

## 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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	27	111	-75.7%	222	350	-36.6%
New Listing Volume	\$8,387,300	\$25,502,000	-67.1%	\$55,109,804	\$77,961,989	-29.3%
Active Listing Count	320	513	-37.6%	N/A	N/A	
Active Listing Volume	\$114,623,002	\$146,570,211	-21.8%	N/A	N/A	
Average Listing Price	\$358,197	\$285,712	+25.4%	\$347,038	\$298,120	+16.4%
Median Listing Price	\$224,900	\$215,000	+4.6%	\$225,942	\$206,044	+9.7%
Median Days in RPR	189	165	+14.5%	173.01	173.65	-0.4%
Months of Inventory	8	10.3	-22%	7.3	13.2	-44.3%
Absorption Rate	12.5%	9.75%	+2.8%	13.61%	7.59%	+6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	41	86	-52.3%	220	270	-18.5%
New Pending Sales Volume	\$9,288,800	\$19,688,697	-52.8%	\$43,157,192	\$54,223,686	-20.4%
Pending Sales Count	97	106	-8.5%	N/A	N/A	
Pending Sales Volume	\$21,740,793	\$24,949,798	-12.9%	N/A	N/A	
Closed Sales Count	39	71	-45.1%	169	200	-15.5%
Closed Sales Volume	\$6,908,400	\$12,974,690	-46.8%	\$30,037,330	\$33,643,065	-10.7%
Average Sales Price	\$177,138	\$182,742	-3.1%	\$177,736	\$168,215	+5.7%
Median Sales Price	\$155,000	\$156,650	-1.1%	\$158,504	\$145,526	+8.9%

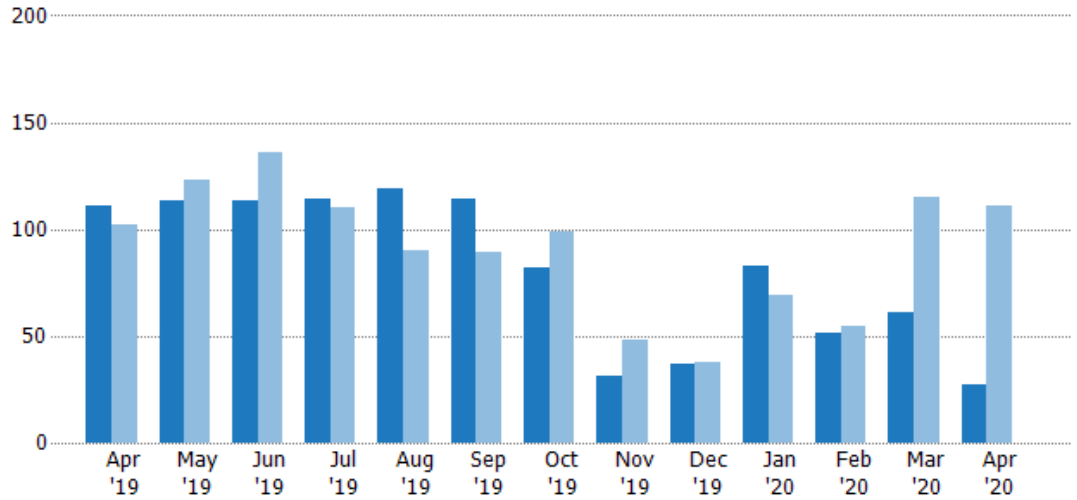
## New Listings

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.
Apr '20	27	-75.7%
Apr '19	111	8.8%
Apr '18	102	2.9%



Current Year	111	113	113	114	119	114	82	31	37	83	51	61	27
Prior Year	102	123	136	110	90	89	99	48	38	69	55	115	111
Percent Change from Prior Year	9%	-8%	-17%	4%	32%	28%	-17%	-35%	-3%	20%	-7%	-47%	-76%

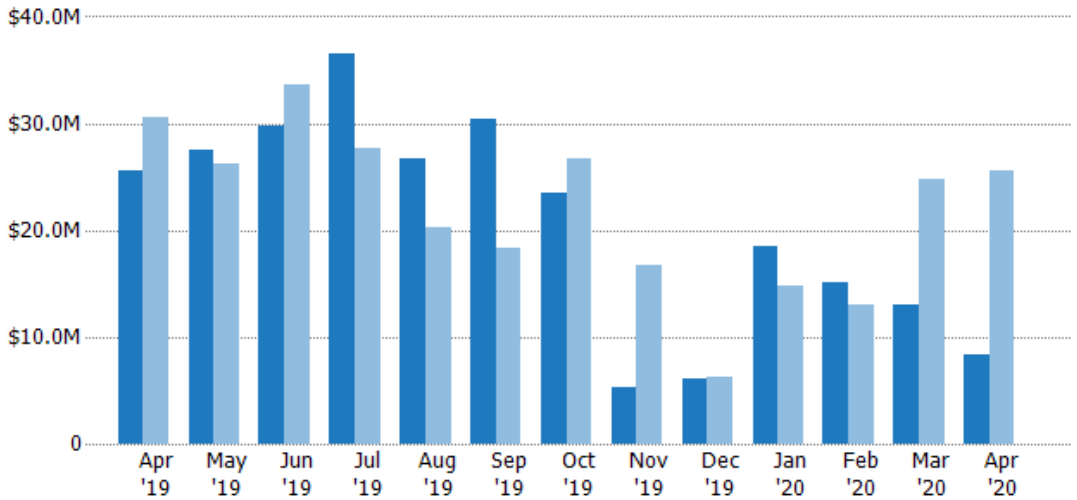
## New Listing Volume

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.
Apr '20	\$8.39M	-67.1%
Apr '19	\$25.5M	-16.4%
Apr '18	\$30.5M	-19.1%



Current Year	\$25.5M	\$27.6M	\$29.7M	\$36.5M	\$26.7M	\$30.4M	\$23.4M	\$5.36M	\$6.06M	\$18.5M	\$15.2M	\$13M	\$8.39M
Prior Year	\$30.5M	\$26.2M	\$33.6M	\$27.6M	\$20.3M	\$18.3M	\$26.7M	\$16.6M	\$6.31M	\$14.7M	\$13M	\$24.7M	\$25.5M
Percent Change from Prior Year	-16%	5%	-11%	32%	32%	67%	-12%	-68%	-4%	26%	17%	-47%	-67%

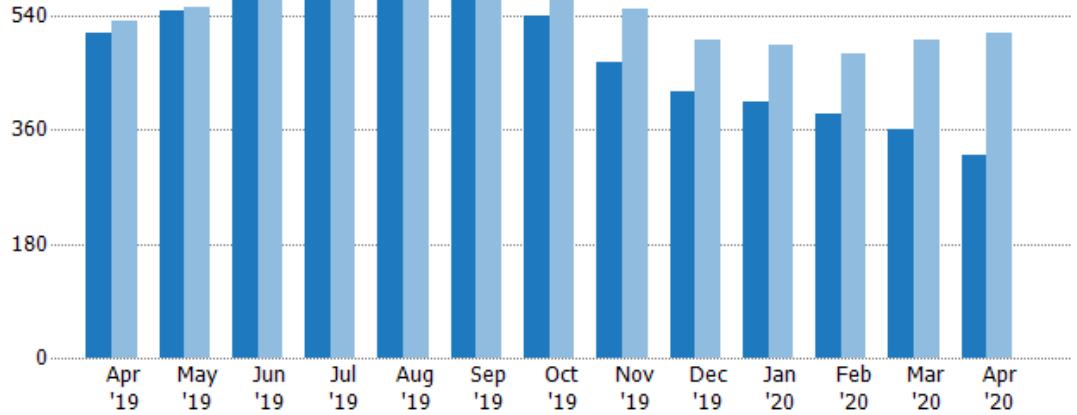
## Active Listings

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

Month/ Year	Count	% Chg.
Apr '20	320	-37.6%
Apr '19	513	-3.8%
Apr '18	533	4.3%



Current Year	513	549	575	572	580	585	540	467	421	404	384	361	320
Prior Year	533	553	600	618	601	590	587	550	501	494	480	503	513
Percent Change from Prior Year	-4%	-1%	-4%	-7%	-3%	-1%	-8%	-15%	-16%	-18%	-20%	-28%	-38%

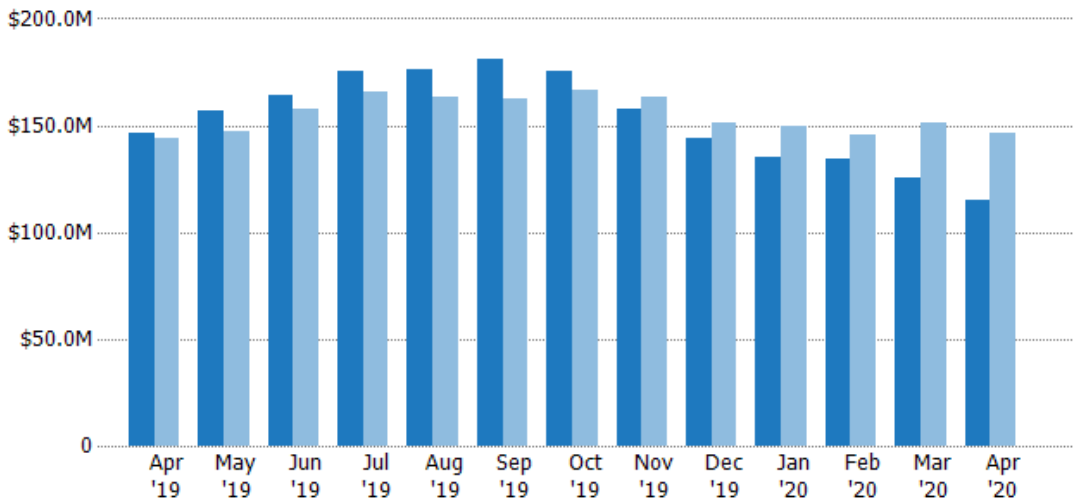
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Apr '20	\$115M	-21.8%
Apr '19	\$147M	2%
Apr '18	\$144M	0.4%



Current Year	\$147M	\$157M	\$164M	\$175M	\$176M	\$181M	\$175M	\$158M	\$144M	\$135M	\$135M	\$125M	\$115M
Prior Year	\$144M	\$147M	\$157M	\$166M	\$163M	\$163M	\$166M	\$163M	\$151M	\$150M	\$146M	\$151M	\$147M
Percent Change from Prior Year	2%	7%	4%	5%	8%	11%	5%	-3%	-5%	-10%	-8%	-17%	-22%

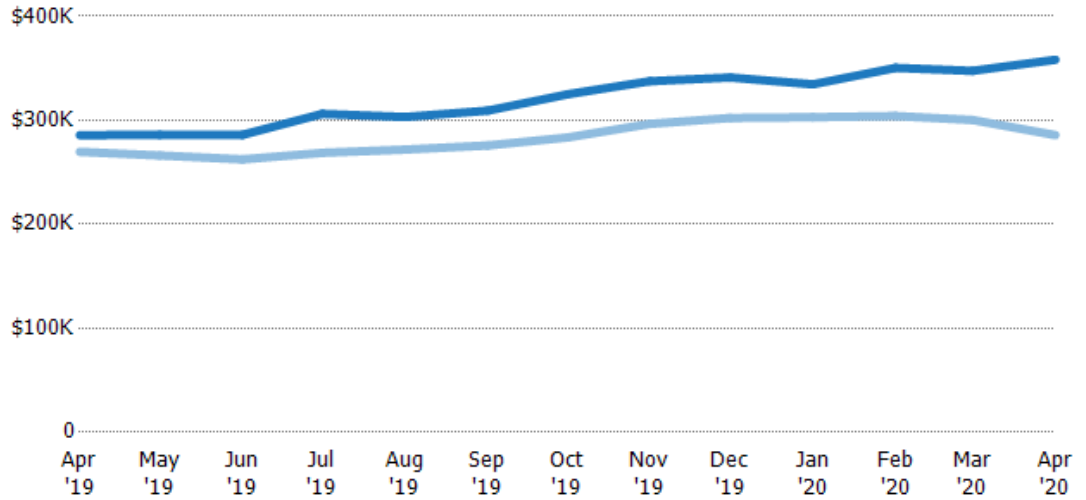
## Average Listing Price

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.
Apr '20	\$358K	25.4%
Apr '19	\$286K	5.9%
Apr '18	\$270K	-3.7%



Current Year	\$286K	\$286K	\$286K	\$306K	\$303K	\$309K	\$325K	\$338K	\$341K	\$335K	\$350K	\$348K	\$358K
Prior Year	\$270K	\$266K	\$262K	\$269K	\$272K	\$276K	\$283K	\$297K	\$302K	\$303K	\$304K	\$300K	\$286K
Percent Change from Prior Year	6%	7%	9%	14%	12%	12%	15%	14%	13%	10%	15%	16%	25%

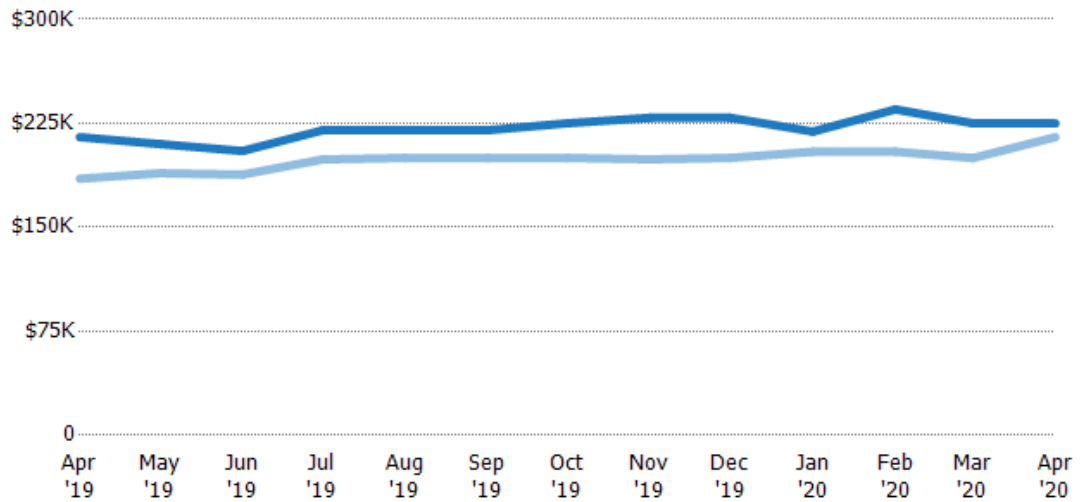
## Median Listing Price

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.
Apr '20	\$225K	4.6%
Apr '19	\$215K	16.2%
Apr '18	\$185K	-3.2%



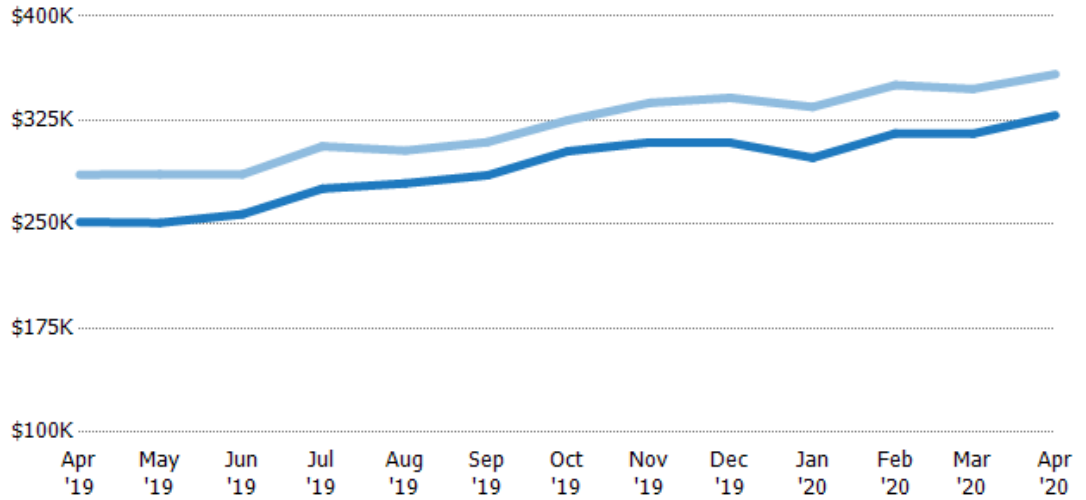
Current Year	\$215K	\$210K	\$205K	\$220K	\$220K	\$220K	\$225K	\$229K	\$229K	\$219K	\$235K	\$225K	\$225K
Prior Year	\$185K	\$189K	\$188K	\$199K	\$200K	\$200K	\$200K	\$199K	\$200K	\$205K	\$205K	\$200K	\$215K
Percent Change from Prior Year	16%	11%	9%	11%	10%	10%	13%	15%	15%	7%	15%	13%	5%

## 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

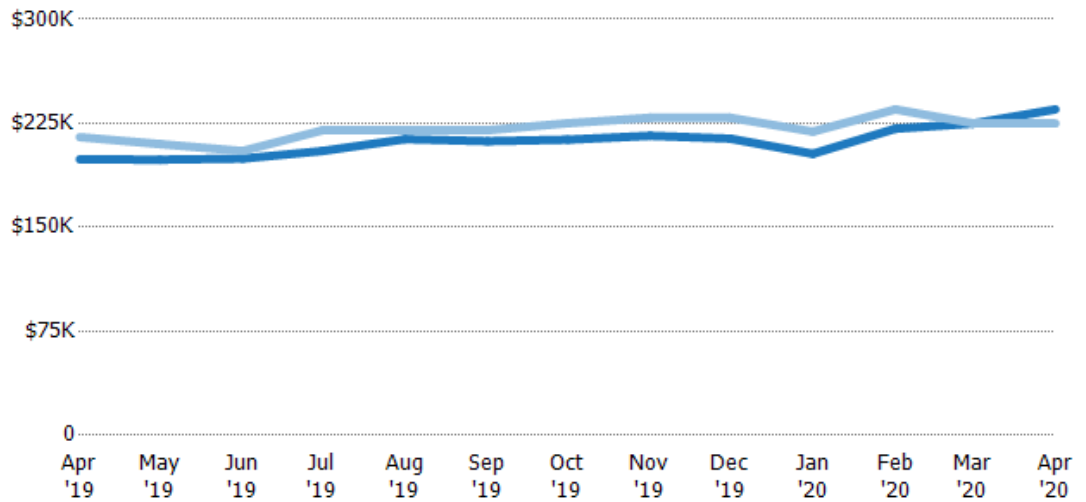


## Median Listing Price vs Median Est Value

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

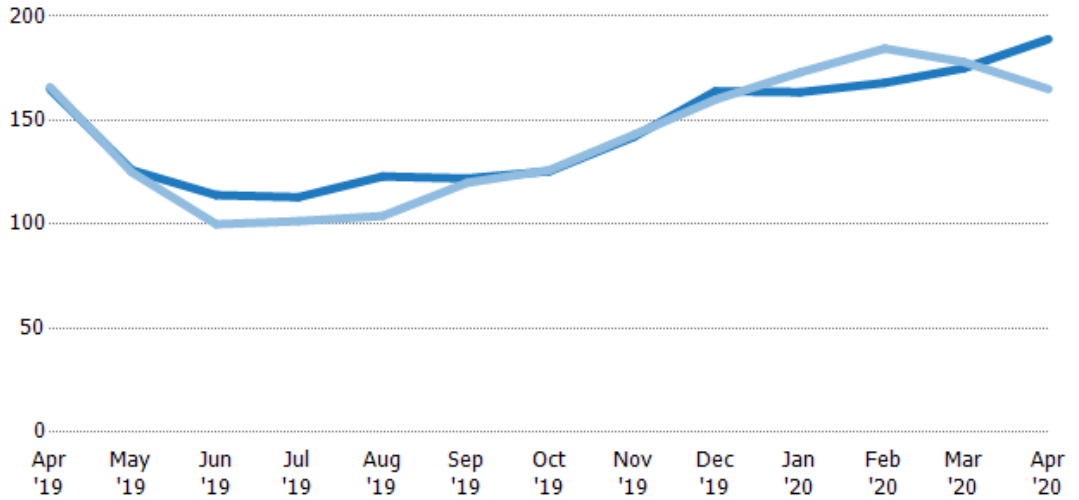


## Median Days in RPR

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.
Apr '20	189	14.5%
Apr '19	165	-0.6%
Apr '18	166	11.1%

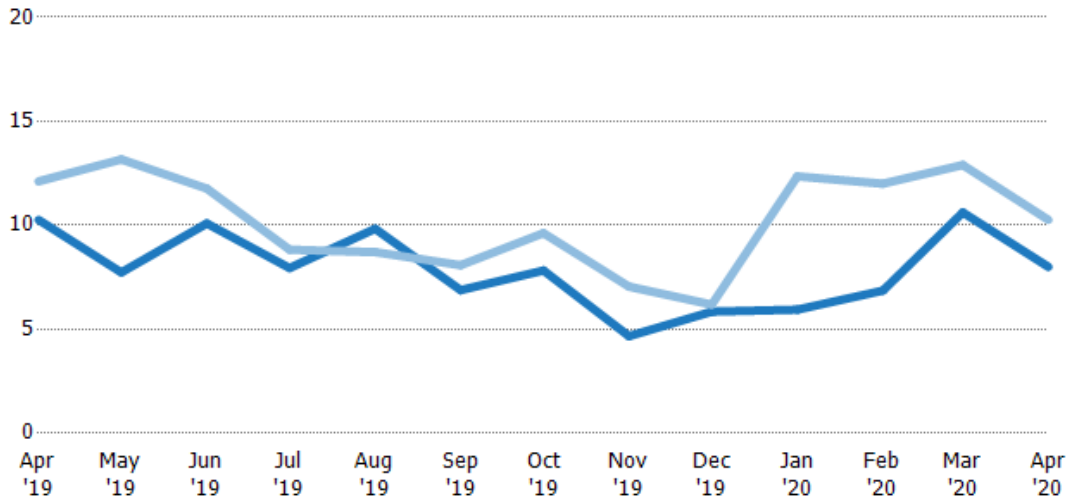
Current Year	165	126	114	113	123	122	126	142	164	164	168	175	189
Prior Year	166	125	100	102	104	120	126	143	160	173	185	178	165
Percent Change from Prior Year	-1%	1%	14%	11%	18%	2%	0%	-1%	3%	-5%	-9%	-2%	15%

## 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.
Apr '20	8	-22%
Apr '19	10.3	-15.3%
Apr '18	12.1	-4.4%

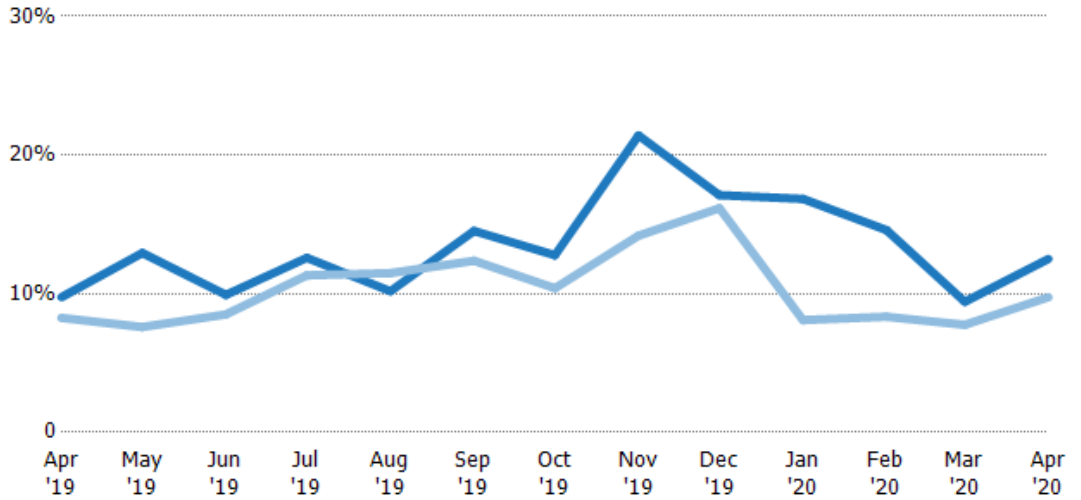
Current Year	10.3	7.73	10.1	7.94	9.83	6.88	7.83	4.67	5.85	5.94	6.86	10.6	8
Prior Year	12.1	13.2	11.8	8.83	8.71	8.08	9.62	7.05	6.19	12.4	12	12.9	10.3
Percent Change from Prior Year	-15%	-41%	-14%	-10%	13%	-15%	-19%	-34%	-5%	-52%	-43%	-18%	-22%

## 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



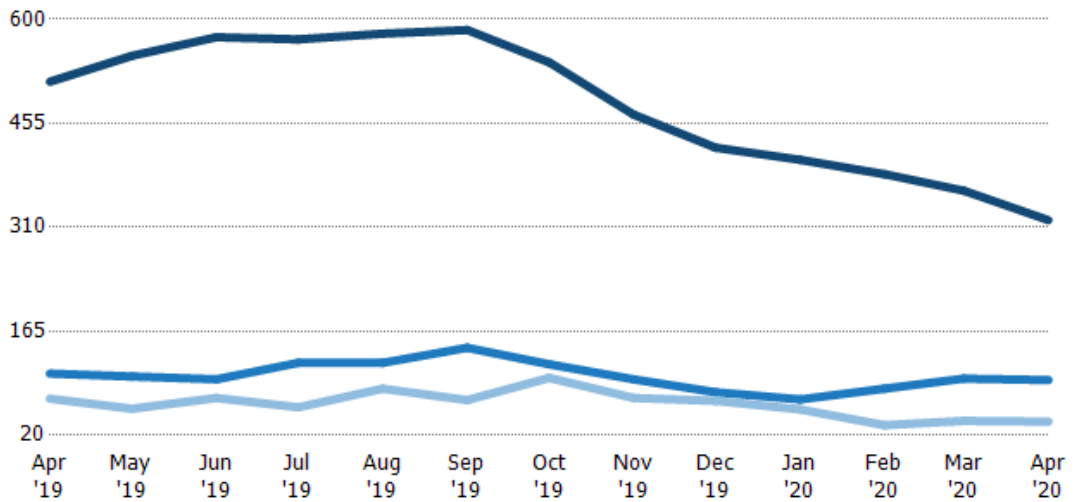
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	10%	13%	10%	13%	10%	15%	13%	21%	17%	17%	15%	9%	13%
Prior Year	8%	8%	9%	11%	11%	12%	10%	14%	16%	8%	8%	8%	10%
Change from Prior Year	-1%	-5%	-1%	-1%	1%	-2%	-2%	-7%	-1%	-9%	-6%	-2%	-3%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	513	549	575	572	580	585	540	467	421	404	384	361	320
Pending	106	102	98	121	121	142	119	98	80	70	85	99	97
Sold	71	57	72	59	85	69	100	72	68	56	34	40	39

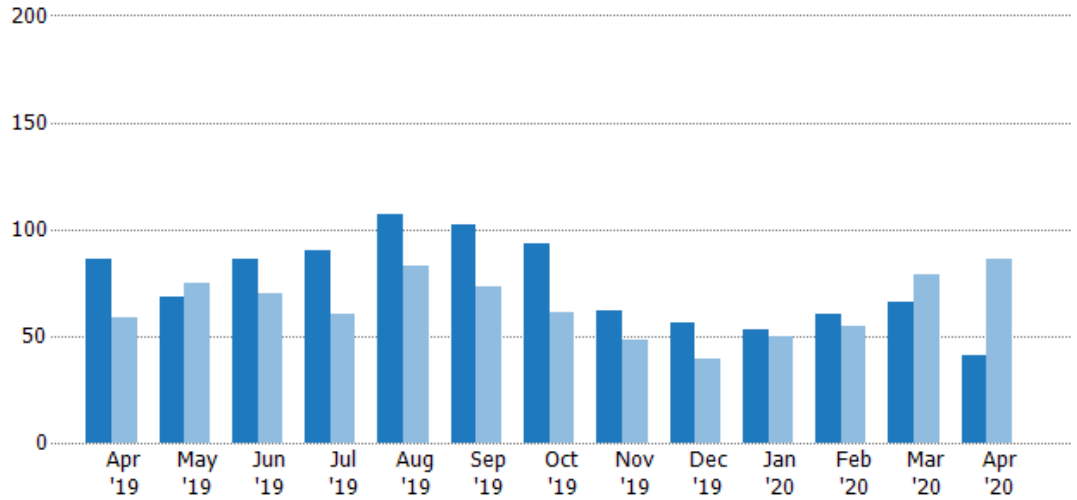
## New Pending Sales

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.
Apr '20	41	-52.3%
Apr '19	86	45.8%
Apr '18	59	0%



Current Year	86	68	86	90	107	102	93	62	56	53	60	66	41
Prior Year	59	75	70	60	83	73	61	48	39	50	55	79	86
Percent Change from Prior Year	46%	-9%	23%	50%	29%	40%	52%	29%	44%	6%	9%	-16%	-52%

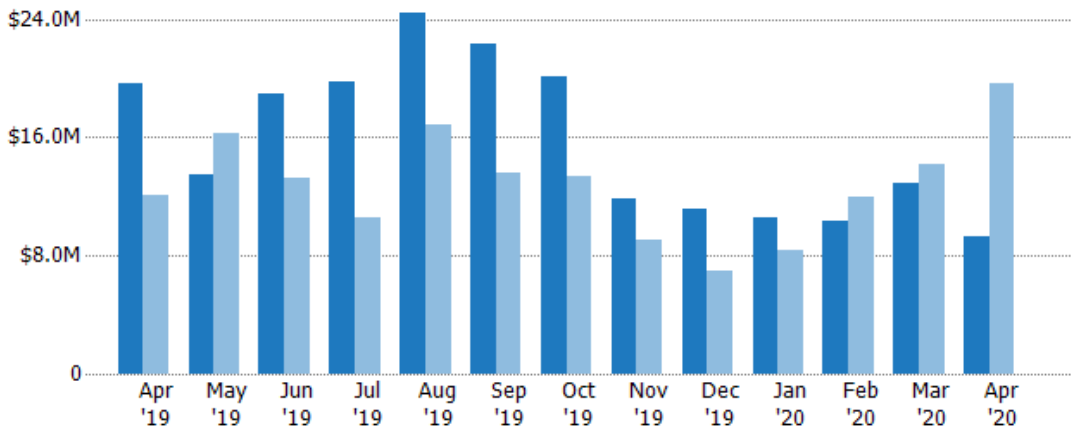
## New Pending Sales Volume

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.
Apr '20	\$9.29M	-52.8%
Apr '19	\$19.7M	62.5%
Apr '18	\$12.1M	-0.8%



Current Year	\$19.7M	\$13.5M	\$18.9M	\$19.8M	\$24.4M	\$22.4M	\$20.1M	\$11.8M	\$11.1M	\$10.6M	\$10.4M	\$12.9M	\$9.29M
Prior Year	\$12.1M	\$16.2M	\$13.2M	\$10.6M	\$16.9M	\$13.5M	\$13.4M	\$9.02M	\$6.94M	\$8.41M	\$12M	\$14.1M	\$19.7M
Percent Change from Prior Year	62%	-17%	43%	87%	45%	65%	50%	31%	60%	26%	-14%	-9%	-53%



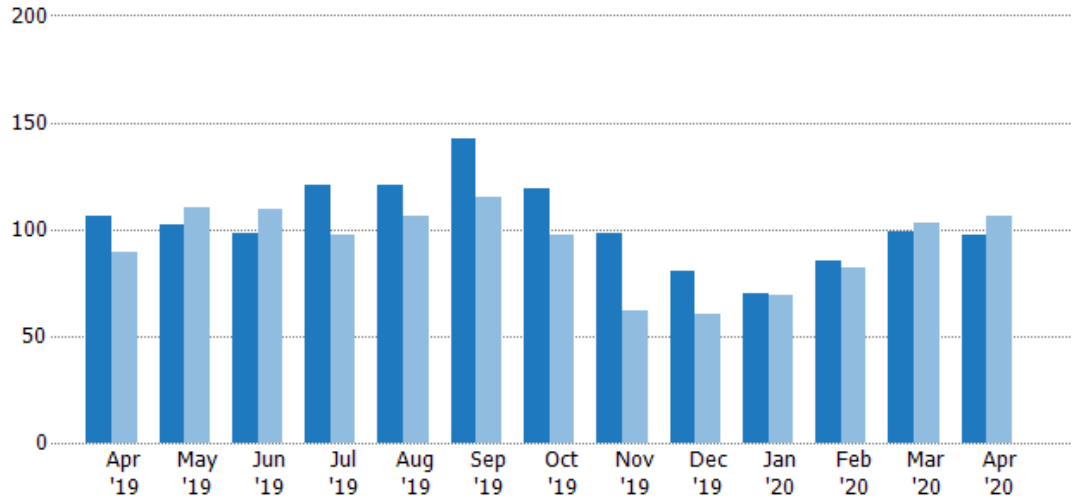
## Pending Sales

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.
Apr '20	97	-8.5%
Apr '19	106	19.1%
Apr '18	89	13.5%



Current Year	106	102	98	121	121	142	119	98	80	70	85	99	97
Prior Year	89	110	109	97	106	115	97	62	60	69	82	103	106
Percent Change from Prior Year	19%	-7%	-10%	25%	14%	23%	23%	58%	33%	1%	4%	-4%	-8%

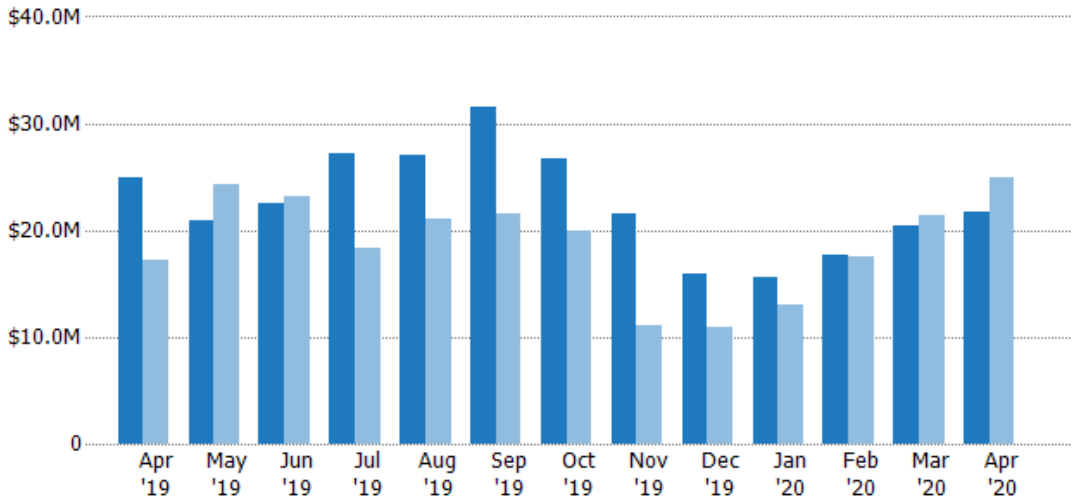
## Pending Sales Volume

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.
Apr '20	\$21.7M	-12.9%
Apr '19	\$24.9M	44.9%
Apr '18	\$17.2M	19.3%



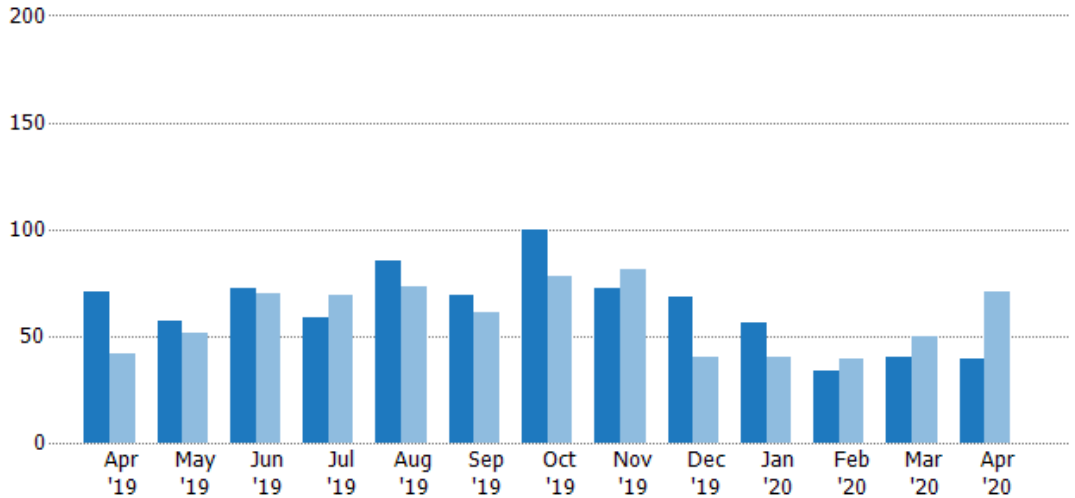
Current Year	\$24.9M	\$20.9M	\$22.4M	\$27.3M	\$27M	\$31.6M	\$26.7M	\$21.6M	\$16M	\$15.7M	\$17.7M	\$20.4M	\$21.7M
Prior Year	\$17.2M	\$24.3M	\$23.1M	\$18.3M	\$21.1M	\$21.6M	\$19.9M	\$11M	\$11M	\$13M	\$17.5M	\$21.5M	\$24.9M
Percent Change from Prior Year	45%	-14%	-3%	49%	28%	46%	34%	95%	46%	20%	1%	-5%	-13%

## 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



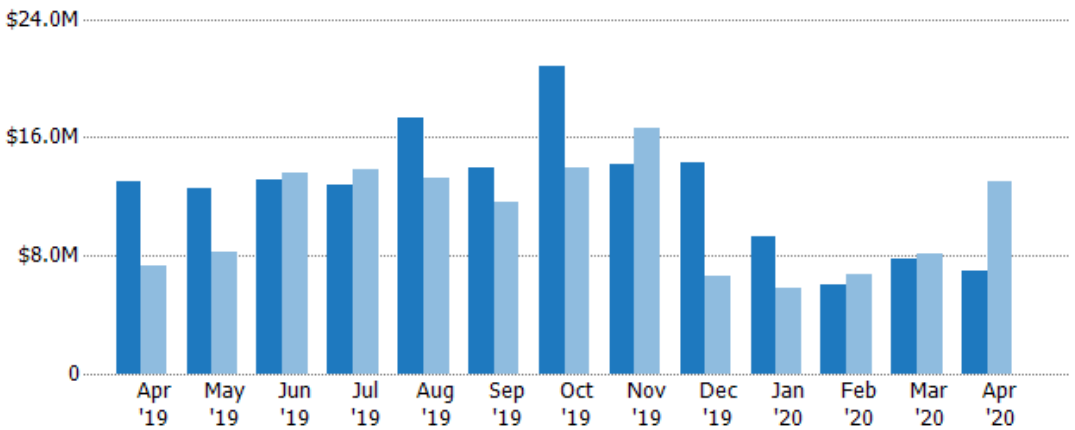
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	39	71	-45.1%
Apr '19	71	71	69%
Apr '18	42	42	-2.4%

## 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



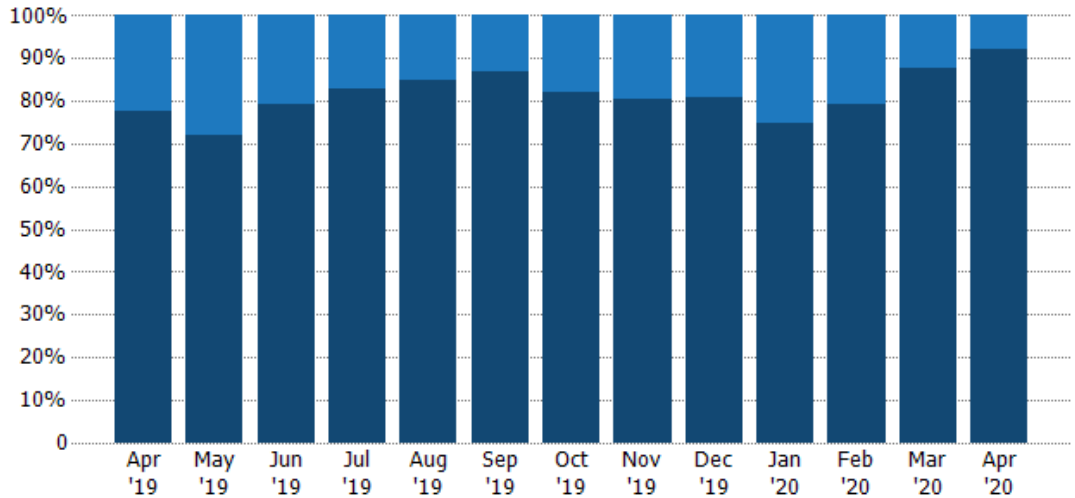
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$6.91M	\$13M	-46.8%
Apr '19	\$13M	\$13M	78.4%
Apr '18	\$7.27M	\$7.27M	-25.7%

## 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



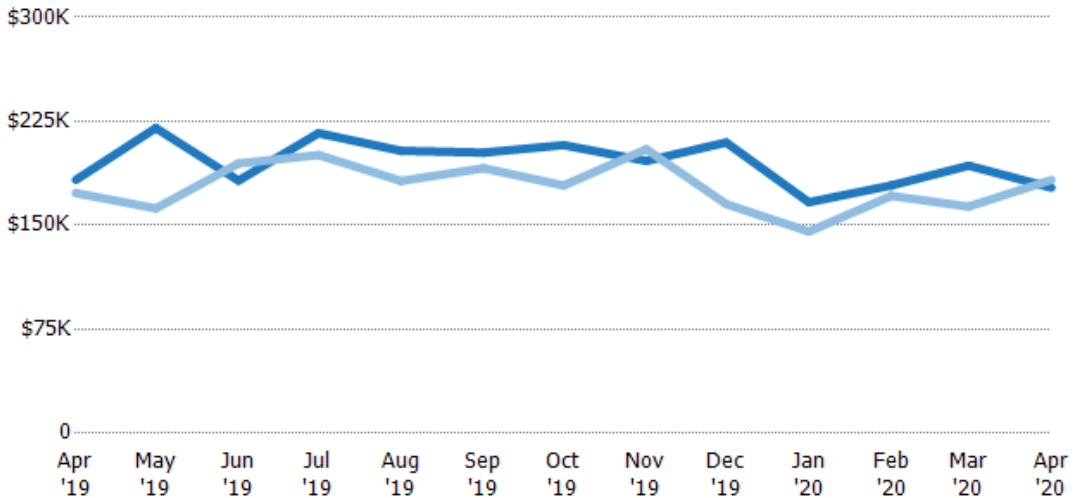
Condo/Townhouse	23%	28%	21%	17%	15%	13%	18%	19%	19%	25%	21%	13%	8%
Single Family Residence	77%	72%	79%	83%	85%	87%	82%	81%	81%	75%	79%	88%	92%

## 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	\$183K	\$220K	\$182K	\$216K	\$204K	\$202K	\$208K	\$196K	\$210K	\$167K	\$179K	\$193K	\$177K
Prior Year	\$173K	\$162K	\$195K	\$201K	\$182K	\$191K	\$179K	\$205K	\$165K	\$145K	\$171K	\$163K	\$183K
Percent Change from Prior Year	6%	36%	-6%	8%	12%	6%	16%	-4%	27%	15%	4%	18%	-3%

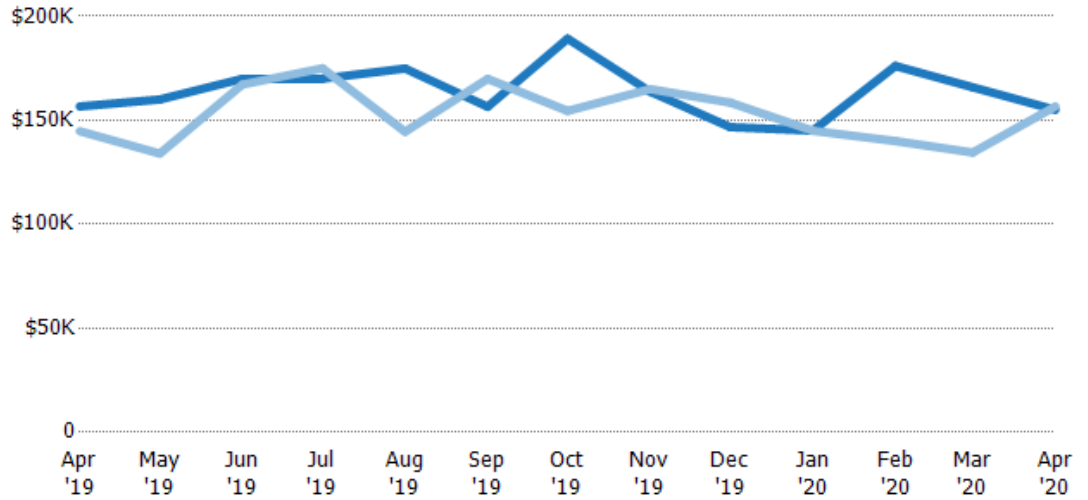
## Median Sales Price

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.
Apr '20	\$155K	-1.1%
Apr '19	\$157K	8.2%
Apr '18	\$145K	-10.2%



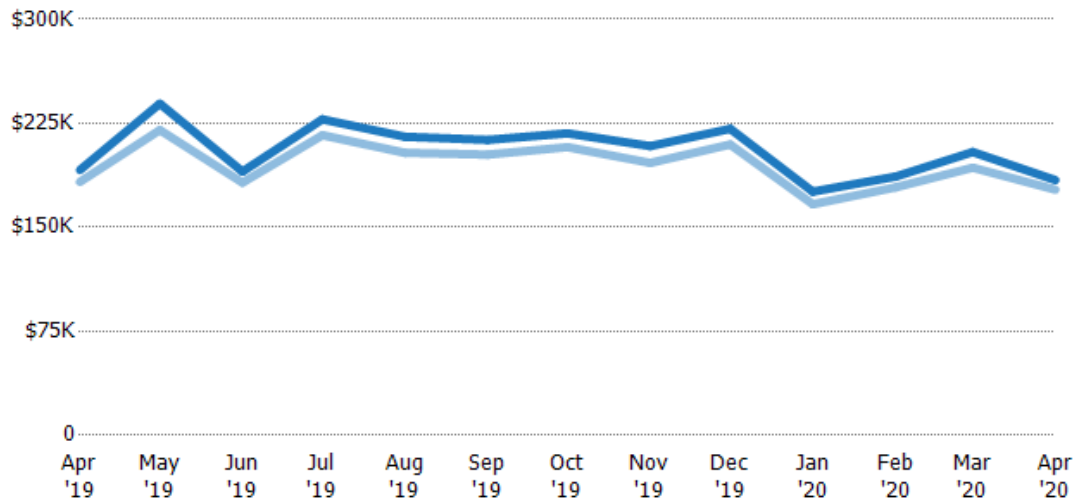
Current Year	\$157K	\$160K	\$170K	\$170K	\$175K	\$157K	\$189K	\$164K	\$147K	\$145K	\$176K	\$166K	\$155K
Prior Year	\$145K	\$134K	\$167K	\$175K	\$145K	\$170K	\$155K	\$165K	\$159K	\$145K	\$140K	\$135K	\$157K
Percent Change from Prior Year	8%	19%	2%	-3%	21%	-8%	22%	-1%	-7%	0%	26%	23%	-1%

## 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



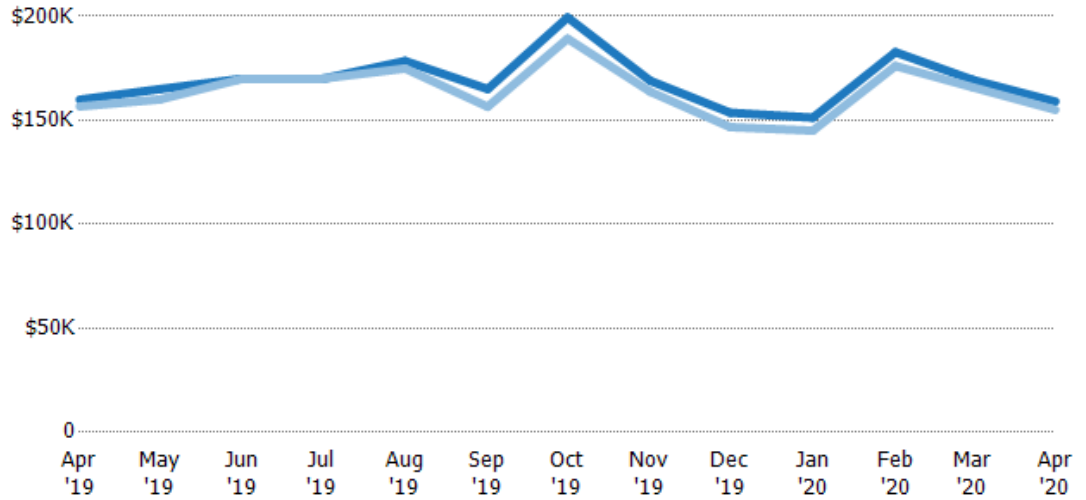
Avg List Price	\$191K	\$239K	\$190K	\$228K	\$215K	\$213K	\$218K	\$209K	\$221K	\$176K	\$187K	\$204K	\$184K
Avg Sales Price	\$183K	\$220K	\$182K	\$216K	\$204K	\$202K	\$208K	\$196K	\$210K	\$167K	\$179K	\$193K	\$177K
Avg Sales Price as a % of Avg List Price	96%	92%	96%	95%	95%	95%	95%	94%	95%	95%	96%	94%	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

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



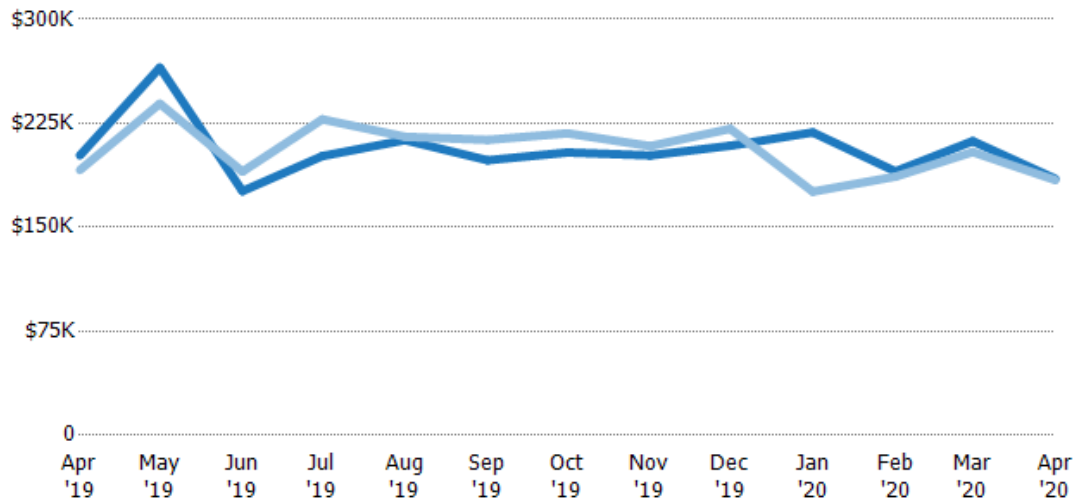
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$160K	\$165K	\$170K	\$170K	\$179K	\$165K	\$199K	\$169K	\$154K	\$151K	\$183K	\$169K	\$159K
Median Sales Price	\$157K	\$160K	\$170K	\$170K	\$175K	\$157K	\$189K	\$164K	\$147K	\$145K	\$176K	\$166K	\$155K
Med Sales Price as a % of Med List Price	98%	97%	100%	100%	98%	95%	95%	97%	95%	96%	96%	98%	97%

## 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



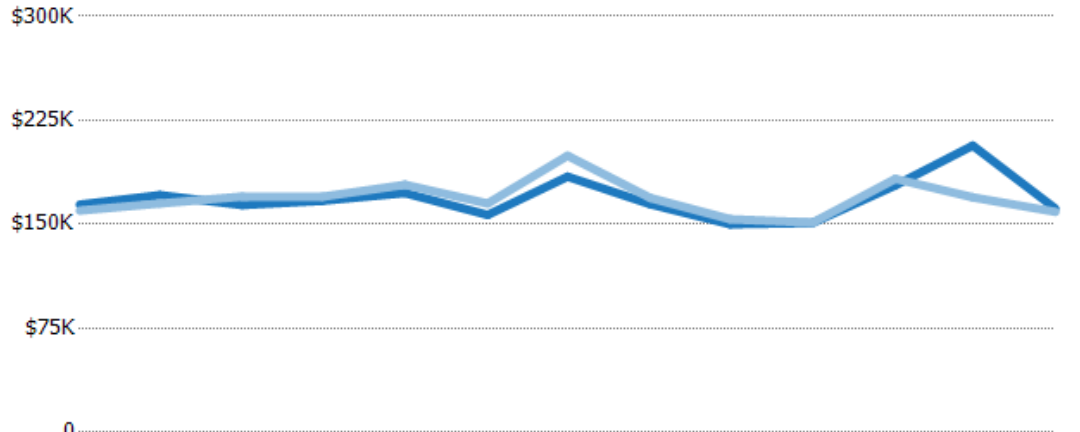
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$202K	\$265K	\$176K	\$201K	\$213K	\$198K	\$204K	\$202K	\$209K	\$218K	\$190K	\$212K	\$185K
Avg Sales Price	\$191K	\$239K	\$190K	\$228K	\$215K	\$213K	\$218K	\$209K	\$221K	\$176K	\$187K	\$204K	\$184K
Avg Sales Price as a % of Avg Est Value	95%	90%	108%	113%	101%	107%	107%	103%	106%	80%	98%	96%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$164K	\$171K	\$164K	\$167K	\$173K	\$157K	\$184K	\$165K	\$150K	\$151K	\$178K	\$207K	\$161K
Median Sales Price	\$160K	\$165K	\$170K	\$170K	\$179K	\$165K	\$199K	\$169K	\$154K	\$151K	\$183K	\$169K	\$159K
Med Sales Price as a % of Med Est Value	97%	96%	104%	102%	103%	105%	108%	103%	102%	100%	103%	82%	99%