

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	49	56	-12.5%	132	126	+4.8%
New Listing Volume	\$14,834,500	\$13,291,900	+11.6%	\$33,331,299	\$28,178,190	+18.3%
Active Listing Count	361	483	-25.3%	N/A	N/A	
Active Listing Volume	\$128,348,985	\$147,090,199	-12.7%	N/A	N/A	
Average Listing Price	\$355,537	\$304,535	+16.7%	\$347,186	\$303,676	+14.3%
Median Listing Price	\$229,900	\$214,999	+6.9%	\$222,200	\$214,949	+3.4%
Median Days in RPR	164	178	-7.9%	160.58	173.95	-7.7%
Months of Inventory	6.4	12.1	-46.6%	9.5	14.9	-36.4%
Absorption Rate	15.51%	8.28%	+7.2%	10.58%	6.73%	+3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	60	55	+9.1%	116	105	+10.5%
New Pending Sales Volume	\$10,369,300	\$11,990,999	-13.5%	\$21,496,899	\$20,397,699	+5.4%
Pending Sales Count	92	82	+12.2%	N/A	N/A	
Pending Sales Volume	\$19,008,100	\$17,516,400	+8.5%	N/A	N/A	
Closed Sales Count	34	39	-12.8%	90	79	+13.9%
Closed Sales Volume	\$6,077,880	\$6,676,724	-9%	\$15,409,130	\$12,495,274	+23.3%
Average Sales Price	\$178,761	\$171,198	+4.4%	\$171,213	\$158,168	+8.2%
Median Sales Price	\$176,125	\$140,000	+25.8%	\$156,758	\$142,506	+10%

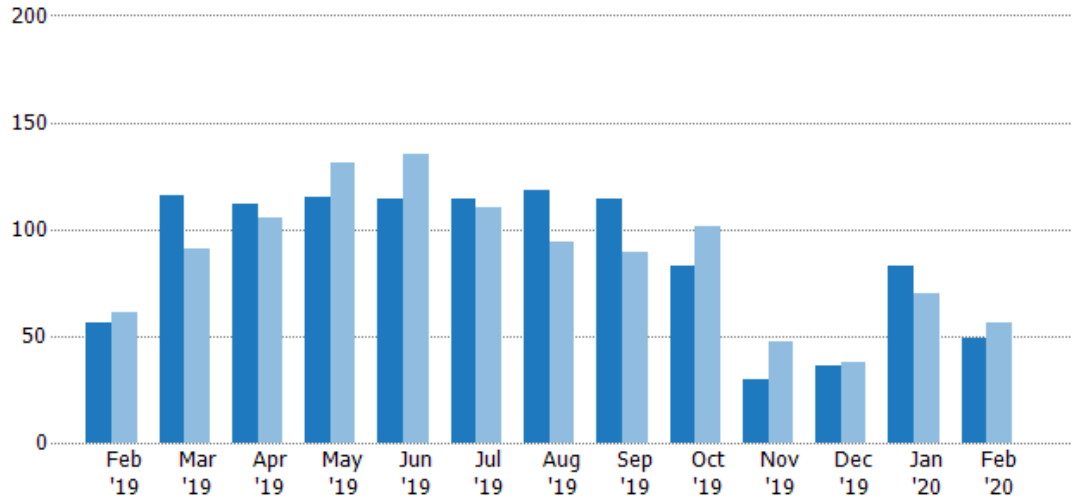
New Listings

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

Month/Year	Count	% Chg.
Feb '20	49	-12.5%
Feb '19	56	-8.2%
Feb '18	61	9.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	56	116	112	115	114	114	118	114	83	30	36	83	49
Prior Year	61	91	105	131	135	110	94	89	101	47	38	70	56
Percent Change from Prior Year	-8%	27%	7%	-12%	-16%	4%	26%	28%	-18%	-36%	-5%	19%	-13%

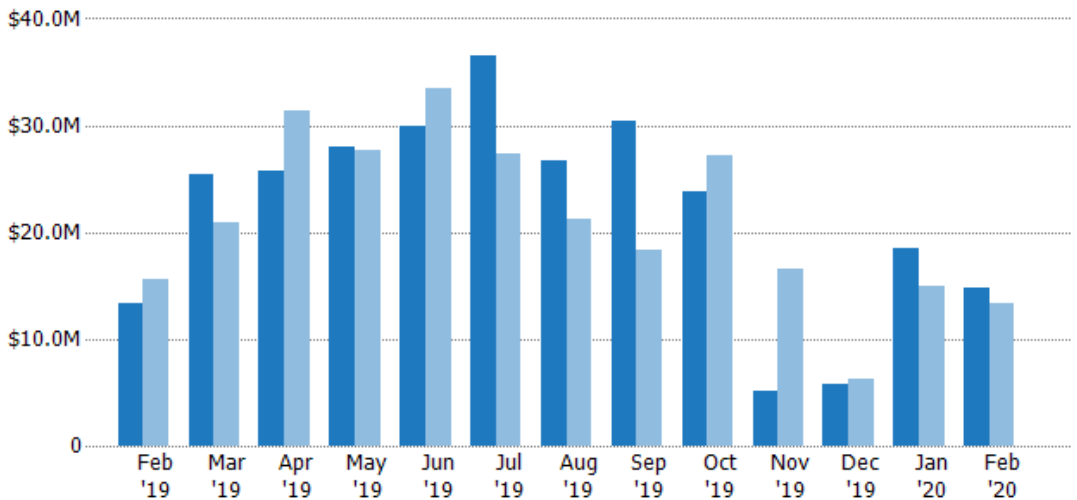
New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '20	\$14.8M	11.6%
Feb '19	\$13.3M	-14.9%
Feb '18	\$15.6M	-9.8%



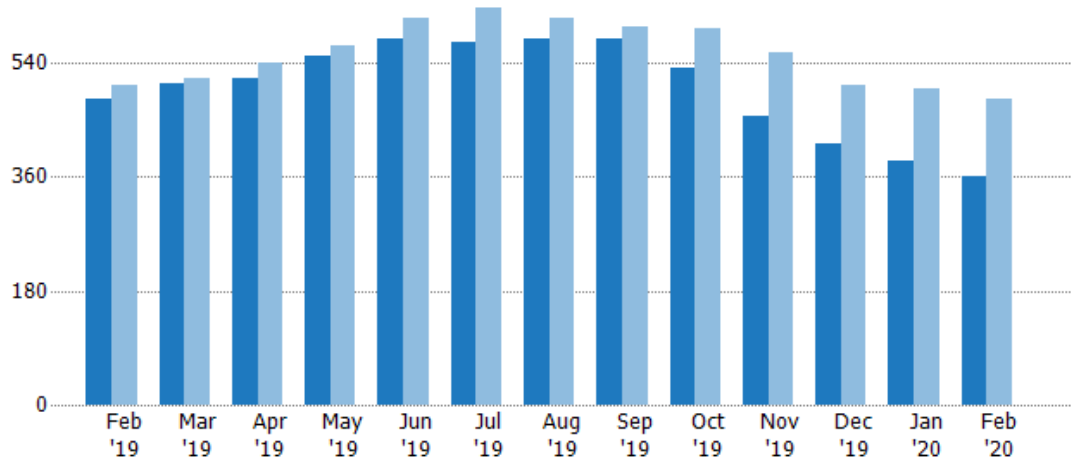
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$13.3M	\$25.4M	\$25.7M	\$28M	\$29.9M	\$36.5M	\$26.7M	\$30.5M	\$23.9M	\$5.2M	\$5.85M	\$18.5M	\$14.8M
Prior Year	\$15.6M	\$20.9M	\$31.3M	\$27.6M	\$33.5M	\$27.3M	\$21.3M	\$18.3M	\$27.2M	\$16.5M	\$6.31M	\$14.9M	\$13.3M
Percent Change from Prior Year	-15%	22%	-18%	1%	-11%	34%	26%	67%	-12%	-68%	-7%	24%	12%

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



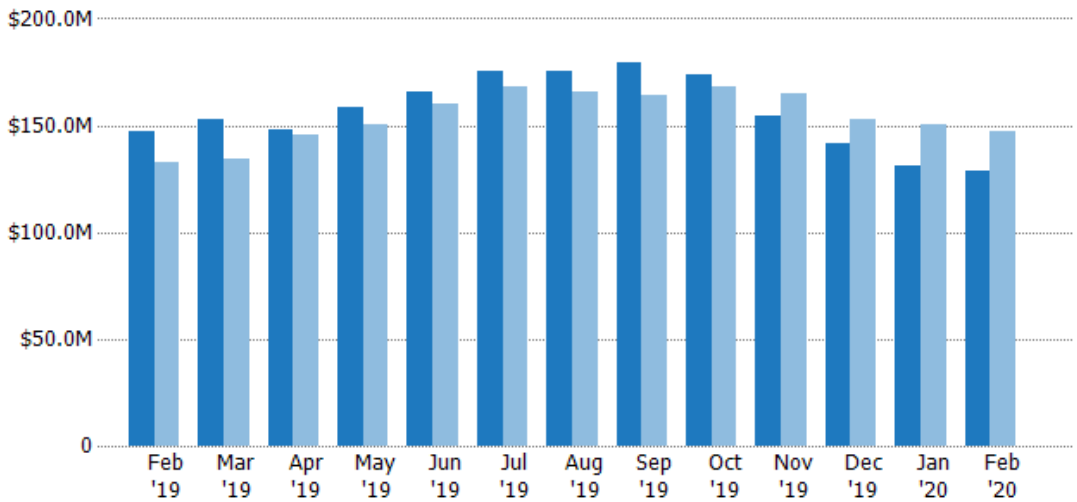
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	483	506	515	552	579	572	577	579	533	457	413	386	361
Prior Year	505	515	541	567	611	627	610	597	594	556	505	498	483
Percent Change from Prior Year	-4%	-2%	-5%	-3%	-5%	-9%	-5%	-3%	-10%	-18%	-18%	-22%	-25%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$147M	\$153M	\$148M	\$159M	\$166M	\$175M	\$175M	\$180M	\$174M	\$155M	\$142M	\$131M	\$128M
Prior Year	\$133M	\$135M	\$146M	\$151M	\$160M	\$168M	\$166M	\$164M	\$168M	\$165M	\$153M	\$151M	\$147M
Percent Change from Prior Year	11%	13%	1%	5%	3%	4%	6%	9%	4%	-6%	-7%	-13%	-13%

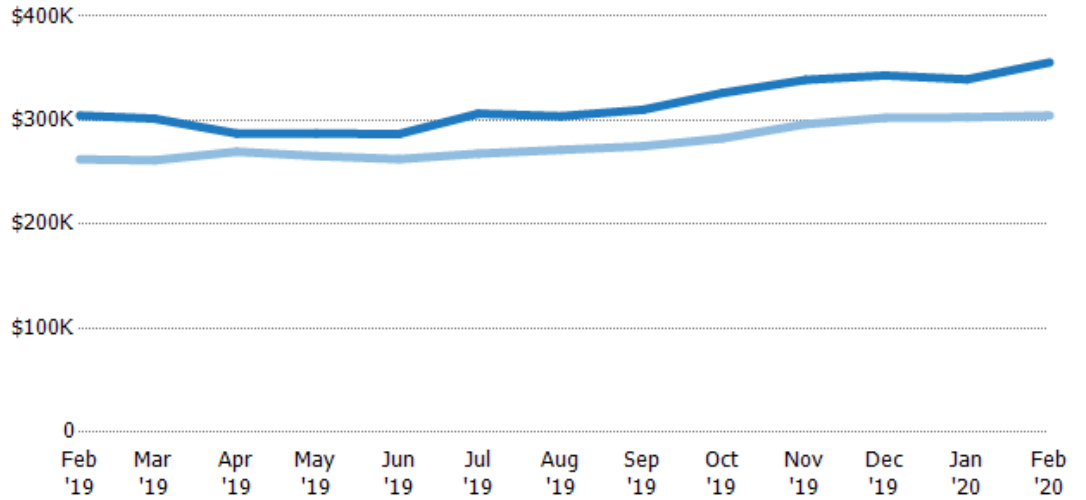
Average Listing Price

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.
Feb '20	\$356K	16.7%
Feb '19	\$305K	16.1%
Feb '18	\$262K	3%



Current Year	\$305K	\$302K	\$287K	\$287K	\$287K	\$306K	\$304K	\$310K	\$326K	\$339K	\$343K	\$339K	\$356K
Prior Year	\$262K	\$262K	\$270K	\$266K	\$263K	\$268K	\$272K	\$275K	\$283K	\$296K	\$302K	\$303K	\$305K
Percent Change from Prior Year	16%	15%	6%	8%	9%	14%	12%	13%	15%	14%	13%	12%	17%

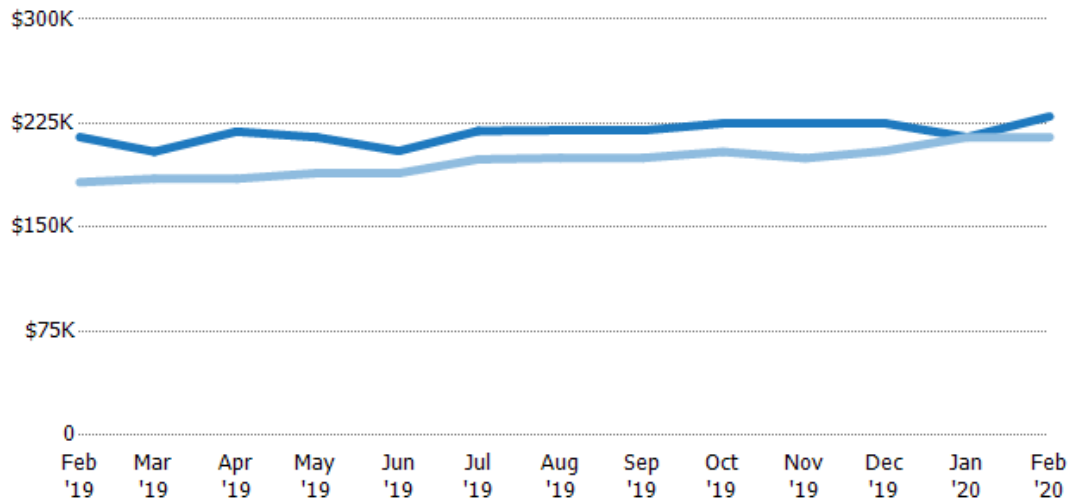
Median Listing Price

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.
Feb '20	\$230K	6.9%
Feb '19	\$215K	17.8%
Feb '18	\$183K	1.3%



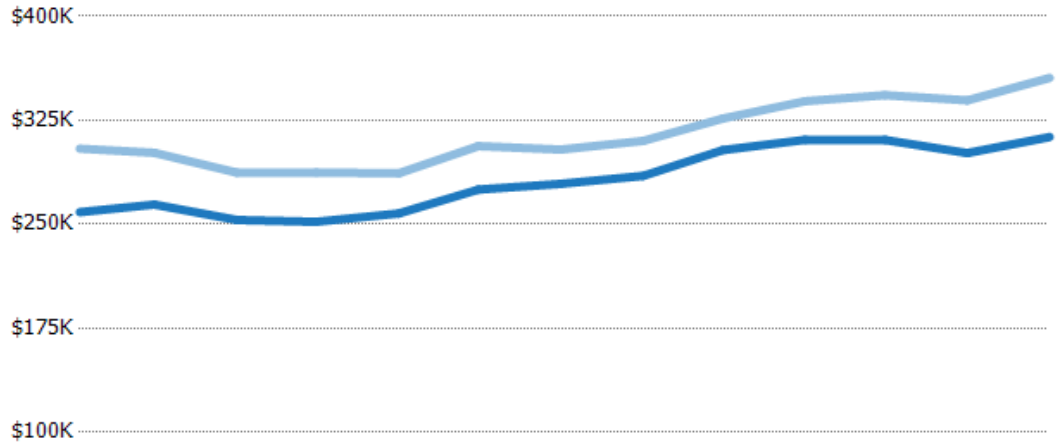
Current Year	\$215K	\$205K	\$219K	\$215K	\$205K	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$215K	\$230K
Prior Year	\$183K	\$185K	\$185K	\$189K	\$189K	\$199K	\$200K	\$200K	\$204K	\$200K	\$205K	\$215K	\$215K
Percent Change from Prior Year	18%	11%	18%	14%	8%	10%	10%	10%	10%	13%	10%	0%	7%

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



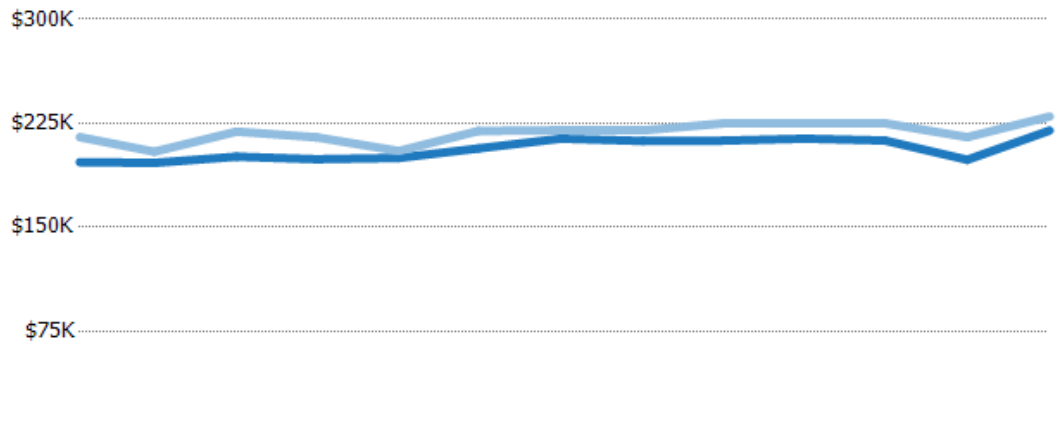
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$259K	\$264K	\$253K	\$252K	\$258K	\$275K	\$279K	\$285K	\$303K	\$311K	\$311K	\$301K	\$313K
Avg Listing Price	\$305K	\$302K	\$287K	\$287K	\$287K	\$306K	\$304K	\$310K	\$326K	\$339K	\$343K	\$339K	\$356K
Avg Listing Price as a % of Avg Est Value	118%	114%	114%	114%	111%	111%	109%	109%	108%	109%	110%	113%	114%

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



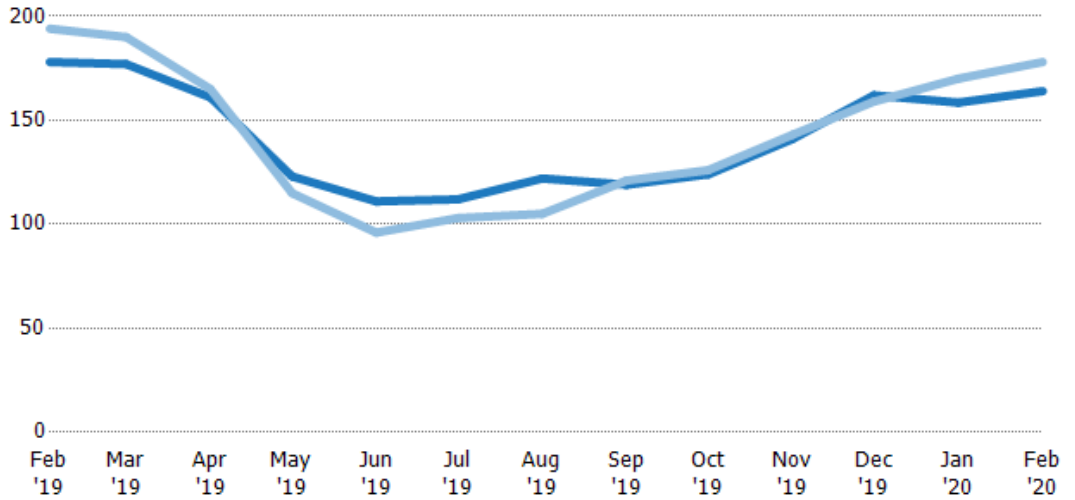
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$197K	\$196K	\$201K	\$199K	\$200K	\$207K	\$214K	\$212K	\$212K	\$214K	\$213K	\$199K	\$220K
Median Listing Price	\$215K	\$205K	\$219K	\$215K	\$205K	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$215K	\$230K
Med Listing Price as a % of Med Est Value	109%	104%	109%	108%	103%	106%	103%	104%	106%	105%	106%	108%	105%

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.
Feb '20	164	-7.9%
Feb '19	178	-8.2%
Feb '18	194	-3.4%

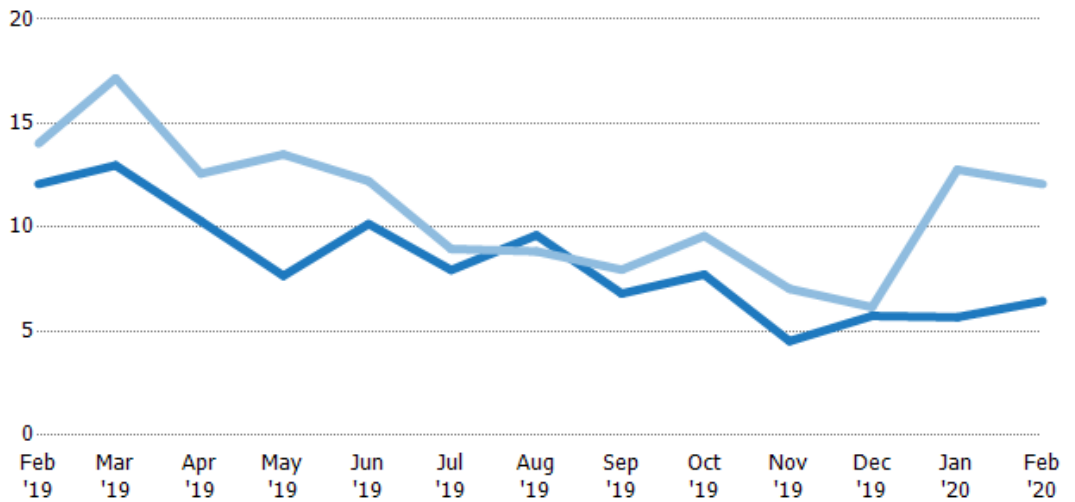
Current Year	178	177	161	123	111	112	122	119	124	141	162	159	164
Prior Year	194	190	165	115	96	103	105	121	126	143	159	170	178
Percent Change from Prior Year	-8%	-7%	-2%	7%	16%	9%	16%	-2%	-2%	-1%	2%	-7%	-8%

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.
Feb '20	6.45	-46.6%
Feb '19	12.1	-13.9%
Feb '18	14	17.9%

Current Year	12.1	13	10.3	7.67	10.2	7.94	9.62	6.81	7.72	4.52	5.74	5.68	6.45
Prior Year	14	17.2	12.6	13.5	12.2	8.96	8.84	7.96	9.58	7.04	6.16	12.8	12.1
Percent Change from Prior Year	-14%	-24%	-18%	-43%	-17%	-11%	9%	-14%	-19%	-36%	-7%	-56%	-47%

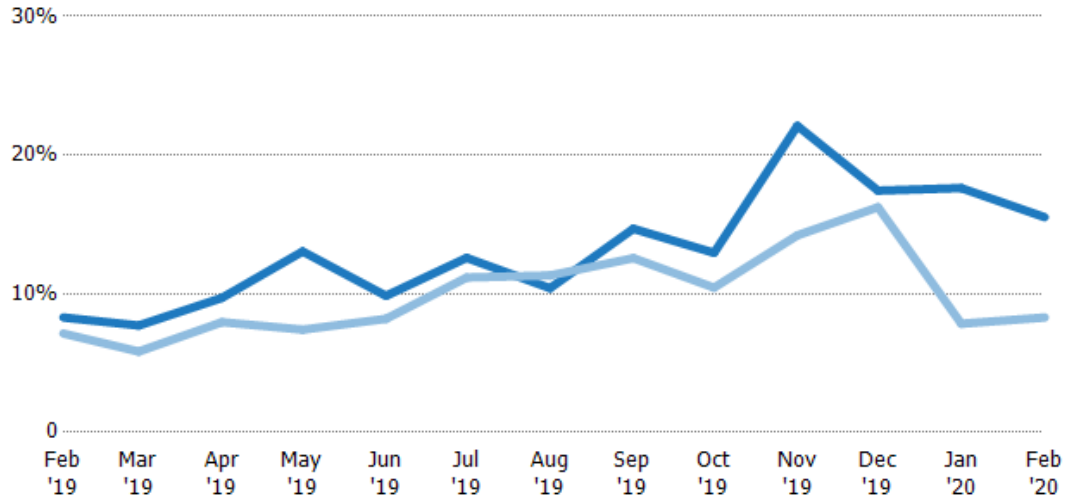
Absorption Rate

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.
Feb '20	16%	-7.2%
Feb '19	8%	-1.2%
Feb '18	7%	-15.2%



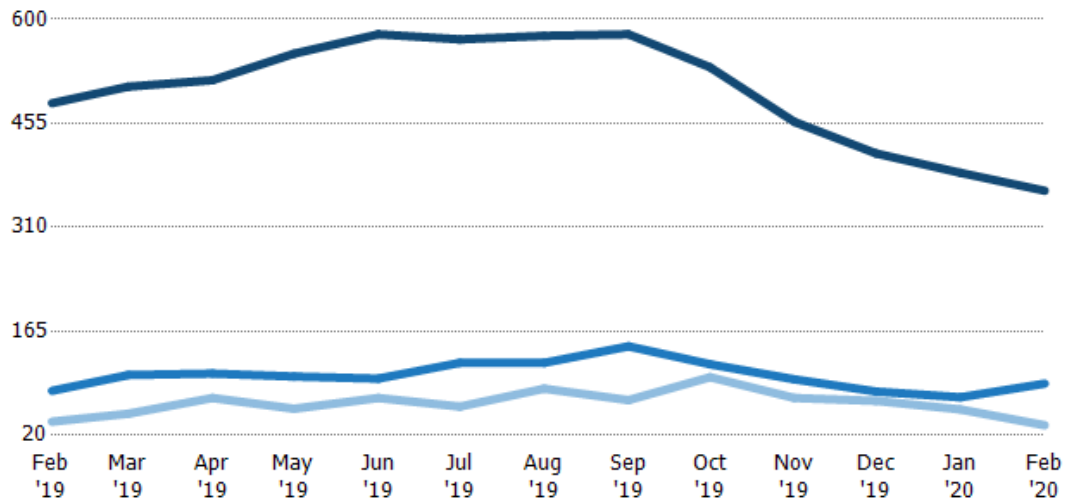
Current Year	8%	8%	10%	13%	10%	13%	10%	15%	13%	22%	17%	18%	16%
Prior Year	7%	6%	8%	7%	8%	11%	11%	13%	10%	14%	16%	8%	8%
Change from Prior Year	-1%	-2%	-2%	-6%	-2%	-1%	1%	-2%	-3%	-8%	-1%	-10%	-7%

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



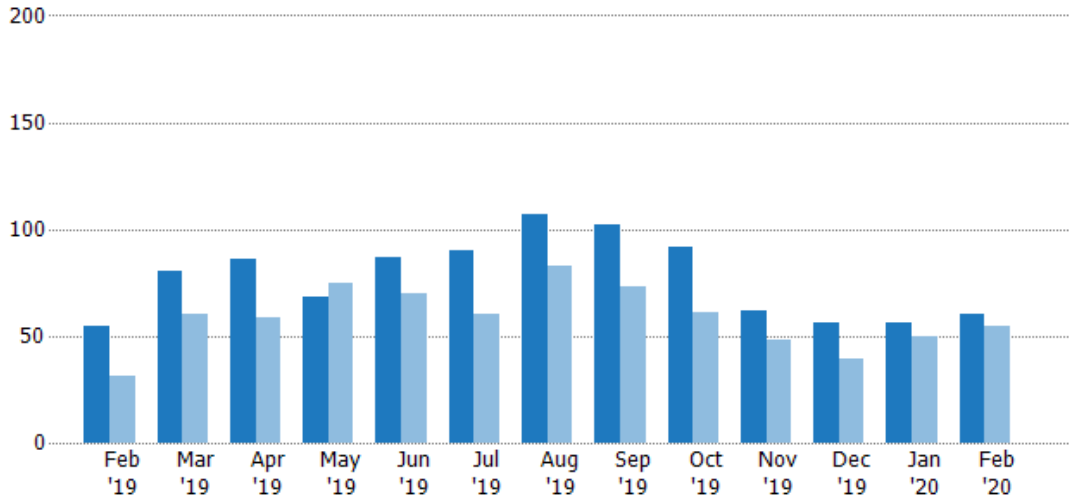
Active	483	506	515	552	579	572	577	579	533	457	413	386	361
Pending	82	104	106	102	99	121	121	144	119	98	81	73	92
Sold	39	50	72	57	72	60	85	69	101	72	68	56	34

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



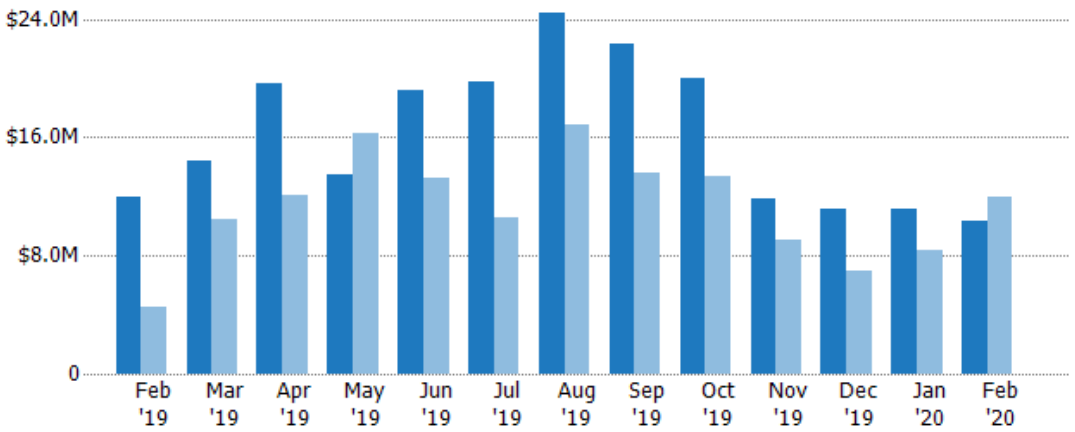
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	55	80	86	68	87	90	107	102	92	62	56	56	60
Prior Year	31	60	59	75	70	60	83	73	61	48	39	50	55
Percent Change from Prior Year	77%	33%	46%	-9%	24%	50%	29%	40%	51%	29%	44%	12%	9%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$12M	\$14.4M	\$19.7M	\$13.5M	\$19.2M	\$19.8M	\$24.4M	\$22.4M	\$19.9M	\$11.8M	\$11.1M	\$11.1M	\$10.4M
Prior Year	\$4.55M	\$10.4M	\$12.1M	\$16.2M	\$13.2M	\$10.6M	\$16.9M	\$13.5M	\$13.4M	\$9.02M	\$6.94M	\$8.41M	\$12M
Percent Change from Prior Year	164%	38%	62%	-17%	45%	87%	45%	65%	49%	31%	60%	32%	-14%

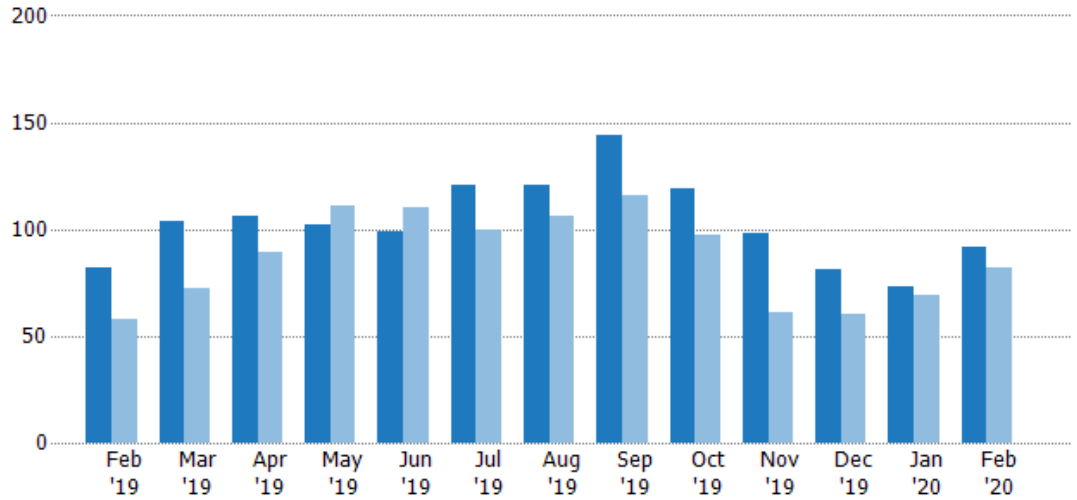
Pending Sales

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.
Feb '20	92	12.2%
Feb '19	82	41.4%
Feb '18	58	43.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	82	104	106	102	99	121	121	144	119	98	81	73	92
Prior Year	58	72	89	111	110	100	106	116	97	61	60	69	82
Percent Change from Prior Year	41%	44%	19%	-8%	-10%	21%	14%	24%	23%	61%	35%	6%	12%

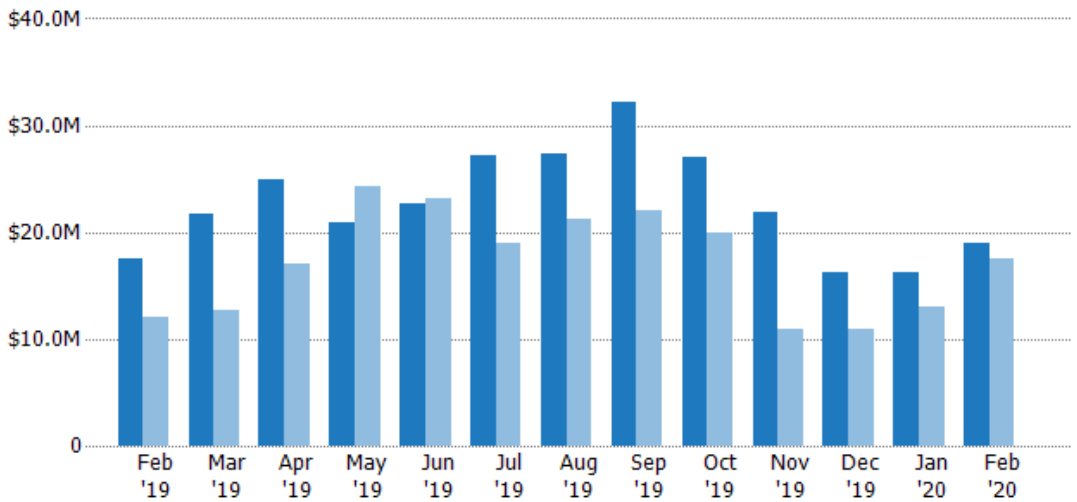
Pending Sales Volume

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.
Feb '20	\$19M	8.5%
Feb '19	\$17.5M	45.7%
Feb '18	\$12M	25.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$17.5M	\$21.7M	\$24.9M	\$20.9M	\$22.7M	\$27.3M	\$27.3M	\$32.2M	\$27M	\$21.8M	\$16.3M	\$16.3M	\$19M
Prior Year	\$12M	\$12.7M	\$17.1M	\$24.3M	\$23.2M	\$19M	\$21.2M	\$22.1M	\$19.9M	\$10.9M	\$11M	\$13M	\$17.5M
Percent Change from Prior Year	46%	70%	46%	-14%	-2%	43%	28%	46%	35%	100%	48%	25%	9%

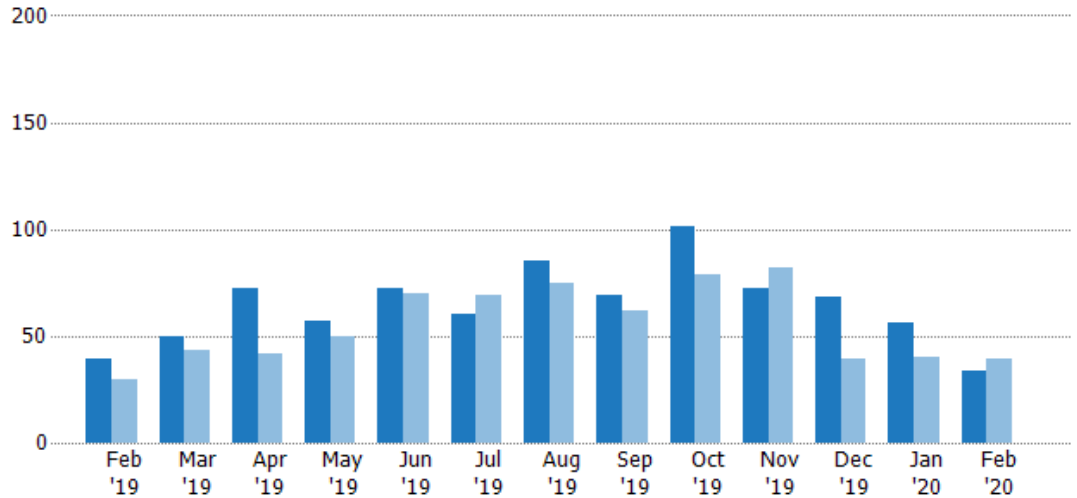
Closed Sales

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

Month/ Year	Count	% Chg.
Feb '20	34	-12.8%
Feb '19	39	30%
Feb '18	30	-6.7%



Current Year	39	50	72	57	72	60	85	69	101	72	68	56	34
Prior Year	30	43	42	50	70	69	75	62	79	82	39	40	39
Percent Change from Prior Year	30%	16%	71%	14%	3%	-13%	13%	11%	28%	-12%	74%	40%	-13%

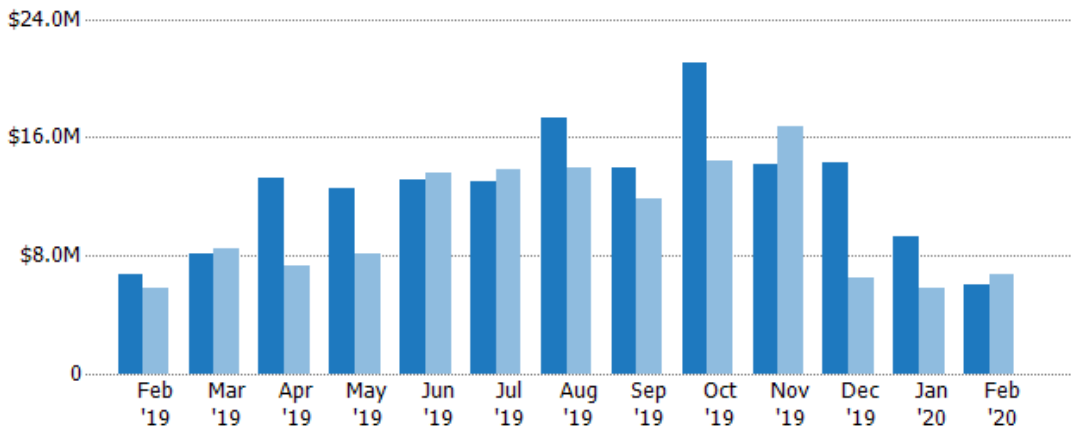
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '20	\$6.08M	-9%
Feb '19	\$6.68M	15.3%
Feb '18	\$5.79M	-29.8%



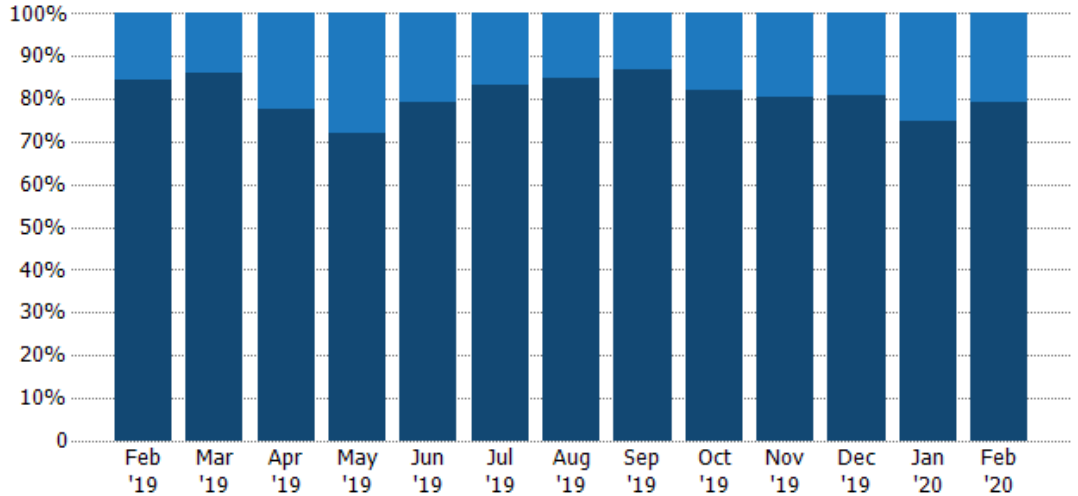
Current Year	\$6.68M	\$8.17M	\$13.2M	\$12.5M	\$13.1M	\$13M	\$17.3M	\$14M	\$21M	\$14.1M	\$14.3M	\$9.33M	\$6.08M
Prior Year	\$5.79M	\$8.45M	\$7.27M	\$8.14M	\$13.6M	\$13.8M	\$13.9M	\$11.8M	\$14.4M	\$16.7M	\$6.46M	\$5.82M	\$6.68M
Percent Change from Prior Year	15%	-3%	81%	54%	-4%	-6%	24%	18%	46%	-15%	121%	60%	-9%

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



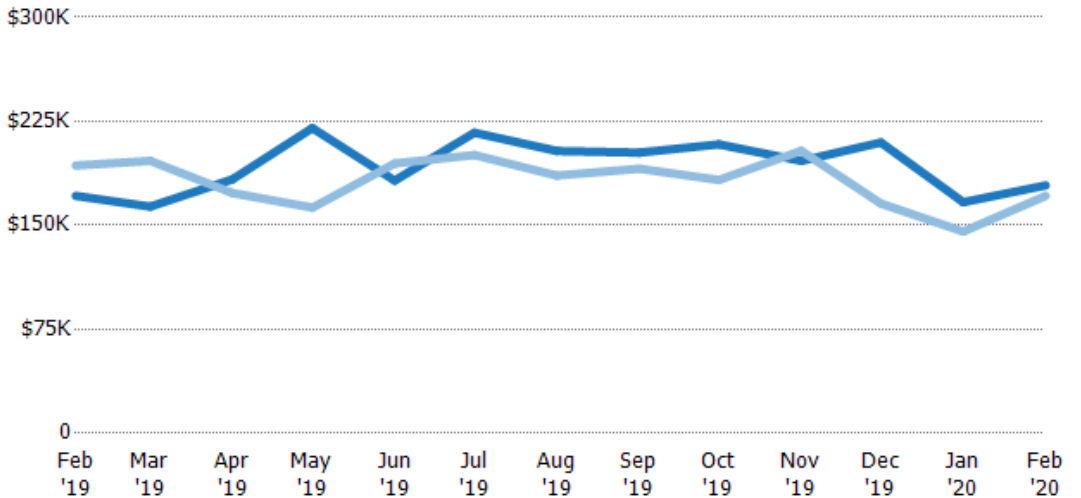
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	15%	14%	22%	28%	21%	17%	15%	13%	18%	19%	19%	25%	21%
Single Family Residence	85%	86%	78%	72%	79%	83%	85%	87%	82%	81%	81%	75%	79%

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



Month/Year	Price	% Chg.
Feb '20	\$179K	4.4%
Feb '19	\$171K	-11.3%
Feb '18	\$193K	-24.8%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$171K	\$163K	\$183K	\$220K	\$182K	\$217K	\$204K	\$202K	\$208K	\$196K	\$210K	\$167K	\$179K
Prior Year	\$193K	\$196K	\$173K	\$163K	\$195K	\$201K	\$186K	\$191K	\$183K	\$204K	\$166K	\$145K	\$171K
Percent Change from Prior Year	-11%	-17%	6%	35%	-6%	8%	10%	6%	14%	-4%	27%	15%	4%

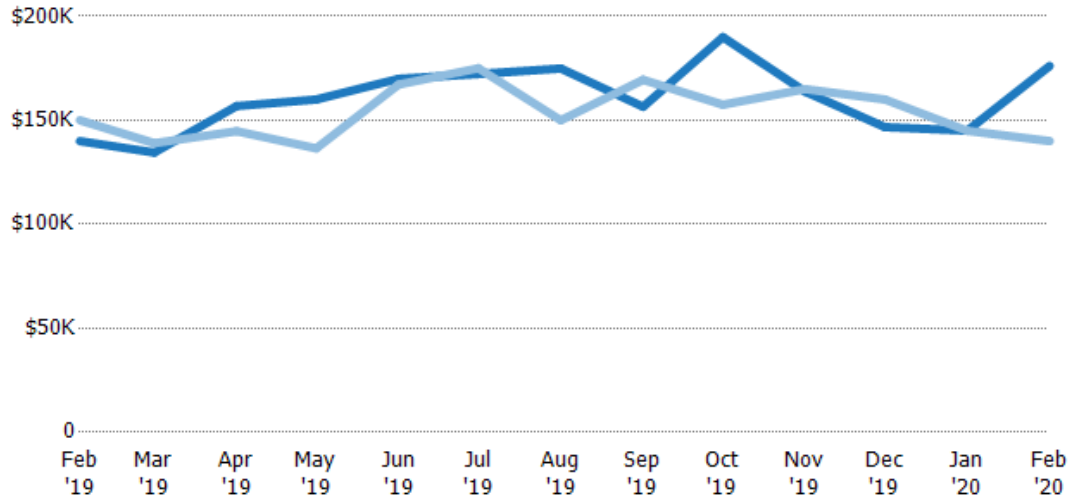
Median Sales Price

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.
Feb '20	\$176K	25.8%
Feb '19	\$140K	-6.7%
Feb '18	\$150K	-11.7%



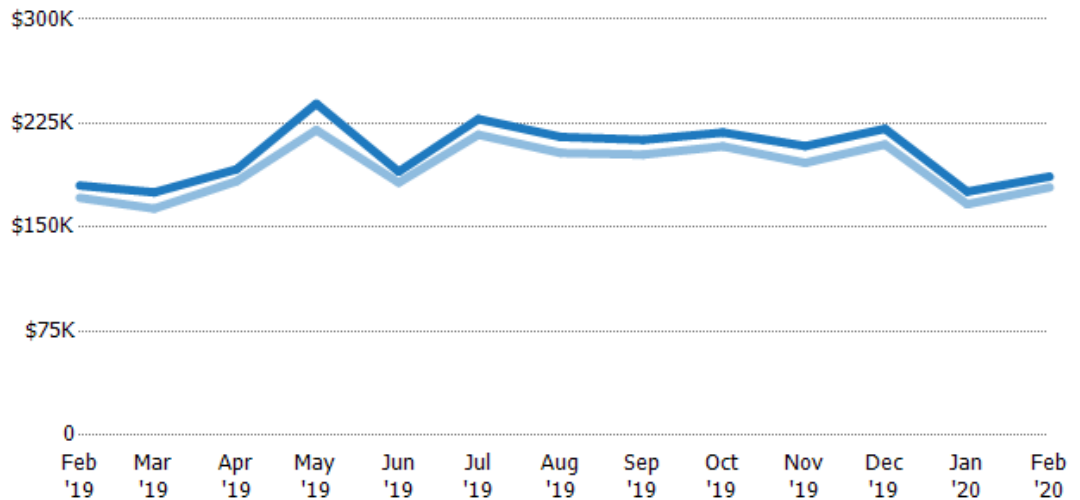
Current Year	\$140K	\$135K	\$157K	\$160K	\$170K	\$172K	\$175K	\$157K	\$190K	\$164K	\$147K	\$145K	\$176K
Prior Year	\$150K	\$139K	\$145K	\$137K	\$167K	\$175K	\$150K	\$169K	\$158K	\$165K	\$160K	\$145K	\$140K
Percent Change from Prior Year	-7%	-3%	8%	17%	2%	-2%	17%	-8%	21%	-1%	-8%	0%	26%

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



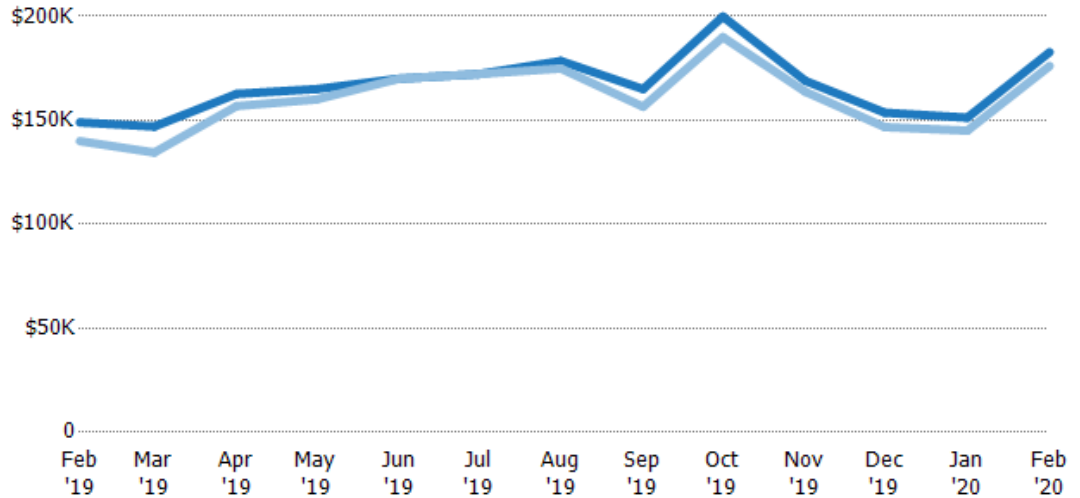
Avg List Price	\$180K	\$175K	\$192K	\$239K	\$190K	\$228K	\$215K	\$213K	\$218K	\$209K	\$221K	\$176K	\$187K
Avg Sales Price	\$171K	\$163K	\$183K	\$220K	\$182K	\$217K	\$204K	\$202K	\$208K	\$196K	\$210K	\$167K	\$179K
Avg Sales Price as a % of Avg List Price	95%	93%	96%	92%	96%	95%	95%	95%	95%	94%	95%	95%	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.

Filters Used

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



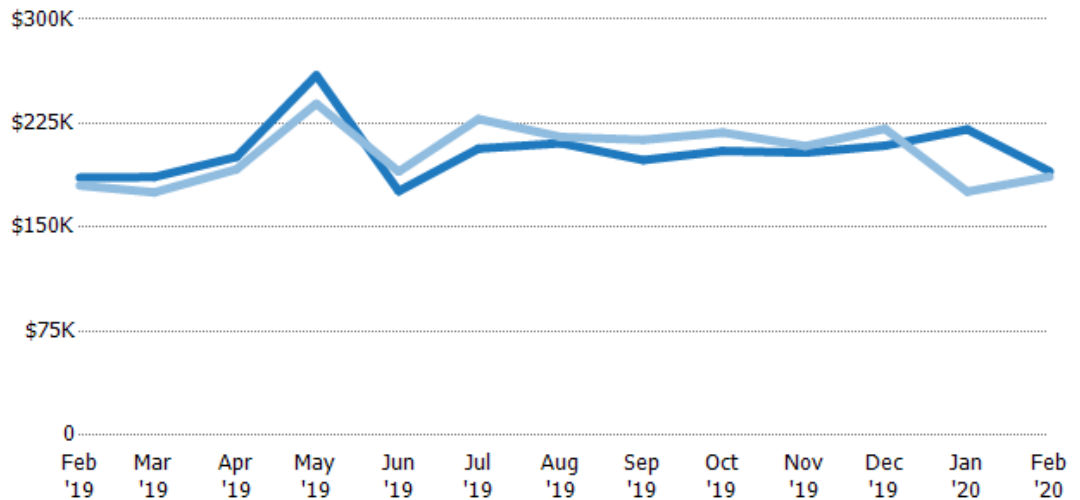
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$149K	\$147K	\$163K	\$165K	\$170K	\$172K	\$179K	\$165K	\$200K	\$169K	\$154K	\$151K	\$183K
Median Sales Price	\$140K	\$135K	\$157K	\$160K	\$170K	\$172K	\$175K	\$157K	\$190K	\$164K	\$147K	\$145K	\$176K
Med Sales Price as a % of Med List Price	94%	91%	96%	97%	100%	100%	98%	95%	95%	97%	95%	96%	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



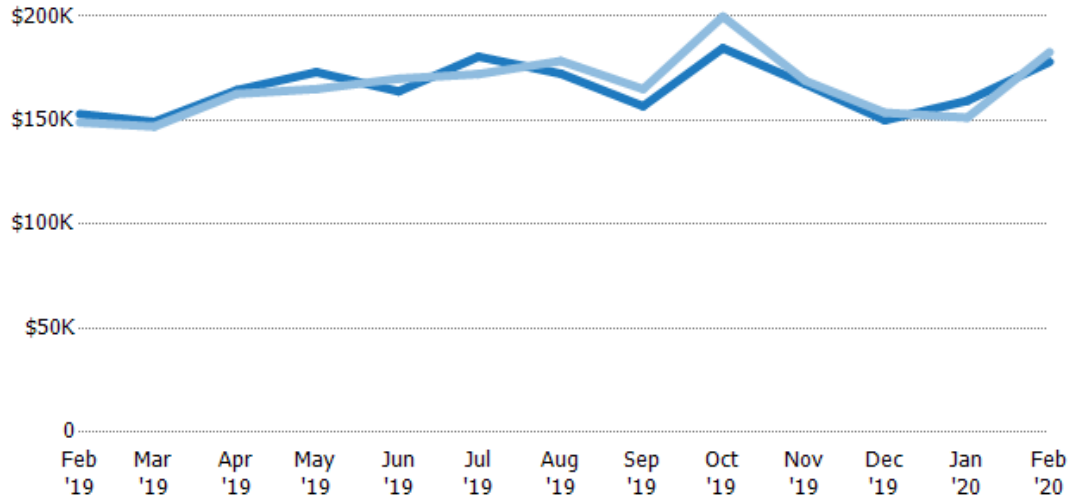
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$186K	\$186K	\$201K	\$260K	\$176K	\$207K	\$211K	\$198K	\$205K	\$204K	\$209K	\$221K	\$190K
Avg Sales Price	\$180K	\$175K	\$192K	\$239K	\$190K	\$228K	\$215K	\$213K	\$218K	\$209K	\$221K	\$176K	\$187K
Avg Sales Price as a % of Avg Est Value	97%	94%	96%	92%	108%	110%	102%	107%	106%	102%	106%	80%	98%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$153K	\$149K	\$164K	\$173K	\$164K	\$181K	\$172K	\$157K	\$185K	\$167K	\$150K	\$159K	\$178K
Median Sales Price	\$149K	\$147K	\$163K	\$165K	\$170K	\$172K	\$179K	\$165K	\$200K	\$169K	\$154K	\$151K	\$183K
Med Sales Price as a % of Med Est Value	97%	99%	99%	95%	104%	95%	104%	105%	108%	101%	102%	95%	103%