

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	120	115	+4.3%	536	681	-21.3%
New Listing Volume	\$34,596,619	\$35,957,550	-3.8%	\$143,238,309	\$169,544,709	-15.5%
Active Listing Count	323	570	-43.3%	N/A	N/A	
Active Listing Volume	\$121,409,817	\$172,185,219	-29.5%	N/A	N/A	
Average Listing Price	\$375,882	\$302,079	+24.4%	\$349,702	\$293,798	+19%
Median Listing Price	\$249,000	\$216,500	+15%	\$230,110	\$205,235	+12.1%
Median Days in RPR	89	111.5	-20.2%	149.03	146.16	+2%
Months of Inventory	5.4	7.9	-32%	6.7	10.9	-38.7%
Absorption Rate	18.58%	12.63%	+5.9%	15%	9.19%	+5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	143	89	+60.7%	562	508	+10.6%
New Pending Sales Volume	\$36,284,493	\$19,641,500	+84.7%	\$125,295,453	\$105,533,636	+18.7%
Pending Sales Count	176	120	+46.7%	N/A	N/A	
Pending Sales Volume	\$45,571,292	\$27,200,800	+67.5%	N/A	N/A	
Closed Sales Count	88	59	+49.2%	358	385	-7%
Closed Sales Volume	\$20,545,555	\$12,768,005	+60.9%	\$69,991,136	\$71,492,579	-2.1%
Average Sales Price	\$233,472	\$216,407	+7.9%	\$195,506	\$185,695	+5.3%
Median Sales Price	\$193,250	\$170,000	+13.7%	\$168,471	\$155,741	+8.2%

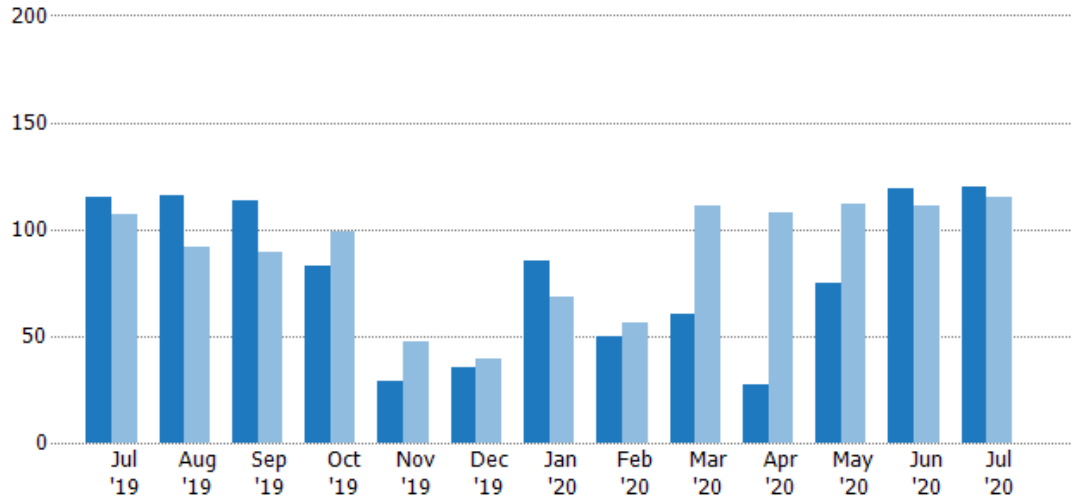
New Listings

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.
Jul '20	120	4.3%
Jul '19	115	7.5%
Jul '18	107	1.9%



Current Year	115	116	113	83	29	35	85	50	60	27	75	119	120
Prior Year	107	92	89	99	47	39	68	56	111	108	112	111	115
Percent Change from Prior Year	7%	26%	27%	-16%	-38%	-10%	25%	-11%	-46%	-75%	-33%	7%	4%

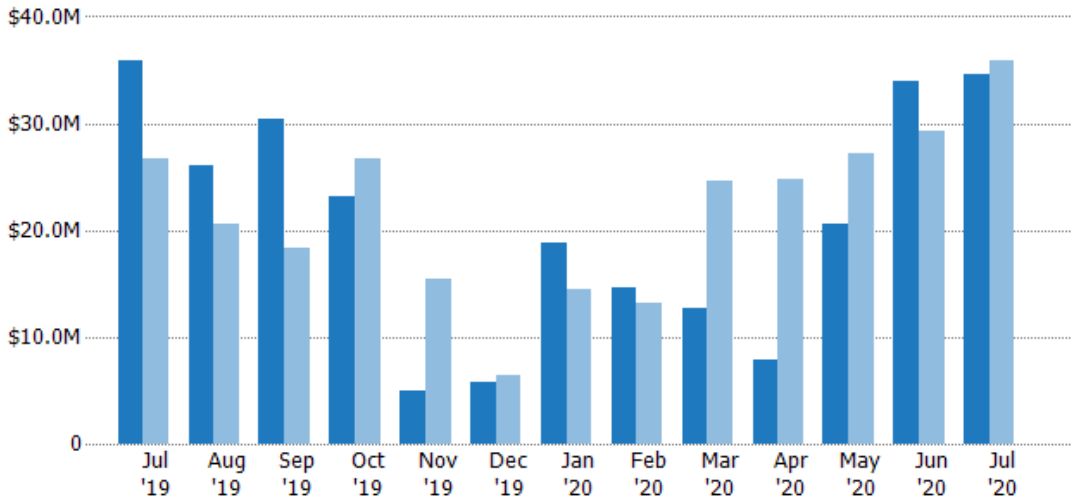
New Listing Volume

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.
Jul '20	\$34.6M	-3.8%
Jul '19	\$36M	34.7%
Jul '18	\$26.7M	3.7%



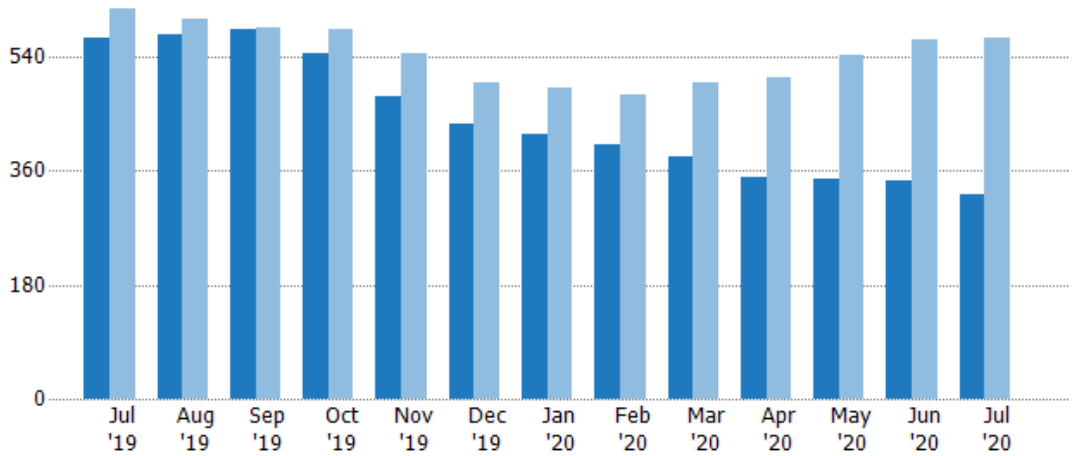
Current Year	\$36M	\$26.1M	\$30.4M	\$23.2M	\$5.02M	\$5.78M	\$18.9M	\$14.6M	\$12.8M	\$7.86M	\$20.6M	\$33.9M	\$34.6M
Prior Year	\$26.7M	\$20.5M	\$18.3M	\$26.7M	\$15.5M	\$6.46M	\$14.5M	\$13.3M	\$24.5M	\$24.8M	\$27.2M	\$29.3M	\$36M
Percent Change from Prior Year	35%	27%	66%	-13%	-68%	-10%	30%	10%	-48%	-68%	-24%	16%	-4%

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



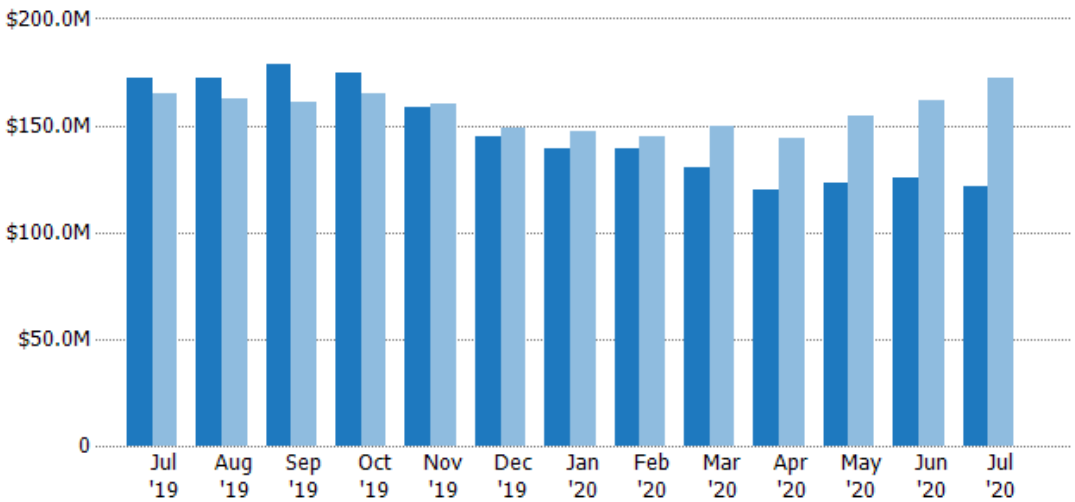
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	570	574	582	546	477	433	419	402	381	350	347	345	323
Prior Year	617	599	585	583	545	498	491	479	500	506	542	567	570
Percent Change from Prior Year	-8%	-4%	-1%	-6%	-12%	-13%	-15%	-16%	-24%	-31%	-36%	-39%	-43%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$172M	\$172M	\$179M	\$175M	\$158M	\$145M	\$139M	\$139M	\$130M	\$120M	\$123M	\$126M	\$121M
Prior Year	\$165M	\$163M	\$161M	\$165M	\$160M	\$149M	\$147M	\$145M	\$150M	\$144M	\$154M	\$161M	\$172M
Percent Change from Prior Year	4%	6%	11%	6%	-1%	-3%	-6%	-4%	-13%	-17%	-21%	-22%	-29%

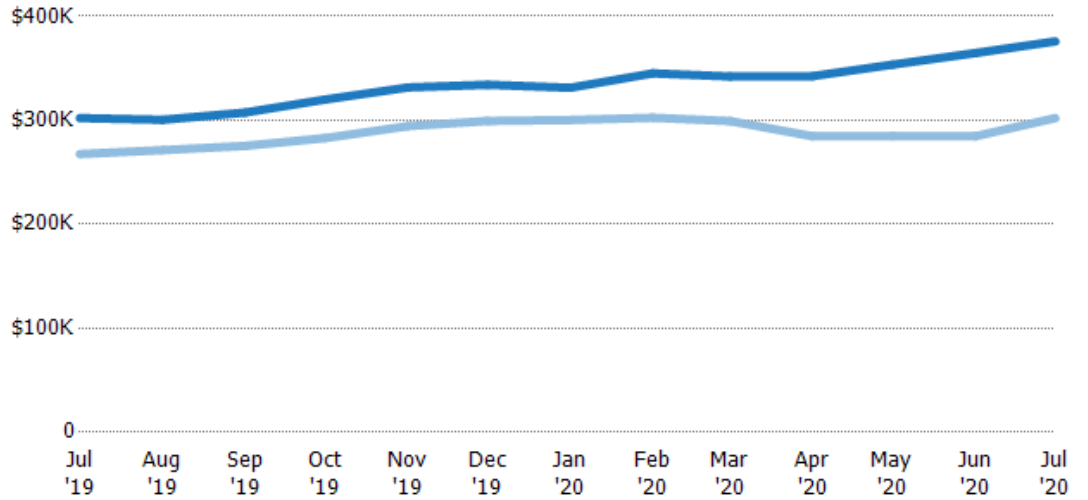
Average Listing Price

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.
Jul '20	\$376K	24.4%
Jul '19	\$302K	12.9%
Jul '18	\$268K	-0.6%



Current Year	\$302K	\$300K	\$307K	\$320K	\$332K	\$334K	\$331K	\$345K	\$342K	\$342K	\$354K	\$365K	\$376K
Prior Year	\$268K	\$271K	\$275K	\$283K	\$294K	\$299K	\$300K	\$302K	\$299K	\$285K	\$285K	\$285K	\$302K
Percent Change from Prior Year	13%	11%	12%	13%	13%	12%	10%	14%	14%	20%	24%	28%	24%

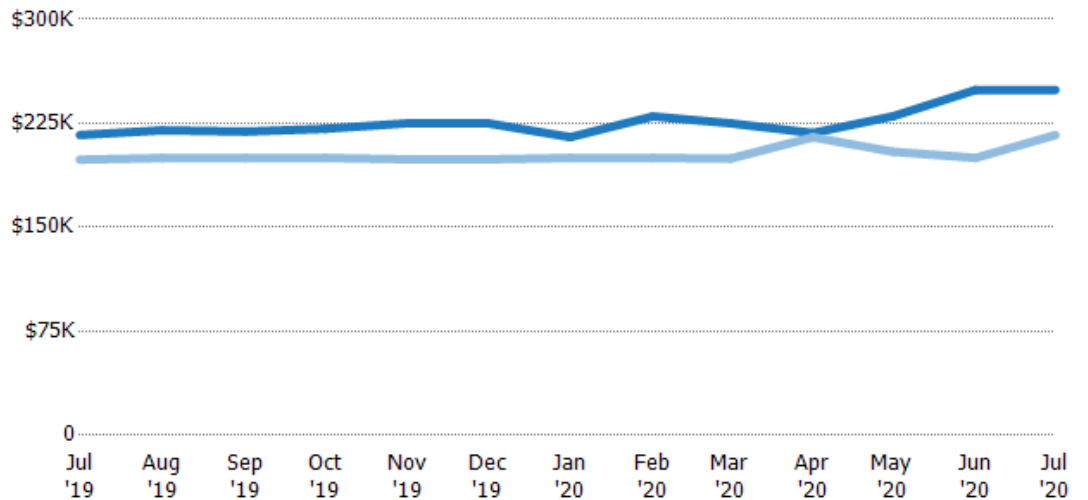
Median Listing Price

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.
Jul '20	\$249K	15%
Jul '19	\$217K	8.9%
Jul '18	\$199K	-7.4%



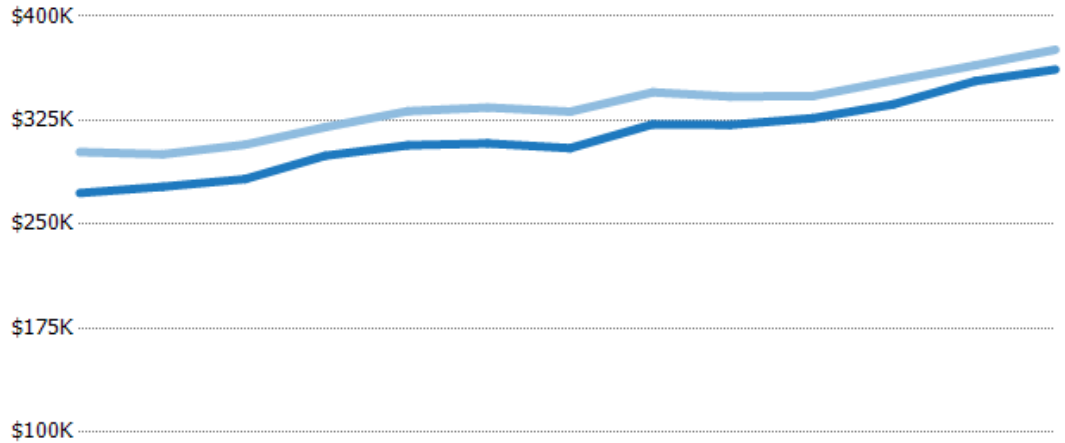
Current Year	\$217K	\$220K	\$219K	\$221K	\$225K	\$225K	\$215K	\$230K	\$225K	\$218K	\$230K	\$249K	\$249K
Prior Year	\$199K	\$200K	\$200K	\$200K	\$199K	\$199K	\$200K	\$200K	\$199K	\$215K	\$205K	\$200K	\$217K
Percent Change from Prior Year	9%	10%	10%	11%	13%	13%	8%	15%	13%	1%	12%	25%	15%

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



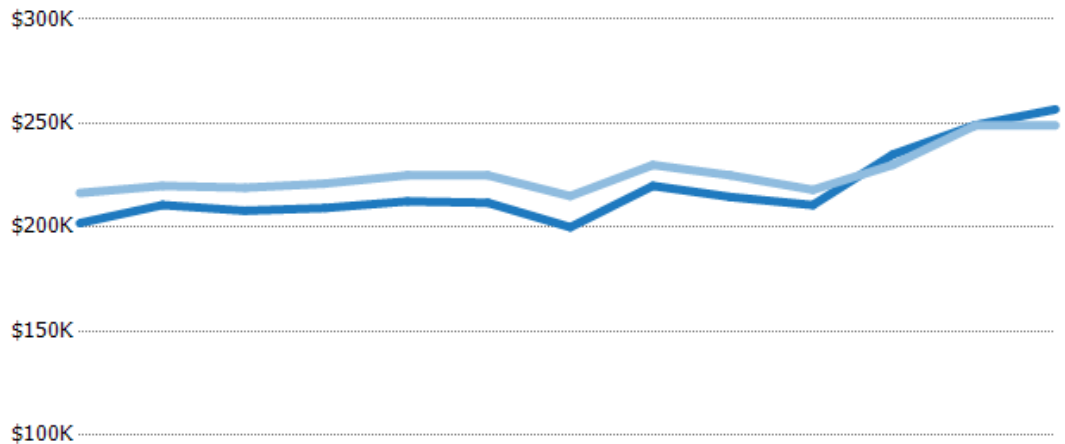
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$273K	\$277K	\$283K	\$299K	\$307K	\$308K	\$305K	\$322K	\$322K	\$327K	\$336K	\$353K	\$362K
Avg Listing Price	\$302K	\$300K	\$307K	\$320K	\$332K	\$334K	\$331K	\$345K	\$342K	\$342K	\$354K	\$365K	\$376K
Avg Listing Price as a % of Avg Est Value	111%	108%	109%	107%	108%	108%	109%	107%	106%	105%	105%	103%	104%

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



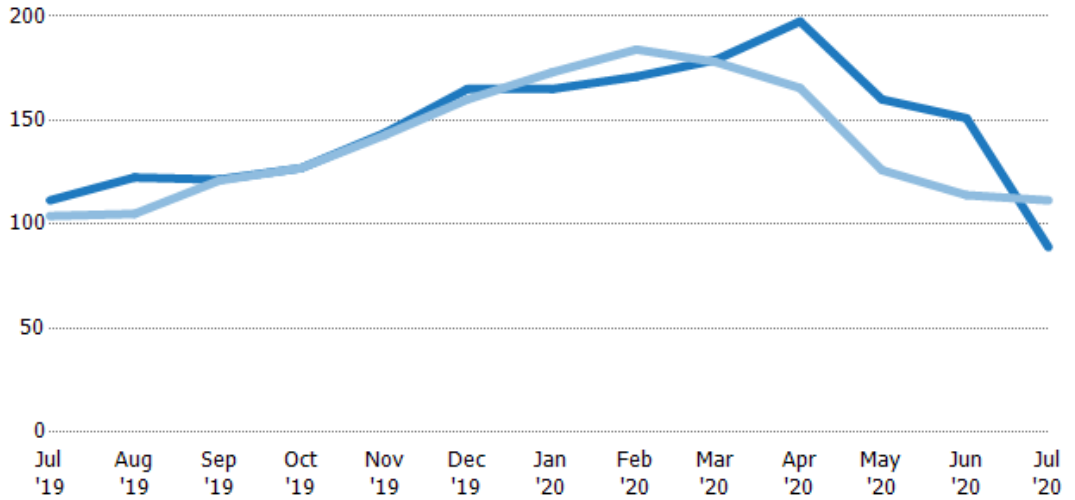
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$202K	\$211K	\$208K	\$209K	\$212K	\$212K	\$200K	\$220K	\$215K	\$211K	\$235K	\$249K	\$257K
Median Listing Price	\$217K	\$220K	\$219K	\$221K	\$225K	\$225K	\$215K	\$230K	\$225K	\$218K	\$230K	\$249K	\$249K
Med Listing Price as a % of Med Est Value	107%	104%	105%	106%	106%	106%	107%	105%	105%	103%	98%	100%	97%

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.
Jul '20	89	-20.2%
Jul '19	112	7.2%
Jul '18	104	0%

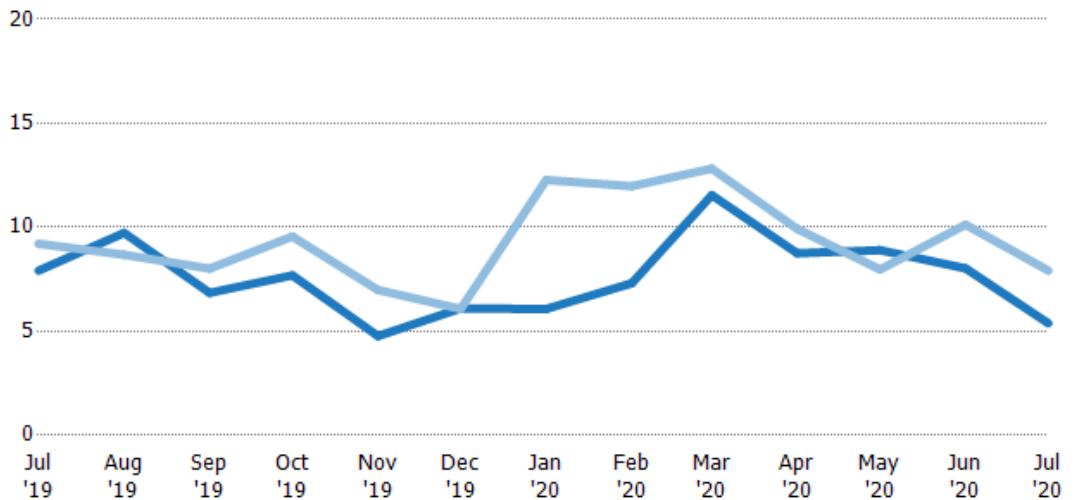
Current Year	112	123	122	127	144	165	165	171	179	198	160	151	89
Prior Year	104	105	121	127	143	160	173	184	178	166	126	114	112
Percent Change from Prior Year	7%	17%	0%	0%	1%	3%	-5%	-7%	1%	19%	27%	32%	-20%

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.
Jul '20	5.38	-32%
Jul '19	7.92	-14%
Jul '18	9.21	-3.5%

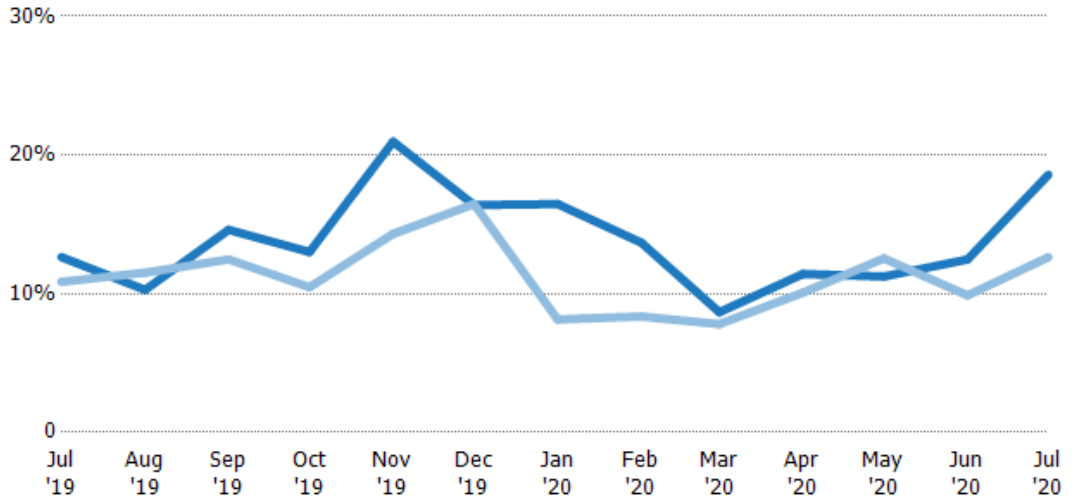
Current Year	7.92	9.73	6.85	7.69	4.77	6.1	6.07	7.31	11.5	8.75	8.9	8.02	5.38
Prior Year	9.21	8.68	8.01	9.56	6.99	6.07	12.3	12	12.8	9.92	7.97	10.1	7.92
Percent Change from Prior Year	-14%	12%	-15%	-20%	-32%	0%	-51%	-39%	-10%	-12%	12%	-21%	-32%

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



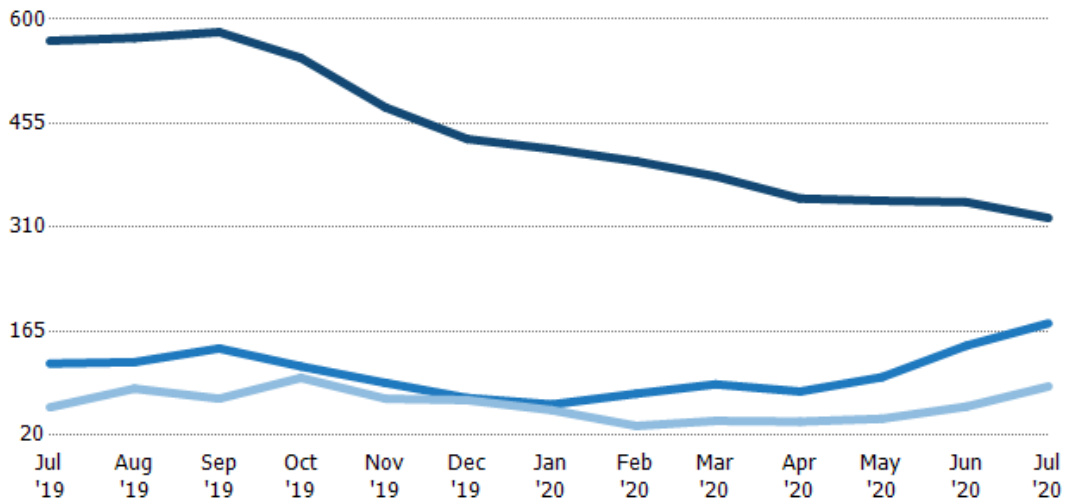
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	13%	10%	15%	13%	21%	16%	16%	14%	9%	11%	11%	12%	19%
Prior Year	11%	12%	12%	10%	14%	16%	8%	8%	8%	10%	13%	10%	13%
Change from Prior Year	-2%	1%	-2%	-3%	-7%	0%	-8%	-5%	-1%	-1%	1%	-3%	-6%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	570	574	582	546	477	433	419	402	381	350	347	345	323
Pending	120	122	141	116	93	72	63	78	91	81	101	145	176
Sold	59	85	71	100	71	69	55	33	40	39	43	60	88

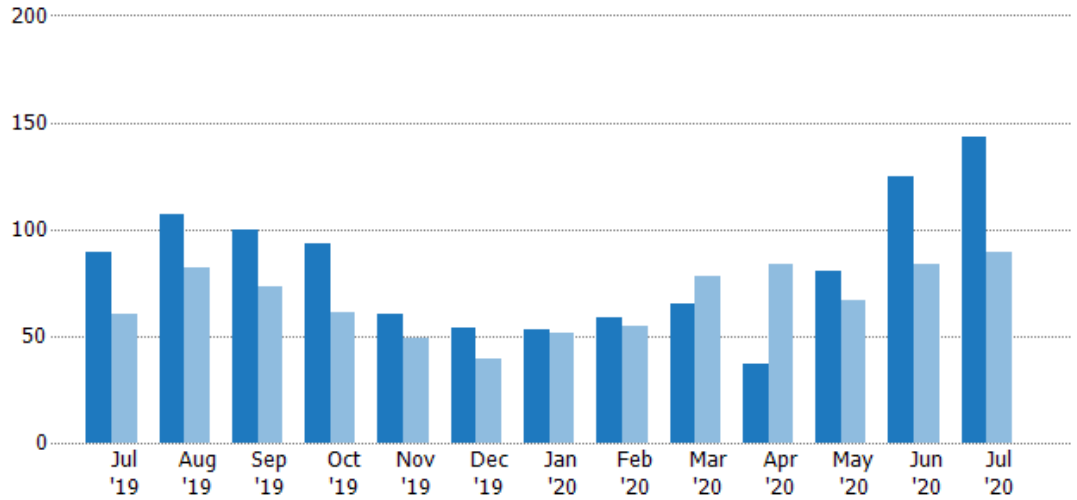
New Pending Sales

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.
Jul '20	143	60.7%
Jul '19	89	48.3%
Jul '18	60	8.3%



Current Year	89	107	100	93	60	54	53	59	65	37	80	125	143
Prior Year	60	82	73	61	49	39	51	55	78	84	67	84	89
Percent Change from Prior Year	48%	30%	37%	52%	22%	38%	4%	7%	-17%	-56%	19%	49%	61%

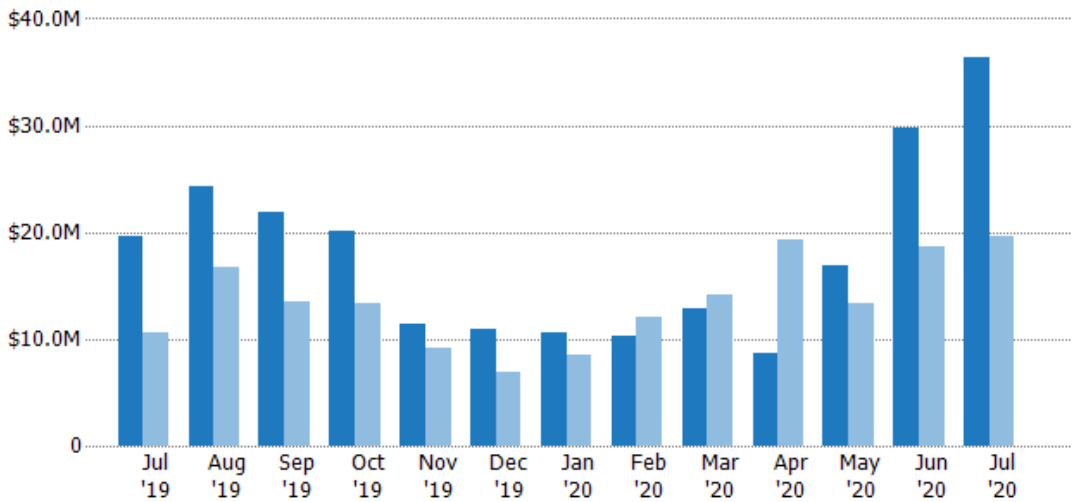
New Pending Sales Volume

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.
Jul '20	\$36.3M	84.7%
Jul '19	\$19.6M	85.7%
Jul '18	\$10.6M	16.6%



Current Year	\$19.6M	\$24.3M	\$21.9M	\$20.1M	\$11.4M	\$11M	\$10.6M	\$10.2M	\$12.8M	\$8.68M	\$16.8M	\$29.8M	\$36.3M
Prior Year	\$10.6M	\$16.8M	\$13.5M	\$13.4M	\$9.17M	\$6.94M	\$8.56M	\$12M	\$14.1M	\$19.3M	\$13.3M	\$18.6M	\$19.6M
Percent Change from Prior Year	86%	45%	62%	50%	24%	58%	24%	-15%	-9%	-55%	27%	60%	85%

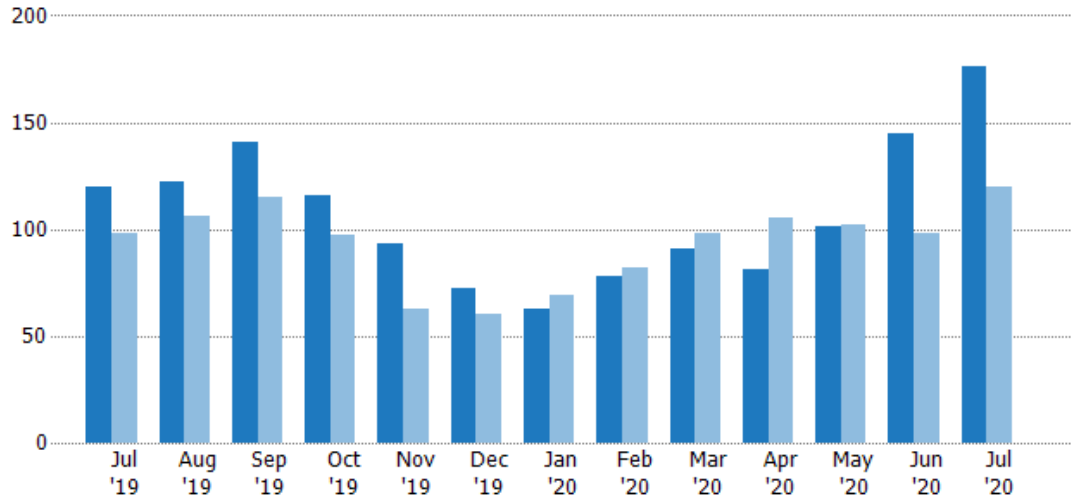
Pending Sales

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.
Jul '20	176	46.7%
Jul '19	120	22.4%
Jul '18	98	14.3%



Current Year	120	122	141	116	93	72	63	78	91	81	101	145	176
Prior Year	98	106	115	97	63	60	69	82	98	105	102	98	120
Percent Change from Prior Year	22%	15%	23%	20%	48%	20%	-9%	-5%	-7%	-23%	-1%	48%	47%

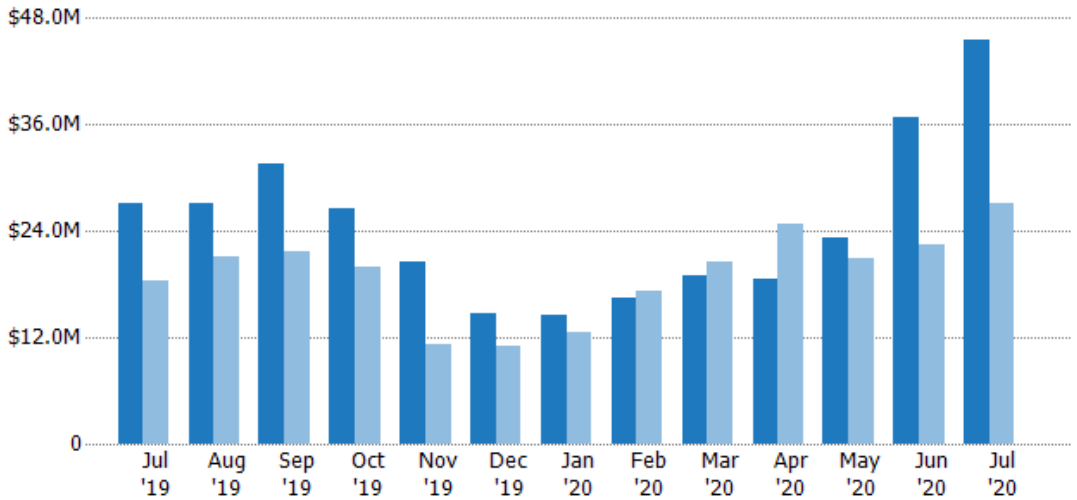
Pending Sales Volume

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.
Jul '20	\$45.6M	67.5%
Jul '19	\$27.2M	48.1%
Jul '18	\$18.4M	27.9%



Current Year	\$27.2M	\$27.2M	\$31.5M	\$26.5M	\$20.5M	\$14.6M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.3M	\$36.8M	\$45.6M
Prior Year	\$18.4M	\$21.1M	\$21.6M	\$19.9M	\$11.2M	\$11M	\$12.6M	\$17.2M	\$20.5M	\$24.9M	\$20.9M	\$22.5M	\$27.2M
Percent Change from Prior Year	48%	29%	46%	33%	83%	33%	15%	-4%	-7%	-25%	11%	63%	68%

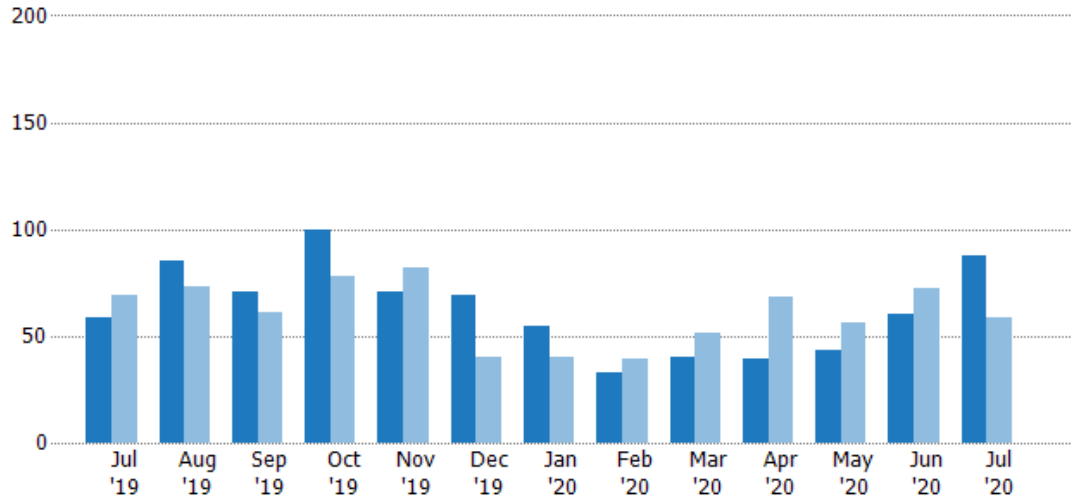
Closed Sales

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	Count	% Chg.
Jul '20	88	49.2%
Jul '19	59	-14.5%
Jul '18	69	-26.1%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	59	85	71	100	71	69	55	33	40	39	43	60	88
Prior Year	69	73	61	78	82	40	40	39	51	68	56	72	59
Percent Change from Prior Year	-14%	16%	16%	28%	-13%	73%	38%	-15%	-22%	-43%	-23%	-17%	49%

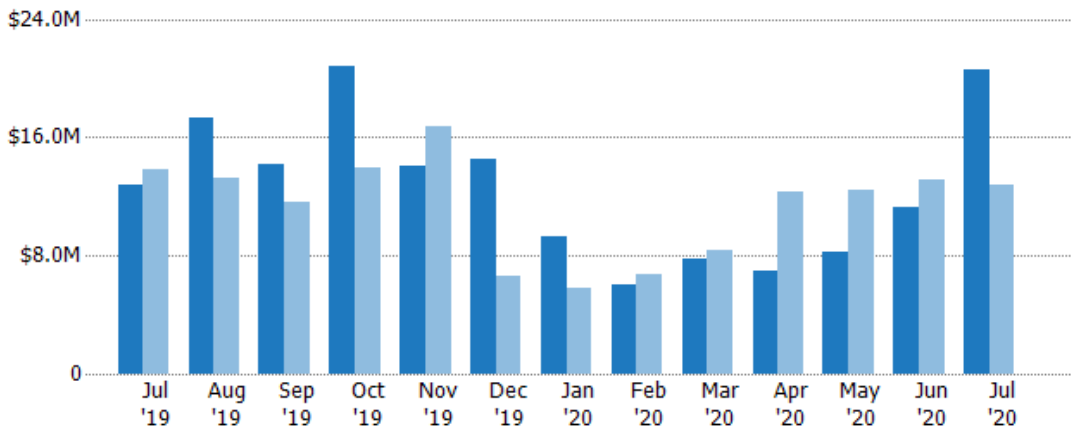
Closed Sales Volume

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	Volume	% Chg.
Jul '20	\$20.5M	60.9%
Jul '19	\$12.8M	-7.8%
Jul '18	\$13.8M	-41.5%



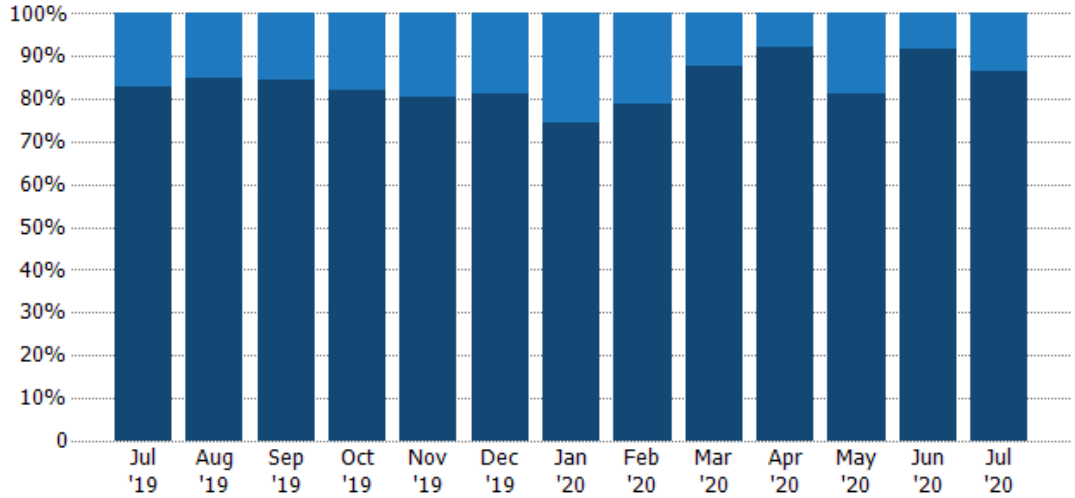
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$12.8M	\$17.3M	\$14.2M	\$20.8M	\$14.1M	\$14.5M	\$9.26M	\$6.02M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$20.5M
Prior Year	\$13.8M	\$13.2M	\$11.7M	\$13.9M	\$16.7M	\$6.61M	\$5.82M	\$6.68M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$12.8M
Percent Change from Prior Year	-8%	31%	22%	49%	-16%	119%	59%	-10%	-7%	-44%	-34%	-14%	61%

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



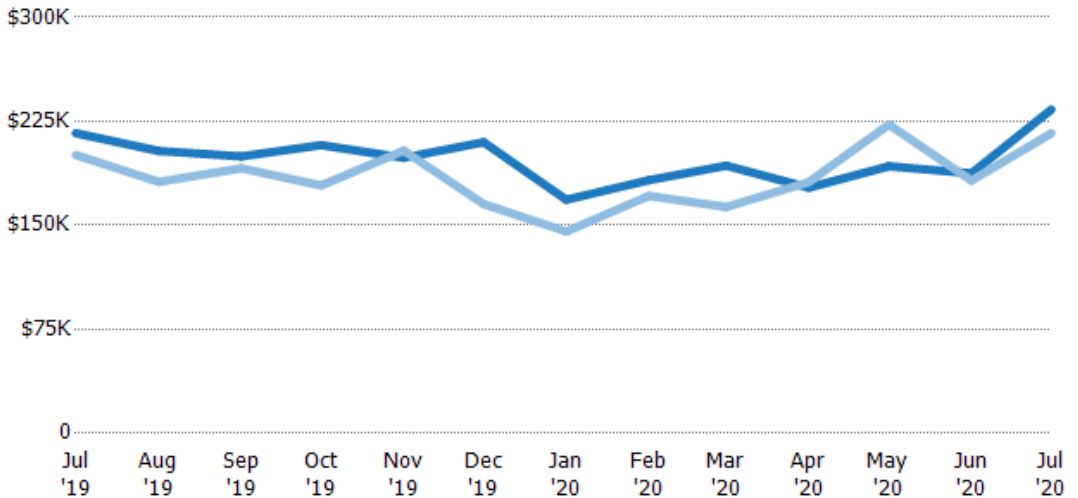
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	17%	15%	15%	18%	20%	19%	25%	21%	13%	8%	19%	8%	14%
Single Family Residence	83%	85%	85%	82%	80%	81%	75%	79%	88%	92%	81%	92%	86%

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



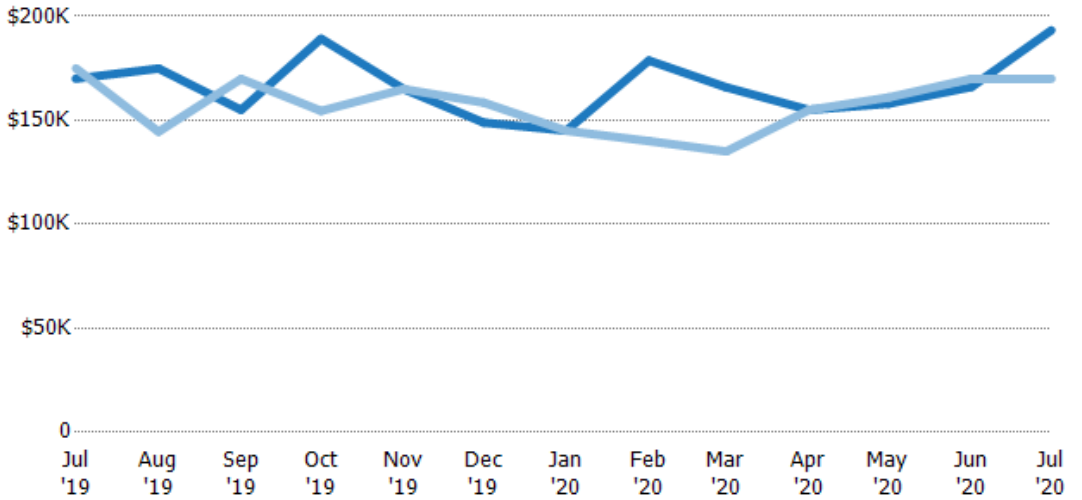
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$216K	\$204K	\$200K	\$208K	\$199K	\$210K	\$168K	\$183K	\$193K	\$177K	\$193K	\$187K	\$233K
Prior Year	\$201K	\$181K	\$191K	\$179K	\$204K	\$165K	\$145K	\$171K	\$163K	\$181K	\$223K	\$182K	\$216K
Percent Change from Prior Year	8%	12%	4%	16%	-3%	27%	16%	7%	18%	-2%	-14%	3%	8%

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



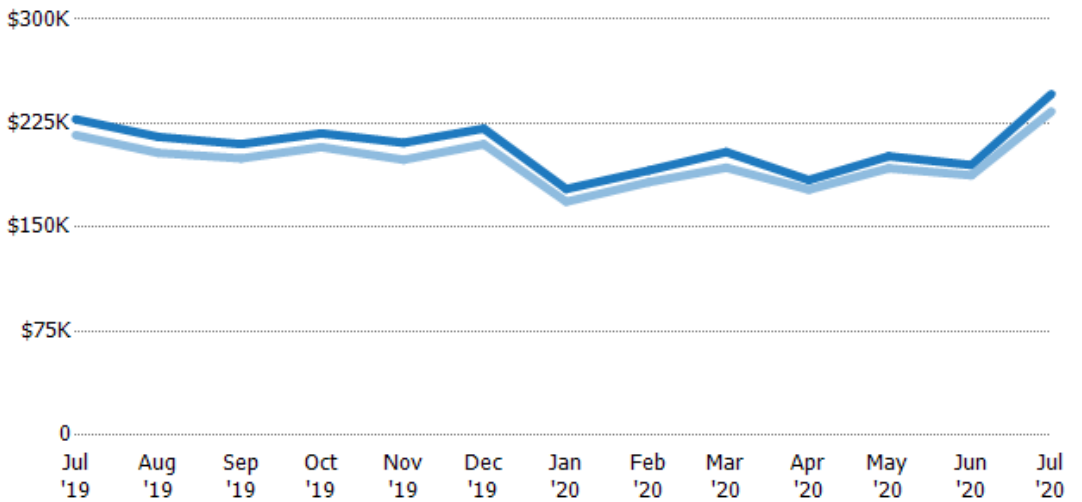
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$170K	\$175K	\$155K	\$189K	\$165K	\$149K	\$145K	\$179K	\$166K	\$155K	\$158K	\$166K	\$193K
Prior Year	\$175K	\$145K	\$170K	\$155K	\$165K	\$159K	\$145K	\$140K	\$135K	\$155K	\$161K	\$170K	\$170K
Percent Change from Prior Year	-3%	21%	-9%	22%	0%	-6%	0%	28%	23%	0%	-2%	-2%	14%

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



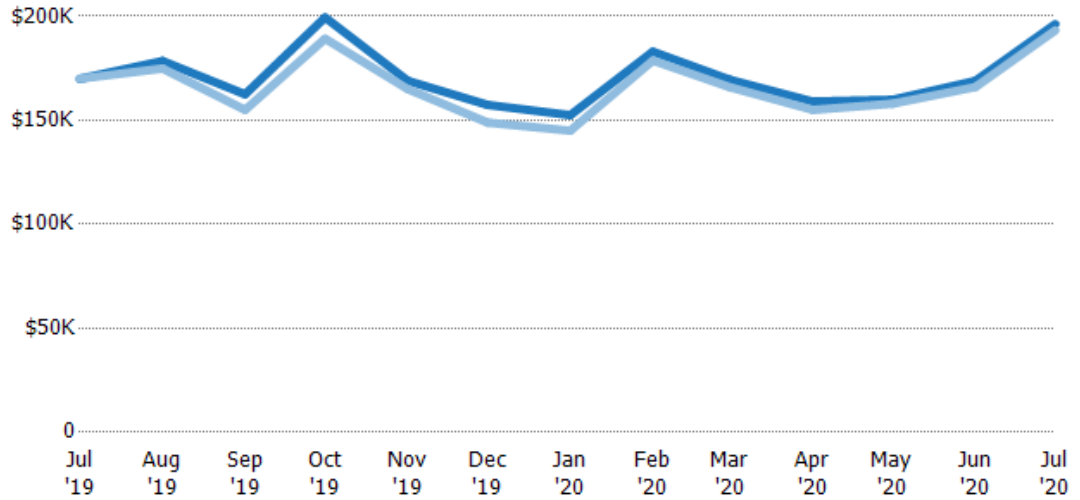
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$228K	\$215K	\$210K	\$218K	\$211K	\$221K	\$178K	\$191K	\$204K	\$184K	\$201K	\$195K	\$246K
Avg Sales Price	\$216K	\$204K	\$200K	\$208K	\$199K	\$210K	\$168K	\$183K	\$193K	\$177K	\$193K	\$187K	\$233K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	95%	94%	95%	95%	96%	94%	96%	96%	96%	95%

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



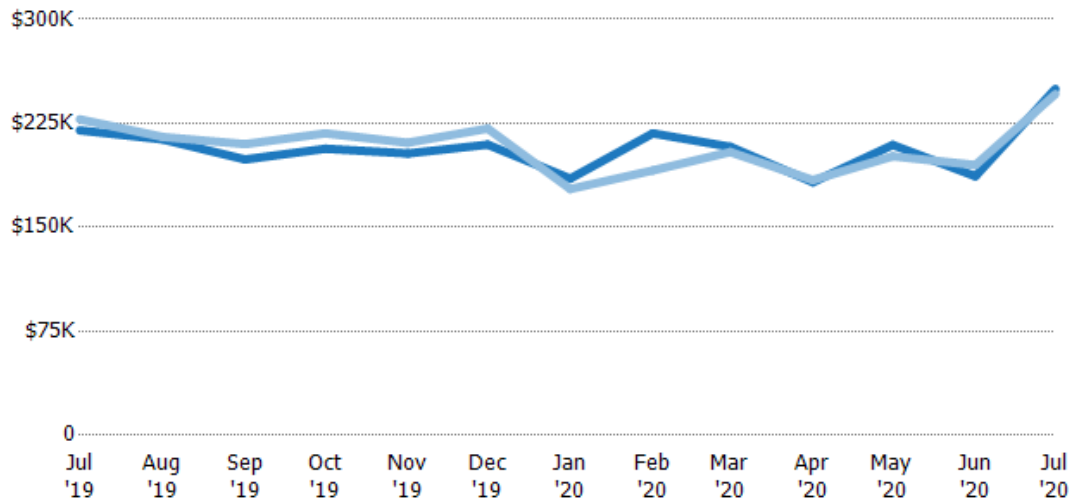
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$170K	\$179K	\$163K	\$199K	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$196K
Median Sales Price	\$170K	\$175K	\$155K	\$189K	\$165K	\$149K	\$145K	\$179K	\$166K	\$155K	\$158K	\$166K	\$193K
Med Sales Price as a % of Med List Price	100%	98%	95%	95%	98%	95%	95%	98%	98%	97%	99%	98%	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



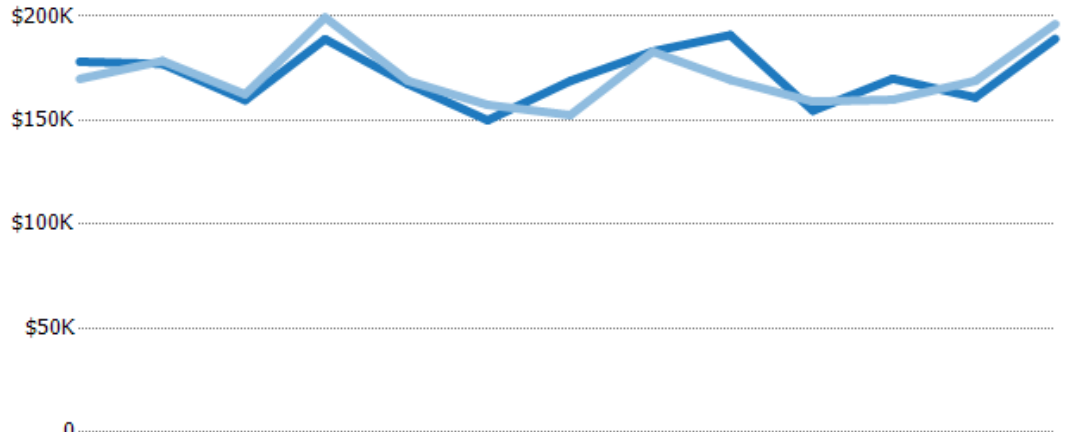
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$220K	\$213K	\$199K	\$207K	\$203K	\$210K	\$185K	\$218K	\$208K	\$183K	\$209K	\$187K	\$250K
Avg Sales Price	\$228K	\$215K	\$210K	\$218K	\$211K	\$221K	\$178K	\$191K	\$204K	\$184K	\$201K	\$195K	\$246K
Avg Sales Price as a % of Avg Est Value	104%	101%	106%	105%	104%	106%	96%	88%	98%	101%	96%	104%	98%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$178K	\$177K	\$160K	\$189K	\$167K	\$150K	\$169K	\$183K	\$191K	\$155K	\$170K	\$161K	\$189K
Median Sales Price	\$170K	\$179K	\$163K	\$199K	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$196K
Med Sales Price as a % of Med Est Value	95%	101%	102%	106%	101%	105%	90%	100%	89%	103%	94%	105%	104%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	4	\$977,900	3	\$840,000	\$280,000	\$275,000	\$188	\$203	32
Rutland, VT	235	\$65,385,500	76	\$18,652,340	\$245,426	\$185,000	\$122	\$113	46