

Summary of Key Listing and Sales Metrics

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

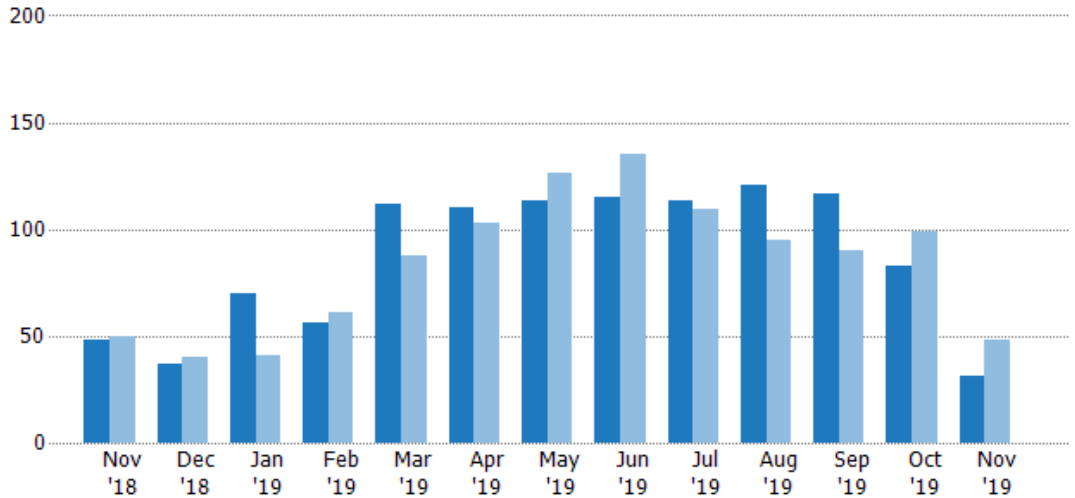
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	48	-35.4%	1,041	995	+4.6%
New Listing Volume	\$5,424,399	\$16,645,198	-67.4%	\$258,484,710	\$244,387,121	+5.8%
Active Listing Count	440	543	-19%	N/A	N/A	
Active Listing Volume	\$152,212,250	\$162,475,989	-6.3%	N/A	N/A	
Average Listing Price	\$345,937	\$299,219	+15.6%	\$306,893	\$271,386	+13.1%
Median Listing Price	\$226,750	\$199,900	+13.4%	\$214,415	\$191,996	+11.7%
Median Days in RPR	140	144	-2.8%	133.57	131.1	+1.9%
Months of Inventory	4.4	8.9	-50.6%	9.7	9.5	+2%
Absorption Rate	22.73%	11.23%	+11.5%	10.35%	10.56%	-0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	62	52	+19.2%	901	677	+33.1%
New Pending Sales Volume	\$11,688,600	\$9,865,799	+18.5%	\$190,416,235	\$131,718,928	+44.6%
Pending Sales Count	129	83	+55.4%	N/A	N/A	
Pending Sales Volume	\$27,062,300	\$14,601,649	+85.3%	N/A	N/A	
Closed Sales Count	71	82	-13.4%	719	598	+20.2%
Closed Sales Volume	\$13,979,243	\$16,702,100	-16.3%	\$139,284,450	\$112,451,066	+23.9%
Average Sales Price	\$196,891	\$203,684	-3.3%	\$193,720	\$188,045	+3%
Median Sales Price	\$162,500	\$165,000	-1.5%	\$164,106	\$156,288	+5%

New Listings

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

Filters Used

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



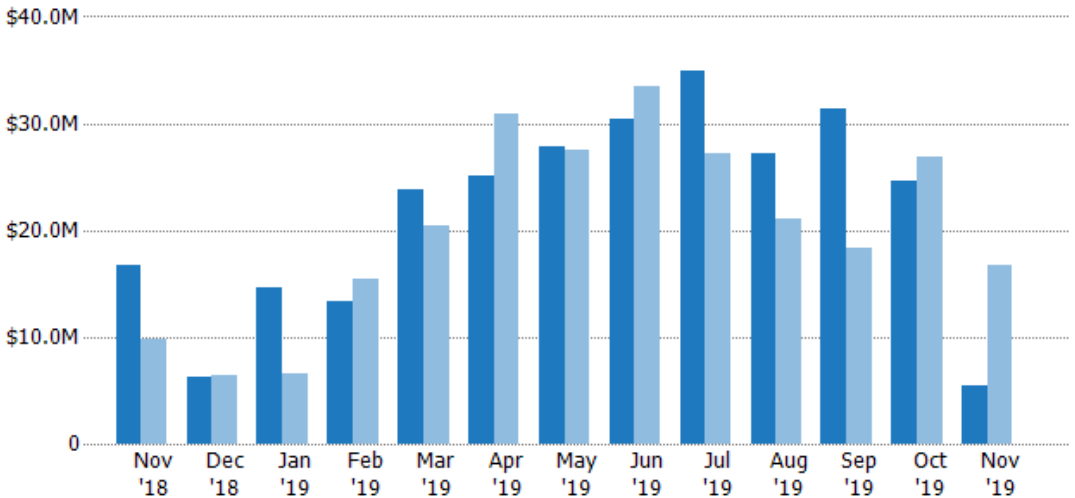
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	48	37	70	56	112	110	113	115	113	121	117	83	31
Prior Year	50	40	41	61	88	103	126	135	109	95	90	99	48
Percent Change from Prior Year	-4%	-8%	71%	-8%	27%	7%	-10%	-15%	4%	27%	30%	-16%	-35%

New Listing Volume

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

Filters Used

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



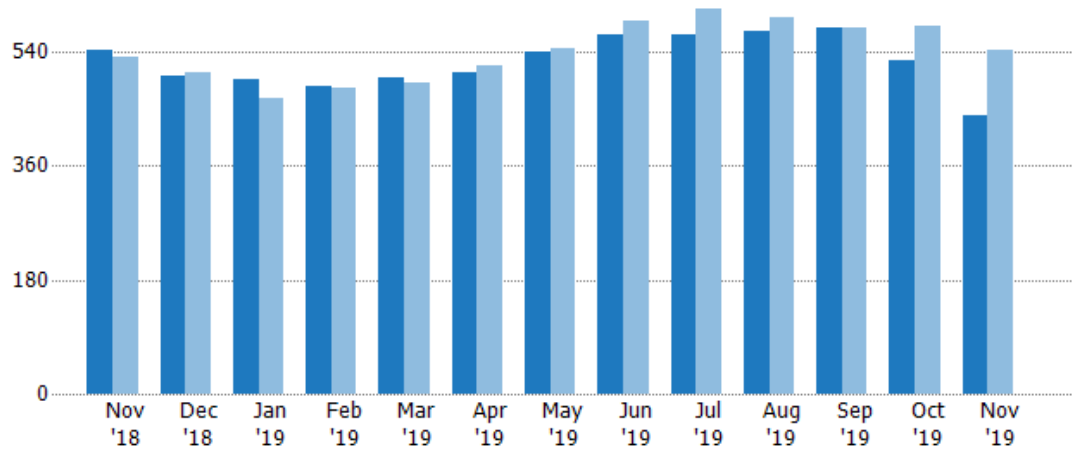
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$16.6M	\$6.26M	\$14.6M	\$13.3M	\$23.8M	\$25M	\$27.9M	\$30.4M	\$35M	\$27.1M	\$31.4M	\$24.5M	\$5.42M
Prior Year	\$9.83M	\$6.45M	\$6.53M	\$15.5M	\$20.4M	\$30.9M	\$27.6M	\$33.4M	\$27.1M	\$21M	\$18.4M	\$26.9M	\$16.6M
Percent Change from Prior Year	69%	-3%	123%	-14%	17%	-19%	1%	-9%	29%	29%	71%	-9%	-67%

Active Listings

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

Filters Used

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



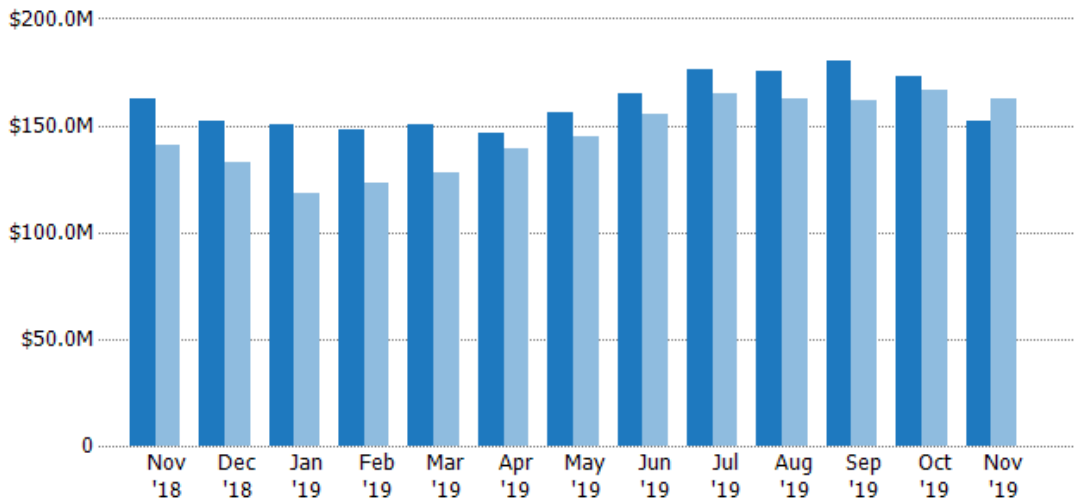
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	543	502	497	486	498	506	539	567	568	573	577	527	440
Prior Year	532	506	467	483	490	518	544	589	608	594	579	581	543
Percent Change from Prior Year	2%	-1%	6%	1%	2%	-2%	-1%	-4%	-7%	-4%	0%	-9%	-19%

Active Listing Volume

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

Filters Used

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$162M	\$152M	\$151M	\$148M	\$150M	\$146M	\$156M	\$165M	\$176M	\$176M	\$180M	\$173M	\$152M
Prior Year	\$141M	\$132M	\$118M	\$123M	\$128M	\$139M	\$145M	\$155M	\$165M	\$162M	\$162M	\$167M	\$162M
Percent Change from Prior Year	15%	15%	27%	20%	18%	5%	8%	6%	7%	8%	11%	4%	-6%

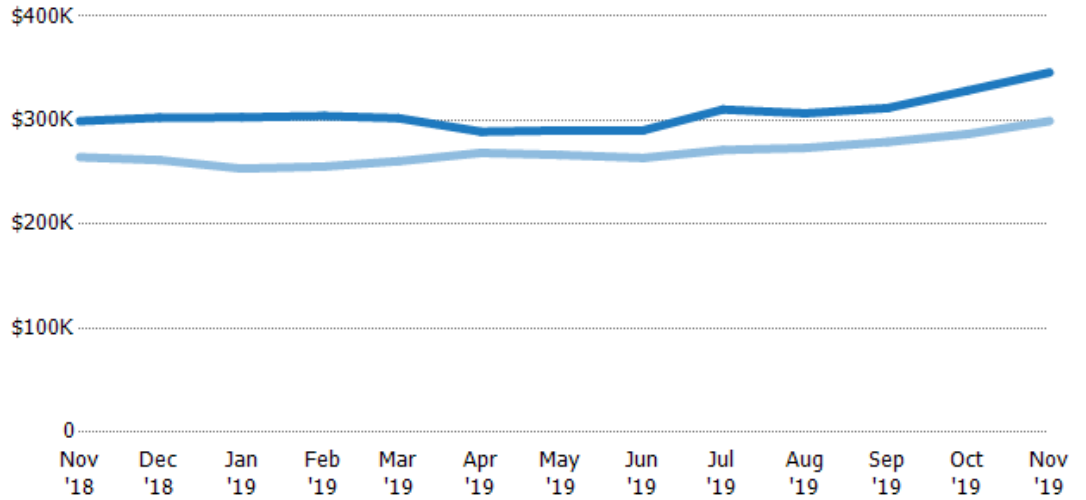
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '19	\$346K	15.6%
Nov '18	\$299K	13.1%
Nov '17	\$264K	1.2%



Current Year	\$299K	\$303K	\$303K	\$304K	\$302K	\$289K	\$290K	\$290K	\$310K	\$307K	\$312K	\$328K	\$346K
Prior Year	\$264K	\$262K	\$254K	\$256K	\$261K	\$269K	\$267K	\$264K	\$271K	\$273K	\$279K	\$287K	\$299K
Percent Change from Prior Year	13%	16%	19%	19%	16%	8%	9%	10%	14%	12%	12%	15%	16%

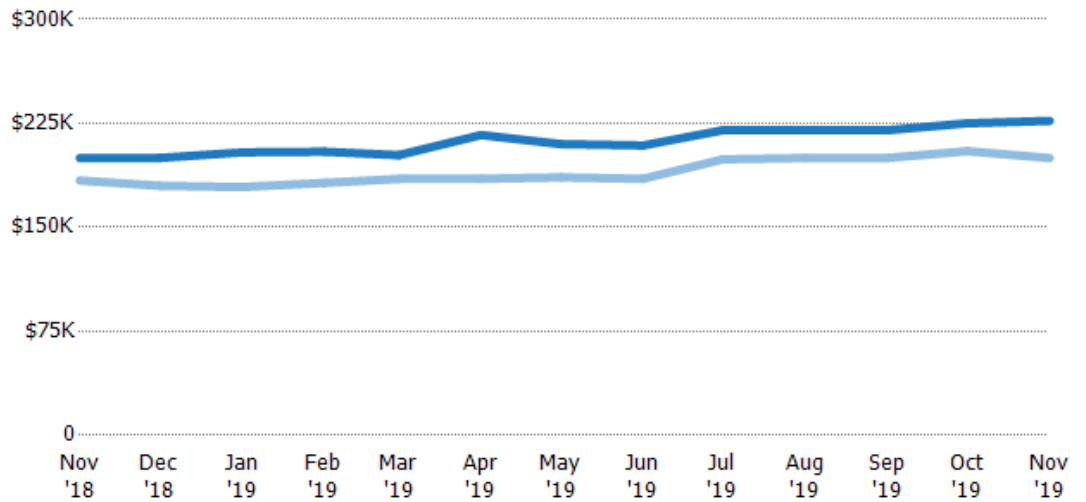
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '19	\$227K	13.4%
Nov '18	\$200K	8.8%
Nov '17	\$184K	3.4%



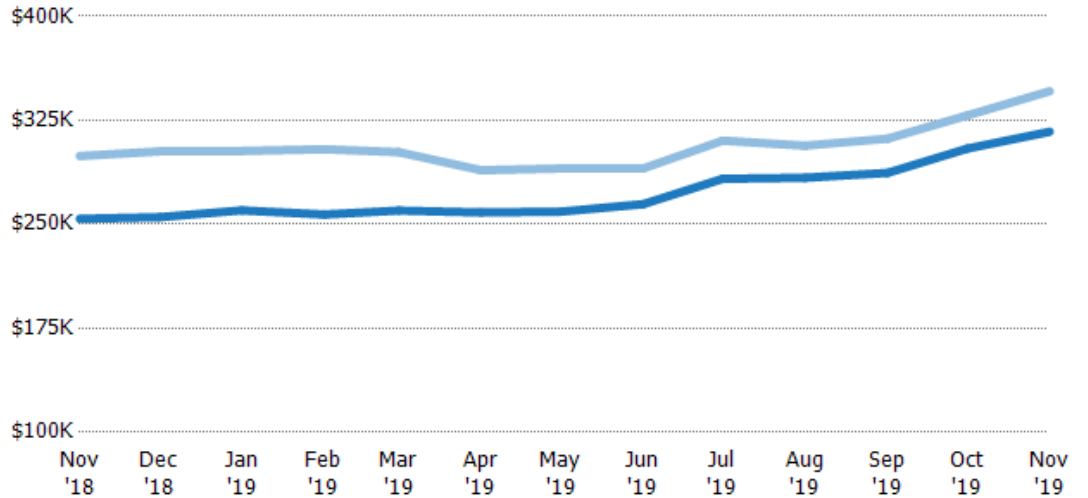
Current Year	\$200K	\$200K	\$204K	\$205K	\$202K	\$217K	\$210K	\$209K	\$220K	\$220K	\$220K	\$225K	\$227K
Prior Year	\$184K	\$180K	\$179K	\$182K	\$185K	\$185K	\$186K	\$185K	\$199K	\$200K	\$200K	\$205K	\$200K
Percent Change from Prior Year	9%	11%	14%	12%	9%	17%	13%	13%	11%	10%	10%	10%	13%

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

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



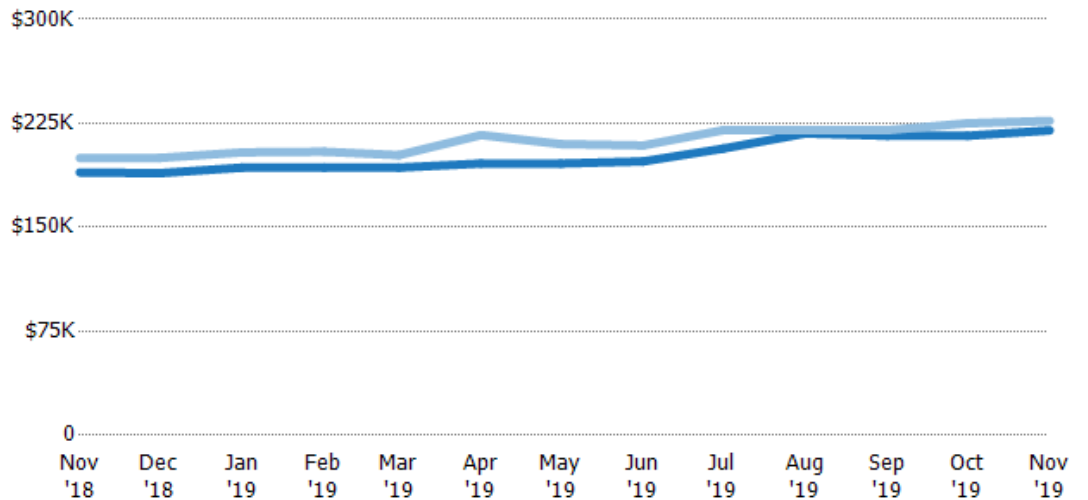
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$254K	\$255K	\$260K	\$257K	\$260K	\$259K	\$259K	\$265K	\$283K	\$284K	\$287K	\$305K	\$317K
Avg Listing Price	\$299K	\$303K	\$303K	\$304K	\$302K	\$289K	\$290K	\$290K	\$310K	\$307K	\$312K	\$328K	\$346K
Avg Listing Price as a % of Avg Est Value	118%	119%	116%	118%	116%	112%	112%	110%	110%	108%	109%	108%	109%

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

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



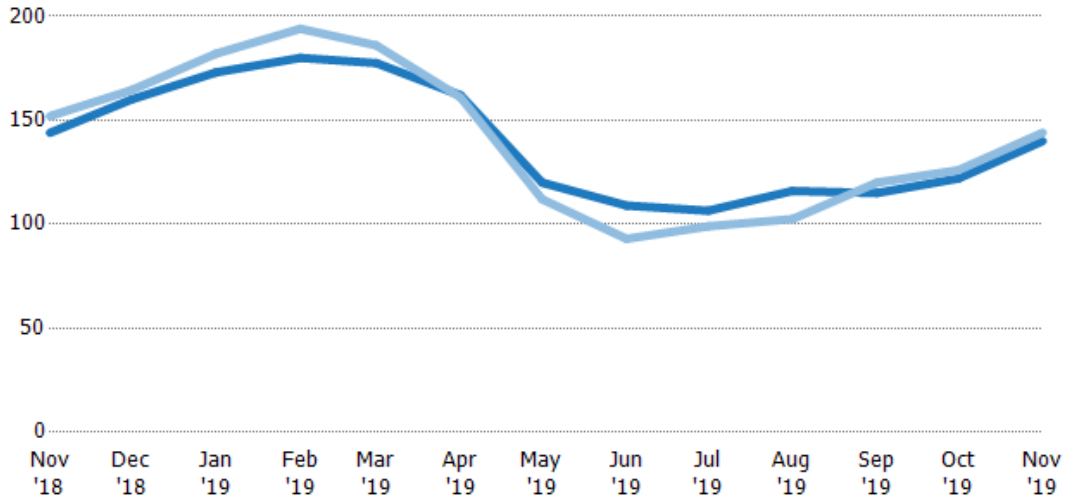
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$190K	\$189K	\$193K	\$193K	\$193K	\$196K	\$196K	\$198K	\$207K	\$218K	\$216K	\$216K	\$220K
Median Listing Price	\$200K	\$200K	\$204K	\$205K	\$202K	\$217K	\$210K	\$209K	\$220K	\$220K	\$220K	\$225K	\$227K
Med Listing Price as a % of Med Est Value	105%	106%	106%	106%	105%	110%	107%	106%	106%	101%	102%	104%	103%

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

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



Month/Year	Days	% Chg.
Nov '19	140	-2.8%
Nov '18	144	-5.3%
Nov '17	152	-1.3%

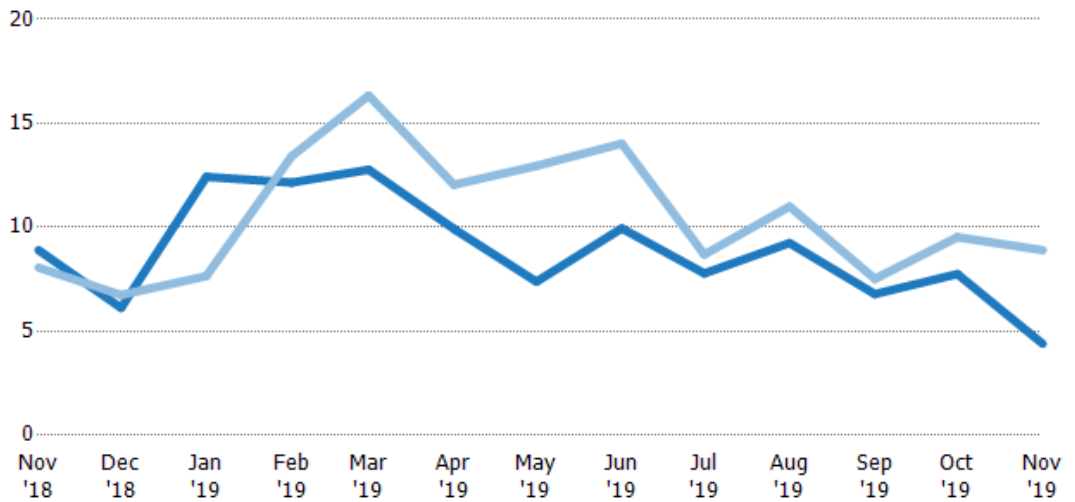
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	144	160	173	180	178	162	120	109	107	116	115	122	140
Prior Year	152	165	182	194	186	161	112	93	99	103	120	126	144
Percent Change from Prior Year	-5%	-3%	-5%	-7%	-5%	1%	7%	17%	8%	13%	-4%	-3%	-3%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Nov '19	4.4	-50.6%
Nov '18	8.9	10.4%
Nov '17	8.06	45.9%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8.9	6.12	12.4	12.2	12.8	9.92	7.38	9.95	7.78	9.24	6.79	7.75	4.4
Prior Year	8.06	6.75	7.66	13.4	16.3	12	13	14	8.69	11	7.52	9.52	8.9
Percent Change from Prior Year	10%	-9%	62%	-9%	-22%	-18%	-43%	-29%	-10%	-16%	-10%	-19%	-51%

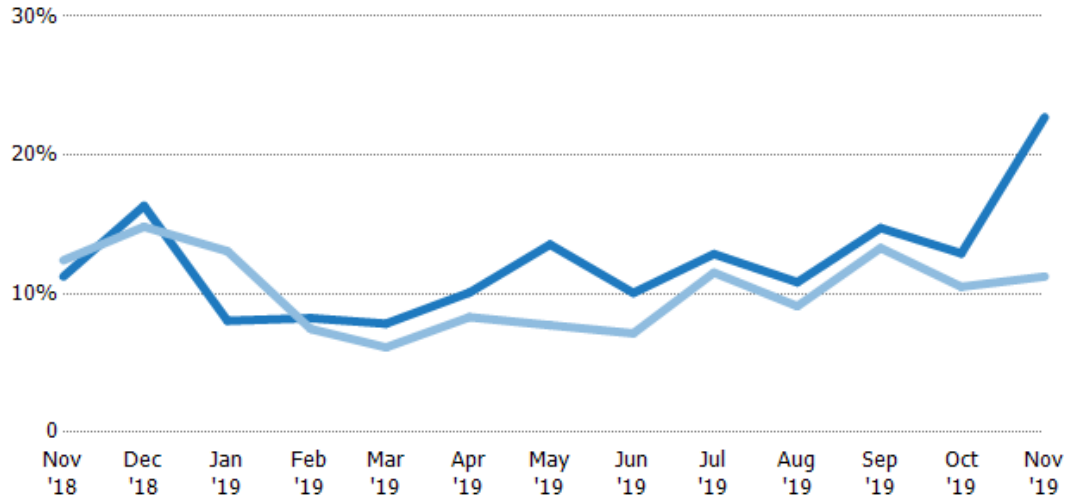
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Nov '19	23%	-11.5%
Nov '18	11%	1.2%
Nov '17	12%	-31.5%



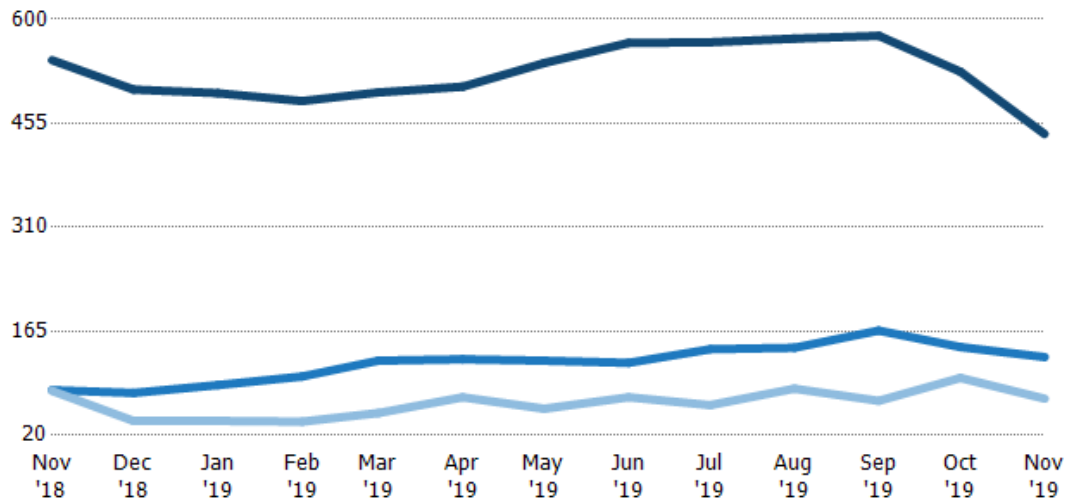
Current Year	11%	16%	8%	8%	8%	10%	14%	10%	13%	11%	15%	13%	23%
Prior Year	12%	15%	13%	7%	6%	8%	8%	7%	12%	9%	13%	10%	11%
Change from Prior Year	1%	-2%	5%	-1%	-2%	-2%	-6%	-3%	-1%	-2%	-1%	-2%	-11%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



Active	543	502	497	486	498	506	539	567	568	573	577	527	440
Pending	83	79	90	102	124	126	124	121	140	142	166	143	129
Sold	82	40	40	39	51	73	57	73	62	85	68	100	71

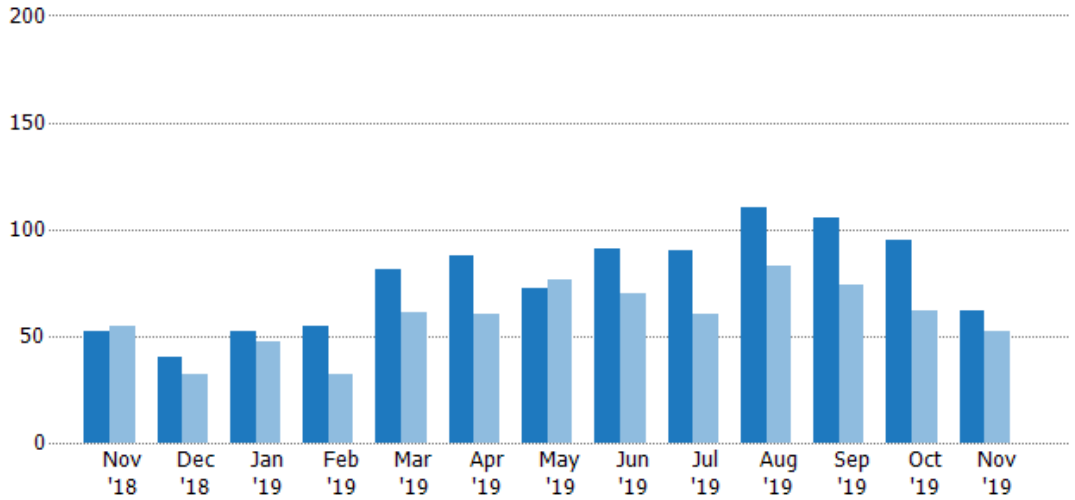
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '19	62	19.2%
Nov '18	52	-5.5%
Nov '17	55	-20%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	52	40	52	55	81	88	72	91	90	110	105	95	62
Prior Year	55	32	47	32	61	60	76	70	60	83	74	62	52
Percent Change from Prior Year	-5%	25%	11%	72%	33%	47%	-5%	30%	50%	33%	42%	53%	19%

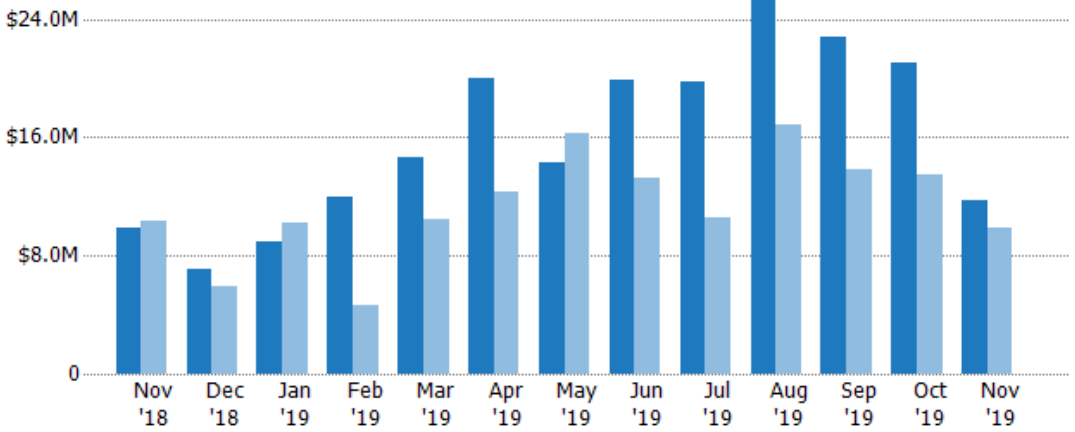
New Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Nov '19	\$11.7M	18.5%
Nov '18	\$9.87M	-5%
Nov '17	\$10.4M	-35.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$9.87M	\$7.06M	\$9M	\$12M	\$14.6M	\$20M	\$14.3M	\$19.9M	\$19.8M	\$25.4M	\$22.8M	\$21M	\$11.7M
Prior Year	\$10.4M	\$5.86M	\$10.2M	\$4.67M	\$10.5M	\$12.3M	\$16.3M	\$13.2M	\$10.6M	\$16.9M	\$13.8M	\$13.5M	\$9.87M
Percent Change from Prior Year	-5%	20%	-12%	157%	39%	63%	-12%	50%	87%	51%	65%	56%	18%

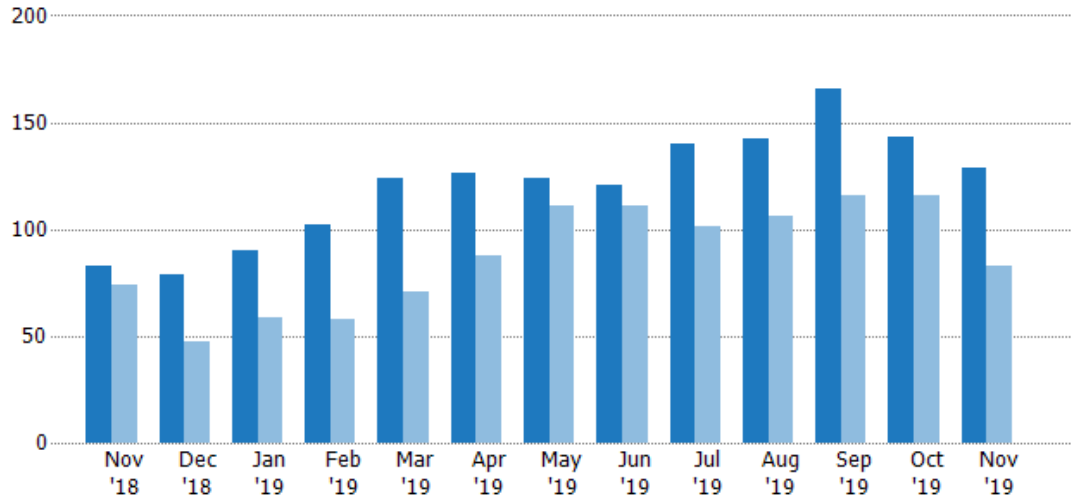
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Nov '19	129	55.4%
Nov '18	83	12.2%
Nov '17	74	2.7%



Current Year	83	79	90	102	124	126	124	121	140	142	166	143	129
Prior Year	74	47	59	58	71	88	111	111	101	106	116	116	83
Percent Change from Prior Year	12%	68%	53%	76%	75%	43%	12%	9%	39%	34%	43%	23%	55%

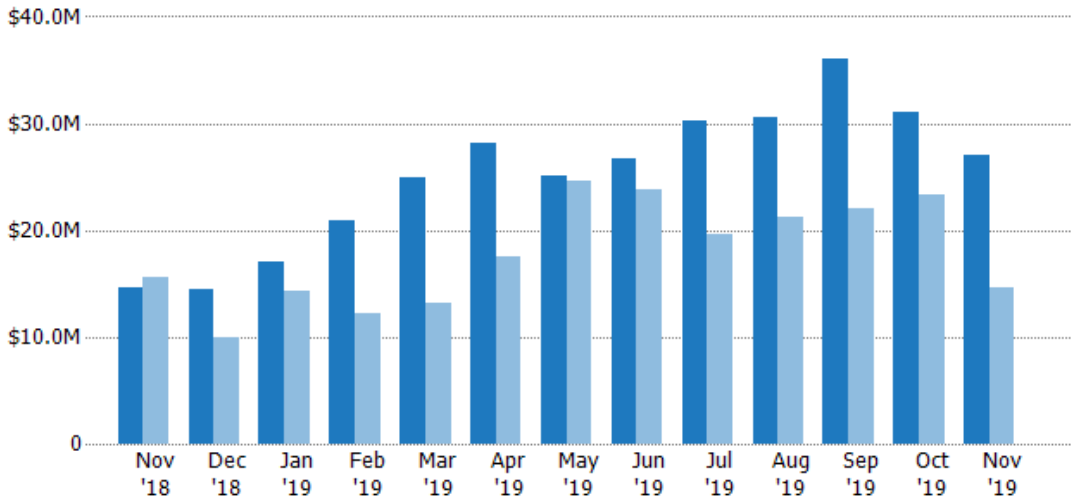
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '19	\$27.1M	85.3%
Nov '18	\$14.6M	-6.7%
Nov '17	\$15.7M	-13.8%



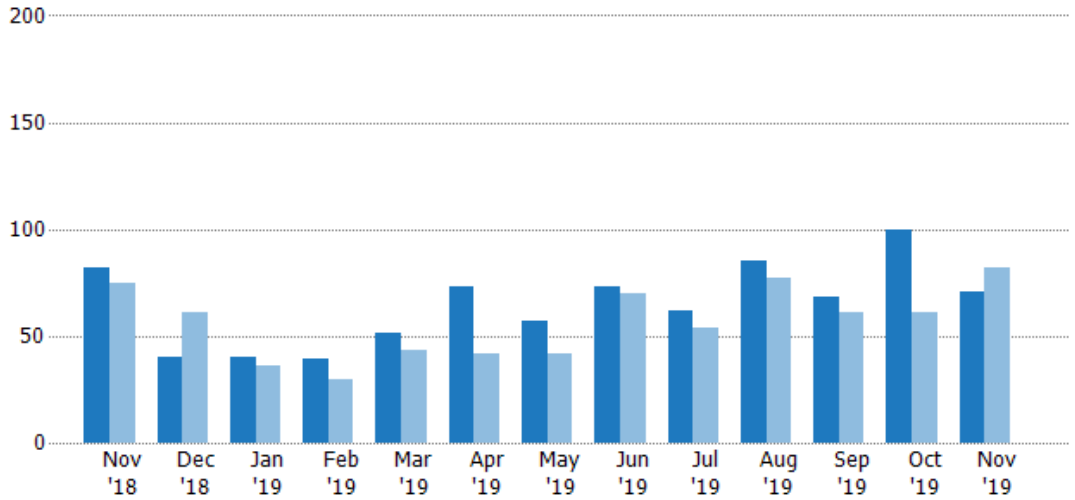
Current Year	\$14.6M	\$14.4M	\$17M	\$20.9M	\$24.9M	\$28.2M	\$25M	\$26.7M	\$30.3M	\$30.5M	\$36.1M	\$31.1M	\$27.1M
Prior Year	\$15.7M	\$9.92M	\$14.3M	\$12.2M	\$13.1M	\$17.5M	\$24.7M	\$23.8M	\$19.6M	\$21.2M	\$22M	\$23.4M	\$14.6M
Percent Change from Prior Year	-7%	45%	19%	71%	90%	61%	1%	12%	54%	44%	64%	33%	85%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



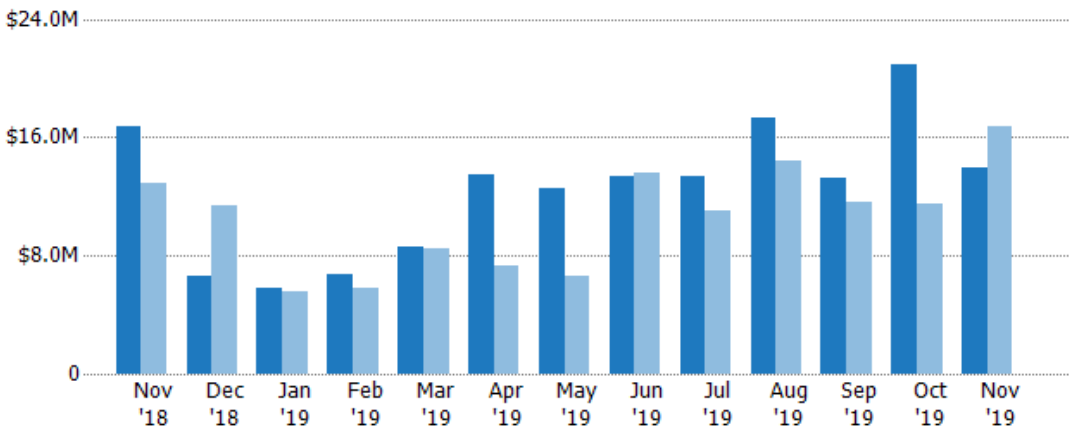
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	82	40	40	39	51	73	57	73	62	85	68	100	71
Prior Year	75	61	36	30	43	42	42	70	54	77	61	61	82
Percent Change from Prior Year	9%	-34%	11%	30%	19%	74%	36%	4%	15%	10%	11%	64%	-13%

Closed Sales Volume

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

Filters Used

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



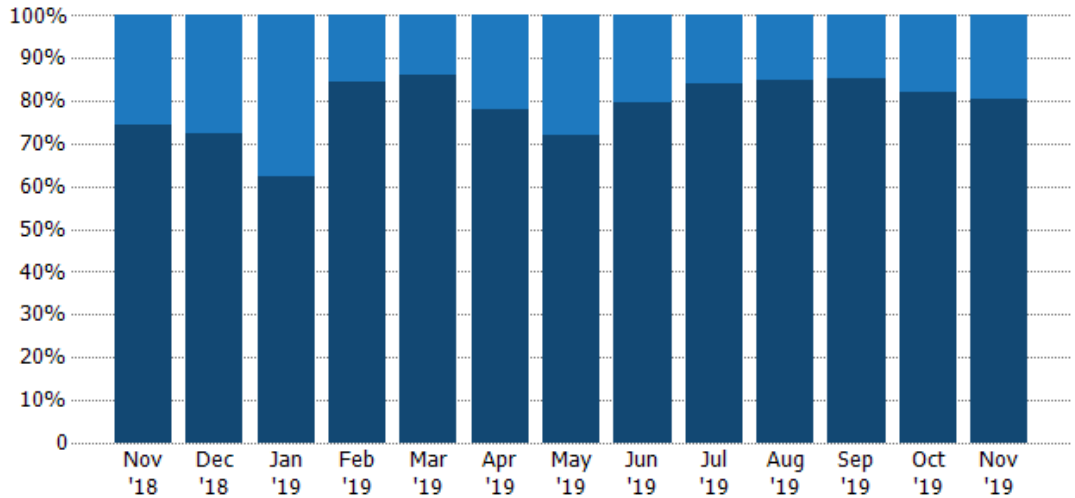
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$16.7M	\$6.61M	\$5.82M	\$6.68M	\$8.6M	\$13.4M	\$12.5M	\$13.4M	\$13.4M	\$17.3M	\$13.2M	\$20.9M	\$14M
Prior Year	\$12.9M	\$11.4M	\$5.56M	\$5.79M	\$8.45M	\$7.27M	\$6.62M	\$13.5M	\$11M	\$14.5M	\$11.6M	\$11.5M	\$16.7M
Percent Change from Prior Year	29%	-42%	5%	15%	2%	85%	90%	-1%	21%	20%	14%	82%	-16%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



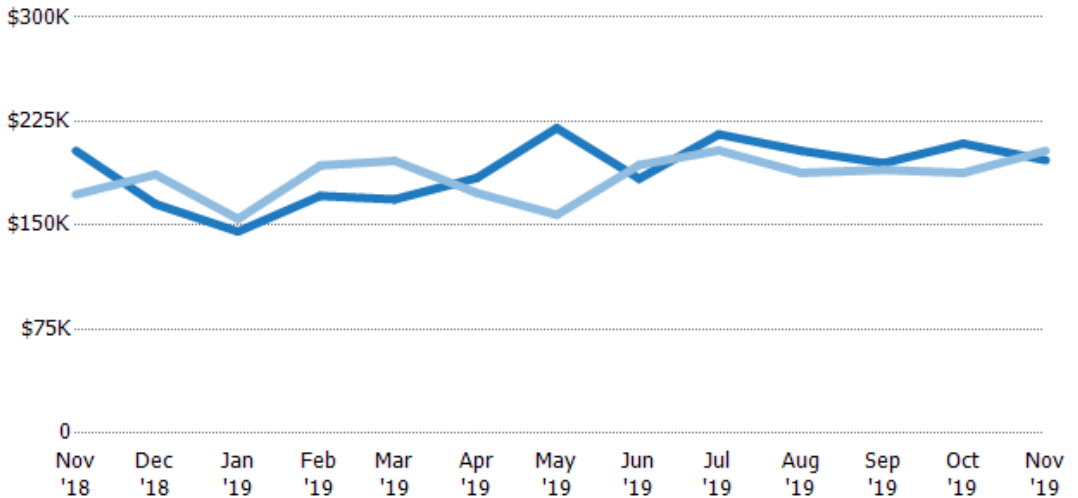
Condo/Townhouse	26%	28%	38%	15%	14%	22%	28%	21%	16%	15%	15%	18%	20%
Single Family Residence	74%	73%	63%	85%	86%	78%	72%	79%	84%	85%	85%	82%	80%

Average Sales Price

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

Filters Used

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



Current Year	\$204K	\$165K	\$145K	\$171K	\$169K	\$184K	\$220K	\$184K	\$216K	\$204K	\$195K	\$209K	\$197K
Prior Year	\$172K	\$187K	\$155K	\$193K	\$196K	\$173K	\$158K	\$193K	\$204K	\$188K	\$190K	\$188K	\$204K
Percent Change from Prior Year	18%	-11%	-6%	-11%	-14%	6%	40%	-5%	6%	8%	3%	11%	-3%

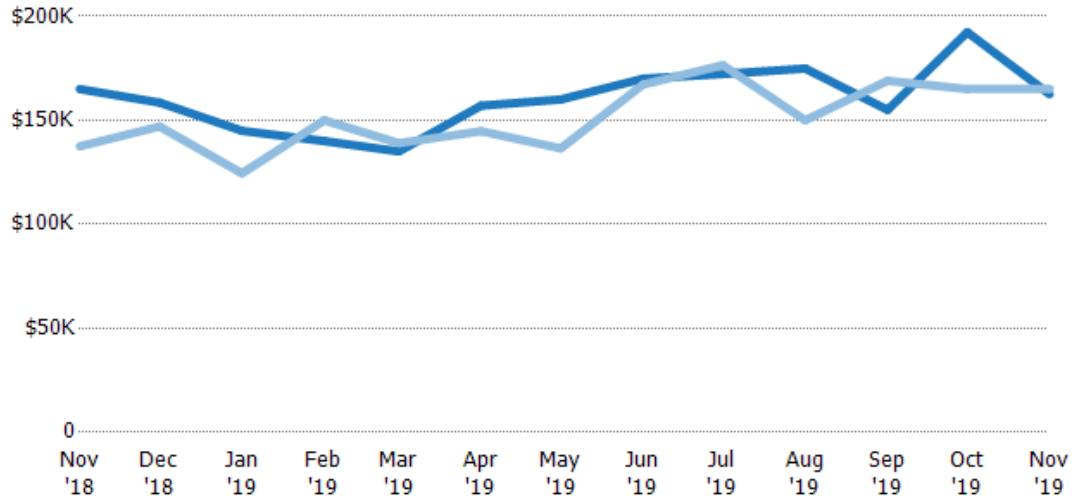
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '19	\$163K	-1.5%
Nov '18	\$165K	20%
Nov '17	\$138K	6.1%



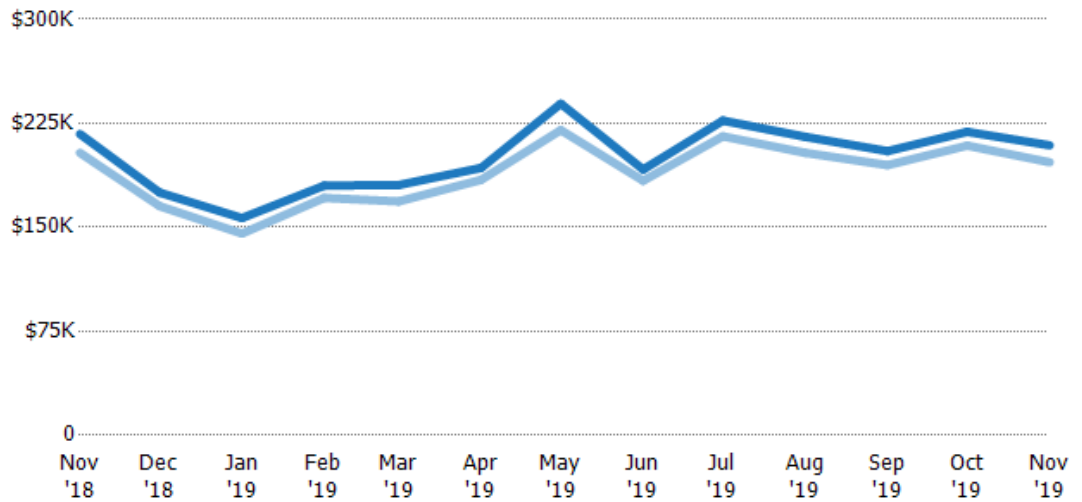
Current Year	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$160K	\$170K	\$172K	\$175K	\$155K	\$192K	\$163K
Prior Year	\$138K	\$147K	\$125K	\$150K	\$139K	\$145K	\$137K	\$167K	\$177K	\$150K	\$169K	\$165K	\$165K
Percent Change from Prior Year	20%	8%	16%	-7%	-3%	8%	17%	2%	-2%	17%	-8%	17%	-2%

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

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



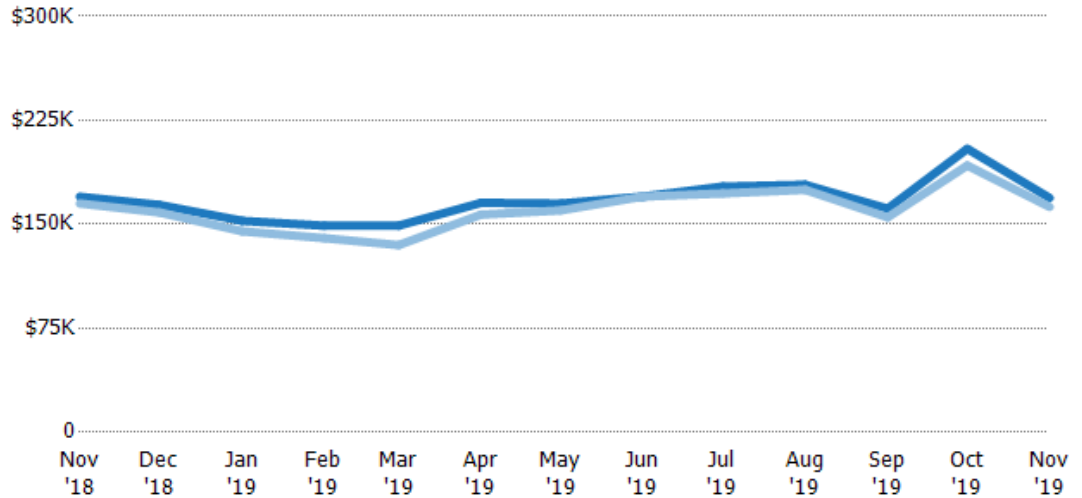
Avg List Price	\$217K	\$175K	\$157K	\$180K	\$180K	\$193K	\$239K	\$192K	\$227K	\$215K	\$205K	\$219K	\$209K
Avg Sales Price	\$204K	\$165K	\$145K	\$171K	\$169K	\$184K	\$220K	\$184K	\$216K	\$204K	\$195K	\$209K	\$197K
Avg Sales Price as a % of Avg List Price	94%	94%	93%	95%	93%	96%	92%	96%	95%	95%	95%	95%	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

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



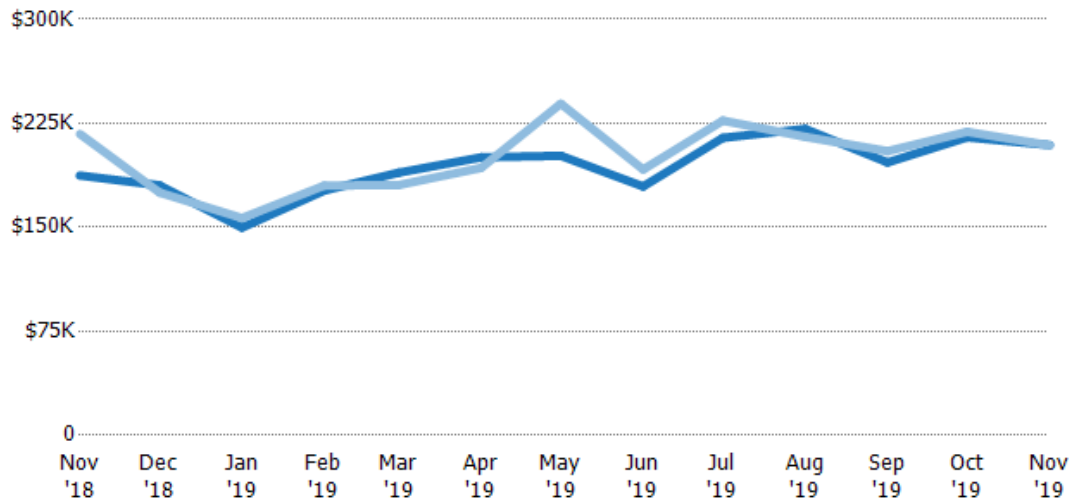
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$170K	\$164K	\$153K	\$149K	\$149K	\$166K	\$165K	\$170K	\$177K	\$179K	\$161K	\$204K	\$169K
Median Sales Price	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K	\$160K	\$170K	\$172K	\$175K	\$155K	\$192K	\$163K
Med Sales Price as a % of Med List Price	97%	97%	95%	94%	91%	95%	97%	100%	97%	98%	96%	94%	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

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



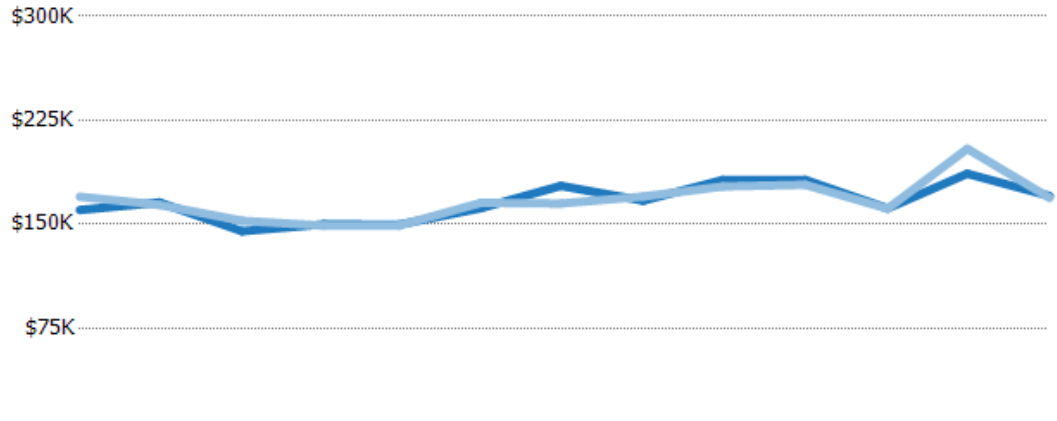
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$187K	\$180K	\$150K	\$177K	\$189K	\$200K	\$202K	\$179K	\$214K	\$221K	\$197K	\$215K	\$209K
Avg Sales Price	\$217K	\$175K	\$157K	\$180K	\$180K	\$193K	\$239K	\$192K	\$227K	\$215K	\$205K	\$219K	\$209K
Avg Sales Price as a % of Avg Est Value	116%	97%	105%	102%	95%	96%	119%	107%	106%	97%	104%	102%	100%

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

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$160K	\$166K	\$145K	\$150K	\$150K	\$162K	\$178K	\$167K	\$182K	\$182K	\$161K	\$187K	\$170K
Median Sales Price	\$170K	\$164K	\$153K	\$149K	\$149K	\$166K	\$165K	\$170K	\$177K	\$179K	\$161K	\$204K	\$169K
Med Sales Price as a % of Med Est Value	106%	99%	105%	99%	100%	102%	93%	102%	97%	98%	100%	110%	99%