

Summary of Key Listing and Sales Metrics

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

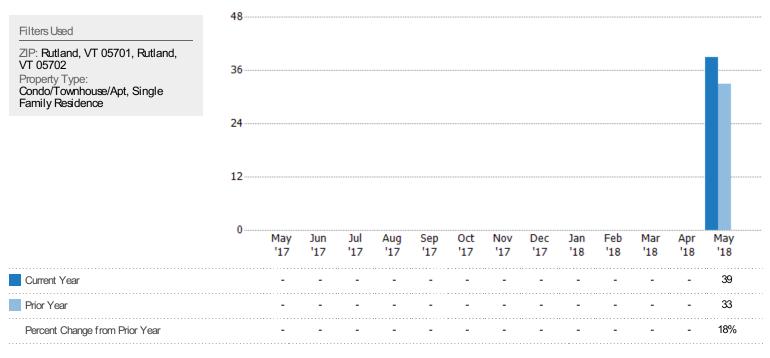
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
+18.2%	33	39	+18.2%	33	39	New Listing Count
+11.9%	\$6,831,624	\$7,643,500	+11.9%	\$6,831,624	\$7,643,500	New Listing Volume
-18.8%	138	112	-18.8%	138	112	Active Listing Count
-11.2%	\$28,440,830	\$25,249,799	-11.2%	\$28,440,830	\$25,249,799	Active Listing Volume
+9.4%	\$206,093	\$225,445	+9.4%	\$206,093	\$225,445	Average Listing Price
+21.6%	\$148,000	\$179,900	+21.6%	\$148,000	\$179,900	Median Listing Price
-41.1%	118	69.5	-41.1%	118	69.5	Median Days in RPR
+55.6%	6	9.3	-	_	-	Months of Inventory
-6%	16.67%	10.71%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-14.8%	27	23	-14.8%	27	23	New Pending Sales Count
-33.7%	\$5,622,950	\$3,727,100	-33.7%	\$5,622,950	\$3,727,100	New Pending Sales Volume
-16.7%	42	35	-16.7%	42	35	Pending Sales Count
-29%	\$8,808,550	\$6,254,000	-29%	\$8,808,550	\$6,254,000	Pending Sales Volume
+16.7%	12	14	+16.7%	12	14	Cloæd Sales Count
+34.6%	\$1,823,300	\$2,454,000	+34.6%	\$1,823,300	\$2,454,000	Cloæd Sales Volume
+15.4%	\$151,942	\$175,286	+15.4%	\$151,942	\$175,286	Average Sales Price
+1.9%	\$144,750	\$147,500	+1.9%	\$144,750	\$147,500	Median Sales Price





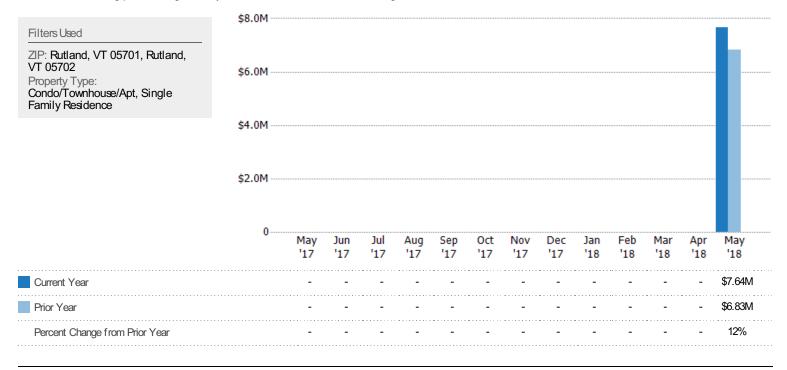
New Listings

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



New Listing Volume

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



合



Active Listings

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

Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	240													
	80													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	112
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	138
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%

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	\$40.0M ······													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%



Average Listing Price

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

	\$300K												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Tariny headence	\$150K												
	\$75K												
	0	_		-	_			_				_	
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

Median Listing Price

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

Filters Used	\$200K												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	+==+												
	\$50K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%





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													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%

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 ······												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May	Jun	Jul	Aug	Son	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%





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.

'17 -	'17 - -	'17 _	'17 -	'17 -	'17 -	'17 - -	'17 - -	'18 - -	'18 - -	'18 _ _	Apr '18 -	May '18 69.5 118
			'17	'17 -	'17 -						'18	'18
			'17	'17	'17							
May	Jun	Jul	Aua	Son	Oct	Nov	Dec	Jan	Feb	Mar	Anr	
- 150												
	0	100 50	100	100	100	100	100	100	100	100	100	100

Months of Inventory

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

Percent Change from Prior Year				_									12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.5
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14
	5 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Family Residence	10												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

May Jun Jul Aug Sep Oct Nov Dec Jan Feb M '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '1	ar Apr .8 '18	May '18
Current Year		7%
Prior Year		8%
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.

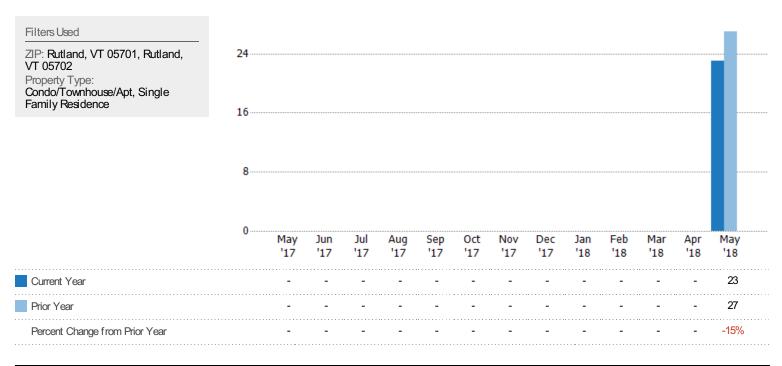
	200												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Family Residence	100												
	100												
	50												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	17	1/	17	17	17	17	17	17	10	10	10	10	10

Active	-	-	-	-	-	-	-	-	-	-	-	-	112
Active Pending	-	-	-	-	-	-	-	-	-	-	- -	-	112 35
	- -	-		-	- - -								



New Pending Sales

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



New Pending Sales Volume

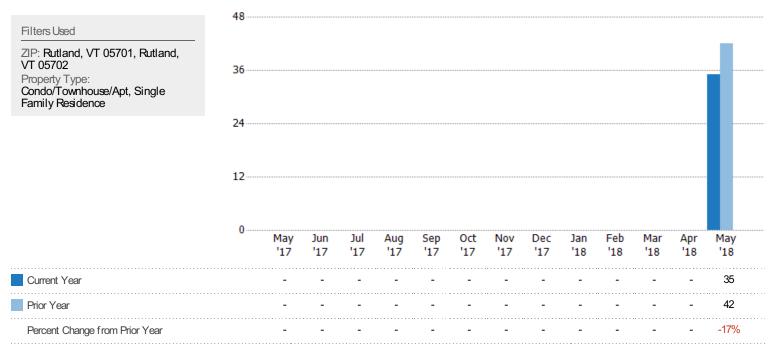
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-34%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.62M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.73M
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$1.5M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702	\$4.5M													
	\$6.0M ······													



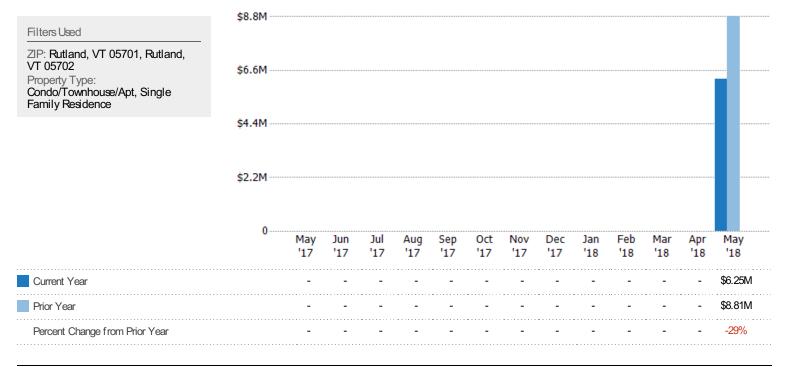
Pending Sales

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.



合



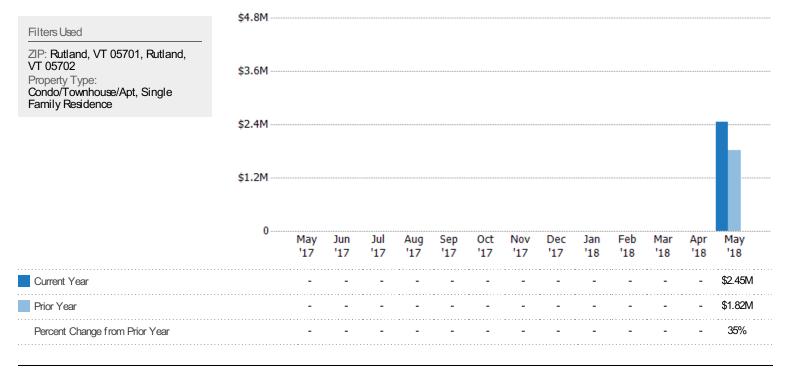
Closed Sales

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

Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	24													
	8													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%

Closed Sales Volume

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







Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Rutland, VT 05701, Rutland, VT 05702	80%														
Property Type:	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	7%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	93%	

Average Sales Price

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

	\$200K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	+50%												
	\$50K												
	0												
	May		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$152K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%





Median Sales Price

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

	\$200K												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K \$50K												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

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 ······												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
Filters Used													
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	May	Jun			Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

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	\$300K ······												
ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,	\$150K												
	\$75K												
	0	lup	Jul	Aug	Son	0.4	Nov	Dec	Jan	Feb	Mar	Apr	May
	May '17	Jun '17	'17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	90%





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.

	\$200K ······												
Filters Used ZIP: Rutland, VT 05701, Rutland, VT 05702 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	lup	Jul	Aug	Con	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	May '17	Jun '17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

