

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 2018 YTD 2017	+ / -	Nov 2017	Nov 2018	Key Metrics
				Listing Activity Charts Metrics
-11.8% 45 51	-11.8%	51	45	New Listing Count
+52.6% \$17,423,899 \$11,414,880	+52.6%	\$11,414,880	\$17,423,899	New Listing Volume
- – NA NA	-	_	510	Active Listing Count
- – WA WA	-	_	\$136,798,126	Active Listing Volume
- – \$268,232 –	-	_	\$268,232	Average Listing Price
- – \$184,450 –	-	_	\$184,450	Median Listing Price
- – 154 –	-	_	154	Median Daysin RPR
- – 9.3	-	_	_	Months of Inventory
- – 10.78%	-	_	_	Absorption Rate
				Sales Activity Charts Metrics
5 +- 55 55	+_	55	55	New Pending Sales Count
- <mark>-2%</mark> \$10,230,699 \$10,441,500	-2%	\$10,441,500	\$10,230,699	New Pending Sales Volume
- – NA NA	-		70	Pending Sales Count
- – NA NA	-		\$16,832,300	Pending Sales Volume
+- 71 71	+_	71	71	Closed Sales Count
+20.8% \$15,297,600 \$12,661,750	+20.8%	\$12,661,750	\$15,297,600	Closed Sales Volume
5 +20.8% \$215,459 \$178,335	+20.8%	\$178,335	\$215,459	Average Sales Price
+12.6% \$170,000 \$151,000	+12.6%	\$151,000	\$170,000	Median Sales Price

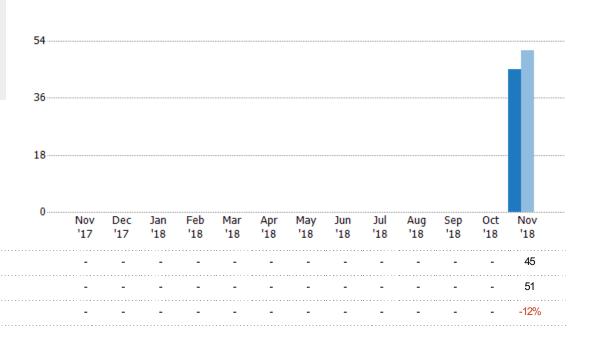




New Listings

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

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



New Listing Volume

Percent Change from Prior Year

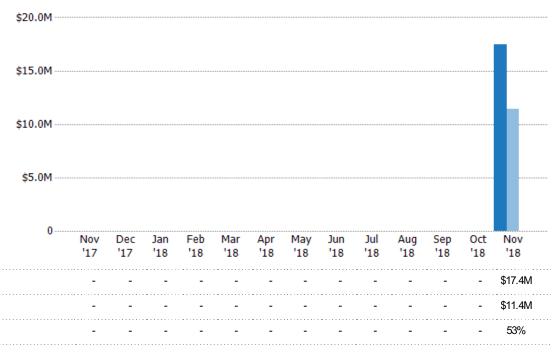
Current Year

Prior Year

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

Filters Used

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

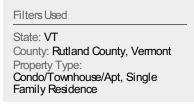


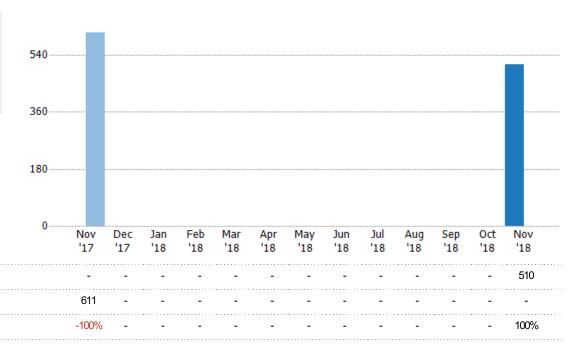
Current Year

Percent Change from Prior Year

Active Listings

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





Active Listing Volume

Percent Change from Prior Year

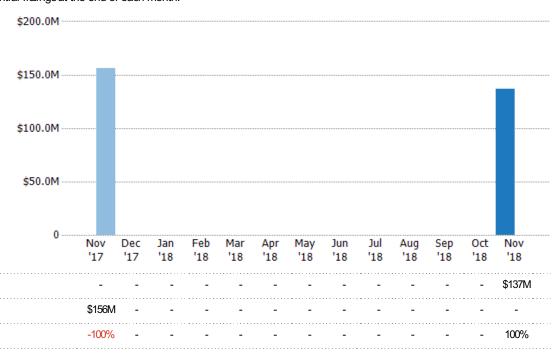
Current Year

Prior Year

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

Filters Used

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



Current Year

Percent Change from Prior Year



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 \$225K \$150K

\$75K

Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$268K \$256K -100% -83% -67% -50% -33% 17% 33% 67% 83% 100%

Median Listing Price

Percent Change from Prior Year

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

0

Filters Used

Current Year

Prior Year

State: VT

County: Rutland County, Vermont

Current Year Prior Year

Property Type: Condo/Townhouse/Apt, Single

Percent Change from Prior Year

Family Residence

0K												
50K												
Nov												No
Nov		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	'1
Nov		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct	No
Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18		Jul '18	Aug '18	Sep '18	Oct '18	No '1





83% 100%

Market Data Report

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												
Family Residence	100												**********
	50												
	0 Nov	Dec	Jan	Feb	Mar		May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	154

-100% -83% -67% -50% -33% -17% 0

Months of Inventory

Percent Change from Prior Year

Prior Year

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

	20												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	15												
Family Residence	10												
	5												
	-												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	8.36
Prior Year	14.2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year		-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Absorption Rate

The percentage of inventory sold per month.

|--|

State: VT

County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

5%	

10%

0												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
 -						-						
 7%						-						-
 7%	5%	4%	2%	1%	-1%	-2%	-4%	-6%	-7%	-9%	-10%	-12%

Active/Pending/Sold Units

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

Fil	ltare	1	d

Current Year Prior Year

Change from Prior Year

State: VT

County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

 Apr '18		Jun			0ct	
Apr	May	Jun		Sep	0ct	



Sold





Current Year

PriorExtra Year

Prior Year

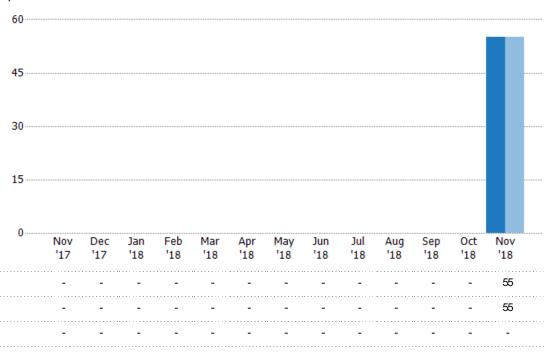
Market Data Report

New Pending Sales

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

Filters Used

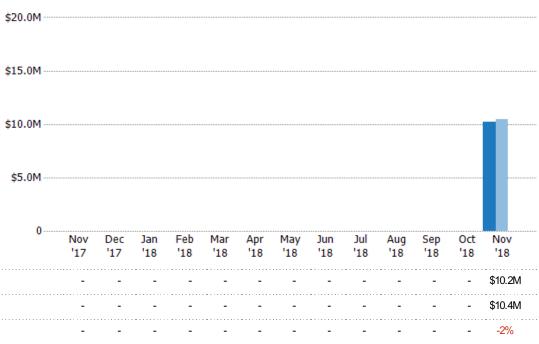
State: VT
County: Rutland County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Pending Sales Volume

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





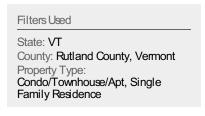
Current Year

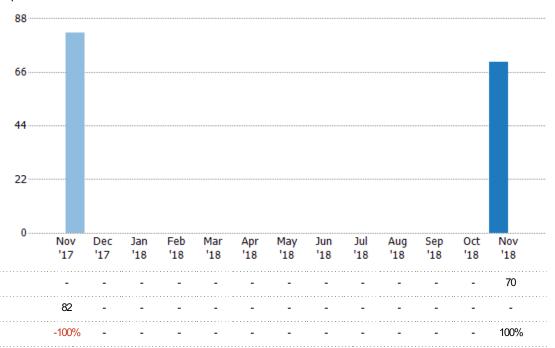
Percent Change from Prior Year



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

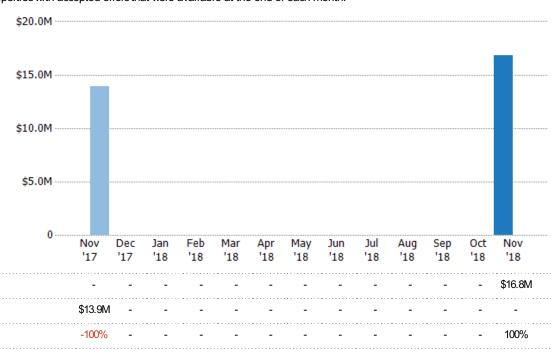
Current Year

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

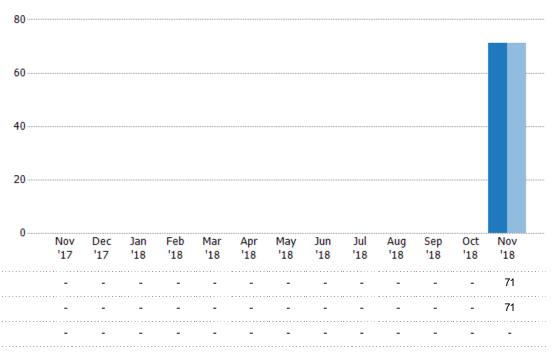




Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

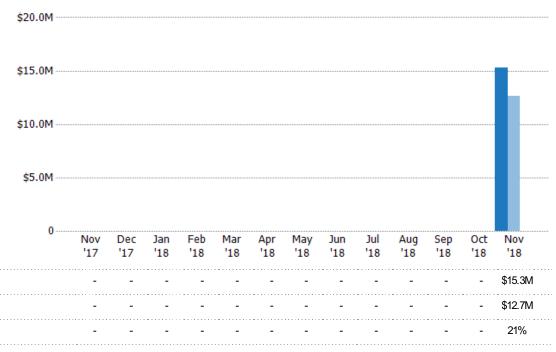
Current Year

PriorExtra Year

Prior Year

The sum of the sales price of residential properties sold 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 by Property Type

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

Filters Used

State: VT

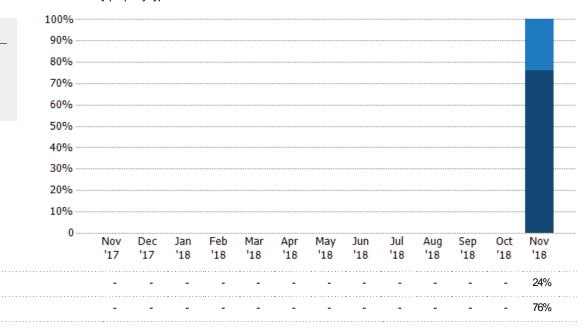
County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse

Single Family Residence



Average Sales Price

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

Filters Used State: VT

County: Rutland County, Vermont Property Type:

Condo/Townhouse/Apt, Single

Percent Change from Prior Year

Family Residence

\$300	0K												
\$22	5K												
\$150	0K												
\$7	5K												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	0ct	Nov
	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
	-	-	-	-	-	-	-	-	-	-	-	-	21%



Current Year Prior Year





Median Sales Price

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

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

\$200K	**********
\$150K	
\$100K	

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	-	- -	-	-	-	-	-	-	-	-	- -	-	\$170K
• • •	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
		-	-	-	-	-	-	-	-	-	-	-	13%

Average Sales Price vs Average Listing Price

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

\$50K

Filters Used State: VT County: Rutland County, Vermont

Percent Change from Prior Year

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

Avg Sales Price as a % of Avg List Price

Avg List Price Avg Sales Price

Current Year Prior Year

50K												
75K												
,,,,,,												
								Jul	Aug		Oct	No
Nov	Dec	Jan	Feb	Mar	Apr	iriay	Juli					
Nov		Jan '18	Feb '18	Mar '18	Apr '18	May '18	'18	'18	'18	'18		'18
Nov	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18





98%



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

150K	 										
100K	 										
\$50K	 										
0 Nov						Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
0 Nov	 Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18

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.

Med Sales Price as a % of Med List Price

Median List Price Median Sales Price

	\$300K ······												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												***********
	\$75K												
	\$/JK												
	0												
	Nov	Dec	Jan		Mar		May			Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	_	-	-	-	_	-	-	-	-	-	-	-	\$183K
Avg Sales Price	_	-	-	-	_	-	-	-	-	-	-	-	\$230K
Avg Sales Price as a % of Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	126%





107%



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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

\$200K												
\$150K												
\$100K												
\$50K												
_									Aug '18		0ct '18	
-	-		- -	-	-	- -	- -	-	-	- -		\$162K
-	-	-	-	-	-	-	-	-	- -	-	-	\$174K



