

## Summary of Key Listing and Sales Metrics

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

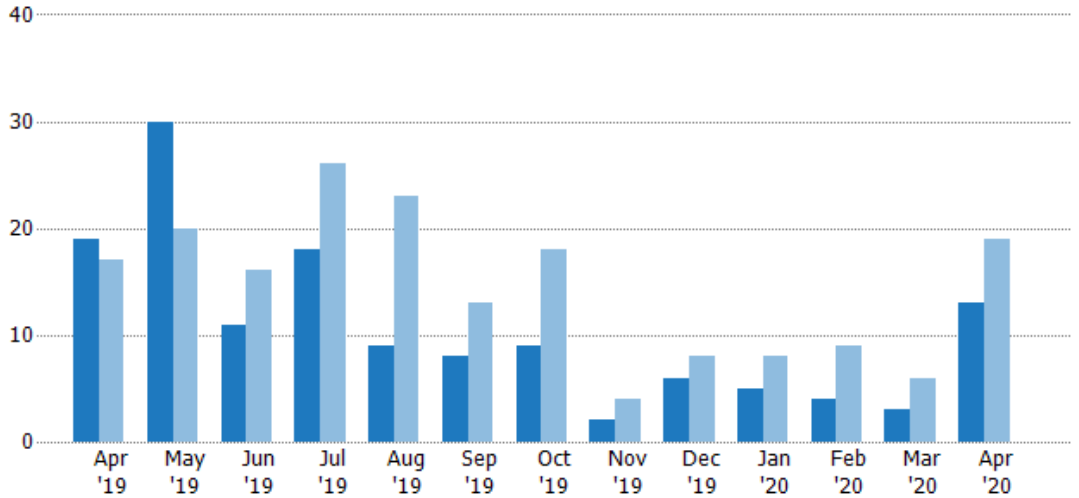
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	19	-31.6%	25	42	-40.5%
New Listing Volume	\$3,742,800	\$6,165,700	-39.3%	\$6,536,000	\$11,602,000	-43.7%
Active Listing Count	36	57	-36.8%	N/A	N/A	
Active Listing Volume	\$9,169,400	\$16,632,599	-44.9%	N/A	N/A	
Average Listing Price	\$254,706	\$291,800	-12.7%	\$250,753	\$268,402	-6.6%
Median Listing Price	\$240,750	\$239,900	+0.4%	\$239,193	\$223,295	+7.1%
Median Days in RPR	210	182	+15.4%	226.83	176.71	+28.4%
Months of Inventory	7.2	6.3	+13.7%	6	9	-33.5%
Absorption Rate	13.89%	15.79%	-1.9%	16.78%	11.16%	+5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	13	-61.5%	29	41	-29.3%
New Pending Sales Volume	\$1,298,000	\$2,564,800	-49.4%	\$6,755,199	\$9,169,459	-26.3%
Pending Sales Count	12	21	-42.9%	N/A	N/A	
Pending Sales Volume	\$2,982,800	\$4,801,600	-37.9%	N/A	N/A	
Closed Sales Count	5	5	+/-	24	24	+/-
Closed Sales Volume	\$1,693,500	\$1,235,498	+37.1%	\$6,057,150	\$5,471,000	+10.7%
Average Sales Price	\$338,700	\$247,100	+37.1%	\$252,381	\$227,958	+10.7%
Median Sales Price	\$350,000	\$181,000	+93.4%	\$236,433	\$186,771	+26.6%

## 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



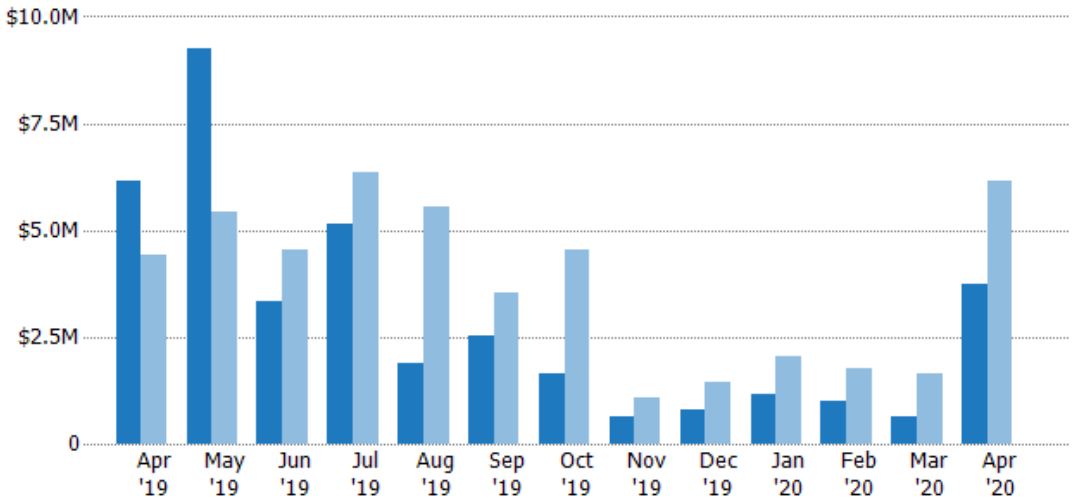
Month/Year	Count	% Chg.
Apr '20	13	-31.6%
Apr '19	19	11.8%
Apr '18	17	-29.4%

## 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



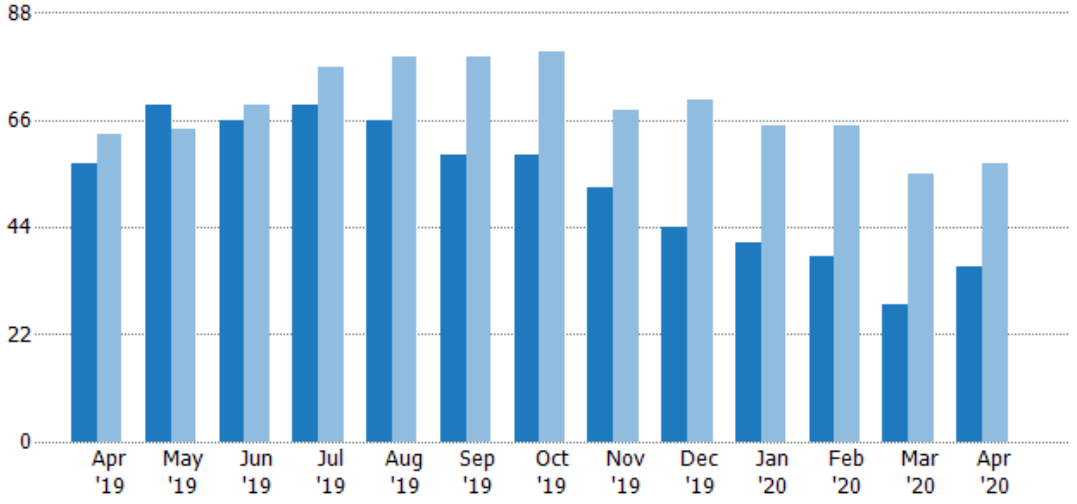
Month/Year	Volume	% Chg.
Apr '20	\$3.74M	-39.3%
Apr '19	\$6.17M	39.5%
Apr '18	\$4.42M	-21.5%

## 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



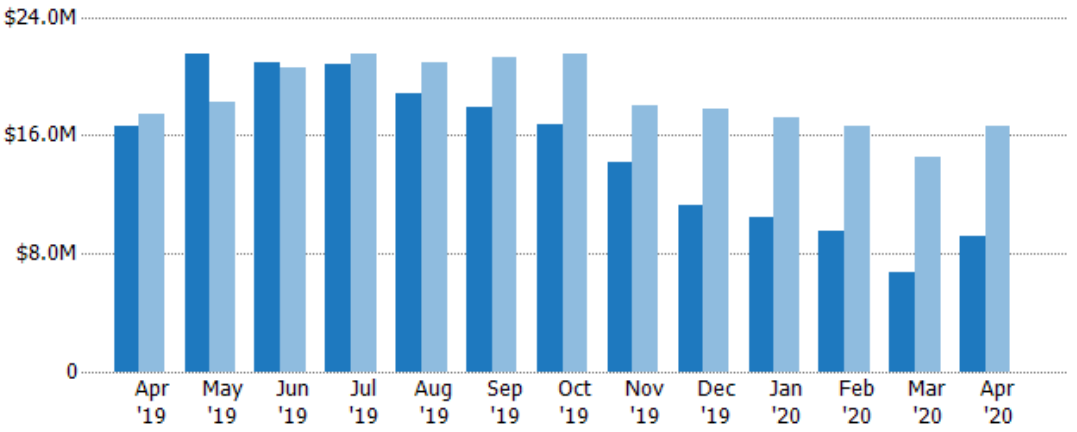
Month/Year	Count	% Chg.
Apr '20	36	-36.8%
Apr '19	57	-9.5%
Apr '18	63	-11.1%

## 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



Month/Year	Volume	% Chg.
Apr '20	\$9.17M	-44.9%
Apr '19	\$16.6M	-4.8%
Apr '18	\$17.5M	-25.2%

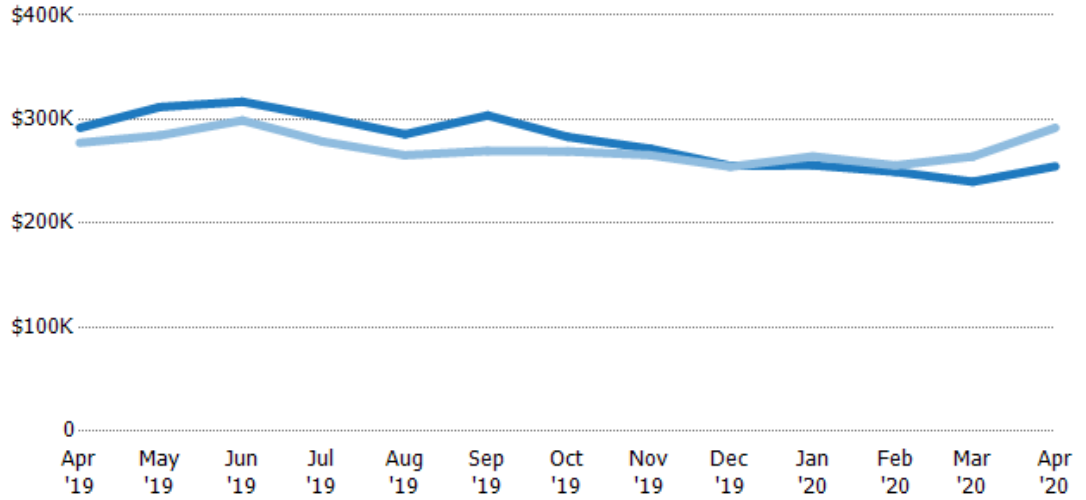
## Average Listing Price

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.
Apr '20	\$255K	-12.7%
Apr '19	\$292K	5.2%
Apr '18	\$277K	-15.8%



Current Year	\$292K	\$312K	\$317K	\$302K	\$286K	\$304K	\$283K	\$272K	\$255K	\$256K	\$249K	\$240K	\$255K
Prior Year	\$277K	\$284K	\$299K	\$279K	\$265K	\$270K	\$269K	\$266K	\$254K	\$264K	\$256K	\$264K	\$292K
Percent Change from Prior Year	5%	10%	6%	8%	8%	13%	5%	2%	0%	-3%	-2%	-9%	-13%

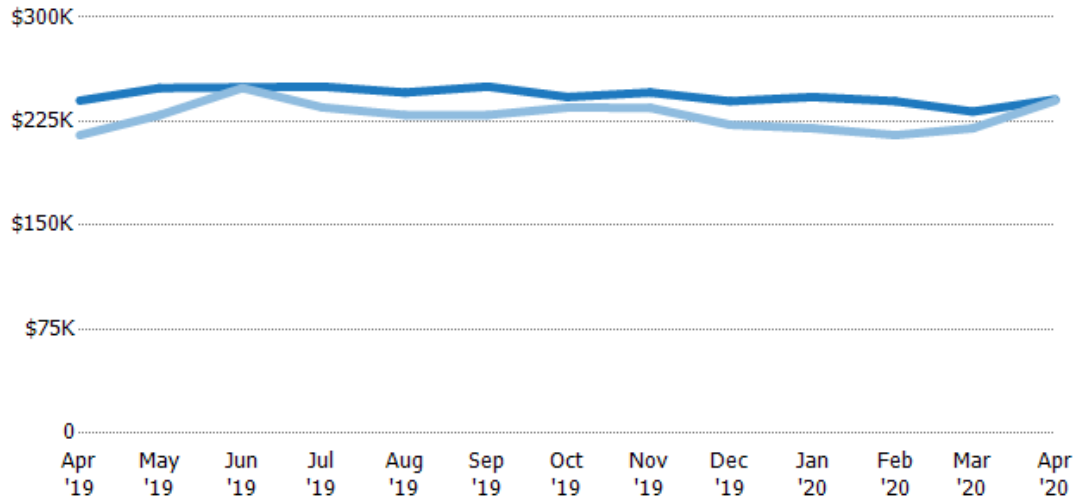
## Median Listing Price

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 Family Residence

Month/Year	Price	% Chg.
Apr '20	\$241K	0.4%
Apr '19	\$240K	11.6%
Apr '18	\$215K	-7.7%



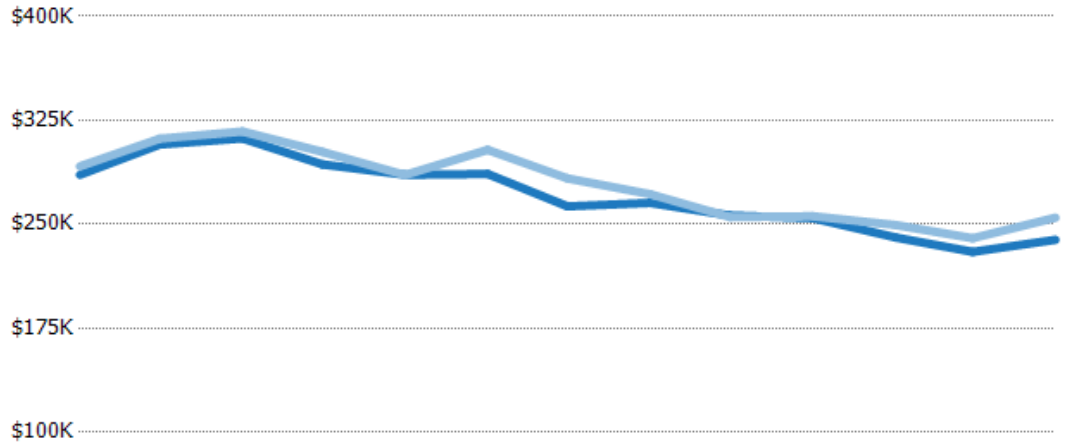
Current Year	\$240K	\$249K	\$249K	\$250K	\$246K	\$250K	\$243K	\$246K	\$239K	\$243K	\$239K	\$232K	\$241K
Prior Year	\$215K	\$229K	\$249K	\$235K	\$230K	\$230K	\$235K	\$235K	\$222K	\$220K	\$215K	\$220K	\$240K
Percent Change from Prior Year	12%	9%	0%	6%	7%	9%	3%	5%	8%	10%	11%	6%	0%

## 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



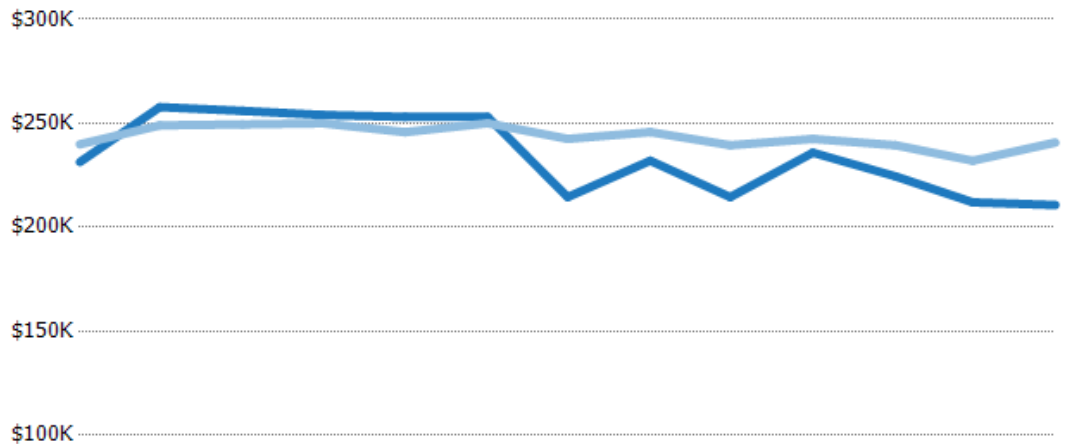
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$286K	\$308K	\$312K	\$293K	\$286K	\$286K	\$263K	\$265K	\$256K	\$254K	\$241K	\$230K	\$239K
Avg Listing Price	\$292K	\$312K	\$317K	\$302K	\$286K	\$304K	\$283K	\$272K	\$255K	\$256K	\$249K	\$240K	\$255K
Avg Listing Price as a % of Avg Est Value	102%	101%	102%	103%	100%	106%	108%	102%	100%	101%	104%	104%	107%

## 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:  
Condo/Townhouse/Apt, Single  
Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$231K	\$258K	\$256K	\$254K	\$253K	\$253K	\$215K	\$232K	\$215K	\$236K	\$225K	\$212K	\$211K
Median Listing Price	\$240K	\$249K	\$249K	\$250K	\$246K	\$250K	\$243K	\$246K	\$239K	\$243K	\$239K	\$232K	\$241K
Med Listing Price as a % of Med Est Value	104%	97%	97%	98%	97%	99%	113%	106%	112%	103%	107%	109%	114%

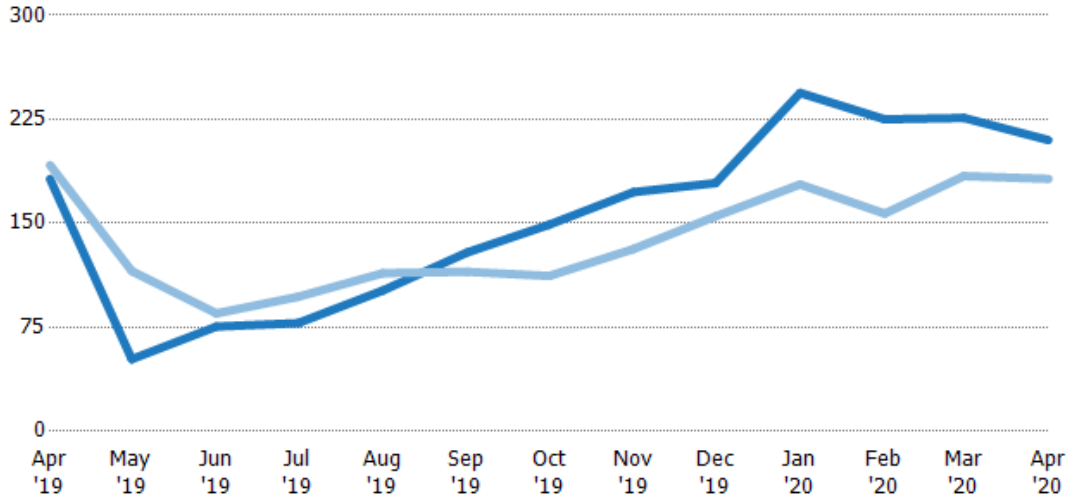
## Median Days in RPR

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

Month/Year	Days	% Chg.
Apr '20	210	15.4%
Apr '19	182	-5.2%
Apr '18	192	0%



Current Year	182	52	75.5	78	102	129	149	173	179	244	225	226	210
Prior Year	192	116	85	97	114	115	112	132	155	178	157	184	182
Percent Change from Prior Year	-5%	-55%	-11%	-20%	-11%	12%	33%	31%	15%	37%	43%	23%	15%

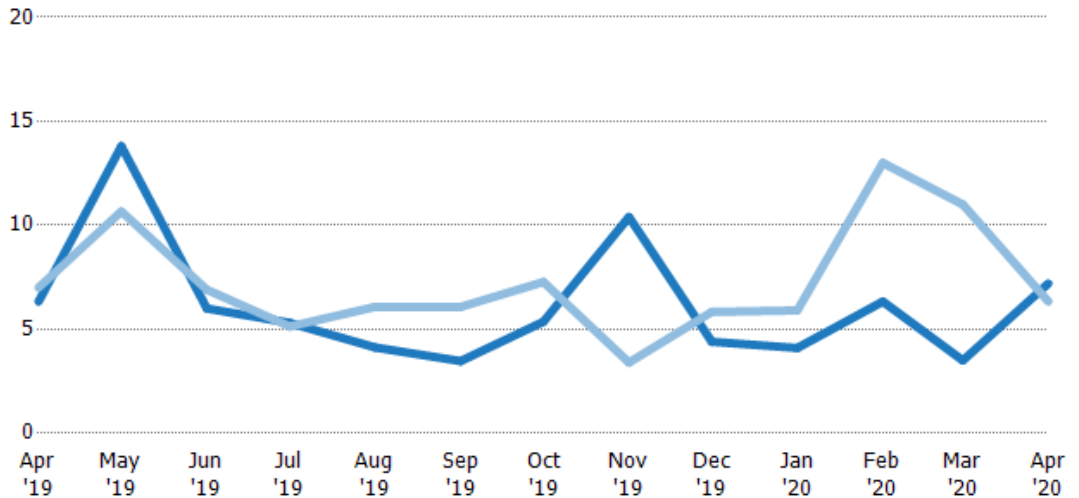
## Months of Inventory

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

### Filters Used

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

Month/Year	Months	% Chg.
Apr '20	7.2	13.7%
Apr '19	6.33	-9.5%
Apr '18	7	100%



Current Year	6.33	13.8	6	5.31	4.13	3.47	5.36	10.4	4.4	4.1	6.33	3.5	7.2
Prior Year	7	10.7	6.9	5.13	6.08	6.08	7.27	3.4	5.83	5.91	13	11	6.33
Percent Change from Prior Year	-10%	29%	-13%	3%	-32%	-43%	-26%	206%	-25%	-31%	-51%	-68%	14%

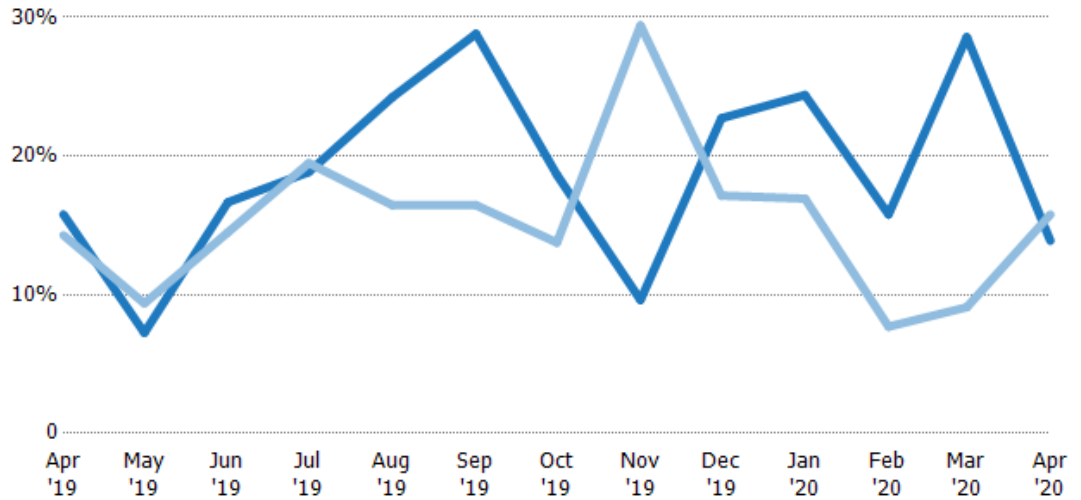
## Absorption Rate

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.
Apr '20	14%	1.9%
Apr '19	16%	-1.5%
Apr '18	14%	-50%



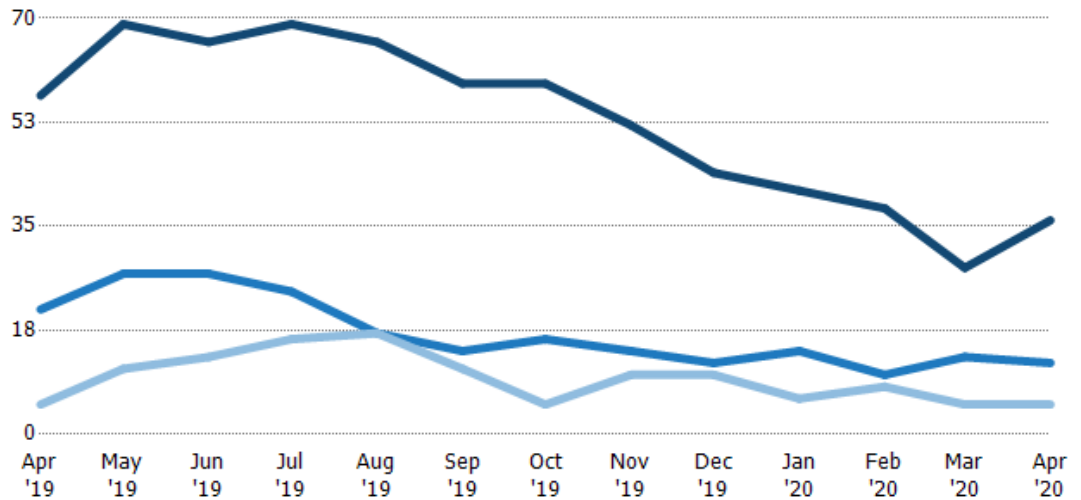
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	16%	7%	17%	19%	24%	29%	19%	10%	23%	24%	16%	29%	14%
Prior Year	14%	9%	14%	19%	16%	16%	14%	29%	17%	17%	8%	9%	16%
Change from Prior Year	-2%	2%	-2%	1%	-8%	-12%	-5%	20%	-6%	-7%	-8%	-19%	2%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	57	69	66	69	66	59	59	52	44	41	38	28	36
Pending	21	27	27	24	17	14	16	14	12	14	10	13	12
Sold	5	11	13	16	17	11	5	10	10	6	8	5	5

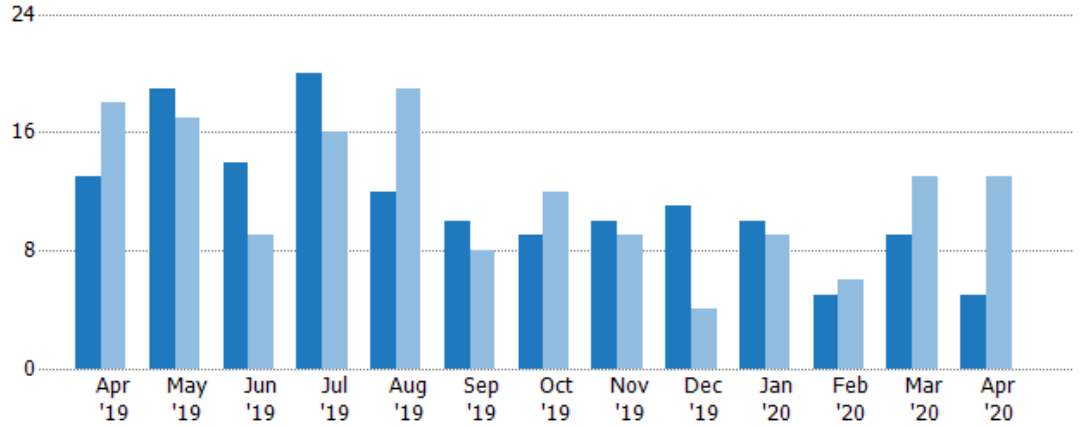
## New Pending Sales

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 '20	5	-61.5%
Apr '19	13	-27.8%
Apr '18	18	-72.2%



Current Year	13	19	14	20	12	10	9	10	11	10	5	9	5
Prior Year	18	17	9	16	19	8	12	9	4	9	6	13	13
Percent Change from Prior Year	-28%	12%	56%	25%	-37%	25%	-25%	11%	175%	11%	-17%	-31%	-62%

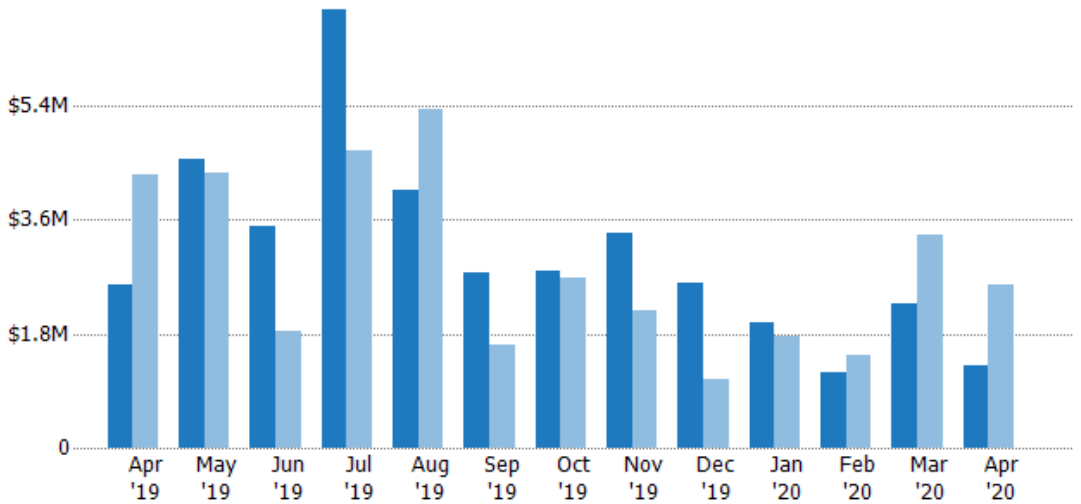
## New Pending Sales Volume

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 '20	\$1.3M	-49.4%
Apr '19	\$2.56M	-40.7%
Apr '18	\$4.32M	-69.2%



Current Year	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M	\$2.78M	\$3.38M	\$2.6M	\$1.98M	\$1.2M	\$2.28M	\$1.3M
Prior Year	\$4.32M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$2.68M	\$2.17M	\$1.07M	\$1.77M	\$1.47M	\$3.36M	\$2.56M
Percent Change from Prior Year	-41%	5%	90%	47%	-24%	71%	4%	56%	142%	12%	-19%	-32%	-49%



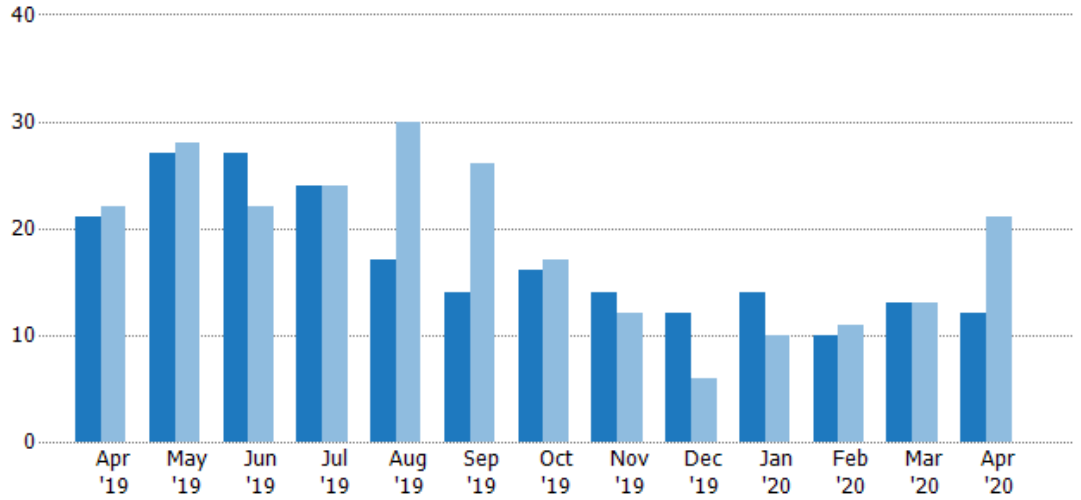
## Pending Sales

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

Month/Year	Count	% Chg.
Apr '20	12	-42.9%
Apr '19	21	-4.5%
Apr '18	22	-40.9%



Current Year	21	27	27	24	17	14	16	14	12	14	10	13	12
Prior Year	22	28	22	24	30	26	17	12	6	10	11	13	21
Percent Change from Prior Year	-5%	-4%	23%	0%	-43%	-46%	-6%	17%	100%	40%	-9%	0%	-43%

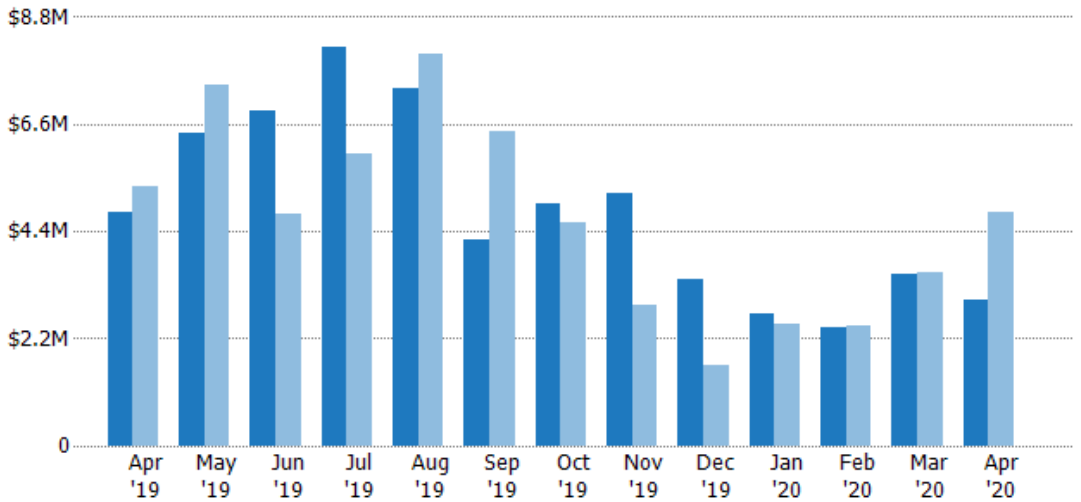
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Apr '20	\$2.98M	-37.9%
Apr '19	\$4.8M	-9.8%
Apr '18	\$5.33M	-37.1%



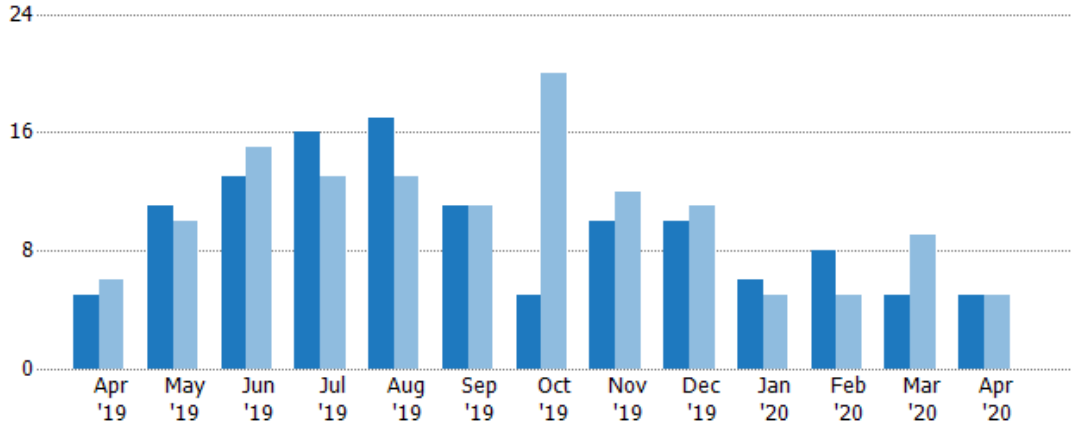
Current Year	\$4.8M	\$6.43M	\$6.87M	\$8.19M	\$7.32M	\$4.22M	\$4.97M	\$5.17M	\$3.41M	\$2.72M	\$2.43M	\$3.51M	\$2.98M
Prior Year	\$5.33M	\$7.4M	\$4.76M	\$5.98M	\$8.04M	\$6.46M	\$4.57M	\$2.89M	\$1.66M	\$2.49M	\$2.48M	\$3.58M	\$4.8M
Percent Change from Prior Year	-10%	-13%	44%	37%	-9%	-35%	9%	79%	106%	9%	-2%	-2%	-38%

## 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 '20	5	0%
Apr '19	5	-16.7%
Apr '18	6	66.7%

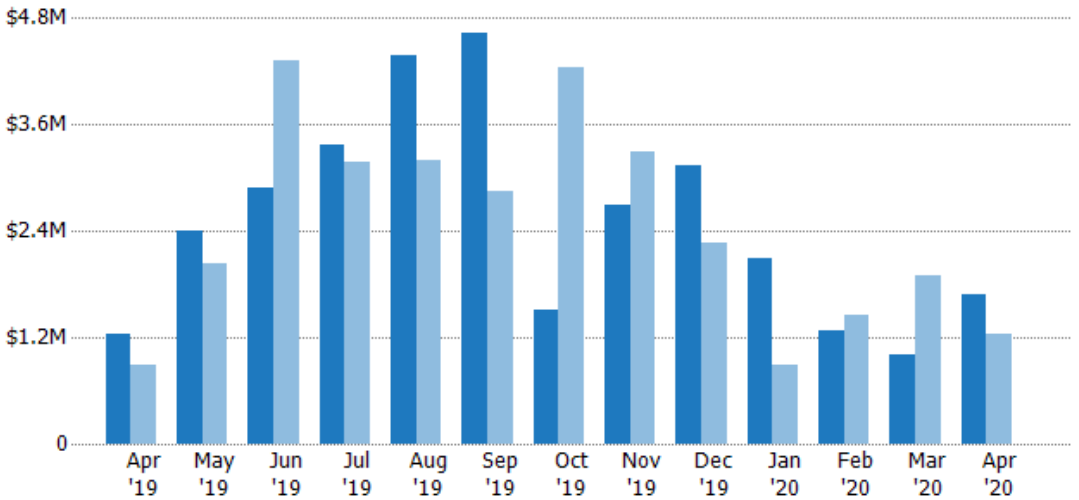
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5	11	13	16	17	11	5	10	10	6	8	5	5
Prior Year	6	10	15	13	13	11	20	12	11	5	5	9	5
Percent Change from Prior Year	-17%	10%	-13%	23%	31%	0%	-75%	-17%	-9%	20%	60%	-44%	0%

## 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 '20	\$1.69M	37.1%
Apr '19	\$1.24M	37.6%
Apr '18	\$898K	120.8%

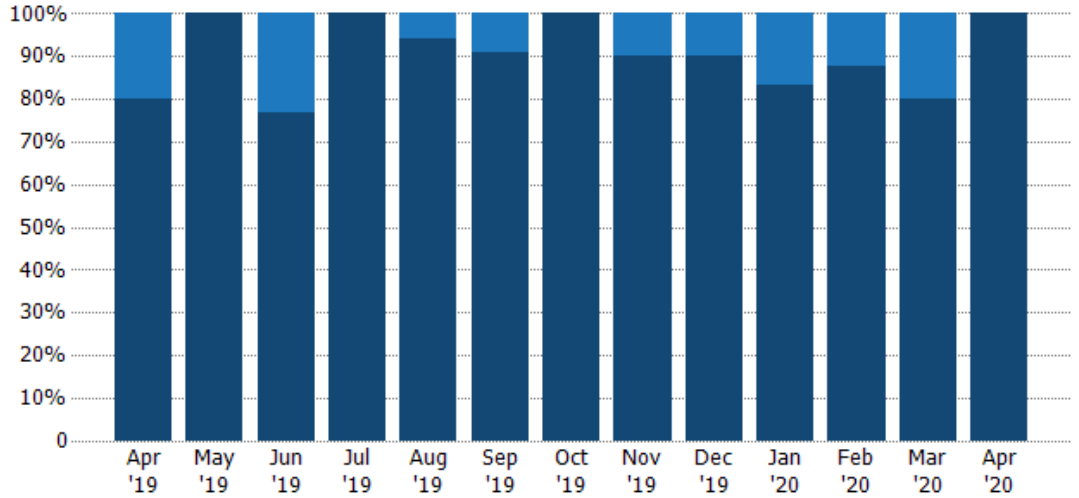
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$1.24M	\$2.4M	\$2.88M	\$3.37M	\$4.38M	\$4.64M	\$1.51M	\$2.7M	\$3.14M	\$2.1M	\$1.27M	\$998K	\$1.69M
Prior Year	\$898K	\$2.03M	\$4.32M	\$3.18M	\$3.2M	\$2.85M	\$4.24M	\$3.29M	\$2.27M	\$882K	\$1.46M	\$1.9M	\$1.24M
Percent Change from Prior Year	38%	18%	-33%	6%	37%	63%	-64%	-18%	38%	138%	-13%	-47%	37%

## 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 Family Residence



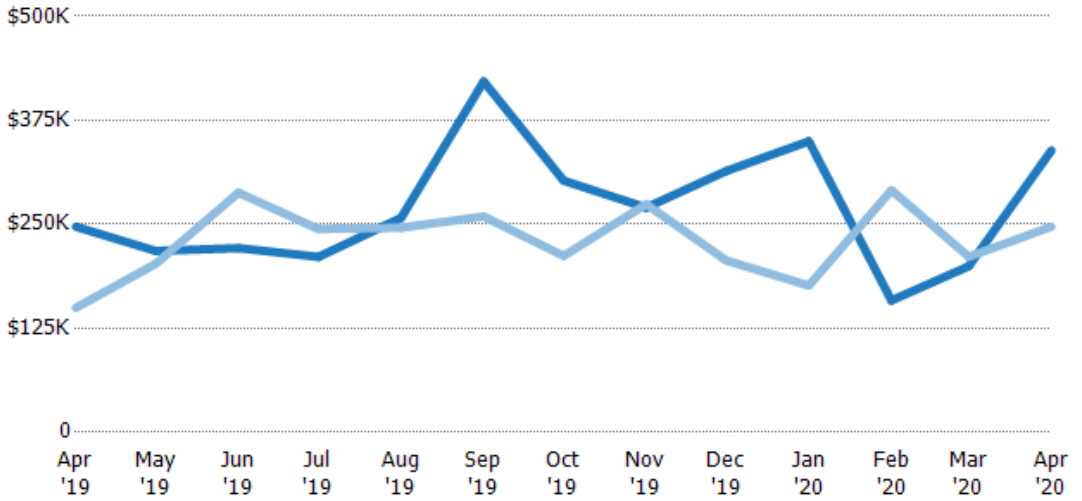
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	20%	-	23%	-	6%	9%	-	10%	10%	17%	13%	20%	-
Single Family Residence	80%	100%	77%	100%	94%	91%	100%	90%	90%	83%	88%	80%	100%

## Average Sales Price

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.
Apr '20	\$339K	37.1%
Apr '19	\$247K	65.1%
Apr '18	\$150K	32.5%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K
Prior Year	\$150K	\$203K	\$288K	\$244K	\$246K	\$259K	\$212K	\$274K	\$207K	\$176K	\$291K	\$211K	\$247K
Percent Change from Prior Year	65%	8%	-23%	-14%	5%	63%	43%	-1%	52%	98%	-46%	-5%	37%

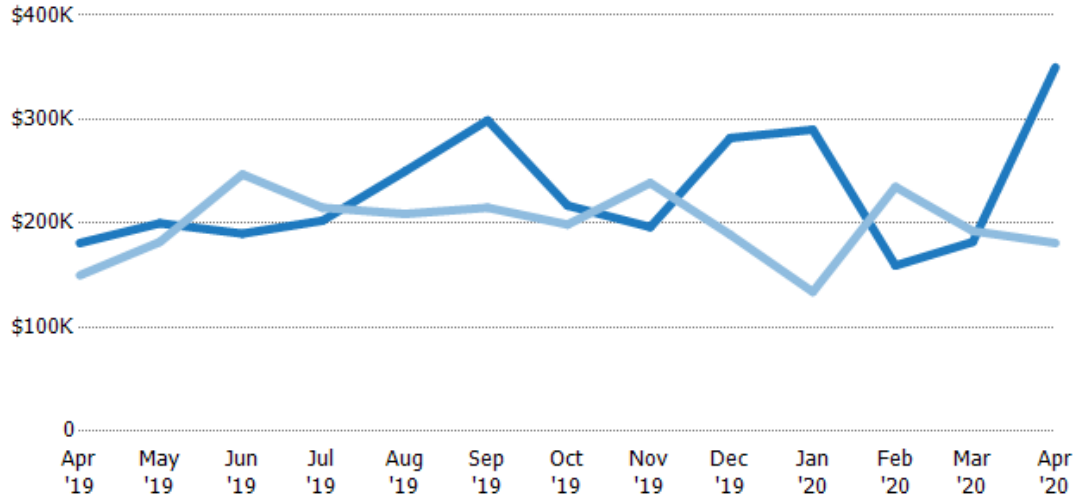
## Median Sales Price

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 '20	\$350K	93.4%
Apr '19	\$181K	20.7%
Apr '18	\$150K	16%



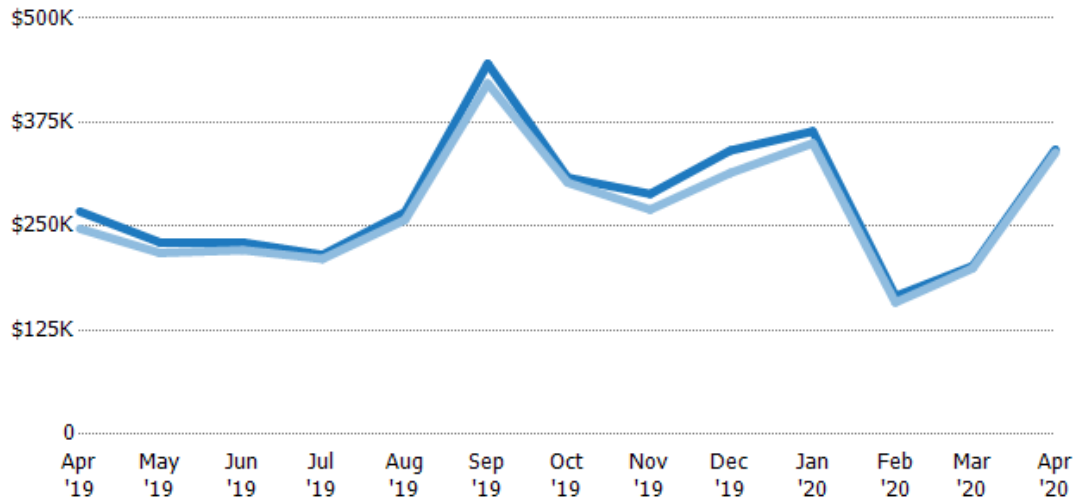
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K
Prior Year	\$150K	\$182K	\$247K	\$215K	\$209K	\$215K	\$199K	\$239K	\$189K	\$134K	\$235K	\$193K	\$181K
Percent Change from Prior Year	21%	10%	-23%	-6%	20%	39%	9%	-18%	49%	116%	-32%	-5%	93%

## 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



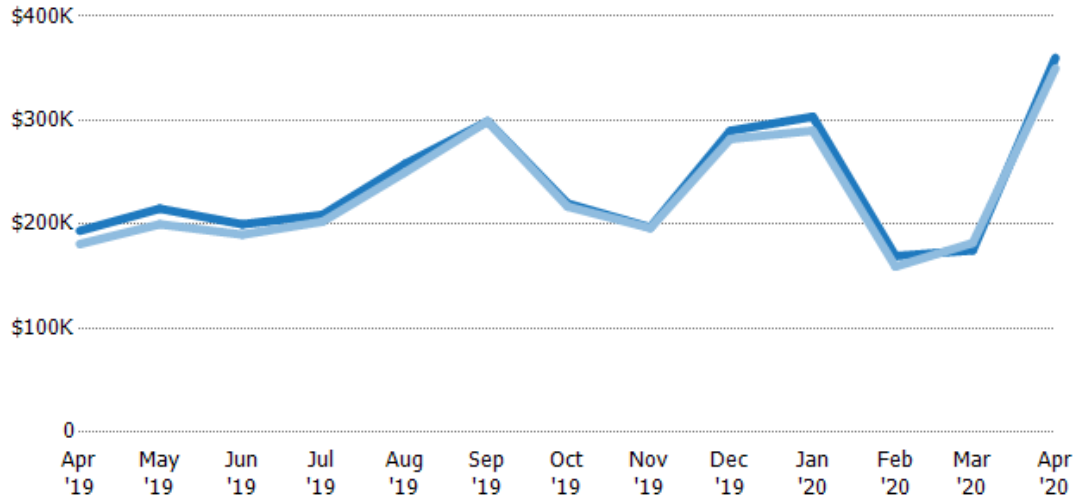
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K
Avg Sales Price	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K
Avg Sales Price as a % of Avg List Price	92%	95%	96%	98%	97%	95%	98%	93%	92%	96%	96%	99%	99%

## 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



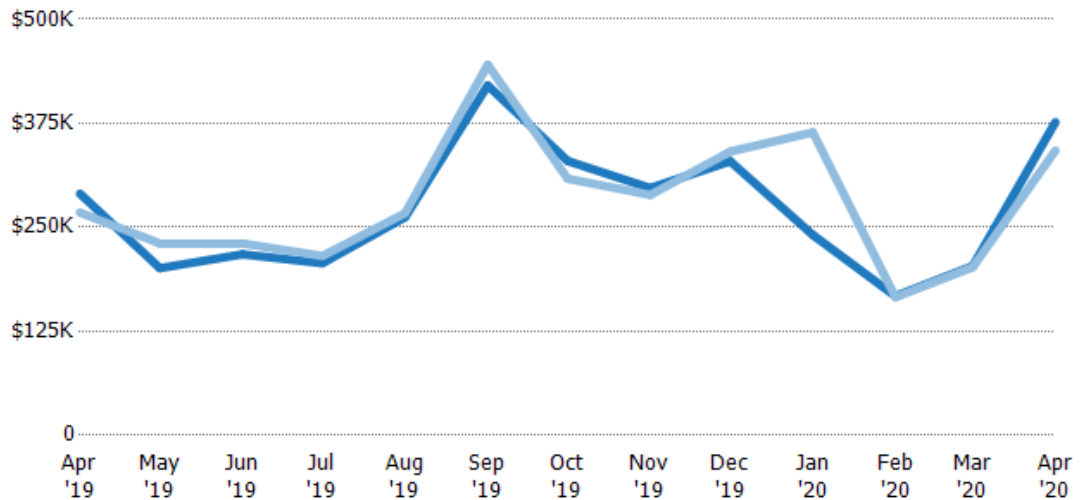
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K
Median Sales Price	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K
Med Sales Price as a % of Med List Price	93%	93%	95%	97%	97%	100%	99%	100%	97%	96%	94%	104%	97%

## 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



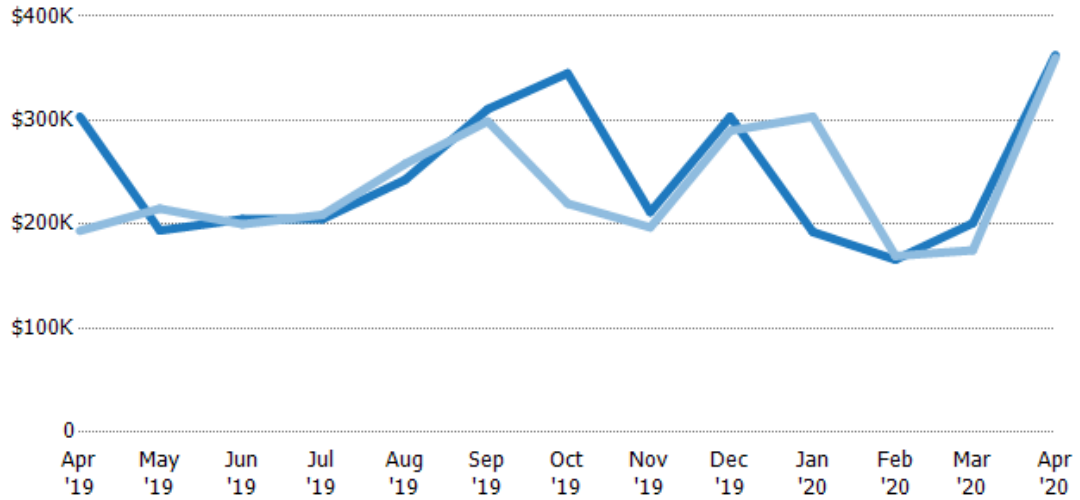
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$290K	\$201K	\$218K	\$207K	\$262K	\$421K	\$330K	\$297K	\$329K	\$241K	\$167K	\$203K	\$376K
Avg Sales Price	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K
Avg Sales Price as a % of Avg Est Value	92%	115%	106%	104%	102%	106%	94%	97%	104%	151%	99%	99%	91%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$304K	\$194K	\$205K	\$205K	\$243K	\$311K	\$345K	\$212K	\$303K	\$193K	\$166K	\$201K	\$363K
Median Sales Price	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K
Med Sales Price as a % of Med Est Value	64%	111%	98%	102%	106%	96%	64%	93%	96%	158%	102%	87%	99%