

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	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-2.6%	115	112	-2.6%	115	112	New Listing Count
+16.9%	\$28,109,695	\$32,854,399	+16.9%	\$28,109,695	\$32,854,399	New Listing Volume
-23.9%	652	496	-23.9%	652	496	Active Listing Count
-17.4%	\$172,777,727	\$142,685,709	-17.4%	\$172,777,727	\$142,685,709	Active Listing Volume
+8.6%	\$264,997	\$287,673	+8.6%	\$264,997	\$287,673	Average Listing Price
+10.6%	\$179,900	\$199,000	+10.6%	\$179,900	\$199,000	Median Listing Price
-35.8%	216.5	139	-35.8%	216.5	139	Median Daysin RPR
-29.2%	16.3	11.5	-	_	_	Months of Inventory
+2.5%	6.13%	8.67%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+7.8%	64	69	+7.8%	64	69	New Pending Sales Count
+9.9%	\$12,720,050	\$13,981,100	+9.9%	\$12,720,050	\$13,981,100	New Pending Sales Volume
-11.1%	117	104	-11.1%	117	104	Pending Sales Count
-12.4%	\$23,234,600	\$20,352,400	-12.4%	\$23,234,600	\$20,352,400	Pending Sales Volume
-7%	43	40	-7%	43	40	Closed Sales Count
+19.1%	\$5,745,513	\$6,843,800	+19.1%	\$5,745,513	\$6,843,800	Closed Sales Volume
+28%	\$133,617	\$171,095	+28%	\$133,617	\$171,095	Average Sales Price
+25.9%	\$115,000	\$144,750	+25.9%	\$115,000	\$144,750	Median Sales Price





New Listings

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

Filters Used	200													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	_				-	_							
		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	112
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	115
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%

New Listing Volume

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

Filters Used	\$40.0M													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year				······	 -	······	 -							\$32.9M
Prior Year				·····	<u>-</u>	·····	<u>-</u>	.			 -			\$28.1M
Percent Change from Prior Year			-				- -	-	-			-		φ <u>2</u> 0. mi



Active Listings

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

Filters Used	800													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	600													
	400													
	200													
	0													
	Ŭ	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	496
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	652
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%

Active Listing Volume

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

Filters Used														
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$240.0M													
Family Residence	\$160.0M													
	\$80.0M													
	· · · ·	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$143M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$173M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%





Average Listing Price

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

	\$300K ······												
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	¢1E0K												
	\$150K												
	\$75K												
	0		_										_
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
										10	10	10	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$288K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

Median Listing Price

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

													11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$50K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
Filters Used State: VT County: Rutland County, Vermont	\$150K												
	+												





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.

	\$300K ······												
Filters Used State: VT County: Rutland County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$130K												
	\$75K												
					Aug								
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$288K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	124%

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.

	\$200K ······												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%





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.

	300												
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Apr '17	May		Jul		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	.17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	139
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	217
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-36%

Months of Inventory

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

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11
	8 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17		Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
Filters Used State: VT County Different County Vermont	22												





Absorption Rate

The percentage of inventory sold per month.

	10%
Filters Used	
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	
'17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18	
Current Year 9%	•••
Prior Year 9%	
Change from Prior Year 0%	

Active/Pending/Sold Units

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

-	Tul									
Jun	Jui	Aug '17	Sep '17	0ct	Nov	Dec	Jan	Feb	Mar	Apr
'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	496
-	-	-	-	-	-	-	-	-	-	104
-	-	-	-	-	-	-	-	-	-	40
	- - -									



New Pending Sales

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

Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	54													
	18													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	69
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	64
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%

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	\$20.0M ······													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M ······													
	\$5.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
												10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10%



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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.

	200													
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Apr	May	Jun	Jul	Aug '17	Sep	0ct '17	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	104
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	117
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%

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														
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Taniny resuence	\$16.0M \$8.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		17	17		17		17	17	17		18	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$23.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-12%

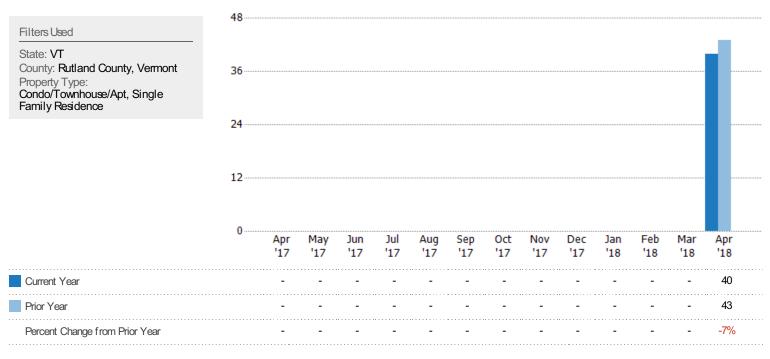


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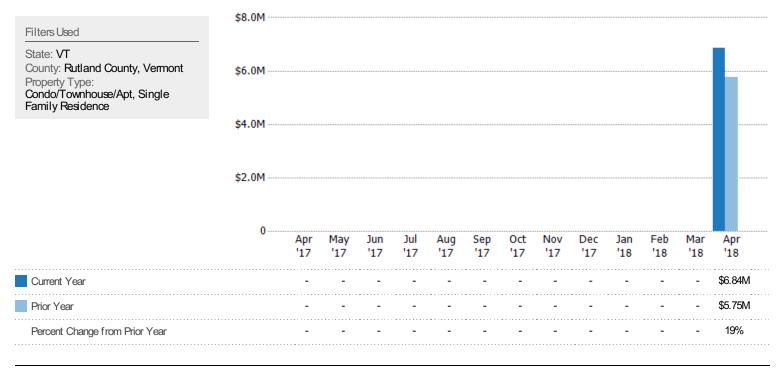
Closed Sales

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



Closed Sales Volume

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



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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%														
State: VT County: Rutland County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Apr	May	Jun	Jul	Aug		0ct	Nov	Dec	Jan	Feb	Mar	Apr	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-		33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	68%	

Average Sales Price

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

	\$200K ······												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Fairing Residence	\$100K												
	\$50K												
	Apr	May	Jun	Jul	Δυσ	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
										•••••			¢1711
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$171k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$134k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%





Median Sales Price

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

Prior Year Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$115K 26%
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K \$50K												
State: VT County: Rutland County, Vermont	\$150K												
Filters Used	\$200K												

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	\$200K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Avg Sales Price as a % of Avg List Price	-	-		-	-	-	-	-	-	-	-	-	94%





Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	130%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$141K
	\$50K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Family Residence	\$100K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K ······												





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.

	\$200K ······												
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
-	\$100K												
	\$50K												
	<i>QUOI</i>												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$128K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

