

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	16	10	+60%	288	287	+0.3%
New Listing Volume	\$4,722,100	\$1,658,600	+184.7%	\$70,345,698	\$52,879,554	+33%
Active Listing Count	56	113	-50.4%	N/A	N/A	
Active Listing Volume	\$20,417,200	\$23,834,865	-14.3%	N/A	N/A	
Average Listing Price	\$364,593	\$210,928	+72.9%	\$234,521	\$211,247	+11%
Median Listing Price	\$177,450	\$155,000	+14.5%	\$166,910	\$171,154	-2.5%
Median Days in RPR	59.5	113	-47.3%	92.43	116.04	-20.3%
Months of Inventory	1.6	4.9	-66.5%	5	8.6	-42%
Absorption Rate	60.71%	20.35%	+40.4%	19.96%	11.57%	+8.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	28	16	+75%	331	253	+30.8%
New Pending Sales Volume	\$5,486,500	\$2,725,600	+101.3%	\$66,689,569	\$49,003,789	+36.1%
Pending Sales Count	53	29	+82.8%	N/A	N/A	
Pending Sales Volume	\$11,992,800	\$6,307,400	+90.1%	N/A	N/A	
Closed Sales Count	35	22	+59.1%	245	197	+24.4%
Closed Sales Volume	\$7,761,500	\$4,212,943	+84.2%	\$46,962,686	\$34,511,657	+36.1%
Average Sales Price	\$221,757	\$191,497	+15.8%	\$191,684	\$175,186	+9.4%
Median Sales Price	\$209,500	\$160,000	+30.9%	\$174,049	\$157,751	+10.3%

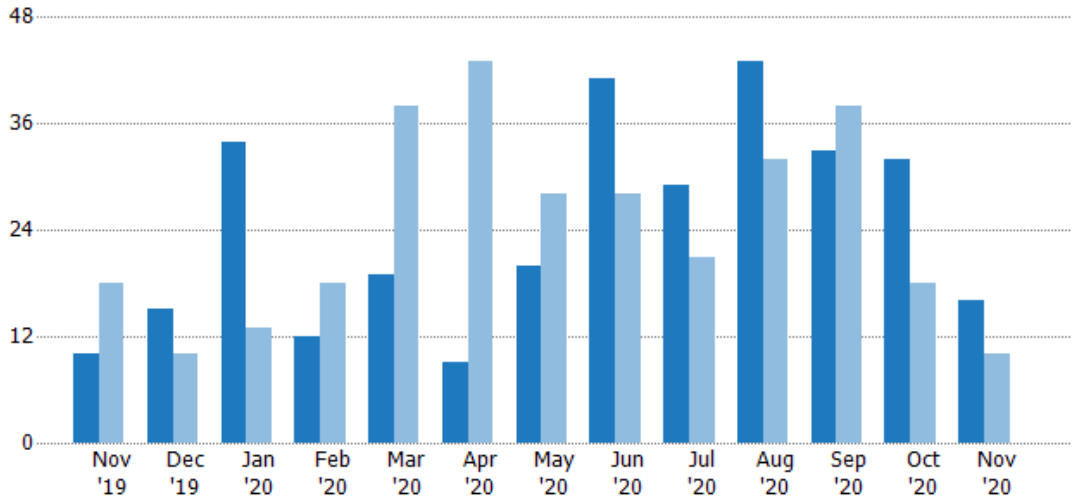
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	10	18	-44%
Dec '19	15	10	50%
Jan '20	34	13	162%
Feb '20	12	18	-33%
Mar '20	19	38	-50%
Apr '20	9	43	-79%
May '20	20	28	-29%
Jun '20	41	28	46%
Jul '20	29	21	38%
Aug '20	43	32	34%
Sep '20	33	38	-13%
Oct '20	32	18	78%
Nov '20	16	10	60%

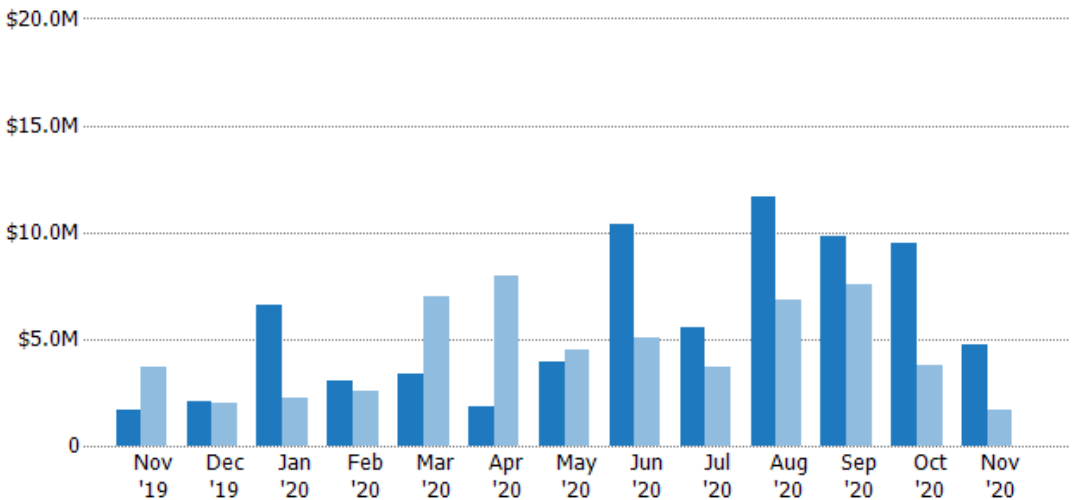
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	\$1.66M	\$3.7M	-55%
Dec '19	\$2.06M	\$1.97M	5%
Jan '20	\$6.62M	\$2.27M	191%
Feb '20	\$3.06M	\$2.57M	19%
Mar '20	\$3.33M	\$7M	-52%
Apr '20	\$1.87M	\$7.95M	-77%
May '20	\$3.93M	\$4.53M	-13%
Jun '20	\$10.4M	\$5.07M	104%
Jul '20	\$5.54M	\$3.66M	51%
Aug '20	\$11.7M	\$6.85M	70%
Sep '20	\$9.79M	\$7.57M	29%
Oct '20	\$9.47M	\$3.74M	153%
Nov '20	\$4.72M	\$1.66M	185%

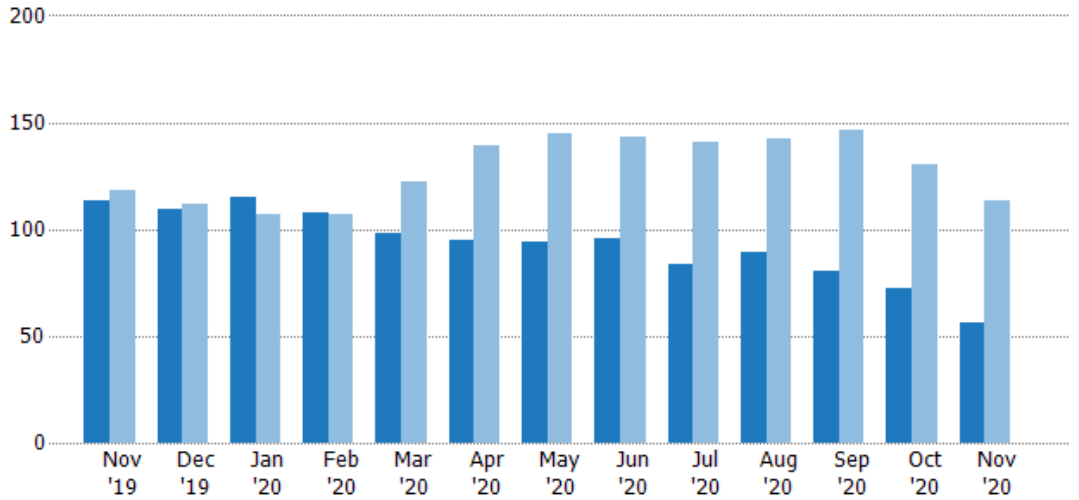
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	113	109	115	108	98	95	94	96	84	89	80	72	56
Prior Year	118	112	107	107	122	139	145	143	141	142	146	130	113
Percent Change from Prior Year	-4%	-3%	7%	1%	-20%	-32%	-35%	-33%	-40%	-37%	-45%	-45%	-50%

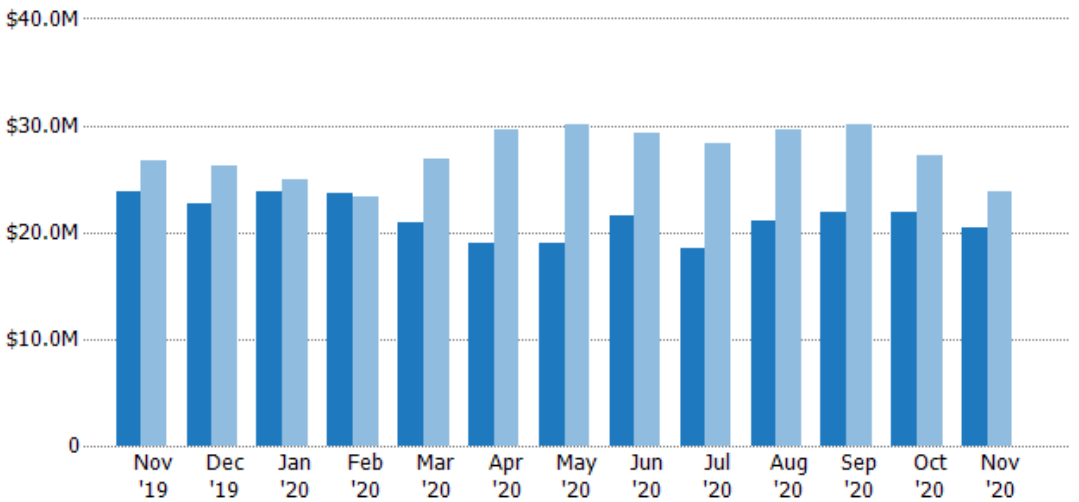
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$23.8M	\$22.7M	\$23.8M	\$23.6M	\$20.9M	\$18.9M	\$19M	\$21.6M	\$18.5M	\$21.1M	\$21.8M	\$21.8M	\$20.4M
Prior Year	\$26.8M	\$26.3M	\$24.9M	\$23.3M	\$26.8M	\$29.6M	\$30.1M	\$29.3M	\$28.3M	\$29.6M	\$30.1M	\$27.2M	\$23.8M
Percent Change from Prior Year	-11%	-13%	-4%	1%	-22%	-36%	-37%	-26%	-35%	-29%	-27%	-20%	-14%

## Average Listing Price

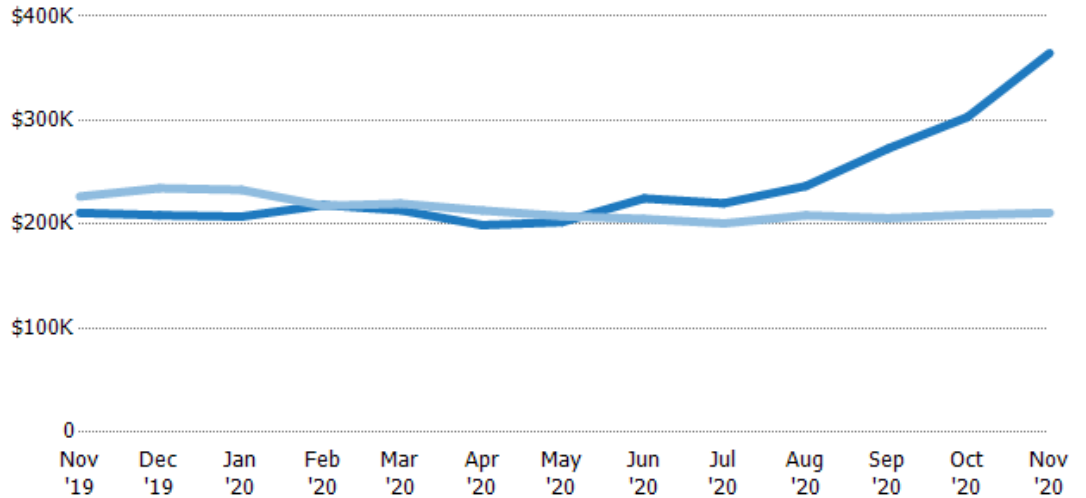
The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Nov '20	\$365K	72.9%
Nov '19	\$211K	-7%
Nov '18	\$227K	-12.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$211K	\$209K	\$207K	\$218K	\$213K	\$199K	\$202K	\$225K	\$220K	\$237K	\$273K	\$303K	\$365K
Prior Year	\$227K	\$235K	\$233K	\$218K	\$220K	\$213K	\$208K	\$205K	\$201K	\$209K	\$206K	\$209K	\$211K
Percent Change from Prior Year	-7%	-11%	-11%	0%	-3%	-7%	-3%	10%	10%	13%	32%	45%	73%

## Median Listing Price

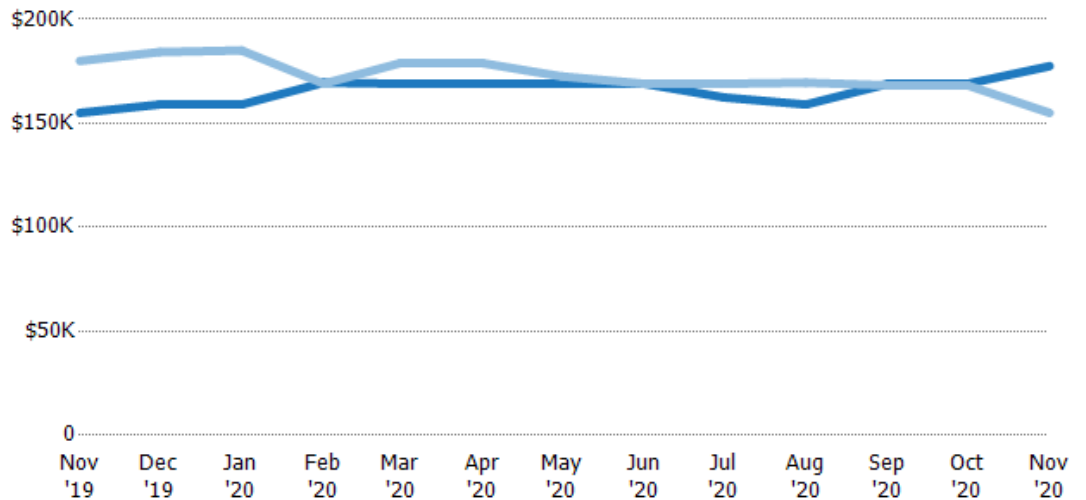
The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Nov '20	\$177K	14.5%
Nov '19	\$155K	-13.9%
Nov '18	\$180K	-17.3%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$155K	\$159K	\$159K	\$170K	\$169K	\$169K	\$169K	\$169K	\$162K	\$159K	\$169K	\$169K	\$177K
Prior Year	\$180K	\$184K	\$185K	\$169K	\$179K	\$179K	\$173K	\$169K	\$169K	\$170K	\$168K	\$168K	\$155K
Percent Change from Prior Year	-14%	-14%	-14%	0%	-6%	-6%	-2%	0%	-4%	-6%	0%	0%	14%

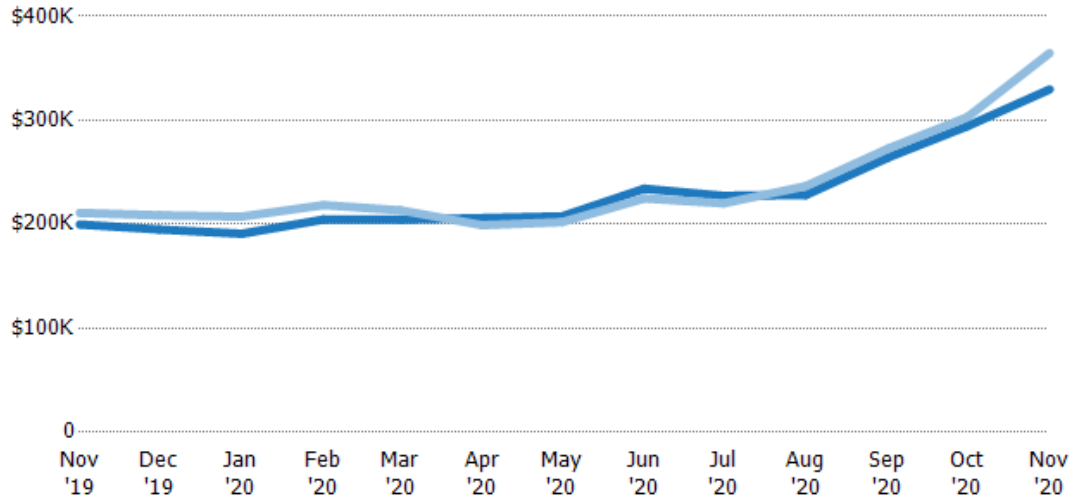
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$200K	\$195K	\$191K	\$205K	\$204K	\$206K	\$208K	\$234K	\$227K	\$228K	\$264K	\$294K	\$330K
Avg Listing Price	\$211K	\$209K	\$207K	\$218K	\$213K	\$199K	\$202K	\$225K	\$220K	\$237K	\$273K	\$303K	\$365K
Avg Listing Price as a % of Avg Est Value	106%	107%	109%	107%	104%	97%	97%	96%	97%	104%	103%	103%	111%

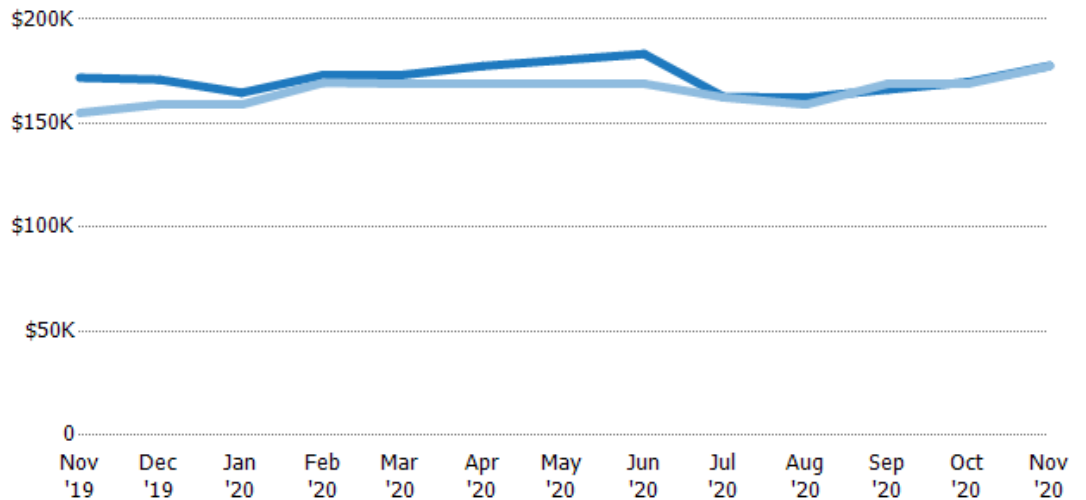
## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$172K	\$171K	\$165K	\$173K	\$173K	\$178K	\$180K	\$183K	\$163K	\$162K	\$166K	\$170K	\$178K
Median Listing Price	\$155K	\$159K	\$159K	\$170K	\$169K	\$169K	\$169K	\$169K	\$162K	\$159K	\$169K	\$169K	\$177K
Med Listing Price as a % of Med Est Value	90%	93%	97%	98%	98%	95%	94%	92%	100%	98%	102%	100%	100%

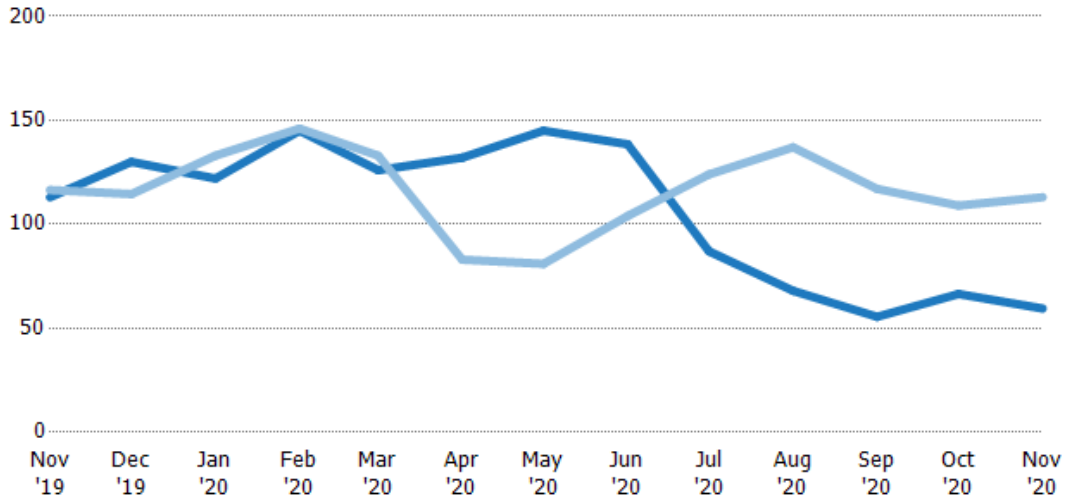
## Median Days in RPR

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

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Days	% Chg.
Nov '20	59.5	-47.3%
Nov '19	113	-3%
Nov '18	117	25.3%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	113	130	122	145	126	132	145	139	87	68	55.5	66.5	59.5
Prior Year	117	115	133	146	133	83	81	104	124	137	117	109	113
Percent Change from Prior Year	-3%	14%	-8%	-1%	-5%	59%	79%	33%	-30%	-50%	-53%	-39%	-47%

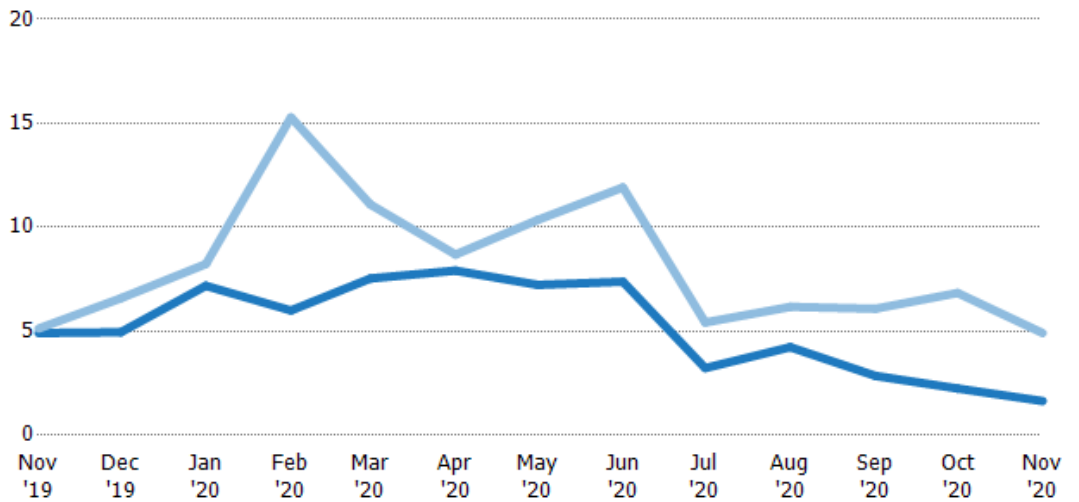
## Months of Inventory

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

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Months	% Chg.
Nov '20	1.65	-66.5%
Nov '19	4.91	-4.2%
Nov '18	5.13	48.1%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.91	4.95	7.19	6	7.54	7.92	7.23	7.38	3.23	4.24	2.86	2.25	1.65
Prior Year	5.13	6.59	8.23	15.3	11.1	8.69	10.4	11.9	5.42	6.17	6.08	6.84	4.91
Percent Change from Prior Year	-4%	-25%	-13%	-61%	-32%	-9%	-30%	-38%	-40%	-31%	-53%	-67%	-66%

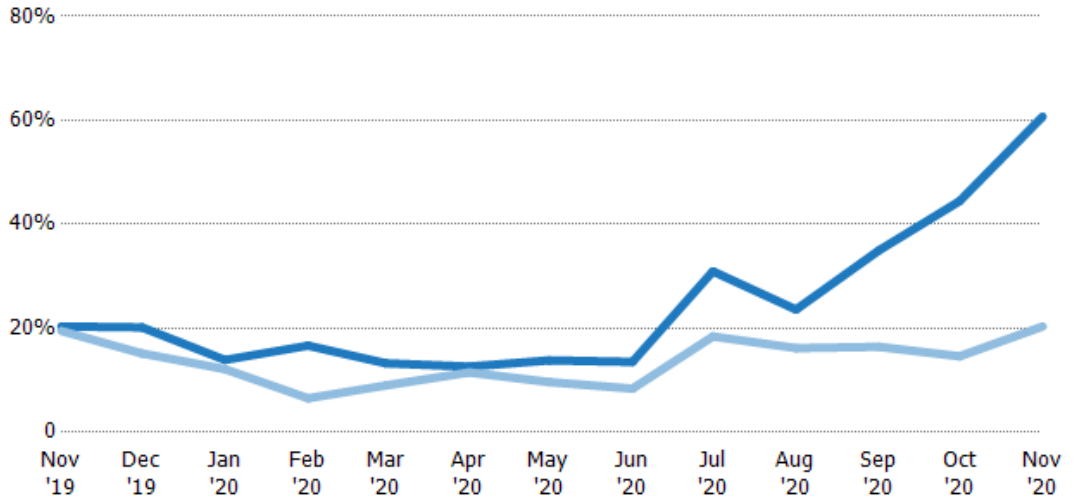
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	20%	20%	14%	17%	13%	13%	14%	14%	31%	24%	35%	44%	61%
Prior Year	19%	15%	12%	7%	9%	12%	10%	8%	18%	16%	16%	15%	20%
Change from Prior Year	-1%	-5%	-2%	-10%	-4%	-1%	-4%	-5%	-13%	-7%	-19%	-30%	-40%

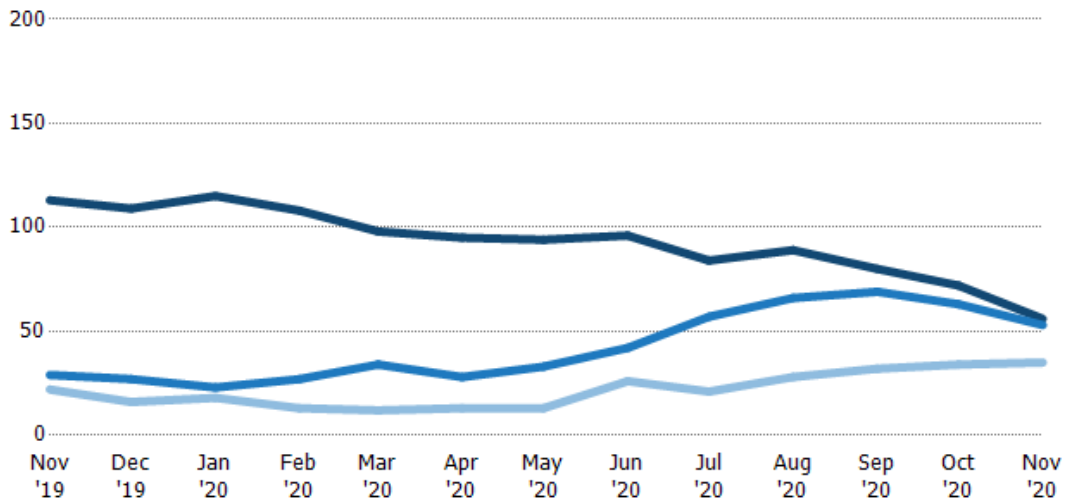
## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	113	109	115	108	98	95	94	96	84	89	80	72	56
Pending	29	27	23	27	34	28	33	42	57	66	69	63	53
Sold	22	16	18	13	12	13	13	26	21	28	32	34	35

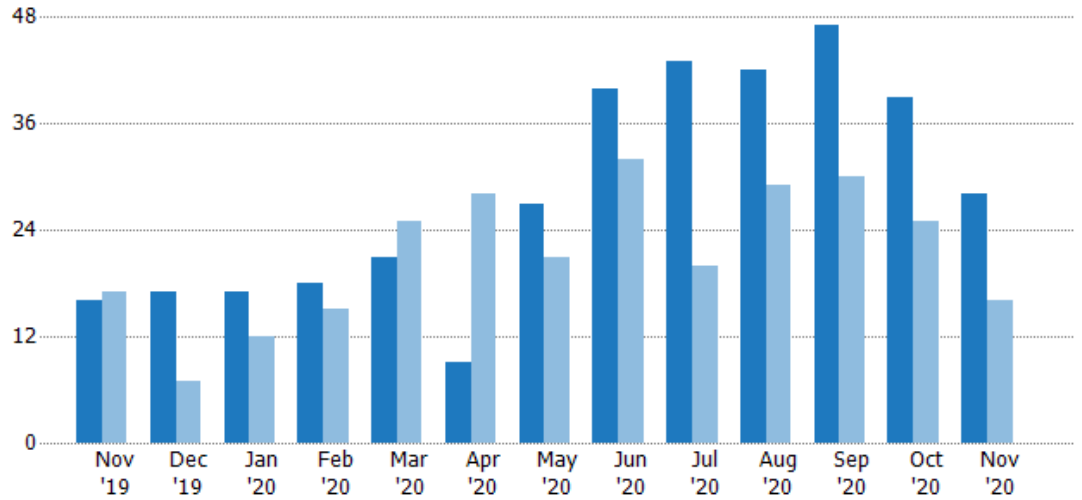
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Count	% Chg.
Nov '20	28	75%
Nov '19	16	-5.9%
Nov '18	17	-5.9%

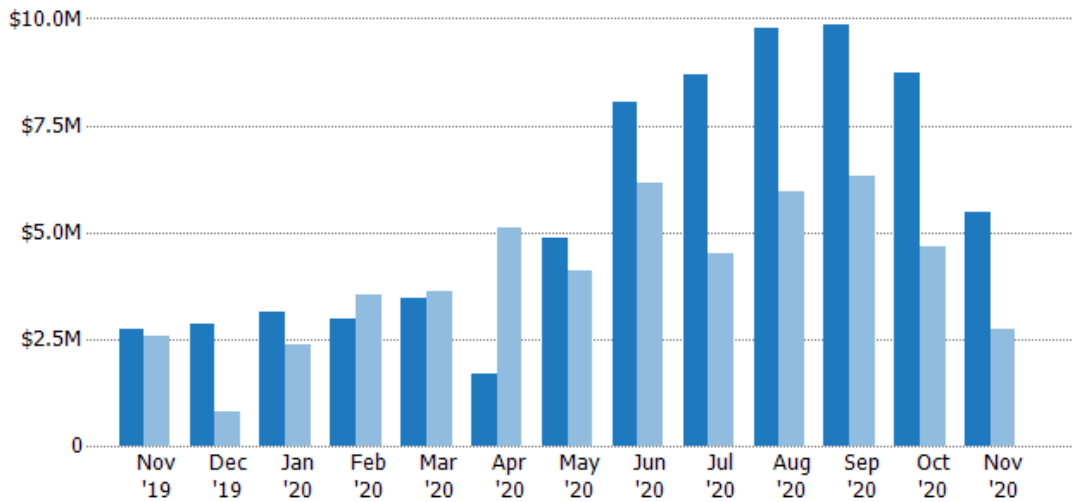
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Volume	% Chg.
Nov '20	\$5.49M	101.3%
Nov '19	\$2.73M	6.5%
Nov '18	\$2.56M	16%



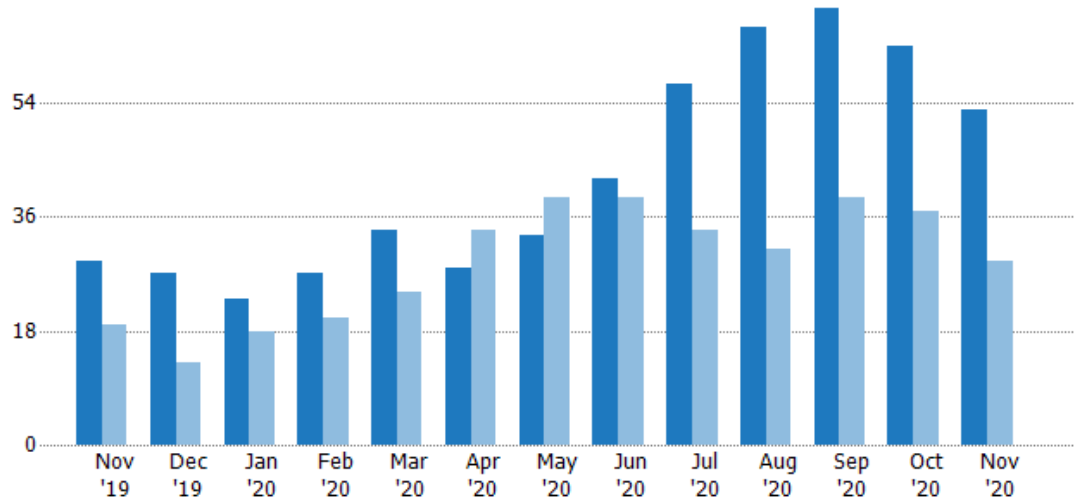
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Count	% Chg.
Nov '20	53	82.8%
Nov '19	29	52.6%
Nov '18	19	-10.5%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	29	27	23	27	34	28	33	42	57	66	69	63	53
Prior Year	19	13	18	20	24	34	39	39	34	31	39	37	29
Percent Change from Prior Year	53%	108%	28%	35%	42%	-18%	-15%	8%	68%	113%	77%	70%	83%

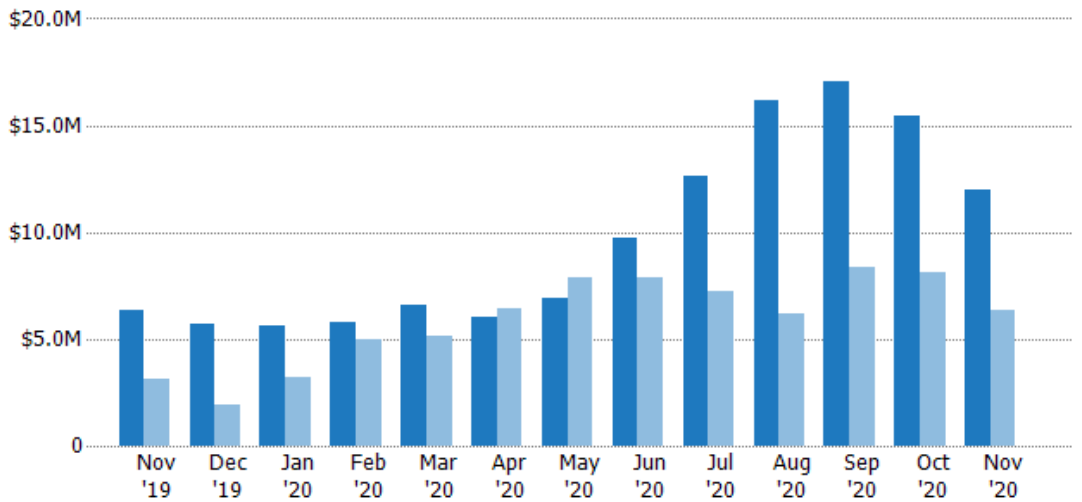
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Volume	% Chg.
Nov '20	\$12M	90.1%
Nov '19	\$6.31M	102.5%
Nov '18	\$3.11M	19.6%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$6.31M	\$5.71M	\$5.59M	\$5.74M	\$6.6M	\$6.01M	\$6.94M	\$9.76M	\$12.6M	\$16.2M	\$17M	\$15.4M	\$12M
Prior Year	\$3.11M	\$1.96M	\$3.22M	\$4.95M	\$5.15M	\$6.47M	\$7.87M	\$7.87M	\$7.22M	\$6.18M	\$8.38M	\$8.15M	\$6.31M
Percent Change from Prior Year	102%	192%	73%	16%	28%	-7%	-12%	24%	74%	162%	103%	90%	90%

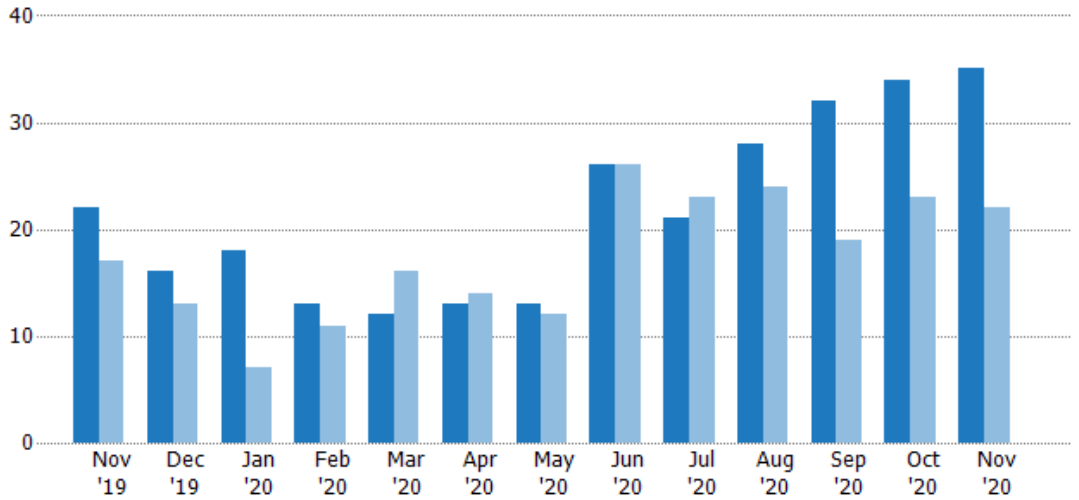
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	22	16	18	13	12	13	13	26	21	28	32	34	35
Prior Year	17	13	7	11	16	14	12	26	23	24	19	23	22
Percent Change from Prior Year	29%	23%	157%	18%	-25%	-7%	8%	0%	-9%	17%	68%	48%	59%

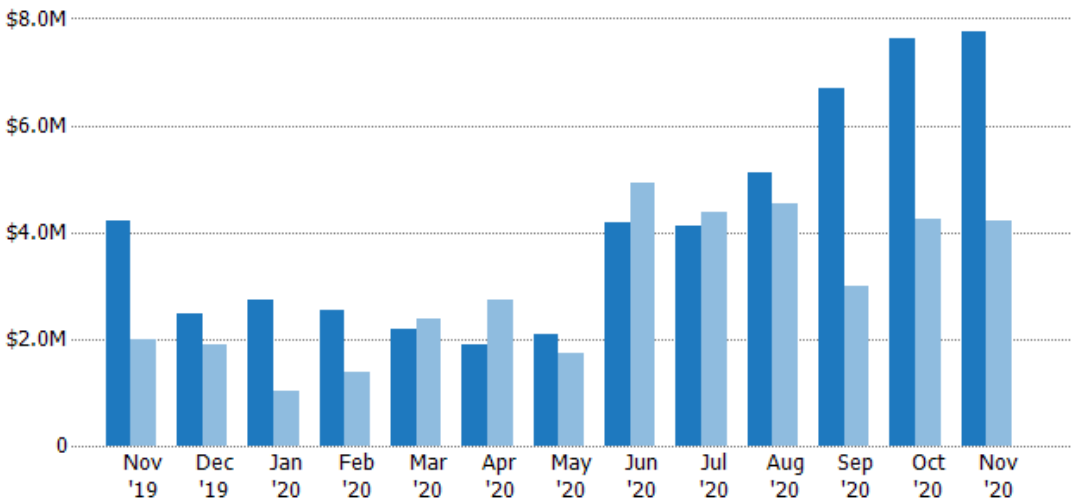
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$4.21M	\$2.46M	\$2.73M	\$2.54M	\$2.19M	\$1.89M	\$2.1M	\$4.18M	\$4.11M	\$5.11M	\$6.71M	\$7.63M	\$7.76M
Prior Year	\$2M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$2.73M	\$1.73M	\$4.93M	\$4.36M	\$4.53M	\$2.99M	\$4.23M	\$4.21M
Percent Change from Prior Year	111%	30%	166%	83%	-8%	-31%	21%	-15%	-6%	13%	124%	80%	84%

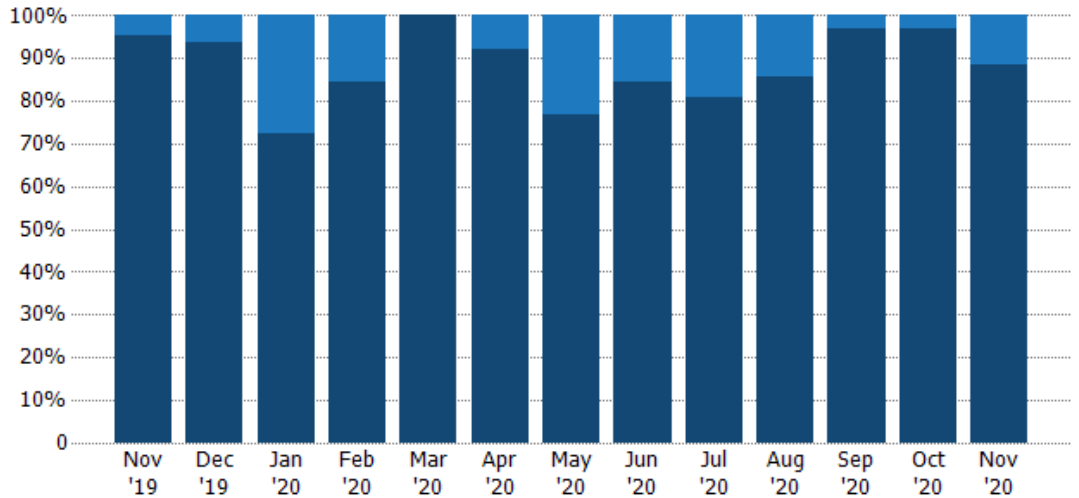
## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	5%	6%	28%	15%	-	8%	23%	15%	19%	14%	3%	3%	11%
Single Family Residence	95%	94%	72%	85%	100%	92%	77%	85%	81%	86%	97%	97%	89%

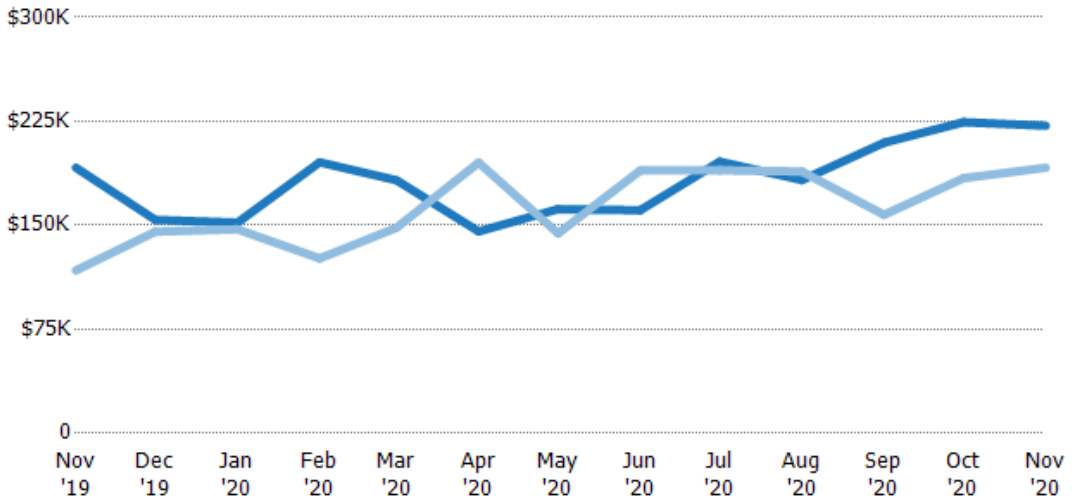
## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Month/Year	Price	% Chg.
Nov '20	\$222K	15.8%
Nov '19	\$191K	63.1%
Nov '18	\$117K	64.9%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$191K	\$154K	\$152K	\$195K	\$182K	\$146K	\$162K	\$161K	\$196K	\$183K	\$210K	\$224K	\$222K
Prior Year	\$117K	\$145K	\$147K	\$126K	\$148K	\$195K	\$144K	\$190K	\$190K	\$189K	\$158K	\$184K	\$191K
Percent Change from Prior Year	63%	6%	3%	55%	23%	-25%	12%	-15%	3%	-3%	33%	22%	16%

## Median Sales Price

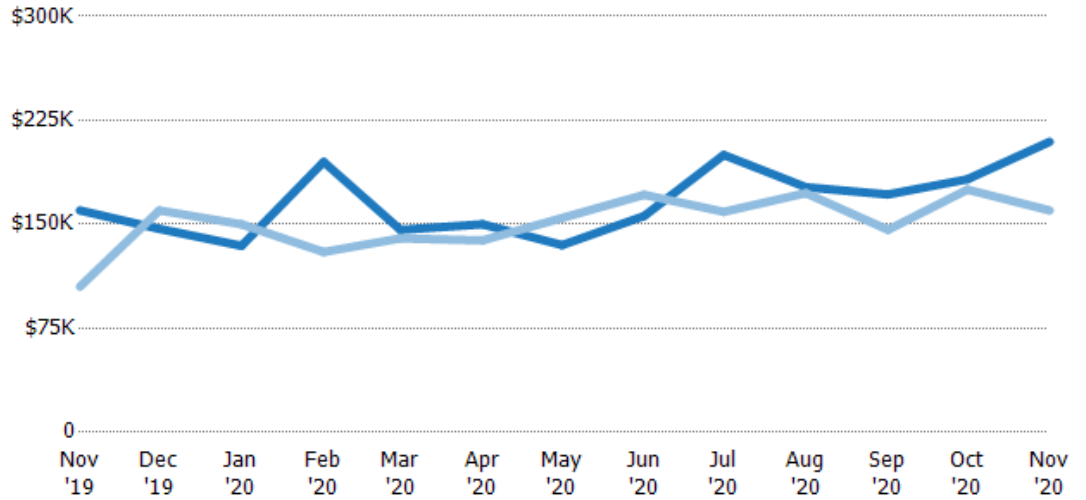
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Nov '20	\$210K	30.9%
Nov '19	\$160K	52.4%
Nov '18	\$105K	44%



Current Year	\$160K	\$147K	\$134K	\$195K	\$146K	\$150K	\$135K	\$156K	\$200K	\$177K	\$172K	\$183K	\$210K
Prior Year	\$105K	\$160K	\$150K	\$130K	\$140K	\$138K	\$155K	\$171K	\$159K	\$172K	\$146K	\$175K	\$160K
Percent Change from Prior Year	52%	-8%	-10%	50%	4%	8%	-13%	-9%	26%	2%	17%	4%	31%

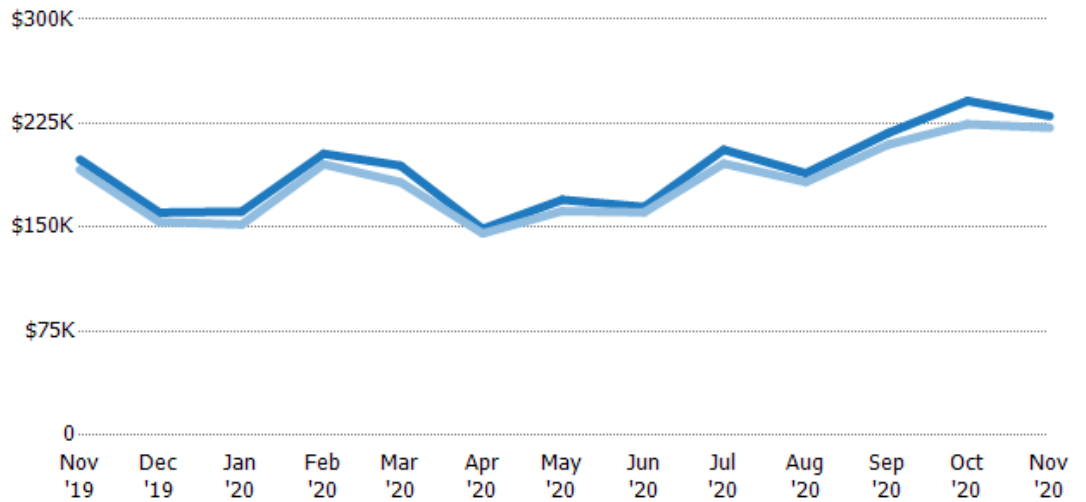
## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



Avg List Price	\$199K	\$161K	\$161K	\$203K	\$194K	\$149K	\$170K	\$165K	\$206K	\$189K	\$218K	\$241K	\$230K
Avg Sales Price	\$191K	\$154K	\$152K	\$195K	\$182K	\$146K	\$162K	\$161K	\$196K	\$183K	\$210K	\$224K	\$222K
Avg Sales Price as a % of Avg List Price	96%	96%	94%	96%	94%	98%	95%	98%	95%	97%	96%	93%	96%

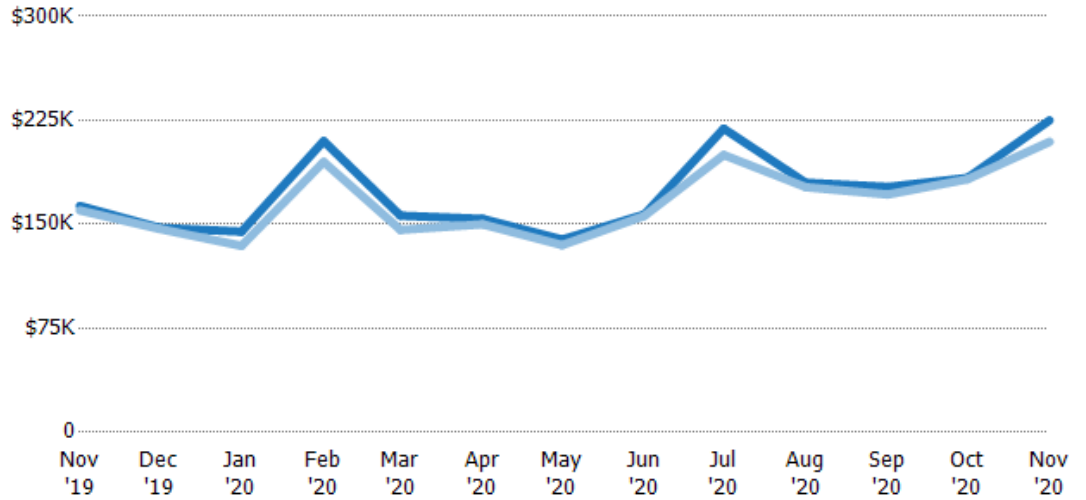
## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$163K	\$147K	\$145K	\$210K	\$156K	\$154K	\$139K	\$157K	\$219K	\$180K	\$177K	\$183K	\$225K
Median Sales Price	\$160K	\$147K	\$134K	\$195K	\$146K	\$150K	\$135K	\$156K	\$200K	\$177K	\$172K	\$183K	\$210K
Med Sales Price as a % of Med List Price	98%	99%	93%	93%	93%	97%	97%	99%	91%	98%	97%	99%	93%

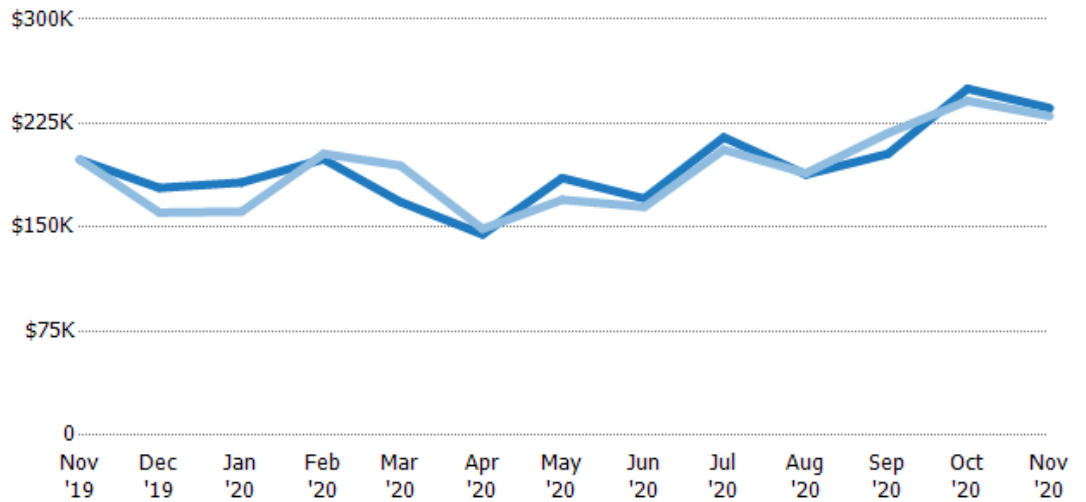
## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$199K	\$178K	\$182K	\$199K	\$168K	\$145K	\$186K	\$171K	\$215K	\$188K	\$203K	\$250K	\$236K
Avg Sales Price	\$199K	\$161K	\$161K	\$203K	\$194K	\$149K	\$170K	\$165K	\$206K	\$189K	\$218K	\$241K	\$230K
Avg Sales Price as a % of Avg Est Value	100%	90%	88%	102%	116%	103%	92%	96%	96%	100%	107%	96%	98%

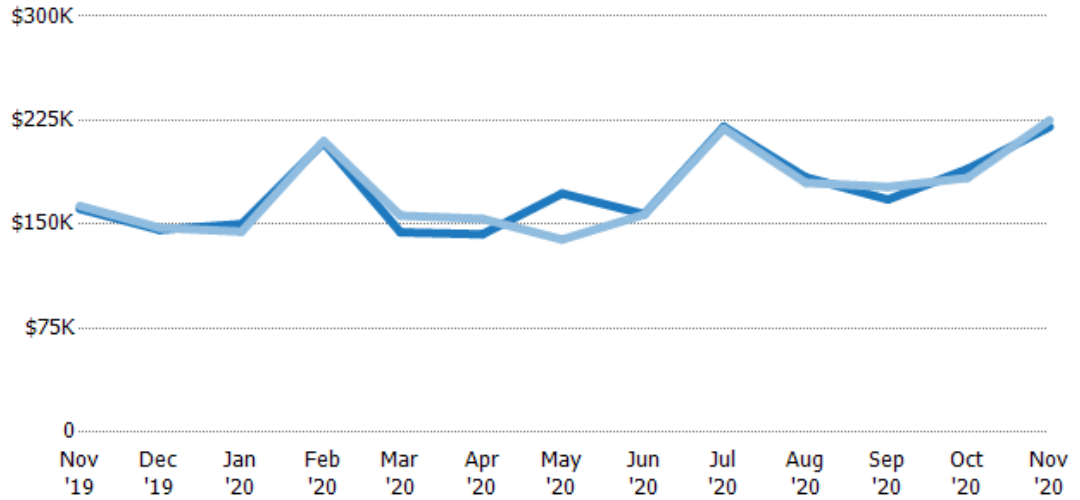
## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$161K	\$146K	\$150K	\$209K	\$144K	\$143K	\$172K	\$157K	\$220K	\$184K	\$168K	\$190K	\$220K
Median Sales Price	\$163K	\$147K	\$145K	\$210K	\$156K	\$154K	\$139K	\$157K	\$219K	\$180K	\$177K	\$183K	\$225K
Med Sales Price as a % of Med Est Value	101%	101%	96%	100%	108%	108%	81%	100%	99%	98%	105%	97%	102%