

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	5	+80%	84	68	+23.5%
New Listing Volume	\$1,577,350	\$1,292,900	+22%	\$23,370,250	\$20,494,800	+14%
Active Listing Count	50	86	-41.9%	N/A	N/A	
Active Listing Volume	\$20,993,050	\$27,748,499	-24.3%	N/A	N/A	
Average Listing Price	\$419,861	\$322,657	+30.1%	\$407,038	\$285,370	+42.6%
Median Listing Price	\$294,450	\$176,750	+66.6%	\$302,377	\$168,673	+79.3%
Median Days in RPR	89.5	111.5	-19.7%	96.5	127.26	-24.2%
Months of Inventory	3.3	6.1	-45.7%	6.1	9.5	-35.9%
Absorption Rate	30%	16.28%	+13.7%	16.45%	10.54%	+5.9%
Sales Activity Charts Metrics						
New Pending Sales Count	13	9	+44.4%	68	50	+36%
New Pending Sales Volume	\$2,711,800	\$2,038,400	+33%	\$18,070,600	\$8,972,700	+101.4%
Pending Sales Count	24	10	+140%	N/A	N/A	
Pending Sales Volume	\$5,520,400	\$2,492,400	+121.5%	N/A	N/A	
Closed Sales Count	18	8	+125%	61	50	+22%
Closed Sales Volume	\$6,375,200	\$777,000	+720.5%	\$14,478,550	\$7,607,500	+90.3%
Average Sales Price	\$354,178	\$97,125	+264.7%	\$237,353	\$152,150	+56%
Median Sales Price	\$165,500	\$103,000	+60.7%	\$172,689	\$107,910	+60%

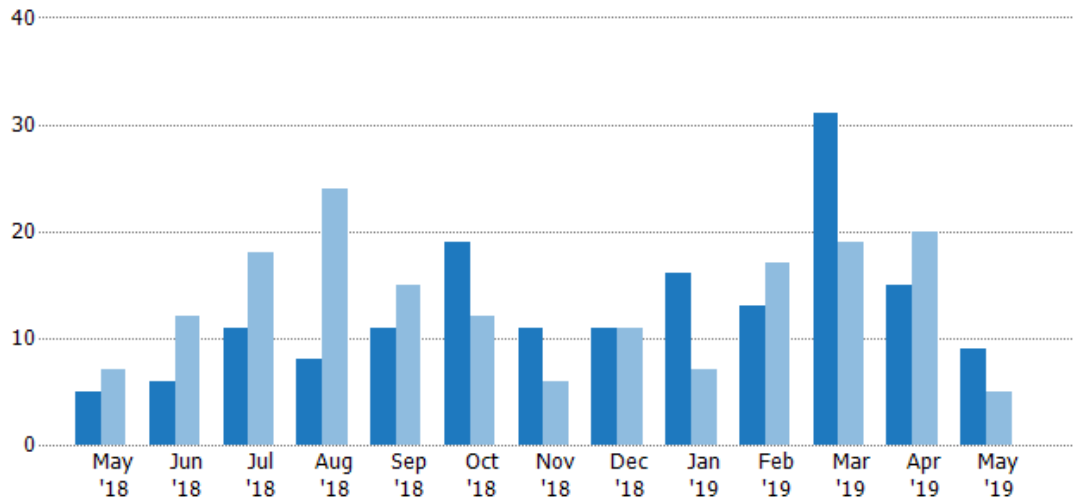
New Listings

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.
May '19	9	80%
May '18	5	-28.6%
May '17	7	0%



Current Year	5	6	11	8	11	19	11	11	16	13	31	15	9
Prior Year	7	12	18	24	15	12	6	11	7	17	19	20	5
Percent Change from Prior Year	-29%	-50%	-39%	-67%	-27%	58%	83%	0%	129%	-24%	63%	-25%	80%

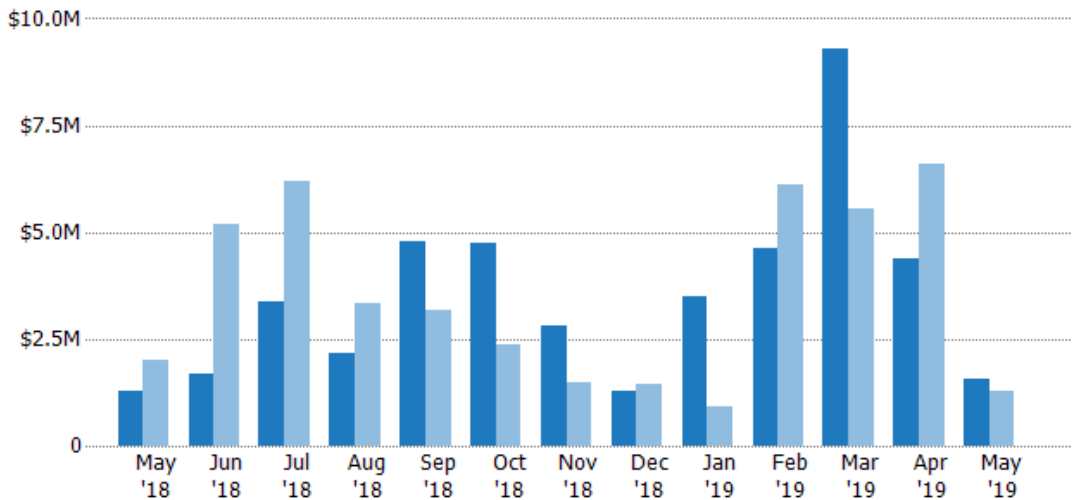
New Listing Volume

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.
May '19	\$1.58M	22%
May '18	\$1.29M	-35.1%
May '17	\$1.99M	-13.2%



Current Year	\$1.29M	\$1.7M	\$3.36M	\$2.15M	\$4.8M	\$4.75M	\$2.8M	\$1.28M	\$3.5M	\$4.62M	\$9.3M	\$4.37M	\$1.58M
Prior Year	\$1.99M	\$5.2M	\$6.2M	\$3.34M	\$3.17M	\$2.36M	\$1.47M	\$1.45M	\$924K	\$6.13M	\$5.54M	\$6.62M	\$1.29M
Percent Change from Prior Year	-35%	-67%	-46%	-36%	51%	101%	91%	-12%	279%	-25%	68%	-34%	22%

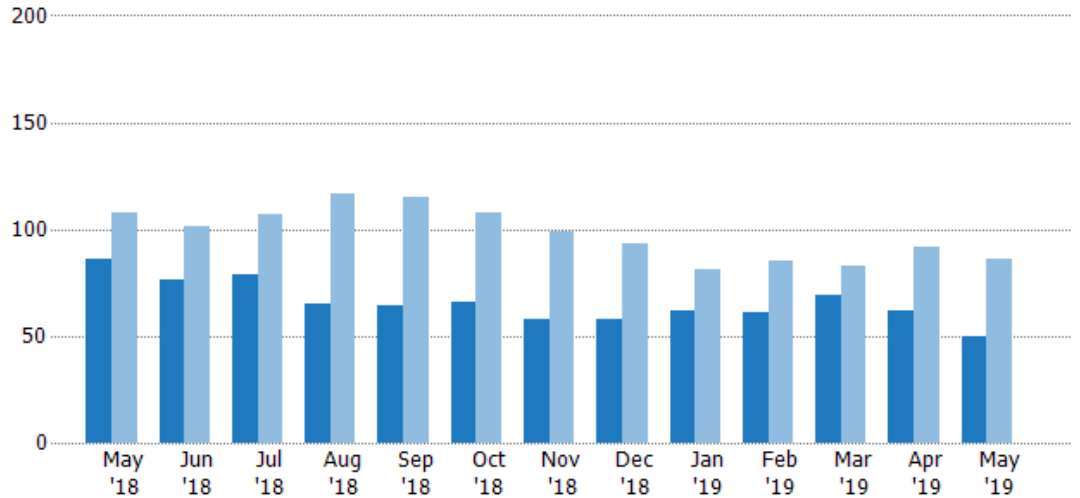
Active Listings

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.
May '19	50	-41.9%
May '18	86	-20.4%
May '17	108	-12%



Current Year	86	76	79	65	64	66	58	58	62	61	69	62	50
Prior Year	108	101	107	117	115	108	99	93	81	85	83	92	86
Percent Change from Prior Year	-20%	-25%	-26%	-44%	-44%	-39%	-41%	-38%	-23%	-28%	-17%	-33%	-42%

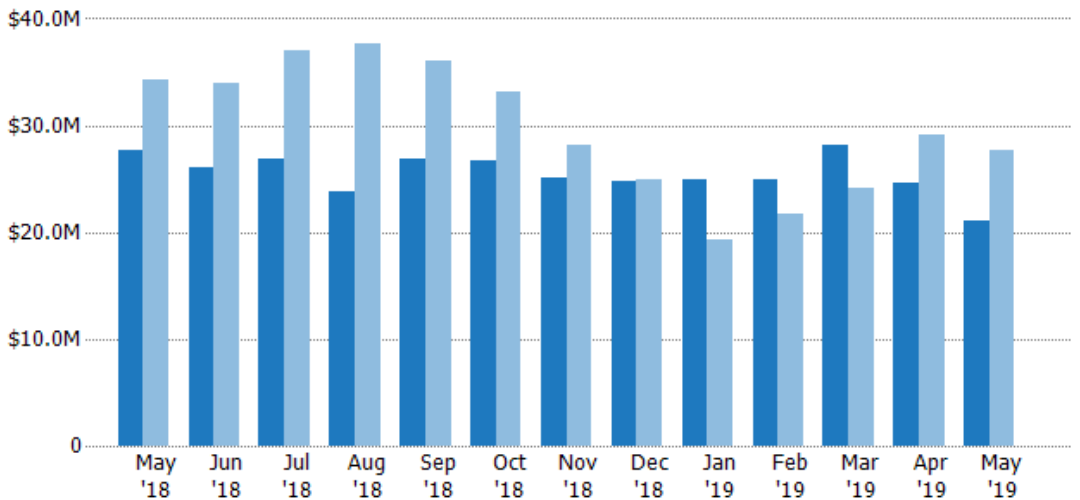
Active Listing Volume

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.
May '19	\$21M	-24.3%
May '18	\$27.7M	-18.9%
May '17	\$34.2M	-24.9%



Current Year	\$27.7M	\$26M	\$26.9M	\$23.8M	\$26.8M	\$26.7M	\$25.1M	\$24.7M	\$24.9M	\$25M	\$28.2M	\$24.6M	\$21M
Prior Year	\$34.2M	\$33.9M	\$37.1M	\$37.7M	\$36.1M	\$33.1M	\$28.1M	\$24.9M	\$19.3M	\$21.7M	\$24M	\$29.1M	\$27.7M
Percent Change from Prior Year	-19%	-23%	-28%	-37%	-26%	-19%	-11%	-1%	29%	15%	17%	-15%	-24%

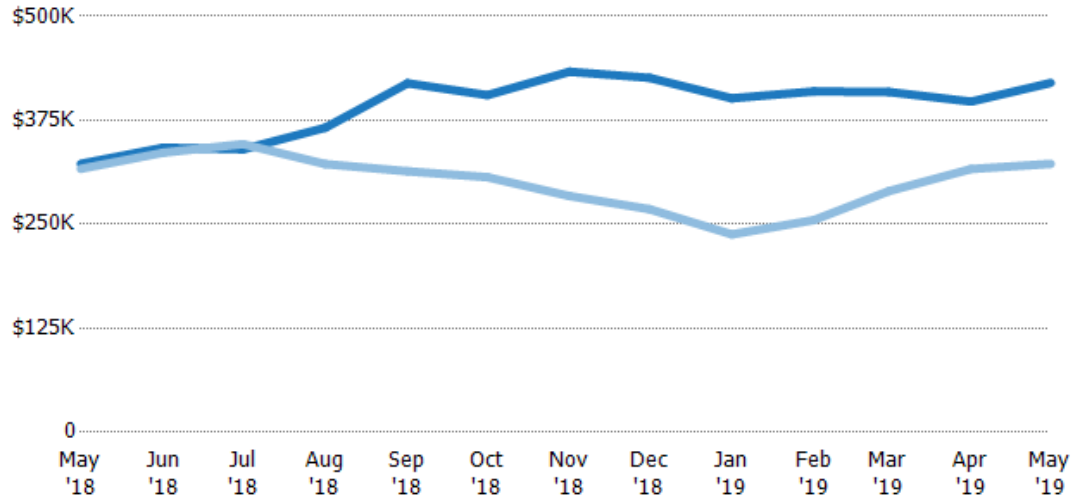
Average Listing Price

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.
May '19	\$420K	30.1%
May '18	\$323K	1.9%
May '17	\$317K	-14.6%



Current Year	\$323K	\$342K	\$340K	\$366K	\$420K	\$405K	\$433K	\$426K	\$401K	\$410K	\$409K	\$397K	\$420K
Prior Year	\$317K	\$336K	\$346K	\$322K	\$314K	\$307K	\$284K	\$268K	\$238K	\$255K	\$290K	\$316K	\$323K
Percent Change from Prior Year	2%	2%	-2%	14%	34%	32%	53%	59%	69%	61%	41%	26%	30%

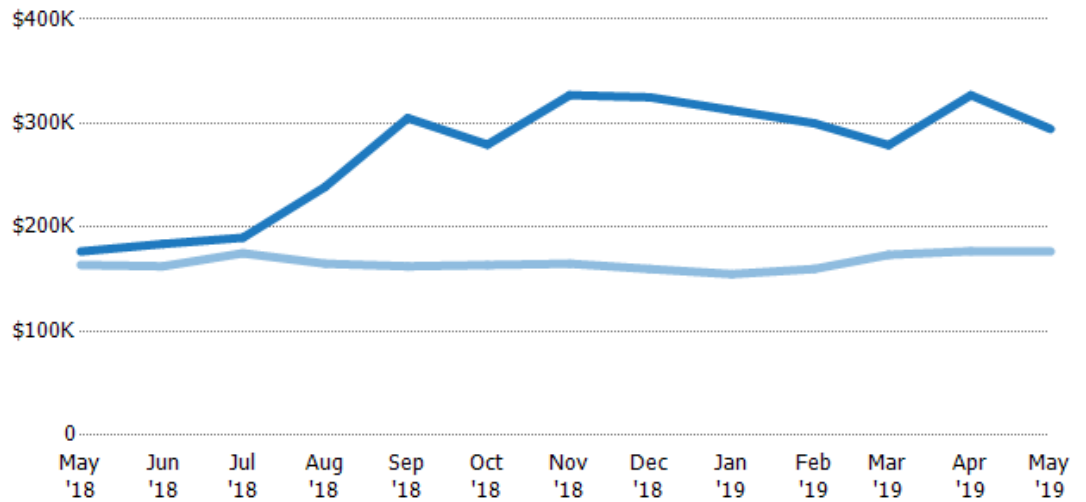
Median Listing Price

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.
May '19	\$294K	66.6%
May '18	\$177K	7.9%
May '17	\$164K	12.7%



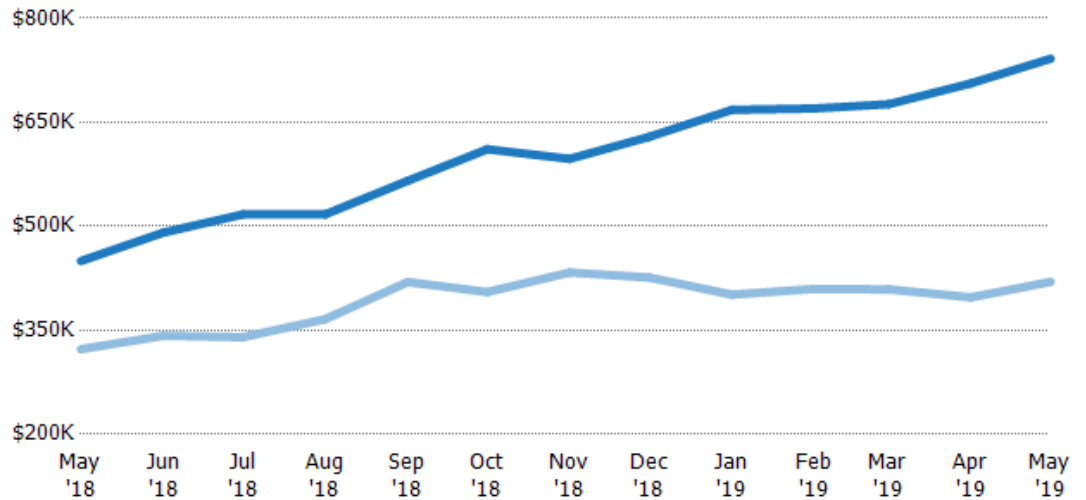
Current Year	\$177K	\$184K	\$190K	\$239K	\$305K	\$279K	\$327K	\$325K	\$313K	\$300K	\$279K	\$327K	\$294K
Prior Year	\$164K	\$163K	\$175K	\$165K	\$163K	\$164K	\$165K	\$160K	\$155K	\$160K	\$174K	\$177K	\$177K
Percent Change from Prior Year	8%	13%	9%	45%	88%	71%	98%	103%	102%	88%	61%	85%	67%

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

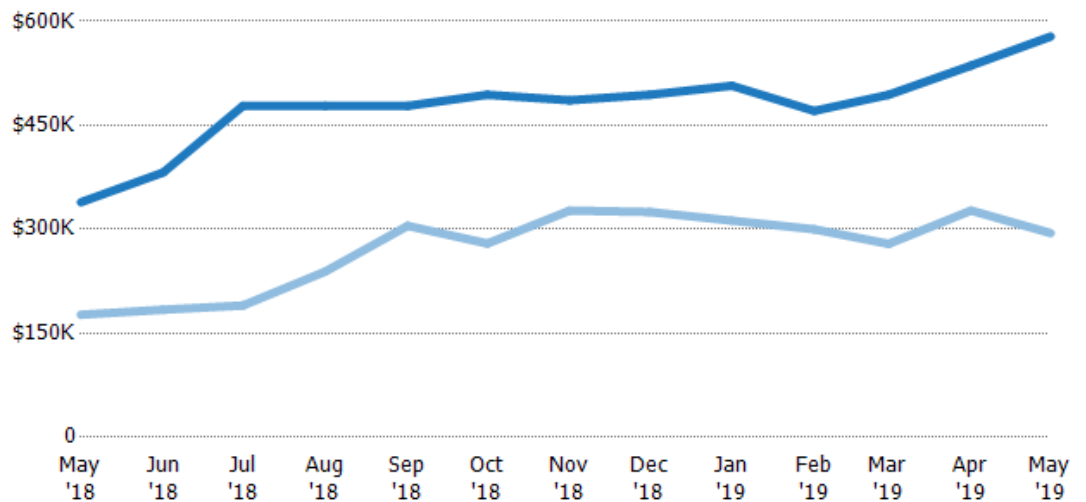


Median Listing Price vs Median Est Value

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



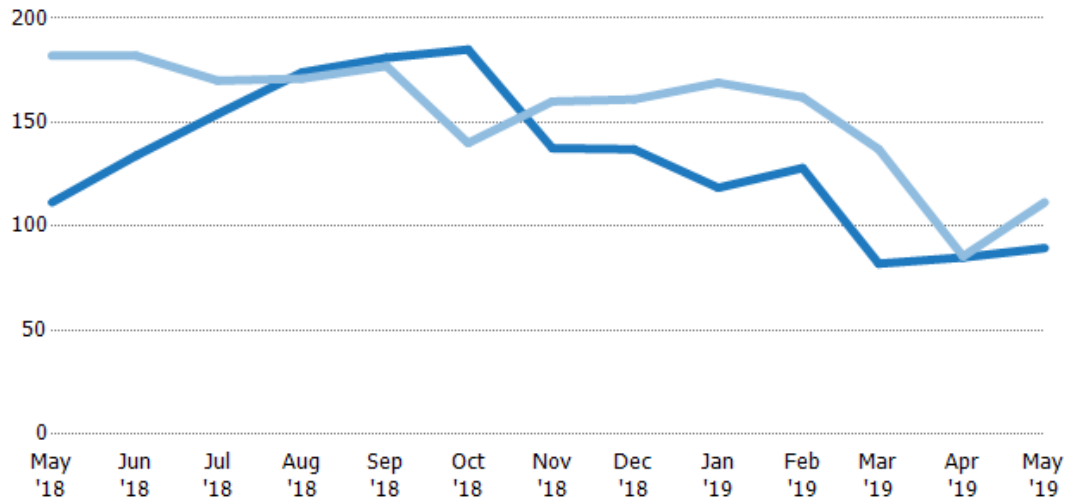
Median Days in RPR

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.
May '19	89.5	-19.7%
May '18	112	-38.7%
May '17	182	1.6%



Current Year	112	134	154	174	181	185	138	137	119	128	82	85	89.5
Prior Year	182	182	170	171	177	140	160	161	169	162	137	85.5	112
Percent Change from Prior Year	-39%	-26%	-9%	2%	2%	32%	-14%	-15%	-30%	-21%	-40%	-1%	-20%

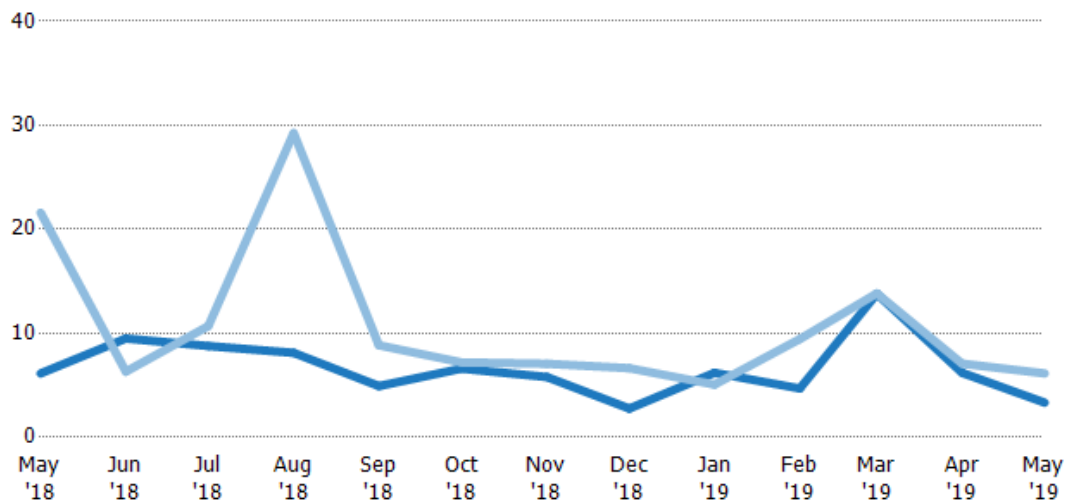
Months of Inventory

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.
May '19	3.33	-45.7%
May '18	6.14	-71.6%
May '17	21.6	46.6%



Current Year	6.14	9.5	8.78	8.13	4.92	6.6	5.8	2.76	6.2	4.69	13.8	6.2	3.33
Prior Year	21.6	6.31	10.7	29.3	8.85	7.2	7.07	6.64	5.06	9.44	13.8	7.08	6.14
Percent Change from Prior Year	-72%	50%	-18%	-72%	-44%	-8%	-18%	-58%	22%	-50%	0%	-12%	-46%

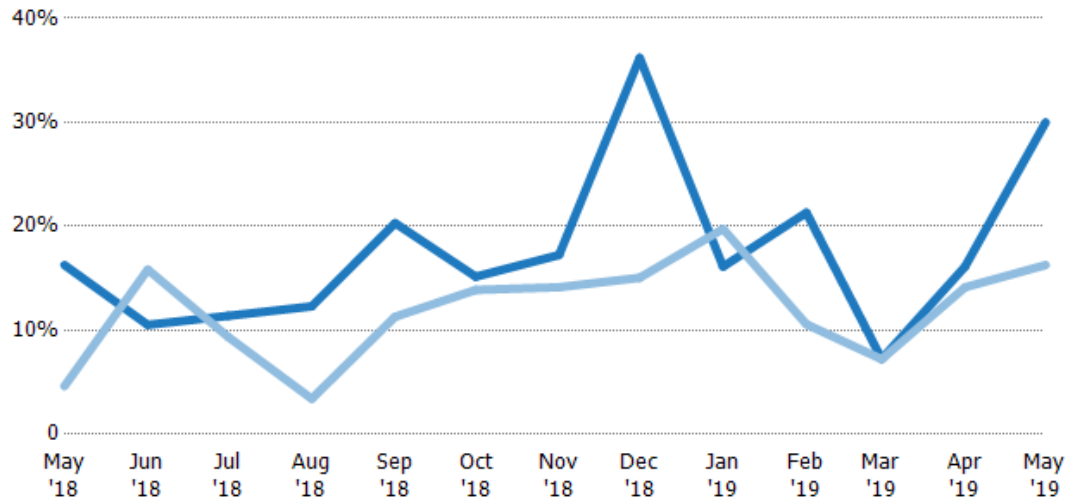
Absorption Rate

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.
May '19	30%	-13.7%
May '18	16%	-11.7%
May '17	5%	-31.8%



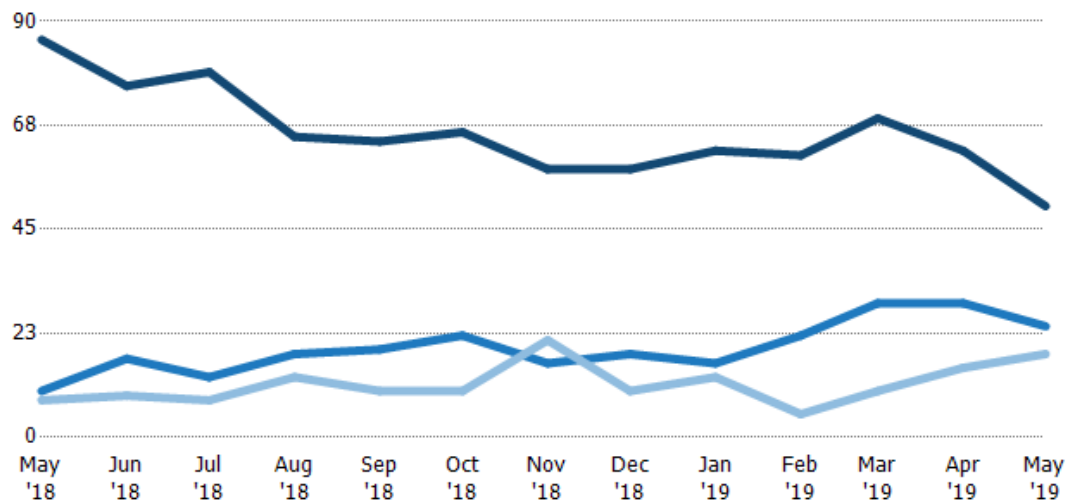
Current Year	16%	11%	11%	12%	20%	15%	17%	36%	16%	21%	7%	16%	30%
Prior Year	5%	16%	9%	3%	11%	14%	14%	15%	20%	11%	7%	14%	16%
Change from Prior Year	-12%	5%	-2%	-9%	-9%	-1%	-3%	-21%	4%	-11%	0%	-2%	-14%

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	86	76	79	65	64	66	58	58	62	61	69	62	50
Pending	10	17	13	18	19	22	16	18	16	22	29	29	24
Sold	8	9	8	13	10	10	21	10	13	5	10	15	18

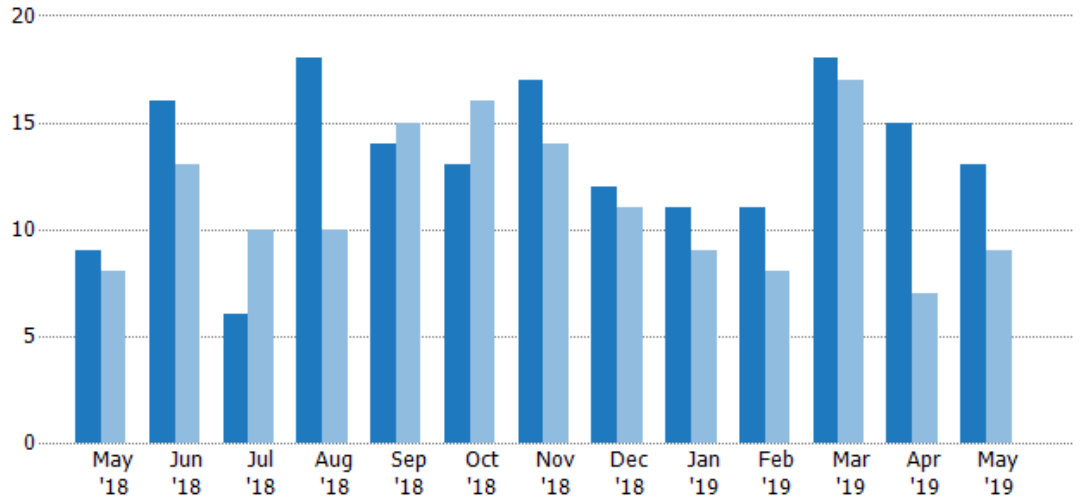
New Pending Sales

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.
May '19	13	44.4%
May '18	9	12.5%
May '17	8	-12.5%



Current Year	9	16	6	18	14	13	17	12	11	11	18	15	13
Prior Year	8	13	10	10	15	16	14	11	9	8	17	7	9
Percent Change from Prior Year	13%	23%	-40%	80%	-7%	-19%	21%	9%	22%	38%	6%	114%	44%

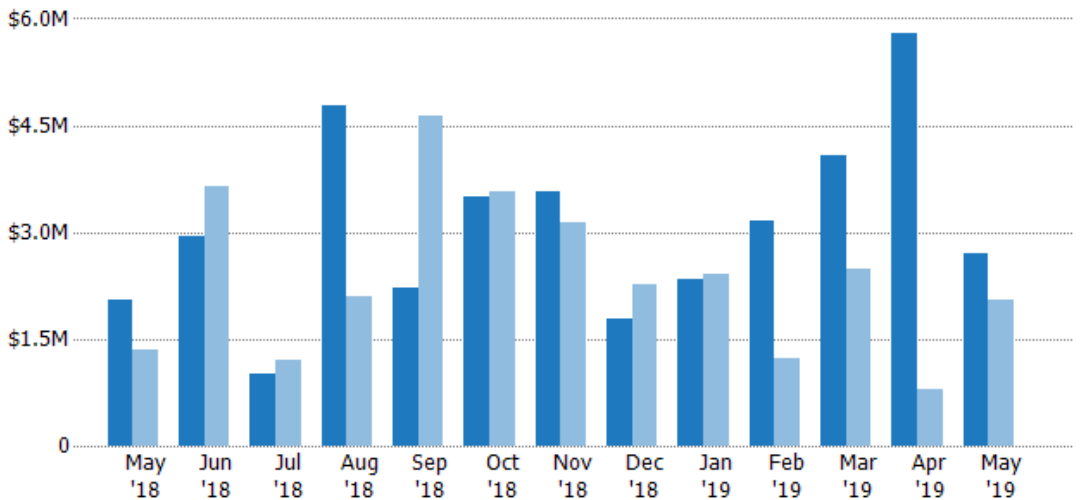
New Pending Sales Volume

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.
May '19	\$2.71M	33%
May '18	\$2.04M	49.9%
May '17	\$1.36M	-1.4%



Current Year	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.5M	\$3.58M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.71M
Prior Year	\$1.36M	\$3.64M	\$1.21M	\$2.1M	\$4.63M	\$3.57M	\$3.14M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M
Percent Change from Prior Year	50%	-19%	-17%	128%	-52%	-2%	14%	-21%	-4%	159%	64%	620%	33%

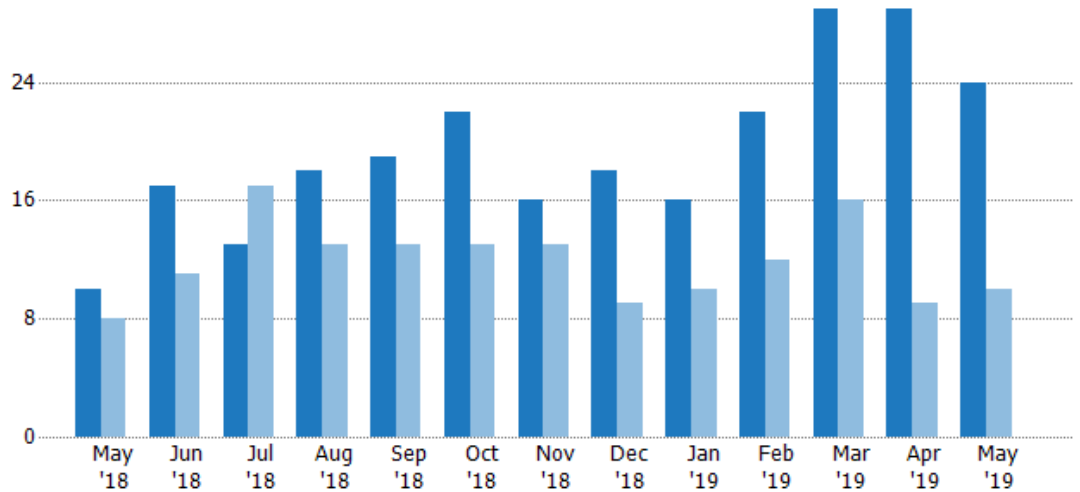
Pending Sales

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.
May '19	24	140%
May '18	10	25%
May '17	8	37.5%



Current Year	10	17	13	18	19	22	16	18	16	22	29	29	24
Prior Year	8	11	17	13	13	13	13	9	10	12	16	9	10
Percent Change from Prior Year	25%	55%	-24%	38%	46%	69%	23%	100%	60%	83%	81%	222%	140%

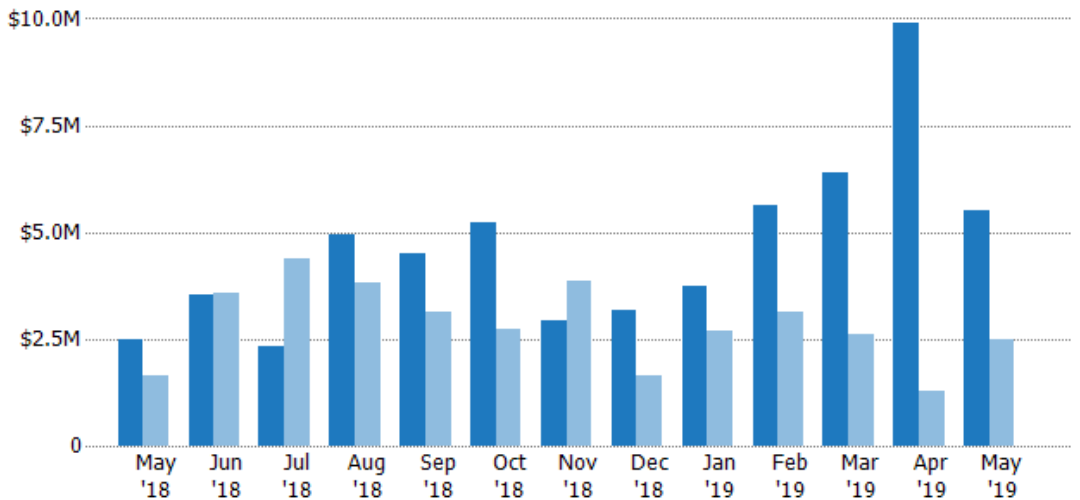
Pending Sales Volume

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.
May '19	\$5.52M	121.5%
May '18	\$2.49M	52.9%
May '17	\$1.63M	14.7%



Current Year	\$2.49M	\$3.55M	\$2.34M	\$4.95M	\$4.49M	\$5.23M	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.52M
Prior Year	\$1.63M	\$3.59M	\$4.37M	\$3.83M	\$3.12M	\$2.74M	\$3.86M	\$1.64M	\$2.71M	\$3.14M	\$2.62M	\$1.29M	\$2.49M
Percent Change from Prior Year	53%	-1%	-47%	29%	44%	91%	-25%	93%	38%	79%	144%	668%	121%

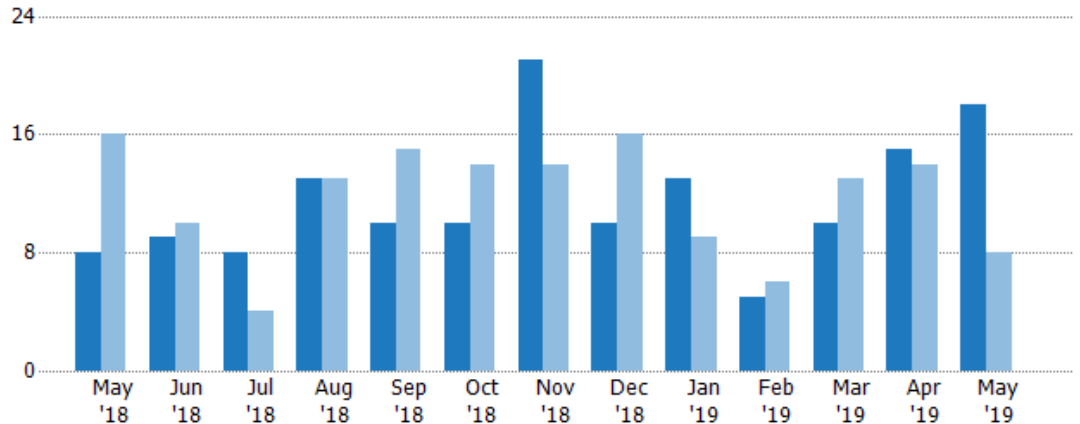
Closed Sales

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.
May '19	18	125%
May '18	8	-50%
May '17	16	-56.3%



Current Year	8	9	8	13	10	10	21	10	13	5	10	15	18
Prior Year	16	10	4	13	15	14	14	16	9	6	13	14	8
Percent Change from Prior Year	-50%	-10%	100%	0%	-33%	-29%	50%	-38%	44%	-17%	-23%	7%	125%

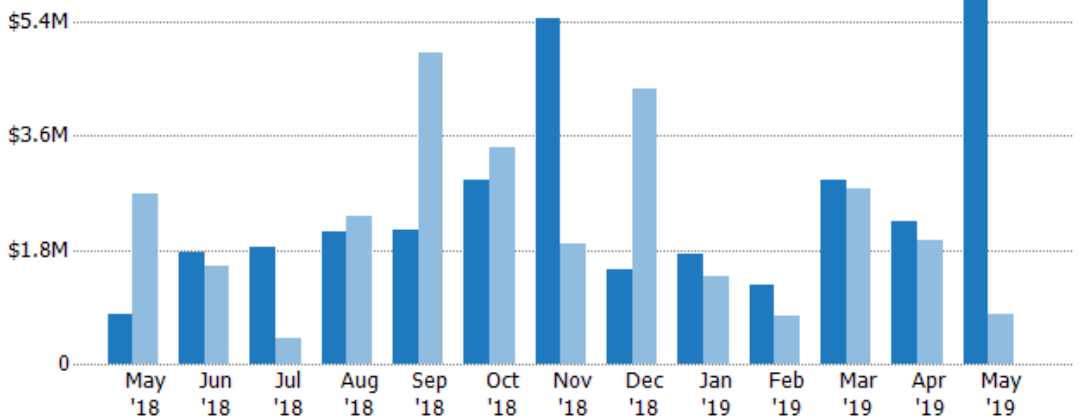
Closed Sales Volume

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.
May '19	\$6.38M	720.5%
May '18	\$777K	-71%
May '17	\$2.68M	-51.8%



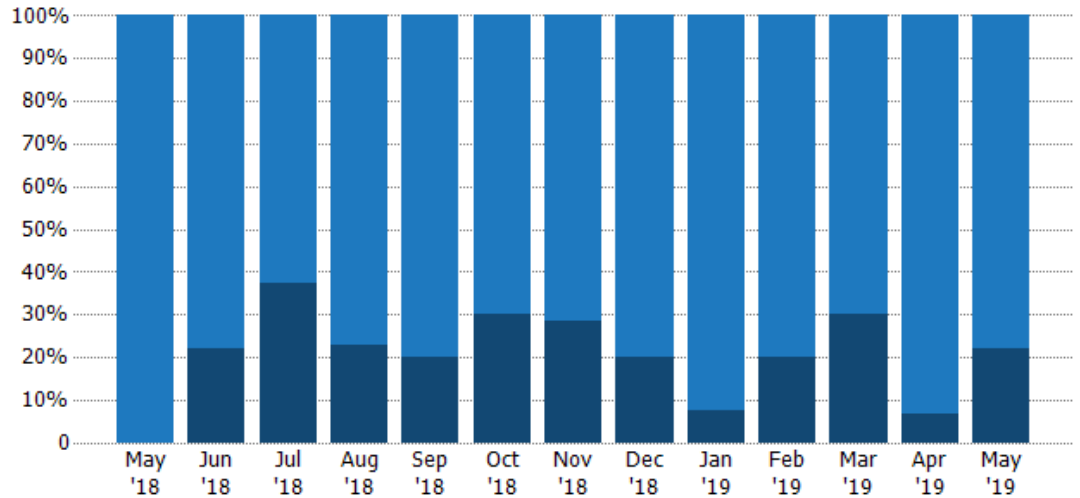
Current Year	\$777K	\$1.77M	\$1.85M	\$2.09M	\$2.11M	\$2.9M	\$5.45M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M
Prior Year	\$2.68M	\$1.56M	\$390K	\$2.34M	\$4.91M	\$3.42M	\$1.9M	\$4.34M	\$1.37M	\$752K	\$2.77M	\$1.94M	\$777K
Percent Change from Prior Year	-71%	14%	375%	-11%	-57%	-15%	187%	-65%	26%	64%	5%	16%	720%

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

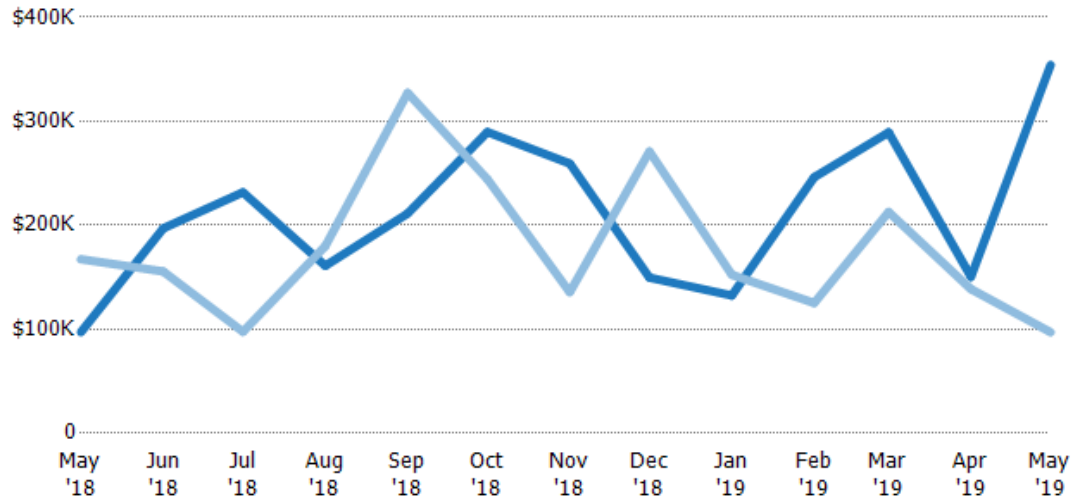
Average Sales Price

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.
May '19	\$354K	264.7%
May '18	\$97.1K	-42%
May '17	\$167K	10.1%



Current Year

Prior Year

Percent Change from Prior Year

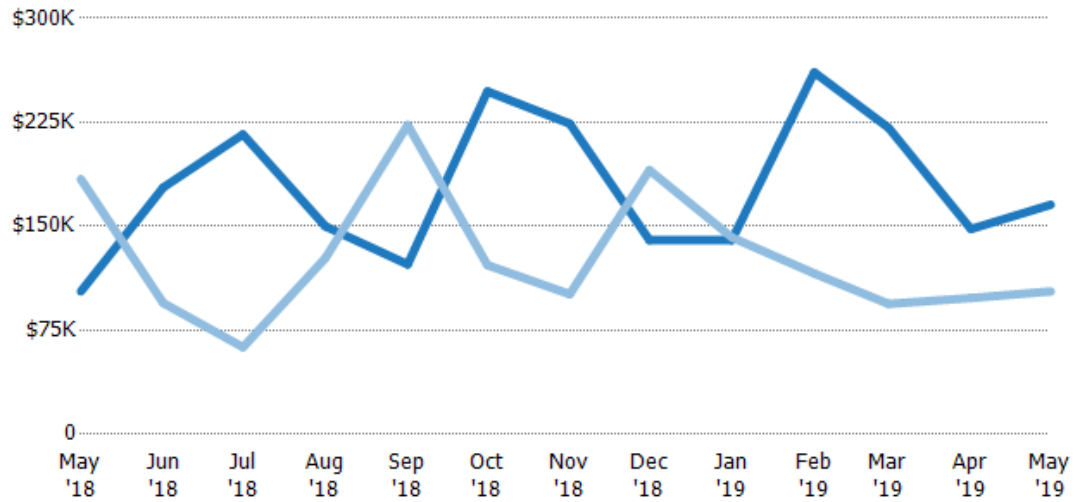
Median Sales Price

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

Month/ Year	Price	% Chg.
May '19	\$166K	60.7%
May '18	\$103K	-44%
May '17	\$184K	-23%



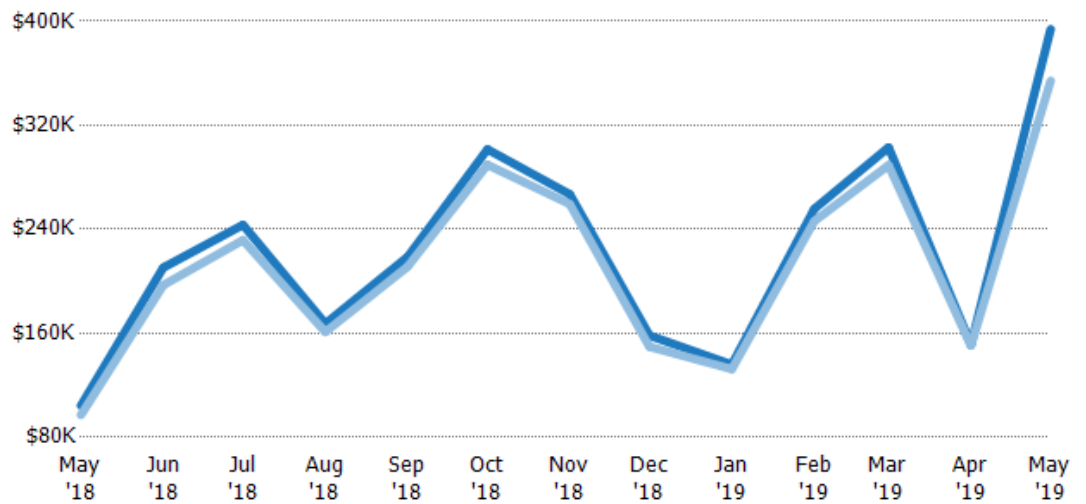
Current Year	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$224K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K
Prior Year	\$184K	\$94.6K	\$62.8K	\$127K	\$223K	\$122K	\$101K	\$191K	\$142K	\$116K	\$94K	\$98.3K	\$103K
Percent Change from Prior Year	-44%	88%	245%	18%	-45%	103%	122%	-27%	-1%	125%	135%	51%	61%

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



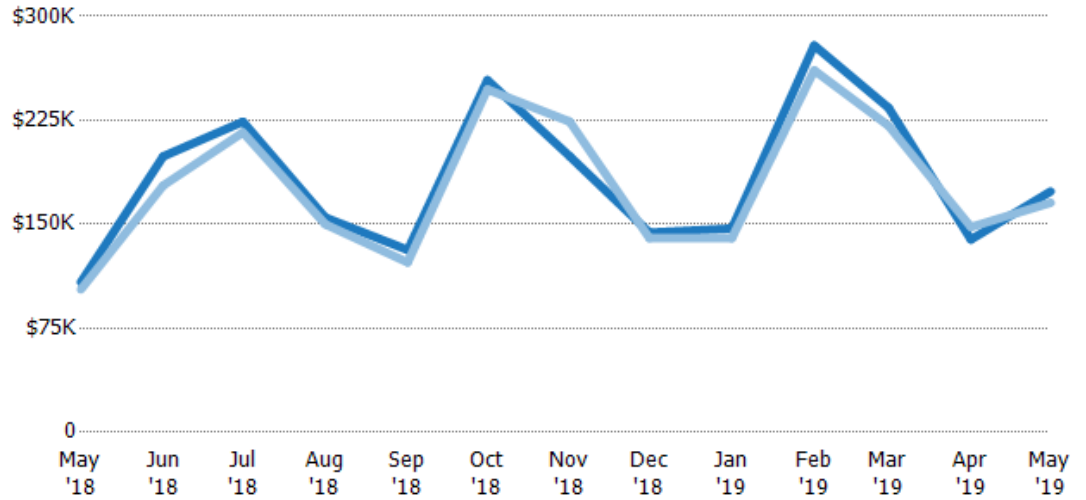
Avg List Price	\$104K	\$211K	\$243K	\$167K	\$219K	\$302K	\$267K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K
Avg Sales Price	\$97.1K	\$197K	\$232K	\$161K	\$211K	\$290K	\$259K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K
Avg Sales Price as a % of Avg List Price	93%	94%	95%	96%	97%	96%	97%	95%	97%	96%	95%	99%	90%

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



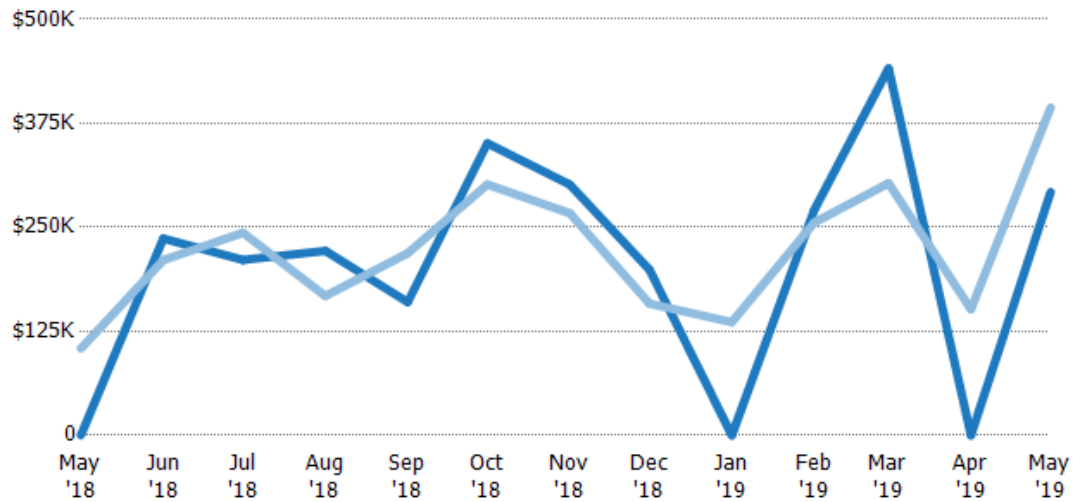
Median List Price	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$199K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K
Median Sales Price	\$103K	\$178K	\$216K	\$150K	\$123K	\$247K	\$224K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K
Med Sales Price as a % of Med List Price	95%	89%	97%	97%	93%	97%	113%	97%	95%	94%	94%	106%	95%

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



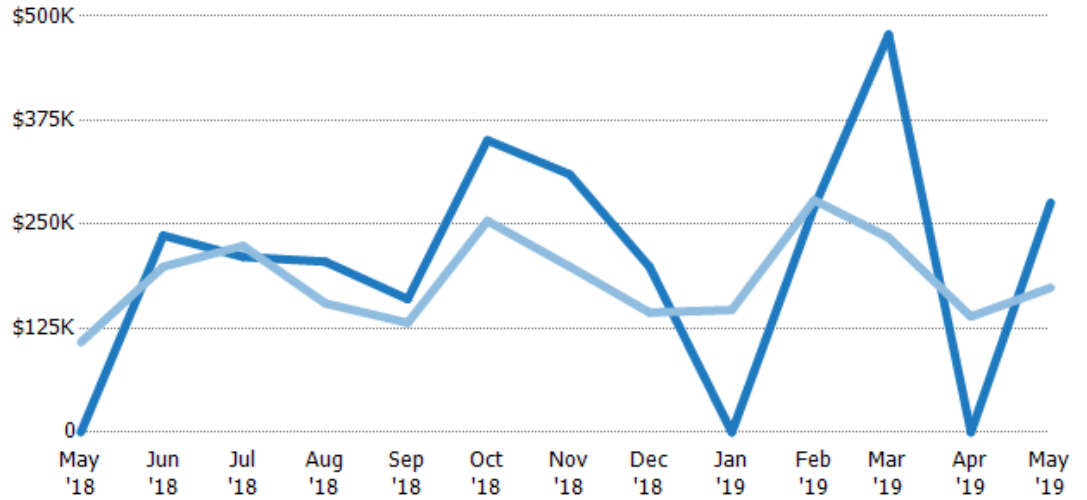
Avg Est Value	\$0	\$237K	\$211K	\$222K	\$160K	\$351K	\$301K	\$199K	\$0	\$271K	\$441K	\$0	\$292K
Avg Sales Price	\$104K	\$211K	\$243K	\$167K	\$219K	\$302K	\$267K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K
Avg Sales Price as a % of Avg Est Value	100%	89%	115%	76%	137%	86%	89%	80%	100%	94%	69%	100%	135%

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	\$237K	\$211K	\$205K	\$160K	\$351K	\$310K	\$199K	\$0	\$271K	\$478K	\$0	\$276K
Median Sales Price	\$108K	\$199K	\$224K	\$155K	\$132K	\$254K	\$199K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K
Med Sales Price as a % of Med Est Value	100%	84%	106%	76%	82%	72%	64%	72%	100%	103%	49%	100%	63%