

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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	16	-12.5%	305	267	+14.2%
New Listing Volume	\$2,510,190	\$2,569,800	-2.3%	\$66,998,789	\$46,660,734	+43.6%
Active Listing Count	98	94	+4.3%	N/A	N/A	
Active Listing Volume	\$32,650,790	\$19,799,034	+64.9%	N/A	N/A	
Average Listing Price	\$333,171	\$210,628	+58.2%	\$237,115	\$210,852	+12.5%
Median Listing Price	\$199,450	\$146,250	+36.4%	\$178,877	\$150,133	+19.1%
Median Days in RPR	125	170	-26.5%	104.83	129.27	-18.9%
Months of Inventory	7.5	8.5	-11.8%	10.9	15.7	-30.5%
Absorption Rate	13.27%	11.7%	+1.6%	9.18%	6.38%	+2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	16	11	+45.5%	214	215	-0.5%
New Pending Sales Volume	\$2,867,000	\$1,436,780	+99.5%	\$34,255,729	\$36,199,296	-5.4%
Pending Sales Count	29	15	+93.3%	N/A	N/A	
Pending Sales Volume	\$4,826,699	\$3,322,780	+45.3%	N/A	N/A	
Closed Sales Count	7	9	-22.2%	171	194	-11.9%
Closed Sales Volume	\$1,029,800	\$1,161,250	-11.3%	\$27,069,140	\$31,393,764	-13.8%
Average Sales Price	\$147,114	\$129,028	+14%	\$158,299	\$161,824	-2.2%
Median Sales Price	\$150,000	\$106,600	+40.7%	\$142,962	\$143,034	-0.1%

New Listings

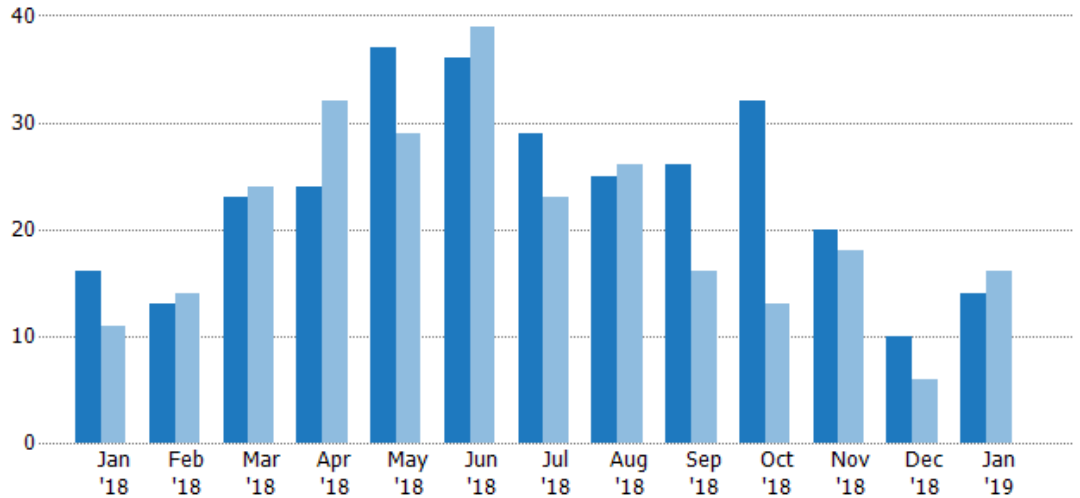
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Jan '19	14	-12.5%
Jan '18	16	45.5%
Jan '17	11	90.9%



Current Year	16	13	23	24	37	36	29	25	26	32	20	10	14
Prior Year	11	14	24	32	29	39	23	26	16	13	18	6	16
Percent Change from Prior Year	45%	-7%	-4%	-25%	28%	-8%	26%	-4%	63%	146%	11%	67%	-13%

New Listing Volume

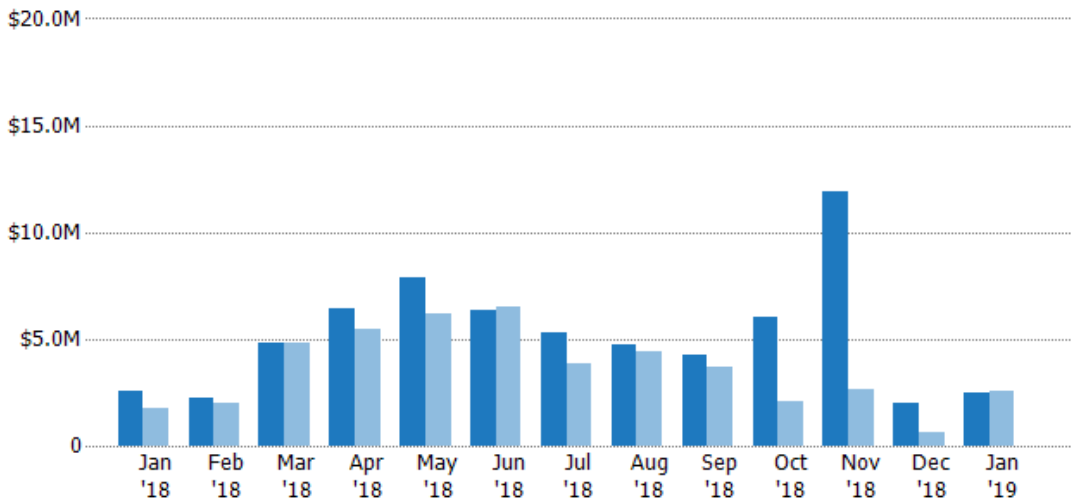
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Jan '19	\$2.51M	-2.3%
Jan '18	\$2.57M	43.3%
Jan '17	\$1.79M	77.9%



Current Year	\$2.57M	\$2.25M	\$4.86M	\$6.41M	\$7.84M	\$6.38M	\$5.3M	\$4.71M	\$4.23M	\$6.05M	\$11.9M	\$1.99M	\$2.51M
Prior Year	\$1.79M	\$2M	\$4.8M	\$5.49M	\$6.18M	\$6.49M	\$3.86M	\$4.43M	\$3.67M	\$2.1M	\$2.65M	\$619K	\$2.57M
Percent Change from Prior Year	43%	12%	1%	17%	27%	-2%	37%	6%	15%	188%	348%	222%	-2%

Active Listings

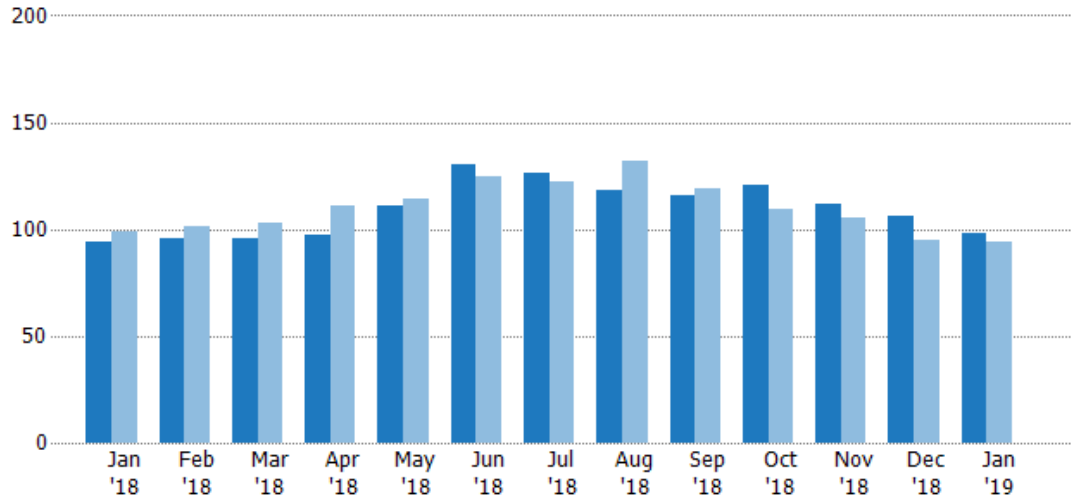
The number of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Jan '19	98	4.3%
Jan '18	94	-5.1%
Jan '17	99	40.4%



Current Year	94	96	96	97	111	130	126	118	116	121	112	106	98
Prior Year	99	101	103	111	114	125	122	132	119	109	105	95	94
Percent Change from Prior Year	-5%	-5%	-7%	-13%	-3%	4%	3%	-11%	-3%	11%	7%	12%	4%

Active Listing Volume

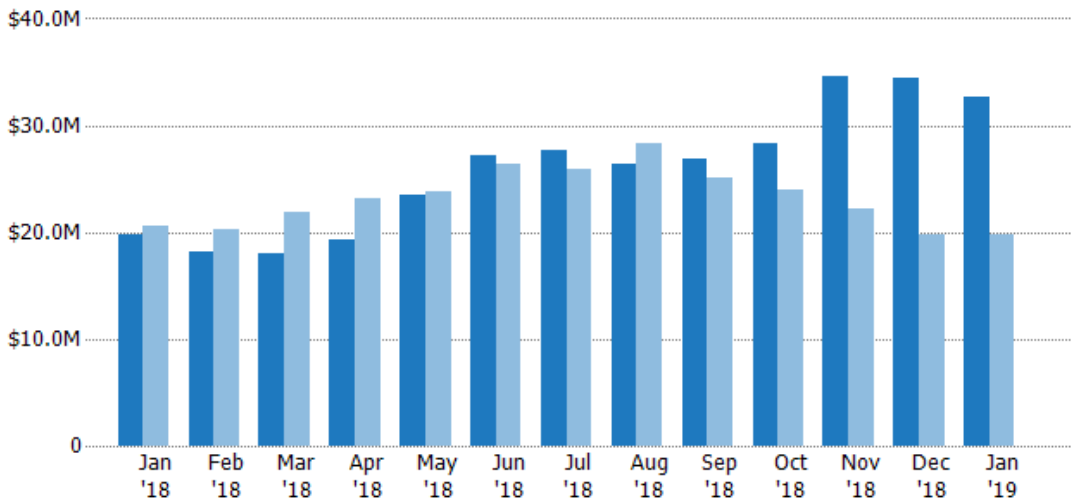
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Jan '19	\$32.7M	64.9%
Jan '18	\$19.8M	-4%
Jan '17	\$20.6M	30.2%



Current Year	\$19.8M	\$18.2M	\$18.1M	\$19.3M	\$23.4M	\$27.2M	\$27.6M	\$26.4M	\$26.8M	\$28.4M	\$34.7M	\$34.4M	\$32.7M
Prior Year	\$20.6M	\$20.3M	\$21.8M	\$23.1M	\$23.8M	\$26.4M	\$25.8M	\$28.4M	\$25.2M	\$23.9M	\$22.2M	\$19.8M	\$19.8M
Percent Change from Prior Year	-4%	-10%	-17%	-16%	-2%	3%	7%	-7%	7%	19%	56%	73%	65%

Average Listing Price

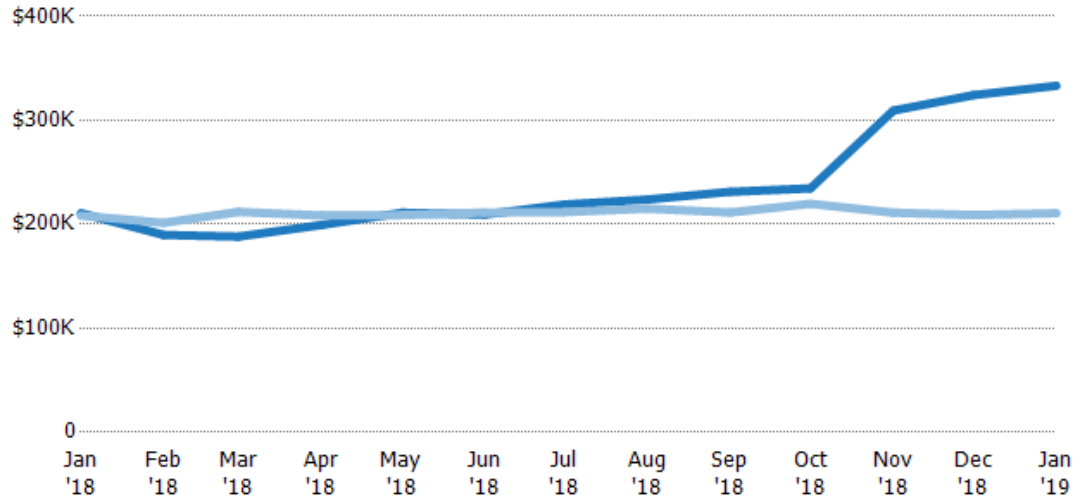
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Price	% Chg.
Jan '19	\$333K	58.2%
Jan '18	\$211K	1.1%
Jan '17	\$208K	-7.3%



Current Year	\$211K	\$190K	\$188K	\$199K	\$211K	\$209K	\$219K	\$224K	\$231K	\$235K	\$309K	\$324K	\$333K
Prior Year	\$208K	\$201K	\$212K	\$209K	\$209K	\$211K	\$212K	\$215K	\$211K	\$220K	\$211K	\$209K	\$211K
Percent Change from Prior Year	1%	-6%	-11%	-4%	1%	-1%	3%	4%	9%	7%	47%	55%	58%

Median Listing Price

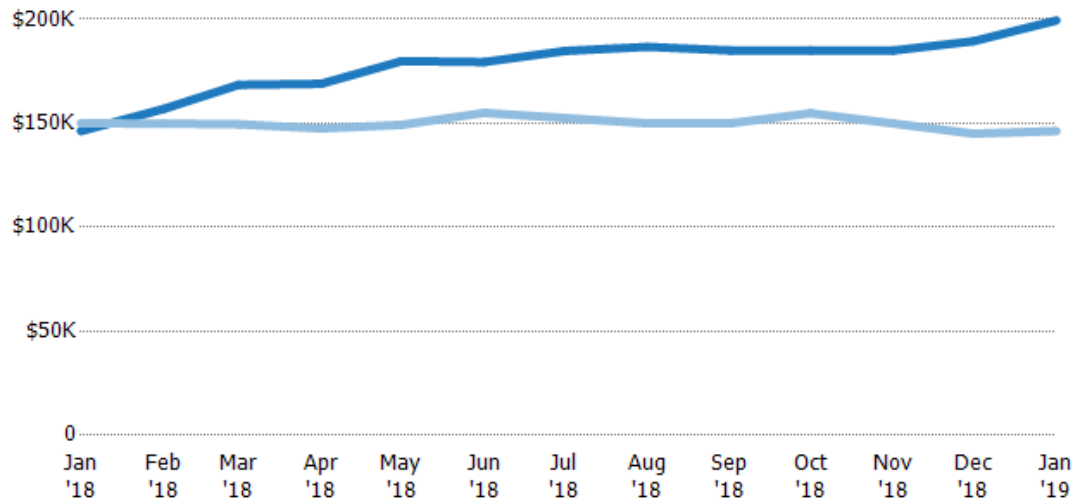
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Price	% Chg.
Jan '19	\$199K	36.4%
Jan '18	\$146K	-2.5%
Jan '17	\$150K	-0.1%



Current Year	\$146K	\$157K	\$169K	\$169K	\$180K	\$179K	\$185K	\$187K	\$185K	\$185K	\$185K	\$189K	\$199K
Prior Year	\$150K	\$150K	\$150K	\$148K	\$149K	\$155K	\$153K	\$150K	\$150K	\$155K	\$150K	\$145K	\$146K
Percent Change from Prior Year	-3%	5%	13%	15%	21%	16%	21%	25%	23%	20%	23%	31%	36%

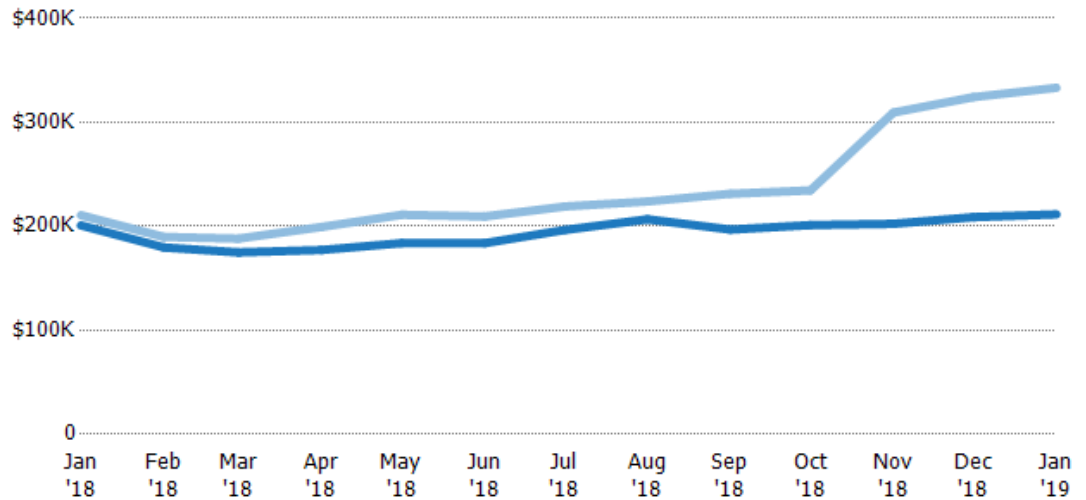
Average Listing Price vs Average Est Value

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



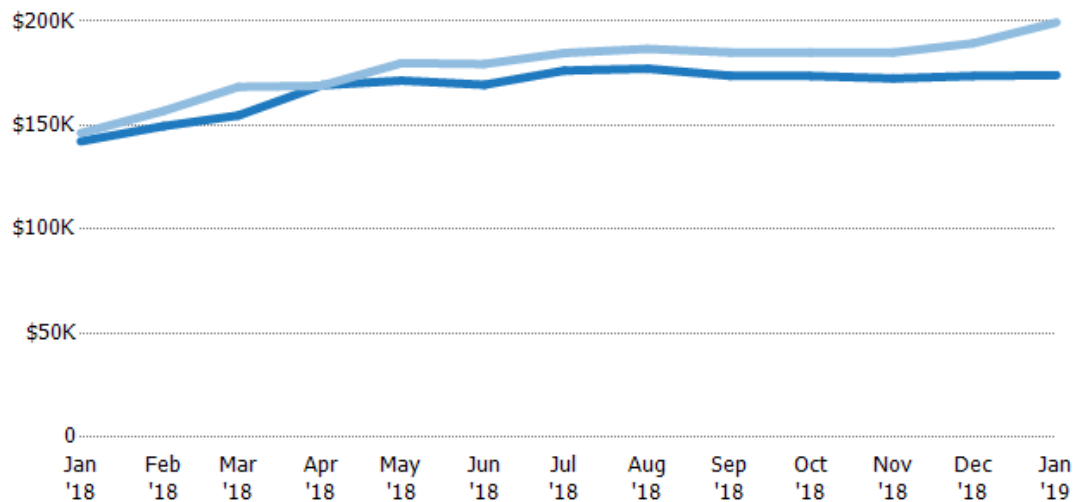
Median Listing Price vs Median Est Value

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



Median Days in RPR

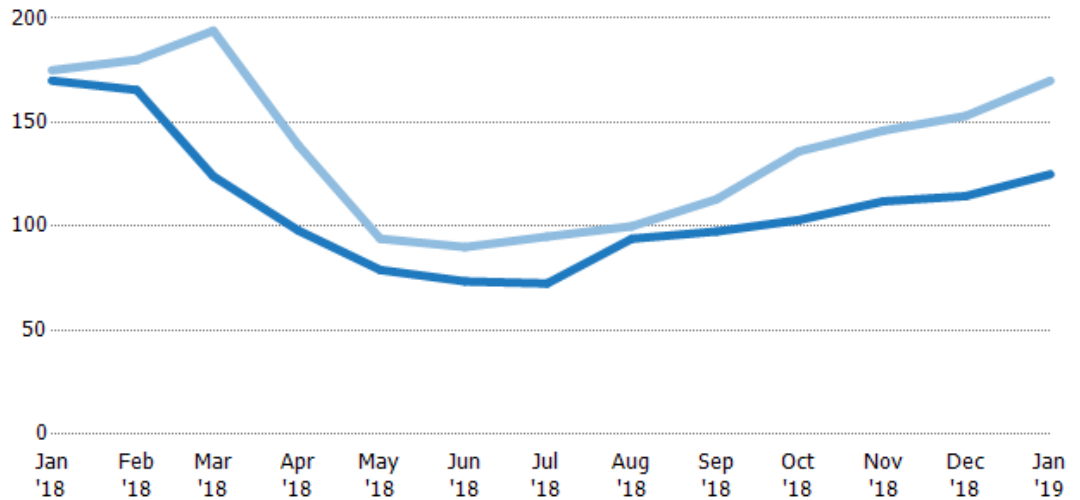
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Days	% Chg.
Jan '19	125	-26.5%
Jan '18	170	-2.9%
Jan '17	175	-18.3%



Current Year	170	166	124	98	79	73.5	72.5	94	97.5	103	112	115	125
Prior Year	175	180	194	139	94	90	95	100	113	136	146	153	170
Percent Change from Prior Year	-3%	-8%	-36%	-29%	-16%	-18%	-24%	-6%	-14%	-24%	-23%	-25%	-26%

Months of Inventory

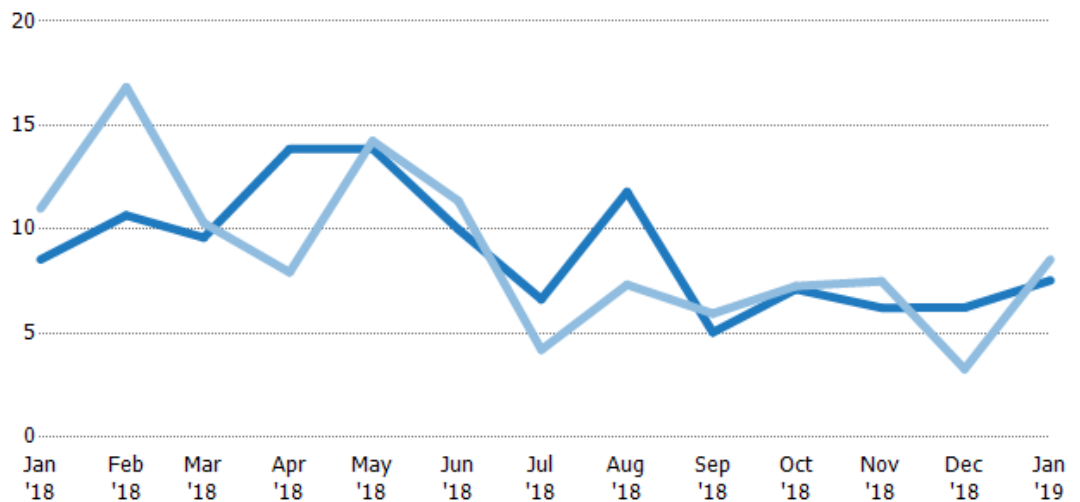
The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Months	% Chg.
Jan '19	7.54	-11.8%
Jan '18	8.55	-22.3%
Jan '17	11	5.3%



Current Year	8.55	10.7	9.6	13.9	13.9	10	6.63	11.8	5.04	7.12	6.22	6.24	7.54
Prior Year	11	16.8	10.3	7.93	14.3	11.4	4.21	7.33	5.95	7.27	7.5	3.28	8.55
Percent Change from Prior Year	-22%	-37%	-7%	75%	-3%	-12%	58%	61%	-15%	-2%	-17%	90%	-12%

Absorption Rate

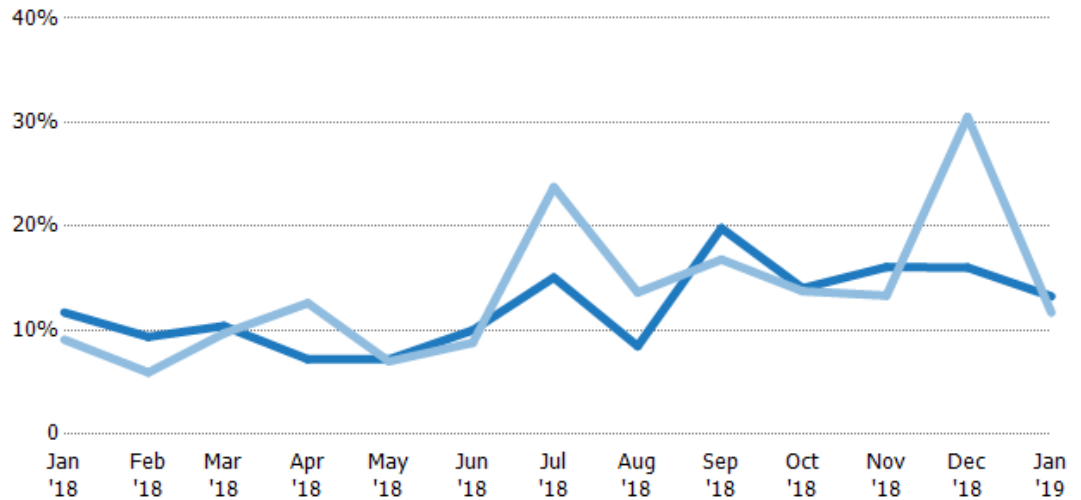
The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Rate	Chg.
Jan '19	13%	-1.6%
Jan '18	12%	-2.6%
Jan '17	9%	-5.1%



Current Year	12%	9%	10%	7%	7%	10%	15%	8%	20%	14%	16%	16%	13%
Prior Year	9%	6%	10%	13%	7%	9%	24%	14%	17%	14%	13%	31%	12%
Change from Prior Year	-3%	-3%	-1%	5%	0%	-1%	9%	5%	-3%	0%	-3%	14%	-2%

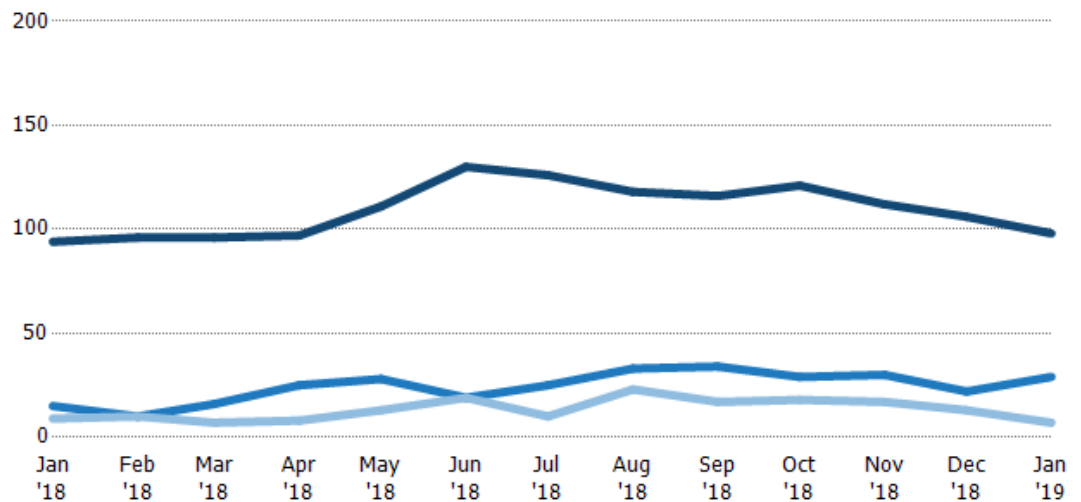
Active/Pending/Sold Units

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Active	94	96	96	97	111	130	126	118	116	121	112	106	98
Pending	15	10	16	25	28	19	25	33	34	29	30	22	29
Sold	9	10	7	8	13	19	10	23	17	18	17	13	7

New Pending Sales

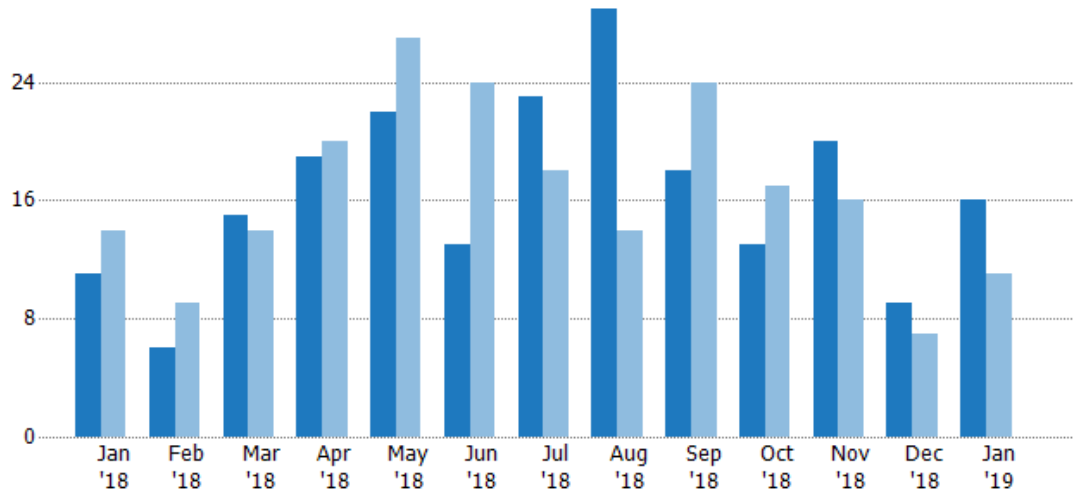
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Jan '19	16	45.5%
Jan '18	11	-21.4%
Jan '17	14	35.7%



Current Year	11	6	15	19	22	13	23	29	18	13	20	9	16
Prior Year	14	9	14	20	27	24	18	14	24	17	16	7	11
Percent Change from Prior Year	-21%	-33%	7%	-5%	-19%	-46%	28%	107%	-25%	-24%	25%	29%	45%

New Pending Sales Volume

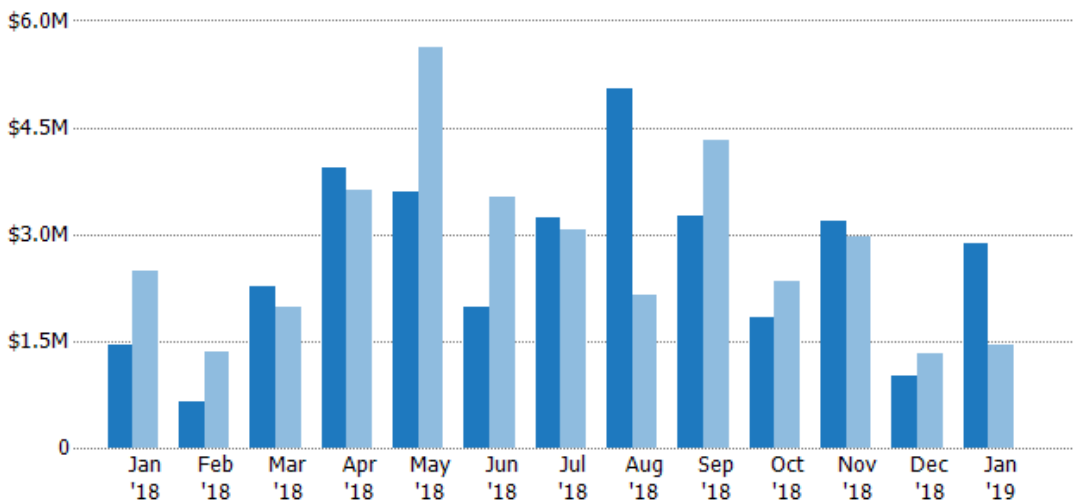
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Jan '19	\$2.87M	99.5%
Jan '18	\$1.44M	-42.4%
Jan '17	\$2.49M	24.3%



Current Year	\$1.44M	\$654K	\$2.26M	\$3.93M	\$3.6M	\$1.97M	\$3.22M	\$5.04M	\$3.25M	\$1.83M	\$3.19M	\$1.02M	\$2.87M
Prior Year	\$2.49M	\$1.36M	\$1.99M	\$3.62M	\$5.62M	\$3.51M	\$3.05M	\$2.15M	\$4.33M	\$2.35M	\$2.97M	\$1.31M	\$1.44M
Percent Change from Prior Year	-42%	-52%	13%	8%	-36%	-44%	6%	134%	-25%	-22%	8%	-22%	100%

Pending Sales

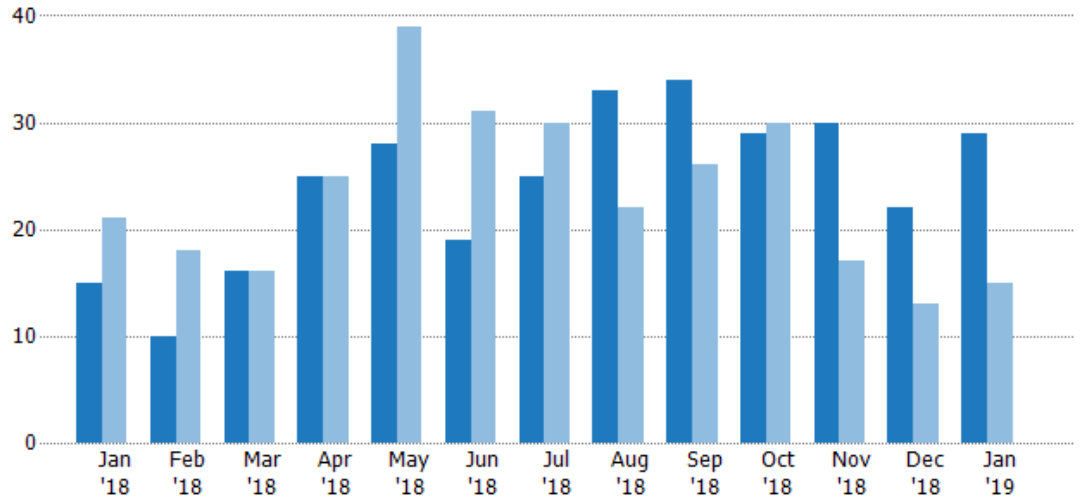
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Jan '19	29	93.3%
Jan '18	15	-28.6%
Jan '17	21	28.6%



Current Year	15	10	16	25	28	19	25	33	34	29	30	22	29
Prior Year	21	18	16	25	39	31	30	22	26	30	17	13	15
Percent Change from Prior Year	-29%	-44%	0%	0%	-28%	-39%	-17%	50%	31%	-3%	76%	69%	93%

Pending Sales Volume

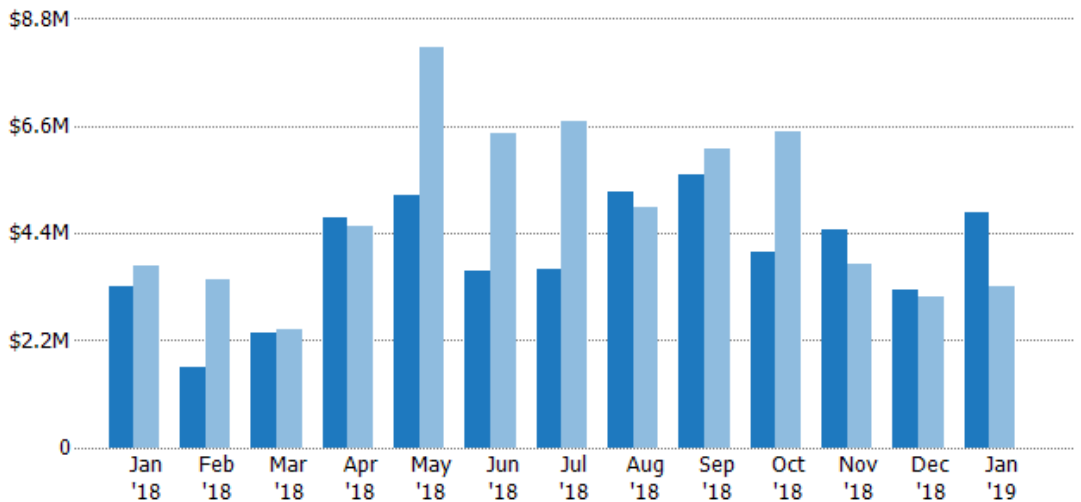
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Jan '19	\$4.83M	45.3%
Jan '18	\$3.32M	-10.6%
Jan '17	\$3.72M	11.5%



Current Year	\$3.32M	\$1.64M	\$2.37M	\$4.74M	\$5.2M	\$3.64M	\$3.68M	\$5.27M	\$5.59M	\$4.01M	\$4.47M	\$3.22M	\$4.83M
Prior Year	\$3.72M	\$3.46M	\$2.44M	\$4.53M	\$8.21M	\$6.44M	\$6.71M	\$4.93M	\$6.13M	\$6.48M	\$3.76M	\$3.11M	\$3.32M
Percent Change from Prior Year	-11%	-53%	-3%	4%	-37%	-44%	-45%	7%	-9%	-38%	19%	4%	45%

Closed Sales

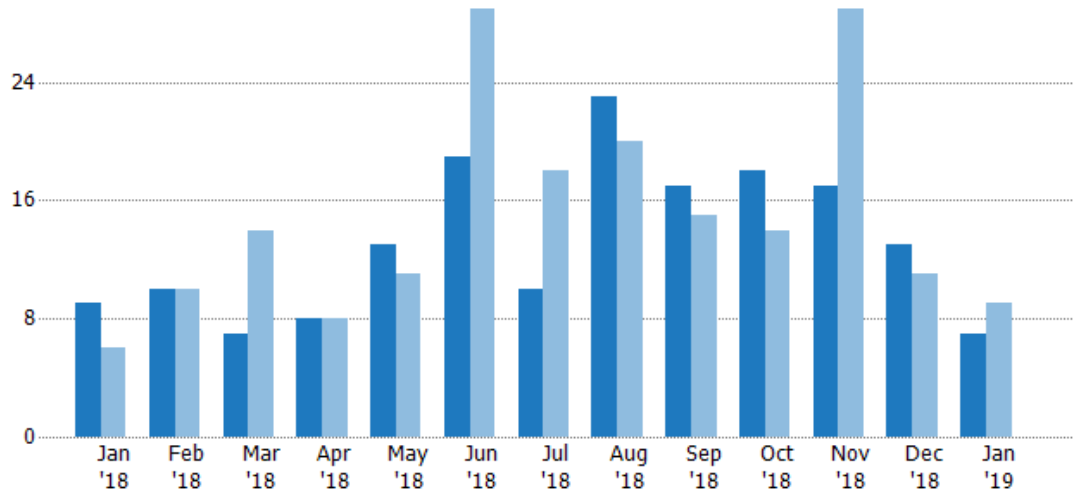
The total number of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Jan '19	7	-22.2%
Jan '18	9	50%
Jan '17	6	0%



Current Year	9	10	7	8	13	19	10	23	17	18	17	13	7
Prior Year	6	10	14	8	11	29	18	20	15	14	29	11	9
Percent Change from Prior Year	50%	0%	-50%	0%	18%	-34%	-44%	15%	13%	29%	-41%	18%	-22%

Closed Sales Volume

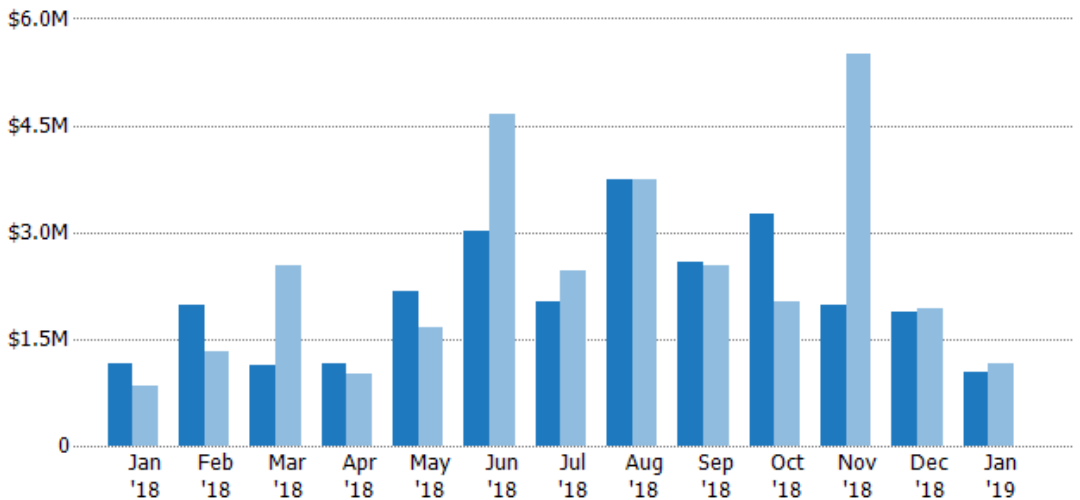
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Jan '19	\$1.03M	-11.3%
Jan '18	\$1.16M	37.8%
Jan '17	\$843K	-30%



Current Year	\$1.16M	\$1.97M	\$1.12M	\$1.15M	\$2.16M	\$3M	\$2.02M	\$3.74M	\$2.57M	\$3.26M	\$1.98M	\$1.89M	\$1.03M
Prior Year	\$843K	\$1.33M	\$2.54M	\$1M	\$1.67M	\$4.66M	\$2.47M	\$3.75M	\$2.54M	\$2.02M	\$5.5M	\$1.92M	\$1.16M
Percent Change from Prior Year	38%	48%	-56%	15%	30%	-36%	-18%	0%	1%	62%	-64%	-2%	-11%

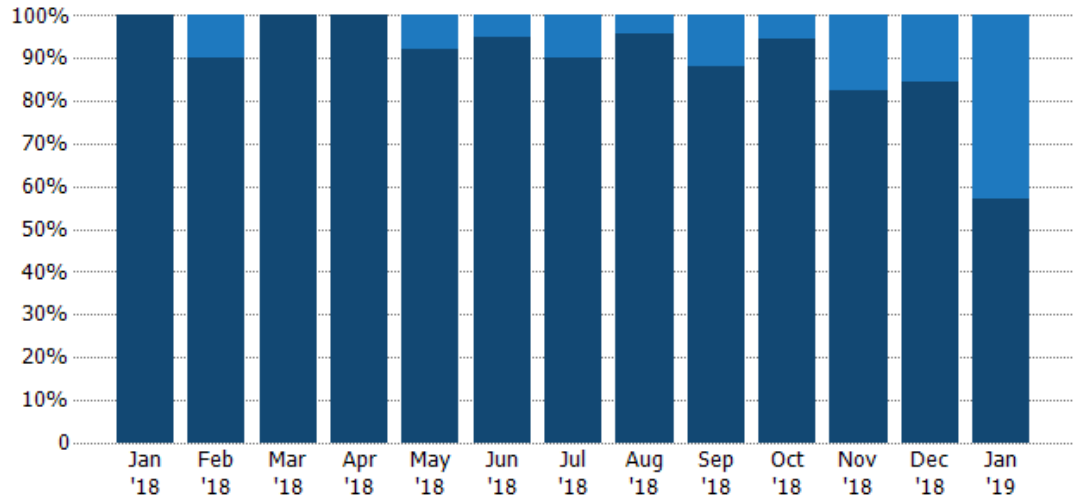
Closed Sales by Property Type

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



Condo/Townhouse	-	10%	-	-	8%	5%	10%	4%	12%	6%	18%	15%	43%
Single Family Residence	100%	90%	100%	100%	92%	95%	90%	96%	88%	94%	82%	85%	57%

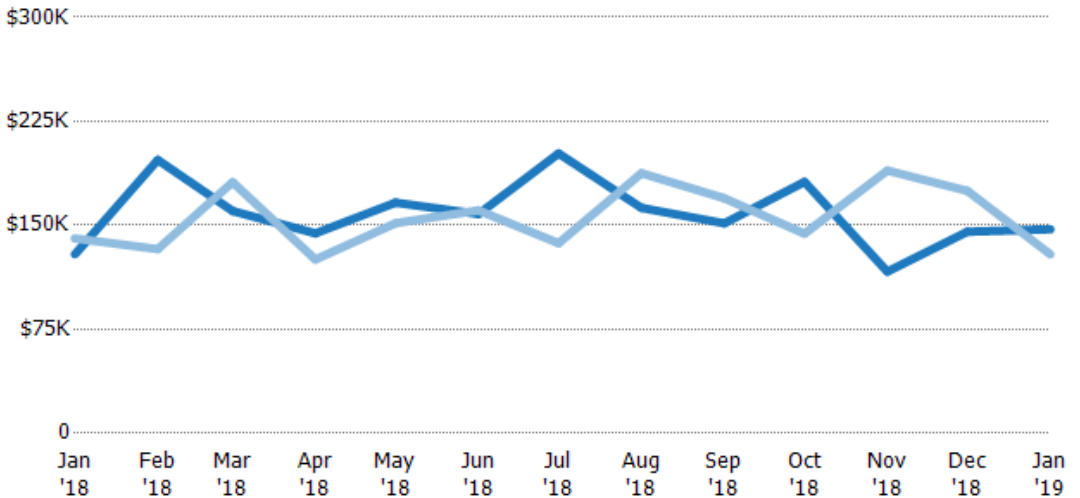
Average Sales Price

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



Current Year	\$129K	\$197K	\$160K	\$144K	\$166K	\$158K	\$202K	\$163K	\$151K	\$181K	\$117K	\$145K	\$147K
Prior Year	\$141K	\$133K	\$181K	\$125K	\$151K	\$161K	\$137K	\$188K	\$170K	\$144K	\$190K	\$175K	\$129K
Percent Change from Prior Year	-8%	48%	-11%	15%	10%	-2%	47%	-13%	-11%	26%	-38%	-17%	14%

Median Sales Price

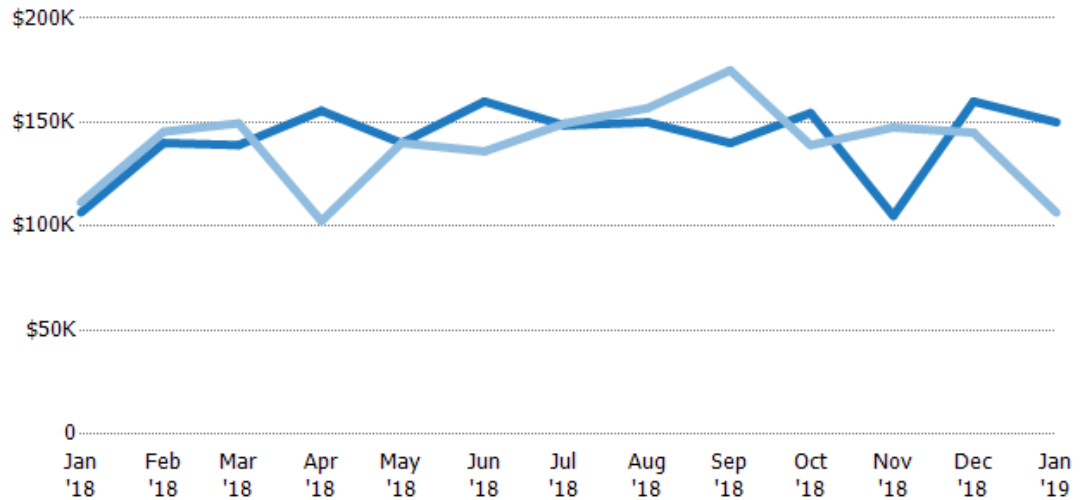
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Price	% Chg.
Jan '19	\$150K	40.7%
Jan '18	\$107K	-4.4%
Jan '17	\$112K	0.9%



Current Year	\$107K	\$140K	\$139K	\$156K	\$140K	\$160K	\$149K	\$150K	\$140K	\$154K	\$105K	\$160K	\$150K
Prior Year	\$112K	\$145K	\$150K	\$103K	\$140K	\$136K	\$149K	\$157K	\$175K	\$139K	\$148K	\$145K	\$107K
Percent Change from Prior Year	-4%	-4%	-7%	52%	0%	18%	-1%	-4%	-20%	11%	-29%	10%	41%

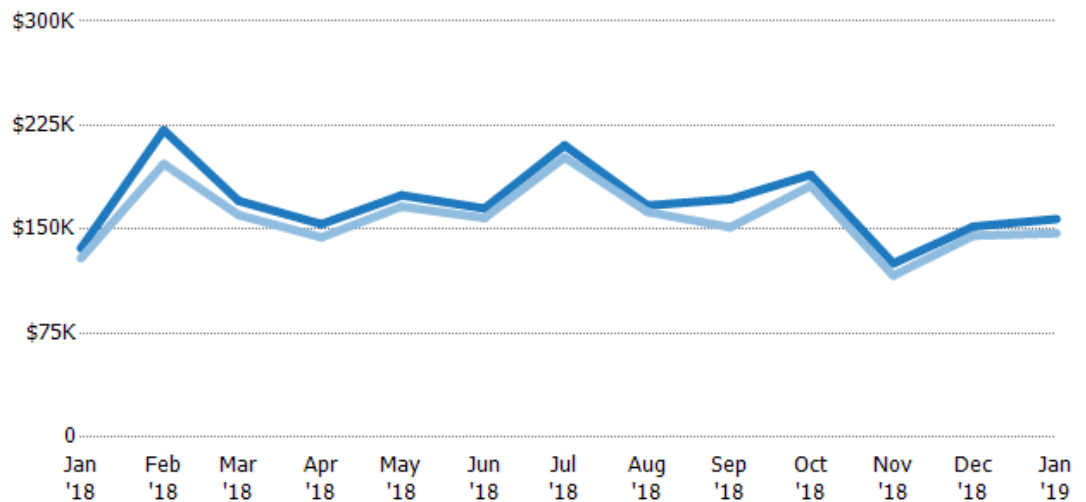
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Avg List Price	\$136K	\$221K	\$171K	\$154K	\$175K	\$165K	\$211K	\$167K	\$172K	\$189K	\$125K	\$152K	\$157K
Avg Sales Price	\$129K	\$197K	\$160K	\$144K	\$166K	\$158K	\$202K	\$163K	\$151K	\$181K	\$117K	\$145K	\$147K
Avg Sales Price as a % of Avg List Price	95%	89%	94%	94%	95%	96%	96%	97%	88%	96%	93%	96%	93%

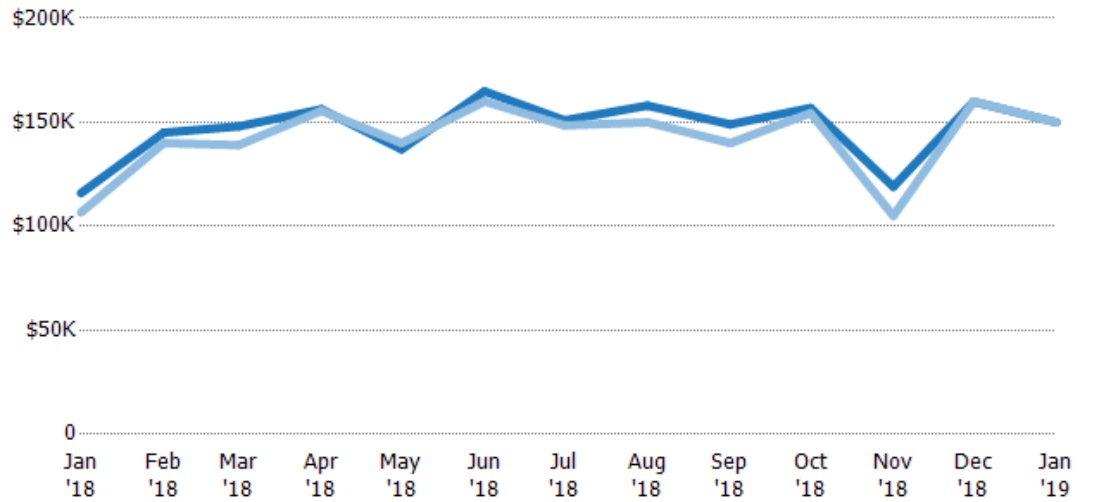
Median Sales Price vs Median Listing Price

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



Median List Price	\$116K	\$145K	\$148K	\$156K	\$137K	\$165K	\$151K	\$158K	\$149K	\$157K	\$119K	\$160K	\$150K
Median Sales Price	\$107K	\$140K	\$139K	\$156K	\$140K	\$160K	\$149K	\$150K	\$140K	\$154K	\$105K	\$160K	\$150K
Med Sales Price as a % of Med List Price	92%	97%	94%	100%	102%	97%	98%	95%	94%	98%	88%	100%	100%

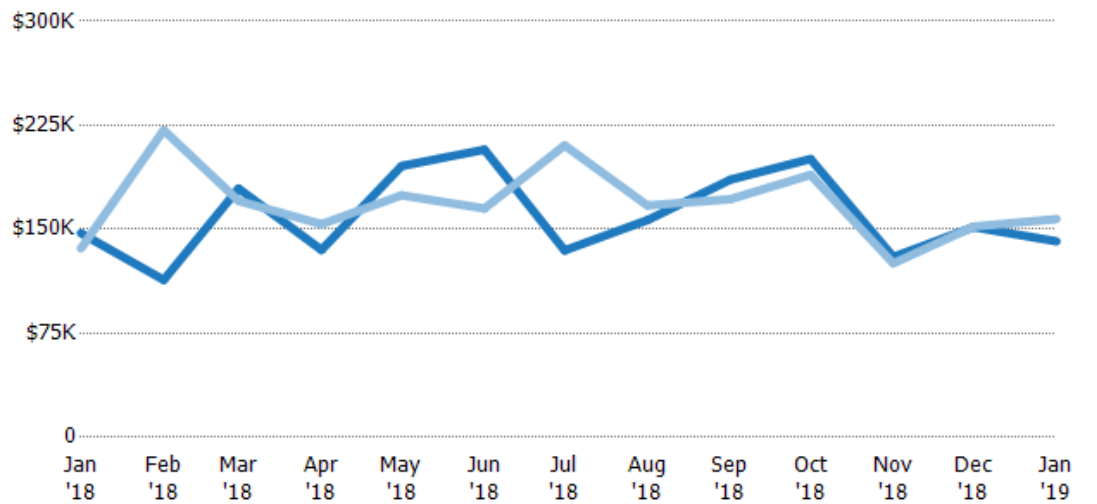
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Avg Est Value	\$147K	\$113K	\$179K	\$135K	\$196K	\$207K	\$135K	\$157K	\$186K	\$201K	\$130K	\$152K	\$141K
Avg Sales Price	\$136K	\$221K	\$171K	\$154K	\$175K	\$165K	\$211K	\$167K	\$172K	\$189K	\$125K	\$152K	\$157K
Avg Sales Price as a % of Avg Est Value	92%	195%	95%	114%	89%	80%	156%	107%	92%	94%	96%	100%	111%

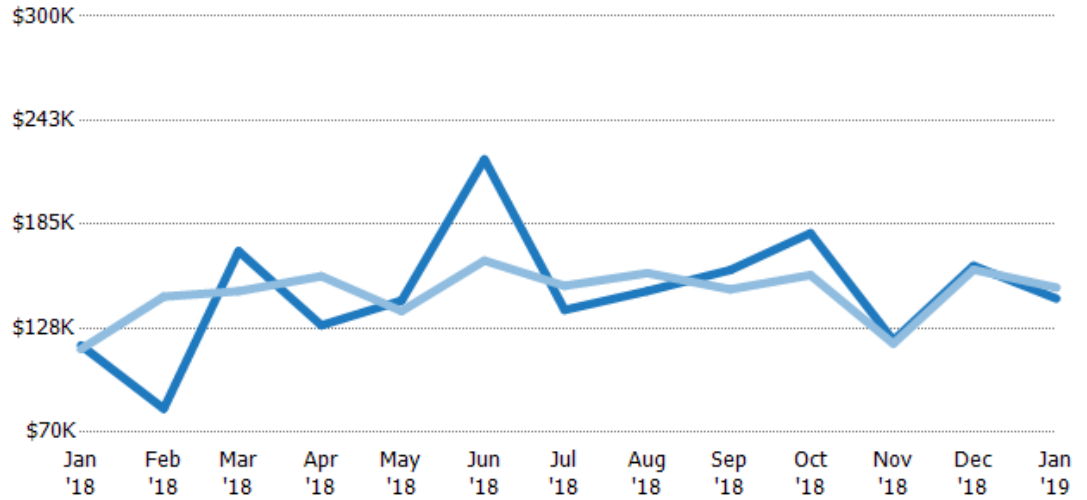
Median Sales Price vs Median Est Value

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	\$118K	\$83K	\$170K	\$129K	\$143K	\$221K	\$138K	\$148K	\$160K	\$180K	\$121K	\$162K	\$144K
Median Sales Price	\$116K	\$145K	\$148K	\$156K	\$137K	\$165K	\$151K	\$158K	\$149K	\$157K	\$119K	\$160K	\$150K
Med Sales Price as a % of Med Est Value	98%	175%	87%	121%	96%	75%	110%	107%	93%	87%	99%	99%	104%