

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	5	+40%	171	142	+20.4%
New Listing Volume	\$1,467,000	\$1,160,900	+26.4%	\$49,448,199	\$38,546,499	+28.3%
Active Listing Count	24	46	-47.8%	N/A	N/A	
Active Listing Volume	\$7,188,599	\$12,835,399	-44%	N/A	N/A	
Average Listing Price	\$299,525	\$279,030	+7.3%	\$285,695	\$299,527	-4.6%
Median Listing Price	\$227,400	\$239,450	-5%	\$237,209	\$240,668	-1.4%
Median Days in RPR	96	250	-61.6%	99.42	135.39	-26.6%
Months of Inventory	1.3	4.6	-71%	4	9.2	-56.5%
Absorption Rate	75%	21.74%	+53.3%	25%	10.87%	+14.1%
Sales Activity Charts Metrics						
New Pending Sales Count	15	10	+50%	188	154	+22.1%
New Pending Sales Volume	\$3,444,400	\$1,983,700	+73.6%	\$50,486,299	\$41,522,659	+21.6%
Pending Sales Count	17	13	+30.8%	N/A	N/A	
Pending Sales Volume	\$5,068,300	\$2,299,500	+120.4%	N/A	N/A	
Closed Sales Count	8	6	+33.3%	154	122	+26.2%
Closed Sales Volume	\$2,009,000	\$2,098,500	-4.3%	\$41,447,100	\$32,545,464	+27.4%
Average Sales Price	\$251,125	\$349,750	-28.2%	\$269,137	\$266,766	+0.9%
Median Sales Price	\$249,250	\$290,000	-14.1%	\$237,395	\$228,775	+3.8%

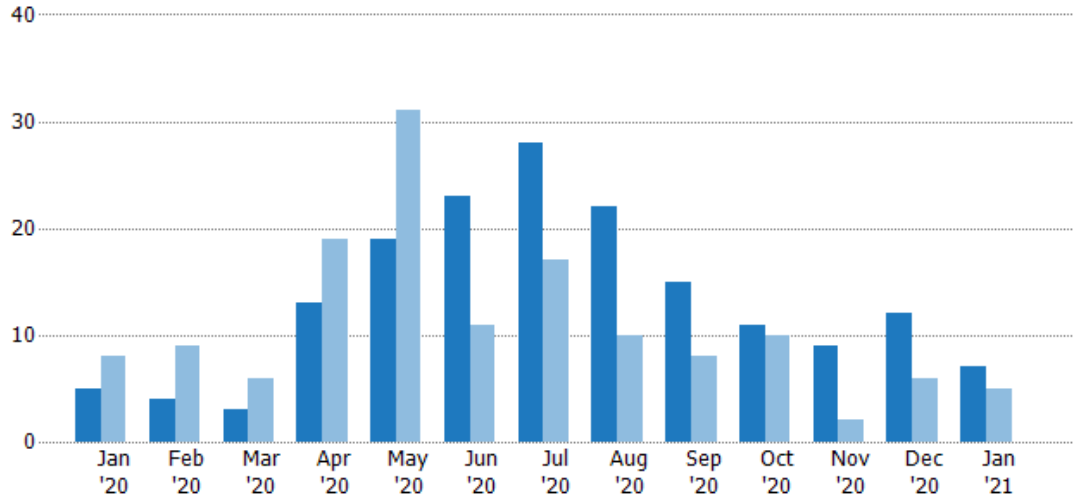
New Listings

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

Month/Year	Count	% Chg.
Jan '21	7	40%
Jan '20	5	-37.5%
Jan '19	8	-25%



Current Year	5	4	3	13	19	23	28	22	15	11	9	12	7
Prior Year	8	9	6	19	31	11	17	10	8	10	2	6	5
Percent Change from Prior Year	-38%	-56%	-50%	-32%	-39%	109%	65%	120%	88%	10%	350%	100%	40%

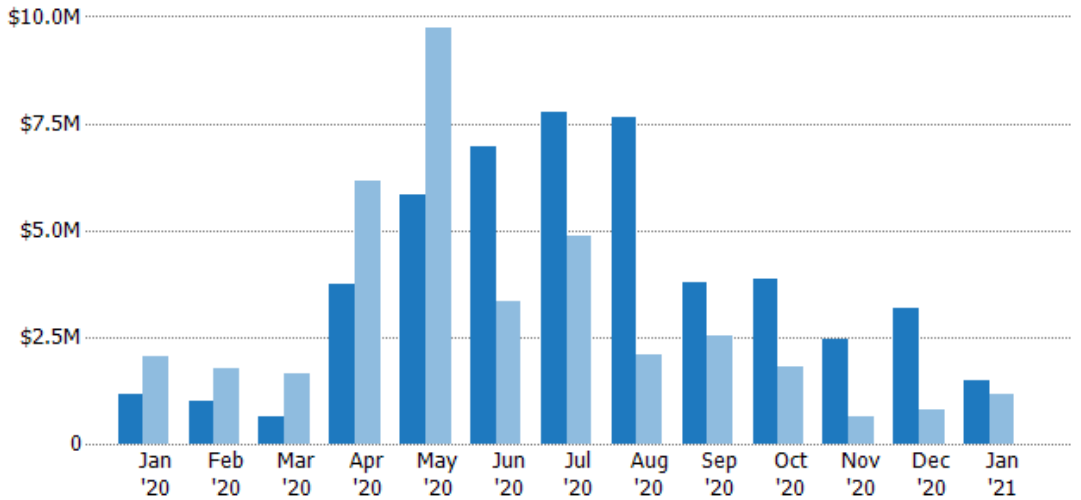
New Listing Volume

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.
Jan '21	\$1.47M	26.4%
Jan '20	\$1.16M	-43.3%
Jan '19	\$2.05M	-31.9%



Current Year	\$1.16M	\$988K	\$632K	\$3.74M	\$5.84M	\$6.97M	\$7.76M	\$7.64M	\$3.76M	\$3.85M	\$2.47M	\$3.18M	\$1.47M
Prior Year	\$2.05M	\$1.78M	\$1.63M	\$6.17M	\$9.73M	\$3.32M	\$4.85M	\$2.09M	\$2.52M	\$1.81M	\$655K	\$806K	\$1.16M
Percent Change from Prior Year	-43%	-45%	-61%	-39%	-40%	110%	60%	266%	49%	113%	277%	294%	26%

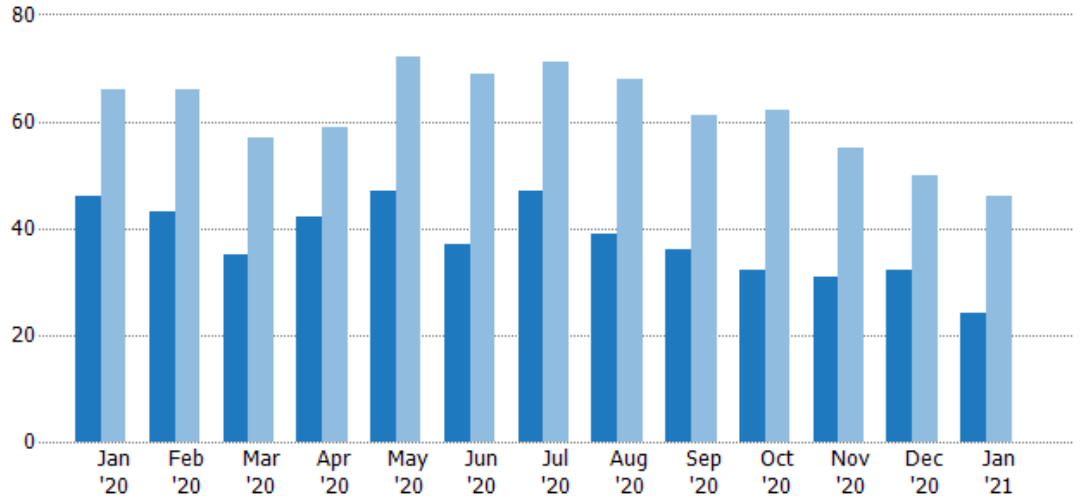
Active Listings

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.
Jan '21	24	-47.8%
Jan '20	46	-30.3%
Jan '19	66	1.5%



Current Year	46	43	35	42	47	37	47	39	36	32	31	32	24
Prior Year	66	66	57	59	72	69	71	68	61	62	55	50	46
Percent Change from Prior Year	-30%	-35%	-39%	-29%	-35%	-46%	-34%	-43%	-41%	-48%	-44%	-36%	-48%

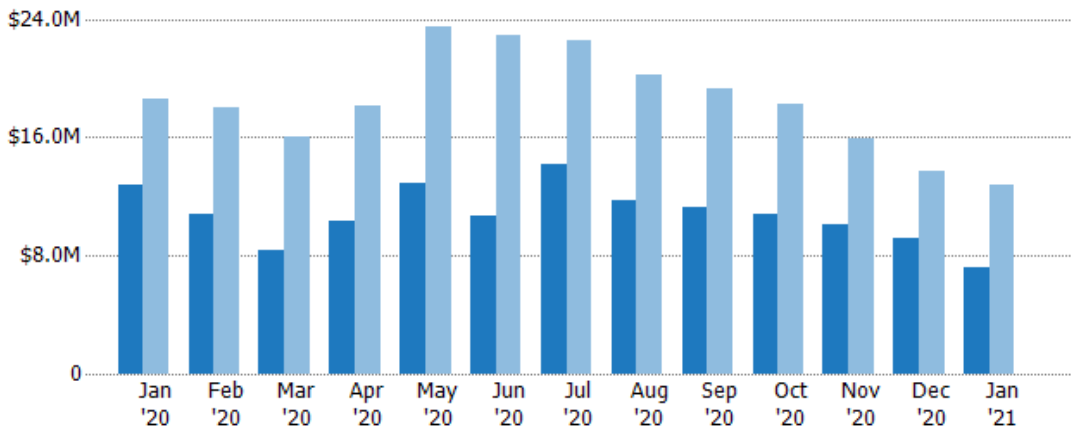
Active Listing Volume

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.
Jan '21	\$7.19M	-44%
Jan '20	\$12.8M	-31.2%
Jan '19	\$18.6M	2.4%



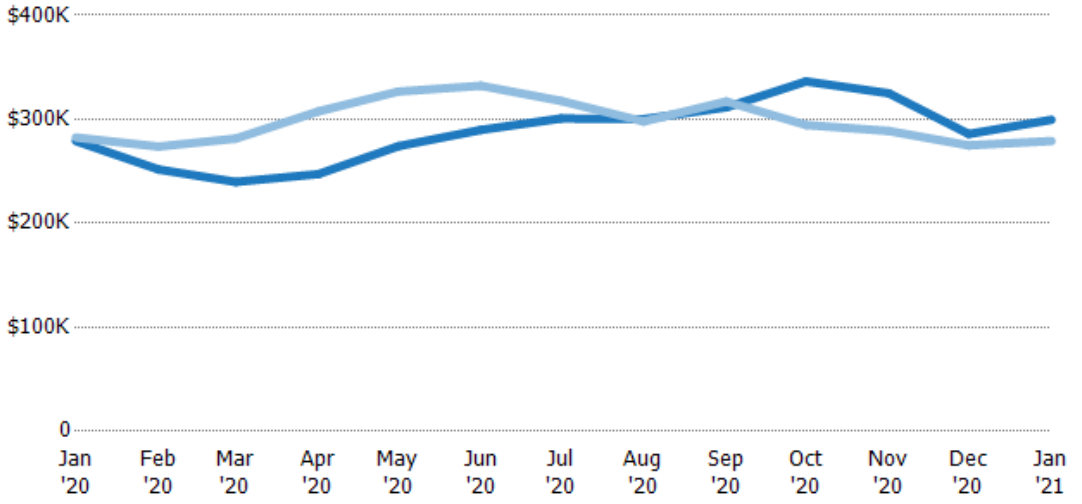
Current Year	\$12.8M	\$10.8M	\$8.39M	\$10.4M	\$12.9M	\$10.7M	\$14.1M	\$11.7M	\$11.2M	\$10.8M	\$10.1M	\$9.15M	\$7.19M
Prior Year	\$18.6M	\$18.1M	\$16M	\$18.1M	\$23.5M	\$22.9M	\$22.6M	\$20.3M	\$19.3M	\$18.3M	\$15.9M	\$13.7M	\$12.8M
Percent Change from Prior Year	-31%	-40%	-48%	-43%	-45%	-53%	-37%	-42%	-42%	-41%	-37%	-33%	-44%

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



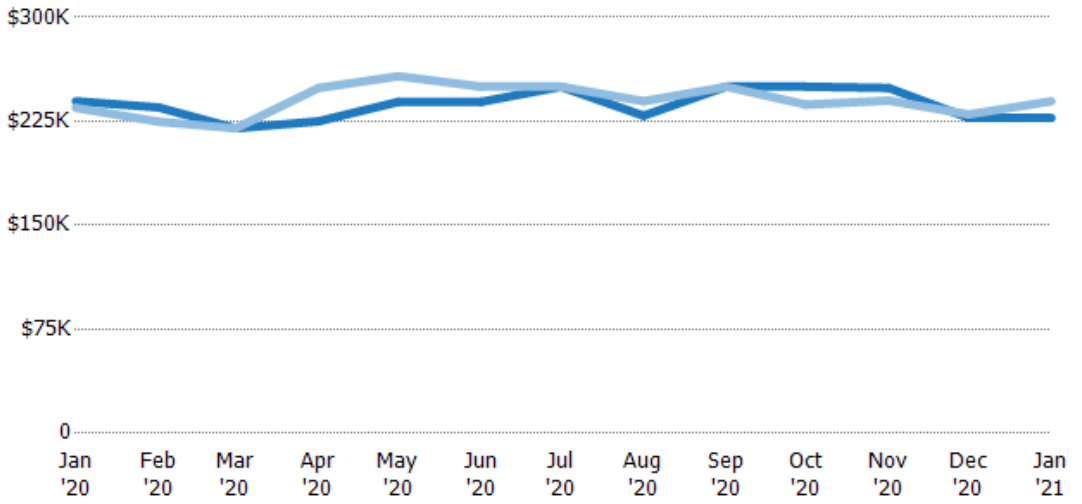
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '20	\$279K	\$282K	-1%
Feb '20	\$252K	\$274K	-8%
Mar '20	\$240K	\$281K	-15%
Apr '20	\$247K	\$308K	-20%
May '20	\$274K	\$327K	-16%
Jun '20	\$290K	\$332K	-13%
Jul '20	\$301K	\$318K	-5%
Aug '20	\$300K	\$298K	1%
Sep '20	\$311K	\$317K	-2%
Oct '20	\$336K	\$294K	14%
Nov '20	\$325K	\$289K	13%
Dec '20	\$286K	\$275K	4%
Jan '21	\$300K	\$279K	7%

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



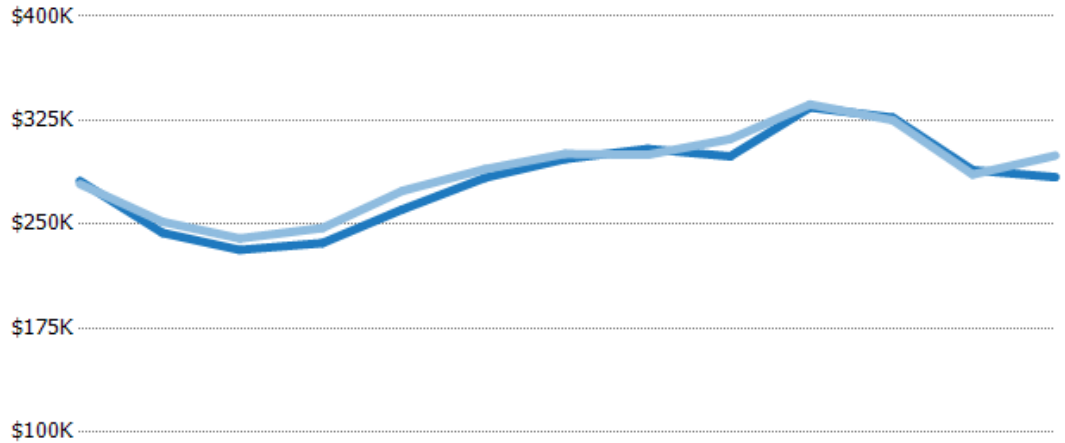
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '20	\$239K	\$235K	2%
Feb '20	\$235K	\$225K	5%
Mar '20	\$220K	\$220K	0%
Apr '20	\$225K	\$249K	-10%
May '20	\$239K	\$258K	-7%
Jun '20	\$239K	\$250K	-4%
Jul '20	\$250K	\$250K	0%
Aug '20	\$229K	\$239K	-4%
Sep '20	\$250K	\$250K	0%
Oct '20	\$250K	\$237K	5%
Nov '20	\$249K	\$240K	4%
Dec '20	\$227K	\$230K	-1%
Jan '21	\$227K	\$239K	-5%

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



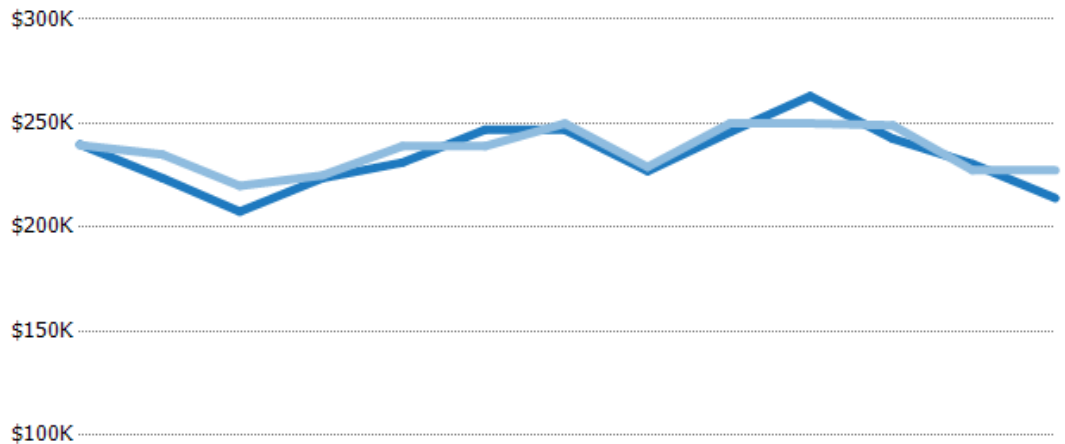
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$281K	\$244K	\$232K	\$236K	\$261K	\$284K	\$297K	\$304K	\$299K	\$334K	\$327K	\$289K	\$284K
Avg Listing Price	\$279K	\$252K	\$240K	\$247K	\$274K	\$290K	\$301K	\$300K	\$311K	\$336K	\$325K	\$286K	\$300K
Avg Listing Price as a % of Avg Est Value	99%	103%	104%	105%	105%	102%	101%	99%	104%	101%	99%	99%	105%

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



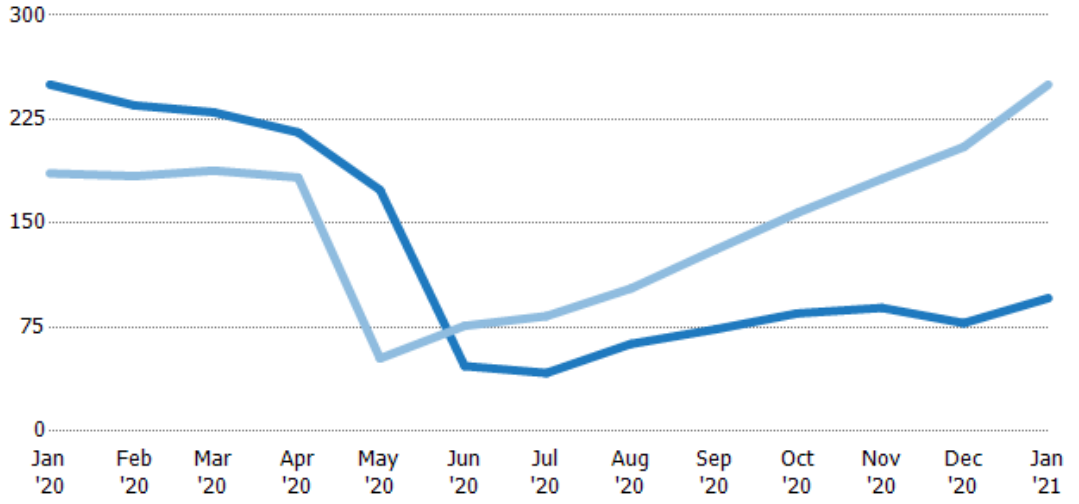
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$240K	\$224K	\$208K	\$224K	\$231K	\$247K	\$247K	\$227K	\$246K	\$263K	\$243K	\$230K	\$214K
Median Listing Price	\$239K	\$235K	\$220K	\$225K	\$239K	\$239K	\$250K	\$229K	\$250K	\$250K	\$249K	\$227K	\$227K
Med Listing Price as a % of Med Est Value	100%	105%	106%	101%	103%	97%	101%	101%	102%	95%	103%	99%	106%

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



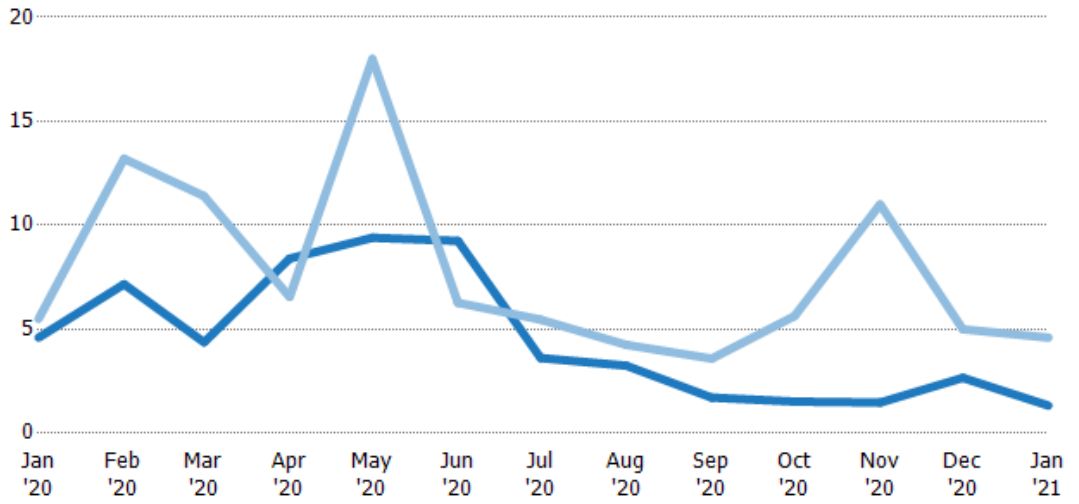
Month/Year	Days	% Chg.
Jan '21	96	-61.6%
Jan '20	250	34.4%
Jan '19	186	-12.4%

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



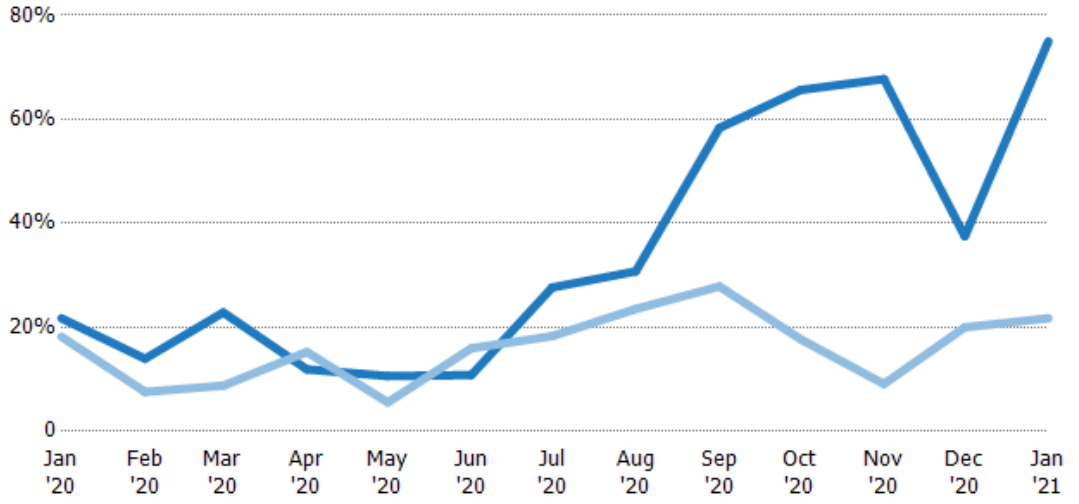
Month/Year	Months	% Chg.
Jan '21	1.33	-71%
Jan '20	4.6	-16.4%
Jan '19	5.5	35.4%

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



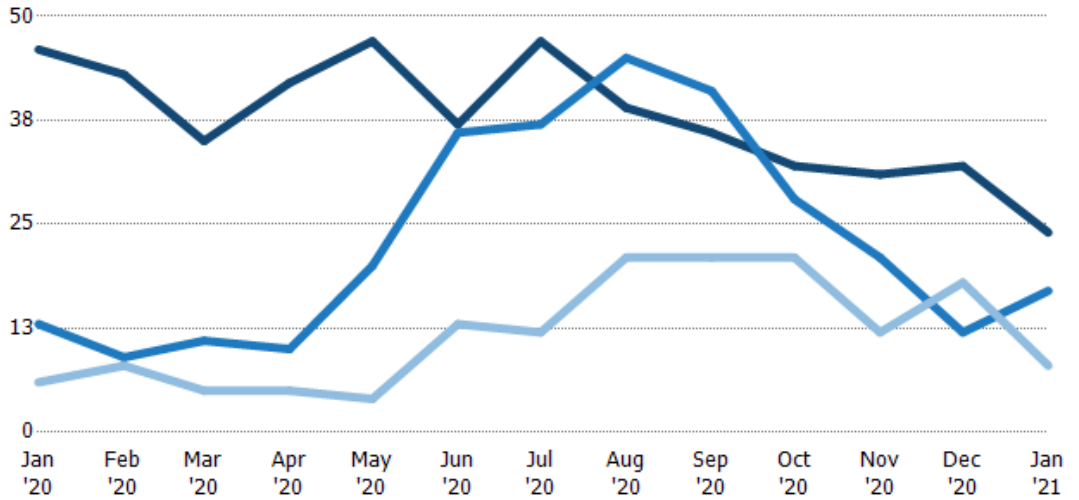
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	22%	14%	23%	12%	11%	11%	28%	31%	58%	66%	68%	38%	75%
Prior Year	18%	8%	9%	15%	6%	16%	18%	24%	28%	18%	9%	20%	22%
Change from Prior Year	-4%	-6%	-14%	3%	-5%	5%	-9%	-7%	-30%	-48%	-59%	-18%	-53%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	46	43	35	42	47	37	47	39	36	32	31	32	24
Pending	13	9	11	10	20	36	37	45	41	28	21	12	17
Sold	6	8	5	5	4	13	12	21	21	21	12	18	8

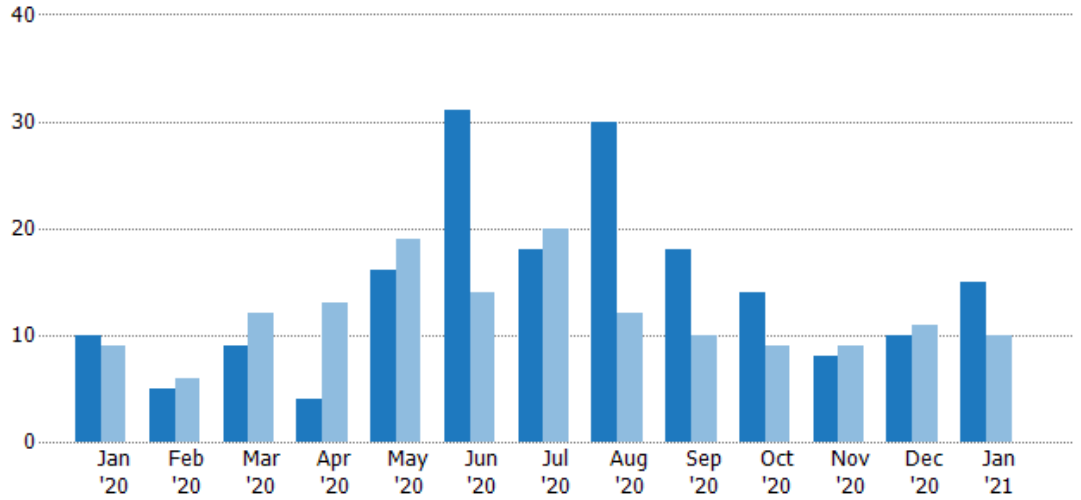
New Pending Sales

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.
Jan '21	15	50%
Jan '20	10	11.1%
Jan '19	9	-66.7%



Current Year	10	5	9	4	16	31	18	30	18	14	8	10	15
Prior Year	9	6	12	13	19	14	20	12	10	9	9	11	10
Percent Change from Prior Year	11%	-17%	-25%	-69%	-16%	121%	-10%	150%	80%	56%	-11%	-9%	50%

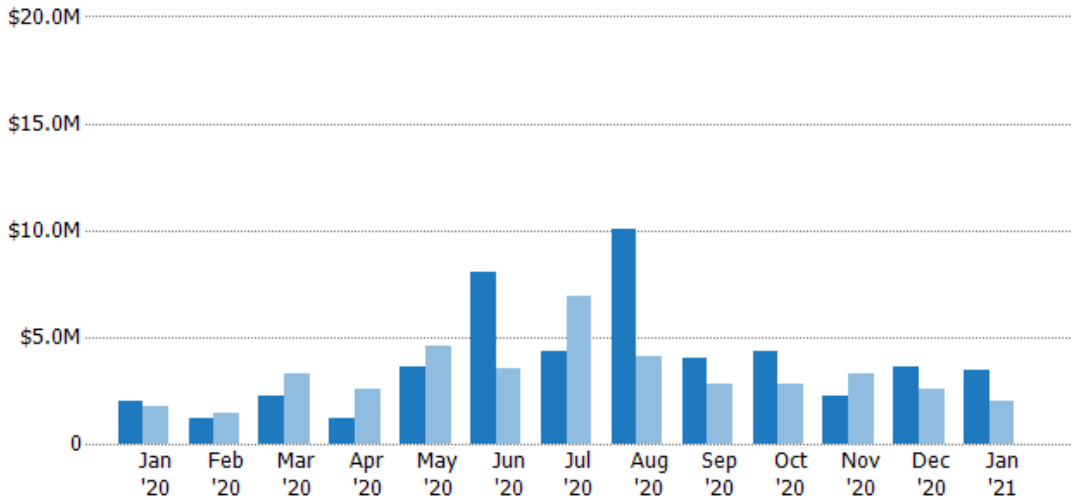
New Pending Sales Volume

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.
Jan '21	\$3.44M	73.6%
Jan '20	\$1.98M	11.9%
Jan '19	\$1.77M	-67.9%



Current Year	\$1.98M	\$1.2M	\$2.28M	\$1.18M	\$3.65M	\$8.07M	\$4.34M	\$10.1M	\$4.04M	\$4.32M	\$2.25M	\$3.65M	\$3.44M
Prior Year	\$1.77M	\$1.47M	\$3.3M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M	\$2.78M	\$3.25M	\$2.6M	\$1.98M
Percent Change from Prior Year	12%	-19%	-31%	-54%	-20%	131%	-37%	148%	45%	55%	-31%	41%	74%

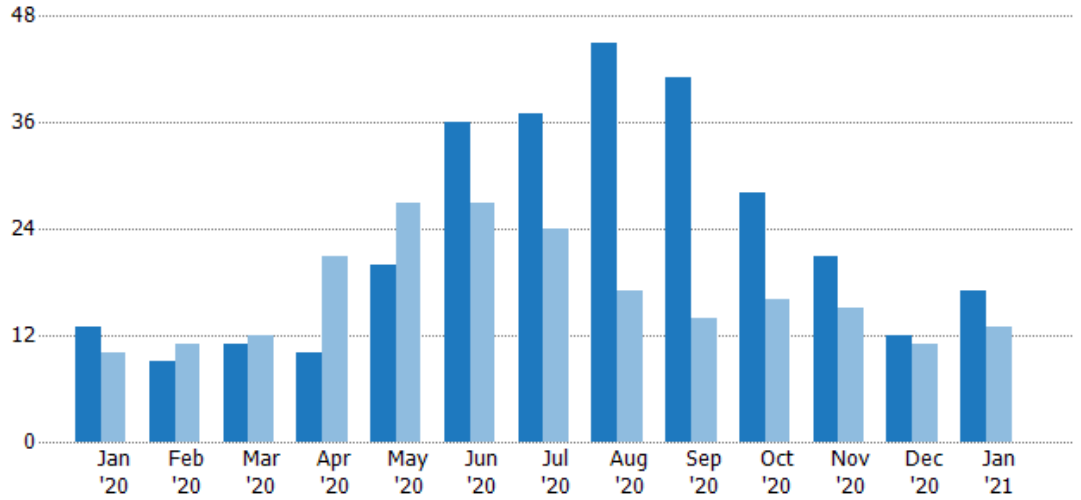
Pending Sales

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.
Jan '21	17	30.8%
Jan '20	13	30%
Jan '19	10	0%



Current Year	13	9	11	10	20	36	37	45	41	28	21	12	17
Prior Year	10	11	12	21	27	27	24	17	14	16	15	11	13
Percent Change from Prior Year	30%	-18%	-8%	-52%	-26%	33%	54%	165%	193%	75%	40%	9%	31%

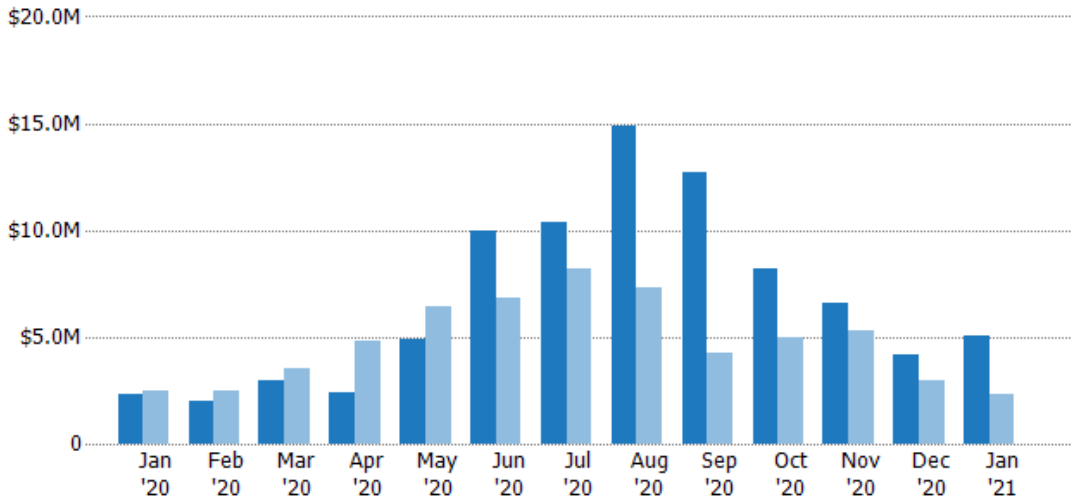
Pending Sales Volume

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.
Jan '21	\$5.07M	120.4%
Jan '20	\$2.3M	-7.7%
Jan '19	\$2.49M	16.4%



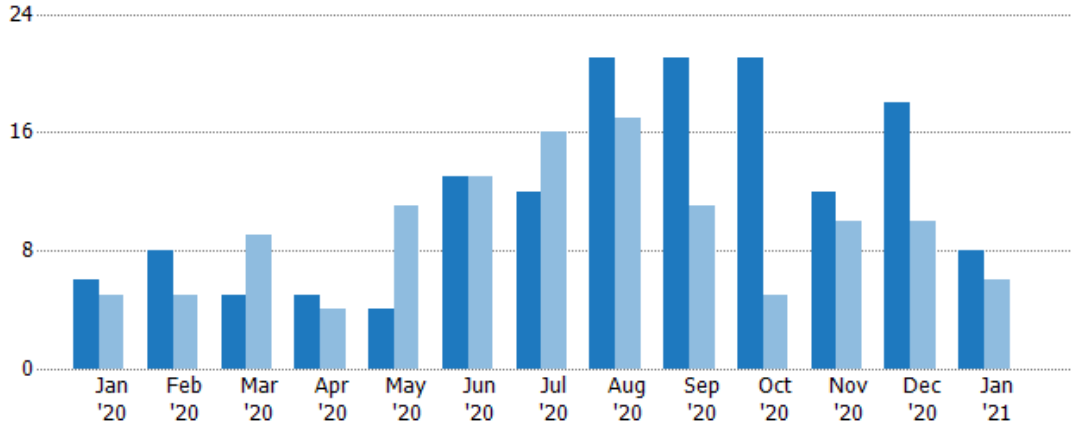
Current Year	\$2.3M	\$2.01M	\$2.96M	\$2.43M	\$4.88M	\$9.99M	\$10.3M	\$14.8M	\$12.7M	\$8.19M	\$6.6M	\$4.16M	\$5.07M
Prior Year	\$2.49M	\$2.48M	\$3.52M	\$4.8M	\$6.43M	\$6.87M	\$8.19M	\$7.32M	\$4.22M	\$4.97M	\$5.33M	\$2.99M	\$2.3M
Percent Change from Prior Year	-8%	-19%	-16%	-49%	-24%	45%	26%	103%	200%	65%	24%	39%	120%

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



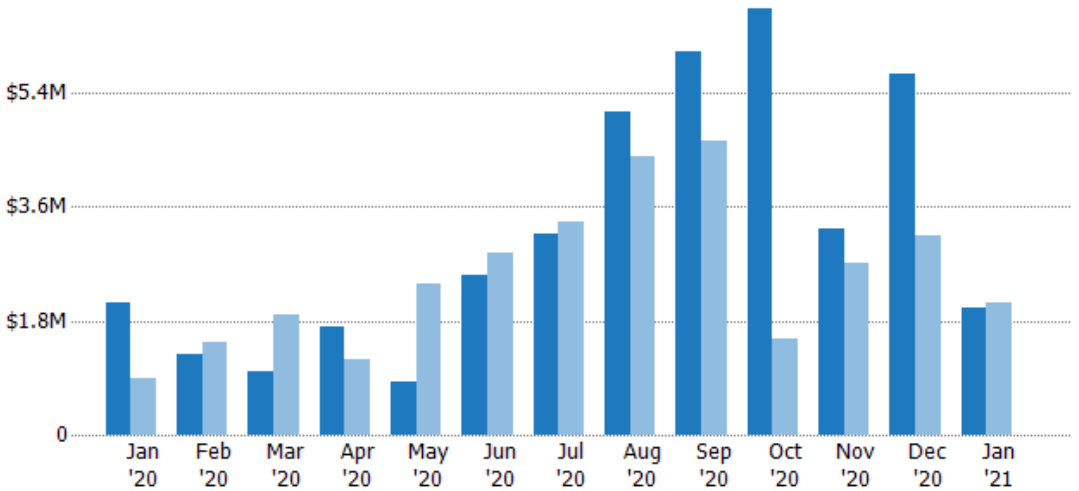
Month/Year	Count	% Chg.
Jan '21	8	33.3%
Jan '20	6	20%
Jan '19	5	-40%

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



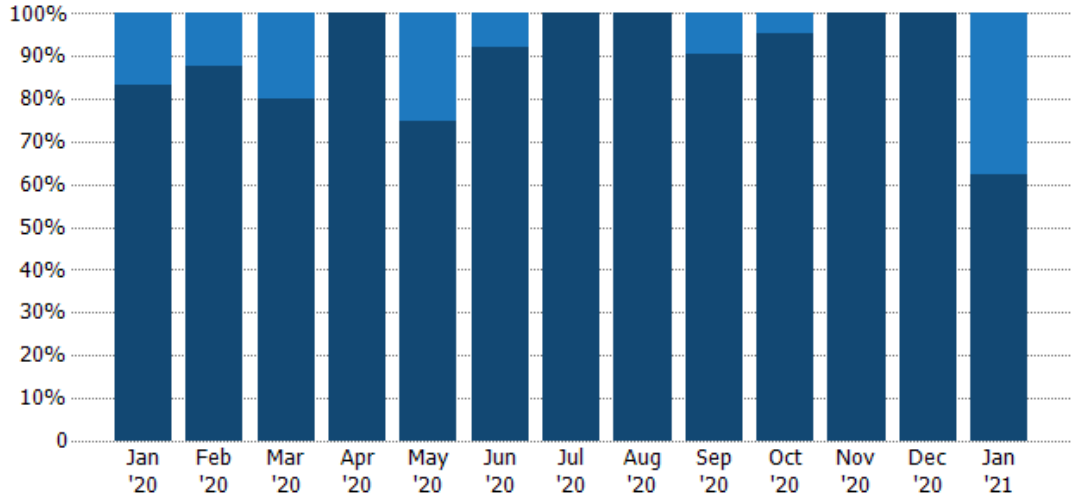
Month/Year	Volume	% Chg.
Jan '21	\$2.01M	-4.3%
Jan '20	\$2.1M	138%
Jan '19	\$882K	-27.3%

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



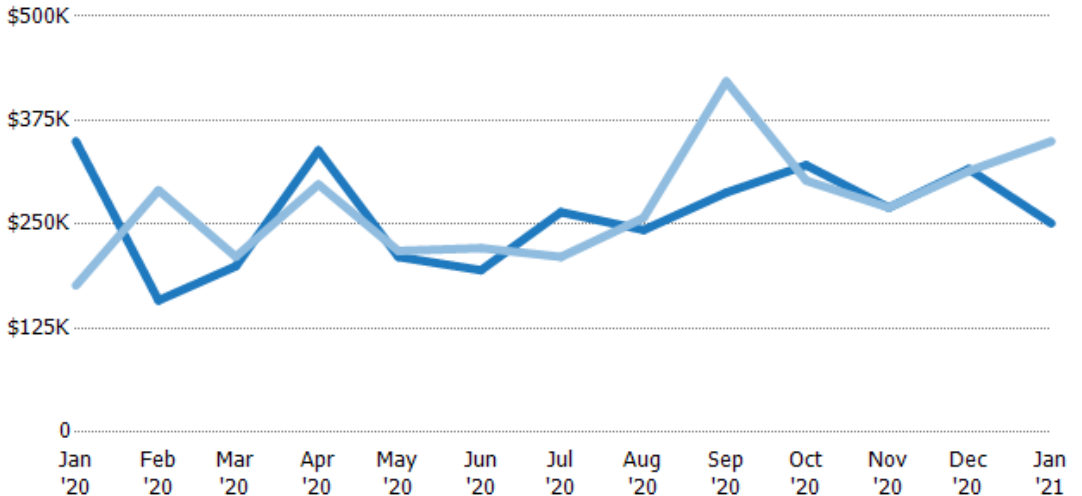
Condo/Townhouse	17%	13%	20%	-	25%	8%	-	-	10%	5%	-	-	38%
Single Family Residence	83%	88%	80%	100%	75%	92%	100%	100%	90%	95%	100%	100%	63%

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



Current Year	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$321K	\$270K	\$316K	\$251K
Prior Year	\$176K	\$291K	\$211K	\$298K	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K
Percent Change from Prior Year	98%	-46%	-5%	14%	-3%	-12%	26%	-6%	-32%	6%	0%	1%	-28%

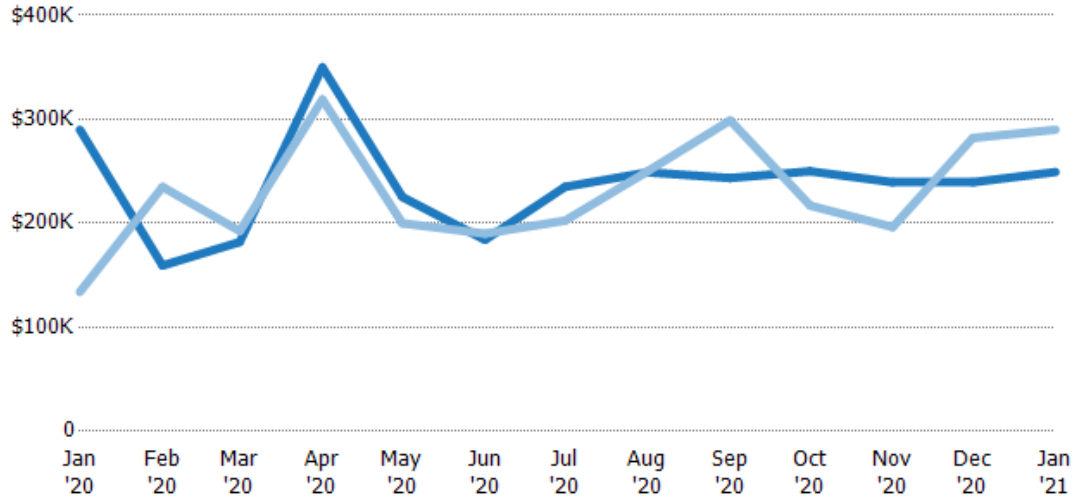
Median Sales Price

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.
Jan '21	\$249K	-14.1%
Jan '20	\$290K	116.4%
Jan '19	\$134K	10.4%



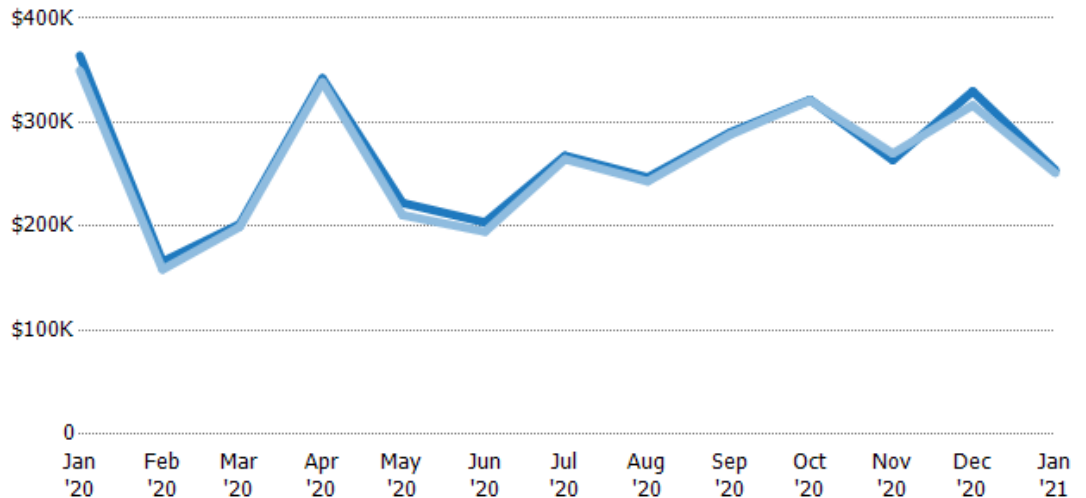
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K	\$244K	\$250K	\$240K	\$240K	\$249K
Prior Year	\$134K	\$235K	\$193K	\$319K	\$200K	\$190K	\$203K	\$250K	\$299K	\$217K	\$196K	\$282K	\$290K
Percent Change from Prior Year	116%	-32%	-5%	10%	13%	-3%	16%	0%	-19%	15%	22%	-15%	-14%

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



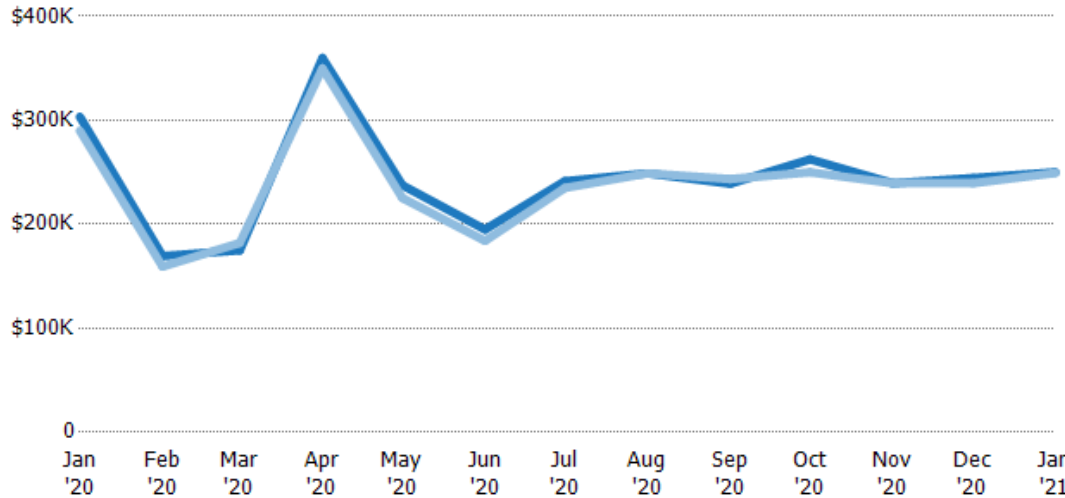
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K	\$290K	\$322K	\$264K	\$330K	\$254K
Avg Sales Price	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$321K	\$270K	\$316K	\$251K
Avg Sales Price as a % of Avg List Price	96%	96%	99%	99%	95%	96%	99%	98%	99%	100%	102%	96%	99%

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



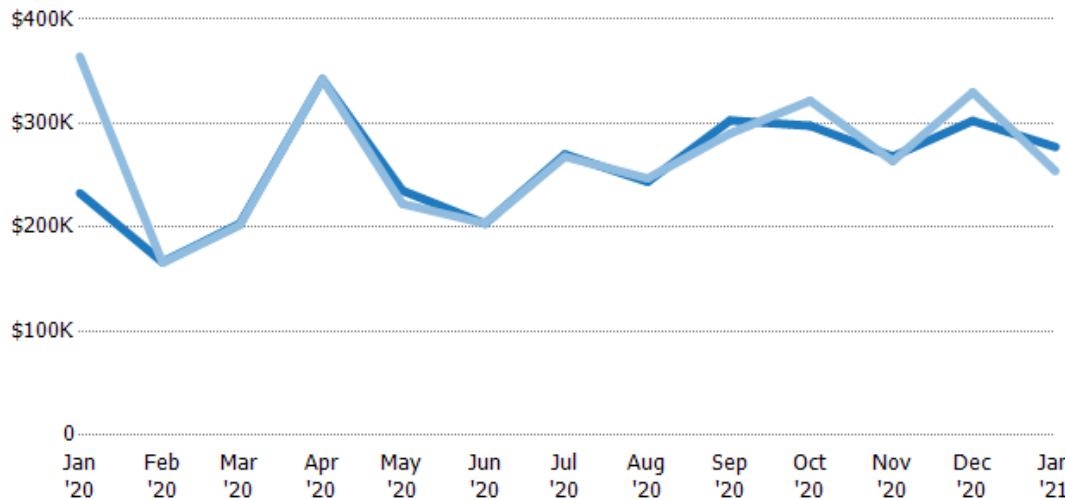
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$303K	\$169K	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K	\$239K	\$263K	\$240K	\$245K	\$250K
Median Sales Price	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K	\$244K	\$250K	\$240K	\$240K	\$249K
Med Sales Price as a % of Med List Price	96%	94%	104%	97%	95%	94%	97%	100%	102%	95%	100%	98%	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



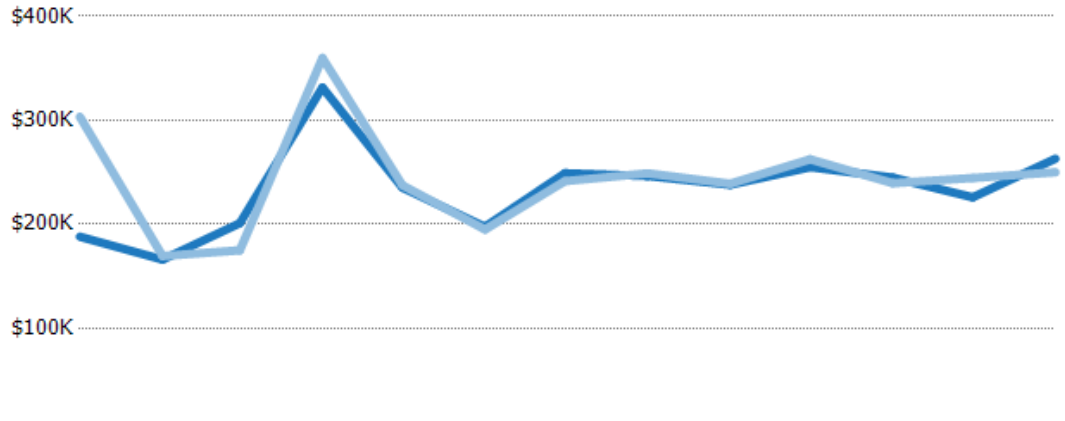
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$233K	\$167K	\$203K	\$342K	\$235K	\$204K	\$270K	\$244K	\$303K	\$298K	\$268K	\$302K	\$277K
Avg Sales Price	\$364K	\$166K	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K	\$290K	\$322K	\$264K	\$330K	\$254K
Avg Sales Price as a % of Avg Est Value	156%	100%	99%	100%	95%	100%	99%	101%	96%	108%	98%	109%	92%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$188K	\$166K	\$201K	\$332K	\$235K	\$198K	\$249K	\$246K	\$238K	\$255K	\$245K	\$226K	\$263K
Median Sales Price	\$303K	\$169K	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K	\$239K	\$263K	\$240K	\$245K	\$250K
Med Sales Price as a % of Med Est Value	161%	102%	87%	109%	101%	99%	97%	101%	100%	103%	98%	108%	95%