

# 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	+/-	Jul 2017	Jul 2018	Key Metrics
						isting Activity Charts Metrics
+3.7%	27	28	+3.7%	27	28	New Listing Count
+14.4%	\$4,408,400	\$5,045,050	+14.4%	\$4,408,400	\$5,045,050	New Listing Volume
-15.9%	145	122	-15.9%	145	122	Active Listing Count
-11.8%	\$31,124,530	\$27,443,400	-11.8%	\$31,124,530	\$27,443,400	Active Listing Volume
+4.8%	\$214,652	\$224,946	+4.8%	\$214,652	\$224,946	Average Listing Price
+24.2%	\$149,900	\$186,250	+24.2%	\$149,900	\$186,250	Median Listing Price
-27.5%	100	72.5	-27.5%	100	72.5	Median Days in RPR
+40.2%	4.8	6.8	-	_	-	Months of Inventory
-5.9%	20.69%	14.75%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+33.3%	18	24	+33.3%	18	24	New Pending Sales Count
+7.6%	\$3,051,900	\$3,282,400	+7.6%	\$3,051,900	\$3,282,400	New Pending Sales Volume
-3.1%	32	31	-3.1%	32	31	Pending Sales Count
-35.1%	\$7,019,250	\$4,554,200	-35.1%	\$7,019,250	\$4,554,200	Pending Sales Volume
-27.8%	18	13	-27.8%	18	13	Cloæd Sales Count
+2.5%	\$2,467,050	\$2,529,900	+2.5%	\$2,467,050	\$2,529,900	Closed Sales Volume
+42%	\$137,058	\$194,608	+42%	\$137,058	\$194,608	Average Sales Price
+0.4%	\$149,450	\$150,000	+0.4%	\$149,450	\$150,000	Median Sales Price





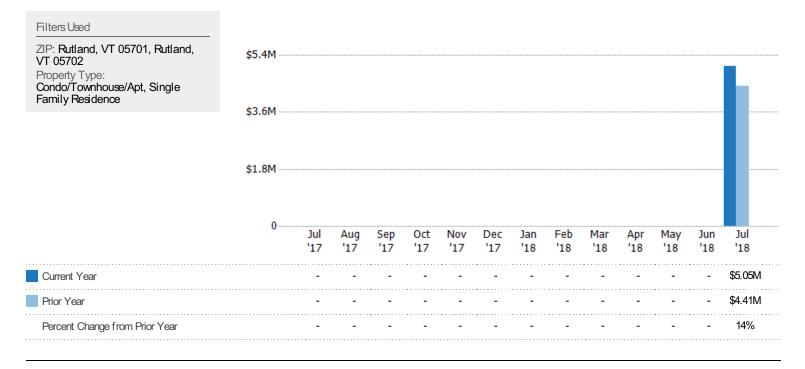
#### New Listings

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

Filters Used	40													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	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		-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	27
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4%

#### New Listing Volume

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





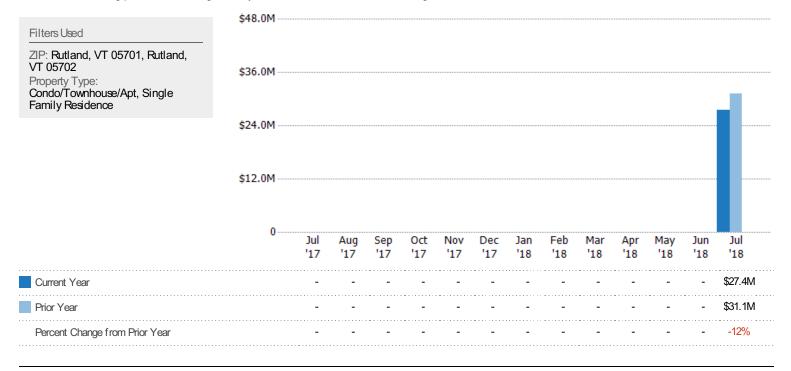
### Active Listings

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

Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	240													
	80													
	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		-	-	-	-	-	-	-	-	-	-	-	-	122
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	145
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-16%

#### Active Listing Volume

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





#### Average Listing Price

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

Current Year Prior Year	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 \$225k \$215k
			Sep '17									Jun	
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Rutland, VT 05701, Rutland, VT 05702	\$225K												
Filters Used													

# Median Listing Price

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

Percent Change from Prior Year													24%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
	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
	\$50K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type:	\$150K												
Filters Used													





# 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.

	\$300K												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jul	Aug	Sep	0ct		Dec		Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	111%

#### 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.

	\$200K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec		Feb		Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





#### 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 ZIP: Rutland, VT 05701, Rutland, VT 05702 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	-	-	-	-	-	-	-	-	-	-	-	-	72.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	100
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-28%

#### Months of Inventory

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

Filters Used	20												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0	A	Con	0.4	Neur	Dec	1	<b>Fab</b>	Mar	Ann	Mass	lus	
	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	-	-	-	-	-	-	-	-	-	-	-	-	6.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.26
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	43%





#### 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	30%												
	10%												
	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	_	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

### Active/Pending/Sold Units

The number of single-family, condominium and townhome 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	150												
	100												
	50												
	50												
	50												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	0												Jul '18
Active	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Active Pending	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	'18
	0 Jul '17 -	Aug	Sep '17	0ct '17	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	'18 122





#### New Pending Sales

The number of single-family, condominium and townhome 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	24													
	8													
	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		-	-	-	-	-	-	-	-	-	-	-	-	24
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	18
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33%

#### New Pending Sales Volume

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

Filters Used	\$4.0M														
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M														
	\$2.0M														
	\$1.0M														
	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	
		17	17	17	17	17	17	10	10	10	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.28N	1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.05N	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%	





# Pending Sales

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

	40													
Filters Used														
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	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
		17	17	17		17	17	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	32
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%

#### Pending Sales Volume

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.

Filters Used	\$8.0M ······														
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$6.0M														
	\$4.0M														
	\$2.0M														
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$4.55M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.02M	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%	



### Closed Sales

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

Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	24													
	8													
	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		-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	18
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-28%

# **Closed Sales Volume**

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

Filters Used															
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M														
Family Residence	\$1.6M														
	\$0.8M														
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.53M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.47M	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%	



### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Rutland, VT 05701, Rutland, VT 05702	80%														
Property Type:	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct		Dec		Feb	Mar	-	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	8%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	92%	

# Average Sales Price

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

	\$200K												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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
<b>—</b> • • • •													<b>.</b>
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$195ł
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$137k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	42%





### Median Sales Price

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

	\$200K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	0												
	Jul	Aug	Sep	Oct				Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

#### 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 ······												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Jul	Aug	Son	0.4	Nov	Dec	lan	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	Nov '17	'17	Jan '18	'18	Mar '18	Apr '18	May '18	'18	18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%





# Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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
							10	10	10	10	10	10	
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Avg Est Value													\$120K
	-	-		-	-	-	-	-	-	-	-	-	φīzur
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Avg Sales Price as a % of Avg Est Value		-			-	-	-	-	-	-	-	-	169%





# 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.

	\$200K ······												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	φυσιτ												
	0 Jul			Oct	Nov	Dec	Jan	Feb	Mar		May	Jun	Jul
	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18
Median Est Value								-					\$128K
<u> </u>													
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	121%

