

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		
						isting Activity Charts Metrics		
+56.3%	16	25	+56.3%	16	25	New Listing Count		
+9.9%	\$3,669,000	\$4,032,100	+9.9%	\$3,669,000	\$4,032,100	New Listing Volume		
	NA	N/A	-8.2%	122	112	Active Listing Count		
	NA	N/A	+1.3%	\$25,549,984	\$25,880,149	Active Listing Volume		
+10.3%	\$209,426	\$231,073	+10.3%	\$209,426	\$231,073	Average Listing Price		
+21.6%	\$150,000	\$182,450	+21.6%	\$150,000	\$182,450	Median Listing Price		
-12.6%	111.5	97.5	-12.6%	111.5	97.5	Median Daysin RPR		
-25.4%	9.4	7	-	_	_	Months of Inventory		
+3.6%	10.66%	14.29%	+-	_	_	Absorption Rate		
	••••		: :			Sales Activity Charts Metrics		
-16.7%	24	20	-16.7%	24	20	New Pending Sales Count		
-18.2%	\$4,329,400	\$3,540,000	-18.2%	\$4,329,400	\$3,540,000	New Pending Sales Volume		
	NA	NA	+30.8%	26	34	Pending Sales Count		
	NA	NA	-8.7%	\$6,127,000	\$5,591,600	Pending Sales Volume		
+6.3%	16	17	+6.3%	16	17	Closed Sales Count		
-1.2%	\$2,604,754	\$2,573,950	-1.2%	\$2,604,754	\$2,573,950	Closed Sales Volume		
-7%	\$162,797	\$151,409	-7%	\$162,797	\$151,409	Average Sales Price		
-17.2%	\$169,000	\$140,000	-17.2%	\$169,000	\$140,000	Median Sales Price		



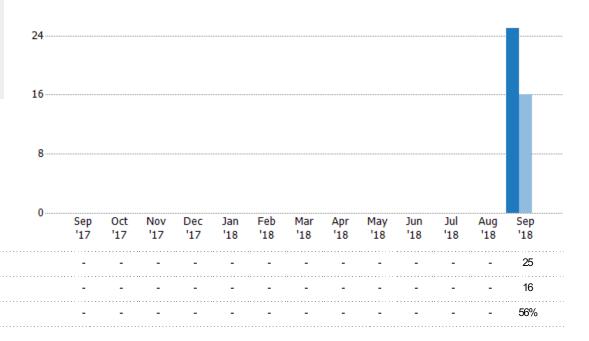


New Listings

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

Filters Used

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



New Listing Volume

Percent Change from Prior Year

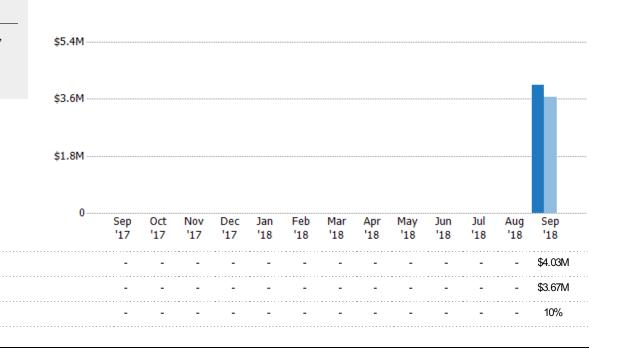
The sum of the listing price of residential listings that were added each month.

Filters Used

Current Year

Prior Year

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



Current Year

Percent Change from Prior Year

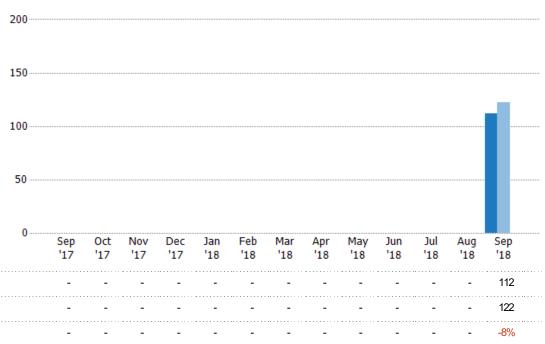


Active Listings

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

Filters Used
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

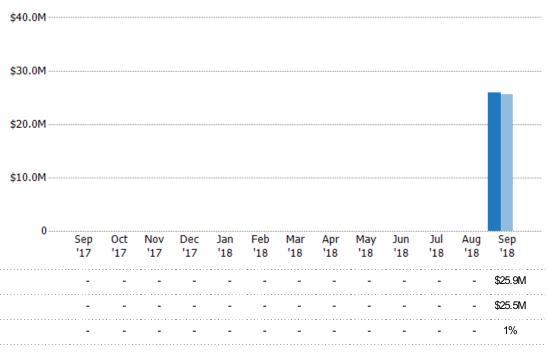
Prior Year

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

Filters Used

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	\$300K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

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

Filters Used

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

Percent Change from Prior Year

\$200K \$150K \$100K \$50K Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 \$182K \$150K 22%



Current 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.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

\$300K												
\$225K												
\$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
_	-	-	-	-	-	-	-	-	-	-	-	\$195K
-	-	-	-	-	-	-	-	-	-	-	-	\$231K

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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

\$200r	(
\$150k	<i>(</i>		 	 	 	 		
Ψ1501								
\$100k	(
\$508	<i></i>							
4501								
Ψ501	`							
(0	 	 	 	 	 		
(0	 		 		 Jul		 Sep
(0	 	 	 	 	 Jul	Aug	Sep '18
(0	 	 	 	 	 Jul	Aug	Sep '18 \$174K
(0	 	 	 	 	 Jul	Aug	Sep '18
(0	 	 	 	 	 Jul	Aug	Sep '18 \$174K



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

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

200								·				
150												
100												
50												
Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18		'18	
-	-	-	-	-	-	-	-	-	-	-	-	97.5
-	-	-	-	-	-	-	-	-	-	-	-	112

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

15												
10												
5												
•								Mav				
_	0ct '17	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug '18	
Sep	Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul	Aug	Sep
Sep	Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug	Sep '18
Sep	Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug	Sep '18 4.67



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

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

20%

10%

30%

	0 Sep '17	0ct '17	Nov	Dec '17	Jan '18	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	_	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

Active/Pending/Sold Units

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

100

Filters Used

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

200 150

50

0 Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '17 '17 '18 '18 '18 '18 '18 112 34 17



Active

Sold

Pending



New Pending Sales

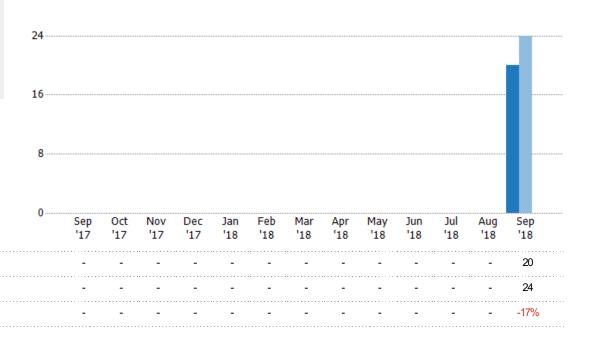
The number of residential properties with accepted offers that were added each month.

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

Current Year

Prior Year

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

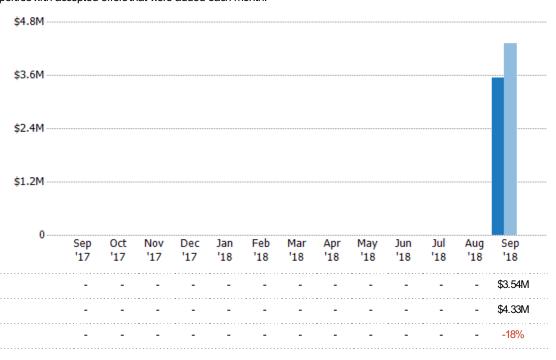


New Pending Sales Volume

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

Percent Change from Prior Year

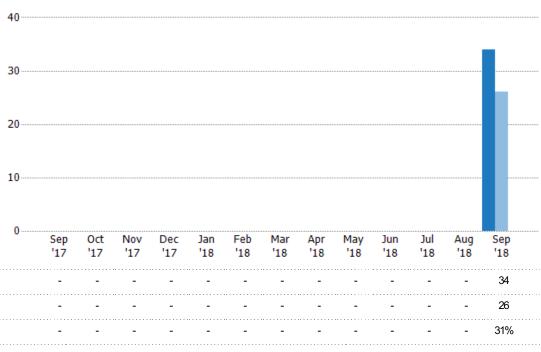
Prior Year

8 of 14

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

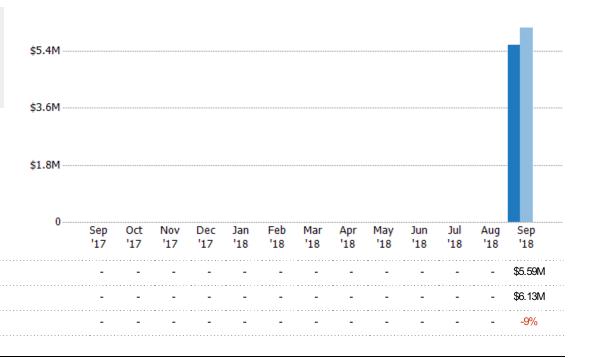
Percent Change from Prior Year

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

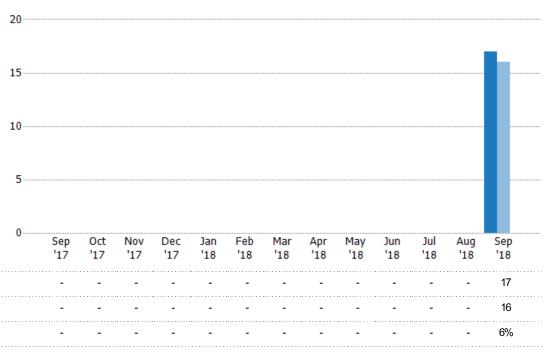




Closed Sales

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.

Filters Used

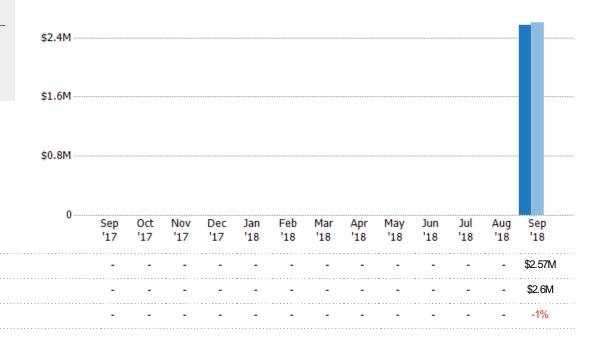
ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year





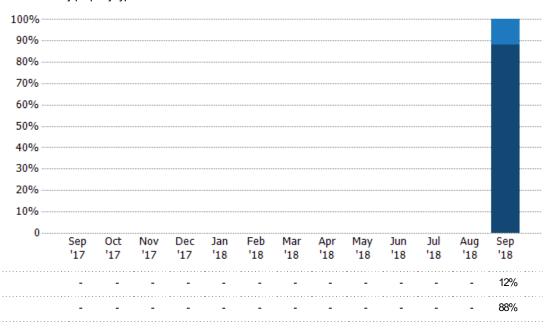


Closed Sales by Property Type

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

Condo/Townhouse

Single Family Residence

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

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

\$200K												
\$150K												
\$100K												
\$50K												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep
-	-	-	-	-	-	- -	-	-	- -	- -	-	\$151K
-	-	-	-	-	-	-	-	-	-	-	-	\$163K
-	-	-	-	-	-	-	-	-	-	-	-	-7%





Aug

'18

Sep

'18



Market Data Report

Median Sales Price

Family Residence

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
\$50K

'18

Apr

'18

May

'18

'18

'18

Feb

'18

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$169K

'17

'18

Average Sales Price vs Average Listing Price

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

Sep

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

Family Residence

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

	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	88%





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

ZIP: Rutland, VT 05701, Rutland,
VT 05702

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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Sep '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$149K
-	-	-	-	-	-	-	-	-	-	-	-	\$140K
-	-	-	-	-	-	-	-	- -	-	-	-	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.

Filters Used

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

\$200K												
\$150K												
\$100K												
\$50K												
•			Dac									
'17	'17	'17	Dec '17	'18	'18	'18	'18	'18	'18	'18	'18	Sep '18
-	- -	-	-	-	-	-	-	-	-	-	-	\$174K
-	-	-	-	-	-	-	-	-	-	-	-	\$172K
-	-	_	-	-	-	-	-	-	-	-	-	99%



Avg Est Value

Avg Sales Price





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

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$150K	 	 				 	 	
\$100K	 	 				 	 	
\$50K	 	 				 	 	
0 Sep	 	 				 	 Aug	Se
0		 				 		Se
0 Sep	 	 	Feb '18	Mar '18	Apr '18	 	 Aug	Se '1
0 Sep	 	 	Feb '18		Apr '18	 	 Aug '18	



