

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	30	-40%	279	252	+10.7%
New Listing Volume	\$3,835,354	\$5,510,600	-30.4%	\$51,720,283	\$50,594,149	+2.2%
Active Listing Count	125	120	+4.2%	N/A	N/A	
Active Listing Volume	\$26,703,294	\$27,560,399	-3.1%	N/A	N/A	
Average Listing Price	\$213,626	\$229,670	-7%	\$215,514	\$216,705	-0.5%
Median Listing Price	\$167,500	\$185,000	-9.5%	\$174,238	\$176,644	-1.4%
Median Days in RPR	97	112	-13.4%	104.6	106.12	-1.4%
Months of Inventory	6.9	6.7	+4.2%	9	7.3	+24.3%
Absorption Rate	14.4%	15%	-0.6%	11.09%	13.79%	-2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	26	13	+100%	243	170	+42.9%
New Pending Sales Volume	\$4,865,000	\$1,825,050	+166.6%	\$47,116,389	\$27,598,330	+70.7%
Pending Sales Count	47	29	+62.1%	N/A	N/A	
Pending Sales Volume	\$9,555,900	\$4,009,550	+138.3%	N/A	N/A	
Closed Sales Count	22	16	+37.5%	175	139	+25.9%
Closed Sales Volume	\$4,076,100	\$3,194,740	+27.6%	\$30,096,964	\$23,330,140	+29%
Average Sales Price	\$185,277	\$199,671	-7.2%	\$171,983	\$167,843	+2.5%
Median Sales Price	\$184,850	\$166,000	+11.4%	\$159,490	\$145,327	+9.7%

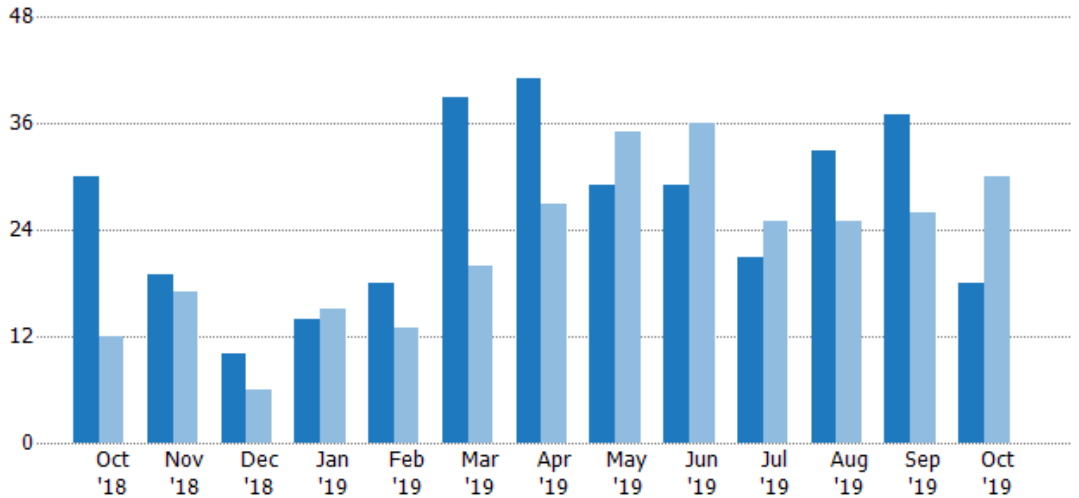
New Listings

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.
Oct '19	18	-40%
Oct '18	30	150%
Oct '17	12	33.3%

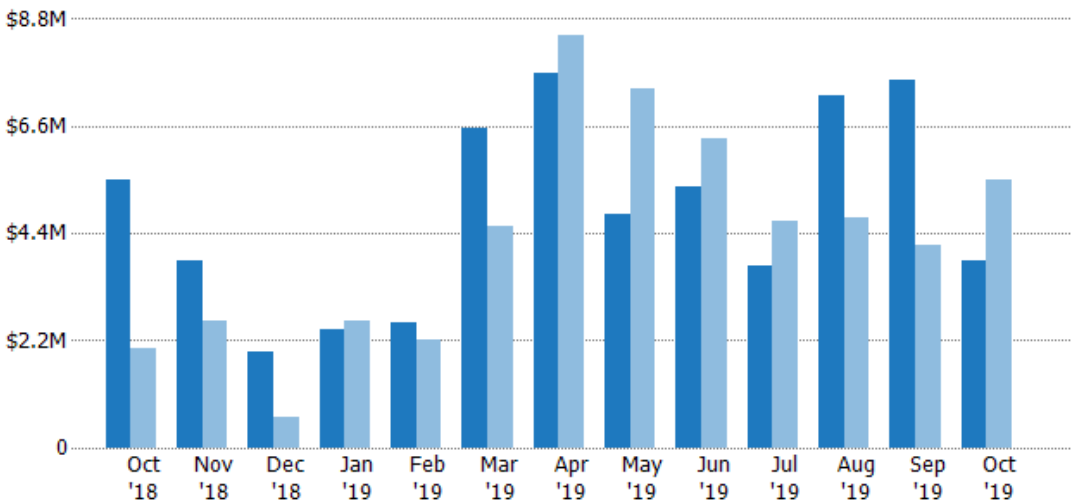
New Listing Volume

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.
Oct '19	\$3.84M	-30.4%
Oct '18	\$5.51M	169.2%
Oct '17	\$2.05M	41.8%

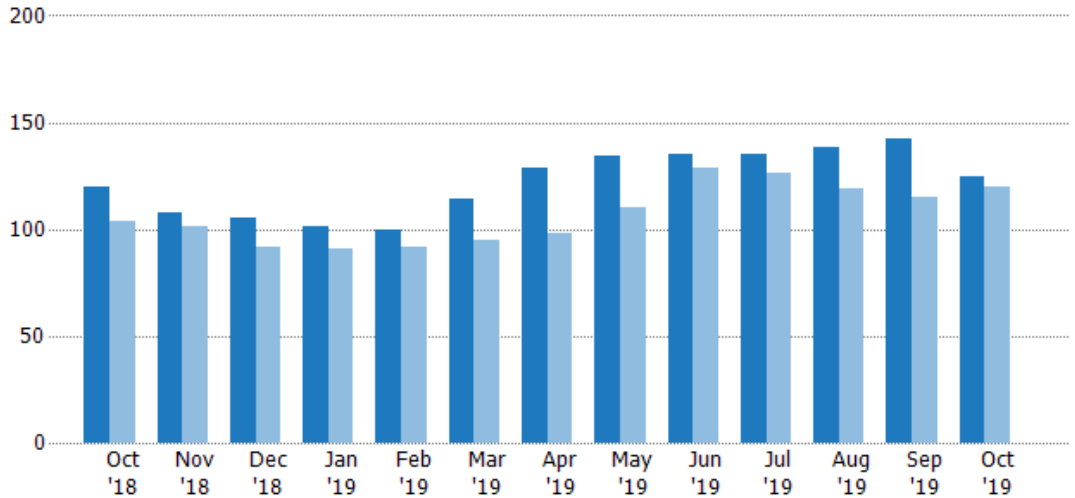
Active Listings

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	120	108	105	101	100	114	129	134	135	135	138	142	125
Prior Year	104	101	92	91	92	95	98	110	129	126	119	115	120
Percent Change from Prior Year	15%	7%	14%	11%	9%	20%	32%	22%	5%	7%	16%	23%	4%

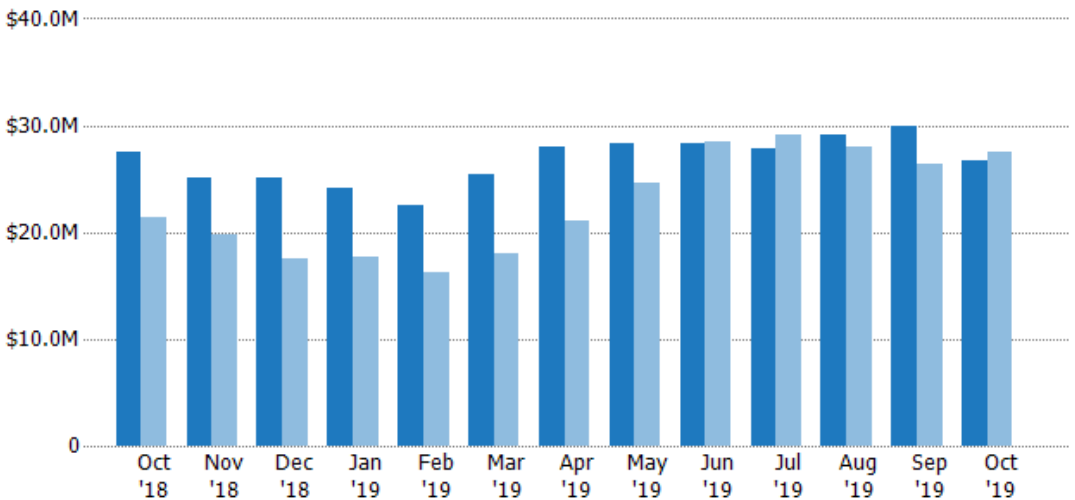
Active Listing Volume

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$27.6M	\$25.1M	\$25M	\$24.2M	\$22.5M	\$25.3M	\$28M	\$28.3M	\$28.3M	\$27.9M	\$29M	\$29.8M	\$26.7M
Prior Year	\$21.4M	\$19.8M	\$17.6M	\$17.7M	\$16.3M	\$18.1M	\$21.1M	\$24.7M	\$28.5M	\$29.1M	\$28M	\$26.3M	\$27.6M
Percent Change from Prior Year	29%	27%	42%	36%	38%	40%	33%	15%	-1%	-4%	4%	13%	-3%

Average Listing Price

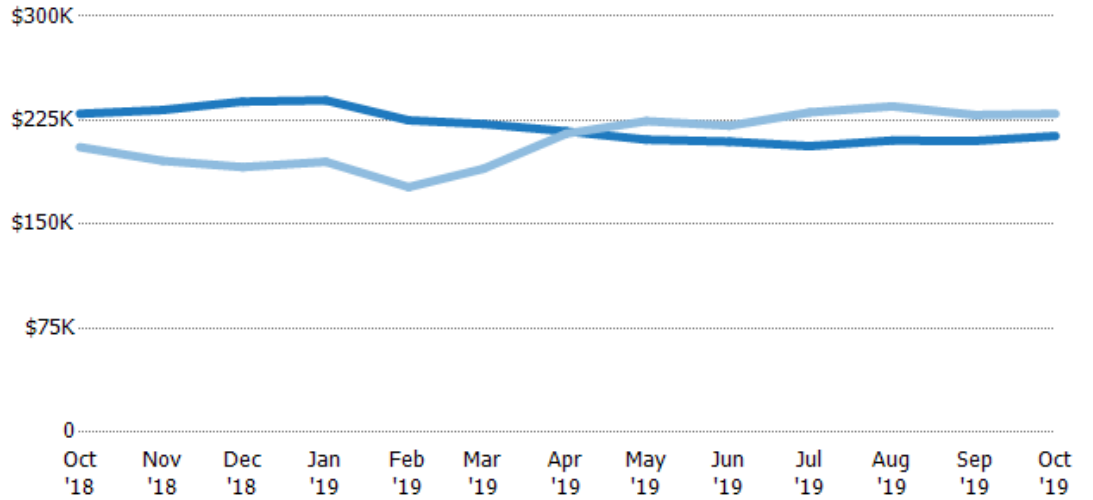
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Oct '19	\$214K	-7%
Oct '18	\$230K	11.7%
Oct '17	\$206K	6.9%



Current Year	\$230K	\$232K	\$238K	\$239K	\$225K	\$222K	\$217K	\$211K	\$210K	\$206K	\$210K	\$210K	\$214K
Prior Year	\$206K	\$196K	\$191K	\$195K	\$177K	\$190K	\$215K	\$224K	\$221K	\$231K	\$235K	\$229K	\$230K
Percent Change from Prior Year	12%	19%	25%	23%	27%	17%	1%	-6%	-5%	-11%	-10%	-8%	-7%

Median Listing Price

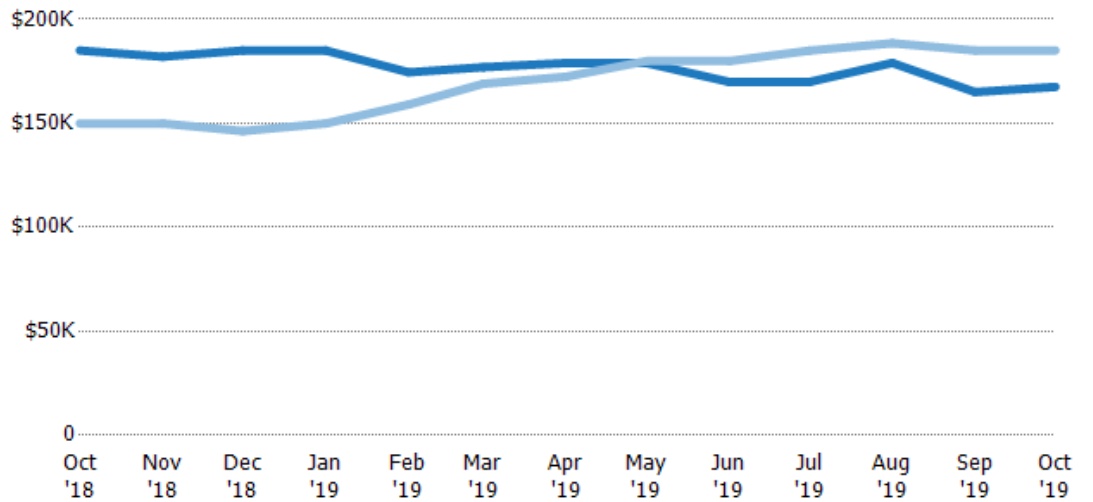
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Oct '19	\$168K	-9.5%
Oct '18	\$185K	23.4%
Oct '17	\$150K	6.6%



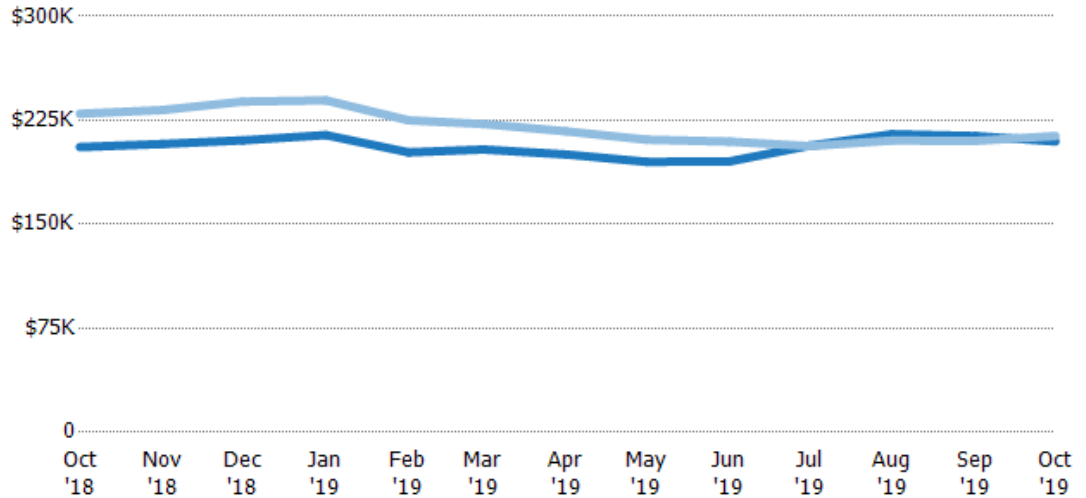
Current Year	\$185K	\$182K	\$185K	\$185K	\$175K	\$177K	\$179K	\$179K	\$170K	\$170K	\$179K	\$165K	\$168K
Prior Year	\$150K	\$150K	\$146K	\$150K	\$159K	\$169K	\$172K	\$180K	\$180K	\$185K	\$189K	\$185K	\$185K
Percent Change from Prior Year	23%	21%	26%	23%	10%	5%	4%	-1%	-6%	-8%	-5%	-11%	-9%

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



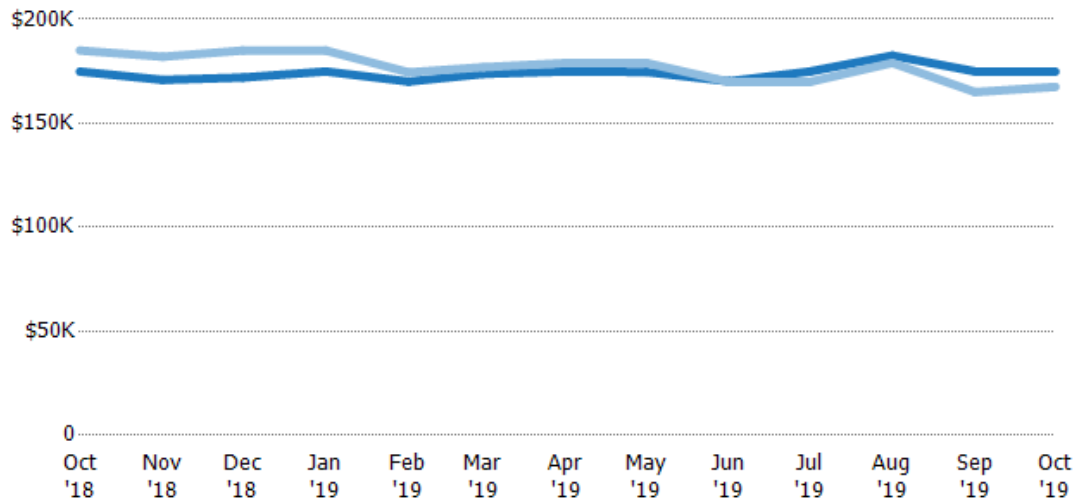
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$206K	\$208K	\$211K	\$214K	\$202K	\$204K	\$200K	\$195K	\$195K	\$207K	\$215K	\$214K	\$210K
Avg Listing Price	\$230K	\$232K	\$238K	\$239K	\$225K	\$222K	\$217K	\$211K	\$210K	\$206K	\$210K	\$210K	\$214K
Avg Listing Price as a % of Avg Est Value	112%	112%	113%	112%	111%	109%	108%	108%	107%	100%	98%	98%	102%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$175K	\$171K	\$172K	\$175K	\$170K	\$174K	\$175K	\$175K	\$170K	\$175K	\$183K	\$175K	\$175K
Median Listing Price	\$185K	\$182K	\$185K	\$185K	\$175K	\$177K	\$179K	\$179K	\$170K	\$170K	\$179K	\$165K	\$168K
Med Listing Price as a % of Med Est Value	106%	107%	108%	106%	103%	102%	102%	102%	100%	97%	98%	94%	96%

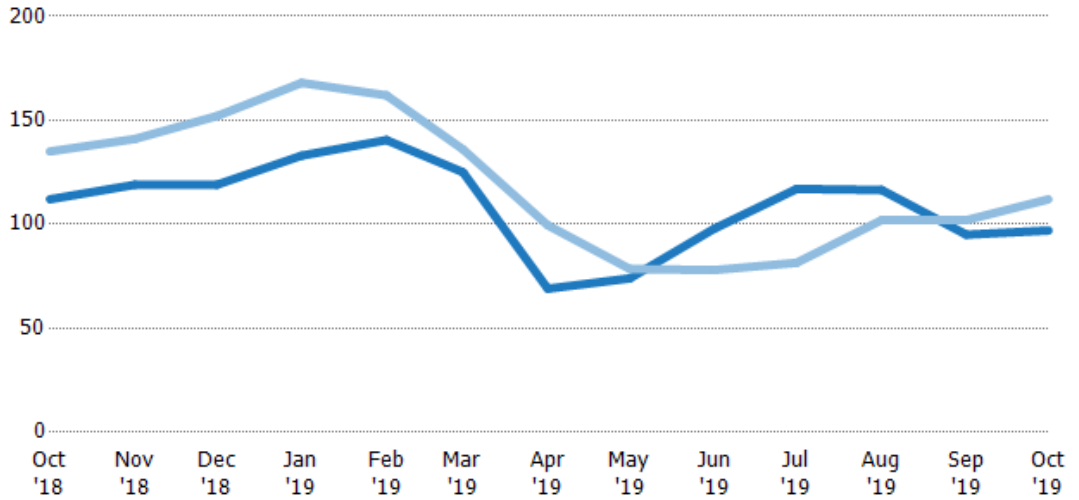
Median Days in RPR

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.
Oct '19	97	-13.4%
Oct '18	112	-17%
Oct '17	135	-10.4%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	112	119	119	133	141	125	69	74	98	117	117	95	97
Prior Year	135	141	152	168	162	136	100	78.5	78	81.5	102	102	112
Percent Change from Prior Year	-17%	-16%	-22%	-21%	-13%	-8%	-31%	-6%	26%	44%	14%	-7%	-13%

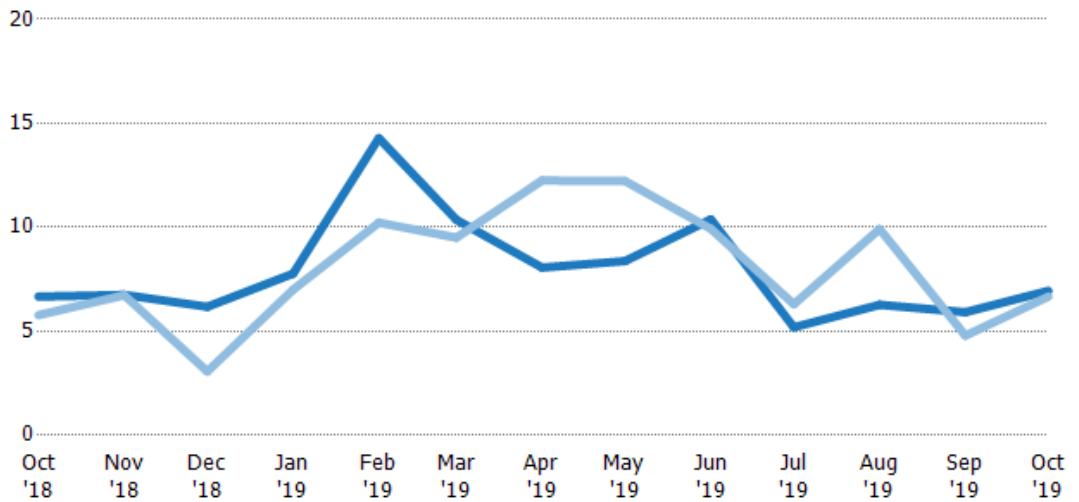
Months of Inventory

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.
Oct '19	6.94	4.2%
Oct '18	6.67	15.4%
Oct '17	5.78	138.8%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6.67	6.75	6.18	7.77	14.3	10.4	8.06	8.38	10.4	5.19	6.27	5.92	6.94
Prior Year	5.78	6.73	3.07	7	10.2	9.5	12.3	12.2	9.92	6.3	9.92	4.79	6.67
Percent Change from Prior Year	15%	0%	101%	11%	40%	9%	-34%	-31%	5%	-18%	-37%	23%	4%

Absorption Rate

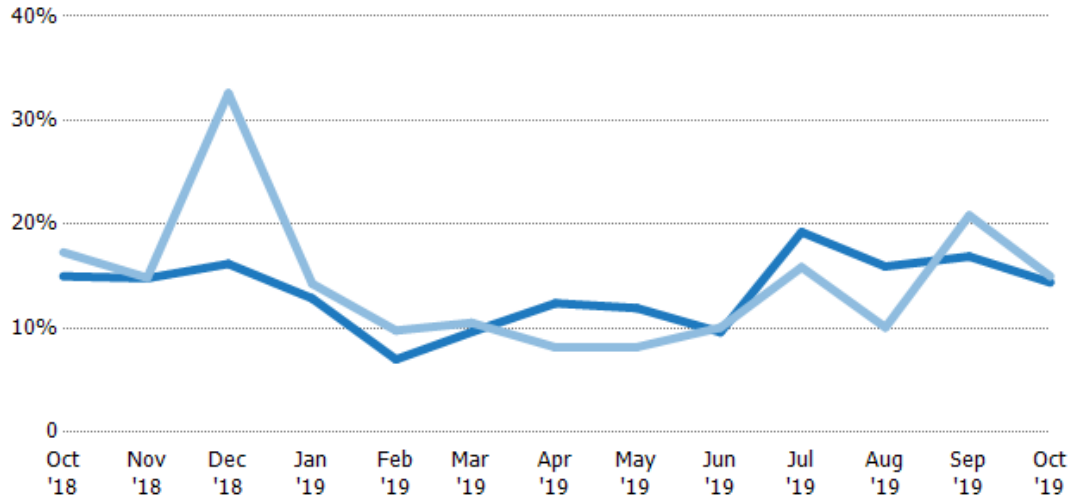
The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Rate	Chg.
Oct '19	14%	0.6%
Oct '18	15%	2.3%
Oct '17	17%	-58.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	15%	15%	16%	13%	7%	10%	12%	12%	10%	19%	16%	17%	14%
Prior Year	17%	15%	33%	14%	10%	11%	8%	8%	10%	16%	10%	21%	15%
Change from Prior Year	2%	0%	16%	1%	3%	1%	-4%	-4%	0%	-3%	-6%	4%	1%

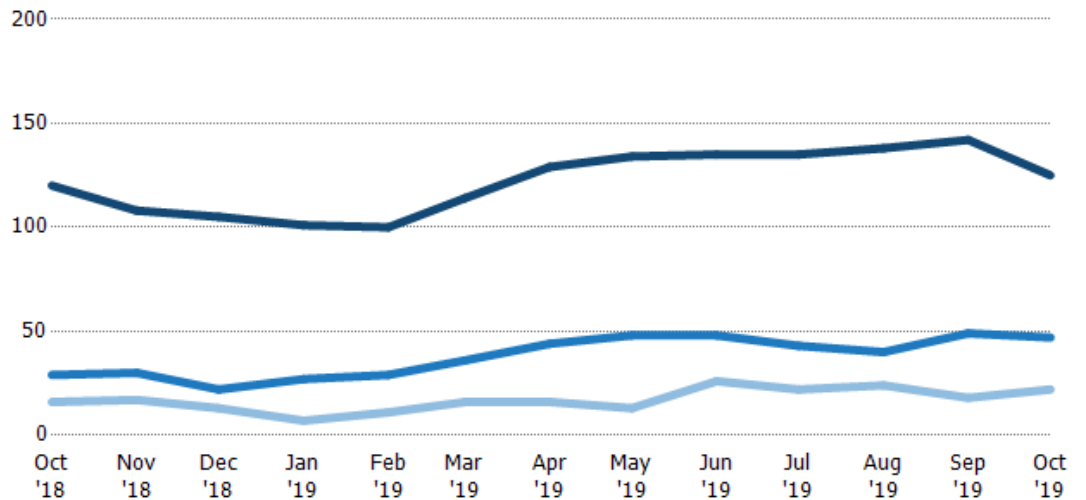
Active/Pending/Sold Units

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	120	108	105	101	100	114	129	134	135	135	138	142	125
Pending	29	30	22	27	29	36	44	48	48	43	40	49	47
Sold	16	17	13	7	11	16	16	13	26	22	24	18	22

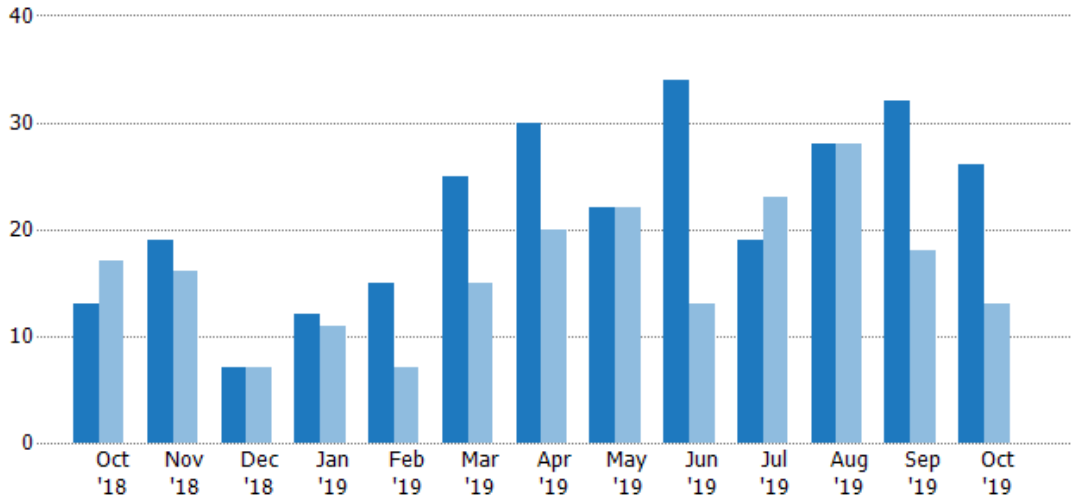
New Pending Sales

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.
Oct '19	26	100%
Oct '18	13	-23.5%
Oct '17	17	-47.1%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	13	19	7	12	15	25	30	22	34	19	28	32	26
Prior Year	17	16	7	11	7	15	20	22	13	23	28	18	13
Percent Change from Prior Year	-24%	19%	0%	9%	114%	67%	50%	0%	162%	-17%	0%	78%	100%

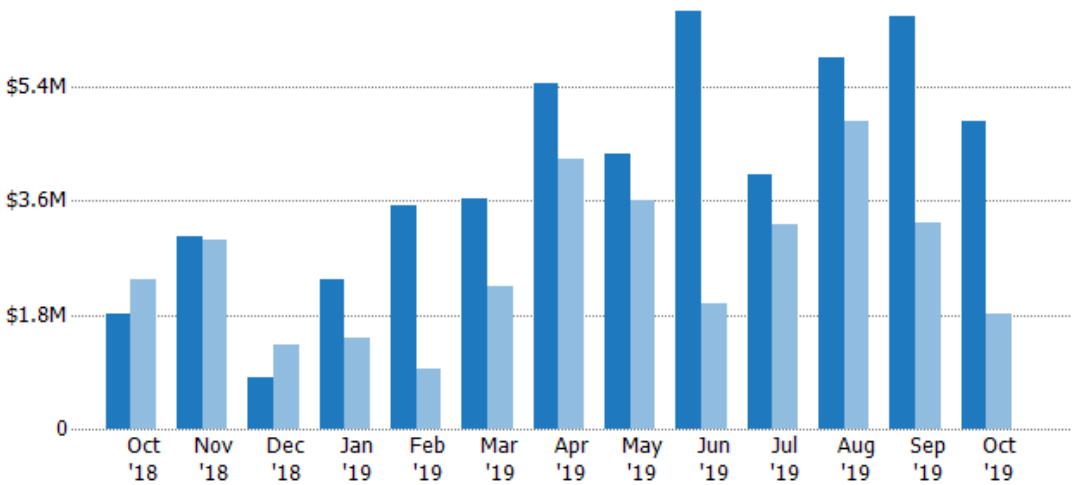
New Pending Sales Volume

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.
Oct '19	\$4.87M	166.6%
Oct '18	\$1.83M	-23%
Oct '17	\$2.37M	-26.2%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.83M	\$3.04M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.45M	\$4.34M	\$6.58M	\$4.01M	\$5.85M	\$6.5M	\$4.87M
Prior Year	\$2.37M	\$2.97M	\$1.31M	\$1.44M	\$934K	\$2.26M	\$4.26M	\$3.6M	\$1.97M	\$3.22M	\$4.85M	\$3.25M	\$1.83M
Percent Change from Prior Year	-23%	3%	-38%	65%	277%	61%	28%	21%	234%	24%	21%	100%	167%

Pending Sales

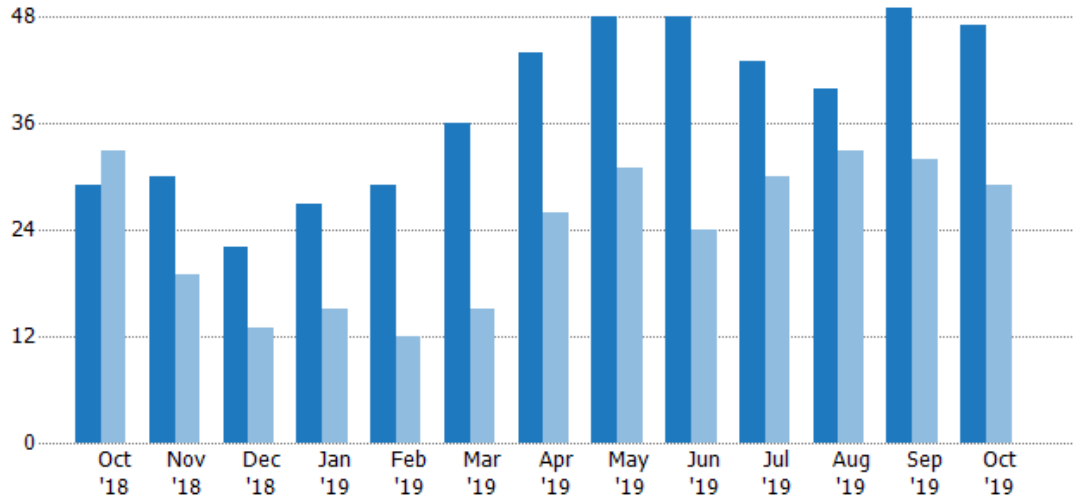
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Oct '19	47	62.1%
Oct '18	29	-12.1%
Oct '17	33	-30.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	29	30	22	27	29	36	44	48	48	43	40	49	47
Prior Year	33	19	13	15	12	15	26	31	24	30	33	32	29
Percent Change from Prior Year	-12%	58%	69%	80%	142%	140%	69%	55%	100%	43%	21%	53%	62%

Pending Sales Volume

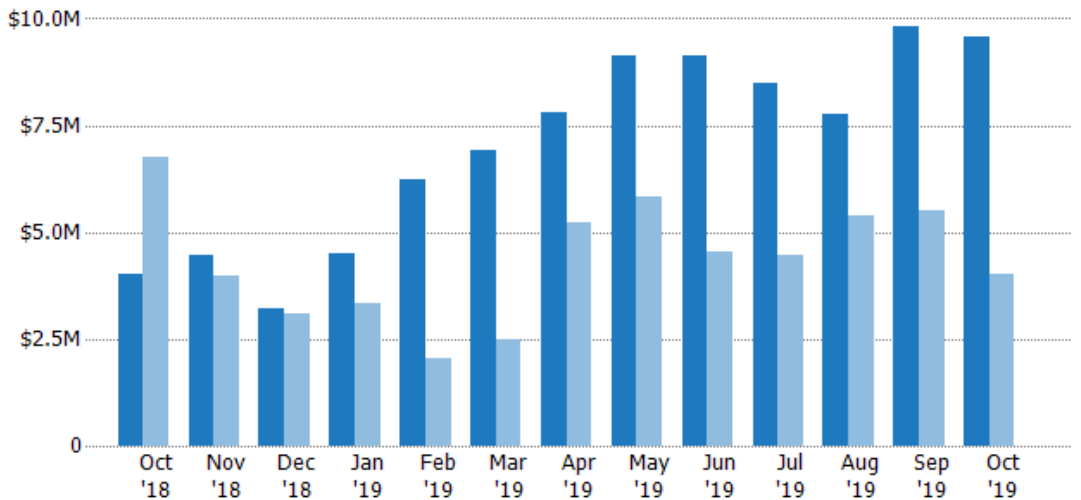
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Oct '19	\$9.56M	138.3%
Oct '18	\$4.01M	-40.5%
Oct '17	\$6.74M	-51.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$4.01M	\$4.47M	\$3.22M	\$4.49M	\$6.22M	\$6.93M	\$7.82M	\$9.14M	\$9.14M	\$8.49M	\$7.76M	\$9.81M	\$9.56M
Prior Year	\$6.74M	\$3.97M	\$3.11M	\$3.32M	\$2.04M	\$2.49M	\$5.24M	\$5.84M	\$4.53M	\$4.47M	\$5.39M	\$5.51M	\$4.01M
Percent Change from Prior Year	-40%	13%	4%	35%	204%	179%	49%	57%	102%	90%	44%	78%	138%

Closed Sales

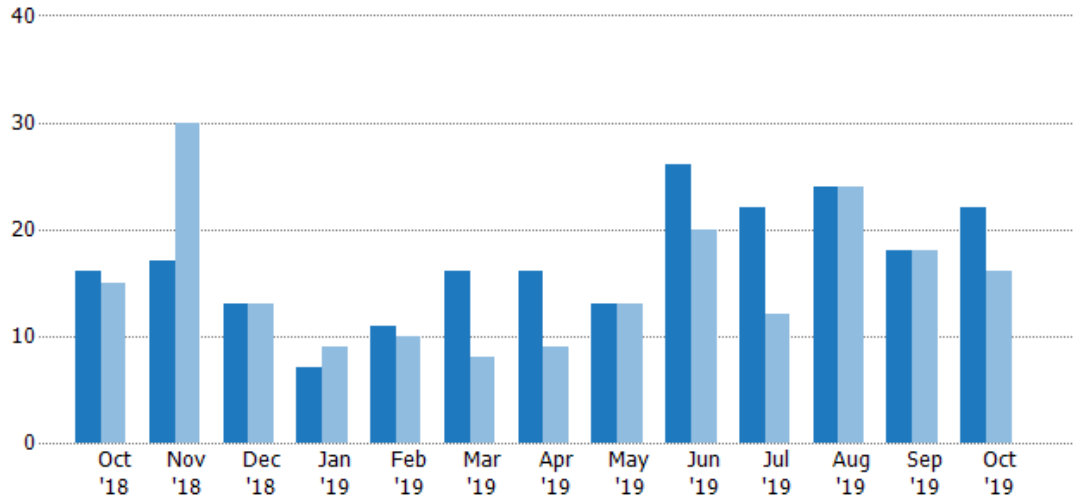
The total number of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Oct '19	22	37.5%
Oct '18	16	6.7%
Oct '17	15	-20%



Current Year	16	17	13	7	11	16	16	13	26	22	24	18	22
Prior Year	15	30	13	9	10	8	9	13	20	12	24	18	16
Percent Change from Prior Year	7%	-43%	0%	-22%	10%	100%	78%	0%	30%	83%	0%	0%	38%

Closed Sales Volume

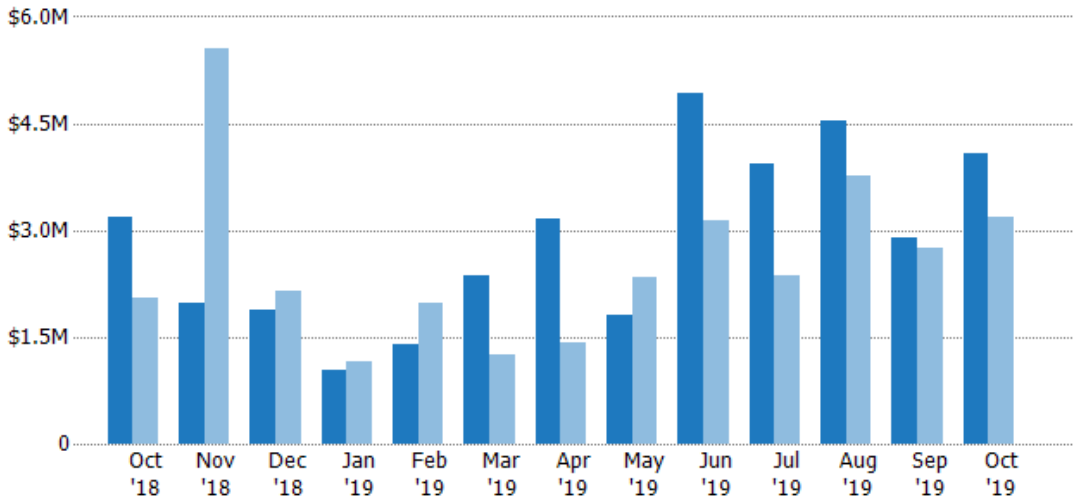
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Oct '19	\$4.08M	27.6%
Oct '18	\$3.19M	55.4%
Oct '17	\$2.06M	-24.1%



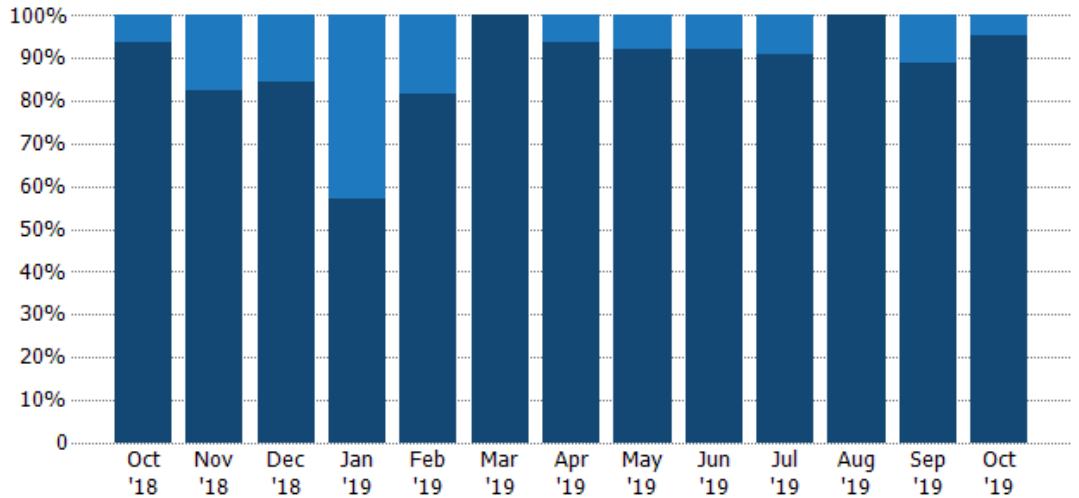
Current Year	\$3.19M	\$1.98M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$3.15M	\$1.81M	\$4.93M	\$3.93M	\$4.53M	\$2.89M	\$4.08M
Prior Year	\$2.06M	\$5.56M	\$2.14M	\$1.16M	\$1.97M	\$1.25M	\$1.41M	\$2.34M	\$3.14M	\$2.37M	\$3.76M	\$2.74M	\$3.19M
Percent Change from Prior Year	55%	-64%	-12%	-11%	-30%	90%	123%	-23%	57%	66%	21%	5%	28%

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



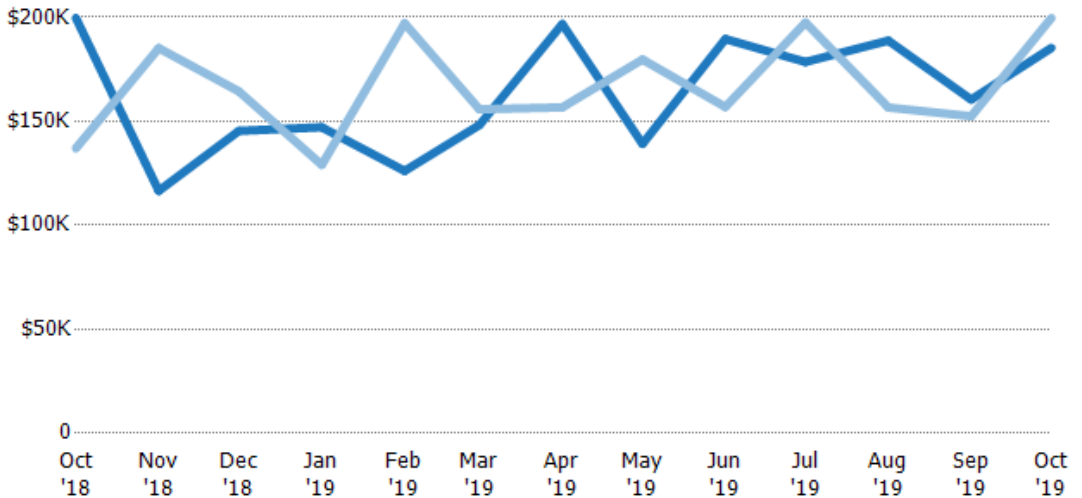
Condo/Townhouse	6%	18%	15%	43%	18%	-	6%	8%	8%	9%	-	11%	5%
Single Family Residence	94%	82%	85%	57%	82%	100%	94%	92%	92%	91%	100%	89%	95%

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	\$200K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K	\$189K	\$160K	\$185K
Prior Year	\$137K	\$185K	\$164K	\$129K	\$197K	\$156K	\$157K	\$180K	\$157K	\$197K	\$157K	\$152K	\$200K
Percent Change from Prior Year	46%	-37%	-12%	14%	-36%	-5%	26%	-23%	21%	-10%	21%	5%	-7%

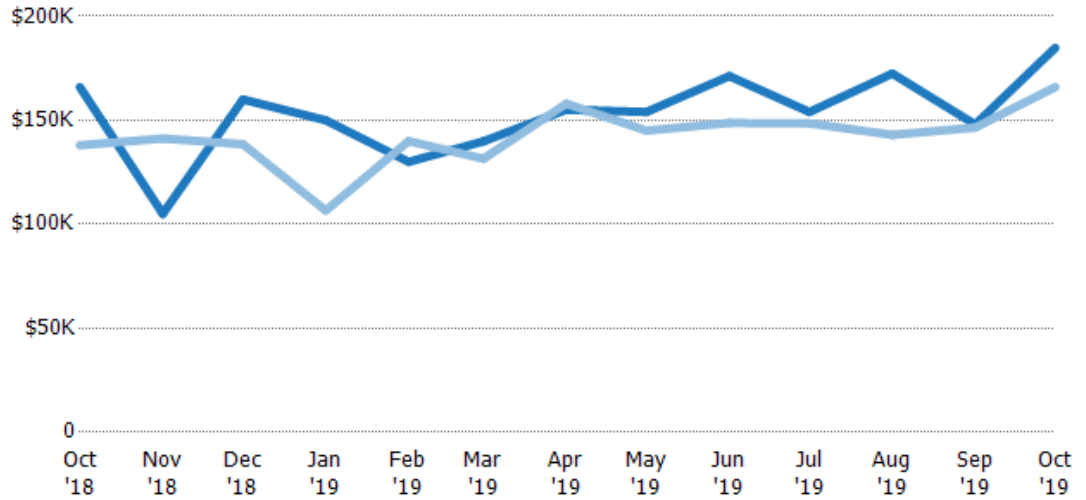
Median Sales Price

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.
Oct '19	\$185K	11.4%
Oct '18	\$166K	20.3%
Oct '17	\$138K	-6.9%



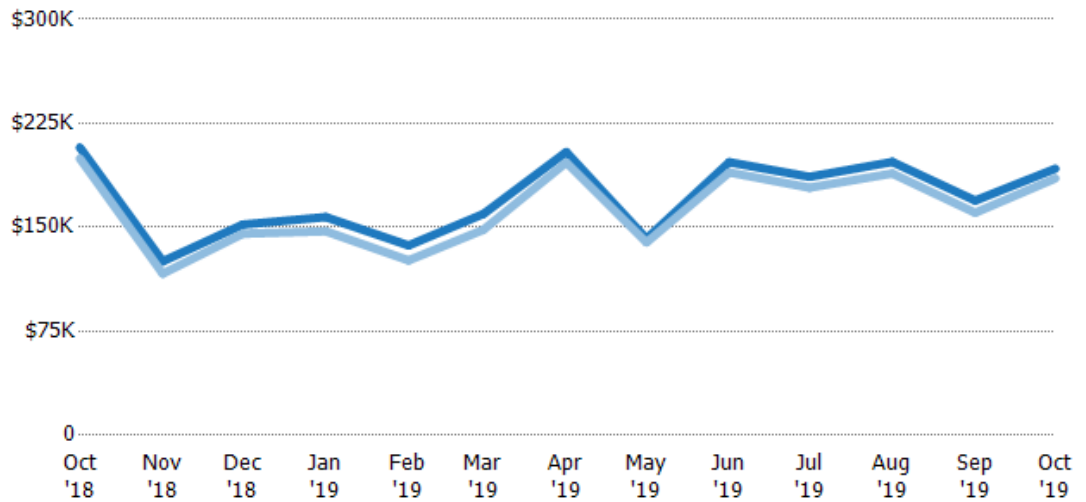
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$166K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K	\$172K	\$148K	\$185K
Prior Year	\$138K	\$141K	\$139K	\$107K	\$140K	\$132K	\$158K	\$145K	\$149K	\$149K	\$143K	\$147K	\$166K
Percent Change from Prior Year	20%	-26%	16%	41%	-7%	6%	-2%	6%	15%	4%	21%	1%	11%

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



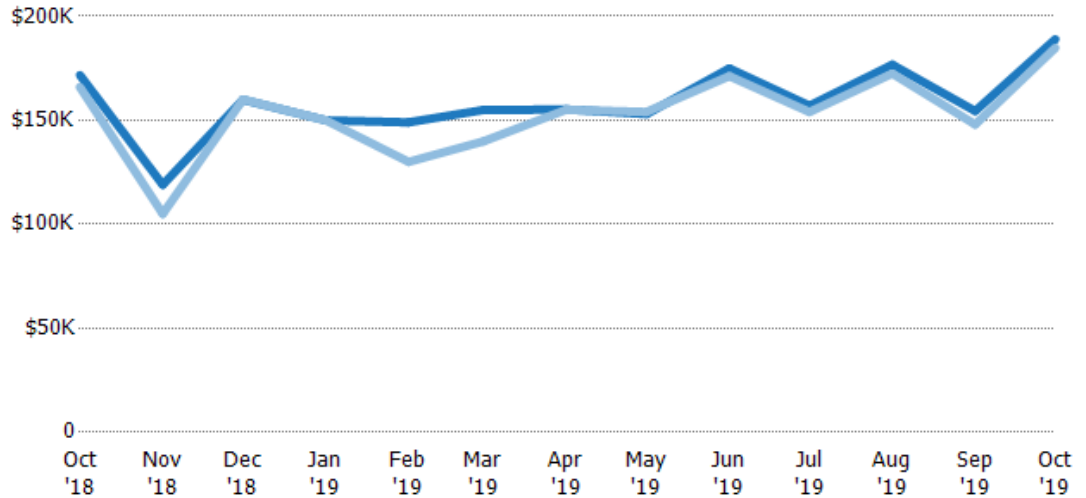
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$208K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K	\$197K	\$169K	\$192K
Avg Sales Price	\$200K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K	\$189K	\$160K	\$185K
Avg Sales Price as a % of Avg List Price	96%	93%	96%	93%	92%	93%	96%	98%	96%	96%	96%	95%	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

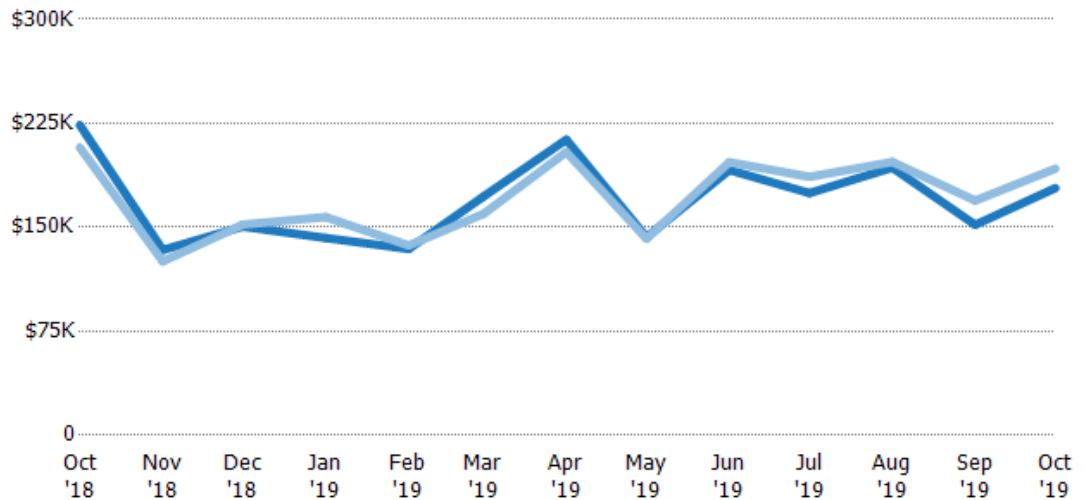


Average Sales Price vs Average Est Value

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



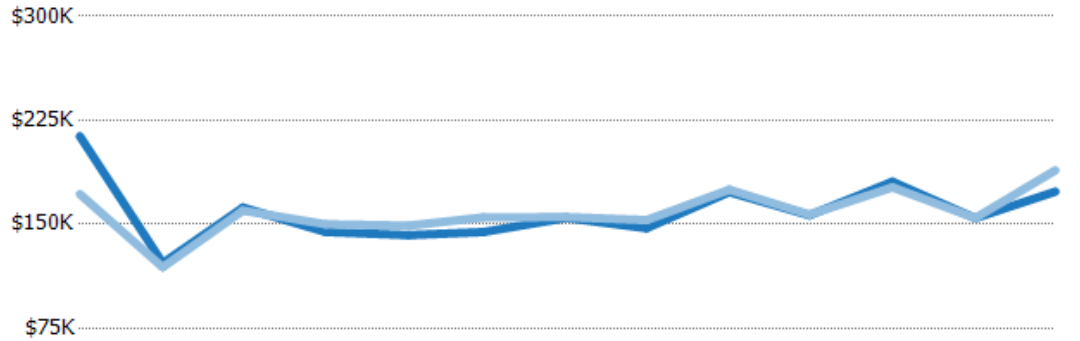
Median Sales Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$214K	\$122K	\$162K	\$144K	\$142K	\$144K	\$155K	\$147K	\$173K	\$156K	\$181K	\$154K	\$174K
Median Sales Price	\$172K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K	\$154K	\$189K
Med Sales Price as a % of Med Est Value	80%	98%	99%	104%	105%	107%	100%	104%	101%	100%	98%	100%	109%