

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	20	-60%	68	62	+9.7%
New Listing Volume	\$2,168,900	\$6,615,000	-67.2%	\$19,608,900	\$19,106,900	+2.6%
Active Listing Count	—	91	—	N/A	N/A	
Active Listing Volume	—	\$29,012,999	—	N/A	N/A	
Average Listing Price	—	\$318,824	—	\$407,624	\$277,624	+46.8%
Median Listing Price	—	\$179,000	—	\$296,490	\$167,919	+76.6%
Median Days in RPR	—	87	—	88.25	133.46	-33.9%
Months of Inventory	—	7	-100%	4.7	12.1	-61.3%
Absorption Rate	—	14.29%	—	21.35%	8.26%	+13.1%
Sales Activity Charts Metrics						
New Pending Sales Count	8	7	+14.3%	48	42	+14.3%
New Pending Sales Volume	\$1,789,300	\$803,500	+122.7%	\$11,362,900	\$7,169,300	+58.5%
Pending Sales Count	—	9	—	N/A	N/A	
Pending Sales Volume	—	\$1,288,400	—	N/A	N/A	
Closed Sales Count	6	14	-57.1%	34	41	-17.1%
Closed Sales Volume	\$947,600	\$2,096,000	-54.8%	\$6,793,850	\$6,888,500	-1.4%
Average Sales Price	\$157,933	\$149,714	+5.5%	\$199,819	\$168,012	+18.9%
Median Sales Price	\$180,000	\$108,250	+66.3%	\$188,676	\$115,402	+63.5%

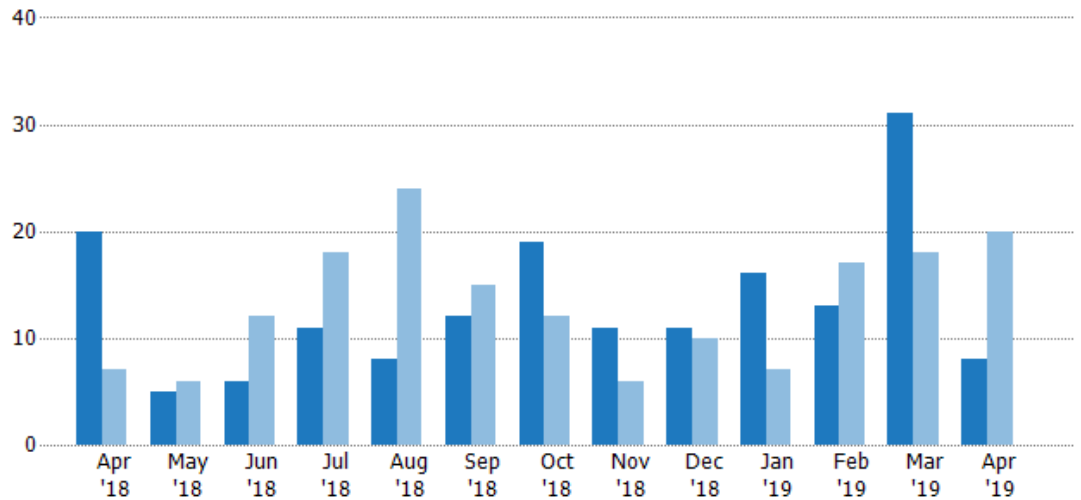
New Listings

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.
Apr '19	8	-60%
Apr '18	20	185.7%
Apr '17	7	-28.6%



Current Year	20	5	6	11	8	12	19	11	11	16	13	31	8
Prior Year	7	6	12	18	24	15	12	6	10	7	17	18	20
Percent Change from Prior Year	186%	-17%	-50%	-39%	-67%	-20%	58%	83%	10%	129%	-24%	72%	-60%

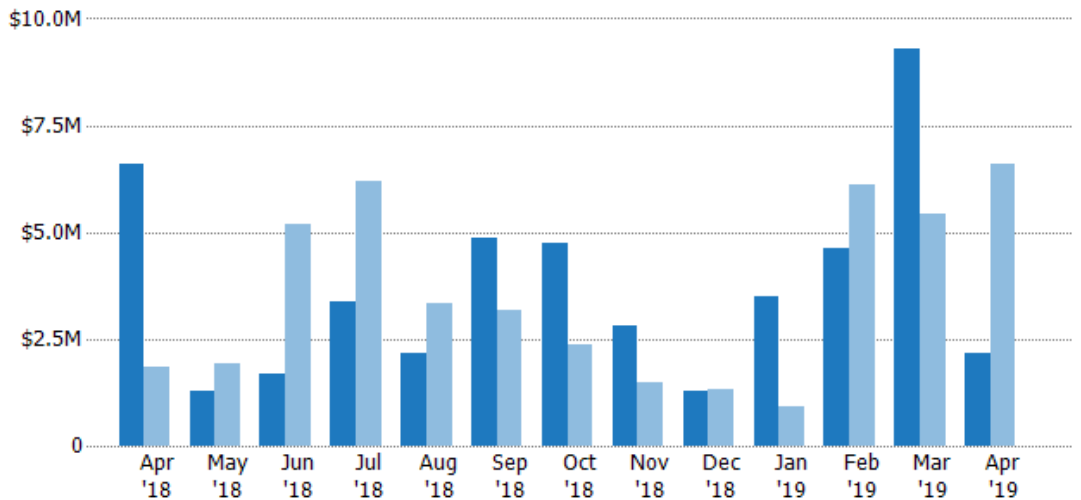
New Listing Volume

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.
Apr '19	\$2.17M	-67.2%
Apr '18	\$6.62M	256.1%
Apr '17	\$1.86M	-63.6%



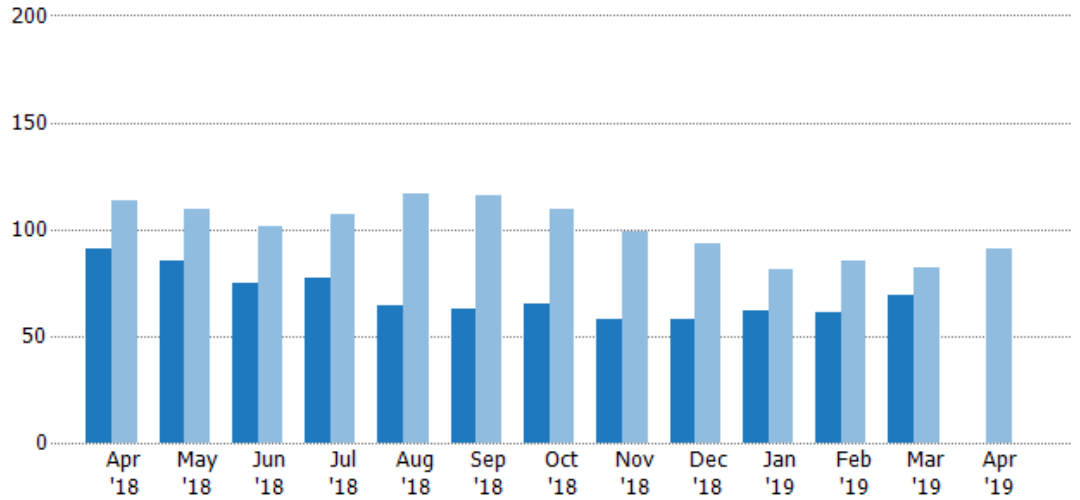
Current Year	\$6.62M	\$1.29M	\$1.7M	\$3.36M	\$2.18M	\$4.87M	\$4.75M	\$2.81M	\$1.28M	\$3.5M	\$4.63M	\$9.31M	\$2.17M
Prior Year	\$1.86M	\$1.92M	\$5.2M	\$6.2M	\$3.34M	\$3.17M	\$2.36M	\$1.47M	\$1.34M	\$924K	\$6.13M	\$5.44M	\$6.62M
Percent Change from Prior Year	256%	-33%	-67%	-46%	-35%	53%	101%	92%	-5%	279%	-24%	71%	-67%

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



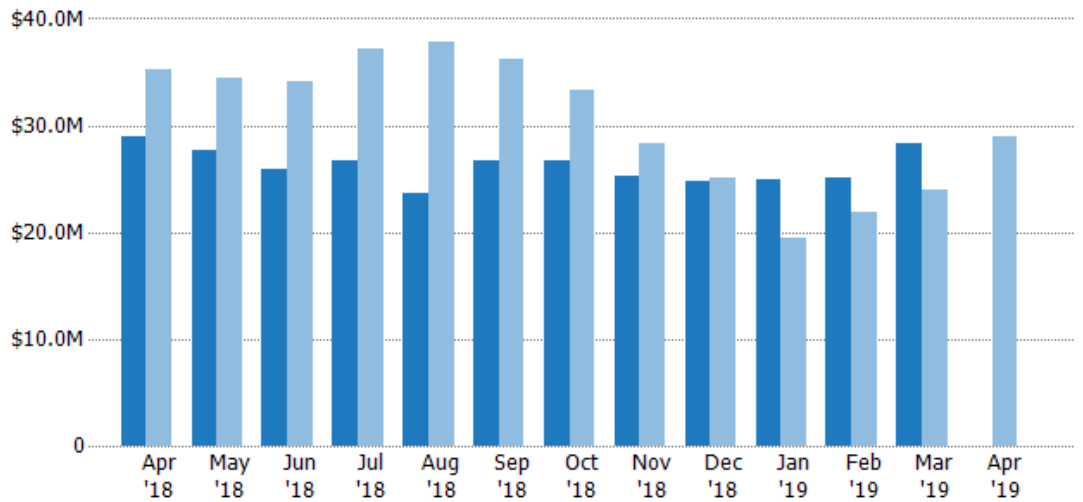
Current Year	91	85	75	77	64	63	65	58	58	62	61	69	-
Prior Year	113	109	101	107	117	116	109	99	93	81	85	82	91
Percent Change from Prior Year	-19%	-22%	-26%	-28%	-45%	-46%	-40%	-41%	-38%	-23%	-28%	-16%	-100%

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



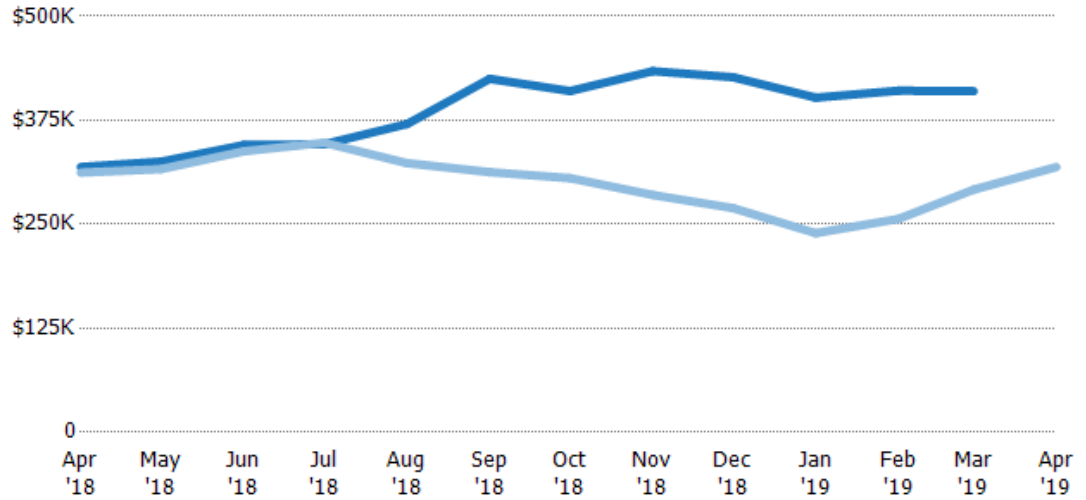
Current Year	\$29M	\$27.7M	\$25.9M	\$26.7M	\$23.7M	\$26.8M	\$26.7M	\$25.2M	\$24.8M	\$24.9M	\$25M	\$28.3M	-
Prior Year	\$35.3M	\$34.5M	\$34.1M	\$37.2M	\$37.9M	\$36.3M	\$33.3M	\$28.2M	\$25.1M	\$19.4M	\$21.8M	\$23.9M	\$29M
Percent Change from Prior Year	-18%	-20%	-24%	-28%	-37%	-26%	-20%	-11%	-1%	29%	15%	18%	-100%

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



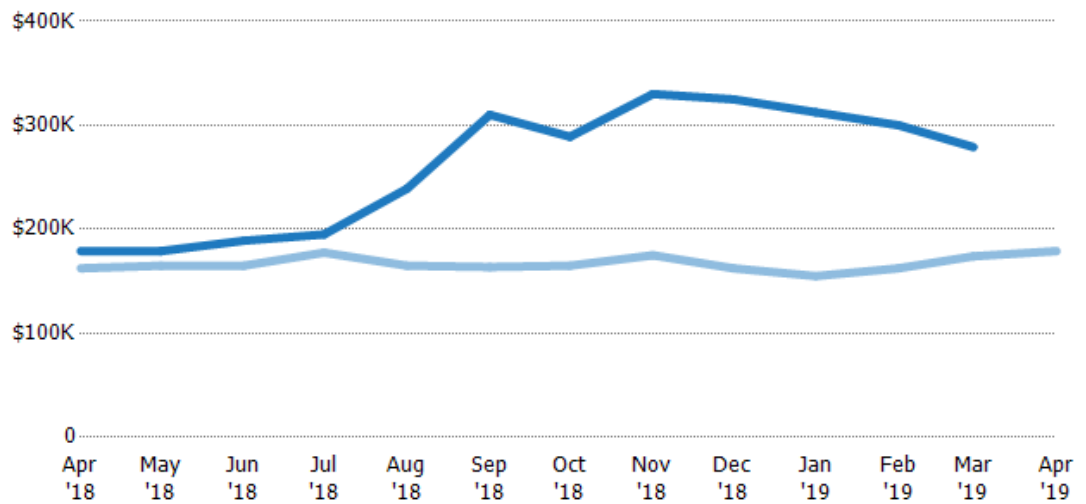
Current Year	\$319K	\$325K	\$345K	\$346K	\$370K	\$425K	\$410K	\$434K	\$427K	\$402K	\$411K	\$410K	-
Prior Year	\$312K	\$316K	\$338K	\$348K	\$324K	\$313K	\$305K	\$285K	\$269K	\$239K	\$257K	\$292K	\$319K
Percent Change from Prior Year	2%	3%	2%	-1%	15%	36%	34%	52%	58%	68%	60%	41%	-100%

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



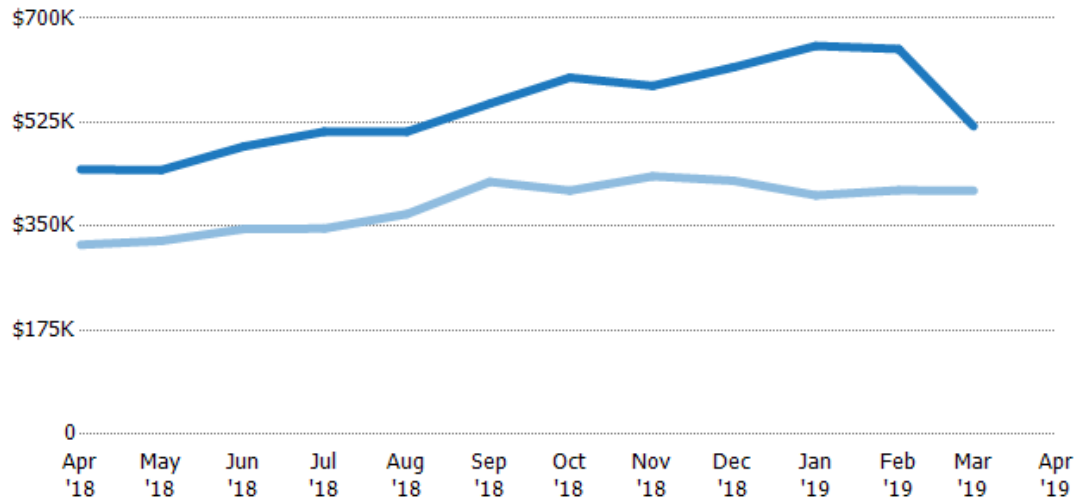
Current Year	\$179K	\$179K	\$189K	\$195K	\$239K	\$310K	\$289K	\$330K	\$325K	\$313K	\$300K	\$279K	-
Prior Year	\$163K	\$165K	\$165K	\$178K	\$165K	\$164K	\$165K	\$175K	\$163K	\$155K	\$163K	\$174K	\$179K
Percent Change from Prior Year	10%	8%	15%	10%	45%	89%	75%	89%	100%	102%	85%	60%	-100%

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



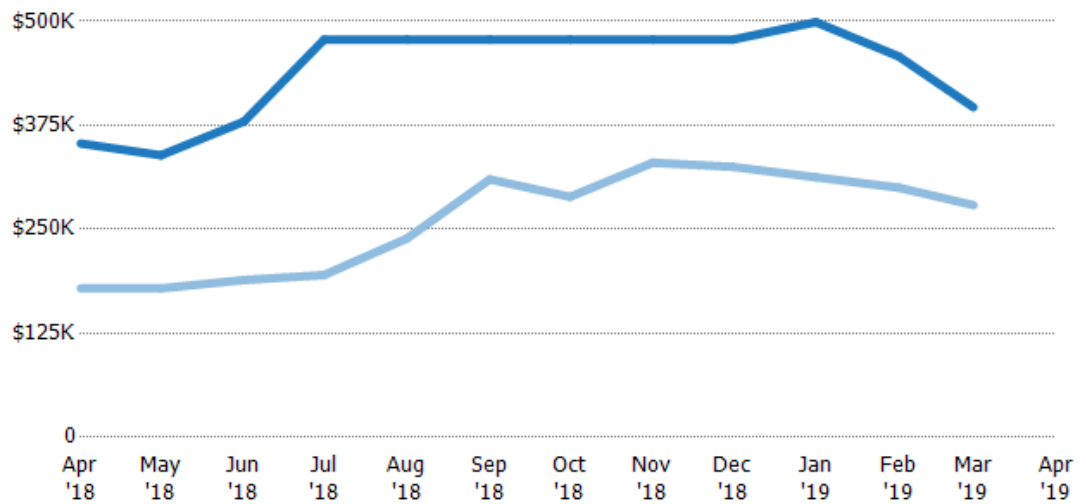
Avg Est Value	\$446K	\$444K	\$484K	\$509K	\$509K	\$556K	\$600K	\$586K	\$617K	\$653K	\$648K	\$518K	-
Avg Listing Price	\$319K	\$325K	\$345K	\$346K	\$370K	\$425K	\$410K	\$434K	\$427K	\$402K	\$411K	\$410K	-
Avg Listing Price as a % of Avg Est Value	72%	73%	71%	68%	73%	76%	68%	74%	69%	62%	63%	79%	-

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



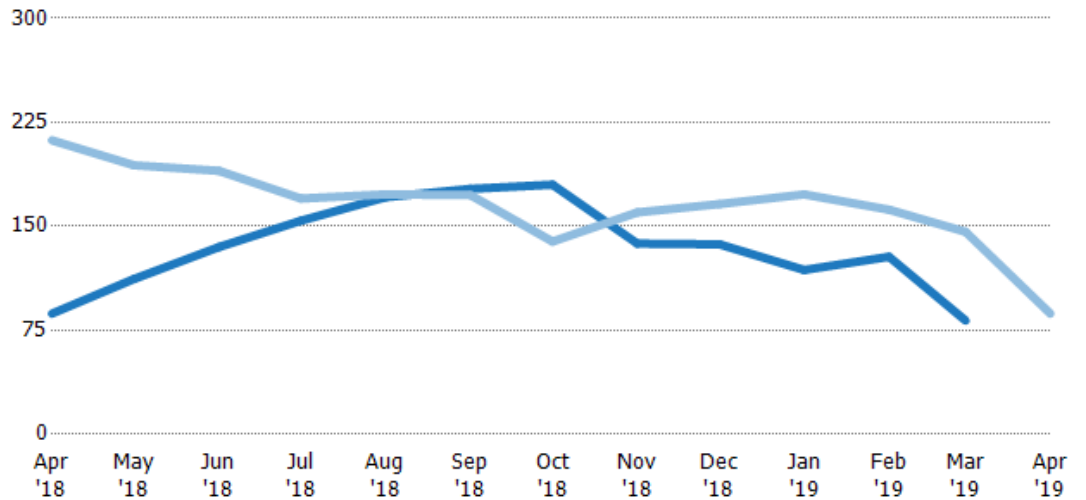
Median Est Value	\$353K	\$339K	\$379K	\$478K	\$478K	\$478K	\$478K	\$478K	\$478K	\$499K	\$458K	\$397K	-
Median Listing Price	\$179K	\$179K	\$189K	\$195K	\$239K	\$310K	\$289K	\$330K	\$325K	\$313K	\$300K	\$279K	-
Med Listing Price as a % of Med Est Value	51%	53%	50%	41%	50%	65%	60%	69%	68%	63%	66%	70%	-

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



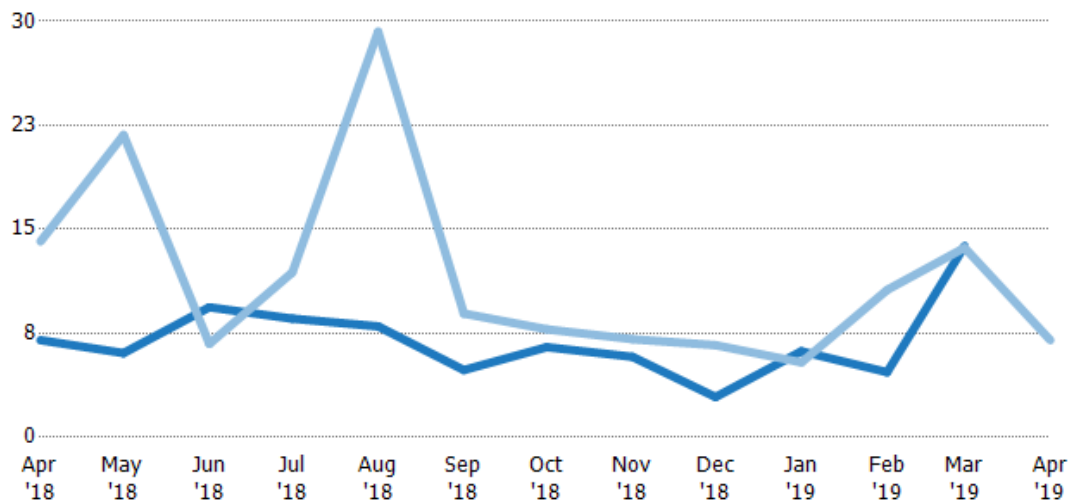
Current Year	87	112	135	154	171	177	180	138	137	119	128	82	-
Prior Year	212	194	190	170	173	173	139	160	166	173	162	146	87
Percent Change from Prior Year	-59%	-42%	-29%	-9%	-1%	3%	29%	-14%	-17%	-32%	-21%	-44%	-100%

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



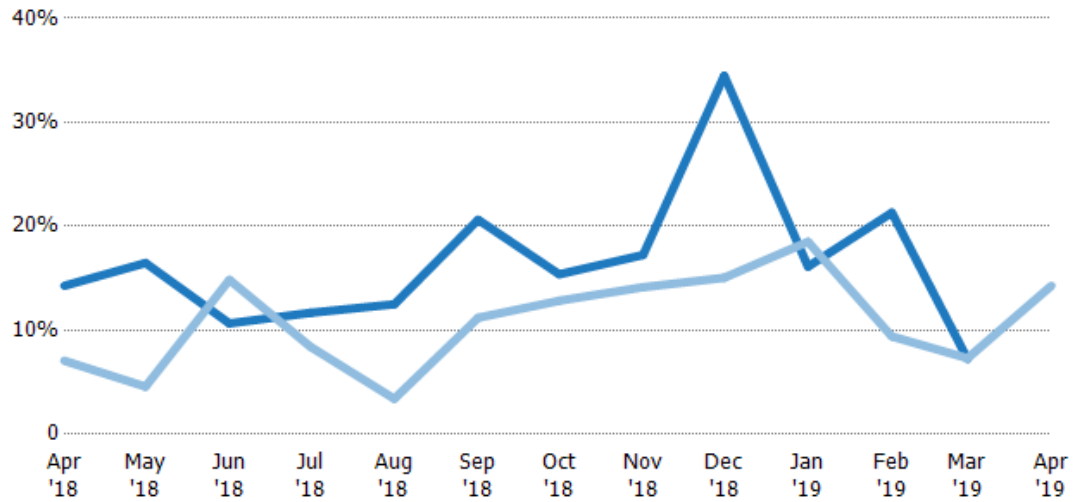
Current Year	7	6.07	9.38	8.56	8	4.85	6.5	5.8	2.9	6.2	4.69	13.8	-
Prior Year	14.1	21.8	6.73	11.9	29.3	8.92	7.79	7.07	6.64	5.4	10.6	13.7	7
Percent Change from Prior Year	-50%	-72%	39%	-28%	-73%	-46%	-17%	-18%	-56%	15%	-56%	1%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



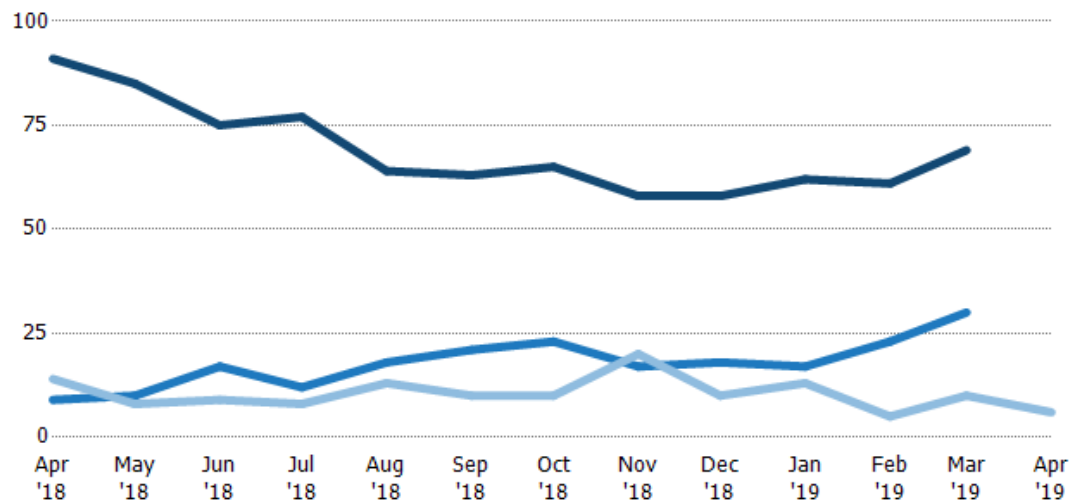
Current Year	14%	16%	11%	12%	13%	21%	15%	17%	34%	16%	21%	7%	-
Prior Year	7%	5%	15%	8%	3%	11%	13%	14%	15%	19%	9%	7%	14%
Change from Prior Year	-7%	-12%	4%	-3%	-9%	-9%	-3%	-3%	-19%	2%	-12%	0%	14%

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	91	85	75	77	64	63	65	58	58	62	61	69	-
Pending	9	10	17	12	18	21	23	17	18	17	23	30	-
Sold	14	8	9	8	13	10	10	20	10	13	5	10	6

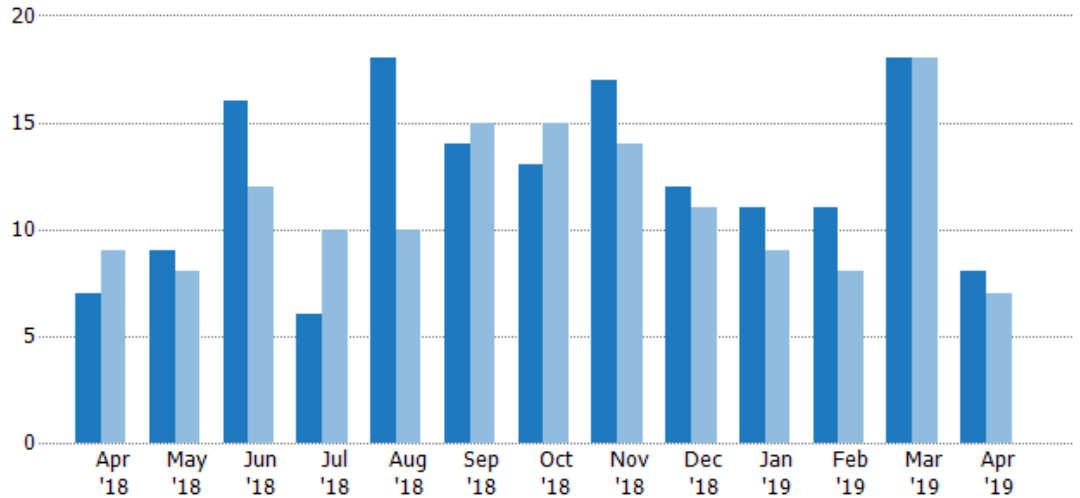
New Pending Sales

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.
Apr '19	8	14.3%
Apr '18	7	-22.2%
Apr '17	9	-22.2%



Current Year	7	9	16	6	18	14	13	17	12	11	11	18	8
Prior Year	9	8	12	10	10	15	15	14	11	9	8	18	7
Percent Change from Prior Year	-22%	13%	33%	-40%	80%	-7%	-13%	21%	9%	22%	38%	0%	14%

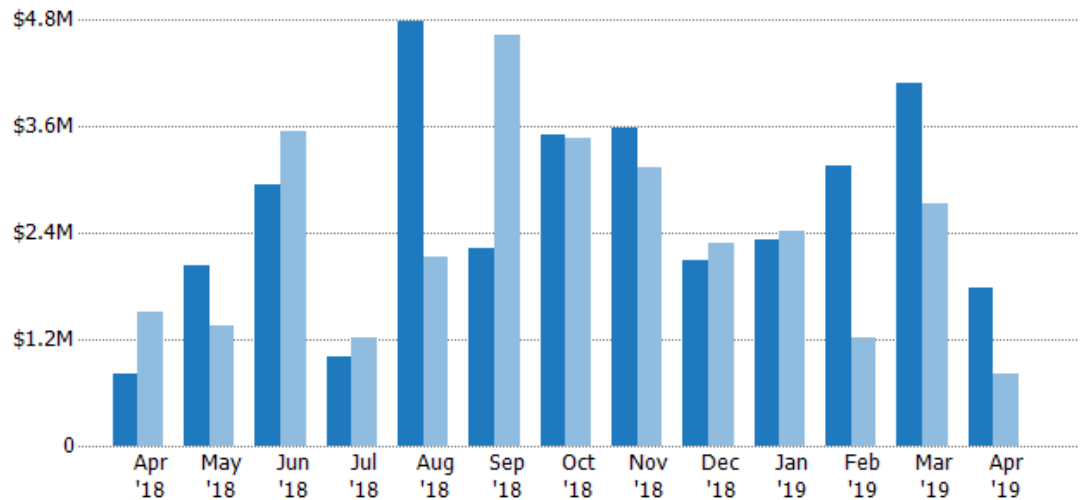
New Pending Sales Volume

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.
Apr '19	\$1.79M	122.7%
Apr '18	\$804K	-47.1%
Apr '17	\$1.52M	-44.2%



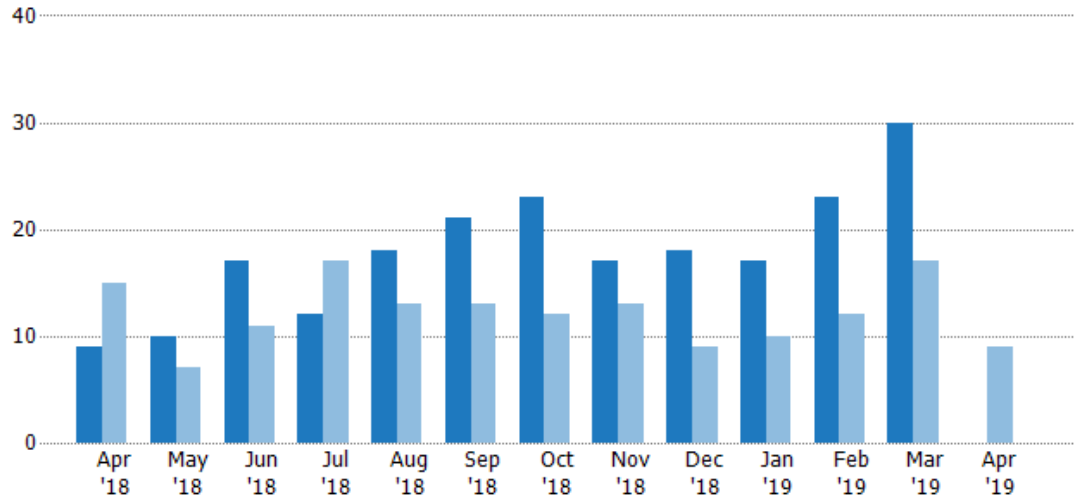
Current Year	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.5M	\$3.58M	\$2.09M	\$2.33M	\$3.16M	\$4.08M	\$1.79M
Prior Year	\$1.52M	\$1.36M	\$3.54M	\$1.21M	\$2.13M	\$4.63M	\$3.46M	\$3.14M	\$2.28M	\$2.42M	\$1.22M	\$2.73M	\$804K
Percent Change from Prior Year	-47%	50%	-17%	-17%	125%	-52%	1%	14%	-9%	-4%	159%	50%	123%

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



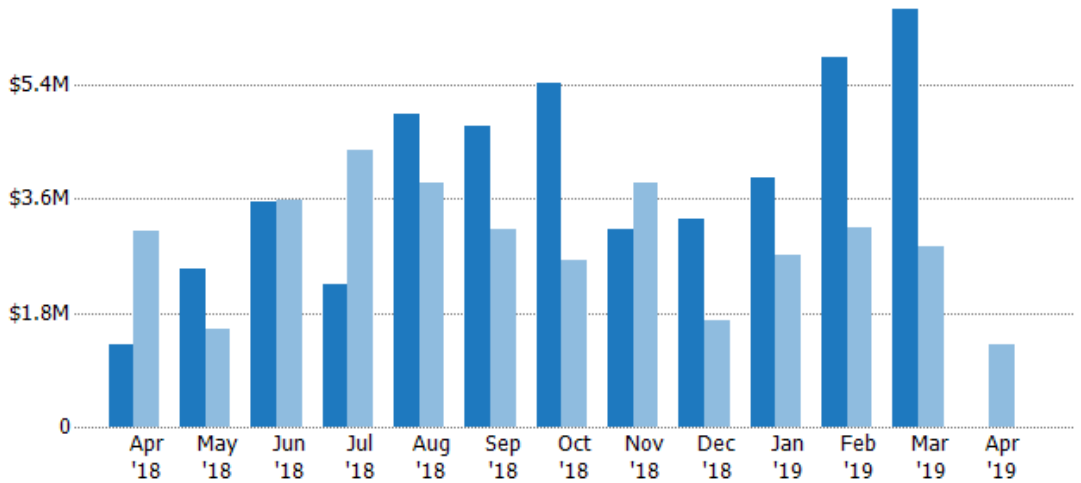
Current Year	9	10	17	12	18	21	23	17	18	17	23	30	-
Prior Year	15	7	11	17	13	13	12	13	9	10	12	17	9
Percent Change from Prior Year	-40%	43%	55%	-29%	38%	62%	92%	31%	100%	70%	92%	76%	-100%

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



Current Year	\$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	\$3.1M	\$1.53M	\$3.59M	\$4.37M	\$3.86M	\$3.12M	\$2.63M	\$3.86M	\$1.67M	\$2.71M	\$3.14M	\$2.86M	\$1.29M
Percent Change from Prior Year	-58%	63%	-1%	-48%	28%	52%	106%	-19%	97%	46%	86%	130%	-100%

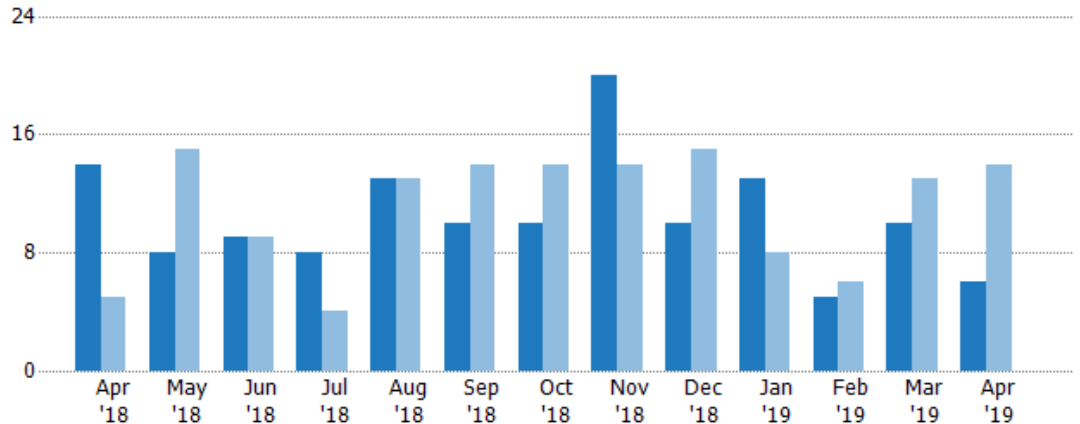
Closed Sales

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.
Apr '19	6	-57.1%
Apr '18	14	180%
Apr '17	5	-40%



Current Year	14	8	9	8	13	10	10	20	10	13	5	10	6
Prior Year	5	15	9	4	13	14	14	14	15	8	6	13	14
Percent Change from Prior Year	180%	-47%	0%	100%	0%	-29%	-29%	43%	-33%	63%	-17%	-23%	-57%

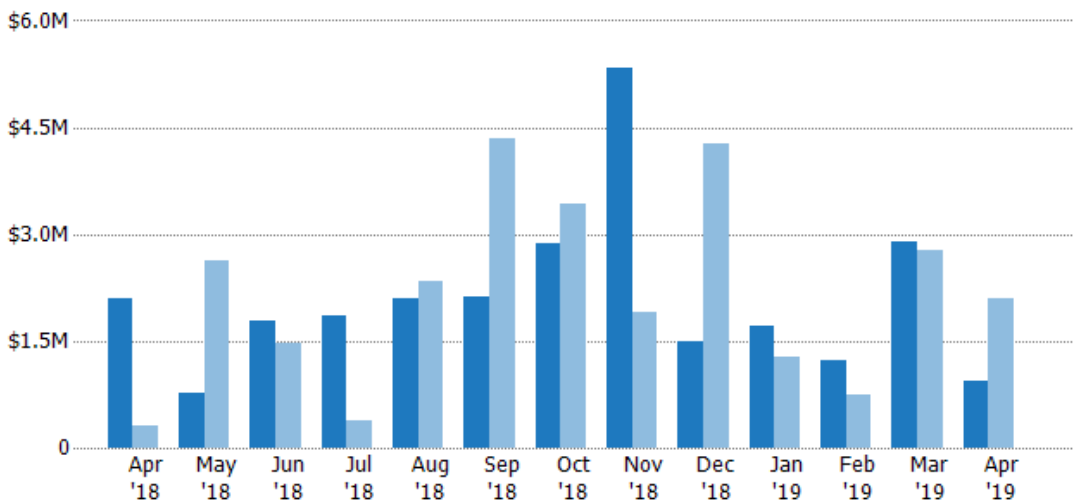
Closed Sales Volume

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.
Apr '19	\$948K	-54.8%
Apr '18	\$2.1M	577.3%
Apr '17	\$309K	175%



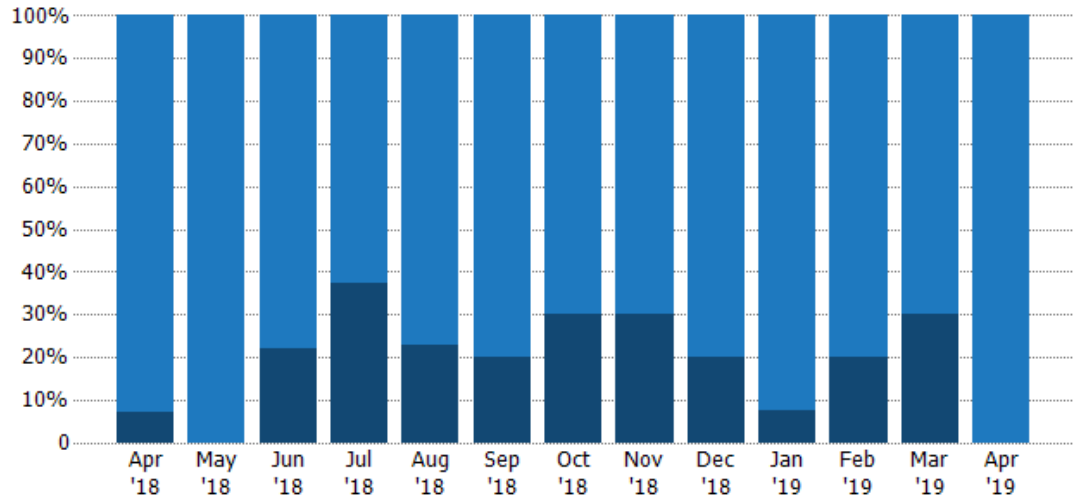
Current Year	\$2.1M	\$777K	\$1.77M	\$1.85M	\$2.09M	\$2.11M	\$2.87M	\$5.34M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$948K
Prior Year	\$309K	\$2.62M	\$1.47M	\$390K	\$2.34M	\$4.35M	\$3.42M	\$1.9M	\$4.26M	\$1.28M	\$752K	\$2.77M	\$2.1M
Percent Change from Prior Year	577%	-70%	20%	375%	-11%	-51%	-16%	181%	-65%	35%	64%	5%	-55%

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

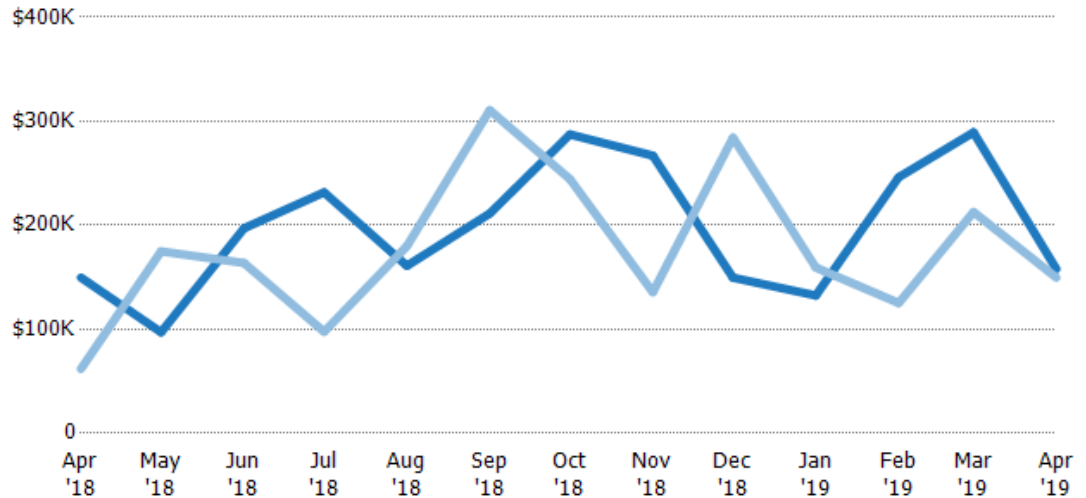
Average Sales Price

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.
Apr '19	\$158K	5.5%
Apr '18	\$150K	141.9%
Apr '17	\$61.9K	358.3%



Current Year

Prior Year

Percent Change from Prior Year

\$150K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$267K	\$150K	\$132K	\$246K	\$289K	\$158K
\$61.9K	\$175K	\$164K	\$97.6K	\$180K	\$311K	\$244K	\$136K	\$284K	\$159K	\$125K	\$213K	\$150K
142%	-44%	20%	137%	-11%	-32%	18%	97%	-47%	-17%	97%	36%	5%

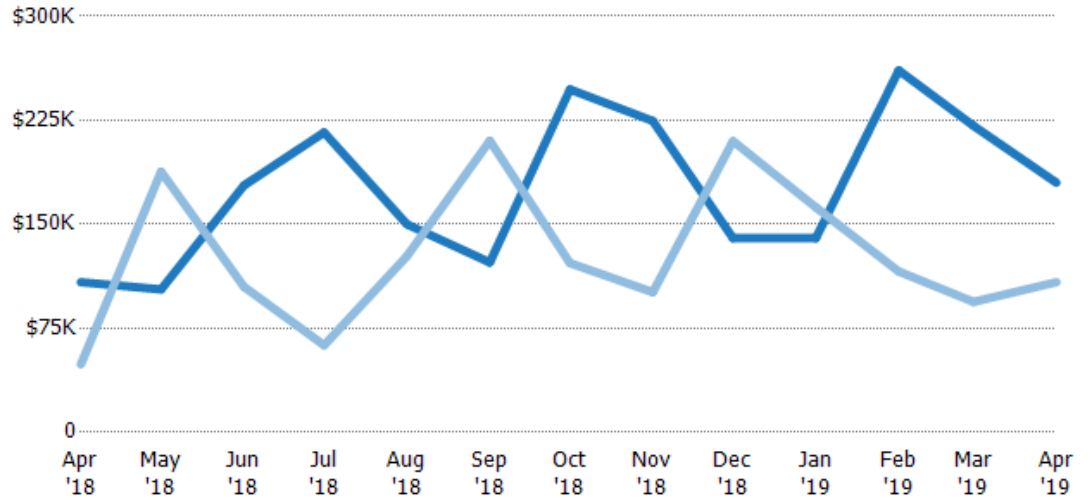
Median Sales Price

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.
Apr '19	\$180K	66.3%
Apr '18	\$108K	120.9%
Apr '17	\$49K	171.4%



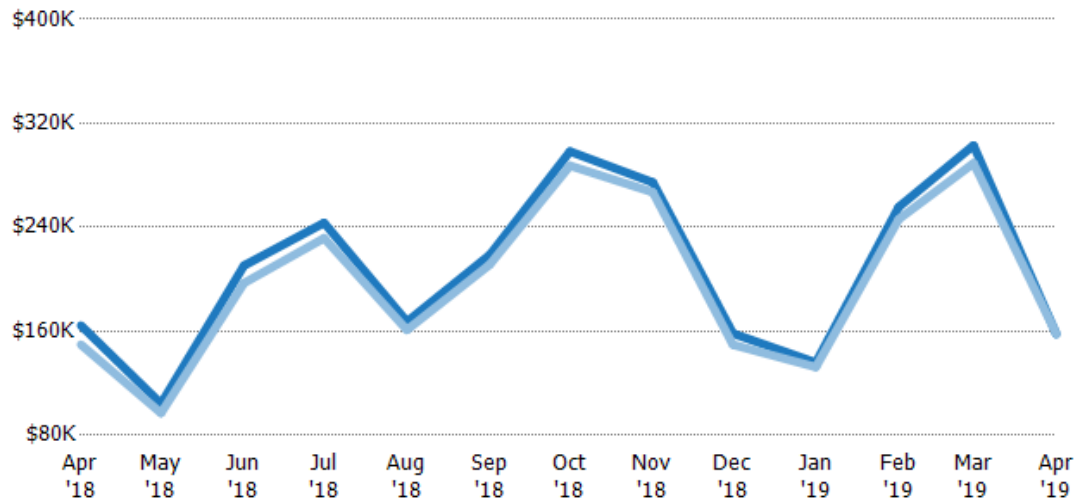
Current Year	\$108K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$225K	\$140K	\$140K	\$261K	\$221K	\$180K
Prior Year	\$49K	\$188K	\$105K	\$62.8K	\$127K	\$210K	\$122K	\$101K	\$210K	\$162K	\$116K	\$94K	\$108K
Percent Change from Prior Year	121%	-45%	70%	245%	18%	-42%	103%	122%	-33%	-14%	125%	135%	66%

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



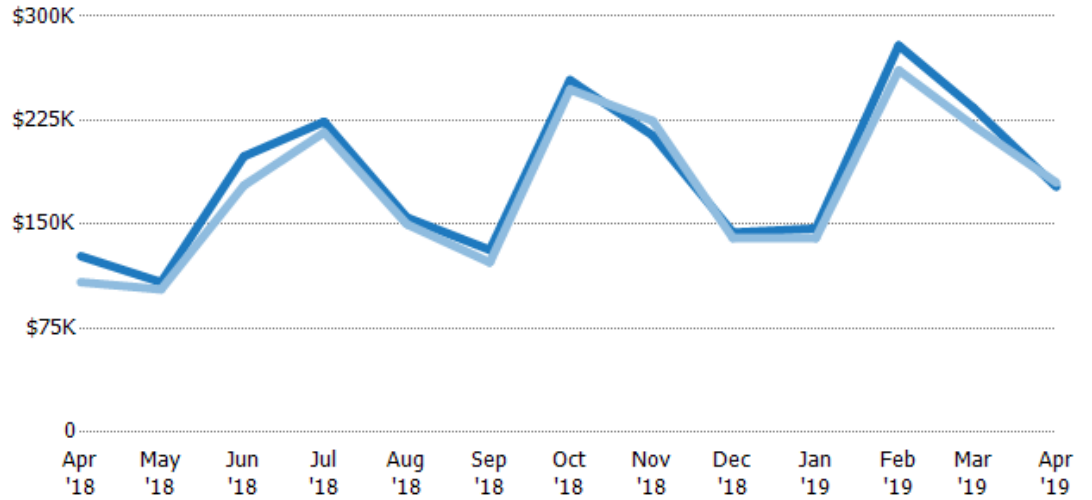
Avg List Price	\$164K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$275K	\$158K	\$136K	\$256K	\$303K	\$158K
Avg Sales Price	\$150K	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$287K	\$267K	\$150K	\$132K	\$246K	\$289K	\$158K
Avg Sales Price as a % of Avg List Price	91%	93%	94%	95%	96%	97%	96%	97%	95%	97%	96%	95%	100%

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



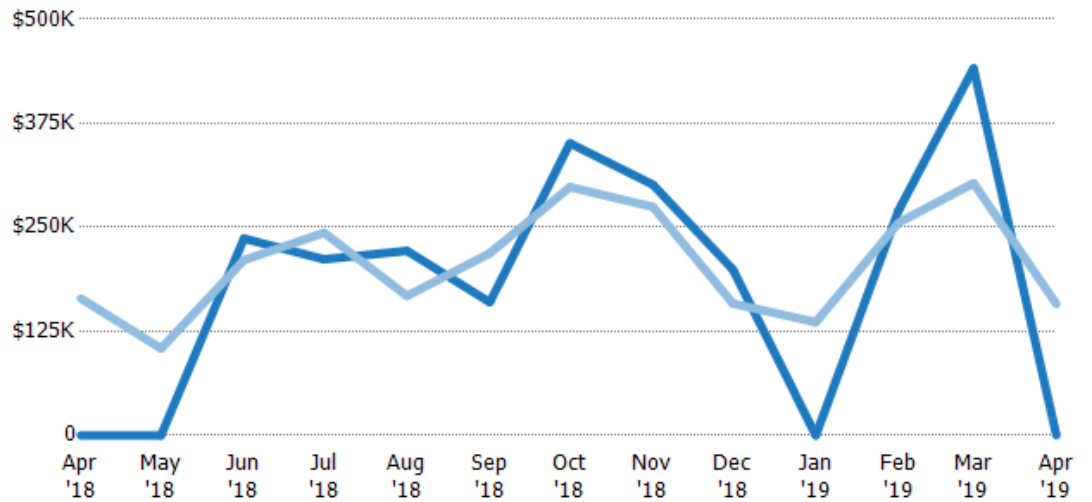
Median List Price	\$127K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$214K	\$144K	\$147K	\$279K	\$234K	\$177K
Median Sales Price	\$108K	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$225K	\$140K	\$140K	\$261K	\$221K	\$180K
Med Sales Price as a % of Med List Price	85%	95%	89%	97%	97%	93%	97%	105%	97%	95%	94%	94%	102%

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



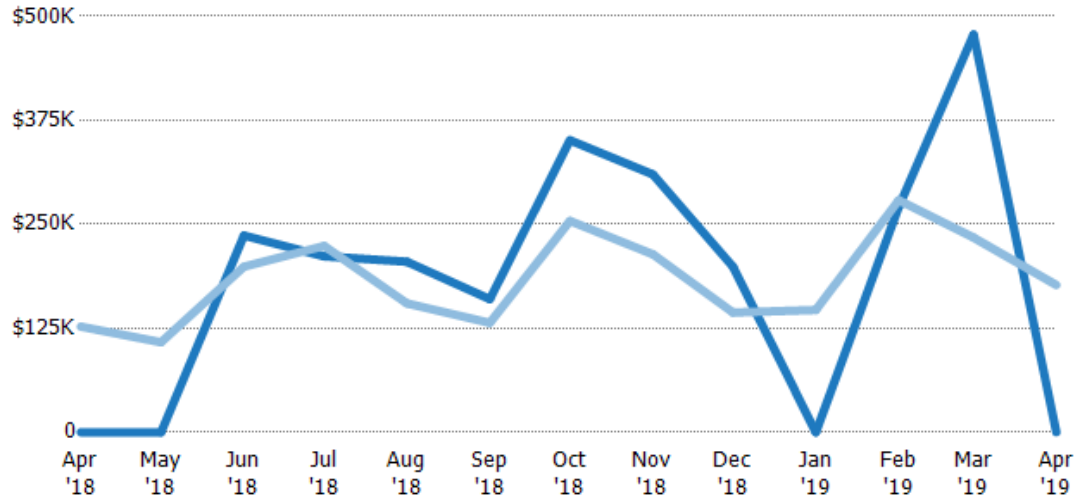
Avg Est Value	\$0	\$0	\$237K	\$212K	\$222K	\$160K	\$351K	\$301K	\$199K	\$0	\$271K	\$441K	\$0
Avg Sales Price	\$164K	\$104K	\$211K	\$243K	\$167K	\$219K	\$298K	\$275K	\$158K	\$136K	\$256K	\$303K	\$158K
Avg Sales Price as a % of Avg Est Value	100%	100%	89%	115%	76%	137%	85%	91%	80%	100%	94%	69%	100%

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	\$237K	\$212K	\$205K	\$160K	\$351K	\$310K	\$199K	\$0	\$271K	\$478K	\$0
Median Sales Price	\$127K	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$214K	\$144K	\$147K	\$279K	\$234K	\$177K
Med Sales Price as a % of Med Est Value	100%	100%	84%	106%	76%	82%	72%	69%	72%	100%	103%	49%	100%