## Summary of Key Listing and Sales Metrics

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

| + / -  | YTD 2019     | YTD 2020     | + / -   | Sep 2019     | Sep 2020     | Key Metrics                     |  |  |  |  |
|--------|--------------|--------------|---------|--------------|--------------|---------------------------------|--|--|--|--|
|        |              |              |         |              |              | Listing Activity Charts Metrics |  |  |  |  |
| +10.1% | 119          | 131          | +87.5%  | 8            | 15           | New Listing Count               |  |  |  |  |
| +12.4% | \$34,119,599 | \$38,336,000 | +49.9%  | \$2,515,400  | \$3,769,900  | New Listing Volume              |  |  |  |  |
|        | N/A          | NA           | -41.7%  | 60           | 35           | Active Listing Count            |  |  |  |  |
|        | N/A          | NA           | -39.4%  | \$18,149,499 | \$11,005,400 | Active Listing Volume           |  |  |  |  |
| -5.4%  | \$290,742    | \$274,919    | +3.9%   | \$302,492    | \$314,440    | Average Listing Price           |  |  |  |  |
| -1.3%  | \$238,243    | \$235,027    | +0.2%   | \$249,450    | \$250,000    | Median Listing Price            |  |  |  |  |
| -6.4%  | 112.2        | 105.05       | -52.5%  | 130.5        | 62           | Median Daysin RPR               |  |  |  |  |
| -38.2% | 6.6          | 4.1          | -52.8%  | 3.5          | 1.7          | Months of Inventory             |  |  |  |  |
| +9.4%  | 15.16%       | 24.53%       | +31.7%  | 28.33%       | 60%          | Absorption Rate                 |  |  |  |  |
|        |              |              |         |              |              | Sales Activity Charts Metrics   |  |  |  |  |
| +22.6% | 115          | 141          | +80%    | 10           | 18           | New Pending Sales Count         |  |  |  |  |
| +19.1% | \$30,911,859 | \$36,809,399 | +45.3%  | \$2,778,300  | \$4,037,100  | New Pending Sales Volume        |  |  |  |  |
|        | N/A          | NA           | +192.9% | 14           | 41           | Pending Sales Count             |  |  |  |  |
|        | N/A          | NA           | +201.5% | \$4,224,700  | \$12,738,300 | Pending Sales Volume            |  |  |  |  |
| +4.4%  | 91           | 95           | +90.9%  | 11           | 21           | Closed Sales Count              |  |  |  |  |
| +2.9%  | \$23,093,364 | \$23,762,100 | +30.4%  | \$4,638,249  | \$6,049,000  | Closed Sales Volume             |  |  |  |  |
| -1.4%  | \$253,773    | \$250,127    | -31.7%  | \$421,659    | \$288,048    | Average Sales Price             |  |  |  |  |
| +4.4%  | \$223,104    | \$232,946    | -18.6%  | \$299,000    | \$243,500    | Median Sales Price              |  |  |  |  |







#### **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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Sep '20        | 15    | 87.5%  |
| Sep '19        | 8     | -33.3% |
| Sep '18        | 12    | 16.7%  |



### New Listing Volume

Percent Change from Prior Year

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

Filters Used

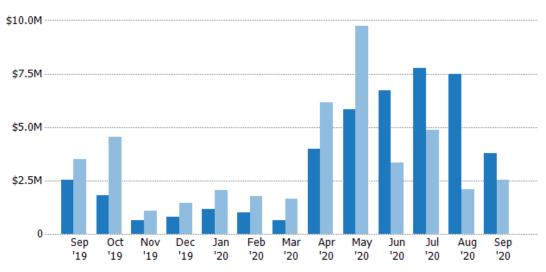
Current Year

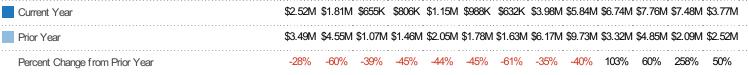
Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Sep '20        | \$3.77M | 49.9%  |
| Sep '19        | \$2.52M | -28%   |
| Sep '18        | \$3.49M | 12.1%  |









#### **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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Sep '20        | 35    | -41.7% |
| Sep '19        | 60    | -25.9% |
| Sep '18        | 81    | 3.7%   |



### **Active Listing Volume**

Percent Change from Prior Year

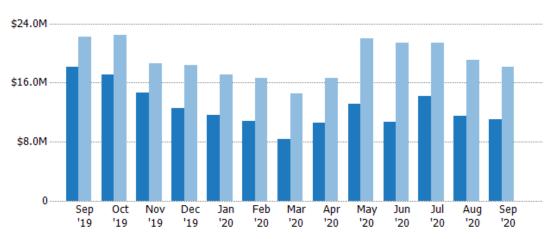
Current Year

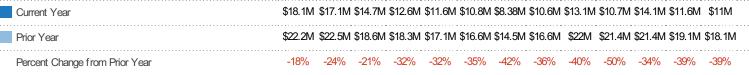
Prior Year

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

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Sep '20        | \$11M   | -39.4% |
| Sep '19        | \$18.1M | -18.4% |
| Sep '18        | \$22.2M | 1.5%   |







#### **Average Listing Price**

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

| Filters Used  |
|---|
| ZIP: Brattleboro, VT 05301,<br>Brattleboro, VT 05302, Brattleboro,<br>VT 05303, Brattleboro, VT 05304 |
| Property Type:<br>Condo/Townhouse/Apt, Single   |
| Family Residence  |

| Price  | % Chg.           |
|--------|------------------|
| \$314K | 3.9%             |
| \$302K | 10.1%            |
| \$275K | -2.1%            |
|        | \$314K<br>\$302K |

| \$30 | 0K                   |                      |                      |            |                      |                      |                      |                      |                      |                      |                      |                      |                      |
|------|----------------------|----------------------|----------------------|------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| \$20 | 0K                   |                      |                      |            |                      |                      |                      |                      |                      |                      |                      |                      |                      |
| \$10 | 0K                   |                      |                      |            |                      |                      |                      |                      |                      |                      |                      |                      |                      |
|      |                      |                      |                      |            |                      |                      |                      |                      |                      |                      |                      |                      |                      |
|      |                      |                      |                      |            |                      |                      |                      |                      |                      |                      |                      |                      |                      |
|      | _                    |                      |                      |            |                      |                      |                      |                      |                      |                      |                      |                      |                      |
|      | 0<br>Sep<br>'19      | Oct<br>'19           | Nov<br>'19           | Dec<br>'19 | Jan                  | Feb<br>'20           | Mar<br>'20           | Apr<br>'20           | May                  | Jun<br>'20           | Jul                  | Aug<br>'20           | Sep<br>'20           |
|      | Sep<br>'19           | Oct<br>'19           | Nov<br>'19           | Dec        | Jan<br>'20           | Feb<br>'20           | Mar<br>'20           | Apr<br>'20           | May<br>'20           | Jun<br>'20           | Jul<br>'20           | Aug<br>'20           | Sep<br>'20           |
|      | Sep<br>'19<br>\$302K | Oct<br>'19<br>\$280K | Nov<br>'19<br>\$272K | Dec<br>'19 | Jan<br>'20<br>\$258K | Feb<br>'20<br>\$252K | Mar<br>'20<br>\$240K | Apr<br>'20<br>\$247K | May<br>'20<br>\$273K | Jun<br>'20<br>\$290K | Jul<br>'20<br>\$301K | Aug<br>'20<br>\$304K | Sep<br>'20<br>\$314K |

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

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Sep '20        | \$250K | 0.2%   |
| Sep '19        | \$249K | 8.5%   |
| Sep '18        | \$230K | -1.5%  |

Percent Change from Prior Year

| \$30 | 0K         |            |        |            |        |            |            |            |            |            |            |            |            |
|------|------------|------------|--------|------------|--------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$22 | 5K         |            |        |            |        |            |            |            |            |            |            |            |            |
|      |            |            |        |            |        |            |            |            |            |            |            |            |            |
| \$15 | 0K         |            |        |            |        |            |            |            |            |            |            |            |            |
| \$7  | 5K         |            |        |            |        |            |            |            |            |            |            |            |            |
|      | 0          |            |        |            |        |            |            |            |            |            |            |            |            |
|      | Sep<br>'19 | Oct<br>'19 |        | Dec<br>'19 |        | Feb<br>'20 | Mar<br>'20 | Apr<br>'20 | May<br>'20 | Jun<br>'20 | Jul<br>'20 | Aug<br>'20 | Sep<br>'20 |
|      | \$249K     | \$235K     | \$239K | \$225K     | \$239K | \$235K     | \$220K     | \$225K     | \$237K     | \$239K     | \$240K     | \$229K     | \$250K     |
|      | \$230K     | \$244K     | \$244K | \$227K     | \$225K | \$217K     | \$220K     | \$240K     | \$250K     | \$250K     | \$250K     | \$239K     | \$249K     |
|      | 9%         | -4%        | -2%    | -1%        | 6%     | 8%         | 0%         | -6%        | -5%        | -4%        | -4%        | -4%        | 0%         |



Current Year

Prior Year



Avg Est Value

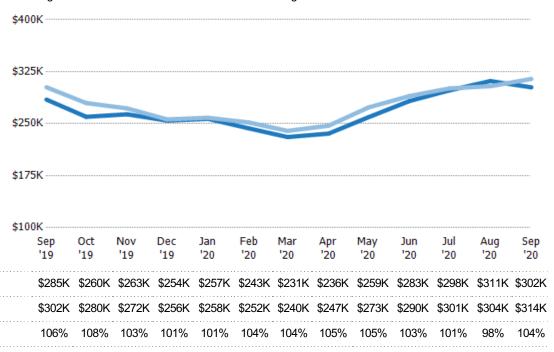
Avg Listing Price

### 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

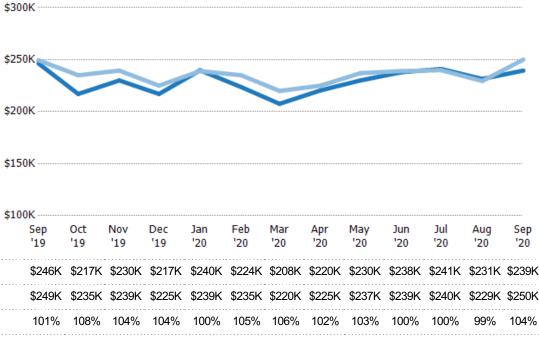


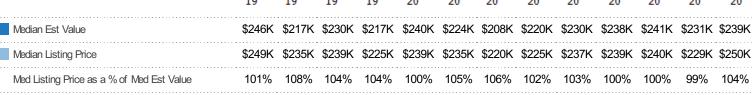
#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used 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





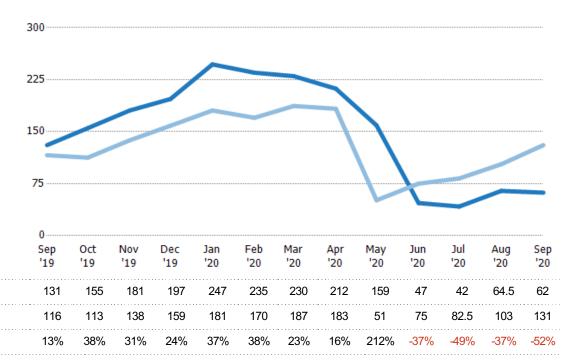


#### Median Days in RPR

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/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Sep '20        | 62   | -52.5% |
| Sep '19        | 131  | 12.5%  |
| Sep '18        | 116  | -13.4% |



### 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

15

Filters Used

Current Year

Prior Year

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

| Condo/Towr<br>Family Resid | nhouse/Apt, S<br>dence | Single | 10              |            | ^          |            |            |            |            |            | / \        |            |            |            |            |
|----------------------------|------------------------|--------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Month/<br>Year             | Months                 | % Chg. | 5               | X          |            | <u> </u>   |            | <u></u>    |            | X          |            | D          |            |            |            |
| Sep '20                    | 1.67                   | -52.8% |                 |            |            |            |            |            |            |            |            |            |            |            |            |
| Sep '19                    | 3.53                   | -43.4% |                 |            |            |            |            |            |            |            |            |            |            |            |            |
| Sep '18                    | 6.23                   | 34.8%  | 0<br>Sep<br>'19 | Oct<br>'19 | Nov<br>'19 | Dec<br>'19 | Jan<br>'20 | Feb<br>'20 | Mar<br>'20 | Apr<br>'20 | May<br>'20 | Jun<br>'20 | Jul<br>'20 | Aug<br>'20 | Sep<br>'20 |
| Current Yea                | ır                     |        | 3.53            | 5.55       | 10.8       | 4.9        | 4.5        | 7.17       | 4.38       | 8.6        | 9.6        | 9.25       | 3.62       | 3.17       | 1.67       |
| Prior Year                 |                        |        | 6.23            | 7.45       | 3.24       | 5.83       | 5.33       | 12.8       | 11         | 6.33       | 17.5       | 6.09       | 5.38       | 4.19       | 3.53       |
| Percent Cha                | ange from Prior        | Year   | -43%            | -26%       | 234%       | -16%       | -16%       | -44%       | -60%       | 36%        | -45%       | 52%        | -33%       | -24%       | -53%       |
|                            |                        |        |                 |            |            |            |            |            |            |            |            |            |            |            |            |



#### **Absorption Rate**

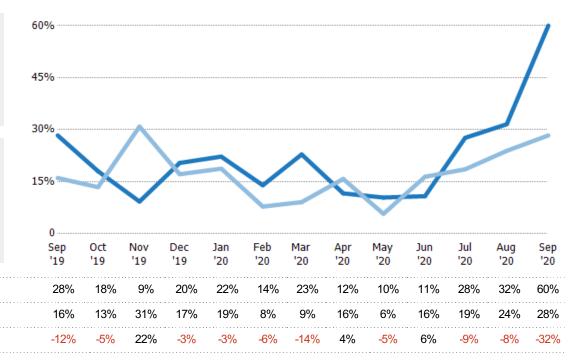
The percentage of inventory sold per month.

## Filters Used

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

Condo/Townhouse/Apt, Single Family Residence

| Month/<br>Year | Rate | Chg.   |
|----------------|------|--------|
| Sep '20        | 60%  | -31.7% |
| Sep '19        | 28%  | -12.3% |
| Sep '18        | 16%  | -25.8% |



### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

#### Filters Used

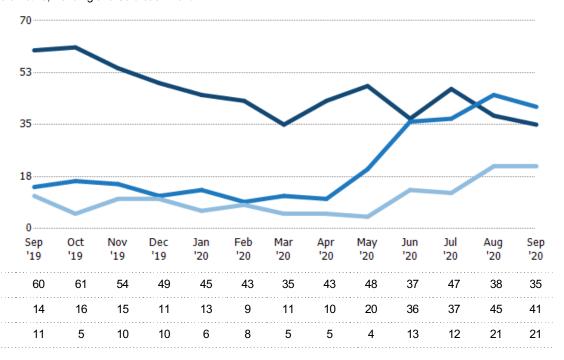
Current Year

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



Active

Pending

Sold





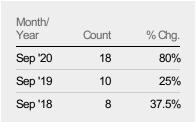
### **New Pending Sales**

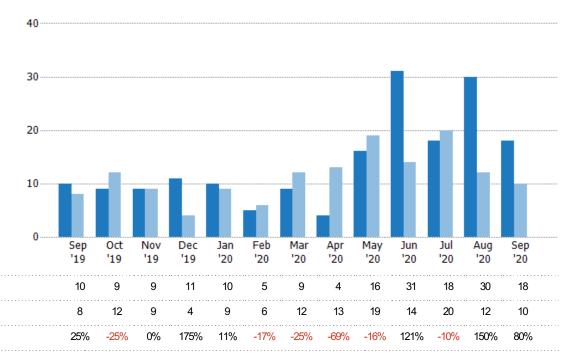
The number of residential properties with accepted offers that were added each month.

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.

\$20.0M

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Sep '20        | \$4.04M | 45.3%  |
| Sep '19        | \$2.78M | 71.3%  |
| Sep '18        | \$1.62M | 79.6%  |



Feb

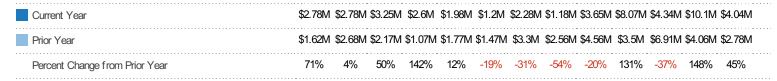
'20

Mar

'20

Jan

'20



Nov

'19

Dec

'19

Sep

'19

0ct

'19



Apr

'20

May

'20

Jun

'20

Jul

'20

Aug

'20

Sep

'20



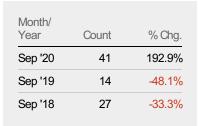
#### **Pending Sales**

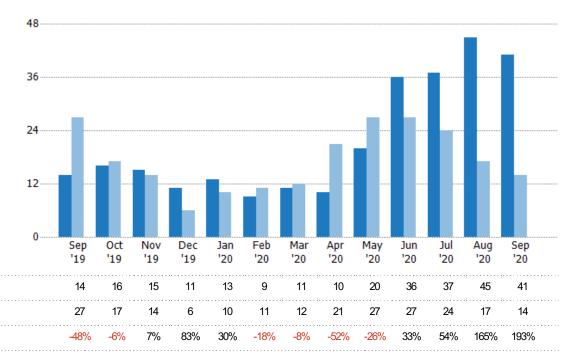
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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





### Pending Sales Volume

Percent Change from Prior Year

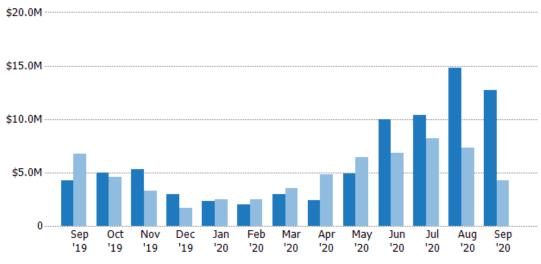
Current Year

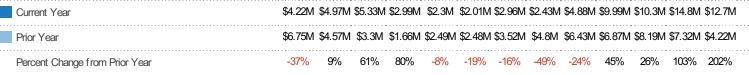
Prior Year

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

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Sep '20        | \$12.7M | 201.5% |
| Sep '19        | \$4.22M | -37.4% |
| Sep '18        | \$6.75M | -33.4% |









#### **Closed Sales**

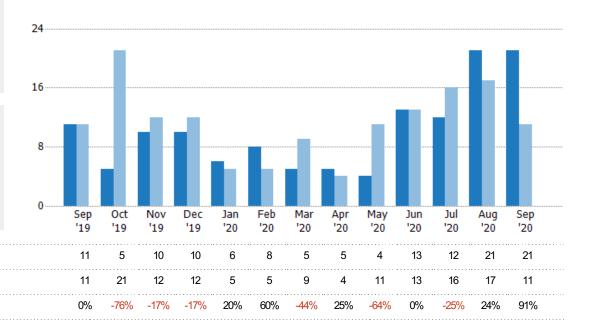
The total number of residential properties sold each month.

Filters Used

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

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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Sep '20        | 21    | 90.9%  |
| Sep '19        | 11    | 0%     |
| Sep '18        | 11    | 27.3%  |



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

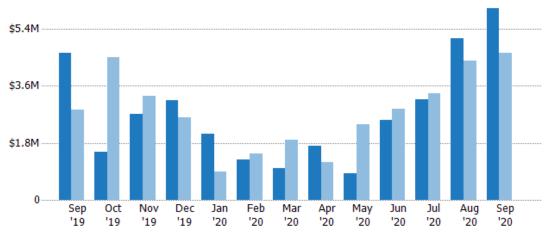
Prior Year

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

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

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

| Volume  | % Chg.             |
|---------|--------------------|
| \$6.05M | 30.4%              |
| \$4.64M | 62.6%              |
| \$2.85M | 3.2%               |
|         | \$6.05M<br>\$4.64M |





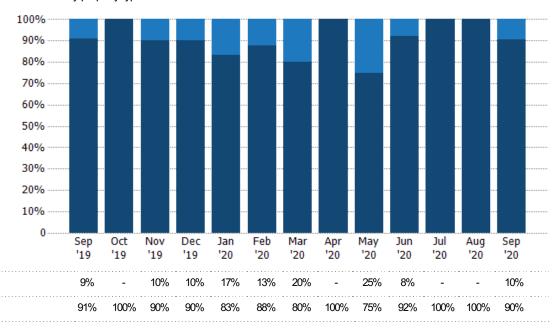




### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Sep '20        | \$288K | -31.7% |
| Sep '19        | \$422K | 62.6%  |
| Sep '18        | \$259K | -18.9% |

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,<br>Brattleboro, VT 05302, Brattleboro,<br>VT 05303, Brattleboro, VT 05304 |
| Property Type: Condo/Townhouse/Ant. Single  |

Condo/Townhouse/Apt, Single Family Residence

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Sep '20        | \$244K | -18.6% |
| Sep '19        | \$299K | 39.1%  |
| Sep '18        | \$215K | -12.8% |



| Current Year                   | \$299K | \$217K | \$196K | \$282K | \$290K | \$159K | \$182K | \$350K | \$225K | \$184K | \$235K | \$249K | \$244K |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Prior Year                     | \$215K | \$208K | \$239K | \$204K | \$134K | \$235K | \$193K | \$319K | \$200K | \$190K | \$203K | \$250K | \$299K |
| Percent Change from Prior Year | 39%    | 5%     | -18%   | 38%    | 116%   | -32%   | -5%    | 10%    | 13%    | -3%    | 16%    | 0%     | -19%   |

### Average Sales Price vs Average Listing Price

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

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.

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



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

#### 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

