

## 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	31	18	+72.2%	60	42	+42.9%
New Listing Volume	\$9,305,000	\$5,441,800	+71%	\$17,440,000	\$12,491,900	+39.6%
Active Listing Count	69	82	-15.9%	N/A	N/A	
Active Listing Volume	\$28,284,599	\$23,910,999	+18.3%	N/A	N/A	
Average Listing Price	\$409,922	\$291,598	+40.6%	\$407,624	\$262,506	+55.3%
Median Listing Price	\$279,000	\$174,000	+60.3%	\$296,490	\$163,853	+80.9%
Median Days in RPR	82	146	-43.8%	107.16	157.56	-32%
Months of Inventory	13.8	13.7	+1%	7.1	10.8	-34.1%
Absorption Rate	7.25%	7.32%	-0.1%	14.06%	9.27%	+4.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	18	+/-	40	35	+14.3%
New Pending Sales Volume	\$4,080,200	\$2,725,400	+49.7%	\$9,573,600	\$6,365,800	+50.4%
Pending Sales Count	30	17	+76.5%	N/A	N/A	
Pending Sales Volume	\$6,584,800	\$2,857,800	+130.4%	N/A	N/A	
Closed Sales Count	10	13	-23.1%	28	27	+3.7%
Closed Sales Volume	\$2,893,000	\$2,766,000	+4.6%	\$5,846,250	\$4,792,500	+22%
Average Sales Price	\$289,300	\$212,769	+36%	\$208,795	\$177,500	+17.6%
Median Sales Price	\$221,000	\$94,000	+135.1%	\$190,536	\$119,111	+60%

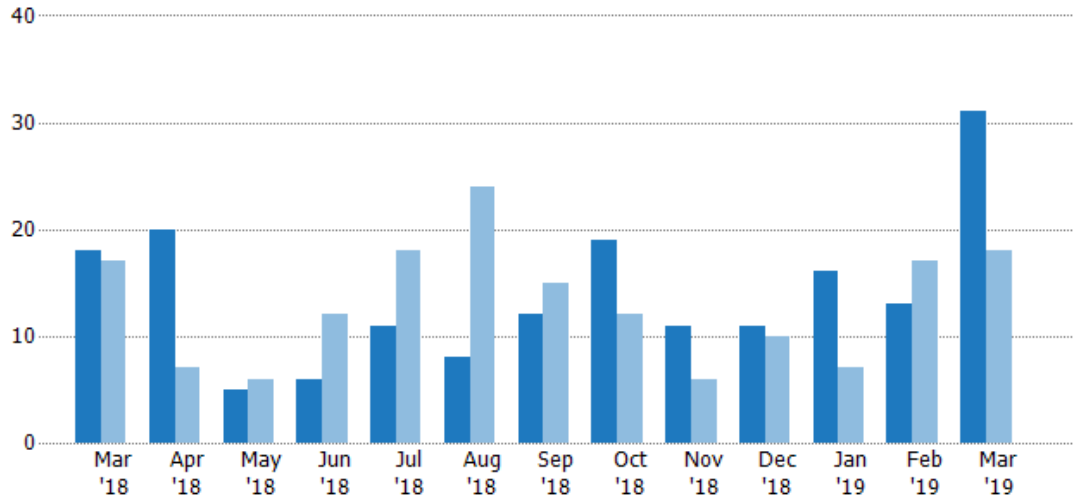
## New Listings

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.
Mar '19	31	72.2%
Mar '18	18	5.9%
Mar '17	17	0%



Current Year	18	20	5	6	11	8	12	19	11	11	16	13	31
Prior Year	17	7	6	12	18	24	15	12	6	10	7	17	18
Percent Change from Prior Year	6%	186%	-17%	-50%	-39%	-67%	-20%	58%	83%	10%	129%	-24%	72%

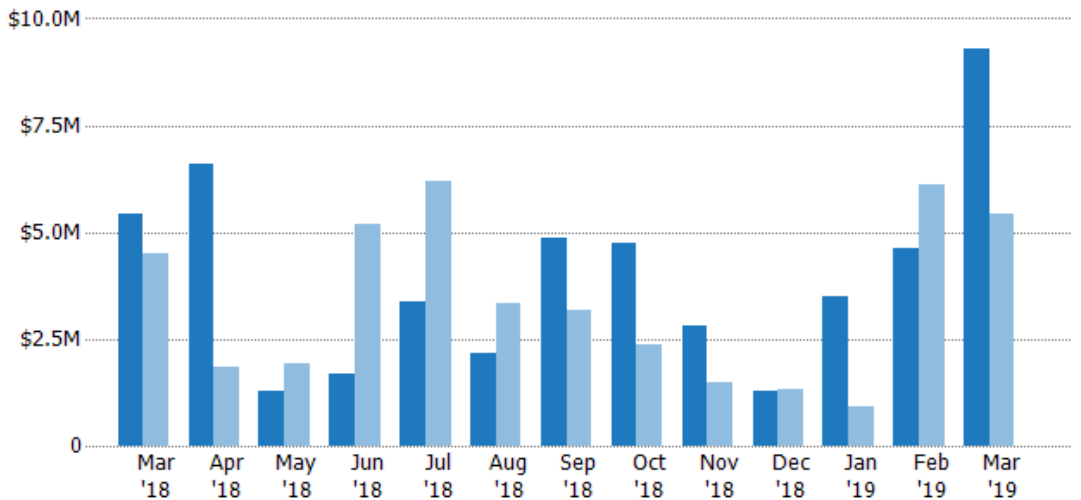
## New Listing Volume

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.
Mar '19	\$9.31M	71%
Mar '18	\$5.44M	20.6%
Mar '17	\$4.51M	-31.2%



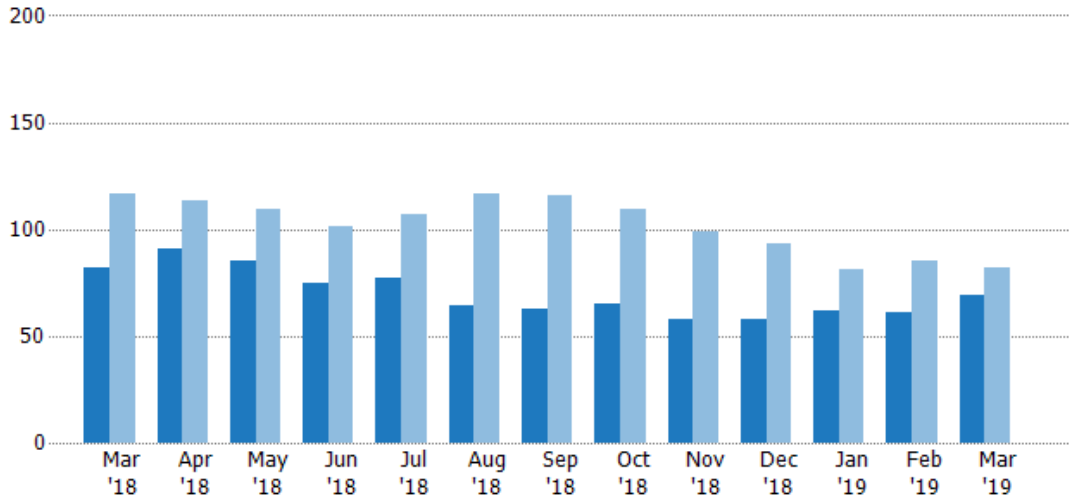
Current Year	\$5.44M	\$6.62M	\$1.29M	\$1.7M	\$3.36M	\$2.18M	\$4.87M	\$4.75M	\$2.81M	\$1.28M	\$3.5M	\$4.63M	\$9.31M
Prior Year	\$4.51M	\$1.86M	\$1.92M	\$5.2M	\$6.2M	\$3.34M	\$3.17M	\$2.36M	\$1.47M	\$1.34M	\$924K	\$6.13M	\$5.44M
Percent Change from Prior Year	21%	256%	-33%	-67%	-46%	-35%	53%	101%	92%	-5%	279%	-24%	71%

## 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.
Mar '19	69	-15.9%
Mar '18	82	-29.9%
Mar '17	117	-10.3%

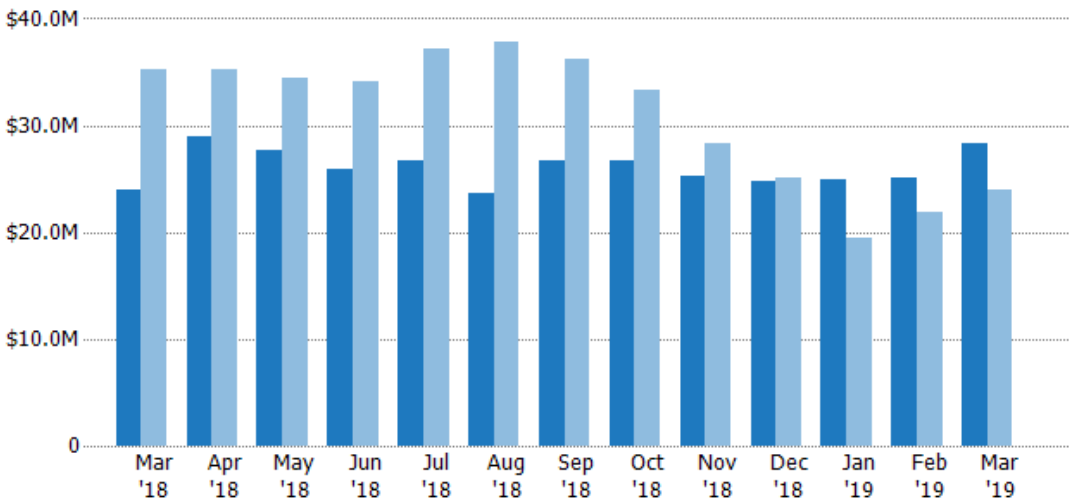
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	82	91	85	75	77	64	63	65	58	58	62	61	69
Prior Year	117	113	109	101	107	117	116	109	99	93	81	85	82
Percent Change from Prior Year	-30%	-19%	-22%	-26%	-28%	-45%	-46%	-40%	-41%	-38%	-23%	-28%	-16%

## 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.
Mar '19	\$28.3M	18.3%
Mar '18	\$23.9M	-32%
Mar '17	\$35.2M	-23.4%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$23.9M	\$29M	\$27.7M	\$25.9M	\$26.7M	\$23.7M	\$26.8M	\$26.7M	\$25.2M	\$24.8M	\$24.9M	\$25M	\$28.3M
Prior Year	\$35.2M	\$35.3M	\$34.5M	\$34.1M	\$37.2M	\$37.9M	\$36.3M	\$33.3M	\$28.2M	\$25.1M	\$19.4M	\$21.8M	\$23.9M
Percent Change from Prior Year	-32%	-18%	-20%	-24%	-28%	-37%	-26%	-20%	-11%	-1%	29%	15%	18%

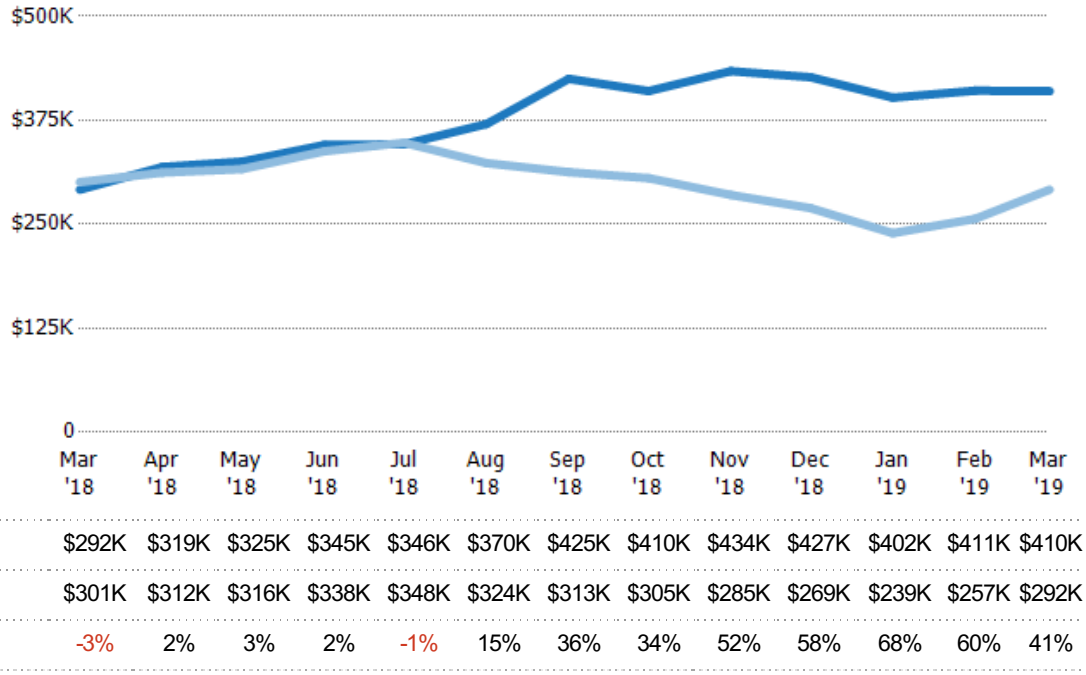
## Average Listing Price

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.
Mar '19	\$410K	40.6%
Mar '18	\$292K	-3%
Mar '17	\$301K	-14.7%



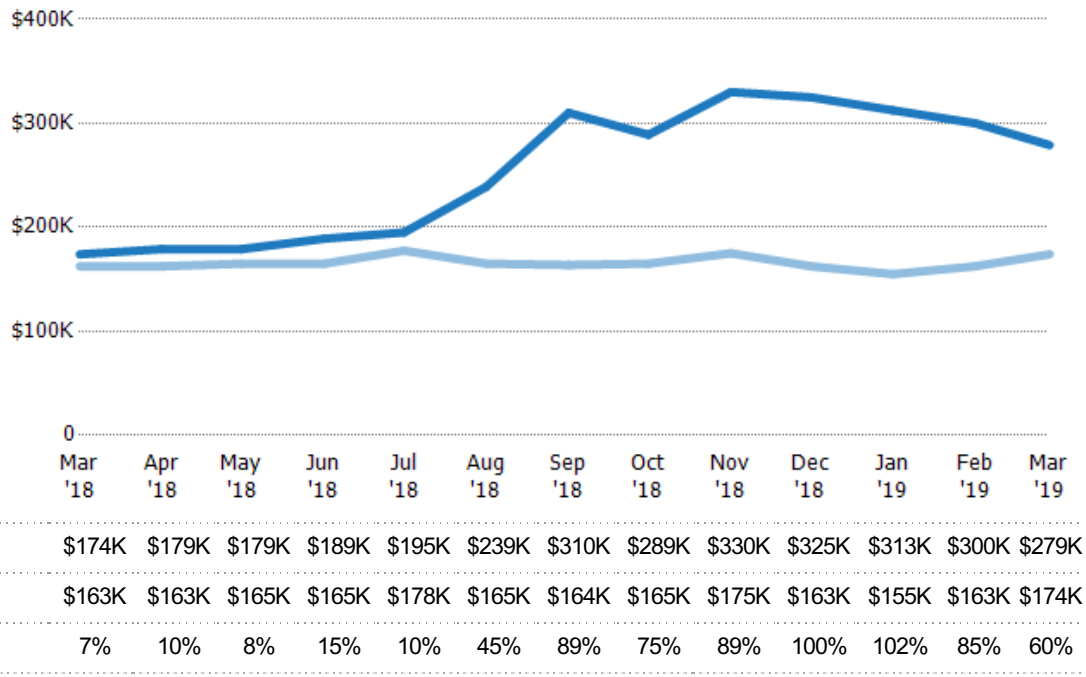
## Median Listing Price

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.
Mar '19	\$279K	60.3%
Mar '18	\$174K	7.1%
Mar '17	\$163K	3.4%

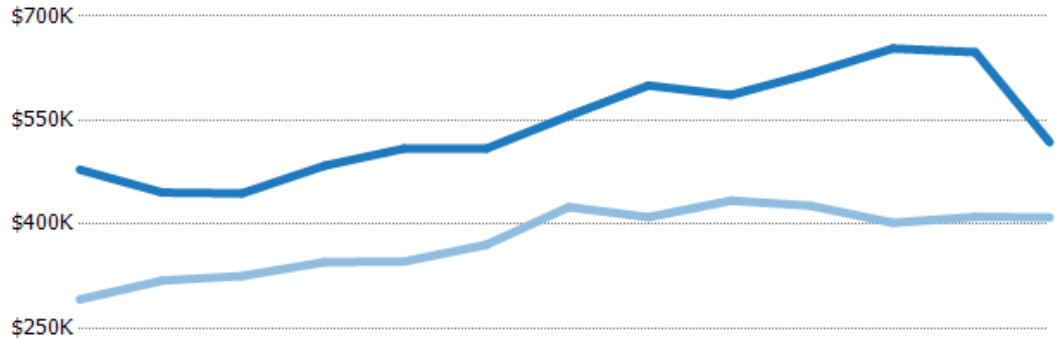


## Average Listing Price vs Average Est Value

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



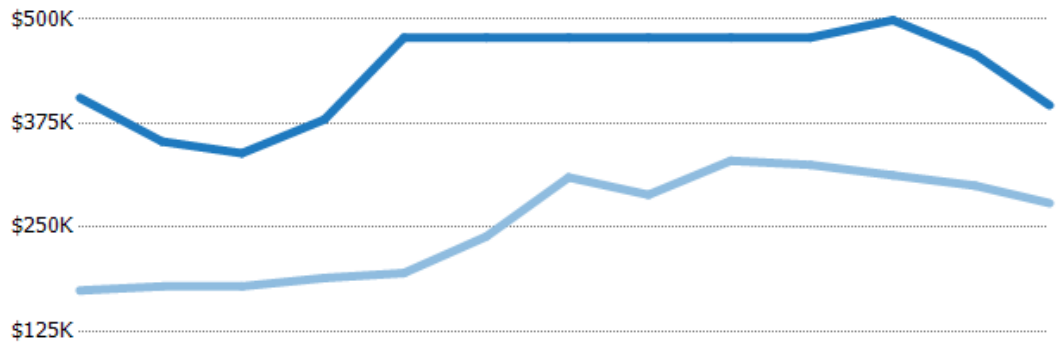
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$479K	\$446K	\$444K	\$484K	\$509K	\$509K	\$556K	\$600K	\$586K	\$617K	\$653K	\$648K	\$518K
Avg Listing Price	\$292K	\$319K	\$325K	\$345K	\$346K	\$370K	\$425K	\$410K	\$434K	\$427K	\$402K	\$411K	\$410K
Avg Listing Price as a % of Avg Est Value	61%	72%	73%	71%	68%	73%	76%	68%	74%	69%	62%	63%	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



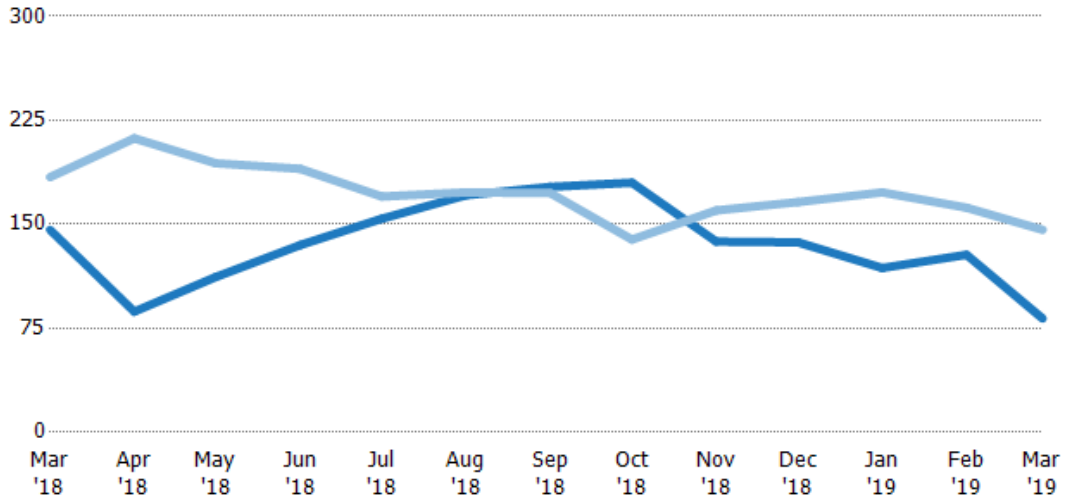
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$406K	\$353K	\$339K	\$379K	\$478K	\$478K	\$478K	\$478K	\$478K	\$478K	\$499K	\$458K	\$397K
Median Listing Price	\$174K	\$179K	\$179K	\$189K	\$195K	\$239K	\$310K	\$289K	\$330K	\$325K	\$313K	\$300K	\$279K
Med Listing Price as a % of Med Est Value	43%	51%	53%	50%	41%	50%	65%	60%	69%	68%	63%	66%	70%

## 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.
Mar '19	82	-43.8%
Mar '18	146	-20.7%
Mar '17	184	-14.1%

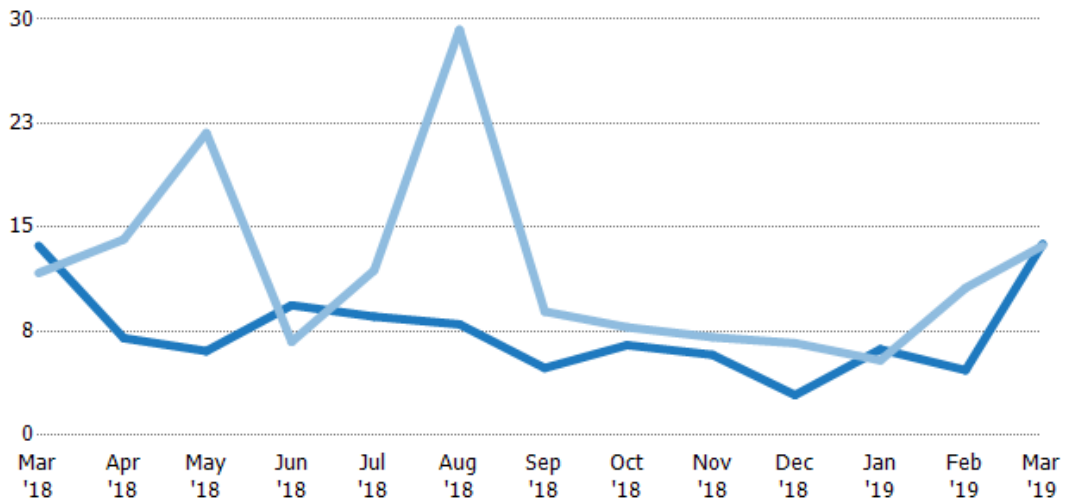
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	146	87	112	135	154	171	177	180	138	137	119	128	82
Prior Year	184	212	194	190	170	173	173	139	160	166	173	162	146
Percent Change from Prior Year	-21%	-59%	-42%	-29%	-9%	-1%	3%	29%	-14%	-17%	-32%	-21%	-44%

## 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.
Mar '19	13.8	1%
Mar '18	13.7	16.8%
Mar '17	11.7	79.5%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	13.7	7	6.07	9.38	8.56	8	4.85	6.5	5.8	2.9	6.2	4.69	13.8
Prior Year	11.7	14.1	21.8	6.73	11.9	29.3	8.92	7.79	7.07	6.64	5.4	10.6	13.7
Percent Change from Prior Year	17%	-50%	-72%	39%	-28%	-73%	-46%	-17%	-18%	-56%	15%	-56%	1%

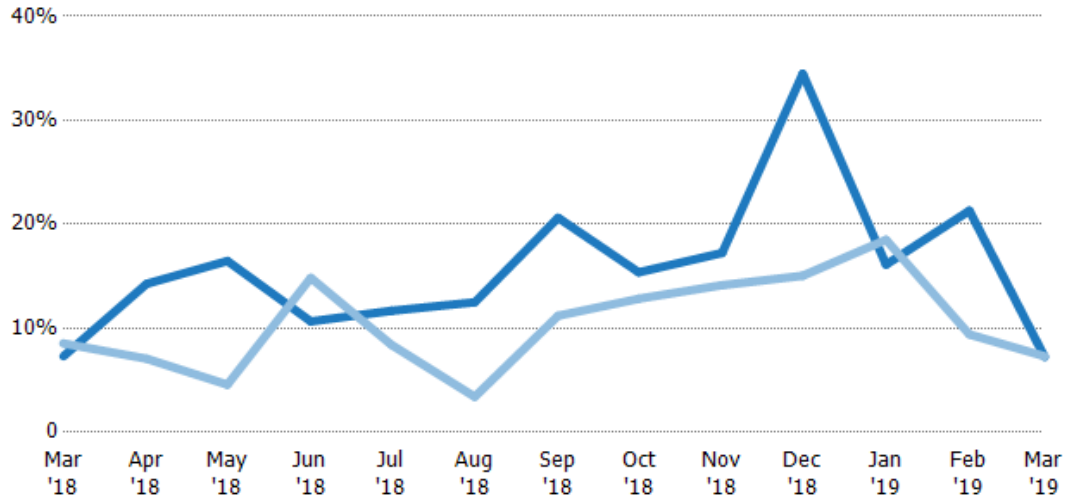
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	7%	0.1%
Mar '18	7%	1.2%
Mar '17	9%	-44.3%



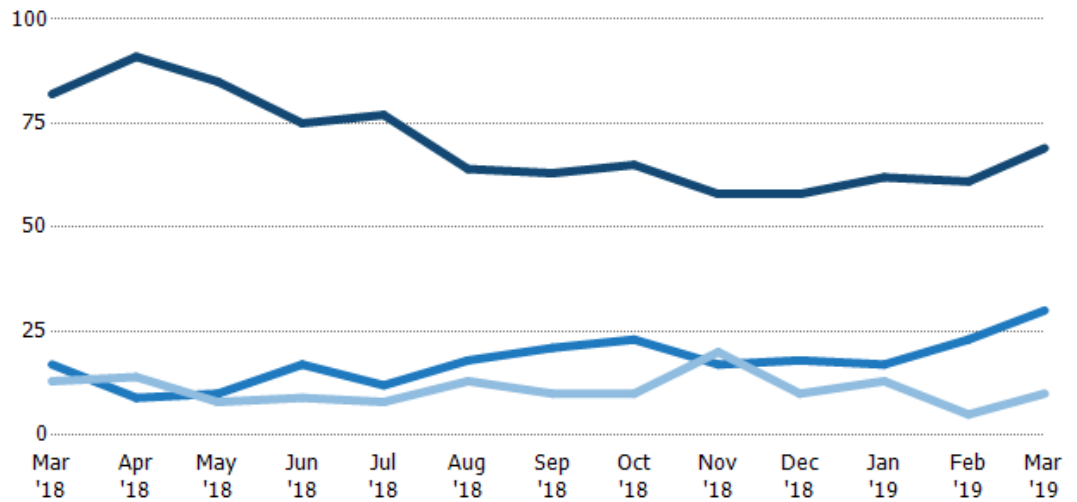
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	7%	14%	16%	11%	12%	13%	21%	15%	17%	34%	16%	21%	7%
Prior Year	9%	7%	5%	15%	8%	3%	11%	13%	14%	15%	19%	9%	7%
Change from Prior Year	1%	-7%	-12%	4%	-3%	-9%	-9%	-3%	-3%	-19%	2%	-12%	0%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	82	91	85	75	77	64	63	65	58	58	62	61	69
Pending	17	9	10	17	12	18	21	23	17	18	17	23	30
Sold	13	14	8	9	8	13	10	10	20	10	13	5	10

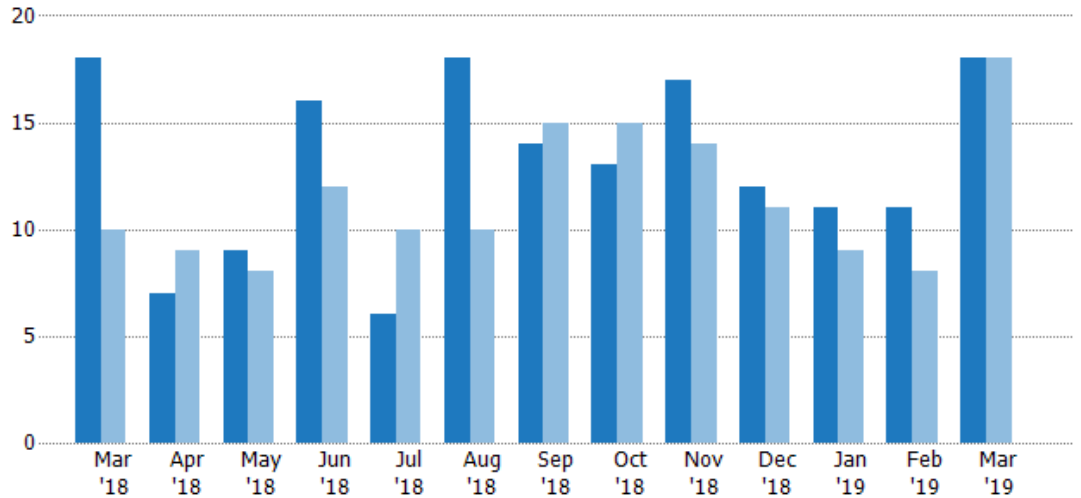
## New Pending Sales

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.
Mar '19	18	0%
Mar '18	18	80%
Mar '17	10	-40%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	18	7	9	16	6	18	14	13	17	12	11	11	18
Prior Year	10	9	8	12	10	10	15	15	14	11	9	8	18
Percent Change from Prior Year	80%	-22%	13%	33%	-40%	80%	-7%	-13%	21%	9%	22%	38%	0%

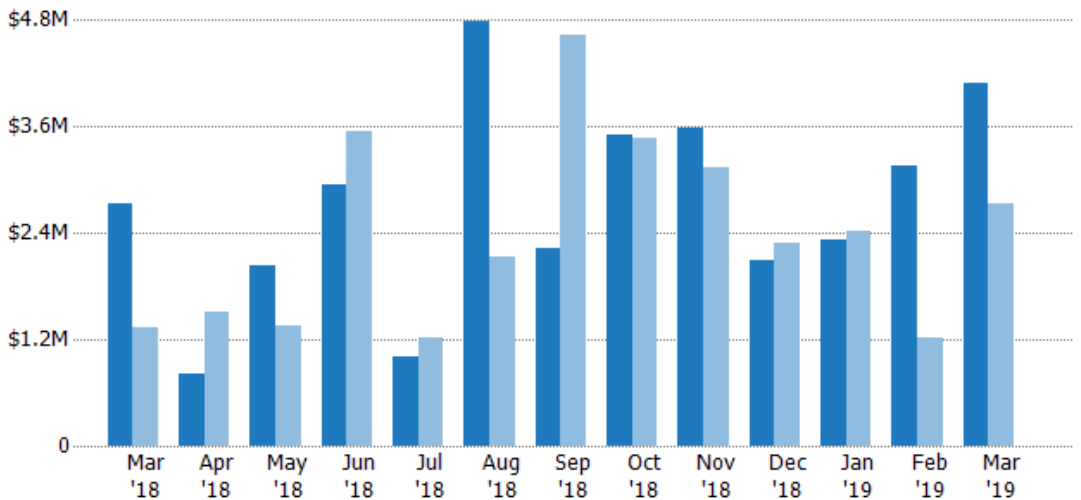
## New Pending Sales Volume

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.
Mar '19	\$4.08M	49.7%
Mar '18	\$2.73M	104.4%
Mar '17	\$1.33M	23.6%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.73M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.5M	\$3.58M	\$2.09M	\$2.33M	\$3.16M	\$4.08M
Prior Year	\$1.33M	\$1.52M	\$1.36M	\$3.54M	\$1.21M	\$2.13M	\$4.63M	\$3.46M	\$3.14M	\$2.28M	\$2.42M	\$1.22M	\$2.73M
Percent Change from Prior Year	104%	-47%	50%	-17%	-17%	125%	-52%	1%	14%	-9%	-4%	159%	50%



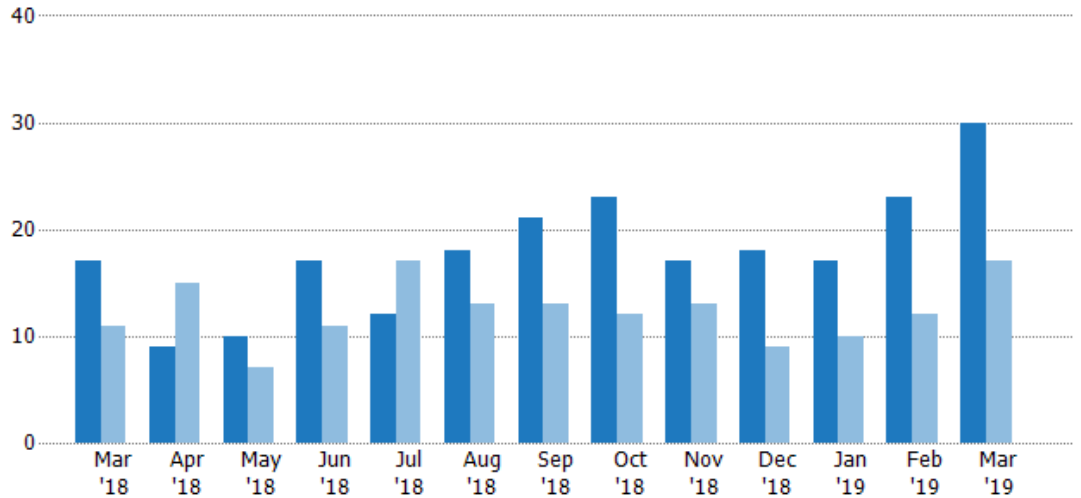
## Pending Sales

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.
Mar '19	30	76.5%
Mar '18	17	54.5%
Mar '17	11	-27.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	17	9	10	17	12	18	21	23	17	18	17	23	30
Prior Year	11	15	7	11	17	13	13	12	13	9	10	12	17
Percent Change from Prior Year	55%	-40%	43%	55%	-29%	38%	62%	92%	31%	100%	70%	92%	76%

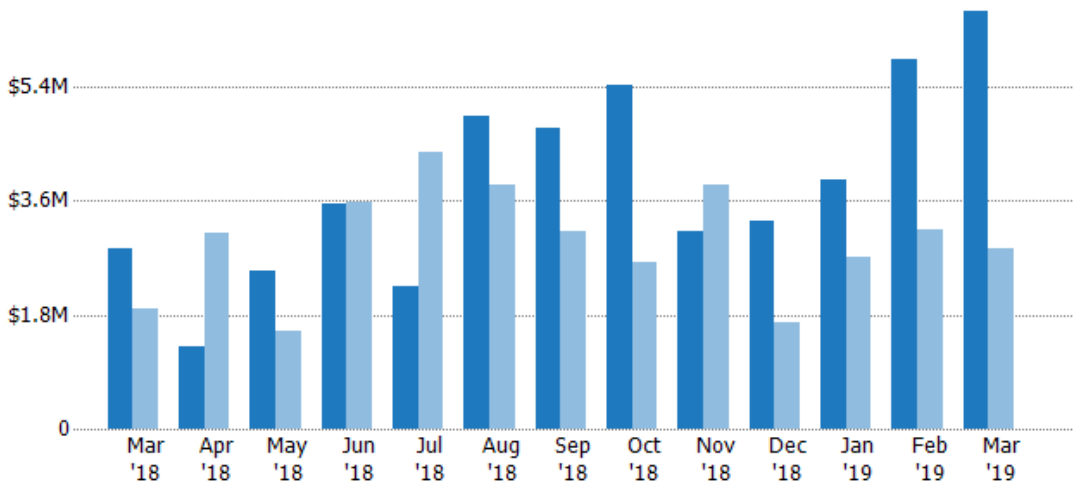
## Pending Sales Volume

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.
Mar '19	\$6.58M	130.4%
Mar '18	\$2.86M	49.9%
Mar '17	\$1.91M	14%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.86M	\$1.29M	\$2.49M	\$3.55M	\$2.26M	\$4.95M	\$4.75M	\$5.43M	\$3.11M	\$3.29M	\$3.94M	\$5.82M	\$6.58M
Prior Year	\$1.91M	\$3.1M	\$1.53M	\$3.59M	\$4.37M	\$3.86M	\$3.12M	\$2.63M	\$3.86M	\$1.67M	\$2.71M	\$3.14M	\$2.86M
Percent Change from Prior Year	50%	-58%	63%	-1%	-48%	28%	52%	106%	-19%	97%	46%	86%	130%

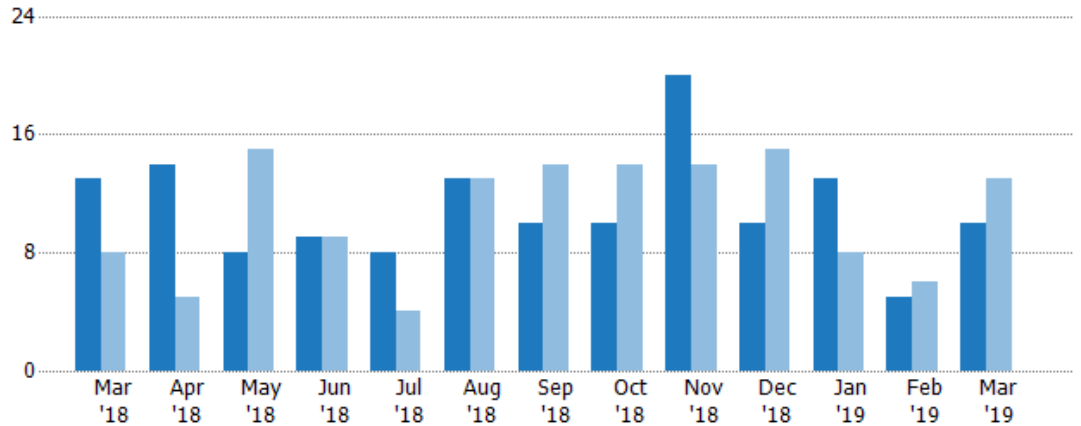
## Closed Sales

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.
Mar '19	10	-23.1%
Mar '18	13	62.5%
Mar '17	8	-37.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	13	14	8	9	8	13	10	10	20	10	13	5	10
Prior Year	8	5	15	9	4	13	14	14	14	15	8	6	13
Percent Change from Prior Year	63%	180%	-47%	0%	100%	0%	-29%	-29%	43%	-33%	63%	-17%	-23%

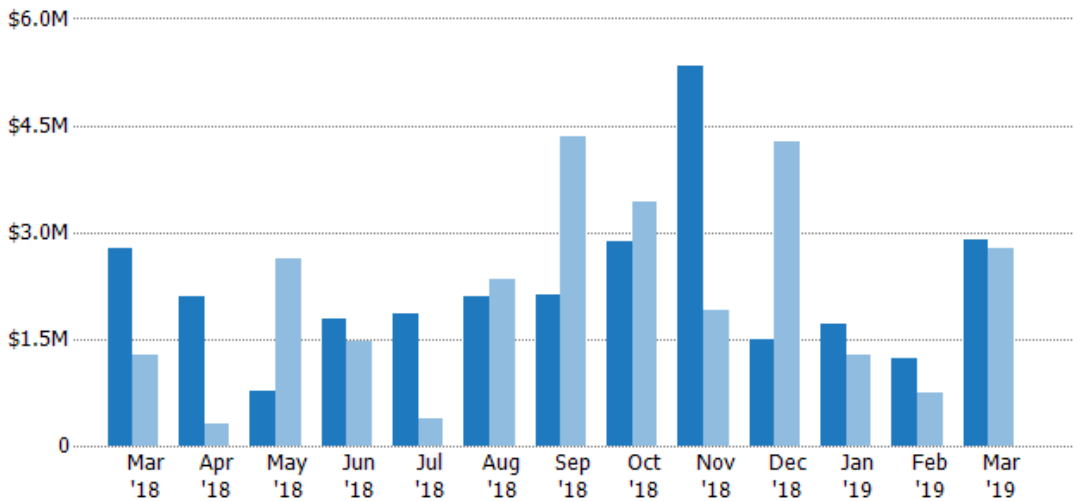
## Closed Sales Volume

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.
Mar '19	\$2.89M	4.6%
Mar '18	\$2.77M	116.6%
Mar '17	\$1.28M	-33.6%



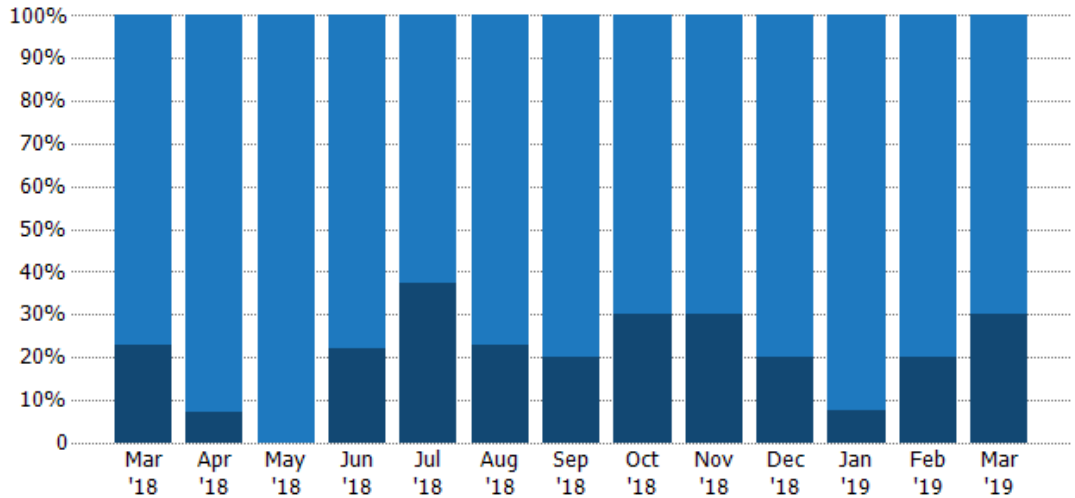
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.77M	\$2.1M	\$777K	\$1.77M	\$1.85M	\$2.09M	\$2.11M	\$2.87M	\$5.34M	\$1.5M	\$1.72M	\$1.23M	\$2.89M
Prior Year	\$1.28M	\$309K	\$2.62M	\$1.47M	\$390K	\$2.34M	\$4.35M	\$3.42M	\$1.9M	\$4.26M	\$1.28M	\$752K	\$2.77M
Percent Change from Prior Year	117%	577%	-70%	20%	375%	-11%	-51%	-16%	181%	-65%	35%	64%	5%

## 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	77%	93%	100%	78%	63%	77%	80%	70%	70%	80%	92%	80%	70%
Single Family Residence	23%	7%	-	22%	38%	23%	20%	30%	30%	20%	8%	20%	30%

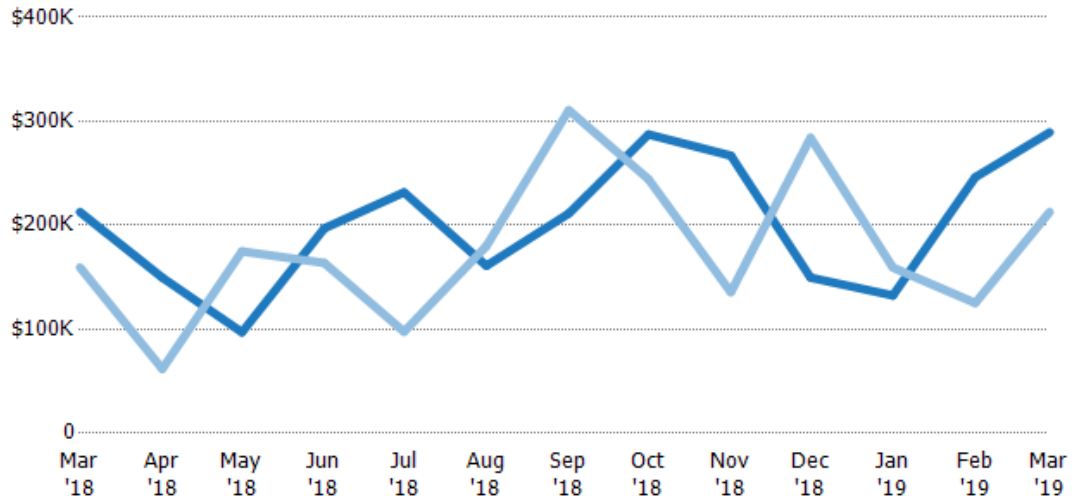
## Average Sales Price

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.
Mar '19	\$289K	36%
Mar '18	\$213K	33.3%
Mar '17	\$160K	6.2%



Current Year	\$213K	\$150K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$267K	\$150K	\$132K	\$246K	\$289K
Prior Year	\$160K	\$61.9K	\$175K	\$164K	\$97.6K	\$180K	\$311K	\$244K	\$136K	\$284K	\$159K	\$125K	\$213K
Percent Change from Prior Year	33%	142%	-44%	20%	137%	-11%	-32%	18%	97%	-47%	-17%	97%	36%

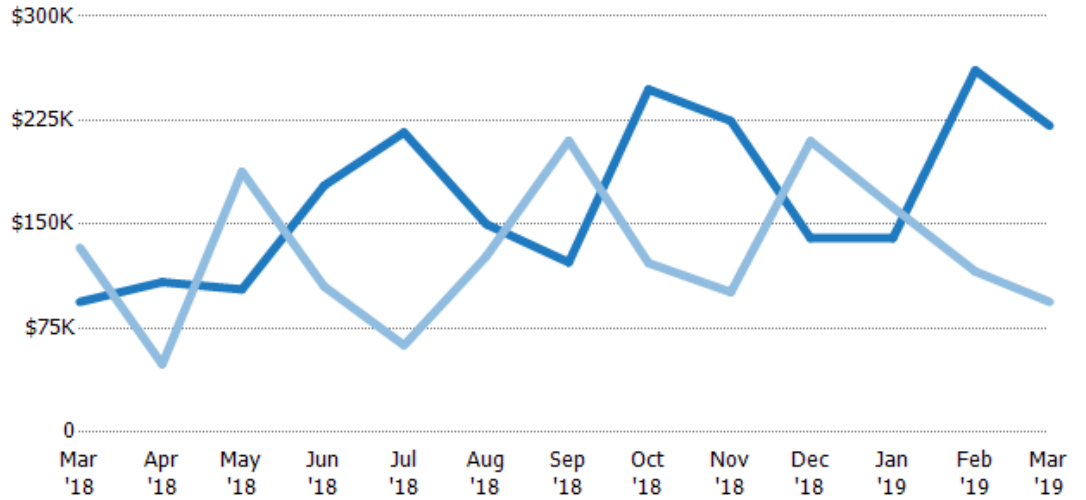
## Median Sales Price

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.
Mar '19	\$221K	135.1%
Mar '18	\$94K	-29.3%
Mar '17	\$133K	-32.3%



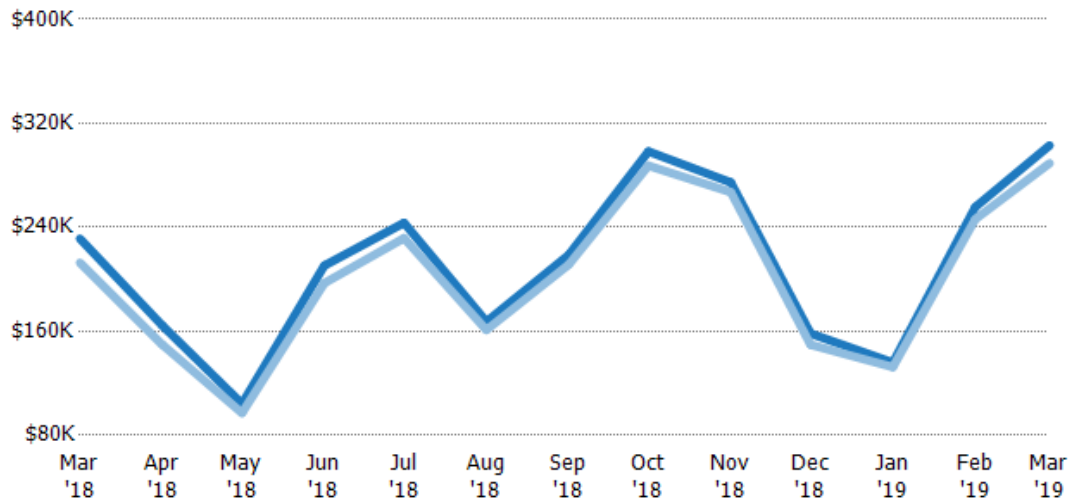
Current Year	\$94K	\$108K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$225K	\$140K	\$140K	\$261K	\$221K
Prior Year	\$133K	\$49K	\$188K	\$105K	\$62.8K	\$127K	\$210K	\$122K	\$101K	\$210K	\$162K	\$116K	\$94K
Percent Change from Prior Year	-29%	121%	-45%	70%	245%	18%	-42%	103%	122%	-33%	-14%	125%	135%

## 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



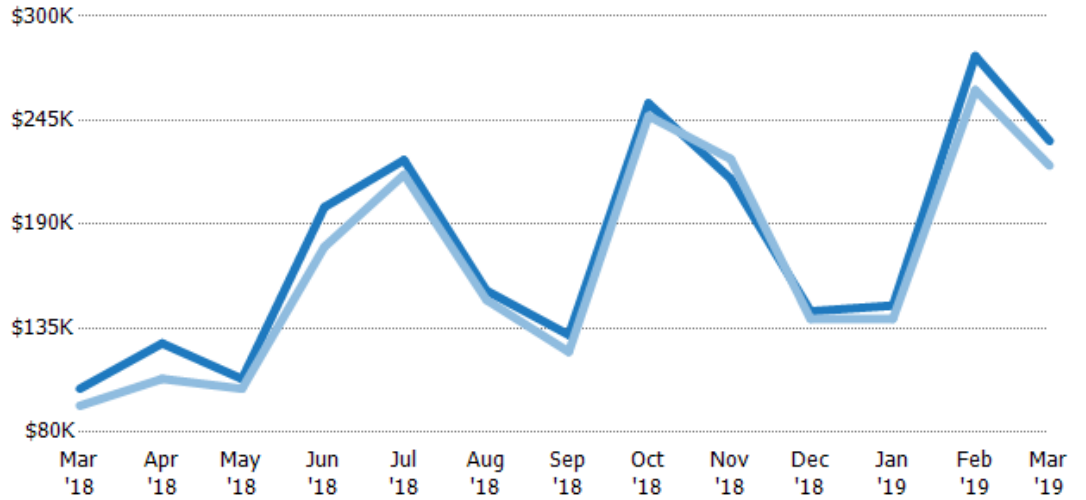
Avg List Price	\$231K	\$164K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$275K	\$158K	\$136K	\$256K	\$303K
Avg Sales Price	\$213K	\$150K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$267K	\$150K	\$132K	\$246K	\$289K
Avg Sales Price as a % of Avg List Price	92%	91%	93%	94%	95%	96%	97%	96%	97%	95%	97%	96%	95%

## 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



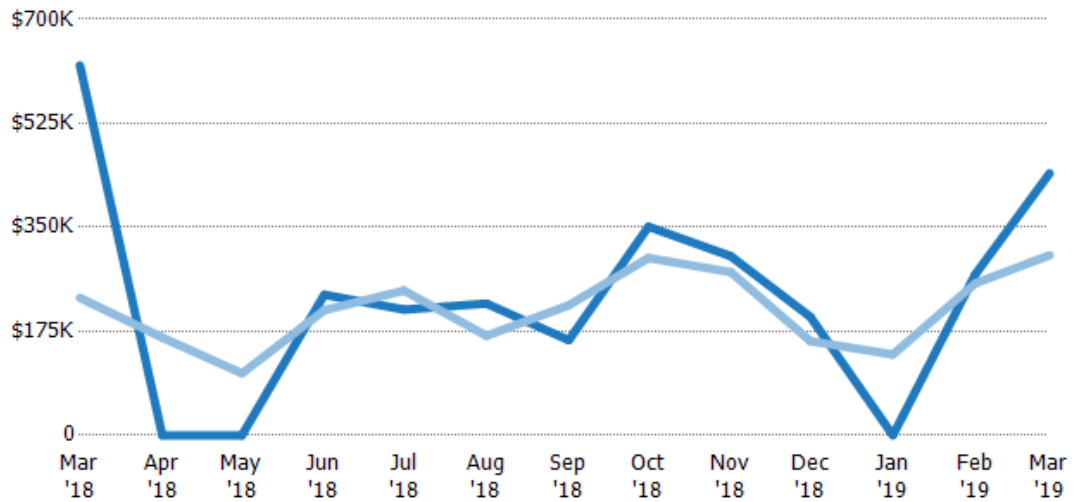
Median List Price	\$103K	\$127K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$214K	\$144K	\$147K	\$279K	\$234K
Median Sales Price	\$94K	\$108K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$225K	\$140K	\$140K	\$261K	\$221K
Med Sales Price as a % of Med List Price	91%	85%	95%	89%	97%	97%	93%	97%	105%	97%	95%	94%	94%

## 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



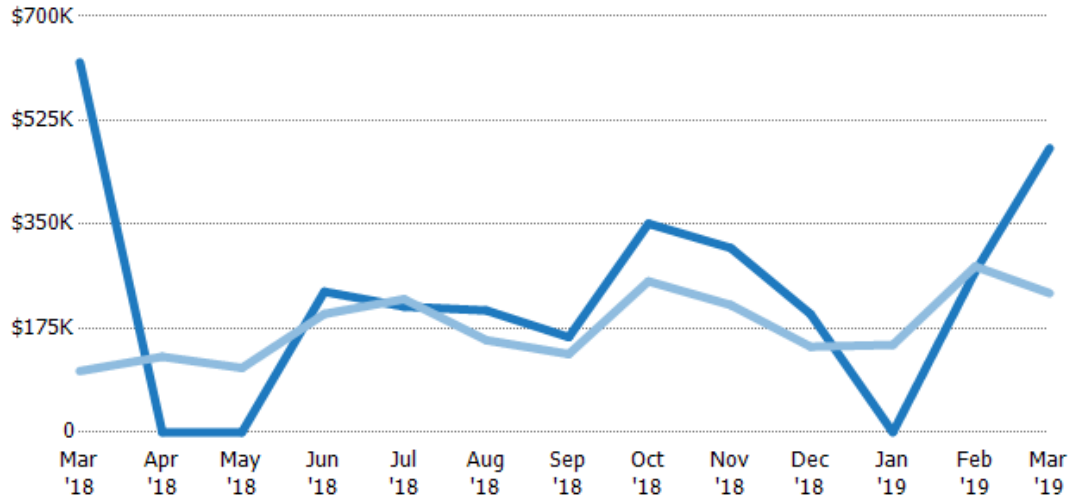
Avg Est Value	\$623K	\$0	\$0	\$237K	\$212K	\$222K	\$160K	\$351K	\$301K	\$199K	\$0	\$271K	\$441K
Avg Sales Price	\$231K	\$164K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$275K	\$158K	\$136K	\$256K	\$303K
Avg Sales Price as a % of Avg Est Value	37%	100%	100%	89%	115%	76%	137%	85%	91%	80%	100%	94%	69%

## 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	\$623K	\$0	\$0	\$237K	\$212K	\$205K	\$160K	\$351K	\$310K	\$199K	\$0	\$271K	\$478K
Median Sales Price	\$103K	\$127K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$214K	\$144K	\$147K	\$279K	\$234K
Med Sales Price as a % of Med Est Value	17%	100%	100%	84%	106%	76%	82%	72%	69%	72%	100%	103%	49%