

Summary of Key Listing and Sales Metrics

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

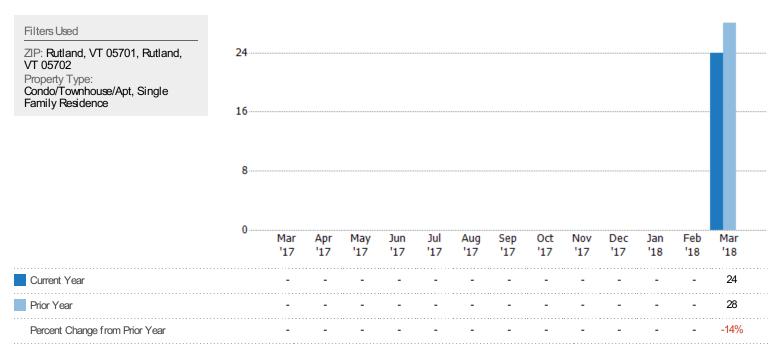
+/-	YTD 2017	YTD 2018	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
-14.3%	28	24	-14.3%	28	24	New Listing Count
-1.7%	\$5,335,460	\$5,242,400	-1.7%	\$5,335,460	\$5,242,400	New Listing Volume
-23%	122	94	-23%	122	94	Active Listing Count
-29.2%	\$26,066,060	\$18,445,500	-29.2%	\$26,066,060	\$18,445,500	Active Listing Volume
-8.2%	\$213,656	\$196,229	-8.2%	\$213,656	\$196,229	Average Listing Price
+7.2%	\$148,750	\$159,450	+7.2%	\$148,750	\$159,450	Median Listing Price
-40%	206.5	124	-40%	206.5	124	Median Days in RPR
-13.3%	6.8	5.9	-	_	-	Months of Inventory
+2.3%	14.75%	17.02%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+6.7%	15	16	+6.7%	15	16	New Pending Sales Count
+13.5%	\$2,145,300	\$2,435,600	+13.5%	\$2,145,300	\$2,435,600	New Pending Sales Volume
-13%	23	20	-13%	23	20	Pending Sales Count
-5%	\$3,325,600	\$3,158,900	-5%	\$3,325,600	\$3,158,900	Pending Sales Volume
-50%	16	8	-50%	16	8	Closed Sales Count
-57.2%	\$2,913,150	\$1,246,100	-57.2%	\$2,913,150	\$1,246,100	Closed Sales Volume
-14.4%	\$182,072	\$155,763	-14.4%	\$182,072	\$155,763	Average Sales Price
-16.5%	\$157,450	\$131,500	-16.5%	\$157,450	\$131,500	Median Sales Price





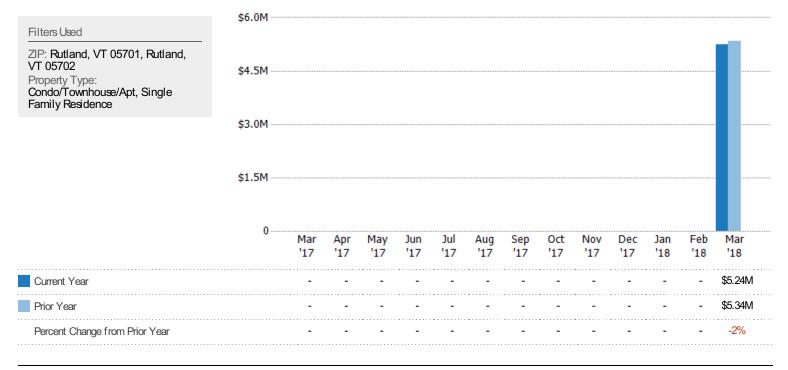
New Listings

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



New Listing Volume

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



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Active Listings

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

Filters Used	200													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Mar	Apr	May	Jun	Jul	Aug '17	Sep	0ct '17	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	94
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	122
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%

Active Listing Volume

The sum of the listing price 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	\$24.0M													
Family Residence	\$16.0M ······													
	\$8.0M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$18.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.1M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%



Average Listing Price

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

Filters Used	\$300K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	A	M	1	1 l	A	C	0.4	N	D	1	5- L	
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

Median Listing Price

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

\$150K												
\$100K												
\$50K												
0		M										
Mar '17	Арг '17	May '17	Jun '17	Jui '17	4ug '17	Sep '17	'17	17	Dec '17	Jan '18	'18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$159K
-	-	-	-	-	-	-	-	-	-	-	-	\$149K
	• • • • • • • • • • • •	• • • • • • • • • • • • •	• • • • • • • • • • • •			• • • • • • • • • • • • •						
	\$100K \$50K 0 Mar	\$150K \$100K \$50K 0 Mar Apr	\$150K \$100K \$50K 0 Mar Apr May	\$150K \$100K \$50K 0 Mar Apr May Jun	\$150K \$100K \$50K 0 Mar Apr May Jun Jul	\$150K \$100K \$50K 0 Mar Apr May Jun Jul Aug	\$150K \$100K \$50K 0 Mar Apr May Jun Jul Aug Sep	\$150K \$100K \$50K 0 Mar Apr May Jun Jul Aug Sep Oct	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0- Mar Apr May Jun Jul Aug Sep Oct Nov Dec	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0 <u>Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb</u> '17 '17 '17 '17 '17 '17 '18 '18





Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM\ valuation\ estimate\ for\ active\ listings\ each\ month.$

	\$200K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	107%

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												
Taniny Nesdence	\$100K												
	\$50K												
	0												
	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%



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.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-40%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	207
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	124
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	75												
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702	225												
	300												

Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.2
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.4
	8 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
Elferre Llee d	30												





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
Family Residence													
	5%												
	0												
	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
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.

	100												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	75												
	50												
	25												
	0												
	Mar '17		May '17			Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	94
Pending	-	-	-	-	-	-	-	-	-	-	-	-	20
Sold	-	-	-	-	-	-	-	-	-	-	-	-	8





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	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	16
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7%

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	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.44M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.15M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14%



Pending Sales

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

Filters Used	48													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	36													
	24													
	12													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar
		'17	'17	'17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	20
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%

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.

	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year										'17 -	'17 -	'18 -		
Current Year Prior Year										'17 - -	'17 - -	'18 - -		'18





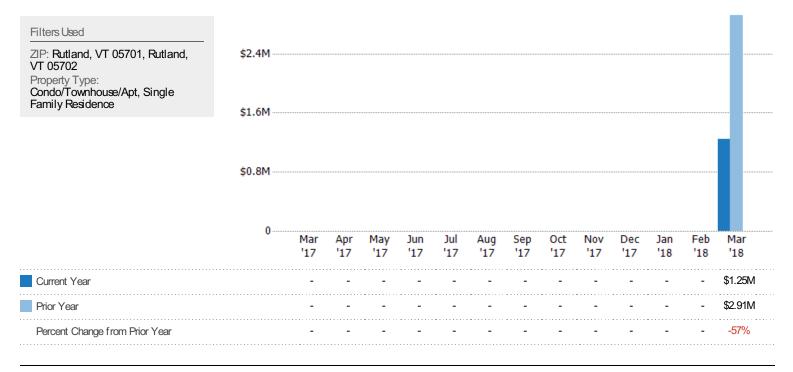
Closed Sales

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

Filters Used	20													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0				1	7.1		C	0.+	Nierre	Dee	1	5-	Mar
		Mar '17	Apr '17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	16
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%

Closed Sales Volume

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



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Closed Sales by Property Type

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

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

Average Sales Price

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

\$200K ······												
\$150K												
\$100K												
\$50K												
0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec	Jan '18	Feb	Mar '18
									-	-	-	\$156K
-	-	-	-	-	-	-	-	-	-	-	-	\$182K
-	-	-	-	-	-	-	-	-	-	-	-	-14%
	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0 Mar Apr	\$150K \$100K \$50K 0 Mar Apr May	\$150K \$100K \$50K 0 Mar Apr May Jun	\$150K \$100K \$50K 0 Mar Apr May Jun Jul	\$150K \$100K \$50K 0 Mar Apr May Jun Jul Aug	\$150K \$100K \$50K 0 Mar Apr May Jun Jul Aug Sep	\$150K \$100K \$50K 0	\$150K \$100K \$50K \$50K 0. Mar Apr May Jun Jul Aug Sep Oct Nov	\$150K \$100K \$50K \$50K 0. Mar Apr May Jun Jul Aug Sep Oct Nov Dec	\$150K \$100K \$50K \$50K 0. Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$150K \$100K \$50K 0





Median Sales Price

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

Mar '18
\$132K
\$157K
-16%

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	\$200K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





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 Mar		May	Jun		Aug		Oct	Nov	Dec	Jan	Feb	Mar
	'17	Apr '17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$137K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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.

	\$50K												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value						Aug '17							
Avg Est Value Avg Sales Price	'17 - -	'17 - -	'17 - -	'17 -	'17 	'17 -	'17 - -	'17 - -	'17 - -	'17 _ _		'18	'18





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												
	0 Mar					Aug				Dec	Jan	Feb	Mar
	'17	Apr '17	May '17	'17	Jul '17	'17	Sep '17	0ct '17	Nov '17	'17	'18	'18	'18
Median Est Value		-	-	-	-	-	-	-	-	-		-	\$120K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$137K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%

