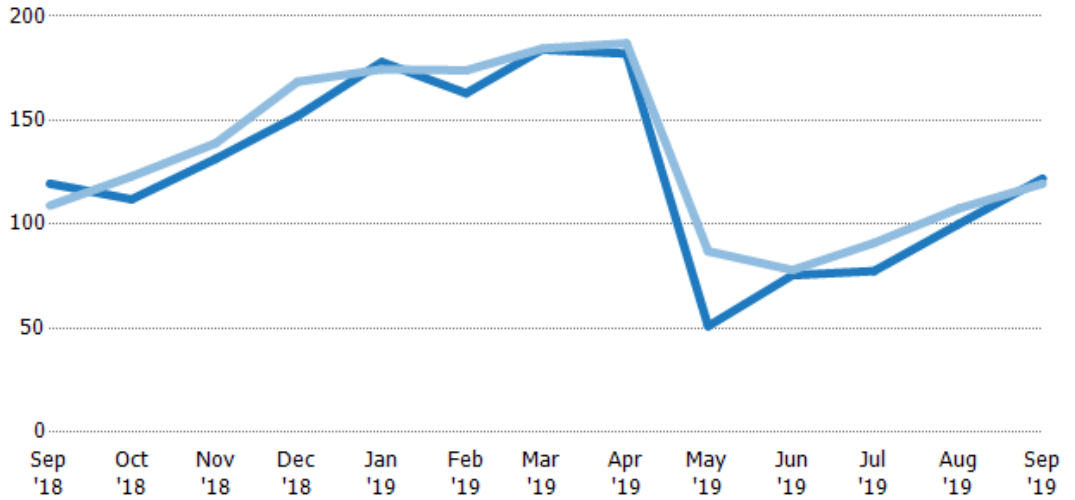
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$226K	\$223K	\$227K	\$219K	\$232K	\$232K	\$229K	\$232K	\$247K	\$249K	\$249K	\$249K	\$249K
Median Listing Price	\$244K	\$249K	\$244K	\$229K	\$220K	\$215K	\$215K	\$230K	\$242K	\$249K	\$249K	\$249K	\$249K
Med Listing Price as a % of Med Est Value	108%	111%	107%	104%	95%	93%	94%	99%	98%	100%	100%	100%	100%

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.
Sep '19	122	2.1%
Sep '18	120	9.6%
Sep '17	109	5%

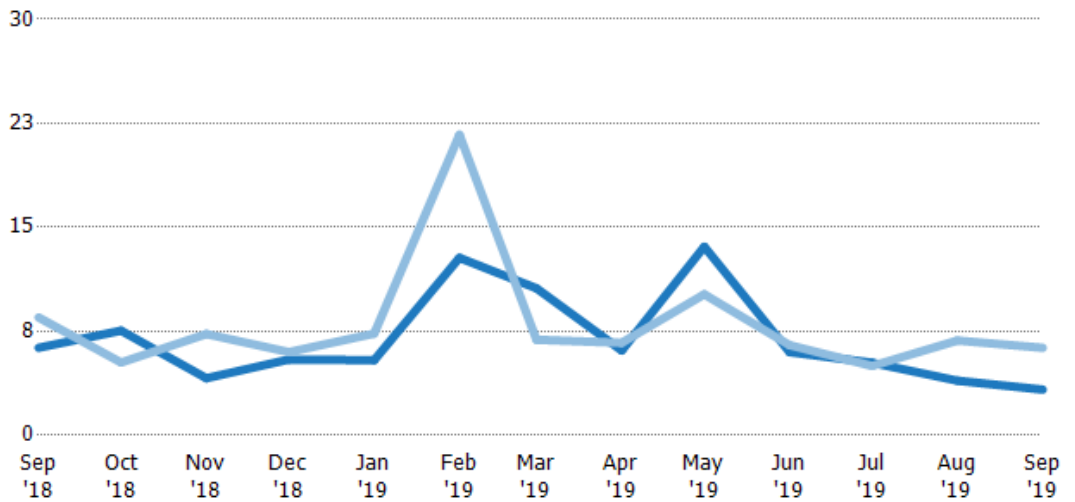
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	120	112	132	152	178	163	184	182	51	75.5	77.5	100	122
Prior Year	109	123	139	169	175	174	185	187	87	78	91	108	120
Percent Change from Prior Year	10%	-9%	-5%	-10%	2%	-6%	0%	-3%	-41%	-3%	-15%	-7%	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.
Sep '19	3.29	-47.8%
Sep '18	6.31	-25.8%
Sep '17	8.5	-27.7%

	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6.31	7.55	4.12	5.46	5.42	12.8	10.6	6.11	13.6	6	5.23	3.94	3.29
Prior Year	8.5	5.25	7.3	6	7.33	21.7	6.89	6.67	10.2	6.5	5	6.83	6.31
Percent Change from Prior Year	-26%	44%	-44%	-9%	-26%	-41%	54%	-8%	34%	-8%	5%	-42%	-48%

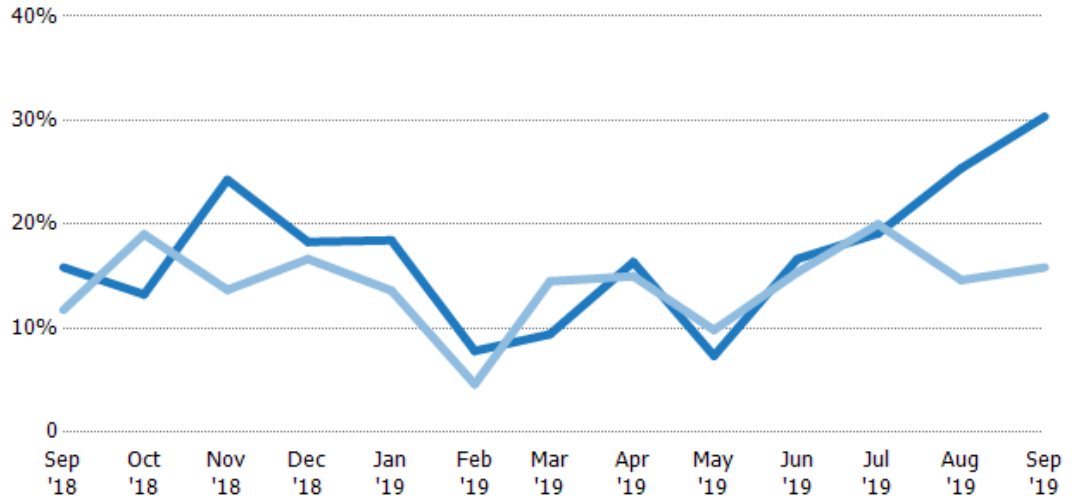
Absorption Rate

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.
Sep '19	30%	-14.5%
Sep '18	16%	-4.1%
Sep '17	12%	38.4%



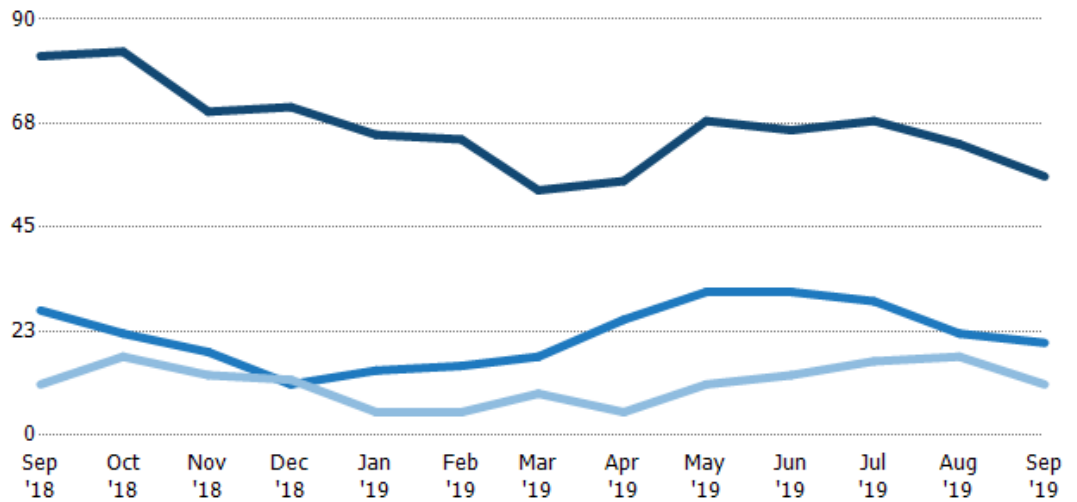
Current Year	16%	13%	24%	18%	18%	8%	9%	16%	7%	17%	19%	25%	30%
Prior Year	12%	19%	14%	17%	14%	5%	15%	15%	10%	15%	20%	15%	16%
Change from Prior Year	-4%	6%	-11%	-2%	-5%	-3%	5%	-1%	2%	-1%	1%	-11%	-15%

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



Active	82	83	70	71	65	64	53	55	68	66	68	63	56
Pending	27	22	18	11	14	15	17	25	31	31	29	22	20
Sold	11	17	13	12	5	5	9	5	11	13	16	17	11

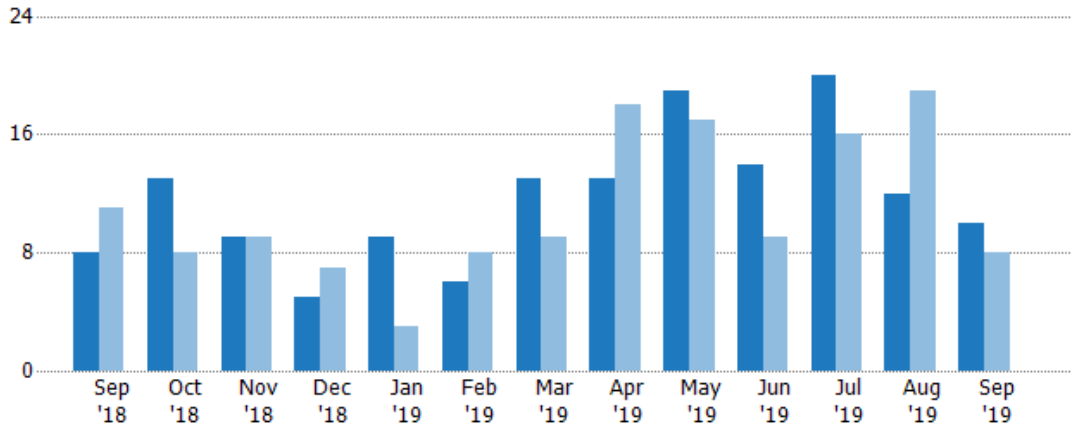
New Pending Sales

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.
Sep '19	10	25%
Sep '18	8	-27.3%
Sep '17	11	27.3%



Current Year	8	13	9	5	9	6	13	13	19	14	20	12	10
Prior Year	11	8	9	7	3	8	9	18	17	9	16	19	8
Percent Change from Prior Year	-27%	63%	0%	-29%	200%	-25%	44%	-28%	12%	56%	25%	-37%	25%

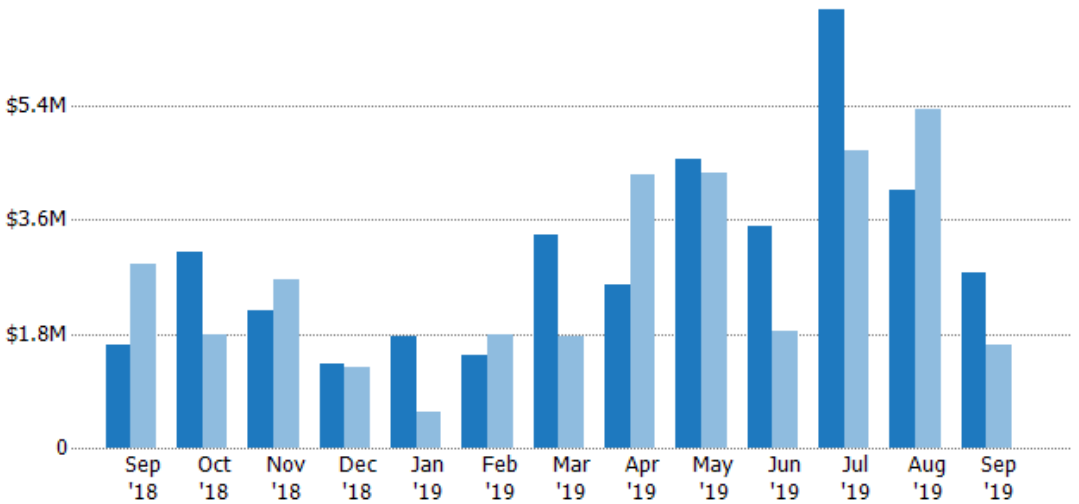
New Pending Sales Volume

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.
Sep '19	\$2.78M	71.3%
Sep '18	\$1.62M	-44.3%
Sep '17	\$2.91M	-5.2%



Current Year	\$1.62M	\$3.08M	\$2.17M	\$1.32M	\$1.77M	\$1.47M	\$3.36M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M
Prior Year	\$2.91M	\$1.79M	\$2.65M	\$1.26M	\$570K	\$1.79M	\$1.77M	\$4.32M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M
Percent Change from Prior Year	-44%	72%	-18%	5%	211%	-18%	90%	-41%	5%	90%	47%	-24%	71%

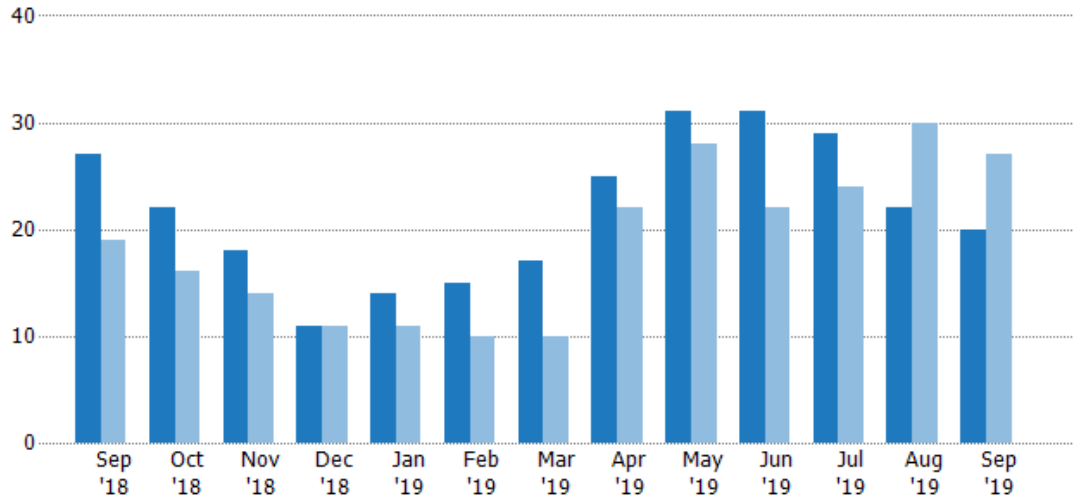
Pending Sales

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.
Sep '19	20	-25.9%
Sep '18	27	42.1%
Sep '17	19	78.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	27	22	18	11	14	15	17	25	31	31	29	22	20
Prior Year	19	16	14	11	11	10	10	22	28	22	24	30	27
Percent Change from Prior Year	42%	38%	29%	0%	27%	50%	70%	14%	11%	41%	21%	-27%	-26%

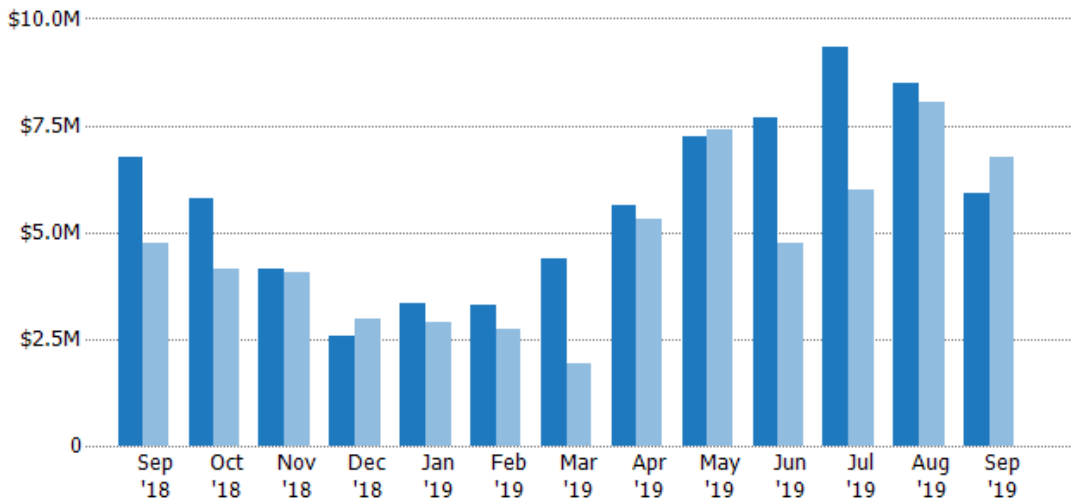
Pending Sales Volume

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.
Sep '19	\$5.91M	-12.4%
Sep '18	\$6.75M	42.3%
Sep '17	\$4.74M	71.2%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$6.75M	\$5.8M	\$4.13M	\$2.56M	\$3.31M	\$3.3M	\$4.4M	\$5.63M	\$7.26M	\$7.69M	\$9.33M	\$8.47M	\$5.91M
Prior Year	\$4.74M	\$4.14M	\$4.04M	\$2.98M	\$2.89M	\$2.74M	\$1.92M	\$5.33M	\$7.4M	\$4.76M	\$5.98M	\$8.04M	\$6.75M
Percent Change from Prior Year	42%	40%	2%	-14%	15%	20%	129%	6%	-2%	62%	56%	5%	-12%

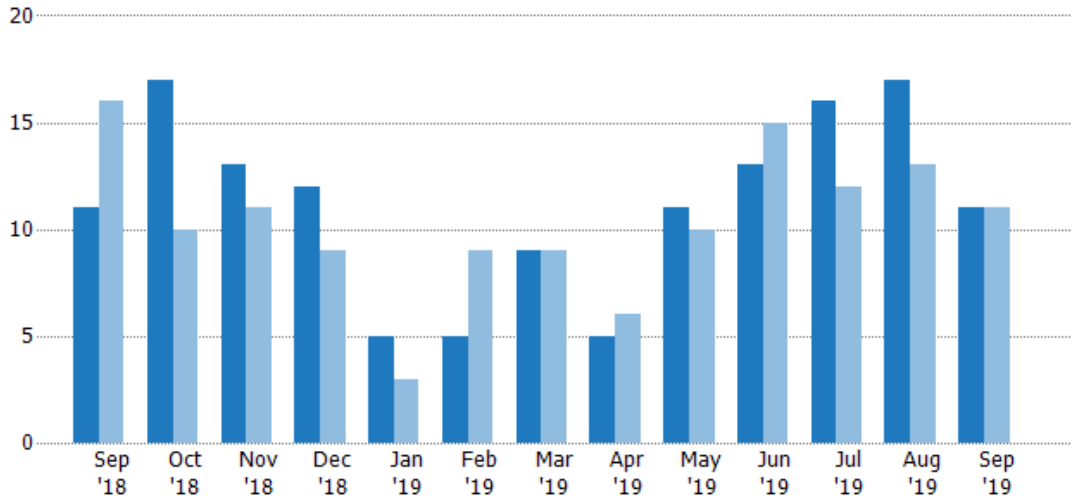
Closed Sales

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.
Sep '19	11	0%
Sep '18	11	-31.3%
Sep '17	16	-37.5%



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

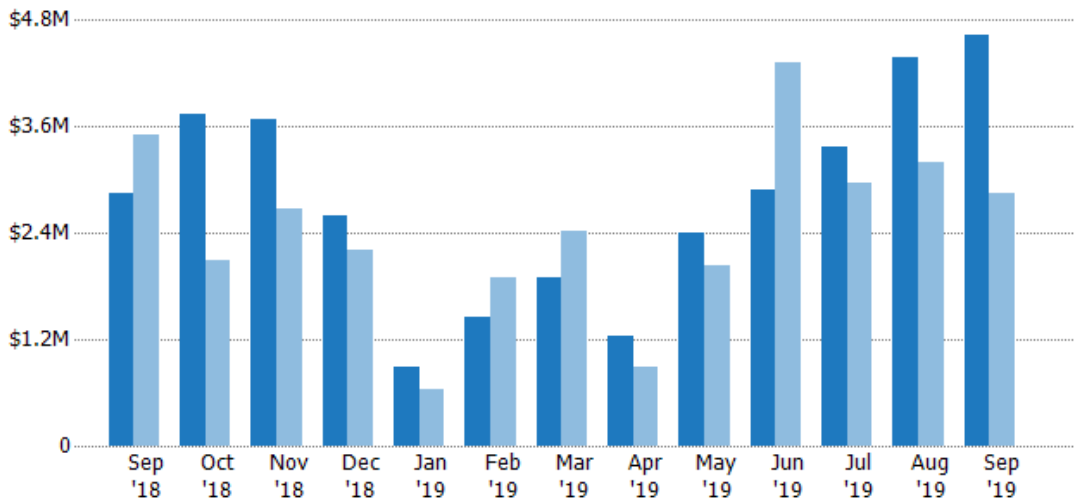
Closed Sales Volume

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.
Sep '19	\$4.64M	62.6%
Sep '18	\$2.85M	-18.8%
Sep '17	\$3.51M	-29.9%



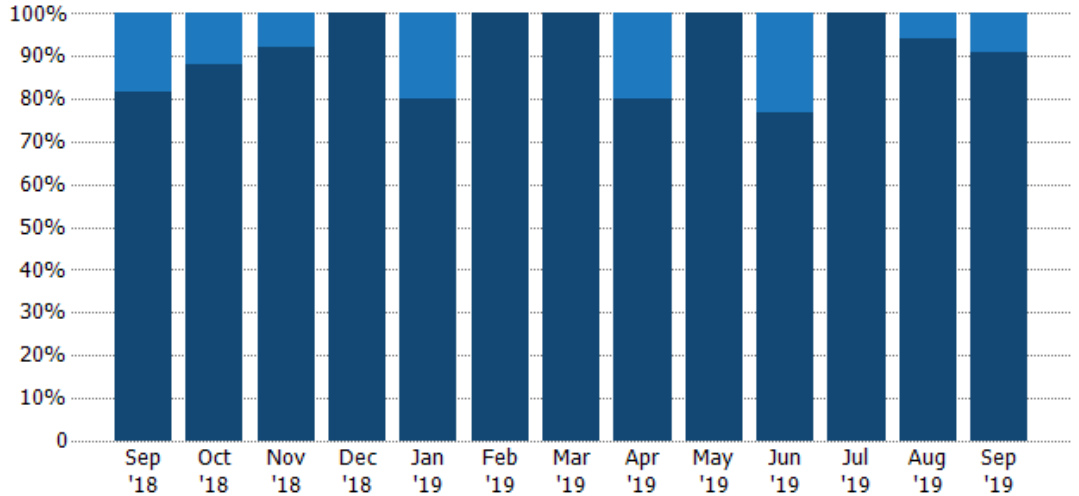
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$2.85M	\$3.73M	\$3.68M	\$2.59M	\$882K	\$1.46M	\$1.9M	\$1.24M	\$2.4M	\$2.88M	\$3.37M	\$4.38M	\$4.64M
Prior Year	\$3.51M	\$2.09M	\$2.67M	\$2.2M	\$641K	\$1.89M	\$2.43M	\$898K	\$2.03M	\$4.32M	\$2.97M	\$3.2M	\$2.85M
Percent Change from Prior Year	-19%	79%	38%	18%	38%	-23%	-22%	38%	18%	-33%	14%	37%	63%

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



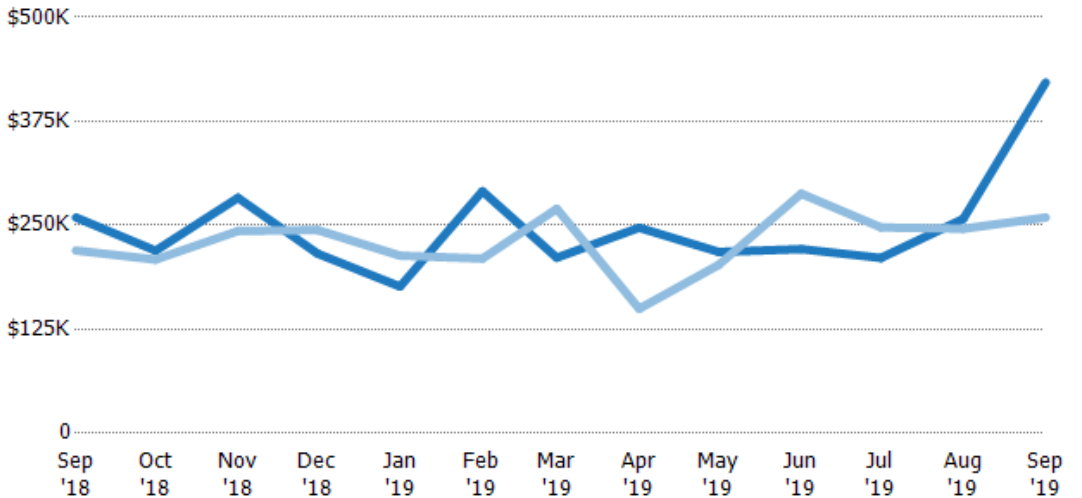
Condo/Townhouse	18%	12%	8%	-	20%	-	-	20%	-	23%	-	6%	9%
Single Family Residence	82%	88%	92%	100%	80%	100%	100%	80%	100%	77%	100%	94%	91%

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	\$259K	\$219K	\$283K	\$216K	\$176K	\$291K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K
Prior Year	\$220K	\$209K	\$243K	\$244K	\$214K	\$210K	\$270K	\$150K	\$203K	\$288K	\$247K	\$246K	\$259K
Percent Change from Prior Year	18%	5%	16%	-12%	-17%	39%	-22%	65%	8%	-23%	-15%	5%	63%

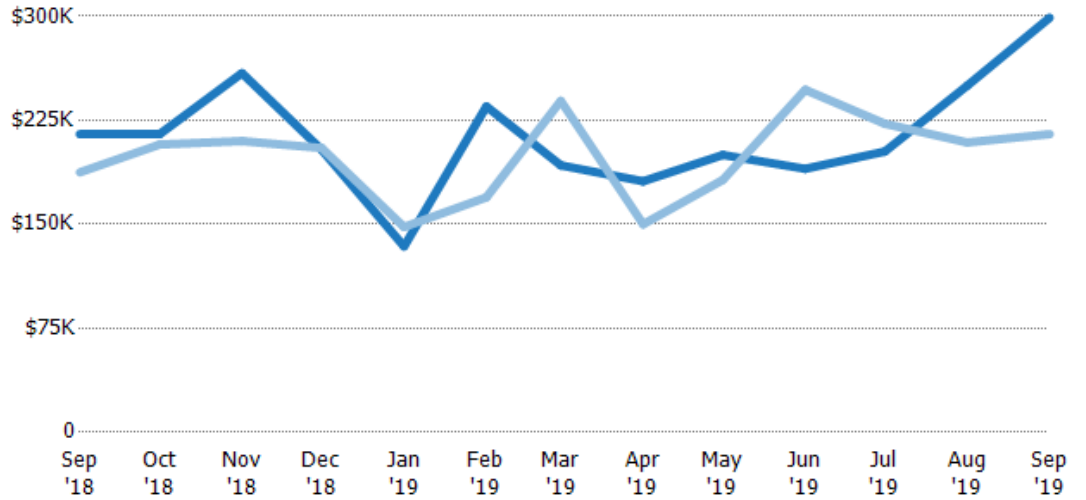
Median Sales Price

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.
Sep '19	\$299K	39.1%
Sep '18	\$215K	14.7%
Sep '17	\$188K	18.7%



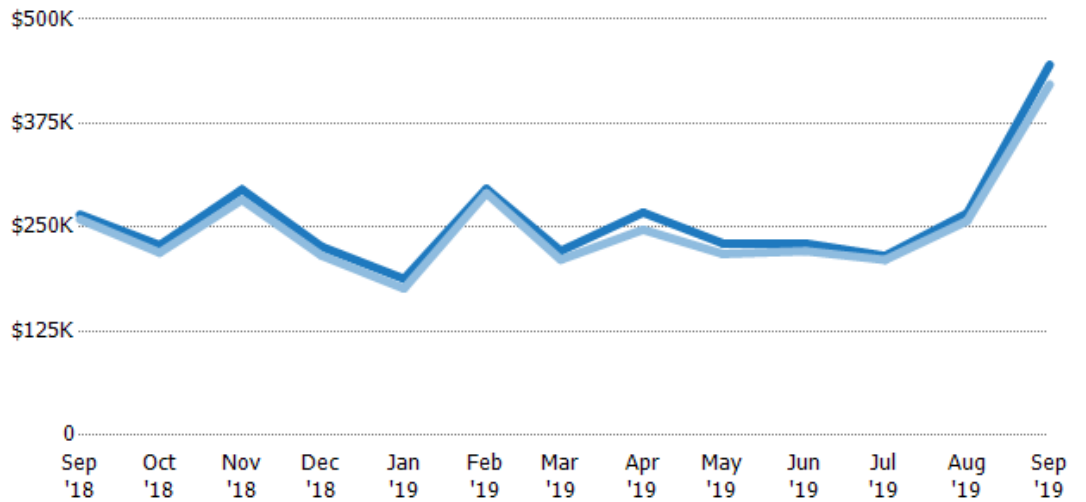
Current Year	\$215K	\$215K	\$259K	\$204K	\$134K	\$235K	\$193K	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K
Prior Year	\$188K	\$208K	\$210K	\$205K	\$148K	\$169K	\$239K	\$150K	\$182K	\$247K	\$223K	\$209K	\$215K
Percent Change from Prior Year	15%	4%	23%	-1%	-9%	39%	-19%	21%	10%	-23%	-9%	20%	39%

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



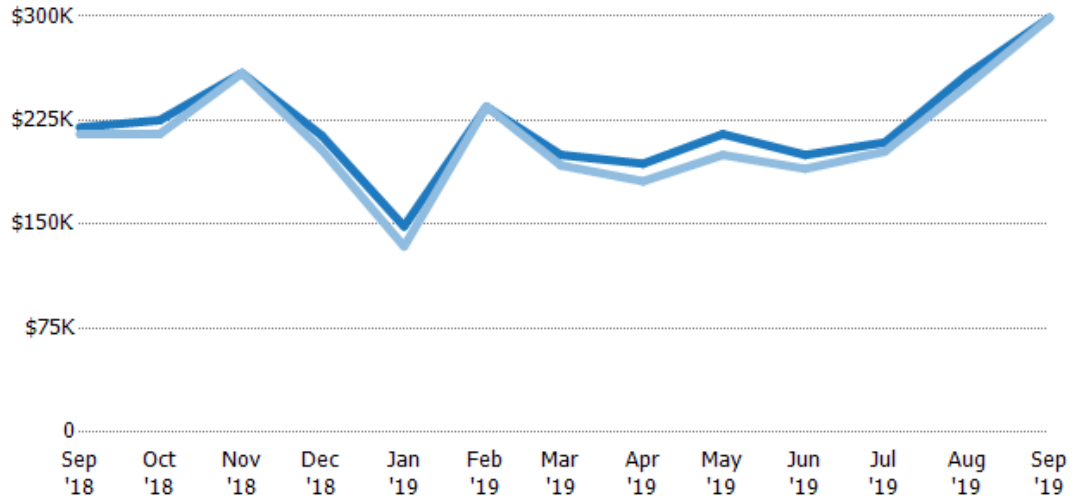
Avg List Price	\$265K	\$228K	\$295K	\$227K	\$188K	\$296K	\$222K	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K
Avg Sales Price	\$259K	\$219K	\$283K	\$216K	\$176K	\$291K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	95%	94%	98%	95%	92%	95%	96%	98%	97%	95%

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



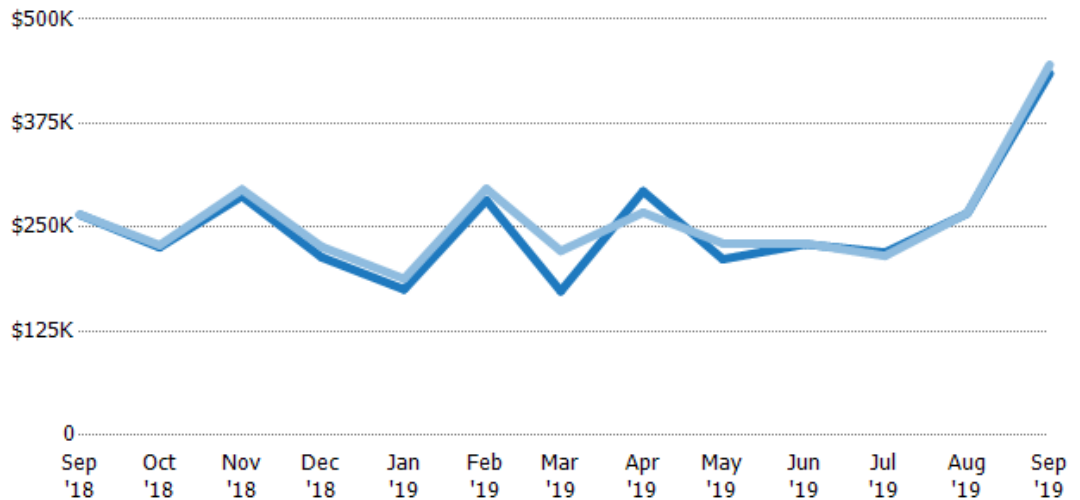
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$220K	\$225K	\$259K	\$214K	\$149K	\$235K	\$200K	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K
Median Sales Price	\$215K	\$215K	\$259K	\$204K	\$134K	\$235K	\$193K	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K
Med Sales Price as a % of Med List Price	98%	96%	100%	95%	90%	100%	96%	93%	93%	95%	97%	97%	100%

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



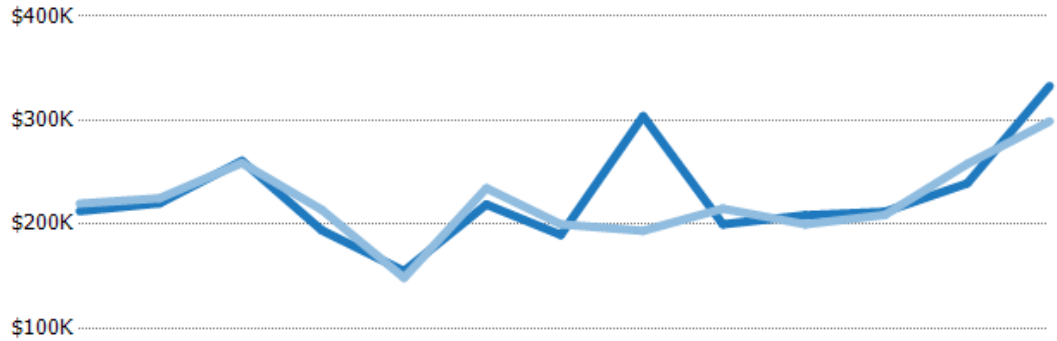
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$265K	\$226K	\$287K	\$214K	\$175K	\$282K	\$173K	\$293K	\$212K	\$230K	\$220K	\$267K	\$435K
Avg Sales Price	\$265K	\$228K	\$295K	\$227K	\$188K	\$296K	\$222K	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K
Avg Sales Price as a % of Avg Est Value	100%	101%	103%	106%	107%	105%	128%	91%	109%	100%	98%	100%	102%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$213K	\$220K	\$261K	\$194K	\$155K	\$219K	\$190K	\$304K	\$200K	\$209K	\$212K	\$239K	\$333K
Median Sales Price	\$220K	\$225K	\$259K	\$214K	\$149K	\$235K	\$200K	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K
Med Sales Price as a % of Med Est Value	103%	102%	99%	110%	96%	107%	105%	64%	108%	96%	99%	108%	90%