

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	+ / -	Oct 2017	Oct 2018	Key Metrics
						isting Activity Charts Metrics
+123.1%	13	29	+123.1%	13	29	New Listing Count
+183.8%	\$2,102,900	\$5,968,100	+183.8%	\$2,102,900	\$5,968,100	New Listing Volume
	NA	NA	+7.1%	112	120	Active Listing Count
	NA	NA	+18.1%	\$24,380,334	\$28,782,199	Active Listing Volume
+10.2%	\$217,682	\$239,852	+10.2%	\$217,682	\$239,852	Average Listing Price
+22.7%	\$152,400	\$187,000	+22.7%	\$152,400	\$187,000	Median Listing Price
-21.6%	136.5	107	-21.6%	136.5	107	Median Daysin RPR
-23.5%	11.2	8.6	-	_	_	Months of Inventory
+2.7%	8.93%	11.67%	+-	_	_	Absorption Rate
			: :			Sales Activity Charts Metrics
-29.4%	17	12	-29.4%	17	12	New Pending Sales Count
-29.9%	\$2,349,400	\$1,647,950	-29.9%	\$2,349,400	\$1,647,950	New Pending Sales Volume
	N/A	NA	-3.3%	30	29	Pending Sales Count
	N/A	NA	-37.4%	\$6,478,600	\$4,057,450	Pending Sales Volume
+21.4%	14	17	+21.4%	14	17	Closed Sales Count
+51.3%	\$2,015,400	\$3,049,840	+51.3%	\$2,015,400	\$3,049,840	Cloæd Sales Volume
+24.6%	\$143,957	\$179,402	+24.6%	\$143,957	\$179,402	Average Sales Price
+8.6%	\$139,000	\$150,900	+8.6%	\$139,000	\$150,900	Median Sales Price





New Listings

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

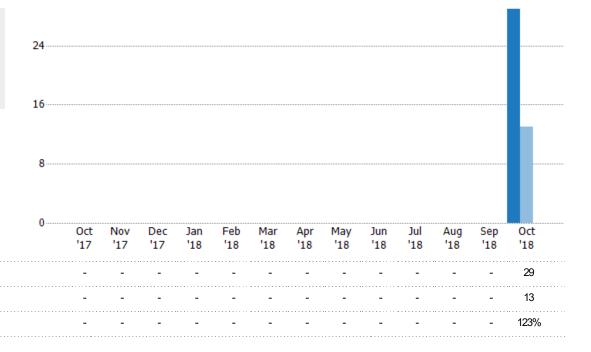
Filters Used

Family Residence

Current Year

Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single



New Listing Volume

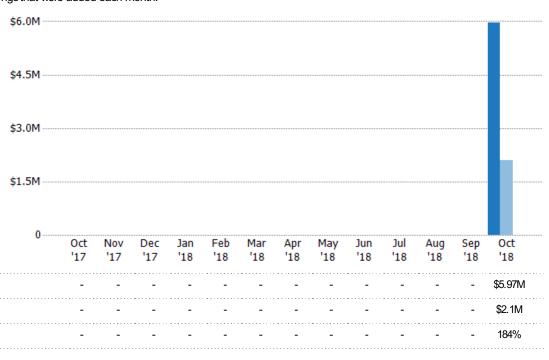
Percent Change from Prior Year

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

Eilters Used
ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:

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

Percent Change from Prior Year



Current Year



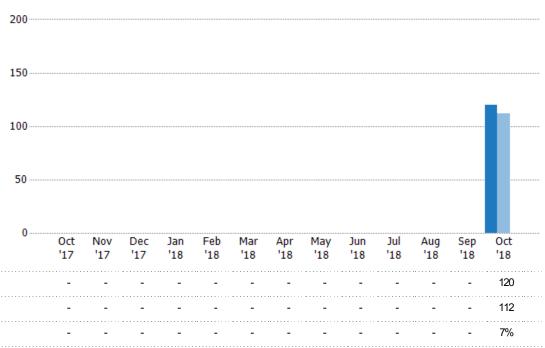
Active Listings

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Active Listing Volume

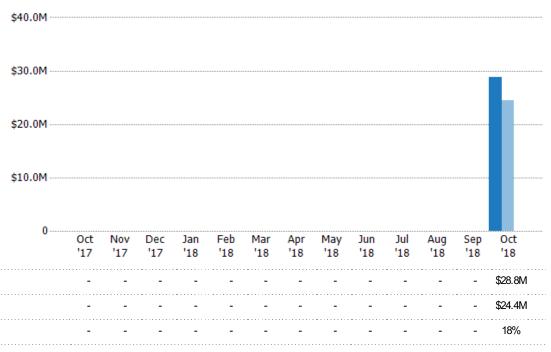
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Rutland, VT 05701, Rutland, VT 05702 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

ZIP: Rutland, VT 05701, Rutland VT 05702 Property Type:

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

9	\$150K		 	 			
	\$75K	 	 	 	 	 	
	0	 	 	 	 	 	
	0	 	 	 		 	
	0	 	 	 	 	 	

Median Listing Price

Percent Change from Prior Year

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

\$200K

Filters Used

Current Year
Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

0016										
UUK										
50K		 	 							
_										
•	Nov							Aug	Sep	Oct
•							Jul '18	'18	'18	'18
•				Apr '18	May '18	Jun '18	Jul '18	'18 -	'18 -	'18
•				Apr '18		Jun '18	Jul '18	'18 -	'18	'18



Current Year
Prior Year





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

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$225K \$150K \$75K	5150K							
	\$75K	\$225K	 	 	 	 	 	
\$75K		\$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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Avg Listing Price	-	-	-	-	_	-	-	-	-	-	-	-	\$240K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%

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.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

0K												
0K												
0												
			7	Eab	Mar	Apr	Mav	Jun	Jul	Aug	Sep	0
Oct '17	Nov '17	Dec '17	Jan '18	'18	'18	'18	'18	'18	'18	'18	'18	'1
0ct '17	Nov '17 -	Dec '17	118 '18	'18	'18	'18	'18	'18 -	'18 -	'18	'18	' 1
0ct '17	Nov '17	Dec '17	'18 -	'18 -	'18	'18	'18	'18 - -	'18 - -	'18 - -	'18	



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value





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

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

200				
150				
100				
50				
Oct. Nov. Doc. Jon. Ech. Mar. Agr. May.				
Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '18 '18 '18 '18 '18	Jun Jul '18 '18			Oct '18
		-	-	107
		-	-	137
		-	-	-22%

Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

00	 					
50	 	 	 	 	 	
50		 	 			



Current Year
Prior Year





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

15%	

10%

%------

0												
Oct '17		Dec '17		Feb '18		Apr '18		Jun '18		Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	14%
 -	-	-	-	-	-	-	-	-	-	-	-	14%
 -	-	-	-	-	-	-	-	-	-	-	- -	0%

Active/Pending/Sold Units

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

100

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

2	00
1	50

50 ------

Π												
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
 -	-	-	-	-	-	-	-	-	-	-	-	120
 -	-	-	-	-	-	-	-	-	-	-	-	29
 -	-	-	-	-	-	-	-	-	-	-	-	17



Active Pending

Sold



New Pending Sales

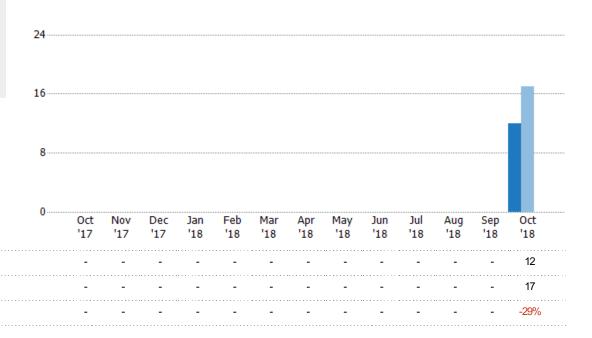
The number of residential properties with accepted offers that were added each month.

Filters Used

Current Year

Prior Year

 $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence



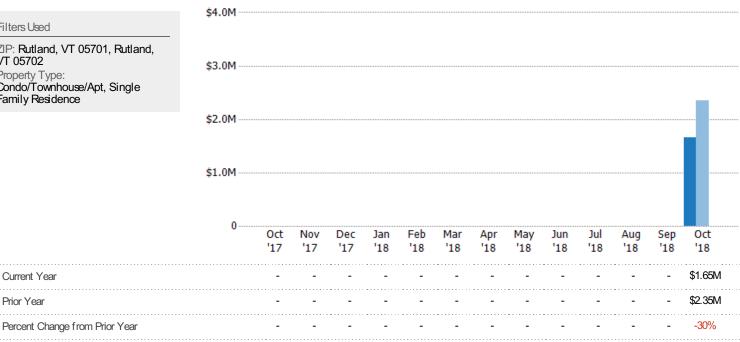
New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used $\ensuremath{\mathsf{ZIP}}\xspace$: Rutland, VT 05701, Rutland, VT 05702

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



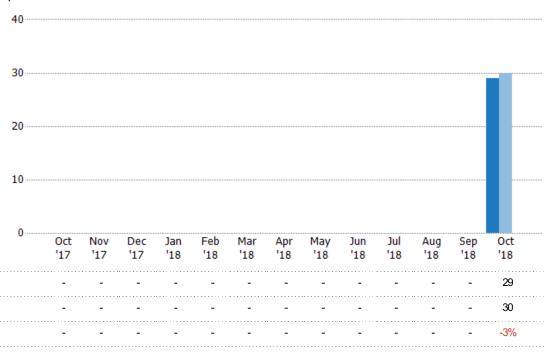
Current Year



Pending Sales

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Pending Sales Volume

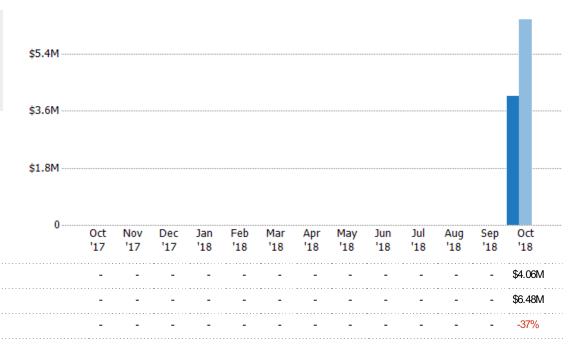
Percent Change from Prior Year

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.

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



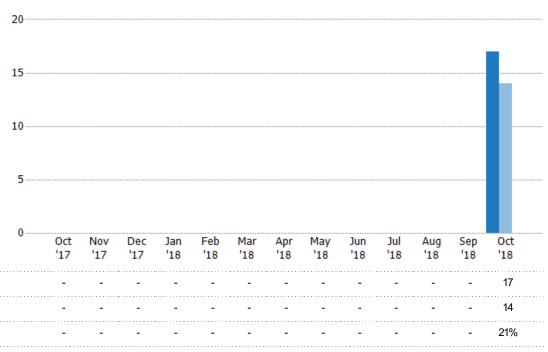
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland,
VT 05702

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



Closed Sales Volume

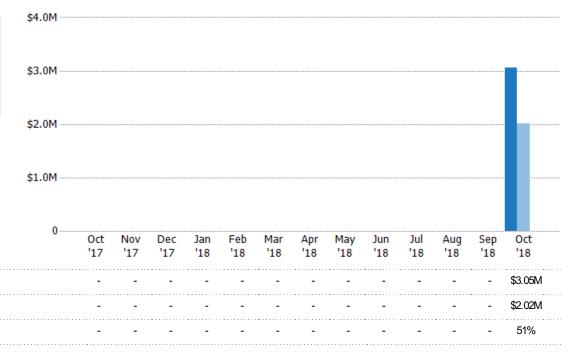
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year

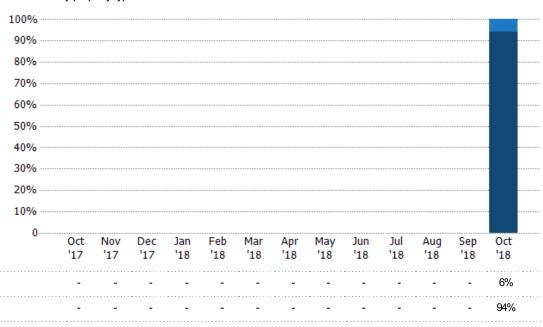


Closed Sales by Property Type

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$200K												
\$150K												
\$100K												
\$50K												
0												***********
0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$179K
-	-	-	-	-	-	-	-	-	-	-	-	\$144K
-	-	-	-	-	- -	-	-	-	-	-	-	25%



Current Year
Prior Year





Median Sales Price

Family Residence

Current Year

Prior Year

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

Filters Used
ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single

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

0... Mar Apr May Aug Sep 0ct '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$151K \$139K 9%

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Avg Sales Price	-	-	-	-	-	-	-	-	_	-	-	-	\$179K
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

<u>()</u>												
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
 -	-	-	-	-	-	-	-	-		-	-	\$155K
 -	-	-	-	-	-	-	-	-	-	-	-	\$151K
 -	-	-	-	-	-	-	-	-	-	-	-	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.

Filters Used

Median List Price

Median Sales Price

ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$200K
\$150K
\$100K
\$50K

	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%







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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

ZIP: Rutland, VT 05701, Rutland, VT 05702
Property Type:

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

0K												
0K												
0K												
_			lan	Eah	Mar	Ann	Mary	lun	111	Aug	Con	
Oct		Dec		Feb '18	Mar '18	Apr '18	May '18	Jun '18		Aug '18	Sep '18	(
Oct	Nov	Dec				18 -	May '18	Jun '18 -				
Oct	Nov	Dec				Apr '18 -	May '18 -	Jun '18 - -			'18	



