

Summary of Key Listing and Sales Metrics

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

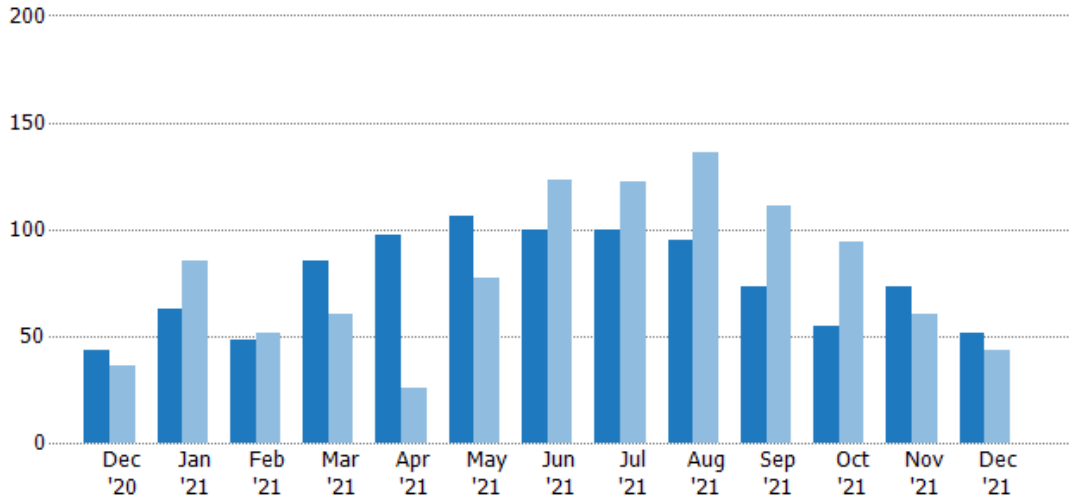
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	43	+18.6%	946	988	-4.3%
New Listing Volume	\$12,924,095	\$16,698,200	-22.6%	\$369,088,280	\$285,129,018	+29.4%
Active Listing Count	169	249	-32.1%	N/A	N/A	
Active Listing Volume	\$112,632,095	\$104,733,062	+7.5%	N/A	N/A	
Average Listing Price	\$666,462	\$420,615	+58.4%	\$508,569	\$359,223	+41.6%
Median Listing Price	\$299,000	\$239,900	+24.6%	\$285,127	\$229,023	+24.5%
Median Days in RPR	56	125	-55.2%	83.33	121.28	-31.3%
Months of Inventory	2.4	2.5	-5%	2.5	5.7	-56%
Absorption Rate	41.42%	39.36%	+2.1%	39.84%	17.53%	+22.3%
Sales Activity Charts Metrics						
New Pending Sales Count	23	69	-66.7%	952	1,147	-17%
New Pending Sales Volume	\$8,799,200	\$19,038,250	-53.8%	\$301,954,609	\$287,894,916	+4.9%
Pending Sales Count	56	117	-52.1%	N/A	N/A	
Pending Sales Volume	\$19,912,800	\$33,073,050	-39.8%	N/A	N/A	
Closed Sales Count	48	92	-47.8%	889	894	-0.6%
Closed Sales Volume	\$17,264,300	\$25,022,095	-31%	\$273,797,469	\$213,353,981	+28.3%
Average Sales Price	\$359,673	\$271,979	+32.2%	\$307,984	\$238,651	+29.1%
Median Sales Price	\$275,750	\$210,250	+31.2%	\$236,692	\$199,057	+18.9%

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



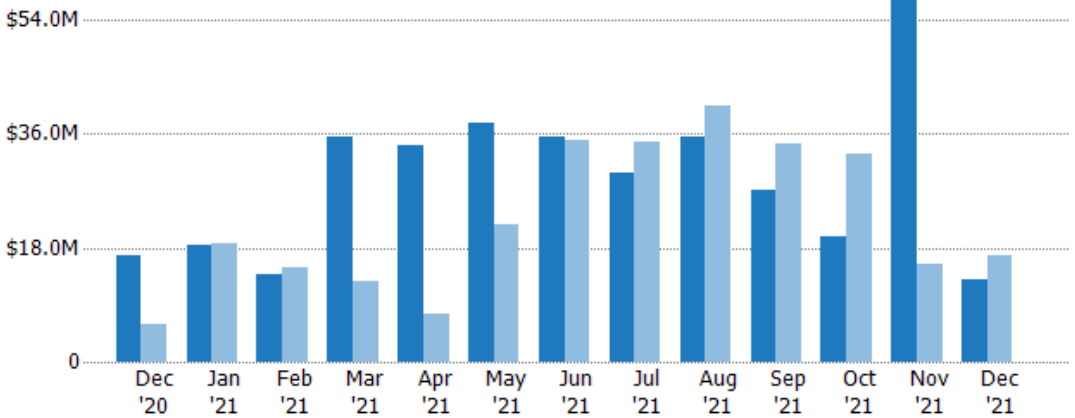
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	43	63	48	85	97	106	100	100	95	73	55	73	51
Prior Year	36	85	51	60	26	77	123	122	136	111	94	60	43
Percent Change from Prior Year	19%	-26%	-6%	42%	273%	38%	-19%	-18%	-30%	-34%	-41%	22%	19%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$16.7M	\$18.5M	\$13.9M	\$35.5M	\$34.1M	\$37.6M	\$35.4M	\$29.9M	\$35.6M	\$27.2M	\$19.7M	\$68.8M	\$12.9M
Prior Year	\$5.81M	\$18.8M	\$15M	\$12.7M	\$7.58M	\$21.6M	\$35M	\$34.6M	\$40.4M	\$34.4M	\$32.9M	\$15.6M	\$16.7M
Percent Change from Prior Year	187%	-1%	-7%	178%	350%	74%	1%	-14%	-12%	-21%	-40%	342%	-23%

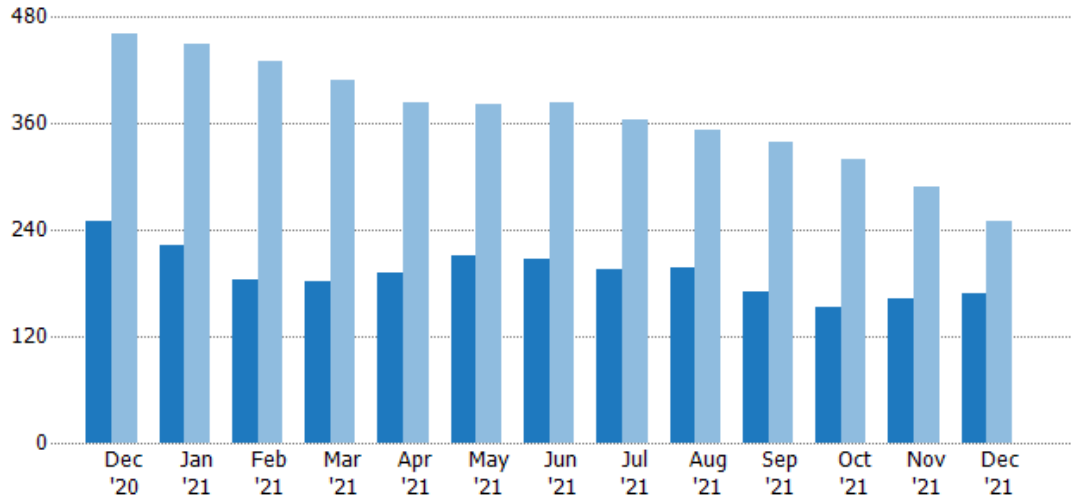
Active Listings

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.
Dec '21	169	-32.1%
Dec '20	249	-46%
Dec '19	461	3.9%



Current Year	249	223	183	181	192	211	207	195	197	171	153	162	169
Prior Year	461	450	430	409	383	381	383	364	352	340	319	288	249
Percent Change from Prior Year	-46%	-50%	-57%	-56%	-50%	-45%	-46%	-46%	-44%	-50%	-52%	-44%	-32%

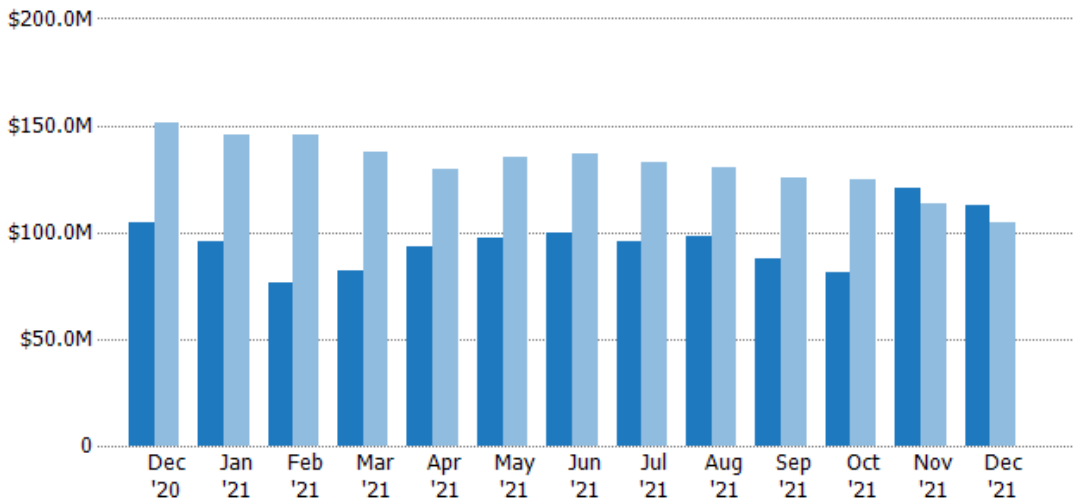
Active Listing Volume

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.
Dec '21	\$113M	7.5%
Dec '20	\$105M	-30.7%
Dec '19	\$151M	-6.2%



Current Year	\$105M	\$95.4M	\$76.4M	\$82.2M	\$93.2M	\$97.6M	\$100M	\$96.1M	\$98.5M	\$87.8M	\$80.9M	\$121M	\$113M
Prior Year	\$151M	\$146M	\$146M	\$137M	\$130M	\$135M	\$137M	\$133M	\$130M	\$126M	\$124M	\$113M	\$105M
Percent Change from Prior Year	-31%	-35%	-48%	-40%	-28%	-28%	-27%	-28%	-24%	-30%	-35%	7%	8%

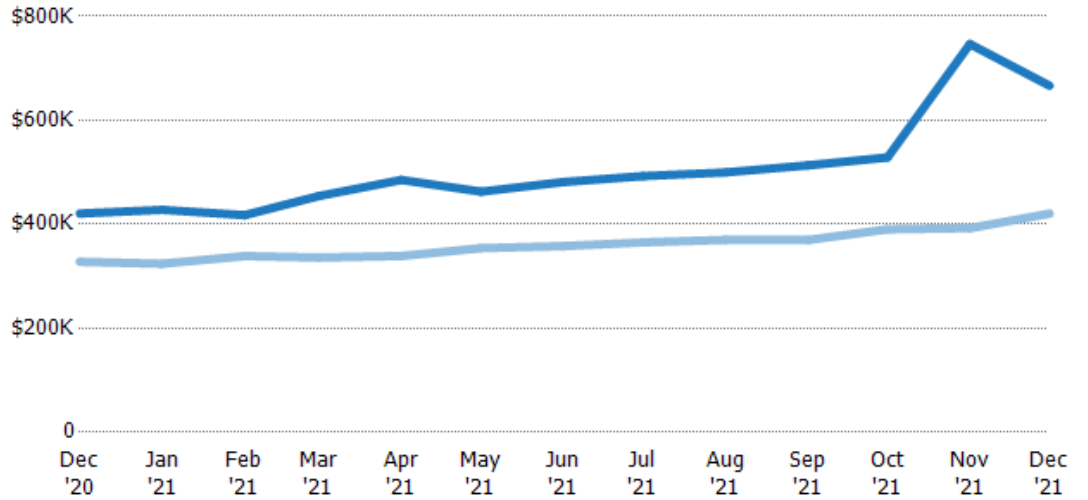
Average Listing Price

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.
Dec '21	\$666K	58.4%
Dec '20	\$421K	28.3%
Dec '19	\$328K	-9.7%



Current Year	\$421K	\$428K	\$418K	\$454K	\$485K	\$463K	\$481K	\$493K	\$500K	\$513K	\$529K	\$747K	\$666K
Prior Year	\$328K	\$324K	\$339K	\$336K	\$339K	\$354K	\$358K	\$365K	\$370K	\$370K	\$390K	\$392K	\$421K
Percent Change from Prior Year	28%	32%	23%	35%	43%	31%	34%	35%	35%	39%	35%	90%	58%

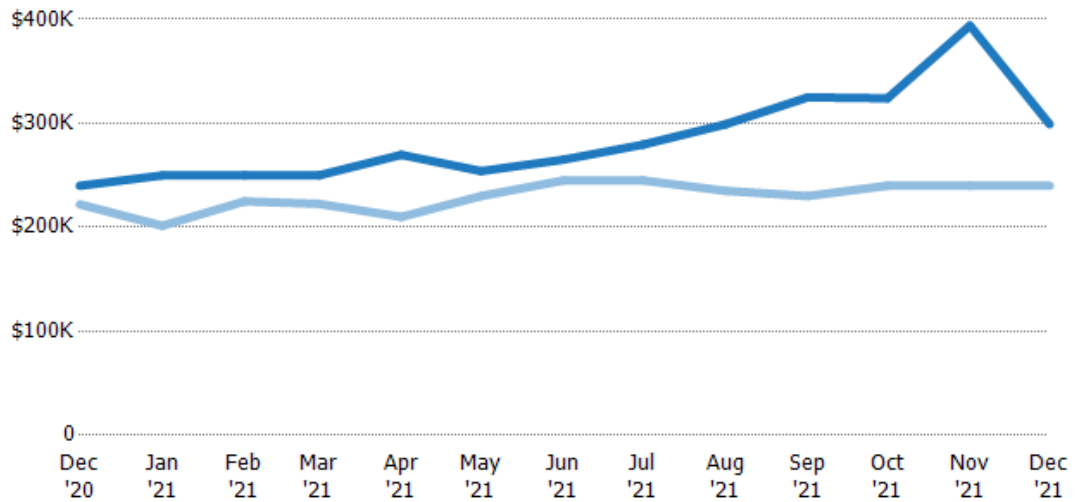
Median Listing Price

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.
Dec '21	\$299K	24.6%
Dec '20	\$240K	8.1%
Dec '19	\$222K	-10.4%



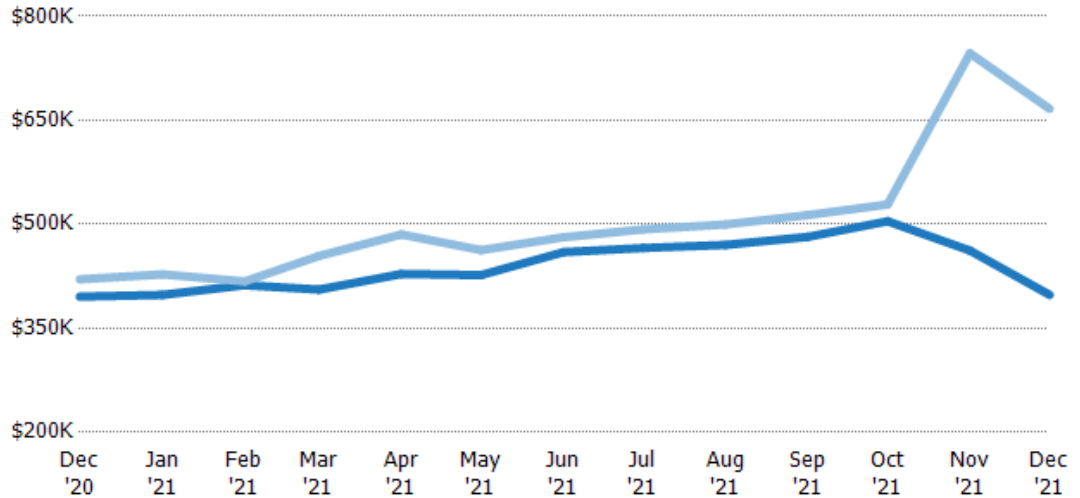
Current Year	\$240K	\$250K	\$250K	\$250K	\$270K	\$254K	\$265K	\$280K	\$299K	\$325K	\$324K	\$394K	\$299K
Prior Year	\$222K	\$201K	\$225K	\$223K	\$210K	\$230K	\$245K	\$245K	\$235K	\$230K	\$240K	\$240K	\$240K
Percent Change from Prior Year	8%	24%	11%	12%	28%	10%	8%	14%	27%	41%	35%	64%	25%

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



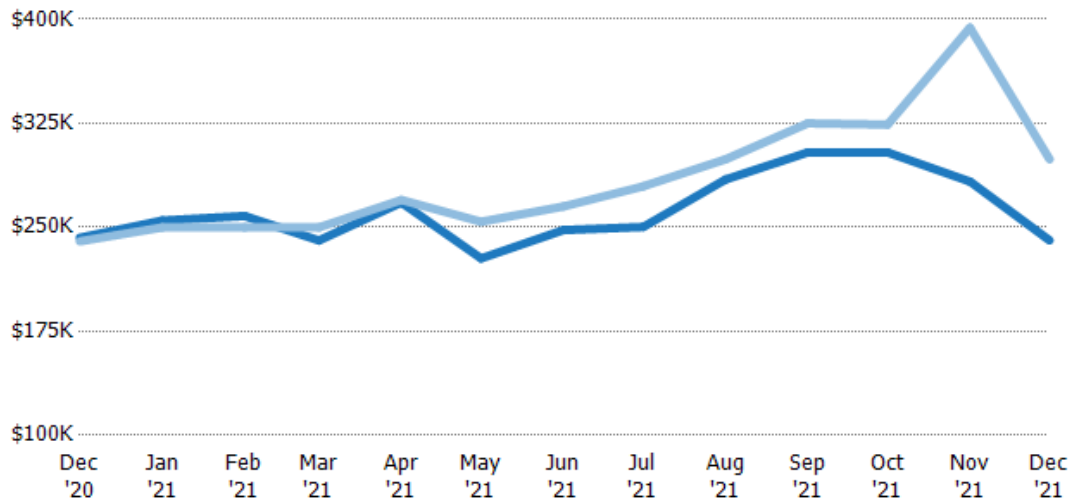
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$396K	\$398K	\$412K	\$406K	\$428K	\$427K	\$460K	\$466K	\$470K	\$482K	\$504K	\$462K	\$398K
Avg Listing Price	\$421K	\$428K	\$418K	\$454K	\$485K	\$463K	\$481K	\$493K	\$500K	\$513K	\$529K	\$747K	\$666K
Avg Listing Price as a % of Avg Est Value	106%	107%	101%	112%	113%	108%	105%	106%	106%	107%	105%	162%	167%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$243K	\$255K	\$258K	\$240K	\$268K	\$228K	\$248K	\$250K	\$284K	\$304K	\$304K	\$283K	\$241K
Median Listing Price	\$240K	\$250K	\$250K	\$250K	\$270K	\$254K	\$265K	\$280K	\$299K	\$325K	\$324K	\$394K	\$299K
Med Listing Price as a % of Med Est Value	99%	98%	97%	104%	101%	112%	107%	112%	105%	107%	107%	139%	124%

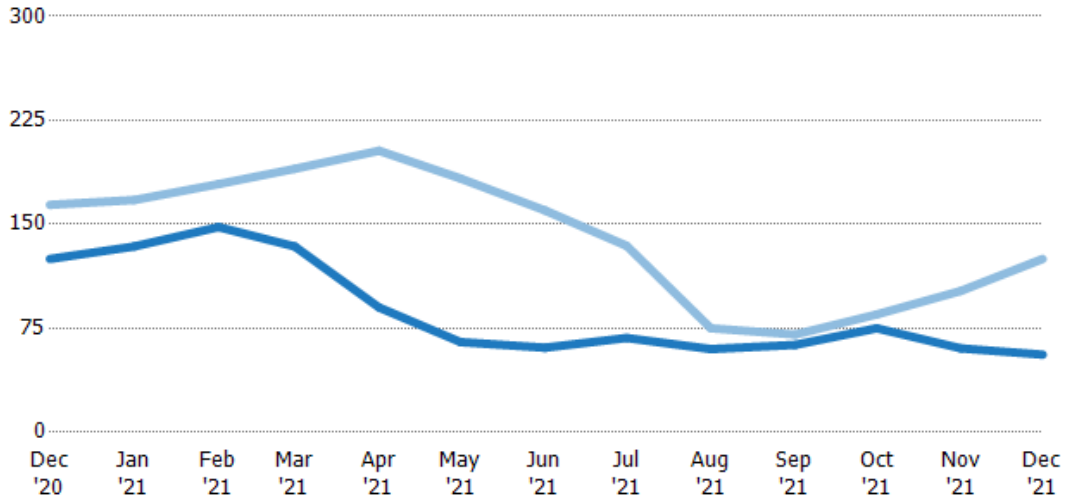
Median Days in RPR

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.
Dec '21	56	-55.2%
Dec '20	125	-23.8%
Dec '19	164	-6.7%



Current Year	125	134	148	134	90	65	61	68	60	63	75	60.5	56
Prior Year	164	168	179	190	203	183	160	135	75	70.5	85	102	125
Percent Change from Prior Year	-24%	-20%	-17%	-29%	-56%	-64%	-62%	-49%	-20%	-11%	-12%	-41%	-55%

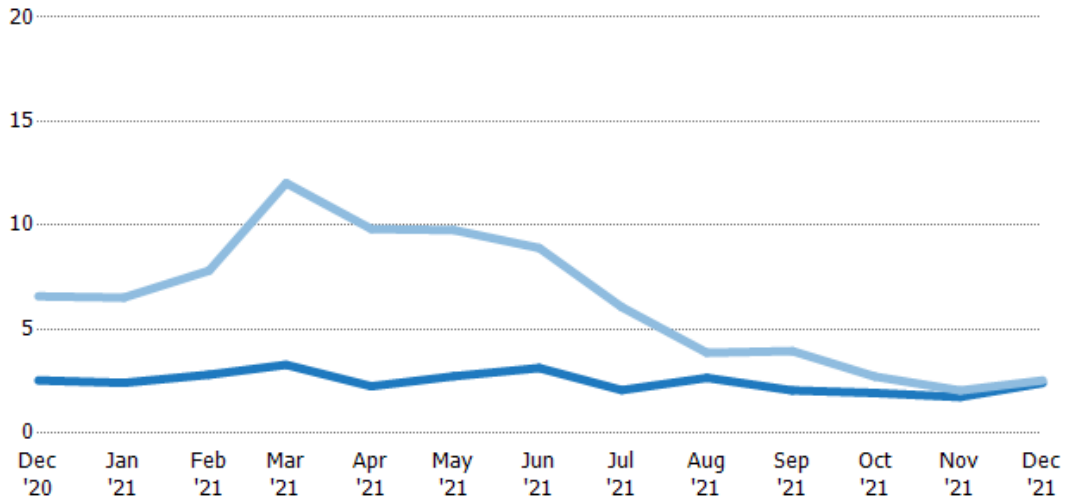
Months of Inventory

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.
Dec '21	2.41	-5%
Dec '20	2.54	-61.4%
Dec '19	6.59	2.4%



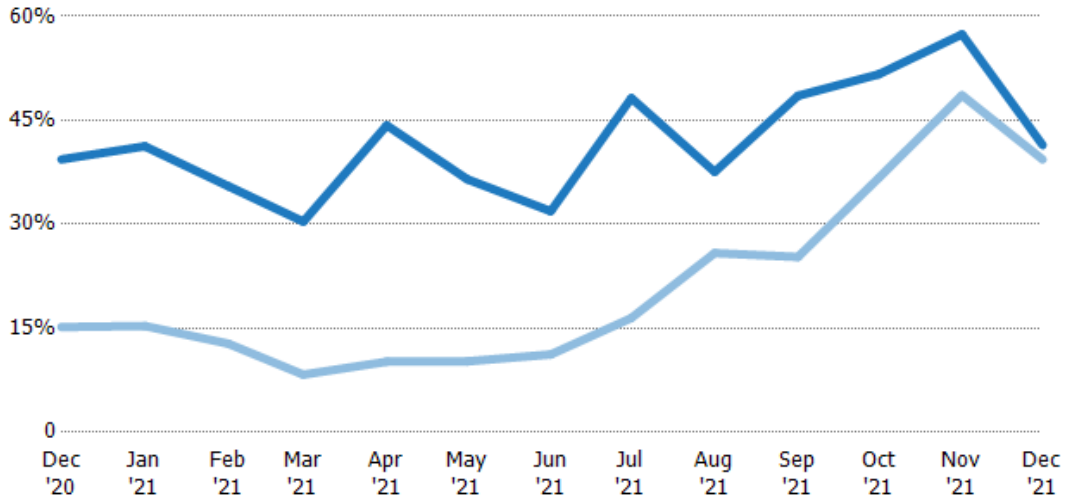
Current Year	2.54	2.42	2.82	3.29	2.26	2.74	3.14	2.07	2.66	2.06	1.94	1.74	2.41
Prior Year	6.59	6.52	7.82	12	9.82	9.77	8.91	6.07	3.87	3.95	2.73	2.06	2.54
Percent Change from Prior Year	-61%	-63%	-64%	-73%	-77%	-72%	-65%	-66%	-31%	-48%	-29%	-15%	-5%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



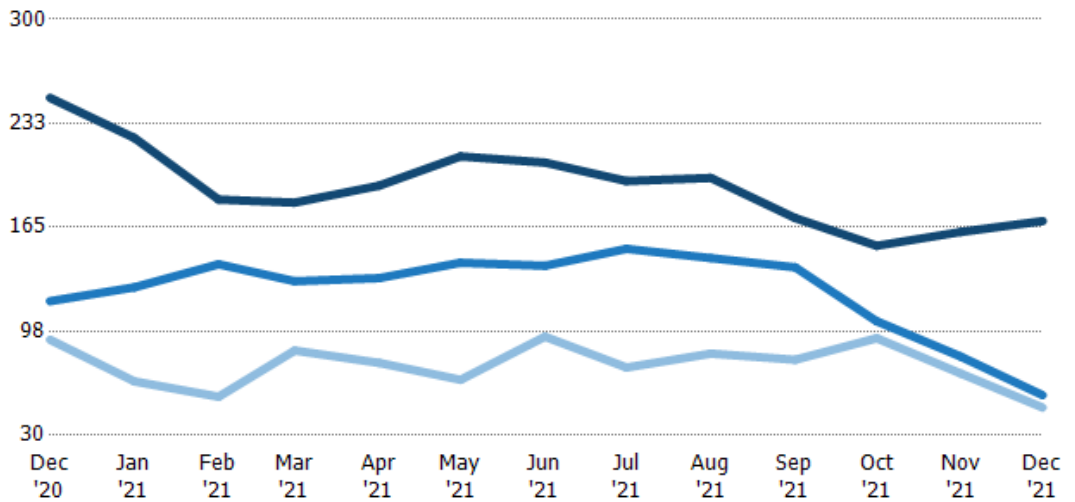
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	39%	41%	36%	30%	44%	36%	32%	48%	38%	49%	52%	57%	41%
Prior Year	15%	15%	13%	8%	10%	10%	11%	16%	26%	25%	37%	49%	39%
Change from Prior Year	-24%	-26%	-23%	-22%	-34%	-26%	-21%	-32%	-12%	-23%	-15%	-9%	-2%

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



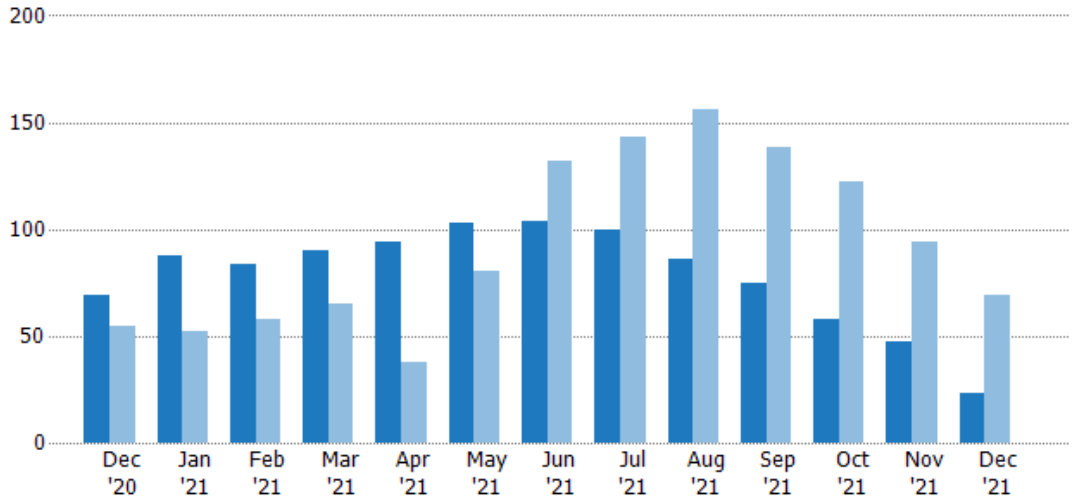
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	249	223	183	181	192	211	207	195	197	171	153	162	169
Pending	117	126	141	130	132	142	140	151	145	139	104	81	56
Sold	92	65	55	85	77	66	94	74	83	79	93	70	48

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



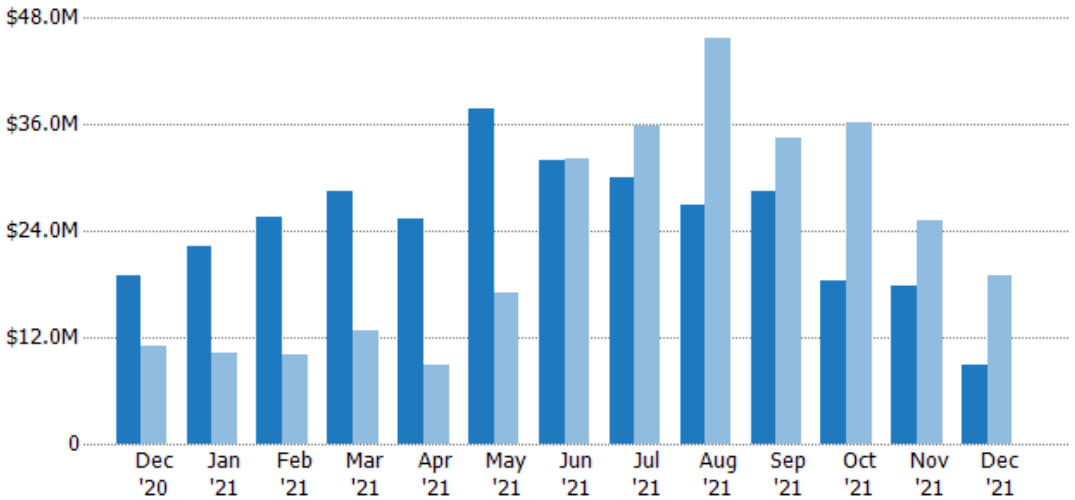
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	69	88	84	90	94	103	104	100	86	75	58	47	23
Prior Year	55	52	58	65	38	80	132	143	156	138	122	94	69
Percent Change from Prior Year	25%	69%	45%	38%	147%	29%	-21%	-30%	-45%	-46%	-52%	-50%	-67%

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



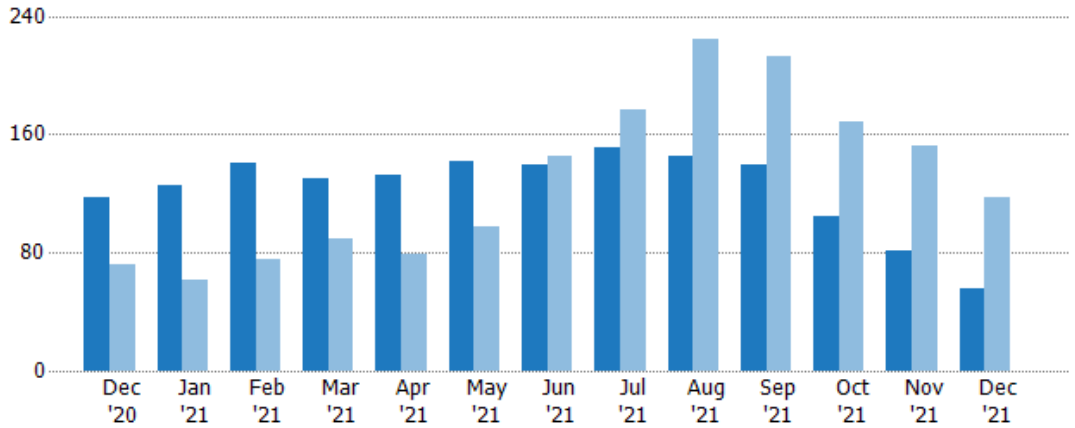
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$19M	\$22.3M	\$25.6M	\$28.5M	\$25.3M	\$37.8M	\$32M	\$30M	\$27M	\$28.5M	\$18.4M	\$17.7M	\$8.8M
Prior Year	\$11M	\$10.3M	\$10.1M	\$12.8M	\$8.83M	\$17M	\$32.2M	\$35.9M	\$45.7M	\$34.6M	\$36.3M	\$25.1M	\$19M
Percent Change from Prior Year	73%	116%	154%	123%	187%	122%	0%	-17%	-41%	-17%	-49%	-29%	-54%

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



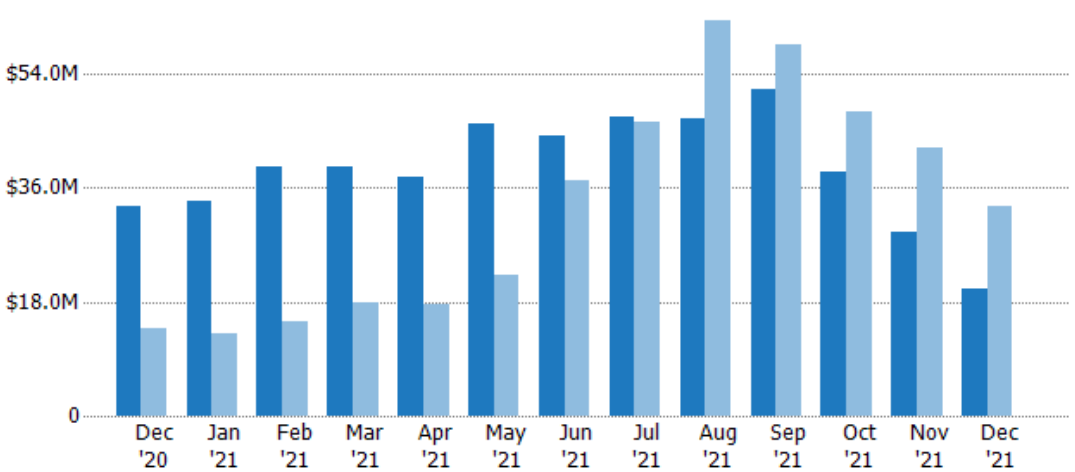
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	117	126	141	130	132	142	140	151	145	139	104	81	56
Prior Year	72	61	75	89	79	98	145	177	224	213	169	152	117
Percent Change from Prior Year	63%	107%	88%	46%	67%	45%	-3%	-15%	-35%	-35%	-38%	-47%	-52%

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



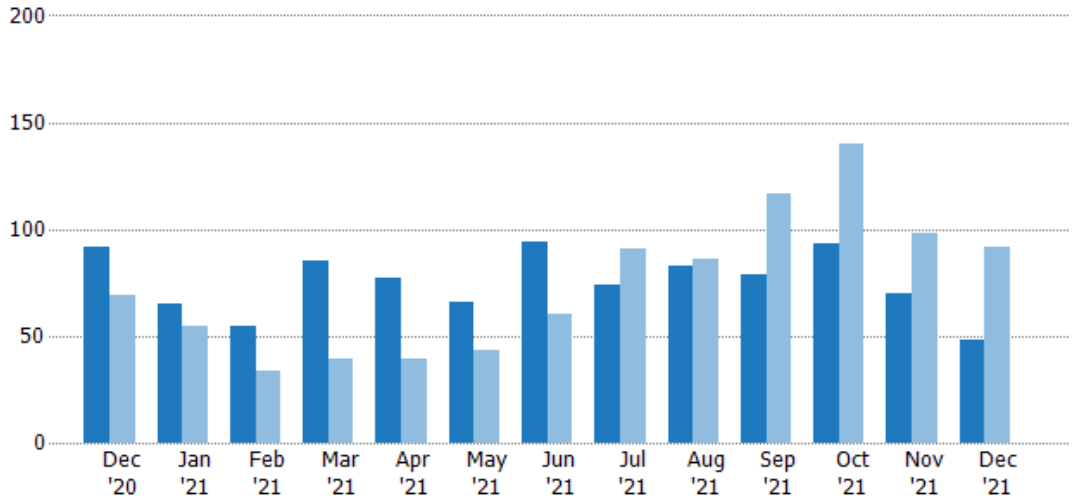
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$33.1M	\$34M	\$39.4M	\$39.4M	\$37.6M	\$46.2M	\$44.2M	\$47.2M	\$46.9M	\$51.6M	\$38.5M	\$28.9M	\$19.9M
Prior Year	\$13.8M	\$13.1M	\$15M	\$18M	\$17.7M	\$22.2M	\$37.1M	\$46.5M	\$62.4M	\$58.7M	\$48.1M	\$42.3M	\$33.1M
Percent Change from Prior Year	140%	159%	162%	119%	113%	108%	19%	2%	-25%	-12%	-20%	-32%	-40%

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



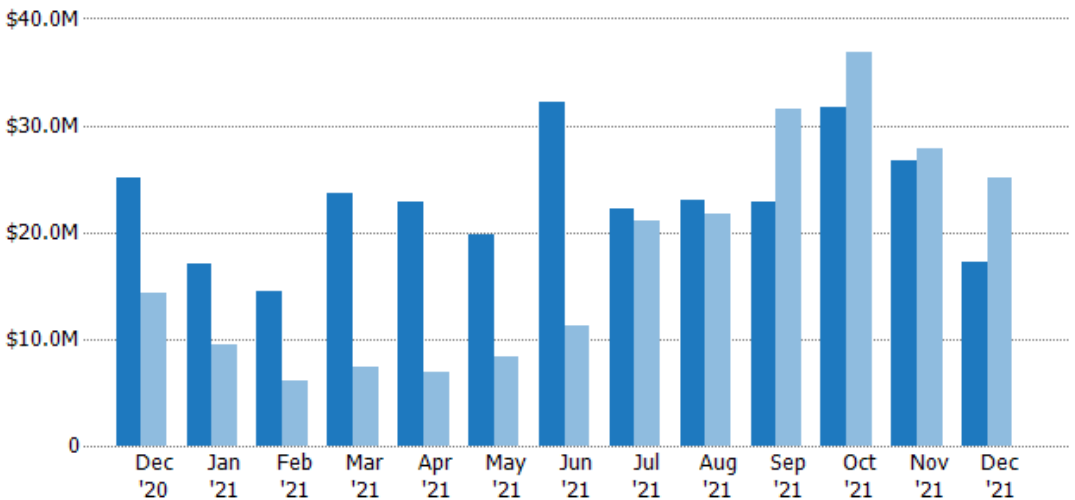
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	92	65	55	85	77	66	94	74	83	79	93	70	48
Prior Year	69	55	34	39	39	43	60	91	86	117	140	98	92
Percent Change from Prior Year	33%	18%	62%	118%	97%	53%	57%	-19%	-3%	-32%	-34%	-29%	-48%

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



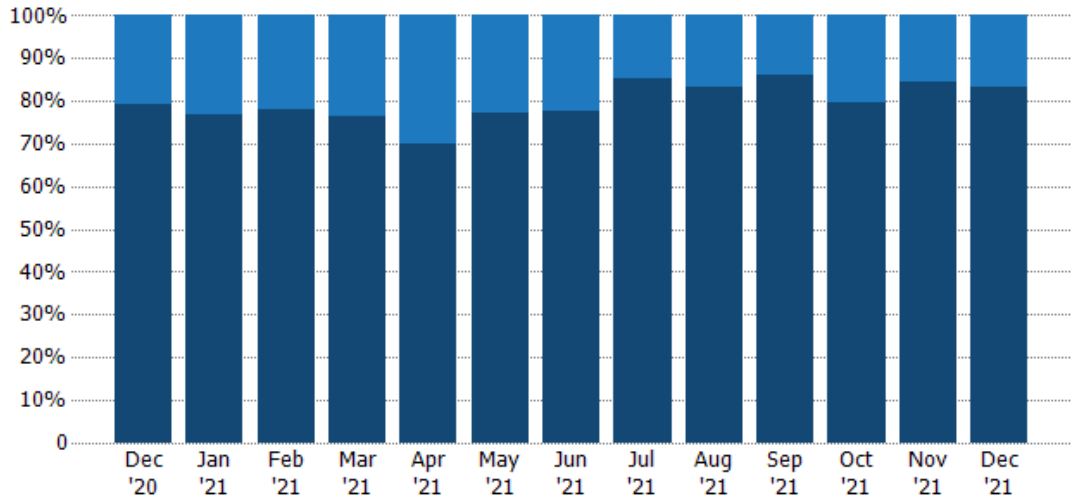
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$25M	\$17M	\$14.5M	\$23.6M	\$22.8M	\$19.8M	\$32.2M	\$22.2M	\$23M	\$22.9M	\$31.7M	\$26.7M	\$17.3M
Prior Year	\$14.3M	\$9.52M	\$6.08M	\$7.32M	\$6.91M	\$8.28M	\$11.2M	\$21M	\$21.7M	\$31.5M	\$36.9M	\$27.8M	\$25M
Percent Change from Prior Year	75%	79%	139%	222%	230%	139%	186%	6%	6%	-27%	-14%	-4%	-31%

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



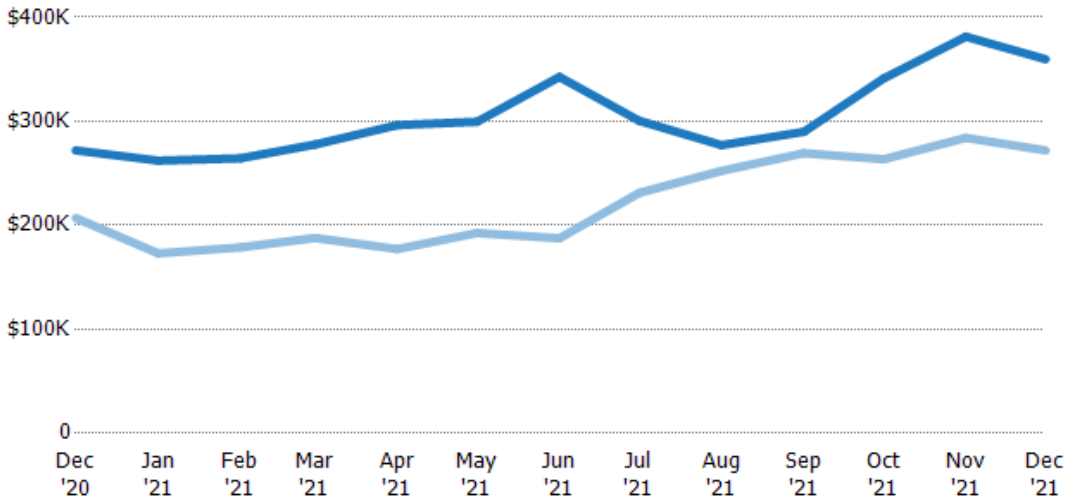
Condo/Townhouse	21%	23%	22%	24%	30%	23%	22%	15%	17%	14%	20%	16%	17%
Single Family Residence	79%	77%	78%	76%	70%	77%	78%	85%	83%	86%	80%	84%	83%

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



Current Year	\$272K	\$262K	\$264K	\$278K	\$296K	\$300K	\$343K	\$301K	\$277K	\$290K	\$341K	\$381K	\$360K
Prior Year	\$207K	\$173K	\$179K	\$188K	\$177K	\$193K	\$187K	\$231K	\$252K	\$269K	\$263K	\$284K	\$272K
Percent Change from Prior Year	31%	52%	48%	48%	67%	56%	83%	30%	10%	8%	29%	34%	32%

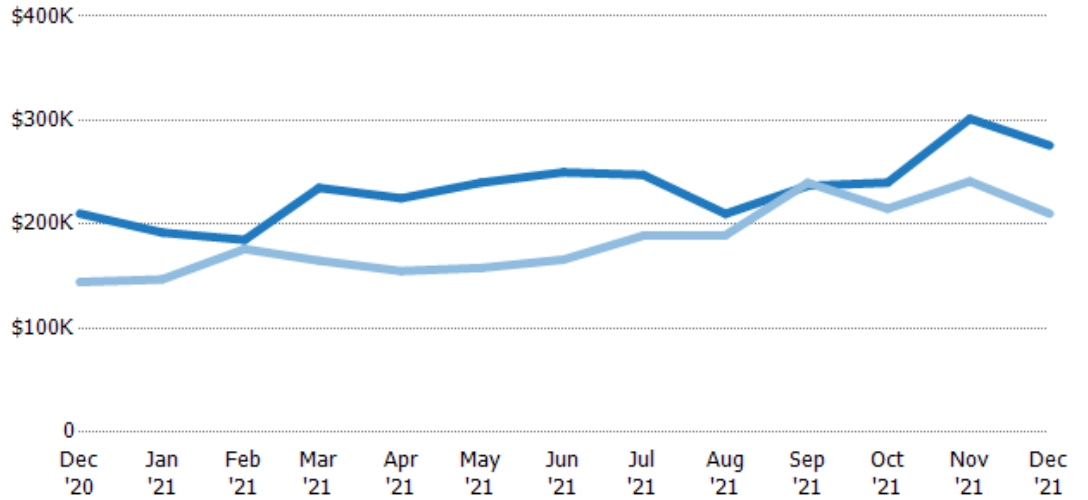
Median Sales Price

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.
Dec '21	\$276K	31.2%
Dec '20	\$210K	45.5%
Dec '19	\$145K	9.7%



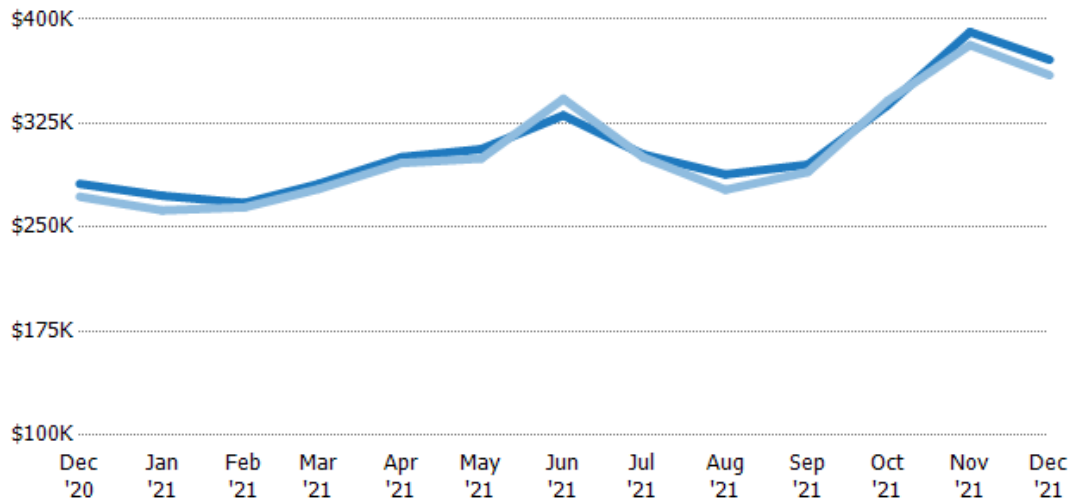
Current Year	\$210K	\$192K	\$185K	\$235K	\$225K	\$240K	\$250K	\$248K	\$210K	\$237K	\$240K	\$302K	\$276K
Prior Year	\$145K	\$147K	\$176K	\$165K	\$155K	\$158K	\$166K	\$189K	\$190K	\$240K	\$215K	\$241K	\$210K
Percent Change from Prior Year	46%	31%	5%	42%	45%	52%	51%	31%	11%	-1%	12%	25%	31%

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



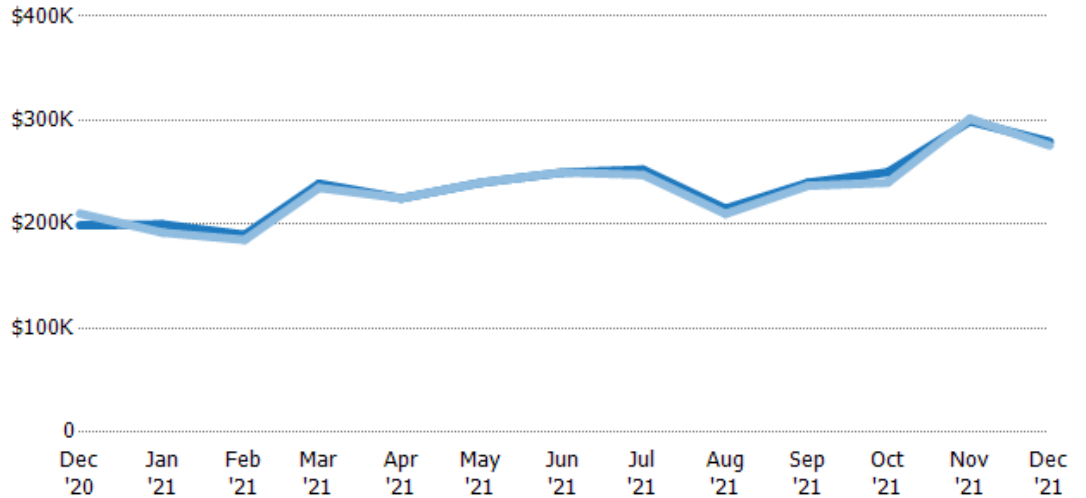
Avg List Price	\$281K	\$273K	\$268K	\$281K	\$301K	\$306K	\$331K	\$302K	\$288K	\$295K	\$338K	\$391K	\$371K
Avg Sales Price	\$272K	\$262K	\$264K	\$278K	\$296K	\$300K	\$343K	\$301K	\$277K	\$290K	\$341K	\$381K	\$360K
Avg Sales Price as a % of Avg List Price	97%	96%	99%	99%	99%	98%	104%	99%	96%	98%	101%	98%	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

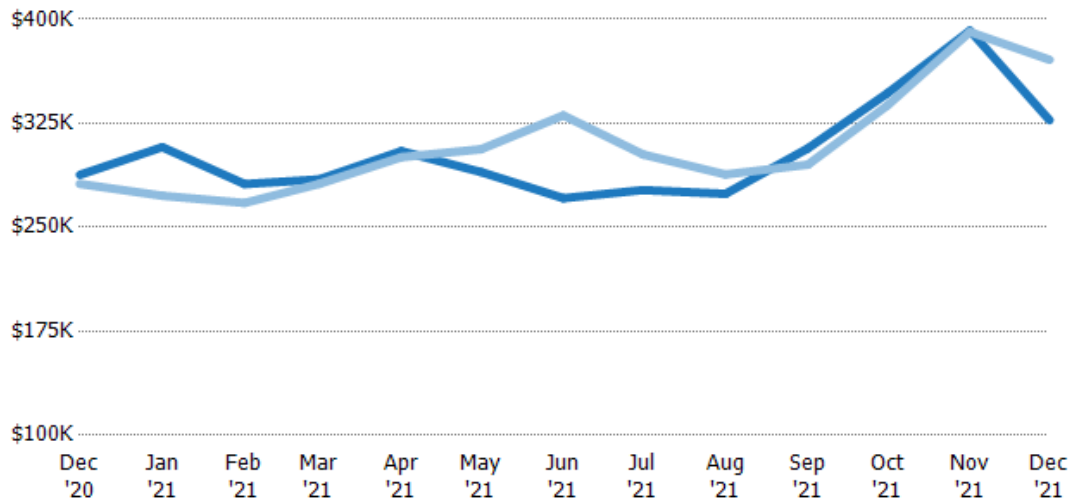


Average Sales Price vs Average Est Value

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

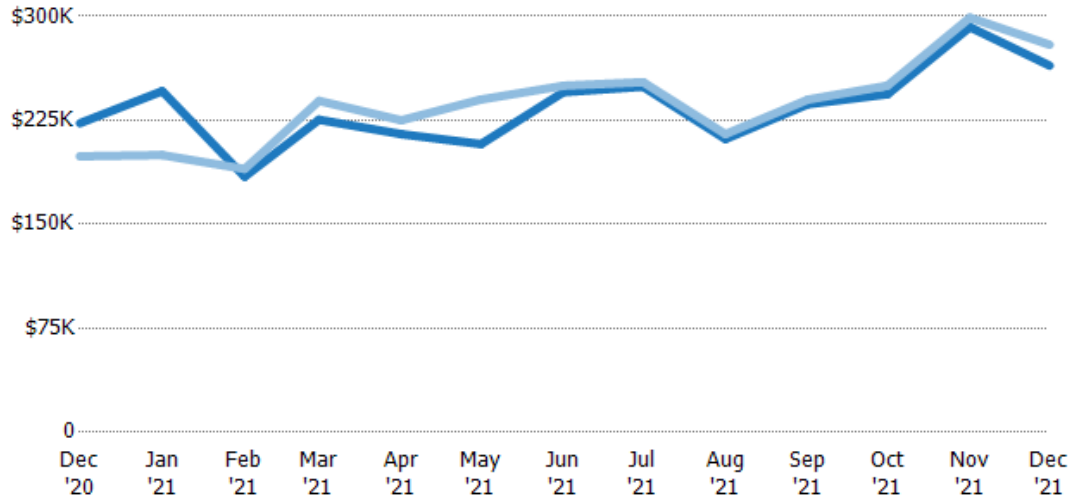


Median Sales Price vs Median Est Value

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$223K	\$246K	\$184K	\$225K	\$215K	\$208K	\$245K	\$249K	\$211K	\$237K	\$244K	\$292K	\$264K
Median Sales Price	\$199K	\$200K	\$190K	\$239K	\$225K	\$240K	\$250K	\$253K	\$215K	\$240K	\$250K	\$299K	\$279K
Med Sales Price as a % of Med Est Value	89%	81%	103%	106%	105%	115%	102%	101%	102%	101%	103%	102%	106%