

## Summary of Key Listing and Sales Metrics

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

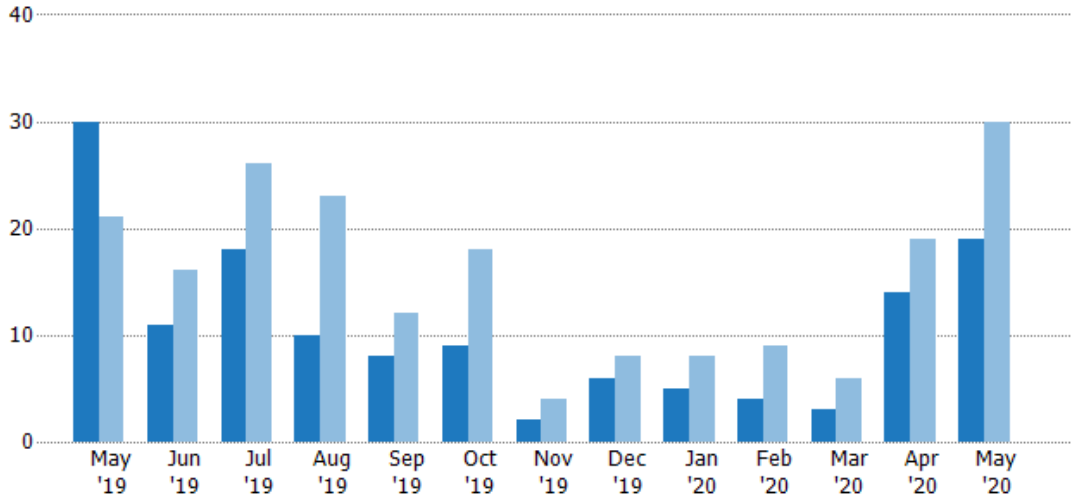
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	30	-36.7%	45	72	-37.5%
New Listing Volume	\$5,936,200	\$9,227,600	-35.7%	\$12,710,200	\$20,849,600	-39%
Active Listing Count	45	69	-34.8%	N/A	N/A	
Active Listing Volume	\$12,705,200	\$21,517,200	-41%	N/A	N/A	
Average Listing Price	\$282,338	\$311,843	-9.5%	\$257,992	\$279,034	-7.5%
Median Listing Price	\$239,900	\$249,000	-3.7%	\$235,794	\$228,998	+3%
Median Days in RPR	68	52	+30.8%	200	138.29	+44.6%
Months of Inventory	9	17.3	-47.8%	5.7	8	-28.7%
Absorption Rate	11.11%	5.8%	+5.3%	17.59%	12.54%	+5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	19	-15.8%	45	60	-25%
New Pending Sales Volume	\$3,648,800	\$4,561,999	-20%	\$10,403,999	\$13,845,959	-24.9%
Pending Sales Count	20	27	-25.9%	N/A	N/A	
Pending Sales Volume	\$4,878,700	\$6,432,599	-24.2%	N/A	N/A	
Closed Sales Count	4	11	-63.6%	28	35	-20%
Closed Sales Volume	\$843,000	\$2,397,500	-64.8%	\$6,900,150	\$7,985,500	-13.6%
Average Sales Price	\$210,750	\$217,955	-3.3%	\$246,434	\$228,157	+8%
Median Sales Price	\$225,250	\$200,000	+12.6%	\$234,836	\$206,671	+13.6%

## 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



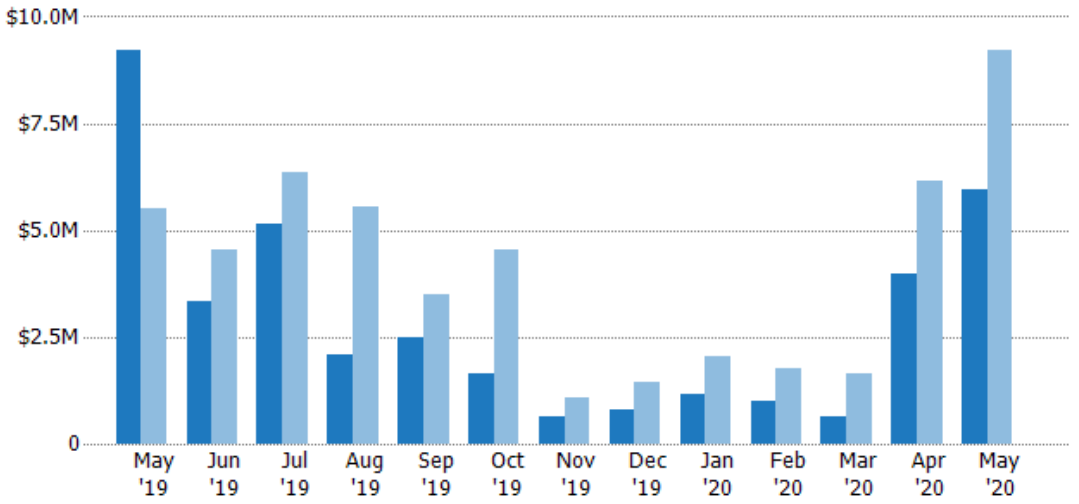
Month/Year	Count	% Chg.
May '20	19	-36.7%
May '19	30	42.9%
May '18	21	42.9%

## 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.
May '20	\$5.94M	-35.7%
May '19	\$9.23M	68.1%
May '18	\$5.49M	43%

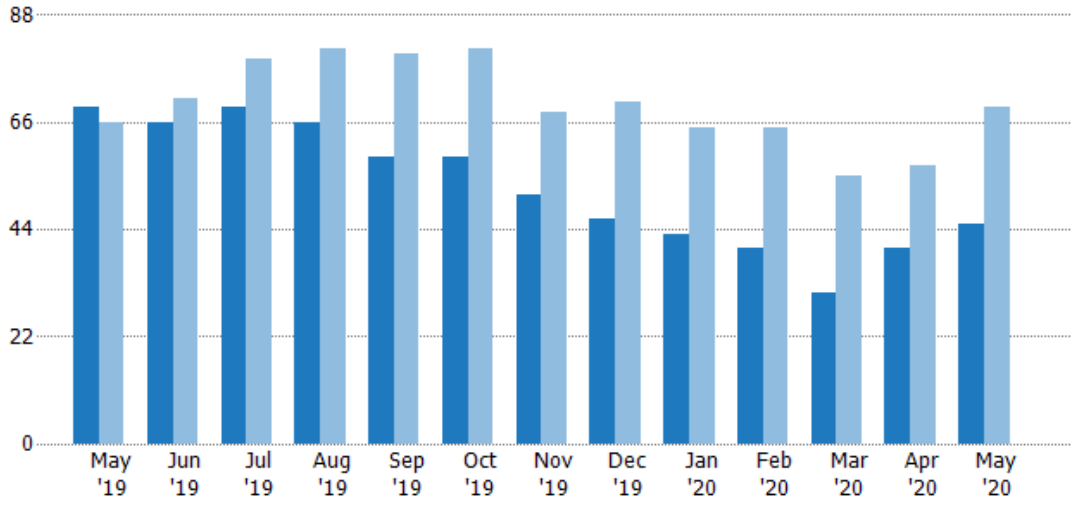
## Active Listings

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.
May '20	45	-34.8%
May '19	69	4.5%
May '18	66	10.6%



Current Year	69	66	69	66	59	59	51	46	43	40	31	40	45
Prior Year	66	71	79	81	80	81	68	70	65	65	55	57	69
Percent Change from Prior Year	5%	-7%	-13%	-19%	-26%	-27%	-25%	-34%	-34%	-38%	-44%	-30%	-35%

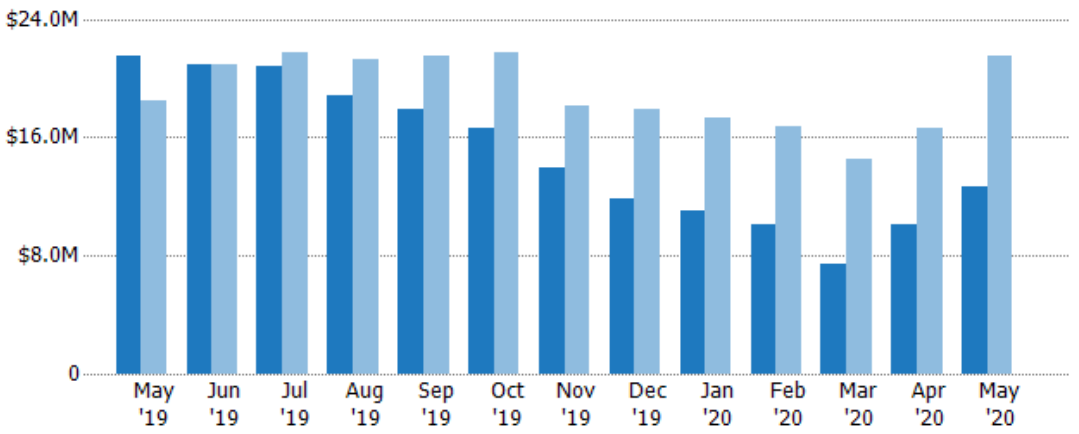
## Active Listing Volume

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.
May '20	\$12.7M	-41%
May '19	\$21.5M	16.6%
May '18	\$18.5M	-4.2%



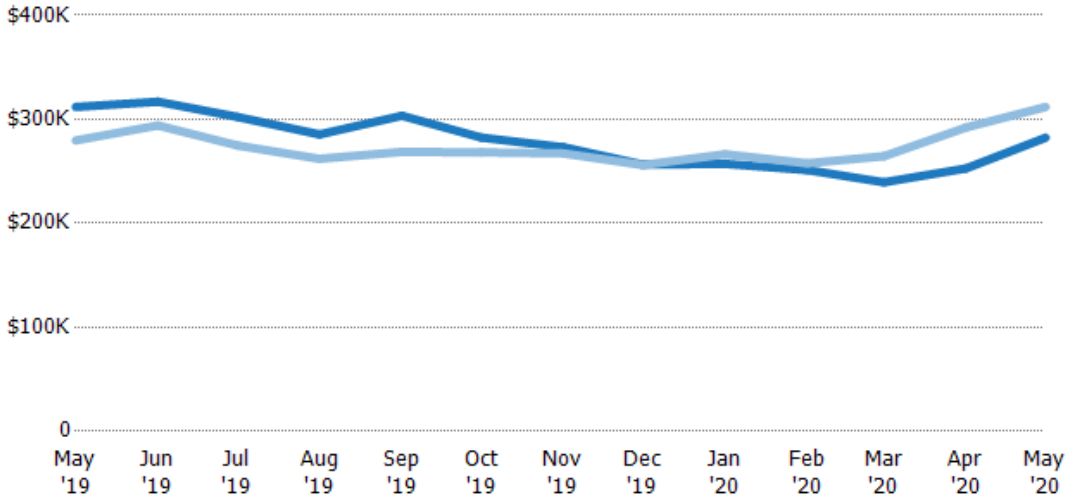
Current Year	\$21.5M	\$20.9M	\$20.9M	\$18.8M	\$17.9M	\$16.7M	\$13.9M	\$11.8M	\$11.1M	\$10M	\$7.42M	\$10.1M	\$12.7M
Prior Year	\$18.5M	\$20.9M	\$21.7M	\$21.2M	\$21.5M	\$21.7M	\$18.2M	\$17.9M	\$17.3M	\$16.7M	\$14.5M	\$16.7M	\$21.5M
Percent Change from Prior Year	17%	0%	-4%	-11%	-17%	-23%	-23%	-34%	-36%	-40%	-49%	-39%	-41%

## 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



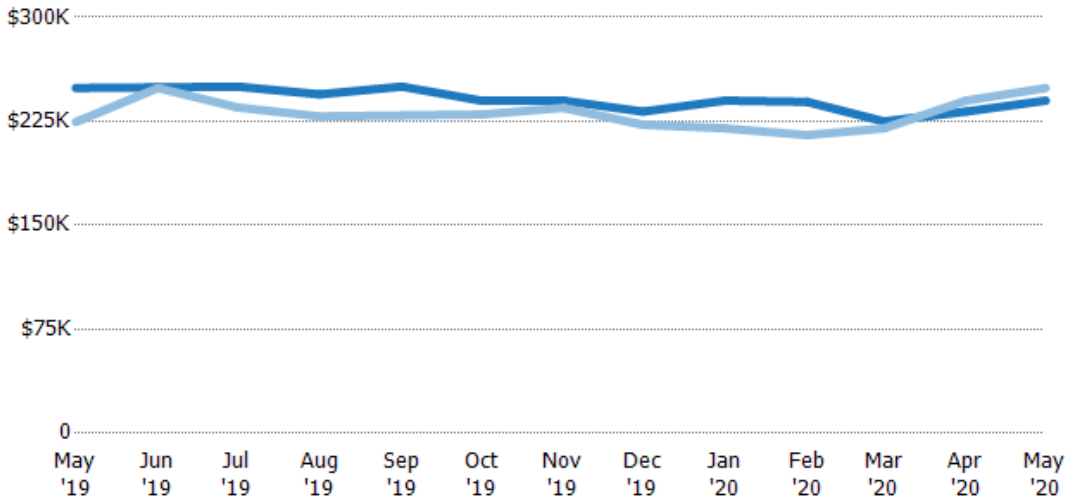
Month/Year	Price	% Chg.
May '20	\$282K	-9.5%
May '19	\$312K	11.5%
May '18	\$280K	-13.4%

## 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



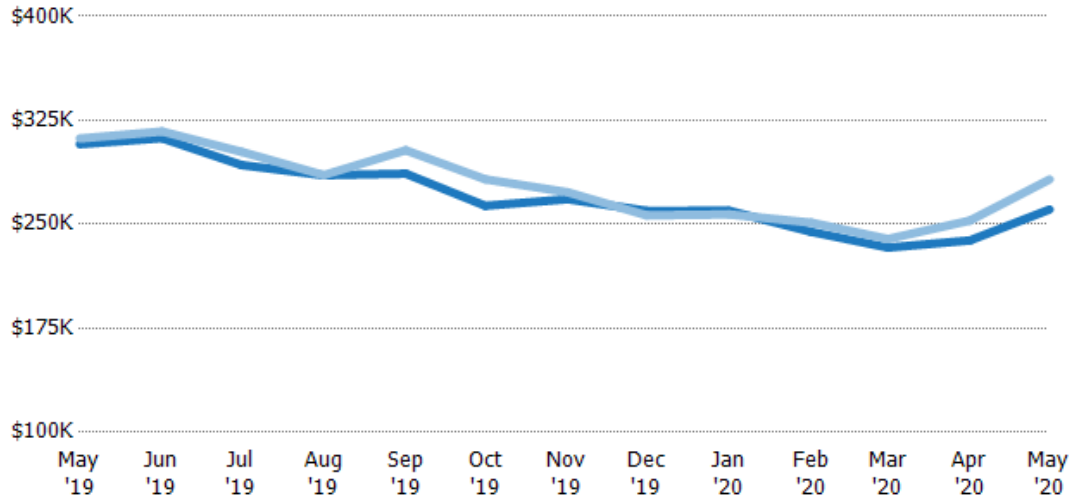
Month/Year	Price	% Chg.
May '20	\$240K	-3.7%
May '19	\$249K	10.9%
May '18	\$225K	-10.9%

## 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



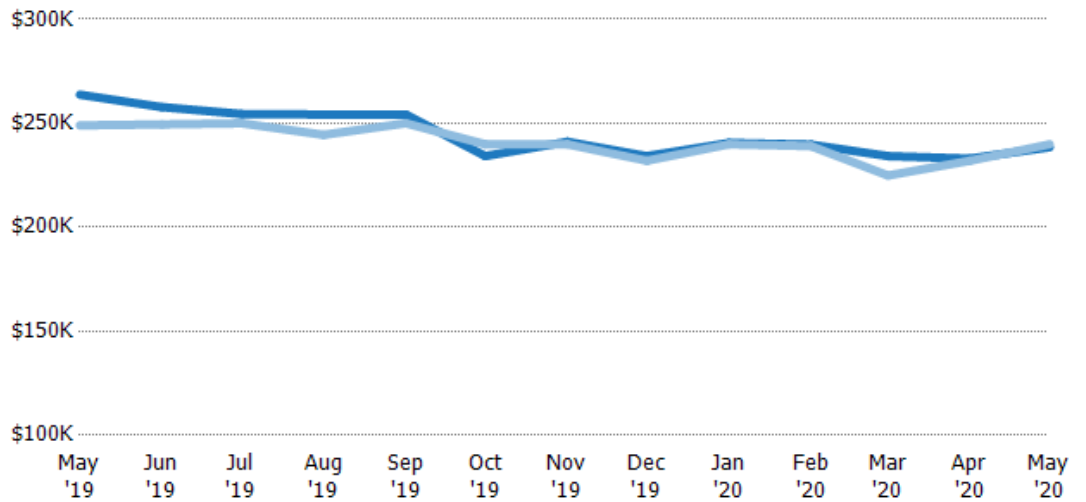
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$308K	\$312K	\$293K	\$285K	\$287K	\$263K	\$268K	\$260K	\$260K	\$245K	\$233K	\$238K	\$261K
Avg Listing Price	\$312K	\$317K	\$302K	\$285K	\$303K	\$282K	\$273K	\$256K	\$257K	\$251K	\$239K	\$253K	\$282K
Avg Listing Price as a % of Avg Est Value	101%	102%	103%	100%	106%	107%	102%	99%	99%	103%	103%	106%	108%

## 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



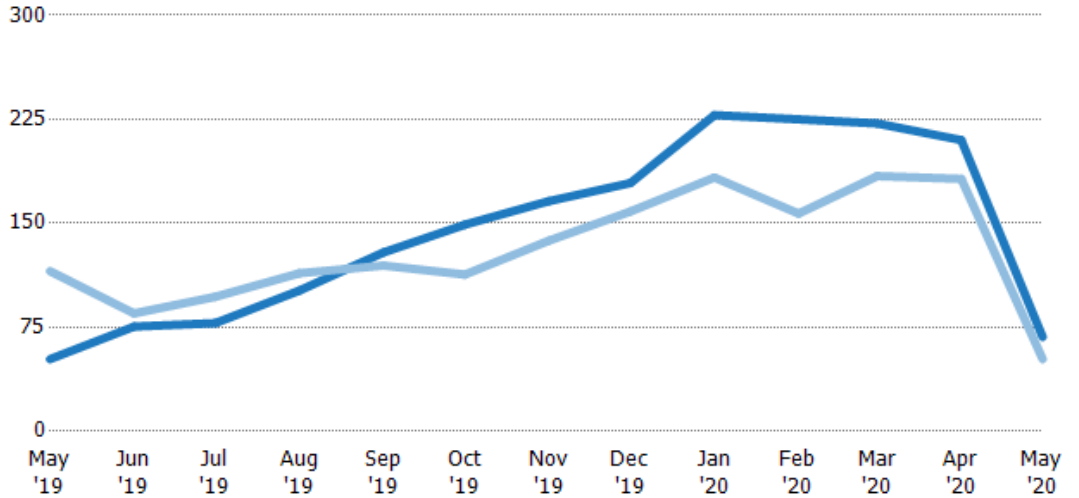
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$264K	\$258K	\$254K	\$254K	\$254K	\$234K	\$241K	\$234K	\$241K	\$240K	\$234K	\$233K	\$239K
Median Listing Price	\$249K	\$249K	\$250K	\$244K	\$250K	\$240K	\$240K	\$232K	\$240K	\$239K	\$225K	\$232K	\$240K
Med Listing Price as a % of Med Est Value	94%	97%	98%	96%	98%	102%	99%	99%	100%	100%	96%	100%	101%

## 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.
May '20	68	30.8%
May '19	52	-55%
May '18	116	-22.9%

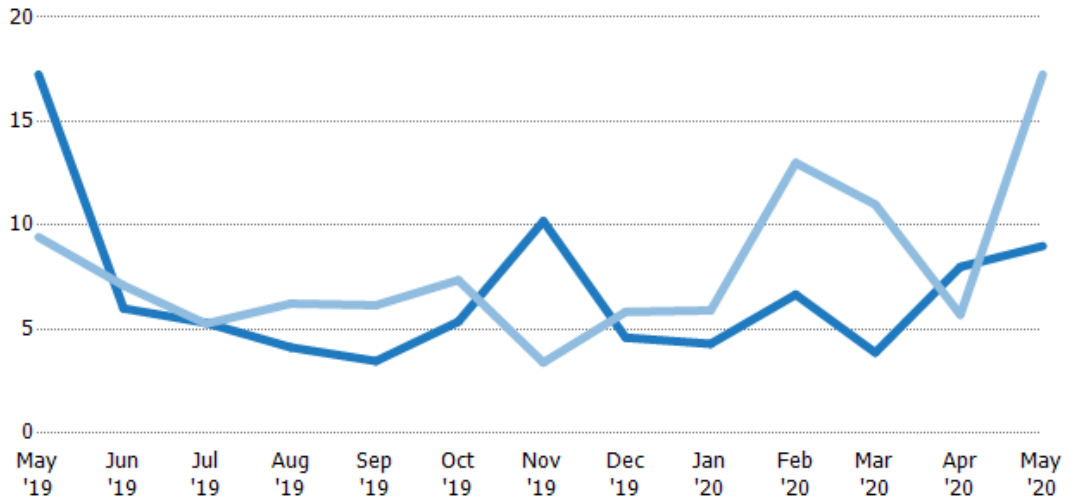
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	52	75.5	78	102	129	149	166	179	228	225	222	210	68
Prior Year	116	85	97	114	120	113	138	159	183	157	184	182	52
Percent Change from Prior Year	-55%	-11%	-20%	-11%	8%	32%	21%	13%	25%	43%	21%	15%	31%

## 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.
May '20	9	-47.8%
May '19	17.3	83%
May '18	9.43	-22.6%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	17.3	6	5.31	4.13	3.47	5.36	10.2	4.6	4.3	6.67	3.88	8	9
Prior Year	9.43	7.1	5.27	6.23	6.15	7.36	3.4	5.83	5.91	13	11	5.7	17.3
Percent Change from Prior Year	83%	-15%	1%	-34%	-44%	-27%	200%	-21%	-27%	-49%	-65%	40%	-48%

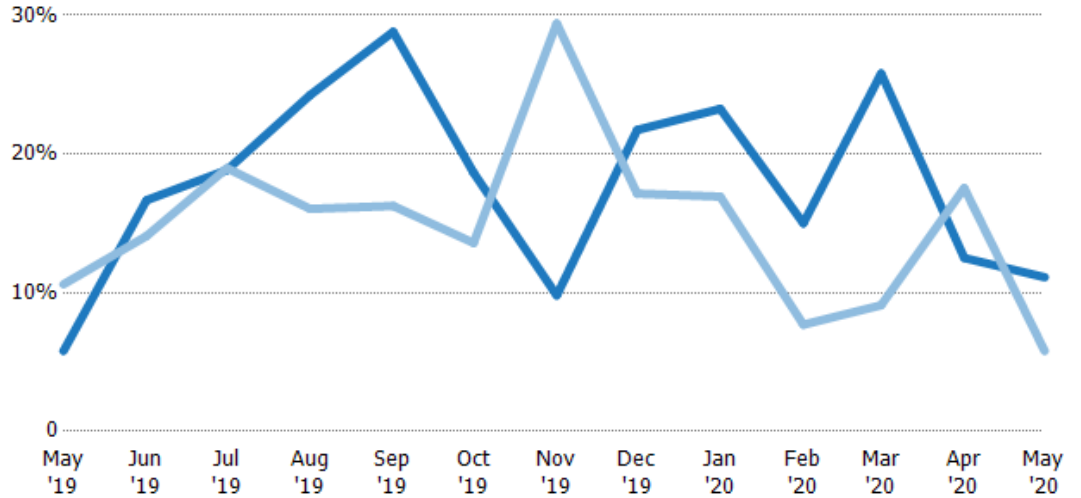
## Absorption Rate

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.
May '20	11%	-5.3%
May '19	6%	4.8%
May '18	11%	29.2%



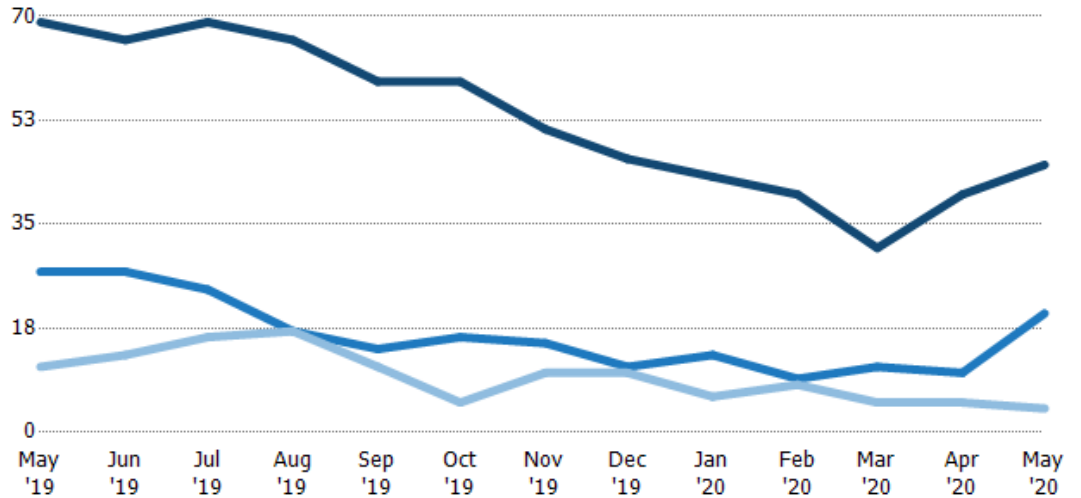
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6%	17%	19%	24%	29%	19%	10%	22%	23%	15%	26%	13%	11%
Prior Year	11%	14%	19%	16%	16%	14%	29%	17%	17%	8%	9%	18%	6%
Change from Prior Year	5%	-3%	0%	-8%	-13%	-5%	20%	-5%	-6%	-7%	-17%	5%	-5%

## 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



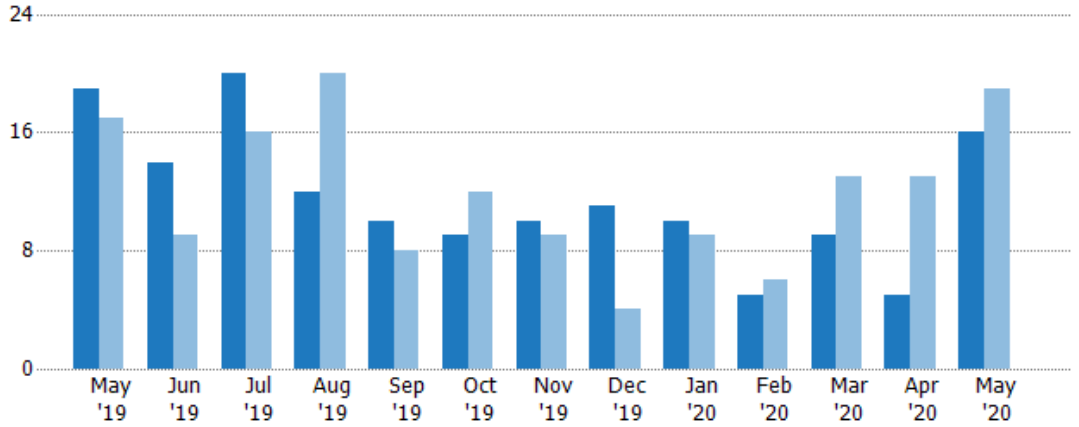
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	69	66	69	66	59	59	51	46	43	40	31	40	45
Pending	27	27	24	17	14	16	15	11	13	9	11	10	20
Sold	11	13	16	17	11	5	10	10	6	8	5	5	4

## 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



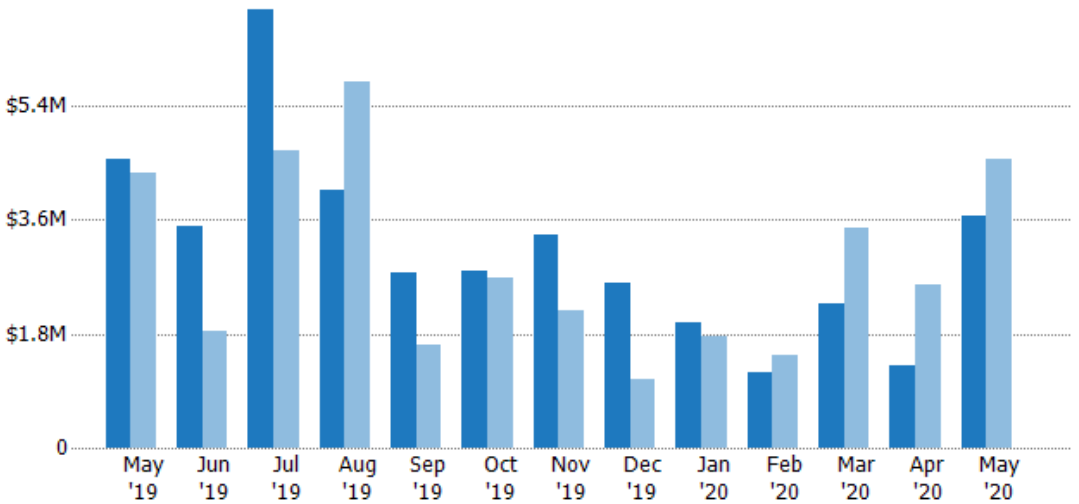
Month/Year	Count	% Chg.
May '20	16	-15.8%
May '19	19	11.8%
May '18	17	-35.3%

## 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.
May '20	\$3.65M	-20%
May '19	\$4.56M	5%
May '18	\$4.35M	-40.1%

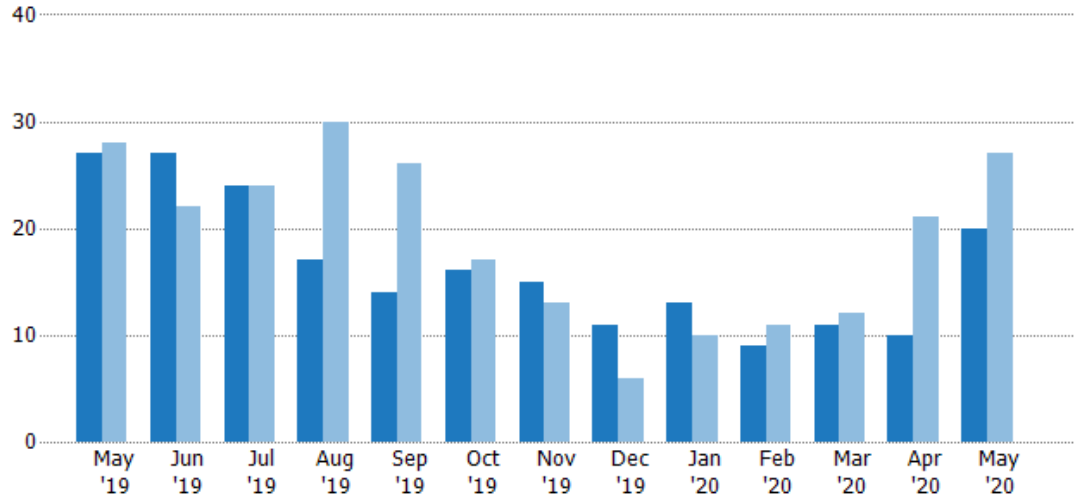


## Pending Sales

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.
May '20	20	-25.9%
May '19	27	-3.6%
May '18	28	-32.1%

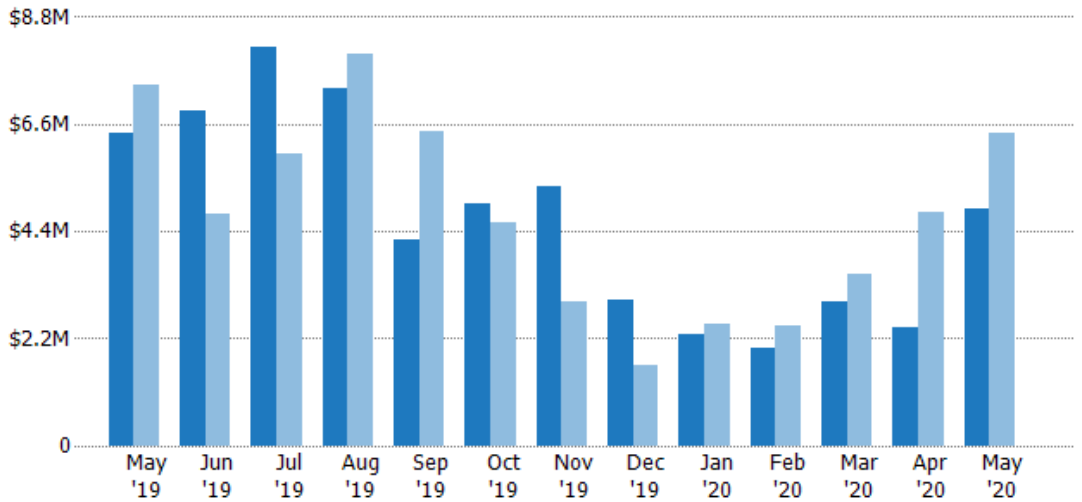
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	27	27	24	17	14	16	15	11	13	9	11	10	20
Prior Year	28	22	24	30	26	17	13	6	10	11	12	21	27
Percent Change from Prior Year	-4%	23%	0%	-43%	-46%	-6%	15%	83%	30%	-18%	-8%	-52%	-26%

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



Month/Year	Volume	% Chg.
May '20	\$4.88M	-24.2%
May '19	\$6.43M	-13%
May '18	\$7.4M	-32.2%

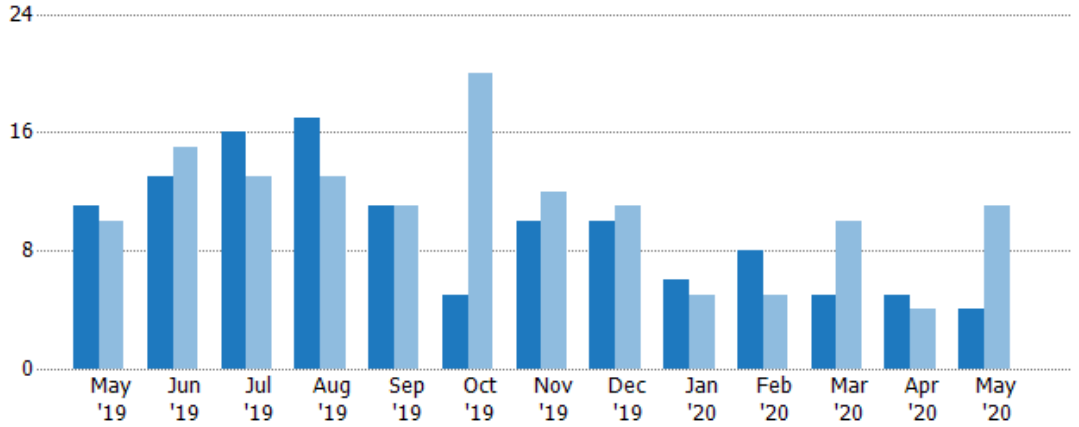
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.43M	\$6.87M	\$8.19M	\$7.32M	\$4.22M	\$4.97M	\$5.33M	\$2.99M	\$2.3M	\$2.01M	\$2.96M	\$2.43M	\$4.88M
Prior Year	\$7.4M	\$4.76M	\$5.98M	\$8.04M	\$6.46M	\$4.57M	\$2.97M	\$1.66M	\$2.49M	\$2.48M	\$3.52M	\$4.8M	\$6.43M
Percent Change from Prior Year	-13%	44%	37%	-9%	-35%	9%	79%	80%	-8%	-19%	-16%	-49%	-24%

## 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



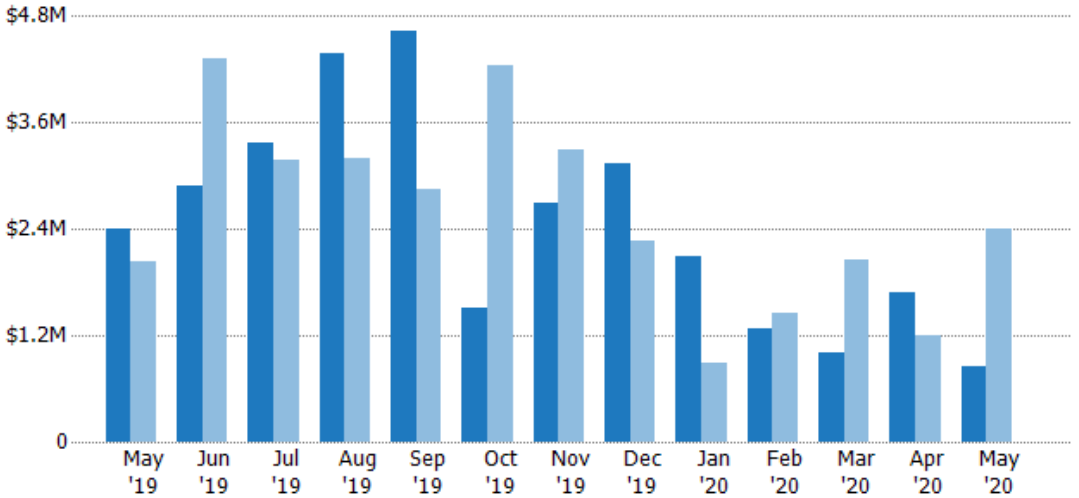
Month/Year	Count	% Chg.
May '20	4	-63.6%
May '19	11	10%
May '18	10	-60%

## 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



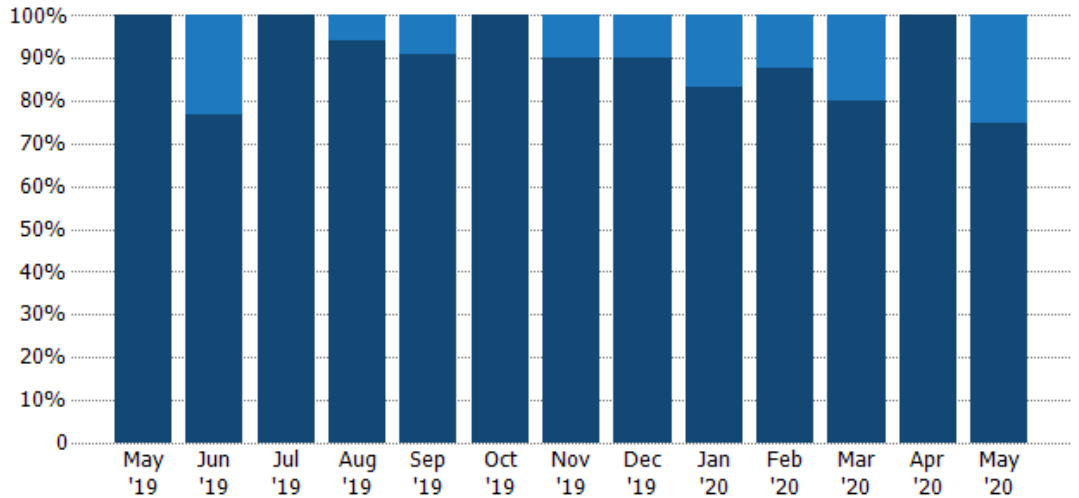
Month/Year	Volume	% Chg.
May '20	\$843K	-64.8%
May '19	\$2.4M	18.3%
May '18	\$2.03M	-65.1%

## 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



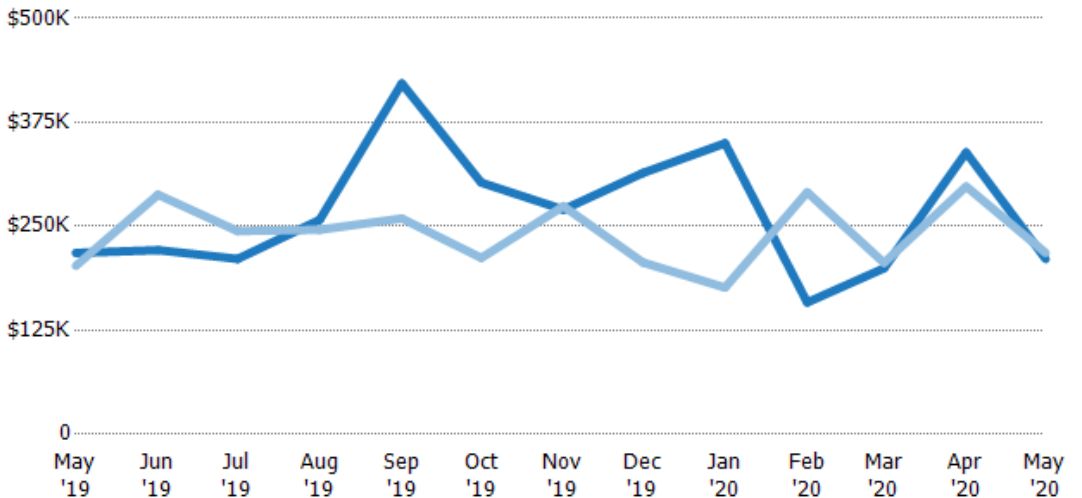
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	-	23%	-	6%	9%	-	10%	10%	17%	13%	20%	-	25%
Single Family Residence	100%	77%	100%	94%	91%	100%	90%	90%	83%	88%	80%	100%	75%

## 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.
May '20	\$211K	-3.3%
May '19	\$218K	7.6%
May '18	\$203K	-12.8%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K
Prior Year	\$203K	\$288K	\$244K	\$246K	\$259K	\$212K	\$274K	\$207K	\$176K	\$291K	\$206K	\$298K	\$218K
Percent Change from Prior Year	8%	-23%	-14%	5%	63%	43%	-1%	52%	98%	-46%	-3%	14%	-3%

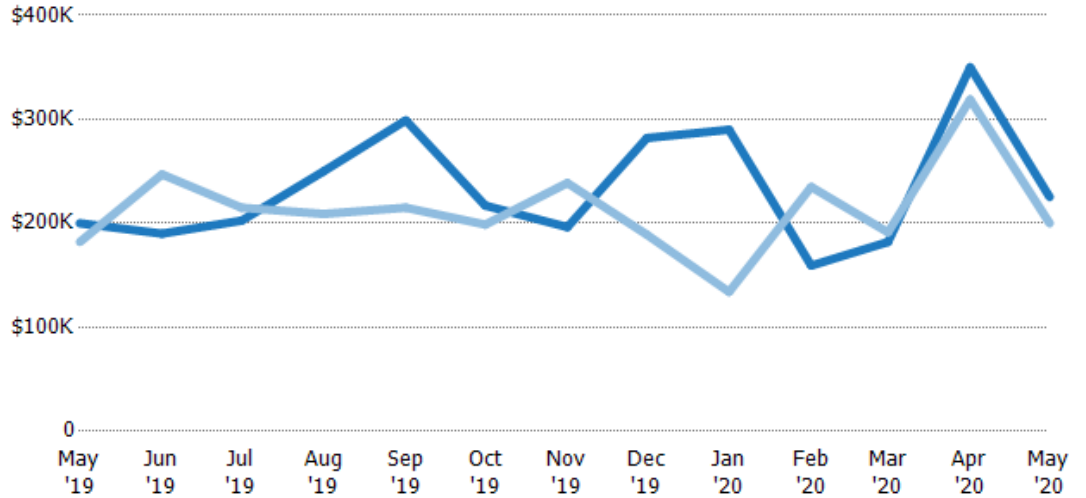
## Median Sales Price

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.
May '20	\$225K	12.6%
May '19	\$200K	9.9%
May '18	\$182K	1.9%



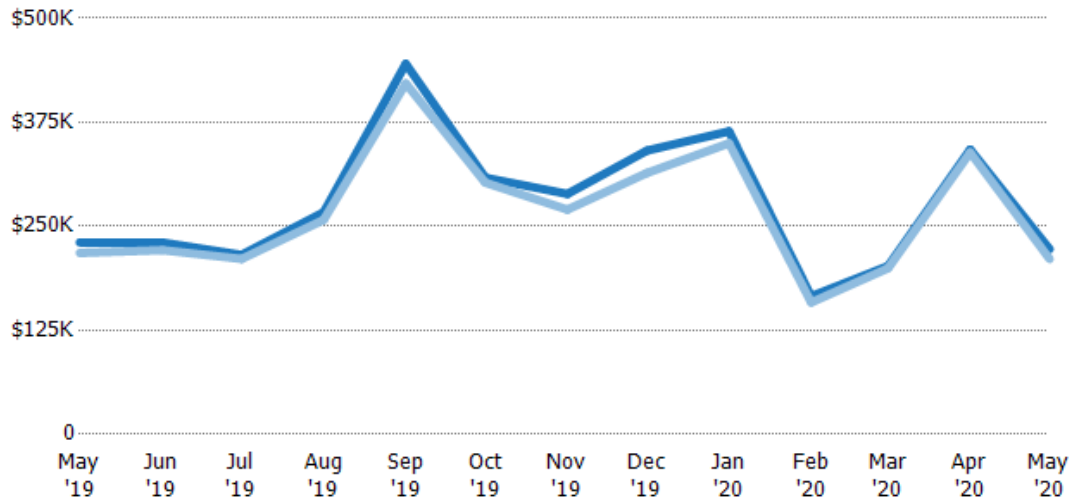
Current Year	\$200K	\$190K	\$203K	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K
Prior Year	\$182K	\$247K	\$215K	\$209K	\$215K	\$199K	\$239K	\$189K	\$134K	\$235K	\$191K	\$319K	\$200K
Percent Change from Prior Year	10%	-23%	-6%	20%	39%	9%	-18%	49%	116%	-32%	-5%	10%	13%

## 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



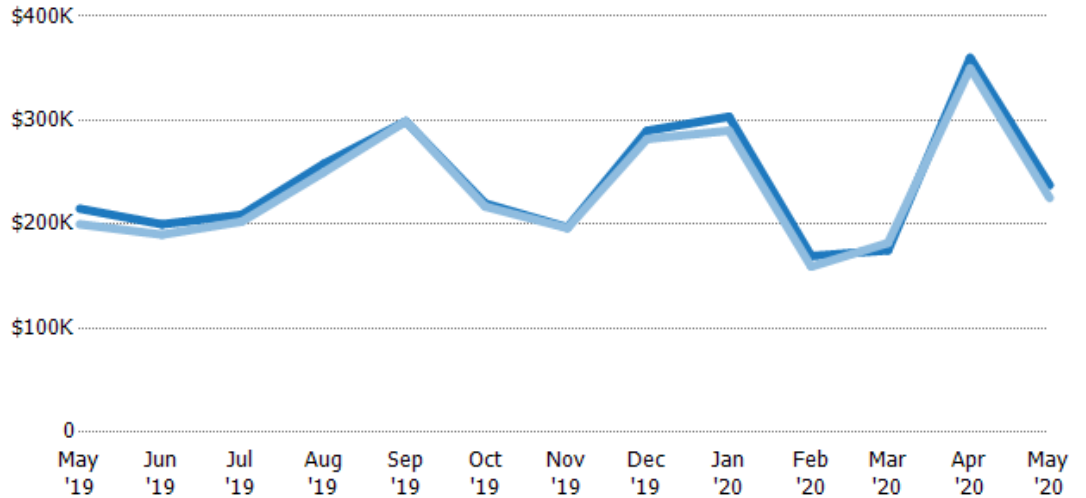
Avg List Price	\$231K	\$231K	\$216K	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K
Avg Sales Price	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K
Avg Sales Price as a % of Avg List Price	95%	96%	98%	97%	95%	98%	93%	92%	96%	96%	99%	99%	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,  
Brattleboro, VT 05302, Brattleboro,  
VT 05303, Brattleboro, VT 05304  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



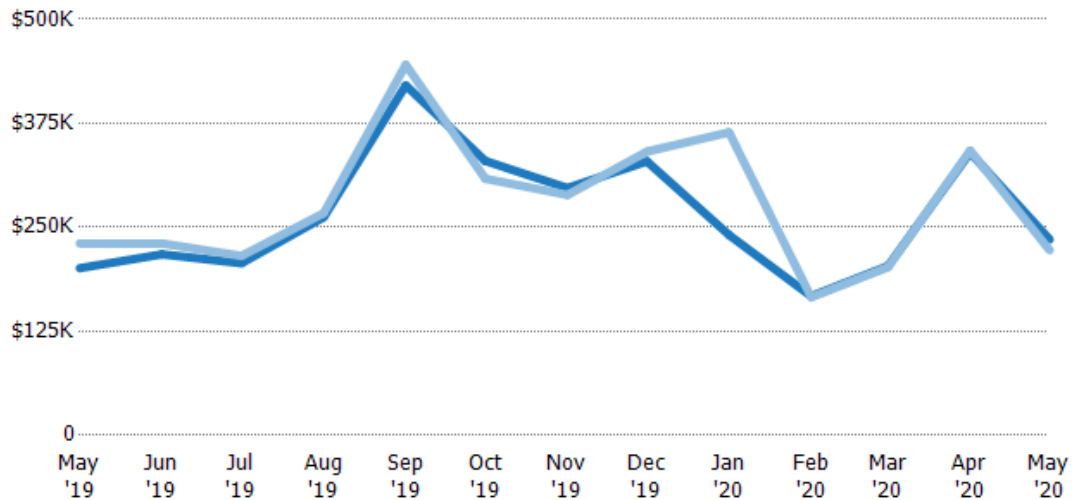
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$215K	\$200K	\$209K	\$258K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K	\$238K
Median Sales Price	\$200K	\$190K	\$203K	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K
Med Sales Price as a % of Med List Price	93%	95%	97%	97%	100%	99%	100%	97%	96%	94%	104%	97%	95%

## 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



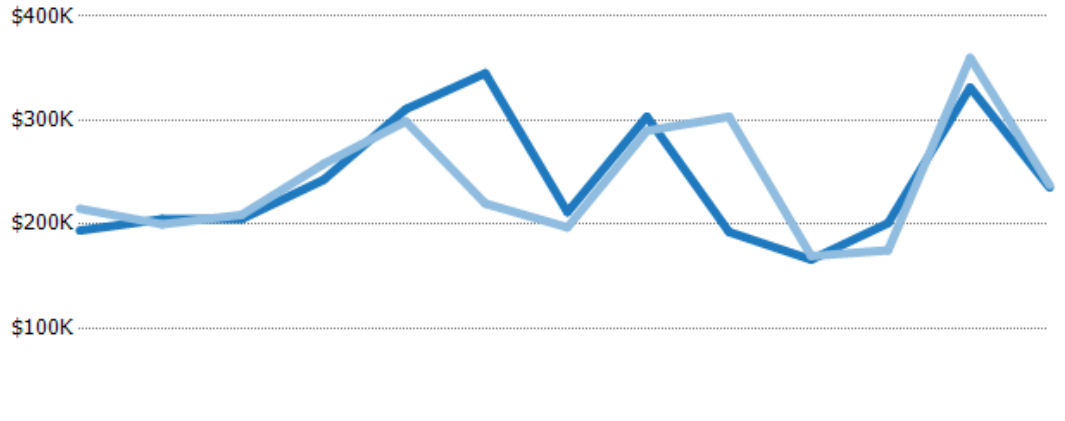
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$201K	\$218K	\$207K	\$262K	\$421K	\$330K	\$297K	\$329K	\$241K	\$167K	\$203K	\$340K	\$235K
Avg Sales Price	\$231K	\$231K	\$216K	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K
Avg Sales Price as a % of Avg Est Value	115%	106%	104%	102%	106%	94%	97%	104%	151%	99%	99%	101%	95%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$194K	\$205K	\$205K	\$243K	\$311K	\$345K	\$212K	\$303K	\$193K	\$166K	\$201K	\$332K	\$235K
Median Sales Price	\$215K	\$200K	\$209K	\$258K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K	\$238K
Med Sales Price as a % of Med Est Value	111%	98%	102%	106%	96%	64%	93%	96%	158%	102%	87%	109%	101%