## 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 2018     | Oct 2017     | + / -   | YTD 2018    | YTD 2017    | + / -  |
|---------------------------------|--------------|--------------|---------|-------------|-------------|--------|
| Listing Activity Charts Metrics |              |              |         |             |             |        |
| New Listing Count               | 18           | 12           | +50%    | 18          | 12          | +50%   |
| New Listing Volume              | \$4,629,400  | \$2,836,900  | +63.2%  | \$4,629,400 | \$2,836,900 | +63.2% |
| Active Listing Count            | 62           | 104          | -40.4%  | NA          | NA          |        |
| Active Listing Volume           | \$26,076,500 | \$31,822,099 | -18.1%  | NA          | NA          |        |
| Average Listing Price           | \$420,589    | \$305,982    | +37.5%  | \$420,589   | \$305,982   | +37.5% |
| Median Listing Price            | \$304,000    | \$159,000    | +91.2%  | \$304,000   | \$159,000   | +91.2% |
| Median Daysin RPR               | 173          | 136.5        | +26.7%  | 173         | 136.5       | +26.7% |
| Months of Inventory             | _            | _            | -       | 4.8         | 20.8        | -77.1% |
| Absorption Rate                 | _            | _            | +-      | 20.97%      | 4.81%       | +16.2% |
| Sales Activity Charts Metrics   |              |              |         |             |             |        |
| New Pending Sales Count         | 10           | 15           | -33.3%  | 10          | 15          | -33.3% |
| New Pending Sales Volume        | \$2,676,600  | \$3,460,400  | -22.7%  | \$2,676,600 | \$3,460,400 | -22.7% |
| Pending Sales Count             | 22           | 9            | +144.4% | N/A         | N/A         |        |
| Pending Sales Volume            | \$4,888,100  | \$1,544,300  | +216.5% | N/A         | NA          |        |
| Closed Sales Count              | 10           | 13           | -23.1%  | 10          | 13          | -23.1% |
| Closed Sales Volume             | \$2,671,000  | \$3,330,400  | -19.8%  | \$2,671,000 | \$3,330,400 | -19.8% |
| Average Sales Price             | \$267,100    | \$256,185    | +4.3%   | \$267,100   | \$256,185   | +4.3%  |
| Median Sales Price              | \$217,250    | \$137,500    | +58%    | \$217,250   | \$137,500   | +58%   |







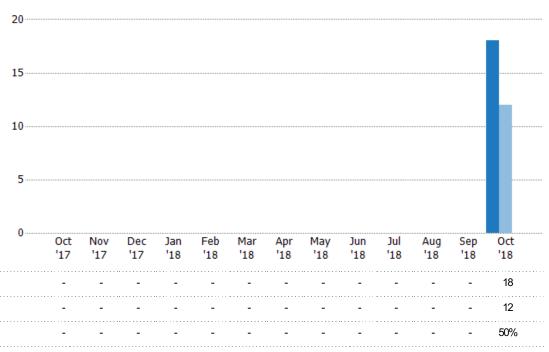
#### **New Listings**

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



### **New Listing Volume**

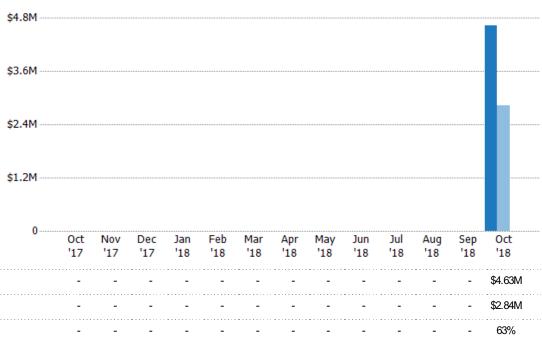
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

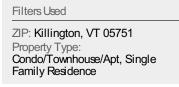
Percent Change from Prior Year

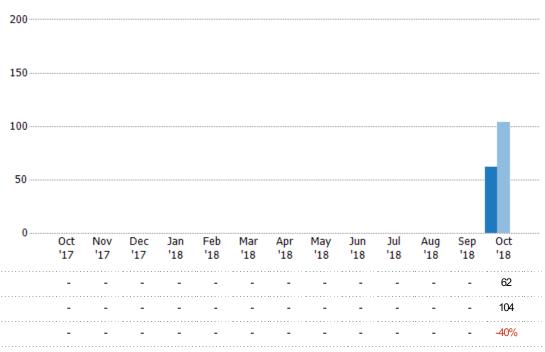




#### **Active Listings**

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





### **Active Listing Volume**

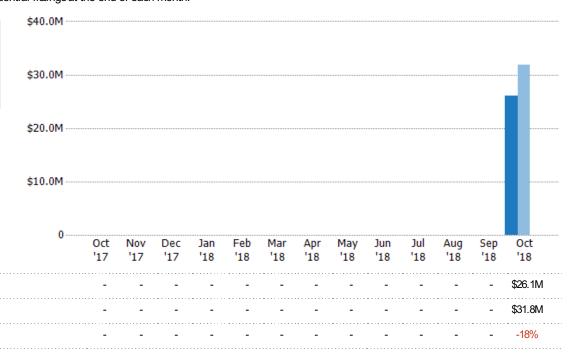
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





#### **Average Listing Price**

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

\$125K

\$100K

Filters Used

ZIP: Killington, VT 05751

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| \$500K |
|--------|
|        |
| \$375K |
|        |
| \$250K |
|        |
|        |

| Oct<br>'17 | Nov | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 | Oct<br>'18 |
|------------|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <br>-      | -   | -          | -          | -          | -          | -          | -          | -          |            | -          | -          | \$421K     |
| <br>-      | -   | -          | -          | -          | _          | -          | -          | -          | -          | -          | -          | \$306K     |
| <br>-      | _   | -<br>-     | _          | _          | -<br>-     | _          | _          | _          | _          | -          |            | 37%        |

### **Median Listing Price**

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

| 400K |  |
|------|--|
|      |  |
| 300K |  |
|      |  |
| 200K |  |
|      |  |

|                                | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 | Oct<br>'18 |
| Current Year                   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$304K     |
| Prior Year                     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$159K     |
| Percent Change from Prior Year | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 91%        |





Avg Est Value

Avg Listing Price

## Market Data Report

#### 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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |
|  |

| \$600K     |            |            |   |            |            |            |            |            |            |            |            |            |
|------------|------------|------------|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$450K     |            |            |   |            |            |            |            |            |            |            |            |            |
| \$300K     |            |            |   |            |            |            |            |            |            |            | •••••      |            |
| \$150K     |            |            |   |            |            |            |            |            |            |            |            |            |
| 0          |            |            |   |            |            |            |            |            |            |            |            |            |
| 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 |   | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 | Oct<br>'18 |
| -          | -          | -          | - | -          | -          | -          | -          | -          | -          | -          | -          | \$533K     |
| -          | -          | -          | - | -          | -          | -          | -          | -          | -          | -          | -          | \$421K     |
| -          | -          | -          | - | -          | -          | -          | -          | -          | -          | -          | -          | 79%        |

### 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

Avg Listing Price as a % of Avg Est Value

\$375K \$250K \$125K

|   | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 | 0ct<br>'18 |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Median Est Value                          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$479K     |
| Median Listing Price                      | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$304K     |
| Med Listing Price as a % of Med Est Value | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 63%        |



#### 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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |
|  |

| 200        |            |            |   |     |     |     |     |     |     |     |     |       |
|------------|------------|------------|---|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 150        |            |            |   |     |     |     |     |     |     |     |     | ••••• |
| 100        |            |            |   |     |     |     |     |     |     |     |     | ••••• |
| 50         |            |            |   |     |     |     |     |     |     |     |     |       |
| •          |            |            |   |     |     |     |     |     |     |     |     |       |
| 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 |   | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18   |
| -          | -          | -          | - | -   | -   | -   | -   | -   | -   | -   | -   | 173   |
| -          | -          | -          | - | -   | -   | -   | -   | -   | -   | -   | -   | 137   |
| -          | -          | -          | - | -   | -   | -   | -   | -   | -   | -   | -   | 27%   |

### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

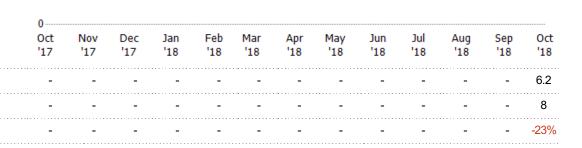
2.25

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

 9.00

 6.75

 4.50



Current Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

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

| 0% |  |
|----|--|
|    |  |
| 5% |  |
|    |  |
| 0% |  |
|    |  |

0 0ct Nov Dec Feb Apr May Jul Aug Sep 0ct '18 '17 '18 '18 '18 '18 '18 '18 '17 '17 '18 '18 16% 13%

### Active/Pending/Sold Units

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

5%

Filters Used

Current Year

Prior Year

Change from Prior Year

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

| 53         |            |            |            |            |            |            |            |            |            |            |            |            |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 35         |            |            |            |            |            |            |            |            |            |            |            |            |
| 18         |            |            |            |            |            |            |            |            |            |            |            |            |
| •          |            |            |            |            |            |            |            |            |            |            |            |            |
| Oct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 | Oct<br>'18 |
| -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 62         |
| -          | -          | -          | -          | -          | -          | _          | -          | -          | -          | -          | -          | 22         |
|            |            |            |            |            |            |            |            |            |            |            |            | 10         |



Active

Pending Sold



Current Year

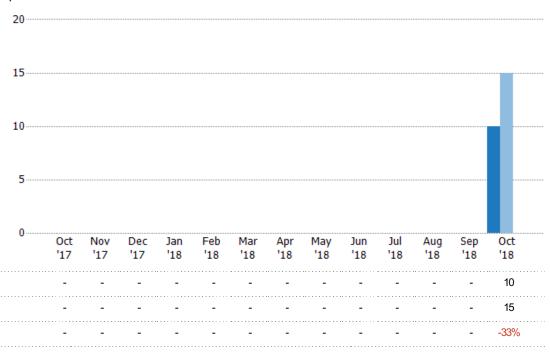
Prior Year

## Market Data Report

#### **New Pending Sales**

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





### New Pending Sales Volume

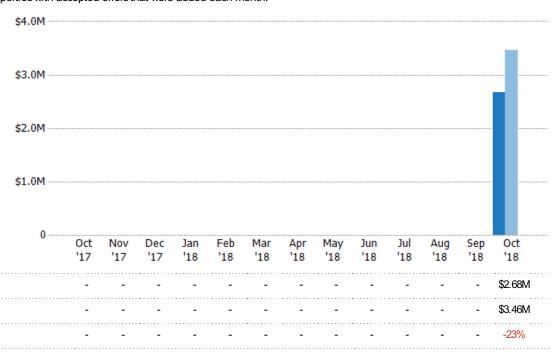
Percent Change from Prior Year

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





Current Year

Percent Change from Prior Year



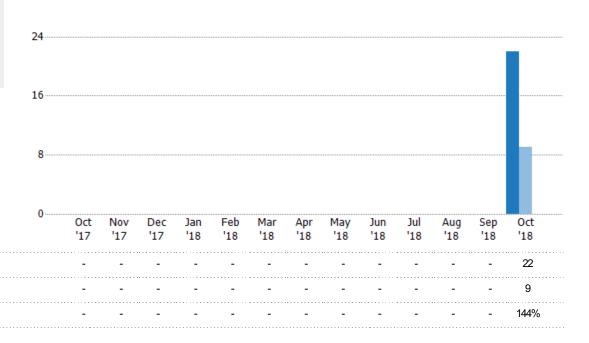
#### **Pending Sales**

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



### Pending Sales Volume

Percent Change from Prior Year

Current Year

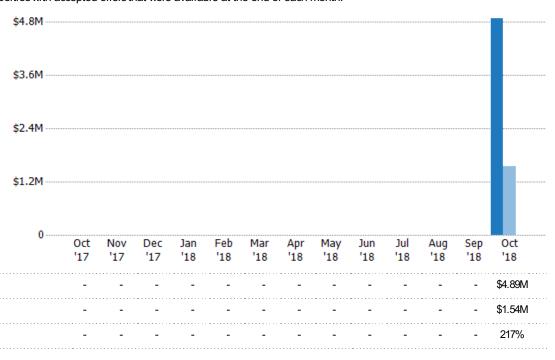
Prior Year

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





Current Year

Percent Change from Prior Year



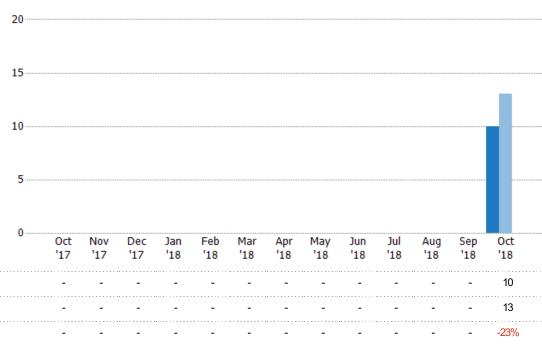
#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

ZIP: Killington, VT 05751

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### **Closed Sales Volume**

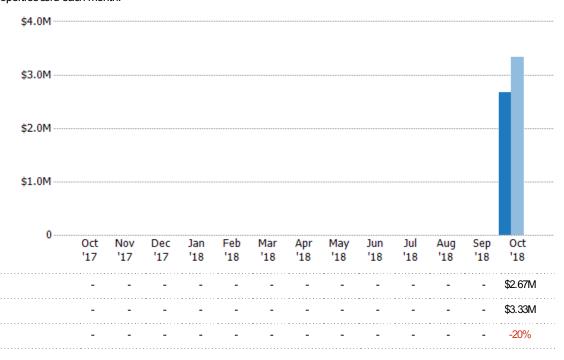
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



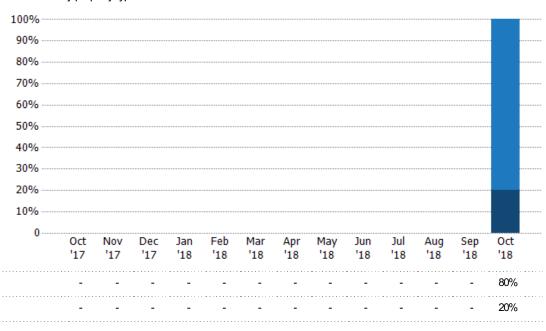


#### Closed Sales by Property Type

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



#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

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

\$300K \$225K \$150K \$75K 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$267K \$256K



Current Year

Percent Change from Prior Year





#### **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

\$300K \$225K

\$75K------

0 -0ct Nov Feb Mar Apr May Jul Aug Sep 0ct '18 '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 \$217K \$138K 58%

### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$150K

\$150K

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

\$225K \_\_\_\_\_\_\_

\$75K------

| • |   |   |   |   |   |   | May<br>'18 |   | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 | Oct<br>'18 |
|---|---|---|---|---|---|---|------------|---|------------|------------|------------|------------|
| - | - | - | - | - | - | - | -          | - | -          | -          | -          | \$277K     |
| - | - | - | - | - | - | - | -          | - | -          | -          | -          | \$267K     |
| _ | _ |   | _ | _ | _ | _ | _          |   | _          | _          | _          | 96%        |



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$227K

\$217K



## Market Data Report

#### 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

| \$300K          | <br> | <br> | <br> | <br> |            | <br> |
|-----------------|------|------|------|------|------------|------|
| \$225K          | <br> | <br> | <br> | <br> | <br>       | <br> |
| \$150K          | <br> | <br> | <br> | <br> | <br>       | <br> |
| \$75K           | <br> | <br> | <br> | <br> | <br>       | <br> |
| 0<br>Oct<br>'17 |      |      |      |      | Aug<br>'18 |      |

## 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

Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence \$400K \$300K \$200K \$100K 0 0ct Nov Dec Feb Mar Apr May Jul Aug Sep 0ct Jan Jun '18 \$351K \$277K 79%







Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### 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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |  |

| 300K       |                 |            |            |               |     |            |               |          |     |               |            |            |
|------------|-----------------|------------|------------|---------------|-----|------------|---------------|----------|-----|---------------|------------|------------|
| 200K       |                 |            |            |               |     |            |               |          |     |               |            |            |
| 100K       |                 |            |            |               |     |            |               |          |     |               |            |            |
| 0          |                 |            |            |               |     |            |               |          |     |               |            |            |
| U          |                 | D          |            | Feb           | Mar | Apr        | May           | Jun      | Jul | Aug           | Con        |            |
| Oct<br>'17 | Nov<br>'17      | Dec<br>'17 | Jan<br>'18 | '18           | '18 | Apr<br>'18 | '18           | '18      | '18 | Aug<br>'18    | Sep<br>'18 | 0ct<br>'18 |
| Oct        | Nov<br>'17      | '17<br>-   | Jan<br>'18 | '18           | '18 | '18<br>-   | '18<br>-      | '18<br>- | '18 | '18<br>-      | '18        |            |
| Oct        | Nov<br>'17<br>- | '17        | '18<br>-   | '18<br>-<br>- | '18 | '18        | '18<br>-<br>- | '18      | '18 | '18<br>-<br>- | '18        | '18        |



