

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	40	23	+73.9%	72	53	+35.8%
New Listing Volume	\$7,297,399	\$4,996,200	+46.1%	\$12,416,089	\$10,084,100	+23.1%
Active Listing Count	112	97	+15.5%	N/A	N/A	
Active Listing Volume	\$34,266,999	\$18,289,450	+87.4%	N/A	N/A	
Average Listing Price	\$305,955	\$188,551	+62.3%	\$313,914	\$185,188	+69.5%
Median Listing Price	\$185,000	\$169,000	+9.5%	\$185,032	\$157,076	+17.8%
Median Days in RPR	124.5	124	+0.4%	130.76	154.7	-15.5%
Months of Inventory	10.2	9.7	+5%	11.7	9.3	+26.4%
Absorption Rate	9.82%	10.31%	-0.5%	8.54%	10.8%	-2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	25	15	+66.7%	53	32	+65.6%
New Pending Sales Volume	\$3,626,590	\$2,256,600	+60.7%	\$9,665,090	\$4,347,580	+122.3%
Pending Sales Count	37	16	+131.3%	N/A	N/A	
Pending Sales Volume	\$7,094,900	\$2,510,100	+182.7%	N/A	N/A	
Closed Sales Count	16	8	+100%	34	27	+25.9%
Closed Sales Volume	\$2,371,551	\$1,246,100	+90.3%	\$4,788,775	\$4,378,450	+9.4%
Average Sales Price	\$148,222	\$155,763	-4.8%	\$140,846	\$162,165	-13.1%
Median Sales Price	\$139,875	\$131,500	+6.4%	\$138,765	\$126,348	+9.8%

New Listings

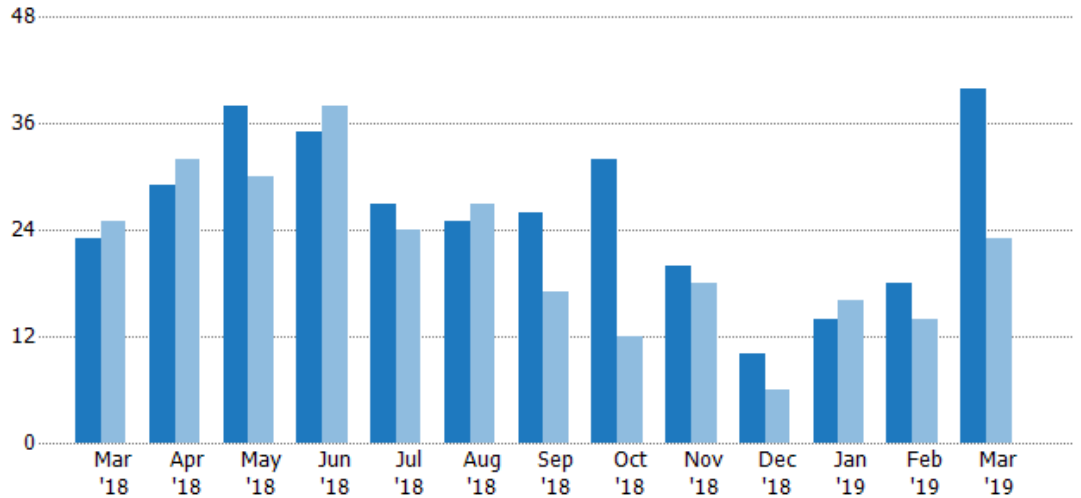
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Mar '19	40	73.9%
Mar '18	23	-8%
Mar '17	25	16%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	23	29	38	35	27	25	26	32	20	10	14	18	40
Prior Year	25	32	30	38	24	27	17	12	18	6	16	14	23
Percent Change from Prior Year	-8%	-9%	27%	-8%	13%	-7%	53%	167%	11%	67%	-13%	29%	74%

New Listing Volume

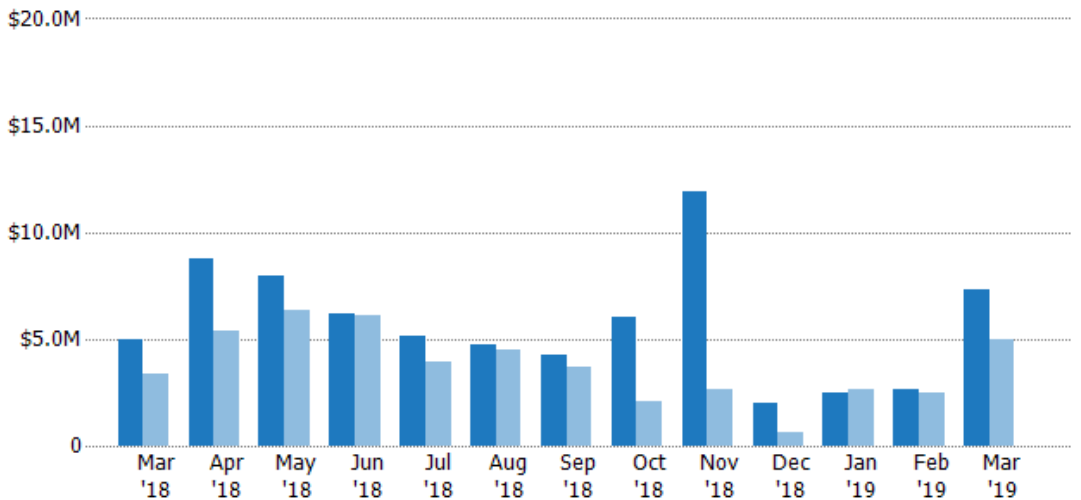
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Mar '19	\$7.3M	46.1%
Mar '18	\$5M	47.2%
Mar '17	\$3.39M	69.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$5M	\$8.74M	\$7.93M	\$6.19M	\$5.12M	\$4.71M	\$4.23M	\$6.01M	\$11.9M	\$1.98M	\$2.48M	\$2.63M	\$7.3M
Prior Year	\$3.39M	\$5.4M	\$6.31M	\$6.09M	\$3.96M	\$4.53M	\$3.69M	\$2.05M	\$2.65M	\$619K	\$2.65M	\$2.44M	\$5M
Percent Change from Prior Year	47%	62%	26%	2%	29%	4%	14%	194%	348%	219%	-6%	8%	46%

Active Listings

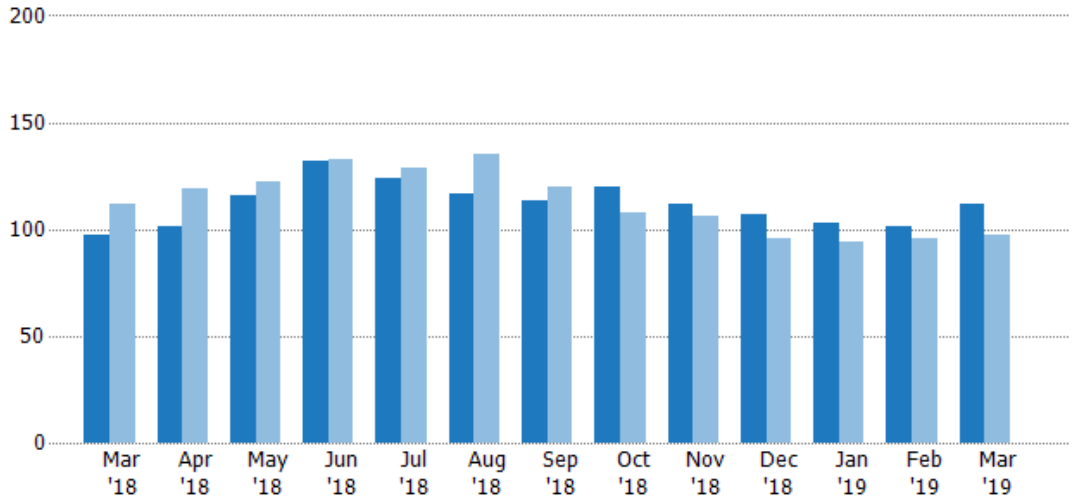
The number of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Mar '19	112	15.5%
Mar '18	97	-13.4%
Mar '17	112	44.6%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	97	101	116	132	124	117	113	120	112	107	103	101	112
Prior Year	112	119	122	133	129	135	120	108	106	96	94	96	97
Percent Change from Prior Year	-13%	-15%	-5%	-1%	-4%	-13%	-6%	11%	6%	11%	10%	5%	15%

Active Listing Volume

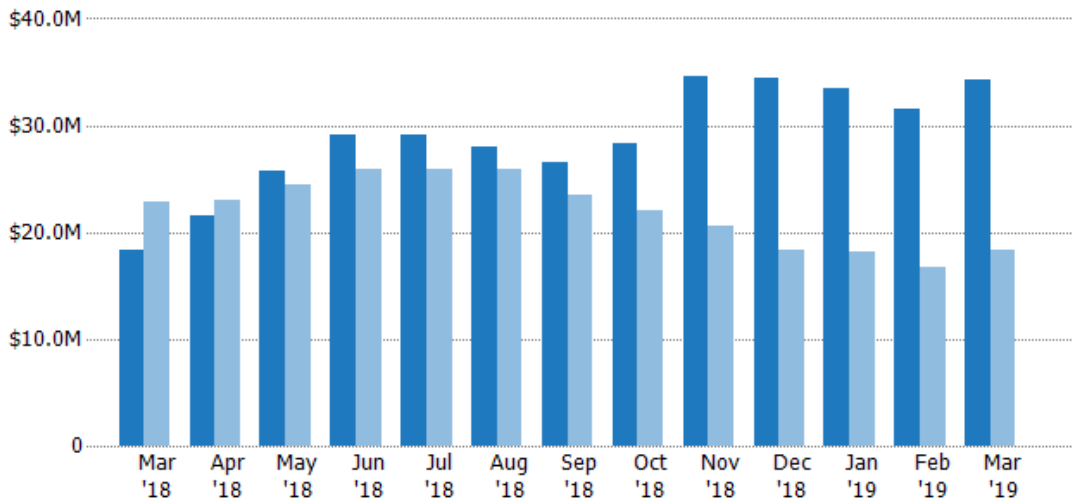
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Mar '19	\$34.3M	87.4%
Mar '18	\$18.3M	-20.1%
Mar '17	\$22.9M	58.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$18.3M	\$21.6M	\$25.7M	\$29.2M	\$29.1M	\$28M	\$26.5M	\$28.3M	\$34.6M	\$34.5M	\$33.4M	\$31.5M	\$34.3M
Prior Year	\$22.9M	\$22.9M	\$24.5M	\$25.9M	\$26M	\$25.9M	\$23.4M	\$22.1M	\$20.6M	\$18.3M	\$18.2M	\$16.7M	\$18.3M
Percent Change from Prior Year	-20%	-6%	5%	13%	12%	8%	13%	28%	68%	88%	84%	89%	87%

Average Listing Price

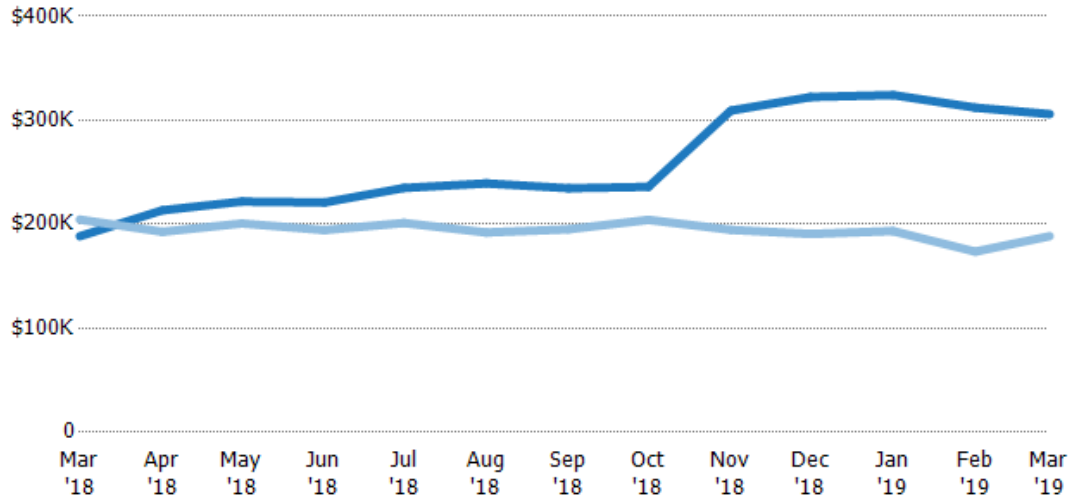
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '19	\$306K	62.3%
Mar '18	\$189K	-7.8%
Mar '17	\$204K	9.3%



Current Year	\$189K	\$213K	\$222K	\$221K	\$235K	\$239K	\$235K	\$236K	\$309K	\$322K	\$324K	\$312K	\$306K
Prior Year	\$204K	\$193K	\$201K	\$194K	\$201K	\$192K	\$195K	\$204K	\$195K	\$191K	\$193K	\$174K	\$189K
Percent Change from Prior Year	-8%	11%	11%	14%	17%	25%	20%	16%	59%	69%	68%	80%	62%

Median Listing Price

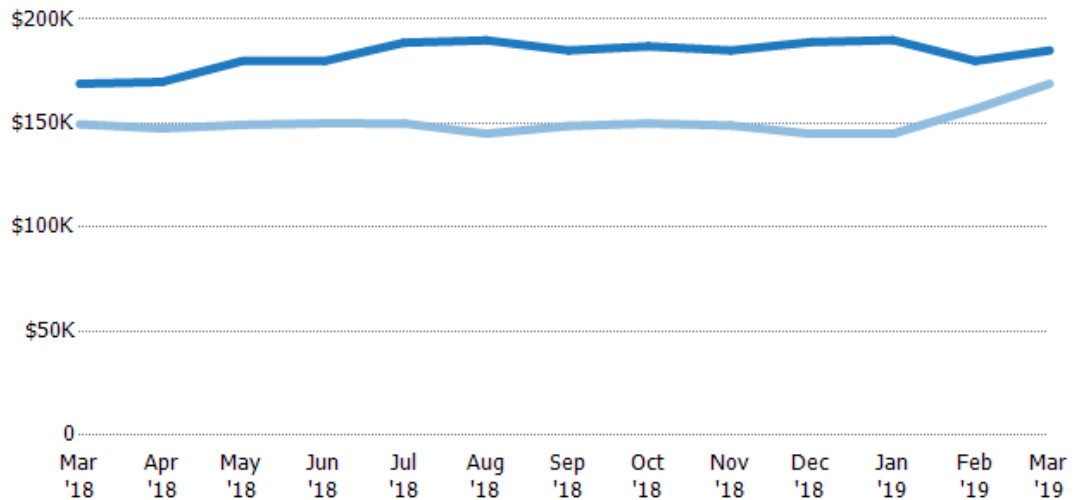
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '19	\$185K	9.5%
Mar '18	\$169K	13%
Mar '17	\$150K	13.2%



Current Year	\$169K	\$170K	\$180K	\$180K	\$189K	\$190K	\$185K	\$187K	\$185K	\$189K	\$190K	\$180K	\$185K
Prior Year	\$150K	\$148K	\$149K	\$150K	\$150K	\$145K	\$149K	\$150K	\$149K	\$145K	\$145K	\$157K	\$169K
Percent Change from Prior Year	13%	15%	21%	20%	26%	31%	24%	25%	24%	30%	31%	15%	9%

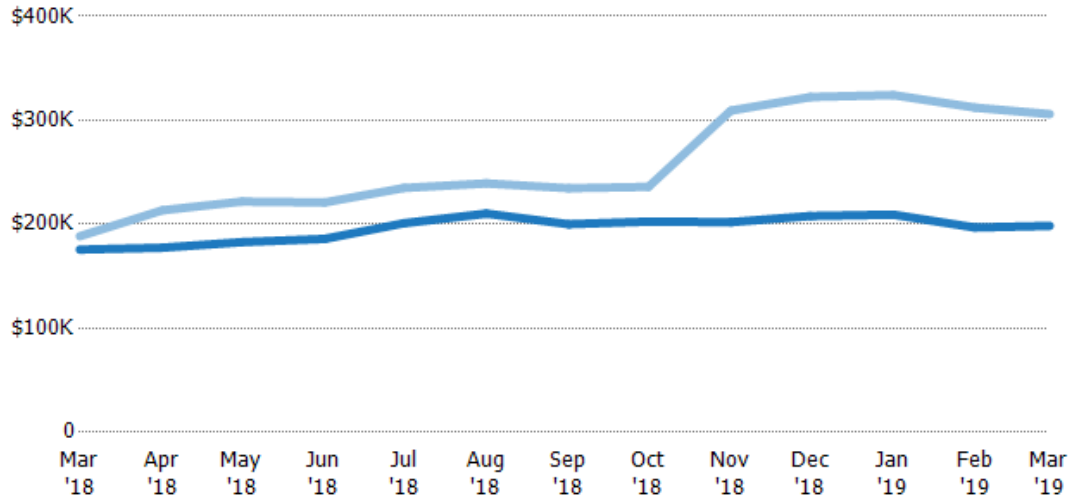
Average Listing Price vs Average Est Value

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$176K	\$177K	\$183K	\$186K	\$201K	\$210K	\$200K	\$203K	\$202K	\$208K	\$209K	\$197K	\$198K
Avg Listing Price	\$189K	\$213K	\$222K	\$221K	\$235K	\$239K	\$235K	\$236K	\$309K	\$322K	\$324K	\$312K	\$306K
Avg Listing Price as a % of Avg Est Value	107%	120%	121%	119%	117%	114%	117%	116%	153%	155%	155%	159%	154%

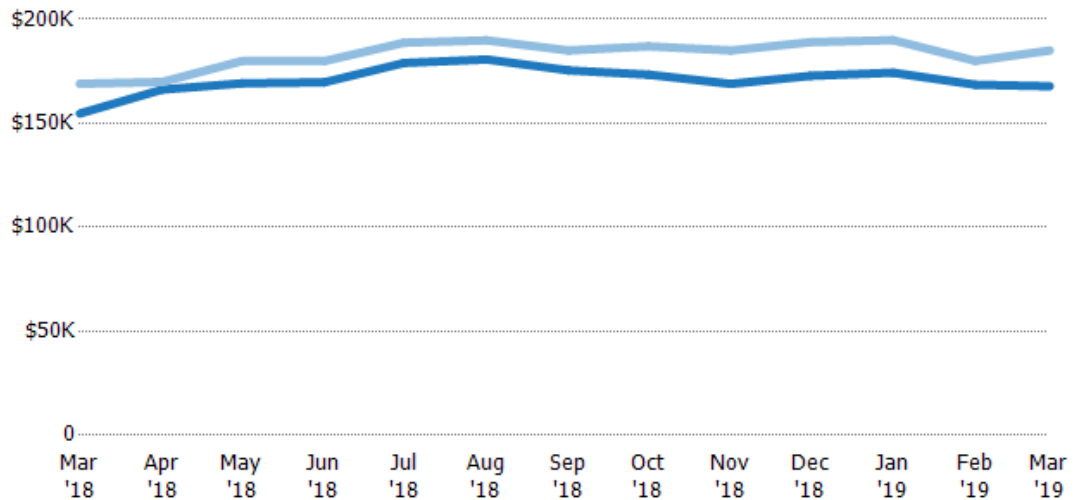
Median Listing Price vs Median Est Value

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$155K	\$166K	\$169K	\$170K	\$179K	\$181K	\$175K	\$173K	\$169K	\$173K	\$174K	\$169K	\$168K
Median Listing Price	\$169K	\$170K	\$180K	\$180K	\$189K	\$190K	\$185K	\$187K	\$185K	\$189K	\$190K	\$180K	\$185K
Med Listing Price as a % of Med Est Value	109%	102%	106%	106%	105%	105%	105%	108%	110%	109%	109%	107%	110%

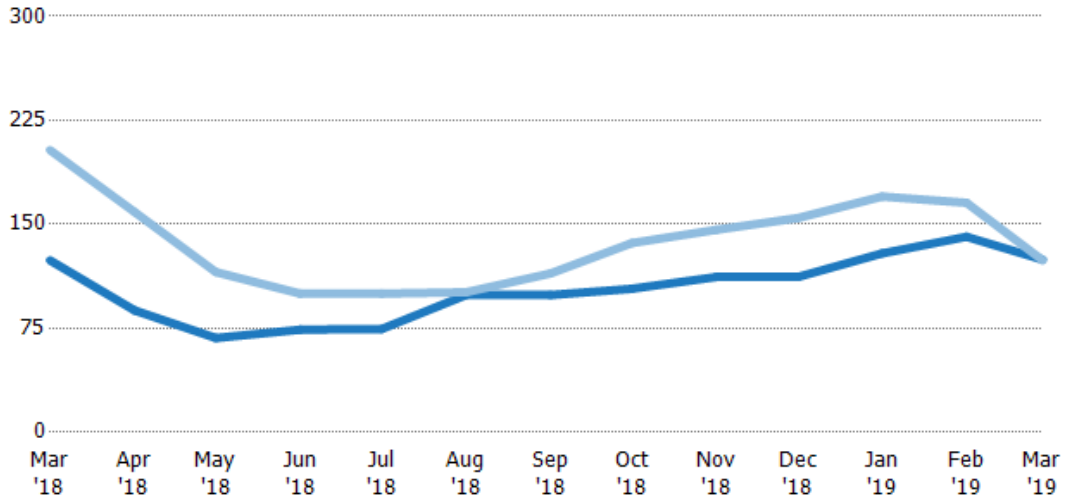
Median Days in RPR

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	124	88	68	74	74.5	99	99	104	112	112	129	141	125
Prior Year	204	159	116	100	100	101	115	137	146	155	170	166	124
Percent Change from Prior Year	-39%	-45%	-41%	-26%	-26%	-2%	-14%	-24%	-23%	-28%	-24%	-15%	0%

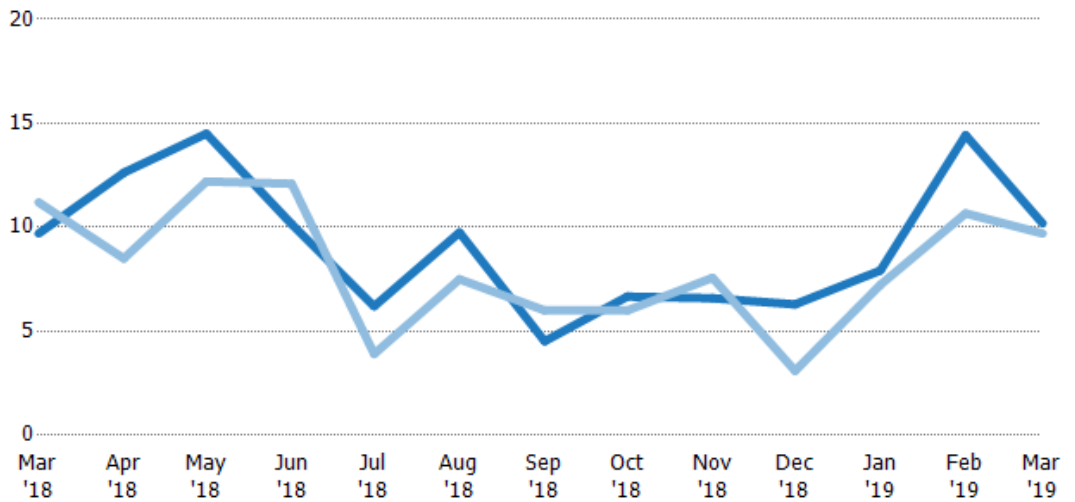
Months of Inventory

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9.7	12.6	14.5	10.2	6.2	9.75	4.52	6.67	6.59	6.29	7.92	14.4	10.2
Prior Year	11.2	8.5	12.2	12.1	3.91	7.5	6	6	7.57	3.1	7.23	10.7	9.7
Percent Change from Prior Year	-13%	49%	19%	-16%	59%	30%	-25%	11%	-13%	103%	10%	35%	5%

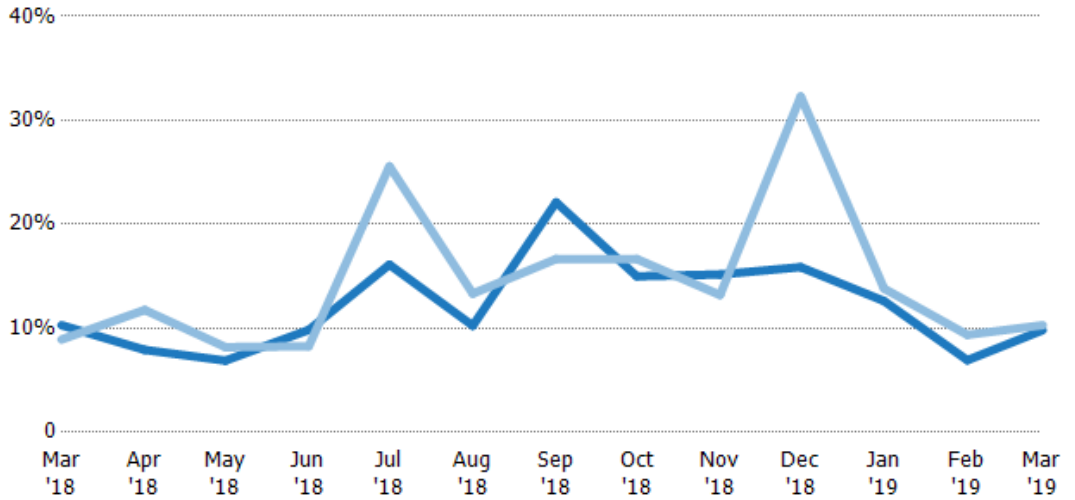
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	10%	8%	7%	10%	16%	10%	22%	15%	15%	16%	13%	7%	10%
Prior Year	9%	12%	8%	8%	26%	13%	17%	17%	13%	32%	14%	9%	10%
Change from Prior Year	-1%	4%	1%	-2%	9%	3%	-5%	2%	-2%	16%	1%	2%	0%

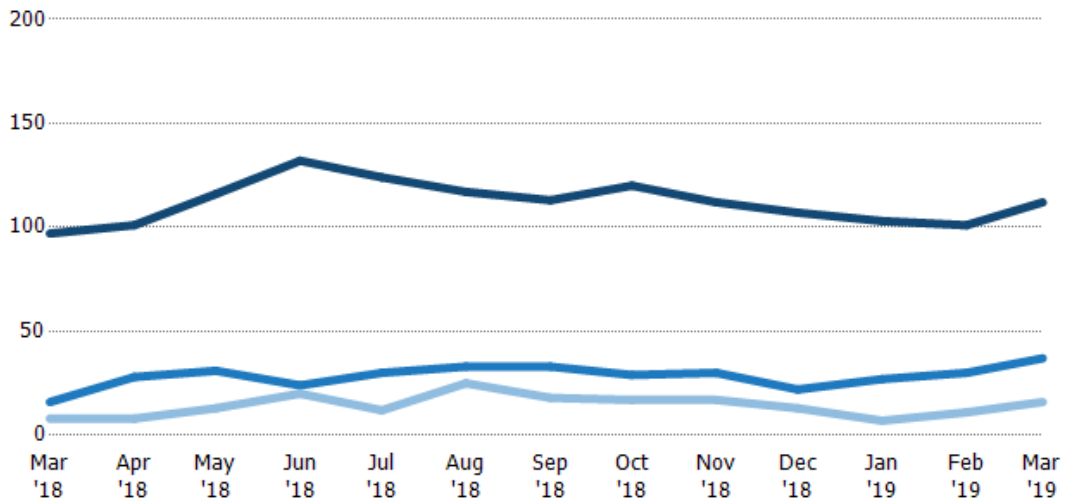
Active/Pending/Sold Units

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	97	101	116	132	124	117	113	120	112	107	103	101	112
Pending	16	28	31	24	30	33	33	29	30	22	27	30	37
Sold	8	8	13	20	12	25	18	17	17	13	7	11	16

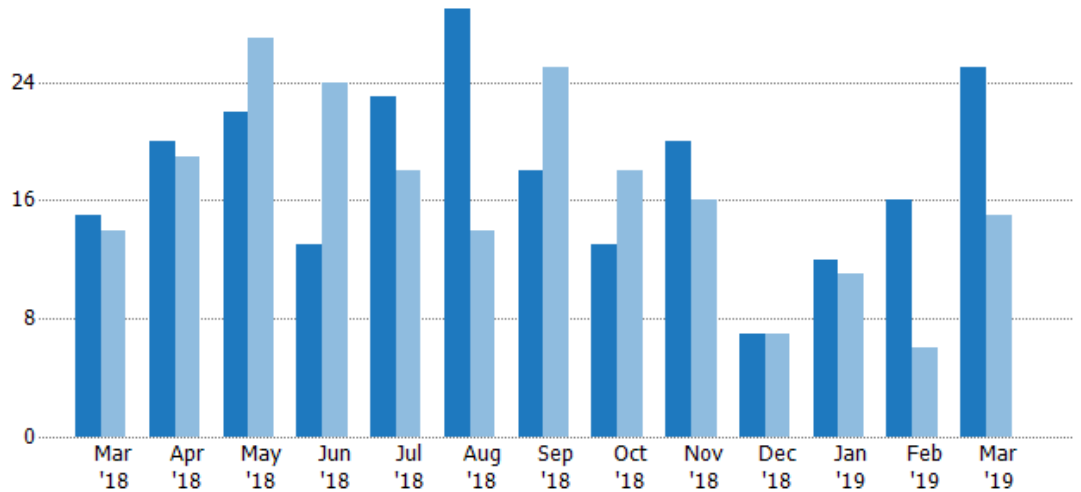
New Pending Sales

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.
Mar '19	25	66.7%
Mar '18	15	7.1%
Mar '17	14	71.4%



Current Year	15	20	22	13	23	29	18	13	20	7	12	16	25
Prior Year	14	19	27	24	18	14	25	18	16	7	11	6	15
Percent Change from Prior Year	7%	5%	-19%	-46%	28%	107%	-28%	-28%	25%	0%	9%	167%	67%

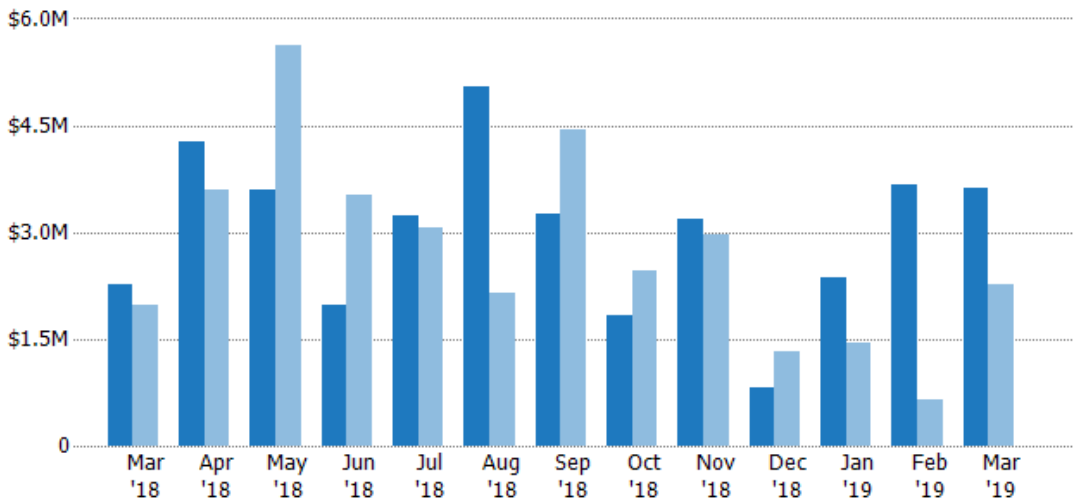
New Pending Sales Volume

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.
Mar '19	\$3.63M	60.7%
Mar '18	\$2.26M	13.5%
Mar '17	\$1.99M	111.8%



Current Year	\$2.26M	\$4.26M	\$3.6M	\$1.97M	\$3.22M	\$5.04M	\$3.25M	\$1.83M	\$3.19M	\$816K	\$2.37M	\$3.67M	\$3.63M
Prior Year	\$1.99M	\$3.6M	\$5.62M	\$3.51M	\$3.05M	\$2.15M	\$4.45M	\$2.45M	\$2.97M	\$1.31M	\$1.44M	\$654K	\$2.26M
Percent Change from Prior Year	13%	18%	-36%	-44%	6%	134%	-27%	-25%	8%	-38%	65%	461%	61%

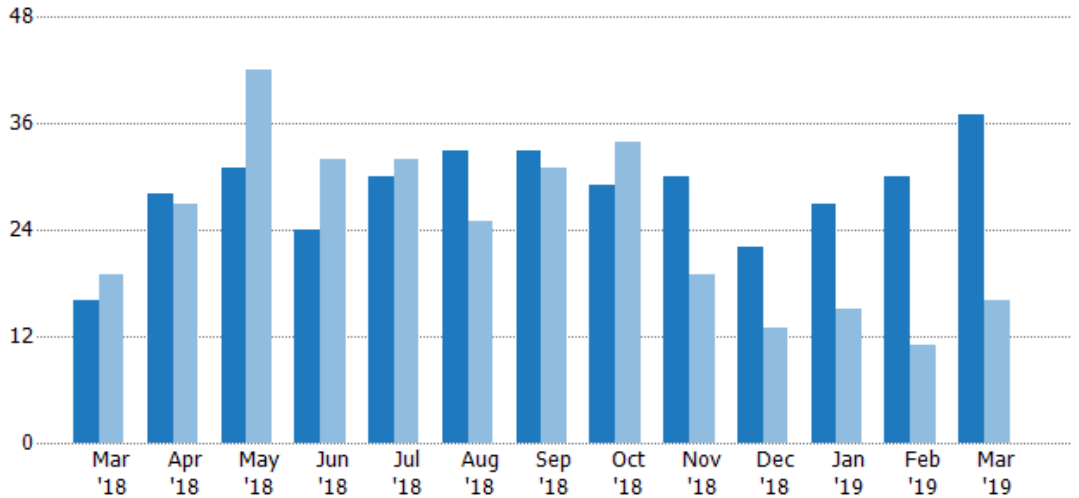
Pending Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	16	19	-16%
Apr '18	28	27	4%
May '18	31	42	-26%
Jun '18	24	32	-25%
Jul '18	30	32	-6%
Aug '18	33	25	32%
Sep '18	33	31	6%
Oct '18	29	34	-15%
Nov '18	30	19	58%
Dec '18	22	13	69%
Jan '19	27	15	80%
Feb '19	30	11	173%
Mar '19	37	16	131%

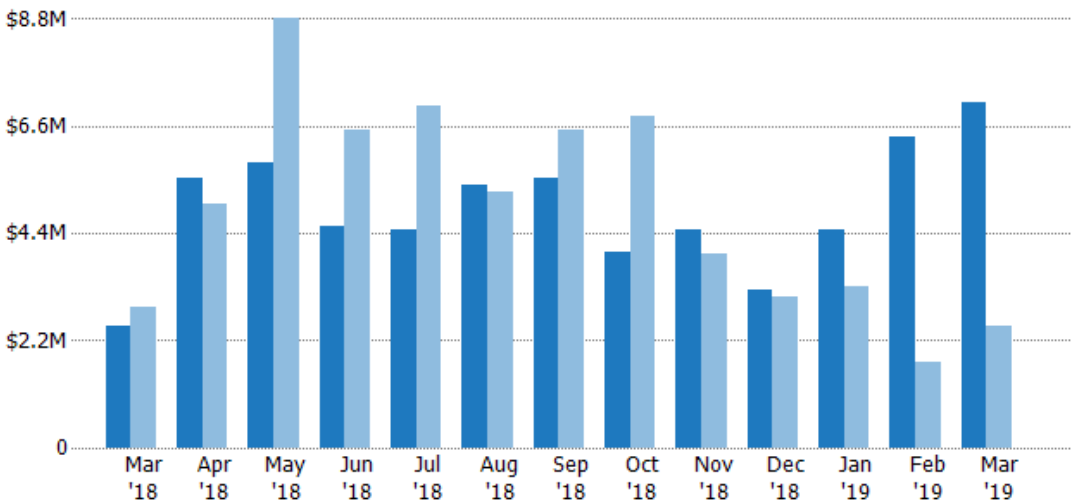
Pending Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	\$2.51M	\$2.88M	-13%
Apr '18	\$5.55M	\$4.99M	11%
May '18	\$5.84M	\$8.81M	-34%
Jun '18	\$4.53M	\$6.53M	-31%
Jul '18	\$4.47M	\$7.02M	-36%
Aug '18	\$5.39M	\$5.25M	3%
Sep '18	\$5.54M	\$6.52M	-15%
Oct '18	\$4.01M	\$6.82M	-41%
Nov '18	\$4.47M	\$3.97M	13%
Dec '18	\$3.22M	\$3.11M	4%
Jan '19	\$4.49M	\$3.32M	35%
Feb '19	\$6.39M	\$1.76M	262%
Mar '19	\$7.09M	\$2.51M	183%

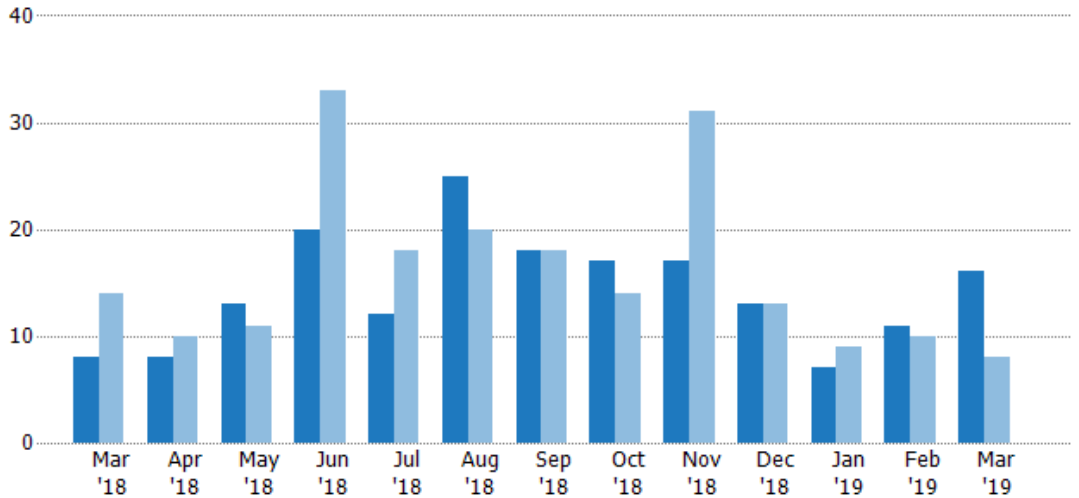
Closed Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	16	8	100%
Mar '18	8	14	-43%
Mar '17	14	10	21.4%

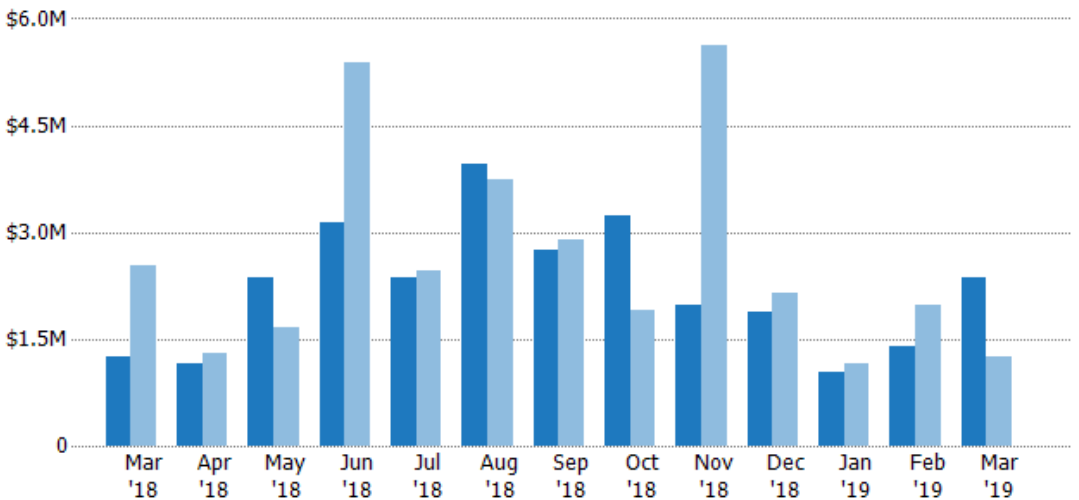
Closed Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$2.37M	\$1.25M	90.3%
Mar '18	\$1.25M	\$2.54M	-50.9%
Mar '17	\$2.54M	\$1.03M	-2.2%

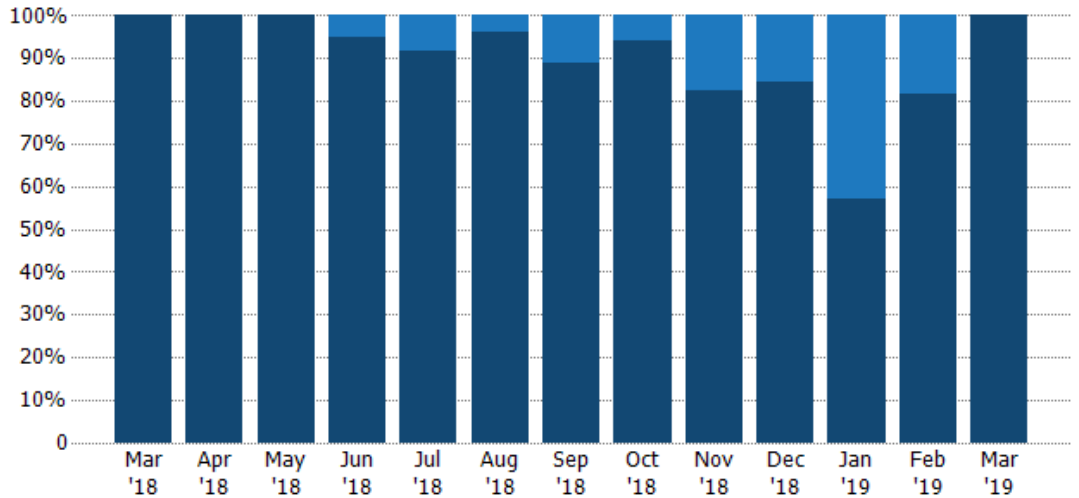
Closed Sales by Property Type

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	-	-	-	5%	8%	4%	11%	6%	18%	15%	43%	18%	-
Single Family Residence	100%	100%	100%	95%	92%	96%	89%	94%	82%	85%	57%	82%	100%

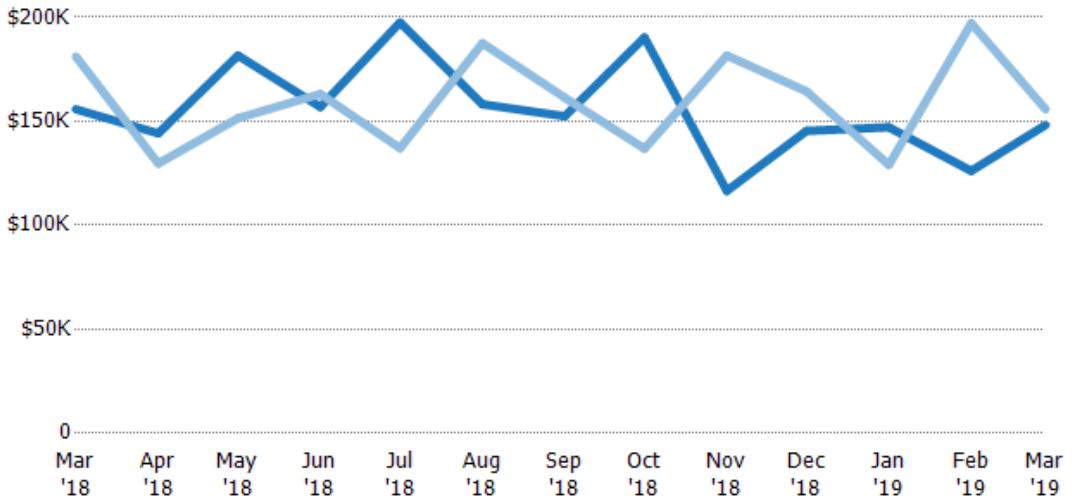
Average Sales Price

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	\$156K	\$144K	\$182K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K
Prior Year	\$181K	\$130K	\$151K	\$163K	\$137K	\$188K	\$161K	\$137K	\$182K	\$164K	\$129K	\$197K	\$156K
Percent Change from Prior Year	-14%	11%	20%	-4%	44%	-16%	-6%	39%	-36%	-12%	14%	-36%	-5%

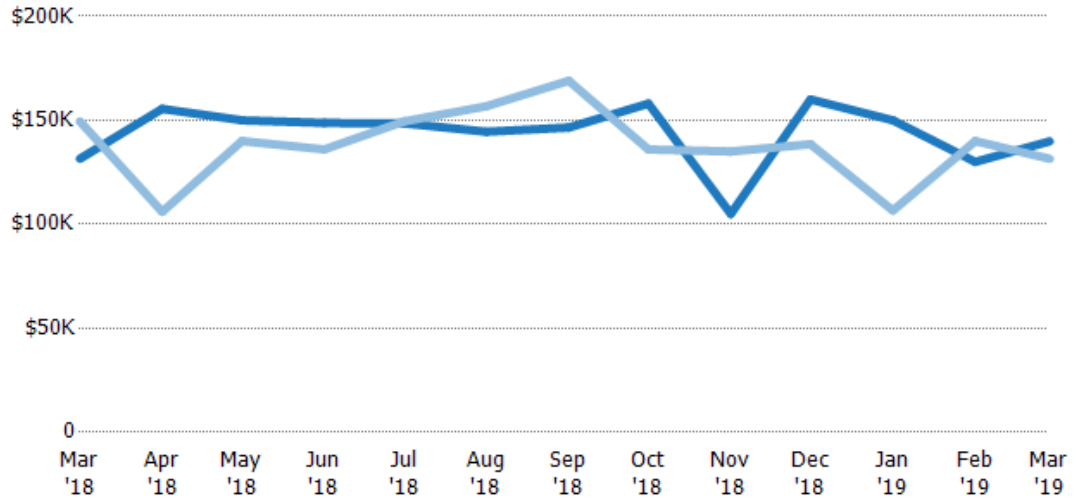
Median Sales Price

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.
Mar '19	\$140K	6.4%
Mar '18	\$132K	-12%
Mar '17	\$150K	-13%



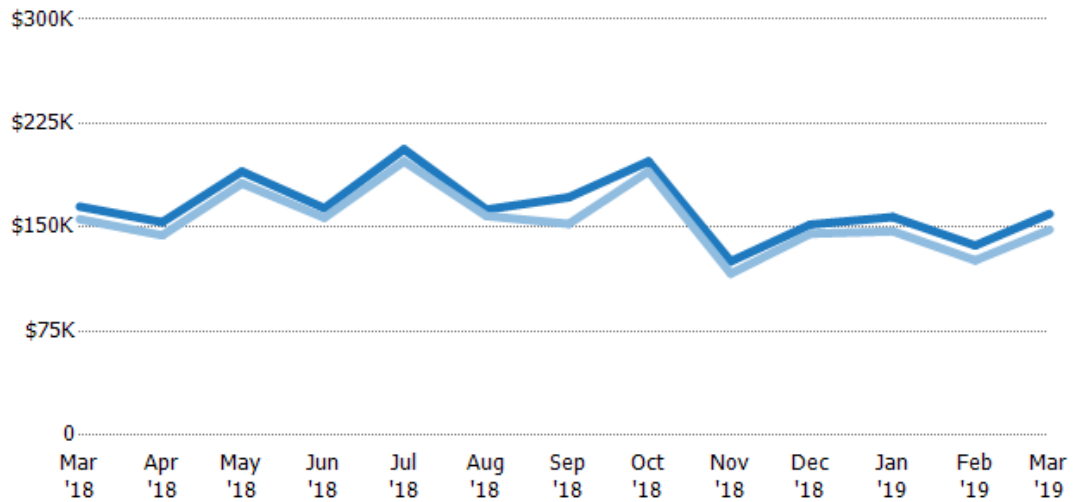
Current Year	\$132K	\$156K	\$150K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K
Prior Year	\$150K	\$106K	\$140K	\$136K	\$149K	\$157K	\$169K	\$136K	\$135K	\$139K	\$107K	\$140K	\$132K
Percent Change from Prior Year	-12%	47%	7%	9%	-1%	-8%	-13%	16%	-22%	16%	41%	-7%	6%

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



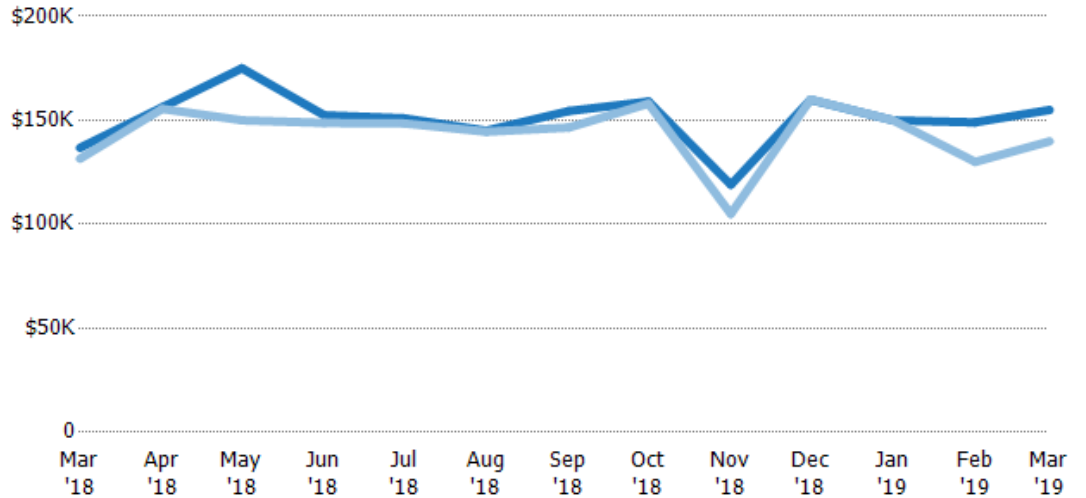
Avg List Price	\$165K	\$154K	\$190K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K
Avg Sales Price	\$156K	\$144K	\$182K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K
Avg Sales Price as a % of Avg List Price	94%	94%	95%	96%	96%	97%	89%	96%	93%	96%	93%	92%	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



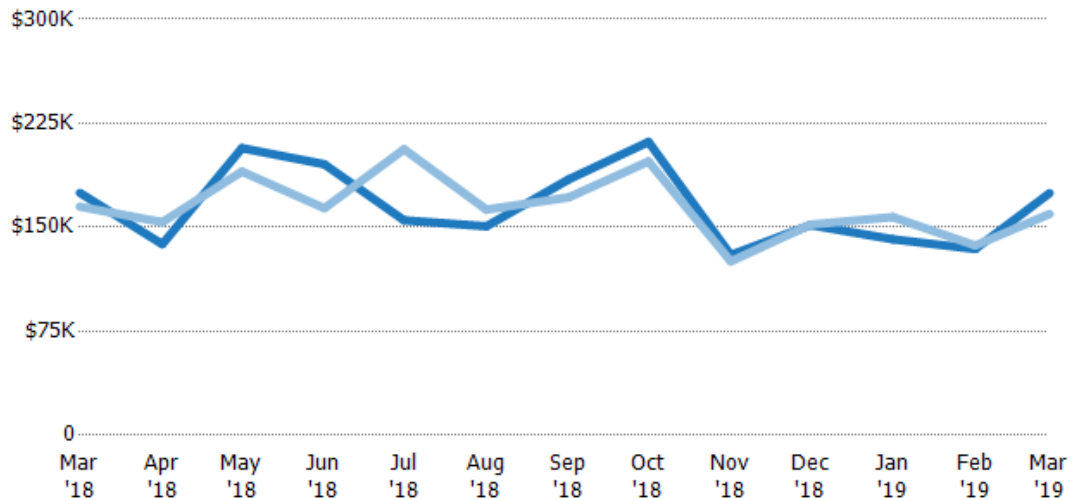
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$137K	\$156K	\$175K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K
Median Sales Price	\$132K	\$156K	\$150K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K
Med Sales Price as a % of Med List Price	96%	100%	86%	98%	98%	100%	95%	99%	88%	100%	100%	87%	90%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$175K	\$138K	\$207K	\$195K	\$155K	\$151K	\$185K	\$212K	\$130K	\$152K	\$141K	\$134K	\$175K
Avg Sales Price	\$165K	\$154K	\$190K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K
Avg Sales Price as a % of Avg Est Value	94%	112%	92%	84%	133%	108%	93%	93%	96%	100%	111%	102%	91%

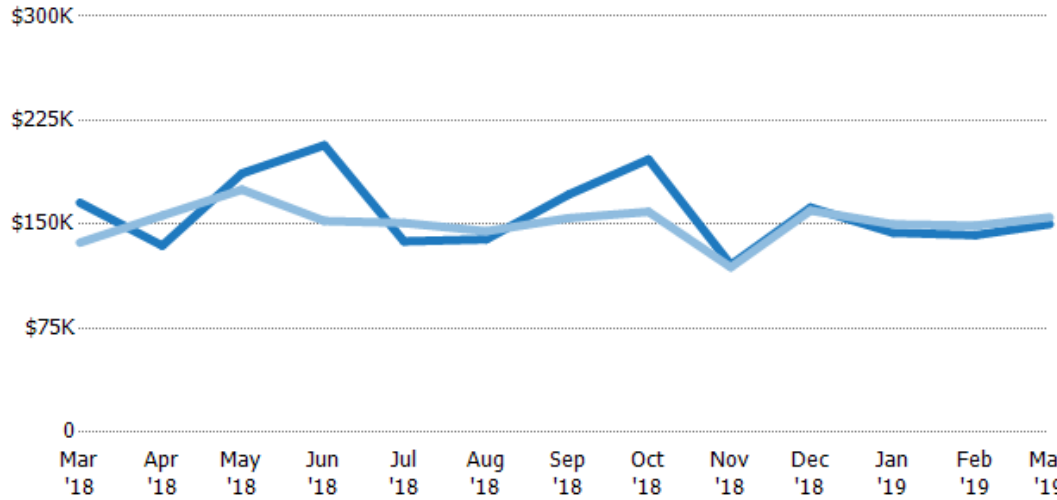
Median Sales Price vs Median Est Value

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$166K	\$135K	\$187K	\$207K	\$138K	\$139K	\$171K	\$197K	\$121K	\$162K	\$144K	\$142K	\$150K
Median Sales Price	\$137K	\$156K	\$175K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K
Med Sales Price as a % of Med Est Value	83%	116%	94%	74%	110%	104%	90%	81%	99%	99%	104%	105%	103%