

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	6	+200%	102	73	+39.7%
New Listing Volume	\$7,048,500	\$1,696,800	+315.4%	\$30,382,750	\$21,756,600	+39.6%
Active Listing Count	52	75	-30.7%	N/A	N/A	
Active Listing Volume	\$22,029,650	\$25,002,899	-11.9%	N/A	N/A	
Average Listing Price	\$423,647	\$333,372	+27.1%	\$409,049	\$291,193	+40.5%
Median Listing Price	\$354,500	\$174,500	+103.2%	\$313,303	\$165,510	+89.3%
Median Days in RPR	100	133	-24.8%	97.82	131.93	-25.9%
Months of Inventory	2.9	9.4	-69.2%	6.1	9.1	-32.8%
Absorption Rate	34.62%	10.67%	+23.9%	16.34%	10.98%	+5.4%
Sales Activity Charts Metrics						
New Pending Sales Count	17	16	+6.3%	84	66	+27.3%
New Pending Sales Volume	\$4,357,500	\$2,951,800	+47.6%	\$22,339,100	\$11,924,500	+87.3%
Pending Sales Count	23	17	+35.3%	N/A	N/A	
Pending Sales Volume	\$5,998,100	\$3,549,400	+69%	N/A	N/A	
Closed Sales Count	14	9	+55.6%	75	59	+27.1%
Closed Sales Volume	\$2,723,950	\$1,773,250	+53.6%	\$17,202,500	\$9,380,750	+83.4%
Average Sales Price	\$194,568	\$197,028	-1.2%	\$229,367	\$158,996	+44.3%
Median Sales Price	\$137,500	\$178,000	-22.8%	\$166,120	\$118,602	+40.1%

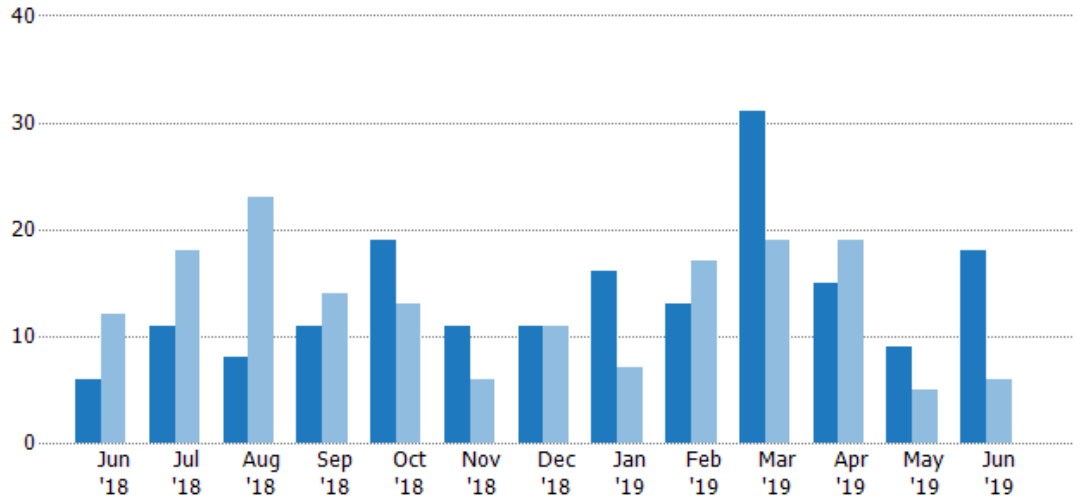
New Listings

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.
Jun '19	18	200%
Jun '18	6	-50%
Jun '17	12	50%



Current Year	6	11	8	11	19	11	11	16	13	31	15	9	18
Prior Year	12	18	23	14	13	6	11	7	17	19	19	5	6
Percent Change from Prior Year	-50%	-39%	-65%	-21%	46%	83%	0%	129%	-24%	63%	-21%	80%	200%

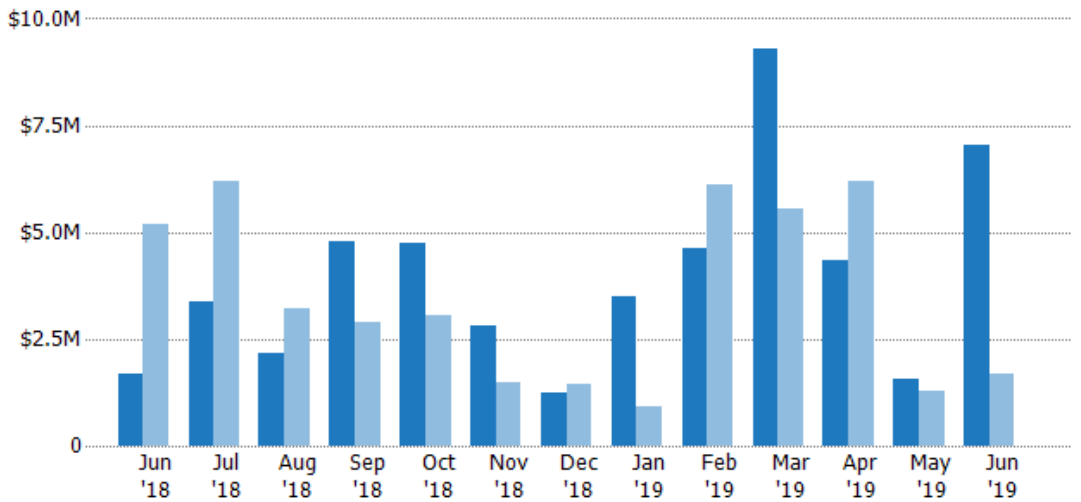
New Listing Volume

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.
Jun '19	\$7.05M	315.4%
Jun '18	\$1.7M	-67.4%
Jun '17	\$5.2M	-41%



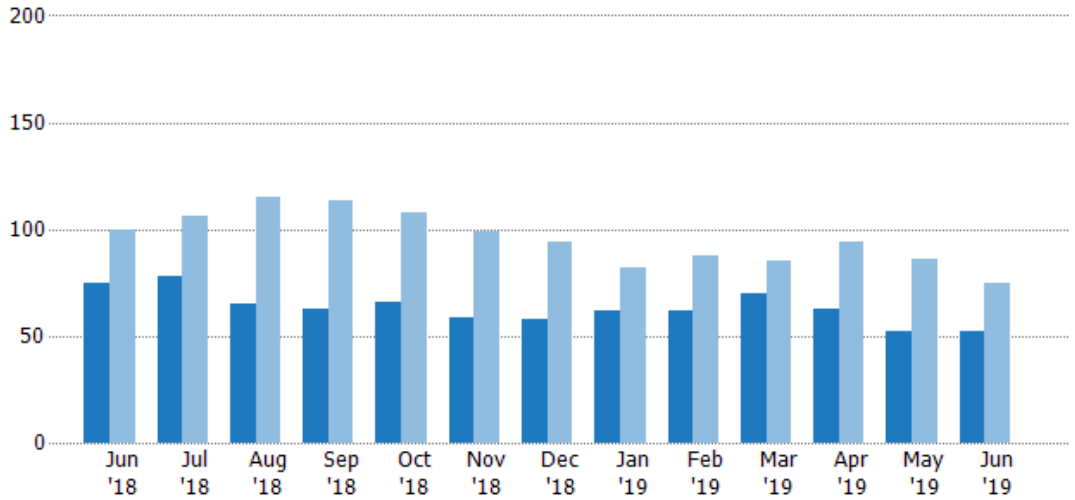
Current Year	\$1.7M	\$3.36M	\$2.15M	\$4.8M	\$4.75M	\$2.8M	\$1.26M	\$3.5M	\$4.62M	\$9.29M	\$4.35M	\$1.58M	\$7.05M
Prior Year	\$5.2M	\$6.2M	\$3.23M	\$2.91M	\$3.06M	\$1.47M	\$1.45M	\$924K	\$6.13M	\$5.54M	\$6.18M	\$1.29M	\$1.7M
Percent Change from Prior Year	-67%	-46%	-33%	65%	56%	91%	-13%	279%	-25%	68%	-30%	22%	315%

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



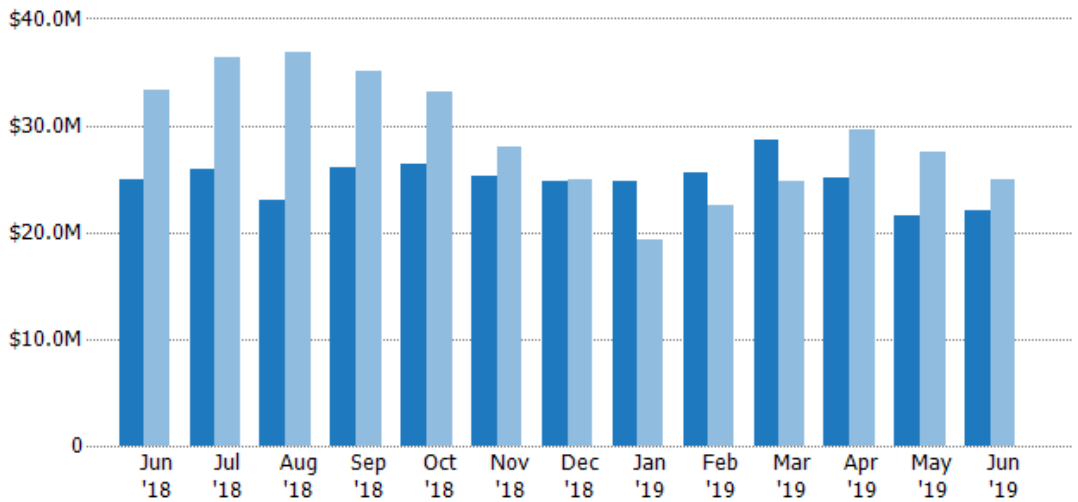
Month/Year	Count	% Chg.
Jun '19	52	-30.7%
Jun '18	75	-25%
Jun '17	100	-1%

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.
Jun '19	\$22M	-11.9%
Jun '18	\$25M	-24.8%
Jun '17	\$33.3M	-23.2%

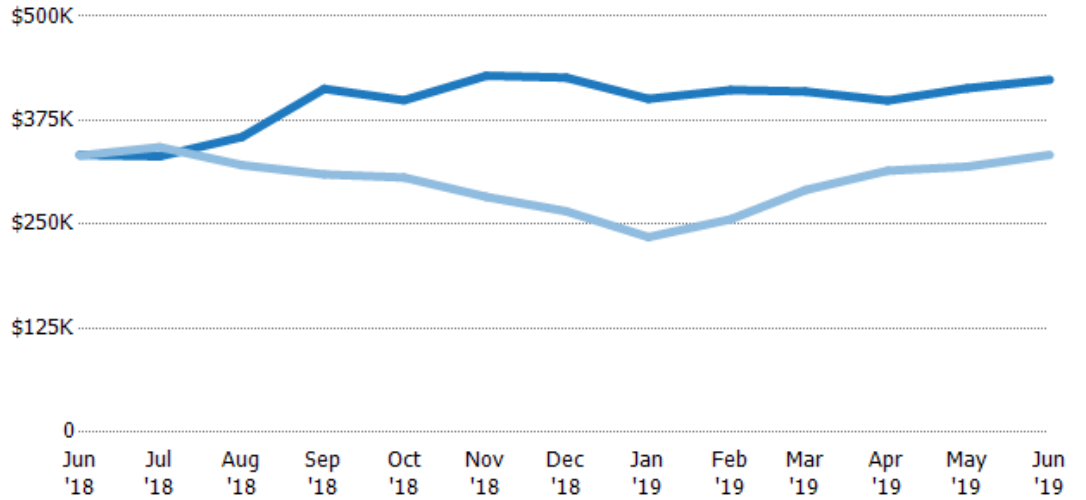
Average Listing Price

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.
Jun '19	\$424K	27.1%
Jun '18	\$333K	0.2%
Jun '17	\$333K	-22.4%



Current Year	\$333K	\$332K	\$355K	\$413K	\$399K	\$429K	\$426K	\$401K	\$411K	\$410K	\$399K	\$413K	\$424K
Prior Year	\$333K	\$343K	\$321K	\$310K	\$306K	\$283K	\$266K	\$235K	\$256K	\$291K	\$314K	\$319K	\$333K
Percent Change from Prior Year	0%	-3%	11%	33%	30%	51%	60%	71%	61%	41%	27%	30%	27%

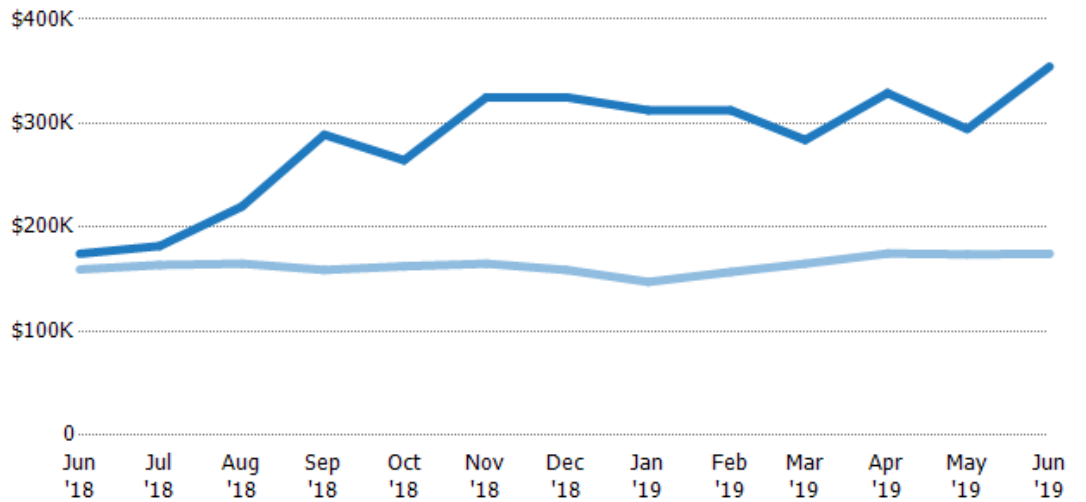
Median Listing Price

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.
Jun '19	\$355K	103.2%
Jun '18	\$175K	9.4%
Jun '17	\$159K	15.7%



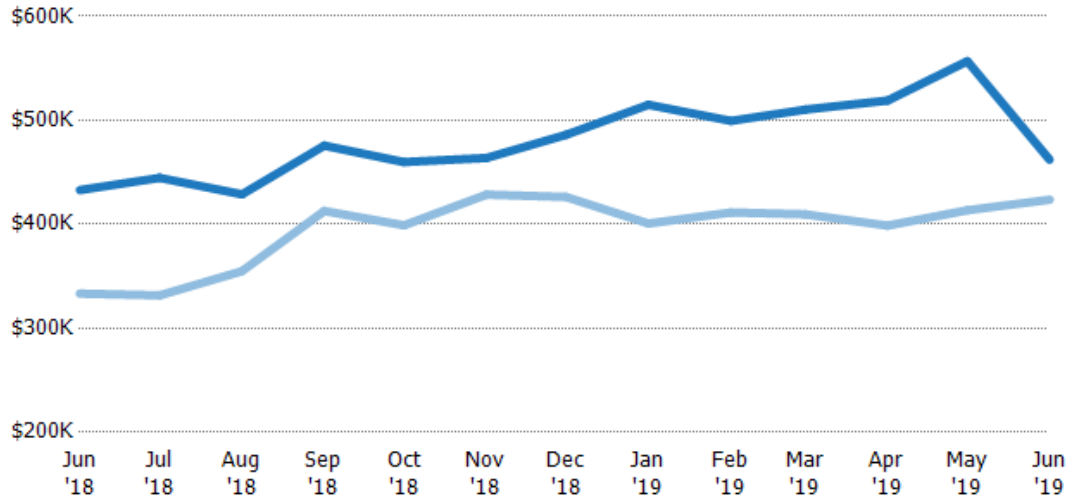
Current Year	\$175K	\$182K	\$220K	\$289K	\$264K	\$325K	\$325K	\$313K	\$313K	\$284K	\$329K	\$294K	\$355K
Prior Year	\$159K	\$164K	\$165K	\$159K	\$162K	\$165K	\$159K	\$147K	\$157K	\$165K	\$175K	\$174K	\$175K
Percent Change from Prior Year	9%	11%	33%	82%	63%	97%	104%	112%	99%	72%	88%	69%	103%

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



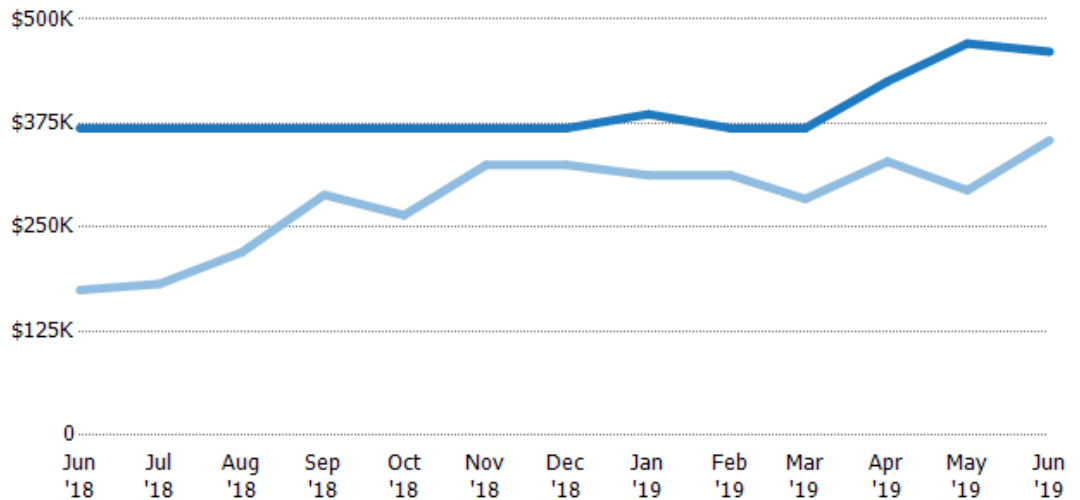
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$433K	\$445K	\$429K	\$476K	\$460K	\$464K	\$486K	\$515K	\$499K	\$510K	\$519K	\$557K	\$462K
Avg Listing Price	\$333K	\$332K	\$355K	\$413K	\$399K	\$429K	\$426K	\$401K	\$411K	\$410K	\$399K	\$413K	\$424K
Avg Listing Price as a % of Avg Est Value	77%	75%	83%	87%	87%	92%	88%	78%	82%	80%	77%	74%	92%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$369K	\$369K	\$369K	\$369K	\$369K	\$369K	\$369K	\$386K	\$369K	\$369K	\$425K	\$471K	\$461K
Median Listing Price	\$175K	\$182K	\$220K	\$289K	\$264K	\$325K	\$325K	\$313K	\$313K	\$284K	\$329K	\$294K	\$355K
Med Listing Price as a % of Med Est Value	47%	49%	60%	78%	72%	88%	88%	81%	85%	77%	77%	63%	77%

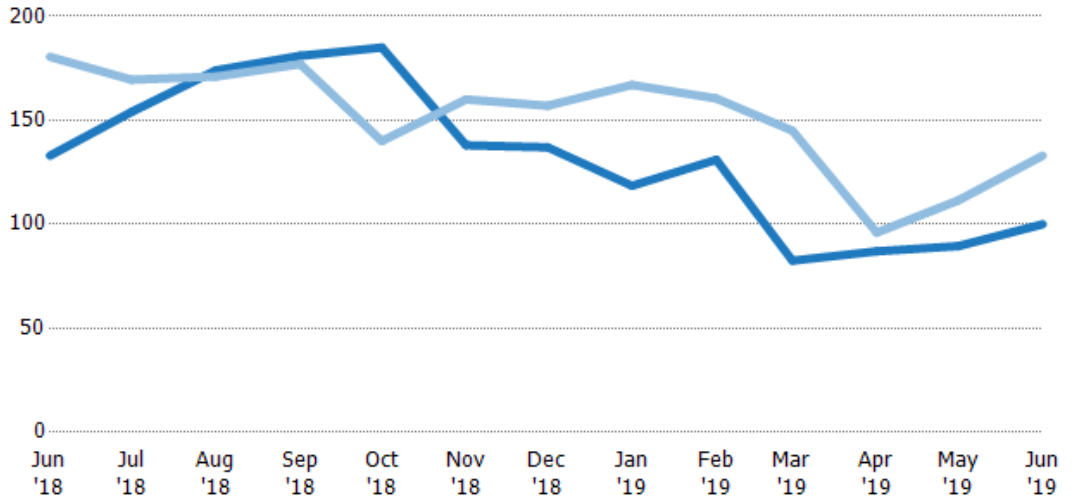
Median Days in RPR

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.
Jun '19	100	-24.8%
Jun '18	133	-26.3%
Jun '17	181	-18%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	133	154	174	181	185	138	137	119	131	82.5	87	89.5	100
Prior Year	181	170	171	177	140	160	157	167	161	145	96	112	133
Percent Change from Prior Year	-26%	-9%	2%	2%	32%	-14%	-13%	-29%	-18%	-43%	-9%	-20%	-25%

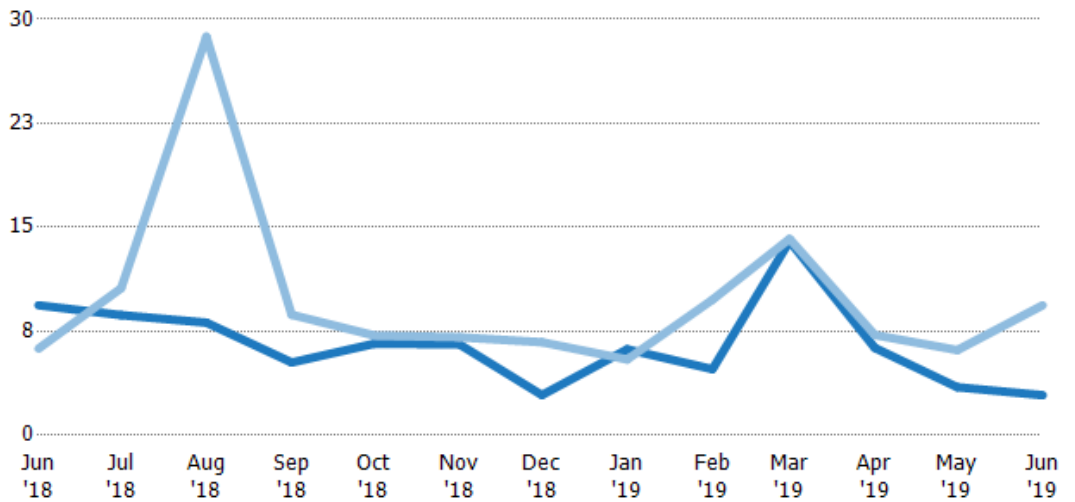
Months of Inventory

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.
Jun '19	2.89	-69.2%
Jun '18	9.38	50%
Jun '17	6.25	126.3%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9.38	8.67	8.13	5.25	6.6	6.56	2.9	6.2	4.77	14	6.3	3.47	2.89
Prior Year	6.25	10.6	28.8	8.69	7.2	7.07	6.71	5.47	9.78	14.2	7.23	6.14	9.38
Percent Change from Prior Year	50%	-18%	-72%	-40%	-8%	-7%	-57%	13%	-51%	-1%	-13%	-44%	-69%

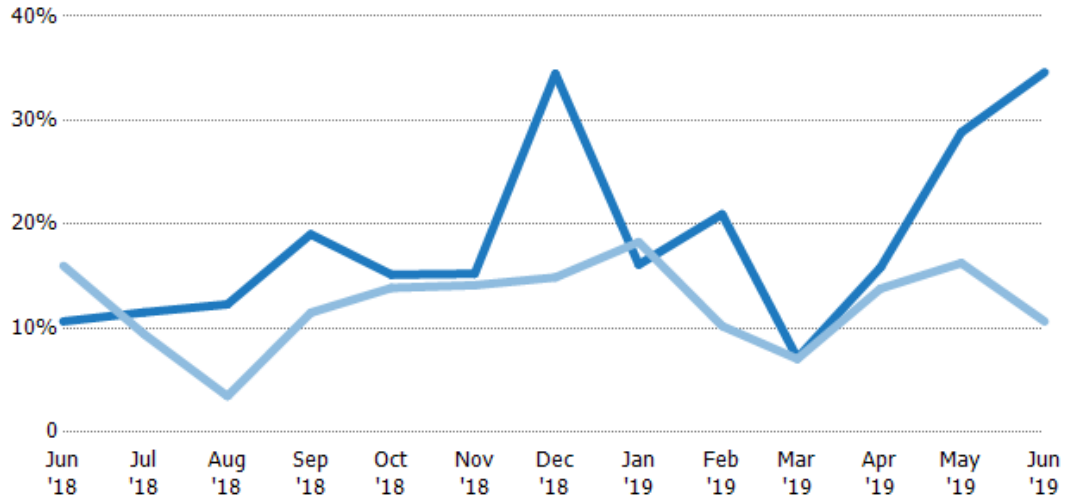
Absorption Rate

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.
Jun '19	35%	-24%
Jun '18	11%	5.3%
Jun '17	16%	-55.8%



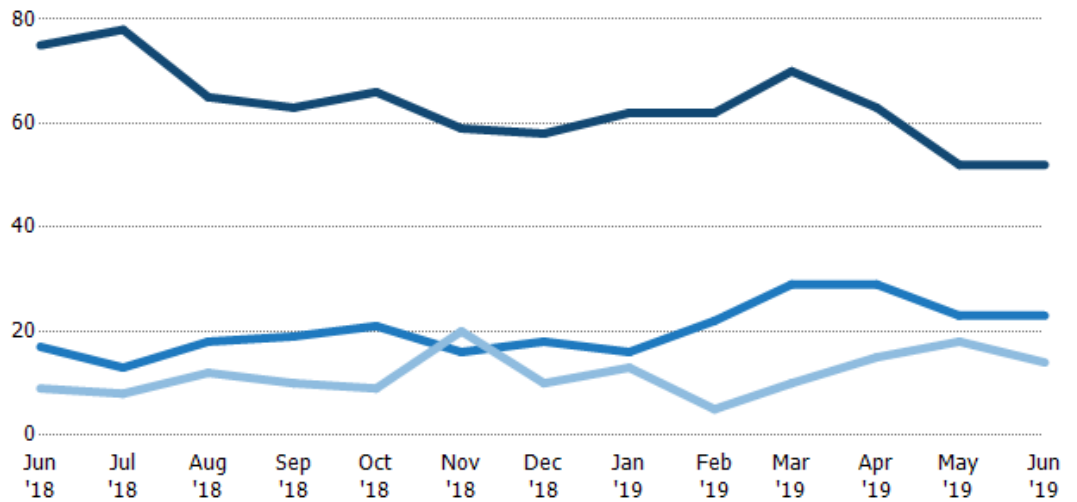
Current Year	11%	12%	12%	19%	15%	15%	34%	16%	21%	7%	16%	29%	35%
Prior Year	16%	9%	3%	12%	14%	14%	15%	18%	10%	7%	14%	16%	11%
Change from Prior Year	5%	-2%	-9%	-8%	-1%	-1%	-20%	2%	-11%	0%	-2%	-13%	-24%

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	75	78	65	63	66	59	58	62	62	70	63	52	52
Pending	17	13	18	19	21	16	18	16	22	29	29	23	23
Sold	9	8	12	10	9	20	10	13	5	10	15	18	14

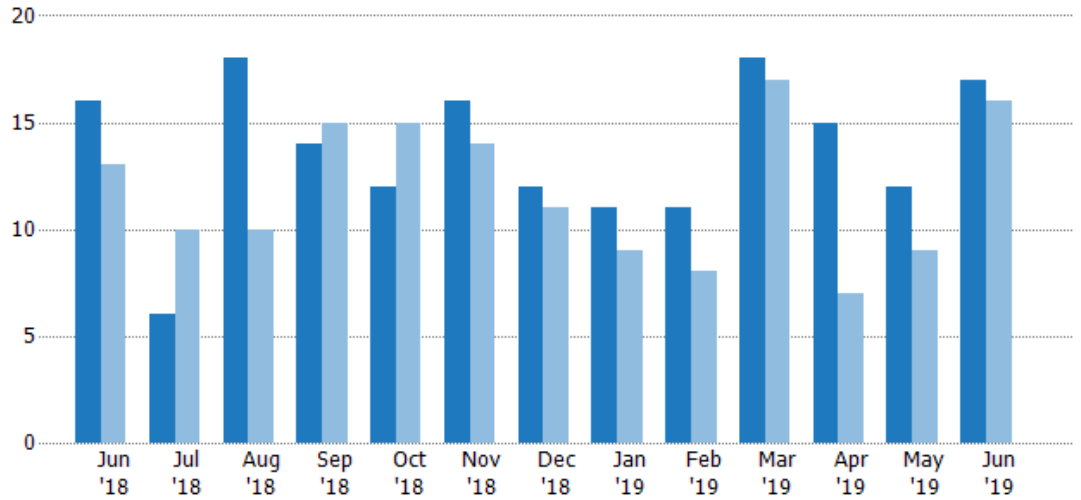
New Pending Sales

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.
Jun '19	17	6.3%
Jun '18	16	23.1%
Jun '17	13	-61.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	16	6	18	14	12	16	12	11	11	18	15	12	17
Prior Year	13	10	10	15	15	14	11	9	8	17	7	9	16
Percent Change from Prior Year	23%	-40%	80%	-7%	-20%	14%	9%	22%	38%	6%	114%	33%	6%

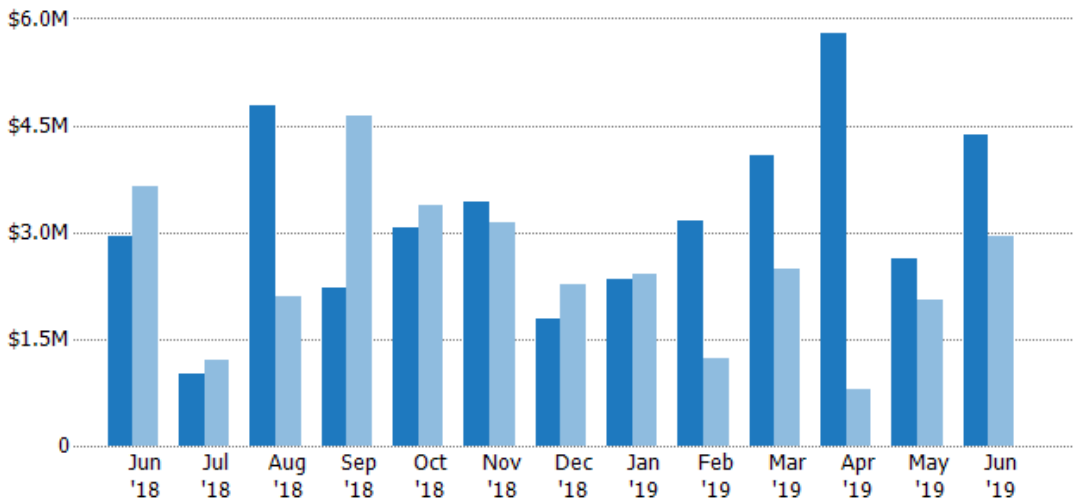
New Pending Sales Volume

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.
Jun '19	\$4.36M	47.6%
Jun '18	\$2.95M	-18.8%
Jun '17	\$3.64M	-77%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.06M	\$3.44M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.62M	\$4.36M
Prior Year	\$3.64M	\$1.21M	\$2.1M	\$4.63M	\$3.38M	\$3.14M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M
Percent Change from Prior Year	-19%	-17%	128%	-52%	-9%	9%	-21%	-4%	159%	64%	620%	29%	48%

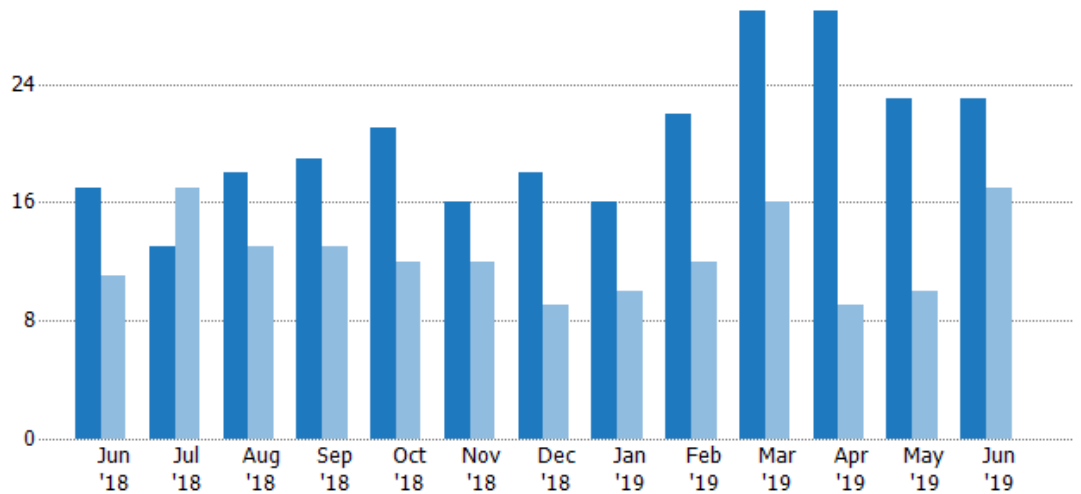
Pending Sales

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.
Jun '19	23	35.3%
Jun '18	17	54.5%
Jun '17	11	-45.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	17	13	18	19	21	16	18	16	22	29	29	23	23
Prior Year	11	17	13	13	12	12	9	10	12	16	9	10	17
Percent Change from Prior Year	55%	-24%	38%	46%	75%	33%	100%	60%	83%	81%	222%	130%	35%

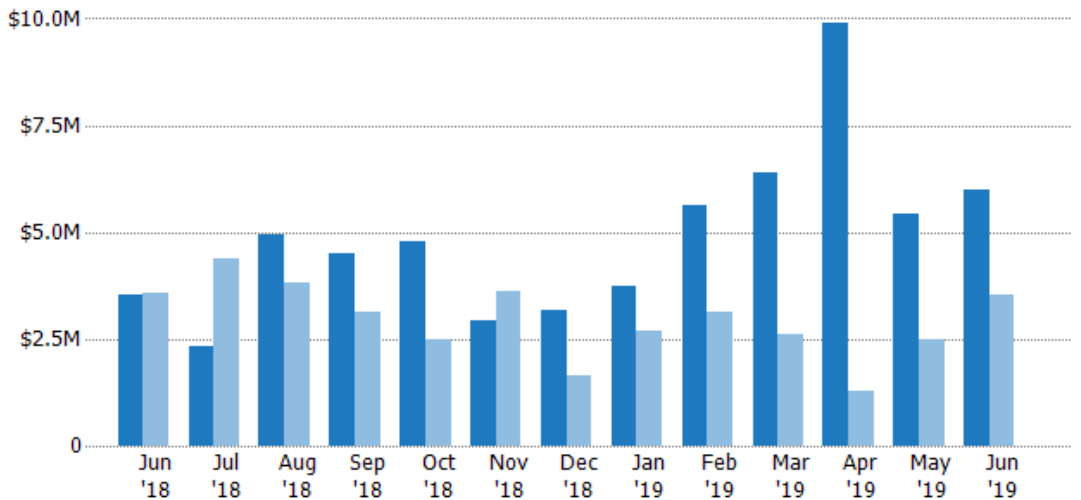
Pending Sales Volume

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.
Jun '19	\$6M	69%
Jun '18	\$3.55M	-1.2%
Jun '17	\$3.59M	-55.4%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$3.55M	\$2.34M	\$4.95M	\$4.49M	\$4.79M	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.43M	\$6M
Prior Year	\$3.59M	\$4.37M	\$3.83M	\$3.12M	\$2.47M	\$3.6M	\$1.64M	\$2.71M	\$3.14M	\$2.62M	\$1.29M	\$2.49M	\$3.55M
Percent Change from Prior Year	-1%	-47%	29%	44%	94%	-19%	93%	38%	79%	144%	668%	118%	69%

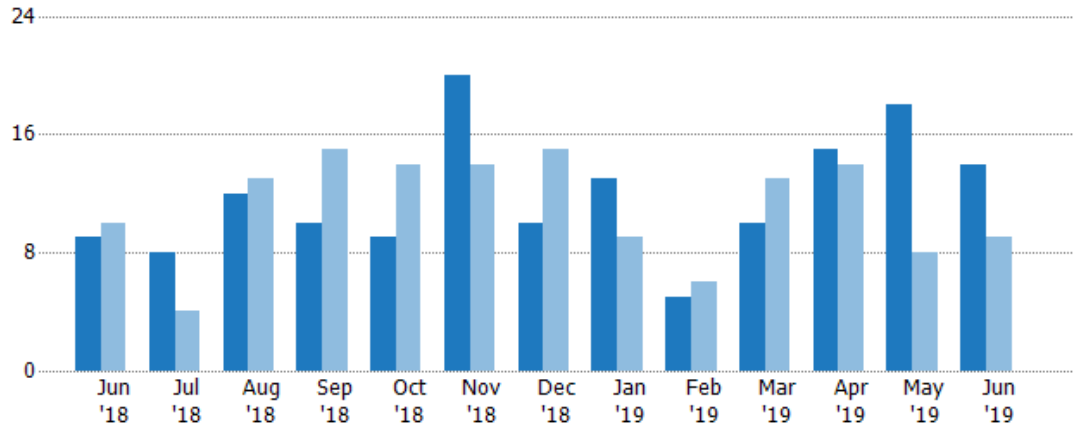
Closed Sales

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.
Jun '19	14	55.6%
Jun '18	9	-10%
Jun '17	10	0%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9	8	12	10	9	20	10	13	5	10	15	18	14
Prior Year	10	4	13	15	14	14	15	9	6	13	14	8	9
Percent Change from Prior Year	-10%	100%	-8%	-33%	-36%	43%	-33%	44%	-17%	-23%	7%	125%	56%

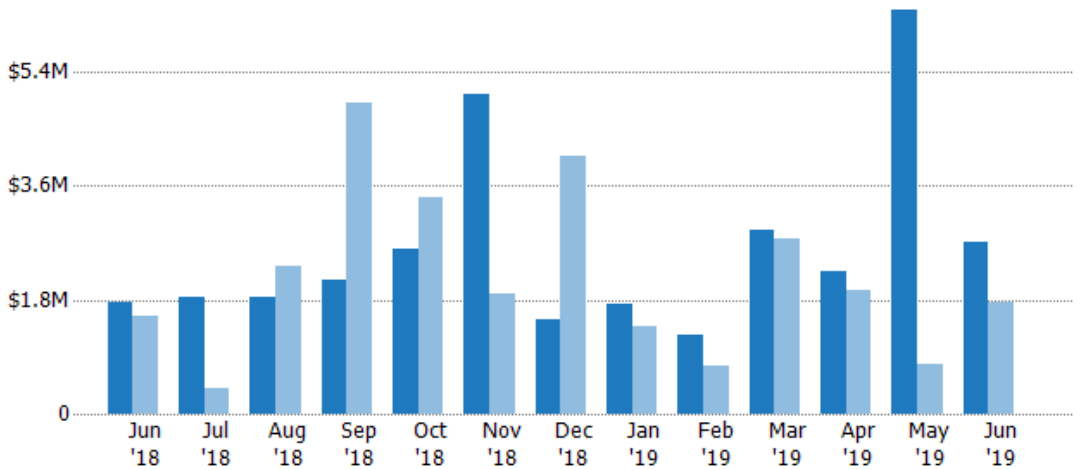
Closed Sales Volume

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.
Jun '19	\$2.72M	53.6%
Jun '18	\$1.77M	14%
Jun '17	\$1.56M	-33.7%



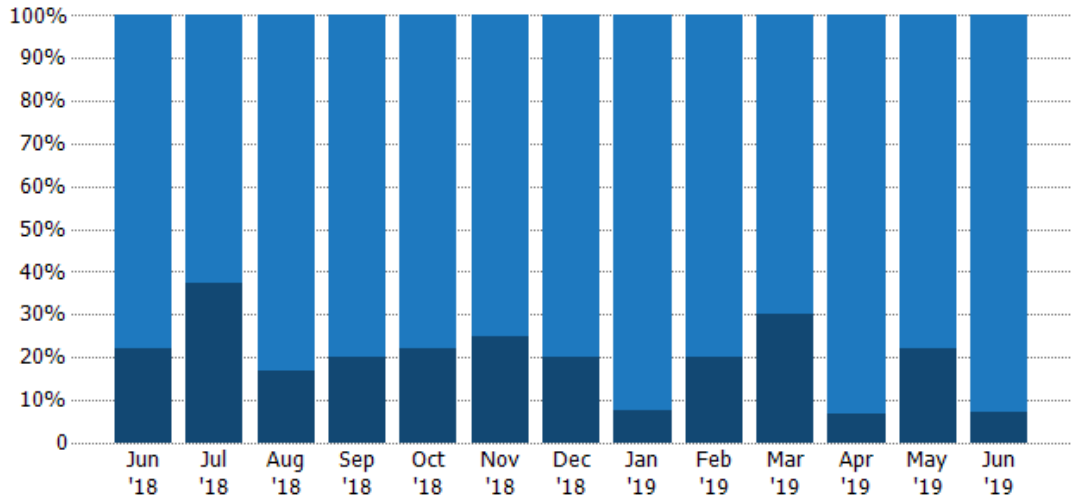
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.77M	\$1.85M	\$1.84M	\$2.11M	\$2.61M	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M	\$2.72M
Prior Year	\$1.56M	\$390K	\$2.34M	\$4.91M	\$3.42M	\$1.9M	\$4.08M	\$1.37M	\$752K	\$2.77M	\$1.94M	\$777K	\$1.77M
Percent Change from Prior Year	14%	375%	-21%	-57%	-24%	165%	-63%	26%	64%	5%	16%	720%	54%

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	78%	63%	83%	80%	78%	75%	80%	92%	80%	70%	93%	78%	93%
Single Family Residence	22%	38%	17%	20%	22%	25%	20%	8%	20%	30%	7%	22%	7%

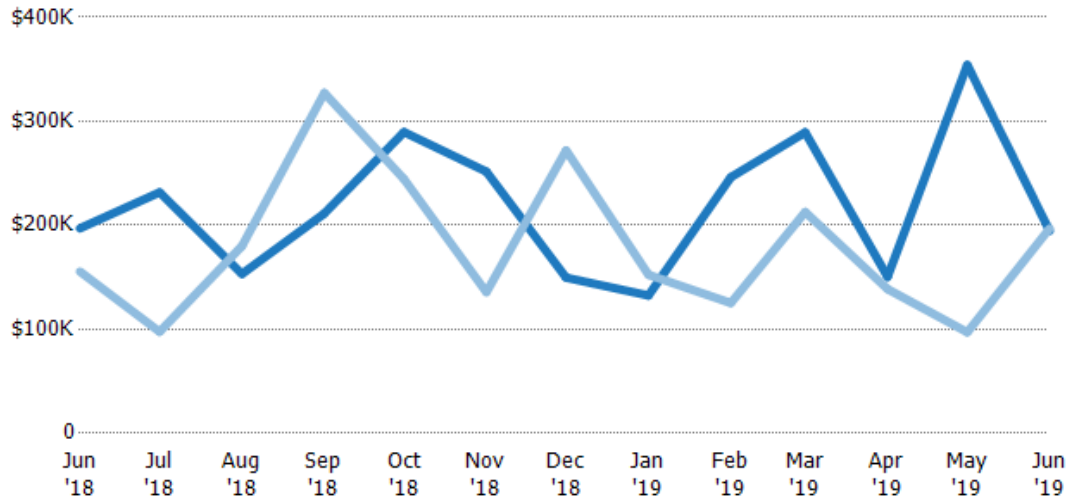
Average Sales Price

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.
Jun '19	\$195K	-1.2%
Jun '18	\$197K	26.6%
Jun '17	\$156K	-33.7%



Current Year	\$197K	\$232K	\$153K	\$211K	\$290K	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K
Prior Year	\$156K	\$97.6K	\$180K	\$327K	\$244K	\$136K	\$272K	\$152K	\$125K	\$213K	\$139K	\$97.1K	\$197K
Percent Change from Prior Year	27%	137%	-15%	-35%	19%	85%	-45%	-13%	97%	36%	9%	265%	-1%

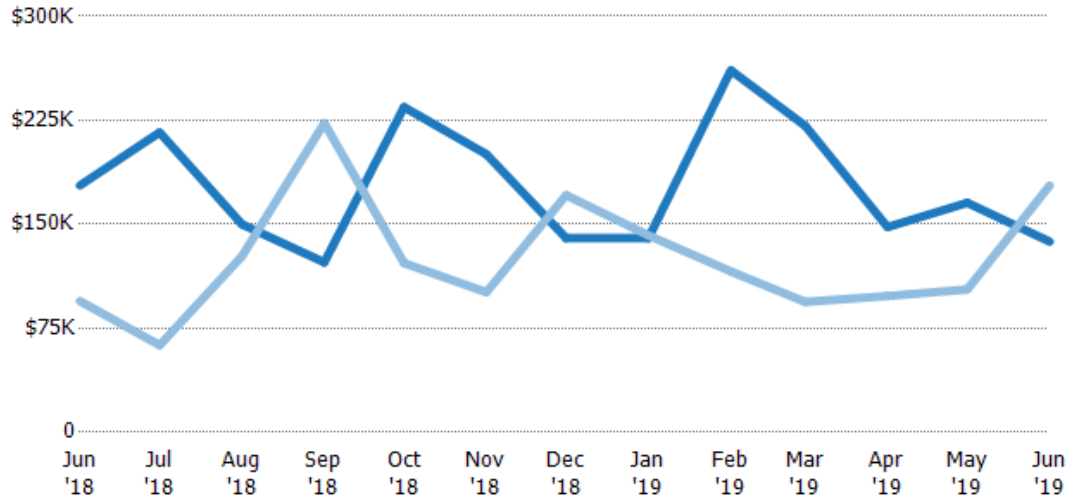
Median Sales Price

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.
Jun '19	\$138K	-22.8%
Jun '18	\$178K	88.1%
Jun '17	\$94.6K	12.8%



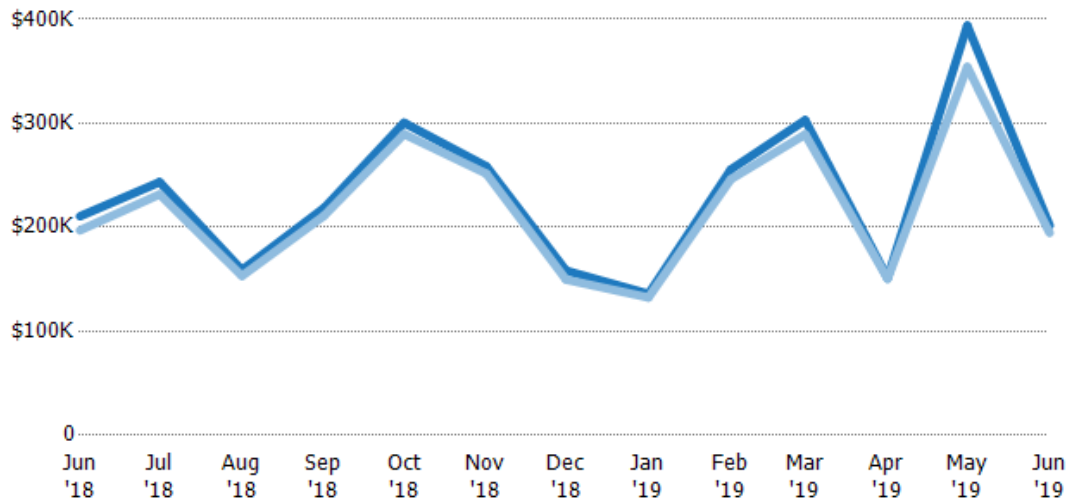
Current Year	\$178K	\$216K	\$150K	\$123K	\$235K	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K
Prior Year	\$94.6K	\$62.8K	\$127K	\$223K	\$122K	\$101K	\$171K	\$142K	\$116K	\$94K	\$98.3K	\$103K	\$178K
Percent Change from Prior Year	88%	245%	18%	-45%	92%	99%	-18%	-1%	125%	135%	51%	61%	-23%

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



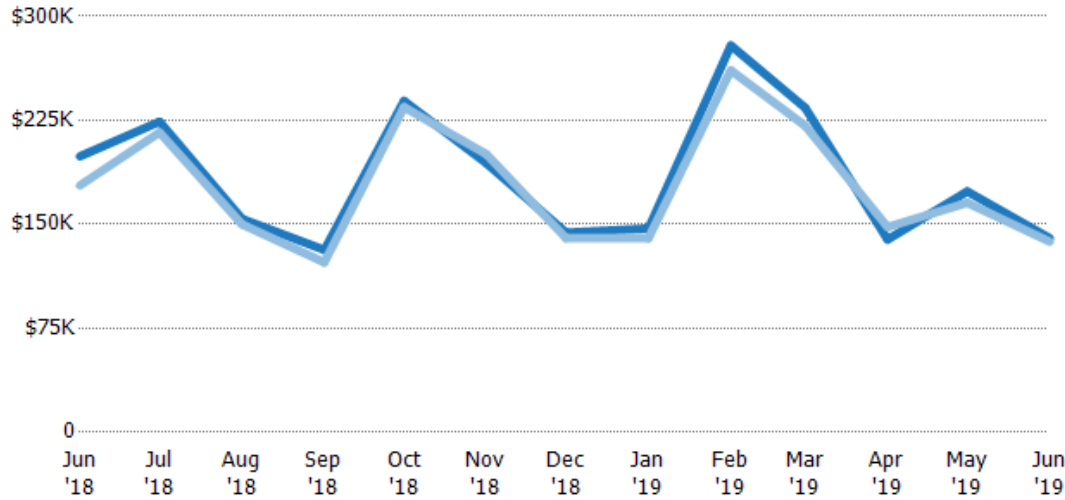
Avg List Price	\$211K	\$243K	\$159K	\$219K	\$301K	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K
Avg Sales Price	\$197K	\$232K	\$153K	\$211K	\$290K	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	97%	96%	97%	95%	97%	96%	95%	99%	90%	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



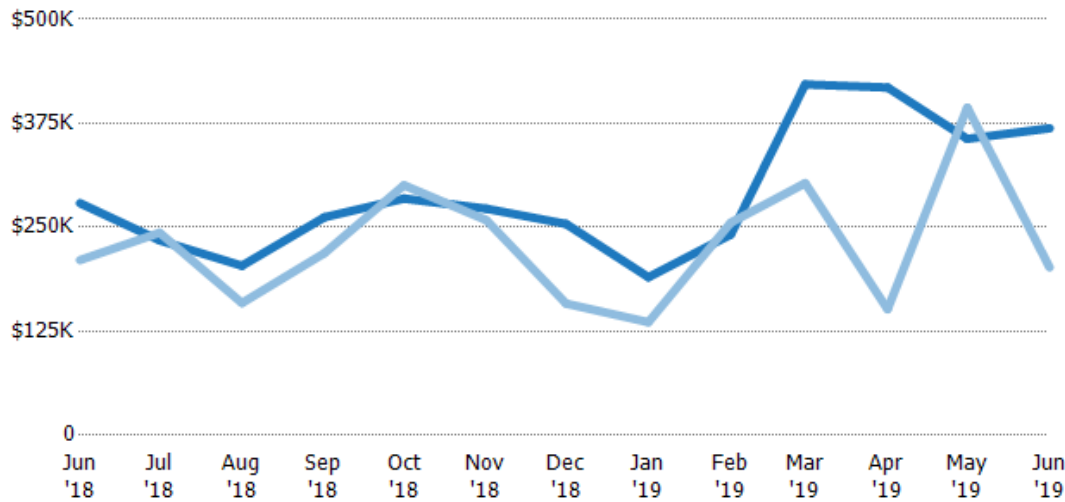
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$199K	\$224K	\$154K	\$132K	\$239K	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K
Median Sales Price	\$178K	\$216K	\$150K	\$123K	\$235K	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K
Med Sales Price as a % of Med List Price	89%	97%	97%	93%	98%	103%	97%	95%	94%	94%	106%	95%	98%

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



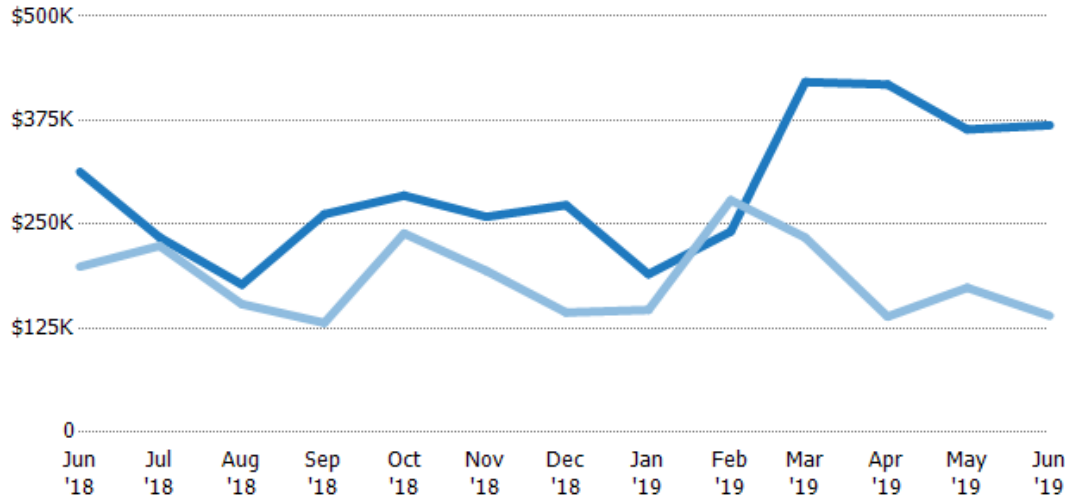
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$279K	\$234K	\$204K	\$262K	\$285K	\$272K	\$254K	\$190K	\$241K	\$422K	\$418K	\$356K	\$369K
Avg Sales Price	\$211K	\$243K	\$159K	\$219K	\$301K	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K
Avg Sales Price as a % of Avg Est Value	75%	104%	78%	84%	106%	95%	62%	72%	106%	72%	36%	111%	55%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$313K	\$234K	\$178K	\$262K	\$285K	\$259K	\$273K	\$190K	\$241K	\$421K	\$418K	\$364K	\$369K
Median Sales Price	\$199K	\$224K	\$154K	\$132K	\$239K	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K
Med Sales Price as a % of Med Est Value	64%	96%	87%	50%	84%	75%	53%	77%	116%	56%	33%	48%	38%