

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	109	112	-2.7%	784	898	-12.7%
New Listing Volume	\$34,784,200	\$30,079,200	+15.6%	\$219,472,381	\$223,673,557	-1.9%
Active Listing Count	301	573	-47.5%	N/A	N/A	
Active Listing Volume	\$113,614,770	\$174,336,718	-34.8%	N/A	N/A	
Average Listing Price	\$377,458	\$304,253	+24.1%	\$344,411	\$291,421	+18.2%
Median Listing Price	\$225,000	\$219,000	+2.7%	\$223,728	\$207,227	+8%
Median Days in RPR	68	124	-45.2%	123.8	137.77	-10.1%
Months of Inventory	3.7	6.7	-44.9%	6.1	10.3	-40.9%
Absorption Rate	26.91%	14.83%	+12.1%	16.42%	9.7%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	139	99	+40.4%	856	712	+20.2%
New Pending Sales Volume	\$35,310,513	\$21,839,800	+61.7%	\$205,633,066	\$151,551,585	+35.7%
Pending Sales Count	232	140	+65.7%	N/A	N/A	
Pending Sales Volume	\$63,558,718	\$31,430,099	+102.2%	N/A	N/A	
Closed Sales Count	114	71	+60.6%	554	531	+4.3%
Closed Sales Volume	\$30,704,440	\$14,176,000	+116.6%	\$120,331,316	\$101,597,154	+18.4%
Average Sales Price	\$269,337	\$199,662	+34.9%	\$217,205	\$191,332	+13.5%
Median Sales Price	\$234,950	\$155,000	+51.6%	\$184,515	\$160,458	+15%

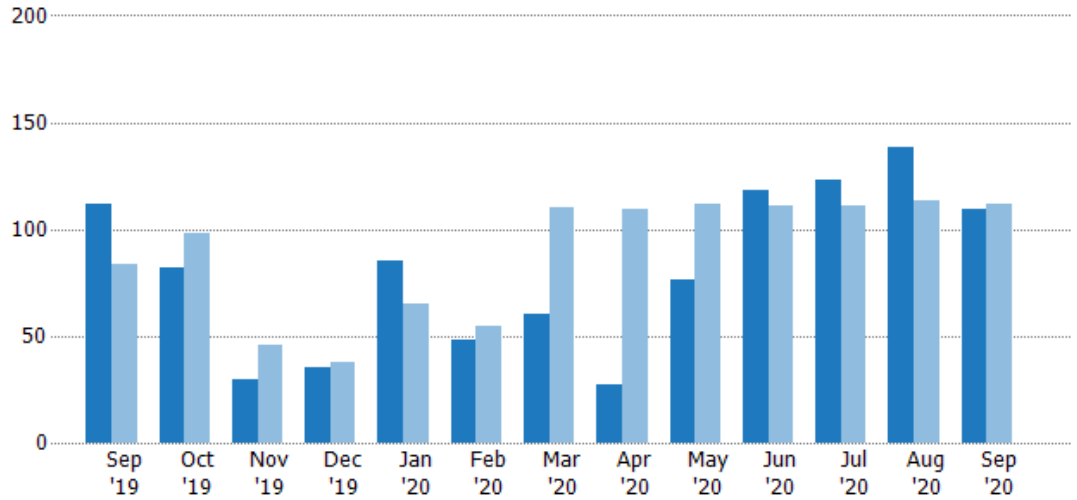
New Listings

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.
Sep '20	109	-2.7%
Sep '19	112	33.3%
Sep '18	84	-6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	112	82	30	35	85	48	60	27	76	118	123	138	109
Prior Year	84	98	46	38	65	55	110	109	112	111	111	113	112
Percent Change from Prior Year	33%	-16%	-35%	-8%	31%	-13%	-45%	-75%	-32%	6%	11%	22%	-3%

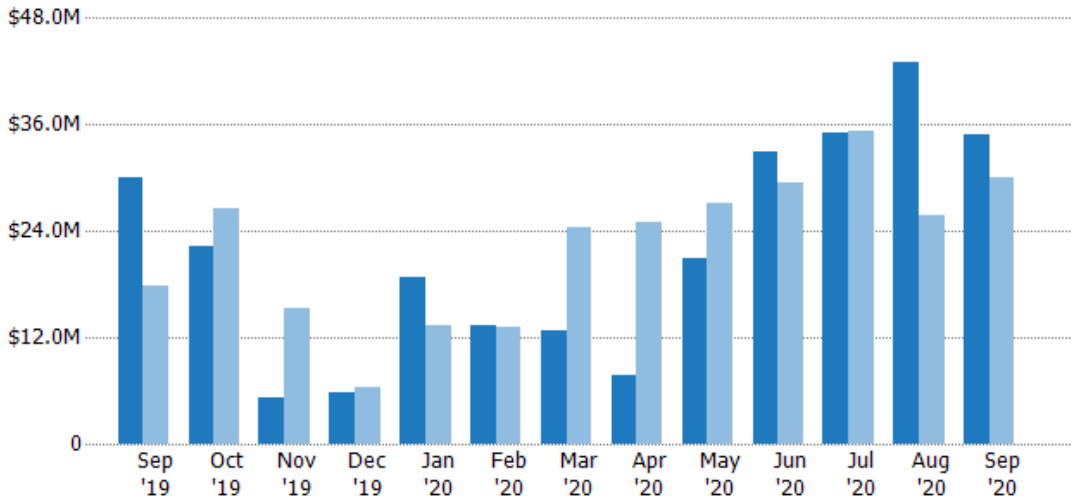
New Listing Volume

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.
Sep '20	\$34.8M	15.6%
Sep '19	\$30.1M	68.9%
Sep '18	\$17.8M	-2.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$30.1M	\$22.3M	\$5.19M	\$5.78M	\$18.8M	\$13.3M	\$12.8M	\$7.81M	\$21M	\$33M	\$35M	\$43.1M	\$34.8M
Prior Year	\$17.8M	\$26.6M	\$15.3M	\$6.41M	\$13.4M	\$13.1M	\$24.4M	\$25.1M	\$27.2M	\$29.4M	\$35.3M	\$25.7M	\$30.1M
Percent Change from Prior Year	69%	-16%	-66%	-10%	40%	2%	-48%	-69%	-23%	12%	-1%	68%	16%

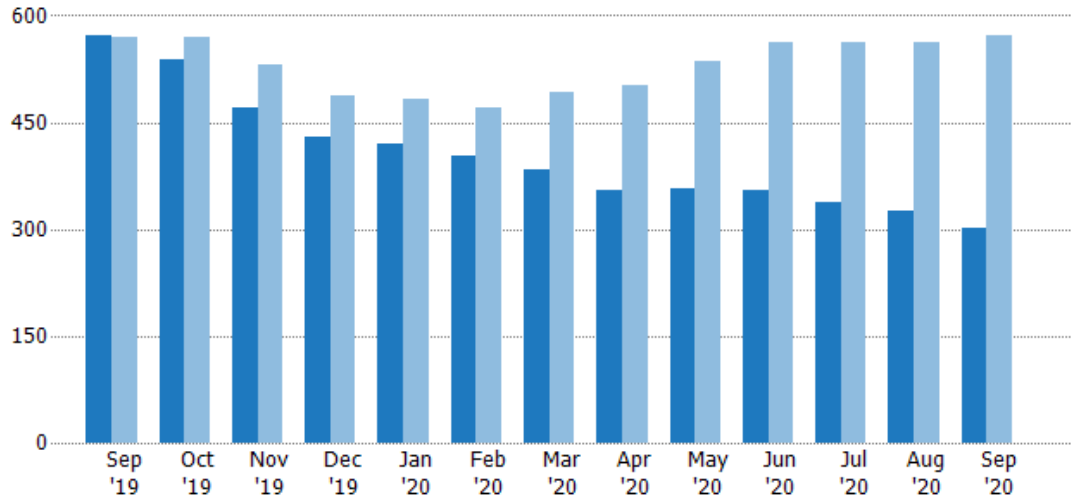
Active Listings

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

Month/ Year	Count	% Chg.
Sep '20	301	-47.5%
Sep '19	573	0.5%
Sep '18	570	0.9%



Current Year	573	538	471	429	419	402	383	355	356	355	338	325	301
Prior Year	570	569	531	488	482	471	492	501	536	562	562	563	573
Percent Change from Prior Year	1%	-5%	-11%	-12%	-13%	-15%	-22%	-29%	-34%	-37%	-40%	-42%	-47%

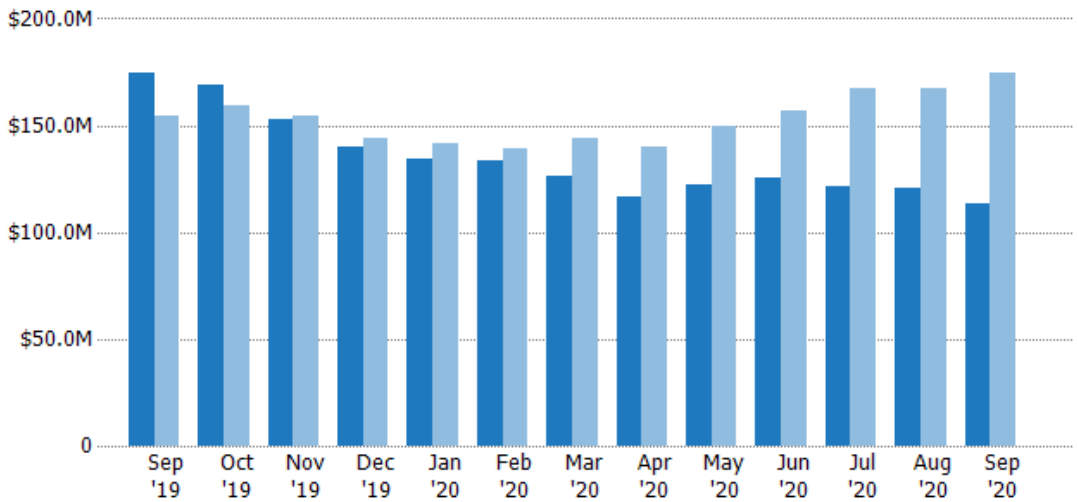
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Sep '20	\$114M	-34.8%
Sep '19	\$174M	13.2%
Sep '18	\$154M	-5.4%



Current Year	\$174M	\$169M	\$153M	\$140M	\$135M	\$133M	\$126M	\$117M	\$122M	\$125M	\$122M	\$121M	\$114M
Prior Year	\$154M	\$159M	\$155M	\$144M	\$142M	\$139M	\$144M	\$140M	\$150M	\$157M	\$168M	\$168M	\$174M
Percent Change from Prior Year	13%	6%	-1%	-3%	-5%	-4%	-13%	-17%	-19%	-20%	-27%	-28%	-35%

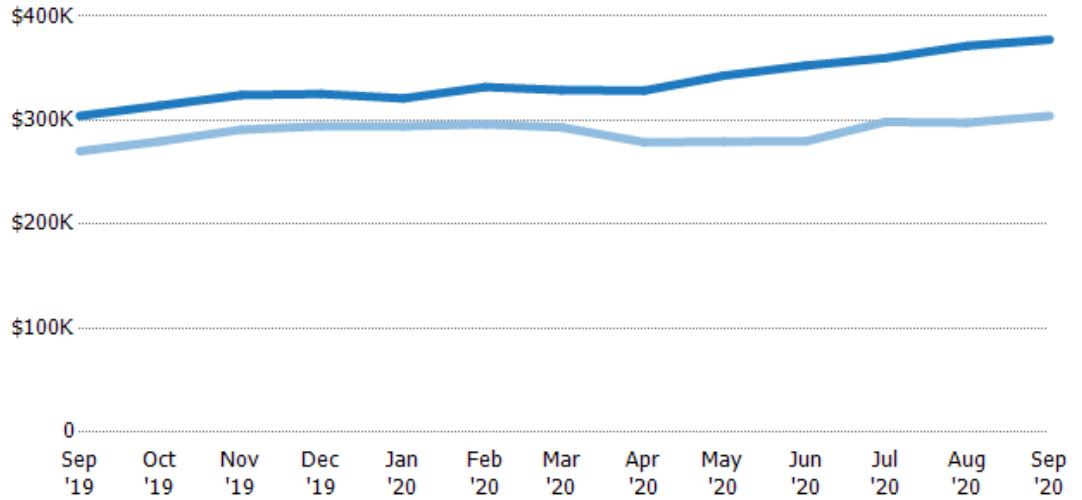
Average Listing Price

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.
Sep '20	\$377K	24.1%
Sep '19	\$304K	12.6%
Sep '18	\$270K	-6.2%



Current Year	\$304K	\$314K	\$324K	\$325K	\$321K	\$332K	\$329K	\$329K	\$343K	\$353K	\$360K	\$372K	\$377K
Prior Year	\$270K	\$280K	\$291K	\$294K	\$294K	\$296K	\$293K	\$279K	\$279K	\$280K	\$298K	\$298K	\$304K
Percent Change from Prior Year	13%	12%	11%	11%	9%	12%	12%	18%	23%	26%	21%	25%	24%

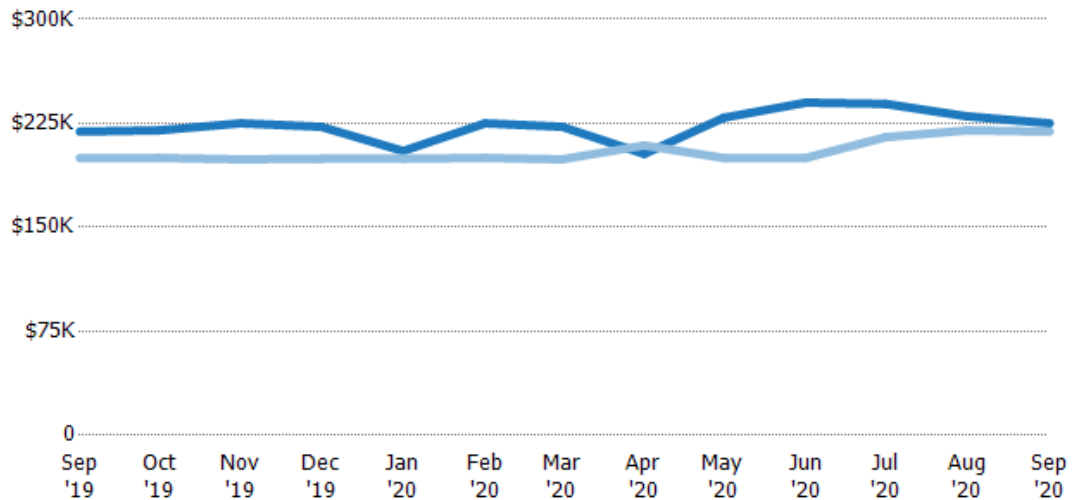
Median Listing Price

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.
Sep '20	\$225K	2.7%
Sep '19	\$219K	9.5%
Sep '18	\$200K	-10.2%



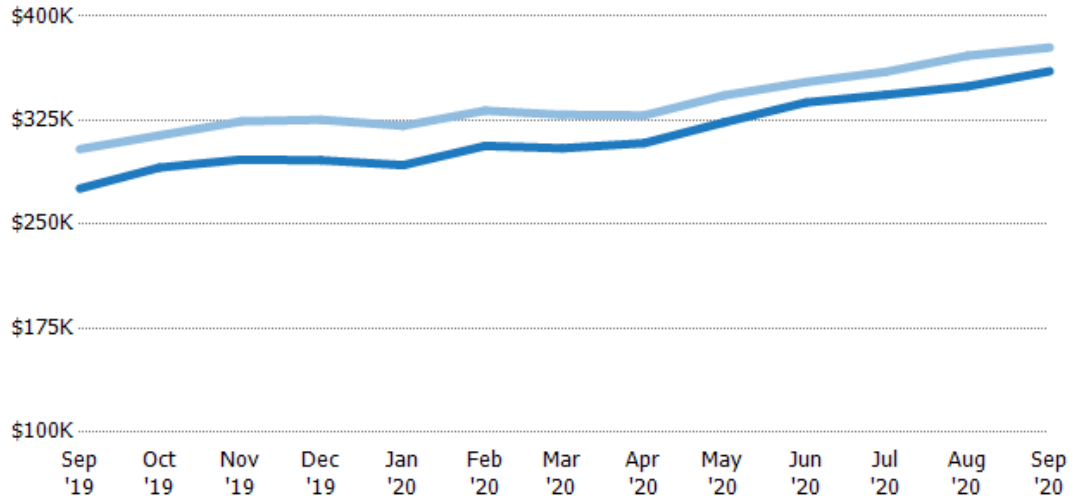
Current Year	\$219K	\$220K	\$225K	\$223K	\$205K	\$225K	\$223K	\$203K	\$229K	\$240K	\$239K	\$230K	\$225K
Prior Year	\$200K	\$200K	\$199K	\$199K	\$199K	\$200K	\$199K	\$209K	\$200K	\$200K	\$215K	\$220K	\$219K
Percent Change from Prior Year	10%	10%	13%	12%	3%	13%	12%	-3%	15%	20%	11%	5%	3%

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



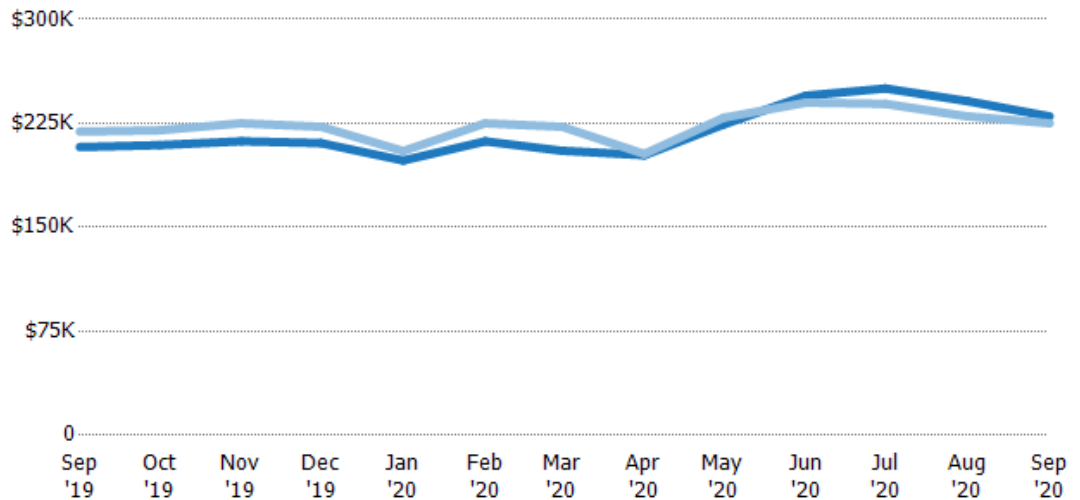
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$276K	\$291K	\$297K	\$296K	\$293K	\$307K	\$305K	\$309K	\$323K	\$338K	\$343K	\$349K	\$360K
Avg Listing Price	\$304K	\$314K	\$324K	\$325K	\$321K	\$332K	\$329K	\$329K	\$343K	\$353K	\$360K	\$372K	\$377K
Avg Listing Price as a % of Avg Est Value	110%	108%	109%	110%	110%	108%	108%	106%	106%	104%	105%	106%	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:
 Condo/Townhouse/Apt, Single
 Family Residence



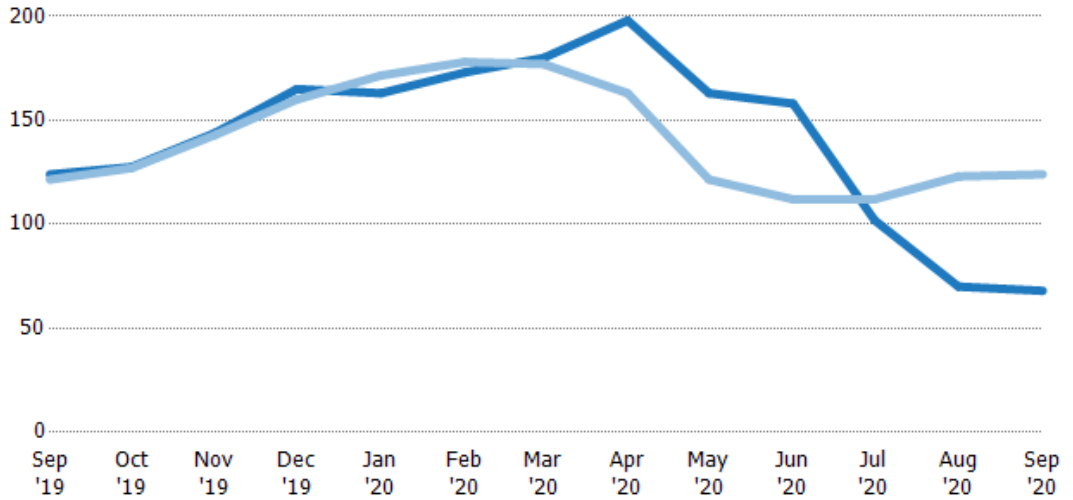
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$208K	\$209K	\$212K	\$211K	\$198K	\$212K	\$205K	\$202K	\$224K	\$245K	\$250K	\$241K	\$230K
Median Listing Price	\$219K	\$220K	\$225K	\$223K	\$205K	\$225K	\$223K	\$203K	\$229K	\$240K	\$239K	\$230K	\$225K
Med Listing Price as a % of Med Est Value	105%	105%	106%	106%	103%	106%	108%	100%	102%	98%	96%	95%	98%

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.
Sep '20	68	-45.2%
Sep '19	124	2.1%
Sep '18	122	-7%

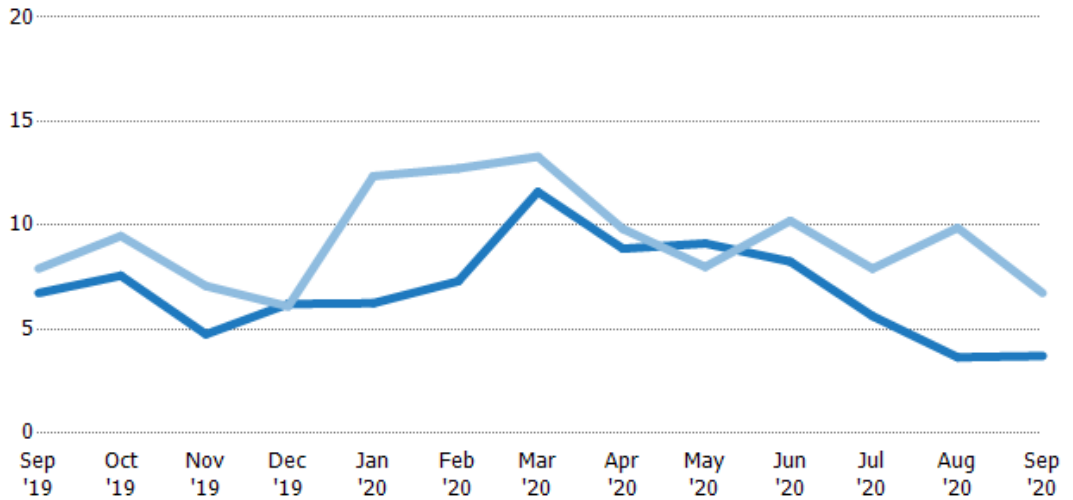
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	124	128	144	165	163	173	180	198	163	158	102	70	68
Prior Year	122	127	143	160	172	178	177	163	122	112	112	123	124
Percent Change from Prior Year	2%	0%	1%	3%	-5%	-3%	2%	21%	34%	41%	-9%	-43%	-45%

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.
Sep '20	3.72	-44.9%
Sep '19	6.74	-14.8%
Sep '18	7.92	-3.2%

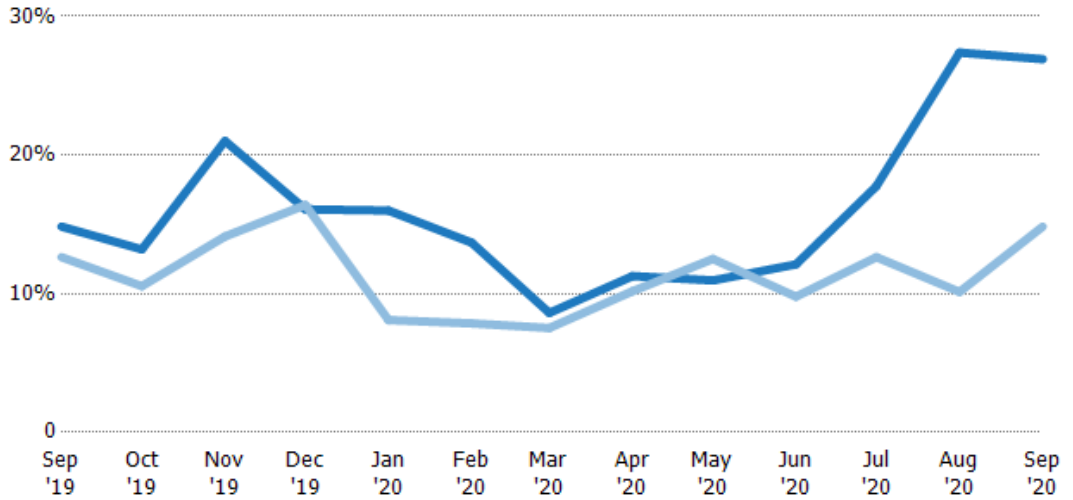
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	6.74	7.58	4.76	6.22	6.25	7.31	11.6	8.88	9.13	8.26	5.63	3.65	3.72
Prior Year	7.92	9.48	7.08	6.1	12.4	12.7	13.3	9.82	8	10.2	7.92	9.88	6.74
Percent Change from Prior Year	-15%	-20%	-33%	2%	-49%	-43%	-13%	-10%	14%	-19%	-29%	-63%	-45%

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



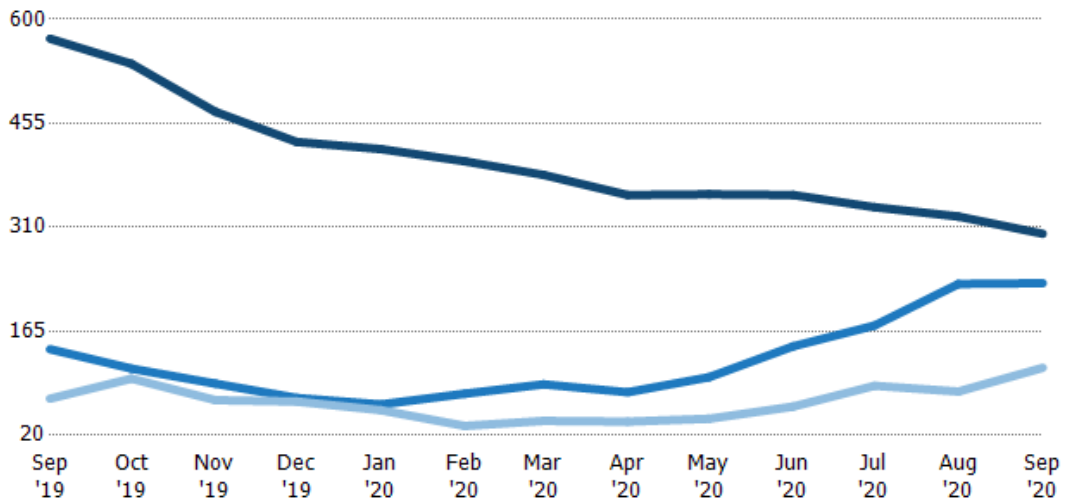
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	15%	13%	21%	16%	16%	14%	9%	11%	11%	12%	18%	27%	27%
Prior Year	13%	11%	14%	16%	8%	8%	8%	10%	13%	10%	13%	10%	15%
Change from Prior Year	-2%	-3%	-7%	0%	-8%	-6%	-1%	-1%	2%	-2%	-5%	-17%	-12%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	573	538	471	429	419	402	383	355	356	355	338	325	301
Pending	140	113	92	72	63	78	91	80	101	144	173	231	232
Sold	71	99	69	67	55	33	40	39	43	60	89	81	114

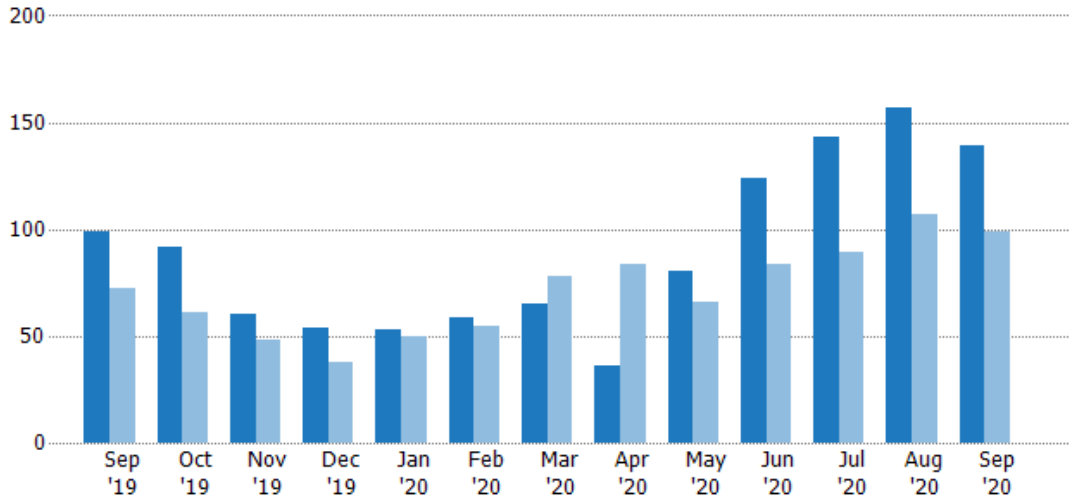
New Pending Sales

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.
Sep '20	139	40.4%
Sep '19	99	37.5%
Sep '18	72	-5.6%



Current Year	99	92	60	54	53	59	65	36	80	124	143	157	139
Prior Year	72	61	48	38	50	55	78	84	66	84	89	107	99
Percent Change from Prior Year	38%	51%	25%	42%	6%	7%	-17%	-57%	21%	48%	61%	47%	40%

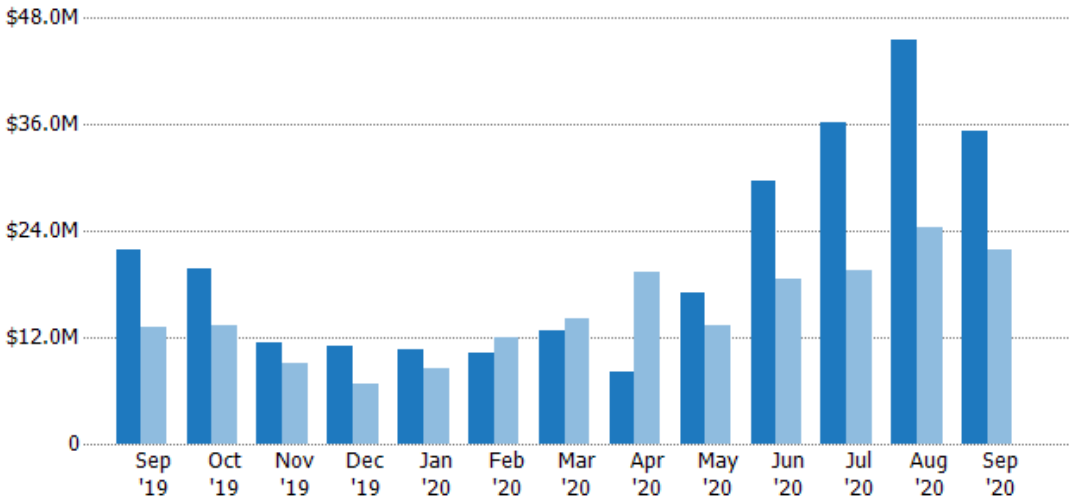
New Pending Sales Volume

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.
Sep '20	\$35.3M	61.7%
Sep '19	\$21.8M	64.9%
Sep '18	\$13.2M	11.7%



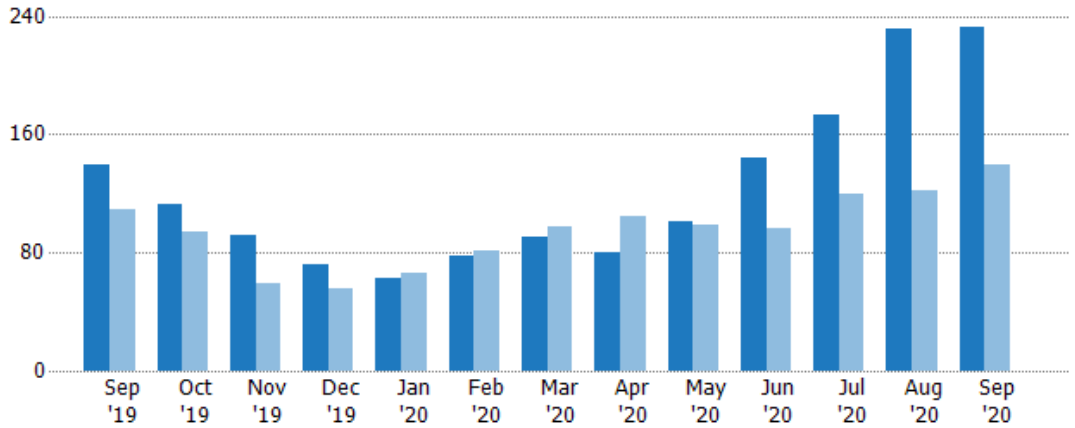
Current Year	\$21.8M	\$19.8M	\$11.4M	\$11M	\$10.6M	\$10.2M	\$12.8M	\$8.04M	\$17M	\$29.7M	\$36.3M	\$45.6M	\$35.3M
Prior Year	\$13.2M	\$13.4M	\$8.99M	\$6.71M	\$8.44M	\$12M	\$14.1M	\$19.3M	\$13.3M	\$18.6M	\$19.6M	\$24.3M	\$21.8M
Percent Change from Prior Year	65%	48%	27%	64%	26%	-15%	-9%	-58%	29%	59%	85%	87%	62%

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



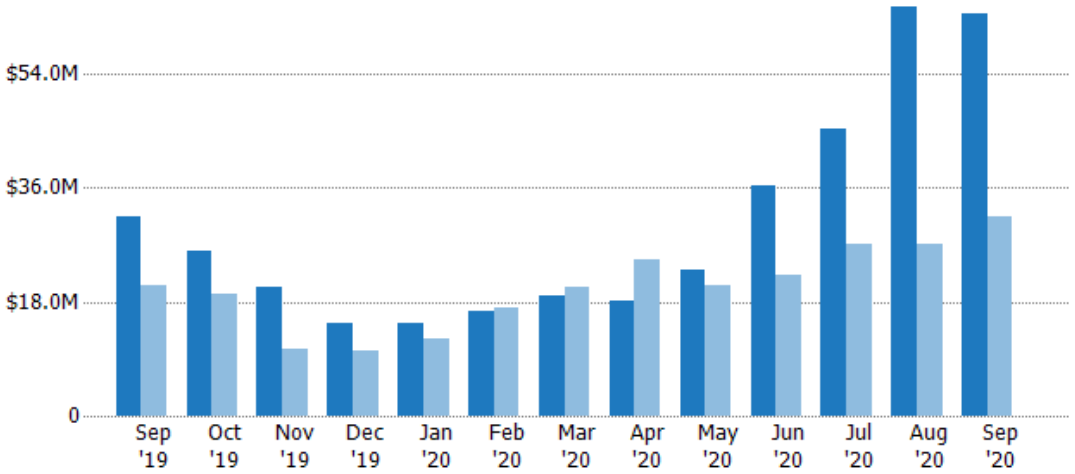
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	140	113	92	72	63	78	91	80	101	144	173	231	232
Prior Year	109	94	59	56	66	81	97	104	99	96	120	122	140
Percent Change from Prior Year	28%	20%	56%	29%	-5%	-4%	-6%	-23%	2%	50%	44%	89%	66%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$31.4M	\$25.9M	\$20.4M	\$14.6M	\$14.5M	\$16.4M	\$19M	\$18M	\$23M	\$36.3M	\$45.2M	\$64.5M	\$63.6M
Prior Year	\$20.7M	\$19.4M	\$10.6M	\$10.3M	\$12.2M	\$17M	\$20.4M	\$24.7M	\$20.6M	\$22.2M	\$27.2M	\$27.2M	\$31.4M
Percent Change from Prior Year	52%	34%	92%	42%	19%	-3%	-7%	-27%	12%	64%	66%	137%	102%

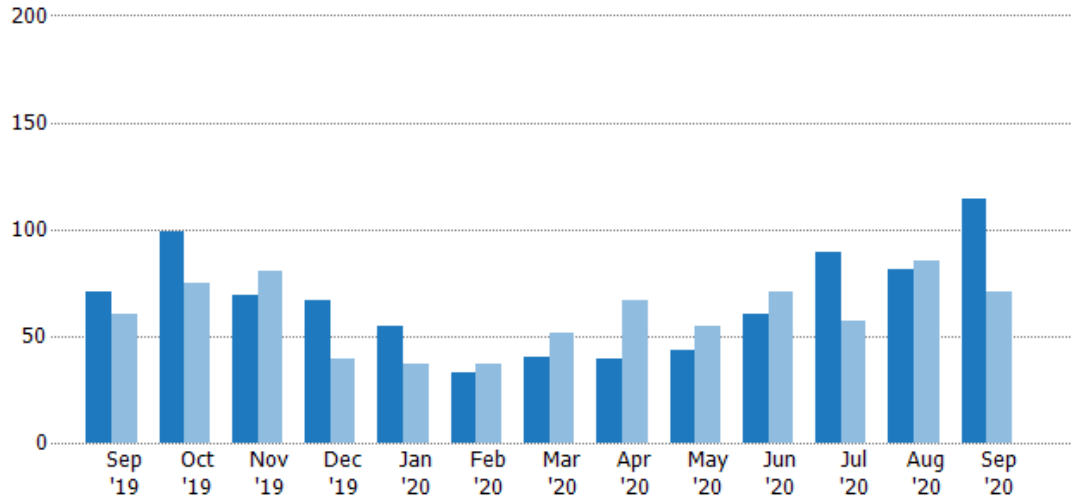
Closed Sales

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.
Sep '20	114	60.6%
Sep '19	71	18.3%
Sep '18	60	8.3%



Current Year	71	99	69	67	55	33	40	39	43	60	89	81	114
Prior Year	60	75	80	39	37	37	51	67	55	71	57	85	71
Percent Change from Prior Year	18%	32%	-14%	72%	49%	-11%	-22%	-42%	-22%	-15%	56%	-5%	61%

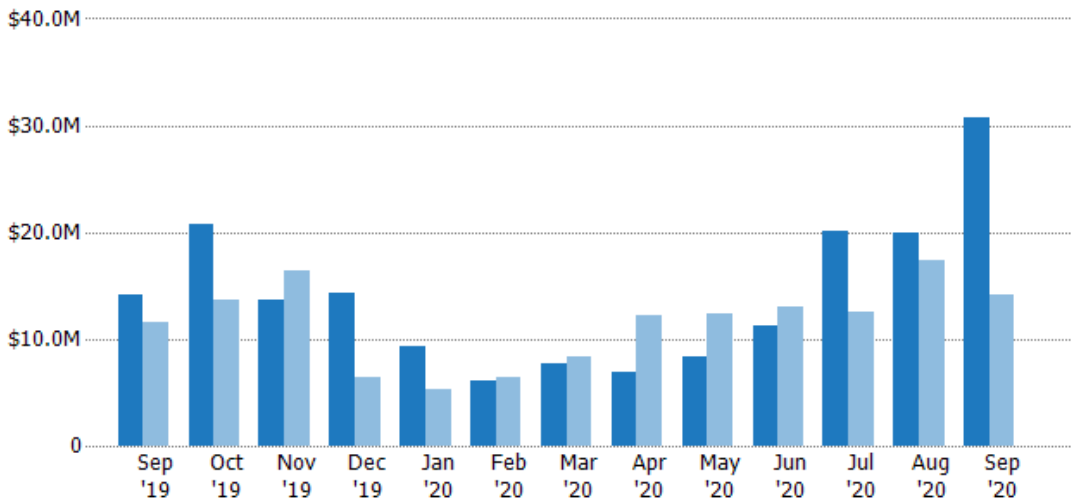
Closed Sales Volume

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.
Sep '20	\$30.7M	116.6%
Sep '19	\$14.2M	23%
Sep '18	\$11.5M	20.7%



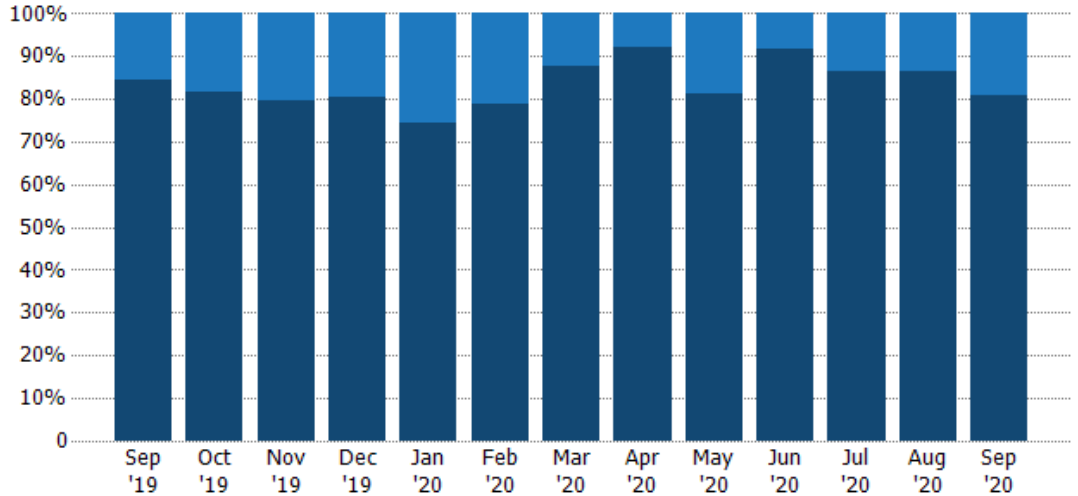
Current Year	\$14.2M	\$20.7M	\$13.6M	\$14.3M	\$9.26M	\$6.02M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$20.2M	\$20M	\$30.7M
Prior Year	\$11.5M	\$13.6M	\$16.4M	\$6.46M	\$5.3M	\$6.43M	\$8.32M	\$12.2M	\$12.3M	\$13.1M	\$12.5M	\$17.3M	\$14.2M
Percent Change from Prior Year	23%	53%	-17%	121%	75%	-6%	-7%	-43%	-33%	-14%	62%	16%	117%

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



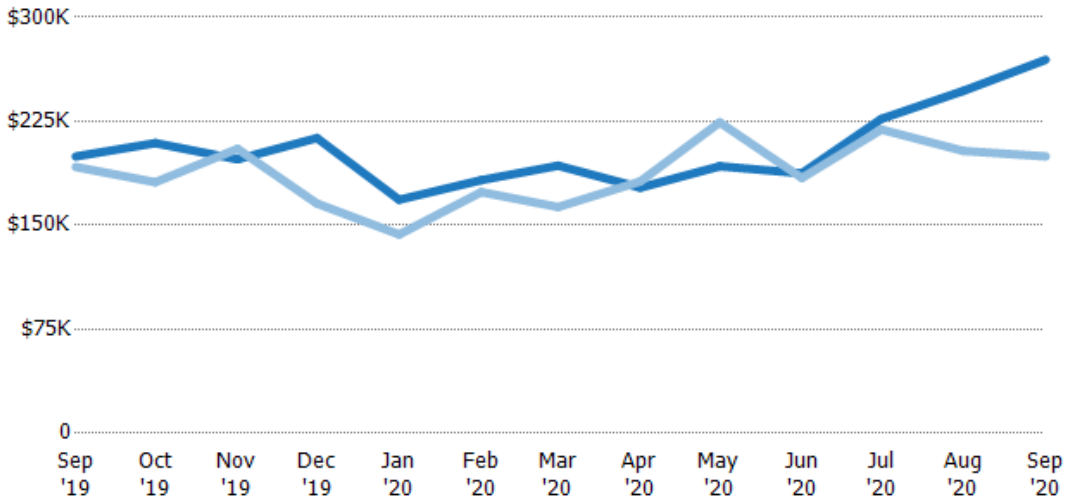
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	15%	18%	20%	19%	25%	21%	13%	8%	19%	8%	13%	14%	19%
Single Family Residence	85%	82%	80%	81%	75%	79%	88%	92%	81%	92%	87%	86%	81%

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.
Sep '20	\$269K	34.9%
Sep '19	\$200K	4%
Sep '18	\$192K	11.5%

Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$200K	\$209K	\$198K	\$213K	\$168K	\$183K	\$193K	\$177K	\$193K	\$187K	\$227K	\$247K	\$269K
Prior Year	\$192K	\$181K	\$205K	\$166K	\$143K	\$174K	\$163K	\$182K	\$224K	\$184K	\$219K	\$204K	\$200K
Percent Change from Prior Year	4%	16%	-4%	29%	17%	5%	18%	-2%	-14%	2%	4%	21%	35%

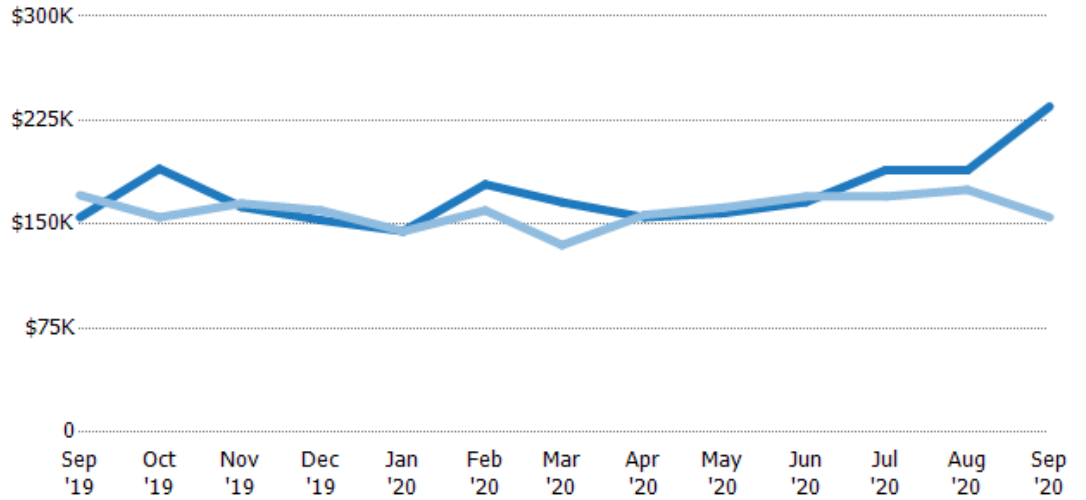
Median Sales Price

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.
Sep '20	\$235K	51.6%
Sep '19	\$155K	-9.3%
Sep '18	\$171K	5.3%



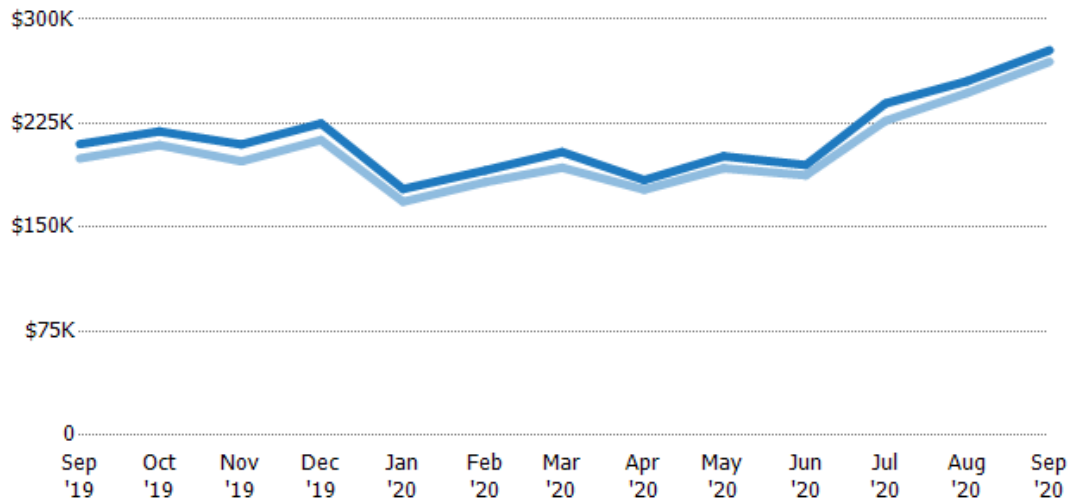
Current Year	\$155K	\$190K	\$163K	\$153K	\$145K	\$179K	\$166K	\$155K	\$158K	\$166K	\$189K	\$189K	\$235K
Prior Year	\$171K	\$155K	\$165K	\$160K	\$145K	\$160K	\$135K	\$157K	\$162K	\$170K	\$170K	\$175K	\$155K
Percent Change from Prior Year	-9%	23%	-2%	-4%	0%	12%	23%	-1%	-2%	-2%	11%	8%	52%

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



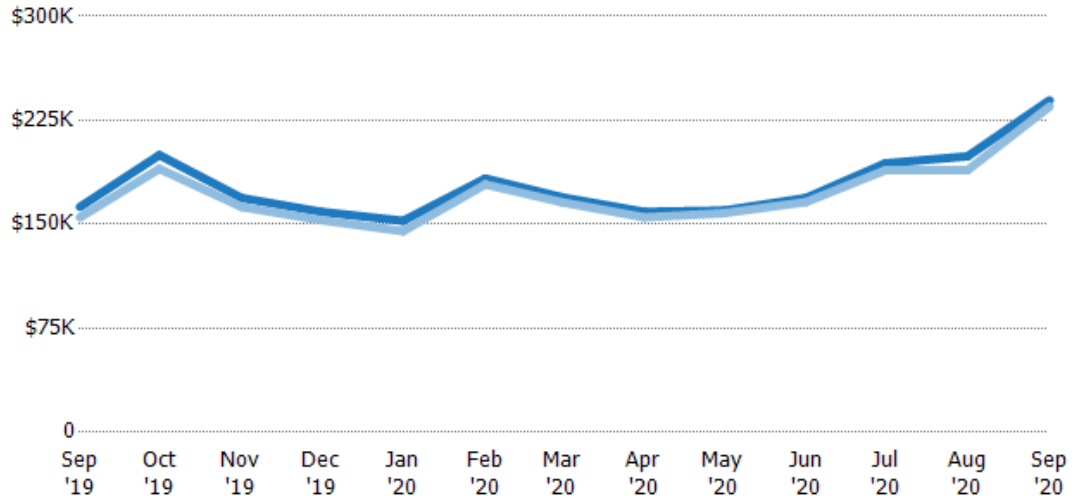
Avg List Price	\$210K	\$219K	\$210K	\$225K	\$178K	\$191K	\$204K	\$184K	\$201K	\$195K	\$239K	\$255K	\$278K
Avg Sales Price	\$200K	\$209K	\$198K	\$213K	\$168K	\$183K	\$193K	\$177K	\$193K	\$187K	\$227K	\$247K	\$269K
Avg Sales Price as a % of Avg List Price	95%	95%	94%	95%	95%	96%	94%	96%	96%	96%	95%	97%	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



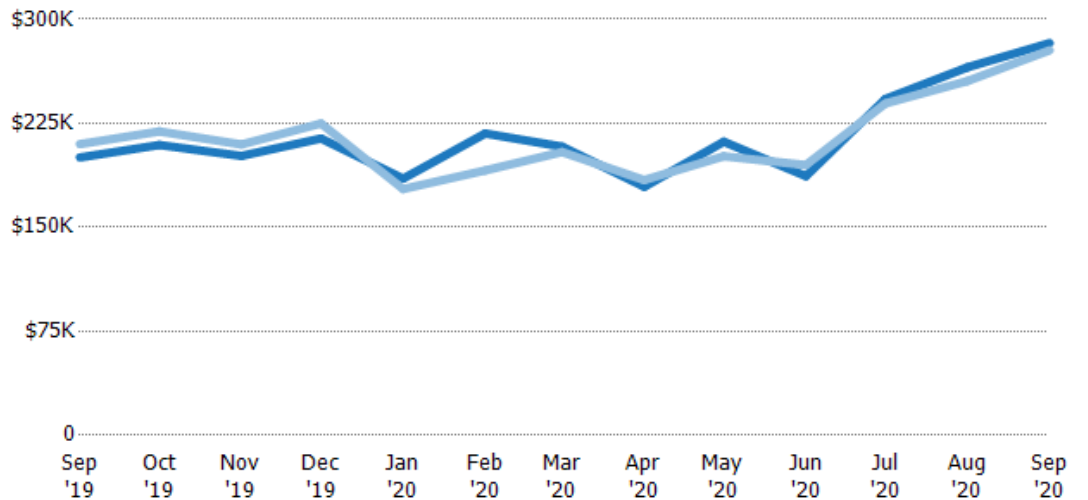
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$163K	\$200K	\$169K	\$159K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$194K	\$199K	\$239K
Median Sales Price	\$155K	\$190K	\$163K	\$153K	\$145K	\$179K	\$166K	\$155K	\$158K	\$166K	\$189K	\$189K	\$235K
Med Sales Price as a % of Med List Price	95%	95%	96%	96%	95%	98%	98%	97%	99%	98%	97%	95%	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



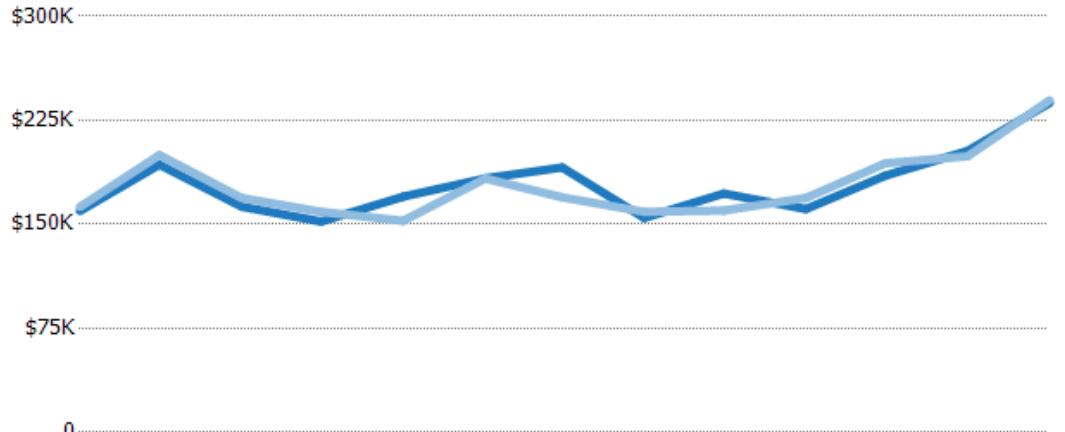
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$200K	\$209K	\$201K	\$214K	\$185K	\$218K	\$208K	\$179K	\$212K	\$187K	\$243K	\$265K	\$283K
Avg Sales Price	\$210K	\$219K	\$210K	\$225K	\$178K	\$191K	\$204K	\$184K	\$201K	\$195K	\$239K	\$255K	\$278K
Avg Sales Price as a % of Avg Est Value	105%	105%	104%	105%	96%	88%	98%	103%	95%	104%	99%	96%	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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$160K	\$193K	\$163K	\$152K	\$170K	\$183K	\$191K	\$155K	\$172K	\$161K	\$185K	\$203K	\$237K
Median Sales Price	\$163K	\$200K	\$169K	\$159K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$194K	\$199K	\$239K
Med Sales Price as a % of Med Est Value	102%	104%	104%	105%	90%	100%	89%	103%	93%	105%	105%	98%	101%