

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	60	115	-47.8%	193	240	-19.6%
New Listing Volume	\$12,931,800	\$24,705,699	-47.7%	\$46,430,199	\$52,713,989	-11.9%
Active Listing Count	327	505	-35.2%	N/A	N/A	
Active Listing Volume	\$116,935,992	\$152,001,708	-23.1%	N/A	N/A	
Average Listing Price	\$357,602	\$300,993	+18.8%	\$349,788	\$303,504	+15.2%
Median Listing Price	\$235,000	\$204,000	+15.2%	\$229,247	\$211,246	+8.5%
Median Days in RPR	172	177	-2.8%	163.96	177.88	-7.8%
Months of Inventory	9.6	12.9	-25.7%	8.4	13.8	-39.5%
Absorption Rate	10.4%	7.72%	+2.7%	11.96%	7.23%	+4.7%
Sales Activity Charts Metrics						
New Pending Sales Count	66	80	-17.5%	182	185	-1.6%
New Pending Sales Volume	\$12,882,393	\$14,367,290	-10.3%	\$34,379,292	\$34,764,989	-1.1%
Pending Sales Count	114	104	+9.6%	N/A	N/A	
Pending Sales Volume	\$23,157,293	\$21,691,700	+6.8%	N/A	N/A	
Closed Sales Count	40	50	-20%	130	129	+0.8%
Closed Sales Volume	\$7,719,800	\$8,173,101	-5.5%	\$23,128,930	\$20,668,375	+11.9%
Average Sales Price	\$192,995	\$163,462	+18.1%	\$177,915	\$160,220	+11%
Median Sales Price	\$165,850	\$134,500	+23.3%	\$159,556	\$139,403	+14.5%

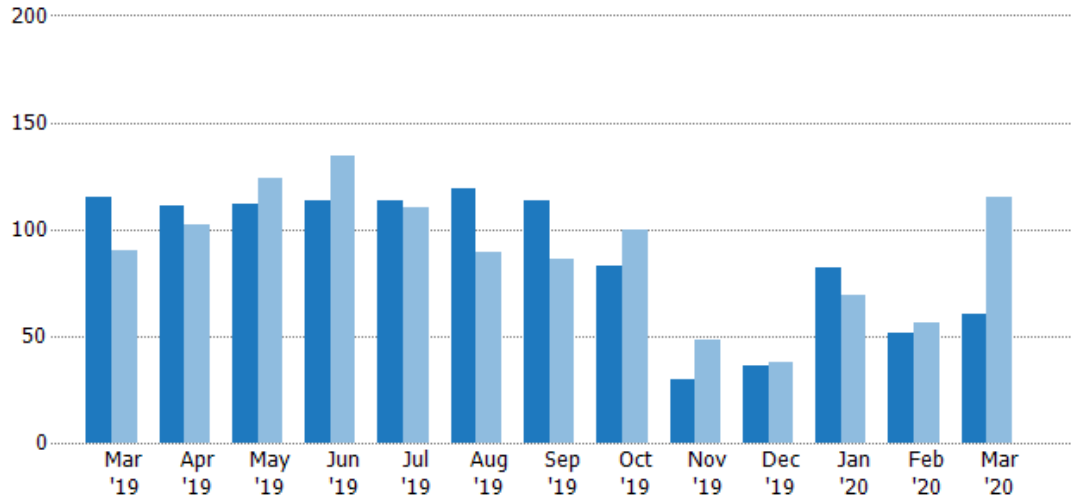
New Listings

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

Month/Year	Count	% Chg.
Mar '20	60	-47.8%
Mar '19	115	27.8%
Mar '18	90	-12.2%



Current Year	115	111	112	113	113	119	113	83	30	36	82	51	60
Prior Year	90	102	124	134	110	89	86	100	48	38	69	56	115
Percent Change from Prior Year	28%	9%	-10%	-16%	3%	34%	31%	-17%	-38%	-5%	19%	-9%	-48%

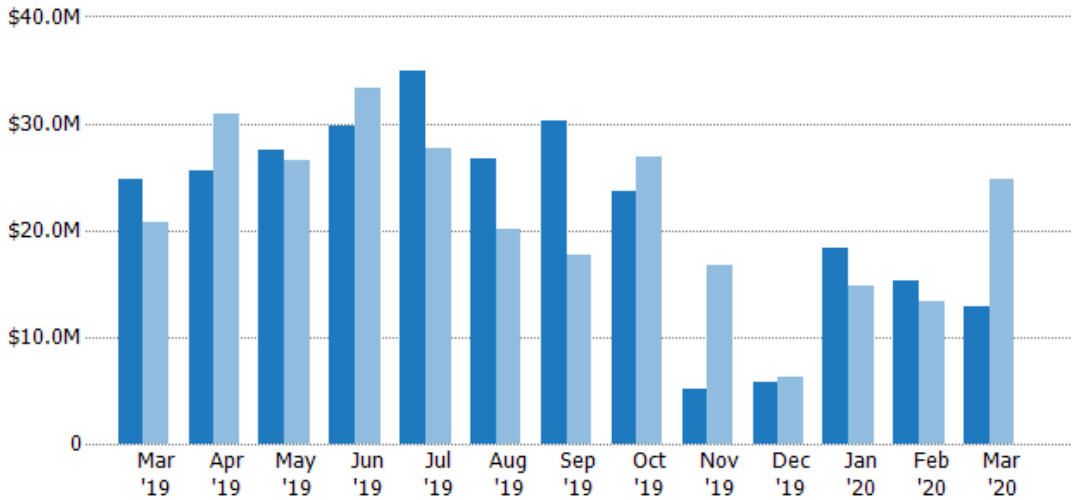
New Listing Volume

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.
Mar '20	\$12.9M	-47.7%
Mar '19	\$24.7M	18.8%
Mar '18	\$20.8M	-28.5%



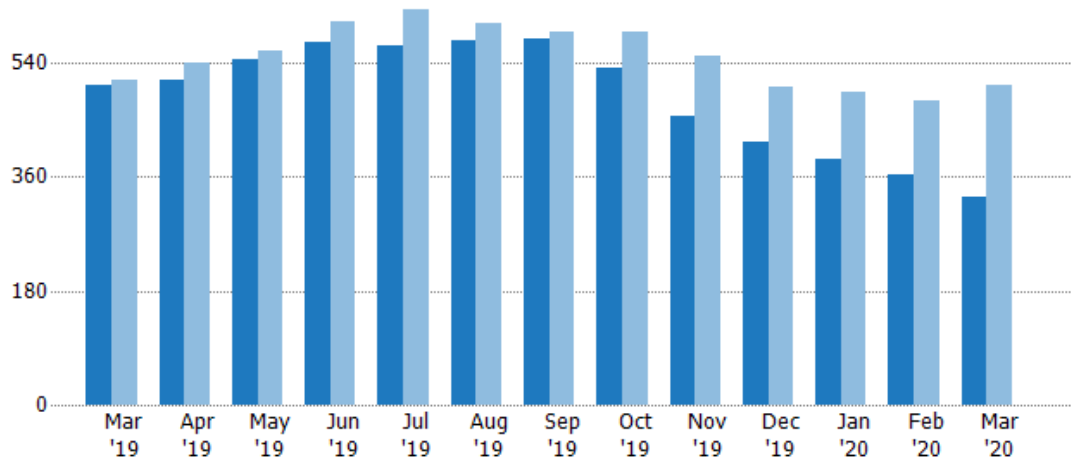
Current Year	\$24.7M	\$25.5M	\$27.5M	\$29.7M	\$34.9M	\$26.8M	\$30.3M	\$23.7M	\$5.2M	\$5.84M	\$18.3M	\$15.2M	\$12.9M
Prior Year	\$20.8M	\$30.9M	\$26.5M	\$33.3M	\$27.6M	\$20.2M	\$17.7M	\$26.9M	\$16.6M	\$6.31M	\$14.7M	\$13.3M	\$24.7M
Percent Change from Prior Year	19%	-18%	4%	-11%	26%	33%	71%	-12%	-69%	-7%	24%	15%	-48%

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



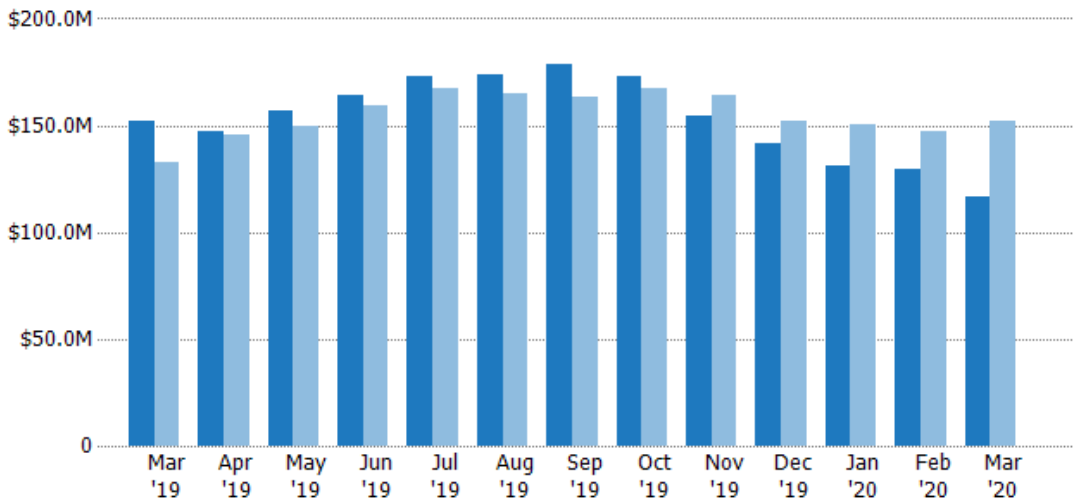
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	505	513	546	572	566	574	577	532	457	414	388	364	327
Prior Year	512	539	560	605	623	603	590	588	551	502	494	481	505
Percent Change from Prior Year	-1%	-5%	-3%	-5%	-9%	-5%	-2%	-10%	-17%	-18%	-21%	-24%	-35%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$152M	\$147M	\$157M	\$164M	\$173M	\$174M	\$178M	\$173M	\$154M	\$141M	\$131M	\$130M	\$117M
Prior Year	\$133M	\$146M	\$149M	\$159M	\$168M	\$165M	\$163M	\$167M	\$164M	\$152M	\$150M	\$147M	\$152M
Percent Change from Prior Year	15%	1%	5%	3%	3%	6%	9%	3%	-6%	-7%	-13%	-12%	-23%

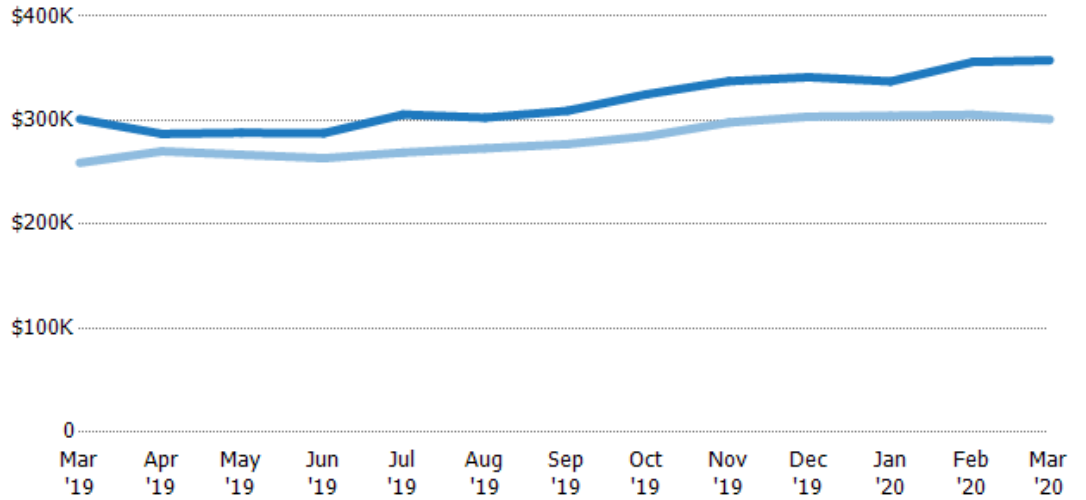
Average Listing Price

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.
Mar '20	\$358K	18.8%
Mar '19	\$301K	16.2%
Mar '18	\$259K	3.5%



Current Year	\$301K	\$287K	\$288K	\$288K	\$306K	\$303K	\$309K	\$325K	\$338K	\$341K	\$337K	\$356K	\$358K
Prior Year	\$259K	\$270K	\$267K	\$264K	\$269K	\$273K	\$277K	\$285K	\$298K	\$303K	\$304K	\$305K	\$301K
Percent Change from Prior Year	16%	6%	8%	9%	14%	11%	12%	14%	13%	12%	11%	17%	19%

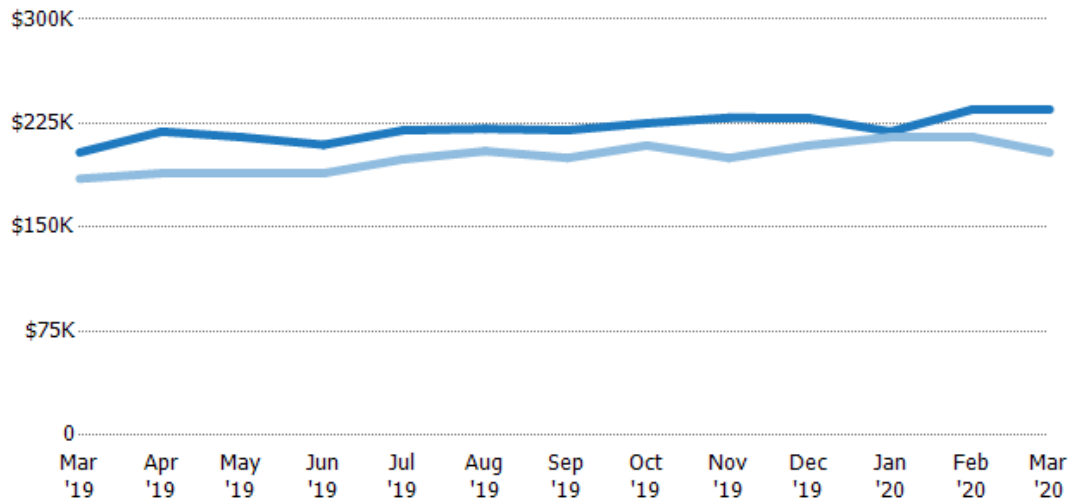
Median Listing Price

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.
Mar '20	\$235K	15.2%
Mar '19	\$204K	10.3%
Mar '18	\$185K	-1.4%



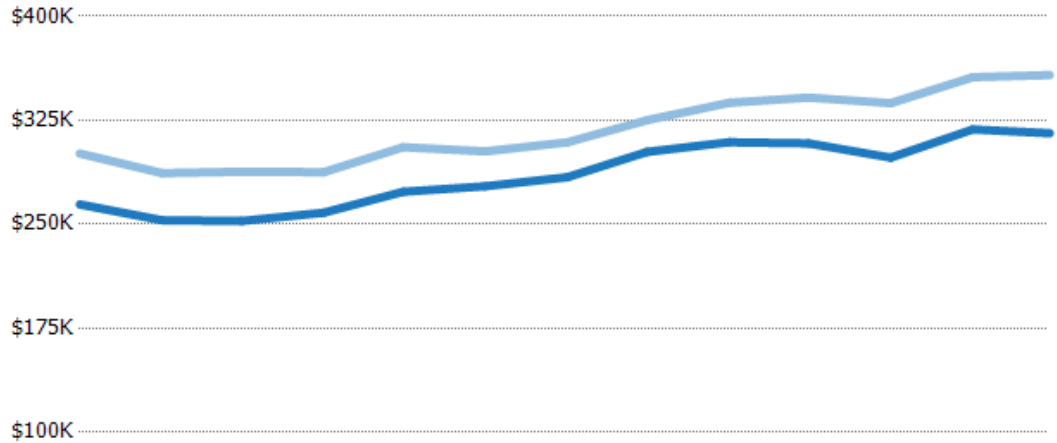
Current Year	\$204K	\$219K	\$215K	\$210K	\$220K	\$221K	\$220K	\$225K	\$229K	\$229K	\$219K	\$235K	\$235K
Prior Year	\$185K	\$189K	\$189K	\$189K	\$199K	\$205K	\$200K	\$209K	\$200K	\$209K	\$215K	\$215K	\$204K
Percent Change from Prior Year	10%	16%	14%	11%	11%	8%	10%	8%	15%	9%	2%	9%	15%

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



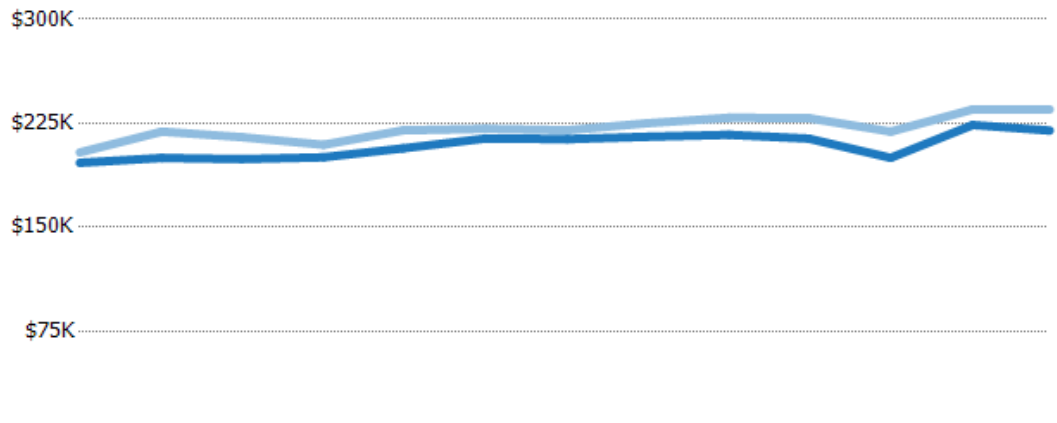
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$264K	\$253K	\$252K	\$258K	\$273K	\$277K	\$284K	\$302K	\$309K	\$308K	\$298K	\$318K	\$316K
Avg Listing Price	\$301K	\$287K	\$288K	\$288K	\$306K	\$303K	\$309K	\$325K	\$338K	\$341K	\$337K	\$356K	\$358K
Avg Listing Price as a % of Avg Est Value	114%	113%	114%	111%	112%	109%	109%	108%	109%	111%	113%	112%	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

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



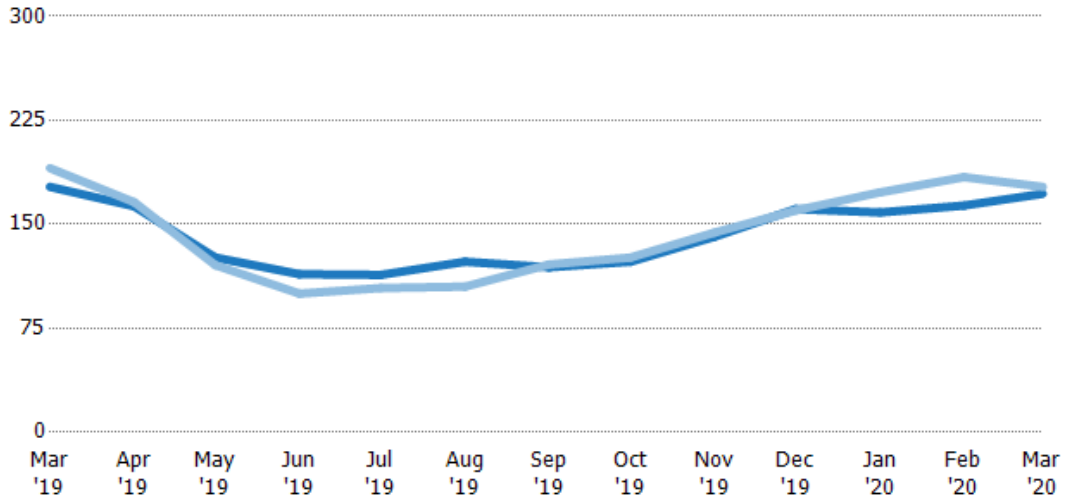
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$197K	\$200K	\$199K	\$201K	\$207K	\$214K	\$214K	\$215K	\$217K	\$214K	\$200K	\$224K	\$220K
Median Listing Price	\$204K	\$219K	\$215K	\$210K	\$220K	\$221K	\$220K	\$225K	\$229K	\$229K	\$219K	\$235K	\$235K
Med Listing Price as a % of Med Est Value	104%	110%	108%	104%	106%	103%	103%	105%	106%	107%	109%	105%	107%

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.
Mar '20	172	-2.8%
Mar '19	177	-7.1%
Mar '18	191	5%

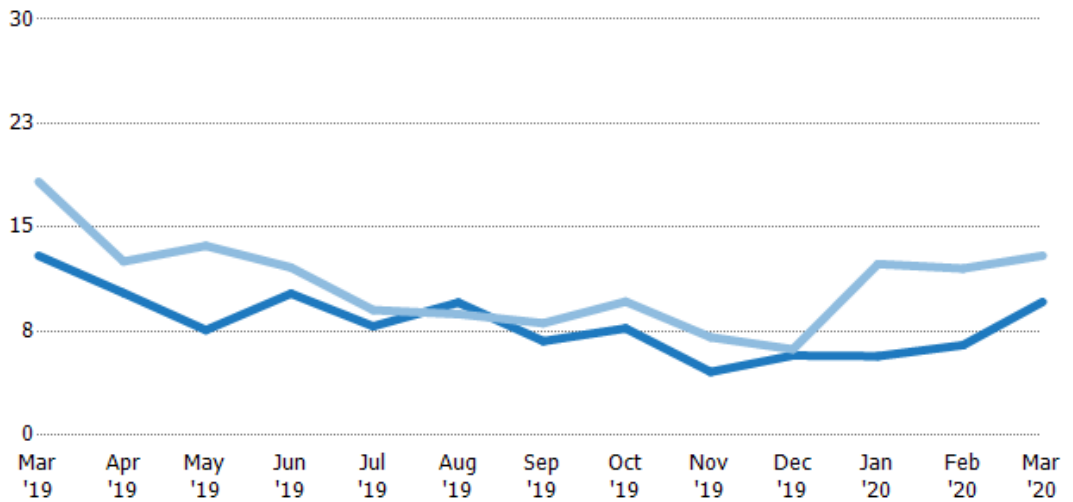
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	177	163	126	114	114	123	119	123	141	161	159	164	172
Prior Year	191	166	121	100	104	105	121	126	144	160	173	184	177
Percent Change from Prior Year	-7%	-2%	5%	14%	9%	17%	-2%	-2%	-2%	1%	-8%	-11%	-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.
Mar '20	9.62	-25.7%
Mar '19	12.9	-29.2%
Mar '18	18.3	14.6%

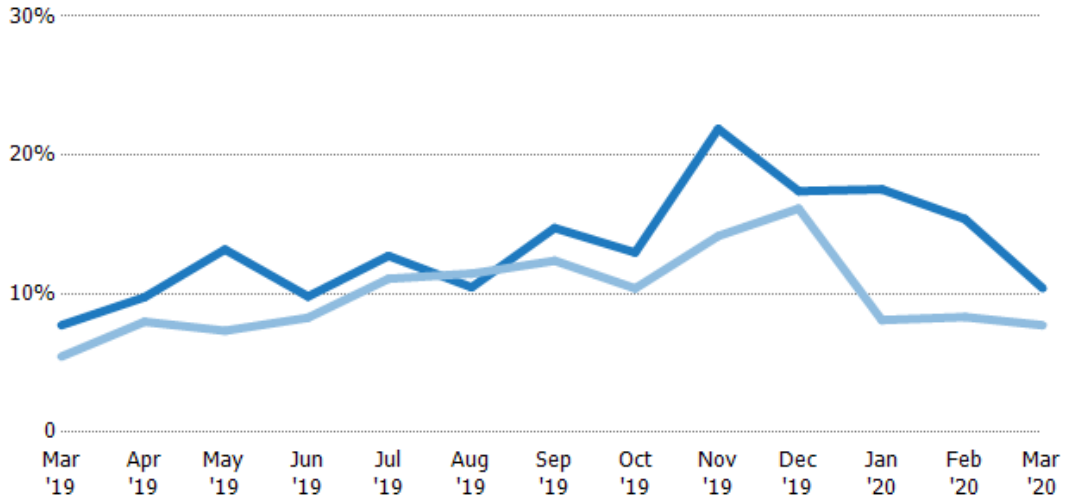
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	12.9	10.3	7.58	10.2	7.86	9.57	6.79	7.71	4.57	5.75	5.71	6.5	9.62
Prior Year	18.3	12.5	13.7	12.1	9.03	8.74	8.08	9.64	7.06	6.2	12.4	12	12.9
Percent Change from Prior Year	-29%	-18%	-44%	-16%	-13%	9%	-16%	-20%	-35%	-7%	-54%	-46%	-26%

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.
Mar '20	10%	-2.7%
Mar '19	8%	-2.3%
Mar '18	5%	-12.6%

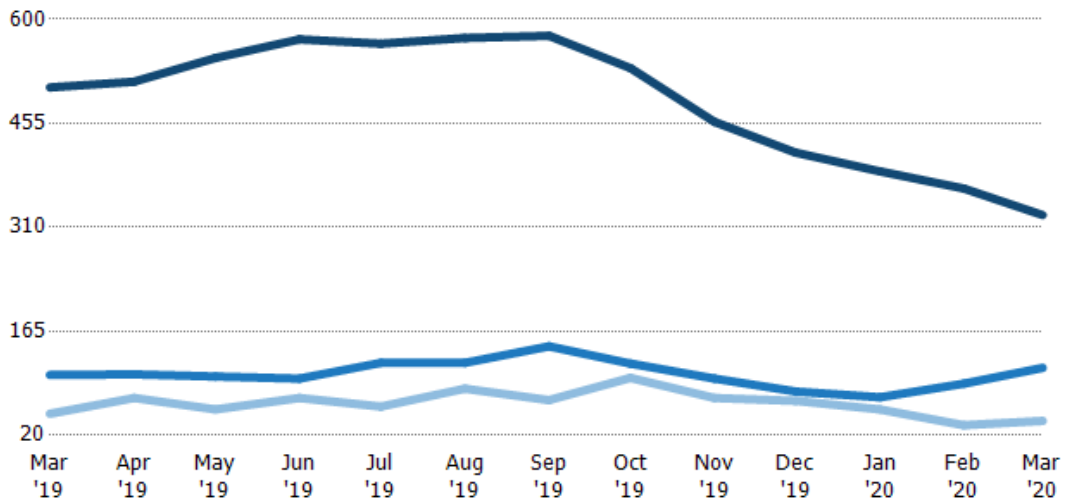
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8%	10%	13%	10%	13%	10%	15%	13%	22%	17%	18%	15%	10%
Prior Year	5%	8%	7%	8%	11%	11%	12%	10%	14%	16%	8%	8%	8%
Change from Prior Year	-2%	-2%	-6%	-2%	-2%	1%	-2%	-3%	-8%	-1%	-9%	-7%	-3%

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



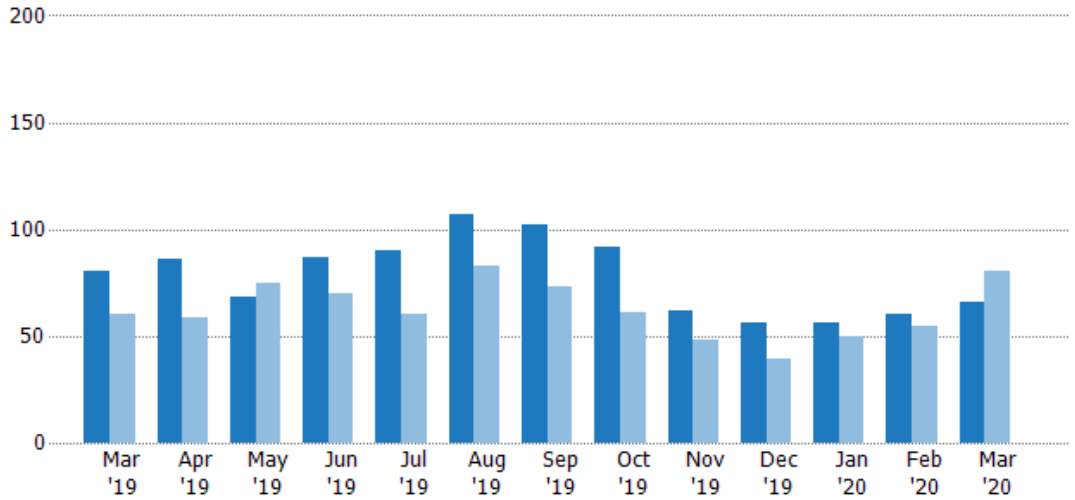
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	505	513	546	572	566	574	577	532	457	414	388	364	327
Pending	104	105	102	99	121	121	144	120	99	81	73	92	114
Sold	50	72	56	72	60	85	69	100	72	68	56	34	40

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



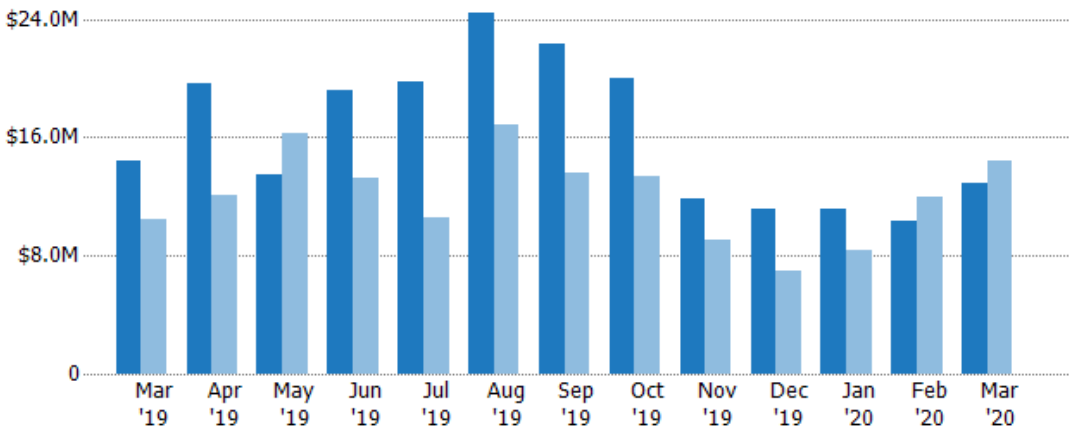
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	80	86	68	87	90	107	102	92	62	56	56	60	66
Prior Year	60	59	75	70	60	83	73	61	48	39	50	55	80
Percent Change from Prior Year	33%	46%	-9%	24%	50%	29%	40%	51%	29%	44%	12%	9%	-18%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$14.4M	\$19.7M	\$13.5M	\$19.2M	\$19.8M	\$24.4M	\$22.4M	\$19.9M	\$11.8M	\$11.1M	\$11.1M	\$10.4M	\$12.9M
Prior Year	\$10.4M	\$12.1M	\$16.2M	\$13.2M	\$10.6M	\$16.9M	\$13.5M	\$13.4M	\$9.02M	\$6.94M	\$8.41M	\$12M	\$14.4M
Percent Change from Prior Year	38%	62%	-17%	45%	87%	45%	65%	49%	31%	60%	32%	-14%	-10%

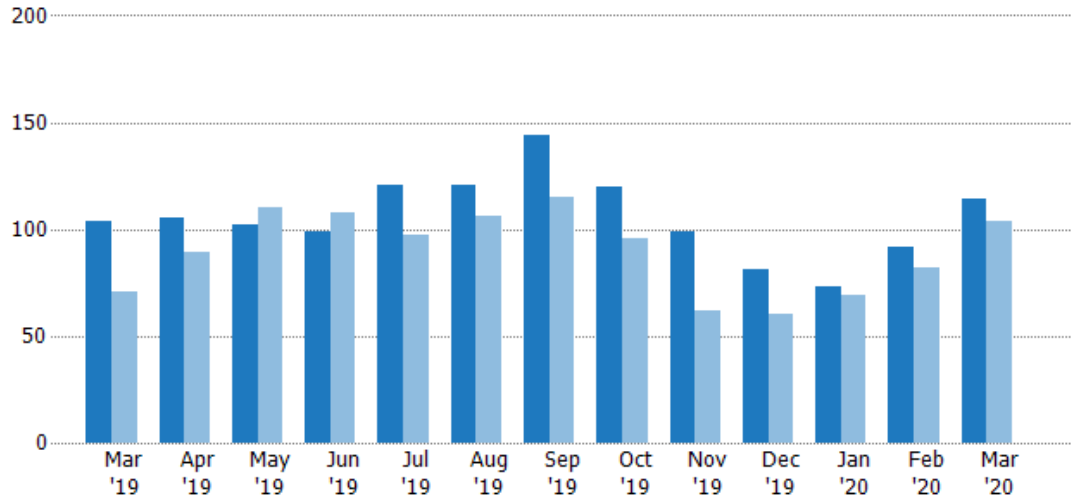
Pending Sales

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.
Mar '20	114	9.6%
Mar '19	104	46.5%
Mar '18	71	15.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	104	105	102	99	121	121	144	120	99	81	73	92	114
Prior Year	71	89	110	108	97	106	115	96	62	60	69	82	104
Percent Change from Prior Year	46%	18%	-7%	-8%	25%	14%	25%	25%	60%	35%	6%	12%	10%

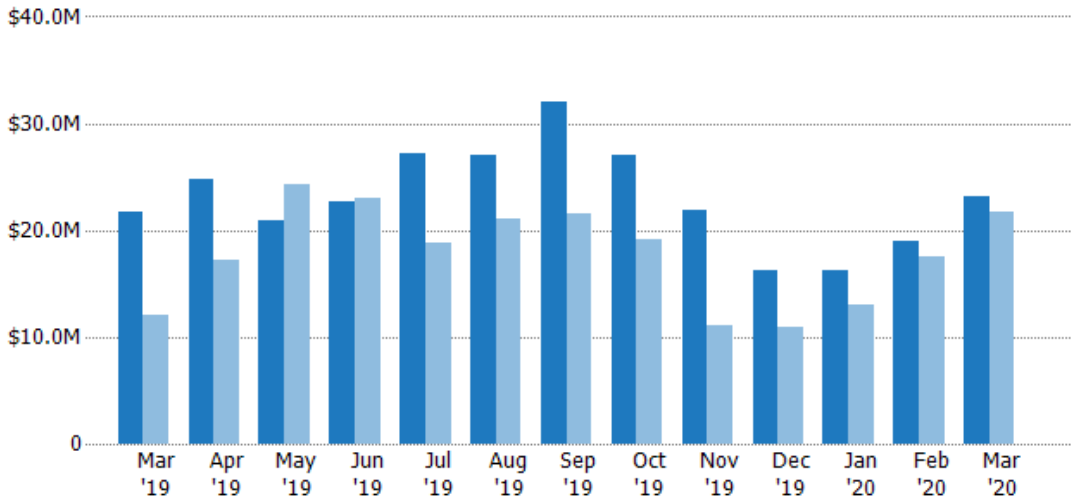
Pending Sales Volume

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.
Mar '20	\$23.2M	6.8%
Mar '19	\$21.7M	79%
Mar '18	\$12.1M	13.5%



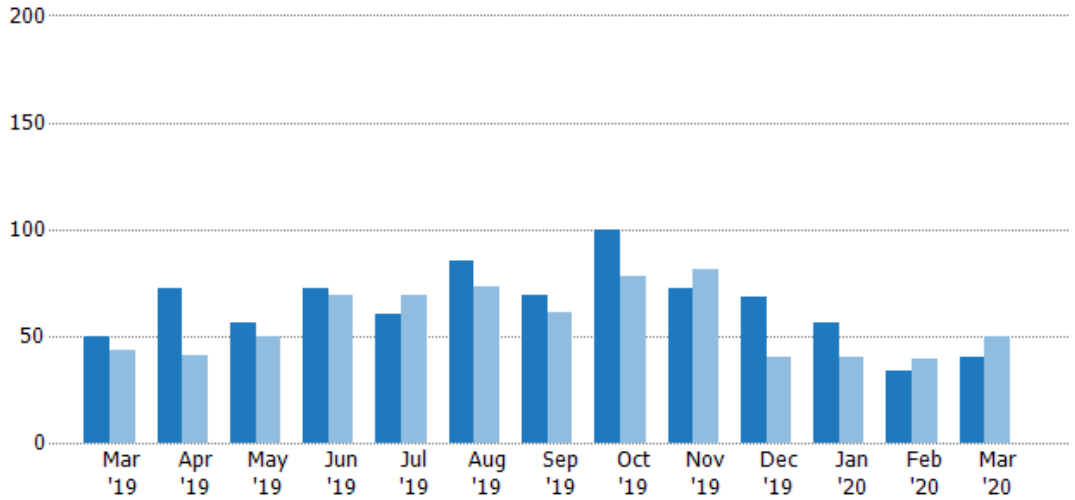
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$21.7M	\$24.8M	\$20.9M	\$22.7M	\$27.3M	\$27M	\$32M	\$27M	\$21.8M	\$16.3M	\$16.3M	\$19M	\$23.2M
Prior Year	\$12.1M	\$17.2M	\$24.3M	\$23M	\$18.8M	\$21.1M	\$21.6M	\$19.1M	\$11M	\$11M	\$13M	\$17.5M	\$21.7M
Percent Change from Prior Year	79%	44%	-14%	-1%	45%	28%	48%	41%	98%	48%	25%	9%	7%

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



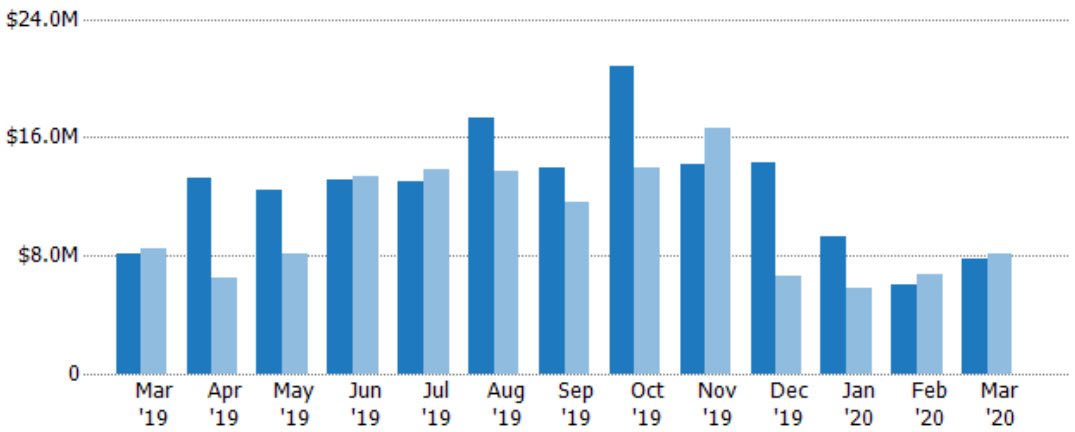
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	50	72	56	72	60	85	69	100	72	68	56	34	40
Prior Year	43	41	50	69	69	73	61	78	81	40	40	39	50
Percent Change from Prior Year	16%	76%	12%	4%	-13%	16%	13%	28%	-11%	70%	40%	-13%	-20%

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



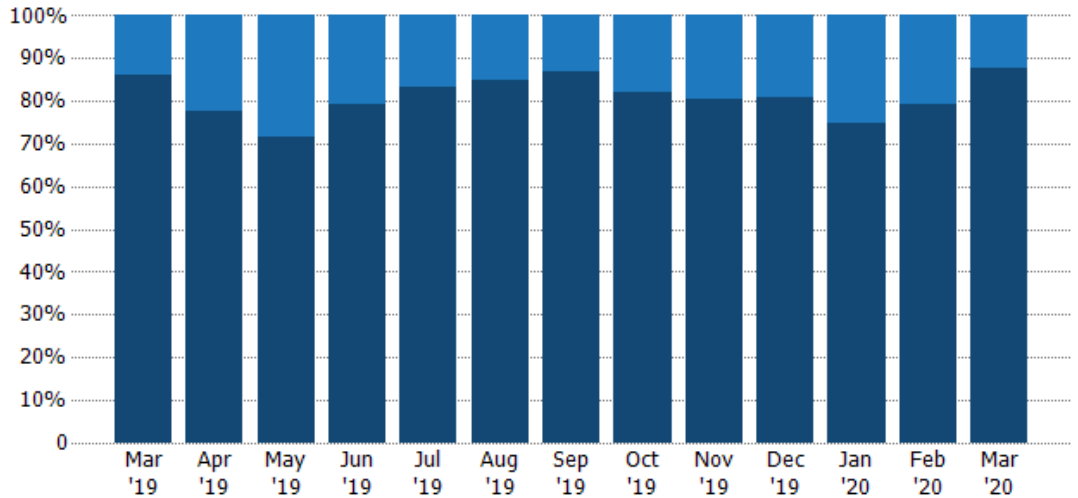
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$8.17M	\$13.2M	\$12.4M	\$13.1M	\$13M	\$17.3M	\$14M	\$20.8M	\$14.1M	\$14.3M	\$9.33M	\$6.08M	\$7.72M
Prior Year	\$8.45M	\$6.55M	\$8.12M	\$13.3M	\$13.8M	\$13.7M	\$11.7M	\$13.9M	\$16.6M	\$6.61M	\$5.82M	\$6.68M	\$8.17M
Percent Change from Prior Year	-3%	101%	53%	-1%	-6%	26%	20%	49%	-15%	116%	60%	-9%	-6%

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



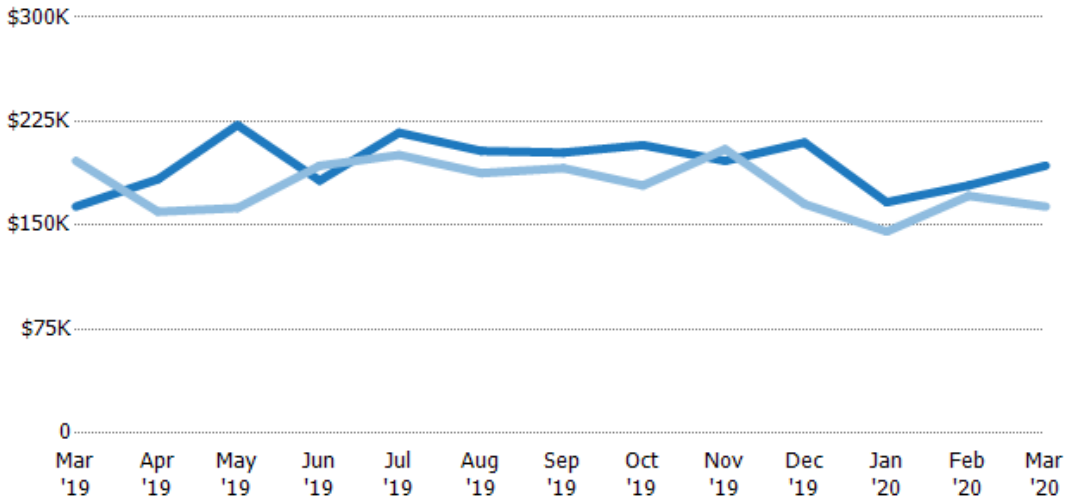
Condo/Townhouse	14%	22%	29%	21%	17%	15%	13%	18%	19%	19%	25%	21%	13%
Single Family Residence	86%	78%	71%	79%	83%	85%	87%	82%	81%	81%	75%	79%	88%

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	\$163K	\$183K	\$222K	\$182K	\$217K	\$204K	\$202K	\$208K	\$196K	\$210K	\$167K	\$179K	\$193K
Prior Year	\$196K	\$160K	\$162K	\$193K	\$201K	\$188K	\$191K	\$179K	\$205K	\$165K	\$145K	\$171K	\$163K
Percent Change from Prior Year	-17%	15%	37%	-6%	8%	9%	6%	16%	-4%	27%	15%	4%	18%

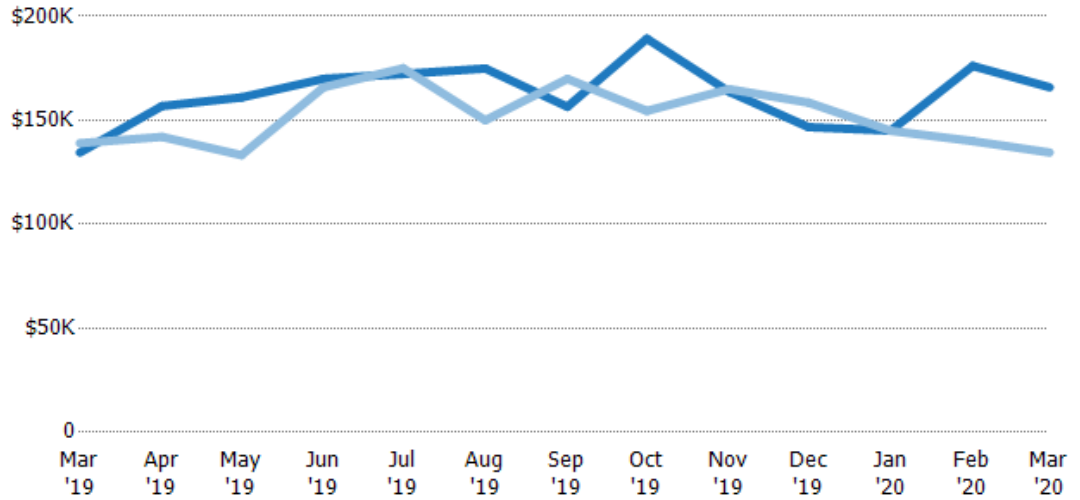
Median Sales Price

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.
Mar '20	\$166K	23.3%
Mar '19	\$135K	-3.2%
Mar '18	\$139K	7.6%



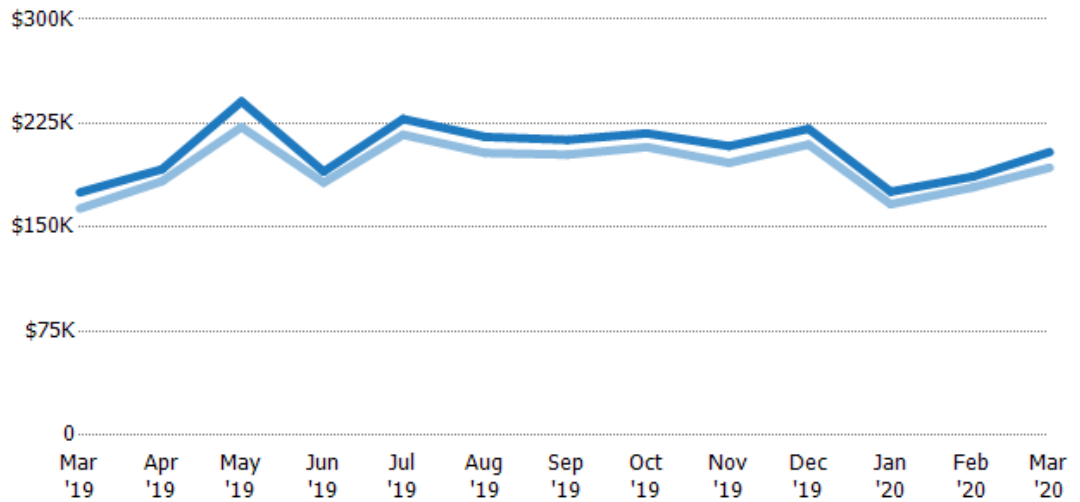
Current Year	\$135K	\$157K	\$161K	\$170K	\$172K	\$175K	\$157K	\$189K	\$164K	\$147K	\$145K	\$176K	\$166K
Prior Year	\$139K	\$142K	\$133K	\$166K	\$175K	\$150K	\$170K	\$155K	\$165K	\$159K	\$145K	\$140K	\$135K
Percent Change from Prior Year	-3%	10%	21%	2%	-2%	17%	-8%	22%	-1%	-7%	0%	26%	23%

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



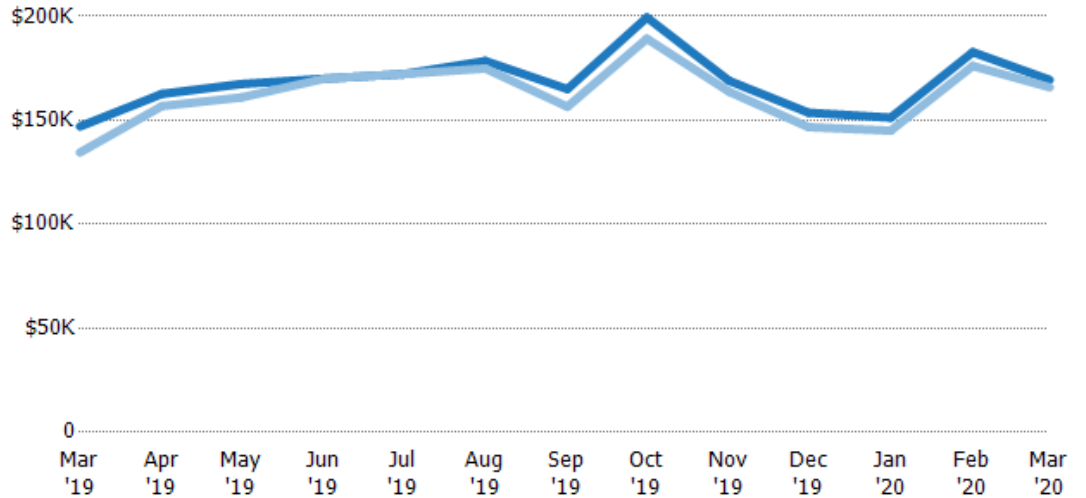
Avg List Price	\$175K	\$192K	\$241K	\$190K	\$228K	\$215K	\$213K	\$218K	\$209K	\$221K	\$176K	\$187K	\$204K
Avg Sales Price	\$163K	\$183K	\$222K	\$182K	\$217K	\$204K	\$202K	\$208K	\$196K	\$210K	\$167K	\$179K	\$193K
Avg Sales Price as a % of Avg List Price	93%	96%	92%	96%	95%	95%	95%	95%	94%	95%	95%	96%	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



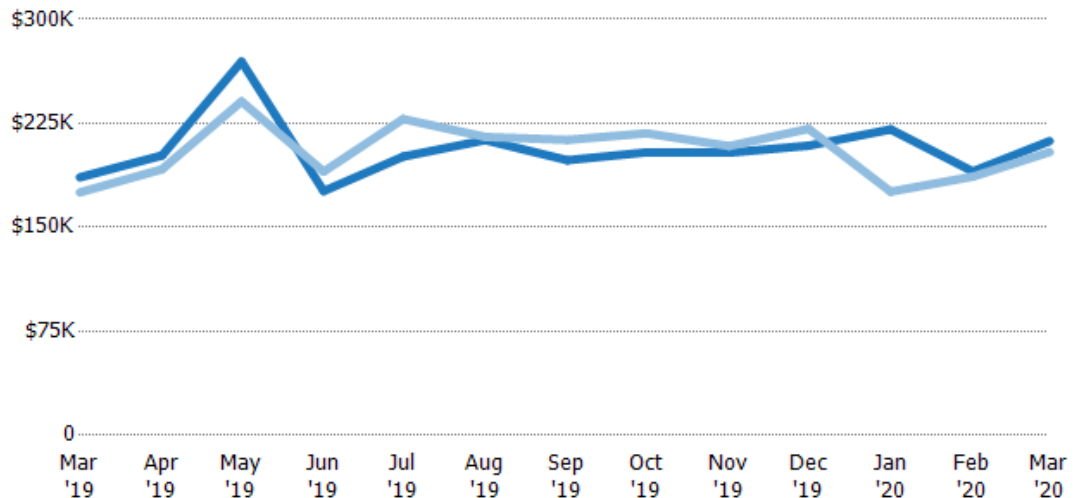
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$147K	\$163K	\$167K	\$170K	\$172K	\$179K	\$165K	\$199K	\$169K	\$154K	\$151K	\$183K	\$169K
Median Sales Price	\$135K	\$157K	\$161K	\$170K	\$172K	\$175K	\$157K	\$189K	\$164K	\$147K	\$145K	\$176K	\$166K
Med Sales Price as a % of Med List Price	91%	96%	96%	100%	100%	98%	95%	95%	97%	95%	96%	96%	98%

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



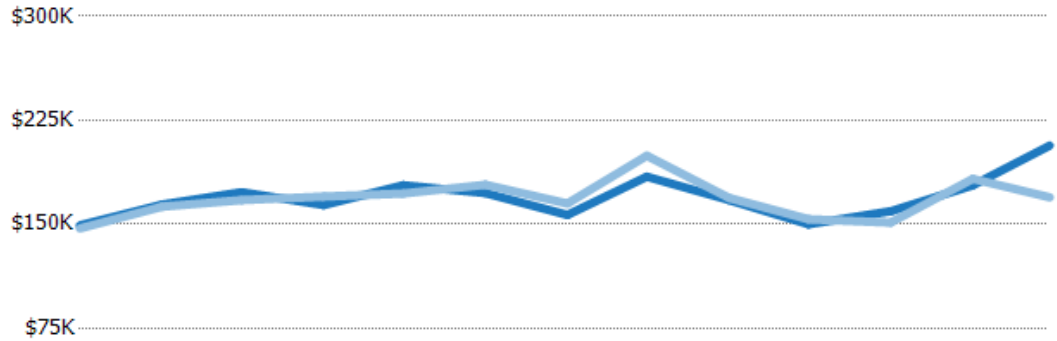
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$186K	\$202K	\$269K	\$176K	\$201K	\$213K	\$198K	\$204K	\$204K	\$209K	\$221K	\$190K	\$212K
Avg Sales Price	\$175K	\$192K	\$241K	\$190K	\$228K	\$215K	\$213K	\$218K	\$209K	\$221K	\$176K	\$187K	\$204K
Avg Sales Price as a % of Avg Est Value	94%	95%	89%	108%	113%	101%	107%	107%	102%	106%	80%	98%	96%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$149K	\$164K	\$173K	\$164K	\$178K	\$173K	\$157K	\$184K	\$167K	\$150K	\$159K	\$178K	\$207K
Median Sales Price	\$147K	\$163K	\$167K	\$170K	\$172K	\$179K	\$165K	\$199K	\$169K	\$154K	\$151K	\$183K	\$169K
Med Sales Price as a % of Med Est Value	99%	99%	97%	104%	97%	103%	105%	108%	101%	102%	95%	103%	82%