

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	17	-23.5%	29	24	+20.8%
New Listing Volume	\$4,631,000	\$6,125,700	-24.4%	\$8,135,000	\$7,050,100	+15.4%
Active Listing Count	61	85	-28.2%	N/A	N/A	
Active Listing Volume	\$25,044,699	\$21,807,099	+14.8%	N/A	N/A	
Average Listing Price	\$410,569	\$256,554	+60%	\$406,336	\$248,136	+63.8%
Median Listing Price	\$300,000	\$162,500	+84.6%	\$306,301	\$158,840	+92.8%
Median Days in RPR	128	162	-21%	121.14	168.29	-28%
Months of Inventory	4.7	10.6	-55.8%	8.8	11.1	-20.6%
Absorption Rate	21.31%	9.41%	+11.9%	11.38%	9.04%	+2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	11	8	+37.5%	22	17	+29.4%
New Pending Sales Volume	\$3,162,000	\$1,220,100	+159.2%	\$5,493,400	\$3,640,400	+50.9%
Pending Sales Count	23	12	+91.7%	N/A	N/A	
Pending Sales Volume	\$5,823,600	\$3,139,200	+85.5%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	18	14	+28.6%
Closed Sales Volume	\$1,231,000	\$751,500	+63.8%	\$2,953,250	\$2,026,500	+45.7%
Average Sales Price	\$246,200	\$125,250	+96.6%	\$164,069	\$144,750	+13.3%
Median Sales Price	\$261,000	\$116,000	+125%	\$173,611	\$142,429	+21.9%

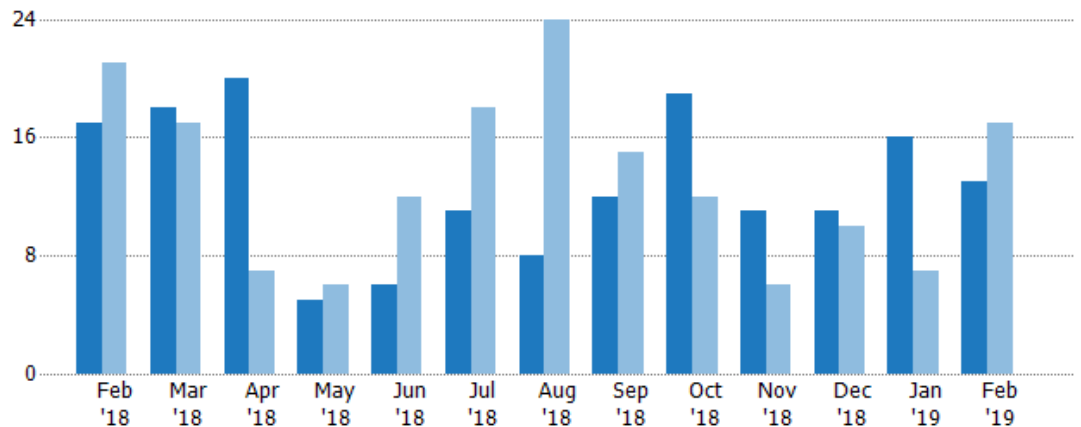
New Listings

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.
Feb '19	13	-23.5%
Feb '18	17	-19%
Feb '17	21	-33.3%



Current Year	17	18	20	5	6	11	8	12	19	11	11	16	13
Prior Year	21	17	7	6	12	18	24	15	12	6	10	7	17
Percent Change from Prior Year	-19%	6%	186%	-17%	-50%	-39%	-67%	-20%	58%	83%	10%	129%	-24%

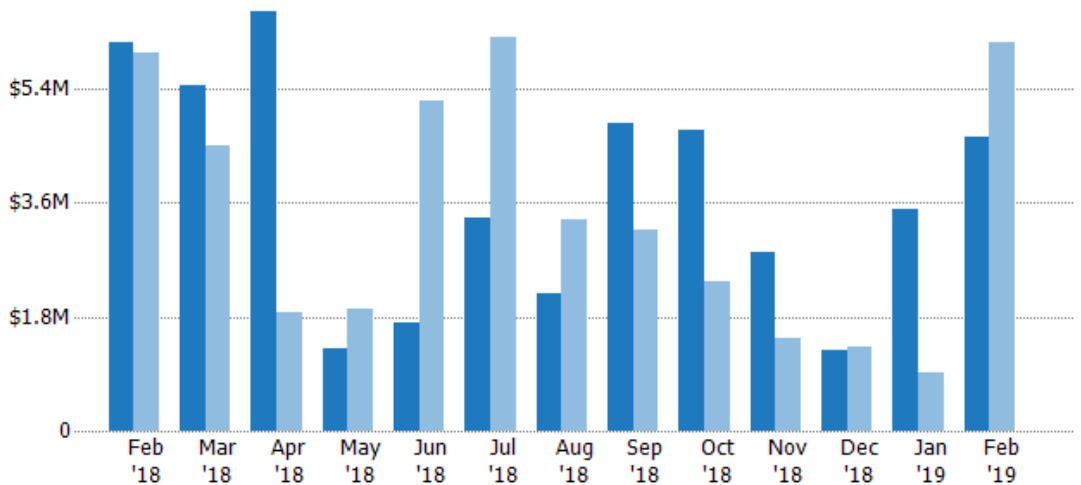
New Listing Volume

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.
Feb '19	\$4.63M	-24.4%
Feb '18	\$6.13M	2.5%
Feb '17	\$5.98M	-41.3%



Current Year	\$6.13M	\$5.44M	\$6.62M	\$1.29M	\$1.7M	\$3.36M	\$2.18M	\$4.87M	\$4.75M	\$2.81M	\$1.28M	\$3.5M	\$4.63M
Prior Year	\$5.98M	\$4.51M	\$1.86M	\$1.92M	\$5.2M	\$6.2M	\$3.34M	\$3.17M	\$2.36M	\$1.47M	\$1.34M	\$924K	\$6.13M
Percent Change from Prior Year	2%	21%	256%	-33%	-67%	-46%	-35%	53%	101%	92%	-5%	279%	-24%

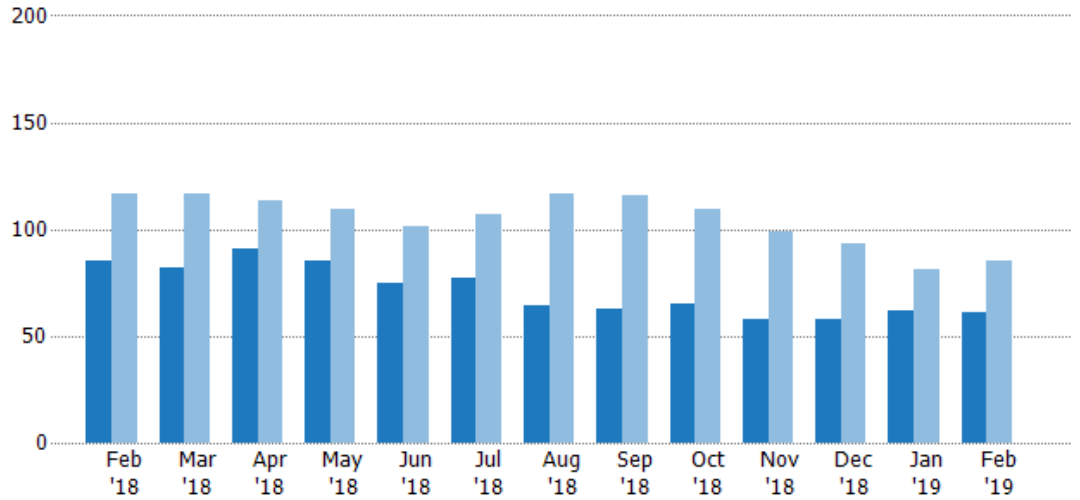
Active Listings

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.
Feb '19	61	-28.2%
Feb '18	85	-27.4%
Feb '17	117	-19.7%



Current Year	85	82	91	85	75	77	64	63	65	58	58	62	61
Prior Year	117	117	113	109	101	107	117	116	109	99	93	81	85
Percent Change from Prior Year	-27%	-30%	-19%	-22%	-26%	-28%	-45%	-46%	-40%	-41%	-38%	-23%	-28%

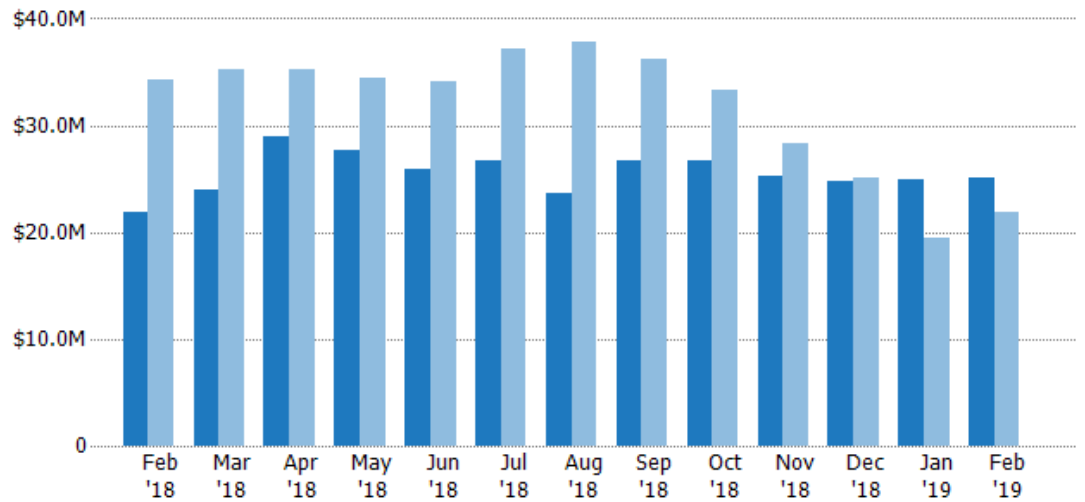
Active Listing Volume

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.
Feb '19	\$25M	14.8%
Feb '18	\$21.8M	-36.4%
Feb '17	\$34.3M	-25.7%



Current Year	\$21.8M	\$23.9M	\$29M	\$27.7M	\$25.9M	\$26.7M	\$23.7M	\$26.8M	\$26.7M	\$25.2M	\$24.8M	\$24.9M	\$25M
Prior Year	\$34.3M	\$35.2M	\$35.3M	\$34.5M	\$34.1M	\$37.2M	\$37.9M	\$36.3M	\$33.3M	\$28.2M	\$25.1M	\$19.4M	\$21.8M
Percent Change from Prior Year	-36%	-32%	-18%	-20%	-24%	-28%	-37%	-26%	-20%	-11%	-1%	29%	15%

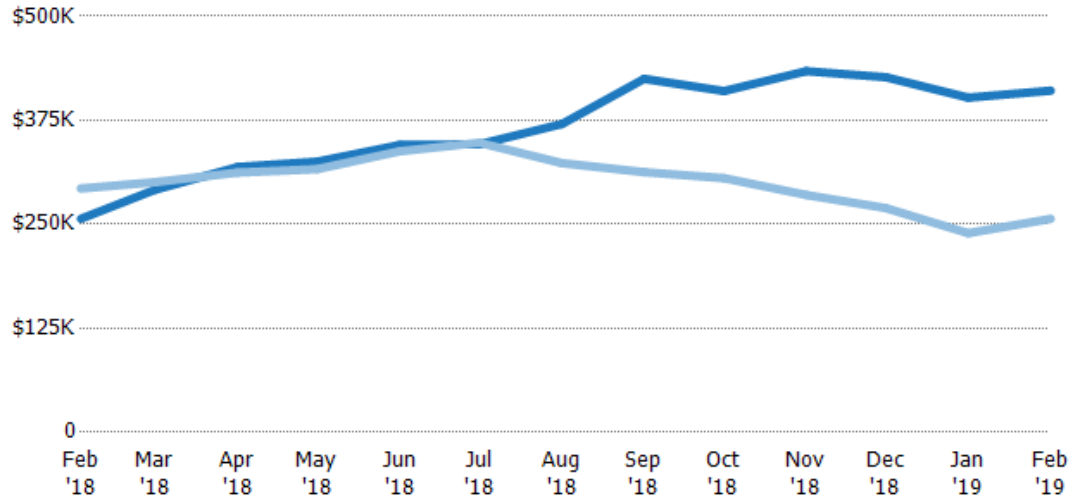
Average Listing Price

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.
Feb '19	\$411K	60%
Feb '18	\$257K	-12.4%
Feb '17	\$293K	-7.5%



Current Year	\$257K	\$292K	\$319K	\$325K	\$345K	\$346K	\$370K	\$425K	\$410K	\$434K	\$427K	\$402K	\$411K
Prior Year	\$293K	\$301K	\$312K	\$316K	\$338K	\$348K	\$324K	\$313K	\$305K	\$285K	\$269K	\$239K	\$257K
Percent Change from Prior Year	-12%	-3%	2%	3%	2%	-1%	15%	36%	34%	52%	58%	68%	60%

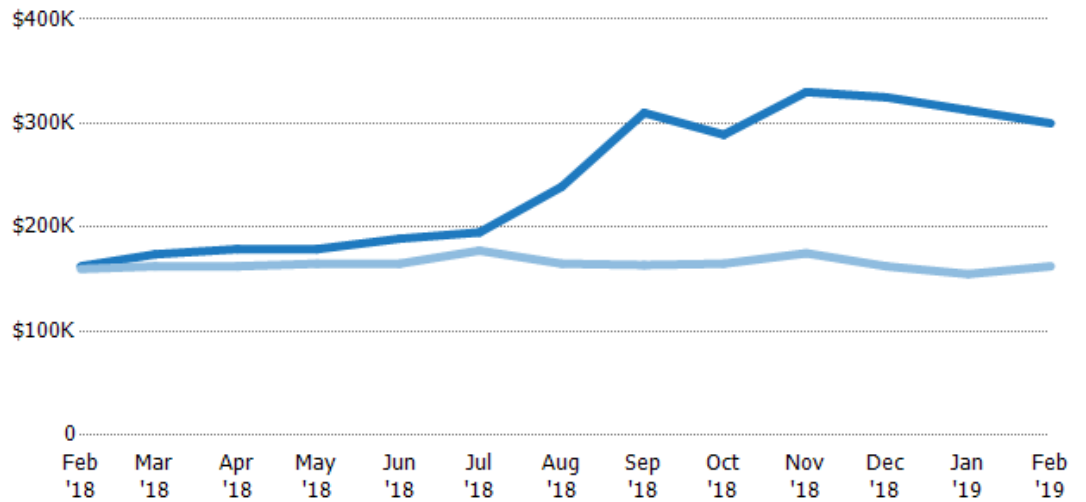
Median Listing Price

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.
Feb '19	\$300K	84.6%
Feb '18	\$163K	1.6%
Feb '17	\$160K	7.3%



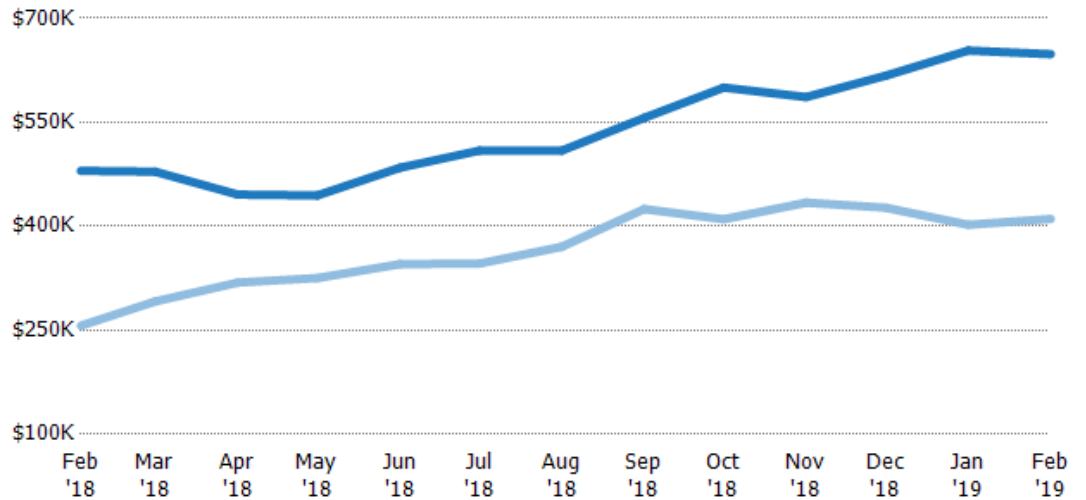
Current Year	\$163K	\$174K	\$179K	\$179K	\$189K	\$195K	\$239K	\$310K	\$289K	\$330K	\$325K	\$313K	\$300K
Prior Year	\$160K	\$163K	\$163K	\$165K	\$165K	\$178K	\$165K	\$164K	\$165K	\$175K	\$163K	\$155K	\$163K
Percent Change from Prior Year	2%	7%	10%	8%	15%	10%	45%	89%	75%	89%	100%	102%	85%

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



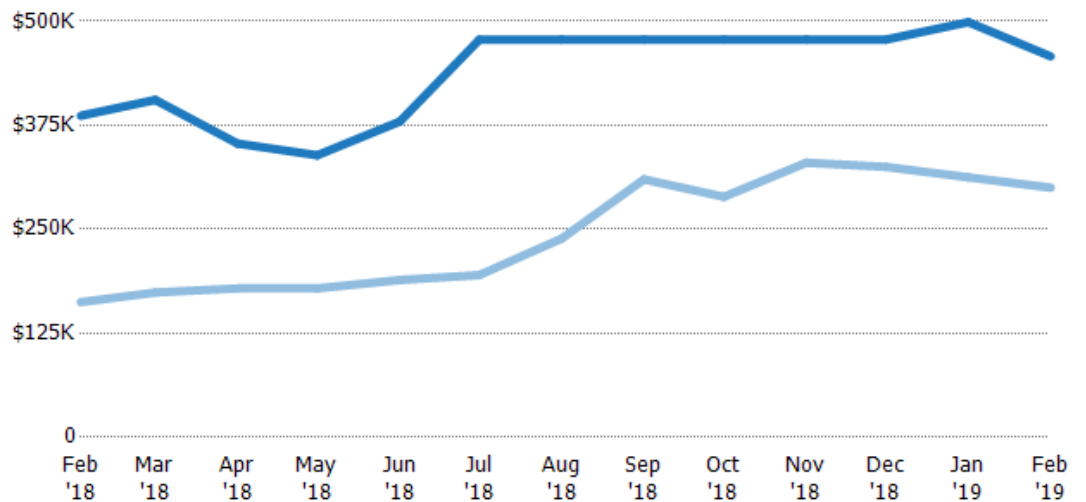
Avg Est Value	\$480K	\$479K	\$446K	\$444K	\$484K	\$509K	\$509K	\$556K	\$600K	\$586K	\$617K	\$653K	\$648K
Avg Listing Price	\$257K	\$292K	\$319K	\$325K	\$345K	\$346K	\$370K	\$425K	\$410K	\$434K	\$427K	\$402K	\$411K
Avg Listing Price as a % of Avg Est Value	53%	61%	72%	73%	71%	68%	73%	76%	68%	74%	69%	62%	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	\$387K	\$406K	\$353K	\$339K	\$379K	\$478K	\$478K	\$478K	\$478K	\$478K	\$478K	\$499K	\$458K
Median Listing Price	\$163K	\$174K	\$179K	\$179K	\$189K	\$195K	\$239K	\$310K	\$289K	\$330K	\$325K	\$313K	\$300K
Med Listing Price as a % of Med Est Value	42%	43%	51%	53%	50%	41%	50%	65%	60%	69%	68%	63%	66%

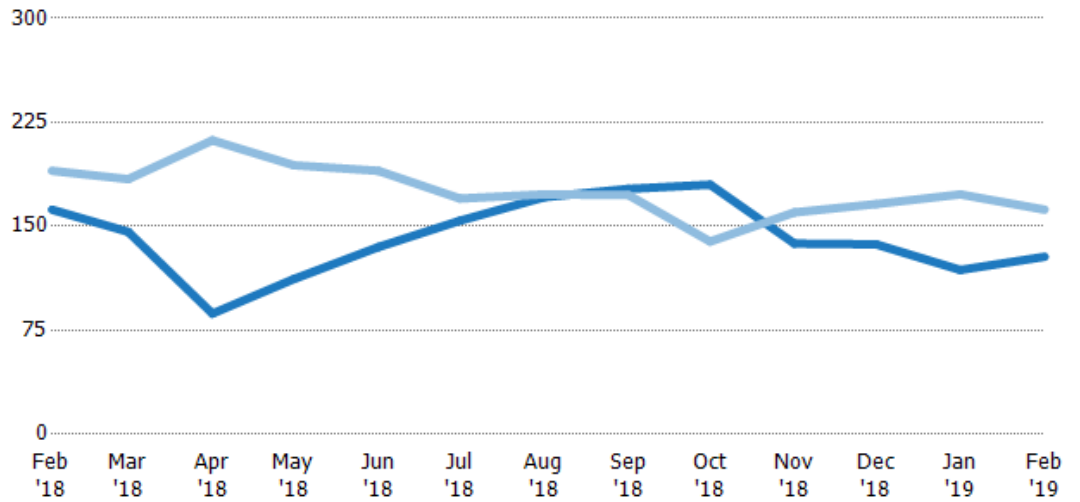
Median Days in RPR

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.
Feb '19	128	-21%
Feb '18	162	-14.7%
Feb '17	190	-21.1%



Current Year	162	146	87	112	135	154	171	177	180	138	137	119	128
Prior Year	190	184	212	194	190	170	173	173	139	160	166	173	162
Percent Change from Prior Year	-15%	-21%	-59%	-42%	-29%	-9%	-1%	3%	29%	-14%	-17%	-32%	-21%

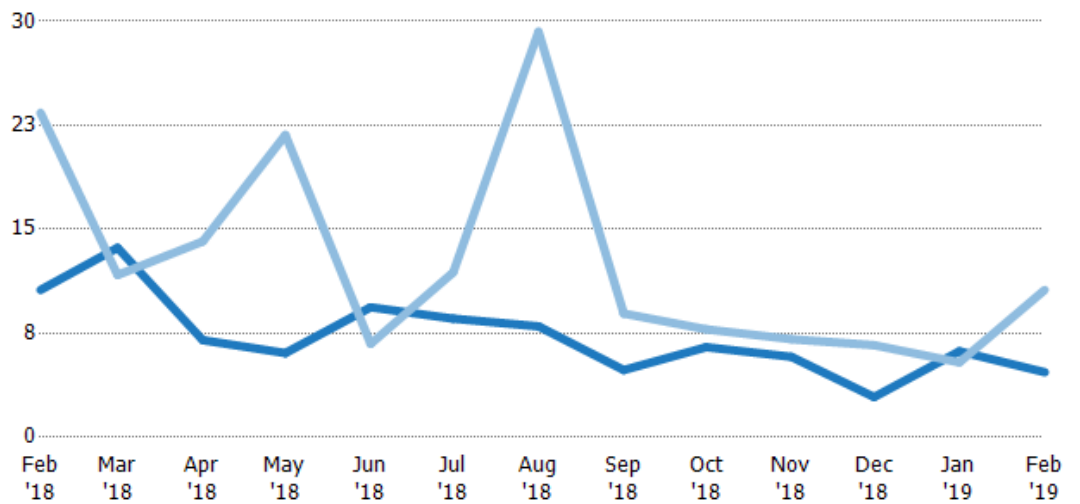
Months of Inventory

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.
Feb '19	4.69	-55.8%
Feb '18	10.6	-54.6%
Feb '17	23.4	-19.7%



Current Year	10.6	13.7	7	6.07	9.38	8.56	8	4.85	6.5	5.8	2.9	6.2	4.69
Prior Year	23.4	11.7	14.1	21.8	6.73	11.9	29.3	8.92	7.79	7.07	6.64	5.4	10.6
Percent Change from Prior Year	-55%	17%	-50%	-72%	39%	-28%	-73%	-46%	-17%	-18%	-56%	15%	-56%

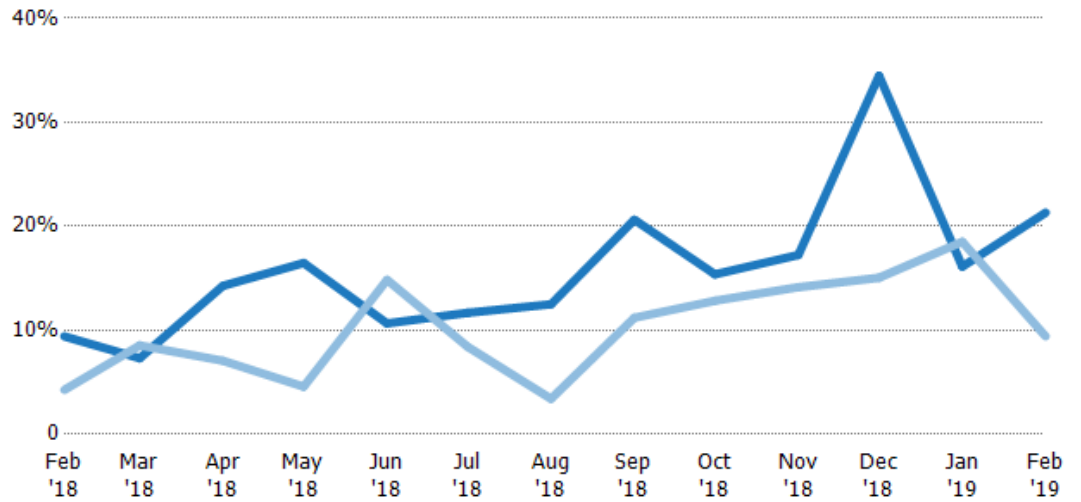
Absorption Rate

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.
Feb '19	21%	-11.9%
Feb '18	9%	-5.1%
Feb '17	4%	24.4%



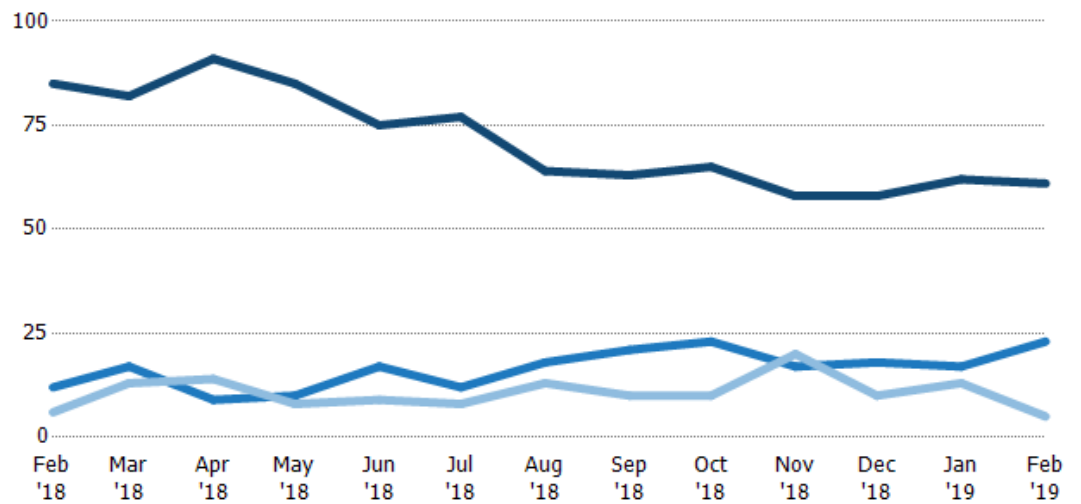
Current Year	9%	7%	14%	16%	11%	12%	13%	21%	15%	17%	34%	16%	21%
Prior Year	4%	9%	7%	5%	15%	8%	3%	11%	13%	14%	15%	19%	9%
Change from Prior Year	-5%	1%	-7%	-12%	4%	-3%	-9%	-9%	-3%	-3%	-19%	2%	-12%

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



Active	85	82	91	85	75	77	64	63	65	58	58	62	61
Pending	12	17	9	10	17	12	18	21	23	17	18	17	23
Sold	6	13	14	8	9	8	13	10	10	20	10	13	5

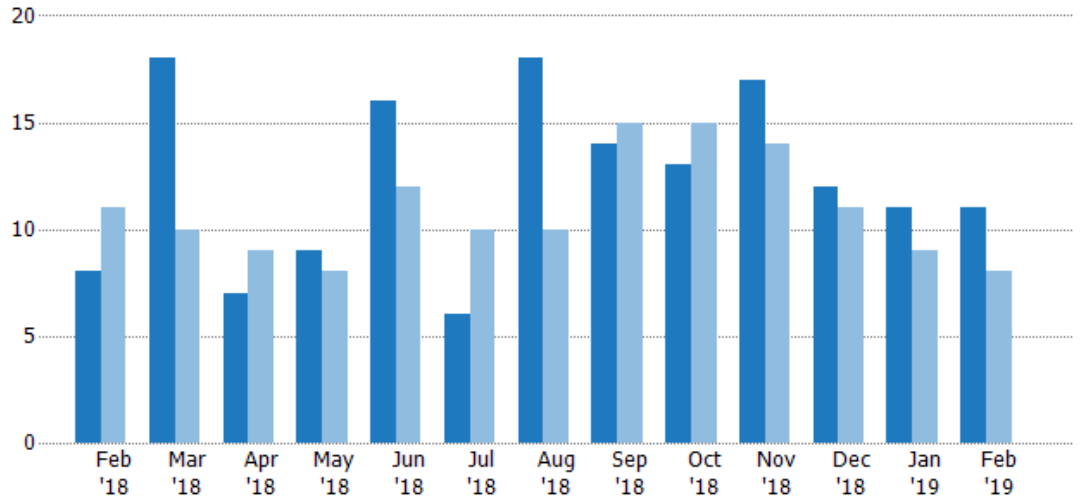
New Pending Sales

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.
Feb '19	11	37.5%
Feb '18	8	-27.3%
Feb '17	11	-63.6%



Current Year	8	18	7	9	16	6	18	14	13	17	12	11	11
Prior Year	11	10	9	8	12	10	10	15	15	14	11	9	8
Percent Change from Prior Year	-27%	80%	-22%	13%	33%	-40%	80%	-7%	-13%	21%	9%	22%	38%

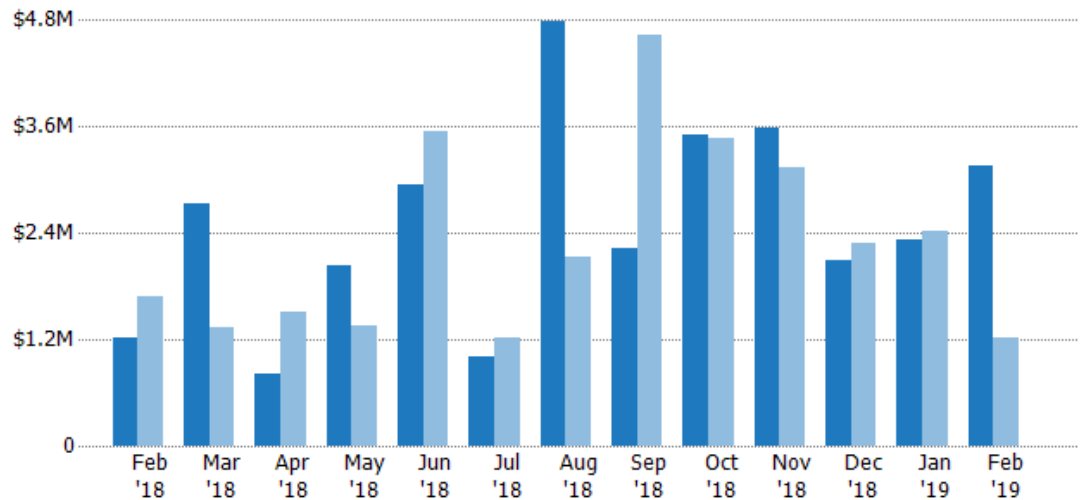
New Pending Sales Volume

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.
Feb '19	\$3.16M	159.2%
Feb '18	\$1.22M	-27.8%
Feb '17	\$1.69M	-33.5%



Current Year	\$1.22M	\$2.73M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.5M	\$3.58M	\$2.09M	\$2.33M	\$3.16M
Prior Year	\$1.69M	\$1.33M	\$1.52M	\$1.36M	\$3.54M	\$1.21M	\$2.13M	\$4.63M	\$3.46M	\$3.14M	\$2.28M	\$2.42M	\$1.22M
Percent Change from Prior Year	-28%	104%	-47%	50%	-17%	-17%	125%	-52%	1%	14%	-9%	-4%	159%

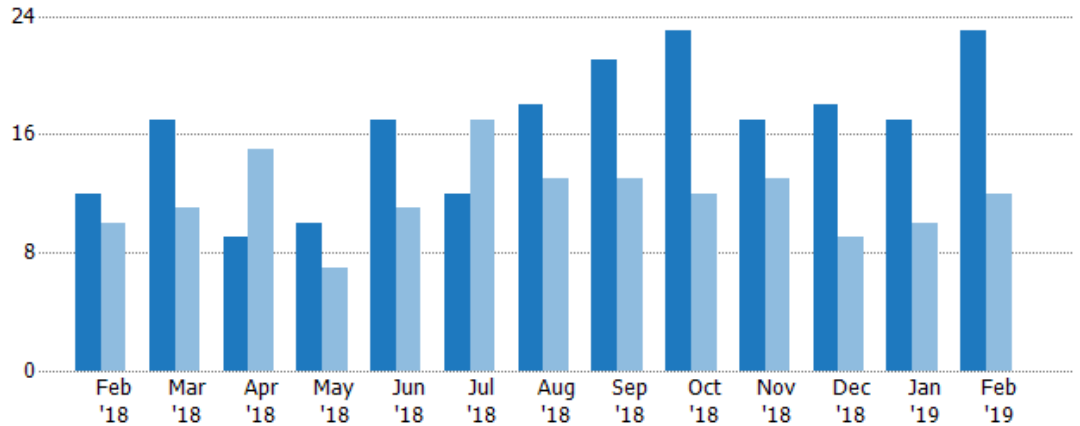
Pending Sales

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.
Feb '19	23	91.7%
Feb '18	12	20%
Feb '17	10	-20%



Current Year	12	17	9	10	17	12	18	21	23	17	18	17	23
Prior Year	10	11	15	7	11	17	13	13	12	13	9	10	12
Percent Change from Prior Year	20%	55%	-40%	43%	55%	-29%	38%	62%	92%	31%	100%	70%	92%

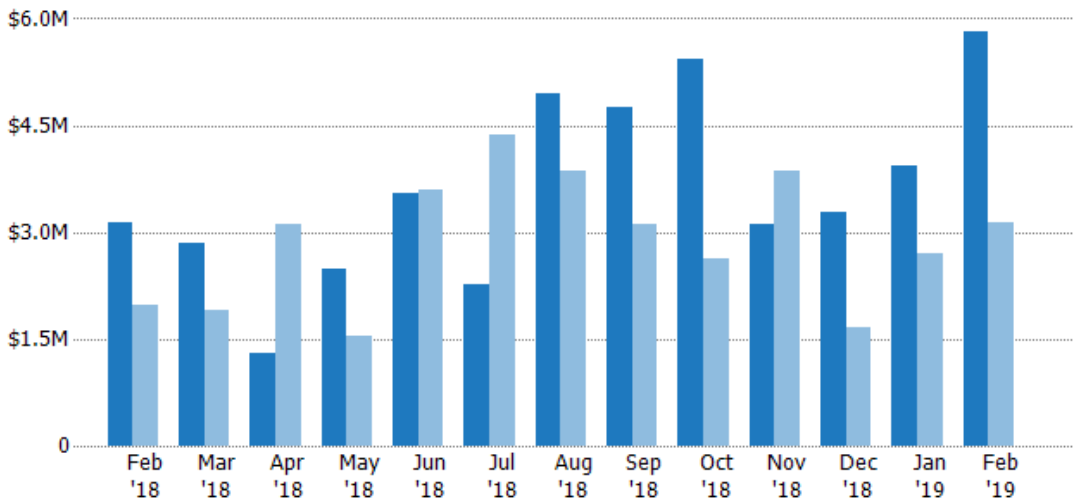
Pending Sales Volume

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.
Feb '19	\$5.82M	85.5%
Feb '18	\$3.14M	58.8%
Feb '17	\$1.98M	-18.4%



Current Year	\$3.14M	\$2.86M	\$1.29M	\$2.49M	\$3.55M	\$2.26M	\$4.95M	\$4.75M	\$5.43M	\$3.11M	\$3.29M	\$3.94M	\$5.82M
Prior Year	\$1.98M	\$1.91M	\$3.1M	\$1.53M	\$3.59M	\$4.37M	\$3.86M	\$3.12M	\$2.63M	\$3.86M	\$1.67M	\$2.71M	\$3.14M
Percent Change from Prior Year	59%	50%	-58%	63%	-1%	-48%	28%	52%	106%	-19%	97%	46%	86%

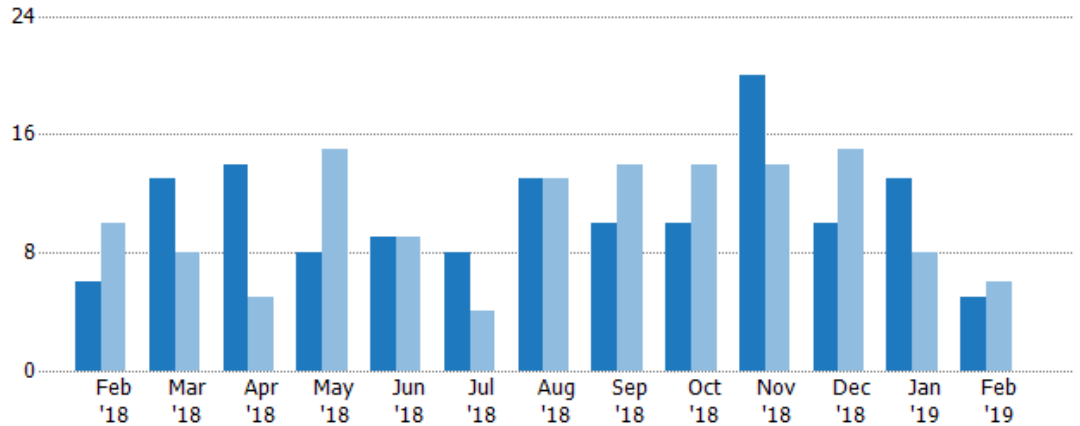
Closed Sales

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.
Feb '19	5	-16.7%
Feb '18	6	-40%
Feb '17	10	-50%



Current Year	6	13	14	8	9	8	13	10	10	20	10	13	5
Prior Year	10	8	5	15	9	4	13	14	14	14	15	8	6
Percent Change from Prior Year	-40%	63%	180%	-47%	0%	100%	0%	-29%	-29%	43%	-33%	63%	-17%

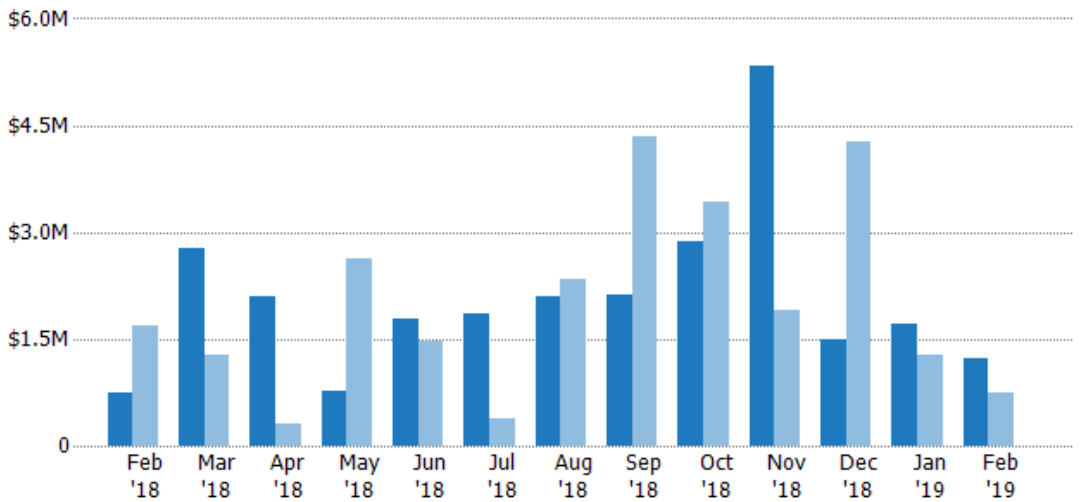
Closed Sales Volume

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.
Feb '19	\$1.23M	63.8%
Feb '18	\$752K	-55.3%
Feb '17	\$1.68M	-37.9%



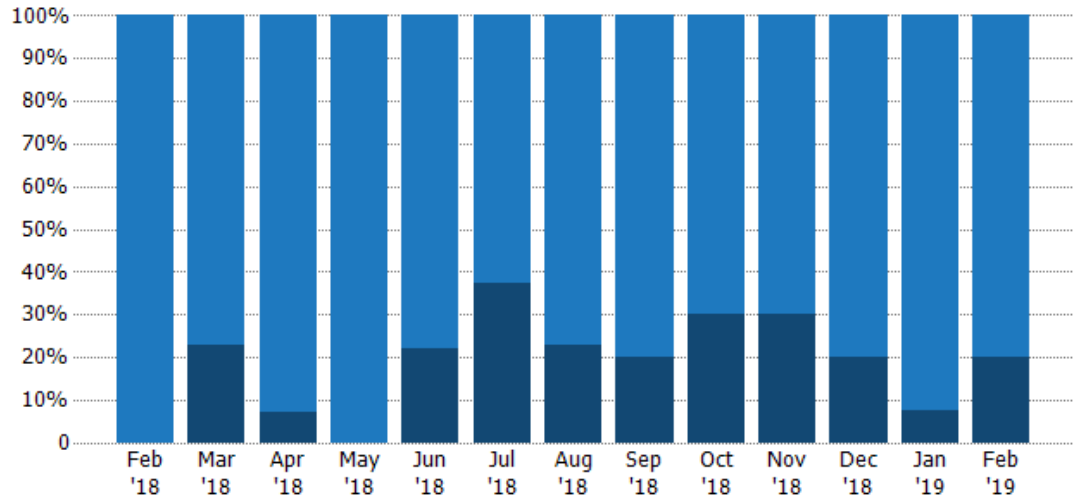
Current Year	\$752K	\$2.77M	\$2.1M	\$777K	\$1.77M	\$1.85M	\$2.09M	\$2.11M	\$2.87M	\$5.34M	\$1.5M	\$1.72M	\$1.23M
Prior Year	\$1.68M	\$1.28M	\$309K	\$2.62M	\$1.47M	\$390K	\$2.34M	\$4.35M	\$3.42M	\$1.9M	\$4.26M	\$1.28M	\$752K
Percent Change from Prior Year	-55%	117%	577%	-70%	20%	375%	-11%	-51%	-16%	181%	-65%	35%	64%

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

Single Family Residence

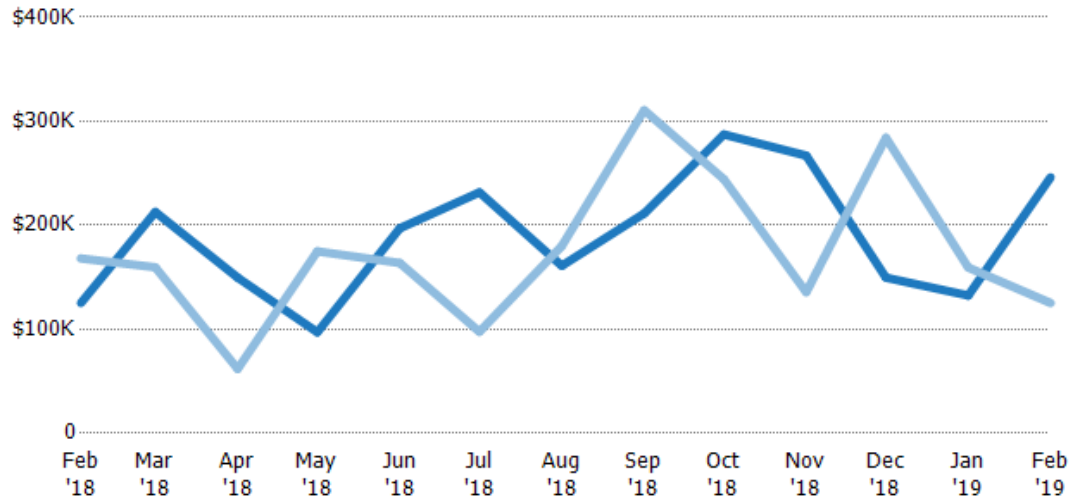
Average Sales Price

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.
Feb '19	\$246K	96.6%
Feb '18	\$125K	-25.5%
Feb '17	\$168K	24.2%



Current Year

Prior Year

Percent Change from Prior Year

\$125K	\$213K	\$150K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$267K	\$150K	\$132K	\$246K
\$168K	\$160K	\$61.9K	\$175K	\$164K	\$97.6K	\$180K	\$311K	\$244K	\$136K	\$284K	\$159K	\$125K
-25%	33%	142%	-44%	20%	137%	-11%	-32%	18%	97%	-47%	-17%	97%

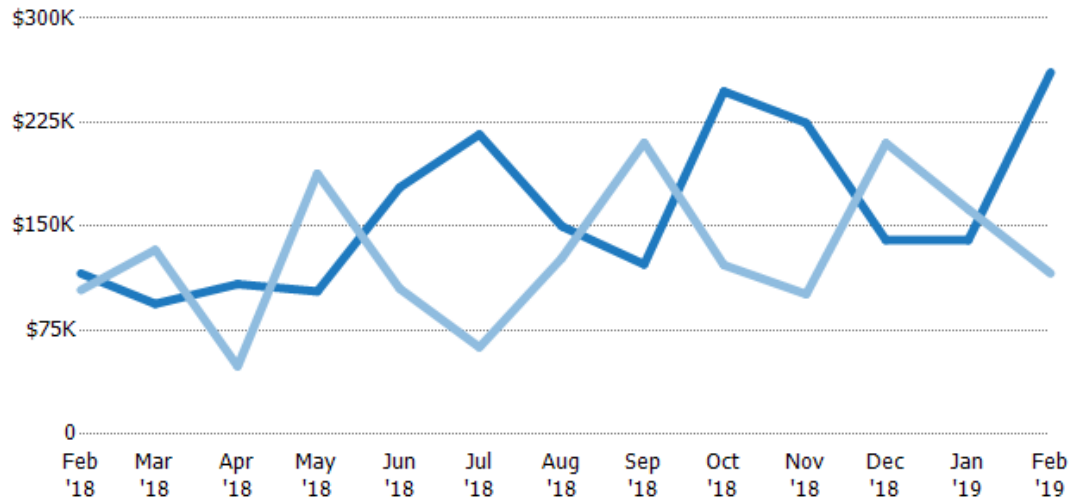
Median Sales Price

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.
Feb '19	\$261K	125%
Feb '18	\$116K	11.5%
Feb '17	\$104K	92.8%



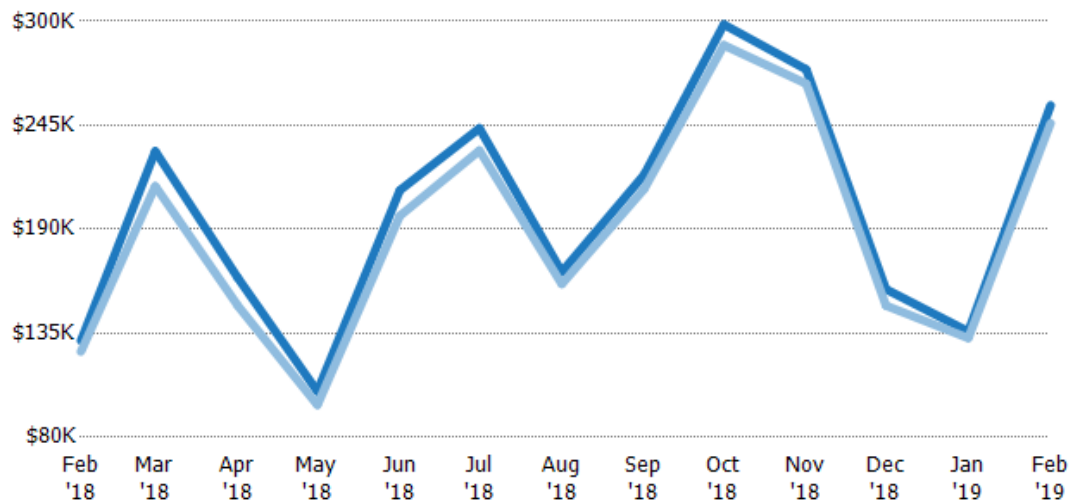
Current Year	\$116K	\$94K	\$108K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$225K	\$140K	\$140K	\$261K
Prior Year	\$104K	\$133K	\$49K	\$188K	\$105K	\$62.8K	\$127K	\$210K	\$122K	\$101K	\$210K	\$162K	\$116K
Percent Change from Prior Year	12%	-29%	121%	-45%	70%	245%	18%	-42%	103%	122%	-33%	-14%	125%

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



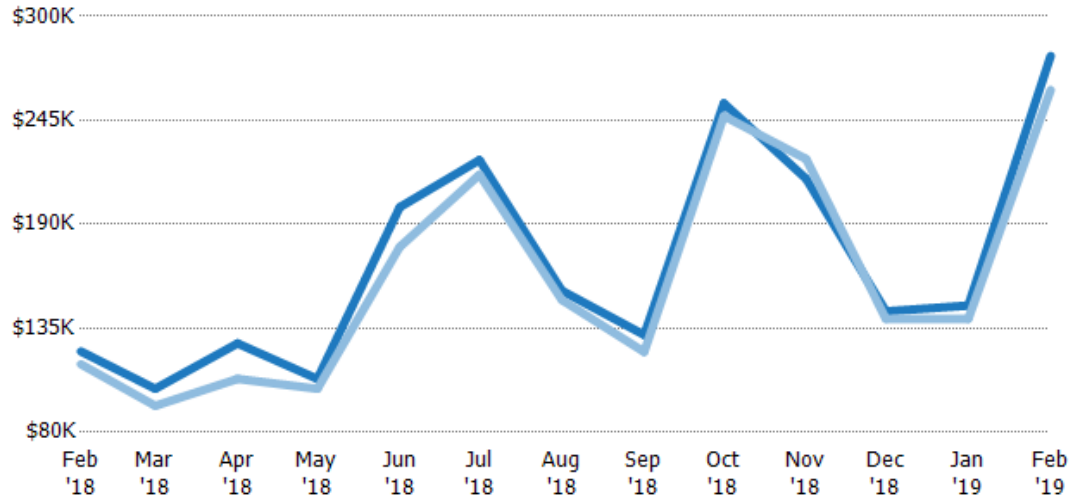
Avg List Price	\$131K	\$231K	\$164K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$275K	\$158K	\$136K	\$256K
Avg Sales Price	\$125K	\$213K	\$150K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$267K	\$150K	\$132K	\$246K
Avg Sales Price as a % of Avg List Price	96%	92%	91%	93%	94%	95%	96%	97%	96%	97%	95%	97%	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

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



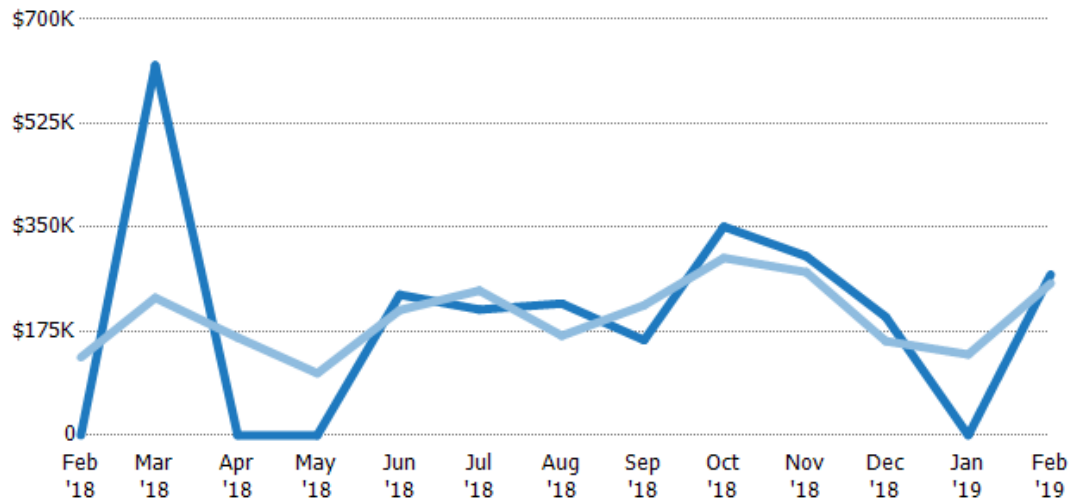
Median List Price	\$123K	\$103K	\$127K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$214K	\$144K	\$147K	\$279K
Median Sales Price	\$116K	\$94K	\$108K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$225K	\$140K	\$140K	\$261K
Med Sales Price as a % of Med List Price	95%	91%	85%	95%	89%	97%	97%	93%	97%	105%	97%	95%	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



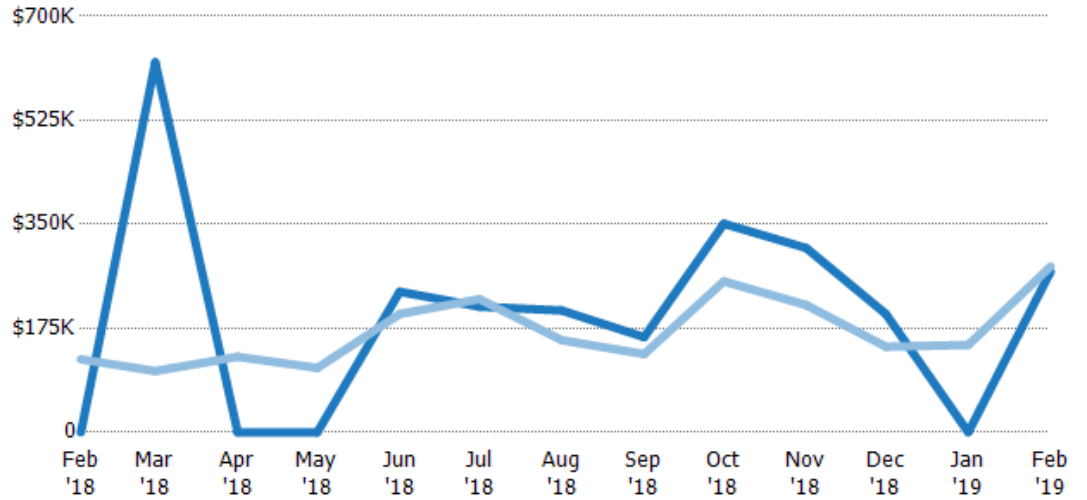
Avg Est Value	\$0	\$623K	\$0	\$0	\$237K	\$212K	\$222K	\$160K	\$351K	\$301K	\$199K	\$0	\$271K
Avg Sales Price	\$131K	\$231K	\$164K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$275K	\$158K	\$136K	\$256K
Avg Sales Price as a % of Avg Est Value	100%	37%	100%	100%	89%	115%	76%	137%	85%	91%	80%	100%	94%

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	\$623K	\$0	\$0	\$237K	\$212K	\$205K	\$160K	\$351K	\$310K	\$199K	\$0	\$271K
Median Sales Price	\$123K	\$103K	\$127K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$214K	\$144K	\$147K	\$279K
Med Sales Price as a % of Med Est Value	100%	17%	100%	100%	84%	106%	76%	82%	72%	69%	72%	100%	103%