

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	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	52	59	-11.9%	968	987	-1.9%
New Listing Volume	\$16,545,700	\$17,589,700	-5.9%	\$378,613,590	\$289,680,823	+30.7%
Active Listing Count	101	212	-52.4%	N/A	N/A	
Active Listing Volume	\$53,984,994	\$90,520,499	-40.4%	N/A	N/A	
Average Listing Price	\$534,505	\$426,983	+25.2%	\$527,697	\$364,329	+44.8%
Median Listing Price	\$305,000	\$249,400	+22.3%	\$289,760	\$233,291	+24.2%
Median Days in RPR	70	131	-46.6%	87.4	115.36	-24.2%
Months of Inventory	2.1	2.5	-16.6%	1.8	4.1	-56.5%
Absorption Rate	47.52%	39.62%	+7.9%	56.44%	24.53%	+31.9%
Sales Activity Charts Metrics						
New Pending Sales Count	37	83	-55.4%	979	1,149	-14.8%
New Pending Sales Volume	\$12,503,500	\$22,081,664	-43.4%	\$314,656,610	\$291,176,985	+8.1%
Pending Sales Count	60	119	-49.6%	N/A	N/A	
Pending Sales Volume	\$19,710,000	\$32,114,214	-38.6%	N/A	N/A	
Closed Sales Count	57	57	+/-	904	889	+1.7%
Closed Sales Volume	\$19,508,150	\$16,117,750	+21%	\$284,767,069	\$215,176,026	+32.3%
Average Sales Price	\$342,248	\$282,768	+21%	\$315,008	\$242,043	+30.1%
Median Sales Price	\$252,000	\$210,000	+20%	\$239,100	\$200,564	+19.2%

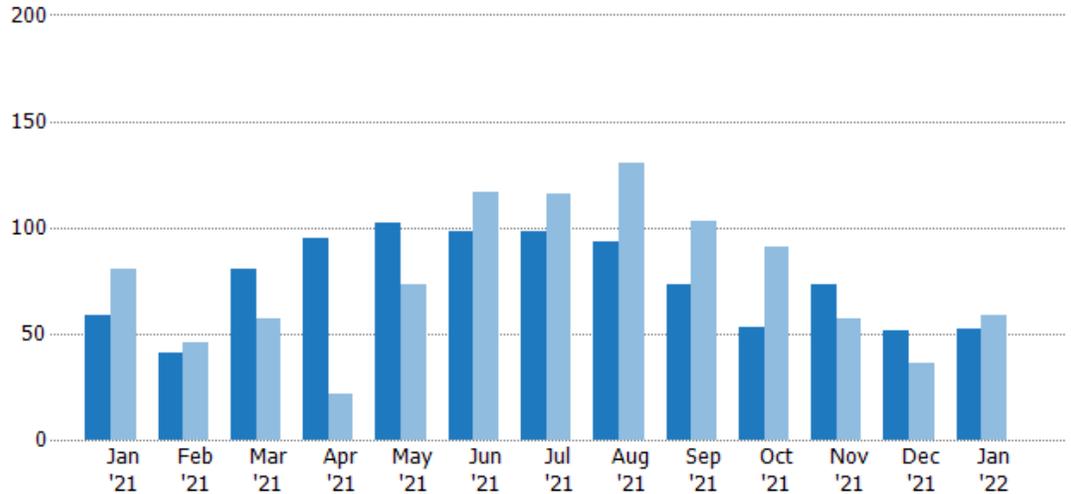
New Listings

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.
Jan '22	52	-11.9%
Jan '21	59	-26.3%
Jan '20	80	-17.5%



Current Year	59	41	80	95	102	98	98	93	73	53	73	51	52
Prior Year	80	46	57	22	73	117	116	130	103	91	57	36	59
Percent Change from Prior Year	-26%	-11%	40%	332%	40%	-16%	-16%	-28%	-29%	-42%	28%	42%	-12%

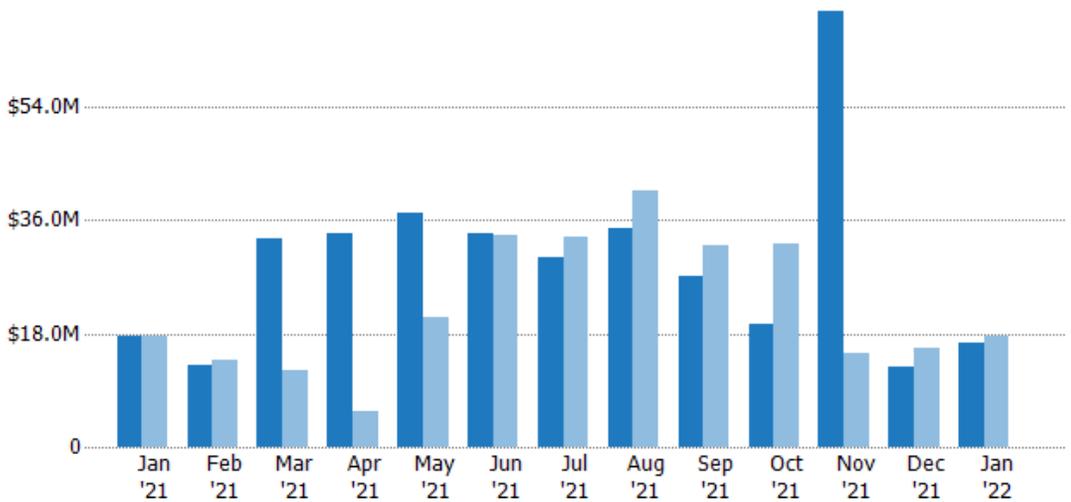
New Listing Volume

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.
Jan '22	\$16.5M	-5.9%
Jan '21	\$17.6M	-0.1%
Jan '20	\$17.6M	-25.4%



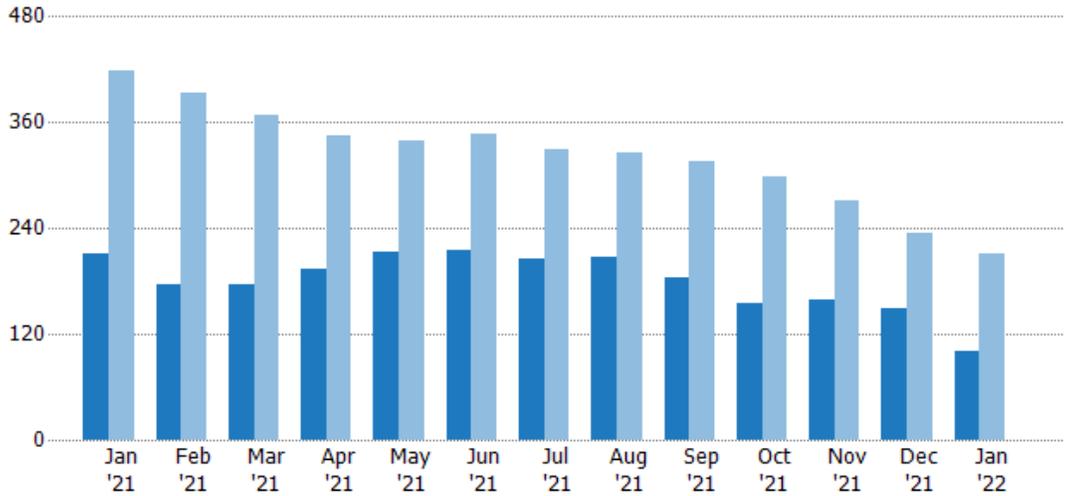
Current Year	\$17.6M	\$12.9M	\$33.2M	\$34M	\$37M	\$34M	\$30.1M	\$34.7M	\$27.2M	\$19.5M	\$69.2M	\$12.8M	\$16.5M
Prior Year	\$17.6M	\$13.8M	\$12.2M	\$5.61M	\$20.5M	\$33.6M	\$33.3M	\$40.6M	\$32M	\$32.2M	\$15M	\$15.7M	\$17.6M
Percent Change from Prior Year	0%	-6%	173%	506%	81%	1%	-10%	-15%	-15%	-40%	362%	-18%	-6%

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



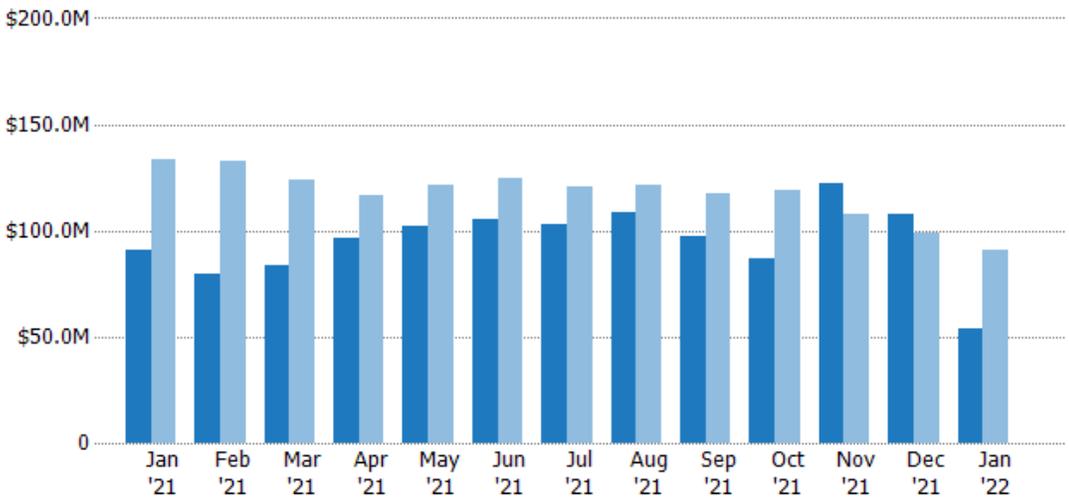
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '21	212	418	-49%
Feb '21	176	393	-55%
Mar '21	176	369	-52%
Apr '21	194	344	-44%
May '21	213	340	-37%
Jun '21	214	346	-38%
Jul '21	205	329	-38%
Aug '21	208	325	-36%
Sep '21	183	316	-42%
Oct '21	154	299	-48%
Nov '21	158	271	-42%
Dec '21	149	234	-36%
Jan '22	101	212	-52%

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	Current Year	Prior Year	Percent Change from Prior Year
Jan '21	\$90.5M	\$134M	-32%
Feb '21	\$79.2M	\$133M	-40%
Mar '21	\$83.4M	\$124M	-33%
Apr '21	\$96.4M	\$117M	-18%
May '21	\$102M	\$121M	-16%
Jun '21	\$105M	\$125M	-16%
Jul '21	\$103M	\$121M	-15%
Aug '21	\$109M	\$121M	-11%
Sep '21	\$97.2M	\$118M	-17%
Oct '21	\$86.7M	\$119M	-27%
Nov '21	\$122M	\$108M	13%
Dec '21	\$108M	\$98.6M	9%
Jan '22	\$54M	\$90.5M	-40%

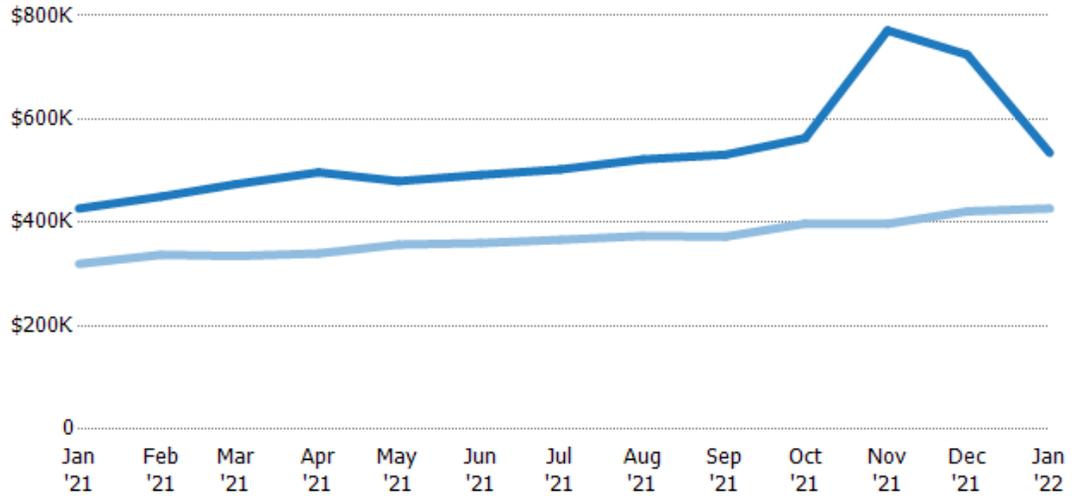
Average Listing Price

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.
Jan '22	\$535K	25.2%
Jan '21	\$427K	33.4%
Jan '20	\$320K	-9.3%



Current Year	\$427K	\$450K	\$474K	\$497K	\$480K	\$492K	\$503K	\$522K	\$531K	\$563K	\$771K	\$724K	\$535K
Prior Year	\$320K	\$338K	\$335K	\$340K	\$357K	\$360K	\$366K	\$374K	\$373K	\$398K	\$397K	\$421K	\$427K
Percent Change from Prior Year	33%	33%	41%	46%	34%	37%	37%	40%	43%	42%	94%	72%	25%

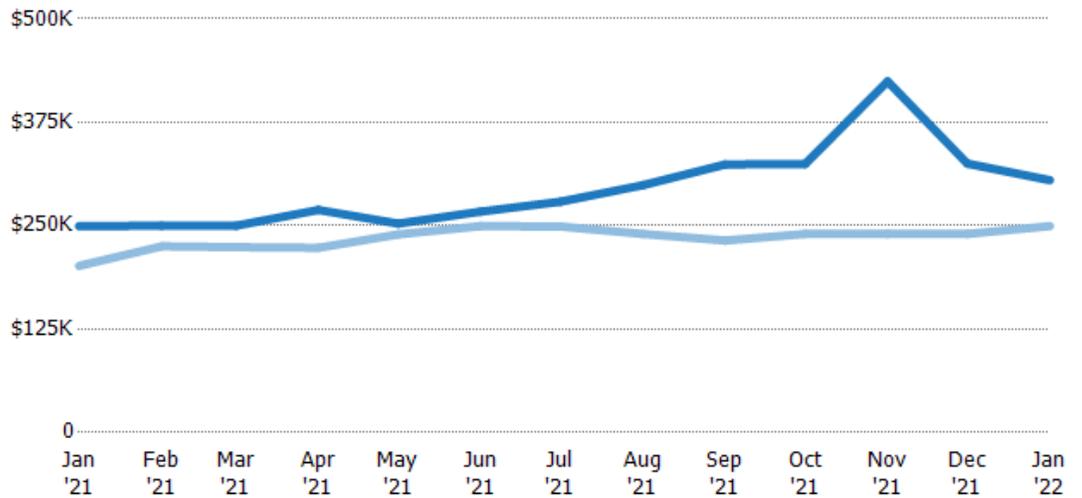
Median Listing Price

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.
Jan '22	\$305K	22.3%
Jan '21	\$249K	23.8%
Jan '20	\$201K	-3.2%



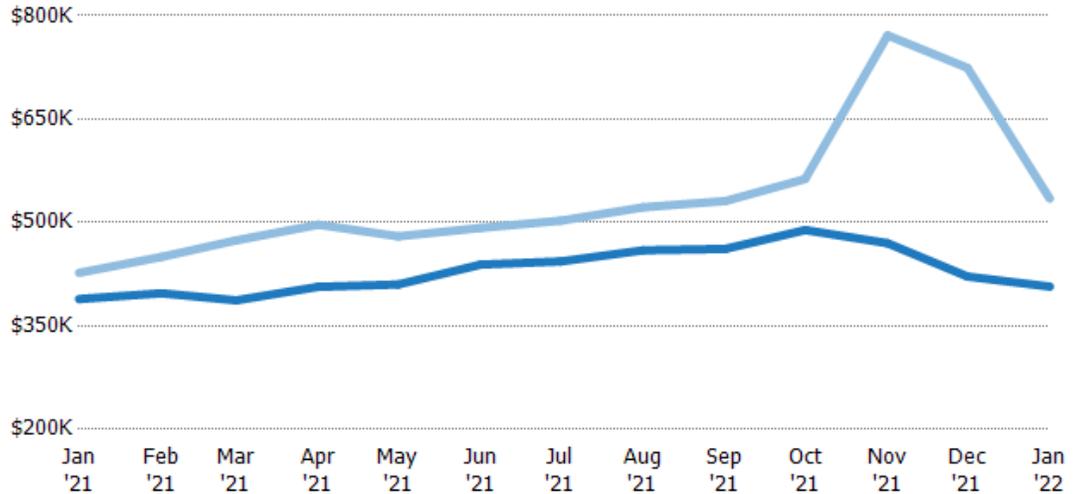
Current Year	\$249K	\$250K	\$250K	\$269K	\$253K	\$267K	\$279K	\$299K	\$324K	\$325K	\$424K	\$325K	\$305K
Prior Year	\$201K	\$225K	\$224K	\$223K	\$239K	\$250K	\$249K	\$240K	\$232K	\$240K	\$240K	\$240K	\$249K
Percent Change from Prior Year	24%	11%	12%	20%	5%	7%	12%	25%	40%	35%	77%	35%	22%

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

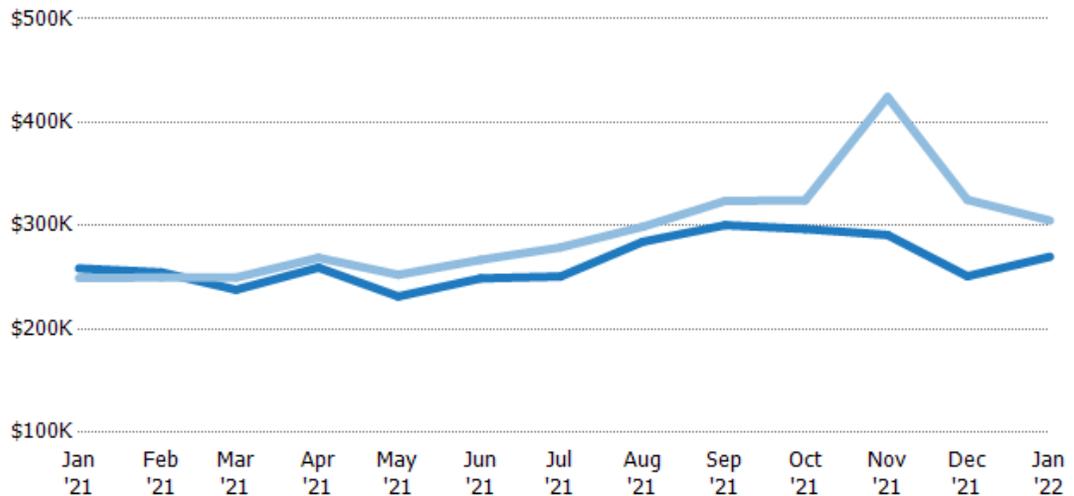


Median Listing Price vs Median Est Value

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



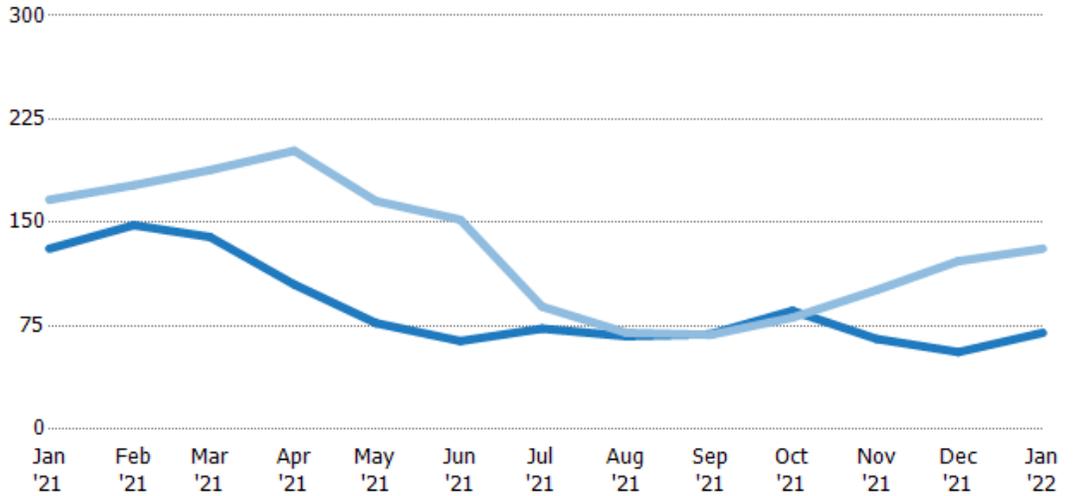
Median Days in RPR

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.
Jan '22	70	-46.6%
Jan '21	131	-21.3%
Jan '20	167	-8.7%



Current Year	131	148	140	105	77	64	73	67.5	69	86	65.5	56	70
Prior Year	167	177	188	202	166	152	89	70	68.5	81	101	122	131
Percent Change from Prior Year	-21%	-16%	-26%	-48%	-53%	-58%	-18%	-4%	1%	6%	-35%	-54%	-47%

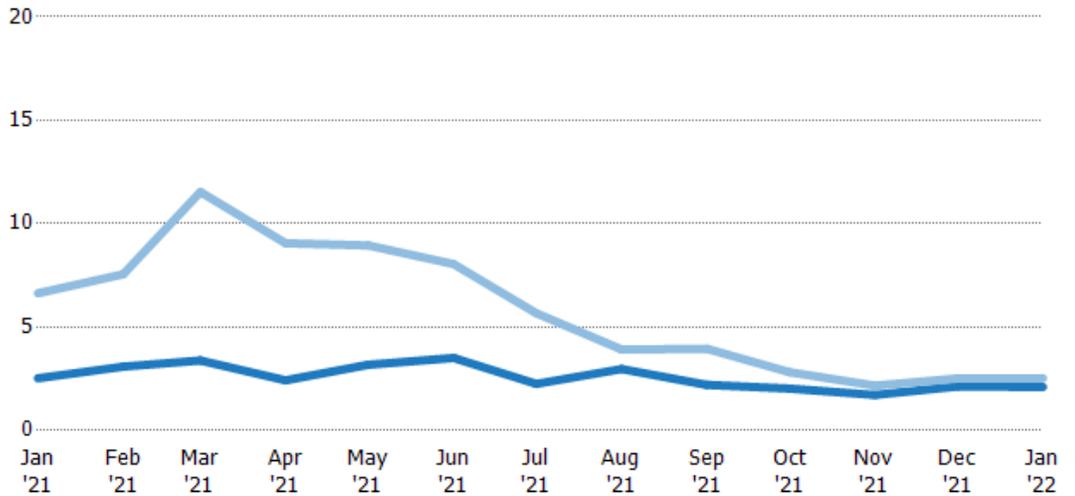
Months of Inventory

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.
Jan '22	2.1	-16.6%
Jan '21	2.52	-62%
Jan '20	6.63	60.9%



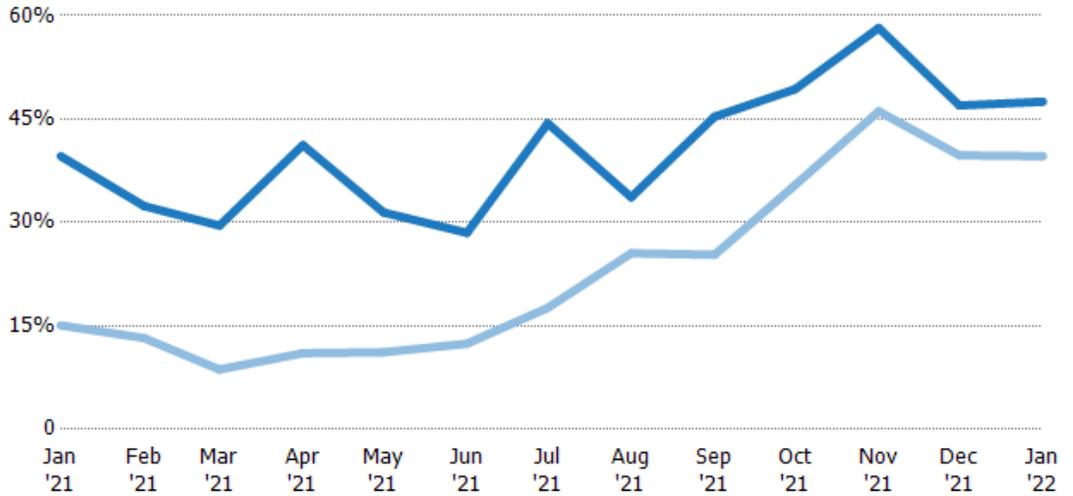
Current Year	2.52	3.09	3.38	2.43	3.18	3.51	2.25	2.97	2.2	2.03	1.72	2.13	2.1
Prior Year	6.63	7.56	11.5	9.05	8.95	8.05	5.67	3.92	3.95	2.82	2.17	2.52	2.52
Percent Change from Prior Year	-62%	-59%	-71%	-73%	-64%	-56%	-60%	-24%	-44%	-28%	-21%	-15%	-17%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



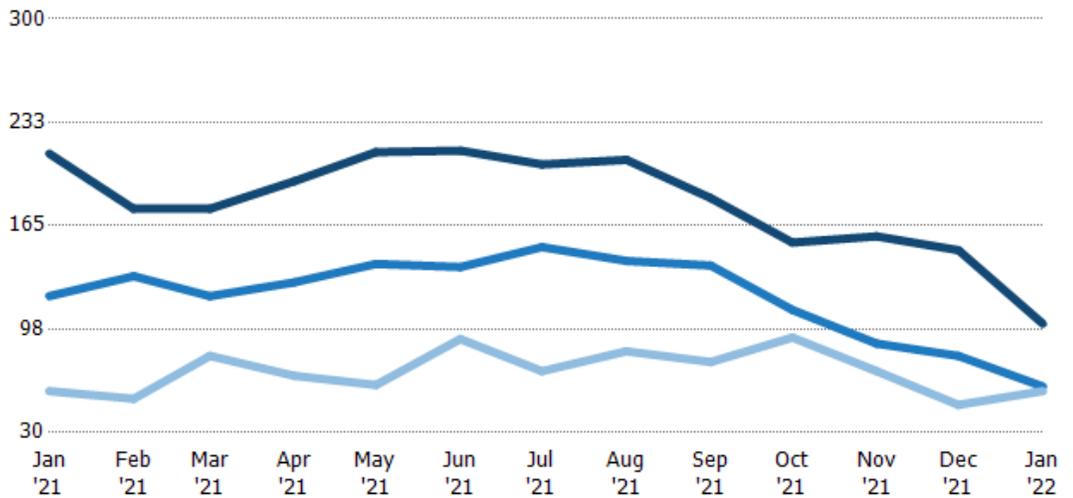
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	40%	32%	30%	41%	31%	29%	44%	34%	45%	49%	58%	47%	48%
Prior Year	15%	13%	9%	11%	11%	12%	18%	26%	25%	35%	46%	40%	40%
Change from Prior Year	-25%	-19%	-21%	-30%	-20%	-16%	-27%	-8%	-20%	-14%	-12%	-7%	-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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	212	176	176	194	213	214	205	208	183	154	158	149	101
Pending	119	132	119	128	140	138	151	142	139	110	88	80	60
Sold	57	52	80	67	61	91	70	83	76	92	70	48	57

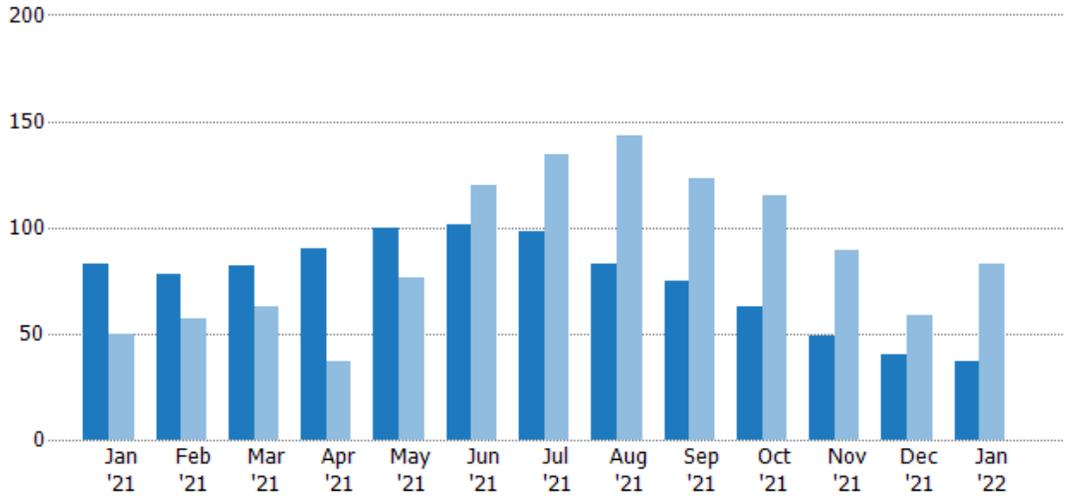
New Pending Sales

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

Month/Year	Count	% Chg.
Jan '22	37	-55.4%
Jan '21	83	66%
Jan '20	50	0%



Current Year	83	78	82	90	100	101	98	83	75	63	49	40	37
Prior Year	50	57	63	37	76	120	134	143	123	115	89	59	83
Percent Change from Prior Year	66%	37%	30%	143%	32%	-16%	-27%	-42%	-39%	-45%	-45%	-32%	-55%

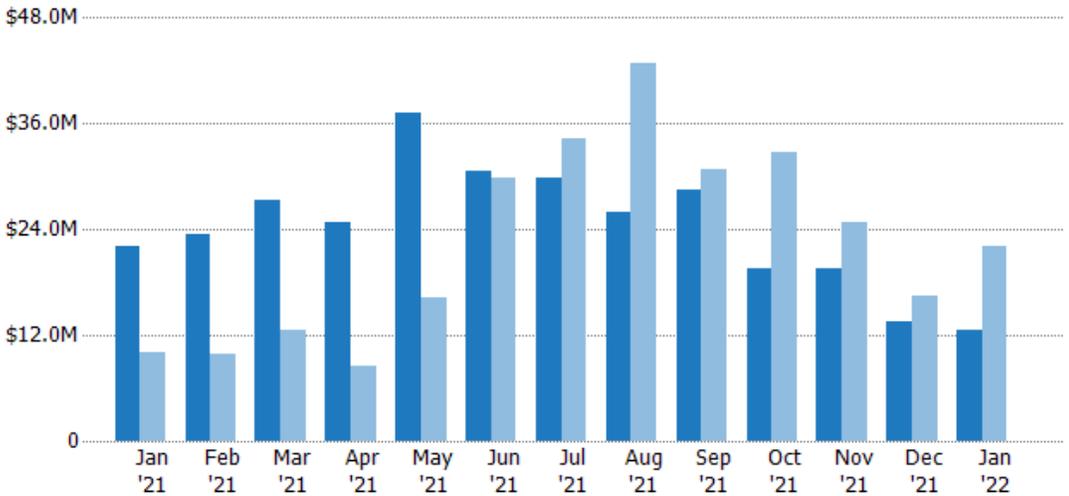
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jan '22	\$12.5M	-43.4%
Jan '21	\$22.1M	118%
Jan '20	\$10.1M	-16.7%



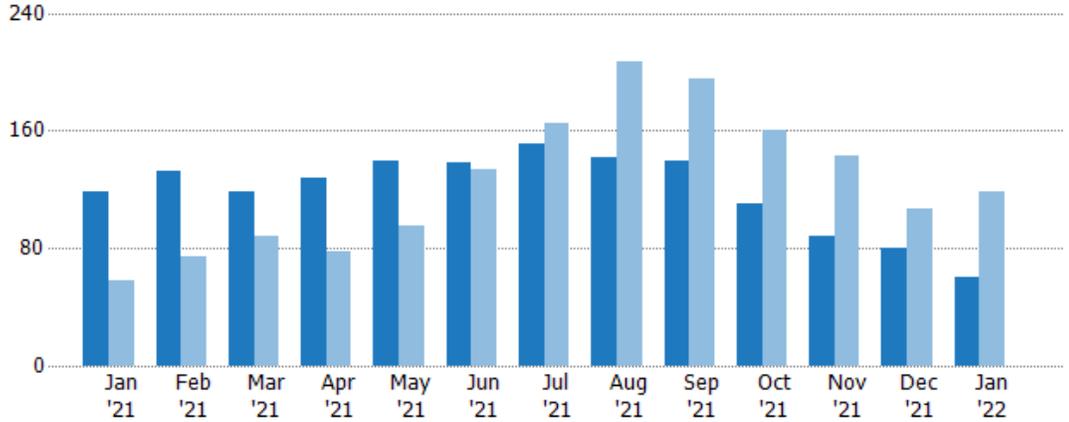
Current Year	\$22.1M	\$23.4M	\$27.2M	\$24.7M	\$37.2M	\$30.6M	\$29.8M	\$26M	\$28.5M	\$19.6M	\$19.5M	\$13.5M	\$12.5M
Prior Year	\$10.1M	\$9.78M	\$12.6M	\$8.53M	\$16.3M	\$29.8M	\$34.3M	\$42.9M	\$30.8M	\$32.8M	\$24.7M	\$16.4M	\$22.1M
Percent Change from Prior Year	118%	139%	116%	190%	128%	3%	-13%	-39%	-7%	-40%	-21%	-18%	-43%

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



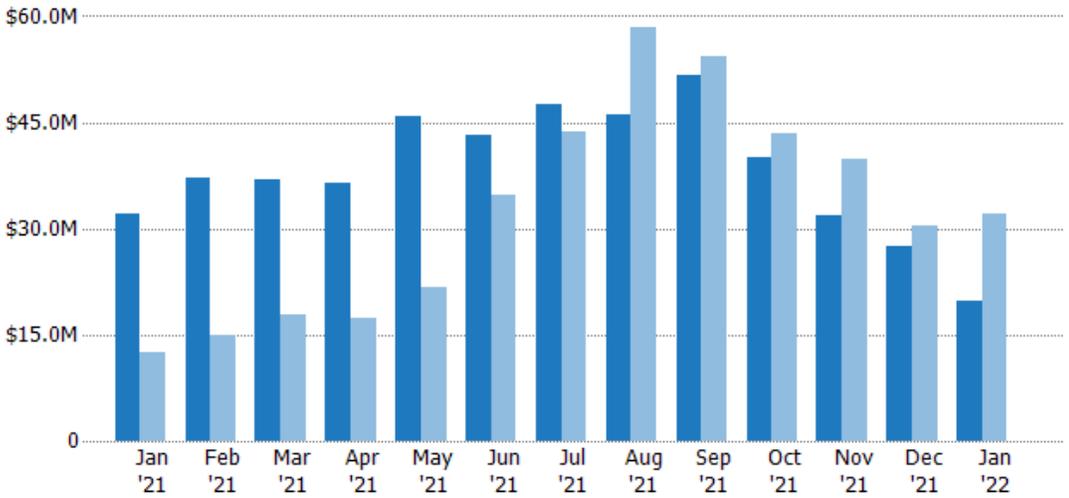
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	119	132	119	128	140	138	151	142	139	110	88	80	60
Prior Year	58	74	88	78	95	134	165	207	195	160	143	107	119
Percent Change from Prior Year	105%	78%	35%	64%	47%	3%	-8%	-31%	-29%	-31%	-38%	-25%	-50%

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



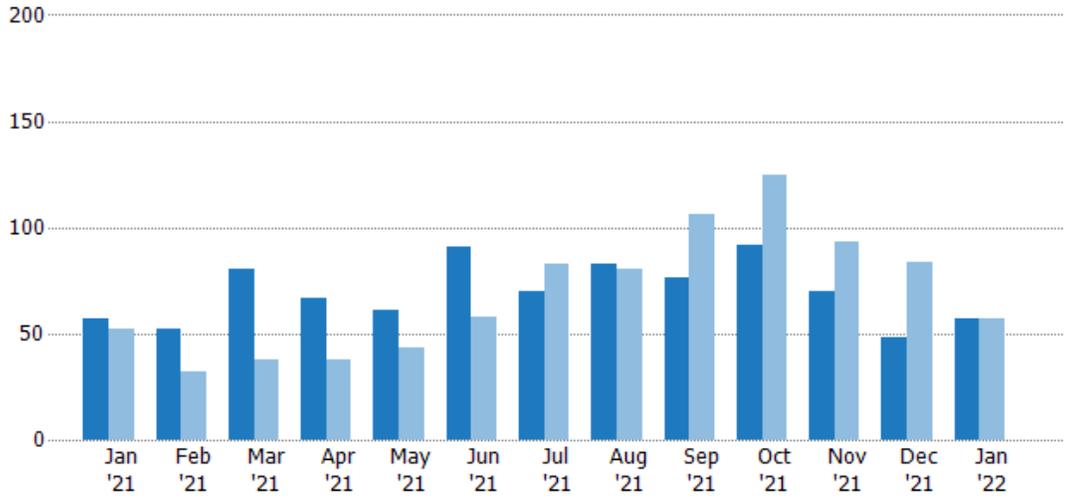
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$32.1M	\$37.2M	\$37M	\$36.4M	\$45.9M	\$43.2M	\$47.5M	\$46.1M	\$51.7M	\$40.1M	\$31.7M	\$27.5M	\$19.7M
Prior Year	\$12.5M	\$14.9M	\$17.9M	\$17.4M	\$21.6M	\$34.8M	\$43.7M	\$58.5M	\$54.3M	\$43.5M	\$39.7M	\$30.4M	\$32.1M
Percent Change from Prior Year	157%	150%	106%	110%	112%	24%	9%	-21%	-5%	-8%	-20%	-10%	-39%

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



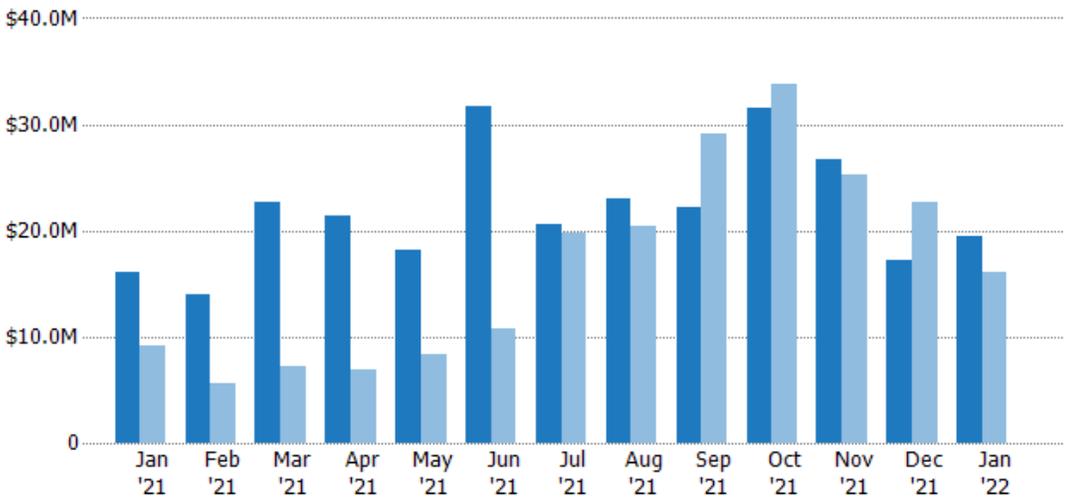
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	57	52	80	67	61	91	70	83	76	92	70	48	57
Prior Year	52	32	38	38	43	58	83	80	106	125	93	84	57
Percent Change from Prior Year	10%	63%	111%	76%	42%	57%	-16%	4%	-28%	-26%	-25%	-43%	0%

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



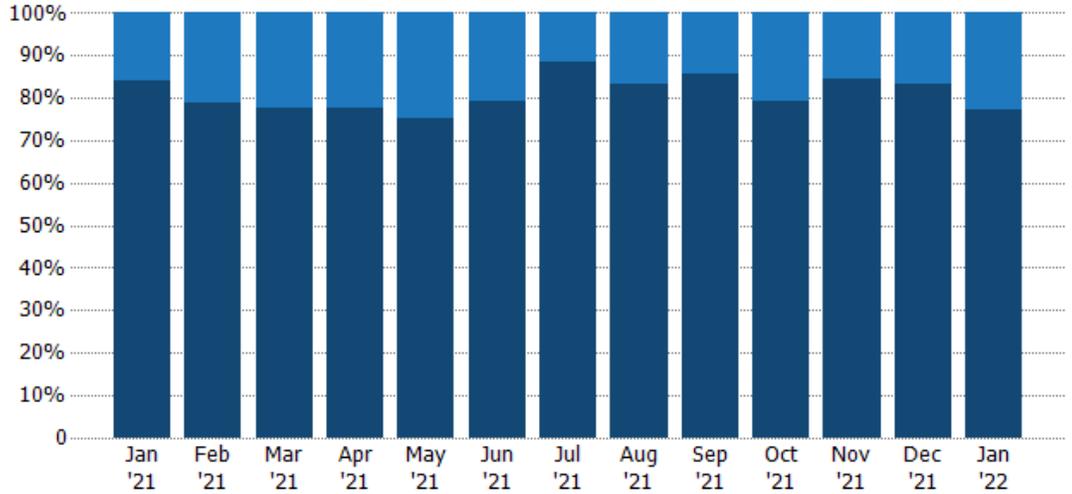
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$16.1M	\$13.9M	\$22.6M	\$21.4M	\$18.2M	\$31.6M	\$20.7M	\$23M	\$22.2M	\$31.5M	\$26.7M	\$17.3M	\$19.5M
Prior Year	\$9.2M	\$5.64M	\$7.17M	\$6.86M	\$8.28M	\$10.8M	\$19.8M	\$20.4M	\$29.1M	\$33.8M	\$25.3M	\$22.7M	\$16.1M
Percent Change from Prior Year	75%	147%	215%	213%	120%	192%	4%	13%	-24%	-7%	6%	-24%	21%

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



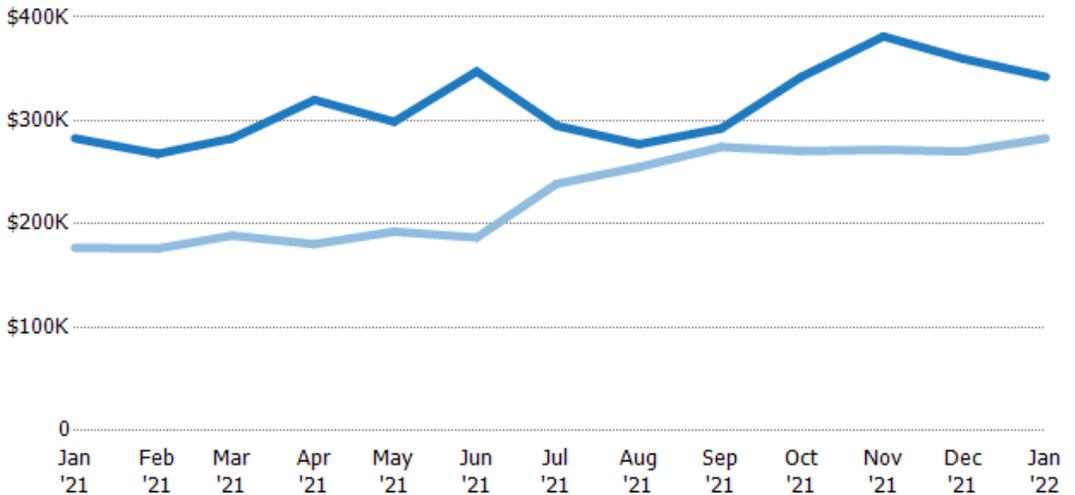
Condo/Townhouse	16%	21%	23%	22%	25%	21%	11%	17%	14%	21%	16%	17%	23%
Single Family Residence	84%	79%	78%	78%	75%	79%	89%	83%	86%	79%	84%	83%	77%

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	\$283K	\$268K	\$283K	\$320K	\$299K	\$348K	\$295K	\$277K	\$292K	\$342K	\$381K	\$360K	\$342K
Prior Year	\$177K	\$176K	\$189K	\$180K	\$193K	\$187K	\$239K	\$255K	\$274K	\$271K	\$272K	\$270K	\$283K
Percent Change from Prior Year	60%	52%	50%	77%	55%	86%	24%	9%	7%	26%	40%	33%	21%

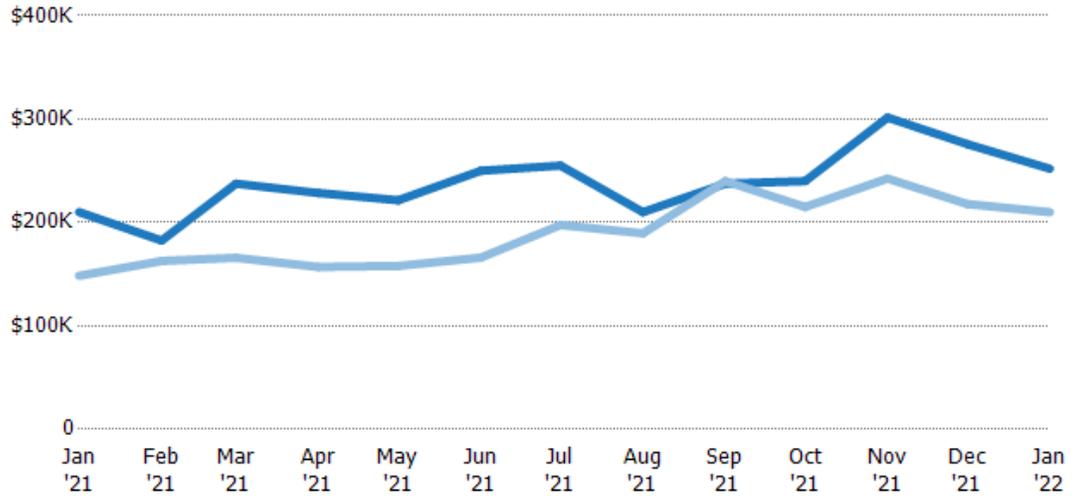
Median Sales Price

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.
Jan '22	\$252K	20%
Jan '21	\$210K	41.4%
Jan '20	\$149K	-2.4%



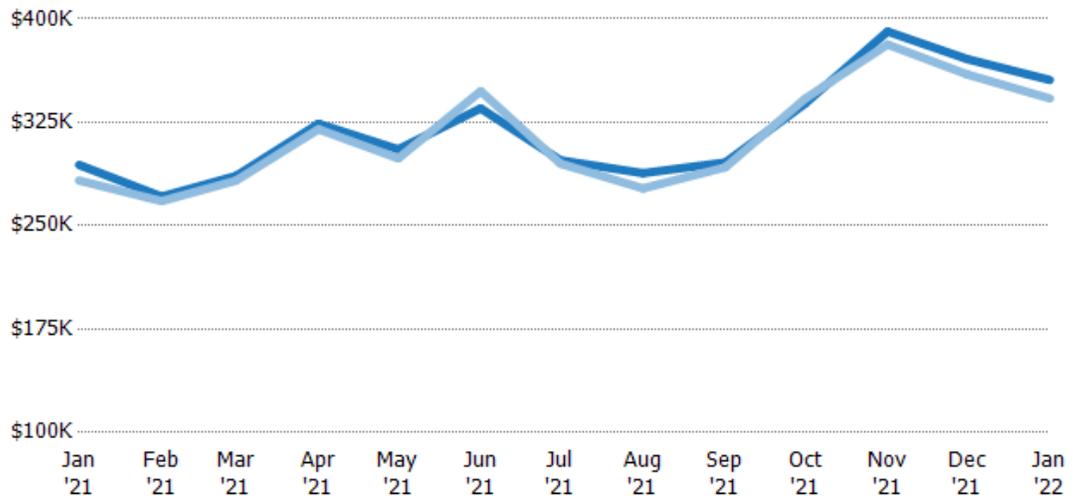
Current Year	\$210K	\$183K	\$238K	\$229K	\$222K	\$250K	\$255K	\$210K	\$238K	\$240K	\$302K	\$276K	\$252K
Prior Year	\$149K	\$163K	\$166K	\$157K	\$158K	\$166K	\$198K	\$190K	\$240K	\$215K	\$243K	\$218K	\$210K
Percent Change from Prior Year	41%	12%	43%	46%	40%	51%	29%	11%	-1%	12%	24%	27%	20%

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



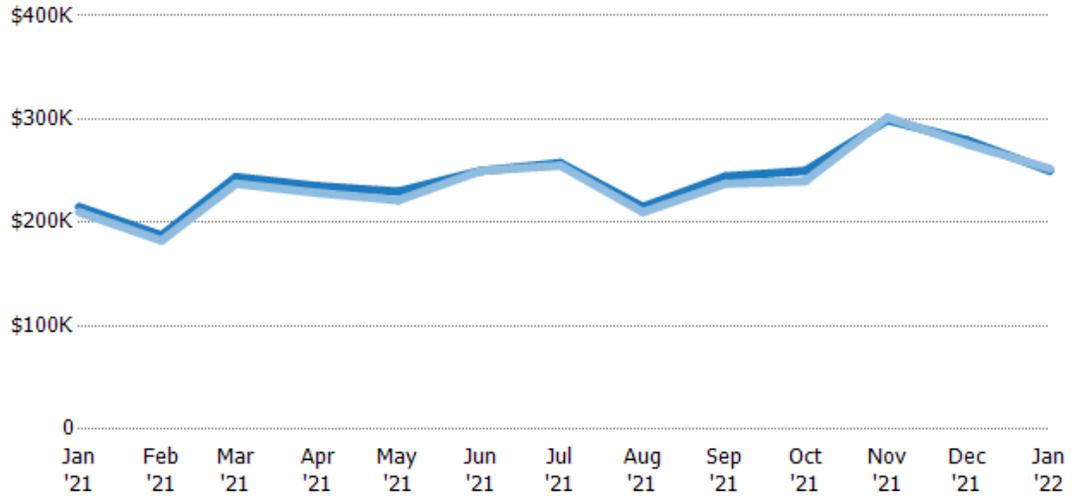
Avg List Price	\$294K	\$271K	\$286K	\$324K	\$305K	\$335K	\$297K	\$288K	\$296K	\$339K	\$391K	\$371K	\$356K
Avg Sales Price	\$283K	\$268K	\$283K	\$320K	\$299K	\$348K	\$295K	\$277K	\$292K	\$342K	\$381K	\$360K	\$342K
Avg Sales Price as a % of Avg List Price	96%	99%	99%	99%	98%	104%	99%	96%	99%	101%	98%	97%	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

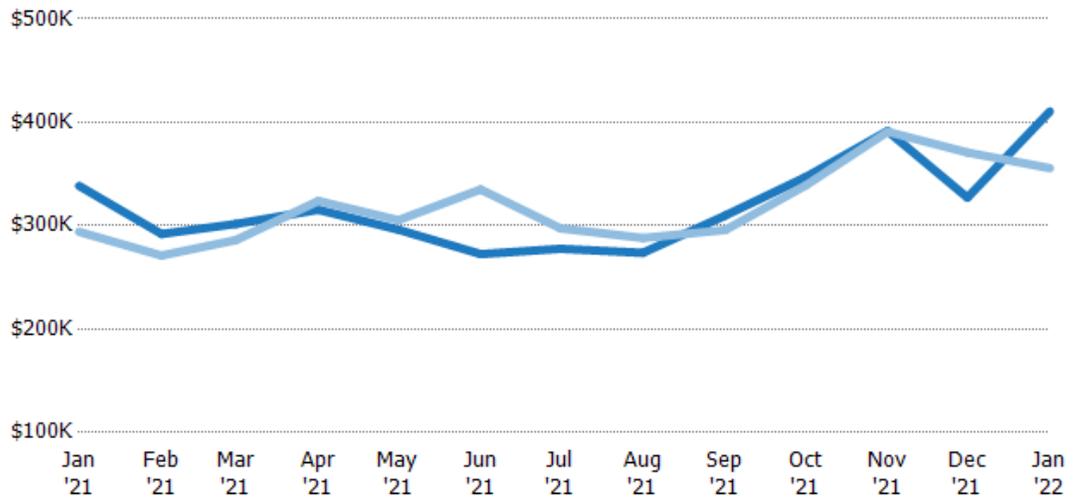


Average Sales Price vs Average Est Value

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

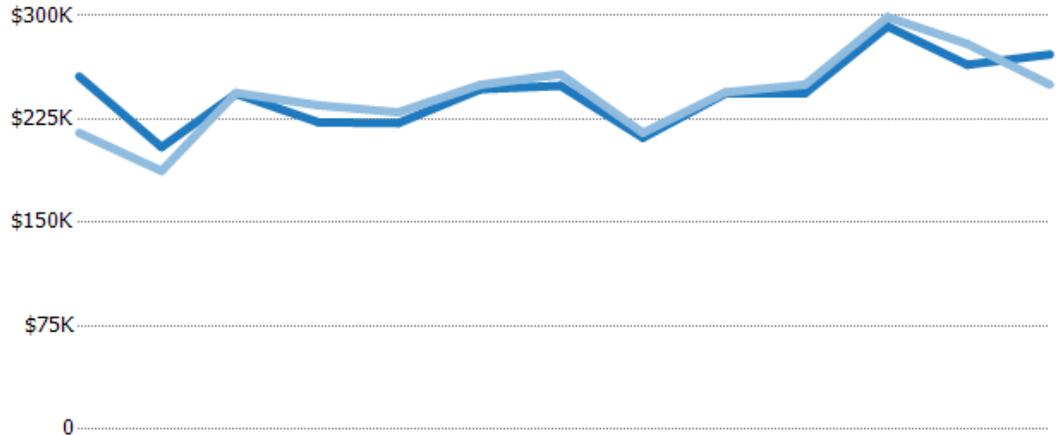


Median Sales Price vs Median Est Value

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$256K	\$205K	\$243K	\$223K	\$222K	\$247K	\$249K	\$211K	\$243K	\$244K	\$292K	\$264K	\$272K
Median Sales Price	\$215K	\$187K	\$244K	\$235K	\$230K	\$250K	\$257K	\$215K	\$244K	\$250K	\$299K	\$279K	\$250K
Med Sales Price as a % of Med Est Value	84%	92%	100%	106%	104%	101%	103%	102%	100%	103%	102%	106%	92%