

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	28	-60.7%	104	95	+9.5%
New Listing Volume	\$3,282,617	\$7,694,600	-57.3%	\$30,404,310	\$27,020,900	+12.5%
Active Listing Count	1	51	-98%	N/A	N/A	
Active Listing Volume	\$145,900	\$15,347,400	-99%	N/A	N/A	
Average Listing Price	\$145,900	\$300,929	-51.5%	\$296,889	\$263,637	+12.6%
Median Listing Price	\$145,900	\$250,000	-41.6%	\$249,519	\$231,657	+7.7%
Median Days in RPR	348	46	+656.5%	141.73	143.87	-1.5%
Months of Inventory	0.1	3.9	-98.7%	3.4	5.2	-34.8%
Absorption Rate	1,900%	25.49%	+1,874.5%	29.44%	19.21%	+10.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12	18	-33.3%	117	93	+25.8%
New Pending Sales Volume	\$3,447,700	\$4,339,600	-20.6%	\$33,263,293	\$22,697,599	+46.5%
Pending Sales Count	–	37	–	N/A	N/A	
Pending Sales Volume	–	\$10,332,400	–	N/A	N/A	
Closed Sales Count	12	12	+–	78	53	+47.2%
Closed Sales Volume	\$4,631,500	\$3,174,500	+45.9%	\$22,467,703	\$12,607,150	+78.2%
Average Sales Price	\$385,958	\$264,542	+45.9%	\$288,047	\$237,871	+21.1%
Median Sales Price	\$312,500	\$235,000	+33%	\$243,481	\$222,404	+9.5%

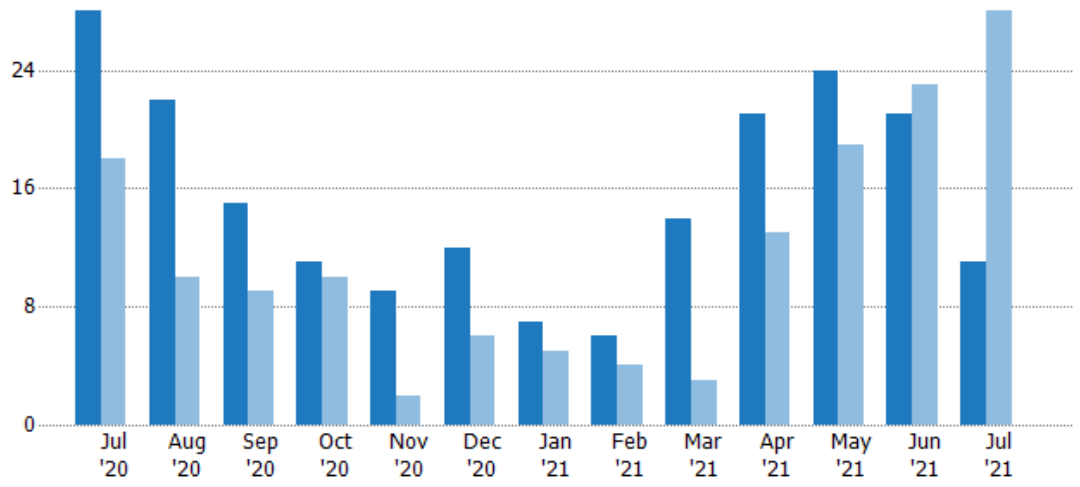
New Listings

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.
Jul '21	11	-60.7%
Jul '20	28	55.6%
Jul '19	18	50%



Current Year	28	22	15	11	9	12	7	6	14	21	24	21	11
Prior Year	18	10	9	10	2	6	5	4	3	13	19	23	28
Percent Change from Prior Year	56%	120%	67%	10%	350%	100%	40%	50%	367%	62%	26%	-9%	-61%

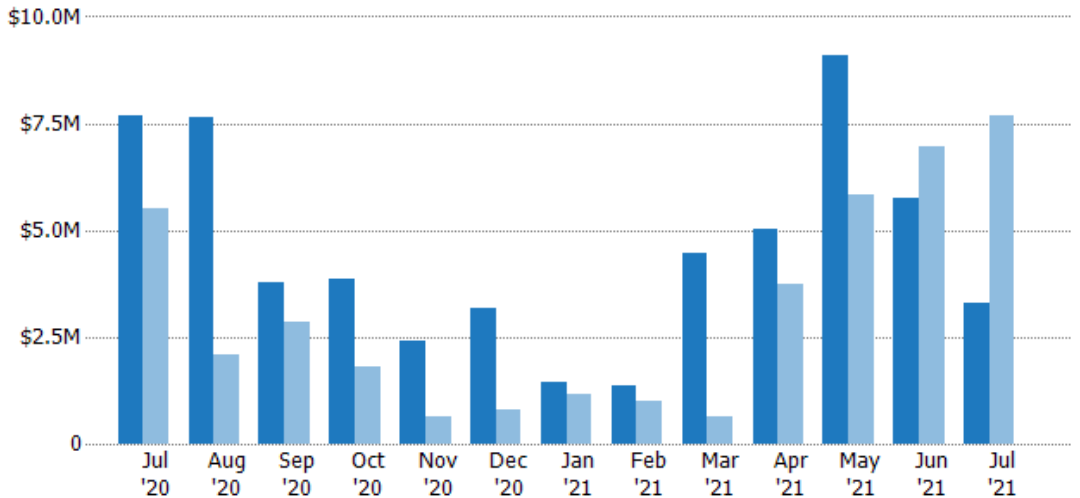
New Listing Volume

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.
Jul '21	\$3.28M	-57.3%
Jul '20	\$7.69M	39.8%
Jul '19	\$5.5M	20.7%



Current Year	\$7.69M	\$7.64M	\$3.77M	\$3.85M	\$2.42M	\$3.17M	\$1.43M	\$1.35M	\$4.47M	\$5.03M	\$9.1M	\$5.74M	\$3.28M
Prior Year	\$5.5M	\$2.09M	\$2.84M	\$1.81M	\$655K	\$806K	\$1.16M	\$988K	\$632K	\$3.74M	\$5.84M	\$6.97M	\$7.69M
Percent Change from Prior Year	40%	266%	32%	113%	270%	293%	23%	37%	607%	35%	56%	-18%	-57%

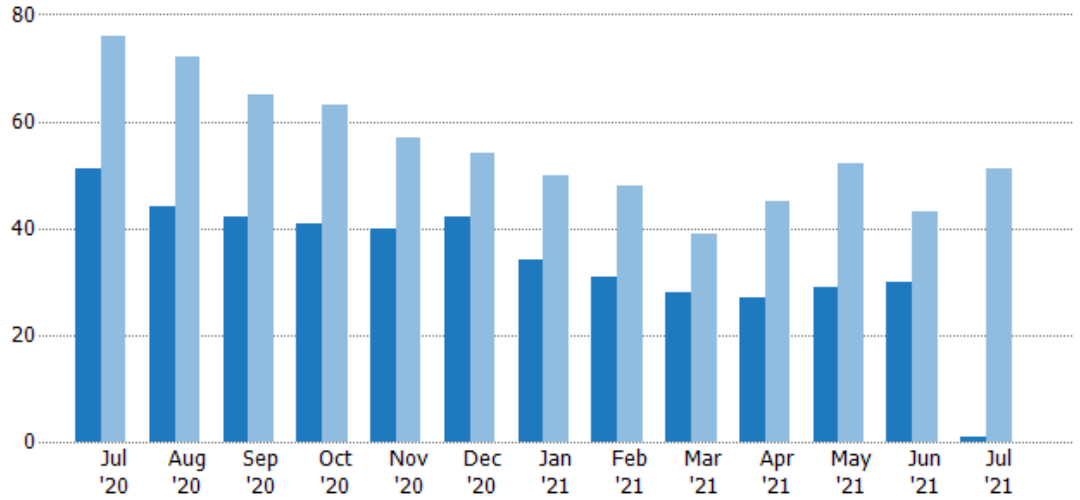
Active Listings

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.
Jul '21	1	-98%
Jul '20	51	-32.9%
Jul '19	76	-2.6%



Current Year	51	44	42	41	40	42	34	31	28	27	29	30	1
Prior Year	76	72	65	63	57	54	50	48	39	45	52	43	51
Percent Change from Prior Year	-33%	-39%	-35%	-35%	-30%	-22%	-32%	-35%	-28%	-40%	-44%	-30%	-98%

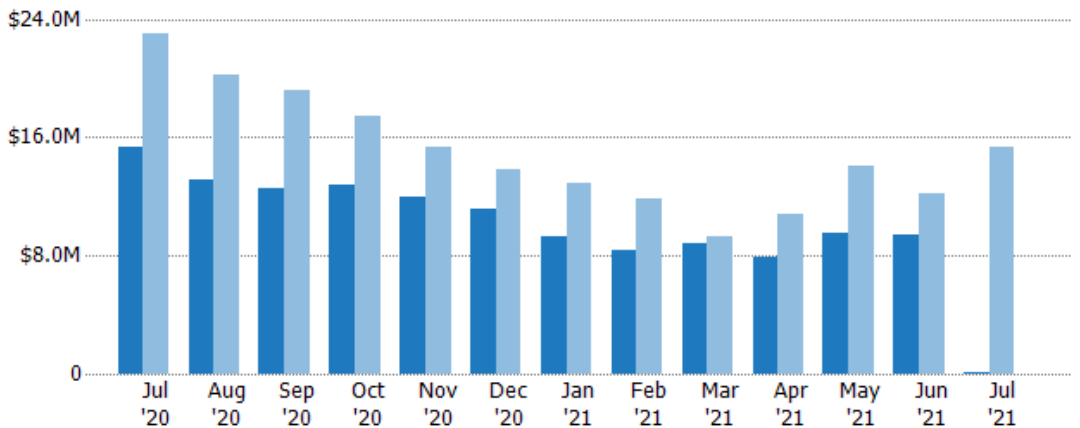
Active Listing Volume

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.
Jul '21	\$146K	-99%
Jul '20	\$15.3M	-33.2%
Jul '19	\$23M	-9.9%



Current Year	\$15.3M	\$13.1M	\$12.5M	\$12.8M	\$11.9M	\$11.1M	\$9.26M	\$8.41M	\$8.78M	\$7.9M	\$9.52M	\$9.43M	\$146K
Prior Year	\$23M	\$20.3M	\$19.2M	\$17.5M	\$15.3M	\$13.8M	\$12.9M	\$11.9M	\$9.27M	\$10.8M	\$14.1M	\$12.2M	\$15.3M
Percent Change from Prior Year	-33%	-35%	-35%	-27%	-22%	-19%	-28%	-29%	-5%	-27%	-33%	-23%	-99%

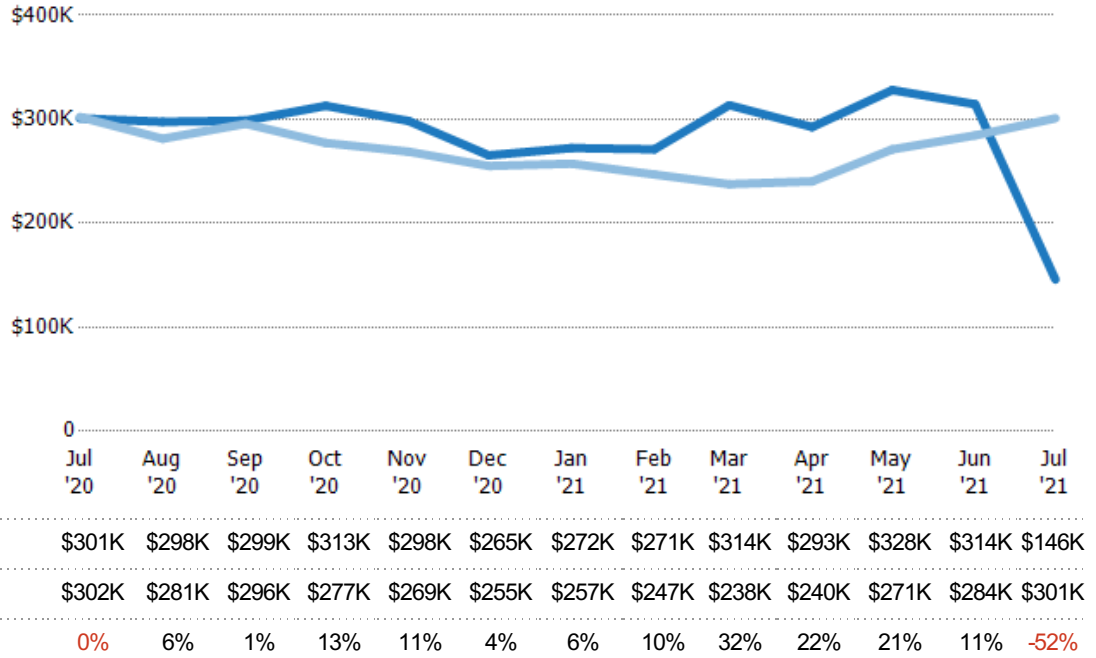
Average Listing Price

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.
Jul '21	\$146K	-51.5%
Jul '20	\$301K	-0.4%
Jul '19	\$302K	-7.5%



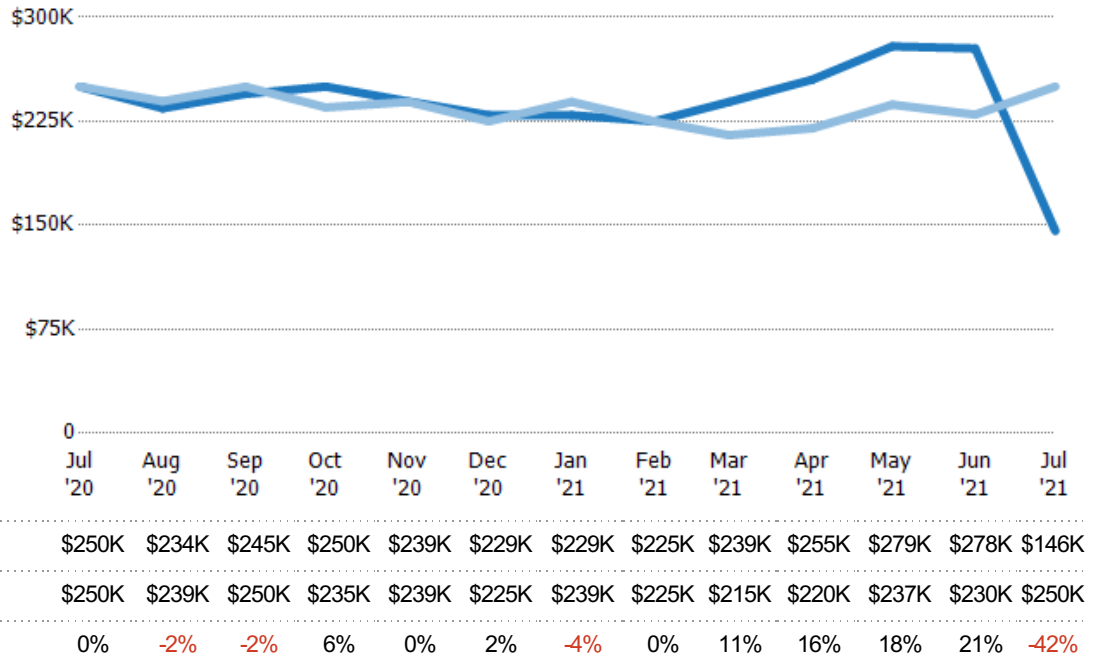
Median Listing Price

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.
Jul '21	\$146K	-41.6%
Jul '20	\$250K	0%
Jul '19	\$250K	-6%

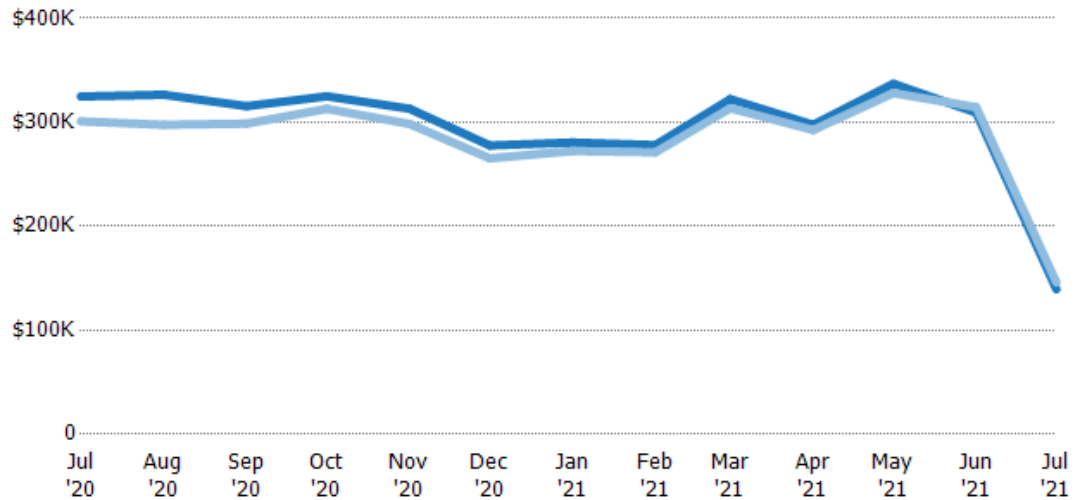


Average Listing Price vs Average Est Value

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

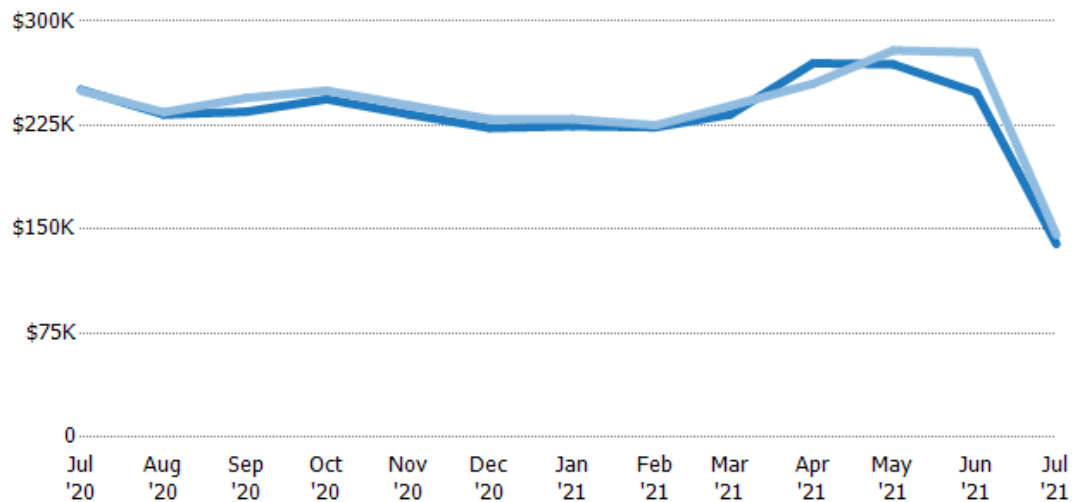


Median Listing Price vs Median Est Value

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



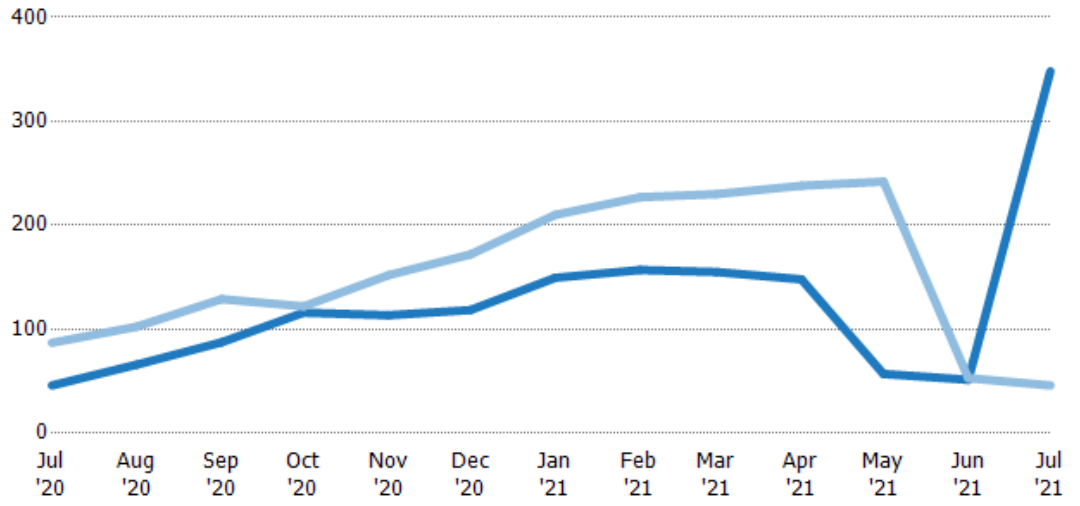
Median Days in RPR

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.
Jul '21	348	656.5%
Jul '20	46	-47.1%
Jul '19	87	-3.4%



Current Year	46	66	87.5	116	114	119	150	157	155	148	57	51.5	348
Prior Year	87	103	129	122	152	172	210	227	230	238	242	53	46
Percent Change from Prior Year	-47%	-36%	-32%	-5%	-25%	-31%	-29%	-31%	-33%	-38%	-76%	-3%	657%

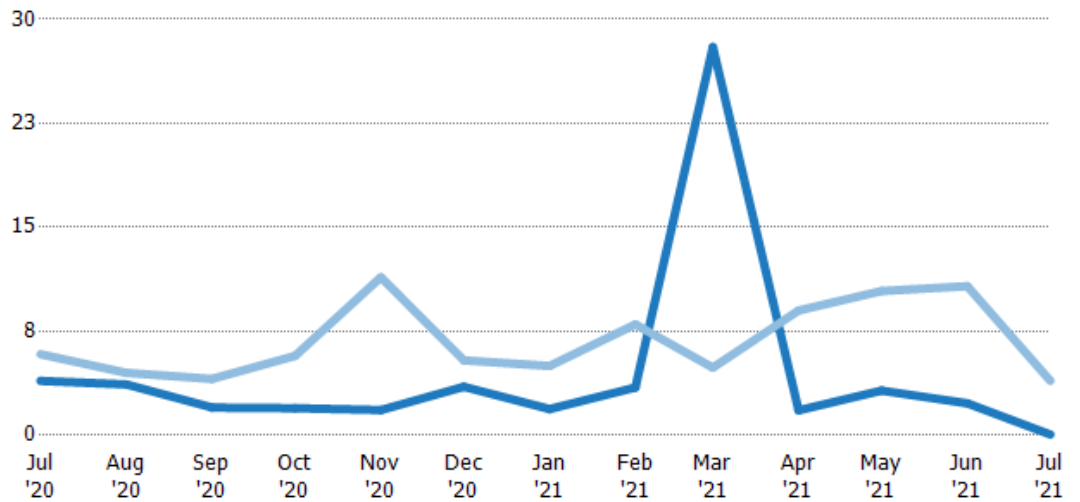
Months of Inventory

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.
Jul '21	0	-98.7%
Jul '20	3.92	-32.9%
Jul '19	5.85	5.5%



Current Year	3.92	3.67	2	1.95	1.82	3.5	1.89	3.44	28	1.8	3.22	2.31	0
Prior Year	5.85	4.5	4.06	5.73	11.4	5.4	5	8	4.88	9	10.4	10.8	3.92
Percent Change from Prior Year	-33%	-19%	-51%	-66%	-84%	-35%	-62%	-57%	474%	-80%	-69%	-79%	-99%

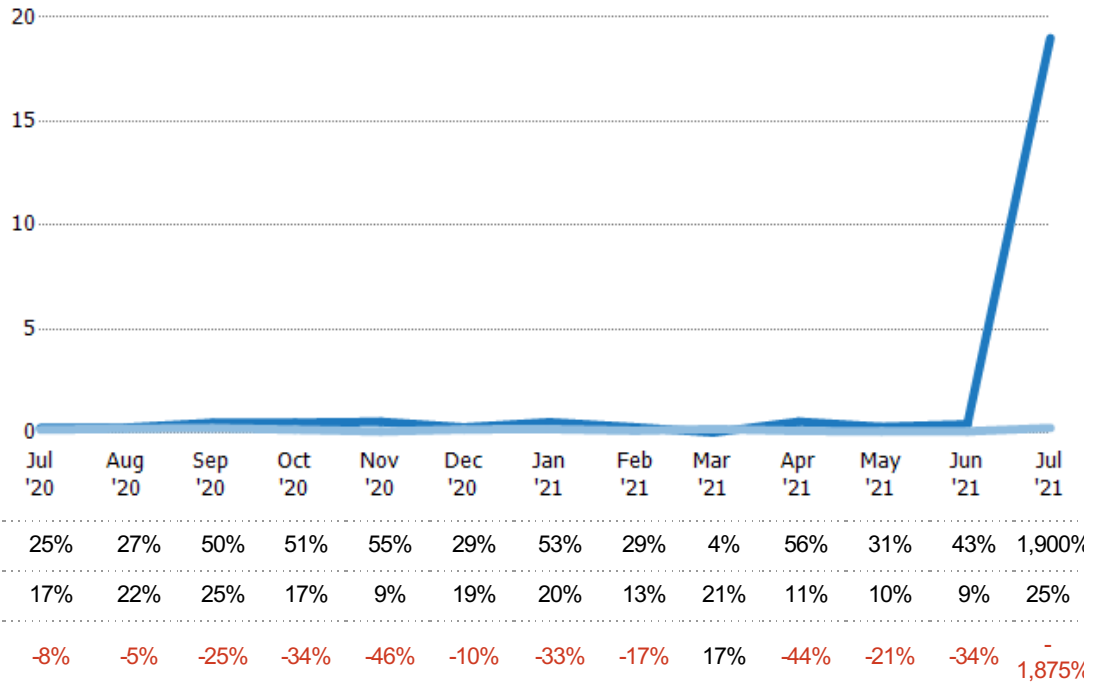
Absorption Rate

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.
Jul '21	1,900%	-1,874.5%
Jul '20	25%	-8.4%
Jul '19	17%	-5.2%

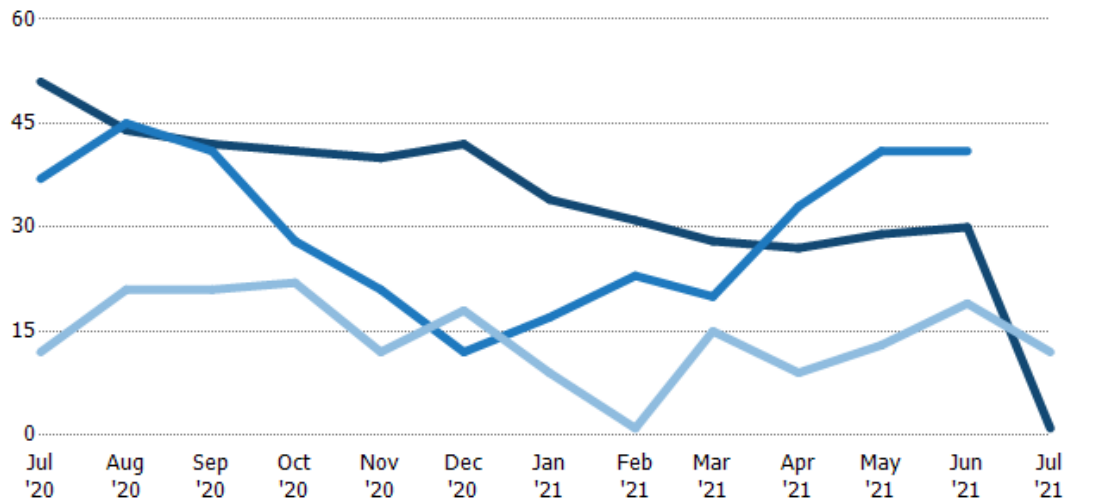


Active/Pending/Sold Units

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	51	44	42	41	40	42	34	31	28	27	29	30	1
Pending	37	45	41	28	21	12	17	23	20	33	41	41	-
Sold	12	21	21	22	12	18	9	1	15	9	13	19	12

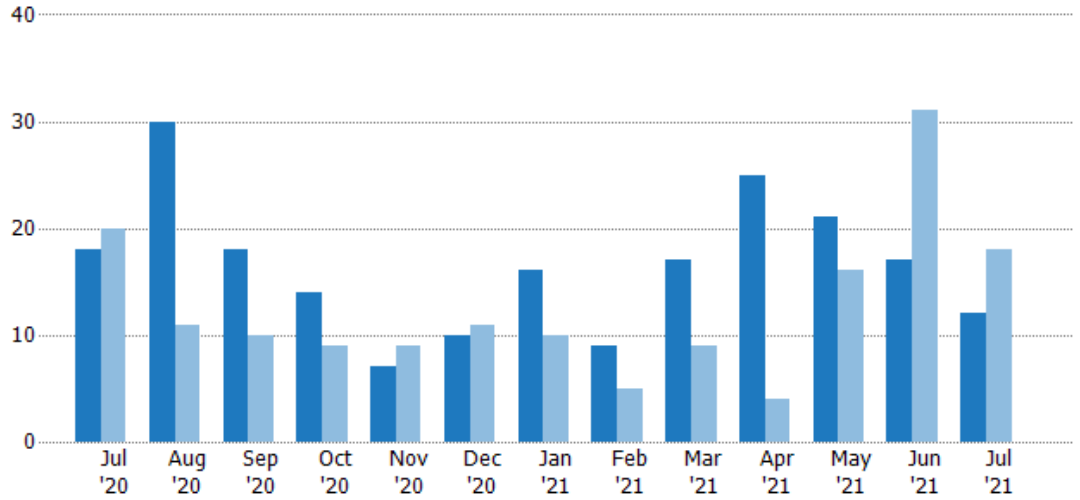
New Pending Sales

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.
Jul '21	12	-33.3%
Jul '20	18	-10%
Jul '19	20	-30%



Current Year	18	30	18	14	7	10	16	9	17	25	21	17	12
Prior Year	20	11	10	9	9	11	10	5	9	4	16	31	18
Percent Change from Prior Year	-10%	173%	80%	56%	-22%	-9%	60%	80%	89%	525%	31%	-45%	-33%

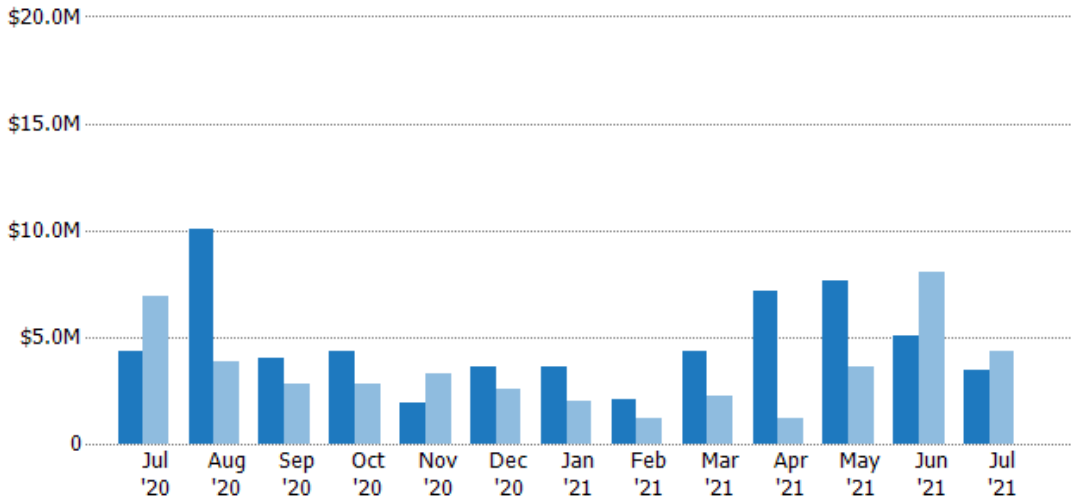
New Pending Sales Volume

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.
Jul '21	\$3.45M	-20.6%
Jul '20	\$4.34M	-37.2%
Jul '19	\$6.91M	-51.6%



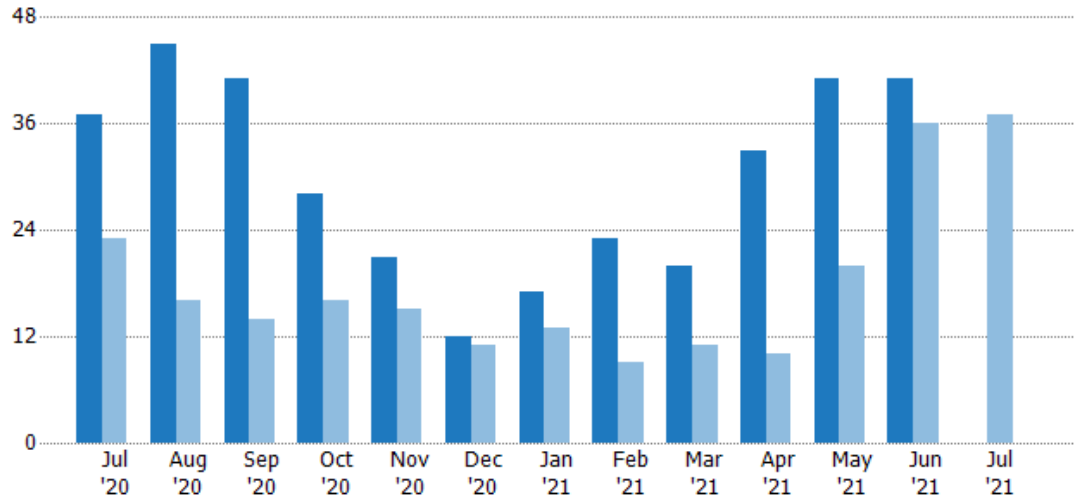
Current Year	\$4.34M	\$10.1M	\$4.04M	\$4.32M	\$1.92M	\$3.65M	\$3.58M	\$2.1M	\$4.3M	\$7.13M	\$7.67M	\$5.04M	\$3.45M
Prior Year	\$6.91M	\$3.87M	\$2.78M	\$2.78M	\$3.25M	\$2.6M	\$1.98M	\$1.2M	\$2.28M	\$1.18M	\$3.65M	\$8.07M	\$4.34M
Percent Change from Prior Year	-37%	160%	45%	55%	-41%	41%	80%	76%	89%	502%	110%	-38%	-21%

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



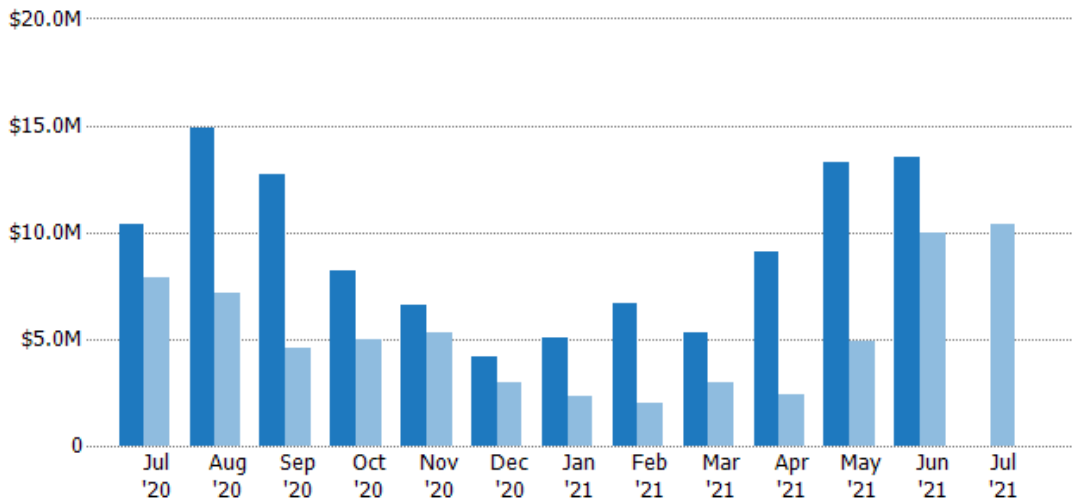
Current Year	37	45	41	28	21	12	17	23	20	33	41	41	-
Prior Year	23	16	14	16	15	11	13	9	11	10	20	36	37
Percent Change from Prior Year	61%	181%	193%	75%	40%	9%	31%	156%	82%	230%	105%	14%	-100%

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



Current Year	\$10.3M	\$14.8M	\$12.7M	\$8.19M	\$6.6M	\$4.16M	\$5.07M	\$6.65M	\$5.34M	\$9.12M	\$13.3M	\$13.5M	-
Prior Year	\$7.9M	\$7.14M	\$4.58M	\$4.97M	\$5.33M	\$2.99M	\$2.3M	\$2.01M	\$2.96M	\$2.43M	\$4.88M	\$9.99M	\$10.3M
Percent Change from Prior Year	31%	108%	177%	65%	24%	39%	120%	231%	80%	276%	173%	35%	-100%

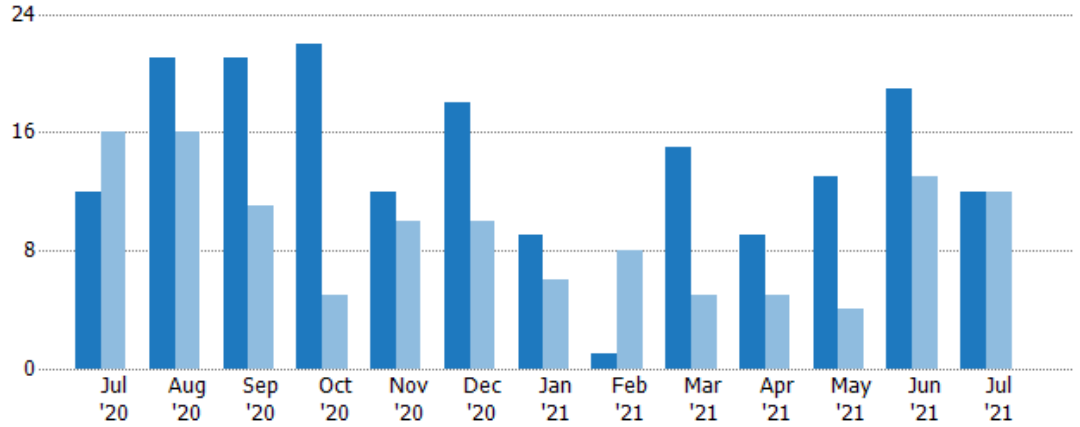
Closed Sales

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.
Jul '21	12	0%
Jul '20	12	-25%
Jul '19	16	-25%



Current Year	12	21	21	22	12	18	9	1	15	9	13	19	12
Prior Year	16	16	11	5	10	10	6	8	5	5	4	13	12
Percent Change from Prior Year	-25%	31%	91%	340%	20%	80%	50%	-88%	200%	80%	225%	46%	0%

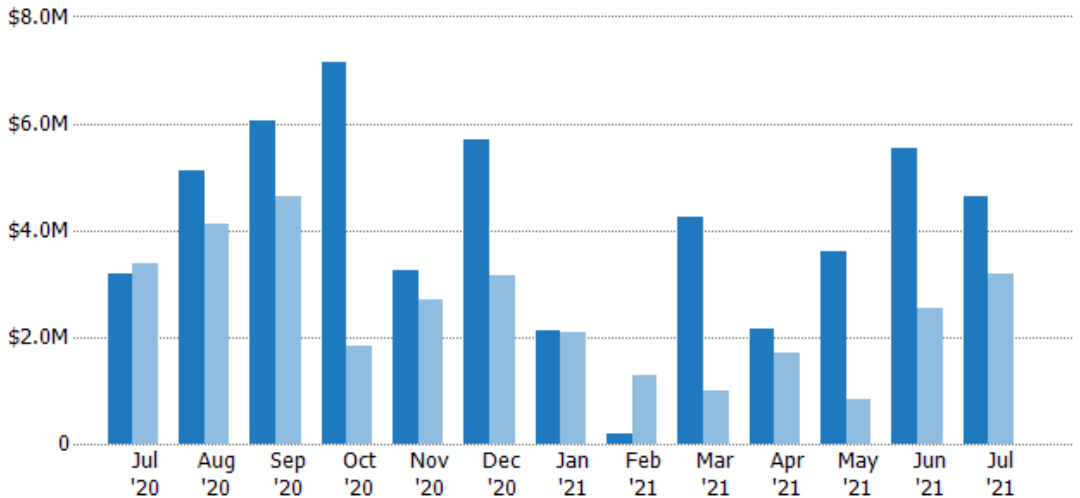
Closed Sales Volume

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.
Jul '21	\$4.63M	45.9%
Jul '20	\$3.17M	-5.9%
Jul '19	\$3.37M	-17.8%



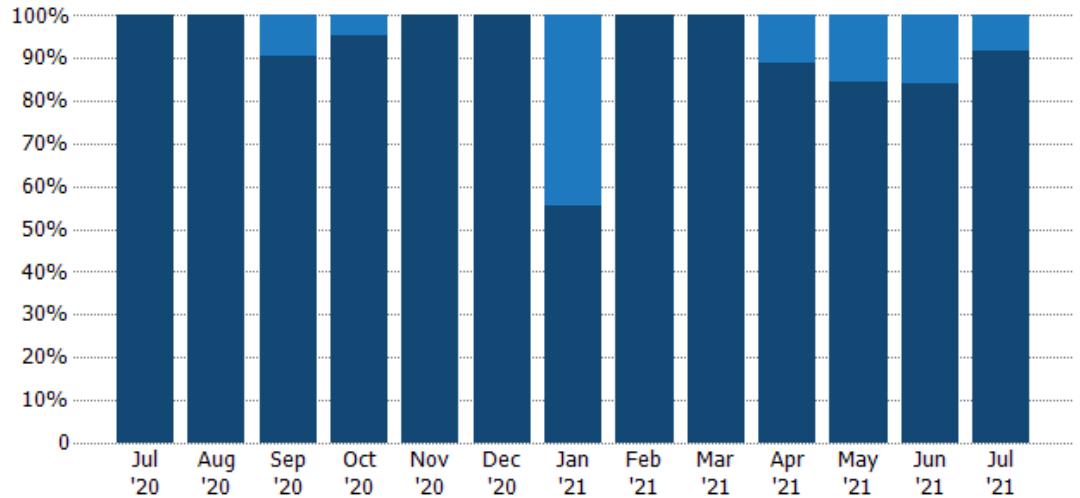
Current Year	\$3.17M	\$5.11M	\$6.05M	\$7.14M	\$3.24M	\$5.69M	\$2.12M	\$179K	\$4.24M	\$2.17M	\$3.6M	\$5.52M	\$4.63M
Prior Year	\$3.37M	\$4.13M	\$4.64M	\$1.84M	\$2.7M	\$3.14M	\$2.1M	\$1.27M	\$998K	\$1.69M	\$843K	\$2.53M	\$3.17M
Percent Change from Prior Year	-6%	24%	30%	287%	20%	81%	1%	-86%	325%	28%	327%	118%	46%

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

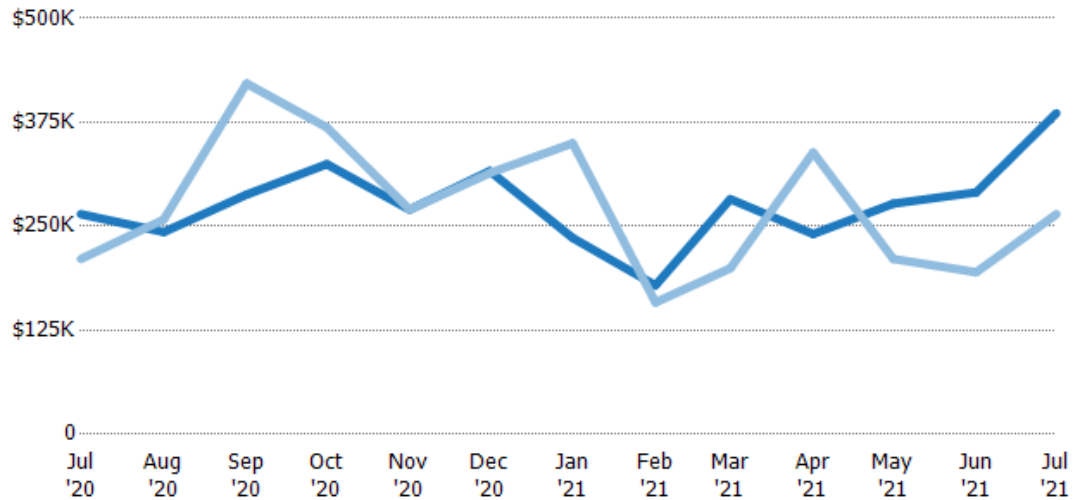
Average Sales Price

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

Month/ Year	Price	% Chg.
Jul '21	\$386K	45.9%
Jul '20	\$265K	25.5%
Jul '19	\$211K	9.6%



Current Year	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K	\$236K	\$179K	\$283K	\$241K	\$277K	\$291K	\$386K
Prior Year	\$211K	\$258K	\$422K	\$369K	\$270K	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K
Percent Change from Prior Year	26%	-6%	-32%	-12%	0%	1%	-33%	13%	42%	-29%	32%	49%	46%

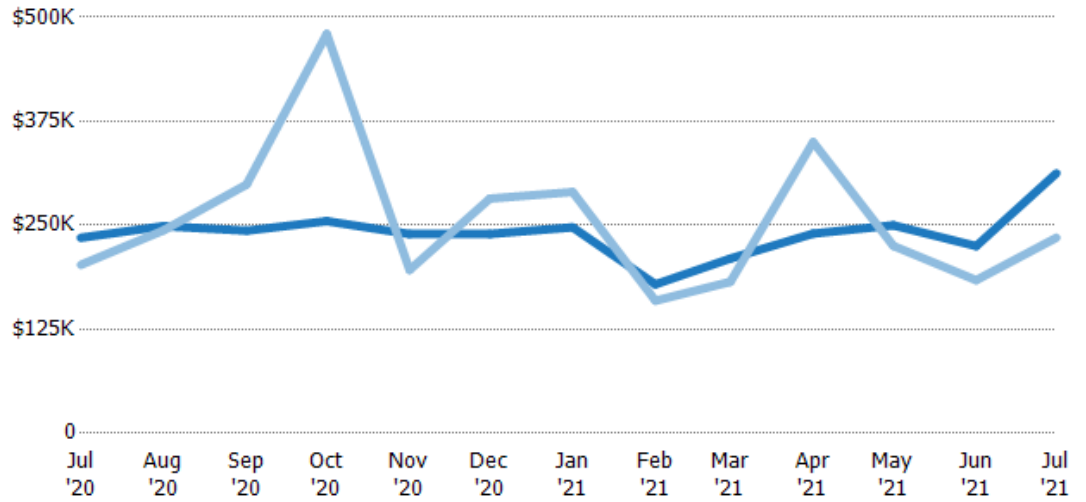
Median Sales Price

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.
Jul '21	\$313K	33%
Jul '20	\$235K	16%
Jul '19	\$203K	9.9%



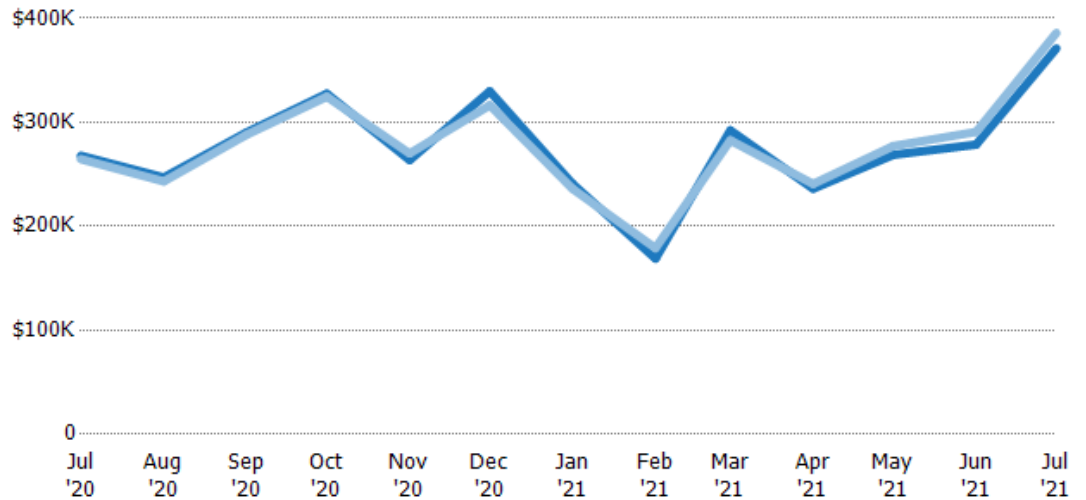
Current Year	\$235K	\$249K	\$244K	\$255K	\$240K	\$240K	\$248K	\$179K	\$210K	\$240K	\$250K	\$225K	\$313K
Prior Year	\$203K	\$244K	\$299K	\$480K	\$196K	\$282K	\$290K	\$159K	\$182K	\$350K	\$225K	\$184K	\$235K
Percent Change from Prior Year	16%	2%	-19%	-47%	22%	-15%	-15%	12%	15%	-31%	11%	22%	33%

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



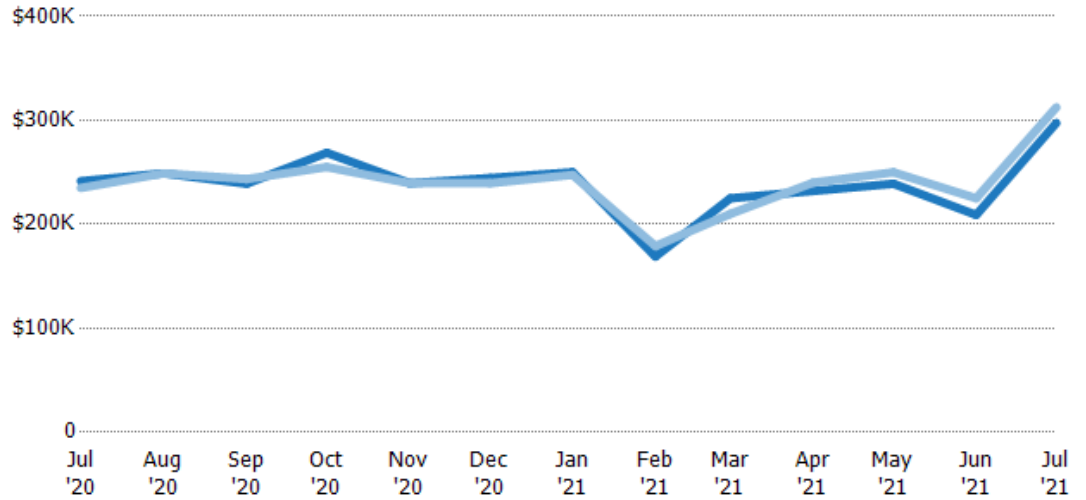
Avg List Price	\$268K	\$247K	\$290K	\$327K	\$264K	\$330K	\$241K	\$169K	\$292K	\$236K	\$269K	\$279K	\$371K
Avg Sales Price	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K	\$236K	\$179K	\$283K	\$241K	\$277K	\$291K	\$386K
Avg Sales Price as a % of Avg List Price	99%	98%	99%	99%	102%	96%	98%	106%	97%	102%	103%	104%	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

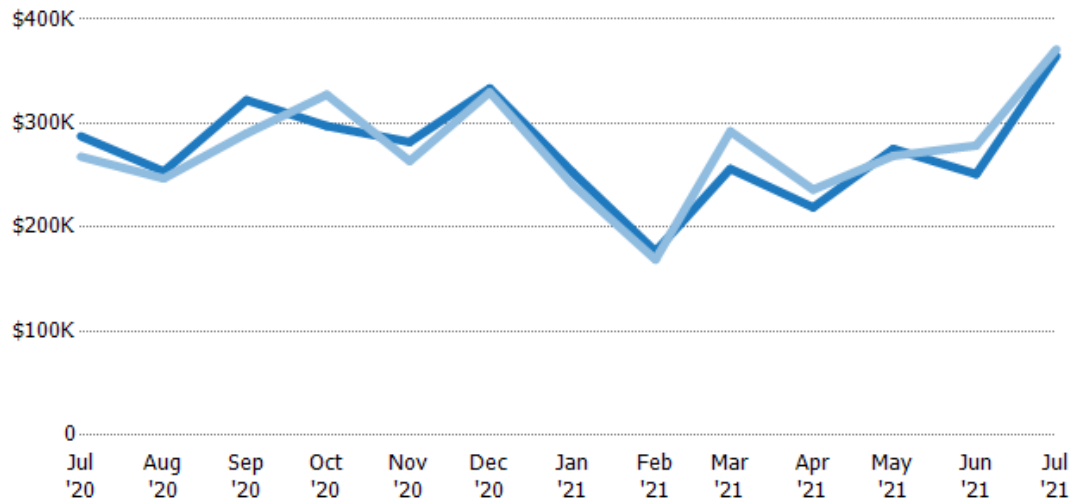


Average Sales Price vs Average Est Value

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

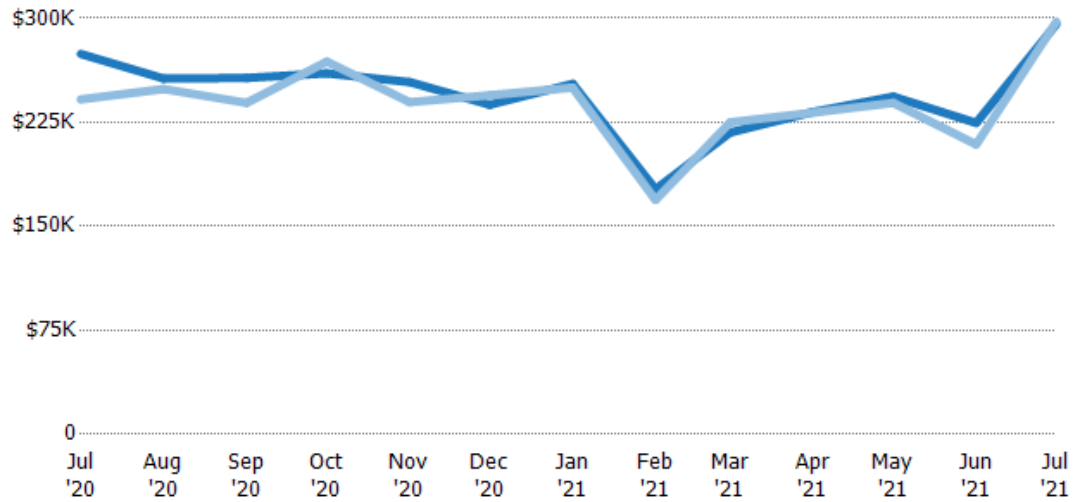


Median Sales Price vs Median Est Value

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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median Est Value	\$274K	\$257K	\$257K	\$260K	\$254K	\$238K	\$253K	\$177K	\$218K	\$232K	\$244K	\$225K	\$296K
Median Sales Price	\$242K	\$249K	\$239K	\$269K	\$240K	\$245K	\$250K	\$169K	\$225K	\$232K	\$239K	\$209K	\$297K
Med Sales Price as a % of Med Est Value	88%	97%	93%	103%	94%	103%	99%	96%	103%	100%	98%	93%	101%