

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	29	38	-23.7%	145	117	+23.9%
New Listing Volume	\$5,046,800	\$7,932,800	-36.4%	\$25,506,789	\$26,178,800	-2.6%
Active Listing Count	129	116	+11.2%	N/A	N/A	
Active Listing Volume	\$36,401,300	\$25,661,950	+41.8%	N/A	N/A	
Average Listing Price	\$282,181	\$221,224	+27.6%	\$294,377	\$199,097	+47.9%
Median Listing Price	\$184,900	\$179,900	+2.8%	\$181,853	\$165,554	+9.8%
Median Days in RPR	74	68	+8.8%	105.25	118.72	-11.3%
Months of Inventory	8.1	14.5	-44.4%	12	9.7	+24.3%
Absorption Rate	12.4%	6.9%	+5.5%	8.32%	10.34%	-2%
Sales Activity Charts Metrics						
New Pending Sales Count	24	22	+9.1%	108	74	+45.9%
New Pending Sales Volume	\$4,640,800	\$3,597,200	+29%	\$19,852,289	\$12,209,180	+62.6%
Pending Sales Count	54	31	+74.2%	N/A	N/A	
Pending Sales Volume	\$10,111,500	\$5,835,100	+73.3%	N/A	N/A	
Closed Sales Count	13	14	-7.1%	63	49	+28.6%
Closed Sales Volume	\$1,808,649	\$2,486,000	-27.2%	\$9,745,424	\$8,017,950	+21.5%
Average Sales Price	\$139,127	\$177,571	-21.7%	\$154,689	\$163,632	-5.5%
Median Sales Price	\$154,000	\$147,500	+4.4%	\$146,057	\$137,151	+6.5%

New Listings

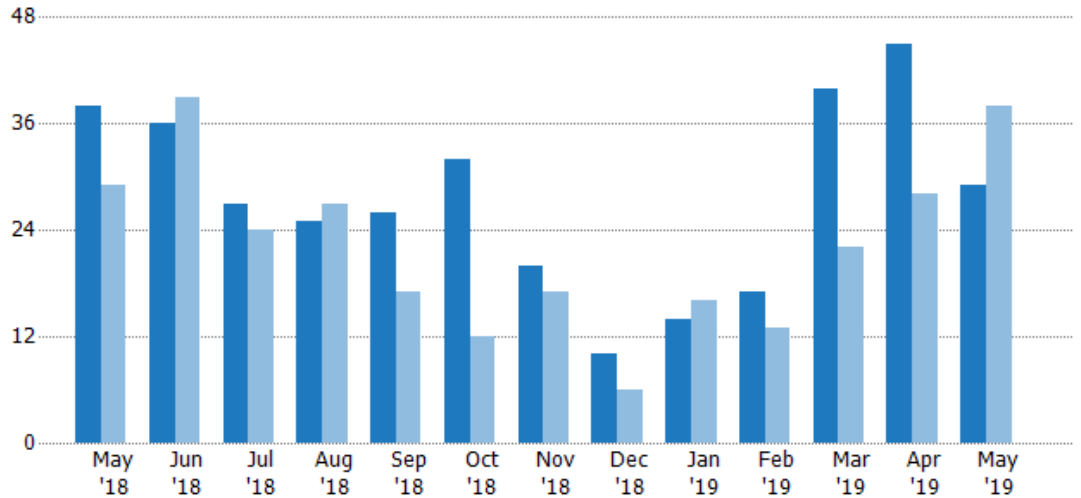
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
May '19	29	-23.7%
May '18	38	31%
May '17	29	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	38	36	27	25	26	32	20	10	14	17	40	45	29
Prior Year	29	39	24	27	17	12	17	6	16	13	22	28	38
Percent Change from Prior Year	31%	-8%	13%	-7%	53%	167%	18%	67%	-13%	31%	82%	61%	-24%

New Listing Volume

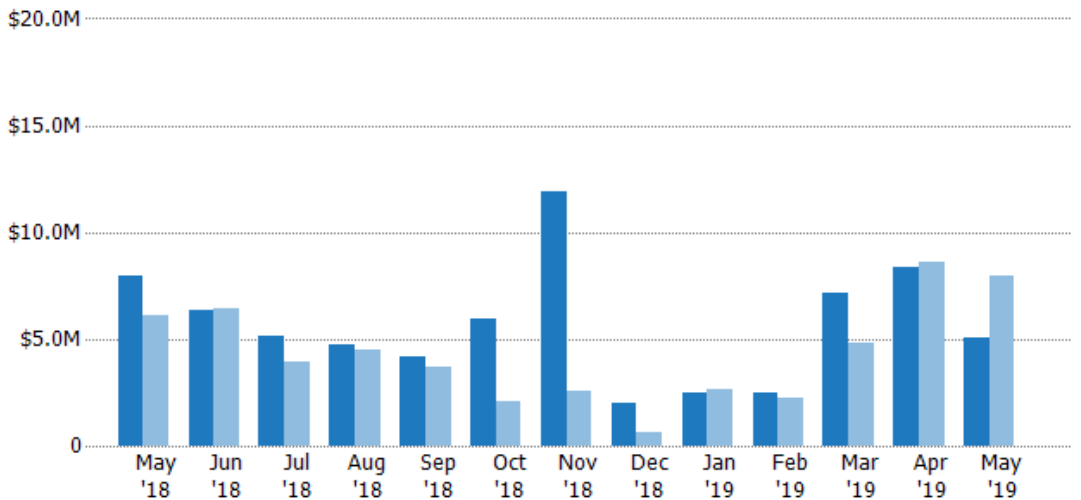
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
May '19	\$5.05M	-36.4%
May '18	\$7.93M	30.3%
May '17	\$6.09M	3.9%



	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	\$7.93M	\$6.34M	\$5.12M	\$4.71M	\$4.2M	\$5.93M	\$11.9M	\$1.97M	\$2.47M	\$2.47M	\$7.14M	\$8.38M	\$5.05M
Prior Year	\$6.09M	\$6.43M	\$3.96M	\$4.53M	\$3.67M	\$2.05M	\$2.59M	\$619K	\$2.65M	\$2.2M	\$4.83M	\$8.57M	\$7.93M
Percent Change from Prior Year	30%	-1%	29%	4%	14%	190%	358%	217%	-7%	12%	48%	-2%	-36%

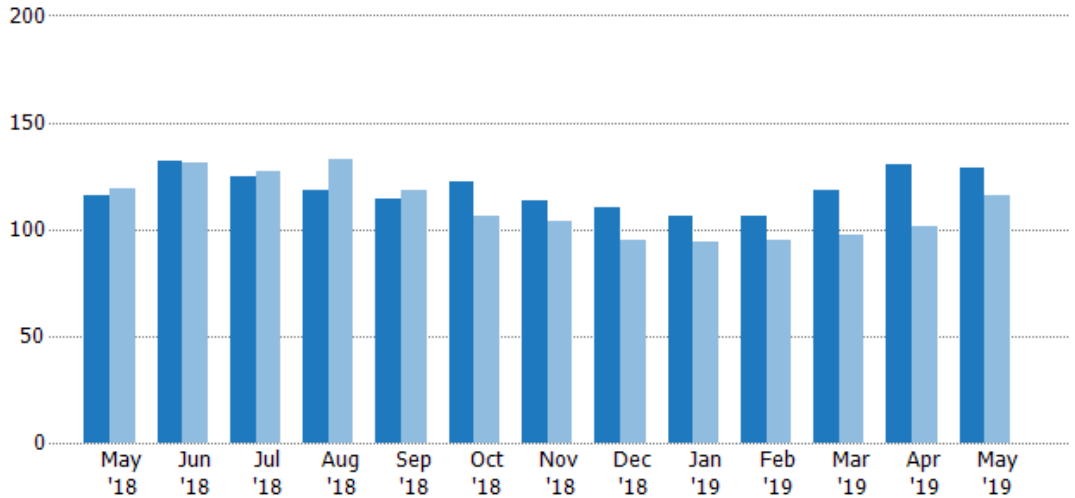
Active Listings

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



	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	116	132	125	118	114	122	113	110	106	106	118	130	129
Prior Year	119	131	127	133	118	106	104	95	94	95	97	101	116
Percent Change from Prior Year	-3%	1%	-2%	-11%	-3%	15%	9%	16%	13%	12%	22%	29%	11%

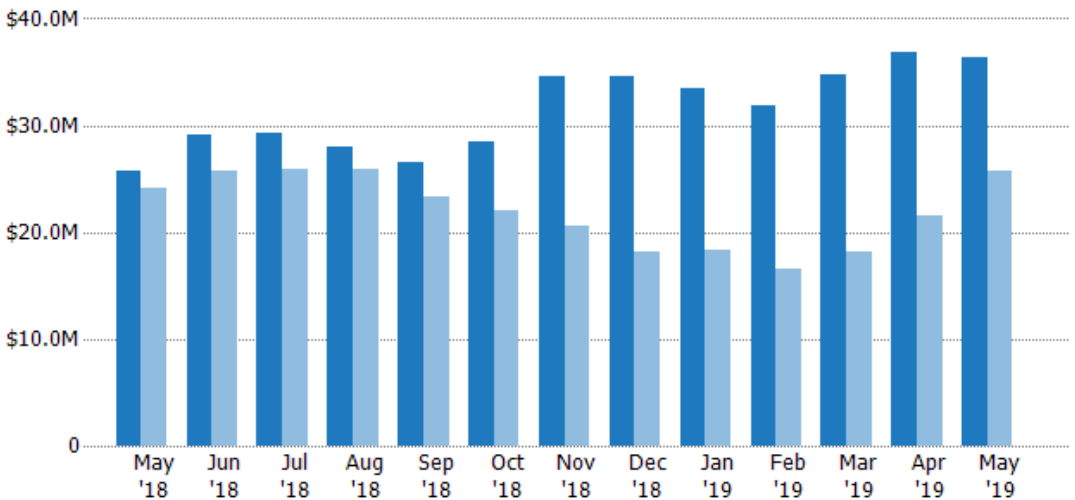
Active Listing Volume

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



	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	\$25.7M	\$29.1M	\$29.2M	\$28.1M	\$26.6M	\$28.5M	\$34.6M	\$34.6M	\$33.5M	\$31.9M	\$34.8M	\$36.8M	\$36.4M
Prior Year	\$24.1M	\$25.8M	\$25.9M	\$25.9M	\$23.3M	\$22M	\$20.6M	\$18.2M	\$18.3M	\$16.5M	\$18.2M	\$21.5M	\$25.7M
Percent Change from Prior Year	6%	13%	13%	8%	14%	30%	68%	90%	83%	93%	91%	71%	42%

Average Listing Price

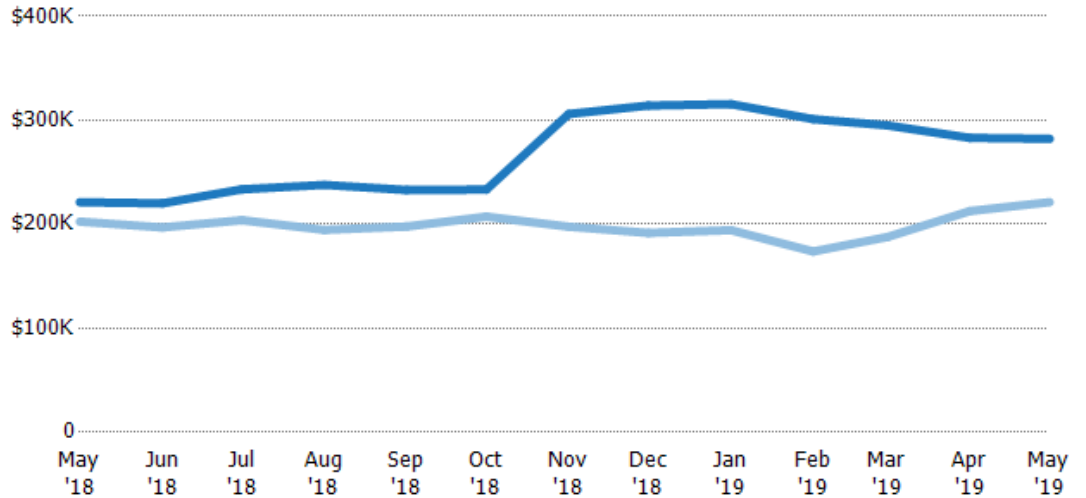
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
May '19	\$282K	27.6%
May '18	\$221K	9.2%
May '17	\$203K	1.2%



Current Year	\$221K	\$220K	\$234K	\$238K	\$233K	\$233K	\$306K	\$314K	\$316K	\$301K	\$295K	\$283K	\$282K
Prior Year	\$203K	\$197K	\$204K	\$195K	\$198K	\$207K	\$198K	\$192K	\$194K	\$174K	\$188K	\$213K	\$221K
Percent Change from Prior Year	9%	12%	15%	22%	18%	13%	55%	64%	62%	73%	57%	33%	28%

Median Listing Price

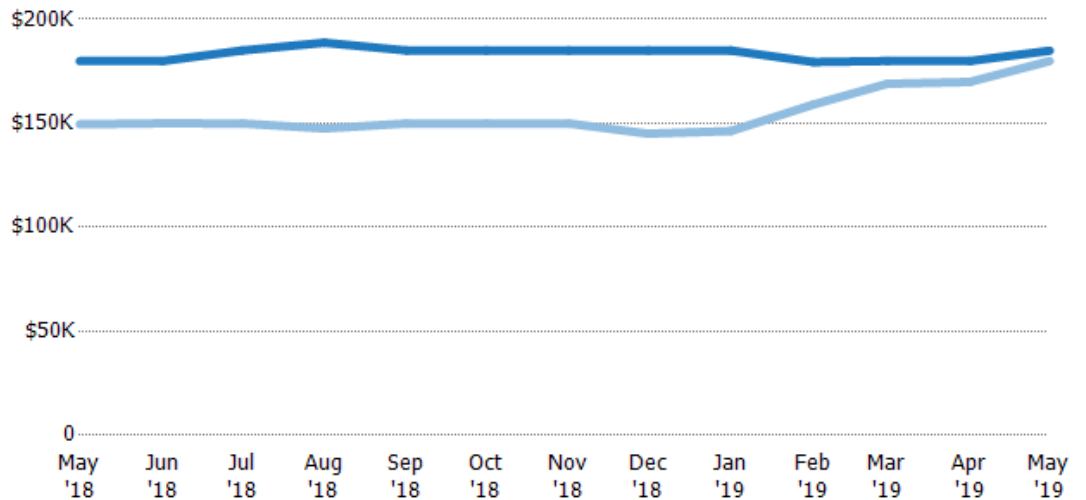
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
May '19	\$185K	2.8%
May '18	\$180K	20.3%
May '17	\$150K	7.7%



Current Year	\$180K	\$180K	\$185K	\$189K	\$185K	\$185K	\$185K	\$185K	\$185K	\$179K	\$180K	\$180K	\$185K
Prior Year	\$150K	\$150K	\$150K	\$148K	\$150K	\$150K	\$150K	\$145K	\$146K	\$159K	\$169K	\$170K	\$180K
Percent Change from Prior Year	20%	20%	23%	28%	23%	23%	23%	28%	26%	13%	6%	6%	3%

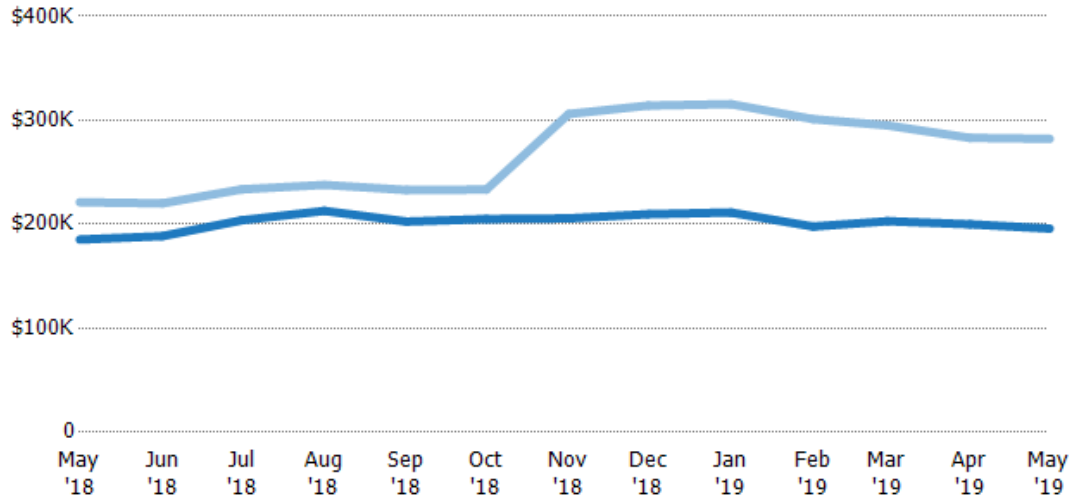
Average Listing Price vs Average Est Value

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



	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	\$185K	\$189K	\$204K	\$213K	\$203K	\$205K	\$206K	\$210K	\$211K	\$198K	\$203K	\$200K	\$196K
Avg Listing Price	\$221K	\$220K	\$234K	\$238K	\$233K	\$233K	\$306K	\$314K	\$316K	\$301K	\$295K	\$283K	\$282K
Avg Listing Price as a % of Avg Est Value	119%	117%	115%	112%	115%	114%	149%	150%	149%	152%	145%	142%	144%

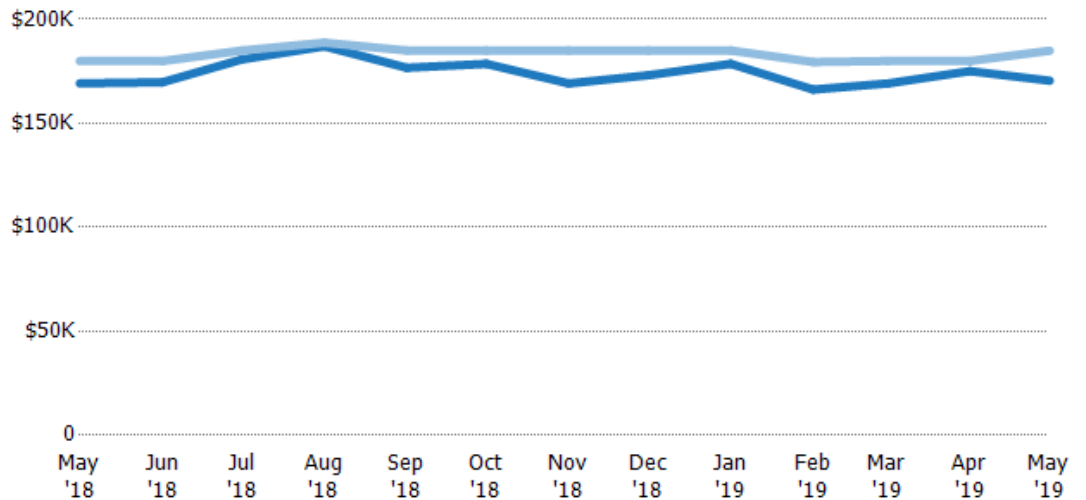
Median Listing Price vs Median Est Value

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



	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	\$169K	\$170K	\$181K	\$187K	\$177K	\$179K	\$169K	\$173K	\$179K	\$166K	\$169K	\$175K	\$170K
Median Listing Price	\$180K	\$180K	\$185K	\$189K	\$185K	\$185K	\$185K	\$185K	\$185K	\$179K	\$180K	\$180K	\$185K
Med Listing Price as a % of Med Est Value	106%	106%	102%	101%	105%	104%	109%	107%	104%	108%	106%	103%	108%

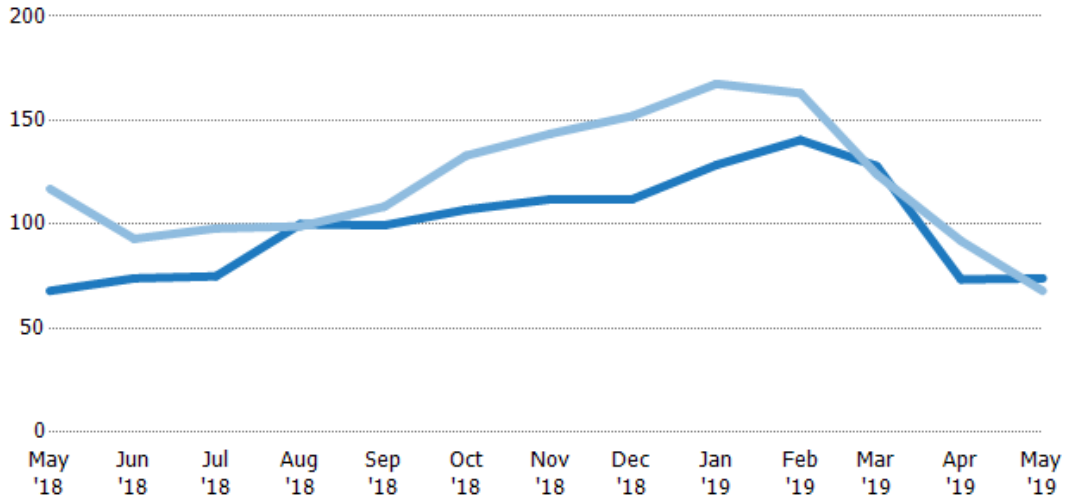
Median Days in RPR

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



Month/Year	Days	% Chg.
May '19	74	8.8%
May '18	68	-41.9%
May '17	117	-17.1%

	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	68	74	75	100	100	107	112	112	129	141	128	73.5	74
Prior Year	117	93	98	99	109	133	144	152	168	163	124	92	68
Percent Change from Prior Year	-42%	-20%	-23%	1%	-8%	-20%	-22%	-26%	-23%	-14%	3%	-20%	9%

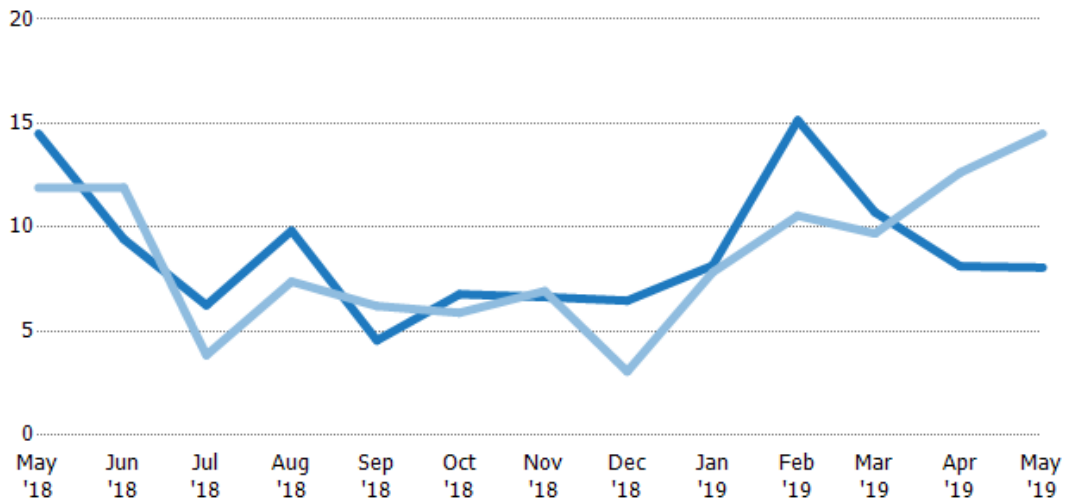
Months of Inventory

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



Month/Year	Months	% Chg.
May '19	8.06	-44.4%
May '18	14.5	21.8%
May '17	11.9	-14.9%

	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	14.5	9.43	6.25	9.83	4.56	6.78	6.65	6.47	8.15	15.1	10.7	8.13	8.06
Prior Year	11.9	11.9	3.85	7.39	6.21	5.89	6.93	3.06	7.83	10.6	9.7	12.6	14.5
Percent Change from Prior Year	22%	-21%	62%	33%	-27%	15%	-4%	111%	4%	43%	11%	-36%	-44%

Absorption Rate

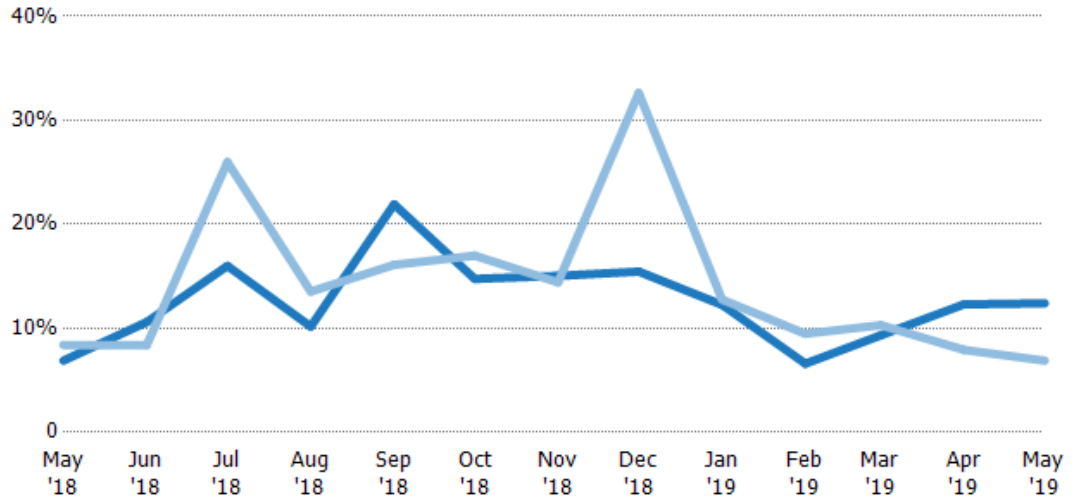
The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Rate	Chg.
May '19	12%	-5.5%
May '18	7%	1.5%
May '17	8%	17.5%



Current Year	7%	11%	16%	10%	22%	15%	15%	15%	12%	7%	9%	12%	12%
Prior Year	8%	8%	26%	14%	16%	17%	14%	33%	13%	9%	10%	8%	7%
Change from Prior Year	2%	-2%	10%	3%	-6%	2%	-1%	17%	0%	3%	1%	-4%	-6%

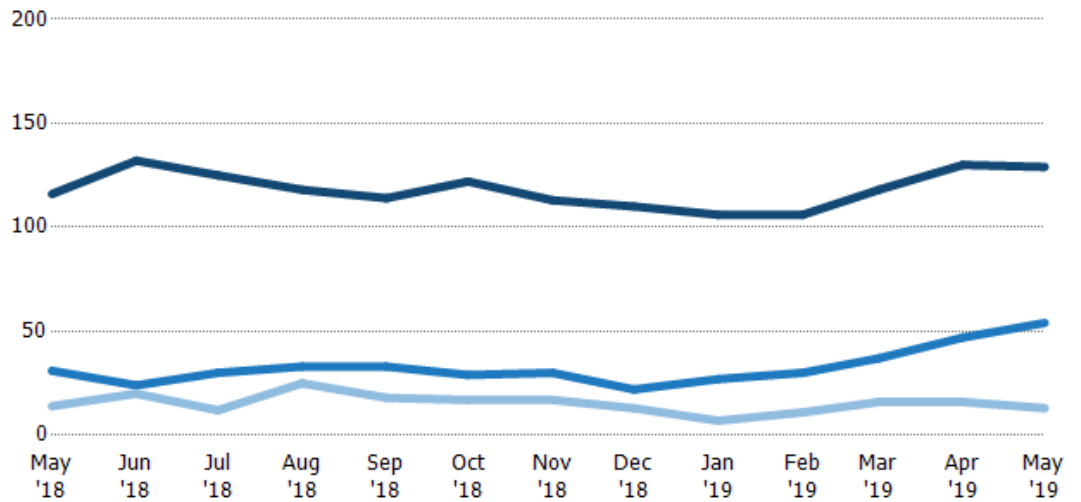
Active/Pending/Sold Units

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



Active	116	132	125	118	114	122	113	110	106	106	118	130	129
Pending	31	24	30	33	33	29	30	22	27	30	37	47	54
Sold	14	20	12	25	18	17	17	13	7	11	16	16	13

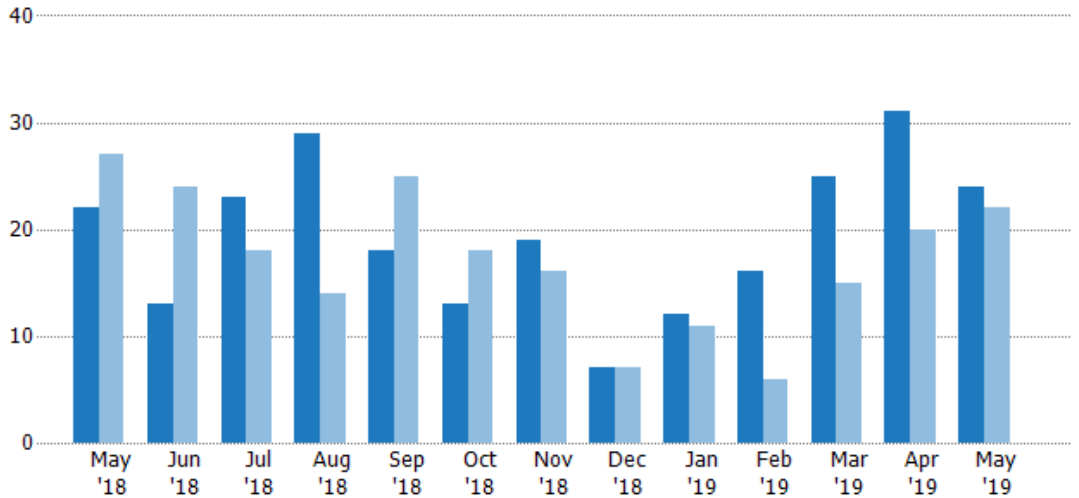
New Pending Sales

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.
May '19	24	9.1%
May '18	22	-18.5%
May '17	27	-14.8%

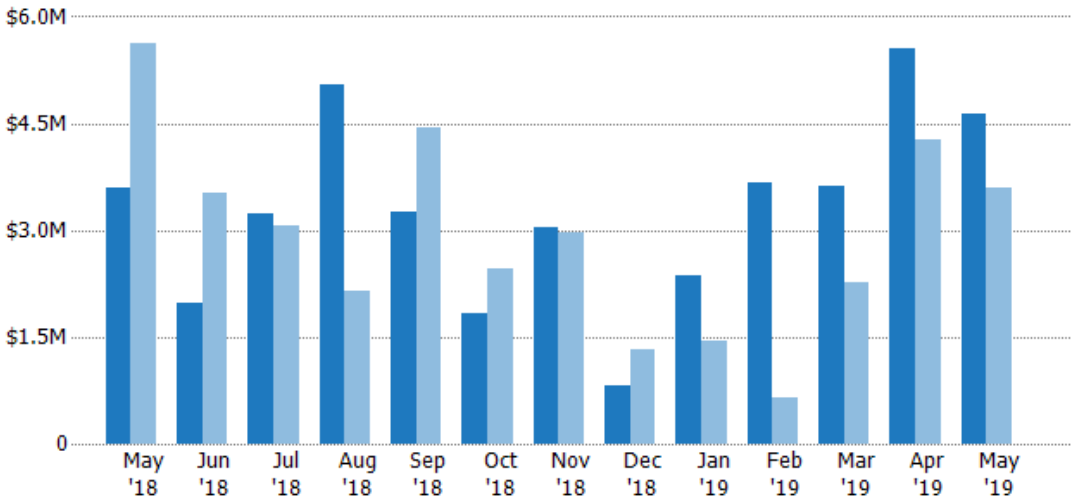
New Pending Sales Volume

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.
May '19	\$4.64M	29%
May '18	\$3.6M	-36%
May '17	\$5.62M	-22%

Pending Sales

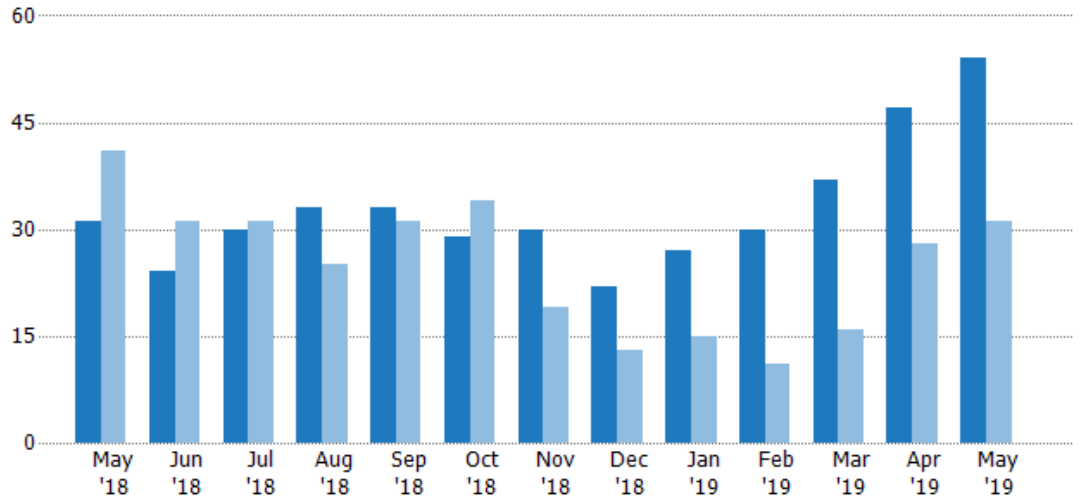
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
May '19	54	74.2%
May '18	31	-24.4%
May '17	41	0%



Current Year	31	24	30	33	33	29	30	22	27	30	37	47	54
Prior Year	41	31	31	25	31	34	19	13	15	11	16	28	31
Percent Change from Prior Year	-24%	-23%	-3%	32%	6%	-15%	58%	69%	80%	173%	131%	68%	74%

Pending Sales Volume

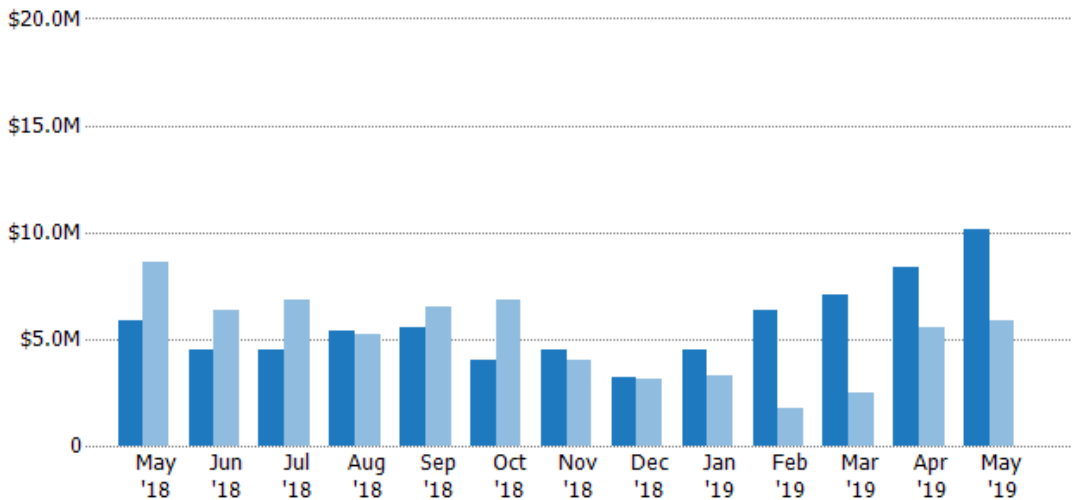
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
May '19	\$10.1M	73.3%
May '18	\$5.84M	-32.1%
May '17	\$8.59M	-13.7%



Current Year	\$5.84M	\$4.53M	\$4.47M	\$5.39M	\$5.54M	\$4.01M	\$4.47M	\$3.22M	\$4.49M	\$6.39M	\$7.09M	\$8.36M	\$10.1M
Prior Year	\$8.59M	\$6.31M	\$6.8M	\$5.25M	\$6.52M	\$6.82M	\$3.97M	\$3.11M	\$3.32M	\$1.76M	\$2.51M	\$5.55M	\$5.84M
Percent Change from Prior Year	-32%	-28%	-34%	3%	-15%	-41%	13%	4%	35%	262%	183%	51%	73%

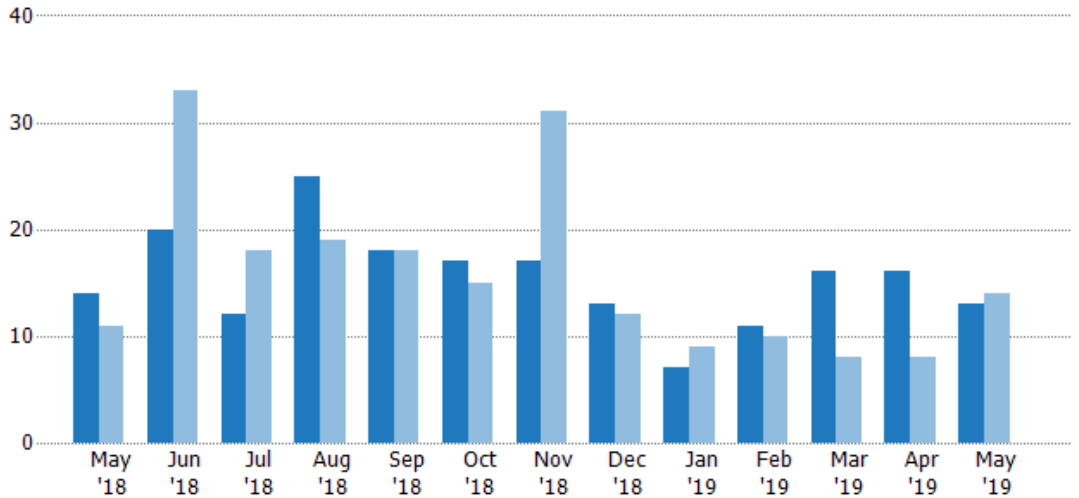
Closed Sales

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



	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	14	20	12	25	18	17	17	13	7	11	16	16	13
Prior Year	11	33	18	19	18	15	31	12	9	10	8	8	14
Percent Change from Prior Year	27%	-39%	-33%	32%	0%	13%	-45%	8%	-22%	10%	100%	100%	-7%

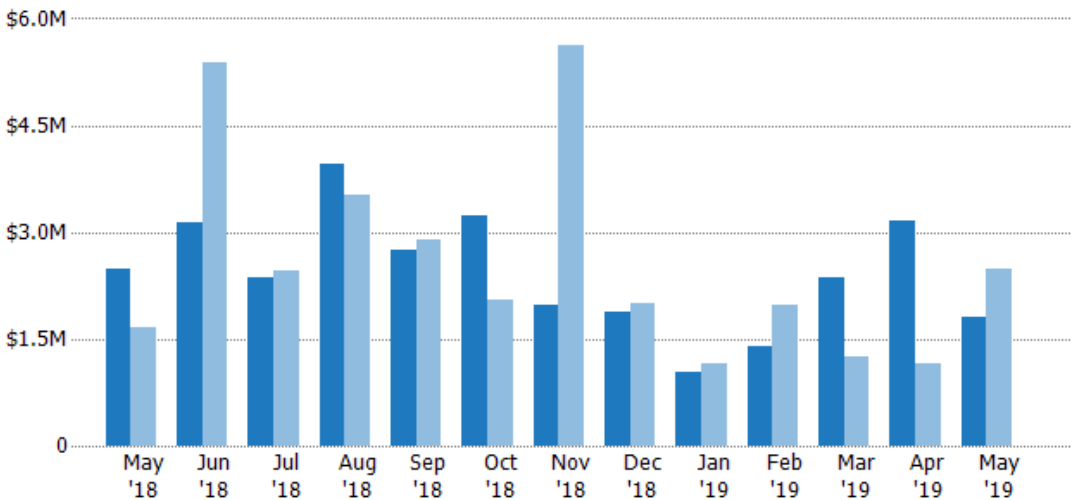
Closed Sales Volume

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



	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	\$2.49M	\$3.14M	\$2.37M	\$3.95M	\$2.74M	\$3.23M	\$1.98M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$3.15M	\$1.81M
Prior Year	\$1.67M	\$5.38M	\$2.47M	\$3.53M	\$2.9M	\$2.06M	\$5.63M	\$2.01M	\$1.16M	\$1.97M	\$1.25M	\$1.15M	\$2.49M
Percent Change from Prior Year	49%	-42%	-4%	12%	-6%	57%	-65%	-6%	-11%	-30%	90%	173%	-27%

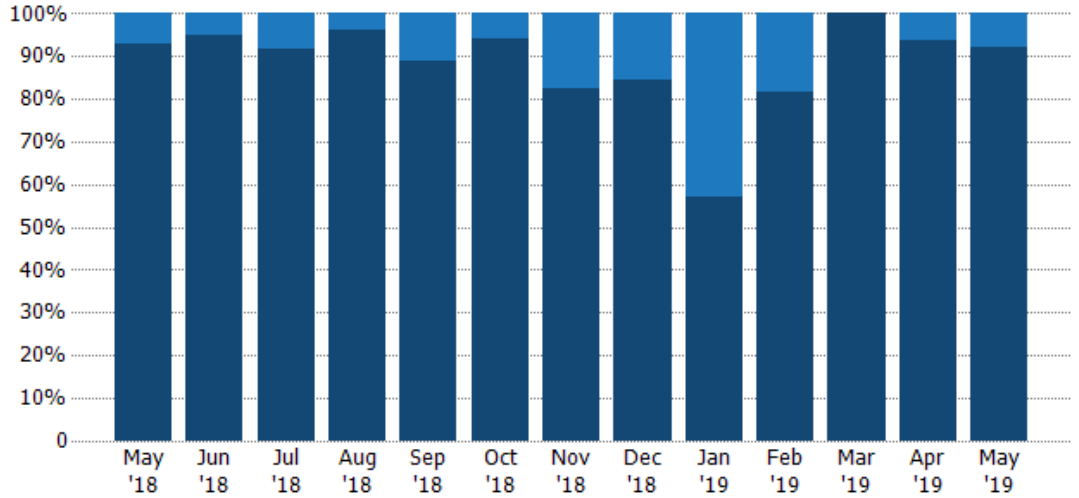
Closed Sales by Property Type

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



Condo/Townhouse	7%	5%	8%	4%	11%	6%	18%	15%	43%	18%	-	6%	8%
Single Family Residence	93%	95%	92%	96%	89%	94%	82%	85%	57%	82%	100%	94%	92%

Average Sales Price

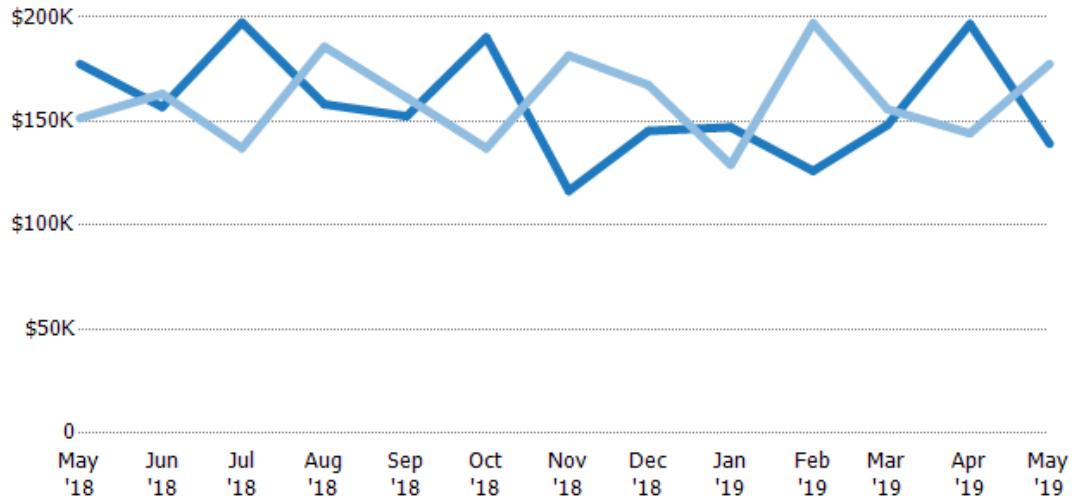
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
May '19	\$139K	-21.7%
May '18	\$178K	17.2%
May '17	\$151K	8.4%



Current Year	\$178K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K
Prior Year	\$151K	\$163K	\$137K	\$186K	\$161K	\$137K	\$182K	\$167K	\$129K	\$197K	\$156K	\$144K	\$178K
Percent Change from Prior Year	17%	-4%	44%	-15%	-6%	39%	-36%	-13%	14%	-36%	-5%	36%	-22%

Median Sales Price

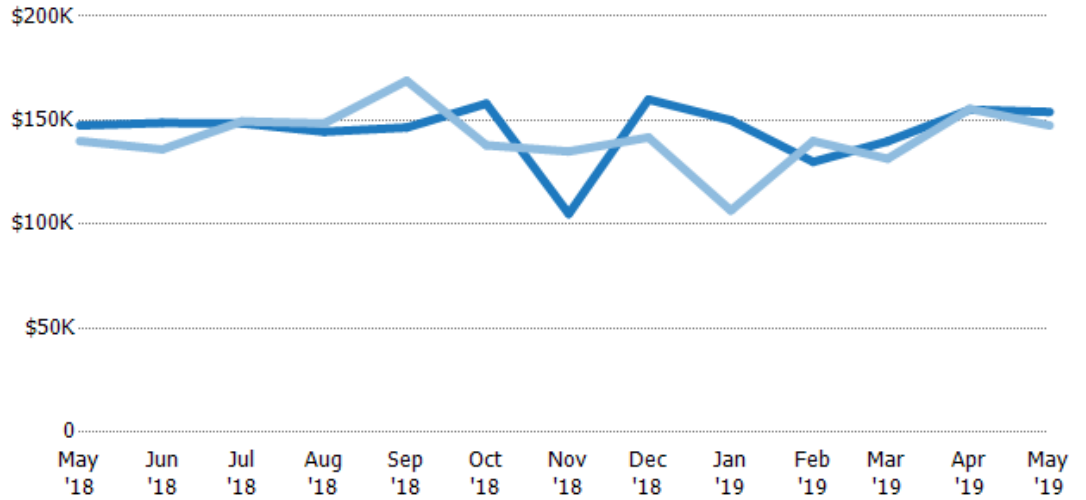
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
May '19	\$154K	4.4%
May '18	\$148K	5.4%
May '17	\$140K	4.6%



Current Year	\$148K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K
Prior Year	\$140K	\$136K	\$149K	\$149K	\$169K	\$138K	\$135K	\$142K	\$107K	\$140K	\$132K	\$156K	\$148K
Percent Change from Prior Year	5%	9%	-1%	-3%	-13%	14%	-22%	13%	41%	-7%	6%	0%	4%

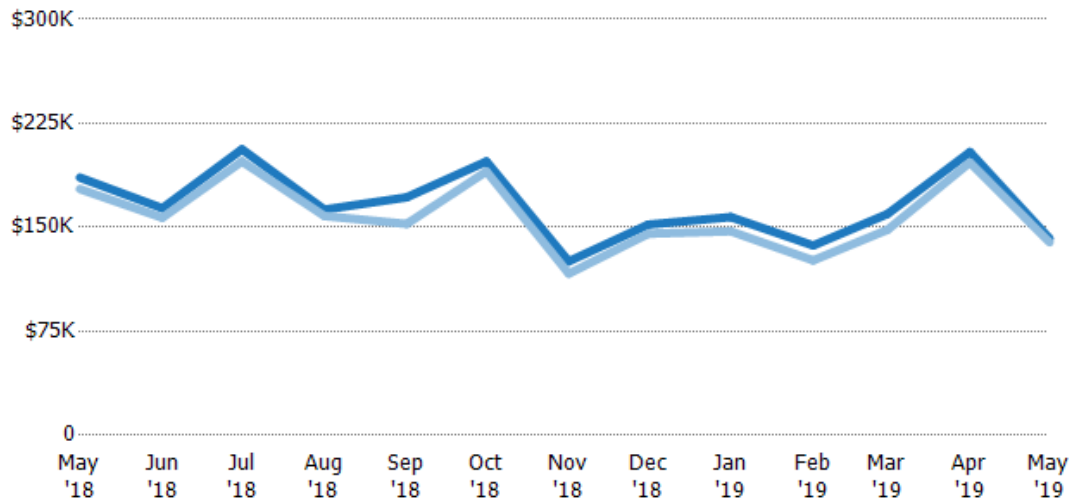
Average Sales Price vs Average Listing Price

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



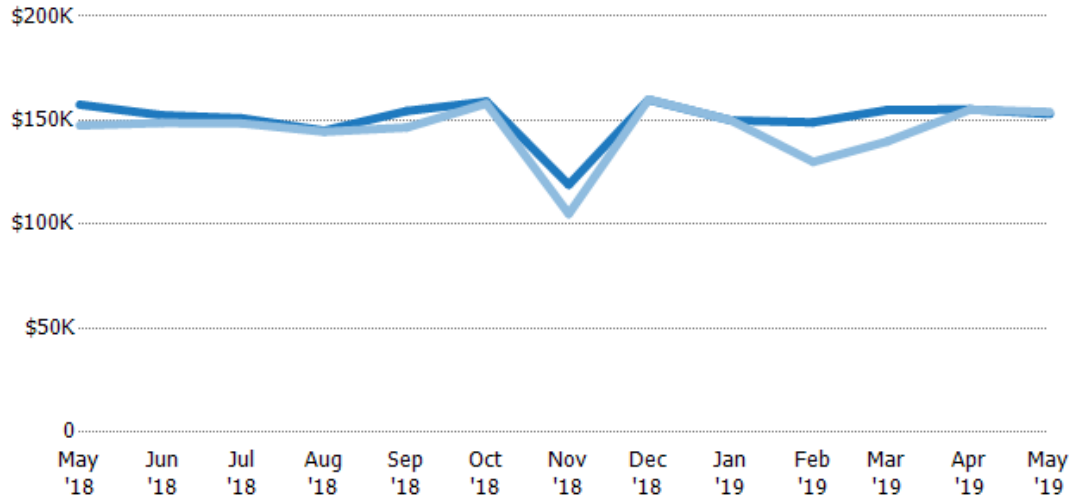
Avg List Price	\$186K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K
Avg Sales Price	\$178K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	97%	89%	96%	93%	96%	93%	92%	93%	96%	98%

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



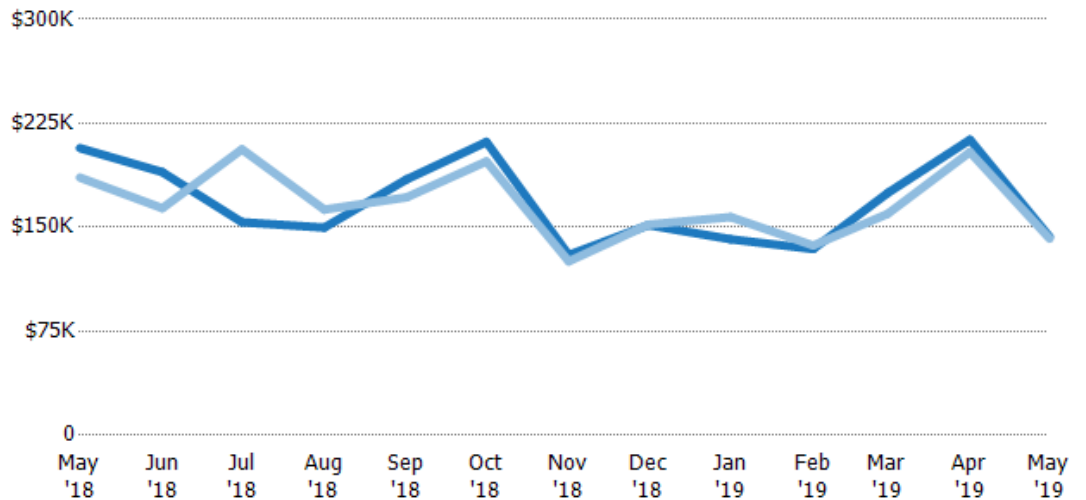
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$158K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K
Median Sales Price	\$148K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K
Med Sales Price as a % of Med List Price	94%	98%	98%	100%	95%	99%	88%	100%	100%	87%	90%	100%	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

ZIP: Rutland, VT 05701, Rutland, VT 05702
 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	\$207K	\$190K	\$154K	\$150K	\$185K	\$212K	\$130K	\$152K	\$141K	\$134K	\$175K	\$213K	\$143K
Avg Sales Price	\$186K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K
Avg Sales Price as a % of Avg Est Value	90%	86%	134%	109%	93%	93%	96%	100%	111%	102%	91%	96%	99%

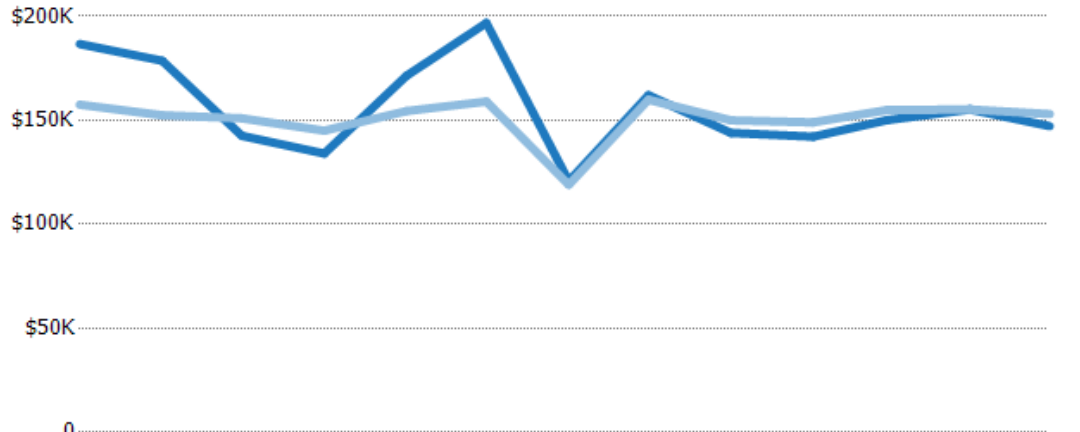
Median Sales Price vs Median Est Value

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



	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	\$179K	\$143K	\$134K	\$171K	\$197K	\$121K	\$162K	\$144K	\$142K	\$150K	\$155K	\$147K
Median Sales Price	\$158K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K
Med Sales Price as a % of Med Est Value	84%	85%	106%	108%	90%	81%	99%	99%	104%	105%	103%	100%	104%