

Summary of Key Listing and Sales Metrics

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

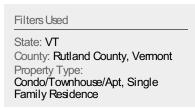
+/-	YTD 2017	YTD 2018	+ / -	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+26.4%	72	91	+26.4%	72	91	New Listing Count
+20.4%	\$16,281,375	\$19,604,350	+20.4%	\$16,281,375	\$19,604,350	New Listing Volume
	N/A	N/A	-6.5%	596	557	Active Listing Count
	N/A	N/A	-1.9%	\$163,057,564	\$159,879,478	Active Listing Volume
+4.9%	\$273,587	\$287,037	+4.9%	\$273,587	\$287,037	Average Listing Price
+18.4%	\$184,950	\$219,000	+18.4%	\$184,950	\$219,000	Median Listing Price
-11.9%	134	118	-11.9%	134	118	Median Daysin RPR
-5.1%	8.8	8.3	-	_	_	Months of Inventory
+0.6%	11.41%	12.03%	+_	_	_	Absorption Rate
			:			Sales Activity Charts Metrics
+15.5%	71	82	+15.5%	71	82	New Pending Sales Count
+5.3%	\$14,762,600	\$15,551,750	+5.3%	\$14,762,600	\$15,551,750	New Pending Sales Volume
	N/A	N/A	+44%	84	121	Pending Sales Count
	N/A	N/A	+25.8%	\$18,249,800	\$22,953,150	Pending Sales Volume
-11.9%	67	59	-11.9%	67	59	Closed Sales Count
-23.1%	\$14,549,154	\$11,182,650	-23.1%	\$14,549,154	\$11,182,650	Closed Sales Volume
-12.7%	\$217,152	\$189,536	-12.7%	\$217,152	\$189,536	Average Sales Price
-6.7%	\$180,000	\$168,000	-6.7%	\$180,000	\$168,000	Median Sales Price

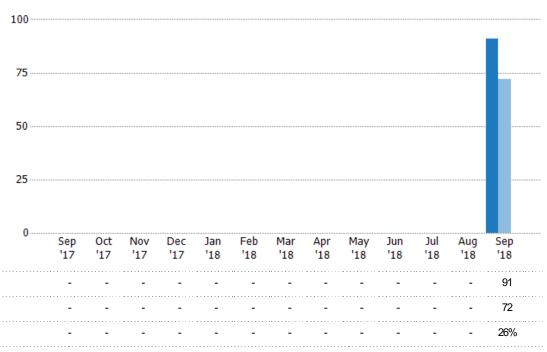




New Listings

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





New Listing Volume

Percent Change from Prior Year

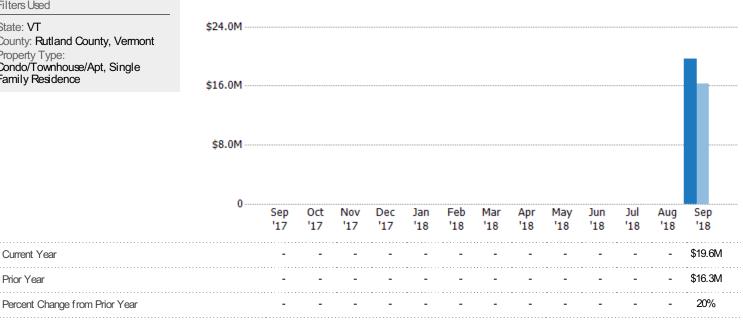
Current Year Prior Year

Filters Used

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

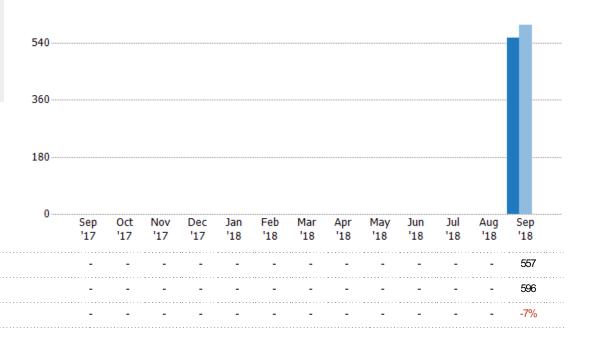


Active Listings

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



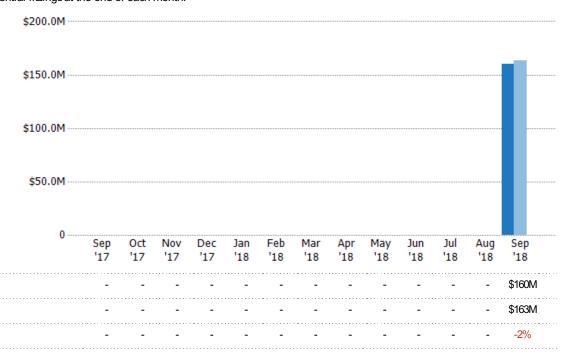
Active Listing Volume

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.

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.

\$75K

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

\$300K	
\$225K	
\$150K	

0 -Sep Feb Apr May Jun Jul Aug Sep '18 '17 '17 '17 '18 '18 '18 '18 '18 '17 '18 '18 '18 \$287K \$274K

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median 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

\$300K
\$225K
\$150K
ATEN
\$150K

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%





Avg Est Value

Avg Listing Price

Market Data Report

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.

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

¢225V											
\$225K											
\$150K	 										
+7F1/											
\$75K											
4751											
						Apr		Jun			
0 Sep	 	Dec '17	Jan '18	Feb '18	Mar '18 -	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep
0 Sep	 	Dec '17	Jan '18	Feb '18	Mar '18 -	Apr '18	May	Jun '18	Jul '18	Aug	Sep

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

Avg Listing Price as a % of Avg Est Value

0K		 			 	 		
0K	 	 	 	 	 	 		
5K						 		
-	 		 	 	 	 		
0 Sep '17	 		 	 		 	Aug '18	Se '1
Sep	 		 	 	 	 	Aug	S



Median Est Value

Median Listing Price

Med Listing Price as a % 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
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

0	 	 				 			
0	 	 				 			
0									
0	 	 				 			
0 Sep	Nov	Jan	Feb	Mar	Apr			Aug '18	S
0		Jan	Feb	Mar	Apr	 	Jul	Aug	

Months of Inventory

Percent Change from Prior Year

Current 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
Family Residence

10 Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '18 7.43 7.95



Current Year

Prior Year

Percent Change from Prior Year





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												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-							-			-	13%
-	-	-	-	-	-	-	-	-	-	-	-	13%
-	-	-	-	-	-	-	-	-	-	-	-	-1%

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

50	 	 	 	 	 		***********
00	 	 	 	 	 		
_			 	 	 		
0							
0		 	 	 	 		
0				May '18	Jul	Aug '18	Se '1



Active Pending

Sold



121 59

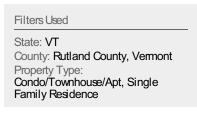
Current Year

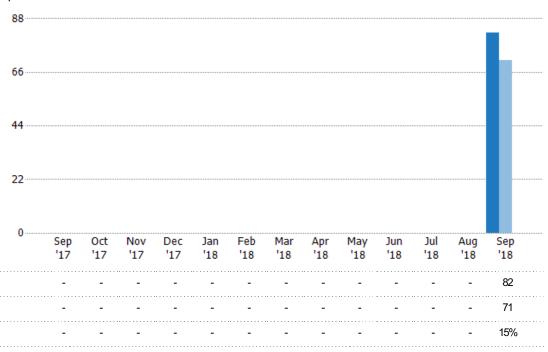
Prior Year

Market Data Report

New Pending Sales

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



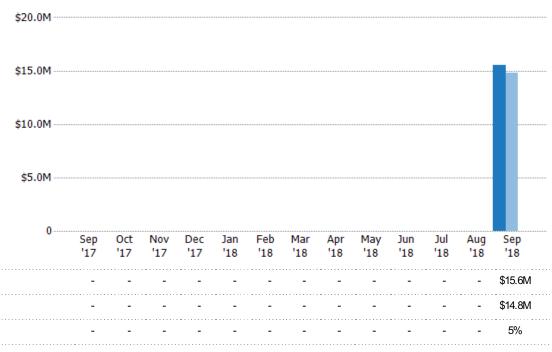


New Pending Sales Volume

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

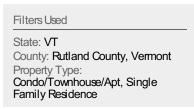


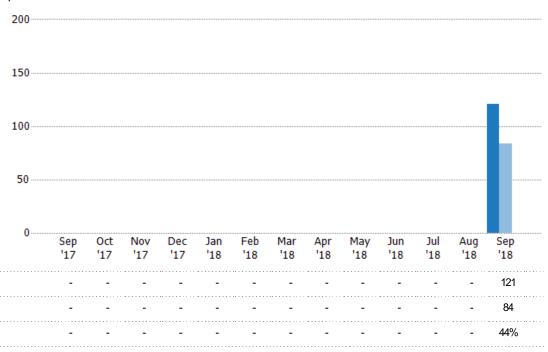
Current Year

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

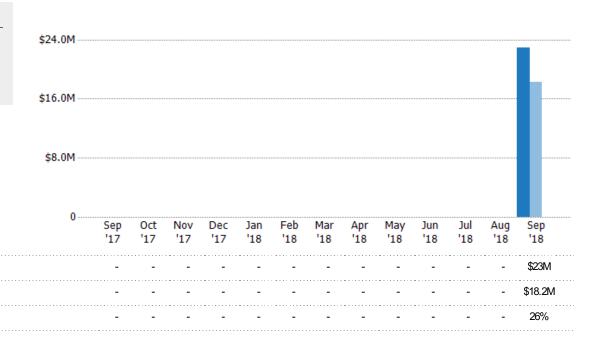
Percent Change from Prior Year

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

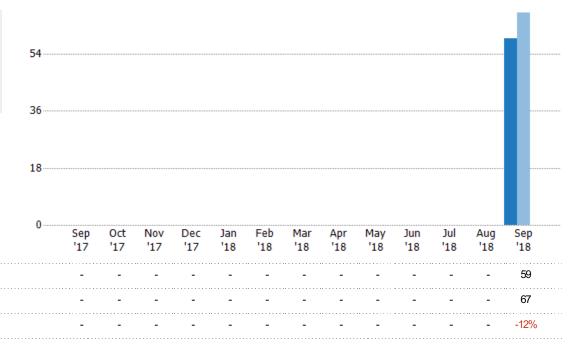
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.

Filters Used State: VT County: Rutland County, Vermont 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.

State: VT





Closed Sales by Property Type

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

Filters Used

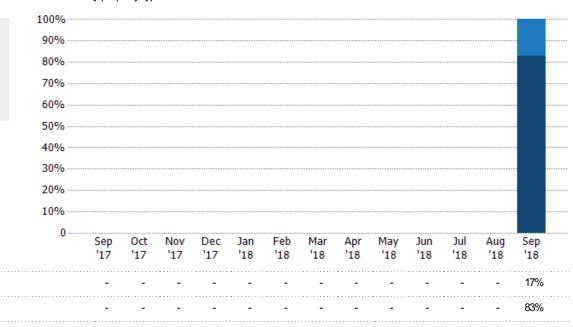
State: VT

County: Rutland County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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

Family Residence

Current Year Prior Year

Percent Change from Prior Year

\$225K

\$300K

\$150K

\$75K

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$190K
-	-	-	-	-	-	-	-	-	-	-	-	\$217K
_	-	- -	- -	_	_	_	_	_	_	_	- -	-13%







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 Sep Feb May Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$168K \$180K

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

Current Year

Prior Year

State: VT

County: Rutland County, Vermont

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Avg List Price Avg Sales Price

Property Type: Condo/Townhouse/Apt, Single

Family Residence

\$15	0K												
\$7	75K												
	_												
	0 Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug '18	Sep '18
	Sep	Oct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug	Sep
	Sep	Oct	Nov	Dec	Jan	Feb '18	Mar '18 -	Apr '18 -	May	Jun '18 -	Jul '18 - -	Aug '18	Sep '18







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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$174K
-	-	-	-	-	-	-	-	-	-	-	-	\$168K
-	-	-	-	-	-	- -	-	-	-	-	-	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 State: VT

Median List Price Median Sales Price

County: Rutland County, Vermont

Med Sales Price as a % of Med List Price

Avg Est Value Avg Sales Price

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

Avg Sales Price as a % of Avg Est Value

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







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
Family Residence

Med Sales Price as a % of Med Est Value

50K												
00K												
50K												
50K												
0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
0 Sep	0ct		Dec	Jan	Feb	Mar	Apr		Jun	Jul		Sep
0 Sep	0ct	Nov	Dec	Jan '18	Feb '18	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Ser '18
0 Sep	0ct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	



