

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	55	93	-40.9%	825	886	-6.9%
New Listing Volume	\$20,001,600	\$32,783,650	-39%	\$288,908,235	\$255,085,968	+13.3%
Active Listing Count	188	316	-40.5%	N/A	N/A	
Active Listing Volume	\$92,786,499	\$125,335,162	-26%	N/A	N/A	
Average Listing Price	\$493,545	\$396,630	+24.4%	\$472,587	\$355,464	+32.9%
Median Listing Price	\$309,950	\$240,000	+29.1%	\$274,682	\$229,265	+19.8%
Median Days in RPR	69	84	-17.9%	85.41	122.07	-30%
Months of Inventory	2.4	2.7	-11.9%	2.8	6	-53.3%
Absorption Rate	42.02%	37.03%	+5%	35.61%	16.64%	+19%
Sales Activity Charts Metrics						
New Pending Sales Count	38	122	-68.9%	858	983	-12.7%
New Pending Sales Volume	\$12,103,099	\$36,275,200	-66.6%	\$268,178,609	\$243,839,966	+10%
Pending Sales Count	78	169	-53.8%	N/A	N/A	
Pending Sales Volume	\$30,391,899	\$48,843,495	-37.8%	N/A	N/A	
Closed Sales Count	92	139	-33.8%	764	700	+9.1%
Closed Sales Volume	\$31,621,150	\$36,357,385	-13%	\$228,437,368	\$159,119,601	+43.6%
Average Sales Price	\$343,708	\$261,564	+31.4%	\$299,002	\$227,314	+31.5%
Median Sales Price	\$245,000	\$215,000	+14%	\$229,220	\$191,881	+19.5%

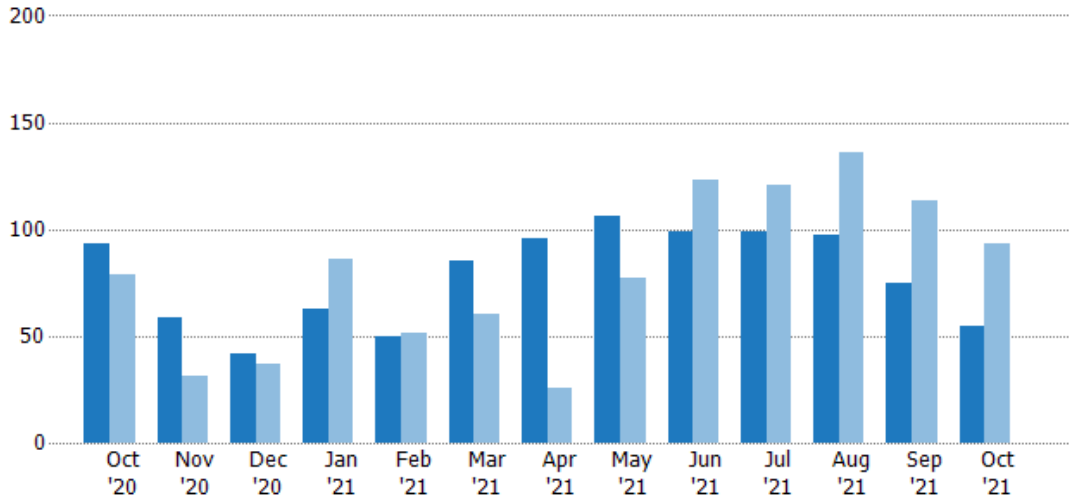
New Listings

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.
Oct '21	55	-40.9%
Oct '20	93	17.7%
Oct '19	79	25.3%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	93	59	42	63	50	85	96	106	99	99	97	75	55
Prior Year	79	31	37	86	51	60	26	77	123	121	136	113	93
Percent Change from Prior Year	18%	90%	14%	-27%	-2%	42%	269%	38%	-20%	-18%	-29%	-34%	-41%

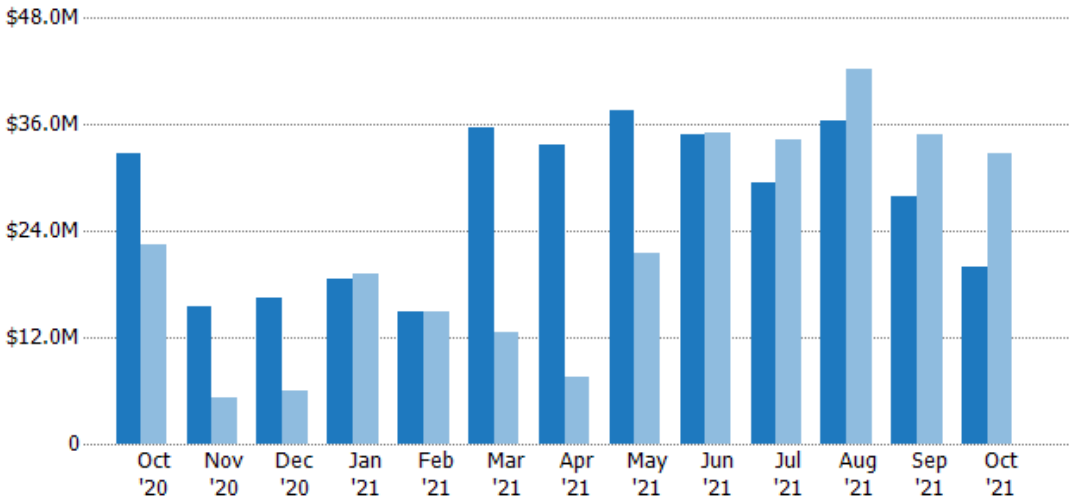
New Listing Volume

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.
Oct '21	\$20M	-39%
Oct '20	\$32.8M	46.4%
Oct '19	\$22.4M	20.6%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$32.8M	\$15.4M	\$16.4M	\$18.5M	\$15M	\$35.6M	\$33.7M	\$37.6M	\$34.9M	\$29.4M	\$36.3M	\$27.8M	\$20M
Prior Year	\$22.4M	\$5.3M	\$6.02M	\$19.1M	\$15M	\$12.6M	\$7.58M	\$21.6M	\$35M	\$34.3M	\$42.3M	\$35M	\$32.8M
Percent Change from Prior Year	46%	191%	173%	-3%	0%	183%	344%	74%	0%	-14%	-14%	-20%	-39%

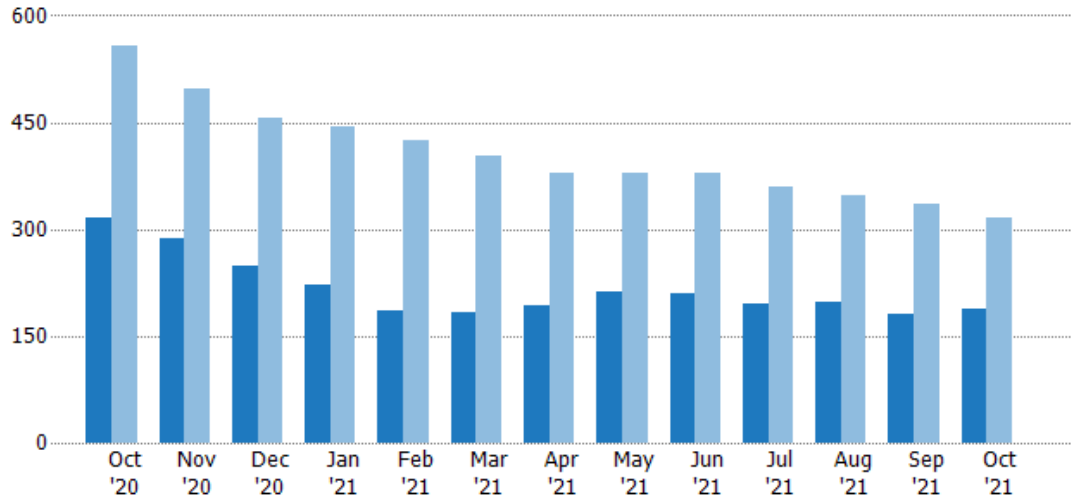
Active Listings

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.
Oct '21	188	-40.5%
Oct '20	316	-43.4%
Oct '19	558	-3%



Current Year	316	286	249	223	185	183	193	212	209	195	198	180	188
Prior Year	558	497	456	445	425	403	378	378	380	360	347	336	316
Percent Change from Prior Year	-43%	-42%	-45%	-50%	-56%	-55%	-49%	-44%	-45%	-46%	-43%	-46%	-41%

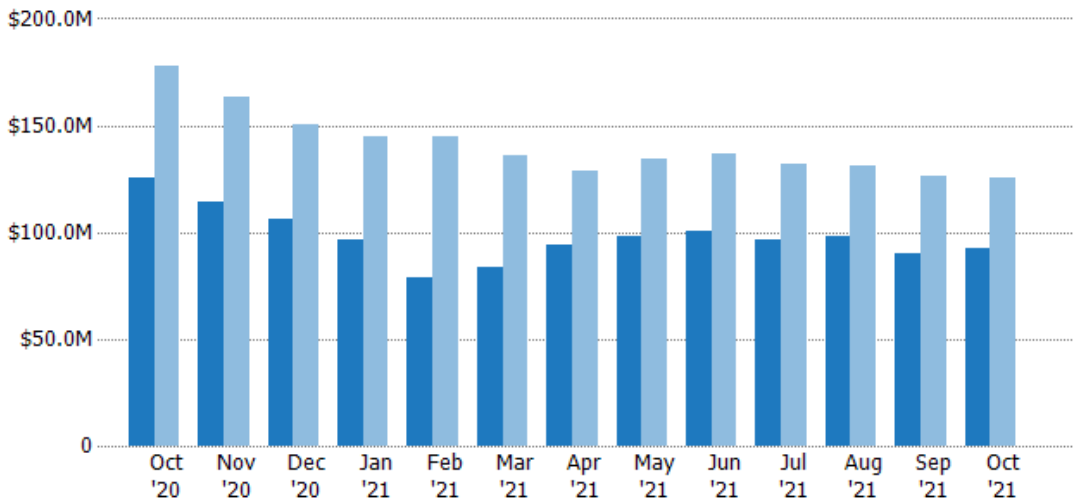
Active Listing Volume

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.
Oct '21	\$92.8M	-26%
Oct '20	\$125M	-29.6%
Oct '19	\$178M	-14.7%



Current Year	\$125M	\$114M	\$106M	\$96.9M	\$78.8M	\$83.2M	\$93.7M	\$98.4M	\$101M	\$96.1M	\$98.4M	\$90M	\$92.8M
Prior Year	\$178M	\$163M	\$150M	\$145M	\$145M	\$136M	\$129M	\$134M	\$137M	\$132M	\$131M	\$126M	\$125M
Percent Change from Prior Year	-30%	-30%	-29%	-33%	-46%	-39%	-27%	-27%	-26%	-27%	-25%	-29%	-26%

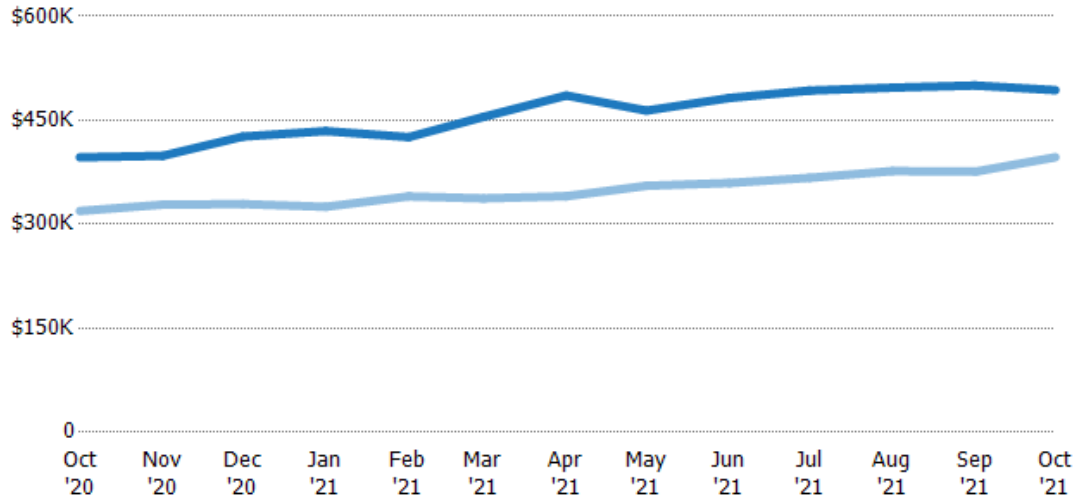
Average Listing Price

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.
Oct '21	\$494K	24.4%
Oct '20	\$397K	24.2%
Oct '19	\$319K	-12%



Current Year	\$397K	\$399K	\$427K	\$434K	\$426K	\$455K	\$486K	\$464K	\$482K	\$493K	\$497K	\$500K	\$494K
Prior Year	\$319K	\$328K	\$329K	\$325K	\$340K	\$337K	\$340K	\$356K	\$359K	\$367K	\$377K	\$376K	\$397K
Percent Change from Prior Year	24%	21%	30%	34%	25%	35%	43%	30%	34%	34%	32%	33%	24%

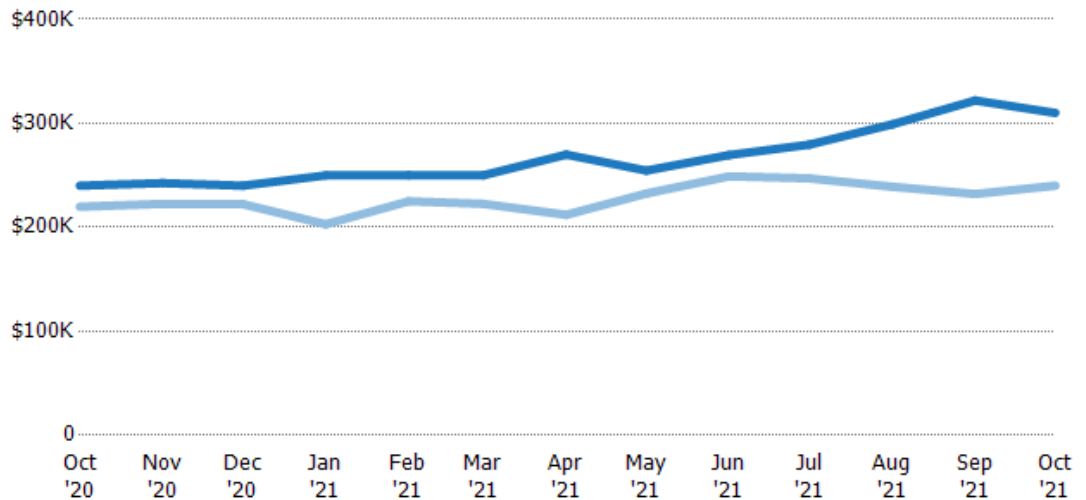
Median Listing Price

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.
Oct '21	\$310K	29.1%
Oct '20	\$240K	9.2%
Oct '19	\$220K	-9.4%



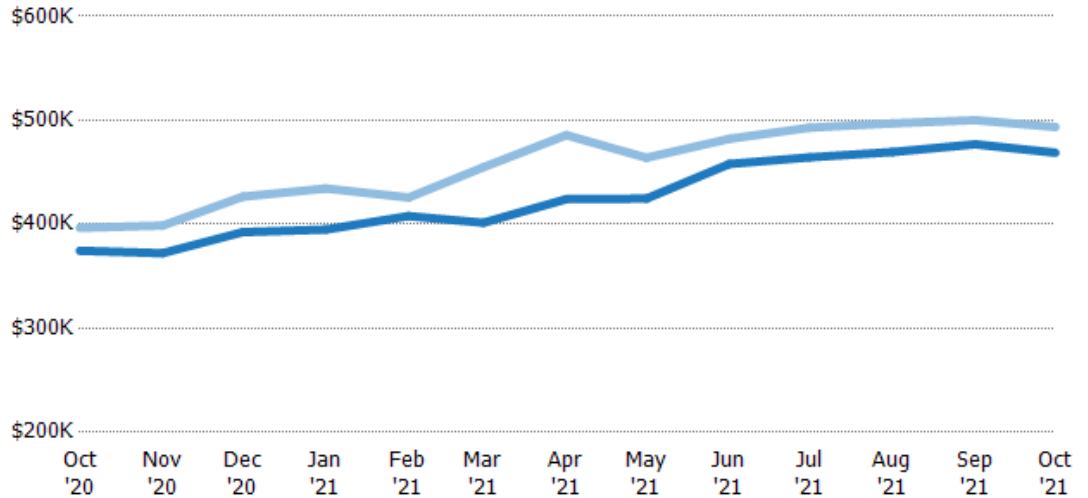
Current Year	\$240K	\$243K	\$240K	\$250K	\$250K	\$250K	\$270K	\$255K	\$270K	\$280K	\$299K	\$322K	\$310K
Prior Year	\$220K	\$223K	\$222K	\$203K	\$225K	\$223K	\$212K	\$233K	\$249K	\$247K	\$239K	\$232K	\$240K
Percent Change from Prior Year	9%	9%	8%	23%	11%	12%	27%	9%	8%	13%	25%	39%	29%

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



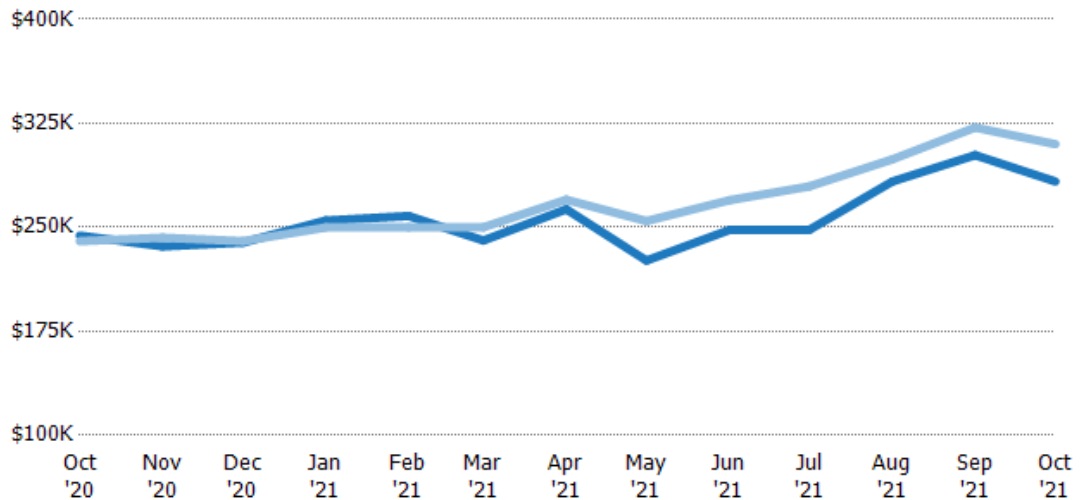
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$375K	\$372K	\$392K	\$395K	\$408K	\$401K	\$424K	\$425K	\$458K	\$464K	\$469K	\$477K	\$469K
Avg Listing Price	\$397K	\$399K	\$427K	\$434K	\$426K	\$455K	\$486K	\$464K	\$482K	\$493K	\$497K	\$500K	\$494K
Avg Listing Price as a % of Avg Est Value	106%	107%	109%	110%	104%	113%	115%	109%	105%	106%	106%	105%	105%

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



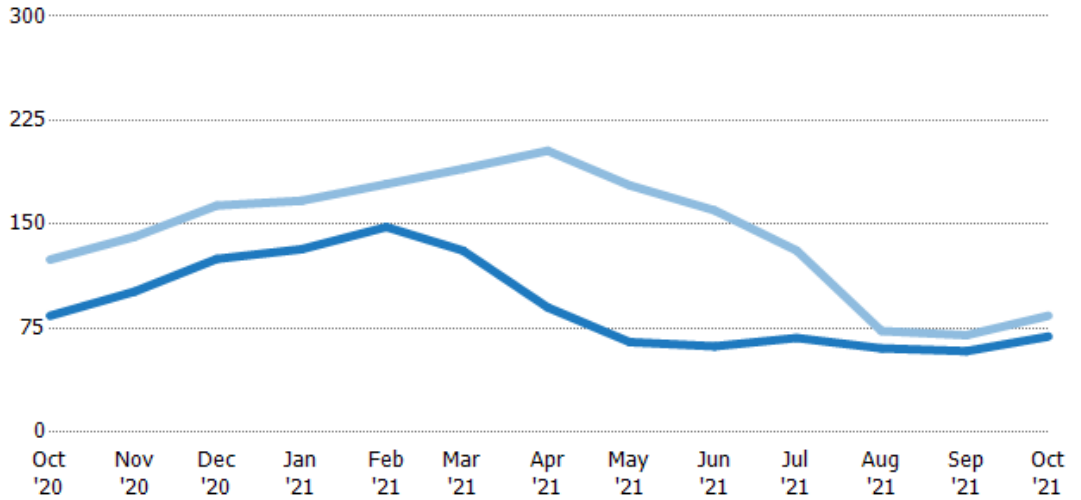
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$244K	\$236K	\$239K	\$255K	\$258K	\$240K	\$263K	\$226K	\$248K	\$248K	\$283K	\$302K	\$283K
Median Listing Price	\$240K	\$243K	\$240K	\$250K	\$250K	\$250K	\$270K	\$255K	\$270K	\$280K	\$299K	\$322K	\$310K
Med Listing Price as a % of Med Est Value	98%	103%	100%	98%	97%	104%	103%	113%	109%	113%	106%	107%	110%

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



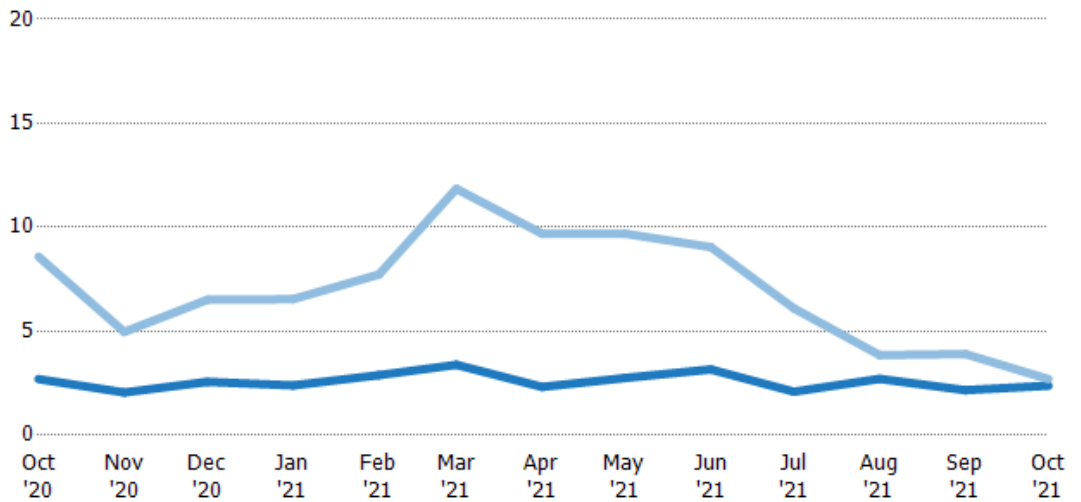
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	84	102	125	132	148	131	90	65	62	68	60.5	58.5	69
Prior Year	125	141	164	167	179	190	203	178	160	131	73	70	84
Percent Change from Prior Year	-33%	-28%	-24%	-21%	-17%	-31%	-56%	-63%	-61%	-48%	-17%	-16%	-18%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	2.7	2.06	2.57	2.4	2.89	3.39	2.33	2.75	3.17	2.1	2.71	2.17	2.38
Prior Year	8.58	4.97	6.51	6.54	7.73	11.9	9.69	9.69	9.05	6.1	3.86	3.91	2.7
Percent Change from Prior Year	-69%	-59%	-61%	-63%	-63%	-71%	-76%	-72%	-65%	-66%	-30%	-44%	-12%

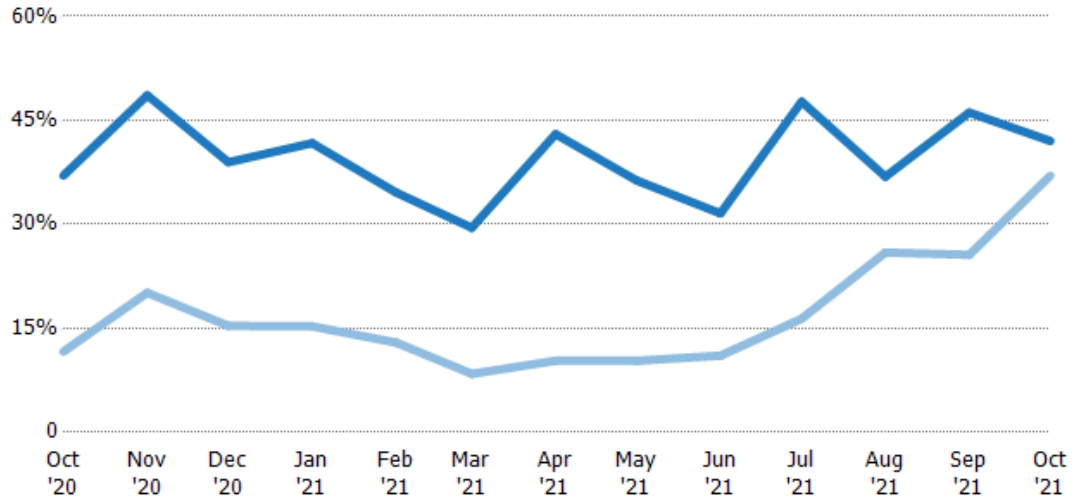
Absorption Rate

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.
Oct '21	42%	-5%
Oct '20	37%	-25.4%
Oct '19	12%	-6.4%



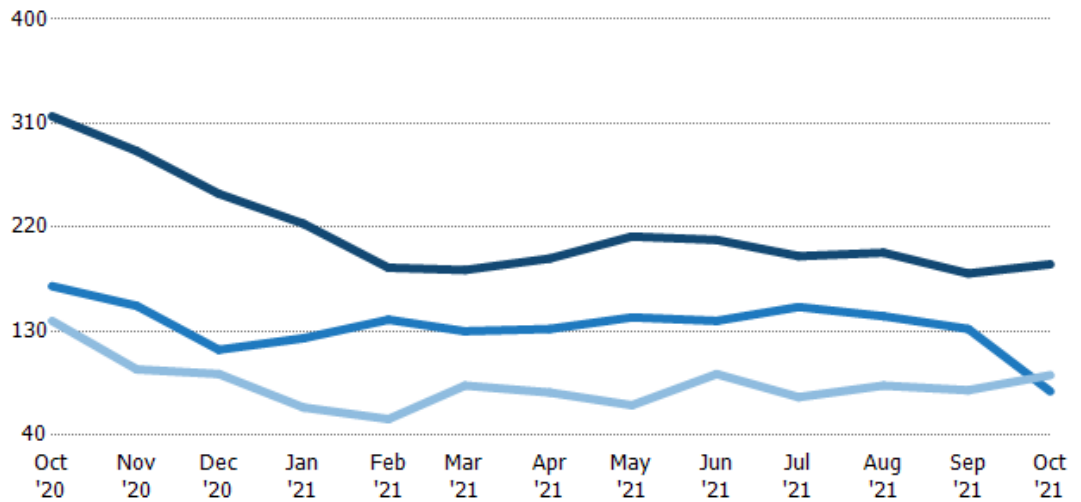
Current Year	37%	49%	39%	42%	35%	30%	43%	36%	32%	48%	37%	46%	42%
Prior Year	12%	20%	15%	15%	13%	8%	10%	10%	11%	16%	26%	26%	37%
Change from Prior Year	-25%	-28%	-24%	-26%	-22%	-21%	-33%	-26%	-21%	-31%	-11%	-21%	-5%

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



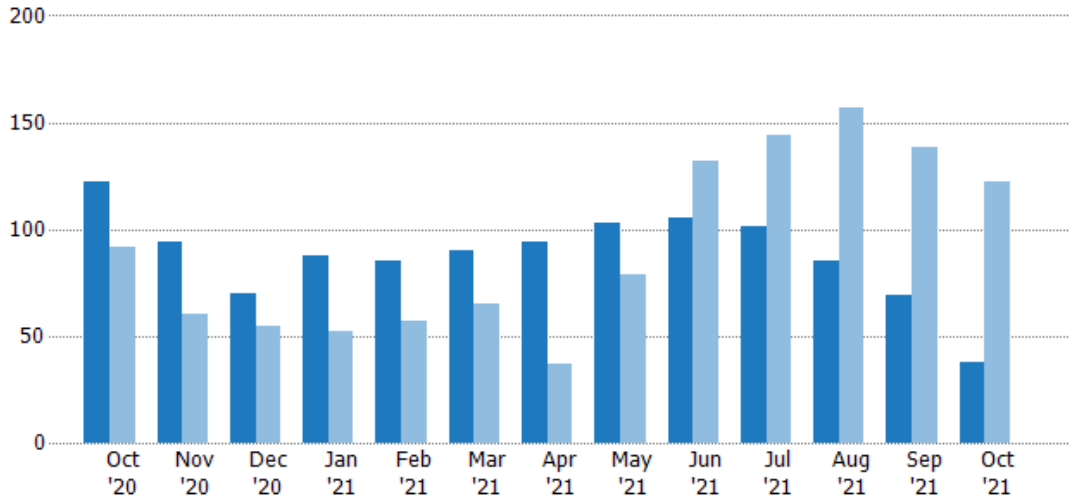
Active	316	286	249	223	185	183	193	212	209	195	198	180	188
Pending	169	152	114	124	140	130	132	142	139	151	143	132	78
Sold	139	97	93	64	54	83	77	66	93	73	83	79	92

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



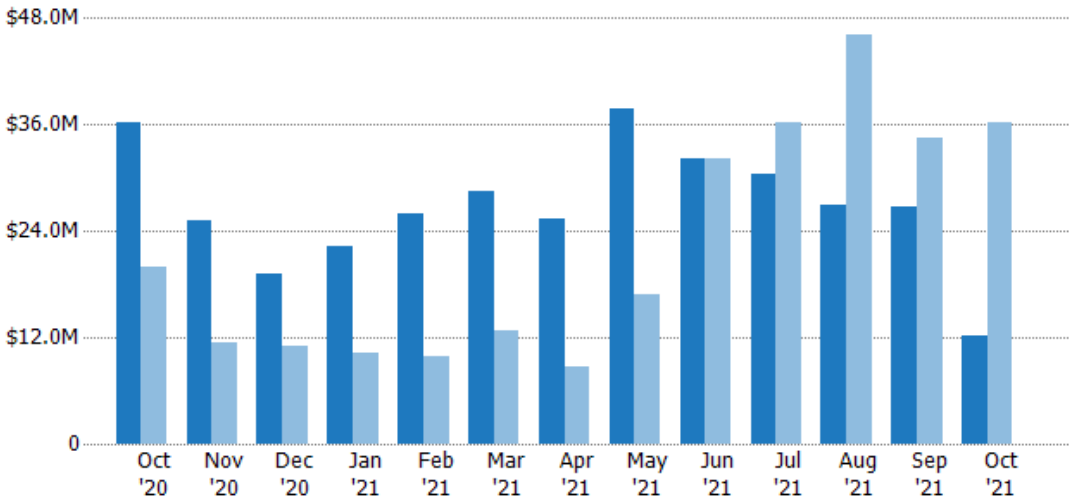
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	122	94	70	88	85	90	94	103	105	101	85	69	38
Prior Year	92	60	55	52	57	65	37	79	132	144	157	138	122
Percent Change from Prior Year	33%	57%	27%	69%	49%	38%	154%	30%	-20%	-30%	-46%	-50%	-69%

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



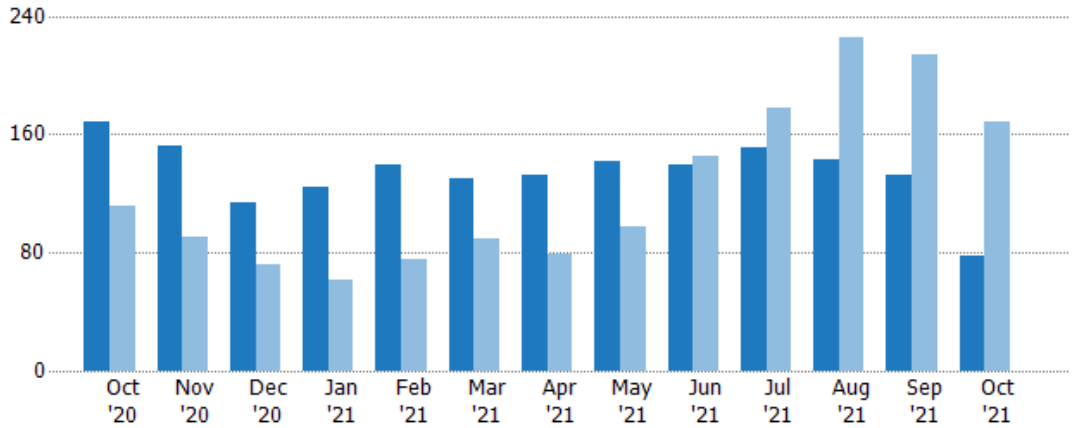
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$36.3M	\$25.1M	\$19.1M	\$22.3M	\$26M	\$28.5M	\$25.3M	\$37.8M	\$32.1M	\$30.4M	\$26.9M	\$26.7M	\$12.1M
Prior Year	\$19.9M	\$11.4M	\$11M	\$10.3M	\$9.92M	\$12.8M	\$8.67M	\$16.9M	\$32.2M	\$36.2M	\$46.1M	\$34.6M	\$36.3M
Percent Change from Prior Year	82%	120%	74%	116%	162%	123%	192%	124%	0%	-16%	-42%	-23%	-67%

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



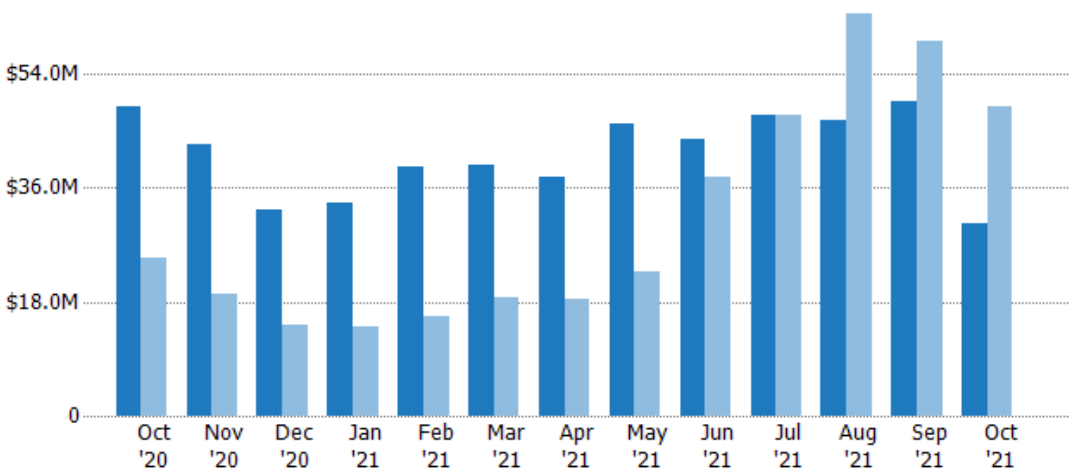
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	169	152	114	124	140	130	132	142	139	151	143	132	78
Prior Year	112	91	72	62	75	89	79	97	145	178	225	214	169
Percent Change from Prior Year	51%	67%	58%	100%	87%	46%	67%	46%	-4%	-15%	-36%	-38%	-54%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$48.8M	\$43M	\$32.5M	\$33.6M	\$39.5M	\$39.6M	\$37.6M	\$46.2M	\$43.7M	\$47.4M	\$46.7M	\$49.6M	\$30.4M
Prior Year	\$24.9M	\$19.4M	\$14.3M	\$14M	\$15.7M	\$18.7M	\$18.4M	\$22.7M	\$37.7M	\$47.3M	\$63.4M	\$59.3M	\$48.8M
Percent Change from Prior Year	96%	122%	127%	140%	151%	111%	105%	103%	16%	0%	-26%	-16%	-38%

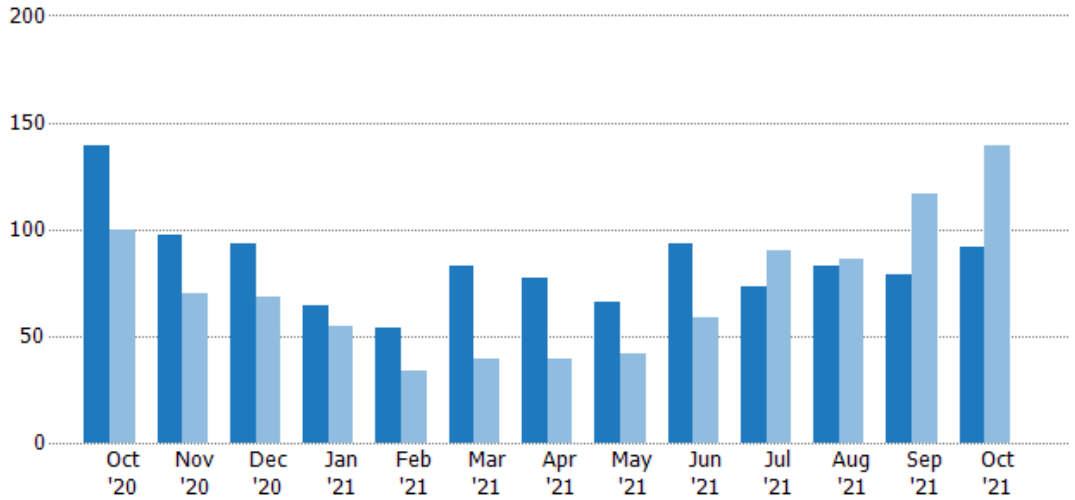
Closed Sales

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.
Oct '21	92	-33.8%
Oct '20	139	39%
Oct '19	100	-26%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	139	97	93	64	54	83	77	66	93	73	83	79	92
Prior Year	100	70	68	55	34	39	39	42	59	90	86	117	139
Percent Change from Prior Year	39%	39%	37%	16%	59%	113%	97%	57%	58%	-19%	-3%	-32%	-34%

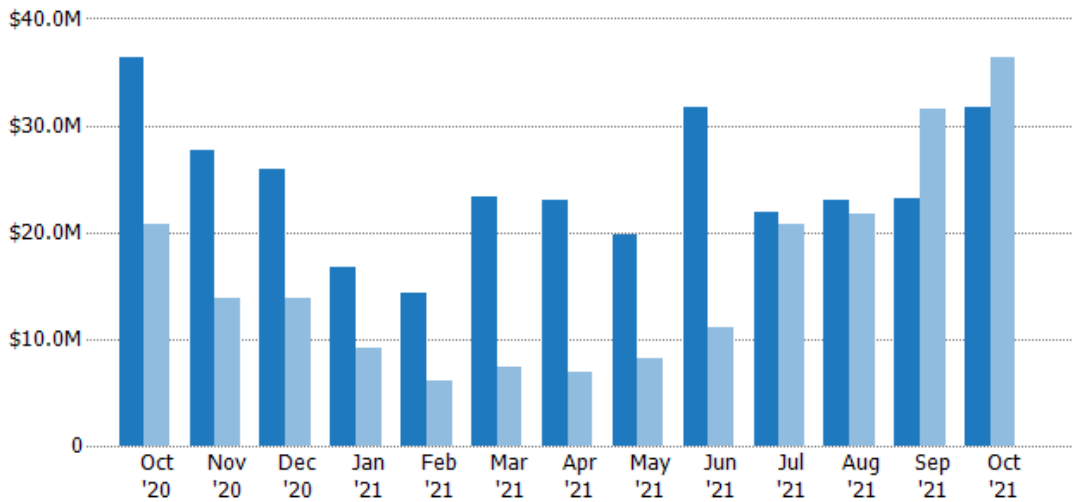
Closed Sales Volume

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.
Oct '21	\$31.6M	-13%
Oct '20	\$36.4M	75%
Oct '19	\$20.8M	-36.4%



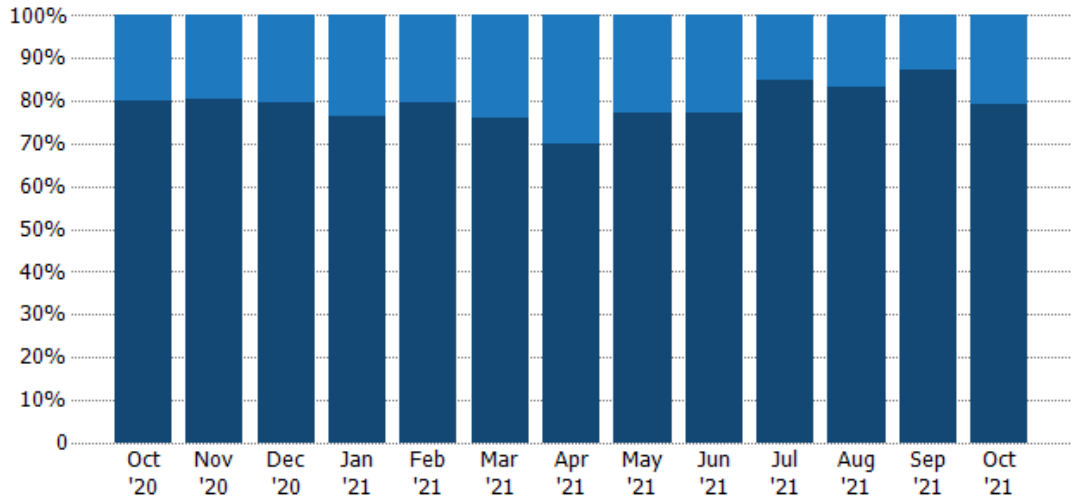
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$36.4M	\$27.7M	\$25.9M	\$16.7M	\$14.4M	\$23.3M	\$23M	\$19.8M	\$31.7M	\$21.8M	\$23M	\$23.1M	\$31.6M
Prior Year	\$20.8M	\$13.9M	\$13.8M	\$9.2M	\$6.08M	\$7.32M	\$6.91M	\$8.14M	\$11.1M	\$20.8M	\$21.7M	\$31.5M	\$36.4M
Percent Change from Prior Year	75%	100%	87%	82%	137%	219%	233%	143%	186%	5%	6%	-27%	-13%

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



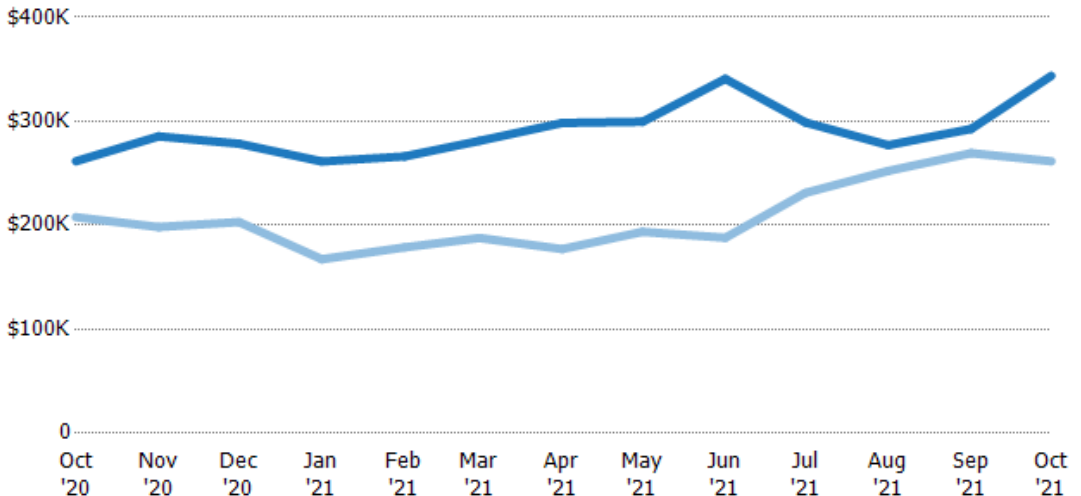
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Condo/Townhouse	20%	20%	20%	23%	20%	24%	30%	23%	23%	15%	17%	13%	21%
Single Family Residence	80%	80%	80%	77%	80%	76%	70%	77%	77%	85%	83%	87%	79%

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.
Oct '21	\$344K	31.4%
Oct '20	\$262K	25.9%
Oct '19	\$208K	-14%

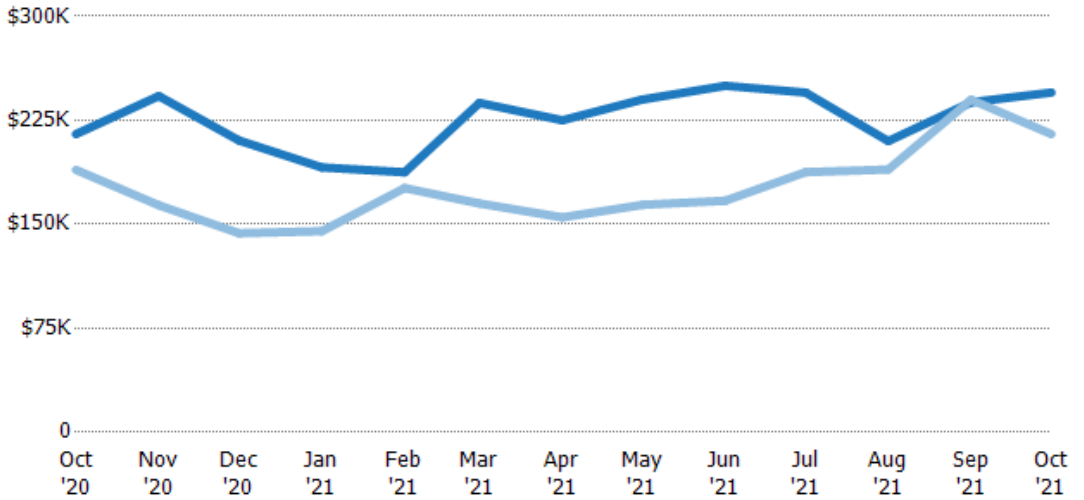
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$262K	\$286K	\$278K	\$261K	\$266K	\$281K	\$298K	\$300K	\$341K	\$299K	\$277K	\$293K	\$344K
Prior Year	\$208K	\$198K	\$203K	\$167K	\$179K	\$188K	\$177K	\$194K	\$188K	\$231K	\$252K	\$269K	\$262K
Percent Change from Prior Year	26%	44%	37%	56%	49%	50%	68%	55%	81%	29%	10%	9%	31%

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



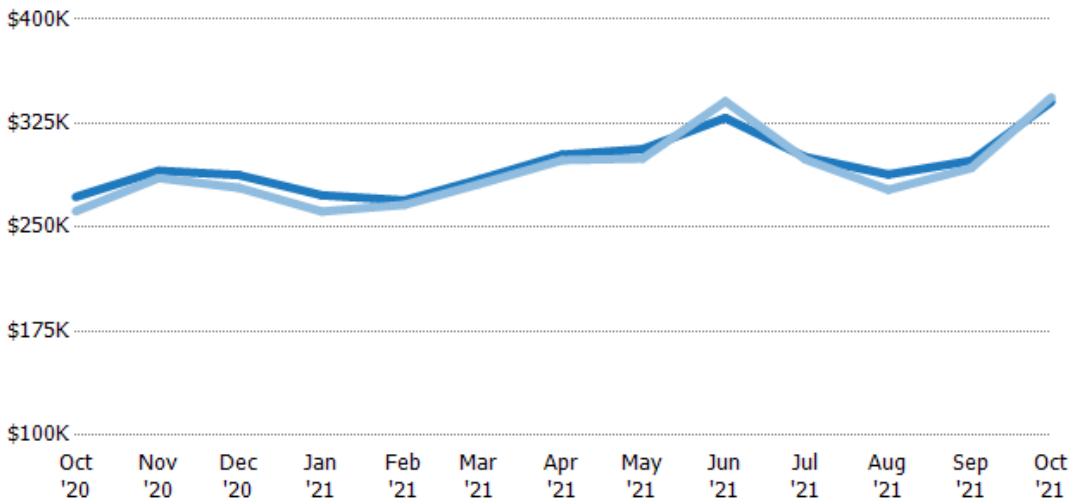
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$215K	\$243K	\$211K	\$191K	\$188K	\$238K	\$225K	\$240K	\$250K	\$245K	\$210K	\$238K	\$245K
Prior Year	\$189K	\$164K	\$144K	\$145K	\$176K	\$165K	\$155K	\$164K	\$167K	\$188K	\$190K	\$240K	\$215K
Percent Change from Prior Year	14%	48%	47%	32%	6%	44%	45%	46%	50%	31%	11%	-1%	14%

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



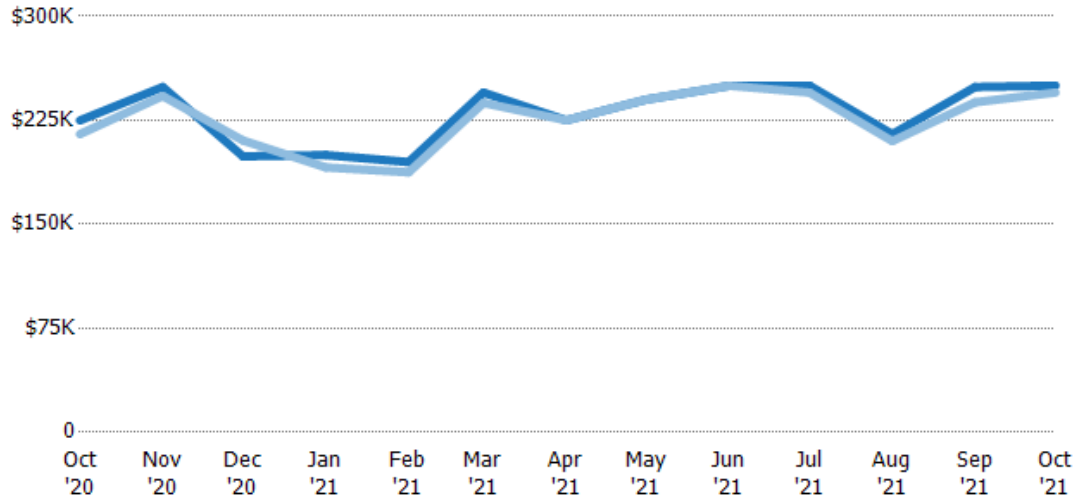
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$272K	\$291K	\$288K	\$273K	\$269K	\$285K	\$302K	\$306K	\$329K	\$301K	\$288K	\$298K	\$340K
Avg Sales Price	\$262K	\$286K	\$278K	\$261K	\$266K	\$281K	\$298K	\$300K	\$341K	\$299K	\$277K	\$293K	\$344K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	96%	99%	99%	99%	98%	104%	99%	96%	98%	101%

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

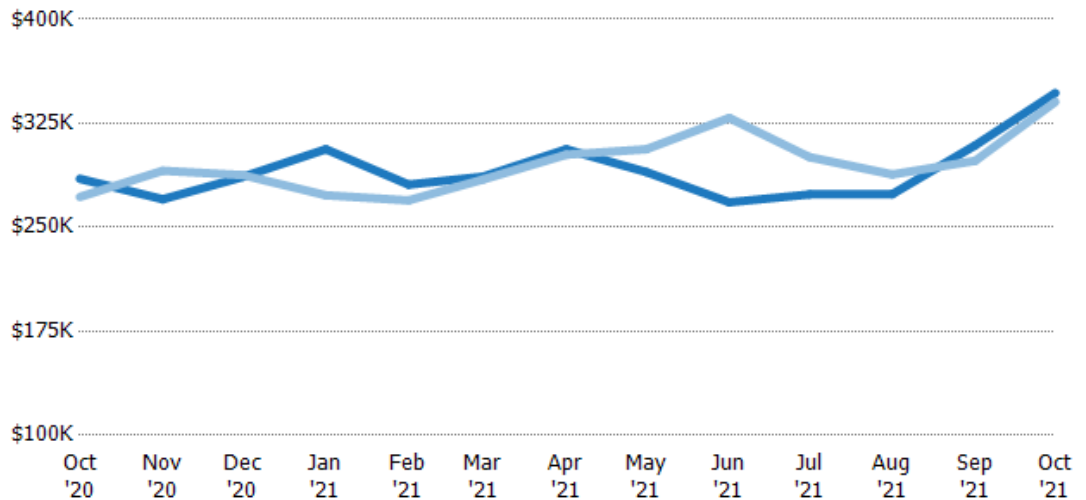


Average Sales Price vs Average Est Value

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

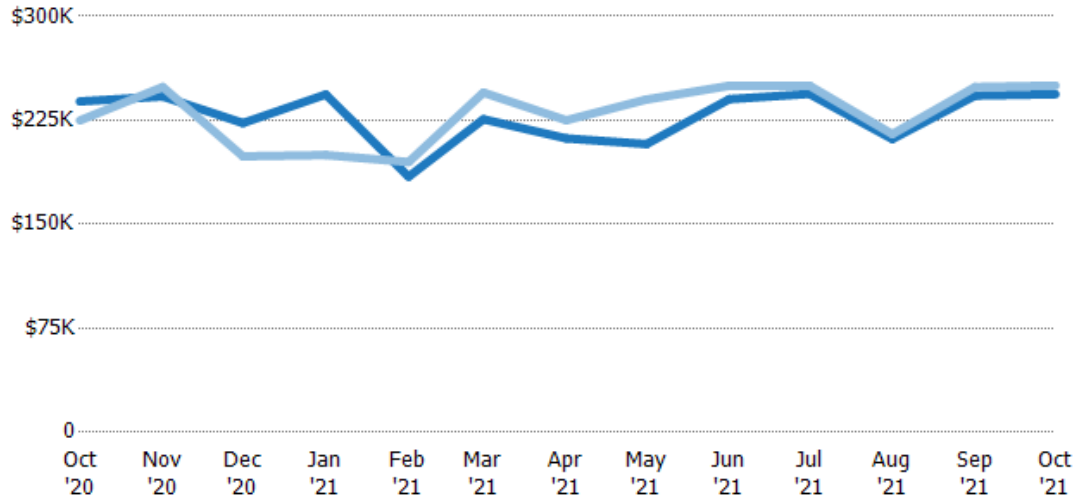


Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$239K	\$242K	\$223K	\$244K	\$184K	\$226K	\$212K	\$208K	\$240K	\$244K	\$211K	\$243K	\$244K
Median Sales Price	\$225K	\$249K	\$199K	\$200K	\$195K	\$245K	\$225K	\$240K	\$250K	\$250K	\$215K	\$249K	\$250K
Med Sales Price as a % of Med Est Value	94%	103%	89%	82%	106%	109%	106%	115%	104%	102%	102%	103%	103%