

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	117	110	+6.4%	712	671	+6.1%
New Listing Volume	\$37,601,650	\$27,447,119	+37%	\$178,377,809	\$162,554,878	+9.7%
Active Listing Count	555	603	-8%	N/A	N/A	
Active Listing Volume	\$173,548,868	\$160,987,226	+7.8%	N/A	N/A	
Average Listing Price	\$312,701	\$266,977	+17.1%	\$298,499	\$257,887	+15.7%
Median Listing Price	\$224,000	\$199,000	+12.6%	\$214,225	\$186,111	+15.1%
Median Days in RPR	106	96	+10.4%	139.51	135.97	+2.6%
Months of Inventory	7.6	8.6	-11.7%	11.7	10.4	+13.3%
Absorption Rate	13.15%	11.61%	+1.5%	8.52%	9.66%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	90	60	+50%	530	404	+31.2%
New Pending Sales Volume	\$19,796,400	\$10,578,700	+87.1%	\$109,758,436	\$77,321,429	+42%
Pending Sales Count	145	102	+42.2%	N/A	N/A	
Pending Sales Volume	\$31,698,300	\$19,784,400	+60.2%	N/A	N/A	
Closed Sales Count	62	50	+24%	395	313	+26.2%
Closed Sales Volume	\$13,365,505	\$10,584,023	+26.3%	\$74,022,979	\$57,714,026	+28.3%
Average Sales Price	\$215,573	\$211,680	+1.8%	\$187,400	\$184,390	+1.6%
Median Sales Price	\$172,250	\$180,250	-4.4%	\$156,612	\$150,554	+4%

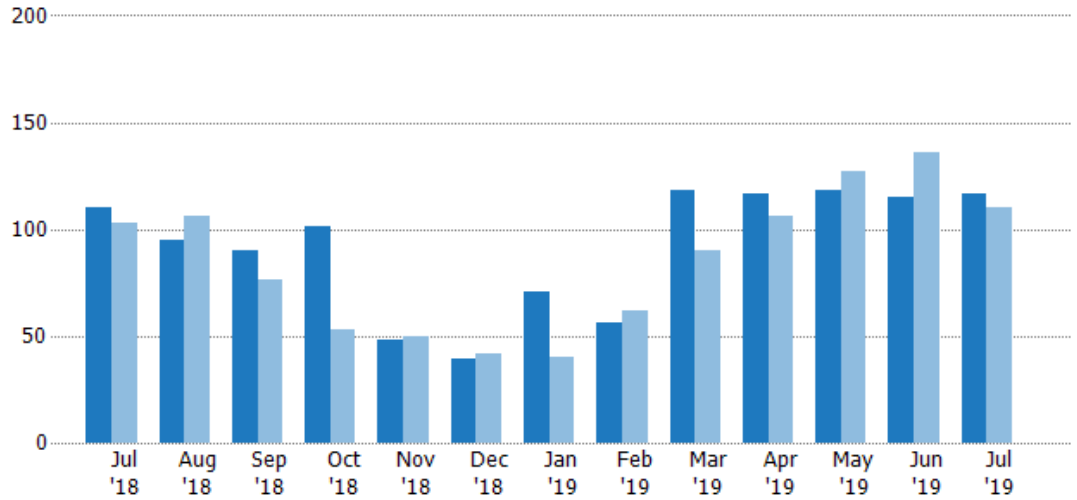
New Listings

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.
Jul '19	117	6.4%
Jul '18	110	6.8%
Jul '17	103	5.8%



Current Year	110	95	90	101	48	39	71	56	118	117	118	115	117
Prior Year	103	106	76	53	50	42	40	62	90	106	127	136	110
Percent Change from Prior Year	7%	-10%	18%	91%	-4%	-7%	78%	-10%	31%	10%	-7%	-15%	6%

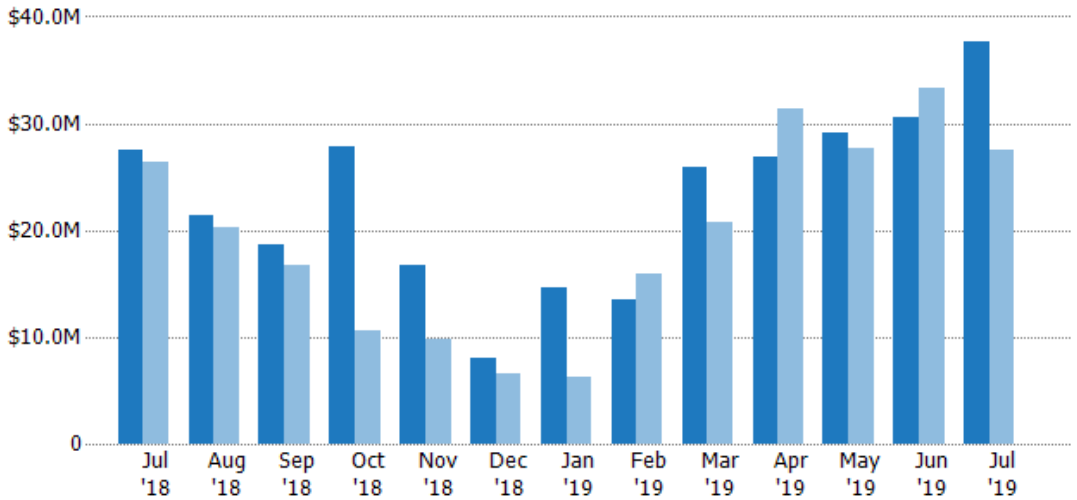
New Listing Volume

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.
Jul '19	\$37.6M	37%
Jul '18	\$27.4M	3.8%
Jul '17	\$26.4M	-13.3%



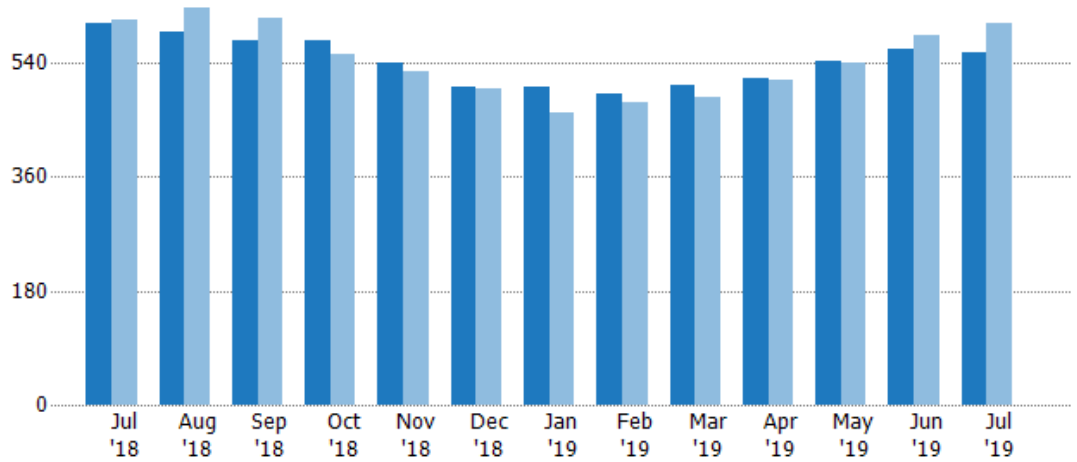
Current Year	\$27.4M	\$21.4M	\$18.6M	\$27.8M	\$16.7M	\$8.01M	\$14.6M	\$13.5M	\$26M	\$26.9M	\$29.2M	\$30.6M	\$37.6M
Prior Year	\$26.4M	\$20.3M	\$16.7M	\$10.6M	\$9.82M	\$6.63M	\$6.31M	\$15.8M	\$20.7M	\$31.4M	\$27.6M	\$33.2M	\$27.4M
Percent Change from Prior Year	4%	6%	11%	162%	70%	21%	132%	-15%	25%	-14%	6%	-8%	37%

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



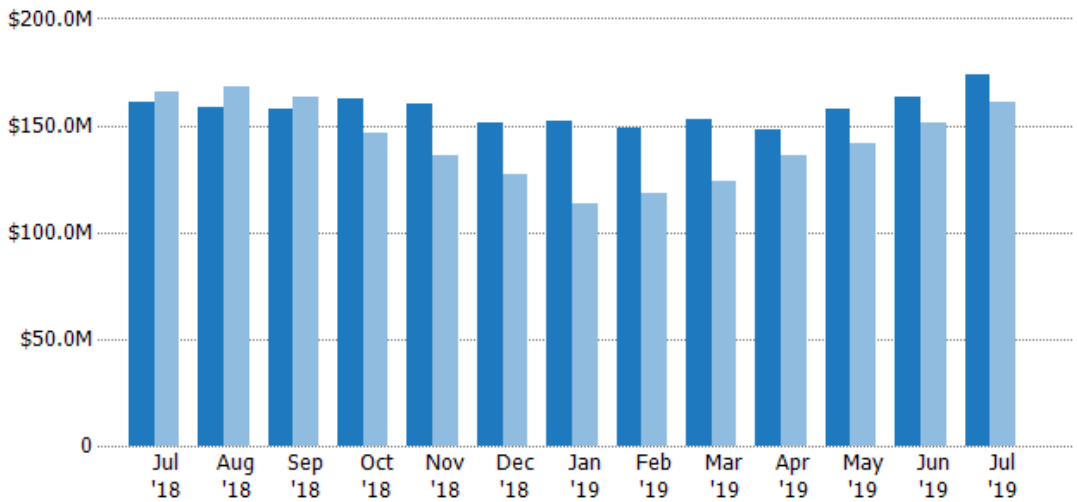
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	603	609	-1%
Aug '18	589	627	-6%
Sep '18	574	610	-6%
Oct '18	576	553	4%
Nov '18	540	527	2%
Dec '18	501	500	0%
Jan '19	503	462	9%
Feb '19	490	477	3%
Mar '19	505	486	4%
Apr '19	515	514	0%
May '19	542	540	0%
Jun '19	562	584	-4%
Jul '19	555	603	-8%

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$161M	\$166M	-3%
Aug '18	\$159M	\$168M	-6%
Sep '18	\$158M	\$163M	-3%
Oct '18	\$163M	\$146M	11%
Nov '18	\$160M	\$136M	18%
Dec '18	\$151M	\$127M	19%
Jan '19	\$152M	\$114M	34%
Feb '19	\$149M	\$119M	25%
Mar '19	\$153M	\$124M	23%
Apr '19	\$148M	\$136M	9%
May '19	\$158M	\$141M	12%
Jun '19	\$163M	\$151M	8%
Jul '19	\$174M	\$161M	8%

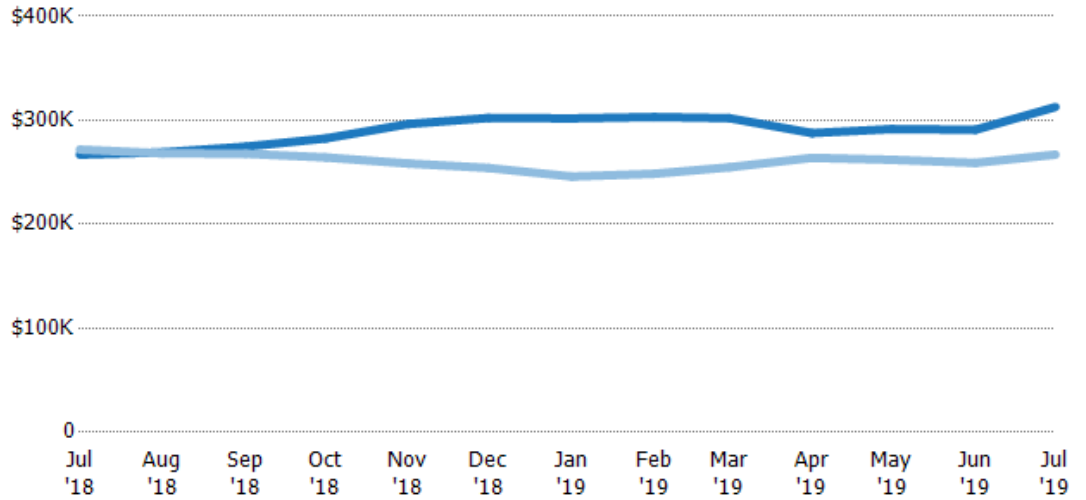
Average Listing Price

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.
Jul '19	\$313K	17.1%
Jul '18	\$267K	-1.8%
Jul '17	\$272K	-5.2%



Current Year	\$267K	\$269K	\$275K	\$283K	\$296K	\$302K	\$302K	\$303K	\$302K	\$288K	\$292K	\$291K	\$313K
Prior Year	\$272K	\$268K	\$268K	\$264K	\$258K	\$254K	\$246K	\$249K	\$255K	\$264K	\$262K	\$259K	\$267K
Percent Change from Prior Year	-2%	0%	3%	7%	15%	19%	23%	22%	19%	9%	11%	12%	17%

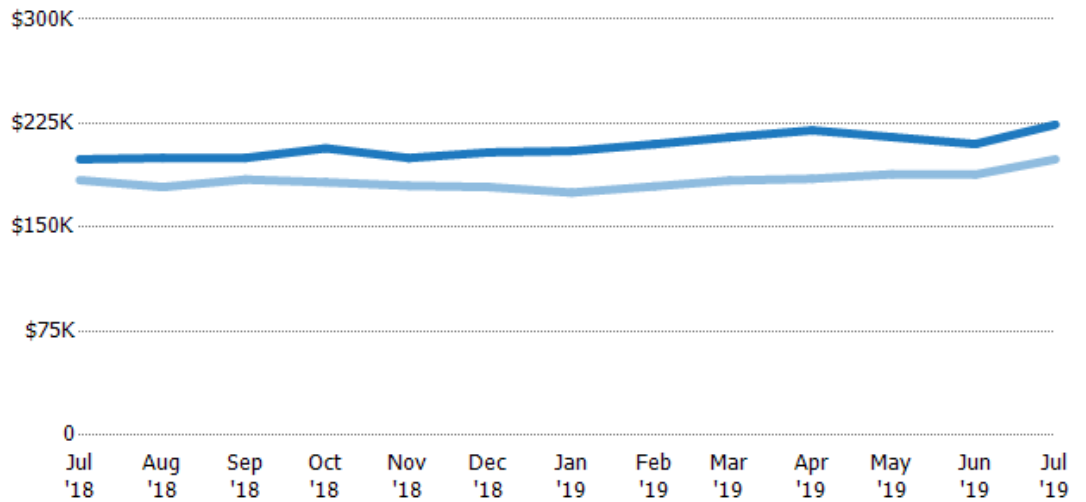
Median Listing Price

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.
Jul '19	\$224K	12.6%
Jul '18	\$199K	8.2%
Jul '17	\$184K	0.5%



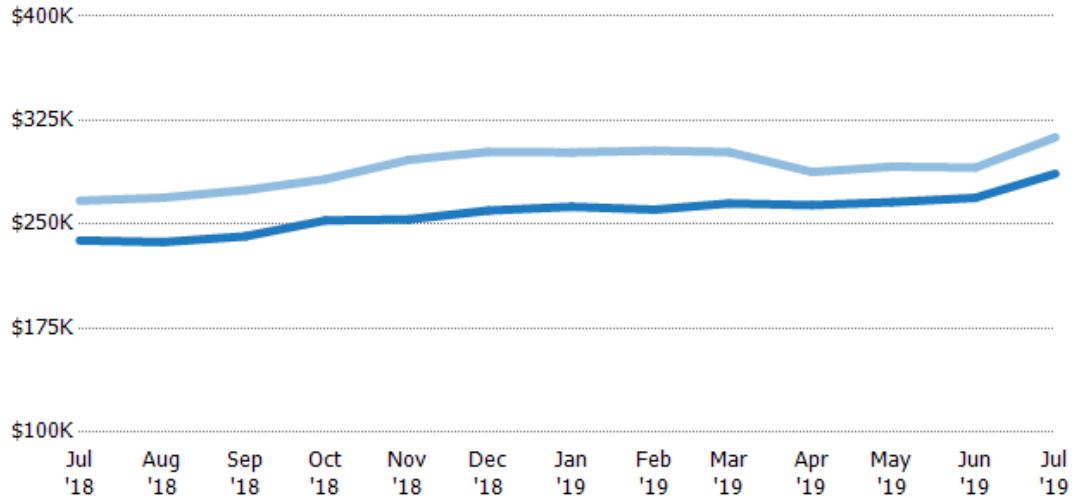
Current Year	\$199K	\$200K	\$200K	\$207K	\$200K	\$204K	\$205K	\$210K	\$215K	\$220K	\$215K	\$210K	\$224K
Prior Year	\$184K	\$179K	\$184K	\$183K	\$180K	\$179K	\$175K	\$180K	\$184K	\$185K	\$188K	\$188K	\$199K
Percent Change from Prior Year	8%	12%	8%	13%	11%	14%	17%	17%	17%	19%	14%	12%	13%

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



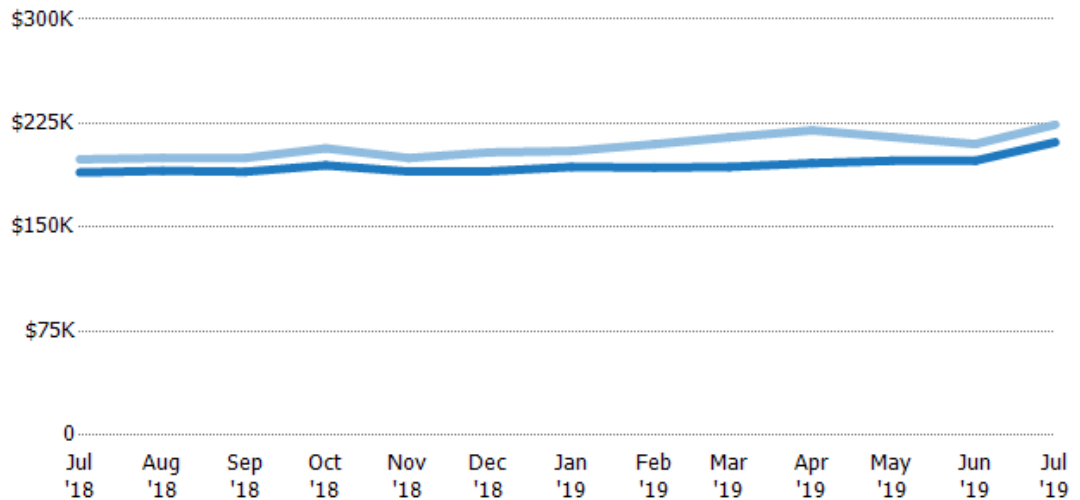
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$238K	\$237K	\$241K	\$253K	\$253K	\$260K	\$263K	\$261K	\$265K	\$264K	\$266K	\$269K	\$286K
Avg Listing Price	\$267K	\$269K	\$275K	\$283K	\$296K	\$302K	\$302K	\$303K	\$302K	\$288K	\$292K	\$291K	\$313K
Avg Listing Price as a % of Avg Est Value	112%	114%	114%	112%	117%	116%	115%	116%	114%	109%	110%	108%	109%

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



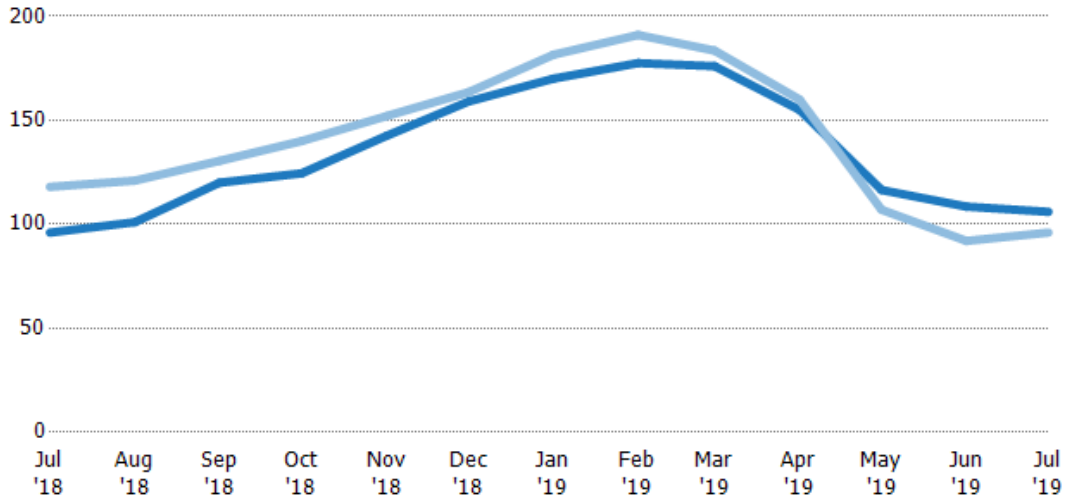
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$190K	\$191K	\$190K	\$195K	\$190K	\$190K	\$194K	\$193K	\$194K	\$196K	\$198K	\$198K	\$211K
Median Listing Price	\$199K	\$200K	\$200K	\$207K	\$200K	\$204K	\$205K	\$210K	\$215K	\$220K	\$215K	\$210K	\$224K
Med Listing Price as a % of Med Est Value	105%	105%	105%	106%	105%	107%	106%	109%	111%	112%	109%	106%	106%

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.
Jul '19	106	10.4%
Jul '18	96	-18.6%
Jul '17	118	2.5%

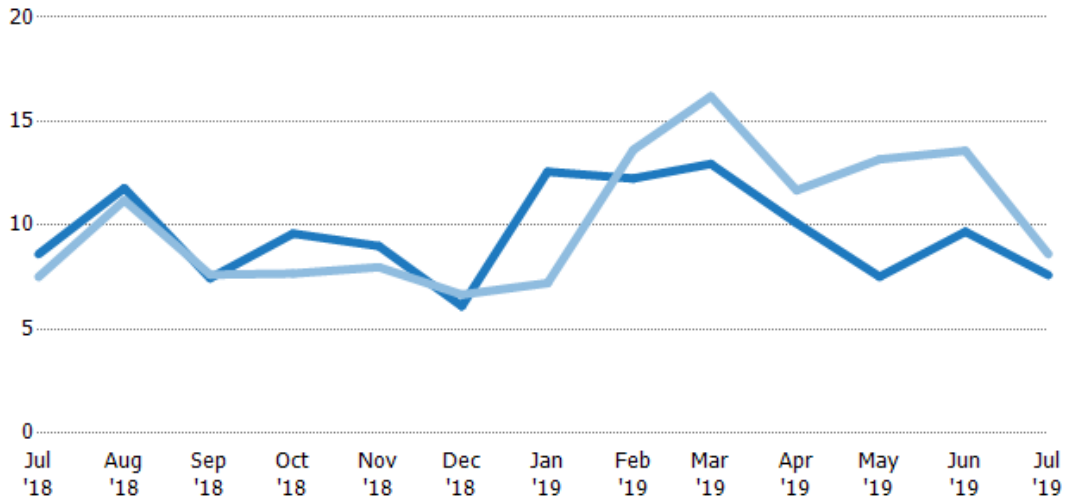
Current Year	96	101	120	125	143	159	170	178	176	155	117	109	106
Prior Year	118	121	131	140	152	164	182	191	184	160	107	92	96
Percent Change from Prior Year	-19%	-17%	-8%	-11%	-6%	-3%	-6%	-7%	-4%	-3%	9%	18%	10%

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.
Jul '19	7.6	-11.7%
Jul '18	8.61	14.6%
Jul '17	7.52	83.3%

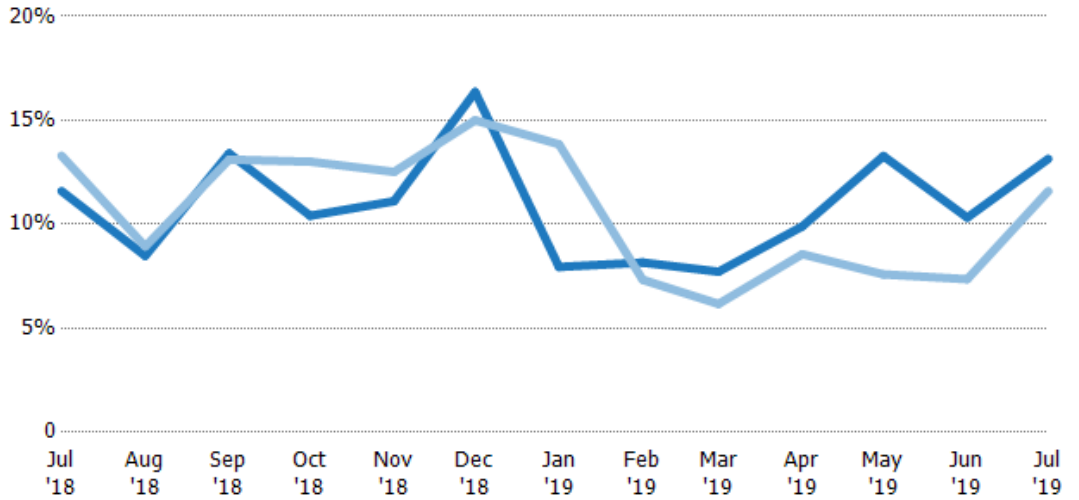
Current Year	8.61	11.8	7.45	9.6	9	6.11	12.6	12.3	12.9	10.1	7.53	9.69	7.6
Prior Year	7.52	11.2	7.63	7.68	7.98	6.67	7.22	13.6	16.2	11.7	13.2	13.6	8.61
Percent Change from Prior Year	15%	5%	-2%	25%	13%	-8%	74%	-10%	-20%	-14%	-43%	-29%	-12%

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



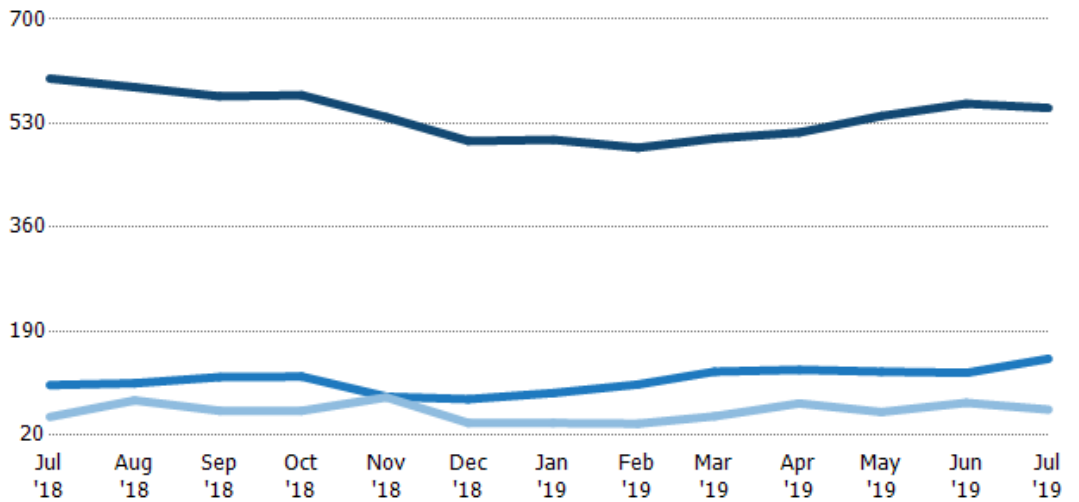
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	12%	8%	13%	10%	11%	16%	8%	8%	8%	10%	13%	10%	13%
Prior Year	13%	9%	13%	13%	13%	15%	14%	7%	6%	9%	8%	7%	12%
Change from Prior Year	2%	0%	0%	3%	1%	-1%	6%	-1%	-2%	-1%	-6%	-3%	-2%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	603	589	574	576	540	501	503	490	505	515	542	562	555
Pending	102	105	115	116	83	79	89	103	124	127	124	122	145
Sold	50	77	60	60	82	40	40	39	51	72	58	73	62

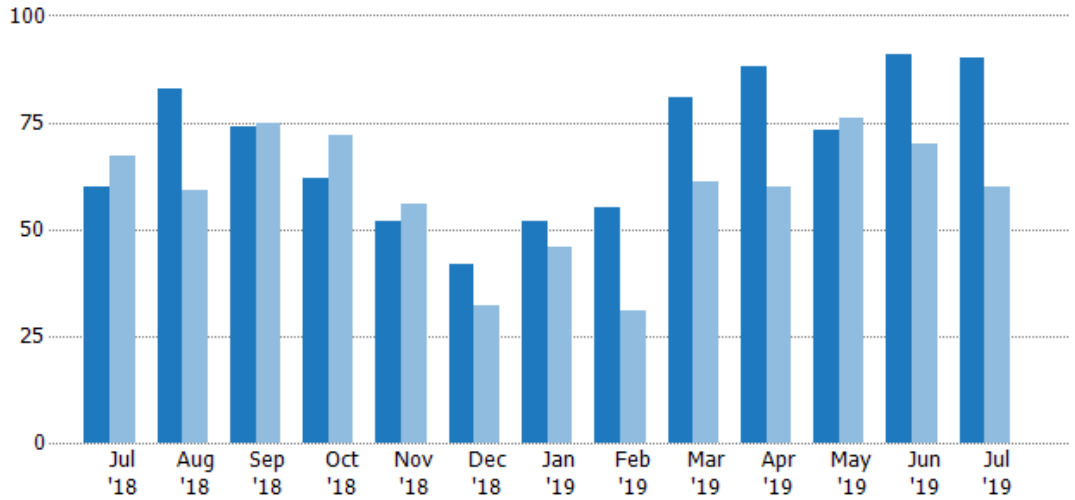
New Pending Sales

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.
Jul '19	90	50%
Jul '18	60	-10.4%
Jul '17	67	-4.5%



Current Year	60	83	74	62	52	42	52	55	81	88	73	91	90
Prior Year	67	59	75	72	56	32	46	31	61	60	76	70	60
Percent Change from Prior Year	-10%	41%	-1%	-14%	-7%	31%	13%	77%	33%	47%	-4%	30%	50%

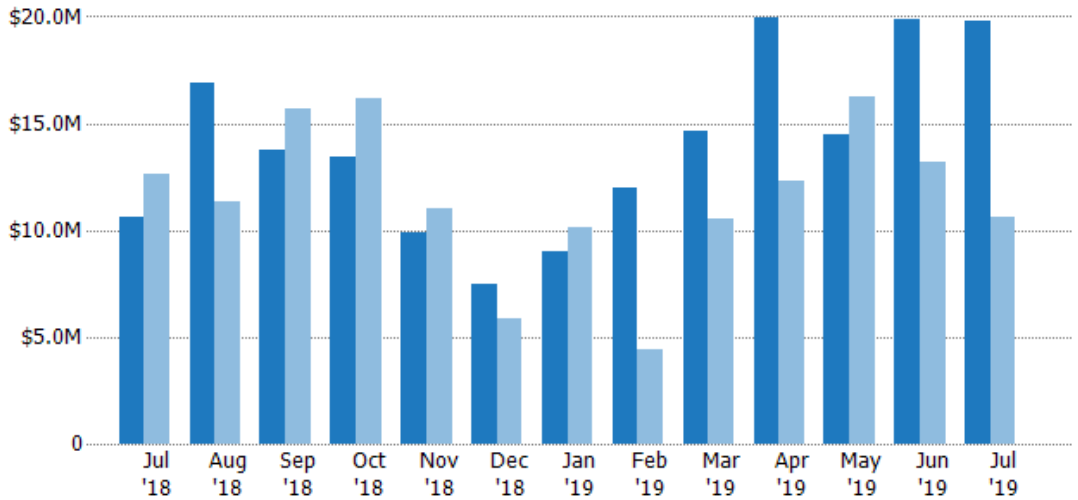
New Pending Sales Volume

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.
Jul '19	\$19.8M	87.1%
Jul '18	\$10.6M	-16.1%
Jul '17	\$12.6M	6.9%



Current Year	\$10.6M	\$16.9M	\$13.8M	\$13.5M	\$9.87M	\$7.44M	\$9M	\$12M	\$14.6M	\$20M	\$14.5M	\$19.9M	\$19.8M
Prior Year	\$12.6M	\$11.4M	\$15.7M	\$16.2M	\$11M	\$5.85M	\$10.1M	\$4.39M	\$10.5M	\$12.3M	\$16.3M	\$13.2M	\$10.6M
Percent Change from Prior Year	-16%	48%	-12%	-17%	-10%	27%	-11%	173%	39%	63%	-11%	50%	87%

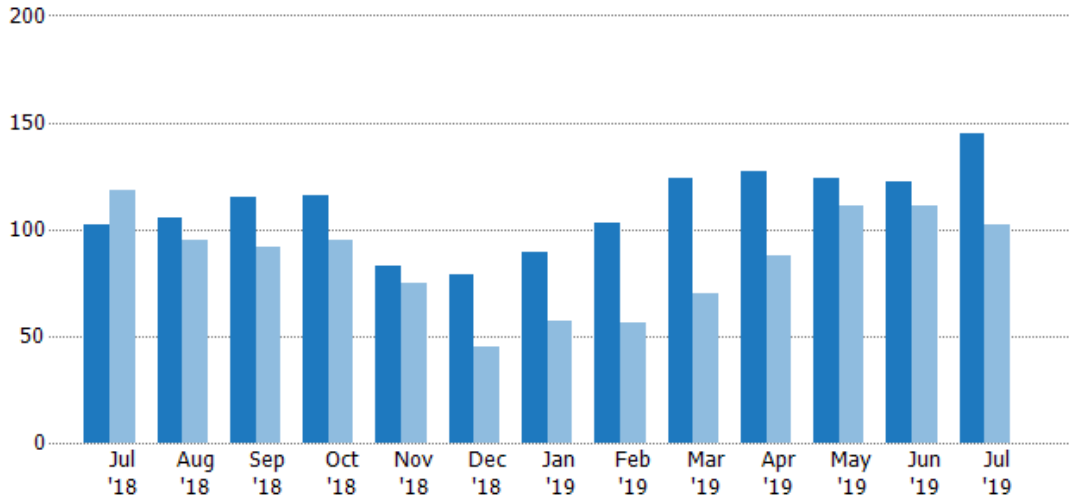
Pending Sales

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.
Jul '19	145	42.2%
Jul '18	102	-13.6%
Jul '17	118	-5.9%



Current Year	102	105	115	116	83	79	89	103	124	127	124	122	145
Prior Year	118	95	92	95	75	45	57	56	70	88	111	111	102
Percent Change from Prior Year	-14%	11%	25%	22%	11%	76%	56%	84%	77%	44%	12%	10%	42%

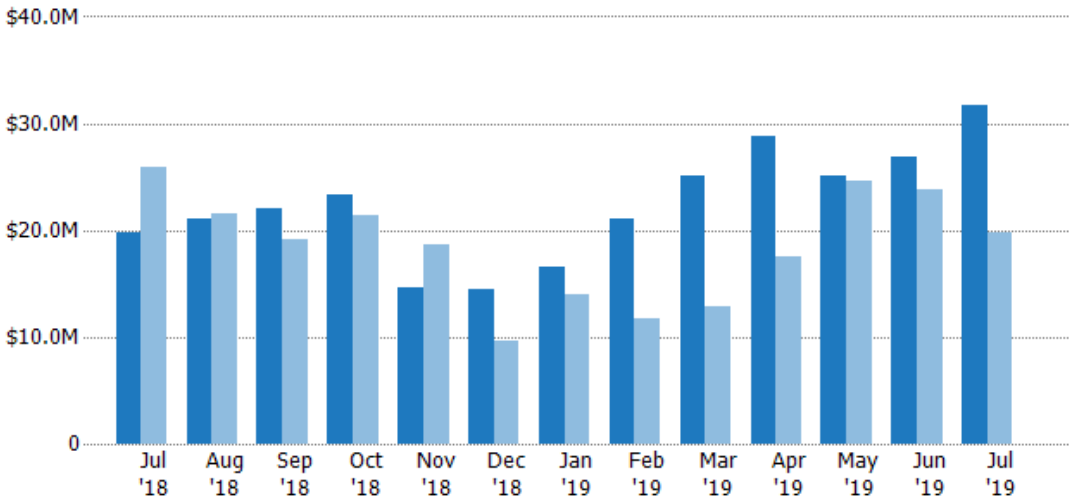
Pending Sales Volume

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.
Jul '19	\$31.7M	60.2%
Jul '18	\$19.8M	-23.7%
Jul '17	\$25.9M	-17.5%



Current Year	\$19.8M	\$21.1M	\$22M	\$23.4M	\$14.6M	\$14.4M	\$16.5M	\$21.1M	\$25M	\$28.8M	\$25M	\$26.8M	\$31.7M
Prior Year	\$25.9M	\$21.6M	\$19.1M	\$21.4M	\$18.6M	\$9.62M	\$14M	\$11.8M	\$12.8M	\$17.5M	\$24.7M	\$23.8M	\$19.8M
Percent Change from Prior Year	-24%	-3%	15%	9%	-21%	50%	18%	79%	95%	65%	1%	13%	60%

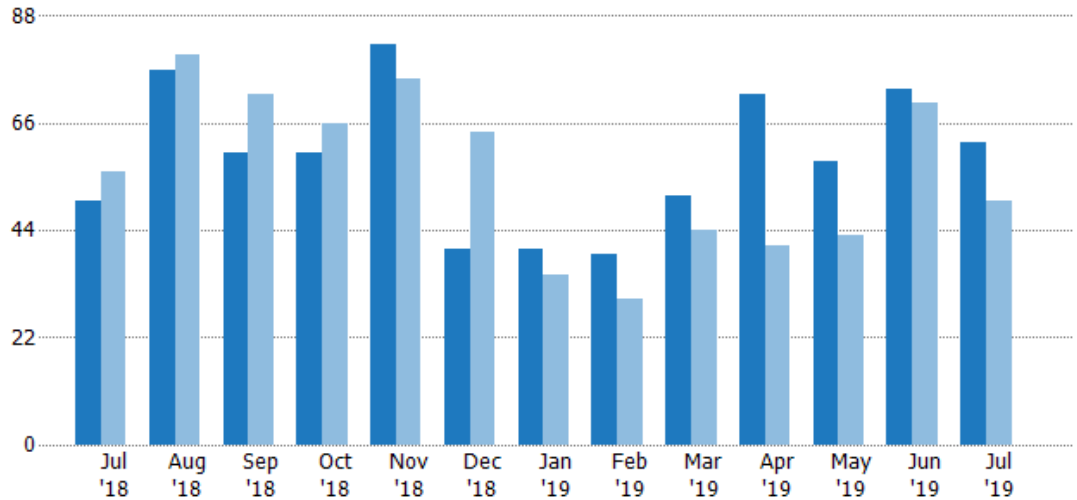
Closed Sales

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.
Jul '19	62	24%
Jul '18	50	-10.7%
Jul '17	56	0%



Current Year	50	77	60	60	82	40	40	39	51	72	58	73	62
Prior Year	56	80	72	66	75	64	35	30	44	41	43	70	50
Percent Change from Prior Year	-11%	-4%	-17%	-9%	9%	-38%	14%	30%	16%	76%	35%	4%	24%

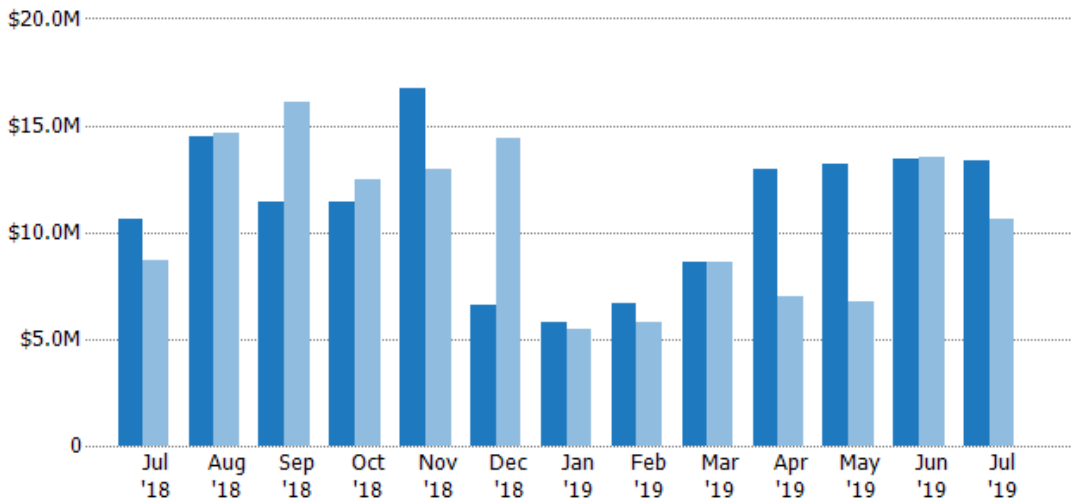
Closed Sales Volume

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.
Jul '19	\$13.4M	26.3%
Jul '18	\$10.6M	22.3%
Jul '17	\$8.65M	33.6%



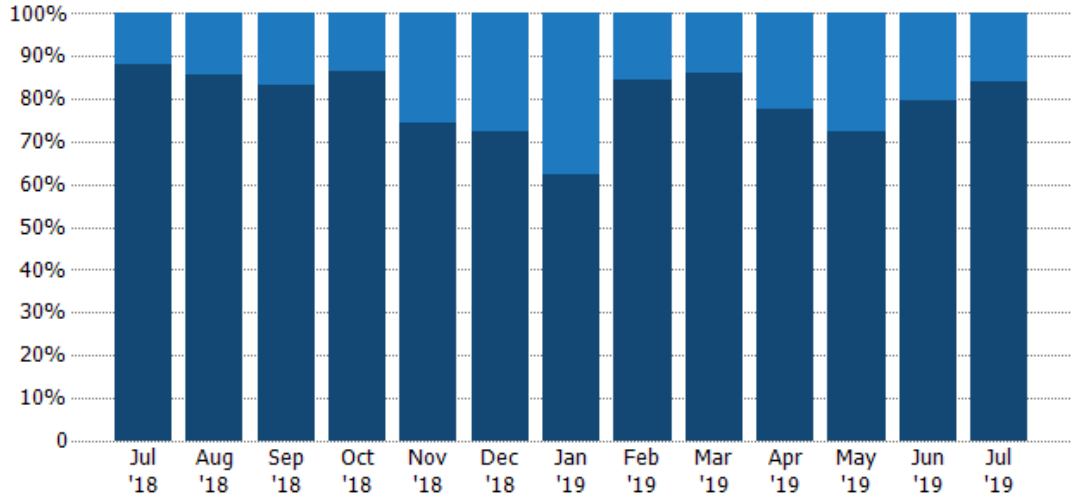
Current Year	\$10.6M	\$14.5M	\$11.4M	\$11.4M	\$16.7M	\$6.61M	\$5.82M	\$6.68M	\$8.6M	\$13M	\$13.2M	\$13.4M	\$13.4M
Prior Year	\$8.65M	\$14.6M	\$16.1M	\$12.5M	\$12.9M	\$14.4M	\$5.43M	\$5.79M	\$8.58M	\$7.02M	\$6.77M	\$13.5M	\$10.6M
Percent Change from Prior Year	22%	-1%	-29%	-9%	29%	-54%	7%	15%	0%	85%	95%	-1%	26%

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



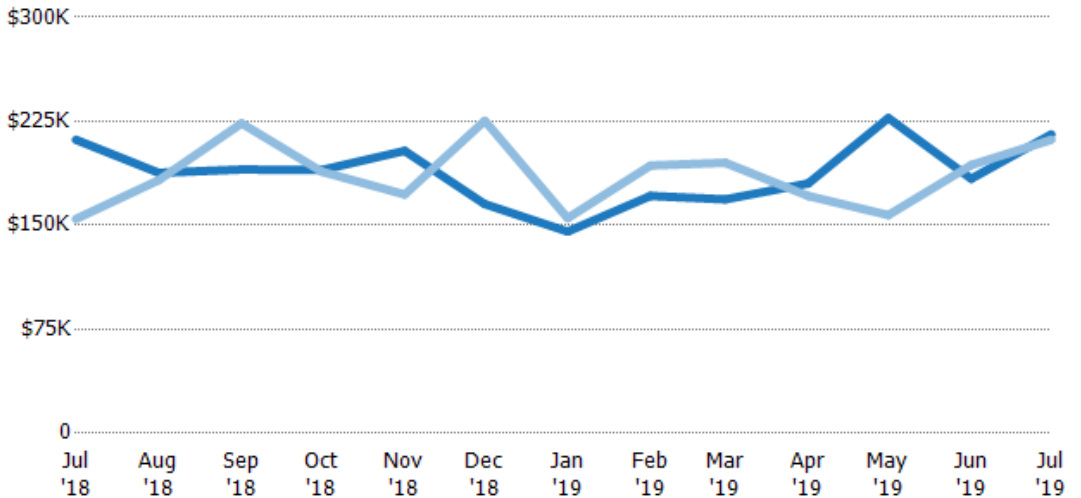
Condo/Townhouse	12%	14%	17%	13%	26%	28%	38%	15%	14%	22%	28%	21%	16%
Single Family Residence	88%	86%	83%	87%	74%	73%	63%	85%	86%	78%	72%	79%	84%

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



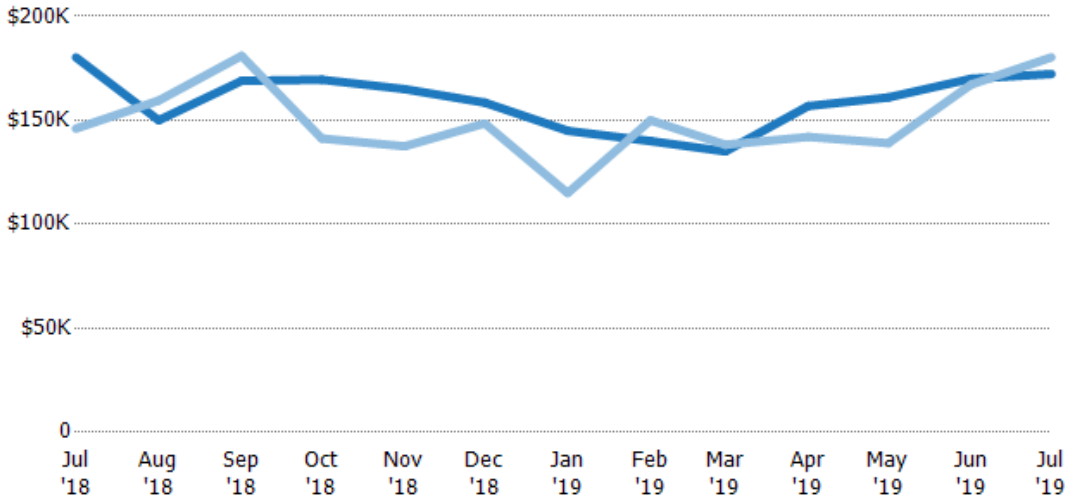
Current Year	\$212K	\$188K	\$190K	\$190K	\$204K	\$165K	\$145K	\$171K	\$169K	\$180K	\$227K	\$184K	\$216K
Prior Year	\$155K	\$183K	\$224K	\$189K	\$172K	\$225K	\$155K	\$193K	\$195K	\$171K	\$157K	\$193K	\$212K
Percent Change from Prior Year	37%	3%	-15%	1%	18%	-27%	-6%	-11%	-14%	5%	44%	-5%	2%

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



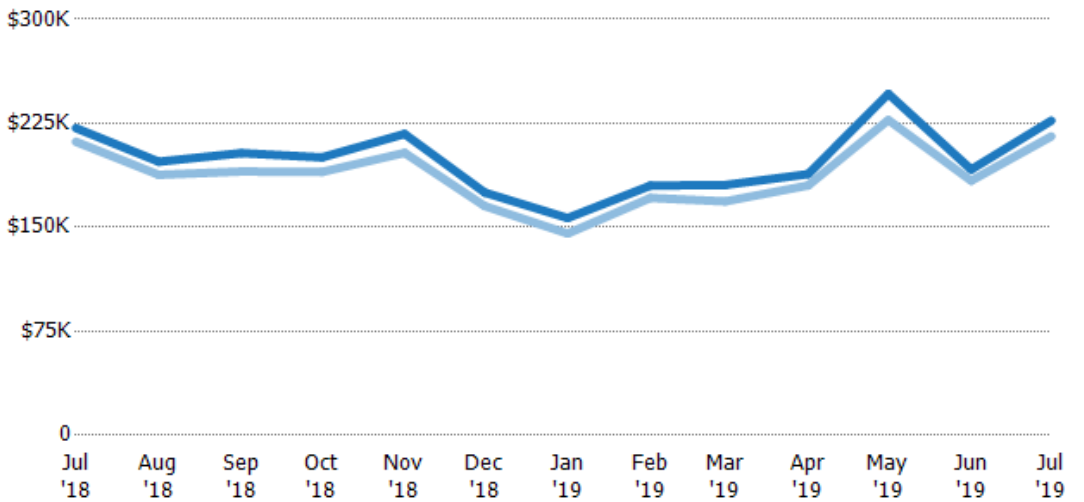
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$180K	\$150K	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K	\$170K	\$172K
Prior Year	\$146K	\$160K	\$181K	\$141K	\$138K	\$149K	\$115K	\$150K	\$138K	\$142K	\$139K	\$167K	\$180K
Percent Change from Prior Year	23%	-6%	-7%	20%	20%	7%	26%	-7%	-2%	10%	16%	2%	-4%

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



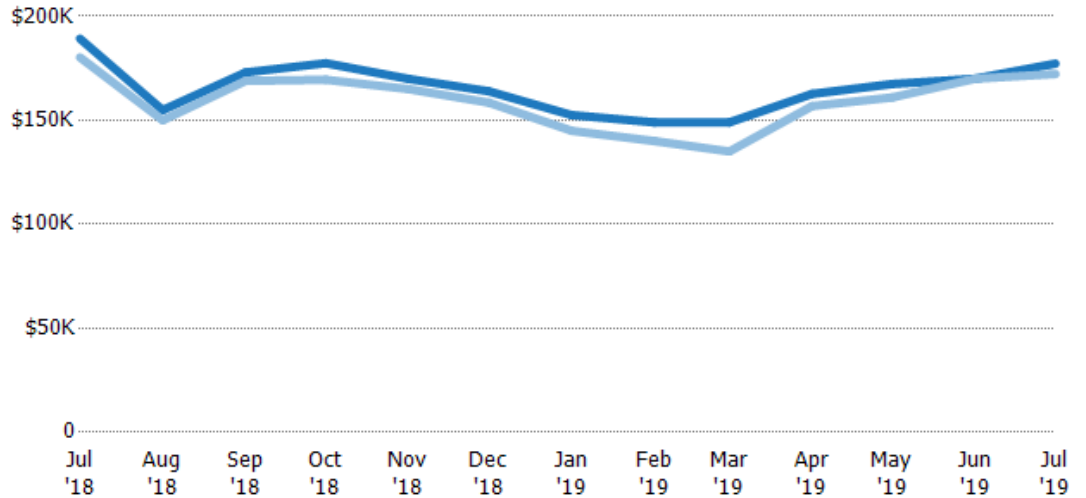
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$222K	\$197K	\$204K	\$200K	\$217K	\$175K	\$157K	\$180K	\$180K	\$188K	\$246K	\$192K	\$227K
Avg Sales Price	\$212K	\$188K	\$190K	\$190K	\$204K	\$165K	\$145K	\$171K	\$169K	\$180K	\$227K	\$184K	\$216K
Avg Sales Price as a % of Avg List Price	96%	95%	93%	95%	94%	94%	93%	95%	93%	96%	92%	96%	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



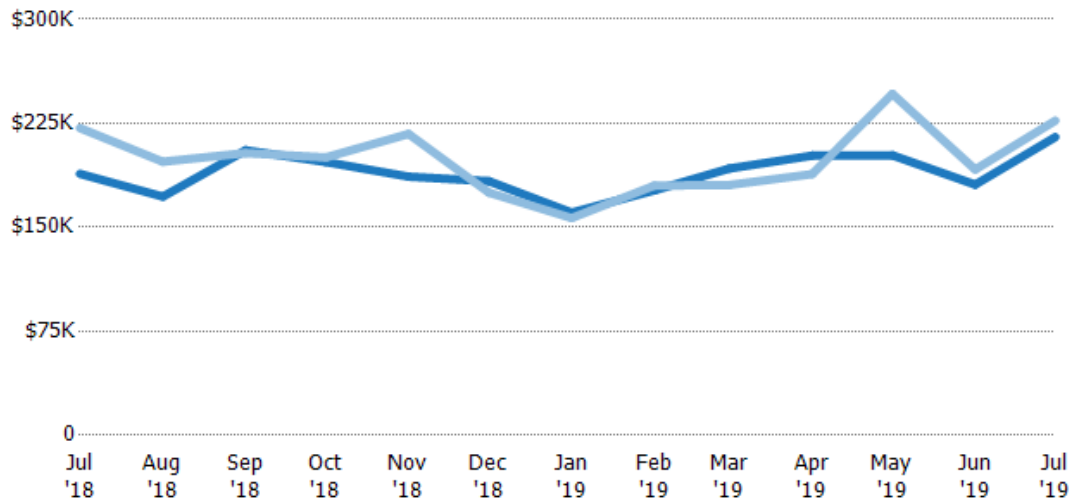
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$189K	\$155K	\$173K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$163K	\$167K	\$170K	\$177K
Median Sales Price	\$180K	\$150K	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$161K	\$170K	\$172K
Med Sales Price as a % of Med List Price	95%	97%	98%	96%	97%	97%	95%	94%	91%	96%	96%	100%	97%

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



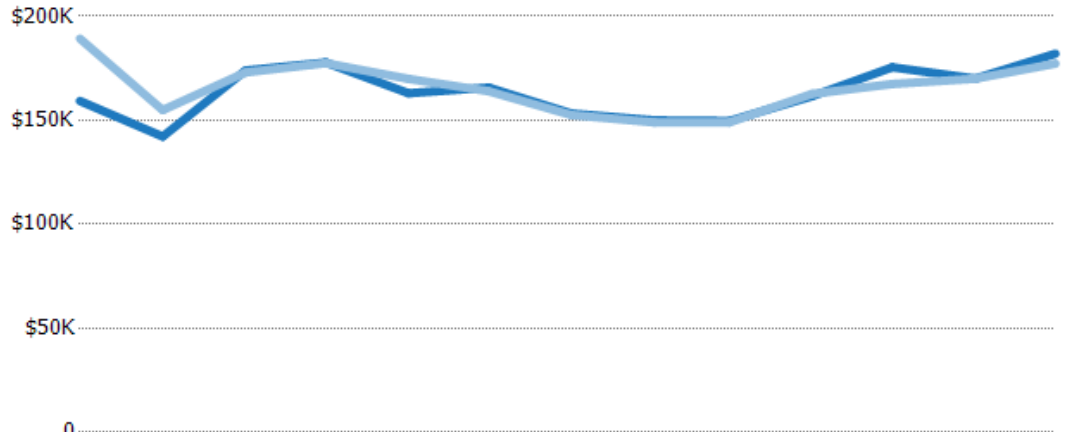
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$189K	\$172K	\$206K	\$197K	\$187K	\$183K	\$161K	\$177K	\$192K	\$202K	\$202K	\$181K	\$215K
Avg Sales Price	\$222K	\$197K	\$204K	\$200K	\$217K	\$175K	\$157K	\$180K	\$180K	\$188K	\$246K	\$192K	\$227K
Avg Sales Price as a % of Avg Est Value	118%	115%	99%	102%	117%	96%	98%	102%	94%	93%	122%	106%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$159K	\$142K	\$174K	\$178K	\$163K	\$166K	\$153K	\$150K	\$150K	\$162K	\$175K	\$170K	\$182K
Median Sales Price	\$189K	\$155K	\$173K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$163K	\$167K	\$170K	\$177K
Med Sales Price as a % of Med Est Value	119%	109%	99%	100%	104%	99%	100%	99%	100%	101%	95%	100%	97%