

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	18	+77.8%	272	277	-1.8%
New Listing Volume	\$9,471,700	\$3,744,665	+152.9%	\$65,623,598	\$51,220,954	+28.1%
Active Listing Count	72	130	-44.6%	N/A	N/A	
Active Listing Volume	\$21,821,400	\$27,172,265	-19.7%	N/A	N/A	
Average Listing Price	\$303,075	\$209,017	+45%	\$226,697	\$211,275	+7.3%
Median Listing Price	\$169,000	\$168,250	+0.4%	\$166,276	\$172,535	-3.6%
Median Days in RPR	66.5	109	-39%	97.92	116.42	-15.9%
Months of Inventory	2.3	6.8	-67.1%	5.3	8.9	-40%
Absorption Rate	44.44%	14.62%	+29.8%	18.8%	11.27%	+7.5%
Sales Activity Charts Metrics						
New Pending Sales Count	39	25	+56%	303	237	+27.8%
New Pending Sales Volume	\$8,714,200	\$4,645,100	+87.6%	\$61,203,069	\$46,278,189	+32.3%
Pending Sales Count	63	37	+70.3%	N/A	N/A	
Pending Sales Volume	\$15,447,500	\$8,147,500	+89.6%	N/A	N/A	
Closed Sales Count	34	23	+47.8%	210	175	+20%
Closed Sales Volume	\$7,628,000	\$4,231,100	+80.3%	\$39,201,186	\$30,298,714	+29.4%
Average Sales Price	\$224,353	\$183,961	+22%	\$186,672	\$173,136	+7.8%
Median Sales Price	\$182,500	\$175,000	+4.3%	\$168,140	\$157,468	+6.8%

New Listings

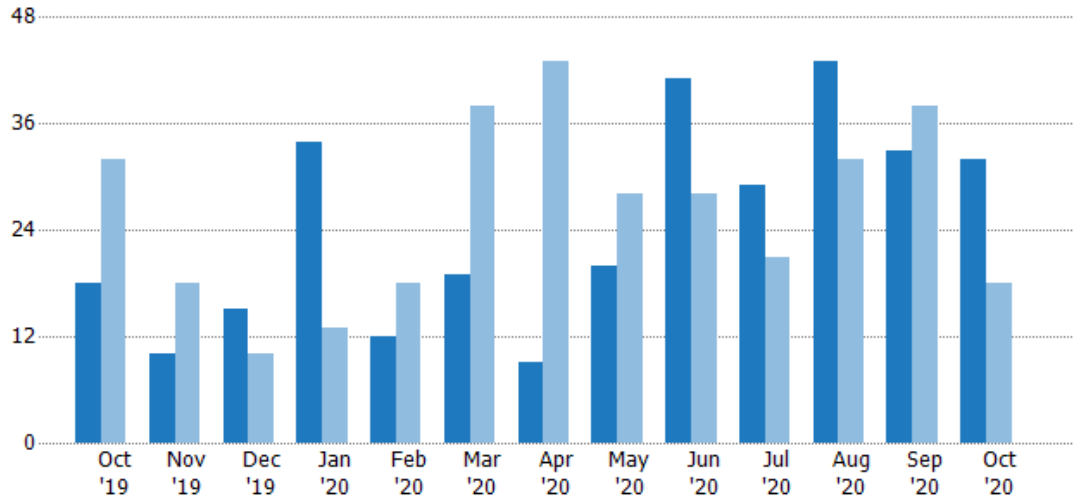
The number of new residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Oct '20	32	77.8%
Oct '19	18	-43.8%
Oct '18	32	-59.4%



	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	18	10	15	34	12	19	9	20	41	29	43	33	32
Prior Year	32	18	10	13	18	38	43	28	28	21	32	38	18
Percent Change from Prior Year	-44%	-44%	50%	162%	-33%	-50%	-79%	-29%	46%	38%	34%	-13%	78%

New Listing Volume

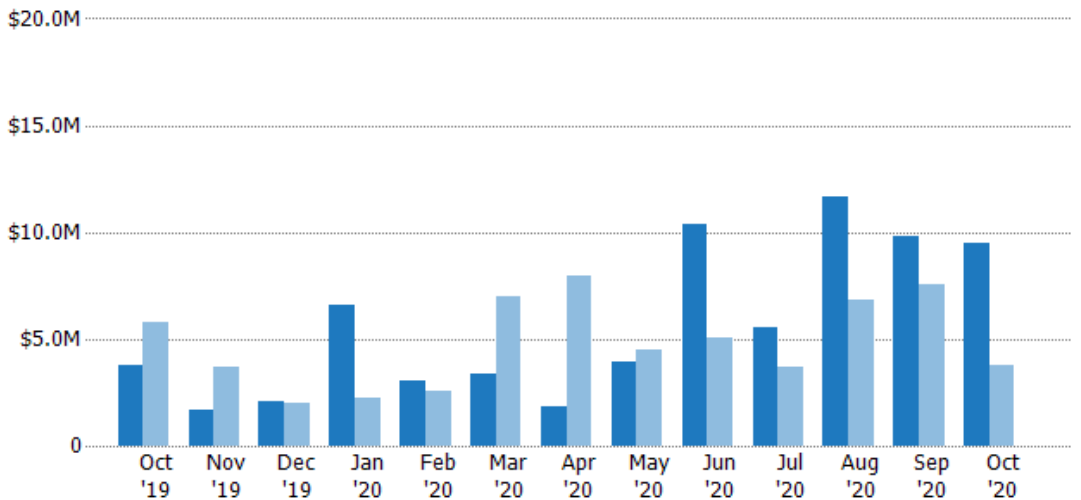
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Oct '20	\$9.47M	152.9%
Oct '19	\$3.74M	-35.7%
Oct '18	\$5.82M	-64.5%



	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	\$3.74M	\$1.66M	\$2.06M	\$6.62M	\$3.06M	\$3.33M	\$1.87M	\$3.93M	\$10.4M	\$5.54M	\$11.7M	\$9.79M	\$9.47M
Prior Year	\$5.82M	\$3.7M	\$1.97M	\$2.27M	\$2.57M	\$7M	\$7.95M	\$4.53M	\$5.07M	\$3.66M	\$6.85M	\$7.57M	\$3.74M
Percent Change from Prior Year	-36%	-55%	5%	191%	19%	-52%	-77%	-13%	104%	51%	70%	29%	153%

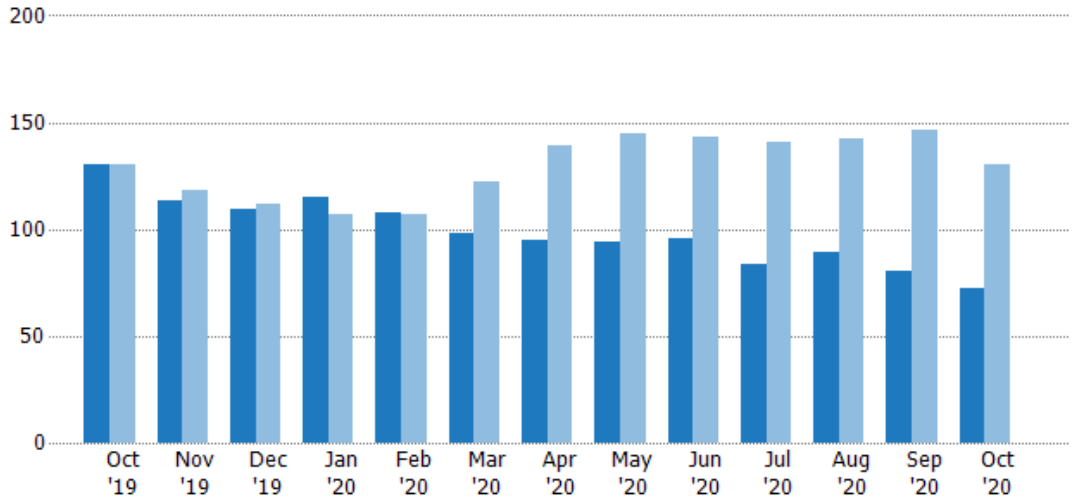
Active Listings

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



	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	130	113	109	115	108	98	95	94	96	84	89	80	72
Prior Year	130	118	112	107	107	122	139	145	143	141	142	146	130
Percent Change from Prior Year	0%	-4%	-3%	7%	1%	-20%	-32%	-35%	-33%	-40%	-37%	-45%	-45%

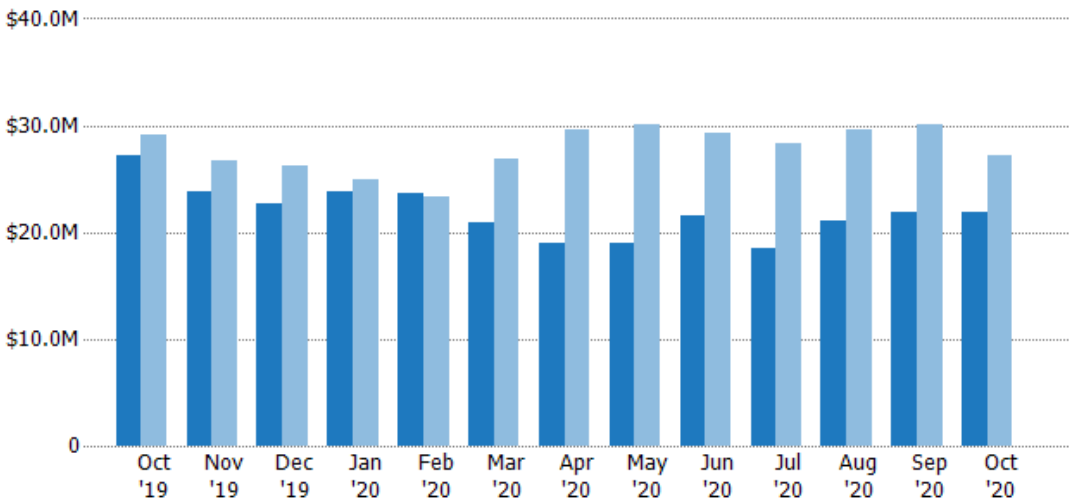
Active Listing Volume

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



	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	\$27.2M	\$23.8M	\$22.7M	\$23.8M	\$23.6M	\$20.9M	\$18.9M	\$19M	\$21.6M	\$18.5M	\$21.1M	\$21.8M	\$21.8M
Prior Year	\$29.2M	\$26.8M	\$26.3M	\$24.9M	\$23.3M	\$26.8M	\$29.6M	\$30.1M	\$29.3M	\$28.3M	\$29.6M	\$30.1M	\$27.2M
Percent Change from Prior Year	-7%	-11%	-13%	-4%	1%	-22%	-36%	-37%	-26%	-35%	-29%	-27%	-20%

Average Listing Price

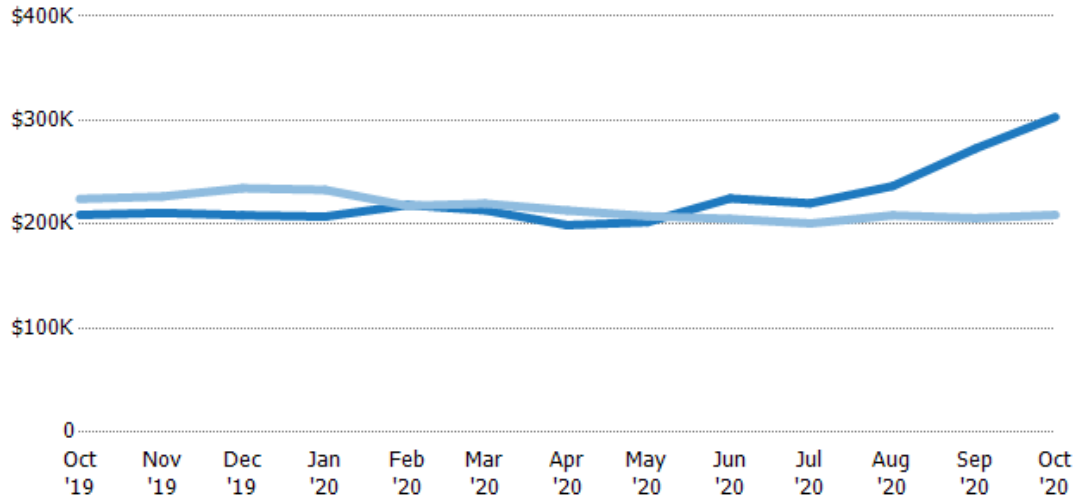
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Oct '20	\$303K	45%
Oct '19	\$209K	-6.8%
Oct '18	\$224K	-8.4%



Current Year	\$209K	\$211K	\$209K	\$207K	\$218K	\$213K	\$199K	\$202K	\$225K	\$220K	\$237K	\$273K	\$303K
Prior Year	\$224K	\$227K	\$235K	\$233K	\$218K	\$220K	\$213K	\$208K	\$205K	\$201K	\$209K	\$206K	\$209K
Percent Change from Prior Year	-7%	-7%	-11%	-11%	0%	-3%	-7%	-3%	10%	10%	13%	32%	45%

Median Listing Price

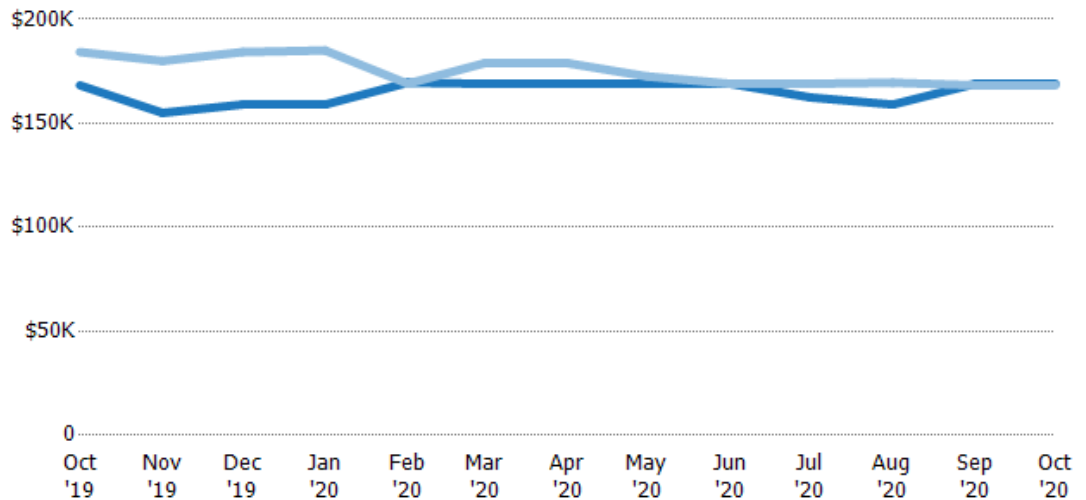
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Oct '20	\$169K	0.4%
Oct '19	\$168K	-8.7%
Oct '18	\$184K	-18.6%



Current Year	\$168K	\$155K	\$159K	\$159K	\$170K	\$169K	\$169K	\$169K	\$169K	\$162K	\$159K	\$169K	\$169K
Prior Year	\$184K	\$180K	\$184K	\$185K	\$169K	\$179K	\$179K	\$173K	\$169K	\$169K	\$170K	\$168K	\$168K
Percent Change from Prior Year	-9%	-14%	-14%	-14%	0%	-6%	-6%	-2%	0%	-4%	-6%	0%	0%

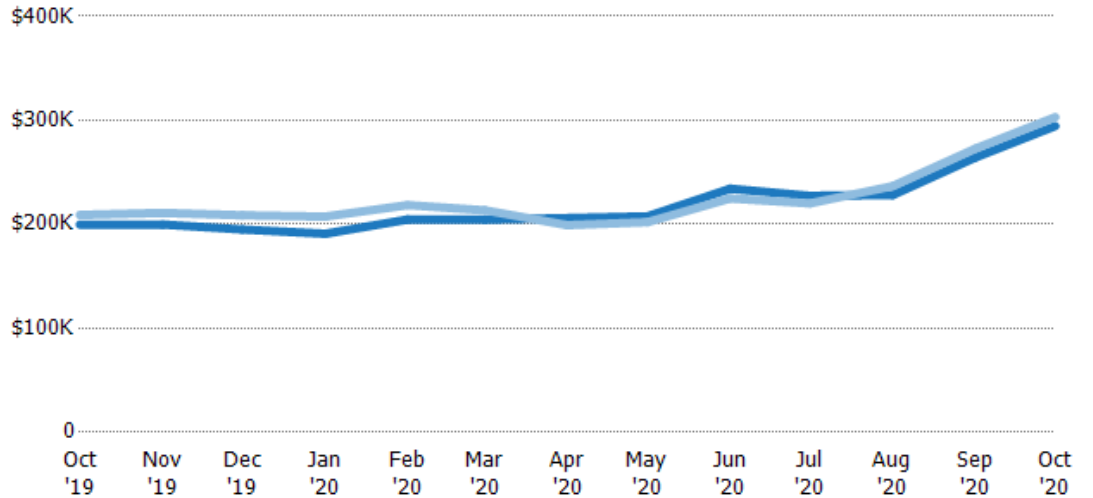
Average Listing Price vs Average Est Value

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



	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	\$200K	\$200K	\$195K	\$191K	\$205K	\$204K	\$206K	\$208K	\$234K	\$227K	\$228K	\$264K	\$294K
Avg Listing Price	\$209K	\$211K	\$209K	\$207K	\$218K	\$213K	\$199K	\$202K	\$225K	\$220K	\$237K	\$273K	\$303K
Avg Listing Price as a % of Avg Est Value	105%	106%	107%	109%	107%	104%	97%	97%	96%	97%	104%	103%	103%

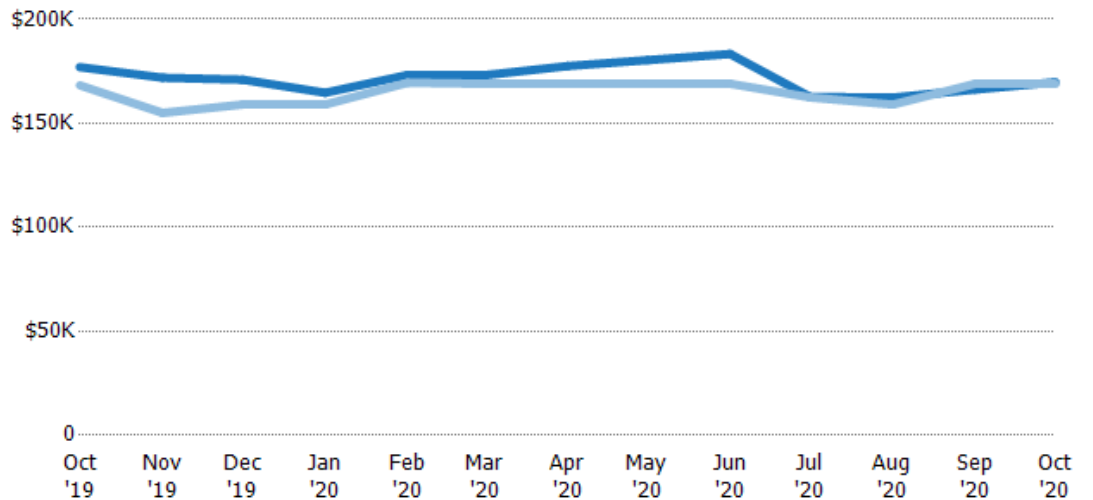
Median Listing Price vs Median Est Value

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



	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	\$177K	\$172K	\$171K	\$165K	\$173K	\$173K	\$178K	\$180K	\$183K	\$163K	\$162K	\$166K	\$170K
Median Listing Price	\$168K	\$155K	\$159K	\$159K	\$170K	\$169K	\$169K	\$169K	\$169K	\$162K	\$159K	\$169K	\$169K
Med Listing Price as a % of Med Est Value	95%	90%	93%	97%	98%	98%	95%	94%	92%	100%	98%	102%	100%

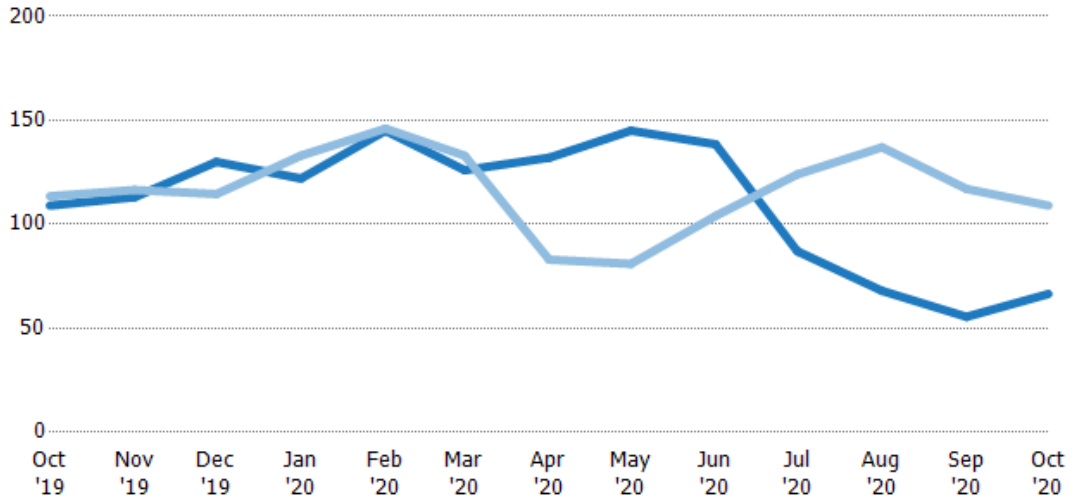
Median Days in RPR

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.
Oct '20	66.5	-39%
Oct '19	109	-4%
Oct '18	114	18.9%

	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	109	113	130	122	145	126	132	145	139	87	68	55.5	66.5
Prior Year	114	117	115	133	146	133	83	81	104	124	137	117	109
Percent Change from Prior Year	-4%	-3%	14%	-8%	-1%	-5%	59%	79%	33%	-30%	-50%	-53%	-39%

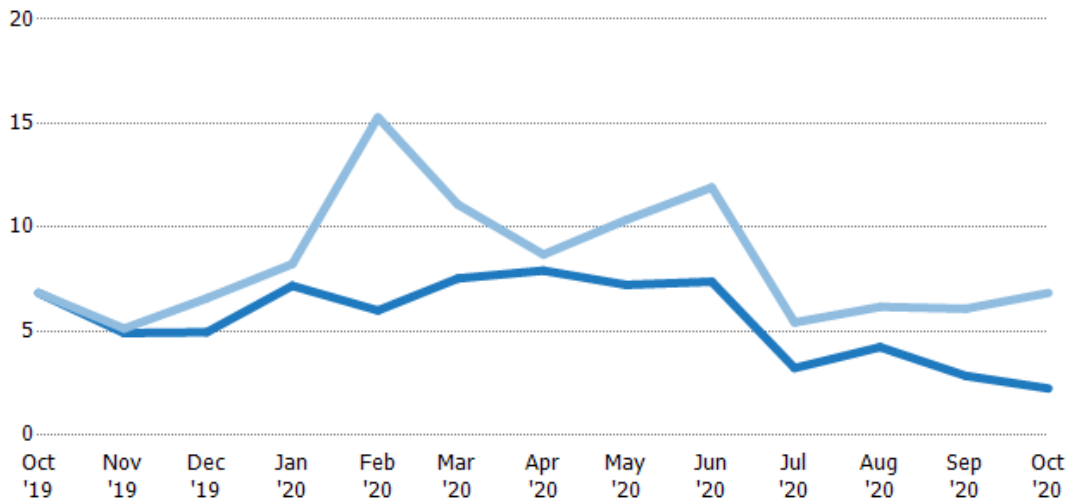
Months of Inventory

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.
Oct '20	2.25	-67.1%
Oct '19	6.84	0%
Oct '18	6.84	-2.6%

	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	6.84	4.91	4.95	7.19	6	7.54	7.92	7.23	7.38	3.23	4.24	2.86	2.25
Prior Year	6.84	5.13	6.59	8.23	15.3	11.1	8.69	10.4	11.9	5.42	6.17	6.08	6.84
Percent Change from Prior Year	0%	-4%	-25%	-13%	-61%	-32%	-9%	-30%	-38%	-40%	-31%	-53%	-67%

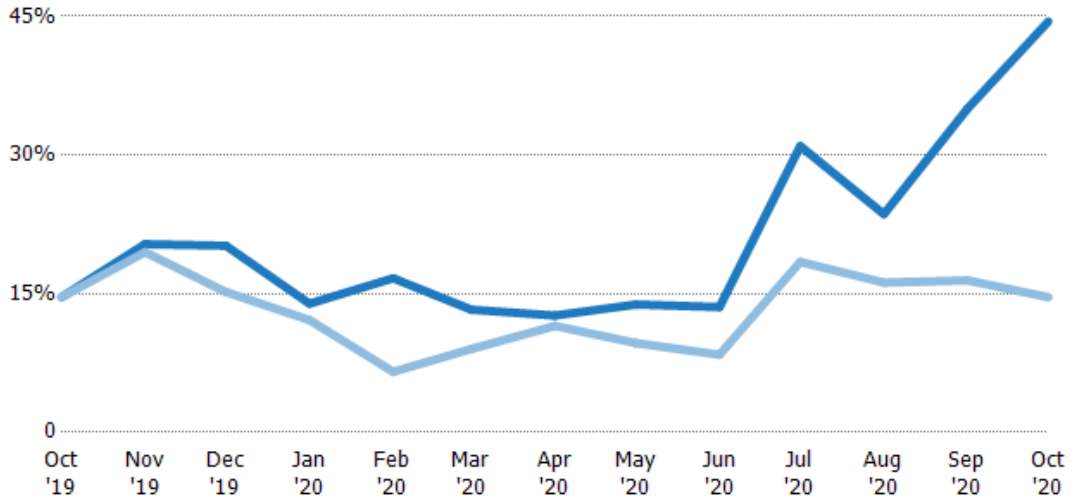
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	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	15%	20%	20%	14%	17%	13%	13%	14%	14%	31%	24%	35%	44%
Prior Year	15%	19%	15%	12%	7%	9%	12%	10%	8%	18%	16%	16%	15%
Change from Prior Year	0%	-1%	-5%	-2%	-10%	-4%	-1%	-4%	-5%	-13%	-7%	-19%	-30%

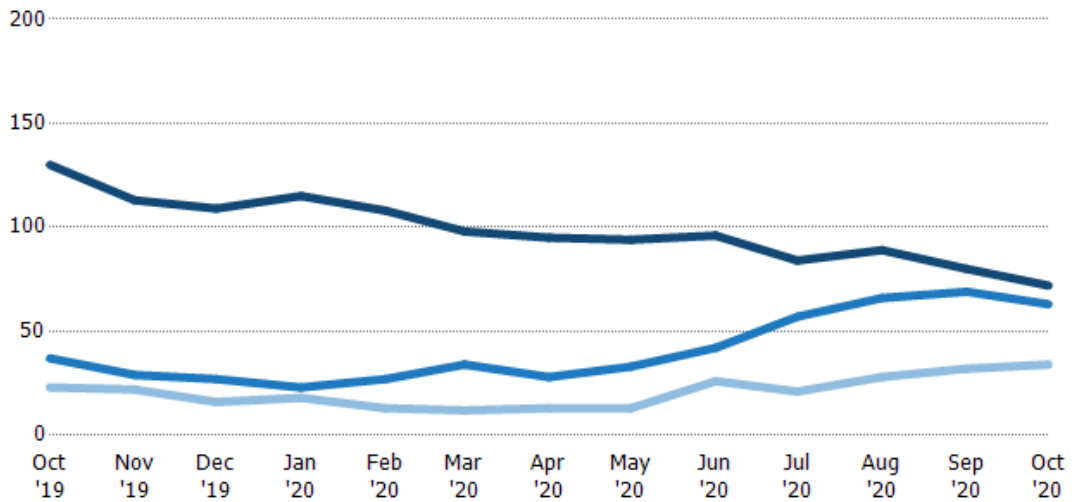
Active/Pending/Sold Units

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



	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	130	113	109	115	108	98	95	94	96	84	89	80	72
Pending	37	29	27	23	27	34	28	33	42	57	66	69	63
Sold	23	22	16	18	13	12	13	13	26	21	28	32	34

New Pending Sales

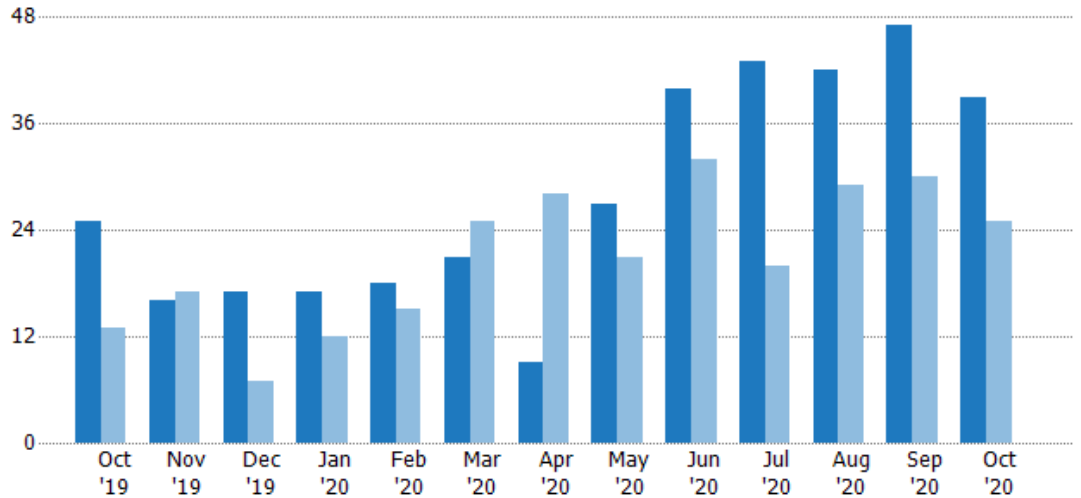
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Count	% Chg.
Oct '20	39	56%
Oct '19	25	92.3%
Oct '18	13	23.1%



Current Year	25	16	17	17	18	21	9	27	40	43	42	47	39
Prior Year	13	17	7	12	15	25	28	21	32	20	29	30	25
Percent Change from Prior Year	92%	-6%	143%	42%	20%	-16%	-68%	29%	25%	115%	45%	57%	56%

New Pending Sales Volume

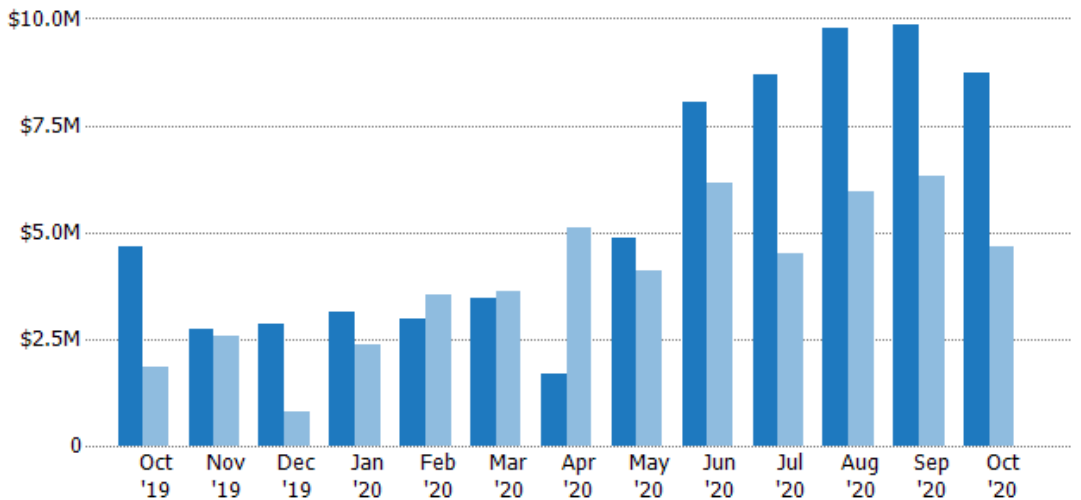
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Volume	% Chg.
Oct '20	\$8.71M	87.6%
Oct '19	\$4.65M	154.5%
Oct '18	\$1.83M	24.5%



Current Year	\$4.65M	\$2.73M	\$2.86M	\$3.13M	\$2.99M	\$3.46M	\$1.68M	\$4.87M	\$8.06M	\$8.67M	\$9.77M	\$9.87M	\$8.71M
Prior Year	\$1.83M	\$2.56M	\$816K	\$2.37M	\$3.52M	\$3.63M	\$5.09M	\$4.1M	\$6.17M	\$4.49M	\$5.96M	\$6.32M	\$4.65M
Percent Change from Prior Year	155%	6%	251%	32%	-15%	-5%	-67%	19%	31%	93%	64%	56%	88%

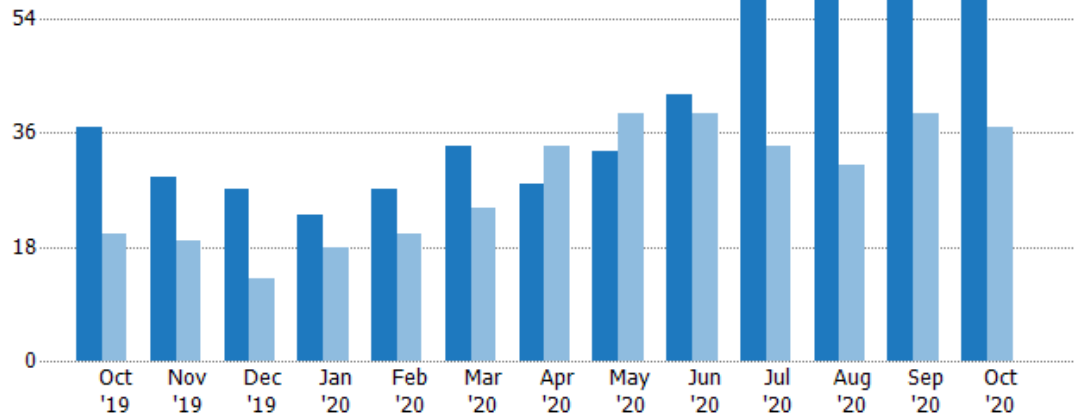
Pending Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	37	20	85%
Nov '19	29	19	53%
Dec '19	27	13	108%
Jan '20	23	18	28%
Feb '20	27	20	35%
Mar '20	34	24	42%
Apr '20	28	34	-18%
May '20	33	39	-15%
Jun '20	42	39	8%
Jul '20	57	34	68%
Aug '20	66	31	113%
Sep '20	69	39	77%
Oct '20	63	37	70%

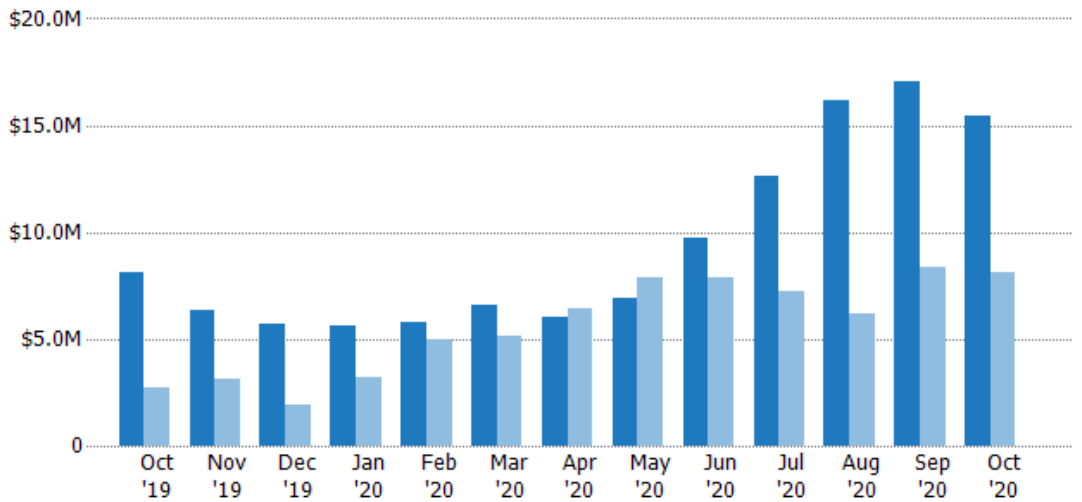
Pending Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	\$8.15M	\$2.74M	197%
Nov '19	\$6.31M	\$3.11M	102%
Dec '19	\$5.71M	\$1.96M	192%
Jan '20	\$5.59M	\$3.22M	73%
Feb '20	\$5.74M	\$4.95M	16%
Mar '20	\$6.6M	\$5.15M	28%
Apr '20	\$6.01M	\$6.47M	-7%
May '20	\$6.94M	\$7.87M	-12%
Jun '20	\$9.76M	\$7.87M	24%
Jul '20	\$12.6M	\$7.22M	74%
Aug '20	\$16.2M	\$6.18M	162%
Sep '20	\$17M	\$8.38M	103%
Oct '20	\$15.4M	\$8.15M	90%

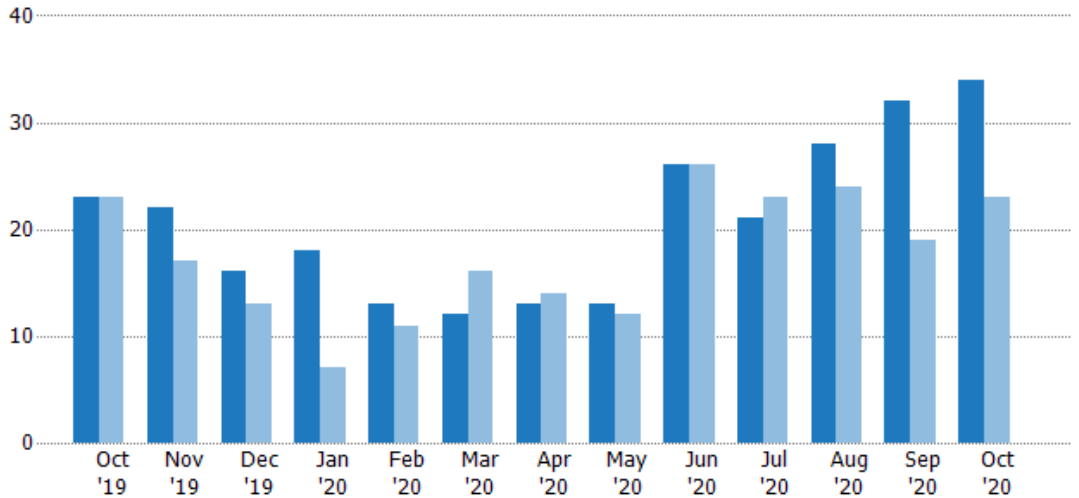
Closed Sales

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



	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	23	22	16	18	13	12	13	13	26	21	28	32	34
Prior Year	23	17	13	7	11	16	14	12	26	23	24	19	23
Percent Change from Prior Year	0%	29%	23%	157%	18%	-25%	-7%	8%	0%	-9%	17%	68%	48%

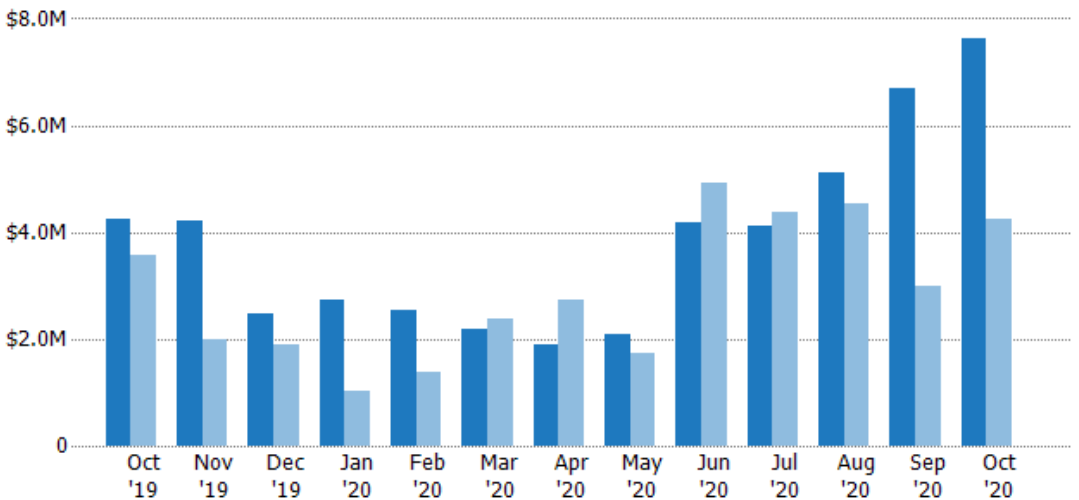
Closed Sales Volume

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



	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	\$4.23M	\$4.21M	\$2.46M	\$2.73M	\$2.54M	\$2.19M	\$1.89M	\$2.1M	\$4.18M	\$4.11M	\$5.11M	\$6.71M	\$7.63M
Prior Year	\$3.57M	\$2M	\$1.89M	\$1.03M	\$1.39M	\$2.37M	\$2.73M	\$1.73M	\$4.93M	\$4.36M	\$4.53M	\$2.99M	\$4.23M
Percent Change from Prior Year	18%	111%	30%	166%	83%	-8%	-31%	21%	-15%	-6%	13%	124%	80%

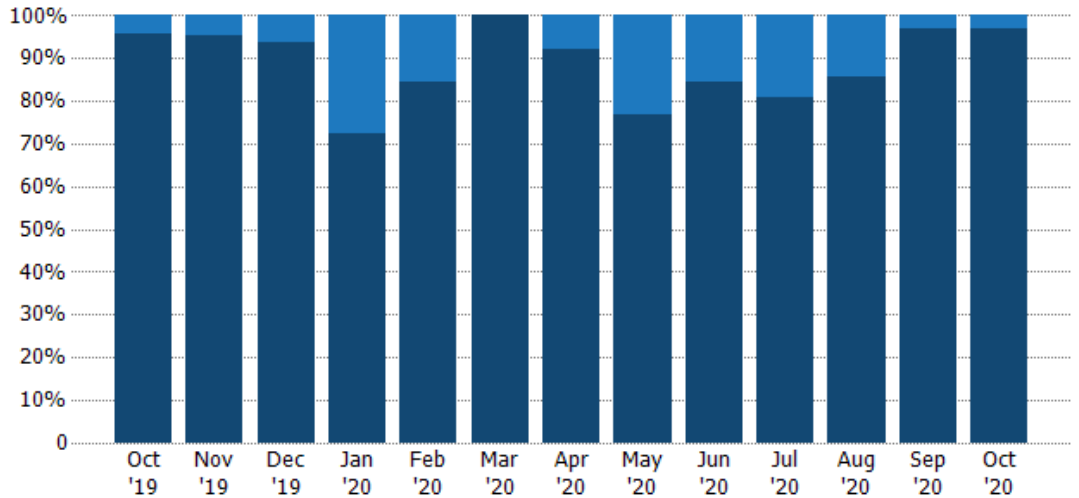
Closed Sales by Property Type

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	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
Condo/Townhouse	4%	5%	6%	28%	15%	-	8%	23%	15%	19%	14%	3%	3%
Single Family Residence	96%	95%	94%	72%	85%	100%	92%	77%	85%	81%	86%	97%	97%

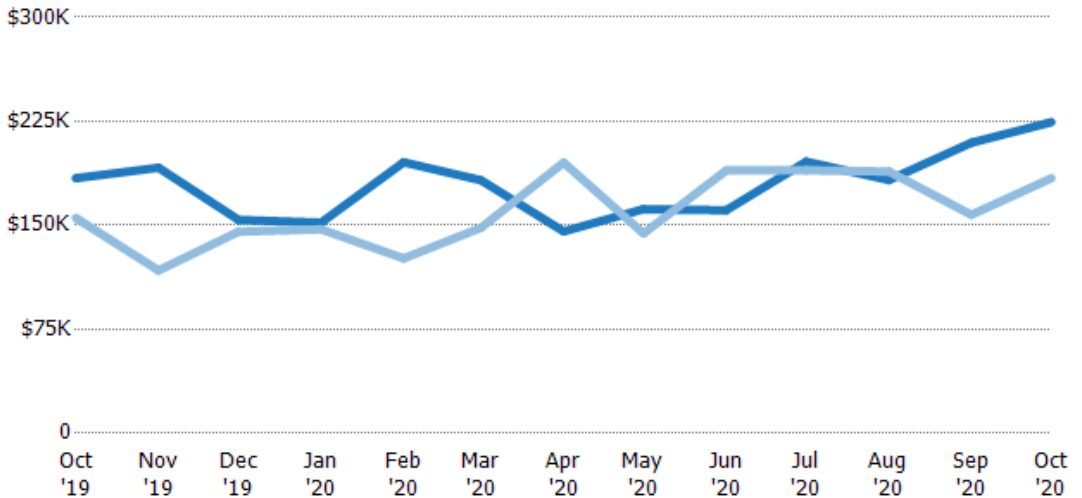
Average Sales Price

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.
Oct '20	\$224K	22%
Oct '19	\$184K	18.5%
Oct '18	\$155K	-11.7%

Property Type	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	\$184K	\$191K	\$154K	\$152K	\$195K	\$182K	\$146K	\$162K	\$161K	\$196K	\$183K	\$210K	\$224K
Prior Year	\$155K	\$117K	\$145K	\$147K	\$126K	\$148K	\$195K	\$144K	\$190K	\$190K	\$189K	\$158K	\$184K
Percent Change from Prior Year	18%	63%	6%	3%	55%	23%	-25%	12%	-15%	3%	-3%	33%	22%

Median Sales Price

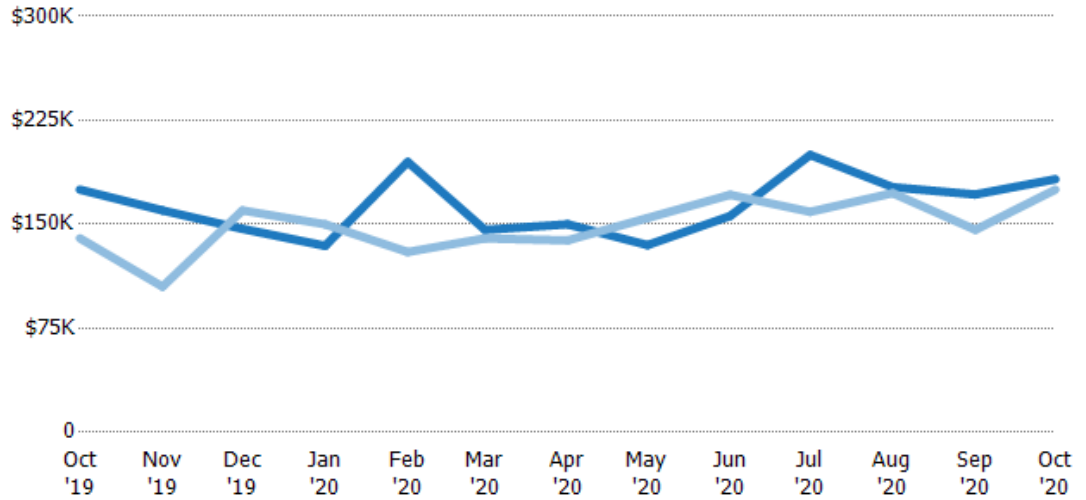
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Oct '20	\$183K	4.3%
Oct '19	\$175K	25.1%
Oct '18	\$140K	-1.4%



Current Year	\$175K	\$160K	\$147K	\$134K	\$195K	\$146K	\$150K	\$135K	\$156K	\$200K	\$177K	\$172K	\$183K
Prior Year	\$140K	\$105K	\$160K	\$150K	\$130K	\$140K	\$138K	\$155K	\$171K	\$159K	\$172K	\$146K	\$175K
Percent Change from Prior Year	25%	52%	-8%	-10%	50%	4%	8%	-13%	-9%	26%	2%	17%	4%

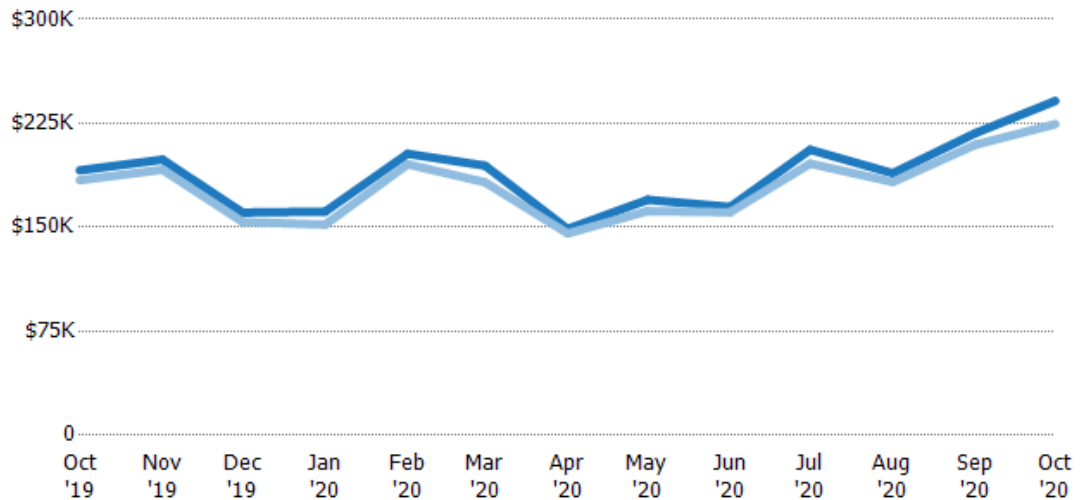
Average Sales Price vs Average Listing Price

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	\$191K	\$199K	\$161K	\$161K	\$203K	\$194K	\$149K	\$170K	\$165K	\$206K	\$189K	\$218K	\$241K
Avg Sales Price	\$184K	\$191K	\$154K	\$152K	\$195K	\$182K	\$146K	\$162K	\$161K	\$196K	\$183K	\$210K	\$224K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	94%	96%	94%	98%	95%	98%	95%	97%	96%	93%

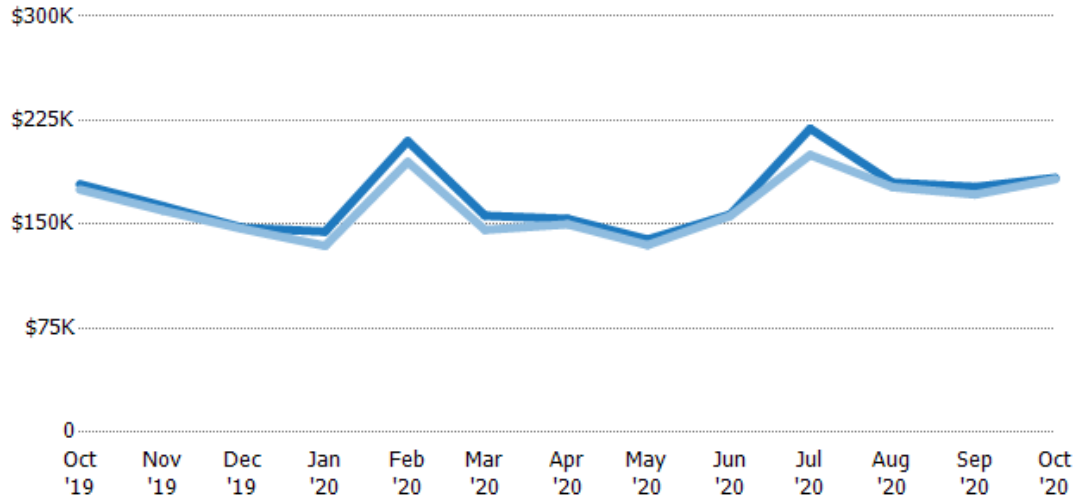
Median Sales Price vs Median Listing Price

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



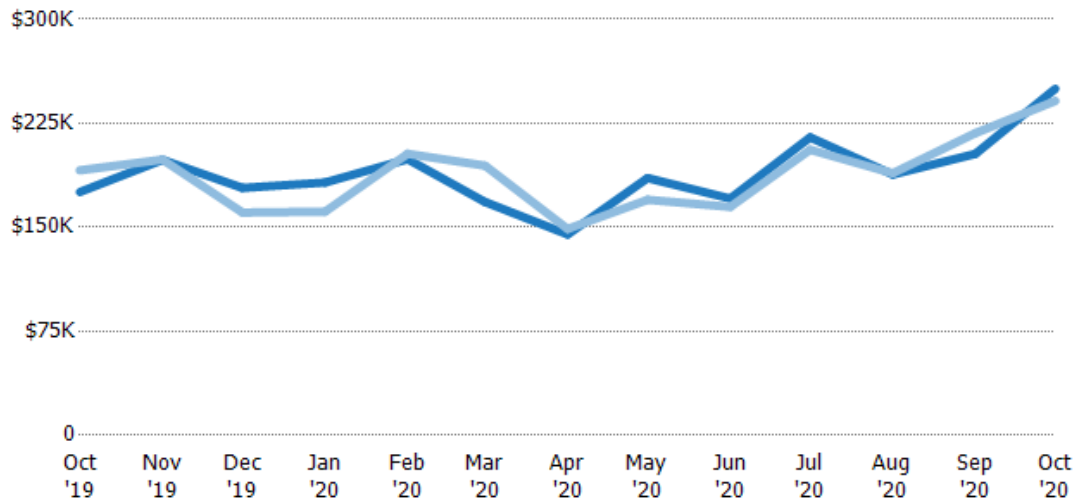
Average Sales Price vs Average Est Value

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



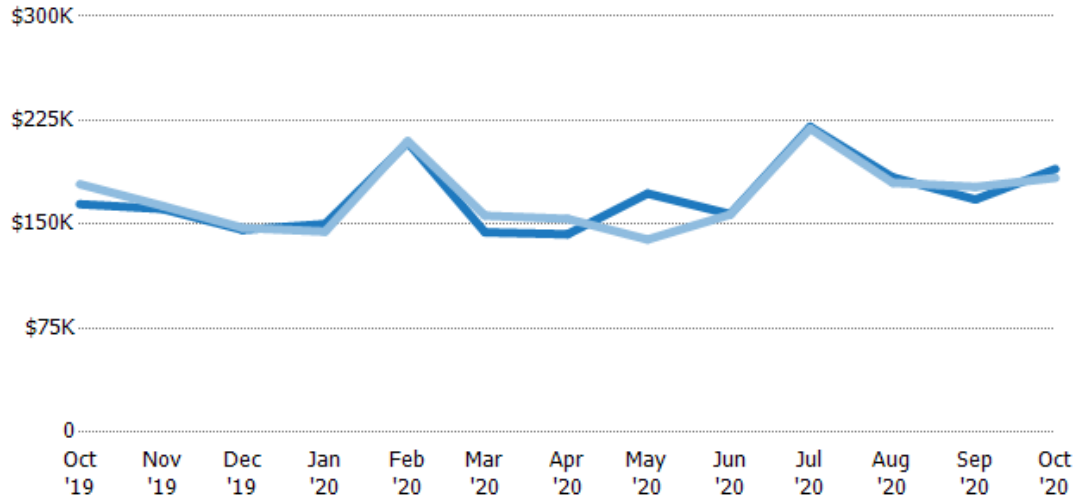
Median Sales Price vs Median Est Value

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



	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	\$165K	\$161K	\$146K	\$150K	\$209K	\$144K	\$143K	\$172K	\$157K	\$220K	\$184K	\$168K	\$190K
Median Sales Price	\$179K	\$163K	\$147K	\$145K	\$210K	\$156K	\$154K	\$139K	\$157K	\$219K	\$180K	\$177K	\$183K
Med Sales Price as a % of Med Est Value	109%	101%	101%	96%	100%	108%	108%	81%	100%	99%	98%	105%	97%