

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	43	36	+19.4%	987	1,066	-7.4%
New Listing Volume	\$16,318,300	\$5,810,800	+180.8%	\$287,056,619	\$262,851,414	+9.2%
Active Listing Count	198	444	-55.4%	N/A	N/A	
Active Listing Volume	\$89,493,964	\$145,087,955	-38.3%	N/A	N/A	
Average Listing Price	\$451,990	\$326,775	+38.3%	\$357,792	\$301,015	+18.9%
Median Listing Price	\$249,950	\$224,450	+11.4%	\$228,939	\$213,162	+7.4%
Median Days in RPR	110	168	-34.5%	112.56	141.16	-20.3%
Months of Inventory	2	6.3	-67.8%	5.2	9.7	-46.7%
Absorption Rate	48.99%	15.77%	+33.2%	19.36%	10.31%	+9%
Sales Activity Charts Metrics						
New Pending Sales Count	68	55	+23.6%	1,146	921	+24.4%
New Pending Sales Volume	\$18,544,750	\$11,021,900	+68.3%	\$287,861,816	\$193,674,435	+48.6%
Pending Sales Count	137	74	+85.1%	N/A	N/A	
Pending Sales Volume	\$36,697,749	\$15,001,200	+144.6%	N/A	N/A	
Closed Sales Count	92	69	+33.3%	886	781	+13.4%
Closed Sales Volume	\$26,215,595	\$14,482,692	+81%	\$212,585,381	\$152,291,742	+39.6%
Average Sales Price	\$284,952	\$209,894	+35.8%	\$239,938	\$194,996	+23%
Median Sales Price	\$225,000	\$148,900	+51.1%	\$200,410	\$162,269	+23.5%

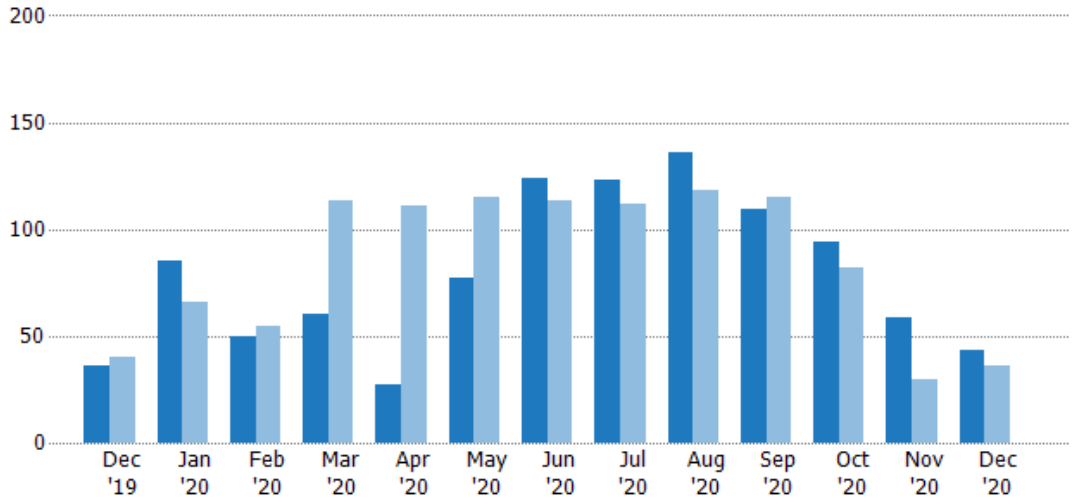
New Listings

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.
Dec '20	43	19.4%
Dec '19	36	-10%
Dec '18	40	2.5%



Current Year	36	85	50	60	27	77	124	123	136	109	94	59	43
Prior Year	40	66	55	113	111	115	113	112	118	115	82	30	36
Percent Change from Prior Year	-10%	29%	-9%	-47%	-76%	-33%	10%	10%	15%	-5%	15%	97%	19%

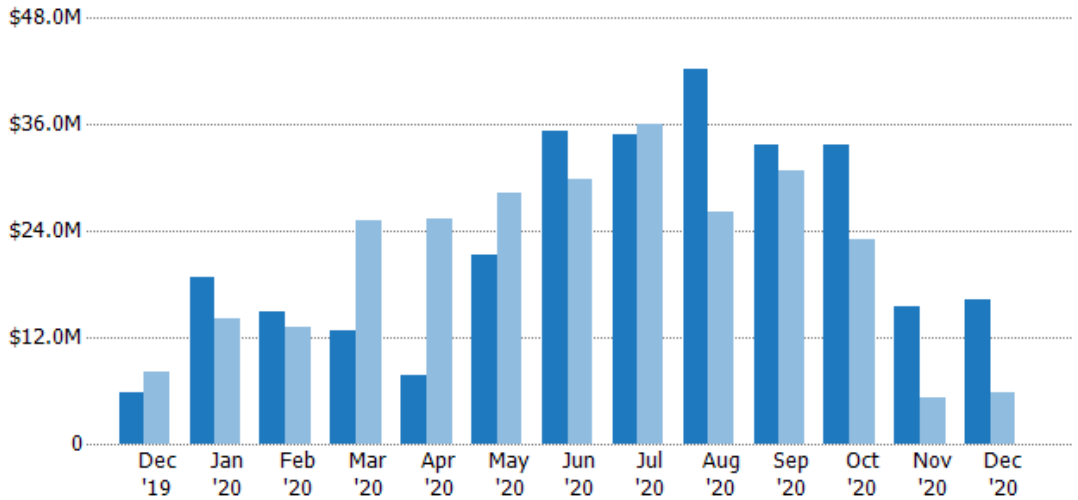
New Listing Volume

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.
Dec '20	\$16.3M	180.8%
Dec '19	\$5.81M	-28.8%
Dec '18	\$8.16M	-21.9%



Current Year	\$5.81M	\$18.8M	\$14.8M	\$12.7M	\$7.81M	\$21.4M	\$35.2M	\$34.9M	\$42.3M	\$33.7M	\$33.7M	\$15.4M	\$16.3M
Prior Year	\$8.16M	\$14.1M	\$13.1M	\$25.1M	\$25.4M	\$28.2M	\$29.9M	\$36.1M	\$26.2M	\$30.9M	\$23M	\$5.12M	\$5.81M
Percent Change from Prior Year	-29%	33%	13%	-49%	-69%	-24%	18%	-3%	62%	9%	47%	200%	181%

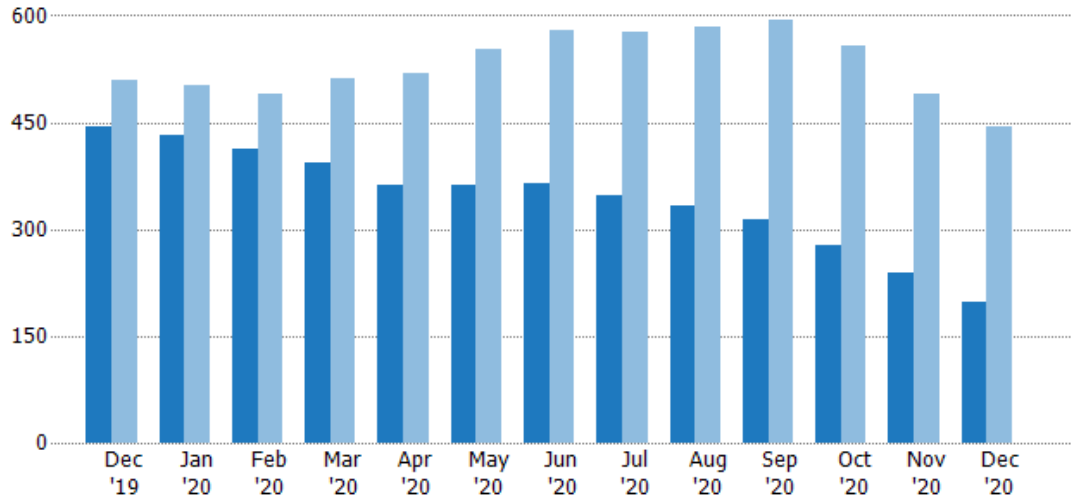
Active Listings

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.
Dec '20	198	-55.4%
Dec '19	444	-12.8%
Dec '18	509	-2%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	444	431	413	393	362	363	365	347	332	314	278	238	198
Prior Year	509	501	490	511	518	553	580	578	585	594	557	489	444
Percent Change from Prior Year	-13%	-14%	-16%	-23%	-30%	-34%	-37%	-40%	-43%	-47%	-50%	-51%	-55%

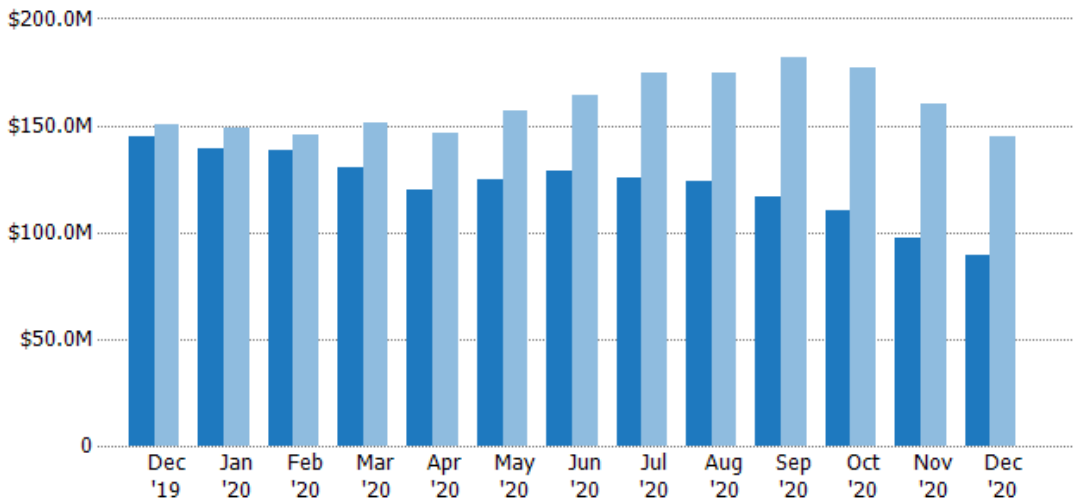
Active Listing Volume

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.
Dec '20	\$89.5M	-38.3%
Dec '19	\$145M	-3.8%
Dec '18	\$151M	-14.1%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$145M	\$139M	\$138M	\$130M	\$120M	\$125M	\$129M	\$125M	\$124M	\$117M	\$110M	\$97.4M	\$89.5M
Prior Year	\$151M	\$149M	\$146M	\$151M	\$146M	\$157M	\$164M	\$175M	\$175M	\$182M	\$177M	\$160M	\$145M
Percent Change from Prior Year	-4%	-7%	-5%	-14%	-18%	-20%	-22%	-28%	-29%	-36%	-38%	-39%	-38%

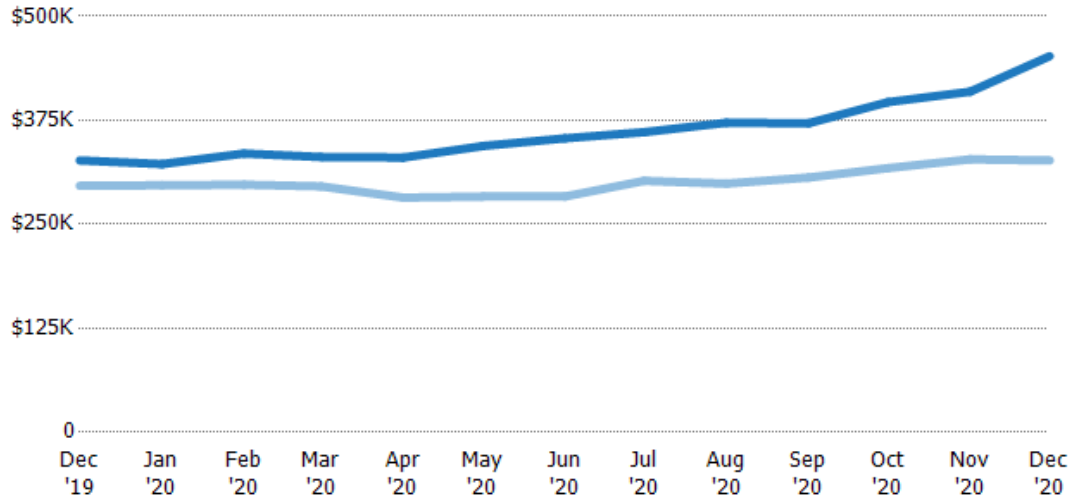
Average Listing Price

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.
Dec '20	\$452K	38.3%
Dec '19	\$327K	10.3%
Dec '18	\$296K	-12.3%



Current Year	\$327K	\$322K	\$335K	\$331K	\$330K	\$344K	\$353K	\$361K	\$372K	\$371K	\$397K	\$409K	\$452K
Prior Year	\$296K	\$297K	\$298K	\$296K	\$282K	\$283K	\$283K	\$302K	\$299K	\$306K	\$318K	\$328K	\$327K
Percent Change from Prior Year	10%	9%	13%	12%	17%	21%	25%	19%	24%	21%	25%	25%	38%

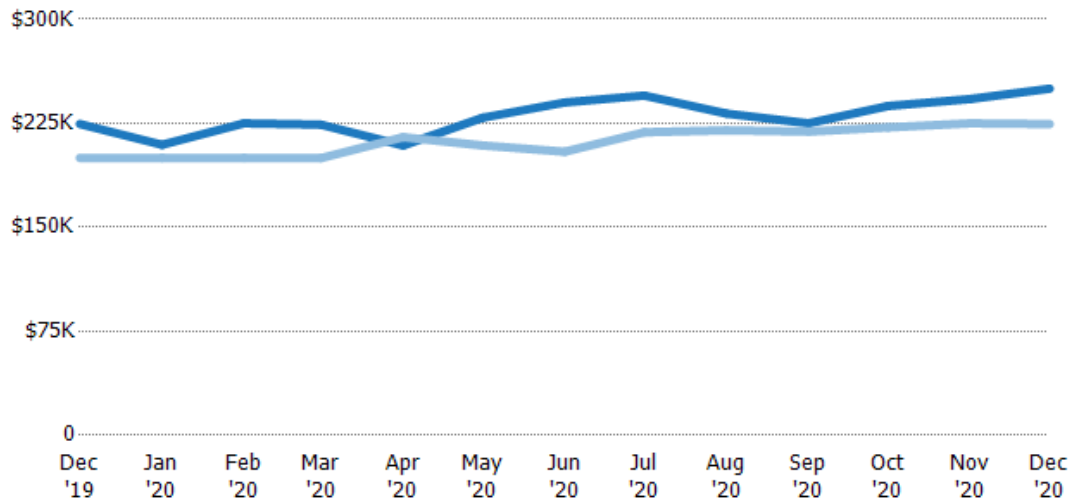
Median Listing Price

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.
Dec '20	\$250K	11.4%
Dec '19	\$224K	12.2%
Dec '18	\$200K	-10%



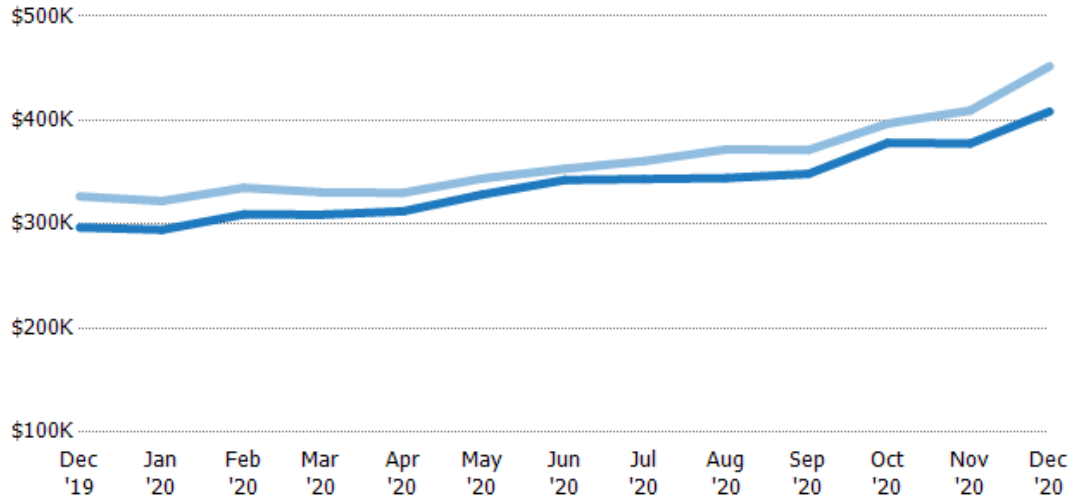
Current Year	\$224K	\$210K	\$225K	\$224K	\$209K	\$229K	\$240K	\$245K	\$232K	\$225K	\$237K	\$243K	\$250K
Prior Year	\$200K	\$200K	\$200K	\$200K	\$215K	\$209K	\$205K	\$219K	\$220K	\$219K	\$222K	\$225K	\$224K
Percent Change from Prior Year	12%	5%	13%	12%	-3%	10%	17%	12%	6%	3%	7%	8%	11%

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

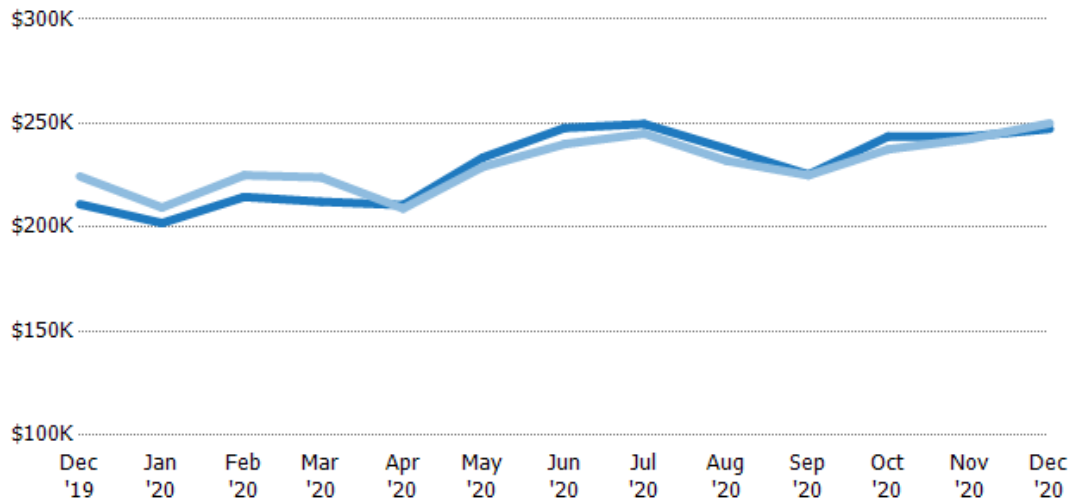


Median Listing Price vs Median Est Value

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

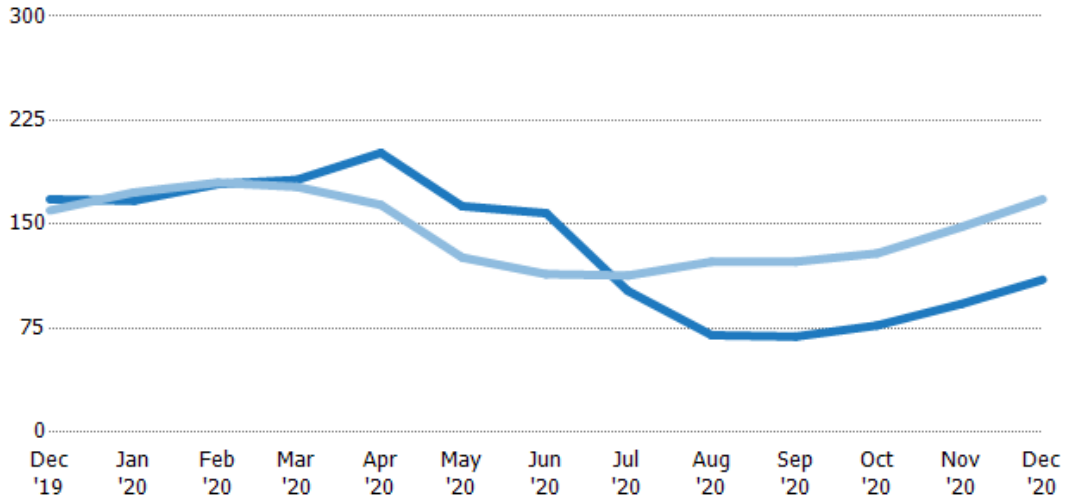


Median Days in RPR

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



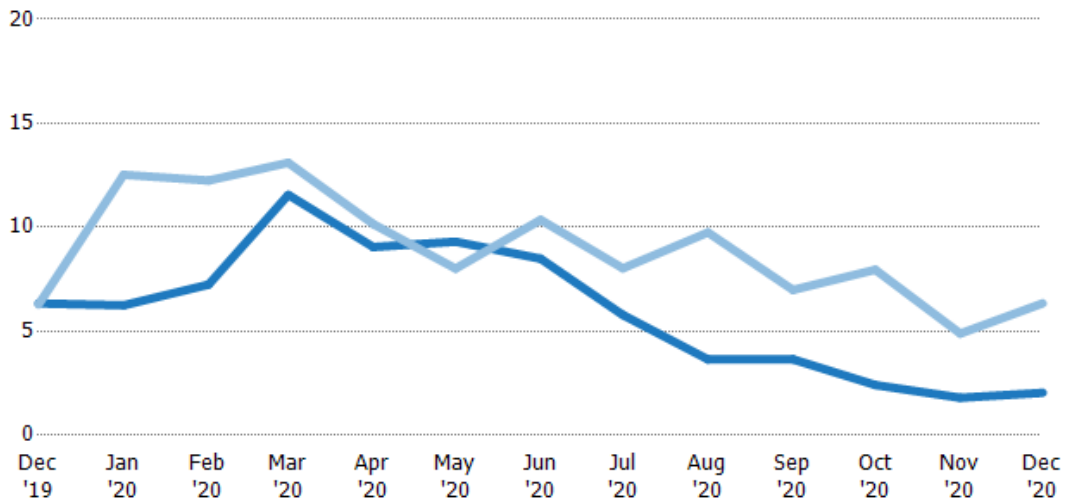
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	168	167	179	182	202	163	158	102	70	69	77	92.5	110
Prior Year	160	173	180	177	164	126	114	113	123	123	129	148	168
Percent Change from Prior Year	5%	-3%	-1%	3%	23%	29%	39%	-10%	-43%	-44%	-40%	-38%	-35%

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



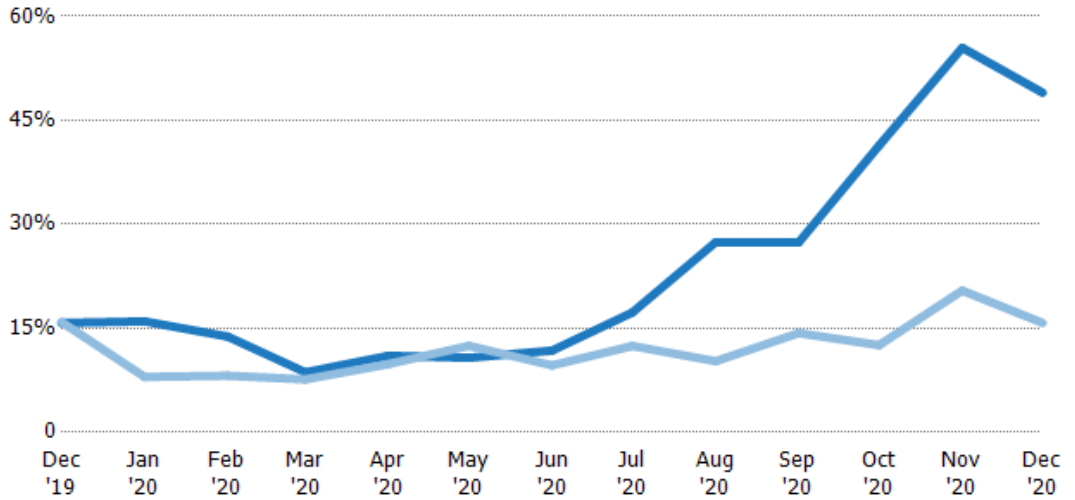
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	6.34	6.25	7.25	11.6	9.05	9.31	8.49	5.78	3.65	3.65	2.42	1.8	2.04
Prior Year	6.28	12.5	12.3	13.1	10.2	8.01	10.4	8.03	9.75	6.99	7.96	4.89	6.34
Percent Change from Prior Year	1%	-50%	-41%	-12%	-11%	16%	-18%	-28%	-63%	-48%	-70%	-63%	-68%

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



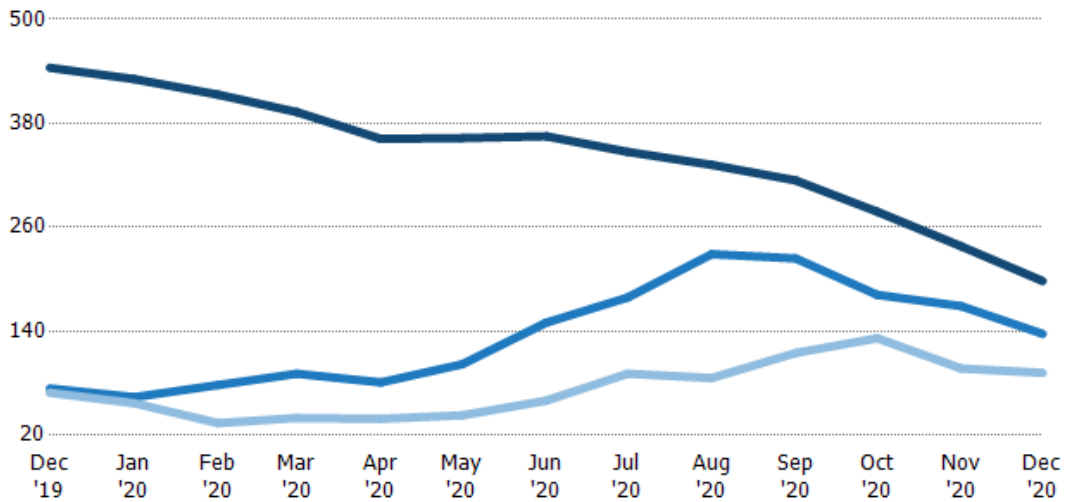
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	16%	16%	14%	9%	11%	11%	12%	17%	27%	27%	41%	55%	49%
Prior Year	16%	8%	8%	8%	10%	12%	10%	12%	10%	14%	13%	20%	16%
Change from Prior Year	0%	-8%	-6%	-1%	-1%	2%	-2%	-5%	-17%	-13%	-29%	-35%	-33%

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



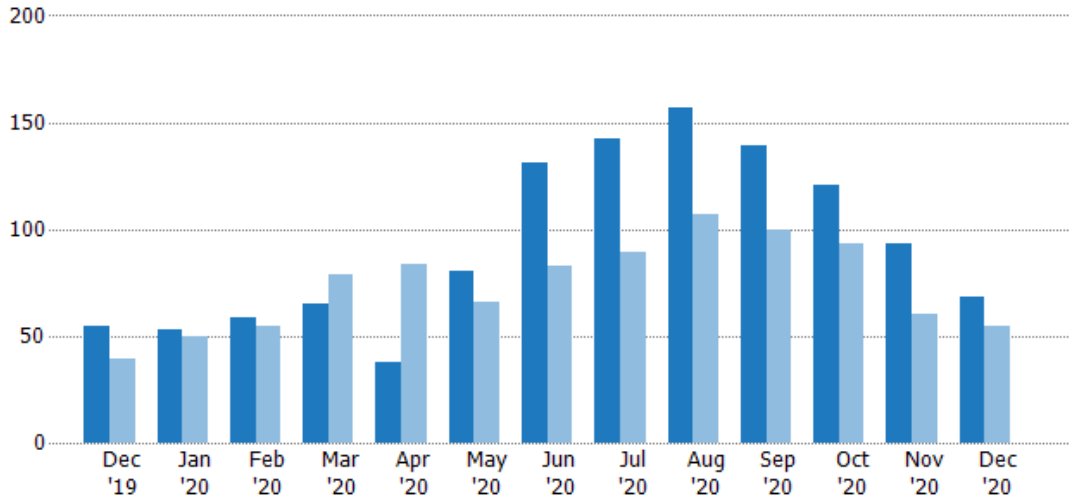
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	444	431	413	393	362	363	365	347	332	314	278	238	198
Pending	74	64	78	91	81	102	150	179	229	224	182	169	137
Sold	69	57	34	40	39	43	60	91	86	115	132	97	92

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



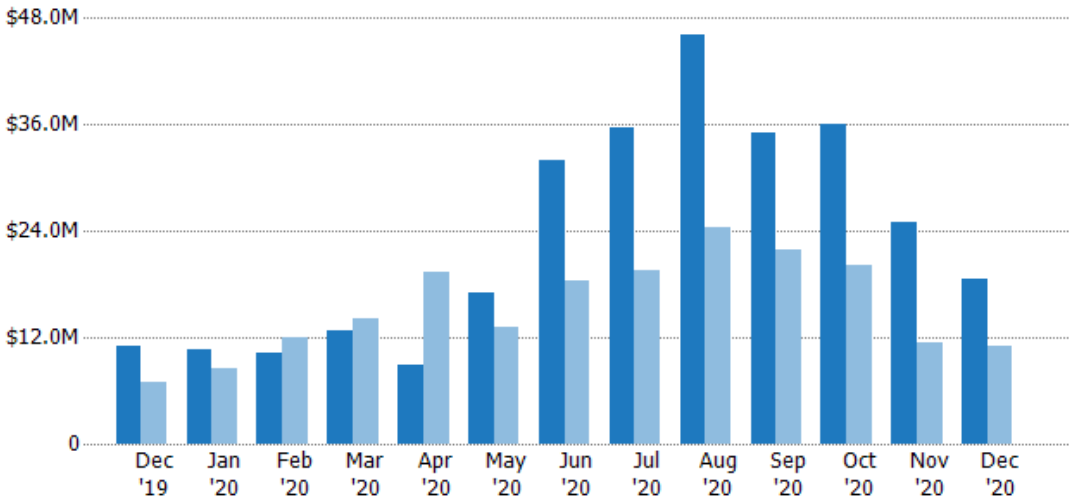
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	55	53	59	65	38	80	131	142	157	139	121	93	68
Prior Year	39	50	55	79	84	66	83	89	107	100	93	60	55
Percent Change from Prior Year	41%	6%	7%	-18%	-55%	21%	58%	60%	47%	39%	30%	55%	24%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$11M	\$10.6M	\$10.2M	\$12.8M	\$8.83M	\$17M	\$31.9M	\$35.7M	\$46.1M	\$35.1M	\$36M	\$25M	\$18.5M
Prior Year	\$6.94M	\$8.44M	\$12M	\$14.1M	\$19.3M	\$13.1M	\$18.3M	\$19.6M	\$24.4M	\$21.9M	\$20.1M	\$11.4M	\$11M
Percent Change from Prior Year	59%	26%	-15%	-9%	-54%	30%	74%	82%	89%	60%	80%	120%	68%

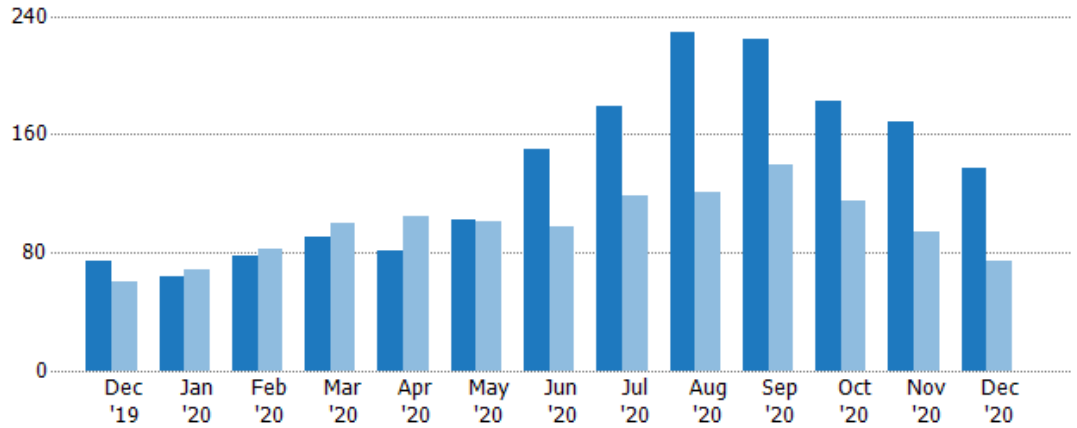
Pending Sales

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.
Dec '20	137	85.1%
Dec '19	74	23.3%
Dec '18	60	-20%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	74	64	78	91	81	102	150	179	229	224	182	169	137
Prior Year	60	69	82	100	105	101	98	119	121	140	115	94	74
Percent Change from Prior Year	23%	-7%	-5%	-9%	-23%	1%	53%	50%	89%	60%	58%	80%	85%

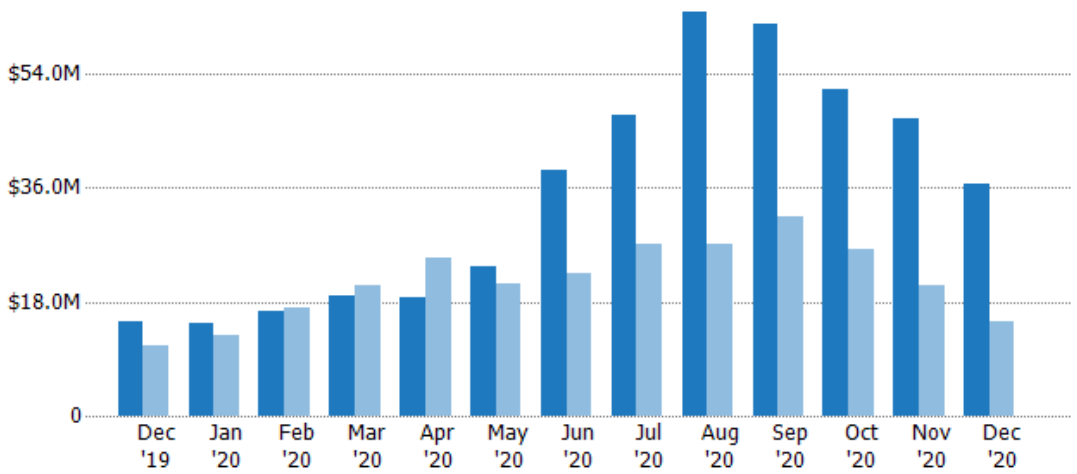
Pending Sales Volume

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.
Dec '20	\$36.7M	144.6%
Dec '19	\$15M	36.6%
Dec '18	\$11M	-9.5%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$15M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.7M	\$38.9M	\$47.4M	\$63.8M	\$61.8M	\$51.4M	\$46.8M	\$36.7M
Prior Year	\$11M	\$12.6M	\$17.2M	\$20.7M	\$24.9M	\$20.8M	\$22.6M	\$27.1M	\$27.1M	\$31.4M	\$26.3M	\$20.7M	\$15M
Percent Change from Prior Year	37%	15%	-4%	-8%	-25%	14%	72%	75%	136%	97%	96%	126%	145%

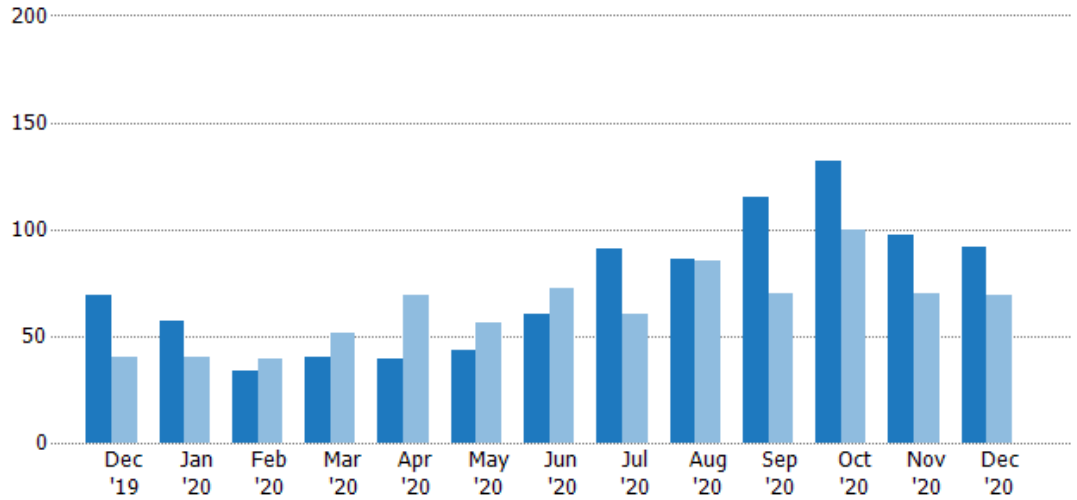
Closed Sales

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.
Dec '20	92	33.3%
Dec '19	69	72.5%
Dec '18	40	37.5%



Current Year	69	57	34	40	39	43	60	91	86	115	132	97	92
Prior Year	40	40	39	51	69	56	72	60	85	70	100	70	69
Percent Change from Prior Year	73%	43%	-13%	-22%	-43%	-23%	-17%	52%	1%	64%	32%	39%	33%

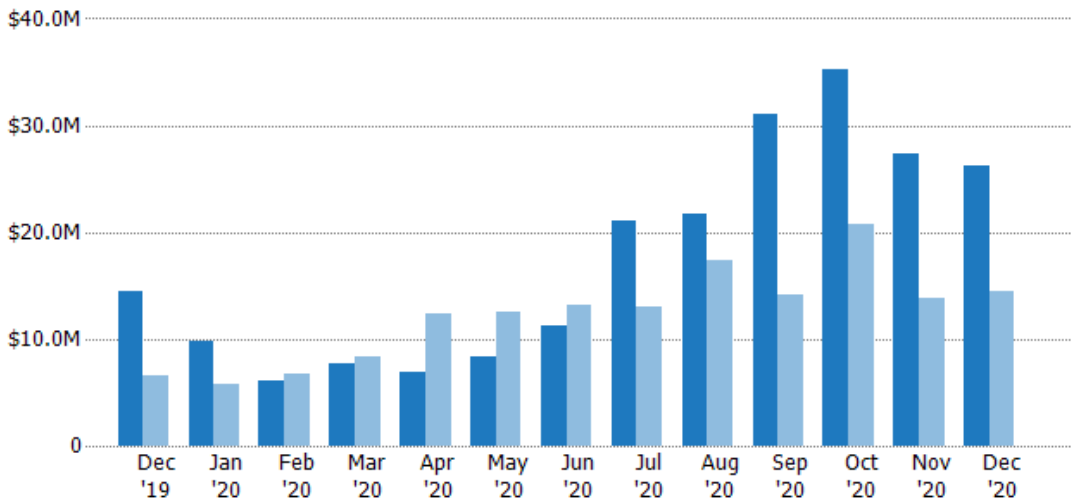
Closed Sales Volume

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.
Dec '20	\$26.2M	81%
Dec '19	\$14.5M	119.1%
Dec '18	\$6.61M	60.3%



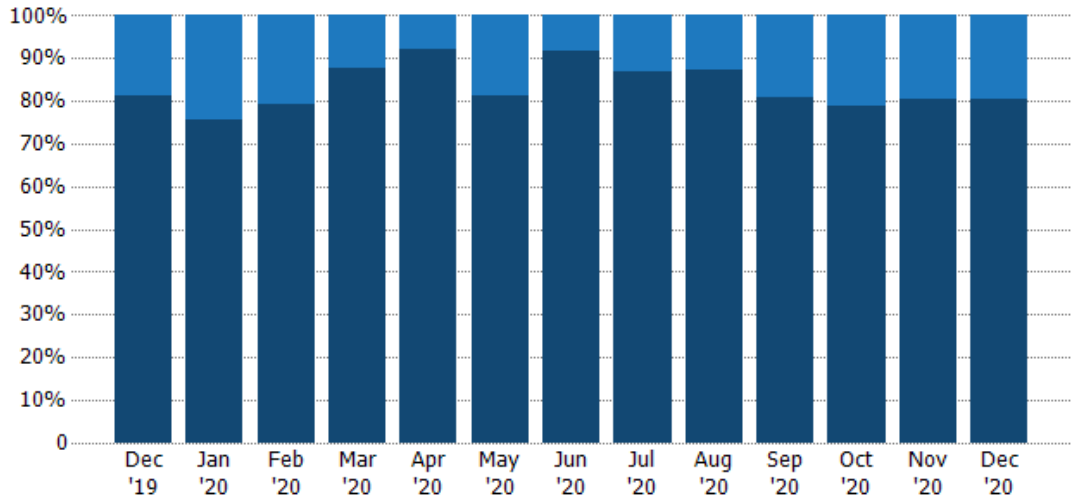
Current Year	\$14.5M	\$9.76M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$21.1M	\$21.7M	\$31M	\$35.2M	\$27.4M	\$26.2M
Prior Year	\$6.61M	\$5.82M	\$6.7M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$13M	\$17.3M	\$14.1M	\$20.8M	\$13.9M	\$14.5M
Percent Change from Prior Year	119%	68%	-9%	-7%	-44%	-34%	-14%	62%	25%	120%	69%	97%	81%

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



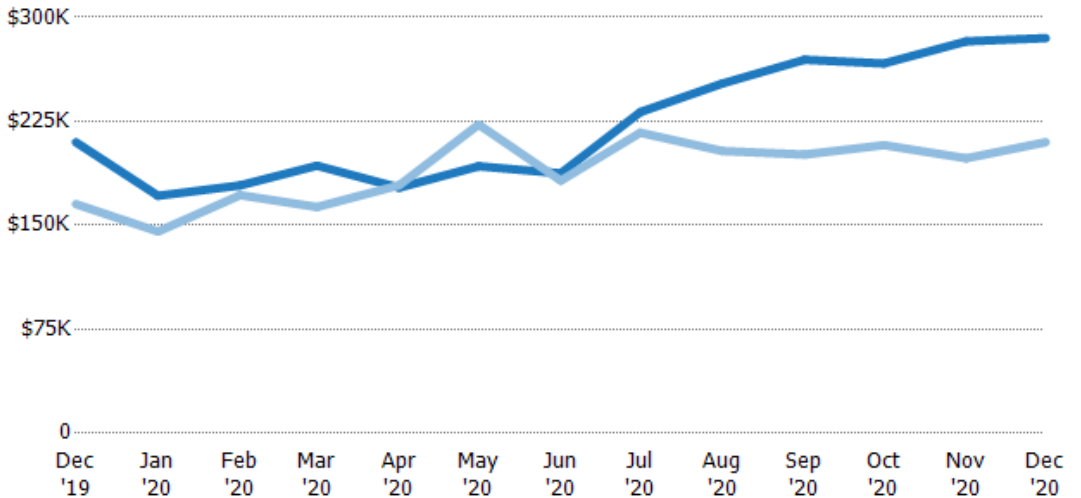
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	19%	25%	21%	13%	8%	19%	8%	13%	13%	19%	21%	20%	20%
Single Family Residence	81%	75%	79%	88%	92%	81%	92%	87%	87%	81%	79%	80%	80%

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.
Dec '20	\$285K	35.8%
Dec '19	\$210K	27%
Dec '18	\$165K	16.6%

Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$210K	\$171K	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$269K	\$267K	\$283K	\$285K
Prior Year	\$165K	\$145K	\$172K	\$163K	\$179K	\$223K	\$182K	\$217K	\$204K	\$201K	\$208K	\$198K	\$210K
Percent Change from Prior Year	27%	18%	4%	18%	-1%	-14%	3%	7%	24%	34%	28%	43%	36%

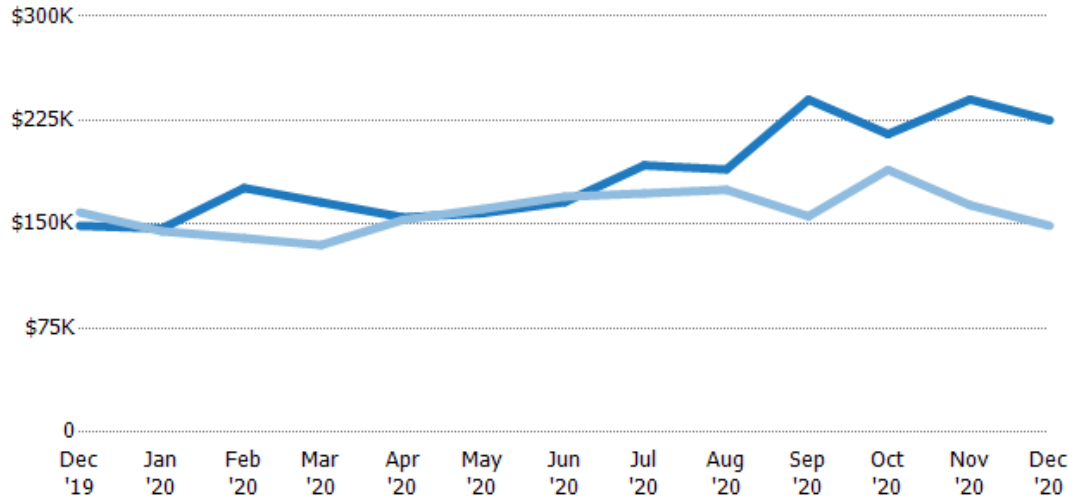
Median Sales Price

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.
Dec '20	\$225K	51.1%
Dec '19	\$149K	-6.1%
Dec '18	\$159K	-7.3%



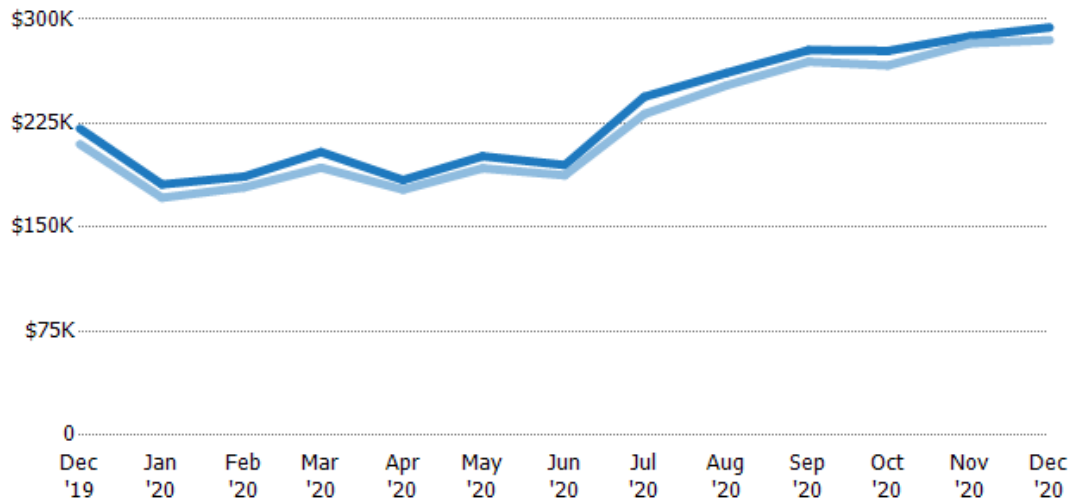
Current Year	\$149K	\$147K	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$240K	\$215K	\$240K	\$225K
Prior Year	\$159K	\$145K	\$140K	\$135K	\$153K	\$161K	\$170K	\$172K	\$175K	\$156K	\$189K	\$164K	\$149K
Percent Change from Prior Year	-6%	1%	26%	23%	1%	-2%	-2%	12%	8%	54%	14%	47%	51%

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



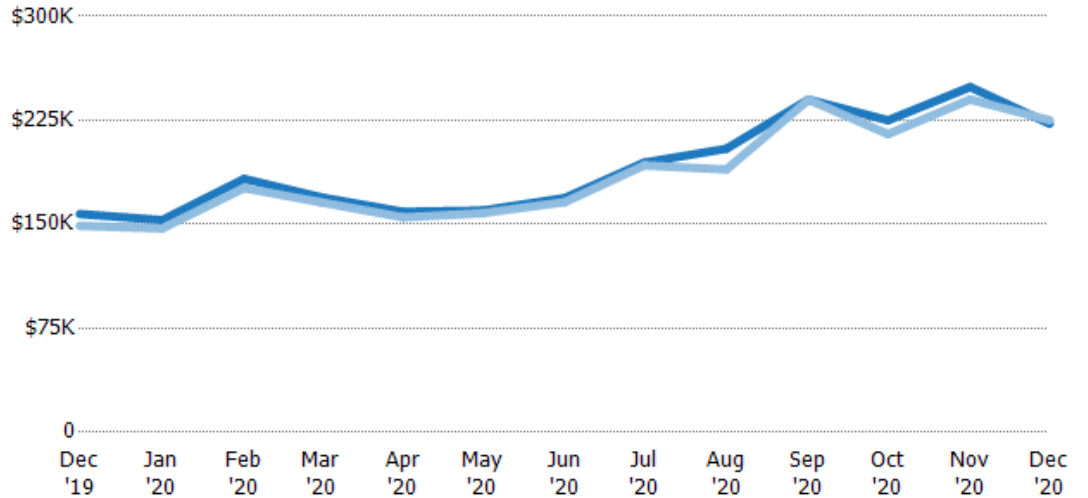
Avg List Price	\$221K	\$181K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$261K	\$278K	\$277K	\$288K	\$294K
Avg Sales Price	\$210K	\$171K	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$269K	\$267K	\$283K	\$285K
Avg Sales Price as a % of Avg List Price	95%	95%	96%	94%	96%	96%	96%	95%	97%	97%	96%	98%	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



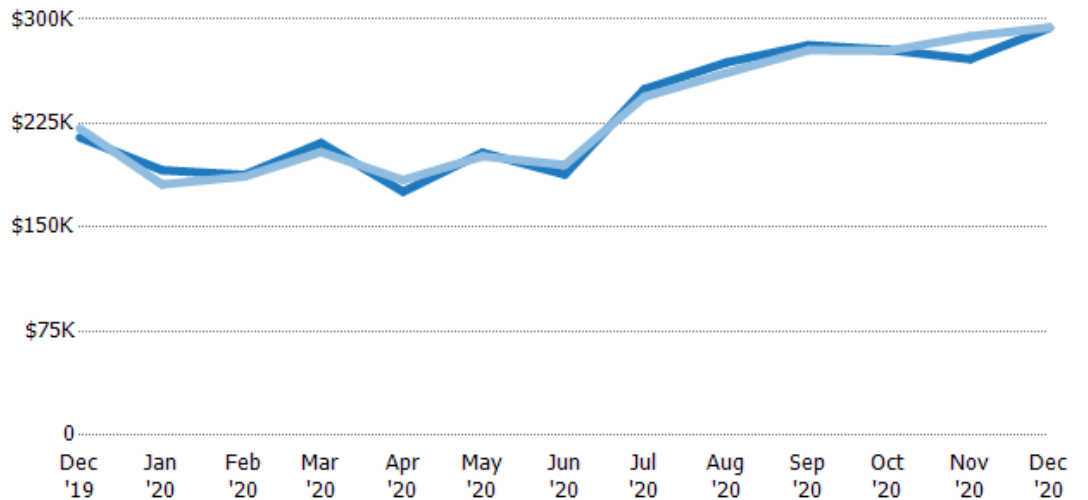
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$195K	\$205K	\$240K	\$225K	\$249K	\$223K
Median Sales Price	\$149K	\$147K	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$240K	\$215K	\$240K	\$225K
Med Sales Price as a % of Med List Price	95%	96%	96%	98%	97%	99%	98%	99%	93%	100%	96%	96%	101%

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



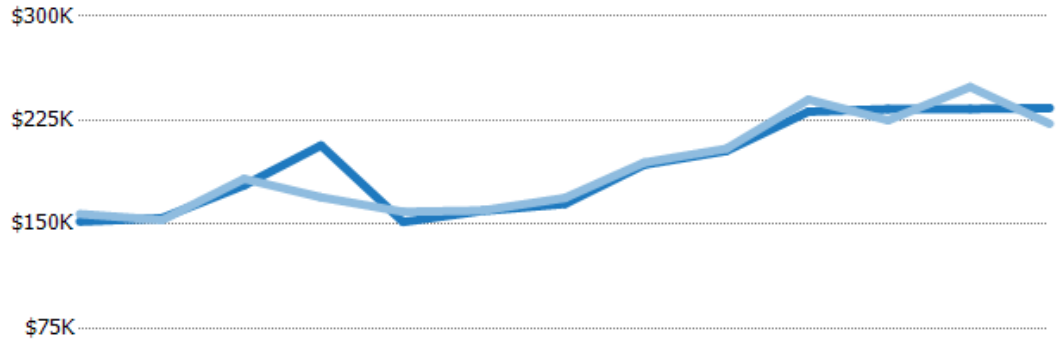
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$215K	\$191K	\$188K	\$211K	\$176K	\$204K	\$188K	\$250K	\$269K	\$281K	\$278K	\$271K	\$294K
Avg Sales Price	\$221K	\$181K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$261K	\$278K	\$277K	\$288K	\$294K
Avg Sales Price as a % of Avg Est Value	103%	95%	99%	97%	105%	99%	104%	98%	97%	99%	100%	106%	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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$152K	\$154K	\$178K	\$207K	\$152K	\$160K	\$165K	\$193K	\$203K	\$231K	\$233K	\$233K	\$234K
Median Sales Price	\$157K	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$195K	\$205K	\$240K	\$225K	\$249K	\$223K
Med Sales Price as a % of Med Est Value	104%	99%	103%	82%	105%	100%	103%	101%	101%	104%	97%	107%	95%