

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	107	78	+37.2%	402	303	+32.7%
New Listing Volume	\$39,376,100	\$21,634,113	+82%	\$142,921,489	\$76,473,217	+86.9%
Active Listing Count	84	385	-78.2%	N/A	N/A	
Active Listing Volume	\$39,412,800	\$136,619,605	-71.2%	N/A	N/A	
Average Listing Price	\$469,200	\$354,856	+32.2%	\$472,885	\$338,413	+39.7%
Median Listing Price	\$249,000	\$235,000	+6%	\$268,781	\$222,782	+20.6%
Median Days in RPR	16.5	177	-90.7%	89.68	182.01	-50.7%
Months of Inventory	1.1	9.9	-89.1%	3.6	8.3	-56.3%
Absorption Rate	92.86%	10.13%	+82.7%	27.59%	12.06%	+15.5%
Sales Activity Charts Metrics						
New Pending Sales Count	103	80	+28.8%	461	293	+57.3%
New Pending Sales Volume	\$38,364,700	\$17,038,676	+125.2%	\$140,535,463	\$59,074,068	+137.9%
Pending Sales Count	44	101	-56.4%	N/A	N/A	
Pending Sales Volume	\$17,720,300	\$23,470,969	-24.5%	N/A	N/A	
Closed Sales Count	66	43	+53.5%	347	213	+62.9%
Closed Sales Volume	\$19,768,482	\$8,280,500	+138.7%	\$98,176,906	\$38,748,330	+153.4%
Average Sales Price	\$299,522	\$192,570	+55.5%	\$282,931	\$181,917	+55.5%
Median Sales Price	\$240,000	\$158,000	+51.9%	\$219,114	\$158,874	+37.9%

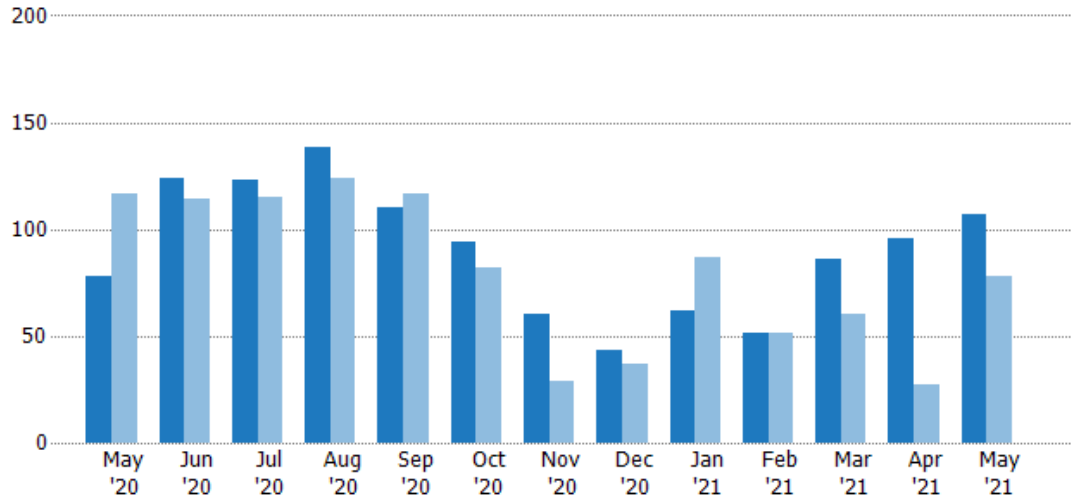
New Listings

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.
May '21	107	37.2%
May '20	78	-33.3%
May '19	117	12%



Current Year	78	124	123	138	110	94	60	43	62	51	86	96	107
Prior Year	117	114	115	124	117	82	29	37	87	51	60	27	78
Percent Change from Prior Year	-33%	9%	7%	11%	-6%	15%	107%	16%	-29%	0%	43%	256%	37%

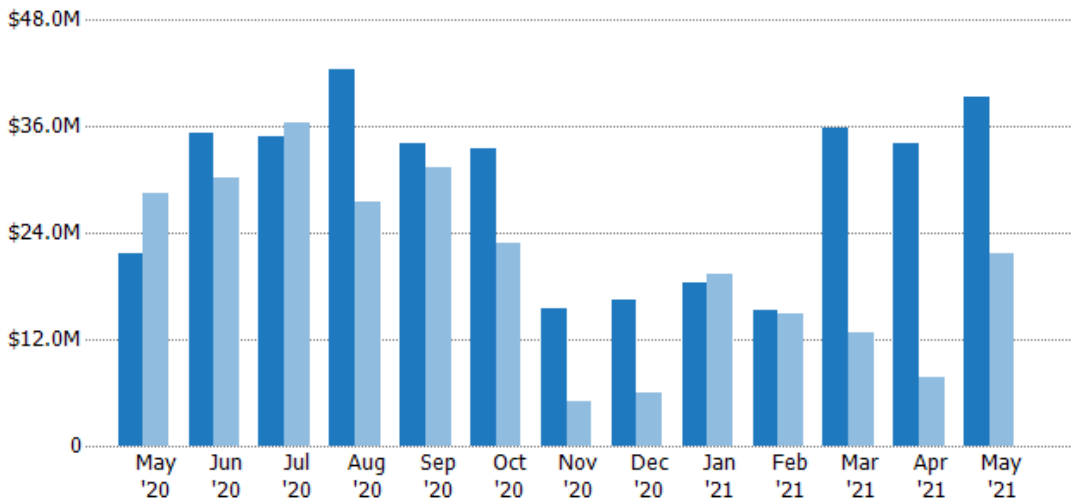
New Listing Volume

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.
May '21	\$39.4M	82%
May '20	\$21.6M	-24.2%
May '19	\$28.6M	-2.8%



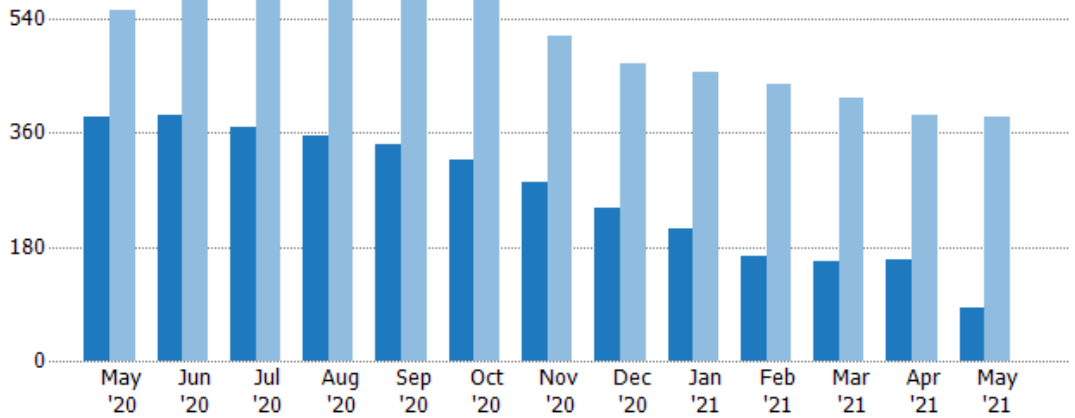
Current Year	\$21.6M	\$35.4M	\$34.8M	\$42.4M	\$34M	\$33.5M	\$15.5M	\$16.5M	\$18.3M	\$15.4M	\$35.8M	\$34M	\$39.4M
Prior Year	\$28.6M	\$30.3M	\$36.4M	\$27.4M	\$31.3M	\$22.9M	\$5M	\$6.02M	\$19.3M	\$15M	\$12.7M	\$7.81M	\$21.6M
Percent Change from Prior Year	-24%	17%	-4%	55%	9%	46%	209%	174%	-5%	3%	181%	336%	82%

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



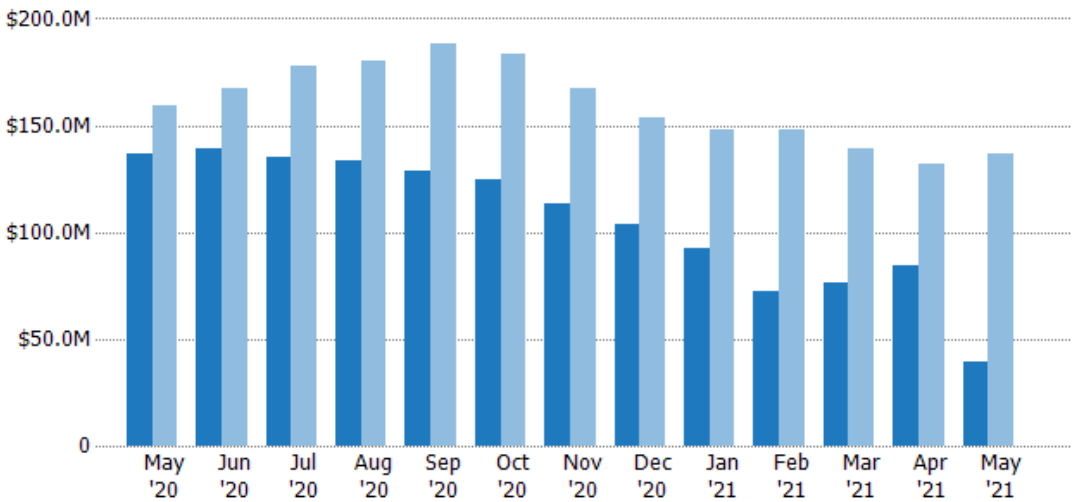
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	385	388	370	356	342	316	282	241	208	164	156	160	84
Prior Year	554	586	587	604	616	575	512	468	457	436	415	388	385
Percent Change from Prior Year	-31%	-34%	-37%	-41%	-44%	-45%	-45%	-49%	-54%	-62%	-62%	-59%	-78%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$137M	\$139M	\$135M	\$134M	\$128M	\$125M	\$113M	\$104M	\$92.2M	\$72.7M	\$76.1M	\$84.6M	\$39.4M
Prior Year	\$159M	\$167M	\$178M	\$180M	\$188M	\$183M	\$168M	\$154M	\$148M	\$148M	\$140M	\$132M	\$137M
Percent Change from Prior Year	-14%	-17%	-24%	-26%	-32%	-32%	-33%	-32%	-38%	-51%	-45%	-36%	-71%

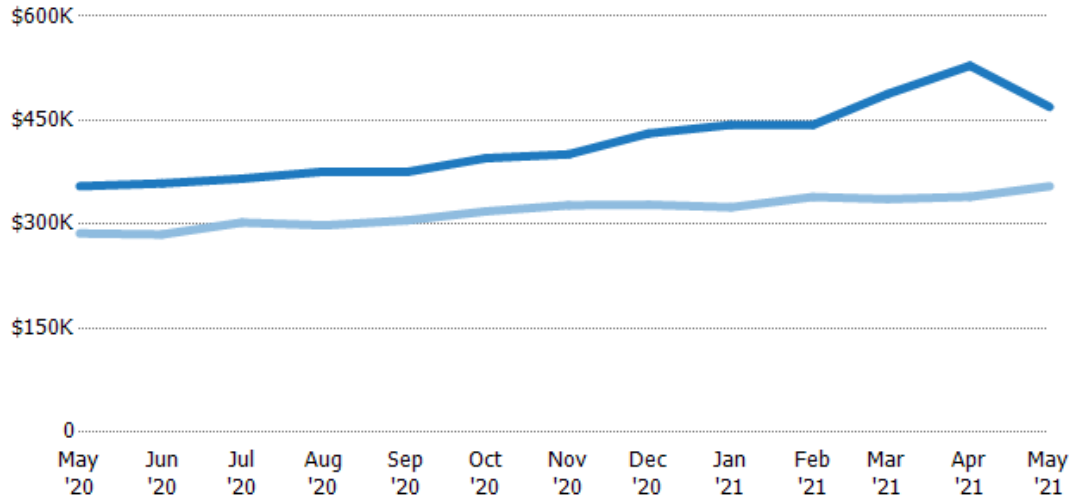
Average Listing Price

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.
May '21	\$469K	32.2%
May '20	\$355K	23.7%
May '19	\$287K	-6.7%



Current Year	\$355K	\$359K	\$366K	\$376K	\$375K	\$395K	\$401K	\$431K	\$443K	\$443K	\$488K	\$529K	\$469K
Prior Year	\$287K	\$285K	\$302K	\$298K	\$306K	\$319K	\$327K	\$328K	\$324K	\$339K	\$336K	\$340K	\$355K
Percent Change from Prior Year	24%	26%	21%	26%	23%	24%	22%	31%	37%	31%	45%	56%	32%

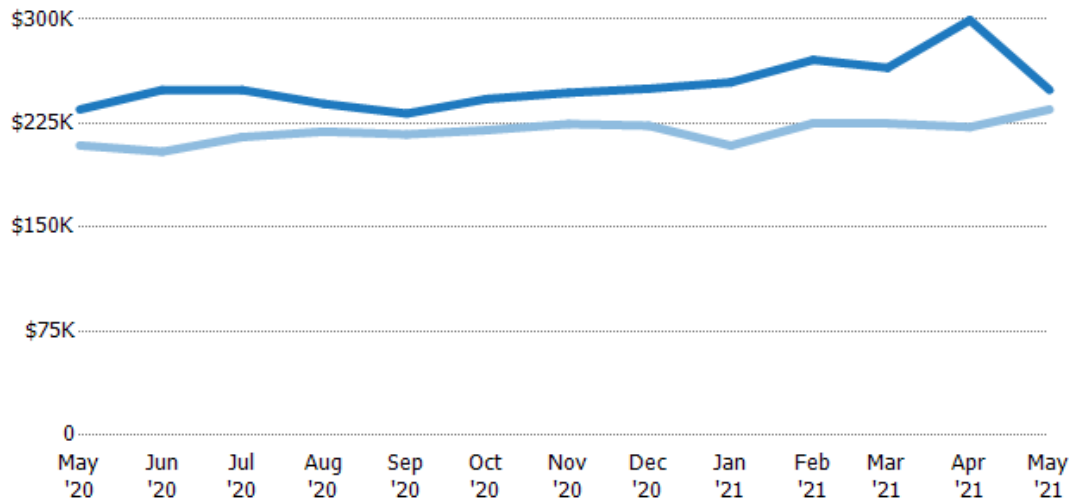
Median Listing Price

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.
May '21	\$249K	6%
May '20	\$235K	12.4%
May '19	\$209K	-11.5%



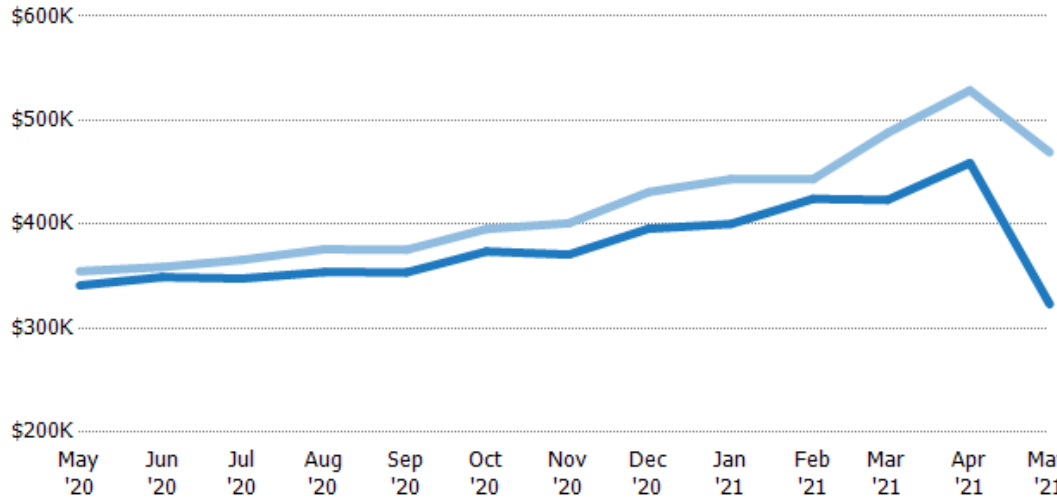
Current Year	\$235K	\$249K	\$249K	\$239K	\$232K	\$243K	\$247K	\$250K	\$255K	\$271K	\$265K	\$299K	\$249K
Prior Year	\$209K	\$205K	\$215K	\$219K	\$217K	\$220K	\$224K	\$223K	\$209K	\$225K	\$225K	\$222K	\$235K
Percent Change from Prior Year	12%	22%	16%	9%	7%	10%	10%	12%	22%	20%	18%	35%	6%

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



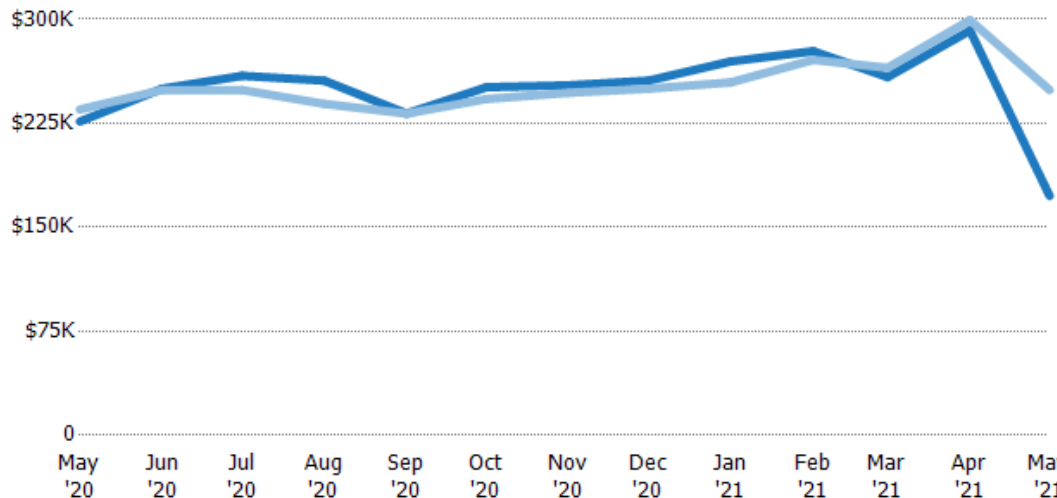
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$341K	\$349K	\$348K	\$354K	\$354K	\$374K	\$371K	\$396K	\$400K	\$424K	\$423K	\$459K	\$323K
Avg Listing Price	\$355K	\$359K	\$366K	\$376K	\$375K	\$395K	\$401K	\$431K	\$443K	\$443K	\$488K	\$529K	\$469K
Avg Listing Price as a % of Avg Est Value	104%	103%	105%	106%	106%	106%	108%	109%	111%	104%	115%	115%	145%

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



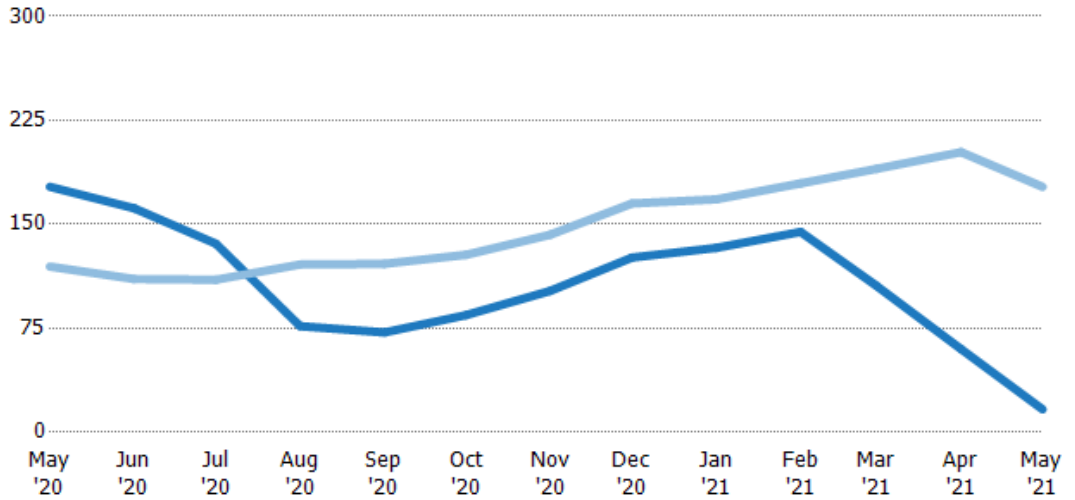
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$226K	\$250K	\$259K	\$256K	\$232K	\$251K	\$252K	\$256K	\$270K	\$277K	\$258K	\$292K	\$173K
Median Listing Price	\$235K	\$249K	\$249K	\$239K	\$232K	\$243K	\$247K	\$250K	\$255K	\$271K	\$265K	\$299K	\$249K
Med Listing Price as a % of Med Est Value	104%	100%	96%	93%	100%	97%	98%	98%	94%	98%	103%	103%	144%

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



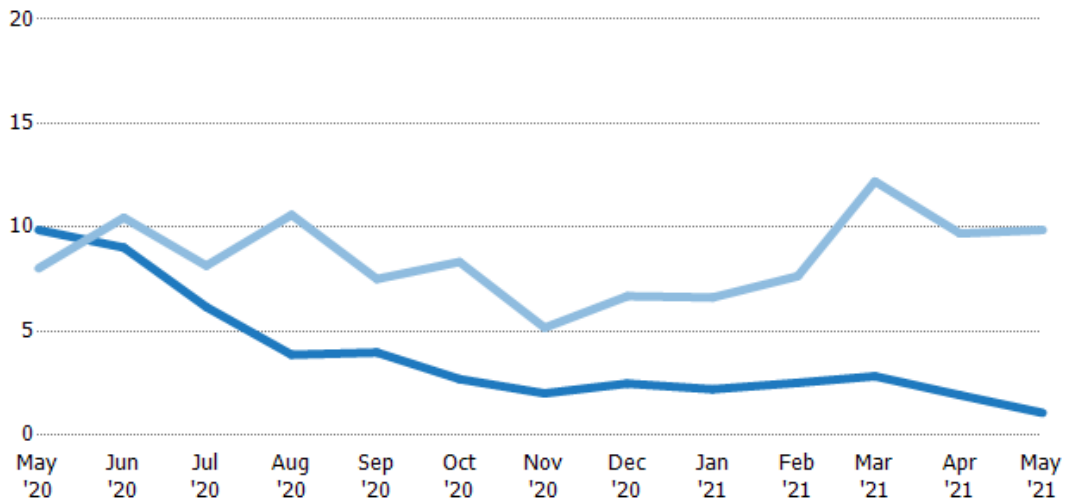
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	177	162	136	76.5	72	84.5	102	126	133	145	106	60	16.5
Prior Year	120	111	110	121	122	128	143	165	168	180	190	202	177
Percent Change from Prior Year	48%	46%	24%	-37%	-41%	-34%	-28%	-24%	-21%	-19%	-44%	-70%	-91%

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



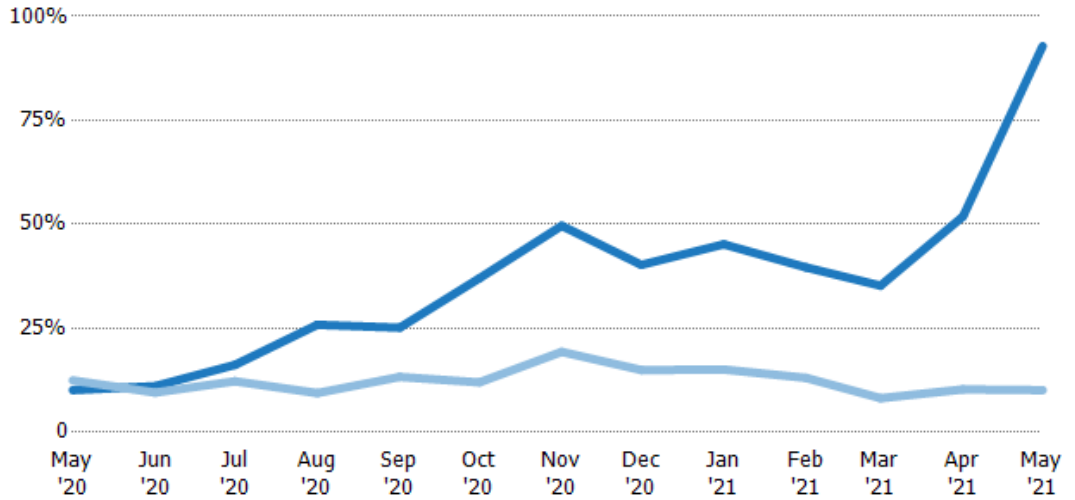
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	9.87	9.02	6.17	3.87	3.98	2.7	2.01	2.48	2.21	2.52	2.84	1.93	1.08
Prior Year	8.03	10.5	8.15	10.6	7.51	8.33	5.17	6.69	6.62	7.65	12.2	9.7	9.87
Percent Change from Prior Year	23%	-14%	-24%	-63%	-47%	-68%	-61%	-63%	-67%	-67%	-77%	-80%	-89%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



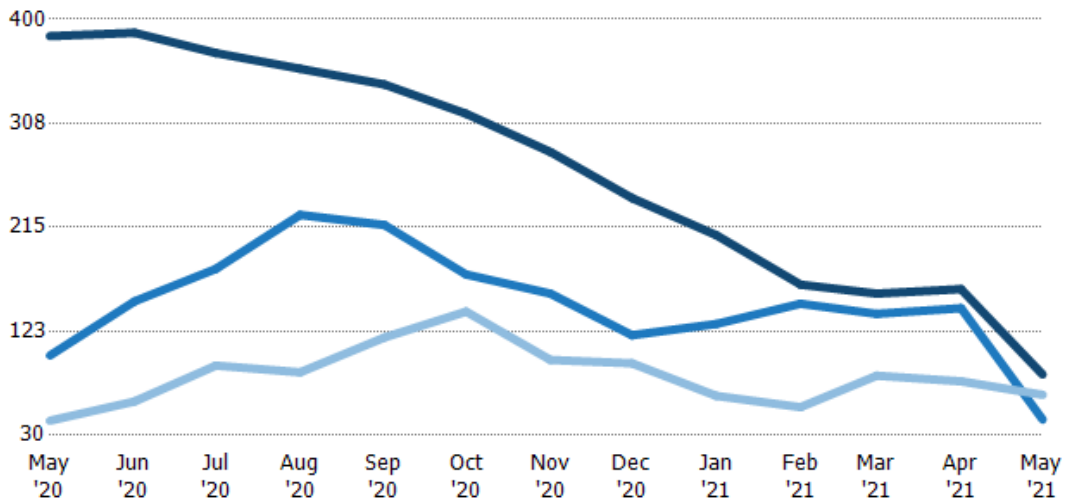
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	10%	11%	16%	26%	25%	37%	50%	40%	45%	40%	35%	52%	93%
Prior Year	12%	10%	12%	9%	13%	12%	19%	15%	15%	13%	8%	10%	10%
Change from Prior Year	2%	-2%	-4%	-16%	-12%	-25%	-30%	-25%	-30%	-27%	-27%	-42%	-83%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	385	388	370	356	342	316	282	241	208	164	156	160	84
Pending	101	149	178	226	217	173	156	119	129	147	138	143	44
Sold	43	60	92	86	117	140	97	94	65	55	83	78	66

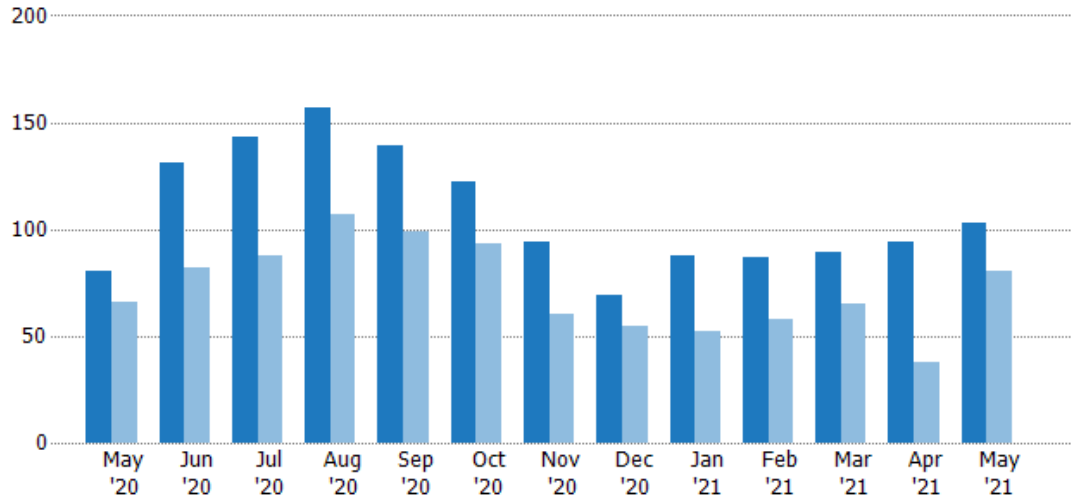
New Pending Sales

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.
May '21	103	28.8%
May '20	80	21.2%
May '19	66	9.1%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	80	131	143	157	139	122	94	69	88	87	89	94	103
Prior Year	66	82	88	107	99	93	60	55	52	58	65	38	80
Percent Change from Prior Year	21%	60%	63%	47%	40%	31%	57%	25%	69%	50%	37%	147%	29%

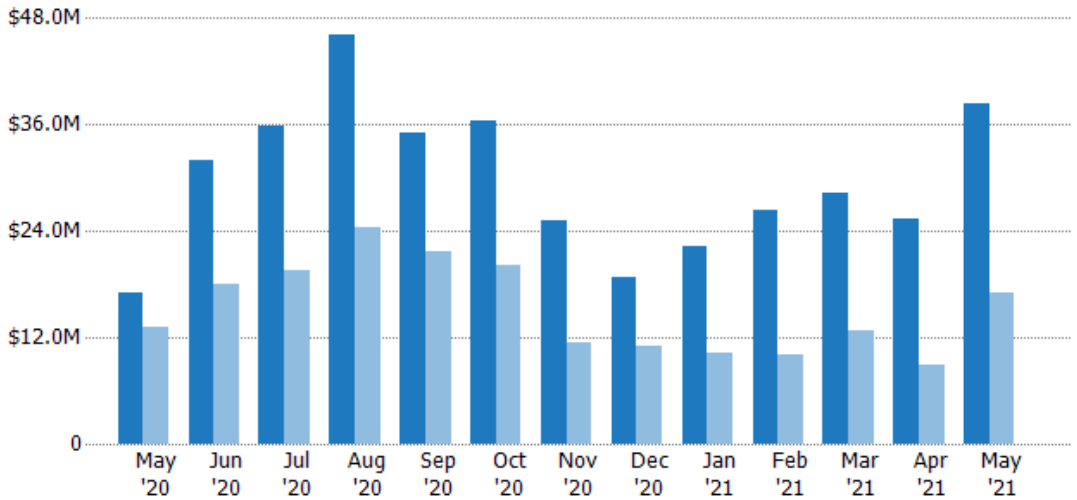
New Pending Sales Volume

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.
May '21	\$38.4M	125.2%
May '20	\$17M	30.4%
May '19	\$13.1M	21.2%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$17M	\$31.9M	\$35.9M	\$46.1M	\$35.1M	\$36.5M	\$25.1M	\$18.8M	\$22.3M	\$26.2M	\$28.3M	\$25.3M	\$38.4M
Prior Year	\$13.1M	\$18.1M	\$19.6M	\$24.4M	\$21.6M	\$20.1M	\$11.4M	\$11M	\$10.3M	\$10.1M	\$12.8M	\$8.83M	\$17M
Percent Change from Prior Year	30%	77%	84%	89%	62%	82%	120%	71%	116%	161%	121%	187%	125%

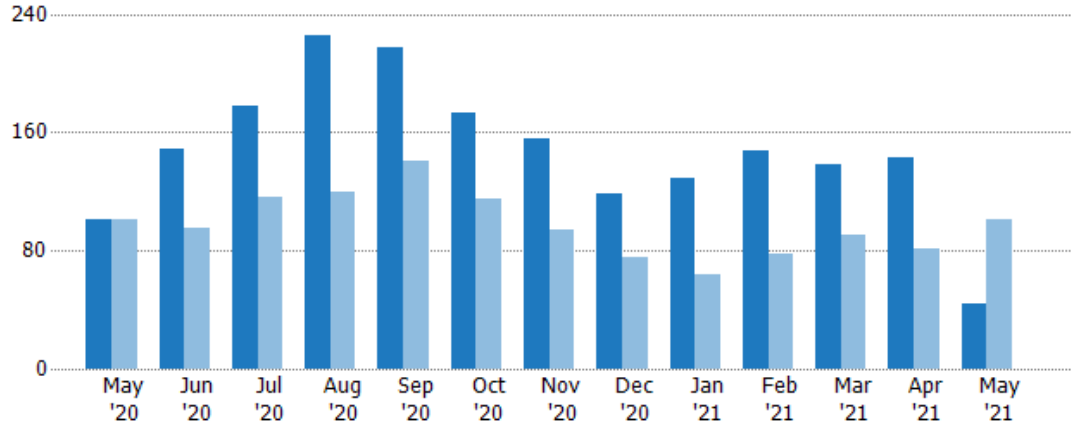
Pending Sales

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.
May '21	44	-56.4%
May '20	101	0%
May '19	101	3%



Current Year	101	149	178	226	217	173	156	119	129	147	138	143	44
Prior Year	101	95	116	120	141	115	94	75	64	78	91	81	101
Percent Change from Prior Year	0%	57%	53%	88%	54%	50%	66%	59%	102%	88%	52%	77%	-56%

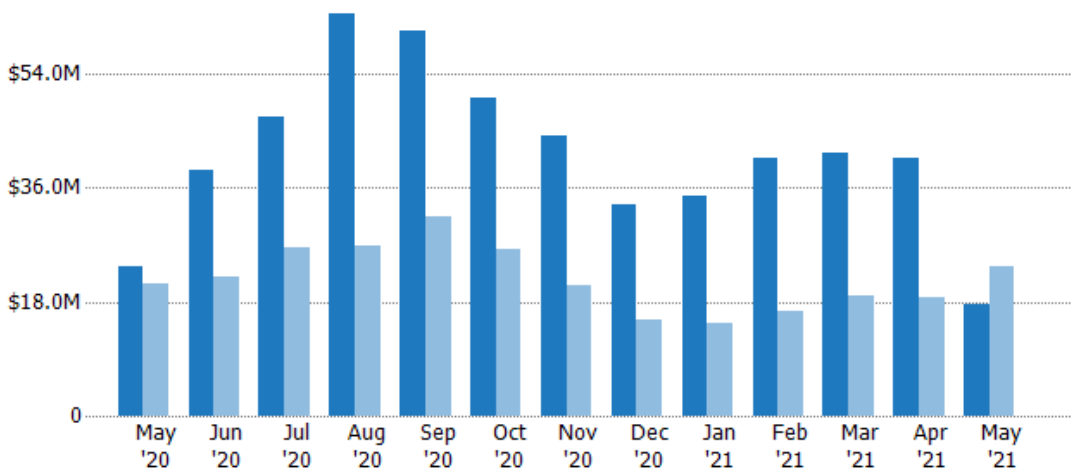
Pending Sales Volume

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.
May '21	\$17.7M	-24.5%
May '20	\$23.5M	12.3%
May '19	\$20.9M	10.6%



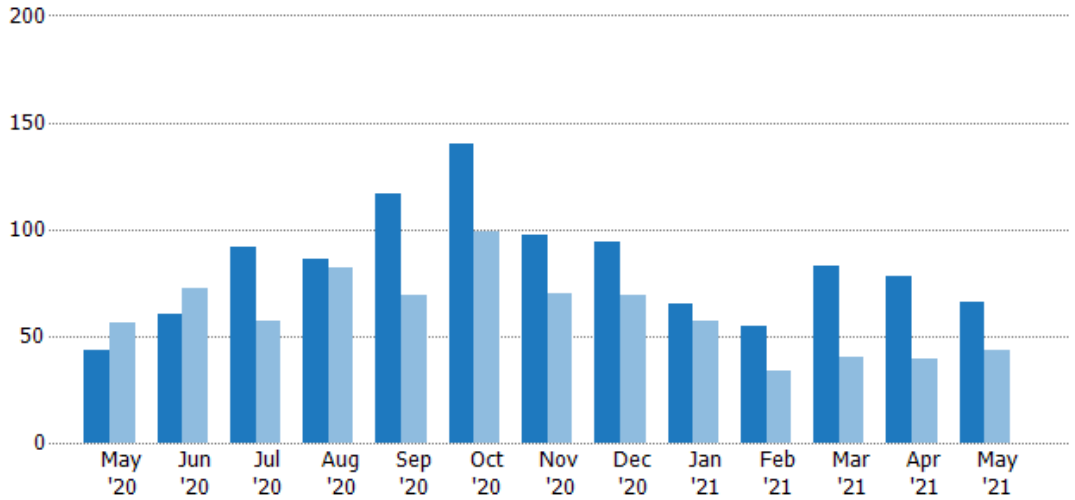
Current Year	\$23.5M	\$38.7M	\$47.2M	\$63.4M	\$60.7M	\$50.1M	\$44.2M	\$33.5M	\$34.6M	\$40.8M	\$41.5M	\$40.6M	\$17.7M
Prior Year	\$20.9M	\$21.9M	\$26.6M	\$26.9M	\$31.5M	\$26.3M	\$20.7M	\$15.2M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.5M
Percent Change from Prior Year	12%	76%	77%	135%	93%	91%	114%	120%	138%	148%	118%	117%	-25%

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



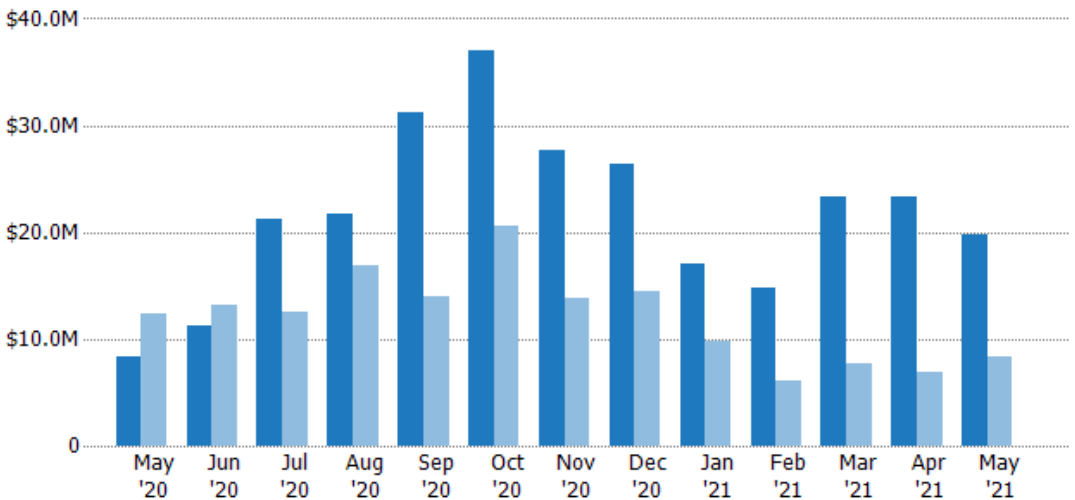
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	43	60	92	86	117	140	97	94	65	55	83	78	66
Prior Year	56	72	57	82	69	99	70	69	57	34	40	39	43
Percent Change from Prior Year	-23%	-17%	61%	5%	70%	41%	39%	36%	14%	62%	108%	100%	53%

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



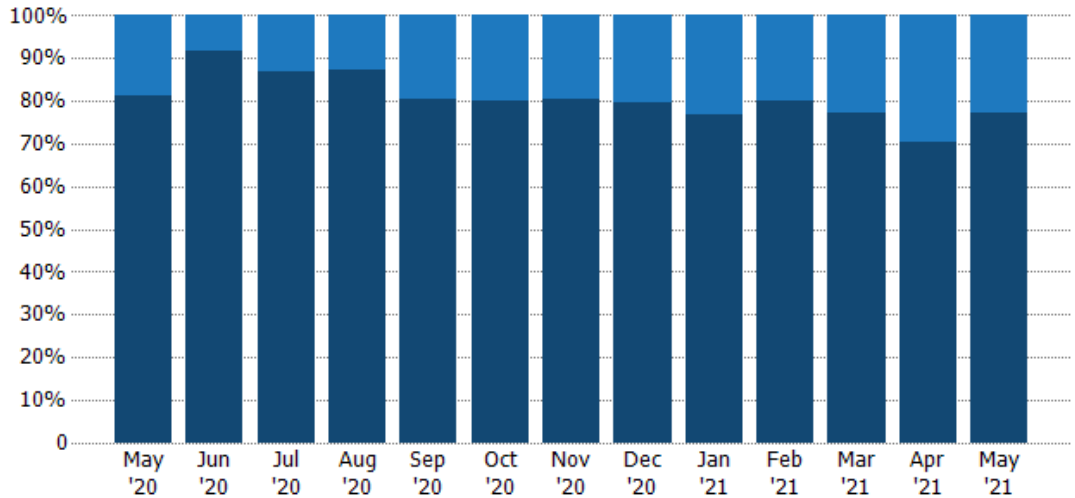
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$8.28M	\$11.2M	\$21.2M	\$21.7M	\$31.3M	\$37M	\$27.7M	\$26.4M	\$17M	\$14.8M	\$23.3M	\$23.3M	\$19.8M
Prior Year	\$12.4M	\$13.1M	\$12.5M	\$16.9M	\$13.9M	\$20.7M	\$13.9M	\$14.5M	\$9.76M	\$6.08M	\$7.72M	\$6.91M	\$8.28M
Percent Change from Prior Year	-33%	-14%	70%	28%	124%	79%	100%	82%	75%	143%	201%	238%	139%

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



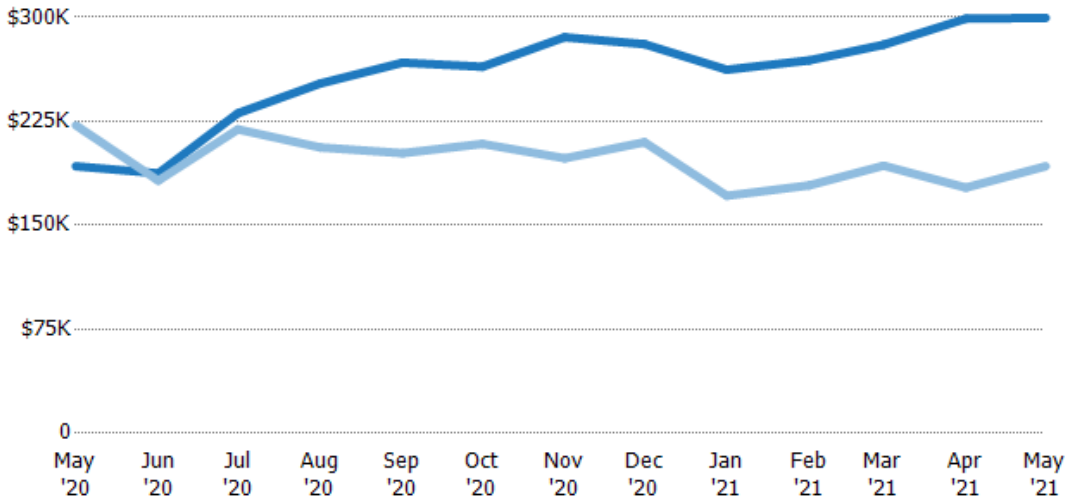
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	19%	8%	13%	13%	20%	20%	20%	20%	23%	20%	23%	29%	23%
Single Family Residence	81%	92%	87%	87%	80%	80%	80%	80%	77%	80%	77%	71%	77%

Average Sales Price

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

Filters Used

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



Month/Year	Price	% Chg.
May '21	\$300K	55.5%
May '20	\$193K	-13.3%
May '19	\$222K	-28.4%

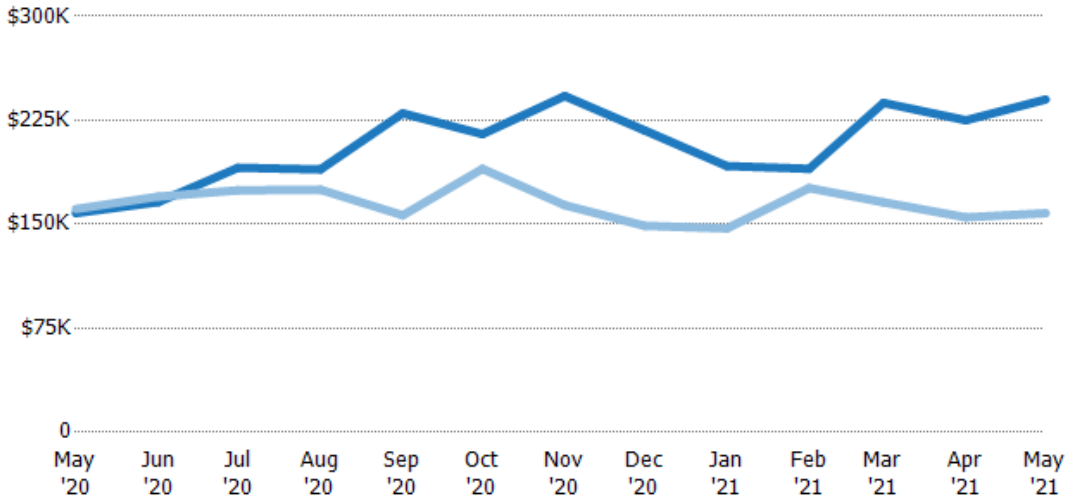
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$193K	\$187K	\$231K	\$252K	\$267K	\$264K	\$286K	\$281K	\$262K	\$269K	\$280K	\$299K	\$300K
Prior Year	\$222K	\$182K	\$219K	\$206K	\$202K	\$209K	\$198K	\$210K	\$171K	\$179K	\$193K	\$177K	\$193K
Percent Change from Prior Year	-13%	3%	5%	22%	32%	27%	44%	34%	53%	50%	45%	69%	56%

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



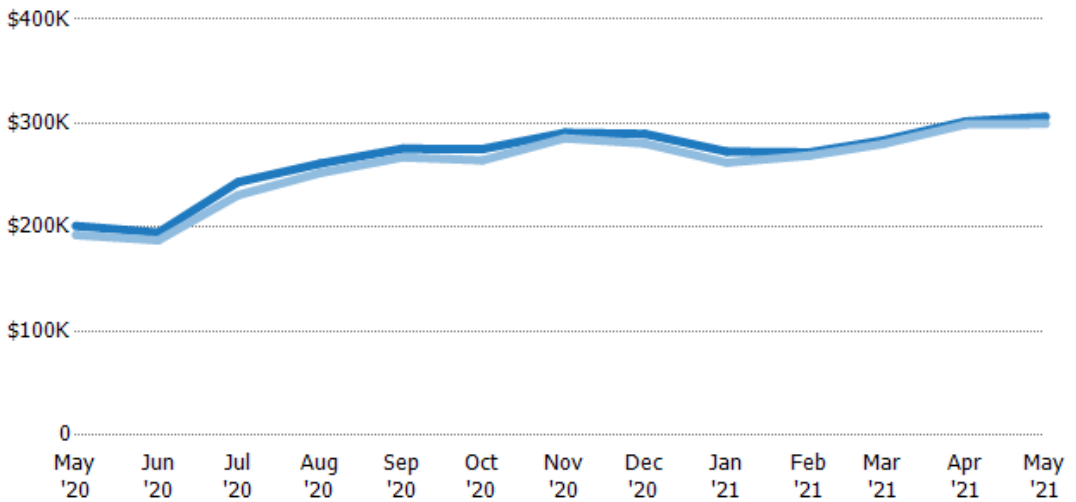
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$158K	\$166K	\$191K	\$190K	\$230K	\$215K	\$243K	\$218K	\$192K	\$190K	\$238K	\$225K	\$240K
Prior Year	\$161K	\$170K	\$175K	\$175K	\$157K	\$190K	\$164K	\$149K	\$147K	\$176K	\$166K	\$155K	\$158K
Percent Change from Prior Year	-2%	-2%	9%	8%	47%	13%	48%	46%	31%	8%	43%	45%	52%

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



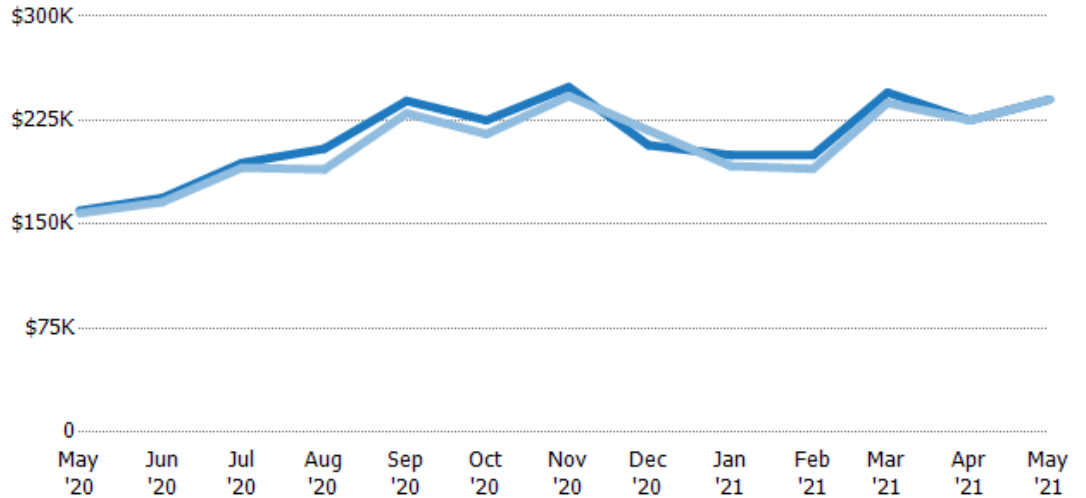
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg List Price	\$201K	\$195K	\$243K	\$261K	\$276K	\$275K	\$291K	\$290K	\$273K	\$272K	\$284K	\$302K	\$306K
Avg Sales Price	\$193K	\$187K	\$231K	\$252K	\$267K	\$264K	\$286K	\$281K	\$262K	\$269K	\$280K	\$299K	\$300K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	97%	97%	96%	98%	97%	96%	99%	99%	99%	98%

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



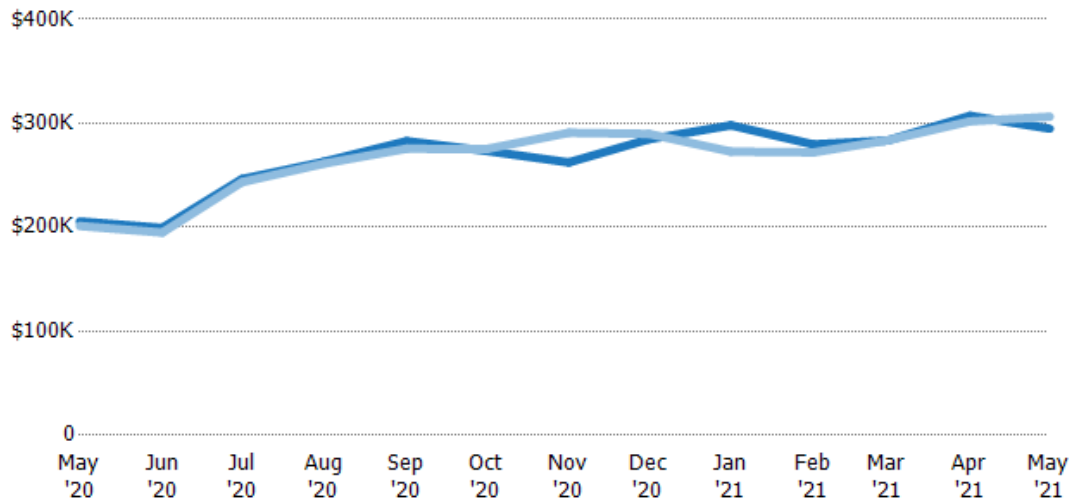
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$160K	\$169K	\$194K	\$205K	\$239K	\$225K	\$249K	\$207K	\$200K	\$200K	\$245K	\$225K	\$240K
Median Sales Price	\$158K	\$166K	\$191K	\$190K	\$230K	\$215K	\$243K	\$218K	\$192K	\$190K	\$238K	\$225K	\$240K
Med Sales Price as a % of Med List Price	99%	98%	98%	93%	96%	96%	97%	105%	96%	95%	97%	100%	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



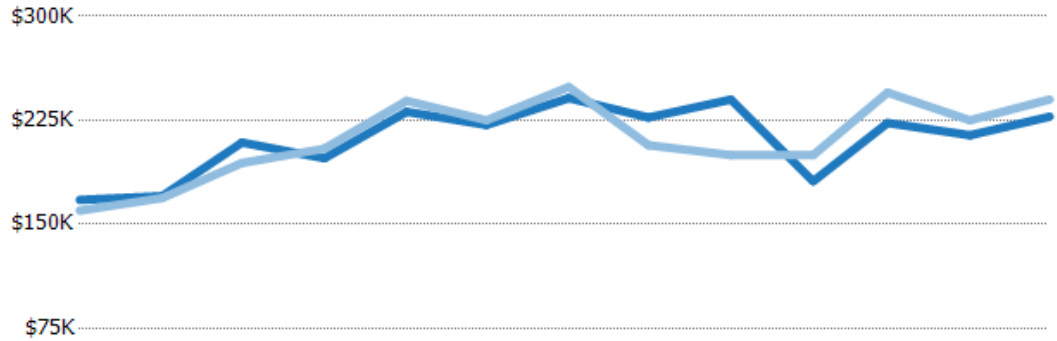
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$206K	\$199K	\$246K	\$263K	\$283K	\$273K	\$262K	\$285K	\$298K	\$280K	\$283K	\$307K	\$295K
Avg Sales Price	\$201K	\$195K	\$243K	\$261K	\$276K	\$275K	\$291K	\$290K	\$273K	\$272K	\$284K	\$302K	\$306K
Avg Sales Price as a % of Avg Est Value	98%	98%	99%	99%	97%	101%	111%	102%	92%	97%	100%	98%	104%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$168K	\$170K	\$209K	\$198K	\$231K	\$222K	\$241K	\$227K	\$240K	\$181K	\$223K	\$214K	\$228K
Median Sales Price	\$160K	\$169K	\$194K	\$205K	\$239K	\$225K	\$249K	\$207K	\$200K	\$200K	\$245K	\$225K	\$240K
Med Sales Price as a % of Med Est Value	95%	99%	93%	103%	103%	102%	103%	91%	83%	110%	110%	105%	105%