

## 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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	23	29	-20.7%	95	82	+15.9%
New Listing Volume	\$4,381,900	\$8,744,300	-49.9%	\$16,797,989	\$18,828,400	-10.8%
Active Listing Count	—	101	—	N/A	N/A	
Active Listing Volume	—	\$21,556,450	—	N/A	N/A	
Average Listing Price	—	\$213,430	—	\$313,914	\$192,539	+63%
Median Listing Price	—	\$169,900	—	\$185,032	\$160,414	+15.3%
Median Days in RPR	—	88	—	114	139.46	-18.3%
Months of Inventory	—	12.6	-100%	9	9.5	-4.6%
Absorption Rate	—	7.92%	—	11.08%	10.57%	+0.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	20	-10%	71	52	+36.5%
New Pending Sales Volume	\$2,705,699	\$4,264,400	-36.6%	\$12,370,789	\$8,611,980	+43.6%
Pending Sales Count	—	28	—	N/A	N/A	
Pending Sales Volume	—	\$5,545,100	—	N/A	N/A	
Closed Sales Count	5	8	-37.5%	39	35	+11.4%
Closed Sales Volume	\$1,329,000	\$1,153,500	+15.2%	\$6,117,775	\$5,531,950	+10.6%
Average Sales Price	\$265,800	\$144,188	+84.3%	\$156,866	\$158,056	-0.8%
Median Sales Price	\$244,900	\$155,500	+57.5%	\$152,372	\$133,011	+14.6%

## New Listings

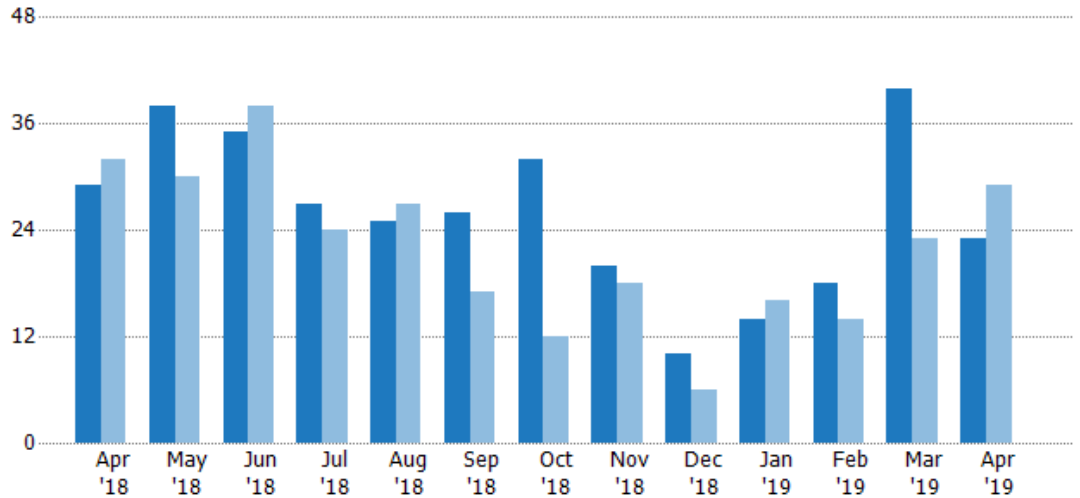
The number of new residential listings that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Apr '19	23	-20.7%
Apr '18	29	-9.4%
Apr '17	32	6.3%



Current Year	29	38	35	27	25	26	32	20	10	14	18	40	23
Prior Year	32	30	38	24	27	17	12	18	6	16	14	23	29
Percent Change from Prior Year	-9%	27%	-8%	13%	-7%	53%	167%	11%	67%	-13%	29%	74%	-21%

## New Listing Volume

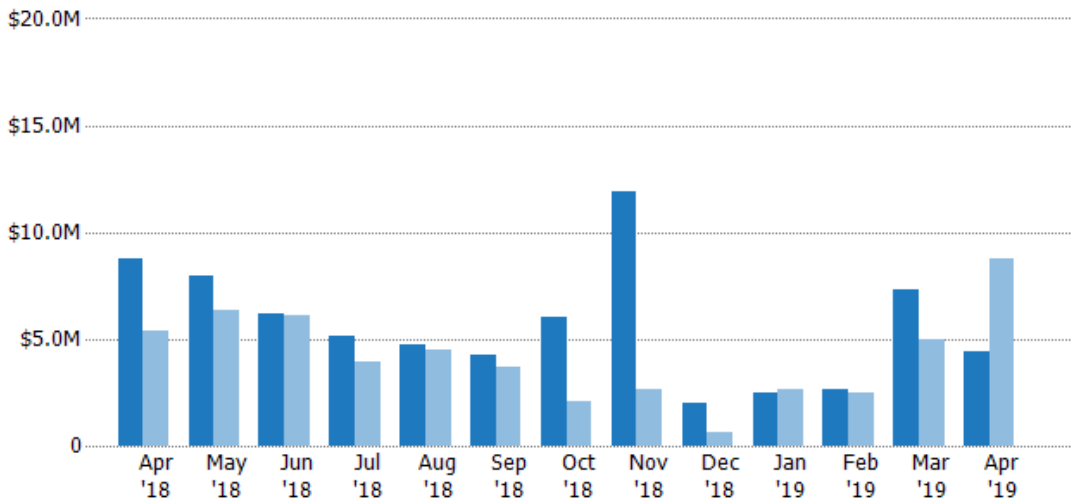
The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Apr '19	\$4.38M	-49.9%
Apr '18	\$8.74M	61.9%
Apr '17	\$5.4M	-5.6%



Current Year	\$8.74M	\$7.93M	\$6.19M	\$5.12M	\$4.71M	\$4.23M	\$6.01M	\$11.9M	\$1.98M	\$2.48M	\$2.63M	\$7.3M	\$4.38M
Prior Year	\$5.4M	\$6.31M	\$6.09M	\$3.96M	\$4.53M	\$3.69M	\$2.05M	\$2.65M	\$619K	\$2.65M	\$2.44M	\$5M	\$8.74M
Percent Change from Prior Year	62%	26%	2%	29%	4%	14%	194%	348%	219%	-6%	8%	46%	-50%

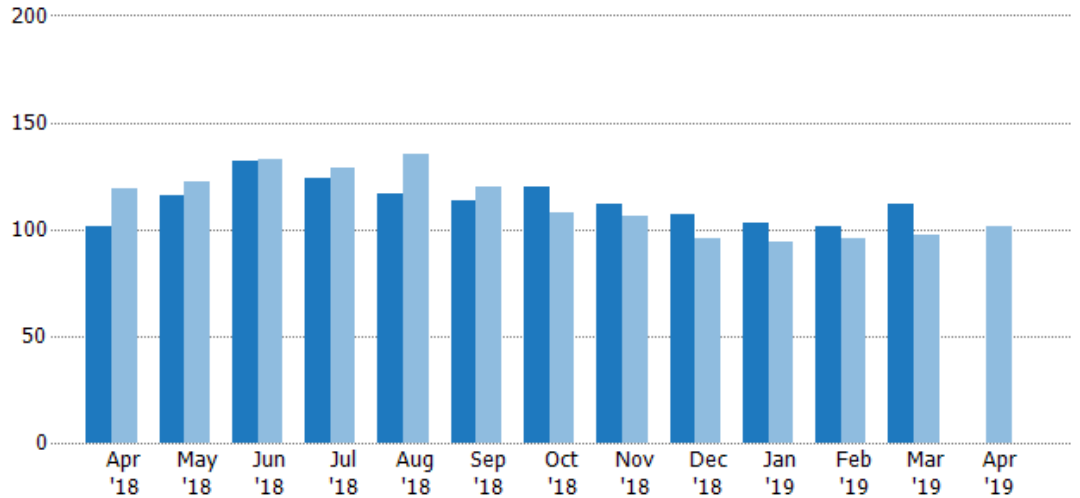
## Active Listings

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



Current Year	101	116	132	124	117	113	120	112	107	103	101	112	-
Prior Year	119	122	133	129	135	120	108	106	96	94	96	97	101
Percent Change from Prior Year	-15%	-5%	-1%	-4%	-13%	-6%	11%	6%	11%	10%	5%	15%	-100%

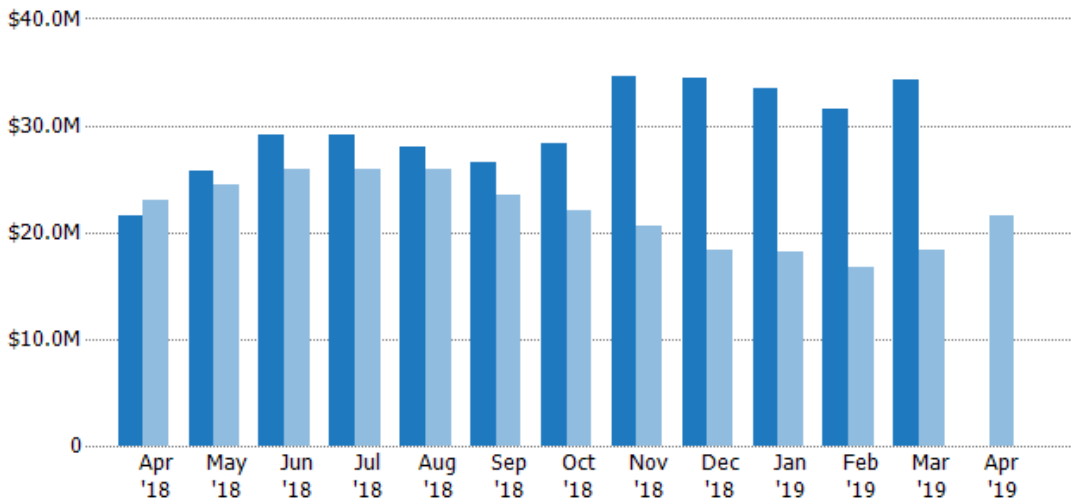
## Active Listing Volume

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



Current Year	\$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	\$24.5M	\$25.9M	\$26M	\$25.9M	\$23.4M	\$22.1M	\$20.6M	\$18.3M	\$18.2M	\$16.7M	\$18.3M	\$21.6M
Percent Change from Prior Year	-6%	5%	13%	12%	8%	13%	28%	68%	88%	84%	89%	87%	-100%

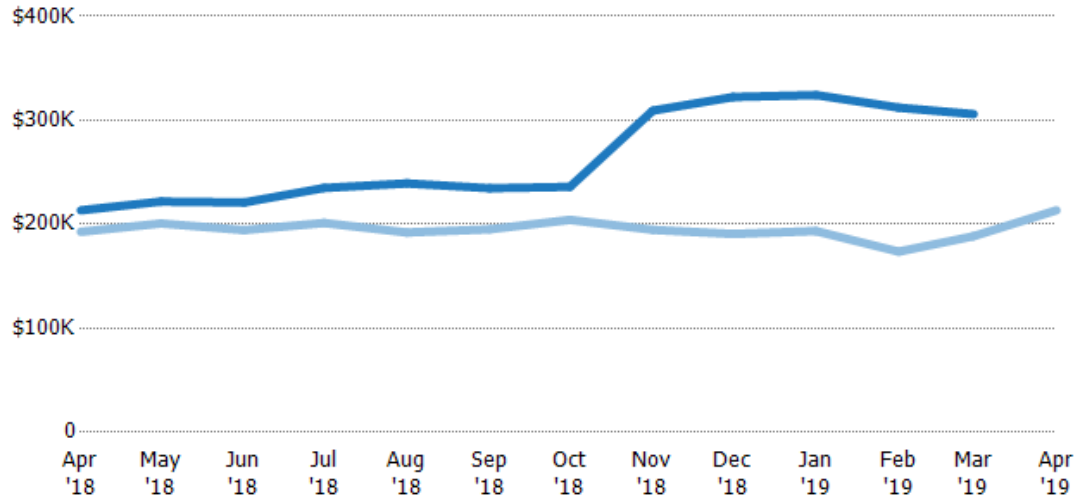
## Average Listing Price

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



Current Year	\$213K	\$222K	\$221K	\$235K	\$239K	\$235K	\$236K	\$309K	\$322K	\$324K	\$312K	\$306K	-
Prior Year	\$193K	\$201K	\$194K	\$201K	\$192K	\$195K	\$204K	\$195K	\$191K	\$193K	\$174K	\$189K	\$213K
Percent Change from Prior Year	11%	11%	14%	17%	25%	20%	16%	59%	69%	68%	80%	62%	-100%

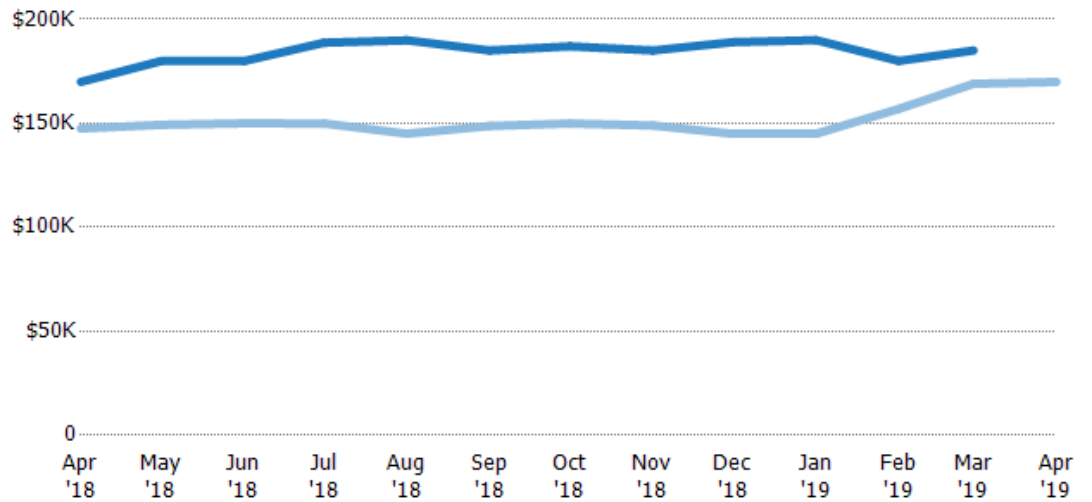
## Median Listing Price

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



Current Year	\$170K	\$180K	\$180K	\$189K	\$190K	\$185K	\$187K	\$185K	\$189K	\$190K	\$180K	\$185K	-
Prior Year	\$148K	\$149K	\$150K	\$150K	\$145K	\$149K	\$150K	\$149K	\$145K	\$145K	\$157K	\$169K	\$170K
Percent Change from Prior Year	15%	21%	20%	26%	31%	24%	25%	24%	30%	31%	15%	9%	-100%

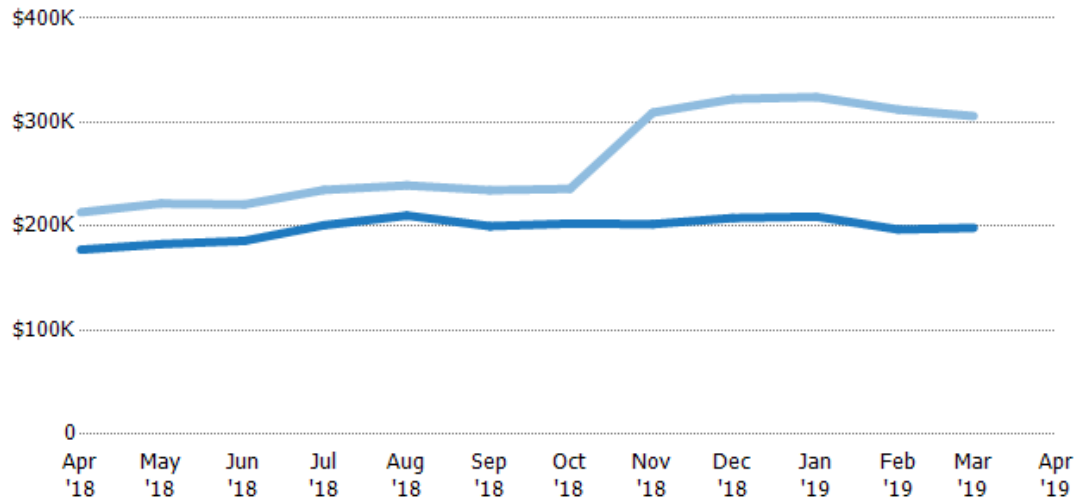
## Average Listing Price vs Average Est Value

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



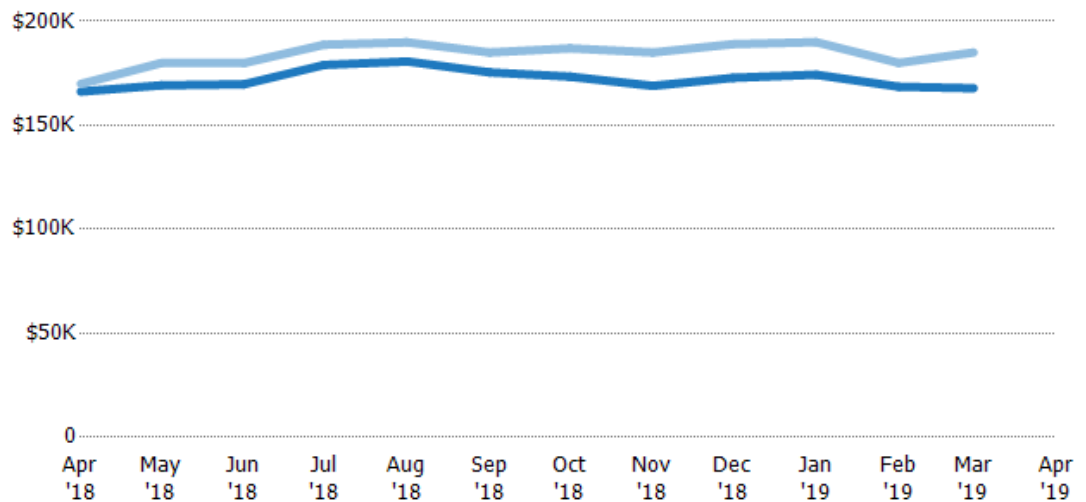
## Median Listing Price vs Median Est Value

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



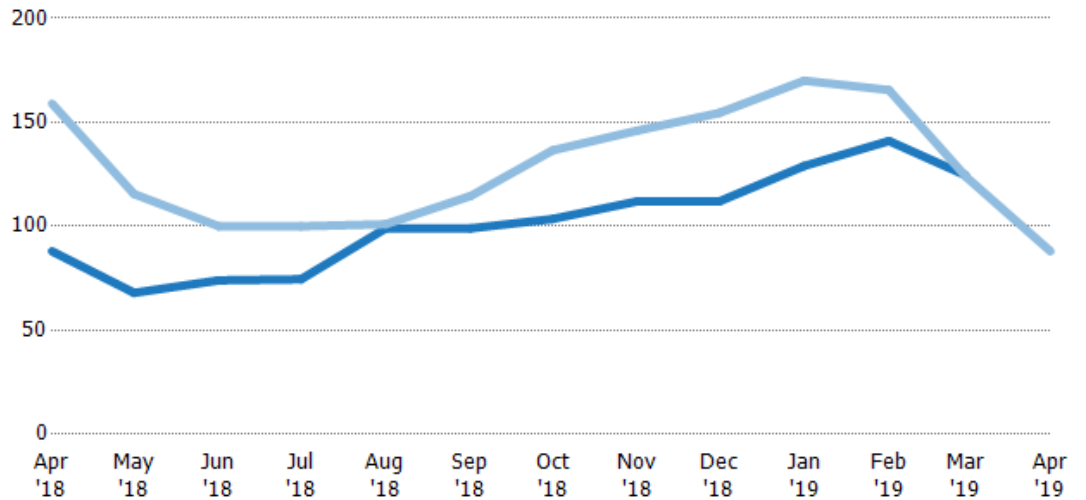
## Median Days in RPR

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



Percent Change from Prior Year

-45% -41% -26% -26% -2% -14% -24% -23% -28% -24% -15% 0% -100%

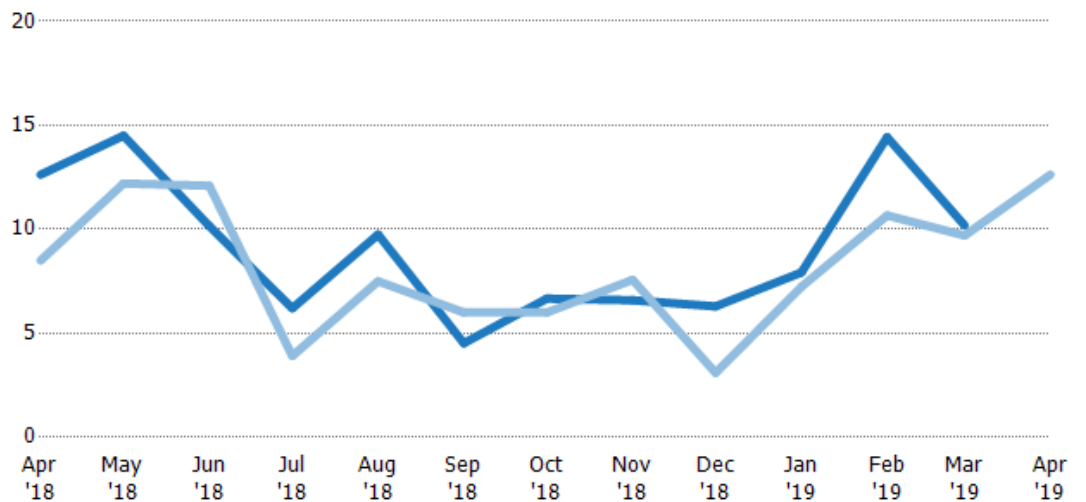
## Months of Inventory

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



Percent Change from Prior Year

49% 19% -16% 59% 30% -25% 11% -13% 103% 10% 35% 5% -100%

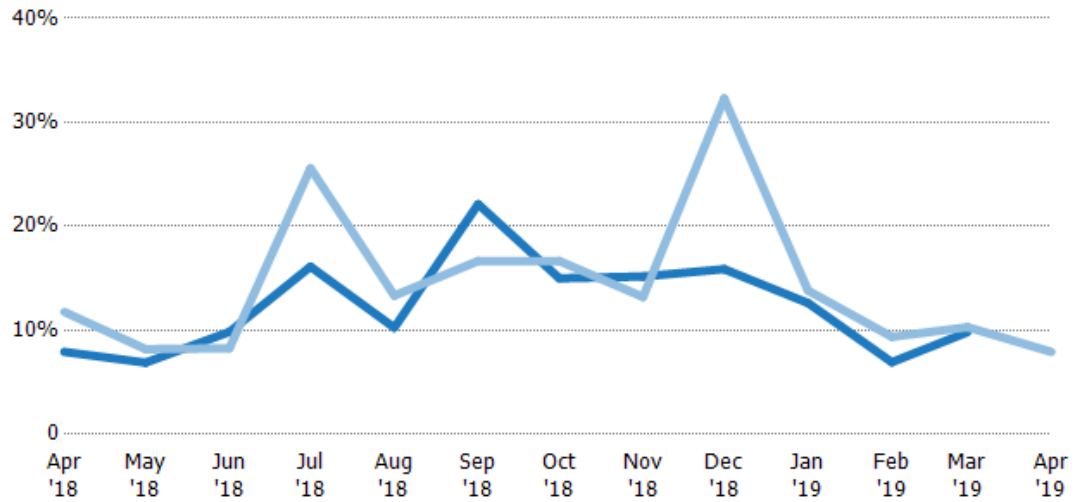
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Current Year	8%	7%	10%	16%	10%	22%	15%	15%	16%	13%	7%	10%	-
Prior Year	12%	8%	8%	26%	13%	17%	17%	13%	32%	14%	9%	10%	8%
Change from Prior Year	4%	1%	-2%	9%	3%	-5%	2%	-2%	16%	1%	2%	0%	8%

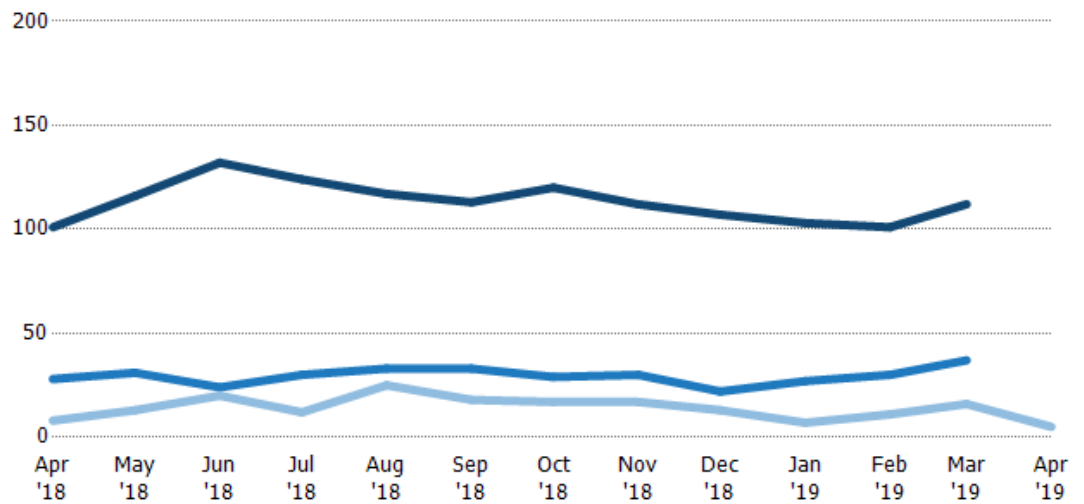
## Active/Pending/Sold Units

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	101	116	132	124	117	113	120	112	107	103	101	112	-
Pending	28	31	24	30	33	33	29	30	22	27	30	37	-
Sold	8	13	20	12	25	18	17	17	13	7	11	16	5

## New Pending Sales

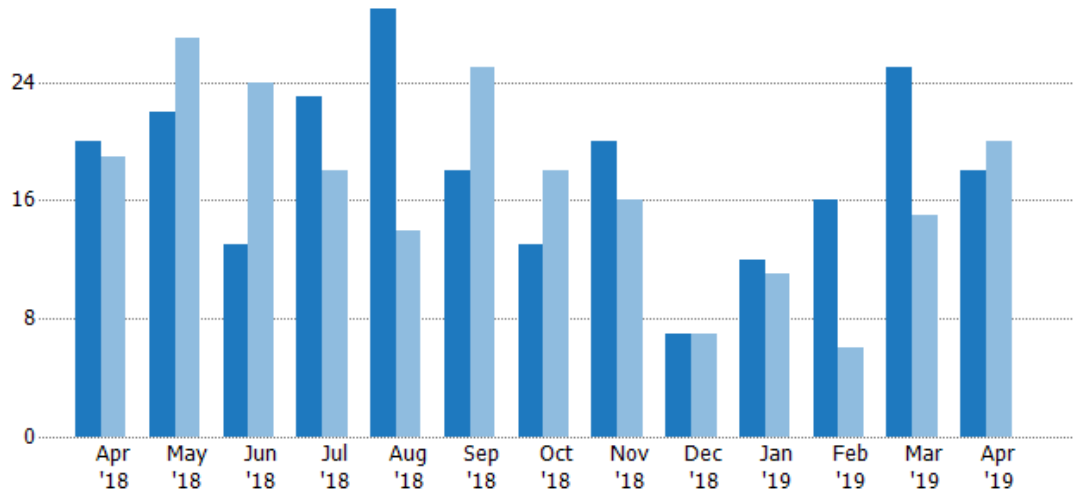
The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Apr '19	18	-10%
Apr '18	20	5.3%
Apr '17	19	31.6%



Current Year	20	22	13	23	29	18	13	20	7	12	16	25	18
Prior Year	19	27	24	18	14	25	18	16	7	11	6	15	20
Percent Change from Prior Year	5%	-19%	-46%	28%	107%	-28%	-28%	25%	0%	9%	167%	67%	-10%

## New Pending Sales Volume

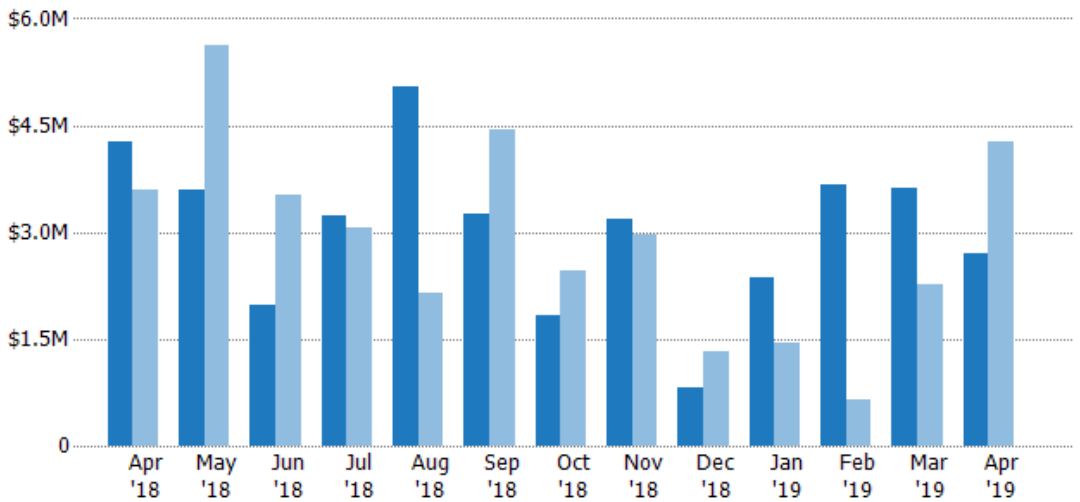
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Apr '19	\$2.71M	-36.6%
Apr '18	\$4.26M	18.4%
Apr '17	\$3.6M	9.3%



Current Year	\$4.26M	\$3.6M	\$1.97M	\$3.22M	\$5.04M	\$3.25M	\$1.83M	\$3.19M	\$816K	\$2.37M	\$3.67M	\$3.63M	\$2.71M
Prior Year	\$3.6M	\$5.62M	\$3.51M	\$3.05M	\$2.15M	\$4.45M	\$2.45M	\$2.97M	\$1.31M	\$1.44M	\$654K	\$2.26M	\$4.26M
Percent Change from Prior Year	18%	-36%	-44%	6%	134%	-27%	-25%	8%	-38%	65%	461%	61%	-37%

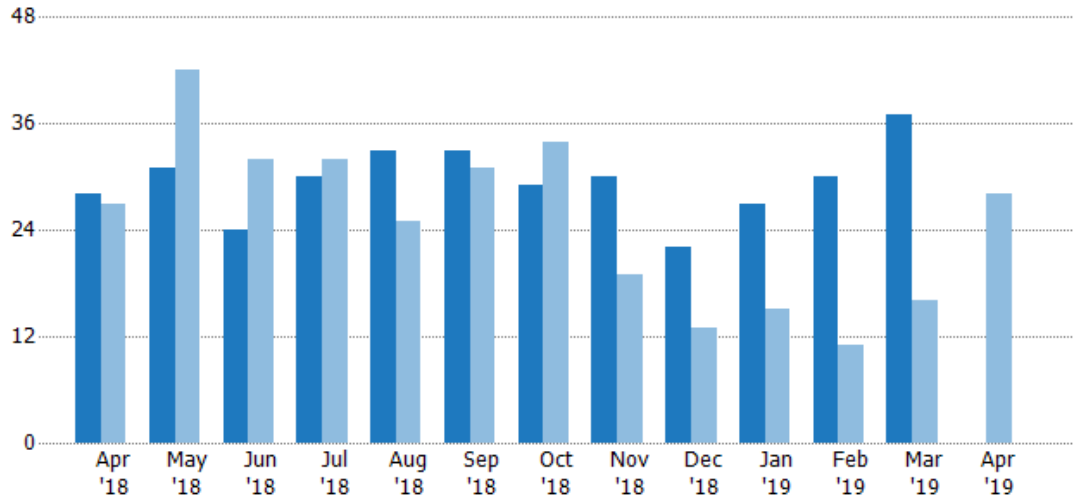
## Pending Sales

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



Current Year	28	31	24	30	33	33	29	30	22	27	30	37	-
Prior Year	27	42	32	32	25	31	34	19	13	15	11	16	28
Percent Change from Prior Year	4%	-26%	-25%	-6%	32%	6%	-15%	58%	69%	80%	173%	131%	-100%

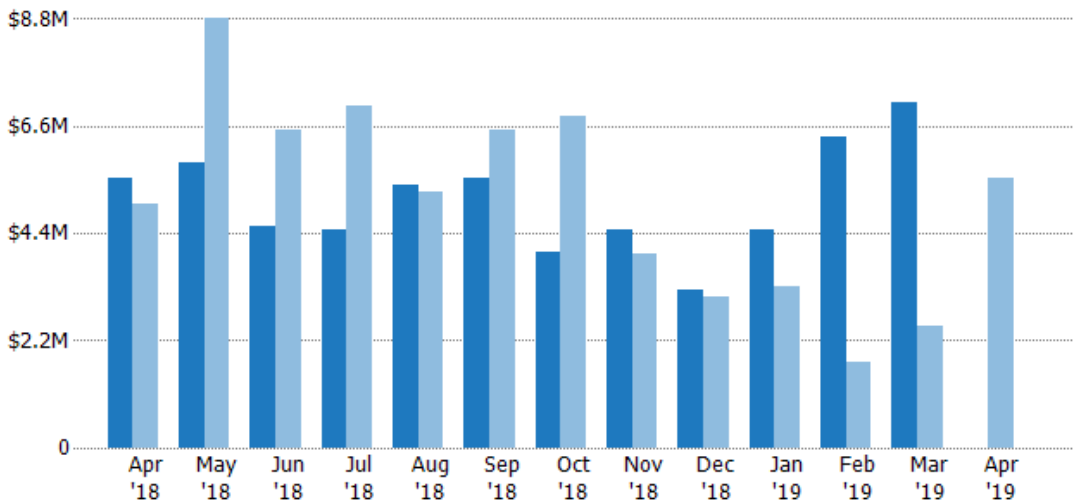
## Pending Sales Volume

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



Current Year	\$5.55M	\$5.84M	\$4.53M	\$4.47M	\$5.39M	\$5.54M	\$4.01M	\$4.47M	\$3.22M	\$4.49M	\$6.39M	\$7.09M	-
Prior Year	\$4.99M	\$8.81M	\$6.53M	\$7.02M	\$5.25M	\$6.52M	\$6.82M	\$3.97M	\$3.11M	\$3.32M	\$1.76M	\$2.51M	\$5.55M
Percent Change from Prior Year	11%	-34%	-31%	-36%	3%	-15%	-41%	13%	4%	35%	262%	183%	-100%

## Closed Sales

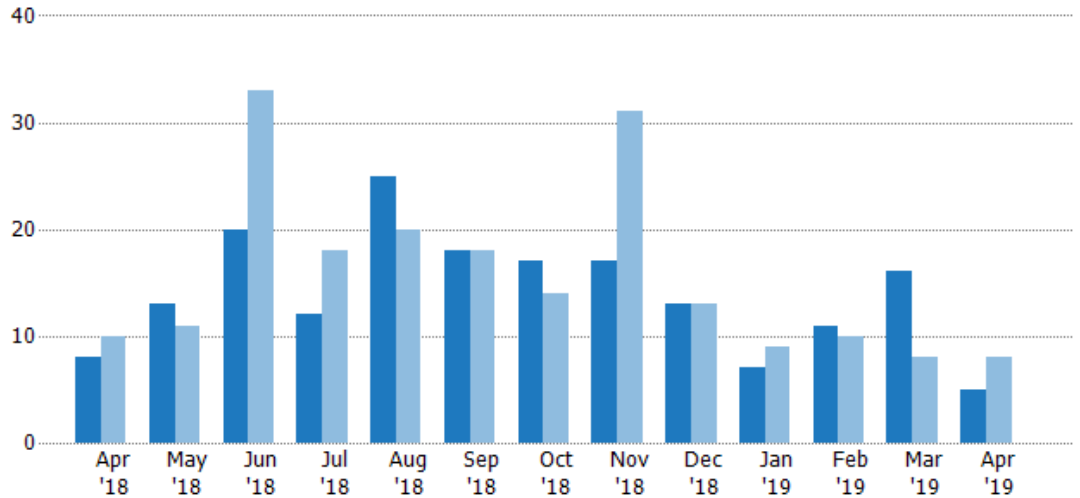
The total number of residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Count	% Chg.
Apr '19	5	-37.5%
Apr '18	8	-20%
Apr '17	10	70%



Current Year	8	13	20	12	25	18	17	17	13	7	11	16	5
Prior Year	10	11	33	18	20	18	14	31	13	9	10	8	8
Percent Change from Prior Year	-20%	18%	-39%	-33%	25%	0%	21%	-45%	0%	-22%	10%	100%	-38%

## Closed Sales Volume

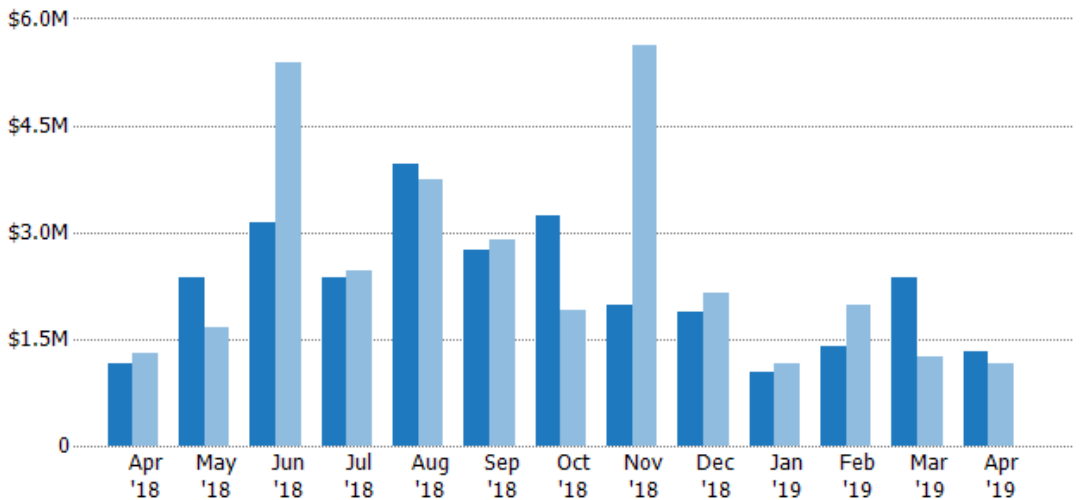
The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Volume	% Chg.
Apr '19	\$1.33M	15.2%
Apr '18	\$1.15M	-11.1%
Apr '17	\$1.3M	99.7%



Current Year	\$1.15M	\$2.36M	\$3.14M	\$2.37M	\$3.95M	\$2.74M	\$3.23M	\$1.98M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$1.33M
Prior Year	\$1.3M	\$1.67M	\$5.38M	\$2.47M	\$3.75M	\$2.9M	\$1.92M	\$5.63M	\$2.14M	\$1.16M	\$1.97M	\$1.25M	\$1.15M
Percent Change from Prior Year	-11%	42%	-42%	-4%	5%	-6%	69%	-65%	-12%	-11%	-30%	90%	15%

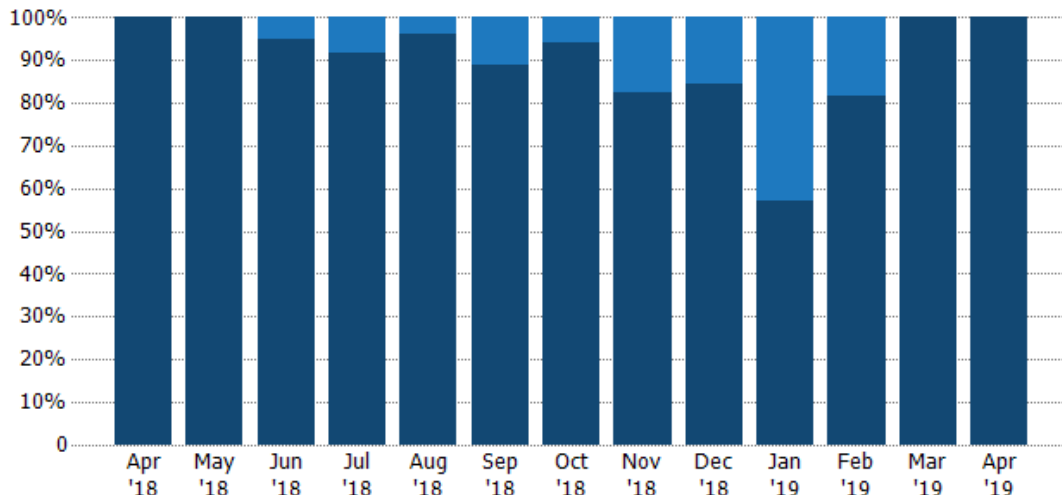
## Closed Sales by Property Type

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%	95%	92%	96%	89%	94%	82%	85%	57%	82%	100%	100%

## Average Sales Price

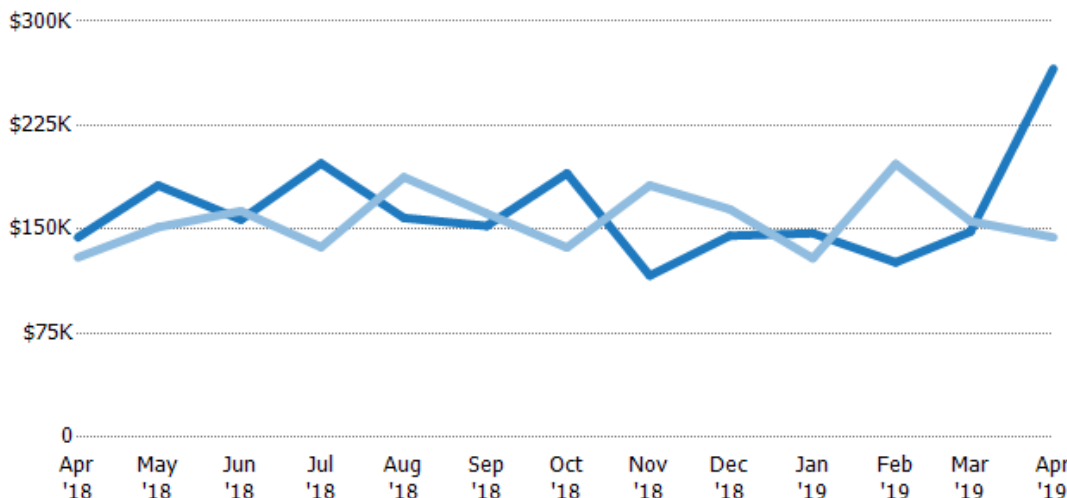
The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Apr '19	\$266K	84.3%
Apr '18	\$144K	11.2%
Apr '17	\$130K	17.4%



Current Year	\$144K	\$182K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$266K
Prior Year	\$130K	\$151K	\$163K	\$137K	\$188K	\$161K	\$137K	\$182K	\$164K	\$129K	\$197K	\$156K	\$144K
Percent Change from Prior Year	11%	20%	-4%	44%	-16%	-6%	39%	-36%	-12%	14%	-36%	-5%	84%

## Median Sales Price

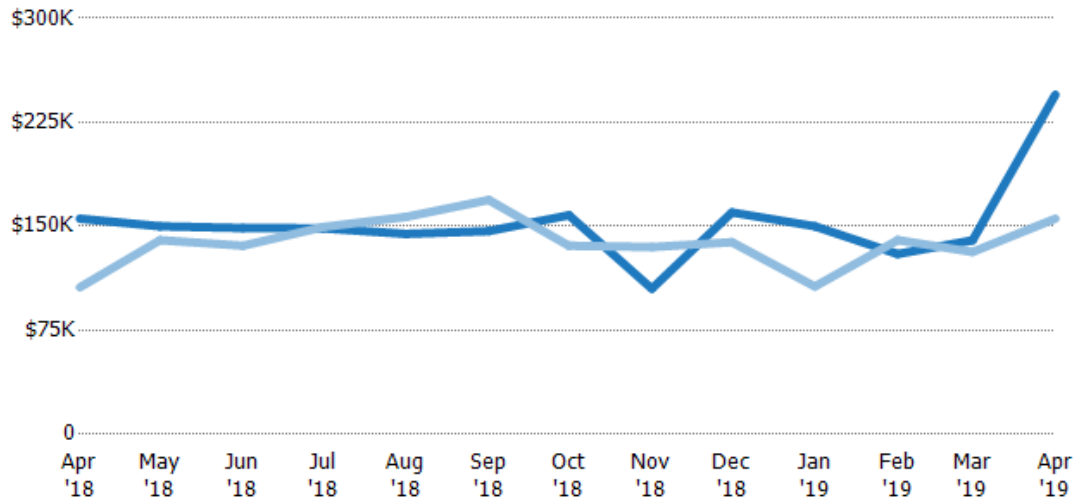
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/ Year	Price	% Chg.
Apr '19	\$245K	57.5%
Apr '18	\$156K	46.7%
Apr '17	\$106K	32.1%



Current Year	\$156K	\$150K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$245K
Prior Year	\$106K	\$140K	\$136K	\$149K	\$157K	\$169K	\$136K	\$135K	\$139K	\$107K	\$140K	\$132K	\$156K
Percent Change from Prior Year	47%	7%	9%	-1%	-8%	-13%	16%	-22%	16%	41%	-7%	6%	57%

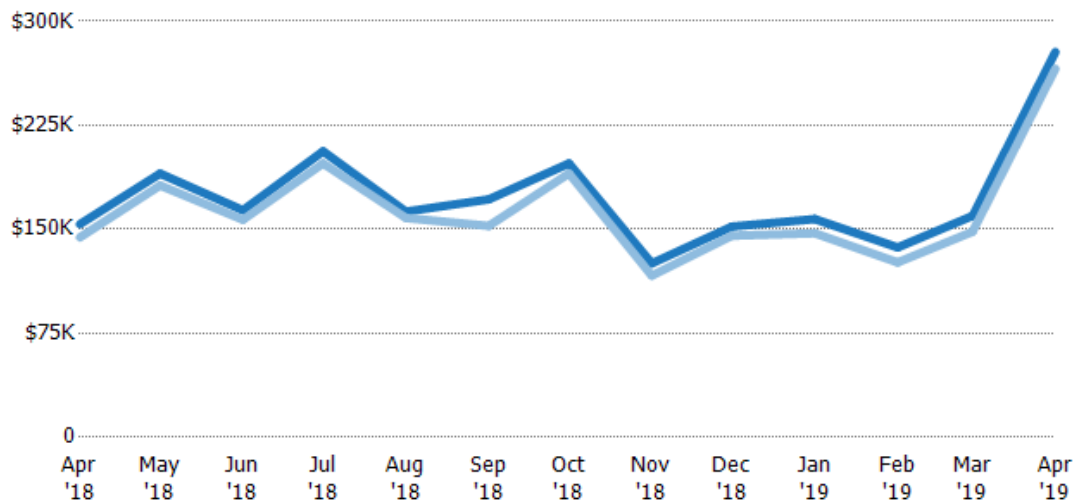
## Average Sales Price vs Average Listing Price

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	\$154K	\$190K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$278K
Avg Sales Price	\$144K	\$182K	\$157K	\$197K	\$158K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$266K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	96%	97%	89%	96%	93%	96%	93%	92%	93%	96%

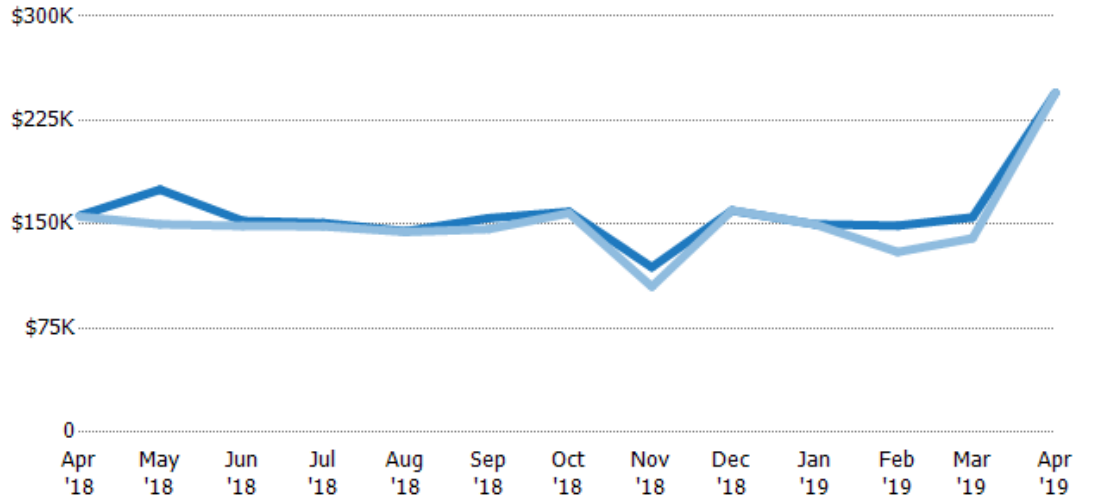
## Median Sales Price vs Median Listing Price

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

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Median List Price	\$156K	\$175K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$245K
Median Sales Price	\$156K	\$150K	\$149K	\$149K	\$145K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$245K
Med Sales Price as a % of Med List Price	100%	86%	98%	98%	100%	95%	99%	88%	100%	100%	87%	90%	100%

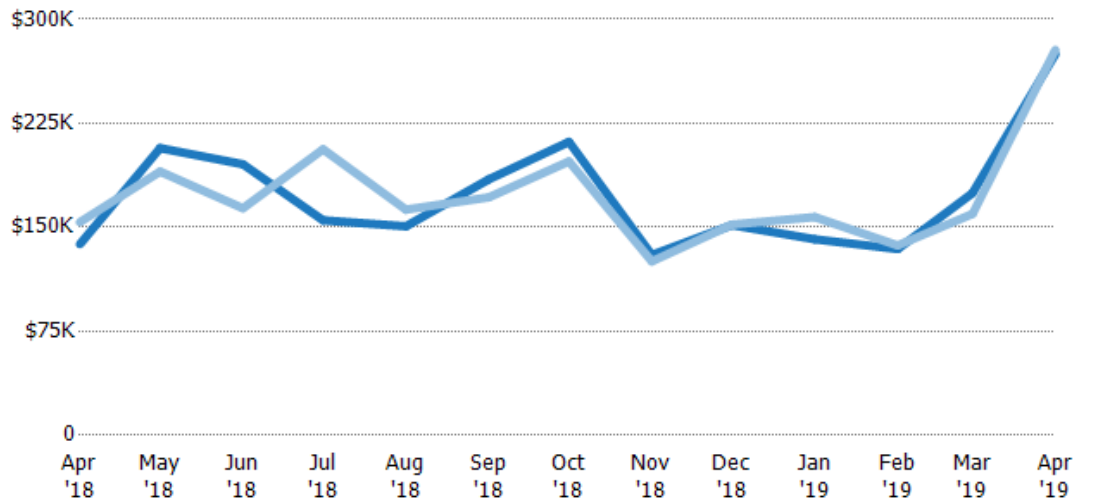
## Average Sales Price vs Average Est Value

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	\$138K	\$207K	\$195K	\$155K	\$151K	\$185K	\$212K	\$130K	\$152K	\$141K	\$134K	\$175K	\$275K
Avg Sales Price	\$154K	\$190K	\$164K	\$206K	\$163K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$278K
Avg Sales Price as a % of Avg Est Value	112%	92%	84%	133%	108%	93%	93%	96%	100%	111%	102%	91%	101%

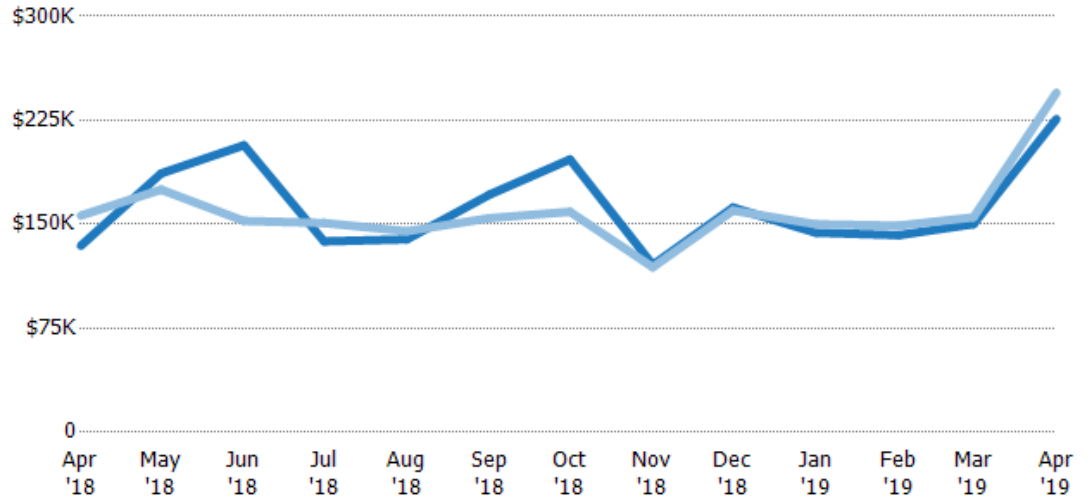
## Median Sales Price vs Median Est Value

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	\$135K	\$187K	\$207K	\$138K	\$139K	\$171K	\$197K	\$121K	\$162K	\$144K	\$142K	\$150K	\$226K
Median Sales Price	\$156K	\$175K	\$152K	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$245K
Med Sales Price as a % of Med Est Value	116%	94%	74%	110%	104%	90%	81%	99%	99%	104%	105%	103%	108%