

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	37	26	+42.3%	261	222	+17.6%
New Listing Volume	\$7,556,900	\$4,170,700	+81.2%	\$47,884,929	\$45,083,549	+6.2%
Active Listing Count	142	115	+23.5%	N/A	N/A	
Active Listing Volume	\$29,843,540	\$26,317,349	+13.4%	N/A	N/A	
Average Listing Price	\$210,166	\$228,847	-8.2%	\$215,723	\$215,110	+0.3%
Median Listing Price	\$165,000	\$185,000	-10.8%	\$174,985	\$175,616	-0.4%
Median Days in RPR	95	102	-6.9%	105.69	105.35	+0.3%
Months of Inventory	5.9	4.8	+23.5%	9.2	7.2	+27.9%
Absorption Rate	16.9%	20.87%	-4%	10.9%	13.95%	-3%
Sales Activity Charts Metrics						
New Pending Sales Count	32	18	+77.8%	217	157	+38.2%
New Pending Sales Volume	\$6,500,900	\$3,245,000	+100.3%	\$42,251,389	\$25,773,280	+63.9%
Pending Sales Count	49	32	+53.1%	N/A	N/A	
Pending Sales Volume	\$9,805,400	\$5,505,700	+78.1%	N/A	N/A	
Closed Sales Count	18	18	+/-	153	123	+24.4%
Closed Sales Volume	\$2,888,250	\$2,743,850	+5.3%	\$26,020,864	\$20,135,400	+29.2%
Average Sales Price	\$160,458	\$152,436	+5.3%	\$170,071	\$163,702	+3.9%
Median Sales Price	\$147,950	\$146,500	+1%	\$155,843	\$142,637	+9.3%

New Listings

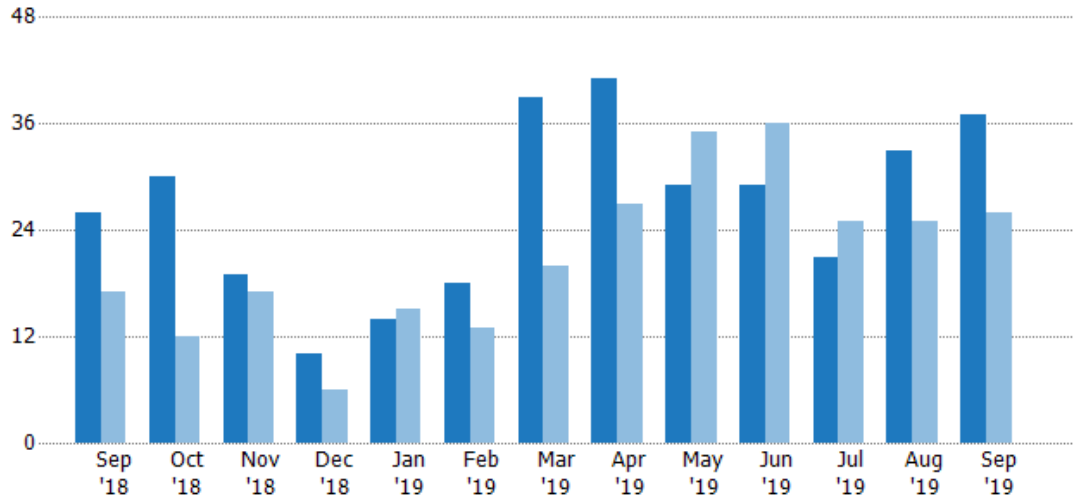
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Sep '19	37	42.3%
Sep '18	26	52.9%
Sep '17	17	111.8%



Current Year	26	30	19	10	14	18	39	41	29	29	21	33	37
Prior Year	17	12	17	6	15	13	20	27	35	36	25	25	26
Percent Change from Prior Year	53%	150%	12%	67%	-7%	38%	95%	52%	-17%	-19%	-16%	32%	42%

New Listing Volume

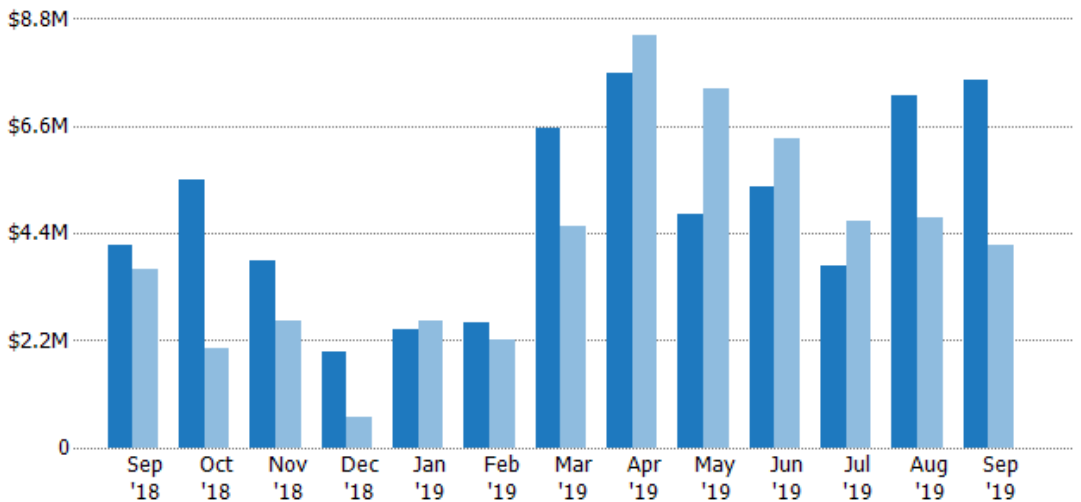
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Sep '19	\$7.56M	81.2%
Sep '18	\$4.17M	13.6%
Sep '17	\$3.67M	77.4%



Current Year	\$4.17M	\$5.51M	\$3.84M	\$1.97M	\$2.44M	\$2.57M	\$6.56M	\$7.68M	\$4.78M	\$5.34M	\$3.73M	\$7.22M	\$7.56M
Prior Year	\$3.67M	\$2.05M	\$2.59M	\$619K	\$2.59M	\$2.2M	\$4.56M	\$8.46M	\$7.39M	\$6.34M	\$4.66M	\$4.71M	\$4.17M
Percent Change from Prior Year	14%	169%	48%	217%	-6%	17%	44%	-9%	-35%	-16%	-20%	53%	81%

Active Listings

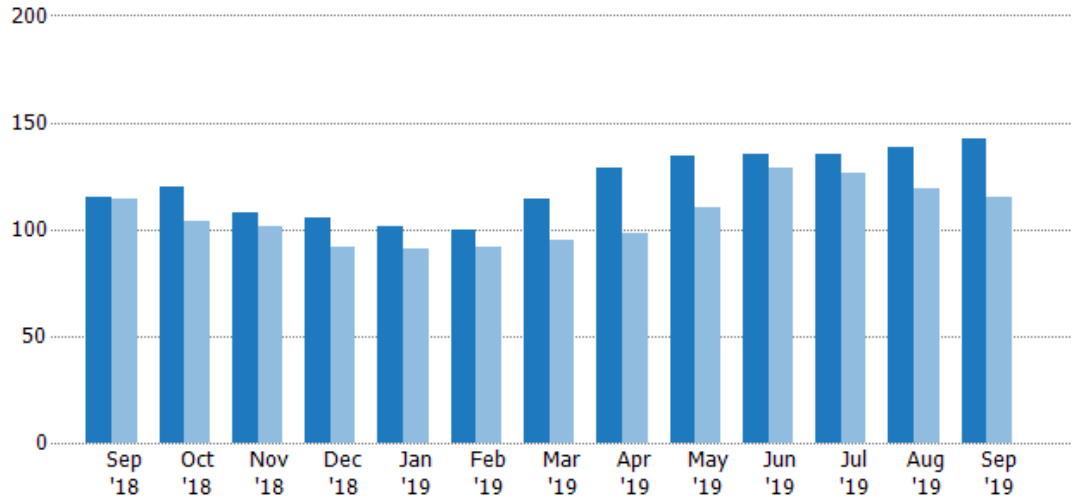
The number of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Sep '19	142	23.5%
Sep '18	115	0.9%
Sep '17	114	21.9%



Current Year	115	120	108	105	101	100	114	129	134	135	135	138	142
Prior Year	114	104	101	92	91	92	95	98	110	129	126	119	115
Percent Change from Prior Year	1%	15%	7%	14%	11%	9%	20%	32%	22%	5%	7%	16%	23%

Active Listing Volume

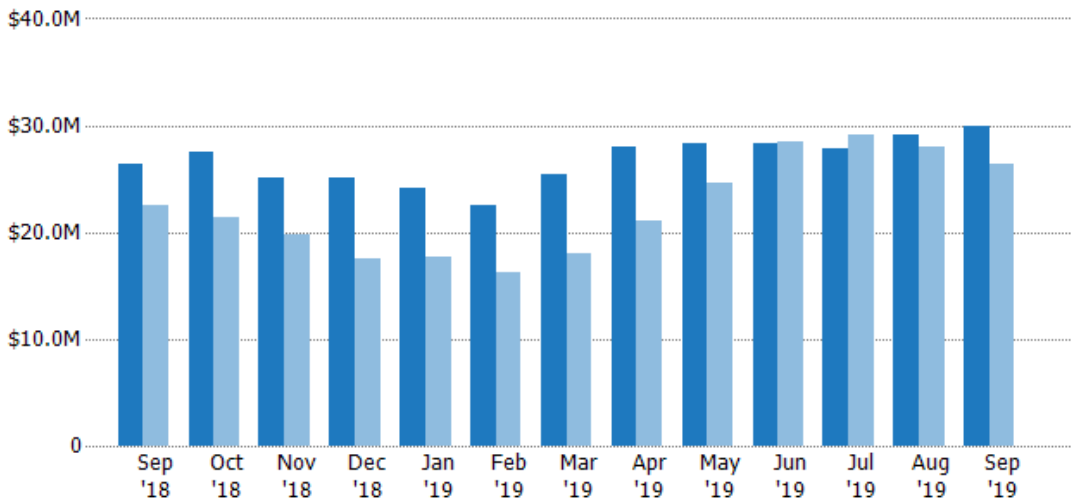
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Sep '19	\$29.8M	13.4%
Sep '18	\$26.3M	17.2%
Sep '17	\$22.5M	36.6%



Current Year	\$26.3M	\$27.6M	\$25.1M	\$25M	\$24.2M	\$22.5M	\$25.3M	\$28M	\$28.3M	\$28.3M	\$27.9M	\$29M	\$29.8M
Prior Year	\$22.5M	\$21.4M	\$19.8M	\$17.6M	\$17.7M	\$16.3M	\$18.1M	\$21.1M	\$24.7M	\$28.5M	\$29.1M	\$28M	\$26.3M
Percent Change from Prior Year	17%	29%	27%	42%	36%	38%	40%	33%	15%	-1%	-4%	4%	13%

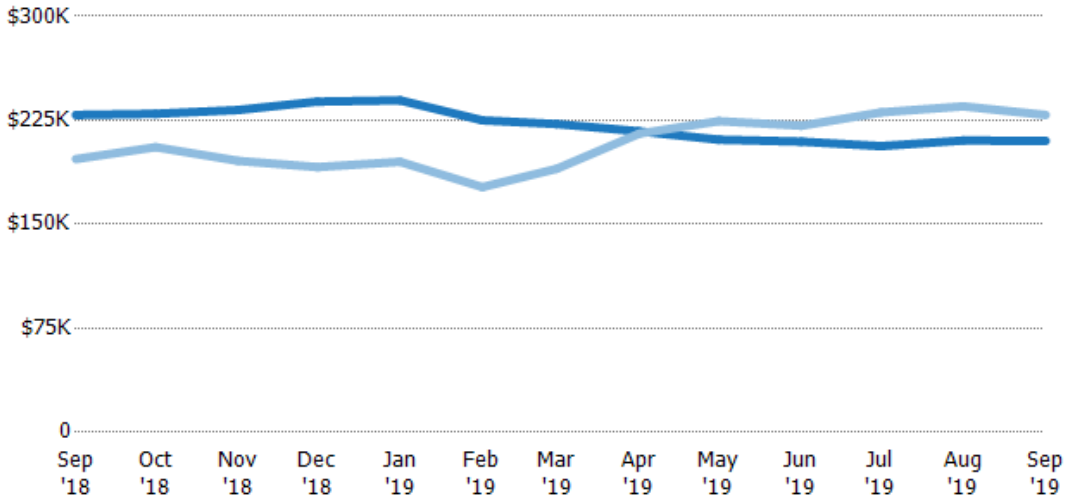
Average Listing Price

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	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$229K	\$197K	16%
Oct '18	\$230K	\$206K	12%
Nov '18	\$232K	\$196K	19%
Dec '18	\$238K	\$191K	25%
Jan '19	\$239K	\$195K	23%
Feb '19	\$225K	\$177K	27%
Mar '19	\$222K	\$190K	17%
Apr '19	\$217K	\$215K	1%
May '19	\$211K	\$224K	-6%
Jun '19	\$210K	\$221K	-5%
Jul '19	\$206K	\$231K	-11%
Aug '19	\$210K	\$235K	-10%
Sep '19	\$210K	\$229K	-8%

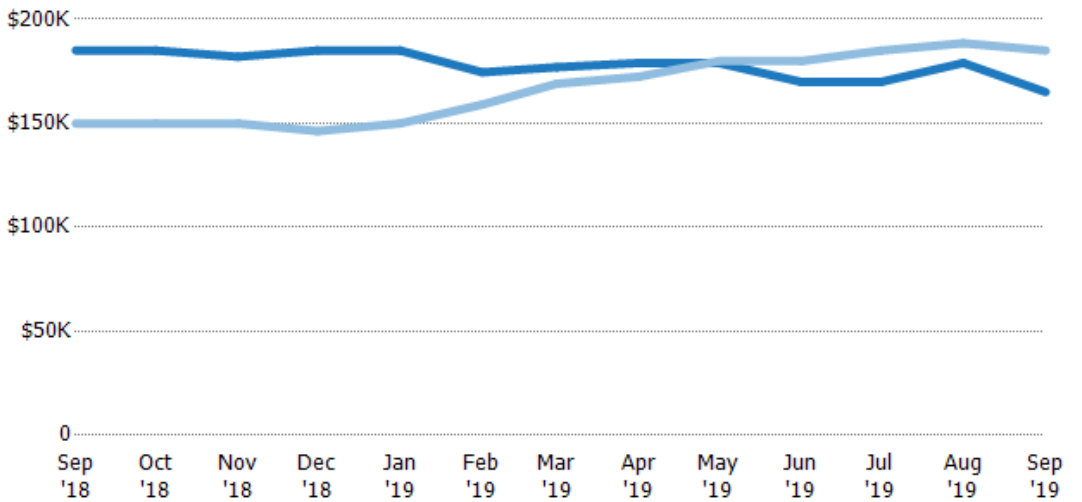
Median Listing Price

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



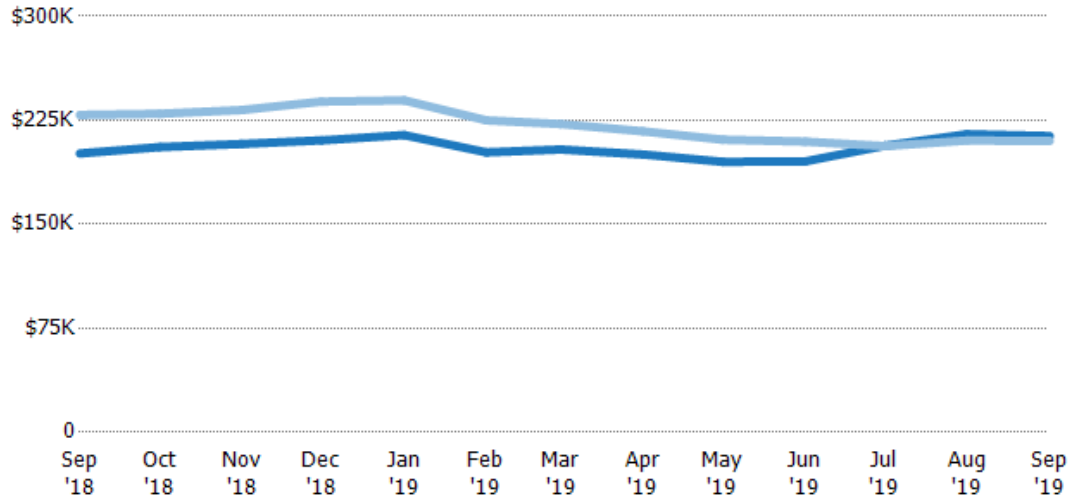
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$185K	\$150K	23%
Oct '18	\$185K	\$150K	23%
Nov '18	\$182K	\$150K	21%
Dec '18	\$185K	\$146K	26%
Jan '19	\$185K	\$150K	23%
Feb '19	\$175K	\$159K	10%
Mar '19	\$177K	\$169K	5%
Apr '19	\$179K	\$172K	4%
May '19	\$179K	\$180K	-1%
Jun '19	\$170K	\$180K	-6%
Jul '19	\$170K	\$185K	-8%
Aug '19	\$179K	\$189K	-5%
Sep '19	\$165K	\$185K	-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



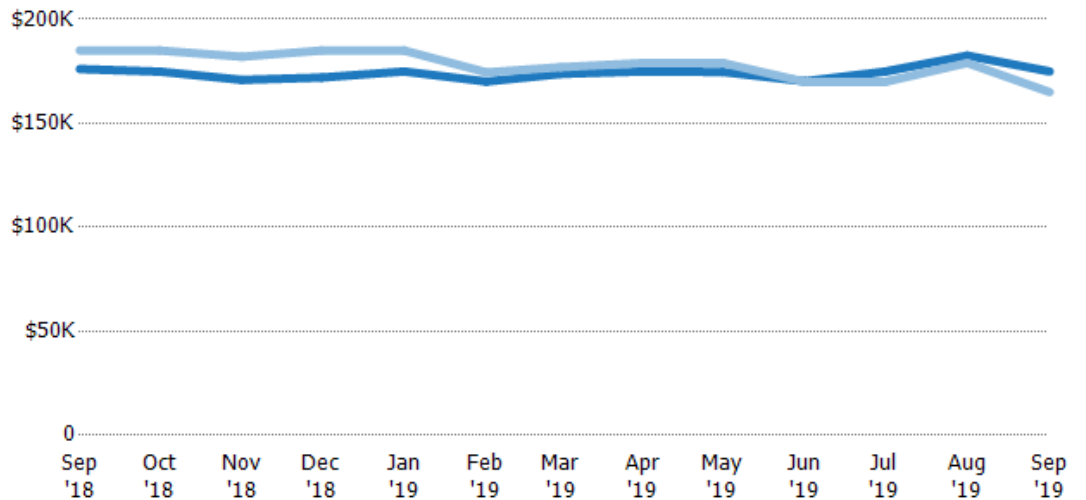
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$201K	\$206K	\$208K	\$211K	\$214K	\$202K	\$204K	\$200K	\$195K	\$195K	\$207K	\$215K	\$214K
Avg Listing Price	\$229K	\$230K	\$232K	\$238K	\$239K	\$225K	\$222K	\$217K	\$211K	\$210K	\$206K	\$210K	\$210K
Avg Listing Price as a % of Avg Est Value	114%	112%	112%	113%	112%	111%	109%	108%	108%	107%	100%	98%	98%

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



	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	\$176K	\$175K	\$171K	\$172K	\$175K	\$170K	\$174K	\$175K	\$175K	\$170K	\$175K	\$183K	\$175K
Median Listing Price	\$185K	\$185K	\$182K	\$185K	\$185K	\$175K	\$177K	\$179K	\$179K	\$170K	\$170K	\$179K	\$165K
Med Listing Price as a % of Med Est Value	105%	106%	107%	108%	106%	103%	102%	102%	102%	100%	97%	98%	94%

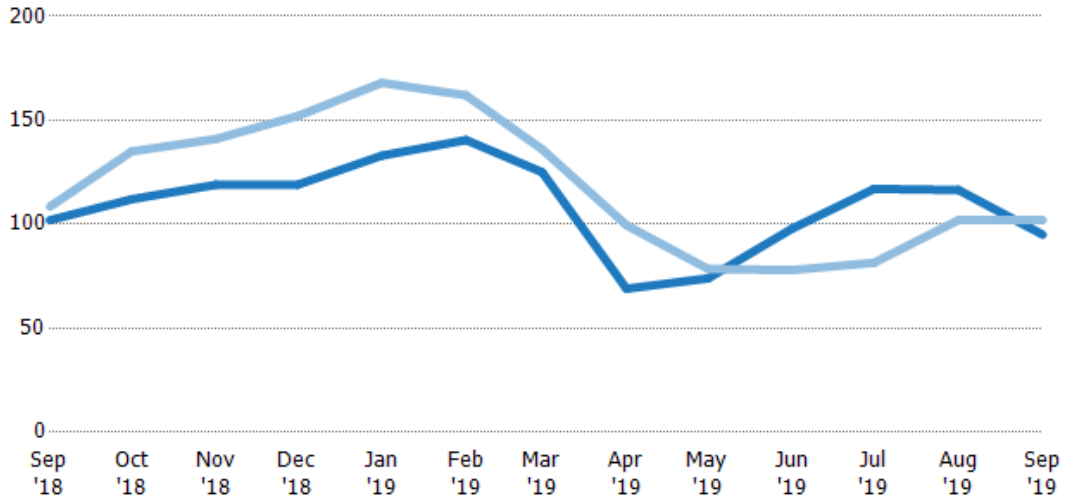
Median Days in RPR

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.
Sep '19	95	-6.9%
Sep '18	102	-6%
Sep '17	109	0.5%

	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	102	112	119	119	133	141	125	69	74	98	117	117	95
Prior Year	109	135	141	152	168	162	136	100	78.5	78	81.5	102	102
Percent Change from Prior Year	-6%	-17%	-16%	-22%	-21%	-13%	-8%	-31%	-6%	26%	44%	14%	-7%

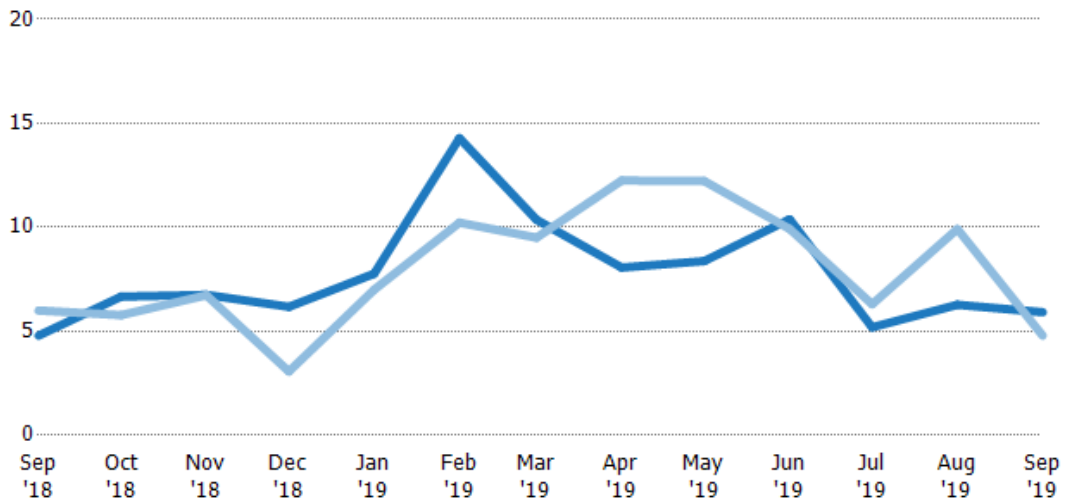
Months of Inventory

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.
Sep '19	5.92	23.5%
Sep '18	4.79	-20.1%
Sep '17	6	36.3%

	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	4.79	6.67	6.75	6.18	7.77	14.3	10.4	8.06	8.38	10.4	5.19	6.27	5.92
Prior Year	6	5.78	6.73	3.07	7	10.2	9.5	12.3	12.2	9.92	6.3	9.92	4.79
Percent Change from Prior Year	-20%	15%	0%	101%	11%	40%	9%	-34%	-31%	5%	-18%	-37%	23%

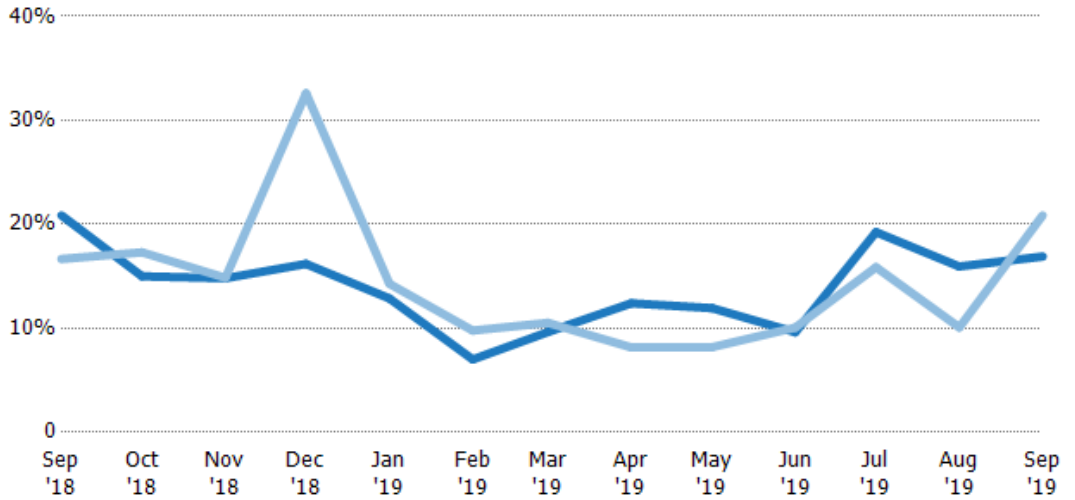
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	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	21%	15%	15%	16%	13%	7%	10%	12%	12%	10%	19%	16%	17%
Prior Year	17%	17%	15%	33%	14%	10%	11%	8%	8%	10%	16%	10%	21%
Change from Prior Year	-4%	2%	0%	16%	1%	3%	1%	-4%	-4%	0%	-3%	-6%	4%

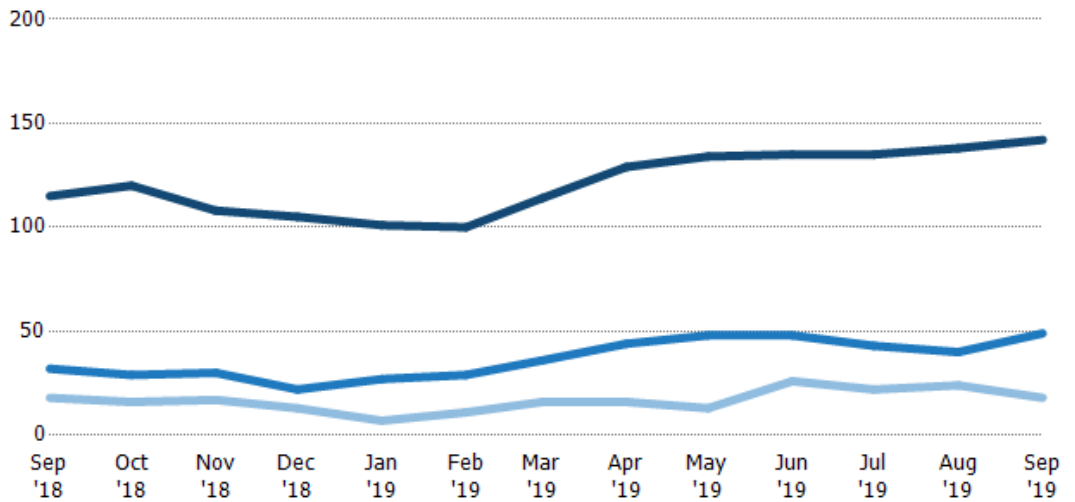
Active/Pending/Sold Units

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



	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	115	120	108	105	101	100	114	129	134	135	135	138	142
Pending	32	29	30	22	27	29	36	44	48	48	43	40	49
Sold	18	16	17	13	7	11	16	16	13	26	22	24	18

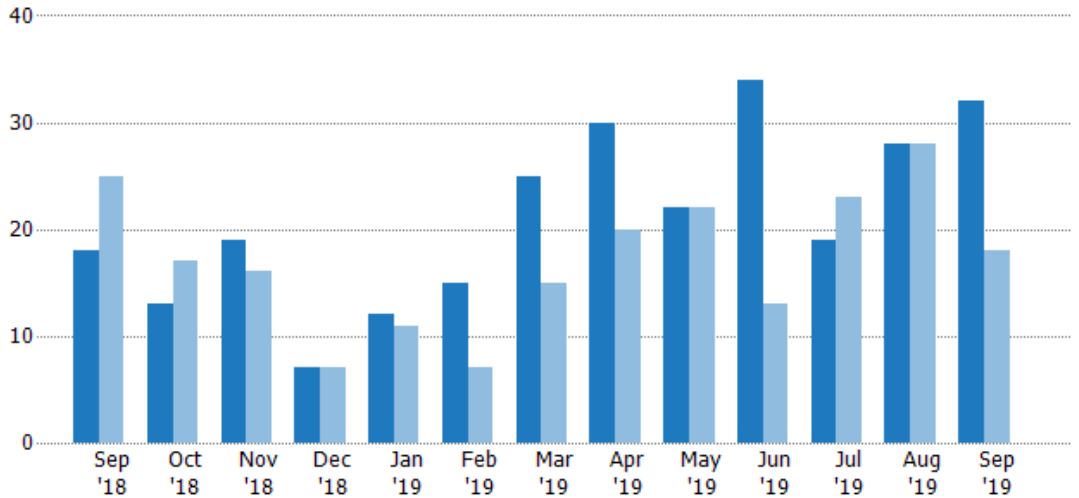
New Pending Sales

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.
Sep '19	32	77.8%
Sep '18	18	-28%
Sep '17	25	-52%

	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	18	13	19	7	12	15	25	30	22	34	19	28	32
Prior Year	25	17	16	7	11	7	15	20	22	13	23	28	18
Percent Change from Prior Year	-28%	-24%	19%	0%	9%	114%	67%	50%	0%	162%	-17%	0%	78%

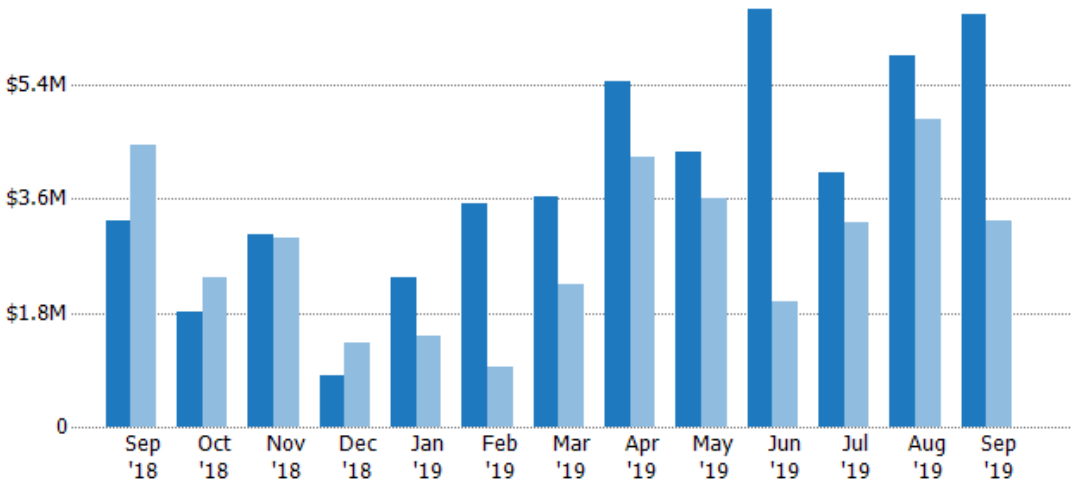
New Pending Sales Volume

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.
Sep '19	\$6.5M	100.3%
Sep '18	\$3.25M	-27.1%
Sep '17	\$4.45M	-58.8%

	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	\$3.25M	\$1.83M	\$3.04M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.45M	\$4.34M	\$6.58M	\$4.01M	\$5.85M	\$6.5M
Prior Year	\$4.45M	\$2.37M	\$2.97M	\$1.31M	\$1.44M	\$934K	\$2.26M	\$4.26M	\$3.6M	\$1.97M	\$3.22M	\$4.85M	\$3.25M
Percent Change from Prior Year	-27%	-23%	3%	-38%	65%	277%	61%	28%	21%	234%	24%	21%	100%

Pending Sales

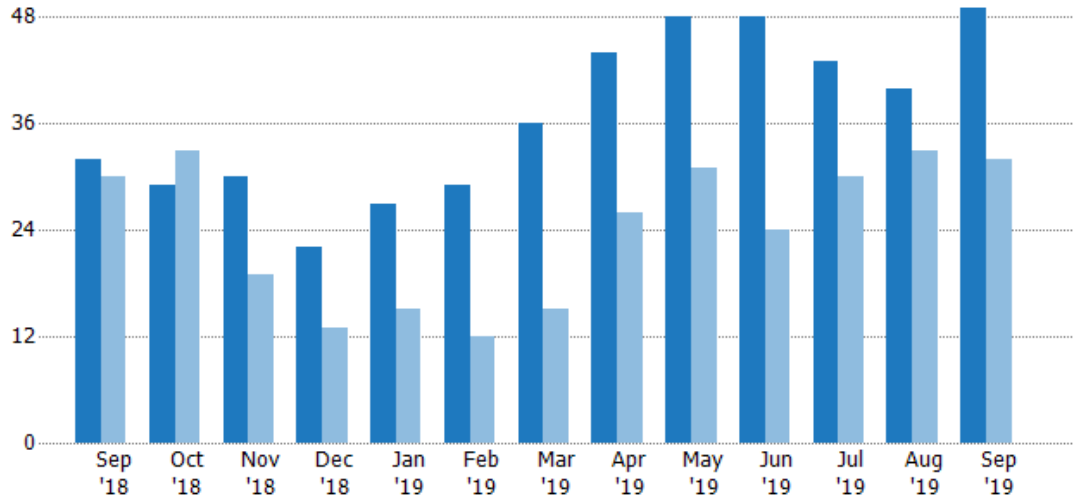
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Sep '19	49	53.1%
Sep '18	32	6.7%
Sep '17	30	-10%



	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	32	29	30	22	27	29	36	44	48	48	43	40	49
Prior Year	30	33	19	13	15	12	15	26	31	24	30	33	32
Percent Change from Prior Year	7%	-12%	58%	69%	80%	142%	140%	69%	55%	100%	43%	21%	53%

Pending Sales Volume

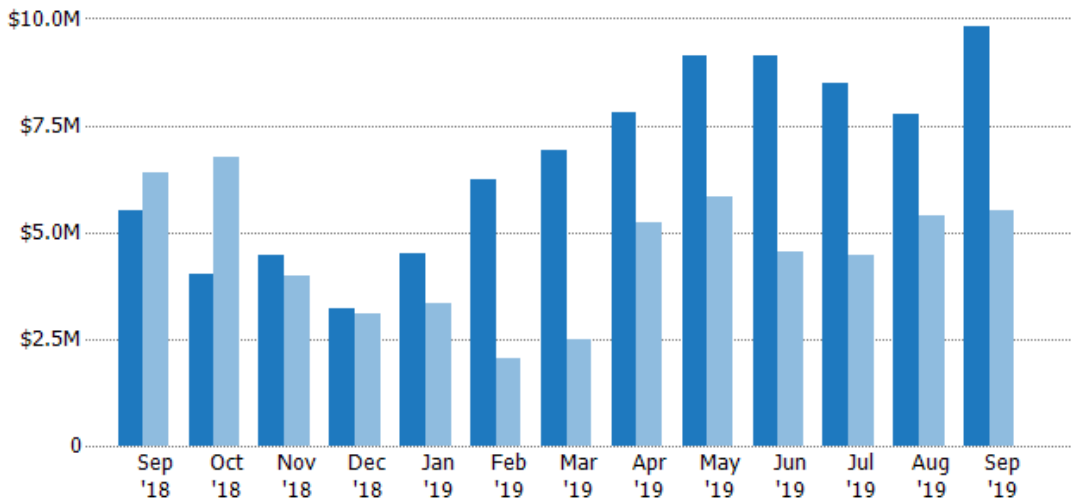
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Sep '19	\$9.81M	78.1%
Sep '18	\$5.51M	-13.6%
Sep '17	\$6.38M	-47.6%



	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	\$5.51M	\$4.01M	\$4.47M	\$3.22M	\$4.49M	\$6.22M	\$6.93M	\$7.82M	\$9.14M	\$9.14M	\$8.49M	\$7.76M	\$9.81M
Prior Year	\$6.38M	\$6.74M	\$3.97M	\$3.11M	\$3.32M	\$2.04M	\$2.49M	\$5.24M	\$5.84M	\$4.53M	\$4.47M	\$5.39M	\$5.51M
Percent Change from Prior Year	-14%	-40%	13%	4%	35%	204%	179%	49%	57%	102%	90%	44%	78%

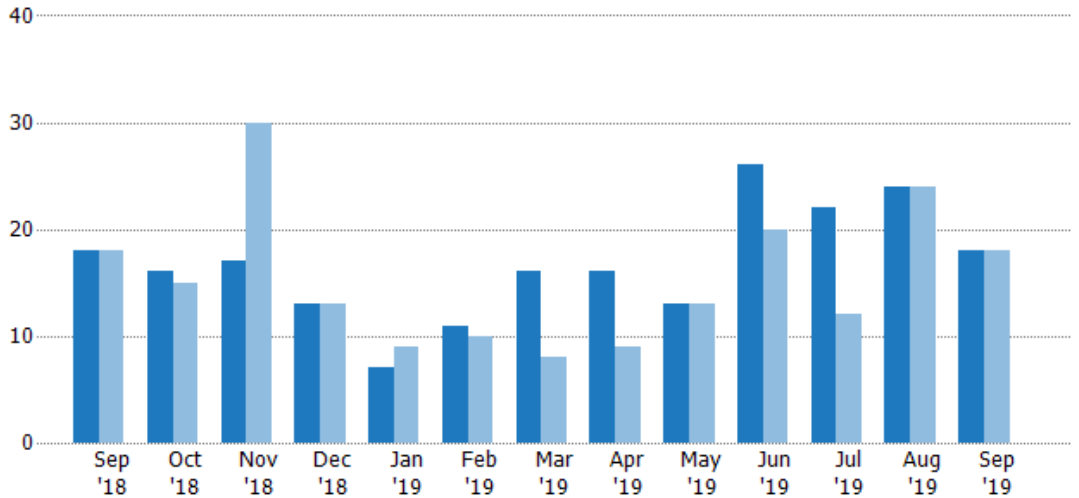
Closed Sales

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



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

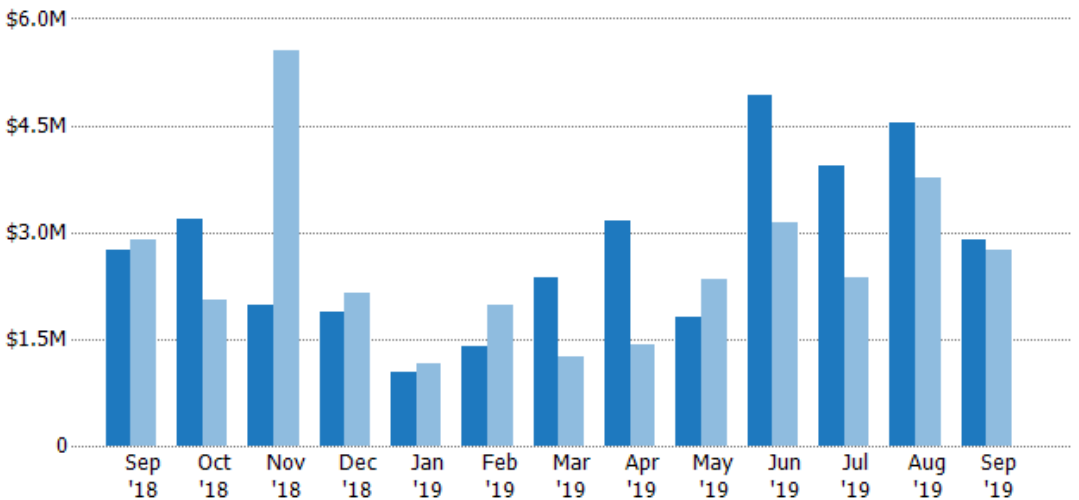
Closed Sales Volume

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



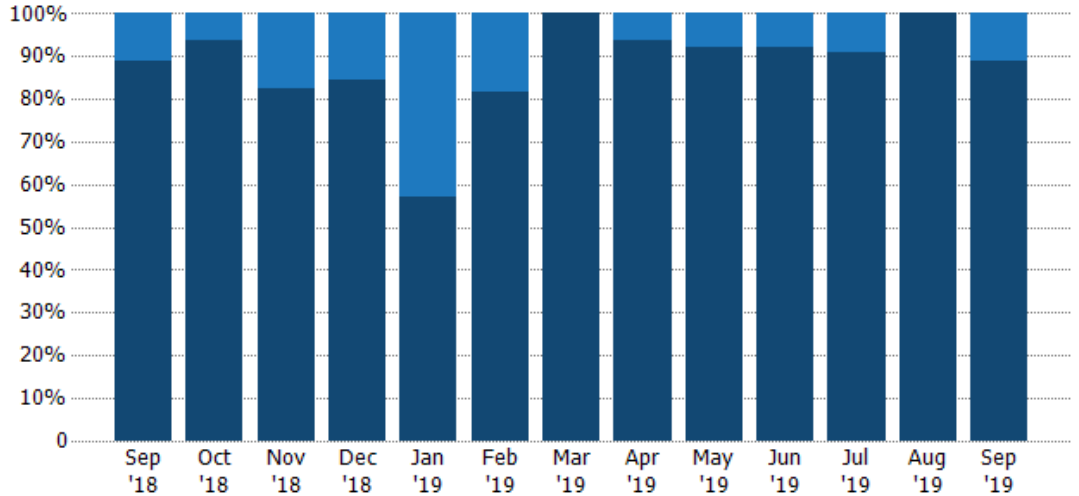
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$2.74M	\$3.19M	\$1.98M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$3.15M	\$1.81M	\$4.93M	\$3.93M	\$4.53M	\$2.89M
Prior Year	\$2.9M	\$2.06M	\$5.56M	\$2.14M	\$1.16M	\$1.97M	\$1.25M	\$1.41M	\$2.34M	\$3.14M	\$2.37M	\$3.76M	\$2.74M
Percent Change from Prior Year	-6%	55%	-64%	-12%	-11%	-30%	90%	123%	-23%	57%	66%	21%	5%

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



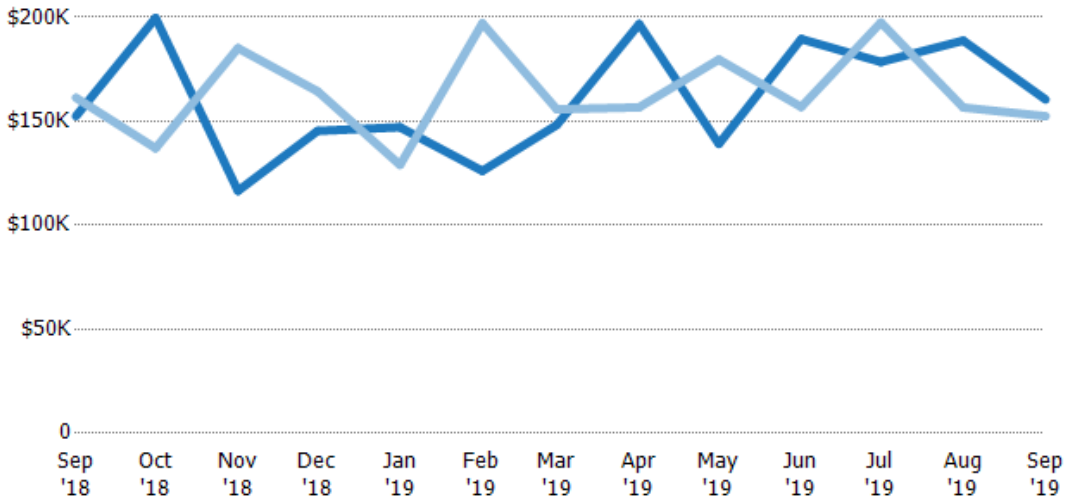
Condo/Townhouse	11%	6%	18%	15%	43%	18%	-	6%	8%	8%	9%	-	11%
Single Family Residence	89%	94%	82%	85%	57%	82%	100%	94%	92%	92%	91%	100%	89%

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



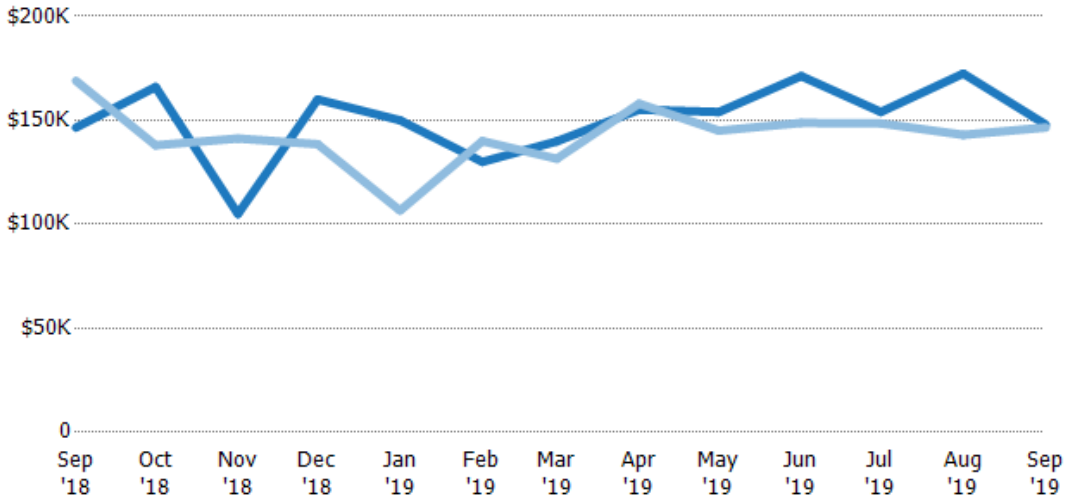
Current Year	\$152K	\$200K	\$117K	\$145K	\$147K	\$126K	\$148K	\$197K	\$139K	\$190K	\$179K	\$189K	\$160K
Prior Year	\$161K	\$137K	\$185K	\$164K	\$129K	\$197K	\$156K	\$157K	\$180K	\$157K	\$197K	\$157K	\$152K
Percent Change from Prior Year	-6%	46%	-37%	-12%	14%	-36%	-5%	26%	-23%	21%	-10%	21%	5%

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



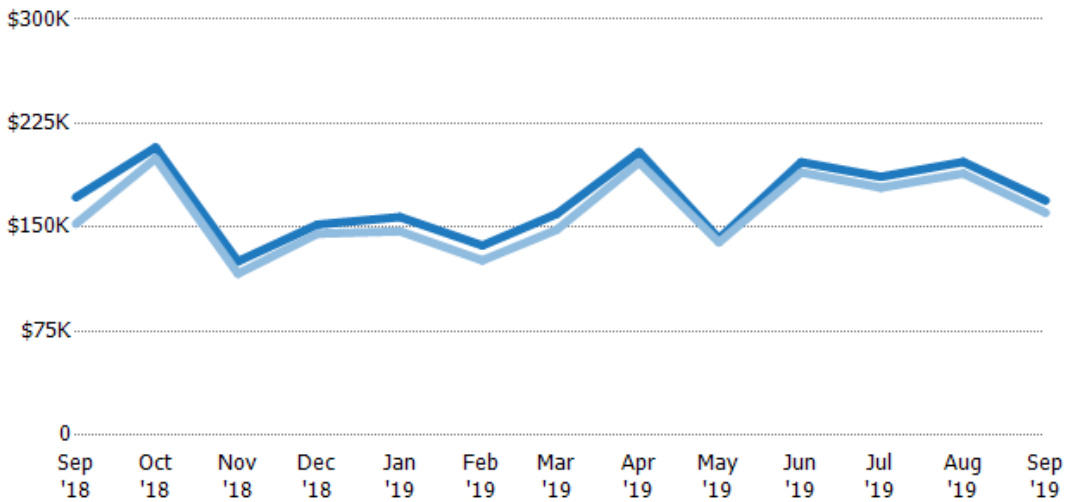
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$147K	\$169K	-13%
Oct '18	\$166K	\$138K	20%
Nov '18	\$105K	\$141K	-26%
Dec '18	\$160K	\$139K	16%
Jan '19	\$150K	\$107K	41%
Feb '19	\$130K	\$140K	-7%
Mar '19	\$140K	\$132K	6%
Apr '19	\$155K	\$158K	-2%
May '19	\$154K	\$145K	6%
Jun '19	\$171K	\$149K	15%
Jul '19	\$154K	\$149K	4%
Aug '19	\$172K	\$143K	21%
Sep '19	\$148K	\$147K	1%

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
Sep '18	\$172K	\$152K	89%
Oct '18	\$208K	\$200K	96%
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%

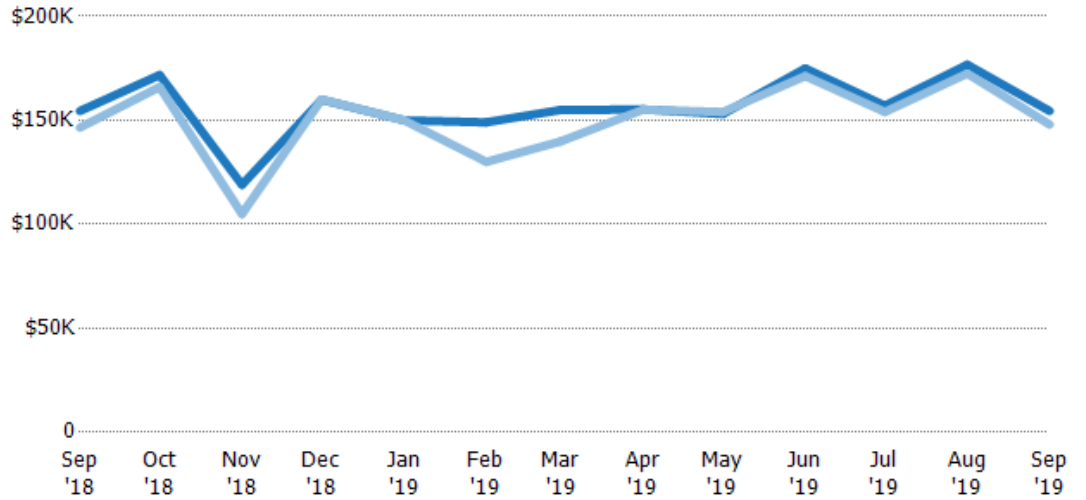
Median Sales Price vs Median Listing Price

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



	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	\$154K	\$172K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K	\$154K
Median Sales Price	\$147K	\$166K	\$105K	\$160K	\$150K	\$130K	\$140K	\$155K	\$154K	\$171K	\$154K	\$172K	\$148K
Med Sales Price as a % of Med List Price	95%	97%	88%	100%	100%	87%	90%	100%	101%	98%	98%	98%	96%

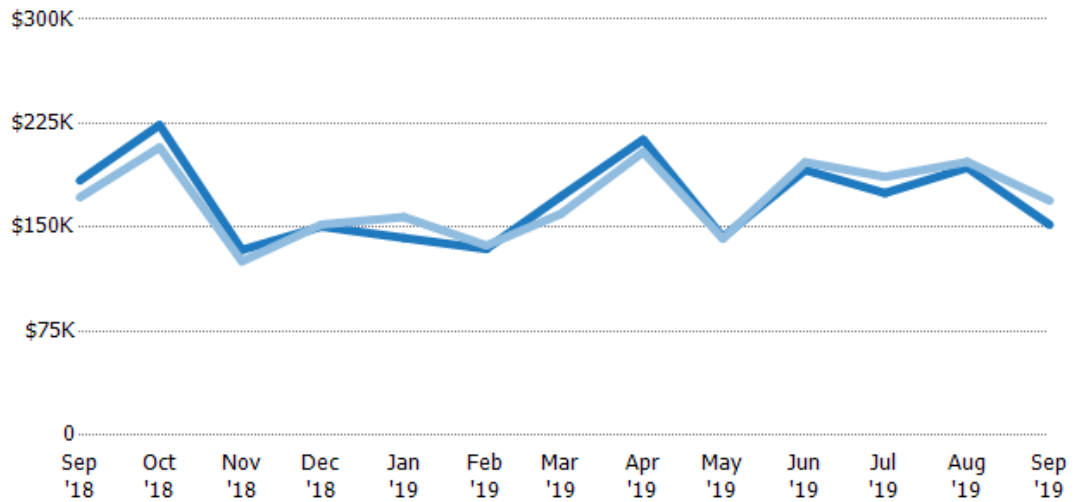
Average Sales Price vs Average Est Value

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$184K	\$224K	\$134K	\$150K	\$142K	\$134K	\$172K	\$213K	\$143K	\$191K	\$175K	\$193K	\$152K
Avg Sales Price	\$172K	\$208K	\$125K	\$152K	\$157K	\$137K	\$160K	\$204K	\$142K	\$197K	\$186K	\$197K	\$169K
Avg Sales Price as a % of Avg Est Value	93%	93%	94%	101%	111%	102%	93%	96%	99%	103%	107%	102%	112%

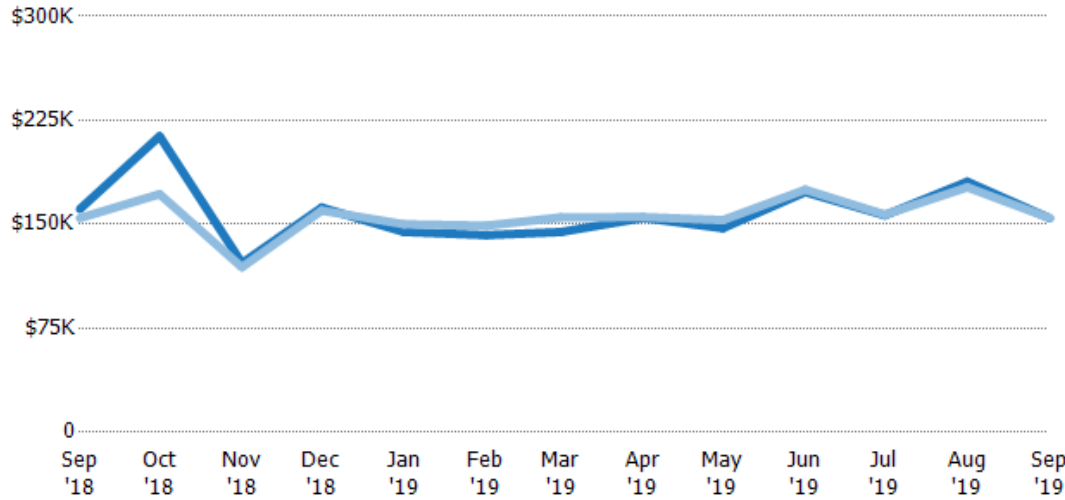
Median Sales Price vs Median Est Value

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



	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	\$161K	\$214K	\$122K	\$162K	\$144K	\$142K	\$144K	\$155K	\$147K	\$173K	\$156K	\$181K	\$154K
Median Sales Price	\$154K	\$172K	\$119K	\$160K	\$150K	\$149K	\$155K	\$155K	\$153K	\$175K	\$157K	\$177K	\$154K
Med Sales Price as a % of Med Est Value	96%	80%	98%	99%	104%	105%	107%	100%	104%	101%	100%	98%	100%