# 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	10	+120%	117	111	+5.4%
New Listing Volume	\$7,740,400	\$2,087,900	+270.7%	\$34,953,400	\$31,604,199	+10.6%
Active Listing Count	39	66	-40.9%	NA	N/A	
Active Listing Volume	\$11,939,900	\$18,774,299	-36.4%	NA	N/A	
Average Listing Price	\$306,151	\$284,459	+7.6%	\$272,158	\$289,420	-6%
Median Listing Price	\$232,000	\$239,450	-3.1%	\$234,680	\$235,900	-0.5%
Median Days in RPR	63	101.5	-37.9%	109.2	107.5	+1.6%
Months of Inventory	3.3	4.1	-21.2%	4.1	6.6	-38.6%
Absorption Rate	30.77%	24.24%	+6.5%	24.69%	15.16%	+9.5%
Sales Activity Charts Metrics						
New Pending Sales Count	30	12	+150%	123	105	+17.1%
New Pending Sales Volume	\$10,074,700	\$4,059,400	+148.2%	\$32,772,299	\$28,133,559	+16.5%
Pending Sales Count	45	17	+164.7%	N/A	N/A	
Pending Sales Volume	\$14,836,400	\$7,323,800	+102.6%	NA	N/A	
Closed Sales Count	21	17	+23.5%	74	80	-7.5%
Closed Sales Volume	\$5,105,950	\$4,380,600	+16.6%	\$17,713,100	\$18,455,115	-4%
Average Sales Price	\$243,140	\$257,682	-5.6%	\$239,366	\$230,689	+3.8%
Median Sales Price	\$249,000	\$250,000	-0.4%	\$229,951	\$212,669	+8.1%





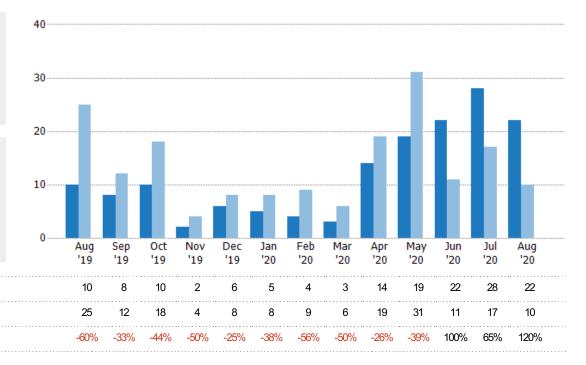


#### **New Listings**

The number of new residential listings 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	Count	% Chg.
Aug '20	22	120%
Aug '19	10	-60%
Aug '18	25	-48%



## **New Listing Volume**

Percent Change from Prior Year

Current Year

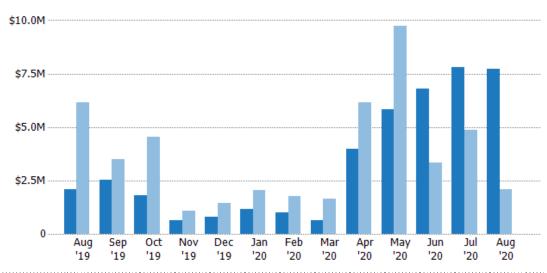
Prior Year

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

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.
Aug '20	\$7.74M	270.7%
Aug '19	\$2.09M	-66.2%
Aug '18	\$6.17M	-51.3%









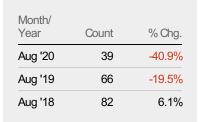
#### **Active Listings**

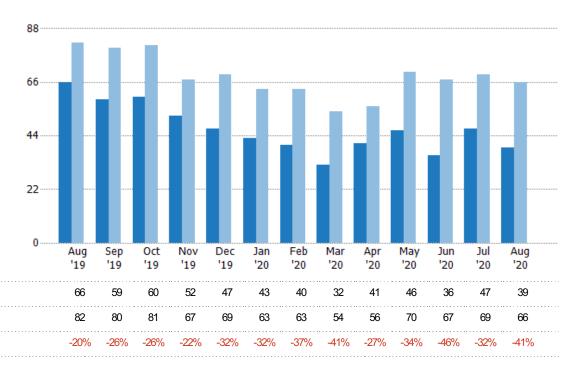
The number of active residential listings at the end of each month.

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

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





## **Active Listing Volume**

Percent Change from Prior Year

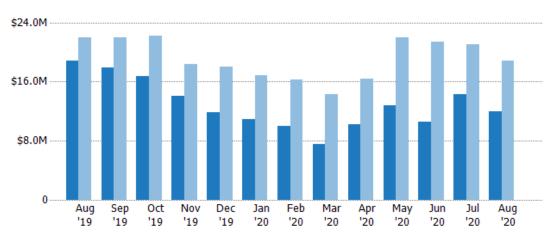
Current Year

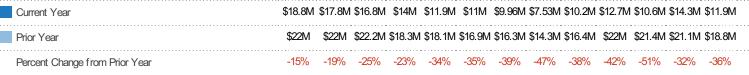
Prior Year

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

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.
Aug '20	\$11.9M	-36.4%
Aug '19	\$18.8M	-14.6%
Aug '18	\$22M	4.1%







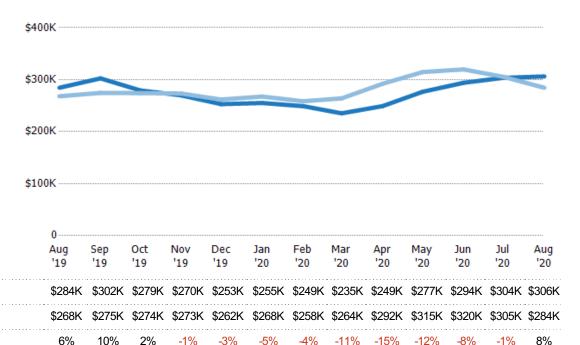


## **Average Listing Price**

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.
Aug '20	\$306K	7.6%
Aug '19	\$284K	6.1%
Aug '18	\$268K	-1.9%



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

Month/ Year	Price	% Chg.
Aug '20	\$232K	-3.1%
Aug '19	\$239K	4.2%
Aug '18	\$230K	-10.8%

Percent Change from Prior Year

\$30	0K												
\$22	5K												
\$15	0K												•••••
\$7	5K												
	0												
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
	\$239K	\$250K	\$237K	\$239K	\$225K	\$239K	\$237K	\$222K	\$225K	\$239K	\$239K	\$240K	\$232K
	\$230K	\$230K	\$240K	\$240K	\$225K	\$220K	\$215K	\$217K	\$240K	\$250K	\$250K	\$250K	\$239K
	4%				0%								



Current Year

Prior Year



Avg Est Value

Avg Listing Price

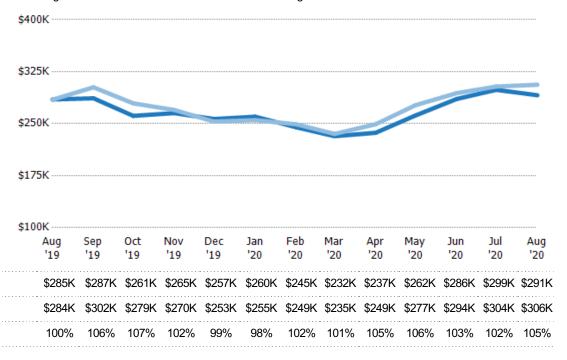
## Market Data Report

#### 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.

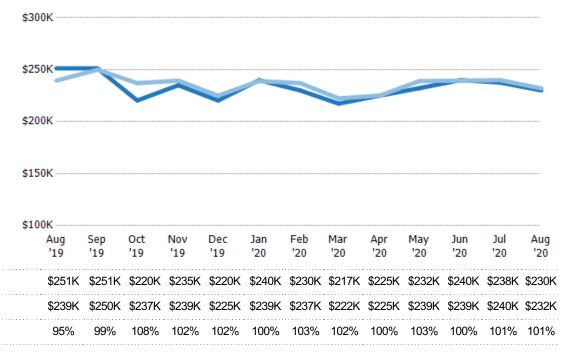
Eilters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

Property Type:

Avg Listing Price as a % of Avg Est Value

Condo/Townhouse/Apt, Single Family Residence





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

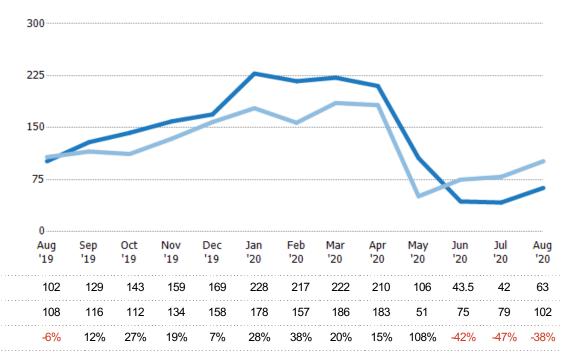


#### Median Days in RPR

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.

20

Filters Used

Current Year

Prior Year

ZIP: Brattleboro, VT 05301 Bi V Pi Ca Fá

Month/ Year	Months	% Chg.
Aug '20	3.25	-21.2%
Aug '19	4.13	-34.6%
Aug '18	6.31	-1.5%

Brattleboro VT 05303, Property Ty	inhouse/Apt, S	rattleboro, T 05304	15						<u></u>			$\bigwedge$			
Month/ Year	Months	% Chg.	5		メ		\				X		$\rho$		
Aug '20	3.25	-21.2%	_							~					
Aug '19	4.13	-34.6%													
Aug '18	6.31	-1.5%	0 Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Yea	ar		4.13	3.47	5.45	10.4	4.7	4.3	6.67	4	8.2	9.2	9	3.62	3.25
Prior Year			6.31	6.15	7.36	3.19	5.75	5.25	12.6	10.8	6.22	17.5	6.09	5.31	4.13
Percent Ch	ange from Prior	Year	-35%	-44%	-26%	226%	-18%	-18%	-47%	-63%	32%	-47%	48%	-32%	-21%



#### **Absorption Rate**

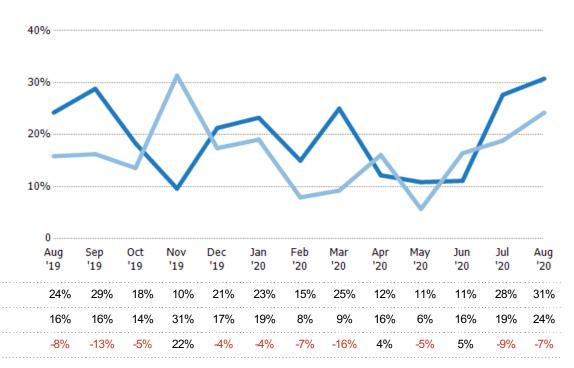
The percentage of inventory sold per month.

#### 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.
Aug '20	31%	-6.5%
Aug '19	24%	-8.4%
Aug '18	16%	1.5%



## 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

53												
35							<b>\</b>			Y		<b>×</b>
10												
18												
0												
0 Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug
0 Aug			Nov	Dec	Jan	Feb						Aug '20
0 Aug '19	'19	'19	Nov '19	Dec '19	Jan '20	Feb '20	'20	'20	'20	'20	'20	'20

Active Pending Sold



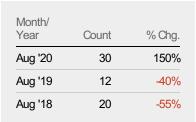
#### **New Pending Sales**

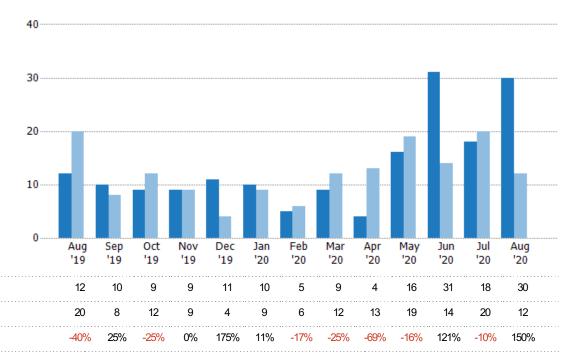
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

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





## 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.

Filters Used

Current Year

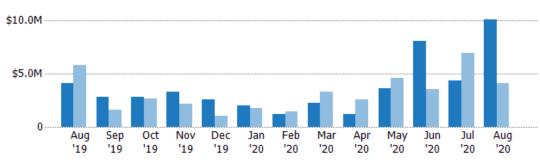
Prior Year

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:

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

Month/ Year	Volume	% Chg.
Aug '20	\$10.1M	148.2%
Aug '19	\$4.06M	-29.6%
Aug '18	\$5.77M	-61.7%





Current Year	\$4.06M	\$2.78M	\$2.78M	\$3.25M	\$2.6M	\$1.98M	\$1.2M	\$2.28M	\$1.18M	\$3.65M	\$8.07M	\$4.34M	\$10.1M
Prior Year	\$5.77M	\$1.62M	\$2.68M	\$2.17M	\$1.07M	\$1.77M	\$1.47M	\$3.3M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M
Percent Change from Prior Year	-30%	71%	4%	50%	142%	12%	-19%	-31%	-54%	-20%	131%	-37%	148%

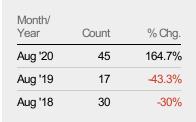


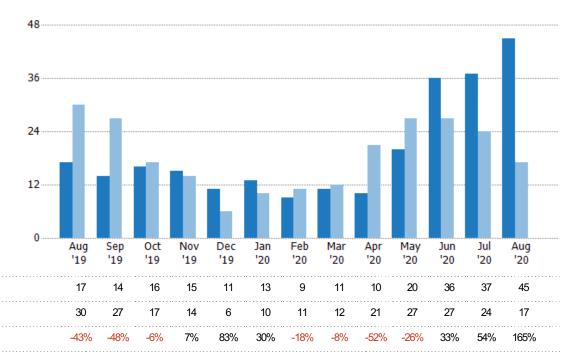


#### **Pending Sales**

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







## Pending Sales Volume

Percent Change from Prior Year

Current Year

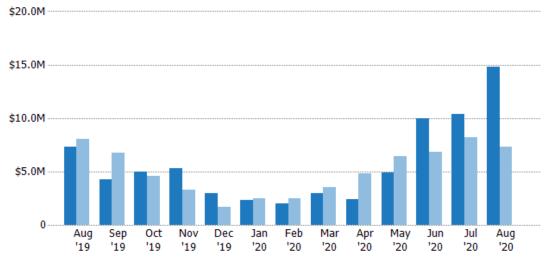
Prior Year

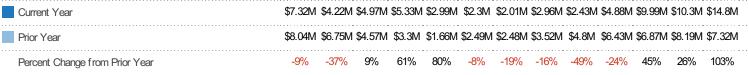
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

Chg.
2.6%
8.9%
3.7%
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#### **Closed Sales**

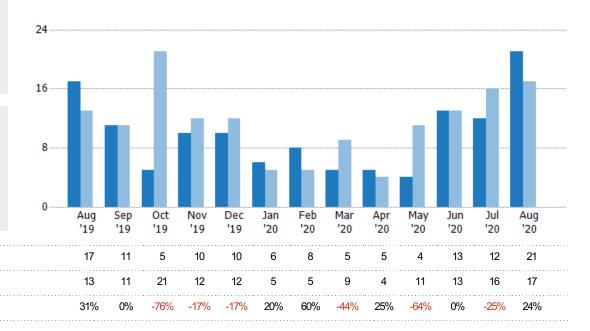
The total number of residential properties sold each month.

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.
Aug '20	21	23.5%
Aug '19	17	30.8%
Aug '18	13	-23.1%



#### **Closed Sales Volume**

Percent Change from Prior Year

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

Filters Used

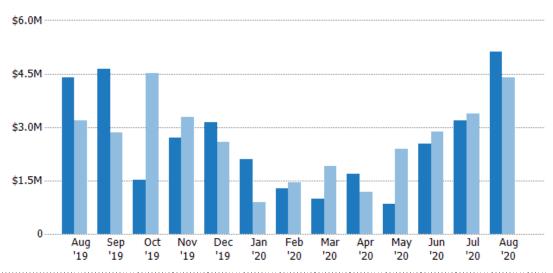
Current Year

Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$5.11M	16.6%
Aug '19	\$4.38M	37.1%
Aug '18	\$3.2M	-39.5%







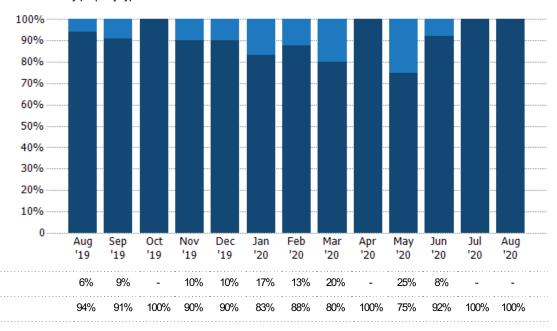
## Closed Sales by Property Type

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.

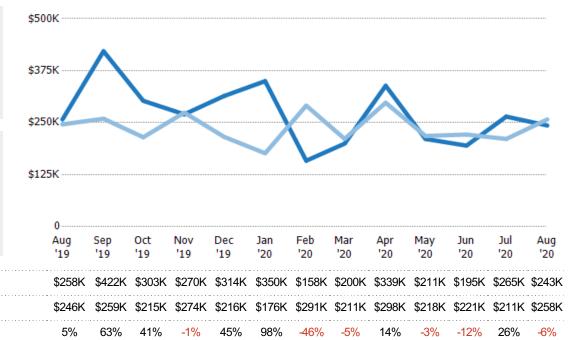
Filters Used

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.
Aug '20	\$243K	-5.6%
Aug '19	\$258K	4.8%
Aug '18	\$246K	-21.3%

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.
Aug '20	\$249K	-0.4%
Aug '19	\$250K	19.6%
Aug '18	\$209K	-7.8%

Percent Change from Prior Year



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

Current Year

Prior Year

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:

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

\$500K	<b>A</b>											
\$375K					1			$\wedge$				
\$250K									_	_/		
\$125K												
0 ·······	Con	Oct	Nov	Doc	lan	Eah	Mar	Apr	May	lun	11	Διισ

	0												
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K
Avg Sales Price	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K
Avg Sales Price as a % of Avg List Price	97%	95%	98%	93%	92%	96%	96%	99%	99%	95%	96%	99%	98%



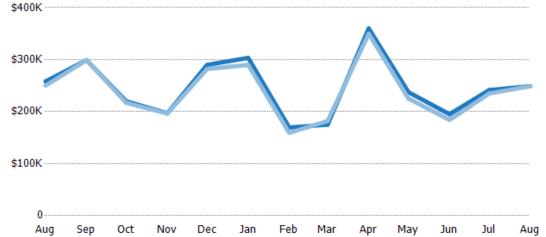
## Median Sales Price vs Median Listing Price

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

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

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



	0 Aug '19	Sep '19	Oct '19		Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$258K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K
Median Sales Price	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K
Med Sales Price as a % of Med List Price	97%	100%	99%	100%	97%	96%	94%	104%	97%	95%	94%	97%	100%

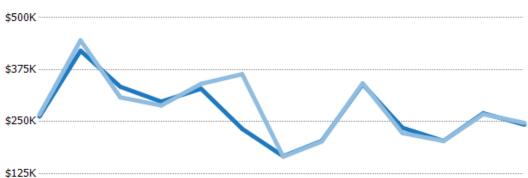
## Average Sales Price vs Average Est Value

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,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

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



	0												
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$262K	\$421K	\$334K	\$298K	\$329K	\$233K	\$167K	\$203K	\$340K	\$235K	\$204K	\$270K	\$243K
Avg Sales Price	\$267K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K
Avg Sales Price as a % of Avg Est Value	102%	106%	92%	97%	104%	156%	99%	99%	101%	95%	100%	99%	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, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single

Family Residence

