

Summary of Key Listing and Sales Metrics

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

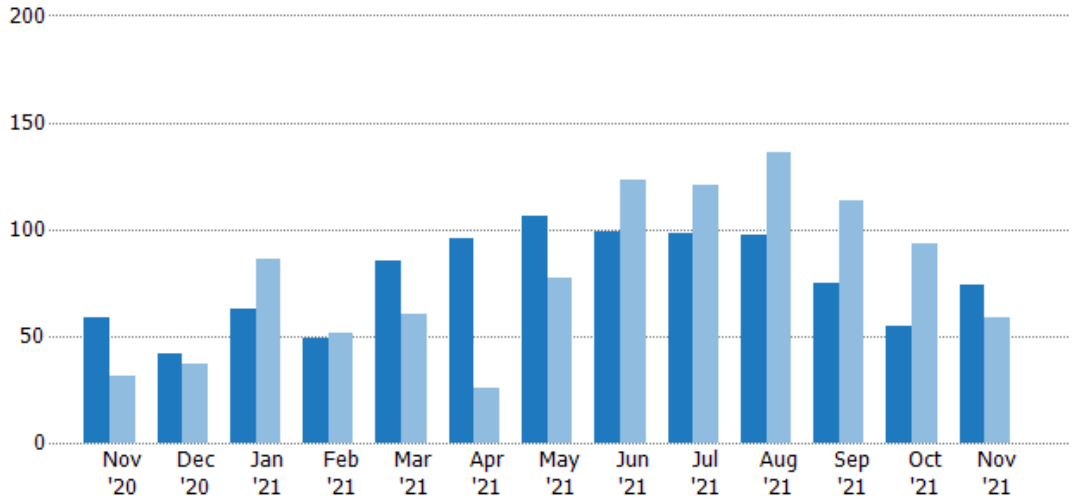
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	74	59	+25.4%	897	945	-5.1%
New Listing Volume	\$69,795,950	\$15,390,350	+353.5%	\$357,946,185	\$270,476,318	+32.3%
Active Listing Count	236	286	-17.5%	N/A	N/A	
Active Listing Volume	\$147,274,249	\$114,052,912	+29.1%	N/A	N/A	
Average Listing Price	\$624,043	\$398,786	+56.5%	\$488,819	\$358,521	+36.3%
Median Listing Price	\$325,000	\$242,500	+34%	\$280,074	\$230,198	+21.7%
Median Days in RPR	61	101.5	-39.9%	83.36	119.57	-30.3%
Months of Inventory	2.6	2.1	+24.7%	2.8	5.8	-52.5%
Absorption Rate	38.98%	48.6%	-9.6%	36.19%	17.19%	+19%
Sales Activity Charts Metrics						
New Pending Sales Count	5	94	-94.7%	861	1,077	-20.1%
New Pending Sales Volume	\$2,346,500	\$25,109,600	-90.7%	\$269,767,109	\$268,949,566	+0.3%
Pending Sales Count	12	152	-92.1%	N/A	N/A	
Pending Sales Volume	\$5,081,300	\$42,963,795	-88.2%	N/A	N/A	
Closed Sales Count	71	97	-26.8%	833	797	+4.5%
Closed Sales Volume	\$26,958,301	\$27,694,785	-2.7%	\$254,606,669	\$186,814,386	+36.3%
Average Sales Price	\$379,694	\$285,513	+33%	\$305,650	\$234,397	+30.4%
Median Sales Price	\$295,000	\$242,500	+21.6%	\$234,775	\$198,042	+18.5%

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



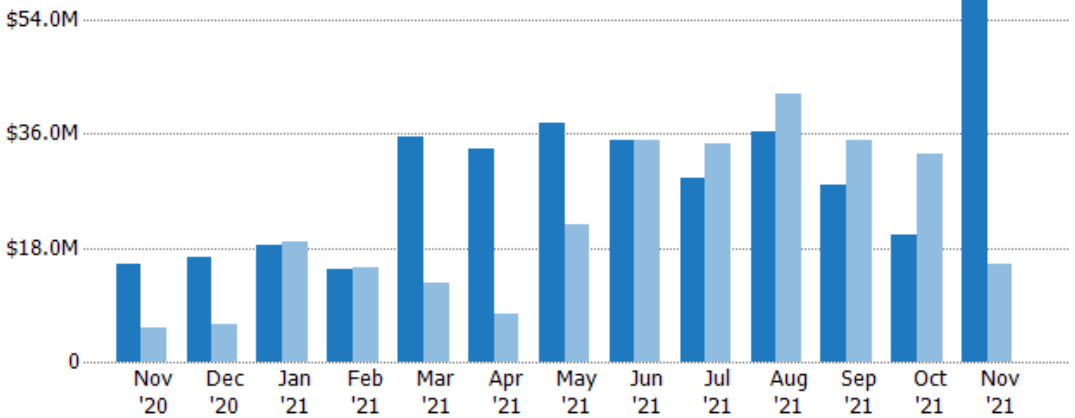
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	59	42	63	49	85	96	106	99	98	97	75	55	74
Prior Year	31	37	86	51	60	26	77	123	121	136	113	93	59
Percent Change from Prior Year	90%	14%	-27%	-4%	42%	269%	38%	-20%	-19%	-29%	-34%	-41%	25%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$15.4M	\$16.4M	\$18.5M	\$14.6M	\$35.6M	\$33.7M	\$37.6M	\$34.9M	\$29M	\$36.3M	\$27.8M	\$20M	\$69.8M
Prior Year	\$5.3M	\$6.02M	\$19.1M	\$15M	\$12.6M	\$7.58M	\$21.6M	\$35M	\$34.3M	\$42.3M	\$35M	\$32.8M	\$15.4M
Percent Change from Prior Year	191%	173%	-3%	-2%	183%	344%	74%	0%	-16%	-14%	-20%	-39%	354%

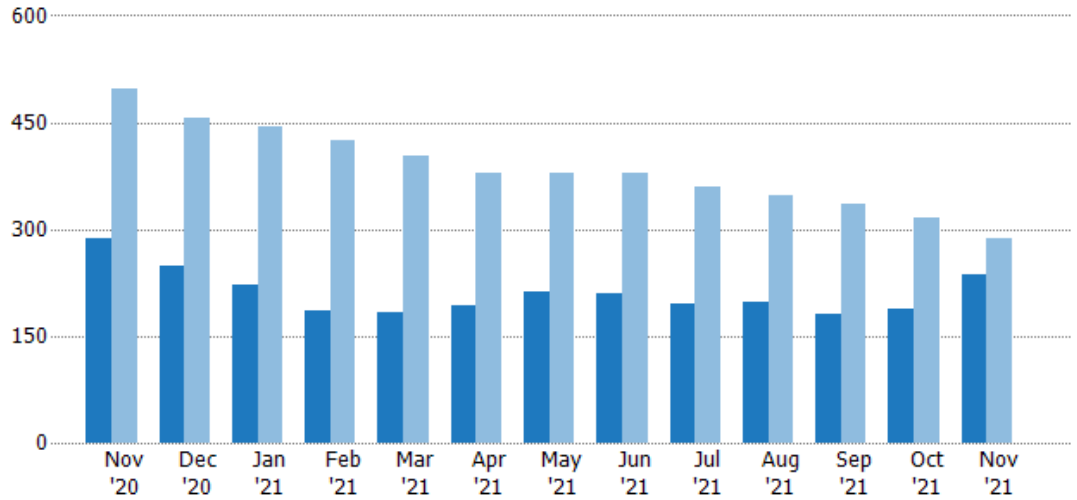
Active Listings

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.
Nov '21	236	-17.5%
Nov '20	286	-42.5%
Nov '19	497	2.6%



Current Year	286	249	223	185	183	193	212	209	195	198	180	188	236
Prior Year	497	456	445	425	403	378	378	380	360	347	336	316	286
Percent Change from Prior Year	-42%	-45%	-50%	-56%	-55%	-49%	-44%	-45%	-46%	-43%	-46%	-41%	-17%

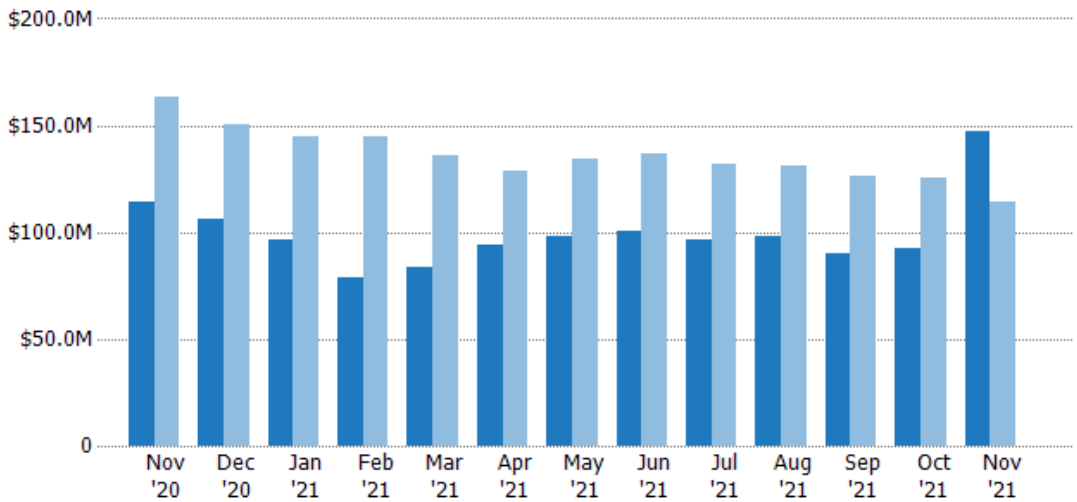
Active Listing Volume

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.
Nov '21	\$147M	29.1%
Nov '20	\$114M	-30.1%
Nov '19	\$163M	-8.2%



Current Year	\$114M	\$106M	\$96.9M	\$78.8M	\$83.2M	\$93.7M	\$98.4M	\$101M	\$96.1M	\$98.4M	\$90M	\$92.8M	\$147M
Prior Year	\$163M	\$150M	\$145M	\$145M	\$136M	\$129M	\$134M	\$137M	\$132M	\$131M	\$126M	\$125M	\$114M
Percent Change from Prior Year	-30%	-29%	-33%	-46%	-39%	-27%	-27%	-26%	-27%	-25%	-29%	-26%	29%

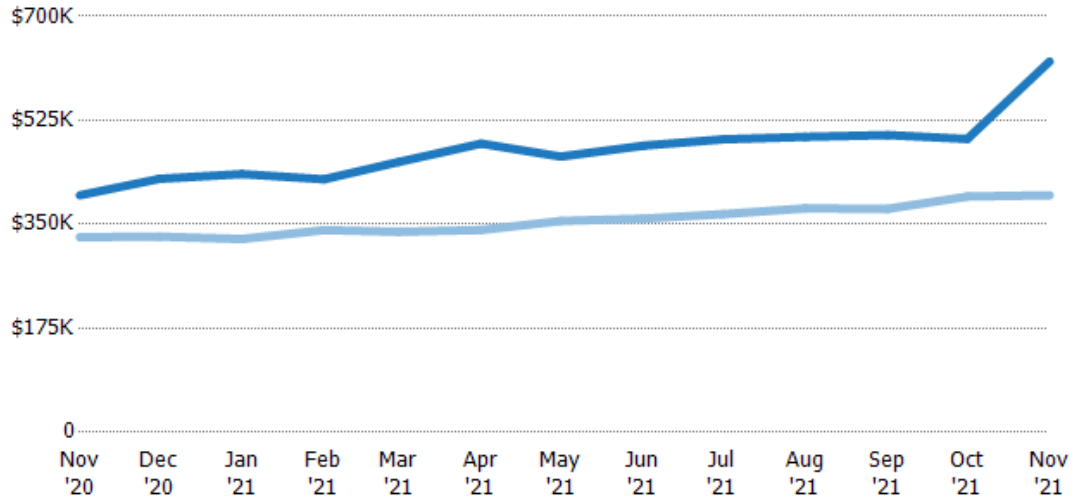
Average Listing Price

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.
Nov '21	\$624K	56.5%
Nov '20	\$399K	21.5%
Nov '19	\$328K	-10.6%



Current Year	\$399K	\$427K	\$434K	\$426K	\$455K	\$486K	\$464K	\$482K	\$493K	\$497K	\$500K	\$494K	\$624K
Prior Year	\$328K	\$329K	\$325K	\$340K	\$337K	\$340K	\$356K	\$359K	\$367K	\$377K	\$376K	\$397K	\$399K
Percent Change from Prior Year	21%	30%	34%	25%	35%	43%	30%	34%	34%	32%	33%	24%	56%

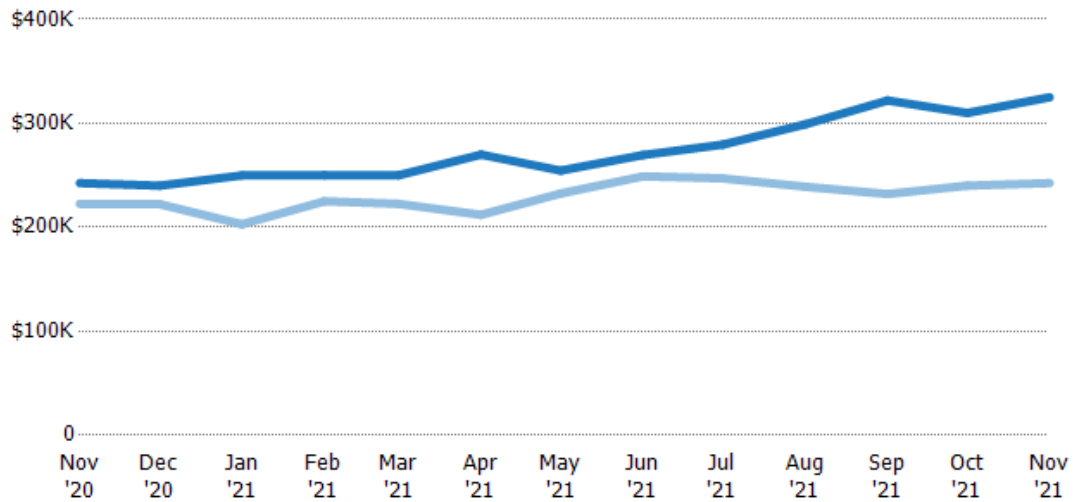
Median Listing Price

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.
Nov '21	\$325K	34%
Nov '20	\$243K	9%
Nov '19	\$223K	-12.4%



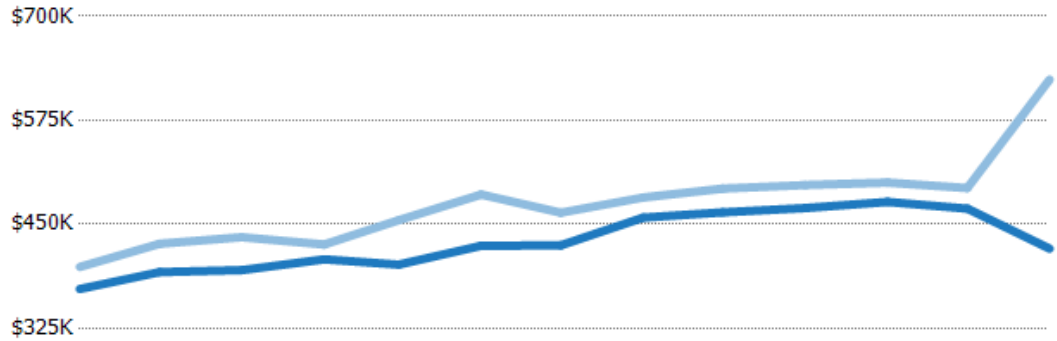
Current Year	\$243K	\$240K	\$250K	\$250K	\$250K	\$270K	\$255K	\$270K	\$280K	\$299K	\$322K	\$310K	\$325K
Prior Year	\$223K	\$222K	\$203K	\$225K	\$223K	\$212K	\$233K	\$249K	\$247K	\$239K	\$232K	\$240K	\$243K
Percent Change from Prior Year	9%	8%	23%	11%	12%	27%	9%	8%	13%	25%	39%	29%	34%

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



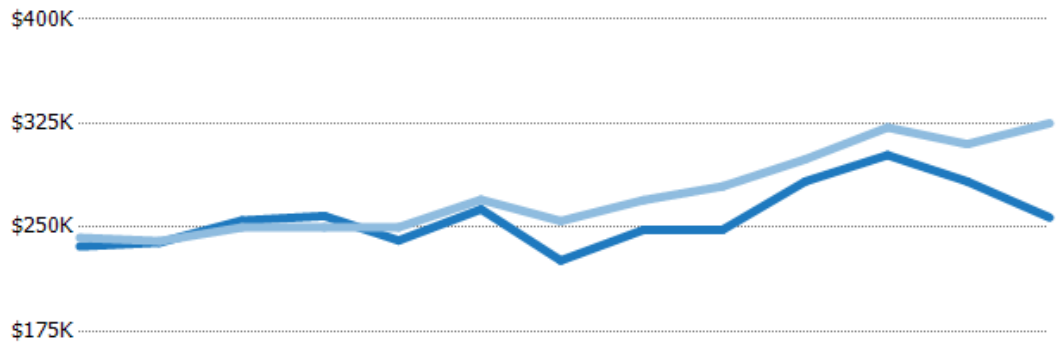
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$372K	\$392K	\$395K	\$408K	\$401K	\$424K	\$425K	\$458K	\$464K	\$469K	\$477K	\$469K	\$421K
Avg Listing Price	\$399K	\$427K	\$434K	\$426K	\$455K	\$486K	\$464K	\$482K	\$493K	\$497K	\$500K	\$494K	\$624K
Avg Listing Price as a % of Avg Est Value	107%	109%	110%	104%	113%	115%	109%	105%	106%	106%	105%	105%	148%

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



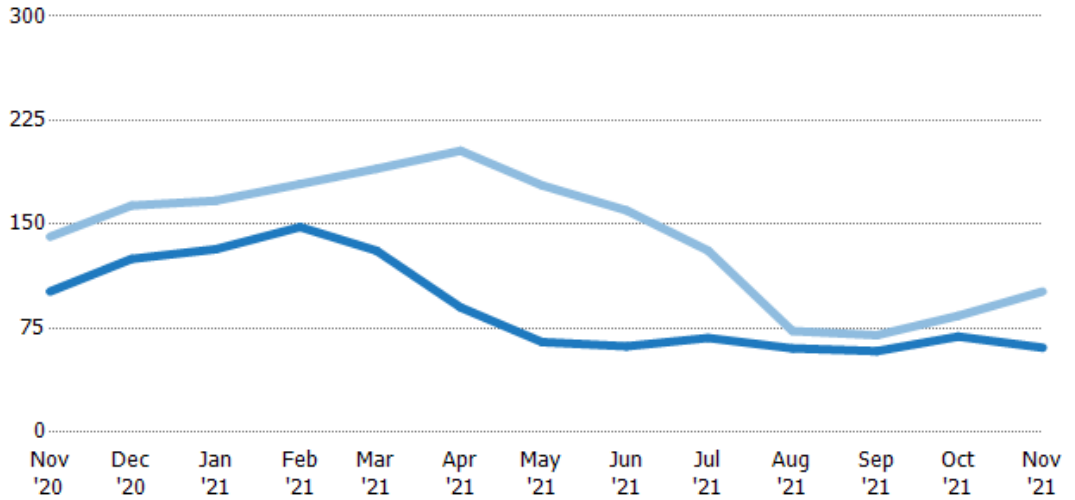
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$236K	\$239K	\$255K	\$258K	\$240K	\$263K	\$226K	\$248K	\$248K	\$283K	\$302K	\$283K	\$257K
Median Listing Price	\$243K	\$240K	\$250K	\$250K	\$250K	\$270K	\$255K	\$270K	\$280K	\$299K	\$322K	\$310K	\$325K
Med Listing Price as a % of Med Est Value	103%	100%	98%	97%	104%	103%	113%	109%	113%	106%	107%	110%	126%

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



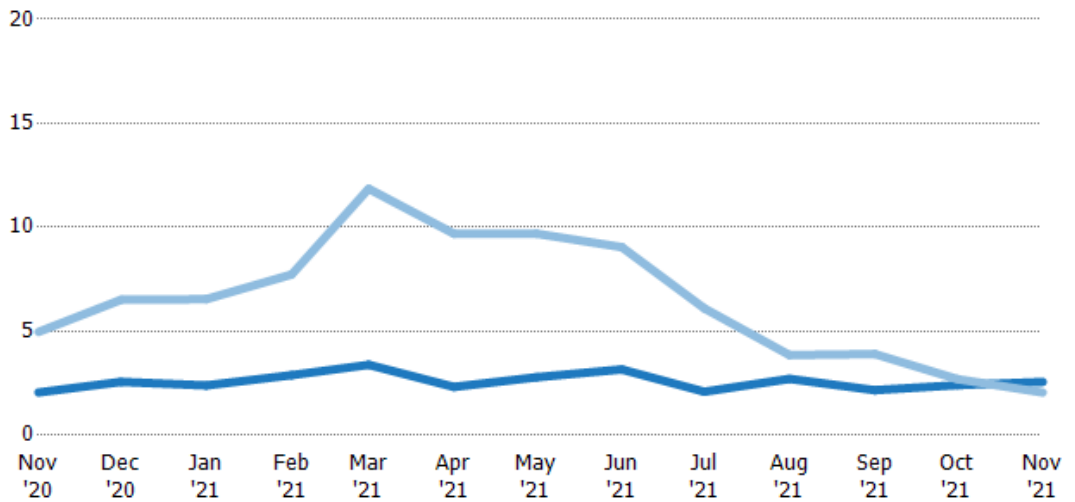
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	102	125	132	148	131	90	65	62	68	60.5	58.5	69	61
Prior Year	141	164	167	179	190	203	178	160	131	73	70	84	102
Percent Change from Prior Year	-28%	-24%	-21%	-17%	-31%	-56%	-63%	-61%	-48%	-17%	-16%	-18%	-40%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.06	2.57	2.4	2.89	3.39	2.33	2.79	3.17	2.1	2.71	2.17	2.41	2.57
Prior Year	4.97	6.51	6.54	7.73	11.9	9.69	9.69	9.05	6.1	3.86	3.91	2.7	2.06
Percent Change from Prior Year	-59%	-61%	-63%	-63%	-71%	-76%	-71%	-65%	-66%	-30%	-44%	-11%	25%

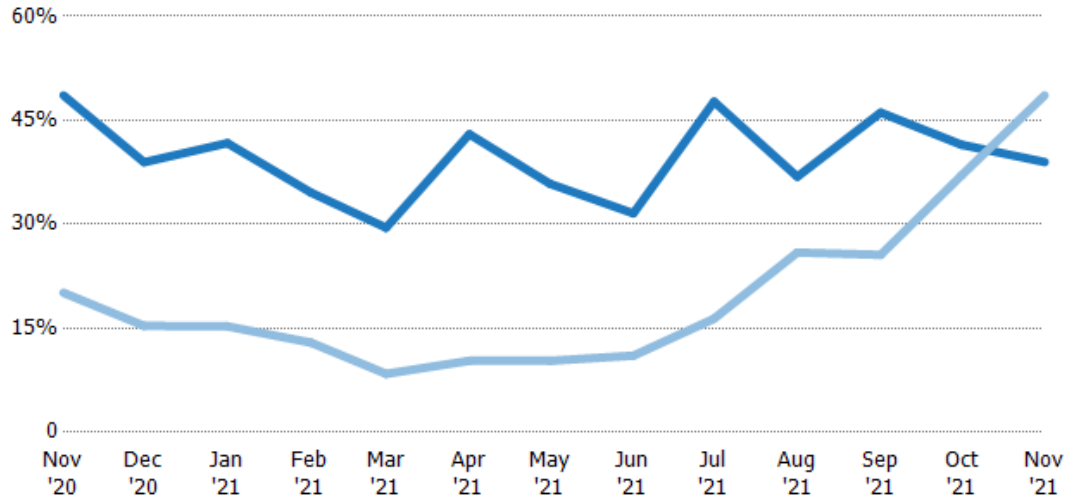
Absorption Rate

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.
Nov '21	39%	9.6%
Nov '20	49%	-28.5%
Nov '19	20%	-27.9%



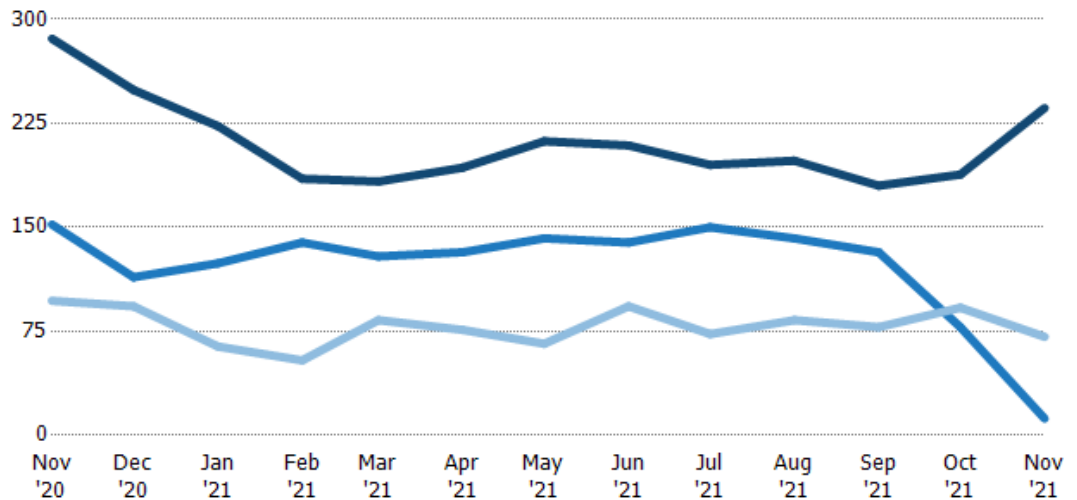
Current Year	49%	39%	42%	35%	30%	43%	36%	32%	48%	37%	46%	41%	39%
Prior Year	20%	15%	15%	13%	8%	10%	10%	11%	16%	26%	26%	37%	49%
Change from Prior Year	-28%	-24%	-26%	-22%	-21%	-33%	-26%	-21%	-31%	-11%	-21%	-4%	10%

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



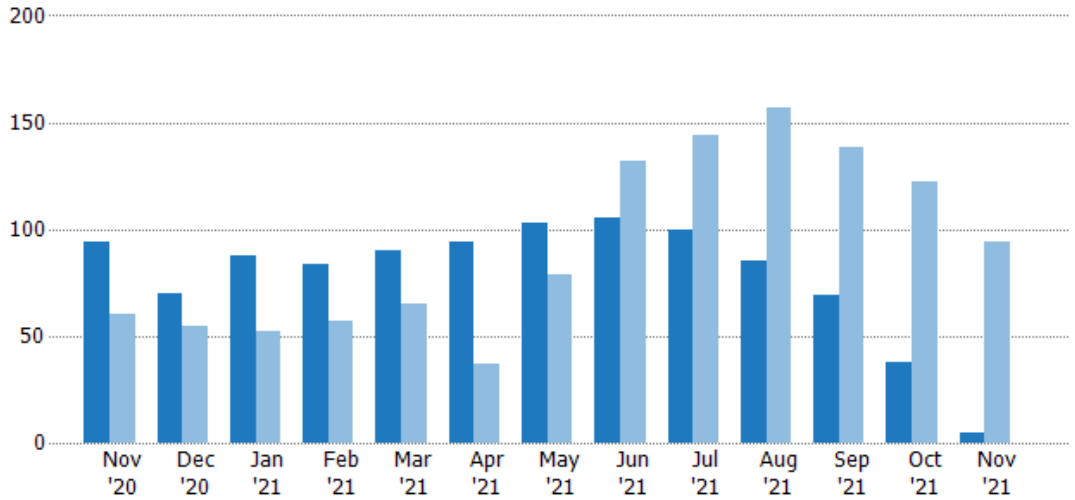
Active	286	249	223	185	183	193	212	209	195	198	180	188	236
Pending	152	114	124	139	129	132	142	139	150	142	132	78	12
Sold	97	93	64	54	83	76	66	93	73	83	78	92	71

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



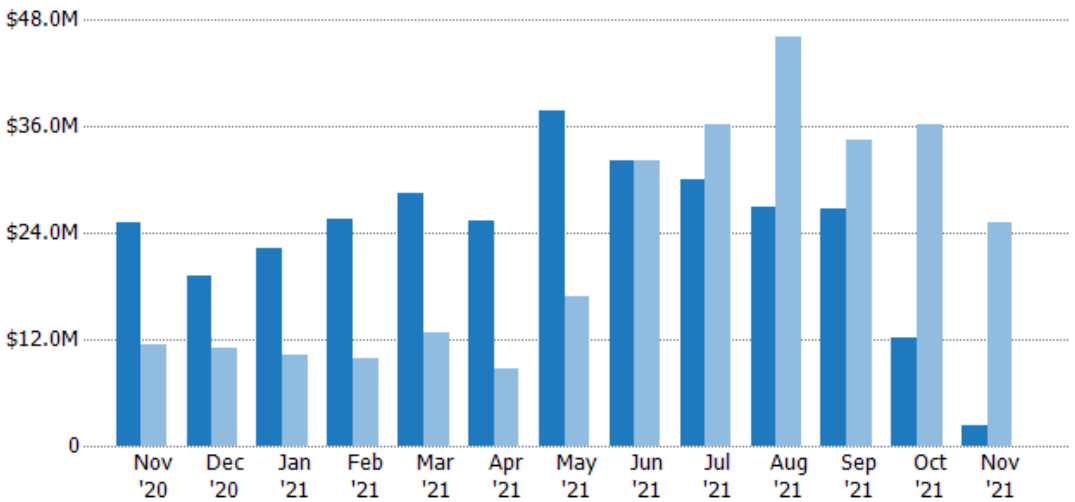
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	94	70	88	84	90	94	103	105	100	85	69	38	5
Prior Year	60	55	52	57	65	37	79	132	144	157	138	122	94
Percent Change from Prior Year	57%	27%	69%	47%	38%	154%	30%	-20%	-31%	-46%	-50%	-69%	-95%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$25.1M	\$19.1M	\$22.3M	\$25.6M	\$28.5M	\$25.3M	\$37.8M	\$32.1M	\$30M	\$26.9M	\$26.7M	\$12.1M	\$2.35M
Prior Year	\$11.4M	\$11M	\$10.3M	\$9.92M	\$12.8M	\$8.67M	\$16.9M	\$32.2M	\$36.2M	\$46.1M	\$34.6M	\$36.3M	\$25.1M
Percent Change from Prior Year	120%	74%	116%	159%	123%	192%	124%	0%	-17%	-42%	-23%	-67%	-91%

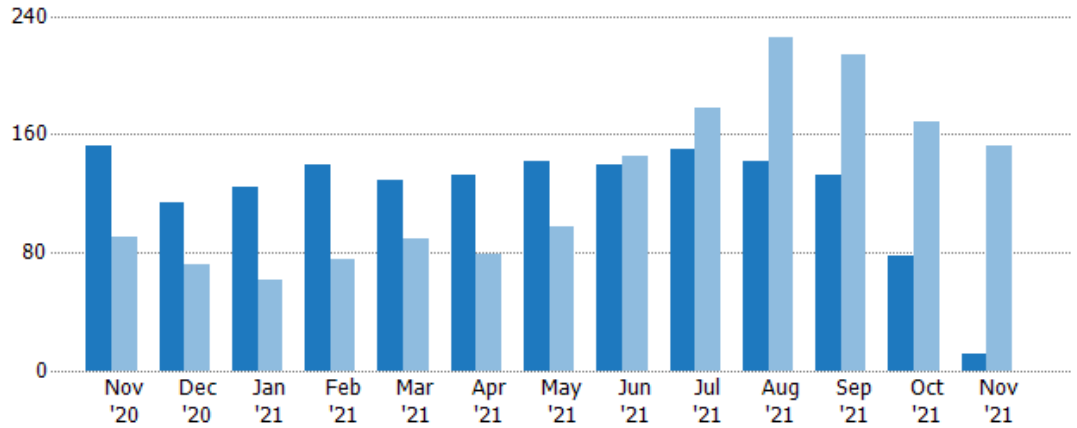
Pending Sales

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.
Nov '21	12	-92.1%
Nov '20	152	67%
Nov '19	91	-33%



Current Year	152	114	124	139	129	132	142	139	150	142	132	78	12
Prior Year	91	72	62	75	89	79	97	145	178	225	214	169	152
Percent Change from Prior Year	67%	58%	100%	85%	45%	67%	46%	-4%	-16%	-37%	-38%	-54%	-92%

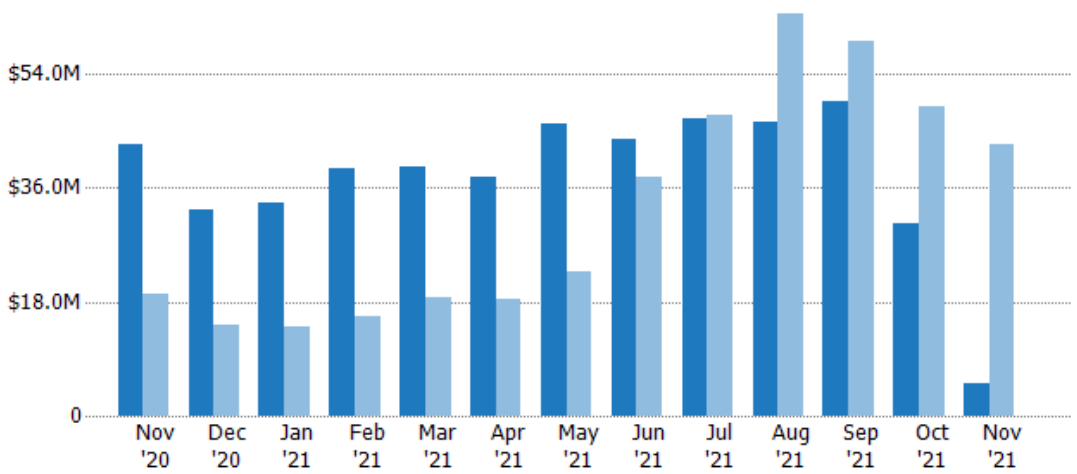
Pending Sales Volume

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.
Nov '21	\$5.08M	-88.2%
Nov '20	\$43M	121.9%
Nov '19	\$19.4M	-44.1%



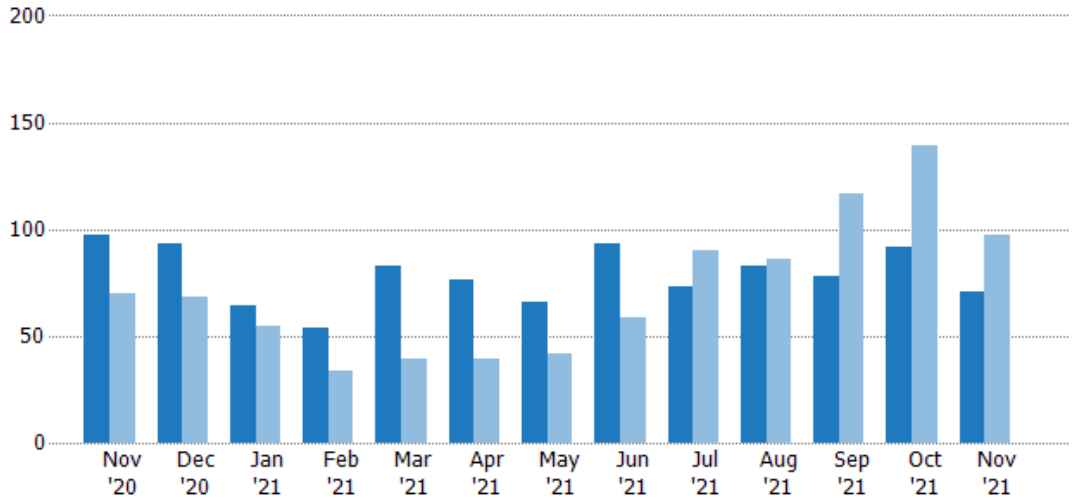
Current Year	\$43M	\$32.5M	\$33.6M	\$39.1M	\$39.2M	\$37.6M	\$46.2M	\$43.7M	\$47M	\$46.3M	\$49.6M	\$30.4M	\$5.08M
Prior Year	\$19.4M	\$14.3M	\$14M	\$15.7M	\$18.7M	\$18.4M	\$22.7M	\$37.7M	\$47.3M	\$63.4M	\$59.3M	\$48.8M	\$43M
Percent Change from Prior Year	122%	127%	140%	148%	109%	105%	103%	16%	-1%	-27%	-16%	-38%	-88%

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



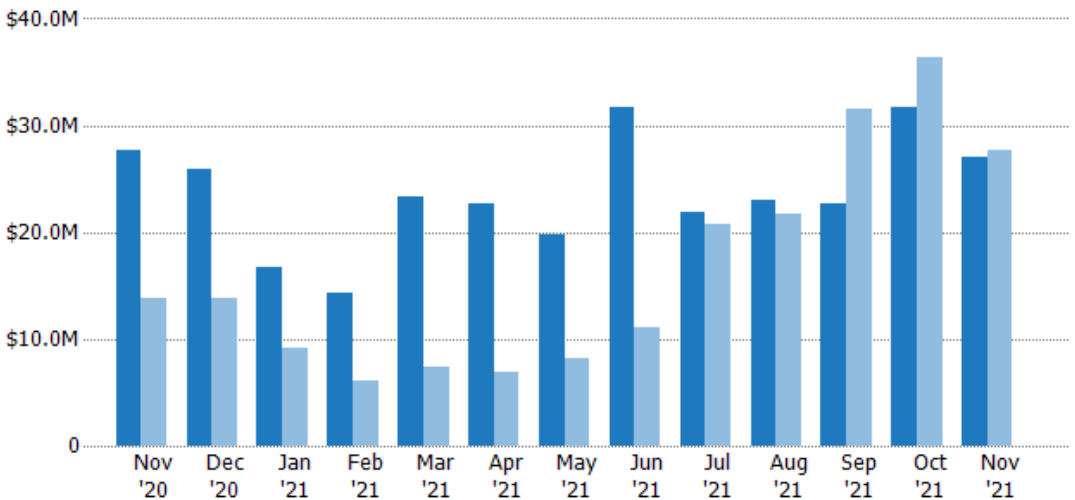
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	97	93	64	54	83	76	66	93	73	83	78	92	71
Prior Year	70	68	55	34	39	39	42	59	90	86	117	139	97
Percent Change from Prior Year	39%	37%	16%	59%	113%	95%	57%	58%	-19%	-3%	-33%	-34%	-27%

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



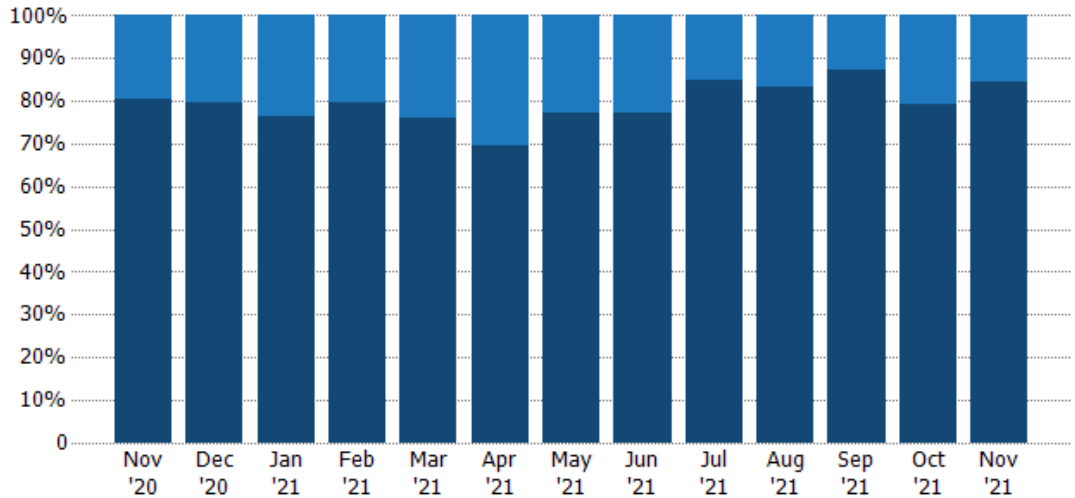
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$27.7M	\$25.9M	\$16.7M	\$14.4M	\$23.3M	\$22.6M	\$19.8M	\$31.7M	\$21.8M	\$23M	\$22.7M	\$31.6M	\$27M
Prior Year	\$13.9M	\$13.8M	\$9.2M	\$6.08M	\$7.32M	\$6.91M	\$8.14M	\$11.1M	\$20.8M	\$21.7M	\$31.5M	\$36.4M	\$27.7M
Percent Change from Prior Year	100%	87%	82%	137%	219%	227%	143%	186%	5%	6%	-28%	-13%	-3%

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



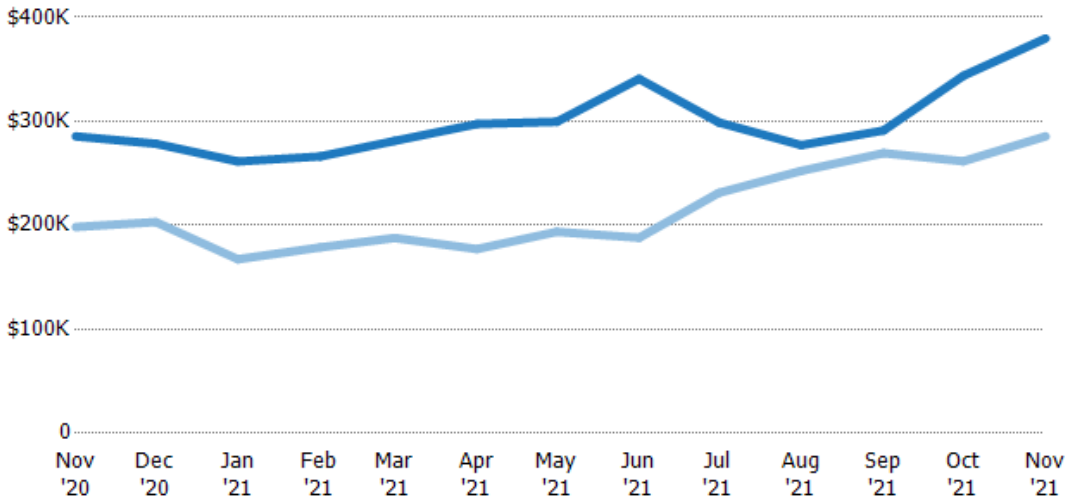
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	20%	20%	23%	20%	24%	30%	23%	23%	15%	17%	13%	21%	15%
Single Family Residence	80%	80%	77%	80%	76%	70%	77%	77%	85%	83%	87%	79%	85%

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.
Nov '21	\$380K	33%
Nov '20	\$286K	44%
Nov '19	\$198K	-3.3%

Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$286K	\$278K	\$261K	\$266K	\$281K	\$297K	\$300K	\$341K	\$299K	\$277K	\$291K	\$344K	\$380K
Prior Year	\$198K	\$203K	\$167K	\$179K	\$188K	\$177K	\$194K	\$188K	\$231K	\$252K	\$269K	\$262K	\$286K
Percent Change from Prior Year	44%	37%	56%	49%	50%	68%	55%	81%	29%	10%	8%	31%	33%

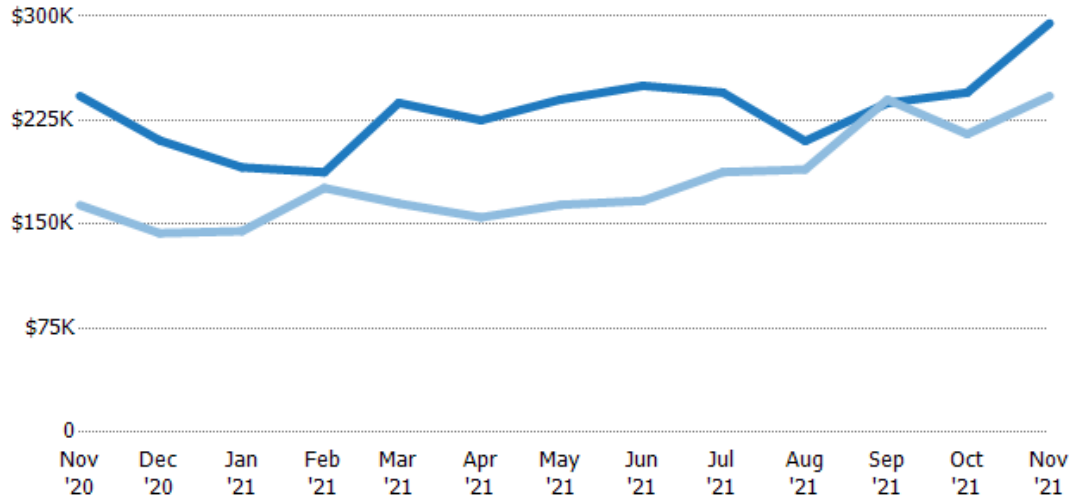
Median Sales Price

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.
Nov '21	\$295K	21.6%
Nov '20	\$243K	48.1%
Nov '19	\$164K	1.4%



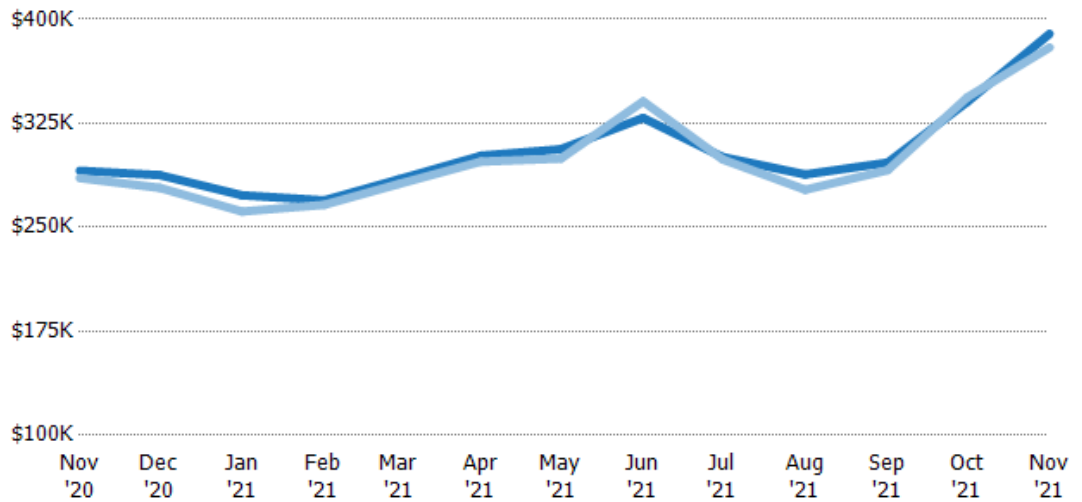
Current Year	\$243K	\$211K	\$191K	\$188K	\$238K	\$225K	\$240K	\$250K	\$245K	\$210K	\$238K	\$245K	\$295K
Prior Year	\$164K	\$144K	\$145K	\$176K	\$165K	\$155K	\$164K	\$167K	\$188K	\$190K	\$240K	\$215K	\$243K
Percent Change from Prior Year	48%	47%	32%	6%	44%	45%	46%	50%	31%	11%	-1%	14%	22%

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



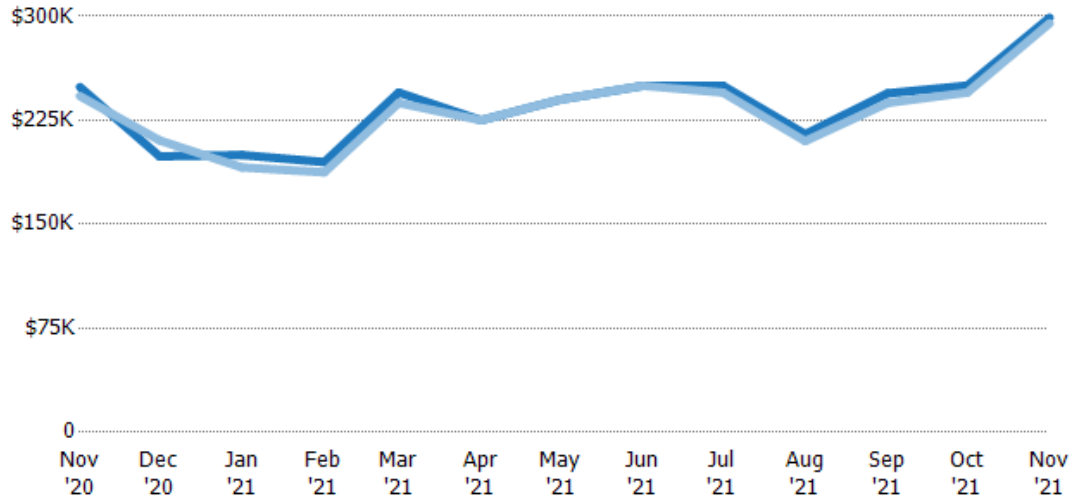
Avg List Price	\$291K	\$288K	\$273K	\$269K	\$285K	\$302K	\$306K	\$329K	\$301K	\$288K	\$297K	\$340K	\$390K
Avg Sales Price	\$286K	\$278K	\$261K	\$266K	\$281K	\$297K	\$300K	\$341K	\$299K	\$277K	\$291K	\$344K	\$380K
Avg Sales Price as a % of Avg List Price	98%	97%	96%	99%	99%	99%	98%	104%	99%	96%	98%	101%	97%

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



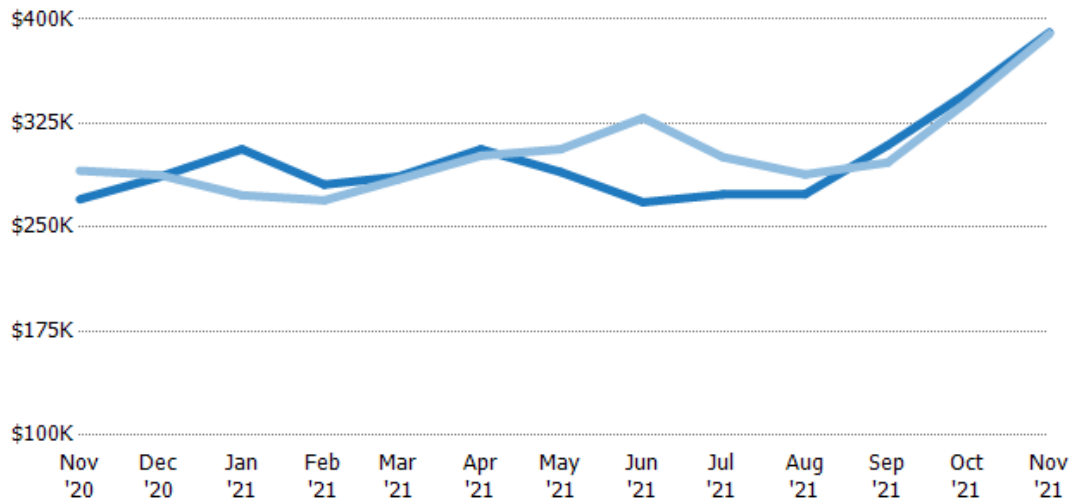
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$249K	\$199K	\$200K	\$195K	\$245K	\$225K	\$240K	\$250K	\$250K	\$215K	\$244K	\$250K	\$299K
Median Sales Price	\$243K	\$211K	\$191K	\$188K	\$238K	\$225K	\$240K	\$250K	\$245K	\$210K	\$238K	\$245K	\$295K
Med Sales Price as a % of Med List Price	97%	106%	96%	96%	97%	100%	100%	100%	98%	98%	97%	98%	99%

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



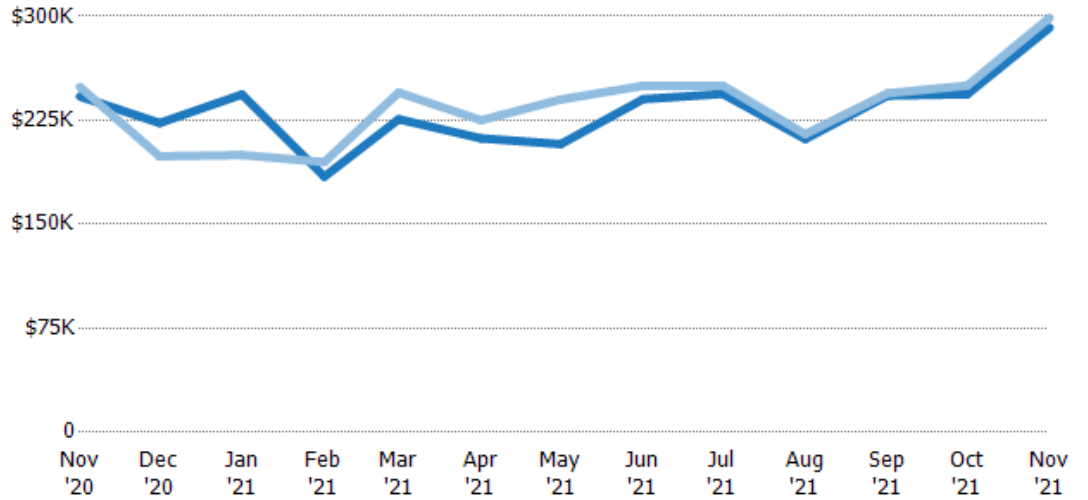
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$270K	\$286K	\$306K	\$281K	\$287K	\$306K	\$290K	\$268K	\$274K	\$274K	\$309K	\$347K	\$391K
Avg Sales Price	\$291K	\$288K	\$273K	\$269K	\$285K	\$302K	\$306K	\$329K	\$301K	\$288K	\$297K	\$340K	\$390K
Avg Sales Price as a % of Avg Est Value	108%	100%	89%	96%	99%	98%	106%	123%	110%	105%	96%	98%	100%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$242K	\$223K	\$244K	\$184K	\$226K	\$212K	\$208K	\$240K	\$244K	\$211K	\$243K	\$244K	\$292K
Median Sales Price	\$249K	\$199K	\$200K	\$195K	\$245K	\$225K	\$240K	\$250K	\$250K	\$215K	\$244K	\$250K	\$299K
Med Sales Price as a % of Med Est Value	103%	89%	82%	106%	109%	106%	115%	104%	102%	102%	101%	103%	102%