

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	115	91	+26.4%	924	845	+9.3%
New Listing Volume	\$31,137,200	\$18,478,000	+68.5%	\$228,241,464	\$200,216,573	+14%
Active Listing Count	576	578	-0.3%	N/A	N/A	
Active Listing Volume	\$182,532,324	\$164,100,660	+11.2%	N/A	N/A	
Average Listing Price	\$316,896	\$283,911	+11.6%	\$305,996	\$271,925	+12.5%
Median Listing Price	\$222,250	\$199,999	+11.1%	\$213,404	\$190,170	+12.2%
Median Days in RPR	115	120	-4.2%	135.28	129.5	+4.5%
Months of Inventory	6.8	7.6	-10.9%	10.6	9.9	+7.3%
Absorption Rate	14.76%	13.15%	+1.6%	9.41%	10.09%	-0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	105	74	+41.9%	744	563	+32.1%
New Pending Sales Volume	\$22,765,500	\$13,770,450	+65.3%	\$157,711,785	\$108,391,179	+45.5%
Pending Sales Count	167	115	+45.2%	N/A	N/A	
Pending Sales Volume	\$36,264,199	\$22,001,750	+64.8%	N/A	N/A	
Closed Sales Count	68	61	+11.5%	548	453	+21%
Closed Sales Volume	\$13,247,350	\$11,584,550	+14.4%	\$104,416,779	\$83,929,576	+24.4%
Average Sales Price	\$194,814	\$189,911	+2.6%	\$190,542	\$185,275	+2.8%
Median Sales Price	\$155,000	\$169,000	-8.3%	\$159,161	\$153,332	+3.8%

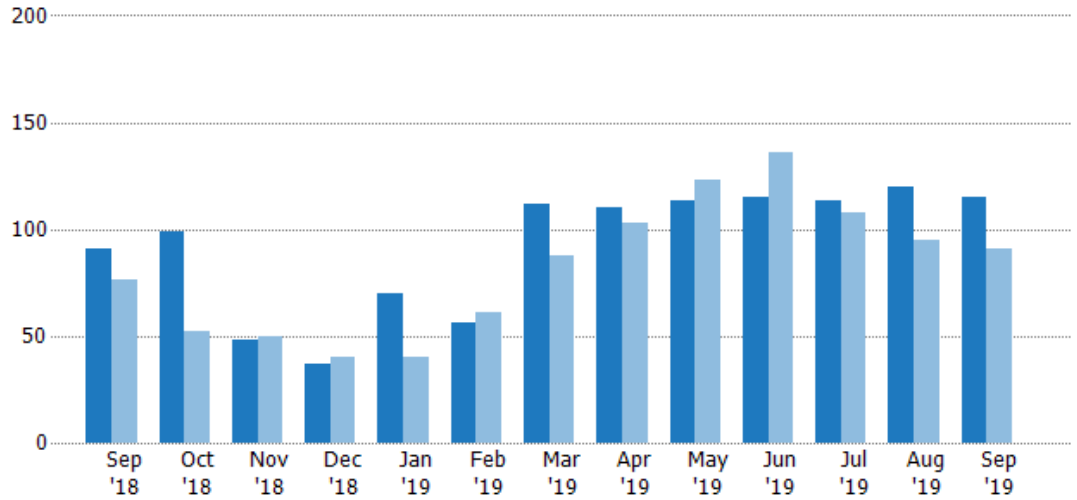
New Listings

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.
Sep '19	115	26.4%
Sep '18	91	19.7%
Sep '17	76	50%



Current Year	91	99	48	37	70	56	112	110	113	115	113	120	115
Prior Year	76	52	50	40	40	61	88	103	123	136	108	95	91
Percent Change from Prior Year	20%	90%	-4%	-8%	75%	-8%	27%	7%	-8%	-15%	5%	26%	26%

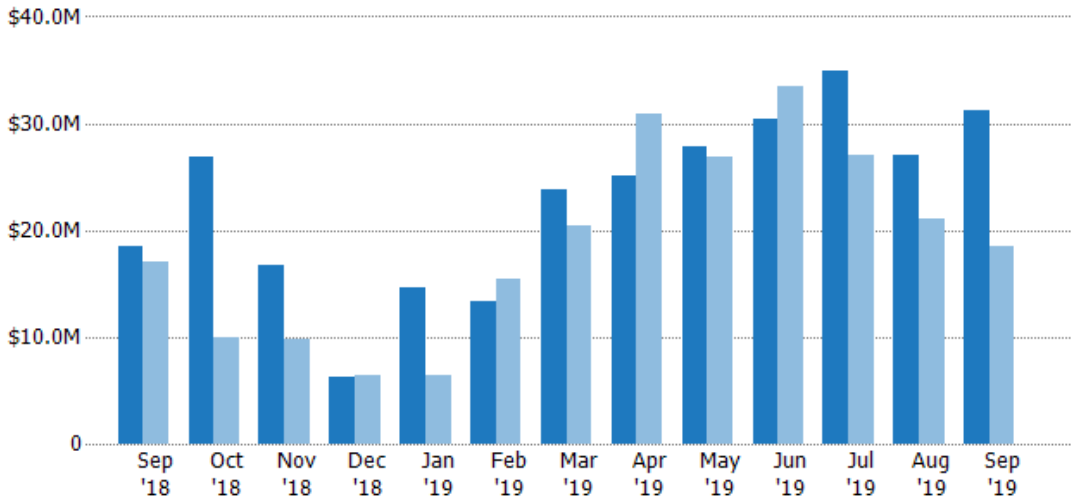
New Listing Volume

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.
Sep '19	\$31.1M	68.5%
Sep '18	\$18.5M	8.8%
Sep '17	\$17M	45.3%



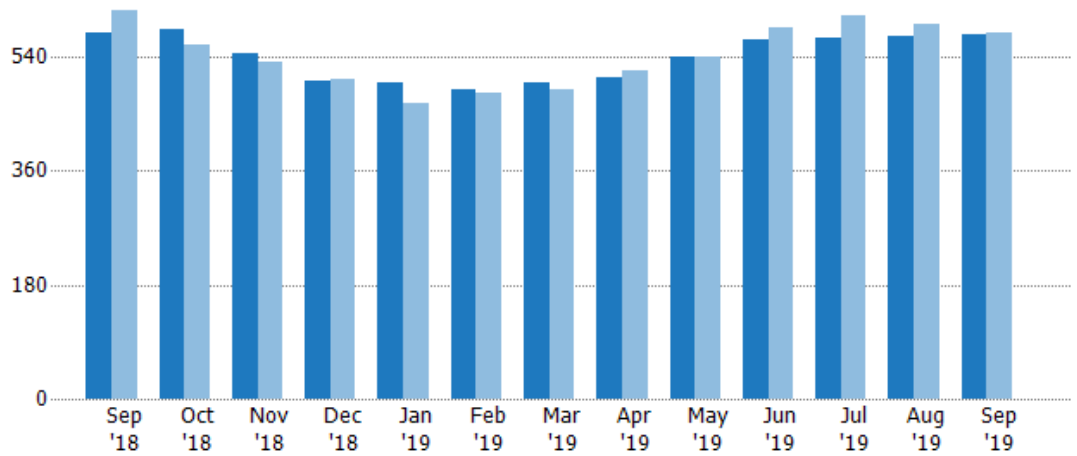
Current Year	\$18.5M	\$26.9M	\$16.7M	\$6.26M	\$14.6M	\$13.3M	\$23.8M	\$25M	\$27.9M	\$30.4M	\$35M	\$27.1M	\$31.1M
Prior Year	\$17M	\$9.99M	\$9.83M	\$6.45M	\$6.43M	\$15.5M	\$20.4M	\$30.9M	\$26.8M	\$33.5M	\$27.1M	\$21M	\$18.5M
Percent Change from Prior Year	9%	169%	69%	-3%	127%	-14%	17%	-19%	4%	-9%	29%	29%	69%

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



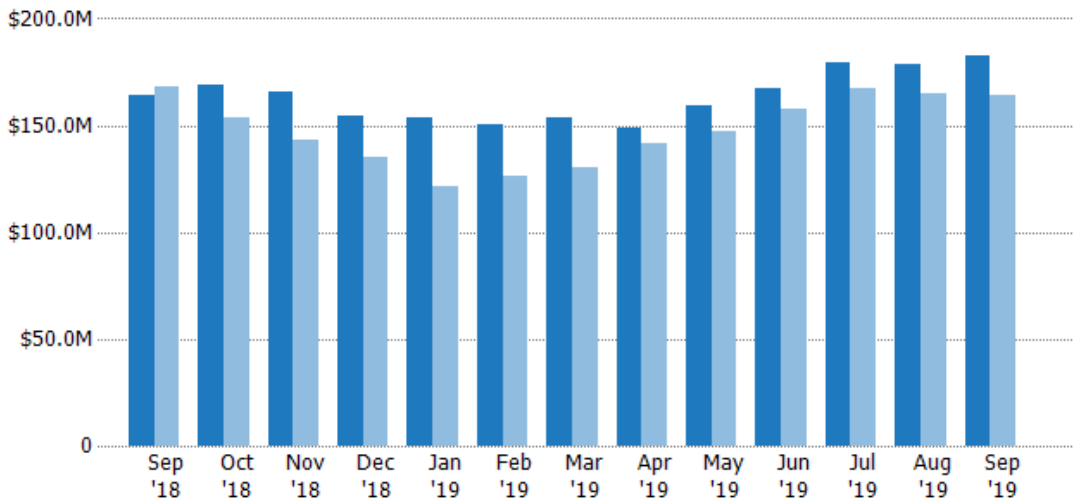
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	578	582	544	503	498	487	499	507	540	568	569	572	576
Prior Year	612	559	531	505	466	482	489	517	541	587	605	591	578
Percent Change from Prior Year	-6%	4%	2%	0%	7%	1%	2%	-2%	0%	-3%	-6%	-3%	0%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$164M	\$169M	\$165M	\$155M	\$153M	\$151M	\$153M	\$149M	\$159M	\$168M	\$179M	\$178M	\$183M
Prior Year	\$168M	\$154M	\$143M	\$135M	\$121M	\$126M	\$130M	\$142M	\$147M	\$158M	\$167M	\$165M	\$164M
Percent Change from Prior Year	-2%	10%	15%	15%	27%	20%	18%	5%	8%	6%	7%	8%	11%

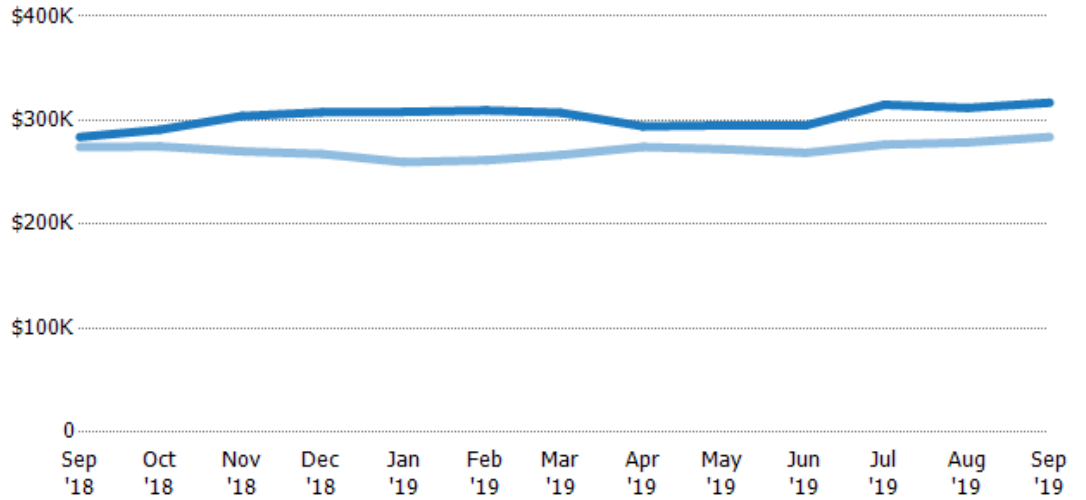
Average Listing Price

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.
Sep '19	\$317K	11.6%
Sep '18	\$284K	3.5%
Sep '17	\$274K	-0.9%



Current Year	\$284K	\$291K	\$304K	\$308K	\$308K	\$309K	\$307K	\$294K	\$295K	\$295K	\$315K	\$312K	\$317K
Prior Year	\$274K	\$275K	\$270K	\$268K	\$260K	\$262K	\$267K	\$274K	\$272K	\$269K	\$277K	\$279K	\$284K
Percent Change from Prior Year	4%	6%	13%	15%	19%	18%	15%	7%	8%	10%	14%	12%	12%

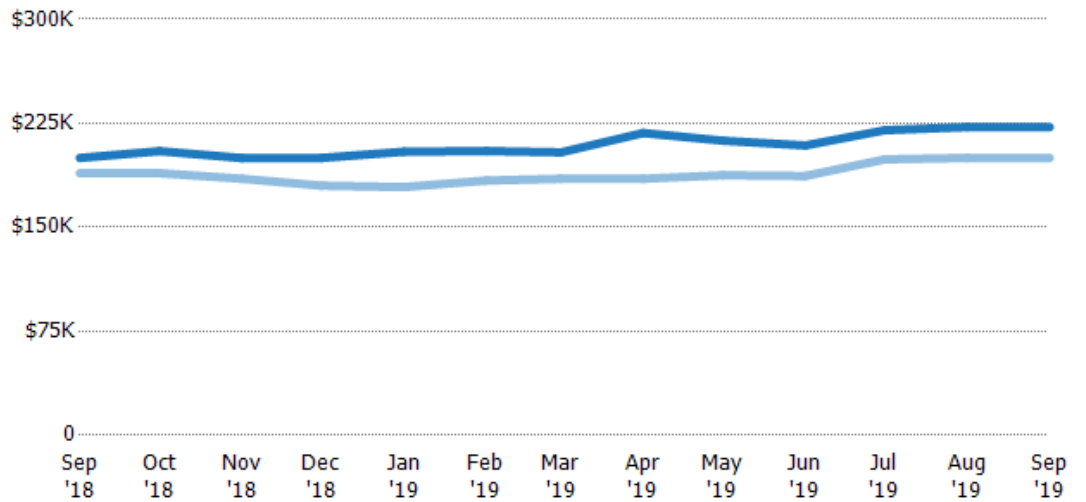
Median Listing Price

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.
Sep '19	\$222K	11.1%
Sep '18	\$200K	5.8%
Sep '17	\$189K	2.9%



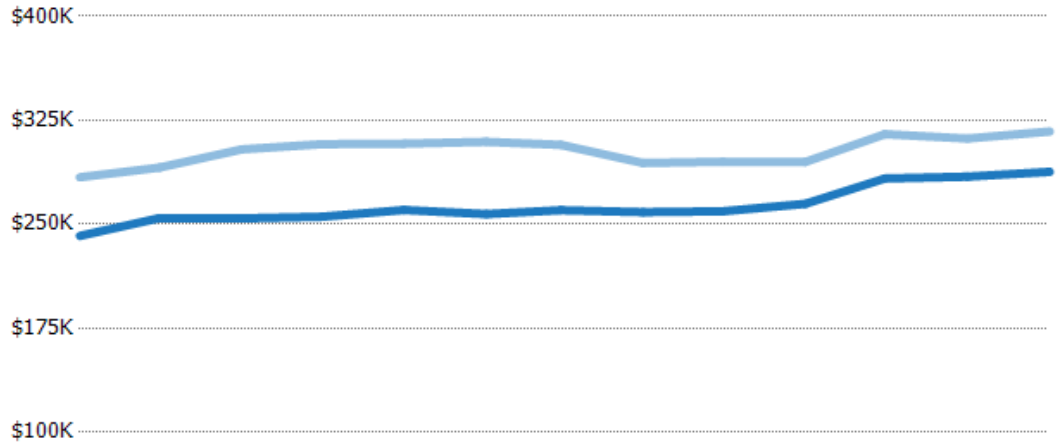
Current Year	\$200K	\$205K	\$200K	\$200K	\$205K	\$205K	\$204K	\$218K	\$212K	\$209K	\$220K	\$222K	\$222K
Prior Year	\$189K	\$189K	\$185K	\$180K	\$179K	\$184K	\$185K	\$185K	\$188K	\$187K	\$199K	\$200K	\$200K
Percent Change from Prior Year	6%	8%	8%	11%	14%	12%	10%	18%	13%	12%	11%	11%	11%

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

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



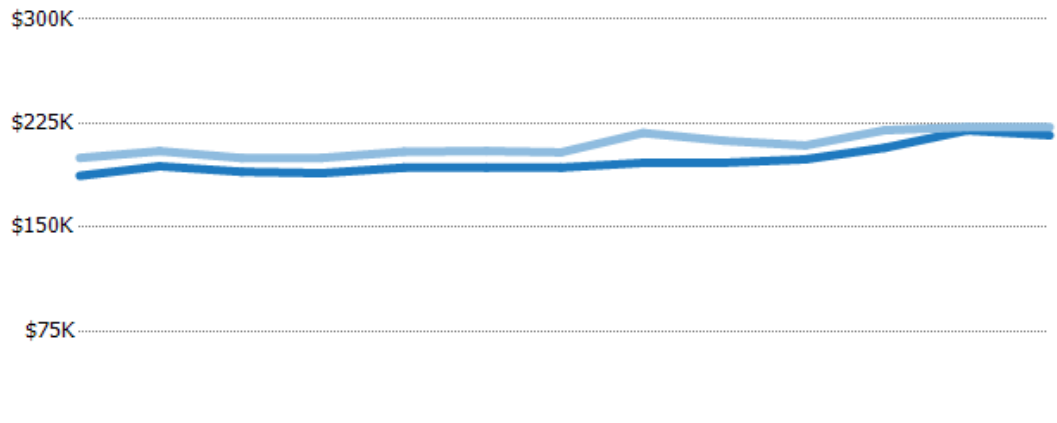
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$242K	\$255K	\$254K	\$255K	\$260K	\$257K	\$260K	\$259K	\$259K	\$265K	\$283K	\$284K	\$288K
Avg Listing Price	\$284K	\$291K	\$304K	\$308K	\$308K	\$309K	\$307K	\$294K	\$295K	\$295K	\$315K	\$312K	\$317K
Avg Listing Price as a % of Avg Est Value	118%	114%	120%	120%	118%	120%	118%	114%	114%	111%	111%	110%	110%

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



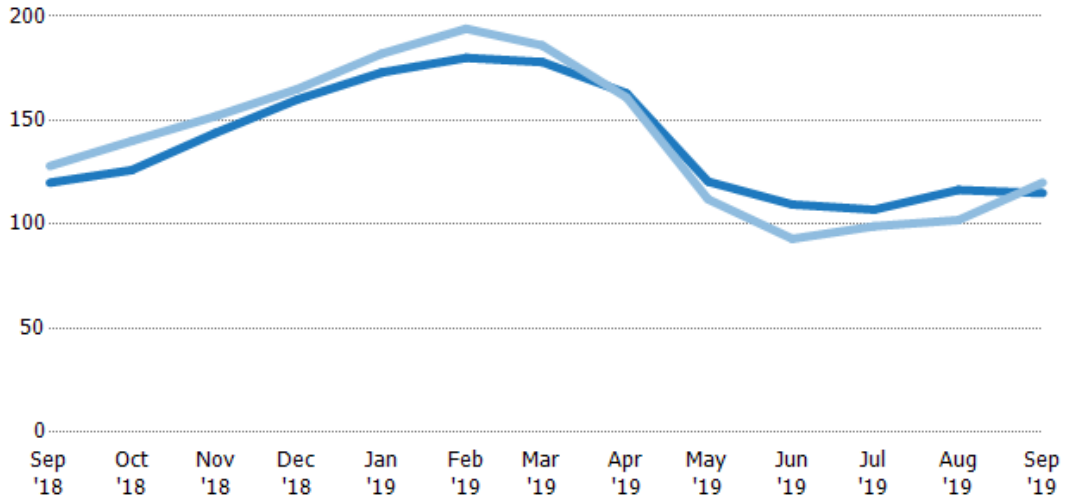
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$187K	\$194K	\$190K	\$189K	\$193K	\$193K	\$193K	\$196K	\$196K	\$199K	\$207K	\$220K	\$216K
Median Listing Price	\$200K	\$205K	\$200K	\$200K	\$205K	\$205K	\$204K	\$218K	\$212K	\$209K	\$220K	\$222K	\$222K
Med Listing Price as a % of Med Est Value	107%	106%	105%	106%	106%	106%	106%	111%	108%	105%	106%	101%	103%

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.
Sep '19	115	-4.2%
Sep '18	120	-6.3%
Sep '17	128	-7%

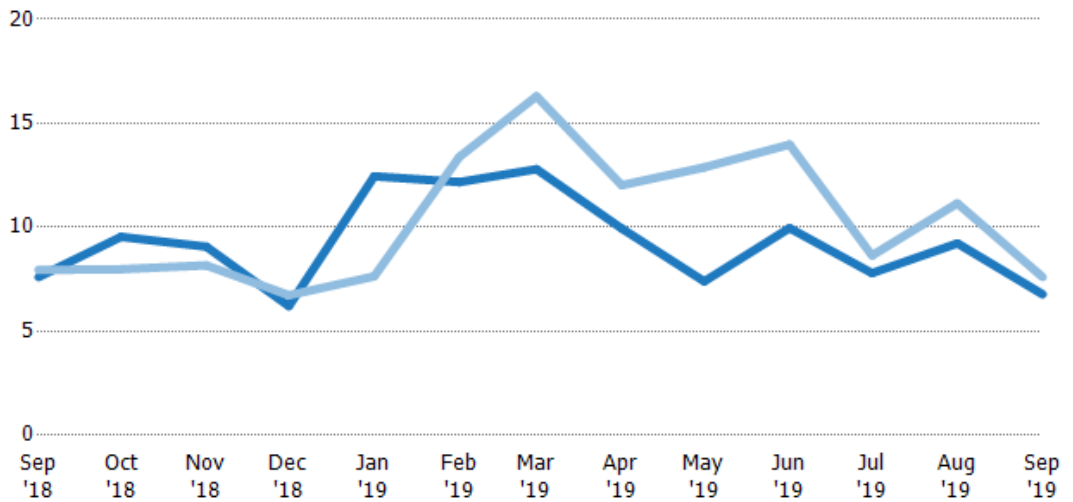
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	120	126	144	160	173	180	178	163	121	110	107	117	115
Prior Year	128	140	152	165	182	194	186	161	112	93	99	102	120
Percent Change from Prior Year	-6%	-10%	-5%	-3%	-5%	-7%	-4%	1%	8%	18%	8%	14%	-4%

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.
Sep '19	6.78	-10.9%
Sep '18	7.61	-4.3%
Sep '17	7.95	46.3%

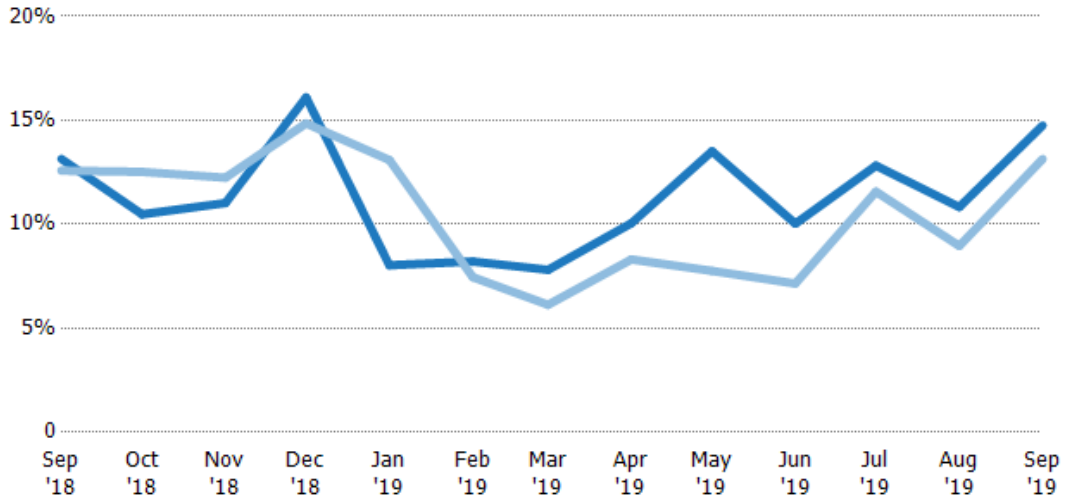
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	7.61	9.54	9.07	6.21	12.5	12.2	12.8	9.94	7.4	9.96	7.79	9.23	6.78
Prior Year	7.95	7.99	8.17	6.73	7.64	13.4	16.3	12	12.9	14	8.64	11.2	7.61
Percent Change from Prior Year	-4%	19%	11%	-8%	63%	-9%	-22%	-17%	-43%	-29%	-10%	-17%	-11%

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



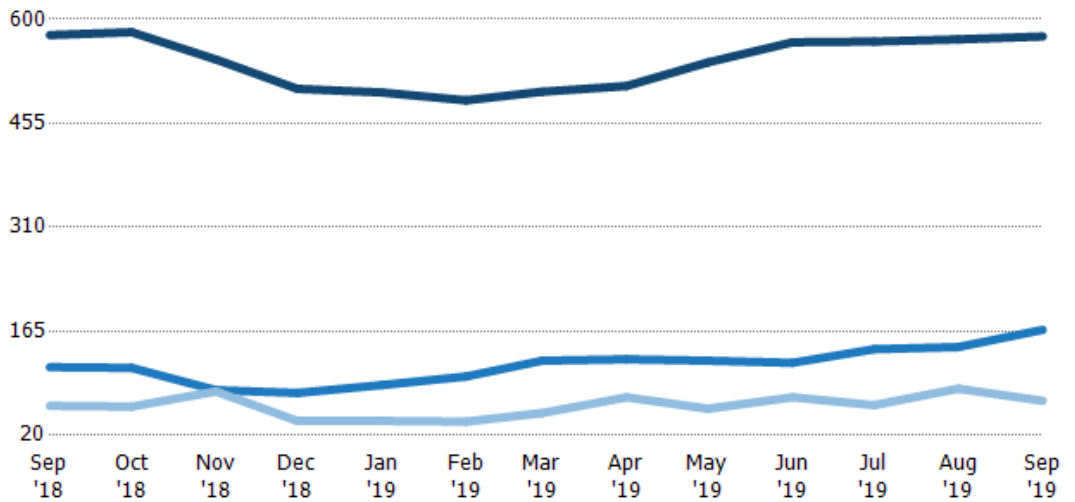
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	13%	10%	11%	16%	8%	8%	8%	10%	14%	10%	13%	11%	15%
Prior Year	13%	13%	12%	15%	13%	7%	6%	8%	8%	7%	12%	9%	13%
Change from Prior Year	-1%	2%	1%	-1%	5%	-1%	-2%	-2%	-6%	-3%	-1%	-2%	-2%

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



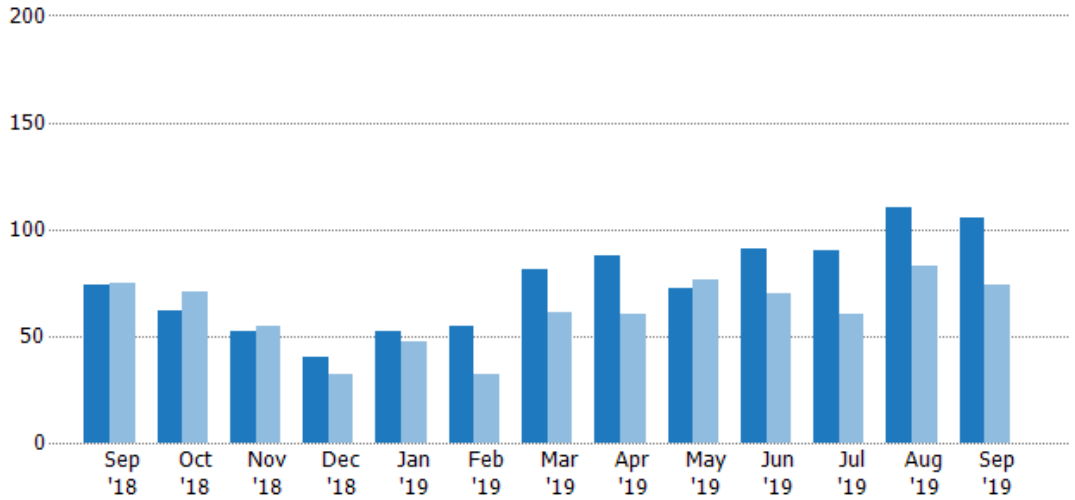
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	578	582	544	503	498	487	499	507	540	568	569	572	576
Pending	115	114	83	79	90	102	124	126	124	121	140	143	167
Sold	61	60	81	40	40	39	51	73	57	73	62	85	68

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



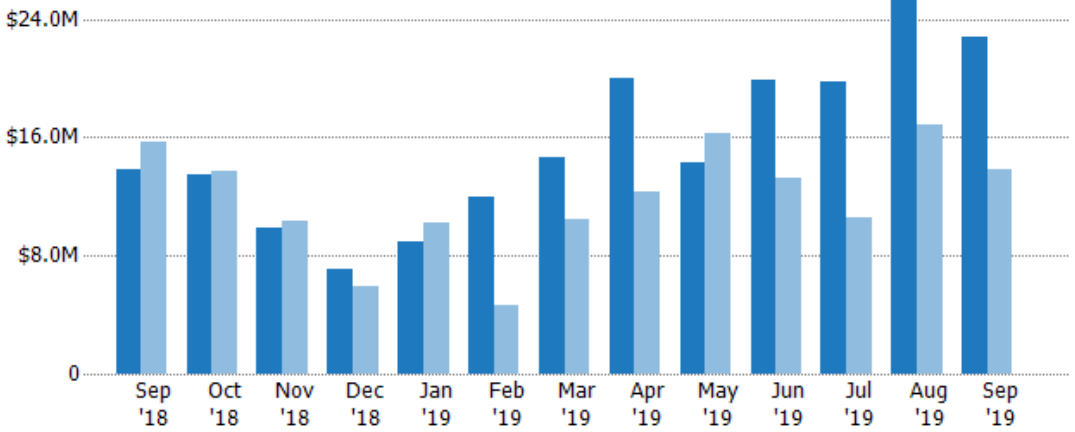
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	74	75	-1%
Oct '18	62	71	-13%
Nov '18	52	55	-5%
Dec '18	40	32	25%
Jan '19	52	47	11%
Feb '19	55	32	72%
Mar '19	81	61	33%
Apr '19	88	60	47%
May '19	72	76	-5%
Jun '19	91	70	30%
Jul '19	90	60	50%
Aug '19	110	83	33%
Sep '19	105	74	42%

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



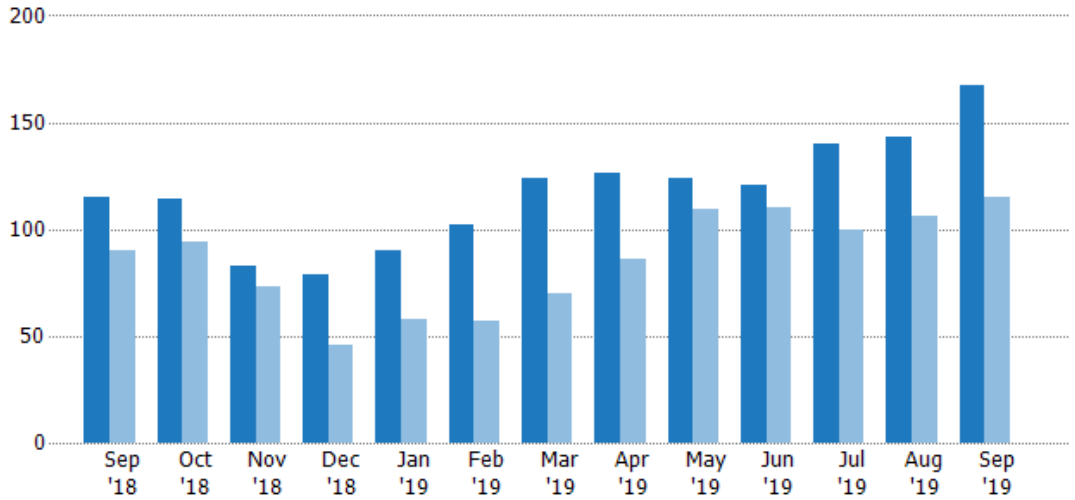
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$13.8M	\$15.7M	-12%
Oct '18	\$13.5M	\$13.7M	-2%
Nov '18	\$9.87M	\$10.4M	-5%
Dec '18	\$7.06M	\$5.86M	20%
Jan '19	\$9M	\$10.2M	-12%
Feb '19	\$12M	\$4.67M	157%
Mar '19	\$14.6M	\$10.5M	39%
Apr '19	\$20M	\$12.3M	63%
May '19	\$14.3M	\$16.3M	-12%
Jun '19	\$19.9M	\$13.2M	50%
Jul '19	\$19.8M	\$10.6M	87%
Aug '19	\$25.4M	\$16.9M	51%
Sep '19	\$22.8M	\$13.8M	65%

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



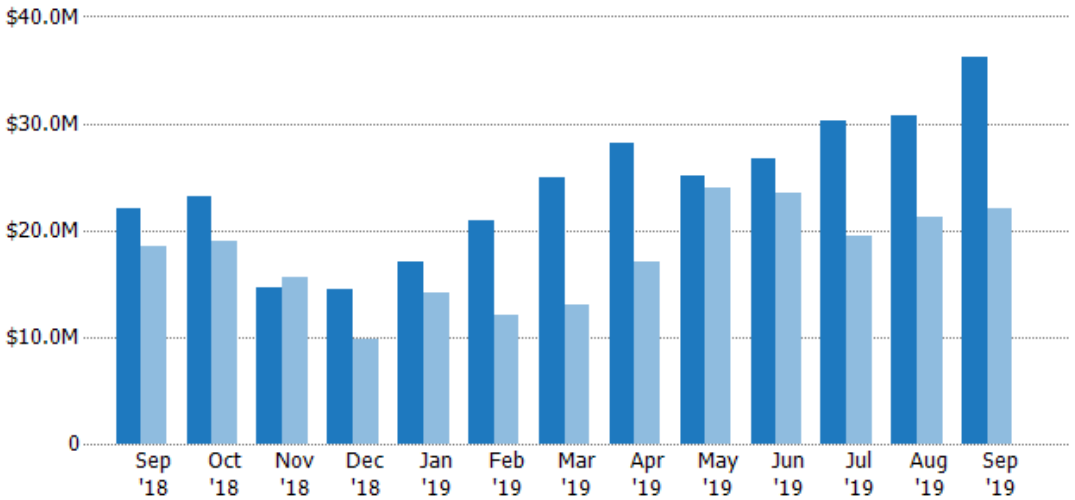
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	115	114	83	79	90	102	124	126	124	121	140	143	167
Prior Year	90	94	73	46	58	57	70	86	109	110	100	106	115
Percent Change from Prior Year	28%	21%	14%	72%	55%	79%	77%	47%	14%	10%	40%	35%	45%

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



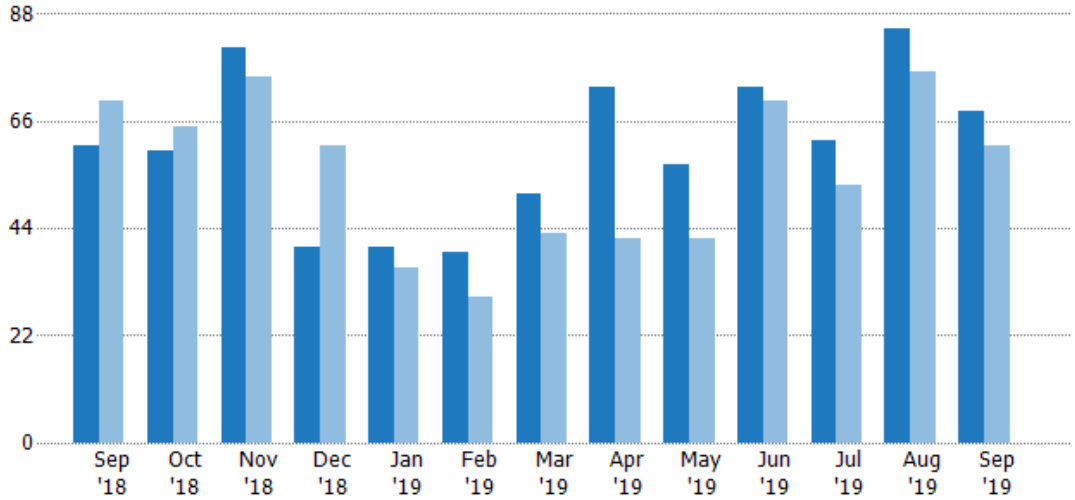
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$22M	\$23.1M	\$14.6M	\$14.4M	\$17M	\$20.9M	\$24.9M	\$28.2M	\$25M	\$26.7M	\$30.3M	\$30.7M	\$36.3M
Prior Year	\$18.5M	\$19M	\$15.5M	\$9.77M	\$14.2M	\$12.1M	\$13M	\$17M	\$24M	\$23.5M	\$19.5M	\$21.2M	\$22M
Percent Change from Prior Year	19%	22%	-6%	47%	20%	73%	91%	65%	4%	14%	55%	44%	65%

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



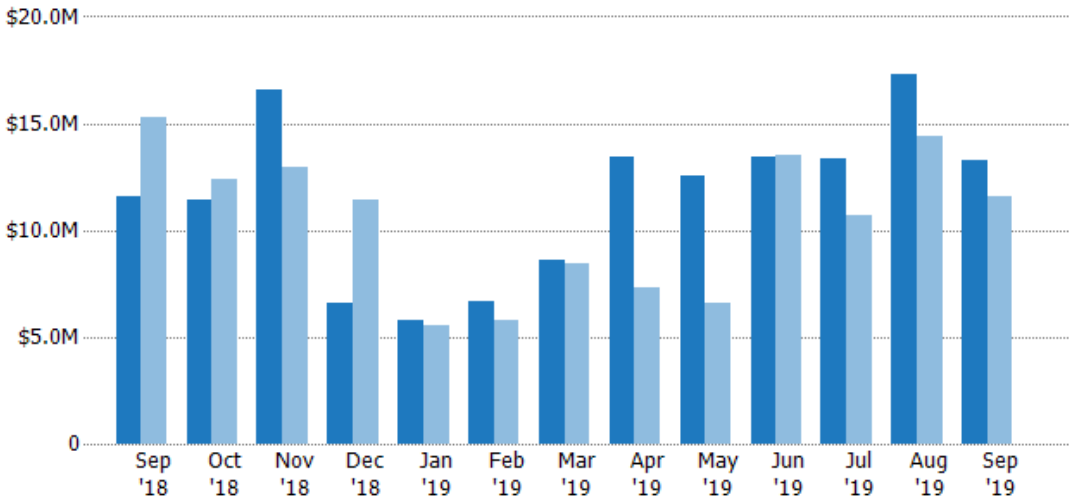
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	61	70	-13%
Oct '18	60	65	-8%
Nov '18	81	75	8%
Dec '18	40	61	-34%
Jan '19	40	36	11%
Feb '19	39	30	30%
Mar '19	51	43	19%
Apr '19	73	42	74%
May '19	57	42	36%
Jun '19	73	70	4%
Jul '19	62	53	17%
Aug '19	85	76	12%
Sep '19	68	61	11%

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



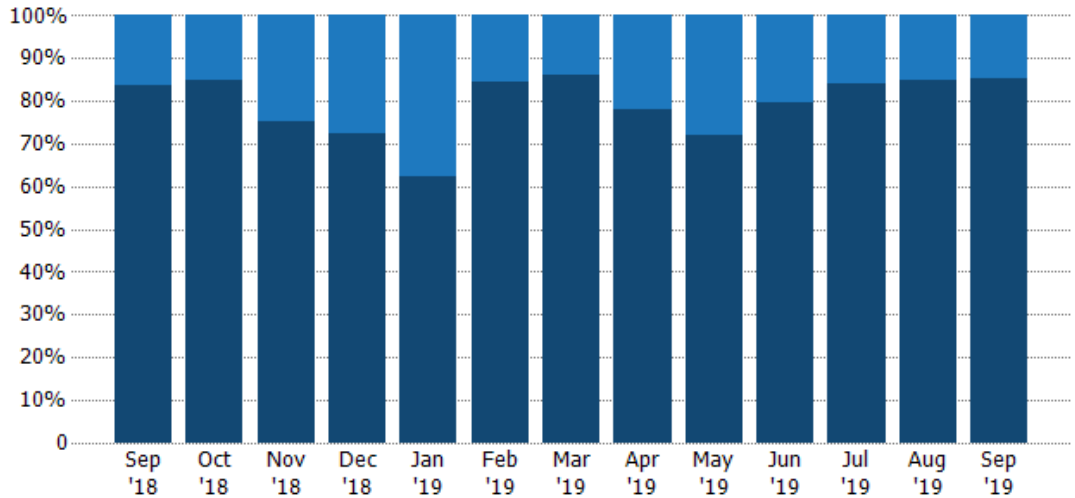
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$11.6M	\$15.3M	-24%
Oct '18	\$11.4M	\$12.4M	-8%
Nov '18	\$16.6M	\$12.9M	29%
Dec '18	\$6.61M	\$11.4M	-42%
Jan '19	\$5.82M	\$5.56M	5%
Feb '19	\$6.68M	\$5.79M	15%
Mar '19	\$8.6M	\$8.45M	2%
Apr '19	\$13.4M	\$7.27M	85%
May '19	\$12.5M	\$6.62M	90%
Jun '19	\$13.4M	\$13.5M	-1%
Jul '19	\$13.4M	\$10.7M	25%
Aug '19	\$17.3M	\$14.4M	20%
Sep '19	\$13.2M	\$11.6M	14%

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



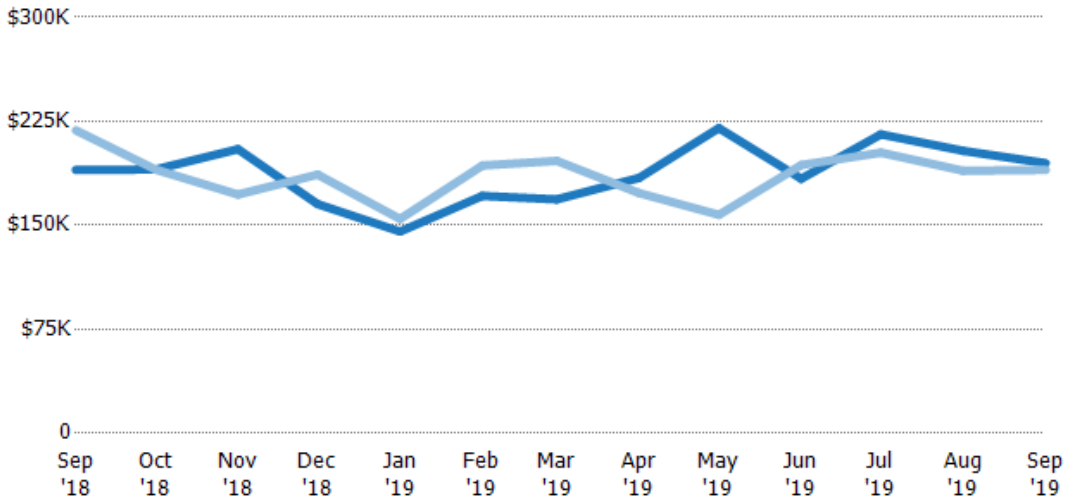
Condo/Townhouse	16%	15%	25%	28%	38%	15%	14%	22%	28%	21%	16%	15%	15%
Single Family Residence	84%	85%	75%	73%	63%	85%	86%	78%	72%	79%	84%	85%	85%

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



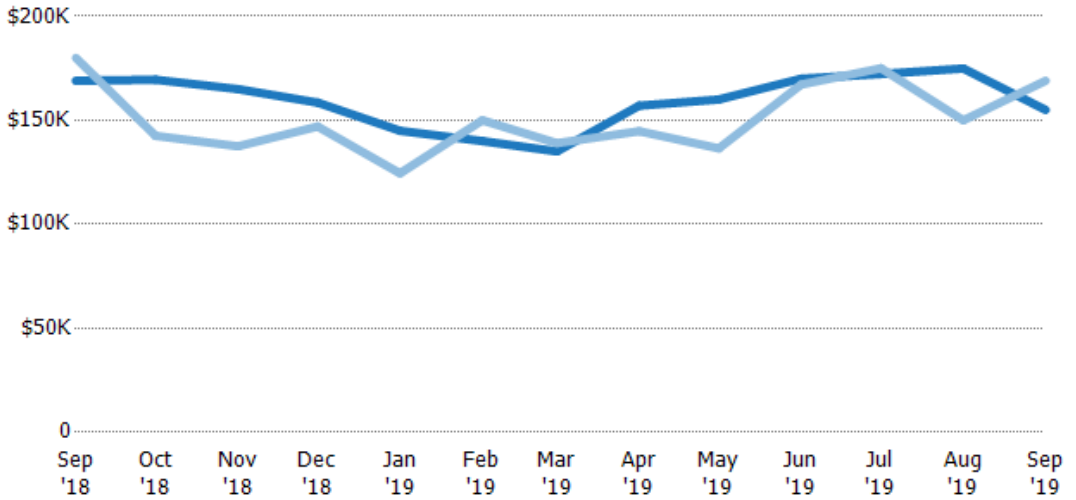
Current Year	\$190K	\$190K	\$205K	\$165K	\$145K	\$171K	\$169K	\$184K	\$220K	\$184K	\$216K	\$204K	\$195K
Prior Year	\$218K	\$190K	\$172K	\$187K	\$155K	\$193K	\$196K	\$173K	\$158K	\$193K	\$202K	\$189K	\$190K
Percent Change from Prior Year	-13%	0%	19%	-11%	-6%	-11%	-14%	6%	40%	-5%	7%	8%	3%

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



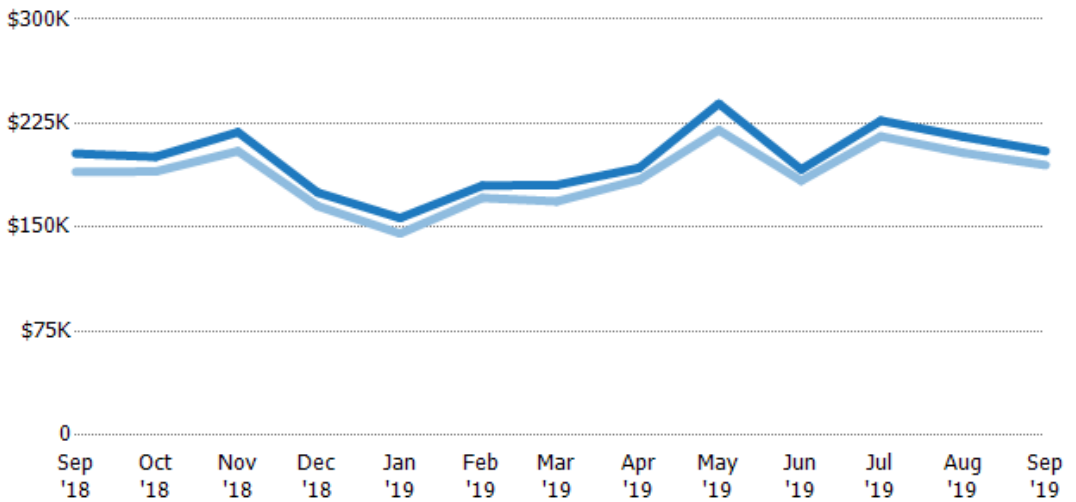
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$160K	\$170K	\$172K	\$175K	\$155K
Prior Year	\$180K	\$143K	\$138K	\$147K	\$125K	\$150K	\$139K	\$145K	\$137K	\$167K	\$175K	\$150K	\$169K
Percent Change from Prior Year	-6%	19%	20%	8%	16%	-7%	-3%	8%	17%	2%	-2%	17%	-8%

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



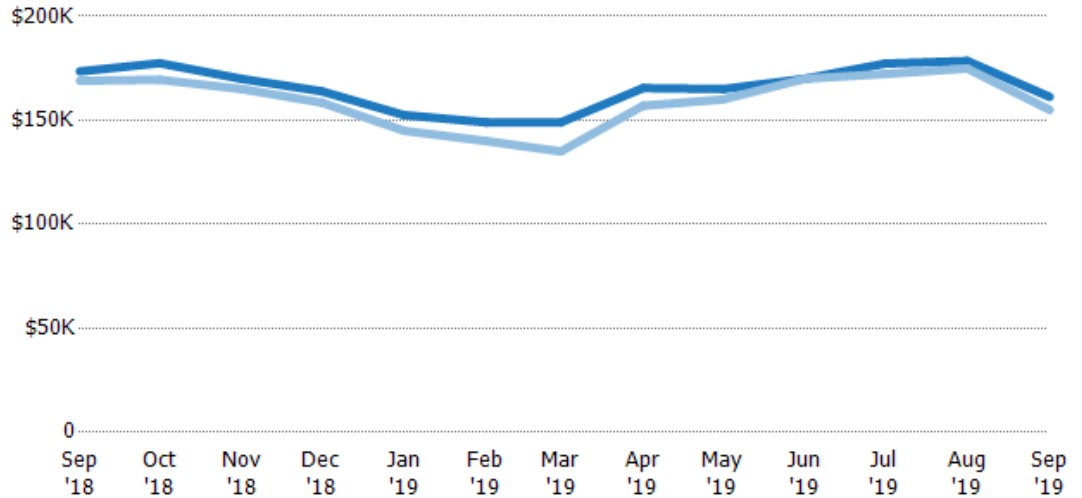
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$203K	\$201K	\$219K	\$175K	\$157K	\$180K	\$180K	\$193K	\$239K	\$192K	\$227K	\$215K	\$205K
Avg Sales Price	\$190K	\$190K	\$205K	\$165K	\$145K	\$171K	\$169K	\$184K	\$220K	\$184K	\$216K	\$204K	\$195K
Avg Sales Price as a % of Avg List Price	94%	95%	94%	94%	93%	95%	93%	96%	92%	96%	95%	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



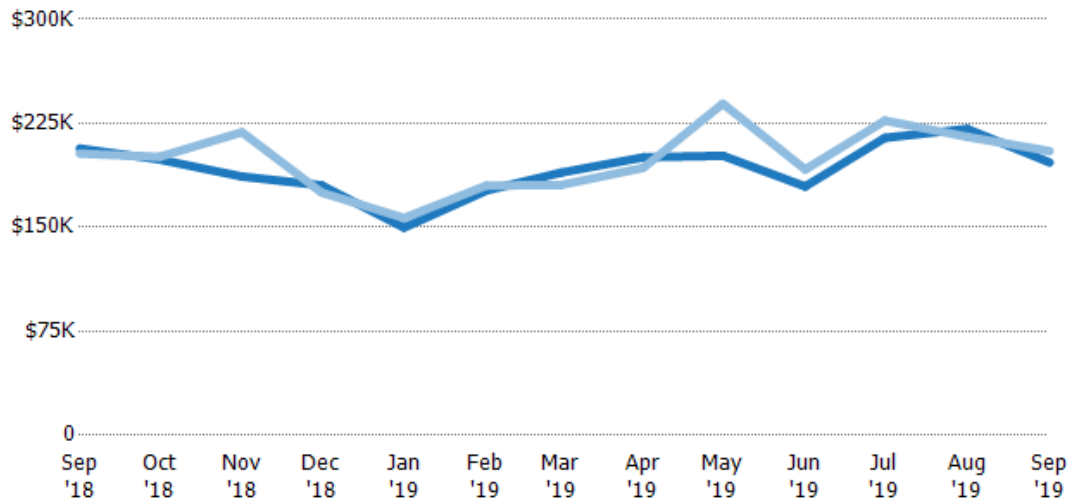
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$174K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$166K	\$165K	\$170K	\$177K	\$179K	\$161K
Median Sales Price	\$169K	\$170K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$160K	\$170K	\$172K	\$175K	\$155K
Med Sales Price as a % of Med List Price	97%	96%	97%	97%	95%	94%	91%	95%	97%	100%	97%	98%	96%

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



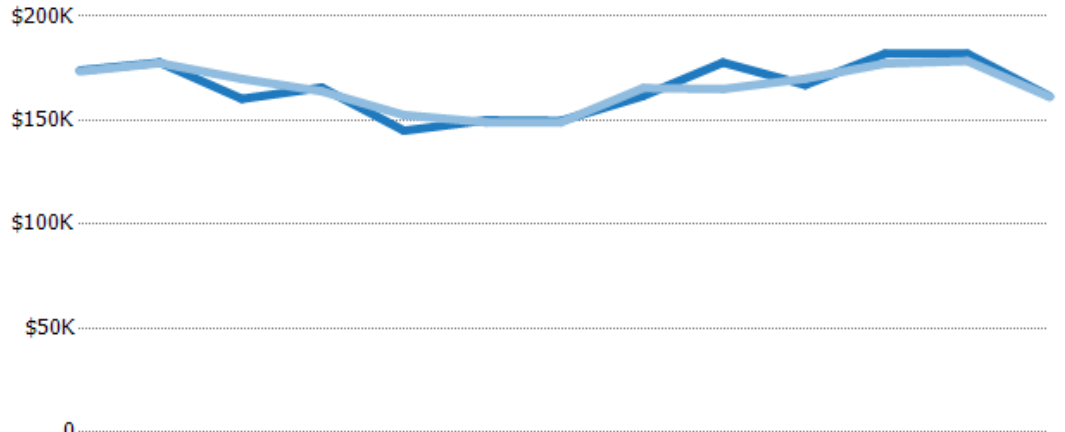
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$207K	\$199K	\$187K	\$180K	\$150K	\$177K	\$189K	\$200K	\$202K	\$179K	\$214K	\$221K	\$197K
Avg Sales Price	\$203K	\$201K	\$219K	\$175K	\$157K	\$180K	\$180K	\$193K	\$239K	\$192K	\$227K	\$215K	\$205K
Avg Sales Price as a % of Avg Est Value	98%	101%	117%	97%	105%	102%	95%	96%	119%	107%	106%	97%	104%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$174K	\$178K	\$160K	\$166K	\$145K	\$150K	\$150K	\$162K	\$178K	\$167K	\$182K	\$182K	\$161K
Median Sales Price	\$174K	\$177K	\$170K	\$164K	\$153K	\$149K	\$149K	\$166K	\$165K	\$170K	\$177K	\$179K	\$161K
Med Sales Price as a % of Med Est Value	100%	100%	106%	99%	105%	99%	100%	102%	93%	102%	97%	98%	100%