

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	18	14	+28.6%	32	30	+6.7%
New Listing Volume	\$2,634,500	\$2,442,500	+7.9%	\$5,118,690	\$5,087,900	+0.6%
Active Listing Count	101	96	+5.2%	N/A	N/A	
Active Listing Volume	\$31,528,090	\$16,673,374	+89.1%	N/A	N/A	
Average Listing Price	\$312,159	\$173,681	+79.7%	\$318,284	\$183,471	+73.5%
Median Listing Price	\$180,000	\$156,900	+14.7%	\$185,049	\$150,988	+22.6%
Median Days in RPR	141	165.5	-14.8%	136.33	167.63	-18.7%
Months of Inventory	14.4	10.7	+35.3%	10.7	11.2	-3.9%
Absorption Rate	6.93%	9.38%	-2.4%	9.31%	8.95%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	16	6	+166.7%	28	17	+64.7%
New Pending Sales Volume	\$3,669,000	\$654,200	+460.8%	\$6,038,500	\$2,090,980	+188.8%
Pending Sales Count	30	11	+172.7%	N/A	N/A	
Pending Sales Volume	\$6,385,600	\$1,762,400	+262.3%	N/A	N/A	
Closed Sales Count	11	10	+10%	18	19	-5.3%
Closed Sales Volume	\$1,387,424	\$1,971,100	-29.6%	\$2,417,224	\$3,132,350	-22.8%
Average Sales Price	\$126,129	\$197,110	-36%	\$134,290	\$164,861	-18.5%
Median Sales Price	\$130,000	\$140,000	-7.1%	\$137,778	\$124,179	+11%

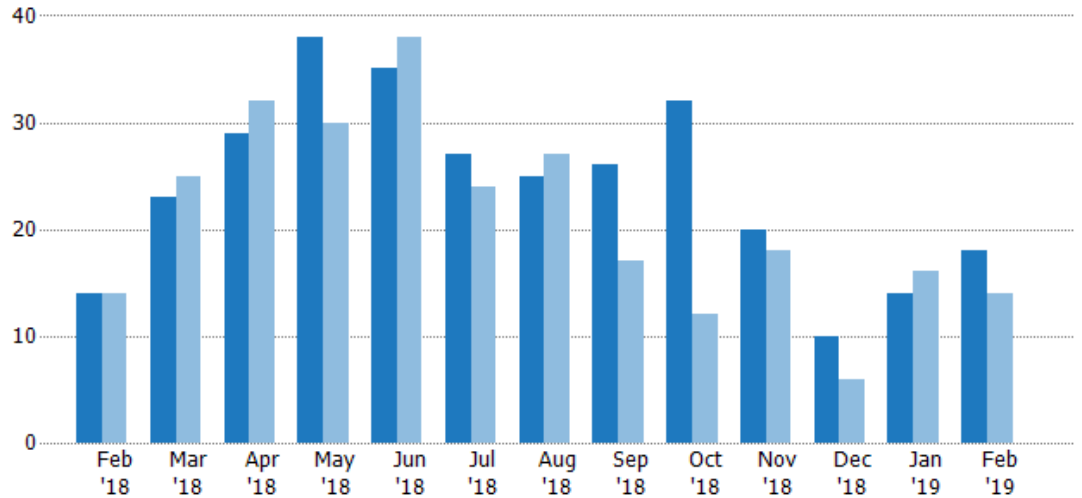
New Listings

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Count	% Chg.
Feb '19	18	28.6%
Feb '18	14	0%
Feb '17	14	164.3%

	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	14	23	29	38	35	27	25	26	32	20	10	14	18
Prior Year	14	25	32	30	38	24	27	17	12	18	6	16	14
Percent Change from Prior Year	0%	-8%	-9%	27%	-8%	13%	-7%	53%	167%	11%	67%	-13%	29%

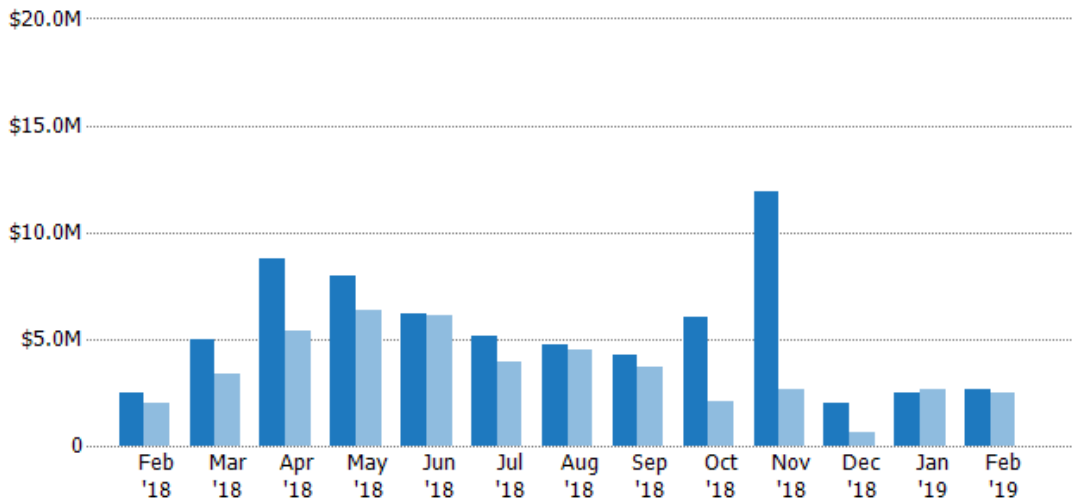
New Listing Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Volume	% Chg.
Feb '19	\$2.63M	7.9%
Feb '18	\$2.44M	22.1%
Feb '17	\$2M	410.3%

	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	\$2.44M	\$5M	\$8.74M	\$7.93M	\$6.19M	\$5.12M	\$4.71M	\$4.23M	\$6.01M	\$11.9M	\$1.98M	\$2.48M	\$2.63M
Prior Year	\$2M	\$3.39M	\$5.4M	\$6.31M	\$6.09M	\$3.96M	\$4.53M	\$3.69M	\$2.05M	\$2.65M	\$619K	\$2.65M	\$2.44M
Percent Change from Prior Year	22%	47%	62%	26%	2%	29%	4%	14%	194%	348%	219%	-6%	8%

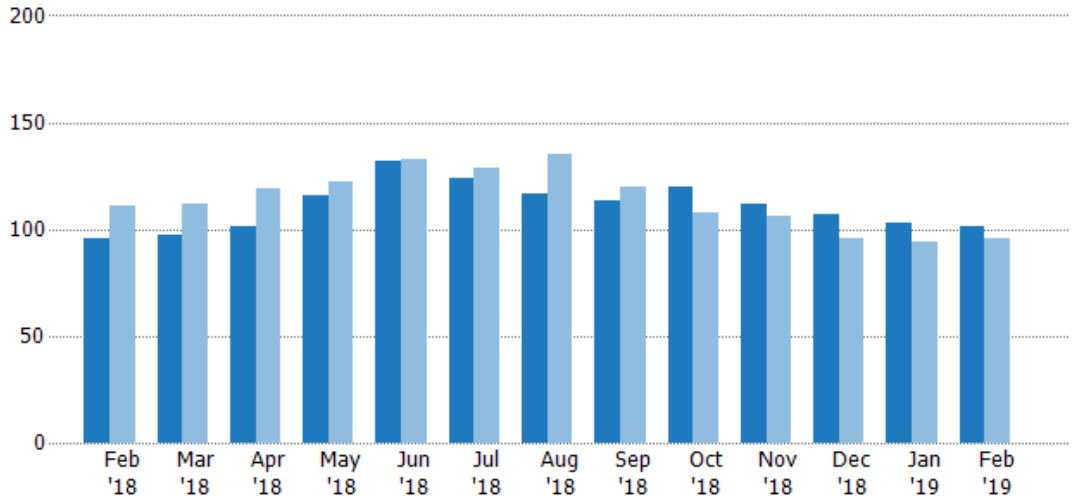
Active Listings

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	96	97	101	116	132	124	117	113	120	112	107	103	101
Prior Year	111	112	119	122	133	129	135	120	108	106	96	94	96
Percent Change from Prior Year	-14%	-13%	-15%	-5%	-1%	-4%	-13%	-6%	11%	6%	11%	10%	5%

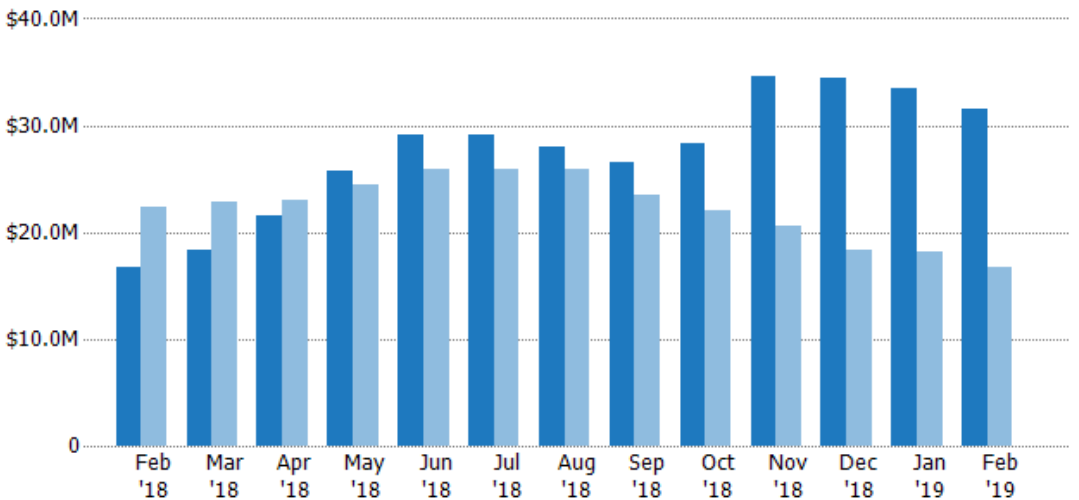
Active Listing Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$16.7M	\$18.3M	\$21.6M	\$25.7M	\$29.2M	\$29.1M	\$28M	\$26.5M	\$28.3M	\$34.6M	\$34.5M	\$33.4M	\$31.5M
Prior Year	\$22.4M	\$22.9M	\$22.9M	\$24.5M	\$25.9M	\$26M	\$25.9M	\$23.4M	\$22.1M	\$20.6M	\$18.3M	\$18.2M	\$16.7M
Percent Change from Prior Year	-25%	-20%	-6%	5%	13%	12%	8%	13%	28%	68%	88%	84%	89%

Average Listing Price

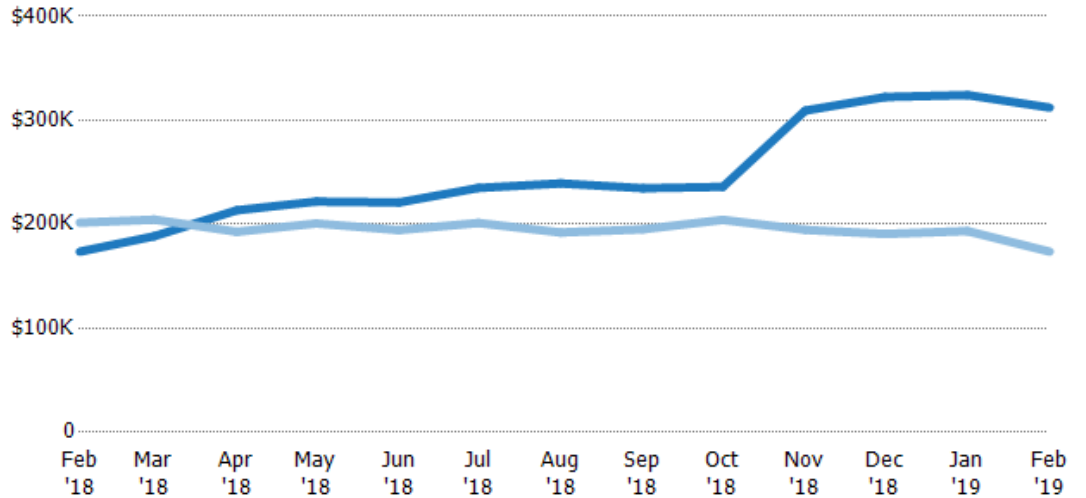
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Feb '19	\$312K	79.7%
Feb '18	\$174K	-13.8%
Feb '17	\$202K	8.7%



Current Year	\$174K	\$189K	\$213K	\$222K	\$221K	\$235K	\$239K	\$235K	\$236K	\$309K	\$322K	\$324K	\$312K
Prior Year	\$202K	\$204K	\$193K	\$201K	\$194K	\$201K	\$192K	\$195K	\$204K	\$195K	\$191K	\$193K	\$174K
Percent Change from Prior Year	-14%	-8%	11%	11%	14%	17%	25%	20%	16%	59%	69%	68%	80%

Median Listing Price

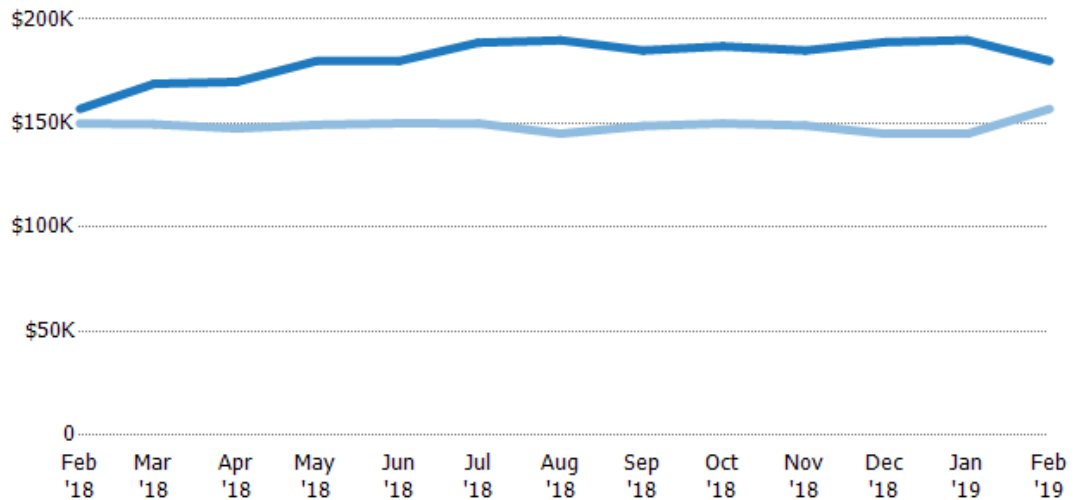
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Feb '19	\$180K	14.7%
Feb '18	\$157K	4.7%
Feb '17	\$150K	7.4%



Current Year	\$157K	\$169K	\$170K	\$180K	\$180K	\$189K	\$190K	\$185K	\$187K	\$185K	\$189K	\$190K	\$180K
Prior Year	\$150K	\$150K	\$148K	\$149K	\$150K	\$150K	\$145K	\$149K	\$150K	\$149K	\$145K	\$145K	\$157K
Percent Change from Prior Year	5%	13%	15%	21%	20%	26%	31%	24%	25%	24%	30%	31%	15%

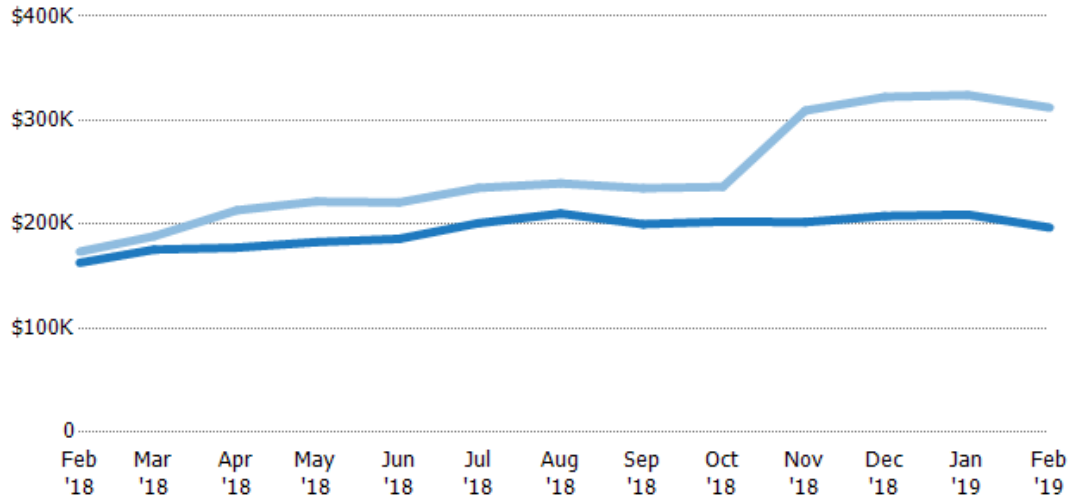
Average Listing Price vs Average Est Value

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



	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	\$163K	\$176K	\$177K	\$183K	\$186K	\$201K	\$210K	\$200K	\$203K	\$202K	\$208K	\$209K	\$197K
Avg Listing Price	\$174K	\$189K	\$213K	\$222K	\$221K	\$235K	\$239K	\$235K	\$236K	\$309K	\$322K	\$324K	\$312K
Avg Listing Price as a % of Avg Est Value	107%	107%	120%	121%	119%	117%	114%	117%	116%	153%	155%	155%	159%

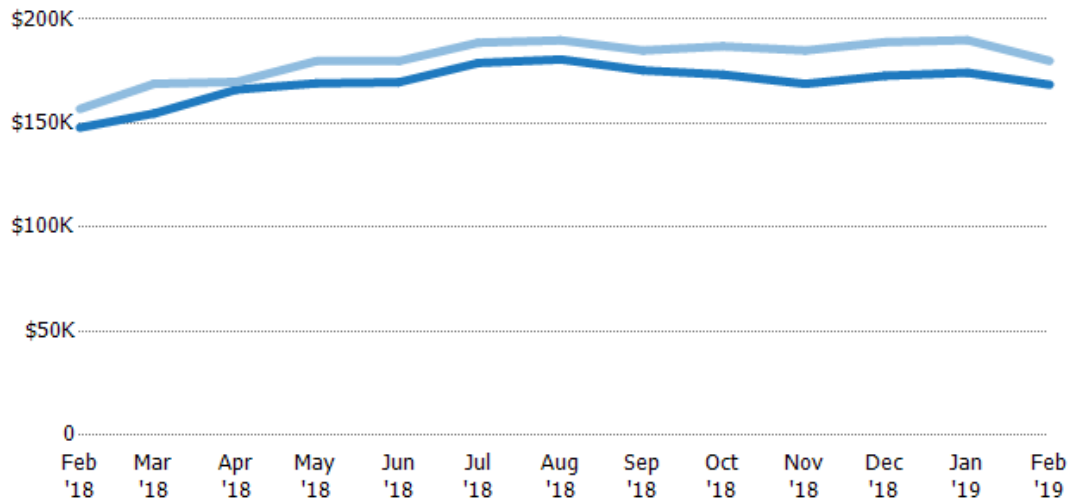
Median Listing Price vs Median Est Value

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$148K	\$155K	\$166K	\$169K	\$170K	\$179K	\$181K	\$175K	\$173K	\$169K	\$173K	\$174K	\$169K
Median Listing Price	\$157K	\$169K	\$170K	\$180K	\$180K	\$189K	\$190K	\$185K	\$187K	\$185K	\$189K	\$190K	\$180K
Med Listing Price as a % of Med Est Value	106%	109%	102%	106%	106%	105%	105%	105%	108%	110%	109%	109%	107%

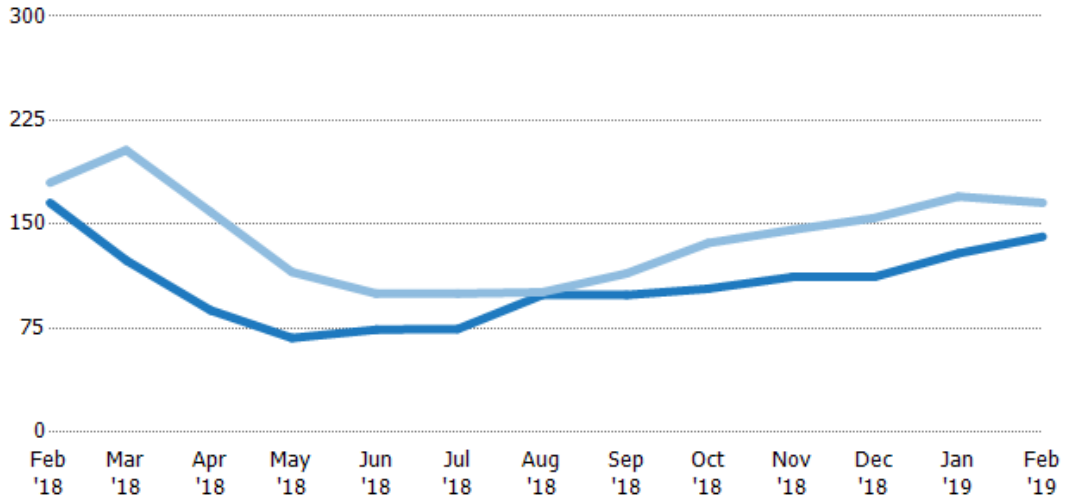
Median Days in RPR

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

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	166	124	88	68	74	74.5	99	99	104	112	112	129	141
Prior Year	180	204	159	116	100	100	101	115	137	146	155	170	166
Percent Change from Prior Year	-8%	-39%	-45%	-41%	-26%	-26%	-2%	-14%	-24%	-23%	-28%	-24%	-15%

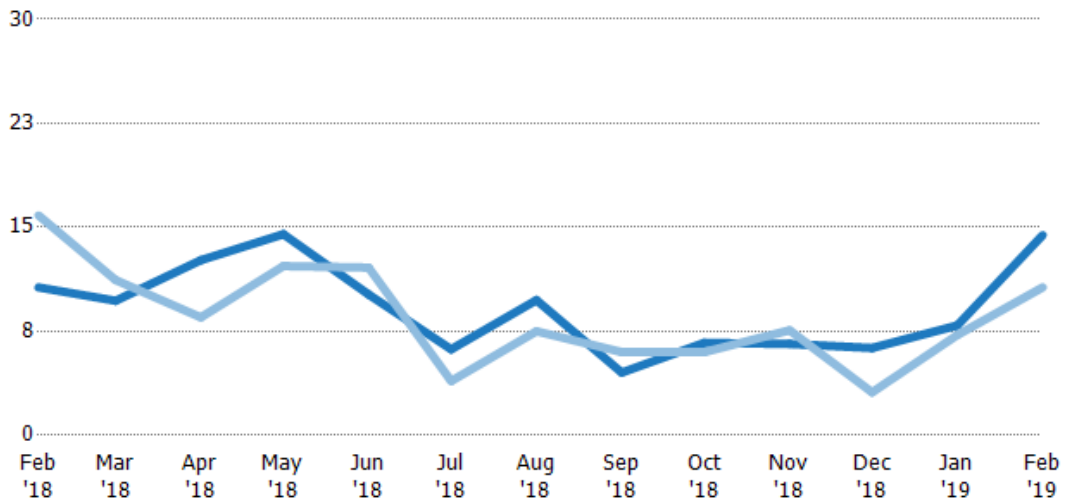
Months of Inventory

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	10.7	9.7	12.6	14.5	10.2	6.2	9.75	4.52	6.67	6.59	6.29	7.92	14.4
Prior Year	15.9	11.2	8.5	12.2	12.1	3.91	7.5	6	6	7.57	3.1	7.23	10.7
Percent Change from Prior Year	-33%	-13%	49%	19%	-16%	59%	30%	-25%	11%	-13%	103%	10%	35%

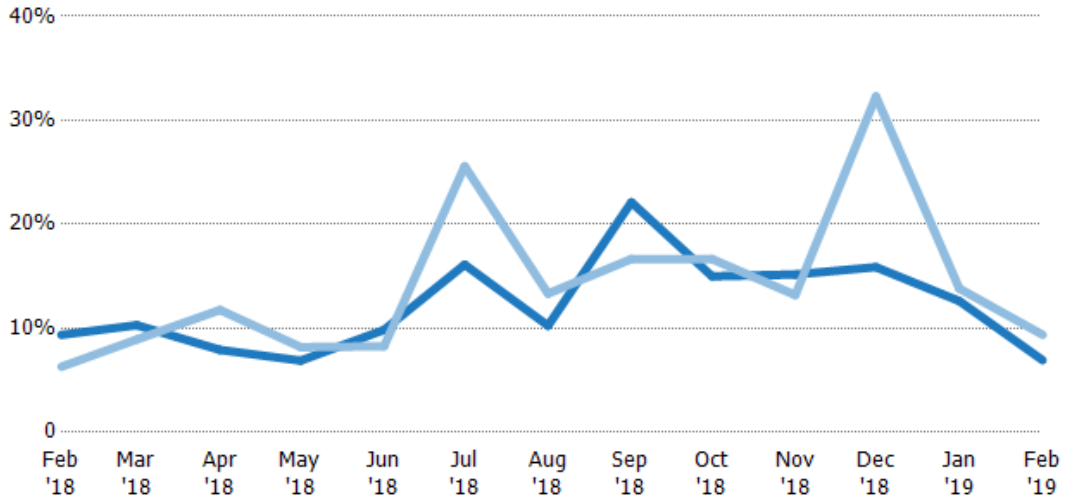
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	9%	10%	8%	7%	10%	16%	10%	22%	15%	15%	16%	13%	7%
Prior Year	6%	9%	12%	8%	8%	26%	13%	17%	17%	13%	32%	14%	9%
Change from Prior Year	-3%	-1%	4%	1%	-2%	9%	3%	-5%	2%	-2%	16%	1%	2%

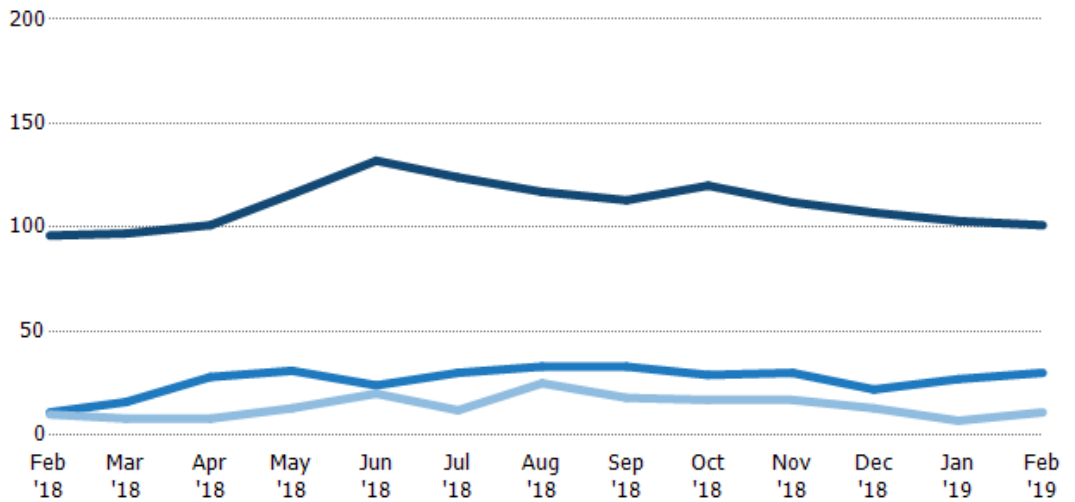
Active/Pending/Sold Units

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	96	97	101	116	132	124	117	113	120	112	107	103	101
Pending	11	16	28	31	24	30	33	33	29	30	22	27	30
Sold	10	8	8	13	20	12	25	18	17	17	13	7	11

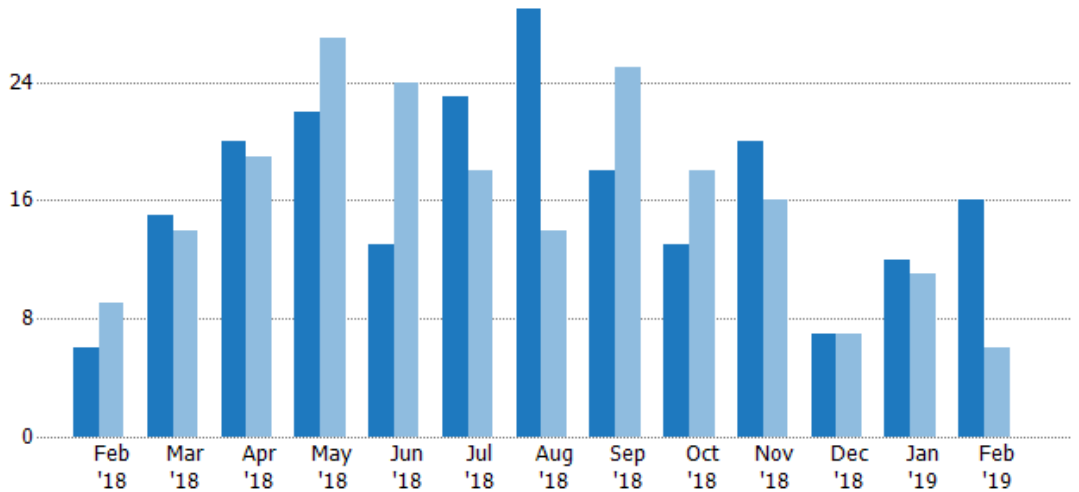
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Count	% Chg.
Feb '19	16	166.7%
Feb '18	6	-33.3%
Feb '17	9	88.9%

Month/Year	Count	% Chg.
Feb '19	16	166.7%
Feb '18	6	-33.3%
Feb '17	9	88.9%

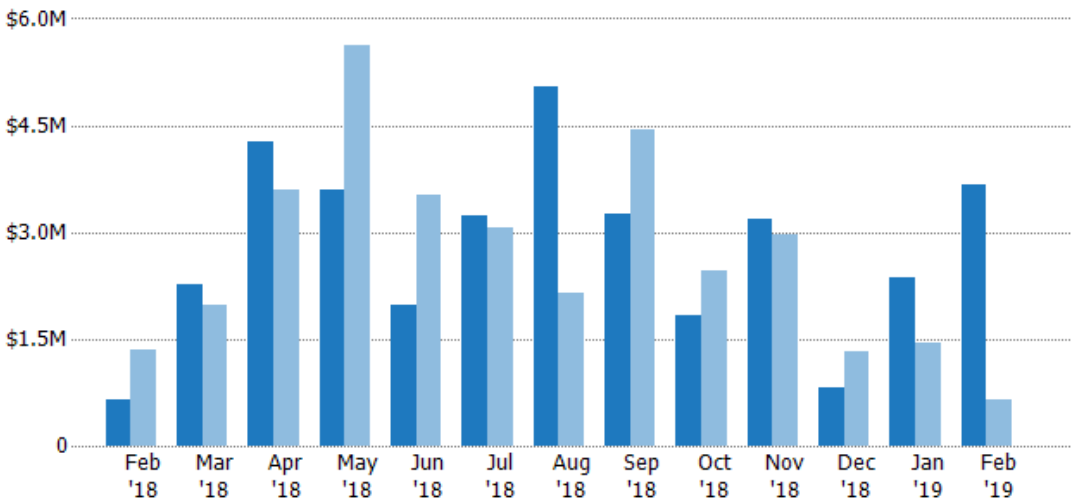
New Pending Sales Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Volume	% Chg.
Feb '19	\$3.67M	460.8%
Feb '18	\$654K	-51.8%
Feb '17	\$1.36M	87.6%

Month/Year	Volume	% Chg.
Feb '19	\$3.67M	460.8%
Feb '18	\$654K	-51.8%
Feb '17	\$1.36M	87.6%

Pending Sales

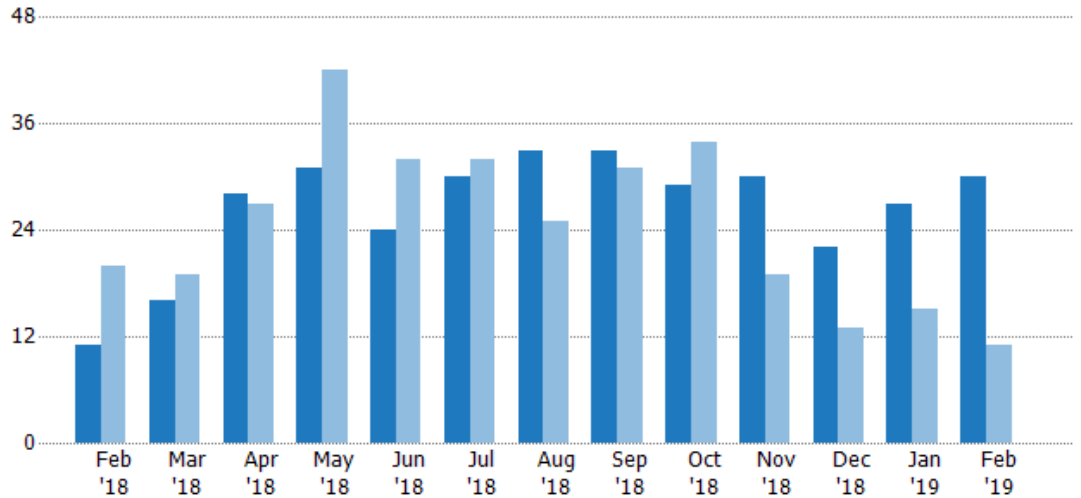
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Feb '19	30	172.7%
Feb '18	11	-45%
Feb '17	20	60%



Month	Current Year	Prior Year	Percent Change from Prior Year
Feb '18	11	20	-45%
Mar '18	16	19	-16%
Apr '18	28	27	4%
May '18	31	42	-26%
Jun '18	24	32	-25%
Jul '18	30	32	-6%
Aug '18	33	25	32%
Sep '18	33	31	6%
Oct '18	29	34	-15%
Nov '18	30	19	58%
Dec '18	22	13	69%
Jan '19	27	15	80%
Feb '19	30	11	173%

Pending Sales Volume

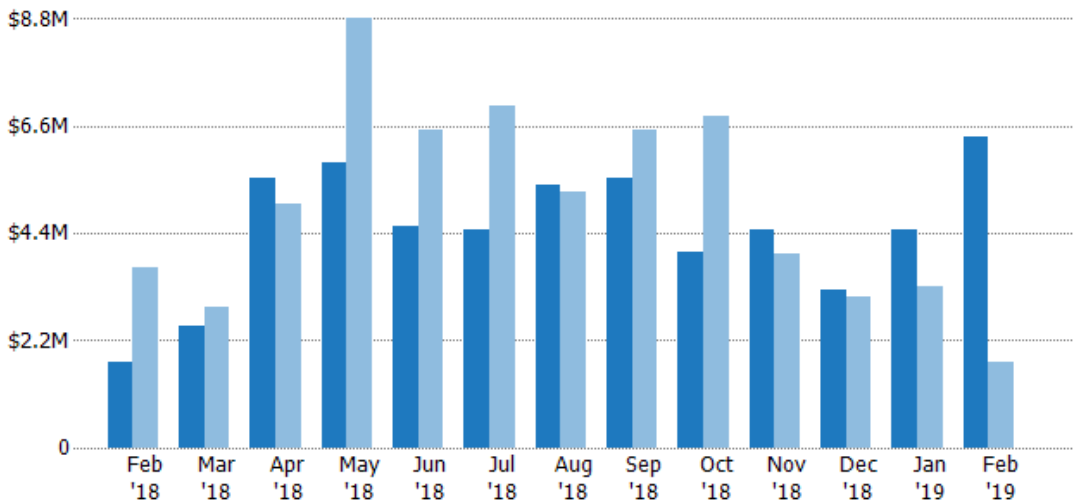
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Feb '19	\$6.39M	262.3%
Feb '18	\$1.76M	-52.3%
Feb '17	\$3.69M	53%



Month	Current Year	Prior Year	Percent Change from Prior Year
Feb '18	\$1.76M	\$3.69M	-52%
Mar '18	\$2.51M	\$2.88M	-13%
Apr '18	\$5.55M	\$4.99M	11%
May '18	\$5.84M	\$8.81M	-34%
Jun '18	\$4.53M	\$6.53M	-31%
Jul '18	\$4.47M	\$7.02M	-36%
Aug '18	\$5.39M	\$5.25M	3%
Sep '18	\$5.54M	\$6.52M	-15%
Oct '18	\$4.01M	\$6.82M	-41%
Nov '18	\$4.47M	\$3.97M	13%
Dec '18	\$3.22M	\$3.11M	4%
Jan '19	\$4.49M	\$3.32M	35%
Feb '19	\$6.39M	\$1.76M	262%

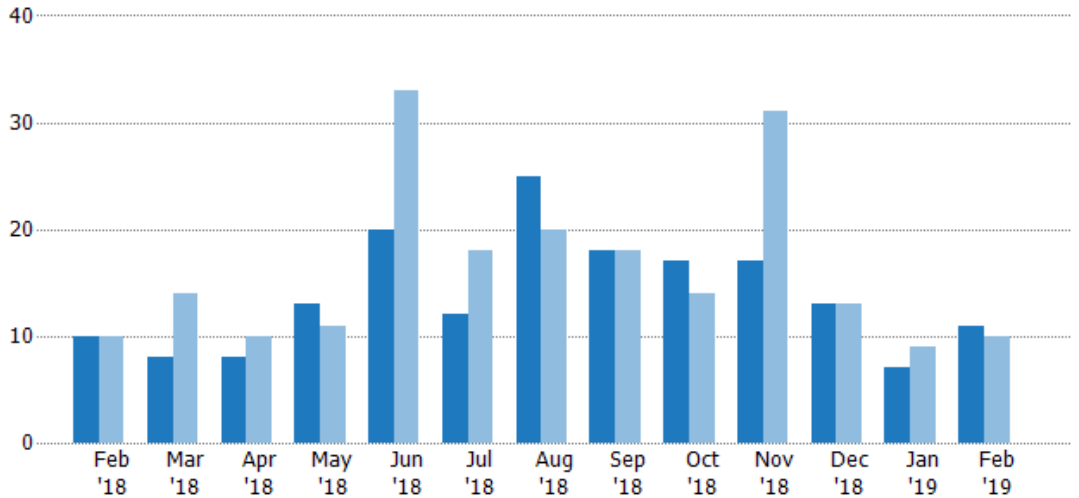
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Count	% Chg.
Feb '19	11	10%
Feb '18	10	0%
Feb '17	10	20%

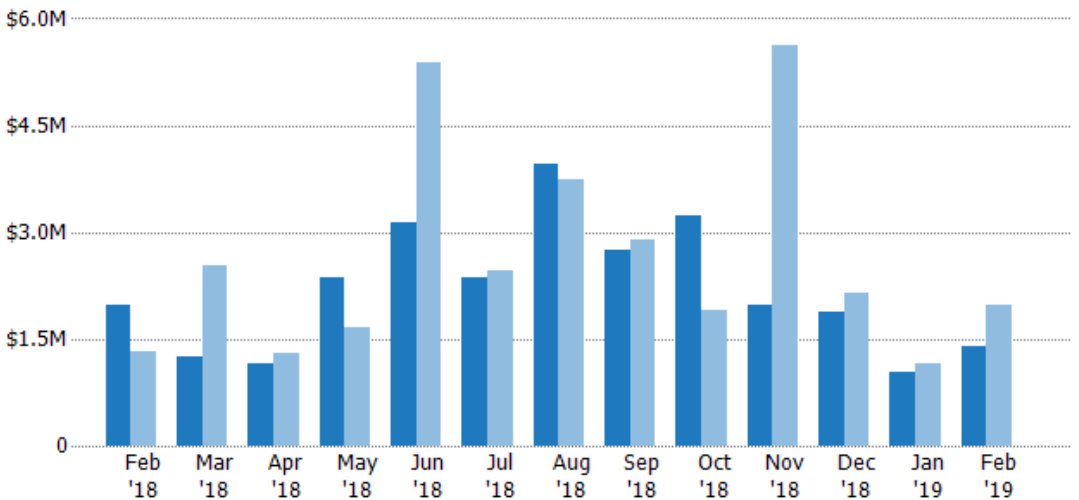
Closed Sales Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Volume	% Chg.
Feb '19	\$1.39M	-29.6%
Feb '18	\$1.97M	48.4%
Feb '17	\$1.33M	-16.3%

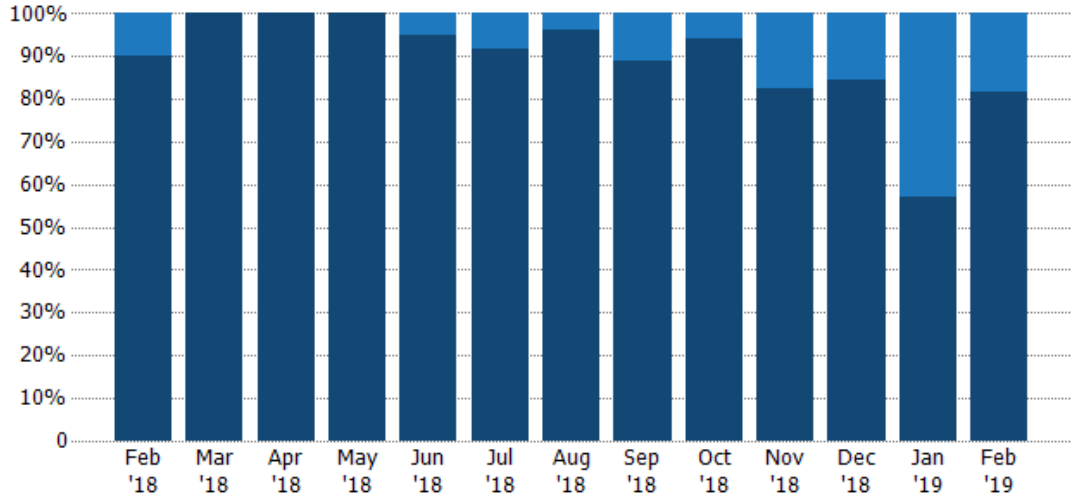
Closed Sales by Property Type

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	10%	-	-	-	5%	8%	4%	11%	6%	18%	15%	43%	18%
Single Family Residence	90%	100%	100%	100%	95%	92%	96%	89%	94%	82%	85%	57%	82%

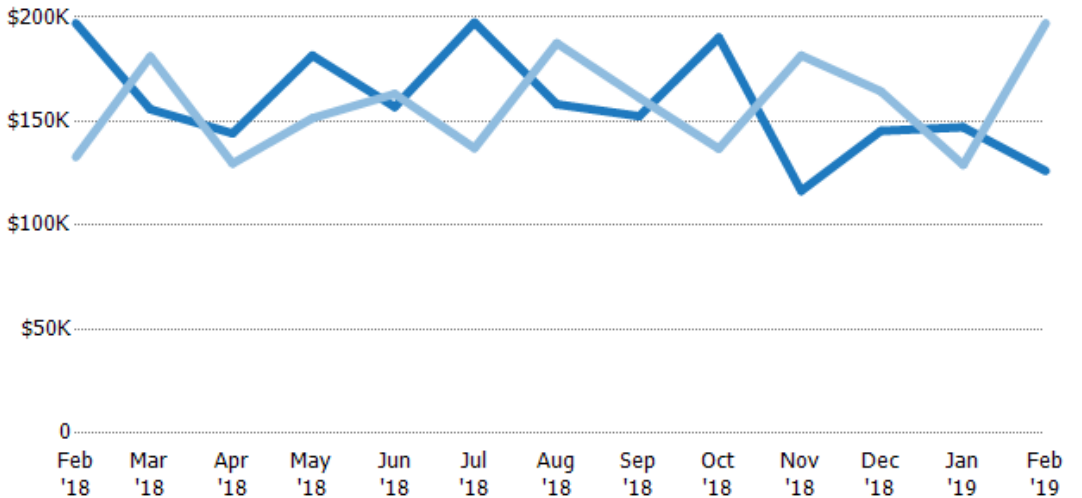
Average Sales Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Price	% Chg.
Feb '19	\$126K	-36%
Feb '18	\$197K	48.4%
Feb '17	\$133K	-30.3%

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	\$197K	\$156K	\$144K	\$182K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K
Prior Year	\$133K	\$181K	\$130K	\$151K	\$163K	\$137K	\$188K	\$161K	\$137K	\$182K	\$164K	\$129K	\$197K
Percent Change from Prior Year	48%	-14%	11%	20%	-4%	44%	-16%	-6%	39%	-36%	-12%	14%	-36%

Median Sales Price

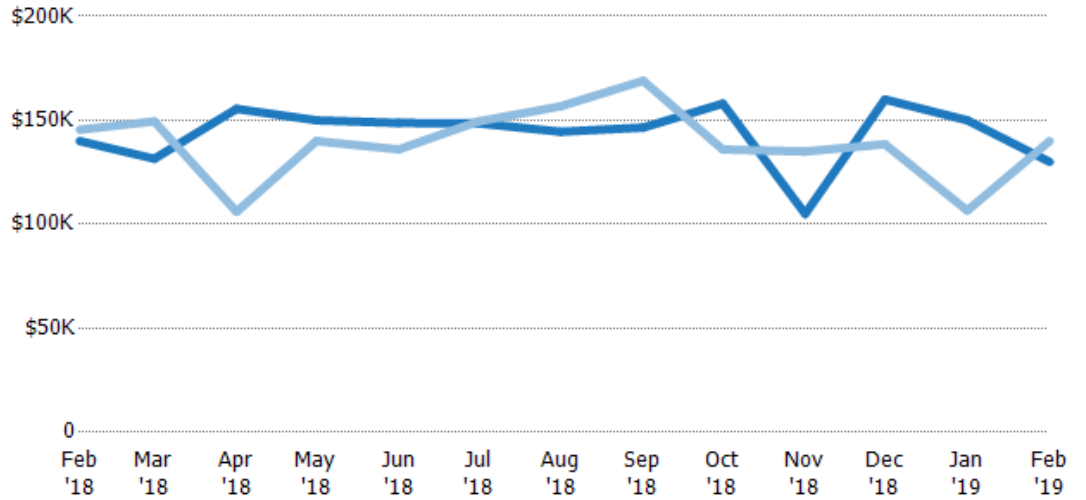
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Feb '19	\$130K	-7.1%
Feb '18	\$140K	-3.7%
Feb '17	\$145K	-33%



	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	\$140K	\$132K	\$156K	\$150K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K
Prior Year	\$145K	\$150K	\$106K	\$140K	\$136K	\$149K	\$157K	\$169K	\$136K	\$135K	\$139K	\$107K	\$140K
Percent Change from Prior Year	-4%	-12%	47%	7%	9%	-1%	-8%	-13%	16%	-22%	16%	41%	-7%

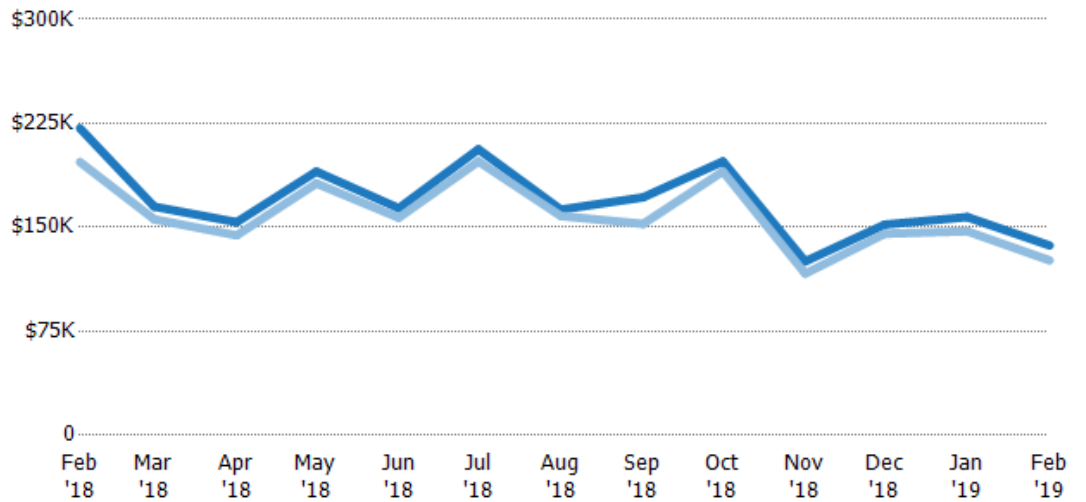
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



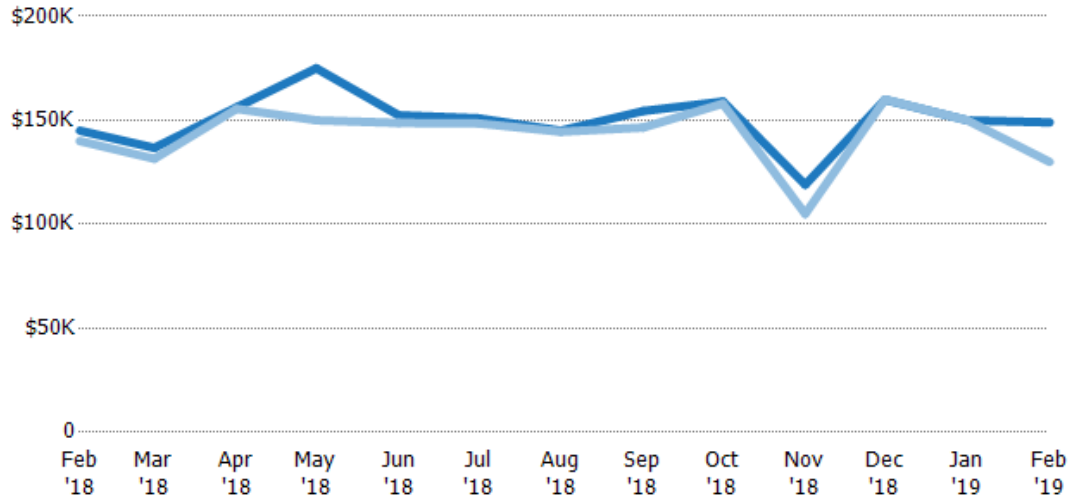
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$221K	\$165K	\$154K	\$190K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K
Avg Sales Price	\$197K	\$156K	\$144K	\$182K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K
Avg Sales Price as a % of Avg List Price	89%	94%	94%	95%	96%	96%	97%	89%	96%	93%	96%	93%	92%

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



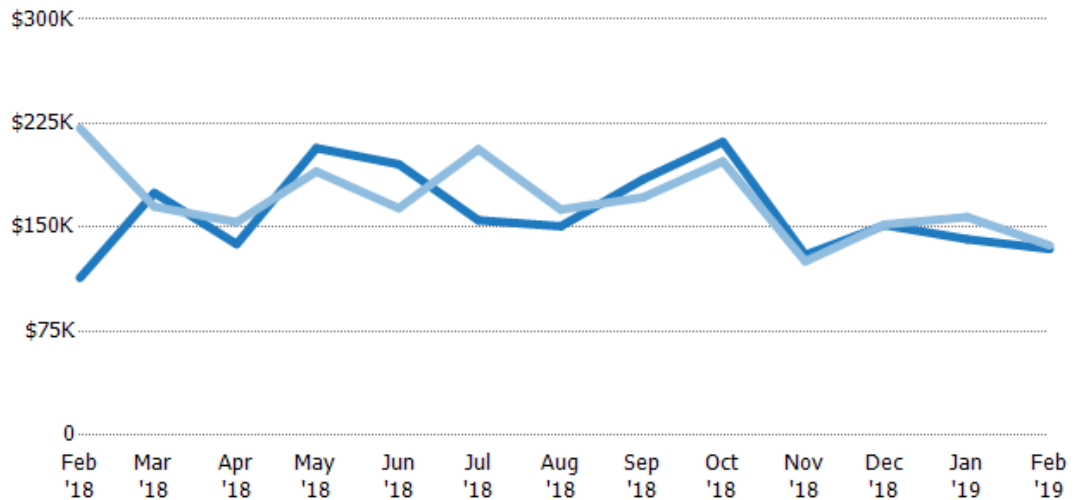
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$145K	\$137K	\$156K	\$175K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K
Median Sales Price	\$140K	\$132K	\$156K	\$150K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K
Med Sales Price as a % of Med List Price	97%	96%	100%	86%	98%	98%	100%	95%	99%	88%	100%	100%	87%

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
 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	\$113K	\$175K	\$138K	\$207K	\$195K	\$155K	\$151K	\$185K	\$212K	\$130K	\$152K	\$141K	\$134K
Avg Sales Price	\$221K	\$165K	\$154K	\$190K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K
Avg Sales Price as a % of Avg Est Value	195%	94%	112%	92%	84%	133%	108%	93%	93%	96%	100%	111%	102%

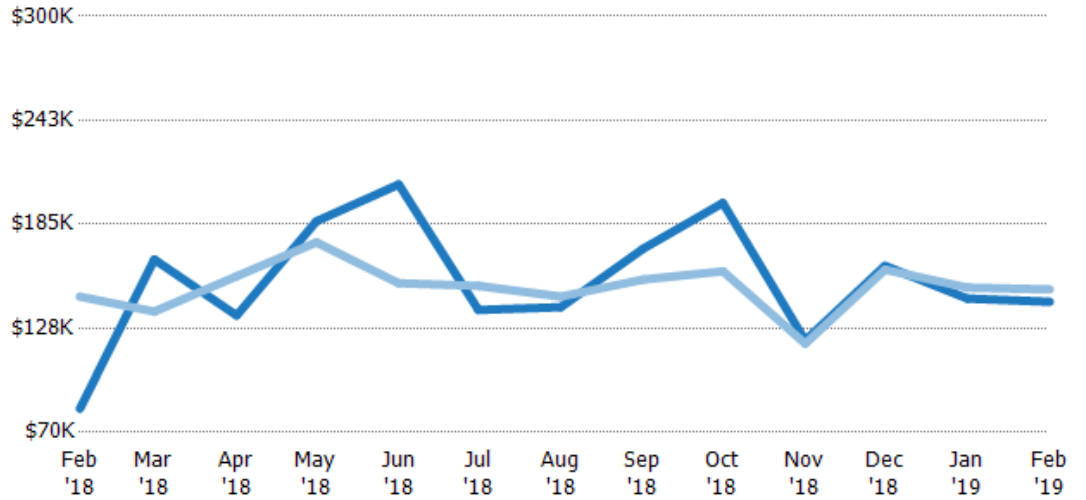
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Median Est Value	\$83K	\$166K	\$135K	\$187K	\$207K	\$138K	\$139K	\$171K	\$197K	\$121K	\$162K	\$144K	\$142K
Median Sales Price	\$145K	\$137K	\$156K	\$175K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K
Med Sales Price as a % of Med Est Value	175%	83%	116%	94%	74%	110%	104%	90%	81%	99%	99%	104%	105%