

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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	98	56	+75%	98	56	+75%
New Listing Volume	\$27,960,600	\$11,635,150	+140.3%	\$27,960,600	\$11,635,150	+140.3%
Active Listing Count	564	541	+4.3%	NA	N/A	
Active Listing Volume	\$167,714,254	\$145,343,816	+15.4%	NA	N/A	
Average Listing Price	\$297,366	\$268,658	+10.7%	\$297,366	\$268,658	+10.7%
Median Listing Price	\$220,950	\$184,000	+20.1%	\$220,950	\$184,000	+20.1%
Median Daysin RPR	120	141	-14.9%	120	141	-14.9%
Months of Inventory	_	_	-	9.2	11	-16.3%
Absorption Rate	_	_	+-	10.82%	9.06%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	56	72	-22.2%	56	72	-22.2%
New Pending Sales Volume	\$12,371,450	\$16,367,548	-24.4%	\$12,371,450	\$16,367,548	-24.4%
Pending Sales Count	117	89	+31.5%	N/A	N/A	
Pending Sales Volume	\$23,544,350	\$20,531,248	+14.7%	N/A	N/A	
Cloæd Sales Count	61	61	+-	61	61	+-
Cloœd Sales Volume	\$11,275,340	\$11,738,600	-3.9%	\$11,275,340	\$11,738,600	-3.9%
Average Sales Price	\$184,842	\$192,436	-3.9%	\$184,842	\$192,436	-3.9%
Median Sales Price	\$160,000	\$142,500	+12.3%	\$160,000	\$142,500	+12.3%

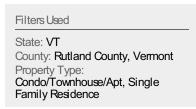


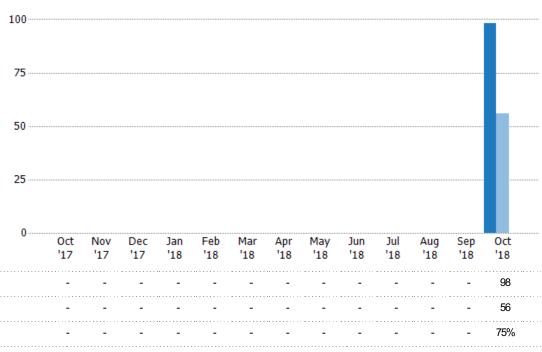




New Listings

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





New Listing Volume

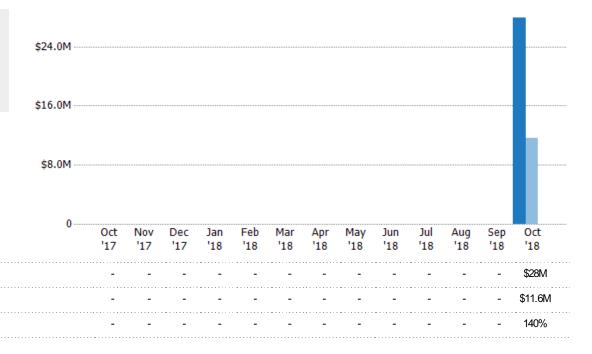
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential 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

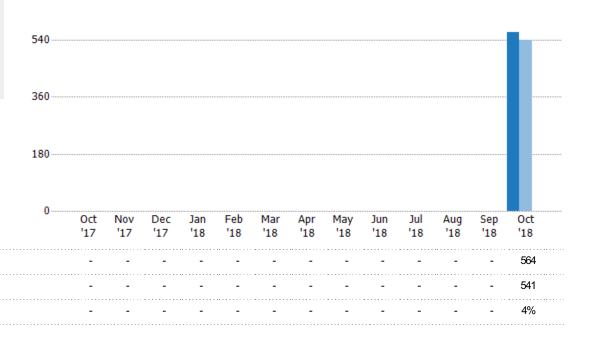


Active Listings

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

Filters Used

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



Active Listing Volume

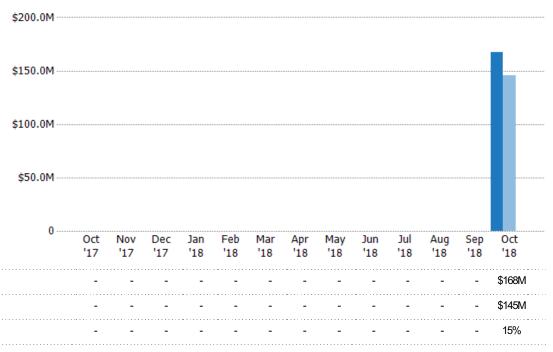
Percent Change from Prior Year

Current Year

Prior Year

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

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.

\$150K

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

\$300K \$225K

\$75K

0. 0ct Nov Dec Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 \$297K \$269K 11%

Median Listing Price

Percent Change from Prior Year

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

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	0K						
		5K	 	 	 	 	 	
5K	0	0K	 	 	 	 	 	
		′5K	 	 	 	 	 	
'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18								





\$184K 20%



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					
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K		 	 	
Family Residence	\$150K				
	\$75K				
		N D			

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	118%

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.

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

\$300K											
\$225K	 										
\$150K	 										
\$75K	 										
\$75K	 										
0	 										
0	 										
0	 		Feb '18	Mar '18		May '18		Jul '18		Sep '18	0ct
0	 	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



141

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.

	200												,
Filters Used													
State: VT													
County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Tariny reduction	100												
	50												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Con	00
	'17	'17	'17	'18	'18	'18	Apr '18	May '18	'18	'18	Aug '18	Sep '18	'1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12
<u></u>													

Months of Inventory

Percent Change from Prior Year

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

	0 ·········· Oct '17	Nov '17	Dec '17			May '18	Jul '18	Aug '18	Sep '18	Oct '18
	0									
Family Residence	10			 			 			
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	15			 	 		 			
Filters Used	20									

Current Year

Percent Change from Prior Year

Prior Year



9.56

18%



Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	

10%

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	10%
-	-	-	-	-	-	-	-	-	-		-	12%
-		-	-		-	-	-	-	-	-		2%

Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

00												
50												
00												
50												
0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
											-	564

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	564
Pending	-	-	-	-	-	-	-	-	-	-	-	-	117
Sold	-	-	-	-	-	-	-	-	-	-	-	-	61

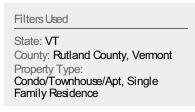


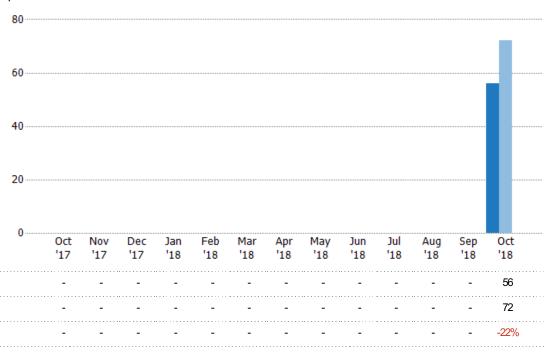
Current Year
Prior Year

Market Data Report

New Pending Sales

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



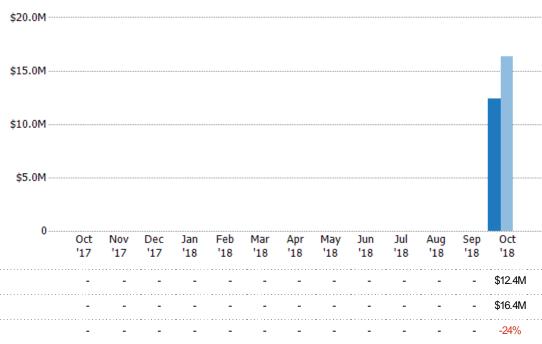


New Pending Sales Volume

Percent Change from Prior Year

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

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



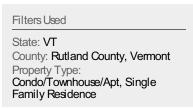
Current Year

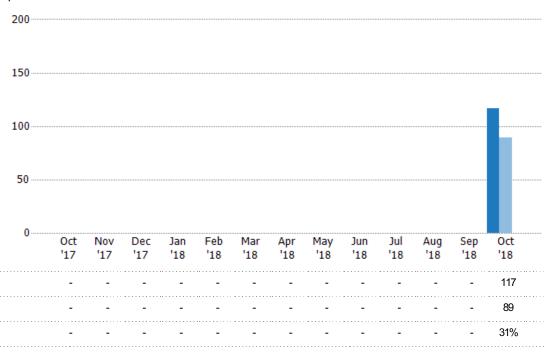
Percent Change from Prior Year



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

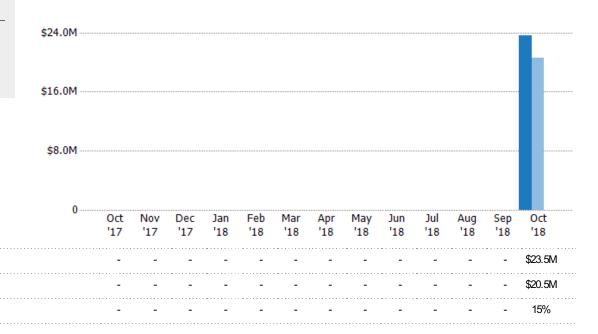
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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

Family Residence

Current Year

Percent Change from Prior Year

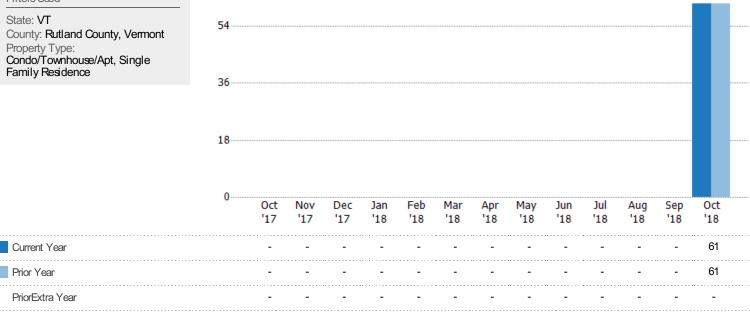




Closed Sales

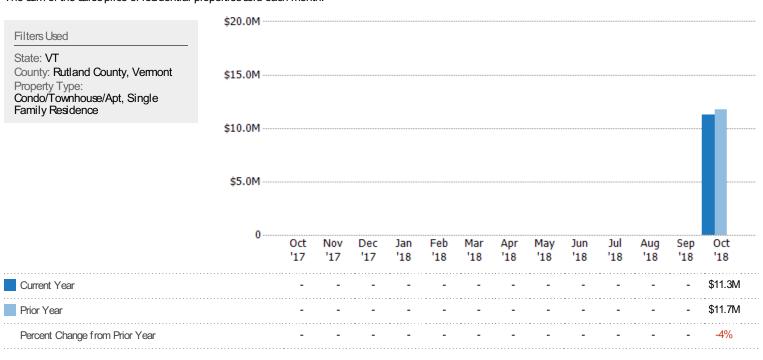
The total number of residential properties sold each month.

Filters Used



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.

Filters Used

State: VT

County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

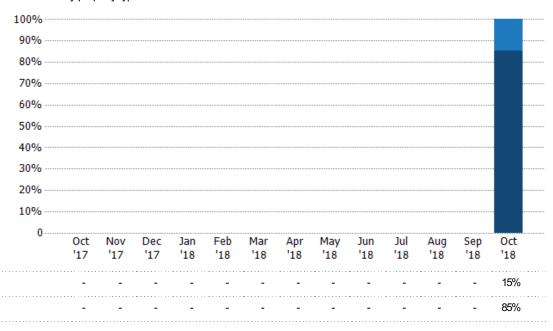
Condo/Townhouse

Family Residence

Current Year

Percent Change from Prior Year

Prior Year



Average Sales Price

Single Family Residence

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

\$50K

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

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

0 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$185K \$192K



Current Year Prior Year

Market Data Report

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	

\$50K

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-		-	-	\$160K
-	-	-	-	-	-	-	-	-	-	-	-	\$143K
-	-	-	-	-	-	-	-	-	-	-	-	12%

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

Percent Change from Prior Year

Family Residence

Avg Sales Price as a % of Avg List Price

UK												
0K												
0K												•••••
0K												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	Oct
0 Oct		Dec	Jan	Feb	Mar	Apr		Jun	Jul		Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	Mav	Jun '18	Jul '18 -	Aug '18	Sep '18	Oct '18



Avg List Price Avg Sales Price





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

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

\$50K	 	 	 	 	 	 *********
100K	 	 	 	 	 	
150K	 	 	 	 	 	

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$173K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Med Sales Price as a % of Med List Price	-	_	-	-	-	-	-	-	-	_	-	-	93%

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.

\$200K

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

Avg Sales Price as a % of Avg Est Value

Κ	 	 	 	 	 	
K	 	 	 	 	 	
K	 	 	 	 		
0					Aug	



Avg Est Value

Avg Sales Price



100%

98%



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

Med Sales Price as a % of Med Est Value

00K	 	 	 	 	 	
EOV						
50K		 		 	 	
					 Aug	



