

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	59	111	-46.8%	303	305	-0.7%
New Listing Volume	\$13,899,500	\$32,623,960	-57.4%	\$68,806,589	\$75,863,160	-9.3%
Active Listing Count	–	518	–	N/A	N/A	
Active Listing Volume	–	\$142,308,058	–	N/A	N/A	
Average Listing Price	–	\$274,726	–	\$321,798	\$264,794	+21.5%
Median Listing Price	–	\$185,000	–	\$224,966	\$181,329	+24.1%
Median Days in RPR	–	151.5	–	135.54	176	-23%
Months of Inventory	–	11.5	-100%	9.4	12.2	-22.7%
Absorption Rate	–	8.69%	–	10.62%	8.21%	+2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	50	60	-16.7%	244	199	+22.6%
New Pending Sales Volume	\$9,261,899	\$12,277,200	-24.6%	\$45,694,288	\$37,509,329	+21.8%
Pending Sales Count	–	89	–	N/A	N/A	
Pending Sales Volume	–	\$17,667,750	–	N/A	N/A	
Closed Sales Count	30	41	-26.8%	158	151	+4.6%
Closed Sales Volume	\$5,561,700	\$7,172,800	-22.5%	\$26,275,575	\$27,361,750	-4%
Average Sales Price	\$185,390	\$174,946	+6%	\$166,301	\$181,204	-8.2%
Median Sales Price	\$180,000	\$147,500	+22%	\$146,297	\$142,334	+2.8%

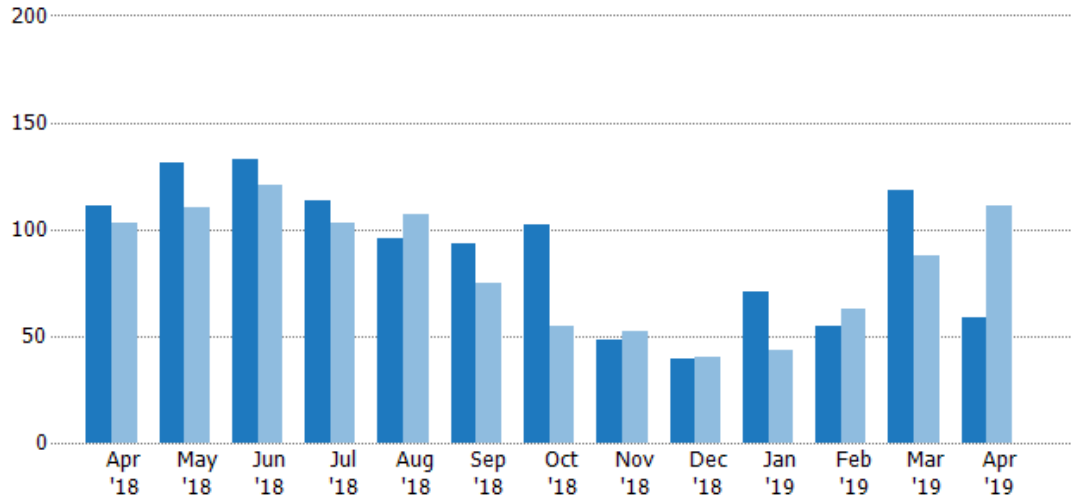
New Listings

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.
Apr '19	59	-46.8%
Apr '18	111	7.8%
Apr '17	103	5.8%



Current Year	111	131	133	113	96	93	102	48	39	71	55	118	59
Prior Year	103	110	121	103	107	75	55	52	40	43	63	88	111
Percent Change from Prior Year	8%	19%	10%	10%	-10%	24%	85%	-8%	-3%	65%	-13%	34%	-47%

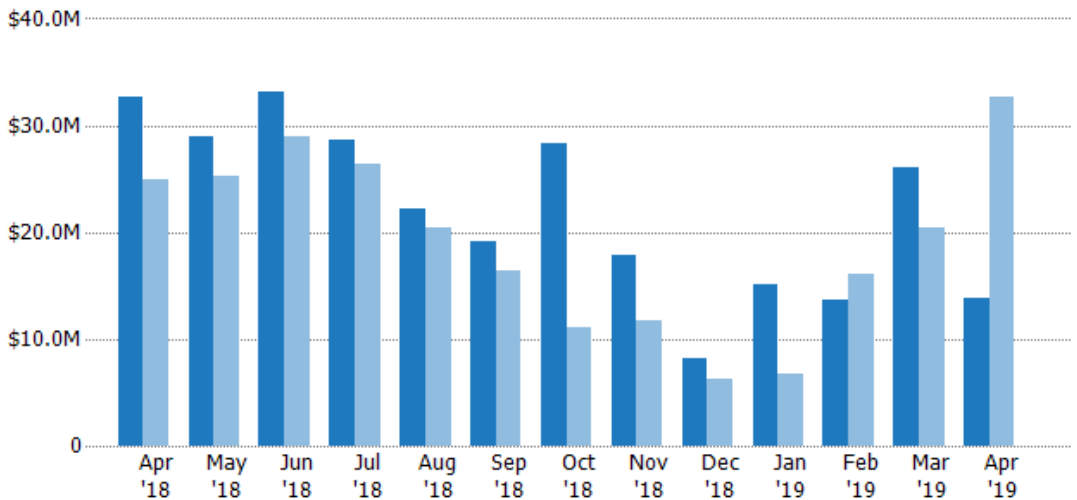
New Listing Volume

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.
Apr '19	\$13.9M	-57.4%
Apr '18	\$32.6M	30.7%
Apr '17	\$25M	-4.2%



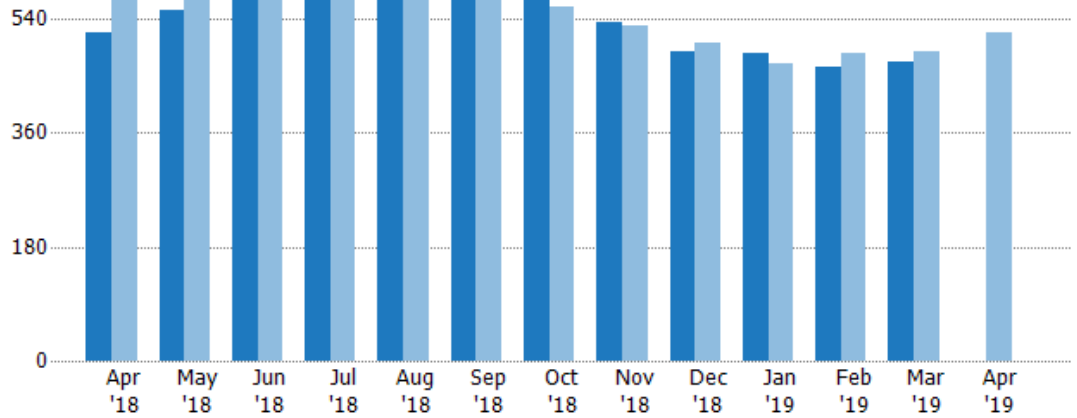
Current Year	\$32.6M	\$28.9M	\$33.1M	\$28.6M	\$22.2M	\$19.2M	\$28.4M	\$17.9M	\$8.21M	\$15.1M	\$13.7M	\$26.1M	\$13.9M
Prior Year	\$25M	\$25.2M	\$29M	\$26.4M	\$20.5M	\$16.4M	\$11.1M	\$11.8M	\$6.26M	\$6.77M	\$16.1M	\$20.4M	\$32.6M
Percent Change from Prior Year	31%	14%	14%	8%	8%	17%	155%	52%	31%	123%	-15%	28%	-57%

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



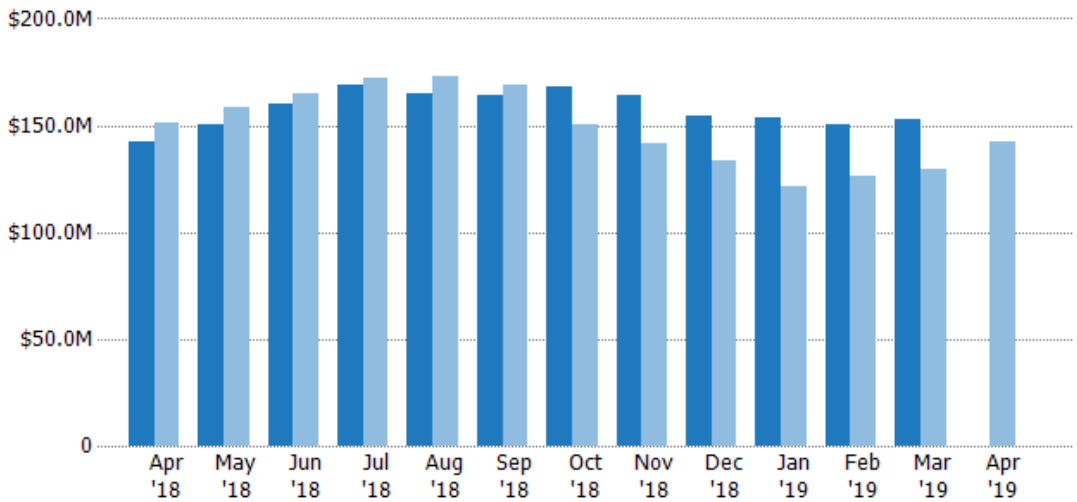
Current Year	518	554	594	609	594	581	577	534	488	485	465	472	-
Prior Year	576	593	609	618	635	618	559	529	503	470	486	488	518
Percent Change from Prior Year	-10%	-7%	-2%	-1%	-6%	-6%	3%	1%	-3%	3%	-4%	-3%	-100%

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



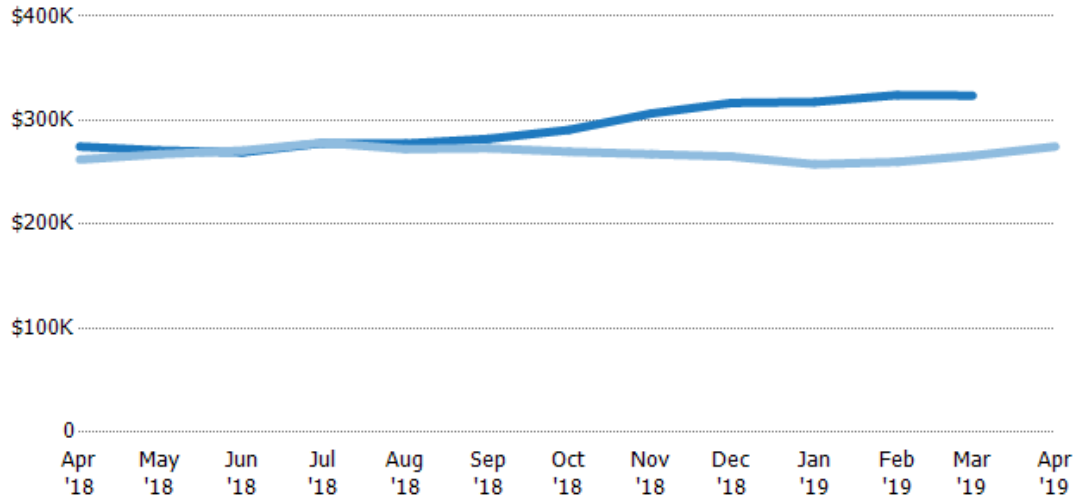
Current Year	\$142M	\$150M	\$160M	\$169M	\$165M	\$164M	\$168M	\$164M	\$155M	\$154M	\$151M	\$153M	-
Prior Year	\$151M	\$159M	\$165M	\$172M	\$173M	\$169M	\$151M	\$141M	\$133M	\$121M	\$126M	\$130M	\$142M
Percent Change from Prior Year	-6%	-5%	-3%	-2%	-5%	-3%	11%	16%	16%	27%	19%	18%	-100%

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



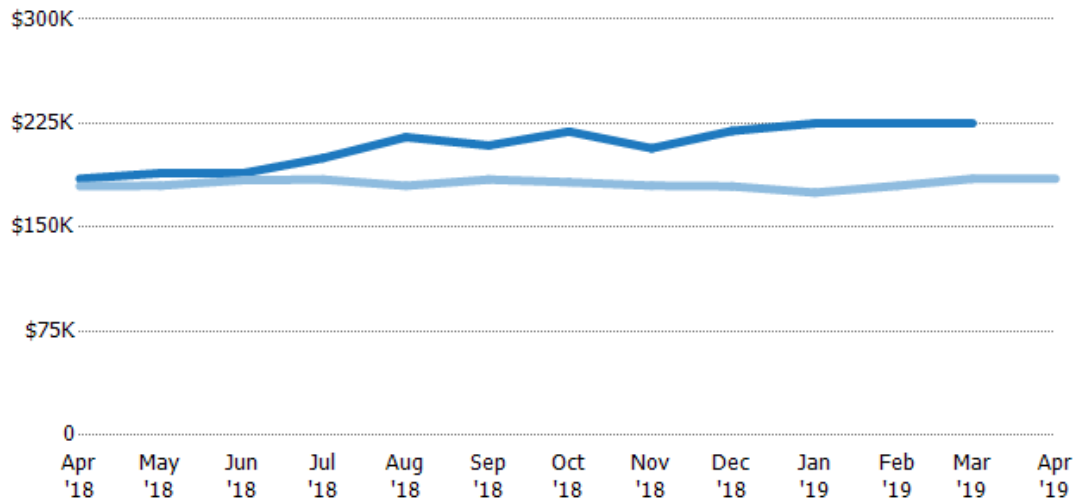
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$275K	\$271K	\$269K	\$278K	\$278K	\$282K	\$291K	\$307K	\$317K	\$318K	\$324K	\$324K	-
Prior Year	\$262K	\$267K	\$271K	\$278K	\$272K	\$273K	\$270K	\$267K	\$265K	\$258K	\$260K	\$266K	\$275K
Percent Change from Prior Year	5%	1%	-1%	0%	2%	3%	8%	15%	19%	23%	25%	22%	-100%

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



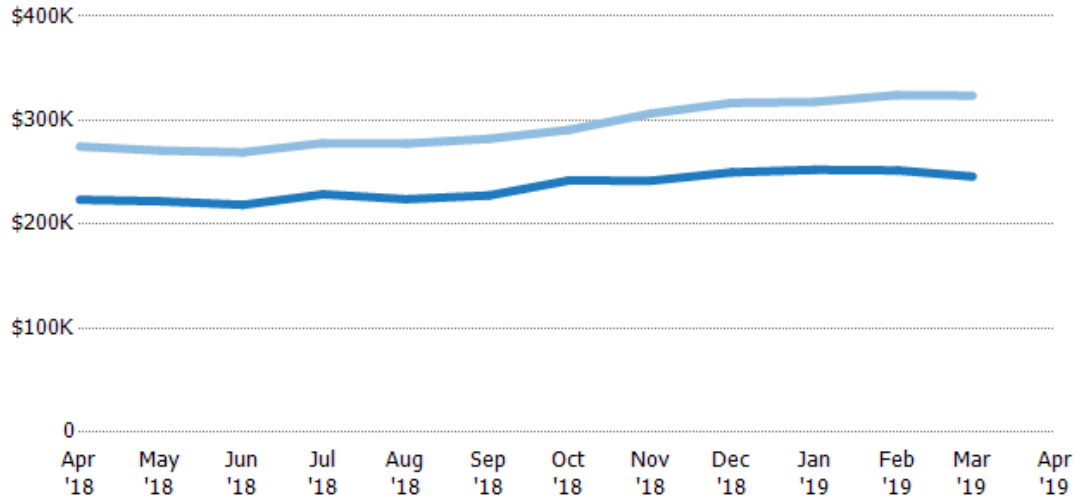
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$185K	\$189K	\$189K	\$200K	\$215K	\$209K	\$219K	\$207K	\$219K	\$225K	\$225K	\$225K	-
Prior Year	\$180K	\$180K	\$184K	\$184K	\$180K	\$184K	\$183K	\$180K	\$180K	\$175K	\$180K	\$185K	\$185K
Percent Change from Prior Year	3%	5%	3%	8%	19%	13%	20%	15%	22%	29%	25%	22%	-100%

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



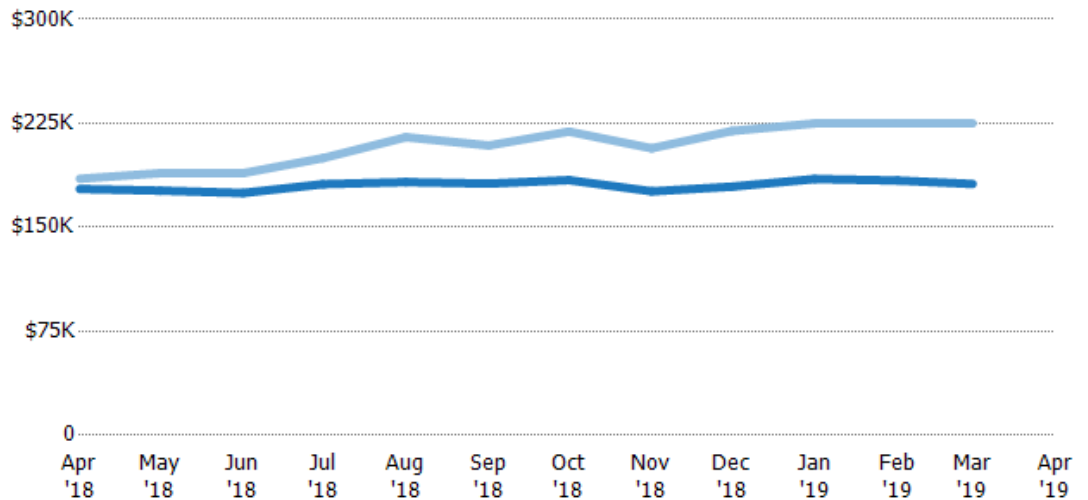
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$224K	\$222K	\$219K	\$229K	\$224K	\$228K	\$242K	\$242K	\$250K	\$252K	\$252K	\$246K	-
Avg Listing Price	\$275K	\$271K	\$269K	\$278K	\$278K	\$282K	\$291K	\$307K	\$317K	\$318K	\$324K	\$324K	-
Avg Listing Price as a % of Avg Est Value	123%	122%	123%	121%	124%	124%	120%	127%	127%	126%	129%	132%	-

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



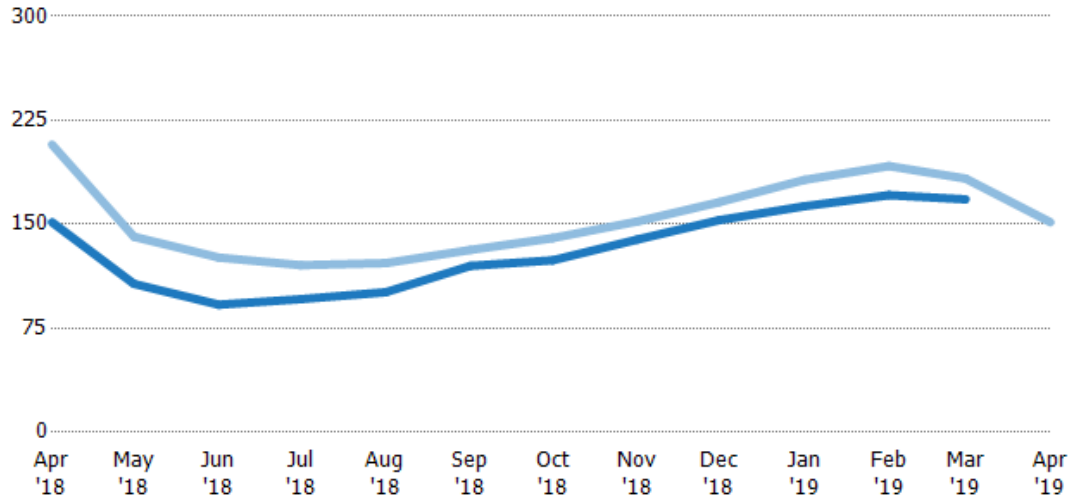
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$178K	\$176K	\$175K	\$181K	\$183K	\$181K	\$184K	\$176K	\$179K	\$185K	\$184K	\$181K	-
Median Listing Price	\$185K	\$189K	\$189K	\$200K	\$215K	\$209K	\$219K	\$207K	\$219K	\$225K	\$225K	\$225K	-
Med Listing Price as a % of Med Est Value	104%	107%	108%	110%	118%	115%	119%	118%	122%	122%	122%	124%	-

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



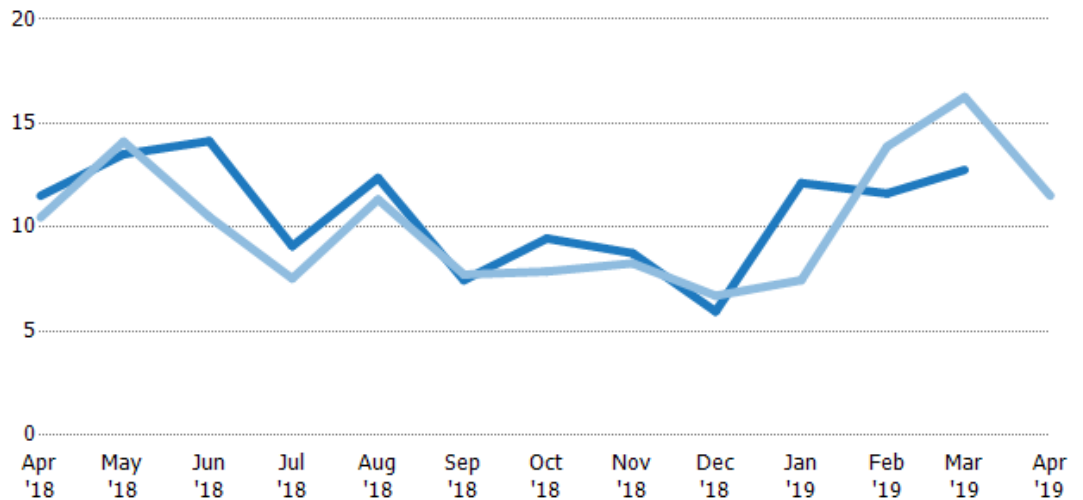
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	152	107	92	96	101	120	124	139	153	163	171	168	-
Prior Year	208	141	126	121	122	132	140	152	166	182	192	183	152
Percent Change from Prior Year	-27%	-24%	-27%	-20%	-17%	-9%	-11%	-9%	-8%	-10%	-11%	-8%	-100%

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



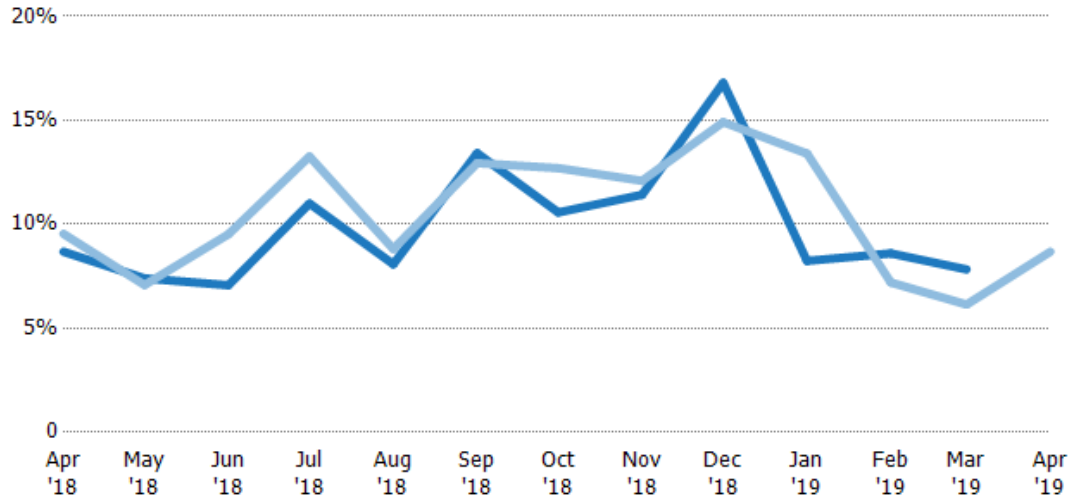
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	11.5	13.5	14.1	9.09	12.4	7.45	9.46	8.75	5.95	12.1	11.6	12.8	-
Prior Year	10.5	14.1	10.5	7.54	11.3	7.73	7.87	8.27	6.71	7.46	13.9	16.3	11.5
Percent Change from Prior Year	10%	-4%	35%	21%	9%	-4%	20%	6%	-11%	63%	-16%	-22%	-100%

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



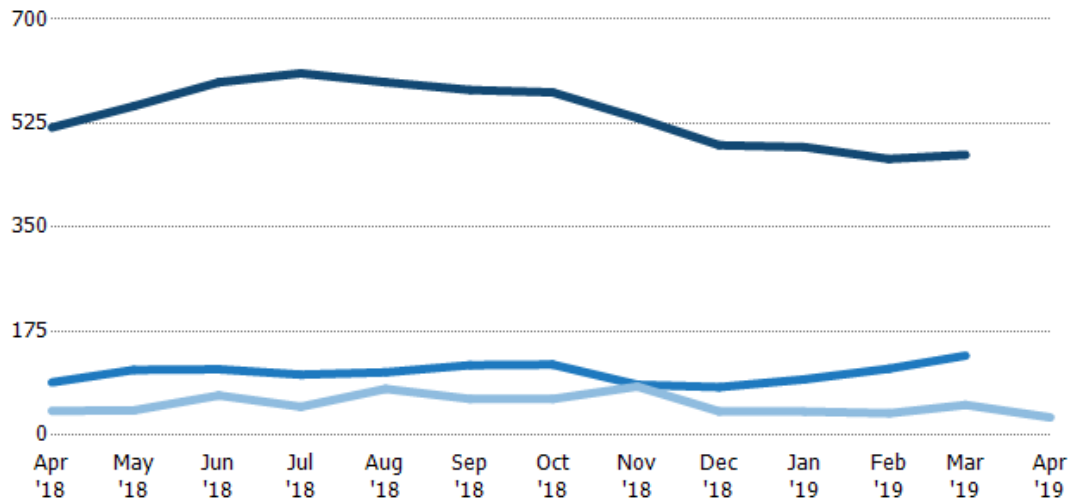
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	9%	7%	7%	11%	8%	13%	11%	11%	17%	8%	9%	8%	-
Prior Year	10%	7%	10%	13%	9%	13%	13%	12%	15%	13%	7%	6%	9%
Change from Prior Year	1%	0%	2%	2%	1%	0%	2%	1%	-2%	5%	-1%	-2%	9%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	518	554	594	609	594	581	577	534	488	485	465	472	-
Pending	89	110	111	102	106	118	119	85	81	94	112	134	-
Sold	41	42	67	48	78	61	61	82	40	40	37	51	30

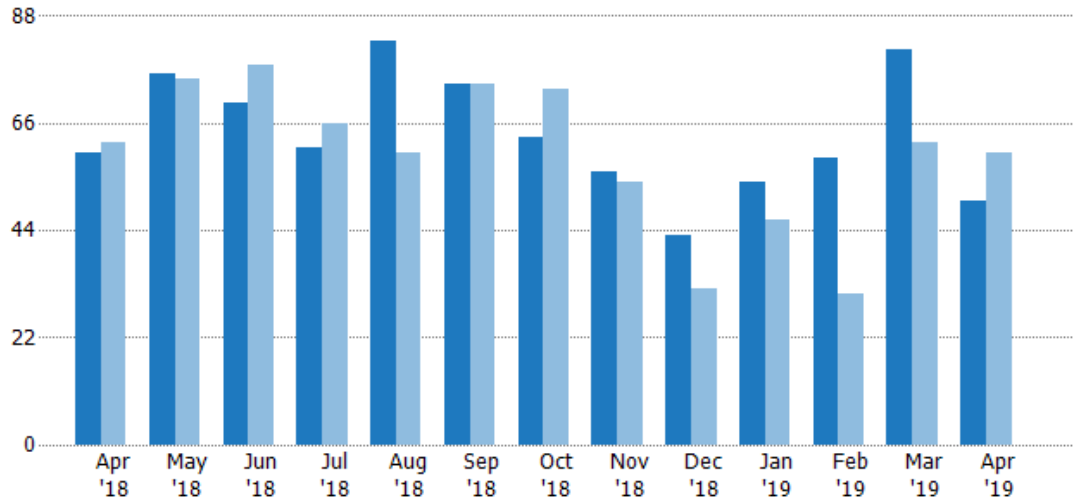
New Pending Sales

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.
Apr '19	50	-16.7%
Apr '18	60	-3.2%
Apr '17	62	4.8%



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	60	76	70	61	83	74	63	56	43	54	59	81	50
Prior Year	62	75	78	66	60	74	73	54	32	46	31	62	60
Percent Change from Prior Year	-3%	1%	-10%	-8%	38%	0%	-14%	4%	34%	17%	90%	31%	-17%

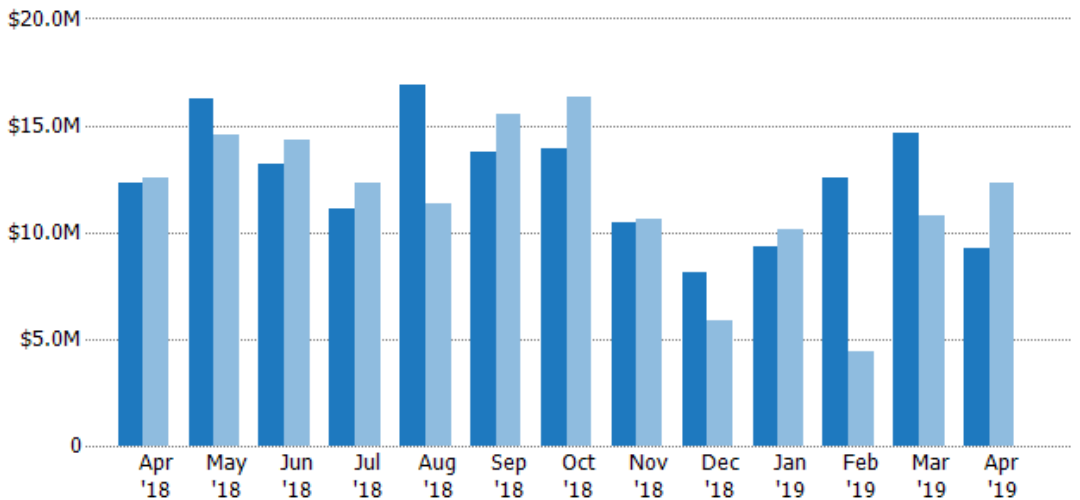
New Pending Sales Volume

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.
Apr '19	\$9.26M	-24.6%
Apr '18	\$12.3M	-1.9%
Apr '17	\$12.5M	-20.5%



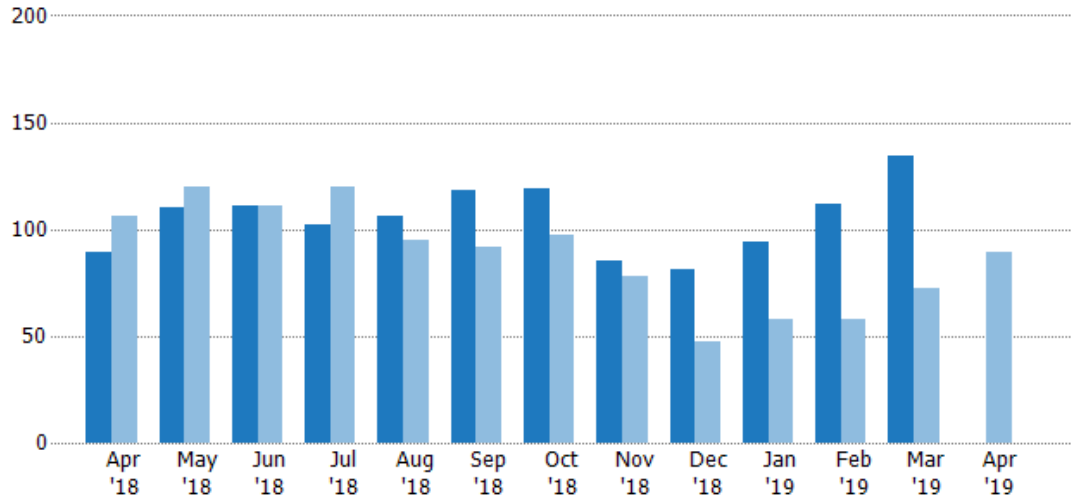
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$12.3M	\$16.3M	\$13.2M	\$11.1M	\$16.9M	\$13.8M	\$13.9M	\$10.5M	\$8.09M	\$9.29M	\$12.5M	\$14.6M	\$9.26M
Prior Year	\$12.5M	\$14.6M	\$14.3M	\$12.3M	\$11.4M	\$15.5M	\$16.4M	\$10.6M	\$5.88M	\$10.1M	\$4.39M	\$10.7M	\$12.3M
Percent Change from Prior Year	-2%	11%	-7%	-10%	48%	-11%	-15%	-1%	38%	-8%	186%	36%	-25%

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



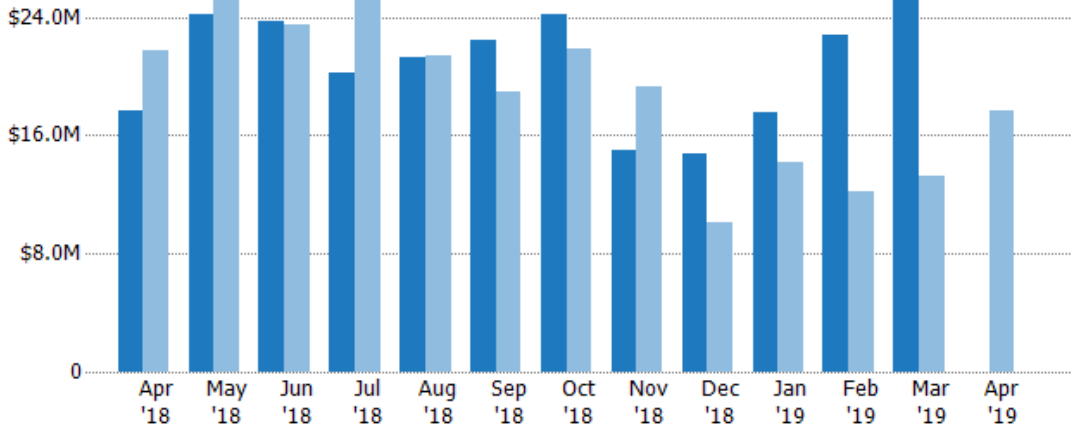
Current Year	89	110	111	102	106	118	119	85	81	94	112	134	-
Prior Year	106	120	111	120	95	92	97	78	47	58	58	72	89
Percent Change from Prior Year	-16%	-8%	0%	-15%	12%	28%	23%	9%	72%	62%	93%	86%	-100%

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



Current Year	\$17.7M	\$24.2M	\$23.8M	\$20.2M	\$21.2M	\$22.4M	\$24.2M	\$15M	\$14.8M	\$17.6M	\$22.7M	\$26.8M	-
Prior Year	\$21.7M	\$25.7M	\$23.4M	\$26.2M	\$21.4M	\$19M	\$21.9M	\$19.3M	\$10.1M	\$14.2M	\$12.2M	\$13.3M	\$17.7M
Percent Change from Prior Year	-19%	-6%	1%	-23%	-1%	18%	10%	-22%	47%	24%	87%	102%	-100%

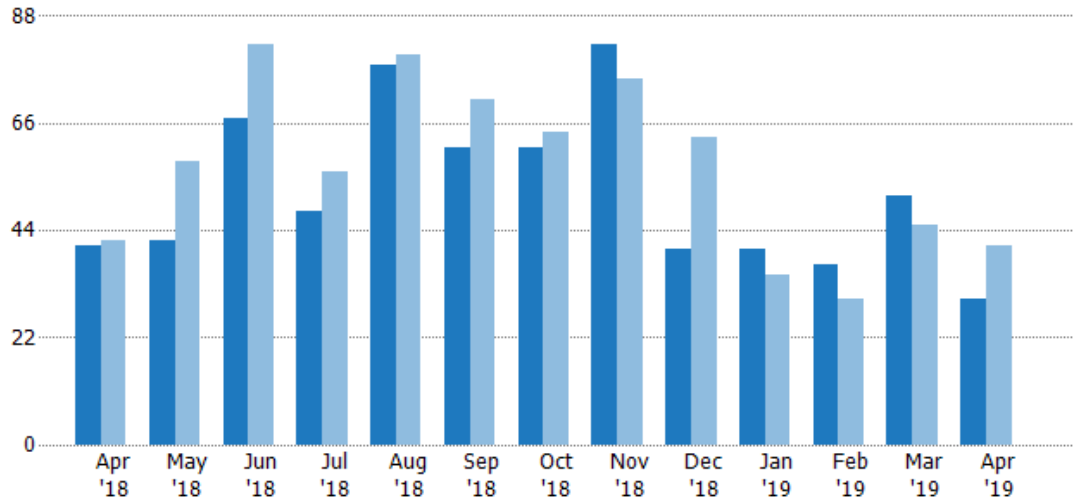
Closed Sales

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.
Apr '19	30	-26.8%
Apr '18	41	-2.4%
Apr '17	42	-9.5%



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	41	42	67	48	78	61	61	82	40	40	37	51	30
Prior Year	42	58	82	56	80	71	64	75	63	35	30	45	41
Percent Change from Prior Year	-2%	-28%	-18%	-14%	-3%	-14%	-5%	9%	-37%	14%	23%	13%	-27%

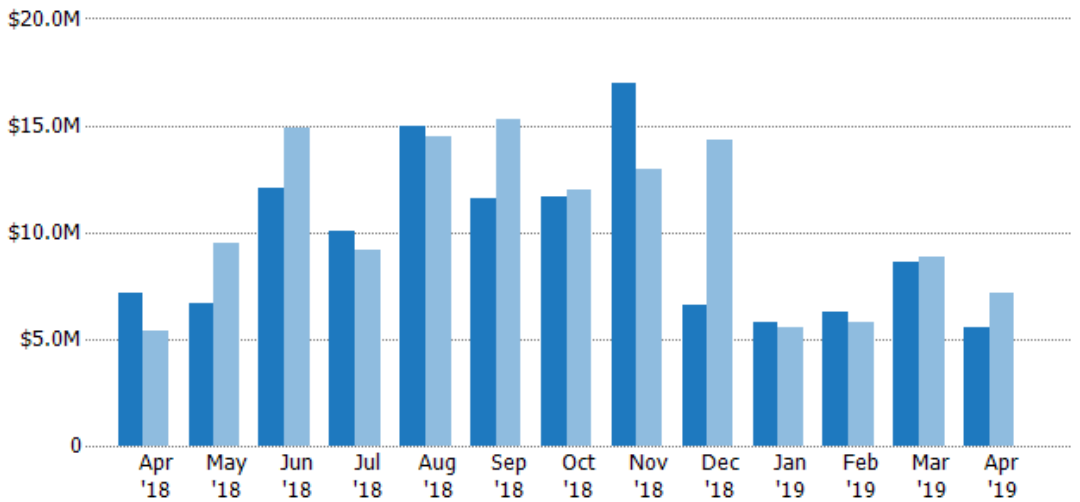
Closed Sales Volume

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.
Apr '19	\$5.56M	-22.5%
Apr '18	\$7.17M	32.8%
Apr '17	\$5.4M	19.3%



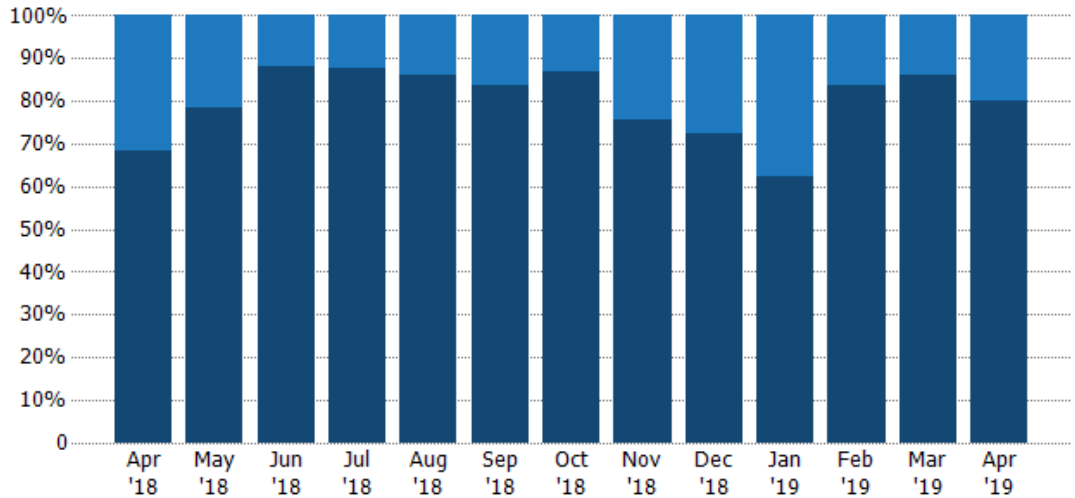
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$7.17M	\$6.64M	\$12.1M	\$10.1M	\$14.9M	\$11.6M	\$11.7M	\$17M	\$6.61M	\$5.82M	\$6.29M	\$8.6M	\$5.56M
Prior Year	\$5.4M	\$9.45M	\$14.9M	\$9.13M	\$14.5M	\$15.2M	\$12M	\$12.9M	\$14.4M	\$5.57M	\$5.79M	\$8.82M	\$7.17M
Percent Change from Prior Year	33%	-30%	-19%	10%	3%	-24%	-3%	31%	-54%	4%	9%	-2%	-22%

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



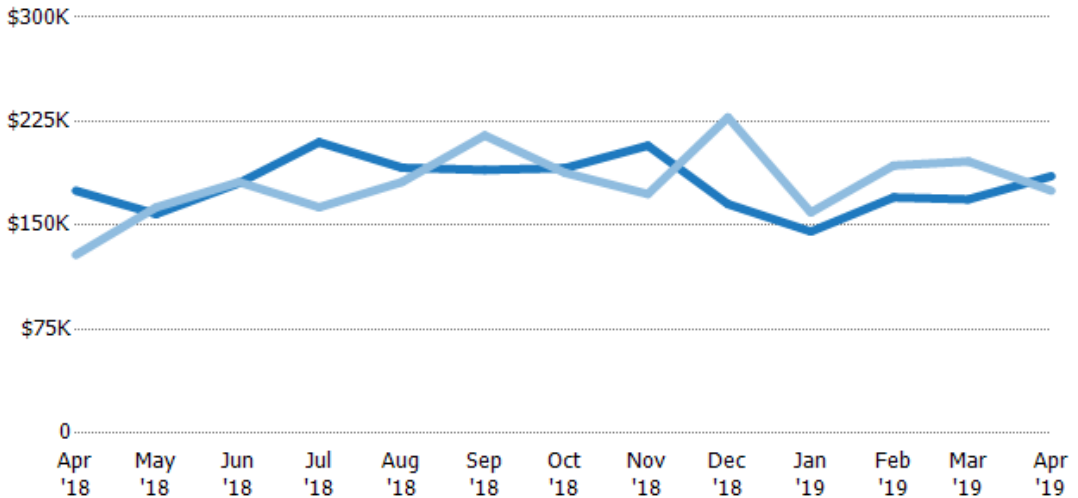
Condo/Townhouse	32%	21%	12%	13%	14%	16%	13%	24%	28%	38%	16%	14%	20%
Single Family Residence	68%	79%	88%	88%	86%	84%	87%	76%	73%	63%	84%	86%	80%

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



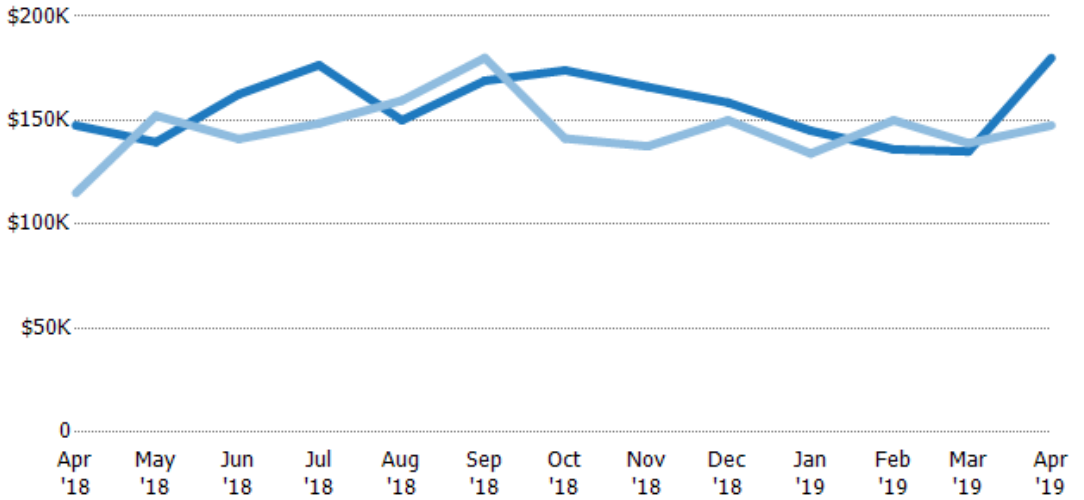
Current Year	\$175K	\$158K	\$180K	\$210K	\$192K	\$190K	\$191K	\$207K	\$165K	\$145K	\$170K	\$169K	\$185K
Prior Year	\$129K	\$163K	\$181K	\$163K	\$181K	\$215K	\$188K	\$173K	\$228K	\$159K	\$193K	\$196K	\$175K
Percent Change from Prior Year	36%	-3%	0%	29%	6%	-12%	2%	20%	-27%	-9%	-12%	-14%	6%

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



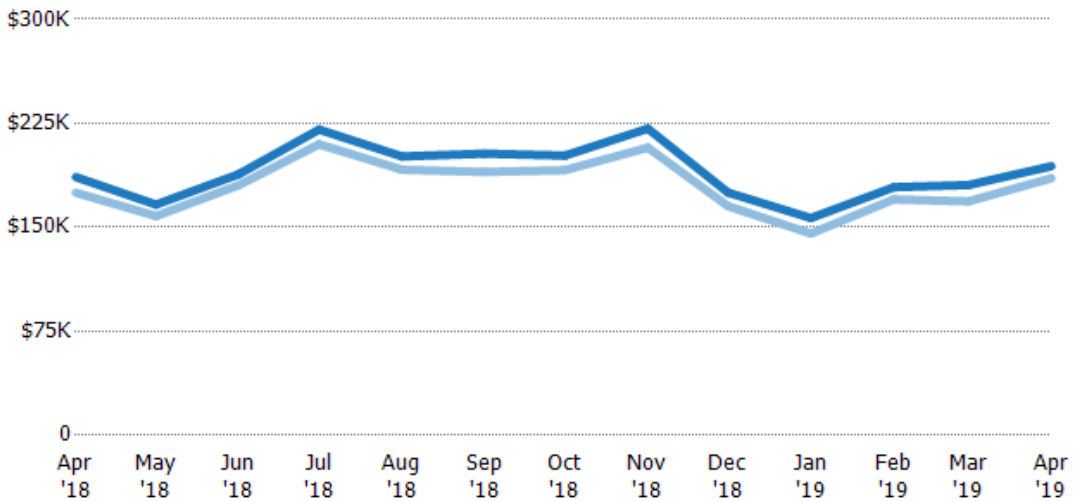
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$148K	\$140K	\$163K	\$177K	\$150K	\$169K	\$174K	\$166K	\$159K	\$145K	\$136K	\$135K	\$180K
Prior Year	\$115K	\$152K	\$141K	\$149K	\$160K	\$180K	\$141K	\$138K	\$150K	\$134K	\$150K	\$139K	\$148K
Percent Change from Prior Year	28%	-8%	15%	19%	-6%	-6%	23%	21%	6%	8%	-9%	-3%	22%

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



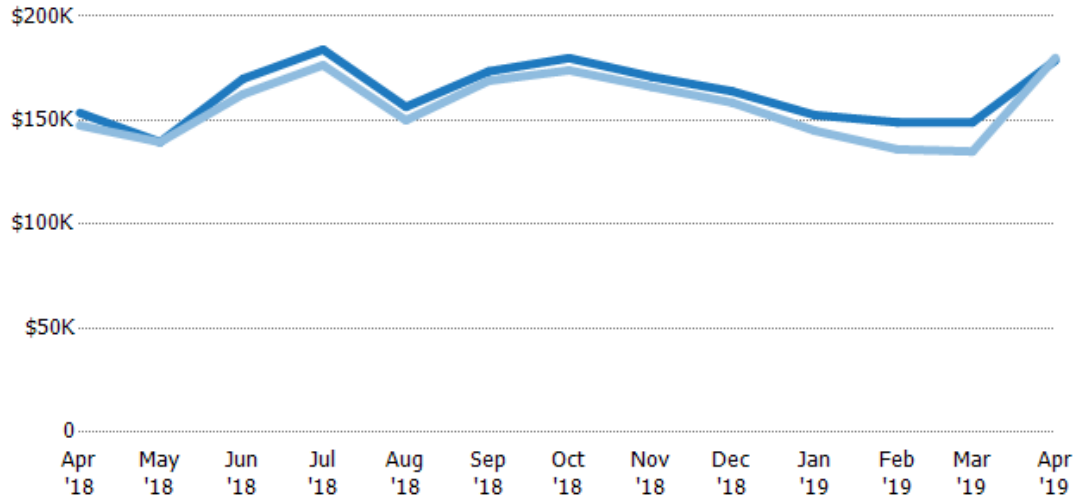
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg List Price	\$186K	\$166K	\$188K	\$220K	\$201K	\$203K	\$202K	\$221K	\$175K	\$157K	\$179K	\$180K	\$194K
Avg Sales Price	\$175K	\$158K	\$180K	\$210K	\$192K	\$190K	\$191K	\$207K	\$165K	\$145K	\$170K	\$169K	\$185K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	95%	95%	94%	95%	94%	94%	93%	95%	93%	96%

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



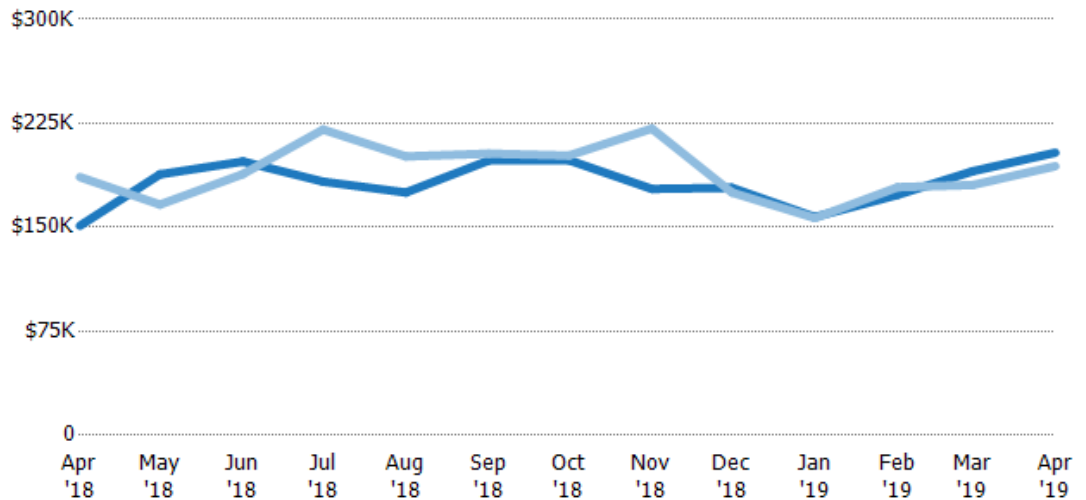
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$154K	\$140K	\$170K	\$184K	\$156K	\$174K	\$180K	\$171K	\$164K	\$153K	\$149K	\$149K	\$179K
Median Sales Price	\$148K	\$140K	\$163K	\$177K	\$150K	\$169K	\$174K	\$166K	\$159K	\$145K	\$136K	\$135K	\$180K
Med Sales Price as a % of Med List Price	96%	100%	96%	96%	96%	97%	97%	97%	97%	95%	91%	91%	101%

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



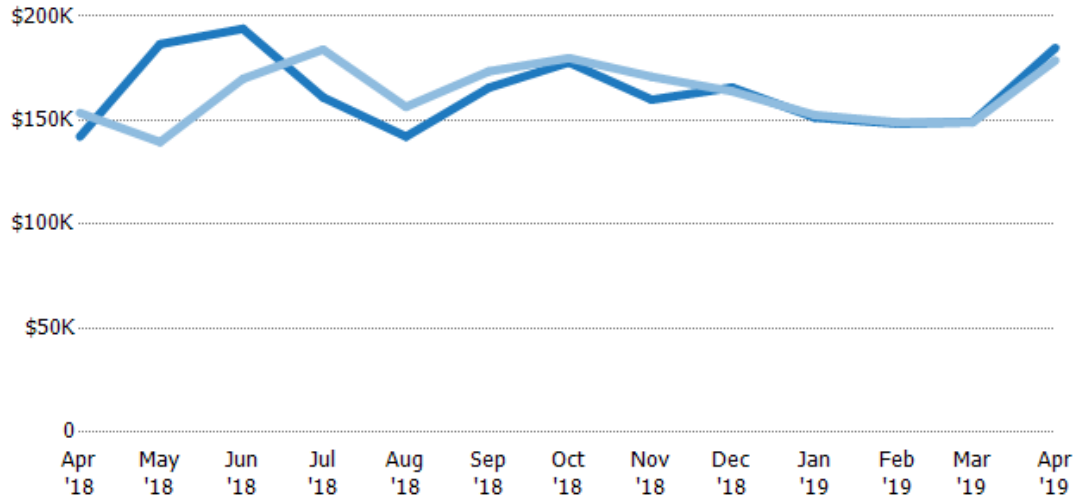
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$151K	\$188K	\$197K	\$183K	\$175K	\$198K	\$198K	\$178K	\$178K	\$157K	\$173K	\$190K	\$204K
Avg Sales Price	\$186K	\$166K	\$188K	\$220K	\$201K	\$203K	\$202K	\$221K	\$175K	\$157K	\$179K	\$180K	\$194K
Avg Sales Price as a % of Avg Est Value	123%	88%	95%	121%	115%	102%	102%	124%	98%	100%	103%	95%	95%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$142K	\$187K	\$194K	\$161K	\$142K	\$166K	\$178K	\$160K	\$166K	\$151K	\$148K	\$149K	\$185K
Median Sales Price	\$154K	\$140K	\$170K	\$184K	\$156K	\$174K	\$180K	\$171K	\$164K	\$153K	\$149K	\$149K	\$179K
Med Sales Price as a % of Med Est Value	108%	75%	88%	114%	110%	105%	101%	107%	99%	101%	100%	100%	97%