

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	13	18	-27.8%	47	32	+46.9%
New Listing Volume	\$3,314,700	\$2,574,300	+28.8%	\$9,984,999	\$5,013,690	+99.2%
Active Listing Count	105	109	-3.7%	N/A	N/A	
Active Listing Volume	\$23,218,895	\$24,033,790	-3.4%	N/A	N/A	
Average Listing Price	\$221,132	\$220,493	+0.3%	\$214,968	\$227,608	-5.6%
Median Listing Price	\$174,900	\$169,000	+3.5%	\$168,785	\$177,037	-4.7%
Median Days in RPR	137	142	-3.5%	127.71	138.5	-7.8%
Months of Inventory	5.8	15.6	-62.5%	12	11.5	+4.1%
Absorption Rate	17.14%	6.42%	+10.7%	8.33%	8.68%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	18	15	+20%	36	27	+33.3%
New Pending Sales Volume	\$2,985,300	\$3,524,000	-15.3%	\$6,291,399	\$5,893,500	+6.8%
Pending Sales Count	27	20	+35%	N/A	N/A	
Pending Sales Volume	\$5,744,900	\$4,947,200	+16.1%	N/A	N/A	
Closed Sales Count	13	11	+18.2%	31	18	+72.2%
Closed Sales Volume	\$2,540,850	\$1,387,424	+83.1%	\$5,275,100	\$2,417,224	+118.2%
Average Sales Price	\$195,450	\$126,129	+55%	\$170,165	\$134,290	+26.7%
Median Sales Price	\$195,000	\$130,000	+50%	\$159,842	\$137,778	+16%

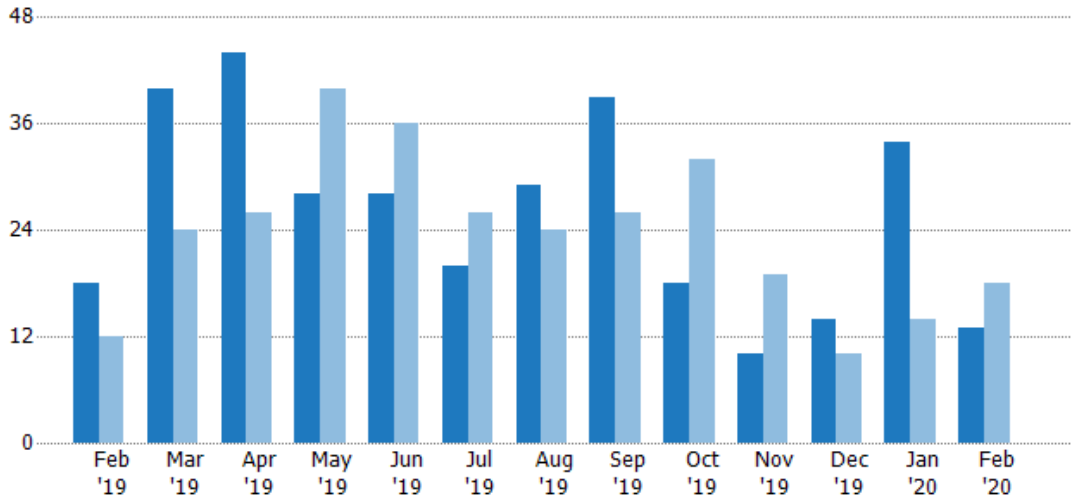
New Listings

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Feb '20	13	-27.8%
Feb '19	18	50%
Feb '18	12	16.7%

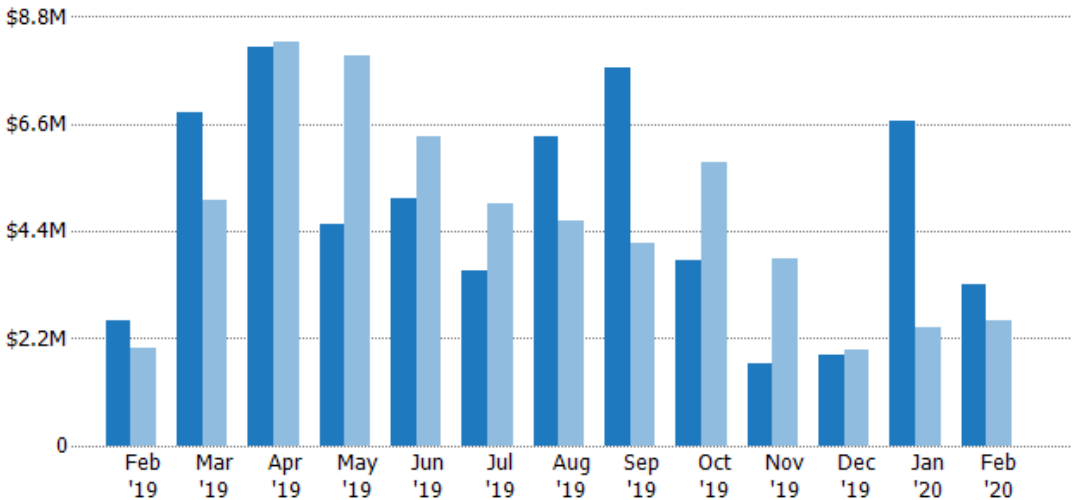
New Listing Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Feb '20	\$3.31M	28.8%
Feb '19	\$2.57M	27.3%
Feb '18	\$2.02M	-1%

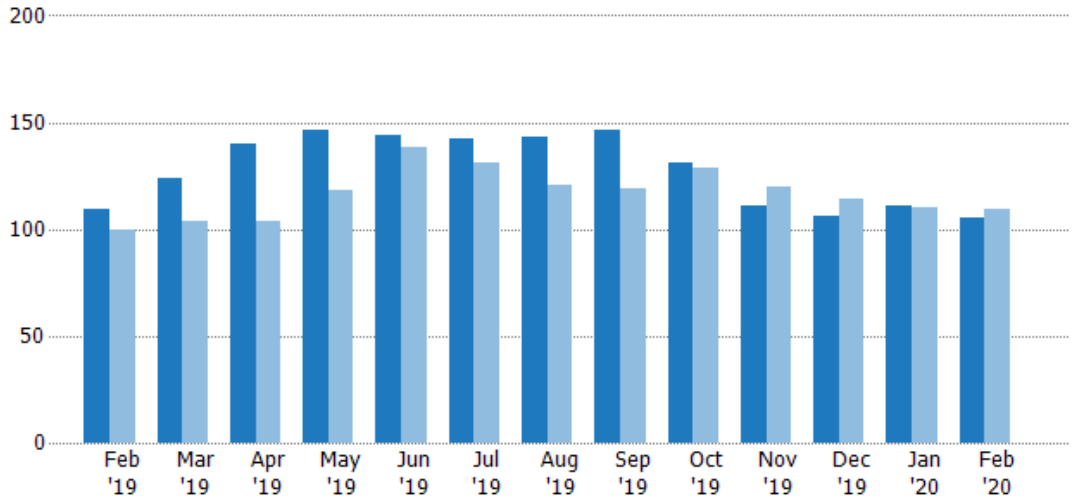
Active Listings

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	109	124	140	146	144	142	143	146	131	111	106	111	105
Prior Year	100	104	104	118	138	131	121	119	129	120	114	110	109
Percent Change from Prior Year	9%	19%	35%	24%	4%	8%	18%	23%	2%	-8%	-7%	1%	-4%

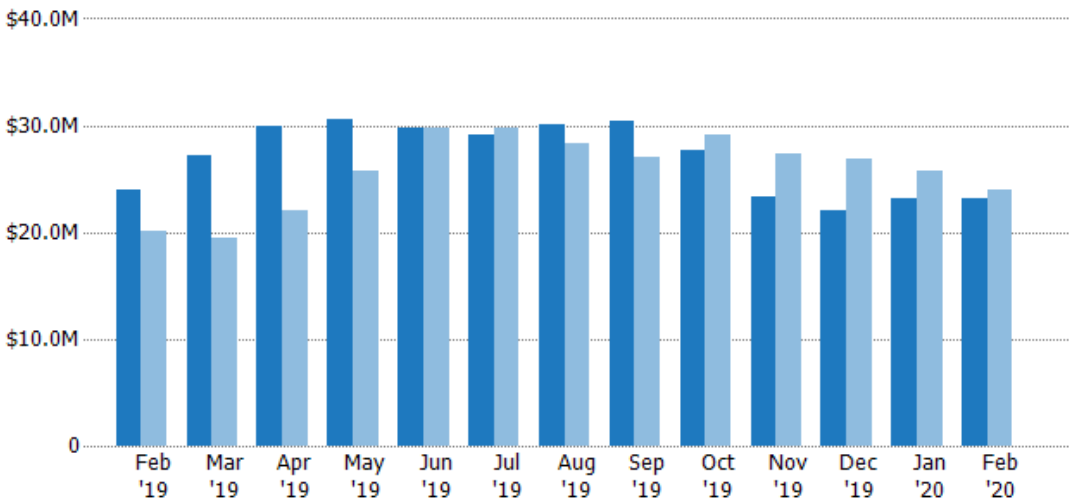
Active Listing Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



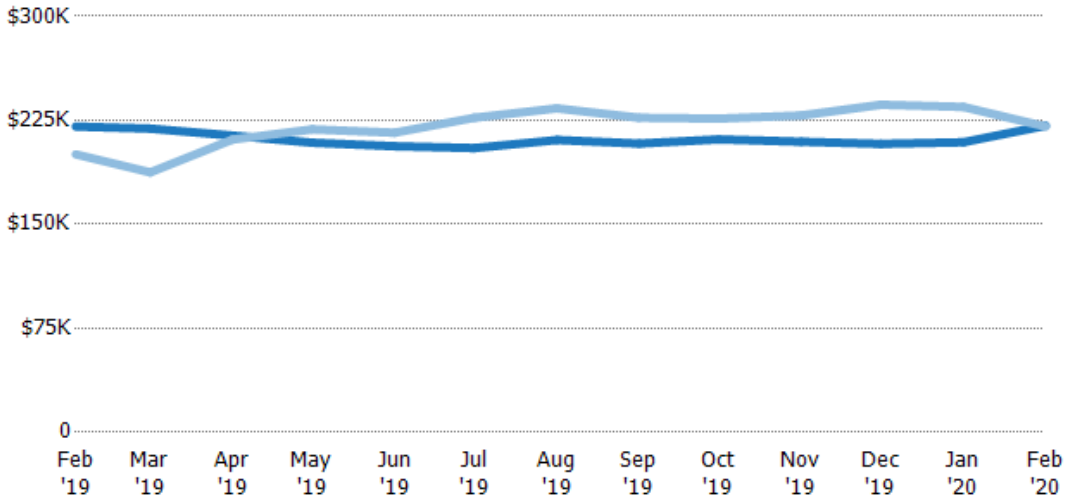
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$24M	\$27.2M	\$30M	\$30.5M	\$29.7M	\$29.1M	\$30.1M	\$30.4M	\$27.7M	\$23.3M	\$22M	\$23.2M	\$23.2M
Prior Year	\$20M	\$19.5M	\$22M	\$25.8M	\$29.8M	\$29.7M	\$28.3M	\$27M	\$29.2M	\$27.4M	\$26.9M	\$25.8M	\$24M
Percent Change from Prior Year	20%	39%	36%	18%	0%	-2%	7%	13%	-5%	-15%	-18%	-10%	-3%

Average Listing Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702
 Property Type: Condo/Townhouse/Apt, Single Family Residence



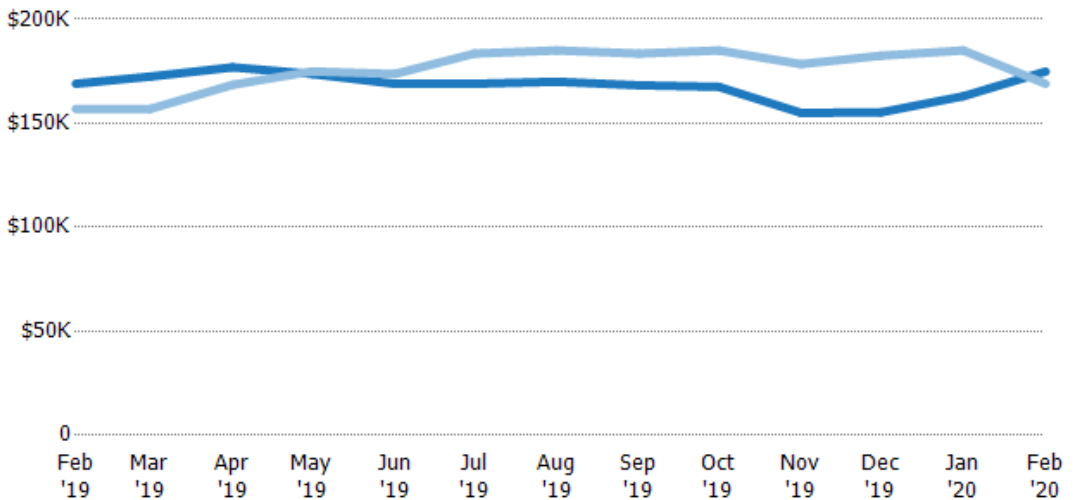
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Feb '19	\$220K	\$200K	10%
Mar '19	\$219K	\$187K	17%
Apr '19	\$214K	\$211K	1%
May '19	\$209K	\$218K	-4%
Jun '19	\$206K	\$216K	-5%
Jul '19	\$205K	\$227K	-10%
Aug '19	\$211K	\$234K	-10%
Sep '19	\$208K	\$227K	-8%
Oct '19	\$211K	\$226K	-7%
Nov '19	\$210K	\$228K	-8%
Dec '19	\$208K	\$236K	-12%
Jan '20	\$209K	\$235K	-11%
Feb '20	\$221K	\$220K	0%

Median Listing Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702
 Property Type: Condo/Townhouse/Apt, Single Family Residence



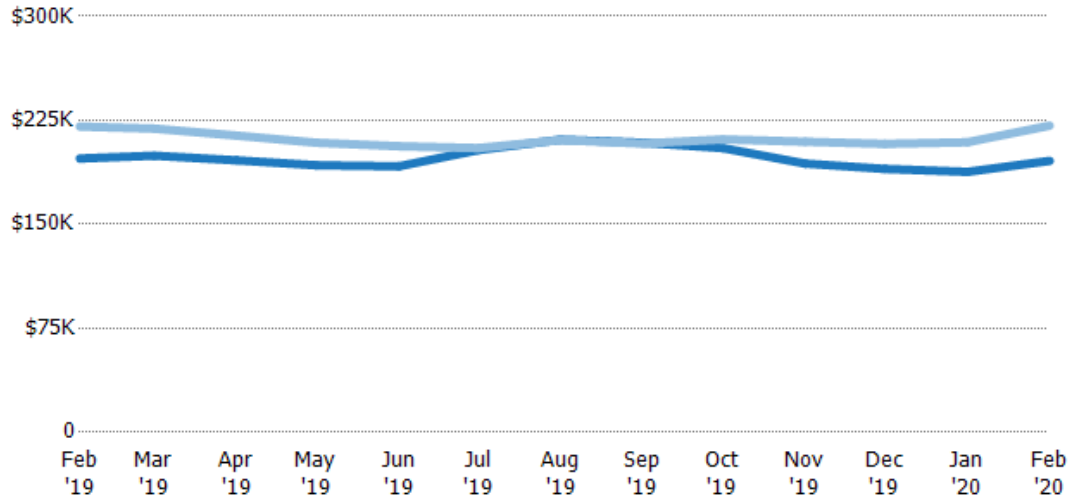
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Feb '19	\$169K	\$157K	8%
Mar '19	\$172K	\$157K	10%
Apr '19	\$177K	\$169K	5%
May '19	\$174K	\$175K	-1%
Jun '19	\$169K	\$174K	-3%
Jul '19	\$169K	\$184K	-8%
Aug '19	\$170K	\$185K	-8%
Sep '19	\$168K	\$184K	-8%
Oct '19	\$168K	\$185K	-9%
Nov '19	\$155K	\$178K	-13%
Dec '19	\$155K	\$183K	-15%
Jan '20	\$163K	\$185K	-12%
Feb '20	\$175K	\$169K	3%

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



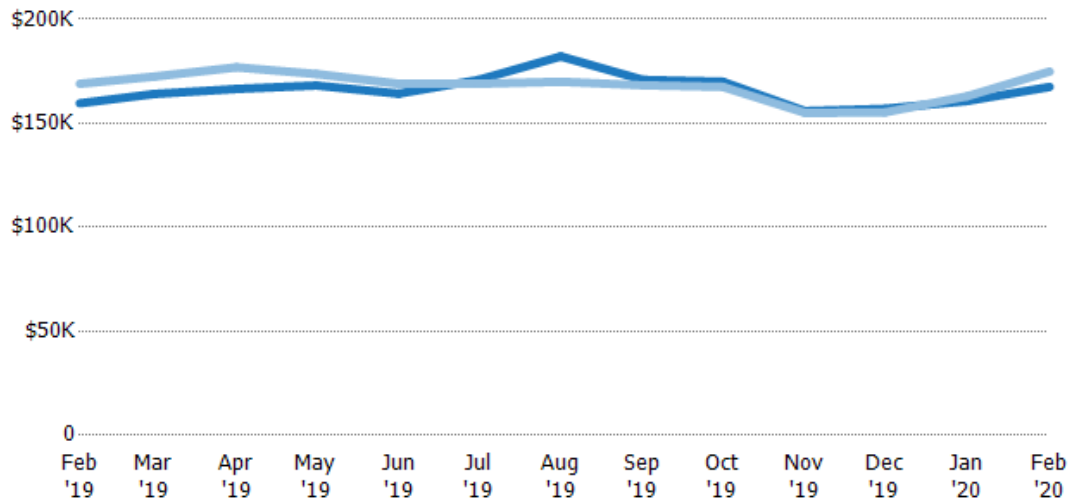
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$197K	\$199K	\$196K	\$193K	\$192K	\$204K	\$211K	\$209K	\$205K	\$194K	\$190K	\$188K	\$196K
Avg Listing Price	\$220K	\$219K	\$214K	\$209K	\$206K	\$205K	\$211K	\$208K	\$211K	\$210K	\$208K	\$209K	\$221K
Avg Listing Price as a % of Avg Est Value	112%	110%	109%	108%	108%	101%	100%	100%	103%	108%	109%	111%	113%

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
 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	\$160K	\$164K	\$167K	\$168K	\$164K	\$171K	\$182K	\$171K	\$170K	\$156K	\$157K	\$161K	\$167K
Median Listing Price	\$169K	\$172K	\$177K	\$174K	\$169K	\$169K	\$170K	\$168K	\$168K	\$155K	\$155K	\$163K	\$175K
Med Listing Price as a % of Med Est Value	106%	105%	106%	103%	103%	99%	93%	98%	99%	99%	99%	101%	104%

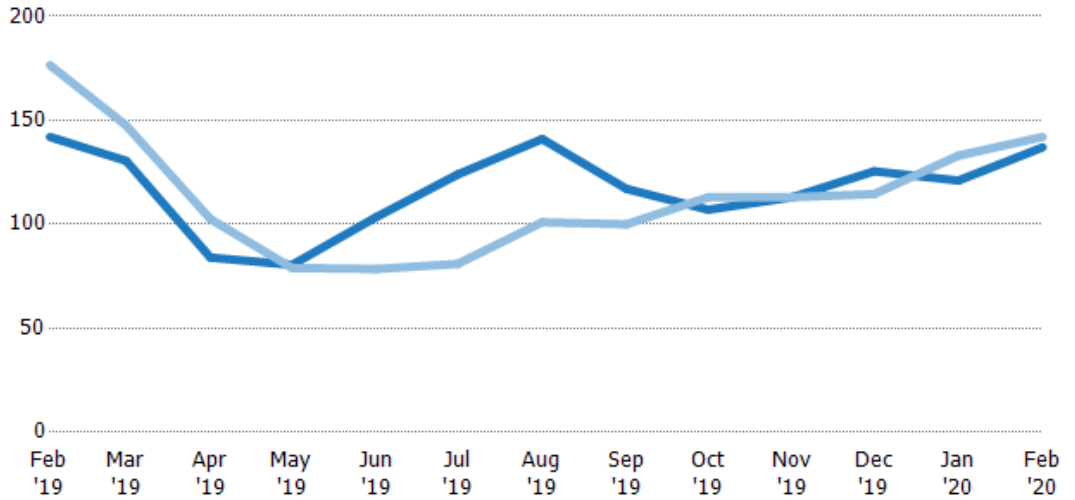
Median Days in RPR

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.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Feb '20	137	-3.5%
Feb '19	142	-19.5%
Feb '18	177	1.4%

	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	142	131	84	80.5	104	124	141	117	107	113	126	121	137
Prior Year	177	148	103	79	78.5	81	101	100	113	113	115	133	142
Percent Change from Prior Year	-20%	-12%	-18%	2%	32%	53%	40%	17%	-5%	0%	10%	-9%	-4%

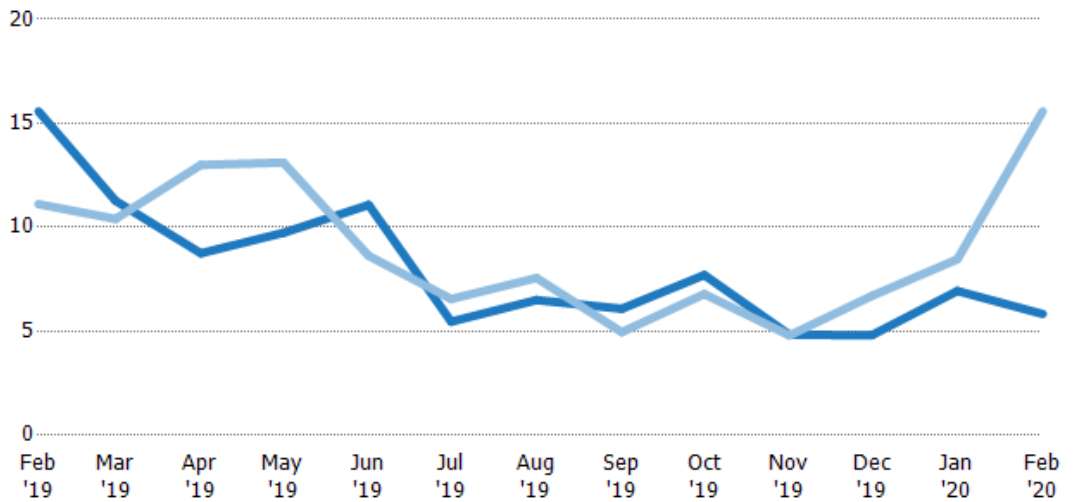
Months of Inventory

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Feb '20	5.83	-62.5%
Feb '19	15.6	40.1%
Feb '18	11.1	38.9%

	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	15.6	11.3	8.75	9.73	11.1	5.46	6.5	6.08	7.71	4.83	4.82	6.94	5.83
Prior Year	11.1	10.4	13	13.1	8.63	6.55	7.56	4.96	6.79	4.8	6.71	8.46	15.6
Percent Change from Prior Year	40%	8%	-33%	-26%	28%	-17%	-14%	23%	13%	1%	-28%	-18%	-63%

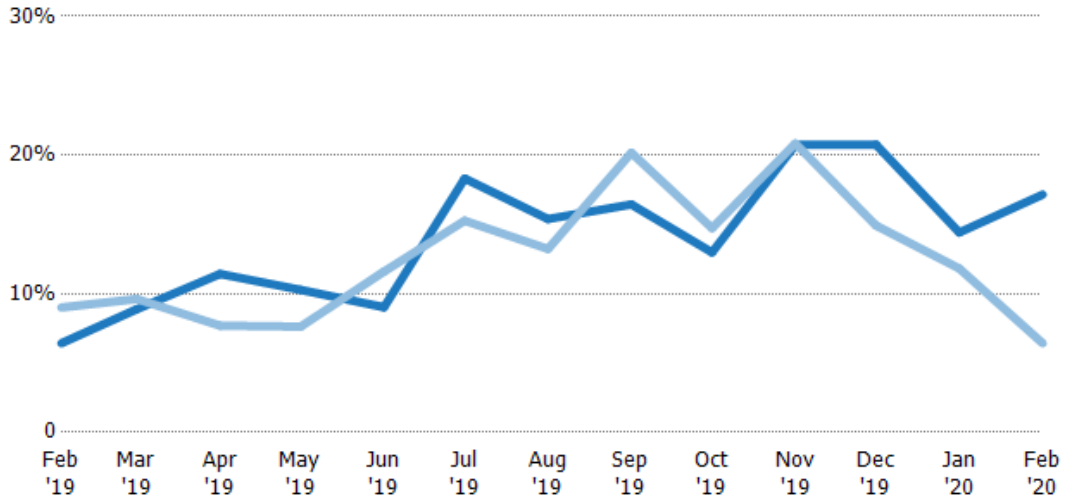
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	6%	9%	11%	10%	9%	18%	15%	16%	13%	21%	21%	14%	17%
Prior Year	9%	10%	8%	8%	12%	15%	13%	20%	15%	21%	15%	12%	6%
Change from Prior Year	3%	1%	-4%	-3%	3%	-3%	-2%	4%	2%	0%	-6%	-3%	-11%

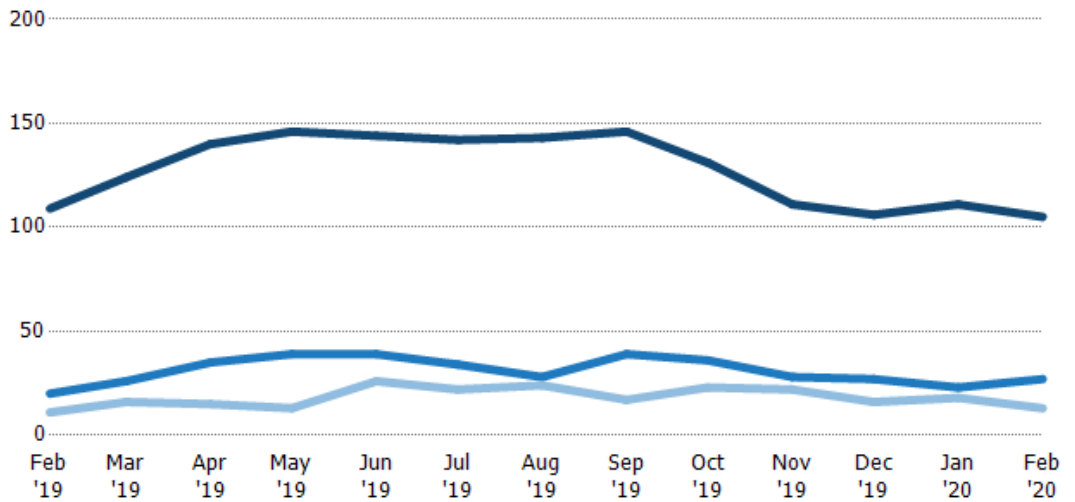
Active/Pending/Sold Units

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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
Active	109	124	140	146	144	142	143	146	131	111	106	111	105
Pending	20	26	35	39	39	34	28	39	36	28	27	23	27
Sold	11	16	15	13	26	22	24	17	23	22	16	18	13

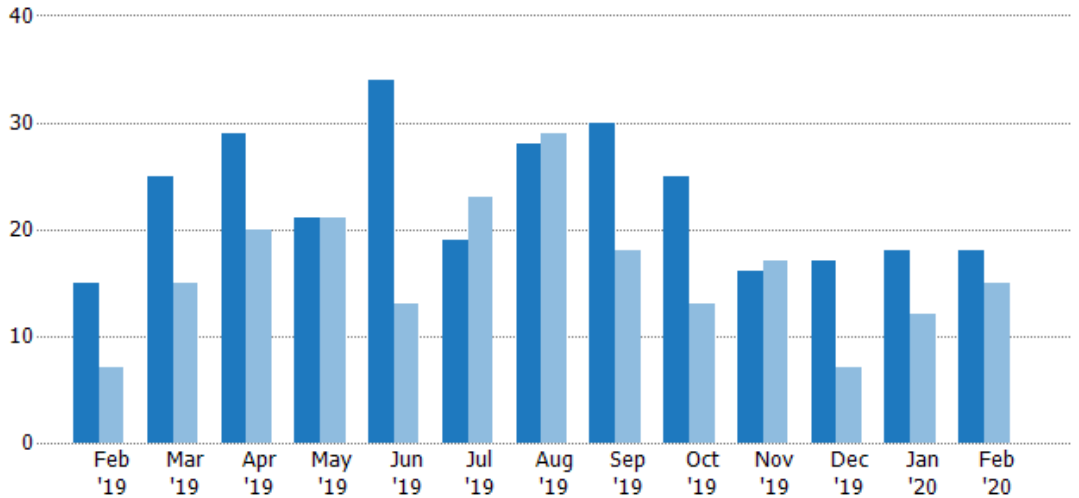
New Pending Sales

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Feb '20	18	20%
Feb '19	15	114.3%
Feb '18	7	14.3%

Month/Year	Count	% Chg.
Feb '20	18	20%
Feb '19	15	114.3%
Feb '18	7	14.3%

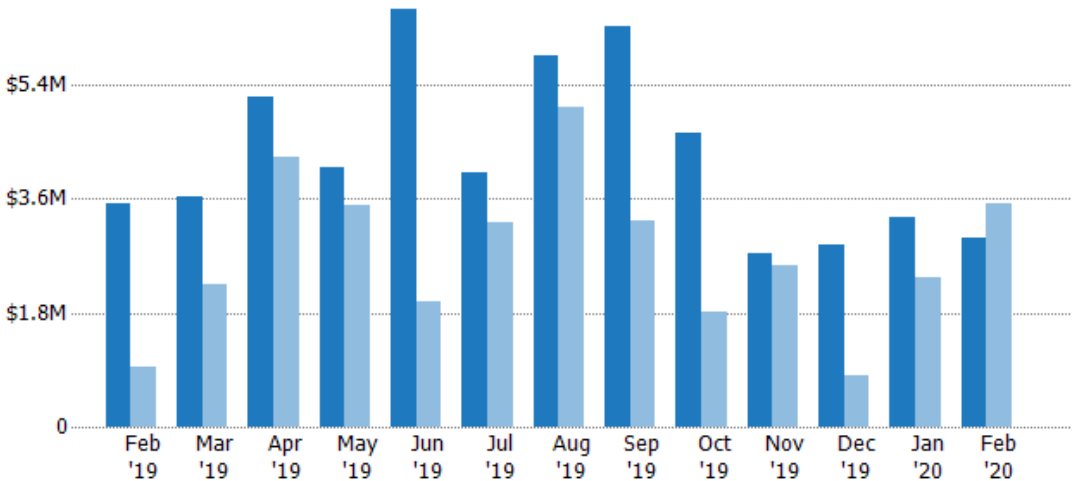
New Pending Sales Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Feb '20	\$2.99M	-15.3%
Feb '19	\$3.52M	277.3%
Feb '18	\$934K	33.1%

Month/Year	Volume	% Chg.
Feb '20	\$2.99M	-15.3%
Feb '19	\$3.52M	277.3%
Feb '18	\$934K	33.1%

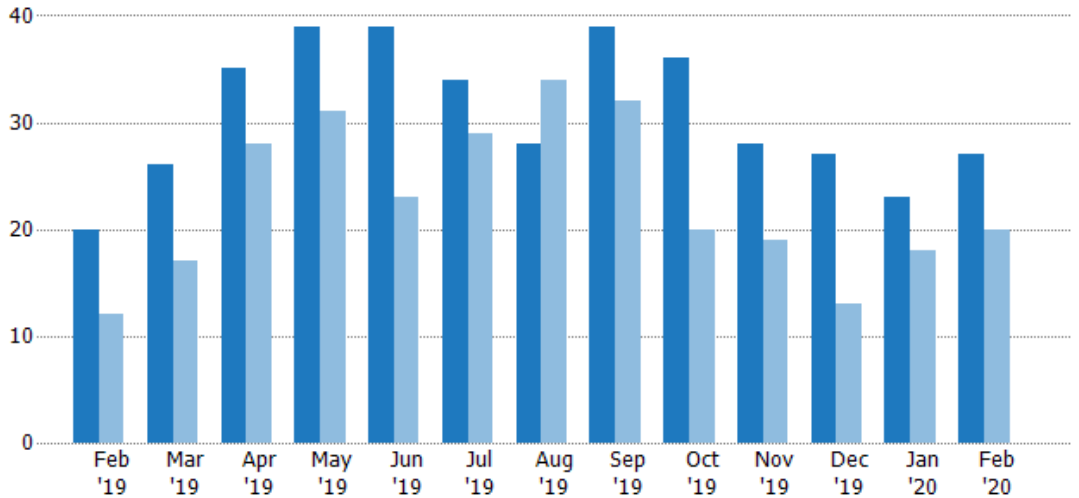
Pending Sales

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Feb '20	27	35%
Feb '19	20	66.7%
Feb '18	12	66.7%

Month/Year	Count	% Chg.
Feb '20	27	35%
Feb '19	20	66.7%
Feb '18	12	66.7%

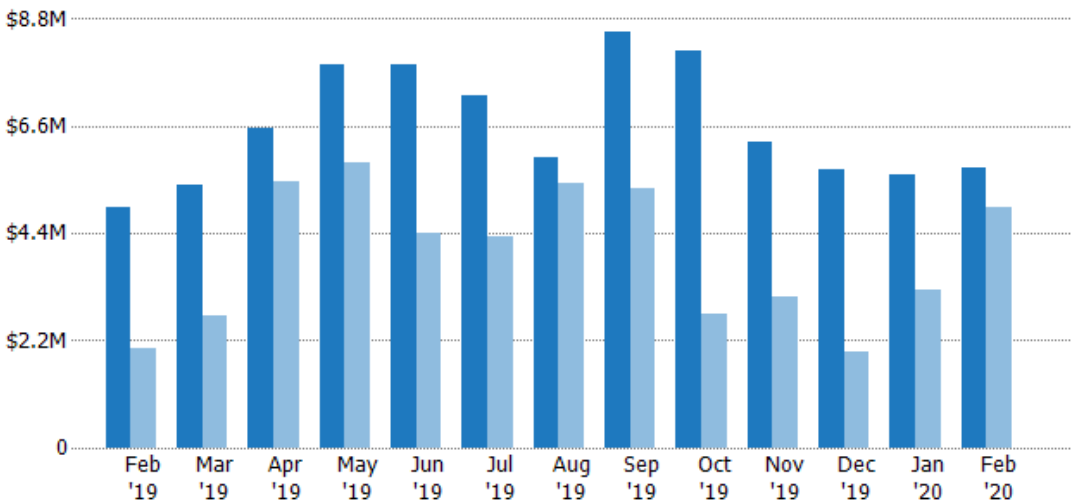
Pending Sales Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Feb '20	\$5.74M	16.1%
Feb '19	\$4.95M	142.2%
Feb '18	\$2.04M	83.1%

Month/Year	Volume	% Chg.
Feb '20	\$5.74M	16.1%
Feb '19	\$4.95M	142.2%
Feb '18	\$2.04M	83.1%

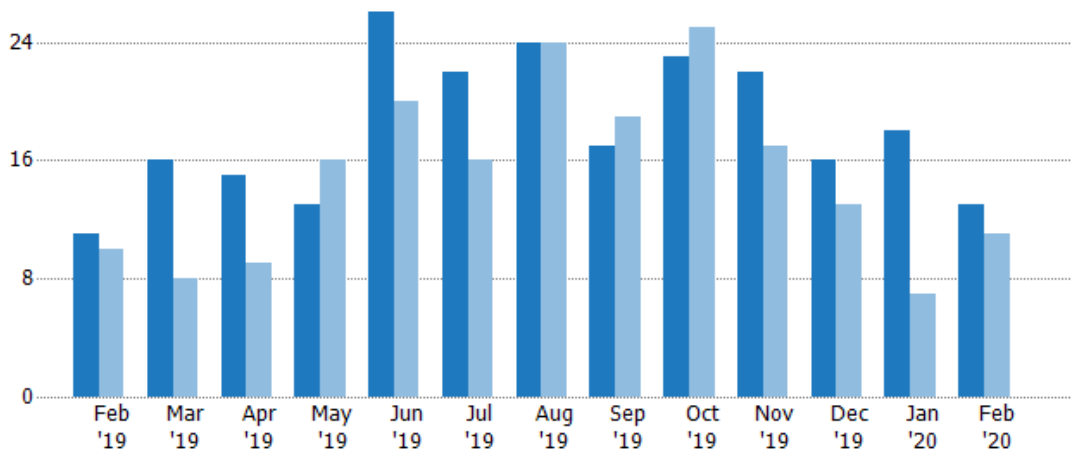
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	11	16	15	13	26	22	24	17	23	22	16	18	13
Prior Year	10	8	9	16	20	16	24	19	25	17	13	7	11
Percent Change from Prior Year	10%	100%	67%	-19%	30%	38%	0%	-11%	-8%	29%	23%	157%	18%

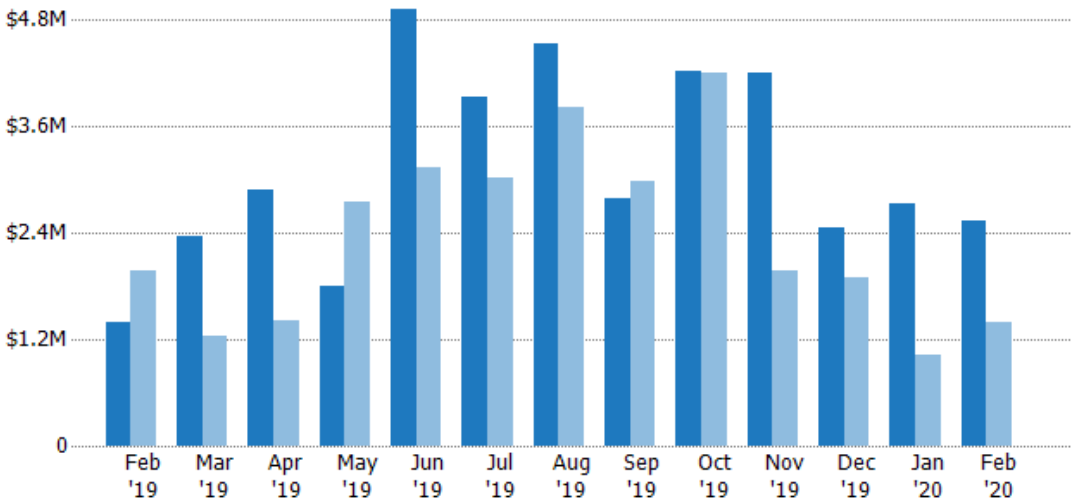
Closed Sales Volume

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$1.39M	\$2.37M	\$2.89M	\$1.81M	\$4.93M	\$3.93M	\$4.53M	\$2.78M	\$4.23M	\$4.21M	\$2.46M	\$2.73M	\$2.54M
Prior Year	\$1.97M	\$1.25M	\$1.41M	\$2.74M	\$3.14M	\$3.02M	\$3.82M	\$2.99M	\$4.2M	\$1.98M	\$1.89M	\$1.03M	\$1.39M
Percent Change from Prior Year	-30%	90%	105%	-34%	57%	30%	19%	-7%	1%	113%	30%	166%	83%

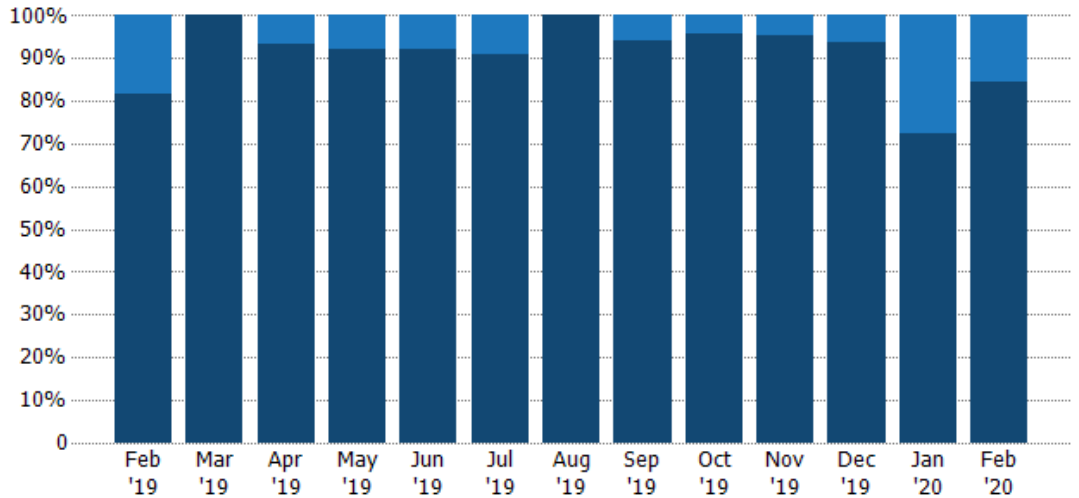
Closed Sales by Property Type

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	18%	-	7%	8%	8%	9%	-	6%	4%	5%	6%	28%	15%
Single Family Residence	82%	100%	93%	92%	92%	91%	100%	94%	96%	95%	94%	72%	85%

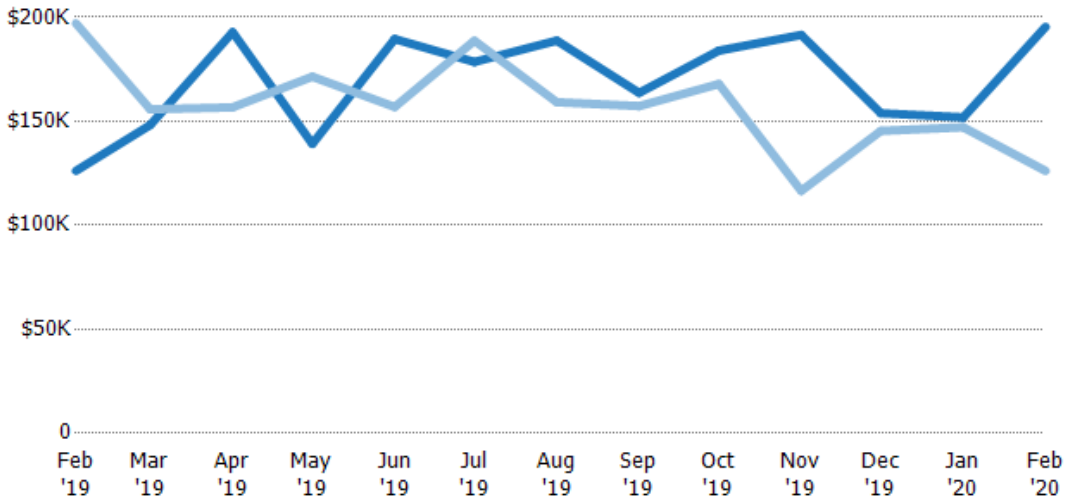
Average Sales Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Feb '20	\$195K	55%
Feb '19	\$126K	-36%
Feb '18	\$197K	-33.9%

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	\$126K	\$148K	\$193K	\$139K	\$190K	\$179K	\$189K	\$164K	\$184K	\$191K	\$154K	\$152K	\$195K
Prior Year	\$197K	\$156K	\$157K	\$171K	\$157K	\$189K	\$159K	\$157K	\$168K	\$117K	\$145K	\$147K	\$126K
Percent Change from Prior Year	-36%	-5%	23%	-19%	21%	-5%	19%	4%	10%	64%	6%	3%	55%

Median Sales Price

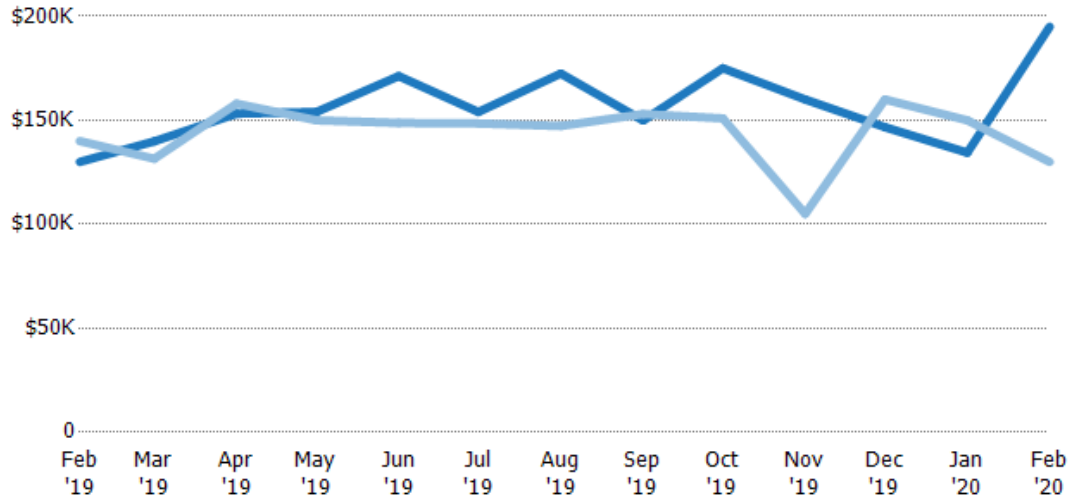
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '20	\$195K	50%
Feb '19	\$130K	-7.1%
Feb '18	\$140K	-3.6%



	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	\$130K	\$140K	\$153K	\$154K	\$171K	\$154K	\$172K	\$150K	\$175K	\$160K	\$147K	\$134K	\$195K
Prior Year	\$140K	\$132K	\$158K	\$150K	\$149K	\$149K	\$147K	\$153K	\$151K	\$105K	\$160K	\$150K	\$130K
Percent Change from Prior Year	-7%	6%	-3%	3%	15%	4%	17%	-2%	16%	52%	-8%	-10%	50%

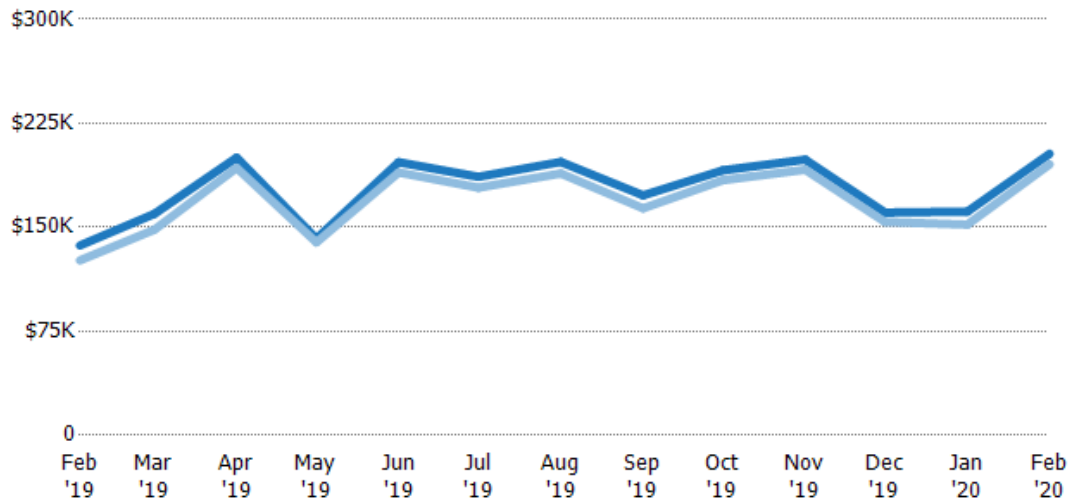
Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

Property Type:
Condo/Townhouse/Apt, Single Family Residence



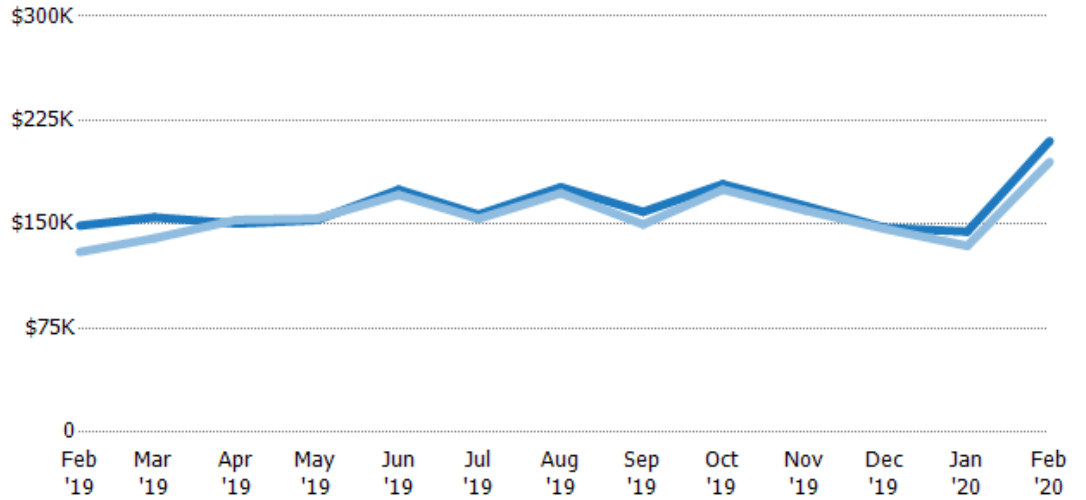
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$137K	\$160K	\$200K	\$142K	\$197K	\$186K	\$197K	\$173K	\$191K	\$199K	\$161K	\$161K	\$203K
Avg Sales Price	\$126K	\$148K	\$193K	\$139K	\$190K	\$179K	\$189K	\$164K	\$184K	\$191K	\$154K	\$152K	\$195K
Avg Sales Price as a % of Avg List Price	92%	93%	96%	98%	96%	96%	96%	95%	96%	96%	96%	94%	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

ZIP: Rutland, VT 05701, Rutland, VT 05702
 Property Type: Condo/Townhouse/Apt, Single Family Residence



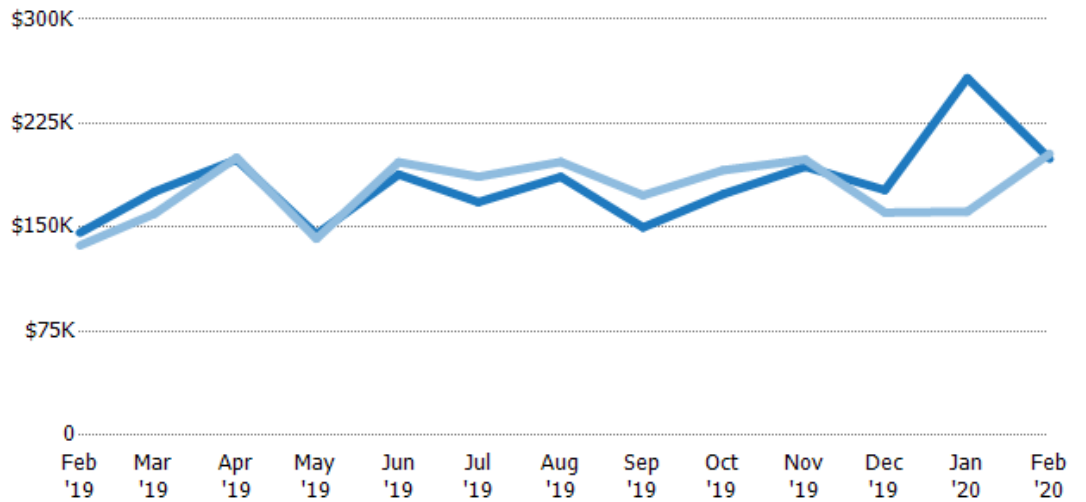
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$149K	\$155K	\$151K	\$153K	\$175K	\$157K	\$177K	\$159K	\$179K	\$163K	\$147K	\$145K	\$210K
Median Sales Price	\$130K	\$140K	\$153K	\$154K	\$171K	\$154K	\$172K	\$150K	\$175K	\$160K	\$147K	\$134K	\$195K
Med Sales Price as a % of Med List Price	87%	90%	102%	101%	98%	98%	98%	94%	98%	98%	99%	93%	93%

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

ZIP: Rutland, VT 05701, Rutland, VT 05702
 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	\$146K	\$176K	\$199K	\$145K	\$188K	\$168K	\$186K	\$150K	\$174K	\$194K	\$177K	\$258K	\$199K
Avg Sales Price	\$137K	\$160K	\$200K	\$142K	\$197K	\$186K	\$197K	\$173K	\$191K	\$199K	\$161K	\$161K	\$203K
Avg Sales Price as a % of Avg Est Value	94%	91%	101%	98%	105%	111%	106%	115%	110%	103%	91%	63%	102%

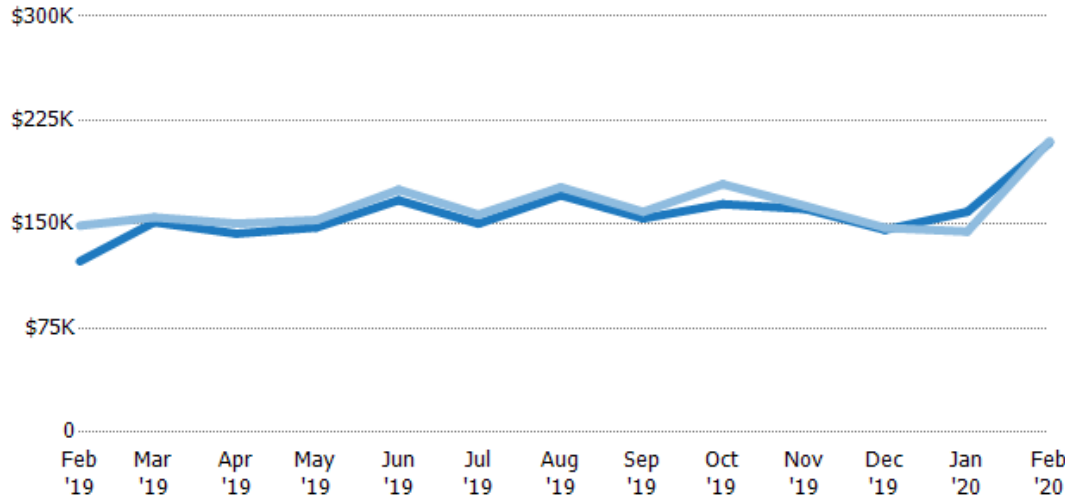
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$123K	\$151K	\$143K	\$148K	\$167K	\$150K	\$171K	\$154K	\$165K	\$161K	\$146K	\$159K	\$209K
Median Sales Price	\$149K	\$155K	\$151K	\$153K	\$175K	\$157K	\$177K	\$159K	\$179K	\$163K	\$147K	\$145K	\$210K
Med Sales Price as a % of Med Est Value	121%	102%	105%	104%	105%	104%	103%	103%	109%	101%	101%	91%	100%