

## 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	9	44	-79.5%	74	117	-36.8%
New Listing Volume	\$1,869,600	\$8,161,100	-77.1%	\$15,106,799	\$20,476,589	-26.2%
Active Listing Count	84	140	-40%	N/A	N/A	
Active Listing Volume	\$17,508,500	\$29,974,100	-41.6%	N/A	N/A	
Average Listing Price	\$208,435	\$214,101	-2.6%	\$214,724	\$221,066	-2.9%
Median Listing Price	\$179,450	\$176,900	+1.4%	\$173,782	\$175,790	-1.1%
Median Days in RPR	115	82	+40.2%	119.89	118.59	+1.1%
Months of Inventory	7	8.8	-20%	8	13.3	-39.6%
Absorption Rate	14.29%	11.43%	+2.9%	12.47%	7.53%	+4.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	29	-69%	66	81	-18.5%
New Pending Sales Volume	\$1,682,600	\$5,221,399	-67.8%	\$11,321,099	\$14,741,489	-23.2%
Pending Sales Count	30	35	-14.3%	N/A	N/A	
Pending Sales Volume	\$6,352,300	\$6,546,599	-3%	N/A	N/A	
Closed Sales Count	13	15	-13.3%	56	49	+14.3%
Closed Sales Volume	\$1,892,300	\$2,893,000	-34.6%	\$9,356,800	\$7,681,775	+21.8%
Average Sales Price	\$145,562	\$192,867	-24.5%	\$167,086	\$156,771	+6.6%
Median Sales Price	\$150,000	\$153,200	-2.1%	\$154,580	\$143,184	+8%

## New Listings

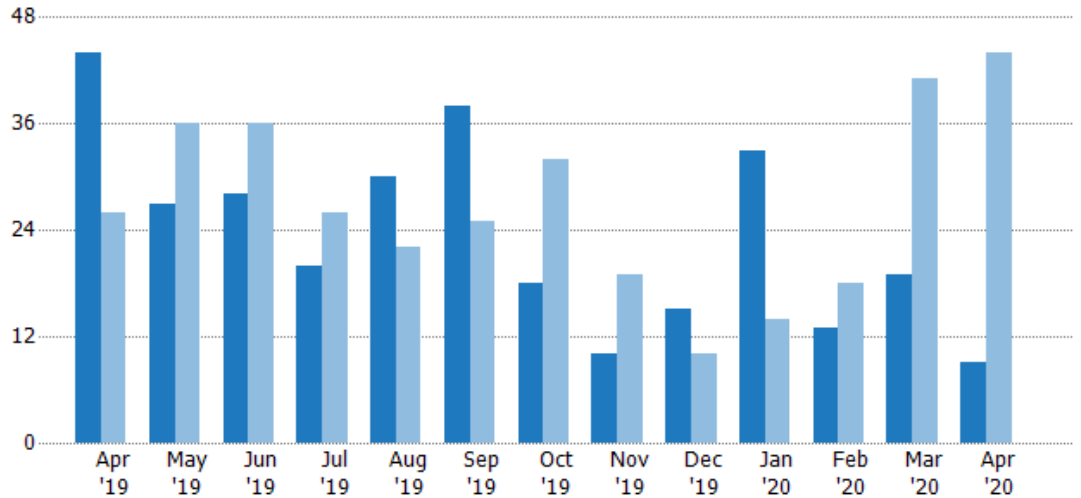
The number of new residential listings that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Apr '20	9	-79.5%
Apr '19	44	69.2%
Apr '18	26	23.1%



	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	44	27	28	20	30	38	18	10	15	33	13	19	9
Prior Year	26	36	36	26	22	25	32	19	10	14	18	41	44
Percent Change from Prior Year	69%	-25%	-22%	-23%	36%	52%	-44%	-47%	50%	136%	-28%	-54%	-80%

## New Listing Volume

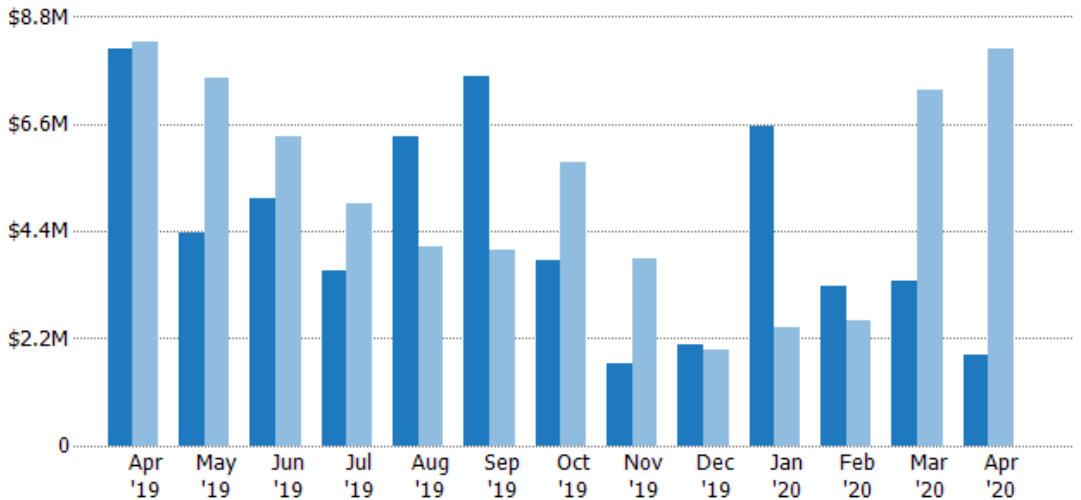
The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Apr '20	\$1.87M	-77.1%
Apr '19	\$8.16M	-1.4%
Apr '18	\$8.28M	-24.1%



	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	\$8.16M	\$4.38M	\$5.07M	\$3.61M	\$6.36M	\$7.59M	\$3.79M	\$1.69M	\$2.08M	\$6.57M	\$3.29M	\$3.38M	\$1.87M
Prior Year	\$8.28M	\$7.53M	\$6.34M	\$4.98M	\$4.1M	\$4.02M	\$5.82M	\$3.84M	\$1.97M	\$2.44M	\$2.57M	\$7.31M	\$8.16M
Percent Change from Prior Year	-1%	-42%	-20%	-28%	55%	89%	-35%	-56%	6%	169%	28%	-54%	-77%

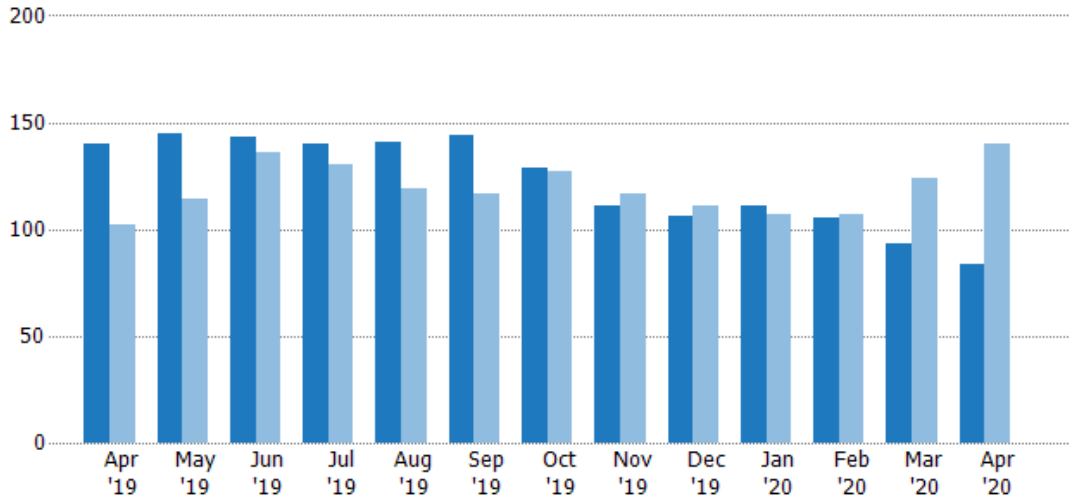
## Active Listings

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



Month/Year	Count	% Chg.
Apr '20	84	-40%
Apr '19	140	37.3%
Apr '18	102	14.7%

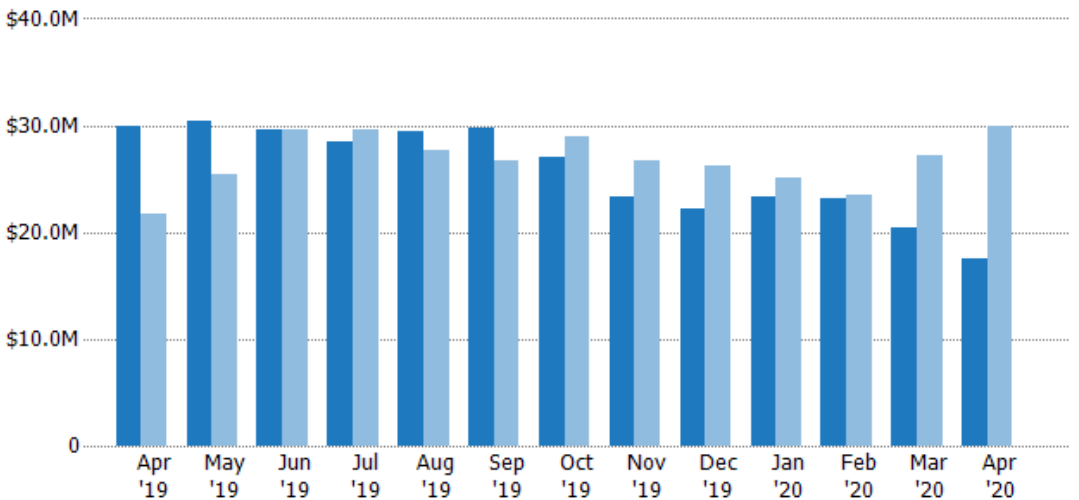
## Active Listing Volume

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



Month/Year	Volume	% Chg.
Apr '20	\$17.5M	-41.6%
Apr '19	\$30M	38%
Apr '18	\$21.7M	17.5%

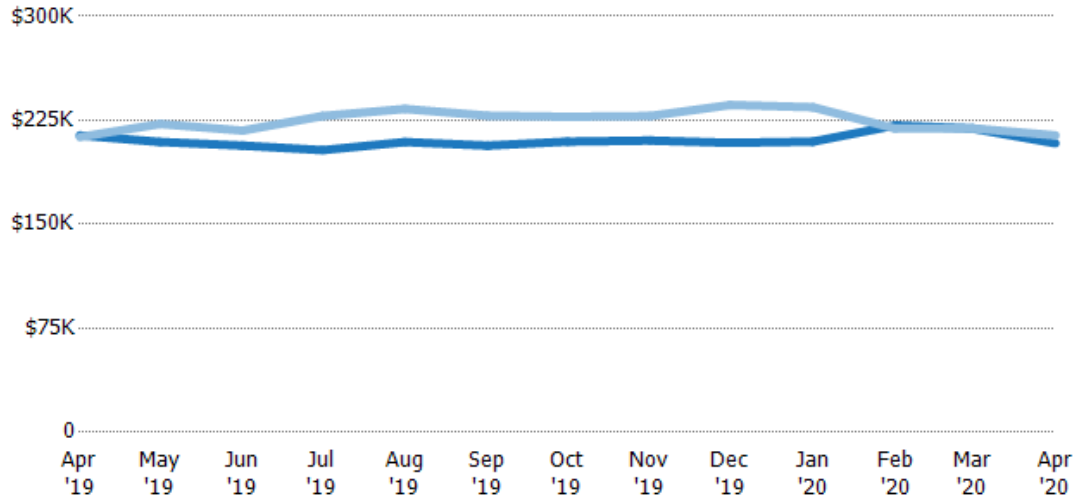
## Average Listing Price

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.
Apr '20	\$208K	-2.6%
Apr '19	\$214K	0.6%
Apr '18	\$213K	2.5%



Current Year	\$214K	\$209K	\$207K	\$203K	\$209K	\$207K	\$210K	\$210K	\$209K	\$210K	\$221K	\$219K	\$208K
Prior Year	\$213K	\$222K	\$218K	\$228K	\$233K	\$228K	\$228K	\$228K	\$236K	\$234K	\$219K	\$219K	\$214K
Percent Change from Prior Year	1%	-6%	-5%	-11%	-10%	-9%	-8%	-8%	-12%	-11%	1%	0%	-3%

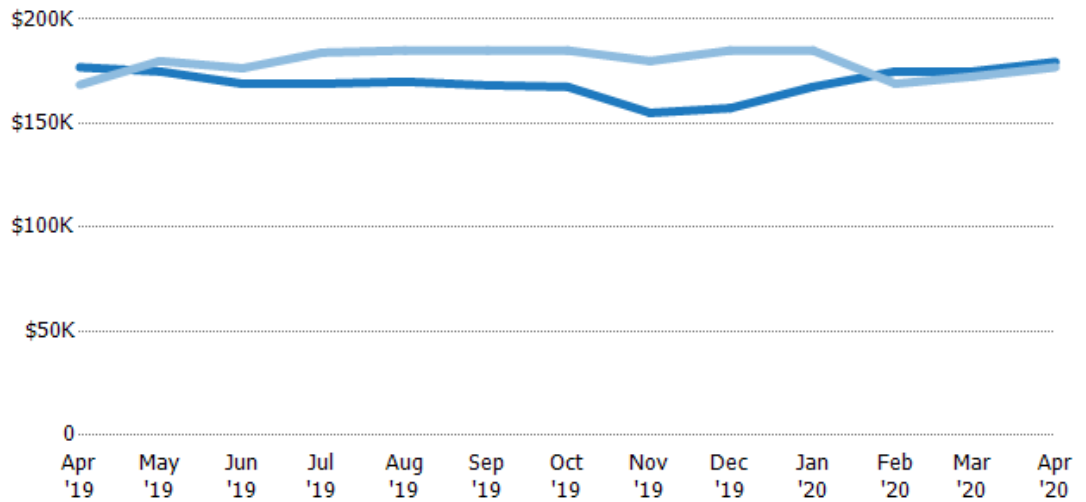
## Median Listing Price

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.
Apr '20	\$179K	1.4%
Apr '19	\$177K	5%
Apr '18	\$169K	-12.5%



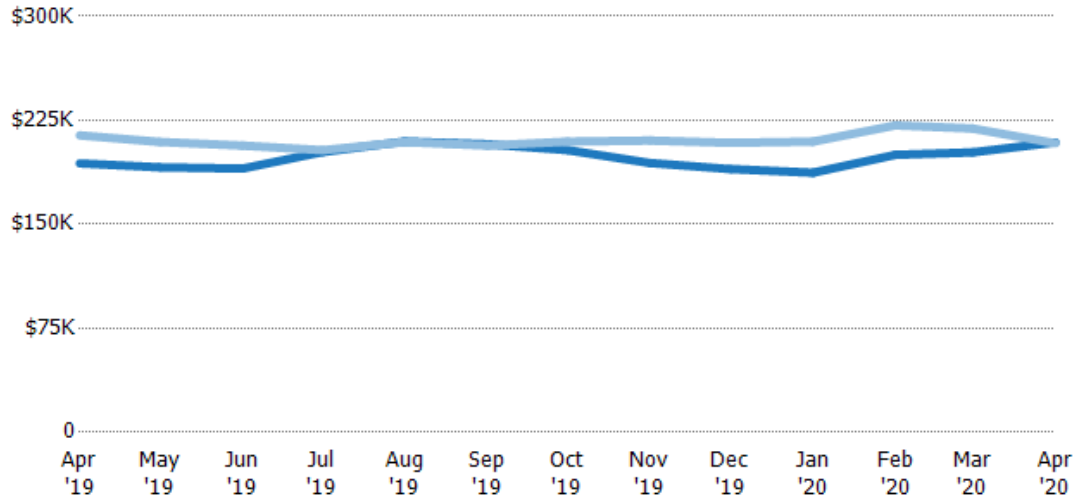
Current Year	\$177K	\$175K	\$169K	\$169K	\$170K	\$168K	\$168K	\$155K	\$157K	\$168K	\$175K	\$175K	\$179K
Prior Year	\$169K	\$180K	\$176K	\$184K	\$185K	\$185K	\$185K	\$180K	\$185K	\$185K	\$169K	\$172K	\$177K
Percent Change from Prior Year	5%	-3%	-4%	-8%	-8%	-9%	-9%	-14%	-15%	-9%	3%	1%	1%

## 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



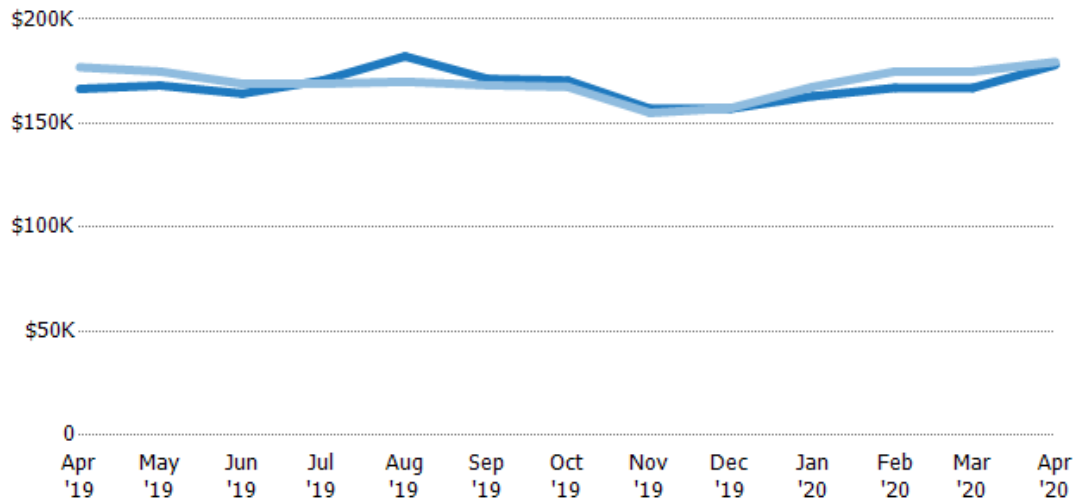
Avg Est Value	\$194K	\$191K	\$190K	\$202K	\$210K	\$208K	\$203K	\$194K	\$190K	\$187K	\$200K	\$202K	\$209K
Avg Listing Price	\$214K	\$209K	\$207K	\$203K	\$209K	\$207K	\$210K	\$210K	\$209K	\$210K	\$221K	\$219K	\$208K
Avg Listing Price as a % of Avg Est Value	110%	110%	109%	101%	100%	100%	103%	108%	110%	112%	111%	109%	100%

## 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



Median Est Value	\$167K	\$168K	\$164K	\$171K	\$182K	\$171K	\$171K	\$157K	\$157K	\$163K	\$167K	\$167K	\$178K
Median Listing Price	\$177K	\$175K	\$169K	\$169K	\$170K	\$168K	\$168K	\$155K	\$157K	\$168K	\$175K	\$175K	\$179K
Med Listing Price as a % of Med Est Value	106%	104%	103%	99%	93%	98%	98%	99%	100%	103%	105%	105%	101%

## Median Days in RPR

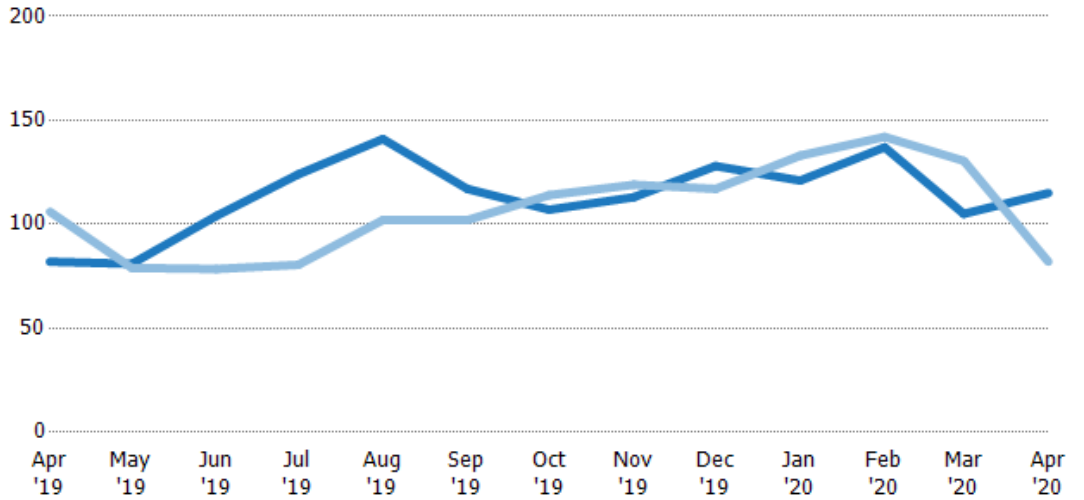
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Days	% Chg.
Apr '20	115	40.2%
Apr '19	82	-22.6%
Apr '18	106	42.5%



	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	82	81	104	124	141	117	107	113	128	121	137	105	115
Prior Year	106	79	78.5	80.5	102	102	114	119	117	133	142	131	82
Percent Change from Prior Year	-23%	3%	32%	54%	38%	15%	-6%	-5%	9%	-9%	-4%	-20%	40%

## Months of Inventory

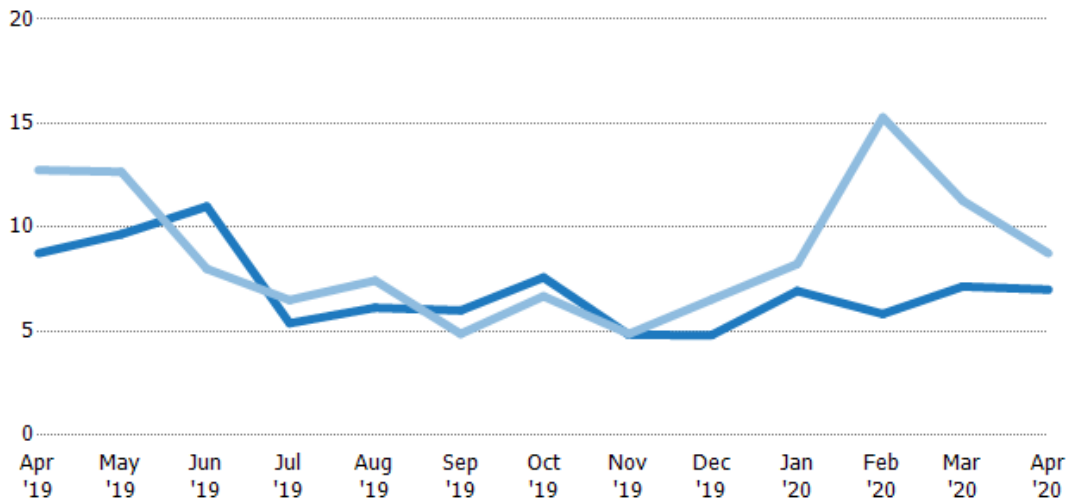
The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Months	% Chg.
Apr '20	7	-20%
Apr '19	8.75	-31.4%
Apr '18	12.8	-34.5%



	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	8.75	9.67	11	5.38	6.13	6	7.59	4.83	4.82	6.94	5.83	7.15	7
Prior Year	12.8	12.7	8	6.5	7.44	4.88	6.68	4.88	6.53	8.23	15.3	11.3	8.75
Percent Change from Prior Year	-31%	-24%	38%	-17%	-18%	23%	14%	-1%	-26%	-16%	-62%	-37%	-20%

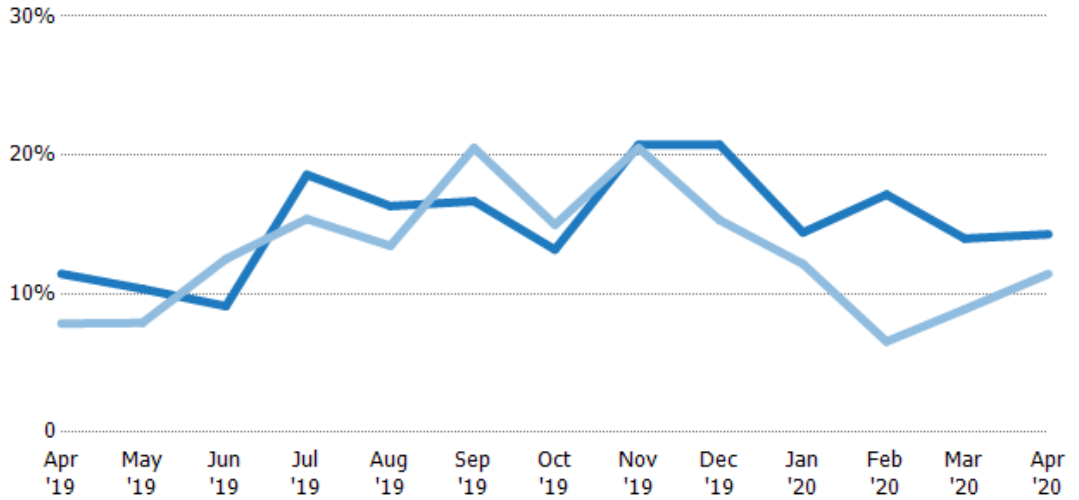
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	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	11%	10%	9%	19%	16%	17%	13%	21%	21%	14%	17%	14%	14%
Prior Year	8%	8%	13%	15%	13%	21%	15%	21%	15%	12%	7%	9%	11%
Change from Prior Year	-4%	-2%	3%	-3%	-3%	4%	2%	0%	-5%	-2%	-11%	-5%	-3%

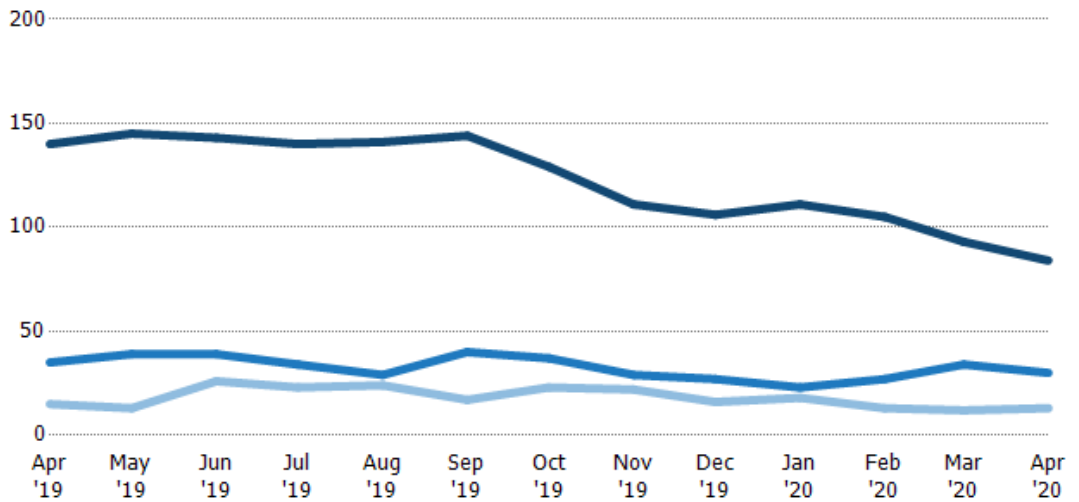
## Active/Pending/Sold Units

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



	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	140	145	143	140	141	144	129	111	106	111	105	93	84
Pending	35	39	39	34	29	40	37	29	27	23	27	34	30
Sold	15	13	26	23	24	17	23	22	16	18	13	12	13

## New Pending Sales

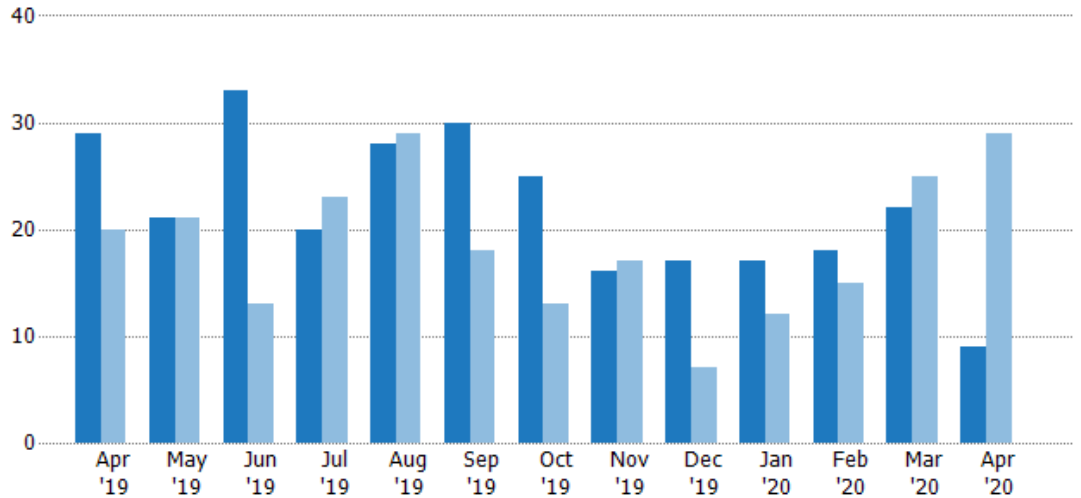
The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Apr '20	9	-69%
Apr '19	29	45%
Apr '18	20	-5%



Current Year	29	21	33	20	28	30	25	16	17	17	18	22	9
Prior Year	20	21	13	23	29	18	13	17	7	12	15	25	29
Percent Change from Prior Year	45%	0%	154%	-13%	-3%	67%	92%	-6%	143%	42%	20%	-12%	-69%

## New Pending Sales Volume

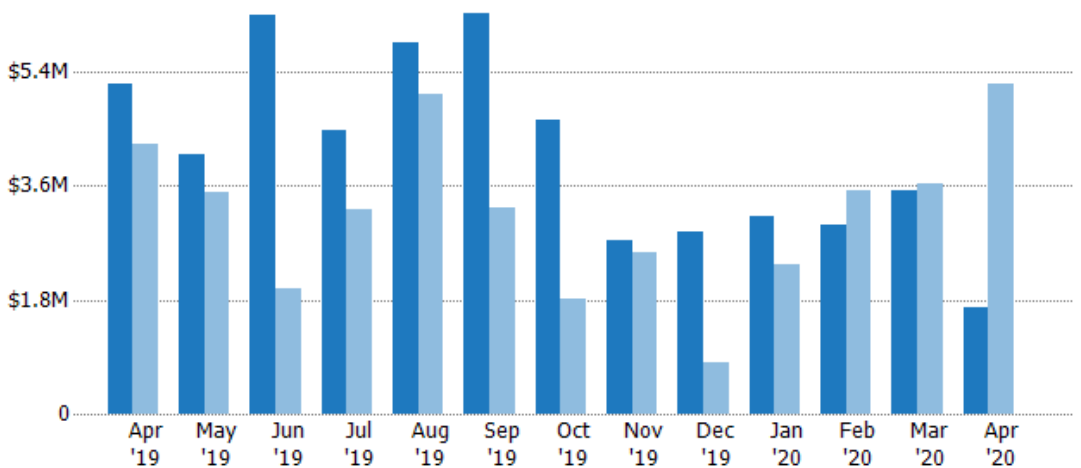
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Apr '20	\$1.68M	-67.8%
Apr '19	\$5.22M	22.4%
Apr '18	\$4.26M	-15.6%



Current Year	\$5.22M	\$4.1M	\$6.3M	\$4.49M	\$5.85M	\$6.32M	\$4.65M	\$2.73M	\$2.86M	\$3.13M	\$2.99M	\$3.53M	\$1.68M
Prior Year	\$4.26M	\$3.5M	\$1.97M	\$3.22M	\$5.04M	\$3.25M	\$1.83M	\$2.56M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.22M
Percent Change from Prior Year	22%	17%	219%	39%	16%	95%	155%	6%	251%	32%	-15%	-3%	-68%



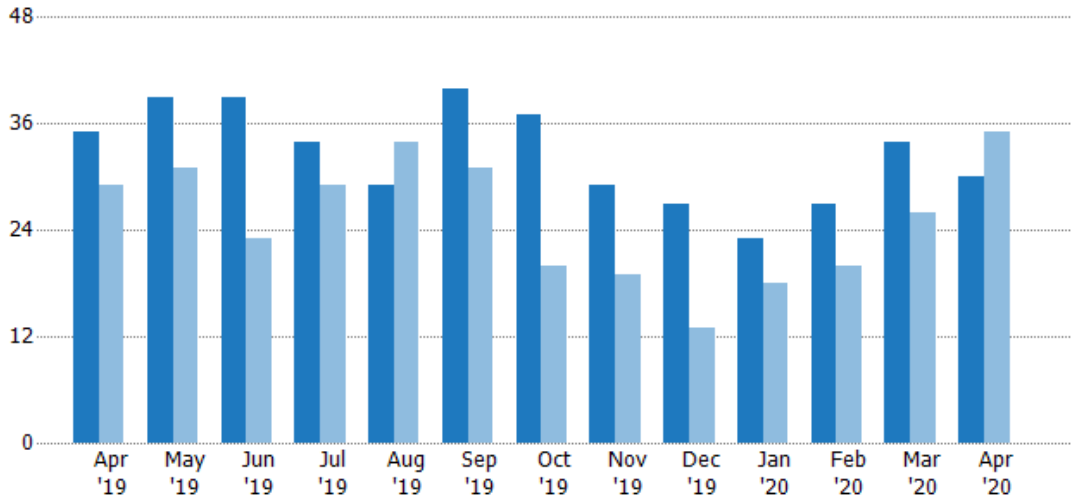
## Pending Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	30	35	-14.3%
Apr '19	35	35	20.7%
Apr '18	29	29	-6.9%

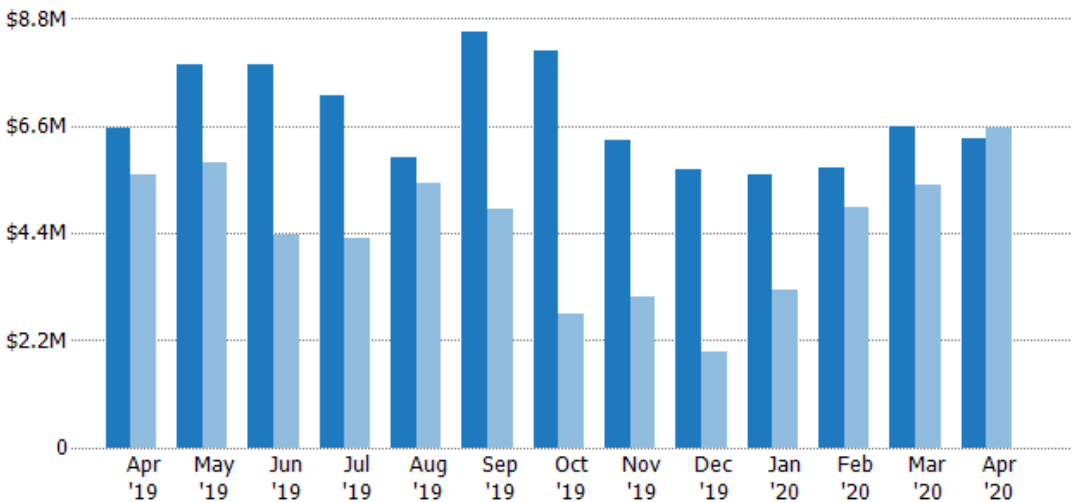
## Pending Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$6.35M	\$6.55M	-3%
Apr '19	\$6.55M	\$6.55M	16.9%
Apr '18	\$5.6M	\$5.6M	-10.7%

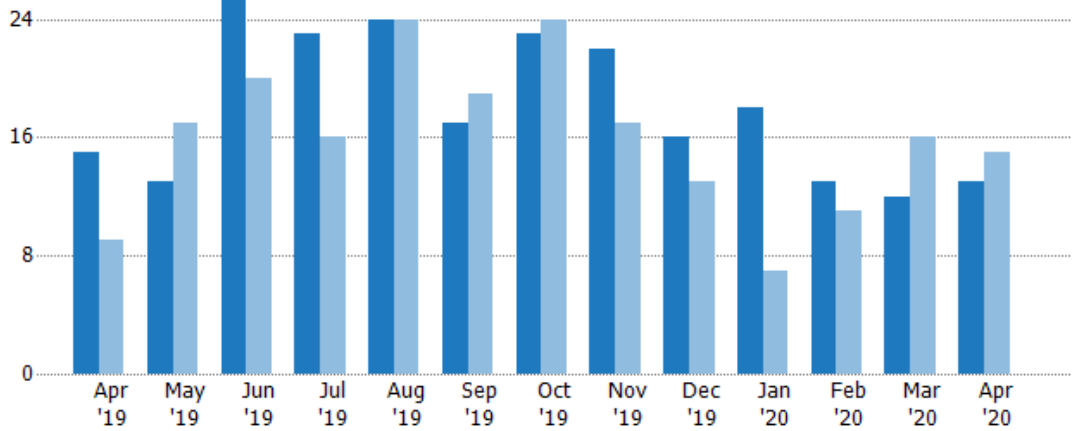
## Closed Sales

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	Count	% Chg.
Apr '20	13	-13.3%
Apr '19	15	66.7%
Apr '18	9	22.2%

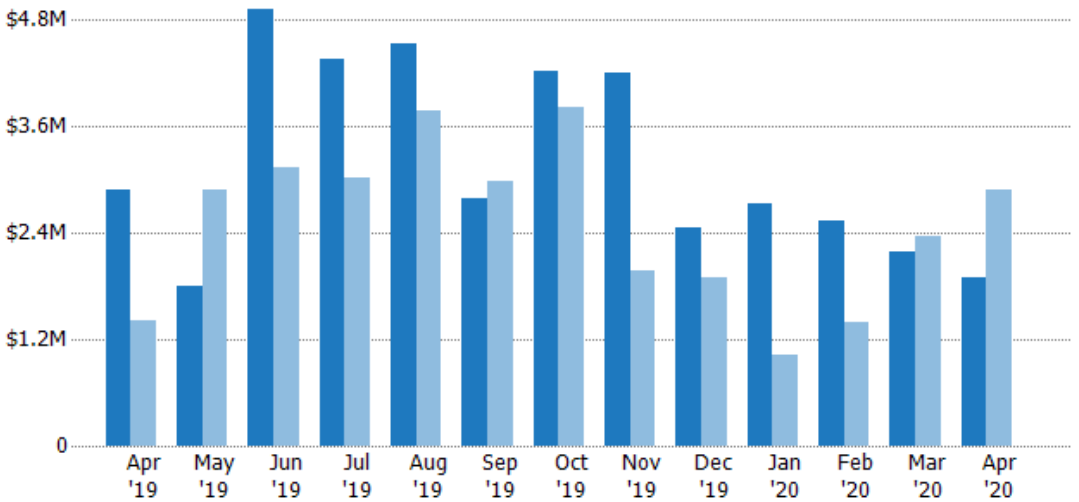
## Closed Sales Volume

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	Volume	% Chg.
Apr '20	\$1.89M	-34.6%
Apr '19	\$2.89M	105.1%
Apr '18	\$1.41M	1.9%

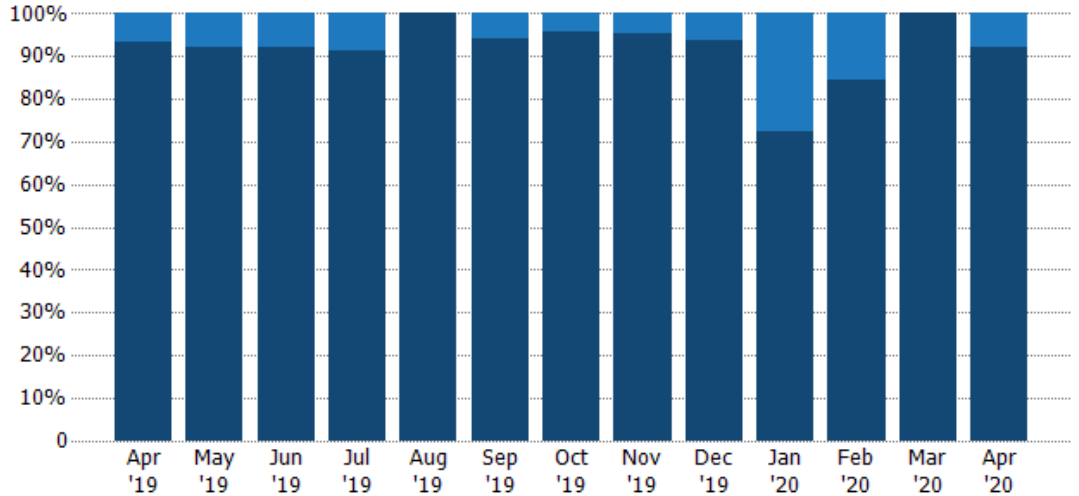
## Closed Sales by Property Type

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



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

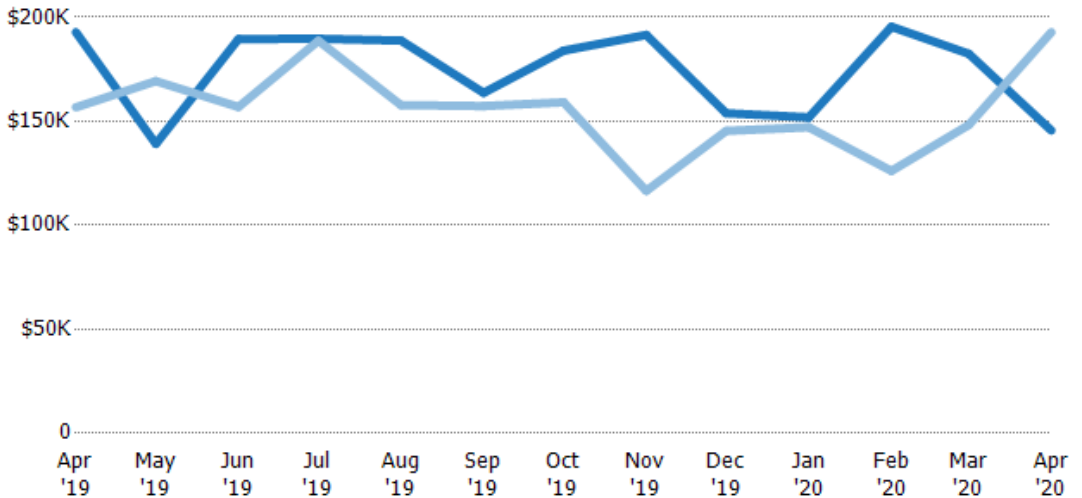
## Average Sales Price

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



Current Year	\$193K	\$139K	\$190K	\$190K	\$189K	\$164K	\$184K	\$191K	\$154K	\$152K	\$195K	\$182K	\$146K
Prior Year	\$157K	\$169K	\$157K	\$189K	\$158K	\$157K	\$159K	\$117K	\$145K	\$147K	\$126K	\$148K	\$193K
Percent Change from Prior Year	23%	-18%	21%	1%	20%	4%	16%	64%	6%	3%	55%	23%	-25%

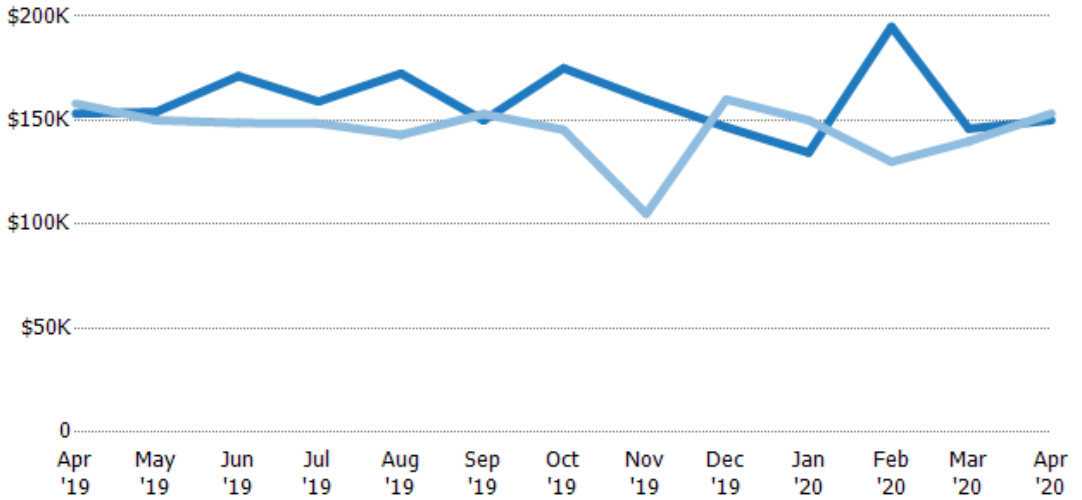
## Median Sales Price

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	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$153K	\$158K	-3%
May '19	\$154K	\$150K	3%
Jun '19	\$171K	\$149K	15%
Jul '19	\$159K	\$149K	7%
Aug '19	\$172K	\$143K	21%
Sep '19	\$150K	\$153K	-2%
Oct '19	\$175K	\$145K	20%
Nov '19	\$160K	\$105K	52%
Dec '19	\$147K	\$160K	-8%
Jan '20	\$134K	\$150K	-10%
Feb '20	\$195K	\$130K	50%
Mar '20	\$146K	\$140K	4%
Apr '20	\$150K	\$153K	-2%

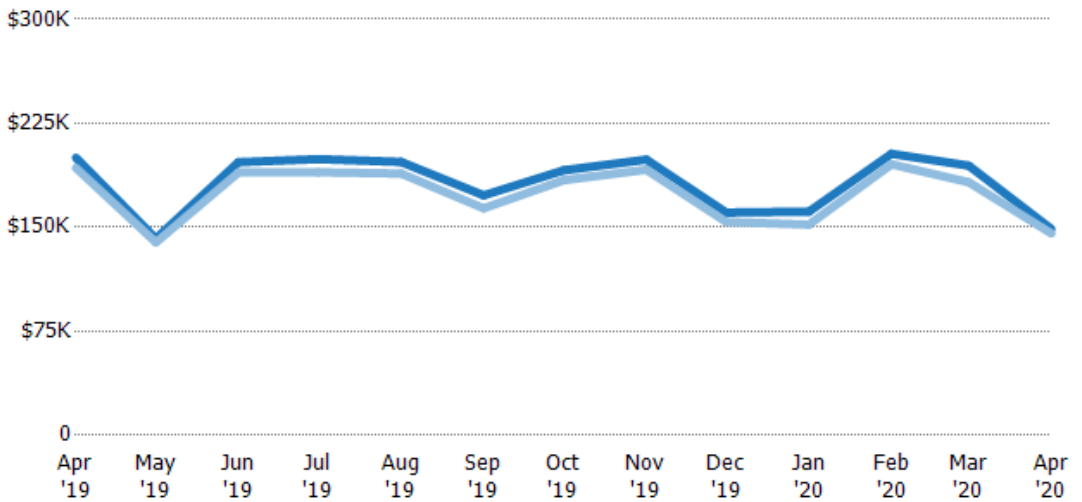
## Average Sales Price vs Average Listing Price

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



Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Apr '19	\$200K	\$193K	96%
May '19	\$142K	\$139K	98%
Jun '19	\$197K	\$190K	96%
Jul '19	\$199K	\$190K	95%
Aug '19	\$197K	\$189K	96%
Sep '19	\$173K	\$164K	95%
Oct '19	\$191K	\$184K	96%
Nov '19	\$199K	\$191K	96%
Dec '19	\$161K	\$154K	96%
Jan '20	\$161K	\$152K	94%
Feb '20	\$203K	\$195K	96%
Mar '20	\$194K	\$182K	94%
Apr '20	\$149K	\$146K	98%

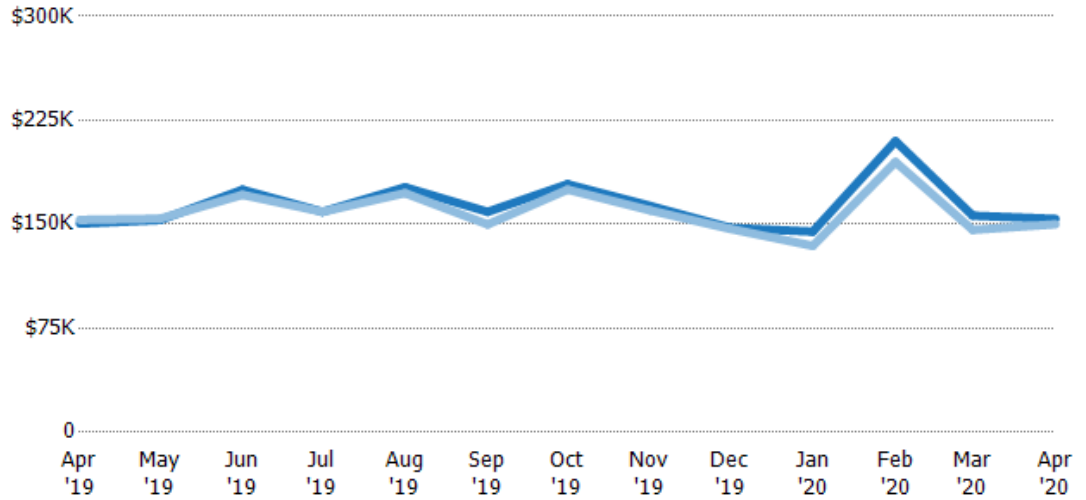
## Median Sales Price vs Median Listing Price

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



	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	\$151K	\$153K	\$175K	\$159K	\$177K	\$159K	\$179K	\$163K	\$147K	\$145K	\$210K	\$156K	\$154K
Median Sales Price	\$153K	\$154K	\$171K	\$159K	\$172K	\$150K	\$175K	\$160K	\$147K	\$134K	\$195K	\$146K	\$150K
Med Sales Price as a % of Med List Price	102%	101%	98%	100%	98%	94%	98%	98%	99%	93%	93%	93%	97%

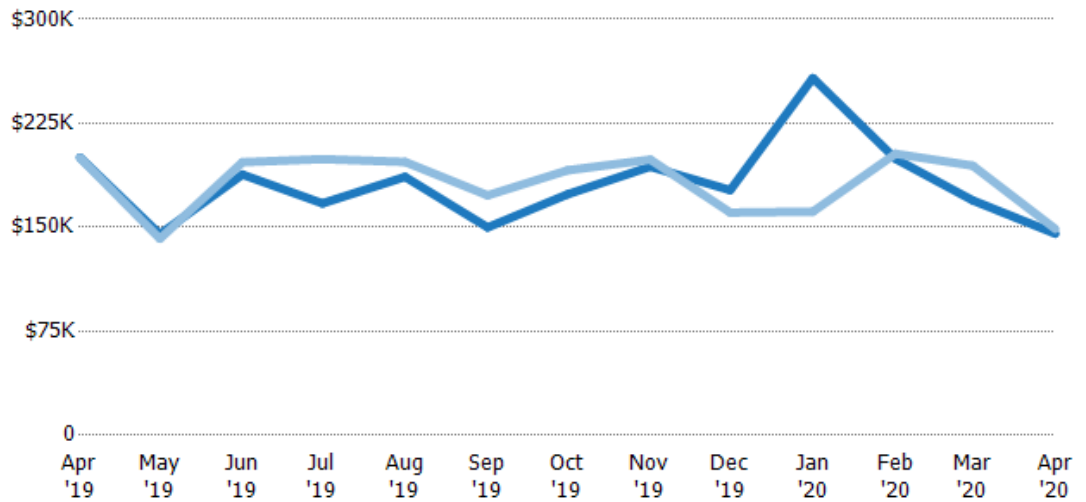
## Average Sales Price vs Average Est Value

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

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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	\$200K	\$145K	\$188K	\$167K	\$186K	\$150K	\$174K	\$194K	\$177K	\$258K	\$199K	\$169K	\$145K
Avg Sales Price	\$200K	\$142K	\$197K	\$199K	\$197K	\$173K	\$191K	\$199K	\$161K	\$161K	\$203K	\$194K	\$149K
Avg Sales Price as a % of Avg Est Value	100%	98%	105%	119%	106%	115%	110%	103%	91%	63%	102%	115%	102%

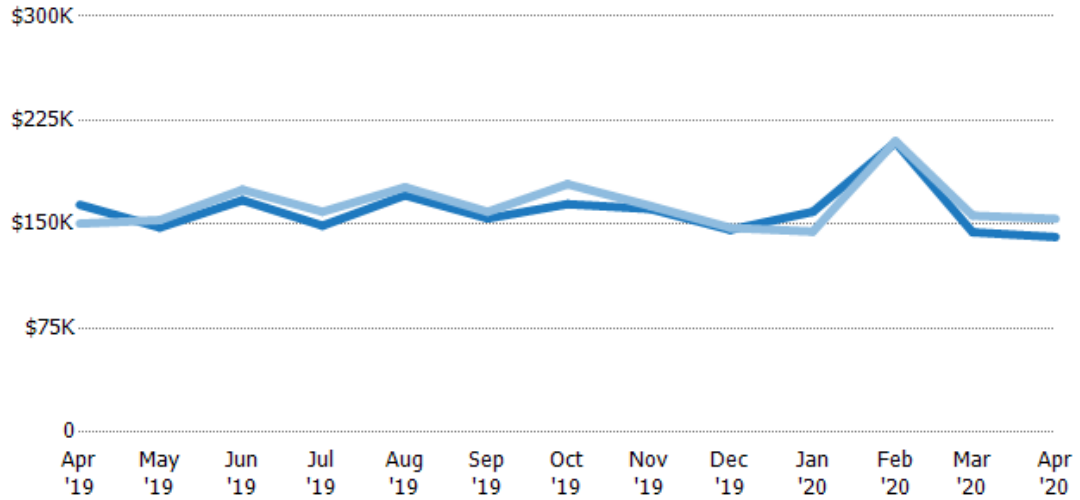
## Median Sales Price vs Median Est Value

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



	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	\$148K	\$167K	\$149K	\$171K	\$154K	\$165K	\$161K	\$146K	\$159K	\$209K	\$144K	\$141K
Median Sales Price	\$151K	\$153K	\$175K	\$159K	\$177K	\$159K	\$179K	\$163K	\$147K	\$145K	\$210K	\$156K	\$154K
Med Sales Price as a % of Med Est Value	92%	104%	105%	107%	103%	103%	109%	101%	101%	91%	100%	108%	109%