

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	138	116	+19%	675	797	-15.3%
New Listing Volume	\$43,656,395	\$26,074,198	+67.4%	\$187,253,704	\$195,618,907	-4.3%
Active Listing Count	302	574	-47.4%	N/A	N/A	
Active Listing Volume	\$118,184,512	\$172,464,668	-31.5%	N/A	N/A	
Average Listing Price	\$391,339	\$300,461	+30.2%	\$353,333	\$294,703	+19.9%
Median Listing Price	\$242,450	\$219,900	+10.3%	\$230,635	\$207,225	+11.3%
Median Days in RPR	68.5	122.5	-44.1%	135.14	141.88	-4.8%
Months of Inventory	3.4	9.7	-64.7%	6.1	10.3	-40.8%
Absorption Rate	29.14%	10.28%	+18.9%	16.34%	9.67%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	157	107	+46.7%	720	615	+17.1%
New Pending Sales Volume	\$45,591,000	\$24,343,049	+87.3%	\$171,260,453	\$129,876,685	+31.9%
Pending Sales Count	242	122	+98.4%	N/A	N/A	
Pending Sales Volume	\$66,817,400	\$27,181,049	+145.8%	N/A	N/A	
Closed Sales Count	79	85	-7.1%	437	470	-7%
Closed Sales Volume	\$19,492,340	\$17,306,450	+12.6%	\$89,483,476	\$88,799,029	+0.8%
Average Sales Price	\$246,738	\$203,605	+21.2%	\$204,768	\$188,934	+8.4%
Median Sales Price	\$185,000	\$174,900	+5.8%	\$171,459	\$159,206	+7.7%

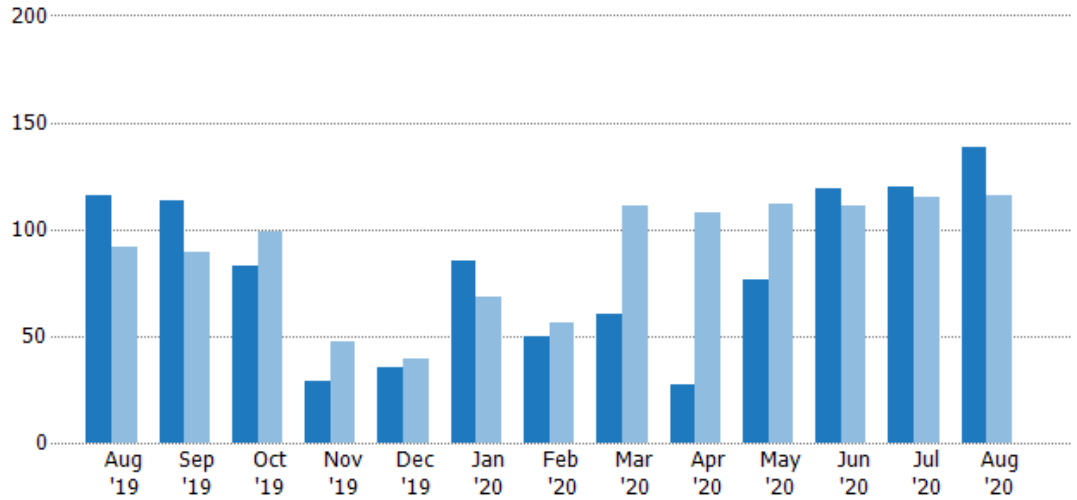
New Listings

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.
Aug '20	138	19%
Aug '19	116	26.1%
Aug '18	92	20.7%



Current Year	116	113	83	29	35	85	50	60	27	76	119	120	138
Prior Year	92	89	99	47	39	68	56	111	108	112	111	115	116
Percent Change from Prior Year	26%	27%	-16%	-38%	-10%	25%	-11%	-46%	-75%	-32%	7%	4%	19%

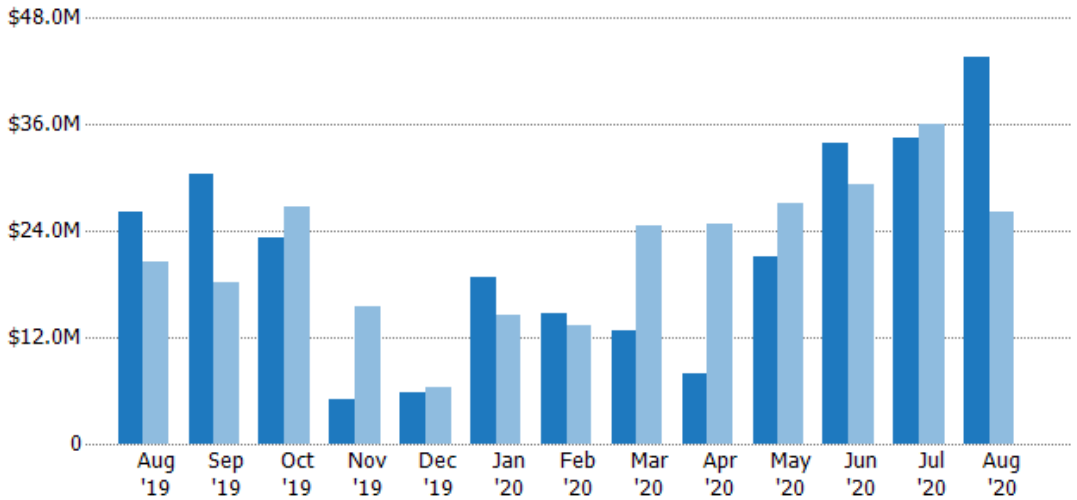
New Listing Volume

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.
Aug '20	\$43.7M	67.4%
Aug '19	\$26.1M	27.1%
Aug '18	\$20.5M	6.4%



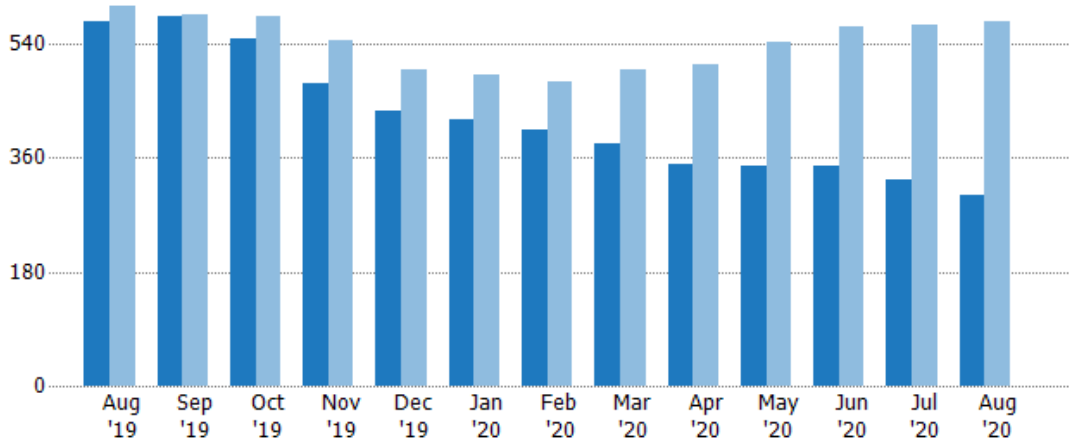
Current Year	\$26.1M	\$30.4M	\$23.2M	\$5.02M	\$5.78M	\$18.9M	\$14.6M	\$12.8M	\$7.86M	\$21M	\$33.9M	\$34.6M	\$43.7M
Prior Year	\$20.5M	\$18.3M	\$26.7M	\$15.5M	\$6.46M	\$14.5M	\$13.3M	\$24.5M	\$24.8M	\$27.2M	\$29.3M	\$36M	\$26.1M
Percent Change from Prior Year	27%	66%	-13%	-68%	-10%	30%	10%	-48%	-68%	-23%	16%	-4%	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



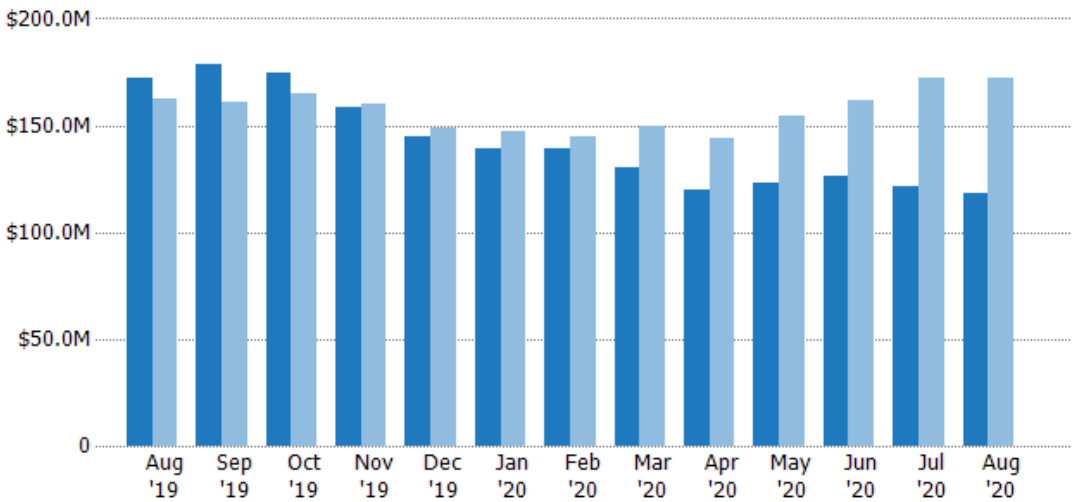
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	574	583	547	478	434	420	403	382	351	348	346	325	302
Prior Year	599	585	583	545	498	491	479	500	506	542	567	570	574
Percent Change from Prior Year	-4%	0%	-6%	-12%	-13%	-14%	-16%	-24%	-31%	-36%	-39%	-43%	-47%

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



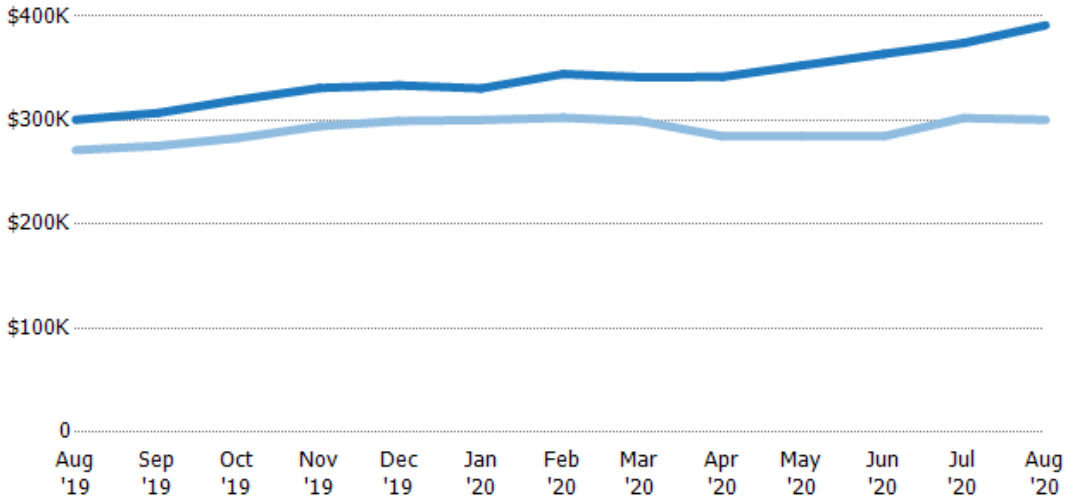
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$172M	\$179M	\$175M	\$158M	\$145M	\$139M	\$139M	\$130M	\$120M	\$123M	\$126M	\$122M	\$118M
Prior Year	\$163M	\$161M	\$165M	\$160M	\$149M	\$147M	\$145M	\$150M	\$144M	\$154M	\$161M	\$172M	\$172M
Percent Change from Prior Year	6%	11%	6%	-1%	-3%	-6%	-4%	-13%	-17%	-20%	-22%	-29%	-31%

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



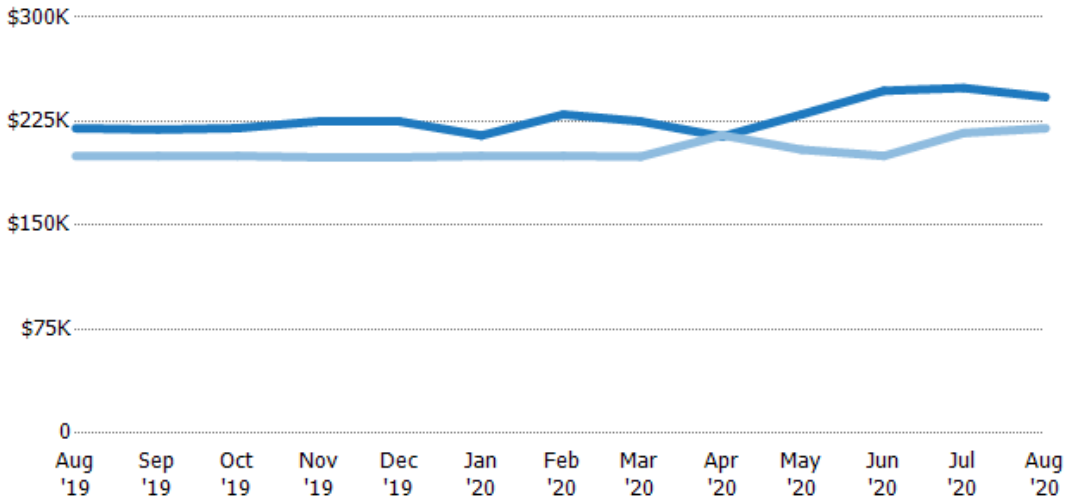
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$300K	\$307K	\$320K	\$331K	\$334K	\$331K	\$345K	\$341K	\$342K	\$353K	\$364K	\$374K	\$391K
Prior Year	\$271K	\$275K	\$283K	\$294K	\$299K	\$300K	\$302K	\$299K	\$285K	\$285K	\$285K	\$302K	\$300K
Percent Change from Prior Year	11%	12%	13%	12%	11%	10%	14%	14%	20%	24%	28%	24%	30%

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



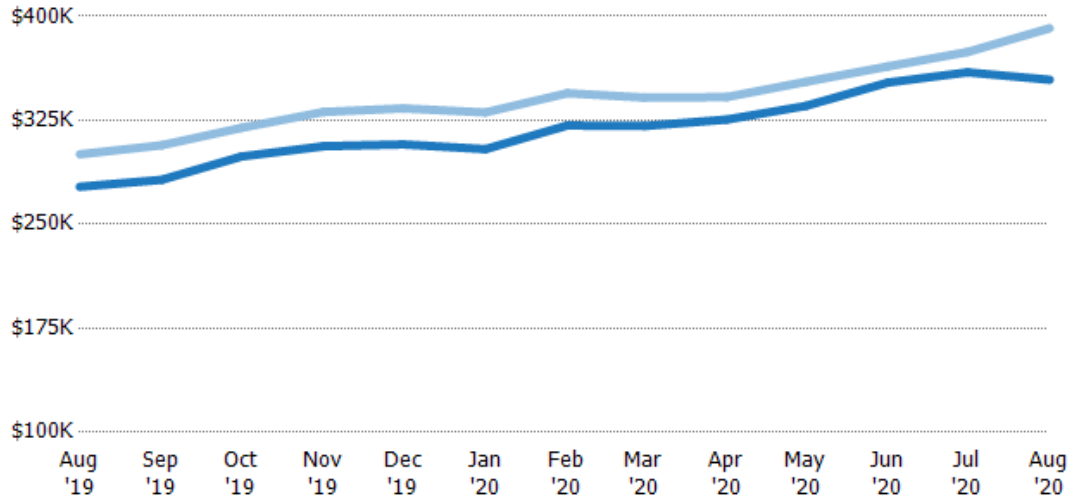
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$220K	\$219K	\$220K	\$225K	\$225K	\$215K	\$230K	\$225K	\$214K	\$230K	\$247K	\$249K	\$242K
Prior Year	\$200K	\$200K	\$200K	\$199K	\$199K	\$200K	\$200K	\$199K	\$215K	\$205K	\$200K	\$217K	\$220K
Percent Change from Prior Year	10%	10%	10%	13%	13%	7%	15%	13%	0%	12%	24%	15%	10%

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



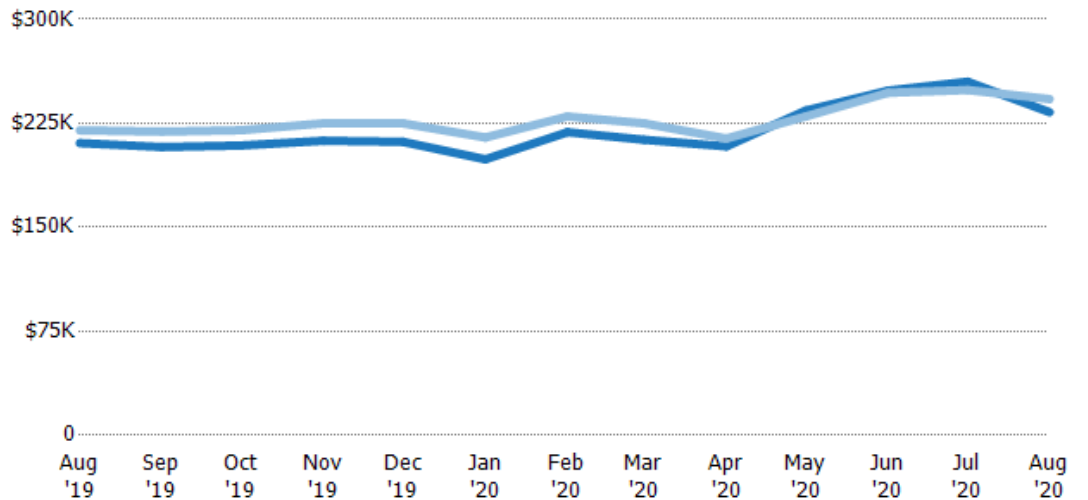
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$277K	\$282K	\$299K	\$306K	\$308K	\$304K	\$321K	\$321K	\$326K	\$335K	\$352K	\$360K	\$354K
Avg Listing Price	\$300K	\$307K	\$320K	\$331K	\$334K	\$331K	\$345K	\$341K	\$342K	\$353K	\$364K	\$374K	\$391K
Avg Listing Price as a % of Avg Est Value	108%	109%	107%	108%	108%	109%	107%	106%	105%	105%	103%	104%	110%

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



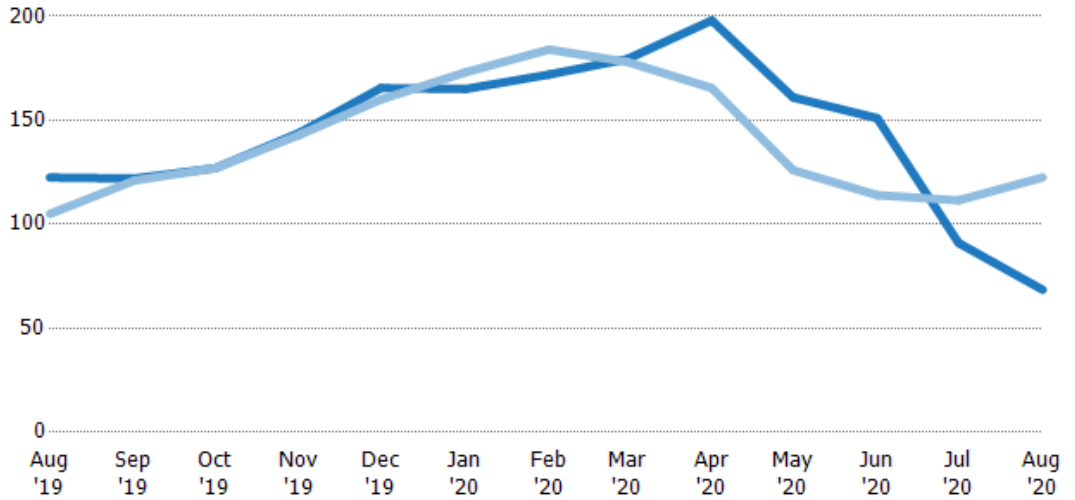
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$211K	\$208K	\$209K	\$212K	\$212K	\$199K	\$219K	\$213K	\$208K	\$234K	\$249K	\$255K	\$233K
Median Listing Price	\$220K	\$219K	\$220K	\$225K	\$225K	\$215K	\$230K	\$225K	\$214K	\$230K	\$247K	\$249K	\$242K
Med Listing Price as a % of Med Est Value	104%	105%	105%	106%	106%	108%	105%	106%	103%	98%	99%	98%	104%

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.
Aug '20	68.5	-44.1%
Aug '19	123	16.7%
Aug '18	105	9.5%

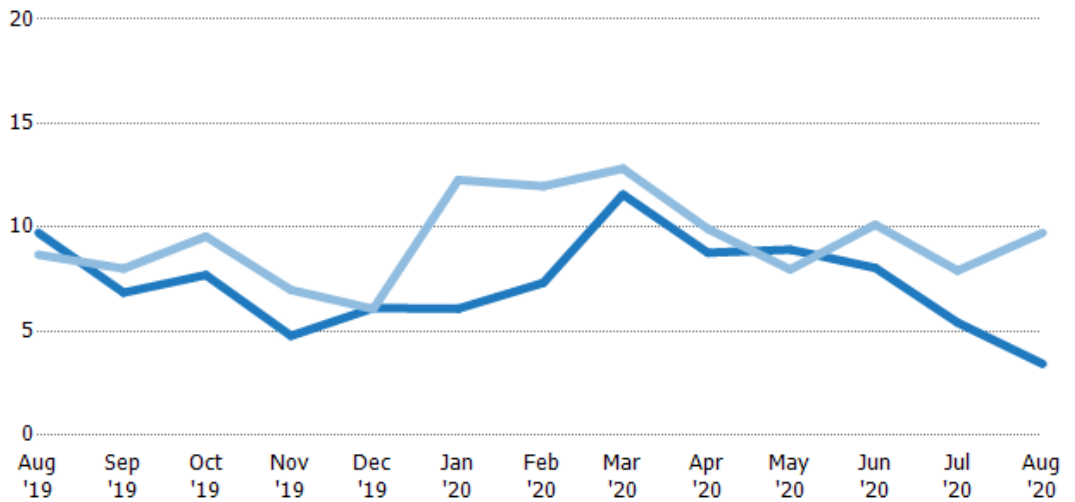
Current Year	123	122	127	144	166	165	172	180	198	161	151	91	68.5
Prior Year	105	121	127	143	160	173	184	178	166	126	114	112	123
Percent Change from Prior Year	17%	1%	0%	1%	3%	-5%	-7%	1%	20%	28%	32%	-18%	-44%

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.
Aug '20	3.43	-64.7%
Aug '19	9.73	12.1%
Aug '18	8.68	44.8%

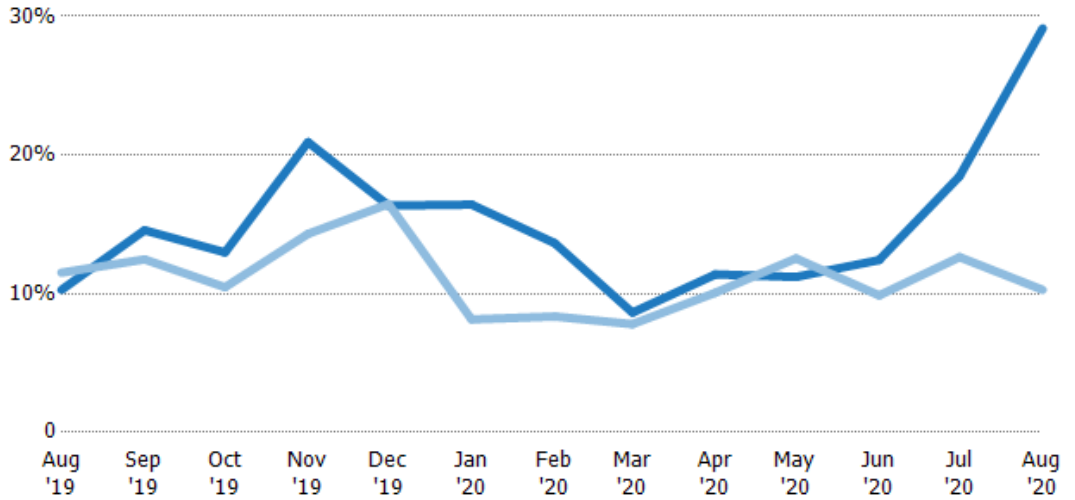
Current Year	9.73	6.86	7.7	4.78	6.11	6.09	7.33	11.6	8.78	8.92	8.05	5.42	3.43
Prior Year	8.68	8.01	9.56	6.99	6.07	12.3	12	12.8	9.92	7.97	10.1	7.92	9.73
Percent Change from Prior Year	12%	-14%	-19%	-32%	1%	-50%	-39%	-10%	-12%	12%	-21%	-32%	-65%

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



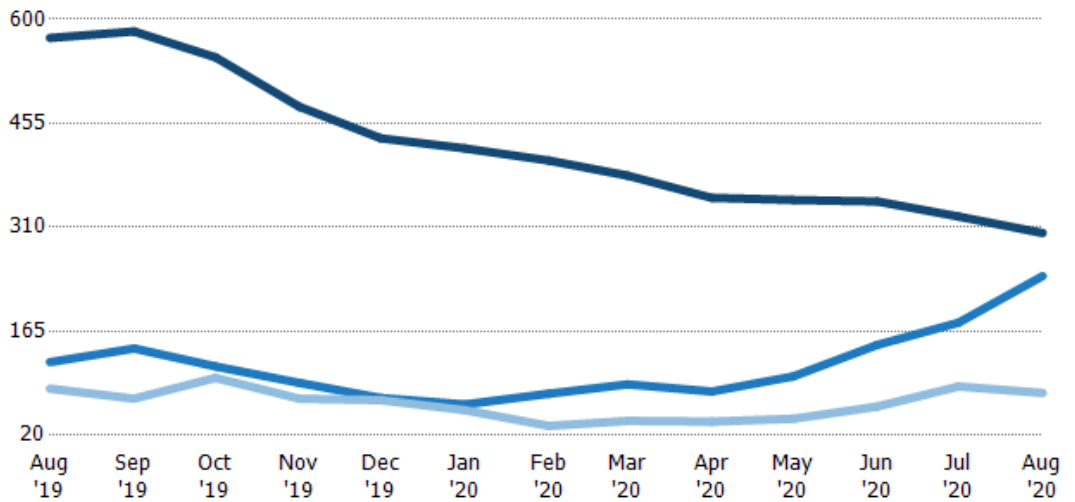
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	10%	15%	13%	21%	16%	16%	14%	9%	11%	11%	12%	18%	29%
Prior Year	12%	12%	10%	14%	16%	8%	8%	8%	10%	13%	10%	13%	10%
Change from Prior Year	1%	-2%	-3%	-7%	0%	-8%	-5%	-1%	-1%	1%	-3%	-6%	-19%

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



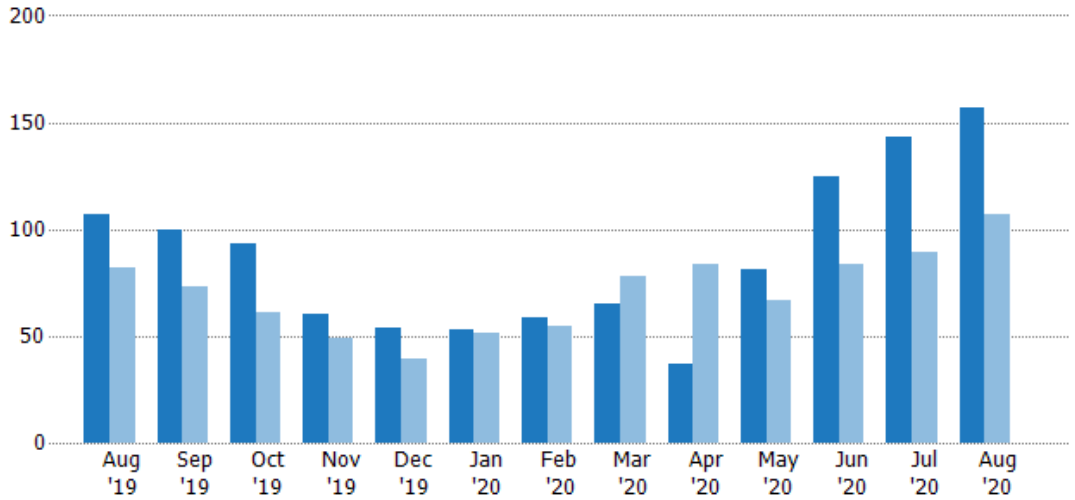
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	574	583	547	478	434	420	403	382	351	348	346	325	302
Pending	122	141	116	93	72	63	78	91	81	102	146	177	242
Sold	85	71	100	71	69	55	33	40	39	43	60	88	79

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



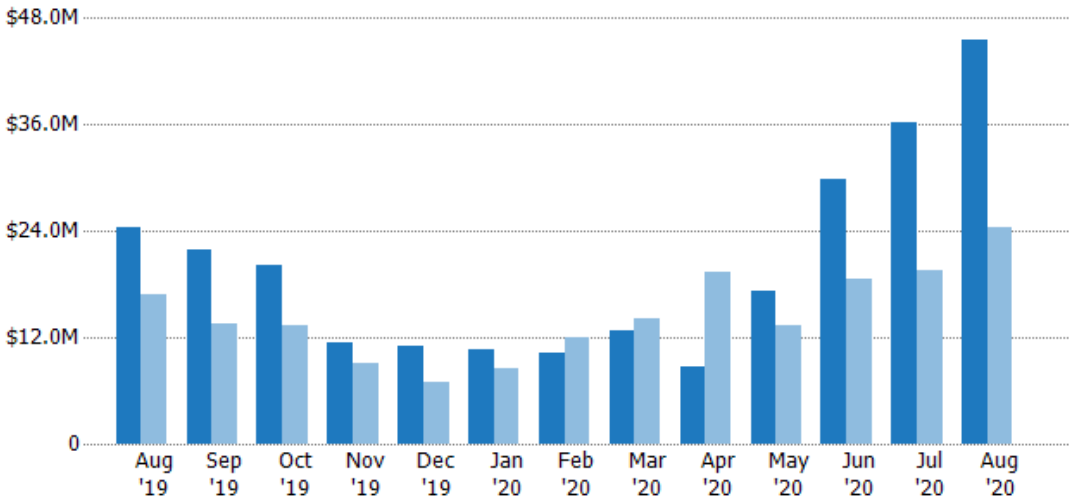
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	107	100	93	60	54	53	59	65	37	81	125	143	157
Prior Year	82	73	61	49	39	51	55	78	84	67	84	89	107
Percent Change from Prior Year	30%	37%	52%	22%	38%	4%	7%	-17%	-56%	21%	49%	61%	47%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$24.3M	\$21.9M	\$20.1M	\$11.4M	\$11M	\$10.6M	\$10.2M	\$12.8M	\$8.68M	\$17.2M	\$29.8M	\$36.3M	\$45.6M
Prior Year	\$16.8M	\$13.5M	\$13.4M	\$9.17M	\$6.94M	\$8.56M	\$12M	\$14.1M	\$19.3M	\$13.3M	\$18.6M	\$19.6M	\$24.3M
Percent Change from Prior Year	45%	62%	50%	24%	58%	24%	-15%	-9%	-55%	29%	60%	85%	87%

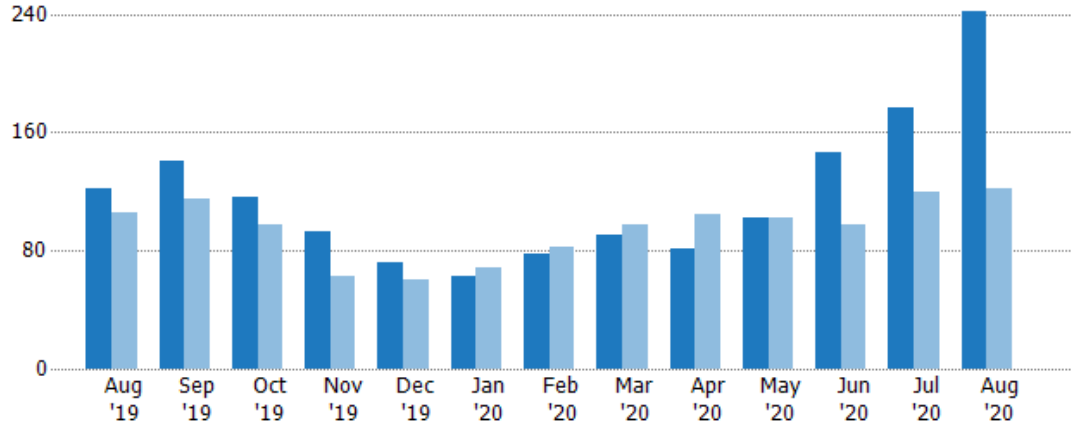
Pending Sales

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.
Aug '20	242	98.4%
Aug '19	122	15.1%
Aug '18	106	-16%



Current Year	122	141	116	93	72	63	78	91	81	102	146	177	242
Prior Year	106	115	97	63	60	69	82	98	105	102	98	120	122
Percent Change from Prior Year	15%	23%	20%	48%	20%	-9%	-5%	-7%	-23%	0%	49%	48%	98%

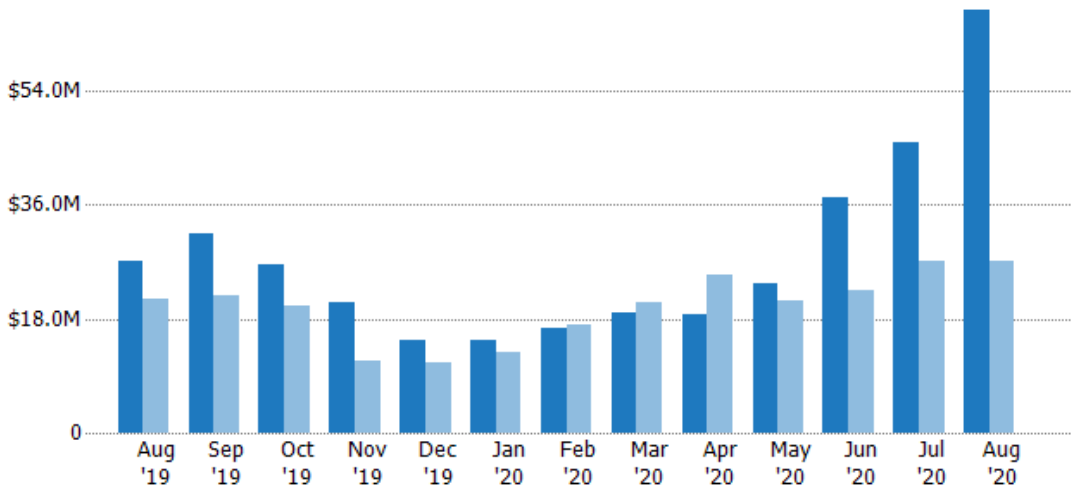
Pending Sales Volume

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.
Aug '20	\$66.8M	145.8%
Aug '19	\$27.2M	28.7%
Aug '18	\$21.1M	-11.2%



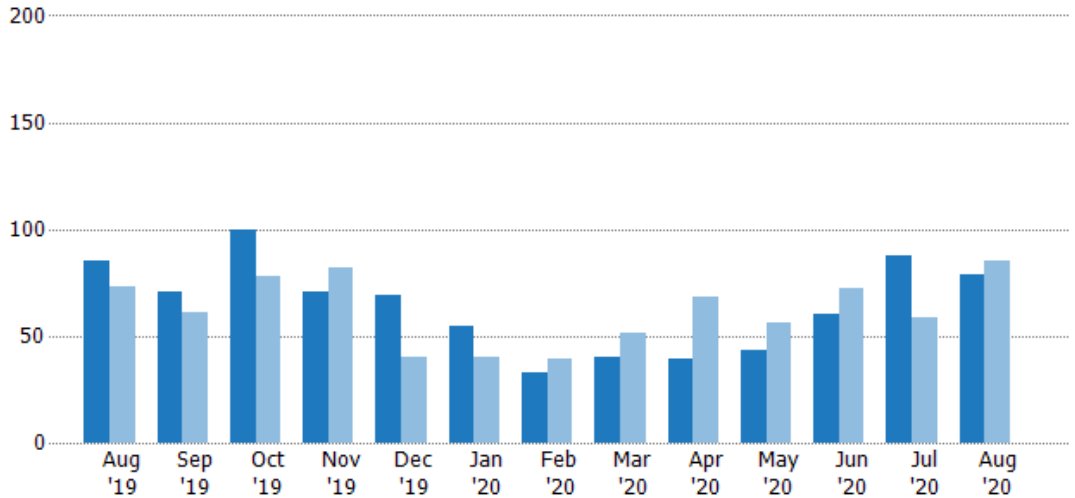
Current Year	\$27.2M	\$31.5M	\$26.5M	\$20.5M	\$14.6M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.7M	\$37.1M	\$45.9M	\$66.8M
Prior Year	\$21.1M	\$21.6M	\$19.9M	\$11.2M	\$11M	\$12.6M	\$17.2M	\$20.5M	\$24.9M	\$20.9M	\$22.5M	\$27.2M	\$27.2M
Percent Change from Prior Year	29%	46%	33%	83%	33%	15%	-4%	-7%	-25%	13%	65%	69%	146%

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



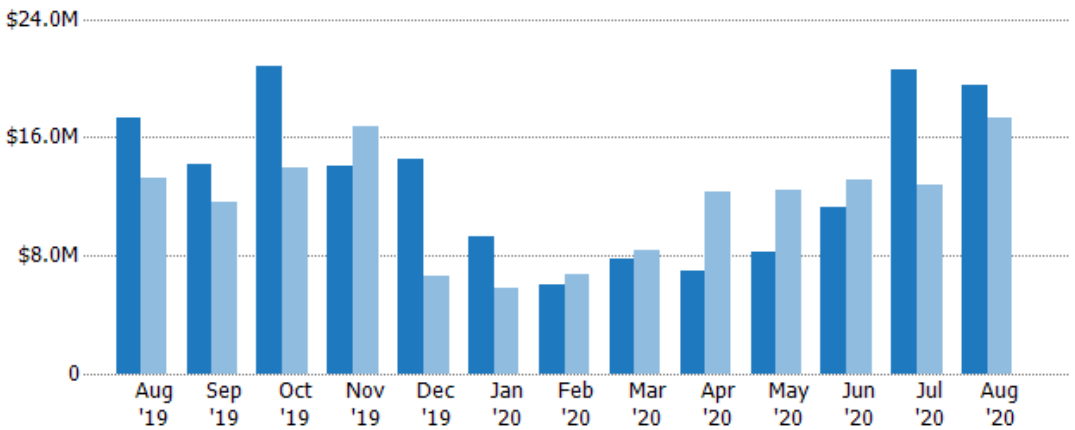
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	85	71	100	71	69	55	33	40	39	43	60	88	79
Prior Year	73	61	78	82	40	40	39	51	68	56	72	59	85
Percent Change from Prior Year	16%	16%	28%	-13%	73%	38%	-15%	-22%	-43%	-23%	-17%	49%	-7%

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



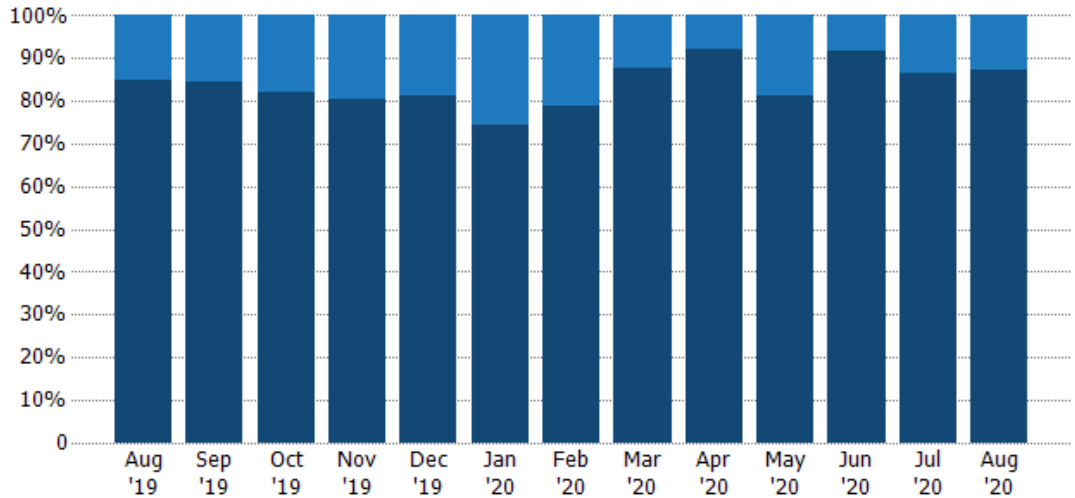
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$17.3M	\$14.2M	\$20.8M	\$14.1M	\$14.5M	\$9.26M	\$6.02M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$20.5M	\$19.5M
Prior Year	\$13.2M	\$11.7M	\$13.9M	\$16.7M	\$6.61M	\$5.82M	\$6.68M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$12.8M	\$17.3M
Percent Change from Prior Year	31%	22%	49%	-16%	119%	59%	-10%	-7%	-44%	-34%	-14%	61%	13%

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



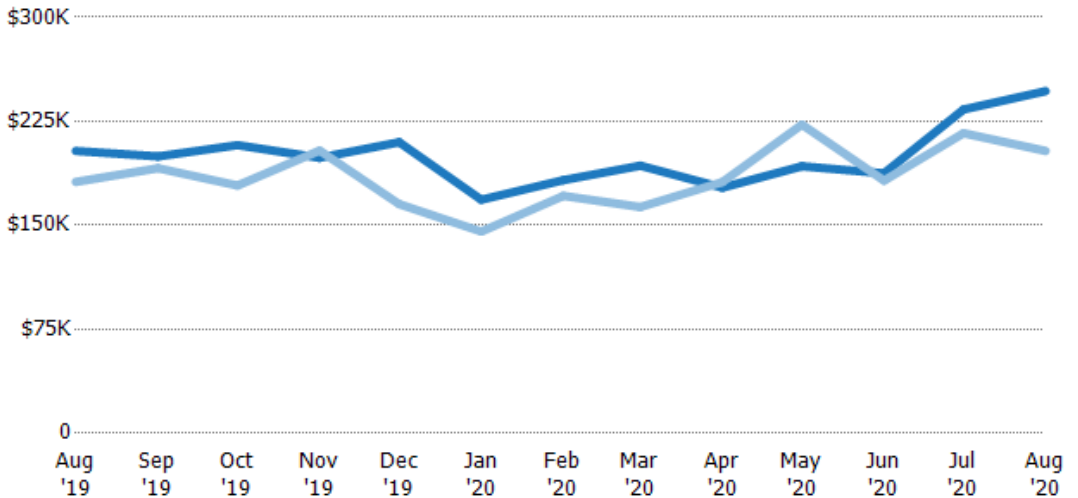
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	15%	15%	18%	20%	19%	25%	21%	13%	8%	19%	8%	14%	13%
Single Family Residence	85%	85%	82%	80%	81%	75%	79%	88%	92%	81%	92%	86%	87%

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.
Aug '20	\$247K	21.2%
Aug '19	\$204K	12.3%
Aug '18	\$181K	-2.3%

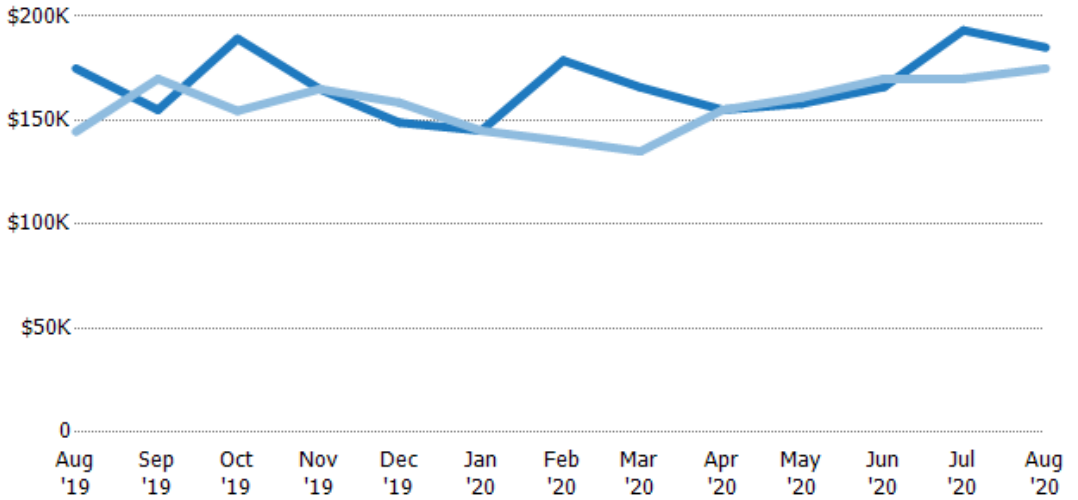
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$204K	\$200K	\$208K	\$199K	\$210K	\$168K	\$183K	\$193K	\$177K	\$193K	\$187K	\$233K	\$247K
Prior Year	\$181K	\$191K	\$179K	\$204K	\$165K	\$145K	\$171K	\$163K	\$181K	\$223K	\$182K	\$216K	\$204K
Percent Change from Prior Year	12%	4%	16%	-3%	27%	16%	7%	18%	-2%	-14%	3%	8%	21%

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



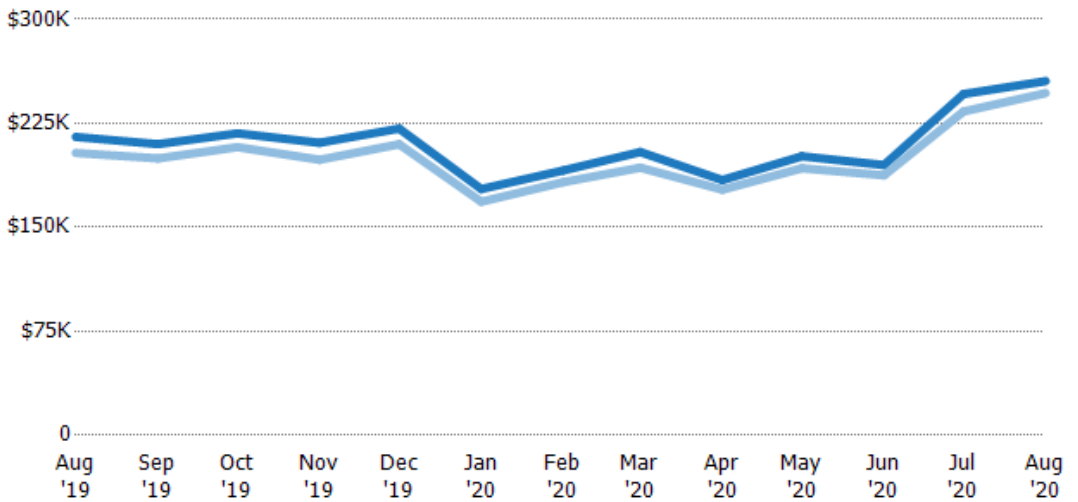
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$175K	\$155K	\$189K	\$165K	\$149K	\$145K	\$179K	\$166K	\$155K	\$158K	\$166K	\$193K	\$185K
Prior Year	\$145K	\$170K	\$155K	\$165K	\$159K	\$145K	\$140K	\$135K	\$155K	\$161K	\$170K	\$170K	\$175K
Percent Change from Prior Year	21%	-9%	22%	0%	-6%	0%	28%	23%	0%	-2%	-2%	14%	6%

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



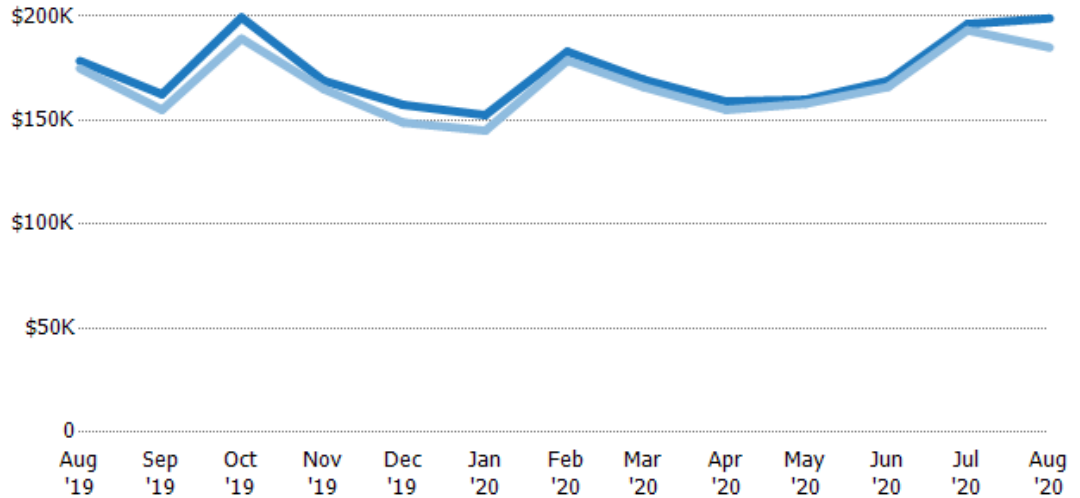
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$215K	\$210K	\$218K	\$211K	\$221K	\$178K	\$191K	\$204K	\$184K	\$201K	\$195K	\$246K	\$255K
Avg Sales Price	\$204K	\$200K	\$208K	\$199K	\$210K	\$168K	\$183K	\$193K	\$177K	\$193K	\$187K	\$233K	\$247K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	94%	95%	95%	96%	94%	96%	96%	96%	95%	97%

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



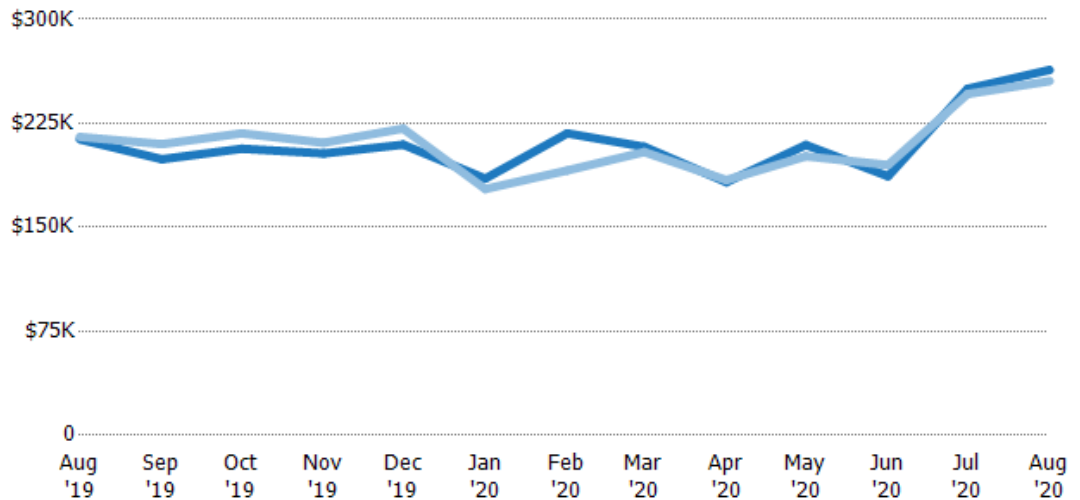
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$179K	\$163K	\$199K	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$196K	\$199K
Median Sales Price	\$175K	\$155K	\$189K	\$165K	\$149K	\$145K	\$179K	\$166K	\$155K	\$158K	\$166K	\$193K	\$185K
Med Sales Price as a % of Med List Price	98%	95%	95%	98%	95%	95%	98%	98%	97%	99%	98%	98%	93%

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



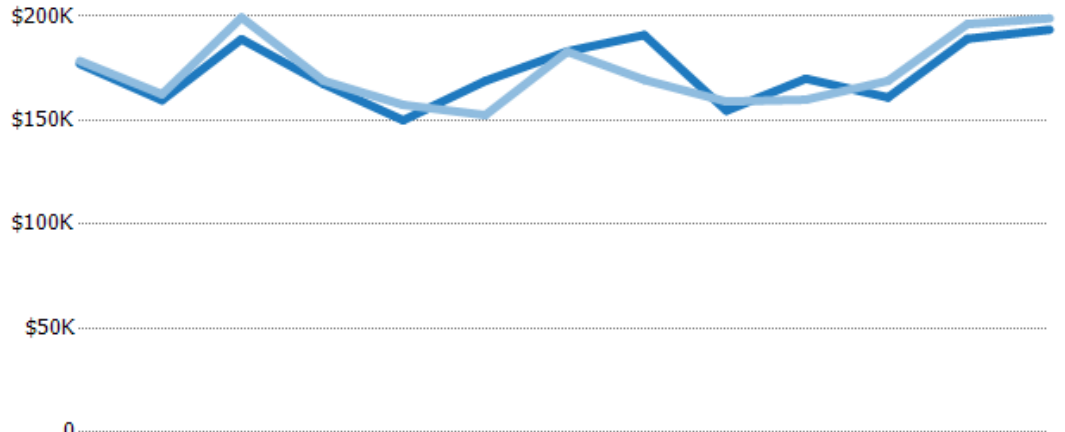
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$213K	\$199K	\$207K	\$203K	\$210K	\$185K	\$218K	\$208K	\$183K	\$209K	\$187K	\$250K	\$264K
Avg Sales Price	\$215K	\$210K	\$218K	\$211K	\$221K	\$178K	\$191K	\$204K	\$184K	\$201K	\$195K	\$246K	\$255K
Avg Sales Price as a % of Avg Est Value	101%	105%	105%	104%	106%	96%	88%	98%	101%	96%	104%	98%	97%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$177K	\$160K	\$189K	\$167K	\$150K	\$169K	\$183K	\$191K	\$155K	\$170K	\$161K	\$189K	\$194K
Median Sales Price	\$179K	\$163K	\$199K	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$196K	\$199K
Med Sales Price as a % of Med Est Value	101%	102%	106%	101%	105%	90%	100%	89%	103%	94%	105%	104%	103%