

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	+ / -	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
-36%	25	16	-36%	25	16	New Listing Count
-28.9%	\$6,576,688	\$4,677,900	-28.9%	\$6,576,688	\$4,677,900	New Listing Volume
_	_	87	-	_	87	Active Listing Count
_	_	\$23,276,586	-	_	\$23,276,586	Active Listing Volume
_	_	\$267,547	-	_	\$267,547	Average Listing Price
_	_	\$210,000	-	_	\$210,000	Median Listing Price
_	_	79	-	_	79	Median Daysin RPR
_	6.7	_	-	_	_	Months of Inventory
_	14.94%	_	-	_	_	Absorption Rate
			1			Sales Activity Charts Metrics
-18.8%	16	13	-18.8%	16	13	New Pending Sales Count
-19.9%	\$3,619,100	\$2,899,800	-19.9%	\$3,619,100	\$2,899,800	New Pending Sales Volume
_	_	32	-	_	32	Pending Sales Count
_	_	\$8,520,400	-	_	\$8,520,400	Pending Sales Volume
+120%	5	11	+120%	5	11	Closed Sales Count
+279.8%	\$925,400	\$3,514,500	+279.8%	\$925,400	\$3,514,500	Closed Sales Volume
+72.6%	\$185,080	\$319,500	+72.6%	\$185,080	\$319,500	Average Sales Price
+48.5%	\$189,500	\$281,500	+48.5%	\$189,500	\$281,500	Median Sales Price





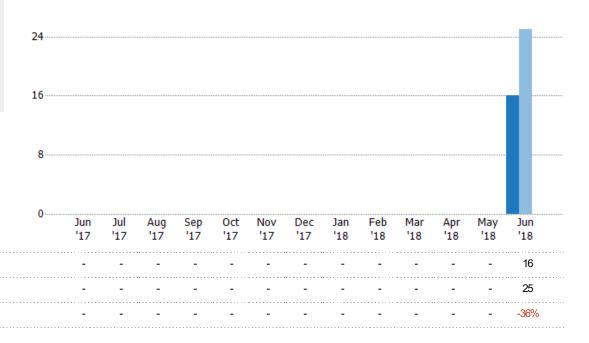
New Listings

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



ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townbouse/Apt. Single

Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

Percent Change from Prior Year

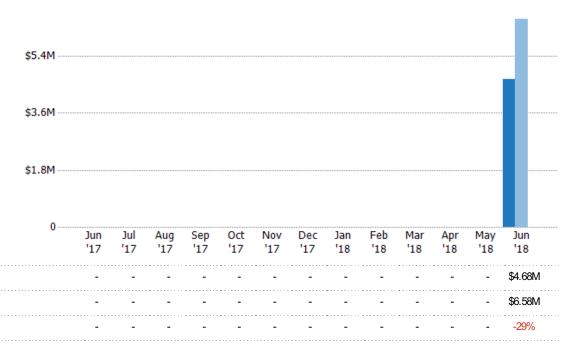
The sum of the listing price of single-family, condominium and townhome listings that were added each month.



Current Year

Prior Year

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





Current Year

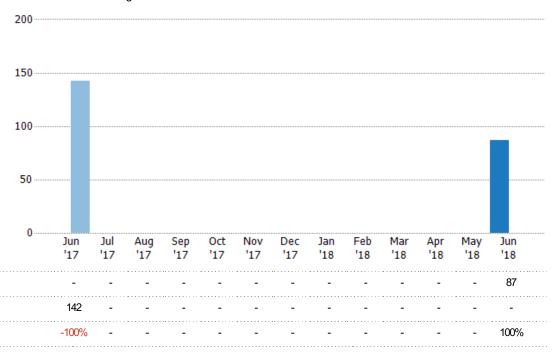
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

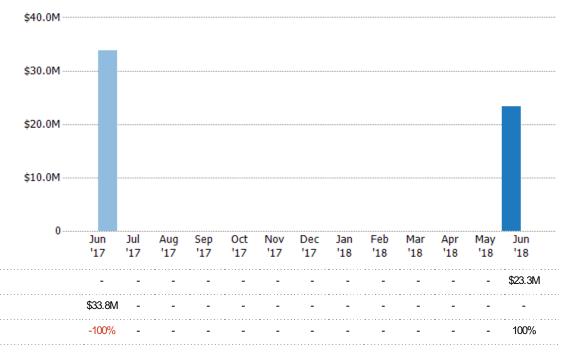
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



50% 67%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of 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												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$268K

-100% -83% -67% -50% -33% -17%

Median Listing Price

Percent Change from Prior Year

Prior Year

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

\$300K

\$238K

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

\$225K												
\$150K												
\$75K												
0												
Jun	Jul	Aua	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -		'18 -	'18 \$210K
'17 - \$197K	'17 - -	- - -	- - -	- - -	- - -	- - -	'18 - -	- - -		'18 - -	- -	\$210K



Current Year
Prior Year

Percent Change from Prior Year



67%

83% 100%



Market Data Report

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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	79
	'17	'17	'17	'17	'17	'17		'18	'18	'18	'18	'18	'18
	0 Jun	Jul	Aug			Nov	Dec	Jan	Feb	Mar	Apr	May	Ju
	50												
Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type:	150												
Filters Used	200												
	200												

-100% -83% -67% -50% -33% -17%

Months of Inventory

Percent Change from Prior Year

Prior Year

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

109

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

23												
15												
88												
Jun							Jan '18					
 17	17	17	17	17	17	17	18	18	18	18	18	18
-	-	-	-	-	-	-	=	-	-	-	-	14.5
 20.3	-	-	-	-	-	-	-	-	-	-	-	-
							17%			67%	83%	100%



Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

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НΠ	Iters	U	sea.

Family Residence

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single



5%------

	0	0											
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	5%	-	-	-	_	-	-	-	-	-	-	-	_
Change from Prior Year	5%	4%	3%	2%	1%	0	-1%	-2%	-3%	-4%	-5%	-6%	-7%

Active/Pending/Sold Units

The number of single-family, condominium and townhome 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 Residence

20	 	 	 	 	 	
15	 	 	 	 	 	
10	 	 	 	 	 	 •••••
5	 	 	 	 	 	
0 Jun '17	Aug '17					



Sold



11

Current Year

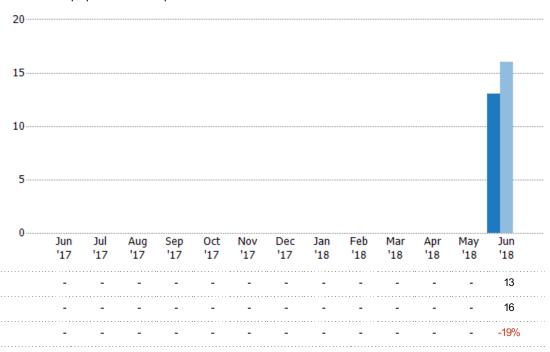
Prior Year

Market Data Report

New Pending Sales

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



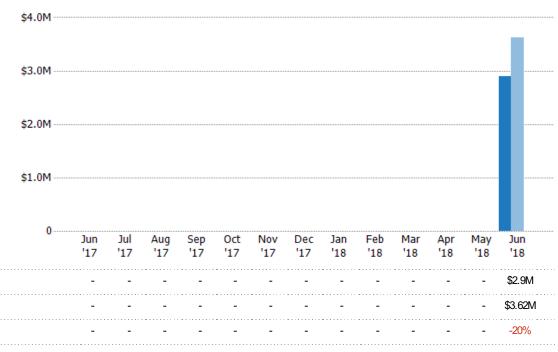


New Pending Sales Volume

Percent Change from Prior Year

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





Current Year

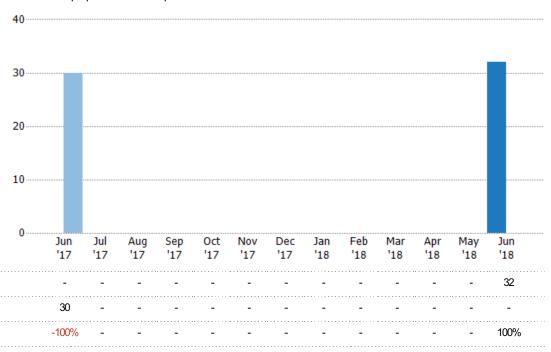
Percent Change from Prior Year



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

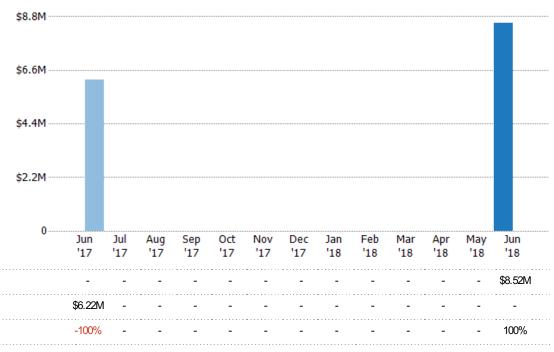
Percent Change from Prior Year

Current Year

Prior Year

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.





Current Year

Percent Change from Prior Year



Closed Sales

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



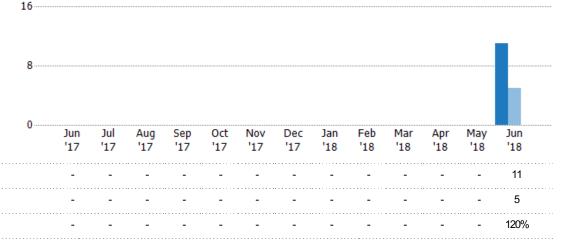
Family Residence

Current Year

Prior Year

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single





Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

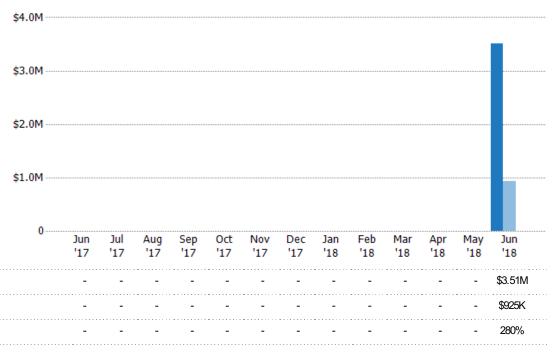
ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year







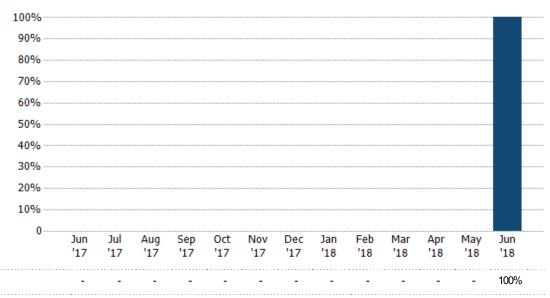
Closed Sales by Property Type

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



Family Residence

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304 Property Type: Condo/Townhouse/Apt, Single



Average Sales Price

Single Family Residence

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

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ΗI	Iters	Used	ı

Current Year
Prior Year

Percent Change from Prior Year

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

\$40	0K												
\$30	0K												
\$20	0K												
\$10	0K												
	•	Jul	Aug '17	Sep '17							Apr '18	May '18	Jun '18
		-	-	-	-	-	-	-	-	-	-	-	\$320K
	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
		-	-	-	-	-	-	-	- -	-		-	73%







Median Sales Price

The median sales price of the single-family, condominium and townhome 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 Family Residence

\$225K	
\$150K	
\$75K	

0												
Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
 _		-		-	-	-						\$282K
 -	-	-	-	-	-		-			-		\$190K
 -	-	-	-	-	-	-	-	-	-	-	-	49%

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

Current Year
Prior Year

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

Percent Change from Prior Year

\$400K			 	 		 	 	•••••
\$300K			 	 		 	 	
\$200K			 	 		 	 	
\$100K			 	 		 	 	
		Aug '17						
-	-	-			- 18		- 18	

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$329K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$320K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

\$300K

\$75K

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

\$225K	
\$150K	

Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun '18
1/		'1/										
-	-	-	-	-	-	-	-	-	-	-	-	\$290K
-	-	-	-	-	-	-	-	-	-	-	-	\$282K

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

J	
\$400K	
\$300K	
\$200K	
\$100K	

	0 Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	\$219K
Avg Sales Price		-	-	-	-	-	-	-	-	-	-	-	\$329K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	150%





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 Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$225K	 	 								
\$150K		 								
\$75K	 	 								
0	 									
0 Jun '17	Aug '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Jun			Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May	Jun '18
Jun		Oct '17	Nov '17	- - -		- - -	'18	Apr '18	May '18	Jun



