## 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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	14	-14.3%	12	14	-14.3%
New Listing Volume	\$4,935,900	\$3,067,900	+60.9%	\$4,935,900	\$3,067,900	+60.9%
Active Listing Count	58	108	-46.3%	NA	N/A	
Active Listing Volume	\$25,954,899	\$33,386,599	-22.3%	NA	N/A	
Average Listing Price	\$447,498	\$309,135	+44.8%	\$447,498	\$309,135	+44.8%
Median Listing Price	\$327,500	\$158,500	+106.6%	\$327,500	\$158,500	+106.6%
Median Days in RPR	175.5	189	-7.1%	175.5	189	-7.1%
Months of Inventory	_	_	-	4.5	7.2	-38%
Absorption Rate	_	_	+_	22.41%	13.89%	+8.5%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •				
New Pending Sales Count	15	14	+7.1%	15	14	+7.1%
New Pending Sales Volume	\$2,310,300	\$4,032,900	-42.7%	\$2,310,300	\$4,032,900	-42.7%
Pending Sales Count	23	12	+91.7%	NA	N/A	
Pending Sales Volume	\$5,072,100	\$3,013,400	+68.3%	NA	N/A	
Closed Sales Count	10	13	-23.1%	10	13	-23.1%
Closed Sales Volume	\$2,113,400	\$3,854,500	-45.2%	\$2,113,400	\$3,854,500	-45.2%
Average Sales Price	\$211,340	\$296,500	-28.7%	\$211,340	\$296,500	-28.7%
Median Sales Price	\$122,500	\$197,500	-38%	\$122,500	\$197,500	-38%



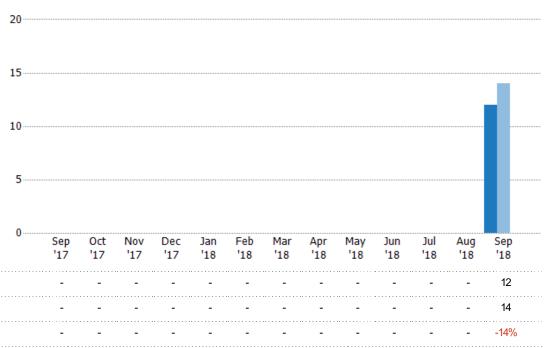




#### **New Listings**

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

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



#### **New Listing Volume**

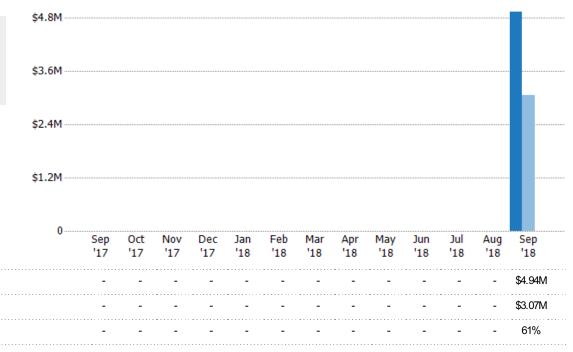
Percent Change from Prior Year

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

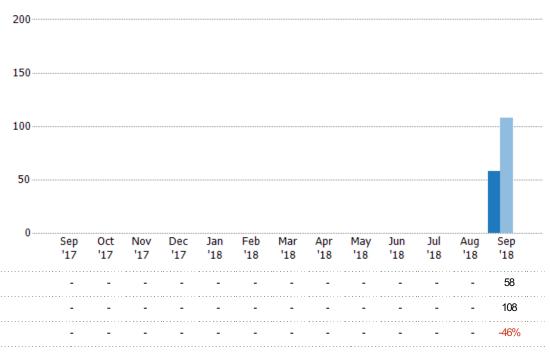
Percent Change from Prior Year



#### **Active Listings**

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





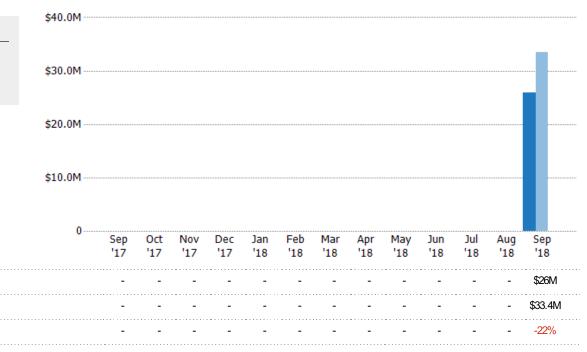
#### **Active Listing Volume**

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.

Filters Used

ZIP: Killington, VT 05751

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

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

0													
Se '17	р 7	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$447K
	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
	-	-	-	-	-	-	-	-	- -	-	-	-	45%

#### **Median Listing Price**

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

\$400K \$300K \$200K

0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-			\$328K
-	-	-	-	-		-	-	-	-	-	-	\$159K
-	-	-	-	-	-	- -	-	-	-	-	-	107%

Current Year
Prior Year



#### 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

0		0	Apr May Jun Jul Aug Sep '18 '18 '18 '18 '18
· ·	•	Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun         Jul           '17         '17         '17         '18         '18         '18         '18         '18         '18	Apr May Jun Jul Aug Sep '18 '18 '18 '18 '18 '18
· ·	•	Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun         Jul           '17         '17         '17         '18         '18         '18         '18         '18         '18	Apr May Jun Jul Aug Sep '18 '18 '18 '18 '18 '18
Sep Oct 100 Dec Sail Teb Plai Apr Play Suil Sui Aug	1/ 1/ 1/ 18 18 18 18 18 18 18 18		

#### 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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

200K												
100K												
0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	Oct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep '18

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



#### 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

200								·				
150												
100												
50												
Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
'17 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -	'18 -	'18 -			'18 -	'18 176
-	-	-	-	-	-	- -	- -	-	-	-	-	189
-	-	-	-	-	-	-	-	-	-	-	-	-7%

#### Months of Inventory

Percent Change from Prior Year

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

ZIP: Killington, VT 05751

Current Year
Prior Year

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

Percent Change from Prior Year

20												
15												
10												
5												
0 Sep			Dec				Apr	May			Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	_	-	4.83
<b>-</b>	-	-	-	-	-	-	-	-	-	_	-	8.31
-	-	=.	-	-	-	-	-	-	-	-	-	-42%



Current Year
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

30%	

20%

10%

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%

#### 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 45

30

15

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	58
-	-	-	-	-	-	-	-	-	-	-	-	23
-	-	-	-	-	-	-	-	-	-	-	-	10



Active Pending

Sold



Current Year

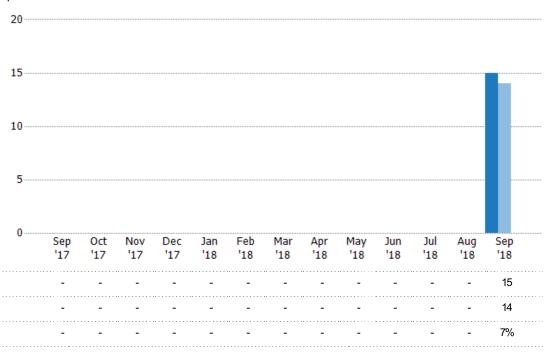
Prior Year

## Market Data Report

#### **New Pending Sales**

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



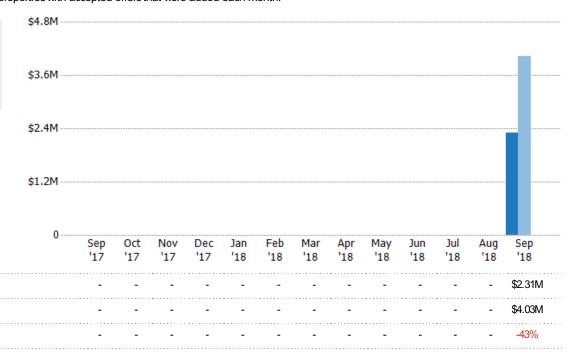


#### New Pending Sales Volume

Percent Change from Prior Year

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

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



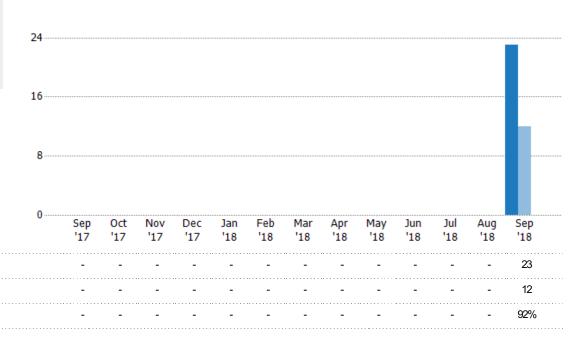
Current Year

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

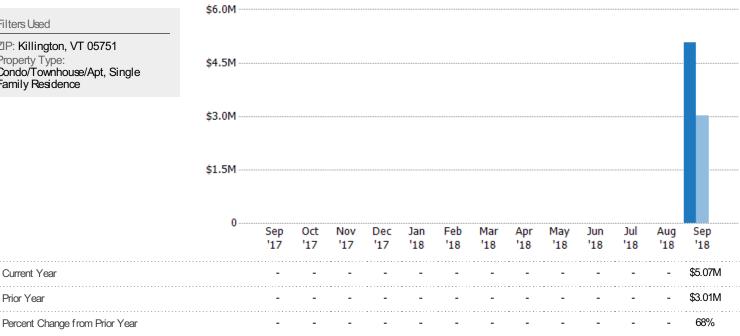
Percent Change from Prior Year

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



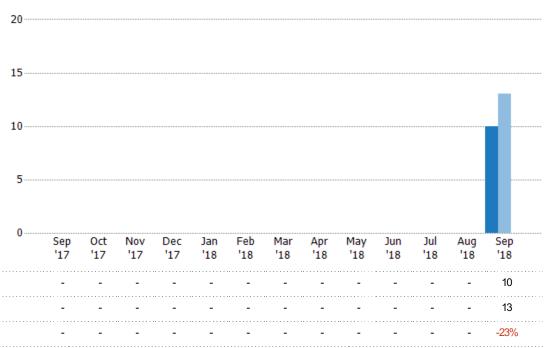
#### **Closed Sales**

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

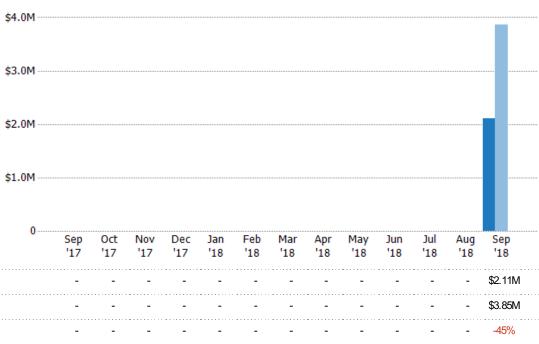
Prior Year

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

Filters Used

ZIP: Killington, VT 05751

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



Current Year

Percent Change from Prior Year



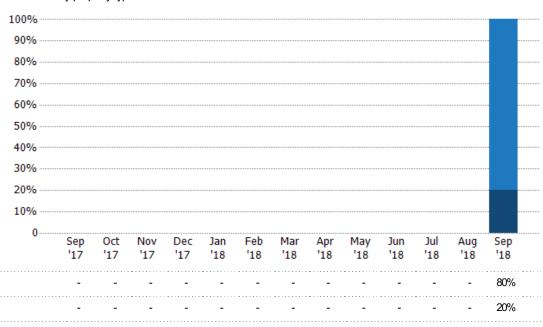


#### Closed Sales by Property Type

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

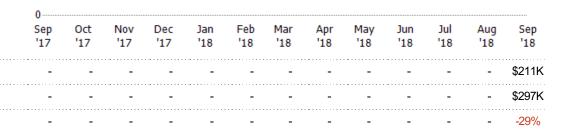
Condo/Townhouse

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

\$75K

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

\$300K \$225K \$150K





Current Year

Percent Change from Prior Year





Current Year
Prior Year

## Market Data Report

#### **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

\$200K
\$150K
\$100K
\$50K

0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$123k
_	_		_	_	_	-	_	- -	_	_	_	\$198k

#### Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

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



Avg List Price

Avg Sales Price



93%



## 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.

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

\$200K												
\$150K												
\$100K												
\$50K												
•												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-				-	-	-	\$132K
-	- -	-	-	-	-	-	-	<b>-</b>	-	-	-	\$123K

#### 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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$300K												
\$225K												
\$150K												
\$75K												
0 Sep '17			Dec '17								Aug	Sep '18
	-	-	-	-	-	- -	-	-	-	-	-	\$0
-	-	-	-	-	-	-	-	-	-	-	-	\$219K
-	-	-	-	-	-	-	-	-	-	-	-	100%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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.

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

\$200	0K												
\$150	0K												
\$100	0K												
\$5	0K												
	0 Sep '17	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$0
	-	-	-	-	-	-	- -	-	-	-	-	-	\$132K
	-	-	-	-	-	-	-	-	-	-	-	-	100%



