

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	24	19	+26.3%	61	65	-6.2%
New Listing Volume	\$10,718,800	\$3,333,100	+221.6%	\$20,160,600	\$12,813,799	+57.3%
Active Listing Count	40	99	-59.6%	N/A	N/A	
Active Listing Volume	\$19,827,400	\$20,903,665	-5.1%	N/A	N/A	
Average Listing Price	\$495,685	\$211,148	+134.8%	\$405,285	\$211,073	+92%
Median Listing Price	\$261,200	\$169,000	+54.6%	\$237,815	\$166,948	+42.4%
Median Days in RPR	44	132	-66.7%	94.77	135.37	-30%
Months of Inventory	2.2	7.6	-70.8%	3.2	9.6	-66.9%
Absorption Rate	45%	13.13%	+31.9%	31.62%	10.46%	+21.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	24	21	+14.3%	70	55	+27.3%
New Pending Sales Volume	\$5,774,000	\$3,457,100	+67%	\$14,938,900	\$9,469,099	+57.8%
Pending Sales Count	35	33	+6.1%	N/A	N/A	
Pending Sales Volume	\$8,911,300	\$6,504,300	+37%	N/A	N/A	
Closed Sales Count	20	12	+66.7%	61	43	+41.9%
Closed Sales Volume	\$4,017,610	\$2,189,400	+83.5%	\$12,744,510	\$7,464,500	+70.7%
Average Sales Price	\$200,881	\$182,450	+10.1%	\$208,926	\$173,593	+20.4%
Median Sales Price	\$186,500	\$145,950	+27.8%	\$170,615	\$155,965	+9.4%

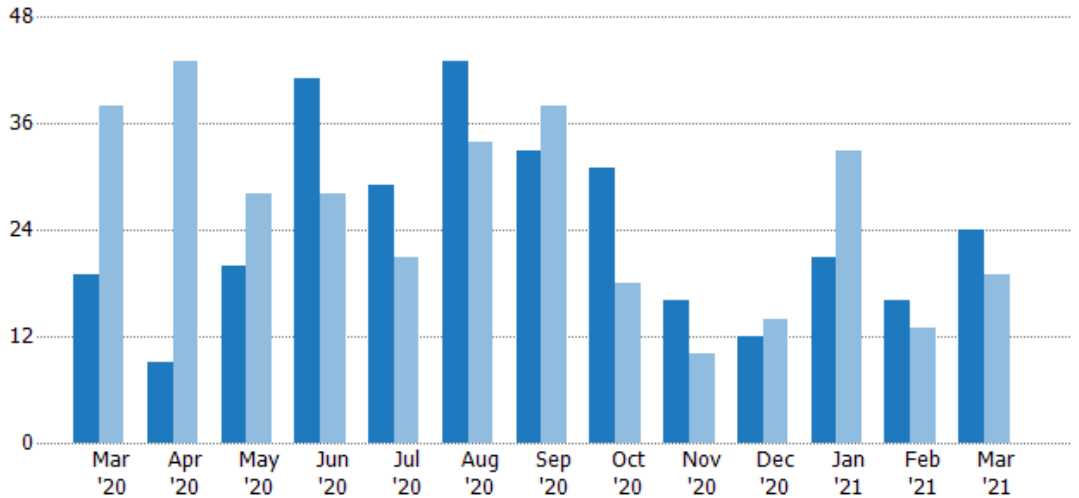
## New Listings

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	19	9	20	41	29	43	33	31	16	12	21	16	24
Prior Year	38	43	28	28	21	34	38	18	10	14	33	13	19
Percent Change from Prior Year	-50%	-79%	-29%	46%	38%	26%	-13%	72%	60%	-14%	-36%	23%	26%

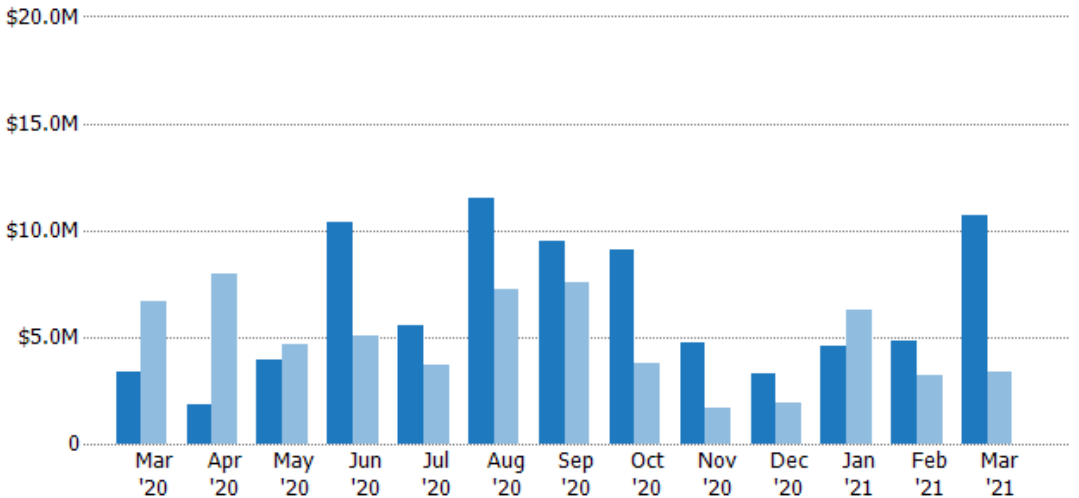
## New Listing Volume

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$3.33M	\$1.87M	\$3.93M	\$10.3M	\$5.54M	\$11.5M	\$9.48M	\$9.12M	\$4.71M	\$3.26M	\$4.6M	\$4.84M	\$10.7M
Prior Year	\$6.64M	\$7.95M	\$4.62M	\$5.07M	\$3.71M	\$7.23M	\$7.57M	\$3.74M	\$1.66M	\$1.95M	\$6.27M	\$3.21M	\$3.33M
Percent Change from Prior Year	-50%	-77%	-15%	104%	49%	59%	25%	144%	184%	68%	-27%	51%	222%

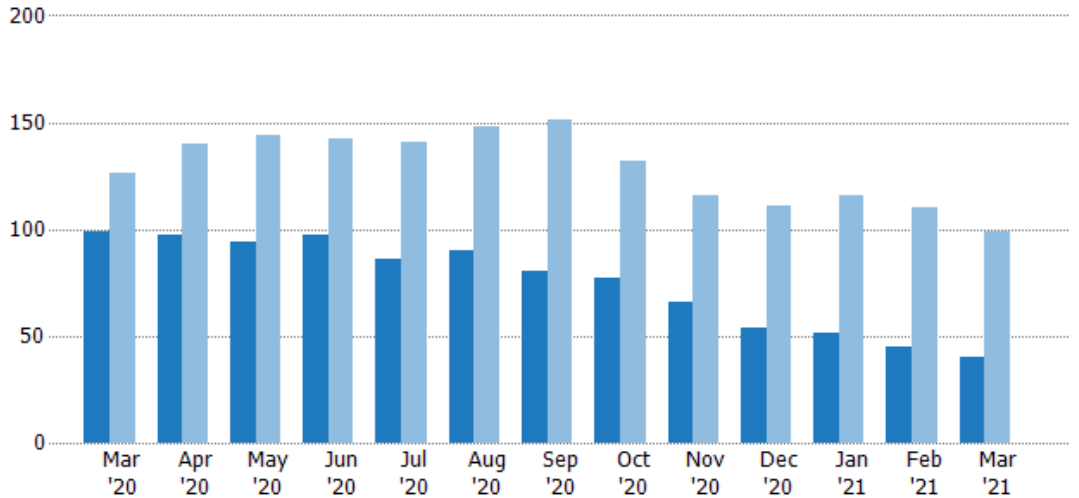
## Active Listings

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



Month/Year	Count	% Chg.
Mar '21	40	-59.6%
Mar '20	99	-21.4%
Mar '19	126	-19%

Month/Year	Count	% Chg.
Mar '21	40	-59.6%
Mar '20	99	-21.4%
Mar '19	126	-19%

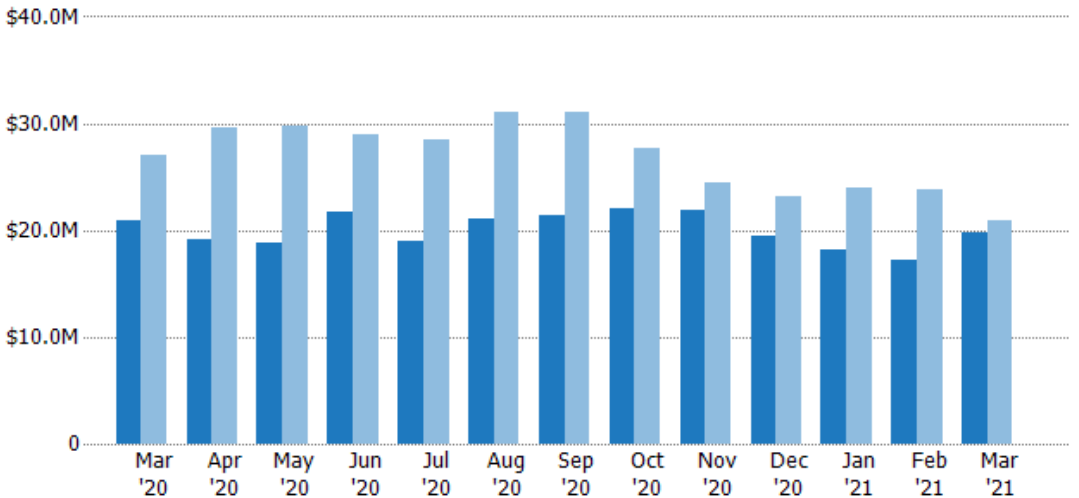
## Active Listing Volume

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



Month/Year	Volume	% Chg.
Mar '21	\$19.8M	-5.1%
Mar '20	\$20.9M	-22.8%
Mar '19	\$27.1M	-32.7%

Month/Year	Volume	% Chg.
Mar '21	\$19.8M	-5.1%
Mar '20	\$20.9M	-22.8%
Mar '19	\$27.1M	-32.7%

## Average Listing Price

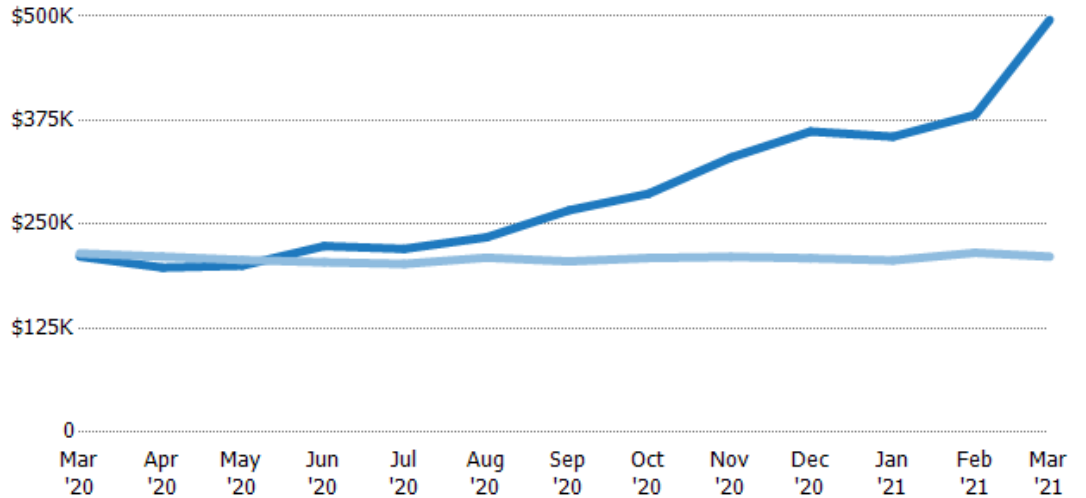
The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '21	\$496K	134.8%
Mar '20	\$211K	-1.8%
Mar '19	\$215K	-16.9%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$211K	\$198K	\$200K	\$224K	\$220K	\$234K	\$267K	\$287K	\$330K	\$362K	\$355K	\$382K	\$496K
Prior Year	\$215K	\$211K	\$207K	\$204K	\$202K	\$210K	\$205K	\$209K	\$211K	\$209K	\$207K	\$216K	\$211K
Percent Change from Prior Year	-2%	-6%	-3%	9%	9%	12%	30%	37%	57%	73%	72%	77%	135%

## Median Listing Price

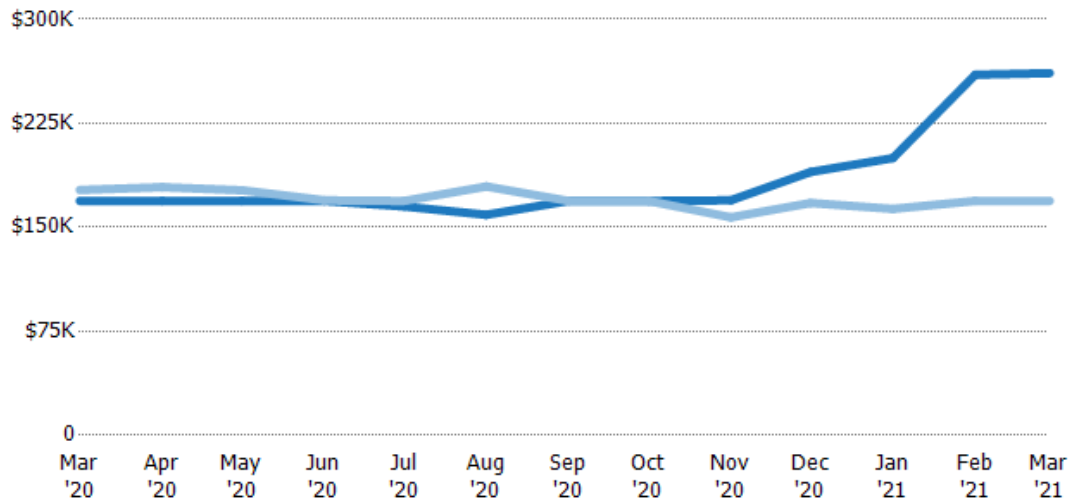
The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '21	\$261K	54.6%
Mar '20	\$169K	-4.5%
Mar '19	\$177K	-15.2%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$169K	\$169K	\$169K	\$169K	\$165K	\$159K	\$169K	\$169K	\$169K	\$190K	\$200K	\$260K	\$261K
Prior Year	\$177K	\$179K	\$177K	\$169K	\$169K	\$179K	\$169K	\$169K	\$157K	\$168K	\$163K	\$169K	\$169K
Percent Change from Prior Year	-4%	-6%	-4%	0%	-2%	-11%	0%	0%	8%	13%	22%	54%	55%

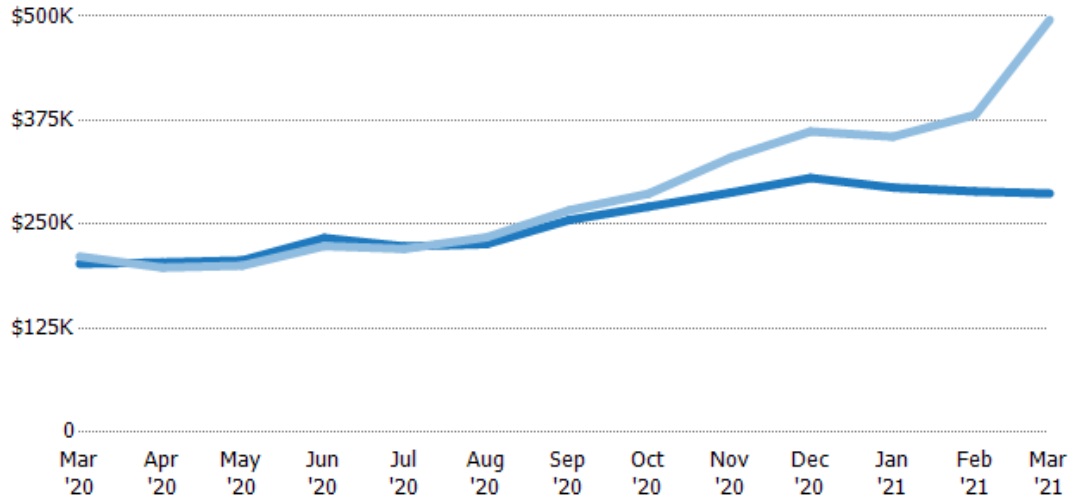
## Average Listing Price vs Average Est Value

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$202K	\$204K	\$206K	\$233K	\$223K	\$226K	\$255K	\$271K	\$288K	\$306K	\$294K	\$289K	\$287K
Avg Listing Price	\$211K	\$198K	\$200K	\$224K	\$220K	\$234K	\$267K	\$287K	\$330K	\$362K	\$355K	\$382K	\$496K
Avg Listing Price as a % of Avg Est Value	104%	97%	97%	96%	99%	104%	105%	106%	115%	118%	121%	132%	173%

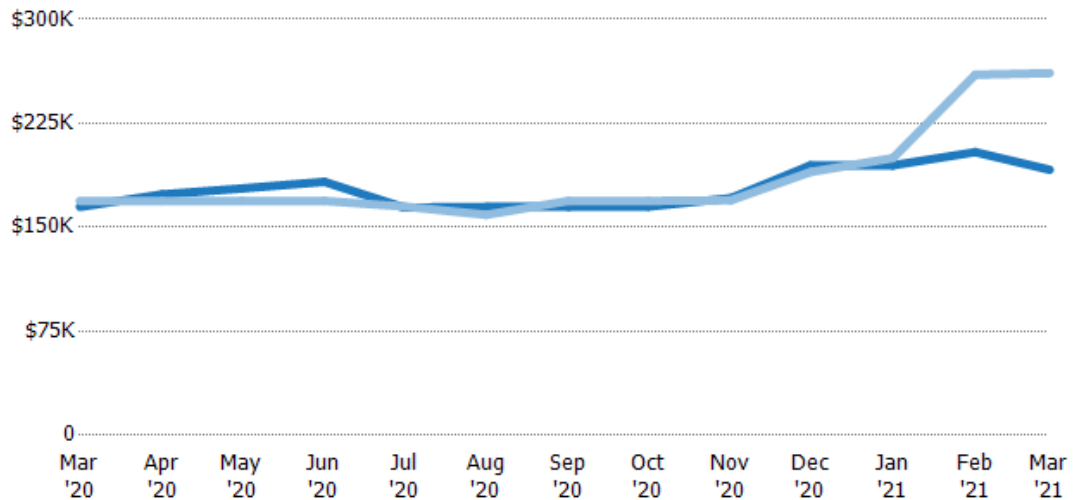
## Median Listing Price vs Median Est Value

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$165K	\$174K	\$178K	\$183K	\$164K	\$165K	\$165K	\$165K	\$171K	\$195K	\$195K	\$204K	\$191K
Median Listing Price	\$169K	\$169K	\$169K	\$169K	\$165K	\$159K	\$169K	\$169K	\$169K	\$190K	\$200K	\$260K	\$261K
Med Listing Price as a % of Med Est Value	103%	97%	95%	92%	100%	97%	103%	102%	99%	98%	103%	127%	136%

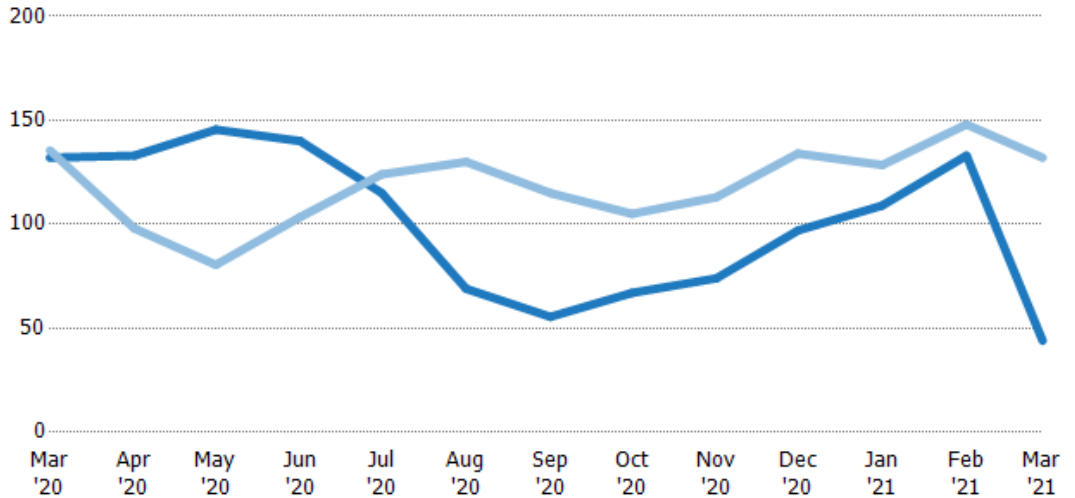
## Median Days in RPR

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



Month/Year	Days	% Chg.
Mar '21	44	-66.7%
Mar '20	132	-2.6%
Mar '19	136	3.3%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	132	133	146	140	115	69	55.5	67	74	97	109	133	44
Prior Year	136	98	80.5	104	124	130	115	105	113	134	129	148	132
Percent Change from Prior Year	-3%	36%	81%	35%	-7%	-47%	-52%	-36%	-35%	-28%	-15%	-10%	-67%

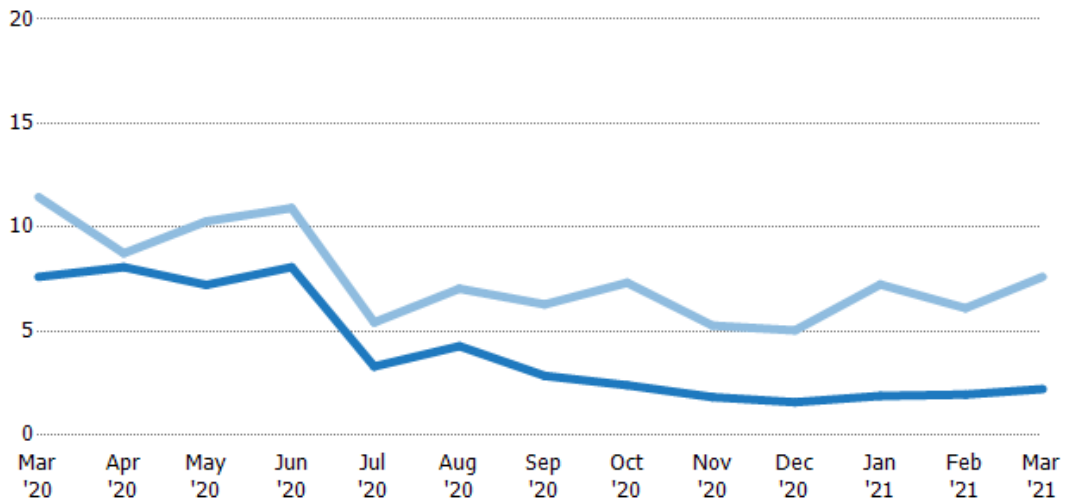
## Months of Inventory

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



Month/Year	Months	% Chg.
Mar '21	2.22	-70.8%
Mar '20	7.62	-33.5%
Mar '19	11.5	-11%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7.62	8.08	7.23	8.08	3.31	4.29	2.86	2.41	1.83	1.59	1.89	1.96	2.22
Prior Year	11.5	8.75	10.3	10.9	5.42	7.05	6.29	7.33	5.27	5.05	7.25	6.11	7.62
Percent Change from Prior Year	-34%	-8%	-30%	-26%	-39%	-39%	-55%	-67%	-65%	-69%	-74%	-68%	-71%

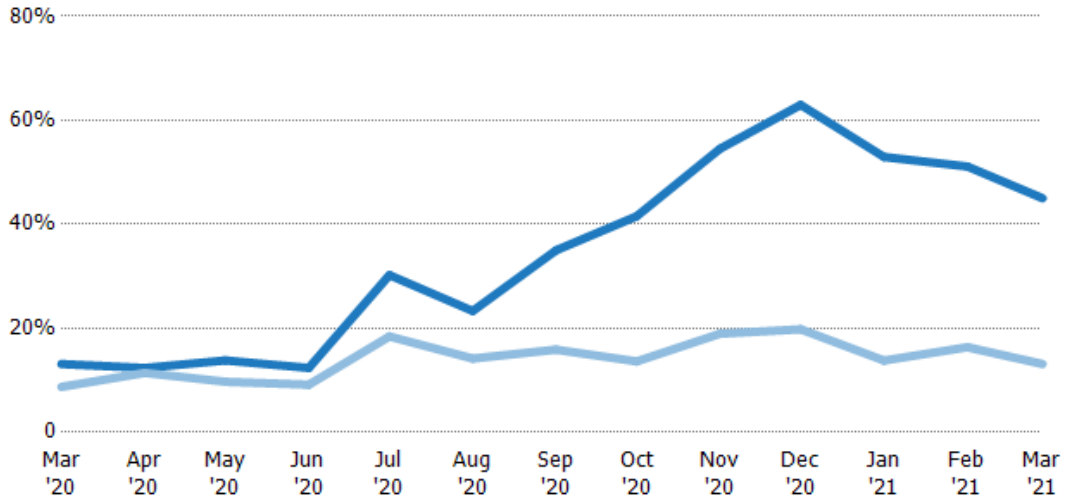
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	13%	12%	14%	12%	30%	23%	35%	42%	55%	63%	53%	51%	45%
Prior Year	9%	11%	10%	9%	18%	14%	16%	14%	19%	20%	14%	16%	13%
Change from Prior Year	-4%	-1%	-4%	-3%	-12%	-9%	-19%	-28%	-36%	-43%	-39%	-35%	-32%

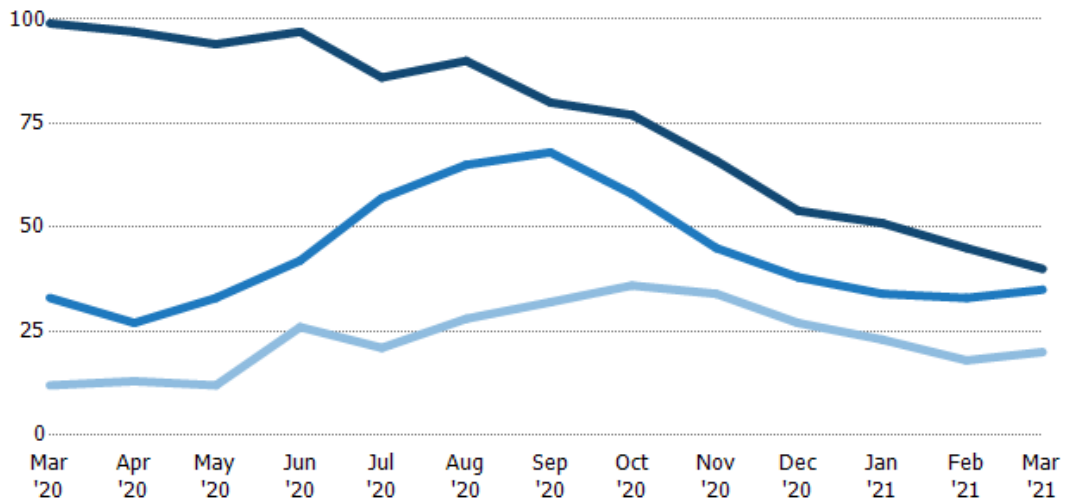
## Active/Pending/Sold Units

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	99	97	94	97	86	90	80	77	66	54	51	45	40
Pending	33	27	33	42	57	65	68	58	45	38	34	33	35
Sold	12	13	12	26	21	28	32	36	34	27	23	18	20

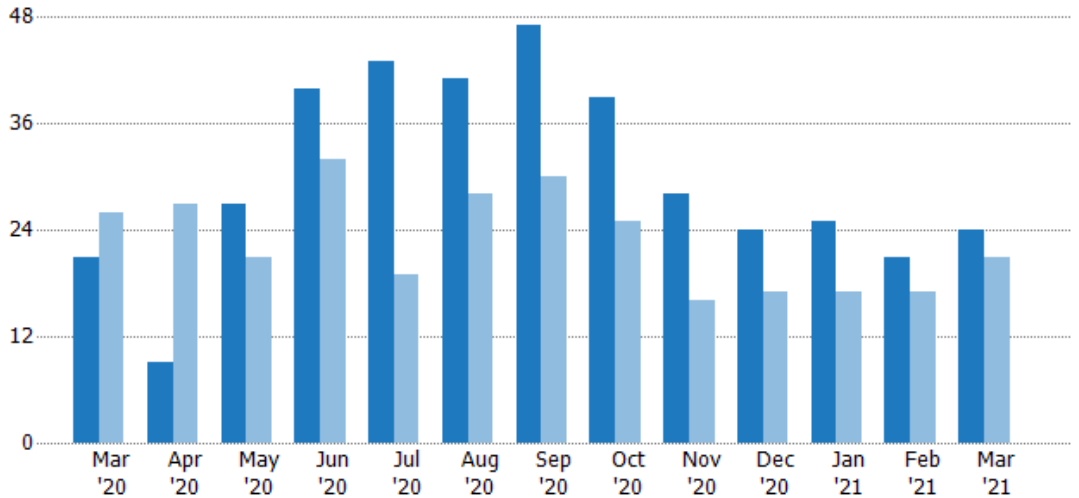
## New Pending Sales

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



Month/Year	Count	% Chg.
Mar '21	24	14.3%
Mar '20	21	-19.2%
Mar '19	26	-46.2%

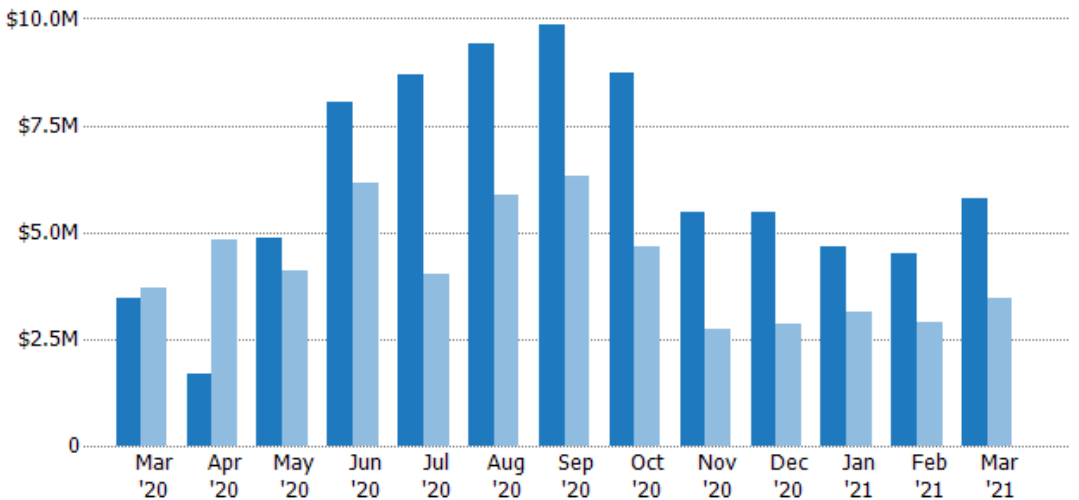
## New Pending Sales Volume

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



Month/Year	Volume	% Chg.
Mar '21	\$5.77M	67%
Mar '20	\$3.46M	-6.9%
Mar '19	\$3.71M	-42.8%



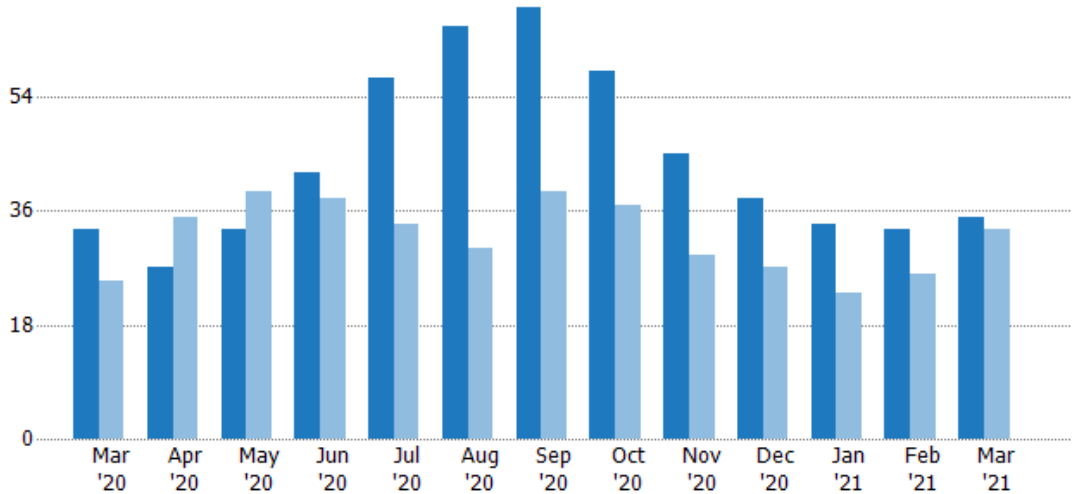
## Pending Sales

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '21	35	33	6.1%
Mar '20	33	25	32%
Mar '19	25	-	-36%

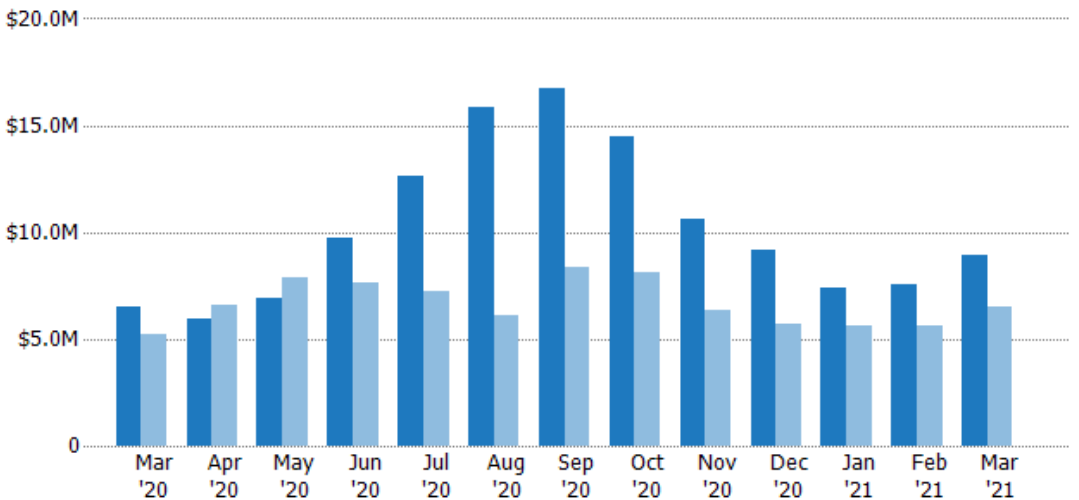
## Pending Sales Volume

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '21	\$8.91M	\$6.5M	37%
Mar '20	\$6.5M	\$5.23M	24.3%
Mar '19	\$5.23M	-	-51.3%

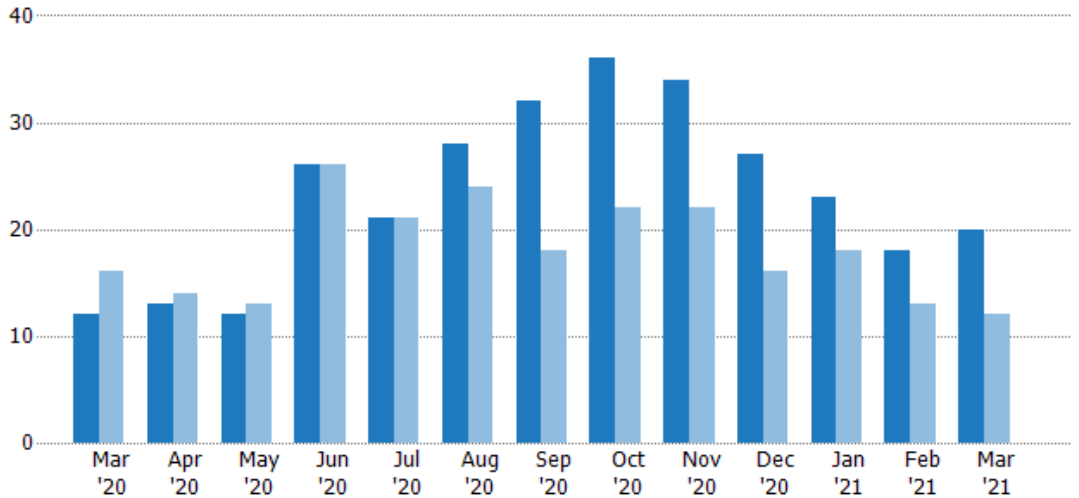
## Closed Sales

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



Month/Year	Count	% Chg.
Mar '21	20	66.7%
Mar '20	12	-25%
Mar '19	16	-50%

Month/Year	Count	% Chg.
Mar '21	20	66.7%
Mar '20	12	-25%
Mar '19	16	-50%

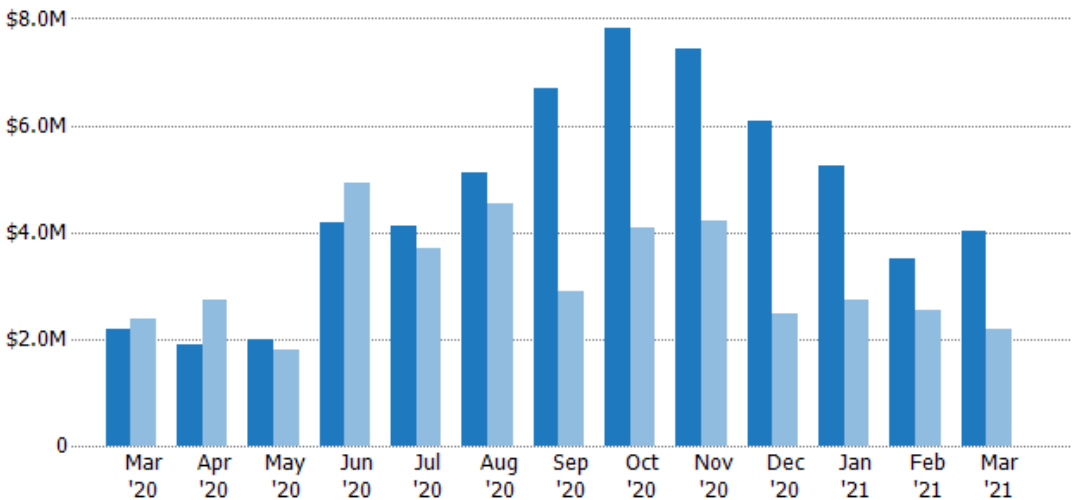
## Closed Sales Volume

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



Month/Year	Volume	% Chg.
Mar '21	\$4.02M	83.5%
Mar '20	\$2.19M	-7.7%
Mar '19	\$2.37M	-47.5%

Month/Year	Volume	% Chg.
Mar '21	\$4.02M	83.5%
Mar '20	\$2.19M	-7.7%
Mar '19	\$2.37M	-47.5%

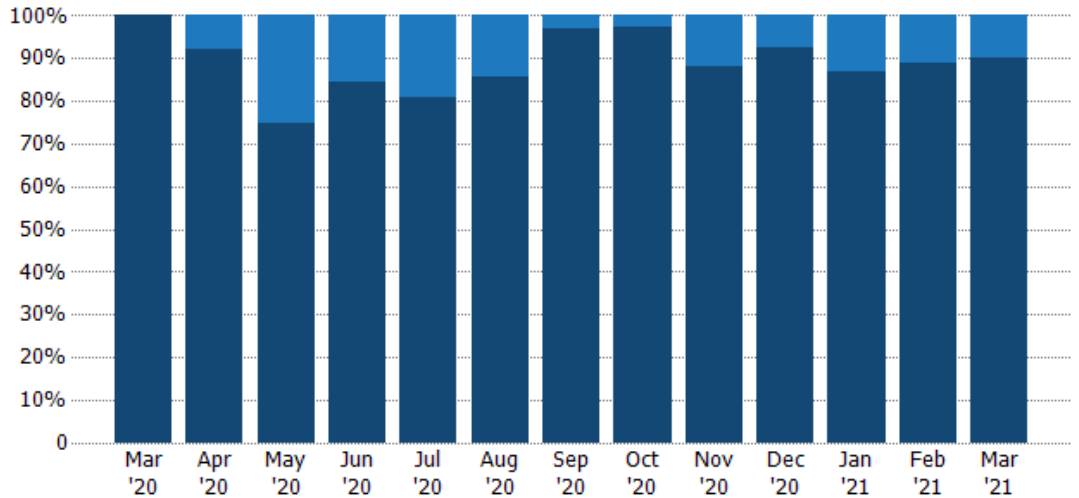
## Closed Sales by Property Type

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



Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	-	8%	25%	15%	19%	14%	3%	3%	12%	7%	13%	11%	10%
Single Family Residence	100%	92%	75%	85%	81%	86%	97%	97%	88%	93%	87%	89%	90%

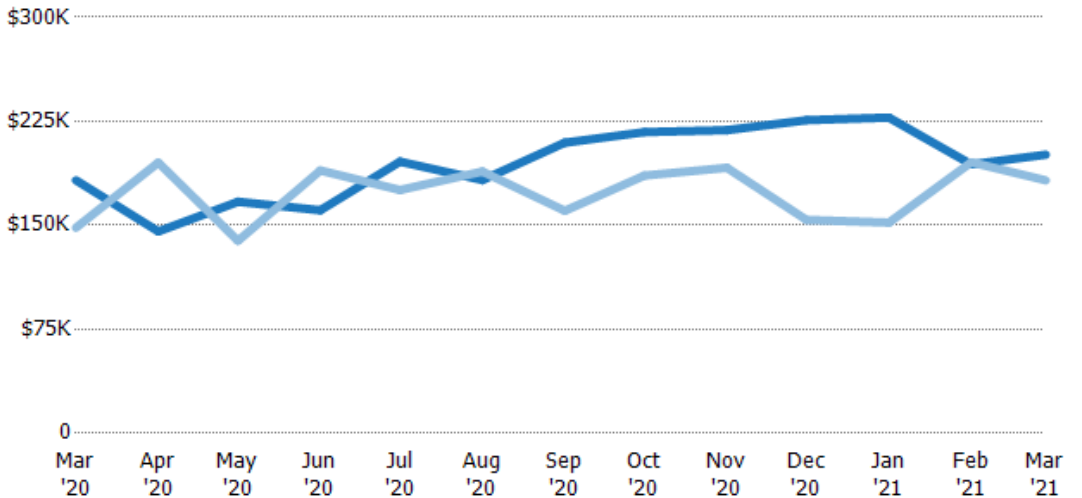
## Average Sales Price

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



Month/Year	Price	% Chg.
Mar '21	\$201K	10.1%
Mar '20	\$182K	23.1%
Mar '19	\$148K	5.1%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$182K	\$146K	\$167K	\$161K	\$196K	\$183K	\$210K	\$217K	\$219K	\$226K	\$228K	\$194K	\$201K
Prior Year	\$148K	\$195K	\$139K	\$190K	\$175K	\$189K	\$160K	\$186K	\$191K	\$154K	\$152K	\$195K	\$182K
Percent Change from Prior Year	23%	-25%	20%	-15%	12%	-3%	31%	17%	14%	47%	50%	-1%	10%

## Median Sales Price

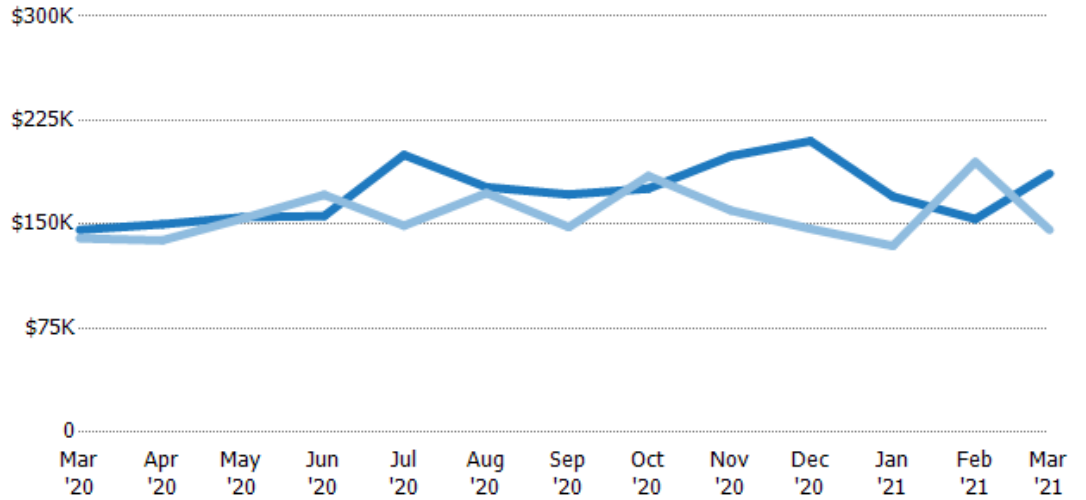
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Rutland, VT 05701, Rutland, VT 05702

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

Month/Year	Price	% Chg.
Mar '21	\$187K	27.8%
Mar '20	\$146K	4.3%
Mar '19	\$140K	-6%



Current Year	\$146K	\$150K	\$155K	\$156K	\$200K	\$177K	\$172K	\$176K	\$199K	\$210K	\$170K	\$154K	\$187K
Prior Year	\$140K	\$138K	\$154K	\$171K	\$149K	\$172K	\$148K	\$185K	\$160K	\$147K	\$134K	\$195K	\$146K
Percent Change from Prior Year	4%	8%	1%	-9%	34%	2%	16%	-5%	25%	43%	26%	-21%	28%

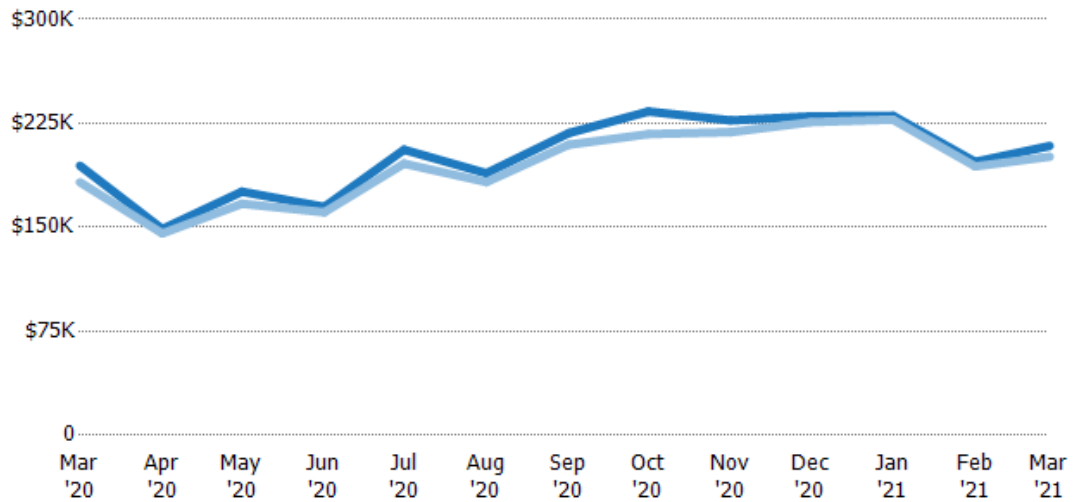
## Average Sales Price vs Average Listing Price

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



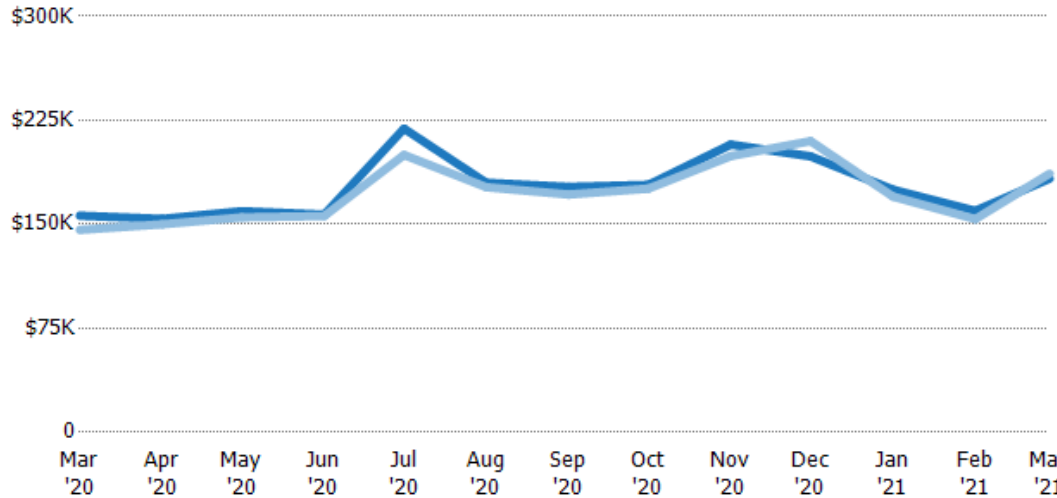
Avg List Price	\$194K	\$149K	\$176K	\$165K	\$206K	\$189K	\$218K	\$234K	\$227K	\$230K	\$230K	\$197K	\$209K
Avg Sales Price	\$182K	\$146K	\$167K	\$161K	\$196K	\$183K	\$210K	\$217K	\$219K	\$226K	\$228K	\$194K	\$201K
Avg Sales Price as a % of Avg List Price	94%	98%	95%	98%	95%	97%	96%	93%	96%	98%	99%	98%	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

ZIP: Rutland, VT 05701, Rutland, VT 05702  
 Property Type: Condo/Townhouse/Apt., Single Family



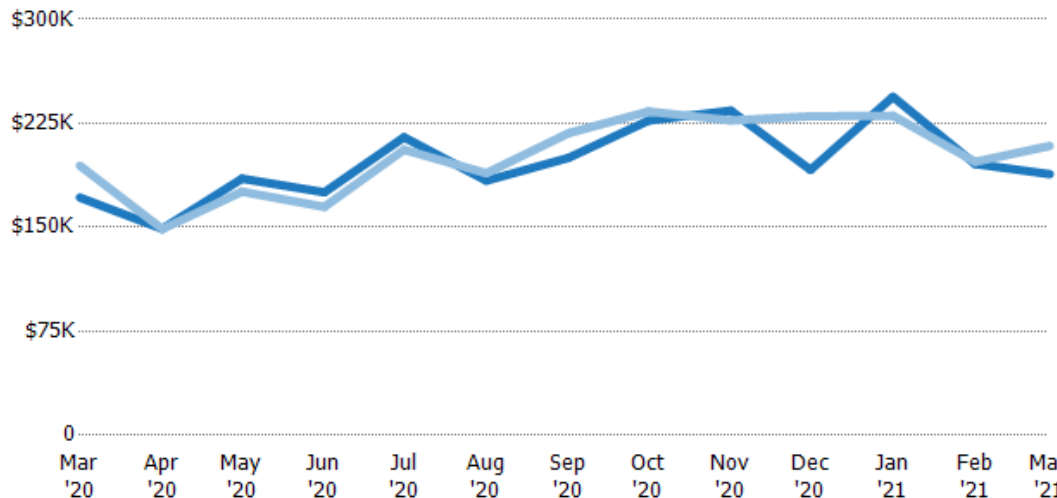
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$156K	\$154K	\$159K	\$157K	\$219K	\$180K	\$177K	\$178K	\$208K	\$199K	\$175K	\$160K	\$183K
Median Sales Price	\$146K	\$150K	\$155K	\$156K	\$200K	\$177K	\$172K	\$176K	\$199K	\$210K	\$170K	\$154K	\$187K
Med Sales Price as a % of Med List Price	93%	97%	97%	99%	91%	98%	97%	98%	96%	106%	97%	96%	102%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$171K	\$149K	\$185K	\$175K	\$215K	\$184K	\$200K	\$227K	\$234K	\$191K	\$244K	\$196K	\$188K
Avg Sales Price	\$194K	\$149K	\$176K	\$165K	\$206K	\$189K	\$218K	\$234K	\$227K	\$230K	\$230K	\$197K	\$209K
Avg Sales Price as a % of Avg Est Value	113%	100%	95%	94%	96%	103%	109%	103%	97%	120%	94%	101%	111%

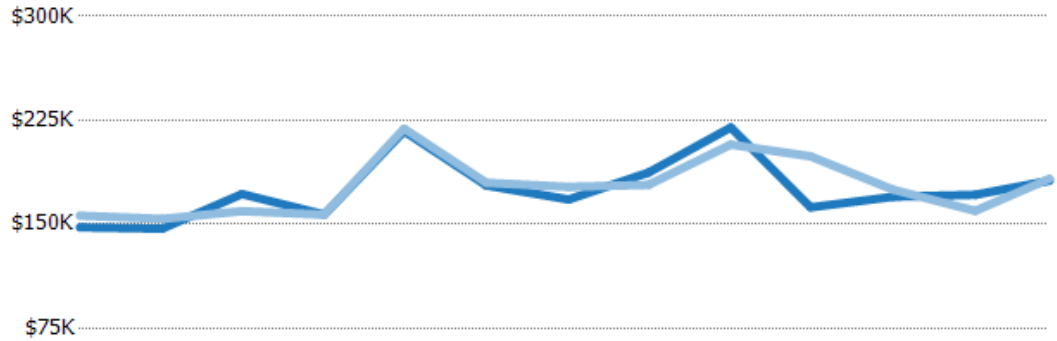
## Median Sales Price vs Median Est Value

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$148K	\$147K	\$172K	\$157K	\$217K	\$178K	\$168K	\$187K	\$220K	\$162K	\$170K	\$171K	\$181K
Median Sales Price	\$156K	\$154K	\$159K	\$157K	\$219K	\$180K	\$177K	\$178K	\$208K	\$199K	\$175K	\$160K	\$183K
Med Sales Price as a % of Med Est Value	106%	105%	93%	100%	101%	101%	105%	95%	94%	123%	103%	93%	101%