

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10	19	-47.4%	292	271	+7.7%
New Listing Volume	\$1,714,100	\$3,842,200	-55.4%	\$53,765,283	\$54,358,249	-1.1%
Active Listing Count	101	108	-6.5%	N/A	N/A	
Active Listing Volume	\$21,932,694	\$25,089,400	-12.6%	N/A	N/A	
Average Listing Price	\$217,155	\$232,309	-6.5%	\$215,569	\$217,984	-1.1%
Median Listing Price	\$158,894	\$179,450	-11.5%	\$173,093	\$176,719	-2.1%
Median Days in RPR	110	119	-7.6%	105.18	108.06	-2.7%
Months of Inventory	4.6	6.4	-27.7%	8.6	6.6	+29.8%
Absorption Rate	21.78%	15.74%	+6%	11.6%	15.05%	-3.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	19	-15.8%	259	189	+37%
New Pending Sales Volume	\$2,725,600	\$3,044,399	-10.5%	\$49,841,989	\$30,642,729	+62.7%
Pending Sales Count	42	30	+40%	N/A	N/A	
Pending Sales Volume	\$8,076,600	\$4,472,149	+80.6%	N/A	N/A	
Closed Sales Count	21	17	+23.5%	196	157	+24.8%
Closed Sales Volume	\$4,047,943	\$1,981,400	+104.3%	\$34,144,907	\$25,351,540	+34.7%
Average Sales Price	\$192,759	\$116,553	+65.4%	\$174,209	\$161,475	+7.9%
Median Sales Price	\$155,000	\$105,000	+47.6%	\$159,009	\$140,225	+13.4%

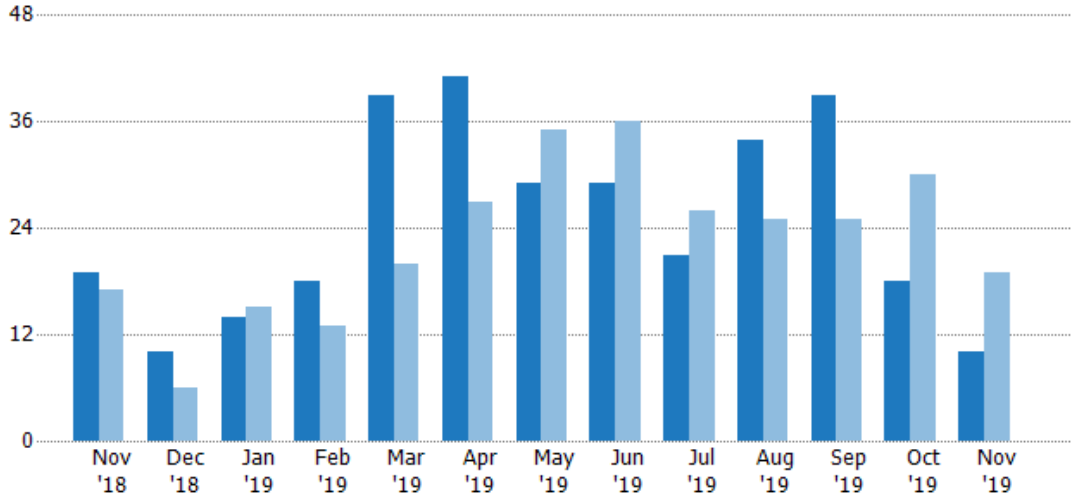
## New Listings

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	19	10	14	18	39	41	29	29	21	34	39	18	10
Prior Year	17	6	15	13	20	27	35	36	26	25	25	30	19
Percent Change from Prior Year	12%	67%	-7%	38%	95%	52%	-17%	-19%	-19%	36%	56%	-40%	-47%

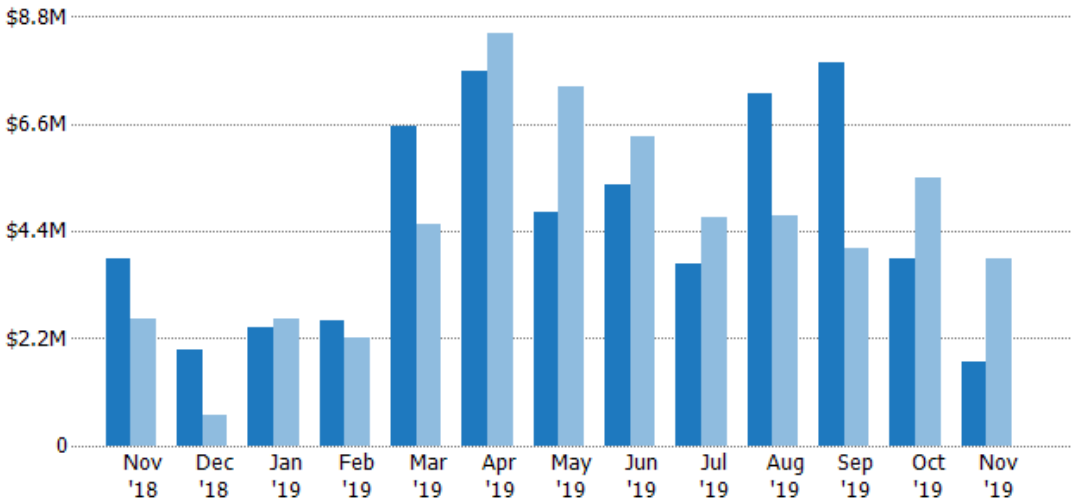
## New Listing Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.84M	\$1.97M	\$2.44M	\$2.57M	\$6.56M	\$7.68M	\$4.78M	\$5.34M	\$3.73M	\$7.24M	\$7.87M	\$3.84M	\$1.71M
Prior Year	\$2.59M	\$619K	\$2.59M	\$2.2M	\$4.56M	\$8.46M	\$7.39M	\$6.34M	\$4.7M	\$4.71M	\$4.07M	\$5.5M	\$3.84M
Percent Change from Prior Year	48%	217%	-6%	17%	44%	-9%	-35%	-16%	-21%	54%	94%	-30%	-55%

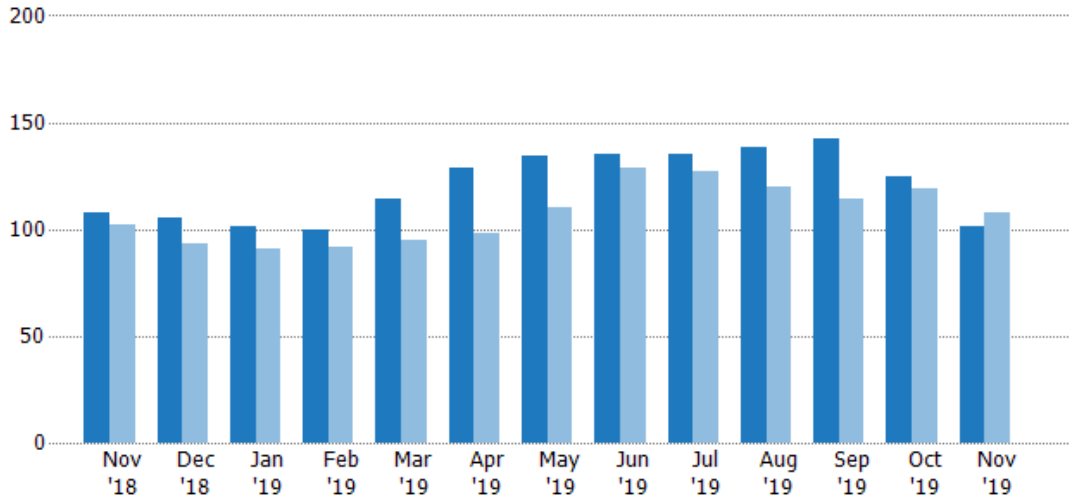
## Active Listings

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	108	105	101	100	114	129	134	135	135	138	142	125	101
Prior Year	102	93	91	92	95	98	110	129	127	120	114	119	108
Percent Change from Prior Year	6%	13%	11%	9%	20%	32%	22%	5%	6%	15%	25%	5%	-6%

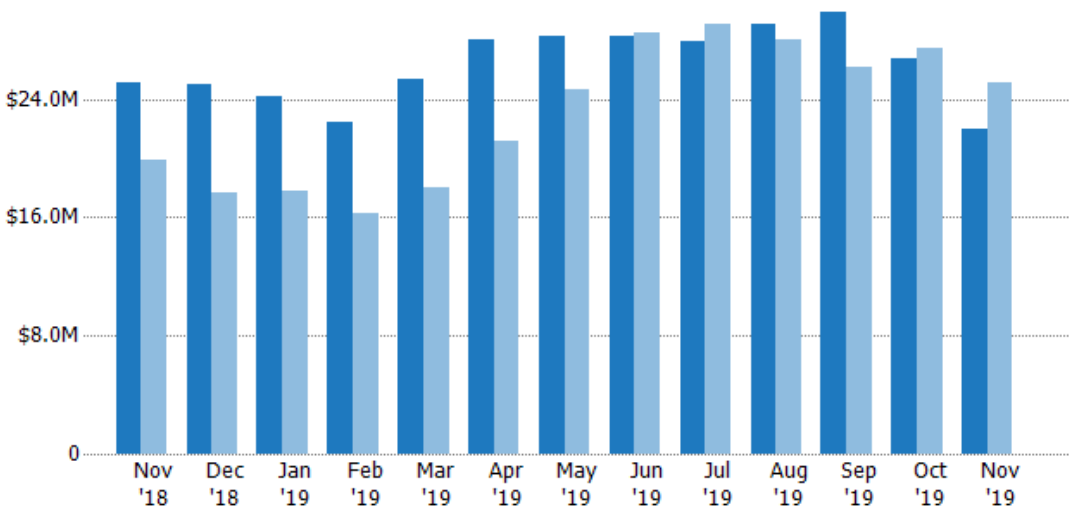
## Active Listing Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$25.1M	\$25M	\$24.2M	\$22.5M	\$25.3M	\$28M	\$28.3M	\$28.3M	\$27.9M	\$29M	\$29.8M	\$26.7M	\$21.9M
Prior Year	\$19.8M	\$17.7M	\$17.7M	\$16.3M	\$18.1M	\$21.1M	\$24.7M	\$28.5M	\$29.1M	\$28M	\$26.2M	\$27.4M	\$25.1M
Percent Change from Prior Year	26%	42%	36%	38%	40%	33%	15%	-1%	-4%	4%	14%	-3%	-13%

## Average Listing Price

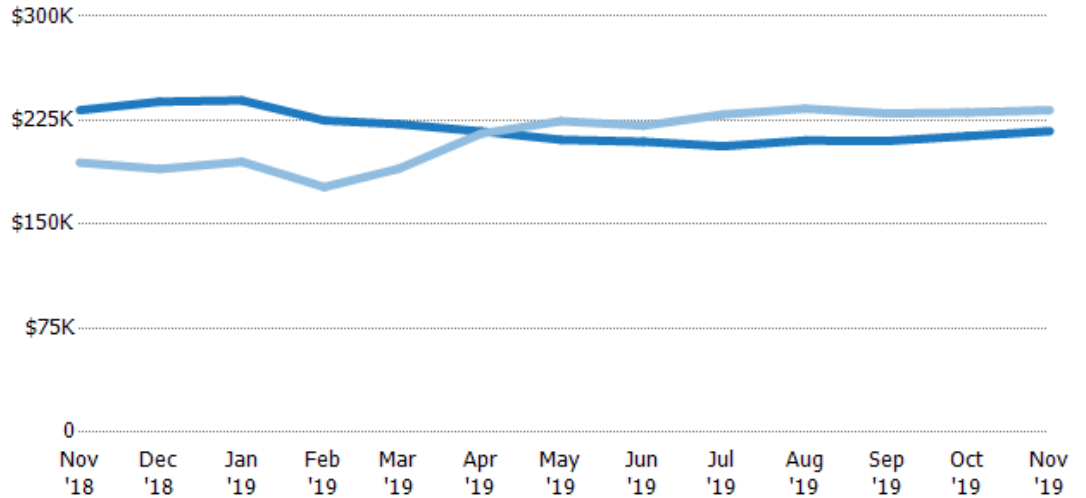
The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Nov '19	\$217K	-6.5%
Nov '18	\$232K	19.5%
Nov '17	\$194K	10.2%



Current Year	\$232K	\$238K	\$239K	\$225K	\$222K	\$217K	\$211K	\$210K	\$206K	\$210K	\$210K	\$214K	\$217K
Prior Year	\$194K	\$190K	\$195K	\$177K	\$190K	\$215K	\$224K	\$221K	\$229K	\$233K	\$230K	\$231K	\$232K
Percent Change from Prior Year	19%	26%	23%	27%	17%	1%	-6%	-5%	-10%	-10%	-9%	-7%	-7%

## Median Listing Price

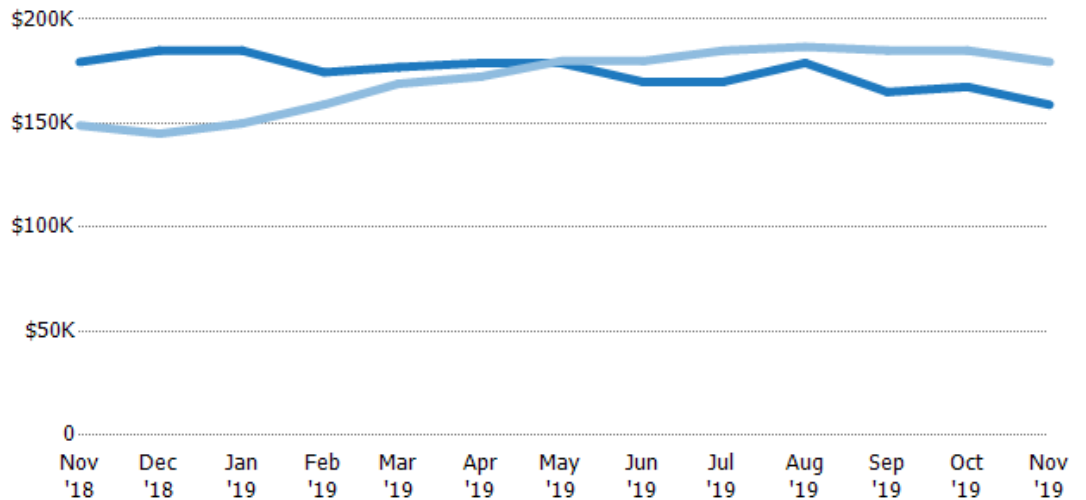
The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Nov '19	\$159K	-11.5%
Nov '18	\$179K	20.5%
Nov '17	\$149K	2.4%



Current Year	\$179K	\$185K	\$185K	\$175K	\$177K	\$179K	\$179K	\$170K	\$170K	\$179K	\$165K	\$168K	\$159K
Prior Year	\$149K	\$145K	\$150K	\$159K	\$169K	\$172K	\$180K	\$180K	\$185K	\$187K	\$185K	\$185K	\$179K
Percent Change from Prior Year	20%	28%	23%	10%	5%	4%	-1%	-6%	-8%	-4%	-11%	-9%	-11%

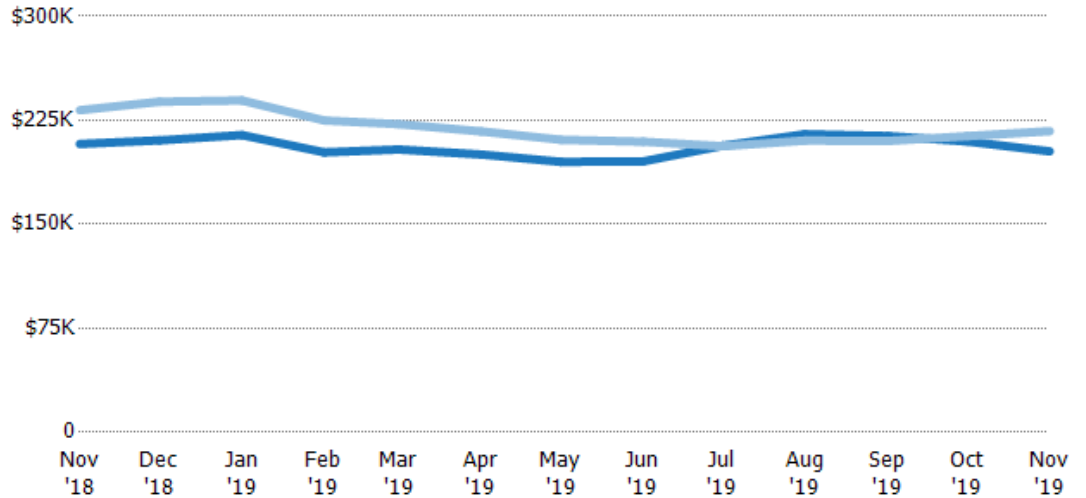
## Average Listing Price vs Average Est Value

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$208K	\$211K	\$214K	\$202K	\$204K	\$200K	\$195K	\$195K	\$207K	\$215K	\$214K	\$210K	\$203K
Avg Listing Price	\$232K	\$238K	\$239K	\$225K	\$222K	\$217K	\$211K	\$210K	\$206K	\$210K	\$210K	\$214K	\$217K
Avg Listing Price as a % of Avg Est Value	112%	113%	112%	111%	109%	108%	108%	107%	100%	98%	98%	102%	107%

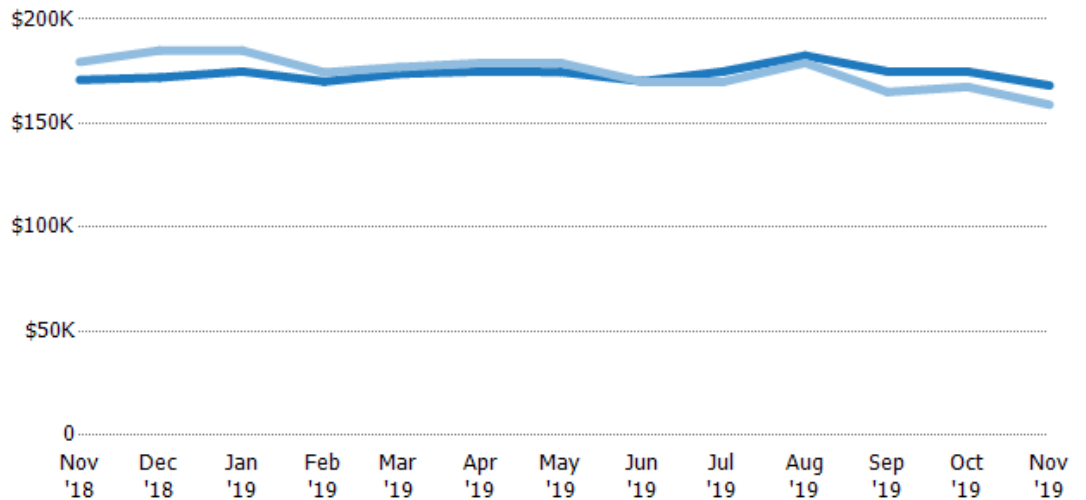
## Median Listing Price vs Median Est Value

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$171K	\$172K	\$175K	\$170K	\$174K	\$175K	\$175K	\$170K	\$175K	\$183K	\$175K	\$175K	\$168K
Median Listing Price	\$179K	\$185K	\$185K	\$175K	\$177K	\$179K	\$179K	\$170K	\$170K	\$179K	\$165K	\$168K	\$159K
Med Listing Price as a % of Med Est Value	105%	108%	106%	103%	102%	102%	102%	100%	97%	98%	94%	96%	94%

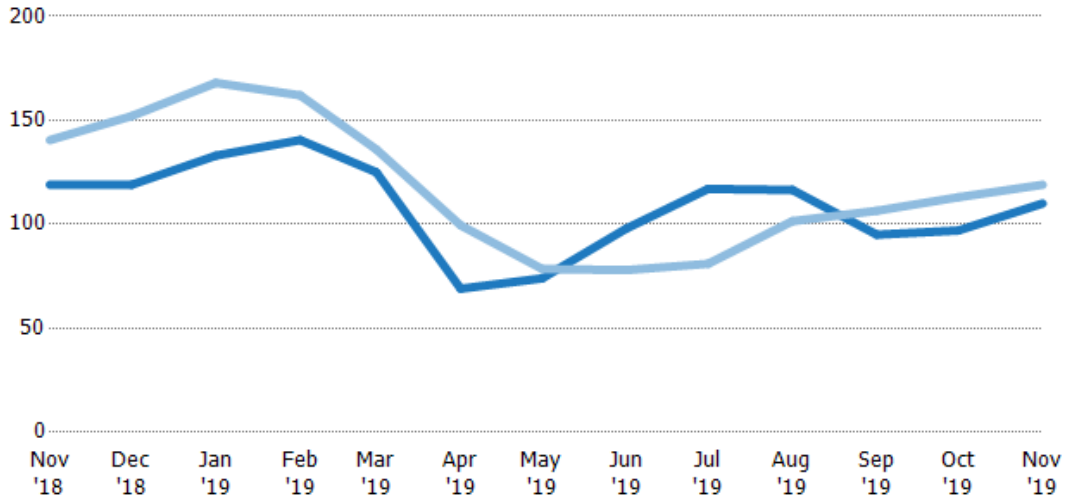
## Median Days in RPR

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



Month/Year	Days	% Chg.
Nov '19	110	-7.6%
Nov '18	119	-15.3%
Nov '17	141	-3.9%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	119	119	133	141	125	69	74	98	117	117	95	97	110
Prior Year	141	152	168	162	136	100	78.5	78	81	102	107	113	119
Percent Change from Prior Year	-15%	-22%	-21%	-13%	-8%	-31%	-6%	26%	44%	15%	-11%	-14%	-8%

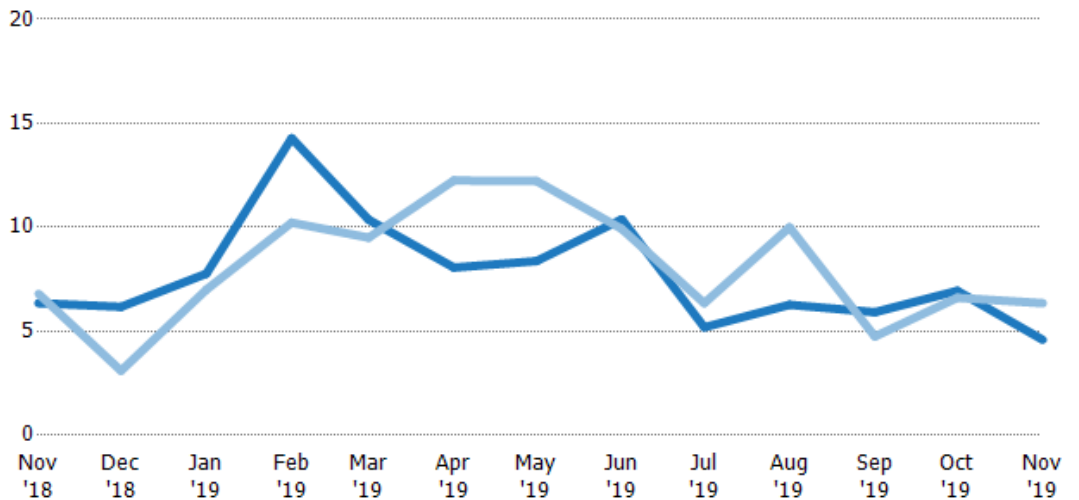
## Months of Inventory

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



Month/Year	Months	% Chg.
Nov '19	4.59	-27.7%
Nov '18	6.35	-6.6%
Nov '17	6.8	54.4%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.35	6.18	7.77	14.3	10.4	8.06	8.38	10.4	5.19	6.27	5.92	6.94	4.59
Prior Year	6.8	3.1	7	10.2	9.5	12.3	12.2	9.92	6.35	10	4.75	6.61	6.35
Percent Change from Prior Year	-7%	99%	11%	40%	9%	-34%	-31%	5%	-18%	-37%	25%	5%	-28%

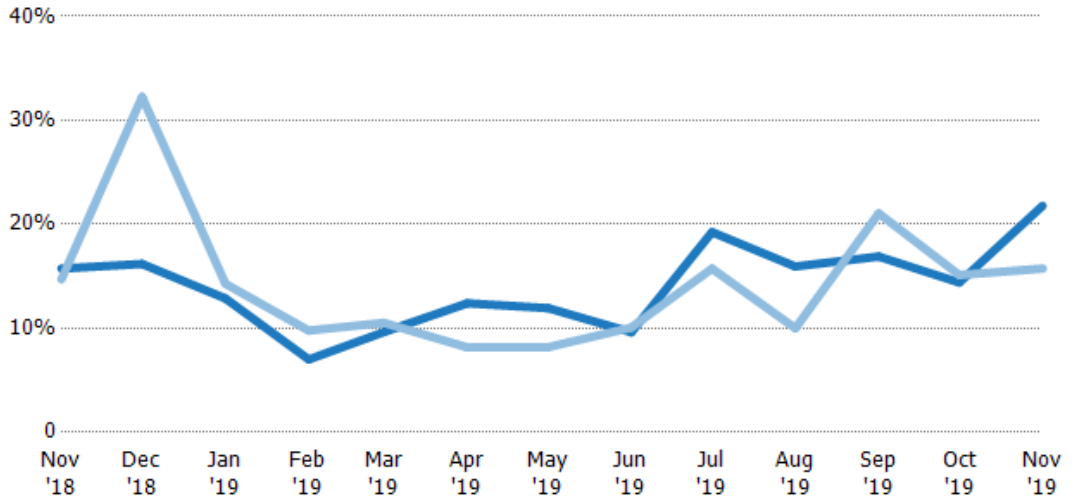
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	16%	16%	13%	7%	10%	12%	12%	10%	19%	16%	17%	14%	22%
Prior Year	15%	32%	14%	10%	11%	8%	8%	10%	16%	10%	21%	15%	16%
Change from Prior Year	-1%	16%	1%	3%	1%	-4%	-4%	0%	-4%	-6%	4%	1%	-6%

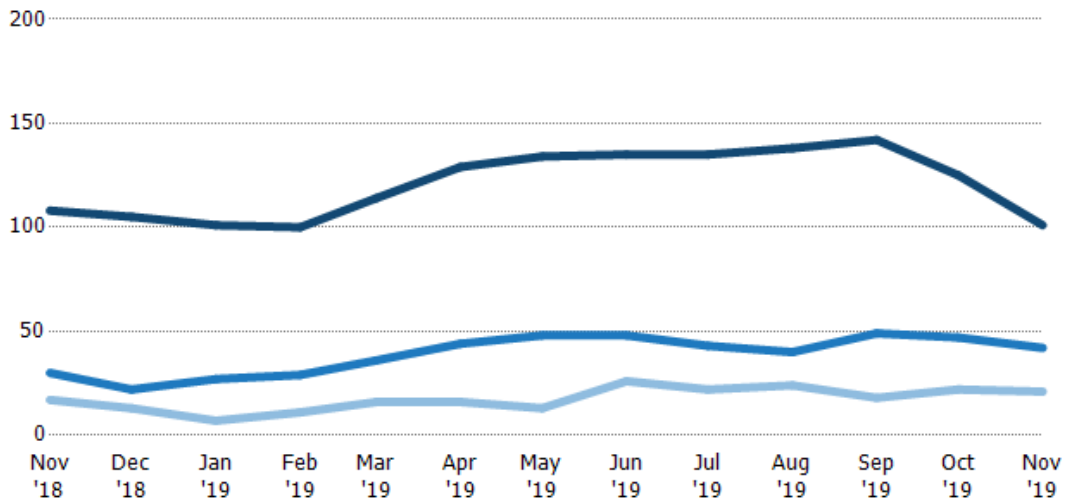
## Active/Pending/Sold Units

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	108	105	101	100	114	129	134	135	135	138	142	125	101
Pending	30	22	27	29	36	44	48	48	43	40	49	47	42
Sold	17	13	7	11	16	16	13	26	22	24	18	22	21

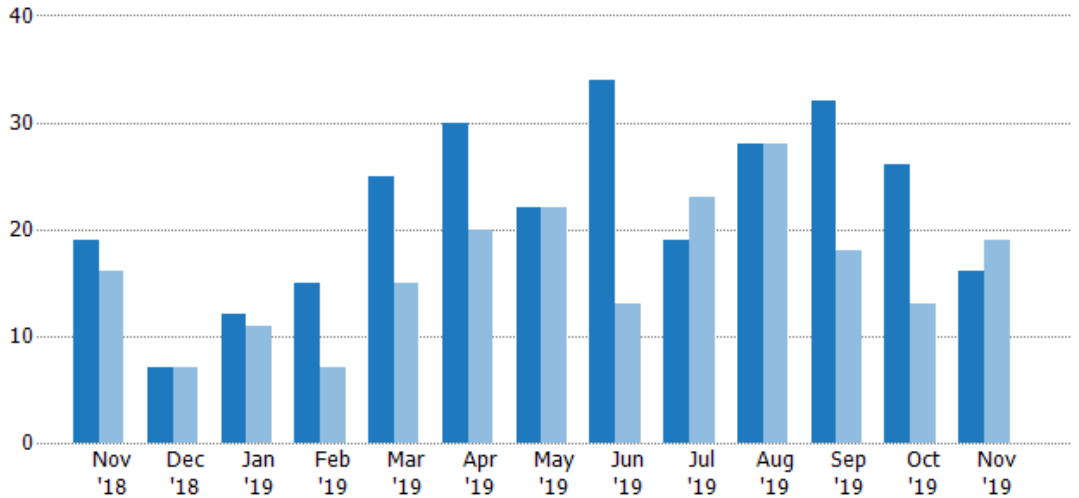
## New Pending Sales

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	19	7	12	15	25	30	22	34	19	28	32	26	16
Prior Year	16	7	11	7	15	20	22	13	23	28	18	13	19
Percent Change from Prior Year	19%	0%	9%	114%	67%	50%	0%	162%	-17%	0%	78%	100%	-16%

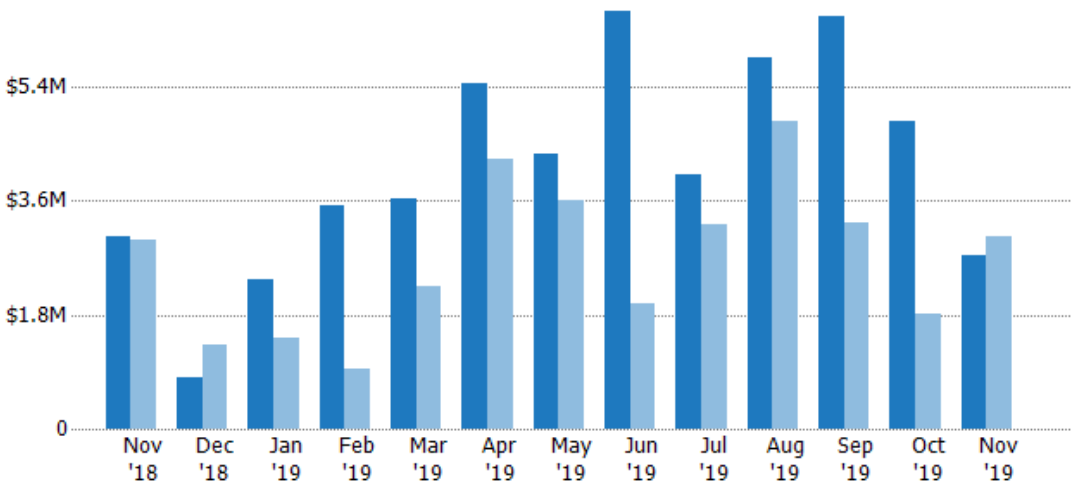
## New Pending Sales Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.04M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.45M	\$4.34M	\$6.58M	\$4.01M	\$5.85M	\$6.5M	\$4.87M	\$2.73M
Prior Year	\$2.97M	\$1.31M	\$1.44M	\$934K	\$2.26M	\$4.26M	\$3.6M	\$1.97M	\$3.22M	\$4.85M	\$3.25M	\$1.83M	\$3.04M
Percent Change from Prior Year	3%	-38%	65%	277%	61%	28%	21%	234%	24%	21%	100%	167%	-10%



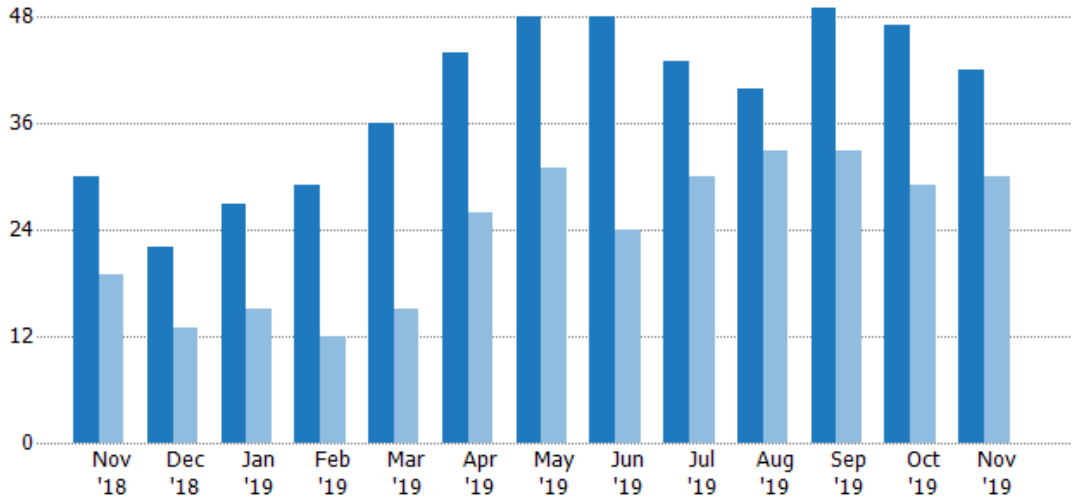
## Pending Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	42	30	40%
Nov '18	30	19	57.9%
Nov '17	19	19	-5.3%

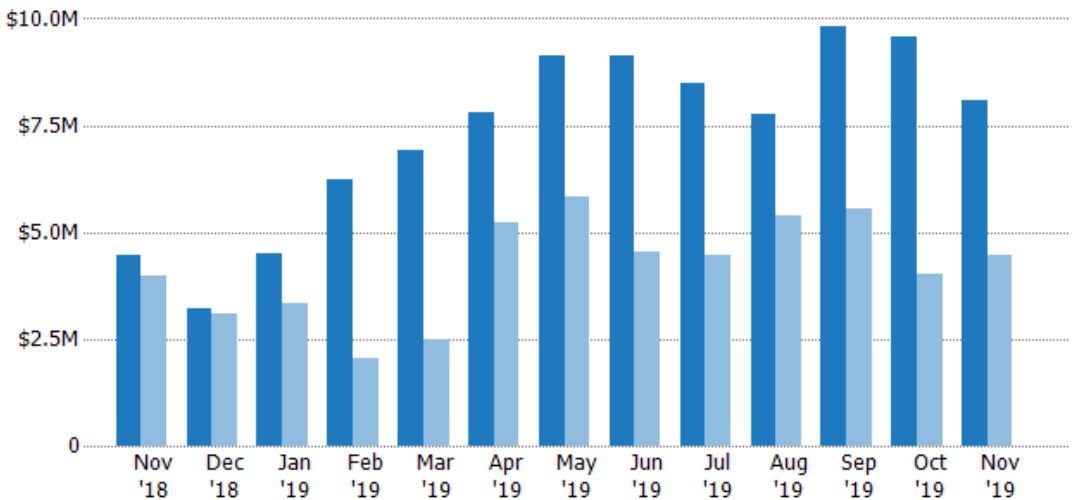
## Pending Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	\$8.08M	\$4.47M	80.6%
Nov '18	\$4.47M	\$3.97M	12.5%
Nov '17	\$3.97M	\$3.97M	-29.7%

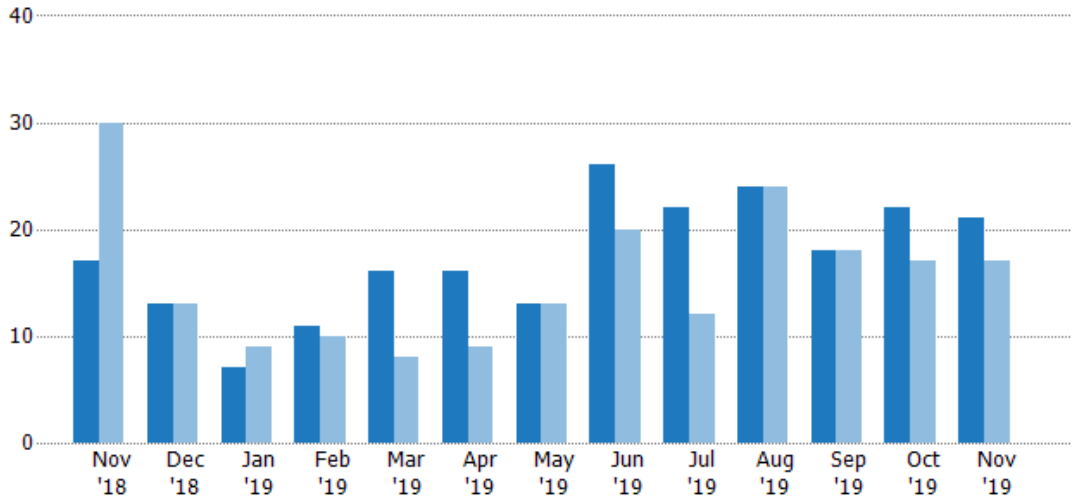
## Closed Sales

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	17	13	7	11	16	16	13	26	22	24	18	22	21
Prior Year	30	13	9	10	8	9	13	20	12	24	18	17	17
Percent Change from Prior Year	-43%	0%	-22%	10%	100%	78%	0%	30%	83%	0%	0%	29%	24%

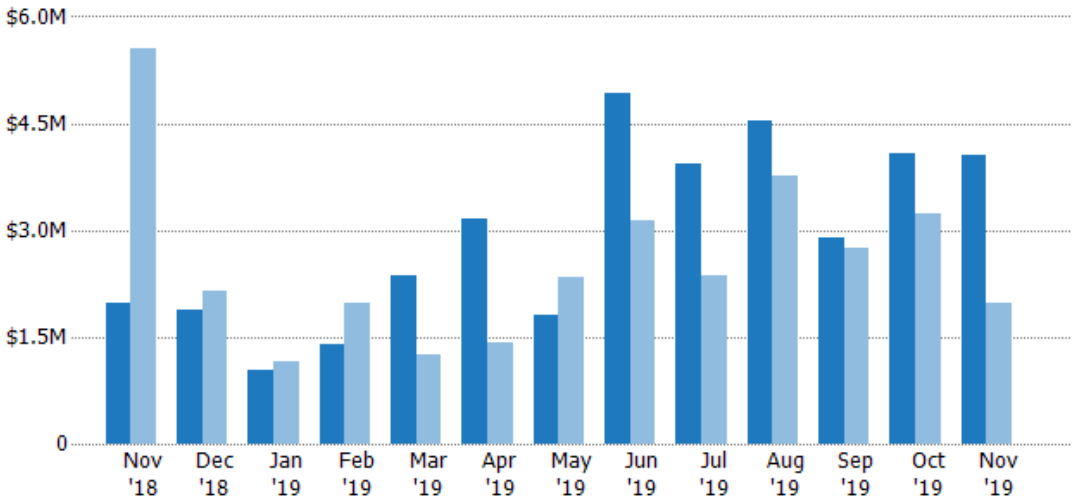
## Closed Sales Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.98M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$3.15M	\$1.81M	\$4.93M	\$3.93M	\$4.53M	\$2.89M	\$4.08M	\$4.05M
Prior Year	\$5.56M	\$2.14M	\$1.16M	\$1.97M	\$1.25M	\$1.41M	\$2.34M	\$3.14M	\$2.37M	\$3.76M	\$2.74M	\$3.23M	\$1.98M
Percent Change from Prior Year	-64%	-12%	-11%	-30%	90%	123%	-23%	57%	66%	21%	5%	26%	104%

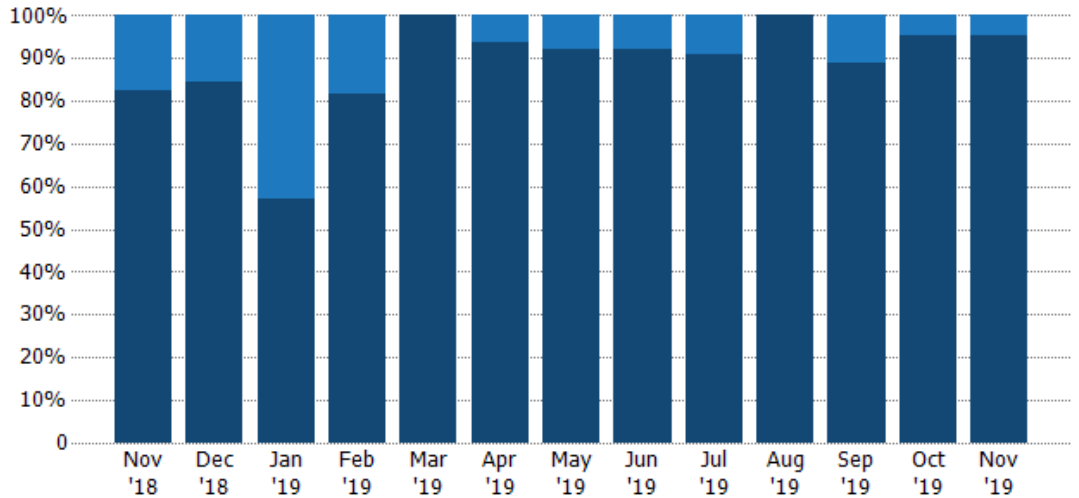
## Closed Sales by Property Type

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	18%	15%	43%	18%	-	6%	8%	8%	9%	-	11%	5%	5%
Single Family Residence	82%	85%	57%	82%	100%	94%	92%	92%	91%	100%	89%	95%	95%

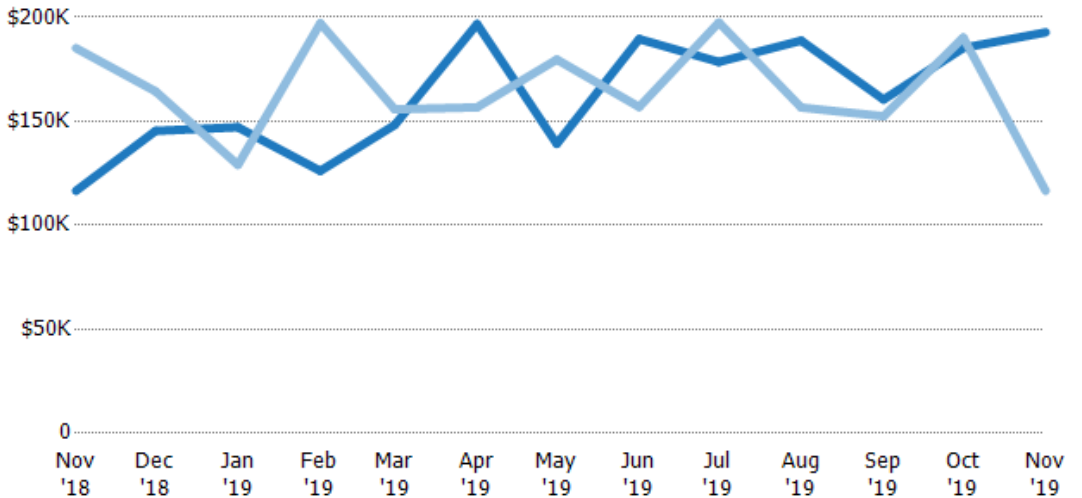
## Average Sales Price

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	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K	\$189K	\$160K	\$185K	\$193K
Prior Year	\$185K	\$164K	\$129K	\$197K	\$156K	\$157K	\$180K	\$157K	\$197K	\$157K	\$152K	\$190K	\$117K
Percent Change from Prior Year	-37%	-12%	14%	-36%	-5%	26%	-23%	21%	-10%	21%	5%	-3%	65%

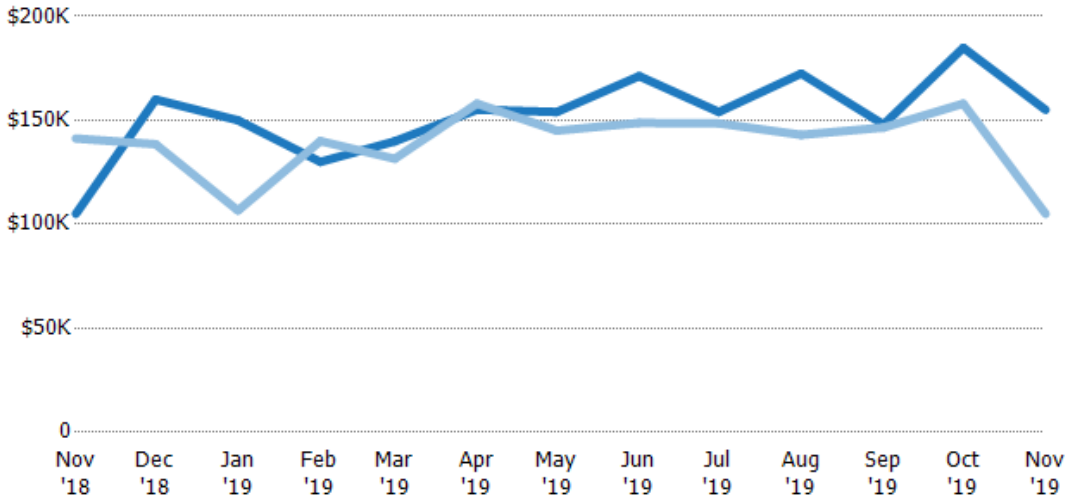
## Median Sales Price

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	Current Year Price	Prior Year Price	Percent Change from Prior Year
Nov '18	\$105K	\$141K	-26%
Dec '18	\$160K	\$139K	16%
Jan '19	\$150K	\$107K	41%
Feb '19	\$130K	\$140K	-7%
Mar '19	\$140K	\$132K	6%
Apr '19	\$155K	\$158K	-2%
May '19	\$154K	\$145K	6%
Jun '19	\$171K	\$149K	15%
Jul '19	\$154K	\$149K	4%
Aug '19	\$172K	\$143K	21%
Sep '19	\$148K	\$147K	1%
Oct '19	\$185K	\$158K	17%
Nov '19	\$155K	\$105K	48%

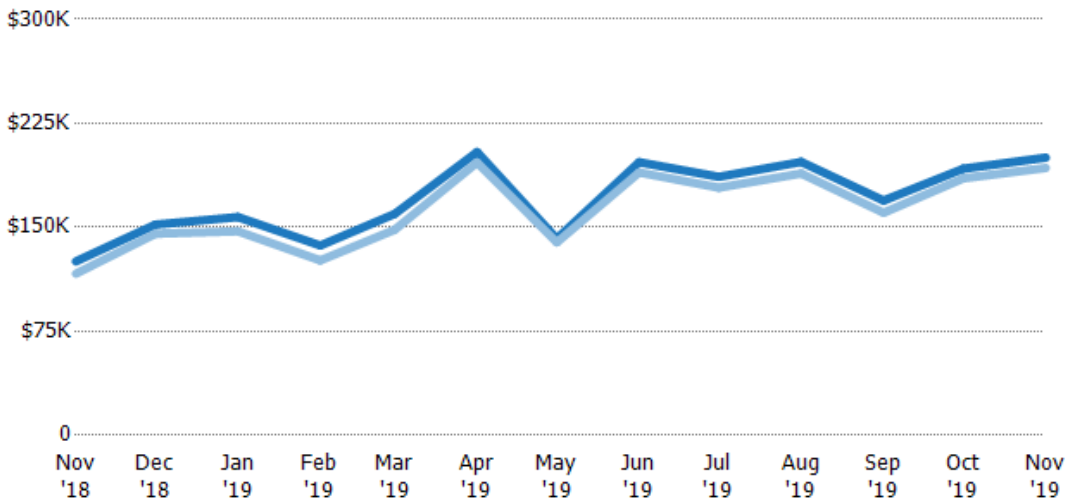
## Average Sales Price vs Average Listing Price

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



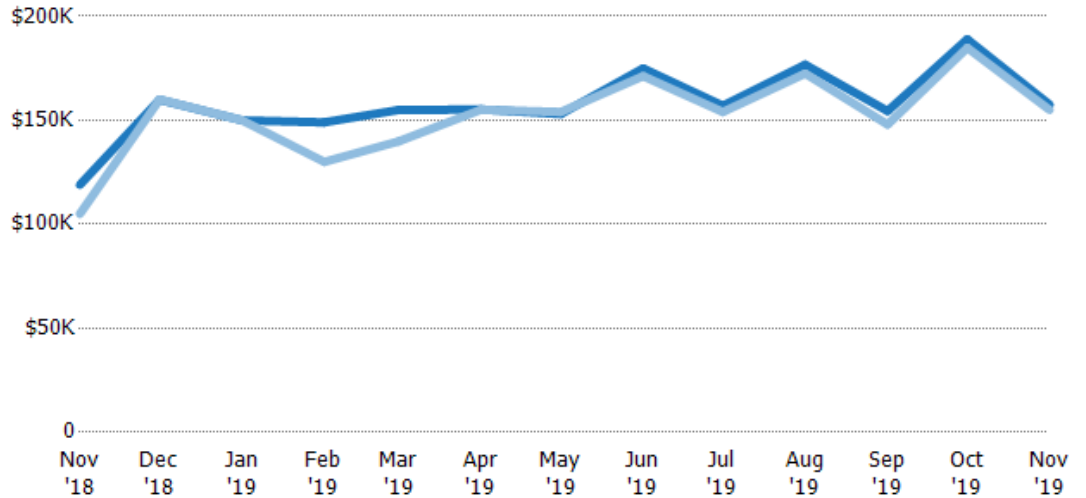
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Nov '18	\$125K	\$117K	93%
Dec '18	\$152K	\$145K	96%
Jan '19	\$157K	\$147K	93%
Feb '19	\$137K	\$126K	92%
Mar '19	\$160K	\$148K	93%
Apr '19	\$204K	\$197K	96%
May '19	\$142K	\$139K	98%
Jun '19	\$197K	\$190K	96%
Jul '19	\$186K	\$179K	96%
Aug '19	\$197K	\$189K	96%
Sep '19	\$169K	\$160K	95%
Oct '19	\$192K	\$185K	96%
Nov '19	\$200K	\$193K	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



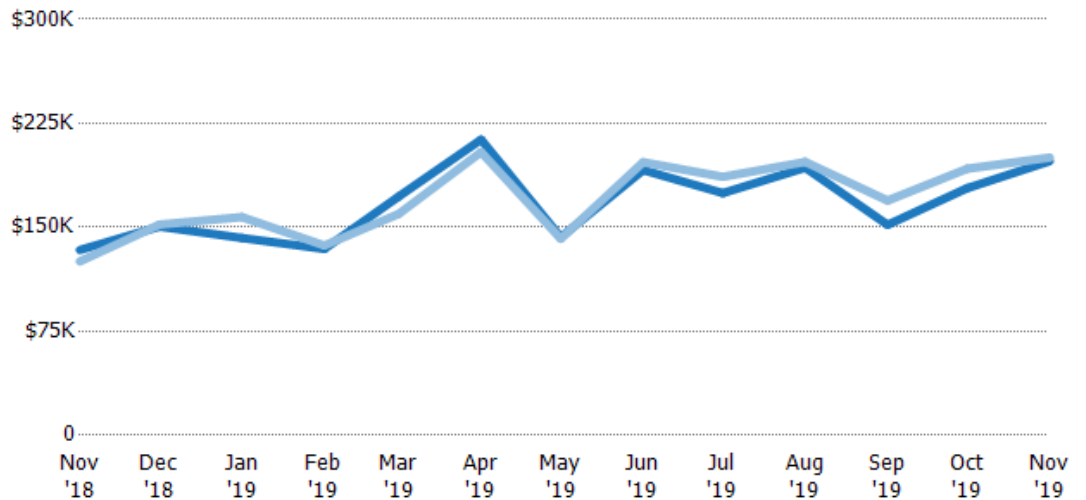
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K	\$154K	\$189K	\$158K
Median Sales Price	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K	\$172K	\$148K	\$185K	\$155K
Med Sales Price as a % of Med List Price	88%	100%	100%	87%	90%	100%	101%	98%	98%	98%	96%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$134K	\$150K	\$142K	\$134K	\$172K	\$213K	\$143K	\$191K	\$175K	\$193K	\$152K	\$178K	\$198K
Avg Sales Price	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K	\$197K	\$169K	\$192K	\$200K
Avg Sales Price as a % of Avg Est Value	94%	101%	111%	102%	93%	96%	99%	103%	107%	102%	112%	108%	101%

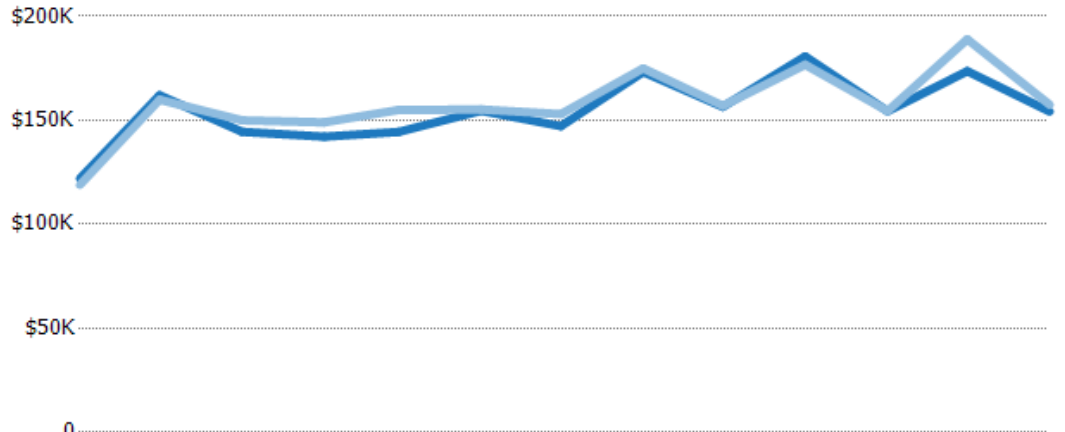
## Median Sales Price vs Median Est Value

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$122K	\$162K	\$144K	\$142K	\$144K	\$155K	\$147K	\$173K	\$156K	\$181K	\$154K	\$174K	\$154K
Median Sales Price	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K	\$154K	\$189K	\$158K
Med Sales Price as a % of Med Est Value	98%	99%	104%	105%	107%	100%	104%	101%	100%	98%	100%	109%	102%