

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	99	138	-28.3%	702	686	+2.3%
New Listing Volume	\$37,277,600	\$42,633,995	-12.6%	\$246,081,636	\$188,696,218	+30.4%
Active Listing Count	220	354	-37.9%	N/A	N/A	
Active Listing Volume	\$109,437,198	\$132,433,620	-17.4%	N/A	N/A	
Average Listing Price	\$497,442	\$374,106	+33%	\$468,962	\$347,635	+34.9%
Median Listing Price	\$299,450	\$237,000	+26.4%	\$266,322	\$230,038	+15.8%
Median Days in RPR	57	73.5	-22.4%	91.02	147.19	-38.2%
Months of Inventory	3	3.9	-23.6%	3.6	6.8	-47.2%
Absorption Rate	33.64%	25.71%	+7.9%	27.68%	14.63%	+13.1%
Sales Activity Charts Metrics						
New Pending Sales Count	70	157	-55.4%	737	726	+1.5%
New Pending Sales Volume	\$20,038,698	\$46,065,000	-56.5%	\$224,005,111	\$173,467,453	+29.1%
Pending Sales Count	121	226	-46.5%	N/A	N/A	
Pending Sales Volume	\$37,354,499	\$63,637,000	-41.3%	N/A	N/A	
Closed Sales Count	80	86	-7%	596	449	+32.7%
Closed Sales Volume	\$22,593,690	\$21,697,740	+4.1%	\$175,310,523	\$92,569,776	+89.4%
Average Sales Price	\$282,421	\$252,299	+11.9%	\$294,145	\$206,169	+42.7%
Median Sales Price	\$212,500	\$189,500	+12.1%	\$226,660	\$172,409	+31.5%

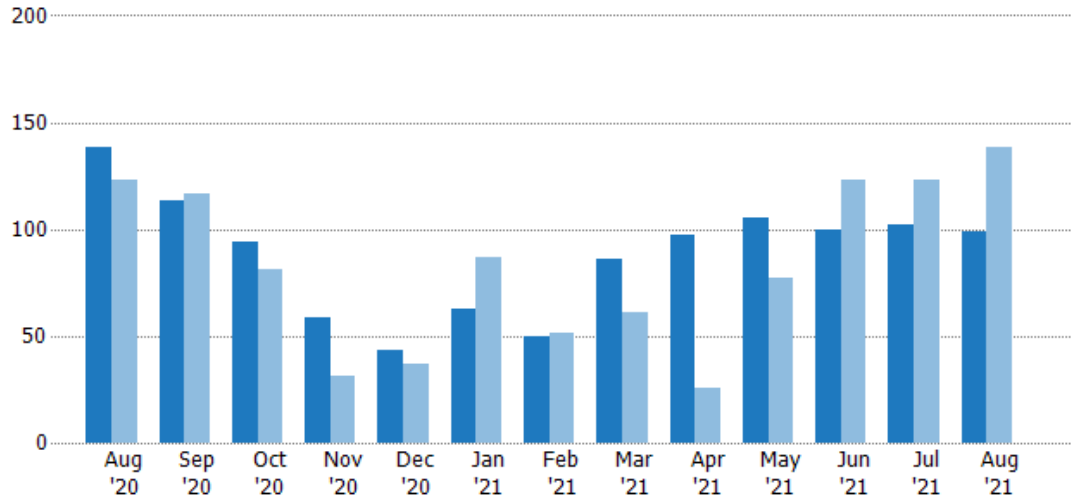
New Listings

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.
Aug '21	99	-28.3%
Aug '20	138	12.2%
Aug '19	123	-24.4%



Current Year	138	113	94	59	43	63	50	86	97	105	100	102	99
Prior Year	123	117	81	31	37	87	51	61	26	77	123	123	138
Percent Change from Prior Year	12%	-3%	16%	90%	16%	-28%	-2%	41%	273%	36%	-19%	-17%	-28%

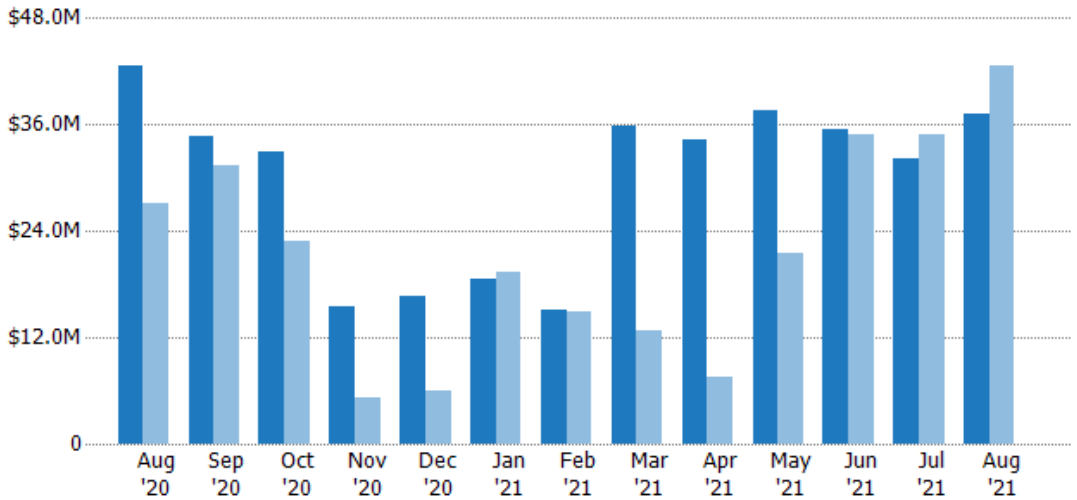
New Listing Volume

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.
Aug '21	\$37.3M	-12.6%
Aug '20	\$42.6M	57.2%
Aug '19	\$27.1M	-22.8%



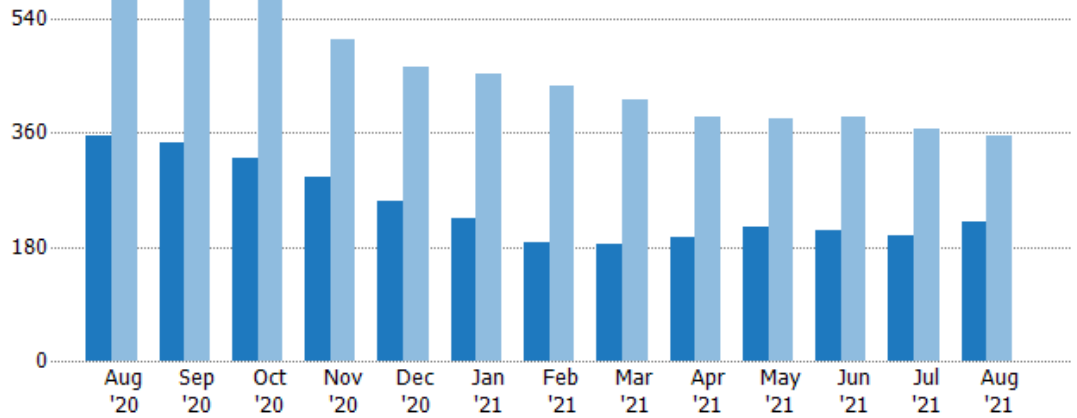
Current Year	\$42.6M	\$34.6M	\$32.9M	\$15.4M	\$16.7M	\$18.5M	\$15M	\$35.9M	\$34.2M	\$37.6M	\$35.4M	\$32.2M	\$37.3M
Prior Year	\$27.1M	\$31.5M	\$22.8M	\$5.3M	\$6.02M	\$19.3M	\$15M	\$12.9M	\$7.58M	\$21.6M	\$34.9M	\$34.8M	\$42.6M
Percent Change from Prior Year	57%	10%	45%	191%	177%	-4%	0%	179%	351%	74%	1%	-8%	-13%

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



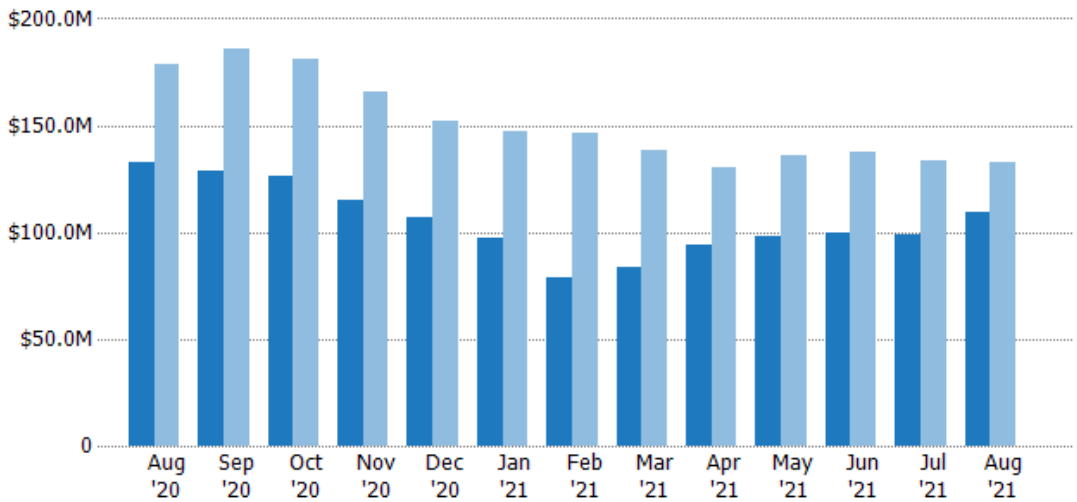
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	354	343	321	290	251	224	186	183	194	210	206	199	220
Prior Year	600	612	569	507	464	454	433	412	385	383	385	366	354
Percent Change from Prior Year	-41%	-44%	-44%	-43%	-46%	-51%	-57%	-56%	-50%	-45%	-46%	-46%	-38%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$132M	\$128M	\$126M	\$115M	\$107M	\$97.4M	\$79M	\$83.6M	\$94.3M	\$98.2M	\$100M	\$99.1M	\$109M
Prior Year	\$178M	\$186M	\$181M	\$166M	\$152M	\$147M	\$147M	\$138M	\$131M	\$136M	\$138M	\$134M	\$132M
Percent Change from Prior Year	-26%	-31%	-30%	-30%	-30%	-34%	-46%	-40%	-28%	-28%	-28%	-26%	-17%

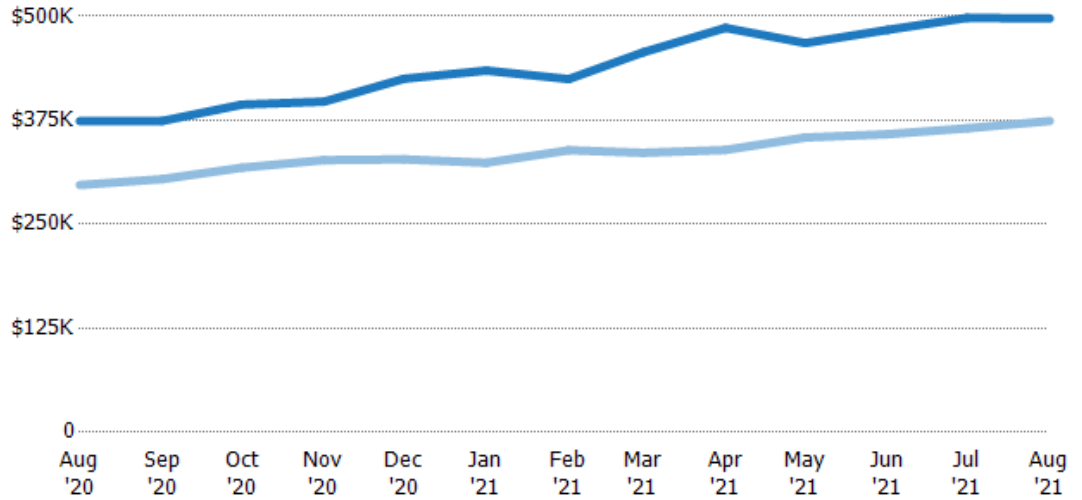
Average Listing Price

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.
Aug '21	\$497K	33%
Aug '20	\$374K	25.9%
Aug '19	\$297K	-9.9%



Current Year	\$374K	\$374K	\$394K	\$397K	\$425K	\$435K	\$425K	\$457K	\$486K	\$468K	\$484K	\$498K	\$497K
Prior Year	\$297K	\$304K	\$318K	\$327K	\$328K	\$324K	\$339K	\$336K	\$339K	\$354K	\$358K	\$365K	\$374K
Percent Change from Prior Year	26%	23%	24%	22%	30%	34%	25%	36%	43%	32%	35%	36%	33%

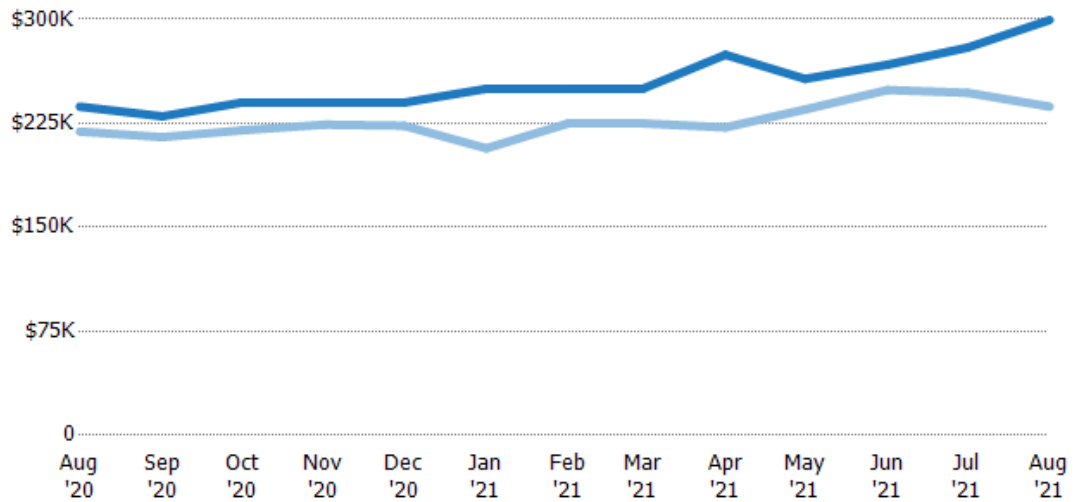
Median Listing Price

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.
Aug '21	\$299K	26.4%
Aug '20	\$237K	8.2%
Aug '19	\$219K	-9.1%



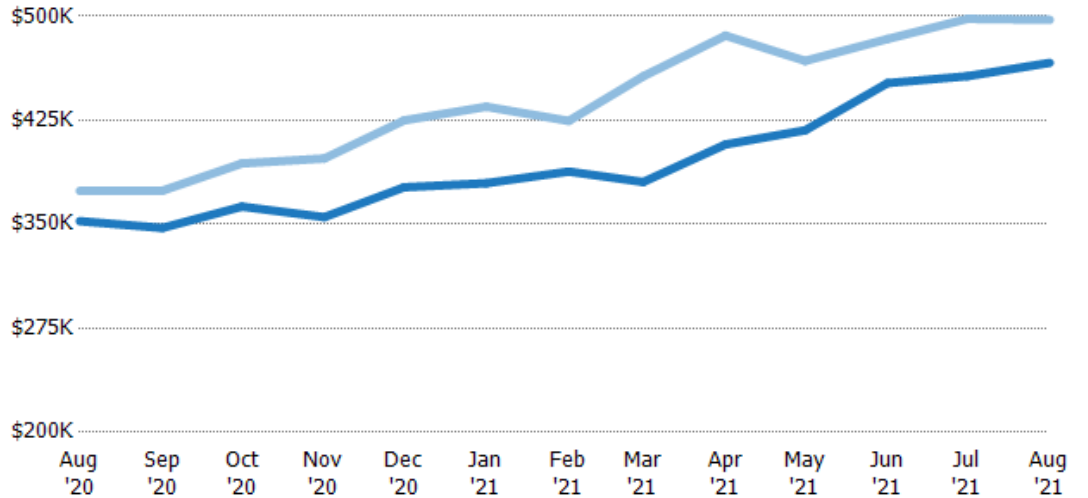
Current Year	\$237K	\$230K	\$240K	\$240K	\$240K	\$250K	\$250K	\$250K	\$274K	\$257K	\$267K	\$280K	\$299K
Prior Year	\$219K	\$215K	\$220K	\$224K	\$223K	\$207K	\$225K	\$225K	\$222K	\$235K	\$249K	\$247K	\$237K
Percent Change from Prior Year	8%	7%	9%	7%	7%	21%	11%	11%	24%	9%	7%	13%	26%

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



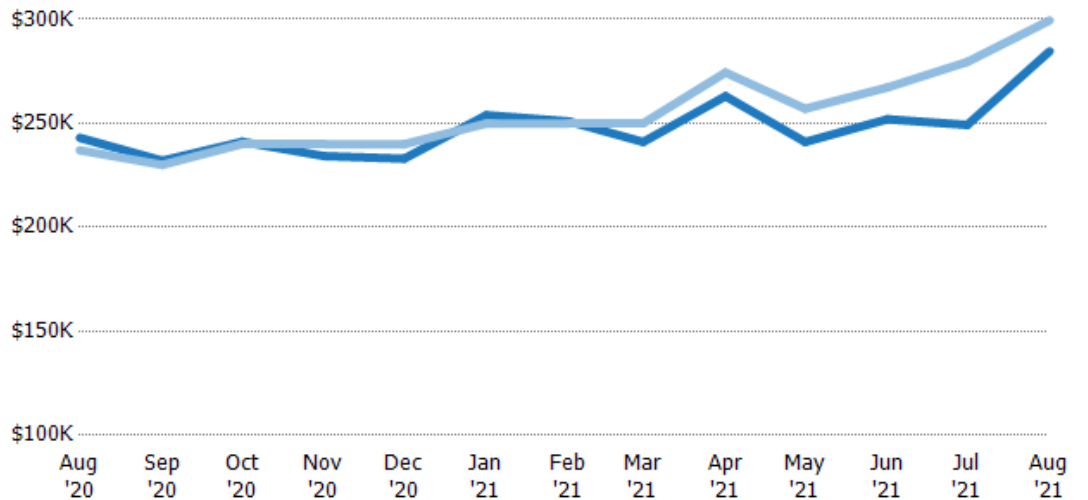
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$352K	\$347K	\$363K	\$355K	\$377K	\$380K	\$388K	\$380K	\$408K	\$418K	\$452K	\$457K	\$466K
Avg Listing Price	\$374K	\$374K	\$394K	\$397K	\$425K	\$435K	\$425K	\$457K	\$486K	\$468K	\$484K	\$498K	\$497K
Avg Listing Price as a % of Avg Est Value	106%	108%	109%	112%	113%	115%	109%	120%	119%	112%	107%	109%	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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$243K	\$232K	\$241K	\$234K	\$233K	\$254K	\$251K	\$241K	\$263K	\$241K	\$252K	\$249K	\$285K
Median Listing Price	\$237K	\$230K	\$240K	\$240K	\$240K	\$250K	\$250K	\$250K	\$274K	\$257K	\$267K	\$280K	\$299K
Med Listing Price as a % of Med Est Value	98%	99%	100%	102%	103%	98%	100%	104%	104%	107%	106%	112%	105%

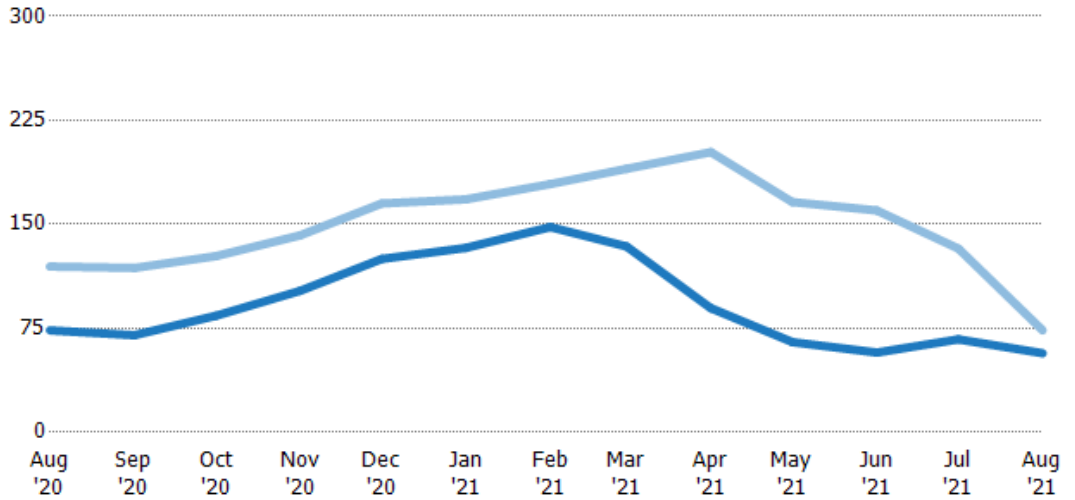
Median Days in RPR

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.
Aug '21	57	-22.4%
Aug '20	73.5	-38.5%
Aug '19	120	-19.7%



Current Year	73.5	70	84	102	125	133	148	134	89.5	65	57.5	67	57
Prior Year	120	119	127	142	165	168	179	190	202	166	160	133	73.5
Percent Change from Prior Year	-38%	-41%	-34%	-28%	-24%	-21%	-17%	-29%	-56%	-61%	-64%	-49%	-22%

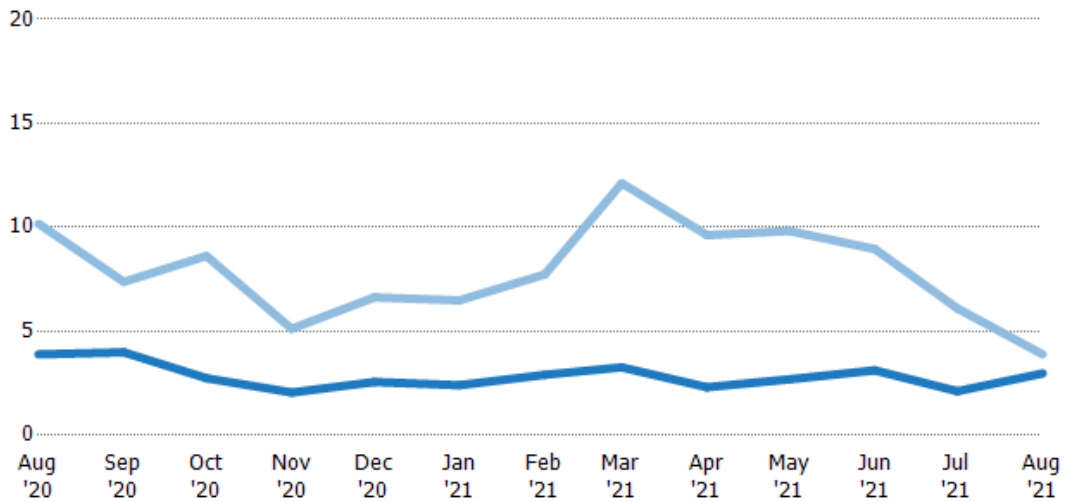
Months of Inventory

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.
Aug '21	2.97	-23.6%
Aug '20	3.89	-61.7%
Aug '19	10.2	-13.2%



Current Year	3.89	3.99	2.74	2.06	2.56	2.41	2.91	3.27	2.31	2.69	3.12	2.12	2.97
Prior Year	10.2	7.37	8.62	5.12	6.63	6.49	7.73	12.1	9.63	9.82	8.95	6.1	3.89
Percent Change from Prior Year	-62%	-46%	-68%	-60%	-61%	-63%	-62%	-73%	-76%	-73%	-65%	-65%	-24%

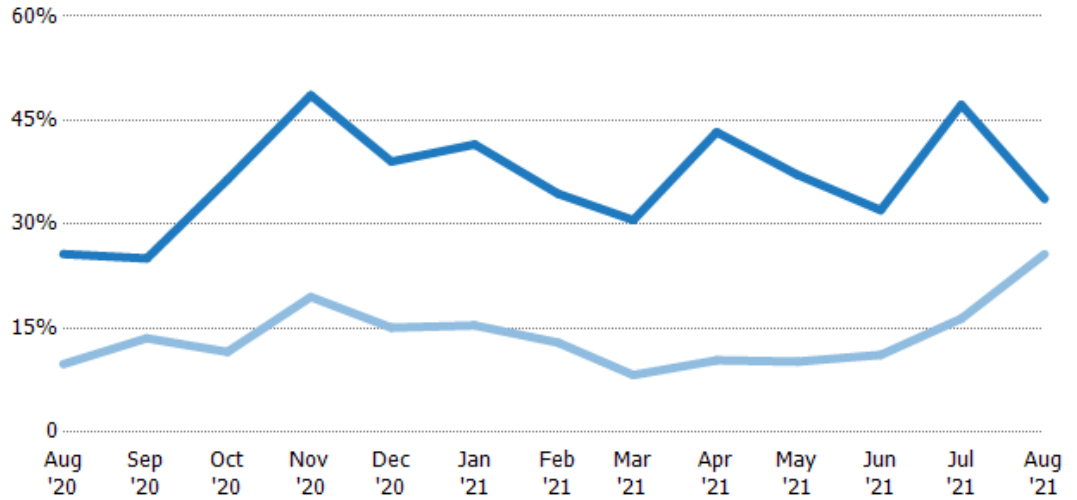
Absorption Rate

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.
Aug '21	34%	-7.9%
Aug '20	26%	-15.9%
Aug '19	10%	15.2%



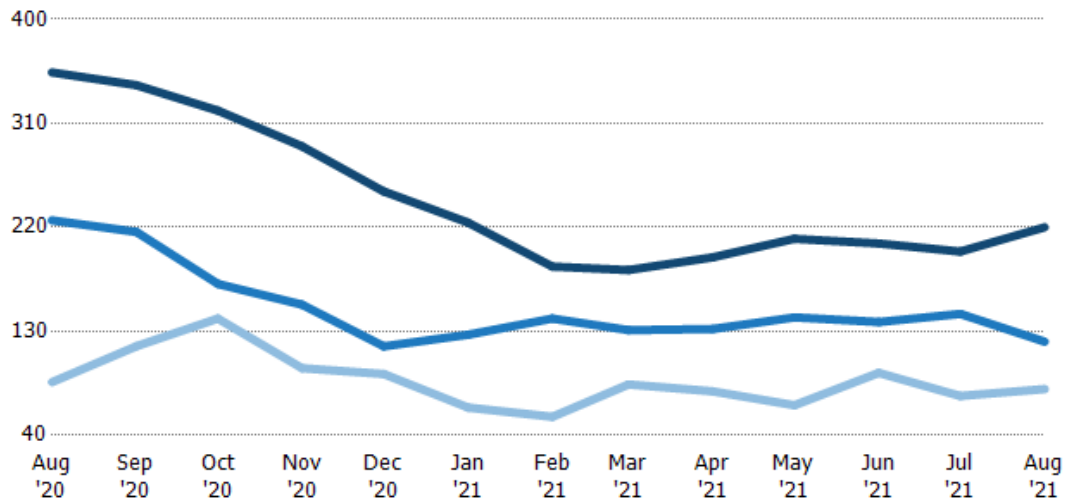
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	26%	25%	36%	49%	39%	42%	34%	31%	43%	37%	32%	47%	34%
Prior Year	10%	14%	12%	20%	15%	15%	13%	8%	10%	10%	11%	16%	26%
Change from Prior Year	-16%	-12%	-25%	-29%	-24%	-26%	-21%	-22%	-33%	-27%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

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



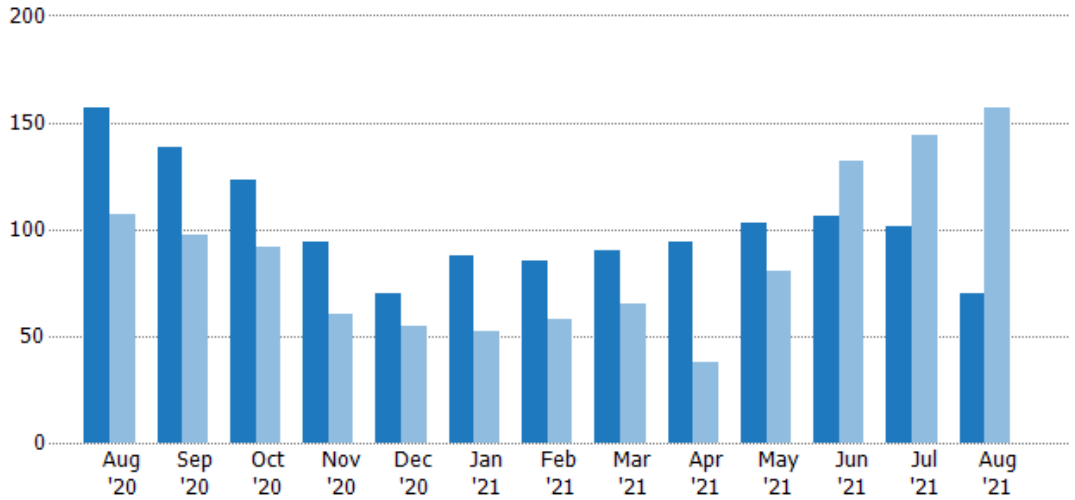
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	354	343	321	290	251	224	186	183	194	210	206	199	220
Pending	226	216	171	153	117	127	141	131	132	142	138	145	121
Sold	86	117	141	98	93	64	56	84	78	66	94	74	80

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



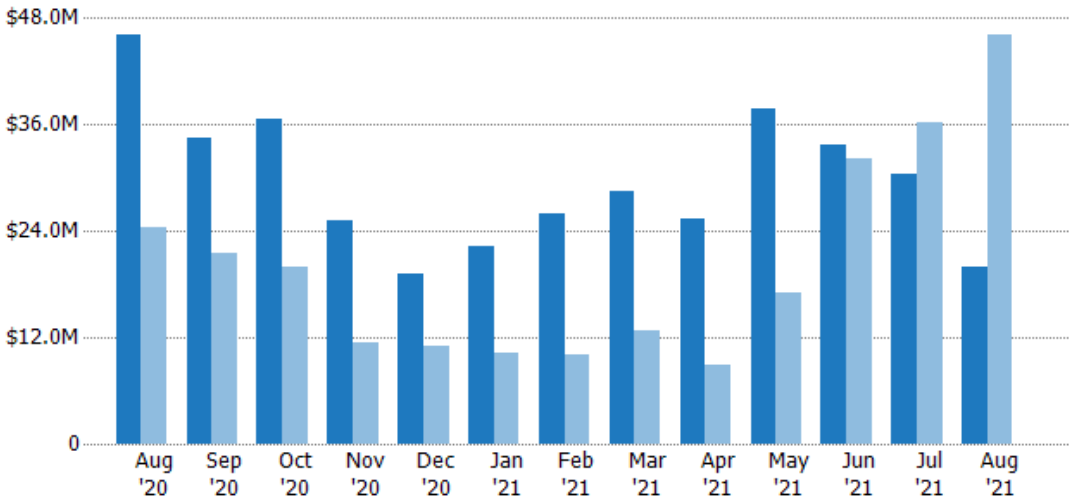
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	157	138	123	94	70	88	85	90	94	103	106	101	70
Prior Year	107	97	92	60	55	52	58	65	38	80	132	144	157
Percent Change from Prior Year	47%	42%	34%	57%	27%	69%	47%	38%	147%	29%	-20%	-30%	-55%

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



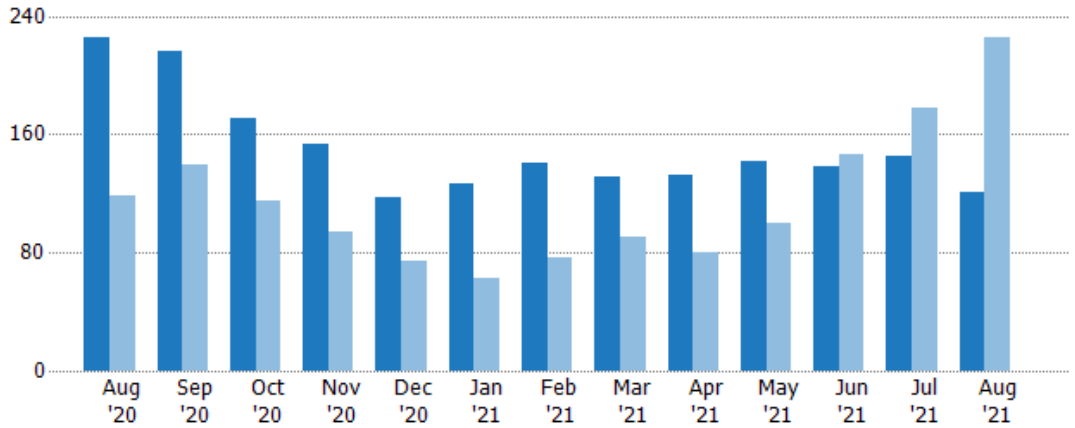
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$46.1M	\$34.6M	\$36.7M	\$25.1M	\$19.1M	\$22.3M	\$26M	\$28.5M	\$25.3M	\$37.8M	\$33.6M	\$30.4M	\$20M
Prior Year	\$24.4M	\$21.5M	\$19.9M	\$11.4M	\$11M	\$10.3M	\$10.1M	\$12.8M	\$8.83M	\$17M	\$32.2M	\$36.2M	\$46.1M
Percent Change from Prior Year	89%	61%	84%	120%	74%	116%	158%	123%	187%	122%	5%	-16%	-56%

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



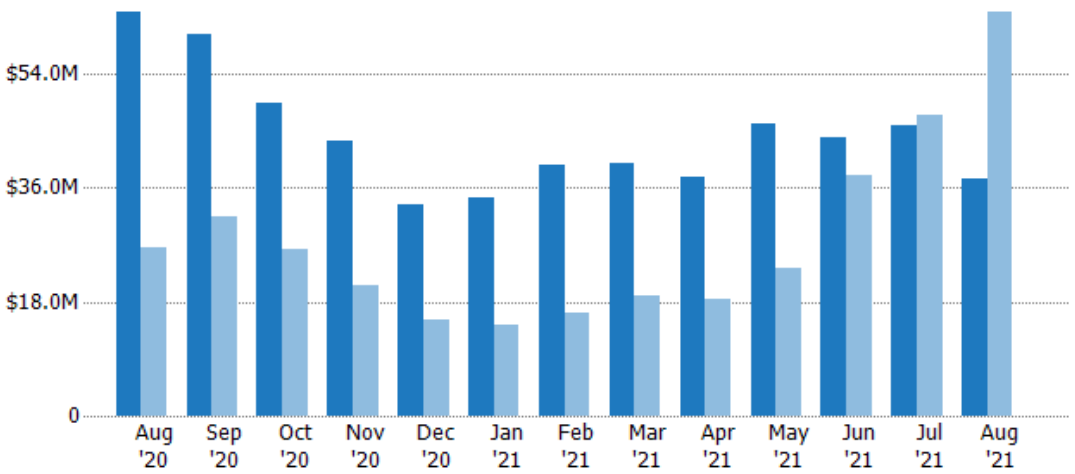
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	226	216	171	153	117	127	141	131	132	142	138	145	121
Prior Year	119	140	115	94	74	63	77	90	80	100	146	178	226
Percent Change from Prior Year	90%	54%	49%	63%	58%	102%	83%	46%	65%	42%	-5%	-19%	-46%

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



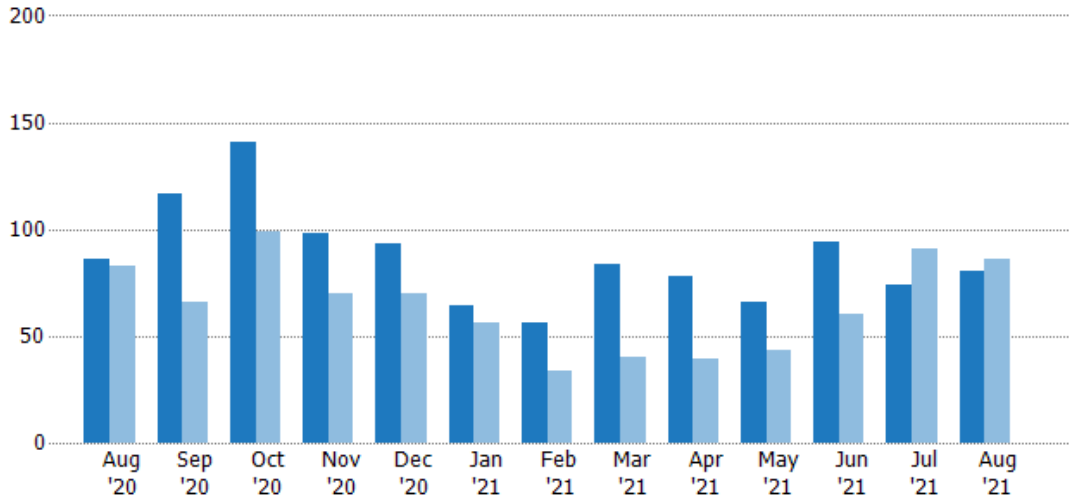
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$63.6M	\$60.2M	\$49.4M	\$43.4M	\$33.3M	\$34.4M	\$39.6M	\$39.8M	\$37.6M	\$46.1M	\$44M	\$45.7M	\$37.4M
Prior Year	\$26.6M	\$31.4M	\$26.3M	\$20.7M	\$15.1M	\$14.4M	\$16.3M	\$18.9M	\$18.5M	\$23.3M	\$38.1M	\$47.3M	\$63.6M
Percent Change from Prior Year	139%	92%	88%	109%	121%	139%	143%	111%	103%	98%	16%	-3%	-41%

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



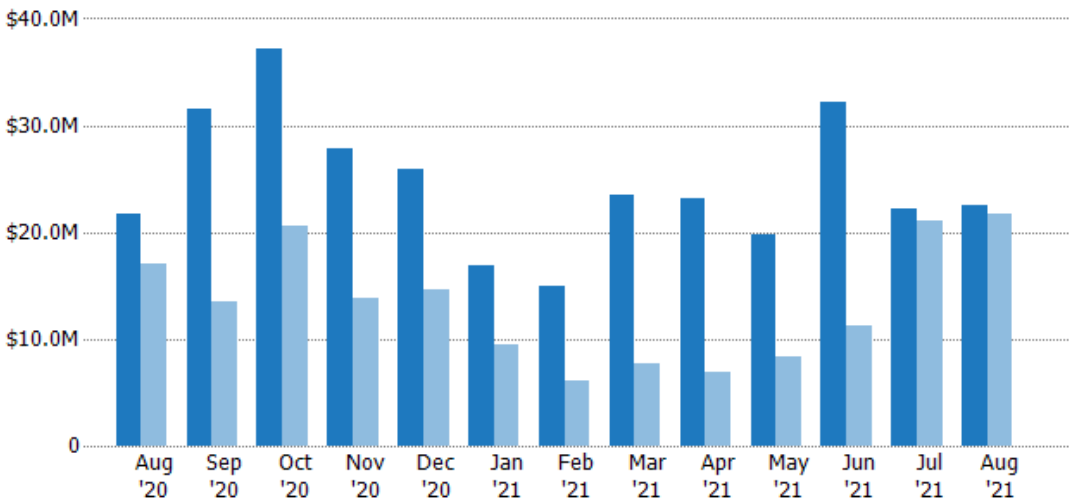
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	86	117	141	98	93	64	56	84	78	66	94	74	80
Prior Year	83	66	99	70	70	56	34	40	39	43	60	91	86
Percent Change from Prior Year	4%	77%	42%	40%	33%	14%	65%	110%	100%	53%	57%	-19%	-7%

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



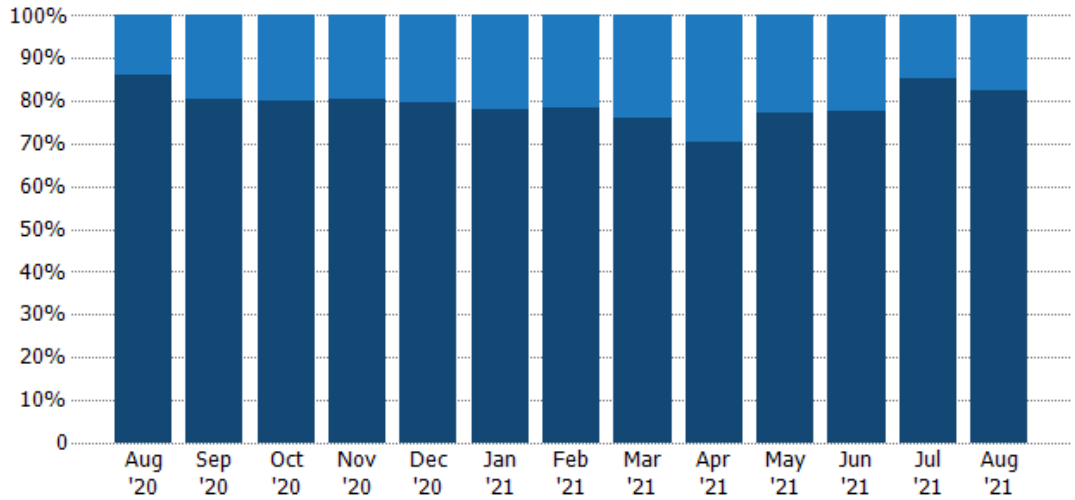
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$21.7M	\$31.5M	\$37.2M	\$27.8M	\$25.9M	\$16.9M	\$14.9M	\$23.5M	\$23.2M	\$19.8M	\$32.2M	\$22.2M	\$22.6M
Prior Year	\$17M	\$13.5M	\$20.6M	\$13.9M	\$14.6M	\$9.54M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M	\$21.1M	\$21.7M
Percent Change from Prior Year	28%	133%	80%	101%	77%	77%	146%	204%	236%	139%	186%	5%	4%

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



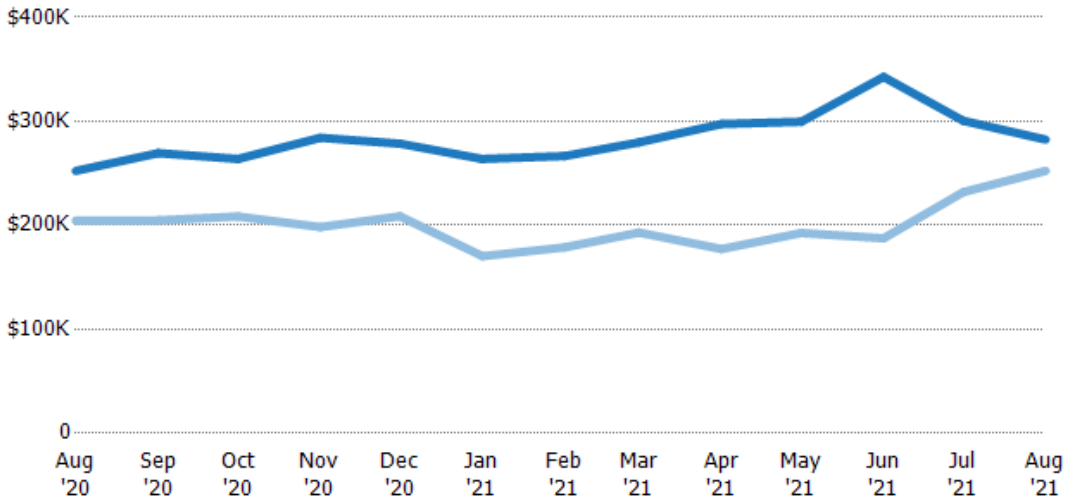
Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Condo/Townhouse	14%	20%	20%	19%	20%	22%	21%	24%	29%	23%	22%	15%	18%
Single Family Residence	86%	80%	80%	81%	80%	78%	79%	76%	71%	77%	78%	85%	83%

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	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$252K	\$269K	\$264K	\$284K	\$278K	\$264K	\$267K	\$280K	\$297K	\$300K	\$343K	\$301K	\$282K
Prior Year	\$204K	\$205K	\$208K	\$198K	\$209K	\$170K	\$179K	\$193K	\$177K	\$193K	\$187K	\$232K	\$252K
Percent Change from Prior Year	23%	32%	27%	43%	33%	55%	49%	45%	68%	56%	83%	30%	12%

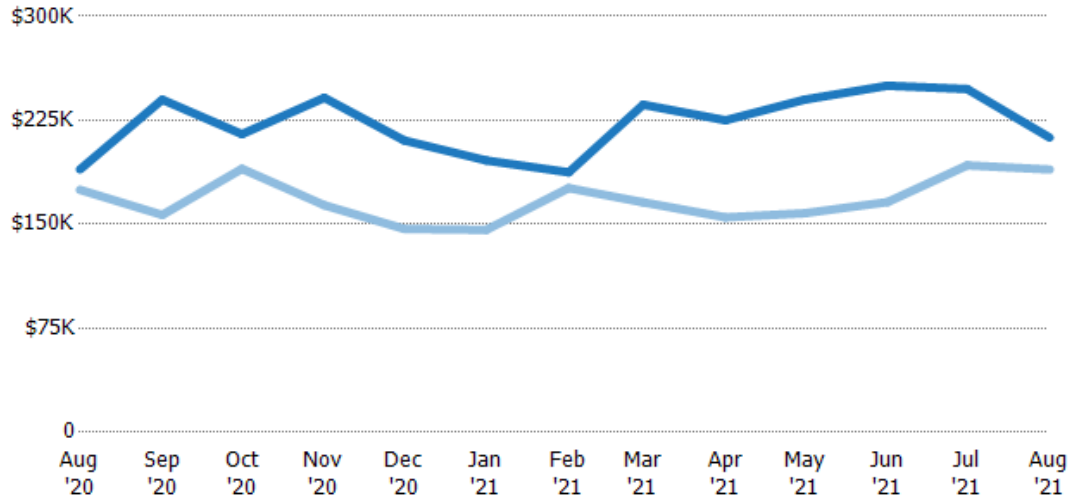
Median Sales Price

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.
Aug '21	\$213K	12.1%
Aug '20	\$190K	8.3%
Aug '19	\$175K	-14.2%



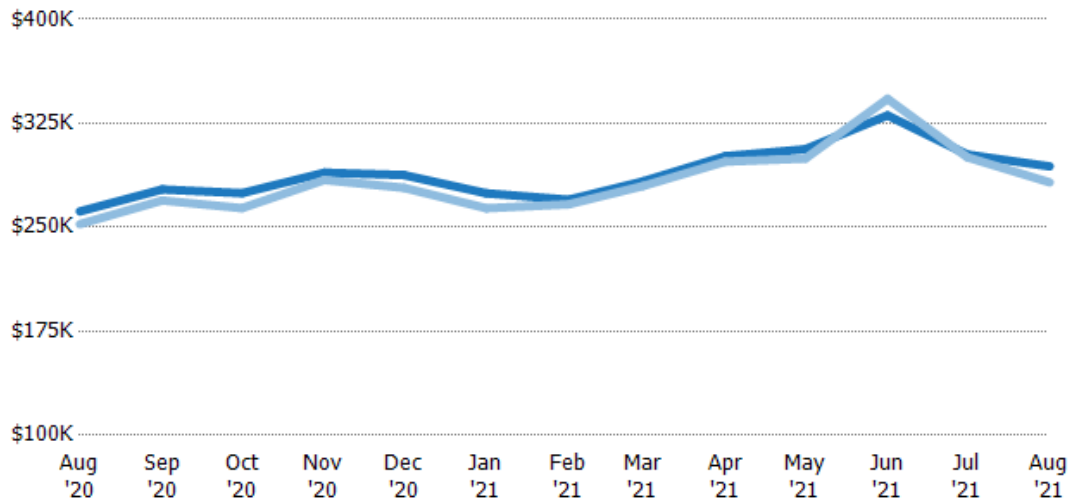
Current Year	\$190K	\$240K	\$215K	\$241K	\$211K	\$196K	\$188K	\$236K	\$225K	\$240K	\$250K	\$248K	\$213K
Prior Year	\$175K	\$157K	\$190K	\$164K	\$147K	\$146K	\$176K	\$166K	\$155K	\$158K	\$166K	\$193K	\$190K
Percent Change from Prior Year	8%	53%	13%	47%	43%	34%	6%	42%	45%	52%	51%	29%	12%

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



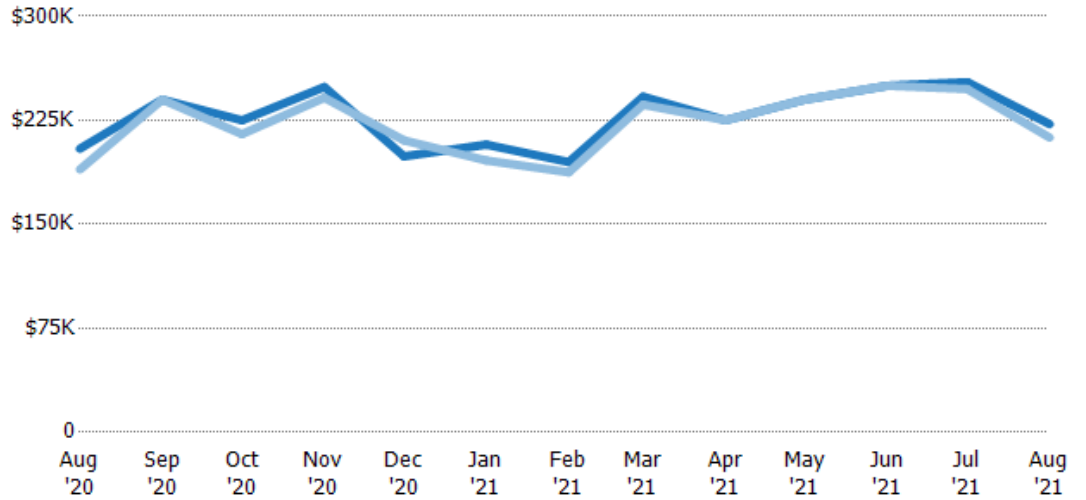
Avg List Price	\$261K	\$277K	\$275K	\$289K	\$288K	\$275K	\$270K	\$283K	\$301K	\$306K	\$331K	\$302K	\$294K
Avg Sales Price	\$252K	\$269K	\$264K	\$284K	\$278K	\$264K	\$267K	\$280K	\$297K	\$300K	\$343K	\$301K	\$282K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	98%	97%	96%	99%	99%	99%	98%	104%	99%	96%

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



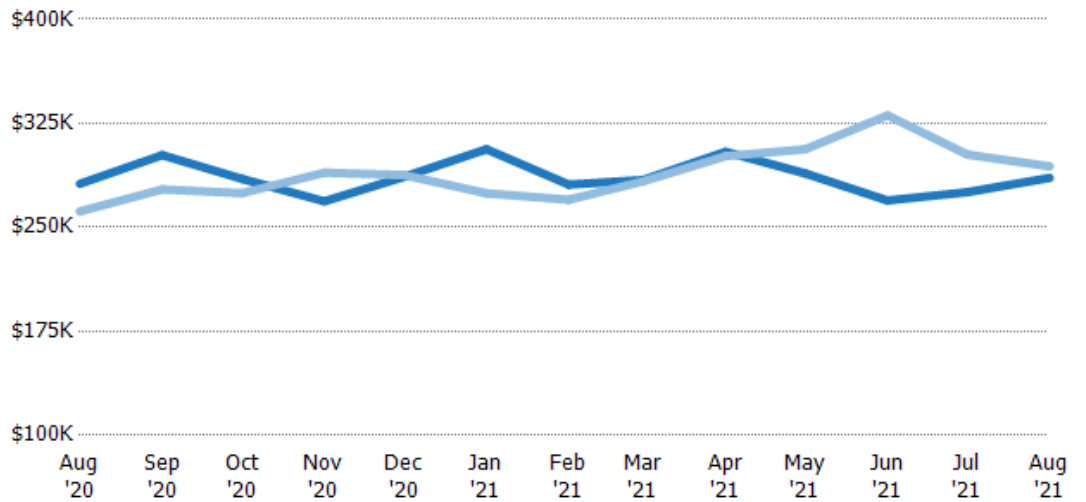
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$205K	\$240K	\$225K	\$249K	\$199K	\$207K	\$195K	\$242K	\$225K	\$240K	\$250K	\$253K	\$222K
Median Sales Price	\$190K	\$240K	\$215K	\$241K	\$211K	\$196K	\$188K	\$236K	\$225K	\$240K	\$250K	\$248K	\$213K
Med Sales Price as a % of Med List Price	93%	100%	96%	97%	106%	94%	96%	98%	100%	100%	100%	98%	96%

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



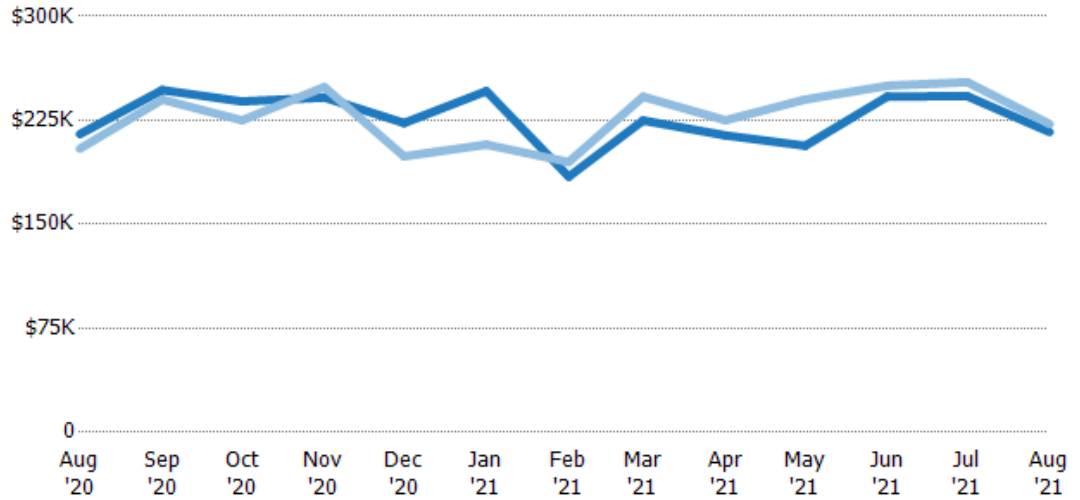
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$281K	\$302K	\$285K	\$269K	\$286K	\$306K	\$281K	\$284K	\$304K	\$289K	\$269K	\$275K	\$286K
Avg Sales Price	\$261K	\$277K	\$275K	\$289K	\$288K	\$275K	\$270K	\$283K	\$301K	\$306K	\$331K	\$302K	\$294K
Avg Sales Price as a % of Avg Est Value	93%	92%	96%	108%	100%	90%	96%	100%	99%	106%	123%	110%	103%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$215K	\$247K	\$239K	\$241K	\$223K	\$246K	\$184K	\$225K	\$214K	\$207K	\$242K	\$242K	\$217K
Median Sales Price	\$205K	\$240K	\$225K	\$249K	\$199K	\$207K	\$195K	\$242K	\$225K	\$240K	\$250K	\$253K	\$222K
Med Sales Price as a % of Med Est Value	95%	97%	94%	103%	89%	84%	106%	108%	105%	116%	103%	104%	103%