

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	19	41	-53.7%	65	73	-11%
New Listing Volume	\$3,394,000	\$7,306,799	-53.6%	\$13,307,099	\$12,320,489	+8%
Active Listing Count	87	125	-30.4%	N/A	N/A	
Active Listing Volume	\$19,396,495	\$27,365,399	-29.1%	N/A	N/A	
Average Listing Price	\$222,948	\$218,923	+1.8%	\$218,689	\$223,594	-2.2%
Median Listing Price	\$179,000	\$174,900	+2.3%	\$174,291	\$176,230	-1.1%
Median Days in RPR	103	131	-21.4%	120.81	135.62	-10.9%
Months of Inventory	6.7	11.4	-41.1%	8.8	12.6	-30.4%
Absorption Rate	14.94%	8.8%	+6.1%	11.37%	7.92%	+3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	22	25	-12%	58	52	+11.5%
New Pending Sales Volume	\$3,527,000	\$3,626,590	-2.7%	\$9,818,399	\$9,520,090	+3.1%
Pending Sales Count	36	26	+38.5%	N/A	N/A	
Pending Sales Volume	\$6,848,600	\$5,391,500	+27%	N/A	N/A	
Closed Sales Count	12	16	-25%	43	34	+26.5%
Closed Sales Volume	\$2,189,400	\$2,371,551	-7.7%	\$7,464,500	\$4,788,775	+55.9%
Average Sales Price	\$182,450	\$148,222	+23.1%	\$173,593	\$140,846	+23.2%
Median Sales Price	\$145,950	\$139,875	+4.3%	\$155,965	\$138,765	+12.4%

New Listings

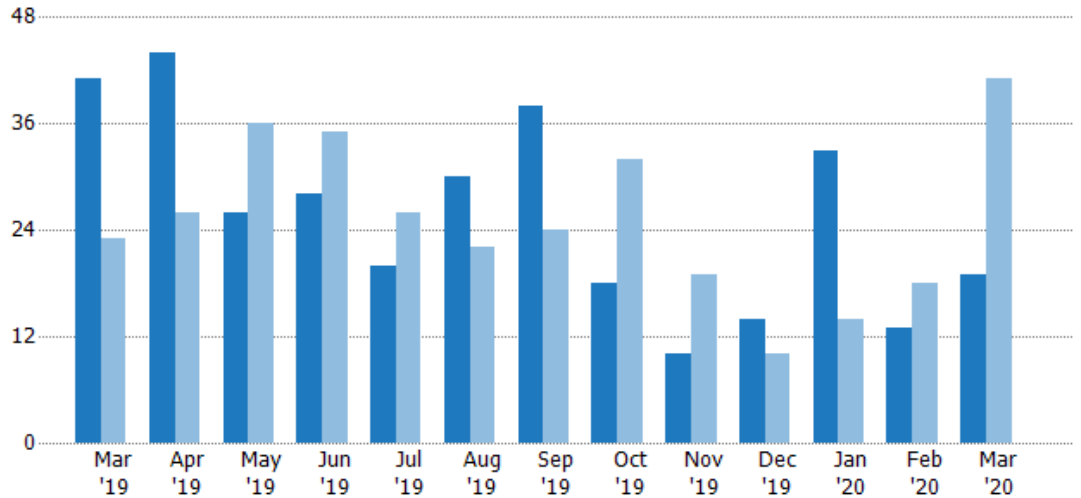
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Mar '20	19	-53.7%
Mar '19	41	78.3%
Mar '18	23	17.4%



	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	41	44	26	28	20	30	38	18	10	14	33	13	19
Prior Year	23	26	36	35	26	22	24	32	19	10	14	18	41
Percent Change from Prior Year	78%	69%	-28%	-20%	-23%	36%	58%	-44%	-47%	40%	136%	-28%	-54%

New Listing Volume

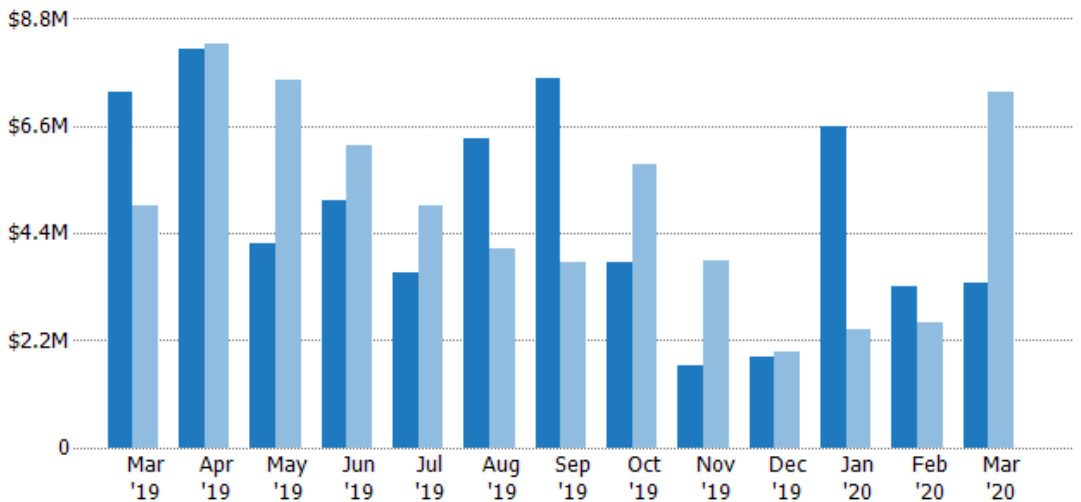
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Mar '20	\$3.39M	-53.6%
Mar '19	\$7.31M	46.6%
Mar '18	\$4.98M	5.3%



	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	\$7.31M	\$8.17M	\$4.21M	\$5.08M	\$3.61M	\$6.36M	\$7.59M	\$3.79M	\$1.69M	\$1.86M	\$6.6M	\$3.31M	\$3.39M
Prior Year	\$4.98M	\$8.28M	\$7.53M	\$6.19M	\$4.98M	\$4.1M	\$3.79M	\$5.82M	\$3.84M	\$1.97M	\$2.44M	\$2.57M	\$7.31M
Percent Change from Prior Year	47%	-1%	-44%	-18%	-28%	55%	100%	-35%	-56%	-5%	170%	29%	-54%

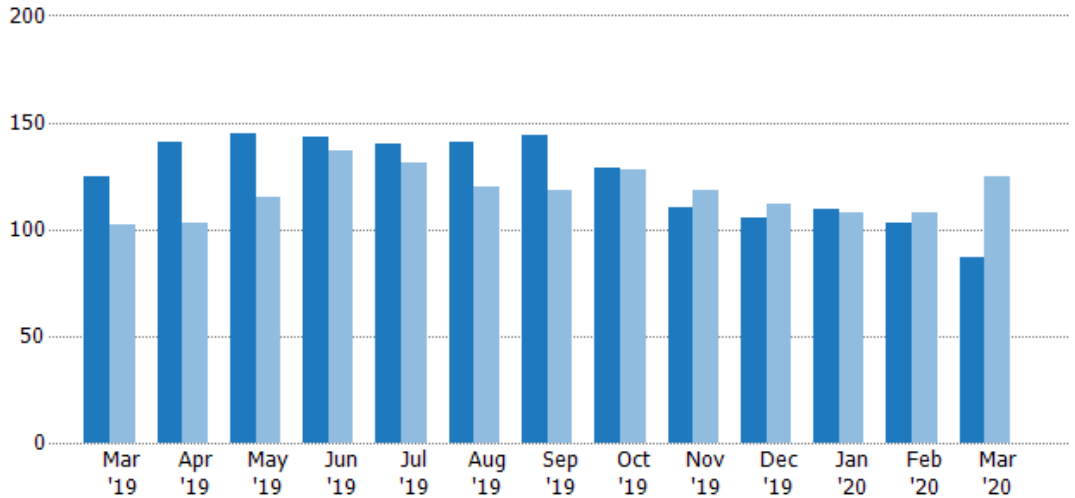
Active Listings

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



	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	125	141	145	143	140	141	144	129	110	105	109	103	87
Prior Year	102	103	115	137	131	120	118	128	118	112	108	108	125
Percent Change from Prior Year	23%	37%	26%	4%	7%	18%	22%	1%	-7%	-6%	1%	-5%	-30%

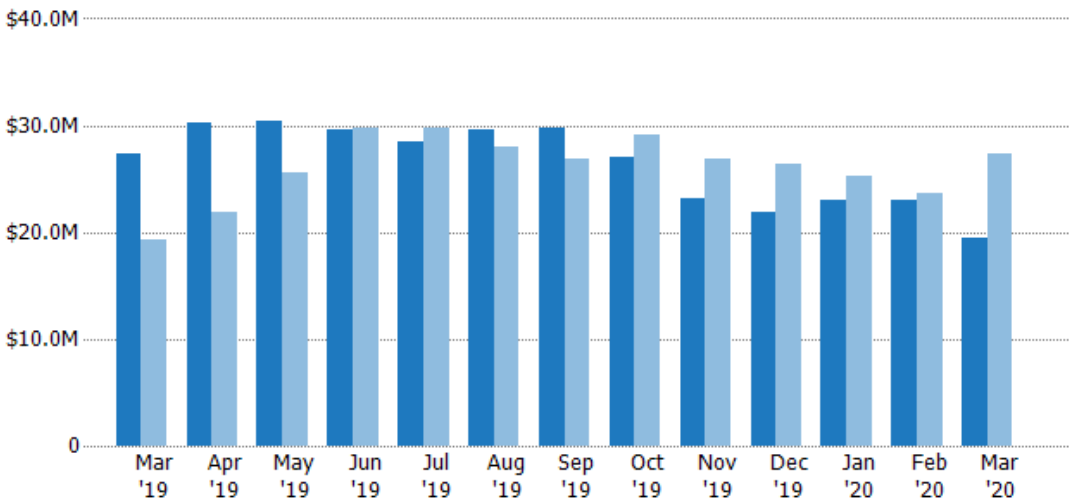
Active Listing Volume

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



	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	\$27.4M	\$30.2M	\$30.4M	\$29.6M	\$28.5M	\$29.5M	\$29.8M	\$27.1M	\$23.1M	\$21.9M	\$23M	\$23M	\$19.4M
Prior Year	\$19.2M	\$21.9M	\$25.5M	\$29.8M	\$29.8M	\$27.9M	\$26.9M	\$29.1M	\$26.9M	\$26.4M	\$25.3M	\$23.6M	\$27.4M
Percent Change from Prior Year	42%	38%	19%	-1%	-4%	6%	11%	-7%	-14%	-17%	-9%	-3%	-29%

Average Listing Price

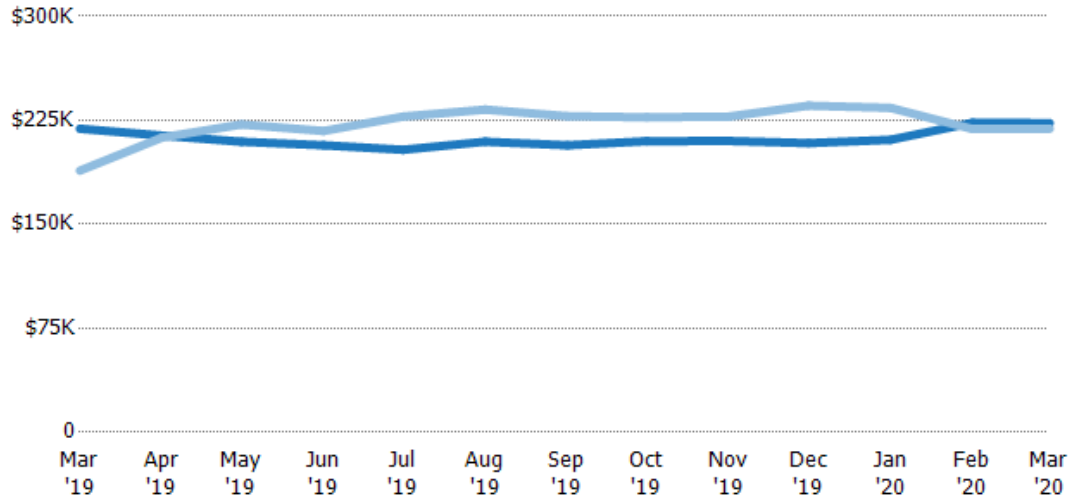
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '20	\$223K	1.8%
Mar '19	\$219K	16%
Mar '18	\$189K	17.2%



Current Year	\$219K	\$214K	\$210K	\$207K	\$204K	\$210K	\$207K	\$210K	\$210K	\$209K	\$211K	\$223K	\$223K
Prior Year	\$189K	\$213K	\$222K	\$217K	\$228K	\$233K	\$228K	\$227K	\$228K	\$236K	\$234K	\$219K	\$219K
Percent Change from Prior Year	16%	1%	-6%	-5%	-11%	-10%	-9%	-8%	-8%	-11%	-10%	2%	2%

Median Listing Price

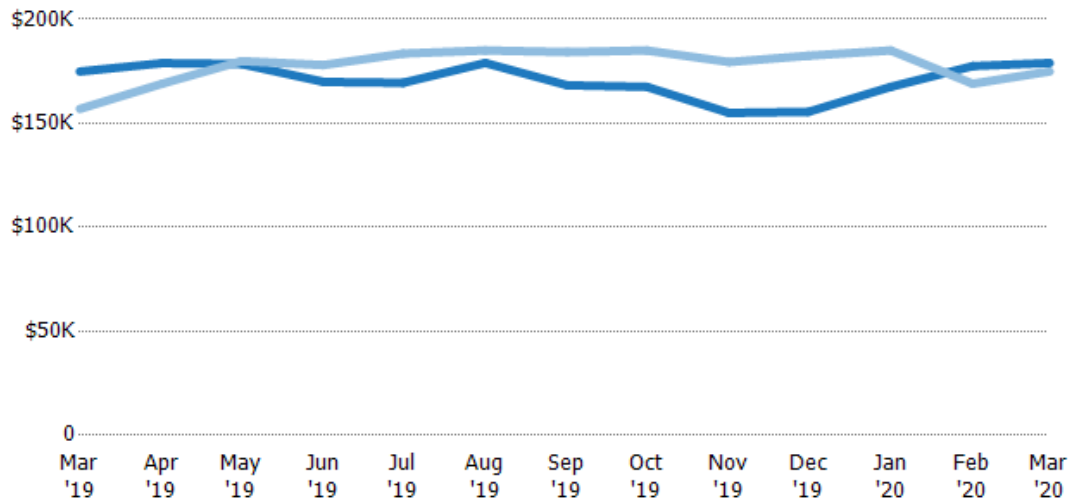
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '20	\$179K	2.3%
Mar '19	\$175K	11.5%
Mar '18	\$157K	-4.7%



Current Year	\$175K	\$179K	\$179K	\$170K	\$169K	\$179K	\$168K	\$168K	\$155K	\$156K	\$168K	\$178K	\$179K
Prior Year	\$157K	\$169K	\$180K	\$178K	\$184K	\$185K	\$184K	\$185K	\$179K	\$183K	\$185K	\$169K	\$175K
Percent Change from Prior Year	11%	6%	-1%	-5%	-8%	-3%	-9%	-9%	-14%	-15%	-9%	5%	2%

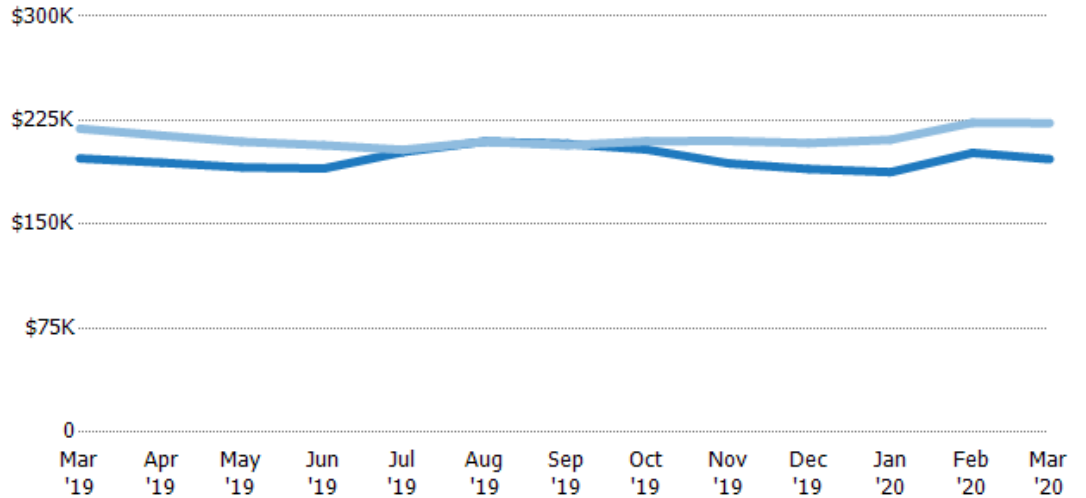
Average Listing Price vs Average Est Value

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



	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	\$197K	\$194K	\$191K	\$190K	\$202K	\$210K	\$208K	\$204K	\$194K	\$190K	\$188K	\$201K	\$197K
Avg Listing Price	\$219K	\$214K	\$210K	\$207K	\$204K	\$210K	\$207K	\$210K	\$210K	\$209K	\$211K	\$223K	\$223K
Avg Listing Price as a % of Avg Est Value	111%	110%	110%	109%	101%	100%	100%	103%	108%	110%	112%	111%	113%

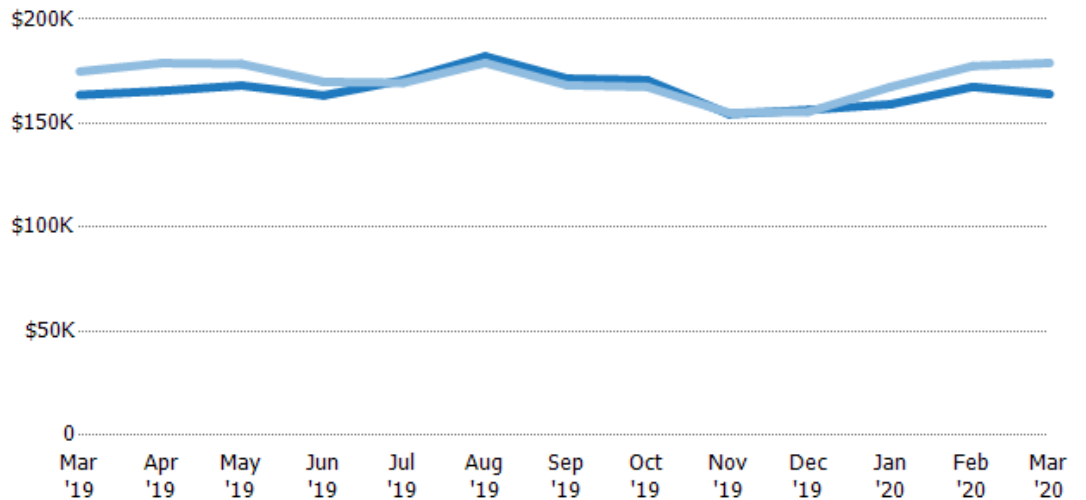
Median Listing Price vs Median Est Value

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



	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	\$164K	\$166K	\$168K	\$163K	\$171K	\$182K	\$171K	\$171K	\$154K	\$156K	\$159K	\$168K	\$164K
Median Listing Price	\$175K	\$179K	\$179K	\$170K	\$169K	\$179K	\$168K	\$168K	\$155K	\$156K	\$168K	\$178K	\$179K
Med Listing Price as a % of Med Est Value	107%	108%	106%	104%	99%	98%	98%	98%	100%	99%	105%	106%	109%

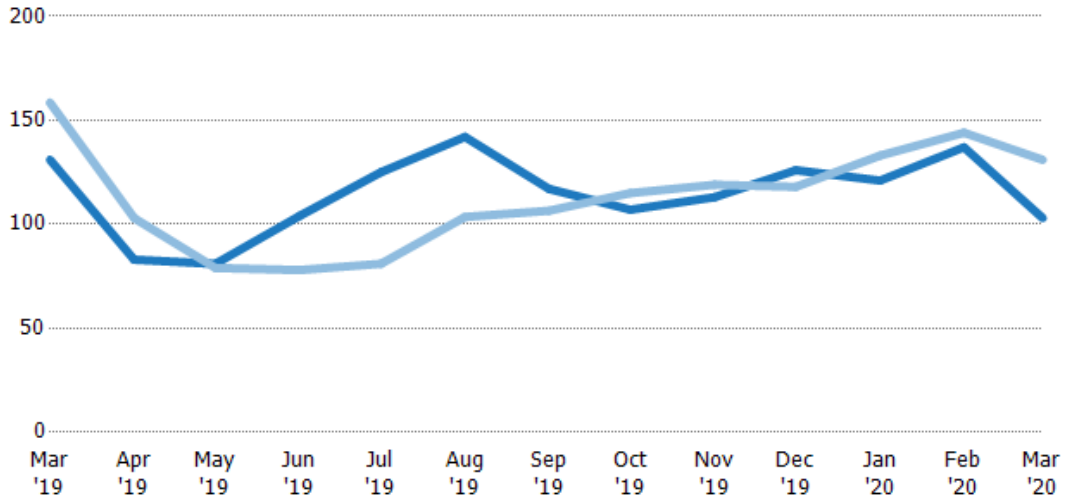
Median Days in RPR

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



	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	131	83	81	104	125	142	117	107	113	126	121	137	103
Prior Year	159	103	79	78	81	104	107	115	119	118	133	144	131
Percent Change from Prior Year	-17%	-19%	3%	33%	54%	37%	10%	-7%	-5%	7%	-9%	-5%	-21%

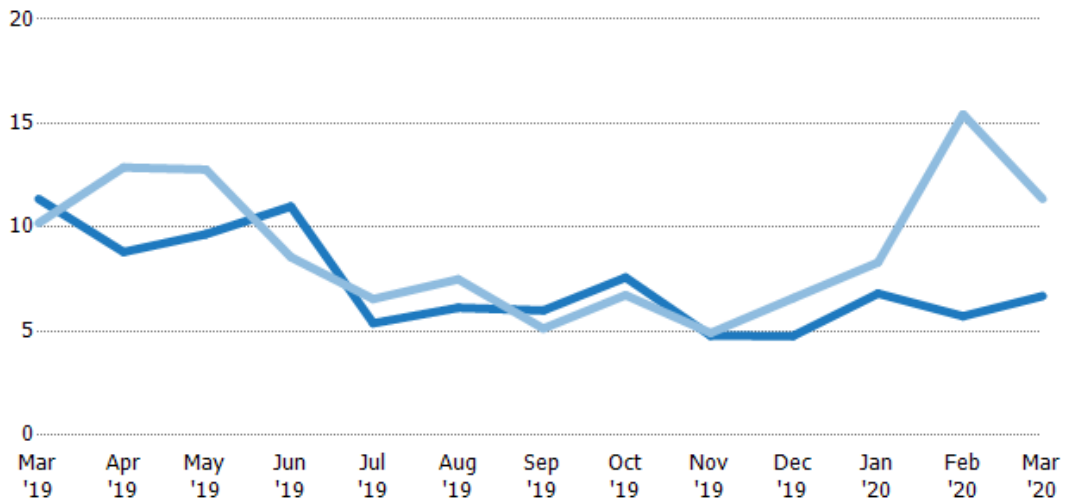
Months of Inventory

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



	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	11.4	8.81	9.67	11	5.38	6.13	6	7.59	4.78	4.77	6.81	5.72	6.69
Prior Year	10.2	12.9	12.8	8.56	6.55	7.5	5.13	6.74	4.92	6.59	8.31	15.4	11.4
Percent Change from Prior Year	11%	-32%	-24%	28%	-18%	-18%	17%	13%	-3%	-28%	-18%	-63%	-41%

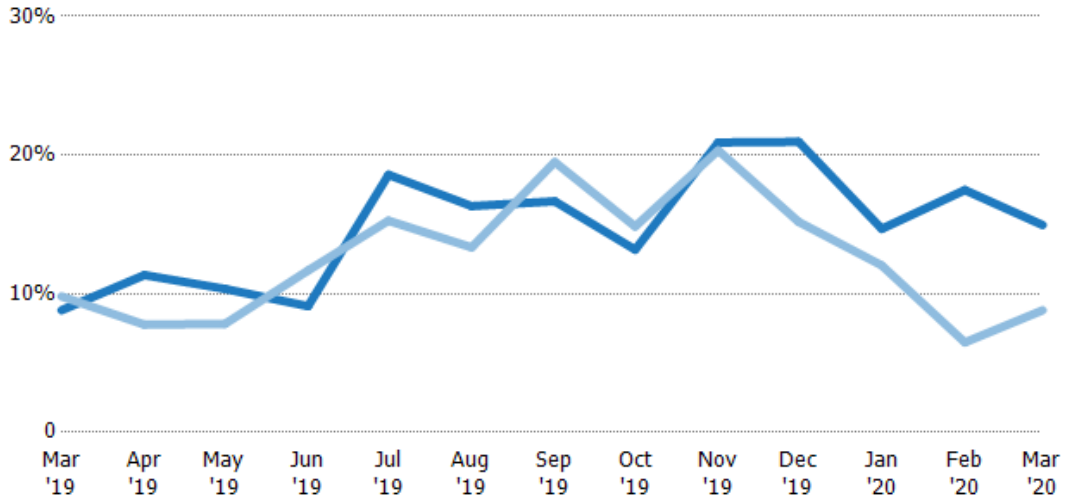
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	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	9%	11%	10%	9%	19%	16%	17%	13%	21%	21%	15%	17%	15%
Prior Year	10%	8%	8%	12%	15%	13%	19%	15%	20%	15%	12%	6%	9%
Change from Prior Year	1%	-4%	-3%	3%	-3%	-3%	3%	2%	-1%	-6%	-3%	-11%	-6%

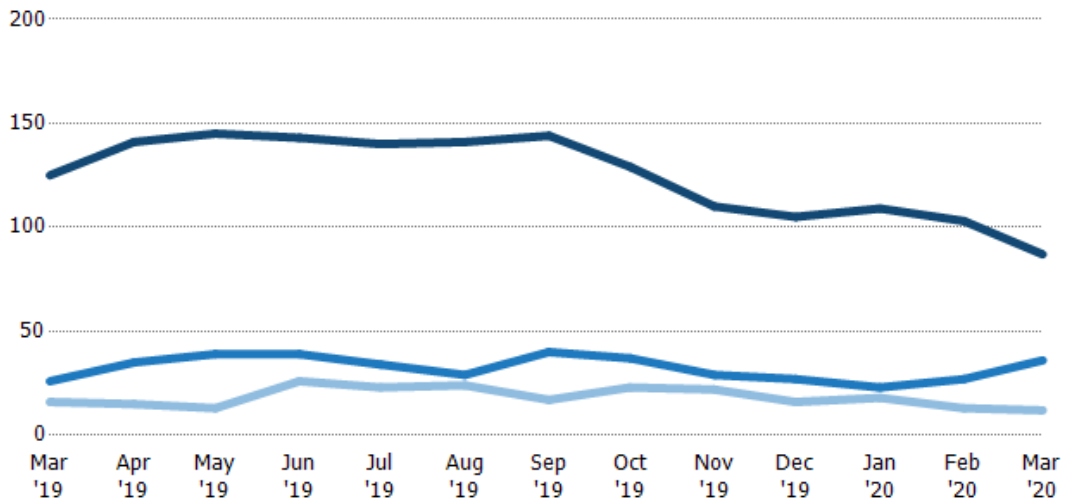
Active/Pending/Sold Units

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



	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	125	141	145	143	140	141	144	129	110	105	109	103	87
Pending	26	35	39	39	34	29	40	37	29	27	23	27	36
Sold	16	15	13	26	23	24	17	23	22	16	18	13	12

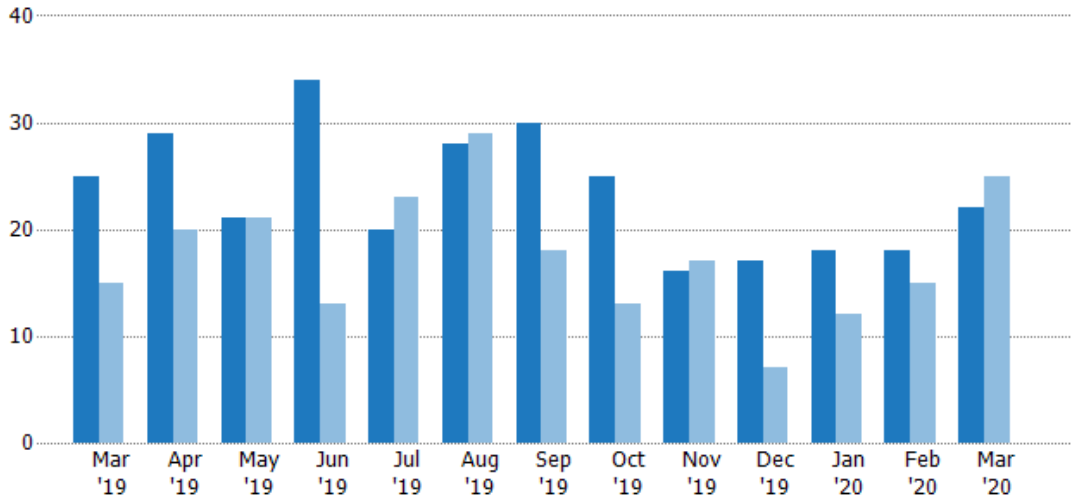
New Pending Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	22	25	-12%
Mar '19	25	15	67%
Mar '18	15	-	-6.7%

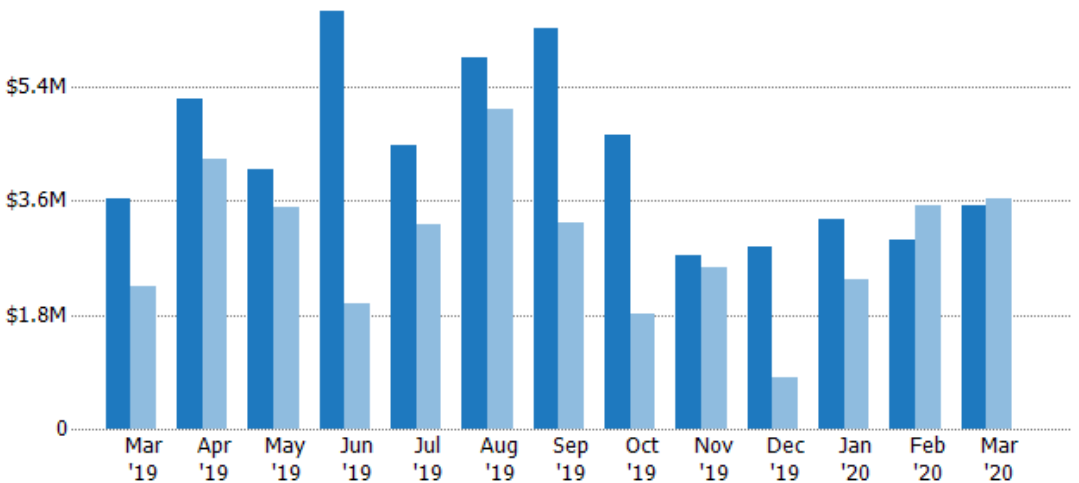
New Pending Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$3.53M	\$3.63M	-2.7%
Mar '19	\$3.63M	\$2.26M	60.7%
Mar '18	\$2.26M	-	-11.9%

Pending Sales

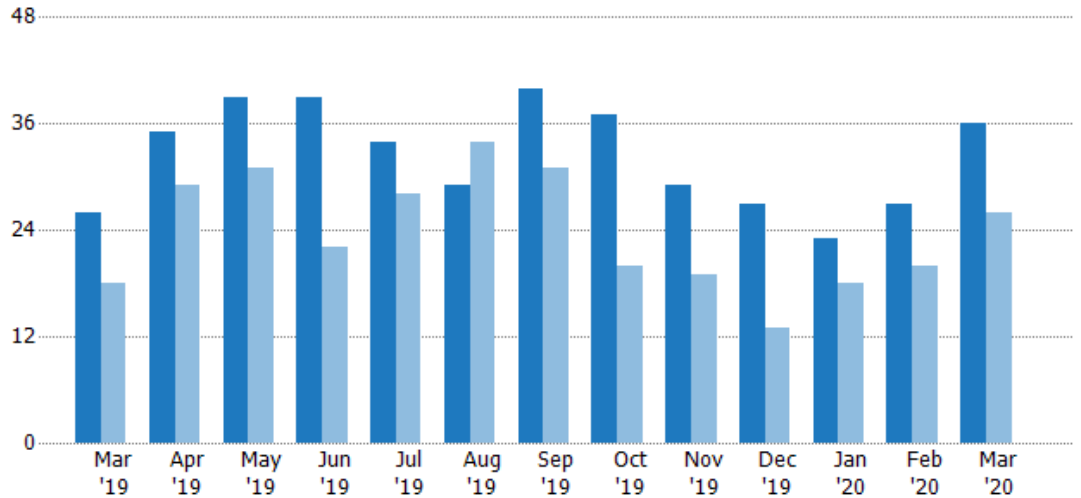
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Mar '20	36	38.5%
Mar '19	26	44.4%
Mar '18	18	11.1%



Current Year	26	35	39	39	34	29	40	37	29	27	23	27	36
Prior Year	18	29	31	22	28	34	31	20	19	13	18	20	26
Percent Change from Prior Year	44%	21%	26%	77%	21%	-15%	29%	85%	53%	108%	28%	35%	38%

Pending Sales Volume

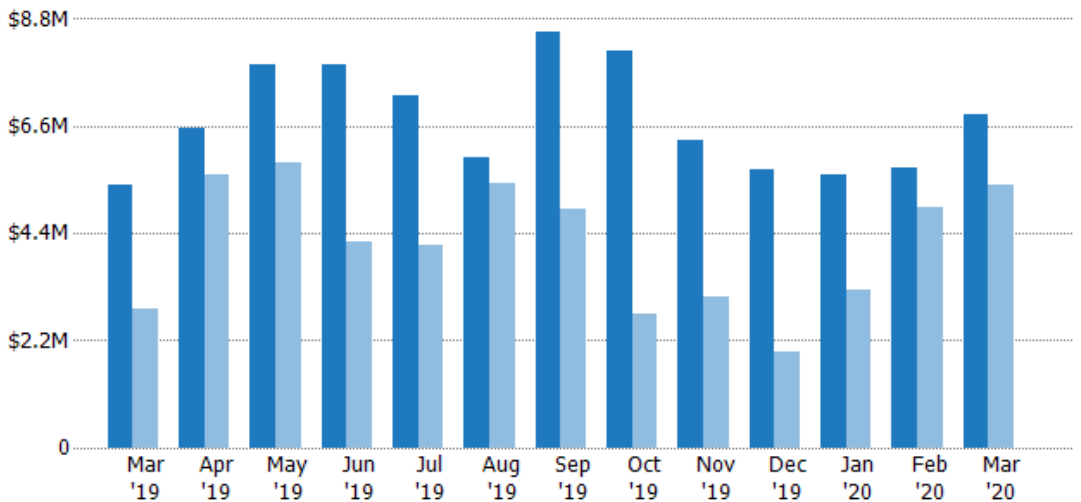
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Mar '20	\$6.85M	27%
Mar '19	\$5.39M	89.5%
Mar '18	\$2.85M	0%



Current Year	\$5.39M	\$6.55M	\$7.87M	\$7.87M	\$7.22M	\$5.97M	\$8.54M	\$8.15M	\$6.31M	\$5.71M	\$5.59M	\$5.74M	\$6.85M
Prior Year	\$2.85M	\$5.6M	\$5.84M	\$4.21M	\$4.15M	\$5.44M	\$4.92M	\$2.74M	\$3.11M	\$1.96M	\$3.22M	\$4.95M	\$5.39M
Percent Change from Prior Year	90%	17%	35%	87%	74%	10%	74%	197%	102%	192%	73%	16%	27%

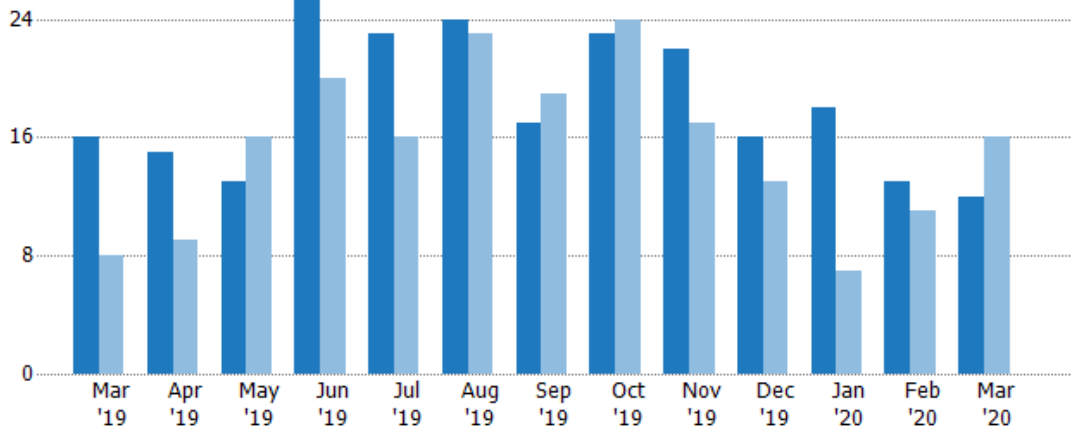
Closed Sales

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	12	16	-25%
Mar '19	16	16	100%
Mar '18	8	8	75%

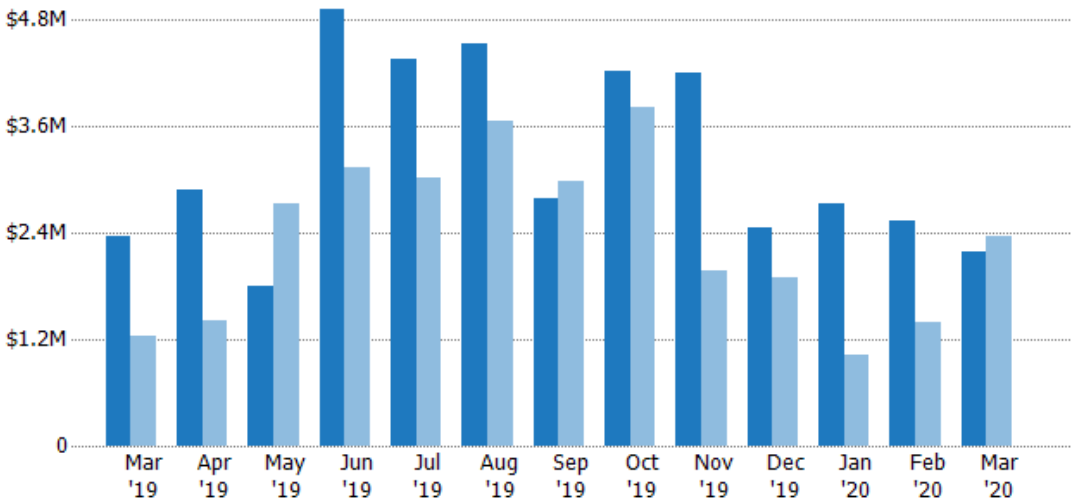
Closed Sales Volume

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$2.19M	\$2.37M	-7.7%
Mar '19	\$2.37M	\$2.37M	90.3%
Mar '18	\$1.25M	\$1.25M	103.5%

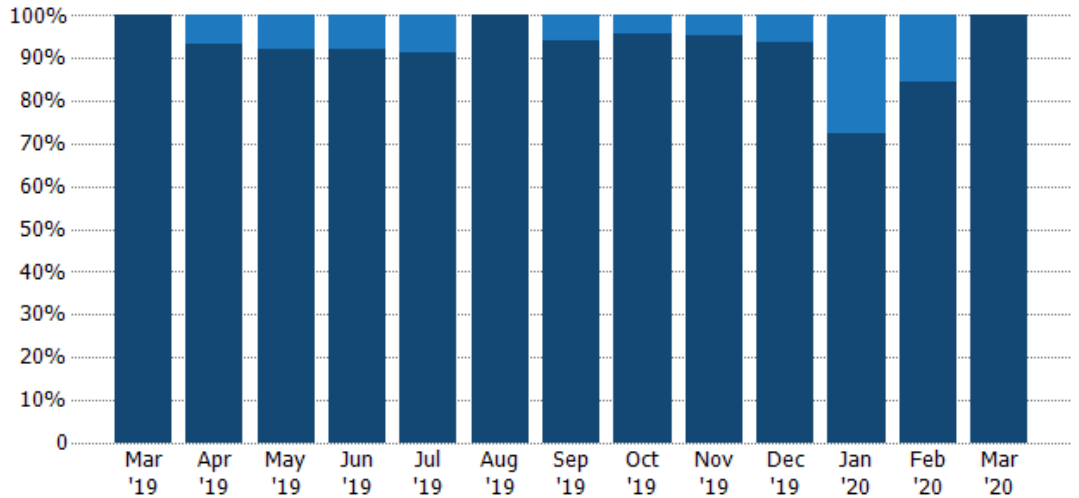
Closed Sales by Property Type

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

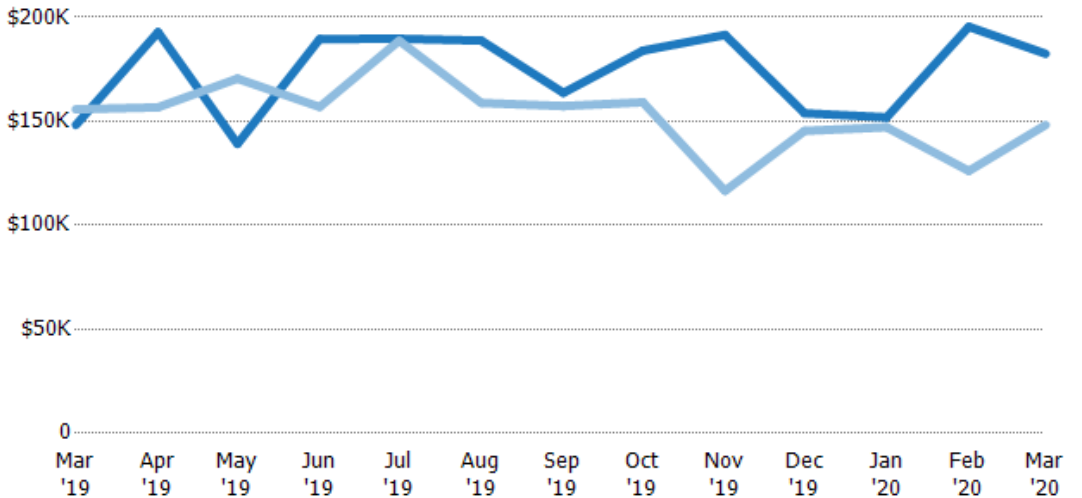
Average Sales Price

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.
Mar '20	\$182K	23.1%
Mar '19	\$148K	-4.8%
Mar '18	\$156K	16.3%

Property Type	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	\$148K	\$193K	\$139K	\$190K	\$190K	\$189K	\$164K	\$184K	\$191K	\$154K	\$152K	\$195K	\$182K
Prior Year	\$156K	\$157K	\$171K	\$157K	\$189K	\$159K	\$157K	\$159K	\$117K	\$145K	\$147K	\$126K	\$148K
Percent Change from Prior Year	-5%	23%	-18%	21%	1%	19%	4%	16%	64%	6%	3%	55%	23%

Median Sales Price

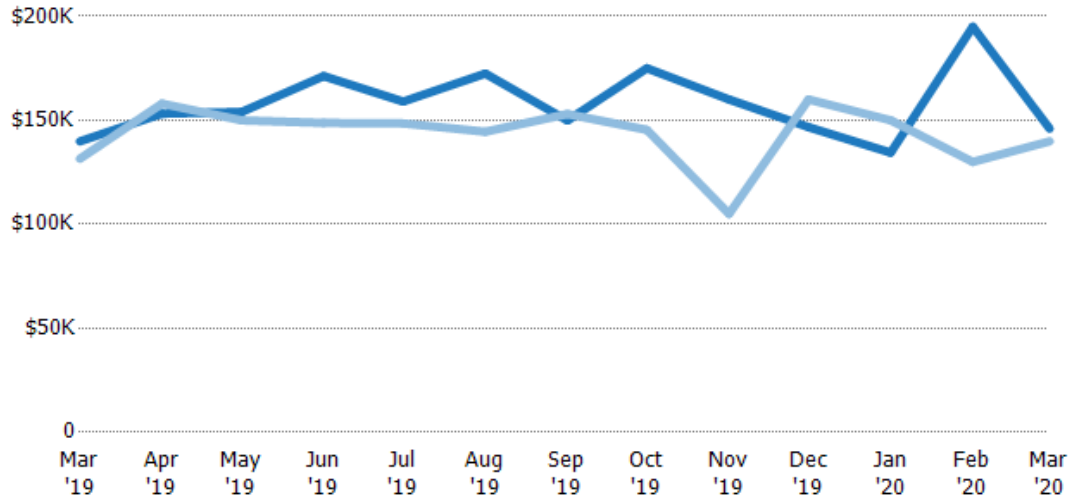
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '20	\$146K	4.3%
Mar '19	\$140K	6.4%
Mar '18	\$132K	13.7%



Current Year	\$140K	\$153K	\$154K	\$171K	\$159K	\$172K	\$150K	\$175K	\$160K	\$147K	\$134K	\$195K	\$146K
Prior Year	\$132K	\$158K	\$150K	\$149K	\$149K	\$145K	\$153K	\$145K	\$105K	\$160K	\$150K	\$130K	\$140K
Percent Change from Prior Year	6%	-3%	3%	15%	7%	19%	-2%	20%	52%	-8%	-10%	50%	4%

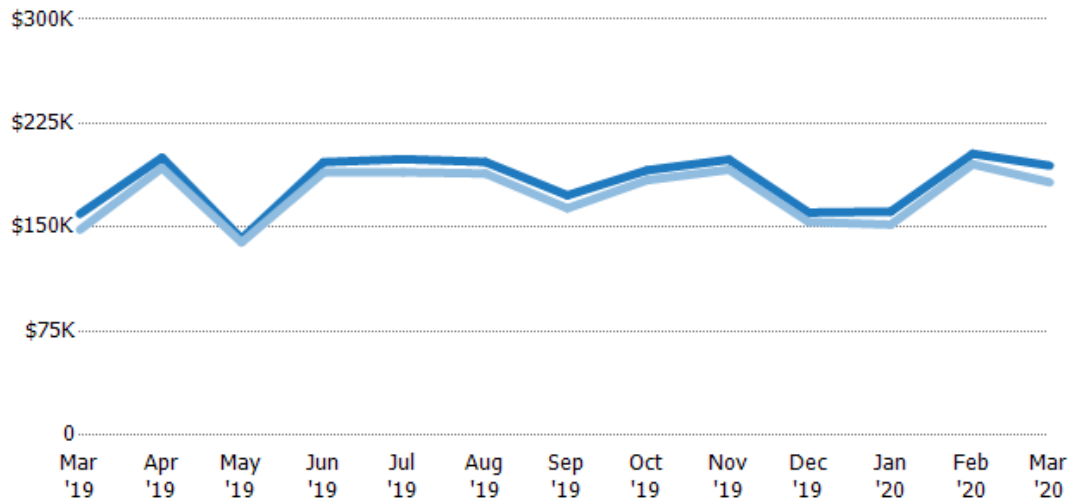
Average Sales Price vs Average Listing Price

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



Avg List Price	\$160K	\$200K	\$142K	\$197K	\$199K	\$197K	\$173K	\$191K	\$199K	\$161K	\$161K	\$203K	\$194K
Avg Sales Price	\$148K	\$193K	\$139K	\$190K	\$190K	\$189K	\$164K	\$184K	\$191K	\$154K	\$152K	\$195K	\$182K
Avg Sales Price as a % of Avg List Price	93%	96%	98%	96%	95%	96%	95%	96%	96%	96%	94%	96%	94%

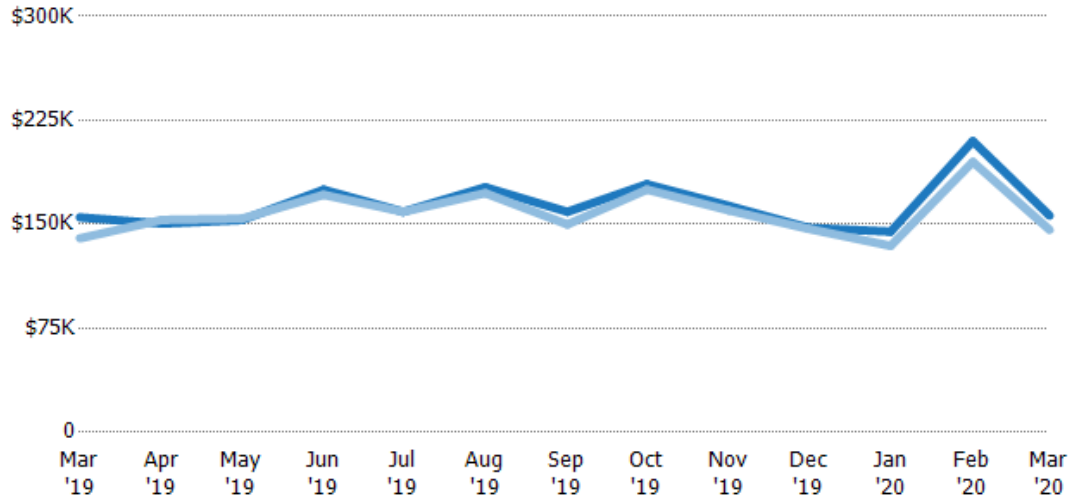
Median Sales Price vs Median Listing Price

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

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$155K	\$151K	\$153K	\$175K	\$159K	\$177K	\$159K	\$179K	\$163K	\$147K	\$145K	\$210K	\$156K
Median Sales Price	\$140K	\$153K	\$154K	\$171K	\$159K	\$172K	\$150K	\$175K	\$160K	\$147K	\$134K	\$195K	\$146K
Med Sales Price as a % of Med List Price	90%	102%	101%	98%	100%	98%	94%	98%	98%	99%	93%	93%	93%

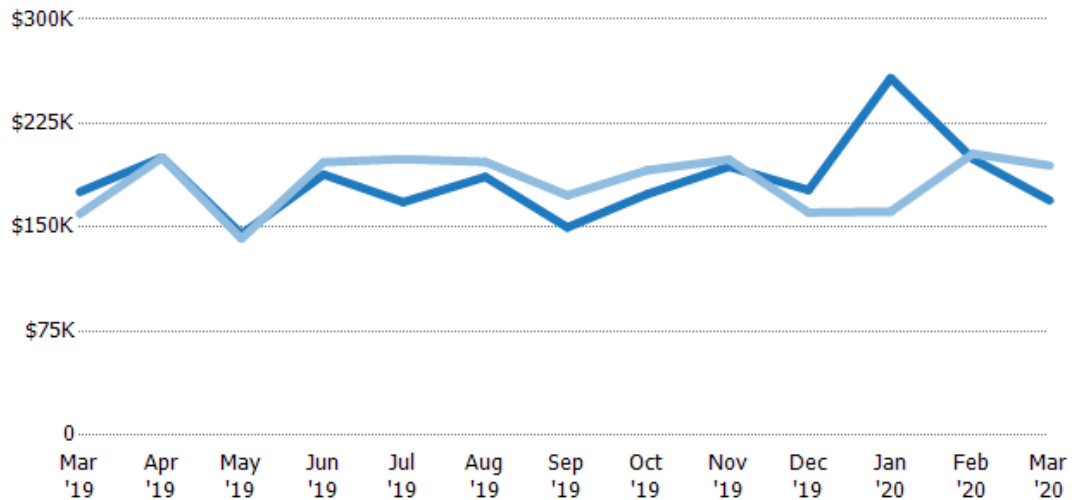
Average Sales Price vs Average Est Value

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



	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	\$176K	\$200K	\$145K	\$188K	\$168K	\$186K	\$150K	\$174K	\$194K	\$177K	\$258K	\$199K	\$169K
Avg Sales Price	\$160K	\$200K	\$142K	\$197K	\$199K	\$197K	\$173K	\$191K	\$199K	\$161K	\$161K	\$203K	\$194K
Avg Sales Price as a % of Avg Est Value	91%	100%	98%	105%	118%	106%	115%	110%	103%	91%	63%	102%	115%

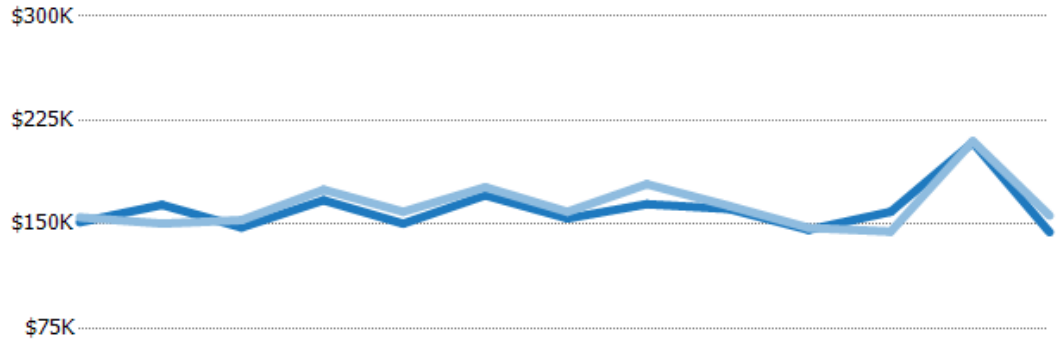
Median Sales Price vs Median Est Value

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



	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	\$151K	\$164K	\$148K	\$167K	\$150K	\$171K	\$154K	\$165K	\$161K	\$146K	\$159K	\$209K	\$144K
Median Sales Price	\$155K	\$151K	\$153K	\$175K	\$159K	\$177K	\$159K	\$179K	\$163K	\$147K	\$145K	\$210K	\$156K
Med Sales Price as a % of Med Est Value	102%	92%	104%	105%	106%	103%	103%	109%	101%	101%	91%	100%	108%