

## 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 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	16	8	+100%	160	154	+3.9%
New Listing Volume	\$3,514,000	\$2,319,400	+51.5%	\$45,899,600	\$39,134,098	+17.3%
Active Listing Count	56	82	-31.7%	N/A	N/A	
Active Listing Volume	\$23,479,799	\$20,945,999	+12.1%	N/A	N/A	
Average Listing Price	\$419,282	\$255,439	+64.1%	\$357,051	\$305,601	+16.8%
Median Listing Price	\$325,000	\$154,950	+109.7%	\$227,383	\$160,562	+41.6%
Median Days in RPR	107.5	171	-37.1%	140.61	179.14	-21.5%
Months of Inventory	5.6	8.2	-31.7%	8	16.4	-51.2%
Absorption Rate	17.86%	12.2%	+5.7%	12.5%	6.1%	+6.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	9	+22.2%	159	141	+12.8%
New Pending Sales Volume	\$2,331,400	\$2,420,300	-3.7%	\$32,072,000	\$30,125,393	+6.5%
Pending Sales Count	16	9	+77.8%	N/A	N/A	
Pending Sales Volume	\$3,741,600	\$2,635,500	+42%	N/A	N/A	
Closed Sales Count	13	7	+85.7%	141	124	+13.7%
Closed Sales Volume	\$1,722,250	\$1,010,000	+70.5%	\$26,482,750	\$23,996,748	+10.4%
Average Sales Price	\$132,481	\$144,286	-8.2%	\$187,821	\$193,522	-2.9%
Median Sales Price	\$140,000	\$142,000	-1.4%	\$156,199	\$136,020	+14.8%

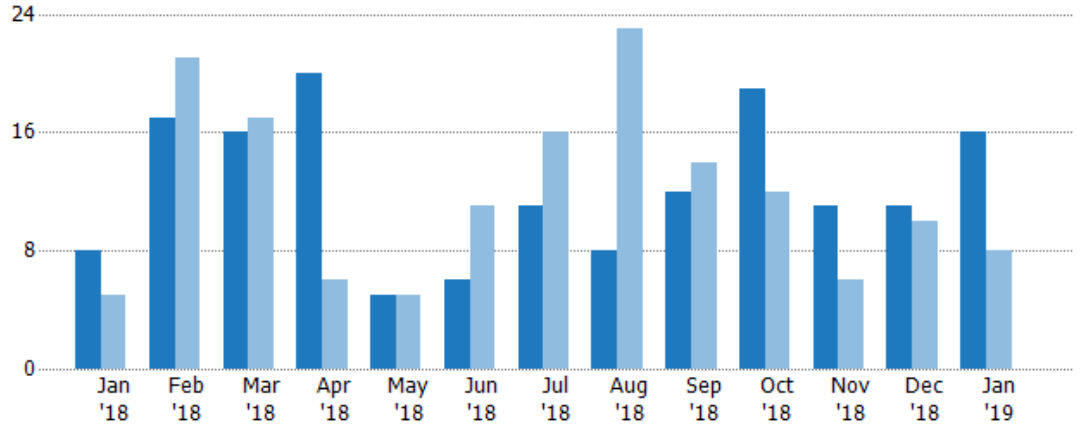
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Jan '19	16	100%
Jan '18	8	60%
Jan '17	5	100%



Current Year	8	17	16	20	5	6	11	8	12	19	11	11	16
Prior Year	5	21	17	6	5	11	16	23	14	12	6	10	8
Percent Change from Prior Year	60%	-19%	-6%	233%	0%	-45%	-31%	-65%	-14%	58%	83%	10%	100%

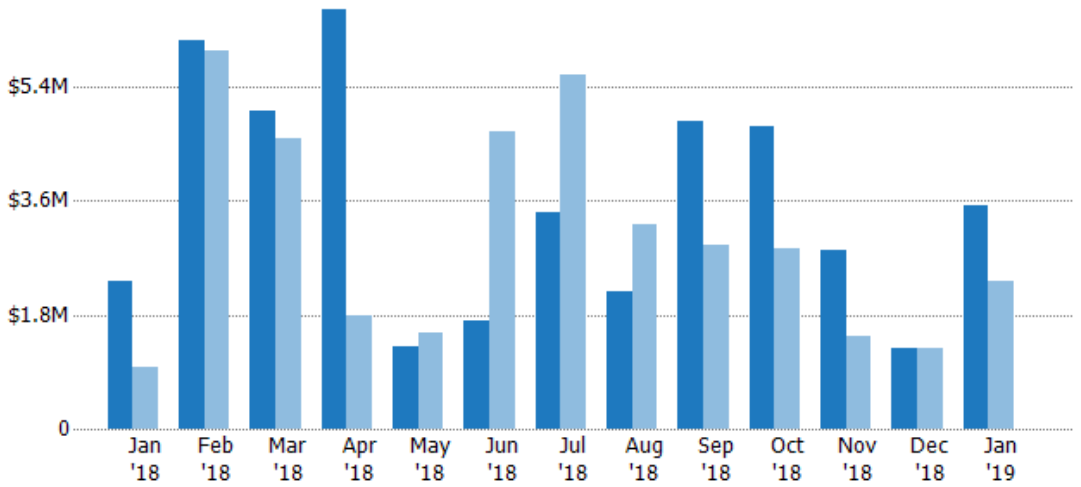
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$3.51M	51.5%
Jan '18	\$2.32M	138.6%
Jan '17	\$972K	152%



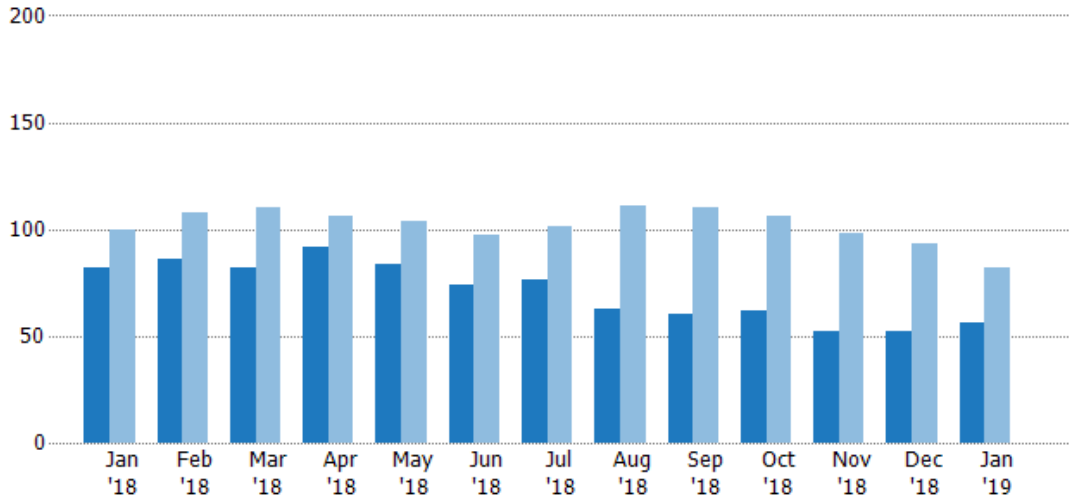
Current Year	\$2.32M	\$6.13M	\$5.02M	\$6.62M	\$1.29M	\$1.7M	\$3.4M	\$2.18M	\$4.87M	\$4.77M	\$2.81M	\$1.28M	\$3.51M
Prior Year	\$972K	\$5.98M	\$4.57M	\$1.78M	\$1.5M	\$4.7M	\$5.59M	\$3.23M	\$2.91M	\$2.84M	\$1.47M	\$1.28M	\$2.32M
Percent Change from Prior Year	139%	2%	10%	272%	-14%	-64%	-39%	-32%	67%	68%	92%	0%	52%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Count	% Chg.
Jan '19	56	-31.7%
Jan '18	82	-18%
Jan '17	100	-24%

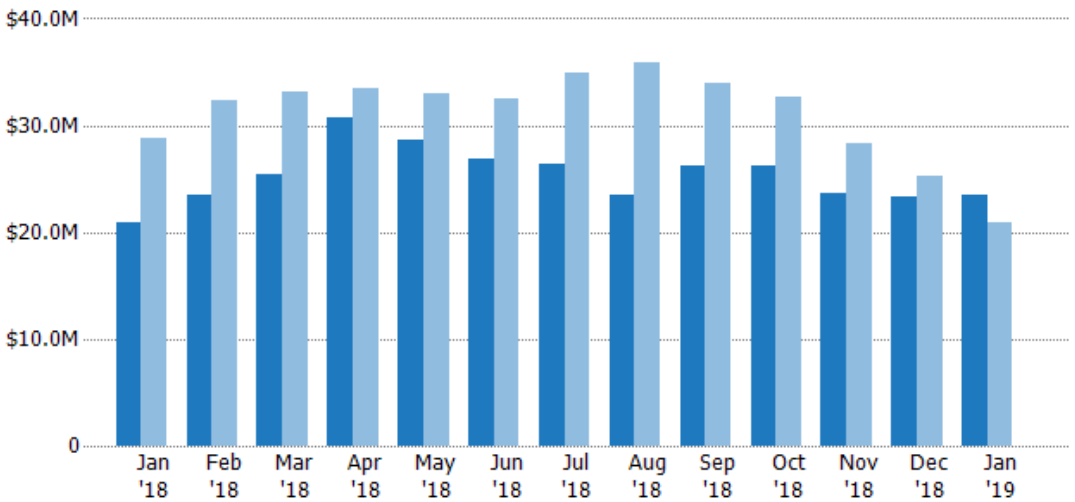
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	82	86	82	92	84	74	76	63	60	62	52	52	56
Prior Year	100	108	110	106	104	97	101	111	110	106	98	93	82
Percent Change from Prior Year	-18%	-20%	-25%	-13%	-19%	-24%	-25%	-43%	-45%	-42%	-47%	-44%	-32%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$23.5M	12.1%
Jan '18	\$20.9M	-27.2%
Jan '17	\$28.8M	-25.2%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$20.9M	\$23.5M	\$25.4M	\$30.8M	\$28.6M	\$26.9M	\$26.3M	\$23.5M	\$26.2M	\$26.2M	\$23.7M	\$23.4M	\$23.5M
Prior Year	\$28.8M	\$32.3M	\$33.2M	\$33.4M	\$33M	\$32.5M	\$35M	\$35.8M	\$34M	\$32.7M	\$28.2M	\$25.3M	\$20.9M
Percent Change from Prior Year	-27%	-27%	-23%	-8%	-13%	-17%	-25%	-34%	-23%	-20%	-16%	-8%	12%

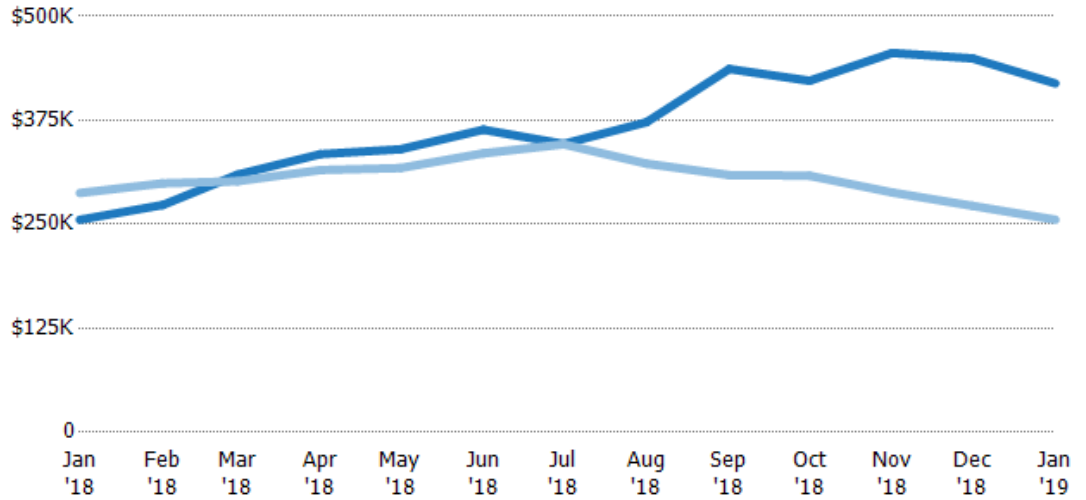
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$419K	64.1%
Jan '18	\$255K	-11.2%
Jan '17	\$288K	-1.6%



Current Year	\$255K	\$273K	\$310K	\$334K	\$340K	\$364K	\$347K	\$373K	\$437K	\$422K	\$456K	\$449K	\$419K
Prior Year	\$288K	\$299K	\$302K	\$315K	\$318K	\$335K	\$346K	\$323K	\$309K	\$308K	\$288K	\$272K	\$255K
Percent Change from Prior Year	-11%	-9%	3%	6%	7%	8%	0%	15%	41%	37%	58%	65%	64%

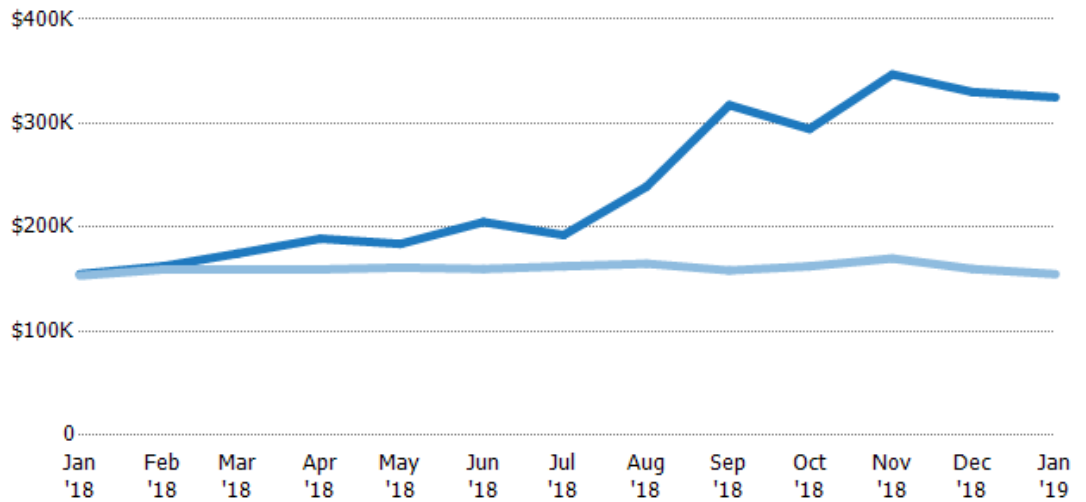
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$325K	109.7%
Jan '18	\$155K	0.9%
Jan '17	\$153K	1.8%



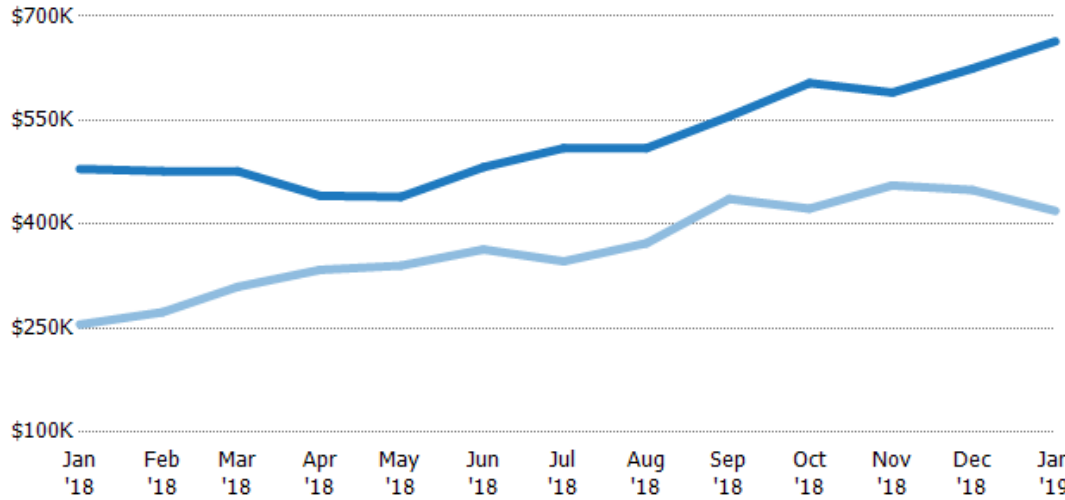
Current Year	\$155K	\$162K	\$175K	\$189K	\$184K	\$205K	\$193K	\$239K	\$318K	\$295K	\$347K	\$330K	\$325K
Prior Year	\$153K	\$159K	\$159K	\$159K	\$161K	\$160K	\$163K	\$165K	\$159K	\$162K	\$170K	\$160K	\$155K
Percent Change from Prior Year	1%	2%	10%	19%	14%	28%	18%	45%	100%	81%	104%	106%	110%

## 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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



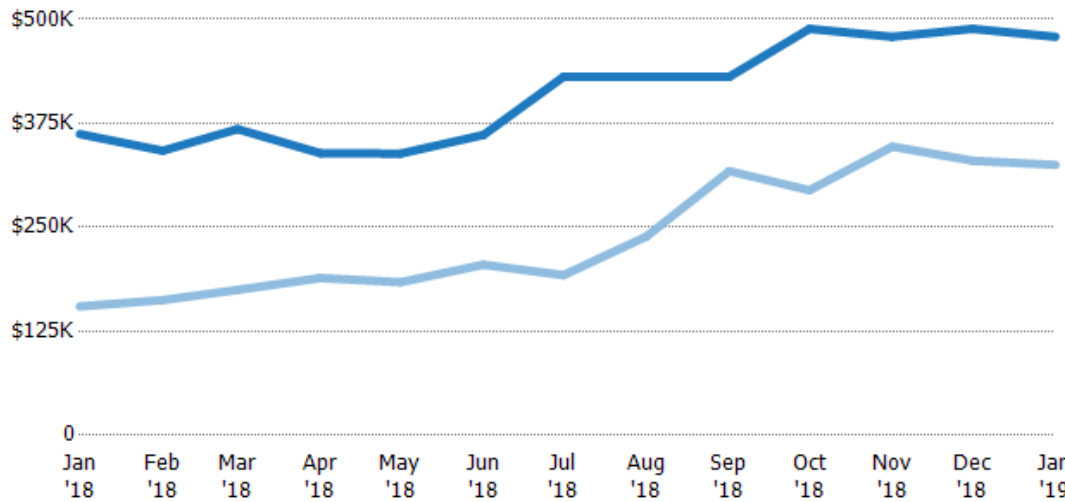
Avg Est Value	\$480K	\$477K	\$476K	\$441K	\$440K	\$482K	\$510K	\$510K	\$556K	\$604K	\$590K	\$625K	\$664K
Avg Listing Price	\$255K	\$273K	\$310K	\$334K	\$340K	\$364K	\$347K	\$373K	\$437K	\$422K	\$456K	\$449K	\$419K
Avg Listing Price as a % of Avg Est Value	53%	57%	65%	76%	77%	75%	68%	73%	79%	70%	77%	72%	63%

## 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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Median Est Value	\$362K	\$342K	\$368K	\$339K	\$339K	\$361K	\$431K	\$431K	\$431K	\$489K	\$479K	\$489K	\$479K
Median Listing Price	\$155K	\$162K	\$175K	\$189K	\$184K	\$205K	\$193K	\$239K	\$318K	\$295K	\$347K	\$330K	\$325K
Med Listing Price as a % of Med Est Value	43%	48%	47%	56%	54%	57%	45%	55%	74%	60%	72%	68%	68%

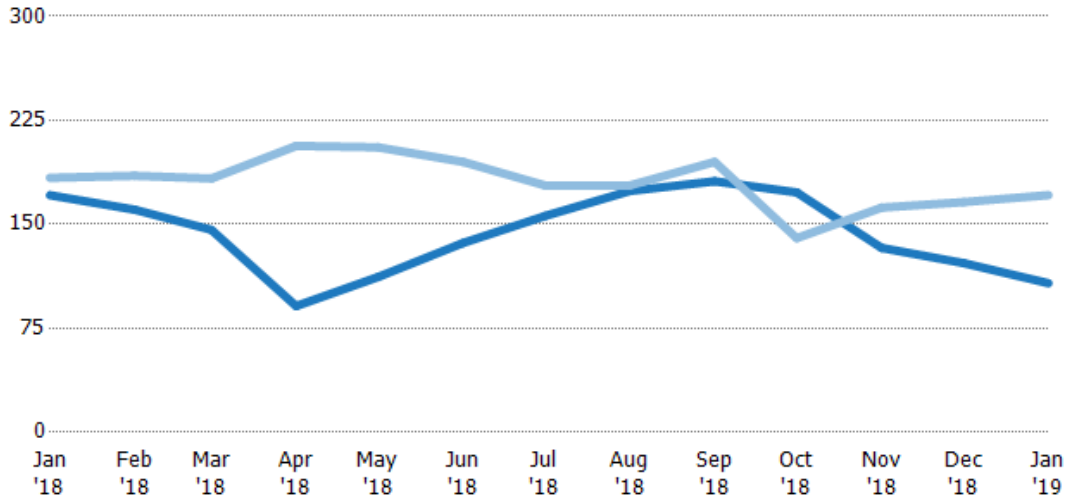
## Median Days in RPR

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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Days	% Chg.
Jan '19	108	-37.1%
Jan '18	171	-6.8%
Jan '17	184	-24.3%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	171	161	146	91	112	137	156	174	181	173	133	122	108
Prior Year	184	185	183	207	206	195	178	178	195	140	162	166	171
Percent Change from Prior Year	-7%	-13%	-20%	-56%	-45%	-30%	-12%	-2%	-7%	24%	-18%	-27%	-37%

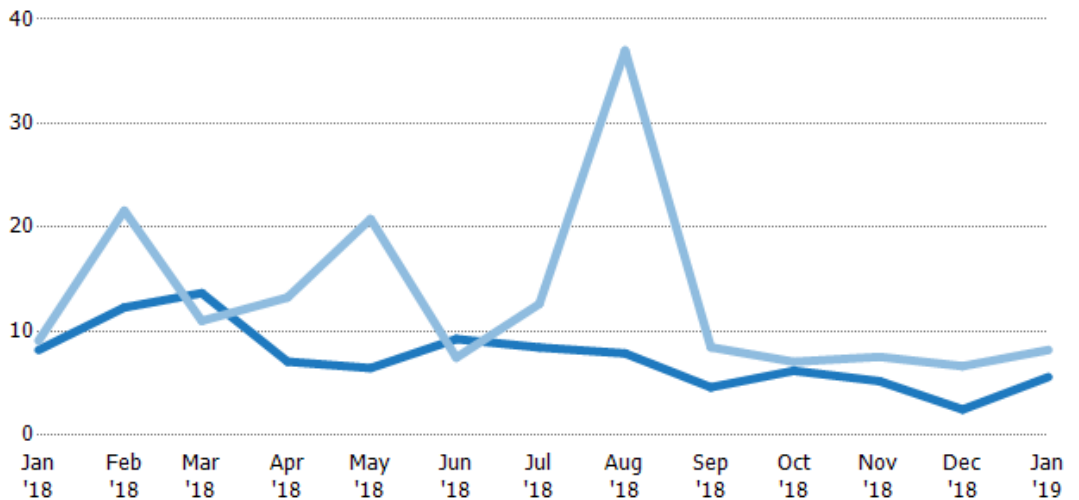
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Months	% Chg.
Jan '19	5.6	-31.7%
Jan '18	8.2	-9.8%
Jan '17	9.09	-30.3%



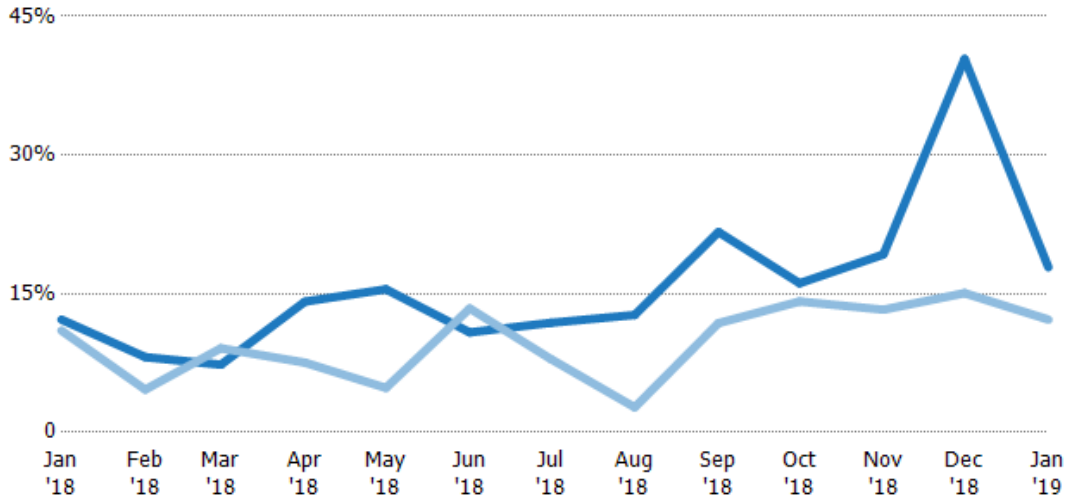
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	8.2	12.3	13.7	7.08	6.46	9.25	8.44	7.88	4.62	6.2	5.2	2.48	5.6
Prior Year	9.09	21.6	11	13.3	20.8	7.46	12.6	37	8.46	7.07	7.54	6.64	8.2
Percent Change from Prior Year	-10%	-43%	24%	-47%	-69%	24%	-33%	-79%	-45%	-12%	-31%	-63%	-32%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



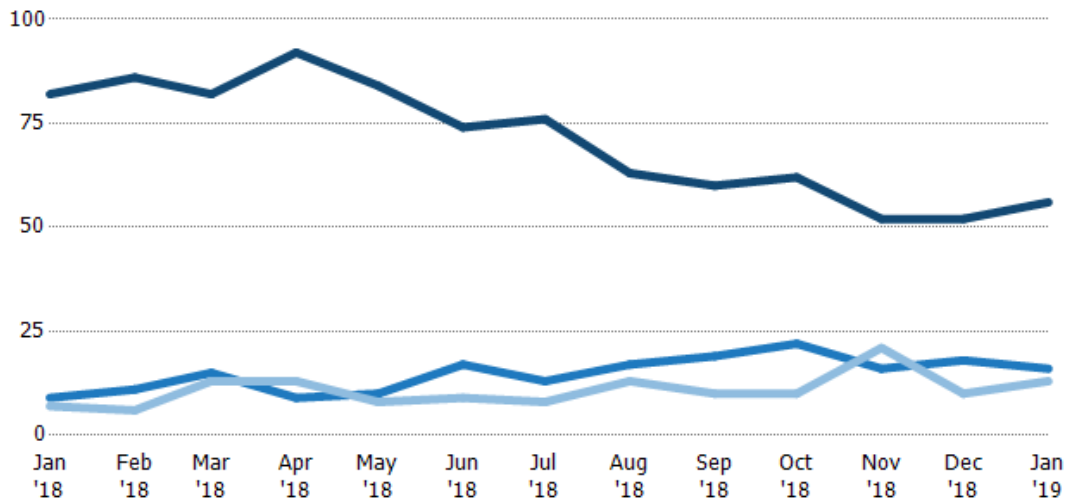
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	12%	8%	7%	14%	15%	11%	12%	13%	22%	16%	19%	40%	18%
Prior Year	11%	5%	9%	8%	5%	13%	8%	3%	12%	14%	13%	15%	12%
Change from Prior Year	-1%	-4%	2%	-7%	-11%	3%	-4%	-10%	-10%	-2%	-6%	-25%	-6%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	82	86	82	92	84	74	76	63	60	62	52	52	56
Pending	9	11	15	9	10	17	13	17	19	22	16	18	16
Sold	7	6	13	13	8	9	8	13	10	10	21	10	13

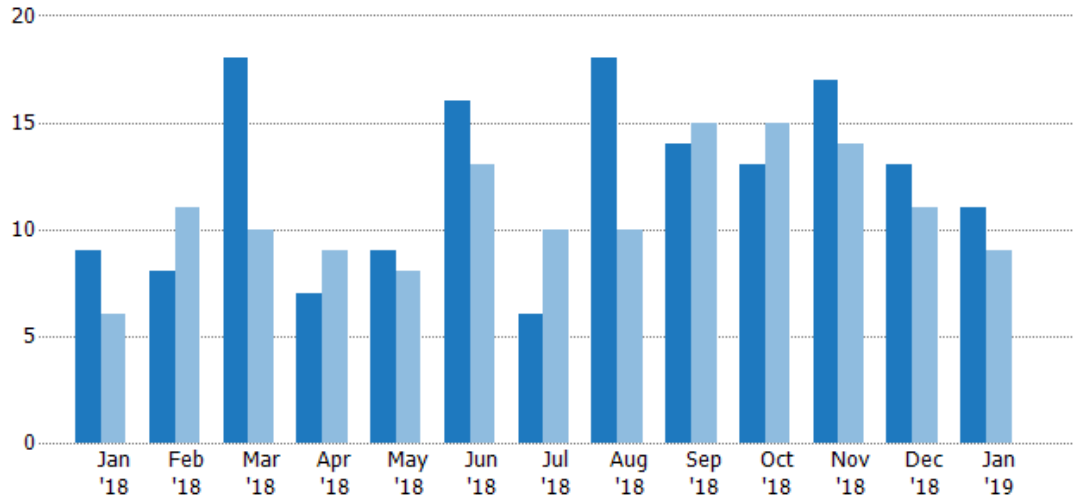
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Jan '19	11	22.2%
Jan '18	9	50%
Jan '17	6	33.3%



Current Year	9	8	18	7	9	16	6	18	14	13	17	13	11
Prior Year	6	11	10	9	8	13	10	10	15	15	14	11	9
Percent Change from Prior Year	50%	-27%	80%	-22%	13%	23%	-40%	80%	-7%	-13%	21%	18%	22%

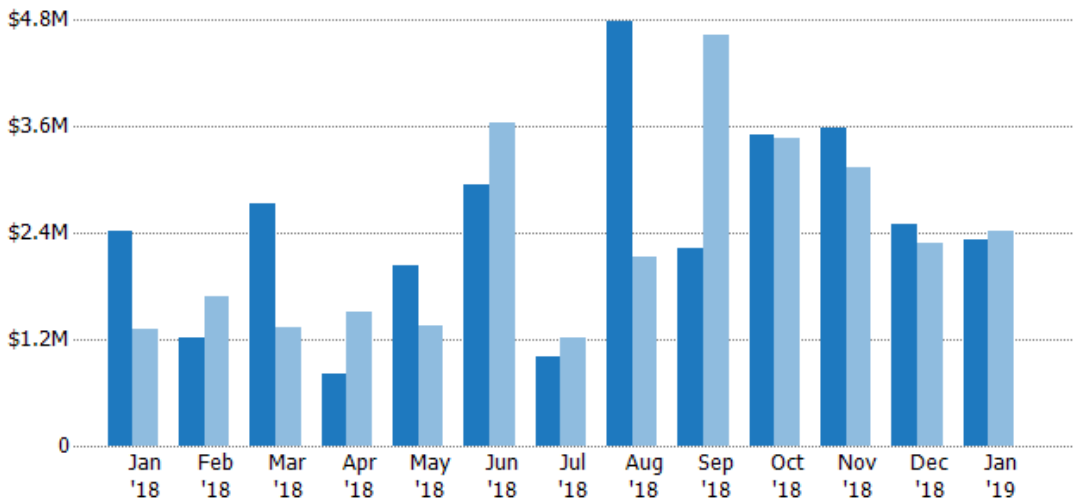
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$2.33M	-3.7%
Jan '18	\$2.42M	84.2%
Jan '17	\$1.31M	-18.6%



Current Year	\$2.42M	\$1.22M	\$2.73M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.5M	\$3.58M	\$2.49M	\$2.33M
Prior Year	\$1.31M	\$1.69M	\$1.33M	\$1.52M	\$1.36M	\$3.64M	\$1.21M	\$2.13M	\$4.63M	\$3.46M	\$3.14M	\$2.28M	\$2.42M
Percent Change from Prior Year	84%	-28%	104%	-47%	50%	-19%	-17%	125%	-52%	1%	14%	9%	-4%

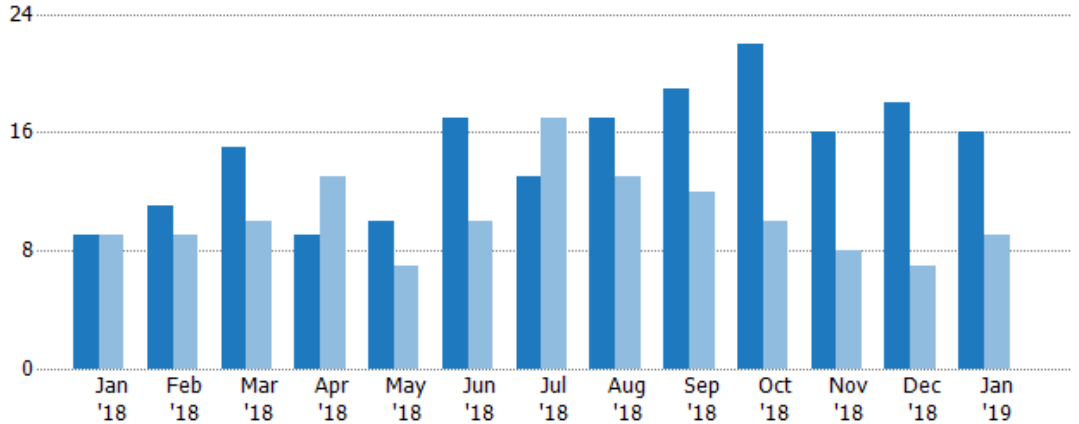


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Count	% Chg.
Jan '19	16	77.8%
Jan '18	9	0%
Jan '17	9	-33.3%

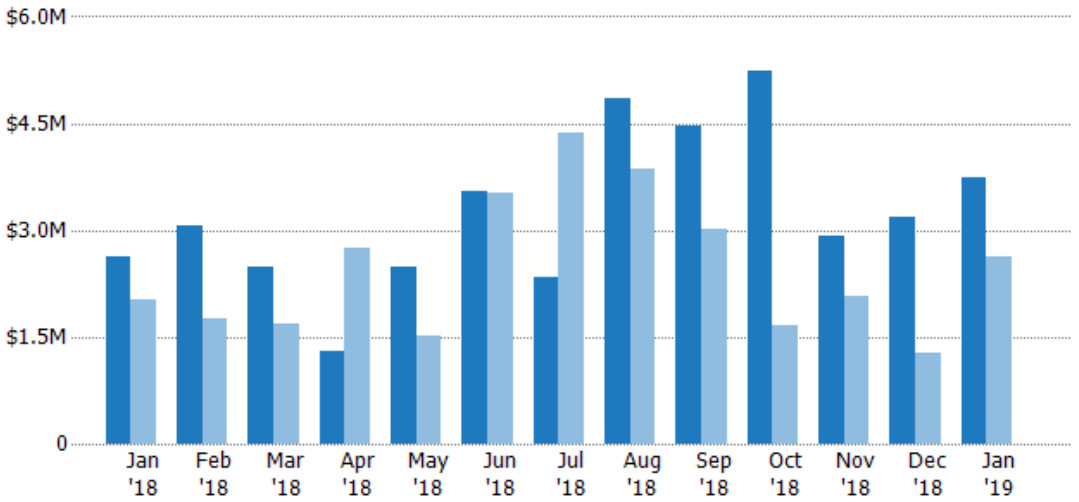
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	9	11	15	9	10	17	13	17	19	22	16	18	16
Prior Year	9	9	10	13	7	10	17	13	12	10	8	7	9
Percent Change from Prior Year	0%	22%	50%	-31%	43%	70%	-24%	31%	58%	120%	100%	157%	78%

## 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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$3.74M	42%
Jan '18	\$2.64M	30.5%
Jan '17	\$2.02M	-51.1%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$2.64M	\$3.07M	\$2.49M	\$1.29M	\$2.49M	\$3.55M	\$2.34M	\$4.86M	\$4.46M	\$5.23M	\$2.91M	\$3.18M	\$3.74M
Prior Year	\$2.02M	\$1.75M	\$1.68M	\$2.76M	\$1.52M	\$3.51M	\$4.37M	\$3.86M	\$3.01M	\$1.65M	\$2.08M	\$1.29M	\$2.64M
Percent Change from Prior Year	31%	75%	48%	-53%	64%	1%	-47%	26%	48%	217%	40%	147%	42%

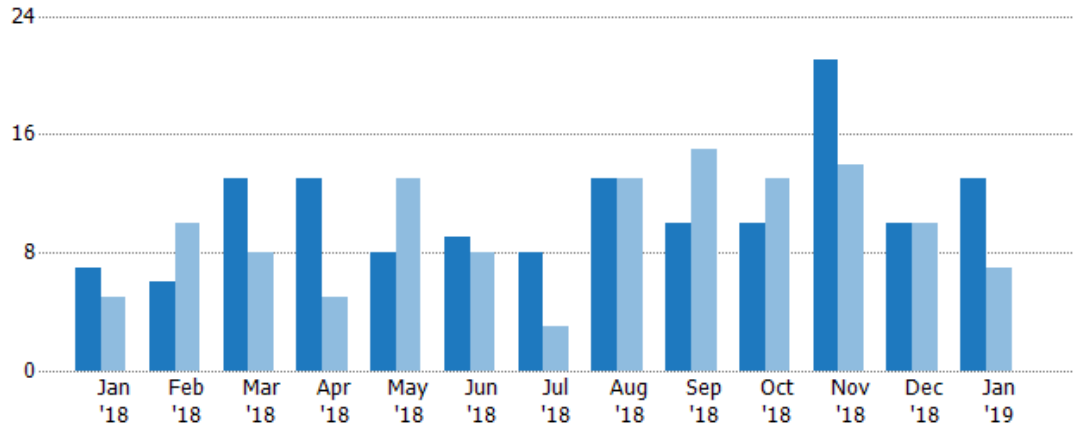
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	13	85.7%
Jan '18	7	40%
Jan '17	5	0%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	7	6	13	13	8	9	8	13	10	10	21	10	13
Prior Year	5	10	8	5	13	8	3	13	15	13	14	10	7
Percent Change from Prior Year	40%	-40%	63%	160%	-38%	13%	167%	0%	-33%	-23%	50%	0%	86%

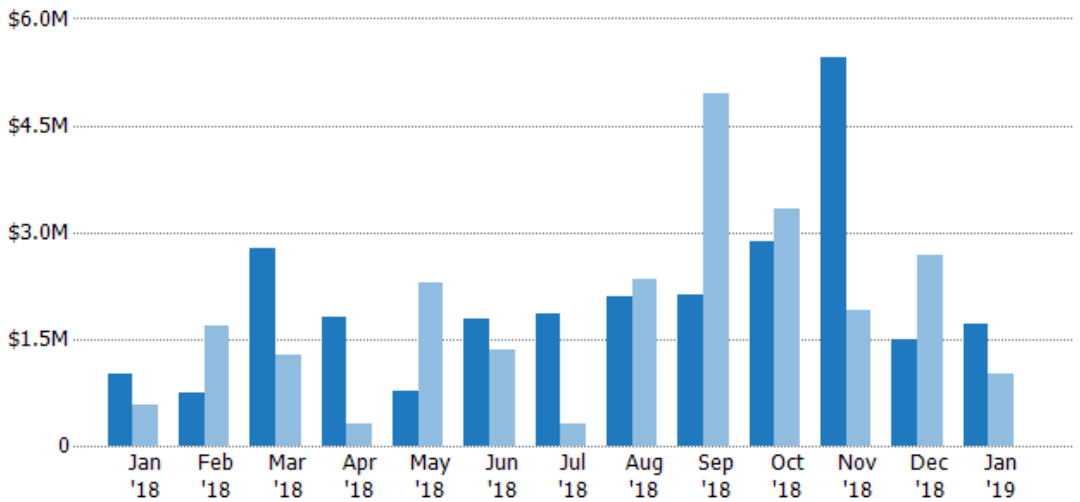
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$1.72M	70.5%
Jan '18	\$1.01M	75%
Jan '17	\$577K	-0.9%



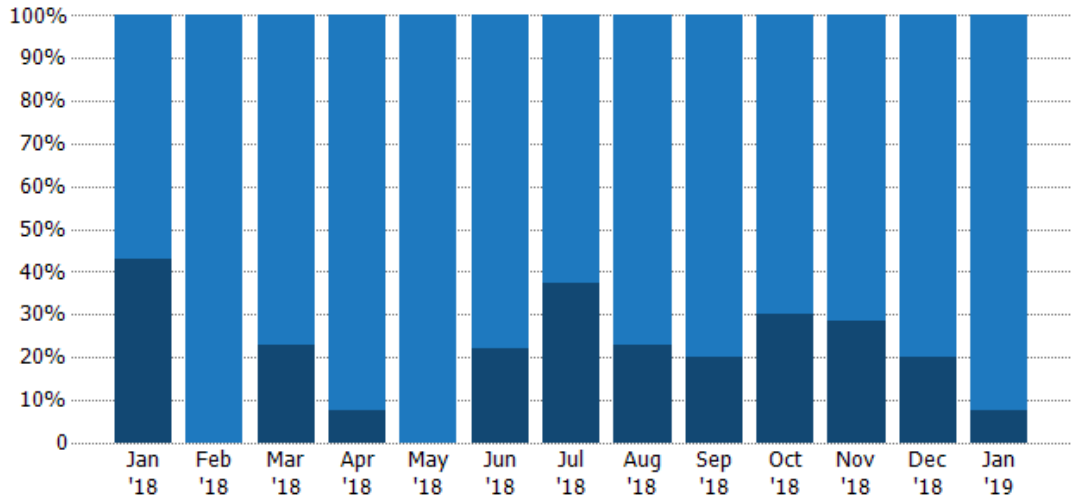
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.01M	\$752K	\$2.77M	\$1.81M	\$777K	\$1.77M	\$1.85M	\$2.09M	\$2.11M	\$2.87M	\$5.45M	\$1.5M	\$1.72M
Prior Year	\$577K	\$1.68M	\$1.28M	\$309K	\$2.3M	\$1.34M	\$315K	\$2.34M	\$4.95M	\$3.33M	\$1.9M	\$2.67M	\$1.01M
Percent Change from Prior Year	75%	-55%	117%	483%	-66%	32%	487%	-11%	-57%	-14%	187%	-44%	71%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Condo/Townhouse	57%	100%	77%	92%	100%	78%	63%	77%	80%	70%	71%	80%	92%
Single Family Residence	43%	-	23%	8%	-	22%	38%	23%	20%	30%	29%	20%	8%

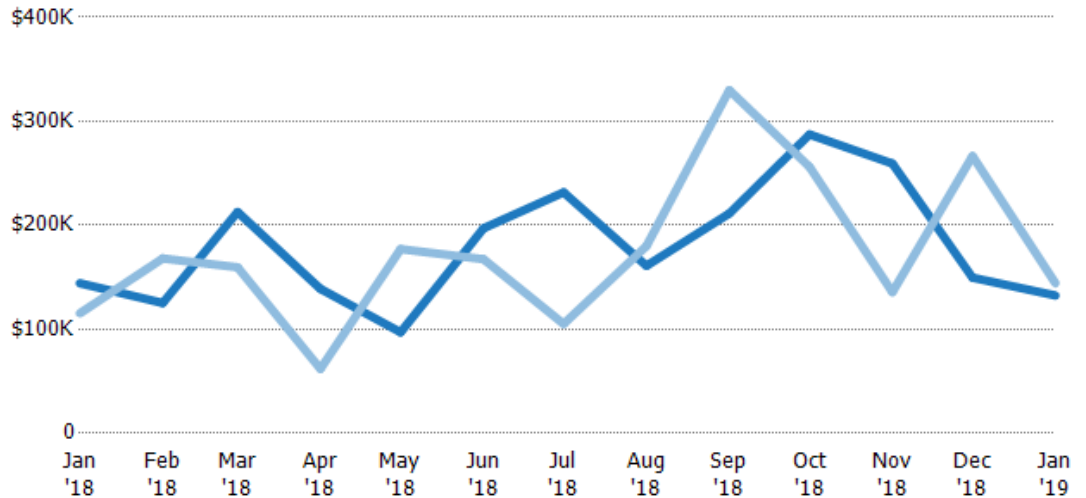
## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Price	% Chg.
Jan '19	\$132K	-8.2%
Jan '18	\$144K	25%
Jan '17	\$115K	-0.9%



Current Year	\$144K	\$125K	\$213K	\$139K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$259K	\$150K	\$132K
Prior Year	\$115K	\$168K	\$160K	\$61.9K	\$177K	\$167K	\$105K	\$180K	\$330K	\$256K	\$136K	\$267K	\$144K
Percent Change from Prior Year	25%	-25%	33%	124%	-45%	18%	120%	-11%	-36%	12%	91%	-44%	-8%

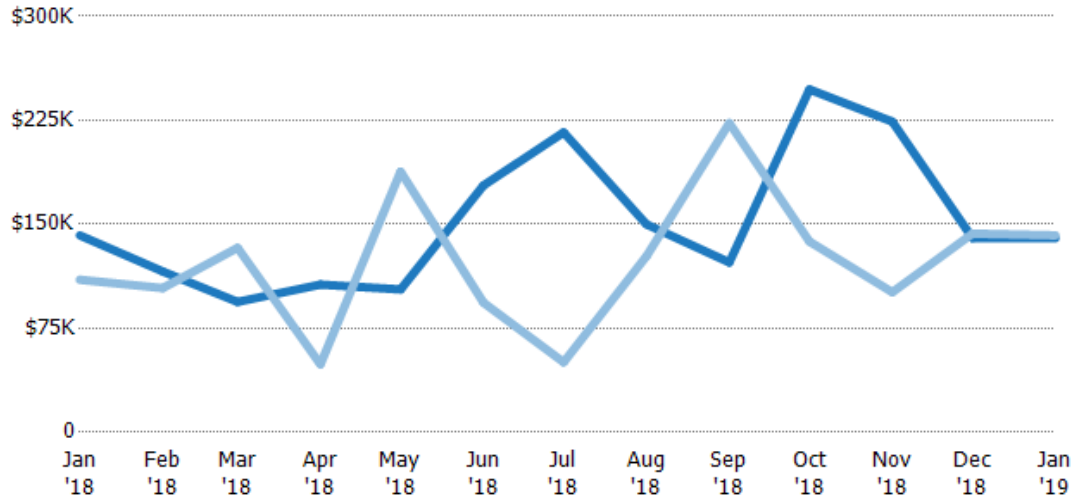
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$140K	-1.4%
Jan '18	\$142K	29.1%
Jan '17	\$110K	0%



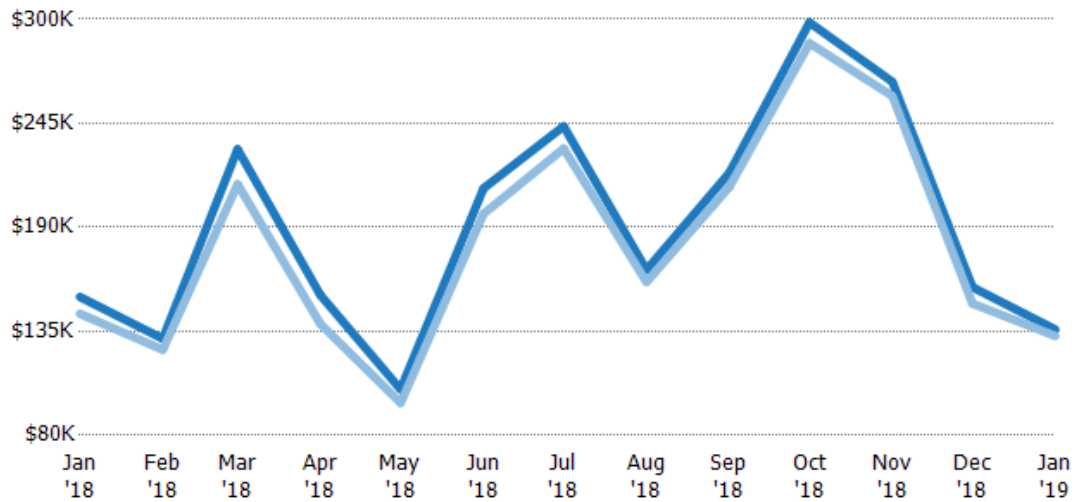
Current Year	\$142K	\$116K	\$94K	\$107K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$224K	\$140K	\$140K
Prior Year	\$110K	\$104K	\$133K	\$49K	\$188K	\$93.5K	\$50.5K	\$127K	\$223K	\$138K	\$101K	\$143K	\$142K
Percent Change from Prior Year	29%	12%	-29%	117%	-45%	90%	328%	18%	-45%	80%	122%	-2%	-1%

## 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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



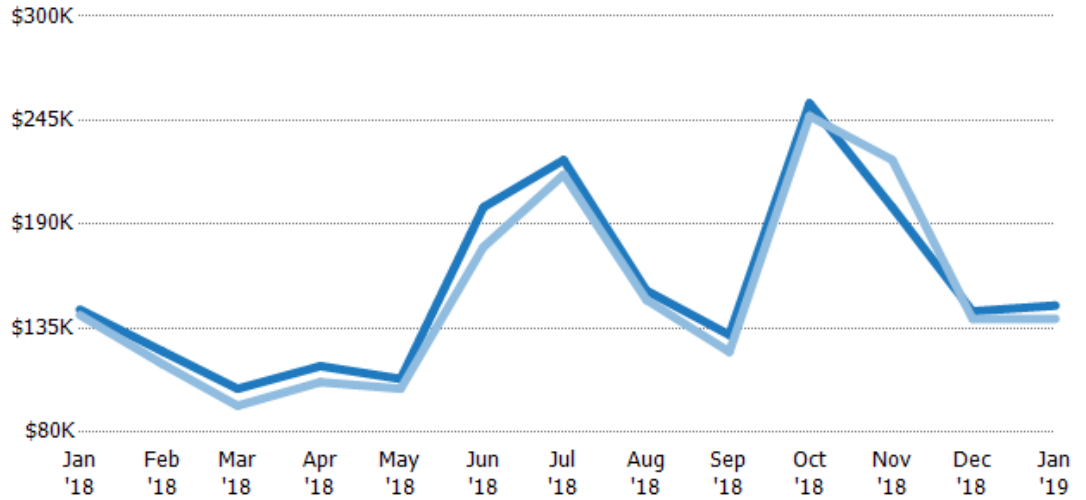
Avg List Price	\$153K	\$131K	\$231K	\$154K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$267K	\$158K	\$136K
Avg Sales Price	\$144K	\$125K	\$213K	\$139K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$259K	\$150K	\$132K
Avg Sales Price as a % of Avg List Price	94%	96%	92%	90%	93%	94%	95%	96%	97%	96%	97%	95%	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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



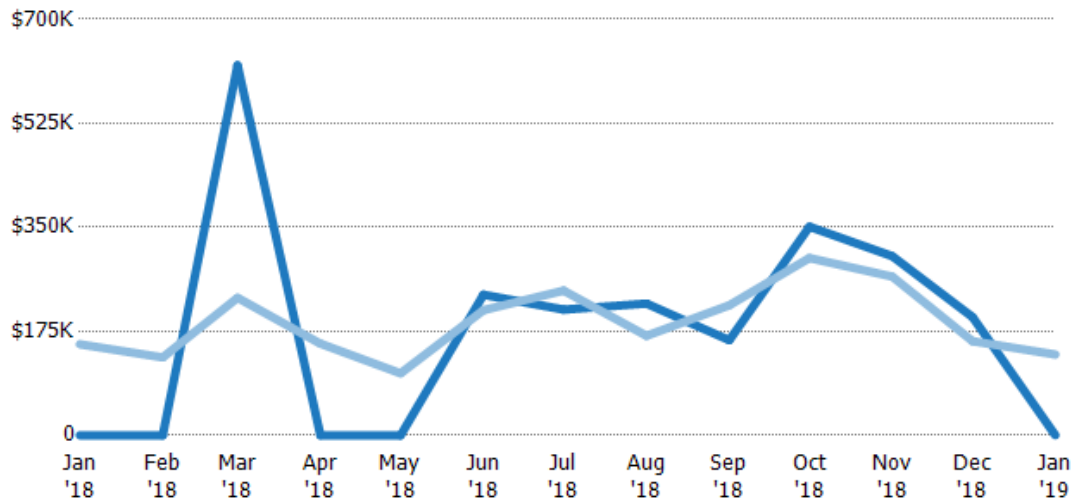
Median List Price	\$145K	\$123K	\$103K	\$115K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$199K	\$144K	\$147K
Median Sales Price	\$142K	\$116K	\$94K	\$107K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$224K	\$140K	\$140K
Med Sales Price as a % of Med List Price	98%	95%	91%	93%	95%	89%	97%	97%	93%	97%	113%	97%	95%

## 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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



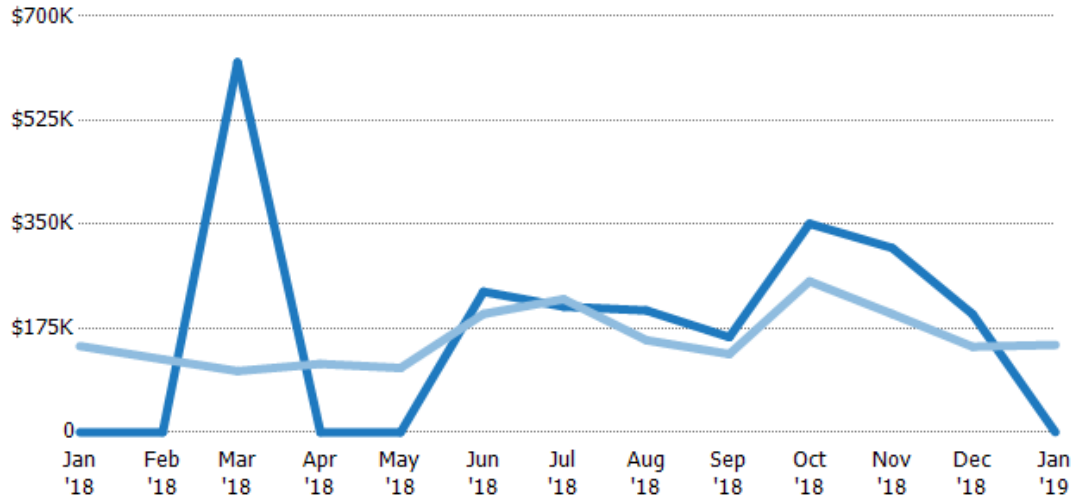
Avg Est Value	\$0	\$0	\$623K	\$0	\$0	\$237K	\$212K	\$222K	\$160K	\$351K	\$301K	\$199K	\$0
Avg Sales Price	\$153K	\$131K	\$231K	\$154K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$267K	\$158K	\$136K
Avg Sales Price as a % of Avg Est Value	100%	100%	37%	100%	100%	89%	115%	76%	137%	85%	89%	80%	100%

## 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

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Median Est Value	\$0	\$0	\$623K	\$0	\$0	\$237K	\$212K	\$205K	\$160K	\$351K	\$310K	\$199K	\$0
Median Sales Price	\$145K	\$123K	\$103K	\$115K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$199K	\$144K	\$147K
Med Sales Price as a % of Med Est Value	100%	100%	17%	100%	100%	84%	106%	76%	82%	72%	64%	72%	100%