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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	17	+64.7%	95	101	-5.9%
New Listing Volume	\$7,812,900	\$4,849,999	+61.1%	\$27,213,000	\$29,516,299	-7.8%
Active Listing Count	47	69	-31.9%	NA	N/A	
Active Listing Volume	\$14,265,100	\$21,075,599	-32.3%	NA	N/A	
Average Listing Price	\$303,513	\$305,443	-0.6%	\$267,507	\$290,161	-7.8%
Median Listing Price	\$239,900	\$250,000	-4%	\$235,047	\$235,370	-0.1%
Median Daysin RPR	42	79	-46.8%	127.5	109.12	+16.8%
Months of Inventory	3.6	5.3	-31.9%	4.5	6.9	-34.5%
Absorption Rate	27.66%	18.84%	+8.8%	22.11%	14.48%	+7.6%
Sales Activity Charts Metrics						
New Pending Sales Count	18	20	-10%	93	93	+-
New Pending Sales Volume	\$4,339,600	\$6,906,200	-37.2%	\$22,697,599	\$24,074,159	-5.7%
Pending Sales Count	37	24	+54.2%	N/A	N/A	
Pending Sales Volume	\$10,332,400	\$8,186,099	+26.2%	N/A	N/A	
Closed Sales Count	12	16	-25%	53	63	-15.9%
Closed Sales Volume	\$3,174,500	\$3,372,300	-5.9%	\$12,607,150	\$14,074,515	-10.4%
Average Sales Price	\$264,542	\$210,769	+25.5%	\$237,871	\$223,405	+6.5%
Median Sales Price	\$235,000	\$202,500	+16%	\$222,404	\$202,595	+9.8%







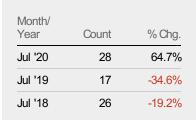
New Listings

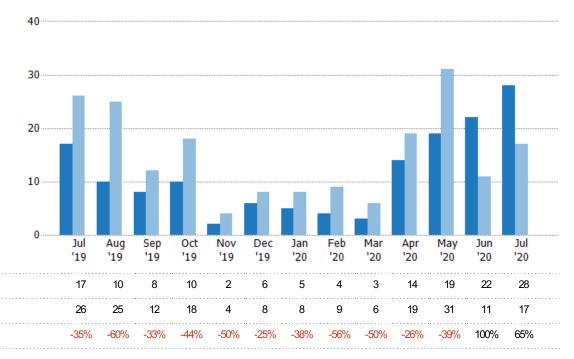
The number of new residential listings that were added each month.

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

Current Year

Prior Year

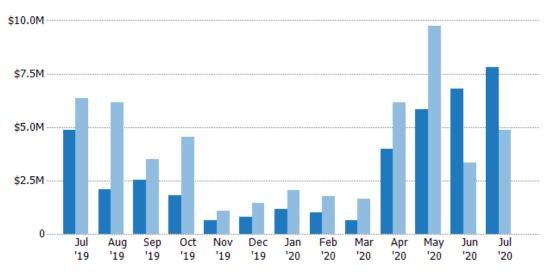
The sum of the listing price of residential listings that were added each month.

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.
Jul '20	\$7.81M	61.1%
Jul '19	\$4.85M	-23.4%
Jul '18	\$6.33M	-15.1%









Active Listings

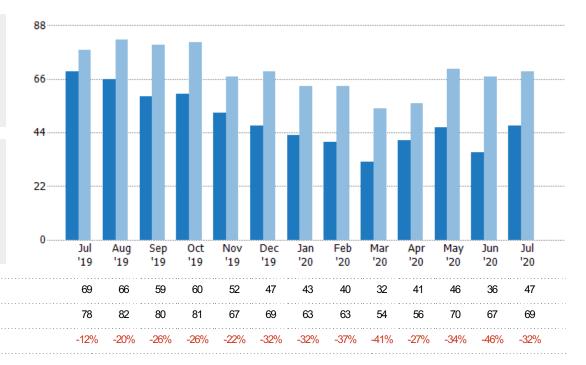
The number of active residential listings at the end of each month.

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.
Jul '20	47	-31.9%
Jul '19	69	-11.5%
Jul '18	78	7.7%



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

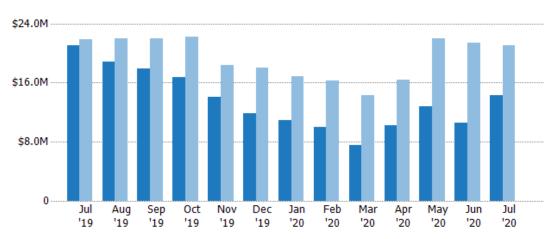
The sum of the listing price of active residential listings at the end of each month.

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.
Jul '20	\$14.3M	-32.3%
Jul '19	\$21.1M	-3.5%
Jul '18	\$21.8M	3.1%





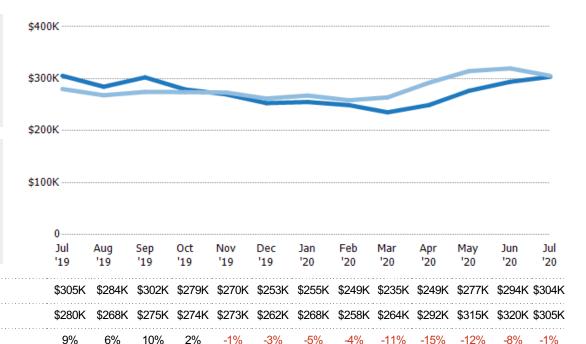


Average Listing Price

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.
Jul '20	\$304K	-0.6%
Jul '19	\$305K	9.1%
Jul '18	\$280K	-4.3%



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

Month/ Year	Price	% Chg.
Jul '20	\$240K	-4%
Jul '19	\$250K	6.4%
Jul '18	\$235K	-5.3%

Percent Change from Prior Year

φουιτ												
\$225K												_
\$150K												
\$75K												
_												
Jul '19	Aug '19	Sep '19	0ct '19	Nov '19	Dec '19	Jan '20		Mar '20	Apr '20	May '20	Jun '20	Jul '20
						ФООО! С	かつつづけ		 ФООГІ/			
\$250	K \$239K	\$250K	\$237K	\$239K	\$225K	\$239K	\$23/K	\$222K	\$225K	\$239K	\$239K	\$240K
	K \$239K K \$230K											



Current Year

Prior Year



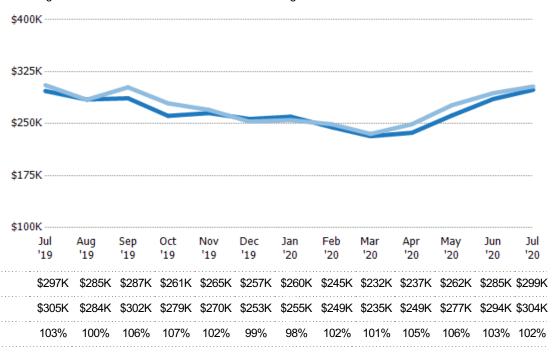
Average Listing Price vs Average Est Value

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.

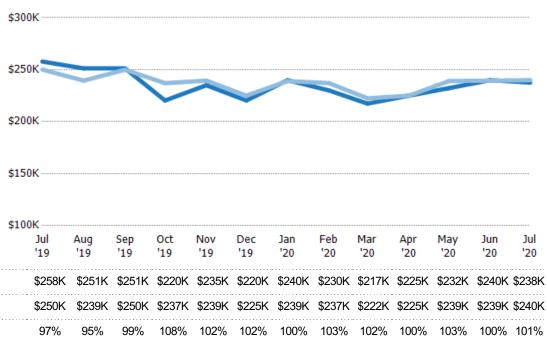
Filters Used

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



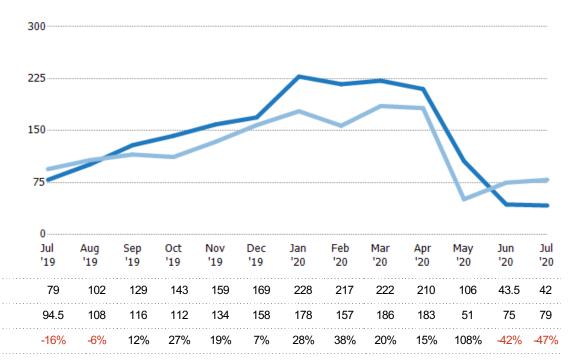


Median Days in RPR

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.

30

15

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

Months	% Chg.
3.62	-31.9%
5.31	2.1%
5.2	303.8%
	3.62 5.31

Year	Months	% Chg.	Q				\wedge					/_		<i>\</i>	
Jul '20	3.62	-31.9%	~			X				<u> </u>					
Jul '19	5.31	2.1%	_												
Jul '18	5.2	303.8%	0 Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Ye	ar		5.31	4.13	3.47	5.45	10.4	4.7	4.3	6.67	4	8.2	9.2	9	3.62
Prior Year			5.2	6.31	6.15	7.36	3.19	5.75	5.25	12.6	10.8	6.22	17.5	6.09	5.31
Percent Ch	ange from Prio	r Year	2%	-35%	-44%	-26%	226%	-18%	-18%	-47%	-63%	32%	-47%	48%	-32%





Absorption Rate

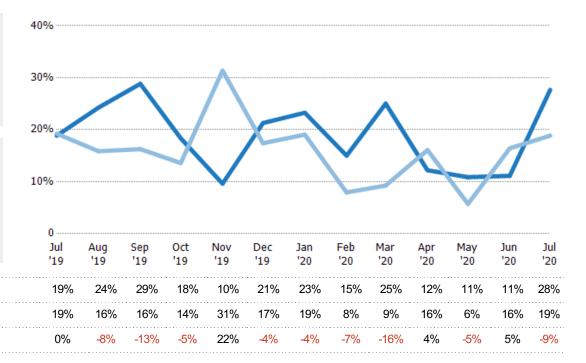
The percentage of inventory sold per month.

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.
Jul '20	28%	-8.8%
Jul '19	19%	0.4%
Jul '18	19%	-75.2%



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: Condo/Townhouse/Apt, Single Family Residence

3												
;								\			\succ	
3												
) Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May '20	Jun	
) Jul			Oct '19									
Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	4

Active Pending Sold

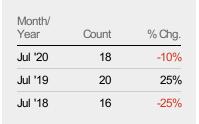




New Pending Sales

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





Current Year

Prior Year



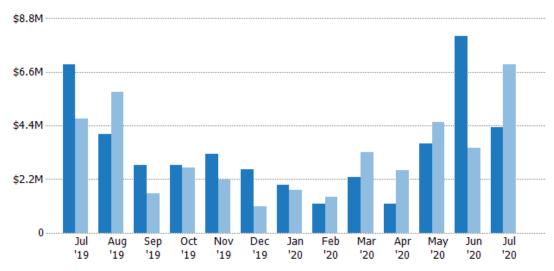
New Pending Sales Volume

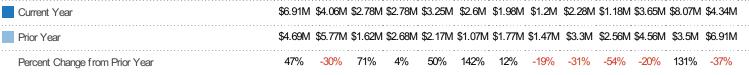
Percent Change from Prior Year

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

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.
Jul '20	\$4.34M	-37.2%
Jul '19	\$6.91M	47.4%
Jul '18	\$4.69M	-54%





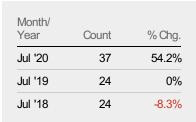


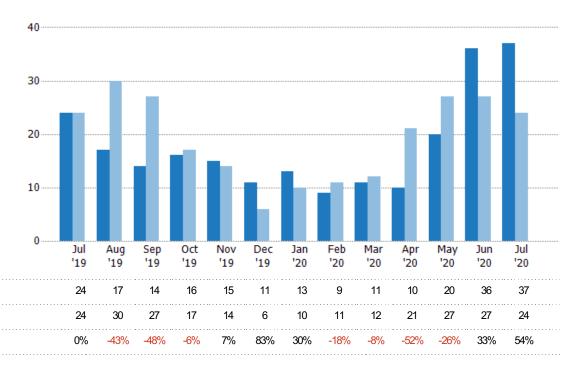


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

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

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

Volume	% Chg.
\$10.3M	26.2%
\$8.19M	36.9%
\$5.98M	-28.5%
	\$10.3M \$8.19M











Closed Sales

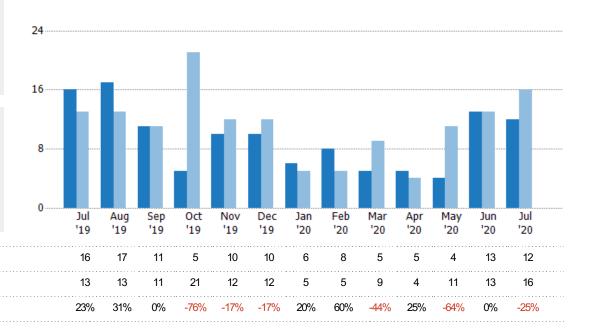
The total number of residential properties sold each month.

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.
Jul '20	12	-25%
Jul '19	16	23.1%
Jul '18	13	7.7%



Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

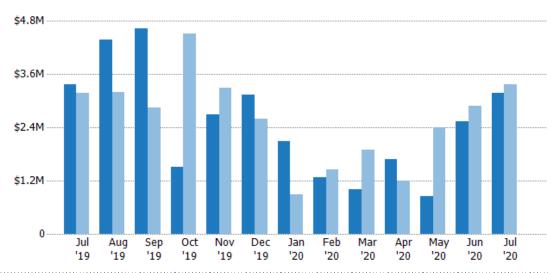
The sum of the sales price of residential properties sold each month.

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.
Jul '20	\$3.17M	-5.9%
Jul '19	\$3.37M	6.2%
Jul '18	\$3.18M	17.8%







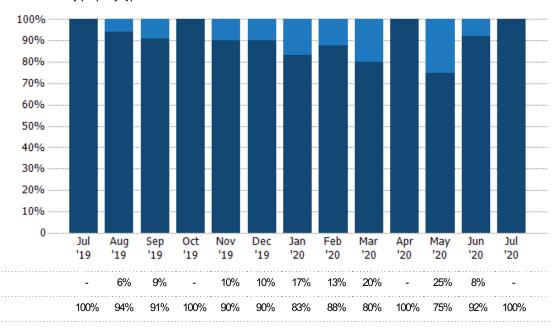
Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

Condo/Townhouse

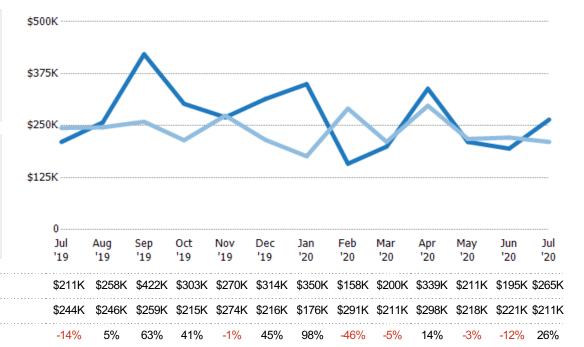
The average sales price of the residential properties sold each month.

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.
Jul '20	\$265K	25.5%
Jul '19	\$211K	-13.7%
Jul '18	\$244K	9.3%

Percent Change from Prior Year





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 Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$235K	16%
Jul '19	\$203K	-5.8%
Jul '18	\$215K	-2.3%



	19	19	19	19	19	19	20	20	20	20	20	20	20
Current Year	\$203K	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K
Prior Year	\$215K	\$209K	\$215K	\$208K	\$239K	\$204K	\$134K	\$235K	\$193K	\$319K	\$200K	\$190K	\$203K
Percent Change from Prior Year	-6%	20%	39%	5%	-18%	38%	116%	-32%	-5%	10%	13%	-3%	16%

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 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.

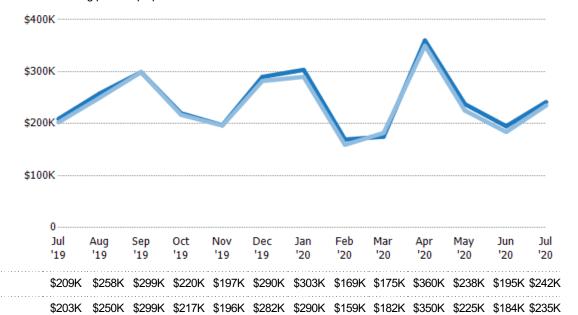


Family Residence

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



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.

100%

99%

100%

97%

96%

94%

104%

95%

97%

97%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$207K	\$262K	\$421K	\$334K	\$298K	\$329K	\$233K	\$167K	\$203K	\$340K	\$235K	\$204K	\$270K
Avg Sales Price	\$216K	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K
Avg Sales Price as a % of Avg Est Value	104%	102%	106%	92%	97%	104%	156%	99%	99%	101%	95%	100%	99%





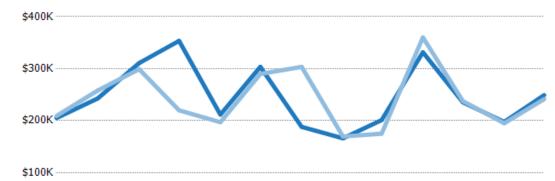
Median Sales Price vs Median Est Value

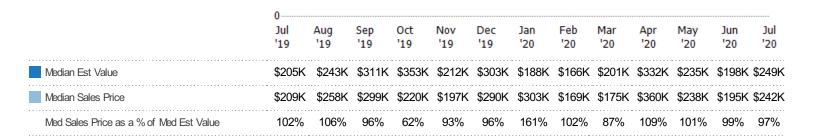
The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

Family Residence

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











Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	45	\$14,836,400	21	\$5,105,950	\$243,140	\$249,000	\$141	\$144	36



