

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	116	135	-14.1%	597	555	+7.6%
New Listing Volume	\$31,118,800	\$33,058,300	-5.9%	\$142,501,724	\$133,554,859	+6.7%
Active Listing Count	552	577	-4.3%	N/A	N/A	
Active Listing Volume	\$167,620,683	\$152,578,457	+9.9%	N/A	N/A	
Average Listing Price	\$303,661	\$264,434	+14.8%	\$306,888	\$261,293	+17.4%
Median Listing Price	\$219,900	\$189,000	+16.3%	\$219,420	\$183,626	+19.5%
Median Days in RPR	109	91	+19.8%	146.47	144.04	+1.7%
Months of Inventory	9.5	13.4	-29.1%	11.9	10.4	+14.9%
Absorption Rate	10.51%	7.45%	+3.1%	8.39%	9.65%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	91	70	+30%	441	344	+28.2%
New Pending Sales Volume	\$19,857,700	\$13,213,500	+50.3%	\$90,307,036	\$66,742,729	+35.3%
Pending Sales Count	127	110	+15.5%	N/A	N/A	
Pending Sales Volume	\$27,724,550	\$23,672,100	+17.1%	N/A	N/A	
Closed Sales Count	73	67	+9%	333	260	+28.1%
Closed Sales Volume	\$13,400,360	\$12,149,853	+10.3%	\$60,657,474	\$45,773,003	+32.5%
Average Sales Price	\$183,567	\$181,341	+1.2%	\$182,155	\$176,050	+3.5%
Median Sales Price	\$170,000	\$165,900	+2.5%	\$153,701	\$142,740	+7.7%

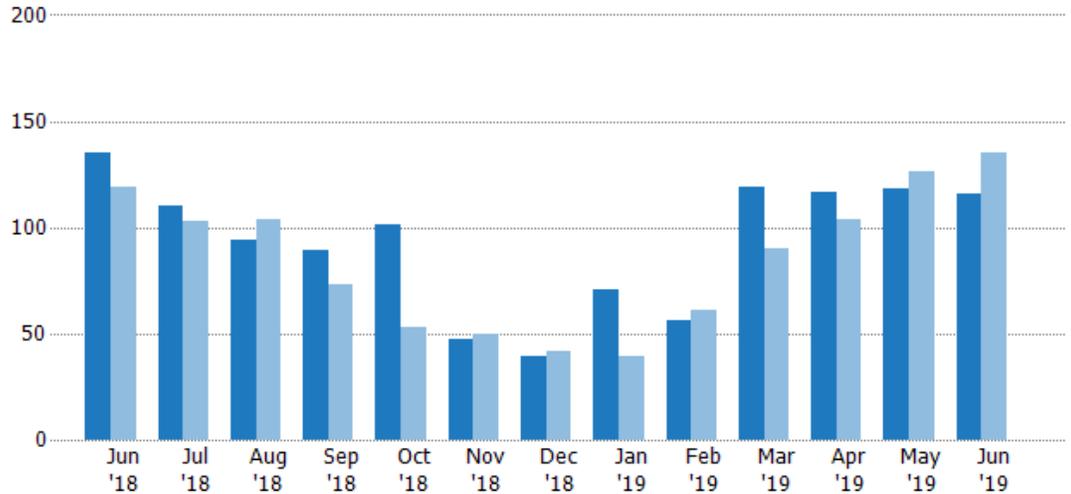
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Jun '19	116	-14.1%
Jun '18	135	13.4%
Jun '17	119	-5.9%



Current Year	135	110	94	89	101	47	39	71	56	119	117	118	116
Prior Year	119	103	104	73	53	50	42	39	61	90	104	126	135
Percent Change from Prior Year	13%	7%	-10%	22%	91%	-6%	-7%	82%	-8%	32%	13%	-6%	-14%

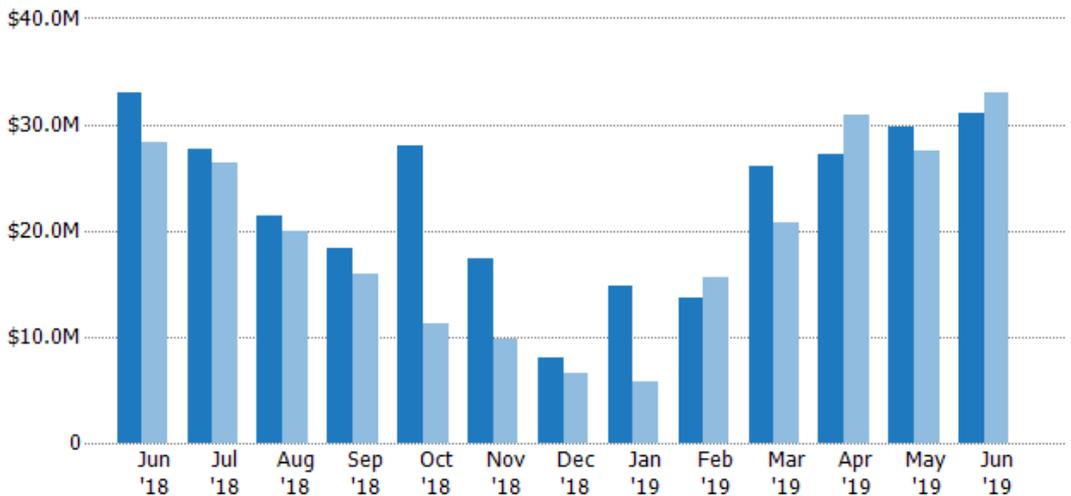
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jun '19	\$31.1M	-5.9%
Jun '18	\$33.1M	17.1%
Jun '17	\$28.2M	-5.5%



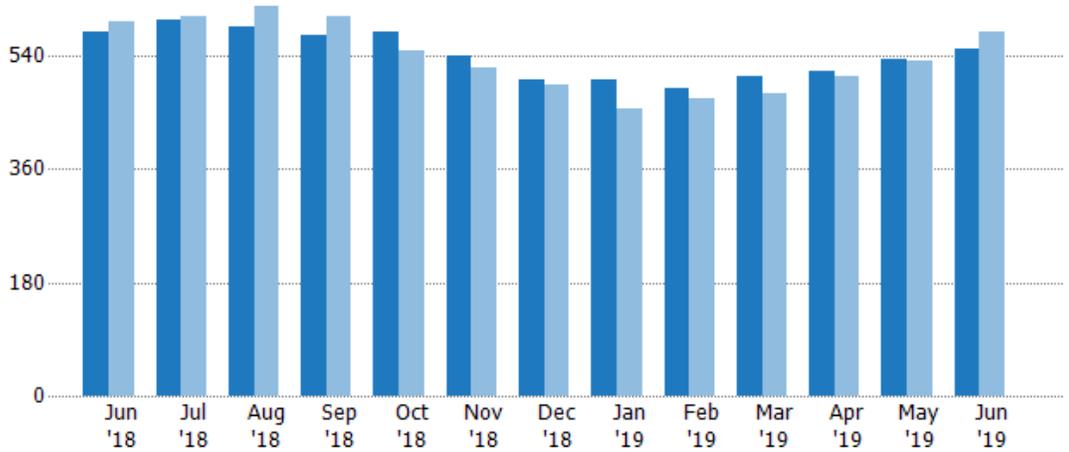
Current Year	\$33.1M	\$27.7M	\$21.4M	\$18.3M	\$27.9M	\$17.3M	\$8.08M	\$14.8M	\$13.6M	\$26.1M	\$27.1M	\$29.7M	\$31.1M
Prior Year	\$28.2M	\$26.4M	\$19.9M	\$16M	\$11.2M	\$9.82M	\$6.63M	\$5.81M	\$15.6M	\$20.7M	\$30.9M	\$27.4M	\$33.1M
Percent Change from Prior Year	17%	5%	8%	15%	149%	76%	22%	155%	-13%	26%	-12%	8%	-6%

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



Month/Year	Count	% Chg.
Jun '19	552	-4.3%
Jun '18	577	-2.9%
Jun '17	594	16%

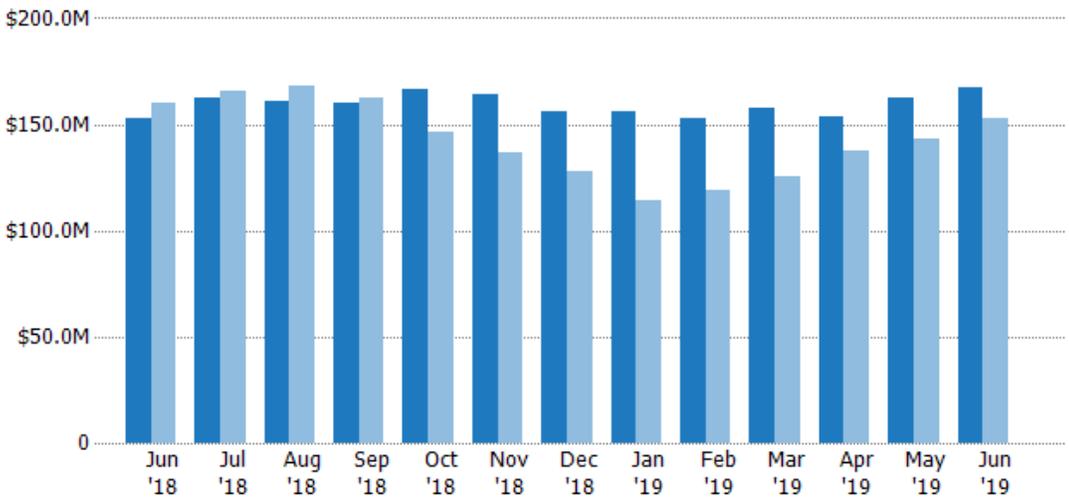
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	577	598	585	572	578	540	501	502	489	506	515	534	552
Prior Year	594	603	619	602	547	521	495	457	471	481	508	533	577
Percent Change from Prior Year	-3%	-1%	-5%	-5%	6%	4%	1%	10%	4%	5%	1%	0%	-4%

Active Listing Volume

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



Month/Year	Volume	% Chg.
Jun '19	\$168M	9.9%
Jun '18	\$153M	-4.9%
Jun '17	\$160M	13.8%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$153M	\$163M	\$161M	\$160M	\$166M	\$164M	\$156M	\$156M	\$153M	\$158M	\$154M	\$162M	\$168M
Prior Year	\$160M	\$166M	\$168M	\$163M	\$147M	\$137M	\$128M	\$114M	\$119M	\$125M	\$137M	\$143M	\$153M
Percent Change from Prior Year	-5%	-2%	-4%	-2%	13%	20%	22%	37%	29%	26%	12%	14%	10%

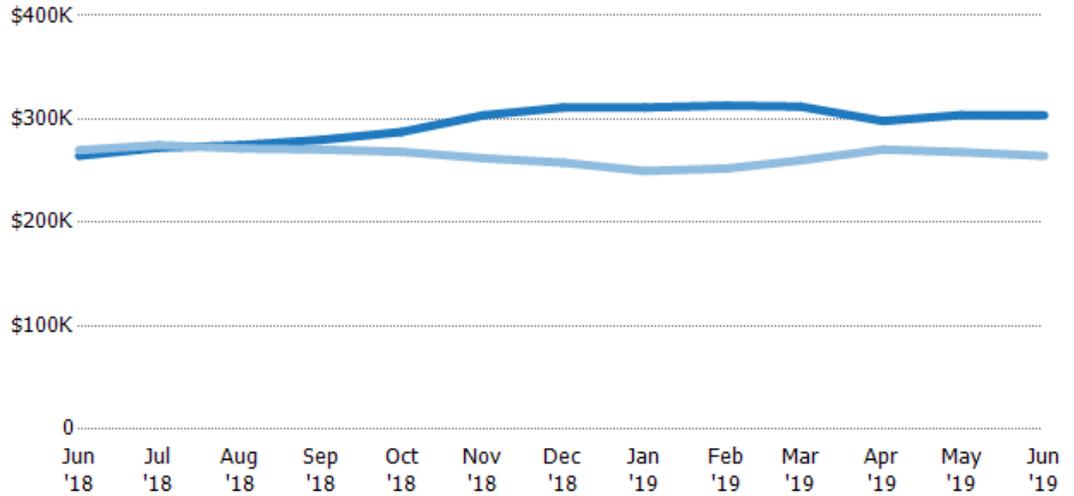
Average Listing Price

The average 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

Month/ Year	Price	% Chg.
Jun '19	\$304K	14.8%
Jun '18	\$264K	-2.1%
Jun '17	\$270K	-1.9%



Current Year	\$264K	\$272K	\$275K	\$280K	\$288K	\$304K	\$311K	\$311K	\$313K	\$312K	\$298K	\$304K	\$304K
Prior Year	\$270K	\$275K	\$272K	\$271K	\$268K	\$262K	\$258K	\$250K	\$252K	\$260K	\$271K	\$268K	\$264K
Percent Change from Prior Year	-2%	-1%	1%	4%	7%	16%	21%	25%	24%	20%	10%	13%	15%

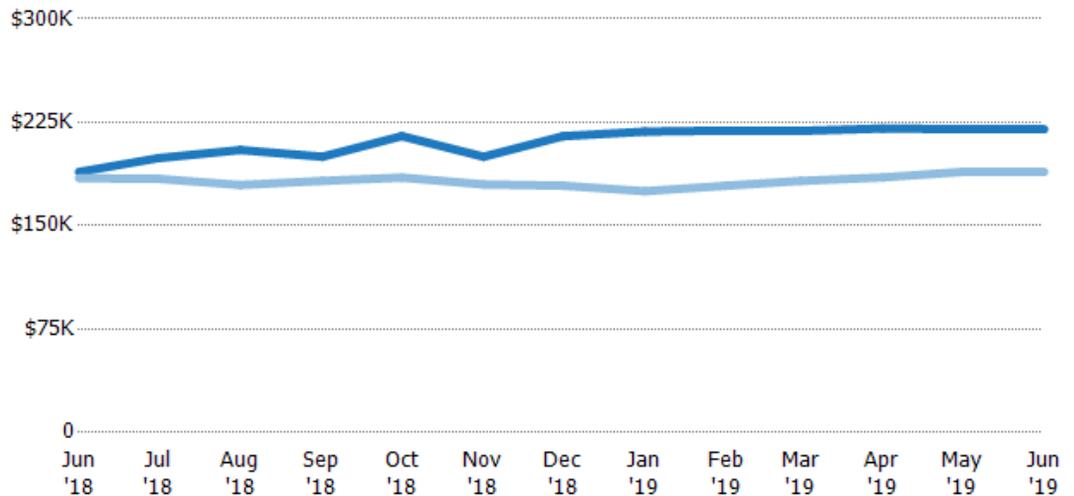
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Jun '19	\$220K	16.3%
Jun '18	\$189K	2.5%
Jun '17	\$184K	2.5%



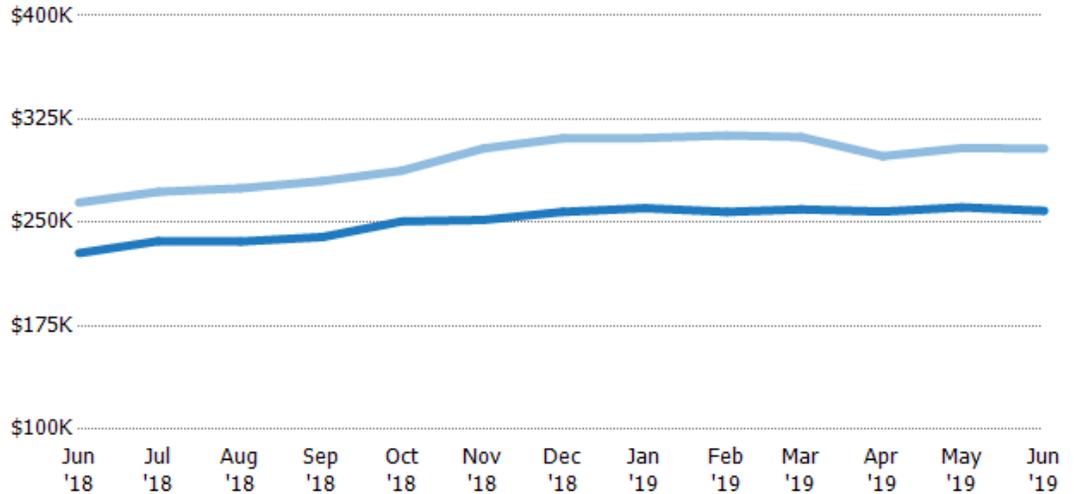
Current Year	\$189K	\$199K	\$205K	\$200K	\$215K	\$200K	\$215K	\$218K	\$219K	\$219K	\$221K	\$220K	\$220K
Prior Year	\$184K	\$184K	\$180K	\$182K	\$185K	\$180K	\$179K	\$175K	\$179K	\$183K	\$185K	\$189K	\$189K
Percent Change from Prior Year	2%	8%	14%	10%	16%	11%	20%	25%	22%	20%	19%	16%	16%

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



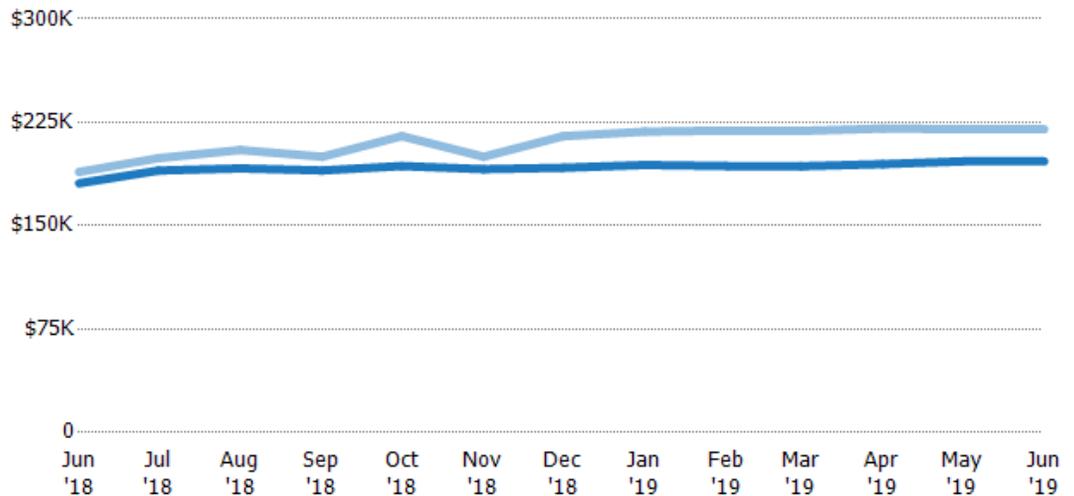
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$228K	\$236K	\$236K	\$239K	\$251K	\$252K	\$258K	\$260K	\$258K	\$260K	\$258K	\$261K	\$258K
Avg Listing Price	\$264K	\$272K	\$275K	\$280K	\$288K	\$304K	\$311K	\$311K	\$313K	\$312K	\$298K	\$304K	\$304K
Avg Listing Price as a % of Avg Est Value	116%	115%	116%	117%	115%	121%	121%	120%	122%	120%	116%	116%	117%

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

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



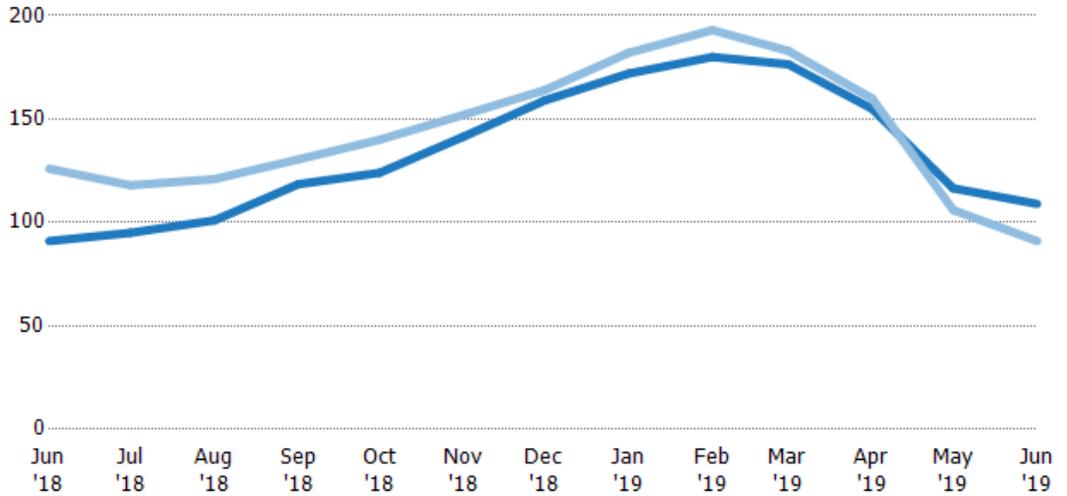
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$181K	\$190K	\$192K	\$190K	\$193K	\$191K	\$192K	\$194K	\$193K	\$193K	\$195K	\$197K	\$197K
Median Listing Price	\$189K	\$199K	\$205K	\$200K	\$215K	\$200K	\$215K	\$218K	\$219K	\$219K	\$221K	\$220K	\$220K
Med Listing Price as a % of Med Est Value	105%	105%	107%	105%	111%	105%	112%	113%	113%	113%	113%	112%	112%

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



Month/Year	Days	% Chg.
Jun '19	109	19.8%
Jun '18	91	-27.8%
Jun '17	126	0.8%

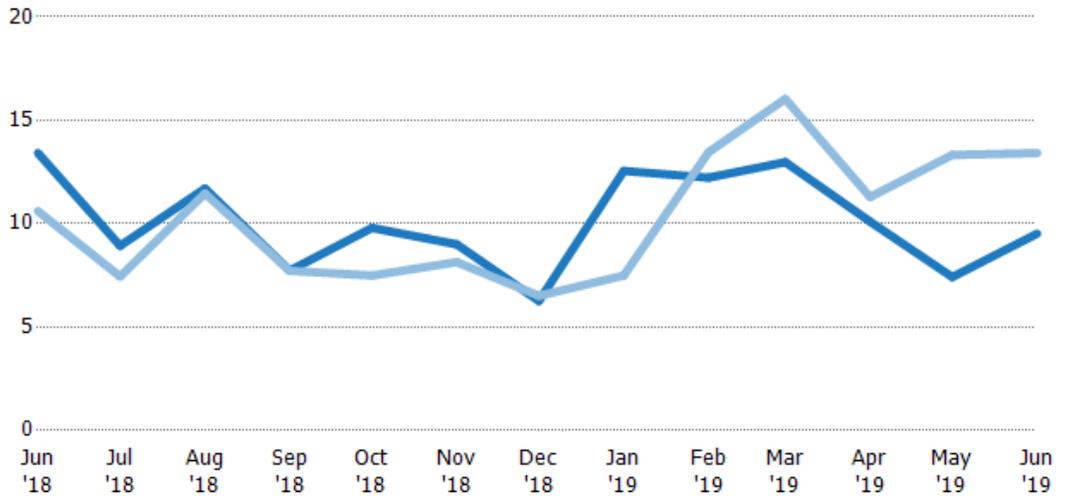
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	91	95	101	119	124	142	159	172	180	177	155	117	109
Prior Year	126	118	121	131	140	152	164	182	193	183	160	106	91
Percent Change from Prior Year	-28%	-19%	-17%	-9%	-11%	-7%	-3%	-5%	-7%	-4%	-3%	10%	20%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Jun '19	9.52	-29.1%
Jun '18	13.4	26.5%
Jun '17	10.6	4.8%

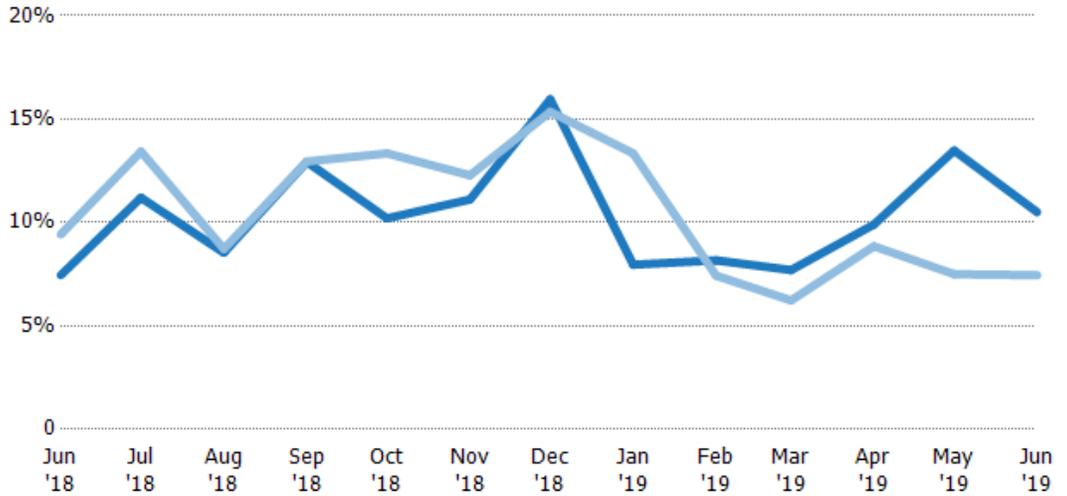
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	13.4	8.93	11.7	7.73	9.8	9	6.26	12.6	12.2	13	10.1	7.42	9.52
Prior Year	10.6	7.44	11.5	7.72	7.49	8.14	6.51	7.49	13.5	16	11.3	13.3	13.4
Percent Change from Prior Year	27%	20%	2%	0%	31%	11%	-4%	68%	-9%	-19%	-11%	-44%	-29%

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



Month/Year	Rate	Chg.
Jun '19	11%	-3.1%
Jun '18	7%	2%
Jun '17	9%	-4.6%

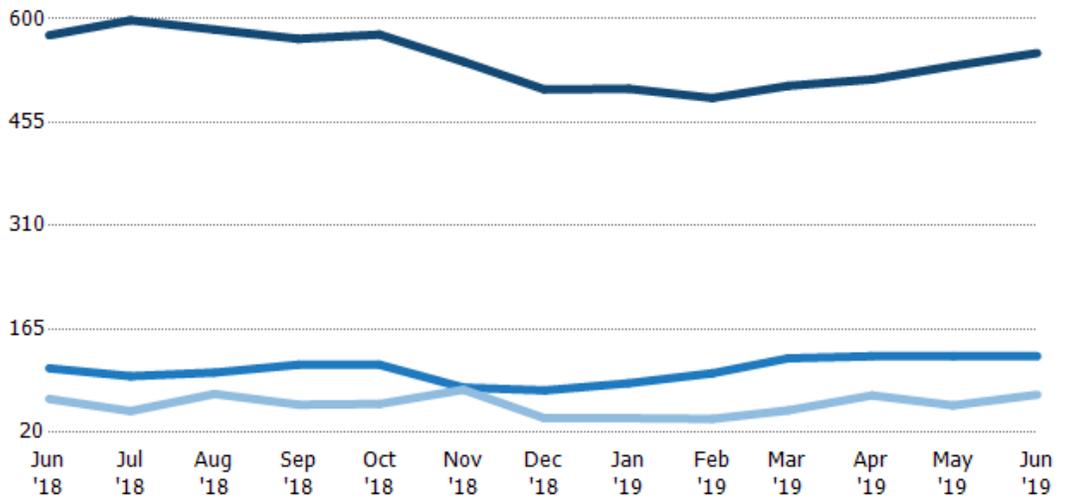
Current Year	7%	11%	9%	13%	10%	11%	16%	8%	8%	8%	10%	13%	11%
Prior Year	9%	13%	9%	13%	13%	12%	15%	13%	7%	6%	9%	8%	7%
Change from Prior Year	2%	2%	0%	0%	3%	1%	-1%	5%	-1%	-1%	-1%	-6%	-3%

Active/Pending/Sold Units

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

Filters Used

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



Active	577	598	585	572	578	540	501	502	489	506	515	534	552
Pending	110	99	104	115	115	83	79	89	103	124	127	127	127
Sold	67	50	74	59	60	80	40	40	39	51	72	58	73

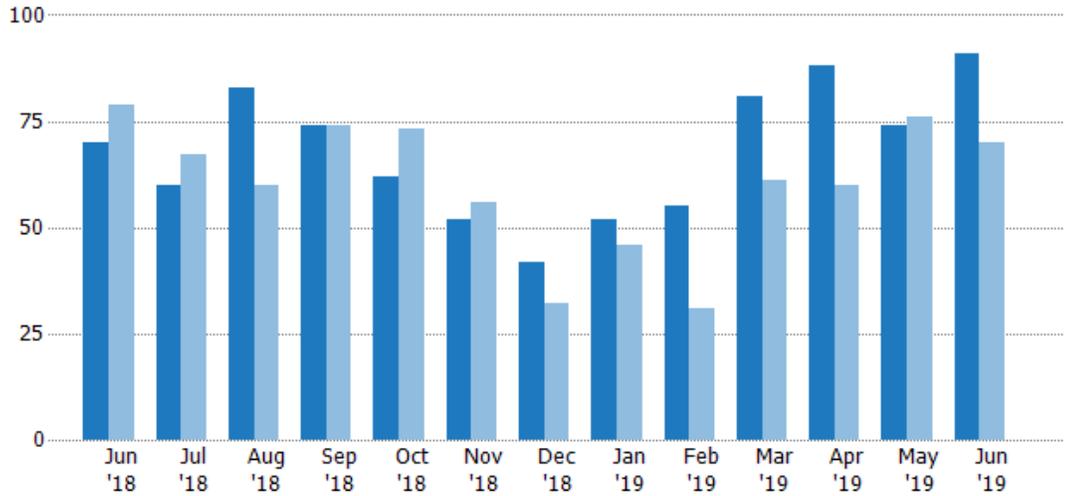
New Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Jun '19	91	30%
Jun '18	70	-11.4%
Jun '17	79	-27.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	70	60	83	74	62	52	42	52	55	81	88	74	91
Prior Year	79	67	60	74	73	56	32	46	31	61	60	76	70
Percent Change from Prior Year	-11%	-10%	38%	0%	-15%	-7%	31%	13%	77%	33%	47%	-3%	30%

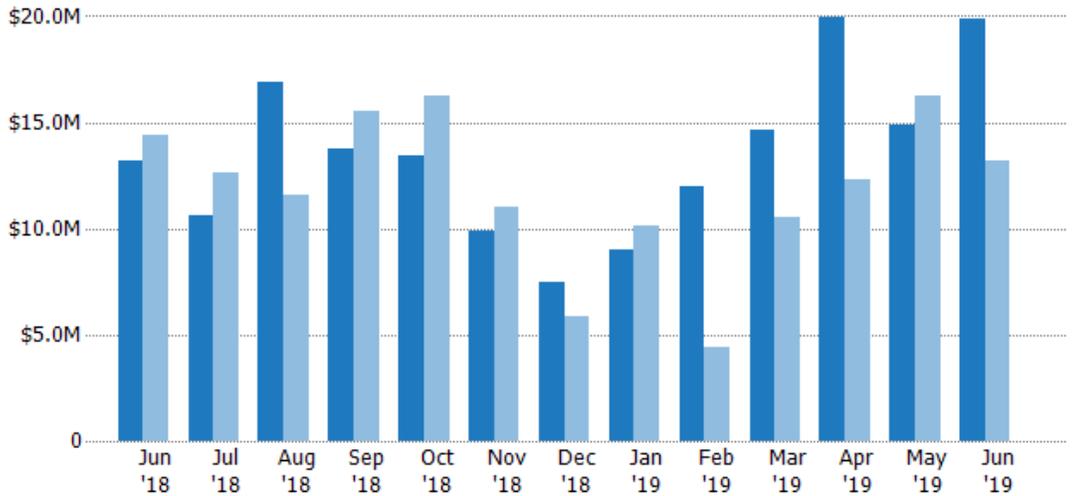
New Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Jun '19	\$19.9M	50.3%
Jun '18	\$13.2M	-8.1%
Jun '17	\$14.4M	-25.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$13.2M	\$10.6M	\$16.9M	\$13.8M	\$13.5M	\$9.87M	\$7.44M	\$9M	\$12M	\$14.6M	\$20M	\$14.9M	\$19.9M
Prior Year	\$14.4M	\$12.6M	\$11.6M	\$15.5M	\$16.3M	\$11M	\$5.85M	\$10.1M	\$4.39M	\$10.5M	\$12.3M	\$16.3M	\$13.2M
Percent Change from Prior Year	-8%	-16%	46%	-11%	-17%	-10%	27%	-11%	173%	39%	63%	-9%	50%

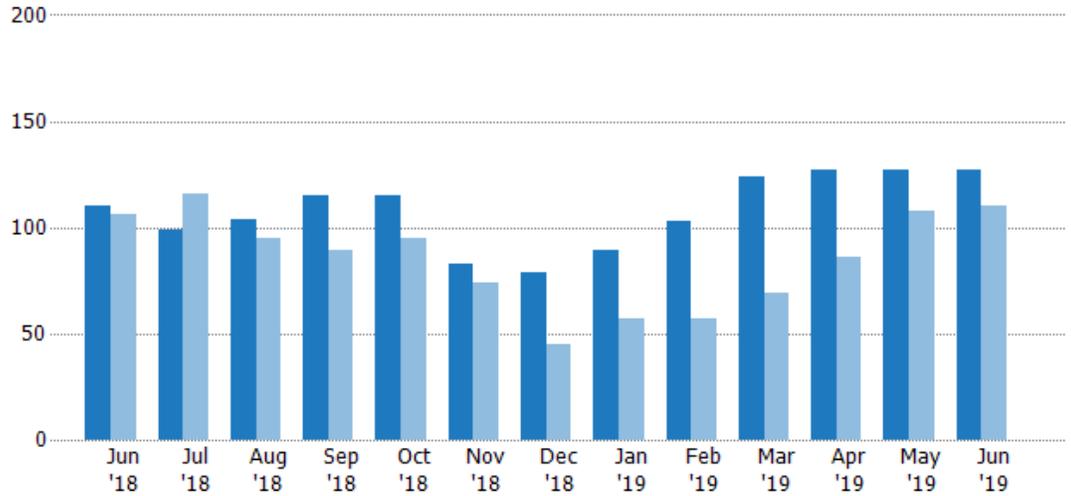
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Jun '19	127	15.5%
Jun '18	110	3.8%
Jun '17	106	1.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	110	99	104	115	115	83	79	89	103	124	127	127	127
Prior Year	106	116	95	89	95	74	45	57	57	69	86	108	110
Percent Change from Prior Year	4%	-15%	9%	29%	21%	12%	76%	56%	81%	80%	48%	18%	15%

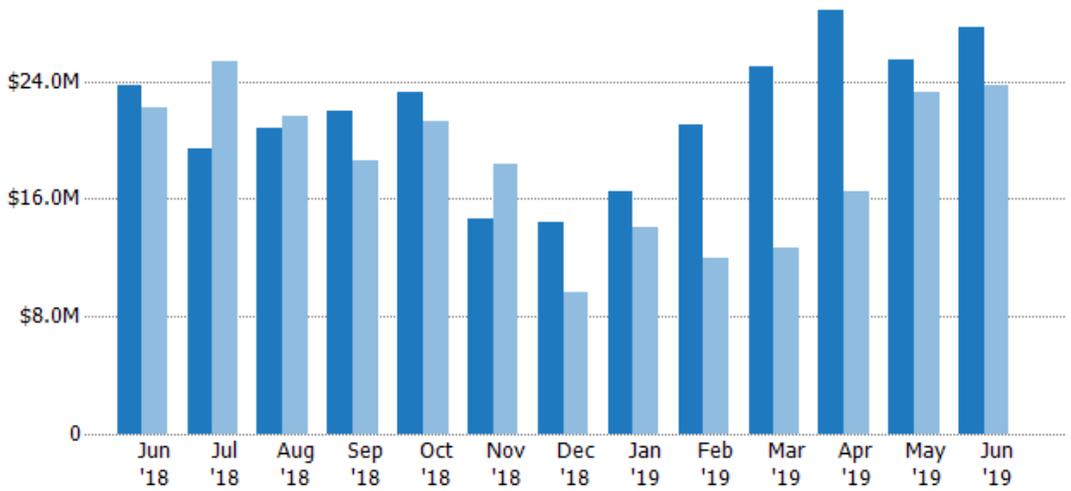
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jun '19	\$27.7M	17.1%
Jun '18	\$23.7M	6.5%
Jun '17	\$22.2M	-6.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$23.7M	\$19.4M	\$20.8M	\$22M	\$23.2M	\$14.6M	\$14.4M	\$16.5M	\$21.1M	\$25M	\$28.8M	\$25.5M	\$27.7M
Prior Year	\$22.2M	\$25.4M	\$21.6M	\$18.6M	\$21.3M	\$18.4M	\$9.59M	\$14M	\$12M	\$12.6M	\$16.5M	\$23.2M	\$23.7M
Percent Change from Prior Year	7%	-24%	-4%	18%	9%	-21%	50%	18%	76%	98%	74%	10%	17%

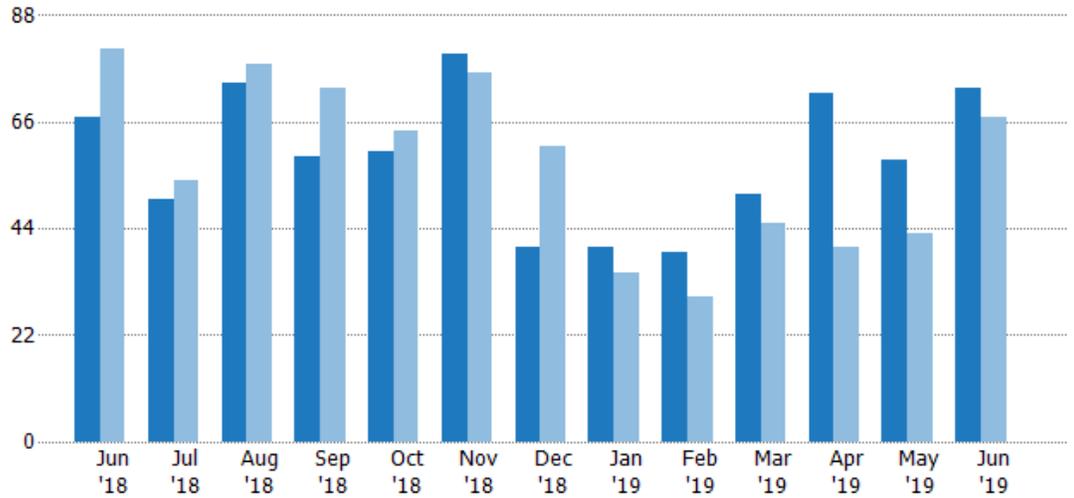
Closed Sales

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

Month/ Year	Count	% Chg.
Jun '19	73	9%
Jun '18	67	-17.3%
Jun '17	81	-37%



Current Year	67	50	74	59	60	80	40	40	39	51	72	58	73
Prior Year	81	54	78	73	64	76	61	35	30	45	40	43	67
Percent Change from Prior Year	-17%	-7%	-5%	-19%	-6%	5%	-34%	14%	30%	13%	80%	35%	9%

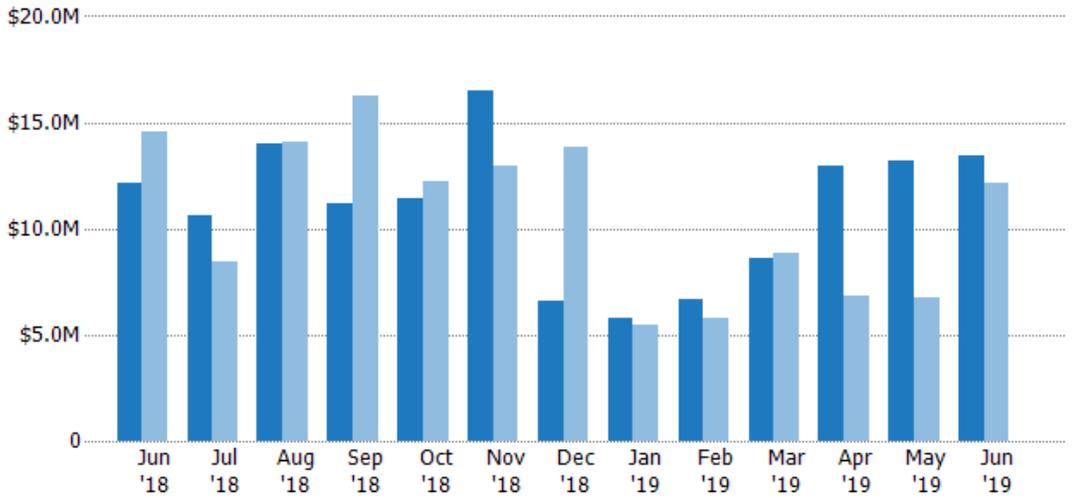
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jun '19	\$13.4M	10.3%
Jun '18	\$12.1M	-16.3%
Jun '17	\$14.5M	-37.1%



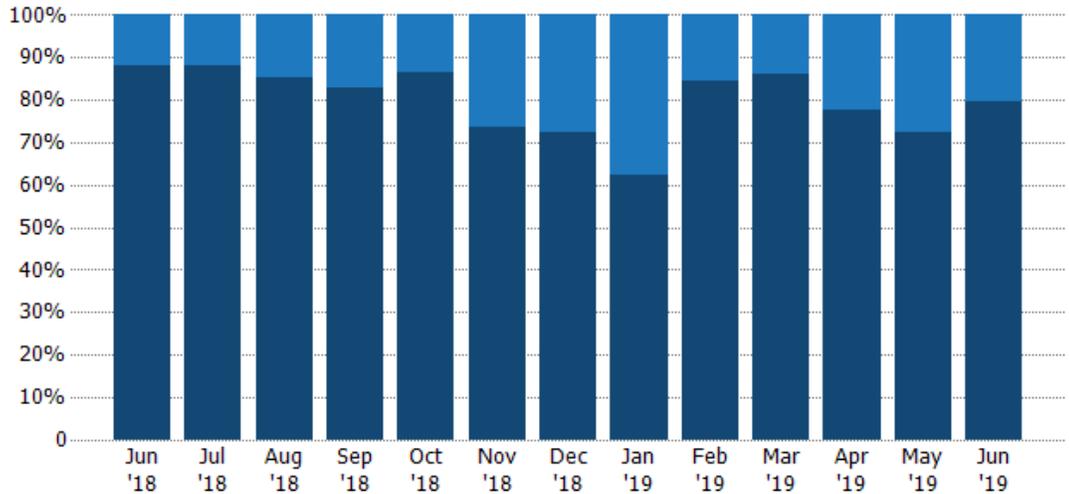
Current Year	\$12.1M	\$10.6M	\$14M	\$11.2M	\$11.4M	\$16.5M	\$6.61M	\$5.82M	\$6.68M	\$8.6M	\$13M	\$13.2M	\$13.4M
Prior Year	\$14.5M	\$8.47M	\$14.1M	\$16.3M	\$12.2M	\$13M	\$13.8M	\$5.43M	\$5.79M	\$8.82M	\$6.81M	\$6.77M	\$12.1M
Percent Change from Prior Year	-16%	25%	-1%	-31%	-7%	27%	-52%	7%	15%	-2%	90%	95%	10%

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



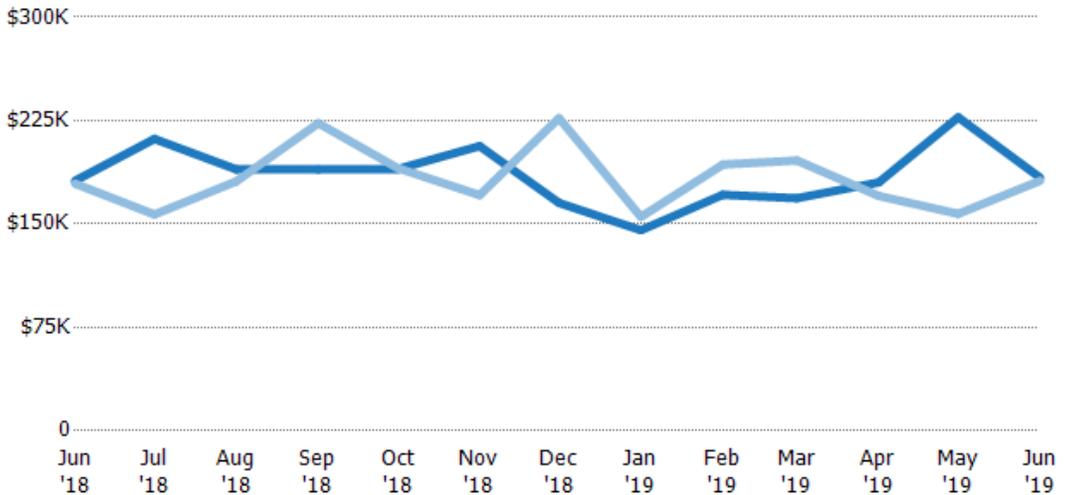
Condo/Townhouse	12%	12%	15%	17%	13%	26%	28%	38%	15%	14%	22%	28%	21%
Single Family Residence	88%	88%	85%	83%	87%	74%	73%	63%	85%	86%	78%	72%	79%

Average Sales Price

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



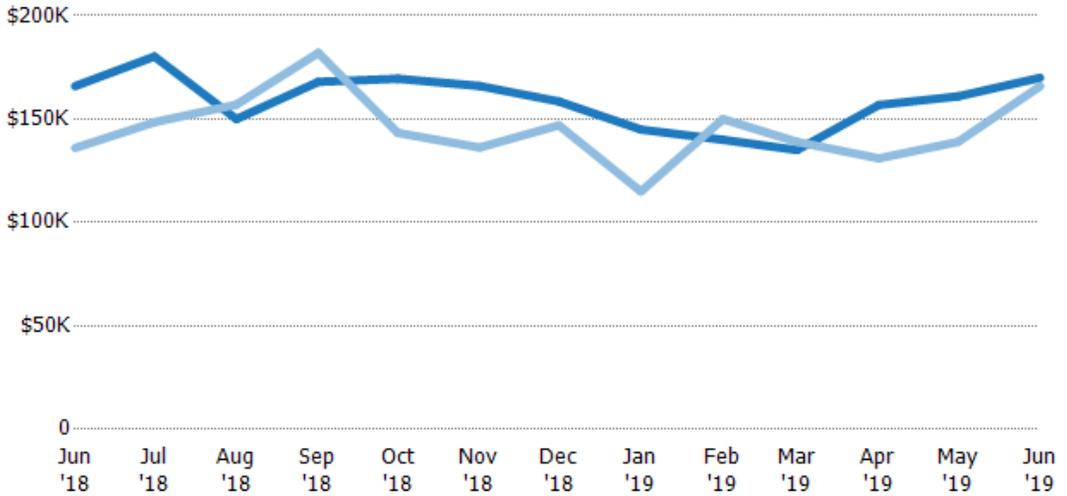
Current Year	\$181K	\$212K	\$190K	\$190K	\$190K	\$206K	\$165K	\$145K	\$171K	\$169K	\$180K	\$227K	\$184K
Prior Year	\$179K	\$157K	\$181K	\$223K	\$191K	\$171K	\$227K	\$155K	\$193K	\$196K	\$170K	\$157K	\$181K
Percent Change from Prior Year	1%	35%	5%	-15%	0%	21%	-27%	-6%	-11%	-14%	6%	44%	1%

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



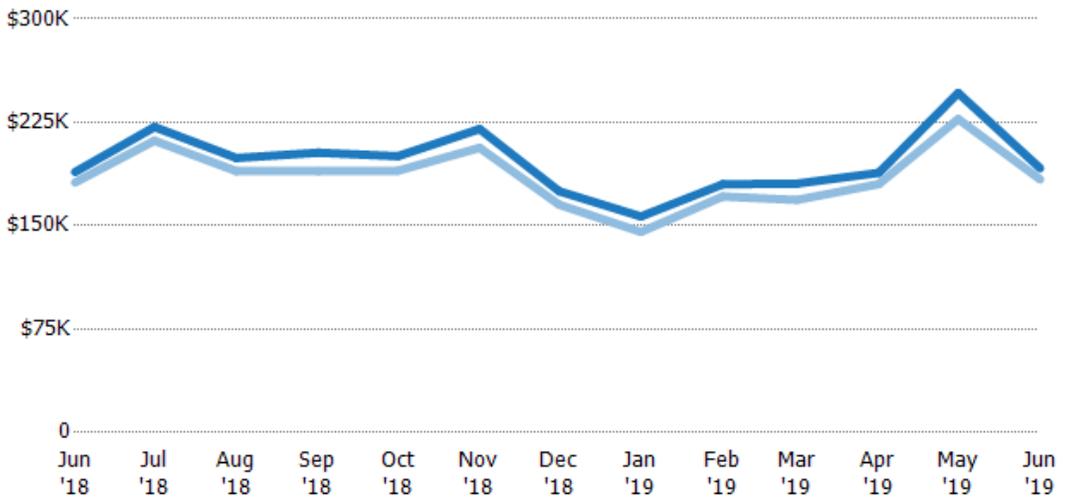
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$166K	\$180K	\$150K	\$168K	\$170K	\$166K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K	\$170K
Prior Year	\$136K	\$149K	\$157K	\$182K	\$143K	\$136K	\$147K	\$115K	\$150K	\$139K	\$131K	\$139K	\$166K
Percent Change from Prior Year	22%	21%	-4%	-8%	18%	22%	8%	26%	-7%	-3%	20%	16%	2%

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

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



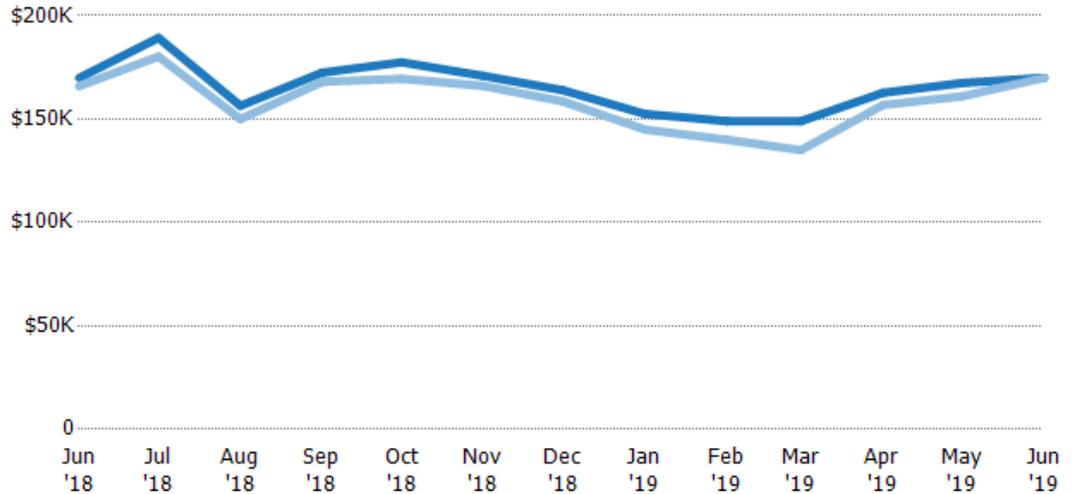
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$189K	\$222K	\$199K	\$203K	\$200K	\$220K	\$175K	\$157K	\$180K	\$180K	\$188K	\$246K	\$192K
Avg Sales Price	\$181K	\$212K	\$190K	\$190K	\$190K	\$206K	\$165K	\$145K	\$171K	\$169K	\$180K	\$227K	\$184K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	93%	95%	94%	94%	93%	95%	93%	96%	92%	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

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



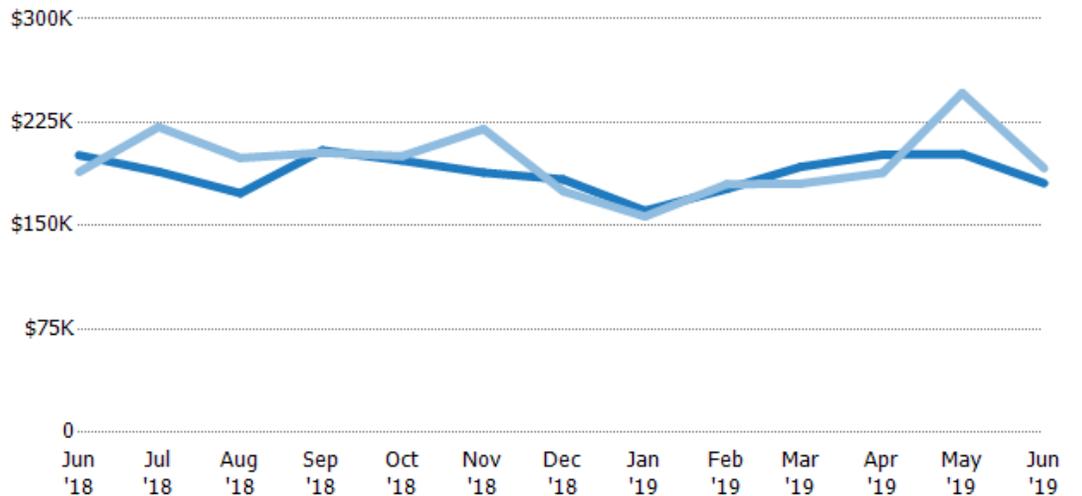
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$170K	\$189K	\$156K	\$173K	\$177K	\$171K	\$164K	\$153K	\$149K	\$149K	\$163K	\$167K	\$170K
Median Sales Price	\$166K	\$180K	\$150K	\$168K	\$170K	\$166K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K	\$170K
Med Sales Price as a % of Med List Price	98%	95%	96%	97%	96%	97%	97%	95%	94%	91%	96%	96%	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

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



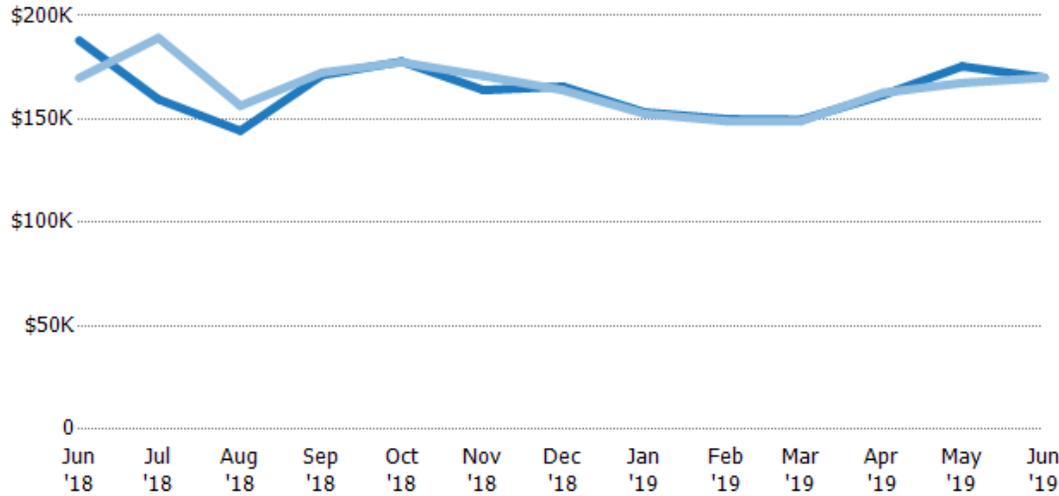
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$201K	\$189K	\$174K	\$205K	\$197K	\$188K	\$184K	\$161K	\$177K	\$193K	\$202K	\$202K	\$181K
Avg Sales Price	\$189K	\$222K	\$199K	\$203K	\$200K	\$220K	\$175K	\$157K	\$180K	\$180K	\$188K	\$246K	\$192K
Avg Sales Price as a % of Avg Est Value	94%	117%	115%	99%	102%	117%	95%	97%	102%	94%	93%	122%	106%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$188K	\$160K	\$144K	\$171K	\$178K	\$164K	\$166K	\$153K	\$150K	\$150K	\$162K	\$175K	\$170K
Median Sales Price	\$170K	\$189K	\$156K	\$173K	\$177K	\$171K	\$164K	\$153K	\$149K	\$149K	\$163K	\$167K	\$170K
Med Sales Price as a % of Med Est Value	90%	119%	108%	101%	100%	104%	99%	100%	99%	100%	101%	95%	100%