

# 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	+ / -	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
+7%	128	137	+7%	128	137	New Listing Count
+18.7%	\$29,445,190	\$34,950,600	+18.7%	\$29,445,190	\$34,950,600	New Listing Volume
-21.2%	676	533	-21.2%	676	533	Active Listing Count
-17.7%	\$180,037,884	\$148,184,593	-17.7%	\$180,037,884	\$148,184,593	Active Listing Volume
+4.4%	\$266,328	\$278,020	+4.4%	\$266,328	\$278,020	Average Listing Price
+7.6%	\$184,450	\$198,500	+7.6%	\$184,450	\$198,500	Median Listing Price
-30.6%	134	93	-30.6%	134	93	Median Daysin RPR
-43.8%	10.9	6.1	-	_	_	Months of Inventory
+7.2%	9.17%	16.32%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-2.4%	82	80	-2.4%	82	80	New Pending Sales Count
-0.7%	\$14,688,510	\$14,587,005	-0.7%	\$14,688,510	\$14,587,005	New Pending Sales Volume
+9.3%	118	129	+9.3%	118	129	Pending Sales Count
+9.2%	\$24,537,853	\$26,785,355	+9.2%	\$24,537,853	\$26,785,355	Pending Sales Volume
-40.2%	87	52	-40.2%	87	52	Closed Sales Count
-39.3%	\$15,483,310	\$9,397,703	-39.3%	\$15,483,310	\$9,397,703	Closed Sales Volume
+1.5%	\$177,969	\$180,725	+1.5%	\$177,969	\$180,725	Average Sales Price
+17.6%	\$136,000	\$160,000	+17.6%	\$136,000	\$160,000	Median Sales Price





# New Listings

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

Filters Used	200													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Jun	Jul	Δυσ				Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	Aug '17	'17	0ct '17	'17	'17	18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	137
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	128
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7%

#### New Listing Volume

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

	\$40.0M													
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M 0													
		Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18
		17	17	17	17	17	17	17	18	18	18	18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$35M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$29.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	19%



# Active Listings

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

	1,000													
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	750													
	500													
	250													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	533
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	676
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

#### 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	\$240.0M													_
Family Residence	\$160.0M ·····													
	\$80.0M													
	0	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$148M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$180M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-18%



#### 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												
	0												
	Jun	Jul	Aug	Sep	Oct		Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Prior Year	_	-	-	-	_		_	_	-	-	_		
						_						-	\$266K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	\$266K 4%

# 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 Jun	Jul	Aug	Con	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%





# 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												
	\$150K												
	\$75K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%

#### 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												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%





#### 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.

	200												
Filters Used State: VT													
County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence	100												
	50												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	93
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	134
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-31%

#### Months of Inventory

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

Filters Used	20												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	J												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12.7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.9
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

# Active/Pending/Sold Units

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

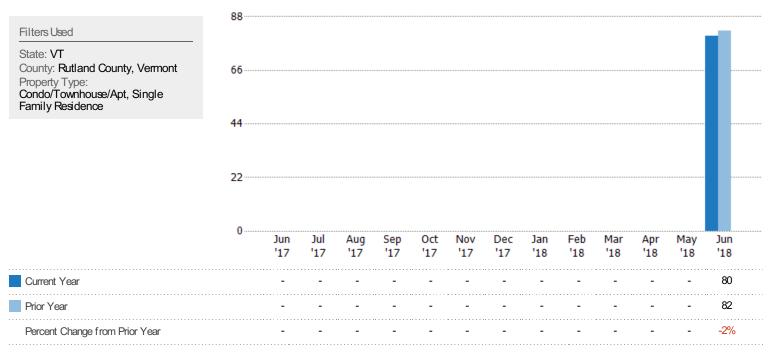
	600												
Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
	300												
	150												
	0	<b>7</b> l	A	C	0.+		D	1	<b>F</b> - <b>L</b>		<b>A</b>		
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	1/	1/	1/	1/	17	'17	'17	10	10	10	10	10	10
<b>—</b>		17	17	17	17	.17	-17	10	10	10	10	10	
Active	-	-	-	-	-	-	-	-	-	-	-	-	533
Active Pending	-	-	-	-	-	-	-	-	-	-	-	-	
	-	-	-	-	-	-	-	-	-	-	-		533

◆RPR<sup>®</sup>



#### New Pending Sales

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



#### 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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.7M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.6M
	\$5.0M 0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
State: VT County: Rutland County, Vermont	\$15.0M													
Filters Used	\$20.0M													



# Pending Sales

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

Filters Used	200													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Jun	Jul		Sep	0ct		Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	129
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	118
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9%

#### Pending Sales Volume

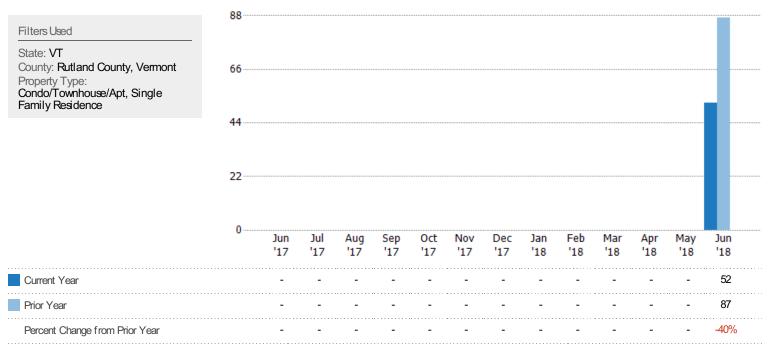
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M \$16.0M													
	\$8.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$24.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9%



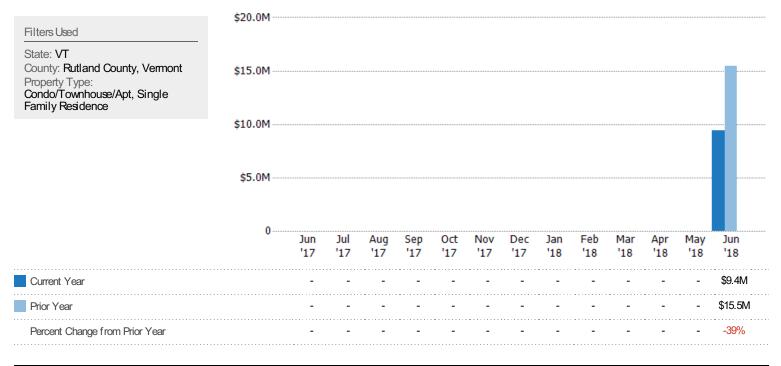
# Closed Sales

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



#### **Closed Sales Volume**

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



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#### 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%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jun	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	8%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	92%	

# 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												
·	\$100K												
	\$50K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%





#### 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 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence													
	\$100K												
	\$50K												
	+2000												
	0			_	~ .		-		- 1				-
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$136K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%

#### 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	\$200K												
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	φυοις												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	\$50K												
	0		A	Con	0.+	Neu	Dec	1	Fab	Mar	Ann	Mass	1
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
													• • • • • • •
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

#### 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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	72%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
	\$75K 0 Jun '17		Aug '17									May '18	Jun '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Rutland County, Vermont	\$225K												
Filters Used	\$300K ······												





# 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.

	\$300K ······												
Filters Used													
State: VT County: Rutland County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$235K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	70%

