

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

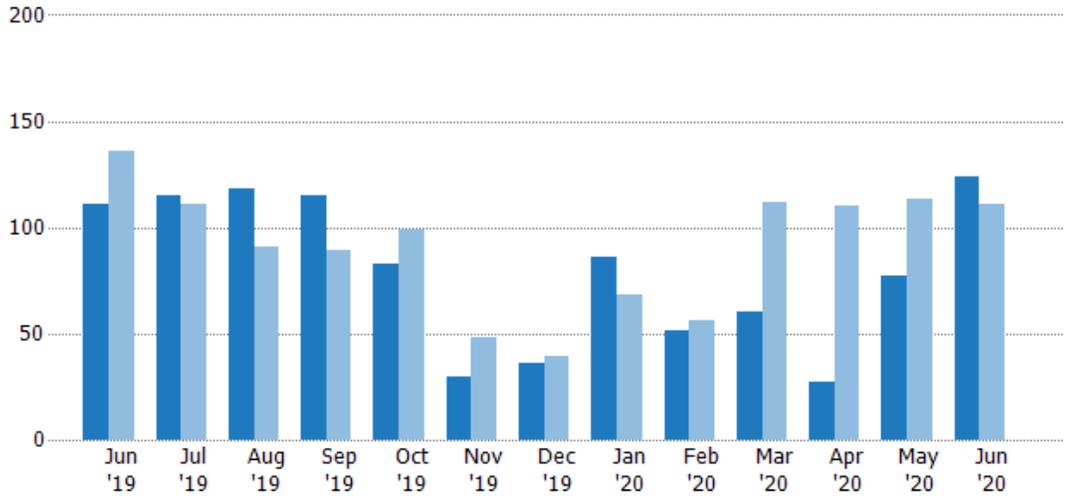
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	124	111	+11.7%	425	570	-25.4%
New Listing Volume	\$36,559,387	\$29,295,800	+24.8%	\$113,093,331	\$134,484,659	-15.9%
Active Listing Count	336	577	-41.8%	N/A	N/A	
Active Listing Volume	\$124,928,432	\$163,992,539	-23.8%	N/A	N/A	
Average Listing Price	\$371,811	\$284,216	+30.8%	\$348,430	\$291,667	+19.5%
Median Listing Price	\$247,000	\$205,000	+20.5%	\$223,655	\$204,951	+9.1%
Median Days in RPR	148	116	+27.6%	167.25	153.2	+9.2%
Months of Inventory	7.8	10.3	-24.2%	6.8	11.6	-41.3%
Absorption Rate	12.8%	9.71%	+3.1%	14.66%	8.61%	+6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	132	84	+57.1%	430	420	+2.4%
New Pending Sales Volume	\$32,049,892	\$18,648,700	+71.9%	\$91,854,260	\$85,924,136	+6.9%
Pending Sales Count	160	98	+63.3%	N/A	N/A	
Pending Sales Volume	\$41,246,998	\$22,491,950	+83.4%	N/A	N/A	
Closed Sales Count	59	72	-18.1%	272	328	-17.1%
Closed Sales Volume	\$10,944,251	\$13,120,360	-16.6%	\$49,692,581	\$59,219,574	-16.1%
Average Sales Price	\$185,496	\$182,227	+1.8%	\$182,693	\$180,547	+1.2%
Median Sales Price	\$165,000	\$169,950	-2.9%	\$160,203	\$153,171	+4.6%

## 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



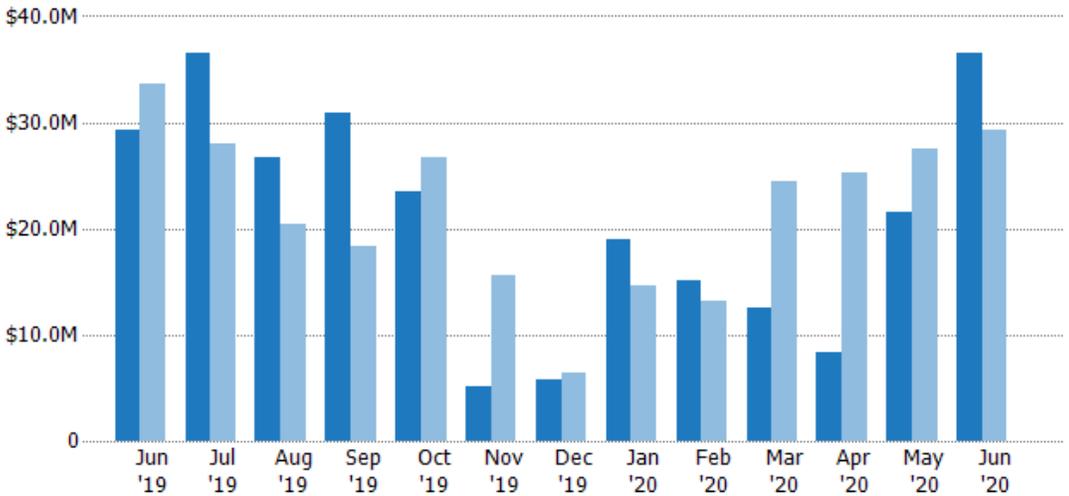
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	111	115	118	115	83	30	36	86	51	60	27	77	124
Prior Year	136	111	91	89	99	48	39	68	56	112	110	113	111
Percent Change from Prior Year	-18%	4%	30%	29%	-16%	-38%	-8%	26%	-9%	-46%	-75%	-32%	12%

## 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



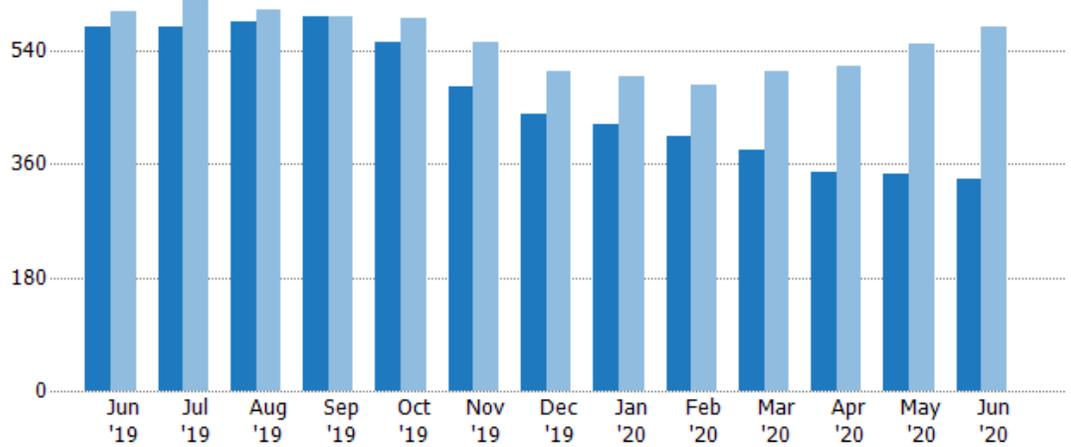
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$29.3M	\$36.5M	\$26.6M	\$30.9M	\$23.5M	\$5.19M	\$5.84M	\$19M	\$15.1M	\$12.6M	\$8.37M	\$21.5M	\$36.6M
Prior Year	\$33.7M	\$28M	\$20.4M	\$18.3M	\$26.7M	\$15.7M	\$6.46M	\$14.6M	\$13.3M	\$24.4M	\$25.3M	\$27.6M	\$29.3M
Percent Change from Prior Year	-13%	30%	30%	69%	-12%	-67%	-10%	30%	14%	-49%	-67%	-22%	25%

## 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



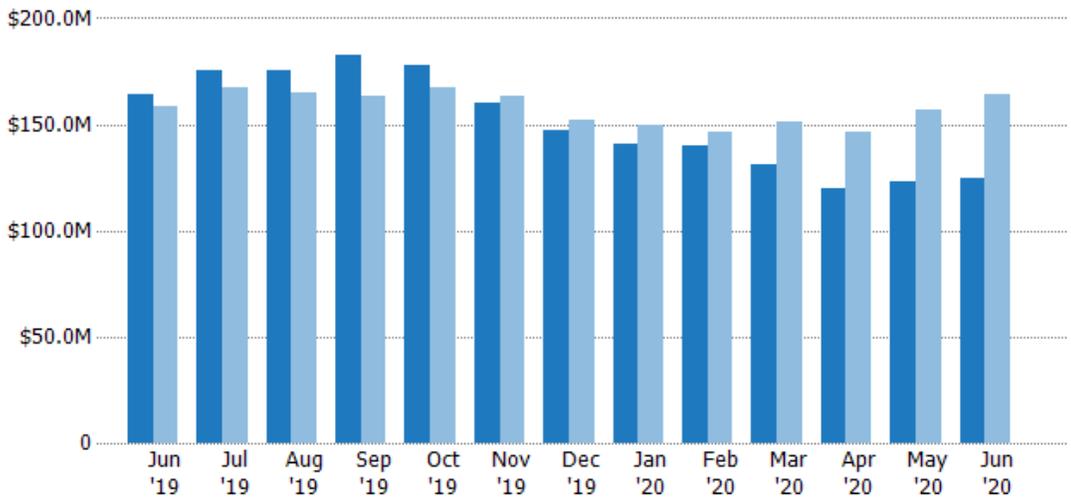
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	577	579	585	594	554	482	439	423	405	382	348	344	336
Prior Year	602	621	605	593	591	554	507	499	485	508	515	552	577
Percent Change from Prior Year	-4%	-7%	-3%	0%	-6%	-13%	-13%	-15%	-16%	-25%	-32%	-38%	-42%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$164M	\$175M	\$176M	\$183M	\$178M	\$160M	\$147M	\$141M	\$140M	\$131M	\$120M	\$123M	\$125M
Prior Year	\$158M	\$167M	\$165M	\$164M	\$168M	\$163M	\$152M	\$150M	\$146M	\$151M	\$146M	\$157M	\$164M
Percent Change from Prior Year	4%	5%	7%	12%	6%	-2%	-3%	-6%	-4%	-14%	-18%	-22%	-24%

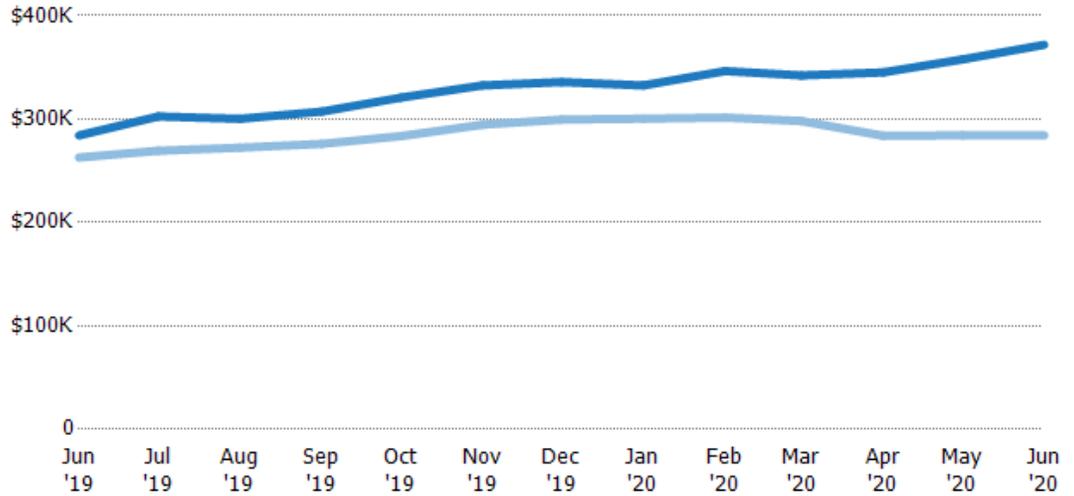
## Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '20	\$372K	30.8%
Jun '19	\$284K	8.1%
Jun '18	\$263K	0.5%



Current Year	\$284K	\$303K	\$300K	\$307K	\$321K	\$333K	\$336K	\$333K	\$346K	\$342K	\$345K	\$358K	\$372K
Prior Year	\$263K	\$269K	\$272K	\$276K	\$284K	\$295K	\$300K	\$300K	\$302K	\$298K	\$284K	\$284K	\$284K
Percent Change from Prior Year	8%	12%	10%	11%	13%	13%	12%	11%	15%	15%	22%	26%	31%

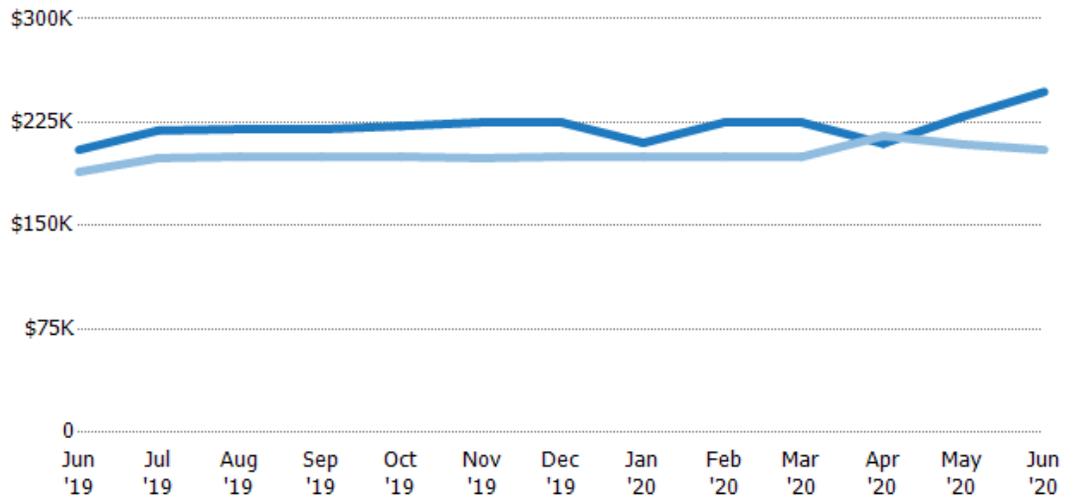
## Median Listing Price

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  
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Month/ Year	Price	% Chg.
Jun '20	\$247K	20.5%
Jun '19	\$205K	8.5%
Jun '18	\$189K	-3.4%



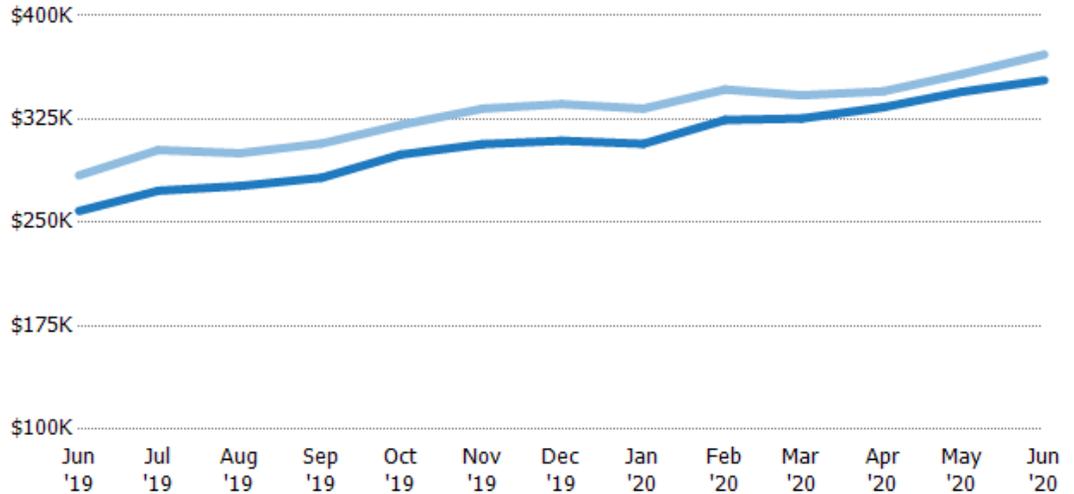
Current Year	\$205K	\$219K	\$220K	\$220K	\$222K	\$225K	\$225K	\$210K	\$225K	\$225K	\$210K	\$229K	\$247K
Prior Year	\$189K	\$199K	\$200K	\$200K	\$200K	\$199K	\$200K	\$200K	\$200K	\$200K	\$215K	\$209K	\$205K
Percent Change from Prior Year	8%	10%	10%	10%	11%	13%	12%	5%	13%	13%	-3%	10%	20%

## 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  
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 Family Residence



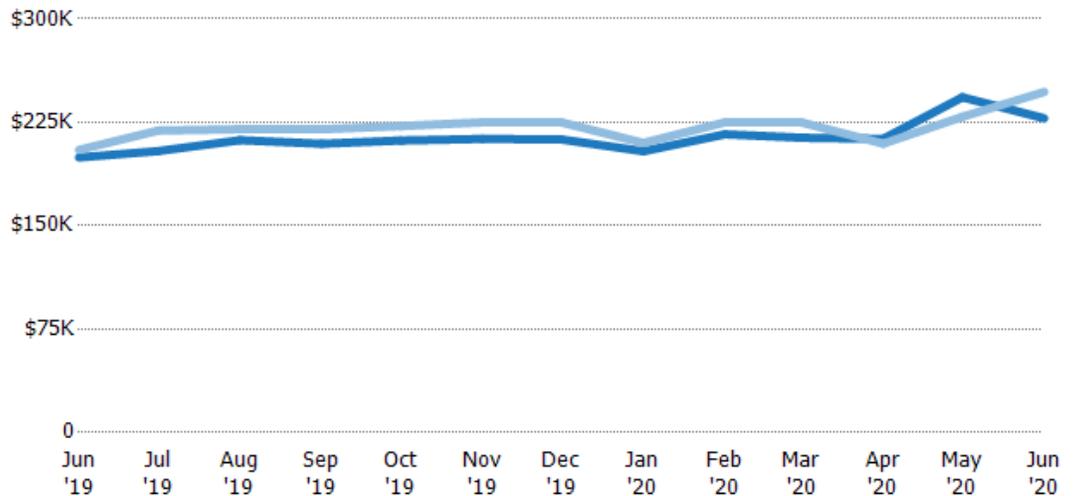
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$258K	\$273K	\$276K	\$282K	\$299K	\$307K	\$309K	\$307K	\$324K	\$325K	\$334K	\$345K	\$353K
Avg Listing Price	\$284K	\$303K	\$300K	\$307K	\$321K	\$333K	\$336K	\$333K	\$346K	\$342K	\$345K	\$358K	\$372K
Avg Listing Price as a % of Avg Est Value	110%	111%	109%	109%	107%	108%	109%	108%	107%	105%	103%	104%	105%

## 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:  
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 Family Residence



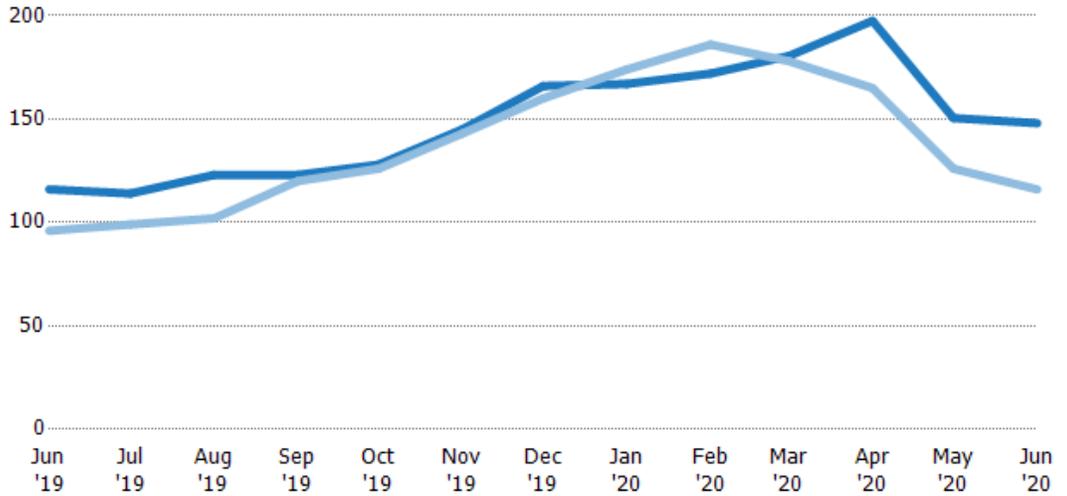
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$200K	\$204K	\$212K	\$209K	\$212K	\$213K	\$213K	\$204K	\$216K	\$214K	\$213K	\$243K	\$228K
Median Listing Price	\$205K	\$219K	\$220K	\$220K	\$222K	\$225K	\$225K	\$210K	\$225K	\$225K	\$210K	\$229K	\$247K
Med Listing Price as a % of Med Est Value	103%	107%	104%	105%	105%	106%	106%	103%	104%	105%	98%	94%	108%

## 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  
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 Family Residence



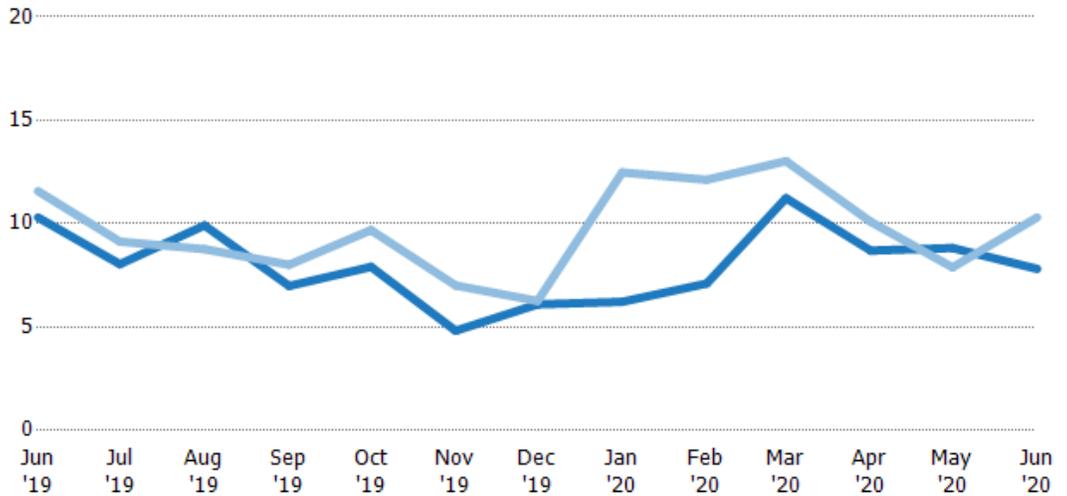
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	116	114	123	123	128	145	166	167	172	181	198	151	148
Prior Year	96	99	102	120	126	143	160	174	186	178	165	126	116
Percent Change from Prior Year	21%	15%	21%	3%	2%	1%	4%	-4%	-8%	1%	20%	19%	28%

## Months of Inventory

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

### Filters Used

State: VT  
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 Family Residence



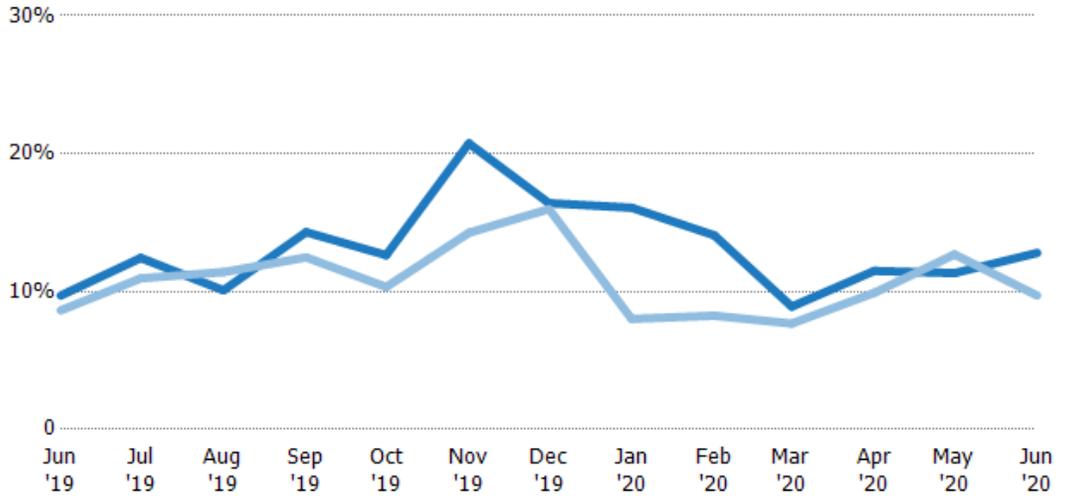
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	10.3	8.04	9.92	6.99	7.91	4.82	6.1	6.22	7.11	11.2	8.7	8.82	7.81
Prior Year	11.6	9.13	8.77	8.01	9.69	7.01	6.26	12.5	12.1	13	10.1	7.89	10.3
Percent Change from Prior Year	-11%	-12%	13%	-13%	-18%	-31%	-3%	-50%	-41%	-14%	-14%	12%	-24%

## 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.
Jun '20	13%	-3.1%
Jun '19	10%	-1.1%
Jun '18	9%	-4.6%

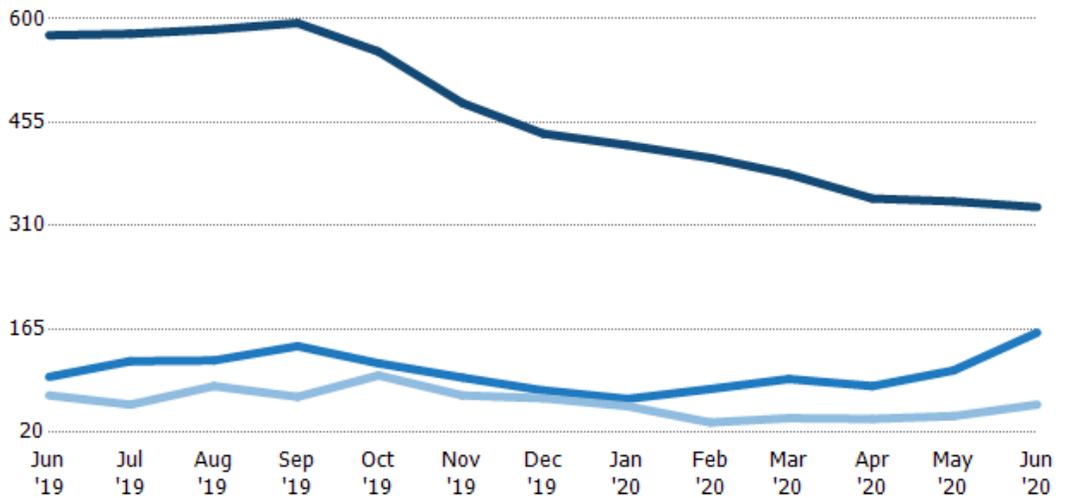
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	10%	12%	10%	14%	13%	21%	16%	16%	14%	9%	11%	11%	13%
Prior Year	9%	11%	11%	12%	10%	14%	16%	8%	8%	8%	10%	13%	10%
Change from Prior Year	-1%	-1%	1%	-2%	-2%	-6%	0%	-8%	-6%	-1%	-2%	1%	-3%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	577	579	585	594	554	482	439	423	405	382	348	344	336
Pending	98	120	121	141	117	97	79	67	81	95	85	107	160
Sold	72	59	85	70	100	72	68	57	34	40	39	43	59

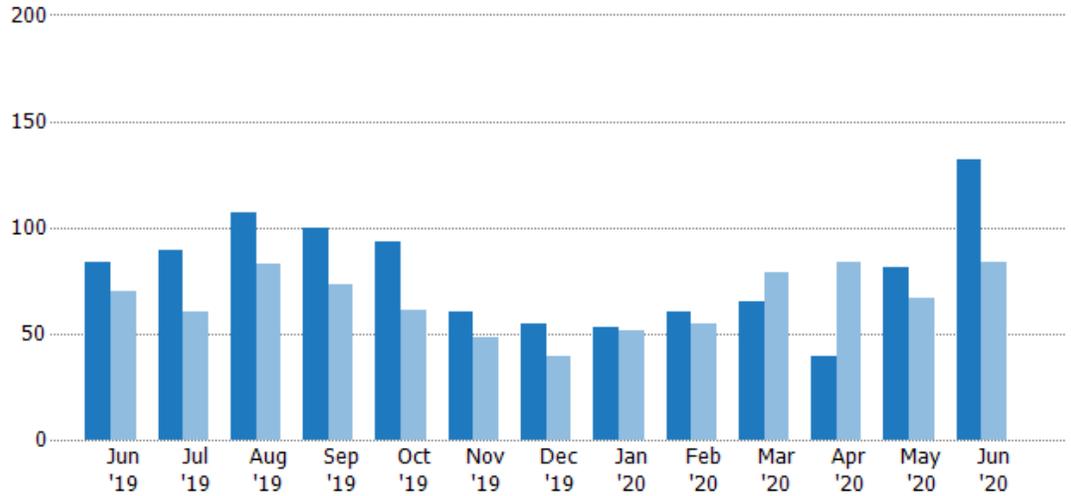
## New Pending Sales

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.
Jun '20	132	57.1%
Jun '19	84	20%
Jun '18	70	5.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	84	89	107	100	93	60	55	53	60	65	39	81	132
Prior Year	70	60	83	73	61	48	39	51	55	79	84	67	84
Percent Change from Prior Year	20%	48%	29%	37%	52%	25%	41%	4%	9%	-18%	-54%	21%	57%

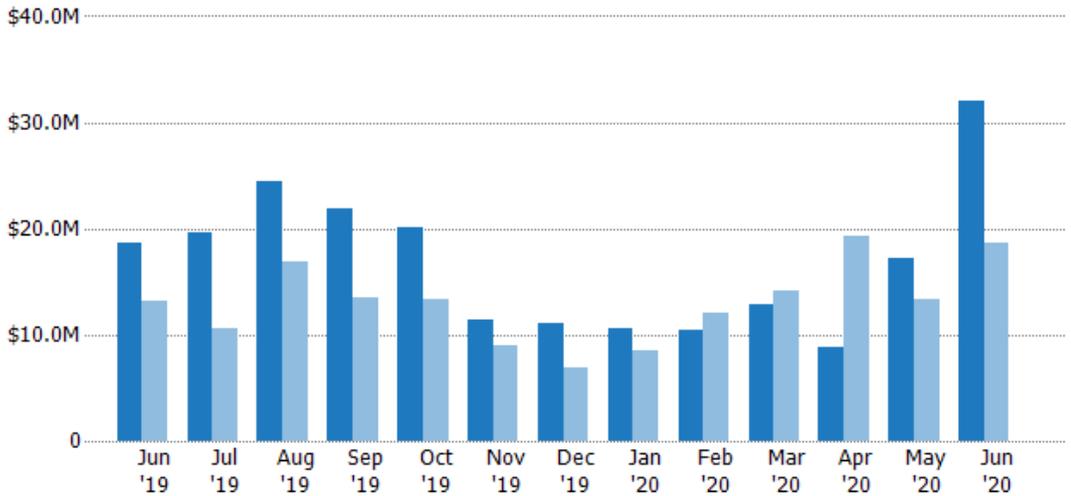
## New Pending Sales Volume

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.
Jun '20	\$32M	71.9%
Jun '19	\$18.6M	41.1%
Jun '18	\$13.2M	1.2%



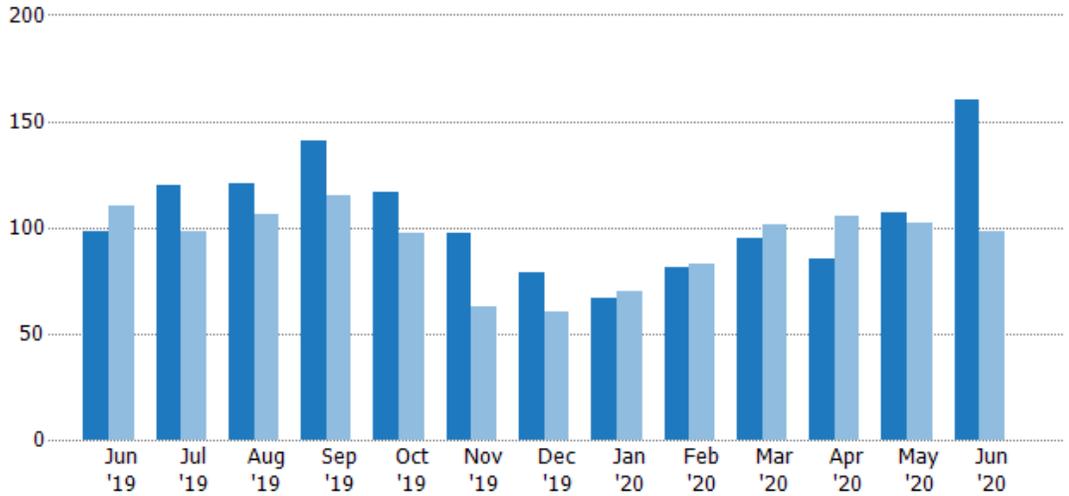
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$18.6M	\$19.6M	\$24.4M	\$21.9M	\$20.1M	\$11.4M	\$11M	\$10.6M	\$10.4M	\$12.8M	\$8.78M	\$17.2M	\$32M
Prior Year	\$13.2M	\$10.6M	\$16.9M	\$13.5M	\$13.4M	\$9.02M	\$6.94M	\$8.56M	\$12M	\$14.1M	\$19.3M	\$13.3M	\$18.6M
Percent Change from Prior Year	41%	86%	45%	62%	50%	26%	59%	24%	-14%	-9%	-54%	29%	72%

## 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



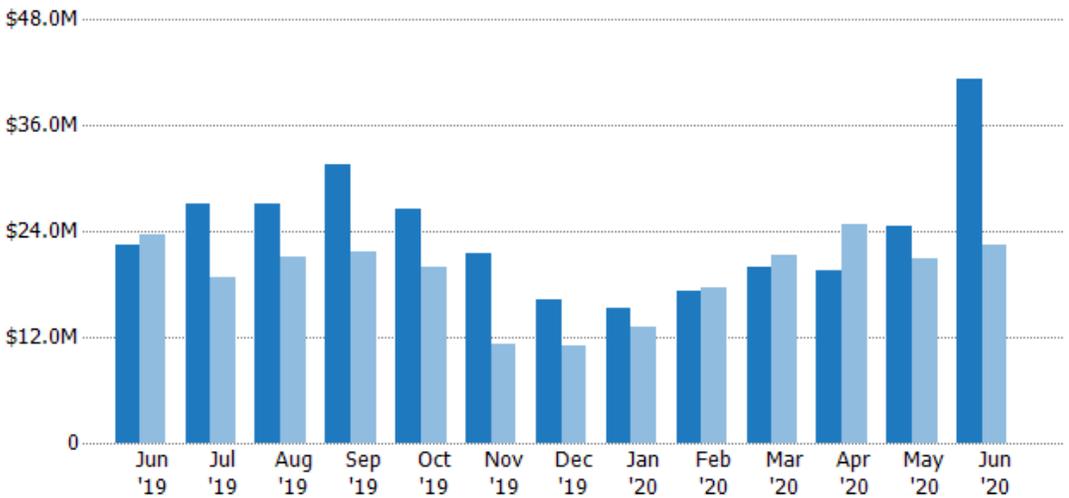
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	98	120	121	141	117	97	79	67	81	95	85	107	160
Prior Year	110	98	106	115	97	63	60	70	83	101	105	102	98
Percent Change from Prior Year	-11%	22%	14%	23%	21%	54%	32%	-4%	-2%	-6%	-19%	5%	63%

## 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



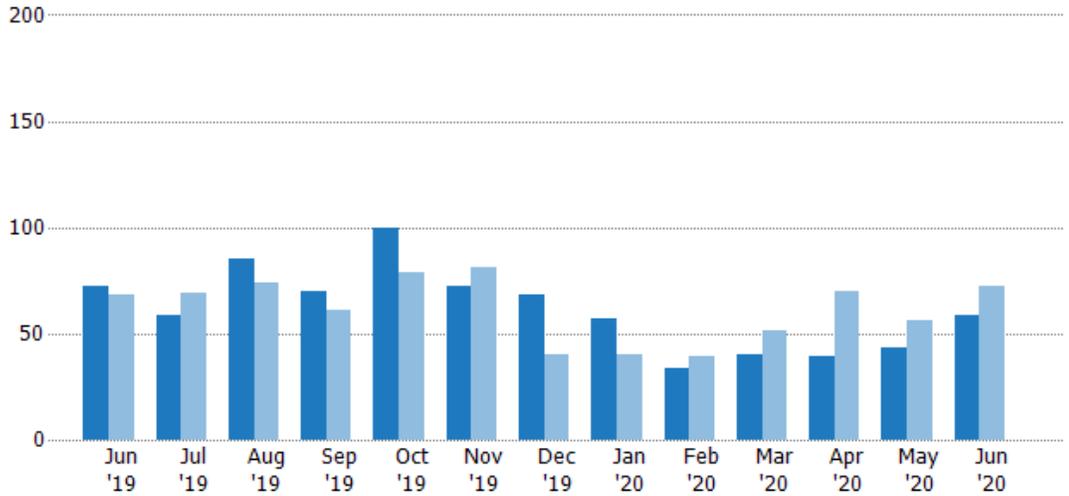
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$22.5M	\$27.2M	\$27.1M	\$31.5M	\$26.5M	\$21.5M	\$16.3M	\$15.4M	\$17.3M	\$20M	\$19.5M	\$24.6M	\$41.2M
Prior Year	\$23.6M	\$18.8M	\$21.1M	\$21.6M	\$19.9M	\$11.2M	\$11M	\$13.1M	\$17.7M	\$21.2M	\$24.9M	\$20.9M	\$22.5M
Percent Change from Prior Year	-5%	45%	28%	46%	33%	92%	48%	17%	-2%	-6%	-21%	18%	83%

## 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



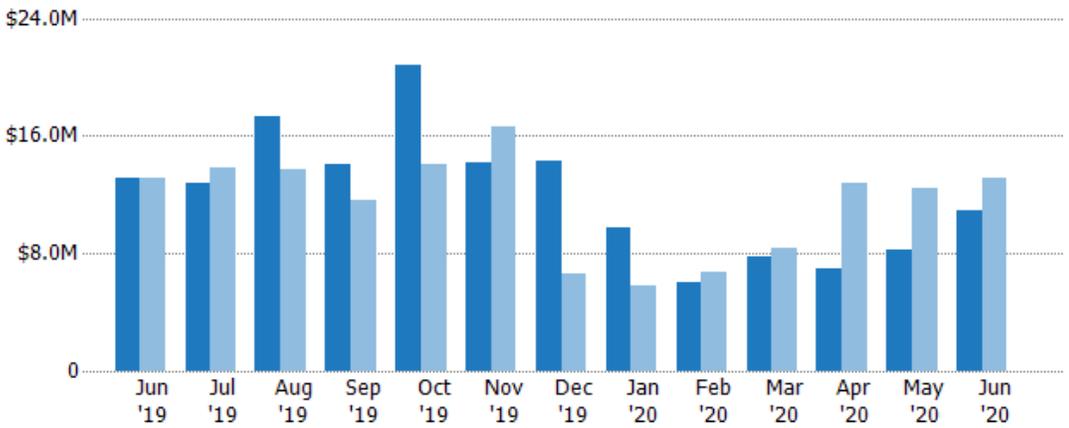
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	72	59	85	70	100	72	68	57	34	40	39	43	59
Prior Year	68	69	74	61	79	81	40	40	39	51	70	56	72
Percent Change from Prior Year	6%	-14%	15%	15%	27%	-11%	70%	43%	-13%	-22%	-44%	-23%	-18%

## 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



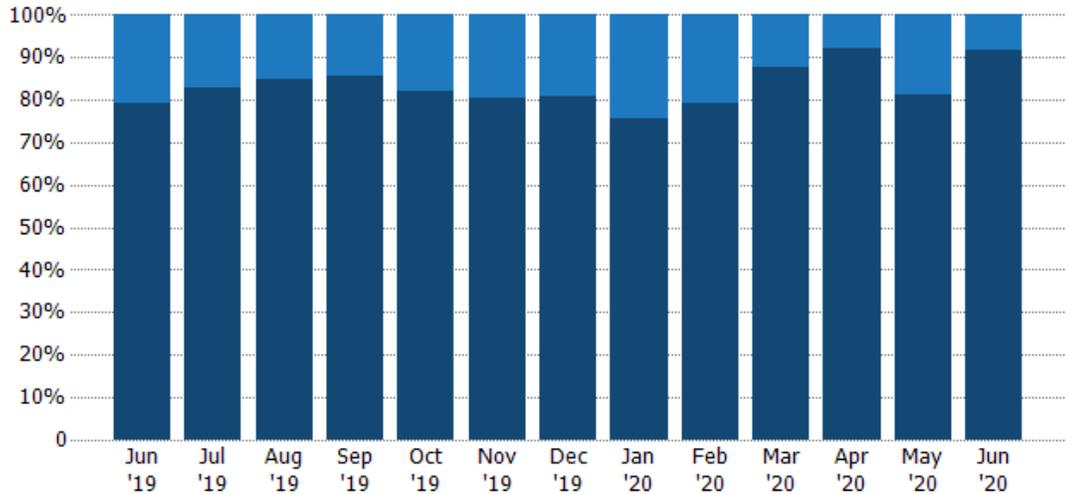
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$13.1M	\$12.8M	\$17.3M	\$14.1M	\$20.8M	\$14.1M	\$14.3M	\$9.76M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$10.9M
Prior Year	\$13.2M	\$13.8M	\$13.7M	\$11.7M	\$14.1M	\$16.6M	\$6.61M	\$5.82M	\$6.68M	\$8.32M	\$12.8M	\$12.5M	\$13.1M
Percent Change from Prior Year	0%	-8%	27%	21%	47%	-15%	116%	68%	-9%	-7%	-46%	-34%	-17%

## 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



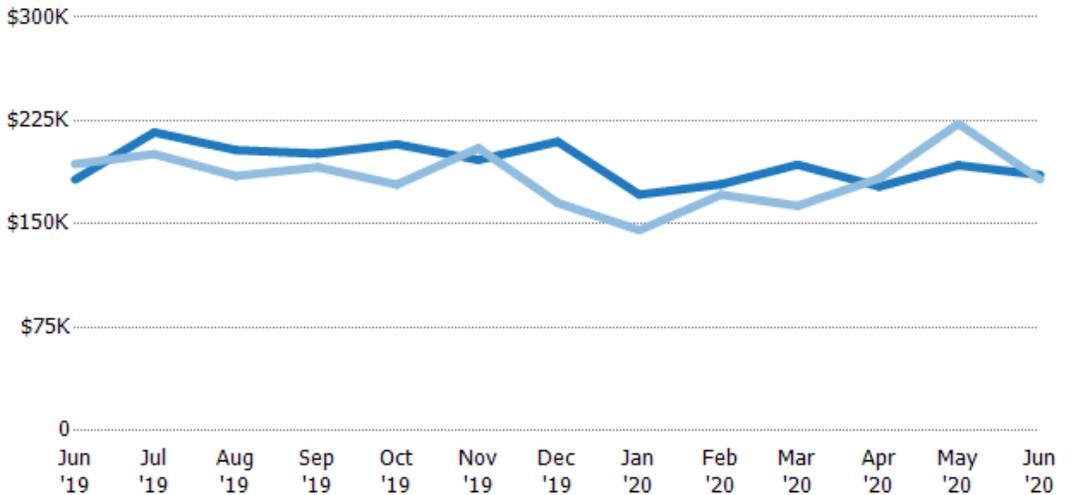
Condo/Townhouse	21%	17%	15%	14%	18%	19%	19%	25%	21%	13%	8%	19%	8%
Single Family Residence	79%	83%	85%	86%	82%	81%	81%	75%	79%	88%	92%	81%	92%

## 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



Month/Year	Price	% Chg.
Jun '20	\$185K	1.8%
Jun '19	\$182K	-5.8%
Jun '18	\$193K	-11.2%

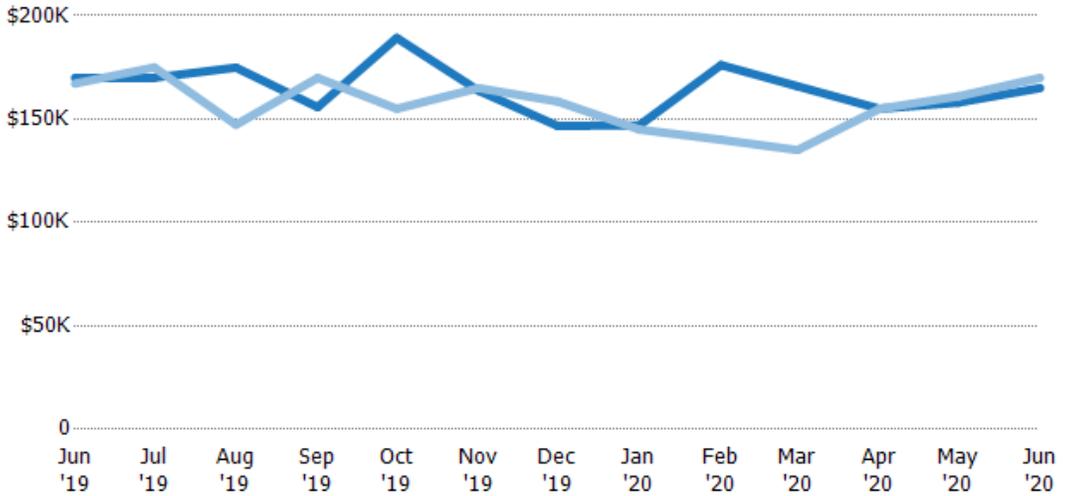
Current Year	\$182K	\$216K	\$204K	\$201K	\$208K	\$196K	\$210K	\$171K	\$179K	\$193K	\$177K	\$193K	\$185K
Prior Year	\$193K	\$201K	\$185K	\$191K	\$179K	\$205K	\$165K	\$145K	\$171K	\$163K	\$183K	\$223K	\$182K
Percent Change from Prior Year	-6%	8%	10%	5%	16%	-4%	27%	18%	4%	18%	-3%	-14%	2%

## 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



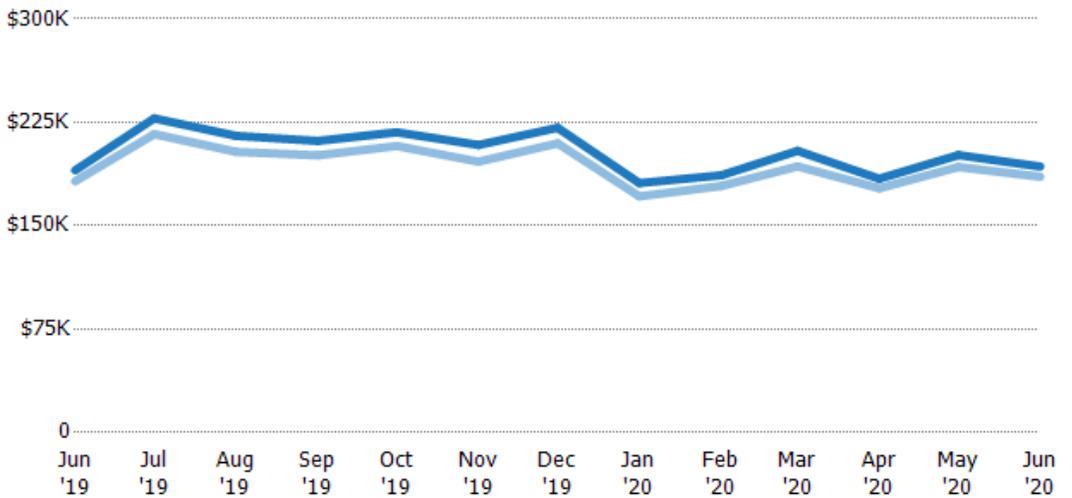
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$170K	\$170K	\$175K	\$156K	\$189K	\$164K	\$147K	\$147K	\$176K	\$166K	\$155K	\$158K	\$165K
Prior Year	\$167K	\$175K	\$147K	\$170K	\$155K	\$165K	\$159K	\$145K	\$140K	\$135K	\$155K	\$161K	\$170K
Percent Change from Prior Year	2%	-3%	19%	-8%	22%	-1%	-7%	1%	26%	23%	0%	-2%	-3%

## 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



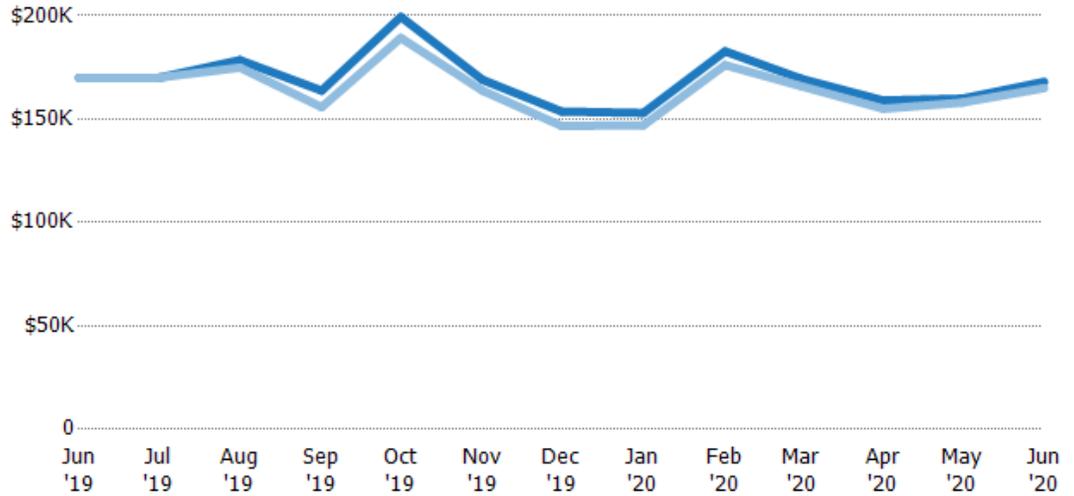
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$190K	\$228K	\$215K	\$211K	\$218K	\$209K	\$221K	\$181K	\$187K	\$204K	\$184K	\$201K	\$193K
Avg Sales Price	\$182K	\$216K	\$204K	\$201K	\$208K	\$196K	\$210K	\$171K	\$179K	\$193K	\$177K	\$193K	\$185K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	95%	95%	94%	95%	95%	96%	94%	96%	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



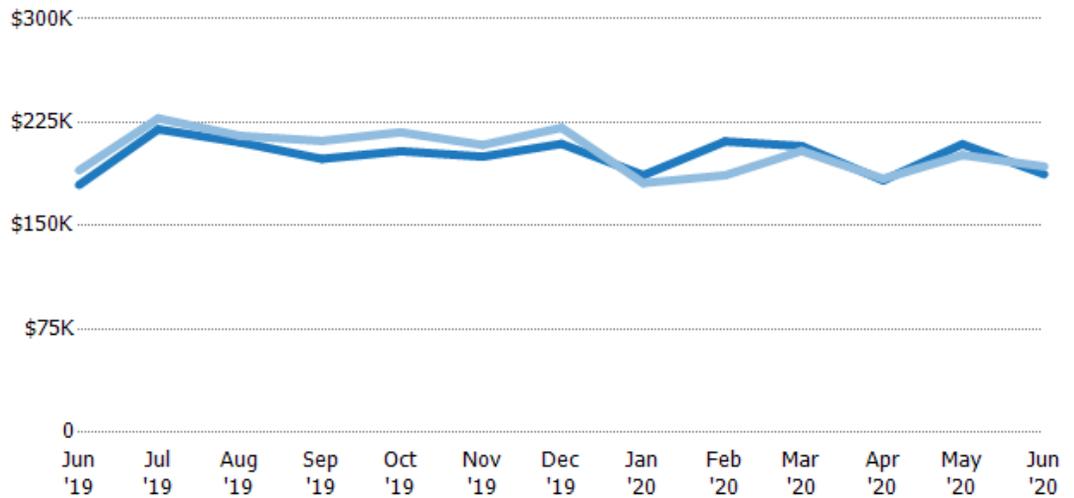
Median List Price	\$170K	\$170K	\$179K	\$164K	\$199K	\$169K	\$154K	\$153K	\$183K	\$169K	\$159K	\$160K	\$168K
Median Sales Price	\$170K	\$170K	\$175K	\$156K	\$189K	\$164K	\$147K	\$147K	\$176K	\$166K	\$155K	\$158K	\$165K
Med Sales Price as a % of Med List Price	100%	100%	98%	95%	95%	97%	95%	96%	96%	98%	97%	99%	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



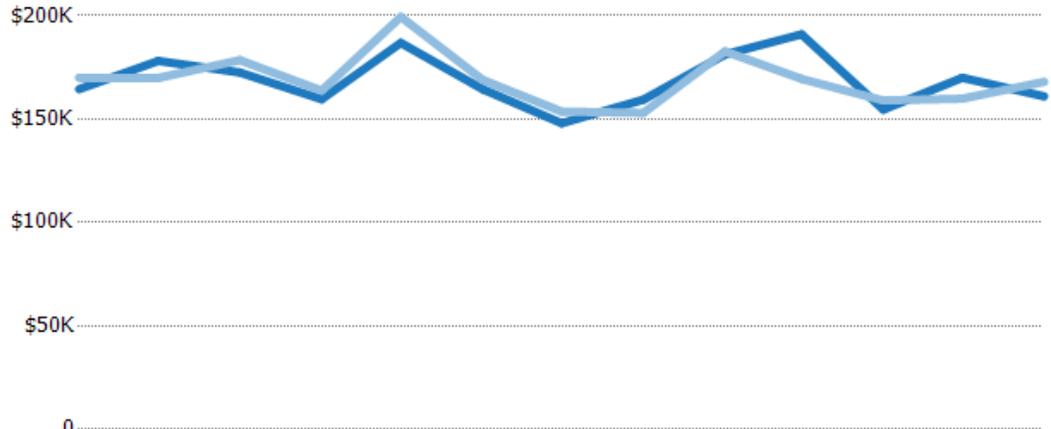
Avg Est Value	\$180K	\$220K	\$210K	\$198K	\$204K	\$200K	\$209K	\$187K	\$211K	\$208K	\$183K	\$209K	\$187K
Avg Sales Price	\$190K	\$228K	\$215K	\$211K	\$218K	\$209K	\$221K	\$181K	\$187K	\$204K	\$184K	\$201K	\$193K
Avg Sales Price as a % of Avg Est Value	106%	104%	102%	107%	107%	104%	106%	97%	88%	98%	101%	96%	103%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$164K	\$178K	\$173K	\$160K	\$187K	\$165K	\$148K	\$159K	\$181K	\$191K	\$155K	\$170K	\$161K
Median Sales Price	\$170K	\$170K	\$179K	\$164K	\$199K	\$169K	\$154K	\$153K	\$183K	\$169K	\$159K	\$160K	\$168K
Med Sales Price as a % of Med Est Value	103%	95%	103%	103%	107%	103%	104%	96%	101%	89%	103%	94%	104%