

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	58	30	+93.3%	932	1,024	-9%
New Listing Volume	\$15,563,350	\$5,144,399	+202.5%	\$268,479,181	\$254,793,814	+5.4%
Active Listing Count	223	481	-53.6%	N/A	N/A	
Active Listing Volume	\$94,339,776	\$158,805,555	-40.6%	N/A	N/A	
Average Listing Price	\$423,048	\$330,157	+28.1%	\$361,275	\$301,442	+19.8%
Median Listing Price	\$249,900	\$225,000	+11.1%	\$229,256	\$210,869	+8.7%
Median Days in RPR	91	146	-37.7%	113	137.62	-17.9%
Months of Inventory	1.7	4.9	-65%	5.3	9.5	-43.7%
Absorption Rate	58.74%	20.58%	+38.2%	18.7%	10.53%	+8.2%
Sales Activity Charts Metrics						
New Pending Sales Count	90	60	+50%	1,068	864	+23.6%
New Pending Sales Volume	\$24,554,100	\$11,396,700	+115.4%	\$267,666,366	\$182,729,735	+46.5%
Pending Sales Count	178	94	+89.4%	N/A	N/A	
Pending Sales Volume	\$49,988,694	\$20,701,600	+141.5%	N/A	N/A	
Closed Sales Count	96	69	+39.1%	785	706	+11.2%
Closed Sales Volume	\$27,264,785	\$13,631,743	+100%	\$183,334,886	\$136,902,700	+33.9%
Average Sales Price	\$284,008	\$197,561	+43.8%	\$233,548	\$193,913	+20.4%
Median Sales Price	\$241,250	\$162,500	+48.5%	\$197,436	\$163,399	+20.8%

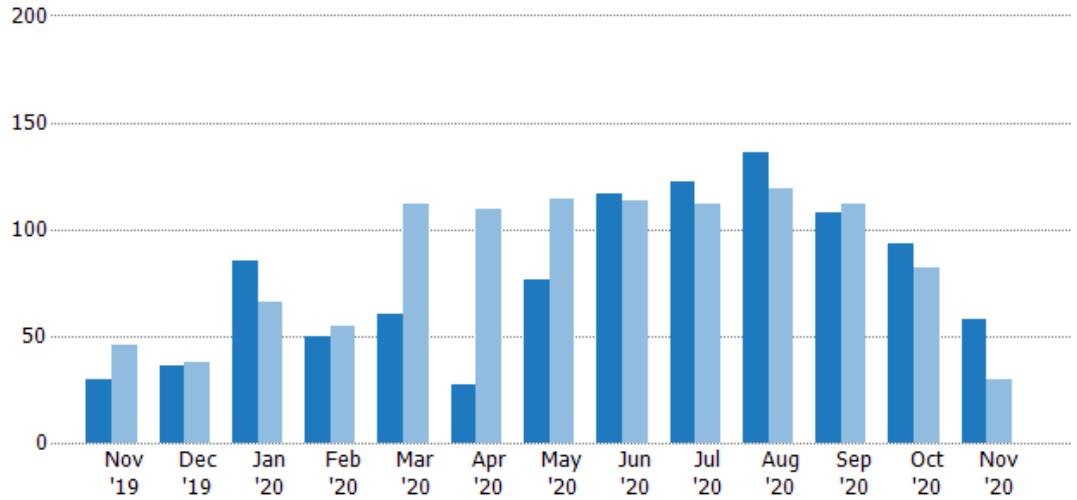
New Listings

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.
Nov '20	58	93.3%
Nov '19	30	-34.8%
Nov '18	46	13%



	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	30	36	85	50	60	27	76	117	122	136	108	93	58
Prior Year	46	38	66	55	112	109	114	113	112	119	112	82	30
Percent Change from Prior Year	-35%	-5%	29%	-9%	-46%	-75%	-33%	4%	9%	14%	-4%	13%	93%

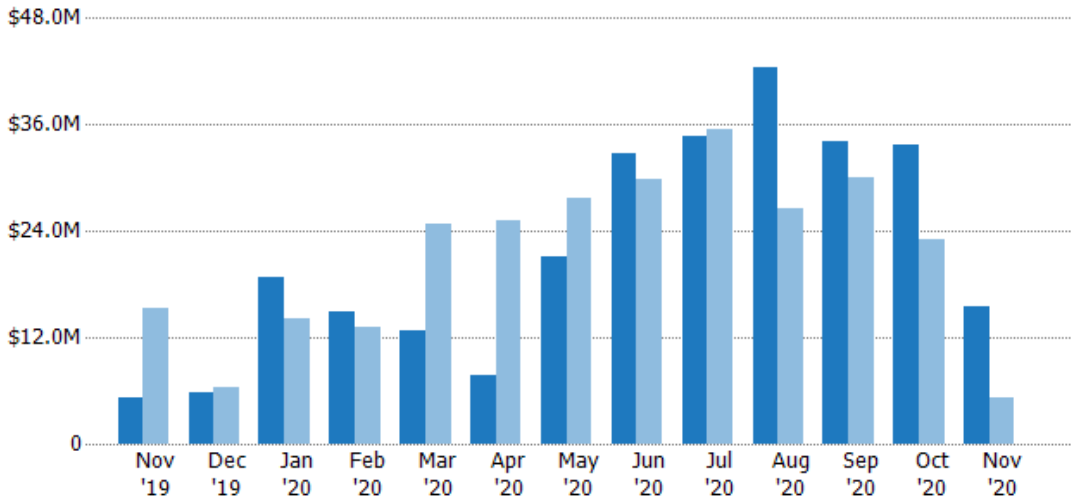
New Listing Volume

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.
Nov '20	\$15.6M	202.5%
Nov '19	\$5.14M	-66.5%
Nov '18	\$15.4M	-37.1%



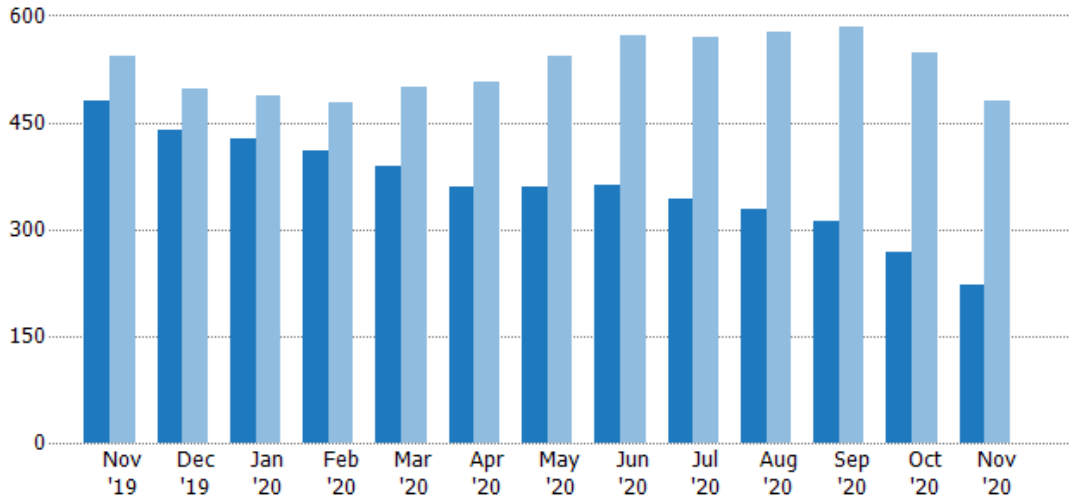
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$5.14M	\$5.82M	\$18.8M	\$14.8M	\$12.7M	\$7.81M	\$21M	\$32.8M	\$34.7M	\$42.4M	\$34.1M	\$33.7M	\$15.6M
Prior Year	\$15.4M	\$6.41M	\$14.1M	\$13.1M	\$24.7M	\$25.1M	\$27.7M	\$29.9M	\$35.5M	\$26.6M	\$29.9M	\$23M	\$5.14M
Percent Change from Prior Year	-66%	-9%	33%	13%	-48%	-69%	-24%	10%	-2%	59%	14%	47%	203%

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



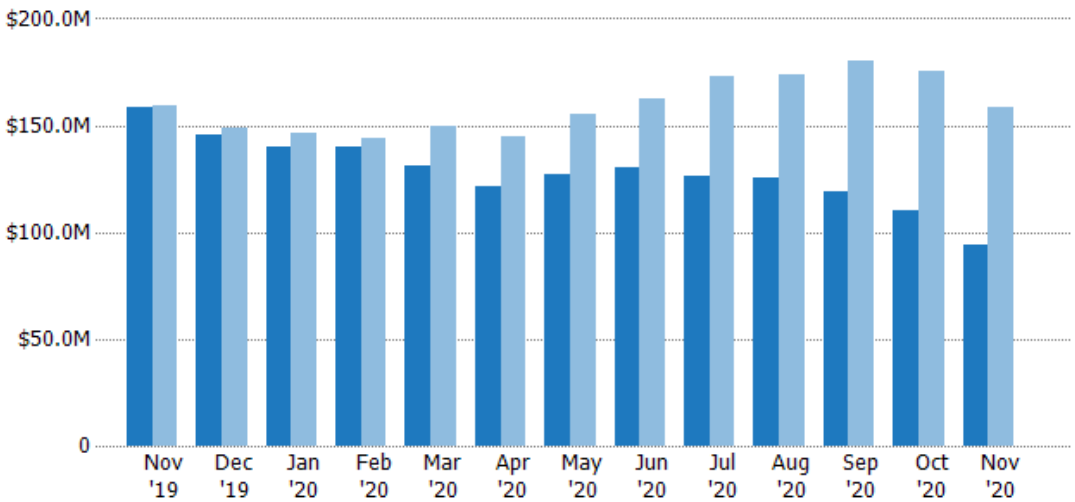
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	481	439	426	409	388	359	360	361	343	329	310	268	223
Prior Year	542	496	488	477	499	507	543	571	570	578	585	549	481
Percent Change from Prior Year	-11%	-11%	-13%	-14%	-22%	-29%	-34%	-37%	-40%	-43%	-47%	-51%	-54%

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



	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	\$159M	\$146M	\$140M	\$140M	\$131M	\$121M	\$127M	\$130M	\$126M	\$125M	\$119M	\$110M	\$94.3M
Prior Year	\$159M	\$149M	\$147M	\$144M	\$149M	\$145M	\$155M	\$163M	\$173M	\$174M	\$180M	\$175M	\$159M
Percent Change from Prior Year	0%	-2%	-5%	-3%	-12%	-16%	-18%	-20%	-27%	-28%	-34%	-37%	-41%

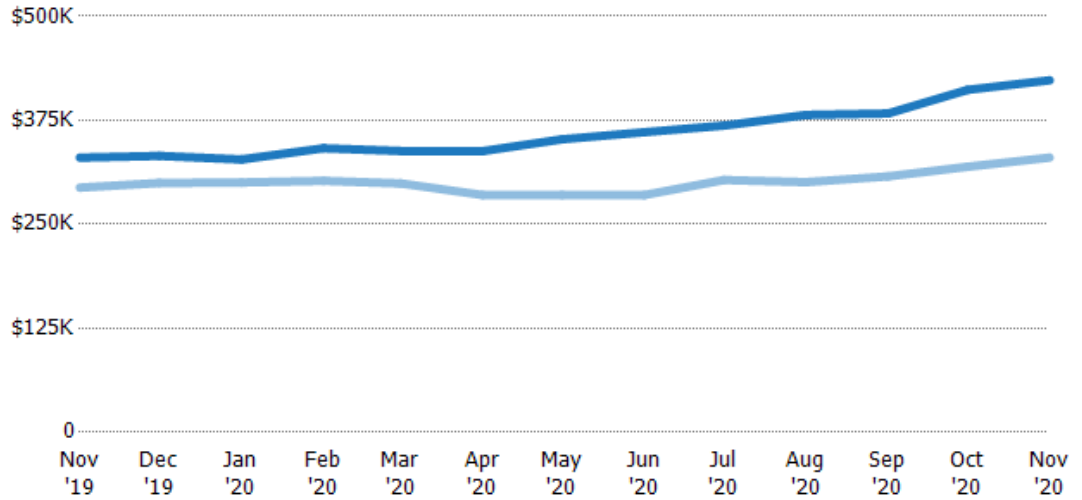
Average Listing Price

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.
Nov '20	\$423K	28.1%
Nov '19	\$330K	12.3%
Nov '18	\$294K	-10.3%



Current Year	\$330K	\$332K	\$328K	\$341K	\$338K	\$338K	\$352K	\$361K	\$369K	\$381K	\$383K	\$412K	\$423K
Prior Year	\$294K	\$300K	\$300K	\$302K	\$299K	\$285K	\$285K	\$285K	\$303K	\$301K	\$308K	\$319K	\$330K
Percent Change from Prior Year	12%	11%	9%	13%	13%	18%	23%	26%	22%	27%	25%	29%	28%

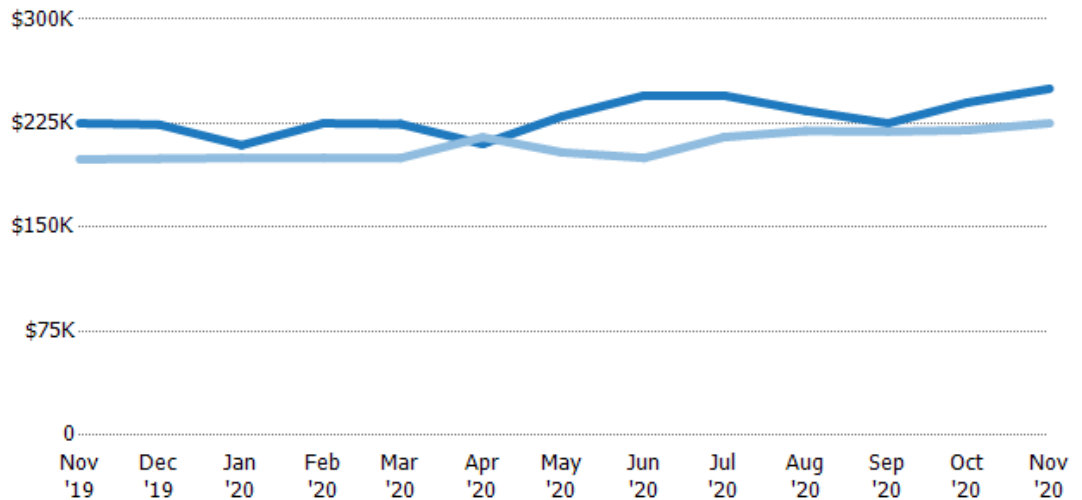
Median Listing Price

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.
Nov '20	\$250K	11.1%
Nov '19	\$225K	13.1%
Nov '18	\$199K	-8.3%



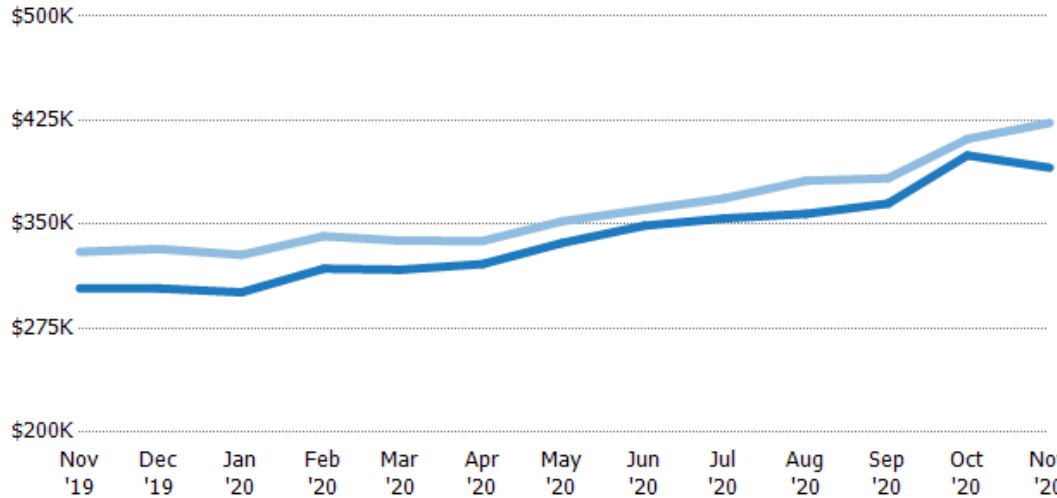
Current Year	\$225K	\$224K	\$209K	\$225K	\$224K	\$210K	\$230K	\$245K	\$245K	\$234K	\$225K	\$240K	\$250K
Prior Year	\$199K	\$199K	\$200K	\$200K	\$200K	\$215K	\$204K	\$200K	\$215K	\$219K	\$219K	\$220K	\$225K
Percent Change from Prior Year	13%	12%	5%	13%	12%	-2%	13%	23%	14%	7%	3%	9%	11%

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



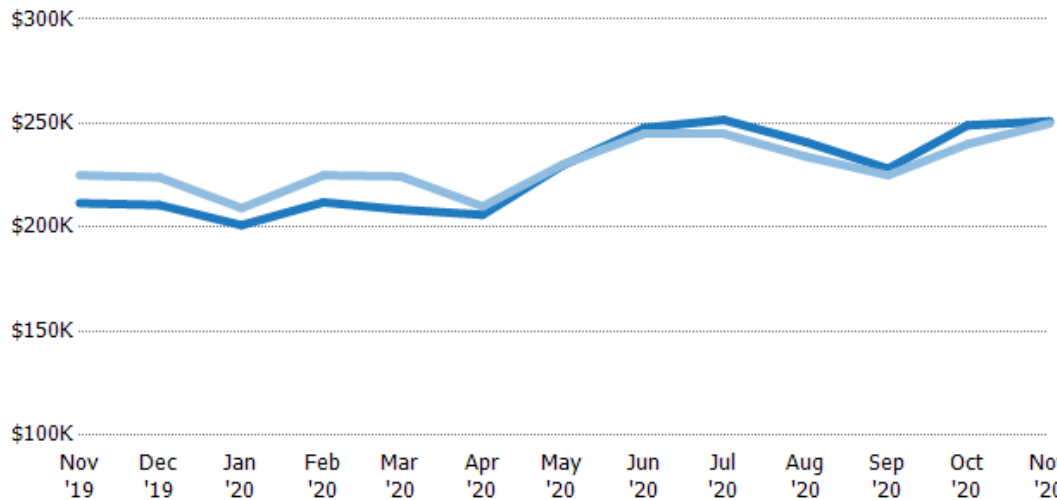
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$304K	\$304K	\$301K	\$318K	\$317K	\$321K	\$337K	\$349K	\$354K	\$357K	\$365K	\$400K	\$391K
Avg Listing Price	\$330K	\$332K	\$328K	\$341K	\$338K	\$338K	\$352K	\$361K	\$369K	\$381K	\$383K	\$412K	\$423K
Avg Listing Price as a % of Avg Est Value	109%	109%	109%	107%	107%	105%	105%	103%	104%	107%	105%	103%	108%

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



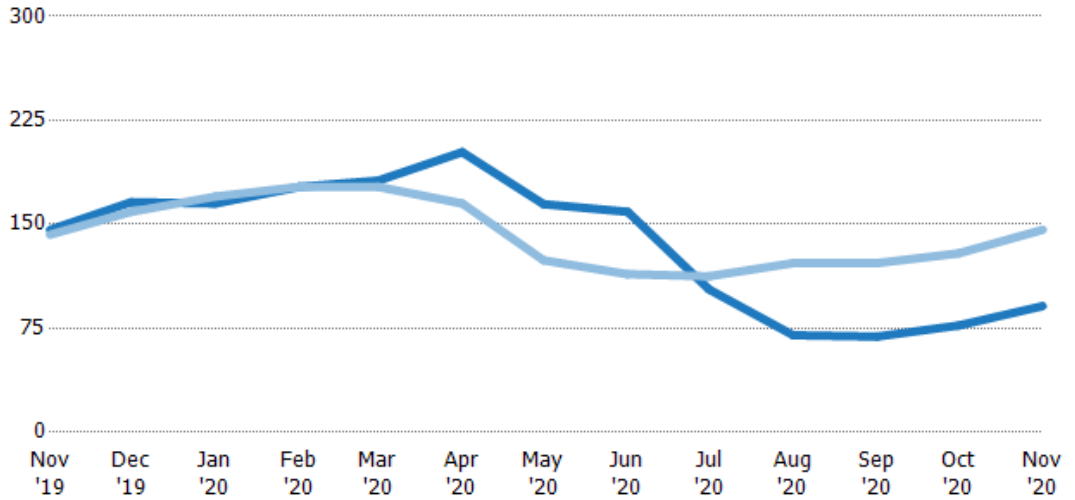
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$212K	\$211K	\$201K	\$212K	\$209K	\$206K	\$230K	\$248K	\$252K	\$241K	\$228K	\$249K	\$251K
Median Listing Price	\$225K	\$224K	\$209K	\$225K	\$224K	\$210K	\$230K	\$245K	\$245K	\$234K	\$225K	\$240K	\$250K
Med Listing Price as a % of Med Est Value	106%	106%	104%	106%	108%	102%	100%	99%	97%	97%	99%	96%	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

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



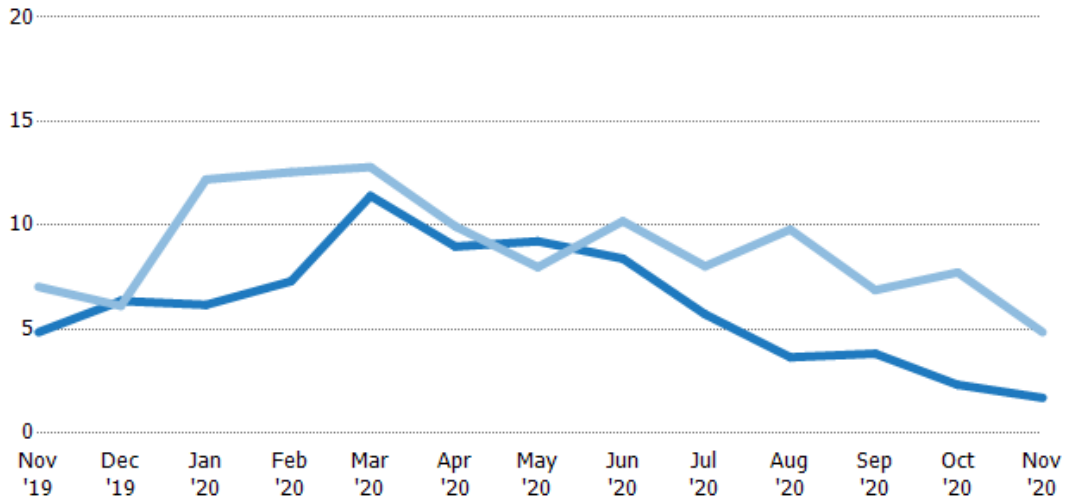
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	146	166	165	177	182	202	165	159	103	70	69	77	91
Prior Year	143	159	170	177	177	165	124	114	113	122	122	129	146
Percent Change from Prior Year	2%	4%	-3%	0%	3%	22%	33%	39%	-8%	-43%	-43%	-40%	-38%

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



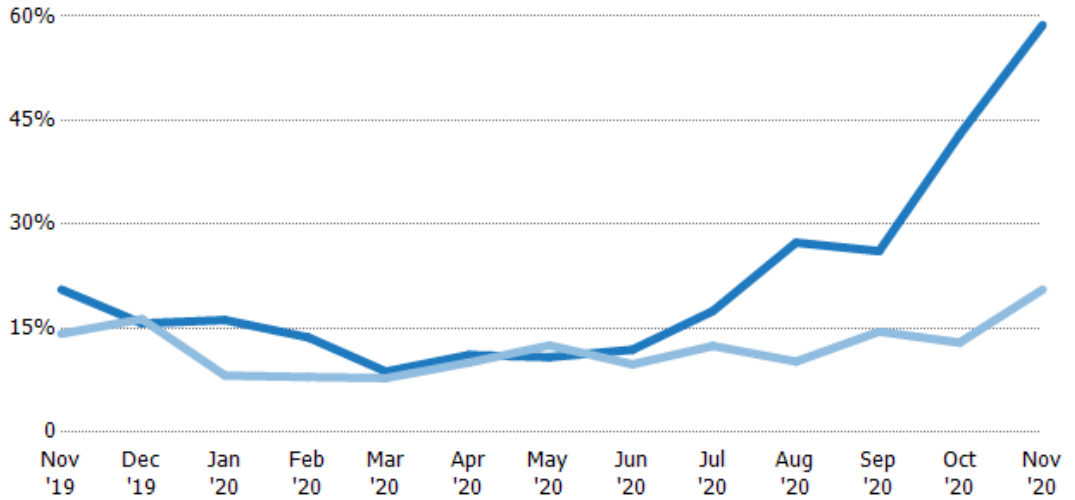
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.86	6.36	6.17	7.3	11.4	8.98	9.23	8.4	5.72	3.66	3.83	2.33	1.7
Prior Year	7.04	6.12	12.2	12.6	12.8	9.94	7.99	10.2	8.03	9.8	6.88	7.73	4.86
Percent Change from Prior Year	-31%	4%	-49%	-42%	-11%	-10%	16%	-18%	-29%	-63%	-44%	-70%	-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



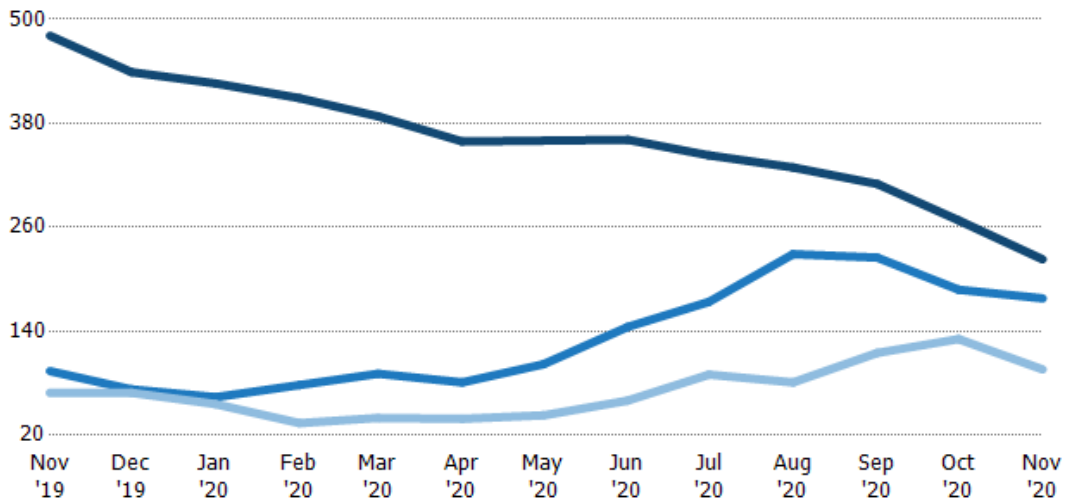
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	21%	16%	16%	14%	9%	11%	11%	12%	17%	27%	26%	43%	59%
Prior Year	14%	16%	8%	8%	8%	10%	13%	10%	12%	10%	15%	13%	21%
Change from Prior Year	-6%	1%	-8%	-6%	-1%	-1%	2%	-2%	-5%	-17%	-12%	-30%	-38%

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



	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	481	439	426	409	388	359	360	361	343	329	310	268	223
Pending	94	73	64	78	91	81	102	145	174	229	225	188	178
Sold	69	69	56	34	40	39	43	60	90	81	115	131	96

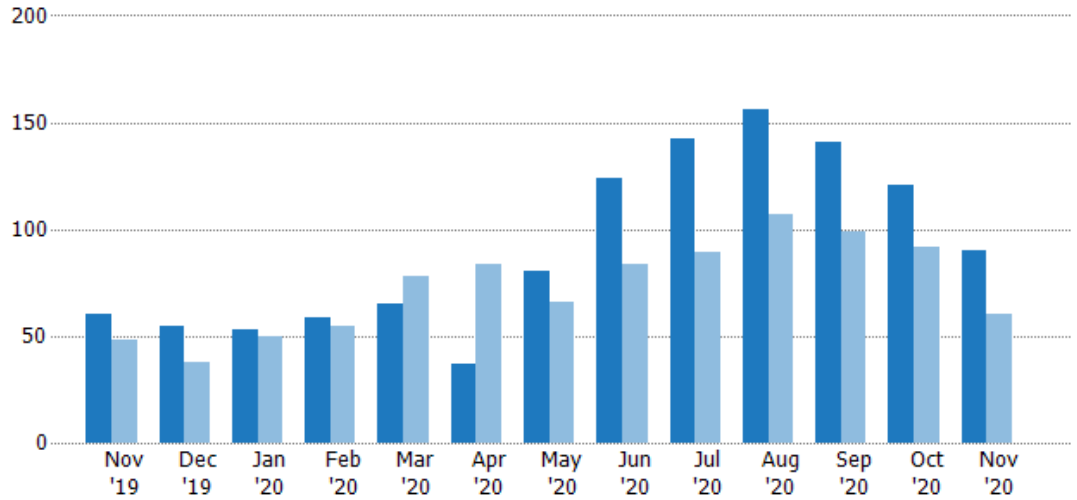
New Pending Sales

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.
Nov '20	90	50%
Nov '19	60	25%
Nov '18	48	10.4%



Current Year	60	55	53	59	65	37	80	124	142	156	141	121	90
Prior Year	48	38	50	55	78	84	66	84	89	107	99	92	60
Percent Change from Prior Year	25%	45%	6%	7%	-17%	-56%	21%	48%	60%	46%	42%	32%	50%

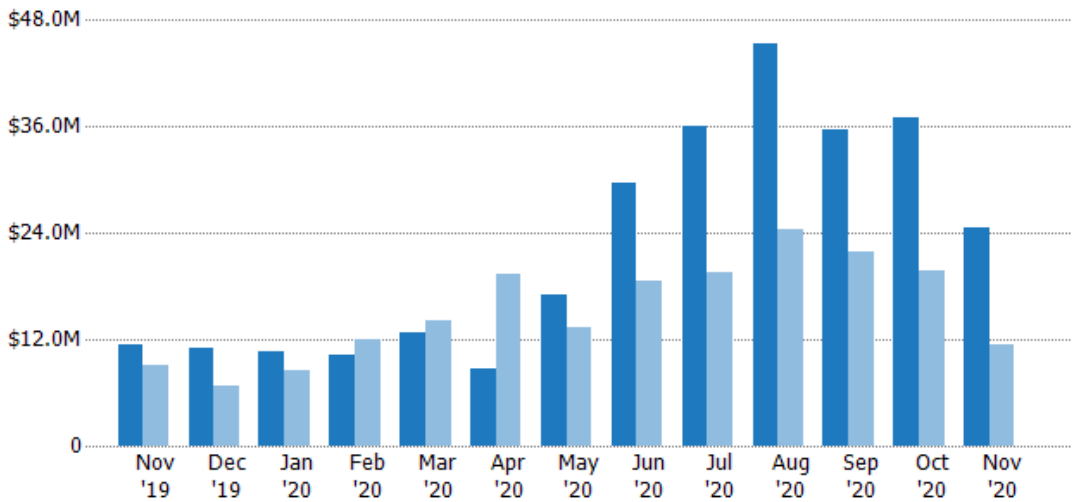
New Pending Sales Volume

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.
Nov '20	\$24.6M	115.4%
Nov '19	\$11.4M	26.7%
Nov '18	\$8.99M	10.5%



Current Year	\$11.4M	\$11M	\$10.6M	\$10.2M	\$12.8M	\$8.68M	\$17M	\$29.7M	\$36M	\$45.4M	\$35.7M	\$37M	\$24.6M
Prior Year	\$8.99M	\$6.71M	\$8.44M	\$12M	\$14.1M	\$19.3M	\$13.3M	\$18.6M	\$19.6M	\$24.3M	\$21.8M	\$19.8M	\$11.4M
Percent Change from Prior Year	27%	64%	26%	-15%	-9%	-55%	29%	59%	83%	86%	64%	87%	115%

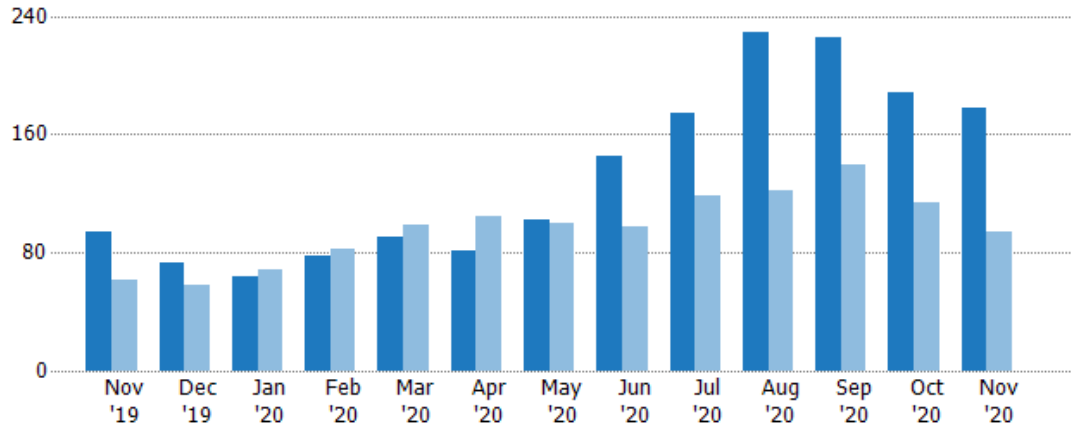
Pending Sales

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.
Nov '20	178	89.4%
Nov '19	94	51.6%
Nov '18	62	8.1%



	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	94	73	64	78	91	81	102	145	174	229	225	188	178
Prior Year	62	58	69	82	99	105	100	97	119	122	139	114	94
Percent Change from Prior Year	52%	26%	-7%	-5%	-8%	-23%	2%	49%	46%	88%	62%	65%	89%

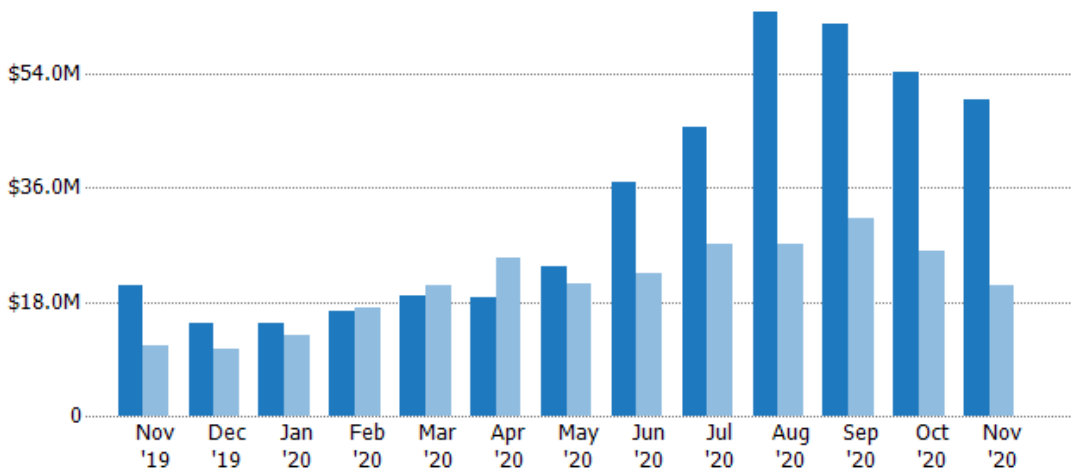
Pending Sales Volume

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.
Nov '20	\$50M	141.5%
Nov '19	\$20.7M	87.3%
Nov '18	\$11.1M	32.1%



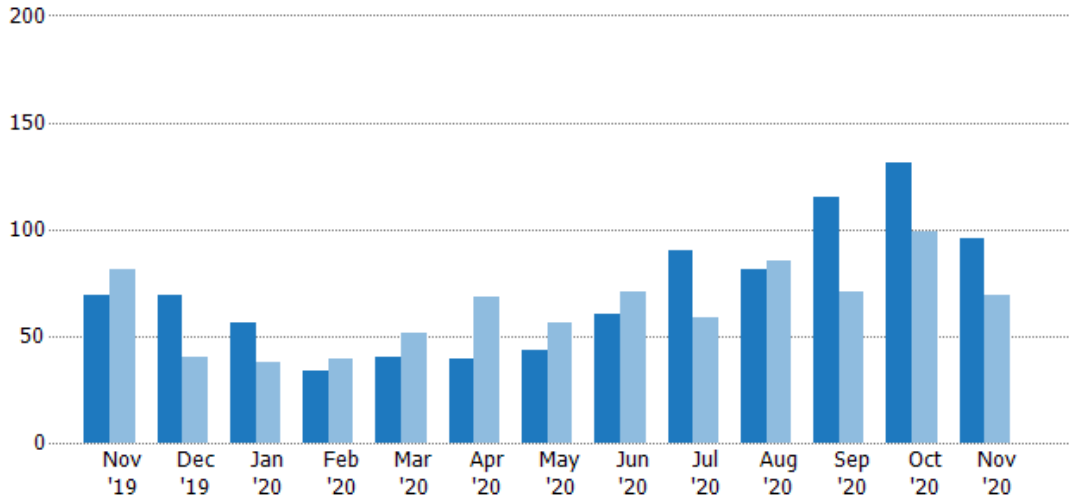
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$20.7M	\$14.6M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.7M	\$37M	\$45.6M	\$63.8M	\$61.7M	\$54.2M	\$50M
Prior Year	\$11.1M	\$10.6M	\$12.6M	\$17.2M	\$20.7M	\$24.9M	\$20.8M	\$22.4M	\$27.1M	\$27.2M	\$31.3M	\$26M	\$20.7M
Percent Change from Prior Year	87%	38%	15%	-4%	-8%	-25%	14%	65%	68%	135%	97%	108%	141%

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



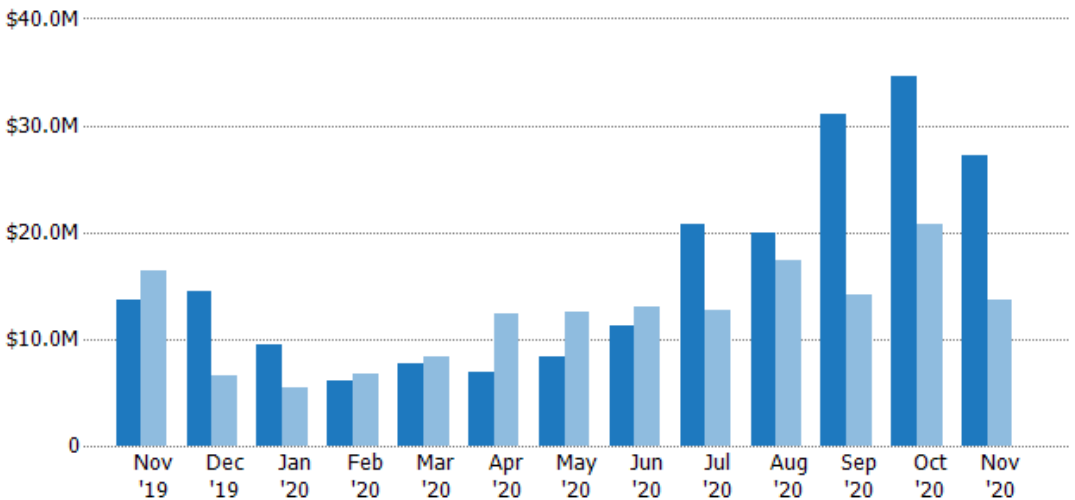
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	69	69	56	34	40	39	43	60	90	81	115	131	96
Prior Year	81	40	38	39	51	68	56	71	59	85	71	99	69
Percent Change from Prior Year	-15%	73%	47%	-13%	-22%	-43%	-23%	-15%	53%	-5%	62%	32%	39%

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



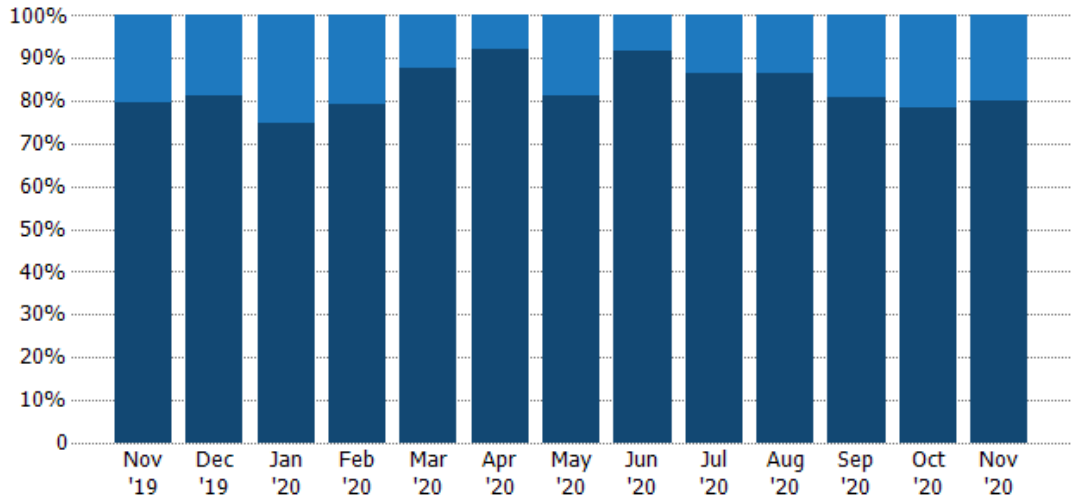
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$13.6M	\$14.5M	\$9.42M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$20.8M	\$20M	\$31M	\$34.6M	\$27.3M
Prior Year	\$16.4M	\$6.61M	\$5.42M	\$6.7M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$12.8M	\$17.3M	\$14.2M	\$20.7M	\$13.6M
Percent Change from Prior Year	-17%	119%	74%	-9%	-7%	-44%	-34%	-14%	63%	16%	119%	67%	100%

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



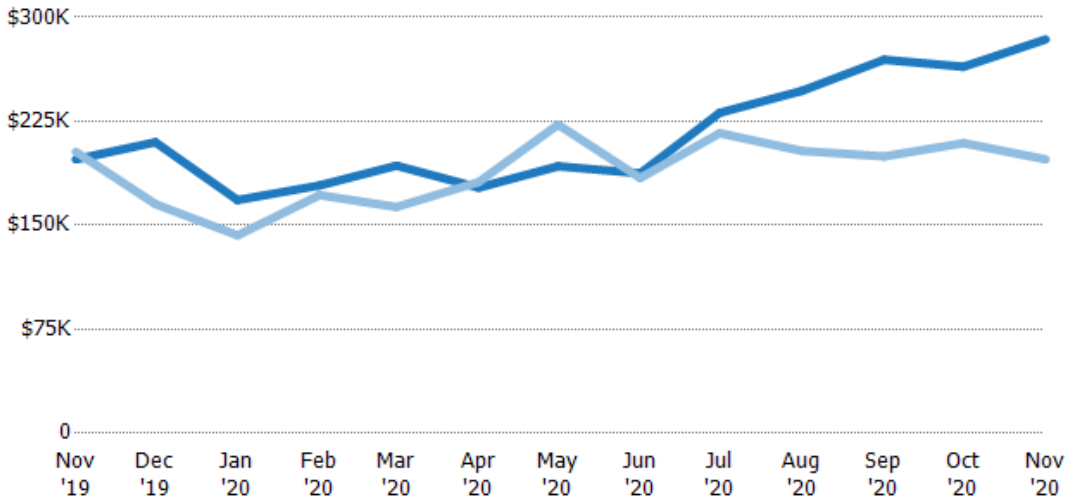
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	20%	19%	25%	21%	13%	8%	19%	8%	13%	14%	19%	21%	20%
Single Family Residence	80%	81%	75%	79%	88%	92%	81%	92%	87%	86%	81%	79%	80%

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.
Nov '20	\$284K	43.8%
Nov '19	\$198K	-2.6%
Nov '18	\$203K	-15.4%

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	\$198K	\$210K	\$168K	\$179K	\$193K	\$177K	\$193K	\$187K	\$231K	\$247K	\$269K	\$264K	\$284K
Prior Year	\$203K	\$165K	\$143K	\$172K	\$163K	\$181K	\$223K	\$184K	\$216K	\$204K	\$200K	\$209K	\$198K
Percent Change from Prior Year	-3%	27%	18%	4%	18%	-2%	-14%	2%	7%	21%	35%	26%	44%

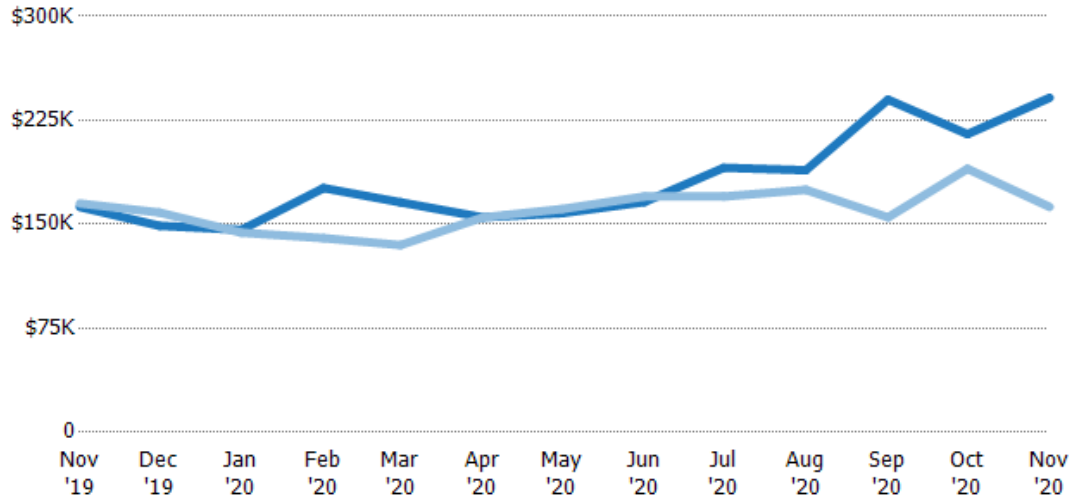
Median Sales Price

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.
Nov '20	\$241K	48.5%
Nov '19	\$163K	-1.5%
Nov '18	\$165K	-18.2%



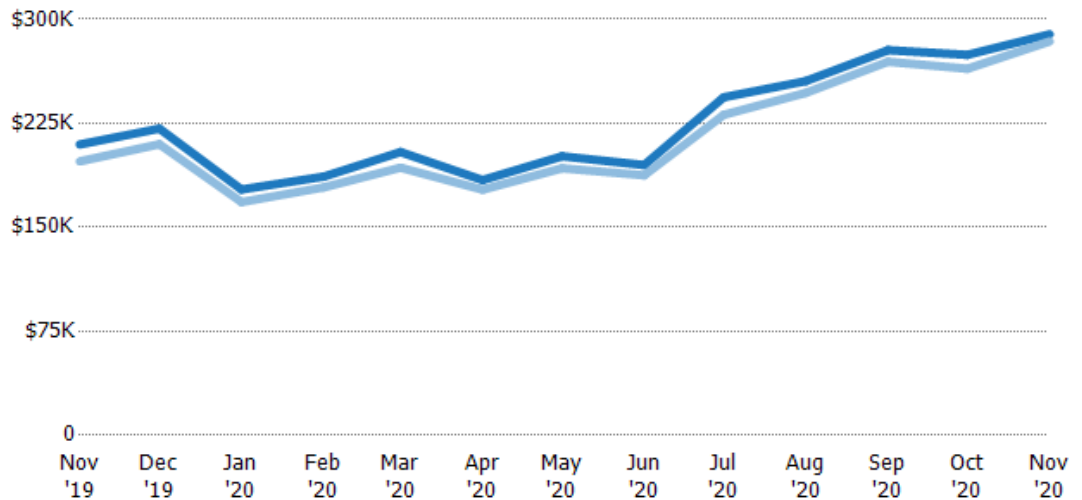
Current Year	\$163K	\$149K	\$146K	\$176K	\$166K	\$155K	\$158K	\$166K	\$191K	\$189K	\$240K	\$215K	\$241K
Prior Year	\$165K	\$159K	\$144K	\$140K	\$135K	\$155K	\$161K	\$170K	\$170K	\$175K	\$155K	\$190K	\$163K
Percent Change from Prior Year	-2%	-6%	1%	26%	23%	0%	-2%	-2%	12%	8%	55%	13%	48%

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



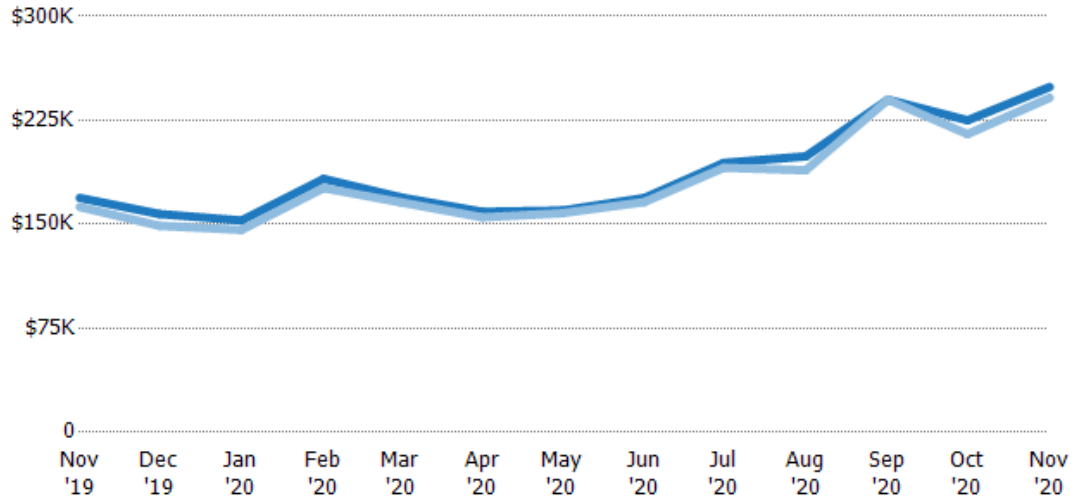
Avg List Price	\$210K	\$221K	\$177K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$255K	\$278K	\$274K	\$289K
Avg Sales Price	\$198K	\$210K	\$168K	\$179K	\$193K	\$177K	\$193K	\$187K	\$231K	\$247K	\$269K	\$264K	\$284K
Avg Sales Price as a % of Avg List Price	94%	95%	95%	96%	94%	96%	96%	96%	95%	97%	97%	96%	98%

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



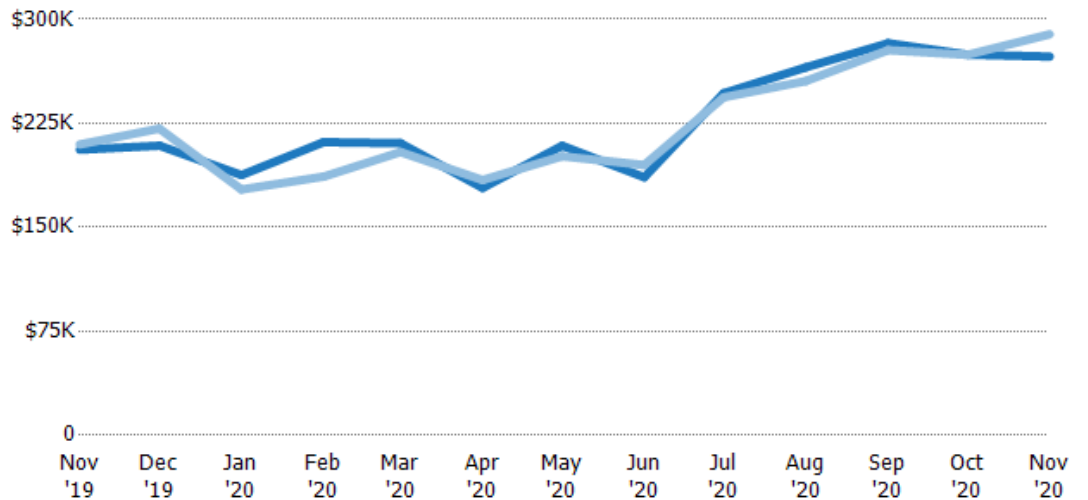
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$194K	\$199K	\$240K	\$225K	\$249K
Median Sales Price	\$163K	\$149K	\$146K	\$176K	\$166K	\$155K	\$158K	\$166K	\$191K	\$189K	\$240K	\$215K	\$241K
Med Sales Price as a % of Med List Price	96%	95%	96%	96%	98%	97%	99%	98%	98%	95%	100%	96%	97%

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



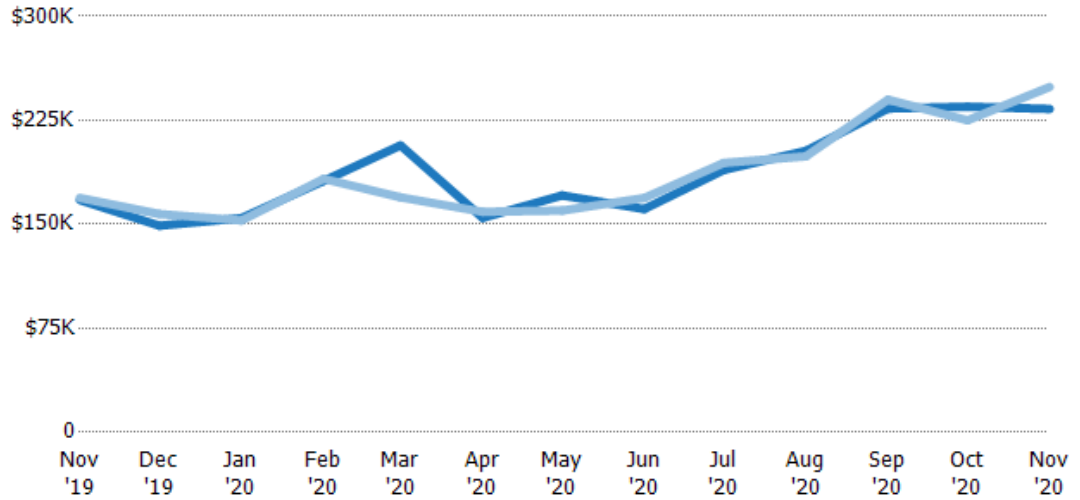
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$206K	\$209K	\$188K	\$211K	\$211K	\$178K	\$209K	\$186K	\$247K	\$265K	\$283K	\$275K	\$273K
Avg Sales Price	\$210K	\$221K	\$177K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$255K	\$278K	\$274K	\$289K
Avg Sales Price as a % of Avg Est Value	102%	106%	94%	88%	97%	103%	96%	105%	99%	96%	98%	100%	106%

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



	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	\$167K	\$149K	\$154K	\$181K	\$207K	\$155K	\$171K	\$161K	\$189K	\$203K	\$233K	\$235K	\$233K
Median Sales Price	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$194K	\$199K	\$240K	\$225K	\$249K
Med Sales Price as a % of Med Est Value	101%	106%	99%	101%	82%	103%	94%	105%	103%	98%	103%	96%	107%