

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	63	85	-25.9%	1,052	1,151	-8.6%
New Listing Volume	\$18,688,400	\$18,754,704	-0.4%	\$306,156,218	\$281,556,118	+8.7%
Active Listing Count	170	430	-60.5%	N/A	N/A	
Active Listing Volume	\$78,685,699	\$138,590,961	-43.2%	N/A	N/A	
Average Listing Price	\$462,857	\$322,305	+43.6%	\$361,092	\$302,328	+19.4%
Median Listing Price	\$264,450	\$209,200	+26.4%	\$230,261	\$212,084	+8.6%
Median Days in RPR	116	166	-30.1%	114.1	142.39	-19.9%
Months of Inventory	1.8	6.2	-70.3%	3	10.8	-72.3%
Absorption Rate	54.12%	16.05%	+38.1%	33.53%	9.3%	+24.2%
Sales Activity Charts Metrics						
New Pending Sales Count	86	52	+65.4%	1,233	972	+26.9%
New Pending Sales Volume	\$21,773,764	\$10,317,699	+111%	\$310,281,480	\$203,693,134	+52.3%
Pending Sales Count	143	64	+123.4%	N/A	N/A	
Pending Sales Volume	\$37,526,014	\$14,538,099	+158.1%	N/A	N/A	
Closed Sales Count	65	57	+14%	952	835	+14%
Closed Sales Volume	\$17,041,250	\$9,761,750	+74.6%	\$230,056,631	\$161,549,992	+42.4%
Average Sales Price	\$262,173	\$171,259	+53.1%	\$241,656	\$193,473	+24.9%
Median Sales Price	\$192,000	\$147,000	+30.6%	\$200,006	\$161,607	+23.8%

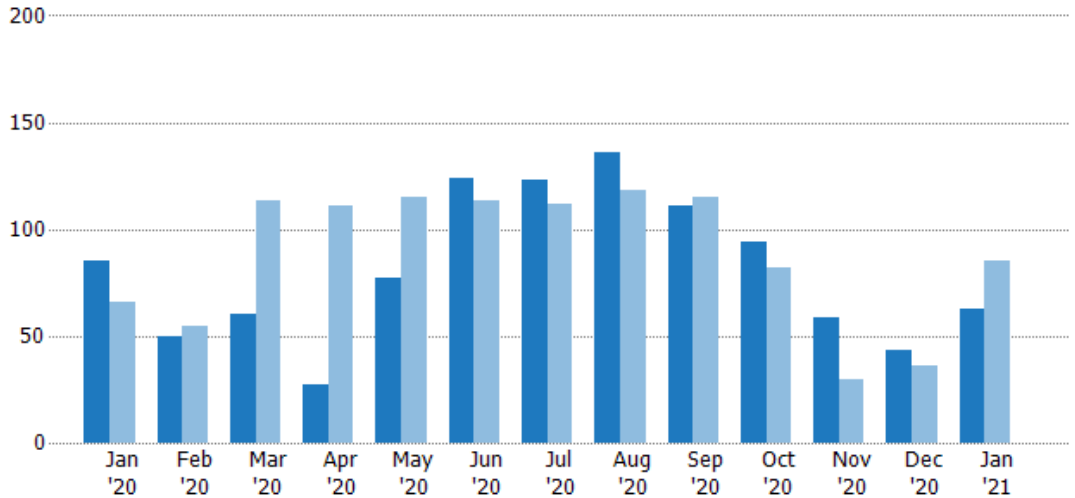
New Listings

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.
Jan '21	63	-25.9%
Jan '20	85	28.8%
Jan '19	66	-28.8%



Current Year	85	50	60	27	77	124	123	136	111	94	59	43	63
Prior Year	66	55	113	111	115	113	112	118	115	82	30	36	85
Percent Change from Prior Year	29%	-9%	-47%	-76%	-33%	10%	10%	15%	-3%	15%	97%	19%	-26%

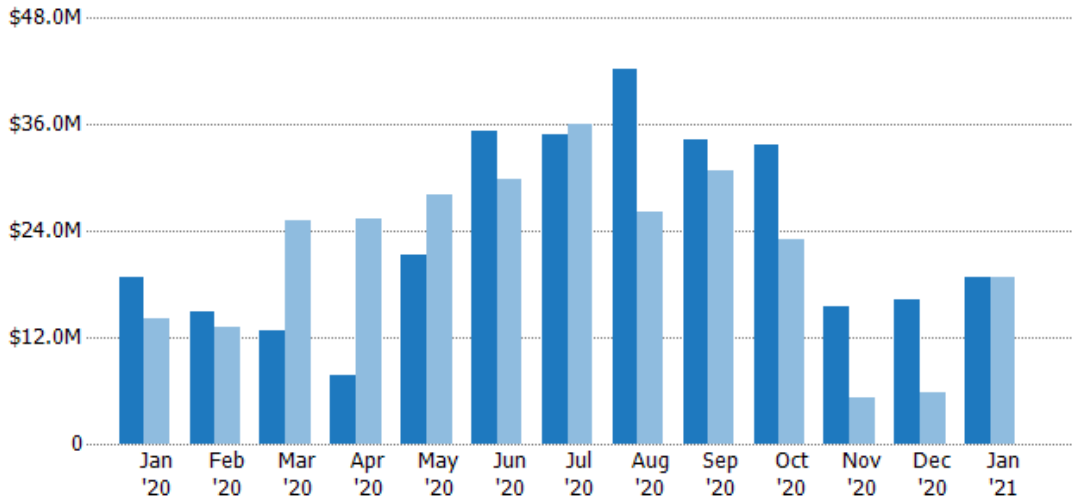
New Listing Volume

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.
Jan '21	\$18.7M	-0.4%
Jan '20	\$18.8M	33.3%
Jan '19	\$14.1M	-36.3%



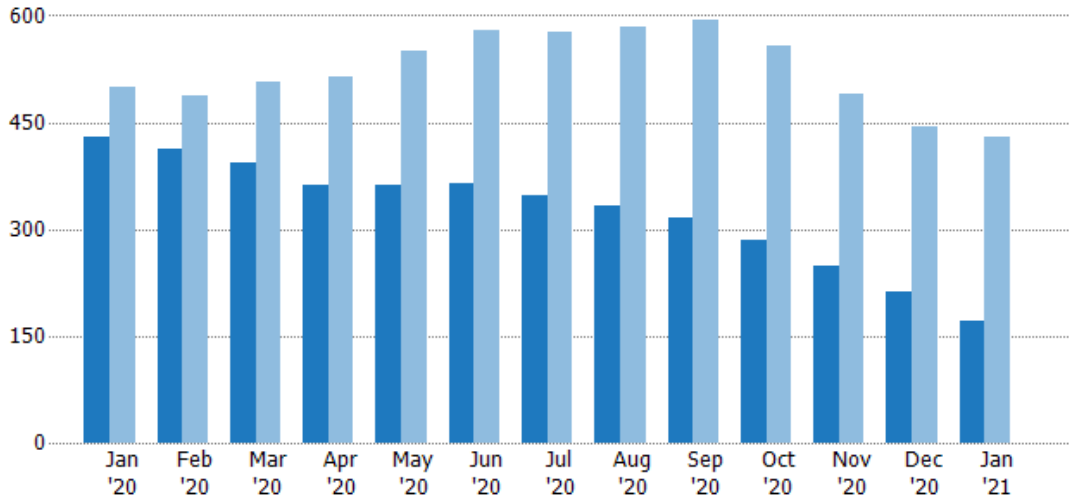
Current Year	\$18.8M	\$14.8M	\$12.7M	\$7.81M	\$21.4M	\$35.2M	\$34.8M	\$42.3M	\$34.2M	\$33.7M	\$15.4M	\$16.3M	\$18.7M
Prior Year	\$14.1M	\$13.1M	\$25.1M	\$25.4M	\$28.2M	\$29.9M	\$36.1M	\$26.2M	\$30.9M	\$23M	\$5.12M	\$5.81M	\$18.8M
Percent Change from Prior Year	33%	13%	-49%	-69%	-24%	18%	-3%	62%	11%	47%	200%	181%	0%

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



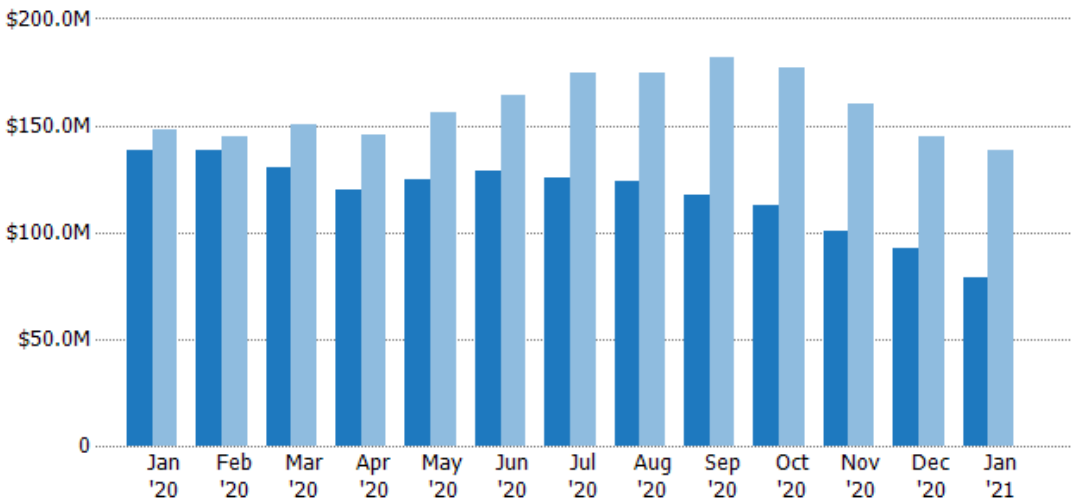
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	430	412	393	362	363	365	348	333	317	284	248	211	170
Prior Year	499	487	508	515	551	579	578	585	594	557	489	443	430
Percent Change from Prior Year	-14%	-15%	-23%	-30%	-34%	-37%	-40%	-43%	-47%	-49%	-49%	-52%	-60%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$139M	\$138M	\$130M	\$119M	\$125M	\$129M	\$125M	\$124M	\$117M	\$112M	\$100M	\$92.4M	\$78.7M
Prior Year	\$148M	\$145M	\$150M	\$145M	\$156M	\$164M	\$174M	\$175M	\$182M	\$177M	\$160M	\$145M	\$139M
Percent Change from Prior Year	-6%	-5%	-14%	-18%	-20%	-21%	-28%	-29%	-35%	-36%	-37%	-36%	-43%

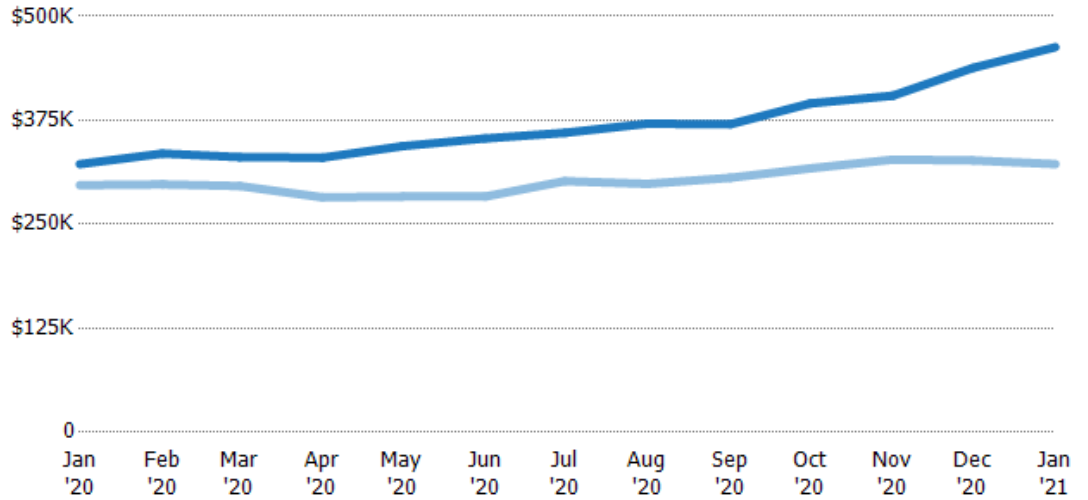
Average Listing Price

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.
Jan '21	\$463K	43.6%
Jan '20	\$322K	8.5%
Jan '19	\$297K	-14.5%



Current Year	\$322K	\$335K	\$331K	\$330K	\$344K	\$353K	\$360K	\$371K	\$370K	\$395K	\$405K	\$438K	\$463K
Prior Year	\$297K	\$298K	\$296K	\$282K	\$283K	\$283K	\$302K	\$299K	\$306K	\$317K	\$328K	\$327K	\$322K
Percent Change from Prior Year	9%	12%	12%	17%	21%	25%	19%	24%	21%	25%	23%	34%	44%

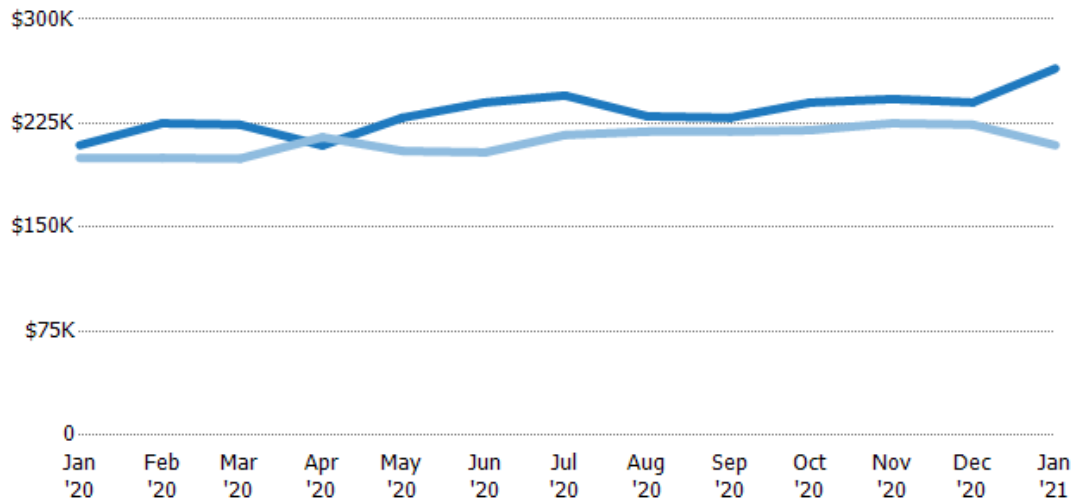
Median Listing Price

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.
Jan '21	\$264K	26.4%
Jan '20	\$209K	4.6%
Jan '19	\$200K	-12%



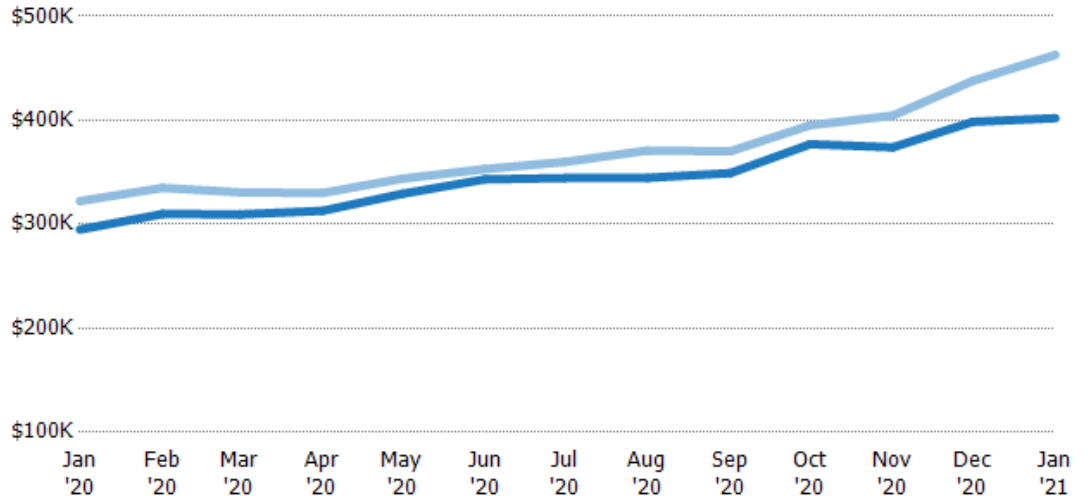
Current Year	\$209K	\$225K	\$224K	\$209K	\$229K	\$240K	\$245K	\$230K	\$229K	\$240K	\$243K	\$240K	\$264K
Prior Year	\$200K	\$200K	\$199K	\$215K	\$205K	\$204K	\$217K	\$219K	\$219K	\$220K	\$225K	\$224K	\$209K
Percent Change from Prior Year	5%	13%	12%	-3%	12%	18%	13%	5%	5%	9%	8%	7%	26%

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

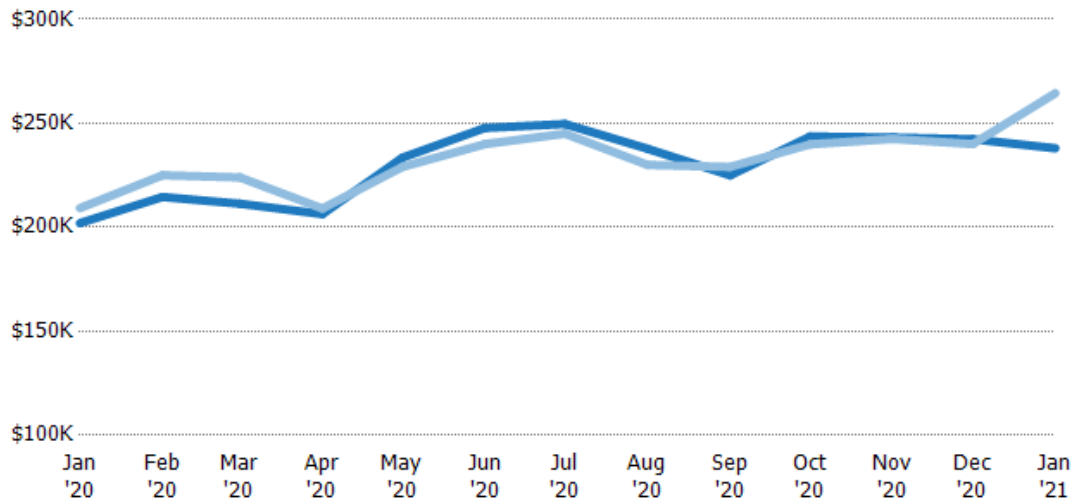


Median Listing Price vs Median Est Value

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

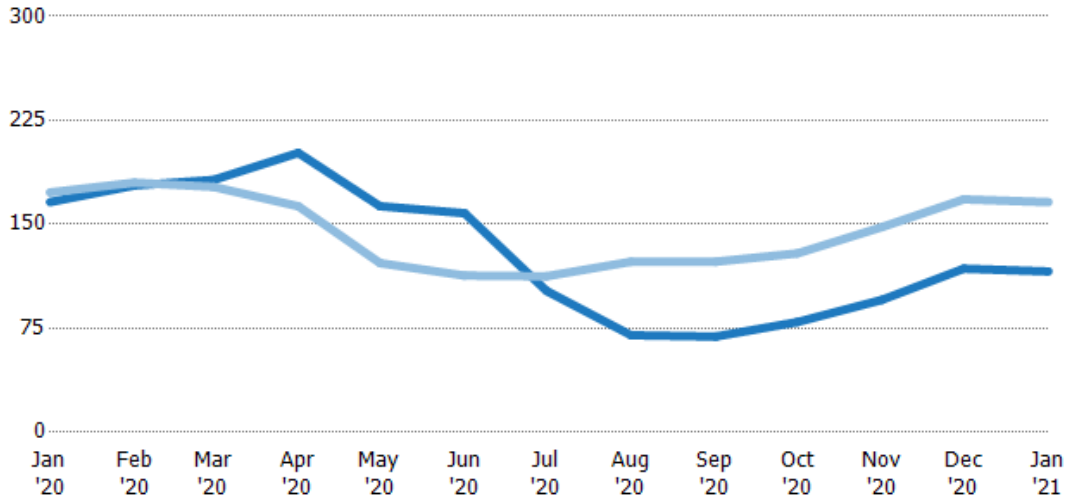


Median Days in RPR

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



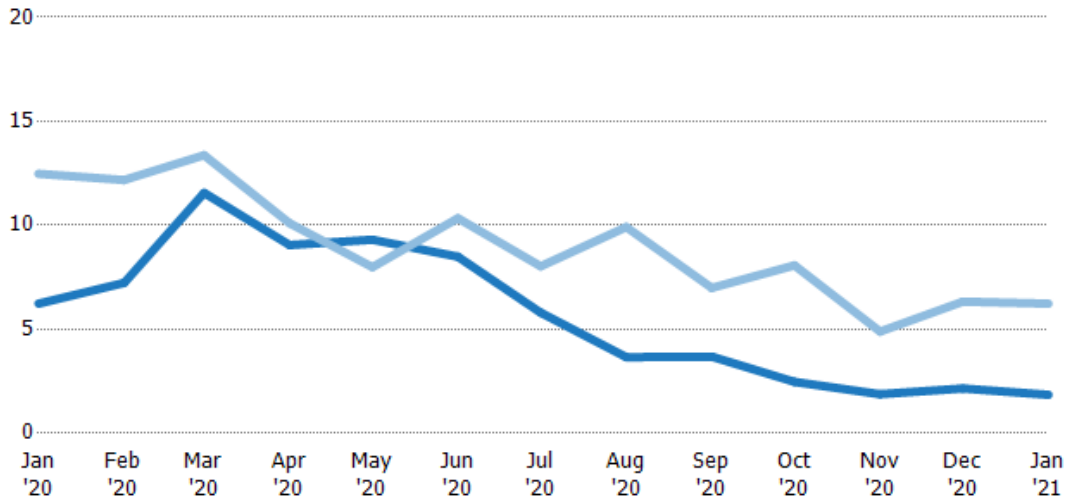
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	166	178	182	202	163	158	102	70	69	79.5	95.5	118	116
Prior Year	173	180	177	163	122	113	113	123	123	129	148	168	166
Percent Change from Prior Year	-4%	-1%	3%	24%	34%	40%	-9%	-43%	-44%	-38%	-35%	-30%	-30%

Months of Inventory

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

Filters Used

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



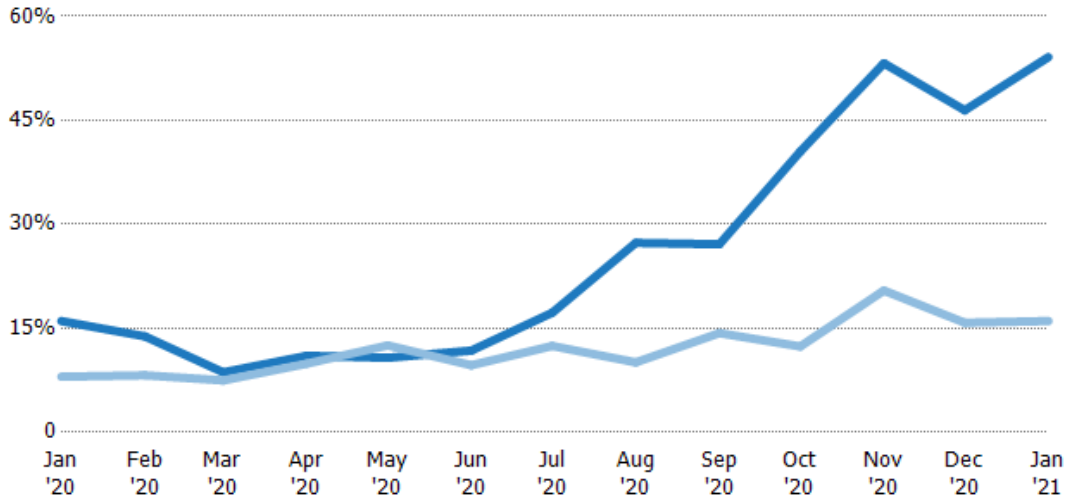
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6.23	7.23	11.6	9.05	9.31	8.49	5.8	3.66	3.69	2.47	1.88	2.15	1.85
Prior Year	12.5	12.2	13.4	10.1	7.99	10.3	8.03	9.92	6.99	8.07	4.89	6.33	6.23
Percent Change from Prior Year	-50%	-41%	-14%	-10%	17%	-18%	-28%	-63%	-47%	-69%	-62%	-66%	-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



Month/Year	Rate	Chg.
Jan '21	54%	-38.1%
Jan '20	16%	-8%
Jan '19	8%	50.6%

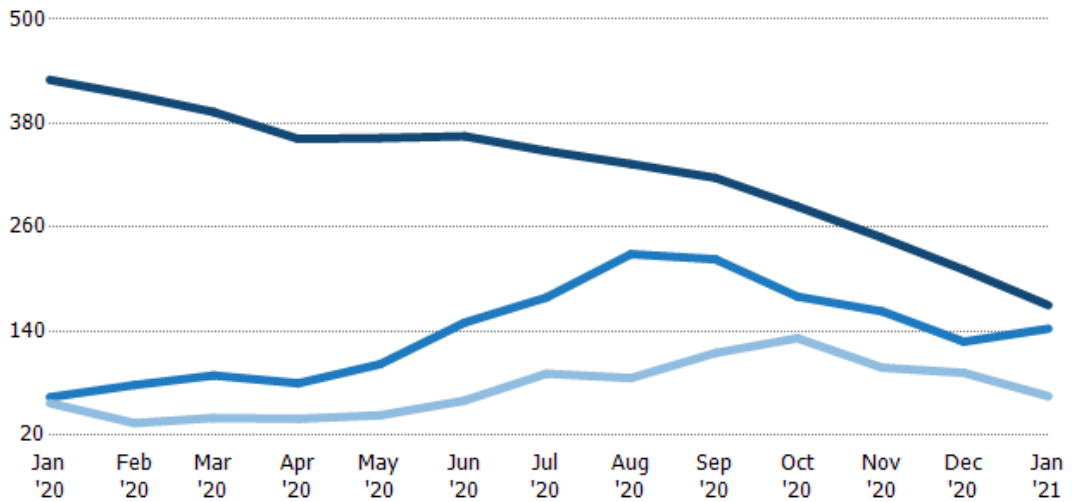
Current Year	16%	14%	9%	11%	11%	12%	17%	27%	27%	40%	53%	46%	54%
Prior Year	8%	8%	7%	10%	13%	10%	12%	10%	14%	12%	20%	16%	16%
Change from Prior Year	-8%	-6%	-1%	-1%	2%	-2%	-5%	-17%	-13%	-28%	-33%	-31%	-38%

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



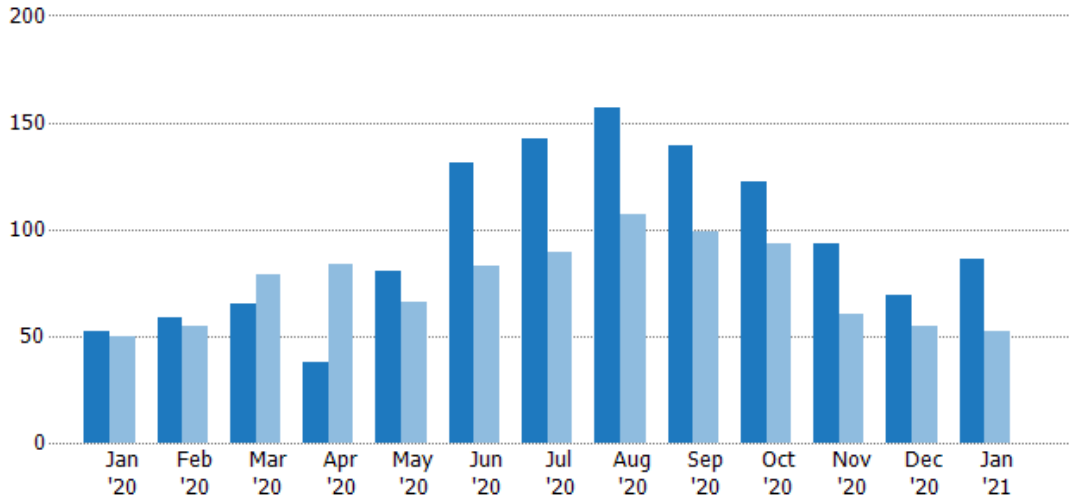
Active	430	412	393	362	363	365	348	333	317	284	248	211	170
Pending	64	78	89	80	102	150	179	229	223	180	163	128	143
Sold	57	34	40	39	43	60	91	86	115	132	98	92	65

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



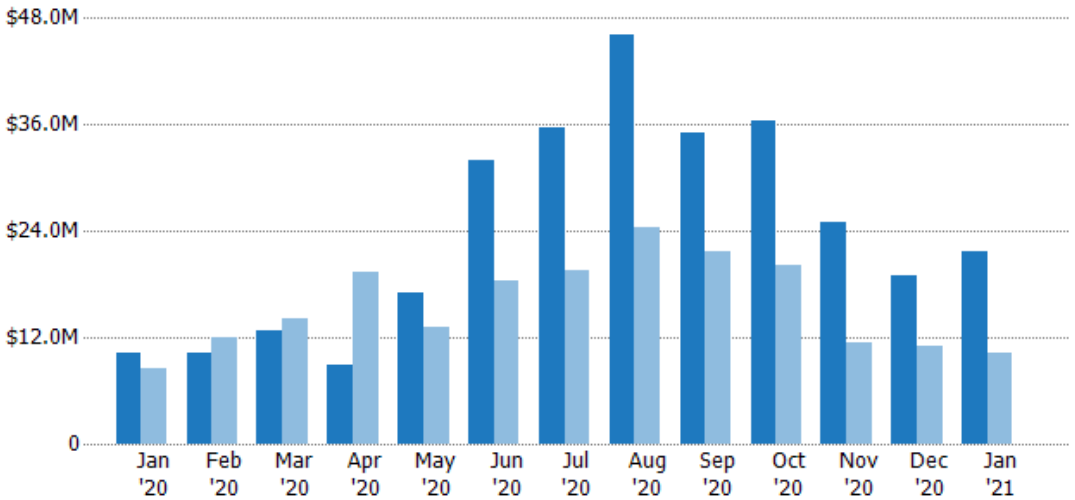
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	52	59	65	38	80	131	142	157	139	122	93	69	86
Prior Year	50	55	79	84	66	83	89	107	99	93	60	55	52
Percent Change from Prior Year	4%	7%	-18%	-55%	21%	58%	60%	47%	40%	31%	55%	25%	65%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$10.3M	\$10.2M	\$12.8M	\$8.83M	\$17M	\$31.9M	\$35.7M	\$46.1M	\$35.1M	\$36.5M	\$25M	\$19M	\$21.8M
Prior Year	\$8.44M	\$12M	\$14.1M	\$19.3M	\$13.1M	\$18.3M	\$19.6M	\$24.4M	\$21.6M	\$20.1M	\$11.4M	\$11M	\$10.3M
Percent Change from Prior Year	22%	-15%	-9%	-54%	30%	74%	82%	89%	62%	82%	120%	73%	111%

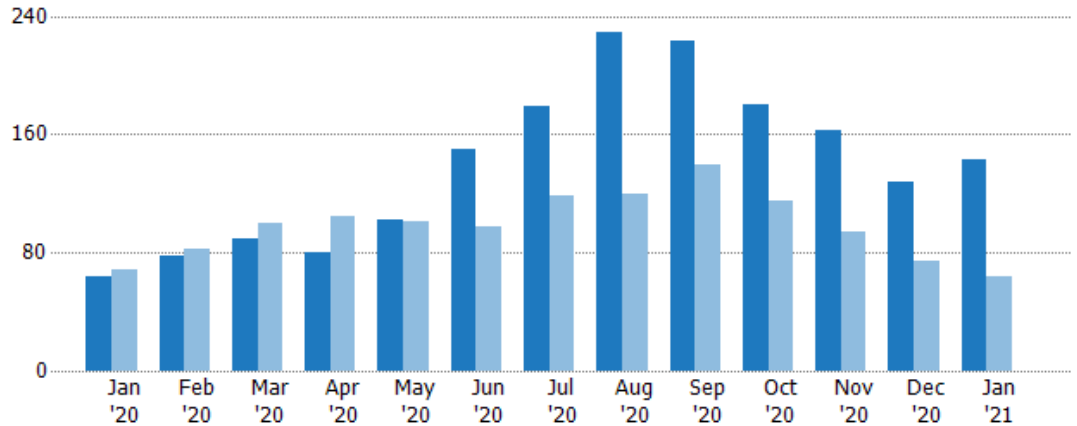
Pending Sales

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.
Jan '21	143	123.4%
Jan '20	64	-5.9%
Jan '19	68	-22.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	64	78	89	80	102	150	179	229	223	180	163	128	143
Prior Year	68	82	100	104	101	97	118	120	140	115	94	74	64
Percent Change from Prior Year	-6%	-5%	-11%	-23%	1%	55%	52%	91%	59%	57%	73%	73%	123%

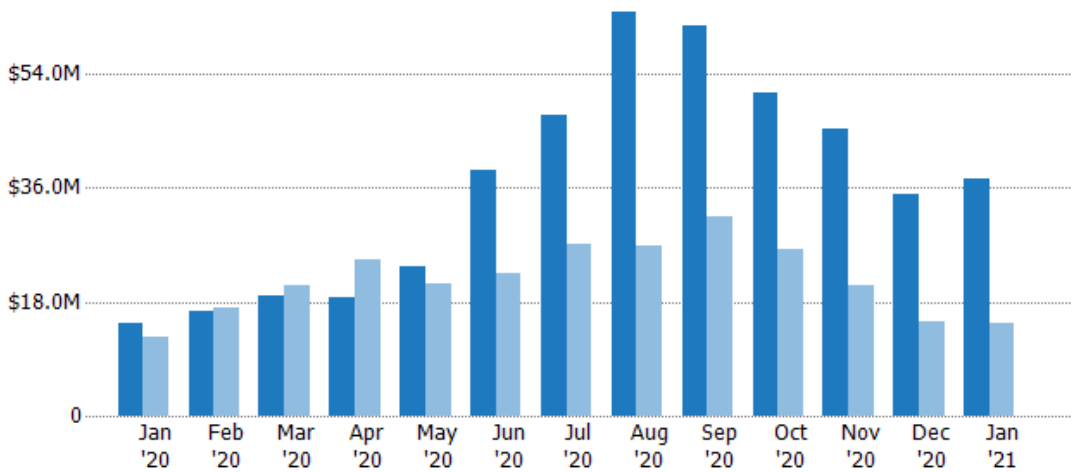
Pending Sales Volume

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.
Jan '21	\$37.5M	158.1%
Jan '20	\$14.5M	16.3%
Jan '19	\$12.5M	-2.6%



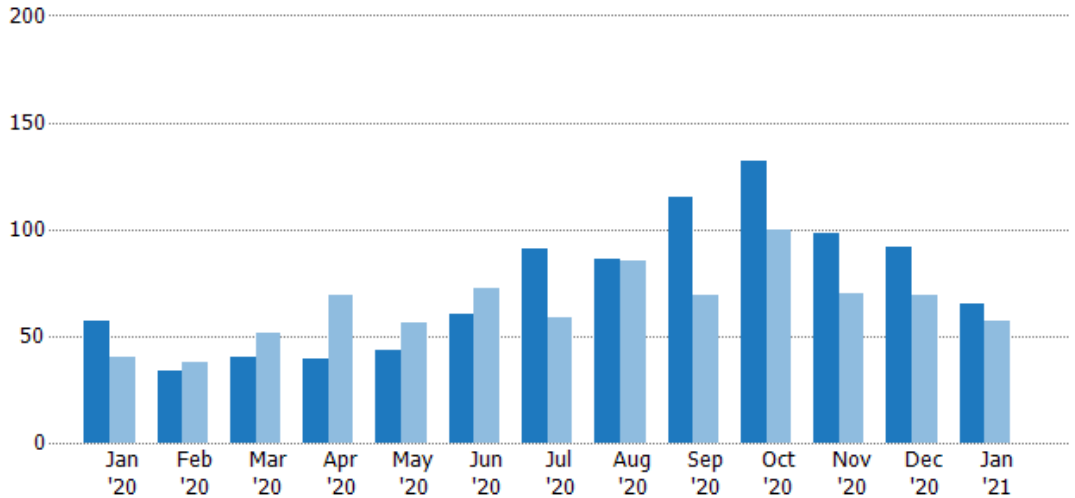
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$14.5M	\$16.4M	\$18.9M	\$18.6M	\$23.7M	\$38.9M	\$47.4M	\$63.8M	\$61.6M	\$51M	\$45.2M	\$35M	\$37.5M
Prior Year	\$12.5M	\$17.2M	\$20.7M	\$24.7M	\$20.8M	\$22.4M	\$27M	\$26.9M	\$31.4M	\$26.3M	\$20.7M	\$15M	\$14.5M
Percent Change from Prior Year	16%	-4%	-9%	-25%	14%	74%	76%	137%	96%	94%	118%	133%	158%

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



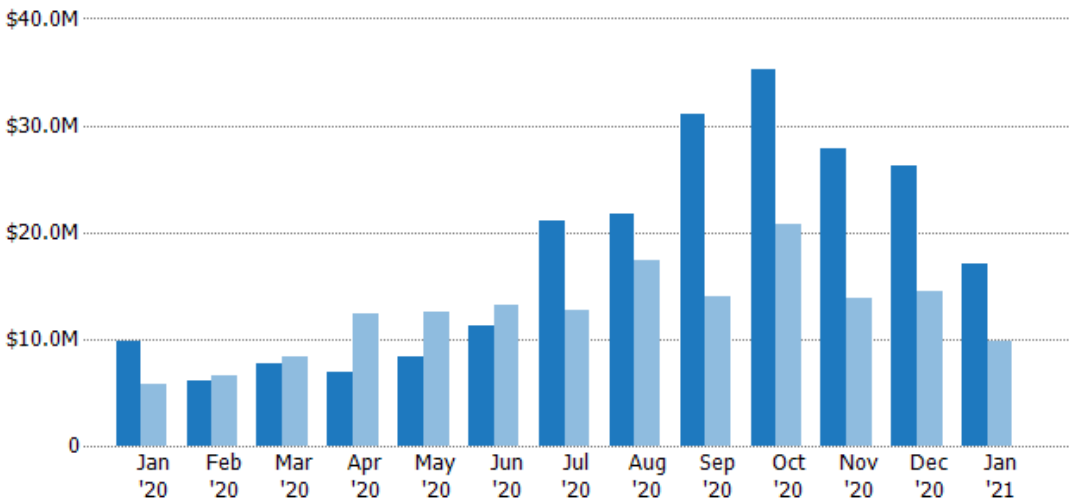
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	57	34	40	39	43	60	91	86	115	132	98	92	65
Prior Year	40	38	51	69	56	72	59	85	69	100	70	69	57
Percent Change from Prior Year	43%	-11%	-22%	-43%	-23%	-17%	54%	1%	67%	32%	40%	33%	14%

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



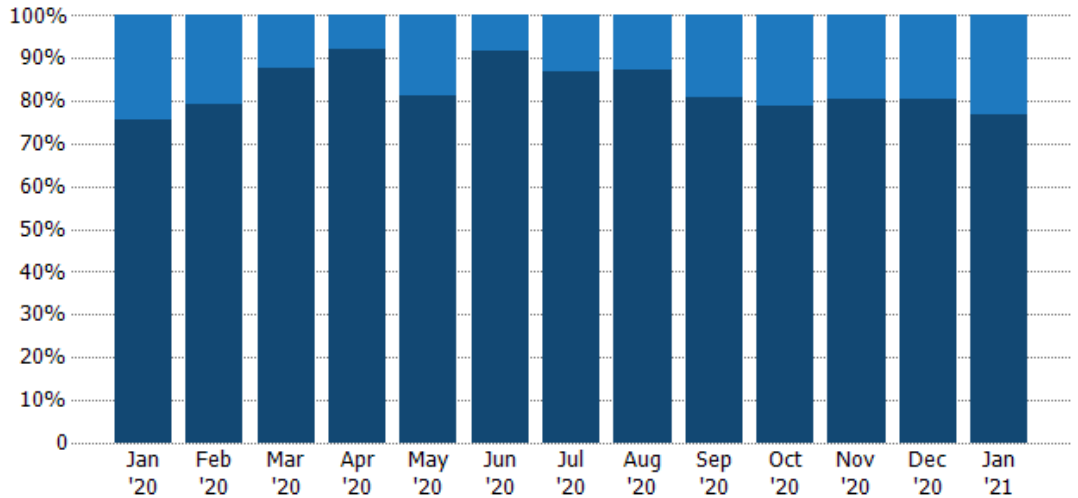
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$9.76M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$21.1M	\$21.7M	\$31M	\$35.2M	\$27.8M	\$26.2M	\$17M
Prior Year	\$5.82M	\$6.56M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$12.8M	\$17.3M	\$13.9M	\$20.8M	\$13.9M	\$14.5M	\$9.76M
Percent Change from Prior Year	68%	-7%	-7%	-44%	-34%	-14%	65%	25%	122%	69%	101%	81%	75%

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



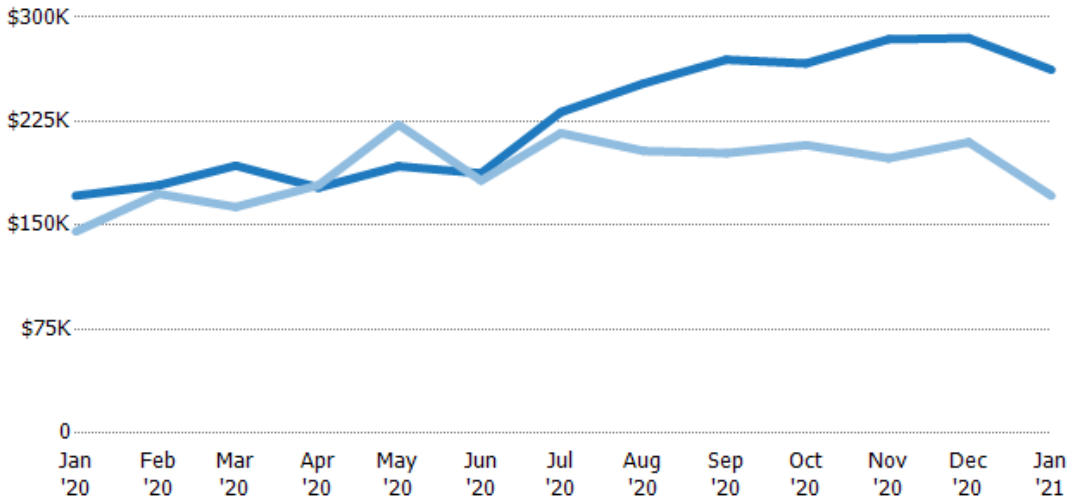
Condo/Townhouse	25%	21%	13%	8%	19%	8%	13%	13%	19%	21%	19%	20%	23%
Single Family Residence	75%	79%	88%	92%	81%	92%	87%	87%	81%	79%	81%	80%	77%

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	\$171K	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$269K	\$267K	\$284K	\$285K	\$262K
Prior Year	\$145K	\$173K	\$163K	\$179K	\$223K	\$182K	\$216K	\$204K	\$202K	\$208K	\$198K	\$210K	\$171K
Percent Change from Prior Year	18%	4%	18%	-1%	-14%	3%	7%	24%	33%	28%	43%	36%	53%

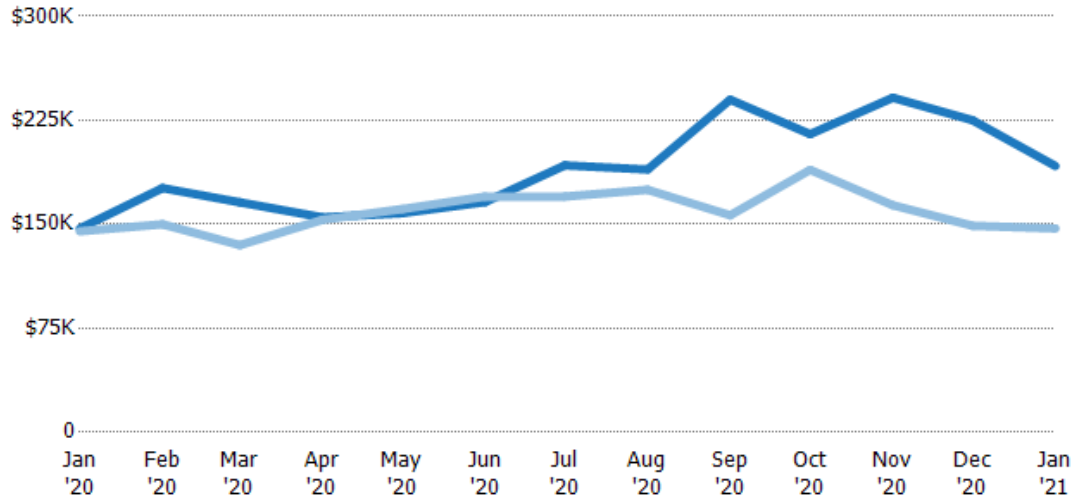
Median Sales Price

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.
Jan '21	\$192K	30.6%
Jan '20	\$147K	1.4%
Jan '19	\$145K	-21%



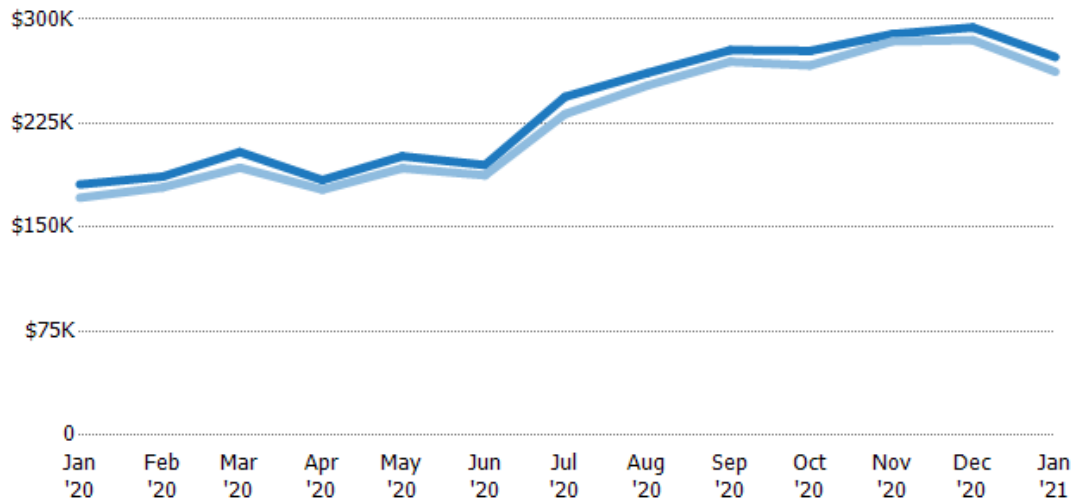
Current Year	\$147K	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$240K	\$215K	\$241K	\$225K	\$192K
Prior Year	\$145K	\$150K	\$135K	\$153K	\$161K	\$170K	\$170K	\$175K	\$157K	\$189K	\$164K	\$149K	\$147K
Percent Change from Prior Year	1%	17%	23%	1%	-2%	-2%	13%	8%	53%	14%	47%	51%	31%

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

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



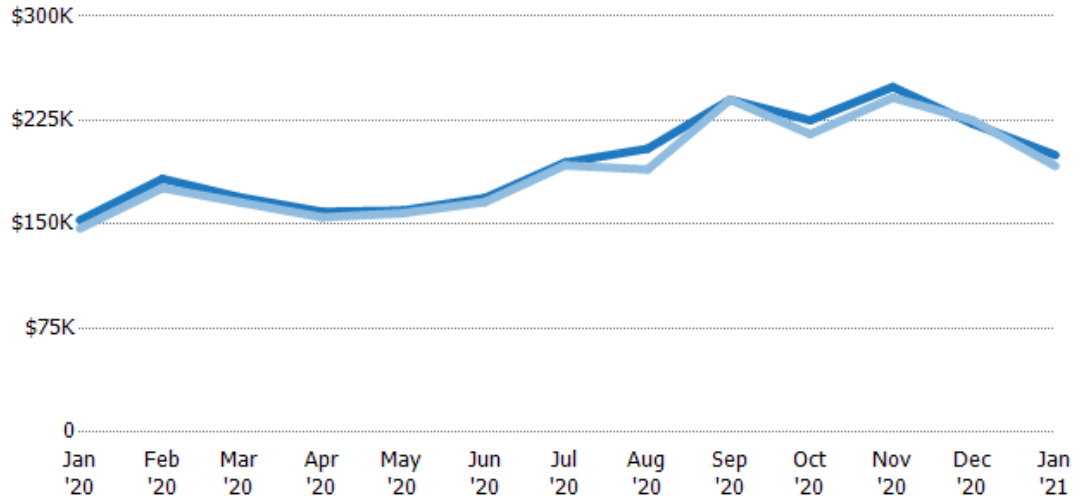
Avg List Price	\$181K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$261K	\$278K	\$277K	\$289K	\$294K	\$273K
Avg Sales Price	\$171K	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$269K	\$267K	\$284K	\$285K	\$262K
Avg Sales Price as a % of Avg List Price	95%	96%	94%	96%	96%	96%	95%	97%	97%	96%	98%	97%	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



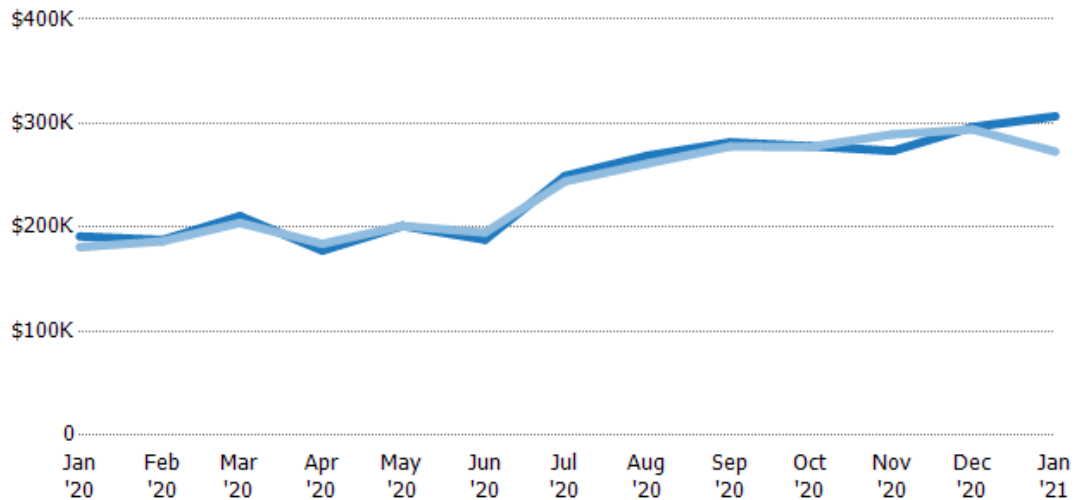
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$195K	\$205K	\$240K	\$225K	\$249K	\$223K	\$200K
Median Sales Price	\$147K	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$240K	\$215K	\$241K	\$225K	\$192K
Med Sales Price as a % of Med List Price	96%	96%	98%	97%	99%	98%	99%	93%	100%	96%	97%	101%	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



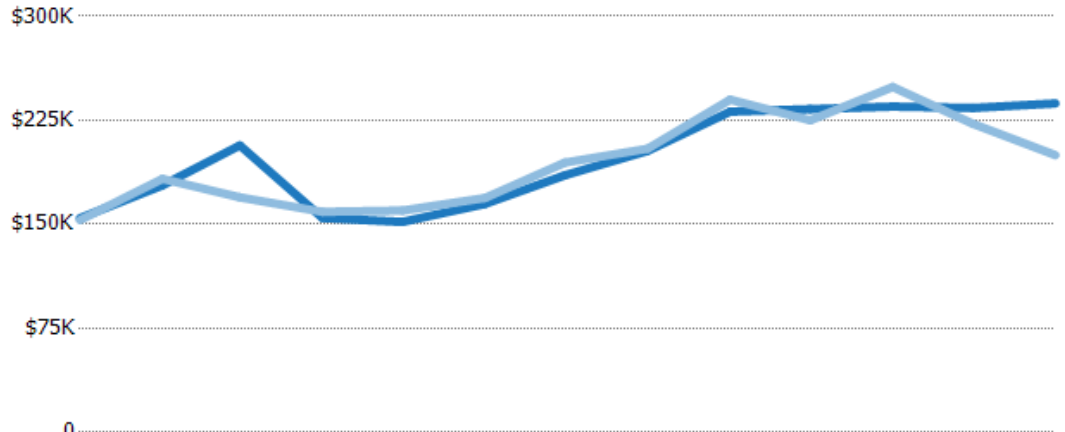
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$191K	\$188K	\$211K	\$178K	\$201K	\$188K	\$249K	\$269K	\$282K	\$278K	\$273K	\$296K	\$307K
Avg Sales Price	\$181K	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$261K	\$278K	\$277K	\$289K	\$294K	\$273K
Avg Sales Price as a % of Avg Est Value	95%	99%	97%	104%	100%	104%	98%	97%	99%	100%	106%	99%	89%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$154K	\$178K	\$207K	\$155K	\$152K	\$165K	\$185K	\$203K	\$231K	\$233K	\$235K	\$234K	\$237K
Median Sales Price	\$153K	\$183K	\$169K	\$159K	\$160K	\$169K	\$195K	\$205K	\$240K	\$225K	\$249K	\$223K	\$200K
Med Sales Price as a % of Med Est Value	99%	103%	82%	103%	105%	103%	105%	101%	104%	97%	106%	95%	84%