

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	55	61	-9.8%	127	105	+21%
New Listing Volume	\$13,741,100	\$15,008,150	-8.4%	\$29,314,490	\$23,102,150	+26.9%
Active Listing Count	440	469	-6.2%	N/A	N/A	
Active Listing Volume	\$147,420,783	\$121,268,017	+21.6%	N/A	N/A	
Average Listing Price	\$335,047	\$258,567	+29.6%	\$329,361	\$259,248	+27%
Median Listing Price	\$229,500	\$179,900	+27.6%	\$228,676	\$177,490	+28.8%
Median Days in RPR	171	181	-5.5%	165.94	178.42	-7%
Months of Inventory	11	14.7	-24.9%	14.6	15.6	-6.5%
Absorption Rate	9.09%	6.82%	+2.3%	6.84%	6.39%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	62	30	+106.7%	124	76	+63.2%
New Pending Sales Volume	\$13,015,699	\$4,308,100	+202.1%	\$23,263,199	\$14,415,179	+61.4%
Pending Sales Count	118	53	+122.6%	N/A	N/A	
Pending Sales Volume	\$23,134,399	\$11,575,400	+99.9%	N/A	N/A	
Closed Sales Count	39	30	+30%	79	62	+27.4%
Closed Sales Volume	\$6,739,724	\$5,792,600	+16.4%	\$12,558,274	\$10,352,050	+21.3%
Average Sales Price	\$172,813	\$193,087	-10.5%	\$158,965	\$166,969	-4.8%
Median Sales Price	\$140,000	\$150,000	-6.7%	\$142,506	\$131,677	+8.2%

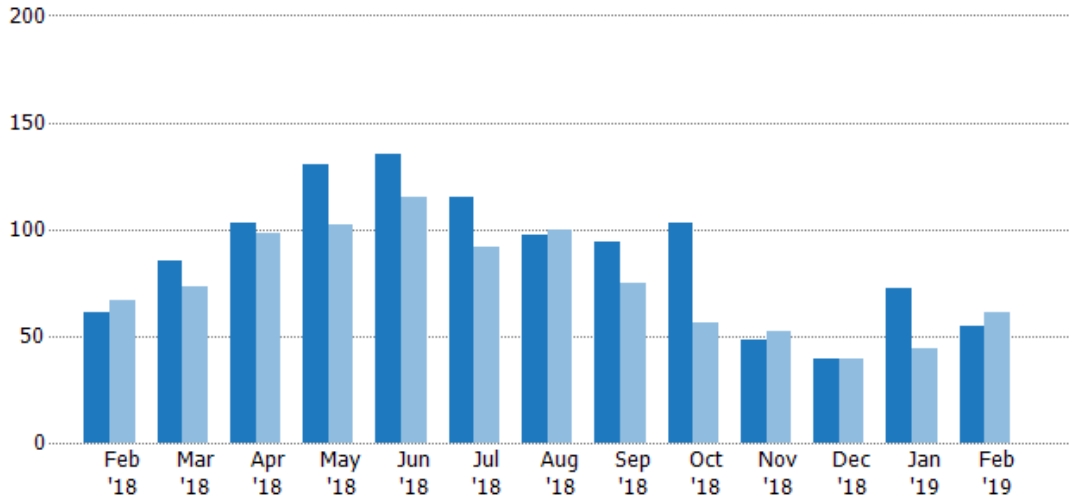
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	55	-9.8%
Feb '18	61	-9%
Feb '17	67	46.3%



Current Year	61	85	103	130	135	115	97	94	103	48	39	72	55
Prior Year	67	73	98	102	115	92	100	75	56	52	39	44	61
Percent Change from Prior Year	-9%	16%	5%	27%	17%	25%	-3%	25%	84%	-8%	0%	64%	-10%

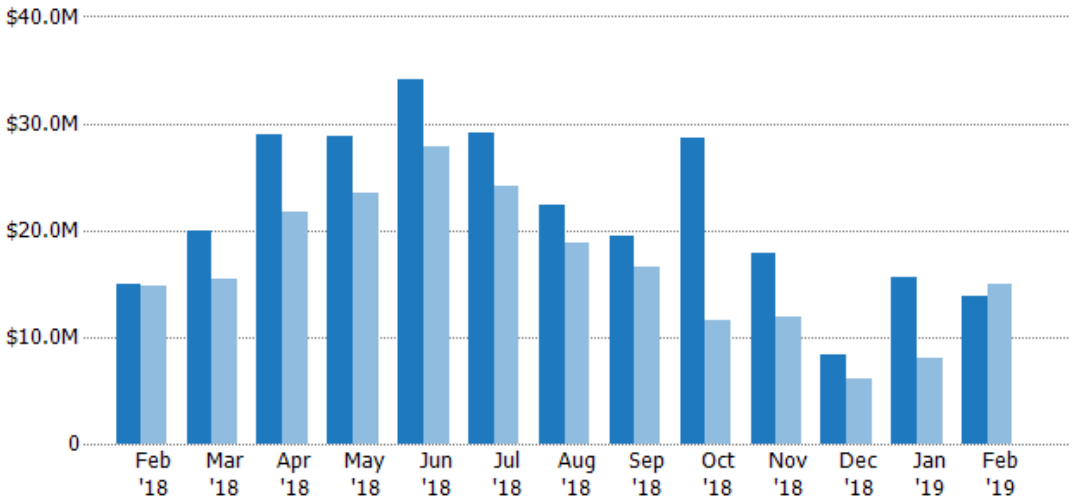
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$13.7M	-8.4%
Feb '18	\$15M	1.7%
Feb '17	\$14.8M	82.1%



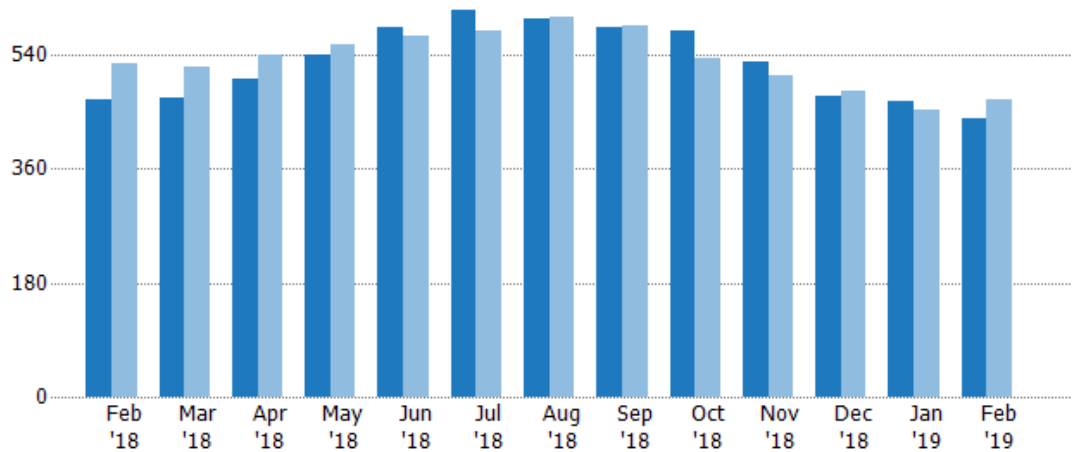
Current Year	\$15M	\$19.9M	\$29M	\$28.7M	\$34.1M	\$29M	\$22.4M	\$19.5M	\$28.6M	\$17.9M	\$8.31M	\$15.6M	\$13.7M
Prior Year	\$14.8M	\$15.4M	\$21.7M	\$23.5M	\$27.9M	\$24.1M	\$18.8M	\$16.6M	\$11.6M	\$11.8M	\$6.14M	\$8.09M	\$15M
Percent Change from Prior Year	2%	30%	34%	22%	22%	20%	19%	18%	146%	51%	35%	92%	-8%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



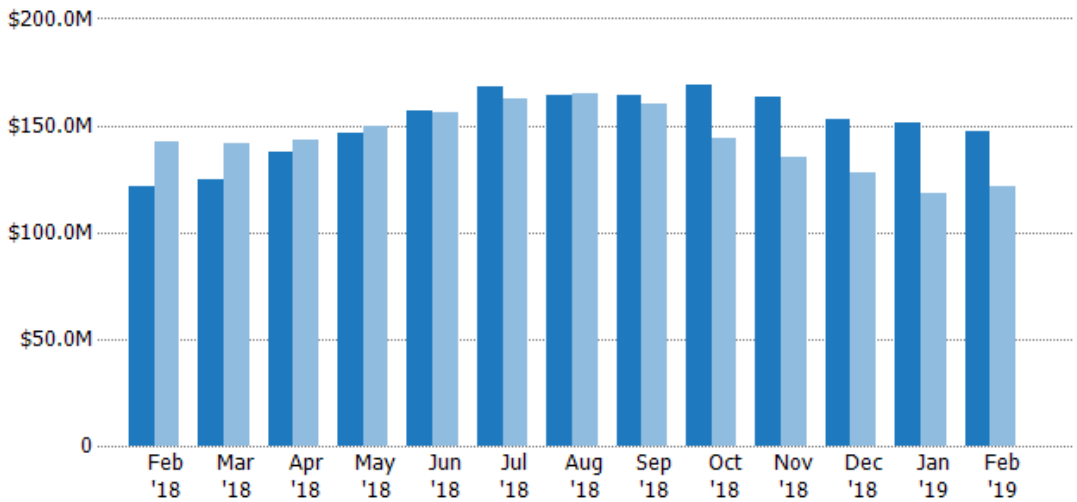
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	469	471	501	540	582	611	597	582	578	529	475	467	440
Prior Year	525	521	541	555	571	579	599	586	535	506	483	454	469
Percent Change from Prior Year	-11%	-10%	-7%	-3%	2%	6%	0%	-1%	8%	5%	-2%	3%	-6%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$121M	\$124M	\$137M	\$147M	\$157M	\$168M	\$164M	\$164M	\$169M	\$163M	\$152M	\$151M	\$147M
Prior Year	\$143M	\$141M	\$144M	\$149M	\$156M	\$162M	\$165M	\$160M	\$144M	\$135M	\$128M	\$118M	\$121M
Percent Change from Prior Year	-15%	-12%	-4%	-2%	1%	4%	0%	3%	18%	20%	19%	28%	22%

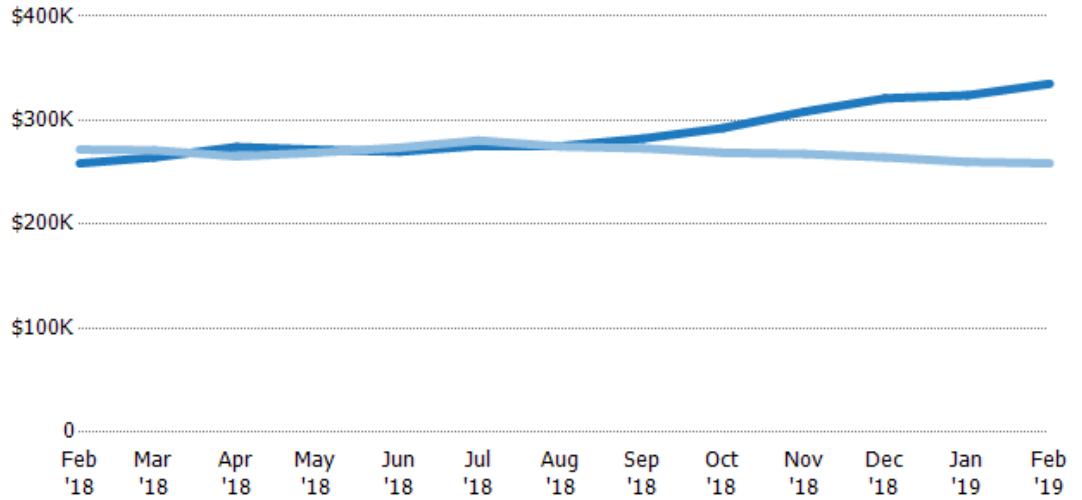
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$335K	29.6%
Feb '18	\$259K	-4.9%
Feb '17	\$272K	-3.1%



Current Year	\$259K	\$264K	\$274K	\$272K	\$270K	\$275K	\$275K	\$282K	\$292K	\$308K	\$321K	\$324K	\$335K
Prior Year	\$272K	\$271K	\$265K	\$269K	\$274K	\$281K	\$275K	\$273K	\$269K	\$268K	\$264K	\$260K	\$259K
Percent Change from Prior Year	-5%	-3%	3%	1%	-1%	-2%	0%	3%	9%	15%	21%	25%	30%

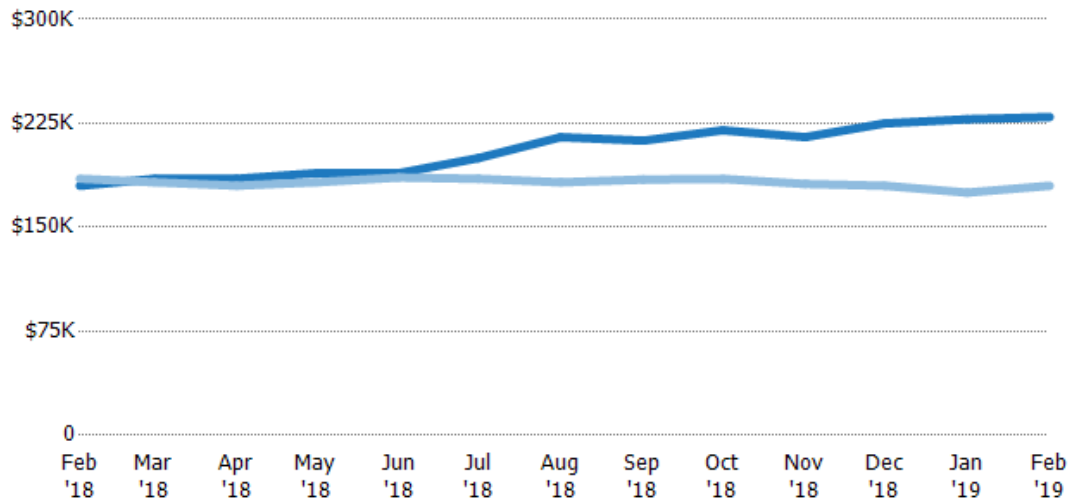
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$230K	27.6%
Feb '18	\$180K	-2.8%
Feb '17	\$185K	-3.2%



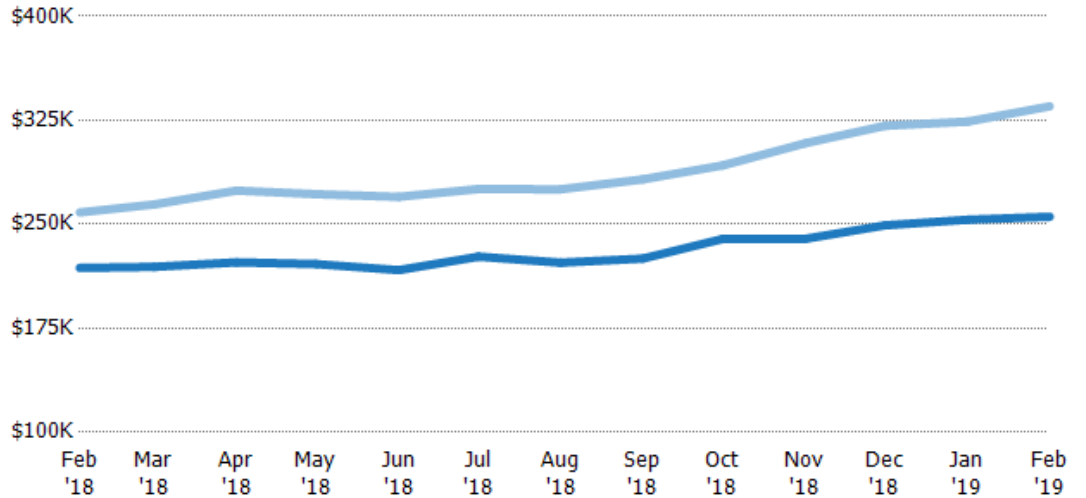
Current Year	\$180K	\$185K	\$185K	\$189K	\$189K	\$200K	\$215K	\$212K	\$220K	\$215K	\$225K	\$228K	\$230K
Prior Year	\$185K	\$183K	\$180K	\$183K	\$186K	\$185K	\$182K	\$184K	\$185K	\$181K	\$180K	\$175K	\$180K
Percent Change from Prior Year	-3%	1%	3%	4%	2%	8%	18%	15%	19%	19%	25%	30%	28%

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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

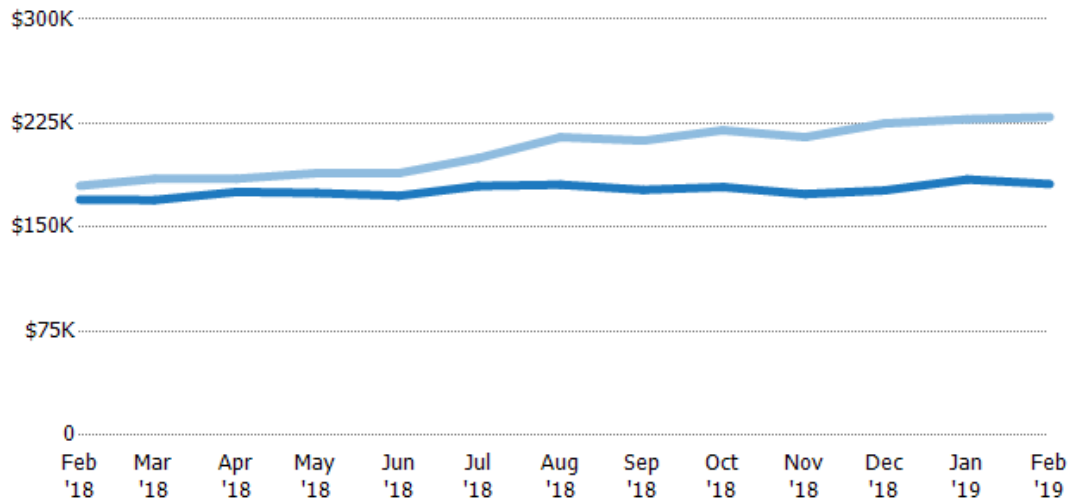


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



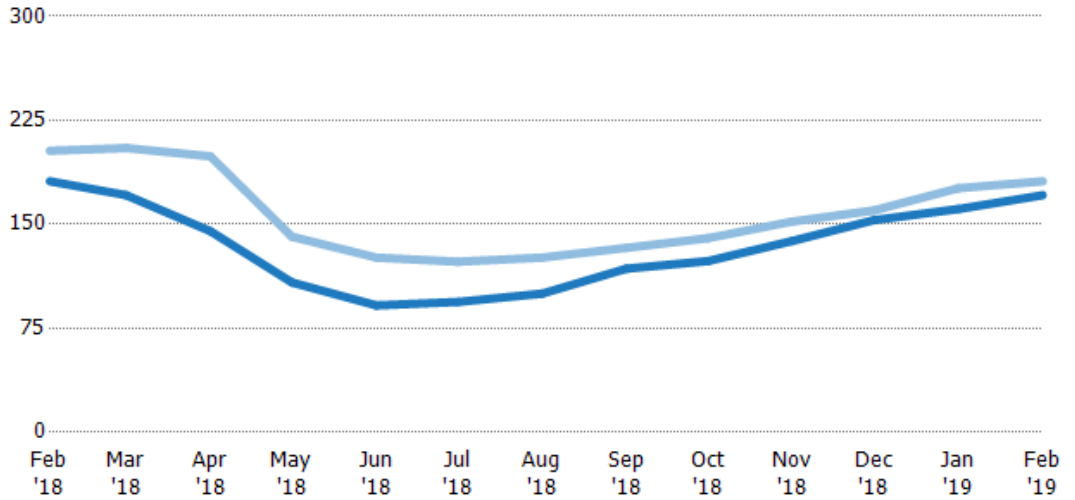
Median Est Value	\$170K	\$170K	\$175K	\$175K	\$173K	\$180K	\$181K	\$177K	\$179K	\$174K	\$177K	\$184K	\$181K
Median Listing Price	\$180K	\$185K	\$185K	\$189K	\$189K	\$200K	\$215K	\$212K	\$220K	\$215K	\$225K	\$228K	\$230K
Med Listing Price as a % of Med Est Value	106%	109%	105%	108%	109%	111%	119%	120%	123%	124%	127%	124%	127%

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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Days	% Chg.
Feb '19	171	-5.5%
Feb '18	181	-10.8%
Feb '17	203	-19.2%

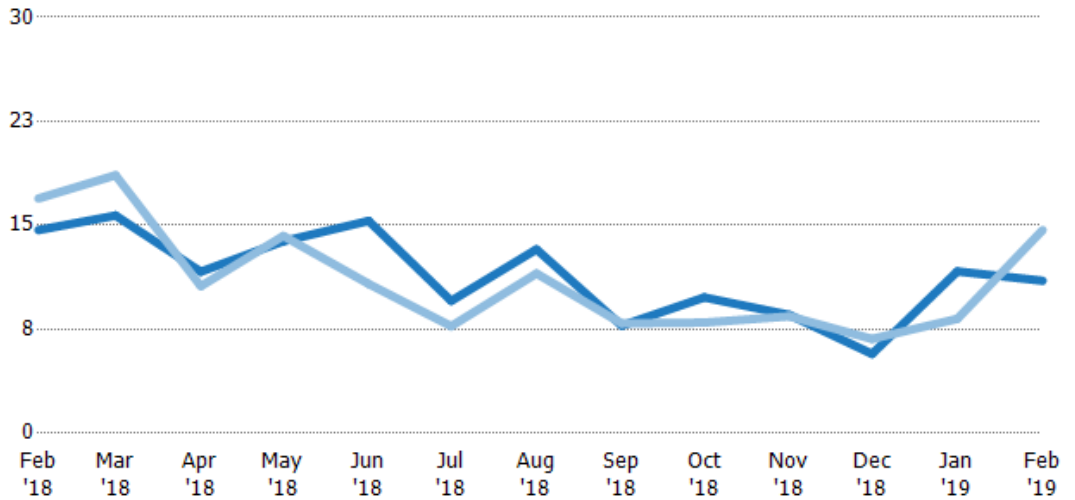
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	181	171	145	108	91.5	94	100	118	124	138	153	161	171
Prior Year	203	205	199	141	126	123	126	133	140	152	160	176	181
Percent Change from Prior Year	-11%	-17%	-27%	-23%	-27%	-24%	-21%	-11%	-12%	-9%	-4%	-9%	-6%

Months of Inventory

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

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Months	% Chg.
Feb '19	11	-24.9%
Feb '18	14.7	-13.5%
Feb '17	16.9	26.2%

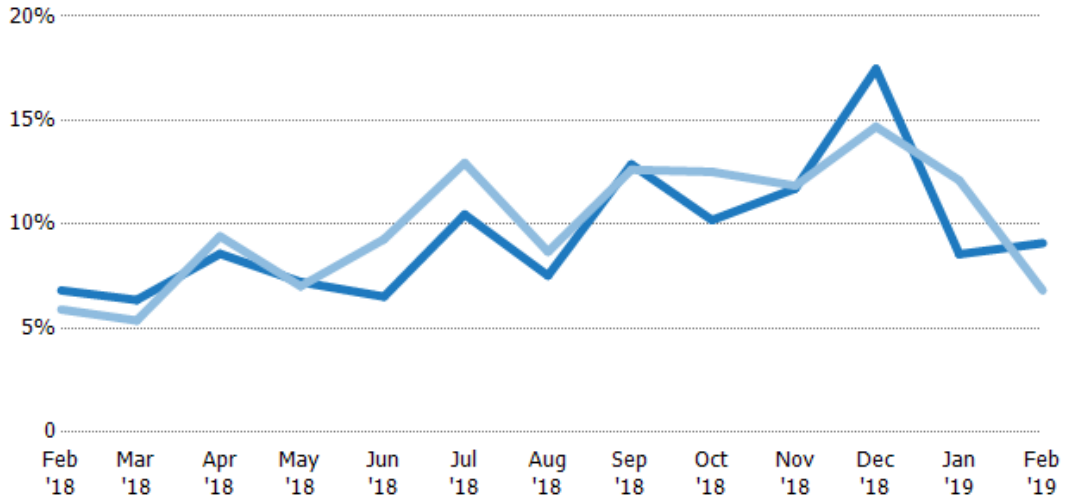
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	14.7	15.7	11.7	13.8	15.3	9.55	13.3	7.76	9.8	8.53	5.72	11.7	11
Prior Year	16.9	18.6	10.6	14.2	10.8	7.72	11.5	7.92	7.99	8.43	6.8	8.25	14.7
Percent Change from Prior Year	-13%	-16%	10%	-3%	42%	24%	15%	-2%	23%	1%	-16%	41%	-25%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Rate	Chg.
Feb '19	9%	-2.3%
Feb '18	7%	-0.9%
Feb '17	6%	-20.8%

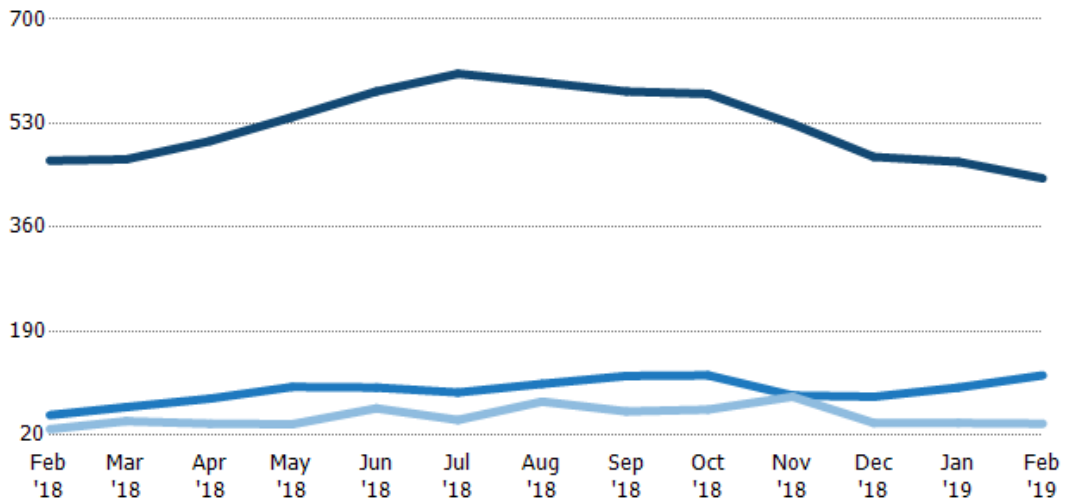
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	7%	6%	9%	7%	7%	10%	8%	13%	10%	12%	17%	9%	9%
Prior Year	6%	5%	9%	7%	9%	13%	9%	13%	13%	12%	15%	12%	7%
Change from Prior Year	-1%	-1%	1%	0%	3%	2%	1%	0%	2%	0%	-3%	4%	-2%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	469	471	501	540	582	611	597	582	578	529	475	467	440
Pending	53	66	80	99	98	90	104	117	118	85	83	98	118
Sold	30	43	39	38	64	45	75	59	62	83	40	40	39

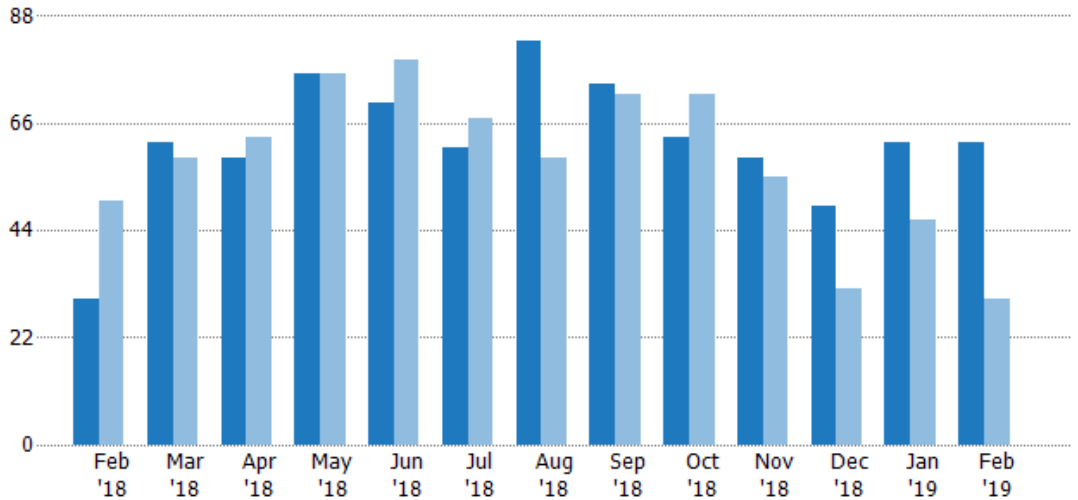
New Pending Sales

The number of residential 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

Month/Year	Count	% Chg.
Feb '19	62	106.7%
Feb '18	30	-40%
Feb '17	50	16%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	30	62	59	76	70	61	83	74	63	59	49	62	62
Prior Year	50	59	63	76	79	67	59	72	72	55	32	46	30
Percent Change from Prior Year	-40%	5%	-6%	0%	-11%	-9%	41%	3%	-13%	7%	53%	35%	107%

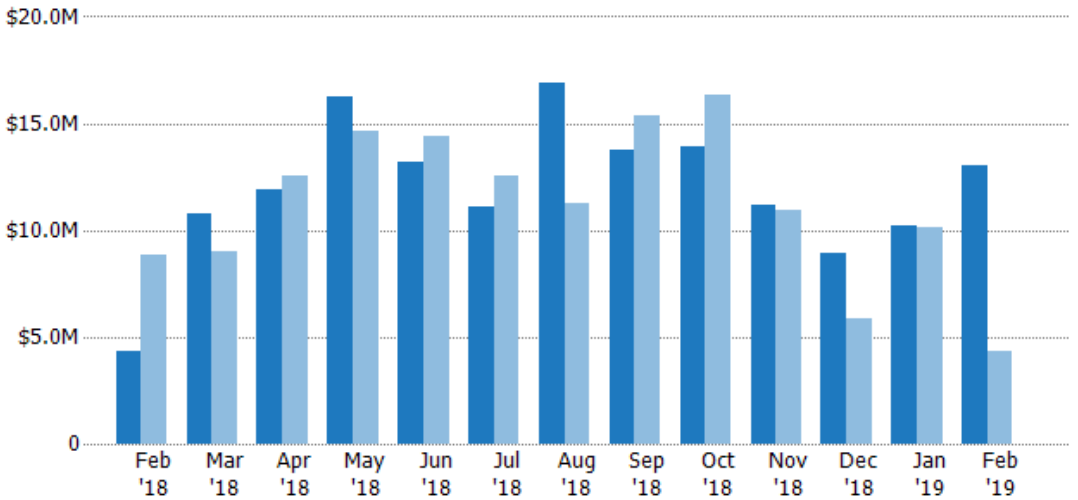
New Pending Sales Volume

The sum of the sales price of residential 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

Month/Year	Volume	% Chg.
Feb '19	\$13M	202.1%
Feb '18	\$4.31M	-51.3%
Feb '17	\$8.85M	13.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$4.31M	\$10.7M	\$11.9M	\$16.3M	\$13.2M	\$11.1M	\$16.9M	\$13.8M	\$13.9M	\$11.2M	\$8.96M	\$10.2M	\$13M
Prior Year	\$8.85M	\$9.04M	\$12.5M	\$14.7M	\$14.4M	\$12.6M	\$11.3M	\$15.4M	\$16.4M	\$10.9M	\$5.88M	\$10.1M	\$4.31M
Percent Change from Prior Year	-51%	19%	-5%	11%	-8%	-12%	50%	-10%	-15%	3%	52%	1%	202%

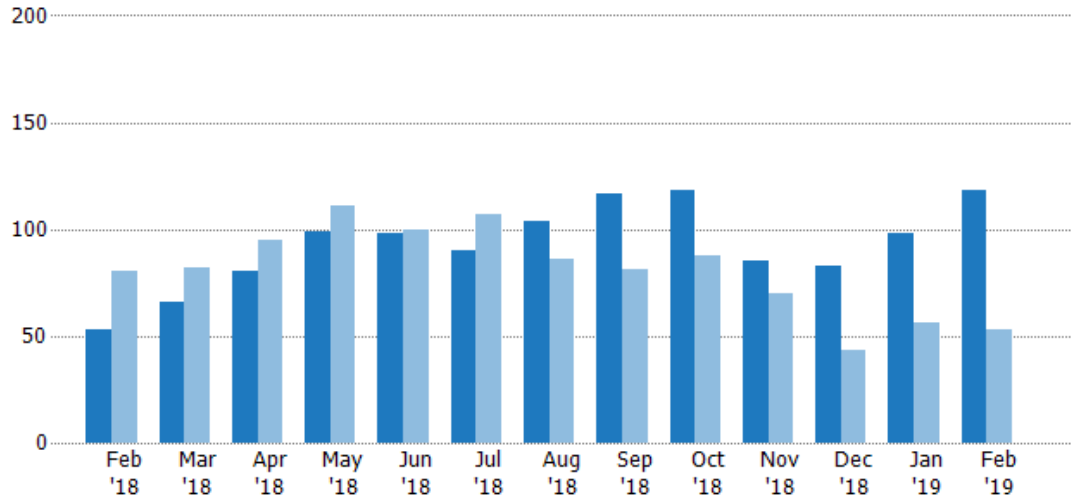
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Feb '19	118	122.6%
Feb '18	53	-33.8%
Feb '17	80	8.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	53	66	80	99	98	90	104	117	118	85	83	98	118
Prior Year	80	82	95	111	100	107	86	81	88	70	43	56	53
Percent Change from Prior Year	-34%	-20%	-16%	-11%	-2%	-16%	21%	44%	34%	21%	93%	75%	123%

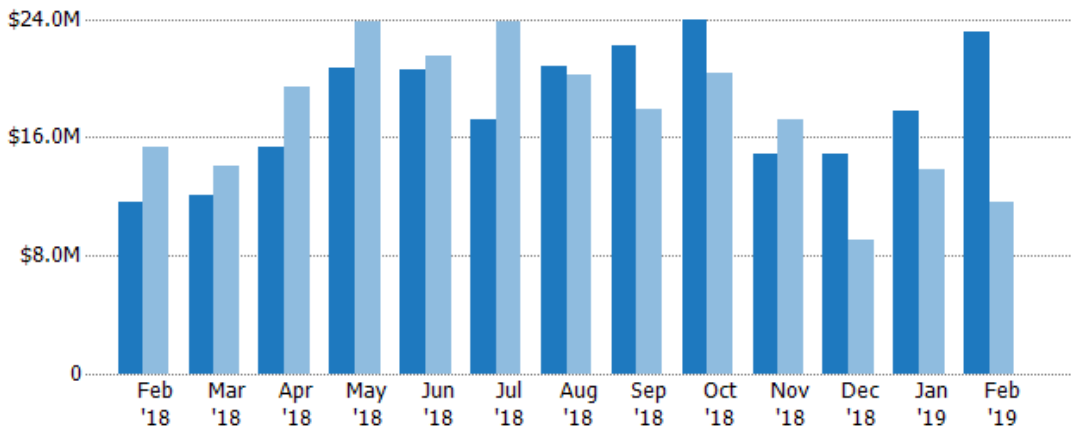
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$23.1M	99.9%
Feb '18	\$11.6M	-24.8%
Feb '17	\$15.4M	-6.7%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$11.6M	\$12.1M	\$15.3M	\$20.7M	\$20.6M	\$17.2M	\$20.8M	\$22.2M	\$24M	\$14.9M	\$14.9M	\$17.7M	\$23.1M
Prior Year	\$15.4M	\$14.1M	\$19.5M	\$23.9M	\$21.5M	\$23.9M	\$20.3M	\$17.9M	\$20.3M	\$17.2M	\$9.06M	\$13.9M	\$11.6M
Percent Change from Prior Year	-25%	-14%	-21%	-13%	-4%	-28%	3%	24%	18%	-13%	65%	28%	100%

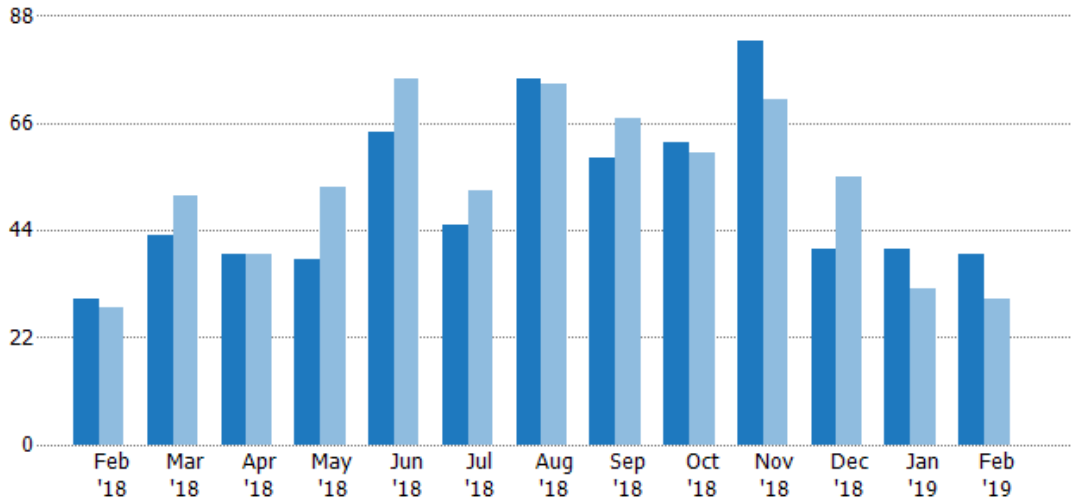
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	39	30%
Feb '18	30	7.1%
Feb '17	28	10.7%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	30	43	39	38	64	45	75	59	62	83	40	40	39
Prior Year	28	51	39	53	75	52	74	67	60	71	55	32	30
Percent Change from Prior Year	7%	-16%	0%	-28%	-15%	-13%	1%	-12%	3%	17%	-27%	25%	30%

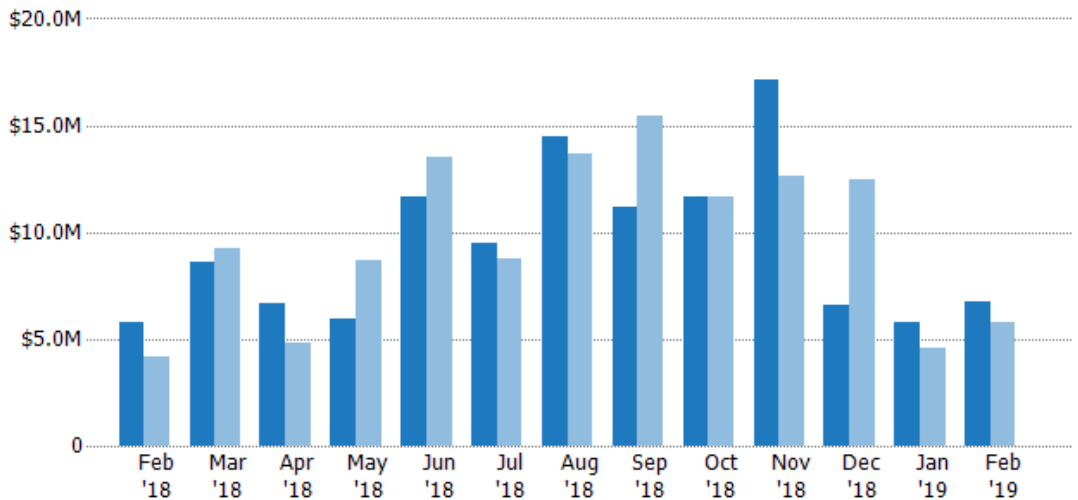
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$6.74M	16.4%
Feb '18	\$5.79M	37.9%
Feb '17	\$4.2M	-7.7%



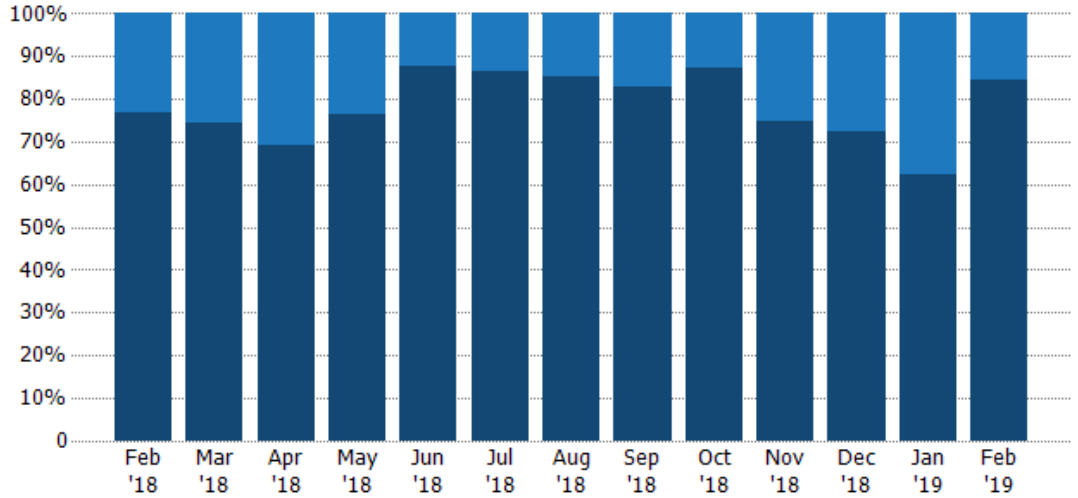
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$5.79M	\$8.64M	\$6.64M	\$5.94M	\$11.7M	\$9.49M	\$14.5M	\$11.2M	\$11.7M	\$17.1M	\$6.61M	\$5.82M	\$6.74M
Prior Year	\$4.2M	\$9.25M	\$4.78M	\$8.7M	\$13.5M	\$8.75M	\$13.6M	\$15.5M	\$11.7M	\$12.6M	\$12.5M	\$4.56M	\$5.79M
Percent Change from Prior Year	38%	-7%	39%	-32%	-13%	8%	6%	-28%	0%	36%	-47%	28%	16%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



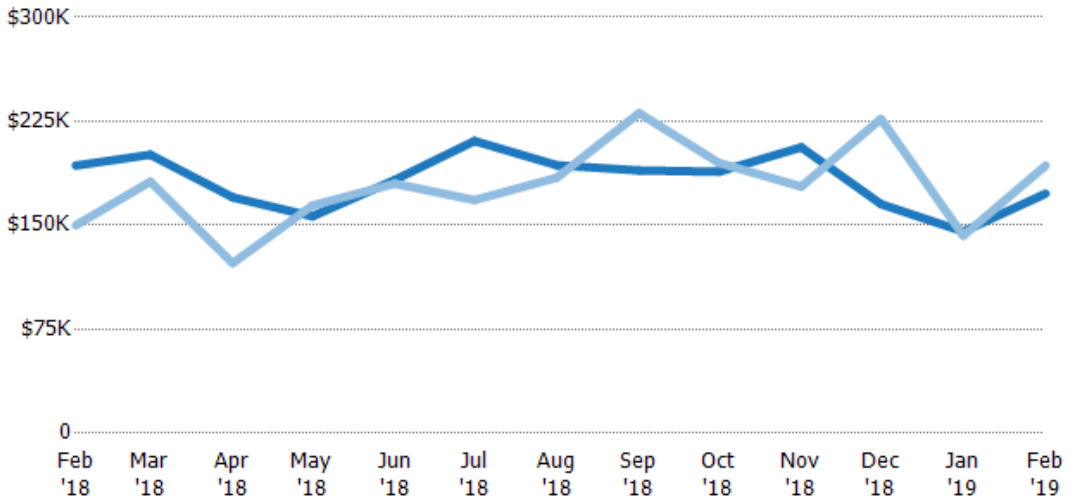
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	23%	26%	31%	24%	13%	13%	15%	17%	13%	25%	28%	38%	15%
Single Family Residence	77%	74%	69%	76%	88%	87%	85%	83%	87%	75%	73%	63%	85%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Price	% Chg.
Feb '19	\$173K	-10.5%
Feb '18	\$193K	28.7%
Feb '17	\$150K	-16.6%

Year	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Current Year	\$193K	\$201K	\$170K	\$156K	\$183K	\$211K	\$193K	\$190K	\$189K	\$206K	\$165K	\$145K	\$173K
Prior Year	\$150K	\$181K	\$123K	\$164K	\$180K	\$168K	\$184K	\$231K	\$195K	\$178K	\$227K	\$142K	\$193K
Percent Change from Prior Year	29%	11%	39%	-5%	1%	25%	5%	-18%	-3%	16%	-27%	2%	-10%

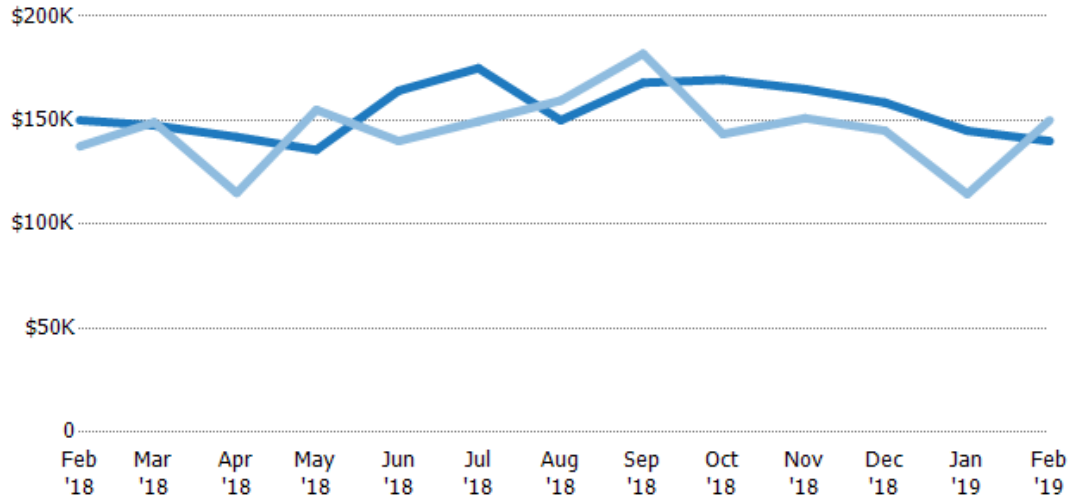
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$140K	-6.7%
Feb '18	\$150K	9.1%
Feb '17	\$137K	-27.2%



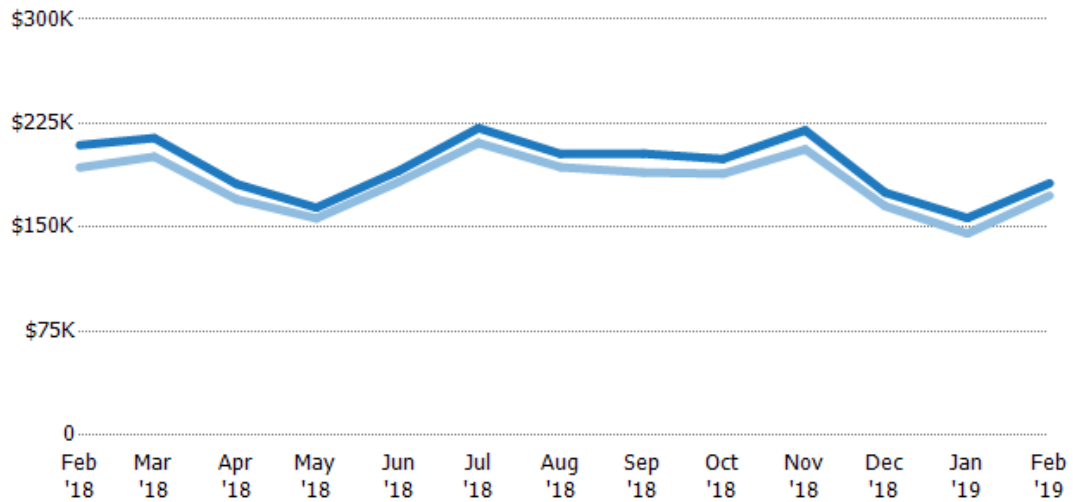
Current Year	\$150K	\$148K	\$142K	\$136K	\$164K	\$175K	\$150K	\$168K	\$170K	\$165K	\$159K	\$145K	\$140K
Prior Year	\$137K	\$149K	\$115K	\$155K	\$140K	\$149K	\$160K	\$182K	\$143K	\$151K	\$145K	\$115K	\$150K
Percent Change from Prior Year	9%	-1%	23%	-12%	17%	17%	-6%	-8%	18%	9%	9%	27%	-7%

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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



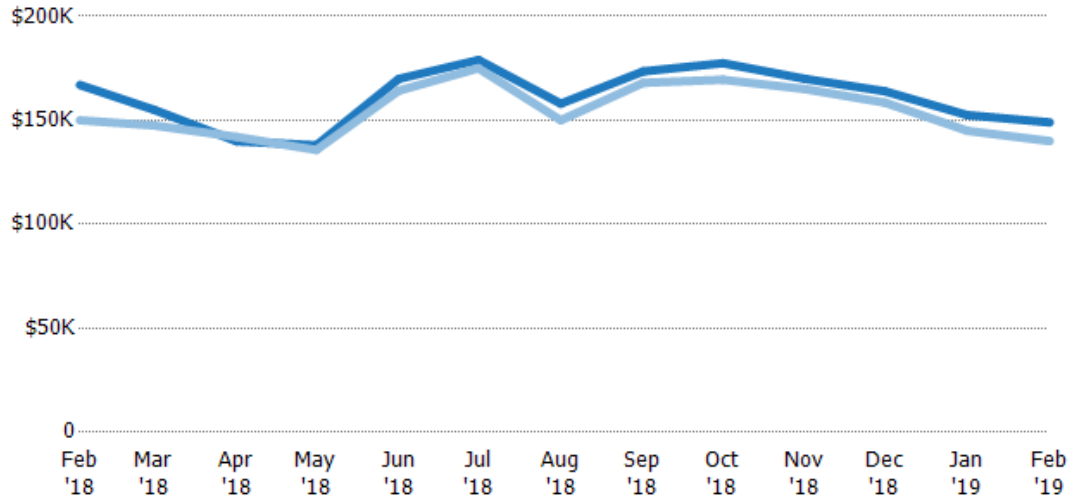
Avg List Price	\$209K	\$214K	\$181K	\$164K	\$191K	\$222K	\$203K	\$203K	\$199K	\$220K	\$175K	\$157K	\$182K
Avg Sales Price	\$193K	\$201K	\$170K	\$156K	\$183K	\$211K	\$193K	\$190K	\$189K	\$206K	\$165K	\$145K	\$173K
Avg Sales Price as a % of Avg List Price	92%	94%	94%	95%	96%	95%	95%	93%	95%	94%	94%	93%	95%

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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



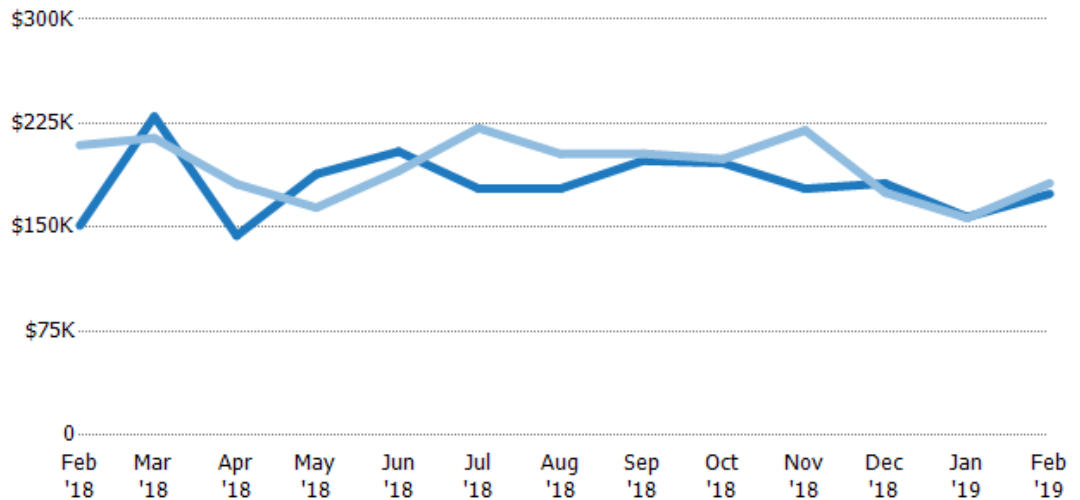
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$167K	\$155K	\$140K	\$138K	\$170K	\$179K	\$158K	\$174K	\$177K	\$170K	\$164K	\$153K	\$149K
Median Sales Price	\$150K	\$148K	\$142K	\$136K	\$164K	\$175K	\$150K	\$168K	\$170K	\$165K	\$159K	\$145K	\$140K
Med Sales Price as a % of Med List Price	90%	95%	102%	98%	97%	98%	95%	97%	96%	97%	97%	95%	94%

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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



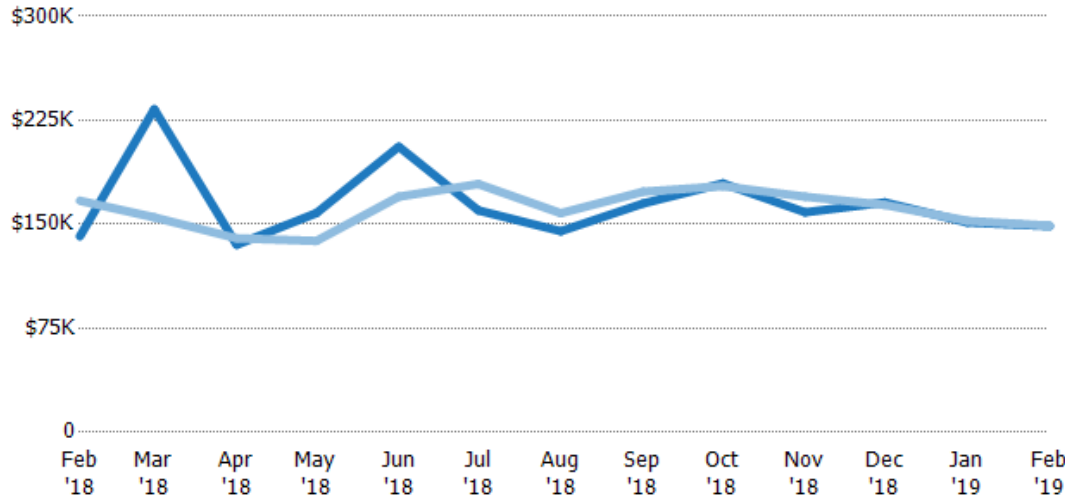
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$151K	\$230K	\$144K	\$188K	\$205K	\$178K	\$178K	\$198K	\$196K	\$178K	\$182K	\$157K	\$174K
Avg Sales Price	\$209K	\$214K	\$181K	\$164K	\$191K	\$222K	\$203K	\$203K	\$199K	\$220K	\$175K	\$157K	\$182K
Avg Sales Price as a % of Avg Est Value	138%	93%	126%	87%	93%	125%	114%	103%	101%	124%	96%	100%	104%

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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$141K	\$233K	\$135K	\$158K	\$206K	\$160K	\$145K	\$165K	\$179K	\$159K	\$166K	\$151K	\$149K
Median Sales Price	\$167K	\$155K	\$140K	\$138K	\$170K	\$179K	\$158K	\$174K	\$177K	\$170K	\$164K	\$153K	\$149K
Med Sales Price as a % of Med Est Value	118%	67%	103%	87%	82%	112%	109%	105%	99%	107%	99%	101%	100%