

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	35	-17.1%	29	35	-17.1%
New Listing Volume	\$8,930,399	\$6,620,496	+34.9%	\$8,930,399	\$6,620,496	+34.9%
Active Listing Count	96	132	-27.3%	96	132	-27.3%
Active Listing Volume	\$21,745,299	\$27,336,956	-20.5%	\$21,745,299	\$27,336,956	-20.5%
Average Listing Price	\$226,514	\$207,098	+9.4%	\$226,514	\$207,098	+9.4%
Median Listing Price	\$179,000	\$141,500	+26.5%	\$179,000	\$141,500	+26.5%
Median Daysin RPR	86	193	-55.4%	86	193	-55.4%
Months of Inventory	_	_	-	8.7	7.8	+12.4%
Absorption Rate	_	_	+-	11.46%	12.88%	-1.4%
Sales Activity Charts Metrics						
New Pending Sales Count	25	20	+25%	25	20	+25%
New Pending Sales Volume	\$4,754,300	\$3,622,150	+31.3%	\$4,754,300	\$3,622,150	+31.3%
Pending Sales Count	34	28	+21.4%	34	28	+21.4%
Pending Sales Volume	\$6,090,000	\$5,145,000	+18.4%	\$6,090,000	\$5,145,000	+18.4%
Closed Sales Count	8	11	-27.3%	8	11	-27.3%
Closed Sales Volume	\$1,153,500	\$1,436,900	-19.7%	\$1,153,500	\$1,436,900	-19.7%
Average Sales Price	\$144,188	\$130,627	+10.4%	\$144,188	\$130,627	+10.4%
Median Sales Price	\$155,500	\$115,000	+35.2%	\$155,500	\$115,000	+35.2%







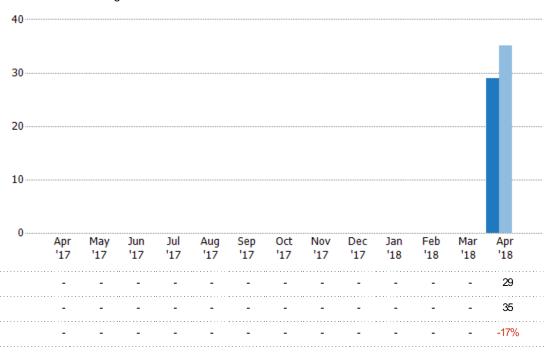
New Listings

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

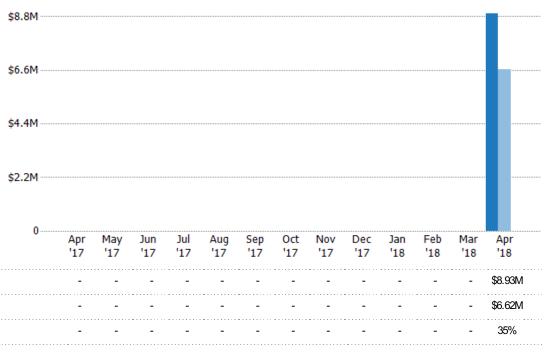
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year



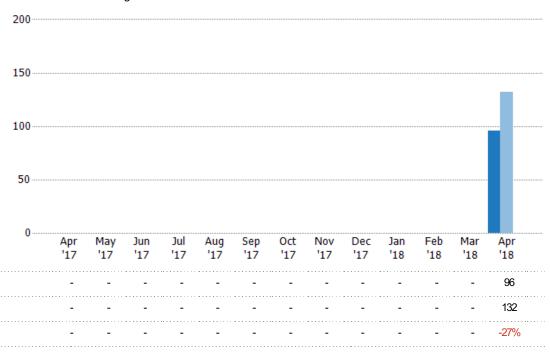


Active Listings

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

Filters Used
ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type: Condo/Townhouse/Apt, Single Family Residence



Active Listing Volume

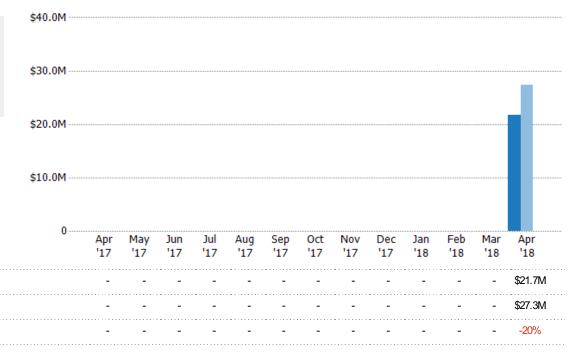
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





Average Listing Price

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

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$225K												
\$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
-	-	-	-	-	-	-	-	-	-	-	-	\$227K
-	-	-	-	-	-	-	-	-	-	-	-	\$207K
_	_	_	_	-	- -	_	_	_	- -	_		9%

Median Listing Price

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

0K									
0K									
OK									
UK	 	 					 •••••		
UK		 					 		
0		 							
		 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17			Α
0 Apr		 Aug '17	Sep '17	0ct '17		Dec '17		Mar	Δ'
0 Apr		 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17		Mar '18	



Current Year
Prior Year





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: Rutland, VT 05701, Rutland,
VT 05702

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K												
\$225K												
\$150K												
\$75K												
•	May											Apr
17	May '17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
-	-	-	-	-	-	-	- -	-	-	-		\$193K
-	-	-	-	-	-	-	- -	-	-	-	-	\$227K
-	-	-	-	-	-	- -	- -			-		117%

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

Avg Est Value

Avg Listing Price

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

UK												
0K												
0												
•					Con	Oct	Nov	Dec	Jan	Feb	Mar	A
•	May '17	Jun '17	Jul '17	'17	'17	'17	'17	'17	'18	'18	'18	'1
Apr	May '17	Jun '17 _	Jul '17	'17	'17 -			'17 -		'18	'18	



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value



193



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.

200 Filters Used $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702 150 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 Apr May Jun Aug Sep 0ct Nov Dec Feb Apr '17 '17 '17 '17 '17 '17 '18 '17 '17 '17 '18 '18 '18 Current Year 86

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.

Eilters Used
ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single Family Residence

30 Apr May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr Jan '17 '17 '17 '17 '17 '18 12 8.25 45%



Current Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

 $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702

Property Type: Condo/Townhouse/Apt, Single Family Residence

15%	
10%	

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

Active/Pending/Sold Units

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

Filters Used

 $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

100												
75												
50												
25						***************************************						
0												
Apr '17	May '17			Aug '17							Mar '18	Apr '18
-	-	-	-	_	-	-	-	-	-	-	-	96
-	-	-	-	-	-	-	-	-	-	-	-	34
-	-	-	-	-	-	-	-	-	-	-	-	8



Active Pending

Sold





New Pending Sales

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

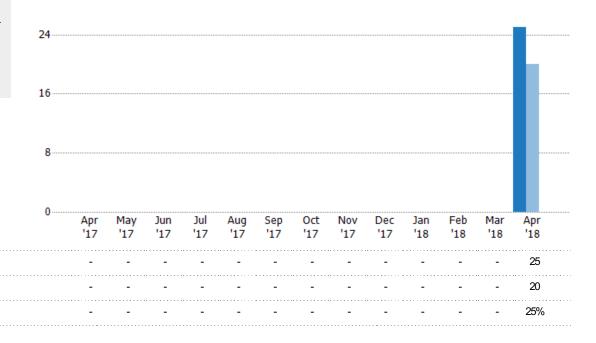
Filters Used

Current Year

Prior Year

 $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single

Family Residence

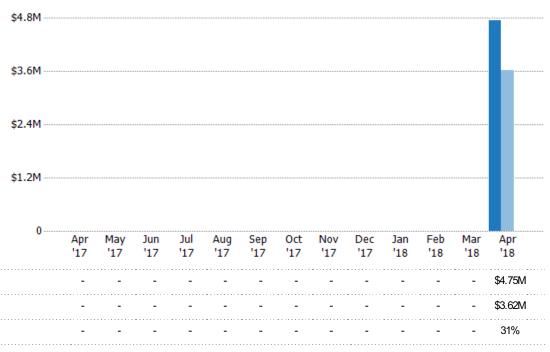


New Pending Sales Volume

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.

Filters Used $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





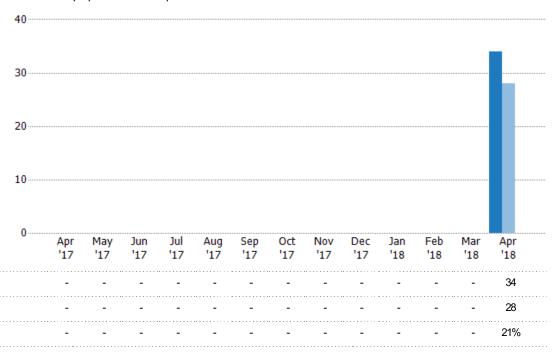
Pending Sales

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Pending Sales Volume

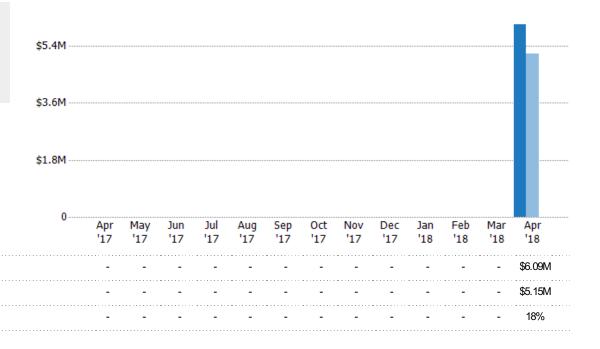
Percent Change from Prior Year

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.

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





Closed Sales

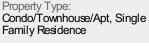
The total number of single-family, condominium and townhome properties sold each month.

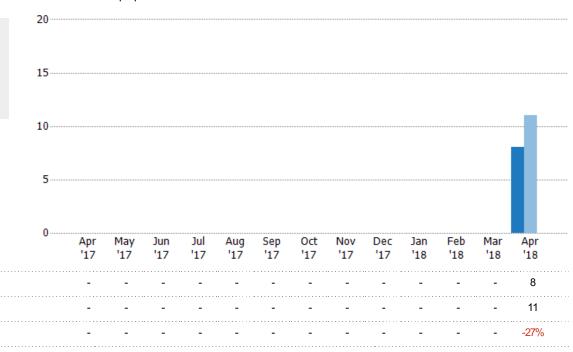
Filters Used

Current Year

Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702





Closed Sales Volume

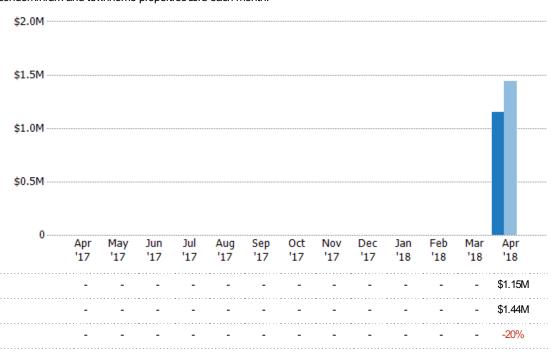
Percent Change from Prior Year

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

Filters Used
ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



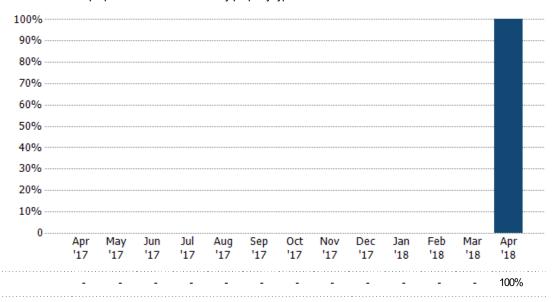


Closed Sales by Property Type

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

Eilters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence

\$200K \$150K \$100K \$50K Apr May Aug Sep 0ct Nov Dec Feb Apr '17 '17 '17 '17 '17 '17 '18 \$144K \$131K 10%



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence

\$150K	 	 								
\$100K		 								
\$50K										
0	 	 								
0		 								
0 Apr	 	 Aug '17	Sep '17	Oct '17	Nov '17		Jan '18	Feb '18		Apr
0 Apr	 	 Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18

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

Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

Current Year
Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$100K												
\$50K												
												Apr
0 Apr '17		Jun '17	Jul '17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	'18
Apr	May '17	- -	-	-	-	-	-	-		-		'18 \$154k
Apr	May '17	- -	-		-	-	-	-		-		'18 \$154k







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: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence

\$200K												
\$150K												
\$100K												
\$50K												
0 Apr '17	May '17			Aug '17						Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$156K
_	-	-	-	-	-	-	-	-	-	-	-	\$156K
_	_							_			-	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.

Filters Used

Median List Price

Median Sales Price

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$200K	 										
\$150K	 										
\$100K	 										
\$50K	 •••••										
0	 										
0		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
0	 	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
0	 	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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

Median Est Value

Median Sales Price

Med Sales Price as a % of

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

	\$200K ······												
Rutland, Single	\$150K ······												
ongie	\$100K												
	\$50K												
	0 Apr '17	May '17			Aug '17						Feb	Mar '18	Apr '18
		-	-	-	-		-	-	-	-	-	-	\$109K
	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	143%



