

## 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                      | 86           | 61            | +41%    | 201          | 197          | +2%     |
| New Listing Volume                     | \$35,441,200 | \$12,860,900  | +175.6% | \$70,034,300 | \$46,588,604 | +50.3%  |
| Active Listing Count                   | 126          | 397           | -68.3%  | N/A          | N/A          |         |
| Active Listing Volume                  | \$62,260,900 | \$130,420,638 | -52.3%  | N/A          | N/A          |         |
| Average Listing Price                  | \$494,134    | \$328,515     | +50.4%  | \$458,012    | \$326,376    | +40.3%  |
| Median Listing Price                   | \$267,000    | \$222,500     | +20%    | \$261,267    | \$216,823    | +20.5%  |
| Median Days in RPR                     | 78.5         | 182           | -56.9%  | 108.17       | 173.74       | -37.7%  |
| Months of Inventory                    | 2.3          | 11.7          | -80.4%  | 3.5          | 9.9          | -64.5%  |
| Absorption Rate                        | 43.65%       | 8.56%         | +35.1%  | 28.54%       | 10.13%       | +18.4%  |
| <b>Sales Activity Charts Metrics</b>   |              |               |         |              |              |         |
| New Pending Sales Count                | 90           | 65            | +38.5%  | 265          | 176          | +50.6%  |
| New Pending Sales Volume               | \$28,437,700 | \$12,812,493  | +122%   | \$76,951,263 | \$33,369,992 | +130.6% |
| Pending Sales Count                    | 157          | 89            | +76.4%  | N/A          | N/A          |         |
| Pending Sales Volume                   | \$47,727,150 | \$18,850,693  | +153.2% | N/A          | N/A          |         |
| Closed Sales Count                     | 84           | 40            | +110%   | 204          | 131          | +55.7%  |
| Closed Sales Volume                    | \$23,376,384 | \$7,719,800   | +202.8% | \$55,066,774 | \$23,559,430 | +133.7% |
| Average Sales Price                    | \$278,290    | \$192,995     | +44.2%  | \$269,935    | \$179,843    | +50.1%  |
| Median Sales Price                     | \$236,250    | \$165,850     | +42.4%  | \$208,333    | \$160,315    | +30%    |

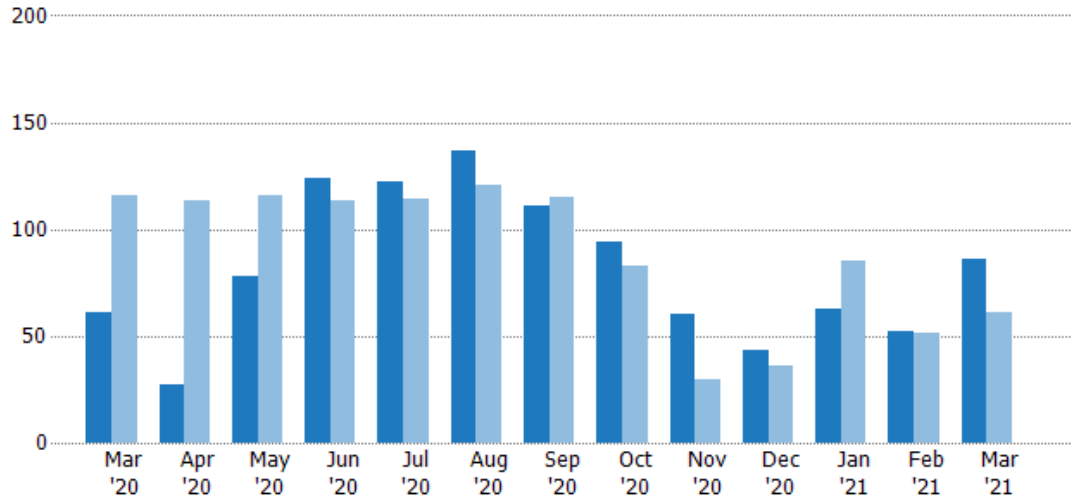
## New Listings

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '21    | 86    | 41%    |
| Mar '20    | 61    | -47.4% |
| Mar '19    | 116   | -21.6% |



|                                | 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                   | 61      | 27      | 78      | 124     | 122     | 137     | 111     | 94      | 60      | 43      | 63      | 52      | 86      |
| Prior Year                     | 116     | 113     | 116     | 113     | 114     | 121     | 115     | 83      | 30      | 36      | 85      | 51      | 61      |
| Percent Change from Prior Year | -47%    | -76%    | -33%    | 10%     | 7%      | 13%     | -3%     | 13%     | 100%    | 19%     | -26%    | 2%      | 41%     |

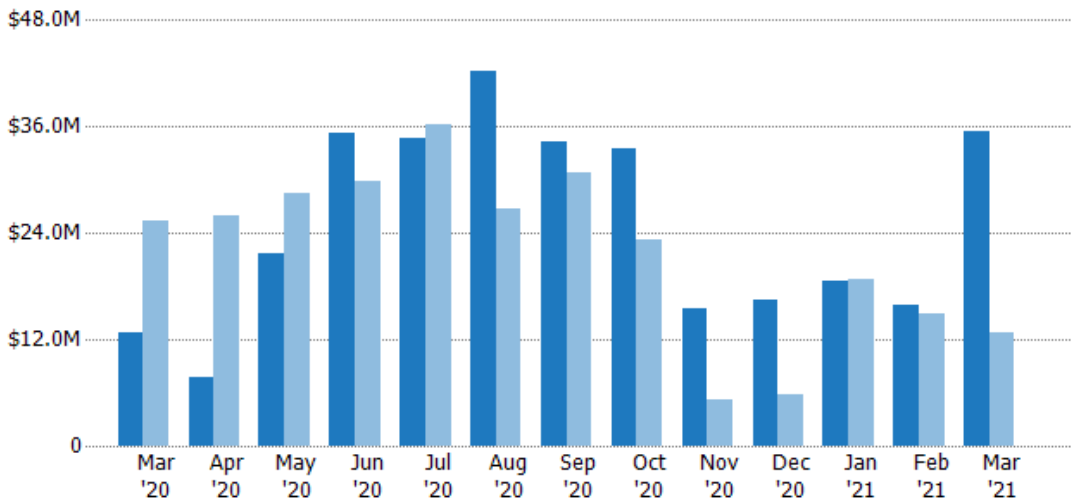
## New Listing Volume

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

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '21    | \$35.4M | 175.6% |
| Mar '20    | \$12.9M | -49.5% |
| Mar '19    | \$25.5M | -17.1% |



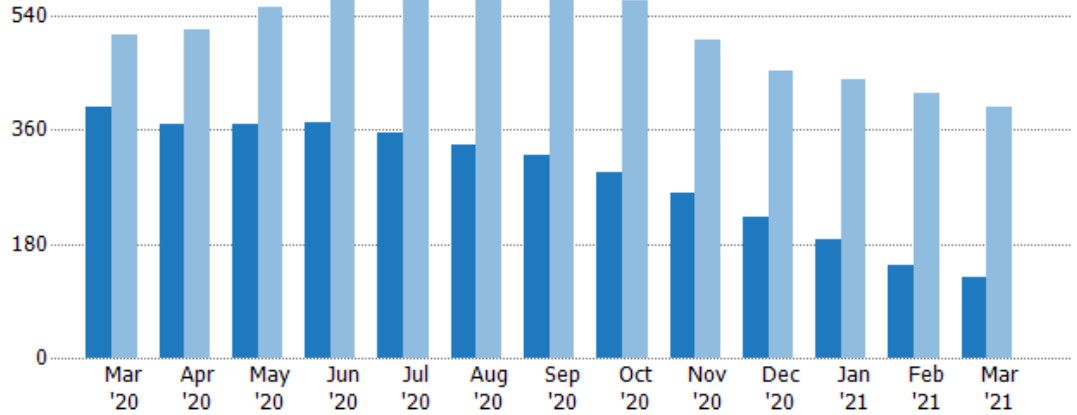
|                                | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$12.9M | \$7.81M | \$21.6M | \$35.2M | \$34.7M | \$42.2M | \$34.3M | \$33.5M | \$15.5M | \$16.5M | \$18.6M | \$15.9M | \$35.4M |
| Prior Year                     | \$25.5M | \$25.9M | \$28.4M | \$29.9M | \$36.3M | \$26.7M | \$30.9M | \$23.1M | \$5.12M | \$5.81M | \$18.8M | \$15M   | \$12.9M |
| Percent Change from Prior Year | -49%    | -70%    | -24%    | 18%     | -5%     | 58%     | 11%     | 45%     | 202%    | 184%    | -1%     | 6%      | 176%    |

## 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



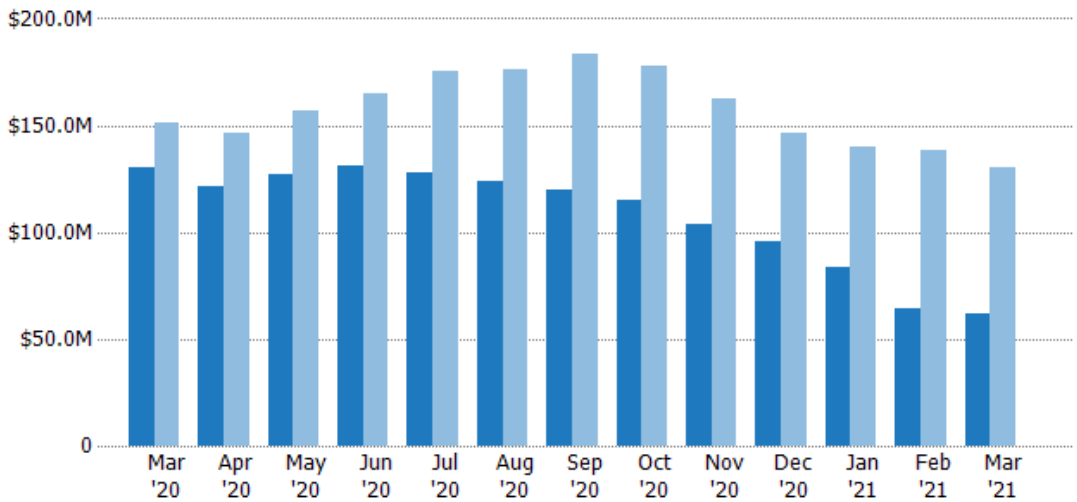
|                                | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 397     | 369     | 369     | 372     | 354     | 336     | 321     | 292     | 259     | 221     | 187     | 146     | 126     |
| Prior Year                     | 511     | 518     | 553     | 581     | 583     | 595     | 603     | 564     | 501     | 453     | 440     | 417     | 397     |
| Percent Change from Prior Year | -22%    | -29%    | -33%    | -36%    | -39%    | -44%    | -47%    | -48%    | -48%    | -51%    | -58%    | -65%    | -68%    |

## 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



|                                | 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                   | \$130M  | \$122M  | \$127M  | \$131M  | \$128M  | \$124M  | \$120M  | \$115M  | \$103M  | \$95.6M | \$83.8M | \$64.1M | \$62.3M |
| Prior Year                     | \$151M  | \$146M  | \$157M  | \$165M  | \$175M  | \$177M  | \$183M  | \$177M  | \$162M  | \$146M  | \$140M  | \$139M  | \$130M  |
| Percent Change from Prior Year | -14%    | -17%    | -19%    | -20%    | -27%    | -30%    | -35%    | -35%    | -36%    | -35%    | -40%    | -54%    | -52%    |

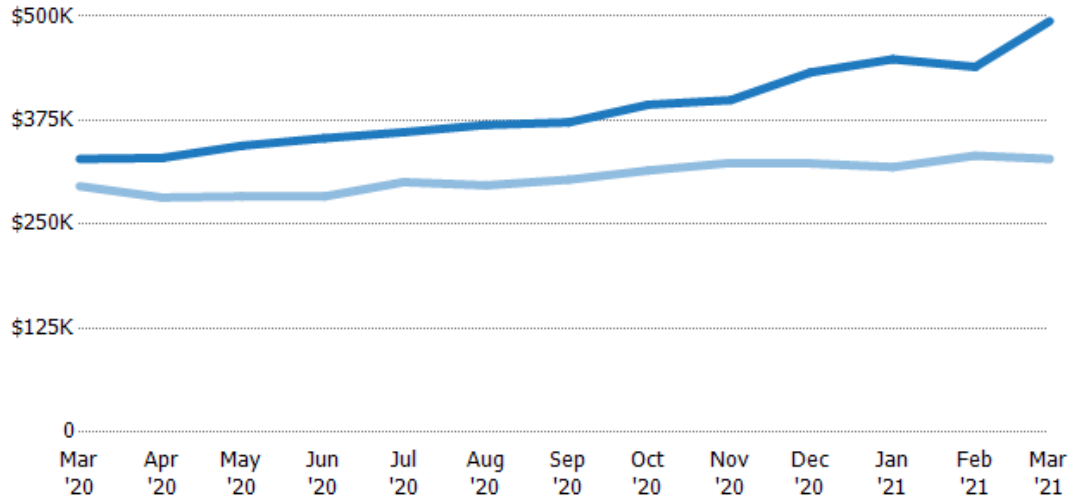
## Average Listing Price

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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '21    | \$494K | 50.4%  |
| Mar '20    | \$329K | 11.1%  |
| Mar '19    | \$296K | -12.8% |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$329K | \$330K | \$344K | \$353K | \$361K | \$369K | \$372K | \$394K | \$399K | \$433K | \$448K | \$439K | \$494K |
| Prior Year                     | \$296K | \$282K | \$283K | \$283K | \$301K | \$297K | \$304K | \$315K | \$324K | \$323K | \$319K | \$332K | \$329K |
| Percent Change from Prior Year | 11%    | 17%    | 22%    | 25%    | 20%    | 25%    | 23%    | 25%    | 23%    | 34%    | 41%    | 32%    | 50%    |

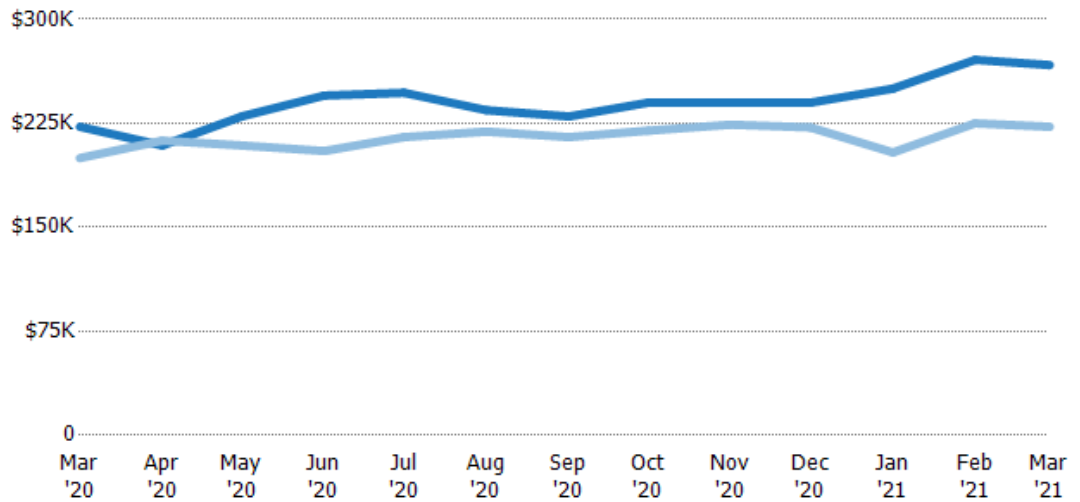
## Median Listing Price

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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '21    | \$267K | 20%    |
| Mar '20    | \$223K | 11.3%  |
| Mar '19    | \$200K | -10%   |



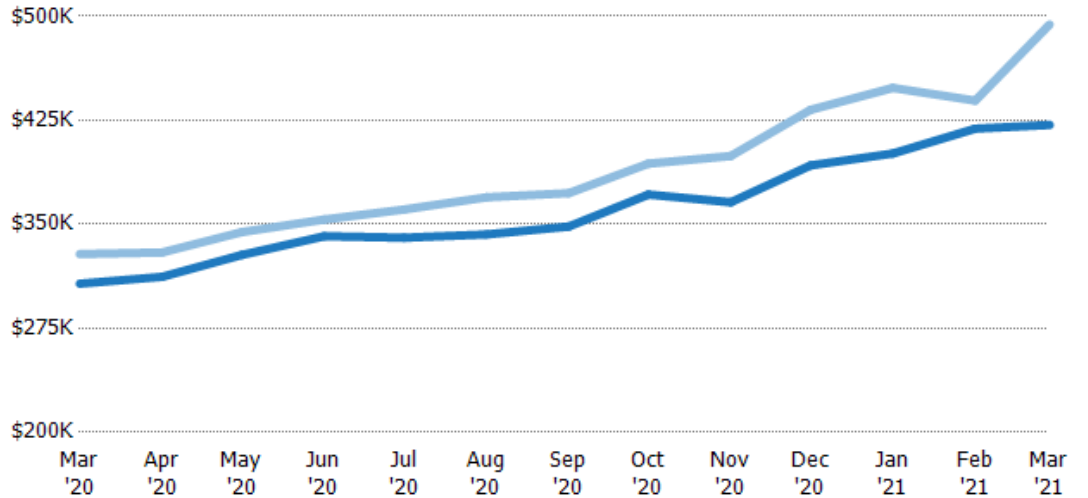
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$223K | \$209K | \$230K | \$245K | \$247K | \$234K | \$230K | \$240K | \$240K | \$240K | \$250K | \$271K | \$267K |
| Prior Year                     | \$200K | \$212K | \$209K | \$205K | \$215K | \$219K | \$215K | \$220K | \$224K | \$222K | \$204K | \$225K | \$223K |
| Percent Change from Prior Year | 11%    | -2%    | 10%    | 20%    | 15%    | 7%     | 7%     | 9%     | 7%     | 8%     | 23%    | 20%    | 20%    |

## 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

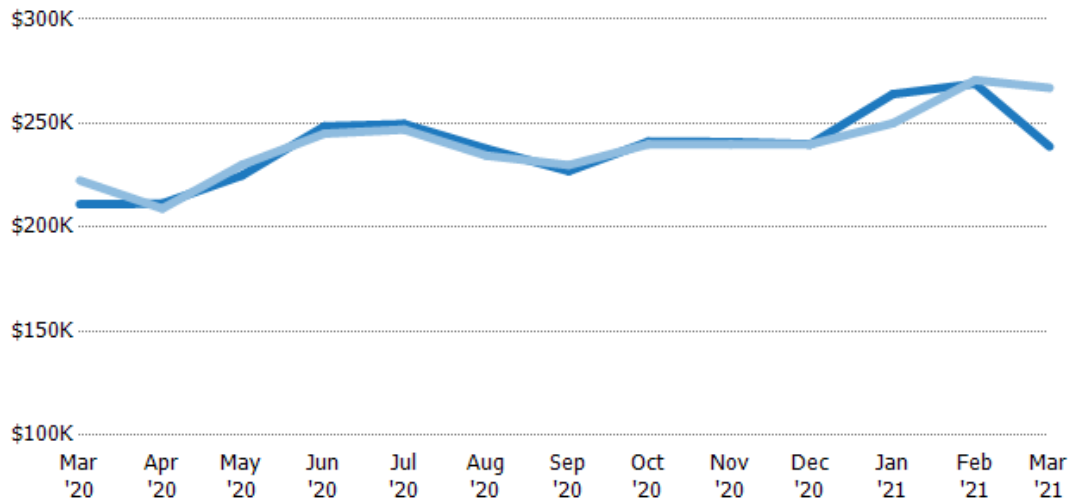


## Median Listing Price vs Median Est Value

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

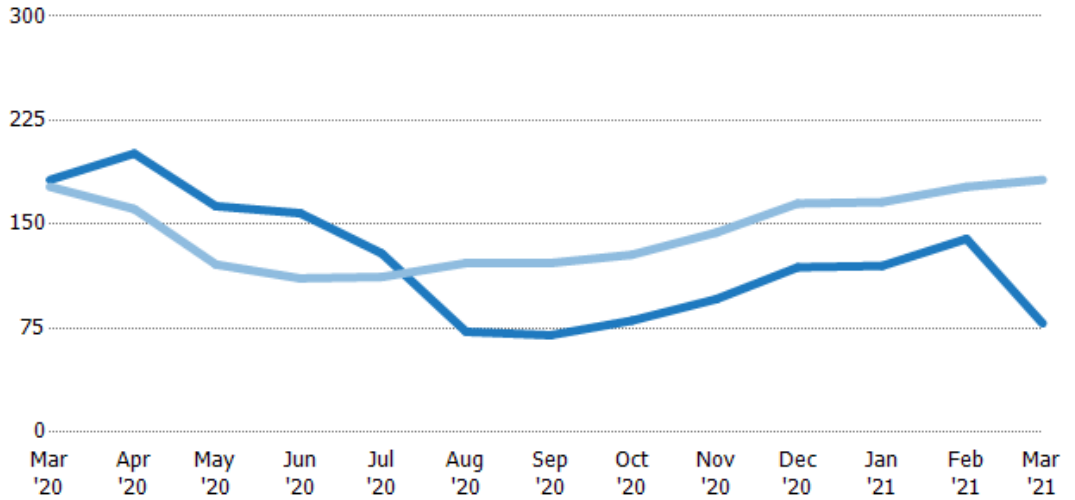


## Median Days in RPR

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



| Month/Year | Days | % Chg. |
|------------|------|--------|
| Mar '21    | 78.5 | -56.9% |
| Mar '20    | 182  | 2.8%   |
| Mar '19    | 177  | -4.5%  |

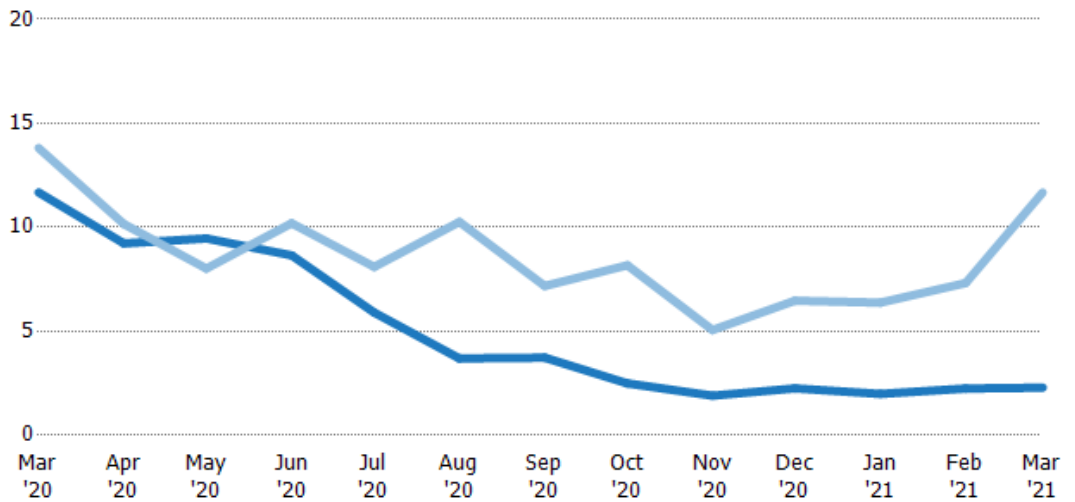
|                                |     |     |     |     |     |      |      |      |      |      |      |      |      |
|--------------------------------|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|
| Current Year                   | 182 | 201 | 163 | 158 | 129 | 72.5 | 70   | 80.5 | 96   | 119  | 120  | 140  | 78.5 |
| Prior Year                     | 177 | 161 | 121 | 111 | 112 | 122  | 122  | 128  | 144  | 165  | 166  | 177  | 182  |
| Percent Change from Prior Year | 3%  | 25% | 35% | 42% | 15% | -41% | -43% | -37% | -33% | -28% | -28% | -21% | -57% |

## 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



| Month/Year | Months | % Chg. |
|------------|--------|--------|
| Mar '21    | 2.29   | -80.4% |
| Mar '20    | 11.7   | -15.5% |
| Mar '19    | 13.8   | 22.8%  |

|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 11.7 | 9.23 | 9.46 | 8.65 | 5.9  | 3.69 | 3.73 | 2.5  | 1.9  | 2.26 | 1.99 | 2.25 | 2.29 |
| Prior Year                     | 13.8 | 10.2 | 8.01 | 10.2 | 8.1  | 10.3 | 7.18 | 8.17 | 5.06 | 6.47 | 6.38 | 7.32 | 11.7 |
| Percent Change from Prior Year | -15% | -9%  | 18%  | -15% | -27% | -64% | -48% | -69% | -62% | -65% | -69% | -69% | -80% |

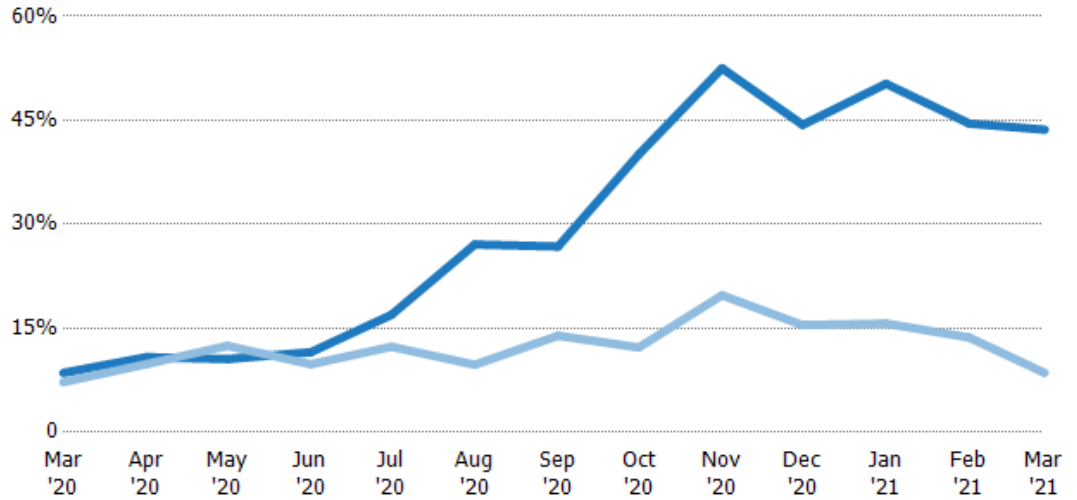
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

| Month/Year | Rate | Chg.   |
|------------|------|--------|
| Mar '21    | 44%  | -35.1% |
| Mar '20    | 9%   | -1.3%  |
| Mar '19    | 7%   | -18.6% |



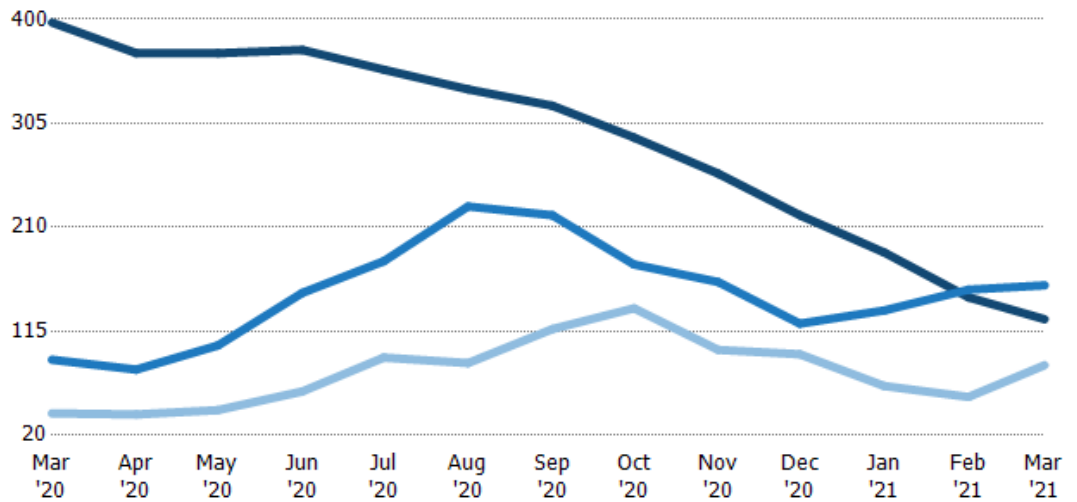
|                        | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 9%      | 11%     | 11%     | 12%     | 17%     | 27%     | 27%     | 40%     | 53%     | 44%     | 50%     | 45%     | 44%     |
| Prior Year             | 7%      | 10%     | 12%     | 10%     | 12%     | 10%     | 14%     | 12%     | 20%     | 15%     | 16%     | 14%     | 9%      |
| Change from Prior Year | -1%     | -1%     | 2%      | -2%     | -5%     | -17%    | -13%    | -28%    | -33%    | -29%    | -35%    | -31%    | -35%    |

## 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



|         | 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  | 397     | 369     | 369     | 372     | 354     | 336     | 321     | 292     | 259     | 221     | 187     | 146     | 126     |
| Pending | 89      | 80      | 102     | 150     | 179     | 229     | 221     | 176     | 160     | 122     | 134     | 153     | 157     |
| Sold    | 40      | 39      | 43      | 60      | 91      | 86      | 117     | 136     | 98      | 94      | 65      | 55      | 84      |

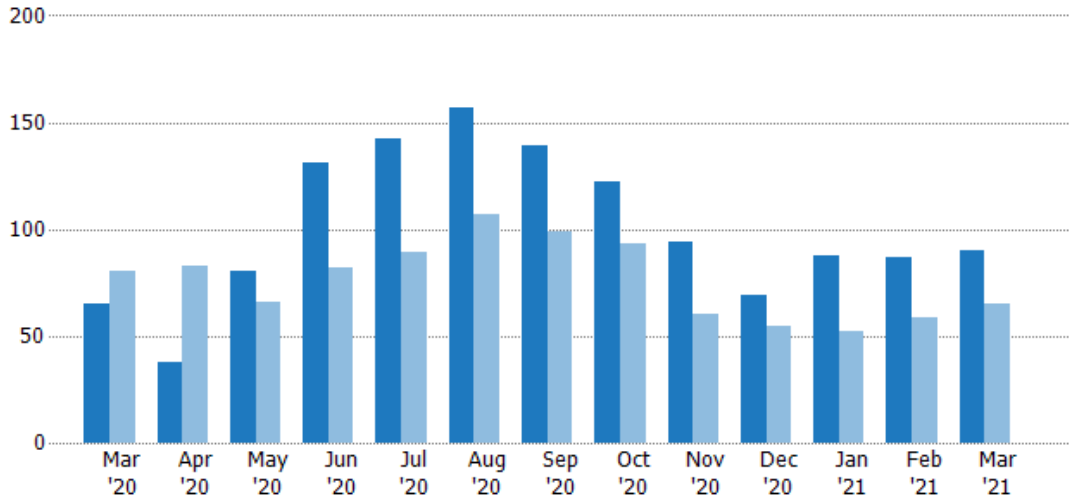
## New Pending Sales

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '21    | 90    | 38.5%  |
| Mar '20    | 65    | -18.8% |
| Mar '19    | 80    | -27.5% |



|                                | 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                   | 65      | 38      | 80      | 131     | 142     | 157     | 139     | 122     | 94      | 69      | 88      | 87      | 90      |
| Prior Year                     | 80      | 83      | 66      | 82      | 89      | 107     | 99      | 93      | 60      | 55      | 52      | 59      | 65      |
| Percent Change from Prior Year | -19%    | -54%    | 21%     | 60%     | 60%     | 47%     | 40%     | 31%     | 57%     | 25%     | 69%     | 47%     | 38%     |

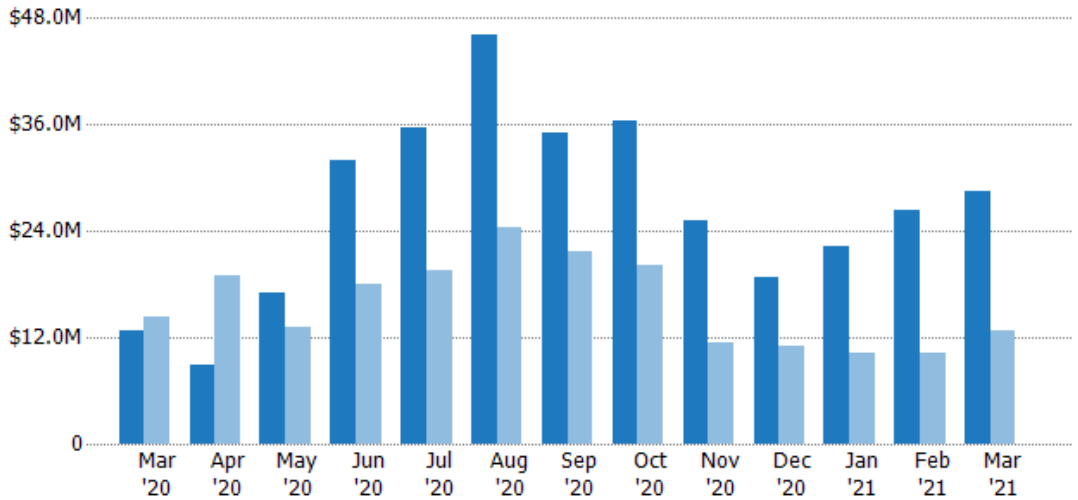
## New Pending Sales Volume

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

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '21    | \$28.4M | 122%   |
| Mar '20    | \$12.8M | -9.9%  |
| Mar '19    | \$14.2M | -31.5% |



|                                | 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                   | \$12.8M | \$8.83M | \$17M   | \$31.9M | \$35.7M | \$46.1M | \$35.1M | \$36.5M | \$25.1M | \$18.8M | \$22.3M | \$26.2M | \$28.4M |
| Prior Year                     | \$14.2M | \$19M   | \$13.1M | \$18.1M | \$19.6M | \$24.4M | \$21.6M | \$20.1M | \$11.4M | \$11M   | \$10.3M | \$10.2M | \$12.8M |
| Percent Change from Prior Year | -10%    | -54%    | 30%     | 77%     | 82%     | 89%     | 62%     | 82%     | 120%    | 71%     | 116%    | 156%    | 122%    |

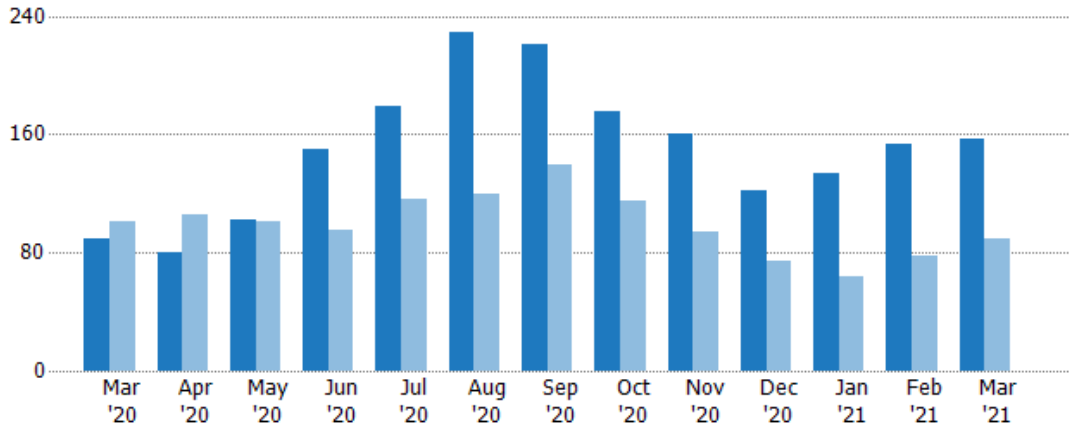


## Pending Sales

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



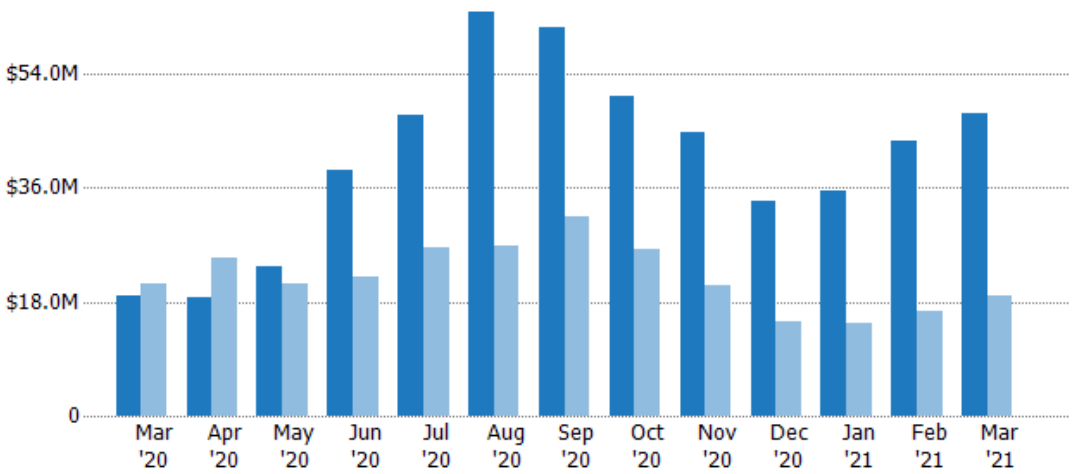
|                                | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 89      | 80      | 102     | 150     | 179     | 229     | 221     | 176     | 160     | 122     | 134     | 153     | 157     |
| Prior Year                     | 101     | 106     | 101     | 95      | 116     | 120     | 140     | 115     | 94      | 74      | 64      | 78      | 89      |
| Percent Change from Prior Year | -12%    | -25%    | 1%      | 58%     | 54%     | 91%     | 58%     | 53%     | 70%     | 65%     | 109%    | 96%     | 76%     |

## 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



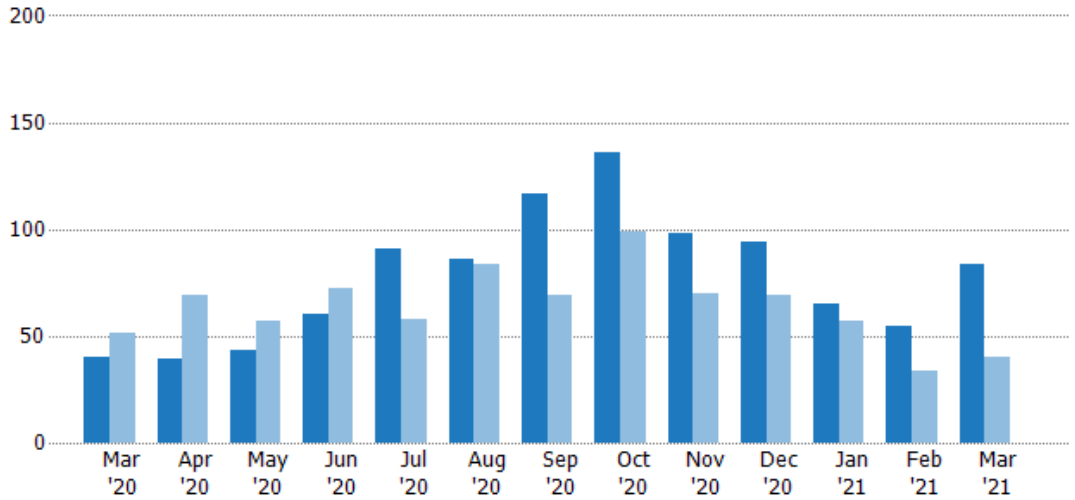
|                                | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$18.9M | \$18.6M | \$23.7M | \$38.9M | \$47.4M | \$63.8M | \$61.3M | \$50.5M | \$44.7M | \$33.8M | \$35.6M | \$43.3M | \$47.7M |
| Prior Year                     | \$20.8M | \$25M   | \$20.8M | \$21.8M | \$26.6M | \$26.9M | \$31.4M | \$26.3M | \$20.7M | \$15M   | \$14.5M | \$16.4M | \$18.9M |
| Percent Change from Prior Year | -9%     | -26%    | 14%     | 78%     | 78%     | 137%    | 95%     | 92%     | 116%    | 126%    | 145%    | 163%    | 153%    |

## 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



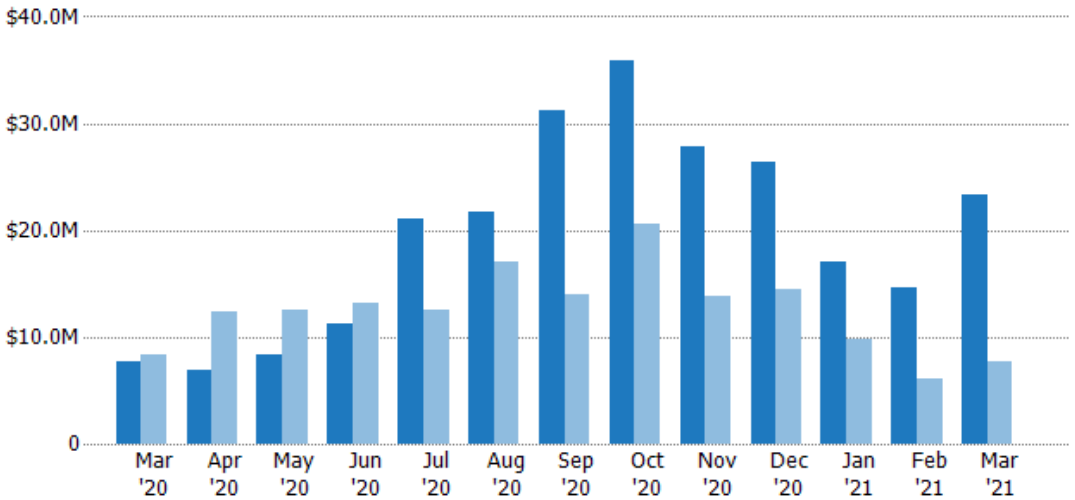
|                                | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 40      | 39      | 43      | 60      | 91      | 86      | 117     | 136     | 98      | 94      | 65      | 55      | 84      |
| Prior Year                     | 51      | 69      | 57      | 72      | 58      | 84      | 69      | 99      | 70      | 69      | 57      | 34      | 40      |
| Percent Change from Prior Year | -22%    | -43%    | -25%    | -17%    | 57%     | 2%      | 70%     | 37%     | 40%     | 36%     | 14%     | 62%     | 110%    |

## 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



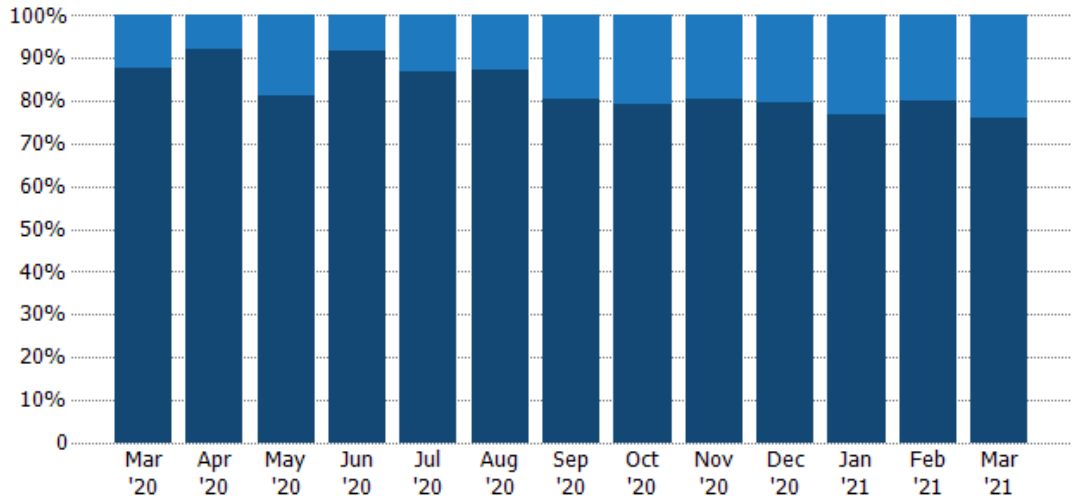
|                                | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.72M | \$6.91M | \$8.28M | \$11.2M | \$21.1M | \$21.7M | \$31.3M | \$35.9M | \$27.8M | \$26.4M | \$17M   | \$14.6M | \$23.4M |
| Prior Year                     | \$8.32M | \$12.3M | \$12.5M | \$13.1M | \$12.5M | \$17M   | \$13.9M | \$20.6M | \$13.9M | \$14.5M | \$9.76M | \$6.08M | \$7.72M |
| Percent Change from Prior Year | -7%     | -44%    | -34%    | -14%    | 68%     | 27%     | 124%    | 74%     | 101%    | 82%     | 75%     | 141%    | 203%    |

## 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



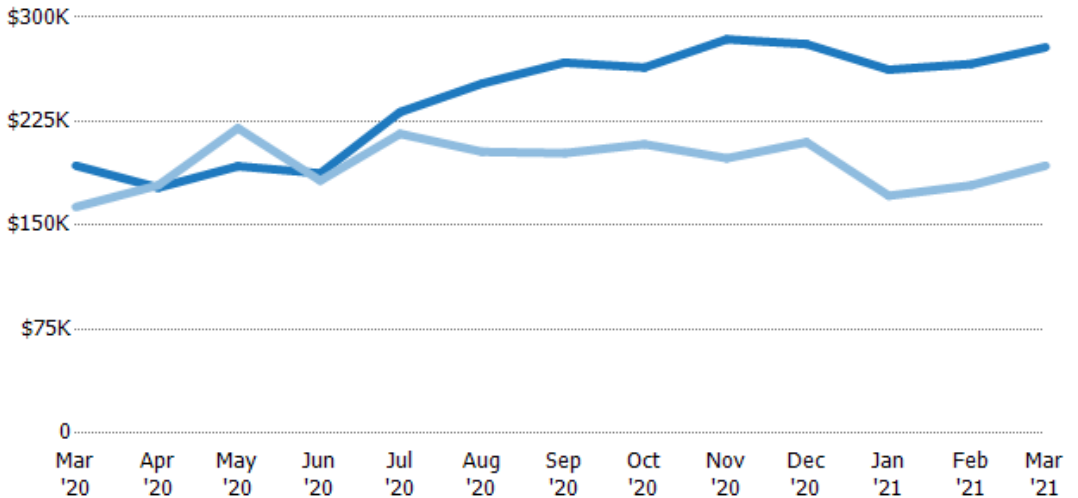
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 13% | 8%  | 19% | 8%  | 13% | 13% | 20% | 21% | 19% | 20% | 23% | 20% | 24% |
| Single Family Residence | 88% | 92% | 81% | 92% | 87% | 87% | 80% | 79% | 81% | 80% | 77% | 80% | 76% |

## 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



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$193K | \$177K | \$193K | \$187K | \$232K | \$252K | \$267K | \$264K | \$284K | \$281K | \$262K | \$266K | \$278K |
| Prior Year                     | \$163K | \$179K | \$220K | \$182K | \$216K | \$203K | \$202K | \$208K | \$198K | \$210K | \$171K | \$179K | \$193K |
| Percent Change from Prior Year | 18%    | -1%    | -12%   | 3%     | 7%     | 24%    | 32%    | 27%    | 43%    | 34%    | 53%    | 49%    | 44%    |

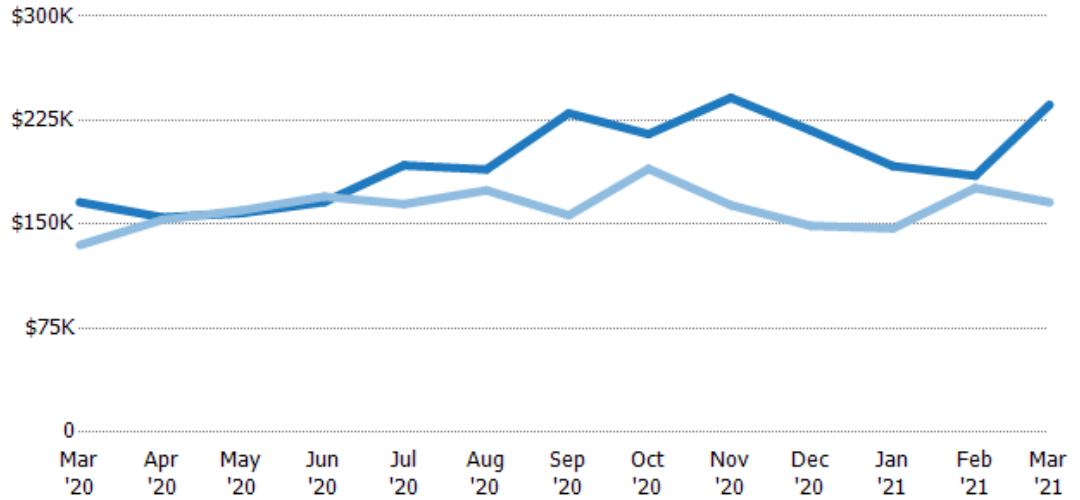
## Median Sales Price

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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '21    | \$236K | 42.4%  |
| Mar '20    | \$166K | 22.9%  |
| Mar '19    | \$135K | 1.9%   |



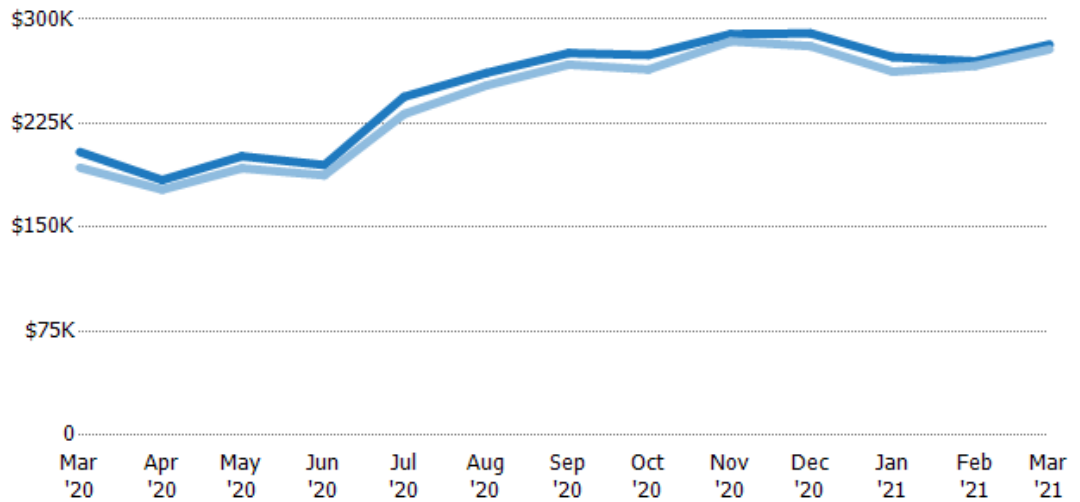
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$166K | \$155K | \$158K | \$166K | \$193K | \$190K | \$230K | \$215K | \$241K | \$218K | \$192K | \$185K | \$236K |
| Prior Year                     | \$135K | \$153K | \$160K | \$170K | \$165K | \$174K | \$157K | \$190K | \$164K | \$149K | \$147K | \$176K | \$166K |
| Percent Change from Prior Year | 23%    | 1%     | -1%    | -2%    | 17%    | 9%     | 47%    | 13%    | 47%    | 46%    | 31%    | 5%     | 42%    |

## 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



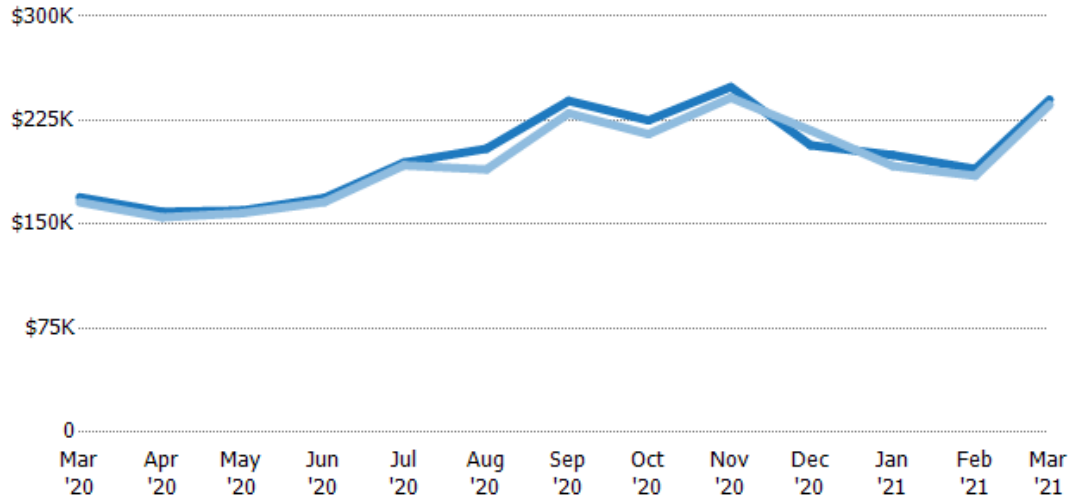
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$204K | \$184K | \$201K | \$195K | \$244K | \$261K | \$276K | \$274K | \$289K | \$290K | \$273K | \$270K | \$282K |
| Avg Sales Price                          | \$193K | \$177K | \$193K | \$187K | \$232K | \$252K | \$267K | \$264K | \$284K | \$281K | \$262K | \$266K | \$278K |
| Avg Sales Price as a % of Avg List Price | 94%    | 96%    | 96%    | 96%    | 95%    | 97%    | 97%    | 96%    | 98%    | 97%    | 96%    | 99%    | 99%    |

## 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



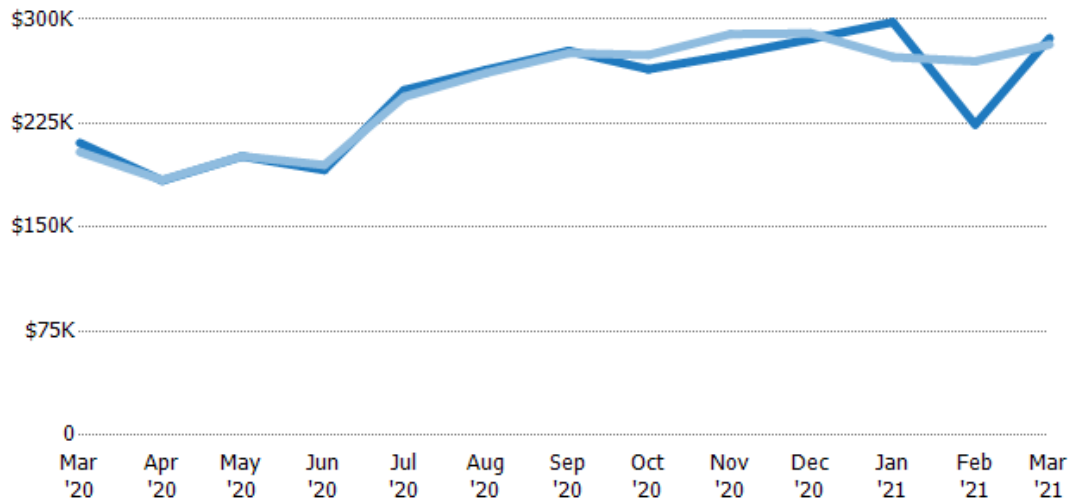
|  | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$169K  | \$159K  | \$160K  | \$169K  | \$195K  | \$205K  | \$239K  | \$225K  | \$249K  | \$207K  | \$200K  | \$190K  | \$240K  |
| Median Sales Price                       | \$166K  | \$155K  | \$158K  | \$166K  | \$193K  | \$190K  | \$230K  | \$215K  | \$241K  | \$218K  | \$192K  | \$185K  | \$236K  |
| Med Sales Price as a % of Med List Price | 98%     | 97%     | 99%     | 98%     | 99%     | 93%     | 96%     | 96%     | 97%     | 105%    | 96%     | 97%     | 98%     |

## 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



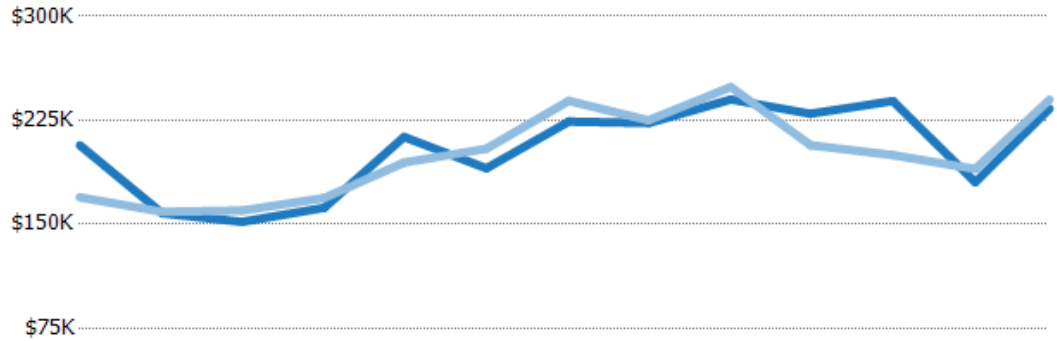
|   | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$211K  | \$184K  | \$201K  | \$191K  | \$249K  | \$264K  | \$277K  | \$264K  | \$274K  | \$286K  | \$298K  | \$224K  | \$286K  |
| Avg Sales Price                         | \$204K  | \$184K  | \$201K  | \$195K  | \$244K  | \$261K  | \$276K  | \$274K  | \$289K  | \$290K  | \$273K  | \$270K  | \$282K  |
| Avg Sales Price as a % of Avg Est Value | 97%     | 100%    | 100%    | 102%    | 98%     | 99%     | 99%     | 104%    | 105%    | 101%    | 92%     | 120%    | 98%     |

## 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



|   | 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                        | \$207K  | \$158K  | \$152K  | \$162K  | \$213K  | \$190K  | \$224K  | \$223K  | \$240K  | \$230K  | \$239K  | \$180K  | \$233K  |
| Median Sales Price                      | \$169K  | \$159K  | \$160K  | \$169K  | \$195K  | \$205K  | \$239K  | \$225K  | \$249K  | \$207K  | \$200K  | \$190K  | \$240K  |
| Med Sales Price as a % of Med Est Value | 82%     | 101%    | 105%    | 104%    | 91%     | 107%    | 107%    | 101%    | 104%    | 90%     | 84%     | 105%    | 103%    |