

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	10	+10%	143	129	+10.9%
New Listing Volume	\$3,852,300	\$1,805,100	+113.4%	\$42,344,400	\$35,924,699	+17.9%
Active Listing Count	31	61	-49.2%	N/A	N/A	
Active Listing Volume	\$10,229,900	\$17,061,899	-40%	N/A	N/A	
Average Listing Price	\$329,997	\$279,703	+18%	\$278,846	\$289,682	-3.7%
Median Listing Price	\$250,000	\$235,000	+6.4%	\$237,579	\$237,931	-0.1%
Median Days in RPR	78	155	-49.7%	102.63	114.43	-10.3%
Months of Inventory	1.5	5.5	-73.4%	4.2	5.9	-28.8%
Absorption Rate	67.74%	18.03%	+49.7%	23.88%	17.01%	+6.9%
Sales Activity Charts Metrics						
New Pending Sales Count	14	9	+55.6%	155	124	+25%
New Pending Sales Volume	\$4,324,800	\$2,783,600	+55.4%	\$41,134,199	\$33,695,459	+22.1%
Pending Sales Count	31	16	+93.8%	N/A	N/A	
Pending Sales Volume	\$9,175,500	\$4,966,600	+84.7%	N/A	N/A	
Closed Sales Count	21	5	+320%	116	96	+20.8%
Closed Sales Volume	\$6,741,600	\$1,512,500	+345.7%	\$30,503,700	\$24,605,864	+24%
Average Sales Price	\$321,029	\$302,500	+6.1%	\$262,963	\$256,311	+2.6%
Median Sales Price	\$250,000	\$217,000	+15.2%	\$236,034	\$222,786	+5.9%

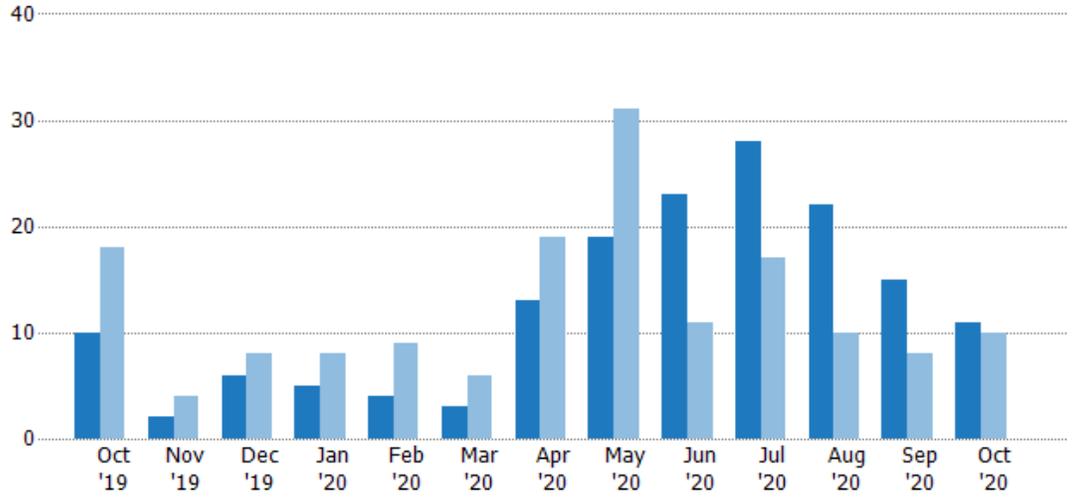
New Listings

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.
Oct '20	11	10%
Oct '19	10	-44.4%
Oct '18	18	-27.8%



Current Year	10	2	6	5	4	3	13	19	23	28	22	15	11
Prior Year	18	4	8	8	9	6	19	31	11	17	10	8	10
Percent Change from Prior Year	-44%	-50%	-25%	-38%	-56%	-50%	-32%	-39%	109%	65%	120%	88%	10%

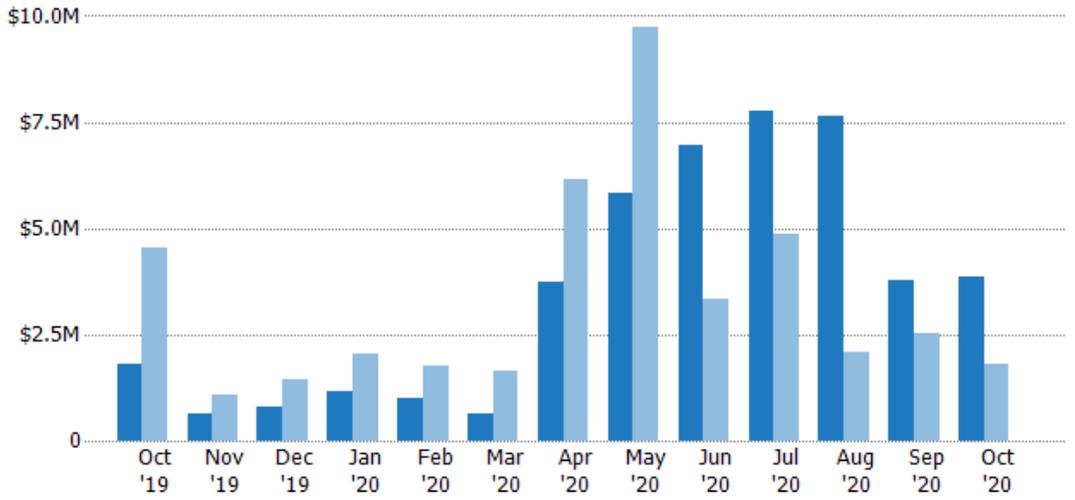
New Listing Volume

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.
Oct '20	\$3.85M	113.4%
Oct '19	\$1.81M	-60.3%
Oct '18	\$4.55M	-38.4%



Current Year	\$1.81M	\$655K	\$806K	\$1.15M	\$988K	\$632K	\$3.74M	\$5.84M	\$6.97M	\$7.76M	\$7.65M	\$3.77M	\$3.85M
Prior Year	\$4.55M	\$1.07M	\$1.46M	\$2.05M	\$1.78M	\$1.63M	\$6.17M	\$9.73M	\$3.32M	\$4.85M	\$2.09M	\$2.52M	\$1.81M
Percent Change from Prior Year	-60%	-39%	-45%	-44%	-45%	-61%	-39%	-40%	110%	60%	266%	50%	113%

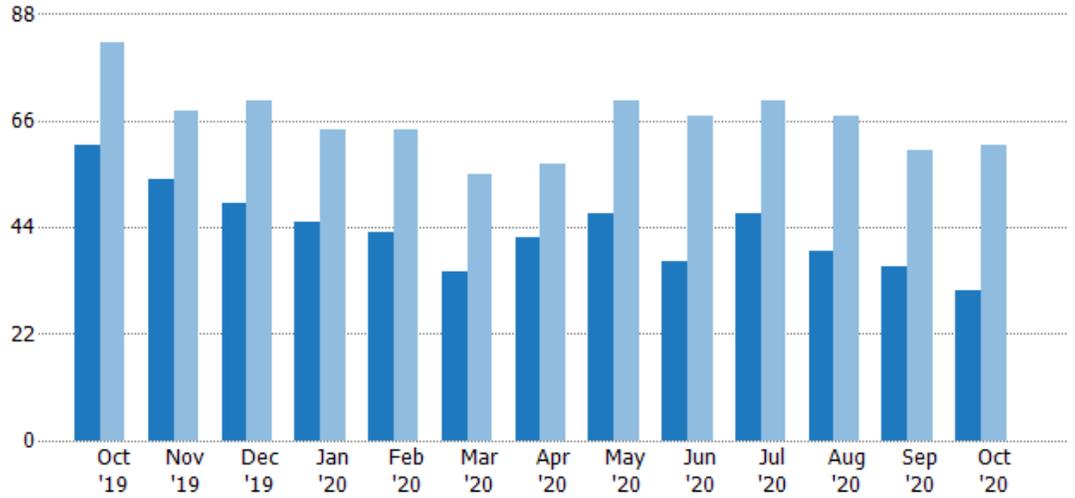
Active Listings

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.
Oct '20	31	-49.2%
Oct '19	61	-25.6%
Oct '18	82	2.4%



Current Year	61	54	49	45	43	35	42	47	37	47	39	36	31
Prior Year	82	68	70	64	64	55	57	70	67	70	67	60	61
Percent Change from Prior Year	-26%	-21%	-30%	-30%	-33%	-36%	-26%	-33%	-45%	-33%	-42%	-40%	-49%

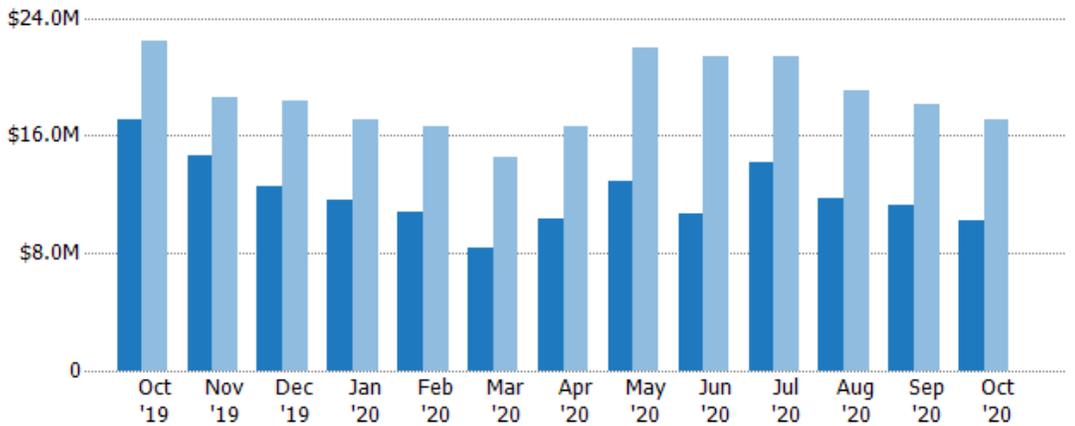
Active Listing Volume

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.
Oct '20	\$10.2M	-40%
Oct '19	\$17.1M	-24.1%
Oct '18	\$22.5M	1%



Current Year	\$17.1M	\$14.7M	\$12.6M	\$11.6M	\$10.8M	\$8.38M	\$10.4M	\$12.9M	\$10.7M	\$14.1M	\$11.7M	\$11.2M	\$10.2M
Prior Year	\$22.5M	\$18.6M	\$18.3M	\$17.1M	\$16.6M	\$14.5M	\$16.6M	\$22M	\$21.4M	\$21.4M	\$19.1M	\$18.1M	\$17.1M
Percent Change from Prior Year	-24%	-21%	-32%	-32%	-35%	-42%	-38%	-42%	-50%	-34%	-39%	-38%	-40%

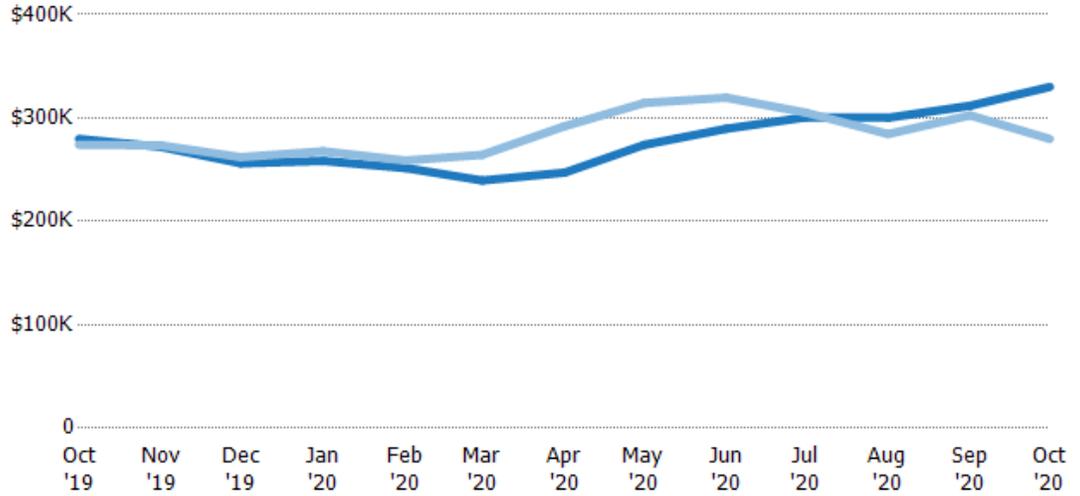
Average Listing Price

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.
Oct '20	\$330K	18%
Oct '19	\$280K	2%
Oct '18	\$274K	-1.4%



Current Year	\$280K	\$272K	\$256K	\$258K	\$252K	\$240K	\$247K	\$274K	\$290K	\$301K	\$300K	\$312K	\$330K
Prior Year	\$274K	\$273K	\$262K	\$268K	\$259K	\$264K	\$292K	\$315K	\$320K	\$305K	\$284K	\$302K	\$280K
Percent Change from Prior Year	2%	-1%	-2%	-3%	-3%	-9%	-15%	-13%	-9%	-1%	6%	3%	18%

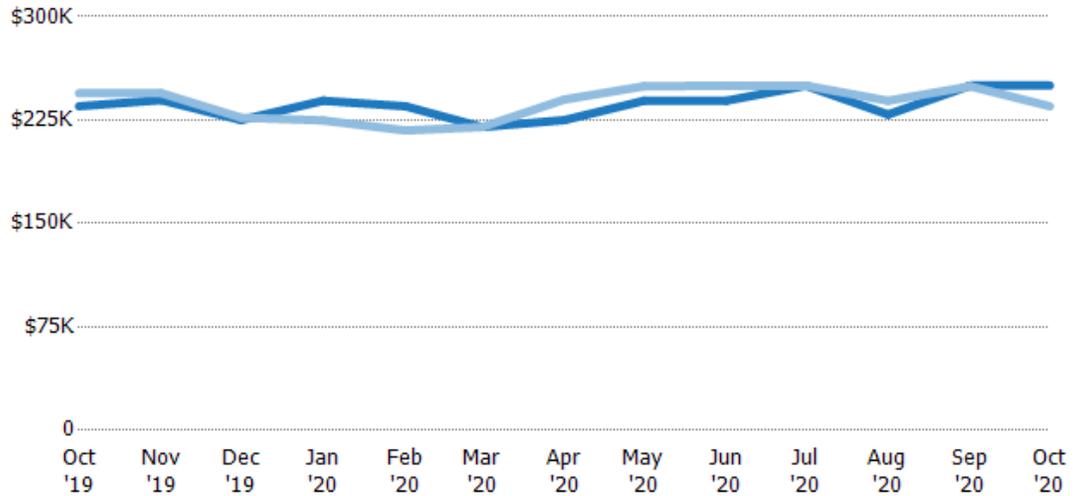
Median Listing Price

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.
Oct '20	\$250K	6.4%
Oct '19	\$235K	-3.9%
Oct '18	\$244K	-7.3%



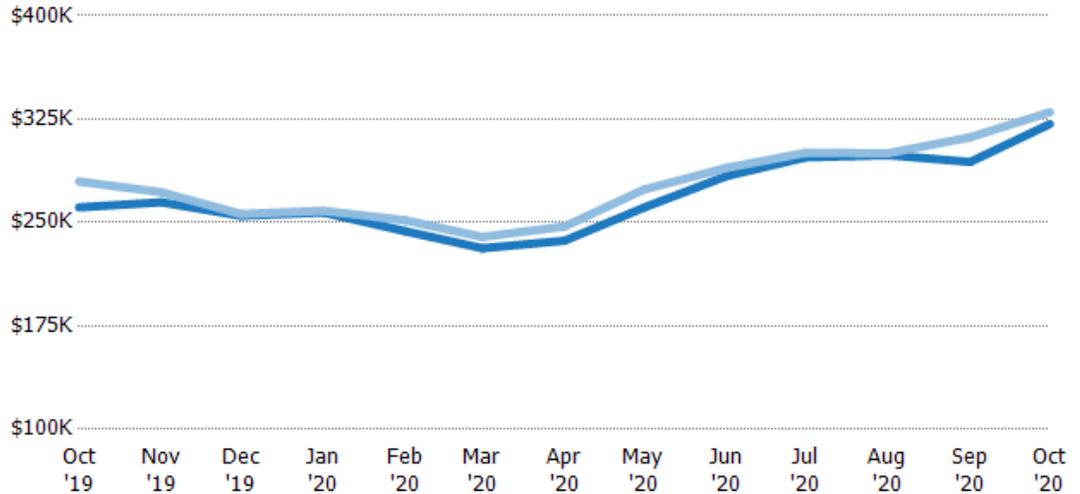
Current Year	\$235K	\$239K	\$225K	\$239K	\$235K	\$220K	\$225K	\$239K	\$239K	\$250K	\$229K	\$250K	\$250K
Prior Year	\$244K	\$244K	\$227K	\$225K	\$217K	\$220K	\$240K	\$250K	\$250K	\$250K	\$239K	\$249K	\$235K
Percent Change from Prior Year	-4%	-2%	-1%	6%	8%	0%	-6%	-4%	-4%	0%	-4%	0%	6%

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

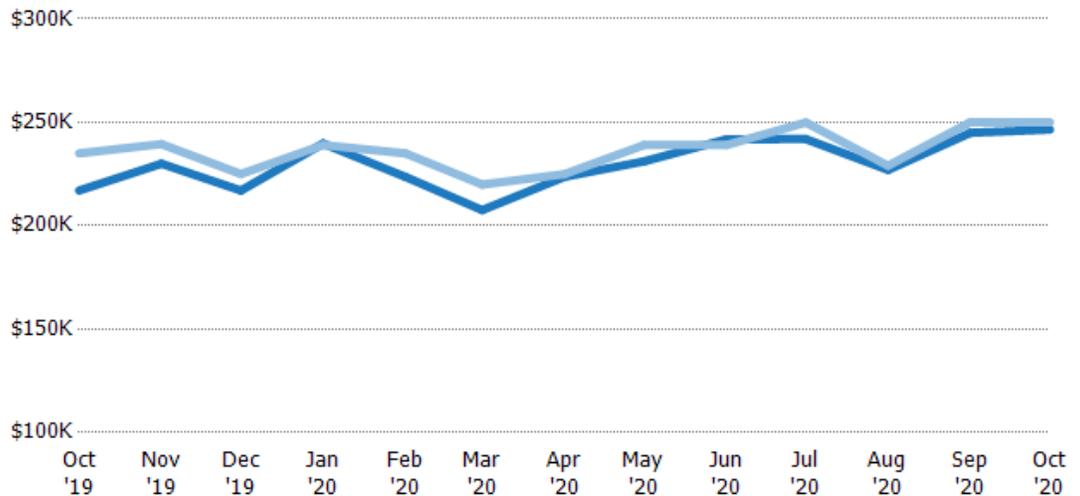


Median Listing Price vs Median Est Value

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



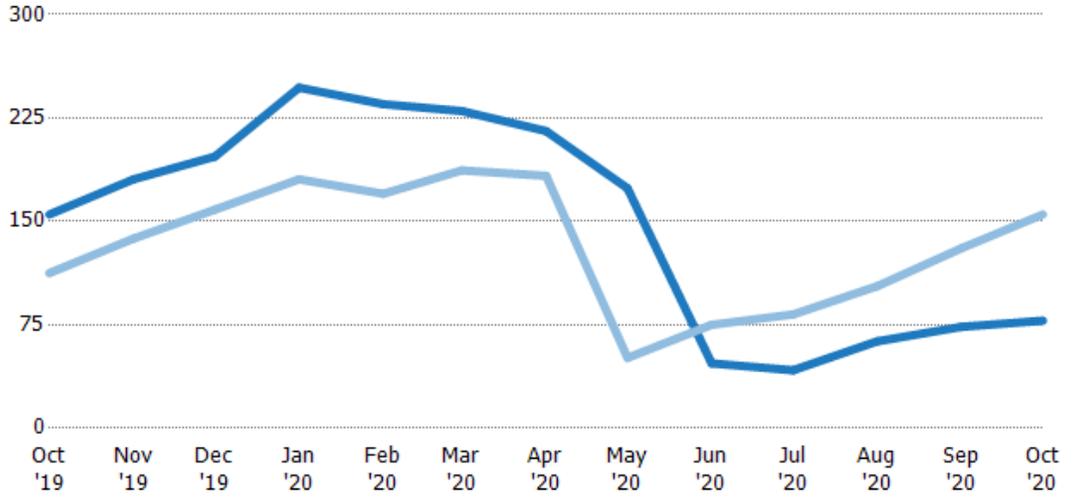
Median Days in RPR

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.
Oct '20	78	-49.7%
Oct '19	155	37.8%
Oct '18	113	4.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	155	181	197	247	235	230	216	174	47	42	63	73.5	78
Prior Year	113	138	159	181	170	187	183	51	75	82.5	103	131	155
Percent Change from Prior Year	38%	31%	24%	37%	38%	23%	18%	241%	-37%	-49%	-39%	-44%	-50%

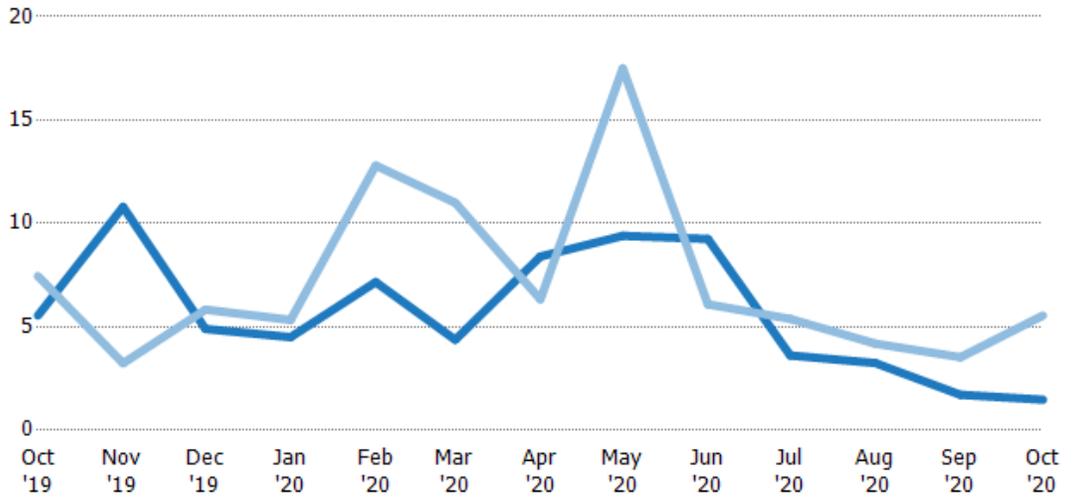
Months of Inventory

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.
Oct '20	1.48	-73.4%
Oct '19	5.55	-25.6%
Oct '18	7.45	-19.5%



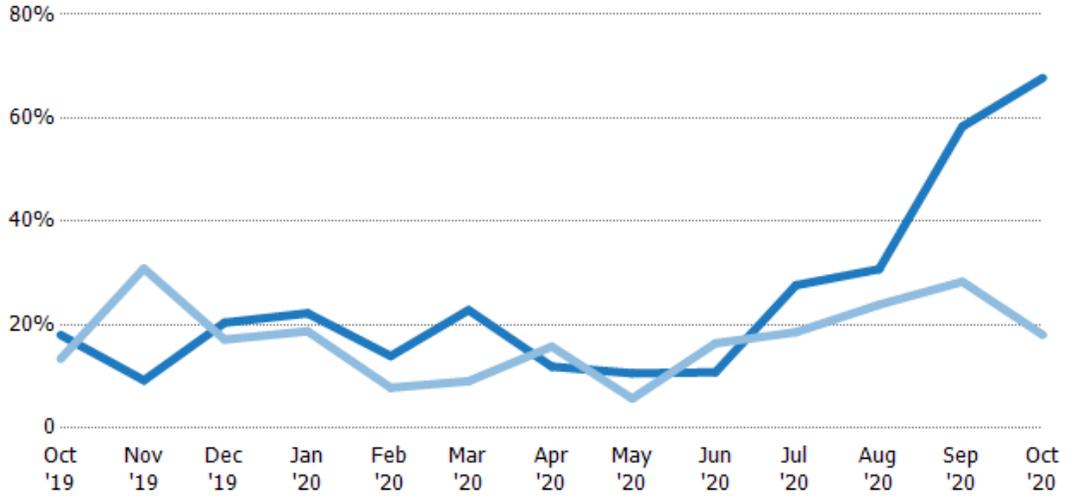
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	5.55	10.8	4.9	4.5	7.17	4.38	8.4	9.4	9.25	3.62	3.25	1.71	1.48
Prior Year	7.45	3.24	5.83	5.33	12.8	11	6.33	17.5	6.09	5.38	4.19	3.53	5.55
Percent Change from Prior Year	-26%	234%	-16%	-16%	-44%	-60%	33%	-46%	52%	-33%	-22%	-51%	-73%

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



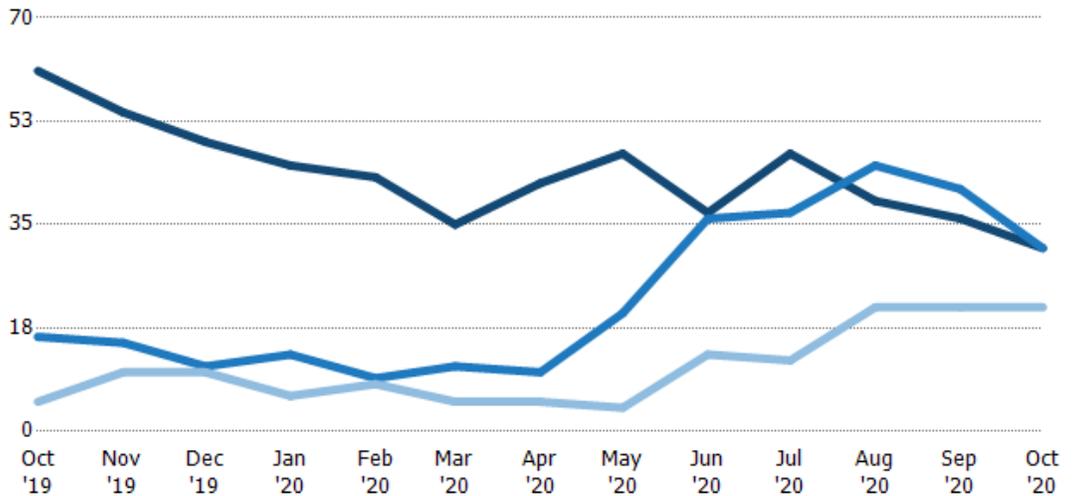
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	18%	9%	20%	22%	14%	23%	12%	11%	11%	28%	31%	58%	68%
Prior Year	13%	31%	17%	19%	8%	9%	16%	6%	16%	19%	24%	28%	18%
Change from Prior Year	-5%	22%	-3%	-3%	-6%	-14%	4%	-5%	6%	-9%	-7%	-30%	-50%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	61	54	49	45	43	35	42	47	37	47	39	36	31
Pending	16	15	11	13	9	11	10	20	36	37	45	41	31
Sold	5	10	10	6	8	5	5	4	13	12	21	21	21

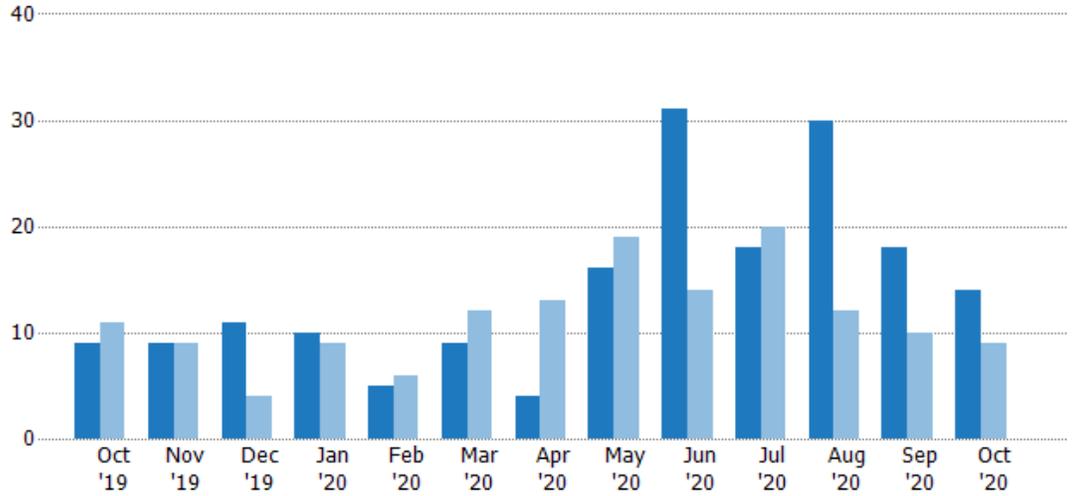
New Pending Sales

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.
Oct '20	14	55.6%
Oct '19	9	-18.2%
Oct '18	11	-27.3%



Current Year	9	9	11	10	5	9	4	16	31	18	30	18	14
Prior Year	11	9	4	9	6	12	13	19	14	20	12	10	9
Percent Change from Prior Year	-18%	0%	175%	11%	-17%	-25%	-69%	-16%	121%	-10%	150%	80%	56%

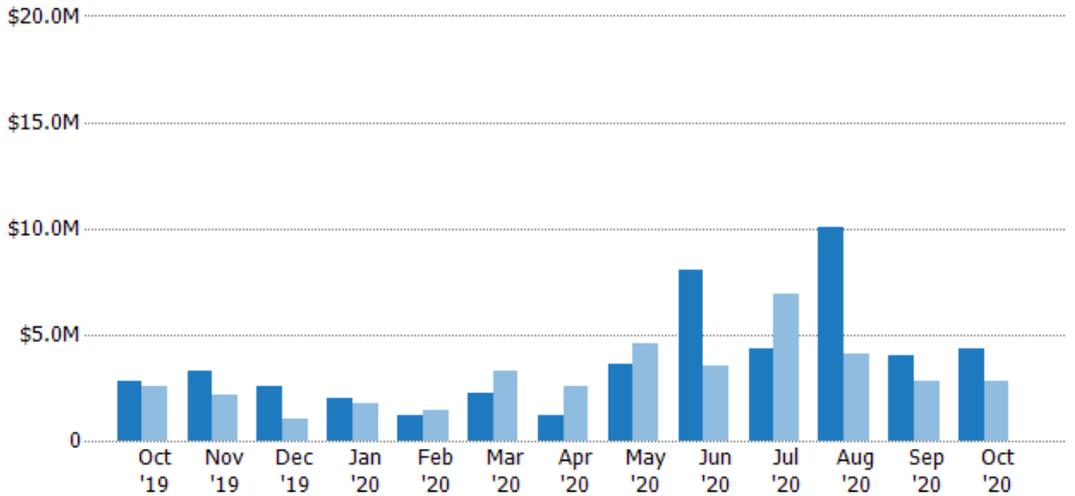
New Pending Sales Volume

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.
Oct '20	\$4.32M	55.4%
Oct '19	\$2.78M	9.8%
Oct '18	\$2.54M	-29.3%



Current Year	\$2.78M	\$3.25M	\$2.6M	\$1.98M	\$1.2M	\$2.28M	\$1.18M	\$3.65M	\$8.07M	\$4.34M	\$10.1M	\$4.04M	\$4.32M
Prior Year	\$2.54M	\$2.17M	\$1.07M	\$1.77M	\$1.47M	\$3.3M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M	\$2.78M
Percent Change from Prior Year	10%	50%	142%	12%	-19%	-31%	-54%	-20%	131%	-37%	148%	45%	55%

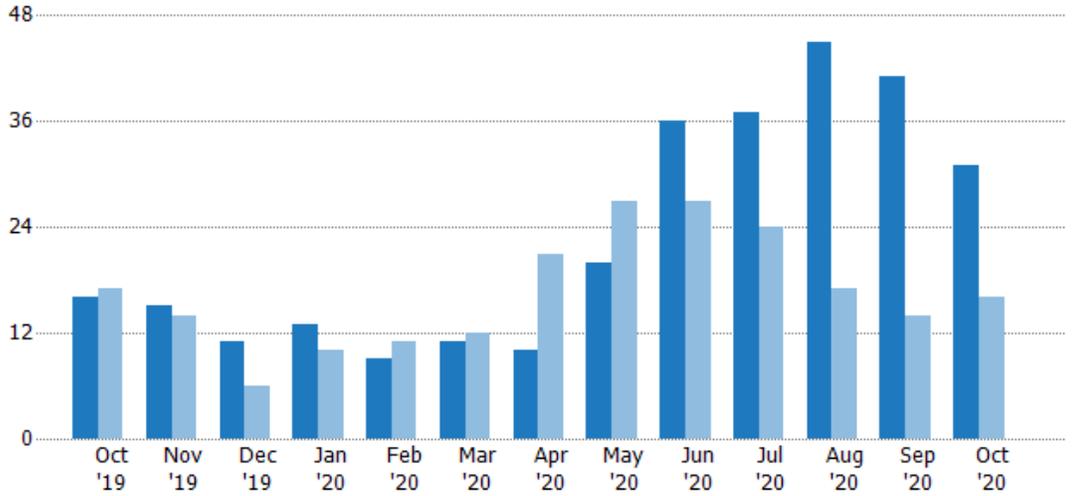
Pending Sales

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.
Oct '20	31	93.8%
Oct '19	16	-5.9%
Oct '18	17	-5.9%



Current Year	16	15	11	13	9	11	10	20	36	37	45	41	31
Prior Year	17	14	6	10	11	12	21	27	27	24	17	14	16
Percent Change from Prior Year	-6%	7%	83%	30%	-18%	-8%	-52%	-26%	33%	54%	165%	193%	94%

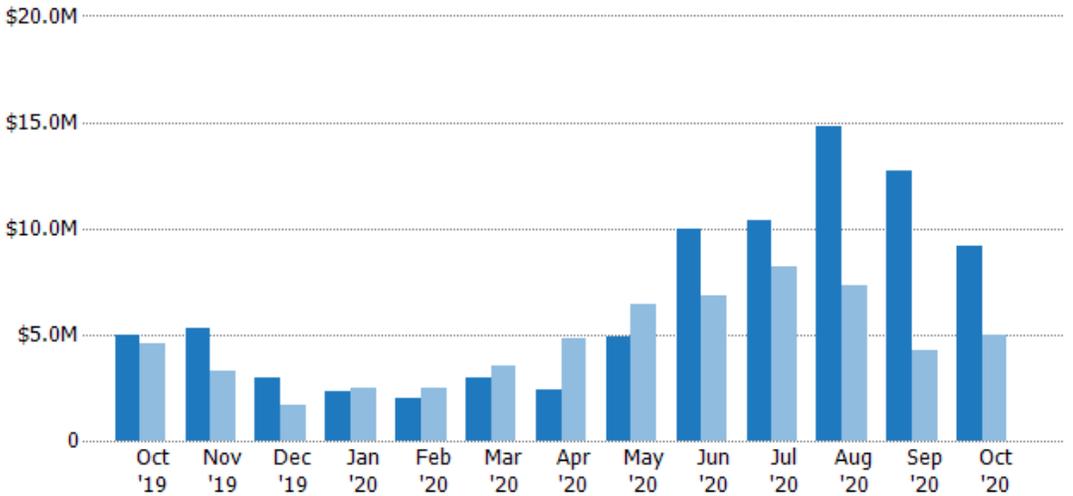
Pending Sales Volume

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.
Oct '20	\$9.18M	84.7%
Oct '19	\$4.97M	8.6%
Oct '18	\$4.57M	-9.4%



Current Year	\$4.97M	\$5.33M	\$2.99M	\$2.3M	\$2.01M	\$2.96M	\$2.43M	\$4.88M	\$9.99M	\$10.3M	\$14.8M	\$12.7M	\$9.18M
Prior Year	\$4.57M	\$3.3M	\$1.66M	\$2.49M	\$2.48M	\$3.52M	\$4.8M	\$6.43M	\$6.87M	\$8.19M	\$7.32M	\$4.22M	\$4.97M
Percent Change from Prior Year	9%	61%	80%	-8%	-19%	-16%	-49%	-24%	45%	26%	103%	200%	85%

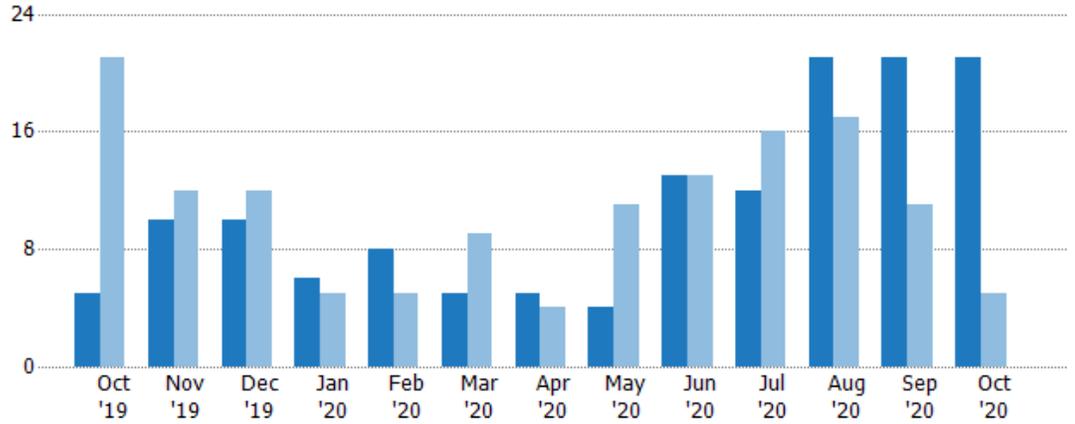
Closed Sales

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.
Oct '20	21	320%
Oct '19	5	-76.2%
Oct '18	21	-57.1%



Current Year	5	10	10	6	8	5	5	4	13	12	21	21	21
Prior Year	21	12	12	5	5	9	4	11	13	16	17	11	5
Percent Change from Prior Year	-76%	-17%	-17%	20%	60%	-44%	25%	-64%	0%	-25%	24%	91%	320%

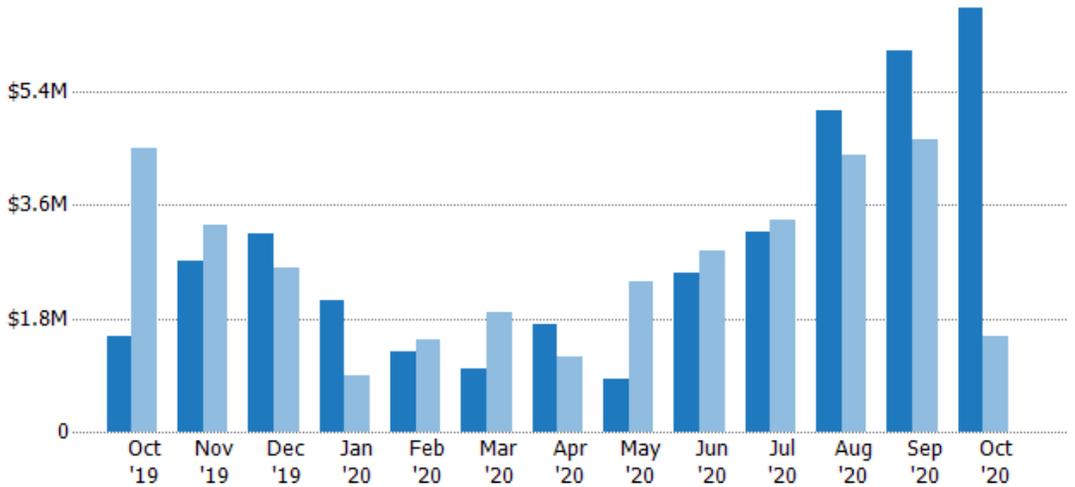
Closed Sales Volume

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.
Oct '20	\$6.74M	345.7%
Oct '19	\$1.51M	-66.5%
Oct '18	\$4.51M	-59%



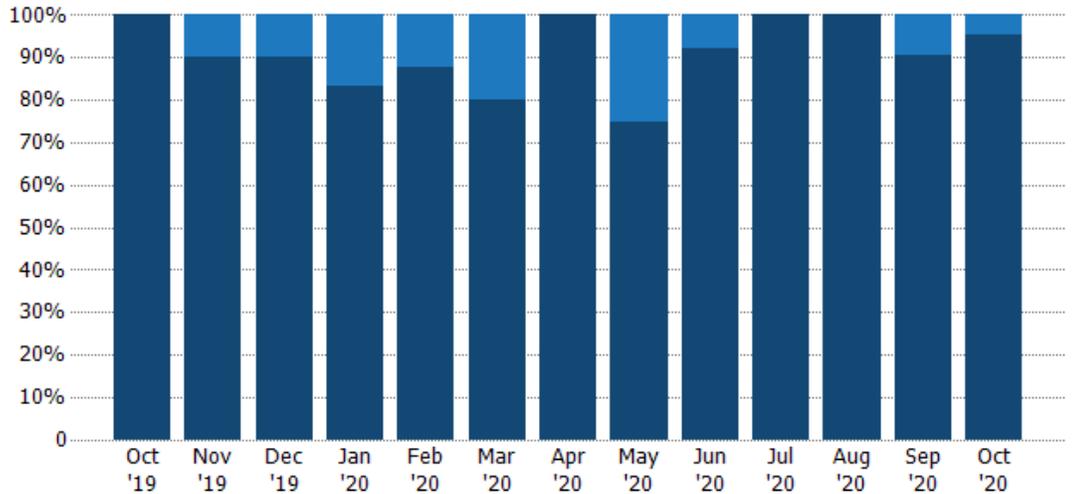
Current Year	\$1.51M	\$2.7M	\$3.14M	\$2.1M	\$1.27M	\$998K	\$1.69M	\$843K	\$2.53M	\$3.17M	\$5.11M	\$6.05M	\$6.74M
Prior Year	\$4.51M	\$3.29M	\$2.59M	\$882K	\$1.46M	\$1.9M	\$1.19M	\$2.4M	\$2.88M	\$3.37M	\$4.38M	\$4.64M	\$1.51M
Percent Change from Prior Year	-66%	-18%	21%	138%	-13%	-47%	42%	-65%	-12%	-6%	17%	30%	346%

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



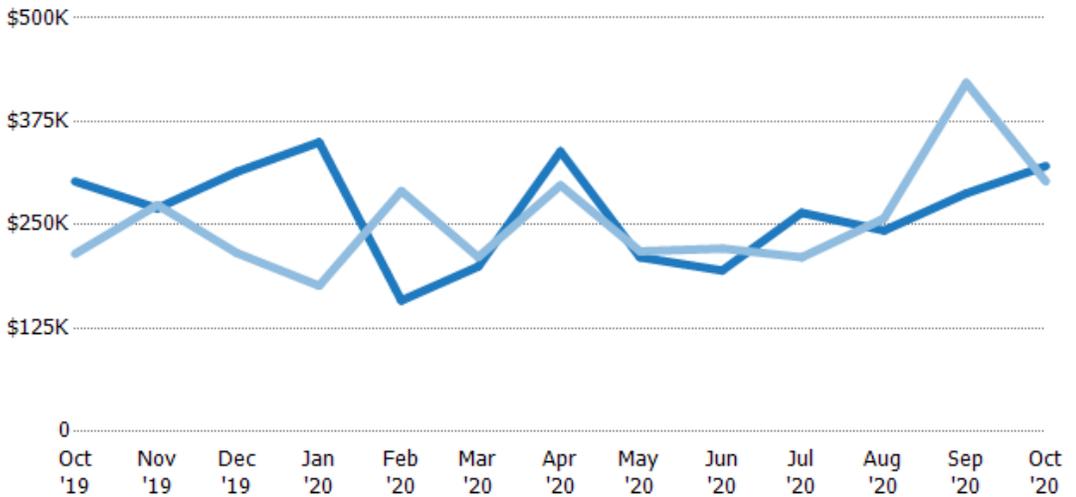
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	-	10%	10%	17%	13%	20%	-	25%	8%	-	-	10%	5%
Single Family Residence	100%	90%	90%	83%	88%	80%	100%	75%	92%	100%	100%	90%	95%

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.
Oct '20	\$321K	6.1%
Oct '19	\$303K	40.7%
Oct '18	\$215K	-4.4%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$321K
Prior Year	\$215K	\$274K	\$216K	\$176K	\$291K	\$211K	\$298K	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K
Percent Change from Prior Year	41%	-1%	45%	98%	-46%	-5%	14%	-3%	-12%	26%	-6%	-32%	6%

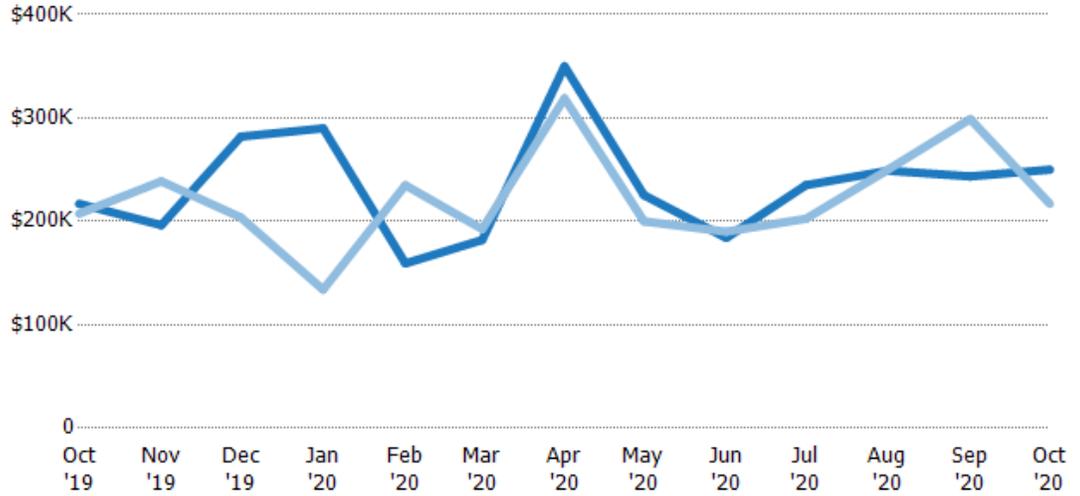
Median Sales Price

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.
Oct '20	\$250K	15.2%
Oct '19	\$217K	4.6%
Oct '18	\$208K	-8.4%



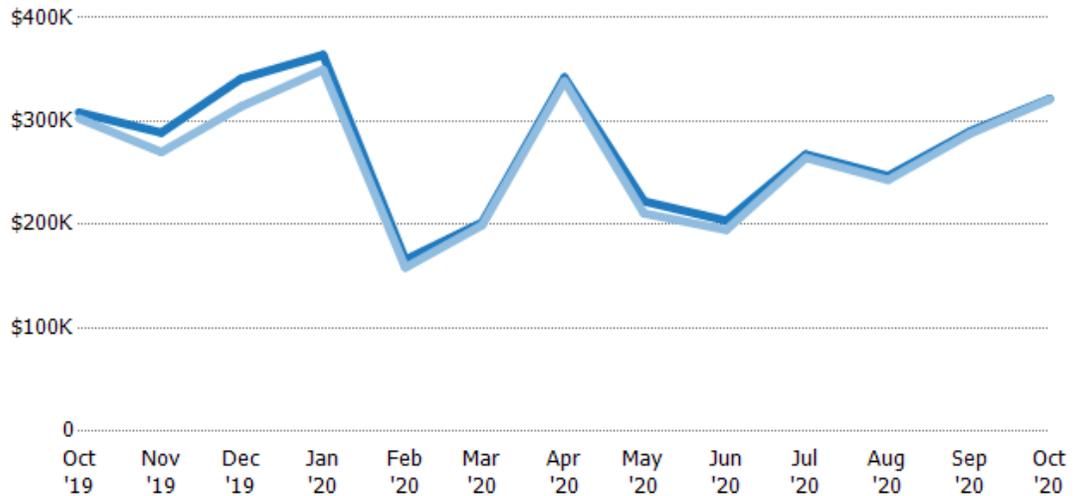
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K	\$244K	\$250K
Prior Year	\$208K	\$239K	\$204K	\$134K	\$235K	\$193K	\$319K	\$200K	\$190K	\$203K	\$250K	\$299K	\$217K
Percent Change from Prior Year	5%	-18%	38%	116%	-32%	-5%	10%	13%	-3%	16%	0%	-19%	15%

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



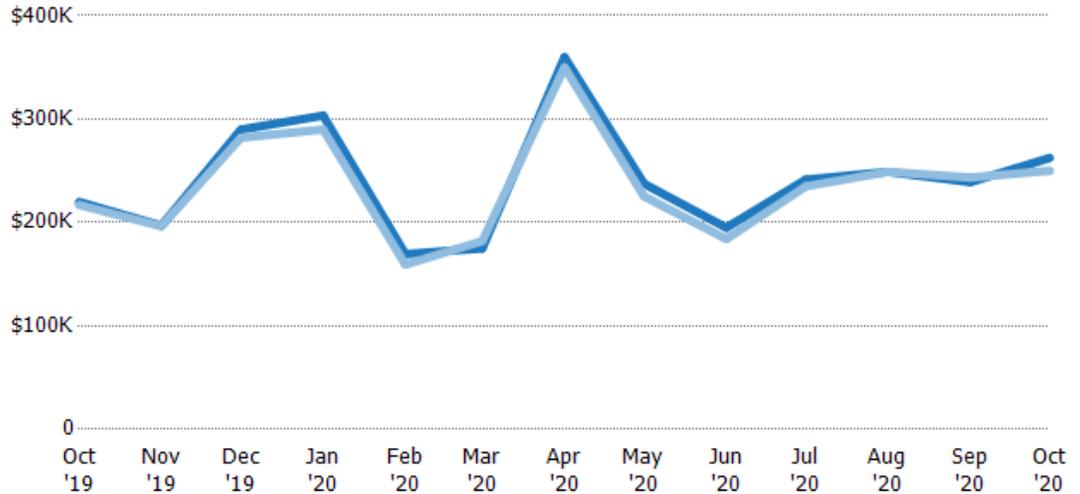
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K	\$290K	\$322K
Avg Sales Price	\$303K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$321K
Avg Sales Price as a % of Avg List Price	98%	93%	92%	96%	96%	99%	99%	95%	96%	99%	98%	99%	100%

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



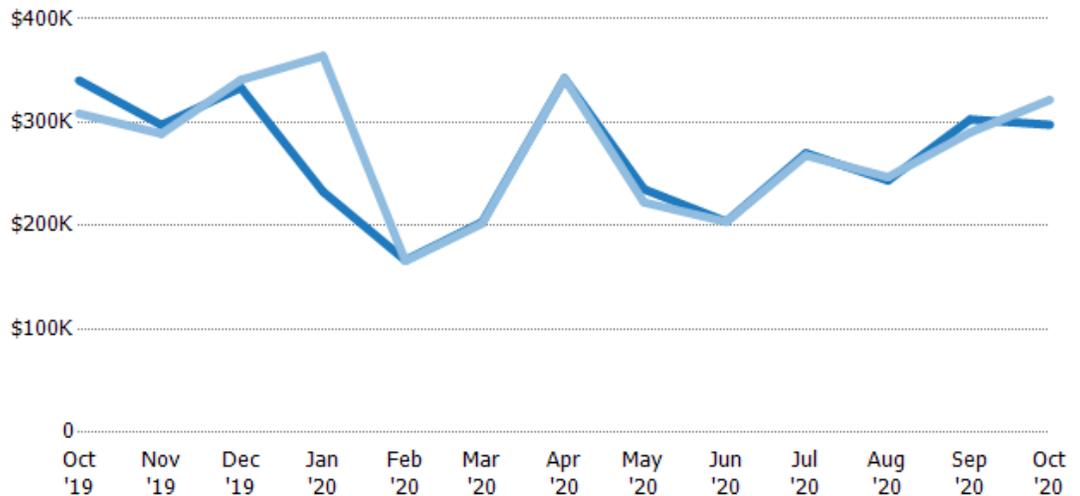
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K	\$239K	\$263K
Median Sales Price	\$217K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K	\$244K	\$250K
Med Sales Price as a % of Med List Price	99%	100%	97%	96%	94%	104%	97%	95%	94%	97%	100%	102%	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



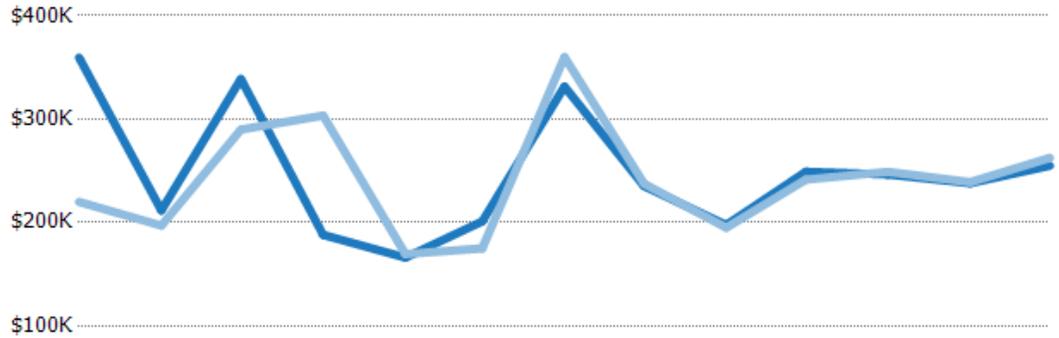
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$340K	\$297K	\$333K	\$233K	\$167K	\$203K	\$342K	\$235K	\$204K	\$270K	\$244K	\$303K	\$298K
Avg Sales Price	\$308K	\$289K	\$341K	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K	\$290K	\$322K
Avg Sales Price as a % of Avg Est Value	91%	97%	102%	156%	100%	99%	100%	95%	100%	99%	101%	96%	108%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$359K	\$212K	\$339K	\$188K	\$166K	\$201K	\$332K	\$235K	\$198K	\$249K	\$246K	\$238K	\$255K
Median Sales Price	\$220K	\$197K	\$290K	\$303K	\$169K	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K	\$239K	\$263K
Med Sales Price as a % of Med Est Value	61%	93%	86%	161%	102%	87%	109%	101%	99%	97%	101%	100%	103%