

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	98	27	+263%	299	224	+33.5%
New Listing Volume	\$34,868,200	\$7,807,500	+346.6%	\$105,199,999	\$54,413,204	+93.3%
Active Listing Count	147	371	-60.4%	N/A	N/A	
Active Listing Volume	\$77,603,899	\$122,089,138	-36.4%	N/A	N/A	
Average Listing Price	\$527,918	\$329,081	+60.4%	\$470,640	\$326,533	+44.1%
Median Listing Price	\$299,900	\$209,000	+43.5%	\$274,253	\$215,044	+27.5%
Median Days in RPR	57	201	-71.6%	97.33	181.37	-46.3%
Months of Inventory	1.8	9.3	-81.1%	3.7	8.2	-54.6%
Absorption Rate	57.14%	10.78%	+46.4%	26.73%	12.14%	+14.6%
Sales Activity Charts Metrics						
New Pending Sales Count	94	38	+147.4%	359	213	+68.5%
New Pending Sales Volume	\$25,349,400	\$8,830,300	+187.1%	\$102,239,663	\$42,035,392	+143.2%
Pending Sales Count	151	80	+88.8%	N/A	N/A	
Pending Sales Volume	\$42,223,100	\$18,561,393	+127.5%	N/A	N/A	
Closed Sales Count	78	39	+100%	282	170	+65.9%
Closed Sales Volume	\$23,320,150	\$6,908,400	+237.6%	\$78,386,924	\$30,467,830	+157.3%
Average Sales Price	\$298,976	\$177,138	+68.8%	\$277,968	\$179,223	+55.1%
Median Sales Price	\$225,000	\$155,000	+45.2%	\$212,943	\$159,096	+33.8%

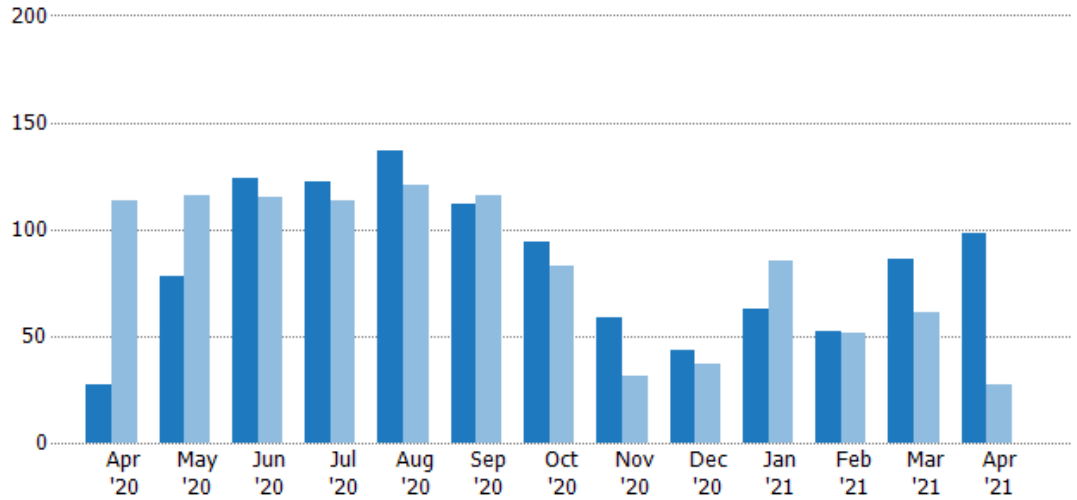
New Listings

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

Month/Year	Count	% Chg.
Apr '21	98	263%
Apr '20	27	-76.1%
Apr '19	113	-2.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	27	78	124	122	137	112	94	59	43	63	52	86	98
Prior Year	113	116	115	113	121	116	83	31	37	85	51	61	27
Percent Change from Prior Year	-76%	-33%	8%	8%	13%	-3%	13%	90%	16%	-26%	2%	41%	263%

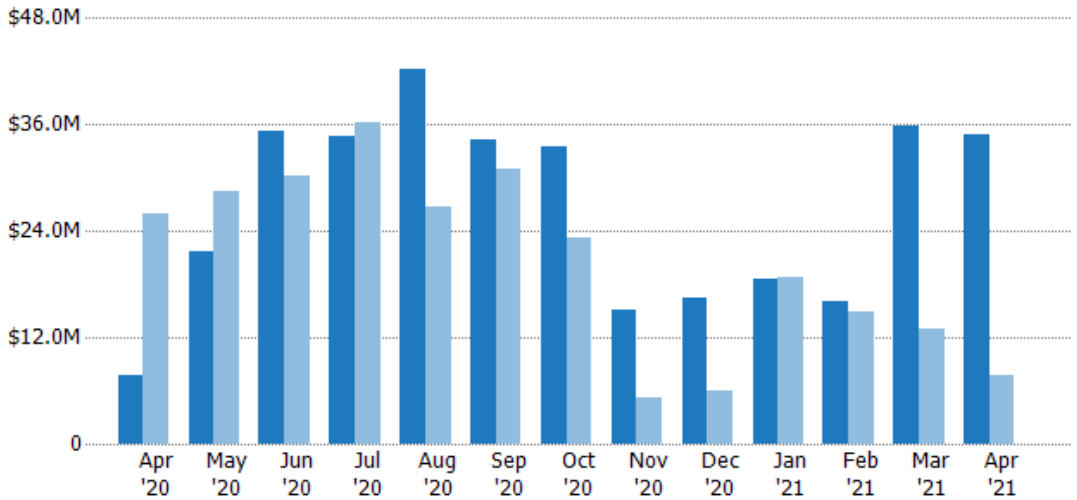
New Listing Volume

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.
Apr '21	\$34.9M	346.6%
Apr '20	\$7.81M	-69.8%
Apr '19	\$25.9M	22.8%



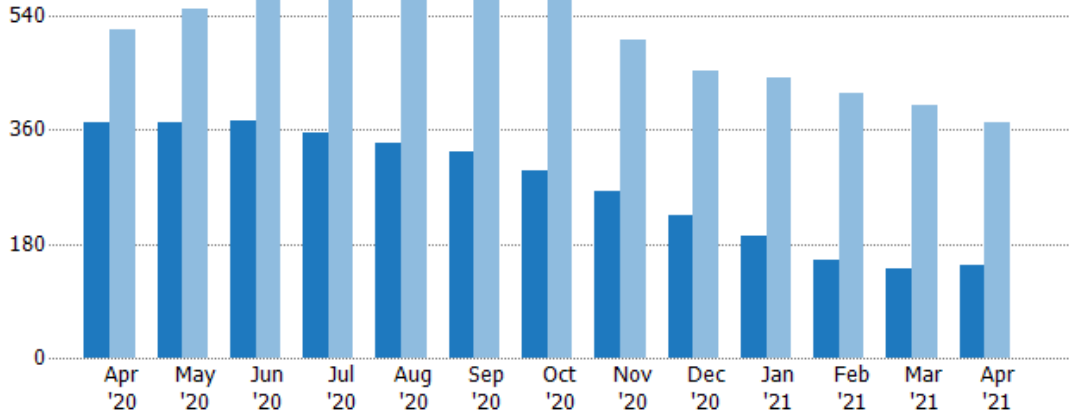
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$7.81M	\$21.6M	\$35.2M	\$34.7M	\$42.2M	\$34.3M	\$33.5M	\$15.2M	\$16.5M	\$18.6M	\$16M	\$35.8M	\$34.9M
Prior Year	\$25.9M	\$28.4M	\$30.3M	\$36.2M	\$26.7M	\$31M	\$23.1M	\$5.25M	\$6.02M	\$18.8M	\$15M	\$12.9M	\$7.81M
Percent Change from Prior Year	-70%	-24%	16%	-4%	58%	11%	45%	189%	174%	-1%	7%	178%	347%

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



Month/Year	Count	% Chg.
Apr '21	147	-60.4%
Apr '20	371	-28.2%
Apr '19	517	-2.3%

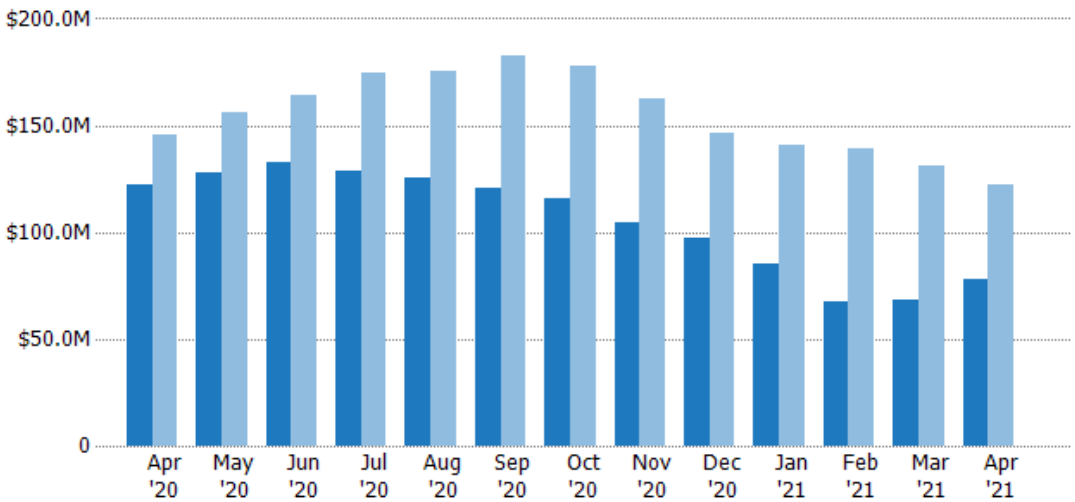
Month/Year	Count	% Chg.
Apr '21	147	-60.4%
Apr '20	371	-28.2%
Apr '19	517	-2.3%

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



Month/Year	Volume	% Chg.
Apr '21	\$77.6M	-36.4%
Apr '20	\$122M	-16%
Apr '19	\$145M	-7.2%

Month/Year	Volume	% Chg.
Apr '21	\$77.6M	-36.4%
Apr '20	\$122M	-16%
Apr '19	\$145M	-7.2%

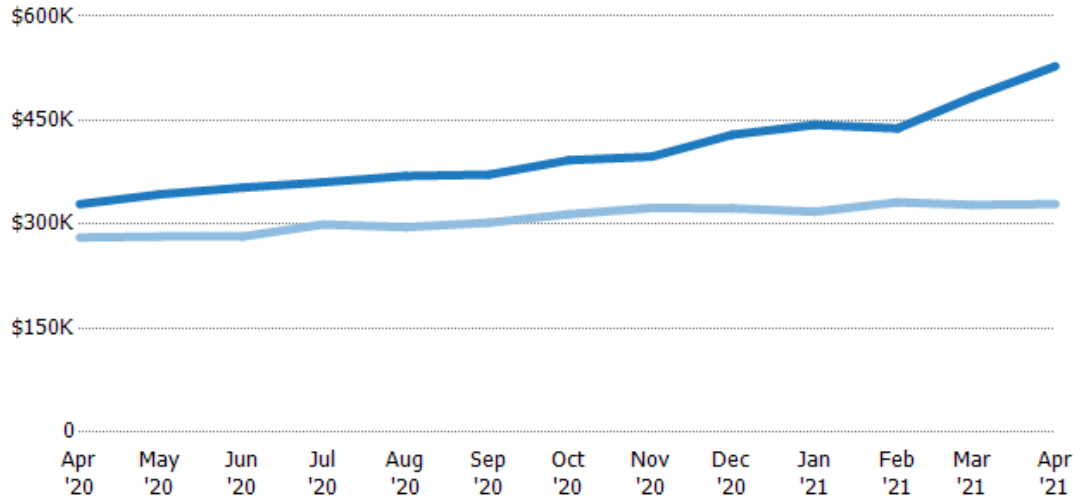
Average Listing Price

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.
Apr '21	\$528K	60.4%
Apr '20	\$329K	17.1%
Apr '19	\$281K	-5%



Current Year	\$329K	\$343K	\$353K	\$361K	\$370K	\$372K	\$392K	\$398K	\$429K	\$443K	\$438K	\$483K	\$528K
Prior Year	\$281K	\$282K	\$282K	\$300K	\$296K	\$302K	\$314K	\$324K	\$323K	\$318K	\$332K	\$328K	\$329K
Percent Change from Prior Year	17%	22%	25%	20%	25%	23%	25%	23%	33%	39%	32%	47%	60%

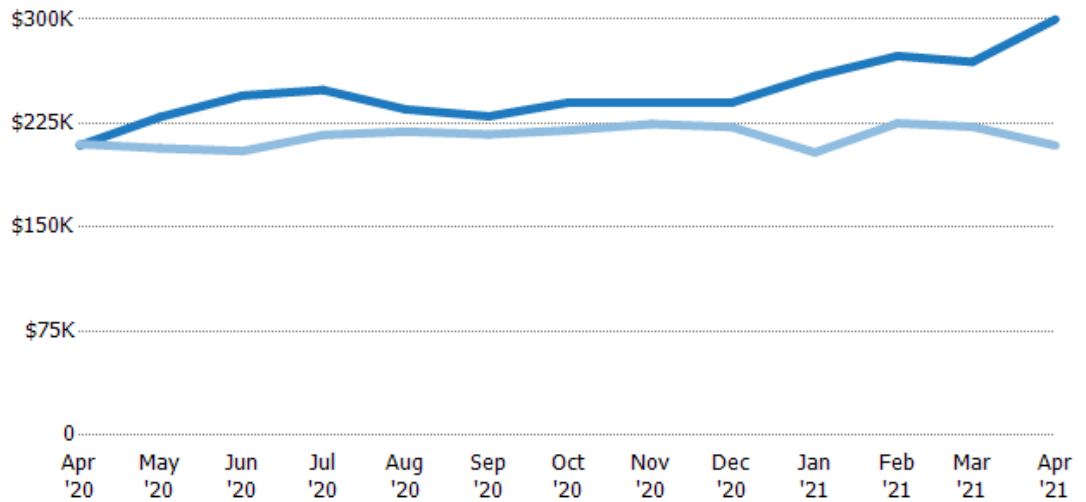
Median Listing Price

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.
Apr '21	\$300K	43.5%
Apr '20	\$209K	-0.5%
Apr '19	\$210K	-11.9%



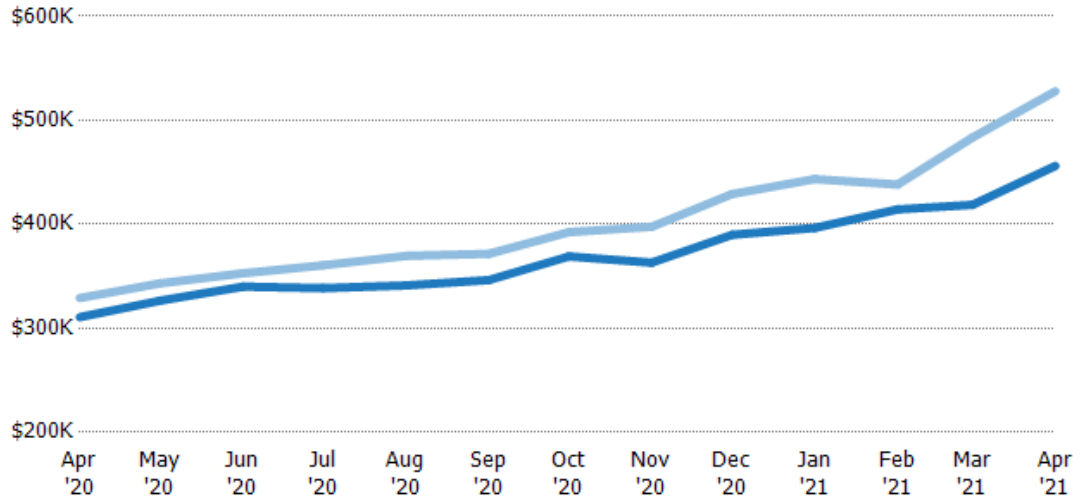
Current Year	\$209K	\$230K	\$245K	\$249K	\$235K	\$230K	\$240K	\$240K	\$240K	\$259K	\$274K	\$269K	\$300K
Prior Year	\$210K	\$207K	\$205K	\$217K	\$219K	\$217K	\$220K	\$224K	\$222K	\$204K	\$225K	\$223K	\$209K
Percent Change from Prior Year	0%	11%	20%	15%	7%	6%	9%	7%	8%	27%	22%	21%	43%

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

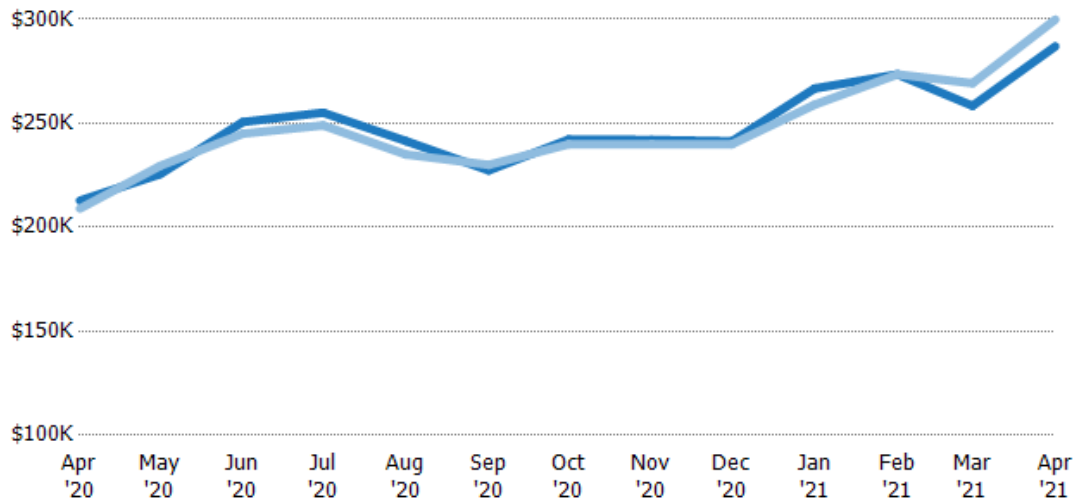


Median Listing Price vs Median Est Value

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

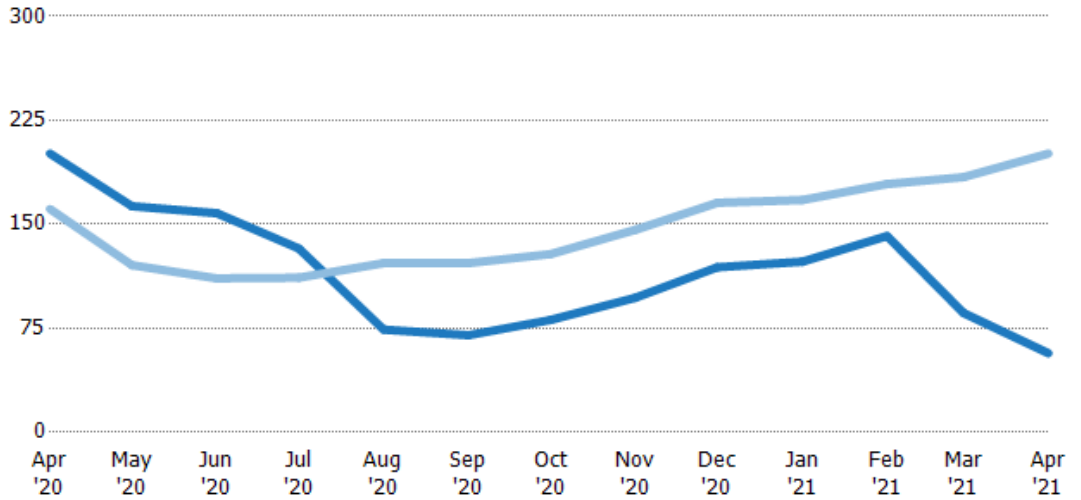


Median Days in RPR

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



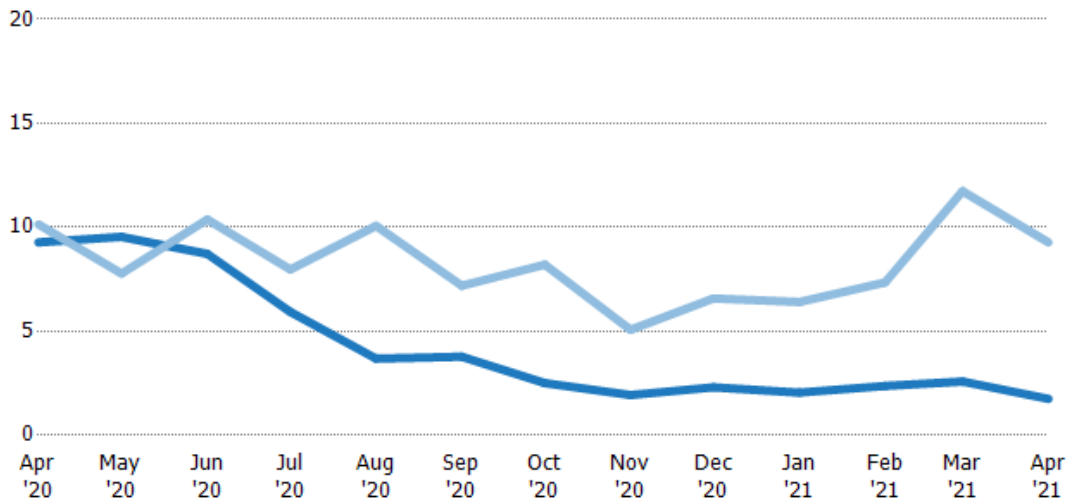
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	201	163	158	133	74	70	81	97	119	123	142	86	57
Prior Year	161	121	111	112	122	122	129	146	166	168	179	184	201
Percent Change from Prior Year	25%	35%	42%	19%	-39%	-43%	-37%	-34%	-28%	-27%	-21%	-53%	-72%

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



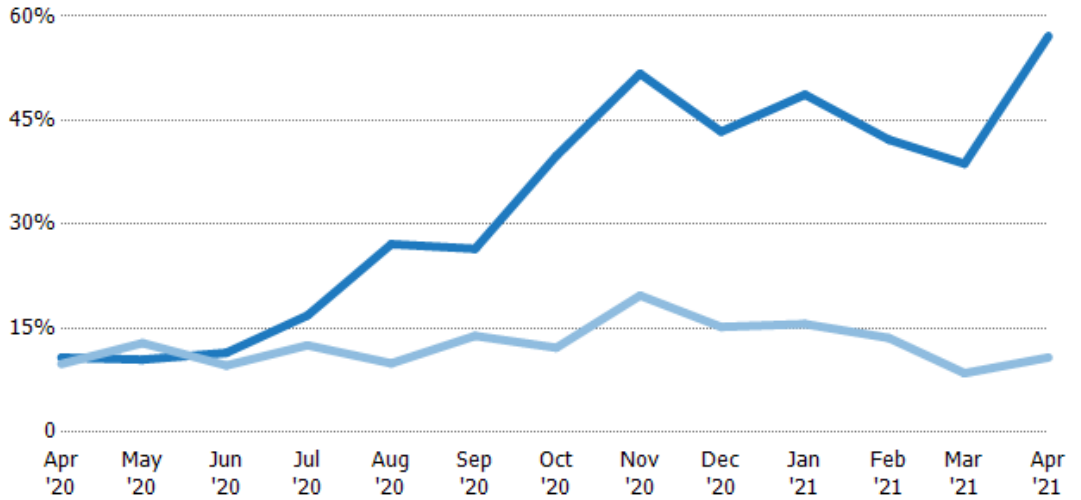
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	9.28	9.54	8.72	5.93	3.68	3.78	2.51	1.93	2.31	2.05	2.37	2.58	1.75
Prior Year	10.1	7.77	10.4	7.97	10.1	7.19	8.2	5.07	6.58	6.41	7.35	11.7	9.28
Percent Change from Prior Year	-9%	23%	-16%	-26%	-63%	-47%	-69%	-62%	-65%	-68%	-68%	-78%	-81%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



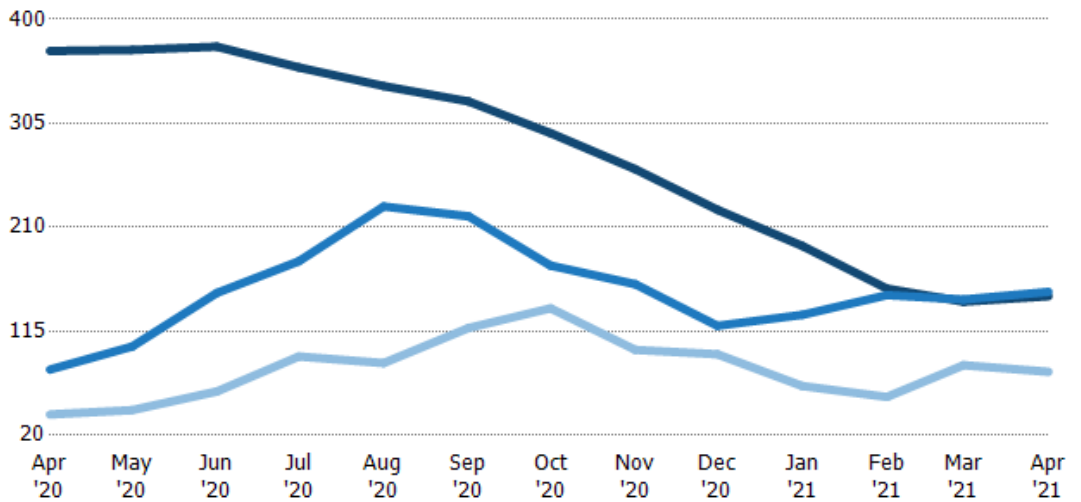
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	11%	10%	11%	17%	27%	26%	40%	52%	43%	49%	42%	39%	57%
Prior Year	10%	13%	10%	13%	10%	14%	12%	20%	15%	16%	14%	9%	11%
Change from Prior Year	-1%	2%	-2%	-4%	-17%	-13%	-28%	-32%	-28%	-33%	-29%	-30%	-46%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	371	372	375	356	339	325	296	263	226	193	154	142	147
Pending	80	101	150	179	229	220	175	158	120	130	148	144	151
Sold	39	43	60	92	86	118	136	98	94	65	55	84	78

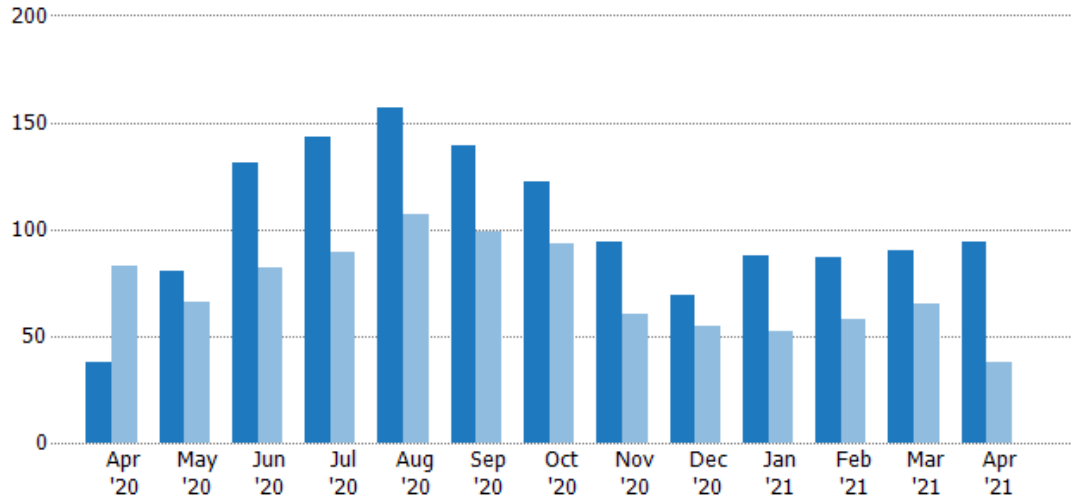
New Pending Sales

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.
Apr '21	94	147.4%
Apr '20	38	-54.2%
Apr '19	83	-33.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	38	80	131	143	157	139	122	94	69	88	87	90	94
Prior Year	83	66	82	89	107	99	93	60	55	52	58	65	38
Percent Change from Prior Year	-54%	21%	60%	61%	47%	40%	31%	57%	25%	69%	50%	38%	147%

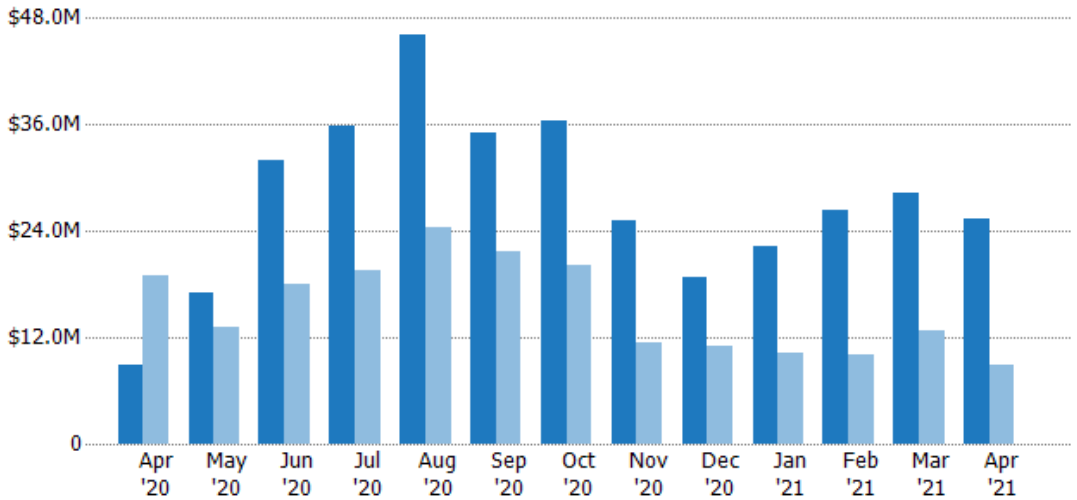
New Pending Sales Volume

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.
Apr '21	\$25.3M	187.1%
Apr '20	\$8.83M	-53.6%
Apr '19	\$19M	-39.5%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$8.83M	\$17M	\$31.9M	\$35.9M	\$46.1M	\$35.1M	\$36.5M	\$25.1M	\$18.8M	\$22.3M	\$26.2M	\$28.4M	\$25.3M
Prior Year	\$19M	\$13.1M	\$18.1M	\$19.6M	\$24.4M	\$21.6M	\$20.1M	\$11.4M	\$11M	\$10.3M	\$10.1M	\$12.8M	\$8.83M
Percent Change from Prior Year	-54%	30%	77%	83%	89%	62%	82%	120%	71%	116%	161%	121%	187%

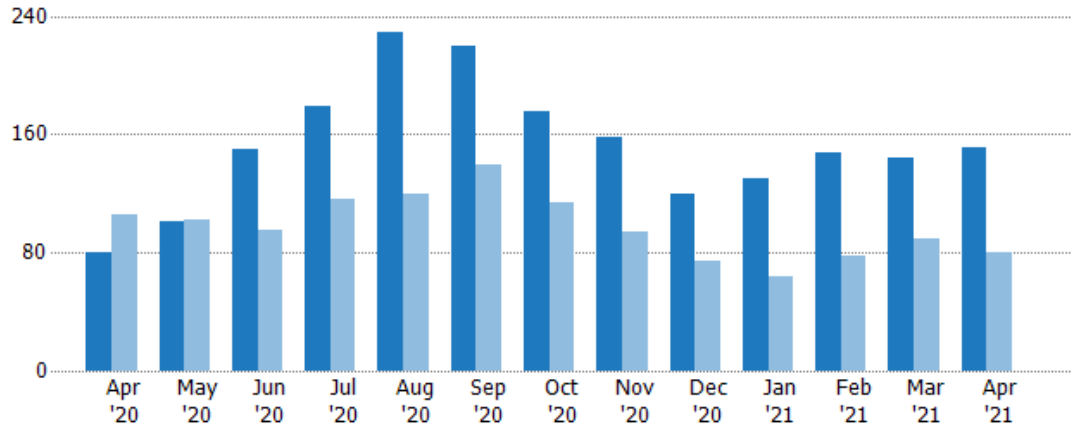
Pending Sales

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

Month/Year	Count	% Chg.
Apr '21	151	88.8%
Apr '20	80	-24.5%
Apr '19	106	-23.6%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	80	101	150	179	229	220	175	158	120	130	148	144	151
Prior Year	106	102	95	116	120	139	114	94	74	64	78	89	80
Percent Change from Prior Year	-25%	-1%	58%	54%	91%	58%	54%	68%	62%	103%	90%	62%	89%

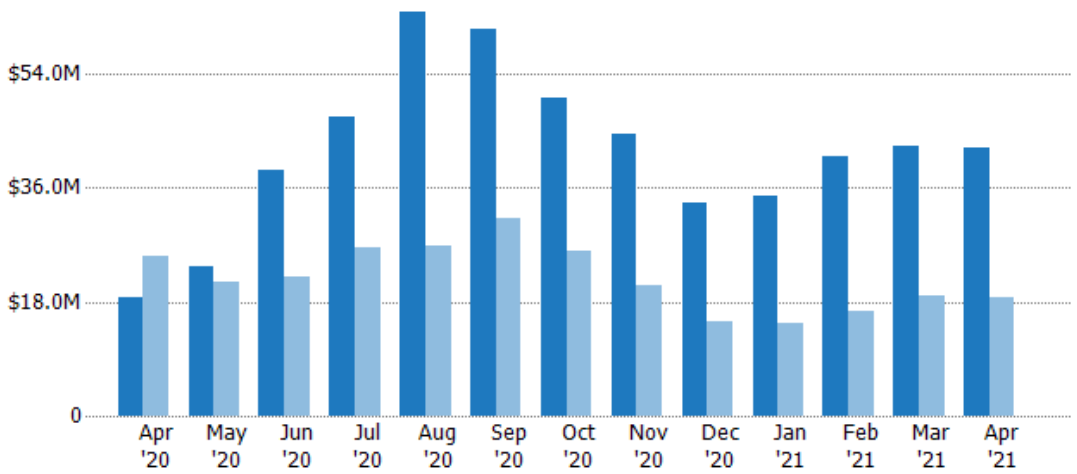
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$42.2M	127.5%
Apr '20	\$18.6M	-26.2%
Apr '19	\$25.1M	-38.6%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$18.6M	\$23.5M	\$38.8M	\$47.3M	\$63.7M	\$61.1M	\$50.3M	\$44.4M	\$33.5M	\$34.7M	\$40.8M	\$42.6M	\$42.2M
Prior Year	\$25.1M	\$21.1M	\$21.8M	\$26.6M	\$26.9M	\$31.2M	\$26.1M	\$20.7M	\$15M	\$14.5M	\$16.4M	\$18.9M	\$18.6M
Percent Change from Prior Year	-26%	11%	78%	78%	137%	96%	93%	114%	123%	139%	148%	126%	127%

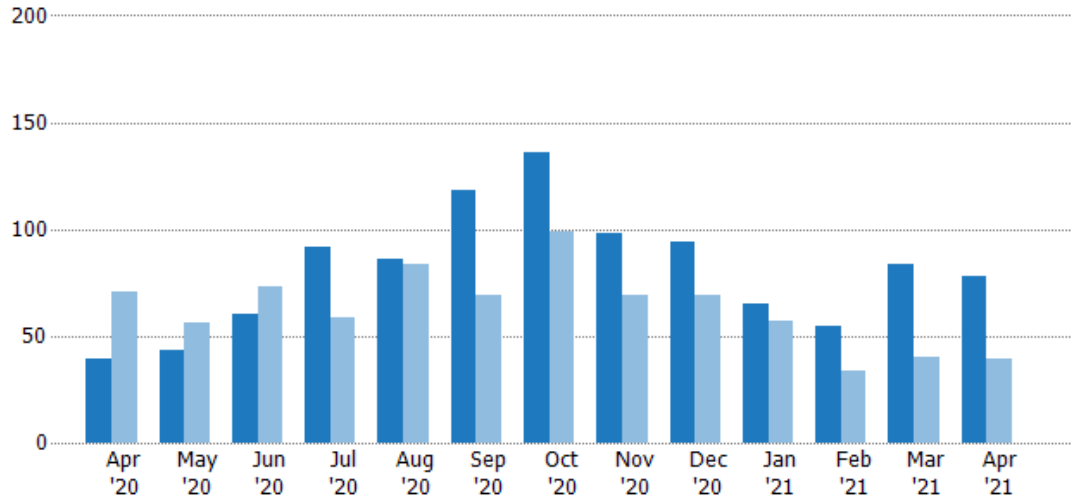
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Apr '21	78	100%
Apr '20	39	-45.1%
Apr '19	71	-43.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	39	43	60	92	86	118	136	98	94	65	55	84	78
Prior Year	71	56	73	59	84	69	99	69	69	57	34	40	39
Percent Change from Prior Year	-45%	-23%	-18%	56%	2%	71%	37%	42%	36%	14%	62%	110%	100%

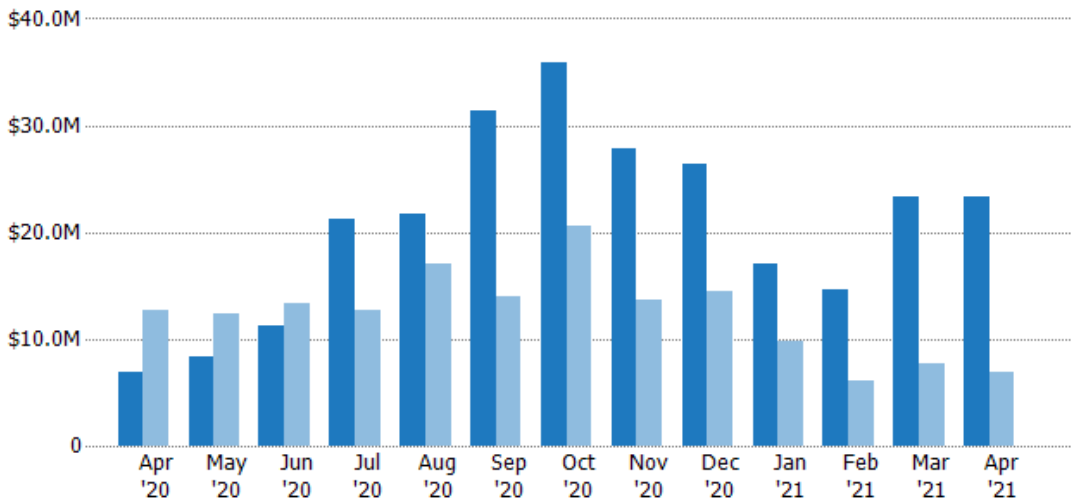
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$23.3M	237.6%
Apr '20	\$6.91M	-45.8%
Apr '19	\$12.8M	-47.1%



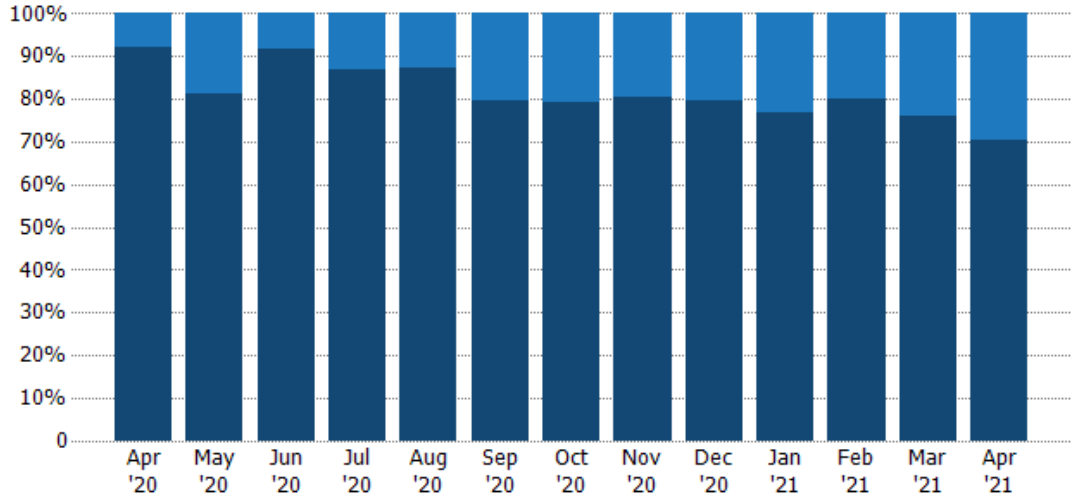
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$6.91M	\$8.28M	\$11.2M	\$21.2M	\$21.7M	\$31.4M	\$35.9M	\$27.8M	\$26.4M	\$17M	\$14.6M	\$23.4M	\$23.3M
Prior Year	\$12.8M	\$12.4M	\$13.4M	\$12.8M	\$17M	\$13.9M	\$20.6M	\$13.7M	\$14.5M	\$9.76M	\$6.08M	\$7.72M	\$6.91M
Percent Change from Prior Year	-46%	-33%	-16%	66%	27%	125%	74%	103%	82%	75%	141%	203%	238%

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



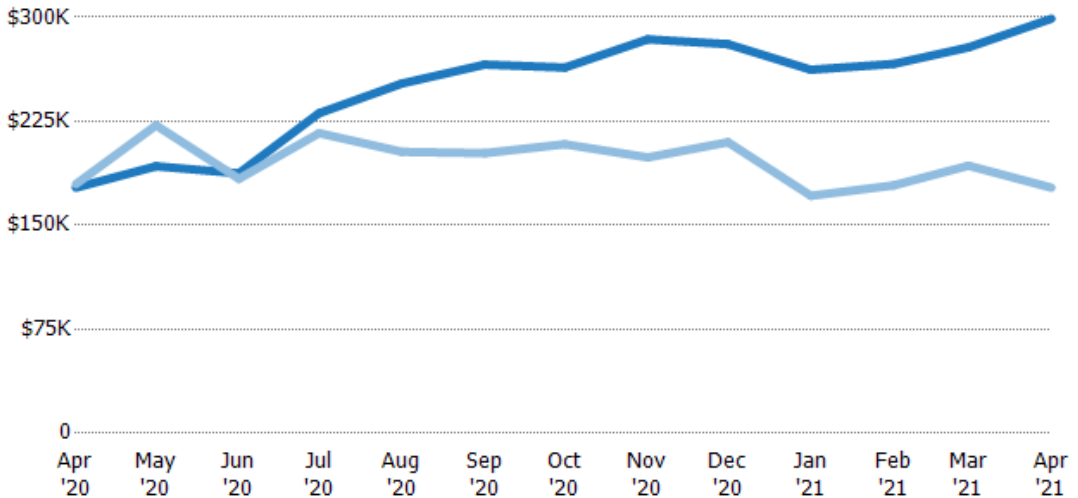
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Condo/Townhouse	8%	19%	8%	13%	13%	20%	21%	19%	20%	23%	20%	24%	29%
Single Family Residence	92%	81%	92%	87%	87%	80%	79%	81%	80%	77%	80%	76%	71%

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.
Apr '21	\$299K	68.8%
Apr '20	\$177K	-1.4%
Apr '19	\$180K	-6.1%

Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$177K	\$193K	\$187K	\$231K	\$252K	\$266K	\$264K	\$284K	\$281K	\$262K	\$266K	\$278K	\$299K
Prior Year	\$180K	\$222K	\$184K	\$216K	\$203K	\$202K	\$208K	\$199K	\$210K	\$171K	\$179K	\$193K	\$177K
Percent Change from Prior Year	-1%	-13%	2%	7%	24%	32%	27%	43%	34%	53%	49%	44%	69%

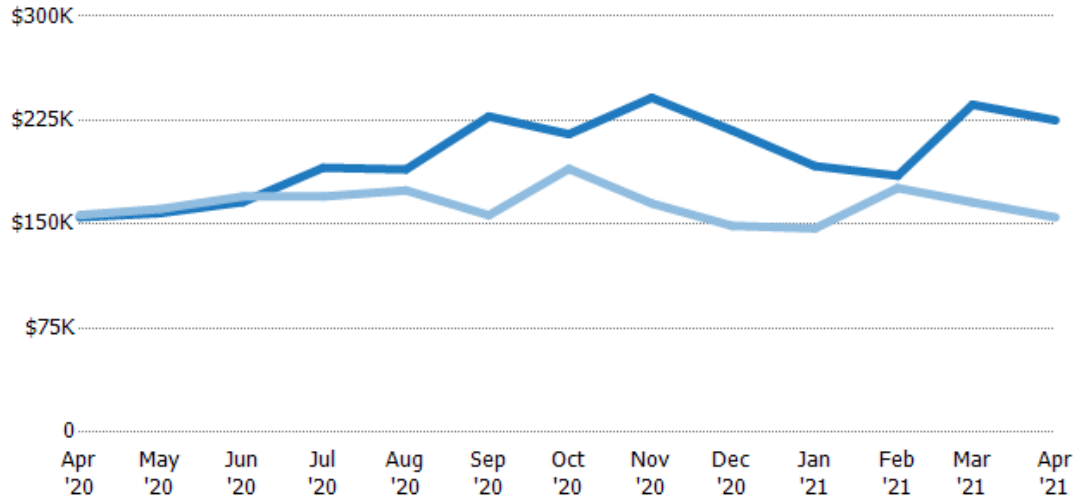
Median Sales Price

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.
Apr '21	\$225K	45.2%
Apr '20	\$155K	-1.1%
Apr '19	\$157K	-7.6%



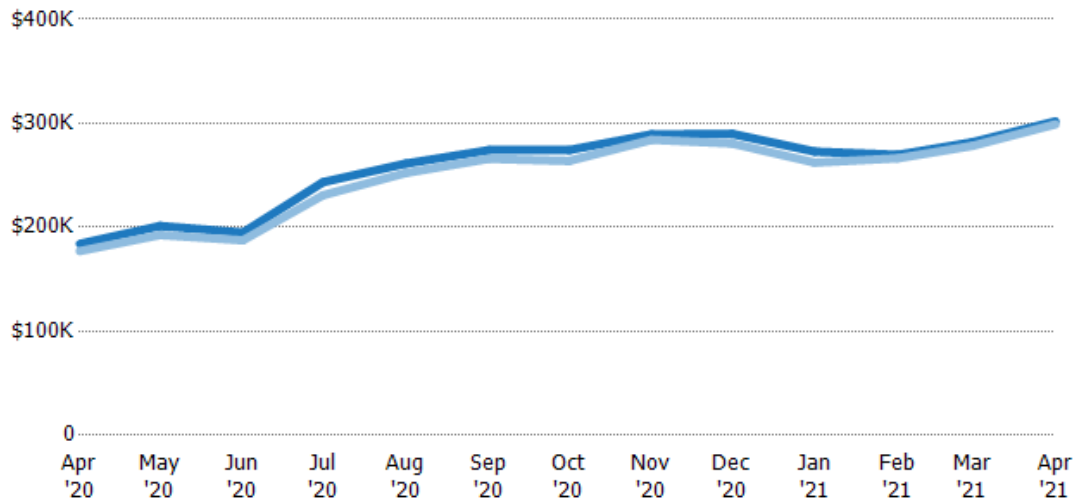
Current Year	\$155K	\$158K	\$166K	\$191K	\$190K	\$228K	\$215K	\$241K	\$218K	\$192K	\$185K	\$236K	\$225K
Prior Year	\$157K	\$161K	\$170K	\$170K	\$174K	\$157K	\$190K	\$165K	\$149K	\$147K	\$176K	\$166K	\$155K
Percent Change from Prior Year	-1%	-2%	-2%	12%	9%	46%	13%	46%	46%	31%	5%	42%	45%

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



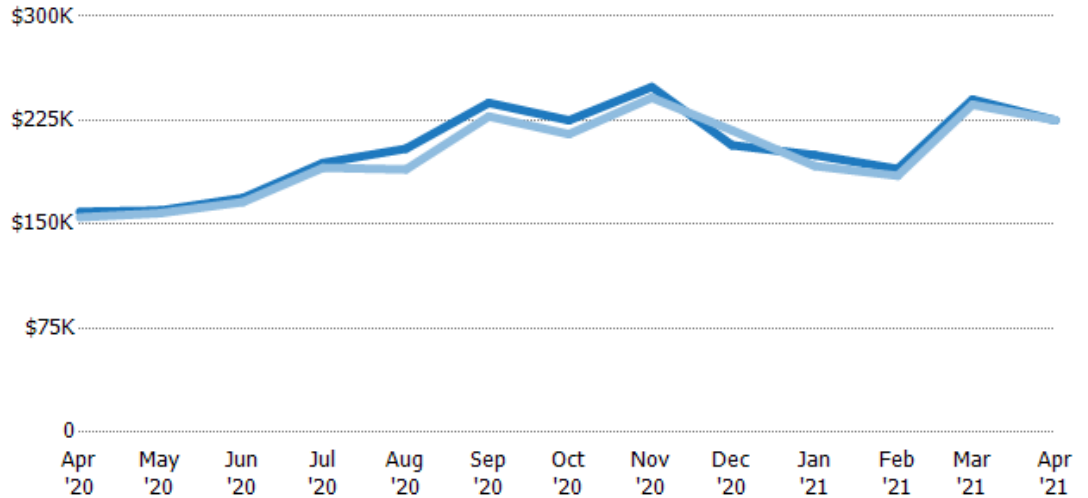
Avg List Price	\$184K	\$201K	\$195K	\$243K	\$261K	\$274K	\$274K	\$289K	\$290K	\$273K	\$270K	\$282K	\$302K
Avg Sales Price	\$177K	\$193K	\$187K	\$231K	\$252K	\$266K	\$264K	\$284K	\$281K	\$262K	\$266K	\$278K	\$299K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	95%	97%	97%	96%	98%	97%	96%	99%	99%	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



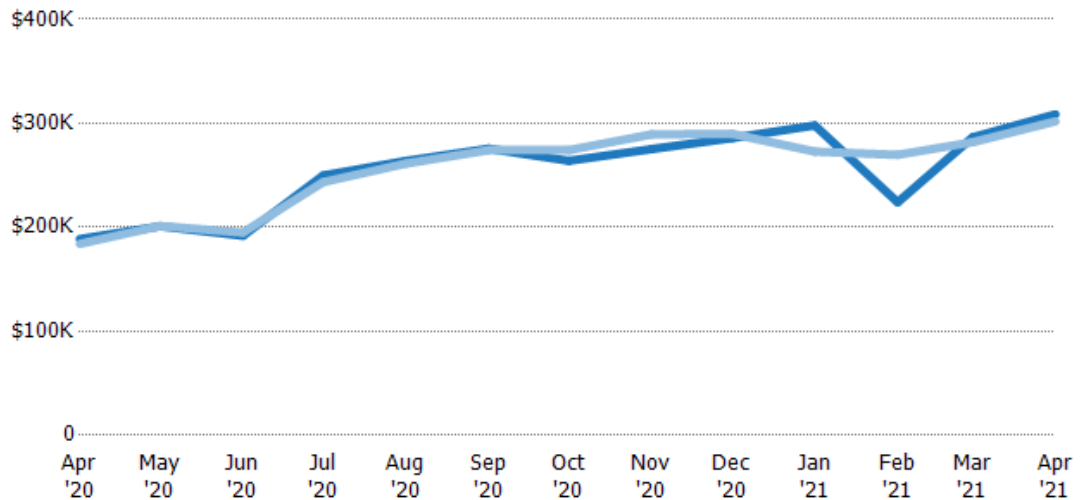
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$159K	\$160K	\$169K	\$194K	\$205K	\$238K	\$225K	\$249K	\$207K	\$200K	\$190K	\$240K	\$225K
Median Sales Price	\$155K	\$158K	\$166K	\$191K	\$190K	\$228K	\$215K	\$241K	\$218K	\$192K	\$185K	\$236K	\$225K
Med Sales Price as a % of Med List Price	97%	99%	98%	98%	93%	96%	96%	97%	105%	96%	97%	98%	100%

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



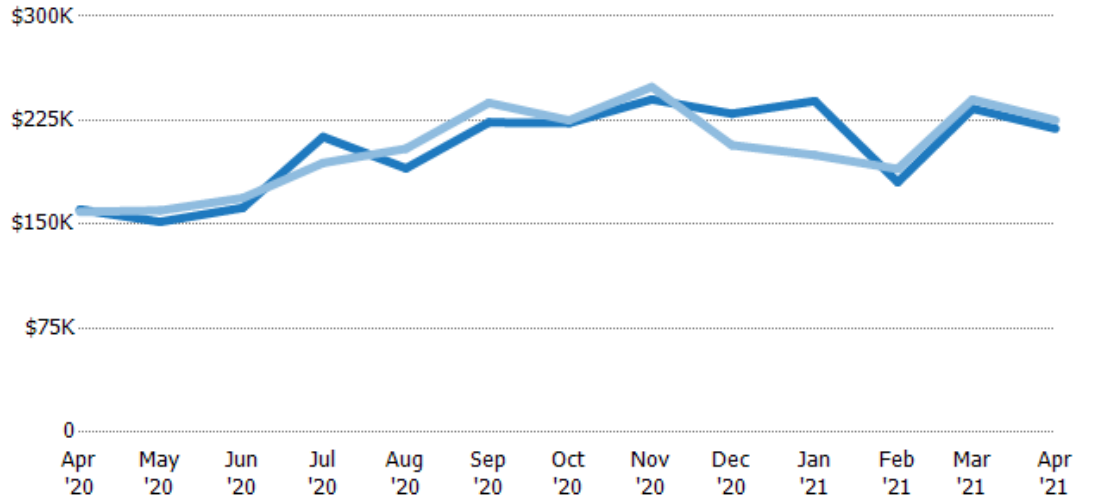
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$189K	\$201K	\$192K	\$250K	\$264K	\$276K	\$264K	\$275K	\$286K	\$298K	\$224K	\$286K	\$309K
Avg Sales Price	\$184K	\$201K	\$195K	\$243K	\$261K	\$274K	\$274K	\$289K	\$290K	\$273K	\$270K	\$282K	\$302K
Avg Sales Price as a % of Avg Est Value	98%	100%	102%	97%	99%	99%	104%	105%	101%	92%	120%	98%	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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$161K	\$152K	\$162K	\$213K	\$190K	\$223K	\$223K	\$240K	\$230K	\$239K	\$180K	\$233K	\$219K
Median Sales Price	\$159K	\$160K	\$169K	\$194K	\$205K	\$238K	\$225K	\$249K	\$207K	\$200K	\$190K	\$240K	\$225K
Med Sales Price as a % of Med Est Value	99%	105%	104%	91%	107%	106%	101%	104%	90%	84%	105%	103%	103%