

Summary of Key Listing and Sales Metrics

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

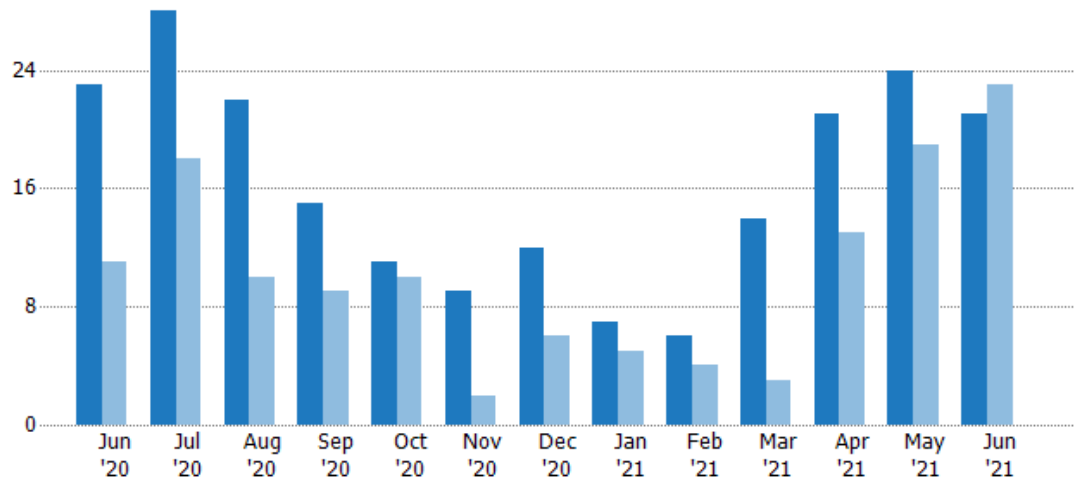
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	23	-8.7%	93	67	+38.8%
New Listing Volume	\$5,741,500	\$6,970,700	-17.6%	\$27,121,693	\$19,326,300	+40.3%
Active Listing Count	30	44	-31.8%	N/A	N/A	
Active Listing Volume	\$9,433,900	\$12,532,699	-24.7%	N/A	N/A	
Average Listing Price	\$314,463	\$284,834	+10.4%	\$297,758	\$260,988	+14.1%
Median Listing Price	\$277,500	\$234,400	+18.4%	\$250,276	\$230,230	+8.7%
Median Days in RPR	51.5	54	-4.6%	104.58	177.87	-41.2%
Months of Inventory	2.3	11	-79%	4.4	6	-26.9%
Absorption Rate	43.33%	9.09%	+34.2%	22.65%	16.55%	+6.1%
Sales Activity Charts Metrics						
New Pending Sales Count	17	31	-45.2%	105	75	+40%
New Pending Sales Volume	\$5,035,300	\$8,069,000	-37.6%	\$29,815,593	\$18,357,999	+62.4%
Pending Sales Count	42	36	+16.7%	N/A	N/A	
Pending Sales Volume	\$13,663,995	\$9,989,100	+36.8%	N/A	N/A	
Closed Sales Count	19	13	+46.2%	66	41	+61%
Closed Sales Volume	\$5,524,400	\$2,532,500	+118.1%	\$17,836,203	\$9,432,650	+89.1%
Average Sales Price	\$290,758	\$194,808	+49.3%	\$270,245	\$230,065	+17.5%
Median Sales Price	\$225,000	\$184,000	+22.3%	\$230,932	\$218,717	+5.6%

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.
Jun '21	21	-8.7%
Jun '20	23	109.1%
Jun '19	11	45.5%

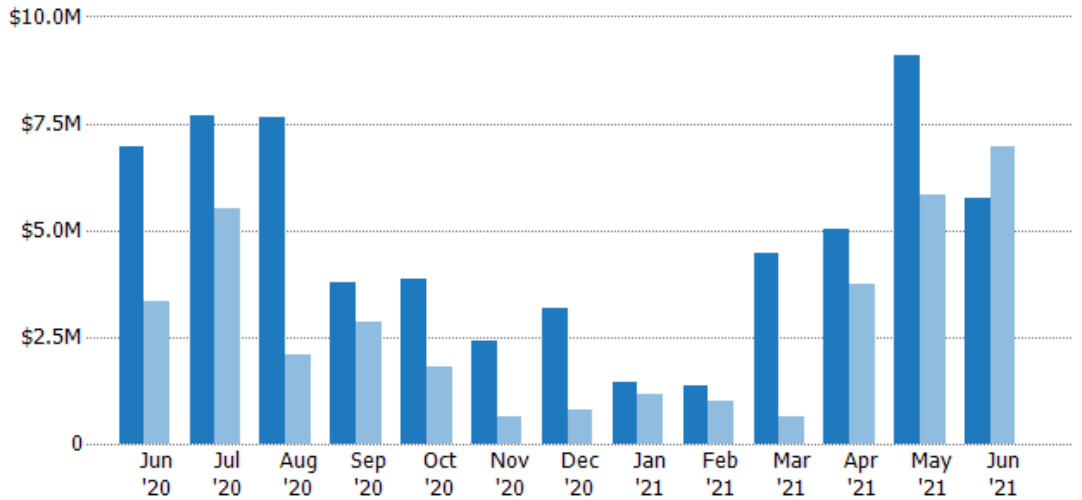
Current Year	23	28	22	15	11	9	12	7	6	14	21	24	21
Prior Year	11	18	10	9	10	2	6	5	4	3	13	19	23
Percent Change from Prior Year	109%	56%	120%	67%	10%	350%	100%	40%	50%	367%	62%	26%	-9%

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.
Jun '21	\$5.74M	-17.6%
Jun '20	\$6.97M	110.1%
Jun '19	\$3.32M	36.9%

Current Year	\$6.97M	\$7.69M	\$7.64M	\$3.77M	\$3.85M	\$2.42M	\$3.17M	\$1.43M	\$1.35M	\$4.47M	\$5.03M	\$9.1M	\$5.74M
Prior Year	\$3.32M	\$5.5M	\$2.09M	\$2.84M	\$1.81M	\$655K	\$806K	\$1.16M	\$988K	\$632K	\$3.74M	\$5.84M	\$6.97M
Percent Change from Prior Year	110%	40%	266%	32%	113%	270%	293%	23%	37%	607%	35%	56%	-18%

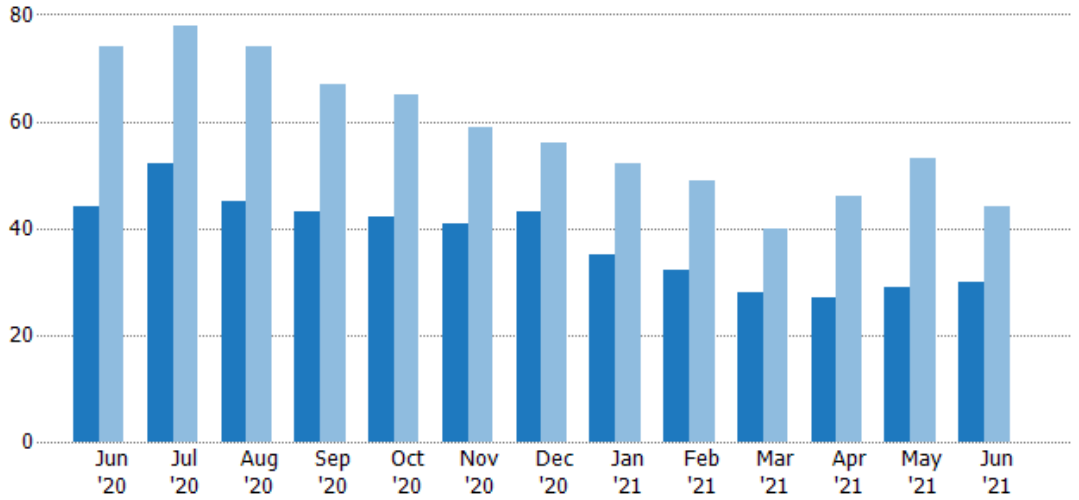
Active Listings

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.
Jun '21	30	-31.8%
Jun '20	44	-40.5%
Jun '19	74	-4.1%



Current Year	44	52	45	43	42	41	43	35	32	28	27	29	30
Prior Year	74	78	74	67	65	59	56	52	49	40	46	53	44
Percent Change from Prior Year	-41%	-33%	-39%	-36%	-35%	-31%	-23%	-33%	-35%	-30%	-41%	-45%	-32%

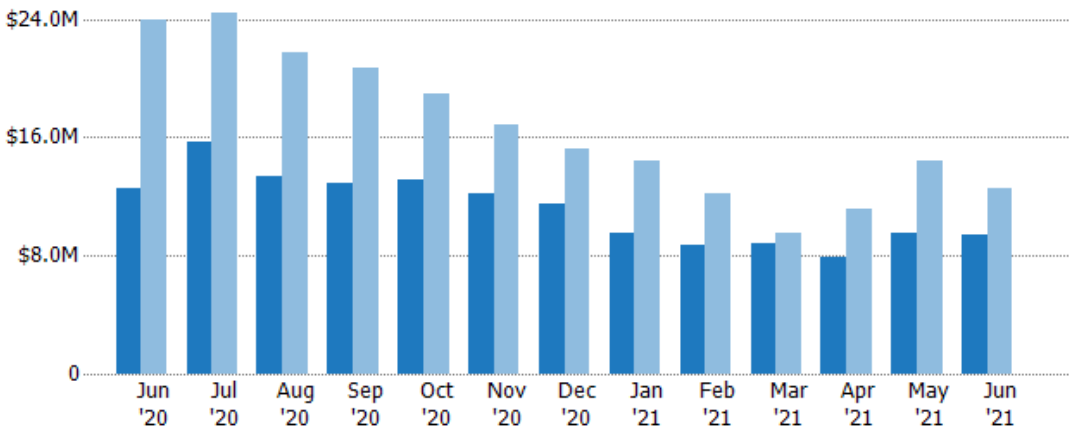
Active Listing Volume

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.
Jun '21	\$9.43M	-24.7%
Jun '20	\$12.5M	-47.7%
Jun '19	\$24M	-6.7%



Current Year	\$12.5M	\$15.6M	\$13.4M	\$12.8M	\$13.1M	\$12.2M	\$11.4M	\$9.56M	\$8.71M	\$8.78M	\$7.9M	\$9.52M	\$9.43M
Prior Year	\$24M	\$24.5M	\$21.7M	\$20.7M	\$19M	\$16.8M	\$15.3M	\$14.4M	\$12.2M	\$9.57M	\$11.1M	\$14.4M	\$12.5M
Percent Change from Prior Year	-48%	-36%	-38%	-38%	-31%	-27%	-25%	-33%	-28%	-8%	-29%	-34%	-25%

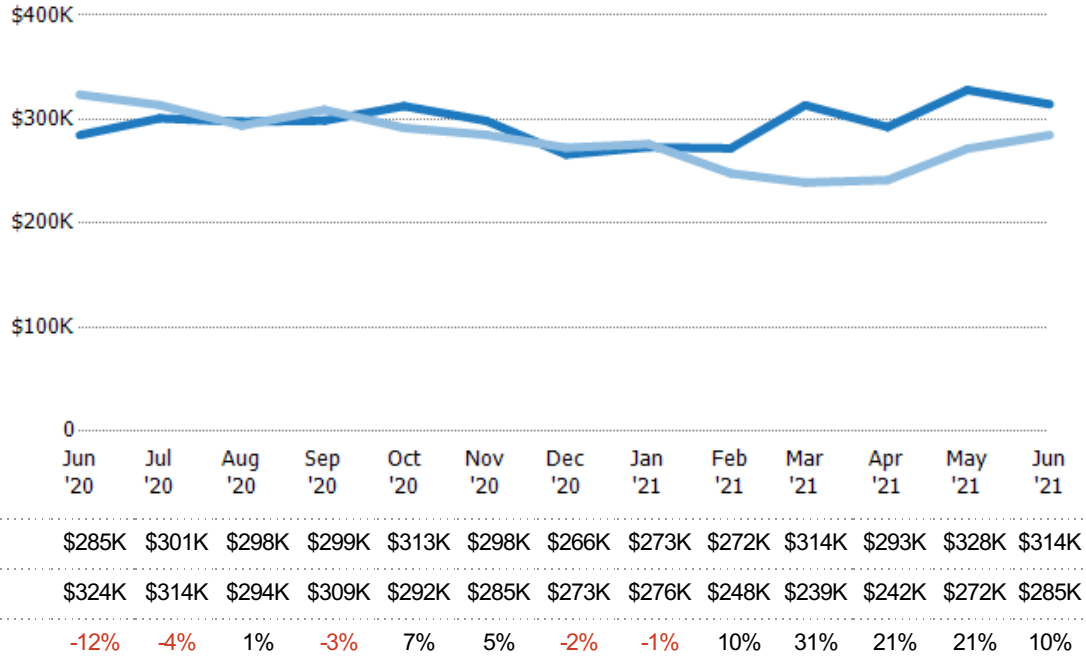
Average Listing Price

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.
Jun '21	\$314K	10.4%
Jun '20	\$285K	-12%
Jun '19	\$324K	-2.8%



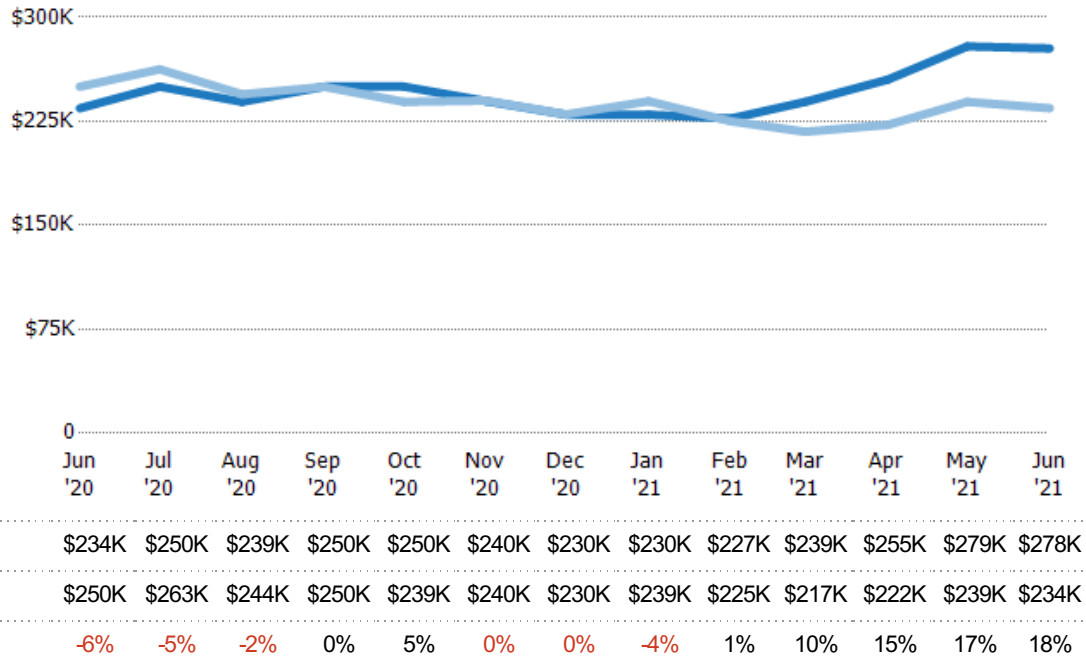
Median Listing Price

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.
Jun '21	\$278K	18.4%
Jun '20	\$234K	-6.2%
Jun '19	\$250K	0%

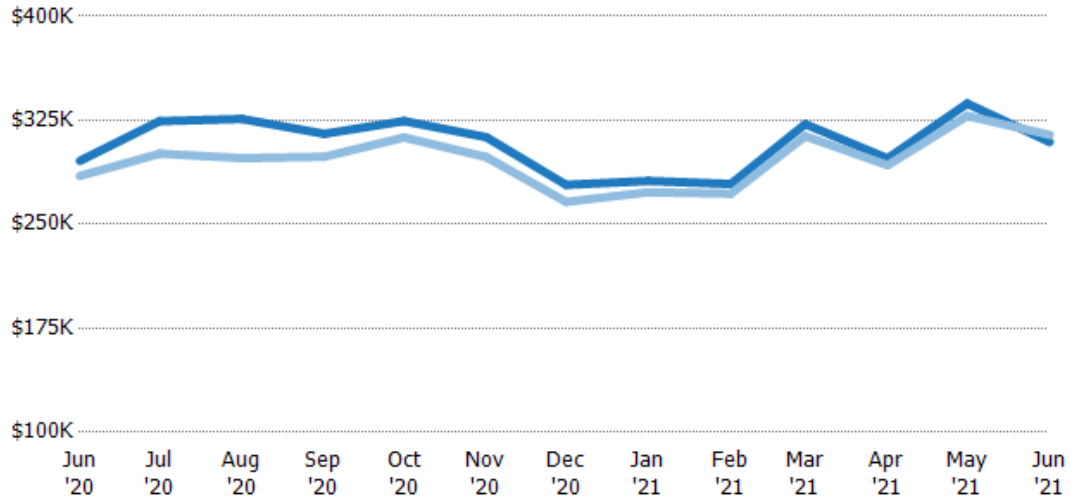


Average Listing Price vs Average Est Value

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



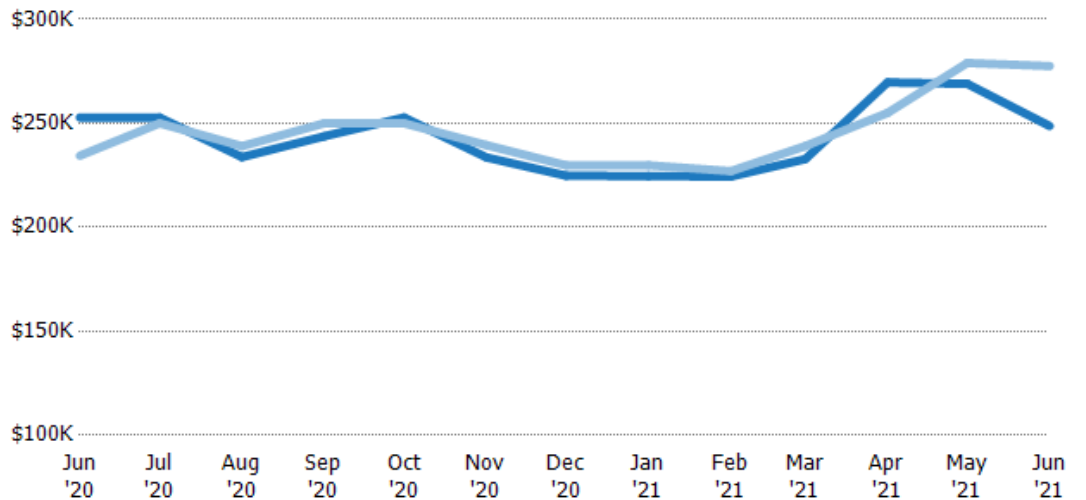
Avg Est Value	\$296K	\$324K	\$326K	\$315K	\$324K	\$313K	\$278K	\$281K	\$279K	\$322K	\$298K	\$337K	\$309K
Avg Listing Price	\$285K	\$301K	\$298K	\$299K	\$313K	\$298K	\$266K	\$273K	\$272K	\$314K	\$293K	\$328K	\$314K
Avg Listing Price as a % of Avg Est Value	96%	93%	91%	95%	96%	95%	96%	97%	97%	97%	98%	97%	102%

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



Median Est Value	\$253K	\$253K	\$234K	\$244K	\$253K	\$234K	\$225K	\$225K	\$224K	\$233K	\$270K	\$269K	\$249K
Median Listing Price	\$234K	\$250K	\$239K	\$250K	\$250K	\$240K	\$230K	\$230K	\$227K	\$239K	\$255K	\$279K	\$278K
Med Listing Price as a % of Med Est Value	93%	99%	102%	103%	99%	103%	102%	102%	101%	103%	95%	104%	112%

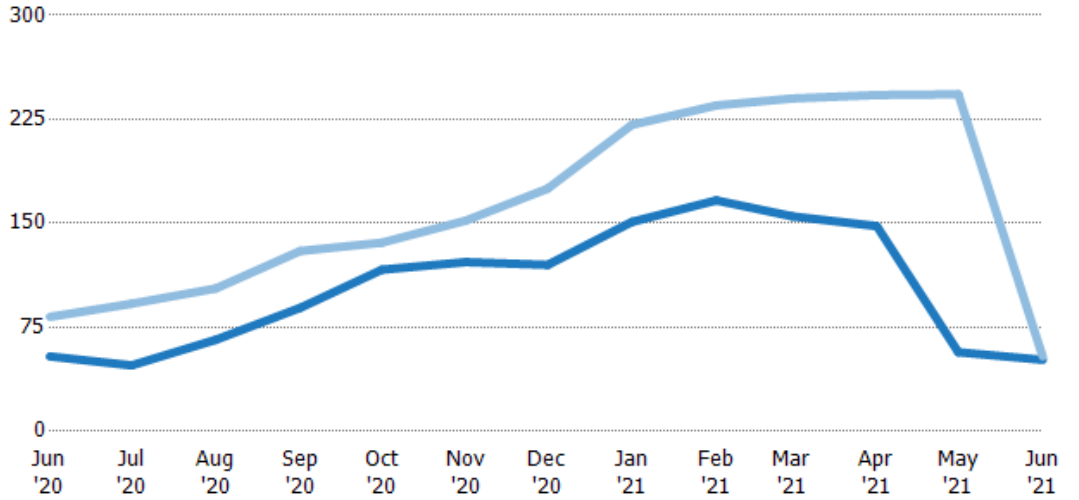
Median Days in RPR

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.
Jun '21	51.5	-4.6%
Jun '20	54	-34.5%
Jun '19	82.5	3%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	54	47.5	66	89	117	122	120	151	167	155	148	57	51.5
Prior Year	82.5	92	103	130	136	152	175	221	235	240	243	243	54
Percent Change from Prior Year	-35%	-48%	-36%	-32%	-14%	-20%	-31%	-32%	-29%	-35%	-39%	-77%	-5%

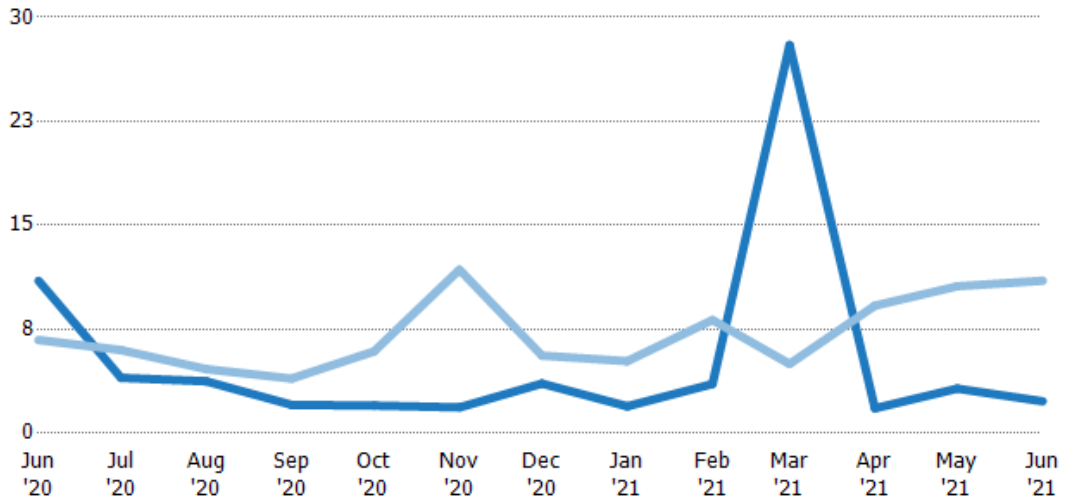
Months of Inventory

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.
Jun '21	2.31	-79%
Jun '20	11	63.5%
Jun '19	6.73	5.5%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	11	4	3.75	2.05	2	1.86	3.58	1.94	3.56	28	1.8	3.22	2.31
Prior Year	6.73	6	4.63	3.94	5.91	11.8	5.6	5.2	8.17	5	9.2	10.6	11
Percent Change from Prior Year	64%	-33%	-19%	-48%	-66%	-84%	-36%	-63%	-56%	460%	-80%	-70%	-79%

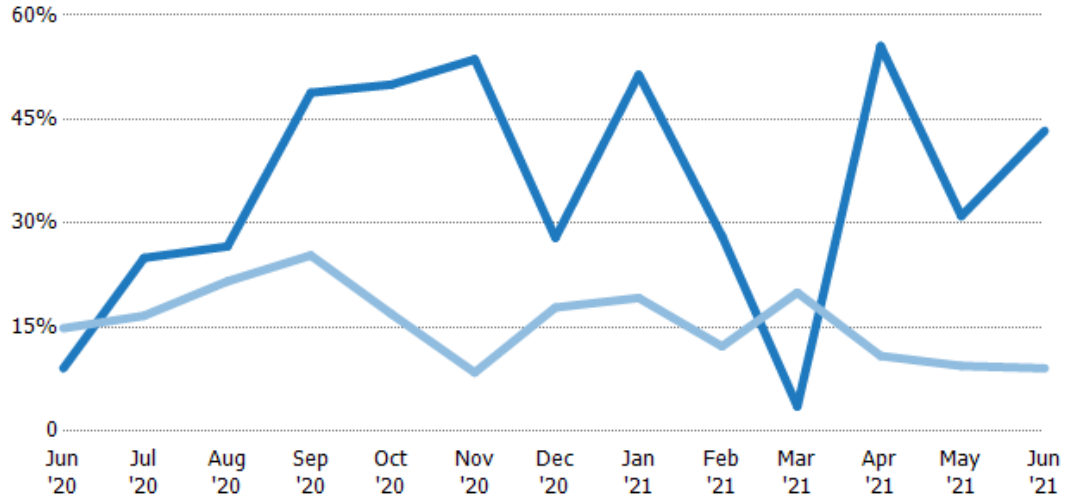
Absorption Rate

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.
Jun '21	43%	-34.2%
Jun '20	9%	5.8%
Jun '19	15%	-5.2%



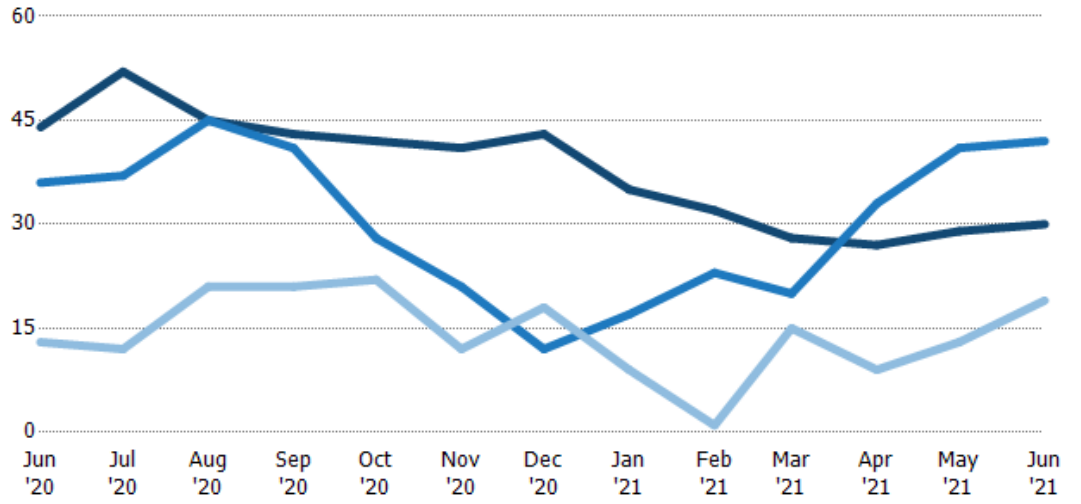
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	9%	25%	27%	49%	50%	54%	28%	51%	28%	4%	56%	31%	43%
Prior Year	15%	17%	22%	25%	17%	8%	18%	19%	12%	20%	11%	9%	9%
Change from Prior Year	6%	-8%	-5%	-23%	-33%	-45%	-10%	-32%	-16%	16%	-45%	-22%	-34%

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



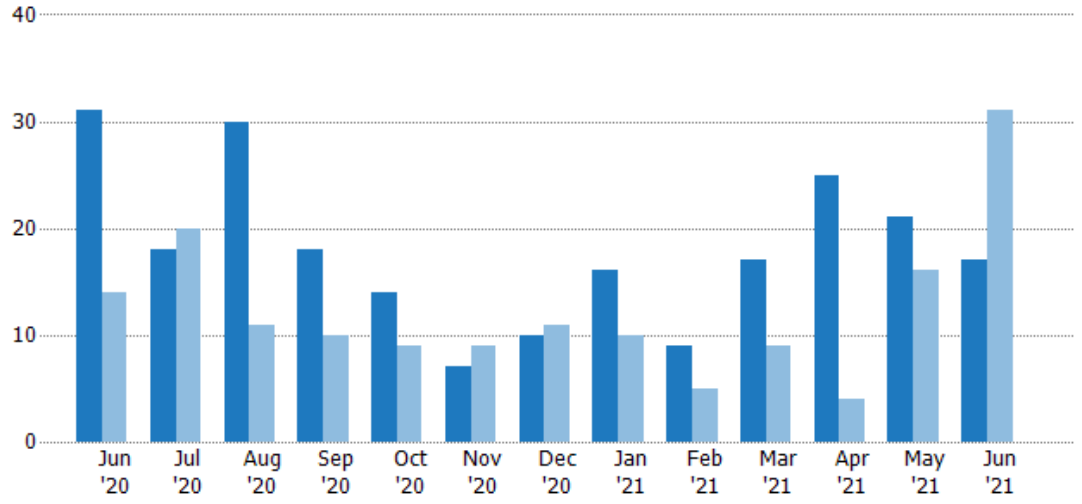
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	44	52	45	43	42	41	43	35	32	28	27	29	30
Pending	36	37	45	41	28	21	12	17	23	20	33	41	42
Sold	13	12	21	21	22	12	18	9	1	15	9	13	19

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.
Jun '21	17	-45.2%
Jun '20	31	121.4%
Jun '19	14	-35.7%

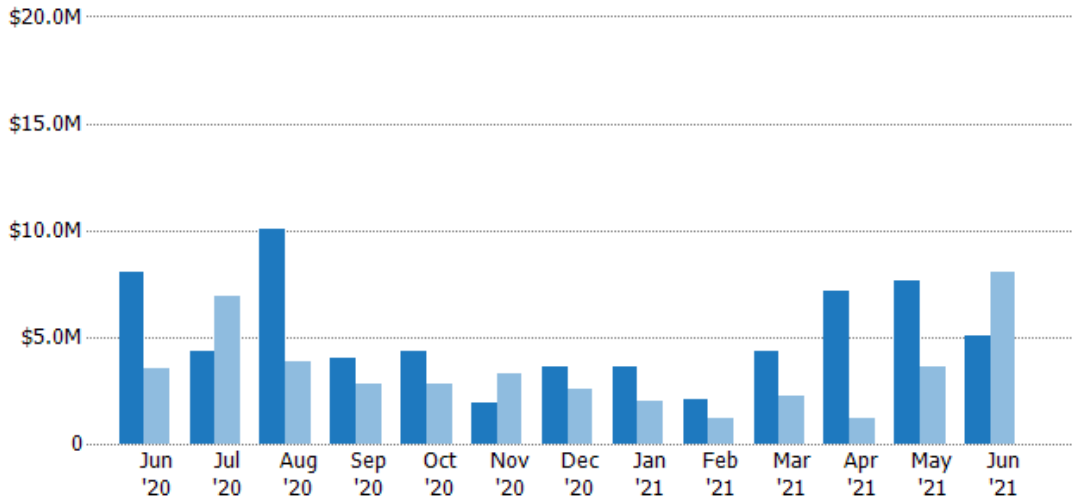
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	31	18	30	18	14	7	10	16	9	17	25	21	17
Prior Year	14	20	11	10	9	9	11	10	5	9	4	16	31
Percent Change from Prior Year	121%	-10%	173%	80%	56%	-22%	-9%	60%	80%	89%	525%	31%	-45%

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.
Jun '21	\$5.04M	-37.6%
Jun '20	\$8.07M	130.8%
Jun '19	\$3.5M	-47.4%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$8.07M	\$4.34M	\$10.1M	\$4.04M	\$4.32M	\$1.92M	\$3.65M	\$3.58M	\$2.1M	\$4.3M	\$7.13M	\$7.67M	\$5.04M
Prior Year	\$3.5M	\$6.91M	\$3.87M	\$2.78M	\$2.78M	\$3.25M	\$2.6M	\$1.98M	\$1.2M	\$2.28M	\$1.18M	\$3.65M	\$8.07M
Percent Change from Prior Year	131%	-37%	160%	45%	55%	-41%	41%	80%	76%	89%	502%	110%	-38%

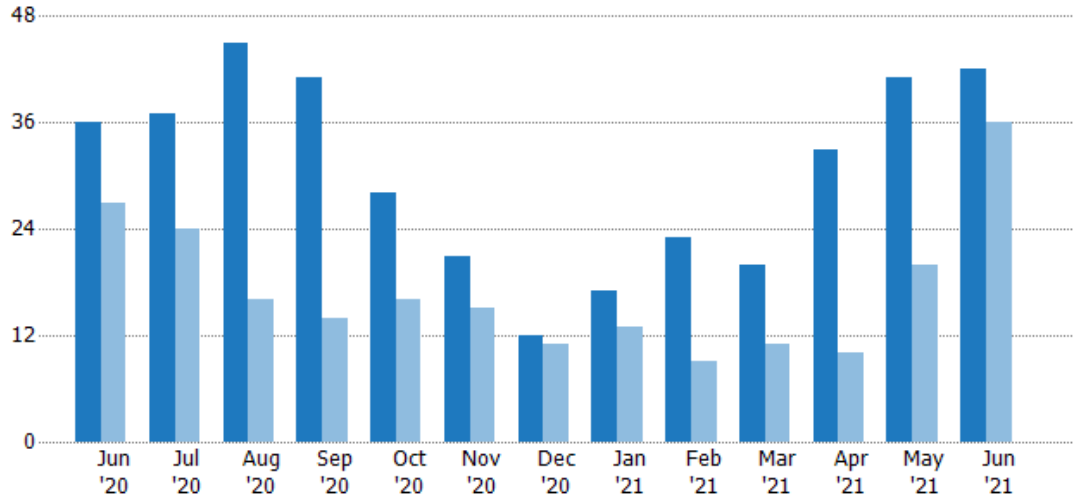
Pending Sales

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.
Jun '21	42	16.7%
Jun '20	36	33.3%
Jun '19	27	-25.9%



Current Year	36	37	45	41	28	21	12	17	23	20	33	41	42
Prior Year	27	24	16	14	16	15	11	13	9	11	10	20	36
Percent Change from Prior Year	33%	54%	181%	193%	75%	40%	9%	31%	156%	82%	230%	105%	17%

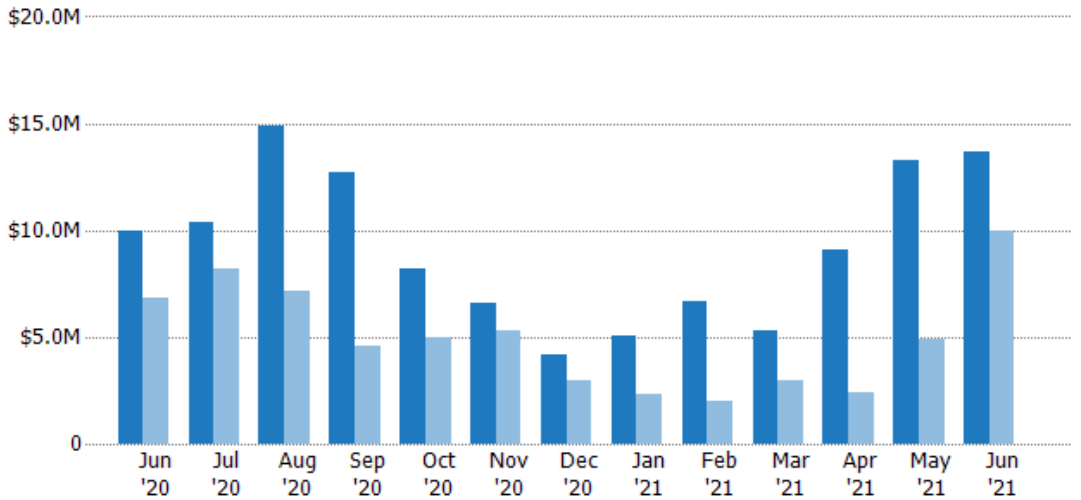
Pending Sales Volume

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.
Jun '21	\$13.7M	36.8%
Jun '20	\$9.99M	45.5%
Jun '19	\$6.87M	-40.5%



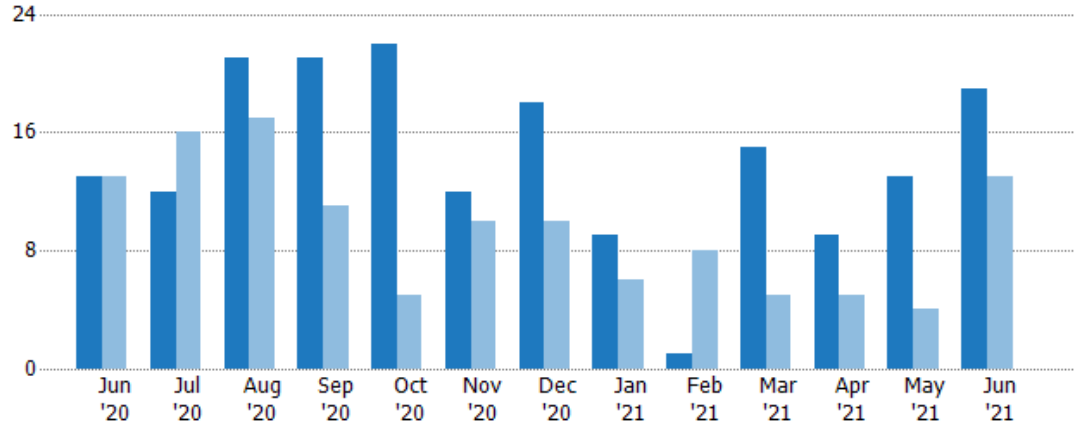
Current Year	\$9.99M	\$10.3M	\$14.8M	\$12.7M	\$8.19M	\$6.6M	\$4.16M	\$5.07M	\$6.65M	\$5.34M	\$9.12M	\$13.3M	\$13.7M
Prior Year	\$6.87M	\$8.19M	\$7.14M	\$4.58M	\$4.97M	\$5.33M	\$2.99M	\$2.3M	\$2.01M	\$2.96M	\$2.43M	\$4.88M	\$9.99M
Percent Change from Prior Year	45%	26%	108%	177%	65%	24%	39%	120%	231%	80%	276%	173%	37%

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



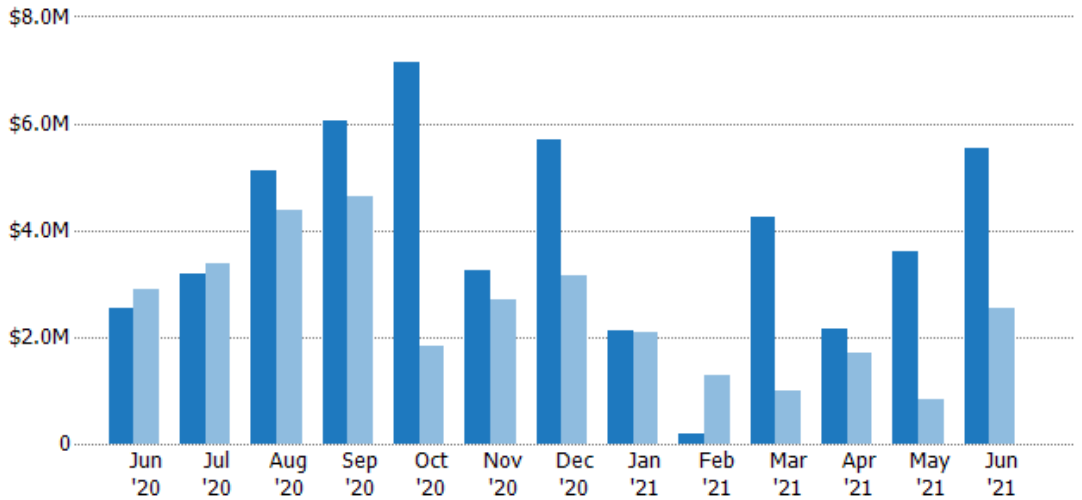
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '21	19	13	46.2%
Jun '20	13	13	0%
Jun '19	13	13	7.7%

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



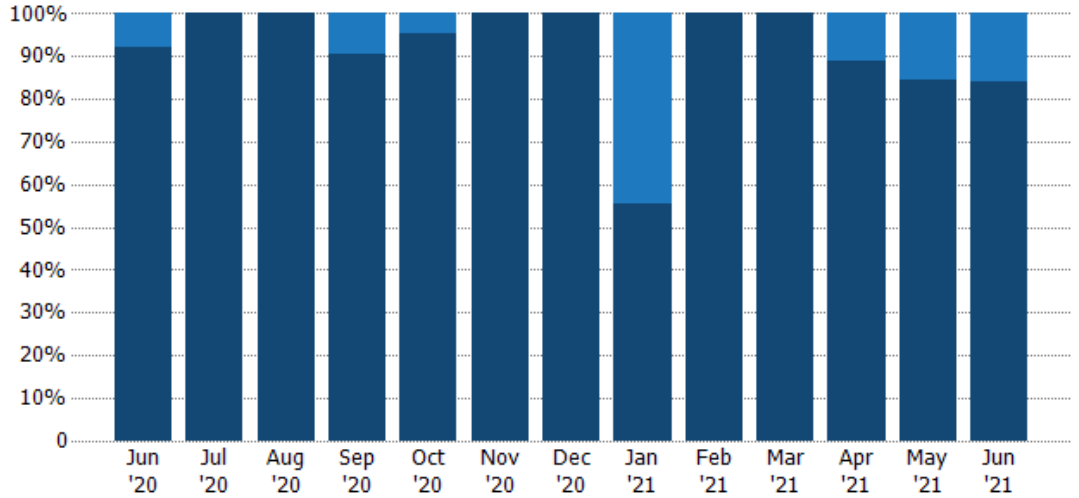
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '21	\$5.52M	\$2.53M	118.1%
Jun '20	\$2.53M	\$2.53M	-12%
Jun '19	\$2.88M	\$2.88M	45.3%

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



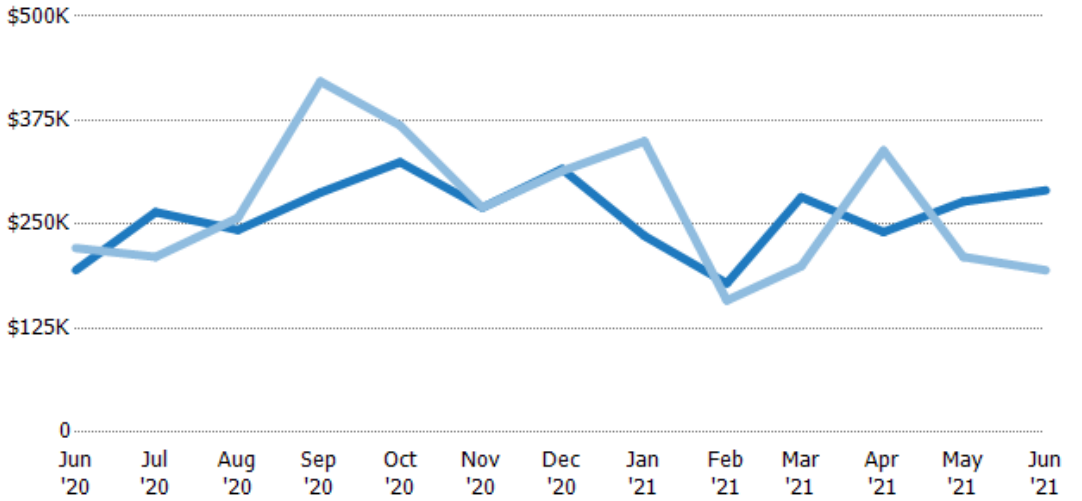
Condo/Townhouse	8%	-	-	10%	5%	-	-	44%	-	-	11%	15%	16%
Single Family Residence	92%	100%	100%	90%	95%	100%	100%	56%	100%	100%	89%	85%	84%

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	\$195K	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K	\$236K	\$179K	\$283K	\$241K	\$277K	\$291K
Prior Year	\$221K	\$211K	\$258K	\$422K	\$369K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K
Percent Change from Prior Year	-12%	26%	-6%	-32%	-12%	0%	1%	-33%	13%	42%	-29%	32%	49%

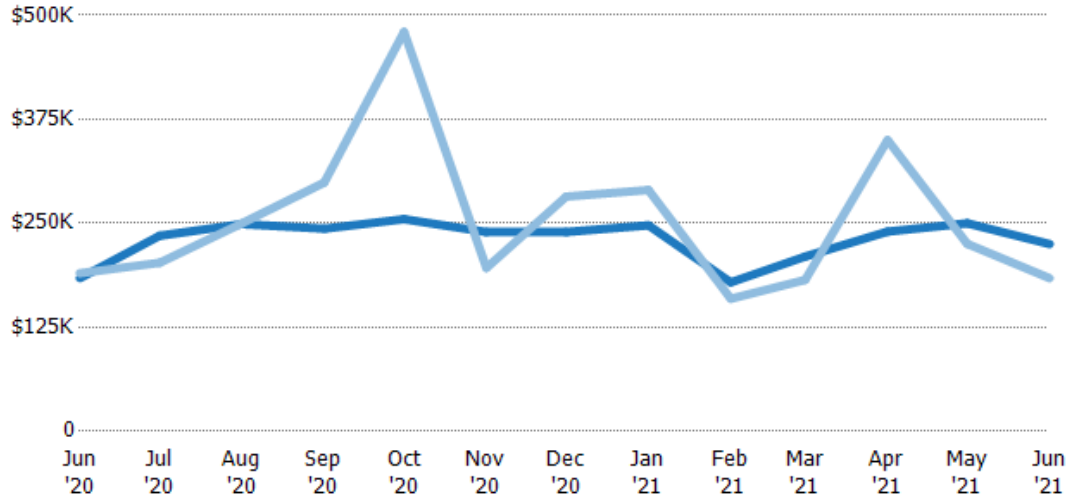
Median Sales Price

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.
Jun '21	\$225K	22.3%
Jun '20	\$184K	-3.2%
Jun '19	\$190K	37.4%



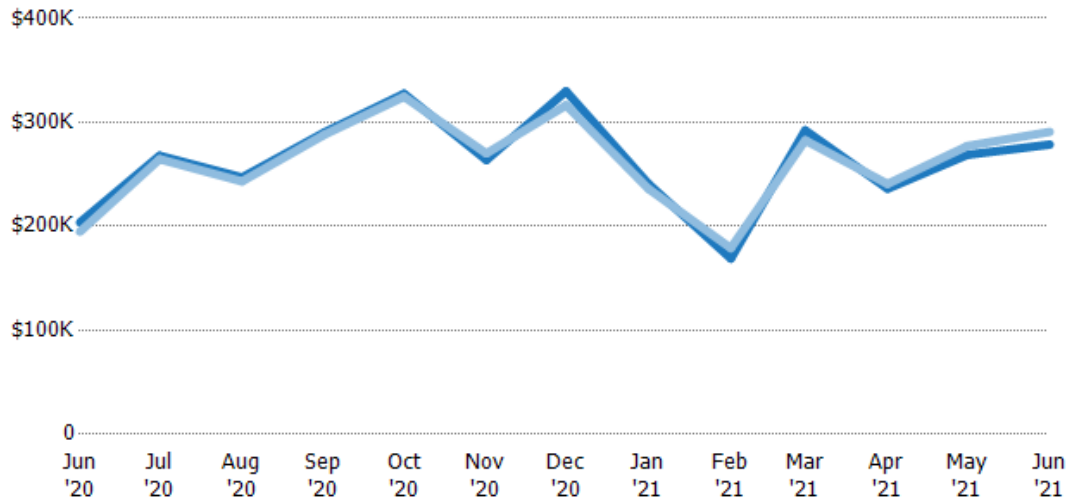
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$184K	\$235K	\$249K	\$244K	\$255K	\$240K	\$240K	\$248K	\$179K	\$210K	\$240K	\$250K	\$225K
Prior Year	\$190K	\$203K	\$250K	\$299K	\$480K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K
Percent Change from Prior Year	-3%	16%	0%	-19%	-47%	22%	-15%	-15%	12%	15%	-31%	11%	22%

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



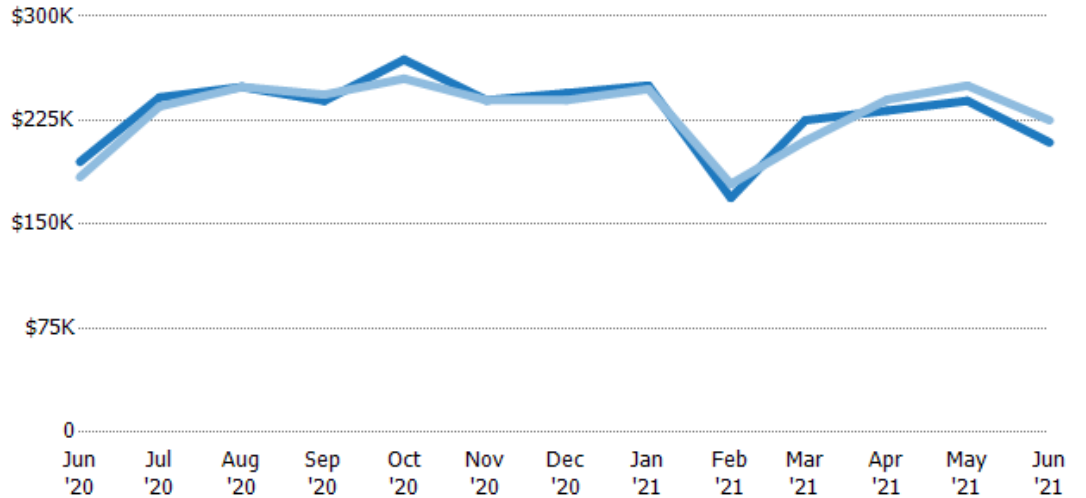
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg List Price	\$204K	\$268K	\$247K	\$290K	\$327K	\$264K	\$330K	\$241K	\$169K	\$292K	\$236K	\$269K	\$279K
Avg Sales Price	\$195K	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K	\$236K	\$179K	\$283K	\$241K	\$277K	\$291K
Avg Sales Price as a % of Avg List Price	96%	99%	98%	99%	99%	102%	96%	98%	106%	97%	102%	103%	104%

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



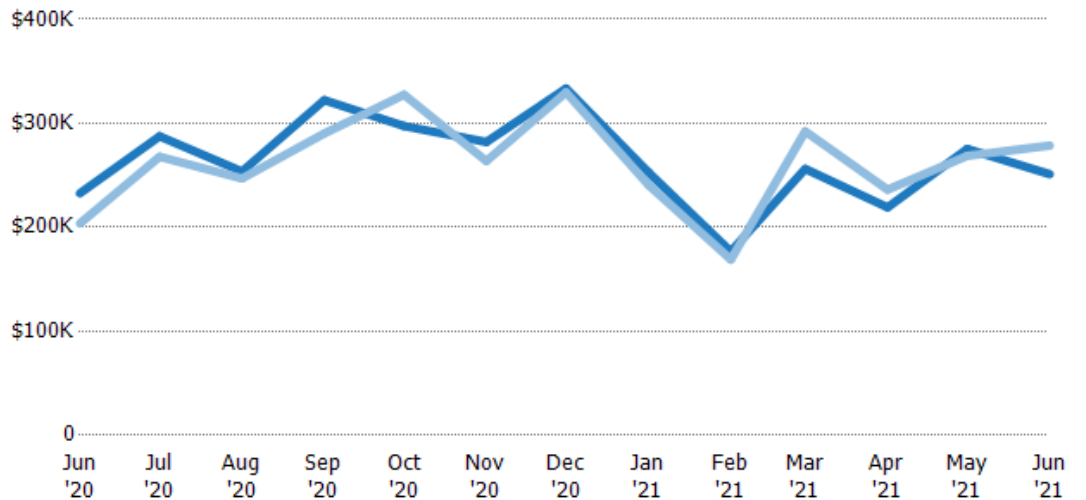
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$195K	\$242K	\$249K	\$239K	\$269K	\$240K	\$245K	\$250K	\$169K	\$225K	\$232K	\$239K	\$209K
Median Sales Price	\$184K	\$235K	\$249K	\$244K	\$255K	\$240K	\$240K	\$248K	\$179K	\$210K	\$240K	\$250K	\$225K
Med Sales Price as a % of Med List Price	94%	97%	100%	102%	95%	100%	98%	99%	106%	93%	103%	105%	108%

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



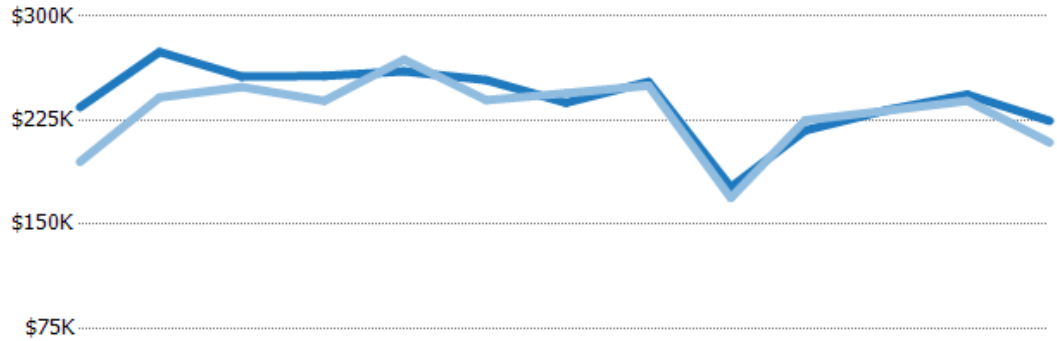
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$233K	\$288K	\$254K	\$322K	\$297K	\$282K	\$333K	\$253K	\$177K	\$256K	\$219K	\$275K	\$251K
Avg Sales Price	\$204K	\$268K	\$247K	\$290K	\$327K	\$264K	\$330K	\$241K	\$169K	\$292K	\$236K	\$269K	\$279K
Avg Sales Price as a % of Avg Est Value	88%	93%	97%	90%	110%	93%	99%	95%	96%	114%	108%	98%	111%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$234K	\$274K	\$257K	\$257K	\$260K	\$254K	\$238K	\$253K	\$177K	\$218K	\$232K	\$244K	\$225K
Median Sales Price	\$195K	\$242K	\$249K	\$239K	\$269K	\$240K	\$245K	\$250K	\$169K	\$225K	\$232K	\$239K	\$209K
Med Sales Price as a % of Med Est Value	83%	88%	97%	93%	103%	94%	103%	99%	96%	103%	100%	98%	93%