

Summary of Key Listing and Sales Metrics

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

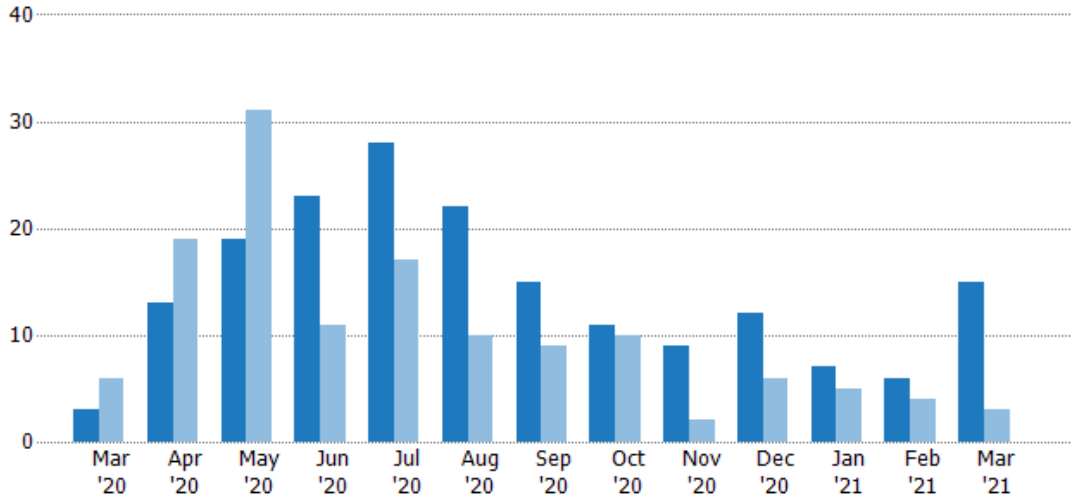
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	3	+400%	28	12	+133.3%
New Listing Volume	\$4,590,300	\$632,400	+625.9%	\$7,367,600	\$2,781,300	+164.9%
Active Listing Count	17	39	-56.4%	N/A	N/A	
Active Listing Volume	\$5,887,800	\$9,276,699	-36.5%	N/A	N/A	
Average Listing Price	\$346,341	\$237,864	+45.6%	\$309,049	\$254,988	+21.2%
Median Listing Price	\$280,000	\$215,000	+30.2%	\$240,890	\$227,330	+6%
Median Days in RPR	43	222	-80.6%	71.48	226	-68.4%
Months of Inventory	17	4.9	+248.7%	3.5	7.3	-51.4%
Absorption Rate	5.88%	20.51%	-14.6%	28.36%	13.77%	+14.6%
Sales Activity Charts Metrics						
New Pending Sales Count	18	9	+100%	43	24	+79.2%
New Pending Sales Volume	\$4,453,600	\$2,277,900	+95.5%	\$10,132,800	\$5,457,199	+85.7%
Pending Sales Count	24	11	+118.2%	N/A	N/A	
Pending Sales Volume	\$6,108,500	\$2,956,300	+106.6%	N/A	N/A	
Closed Sales Count	15	5	+200%	25	19	+31.6%
Closed Sales Volume	\$4,239,600	\$997,650	+325%	\$6,542,600	\$4,363,650	+49.9%
Average Sales Price	\$282,640	\$199,530	+41.7%	\$261,704	\$229,666	+13.9%
Median Sales Price	\$210,000	\$182,000	+15.4%	\$222,260	\$206,547	+7.6%

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



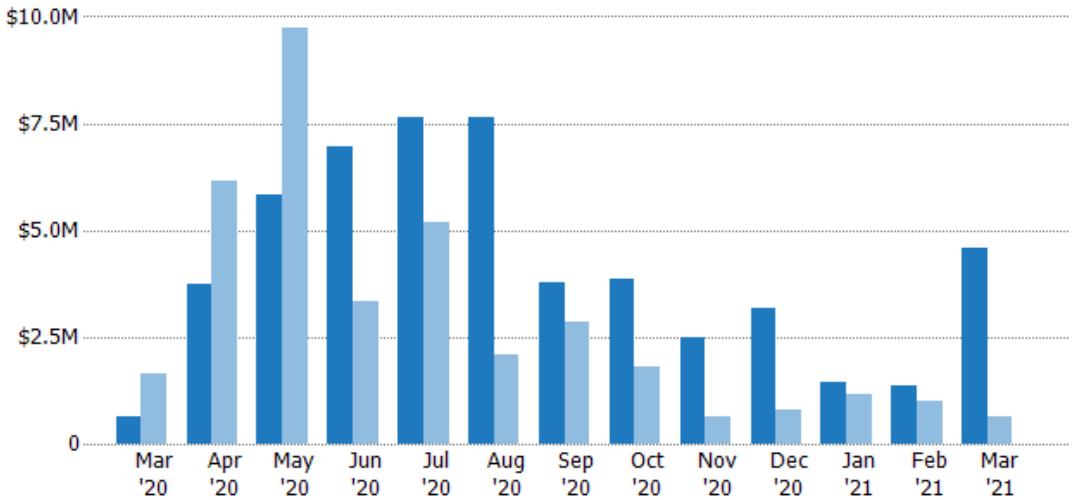
Month/Year	Count	% Chg.
Mar '21	15	400%
Mar '20	3	-50%
Mar '19	6	66.7%

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



Month/Year	Volume	% Chg.
Mar '21	\$4.59M	625.9%
Mar '20	\$632K	-61.1%
Mar '19	\$1.63M	42.3%

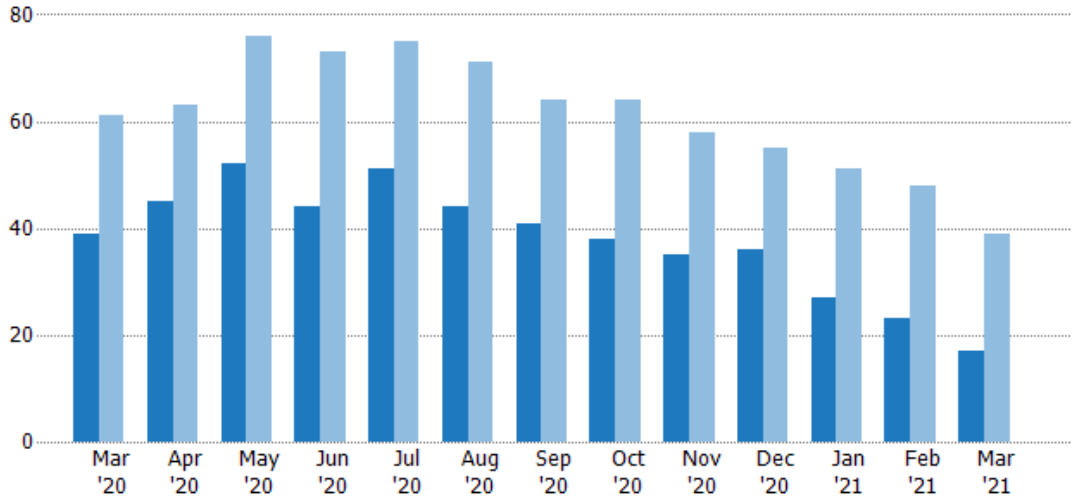
Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	17	-56.4%
Mar '20	39	-36.1%
Mar '19	61	4.9%



Current Year	39	45	52	44	51	44	41	38	35	36	27	23	17
Prior Year	61	63	76	73	75	71	64	64	58	55	51	48	39
Percent Change from Prior Year	-36%	-29%	-32%	-40%	-32%	-38%	-36%	-41%	-40%	-35%	-47%	-52%	-56%

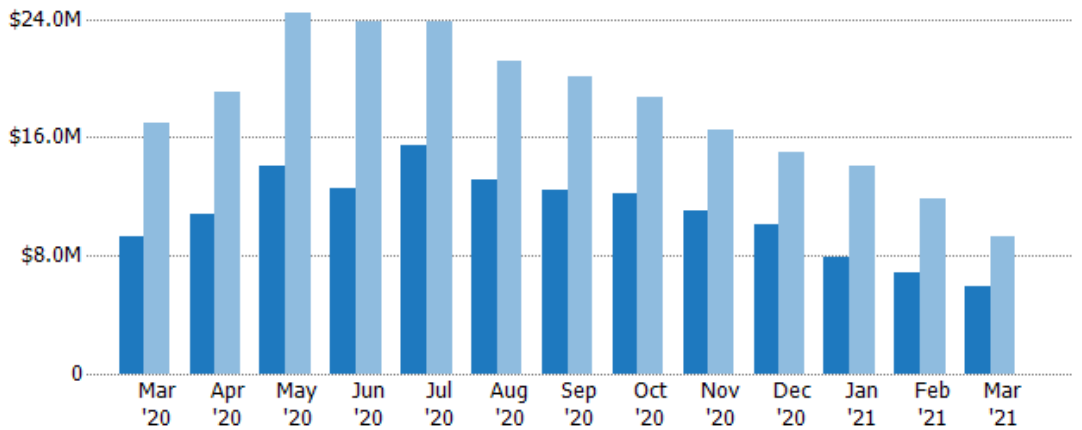
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$5.89M	-36.5%
Mar '20	\$9.28M	-45.4%
Mar '19	\$17M	9.5%



Current Year	\$9.28M	\$10.8M	\$14.1M	\$12.5M	\$15.4M	\$13.2M	\$12.4M	\$12.2M	\$11M	\$10.1M	\$7.94M	\$6.88M	\$5.89M
Prior Year	\$17M	\$19.1M	\$24.5M	\$23.9M	\$23.8M	\$21.1M	\$20.1M	\$18.8M	\$16.5M	\$15M	\$14.1M	\$11.9M	\$9.28M
Percent Change from Prior Year	-45%	-43%	-42%	-47%	-35%	-38%	-38%	-35%	-33%	-33%	-44%	-42%	-37%

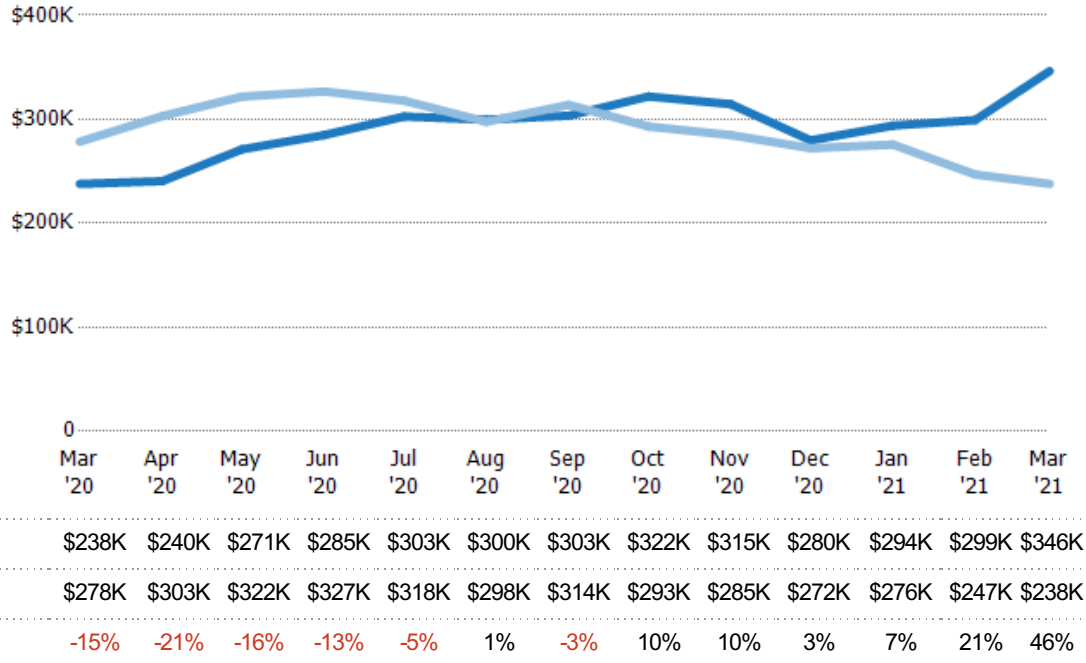
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$346K	45.6%
Mar '20	\$238K	-14.6%
Mar '19	\$278K	4.3%



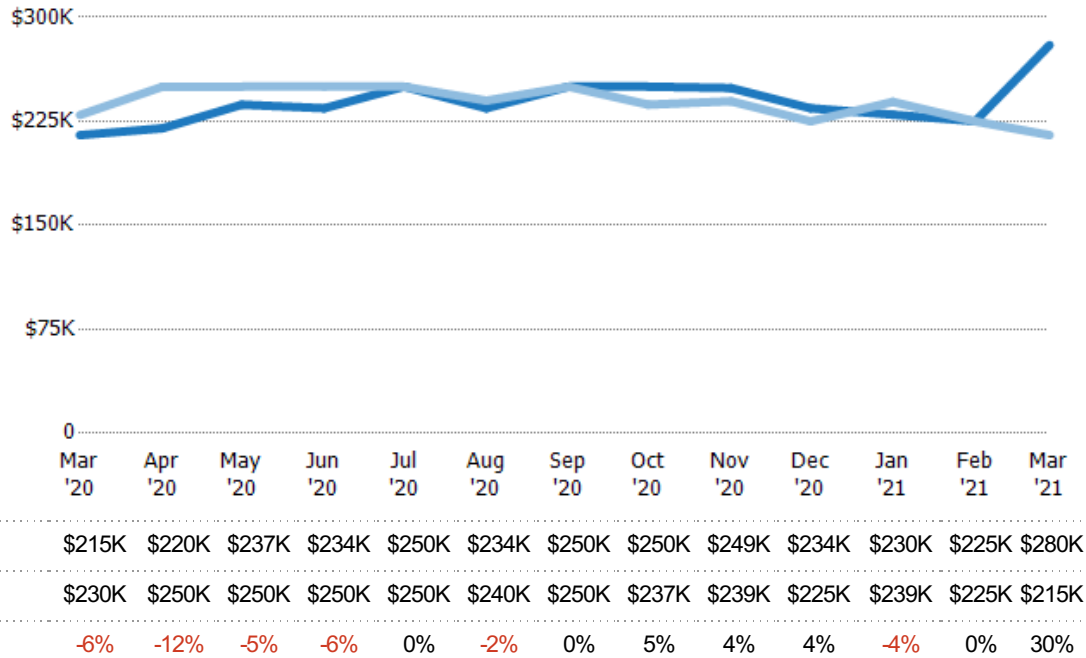
Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$280K	30.2%
Mar '20	\$215K	-6.3%
Mar '19	\$230K	1.3%

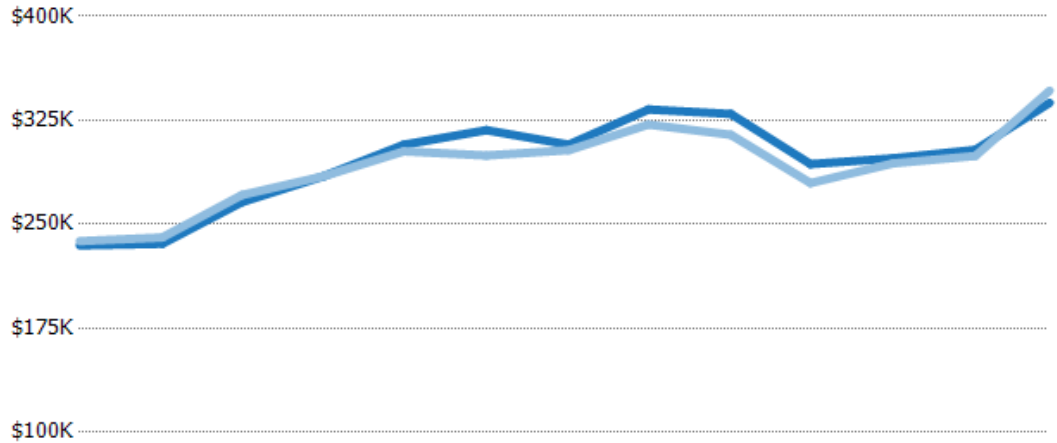


Average Listing Price vs Average Est Value

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



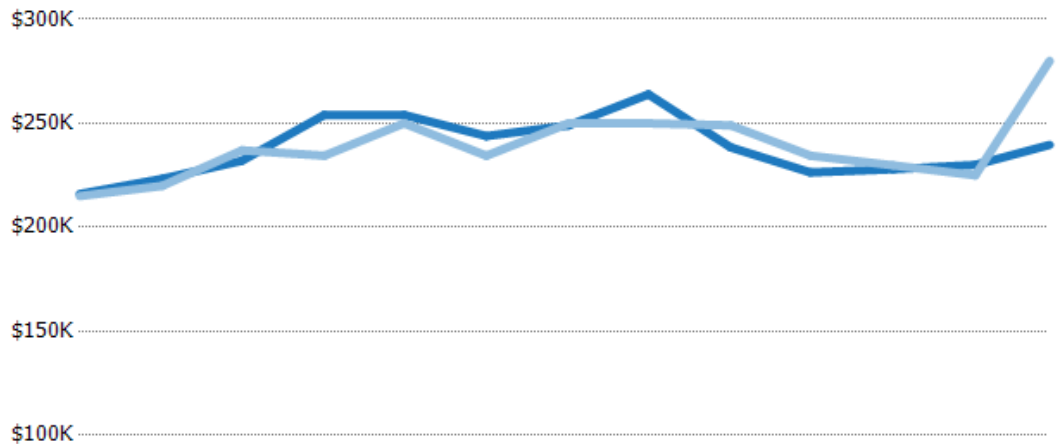
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$235K	\$236K	\$266K	\$285K	\$307K	\$318K	\$307K	\$333K	\$330K	\$293K	\$298K	\$304K	\$338K
Avg Listing Price	\$238K	\$240K	\$271K	\$285K	\$303K	\$300K	\$303K	\$322K	\$315K	\$280K	\$294K	\$299K	\$346K
Avg Listing Price as a % of Avg Est Value	101%	102%	102%	100%	98%	94%	99%	97%	95%	95%	99%	99%	103%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$216K	\$223K	\$232K	\$254K	\$254K	\$244K	\$249K	\$264K	\$238K	\$226K	\$228K	\$230K	\$240K
Median Listing Price	\$215K	\$220K	\$237K	\$234K	\$250K	\$234K	\$250K	\$250K	\$249K	\$234K	\$230K	\$225K	\$280K
Med Listing Price as a % of Med Est Value	100%	98%	102%	92%	98%	96%	100%	95%	104%	104%	101%	98%	117%

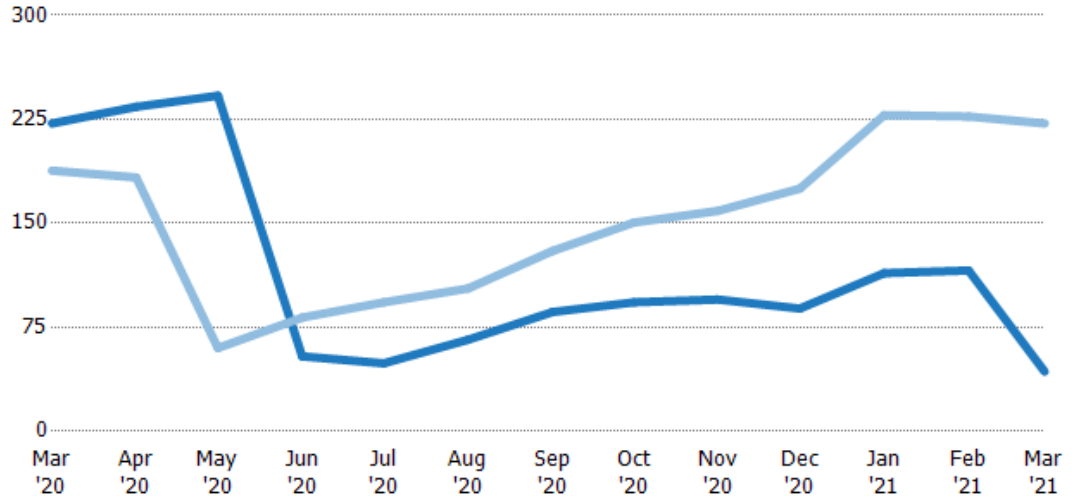
Median Days in RPR

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

Month/ Year	Days	% Chg.
Mar '21	43	-80.6%
Mar '20	222	18.1%
Mar '19	188	-1.9%



Current Year	222	234	242	54	49	66	86	93	95	88.5	114	116	43
Prior Year	188	183	60	82	93	103	130	151	159	175	228	227	222
Percent Change from Prior Year	18%	28%	303%	-34%	-47%	-36%	-34%	-38%	-40%	-49%	-50%	-49%	-81%

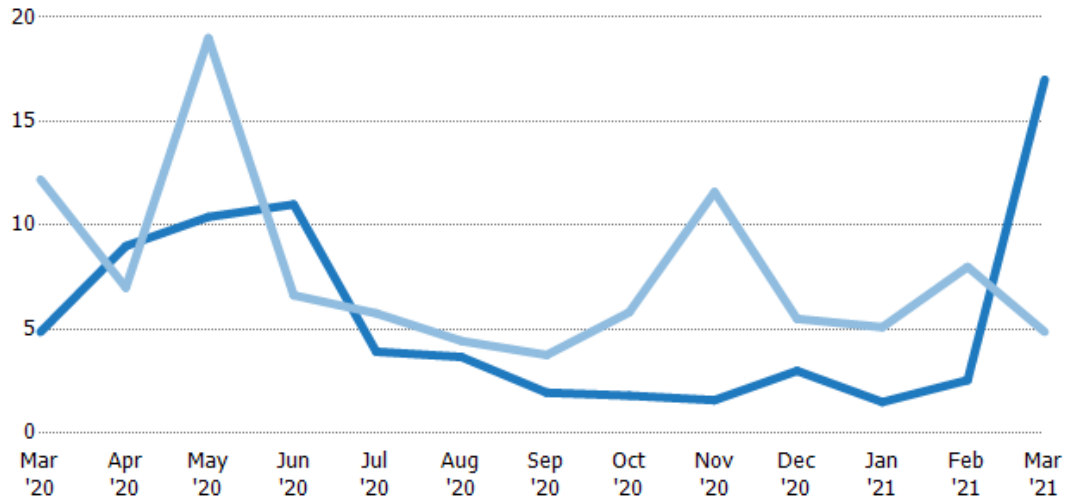
Months of Inventory

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

Month/ Year	Months	% Chg.
Mar '21	17	248.7%
Mar '20	4.88	-60%
Mar '19	12.2	-25.1%



Current Year	4.88	9	10.4	11	3.92	3.67	1.95	1.81	1.59	3	1.5	2.56	17
Prior Year	12.2	7	19	6.64	5.77	4.44	3.76	5.82	11.6	5.5	5.1	8	4.88
Percent Change from Prior Year	-60%	29%	-45%	66%	-32%	-17%	-48%	-69%	-86%	-45%	-71%	-68%	249%

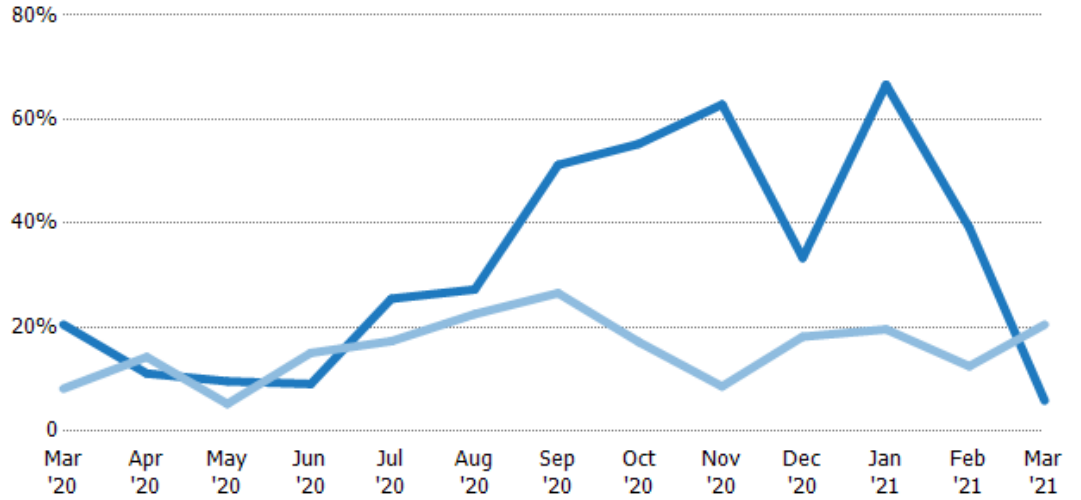
Absorption Rate

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

Month/Year	Rate	Chg.
Mar '21	6%	14.6%
Mar '20	21%	-12.3%
Mar '19	8%	33.5%



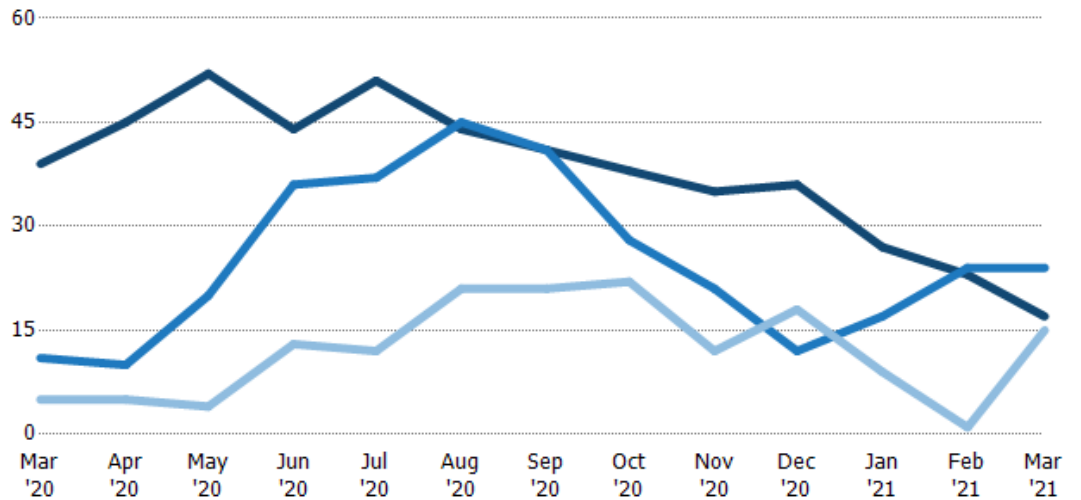
Current Year	21%	11%	10%	9%	25%	27%	51%	55%	63%	33%	67%	39%	6%
Prior Year	8%	14%	5%	15%	17%	23%	27%	17%	9%	18%	20%	13%	21%
Change from Prior Year	-12%	3%	-4%	6%	-8%	-5%	-25%	-38%	-54%	-15%	-47%	-27%	15%

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



Active	39	45	52	44	51	44	41	38	35	36	27	23	17
Pending	11	10	20	36	37	45	41	28	21	12	17	24	24
Sold	5	5	4	13	12	21	21	22	12	18	9	1	15

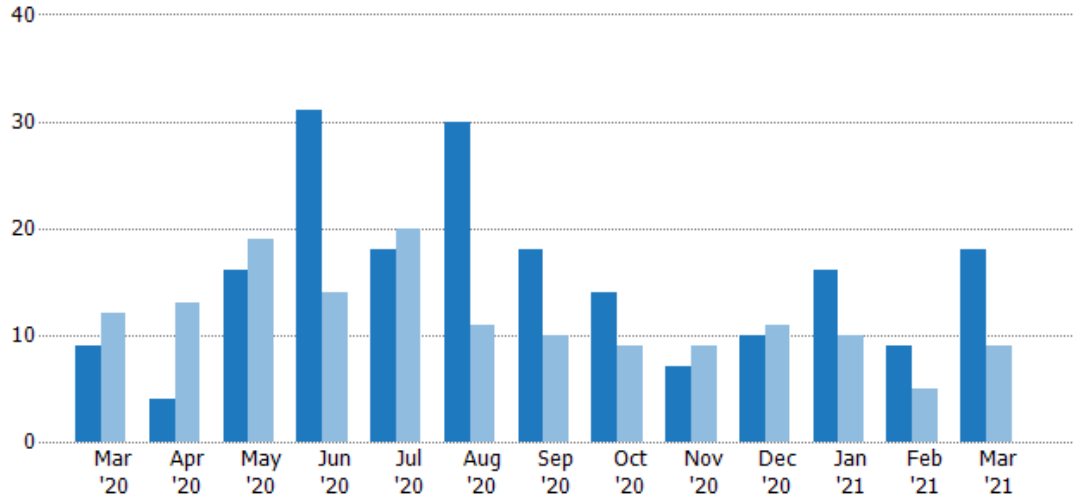
New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	18	100%
Mar '20	9	-25%
Mar '19	12	-25%



Current Year	9	4	16	31	18	30	18	14	7	10	16	9	18
Prior Year	12	13	19	14	20	11	10	9	9	11	10	5	9
Percent Change from Prior Year	-25%	-69%	-16%	121%	-10%	173%	80%	56%	-22%	-9%	60%	80%	100%

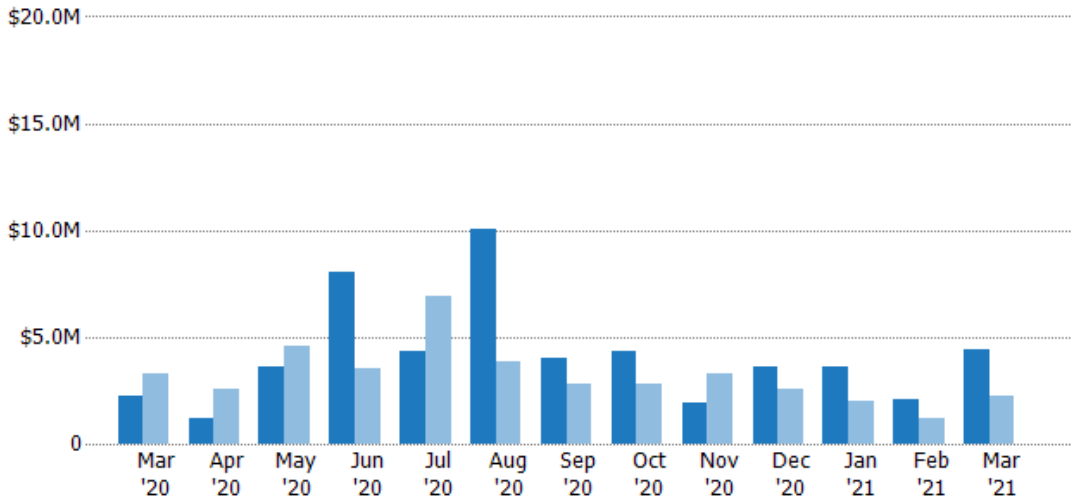
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$4.45M	95.5%
Mar '20	\$2.28M	-31%
Mar '19	\$3.3M	-46.4%



Current Year	\$2.28M	\$1.18M	\$3.65M	\$8.07M	\$4.34M	\$10.1M	\$4.04M	\$4.32M	\$1.92M	\$3.65M	\$3.58M	\$2.1M	\$4.45M
Prior Year	\$3.3M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$3.87M	\$2.78M	\$2.78M	\$3.25M	\$2.6M	\$1.98M	\$1.2M	\$2.28M
Percent Change from Prior Year	-31%	-54%	-20%	131%	-37%	160%	45%	55%	-41%	41%	80%	76%	96%

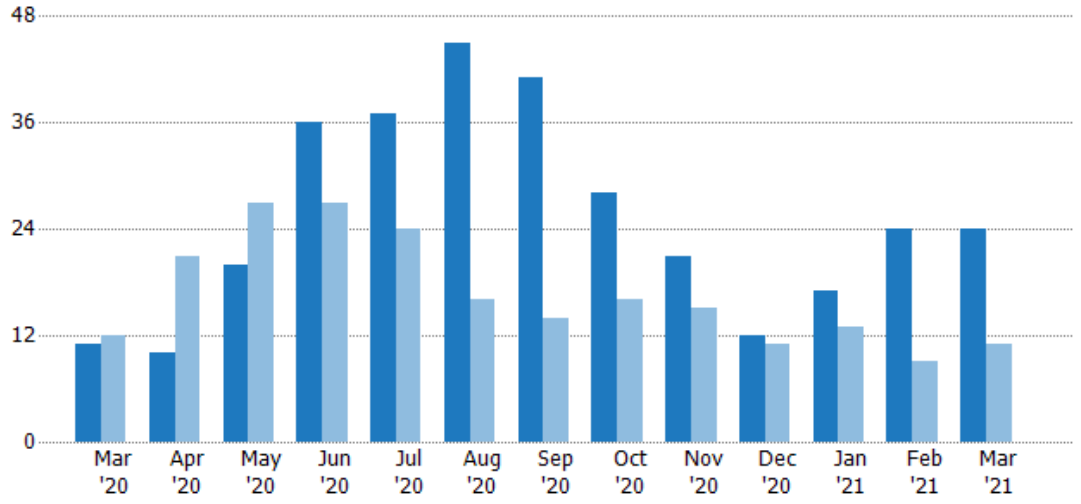
Pending Sales

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

Month/ Year	Count	% Chg.
Mar '21	24	118.2%
Mar '20	11	-8.3%
Mar '19	12	-16.7%



Current Year	11	10	20	36	37	45	41	28	21	12	17	24	24
Prior Year	12	21	27	27	24	16	14	16	15	11	13	9	11
Percent Change from Prior Year	-8%	-52%	-26%	33%	54%	181%	193%	75%	40%	9%	31%	167%	118%

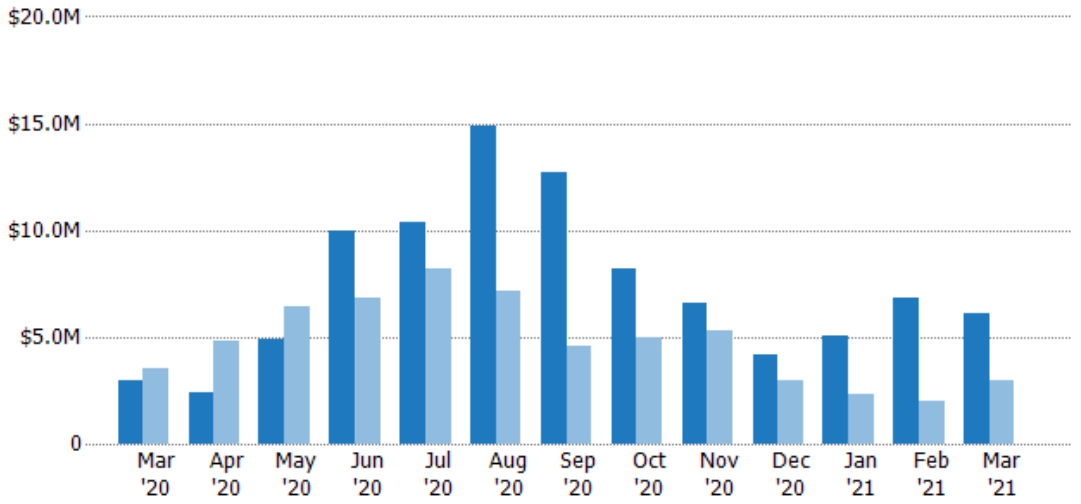
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$6.11M	106.6%
Mar '20	\$2.96M	-15.9%
Mar '19	\$3.52M	-45.4%



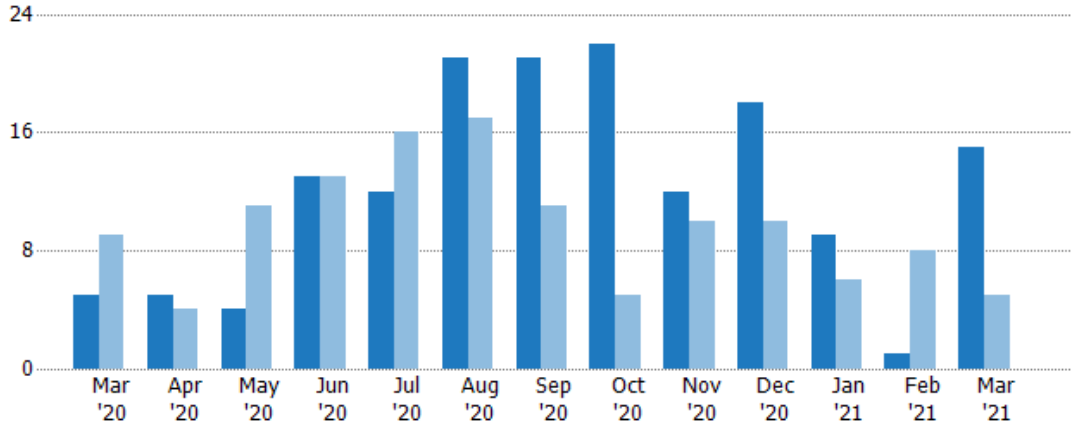
Current Year	\$2.96M	\$2.43M	\$4.88M	\$9.99M	\$10.3M	\$14.8M	\$12.7M	\$8.19M	\$6.6M	\$4.16M	\$5.07M	\$6.85M	\$6.11M
Prior Year	\$3.52M	\$4.8M	\$6.43M	\$6.87M	\$8.19M	\$7.14M	\$4.58M	\$4.97M	\$5.33M	\$2.99M	\$2.3M	\$2.01M	\$2.96M
Percent Change from Prior Year	-16%	-49%	-24%	45%	26%	108%	177%	65%	24%	39%	120%	241%	107%

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



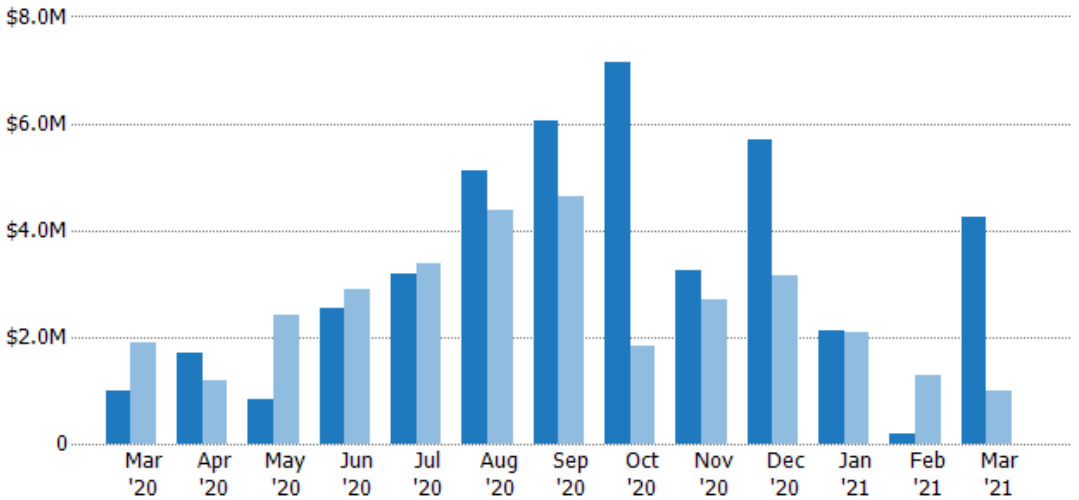
Month/Year	Count	% Chg.
Mar '21	15	200%
Mar '20	5	-44.4%
Mar '19	9	0%

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



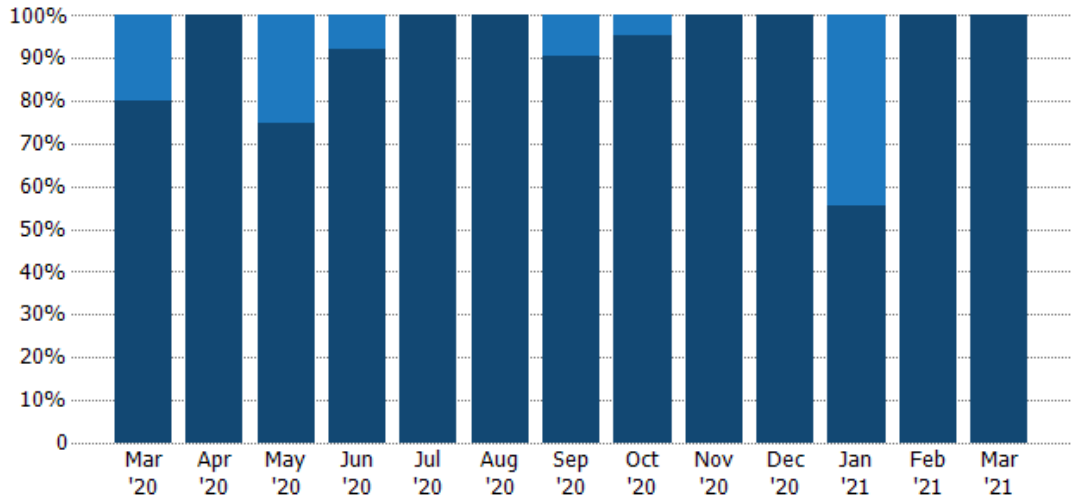
Month/Year	Volume	% Chg.
Mar '21	\$4.24M	325%
Mar '20	\$998K	-47.5%
Mar '19	\$1.9M	27.9%

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



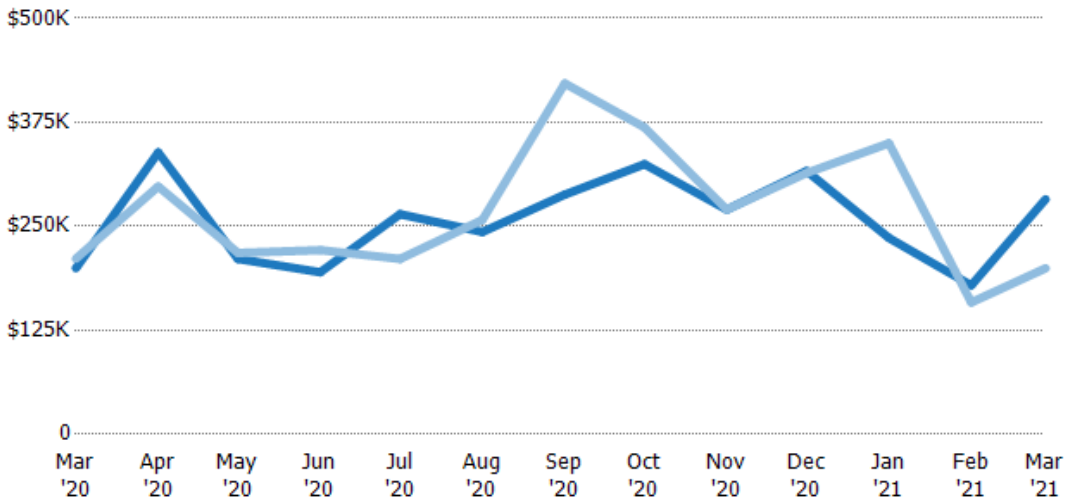
Condo/Townhouse	20%	-	25%	8%	-	-	10%	5%	-	-	44%	-	-
Single Family Residence	80%	100%	75%	92%	100%	100%	90%	95%	100%	100%	56%	100%	100%

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



Current Year	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K	\$236K	\$179K	\$283K
Prior Year	\$211K	\$298K	\$218K	\$221K	\$211K	\$258K	\$422K	\$369K	\$270K	\$314K	\$350K	\$158K	\$200K
Percent Change from Prior Year	-5%	14%	-3%	-12%	26%	-6%	-32%	-12%	0%	1%	-33%	13%	42%

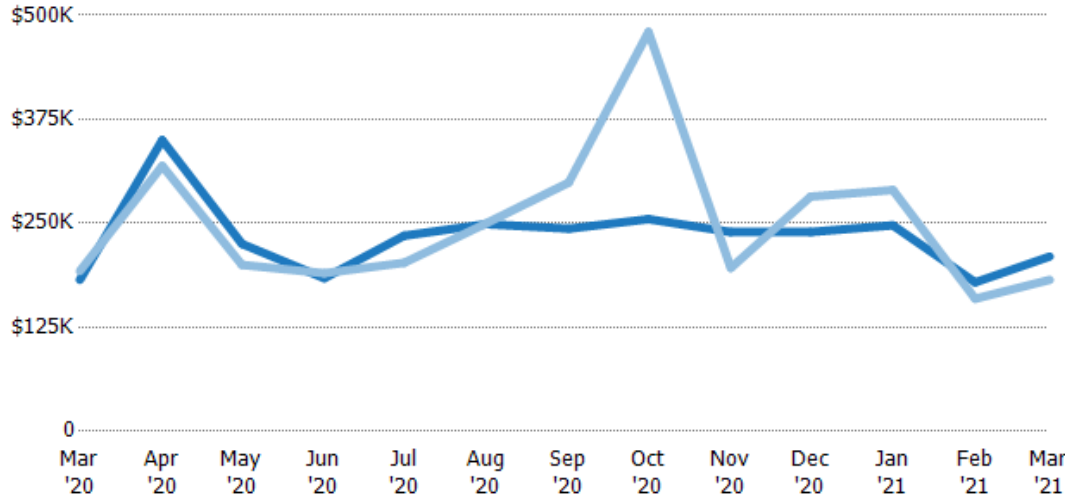
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$210K	15.4%
Mar '20	\$182K	-5.5%
Mar '19	\$193K	24.2%



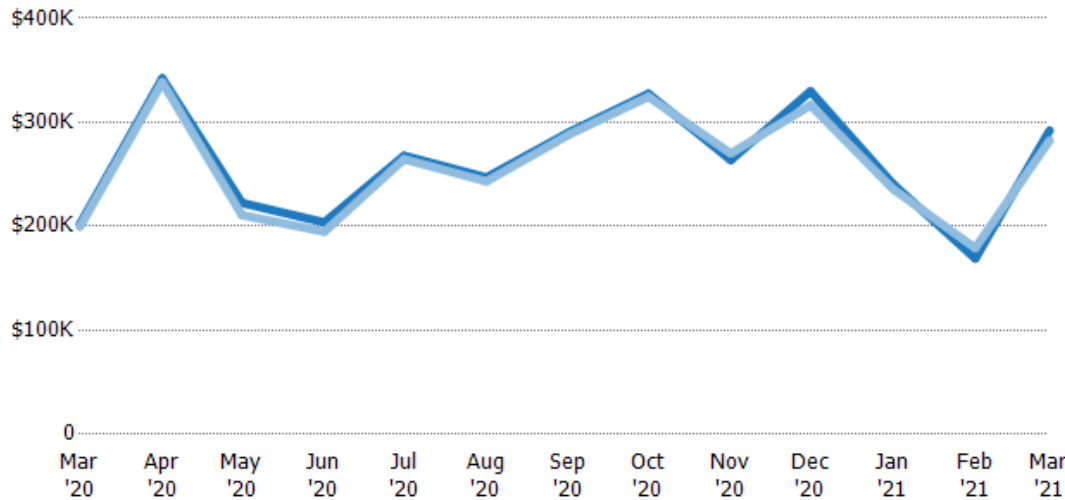
Current Year	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K	\$244K	\$255K	\$240K	\$240K	\$248K	\$179K	\$210K
Prior Year	\$193K	\$319K	\$200K	\$190K	\$203K	\$250K	\$299K	\$480K	\$196K	\$282K	\$290K	\$159K	\$182K
Percent Change from Prior Year	-5%	10%	13%	-3%	16%	0%	-19%	-47%	22%	-15%	-15%	12%	15%

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



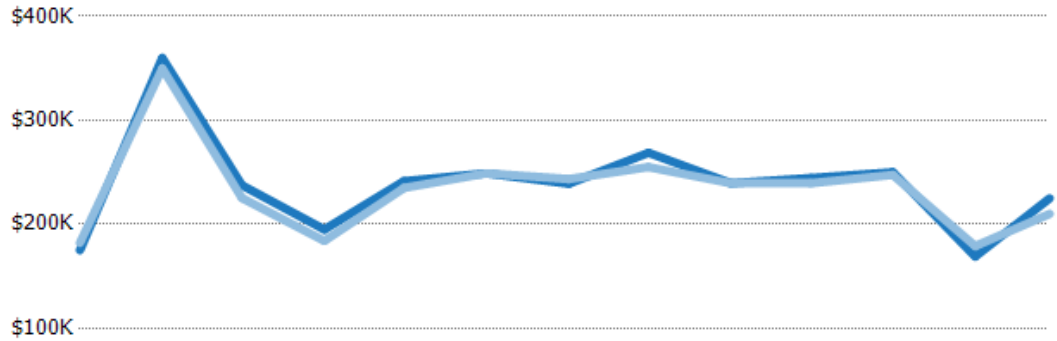
Avg List Price	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K	\$290K	\$327K	\$264K	\$330K	\$241K	\$169K	\$292K
Avg Sales Price	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K	\$236K	\$179K	\$283K
Avg Sales Price as a % of Avg List Price	99%	99%	95%	96%	99%	98%	99%	99%	102%	96%	98%	106%	97%

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



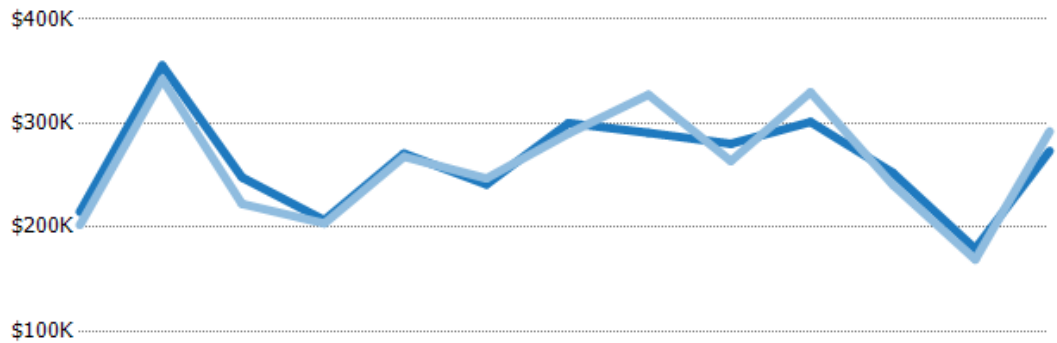
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K	\$239K	\$269K	\$240K	\$245K	\$250K	\$169K	\$225K
Median Sales Price	\$182K	\$350K	\$225K	\$184K	\$235K	\$249K	\$244K	\$255K	\$240K	\$240K	\$248K	\$179K	\$210K
Med Sales Price as a % of Med List Price	104%	97%	95%	94%	97%	100%	102%	95%	100%	98%	99%	106%	93%

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



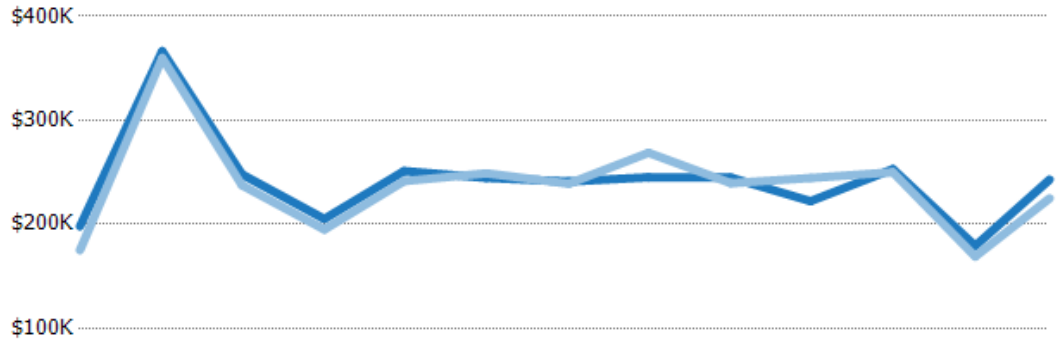
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$215K	\$356K	\$248K	\$207K	\$271K	\$241K	\$300K	\$291K	\$280K	\$301K	\$252K	\$179K	\$273K
Avg Sales Price	\$202K	\$342K	\$222K	\$204K	\$268K	\$247K	\$290K	\$327K	\$264K	\$330K	\$241K	\$169K	\$292K
Avg Sales Price as a % of Avg Est Value	94%	96%	90%	98%	99%	102%	97%	113%	94%	109%	95%	94%	107%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$198K	\$367K	\$248K	\$205K	\$251K	\$245K	\$241K	\$245K	\$245K	\$222K	\$253K	\$179K	\$243K
Median Sales Price	\$175K	\$360K	\$238K	\$195K	\$242K	\$249K	\$239K	\$269K	\$240K	\$245K	\$250K	\$169K	\$225K
Med Sales Price as a % of Med Est Value	88%	98%	96%	95%	96%	102%	99%	110%	98%	110%	99%	94%	93%