

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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	113	107	+5.6%	113	107	+5.6%
New Listing Volume	\$29,454,020	\$27,016,550	+9%	\$29,454,020	\$27,016,550	+9%
Active Listing Count	579	673	-14%	579	673	-14%
Active Listing Volume	\$163,434,624	\$184,163,237	-11.3%	\$163,434,624	\$184,163,237	-11.3%
Average Listing Price	\$282,271	\$273,645	+3.2%	\$282,271	\$273,645	+3.2%
Median Listing Price	\$209,000	\$182,500	+14.5%	\$209,000	\$182,500	+14.5%
Median Daysin RPR	91	122	-25.4%	91	122	-25.4%
Months of Inventory	_	_	-	9.8	10	-2.3%
Absorption Rate	_	_	+_	10.19%	9.96%	+0.2%
Sales Activity Charts Metrics					•••••	
New Pending Sales Count	64	69	-7.2%	64	69	-7.2%
New Pending Sales Volume	\$11,222,100	\$13,103,098	-14.4%	\$11,222,100	\$13,103,098	-14.4%
Pending Sales Count	103	124	-16.9%	103	124	-16.9%
Pending Sales Volume	\$20,103,100	\$26,901,553	-25.3%	\$20,103,100	\$26,901,553	-25.3%
Cloæd Sales Count	43	59	-27.1%	43	59	-27.1%
Closed Sales Volume	\$9,036,523	\$9,576,449	-5.6%	\$9,036,523	\$9,576,449	-5.6%
Average Sales Price	\$210,152	\$162,313	+29.5%	\$210,152	\$162,313	+29.5%
Median Sales Price	\$170,000	\$148,000	+14.9%	\$170,000	\$148,000	+14.9%

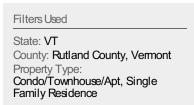


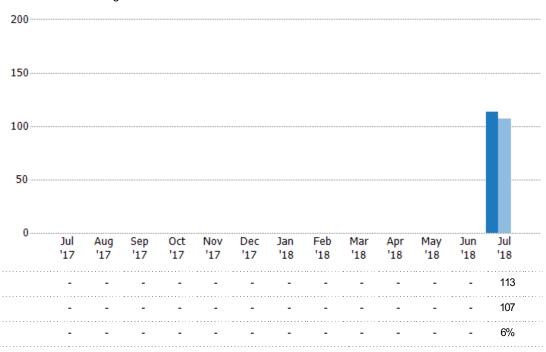




New Listings

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





New Listing Volume

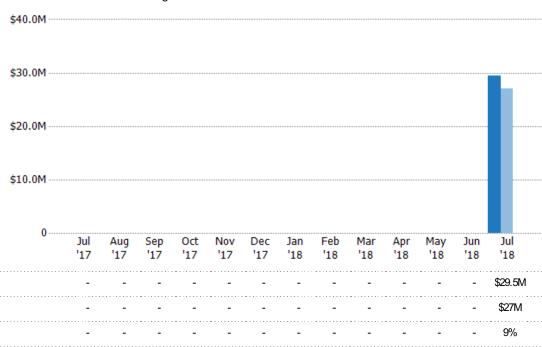
Percent Change from Prior Year

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

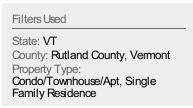
Percent Change from Prior Year

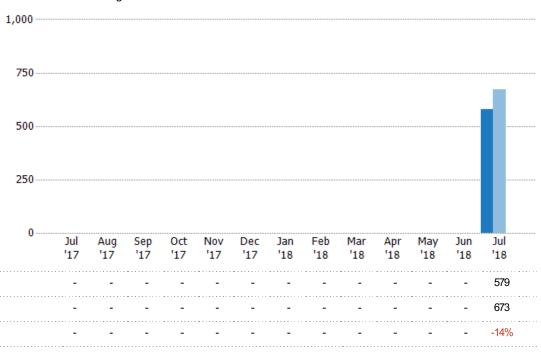




Active Listings

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





Active Listing Volume

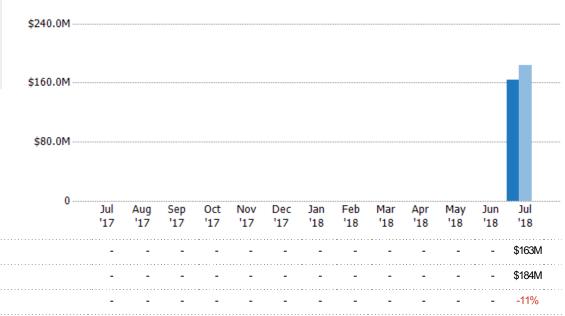
Percent Change from Prior Year

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

\$274K



Market Data Report

Average Listing Price

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

	\$300K												
State: VT County: Rutland County, Vermont Property Type:	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	 Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	_	- · · · · · · · · · - · · · · -		- -	- · · · · · · · · · · · · · · · · · · ·	_	_		-	_	- · · · · · · · · · · · · · · · · · · ·		\$282K

Median Listing Price

Percent Change from Prior Year

Percent Change from Prior Year

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

Current Year	- -	-	- -	-	-	-	-	-	-	-	-	-	\$209
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Ju
	0												
	\$75K												
	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
State: VT County: Rutland County, Vermont	\$225K												
Filters Used													
=14 11 1	\$300K ······												





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

\$300K

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

5K												
OLC.												
UK												
5K												
5K												
0												
0 Jul		Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
0 Jul	Aug	Sep	0ct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '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.

Filters Used	200												•••••
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												•••••
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	91
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	122
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used	20												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	8.51
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.83
Percent Change from Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	9%







Absorption Rate

The percentage of inventory sold per month.

State: VT County: Rutland County, Vermont

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

15%	

10%

0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-		-		-				-		12%
-	-	-	-	-	-	-	-	-	-	-	-	13%
_	-	_	_	_	_		_	-	- -	_		1%

Active/Pending/Sold Units

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

600

Fil	ltare	ı	haal	

Current Year Prior Year

Change from Prior Year

FIITERS Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
r army neadence	300												
	150												
	0												
	Jul		Sep	0ct			Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	579
Pending	-	-	-	-	-	-	-	-	-	-	-	-	103
Sold	-	-	-	-	-	-	-	-	-	-	-	-	43





Current Year

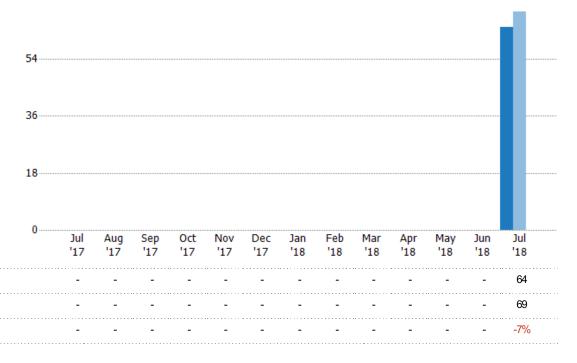
Prior Year

Market Data Report

New Pending Sales

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



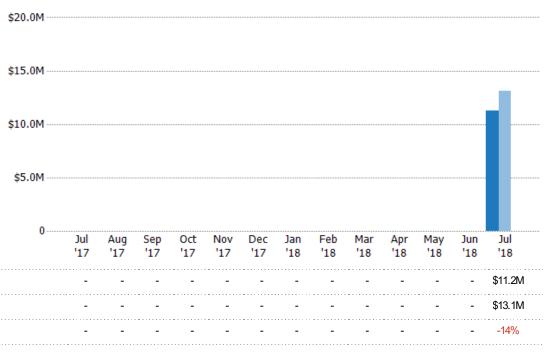


New Pending Sales Volume

Percent Change from Prior Year

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



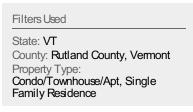
Current Year

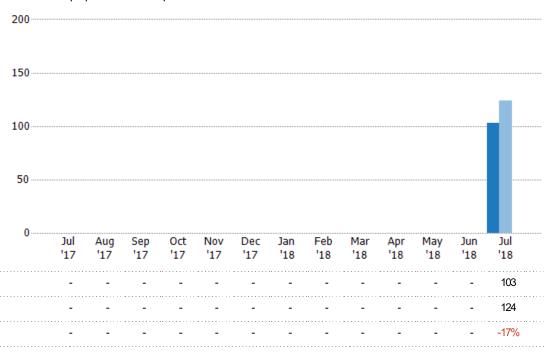
Percent Change from Prior Year



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

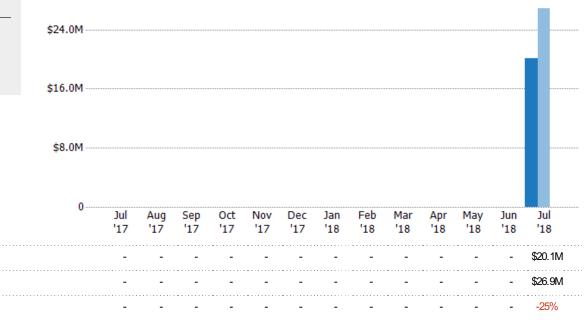
Percent Change from Prior Year

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.





Current Year

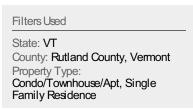
Percent Change from Prior Year

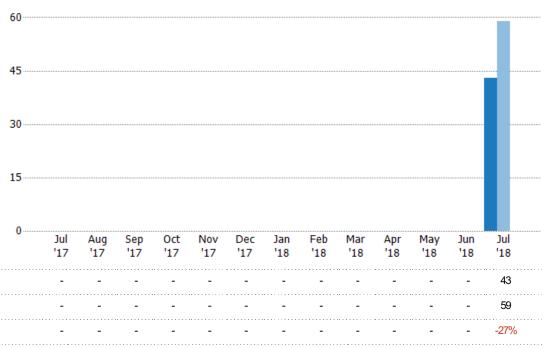




Closed Sales

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





Closed Sales Volume

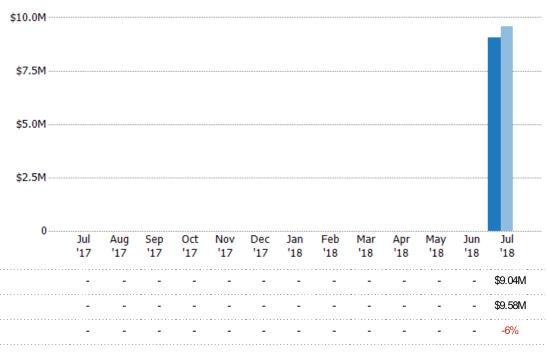
Percent Change from Prior Year

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



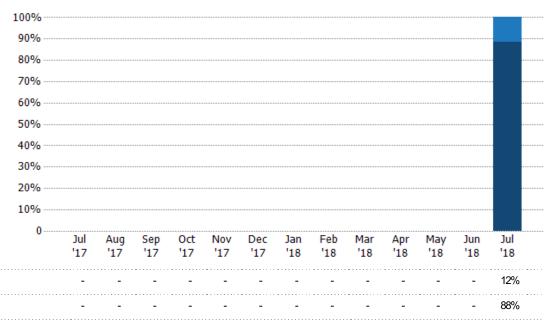
Closed Sales by Property Type

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

Filters Used State: VT

County: Rutland County, Vermont

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$75K

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

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

0 Aug Jul Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$210K \$162K 29%

Current Year

Percent Change from Prior Year

Prior Year



8/30/2018

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Median Sales Price

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

	0 Jul	Aug	Sep				May	Jul
	\$50K			 	 	 	 	
Condo/Townhouse/Apt, Single Family Residence	\$100K			 		 	 	
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K			 	 	 	 	
Filters Used	\$200K ······			 	 	 	 	

	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-			=			-	-	\$170K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

0	0	0	0K	75K O Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18	•		0ct '17	Nov '17								1ul
Jul Δug Sen Oct Nov Dec Jan Feh Mar Δnr Mav Jun Jul	0	75K	0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul	0	•				Dec	Jan	Feb	Mar	Apr	May	Jun	1ul
0		75K	0K	75K	0	 										
	75K		0K	i0K												

	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-		-	-	-	\$219K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%



\$179K

\$170K

95%



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

\$100K \$50K		\$150K	 	 	 	 	 	
\$50K		\$100K	 	 	 		 	
	0							

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.

\$300K

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

\$150K										
42501										
\$75K		 	 							
•	Aug									 Jul
•	Aug '17									Jul '18
•				Jan '18 -	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul
•				Jan '18 -	Feb '18		Apr '18	May '18	Jun '18	Jul '18



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

\$150K												•••••
\$100K												
\$50K												
0 Jul '17	Aug '17				Dec '17			Mar '18	Apr	May	Jun	Jul '18
Jul								Mar	Apr	May '18	Jun	Jul '18
Jul		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18 - -	Apr '18 -	May '18 -	Jun '18	Jul '18



