

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	25	+32%	227	201	+12.9%
New Listing Volume	\$7,315,100	\$4,712,200	+55.2%	\$41,074,789	\$41,682,149	-1.5%
Active Listing Count	128	119	+7.6%	N/A	N/A	
Active Listing Volume	\$27,356,600	\$28,084,449	-2.6%	N/A	N/A	
Average Listing Price	\$213,723	\$236,004	-9.4%	\$219,072	\$214,215	+2.3%
Median Listing Price	\$179,000	\$189,000	-5.3%	\$177,876	\$175,246	+1.5%
Median Days in RPR	112.5	101	+11.4%	107.97	102.28	+5.6%
Months of Inventory	5.8	9.9	-41.3%	9.4	7.1	+32.1%
Absorption Rate	17.19%	10.08%	+7.1%	10.62%	14.02%	-3.4%
Sales Activity Charts Metrics						
New Pending Sales Count	28	28	+–	185	138	+34.1%
New Pending Sales Volume	\$5,850,800	\$4,845,400	+20.7%	\$35,750,489	\$22,248,380	+60.7%
Pending Sales Count	43	33	+30.3%	N/A	N/A	
Pending Sales Volume	\$8,806,000	\$5,385,800	+63.5%	N/A	N/A	
Closed Sales Count	24	24	+–	135	105	+28.6%
Closed Sales Volume	\$4,530,950	\$3,759,100	+20.5%	\$23,132,614	\$17,284,550	+33.8%
Average Sales Price	\$188,790	\$156,629	+20.5%	\$171,353	\$164,615	+4.1%
Median Sales Price	\$172,450	\$143,000	+20.6%	\$156,896	\$141,994	+10.5%

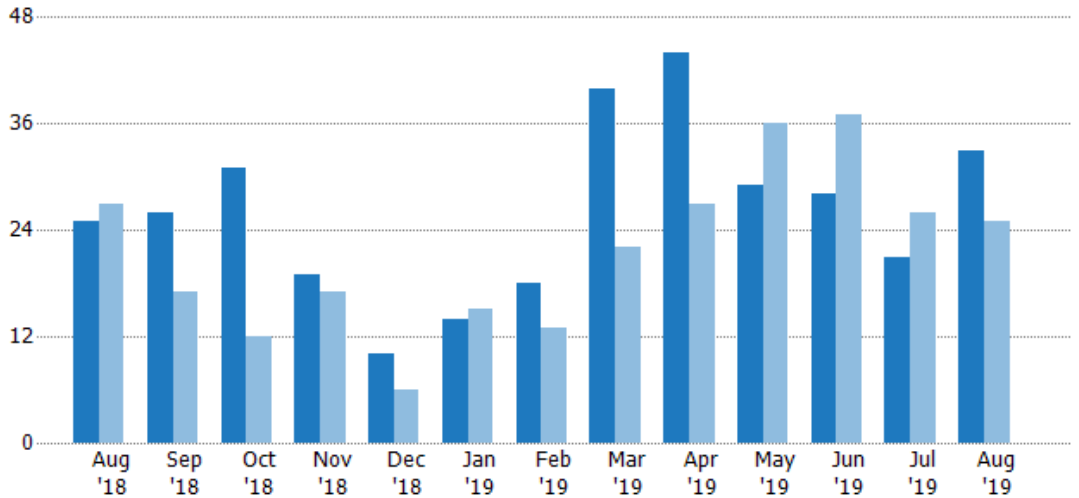
New Listings

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.
Aug '19	33	32%
Aug '18	25	-7.4%
Aug '17	27	-22.2%

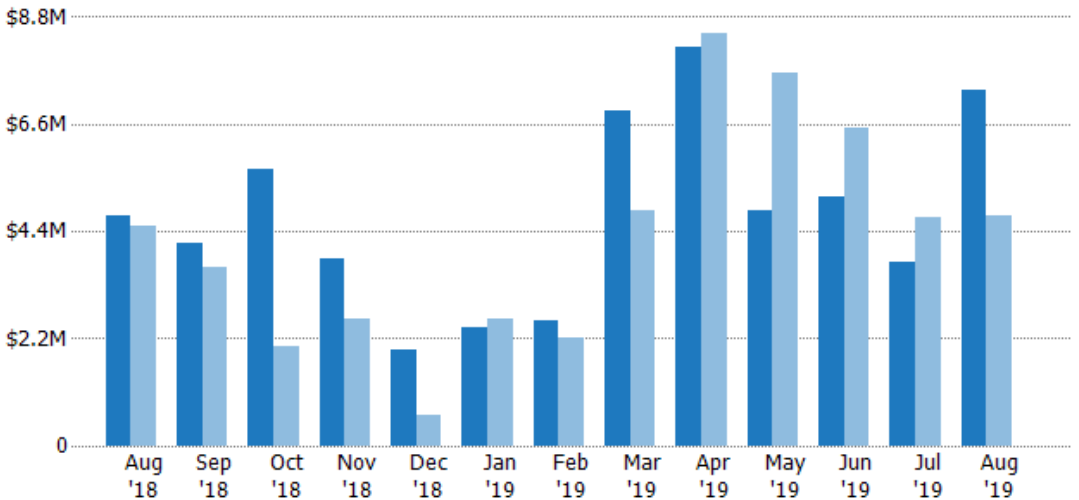
New Listing Volume

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.
Aug '19	\$7.32M	55.2%
Aug '18	\$4.71M	4.1%
Aug '17	\$4.53M	-27%

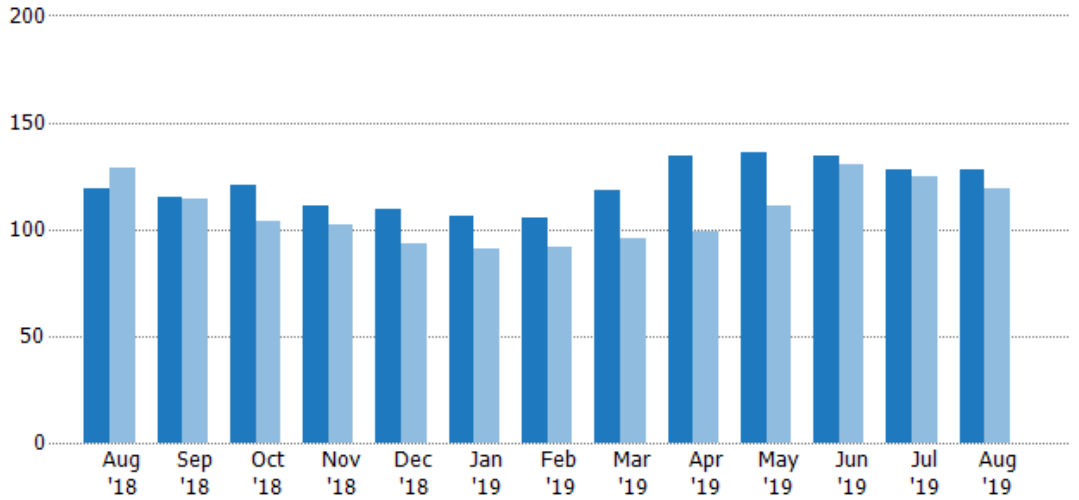
Active Listings

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	119	115	121	111	109	106	105	118	134	136	134	128	128
Prior Year	129	114	104	102	93	91	92	96	99	111	130	125	119
Percent Change from Prior Year	-8%	1%	16%	9%	17%	16%	14%	23%	35%	23%	3%	2%	8%

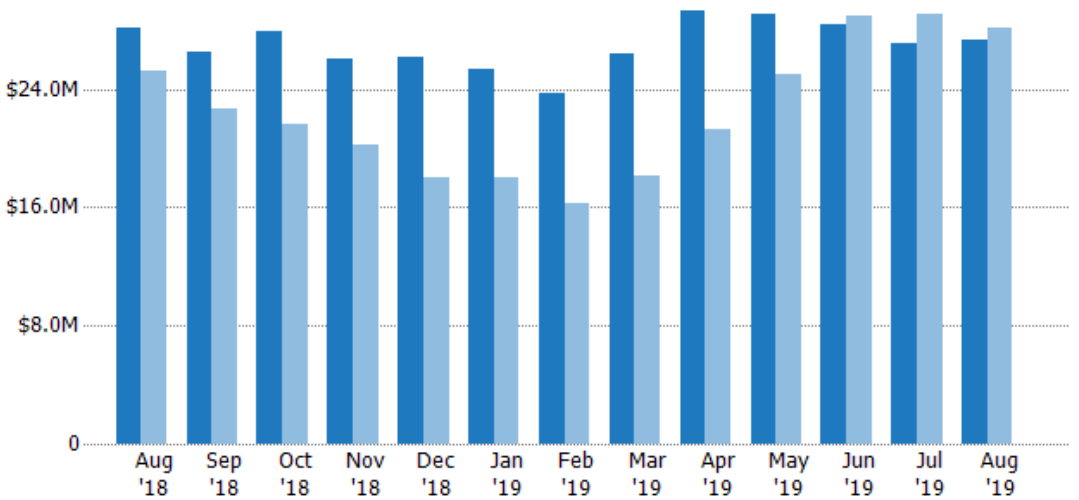
Active Listing Volume

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$28.1M	\$26.5M	\$27.9M	\$26M	\$26.1M	\$25.4M	\$23.7M	\$26.4M	\$29.3M	\$29.1M	\$28.4M	\$27.1M	\$27.4M
Prior Year	\$25.3M	\$22.7M	\$21.6M	\$20.2M	\$18M	\$18M	\$16.3M	\$18.2M	\$21.2M	\$25M	\$29M	\$29M	\$28.1M
Percent Change from Prior Year	11%	17%	29%	29%	45%	41%	46%	45%	38%	16%	-2%	-7%	-3%

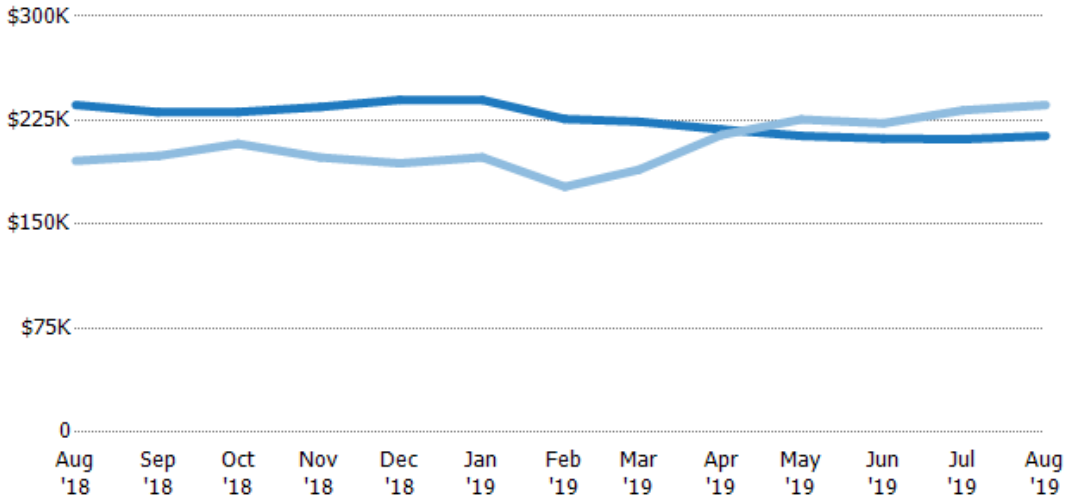
Average Listing Price

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	Current Year Price	Prior Year Price	Percent Change from Prior Year
Aug '18	\$236K	\$196K	21%
Sep '18	\$231K	\$199K	16%
Oct '18	\$231K	\$208K	11%
Nov '18	\$235K	\$198K	18%
Dec '18	\$240K	\$194K	24%
Jan '19	\$240K	\$198K	21%
Feb '19	\$226K	\$177K	28%
Mar '19	\$224K	\$189K	18%
Apr '19	\$218K	\$214K	2%
May '19	\$214K	\$226K	-5%
Jun '19	\$212K	\$223K	-5%
Jul '19	\$211K	\$232K	-9%
Aug '19	\$214K	\$236K	-9%

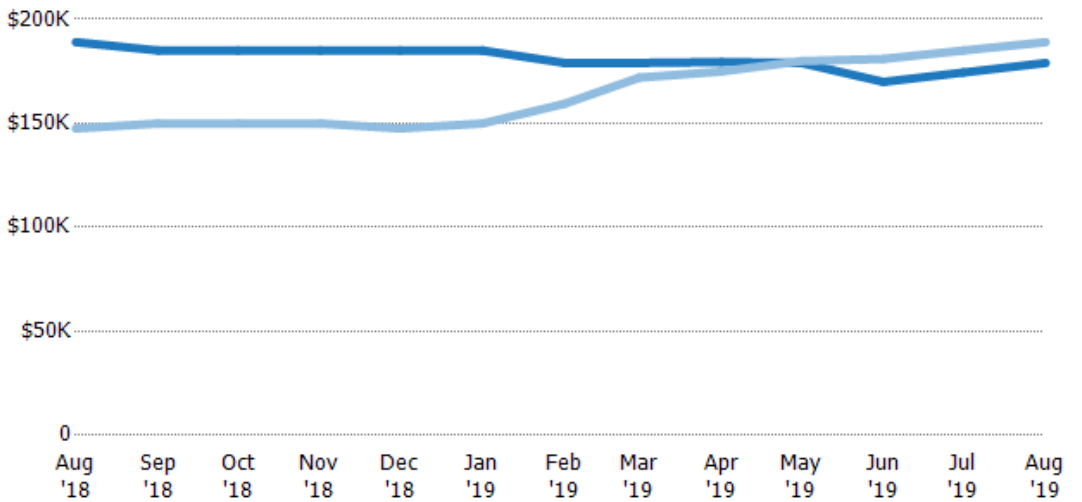
Median Listing Price

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



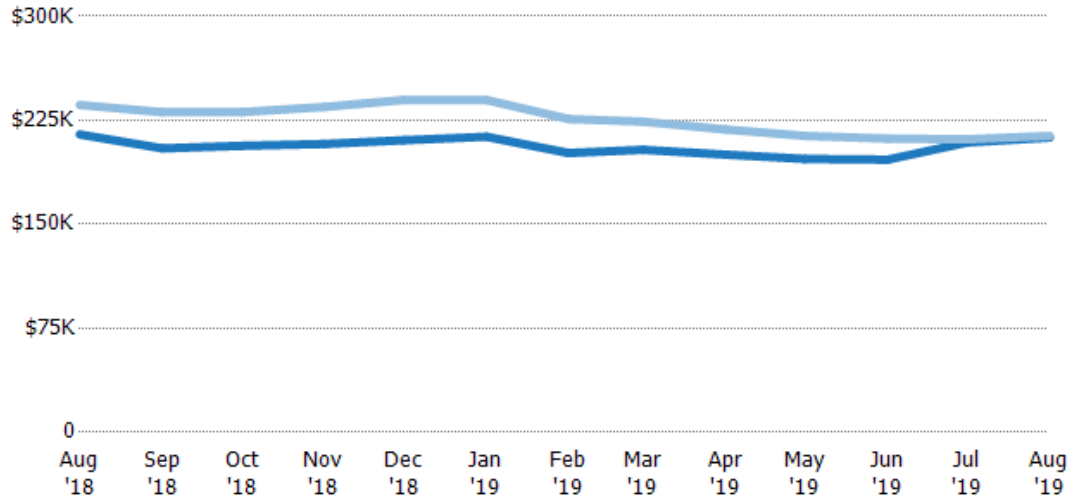
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Aug '18	\$189K	\$148K	28%
Sep '18	\$185K	\$150K	23%
Oct '18	\$185K	\$150K	23%
Nov '18	\$185K	\$150K	23%
Dec '18	\$185K	\$148K	25%
Jan '19	\$185K	\$150K	23%
Feb '19	\$179K	\$159K	12%
Mar '19	\$179K	\$172K	4%
Apr '19	\$179K	\$175K	3%
May '19	\$179K	\$180K	-1%
Jun '19	\$170K	\$181K	-6%
Jul '19	\$174K	\$185K	-6%
Aug '19	\$179K	\$189K	-5%

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



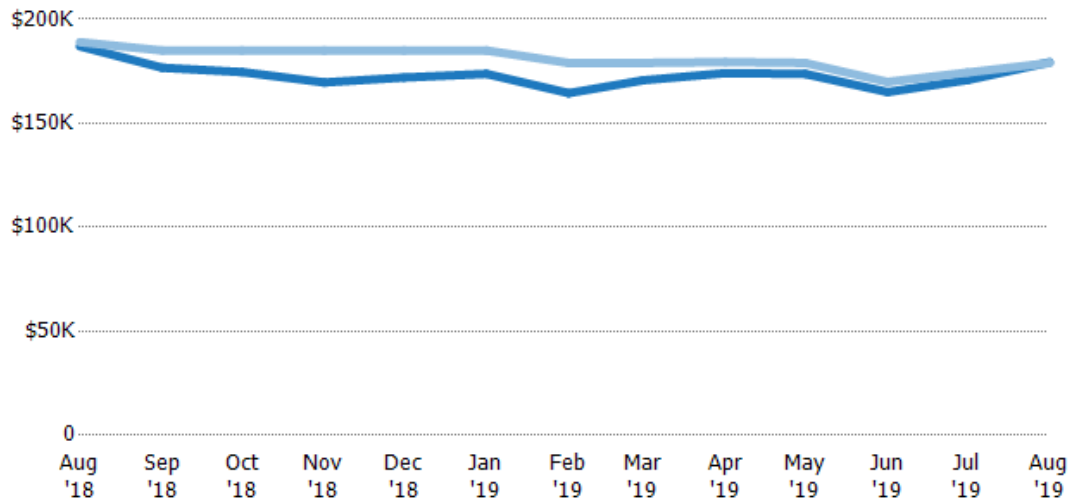
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$215K	\$205K	\$207K	\$208K	\$211K	\$213K	\$201K	\$204K	\$200K	\$197K	\$197K	\$209K	\$213K
Avg Listing Price	\$236K	\$231K	\$231K	\$235K	\$240K	\$240K	\$226K	\$224K	\$218K	\$214K	\$212K	\$211K	\$214K
Avg Listing Price as a % of Avg Est Value	110%	113%	112%	113%	114%	112%	112%	110%	109%	108%	108%	101%	101%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$187K	\$177K	\$175K	\$170K	\$172K	\$174K	\$165K	\$171K	\$174K	\$174K	\$165K	\$171K	\$179K
Median Listing Price	\$189K	\$185K	\$185K	\$185K	\$185K	\$185K	\$179K	\$179K	\$179K	\$179K	\$170K	\$174K	\$179K
Med Listing Price as a % of Med Est Value	101%	105%	106%	109%	108%	106%	109%	105%	103%	103%	103%	102%	100%

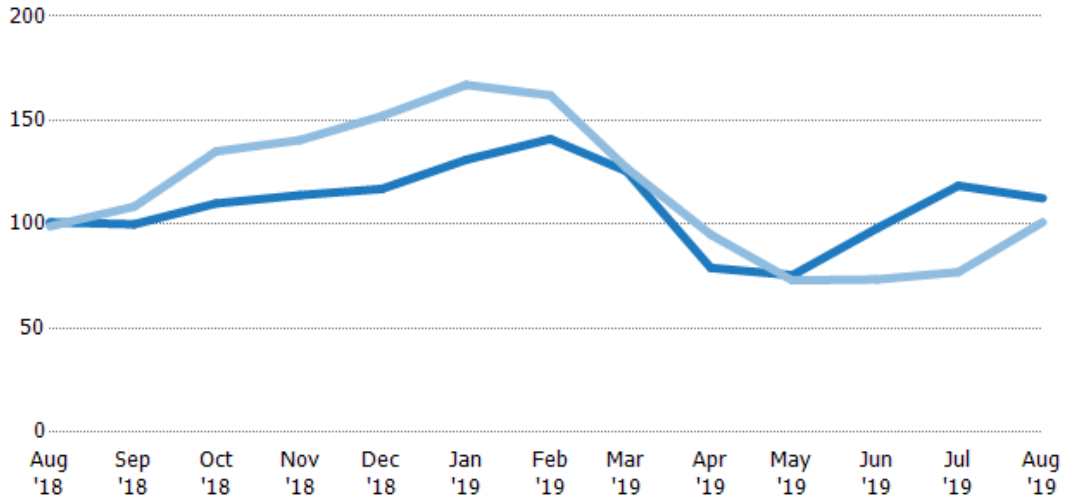
Median Days in RPR

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	101	100	110	114	117	131	141	126	79	75.5	98	119	113
Prior Year	99	109	135	141	152	167	162	127	95	73	73.5	77	101
Percent Change from Prior Year	2%	-8%	-19%	-19%	-23%	-22%	-13%	-1%	-17%	3%	33%	54%	11%

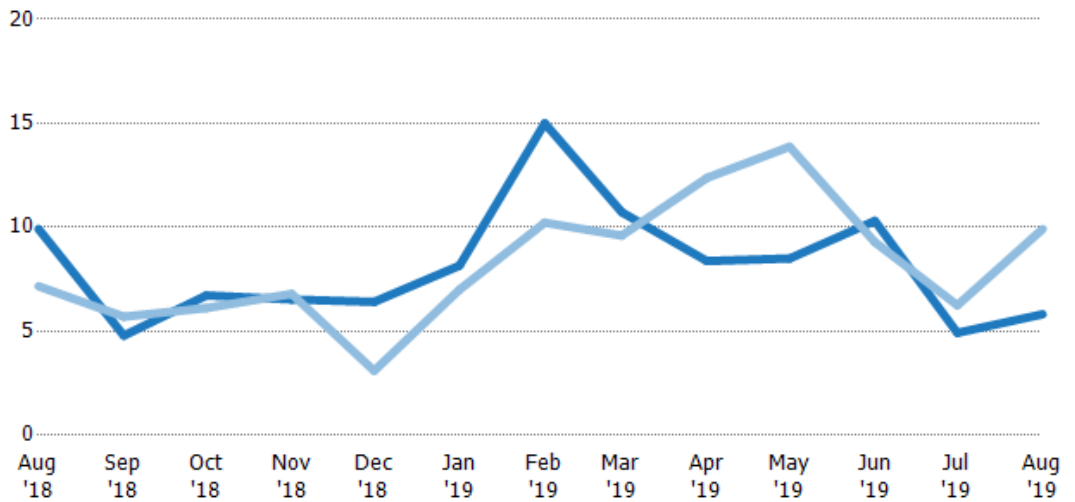
Months of Inventory

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	9.92	4.79	6.72	6.53	6.41	8.15	15	10.7	8.38	8.5	10.3	4.92	5.82
Prior Year	7.17	5.7	6.12	6.8	3.1	7	10.2	9.6	12.4	13.9	9.29	6.25	9.92
Percent Change from Prior Year	38%	-16%	10%	-4%	107%	16%	47%	12%	-32%	-39%	11%	-21%	-41%

Absorption Rate

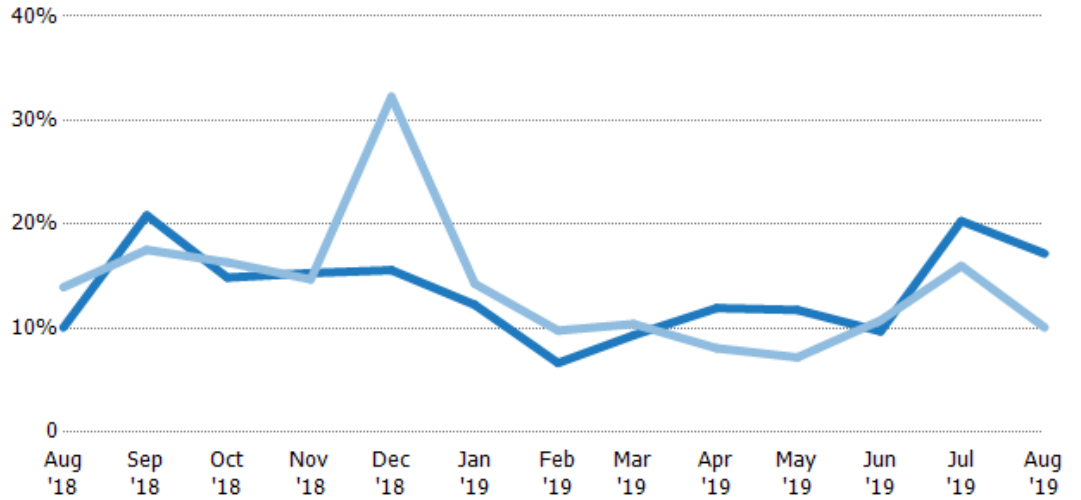
The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Rate	Chg.
Aug '19	17%	-7.1%
Aug '18	10%	3.9%
Aug '17	14%	36.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10%	21%	15%	15%	16%	12%	7%	9%	12%	12%	10%	20%	17%
Prior Year	14%	18%	16%	15%	32%	14%	10%	10%	8%	7%	11%	16%	10%
Change from Prior Year	4%	-3%	1%	-1%	17%	2%	3%	1%	-4%	-5%	1%	-4%	-7%

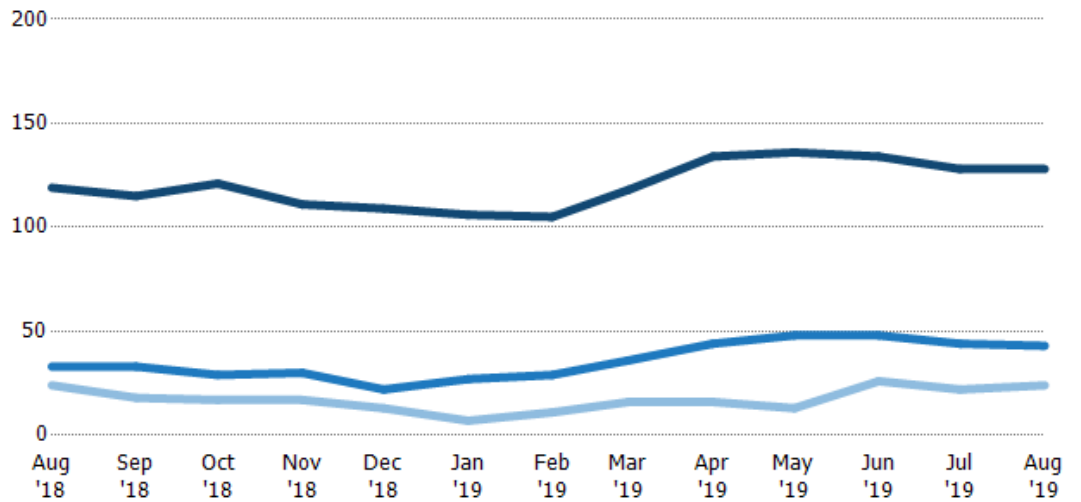
Active/Pending/Sold Units

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	119	115	121	111	109	106	105	118	134	136	134	128	128
Pending	33	33	29	30	22	27	29	36	44	48	48	44	43
Sold	24	18	17	17	13	7	11	16	16	13	26	22	24

New Pending Sales

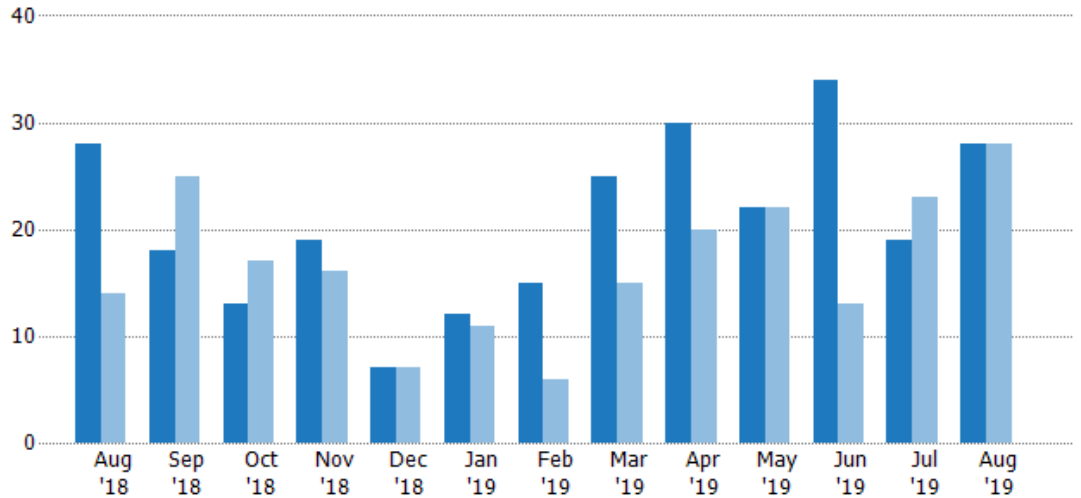
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Aug '19	28	0%
Aug '18	28	100%
Aug '17	14	28.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	28	18	13	19	7	12	15	25	30	22	34	19	28
Prior Year	14	25	17	16	7	11	6	15	20	22	13	23	28
Percent Change from Prior Year	100%	-28%	-24%	19%	0%	9%	150%	67%	50%	0%	162%	-17%	0%

New Pending Sales Volume

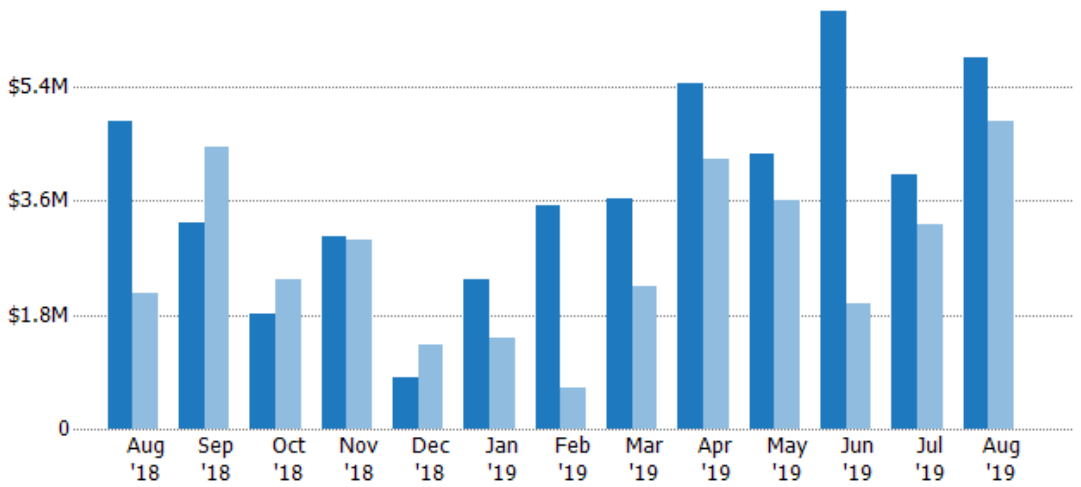
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Aug '19	\$5.85M	20.7%
Aug '18	\$4.85M	125.1%
Aug '17	\$2.15M	-1.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$4.85M	\$3.25M	\$1.83M	\$3.04M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.45M	\$4.34M	\$6.58M	\$4.01M	\$5.85M
Prior Year	\$2.15M	\$4.45M	\$2.37M	\$2.97M	\$1.31M	\$1.44M	\$654K	\$2.26M	\$4.26M	\$3.6M	\$1.97M	\$3.22M	\$4.85M
Percent Change from Prior Year	125%	-27%	-23%	3%	-38%	65%	439%	61%	28%	21%	234%	24%	21%

Pending Sales

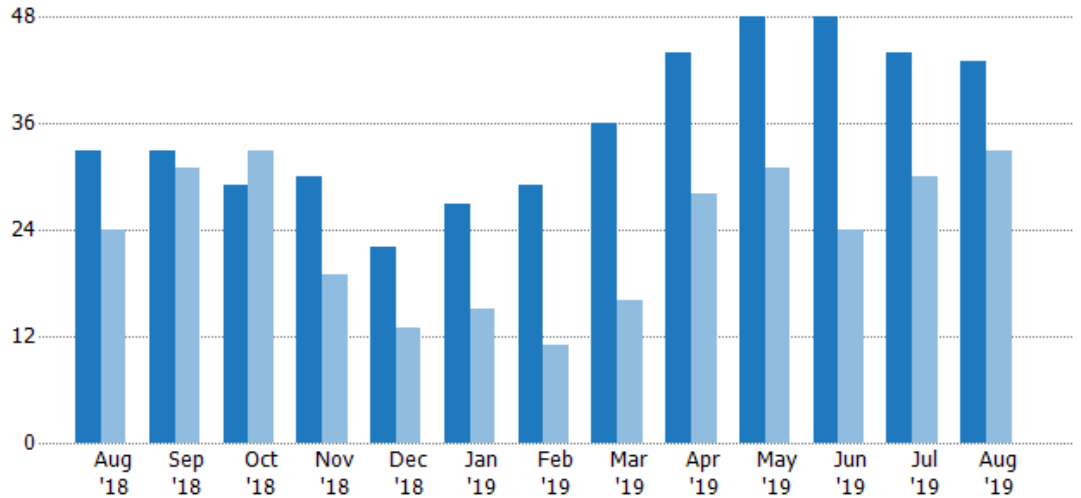
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Aug '19	43	30.3%
Aug '18	33	37.5%
Aug '17	24	16.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	33	33	29	30	22	27	29	36	44	48	48	44	43
Prior Year	24	31	33	19	13	15	11	16	28	31	24	30	33
Percent Change from Prior Year	38%	6%	-12%	58%	69%	80%	164%	125%	57%	55%	100%	47%	30%

Pending Sales Volume

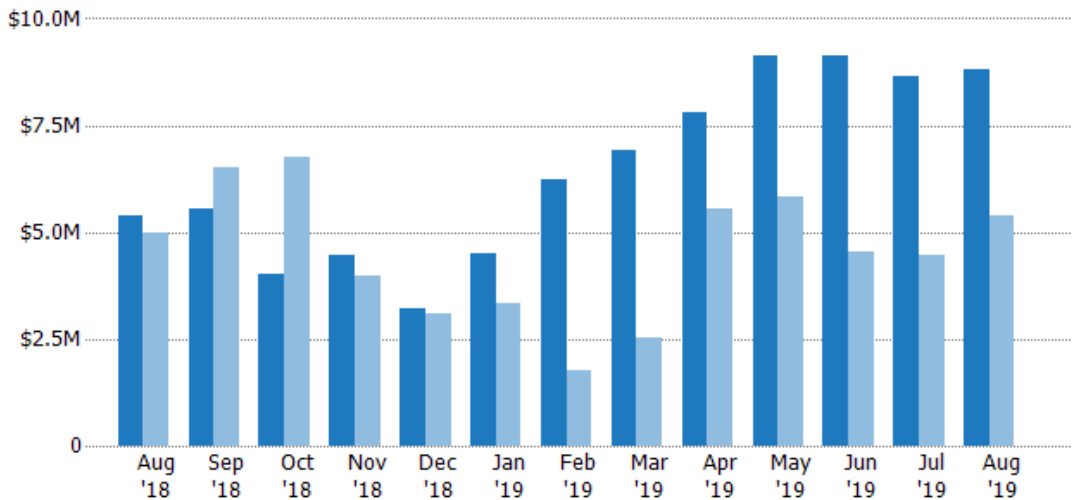
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Aug '19	\$8.81M	63.5%
Aug '18	\$5.39M	7.9%
Aug '17	\$4.99M	-26.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$5.39M	\$5.54M	\$4.01M	\$4.47M	\$3.22M	\$4.49M	\$6.22M	\$6.93M	\$7.82M	\$9.14M	\$9.14M	\$8.65M	\$8.81M
Prior Year	\$4.99M	\$6.52M	\$6.74M	\$3.97M	\$3.11M	\$3.32M	\$1.76M	\$2.51M	\$5.55M	\$5.84M	\$4.53M	\$4.47M	\$5.39M
Percent Change from Prior Year	8%	-15%	-40%	13%	4%	35%	253%	176%	41%	57%	102%	93%	64%

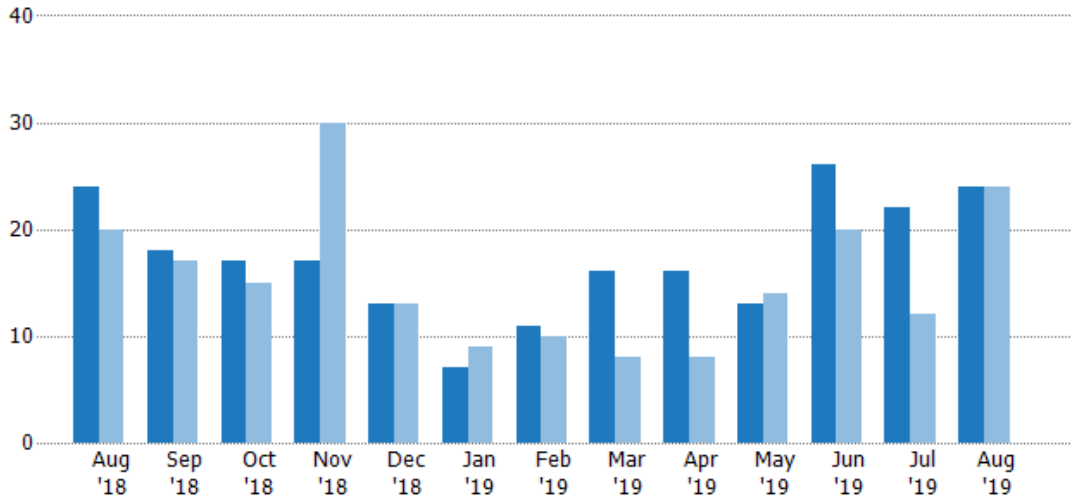
Closed Sales

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	24	18	17	17	13	7	11	16	16	13	26	22	24
Prior Year	20	17	15	30	13	9	10	8	8	14	20	12	24
Percent Change from Prior Year	20%	6%	13%	-43%	0%	-22%	10%	100%	100%	-7%	30%	83%	0%

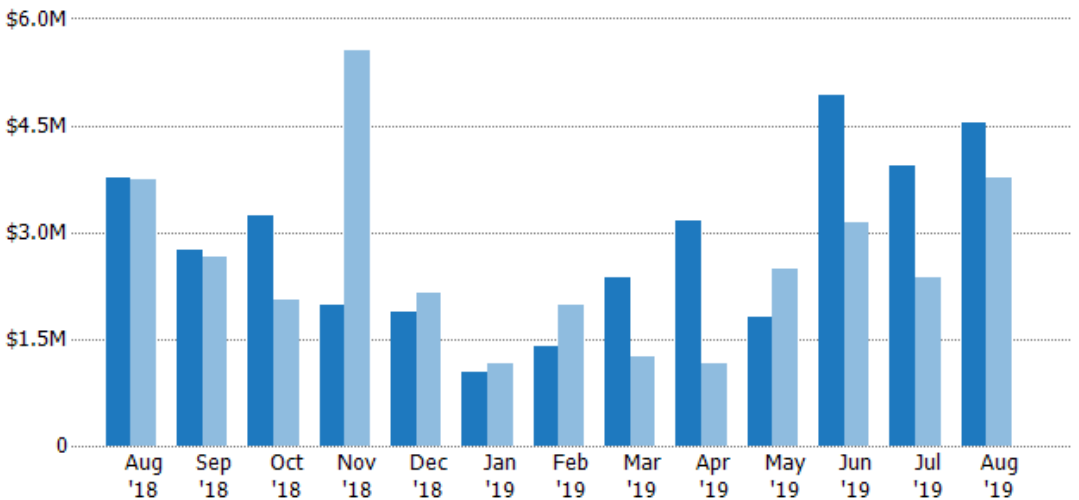
Closed Sales Volume

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$3.76M	\$2.74M	\$3.23M	\$1.98M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$3.15M	\$1.81M	\$4.93M	\$3.93M	\$4.53M
Prior Year	\$3.75M	\$2.66M	\$2.06M	\$5.56M	\$2.14M	\$1.16M	\$1.97M	\$1.25M	\$1.15M	\$2.49M	\$3.14M	\$2.37M	\$3.76M
Percent Change from Prior Year	0%	3%	57%	-64%	-12%	-11%	-30%	90%	173%	-27%	57%	66%	21%

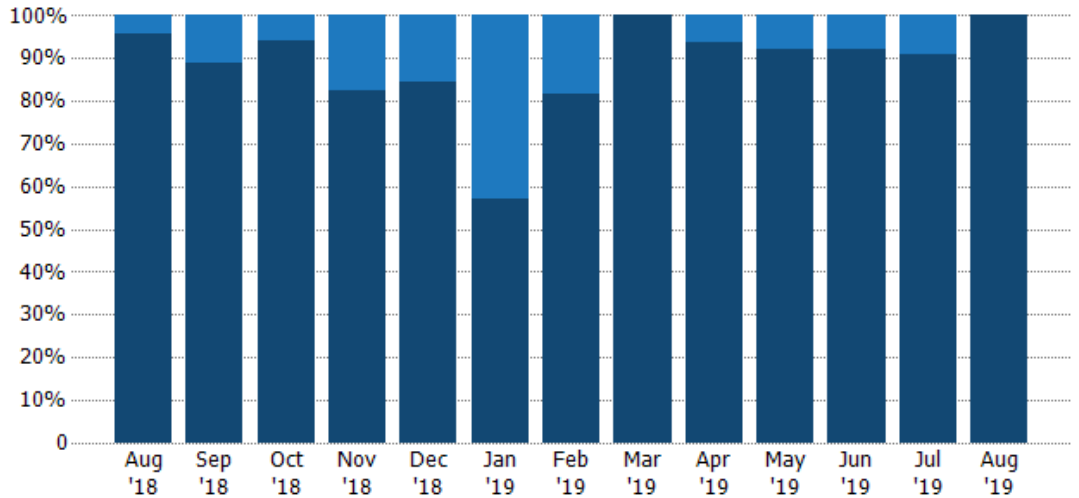
Closed Sales by Property Type

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	4%	11%	6%	18%	15%	43%	18%	-	6%	8%	8%	9%	-
Single Family Residence	96%	89%	94%	82%	85%	57%	82%	100%	94%	92%	92%	91%	100%

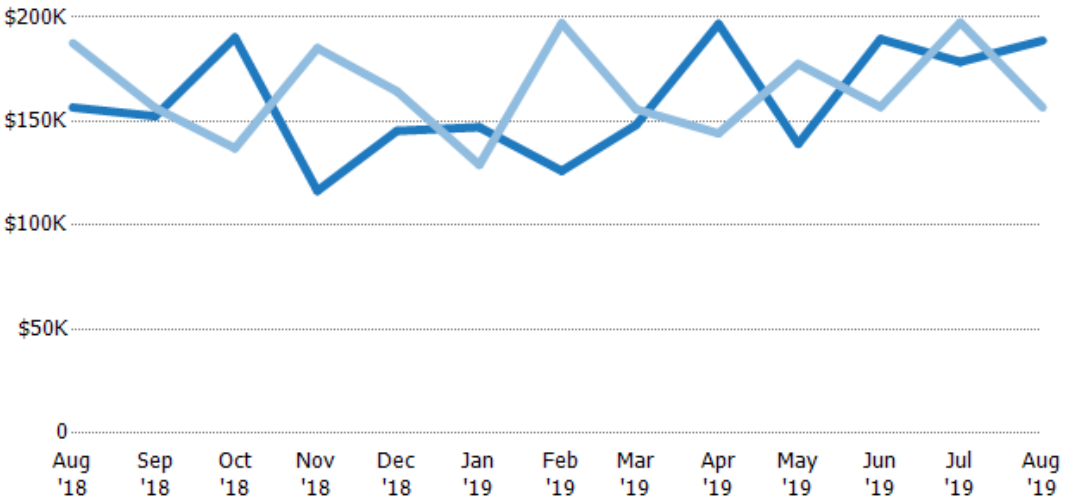
Average Sales Price

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	\$157K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K	\$189K
Prior Year	\$188K	\$156K	\$137K	\$185K	\$164K	\$129K	\$197K	\$156K	\$144K	\$178K	\$157K	\$197K	\$157K
Percent Change from Prior Year	-16%	-3%	39%	-37%	-12%	14%	-36%	-5%	36%	-22%	21%	-10%	21%

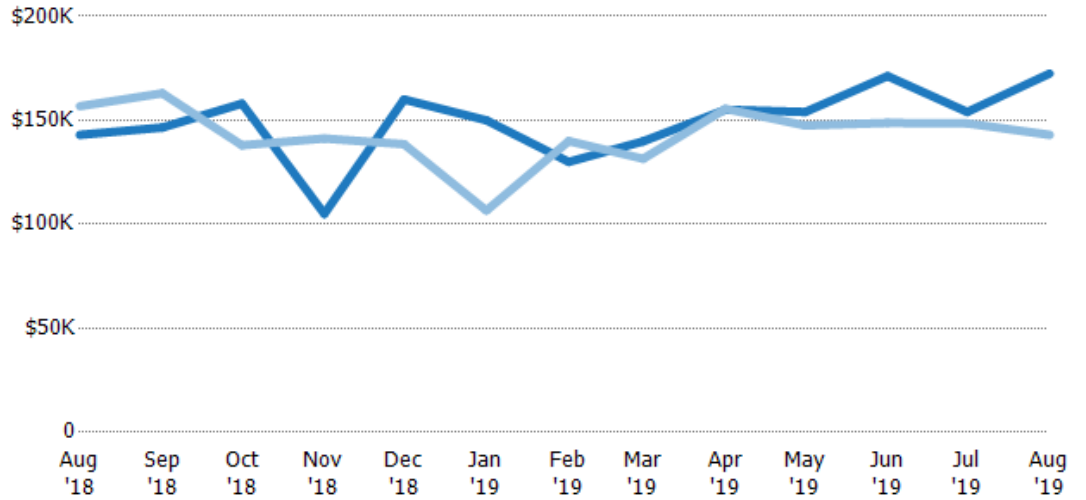
Median Sales Price

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.
Aug '19	\$172K	20.6%
Aug '18	\$143K	-8.8%
Aug '17	\$157K	-19.8%



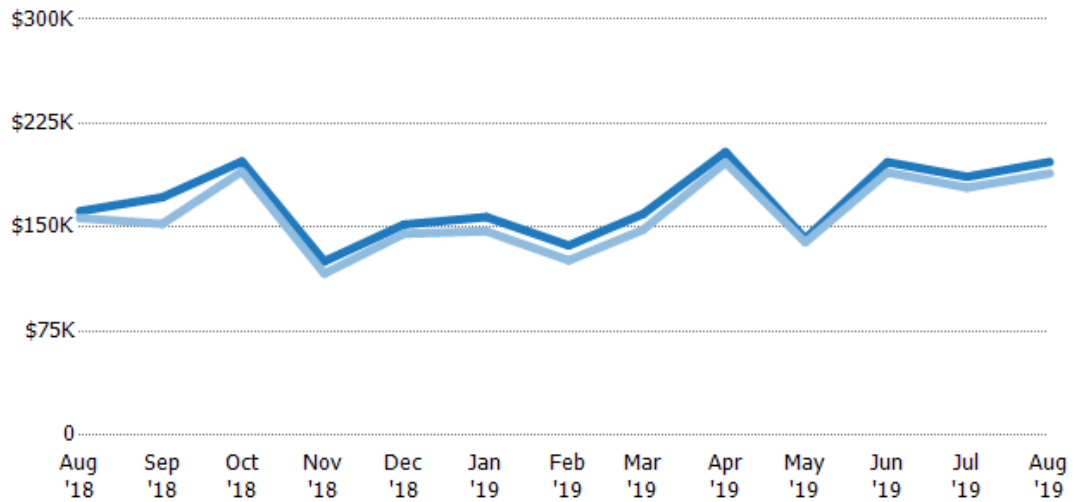
Current Year	\$143K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K	\$172K
Prior Year	\$157K	\$163K	\$138K	\$141K	\$139K	\$107K	\$140K	\$132K	\$156K	\$148K	\$149K	\$149K	\$143K
Percent Change from Prior Year	-9%	-10%	14%	-26%	16%	41%	-7%	6%	0%	4%	15%	4%	21%

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



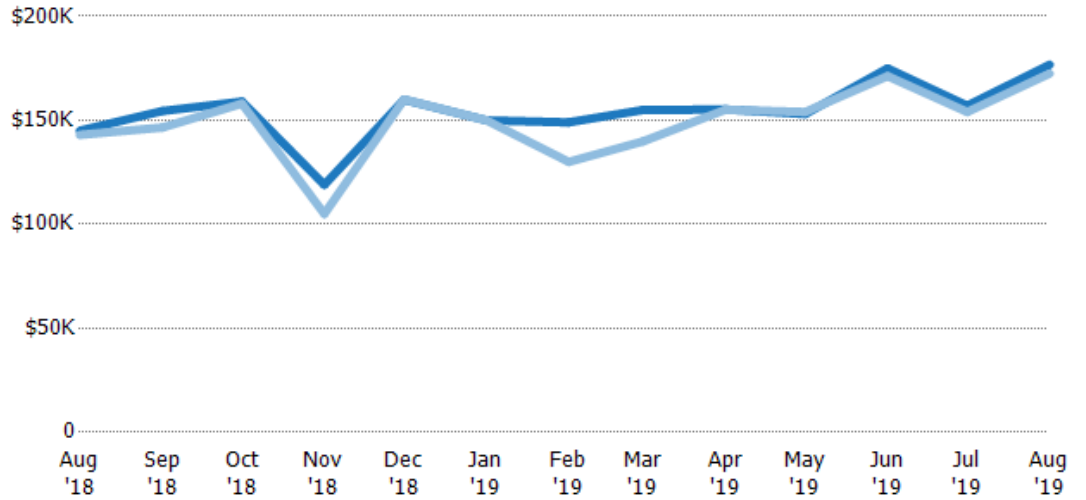
Avg List Price	\$162K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K	\$197K
Avg Sales Price	\$157K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K	\$189K
Avg Sales Price as a % of Avg List Price	97%	89%	96%	93%	96%	93%	92%	93%	96%	98%	96%	96%	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



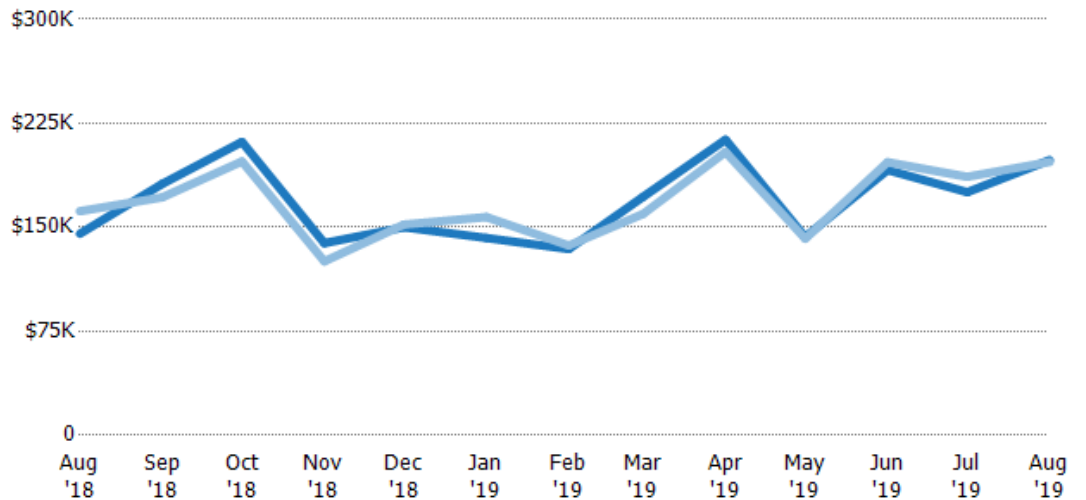
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K
Median Sales Price	\$143K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K	\$172K
Med Sales Price as a % of Med List Price	99%	95%	99%	88%	100%	100%	87%	90%	100%	101%	98%	98%	98%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$145K	\$181K	\$212K	\$139K	\$150K	\$142K	\$134K	\$172K	\$213K	\$143K	\$191K	\$175K	\$198K
Avg Sales Price	\$162K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K	\$197K
Avg Sales Price as a % of Avg Est Value	111%	95%	93%	91%	101%	111%	102%	93%	96%	99%	103%	106%	99%

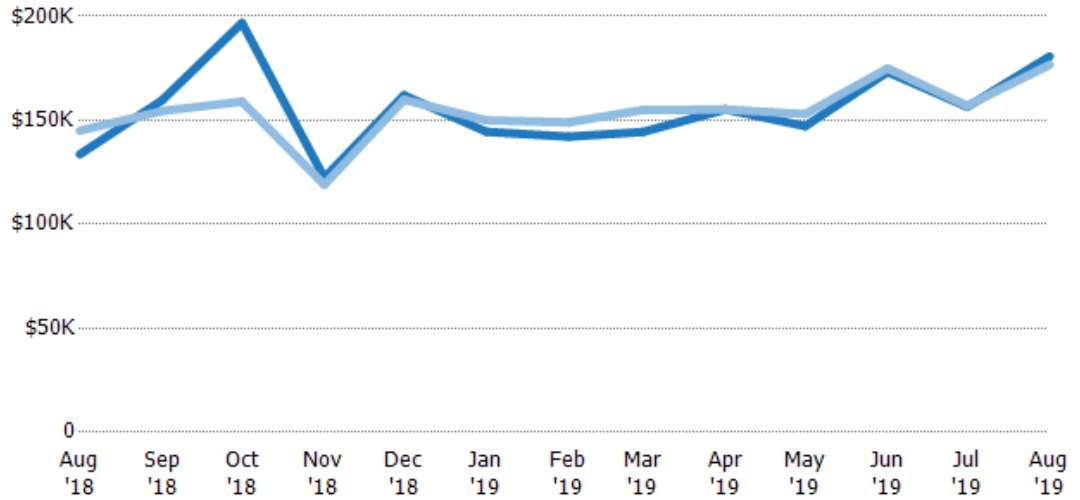
Median Sales Price vs Median Est Value

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$134K	\$160K	\$197K	\$122K	\$162K	\$144K	\$142K	\$144K	\$155K	\$147K	\$173K	\$156K	\$181K
Median Sales Price	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K
Med Sales Price as a % of Med Est Value	108%	97%	81%	97%	99%	104%	105%	107%	100%	104%	101%	100%	98%