

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	78	113	-31%	300	460	-34.8%
New Listing Volume	\$21,799,750	\$27,572,770	-20.9%	\$76,882,854	\$104,718,859	-26.6%
Active Listing Count	323	547	-41%	N/A	N/A	
Active Listing Volume	\$118,116,948	\$156,226,533	-24.4%	N/A	N/A	
Average Listing Price	\$365,687	\$285,606	+28%	\$347,840	\$295,205	+17.8%
Median Listing Price	\$249,000	\$209,000	+19.1%	\$227,354	\$205,330	+10.7%
Median Days in RPR	146	124	+17.7%	168.54	161.68	+4.2%
Months of Inventory	8.3	7.8	+6%	7.1	12.6	-44.1%
Absorption Rate	12.07%	12.8%	-0.7%	14.14%	7.91%	+6.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	81	67	+20.9%	299	336	-11%
New Pending Sales Volume	\$17,223,576	\$13,302,750	+29.5%	\$60,116,868	\$67,275,436	-10.6%
Pending Sales Count	119	102	+16.7%	N/A	N/A	
Pending Sales Volume	\$26,762,169	\$20,933,749	+27.8%	N/A	N/A	
Closed Sales Count	43	57	-24.6%	211	257	-17.9%
Closed Sales Volume	\$8,280,500	\$12,546,049	-34%	\$38,249,330	\$46,178,214	-17.2%
Average Sales Price	\$192,570	\$220,106	-12.5%	\$181,276	\$179,682	+0.9%
Median Sales Price	\$158,000	\$160,000	-1.3%	\$158,466	\$148,279	+6.9%

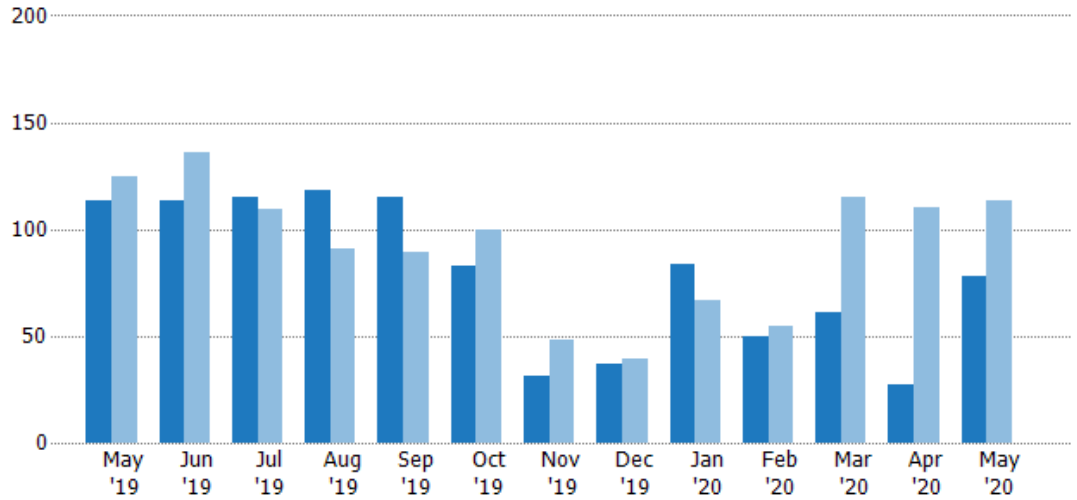
## New Listings

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.
May '20	78	-31%
May '19	113	-9.6%
May '18	125	-7.2%



Current Year	113	113	115	118	115	83	31	37	84	50	61	27	78
Prior Year	125	136	109	91	89	100	48	39	67	55	115	110	113
Percent Change from Prior Year	-10%	-17%	6%	30%	29%	-17%	-35%	-5%	25%	-9%	-47%	-75%	-31%

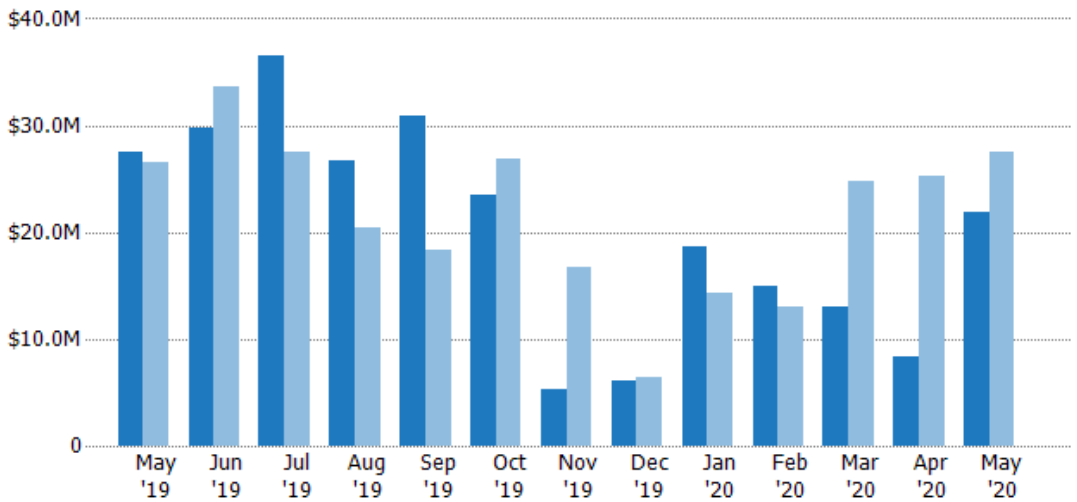
## New Listing Volume

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.
May '20	\$21.8M	-20.9%
May '19	\$27.6M	3.6%
May '18	\$26.6M	2.6%



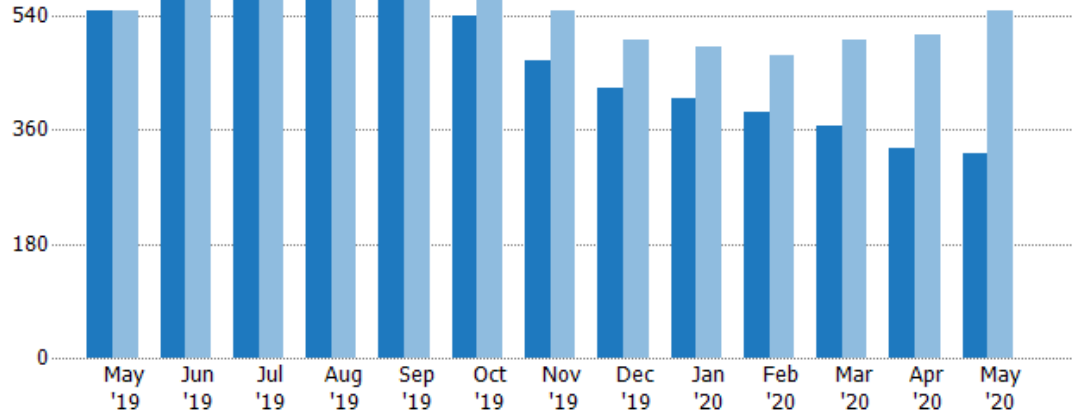
Current Year	\$27.6M	\$29.7M	\$36.5M	\$26.7M	\$30.9M	\$23.6M	\$5.35M	\$6.05M	\$18.7M	\$15M	\$13M	\$8.38M	\$21.8M
Prior Year	\$26.6M	\$33.7M	\$27.4M	\$20.4M	\$18.3M	\$26.9M	\$16.6M	\$6.46M	\$14.2M	\$13M	\$24.7M	\$25.2M	\$27.6M
Percent Change from Prior Year	4%	-12%	33%	30%	69%	-13%	-68%	-6%	31%	15%	-47%	-67%	-21%

## 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



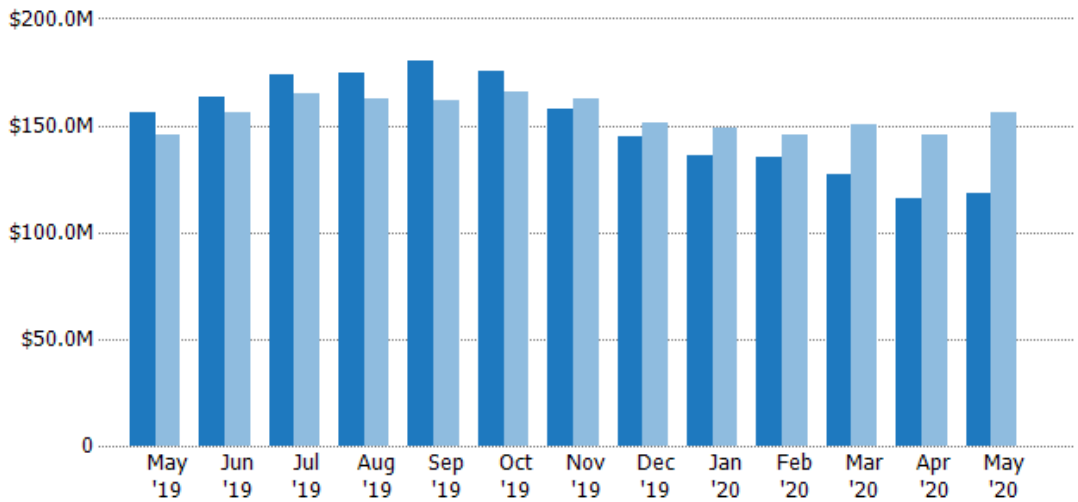
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	547	572	570	576	582	541	468	426	409	388	367	330	323
Prior Year	549	595	612	596	586	585	548	502	492	478	502	510	547
Percent Change from Prior Year	0%	-4%	-7%	-3%	-1%	-8%	-15%	-15%	-17%	-19%	-27%	-35%	-41%

## 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



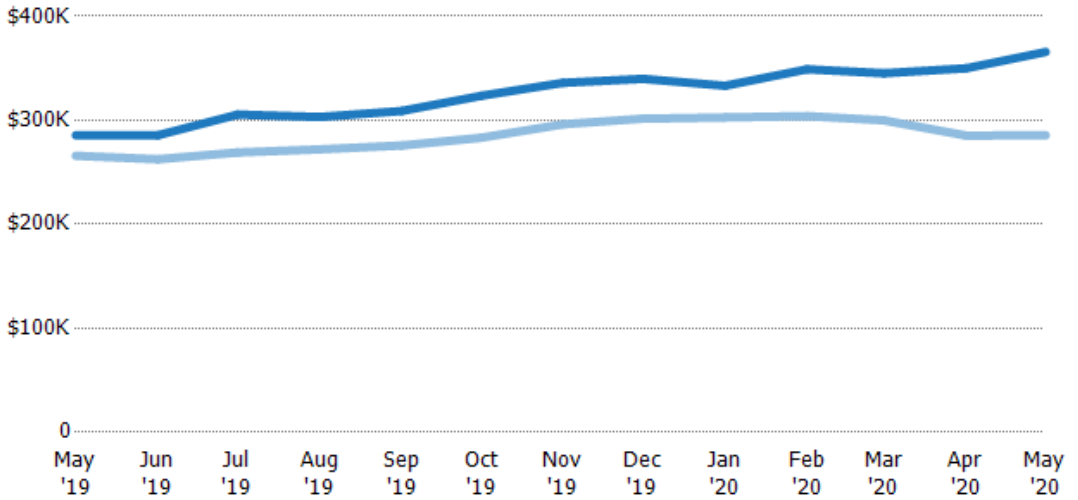
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$156M	\$163M	\$174M	\$175M	\$180M	\$175M	\$157M	\$145M	\$136M	\$135M	\$127M	\$115M	\$118M
Prior Year	\$146M	\$156M	\$165M	\$162M	\$162M	\$166M	\$162M	\$151M	\$149M	\$145M	\$151M	\$146M	\$156M
Percent Change from Prior Year	7%	5%	6%	8%	11%	6%	-3%	-4%	-9%	-7%	-16%	-21%	-24%

## 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



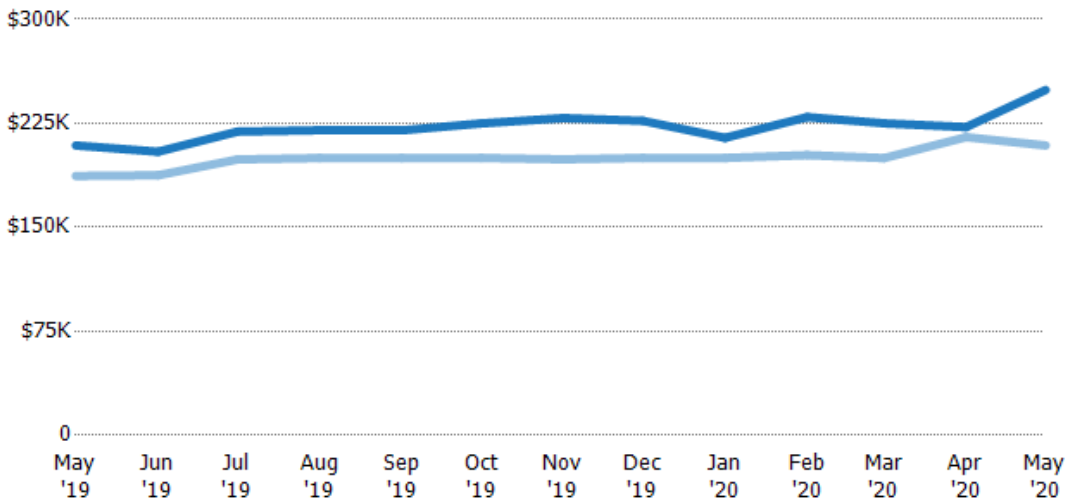
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$286K	\$286K	\$306K	\$303K	\$309K	\$324K	\$336K	\$340K	\$333K	\$349K	\$345K	\$350K	\$366K
Prior Year	\$266K	\$263K	\$269K	\$272K	\$276K	\$283K	\$296K	\$302K	\$303K	\$304K	\$300K	\$285K	\$286K
Percent Change from Prior Year	7%	9%	14%	11%	12%	14%	13%	13%	10%	15%	15%	23%	28%

## 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



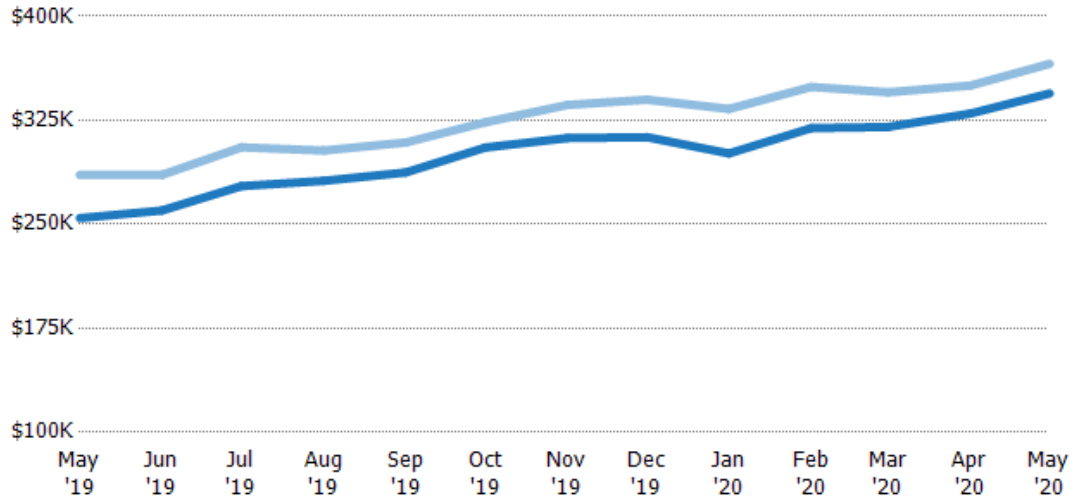
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$209K	\$205K	\$219K	\$220K	\$220K	\$225K	\$229K	\$227K	\$215K	\$229K	\$225K	\$222K	\$249K
Prior Year	\$187K	\$188K	\$199K	\$200K	\$200K	\$200K	\$199K	\$200K	\$200K	\$202K	\$200K	\$215K	\$209K
Percent Change from Prior Year	12%	9%	10%	10%	10%	12%	15%	13%	7%	14%	13%	3%	19%

## 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

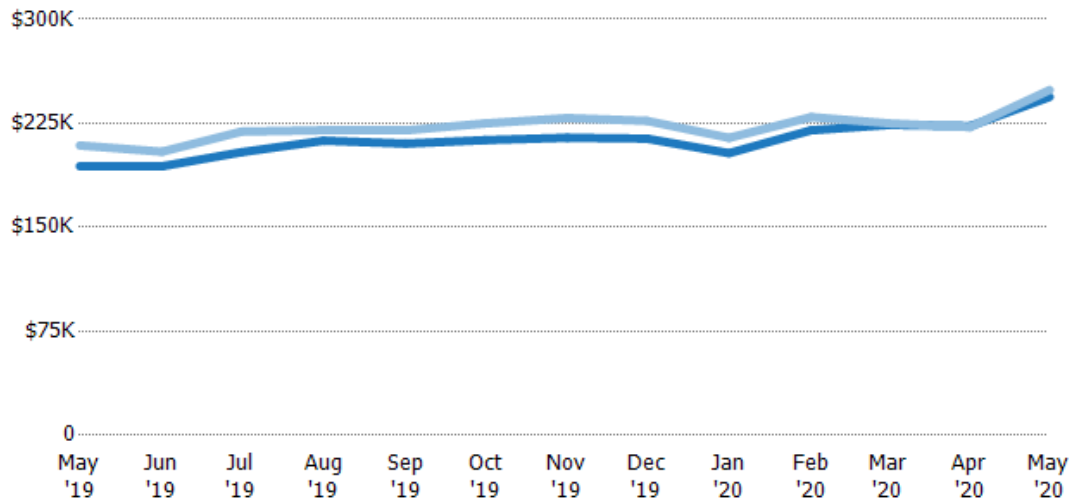


## Median Listing Price vs Median Est Value

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

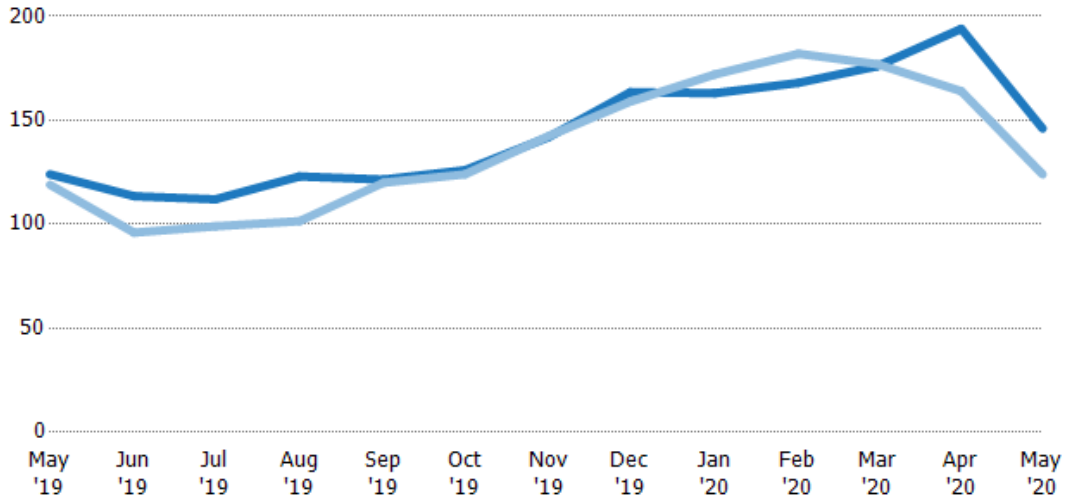


## Median Days in RPR

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.
May '20	146	17.7%
May '19	124	4.2%
May '18	119	8.4%

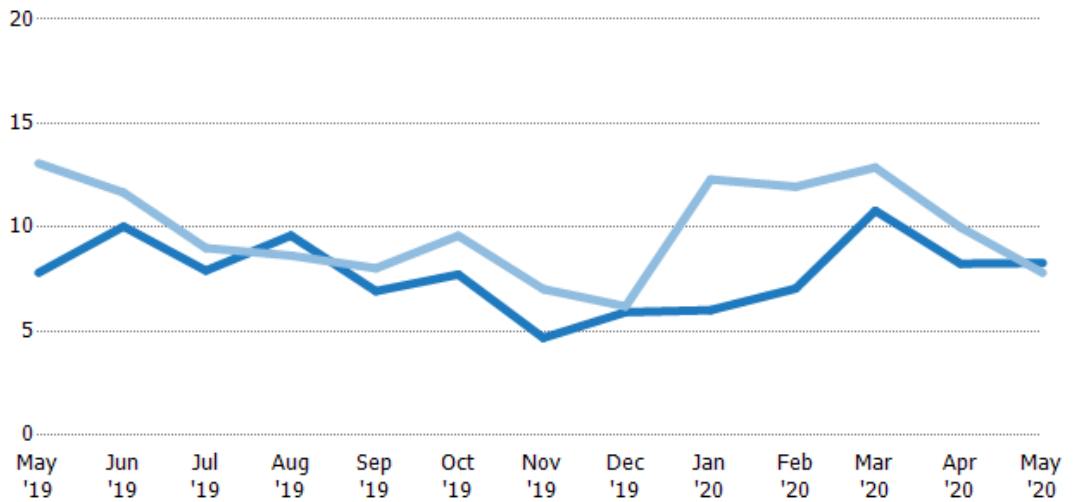
Current Year	124	114	112	123	122	126	142	164	163	168	176	194	146
Prior Year	119	96	99	102	120	124	143	159	172	182	177	164	124
Percent Change from Prior Year	4%	18%	13%	21%	1%	2%	0%	3%	-5%	-8%	-1%	18%	18%

## 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.
May '20	8.28	6%
May '19	7.81	-40.2%
May '18	13.1	15.2%

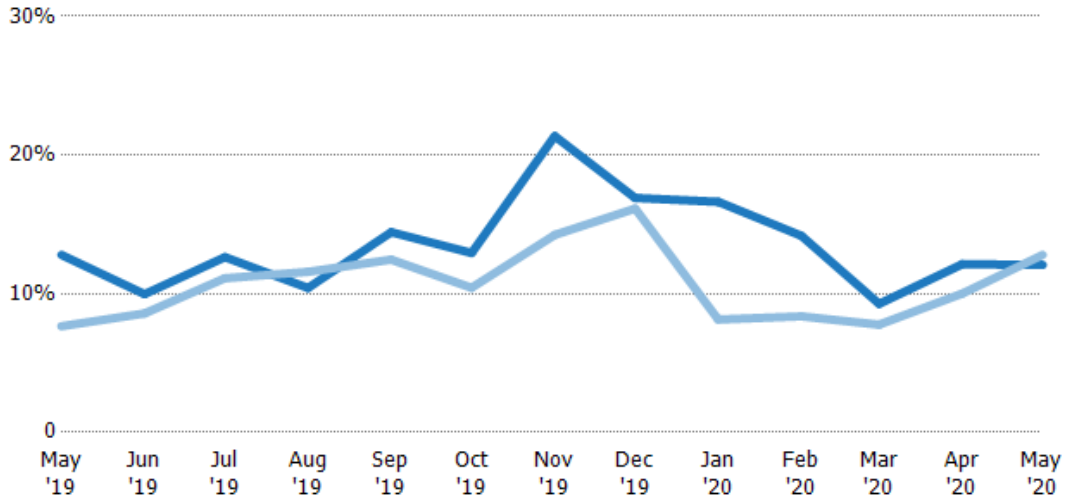
Current Year	7.81	10	7.92	9.6	6.93	7.73	4.68	5.92	6.01	7.05	10.8	8.25	8.28
Prior Year	13.1	11.7	9	8.64	8.03	9.59	7.03	6.2	12.3	12	12.9	10	7.81
Percent Change from Prior Year	-40%	-14%	-12%	11%	-14%	-19%	-33%	-5%	-51%	-41%	-16%	-18%	6%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



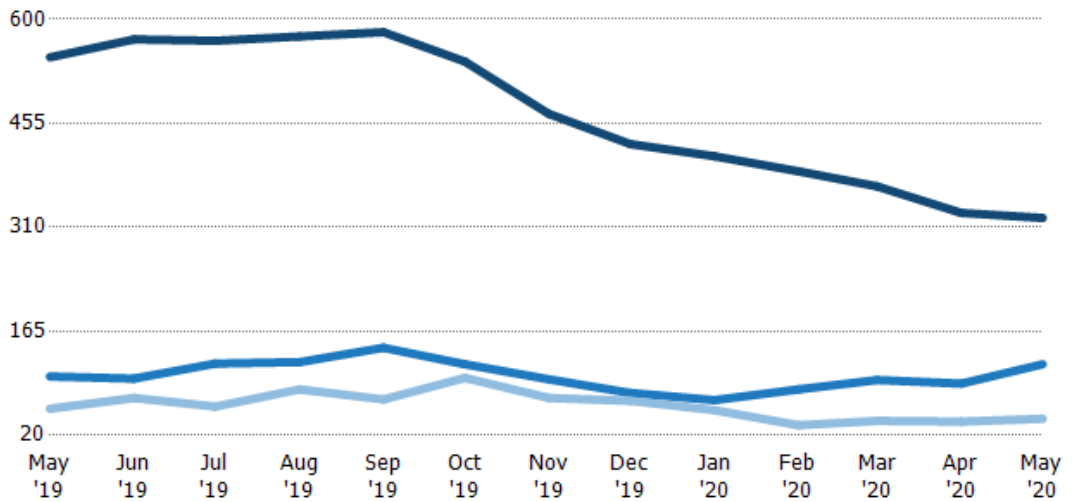
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	13%	10%	13%	10%	14%	13%	21%	17%	17%	14%	9%	12%	12%
Prior Year	8%	9%	11%	12%	12%	10%	14%	16%	8%	8%	8%	10%	13%
Change from Prior Year	-5%	-1%	-2%	1%	-2%	-3%	-7%	-1%	-8%	-6%	-2%	-2%	1%

## 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



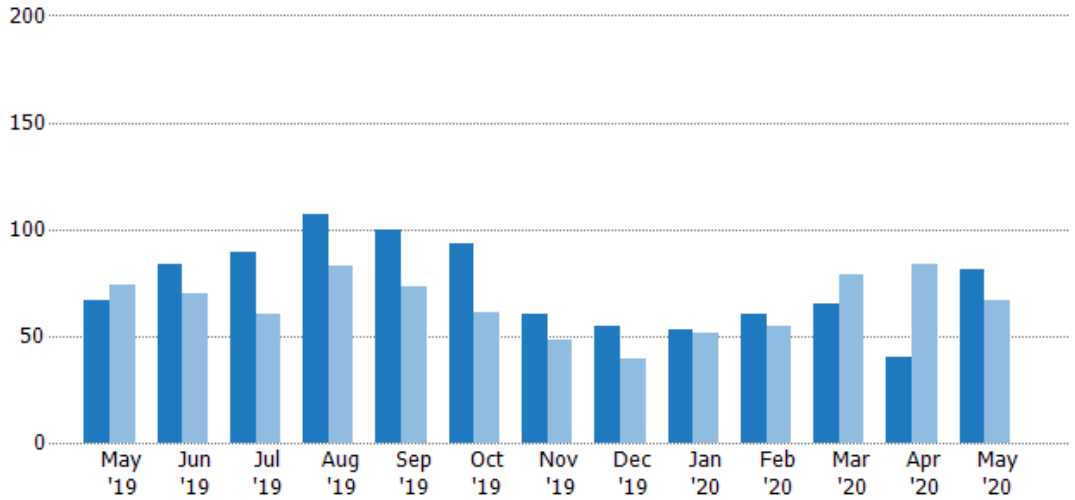
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	547	572	570	576	582	541	468	426	409	388	367	330	323
Pending	102	99	120	122	142	119	98	79	69	84	97	92	119
Sold	57	72	60	84	70	100	72	68	55	34	40	39	43

## 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



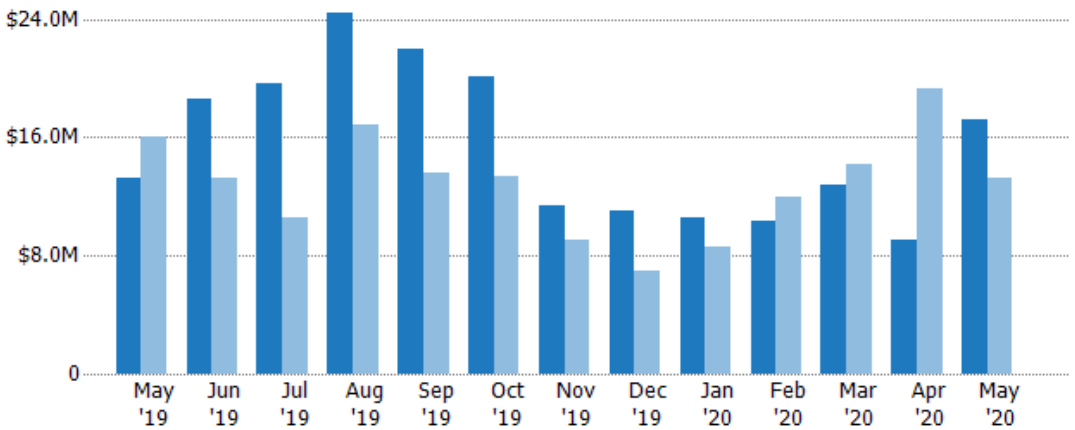
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	67	84	89	107	100	93	60	55	53	60	65	40	81
Prior Year	74	70	60	83	73	61	48	39	51	55	79	84	67
Percent Change from Prior Year	-9%	20%	48%	29%	37%	52%	25%	41%	4%	9%	-18%	-52%	21%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$13.3M	\$18.6M	\$19.6M	\$24.4M	\$21.9M	\$20.1M	\$11.4M	\$11M	\$10.6M	\$10.4M	\$12.8M	\$9.09M	\$17.2M
Prior Year	\$16.1M	\$13.2M	\$10.6M	\$16.9M	\$13.5M	\$13.4M	\$9.02M	\$6.94M	\$8.56M	\$12M	\$14.1M	\$19.3M	\$13.3M
Percent Change from Prior Year	-17%	41%	86%	45%	62%	50%	26%	59%	24%	-14%	-9%	-53%	29%

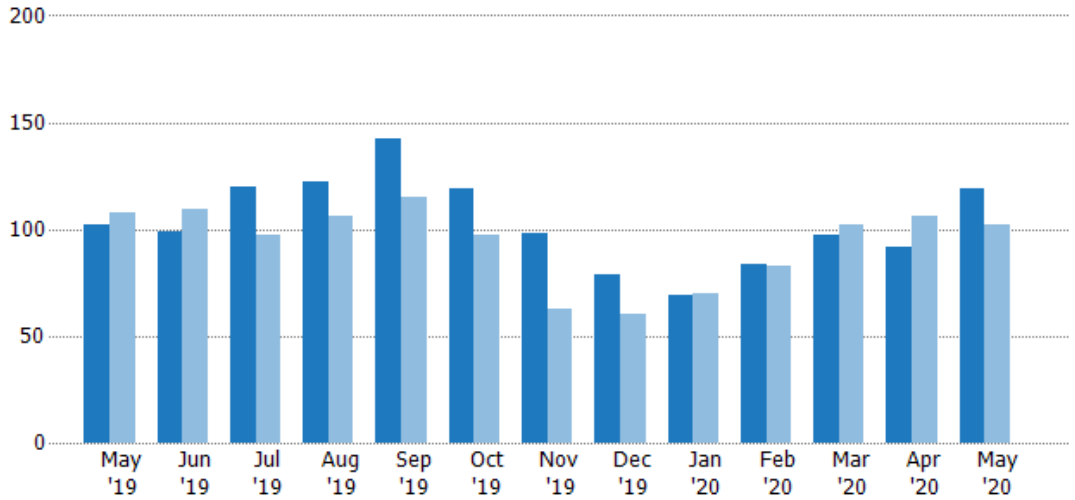


## Pending Sales

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



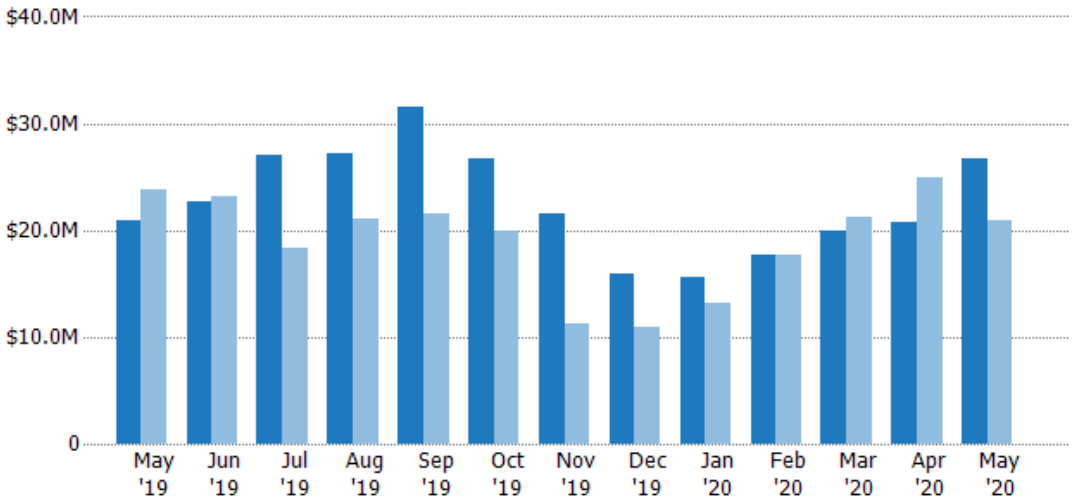
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	102	99	120	122	142	119	98	79	69	84	97	92	119
Prior Year	108	109	97	106	115	97	63	60	70	83	102	106	102
Percent Change from Prior Year	-6%	-9%	24%	15%	23%	23%	56%	32%	-1%	1%	-5%	-13%	17%

## 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



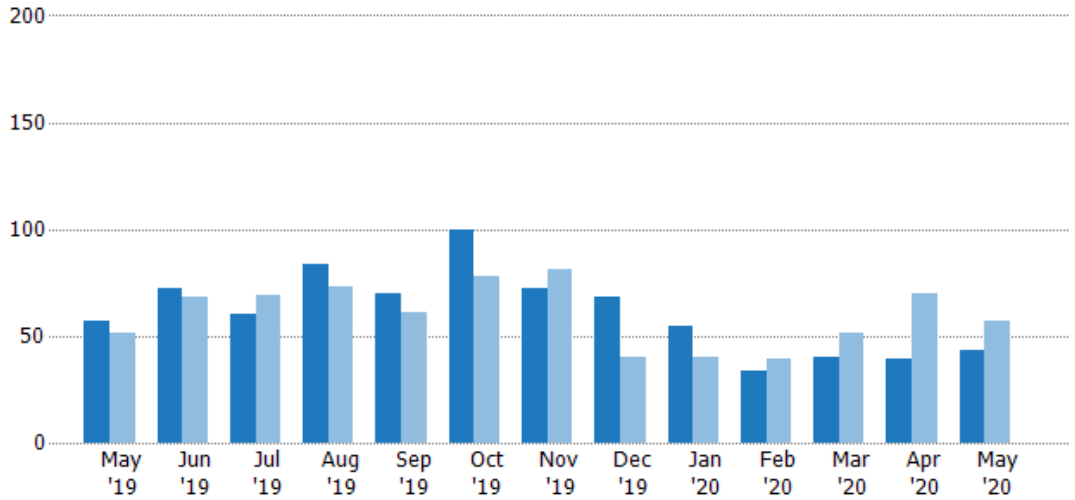
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$20.9M	\$22.7M	\$27M	\$27.1M	\$31.6M	\$26.7M	\$21.6M	\$15.9M	\$15.6M	\$17.6M	\$20M	\$20.8M	\$26.8M
Prior Year	\$23.8M	\$23.1M	\$18.3M	\$21.1M	\$21.6M	\$19.9M	\$11.2M	\$11M	\$13.1M	\$17.7M	\$21.3M	\$24.9M	\$20.9M
Percent Change from Prior Year	-12%	-2%	47%	29%	46%	34%	92%	45%	18%	0%	-6%	-17%	28%

## 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



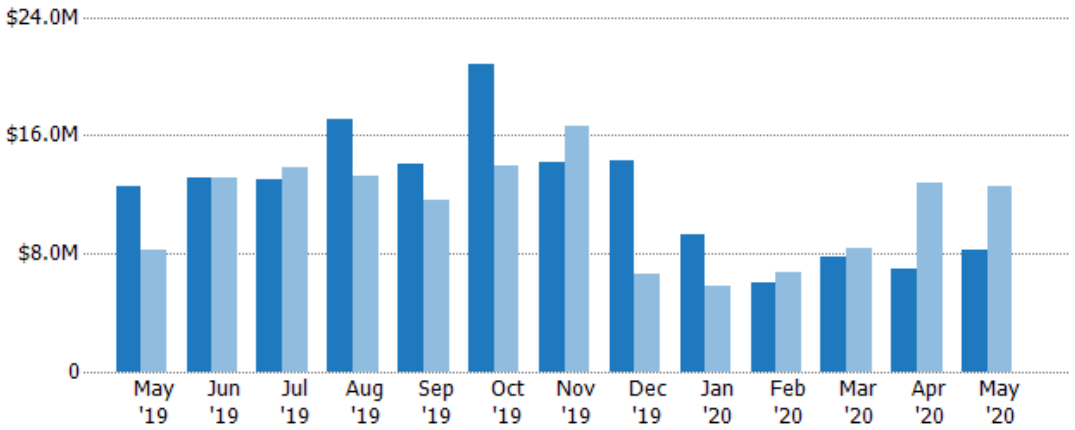
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	57	72	60	84	70	100	72	68	55	34	40	39	43
Prior Year	51	68	69	73	61	78	81	40	40	39	51	70	57
Percent Change from Prior Year	12%	6%	-13%	15%	15%	28%	-11%	70%	38%	-13%	-22%	-44%	-25%

## 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



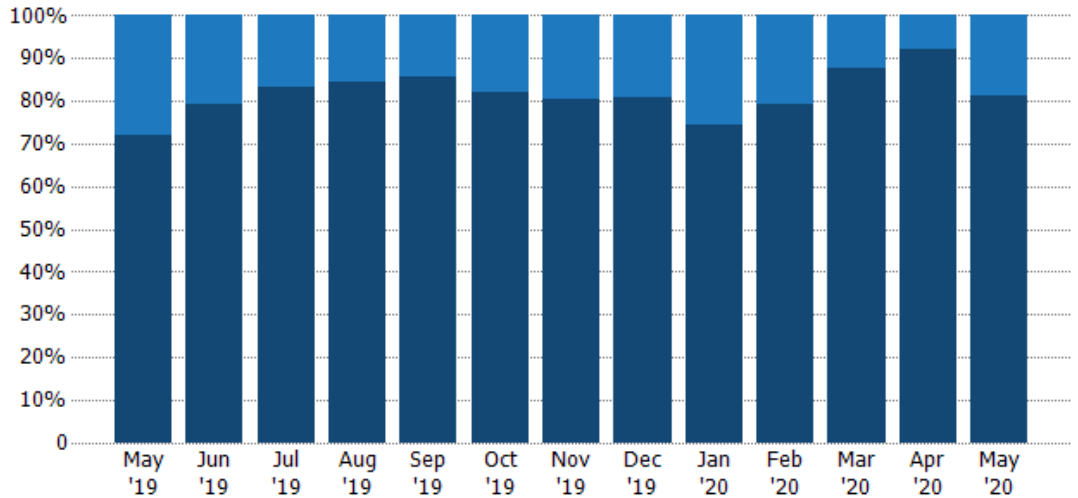
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$12.5M	\$13.1M	\$13M	\$17.1M	\$14.1M	\$20.8M	\$14.1M	\$14.3M	\$9.26M	\$6.08M	\$7.72M	\$6.91M	\$8.28M
Prior Year	\$8.27M	\$13.2M	\$13.8M	\$13.3M	\$11.7M	\$13.9M	\$16.6M	\$6.61M	\$5.82M	\$6.68M	\$8.32M	\$12.8M	\$12.5M
Percent Change from Prior Year	52%	0%	-6%	29%	21%	49%	-15%	116%	59%	-9%	-7%	-46%	-34%

## 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



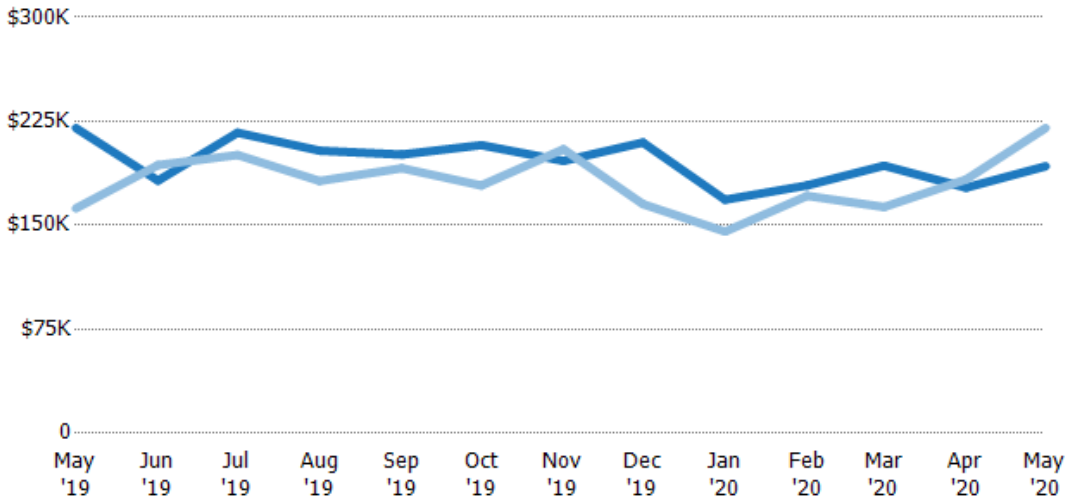
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	28%	21%	17%	15%	14%	18%	19%	19%	25%	21%	13%	8%	19%
Single Family Residence	72%	79%	83%	85%	86%	82%	81%	81%	75%	79%	88%	92%	81%

## 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



Month/Year	Price	% Chg.
May '20	\$193K	-12.5%
May '19	\$220K	35.7%
May '18	\$162K	0.2%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$220K	\$182K	\$217K	\$204K	\$201K	\$208K	\$196K	\$210K	\$168K	\$179K	\$193K	\$177K	\$193K
Prior Year	\$162K	\$193K	\$201K	\$182K	\$191K	\$179K	\$205K	\$165K	\$145K	\$171K	\$163K	\$183K	\$220K
Percent Change from Prior Year	36%	-6%	8%	12%	5%	16%	-4%	27%	16%	4%	18%	-3%	-13%

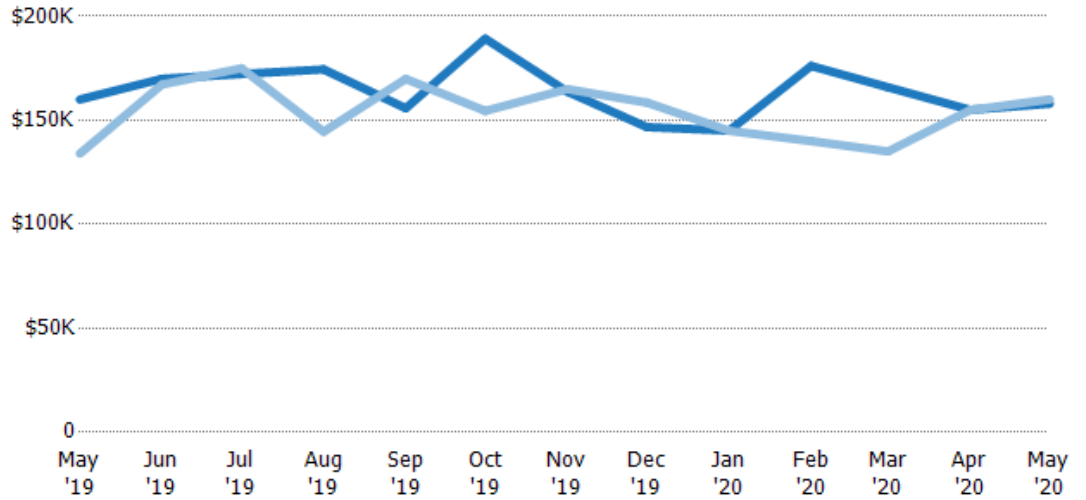
## Median Sales Price

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.
May '20	\$158K	-1.3%
May '19	\$160K	19.4%
May '18	\$134K	11.6%



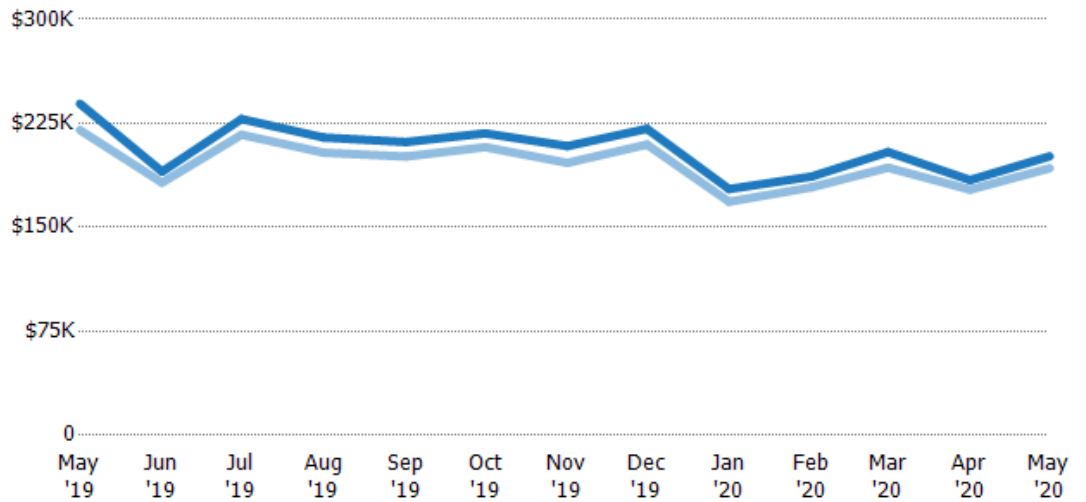
Current Year	\$160K	\$170K	\$172K	\$174K	\$156K	\$189K	\$164K	\$147K	\$145K	\$176K	\$166K	\$155K	\$158K
Prior Year	\$134K	\$167K	\$175K	\$145K	\$170K	\$155K	\$165K	\$159K	\$145K	\$140K	\$135K	\$155K	\$160K
Percent Change from Prior Year	19%	2%	-2%	21%	-8%	22%	-1%	-7%	0%	26%	23%	0%	-1%

## 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



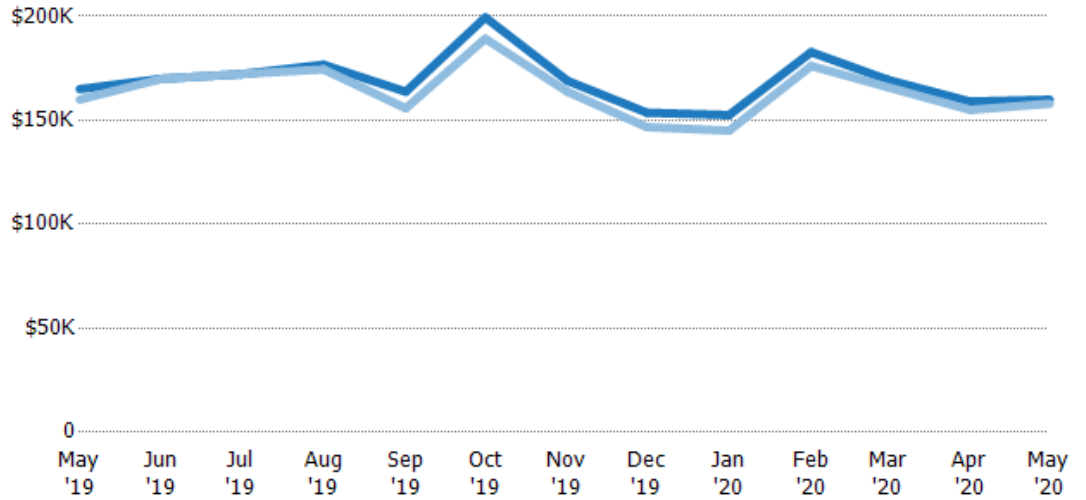
Avg List Price	\$239K	\$190K	\$228K	\$215K	\$211K	\$218K	\$209K	\$221K	\$178K	\$187K	\$204K	\$184K	\$201K
Avg Sales Price	\$220K	\$182K	\$217K	\$204K	\$201K	\$208K	\$196K	\$210K	\$168K	\$179K	\$193K	\$177K	\$193K
Avg Sales Price as a % of Avg List Price	92%	96%	95%	95%	95%	95%	94%	95%	95%	96%	94%	96%	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



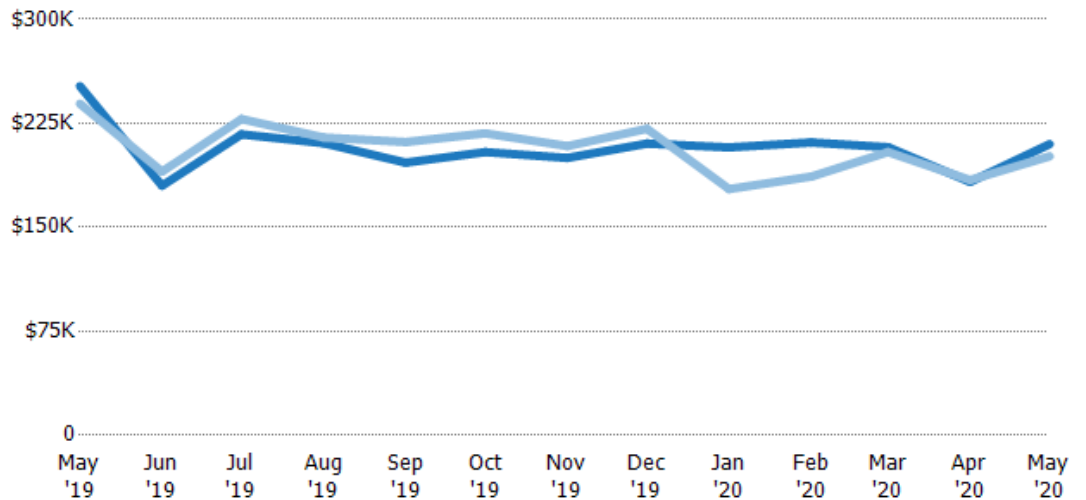
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$165K	\$170K	\$172K	\$177K	\$164K	\$199K	\$169K	\$154K	\$153K	\$183K	\$169K	\$159K	\$160K
Median Sales Price	\$160K	\$170K	\$172K	\$174K	\$156K	\$189K	\$164K	\$147K	\$145K	\$176K	\$166K	\$155K	\$158K
Med Sales Price as a % of Med List Price	97%	100%	100%	99%	95%	95%	97%	95%	95%	96%	98%	97%	99%

## 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



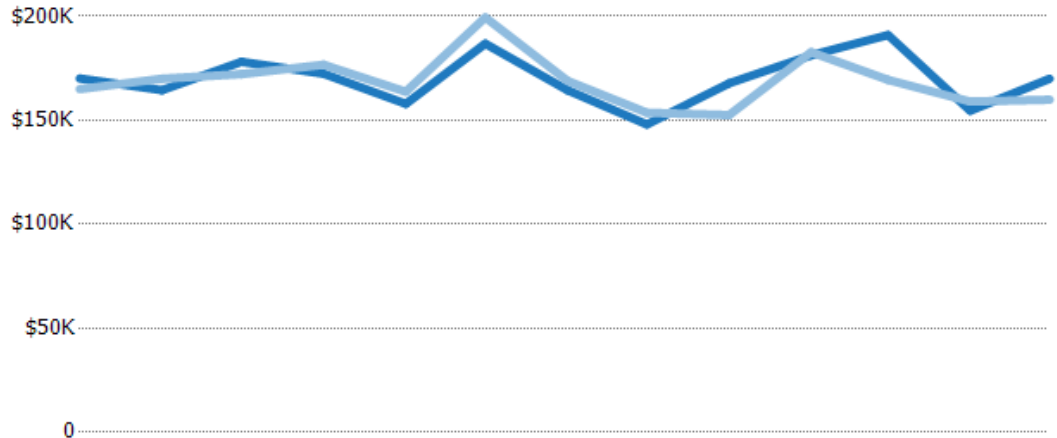
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$252K	\$180K	\$217K	\$211K	\$197K	\$204K	\$200K	\$210K	\$208K	\$211K	\$208K	\$183K	\$210K
Avg Sales Price	\$239K	\$190K	\$228K	\$215K	\$211K	\$218K	\$209K	\$221K	\$178K	\$187K	\$204K	\$184K	\$201K
Avg Sales Price as a % of Avg Est Value	95%	106%	105%	102%	108%	107%	104%	105%	86%	88%	98%	101%	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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$170K	\$164K	\$178K	\$172K	\$158K	\$187K	\$165K	\$148K	\$168K	\$181K	\$191K	\$155K	\$170K
Median Sales Price	\$165K	\$170K	\$172K	\$177K	\$164K	\$199K	\$169K	\$154K	\$153K	\$183K	\$169K	\$159K	\$160K
Med Sales Price as a % of Med Est Value	97%	103%	97%	103%	104%	107%	103%	104%	91%	101%	89%	103%	94%