

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	63	-12.7%	126	106	+18.9%
New Listing Volume	\$13,678,900	\$16,085,550	-15%	\$28,785,290	\$22,860,150	+25.9%
Active Listing Count	465	486	-4.3%	N/A	N/A	
Active Listing Volume	\$150,781,283	\$126,332,922	+19.4%	N/A	N/A	
Average Listing Price	\$324,261	\$259,944	+24.7%	\$320,861	\$258,829	+24%
Median Listing Price	\$225,000	\$179,900	+25.1%	\$224,949	\$177,491	+26.7%
Median Days in RPR	171	192	-10.9%	166.84	186.62	-10.6%
Months of Inventory	11.6	13.9	-16.3%	14.6	14.9	-2.2%
Absorption Rate	8.6%	7.2%	+1.4%	6.84%	6.69%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	59	31	+90.3%	113	77	+46.8%
New Pending Sales Volume	\$12,525,899	\$4,387,100	+185.5%	\$21,817,099	\$14,494,179	+50.5%
Pending Sales Count	112	58	+93.1%	N/A	N/A	
Pending Sales Volume	\$22,741,499	\$12,183,800	+86.7%	N/A	N/A	
Closed Sales Count	37	30	+23.3%	77	65	+18.5%
Closed Sales Volume	\$6,292,224	\$5,792,600	+8.6%	\$12,110,774	\$11,367,050	+6.5%
Average Sales Price	\$170,060	\$193,087	-11.9%	\$157,283	\$174,878	-10.1%
Median Sales Price	\$136,000	\$150,000	-9.3%	\$140,649	\$141,385	-0.5%

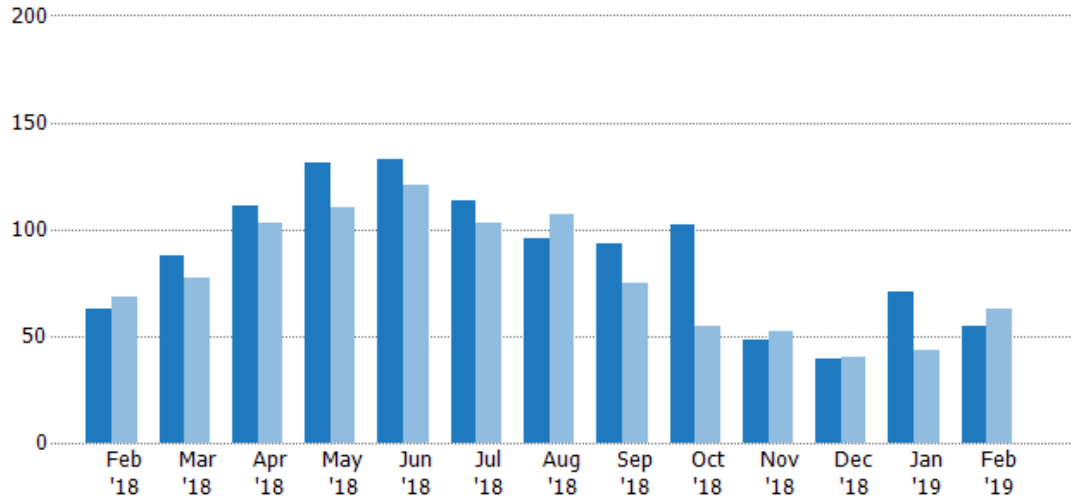
New Listings

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	-12.7%
Feb '18	63	-7.4%
Feb '17	68	52.9%



	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	63	88	111	131	133	113	96	93	102	48	39	71	55
Prior Year	68	77	103	110	121	103	107	75	55	52	40	43	63
Percent Change from Prior Year	-7%	14%	8%	19%	10%	10%	-10%	24%	85%	-8%	-3%	65%	-13%

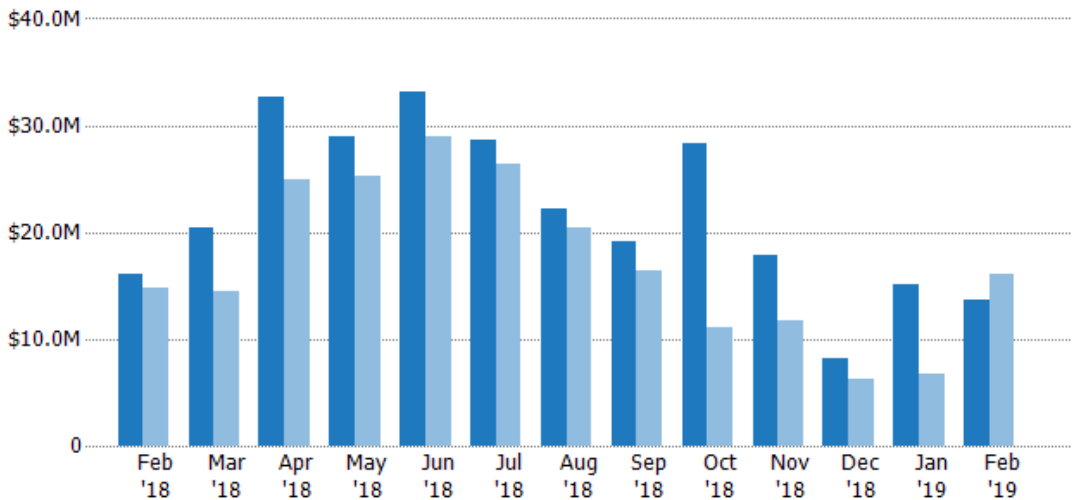
New Listing Volume

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	-15%
Feb '18	\$16.1M	8.5%
Feb '17	\$14.8M	93.6%



	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	\$16.1M	\$20.4M	\$32.6M	\$28.9M	\$33.1M	\$28.6M	\$22.2M	\$19.2M	\$28.4M	\$17.9M	\$8.21M	\$15.1M	\$13.7M
Prior Year	\$14.8M	\$14.5M	\$25M	\$25.2M	\$29M	\$26.4M	\$20.5M	\$16.4M	\$11.1M	\$11.8M	\$6.26M	\$6.77M	\$16.1M
Percent Change from Prior Year	9%	40%	31%	14%	14%	8%	8%	17%	155%	52%	31%	123%	-15%

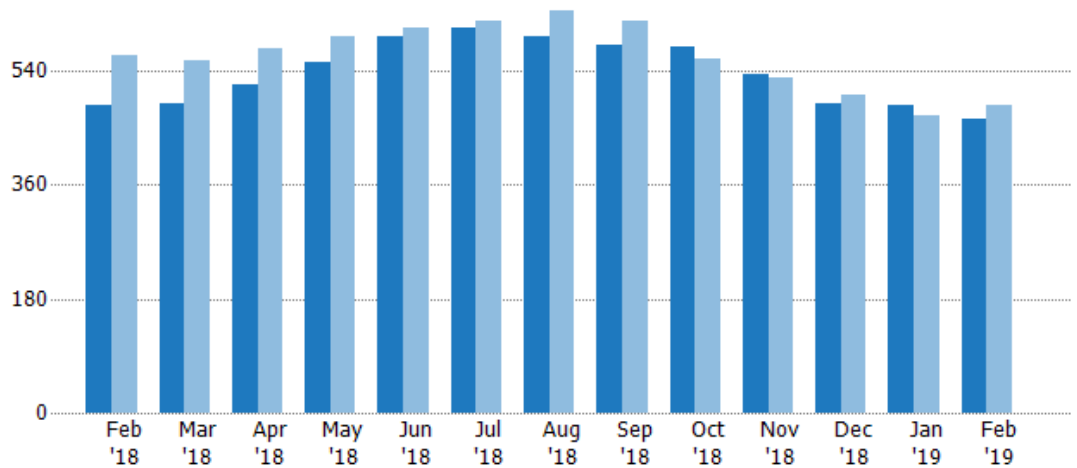
Active Listings

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

Month/ Year	Count	% Chg.
Feb '19	465	-4.3%
Feb '18	486	-13.8%
Feb '17	564	14.4%



Current Year	486	488	518	554	594	609	594	581	577	534	488	485	465
Prior Year	564	557	576	593	609	618	635	618	559	529	503	470	486
Percent Change from Prior Year	-14%	-12%	-10%	-7%	-2%	-1%	-6%	-6%	3%	1%	-3%	3%	-4%

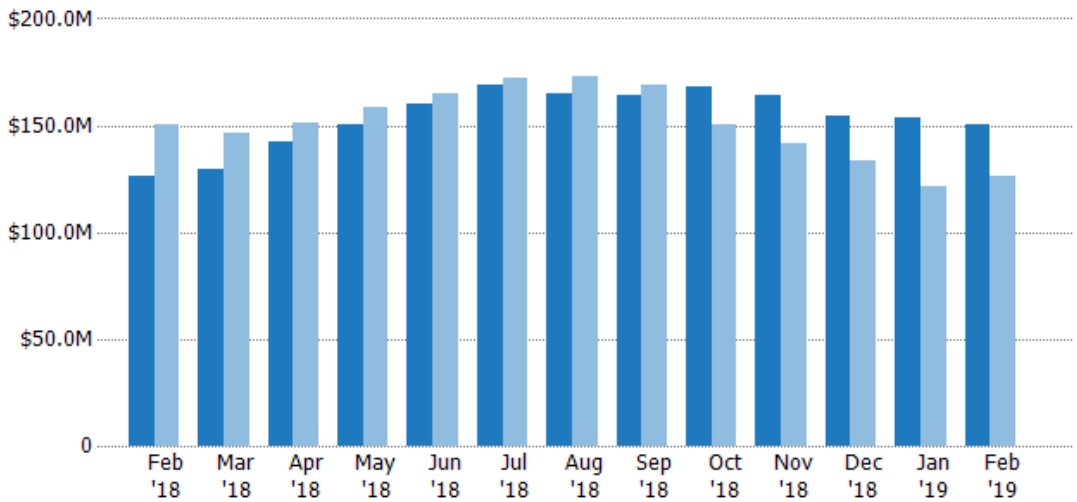
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$151M	19.4%
Feb '18	\$126M	-16.1%
Feb '17	\$151M	8.9%



Current Year	\$126M	\$130M	\$142M	\$150M	\$160M	\$169M	\$165M	\$164M	\$168M	\$164M	\$155M	\$154M	\$151M
Prior Year	\$151M	\$146M	\$151M	\$159M	\$165M	\$172M	\$173M	\$169M	\$151M	\$141M	\$133M	\$121M	\$126M
Percent Change from Prior Year	-16%	-11%	-6%	-5%	-3%	-2%	-5%	-3%	11%	16%	16%	27%	19%

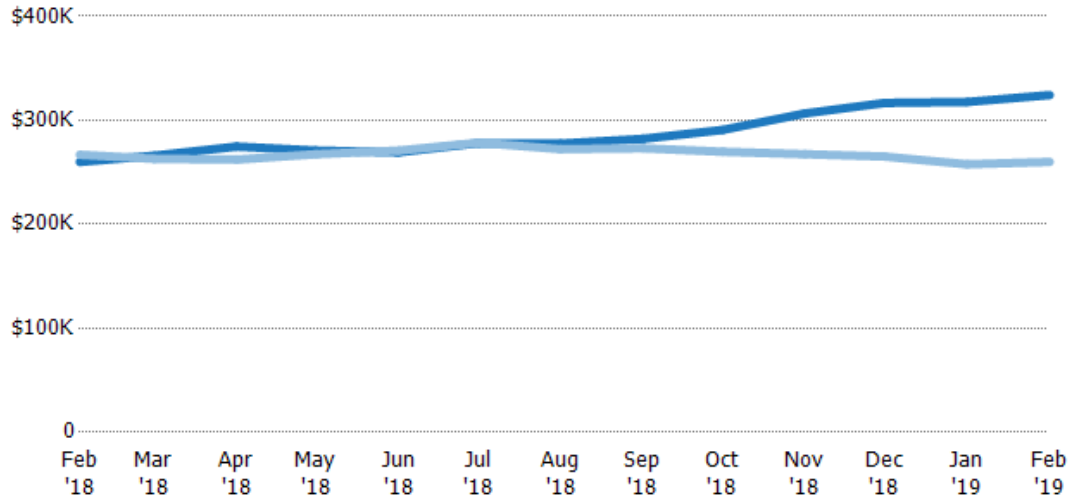
Average Listing Price

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	\$324K	24.7%
Feb '18	\$260K	-2.6%
Feb '17	\$267K	-4.8%



Current Year	\$260K	\$266K	\$275K	\$271K	\$269K	\$278K	\$278K	\$282K	\$291K	\$307K	\$317K	\$318K	\$324K
Prior Year	\$267K	\$263K	\$262K	\$267K	\$271K	\$278K	\$272K	\$273K	\$270K	\$267K	\$265K	\$258K	\$260K
Percent Change from Prior Year	-3%	1%	5%	1%	-1%	0%	2%	3%	8%	15%	19%	23%	25%

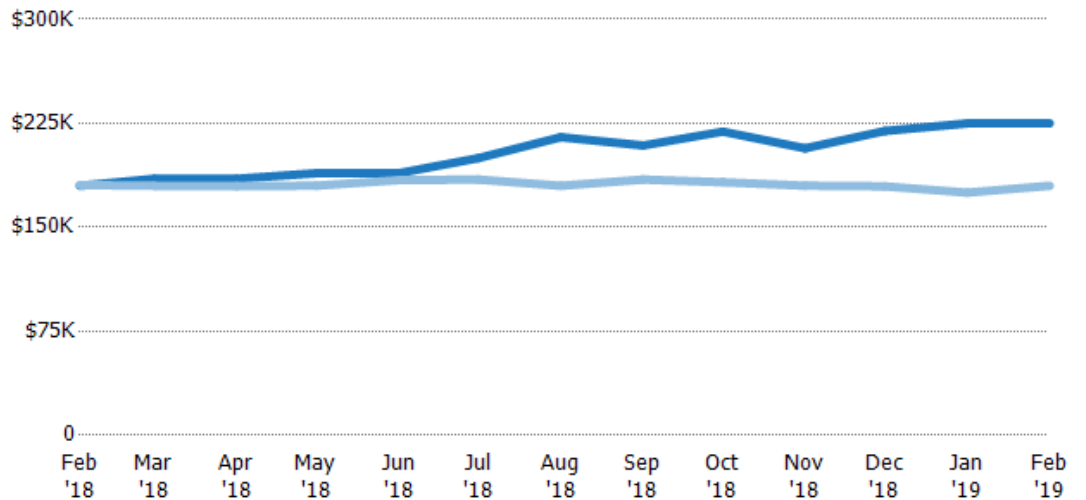
Median Listing Price

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	\$225K	25.1%
Feb '18	\$180K	-0.3%
Feb '17	\$181K	-3.1%



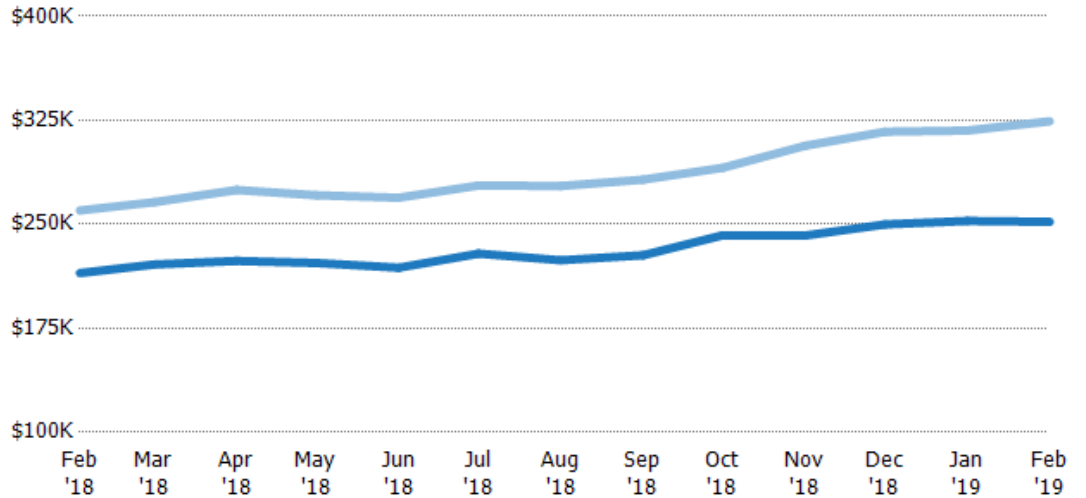
Current Year	\$180K	\$185K	\$185K	\$189K	\$189K	\$200K	\$215K	\$209K	\$219K	\$207K	\$219K	\$225K	\$225K
Prior Year	\$181K	\$180K	\$180K	\$180K	\$184K	\$184K	\$180K	\$184K	\$183K	\$180K	\$180K	\$175K	\$180K
Percent Change from Prior Year	0%	3%	3%	5%	3%	8%	19%	13%	20%	15%	22%	29%	25%

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

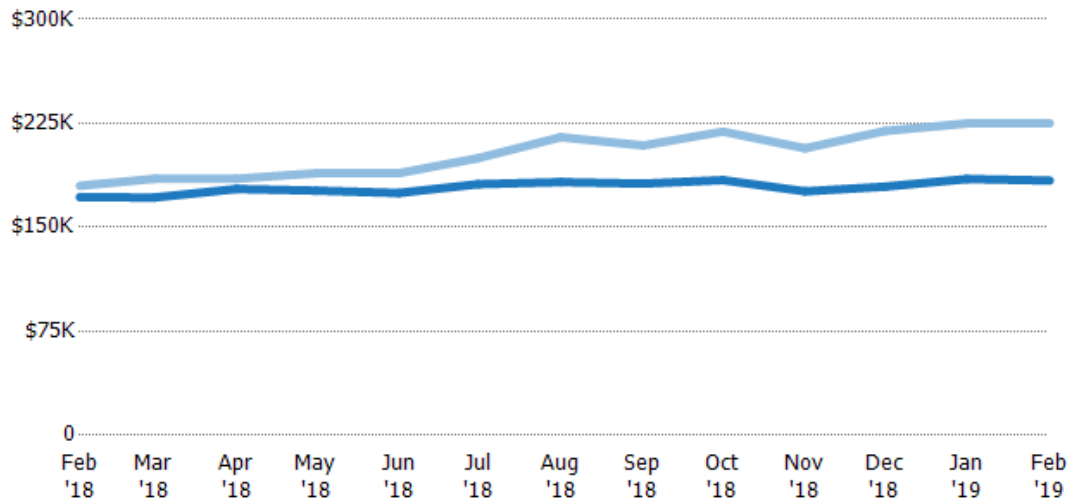


Median Listing Price vs Median Est Value

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

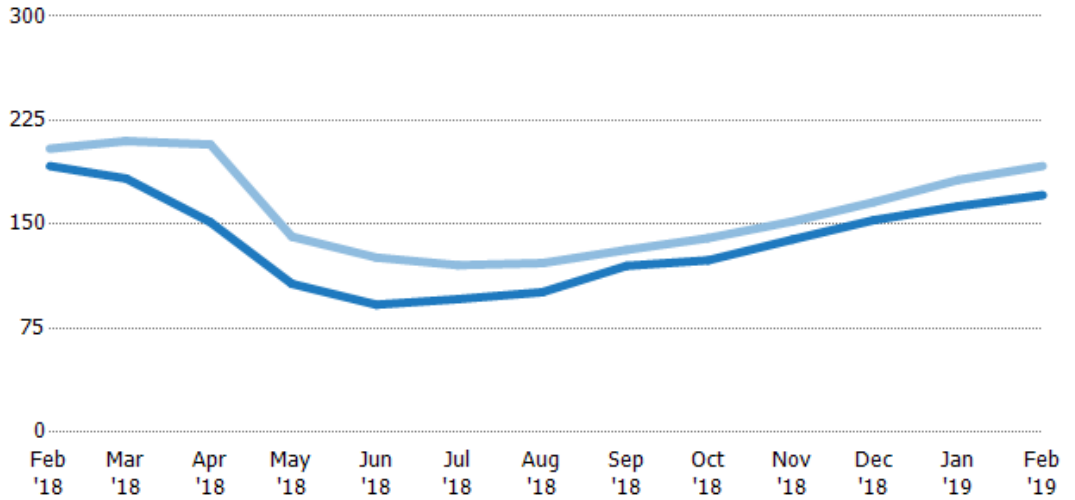


Median Days in RPR

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	-10.9%
Feb '18	192	-6.1%
Feb '17	205	-19.8%

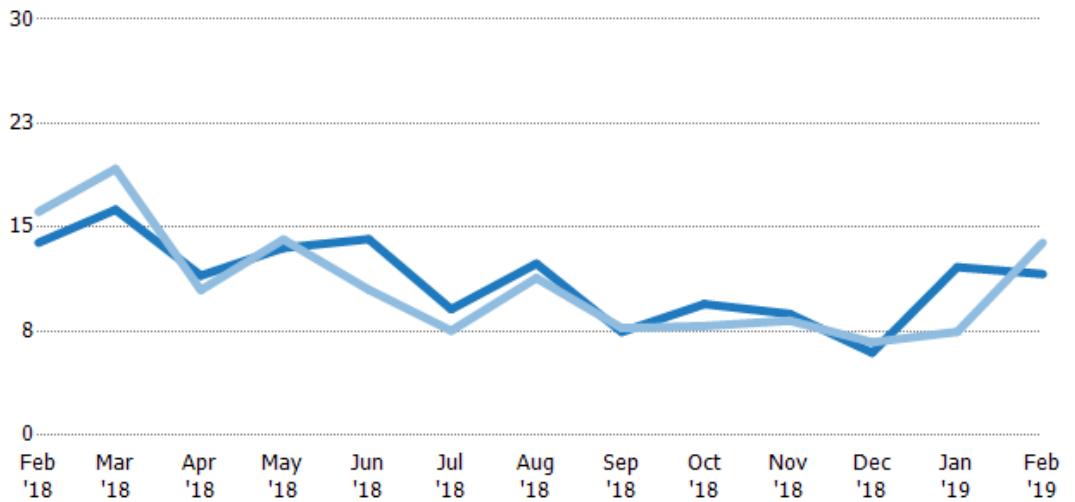
Current Year	192	183	152	107	92	96	101	120	124	139	153	163	171
Prior Year	205	210	208	141	126	121	122	132	140	152	166	182	192
Percent Change from Prior Year	-6%	-13%	-27%	-24%	-27%	-20%	-17%	-9%	-11%	-9%	-8%	-10%	-11%

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	11.6	-16.3%
Feb '18	13.9	-13.8%
Feb '17	16.1	33.4%

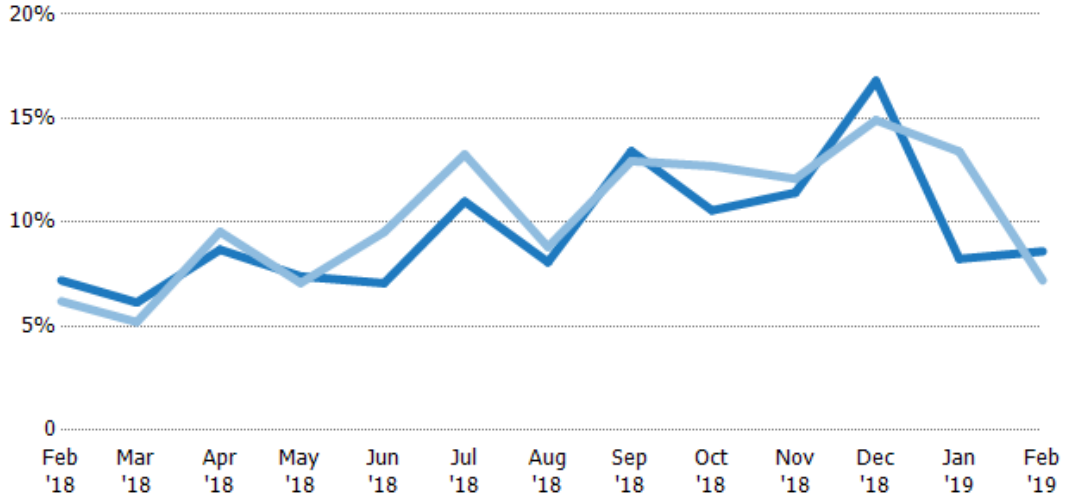
Current Year	13.9	16.3	11.5	13.5	14.1	9.09	12.4	7.45	9.46	8.75	5.95	12.1	11.6
Prior Year	16.1	19.2	10.5	14.1	10.5	7.54	11.3	7.73	7.87	8.27	6.71	7.46	13.9
Percent Change from Prior Year	-14%	-15%	10%	-4%	35%	21%	9%	-4%	20%	6%	-11%	63%	-16%

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%	-1.4%
Feb '18	7%	-1%
Feb '17	6%	-25%

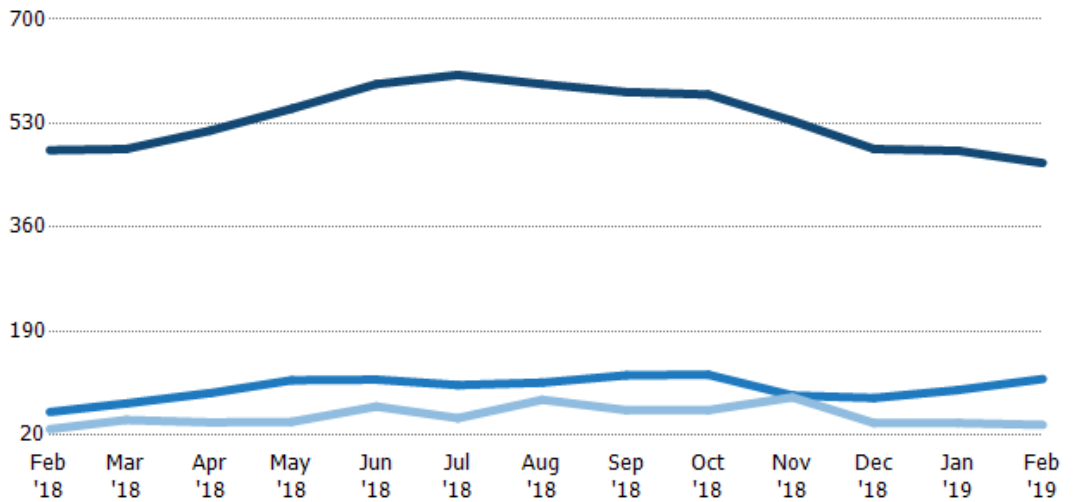
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	7%	6%	9%	7%	7%	11%	8%	13%	11%	11%	17%	8%	9%
Prior Year	6%	5%	10%	7%	10%	13%	9%	13%	13%	12%	15%	13%	7%
Change from Prior Year	-1%	-1%	1%	0%	2%	2%	1%	0%	2%	1%	-2%	5%	-1%

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	486	488	518	554	594	609	594	581	577	534	488	485	465
Pending	58	72	89	110	111	102	106	118	119	85	81	94	112
Sold	30	45	41	42	67	48	78	61	61	82	40	40	37

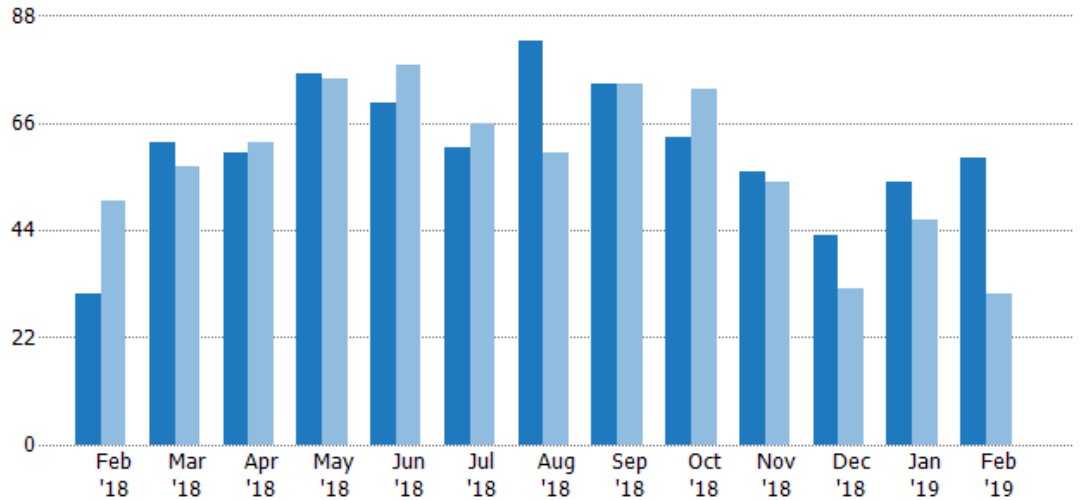
New Pending Sales

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	59	90.3%
Feb '18	31	-38%
Feb '17	50	14%



	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	31	62	60	76	70	61	83	74	63	56	43	54	59
Prior Year	50	57	62	75	78	66	60	74	73	54	32	46	31
Percent Change from Prior Year	-38%	9%	-3%	1%	-10%	-8%	38%	0%	-14%	4%	34%	17%	90%

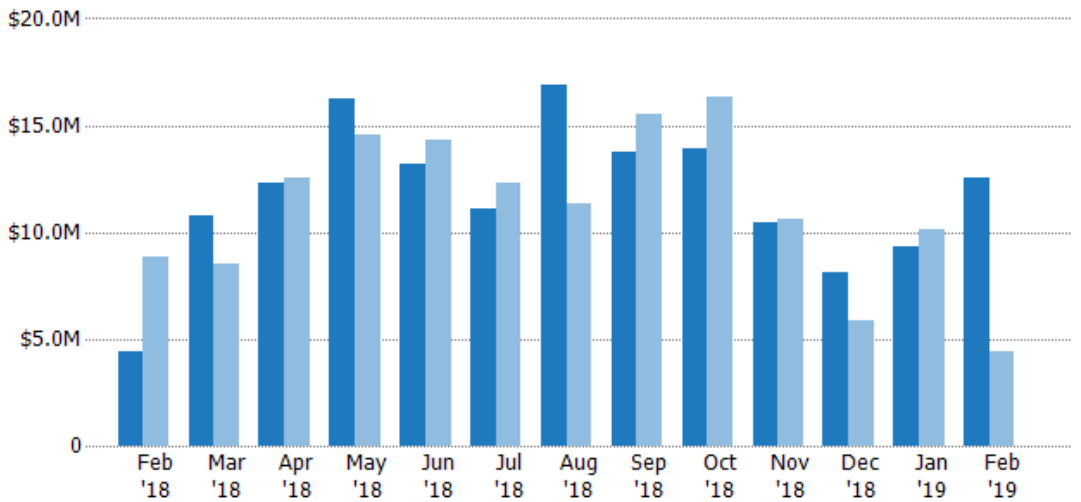
New Pending Sales Volume

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	\$12.5M	185.5%
Feb '18	\$4.39M	-50.4%
Feb '17	\$8.85M	11.6%



	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	\$4.39M	\$10.7M	\$12.3M	\$16.3M	\$13.2M	\$11.1M	\$16.9M	\$13.8M	\$13.9M	\$10.5M	\$8.09M	\$9.29M	\$12.5M
Prior Year	\$8.85M	\$8.54M	\$12.5M	\$14.6M	\$14.3M	\$12.3M	\$11.4M	\$15.5M	\$16.4M	\$10.6M	\$5.88M	\$10.1M	\$4.39M
Percent Change from Prior Year	-50%	26%	-2%	11%	-7%	-10%	48%	-11%	-15%	-1%	38%	-8%	186%

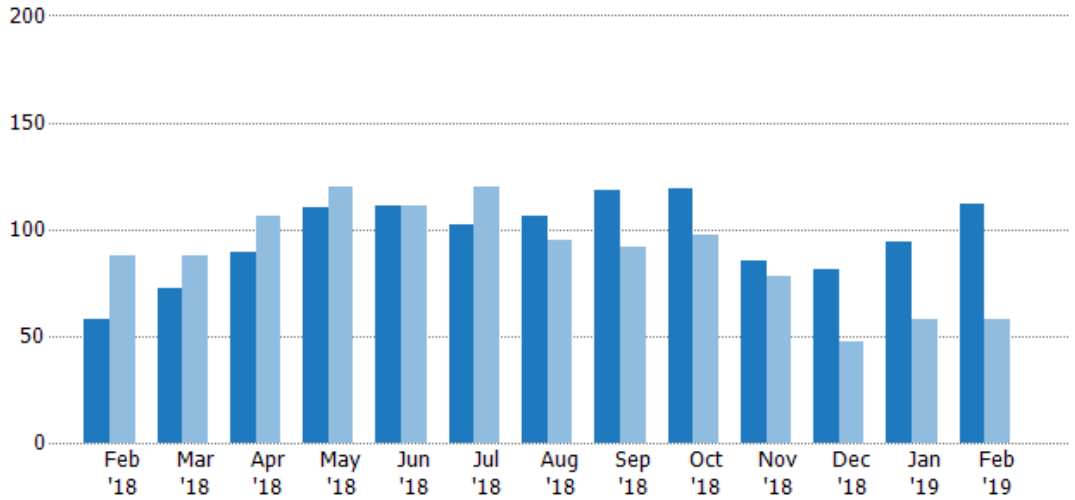
Pending Sales

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	112	93.1%
Feb '18	58	-34.1%
Feb '17	88	12.5%



	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	58	72	89	110	111	102	106	118	119	85	81	94	112
Prior Year	88	88	106	120	111	120	95	92	97	78	47	58	58
Percent Change from Prior Year	-34%	-18%	-16%	-8%	0%	-15%	12%	28%	23%	9%	72%	62%	93%

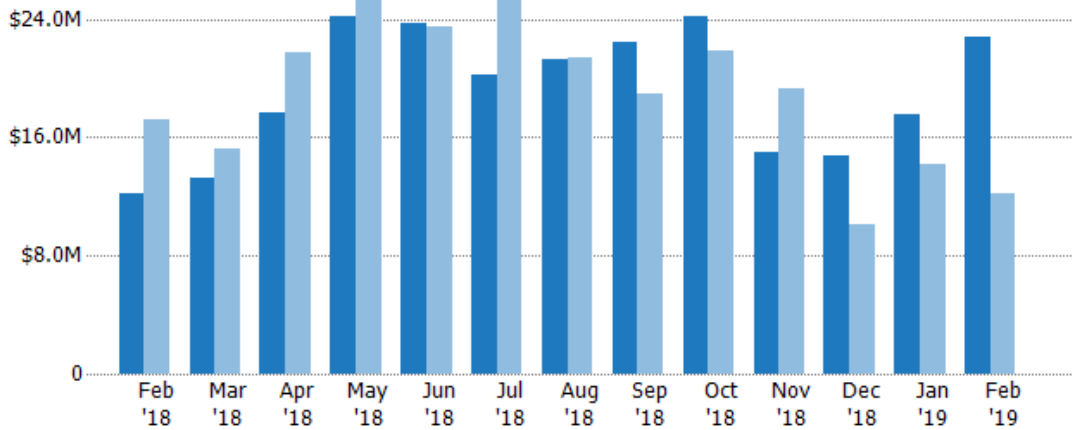
Pending Sales Volume

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	\$22.7M	86.7%
Feb '18	\$12.2M	-29.1%
Feb '17	\$17.2M	-1.6%



	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	\$12.2M	\$13.3M	\$17.7M	\$24.2M	\$23.8M	\$20.2M	\$21.2M	\$22.4M	\$24.2M	\$15M	\$14.8M	\$17.6M	\$22.7M
Prior Year	\$17.2M	\$15.2M	\$21.7M	\$25.7M	\$23.4M	\$26.2M	\$21.4M	\$19M	\$21.9M	\$19.3M	\$10.1M	\$14.2M	\$12.2M
Percent Change from Prior Year	-29%	-13%	-19%	-6%	1%	-23%	-1%	18%	10%	-22%	47%	24%	87%

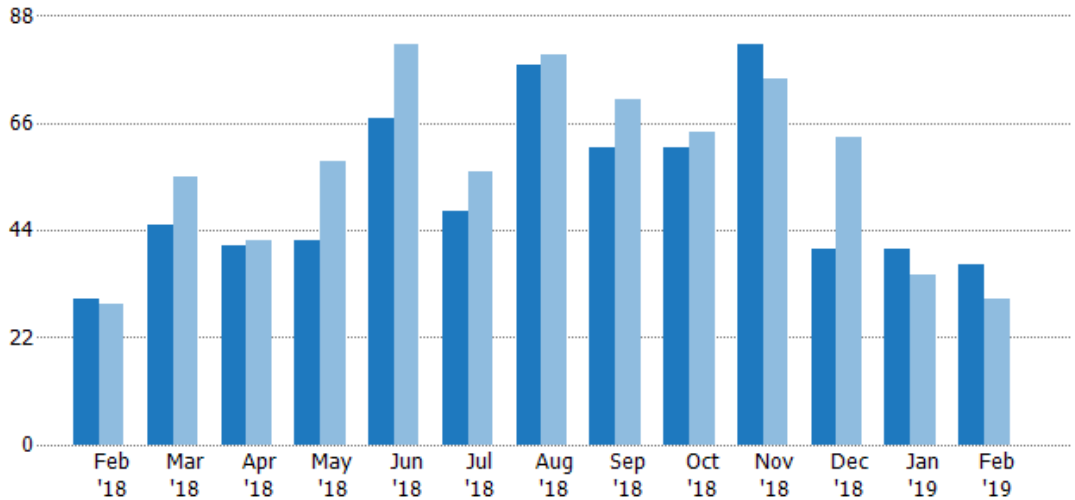
Closed Sales

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	37	23.3%
Feb '18	30	3.4%
Feb '17	29	24.1%



Current Year	30	45	41	42	67	48	78	61	61	82	40	40	37
Prior Year	29	55	42	58	82	56	80	71	64	75	63	35	30
Percent Change from Prior Year	3%	-18%	-2%	-28%	-18%	-14%	-3%	-14%	-5%	9%	-37%	14%	23%

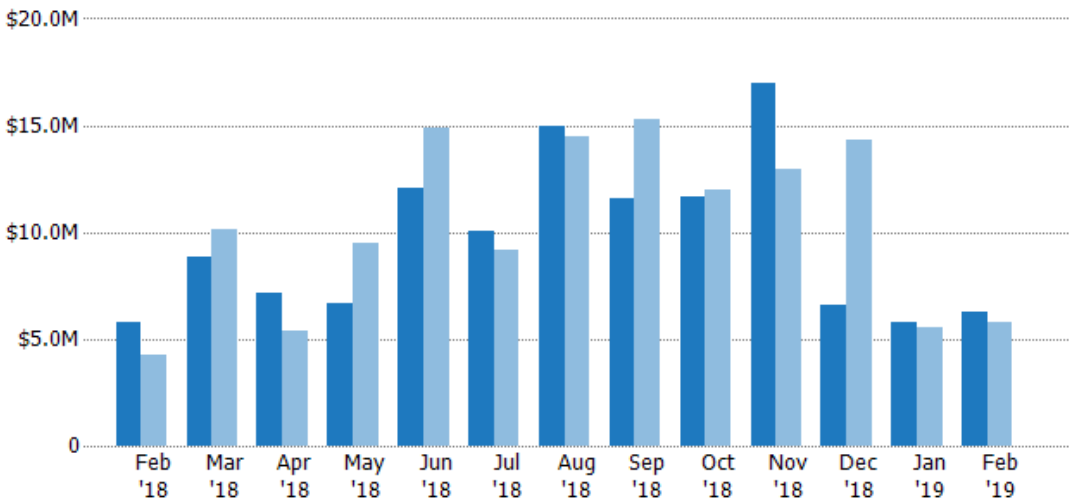
Closed Sales Volume

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	\$6.29M	8.6%
Feb '18	\$5.79M	37.2%
Feb '17	\$4.22M	19.3%



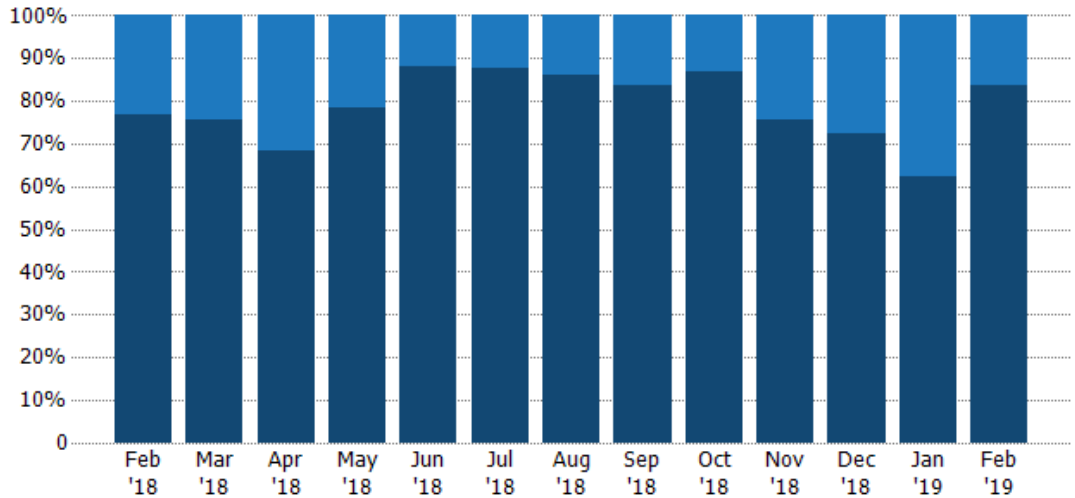
Current Year	\$5.79M	\$8.82M	\$7.17M	\$6.64M	\$12.1M	\$10.1M	\$14.9M	\$11.6M	\$11.7M	\$17M	\$6.61M	\$5.82M	\$6.29M
Prior Year	\$4.22M	\$10.1M	\$5.4M	\$9.45M	\$14.9M	\$9.13M	\$14.5M	\$15.2M	\$12M	\$12.9M	\$14.4M	\$5.57M	\$5.79M
Percent Change from Prior Year	37%	-13%	33%	-30%	-19%	10%	3%	-24%	-3%	31%	-54%	4%	9%

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



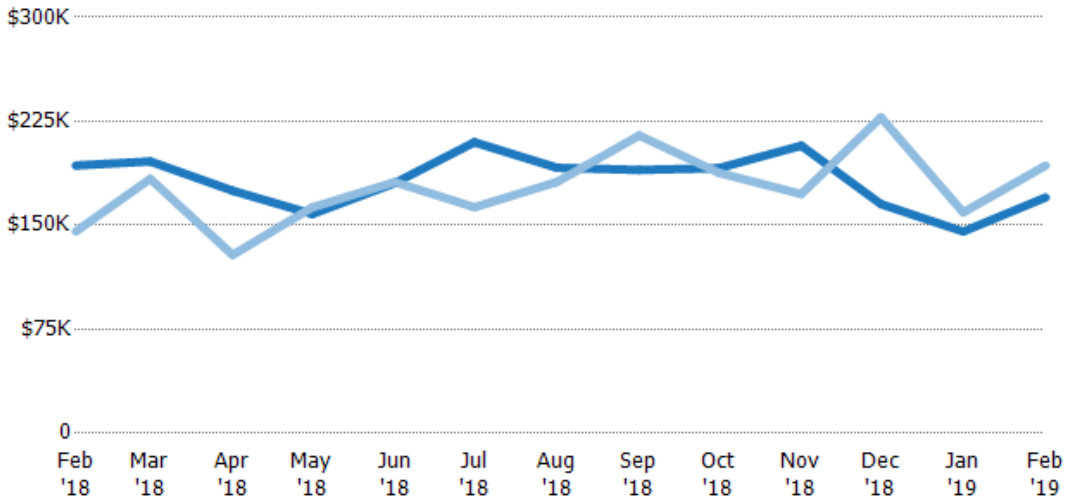
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	23%	24%	32%	21%	12%	13%	14%	16%	13%	24%	28%	38%	16%
Single Family Residence	77%	76%	68%	79%	88%	88%	86%	84%	87%	76%	73%	63%	84%

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	\$170K	-11.9%
Feb '18	\$193K	32.6%
Feb '17	\$146K	-3.9%

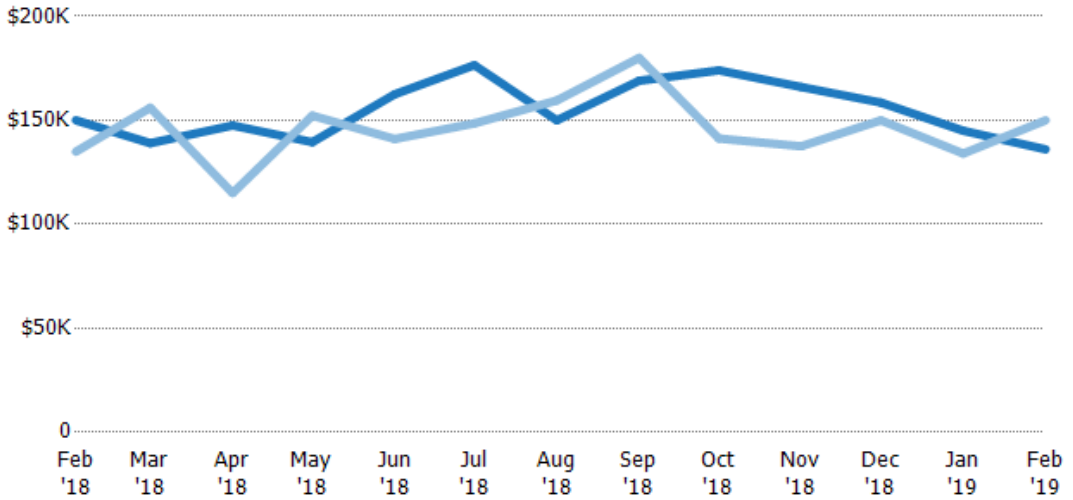
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$193K	\$196K	\$175K	\$158K	\$180K	\$210K	\$192K	\$190K	\$191K	\$207K	\$165K	\$145K	\$170K
Prior Year	\$146K	\$184K	\$129K	\$163K	\$181K	\$163K	\$181K	\$215K	\$188K	\$173K	\$228K	\$159K	\$193K
Percent Change from Prior Year	33%	7%	36%	-3%	0%	29%	6%	-12%	2%	20%	-27%	-9%	-12%

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



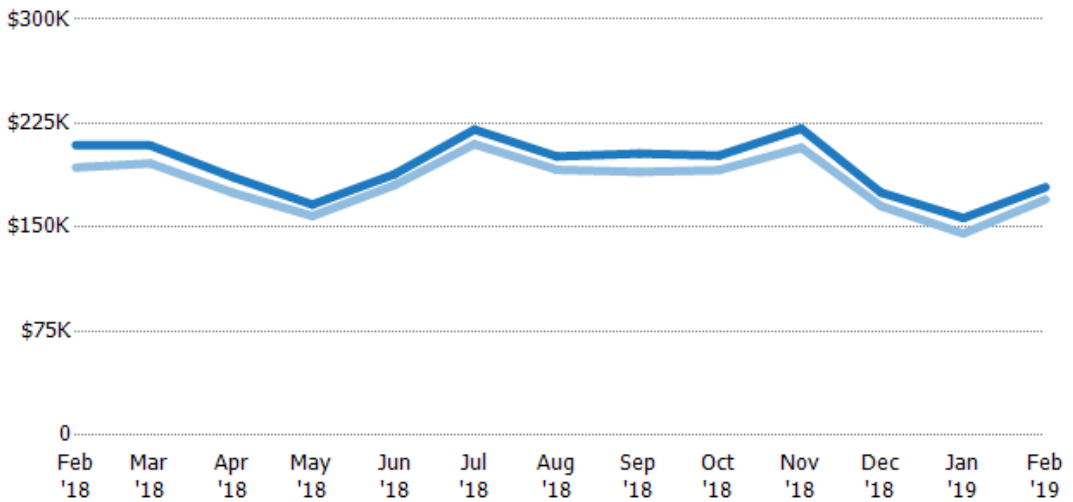
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$150K	\$139K	\$148K	\$140K	\$163K	\$177K	\$150K	\$169K	\$174K	\$166K	\$159K	\$145K	\$136K
Prior Year	\$135K	\$156K	\$115K	\$152K	\$141K	\$149K	\$160K	\$180K	\$141K	\$138K	\$150K	\$134K	\$150K
Percent Change from Prior Year	11%	-11%	28%	-8%	15%	19%	-6%	-6%	23%	21%	6%	8%	-9%

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



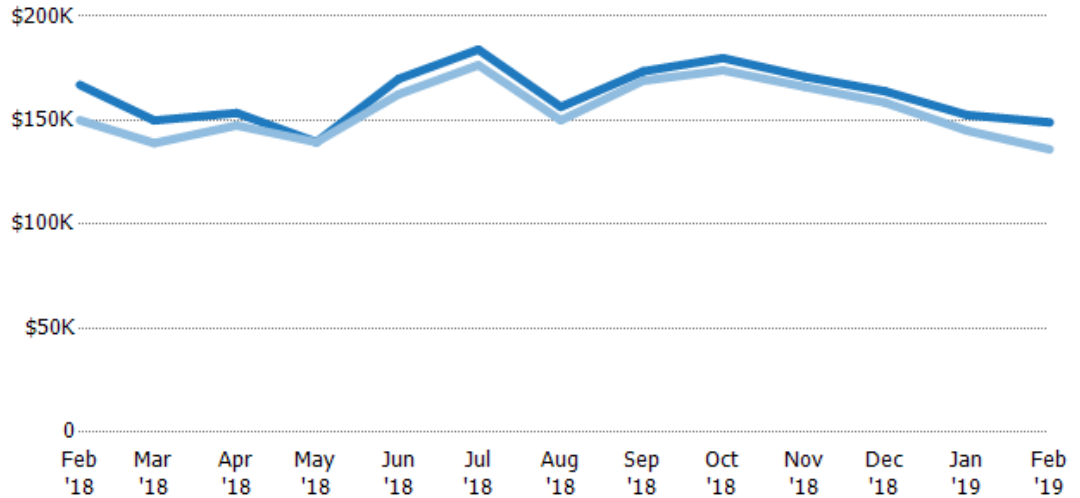
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$209K	\$209K	\$186K	\$166K	\$188K	\$220K	\$201K	\$203K	\$202K	\$221K	\$175K	\$157K	\$179K
Avg Sales Price	\$193K	\$196K	\$175K	\$158K	\$180K	\$210K	\$192K	\$190K	\$191K	\$207K	\$165K	\$145K	\$170K
Avg Sales Price as a % of Avg List Price	92%	94%	94%	95%	96%	95%	95%	94%	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



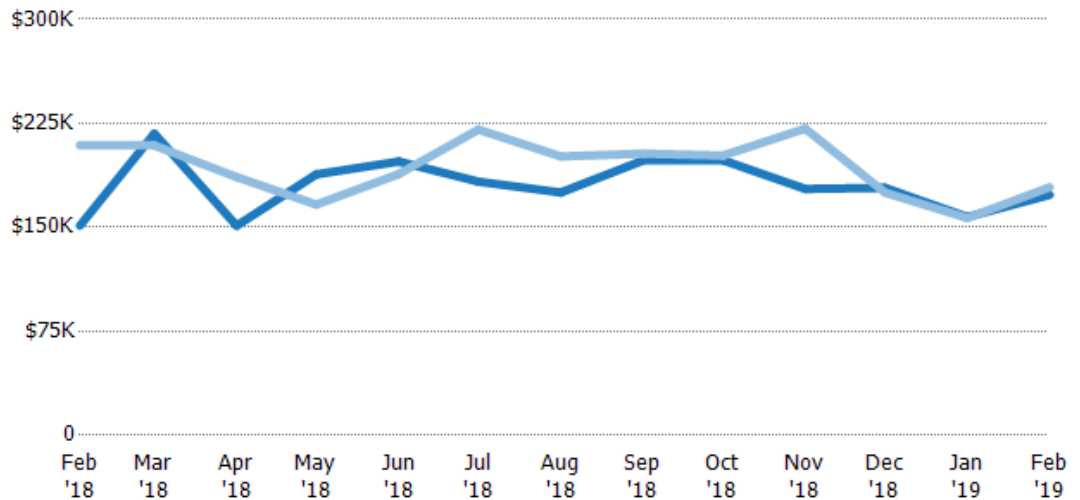
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$167K	\$150K	\$154K	\$140K	\$170K	\$184K	\$156K	\$174K	\$180K	\$171K	\$164K	\$153K	\$149K
Median Sales Price	\$150K	\$139K	\$148K	\$140K	\$163K	\$177K	\$150K	\$169K	\$174K	\$166K	\$159K	\$145K	\$136K
Med Sales Price as a % of Med List Price	90%	93%	96%	100%	96%	96%	96%	97%	97%	97%	97%	95%	91%

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



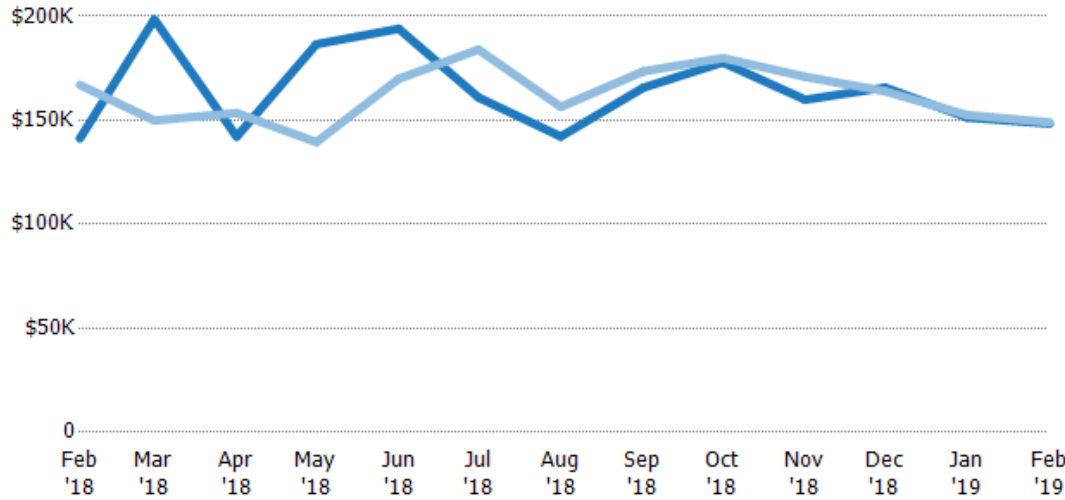
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$151K	\$218K	\$151K	\$188K	\$197K	\$183K	\$175K	\$198K	\$198K	\$178K	\$178K	\$157K	\$173K
Avg Sales Price	\$209K	\$209K	\$186K	\$166K	\$188K	\$220K	\$201K	\$203K	\$202K	\$221K	\$175K	\$157K	\$179K
Avg Sales Price as a % of Avg Est Value	138%	96%	123%	88%	95%	121%	115%	102%	102%	124%	98%	100%	103%

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	\$199K	\$142K	\$187K	\$194K	\$161K	\$142K	\$166K	\$178K	\$160K	\$166K	\$151K	\$148K
Median Sales Price	\$167K	\$150K	\$154K	\$140K	\$170K	\$184K	\$156K	\$174K	\$180K	\$171K	\$164K	\$153K	\$149K
Med Sales Price as a % of Med Est Value	118%	76%	108%	75%	88%	114%	110%	105%	101%	107%	99%	101%	100%