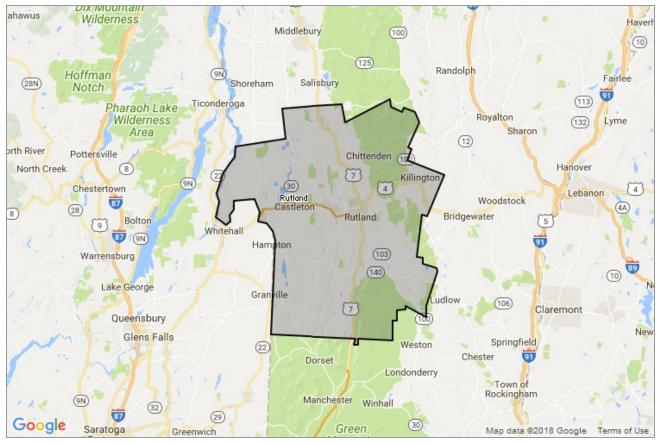


MARKET DATA REPORT

# **Rutland County**



# **Report Characteristics**

Report Name: Rutland County

**Report Date Range:** 1/2018 – 1/2018

Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

#### Presented by

# Vermont REALTORS®

REALTOR®

#### http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602





# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Jan 2017	Jan 2018	Key Metrics
						isting Activity Charts Metrics
-27.7%	65	47	-27.7%	65	47	New Listing Count
-32%	\$13,744,898	\$9,343,200	-32%	\$13,744,898	\$9,343,200	New Listing Volume
-30.3%	666	464	-30.3%	666	464	Active Listing Count
-29.6%	\$181,393,734	\$127,630,919	-29.6%	\$181,393,734	\$127,630,919	Active Listing Volume
+1%	\$272,363	\$275,067	+1%	\$272,363	\$275,067	Average Listing Price
+4.5%	\$181,700	\$189,950	+4.5%	\$181,700	\$189,950	Median Listing Price
-10.6%	198.5	177.5	-10.6%	198.5	177.5	Median Daysin RPR
-28.3%	18.5	13.3	-	_	_	Months of Inventory
+2.1%	5.41%	7.54%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+23.3%	43	53	+23.3%	43	53	New Pending Sales Count
+35.6%	\$8,214,766	\$11,137,079	+35.6%	\$8,214,766	\$11,137,079	New Pending Sales Volume
-17.1%	82	68	-17.1%	82	68	Pending Sales Count
+8%	\$14,852,866	\$16,047,029	+8%	\$14,852,866	\$16,047,029	Pending Sales Volume
+5.7%	35	37	+5.7%	35	37	Closed Sales Count
-6.9%	\$6,238,800	\$5,806,450	-6.9%	\$6,238,800	\$5,806,450	Closed Sales Volume
-12%	\$178,251	\$156,931	-12%	\$178,251	\$156,931	Average Sales Price
-10.7%	\$150,000	\$134,000	-10.7%	\$150,000	\$134,000	Median Sales Price





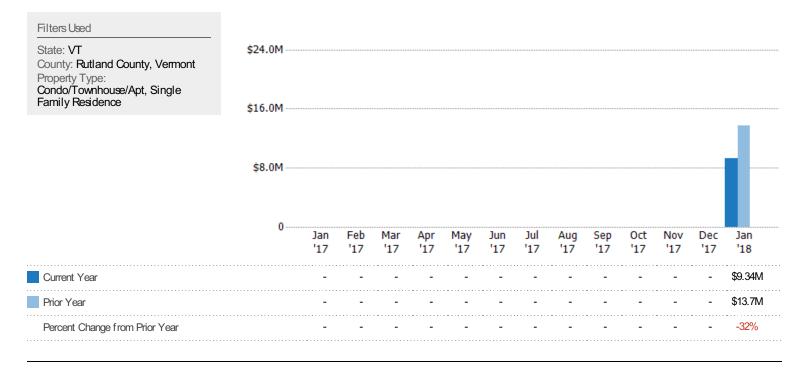
#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.

	88													
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44 22 0													
	0	Jan	Feb	Mar	Apr	May '17	Jun	Jul '17	Aug	Sep	Oct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	47
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	65
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-28%

#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





#### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

	880														
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	660														
·, ·	440														
	220														
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	464	••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	666	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%	

#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used														
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240.0M													
Family Residence	\$160.0M													
	\$80.0M													
	Ū.	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
			17	17	17	17	17	17	17	17	17	17	17	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$128M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$181M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%



#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$300K ······												
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	\$7 JK												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
					1/		17						10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$272K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

#### Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$200K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$182K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





### 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.

	\$300K												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
r annry Neadence	\$150K												
	\$75K												
	0												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$237K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%

#### 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	\$200K ······												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%





# 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.

Current Year Prior Year	-	-	-	-		-	-	-		-	-		'18 178 199
Current Year		-	-	-		-	-	-	-	-	-	-	
	17												'18
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan
	75												
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
State: VT County: Rutland County, Vermont	225												

#### Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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

Rutland	250								
	Ó	30	60	90	120	150	180	210	240

#### Median Days in RPR (By County)

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 by county.

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

Rutland	178								
1	Ó	20	40	60	80	100	120	140	160





#### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

	20												
Filters Used State: VT													
County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
ramity resuence	10												
	5												
	0 Jan							Aug		0ct	Nov	Dec	Jan
	'17	'17	'17	'17	May '17	'17	Jul '17	Aug '17	Sep '17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.25
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-53%

#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

-

-

-

-

-

-

-

-

-

-

囼

-

-

-

-

-

-

-

-

-

-

-

-

-

-

Prior Year

Change from Prior Year



6%

-7%



#### Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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

Rutland	7.97 %							
	Ó	1%	2%	3%	4%	5%	6%	7%

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	500												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	375												
	250												
	125												
	0												
	Jan	Feb	Mar	Apr	May '17	Jun '17	Jul	Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	464
Pending	-	-	-	-	-	-	-	-	-	-	-	-	68
													00







#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

	60													
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	0	120	Eab	Mar	Apr	Max	lun	1	Aug	Con	0.4	Nov	Dec	Jan
		Jan '17	'17	17	'17	May '17	'17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	53
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	43
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23%

#### New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

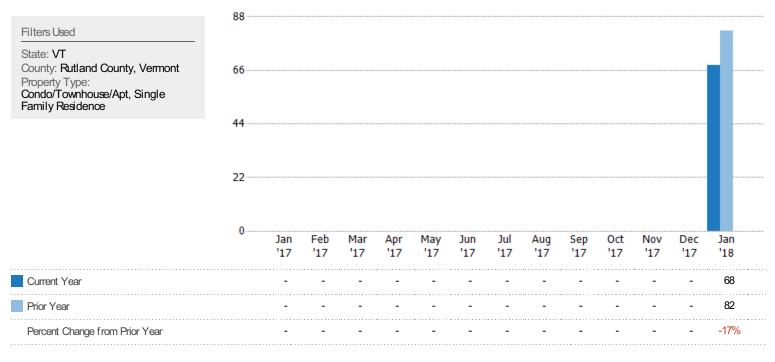
Filters Used	\$20.0M ······													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M ······													
	\$5.0M													
	· · ·	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
			17											10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.21M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	36%





#### Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$20.0M ······													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun	Jul	Aug	Sep '17	Oct	Nov	Dec	Jan
		17	17	17	17	17	'17	'17	'17	17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%



#### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

	40													
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0													
		Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan
		17	17	17	17	17	17	17	17	17	17	17	17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	35
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%

## **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$5.4M													
Family Residence	\$3.6M													
	\$1.8M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-		\$5.81M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.24M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%



# Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Rutland County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jan	Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov	Dec	Jan	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	16%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	84%	

# Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

Rutland	37							
	Ó	5 1	i0 1	5	20	25	30 3	35





#### **Average Sales Price**

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$200K												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	\$50K												
	0 Jan	Feb	Mar	Apr	May	Jun		Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$157K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$178k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-12%

#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$200K ······												
Filters Used													
State: VT													
County: Rutland County, Vermont	\$150K ······												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence													
	\$100K												
	\$50K												
	0												
	Jan	Feb	Mar			Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
		•••••											¢40414
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$134K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-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.

	\$200K ······												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0							•					
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
													¢1671/
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$157K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

#### 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	\$200K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$134K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





## 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.

	\$200K ······												
Filters Used													
State: VT County: Rutland County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
·	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	_	_					_						\$155K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%

#### 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	\$200K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	\$30K												
	0	<b>5-</b>			<b>N A -</b>	1	2.1	A	<b>C</b>	0.+	N	D	1
	Jan '17	Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%



# Appendix

VermontRealtors®

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Detail	s		Listing Activity Charts
Report Name: R	Autland County		✓ New Listings
Run Date: 02/21/	2018		✓ Active Listings
Scheduled: No			✓ Avg/Med Listing Price
Report Date Rar	nge: From 1/2018 To: 1/2018		Avg/Med Listing Price per Sq Ft
			✓ Avg/Med Listing Price vs Est Value
Information In	ncluded		🗹 Median Days in RPR
Minclude Cove	r Sheet	🗹 Averages	Months of Inventory
🗹 Include Key N	letric Summary * 🗹 Include Appendix	🗹 Medians	Absorption Rate
Minclude Metrie	cs By: County		
	able's YTD median calculations are calculated using a weighted ave	erage of the median values for each	Sales Activity Charts
month that is include	30.		Active/Pending/Sold
MLS Filter			Vew Pending Sales
			Pending Sales
MLS:	All		✓ Closed Sales
Listing Filters			✓ Avg/Med Sales Price
Ū		Avg/Med Sales Price per Sq Ft	
Property Types:	Condo/Townhouœ/Apt Single Family Residence	;	✓ Avg/Med Sales Price vs Listing Price
Sales Types:	All		✓ Avg/Med Sales Price vs Est Value
Price Range:	None		Distressed Charts
			Distressed Listings
Location Filte	ers		Distressed Sales
State:	All		
			Data Tables Using 1/2018 data
County:	Rutland County, Vermont		Listing Activity by ZIP
ZIP Code:	All		Listing Activity by Metro Area
	/ M1		Sales Activity by ZIP
			Sales Activity by Metro Area

