

## Summary of Key Listing and Sales Metrics

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

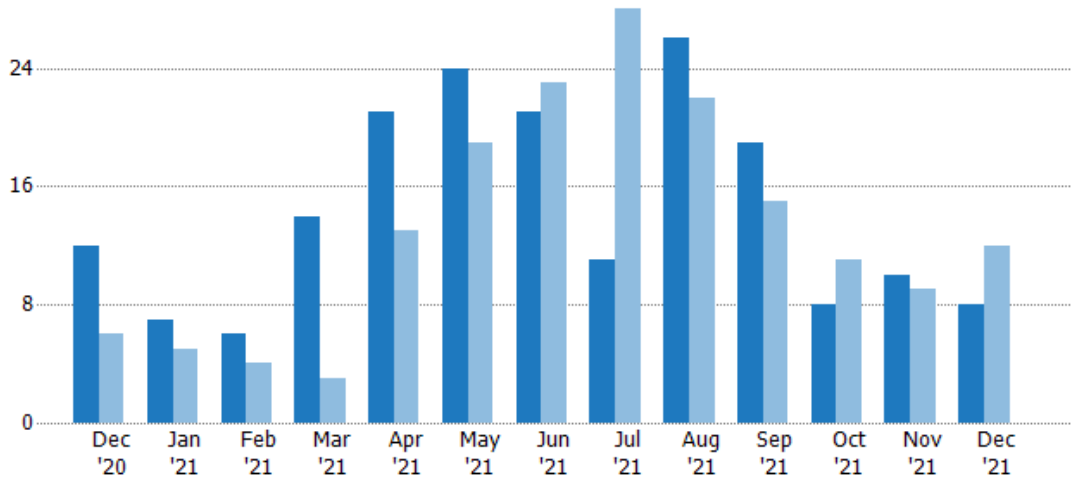
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	12	-33.3%	175	164	+6.7%
New Listing Volume	\$2,667,900	\$3,150,899	-15.3%	\$57,173,110	\$47,805,099	+19.6%
Active Listing Count	22	43	-48.8%	N/A	N/A	
Active Listing Volume	\$10,294,500	\$11,303,299	-8.9%	N/A	N/A	
Average Listing Price	\$467,932	\$262,867	+78%	\$344,761	\$275,133	+25.3%
Median Listing Price	\$298,350	\$229,900	+29.8%	\$269,883	\$234,647	+15%
Median Days in RPR	93	117	-20.5%	93.4	112.05	-16.6%
Months of Inventory	1.8	3.6	-48.8%	2.4	4.8	-50.9%
Absorption Rate	54.55%	27.91%	+26.6%	42.12%	20.67%	+21.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	10	-50%	186	172	+8.1%
New Pending Sales Volume	\$1,832,900	\$3,648,900	-49.8%	\$55,466,810	\$46,711,899	+18.7%
Pending Sales Count	13	12	+8.3%	N/A	N/A	
Pending Sales Volume	\$4,324,700	\$4,162,900	+3.9%	N/A	N/A	
Closed Sales Count	17	18	-5.6%	164	147	+11.6%
Closed Sales Volume	\$6,391,800	\$5,694,400	+12.2%	\$50,019,663	\$39,838,100	+25.6%
Average Sales Price	\$375,988	\$316,356	+18.8%	\$304,998	\$271,007	+12.5%
Median Sales Price	\$330,000	\$239,500	+37.8%	\$268,744	\$237,584	+13.1%

## 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



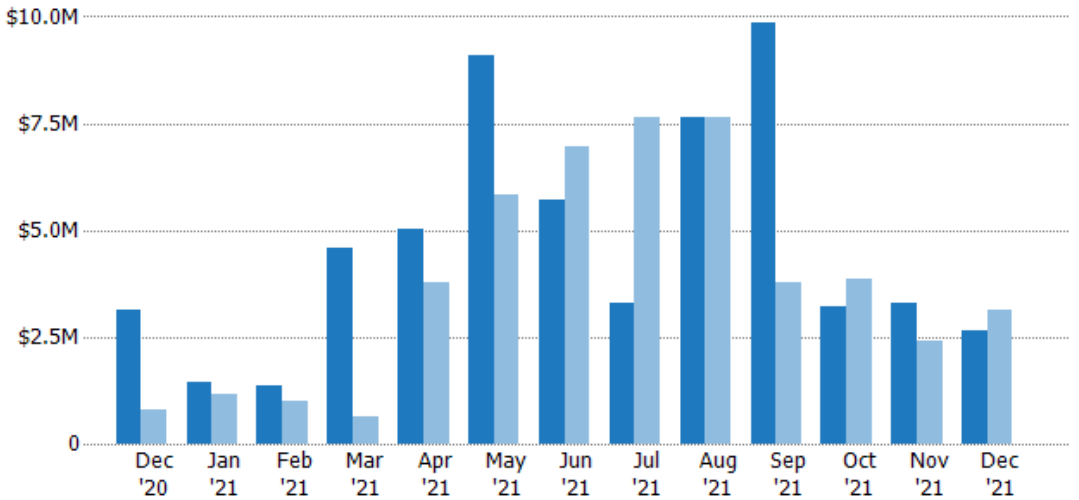
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	12	7	6	14	21	24	21	11	26	19	8	10	8
Prior Year	6	5	4	3	13	19	23	28	22	15	11	9	12
Percent Change from Prior Year	100%	40%	50%	367%	62%	26%	-9%	-61%	18%	27%	-27%	11%	-33%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$3.15M	\$1.43M	\$1.35M	\$4.6M	\$5.01M	\$9.1M	\$5.72M	\$3.29M	\$7.62M	\$9.87M	\$3.21M	\$3.3M	\$2.67M
Prior Year	\$806K	\$1.16M	\$988K	\$632K	\$3.77M	\$5.84M	\$6.97M	\$7.64M	\$7.64M	\$3.77M	\$3.85M	\$2.4M	\$3.15M
Percent Change from Prior Year	291%	23%	37%	628%	33%	56%	-18%	-57%	0%	162%	-17%	38%	-15%

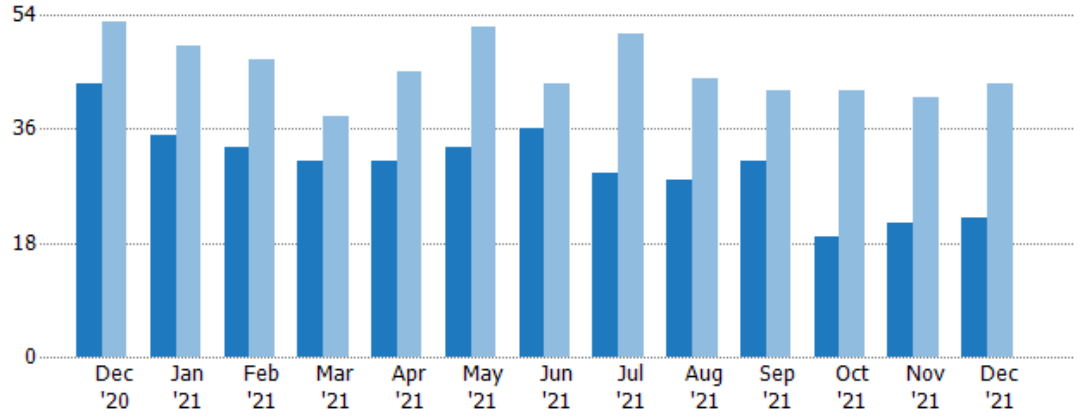
## Active Listings

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.
Dec '21	22	-48.8%
Dec '20	43	-18.9%
Dec '19	53	15.1%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	43	35	33	31	31	33	36	29	28	31	19	21	22
Prior Year	53	49	47	38	45	52	43	51	44	42	42	41	43
Percent Change from Prior Year	-19%	-29%	-30%	-18%	-31%	-37%	-16%	-43%	-36%	-26%	-55%	-49%	-49%

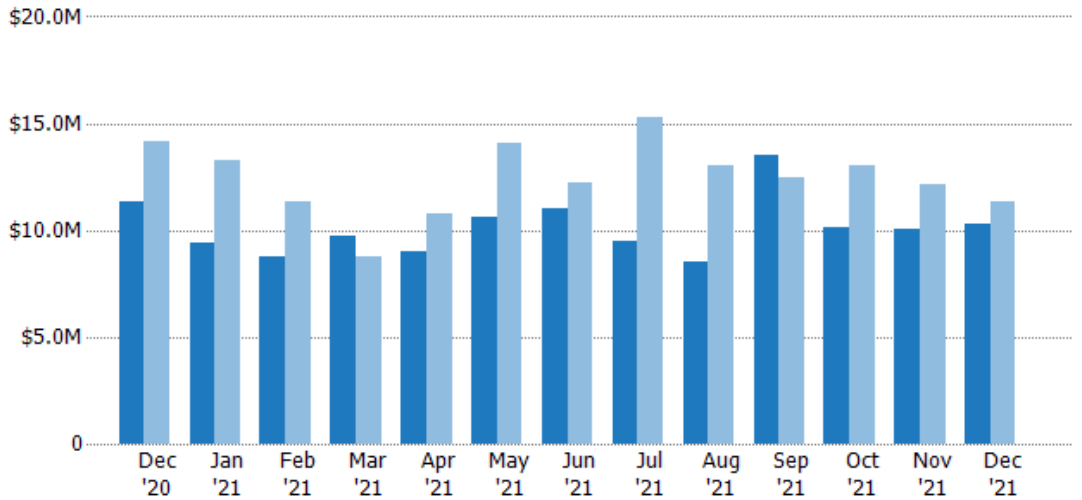
## Active Listing Volume

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

Month/Year	Volume	% Chg.
Dec '21	\$10.3M	-8.9%
Dec '20	\$11.3M	-20.2%
Dec '19	\$14.2M	15.9%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$11.3M	\$9.42M	\$8.72M	\$9.69M	\$8.99M	\$10.6M	\$11M	\$9.46M	\$8.49M	\$13.5M	\$10.1M	\$10.1M	\$10.3M
Prior Year	\$14.2M	\$13.3M	\$11.3M	\$8.76M	\$10.8M	\$14.1M	\$12.2M	\$15.3M	\$13.1M	\$12.5M	\$13M	\$12.1M	\$11.3M
Percent Change from Prior Year	-20%	-29%	-23%	11%	-17%	-25%	-10%	-38%	-35%	8%	-23%	-17%	-9%

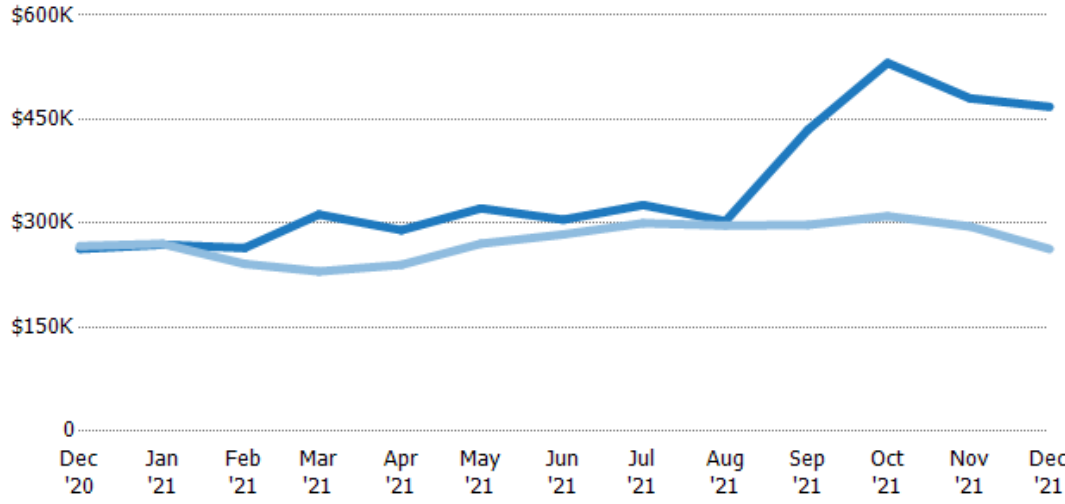
## Average Listing Price

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.
Dec '21	\$468K	78%
Dec '20	\$263K	-1.6%
Dec '19	\$267K	0.7%



Current Year	\$263K	\$269K	\$264K	\$313K	\$290K	\$321K	\$305K	\$326K	\$303K	\$435K	\$531K	\$480K	\$468K
Prior Year	\$267K	\$270K	\$241K	\$231K	\$240K	\$271K	\$284K	\$300K	\$297K	\$298K	\$310K	\$295K	\$263K
Percent Change from Prior Year	-2%	0%	10%	36%	21%	19%	7%	9%	2%	46%	71%	63%	78%

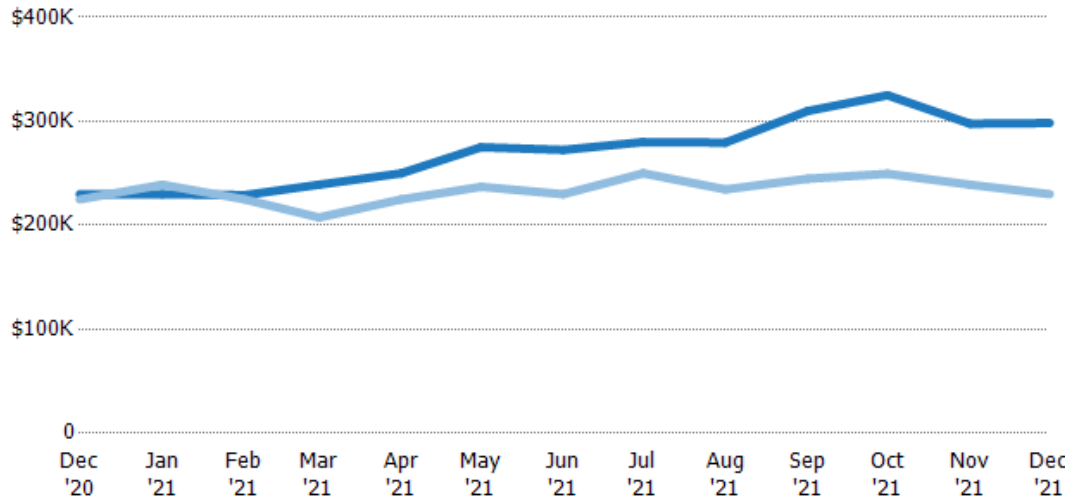
## Median Listing Price

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.
Dec '21	\$298K	29.8%
Dec '20	\$230K	2.2%
Dec '19	\$225K	0%



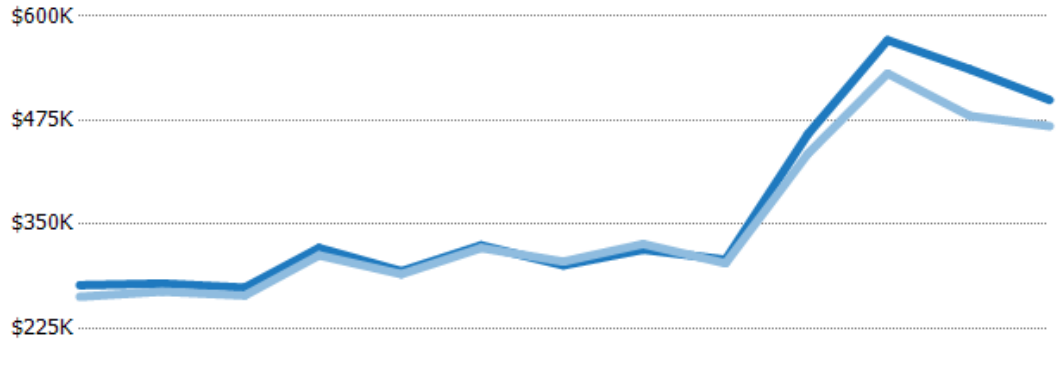
Current Year	\$230K	\$230K	\$229K	\$239K	\$250K	\$275K	\$272K	\$280K	\$280K	\$310K	\$325K	\$298K	\$298K
Prior Year	\$225K	\$239K	\$225K	\$208K	\$225K	\$237K	\$230K	\$250K	\$234K	\$245K	\$250K	\$239K	\$230K
Percent Change from Prior Year	2%	-4%	2%	15%	11%	16%	19%	12%	19%	27%	30%	25%	30%

## 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



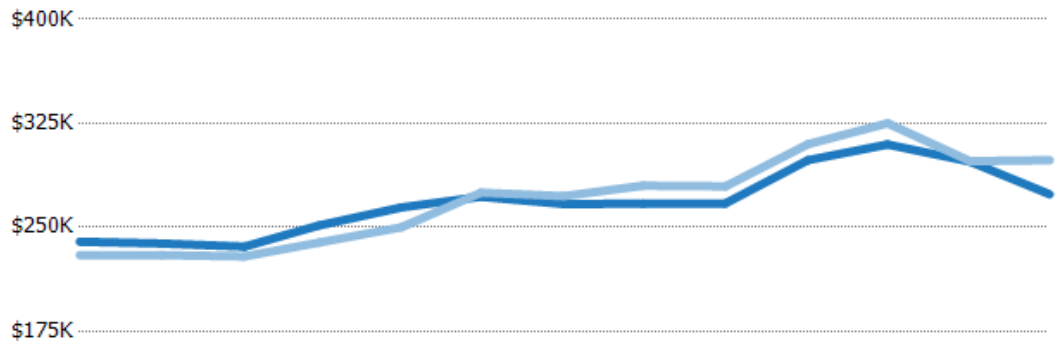
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$277K	\$279K	\$274K	\$322K	\$294K	\$325K	\$301K	\$320K	\$307K	\$458K	\$571K	\$536K	\$499K
Avg Listing Price	\$263K	\$269K	\$264K	\$313K	\$290K	\$321K	\$305K	\$326K	\$303K	\$435K	\$531K	\$480K	\$468K
Avg Listing Price as a % of Avg Est Value	95%	97%	97%	97%	99%	99%	102%	102%	99%	95%	93%	90%	94%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$240K	\$238K	\$236K	\$251K	\$264K	\$272K	\$267K	\$267K	\$267K	\$298K	\$310K	\$297K	\$274K
Median Listing Price	\$230K	\$230K	\$229K	\$239K	\$250K	\$275K	\$272K	\$280K	\$280K	\$310K	\$325K	\$298K	\$298K
Med Listing Price as a % of Med Est Value	96%	96%	97%	95%	95%	101%	102%	105%	105%	104%	105%	100%	109%

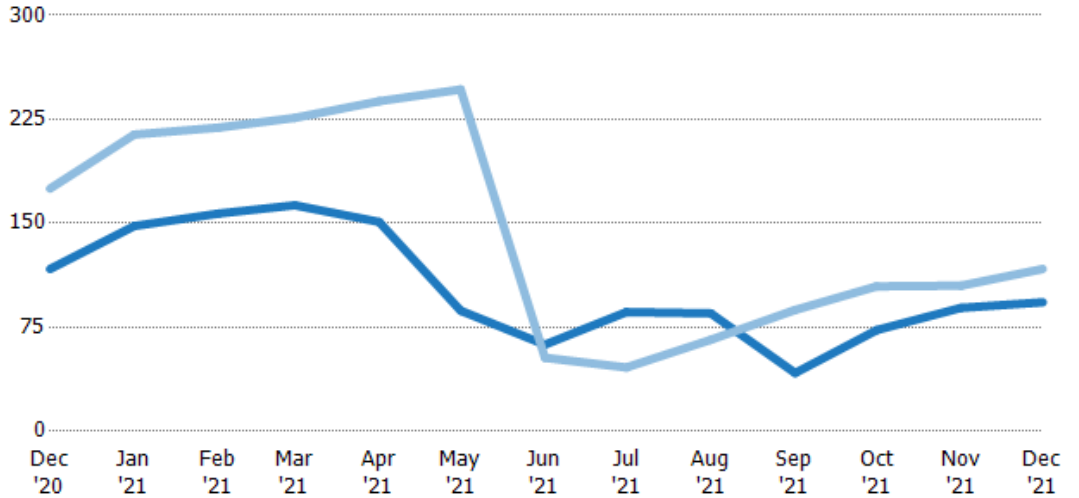
## Median Days in RPR

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.
Dec '21	93	-20.5%
Dec '20	117	-33.1%
Dec '19	175	-24%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	117	148	157	163	151	87	62.5	86	85	42	73	89	93
Prior Year	175	214	219	226	238	247	53	46	66	87.5	105	105	117
Percent Change from Prior Year	-33%	-31%	-28%	-28%	-37%	-65%	18%	87%	29%	-52%	-30%	-15%	-21%

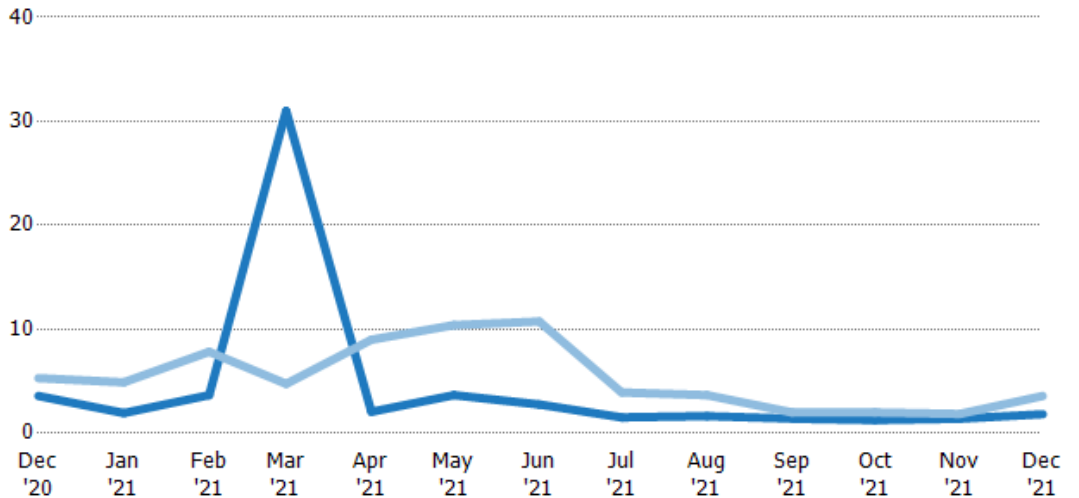
## Months of Inventory

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.
Dec '21	1.83	-48.8%
Dec '20	3.58	-32.4%
Dec '19	5.3	4.6%



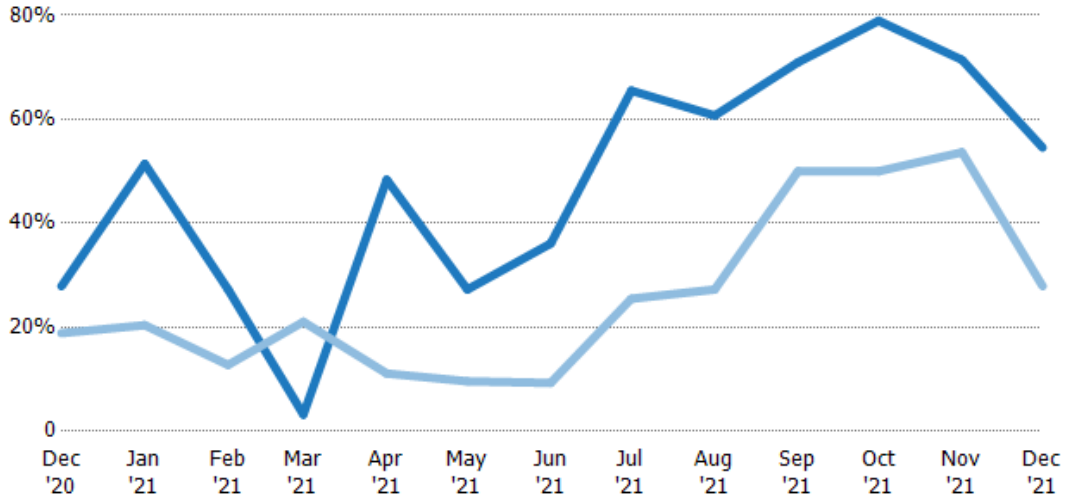
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	3.58	1.94	3.67	31	2.07	3.67	2.77	1.53	1.65	1.41	1.27	1.4	1.83
Prior Year	5.3	4.9	7.83	4.75	9	10.4	10.8	3.92	3.67	2	2	1.86	3.58
Percent Change from Prior Year	-32%	-60%	-53%	553%	-77%	-65%	-74%	-61%	-55%	-30%	-37%	-25%	-49%

## 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



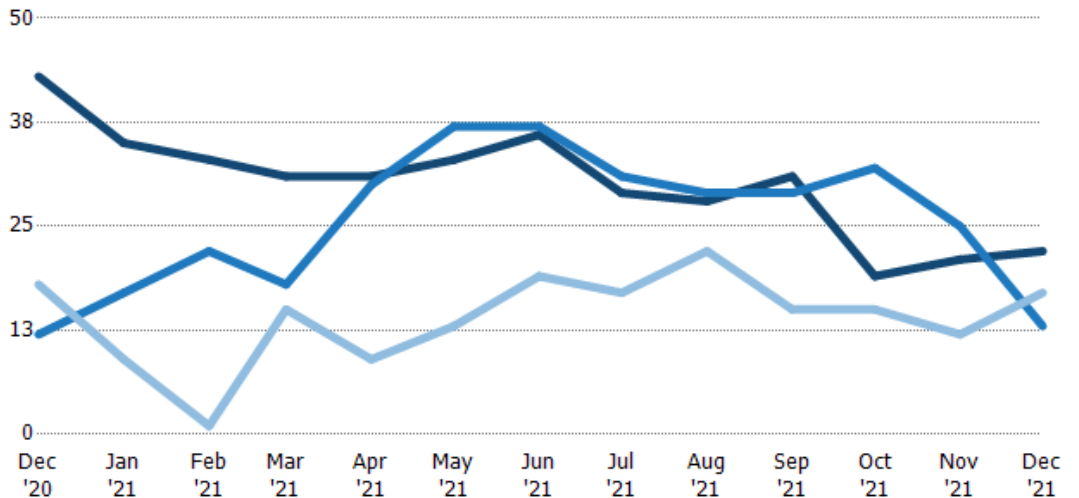
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	28%	51%	27%	3%	48%	27%	36%	66%	61%	71%	79%	71%	55%
Prior Year	19%	20%	13%	21%	11%	10%	9%	25%	27%	50%	50%	54%	28%
Change from Prior Year	-9%	-31%	-15%	18%	-37%	-18%	-27%	-40%	-33%	-21%	-29%	-18%	-27%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	43	35	33	31	31	33	36	29	28	31	19	21	22
Pending	12	17	22	18	30	37	37	31	29	29	32	25	13
Sold	18	9	1	15	9	13	19	17	22	15	15	12	17

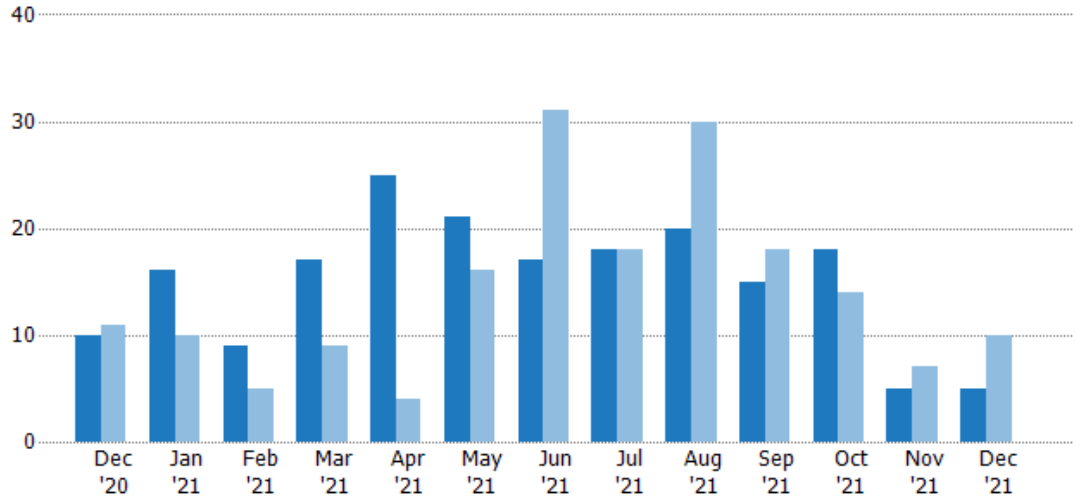
## New Pending Sales

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.
Dec '21	5	-50%
Dec '20	10	-9.1%
Dec '19	11	-63.6%



Current Year	10	16	9	17	25	21	17	18	20	15	18	5	5
Prior Year	11	10	5	9	4	16	31	18	30	18	14	7	10
Percent Change from Prior Year	-9%	60%	80%	89%	525%	31%	-45%	0%	-33%	-17%	29%	-29%	-50%

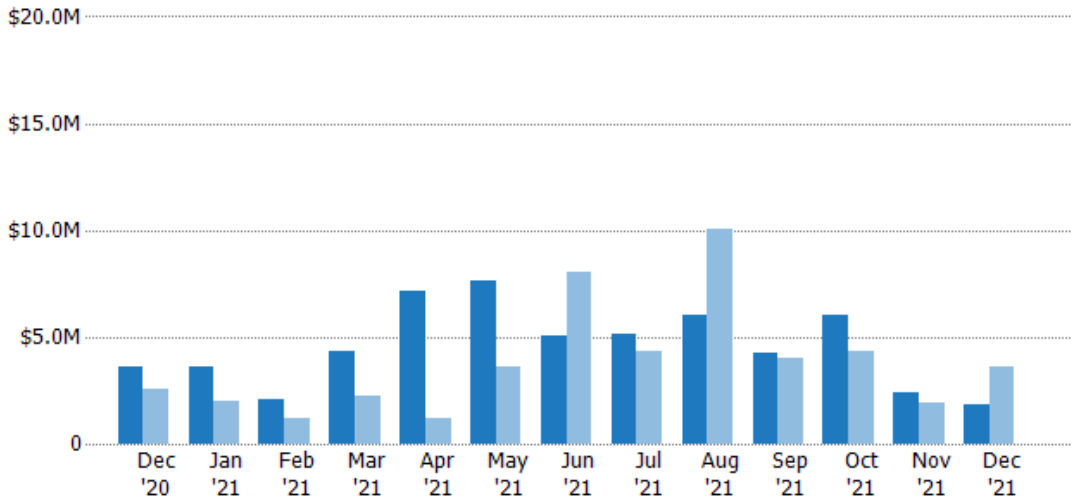
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Dec '21	\$1.83M	-49.8%
Dec '20	\$3.65M	40.6%
Dec '19	\$2.6M	-58.6%



Current Year	\$3.65M	\$3.58M	\$2.1M	\$4.3M	\$7.13M	\$7.67M	\$5.04M	\$5.13M	\$6.01M	\$4.23M	\$6.04M	\$2.42M	\$1.83M
Prior Year	\$2.6M	\$1.98M	\$1.2M	\$2.28M	\$1.18M	\$3.65M	\$8.07M	\$4.34M	\$10.1M	\$4.04M	\$4.32M	\$1.92M	\$3.65M
Percent Change from Prior Year	41%	80%	76%	89%	502%	110%	-38%	18%	-40%	5%	40%	26%	-50%

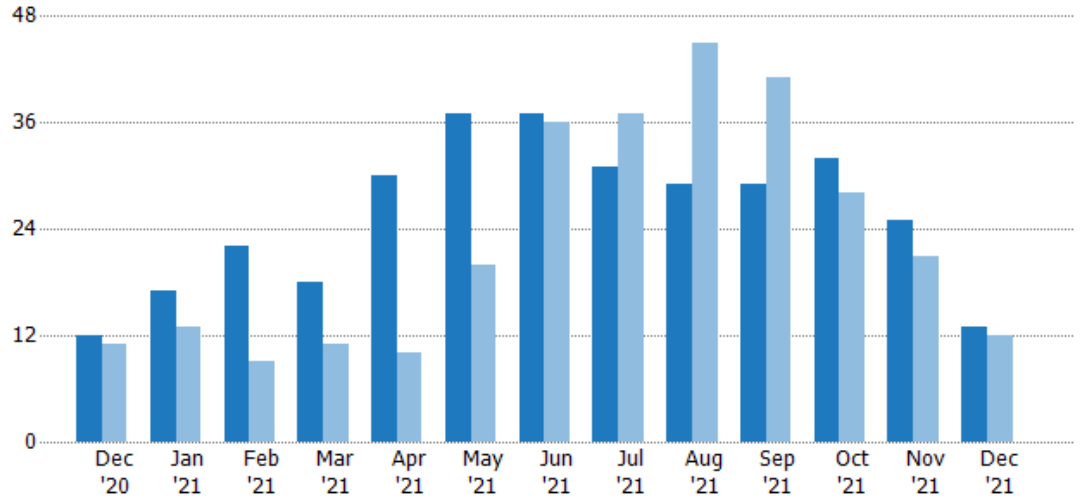


## Pending Sales

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



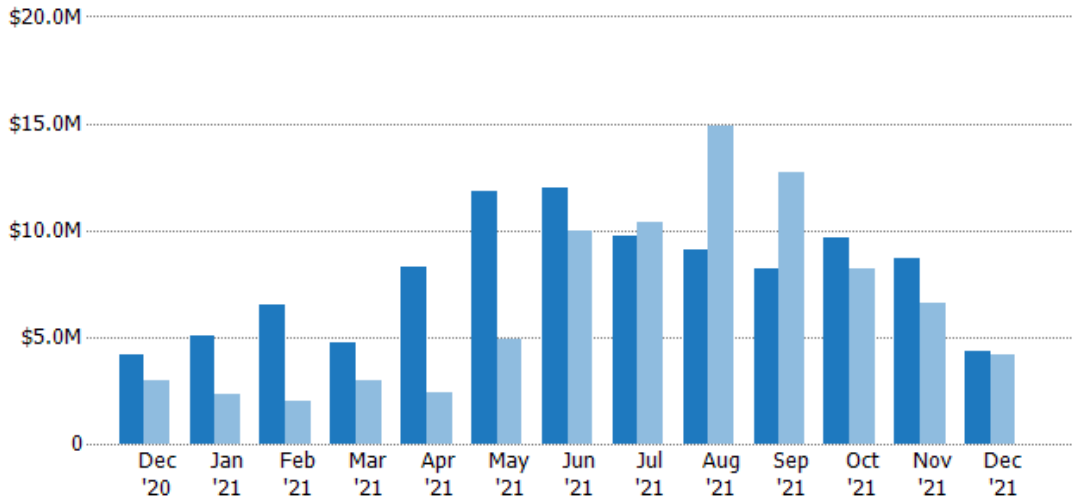
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	12	17	22	18	30	37	37	31	29	29	32	25	13
Prior Year	11	13	9	11	10	20	36	37	45	41	28	21	12
Percent Change from Prior Year	9%	31%	144%	64%	200%	85%	3%	-16%	-36%	-29%	14%	19%	8%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$4.16M	\$5.07M	\$6.5M	\$4.71M	\$8.3M	\$11.8M	\$12M	\$9.72M	\$9.08M	\$8.24M	\$9.66M	\$8.65M	\$4.32M
Prior Year	\$2.99M	\$2.3M	\$2.01M	\$2.96M	\$2.43M	\$4.88M	\$9.99M	\$10.3M	\$14.8M	\$12.7M	\$8.19M	\$6.6M	\$4.16M
Percent Change from Prior Year	39%	120%	223%	59%	242%	142%	20%	-6%	-39%	-35%	18%	31%	4%

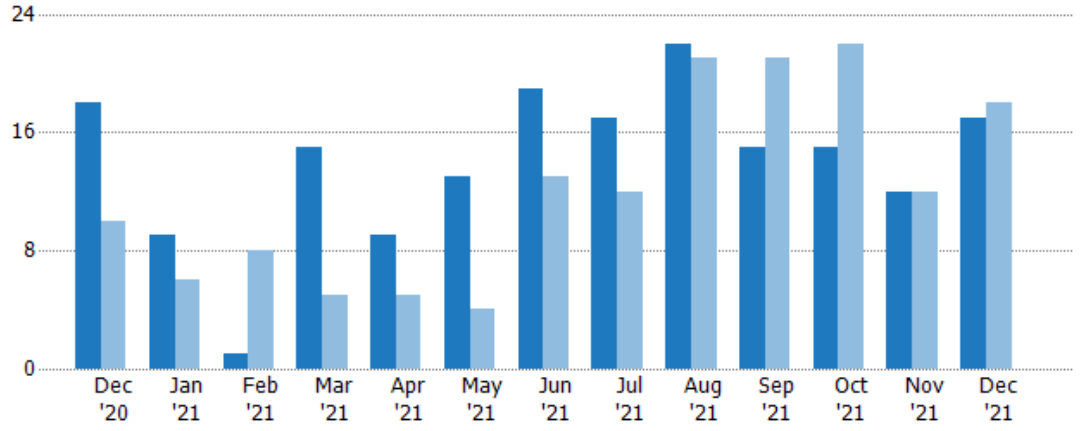
## Closed Sales

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.
Dec '21	17	-5.6%
Dec '20	18	80%
Dec '19	10	10%



Current Year	18	9	1	15	9	13	19	17	22	15	15	12	17
Prior Year	10	6	8	5	5	4	13	12	21	21	22	12	18
Percent Change from Prior Year	80%	50%	-88%	200%	80%	225%	46%	42%	5%	-29%	-32%	0%	-6%

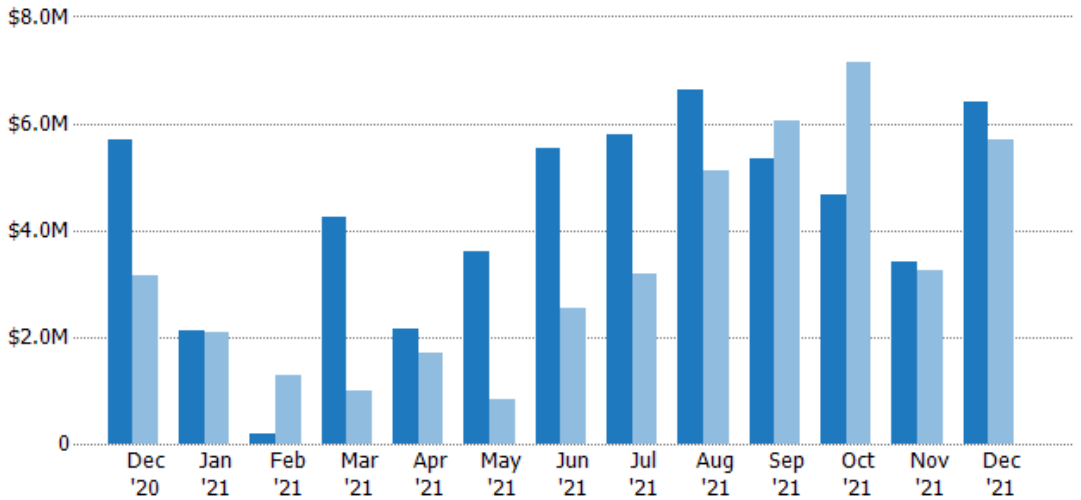
## Closed Sales Volume

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.
Dec '21	\$6.39M	12.2%
Dec '20	\$5.69M	81.3%
Dec '19	\$3.14M	-22.9%



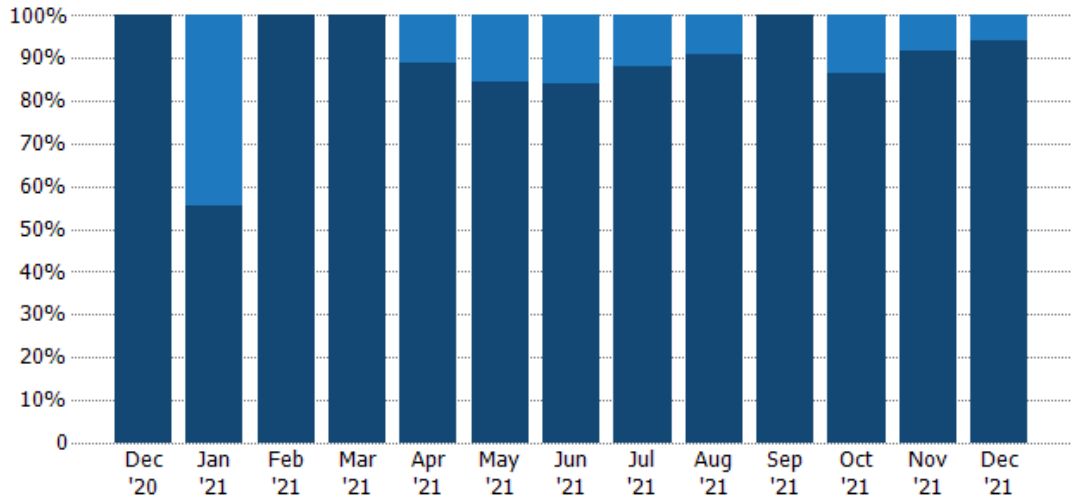
Current Year	\$5.69M	\$2.12M	\$179K	\$4.24M	\$2.17M	\$3.6M	\$5.53M	\$5.79M	\$6.61M	\$5.33M	\$4.65M	\$3.41M	\$6.39M
Prior Year	\$3.14M	\$2.1M	\$1.27M	\$998K	\$1.69M	\$843K	\$2.53M	\$3.17M	\$5.11M	\$6.05M	\$7.14M	\$3.24M	\$5.69M
Percent Change from Prior Year	81%	1%	-86%	325%	28%	327%	118%	82%	30%	-12%	-35%	5%	12%

## 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



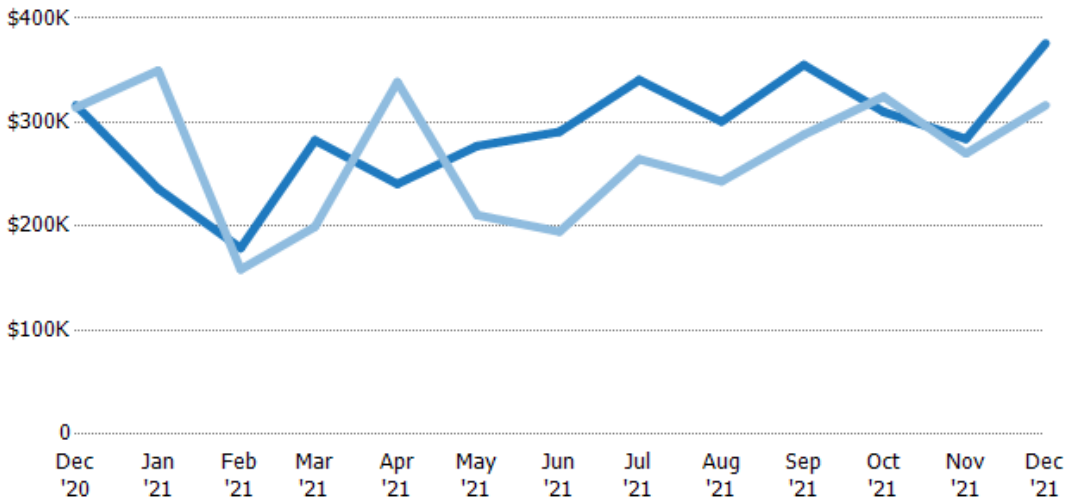
Condo/Townhouse	-	44%	-	-	11%	15%	16%	12%	9%	-	13%	8%	6%
Single Family Residence	100%	56%	100%	100%	89%	85%	84%	88%	91%	100%	87%	92%	94%

## 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	\$316K	\$236K	\$179K	\$283K	\$241K	\$277K	\$291K	\$341K	\$301K	\$355K	\$310K	\$284K	\$376K
Prior Year	\$314K	\$350K	\$158K	\$200K	\$339K	\$211K	\$195K	\$265K	\$243K	\$288K	\$325K	\$270K	\$316K
Percent Change from Prior Year	1%	-33%	13%	42%	-29%	32%	49%	29%	24%	23%	-4%	5%	19%

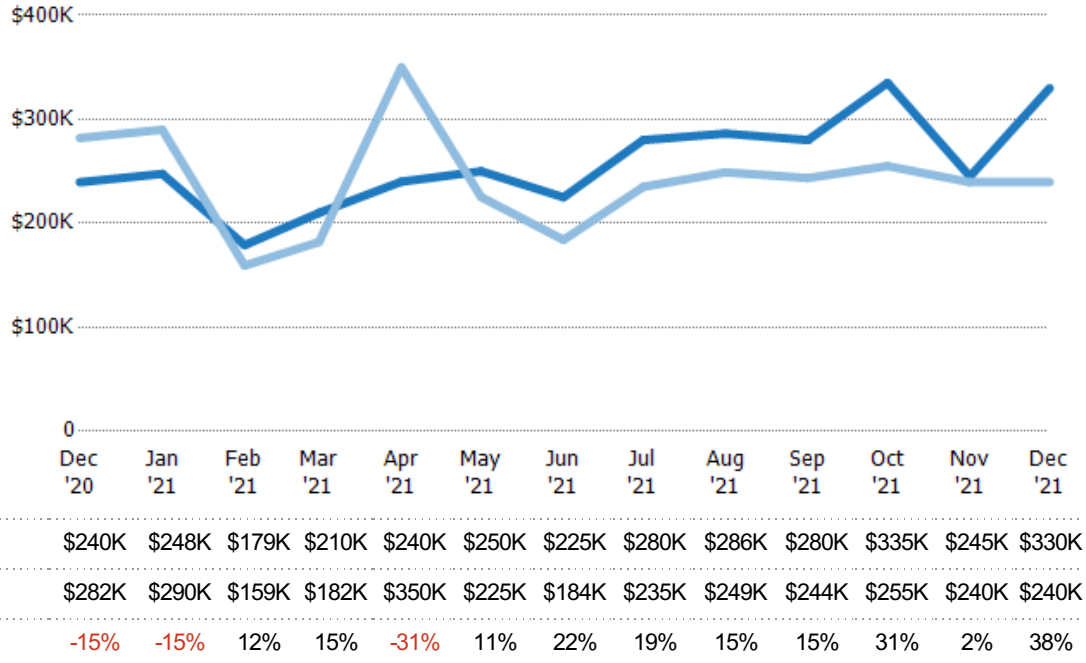
## Median Sales Price

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.
Dec '21	\$330K	37.8%
Dec '20	\$240K	-15.1%
Dec '19	\$282K	-22.5%

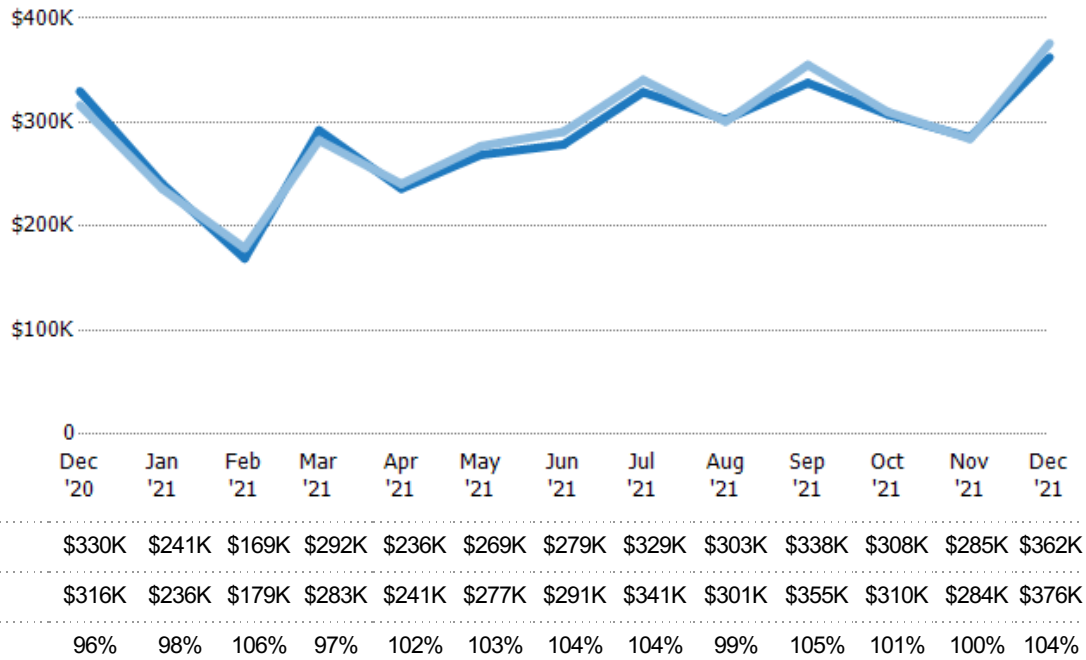


## Average Sales Price vs Average Listing Price

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

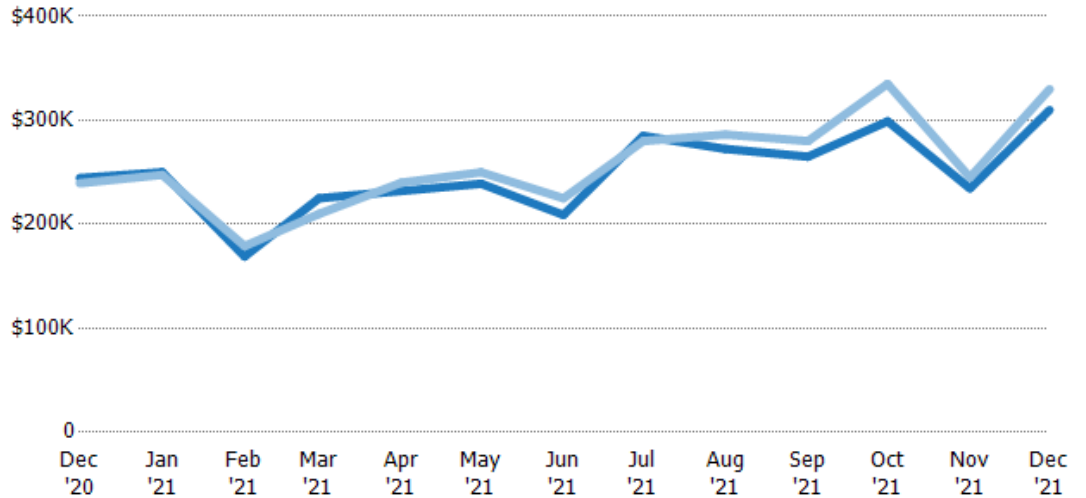


## Median Sales Price vs Median Listing Price

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

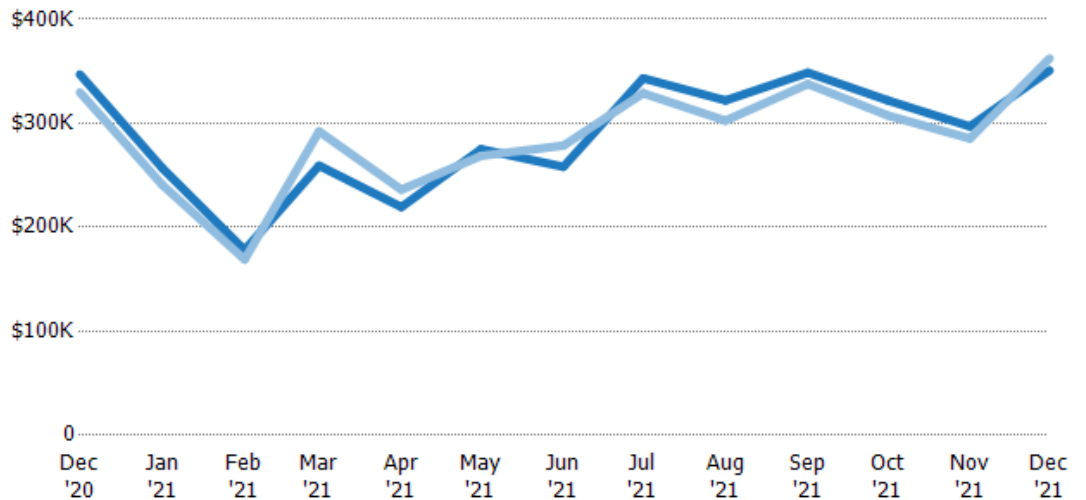


## Average Sales Price vs Average Est Value

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



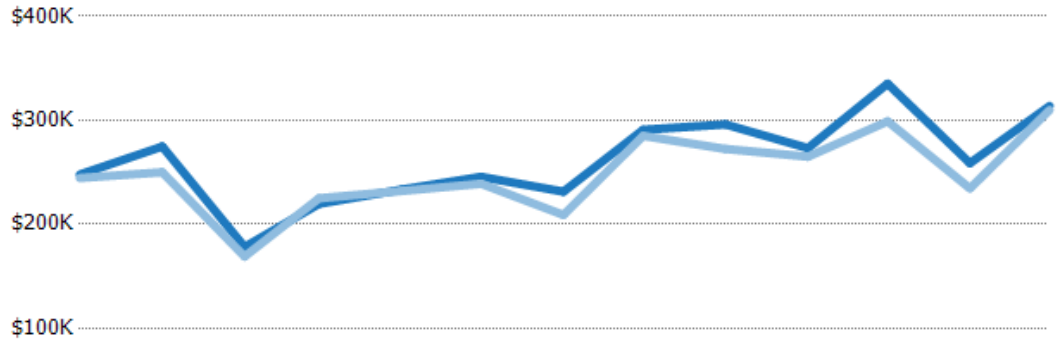
Month	Avg Est Value	Avg Sales Price	Avg Sales Price as a % of Avg Est Value
Dec '20	\$347K	\$330K	95%
Jan '21	\$257K	\$241K	94%
Feb '21	\$178K	\$169K	95%
Mar '21	\$259K	\$292K	113%
Apr '21	\$219K	\$236K	108%
May '21	\$275K	\$269K	98%
Jun '21	\$258K	\$279K	108%
Jul '21	\$343K	\$329K	96%
Aug '21	\$322K	\$303K	94%
Sep '21	\$349K	\$338K	97%
Oct '21	\$322K	\$308K	95%
Nov '21	\$297K	\$285K	96%
Dec '21	\$351K	\$362K	103%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$248K	\$275K	\$178K	\$220K	\$233K	\$246K	\$231K	\$291K	\$296K	\$273K	\$335K	\$259K	\$314K
Median Sales Price	\$245K	\$250K	\$169K	\$225K	\$232K	\$239K	\$209K	\$285K	\$272K	\$265K	\$299K	\$235K	\$310K
Med Sales Price as a % of Med Est Value	99%	91%	95%	102%	99%	97%	90%	98%	92%	97%	89%	91%	99%