

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	124	95	+30.5%	836	766	+9.1%
New Listing Volume	\$28,109,699	\$21,423,995	+31.2%	\$206,427,508	\$183,966,373	+12.2%
Active Listing Count	550	589	-6.6%	N/A	N/A	
Active Listing Volume	\$171,117,918	\$158,516,621	+7.9%	N/A	N/A	
Average Listing Price	\$311,123	\$269,128	+15.6%	\$300,143	\$259,443	+15.7%
Median Listing Price	\$225,000	\$199,999	+12.5%	\$215,628	\$188,034	+14.7%
Median Days in RPR	113.5	101	+12.4%	134.95	129.16	+4.5%
Months of Inventory	8.9	11.8	-24.7%	10.9	9.9	+9.7%
Absorption Rate	11.27%	8.49%	+2.8%	9.21%	10.11%	-0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	112	83	+34.9%	642	487	+31.8%
New Pending Sales Volume	\$25,741,849	\$16,880,400	+52.5%	\$135,500,285	\$94,201,829	+43.8%
Pending Sales Count	155	105	+47.6%	N/A	N/A	
Pending Sales Volume	\$33,865,549	\$21,066,700	+60.8%	N/A	N/A	
Closed Sales Count	85	77	+10.4%	481	389	+23.7%
Closed Sales Volume	\$17,313,450	\$14,463,050	+19.7%	\$91,811,429	\$71,867,076	+27.8%
Average Sales Price	\$203,688	\$187,832	+8.4%	\$190,876	\$184,748	+3.3%
Median Sales Price	\$174,900	\$150,000	+16.6%	\$159,871	\$150,171	+6.5%

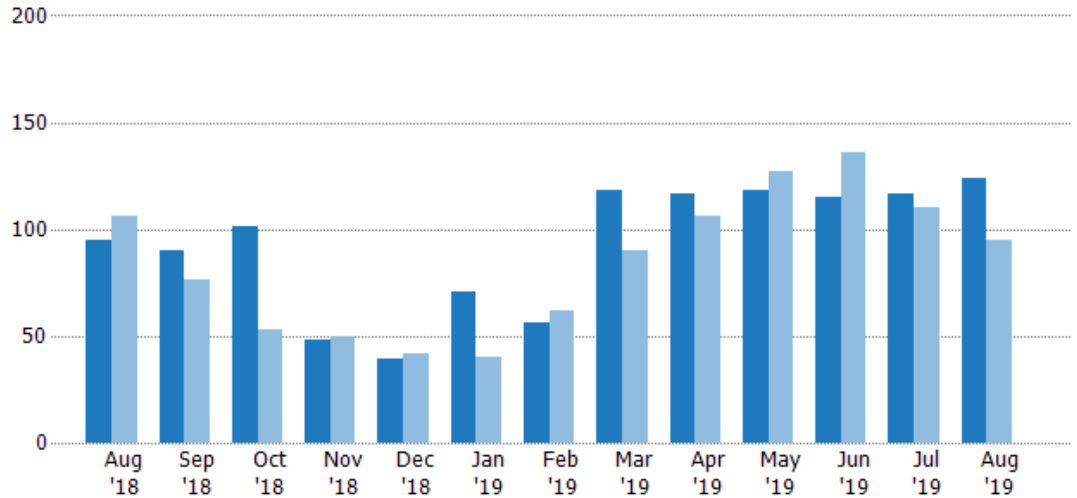
New Listings

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.
Aug '19	124	30.5%
Aug '18	95	-10.4%
Aug '17	106	0%



Current Year	95	90	101	48	39	71	56	118	117	118	115	117	124
Prior Year	106	76	53	50	42	40	62	90	106	127	136	110	95
Percent Change from Prior Year	-10%	18%	91%	-4%	-7%	78%	-10%	31%	10%	-7%	-15%	6%	31%

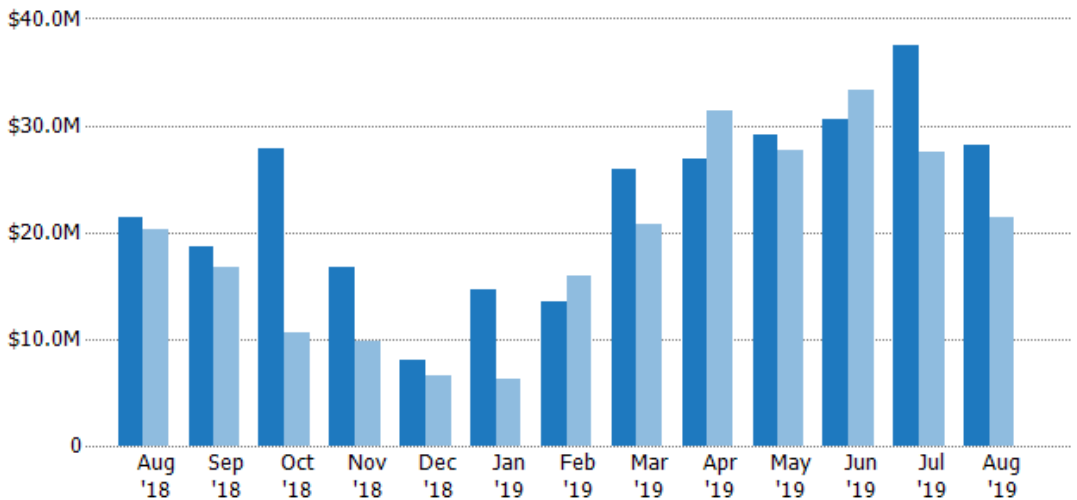
New Listing Volume

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.
Aug '19	\$28.1M	31.2%
Aug '18	\$21.4M	5.6%
Aug '17	\$20.3M	11.7%



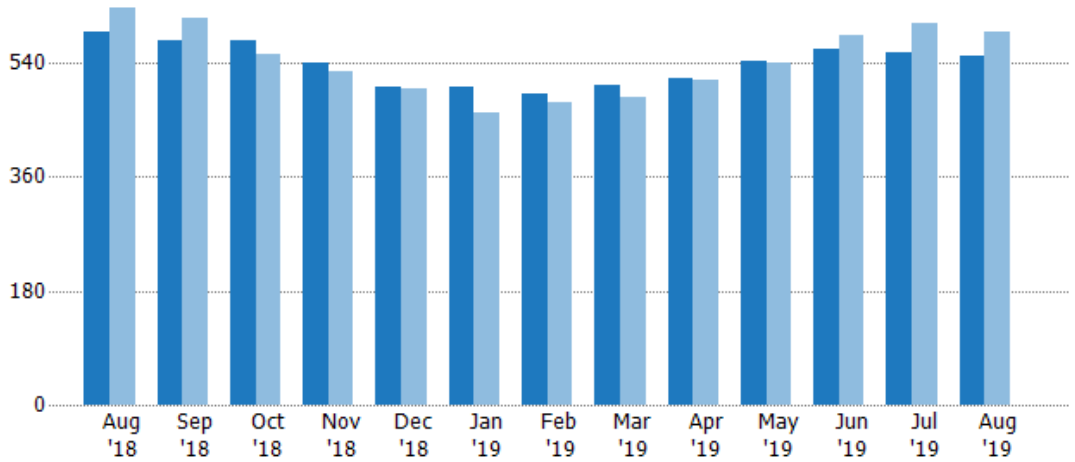
Current Year	\$21.4M	\$18.6M	\$27.8M	\$16.7M	\$8.01M	\$14.6M	\$13.5M	\$26M	\$26.9M	\$29.2M	\$30.6M	\$37.5M	\$28.1M
Prior Year	\$20.3M	\$16.7M	\$10.6M	\$9.82M	\$6.63M	\$6.31M	\$15.8M	\$20.7M	\$31.4M	\$27.6M	\$33.2M	\$27.4M	\$21.4M
Percent Change from Prior Year	6%	11%	162%	70%	21%	132%	-15%	25%	-14%	6%	-8%	37%	31%

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



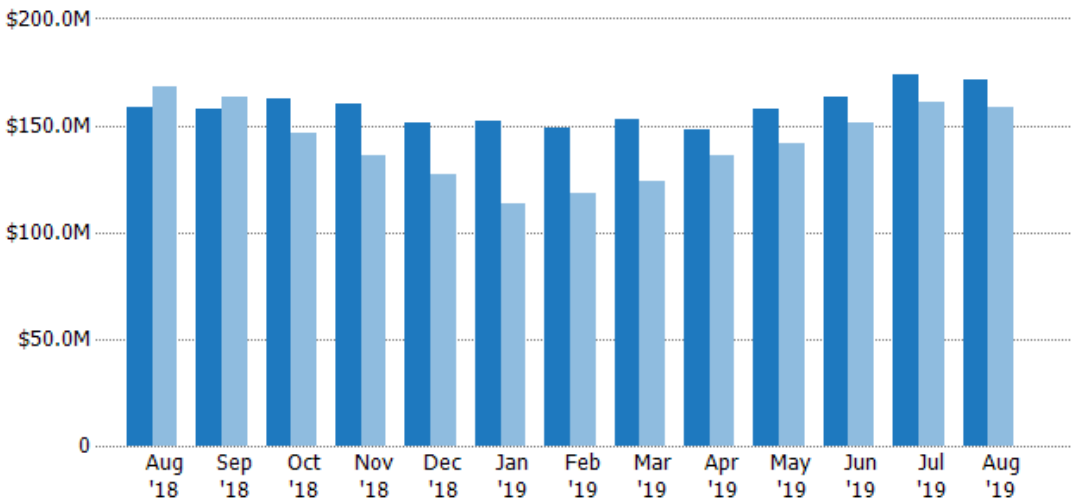
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	589	574	576	540	501	503	490	505	515	542	562	555	550
Prior Year	627	610	553	527	500	462	477	486	514	540	584	603	589
Percent Change from Prior Year	-6%	-6%	4%	2%	0%	9%	3%	4%	0%	0%	-4%	-8%	-7%

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



	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	\$159M	\$158M	\$163M	\$160M	\$151M	\$152M	\$149M	\$153M	\$148M	\$158M	\$163M	\$174M	\$171M
Prior Year	\$168M	\$163M	\$146M	\$136M	\$127M	\$114M	\$119M	\$124M	\$136M	\$141M	\$151M	\$161M	\$159M
Percent Change from Prior Year	-6%	-3%	11%	18%	19%	34%	25%	23%	9%	12%	8%	8%	8%

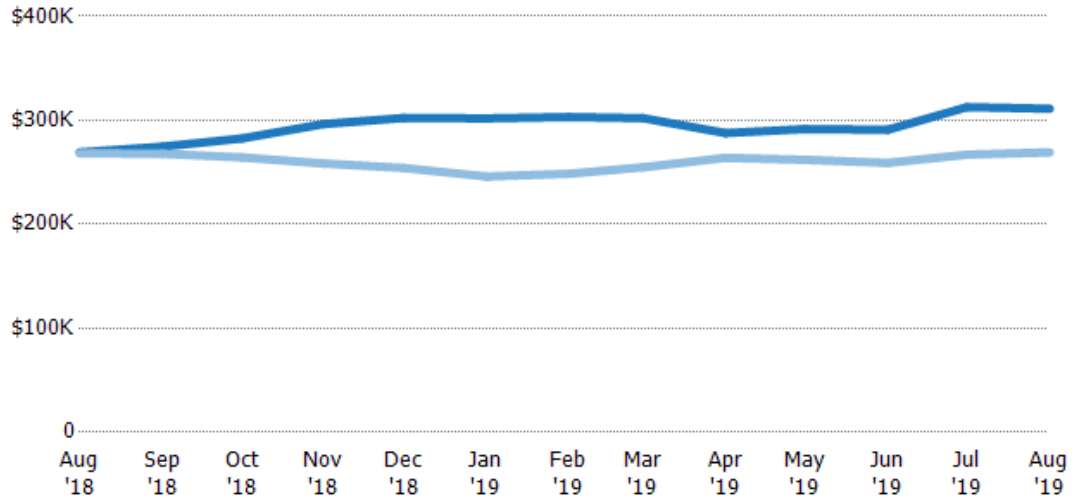
Average Listing Price

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.
Aug '19	\$311K	15.6%
Aug '18	\$269K	0.3%
Aug '17	\$268K	-1.7%



Current Year	\$269K	\$275K	\$283K	\$296K	\$302K	\$302K	\$303K	\$302K	\$288K	\$292K	\$291K	\$313K	\$311K
Prior Year	\$268K	\$268K	\$264K	\$258K	\$254K	\$246K	\$249K	\$255K	\$264K	\$262K	\$259K	\$267K	\$269K
Percent Change from Prior Year	0%	3%	7%	15%	19%	23%	22%	19%	9%	11%	12%	17%	16%

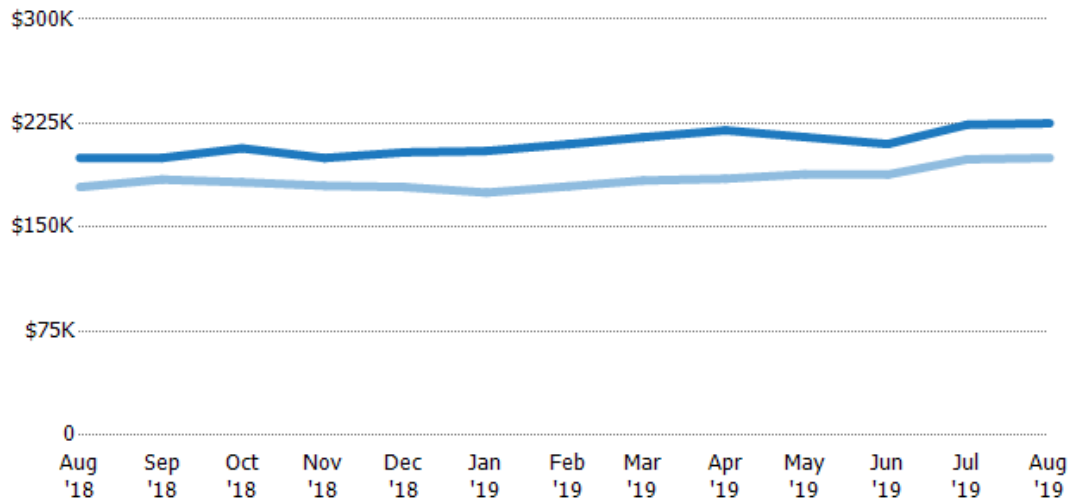
Median Listing Price

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.
Aug '19	\$225K	12.5%
Aug '18	\$200K	11.7%
Aug '17	\$179K	5.6%



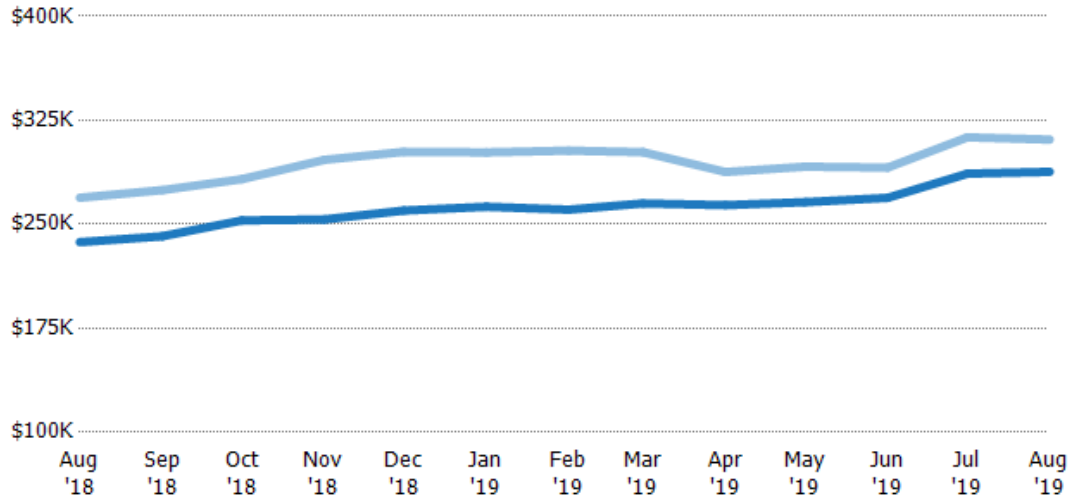
Current Year	\$200K	\$200K	\$207K	\$200K	\$204K	\$205K	\$210K	\$215K	\$220K	\$215K	\$210K	\$224K	\$225K
Prior Year	\$179K	\$184K	\$183K	\$180K	\$179K	\$175K	\$180K	\$184K	\$185K	\$188K	\$188K	\$199K	\$200K
Percent Change from Prior Year	12%	8%	13%	11%	14%	17%	17%	17%	19%	14%	12%	13%	13%

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



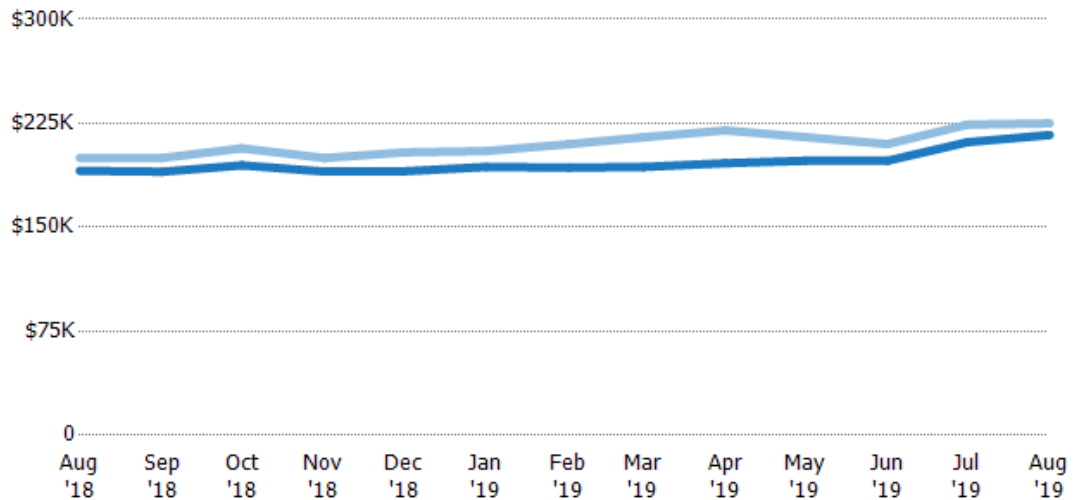
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$237K	\$241K	\$253K	\$253K	\$260K	\$263K	\$261K	\$265K	\$264K	\$266K	\$269K	\$286K	\$288K
Avg Listing Price	\$269K	\$275K	\$283K	\$296K	\$302K	\$302K	\$303K	\$302K	\$288K	\$292K	\$291K	\$313K	\$311K
Avg Listing Price as a % of Avg Est Value	114%	114%	112%	117%	116%	115%	116%	114%	109%	110%	108%	109%	108%

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



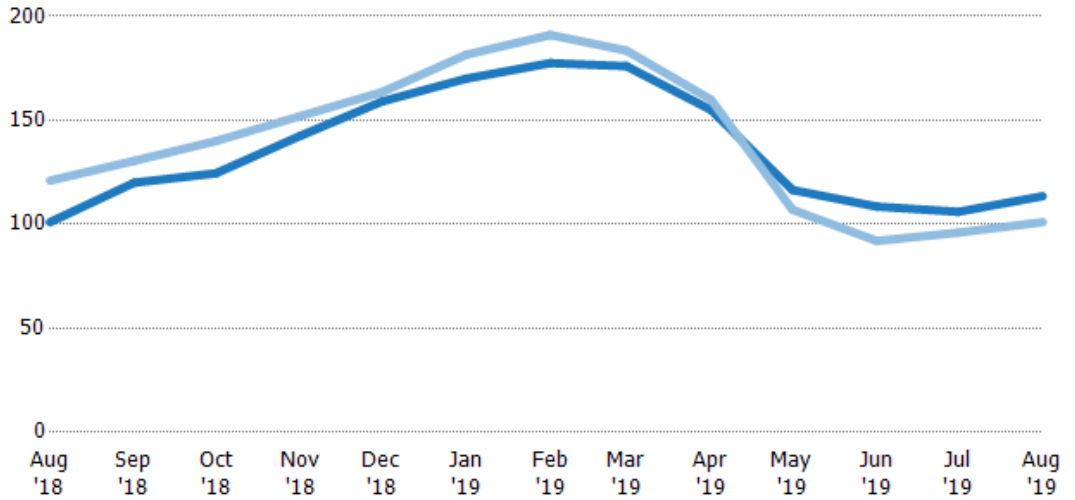
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$191K	\$190K	\$195K	\$190K	\$190K	\$194K	\$193K	\$194K	\$196K	\$198K	\$198K	\$211K	\$217K
Median Listing Price	\$200K	\$200K	\$207K	\$200K	\$204K	\$205K	\$210K	\$215K	\$220K	\$215K	\$210K	\$224K	\$225K
Med Listing Price as a % of Med Est Value	105%	105%	106%	105%	107%	106%	109%	111%	112%	109%	106%	106%	104%

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



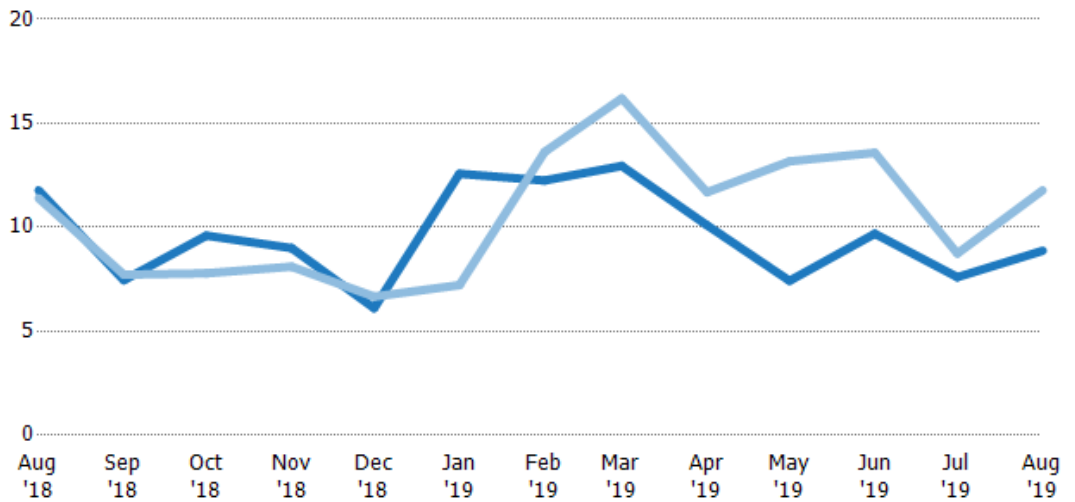
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	101	120	125	143	159	170	178	176	155	117	109	106	114
Prior Year	121	131	140	152	164	182	191	184	160	107	92	96	101
Percent Change from Prior Year	-17%	-8%	-11%	-6%	-3%	-6%	-7%	-4%	-3%	9%	18%	10%	12%

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



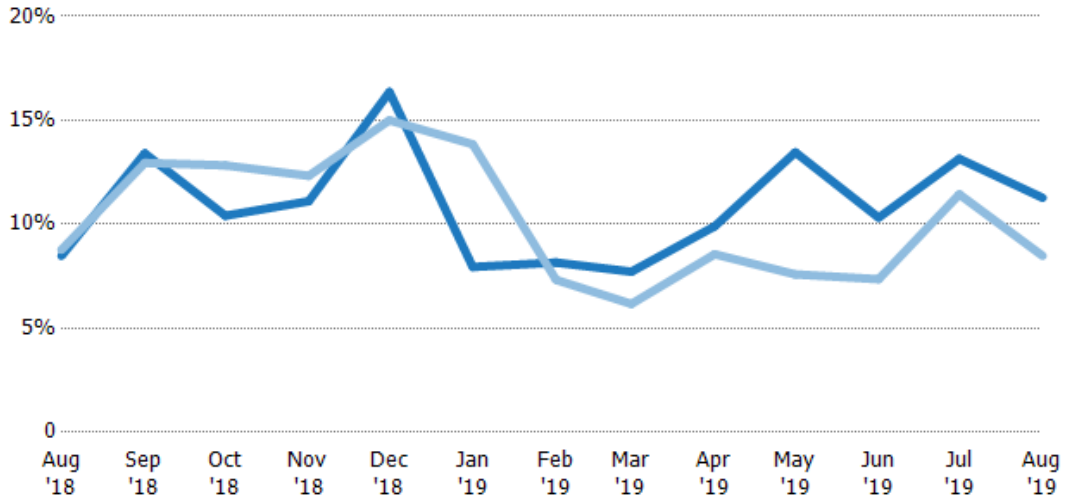
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	11.8	7.45	9.6	9	6.11	12.6	12.3	12.9	10.1	7.42	9.69	7.6	8.87
Prior Year	11.4	7.72	7.79	8.11	6.67	7.22	13.6	16.2	11.7	13.2	13.6	8.74	11.8
Percent Change from Prior Year	3%	-3%	23%	11%	-8%	74%	-10%	-20%	-14%	-44%	-29%	-13%	-25%

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



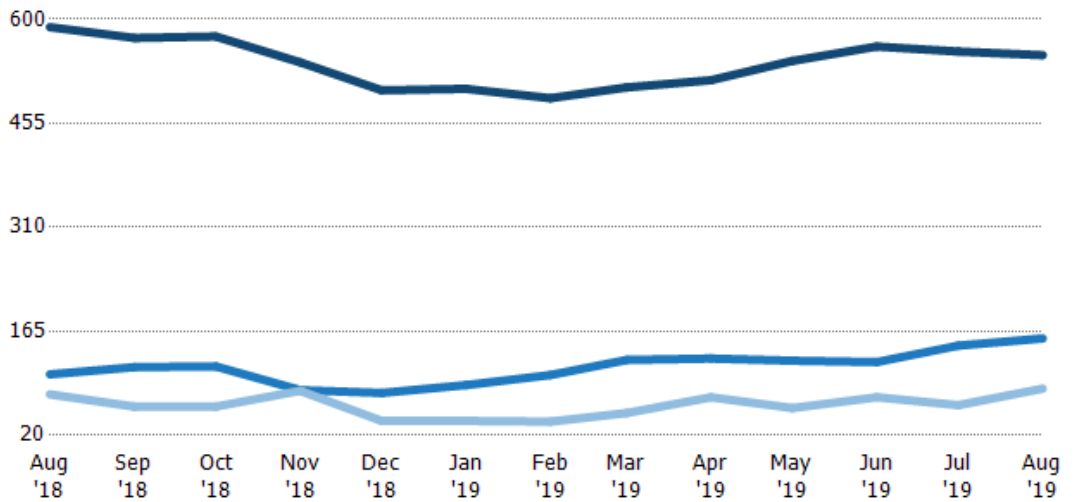
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8%	13%	10%	11%	16%	8%	8%	8%	10%	13%	10%	13%	11%
Prior Year	9%	13%	13%	12%	15%	14%	7%	6%	9%	8%	7%	11%	8%
Change from Prior Year	0%	0%	2%	1%	-1%	6%	-1%	-2%	-1%	-6%	-3%	-2%	-3%

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



	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	589	574	576	540	501	503	490	505	515	542	562	555	550
Pending	105	115	116	83	79	90	104	125	127	124	122	145	155
Sold	77	60	60	82	40	40	39	51	73	58	73	62	85

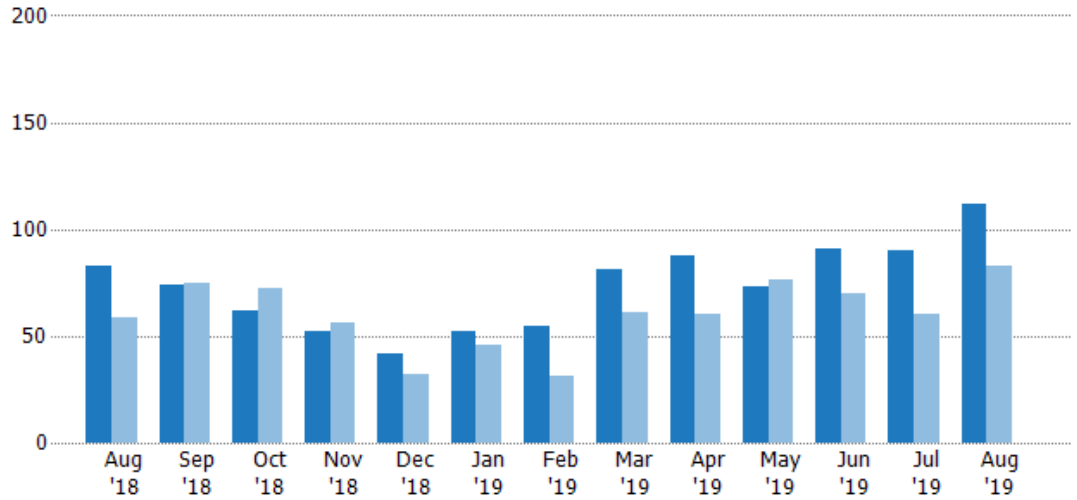
New Pending Sales

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.
Aug '19	112	34.9%
Aug '18	83	40.7%
Aug '17	59	13.6%



Current Year	83	74	62	52	42	52	55	81	88	73	91	90	112
Prior Year	59	75	72	56	32	46	31	61	60	76	70	60	83
Percent Change from Prior Year	41%	-1%	-14%	-7%	31%	13%	77%	33%	47%	-4%	30%	50%	35%

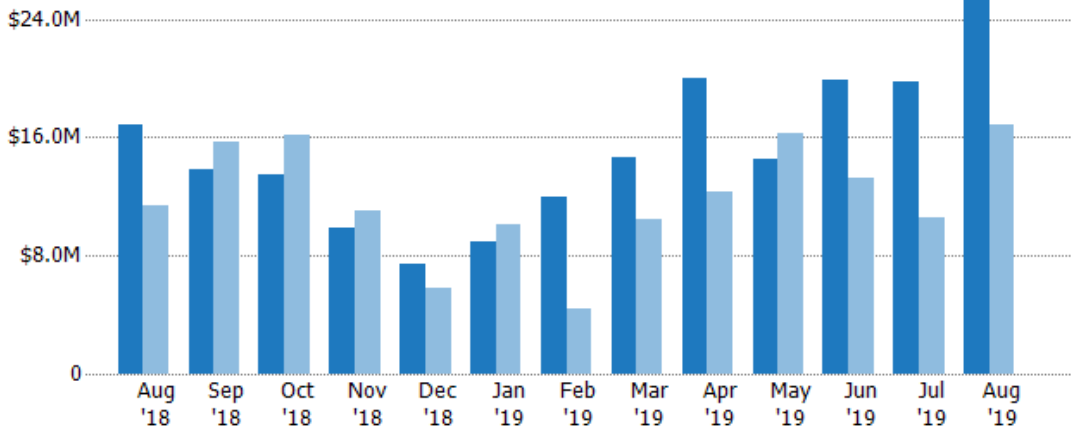
New Pending Sales Volume

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.
Aug '19	\$25.7M	52.5%
Aug '18	\$16.9M	48.4%
Aug '17	\$11.4M	-8.5%



Current Year	\$16.9M	\$13.8M	\$13.5M	\$9.87M	\$7.44M	\$9M	\$12M	\$14.6M	\$20M	\$14.5M	\$19.9M	\$19.8M	\$25.7M
Prior Year	\$11.4M	\$15.7M	\$16.2M	\$11M	\$5.85M	\$10.1M	\$4.39M	\$10.5M	\$12.3M	\$16.3M	\$13.2M	\$10.6M	\$16.9M
Percent Change from Prior Year	48%	-12%	-17%	-10%	27%	-11%	173%	39%	63%	-11%	50%	87%	52%

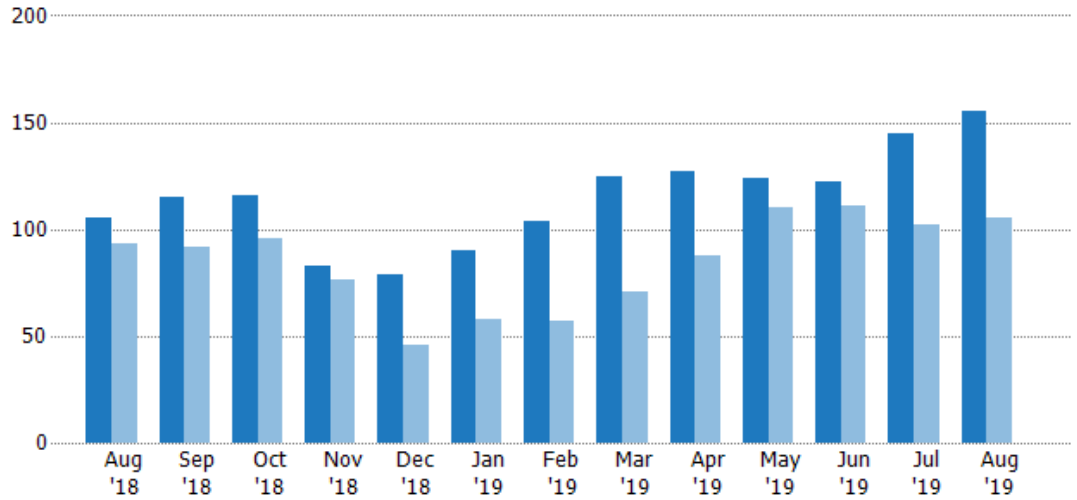
Pending Sales

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.
Aug '19	155	47.6%
Aug '18	105	12.9%
Aug '17	93	14%



Current Year	105	115	116	83	79	90	104	125	127	124	122	145	155
Prior Year	93	92	96	76	46	58	57	71	88	110	111	102	105
Percent Change from Prior Year	13%	25%	21%	9%	72%	55%	82%	76%	44%	13%	10%	42%	48%

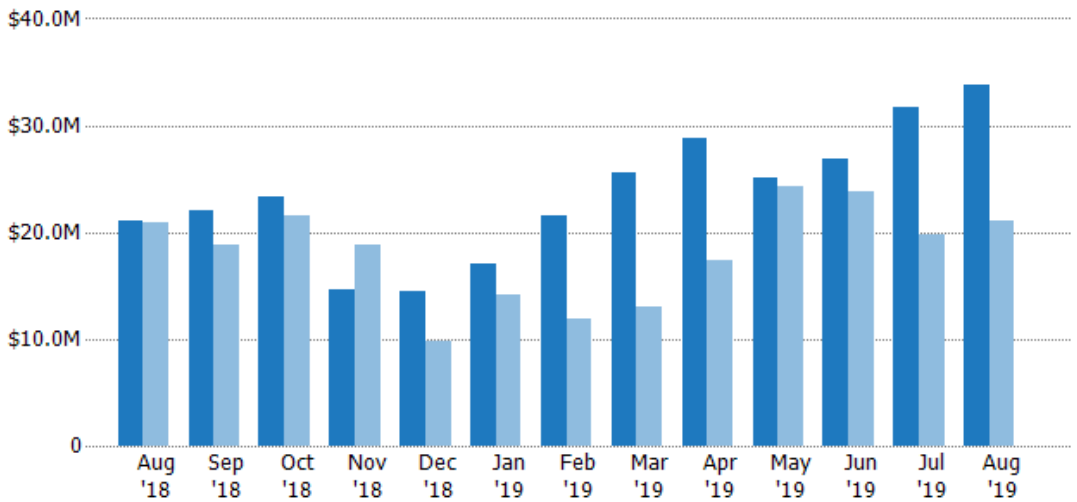
Pending Sales Volume

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.
Aug '19	\$33.9M	60.8%
Aug '18	\$21.1M	1%
Aug '17	\$20.9M	-7.4%



Current Year	\$21.1M	\$22M	\$23.4M	\$14.6M	\$14.4M	\$17M	\$21.6M	\$25.5M	\$28.8M	\$25M	\$26.8M	\$31.7M	\$33.9M
Prior Year	\$20.9M	\$18.8M	\$21.6M	\$18.8M	\$9.77M	\$14.2M	\$11.9M	\$13M	\$17.3M	\$24.3M	\$23.8M	\$19.8M	\$21.1M
Percent Change from Prior Year	1%	17%	8%	-22%	47%	20%	81%	96%	66%	3%	13%	60%	61%

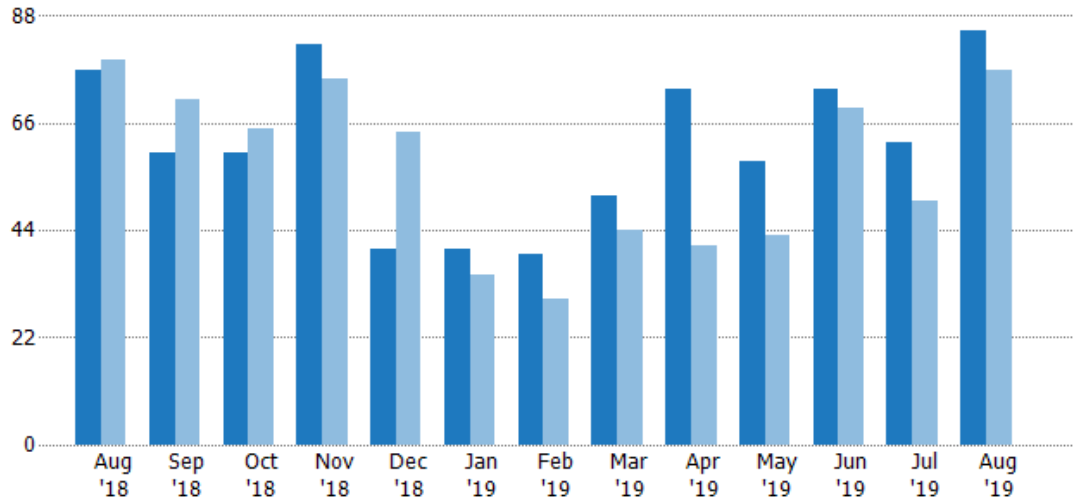
Closed Sales

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.
Aug '19	85	10.4%
Aug '18	77	-2.5%
Aug '17	79	-22.8%



	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	77	60	60	82	40	40	39	51	73	58	73	62	85
Prior Year	79	71	65	75	64	35	30	44	41	43	69	50	77
Percent Change from Prior Year	-3%	-15%	-8%	9%	-38%	14%	30%	16%	78%	35%	6%	24%	10%

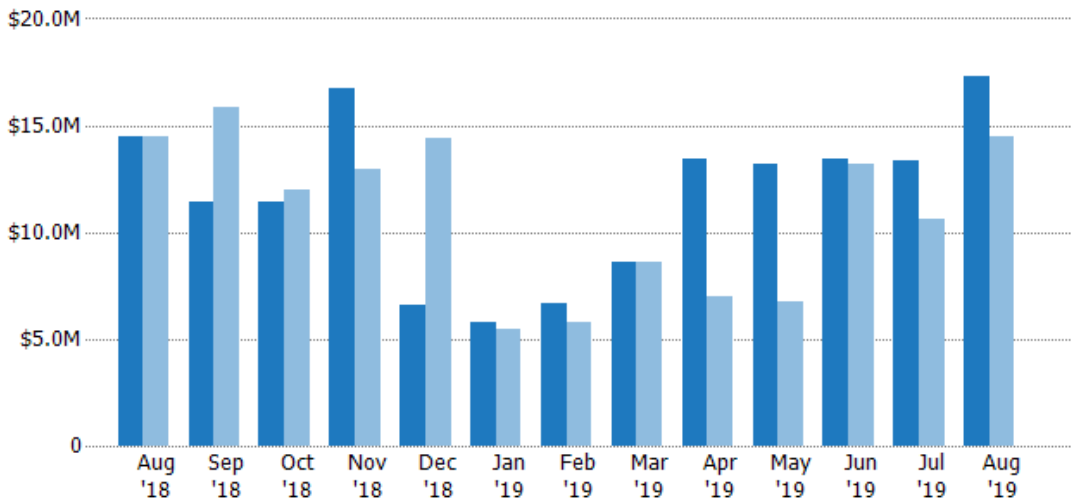
Closed Sales Volume

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.
Aug '19	\$17.3M	19.7%
Aug '18	\$14.5M	0%
Aug '17	\$14.5M	-29.3%



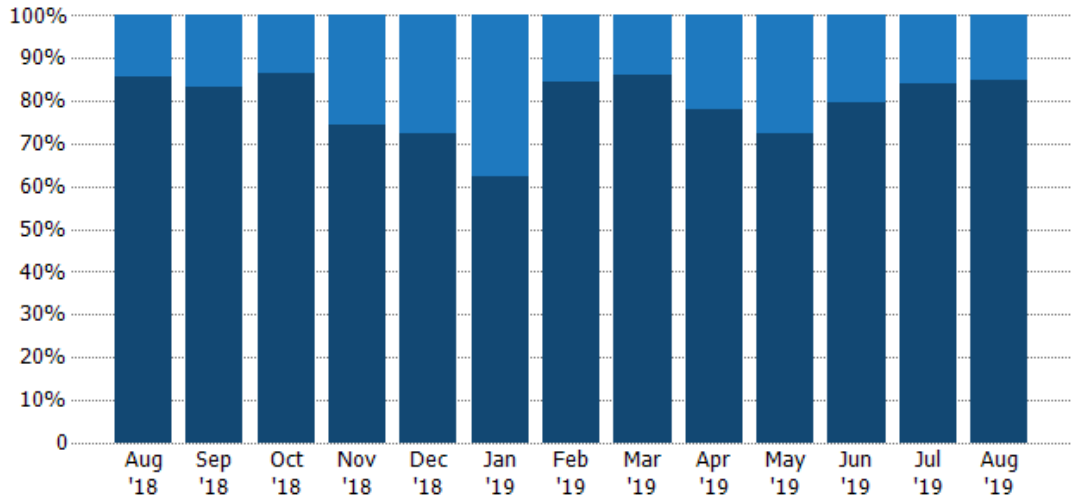
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$14.5M	\$11.4M	\$11.4M	\$16.7M	\$6.61M	\$5.82M	\$6.68M	\$8.6M	\$13.4M	\$13.2M	\$13.4M	\$13.4M	\$17.3M
Prior Year	\$14.5M	\$15.8M	\$12M	\$12.9M	\$14.4M	\$5.43M	\$5.79M	\$8.58M	\$7.02M	\$6.77M	\$13.2M	\$10.6M	\$14.5M
Percent Change from Prior Year	0%	-28%	-5%	29%	-54%	7%	15%	0%	92%	95%	1%	26%	20%

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



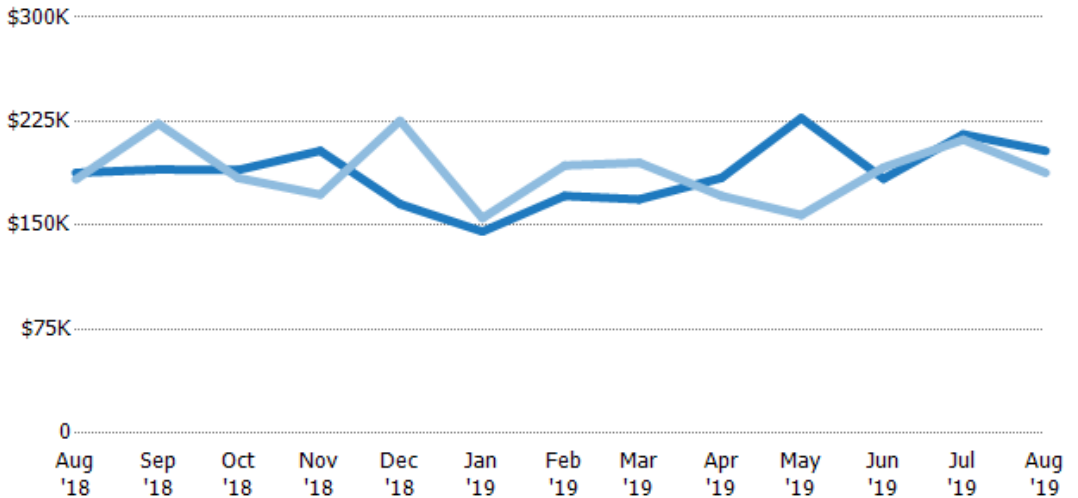
Condo/Townhouse	14%	17%	13%	26%	28%	38%	15%	14%	22%	28%	21%	16%	15%
Single Family Residence	86%	83%	87%	74%	73%	63%	85%	86%	78%	72%	79%	84%	85%

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



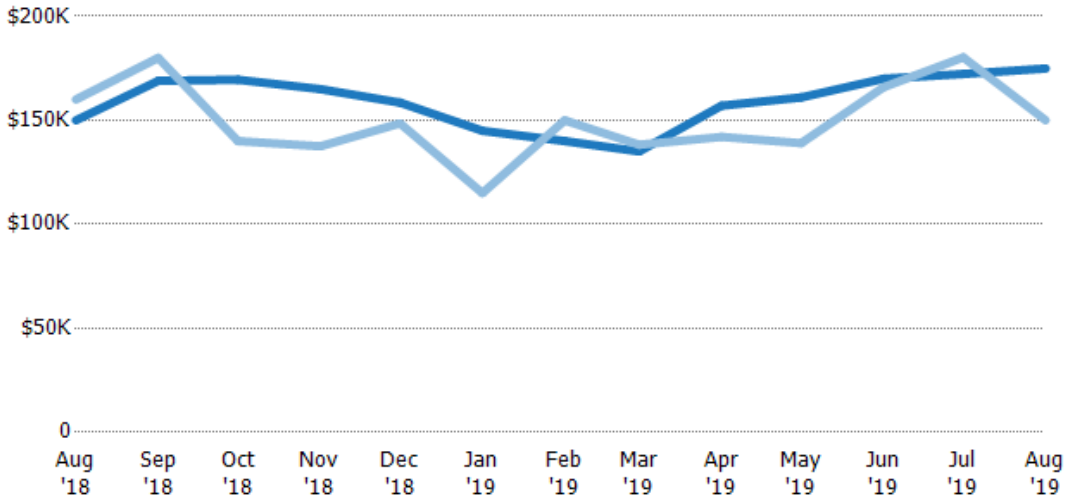
Current Year	\$188K	\$190K	\$190K	\$204K	\$165K	\$145K	\$171K	\$169K	\$184K	\$227K	\$184K	\$216K	\$204K
Prior Year	\$183K	\$223K	\$184K	\$172K	\$225K	\$155K	\$193K	\$195K	\$171K	\$157K	\$192K	\$212K	\$188K
Percent Change from Prior Year	3%	-15%	3%	18%	-27%	-6%	-11%	-14%	8%	44%	-4%	2%	8%

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



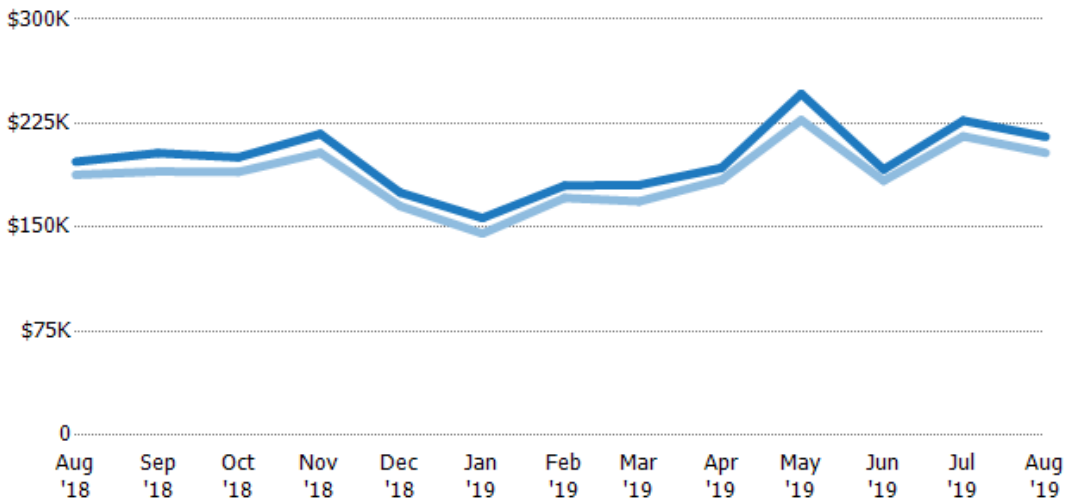
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$150K	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K	\$170K	\$172K	\$175K
Prior Year	\$160K	\$180K	\$140K	\$138K	\$149K	\$115K	\$150K	\$138K	\$142K	\$139K	\$166K	\$180K	\$150K
Percent Change from Prior Year	-6%	-6%	21%	20%	7%	26%	-7%	-2%	11%	16%	2%	-4%	17%

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



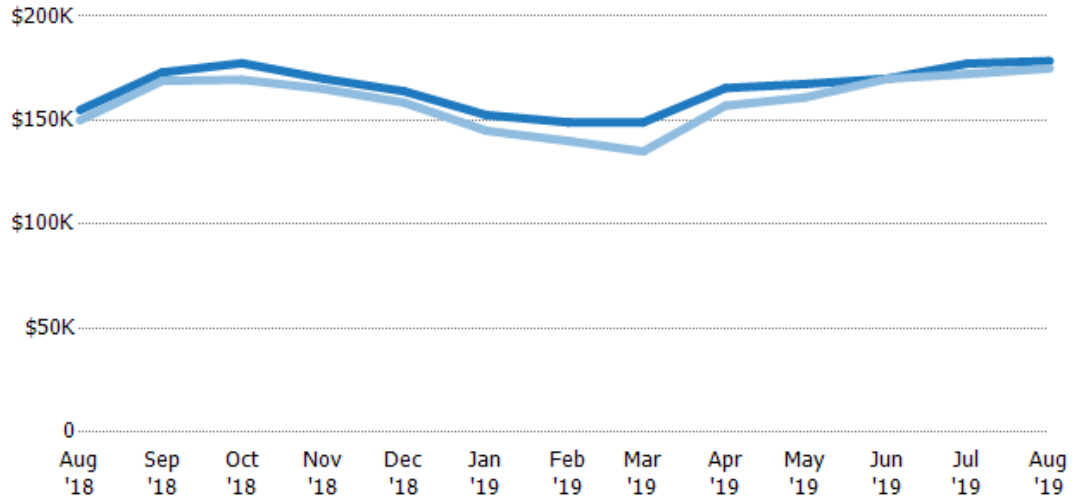
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$197K	\$204K	\$200K	\$217K	\$175K	\$157K	\$180K	\$180K	\$193K	\$246K	\$192K	\$227K	\$215K
Avg Sales Price	\$188K	\$190K	\$190K	\$204K	\$165K	\$145K	\$171K	\$169K	\$184K	\$227K	\$184K	\$216K	\$204K
Avg Sales Price as a % of Avg List Price	95%	93%	95%	94%	94%	93%	95%	93%	96%	92%	96%	95%	95%

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



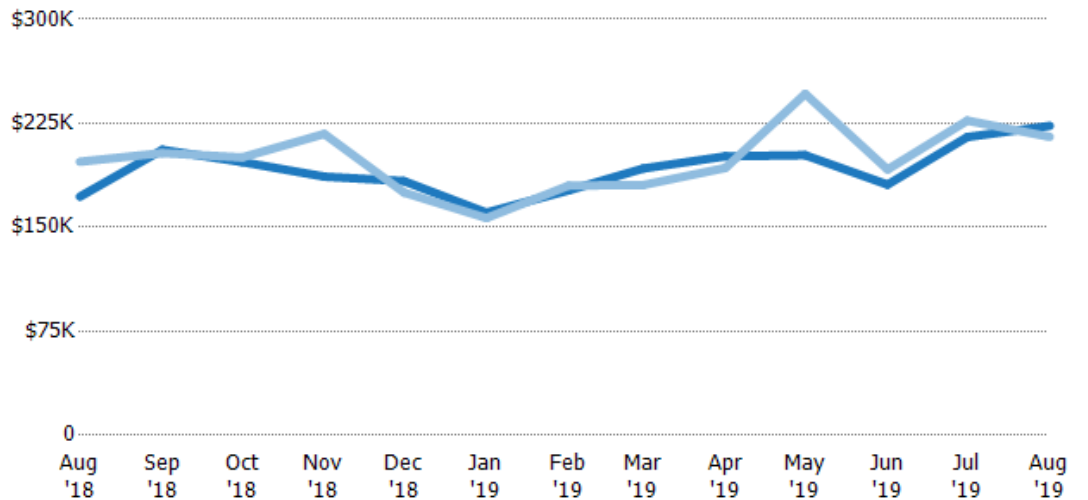
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$155K	\$173K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$166K	\$167K	\$170K	\$177K	\$179K
Median Sales Price	\$150K	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K	\$170K	\$172K	\$175K
Med Sales Price as a % of Med List Price	97%	98%	96%	97%	97%	95%	94%	91%	95%	96%	100%	97%	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

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



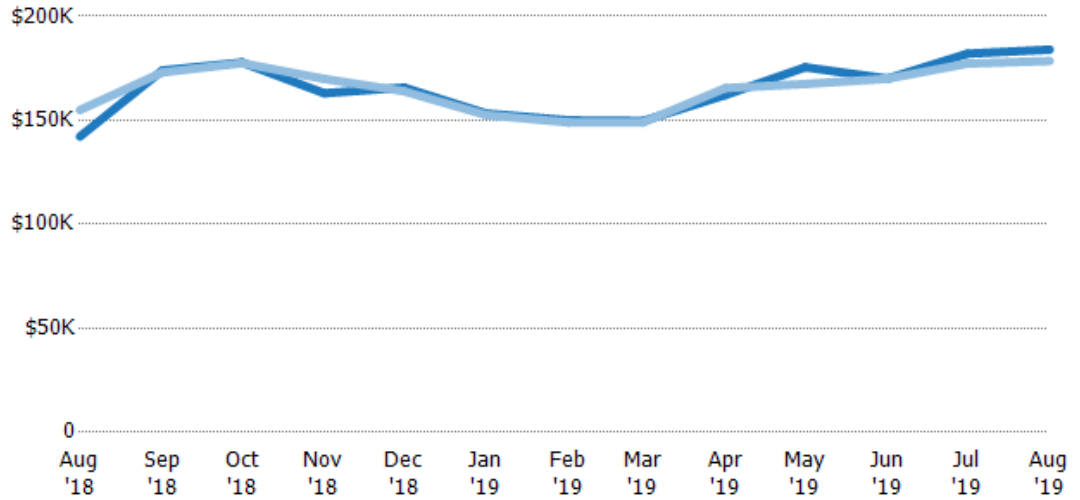
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$172K	\$206K	\$197K	\$187K	\$183K	\$161K	\$177K	\$192K	\$201K	\$202K	\$181K	\$215K	\$223K
Avg Sales Price	\$197K	\$204K	\$200K	\$217K	\$175K	\$157K	\$180K	\$180K	\$193K	\$246K	\$192K	\$227K	\$215K
Avg Sales Price as a % of Avg Est Value	115%	99%	102%	116%	95%	98%	102%	94%	96%	122%	106%	106%	96%

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



	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	\$142K	\$174K	\$178K	\$163K	\$166K	\$153K	\$150K	\$150K	\$162K	\$175K	\$170K	\$182K	\$184K
Median Sales Price	\$155K	\$173K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$166K	\$167K	\$170K	\$177K	\$179K
Med Sales Price as a % of Med Est Value	109%	99%	100%	104%	99%	100%	99%	100%	102%	95%	100%	97%	97%