

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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+/-
isting Activity Charts Metrics						
New Listing Count	19	18	+5.6%	19	18	+5.6%
New Listing Volume	\$11,512,700	\$2,663,280	+332.3%	\$11,512,700	\$2,663,280	+332.3%
Active Listing Count	108	-	-	NA	N⁄A	
Active Listing Volume	\$22,620,014	-	-	NA	N⁄A	
Average Listing Price	\$209,445	-	-	\$209,445	-	_
Median Listing Price	\$148,950	_	-	\$148,950	-	_
Median Days in RPR	146	_	-	146	-	_
Months of Inventory	_	-	-	_	9.8	_
Absorption Rate	_	_	-	_	10.19%	_
Sales Activity Charts Metrics						
New Pending Sales Count	19	16	+18.8%	19	16	+18.8%
New Pending Sales Volume	\$3,065,299	\$2,969,800	+3.2%	\$3,065,299	\$2,969,800	+3.2%
Pending Sales Count	17	-	-	N/A	N∕A	
Pending Sales Volume	\$3,759,200	-	-	N/A	N∕A	
Closed Sales Count	11	29	-62.1%	11	29	-62.1%
Cloæd Sales Volume	\$1,538,900	\$5,495,500	-72%	\$1,538,900	\$5,495,500	-72%
Average Sales Price	\$139,900	\$189,500	-26.2%	\$139,900	\$189,500	-26.2%
Median Sales Price	\$170,000	\$147,500	+15.3%	\$170,000	\$147,500	+15.3%





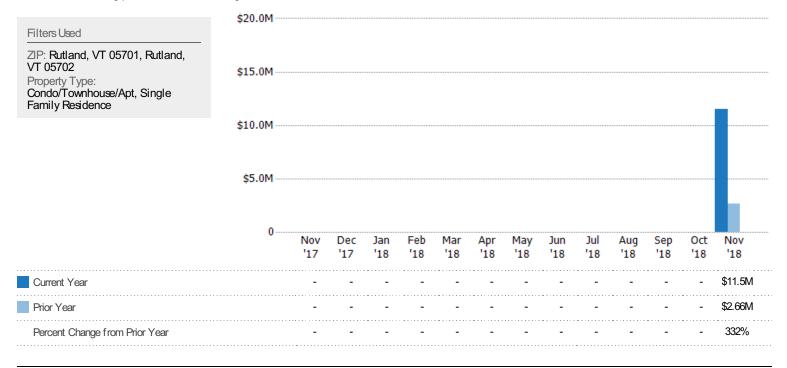
New Listings

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

	20														
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	0														
		Nov '17	Dec '17	Jan '18	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18	
		17	17	18	'18	'18	18	18	18	18	18	18	18	18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	19	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	18	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%	

New Listing Volume

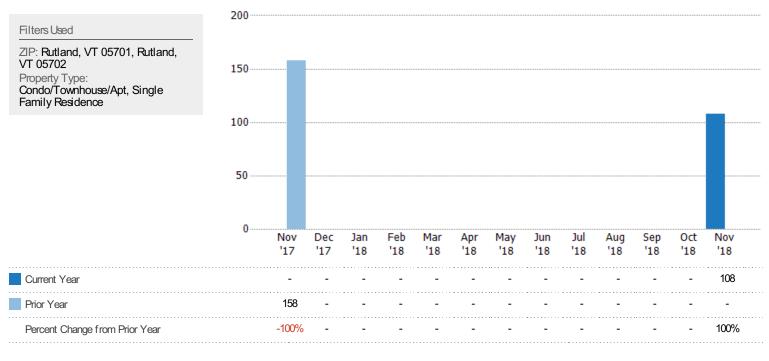
The sum of the listing price of residential listings that were added each month.





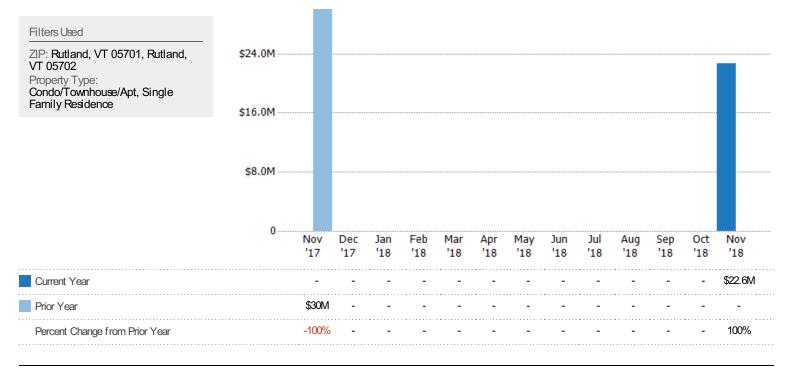
Active Listings

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



Active Listing Volume

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





Average Listing Price

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

\$300K												
\$225K												
\$150K												
\$75K												
0	D	3	F - b		A		1	1]		C	0.+	
'17	'17	Jan '18	'18	Mar '18	Арг '18	May '18	Jun '18	Jul '18	'18	Sep '18	'18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$209K
\$190K	-	-	-	-	-	-	-	-	-	-	-	-
-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
	\$225K \$150K \$75K 0 Nov '17 - \$190K	\$225K \$150K \$75K 0 Nov Dec '17 '17 \$190K -	\$225K \$150K \$75K 0 Nov Dec Jan '17 '17 '18 \$190K	\$225K \$150K \$75K 0 Nov Dec Jan Feb '17 '17 '18 '18 \$190K	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar '17 '17 '18 '18 '18 \$190K	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr '17 '17 '18 '18 '18 '18 \$190K	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr May '17 '17 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr May Jun '17 '17 '18 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '18 '18 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

Median Listing Price

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

FiltersUsed	\$200K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	D		E -L				•	1 1		6	0-t	
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Prior Year	\$150K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%



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			-					-				
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
	17	17	10	10	10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	146
Prior Year	128	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

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												
	J												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.71
Prior Year	13.2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





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%												
	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	-	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	8%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	8%	6%	4%	2%	1%	-1%	-3%	-4%	-6%	-8%	-10%	-11%	-13%

Active/Pending/Sold Units

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

Property Type: Condo/Townhouse/Apt, Single Family Residence	10		 	 	 	 	 	
	5		 		 		 	
	•			 		 		
	5 0 Nov '17	Dec '17		 Apr			Oct '18	Nov '18





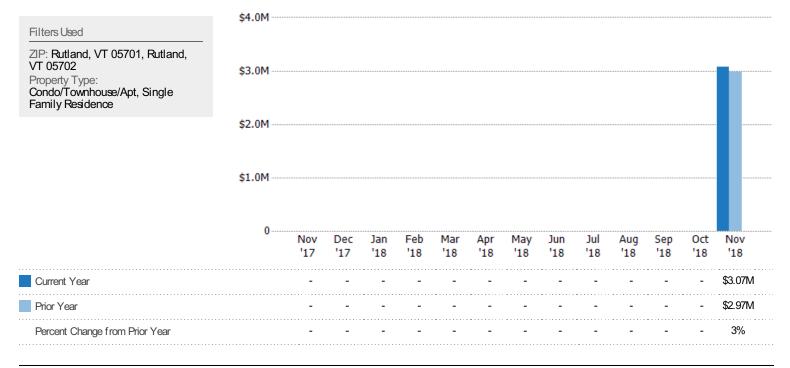
New Pending Sales

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

	20													
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
		Nov	Dec '17		Feb	Mar	Apr '18	May '18	Jun	Jul	Aug '18	Sep	Oct	Nov
		'17	17	'18	'18	'18	18	18	'18	'18	18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	19
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	16
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	19%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

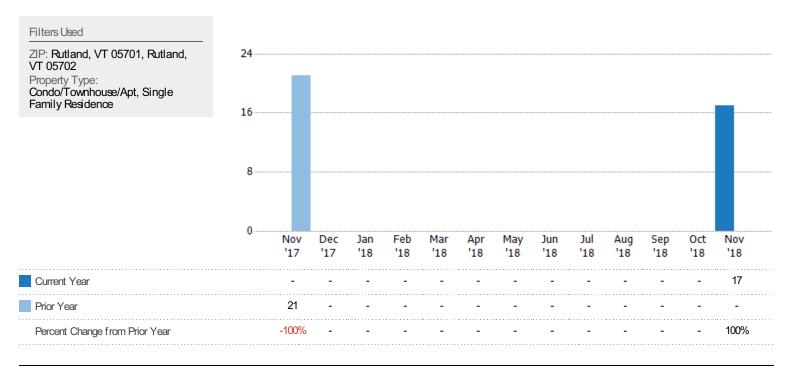






Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



Pending Sales Volume

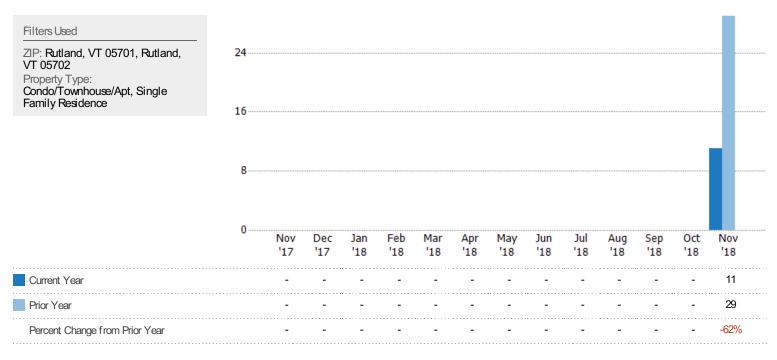
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





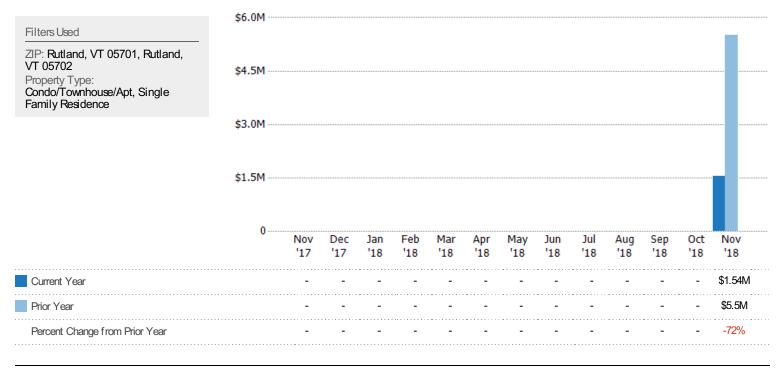
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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





Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Rutland, VT 05701, Rutland, VT 05702	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Nov	Dec		Feb				Jun	Jul	Aug	Sep	0ct	Nov	
		'17	'17	'18	'18	'18		'18		'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	9%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	91%	

Average Sales Price

The average sales price of the residential 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 Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%





Median Sales Price

The median sales price of the residential 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 Nov	Dec	Jan	Fah	Mar	۸nr	May	Jun	Jul	Δυσ	Son	0ct	Nov
	'17	'17	'18	'18	Mar '18	'18	'18	'18	18	Aug '18	Sep '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.

Filters Used	\$200K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Avg Sales Price as a % of Avg 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.

	\$200K ······												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K 0 Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct	
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%
Avg Sales Price	-	-	_	_	_	-	_	_	_	_	_	-	\$151K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
	\$50K 0 Nov '17	Dec '17								Aug '18		Oct '18	Nov '18
	\$100K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K												



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 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
Median Est Value		-	-	-	-	-	-	-	-	-	-	-	\$177K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Med Sales Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	102%

