

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	21	26	-19.2%	194	176	+10.2%
New Listing Volume	\$3,756,100	\$4,695,249	-20%	\$33,759,689	\$36,969,949	-8.7%
Active Listing Count	128	125	+2.4%	N/A	N/A	
Active Listing Volume	\$27,050,200	\$29,027,349	-6.8%	N/A	N/A	
Average Listing Price	\$211,330	\$232,219	-9%	\$219,867	\$210,730	+4.3%
Median Listing Price	\$174,400	\$185,000	-5.7%	\$177,709	\$173,046	+2.7%
Median Days in RPR	118.5	77	+53.9%	107	102.65	+4.2%
Months of Inventory	4.9	6.3	-21.2%	10.6	7.4	+44.3%
Absorption Rate	20.31%	16%	+4.3%	9.41%	13.58%	-4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	19	23	-17.4%	157	110	+42.7%
New Pending Sales Volume	\$4,007,400	\$3,221,400	+24.4%	\$29,899,689	\$17,402,980	+71.8%
Pending Sales Count	44	30	+46.7%	N/A	N/A	
Pending Sales Volume	\$8,646,200	\$4,469,200	+93.5%	N/A	N/A	
Closed Sales Count	22	12	+83.3%	111	81	+37%
Closed Sales Volume	\$3,928,030	\$2,369,900	+65.7%	\$18,601,664	\$13,525,450	+37.5%
Average Sales Price	\$178,547	\$197,492	-9.6%	\$167,583	\$166,981	+0.4%
Median Sales Price	\$154,000	\$148,500	+3.7%	\$153,532	\$141,696	+8.4%

New Listings

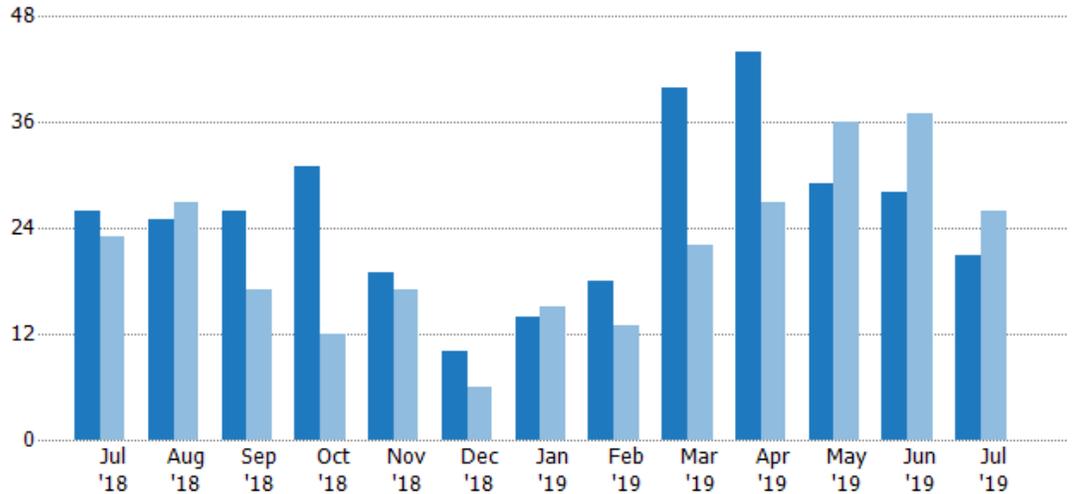
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Jul '19	21	-19.2%
Jul '18	26	13%
Jul '17	23	-17.4%



	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	26	25	26	31	19	10	14	18	40	44	29	28	21
Prior Year	23	27	17	12	17	6	15	13	22	27	36	37	26
Percent Change from Prior Year	13%	-7%	53%	158%	12%	67%	-7%	38%	82%	63%	-19%	-24%	-19%

New Listing Volume

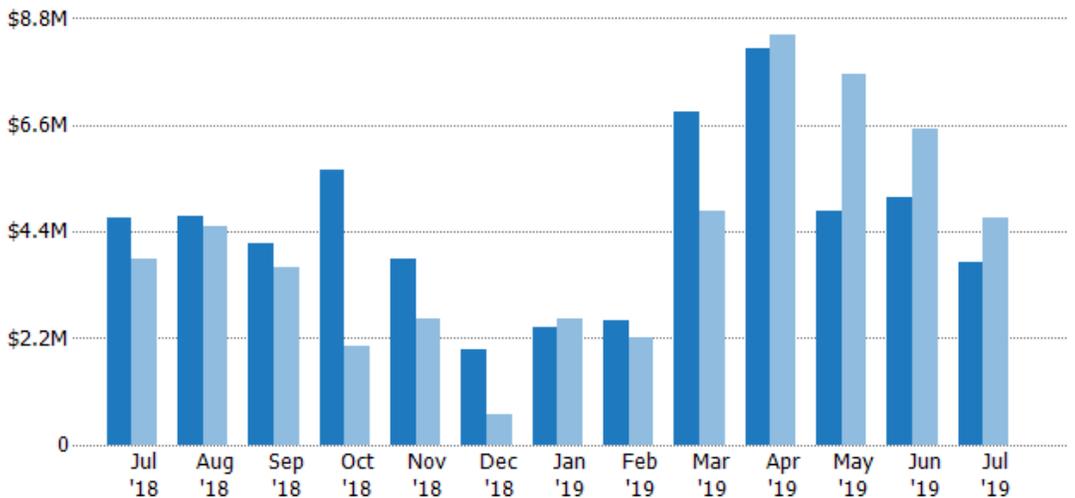
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Jul '19	\$3.76M	-20%
Jul '18	\$4.7M	22.7%
Jul '17	\$3.83M	-27.9%



	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	\$4.7M	\$4.71M	\$4.17M	\$5.67M	\$3.84M	\$1.97M	\$2.44M	\$2.58M	\$6.88M	\$8.19M	\$4.81M	\$5.1M	\$3.76M
Prior Year	\$3.83M	\$4.53M	\$3.67M	\$2.05M	\$2.59M	\$619K	\$2.59M	\$2.2M	\$4.83M	\$8.46M	\$7.65M	\$6.53M	\$4.7M
Percent Change from Prior Year	23%	4%	14%	177%	48%	217%	-6%	17%	42%	-3%	-37%	-22%	-20%

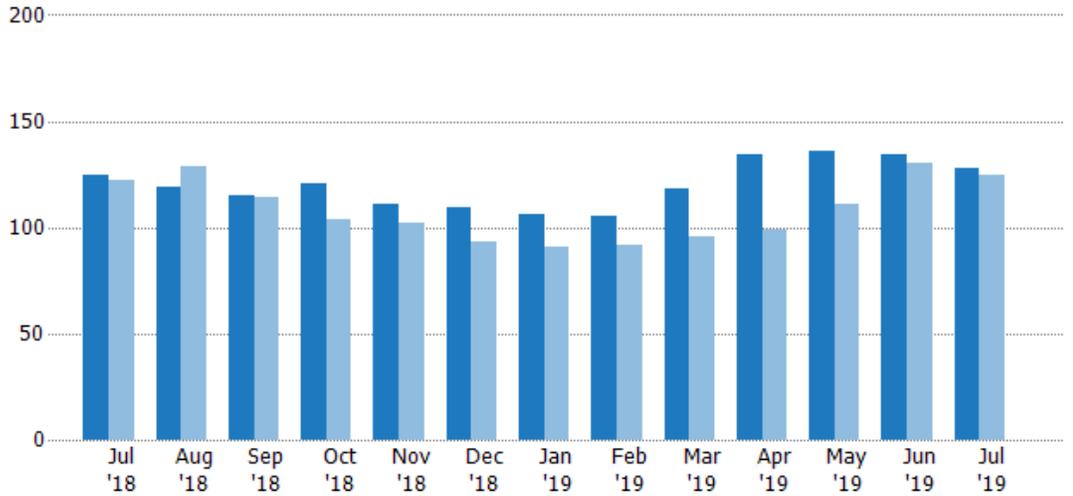
Active Listings

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



	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	125	119	115	121	111	109	106	105	118	134	136	134	128
Prior Year	122	129	114	104	102	93	91	92	96	99	111	130	125
Percent Change from Prior Year	2%	-8%	1%	16%	9%	17%	16%	14%	23%	35%	23%	3%	2%

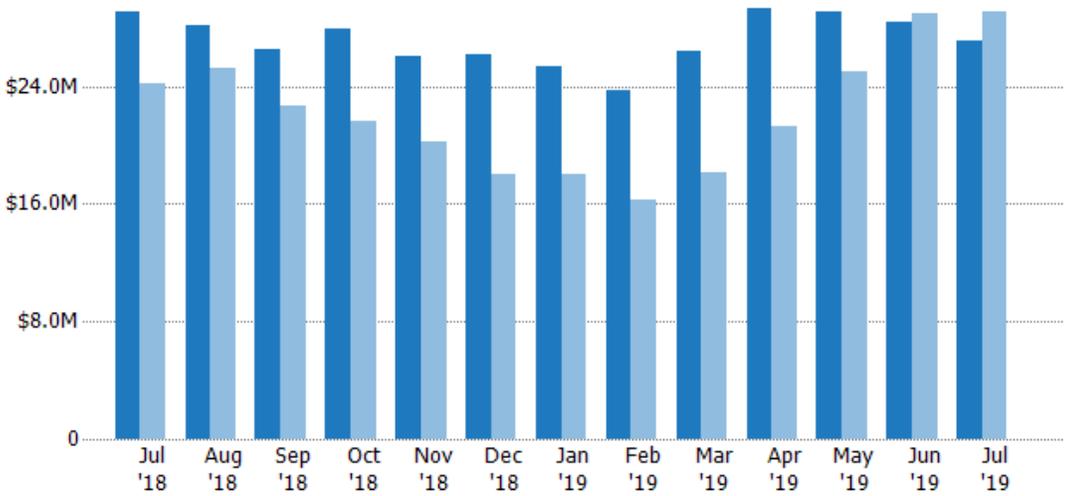
Active Listing Volume

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



	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	\$29M	\$28.1M	\$26.5M	\$27.9M	\$26M	\$26.1M	\$25.4M	\$23.7M	\$26.4M	\$29.3M	\$29.1M	\$28.4M	\$27.1M
Prior Year	\$24.2M	\$25.3M	\$22.7M	\$21.6M	\$20.2M	\$18M	\$18M	\$16.3M	\$18.2M	\$21.2M	\$25M	\$29M	\$29M
Percent Change from Prior Year	20%	11%	17%	29%	29%	45%	41%	46%	45%	38%	16%	-2%	-7%

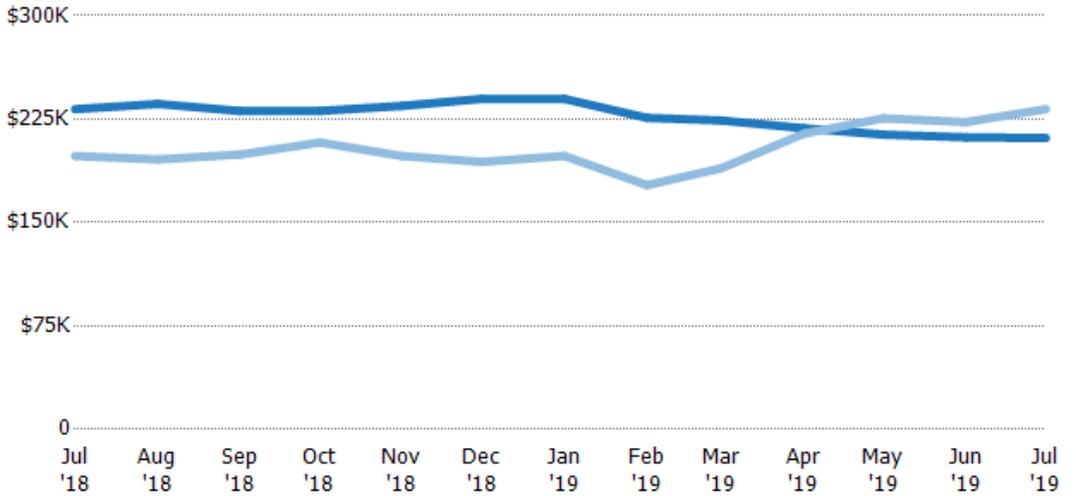
Average Listing Price

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
Jul '18	\$232K	\$198K	17%
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%

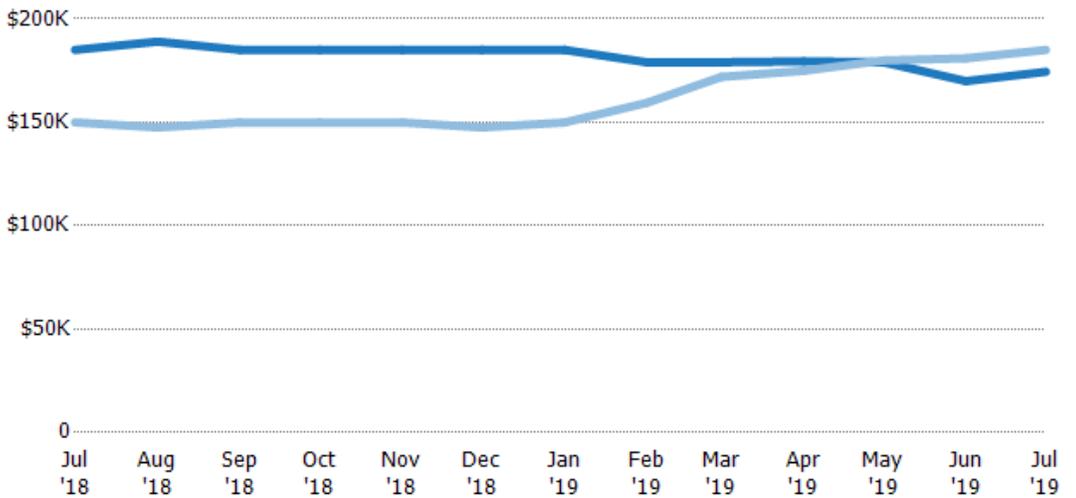
Median Listing Price

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



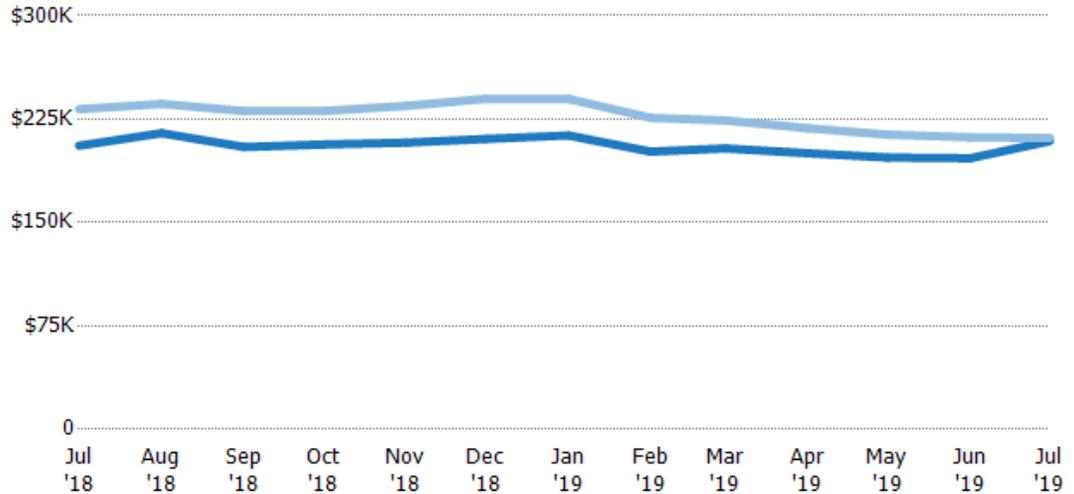
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$185K	\$150K	23%
Aug '18	\$189K	\$148K	28%
Sep '18	\$185K	\$150K	23%
Oct '18	\$185K	\$150K	23%
Nov '18	\$185K	\$150K	23%
Dec '18	\$185K	\$148K	25%
Jan '19	\$185K	\$150K	23%
Feb '19	\$179K	\$159K	12%
Mar '19	\$179K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

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



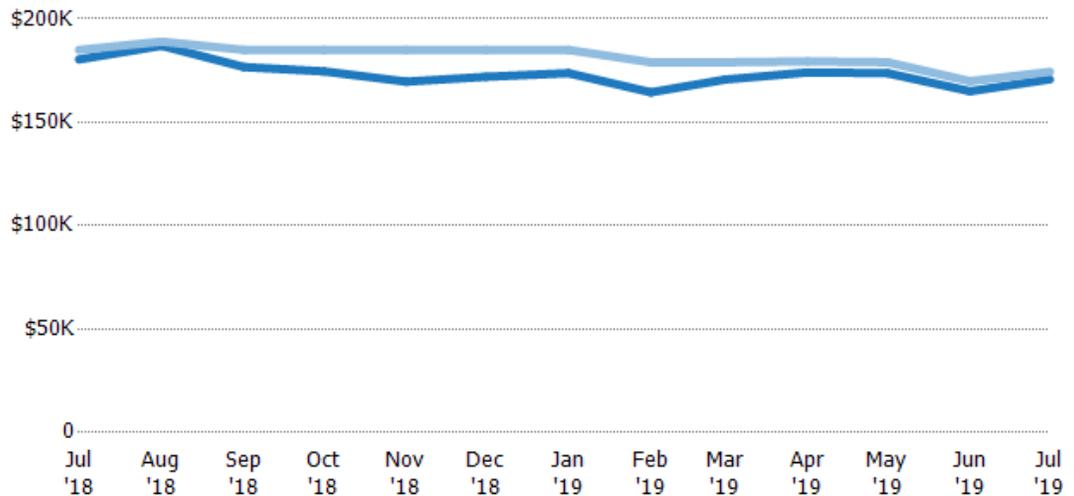
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$206K	\$215K	\$205K	\$207K	\$208K	\$211K	\$213K	\$201K	\$204K	\$200K	\$197K	\$197K	\$209K
Avg Listing Price	\$232K	\$236K	\$231K	\$231K	\$235K	\$240K	\$240K	\$226K	\$224K	\$218K	\$214K	\$212K	\$211K
Avg Listing Price as a % of Avg Est Value	113%	110%	113%	112%	113%	114%	112%	112%	110%	109%	108%	108%	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



	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	\$180K	\$187K	\$177K	\$175K	\$170K	\$172K	\$174K	\$165K	\$171K	\$174K	\$174K	\$165K	\$171K
Median Listing Price	\$185K	\$189K	\$185K	\$185K	\$185K	\$185K	\$185K	\$179K	\$179K	\$179K	\$179K	\$170K	\$174K
Med Listing Price as a % of Med Est Value	103%	101%	105%	106%	109%	108%	106%	109%	105%	103%	103%	103%	102%

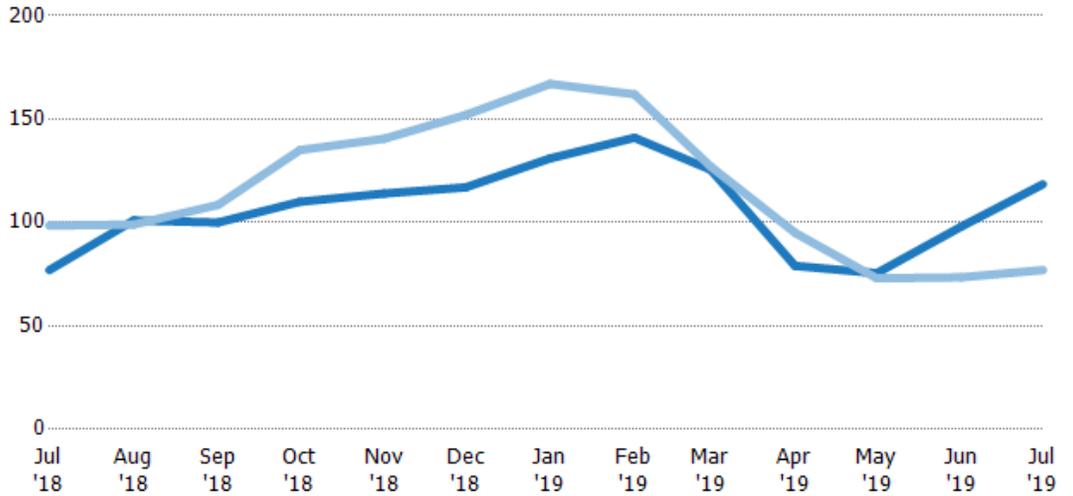
Median Days in RPR

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



	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	77	101	100	110	114	117	131	141	126	79	75.5	98	119
Prior Year	98.5	99	109	135	141	152	167	162	127	95	73	73.5	77
Percent Change from Prior Year	-22%	2%	-8%	-19%	-19%	-23%	-22%	-13%	-1%	-17%	3%	33%	54%

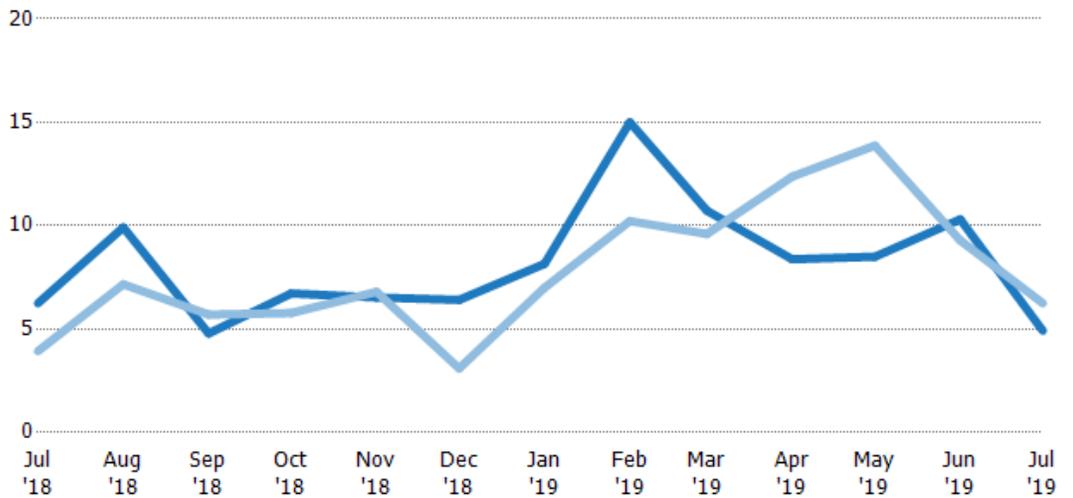
Months of Inventory

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



	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	6.25	9.92	4.79	6.72	6.53	6.41	8.15	15	10.7	8.38	8.5	10.3	4.92
Prior Year	3.94	7.17	5.7	5.78	6.8	3.1	7	10.2	9.6	12.4	13.9	9.29	6.25
Percent Change from Prior Year	59%	38%	-16%	16%	-4%	107%	16%	47%	12%	-32%	-39%	11%	-21%

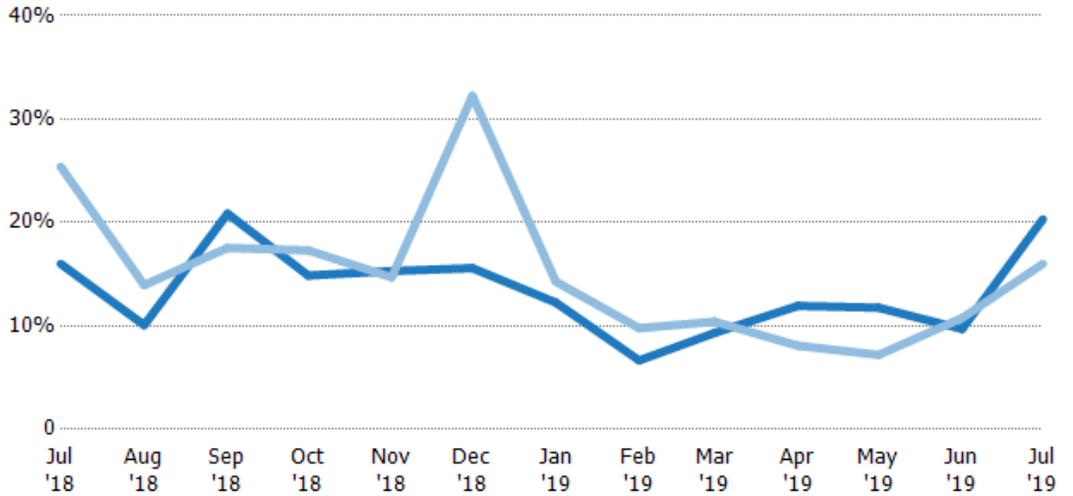
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	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	16%	10%	21%	15%	15%	16%	12%	7%	9%	12%	12%	10%	20%
Prior Year	25%	14%	18%	17%	15%	32%	14%	10%	10%	8%	7%	11%	16%
Change from Prior Year	9%	4%	-3%	2%	-1%	17%	2%	3%	1%	-4%	-5%	1%	-4%

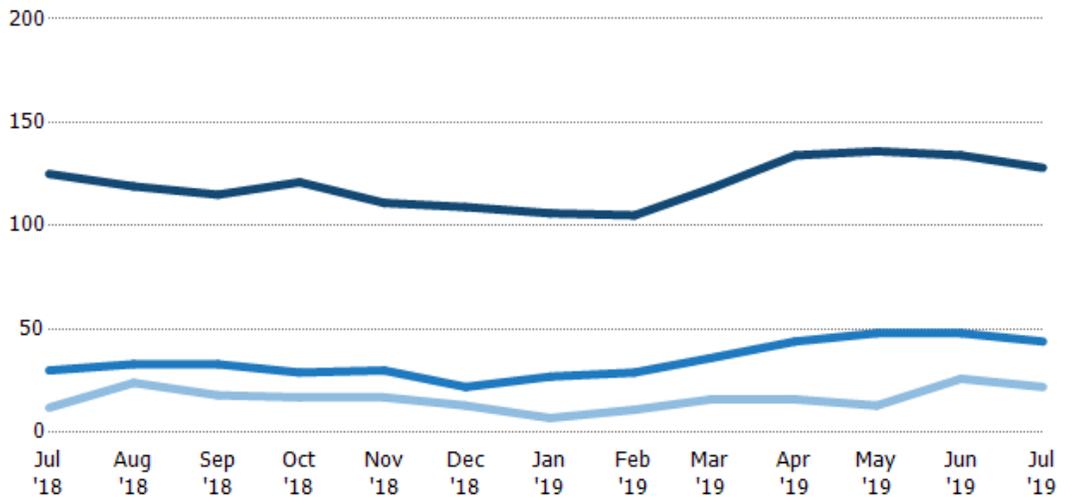
Active/Pending/Sold Units

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



	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	125	119	115	121	111	109	106	105	118	134	136	134	128
Pending	30	33	33	29	30	22	27	29	36	44	48	48	44
Sold	12	24	18	17	17	13	7	11	16	16	13	26	22

New Pending Sales

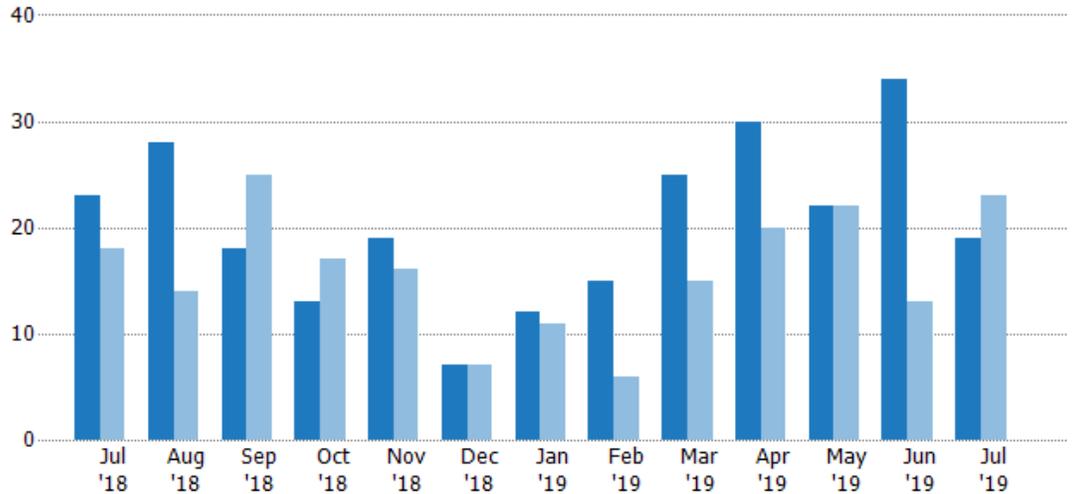
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Jul '19	19	-17.4%
Jul '18	23	27.8%
Jul '17	18	-11.1%



	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	23	28	18	13	19	7	12	15	25	30	22	34	19
Prior Year	18	14	25	17	16	7	11	6	15	20	22	13	23
Percent Change from Prior Year	28%	100%	-28%	-24%	19%	0%	9%	150%	67%	50%	0%	162%	-17%

New Pending Sales Volume

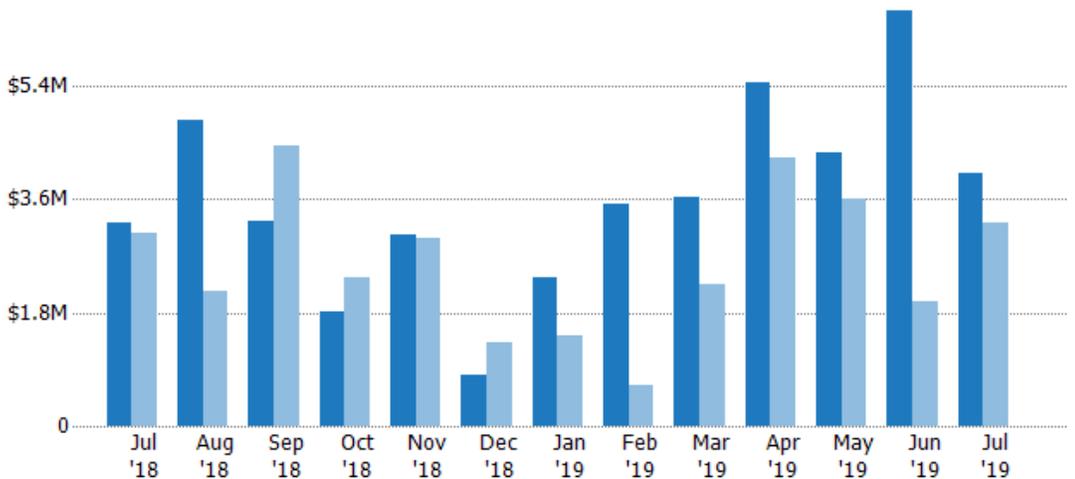
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Jul '19	\$4.01M	24.4%
Jul '18	\$3.22M	5.6%
Jul '17	\$3.05M	-2.9%



	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	\$3.22M	\$4.85M	\$3.25M	\$1.83M	\$3.04M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.45M	\$4.34M	\$6.58M	\$4.01M
Prior Year	\$3.05M	\$2.15M	\$4.45M	\$2.37M	\$2.97M	\$1.31M	\$1.44M	\$654K	\$2.26M	\$4.26M	\$3.6M	\$1.97M	\$3.22M
Percent Change from Prior Year	6%	125%	-27%	-23%	3%	-38%	65%	439%	61%	28%	21%	234%	24%

Pending Sales

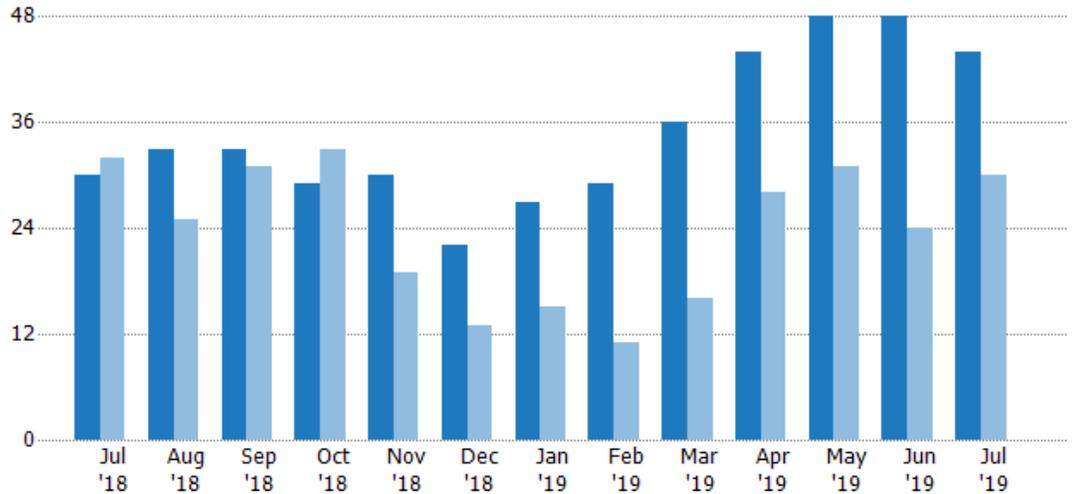
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Jul '19	44	46.7%
Jul '18	30	-6.3%
Jul '17	32	-6.3%



	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	30	33	33	29	30	22	27	29	36	44	48	48	44
Prior Year	32	25	31	33	19	13	15	11	16	28	31	24	30
Percent Change from Prior Year	-6%	32%	6%	-12%	58%	69%	80%	164%	125%	57%	55%	100%	47%

Pending Sales Volume

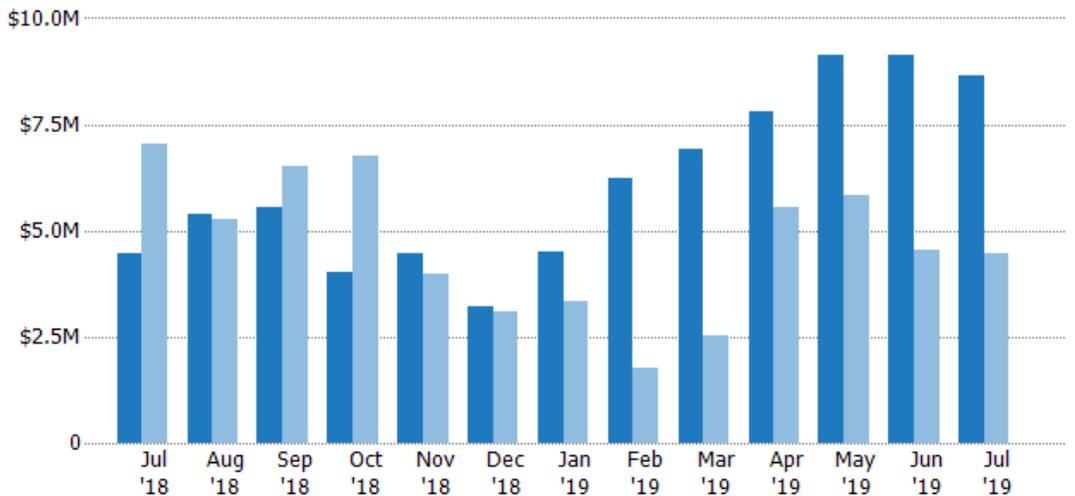
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Jul '19	\$8.65M	93.5%
Jul '18	\$4.47M	-36.3%
Jul '17	\$7.02M	-42%



	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	\$4.47M	\$5.39M	\$5.54M	\$4.01M	\$4.47M	\$3.22M	\$4.49M	\$6.22M	\$6.93M	\$7.82M	\$9.14M	\$9.14M	\$8.65M
Prior Year	\$7.02M	\$5.25M	\$6.52M	\$6.74M	\$3.97M	\$3.11M	\$3.32M	\$1.76M	\$2.51M	\$5.55M	\$5.84M	\$4.53M	\$4.47M
Percent Change from Prior Year	-36%	3%	-15%	-40%	13%	4%	35%	253%	176%	41%	57%	102%	93%

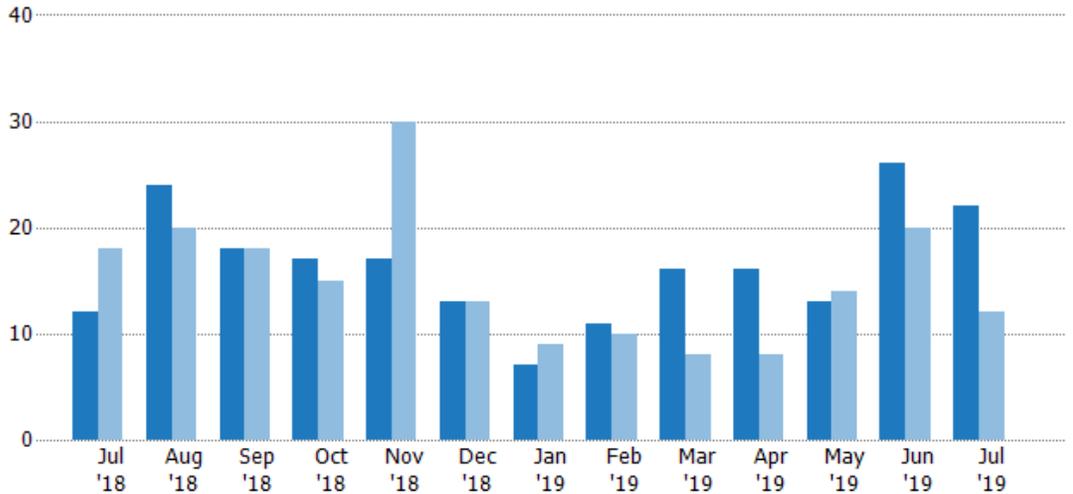
Closed Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	12	18	-33%
Aug '18	24	20	20%
Sep '18	18	18	0%
Oct '18	17	15	13%
Nov '18	17	30	-43%
Dec '18	13	13	0%
Jan '19	7	9	-22%
Feb '19	11	10	10%
Mar '19	16	8	100%
Apr '19	16	8	100%
May '19	13	14	-7%
Jun '19	26	20	30%
Jul '19	22	12	83%

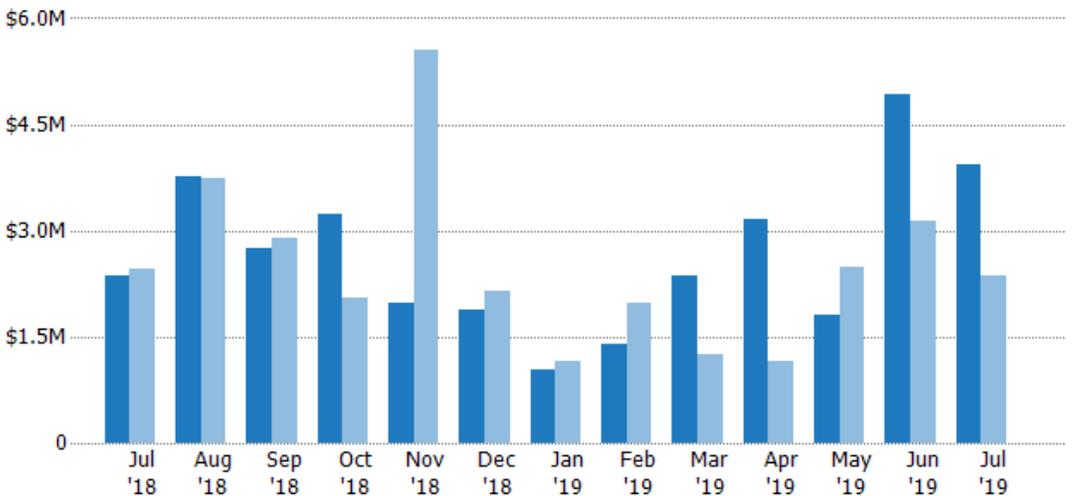
Closed Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$2.37M	\$2.47M	-4%
Aug '18	\$3.76M	\$3.75M	0%
Sep '18	\$2.74M	\$2.9M	-6%
Oct '18	\$3.23M	\$2.06M	57%
Nov '18	\$1.98M	\$5.56M	-64%
Dec '18	\$1.89M	\$2.14M	-12%
Jan '19	\$1.03M	\$1.16M	-11%
Feb '19	\$1.39M	\$1.97M	-30%
Mar '19	\$2.37M	\$1.25M	90%
Apr '19	\$3.15M	\$1.15M	173%
May '19	\$1.81M	\$2.49M	-27%
Jun '19	\$4.93M	\$3.14M	57%
Jul '19	\$3.93M	\$2.37M	66%

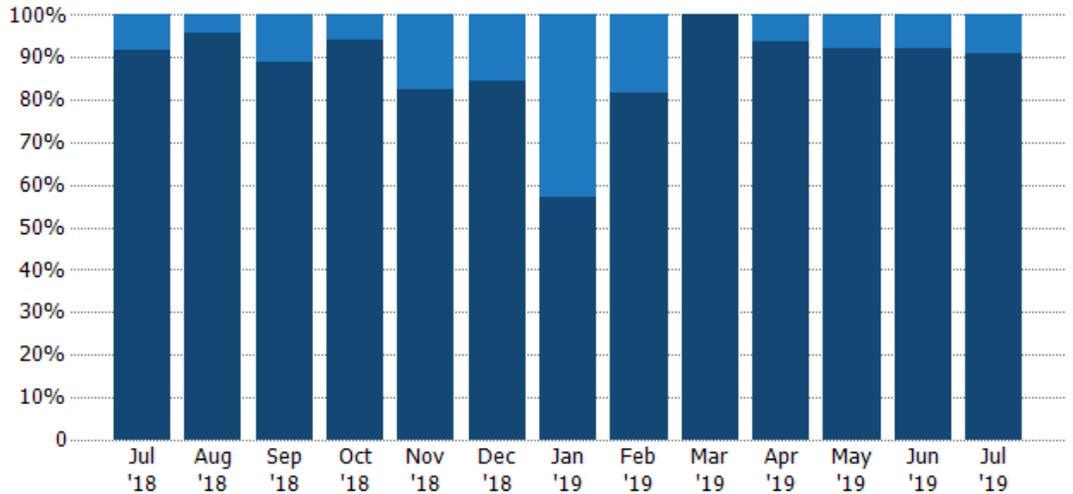
Closed Sales by Property Type

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

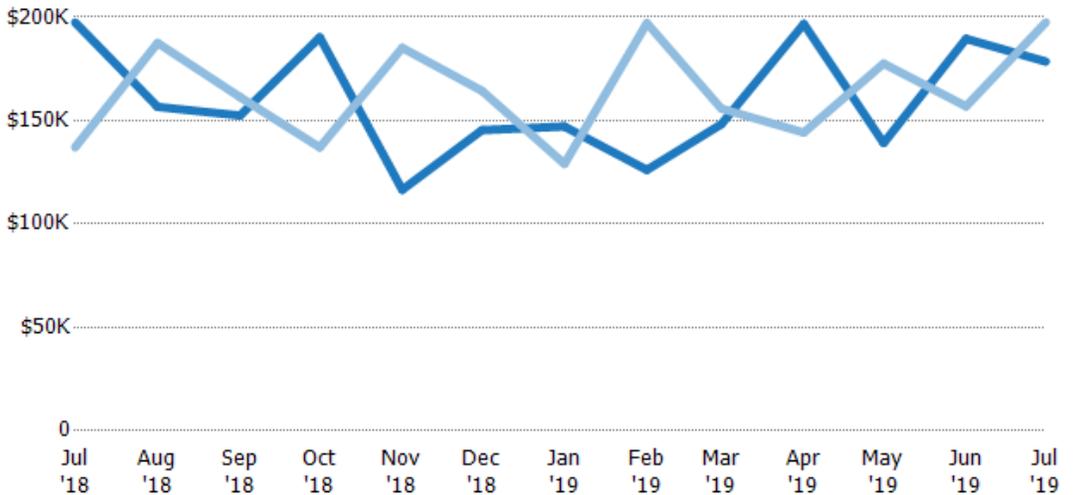
Average Sales Price

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	\$197K	\$157K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K
Prior Year	\$137K	\$188K	\$161K	\$137K	\$185K	\$164K	\$129K	\$197K	\$156K	\$144K	\$178K	\$157K	\$197K
Percent Change from Prior Year	44%	-16%	-6%	39%	-37%	-12%	14%	-36%	-5%	36%	-22%	21%	-10%

Median Sales Price

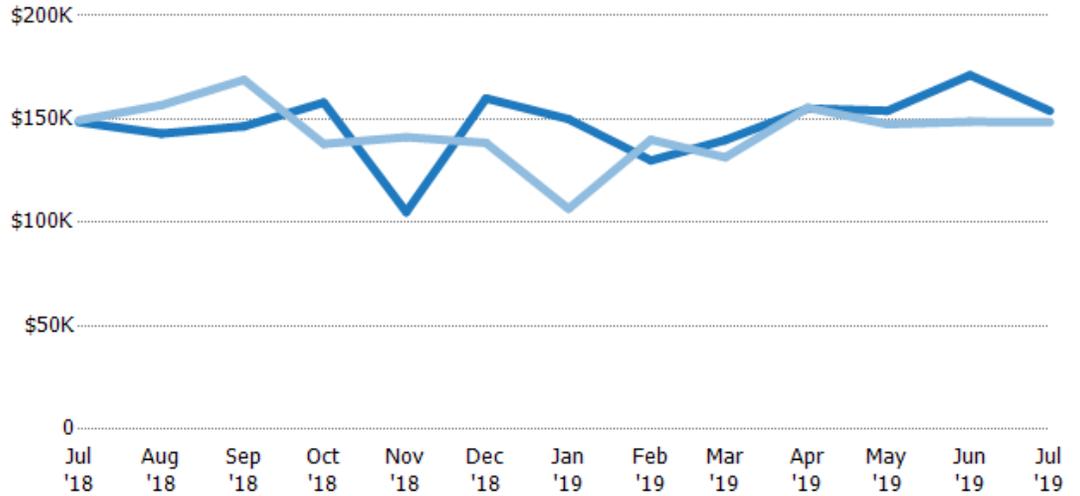
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Jul '19	\$154K	3.7%
Jul '18	\$149K	-0.6%
Jul '17	\$149K	3.7%



	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	\$149K	\$143K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K
Prior Year	\$149K	\$157K	\$169K	\$138K	\$141K	\$139K	\$107K	\$140K	\$132K	\$156K	\$148K	\$149K	\$149K
Percent Change from Prior Year	-1%	-9%	-13%	14%	-26%	16%	41%	-7%	6%	0%	4%	15%	4%

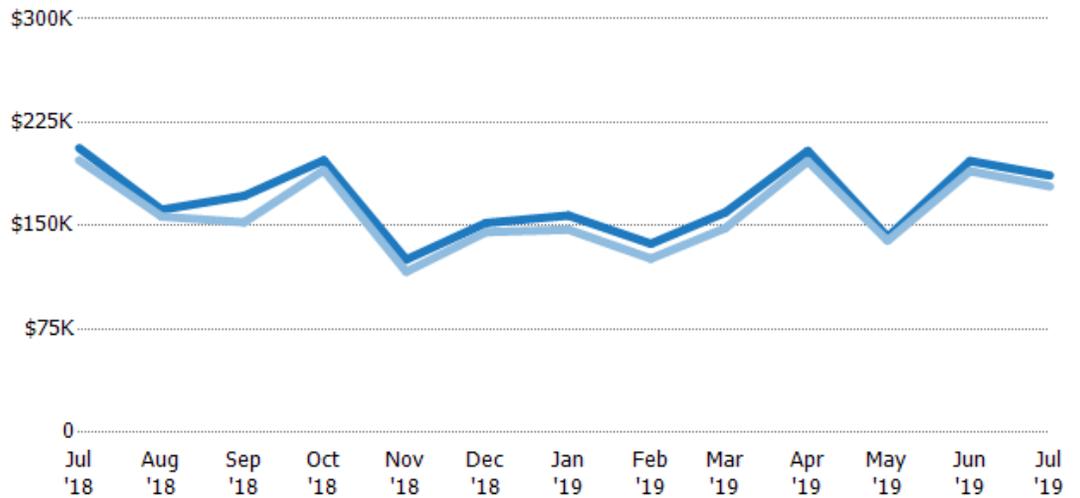
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



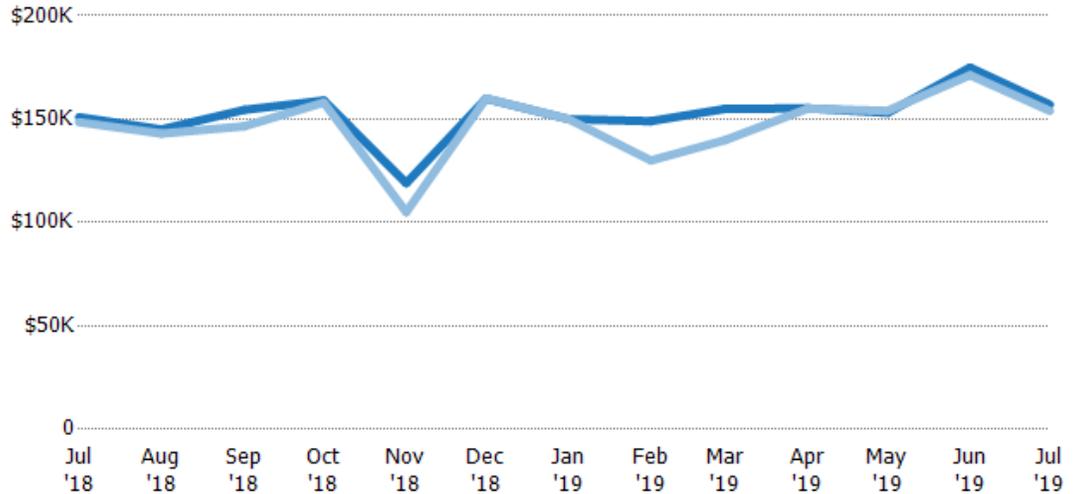
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$206K	\$162K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K
Avg Sales Price	\$197K	\$157K	\$152K	\$190K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K
Avg Sales Price as a % of Avg List Price	96%	97%	89%	96%	93%	96%	93%	92%	93%	96%	98%	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



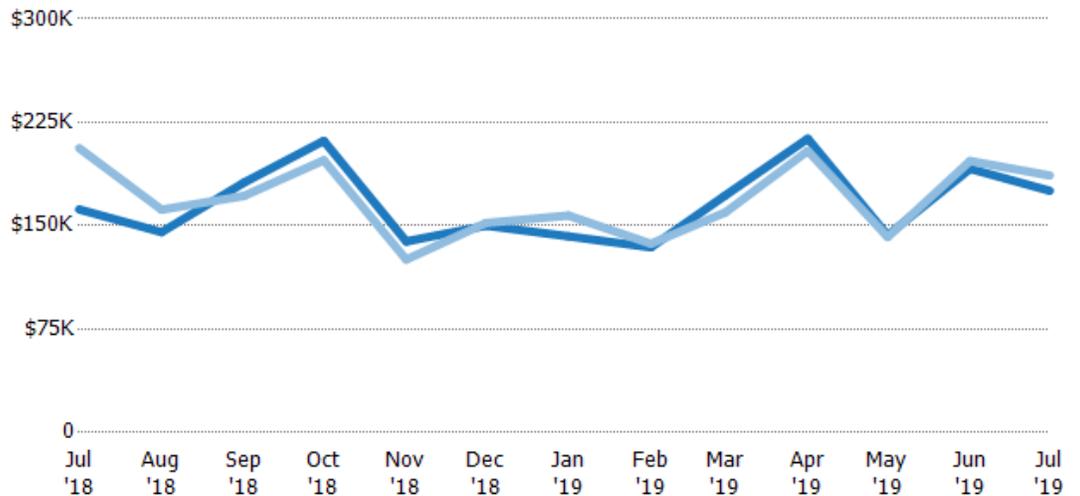
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K
Median Sales Price	\$149K	\$143K	\$147K	\$158K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K
Med Sales Price as a % of Med List Price	98%	99%	95%	99%	88%	100%	100%	87%	90%	100%	101%	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



	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	\$162K	\$145K	\$181K	\$212K	\$139K	\$150K	\$142K	\$134K	\$172K	\$213K	\$143K	\$191K	\$175K
Avg Sales Price	\$206K	\$162K	\$172K	\$197K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K
Avg Sales Price as a % of Avg Est Value	127%	111%	95%	93%	91%	101%	111%	102%	93%	96%	99%	103%	106%

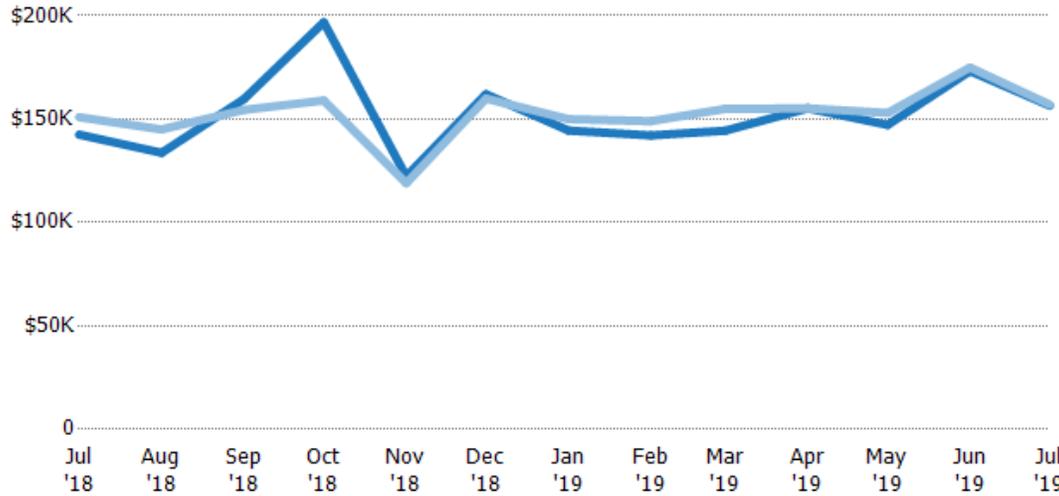
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$143K	\$134K	\$160K	\$197K	\$122K	\$162K	\$144K	\$142K	\$144K	\$155K	\$147K	\$173K	\$156K
Median Sales Price	\$151K	\$145K	\$154K	\$159K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K
Med Sales Price as a % of Med Est Value	106%	108%	97%	81%	97%	99%	104%	105%	107%	100%	104%	101%	100%