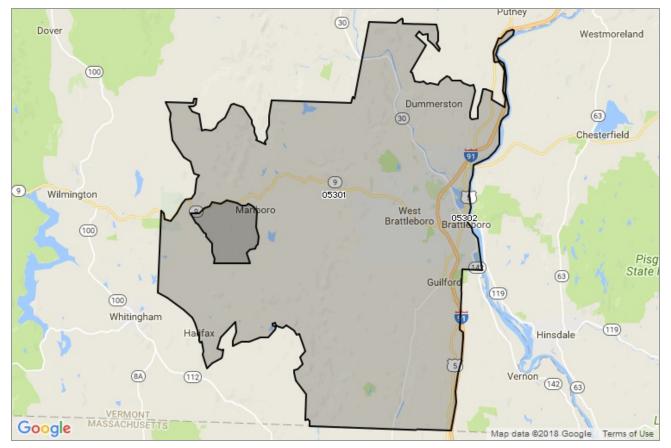


MARKET DATA REPORT

Brattleboro



Report Characteristics

Report Name: Brattleboro

Report Date Range: 1/2018 – 1/2018

Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602





Summary of Key Listing and Sales Metrics

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

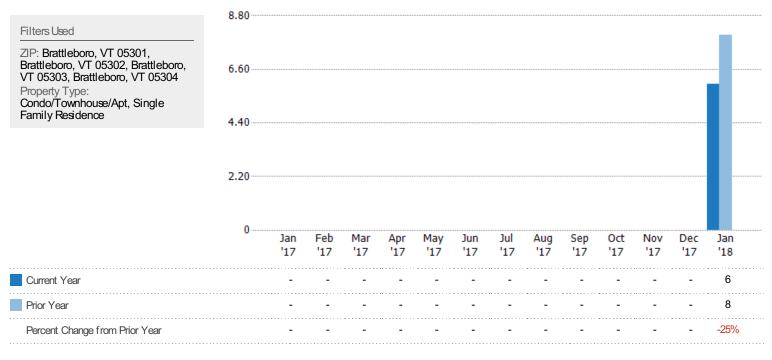
+/-	YTD 2017	YTD 2018	+/-	Jan 2017	Jan 2018	Key Metrics
						Listing Activity Charts Metrics
-25%	8	6	-25%	8	6	New Listing Count
-41.4%	\$2,409,400	\$1,412,250	-41.4%	\$2,409,400	\$1,412,250	New Listing Volume
-25.4%	71	53	-25.4%	71	53	Active Listing Count
-15.1%	\$19,108,498	\$16,228,850	-15.1%	\$19,108,498	\$16,228,850	Active Listing Volume
+13.8%	\$269,134	\$306,205	+13.8%	\$269,134	\$306,205	Average Listing Price
-4.4%	\$225,000	\$215,000	-4.4%	\$225,000	\$215,000	Median Listing Price
-16.2%	210	176	-16.2%	210	176	Median Days in RPR
-8.8%	6.5	5.9	-	_	_	Months of Inventory
+1.5%	15.49%	16.98%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+25%	4	5	+25%	4	5	New Pending Sales Count
-24.4%	\$1,024,800	\$775,000	-24.4%	\$1,024,800	\$775,000	New Pending Sales Volume
-11.8%	17	15	-11.8%	17	15	Pending Sales Count
-21.3%	\$4,084,000	\$3,214,500	-21.3%	\$4,084,000	\$3,214,500	Pending Sales Volume
-66.7%	9	3	-66.7%	9	3	Closed Sales Count
-58.3%	\$1,535,500	\$640,500	-58.3%	\$1,535,500	\$640,500	Closed Sales Volume
+25.1%	\$170,611	\$213,500	+25.1%	\$170,611	\$213,500	Average Sales Price
-16.6%	\$177,500	\$148,000	-16.6%	\$177,500	\$148,000	Median Sales Price





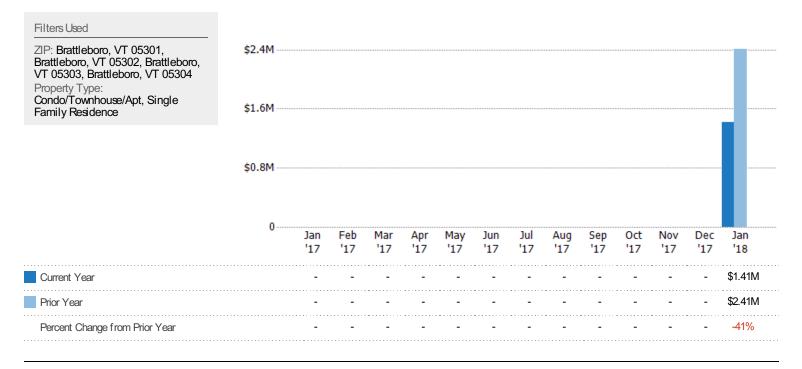
New Listings

The number of new single-family, condominium and townhome listings that were added each month.



New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.



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Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	200													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	50													
	0	120	Fab	Mar	Apr	May	lus	1[Aug	Con	0.4	Neu	Dec	lan
		Jan '17	Feb '17	17	'17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	53
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	71
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

	\$40.0M ······													
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
Family Residence	\$20.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.1M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-15%

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Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$400K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Percent Change from Prior Year		_	_	_	_	_	_	_	_	_			4 4 0/
												-	14%

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$300K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%



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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.

	\$400K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Jan	Feb			May	Jun		Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Avg Est Value		_	_	_			_	_	_	_	_		
	-	-		-	-	-					_	-	\$253K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K \$306K
Avg Listing Price Avg Listing Price as a % of Avg Est Value		-	-	-	-			-	-			- - -	

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.

	\$300K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$130K												
	\$75K												
	0												
	Jan		Mar		May	Jun		Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%

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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	300												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	176
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	210
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-16%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windham	233							
(0	30	60	90	120	150	180	210

Median Days in RPR (By County)

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 by county.

Filters Used: ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windham 176								
Ó	20	40	60	80	100	120	140	160





Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
-	-	-	-	-	-	-	-	-	-	6.63
-	-	-	-	-	-	-	-	-	-	8.88
-	-	-	-	-	-	-	-	-	-	-25%
	Mar '17 - -	Mar Apr '17 '17 	Mar Apr May '17 '17 '17 			Mar Apr May Jun Jul Aug '17 '17 '17 '17 '17 '17 				

Absorption Rate

The percentage of inventory sold per month.

Filters Used	20%												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	15%												
Family Residence	10%												
	5%												
	0			_		_		-	_			_	_
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%





Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windham	5.66 %							
(0.709	6 1.40%	2.10%	2.80%	3.50%	4.20%	4.90%	5.60%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	60												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	45												
Condo/Townhouse/Apt, Single Family Residence	30												
·	30												
	15												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	17	'17	'17	'17	'17	'17	'17	'17	'17	
			1/	1/	17	17	17	17	1/	1/	1/	1/	'18
					17	17	17	17					
Active	-	-	-	-	-	-	-	-	-	-	-	-	53
Active Pending	-	-	-	-	-	-	-	-		-		-	
	- -												53





New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

	20.00													
Filters Used														
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	15.00													
Family Residence	10.00													
	5.00													
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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:	\$2.4M													
Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$775K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.02M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%

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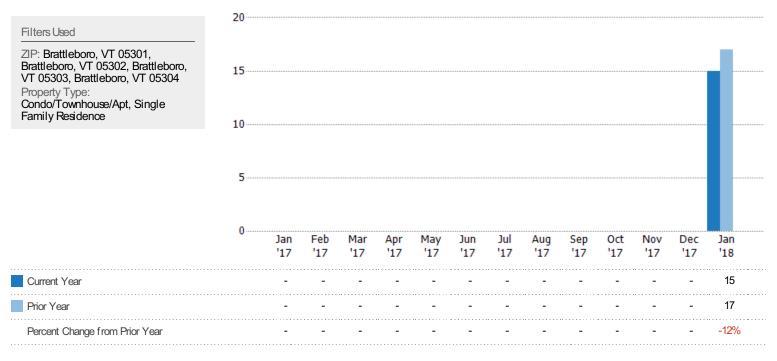
2/21/2018

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Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$4.8M													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$3.6M													
Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.2M													
	0	-			•		-				~ .	••	_	
		Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.21M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.08M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

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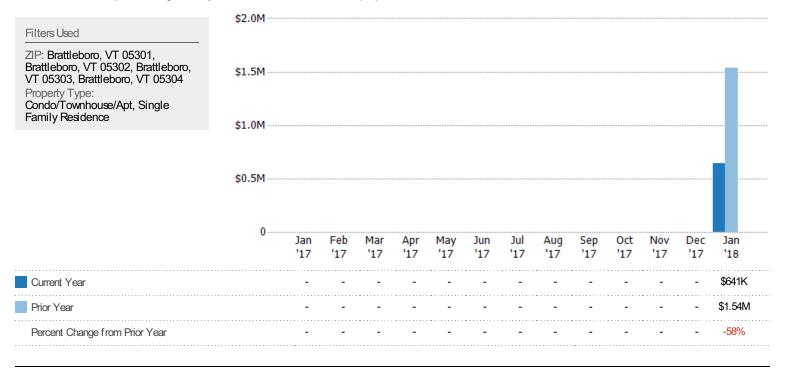
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

	10.00													
Filters Used ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
·	5.00													
	2.50								A			Next		
		Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
		17	17	17	17	17	17	17	17	17	17	17	17	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-67%

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.



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2/21/2018

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Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro,	80%														
VT 05303, Brattleboro, VT 05304	70%														
Property Type: Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0								A-				D	1	
		Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	67%	

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windham	3							
() (0.40	0.80	1.20	1.60	2.00	2.40	2.80





Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$300K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year			17			17		17	17	17			\$214k
	-		-			-	-		-	-			
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$200K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	·												
	0							-					_
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-17%





Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

	\$300K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
—													
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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	\$200K												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Med Sales Price as a % of Med List Price	_	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	lan	Eah	Mar	Apr	May	lun	Jul	Δυσ	Son	Oct	Nov	Dec	120
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value				Apr '17 -	May '17			Aug '17 -					
Avg Est Value Avg Sales Price				Apr '17 -	May '17			Aug '17 -					'18
				Apr '17 -	May '17 -			Aug '17 - -					'18 \$240K

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.

	\$300K ······												
Filters Used													
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	61E0K												
	\$150K												
	\$75K												
	φ <i>i</i> σις												
	0												
	Jan	Feb	Mar	Apr		Jun		Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	62%



Appendix

VermontRealtors®

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details	5			Listing Activity Charts					
Report Name: Br	attleboro	🗹 New Listings							
Run Date: 02/21/2	2018			✓ Active Listings					
Scheduled: No		✓ Avg/Med Listing Price							
Report Date Ran	ge: From 1/2018 To: 1/20	18		Avg/Med Listing Price per Sq Ft					
	-			✓ Avg/Med Listing Price vs Est Value					
Information In	cluded	🗹 Median Days in RPR							
🗹 Include Cover	Sheet	🗹 Averages	Months of Inventory						
🗹 Include Key M	etric Summary *	🗹 Include Appendix	Medians	Mean Absorption Rate					
Market Metric	s By: County								
		are calculated using a weighted average	of the median values for each	Sales Activity Charts					
month that is included	1.			Active/Pending/Sold					
MLS Filter				New Pending Sales					
MLS:	All		Pending Sales						
WIL3.	All			Closed Sales					
Listing Filters				✓ Avg/Med Sales Price					
Property Types:	Condo/Townhouse/Apt	Avg/Med Sales Price per Sq Ft							
		Single Family Residence		Avg/Med Sales Price vs Listing Price					
Sales Types:	All			✓ Avg/Med Sales Price vs Est Value					
Price Range:	None			Distressed Charts					
Location Filter	rs			 Distressed Listings Distressed Sales 					
State:	All			Dete Tebles III - 4/0040 III					
County:	All			Data Tables Using 1/2018 data					
ZIP Code:	Brattleboro, VT 05301	Brattleboro, VT 05302	Brattleboro, VT 05303	Listing Activity by Metro Area Sales Activity by ZIP					
	Brattleboro, VT 05304			- · ·					
				Sales Activity by Metro Area					

