

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

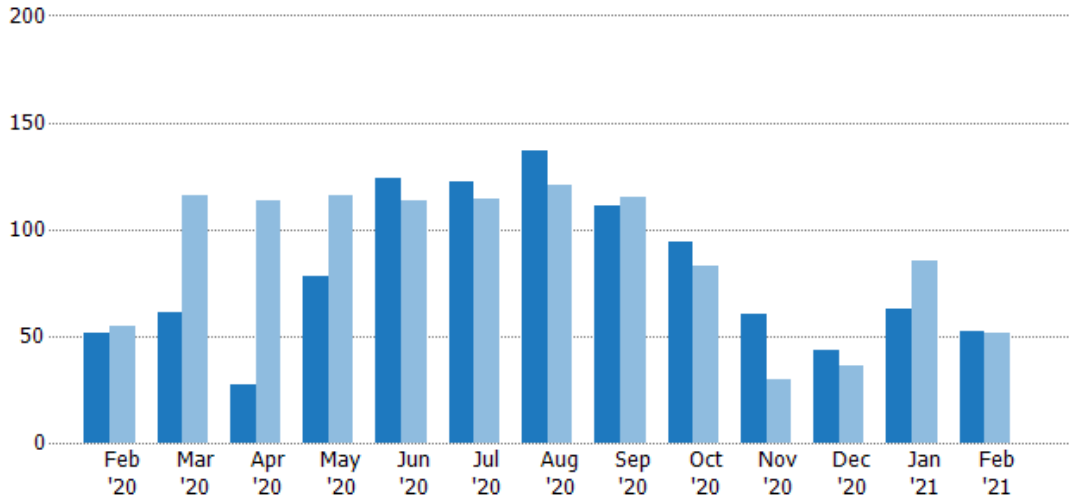
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	52	51	+2%	115	136	-15.4%
New Listing Volume	\$15,943,300	\$14,973,000	+6.5%	\$34,593,100	\$33,727,704	+2.6%
Active Listing Count	146	417	-65%	N/A	N/A	
Active Listing Volume	\$64,120,900	\$138,632,031	-53.7%	N/A	N/A	
Average Listing Price	\$439,184	\$332,451	+32.1%	\$444,344	\$325,385	+36.6%
Median Listing Price	\$270,750	\$225,000	+20.3%	\$259,098	\$214,193	+21%
Median Days in RPR	139.5	177	-21.2%	128.94	170.11	-24.2%
Months of Inventory	2.2	7.3	-69.3%	3.7	11.3	-67.5%
Absorption Rate	44.52%	13.67%	+30.9%	27.33%	8.87%	+18.5%
Sales Activity Charts Metrics						
New Pending Sales Count	87	59	+47.5%	175	111	+57.7%
New Pending Sales Volume	\$26,245,399	\$10,239,800	+156.3%	\$48,513,563	\$20,557,499	+136%
Pending Sales Count	153	78	+96.2%	N/A	N/A	
Pending Sales Volume	\$43,264,813	\$16,436,200	+163.2%	N/A	N/A	
Closed Sales Count	55	34	+61.8%	120	91	+31.9%
Closed Sales Volume	\$14,649,140	\$6,077,880	+141%	\$31,690,390	\$15,839,630	+100.1%
Average Sales Price	\$266,348	\$178,761	+49%	\$264,087	\$174,062	+51.7%
Median Sales Price	\$185,000	\$176,125	+5%	\$188,792	\$157,882	+19.6%

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



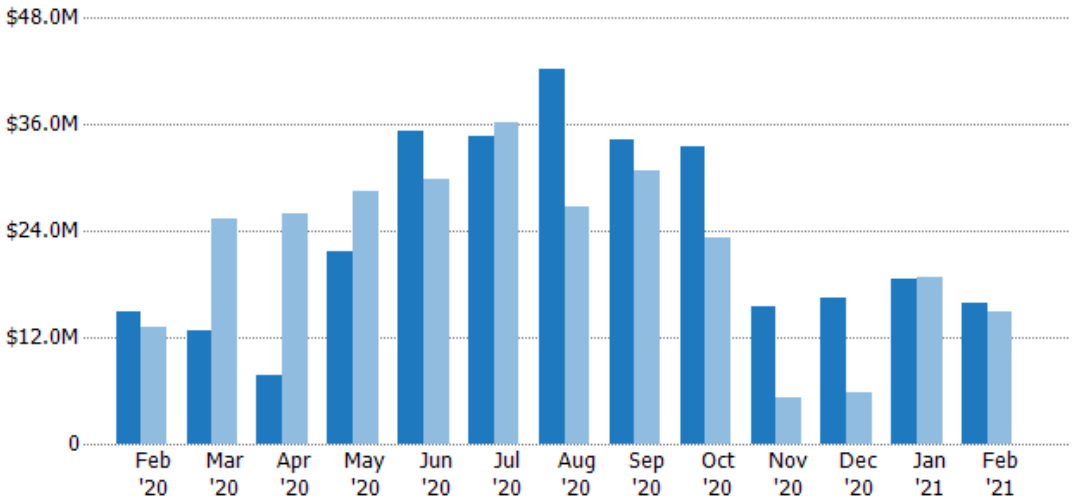
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	51	61	27	78	124	122	137	111	94	60	43	63	52
Prior Year	55	116	113	116	113	114	121	115	83	30	36	85	51
Percent Change from Prior Year	-7%	-47%	-76%	-33%	10%	7%	13%	-3%	13%	100%	19%	-26%	2%

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



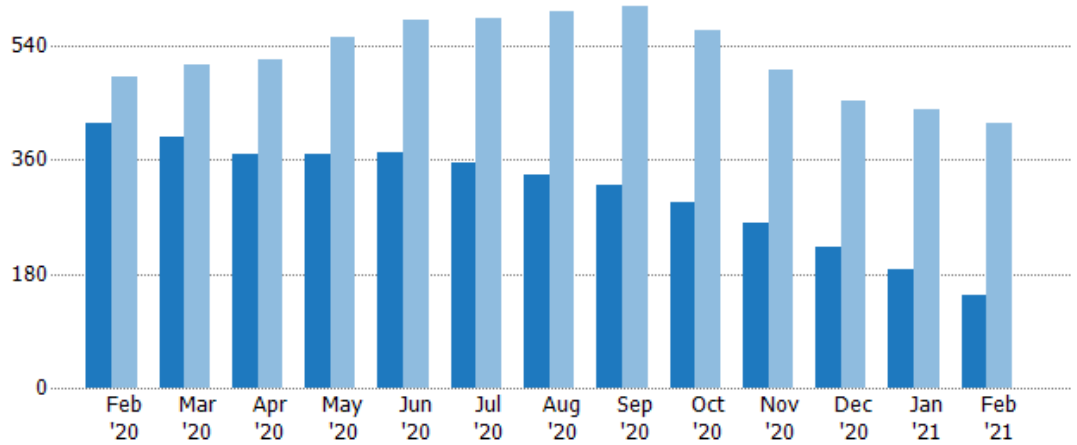
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$15M	\$12.9M	\$7.81M	\$21.6M	\$35.2M	\$34.7M	\$42.2M	\$34.3M	\$33.5M	\$15.5M	\$16.5M	\$18.6M	\$15.9M
Prior Year	\$13.1M	\$25.5M	\$25.9M	\$28.4M	\$29.9M	\$36.3M	\$26.7M	\$30.9M	\$23.1M	\$5.12M	\$5.81M	\$18.8M	\$15M
Percent Change from Prior Year	15%	-49%	-70%	-24%	18%	-5%	58%	11%	45%	202%	184%	-1%	6%

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



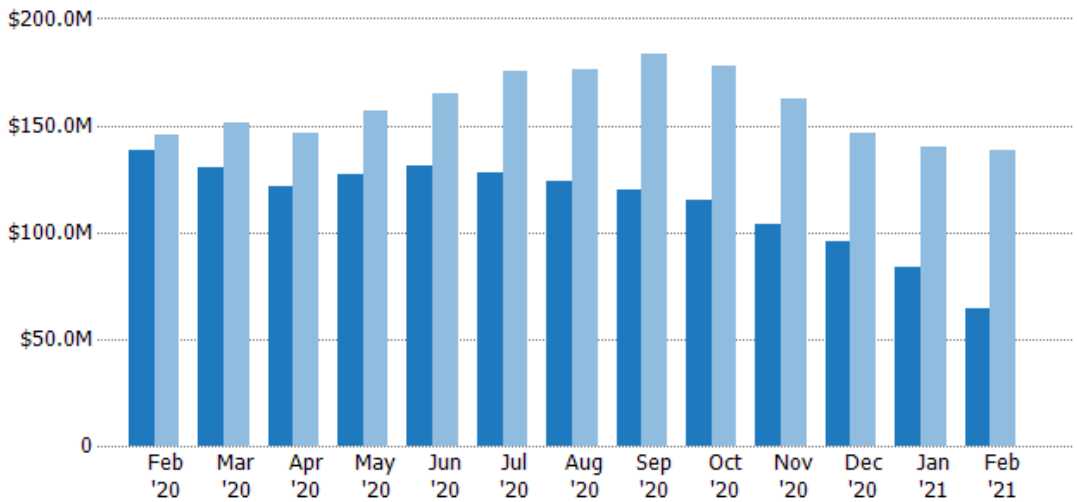
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	417	397	369	369	372	354	336	321	292	259	221	187	146
Prior Year	491	511	518	553	581	583	595	603	564	501	453	440	417
Percent Change from Prior Year	-15%	-22%	-29%	-33%	-36%	-39%	-44%	-47%	-48%	-48%	-51%	-58%	-65%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$139M	\$130M	\$122M	\$127M	\$131M	\$128M	\$124M	\$120M	\$115M	\$103M	\$95.6M	\$83.8M	\$64.1M
Prior Year	\$146M	\$151M	\$146M	\$157M	\$165M	\$175M	\$177M	\$183M	\$177M	\$162M	\$146M	\$140M	\$139M
Percent Change from Prior Year	-5%	-14%	-17%	-19%	-20%	-27%	-30%	-35%	-35%	-36%	-35%	-40%	-54%

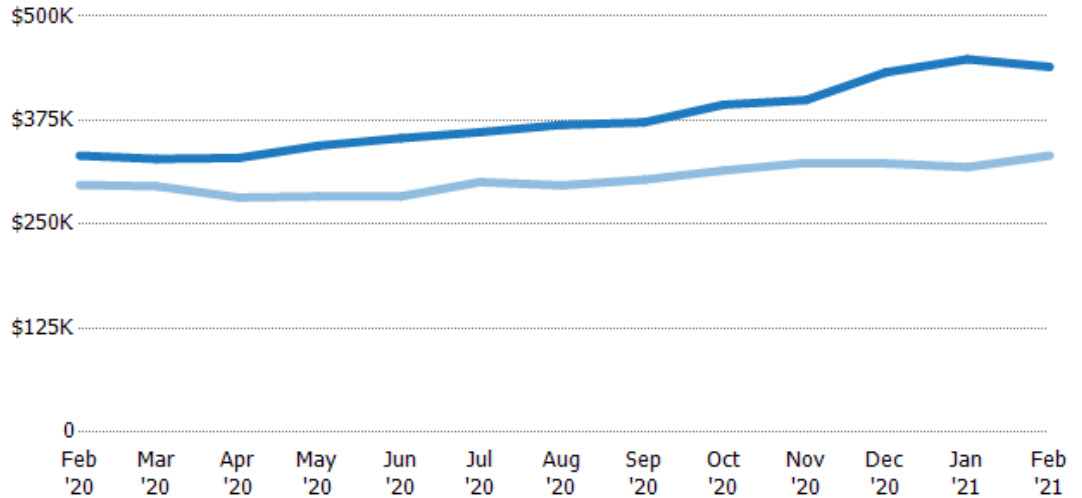
Average Listing Price

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.
Feb '21	\$439K	32.1%
Feb '20	\$332K	11.9%
Feb '19	\$297K	-13.1%



Current Year	\$332K	\$329K	\$330K	\$344K	\$353K	\$361K	\$369K	\$372K	\$394K	\$399K	\$433K	\$448K	\$439K
Prior Year	\$297K	\$296K	\$282K	\$283K	\$283K	\$301K	\$297K	\$304K	\$315K	\$324K	\$323K	\$319K	\$332K
Percent Change from Prior Year	12%	11%	17%	22%	25%	20%	25%	23%	25%	23%	34%	41%	32%

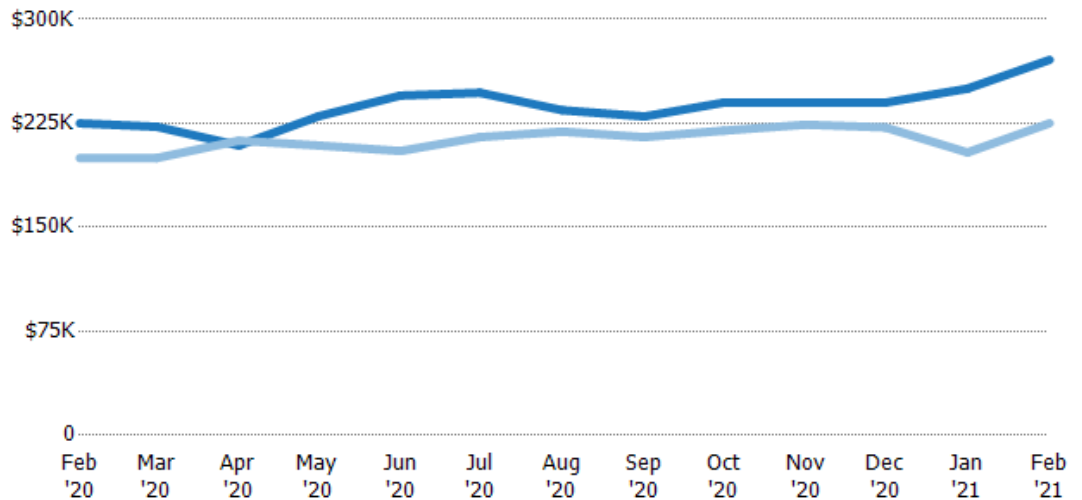
Median Listing Price

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.
Feb '21	\$271K	20.3%
Feb '20	\$225K	12.6%
Feb '19	\$200K	-10.2%



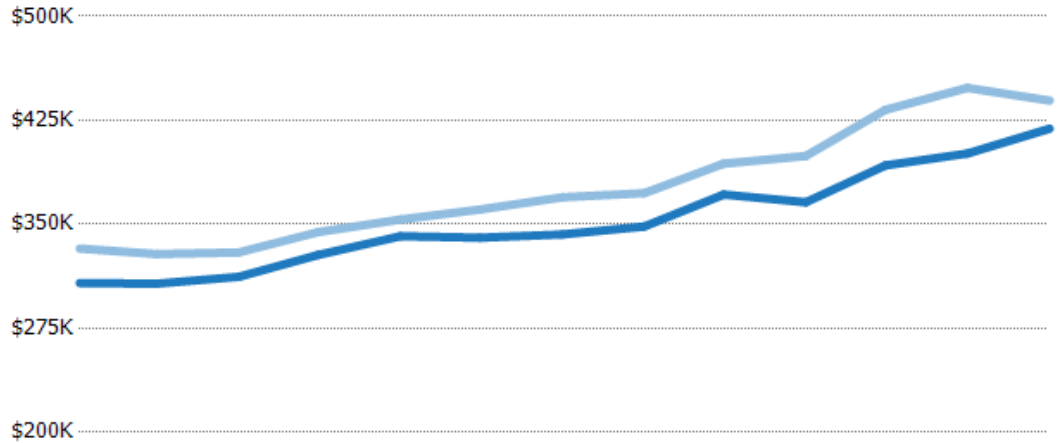
Current Year	\$225K	\$223K	\$209K	\$230K	\$245K	\$247K	\$234K	\$230K	\$240K	\$240K	\$240K	\$250K	\$271K
Prior Year	\$200K	\$200K	\$212K	\$209K	\$205K	\$215K	\$219K	\$215K	\$220K	\$224K	\$222K	\$204K	\$225K
Percent Change from Prior Year	13%	11%	-2%	10%	20%	15%	7%	7%	9%	7%	8%	23%	20%

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



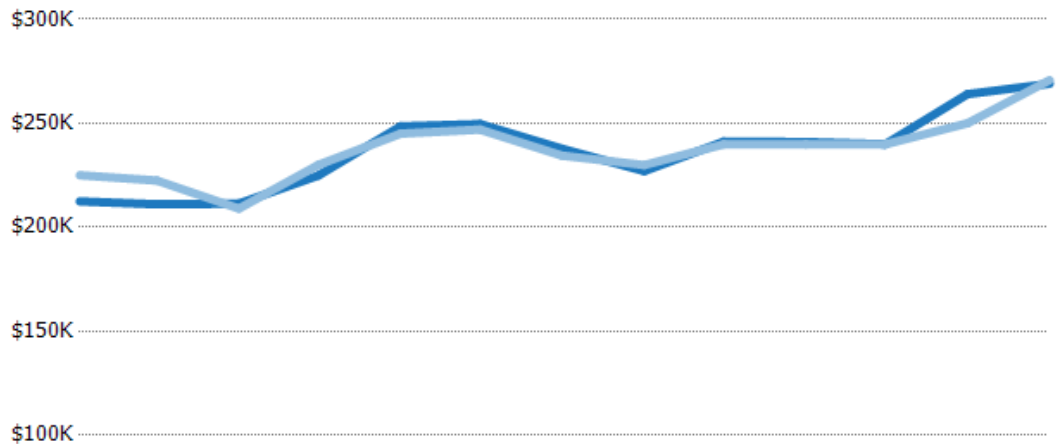
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$308K	\$307K	\$312K	\$328K	\$341K	\$340K	\$343K	\$348K	\$371K	\$366K	\$392K	\$401K	\$419K
Avg Listing Price	\$332K	\$329K	\$330K	\$344K	\$353K	\$361K	\$369K	\$372K	\$394K	\$399K	\$433K	\$448K	\$439K
Avg Listing Price as a % of Avg Est Value	108%	107%	106%	105%	104%	106%	108%	107%	106%	109%	110%	112%	105%

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



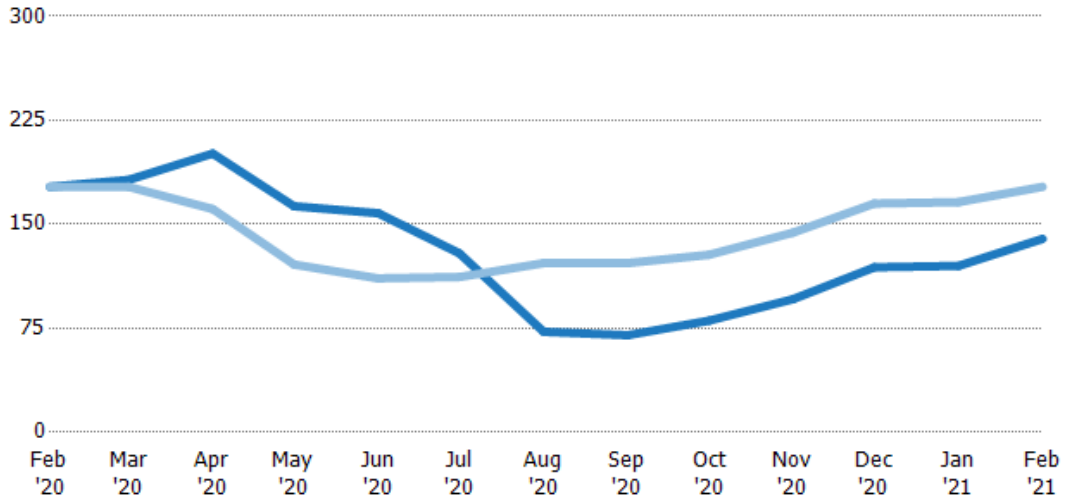
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$212K	\$211K	\$211K	\$225K	\$249K	\$250K	\$238K	\$227K	\$241K	\$241K	\$240K	\$264K	\$269K
Median Listing Price	\$225K	\$223K	\$209K	\$230K	\$245K	\$247K	\$234K	\$230K	\$240K	\$240K	\$240K	\$250K	\$271K
Med Listing Price as a % of Med Est Value	106%	105%	99%	102%	99%	99%	99%	101%	99%	100%	100%	95%	101%

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



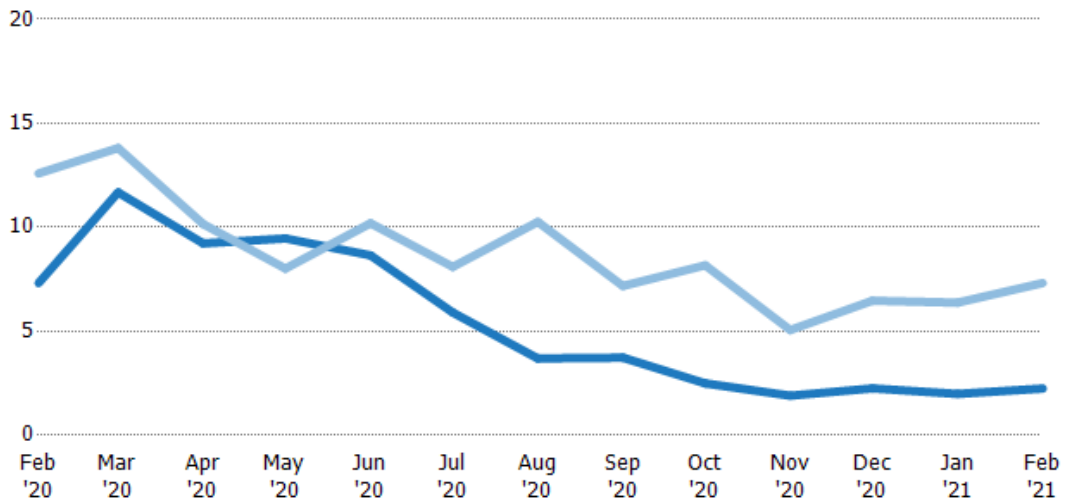
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	177	182	201	163	158	129	72.5	70	80.5	96	119	120	140
Prior Year	177	177	161	121	111	112	122	122	128	144	165	166	177
Percent Change from Prior Year	0%	3%	25%	35%	42%	15%	-41%	-43%	-37%	-33%	-28%	-28%	-21%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	7.32	11.7	9.23	9.46	8.65	5.9	3.69	3.73	2.5	1.9	2.26	1.99	2.25
Prior Year	12.6	13.8	10.2	8.01	10.2	8.1	10.3	7.18	8.17	5.06	6.47	6.38	7.32
Percent Change from Prior Year	-42%	-15%	-9%	18%	-15%	-27%	-64%	-48%	-69%	-62%	-65%	-69%	-69%

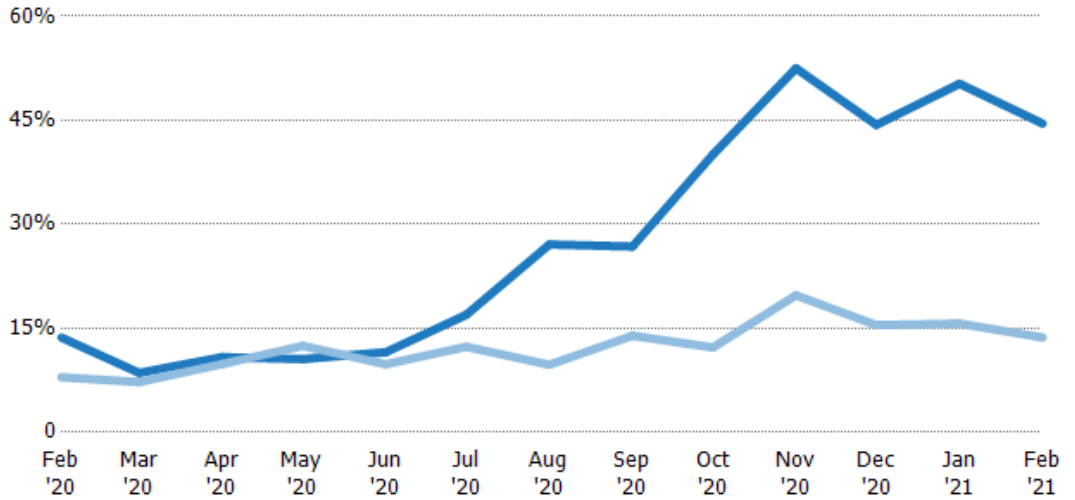
Absorption Rate

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.
Feb '21	45%	-30.9%
Feb '20	14%	-5.7%
Feb '19	8%	-15.4%



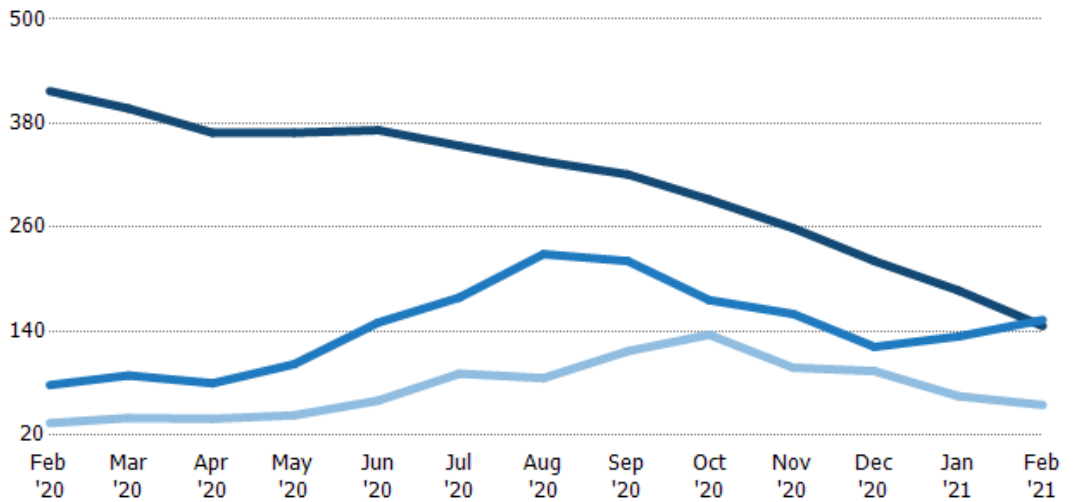
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	14%	9%	11%	11%	12%	17%	27%	27%	40%	53%	44%	50%	45%
Prior Year	8%	7%	10%	12%	10%	12%	10%	14%	12%	20%	15%	16%	14%
Change from Prior Year	-6%	-1%	-1%	2%	-2%	-5%	-17%	-13%	-28%	-33%	-29%	-35%	-31%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	417	397	369	369	372	354	336	321	292	259	221	187	146
Pending	78	89	80	102	150	179	229	221	176	160	122	134	153
Sold	34	40	39	43	60	91	86	117	136	98	94	65	55

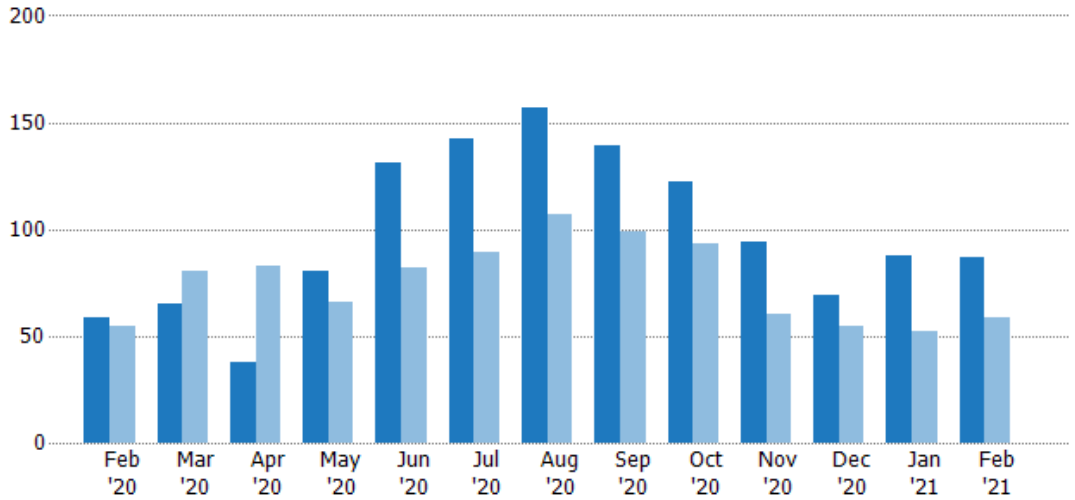
New Pending Sales

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.
Feb '21	87	47.5%
Feb '20	59	7.3%
Feb '19	55	-45.5%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	59	65	38	80	131	142	157	139	122	94	69	88	87
Prior Year	55	80	83	66	82	89	107	99	93	60	55	52	59
Percent Change from Prior Year	7%	-19%	-54%	21%	60%	60%	47%	40%	31%	57%	25%	69%	47%

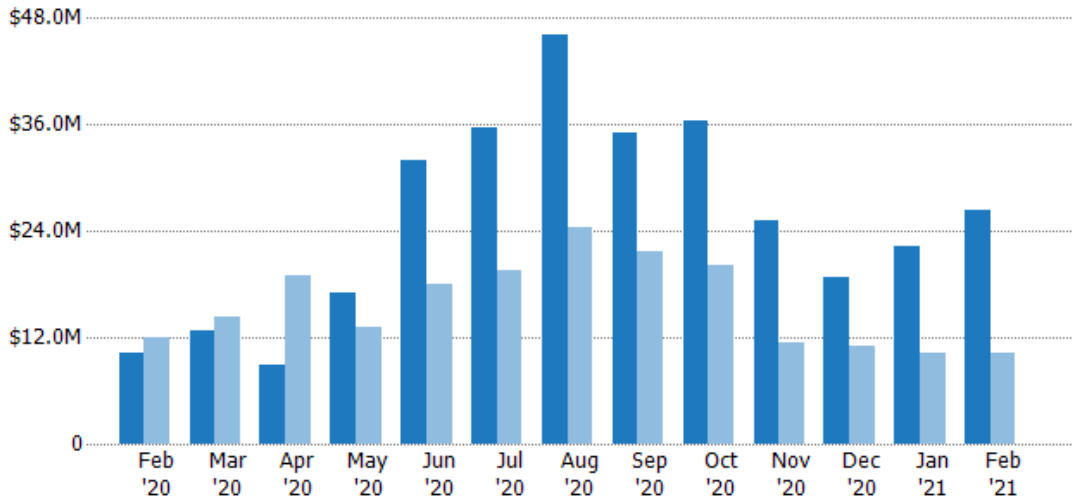
New Pending Sales Volume

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.
Feb '21	\$26.2M	156.3%
Feb '20	\$10.2M	-14.6%
Feb '19	\$12M	-63.5%



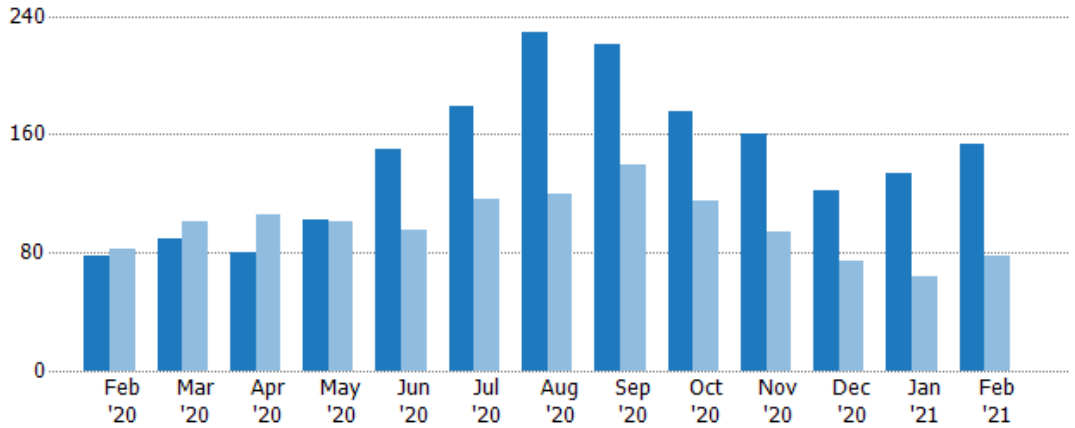
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$10.2M	\$12.8M	\$8.83M	\$17M	\$31.9M	\$35.7M	\$46.1M	\$35.1M	\$36.5M	\$25.1M	\$18.8M	\$22.3M	\$26.2M
Prior Year	\$12M	\$14.2M	\$19M	\$13.1M	\$18.1M	\$19.6M	\$24.4M	\$21.6M	\$20.1M	\$11.4M	\$11M	\$10.3M	\$10.2M
Percent Change from Prior Year	-15%	-10%	-54%	30%	77%	82%	89%	62%	82%	120%	71%	116%	156%

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



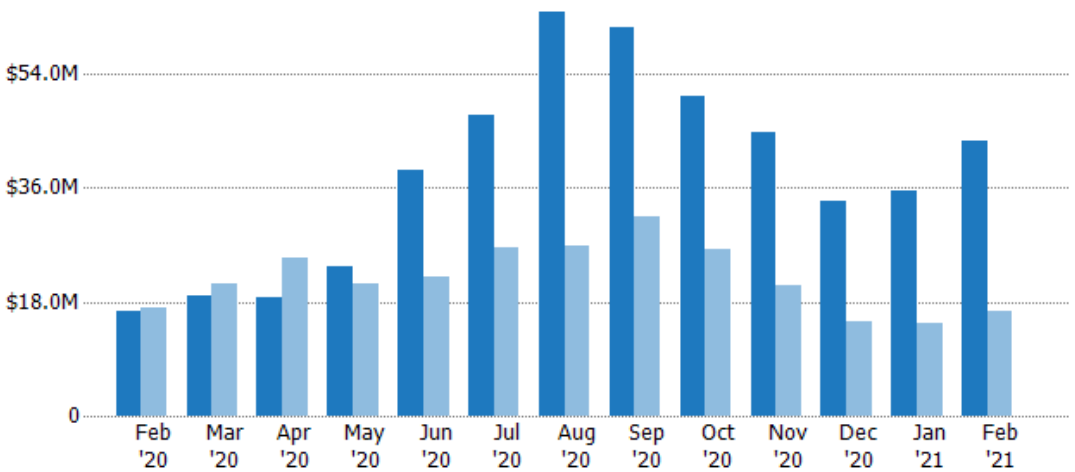
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	78	89	80	102	150	179	229	221	176	160	122	134	153
Prior Year	82	101	106	101	95	116	120	140	115	94	74	64	78
Percent Change from Prior Year	-5%	-12%	-25%	1%	58%	54%	91%	58%	53%	70%	65%	109%	96%

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



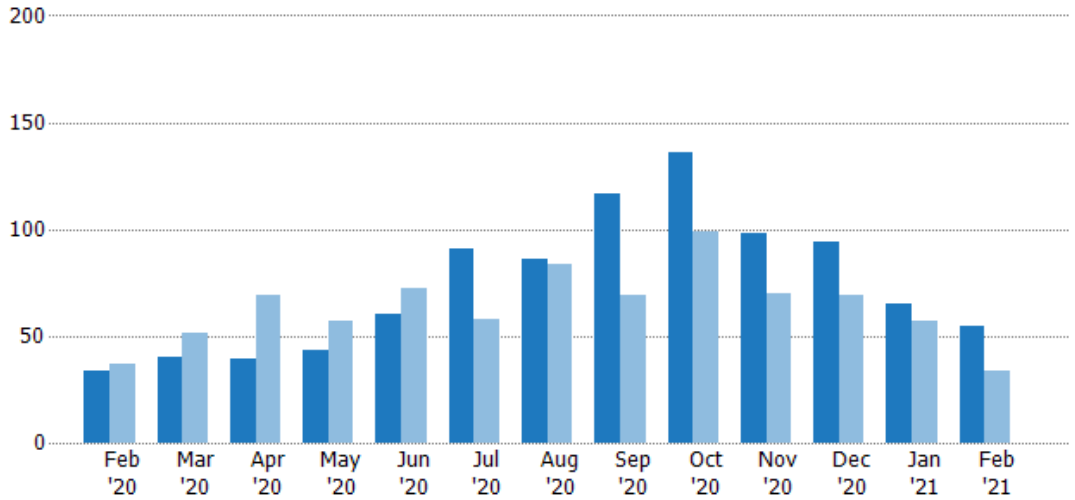
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$16.4M	\$18.9M	\$18.6M	\$23.7M	\$38.9M	\$47.4M	\$63.8M	\$61.3M	\$50.5M	\$44.7M	\$33.8M	\$35.6M	\$43.3M
Prior Year	\$17.2M	\$20.8M	\$25M	\$20.8M	\$21.8M	\$26.6M	\$26.9M	\$31.4M	\$26.3M	\$20.7M	\$15M	\$14.5M	\$16.4M
Percent Change from Prior Year	-4%	-9%	-26%	14%	78%	78%	137%	95%	92%	116%	126%	145%	163%

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



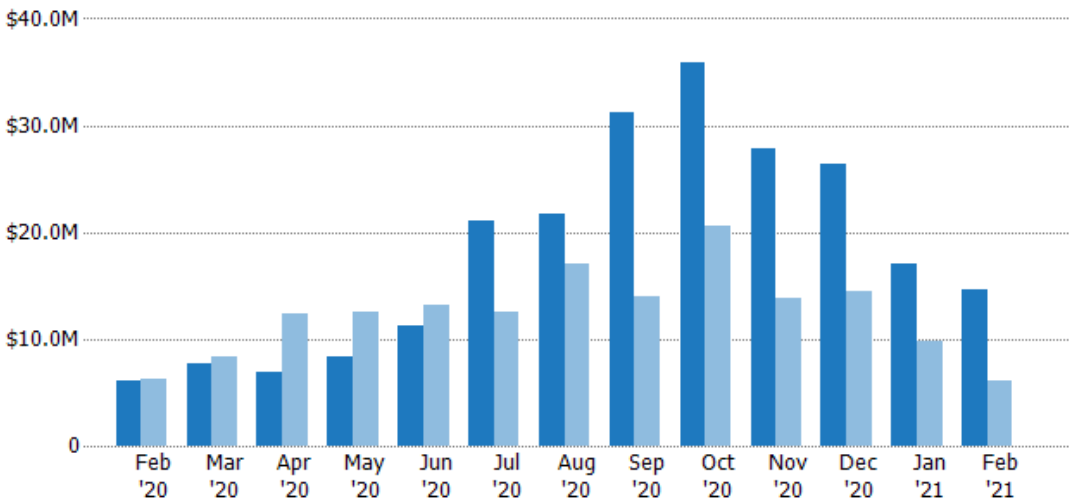
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	34	40	39	43	60	91	86	117	136	98	94	65	55
Prior Year	37	51	69	57	72	58	84	69	99	70	69	57	34
Percent Change from Prior Year	-8%	-22%	-43%	-25%	-17%	57%	2%	70%	37%	40%	36%	14%	62%

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



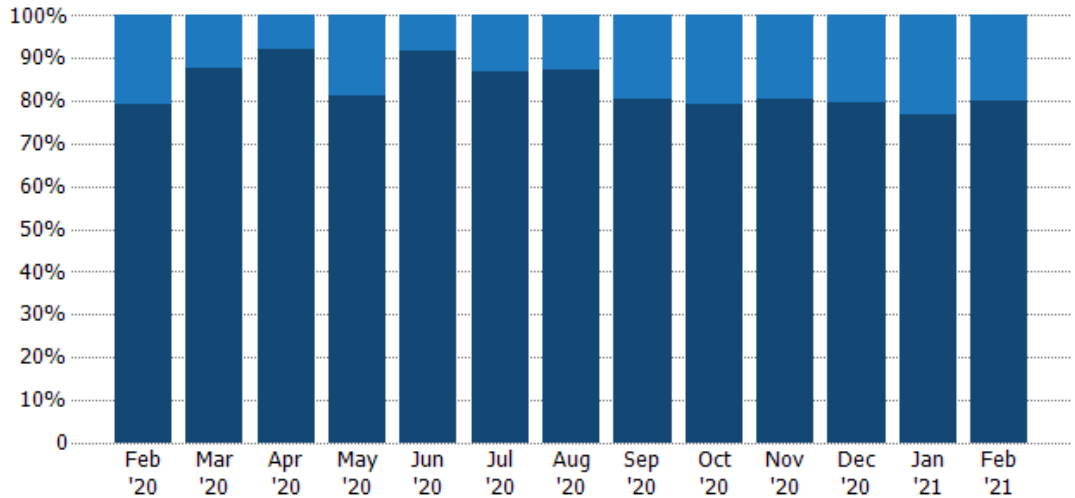
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$21.1M	\$21.7M	\$31.3M	\$35.9M	\$27.8M	\$26.4M	\$17M	\$14.6M
Prior Year	\$6.3M	\$8.32M	\$12.3M	\$12.5M	\$13.1M	\$12.5M	\$17M	\$13.9M	\$20.6M	\$13.9M	\$14.5M	\$9.76M	\$6.08M
Percent Change from Prior Year	-4%	-7%	-44%	-34%	-14%	68%	27%	124%	74%	101%	82%	75%	141%

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



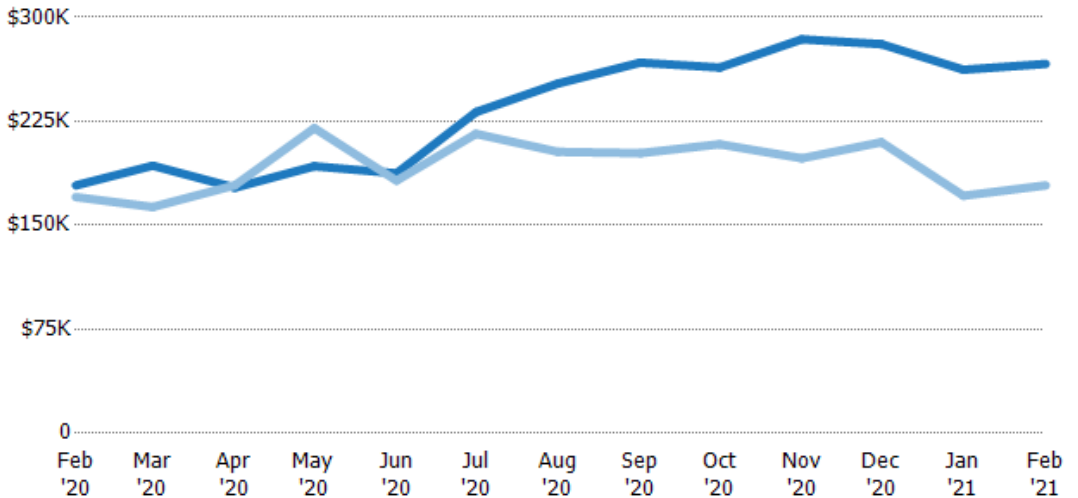
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	21%	13%	8%	19%	8%	13%	13%	20%	21%	19%	20%	23%	20%
Single Family Residence	79%	88%	92%	81%	92%	87%	87%	80%	79%	81%	80%	77%	80%

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



Month/Year	Price	% Chg.
Feb '21	\$266K	49%
Feb '20	\$179K	4.9%
Feb '19	\$170K	11.9%

Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$267K	\$264K	\$284K	\$281K	\$262K	\$266K
Prior Year	\$170K	\$163K	\$179K	\$220K	\$182K	\$216K	\$203K	\$202K	\$208K	\$198K	\$210K	\$171K	\$179K
Percent Change from Prior Year	5%	18%	-1%	-12%	3%	7%	24%	32%	27%	43%	34%	53%	49%

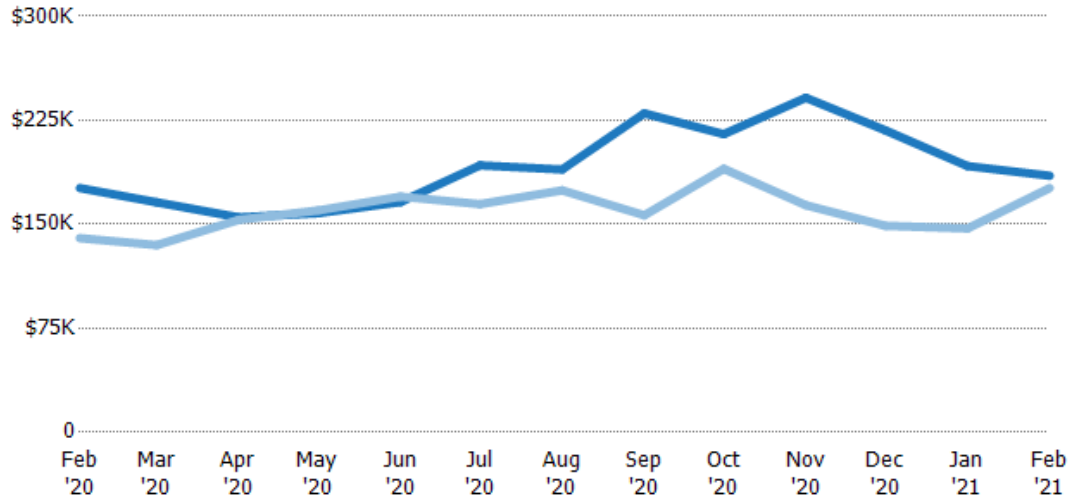
Median Sales Price

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.
Feb '21	\$185K	5%
Feb '20	\$176K	25.8%
Feb '19	\$140K	7.1%



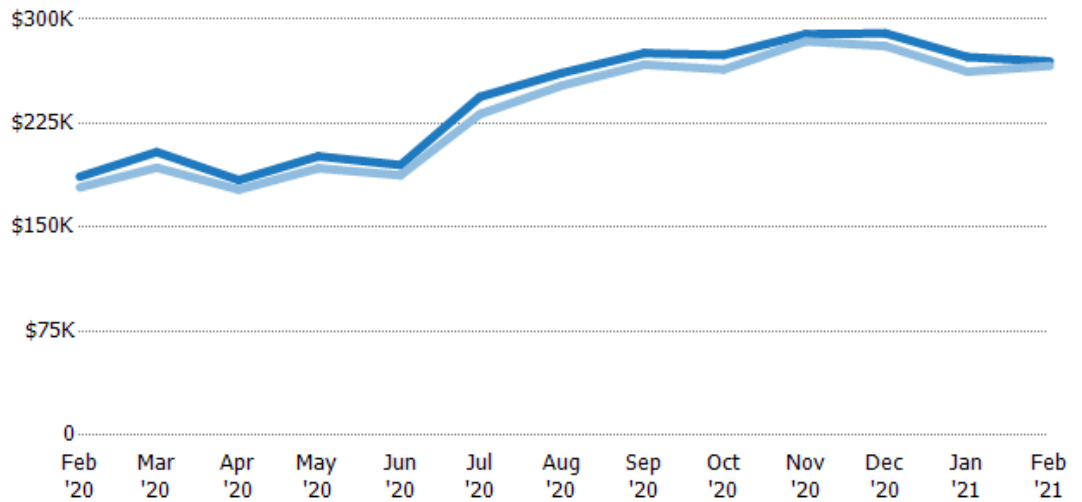
Current Year	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$230K	\$215K	\$241K	\$218K	\$192K	\$185K
Prior Year	\$140K	\$135K	\$153K	\$160K	\$170K	\$165K	\$174K	\$157K	\$190K	\$164K	\$149K	\$147K	\$176K
Percent Change from Prior Year	26%	23%	1%	-1%	-2%	17%	9%	47%	13%	47%	46%	31%	5%

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



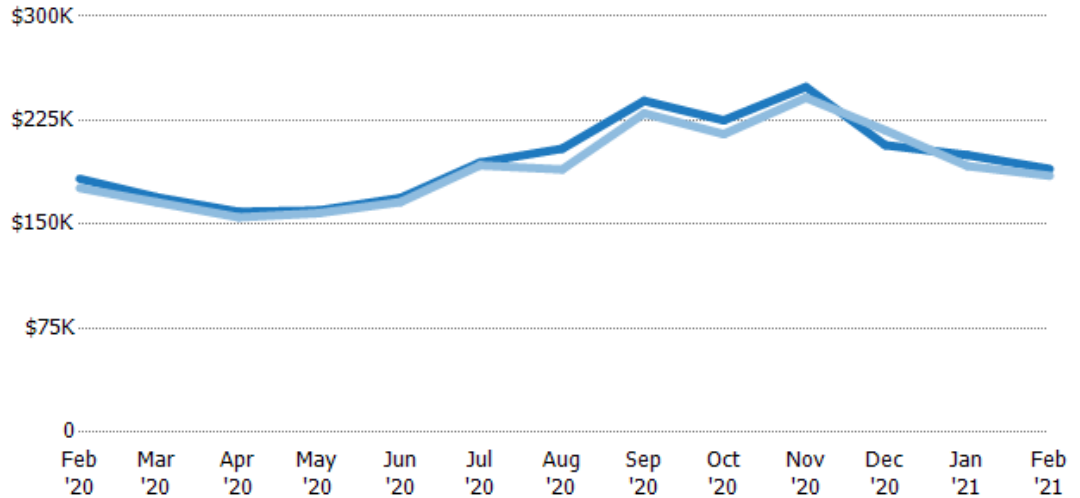
Avg List Price	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$261K	\$276K	\$274K	\$289K	\$290K	\$273K	\$270K
Avg Sales Price	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$267K	\$264K	\$284K	\$281K	\$262K	\$266K
Avg Sales Price as a % of Avg List Price	96%	94%	96%	96%	96%	95%	97%	97%	96%	98%	97%	96%	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



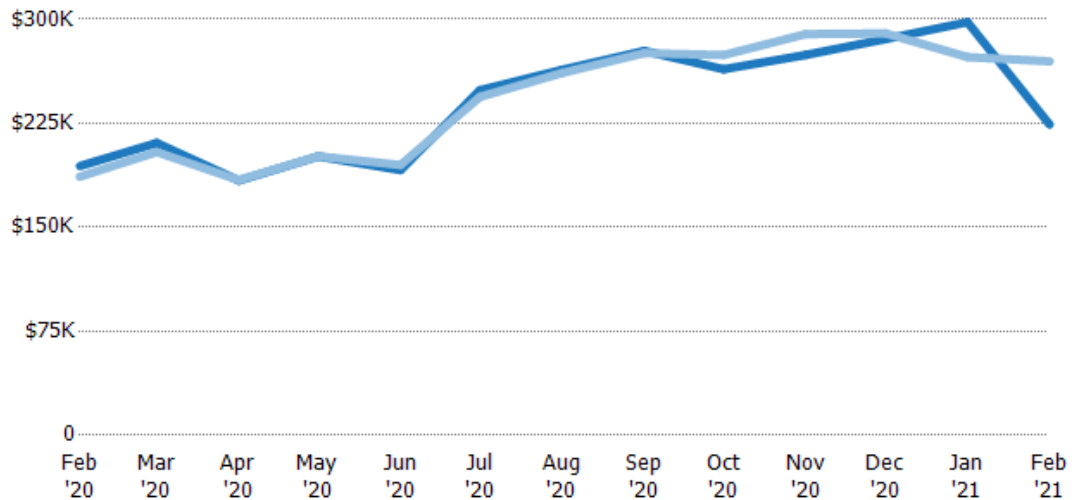
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$183K	\$169K	\$159K	\$160K	\$169K	\$195K	\$205K	\$239K	\$225K	\$249K	\$207K	\$200K	\$190K
Median Sales Price	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$230K	\$215K	\$241K	\$218K	\$192K	\$185K
Med Sales Price as a % of Med List Price	96%	98%	97%	99%	98%	99%	93%	96%	96%	97%	105%	96%	97%

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



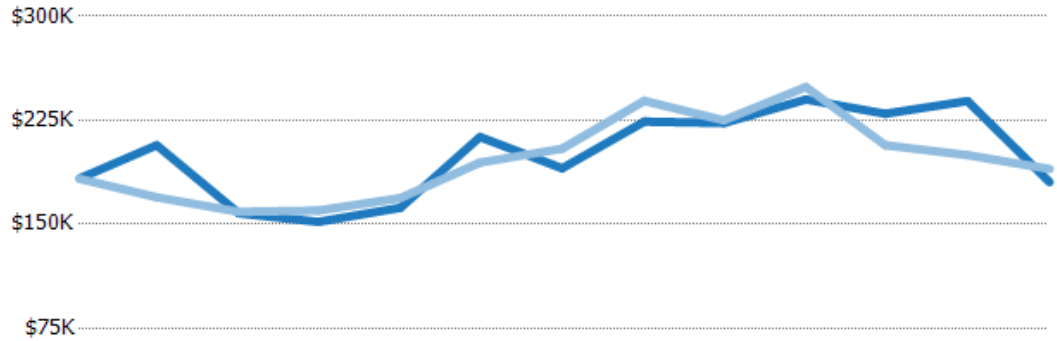
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$194K	\$211K	\$184K	\$201K	\$191K	\$249K	\$264K	\$277K	\$264K	\$274K	\$286K	\$298K	\$224K
Avg Sales Price	\$187K	\$204K	\$184K	\$201K	\$195K	\$244K	\$261K	\$276K	\$274K	\$289K	\$290K	\$273K	\$270K
Avg Sales Price as a % of Avg Est Value	96%	97%	100%	100%	102%	98%	99%	99%	104%	105%	101%	92%	120%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$183K	\$207K	\$158K	\$152K	\$162K	\$213K	\$190K	\$224K	\$223K	\$240K	\$230K	\$239K	\$180K
Median Sales Price	\$183K	\$169K	\$159K	\$160K	\$169K	\$195K	\$205K	\$239K	\$225K	\$249K	\$207K	\$200K	\$190K
Med Sales Price as a % of Med Est Value	100%	82%	101%	105%	104%	91%	107%	107%	101%	104%	90%	84%	105%