

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	77	113	-31.9%	779	799	-2.5%
New Listing Volume	\$28,137,699	\$34,644,100	-18.8%	\$274,219,335	\$223,340,318	+22.8%
Active Listing Count	250	343	-27.1%	N/A	N/A	
Active Listing Volume	\$121,140,598	\$128,340,306	-5.6%	N/A	N/A	
Average Listing Price	\$484,562	\$374,170	+29.5%	\$471,045	\$350,225	+34.5%
Median Listing Price	\$299,000	\$230,000	+30%	\$270,686	\$230,034	+17.7%
Median Days in RPR	56	70	-20%	86.88	131.23	-33.8%
Months of Inventory	3.1	4	-21.6%	3.3	6.6	-50.1%
Absorption Rate	32%	25.07%	+6.9%	30.24%	15.08%	+15.2%
Sales Activity Charts Metrics						
New Pending Sales Count	21	138	-84.8%	758	864	-12.3%
New Pending Sales Volume	\$6,208,699	\$34,574,313	-82%	\$230,213,810	\$208,041,766	+10.7%
Pending Sales Count	62	216	-71.3%	N/A	N/A	
Pending Sales Volume	\$19,846,599	\$60,197,819	-67%	N/A	N/A	
Closed Sales Count	80	117	-31.6%	676	566	+19.4%
Closed Sales Volume	\$23,307,795	\$31,512,440	-26%	\$198,618,318	\$124,082,216	+60.1%
Average Sales Price	\$291,347	\$269,337	+8.2%	\$293,814	\$219,227	+34%
Median Sales Price	\$237,500	\$239,900	-1%	\$227,943	\$186,361	+22.3%

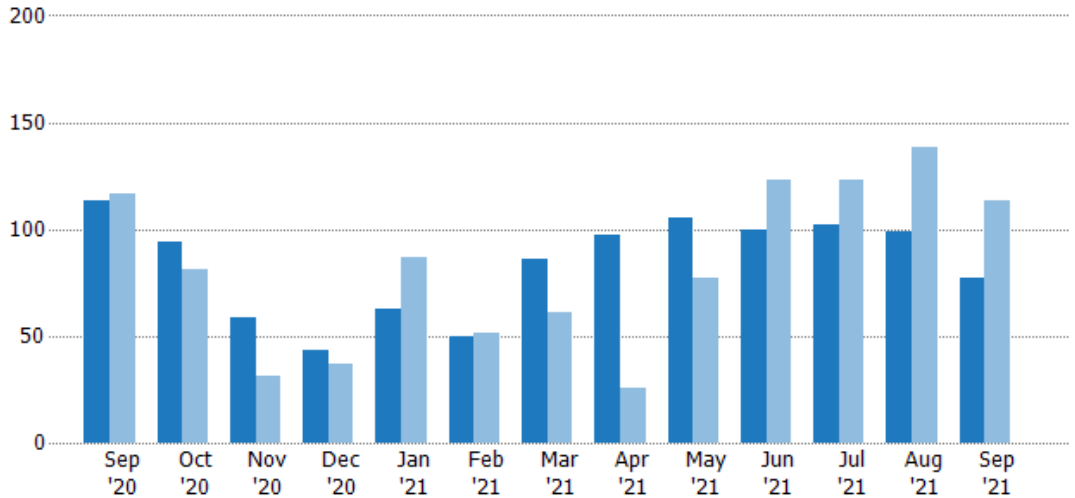
New Listings

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.
Sep '21	77	-31.9%
Sep '20	113	-3.4%
Sep '19	117	-21.4%



Current Year	113	94	59	43	63	50	86	97	105	100	102	99	77
Prior Year	117	81	31	37	87	51	61	26	77	123	123	138	113
Percent Change from Prior Year	-3%	16%	90%	16%	-28%	-2%	41%	273%	36%	-19%	-17%	-28%	-32%

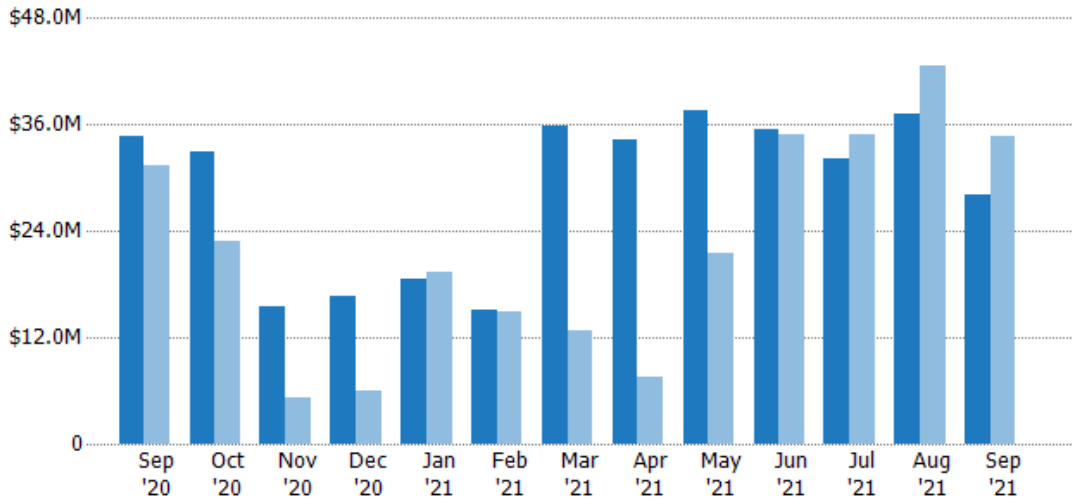
New Listing Volume

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.
Sep '21	\$28.1M	-18.8%
Sep '20	\$34.6M	10.1%
Sep '19	\$31.5M	-40.4%



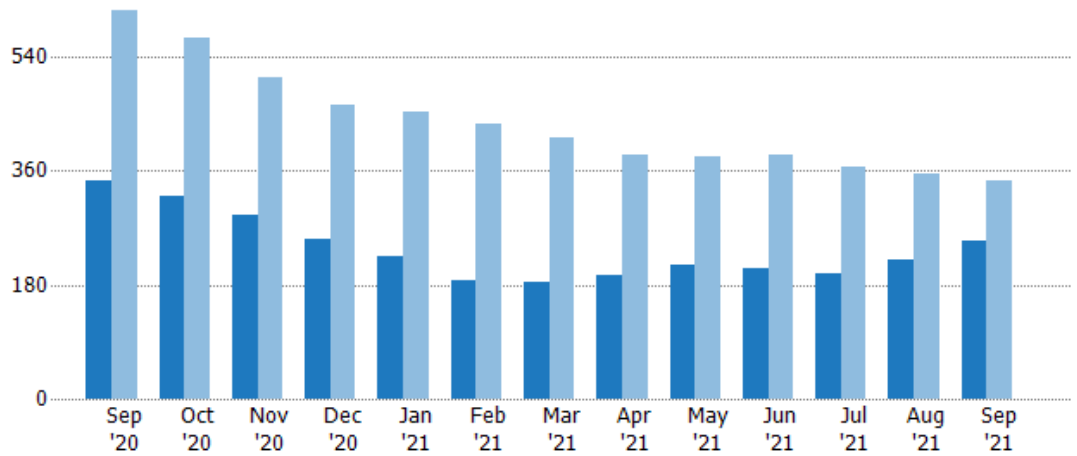
Current Year	\$34.6M	\$32.9M	\$15.4M	\$16.7M	\$18.5M	\$15M	\$35.9M	\$34.2M	\$37.6M	\$35.4M	\$32.2M	\$37.3M	\$28.1M
Prior Year	\$31.5M	\$22.8M	\$5.3M	\$6.02M	\$19.3M	\$15M	\$12.9M	\$7.58M	\$21.6M	\$34.9M	\$34.8M	\$42.6M	\$34.6M
Percent Change from Prior Year	10%	45%	191%	177%	-4%	0%	179%	351%	74%	1%	-8%	-13%	-19%

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



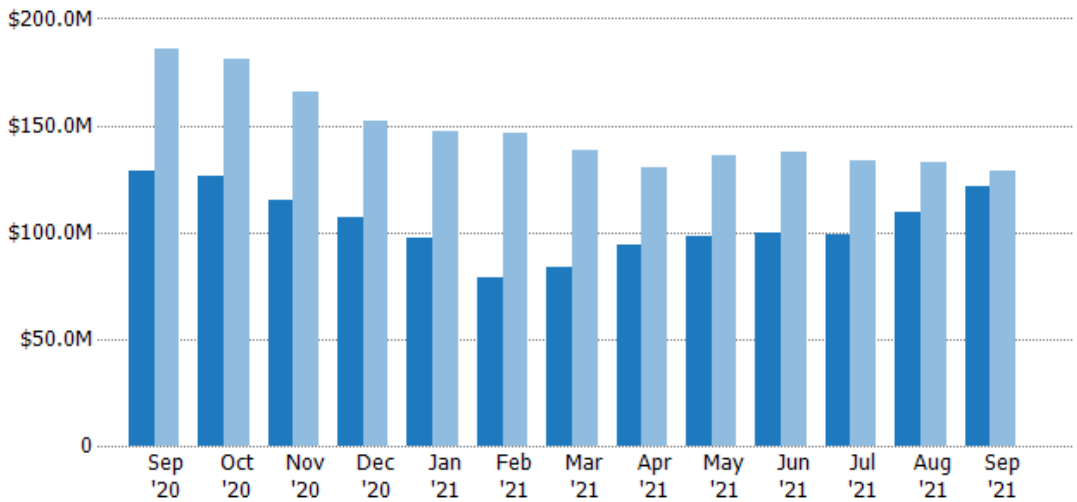
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	343	321	290	251	224	186	183	194	210	206	199	220	250
Prior Year	612	569	507	464	454	433	412	385	383	385	366	354	343
Percent Change from Prior Year	-44%	-44%	-43%	-46%	-51%	-57%	-56%	-50%	-45%	-46%	-46%	-38%	-27%

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



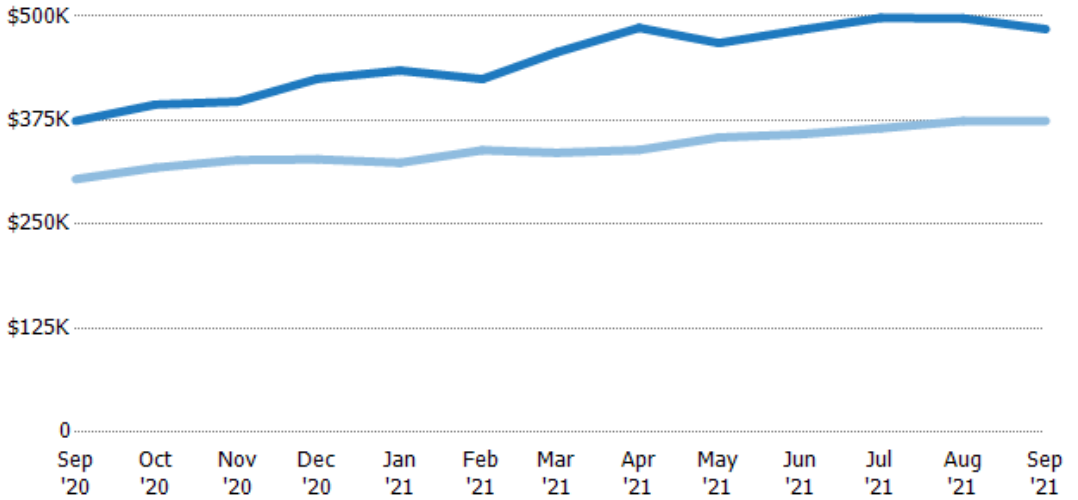
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$128M	\$126M	\$115M	\$107M	\$97.4M	\$79M	\$83.6M	\$94.3M	\$98.2M	\$100M	\$99.1M	\$109M	\$121M
Prior Year	\$186M	\$181M	\$166M	\$152M	\$147M	\$147M	\$138M	\$131M	\$136M	\$138M	\$134M	\$132M	\$128M
Percent Change from Prior Year	-31%	-30%	-30%	-30%	-34%	-46%	-40%	-28%	-28%	-28%	-26%	-17%	-6%

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



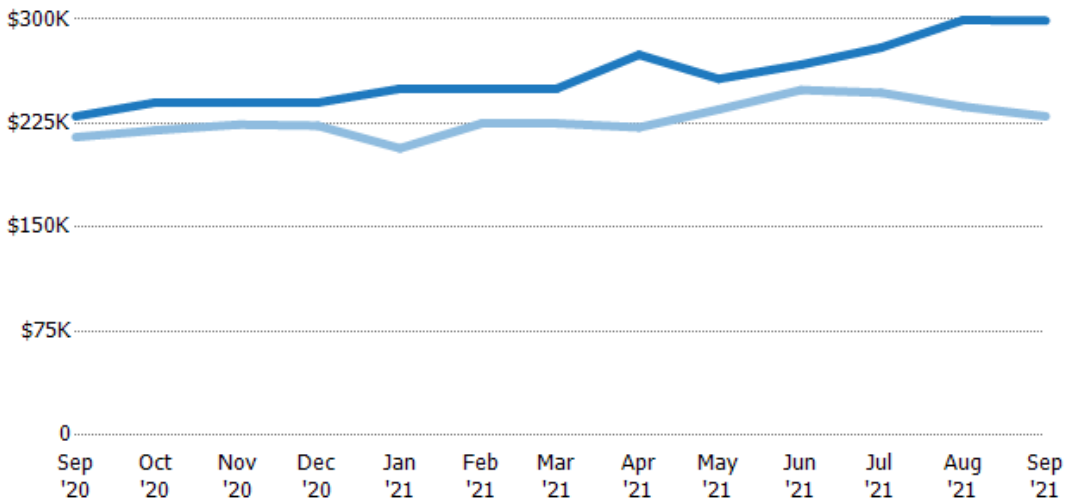
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$374K	\$394K	\$397K	\$425K	\$435K	\$425K	\$457K	\$486K	\$468K	\$484K	\$498K	\$497K	\$485K
Prior Year	\$304K	\$318K	\$327K	\$328K	\$324K	\$339K	\$336K	\$339K	\$354K	\$358K	\$365K	\$374K	\$374K
Percent Change from Prior Year	23%	24%	22%	30%	34%	25%	36%	43%	32%	35%	36%	33%	30%

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



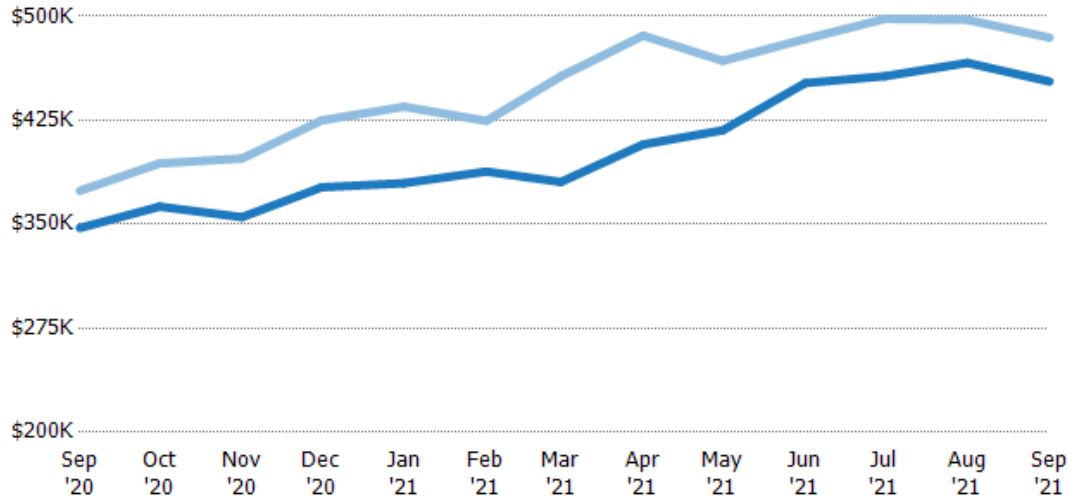
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$230K	\$240K	\$240K	\$240K	\$250K	\$250K	\$250K	\$274K	\$257K	\$267K	\$280K	\$299K	\$299K
Prior Year	\$215K	\$220K	\$224K	\$223K	\$207K	\$225K	\$225K	\$222K	\$235K	\$249K	\$247K	\$237K	\$230K
Percent Change from Prior Year	7%	9%	7%	7%	21%	11%	11%	24%	9%	7%	13%	26%	30%

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



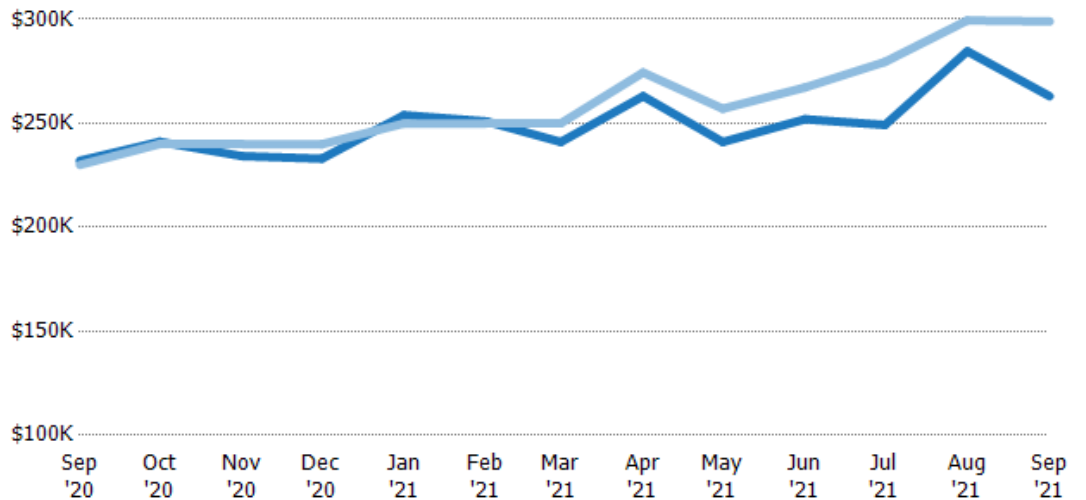
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$347K	\$363K	\$355K	\$377K	\$380K	\$388K	\$380K	\$408K	\$418K	\$452K	\$457K	\$466K	\$453K
Avg Listing Price	\$374K	\$394K	\$397K	\$425K	\$435K	\$425K	\$457K	\$486K	\$468K	\$484K	\$498K	\$497K	\$485K
Avg Listing Price as a % of Avg Est Value	108%	109%	112%	113%	115%	109%	120%	119%	112%	107%	109%	107%	107%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$232K	\$241K	\$234K	\$233K	\$254K	\$251K	\$241K	\$263K	\$241K	\$252K	\$249K	\$285K	\$263K
Median Listing Price	\$230K	\$240K	\$240K	\$240K	\$250K	\$250K	\$250K	\$274K	\$257K	\$267K	\$280K	\$299K	\$299K
Med Listing Price as a % of Med Est Value	99%	100%	102%	103%	98%	100%	104%	104%	107%	106%	112%	105%	114%

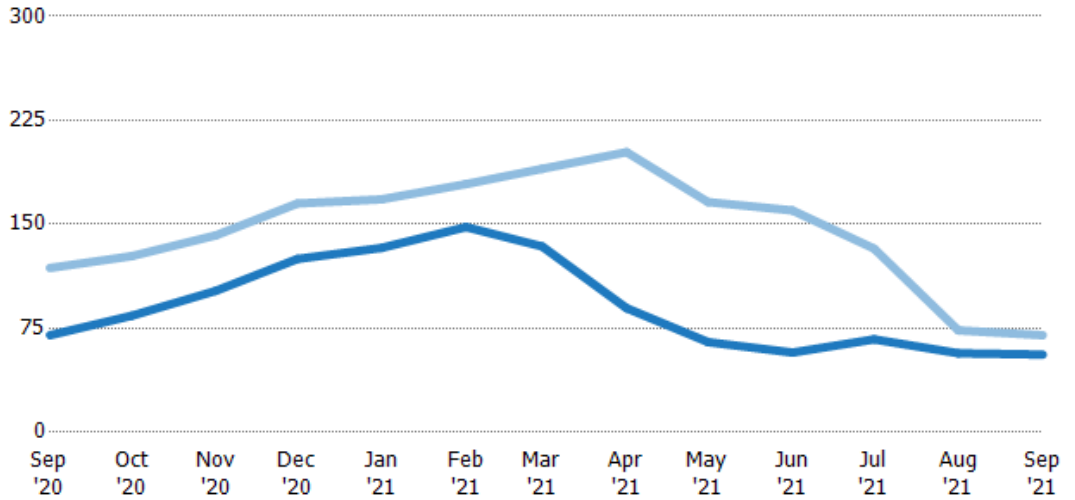
Median Days in RPR

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.
Sep '21	56	-20%
Sep '20	70	-40.9%
Sep '19	119	-3.8%



Current Year	70	84	102	125	133	148	134	89.5	65	57.5	67	57	56
Prior Year	119	127	142	165	168	179	190	202	166	160	133	73.5	70
Percent Change from Prior Year	-41%	-34%	-28%	-24%	-21%	-17%	-29%	-56%	-61%	-64%	-49%	-22%	-20%

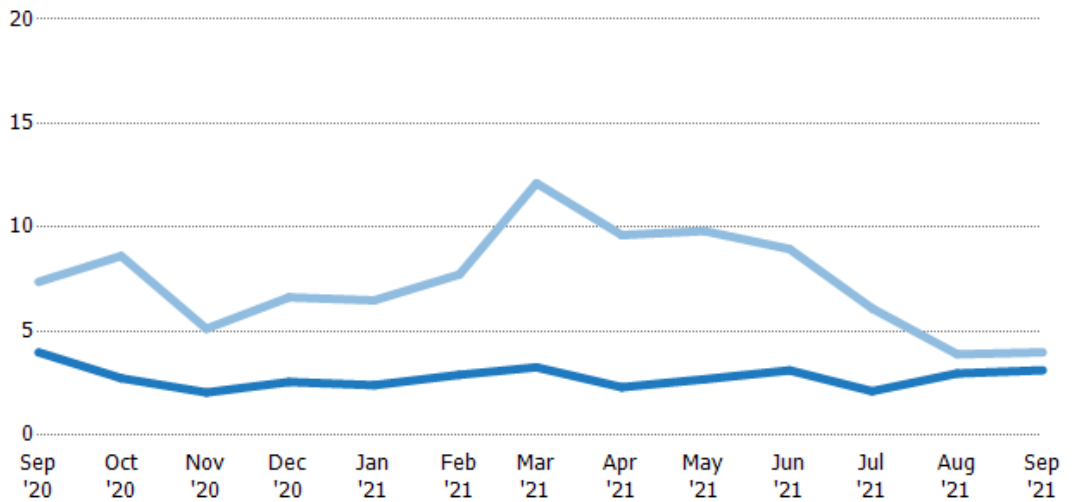
Months of Inventory

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.
Sep '21	3.13	-21.6%
Sep '20	3.99	-45.9%
Sep '19	7.37	15.9%



Current Year	3.99	2.74	2.06	2.56	2.41	2.91	3.27	2.31	2.69	3.12	2.12	2.97	3.13
Prior Year	7.37	8.62	5.12	6.63	6.49	7.73	12.1	9.63	9.82	8.95	6.1	3.89	3.99
Percent Change from Prior Year	-46%	-68%	-60%	-61%	-63%	-62%	-73%	-76%	-73%	-65%	-65%	-24%	-22%

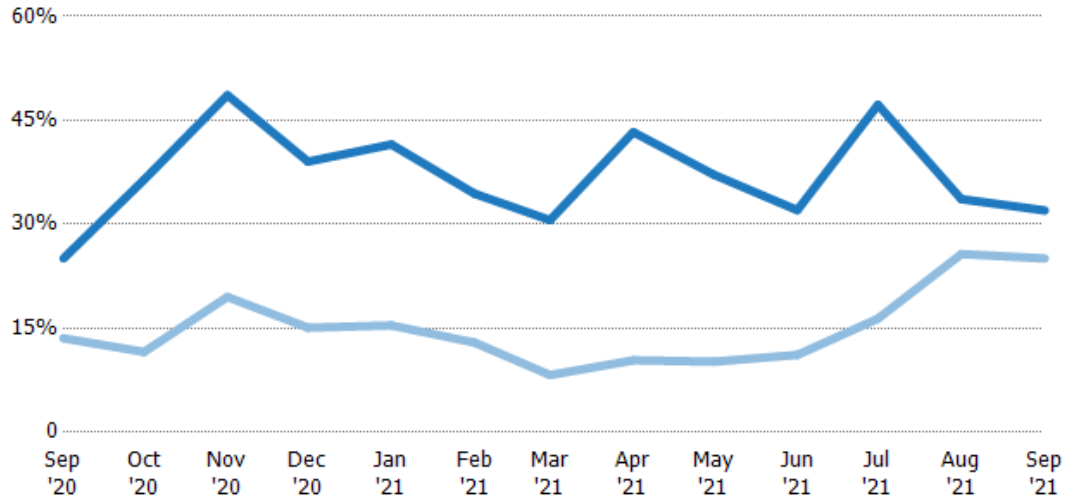
Absorption Rate

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.
Sep '21	32%	-6.9%
Sep '20	25%	-11.5%
Sep '19	14%	-13.7%



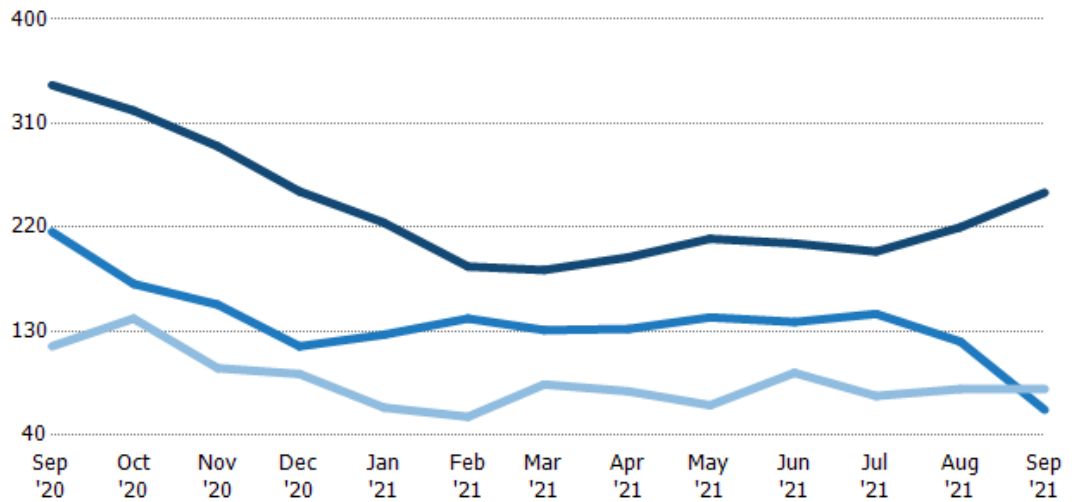
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	25%	36%	49%	39%	42%	34%	31%	43%	37%	32%	47%	34%	32%
Prior Year	14%	12%	20%	15%	15%	13%	8%	10%	10%	11%	16%	26%	25%
Change from Prior Year	-12%	-25%	-29%	-24%	-26%	-21%	-22%	-33%	-27%	-21%	-31%	-8%	-7%

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



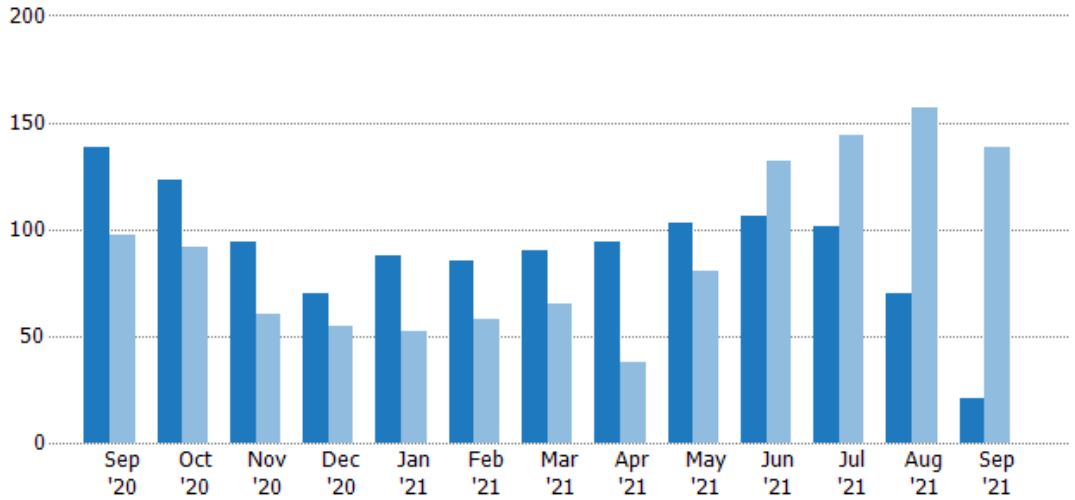
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	343	321	290	251	224	186	183	194	210	206	199	220	250
Pending	216	171	153	117	127	141	131	132	142	138	145	121	62
Sold	117	141	98	93	64	56	84	78	66	94	74	80	80

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



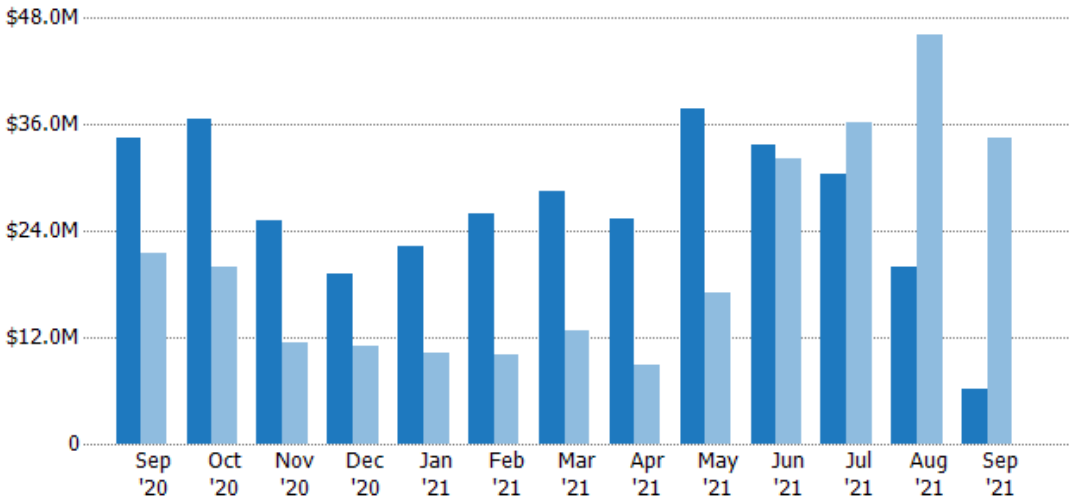
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	138	123	94	70	88	85	90	94	103	106	101	70	21
Prior Year	97	92	60	55	52	58	65	38	80	132	144	157	138
Percent Change from Prior Year	42%	34%	57%	27%	69%	47%	38%	147%	29%	-20%	-30%	-55%	-85%

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



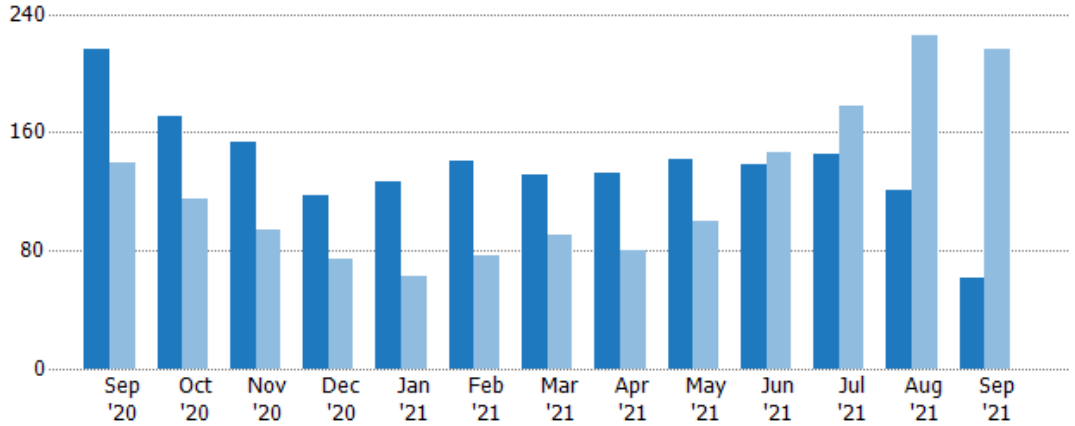
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$34.6M	\$36.7M	\$25.1M	\$19.1M	\$22.3M	\$26M	\$28.5M	\$25.3M	\$37.8M	\$33.6M	\$30.4M	\$20M	\$6.21M
Prior Year	\$21.5M	\$19.9M	\$11.4M	\$11M	\$10.3M	\$10.1M	\$12.8M	\$8.83M	\$17M	\$32.2M	\$36.2M	\$46.1M	\$34.6M
Percent Change from Prior Year	61%	84%	120%	74%	116%	158%	123%	187%	122%	5%	-16%	-56%	-82%

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



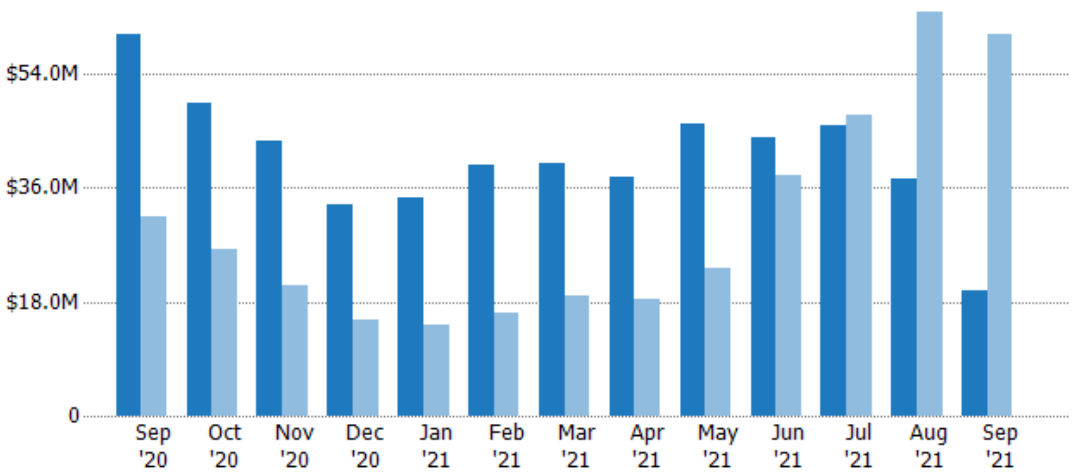
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	216	171	153	117	127	141	131	132	142	138	145	121	62
Prior Year	140	115	94	74	63	77	90	80	100	146	178	226	216
Percent Change from Prior Year	54%	49%	63%	58%	102%	83%	46%	65%	42%	-5%	-19%	-46%	-71%

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



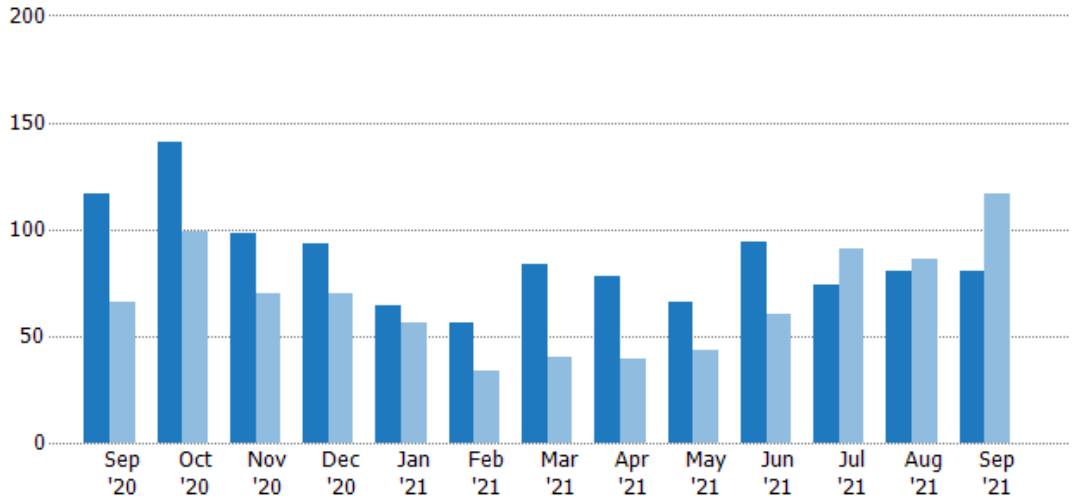
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$60.2M	\$49.4M	\$43.4M	\$33.3M	\$34.4M	\$39.6M	\$39.8M	\$37.6M	\$46.1M	\$44M	\$45.7M	\$37.4M	\$19.8M
Prior Year	\$31.4M	\$26.3M	\$20.7M	\$15.1M	\$14.4M	\$16.3M	\$18.9M	\$18.5M	\$23.3M	\$38.1M	\$47.3M	\$63.6M	\$60.2M
Percent Change from Prior Year	92%	88%	109%	121%	139%	143%	111%	103%	98%	16%	-3%	-41%	-67%

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



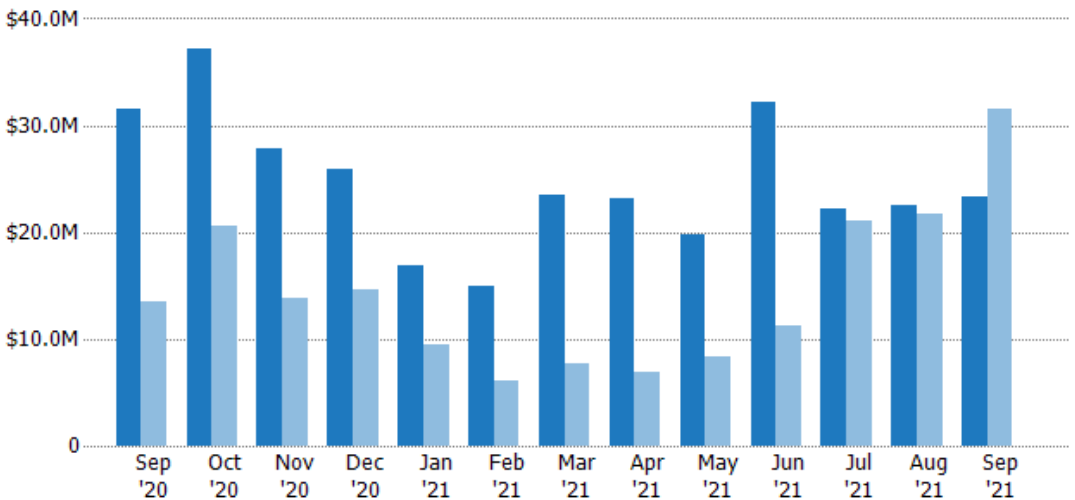
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	117	141	98	93	64	56	84	78	66	94	74	80	80
Prior Year	66	99	70	70	56	34	40	39	43	60	91	86	117
Percent Change from Prior Year	77%	42%	40%	33%	14%	65%	110%	100%	53%	57%	-19%	-7%	-32%

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



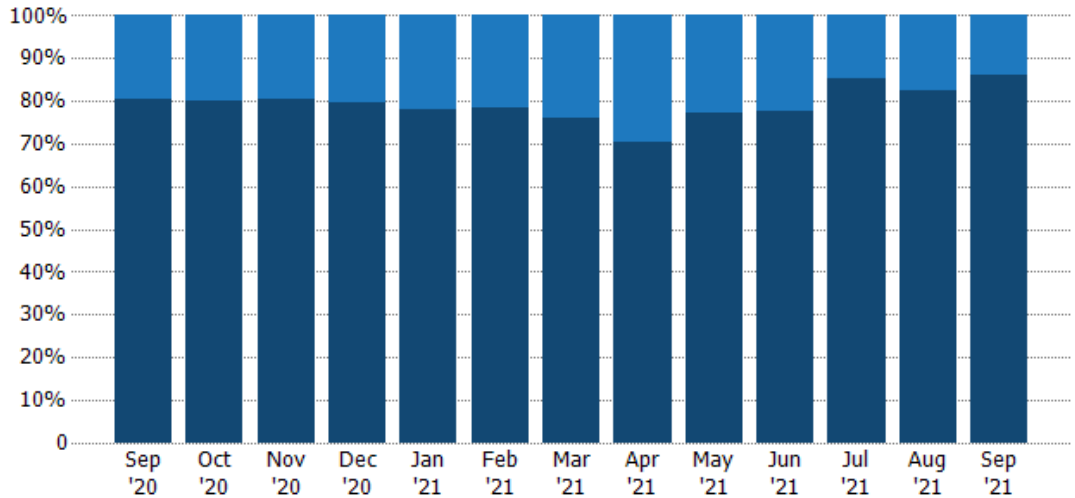
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$31.5M	\$37.2M	\$27.8M	\$25.9M	\$16.9M	\$14.9M	\$23.5M	\$23.2M	\$19.8M	\$32.2M	\$22.2M	\$22.6M	\$23.3M
Prior Year	\$13.5M	\$20.6M	\$13.9M	\$14.6M	\$9.54M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$21.1M	\$21.7M	\$31.5M
Percent Change from Prior Year	133%	80%	101%	77%	77%	146%	204%	236%	139%	186%	5%	4%	-26%

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



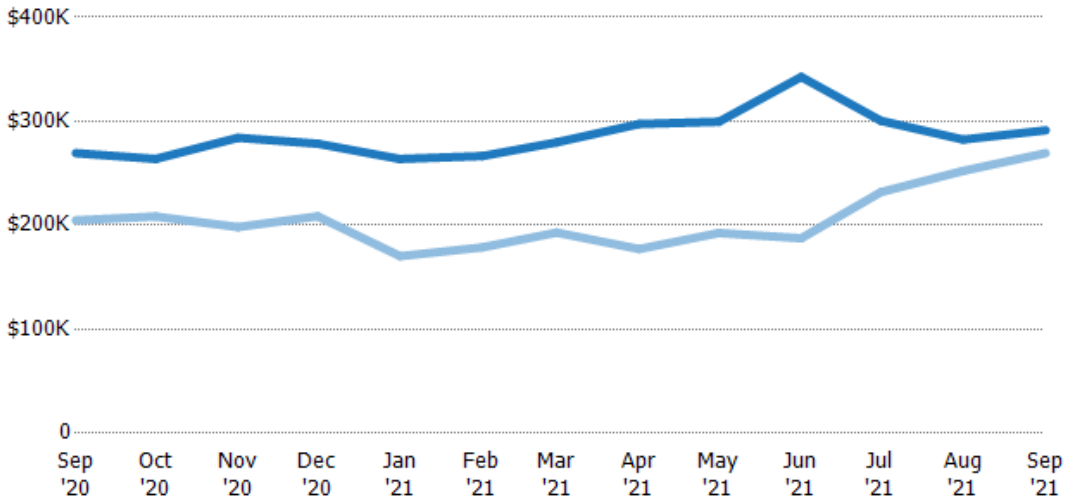
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	20%	20%	19%	20%	22%	21%	24%	29%	23%	22%	15%	18%	14%
Single Family Residence	80%	80%	81%	80%	78%	79%	76%	71%	77%	78%	85%	83%	86%

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



Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$269K	\$264K	\$284K	\$278K	\$264K	\$267K	\$280K	\$297K	\$300K	\$343K	\$301K	\$282K	\$291K
Prior Year	\$205K	\$208K	\$198K	\$209K	\$170K	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K	\$269K
Percent Change from Prior Year	32%	27%	43%	33%	55%	49%	45%	68%	56%	83%	30%	12%	8%

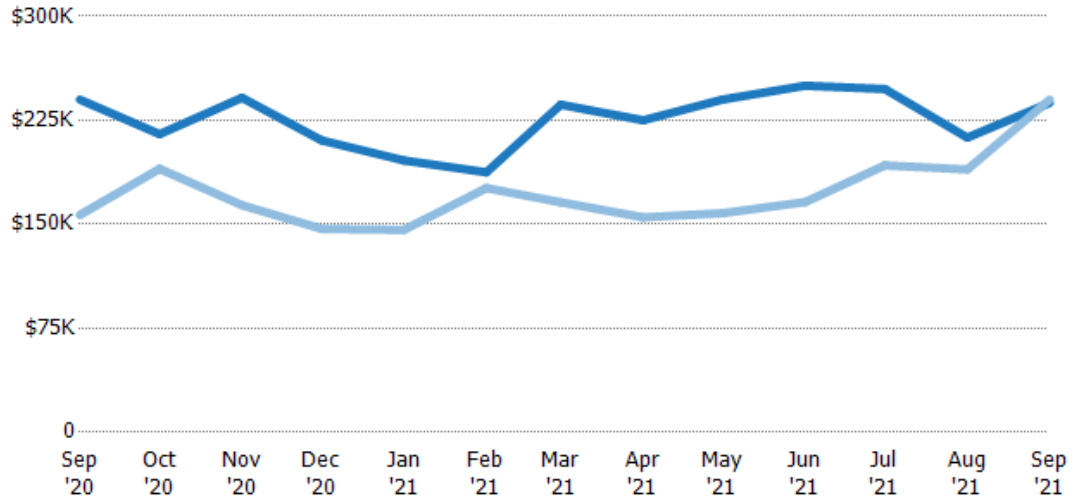
Median Sales Price

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.
Sep '21	\$238K	-1%
Sep '20	\$240K	53%
Sep '19	\$157K	8.4%



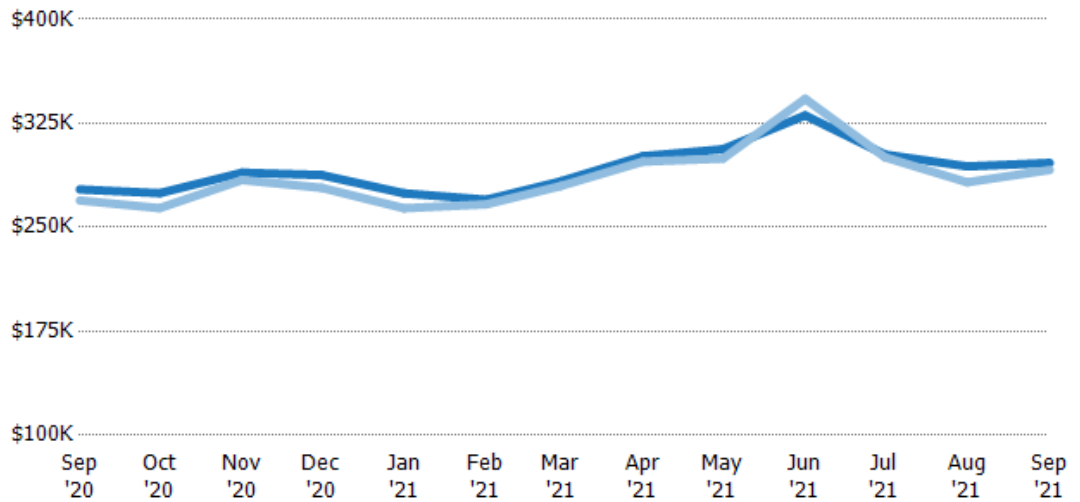
Current Year	\$240K	\$215K	\$241K	\$211K	\$196K	\$188K	\$236K	\$225K	\$240K	\$250K	\$248K	\$213K	\$238K
Prior Year	\$157K	\$190K	\$164K	\$147K	\$146K	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K	\$240K
Percent Change from Prior Year	53%	13%	47%	43%	34%	6%	42%	45%	52%	51%	29%	12%	-1%

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



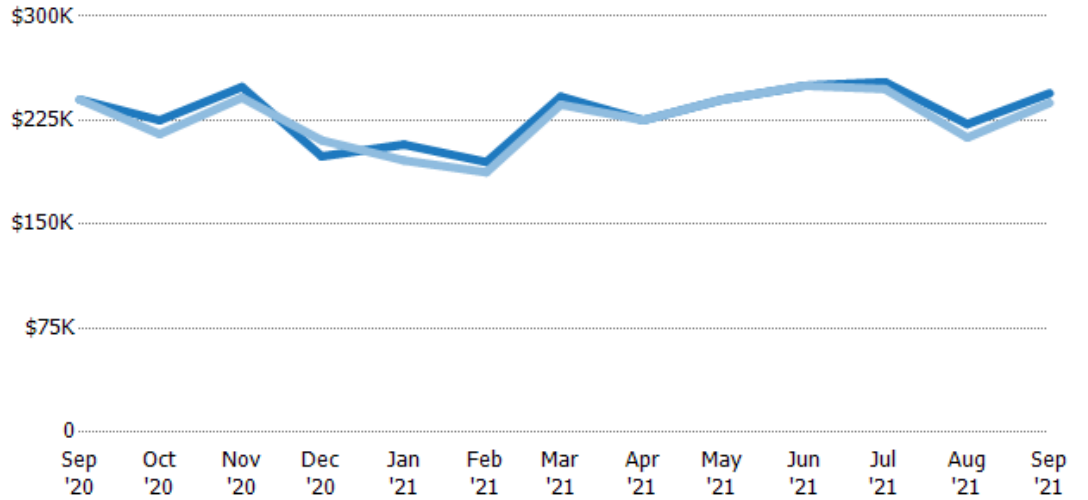
Avg List Price	\$277K	\$275K	\$289K	\$288K	\$275K	\$270K	\$283K	\$301K	\$306K	\$331K	\$302K	\$294K	\$296K
Avg Sales Price	\$269K	\$264K	\$284K	\$278K	\$264K	\$267K	\$280K	\$297K	\$300K	\$343K	\$301K	\$282K	\$291K
Avg Sales Price as a % of Avg List Price	97%	96%	98%	97%	96%	99%	99%	99%	98%	104%	99%	96%	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



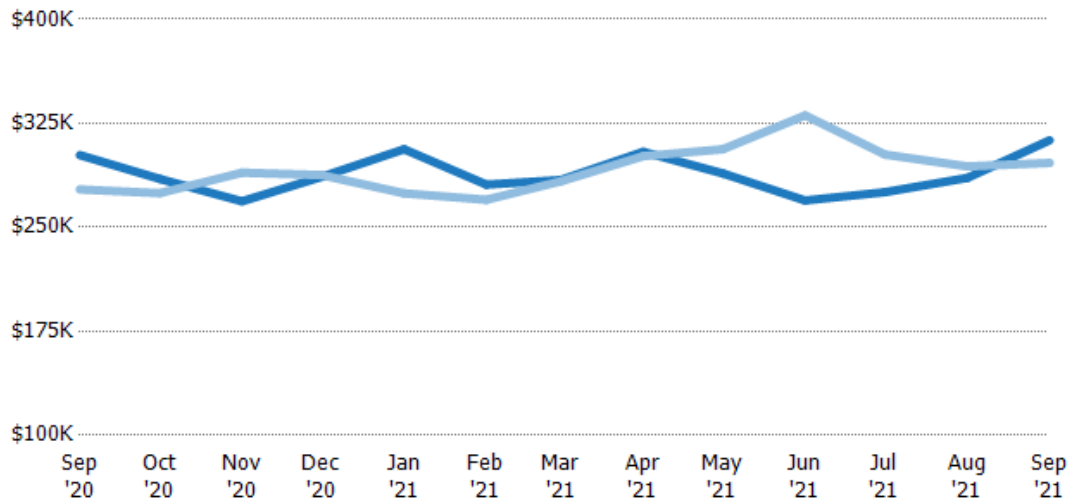
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$240K	\$225K	\$249K	\$199K	\$207K	\$195K	\$242K	\$225K	\$240K	\$250K	\$253K	\$222K	\$244K
Median Sales Price	\$240K	\$215K	\$241K	\$211K	\$196K	\$188K	\$236K	\$225K	\$240K	\$250K	\$248K	\$213K	\$238K
Med Sales Price as a % of Med List Price	100%	96%	97%	106%	94%	96%	98%	100%	100%	100%	98%	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



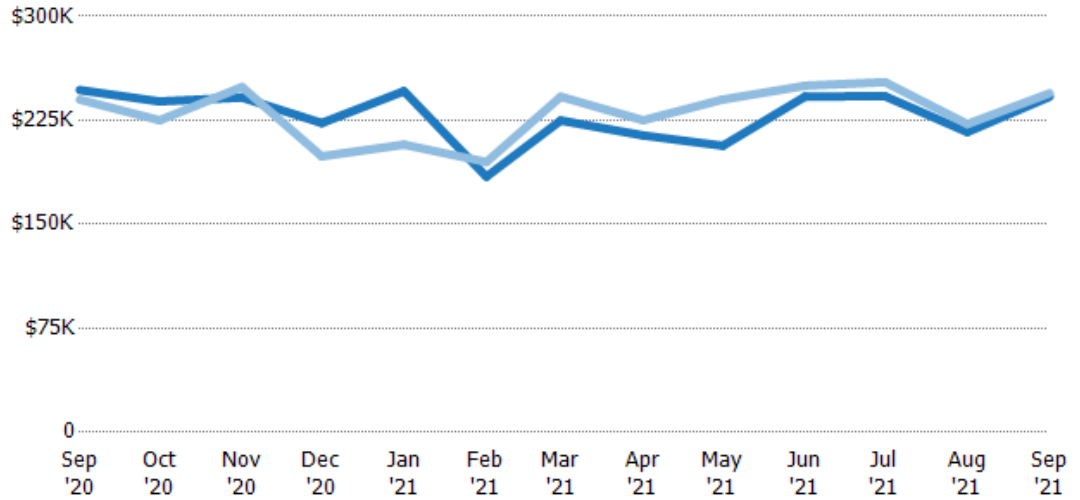
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$302K	\$285K	\$269K	\$286K	\$306K	\$281K	\$284K	\$304K	\$289K	\$269K	\$275K	\$286K	\$313K
Avg Sales Price	\$277K	\$275K	\$289K	\$288K	\$275K	\$270K	\$283K	\$301K	\$306K	\$331K	\$302K	\$294K	\$296K
Avg Sales Price as a % of Avg Est Value	92%	96%	108%	100%	90%	96%	100%	99%	106%	123%	110%	103%	95%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$247K	\$239K	\$241K	\$223K	\$246K	\$184K	\$225K	\$214K	\$207K	\$242K	\$242K	\$217K	\$242K
Median Sales Price	\$240K	\$225K	\$249K	\$199K	\$207K	\$195K	\$242K	\$225K	\$240K	\$250K	\$253K	\$222K	\$244K
Med Sales Price as a % of Med Est Value	97%	94%	103%	89%	84%	106%	108%	105%	116%	103%	104%	103%	101%