

## 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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	64	68	-5.9%	64	68	-5.9%
New Listing Volume	\$16,695,050	\$14,437,155	+15.6%	\$16,695,050	\$14,437,155	+15.6%
Active Listing Count	478	645	-25.9%	478	645	-25.9%
Active Listing Volume	\$134,584,269	\$176,180,742	-23.6%	\$134,584,269	\$176,180,742	-23.6%
Average Listing Price	\$281,557	\$273,148	+3.1%	\$281,557	\$273,148	+3.1%
Median Listing Price	\$199,000	\$184,900	+7.6%	\$199,000	\$184,900	+7.6%
Median Daysin RPR	190.5	215	-11.4%	190.5	215	-11.4%
Months of Inventory	_	_	-	16.5	15	+9.9%
Absorption Rate	_	_	+_	6.07%	6.67%	-0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	37	53	-30.2%	37	53	-30.2%
New Pending Sales Volume	\$5,553,900	\$9,575,948	-42%	\$5,553,900	\$9,575,948	-42%
Pending Sales Count	70	100	-30%	70	100	-30%
Pending Sales Volume	\$13,999,950	\$19,035,114	-26.5%	\$13,999,950	\$19,035,114	-26.5%
Closed Sales Count	31	29	+6.9%	31	29	+6.9%
Closed Sales Volume	\$5,952,600	\$4,223,200	+40.9%	\$5,952,600	\$4,223,200	+40.9%
Average Sales Price	\$192,019	\$145,628	+31.9%	\$192,019	\$145,628	+31.9%
Median Sales Price	\$150,000	\$134,900	+11.2%	\$150,000	\$134,900	+11.2%

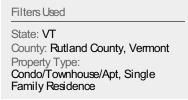


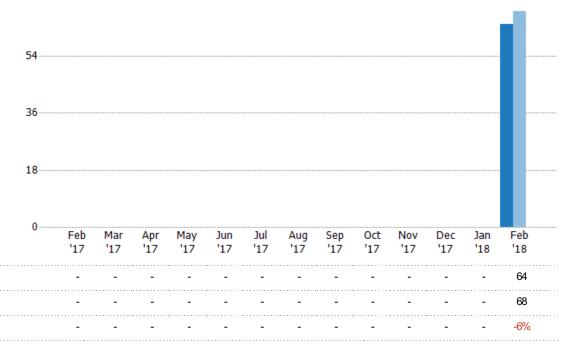




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.





#### New Listing Volume

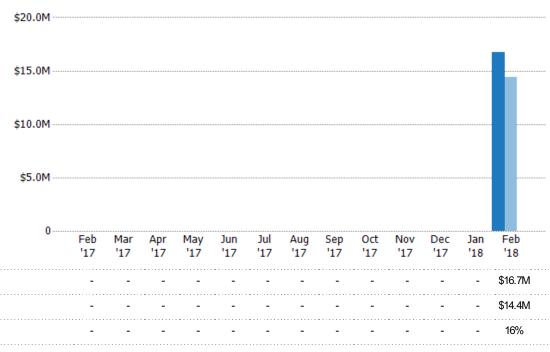
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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



Current Year

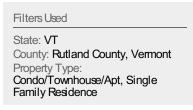
Percent Change from Prior Year

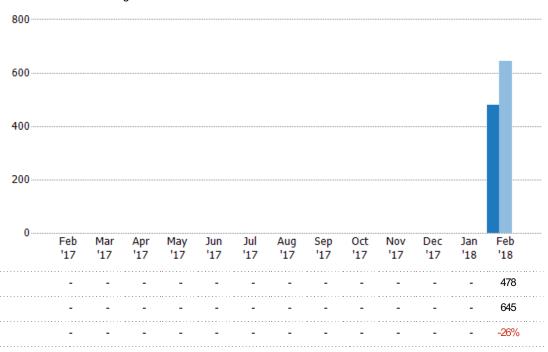




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





#### **Active Listing Volume**

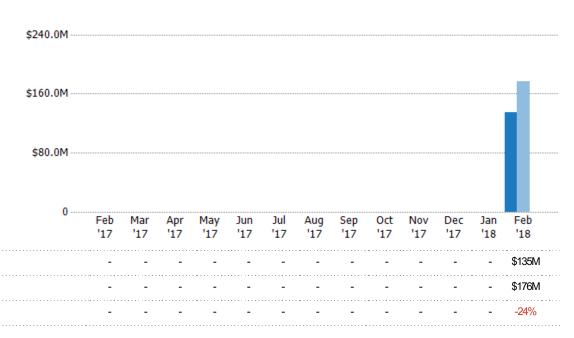
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





Current Year

Percent Change from Prior Year





#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,	\$150K												
	\$75K												
	\$75K												•••••••••••••••••••••••••••••••••••••••
	0												
	\$75K 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb
Current Year	0 Feb		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17				
Current Year Prior Year	0 Feb		Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	Oct '17				'18

#### **Median Listing Price**

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$200K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K



Prior Year

Percent Change from Prior Year



\$185K



#### 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:	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	#7EV												
	\$75K												************
	\$75K												
	\$75K												
	0 Feb	Mar	Apr	May		Jul		Sep	0ct	Nov	Dec	Jan	Feb
	0				Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	0 Feb	Mar	Apr	May			Aug '17	Sep '17					
Avg Est Value Avg Listing Price	0 Feb	Mar	Apr '17	May		'17	Aug '17 -	Sep '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

\$200K												
\$150K												
\$100K												
\$50K												
_			May '17									Feb
'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 	'18 -	'18 \$186K
-	_	-	-	-	-	-	-	-	-	-	-	\$199K
-	-	-	-	-	-	-	-	-	-	-	- -	107%



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.

ilters Used												
otate: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single amily Residence	225						 					
	150						 					
	75						 					
	75						 					
	75											
	75 0 Feb '17											Fi '1
Current Year	0 Feb	Mar	Apr	May	Jun			0ct	Nov	Dec	Jan	F
Current Year Prior Year	0 Feb '17	Mar '17 -	Apr '17	May '17 -	Jun '17 -	Jul '17 -	 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	F ': 1

### Months of Inventory

	30												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
		Mar	Apr	May	lun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	Feb '17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year			'17 -	'17				'17 -	'17 -	'17 -	'17 -	'18 -	
Current Year Prior Year			'17 -	'17 -				'17	'17 - -	'17 - -	'17 - -		'18





### **Absorption Rate**

Family Residence

The percentage of inventory sold per month.

Filters Used

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



	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

500

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

375												
250												
125												
•			May '17									
-	- 17	-	-	- 17	- 17	-	- 17	-	-	-	-	'18 478
-	-	-	-	-	-	-	-	-	-	-	-	70



Active Pending

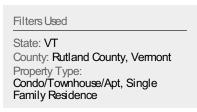
Sold

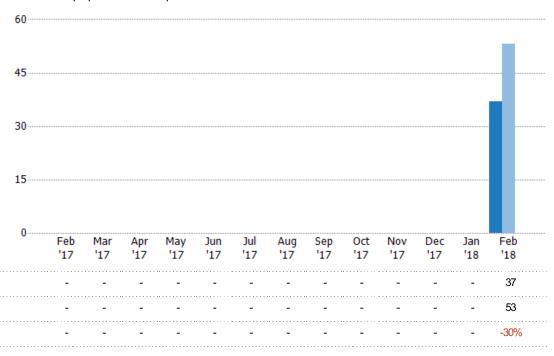




#### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





#### New Pending Sales Volume

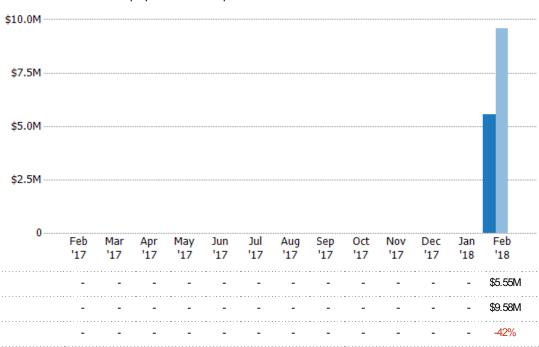
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome 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

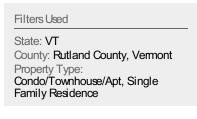
Percent Change from Prior Year

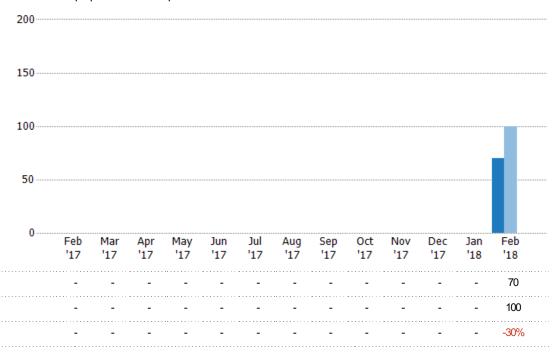




#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





#### Pending Sales Volume

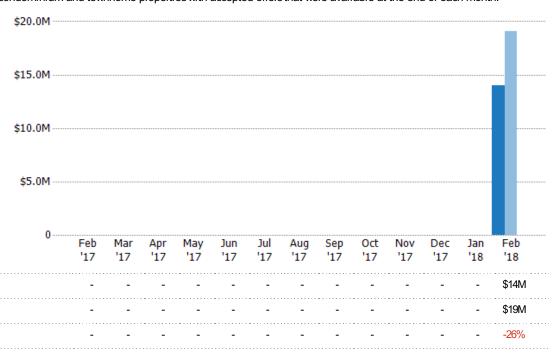
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

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



Current Year

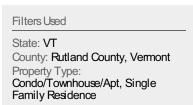
Percent Change from Prior Year

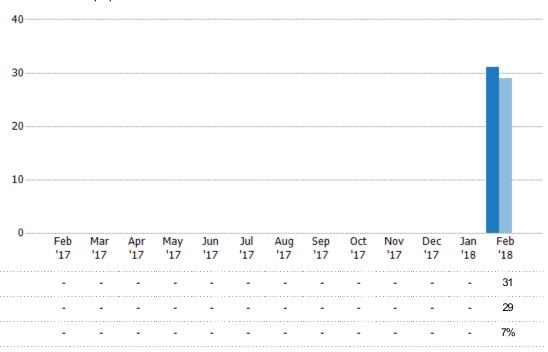




#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.





#### **Closed Sales Volume**

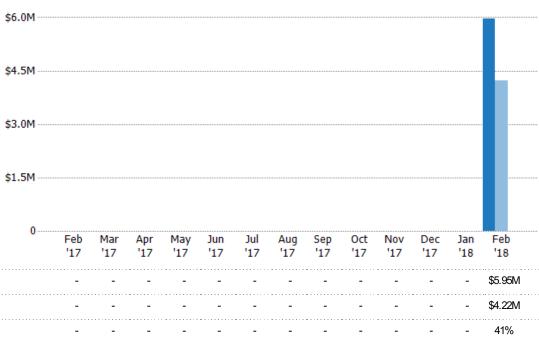
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome 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

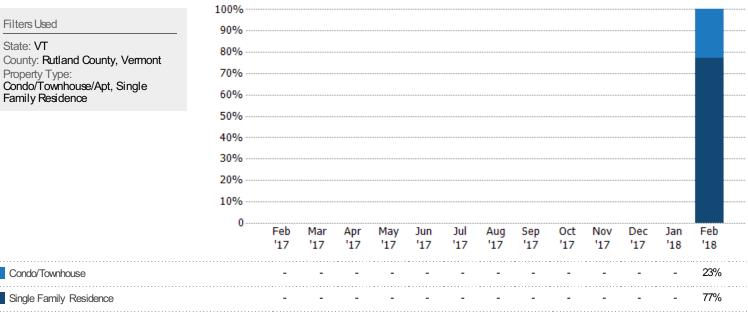
The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

State: VT

County: Rutland County, Vermont

Family Residence



#### **Average Sales Price**

The average sales price of the single-family, condominium and townhome properties sold each month.

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

\$200	0K												
\$150	0K												
\$100	0K		•••••										
\$5	0K												
	-			May '17								Jan	Feb '18
	-	-	-	-	-	- -	-	-	-	-	-	-	\$192K
	-	-	-	-	-	-	-	-	-	-	-	-	\$146K
	-	-	-	-	-	-	-	-	-	-	-	-	32%



Current Year Prior Year

Percent Change from Prior Year





#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$200K ······												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%

#### 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	\$300K
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$150K
	\$75K

	[]													
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$208K	
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$192K	
Ava Sales Price as a % of Ava List Price	-	-	-	-	-	-	-	-	-	-	-	-	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

\$200K												
\$150K												
\$100K												
\$50K												
_			May '17						Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-		-	-	-	\$175K
-	-	-	-	-	-	-	- -	-	-	-	-	\$150K
_	-	-	_	-	-	-	-	-	-	-	-	86%

#### 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

Median List Price

Median Sales Price

0K									
5V									
5K									
0Feb Mar	pr May		Aug '17					Jan	Feb '18
Feb Mar	pr May 17 '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18



Avg Est Value

Avg Sales Price





#### 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.

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$200K ·····												
\$150K ·····												
\$100K												
\$50K												
0 Feb	Mar										Jan	Feb
'17	'17	'17	May '17	'17		'17	'17	'17				'18
-	-	<b>-</b>	-	<b>-</b>	<b>-</b>	<b>-</b>	-	-	-	<b>-</b>	<del>-</del>	\$124K
-	-	<b>-</b>	-	<b>-</b>	-	<b>-</b>	-	-	-	-	<b>-</b>	\$175K
-	-	-	-	-	-	-	-	-	-	-	-	142%



