

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	115	129	-10.9%	477	428	+11.4%
New Listing Volume	\$29,141,869	\$28,574,499	+2%	\$111,555,158	\$102,710,359	+8.6%
Active Listing Count	504	546	-7.7%	N/A	N/A	
Active Listing Volume	\$157,424,713	\$146,058,757	+7.8%	N/A	N/A	
Average Listing Price	\$312,351	\$267,507	+16.8%	\$311,973	\$261,983	+19.1%
Median Listing Price	\$224,950	\$188,250	+19.5%	\$221,940	\$182,577	+21.6%
Median Days in RPR	112	108	+3.7%	149.03	163.06	-8.6%
Months of Inventory	7	13.3	-47.4%	12.6	11.4	+10.5%
Absorption Rate	14.29%	7.51%	+6.8%	7.91%	8.74%	-0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	76	76	+0%	357	274	+30.3%
New Pending Sales Volume	\$15,201,550	\$16,254,900	-6.5%	\$71,483,136	\$53,529,229	+33.5%
Pending Sales Count	145	109	+33%	N/A	N/A	
Pending Sales Volume	\$29,124,549	\$24,005,000	+21.3%	N/A	N/A	
Closed Sales Count	58	43	+34.9%	260	195	+33.3%
Closed Sales Volume	\$13,188,049	\$6,766,400	+94.9%	\$47,257,114	\$34,070,150	+38.7%
Average Sales Price	\$227,380	\$157,358	+44.5%	\$181,758	\$174,719	+4%
Median Sales Price	\$161,000	\$139,000	+15.8%	\$149,125	\$138,646	+7.6%

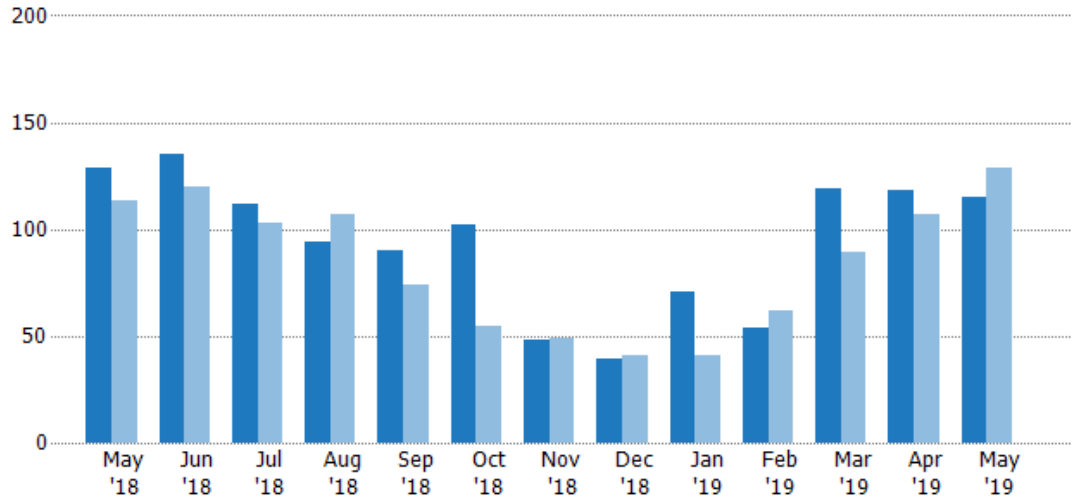
New Listings

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.
May '19	115	-10.9%
May '18	129	14.2%
May '17	113	-7.1%



Current Year	129	135	112	94	90	102	48	39	71	54	119	118	115
Prior Year	113	120	103	107	74	55	49	41	41	62	89	107	129
Percent Change from Prior Year	14%	13%	9%	-12%	22%	85%	-2%	-5%	73%	-13%	34%	10%	-11%

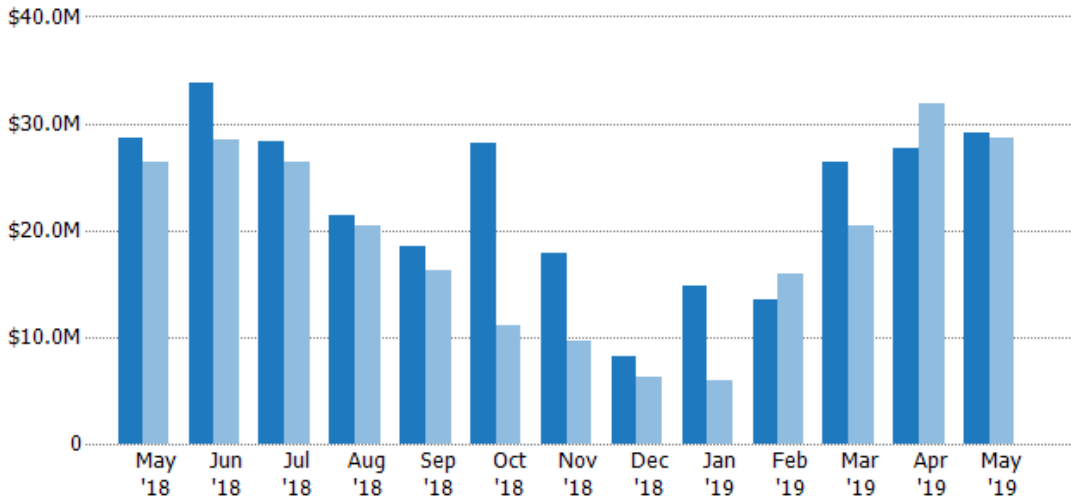
New Listing Volume

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.
May '19	\$29.1M	2%
May '18	\$28.6M	8.1%
May '17	\$26.4M	-1.6%



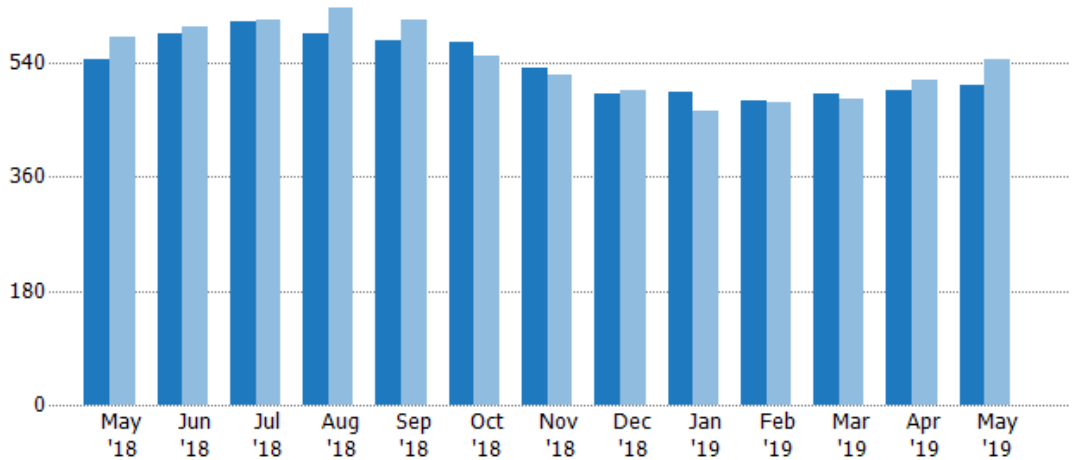
Current Year	\$28.6M	\$33.8M	\$28.4M	\$21.5M	\$18.5M	\$28.2M	\$17.8M	\$8.13M	\$14.9M	\$13.5M	\$26.4M	\$27.6M	\$29.1M
Prior Year	\$26.4M	\$28.5M	\$26.4M	\$20.5M	\$16.2M	\$11.1M	\$9.64M	\$6.23M	\$5.97M	\$15.8M	\$20.5M	\$31.8M	\$28.6M
Percent Change from Prior Year	8%	18%	7%	5%	14%	154%	85%	31%	149%	-15%	29%	-13%	2%

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



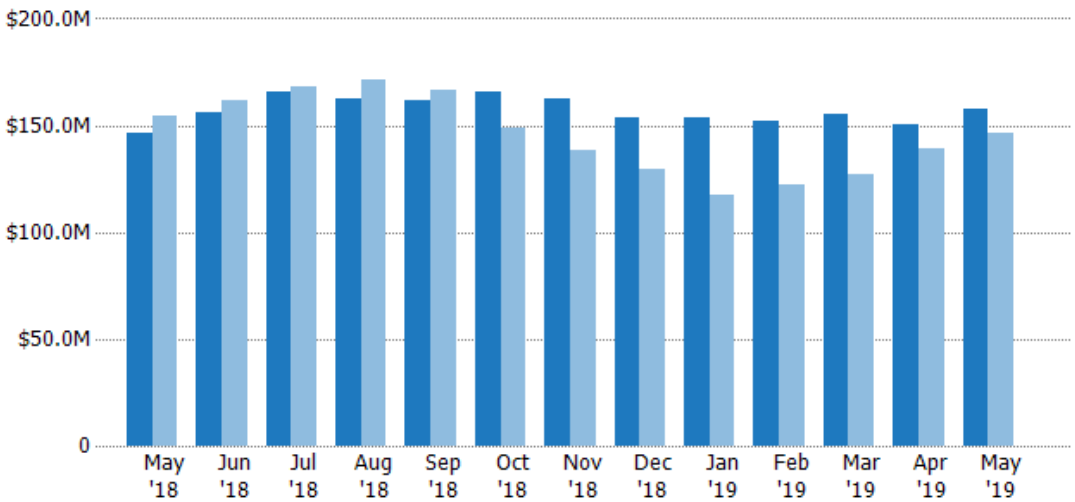
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	546	587	604	587	574	572	532	492	493	480	492	497	504
Prior Year	580	598	607	626	609	550	522	496	463	478	484	513	546
Percent Change from Prior Year	-6%	-2%	0%	-6%	-6%	4%	2%	-1%	6%	0%	2%	-3%	-8%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$146M	\$156M	\$166M	\$163M	\$162M	\$166M	\$162M	\$154M	\$154M	\$152M	\$156M	\$151M	\$157M
Prior Year	\$154M	\$162M	\$168M	\$171M	\$166M	\$149M	\$138M	\$130M	\$117M	\$122M	\$127M	\$139M	\$146M
Percent Change from Prior Year	-5%	-4%	-1%	-5%	-3%	11%	17%	18%	31%	24%	23%	8%	8%

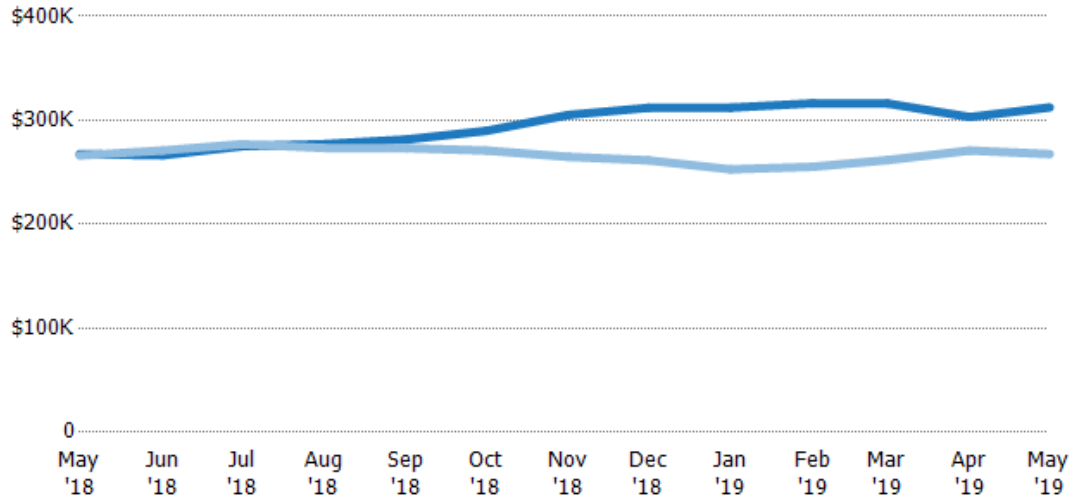
Average Listing Price

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.
May '19	\$312K	16.8%
May '18	\$268K	0.5%
May '17	\$266K	-1.9%



Current Year	\$268K	\$266K	\$275K	\$277K	\$282K	\$290K	\$305K	\$312K	\$312K	\$316K	\$316K	\$303K	\$312K
Prior Year	\$266K	\$271K	\$277K	\$273K	\$273K	\$271K	\$265K	\$261K	\$253K	\$255K	\$262K	\$271K	\$268K
Percent Change from Prior Year	1%	-2%	-1%	1%	3%	7%	15%	19%	23%	24%	21%	12%	17%

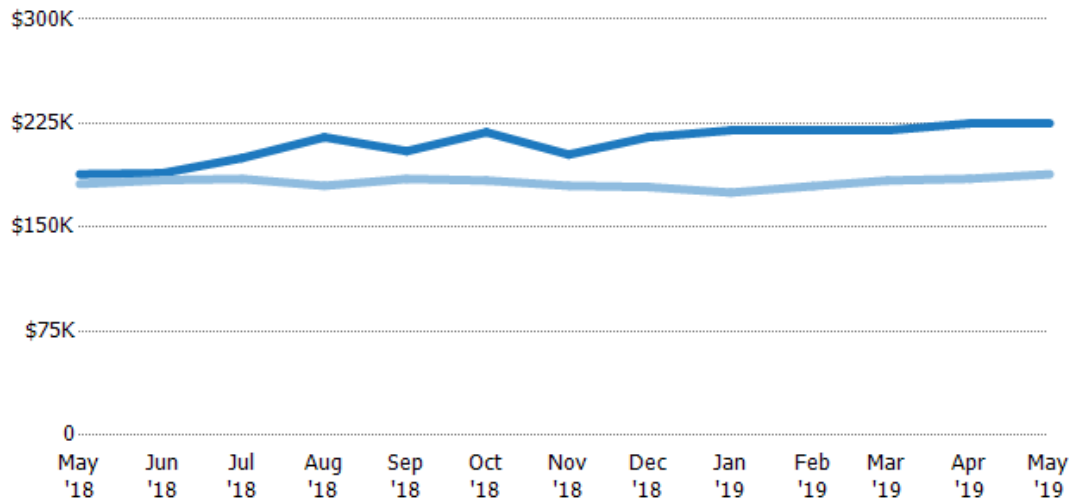
Median Listing Price

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.
May '19	\$225K	19.5%
May '18	\$188K	3.9%
May '17	\$181K	-0.7%



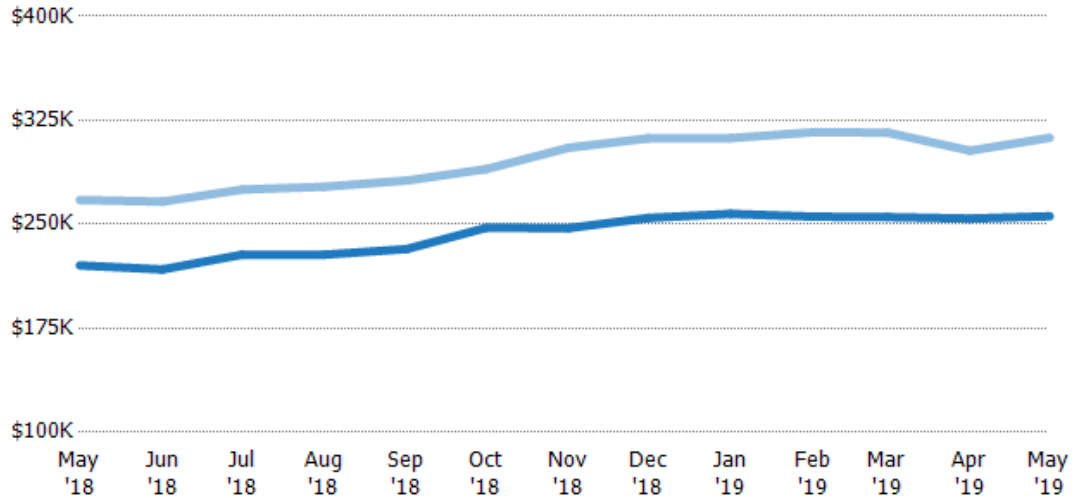
Current Year	\$188K	\$189K	\$200K	\$215K	\$205K	\$219K	\$202K	\$215K	\$220K	\$220K	\$220K	\$225K	\$225K
Prior Year	\$181K	\$184K	\$185K	\$180K	\$185K	\$184K	\$180K	\$179K	\$175K	\$180K	\$184K	\$185K	\$188K
Percent Change from Prior Year	4%	3%	8%	19%	11%	19%	13%	20%	26%	22%	20%	22%	19%

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



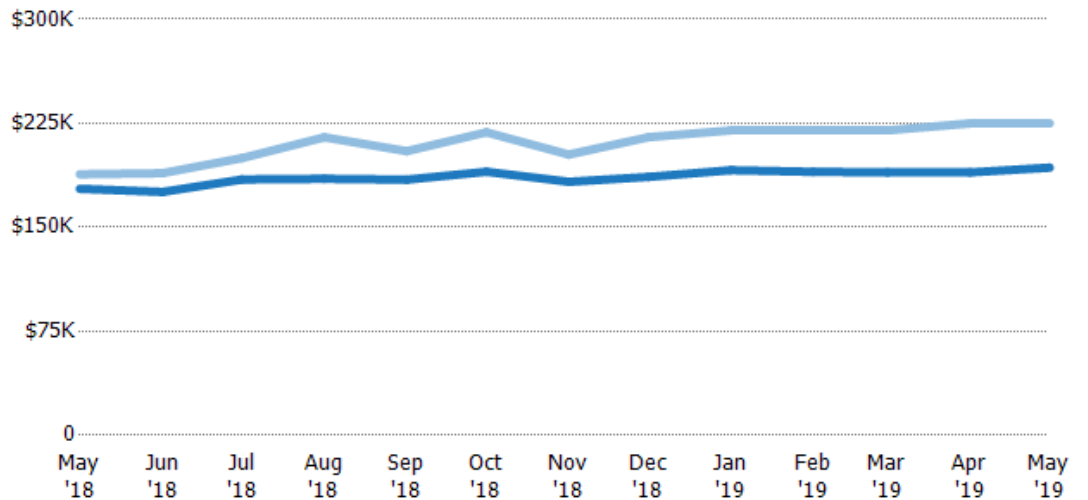
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$220K	\$217K	\$228K	\$228K	\$232K	\$247K	\$247K	\$255K	\$258K	\$256K	\$255K	\$254K	\$256K
Avg Listing Price	\$268K	\$266K	\$275K	\$277K	\$282K	\$290K	\$305K	\$312K	\$312K	\$316K	\$316K	\$303K	\$312K
Avg Listing Price as a % of Avg Est Value	121%	122%	121%	121%	121%	117%	123%	123%	121%	124%	124%	119%	122%

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



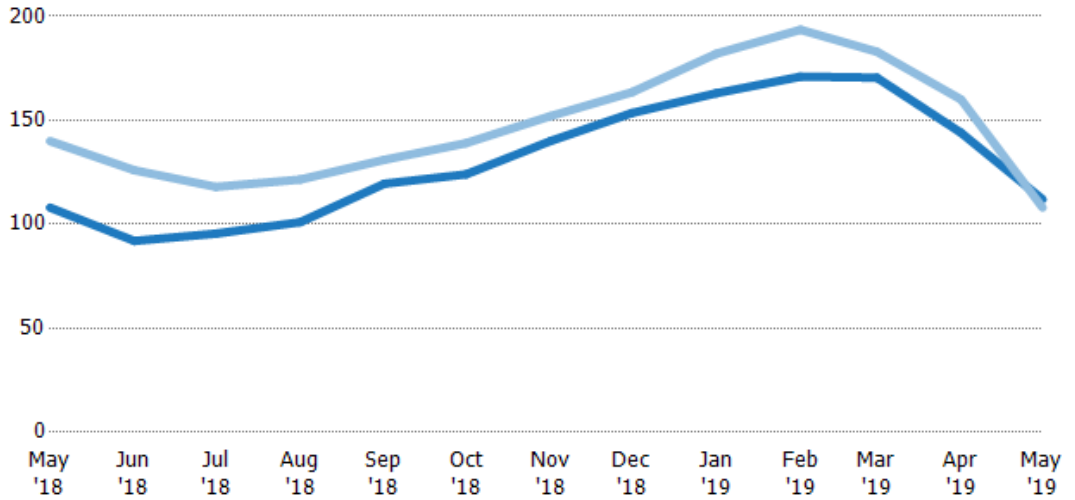
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$178K	\$175K	\$184K	\$185K	\$184K	\$190K	\$183K	\$186K	\$191K	\$190K	\$190K	\$190K	\$193K
Median Listing Price	\$188K	\$189K	\$200K	\$215K	\$205K	\$219K	\$202K	\$215K	\$220K	\$220K	\$220K	\$225K	\$225K
Med Listing Price as a % of Med Est Value	106%	108%	108%	116%	111%	115%	111%	115%	115%	116%	116%	119%	117%

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.
May '19	112	3.7%
May '18	108	-22.9%
May '17	140	-6.4%

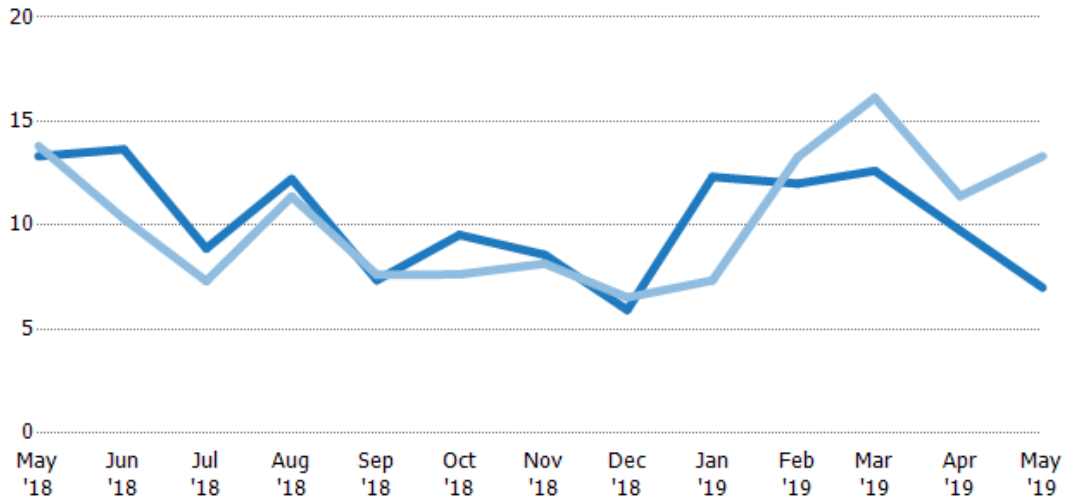
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	108	92	95.5	101	120	124	140	154	163	171	171	144	112
Prior Year	140	126	118	122	131	139	152	164	182	194	183	160	108
Percent Change from Prior Year	-23%	-27%	-19%	-17%	-9%	-11%	-8%	-6%	-10%	-12%	-7%	-10%	4%

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.
May '19	7	-47.4%
May '18	13.3	-3.6%
May '17	13.8	32.5%

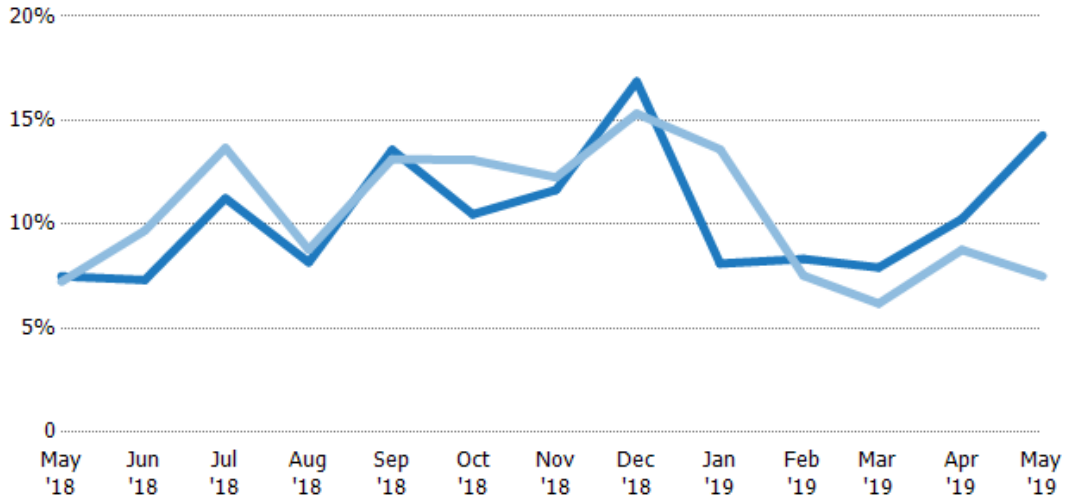
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	13.3	13.7	8.88	12.2	7.36	9.53	8.58	5.93	12.3	12	12.6	9.75	7
Prior Year	13.8	10.3	7.31	11.4	7.61	7.64	8.16	6.53	7.35	13.3	16.1	11.4	13.3
Percent Change from Prior Year	-4%	32%	21%	7%	-3%	25%	5%	-9%	68%	-10%	-22%	-15%	-47%

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



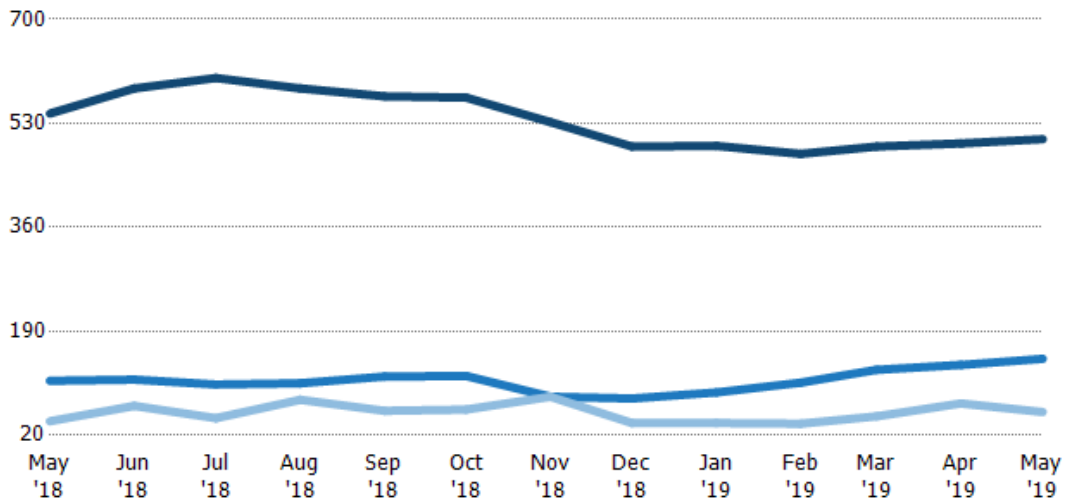
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	8%	7%	11%	8%	14%	10%	12%	17%	8%	8%	8%	10%	14%
Prior Year	7%	10%	14%	9%	13%	13%	12%	15%	14%	8%	6%	9%	8%
Change from Prior Year	0%	2%	2%	1%	0%	3%	1%	-2%	5%	-1%	-2%	-1%	-7%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	546	587	604	587	574	572	532	492	493	480	492	497	504
Pending	109	111	103	105	116	117	83	80	90	106	127	135	145
Sold	43	68	48	78	60	62	83	40	40	39	51	72	58

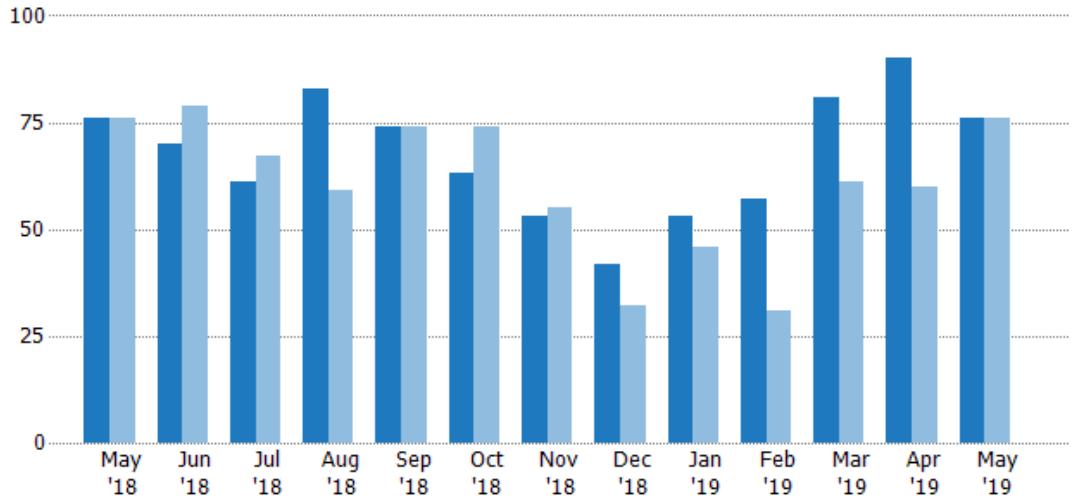
New Pending Sales

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.
May '19	76	0%
May '18	76	0%
May '17	76	-14.5%



Current Year	76	70	61	83	74	63	53	42	53	57	81	90	76
Prior Year	76	79	67	59	74	74	55	32	46	31	61	60	76
Percent Change from Prior Year	0%	-11%	-9%	41%	0%	-15%	-4%	31%	15%	84%	33%	50%	0%

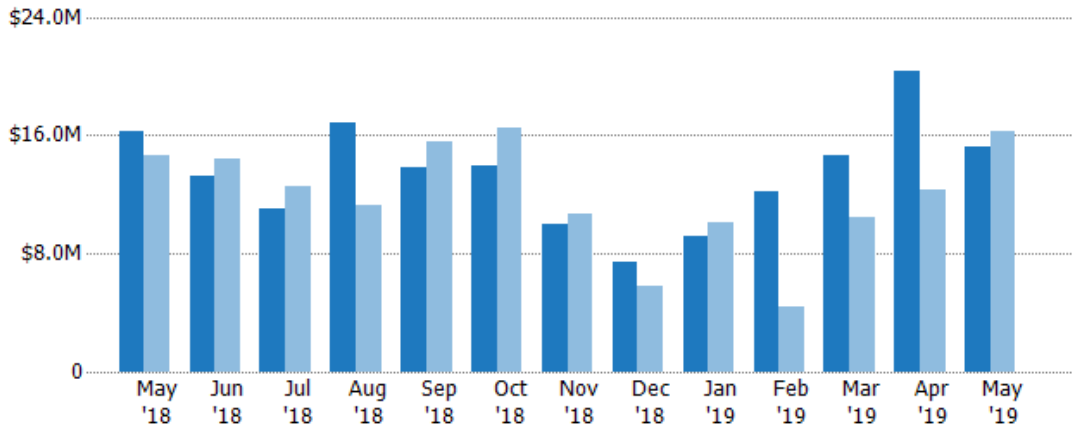
New Pending Sales Volume

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.
May '19	\$15.2M	-6.5%
May '18	\$16.3M	10.9%
May '17	\$14.7M	-12.5%



Current Year	\$16.3M	\$13.2M	\$11.1M	\$16.9M	\$13.8M	\$13.9M	\$10M	\$7.44M	\$9.16M	\$12.2M	\$14.6M	\$20.3M	\$15.2M
Prior Year	\$14.7M	\$14.4M	\$12.6M	\$11.2M	\$15.5M	\$16.5M	\$10.7M	\$5.85M	\$10.1M	\$4.39M	\$10.5M	\$12.3M	\$16.3M
Percent Change from Prior Year	11%	-8%	-12%	50%	-11%	-16%	-6%	27%	-9%	178%	39%	66%	-6%

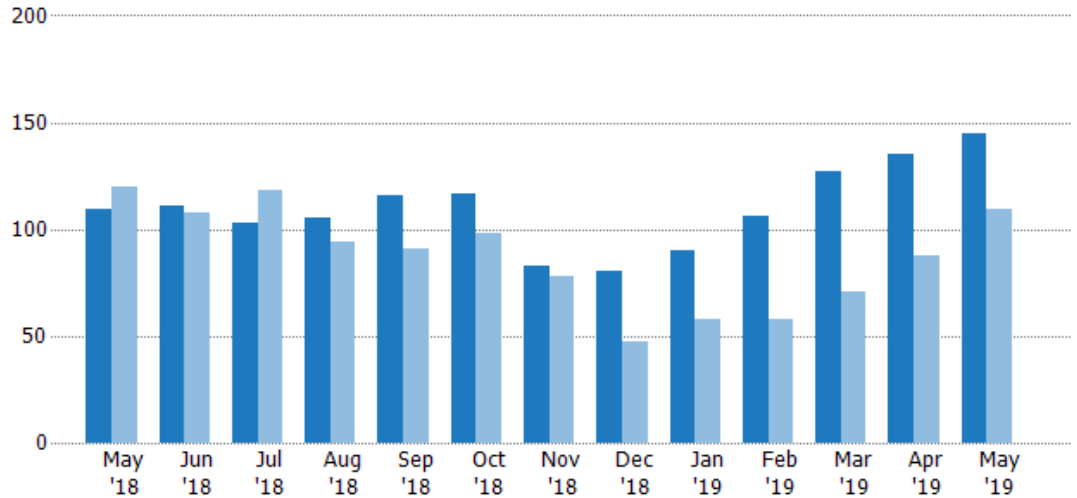
Pending Sales

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.
May '19	145	33%
May '18	109	-9.2%
May '17	120	-5.8%



Current Year	109	111	103	105	116	117	83	80	90	106	127	135	145
Prior Year	120	108	118	94	91	98	78	47	58	58	71	88	109
Percent Change from Prior Year	-9%	3%	-13%	12%	27%	19%	6%	70%	55%	83%	79%	53%	33%

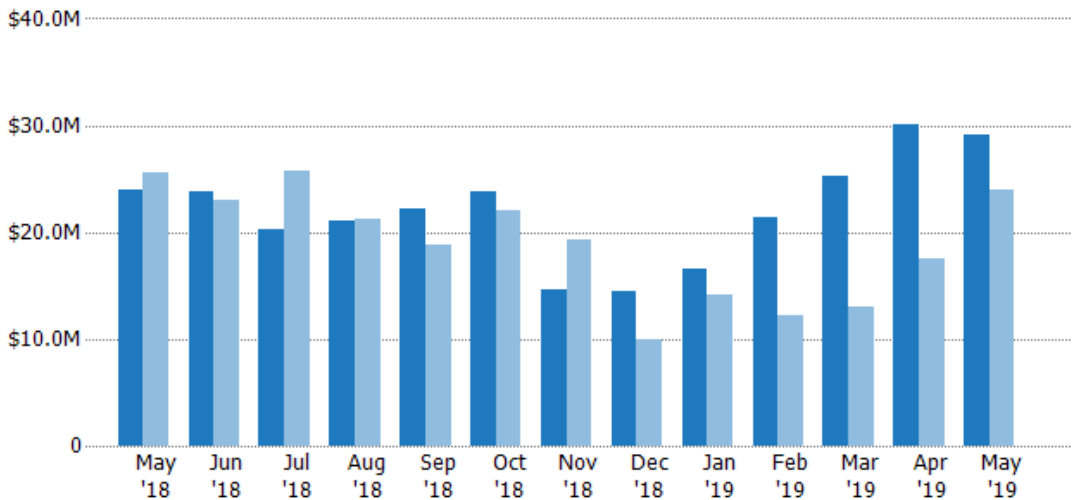
Pending Sales Volume

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.
May '19	\$29.1M	21.3%
May '18	\$24M	-6.1%
May '17	\$25.6M	-16.5%



Current Year	\$24M	\$23.8M	\$20.3M	\$21.1M	\$22.1M	\$23.8M	\$14.6M	\$14.5M	\$16.6M	\$21.4M	\$25.3M	\$30.1M	\$29.1M
Prior Year	\$25.6M	\$23M	\$25.7M	\$21.2M	\$18.8M	\$22M	\$19.3M	\$10M	\$14.2M	\$12.2M	\$13M	\$17.5M	\$24M
Percent Change from Prior Year	-6%	3%	-21%	-1%	18%	8%	-24%	45%	17%	76%	95%	72%	21%

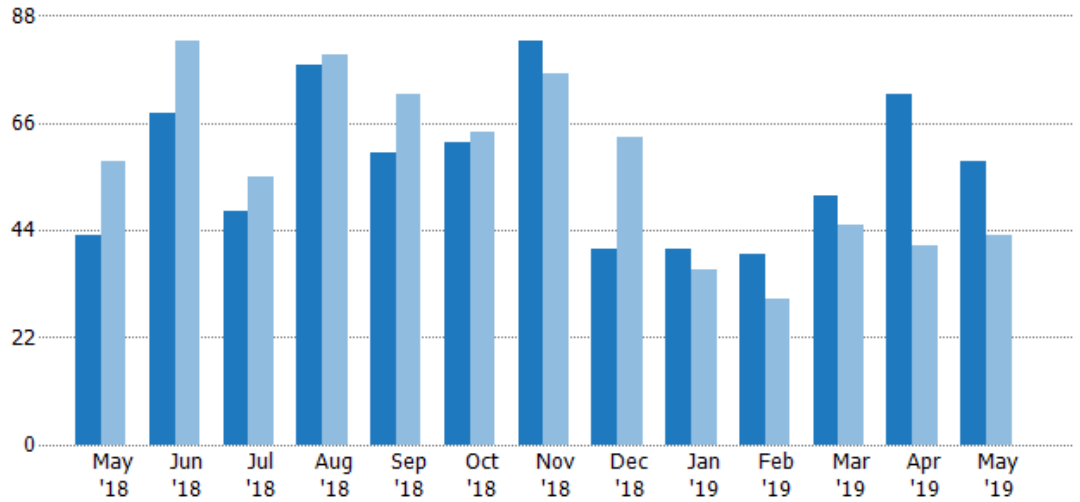
Closed Sales

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.
May '19	58	34.9%
May '18	43	-25.9%
May '17	58	10.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	43	68	48	78	60	62	83	40	40	39	51	72	58
Prior Year	58	83	55	80	72	64	76	63	36	30	45	41	43
Percent Change from Prior Year	-26%	-18%	-13%	-3%	-17%	-3%	9%	-37%	11%	30%	13%	76%	35%

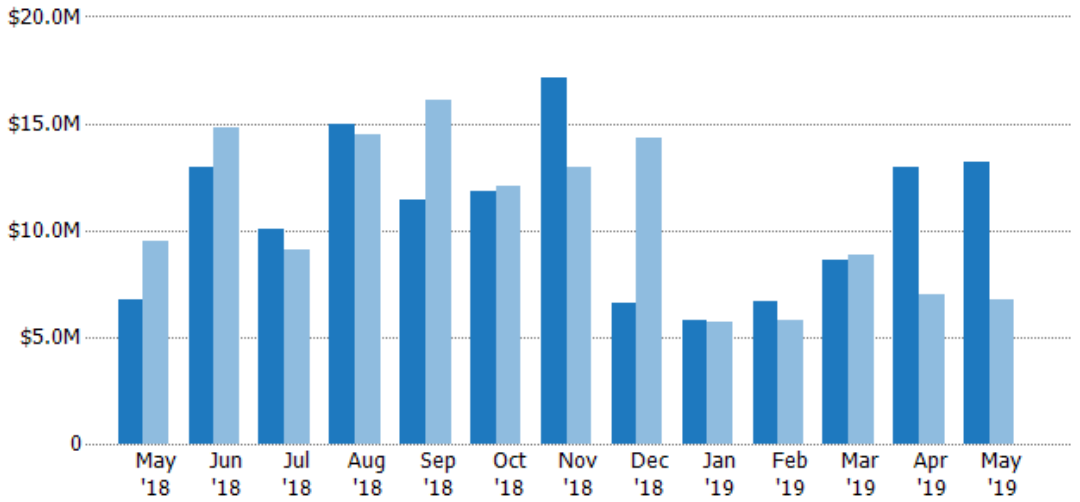
Closed Sales Volume

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.
May '19	\$13.2M	94.9%
May '18	\$6.77M	-28.6%
May '17	\$9.47M	5%



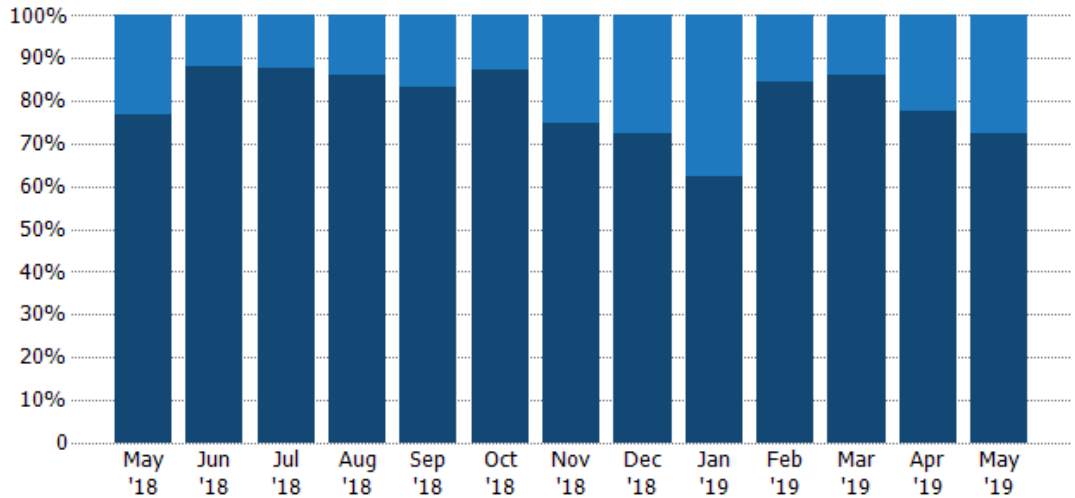
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$6.77M	\$12.9M	\$10.1M	\$14.9M	\$11.4M	\$11.8M	\$17.1M	\$6.61M	\$5.82M	\$6.68M	\$8.6M	\$13M	\$13.2M
Prior Year	\$9.47M	\$14.8M	\$9.05M	\$14.4M	\$16.1M	\$12M	\$13M	\$14.3M	\$5.67M	\$5.79M	\$8.82M	\$7.02M	\$6.77M
Percent Change from Prior Year	-29%	-13%	11%	3%	-29%	-2%	32%	-54%	3%	15%	-2%	85%	95%

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



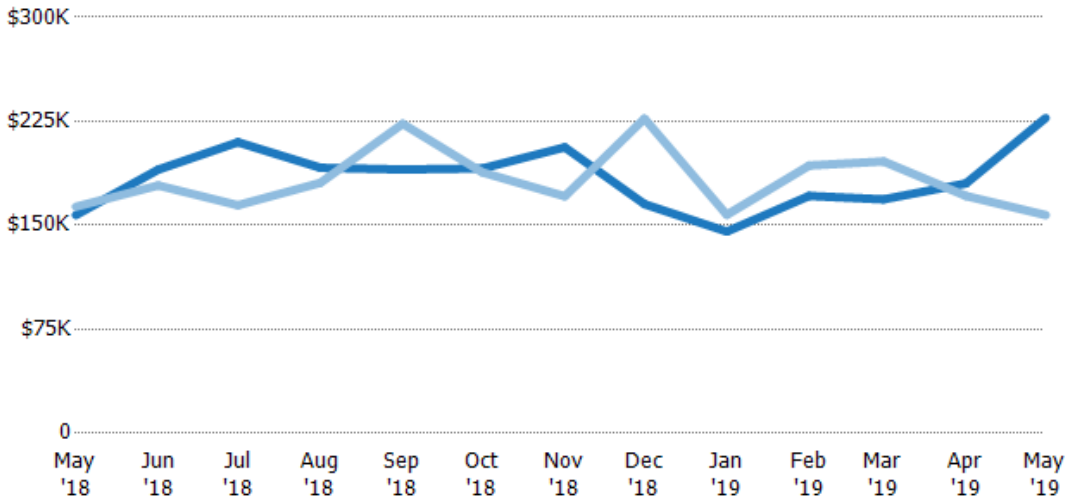
Condo/Townhouse	23%	12%	13%	14%	17%	13%	25%	28%	38%	15%	14%	22%	28%
Single Family Residence	77%	88%	88%	86%	83%	87%	75%	73%	63%	85%	86%	78%	72%

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



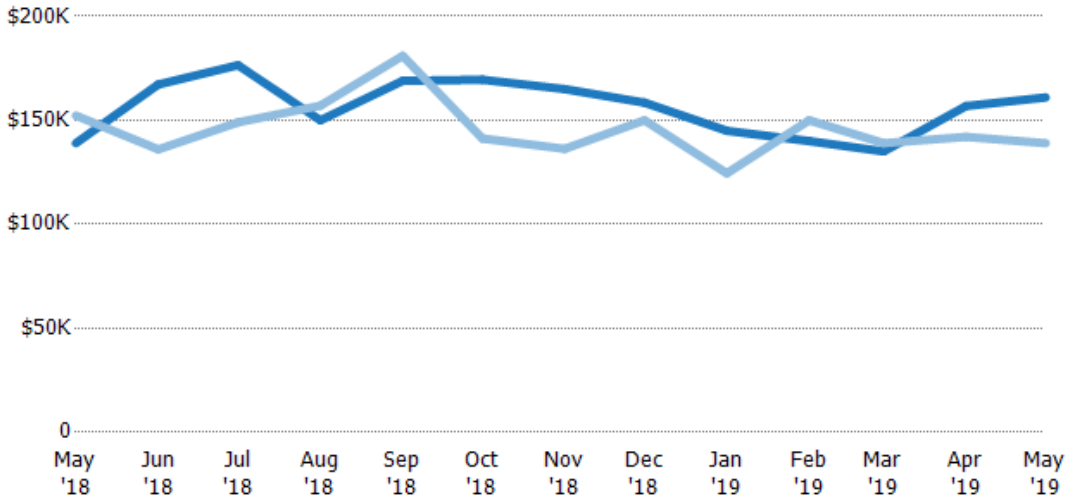
Current Year	\$157K	\$190K	\$210K	\$192K	\$190K	\$191K	\$206K	\$165K	\$145K	\$171K	\$169K	\$180K	\$227K
Prior Year	\$163K	\$179K	\$164K	\$181K	\$223K	\$188K	\$171K	\$227K	\$158K	\$193K	\$196K	\$171K	\$157K
Percent Change from Prior Year	-4%	6%	28%	6%	-15%	1%	21%	-27%	-8%	-11%	-14%	5%	44%

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



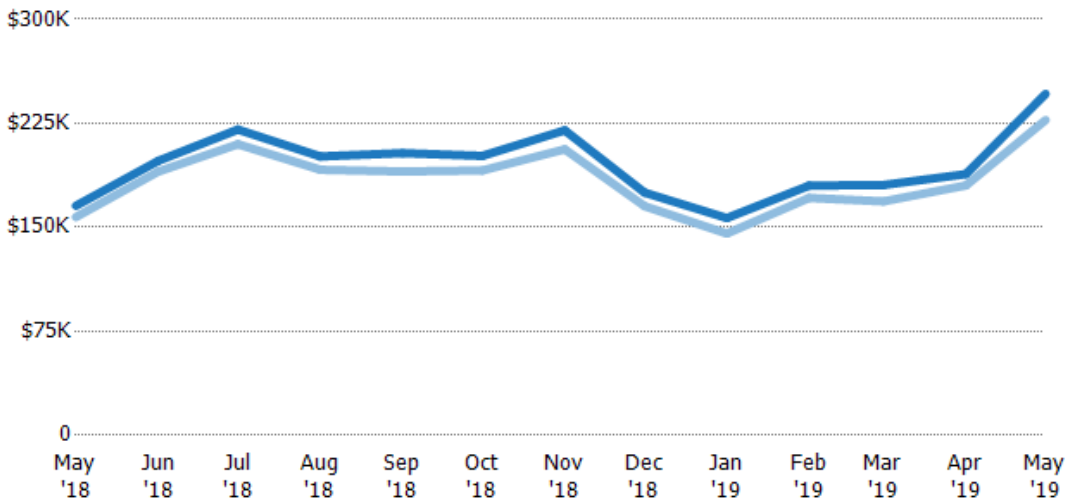
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$139K	\$167K	\$177K	\$150K	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K
Prior Year	\$152K	\$136K	\$149K	\$157K	\$181K	\$141K	\$136K	\$150K	\$125K	\$150K	\$139K	\$142K	\$139K
Percent Change from Prior Year	-9%	23%	18%	-4%	-7%	20%	21%	6%	16%	-7%	-3%	10%	16%

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



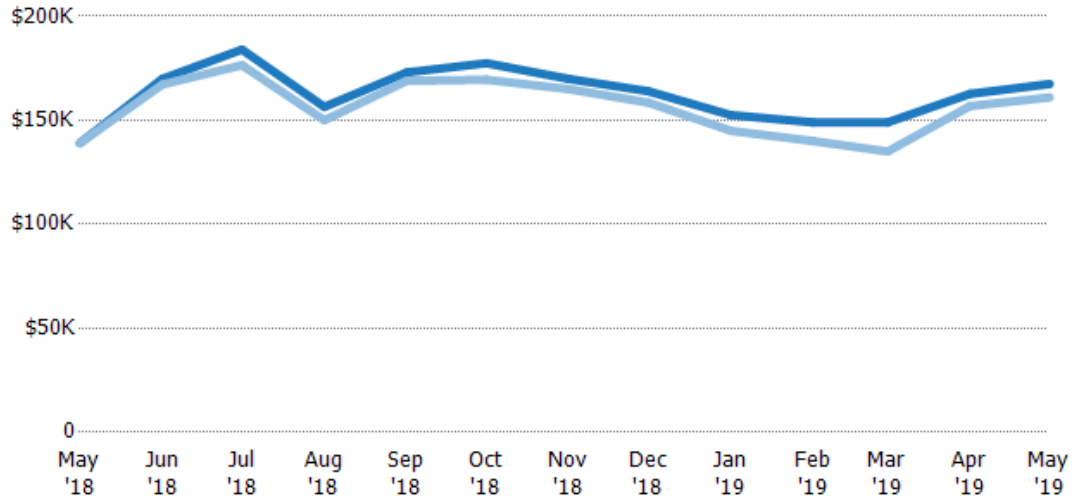
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg List Price	\$166K	\$198K	\$220K	\$201K	\$204K	\$202K	\$220K	\$175K	\$157K	\$180K	\$180K	\$188K	\$246K
Avg Sales Price	\$157K	\$190K	\$210K	\$192K	\$190K	\$191K	\$206K	\$165K	\$145K	\$171K	\$169K	\$180K	\$227K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	95%	93%	95%	94%	94%	93%	95%	93%	96%	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

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



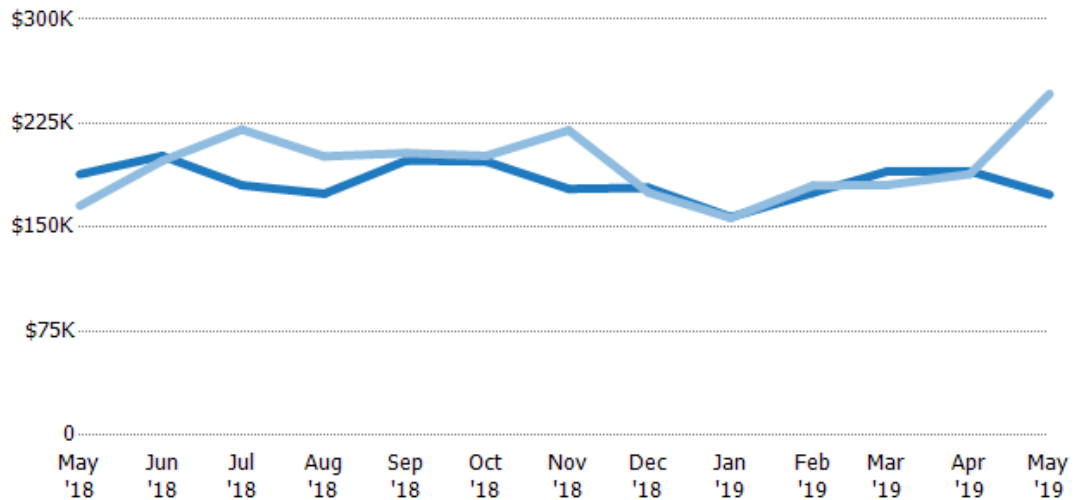
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$139K	\$170K	\$184K	\$156K	\$173K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$163K	\$167K
Median Sales Price	\$139K	\$167K	\$177K	\$150K	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K
Med Sales Price as a % of Med List Price	100%	98%	96%	96%	98%	96%	97%	97%	95%	94%	91%	96%	96%

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



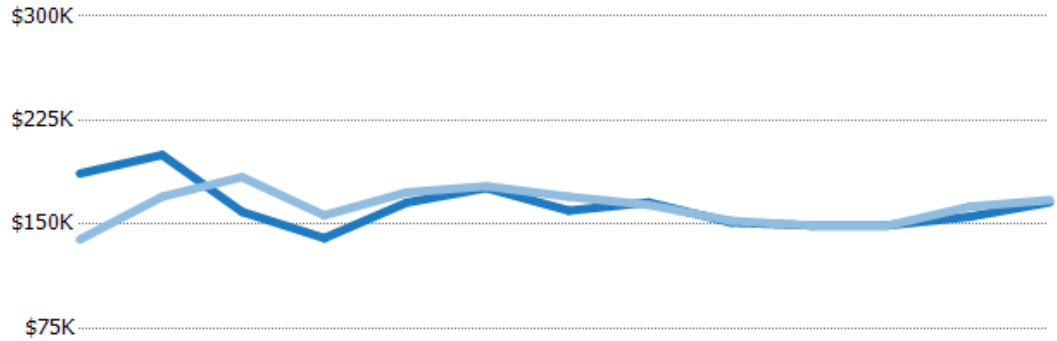
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$188K	\$201K	\$180K	\$174K	\$198K	\$197K	\$178K	\$178K	\$157K	\$175K	\$190K	\$190K	\$174K
Avg Sales Price	\$166K	\$198K	\$220K	\$201K	\$204K	\$202K	\$220K	\$175K	\$157K	\$180K	\$180K	\$188K	\$246K
Avg Sales Price as a % of Avg Est Value	88%	98%	122%	115%	103%	102%	124%	98%	100%	103%	95%	99%	142%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$187K	\$200K	\$159K	\$140K	\$166K	\$176K	\$160K	\$166K	\$151K	\$149K	\$149K	\$155K	\$166K
Median Sales Price	\$139K	\$170K	\$184K	\$156K	\$173K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$163K	\$167K
Med Sales Price as a % of Med Est Value	74%	85%	116%	112%	104%	101%	106%	99%	101%	100%	100%	105%	101%