

## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	93	82	+13.4%	874	994	-12.1%
New Listing Volume	\$33,732,650	\$23,020,658	+46.5%	\$252,915,831	\$249,649,415	+1.3%
Active Listing Count	267	549	-51.4%	N/A	N/A	
Active Listing Volume	\$110,150,126	\$175,168,026	-37.1%	N/A	N/A	
Average Listing Price	\$412,547	\$319,067	+29.3%	\$357,425	\$298,741	+19.6%
Median Listing Price	\$240,000	\$220,000	+9.1%	\$227,962	\$209,652	+8.7%
Median Days in RPR	75	129	-41.9%	115.69	136.82	-15.4%
Months of Inventory	2.3	7.7	-70%	5.6	10	-44.6%
Absorption Rate	43.07%	12.93%	+30.1%	17.97%	9.96%	+8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	121	92	+31.5%	978	804	+21.6%
New Pending Sales Volume	\$36,955,300	\$19,781,450	+86.8%	\$243,112,266	\$171,333,035	+41.9%
Pending Sales Count	188	114	+64.9%	N/A	N/A	
Pending Sales Volume	\$54,201,594	\$25,996,400	+108.5%	N/A	N/A	
Closed Sales Count	131	99	+32.3%	689	638	+8%
Closed Sales Volume	\$34,630,785	\$20,718,428	+67.1%	\$156,070,101	\$123,508,457	+26.4%
Average Sales Price	\$264,357	\$209,277	+26.3%	\$226,517	\$193,587	+17%
Median Sales Price	\$215,000	\$190,000	+13.2%	\$191,331	\$163,719	+16.9%

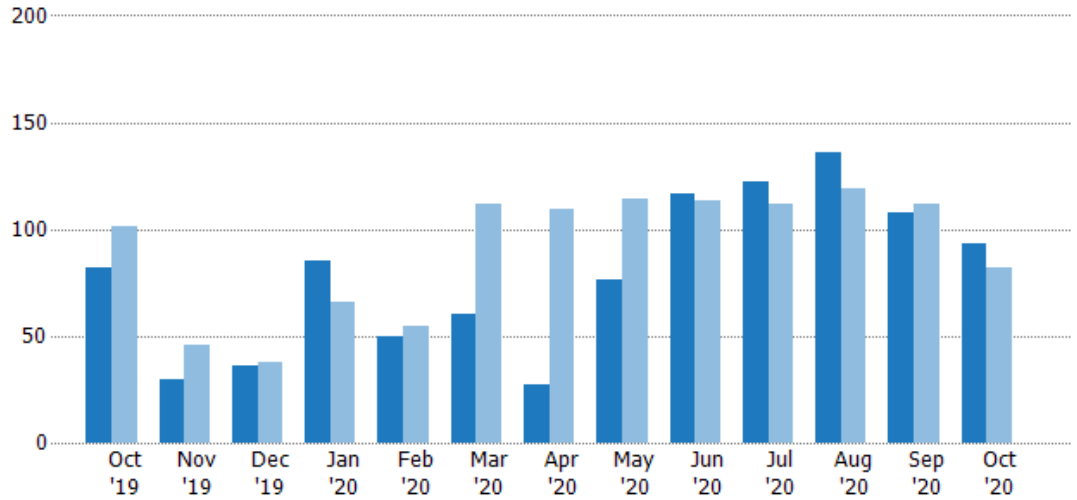
## New Listings

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.
Oct '20	93	13.4%
Oct '19	82	-18.8%
Oct '18	101	-46.5%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	82	30	36	85	50	60	27	76	117	122	136	108	93
Prior Year	101	46	38	66	55	112	109	114	113	112	119	112	82
Percent Change from Prior Year	-19%	-35%	-5%	29%	-9%	-46%	-75%	-33%	4%	9%	14%	-4%	13%

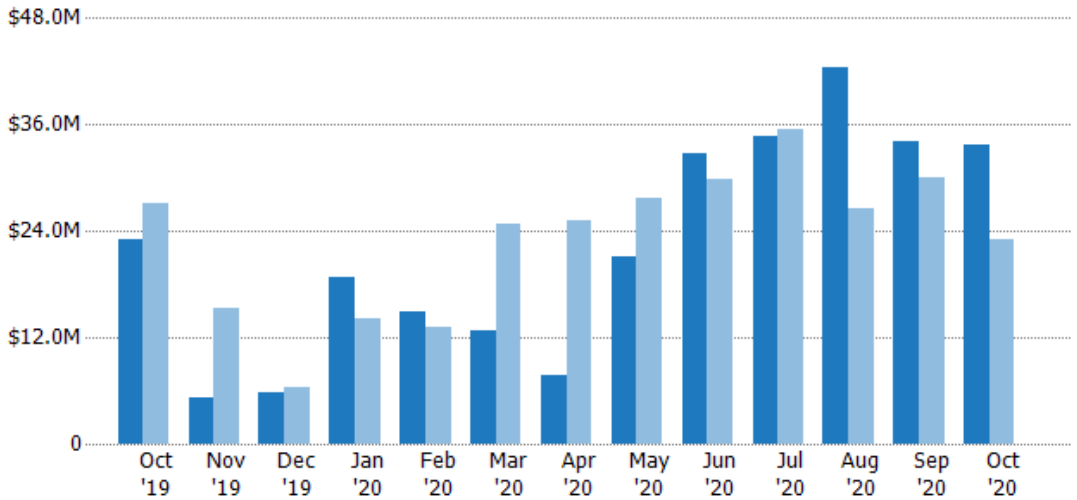
## New Listing Volume

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.
Oct '20	\$33.7M	46.5%
Oct '19	\$23M	-15.3%
Oct '18	\$27.2M	-58.1%



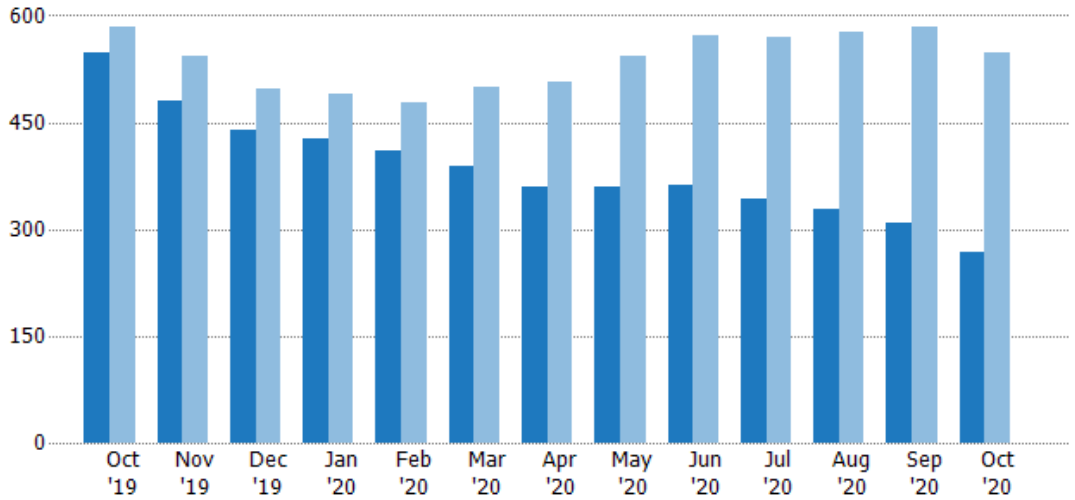
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$23M	\$5.14M	\$5.82M	\$18.8M	\$14.8M	\$12.7M	\$7.81M	\$21M	\$32.8M	\$34.7M	\$42.4M	\$34.1M	\$33.7M
Prior Year	\$27.2M	\$15.4M	\$6.41M	\$14.1M	\$13.1M	\$24.7M	\$25.1M	\$27.7M	\$29.9M	\$35.5M	\$26.6M	\$29.9M	\$23M
Percent Change from Prior Year	-15%	-66%	-9%	33%	13%	-48%	-69%	-24%	10%	-2%	59%	14%	47%

## 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



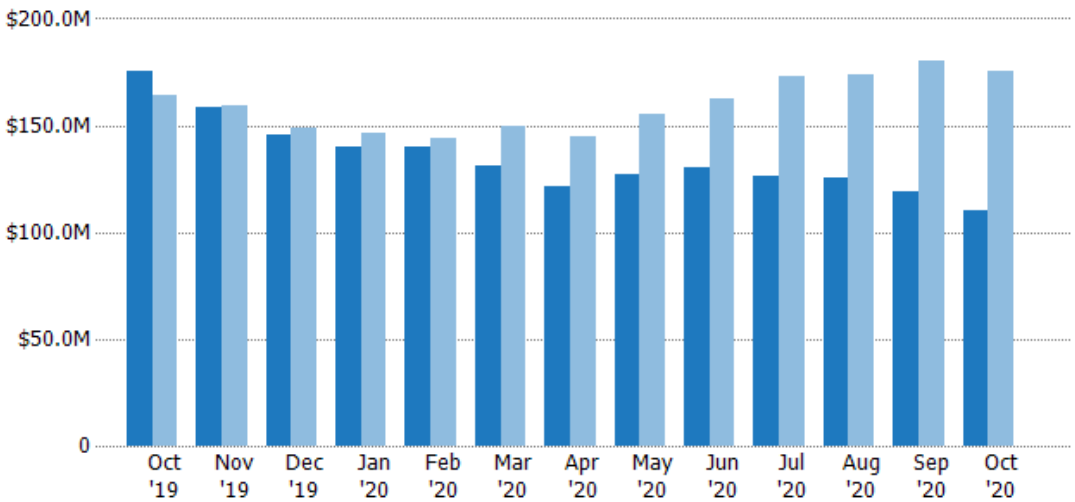
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	549	481	439	426	409	388	359	360	361	343	329	309	267
Prior Year	583	543	497	489	478	500	508	544	571	570	578	585	549
Percent Change from Prior Year	-6%	-11%	-12%	-13%	-14%	-22%	-29%	-34%	-37%	-40%	-43%	-47%	-51%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$175M	\$159M	\$146M	\$140M	\$140M	\$131M	\$121M	\$127M	\$130M	\$126M	\$125M	\$119M	\$110M
Prior Year	\$164M	\$160M	\$149M	\$147M	\$144M	\$149M	\$145M	\$155M	\$163M	\$173M	\$174M	\$180M	\$175M
Percent Change from Prior Year	7%	-1%	-2%	-5%	-3%	-12%	-16%	-18%	-20%	-27%	-28%	-34%	-37%

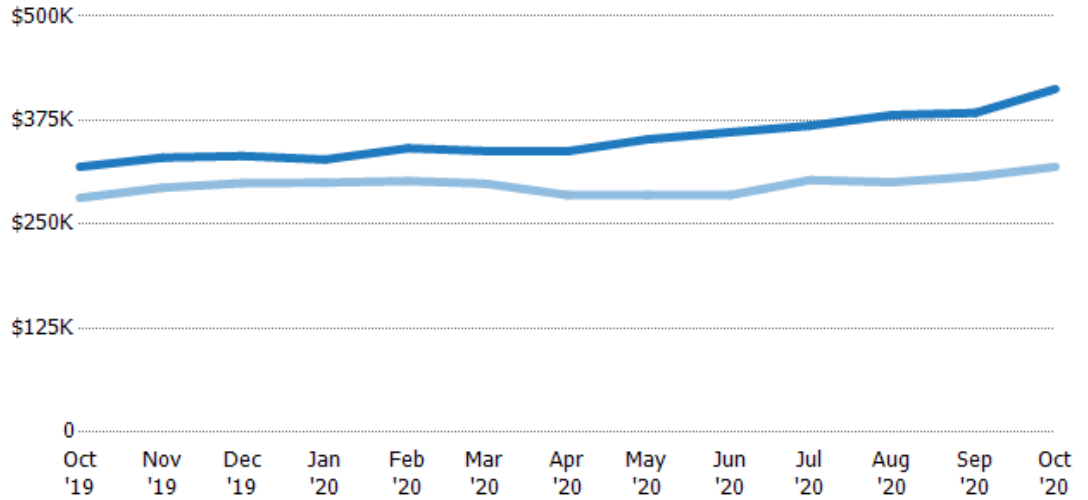
## Average Listing Price

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.
Oct '20	\$413K	29.3%
Oct '19	\$319K	13.3%
Oct '18	\$282K	-6.5%



Current Year	\$319K	\$330K	\$332K	\$328K	\$341K	\$338K	\$338K	\$352K	\$361K	\$368K	\$381K	\$384K	\$413K
Prior Year	\$282K	\$294K	\$299K	\$300K	\$302K	\$299K	\$285K	\$285K	\$285K	\$303K	\$301K	\$308K	\$319K
Percent Change from Prior Year	13%	12%	11%	9%	13%	13%	19%	23%	26%	22%	27%	25%	29%

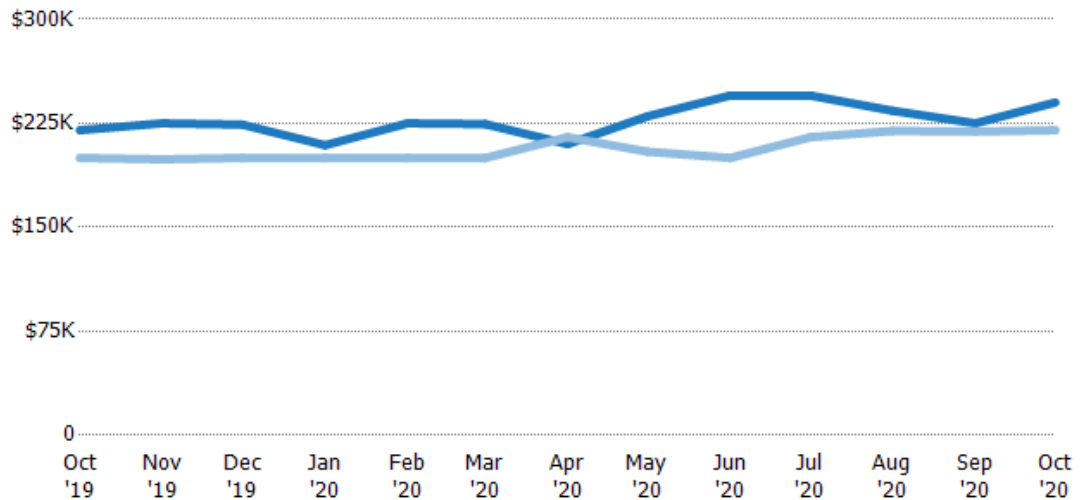
## Median Listing Price

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.
Oct '20	\$240K	9.1%
Oct '19	\$220K	10%
Oct '18	\$200K	-7.5%



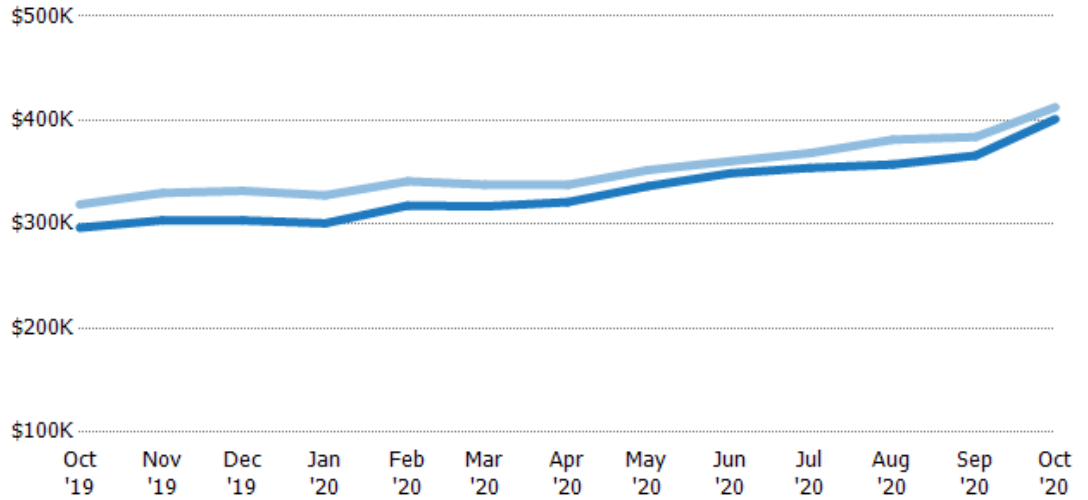
Current Year	\$220K	\$225K	\$224K	\$209K	\$225K	\$224K	\$210K	\$230K	\$245K	\$245K	\$234K	\$225K	\$240K
Prior Year	\$200K	\$199K	\$200K	\$200K	\$200K	\$200K	\$215K	\$205K	\$200K	\$215K	\$219K	\$219K	\$220K
Percent Change from Prior Year	10%	13%	12%	5%	13%	12%	-2%	12%	23%	14%	7%	3%	9%

## 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

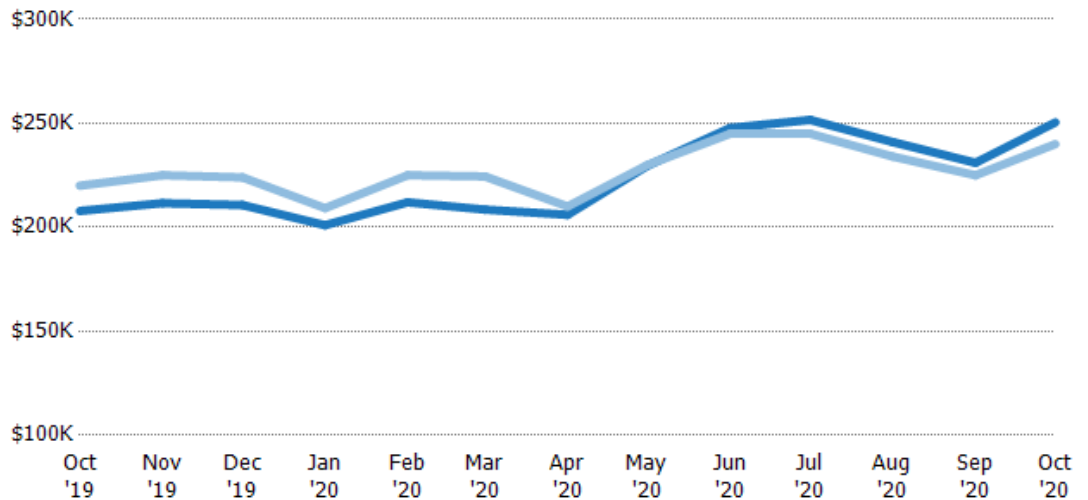


## Median Listing Price vs Median Est Value

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

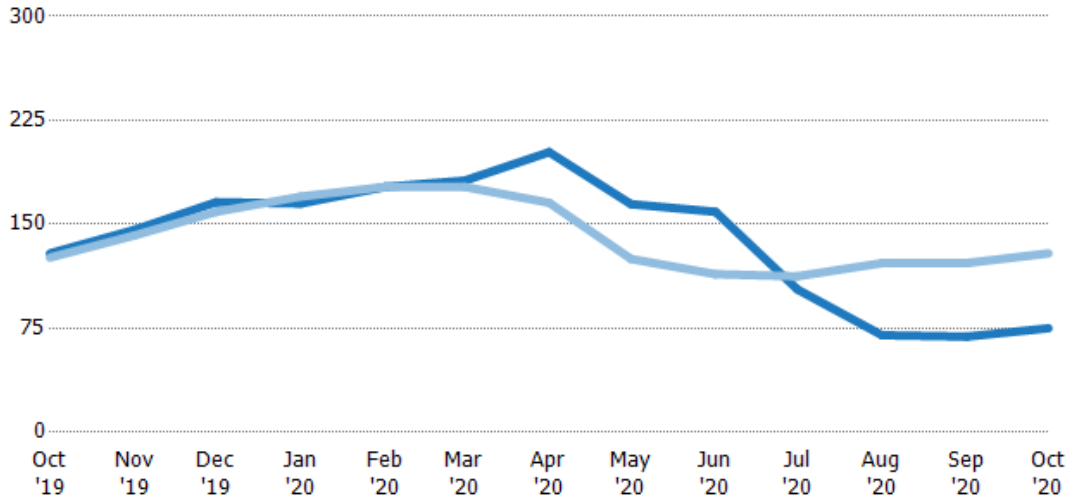


## Median Days in RPR

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.
Oct '20	75	-41.9%
Oct '19	129	2.4%
Oct '18	126	6.3%

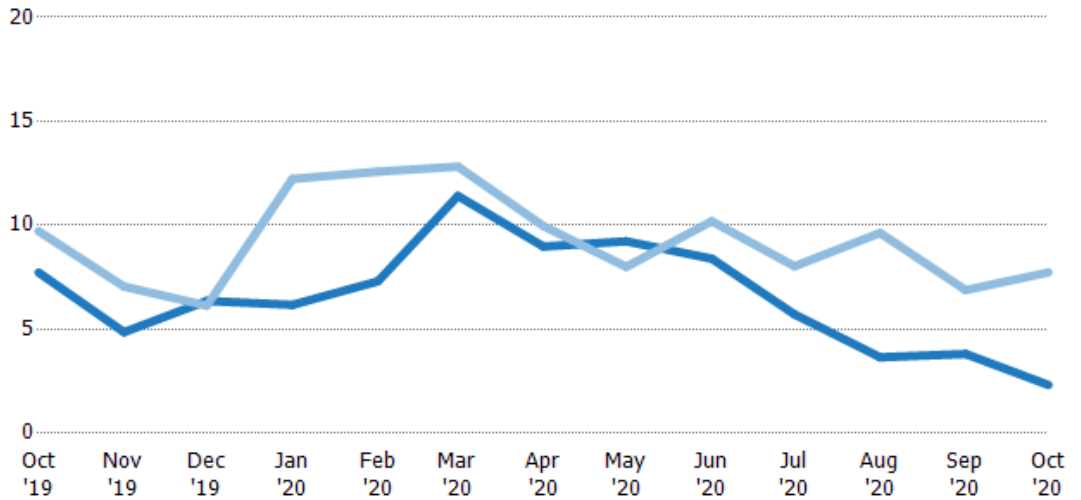
Current Year	129	146	166	165	177	182	202	165	159	103	70	69	75
Prior Year	126	142	159	170	177	177	166	125	114	113	122	122	129
Percent Change from Prior Year	2%	3%	4%	-3%	0%	3%	22%	32%	39%	-8%	-43%	-43%	-42%

## 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.
Oct '20	2.32	-70%
Oct '19	7.73	-20.4%
Oct '18	9.72	-10.4%

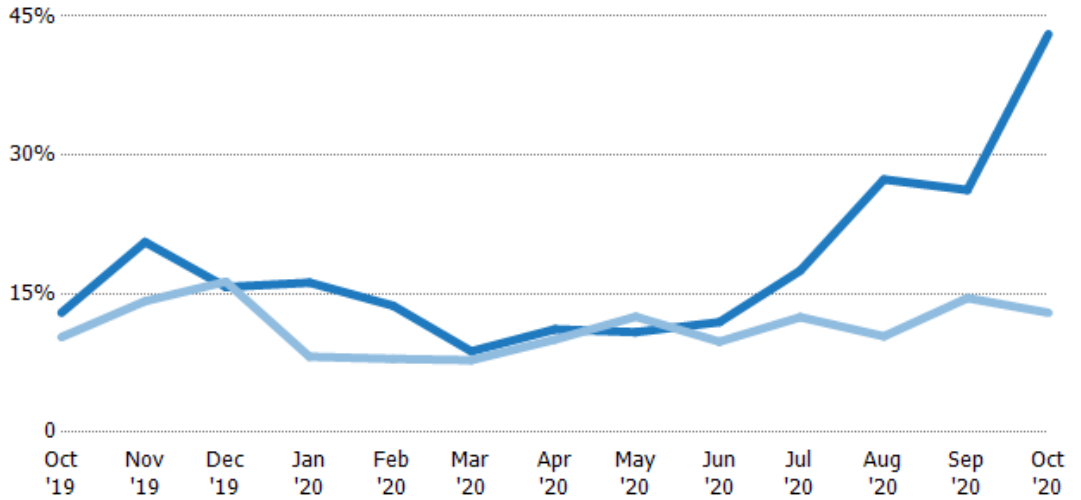
Current Year	7.73	4.86	6.36	6.17	7.3	11.4	8.98	9.23	8.4	5.72	3.66	3.81	2.32
Prior Year	9.72	7.05	6.14	12.2	12.6	12.8	9.96	8	10.2	8.03	9.63	6.88	7.73
Percent Change from Prior Year	-20%	-31%	4%	-49%	-42%	-11%	-10%	15%	-18%	-29%	-62%	-45%	-70%

## 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



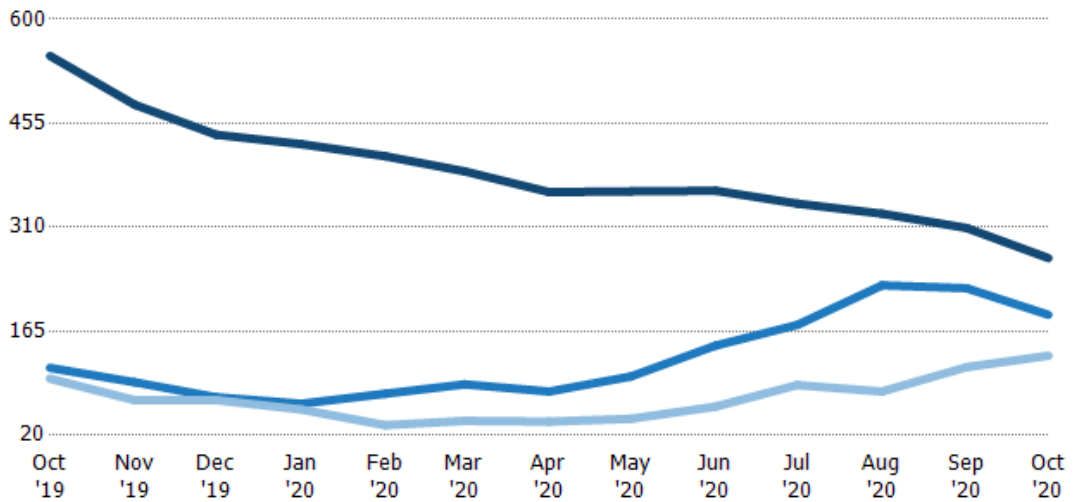
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	13%	21%	16%	16%	14%	9%	11%	11%	12%	17%	27%	26%	43%
Prior Year	10%	14%	16%	8%	8%	8%	10%	13%	10%	12%	10%	15%	13%
Change from Prior Year	-3%	-6%	1%	-8%	-6%	-1%	-1%	2%	-2%	-5%	-17%	-12%	-30%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	549	481	439	426	409	388	359	360	361	343	329	309	267
Pending	114	94	73	64	78	91	81	102	145	174	229	225	188
Sold	99	69	69	56	34	40	39	43	60	90	81	115	131

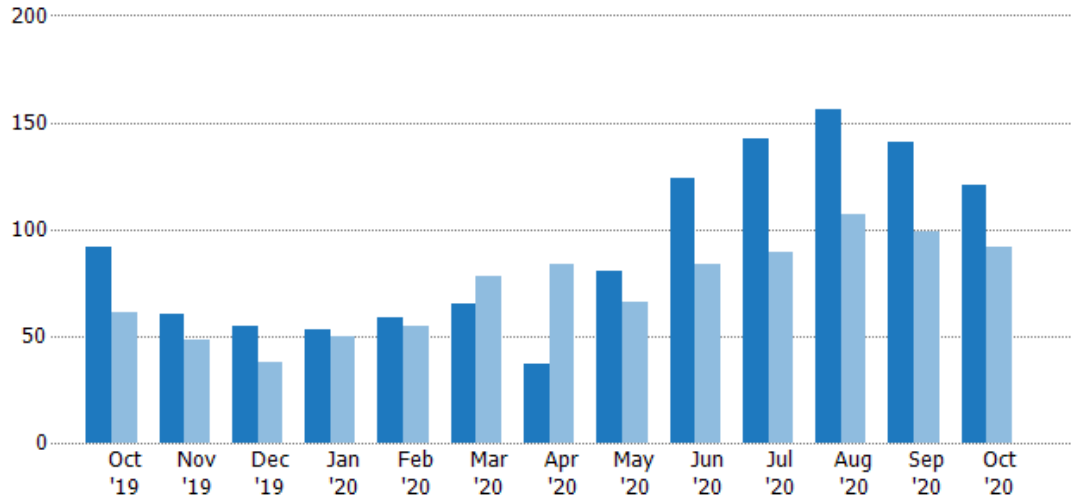
## New Pending Sales

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.
Oct '20	121	31.5%
Oct '19	92	50.8%
Oct '18	61	6.6%



Current Year	92	60	55	53	59	65	37	80	124	142	156	141	121
Prior Year	61	48	38	50	55	78	84	66	84	89	107	99	92
Percent Change from Prior Year	51%	25%	45%	6%	7%	-17%	-56%	21%	48%	60%	46%	42%	32%

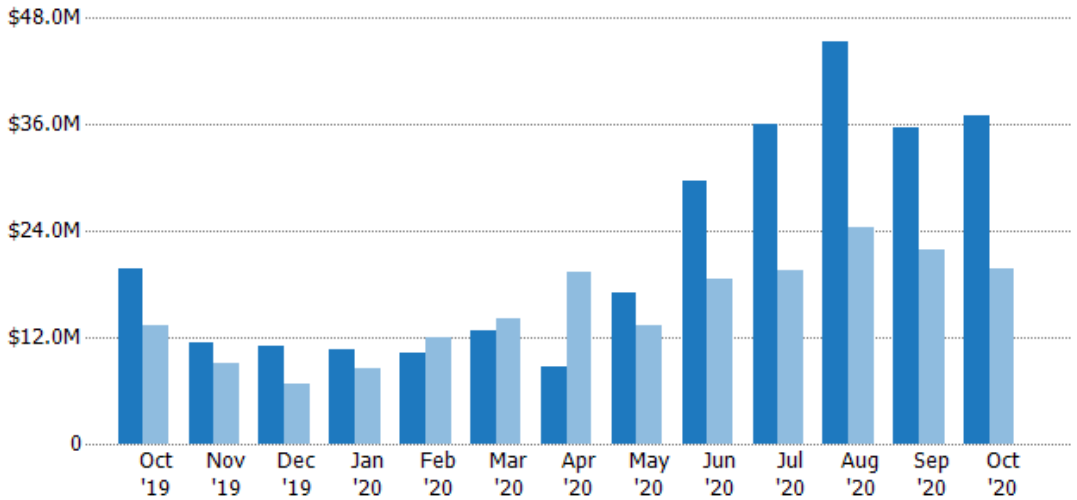
## New Pending Sales Volume

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.
Oct '20	\$37M	86.8%
Oct '19	\$19.8M	47.5%
Oct '18	\$13.4M	-11.1%



Current Year	\$19.8M	\$11.4M	\$11M	\$10.6M	\$10.2M	\$12.8M	\$8.68M	\$17M	\$29.7M	\$36M	\$45.4M	\$35.7M	\$37M
Prior Year	\$13.4M	\$8.99M	\$6.71M	\$8.44M	\$12M	\$14.1M	\$19.3M	\$13.3M	\$18.6M	\$19.6M	\$24.3M	\$21.8M	\$19.8M
Percent Change from Prior Year	48%	27%	64%	26%	-15%	-9%	-55%	29%	59%	83%	86%	64%	87%

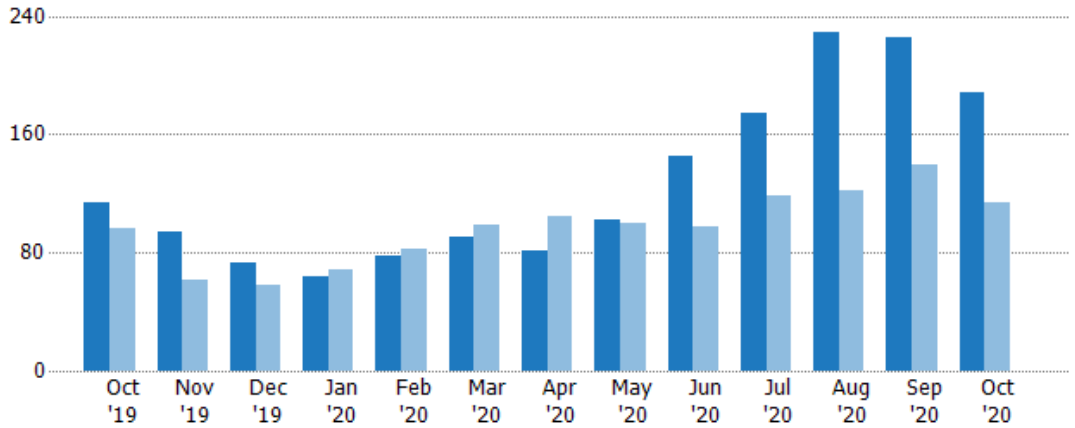


## Pending Sales

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.
Oct '20	188	64.9%
Oct '19	114	18.8%
Oct '18	96	-13.5%

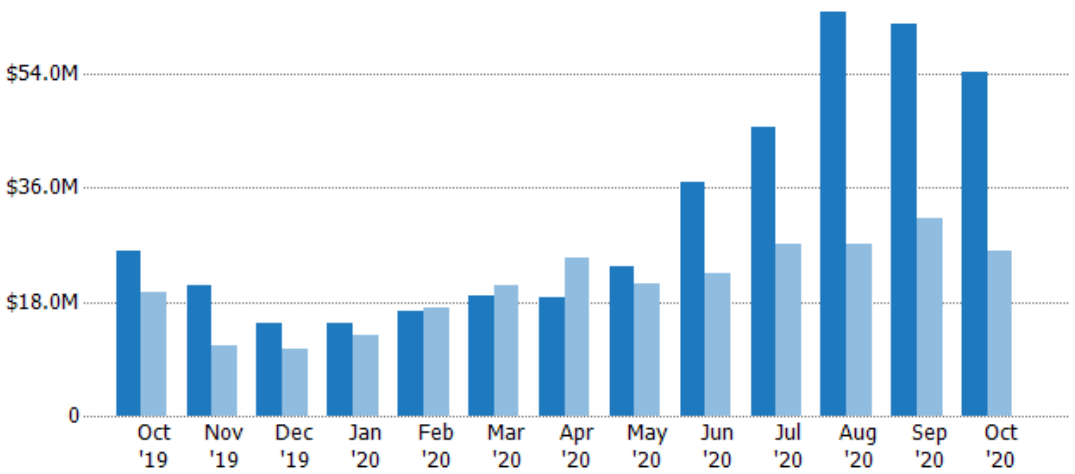
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	114	94	73	64	78	91	81	102	145	174	229	225	188
Prior Year	96	62	58	69	82	99	105	100	98	119	122	139	114
Percent Change from Prior Year	19%	52%	26%	-7%	-5%	-8%	-23%	2%	48%	46%	88%	62%	65%

## 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.
Oct '20	\$54.2M	108.5%
Oct '19	\$26M	32.4%
Oct '18	\$19.6M	-12.8%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$26M	\$20.7M	\$14.6M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.7M	\$37M	\$45.6M	\$63.8M	\$61.7M	\$54.2M
Prior Year	\$19.6M	\$11.1M	\$10.6M	\$12.6M	\$17.2M	\$20.7M	\$24.9M	\$20.8M	\$22.6M	\$27.1M	\$27.2M	\$31.3M	\$26M
Percent Change from Prior Year	32%	87%	38%	15%	-4%	-8%	-25%	14%	63%	68%	135%	97%	108%

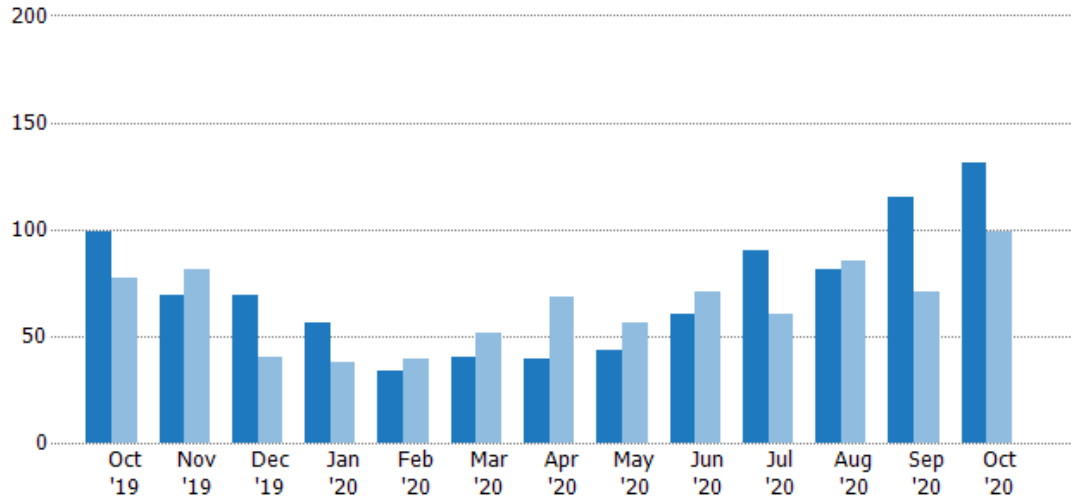
## Closed Sales

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.
Oct '20	131	32.3%
Oct '19	99	28.6%
Oct '18	77	-26%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	99	69	69	56	34	40	39	43	60	90	81	115	131
Prior Year	77	81	40	38	39	51	68	56	71	60	85	71	99
Percent Change from Prior Year	29%	-15%	73%	47%	-13%	-22%	-43%	-23%	-15%	50%	-5%	62%	32%

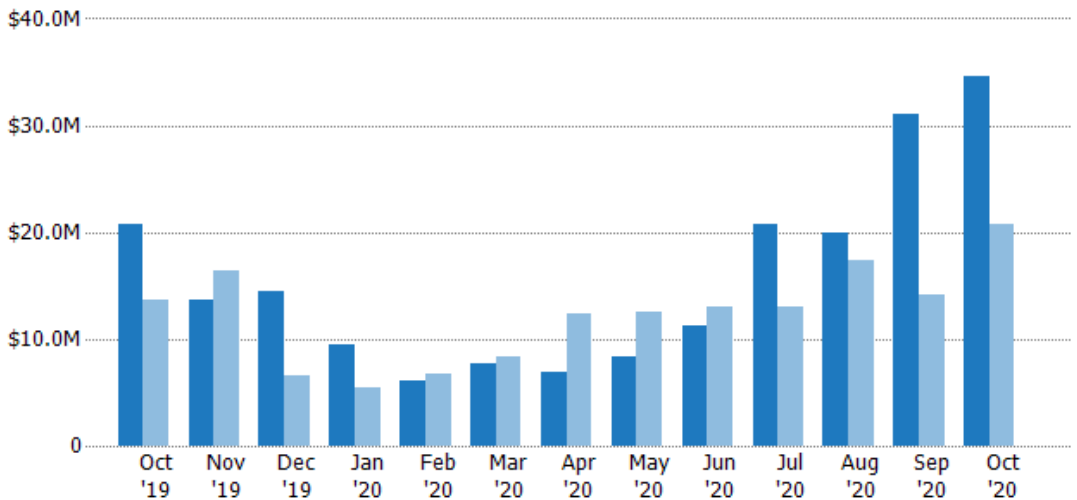
## Closed Sales Volume

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.
Oct '20	\$34.6M	67.1%
Oct '19	\$20.7M	51.3%
Oct '18	\$13.7M	-27%



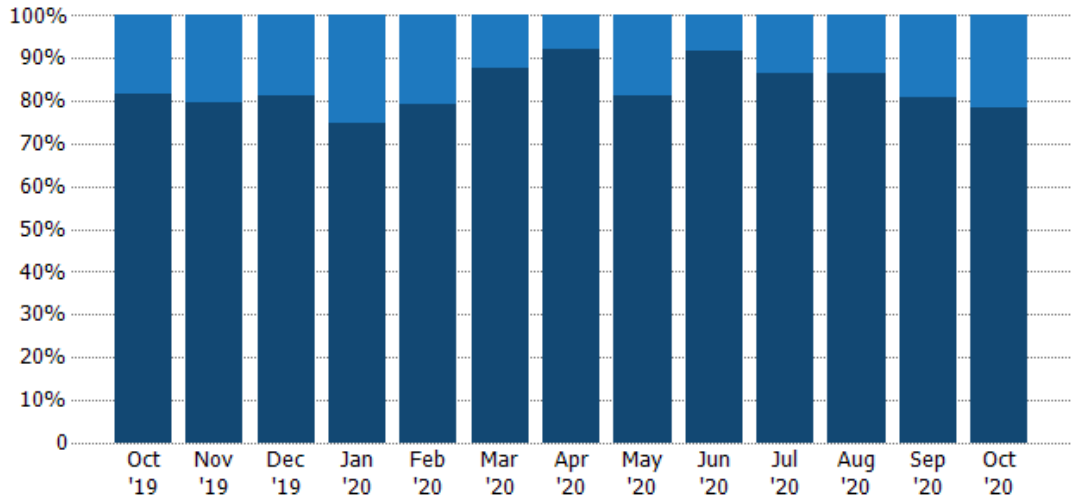
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$20.7M	\$13.6M	\$14.5M	\$9.42M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$20.8M	\$20M	\$31M	\$34.6M
Prior Year	\$13.7M	\$16.4M	\$6.61M	\$5.42M	\$6.7M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$13M	\$17.3M	\$14.2M	\$20.7M
Percent Change from Prior Year	51%	-17%	119%	74%	-9%	-7%	-44%	-34%	-14%	60%	16%	119%	67%

## 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



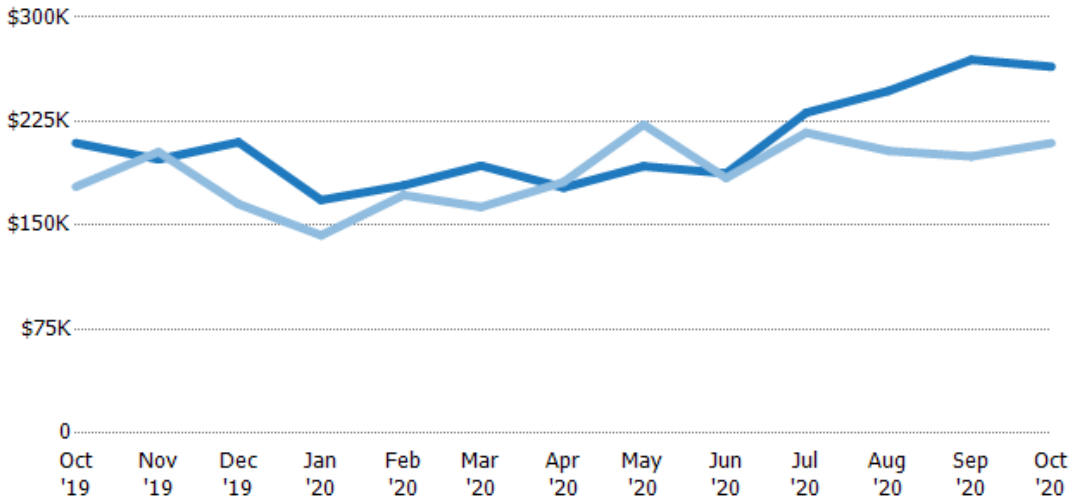
Condo/Townhouse	18%	20%	19%	25%	21%	13%	8%	19%	8%	13%	14%	19%	21%
Single Family Residence	82%	80%	81%	75%	79%	88%	92%	81%	92%	87%	86%	81%	79%

## 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



Current Year	\$209K	\$198K	\$210K	\$168K	\$179K	\$193K	\$177K	\$193K	\$187K	\$231K	\$247K	\$269K	\$264K
Prior Year	\$178K	\$203K	\$165K	\$143K	\$172K	\$163K	\$181K	\$223K	\$184K	\$217K	\$204K	\$200K	\$209K
Percent Change from Prior Year	18%	-3%	27%	18%	4%	18%	-2%	-14%	2%	7%	21%	35%	26%

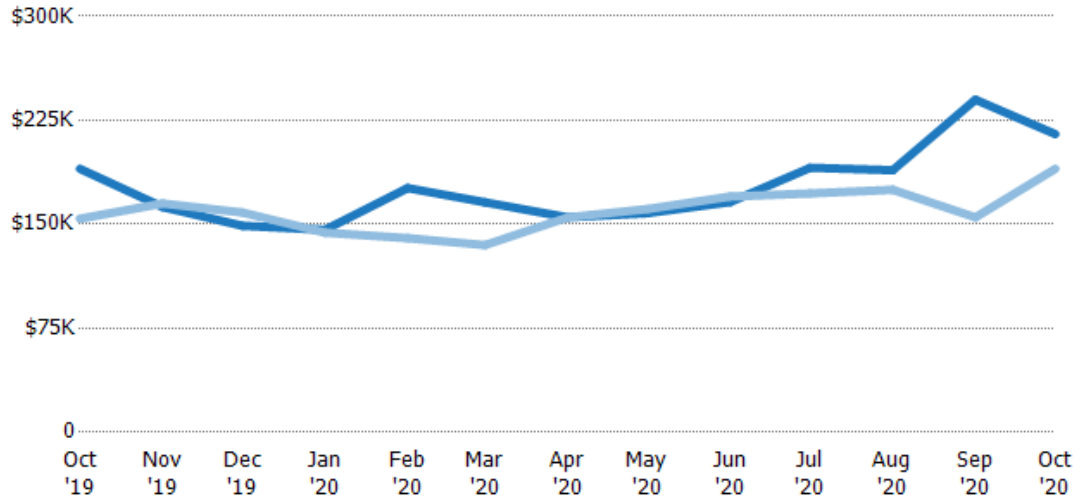
## Median Sales Price

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.
Oct '20	\$215K	13.2%
Oct '19	\$190K	23.4%
Oct '18	\$154K	-9.1%



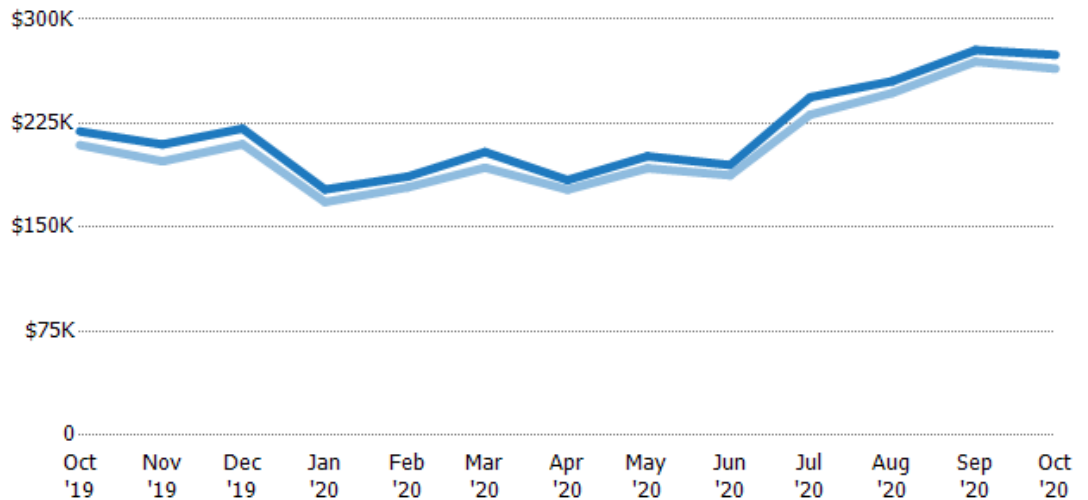
Current Year	\$190K	\$163K	\$149K	\$146K	\$176K	\$166K	\$155K	\$158K	\$166K	\$191K	\$189K	\$240K	\$215K
Prior Year	\$154K	\$165K	\$159K	\$144K	\$140K	\$135K	\$155K	\$161K	\$170K	\$172K	\$175K	\$155K	\$190K
Percent Change from Prior Year	23%	-2%	-6%	1%	26%	23%	0%	-2%	-2%	11%	8%	55%	13%

## 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



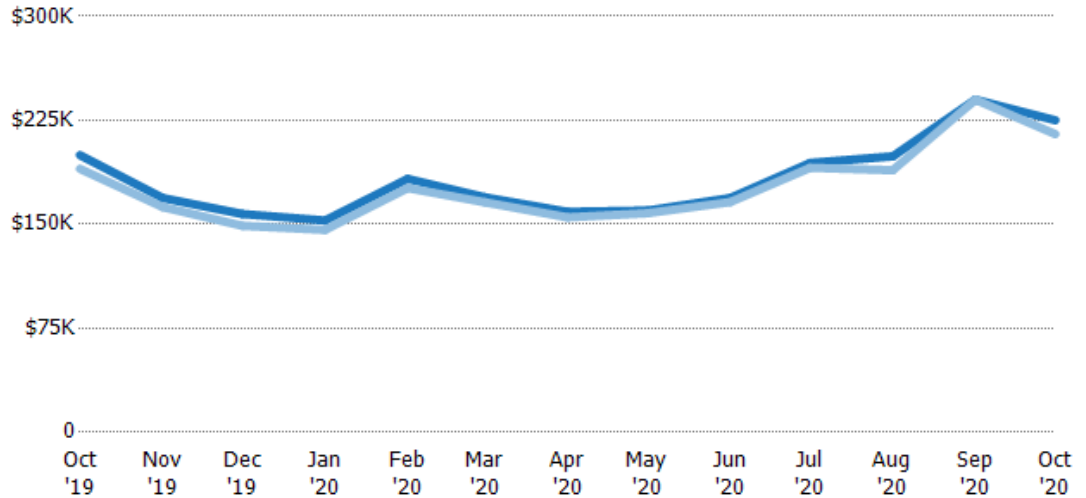
Avg List Price	\$219K	\$210K	\$221K	\$177K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$255K	\$278K	\$274K
Avg Sales Price	\$209K	\$198K	\$210K	\$168K	\$179K	\$193K	\$177K	\$193K	\$187K	\$231K	\$247K	\$269K	\$264K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	95%	96%	94%	96%	96%	96%	95%	97%	97%	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

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



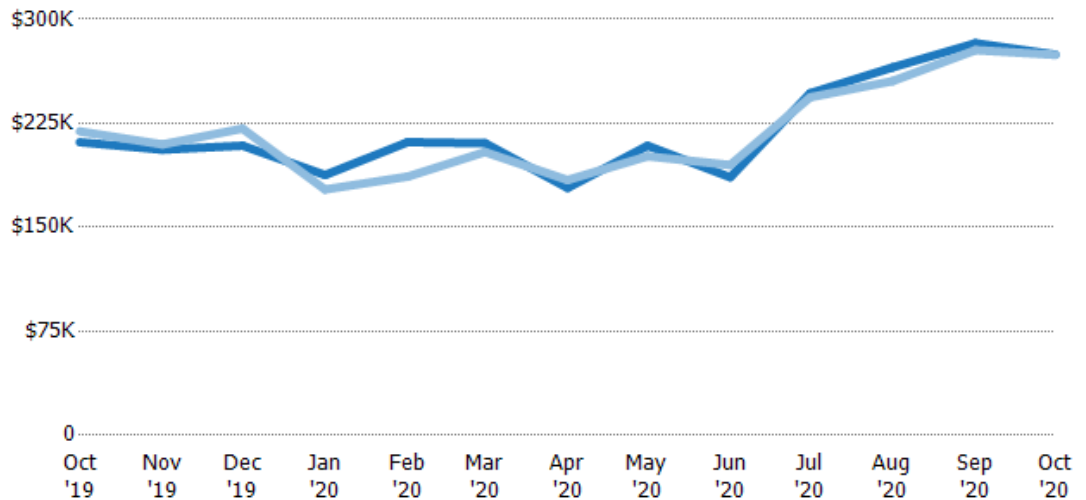
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$200K	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$194K	\$199K	\$240K	\$225K
Median Sales Price	\$190K	\$163K	\$149K	\$146K	\$176K	\$166K	\$155K	\$158K	\$166K	\$191K	\$189K	\$240K	\$215K
Med Sales Price as a % of Med List Price	95%	96%	95%	96%	96%	98%	97%	99%	98%	98%	95%	100%	96%

## 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



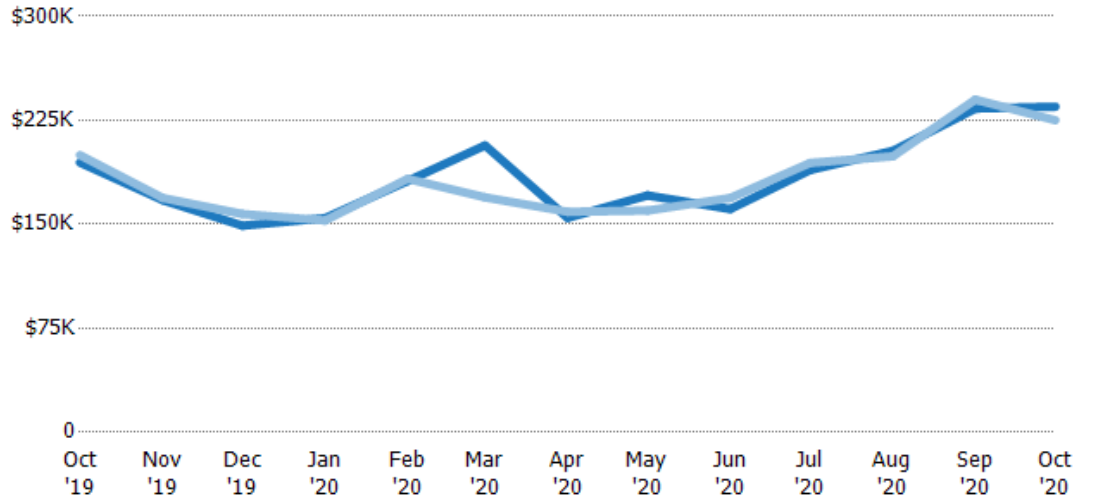
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$211K	\$206K	\$209K	\$188K	\$211K	\$211K	\$178K	\$209K	\$186K	\$247K	\$265K	\$283K	\$275K
Avg Sales Price	\$219K	\$210K	\$221K	\$177K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$255K	\$278K	\$274K
Avg Sales Price as a % of Avg Est Value	104%	102%	106%	94%	88%	97%	103%	96%	105%	99%	96%	98%	100%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$195K	\$167K	\$149K	\$154K	\$181K	\$207K	\$155K	\$171K	\$161K	\$189K	\$203K	\$233K	\$235K
Median Sales Price	\$200K	\$169K	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$194K	\$199K	\$240K	\$225K
Med Sales Price as a % of Med Est Value	103%	101%	106%	99%	101%	82%	103%	94%	105%	103%	98%	103%	96%