

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+ / -	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+-	39	39	+	39	39	New Listing Count
+37.8%	\$6,137,448	\$8,457,600	+37.8%	\$6,137,448	\$8,457,600	New Listing Volume
	NA	NA	-6.4%	488	457	Active Listing Count
	NA	N/A	+15.7%	\$129,548,905	\$149,922,292	Active Listing Volume
+23.6%	\$265,469	\$328,058	+23.6%	\$265,469	\$328,058	Average Listing Price
+25.1%	\$179,900	\$225,000	+25.1%	\$179,900	\$225,000	Median Listing Price
5 -5.3%	160.5	152	-5.3%	160.5	152	Median Daysin RPR
-30.6%	12.2	8.5	-	_	_	Months of Inventory
+3.6%	8.2%	11.82%	+_	_	_	Absorption Rate
			: :			Sales Activity Charts Metrics
2 +53.1%	32	49	+53.1%	32	49	New Pending Sales Count
3 +52.4%	\$5,881,468	\$8,963,500	+52.4%	\$5,881,468	\$8,963,500	New Pending Sales Volume
	N/A	N/A	+106.8%	44	91	Pending Sales Count
	NA	N/A	+79.1%	\$9,259,568	\$16,582,599	Pending Sales Volume
-25.9%	54	40	-25.9%	54	40	Closed Sales Count
-44.3%	\$11,869,050	\$6,611,265	-44.3%	\$11,869,050	\$6,611,265	Closed Sales Volume
-24.8%	\$219,797	\$165,282	-24.8%	\$219,797	\$165,282	Average Sales Price
+9.3%	\$145,000	\$158,500	+9.3%	\$145,000	\$158,500	Median Sales Price

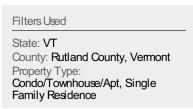


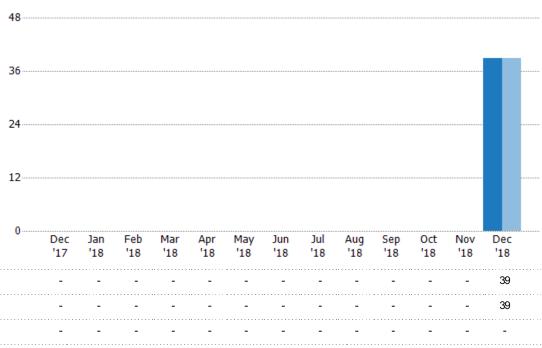




#### **New Listings**

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





### New Listing Volume

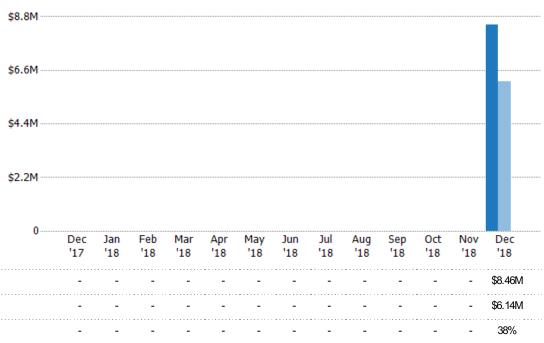
Current Year

PriorExtra Year

Prior Year

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

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



Current Year

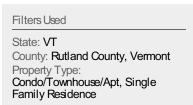
Percent Change from Prior Year

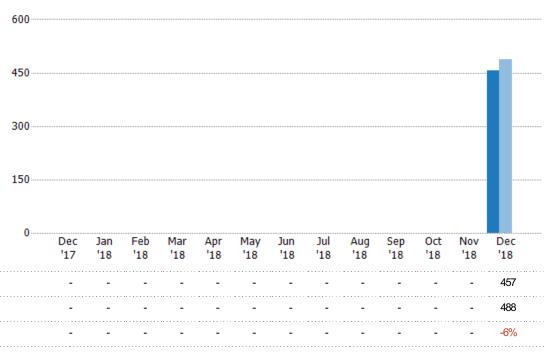




#### **Active Listings**

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





### **Active Listing Volume**

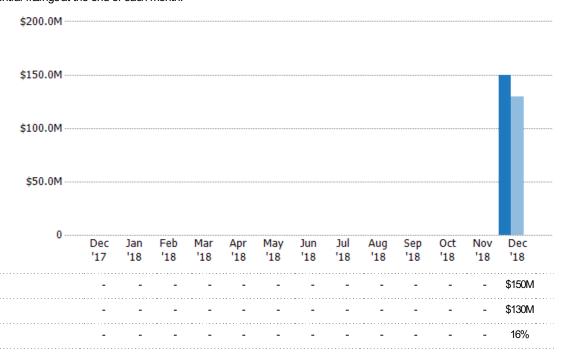
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



24%



# Market Data Report

### **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

\$300K												
\$200K												*********
\$100K												
0												
•								Aua				
Dec								Aug '18				
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18	Dec '18

### **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

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

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

0	0	0	κ	 	 				
0	0	0							
	0	0	Κ	 	 	 	 	 	 
0	0	0							
		Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov 1 17 18 18 18 18 18 18 18 18 18 18 18 18 18							
		Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov I '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	K	 	 	 	 	 	 
	17 18 18 18 18 18 18 18 18 18 18 18	\$							



Current Year
Prior Year

Percent Change from Prior Year





### 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	\$400K ······												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Talliny Foodonice	\$200K												
	\$100K												
	0												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
■ Avg Est Value													
Avg Est Value  Avg Listing Price	'17 - -											'18	'18

### 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

)K												
5K												
0												
U					May							De
Dec	Jan	Feb	Mar	Apr	May	Juli	301	Aug	эср	OCC		
Dec '17	Jan '18	Feb '18	Mar '18	'18	'18	'18	'18	'18	'18	'18	'18	
Dec '17	Jan '18	Feb '18	Mar '18	'18	'18	'18	'18	'18	'18	'18		'1
Dec '17	Jan '18 -	Feb '18	Mar '18	- -	'18 -	- -	- -	- -	- -		'18 -	'18 \$18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





### 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.

,	200												
Filters Used	200												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	152
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	161
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

### Months of Inventory

Percent Change from Prior Year

	20												
Filters Used													
State: VT													
County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	_												
	5												
	5												
	0												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	D
	0											Nov '18	D
Current Year	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct		





#### **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

20%	
15%	
10%	

5%

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	- -	-	-	-	- -	-	- -	-	18%
-	-	-	-	-	-	-	-	-	-	-	-	15%

### Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Rutland

Property Type: Condo/Townhous

Family Residence

_	500										
County, Vermont	375								 	 	
e/Apt, Single											
	250								 	 	
	125								 		
	125								 	 	
	123								 		
	123									Nov '18	Dec '18
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	 	Nov	Dec
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 -	May '18	Jun '18	Jul '18	 	Nov	Dec '18



Active Pending

Sold





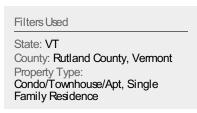
Current Year

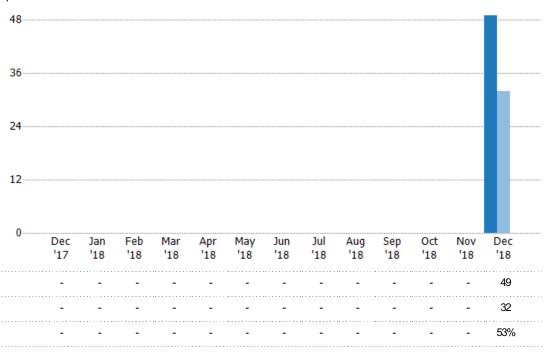
Prior Year

# Market Data Report

#### **New Pending Sales**

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



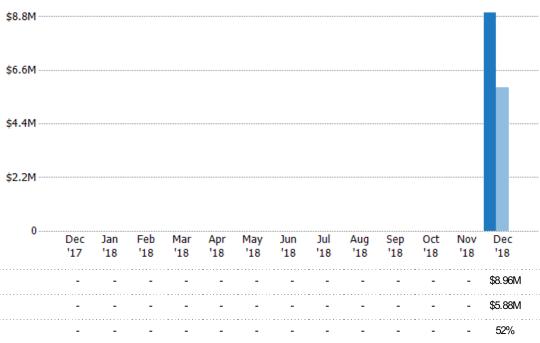


#### New Pending Sales Volume

Percent Change from Prior Year

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

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



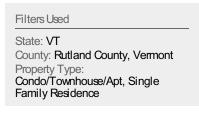
Current Year

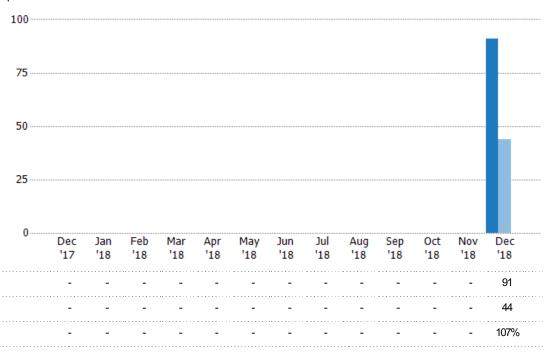
Percent Change from Prior Year



#### **Pending Sales**

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





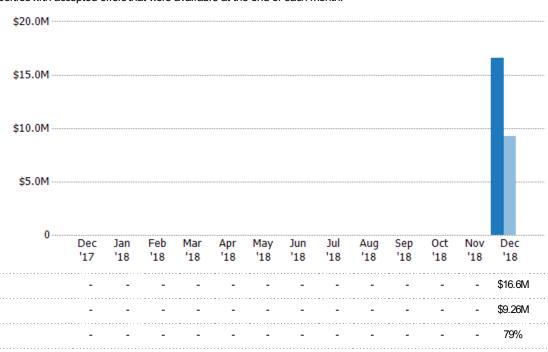
#### Pending Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

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

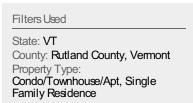
Percent Change from Prior Year

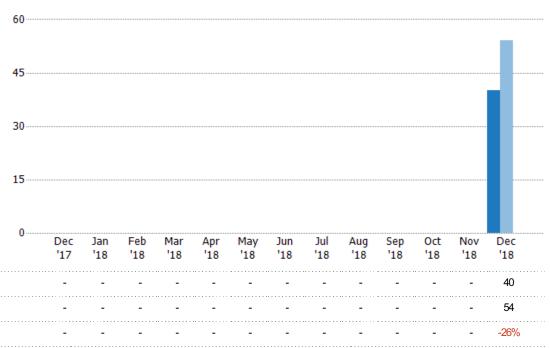




#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

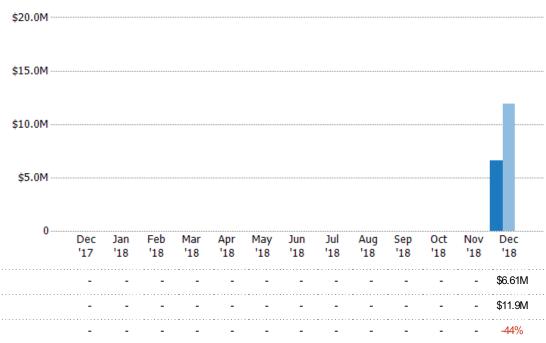
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





#### Closed Sales by Property Type

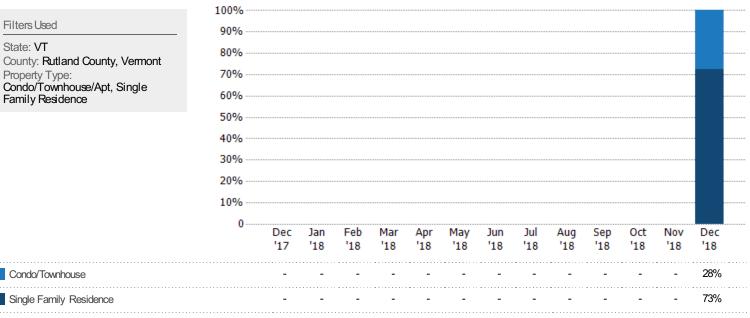
The percentage of residential properties sold each month by property type.

Filters Used

State: VT

County: Rutland County, Vermont

Family Residence



#### **Average Sales Price**

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

\$75K

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

\$300K \$225K \$150K

Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '18 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 Current Year \$165K Prior Year \$220K -25% Percent Change from Prior Year





Current Year
Prior Year

# Market Data Report

#### **Median Sales Price**

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

Filters Used	\$200K
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
,	\$100K

\$200K												
\$150K												
\$100K												
\$50K												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	_	-	-	-	-	-	-	-	-	\$159K
-	-	-	-	-	-	-	-	-	-	-	-	\$145K
-	-	-	-	-	-	-	-	-	-	-	-	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.

\$200K

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

0K										
0K	 	 								•••••
-						Aua				
Dec		Apr '18	May '18	Jun '18	Jul '18	Aug '18			Nov '18	De
Dec		Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18	De:
Dec		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18



Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

# Market Data Report

### 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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18		Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$164K
-	-	-	-	-	-	-	-	-	-	-	-	\$159K
-	-	-	-	-	-	-	-	-	-	-	-	97%

### 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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

)K				 	 	 	 	•••••
K				 	 	 	 	
Dec	Jan	Feb	Mar	May '18			Nov	••••
Dec	Jan	Feb						



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

# Market Data Report

#### 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

Med Sales Price as a % of Med Est Value

50K										
.30K										
.00K										
550K	 									
0	 									De
0 Dec	 	 Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	De '18
0 Dec	 	 Apr '18 -		Jun '18 -	Jul '18 -	Aug '18	Sep '18 -	0ct '18	Nov '18	De:



