

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	8	+175%	152	94	+61.7%
New Listing Volume	\$4,384,700	\$2,149,800	+104%	\$47,050,750	\$27,446,000	+71.4%
Active Listing Count	66	65	+1.5%	N/A	N/A	
Active Listing Volume	\$26,981,400	\$22,873,699	+18%	N/A	N/A	
Average Listing Price	\$408,809	\$351,903	+16.2%	\$410,353	\$297,264	+38%
Median Listing Price	\$289,000	\$215,000	+34.4%	\$312,691	\$171,495	+82.3%
Median Days in RPR	68.5	168	-59.2%	90.99	139.4	-34.7%
Months of Inventory	6.6	8.1	-18.8%	6.3	9.1	-31.5%
Absorption Rate	15.15%	12.31%	+2.8%	16%	10.96%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	21	18	+16.7%	121	90	+34.4%
New Pending Sales Volume	\$5,722,450	\$4,788,200	+19.5%	\$32,294,250	\$17,722,100	+82.2%
Pending Sales Count	31	18	+72.2%	N/A	N/A	
Pending Sales Volume	\$8,502,850	\$4,950,100	+71.8%	N/A	N/A	
Closed Sales Count	16	13	+23.1%	101	80	+26.3%
Closed Sales Volume	\$3,551,500	\$2,093,500	+69.6%	\$23,436,000	\$13,327,600	+75.8%
Average Sales Price	\$221,969	\$161,038	+37.8%	\$232,040	\$166,595	+39.3%
Median Sales Price	\$150,750	\$150,000	+0.5%	\$160,975	\$133,469	+20.6%

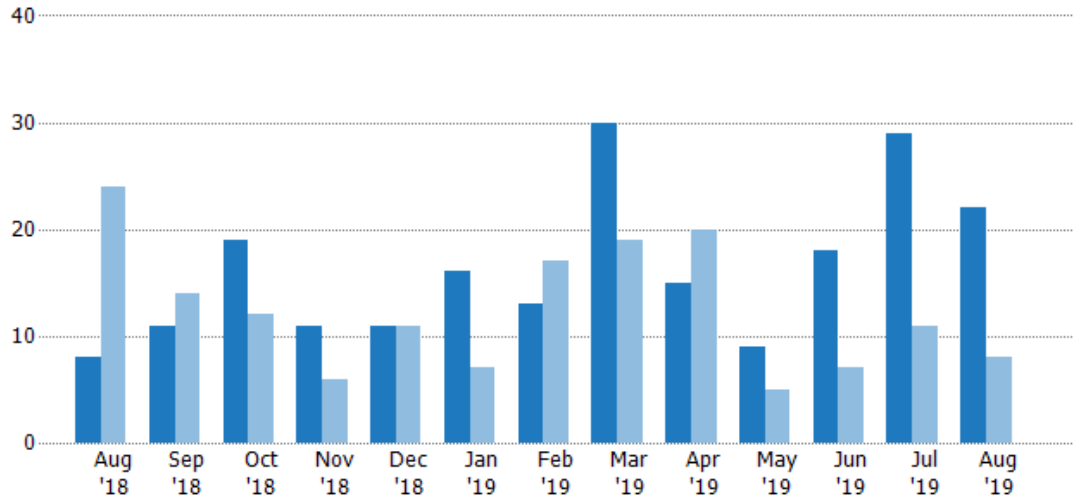
New Listings

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.
Aug '19	22	175%
Aug '18	8	-66.7%
Aug '17	24	-4.2%



Current Year	8	11	19	11	11	16	13	30	15	9	18	29	22
Prior Year	24	14	12	6	11	7	17	19	20	5	7	11	8
Percent Change from Prior Year	-67%	-21%	58%	83%	0%	129%	-24%	58%	-25%	80%	157%	164%	175%

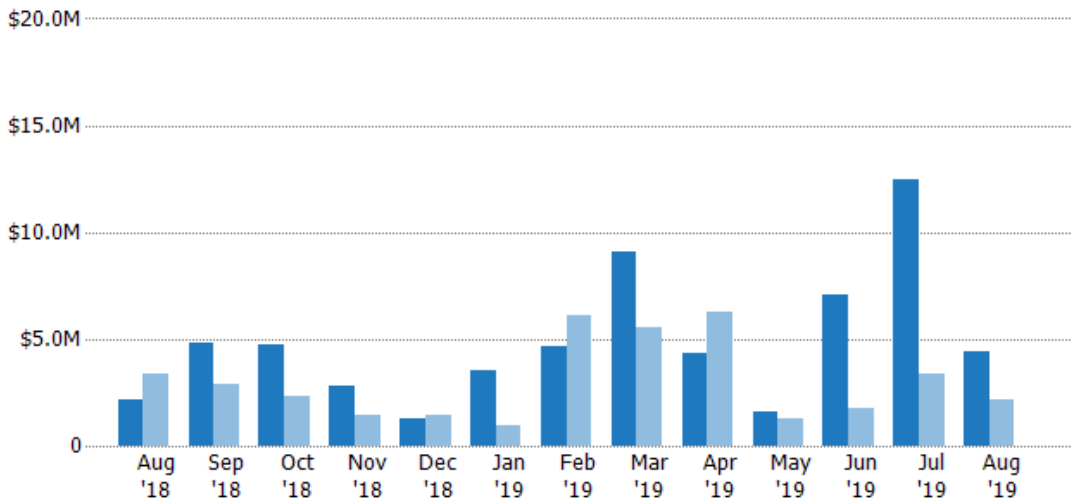
New Listing Volume

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.
Aug '19	\$4.38M	104%
Aug '18	\$2.15M	-35.7%
Aug '17	\$3.34M	84.5%



Current Year	\$2.15M	\$4.8M	\$4.75M	\$2.8M	\$1.26M	\$3.5M	\$4.62M	\$9.09M	\$4.34M	\$1.57M	\$7.05M	\$12.5M	\$4.38M
Prior Year	\$3.34M	\$2.91M	\$2.36M	\$1.47M	\$1.45M	\$924K	\$6.13M	\$5.54M	\$6.3M	\$1.29M	\$1.75M	\$3.36M	\$2.15M
Percent Change from Prior Year	-36%	65%	101%	91%	-13%	279%	-25%	64%	-31%	22%	304%	272%	104%

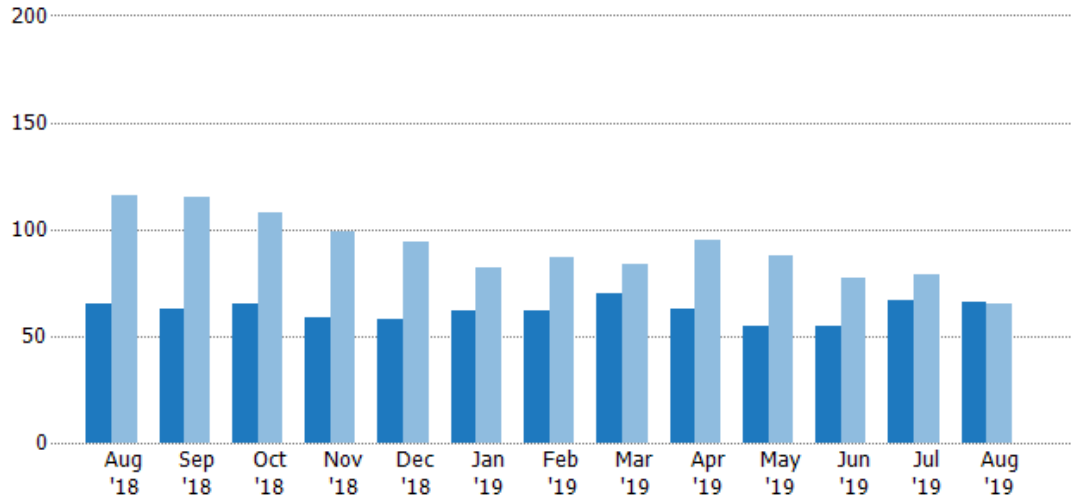
Active Listings

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.
Aug '19	66	1.5%
Aug '18	65	-44%
Aug '17	116	11.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	65	63	65	59	58	62	62	70	63	55	55	67	66
Prior Year	116	115	108	99	94	82	87	84	95	88	77	79	65
Percent Change from Prior Year	-44%	-45%	-40%	-40%	-38%	-24%	-29%	-17%	-34%	-38%	-29%	-15%	2%

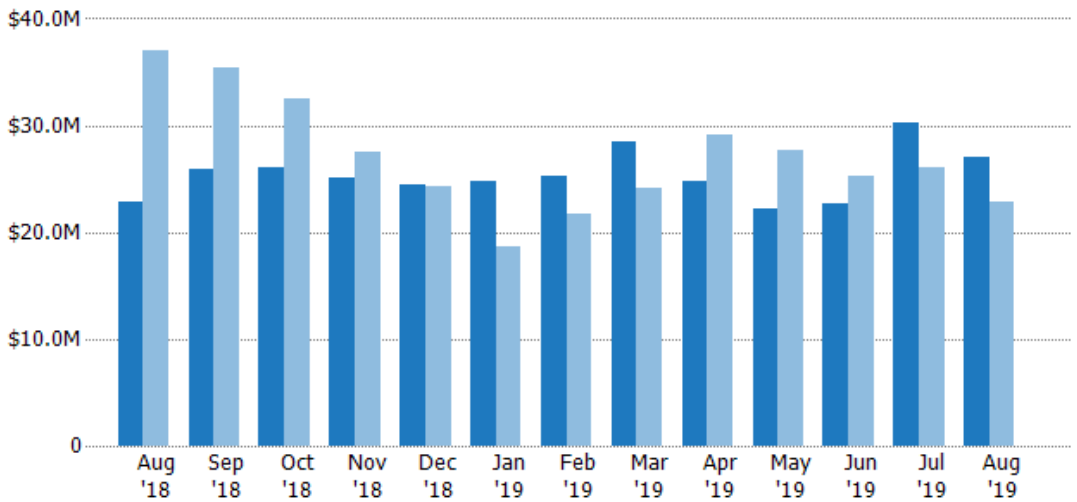
Active Listing Volume

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.
Aug '19	\$27M	18%
Aug '18	\$22.9M	-38.2%
Aug '17	\$37M	-9.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$22.9M	\$25.9M	\$26M	\$25.1M	\$24.5M	\$24.7M	\$25.3M	\$28.4M	\$24.8M	\$22.1M	\$22.6M	\$30.2M	\$27M
Prior Year	\$37M	\$35.4M	\$32.4M	\$27.4M	\$24.3M	\$18.7M	\$21.8M	\$24.1M	\$29M	\$27.7M	\$25.2M	\$26M	\$22.9M
Percent Change from Prior Year	-38%	-27%	-20%	-8%	1%	32%	16%	18%	-15%	-20%	-10%	16%	18%

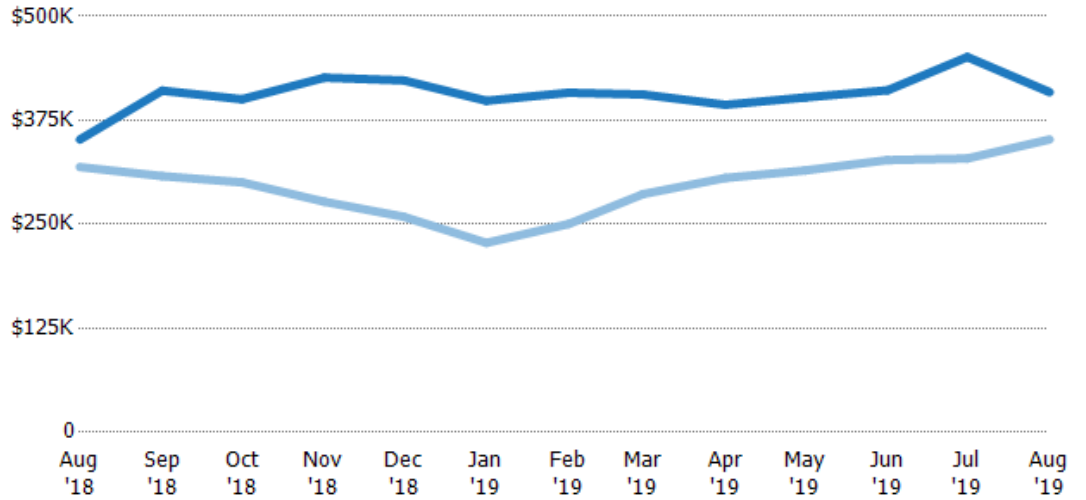
Average Listing Price

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.
Aug '19	\$409K	16.2%
Aug '18	\$352K	10.4%
Aug '17	\$319K	-18.8%



Current Year	\$352K	\$411K	\$400K	\$426K	\$423K	\$399K	\$408K	\$406K	\$394K	\$402K	\$411K	\$451K	\$409K
Prior Year	\$319K	\$308K	\$300K	\$277K	\$259K	\$228K	\$250K	\$286K	\$306K	\$315K	\$327K	\$329K	\$352K
Percent Change from Prior Year	10%	33%	33%	54%	63%	75%	63%	42%	29%	28%	26%	37%	16%

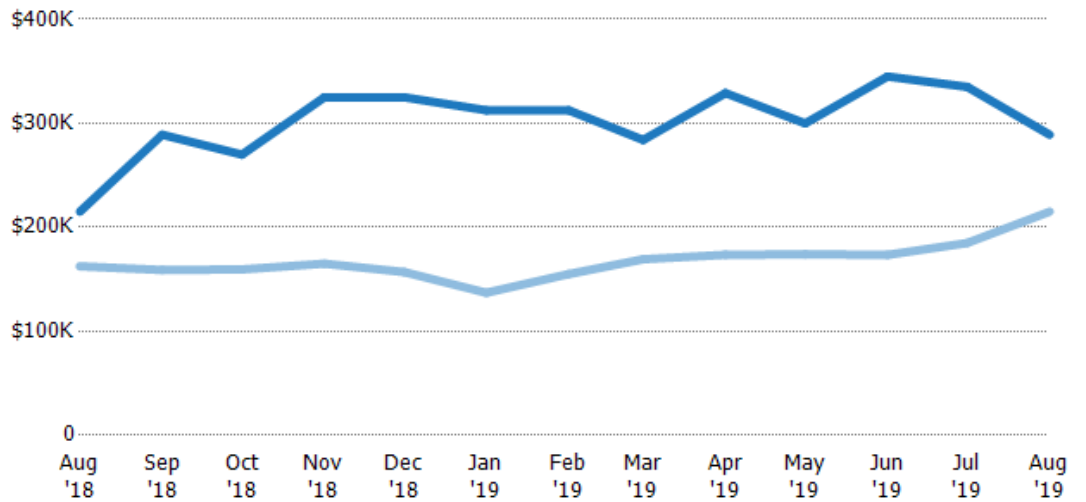
Median Listing Price

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.
Aug '19	\$289K	34.4%
Aug '18	\$215K	32.3%
Aug '17	\$162K	4%



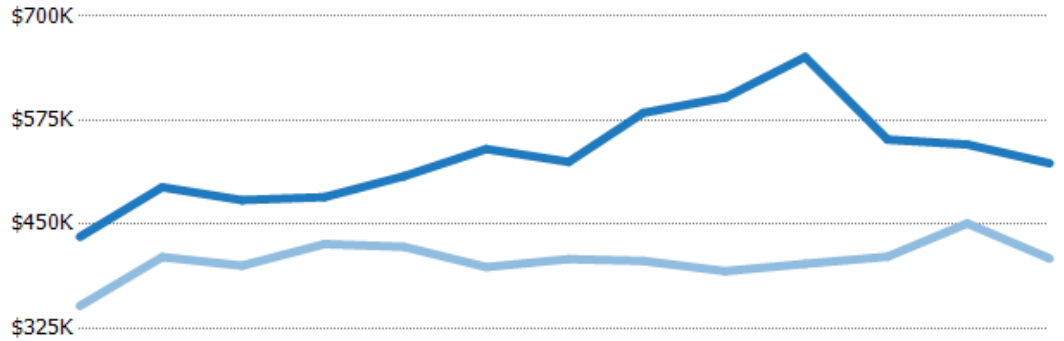
Current Year	\$215K	\$289K	\$270K	\$325K	\$325K	\$313K	\$313K	\$284K	\$329K	\$300K	\$345K	\$335K	\$289K
Prior Year	\$162K	\$159K	\$159K	\$165K	\$157K	\$137K	\$155K	\$169K	\$174K	\$174K	\$174K	\$185K	\$215K
Percent Change from Prior Year	32%	82%	69%	97%	107%	128%	102%	68%	90%	72%	99%	81%	34%

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



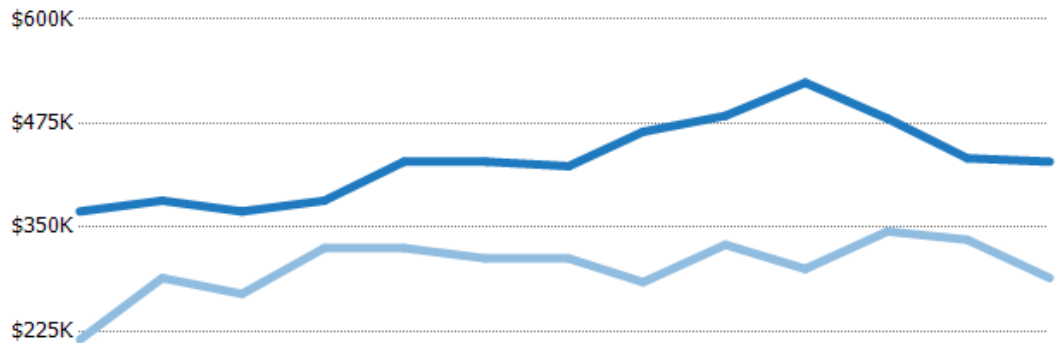
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$435K	\$495K	\$479K	\$483K	\$508K	\$540K	\$525K	\$584K	\$602K	\$651K	\$552K	\$546K	\$523K
Avg Listing Price	\$352K	\$411K	\$400K	\$426K	\$423K	\$399K	\$408K	\$406K	\$394K	\$402K	\$411K	\$451K	\$409K
Avg Listing Price as a % of Avg Est Value	81%	83%	84%	88%	83%	74%	78%	70%	65%	62%	74%	83%	78%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$369K	\$382K	\$369K	\$382K	\$429K	\$429K	\$423K	\$465K	\$484K	\$524K	\$481K	\$433K	\$429K
Median Listing Price	\$215K	\$289K	\$270K	\$325K	\$325K	\$313K	\$313K	\$284K	\$329K	\$300K	\$345K	\$335K	\$289K
Med Listing Price as a % of Med Est Value	58%	76%	73%	85%	76%	73%	74%	61%	68%	57%	72%	77%	67%

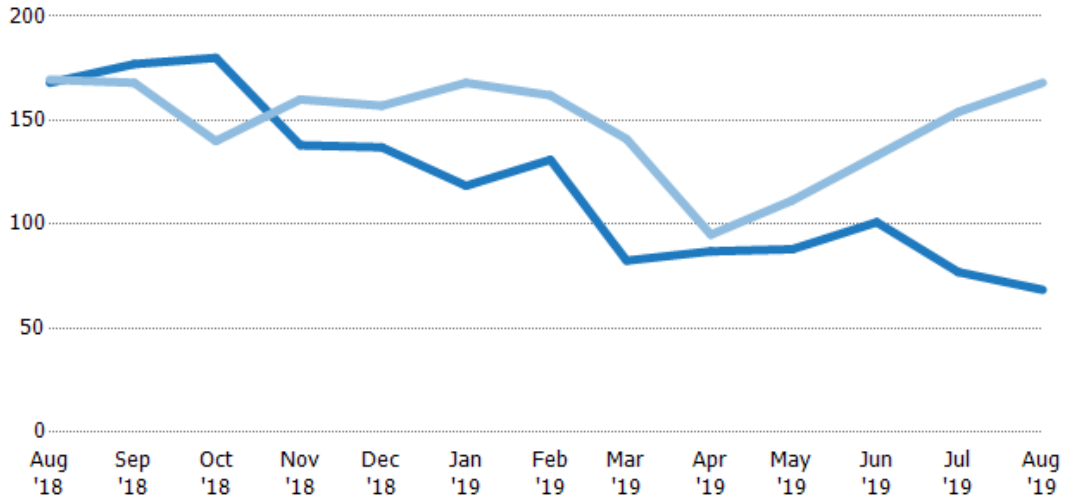
Median Days in RPR

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.
Aug '19	68.5	-59.2%
Aug '18	168	-0.9%
Aug '17	170	-32.7%



Current Year	168	177	180	138	137	119	131	82.5	87	88	101	77	68.5
Prior Year	170	168	140	160	157	168	162	141	95	112	133	154	168
Percent Change from Prior Year	-1%	5%	29%	-14%	-13%	-29%	-19%	-41%	-8%	-21%	-24%	-50%	-59%

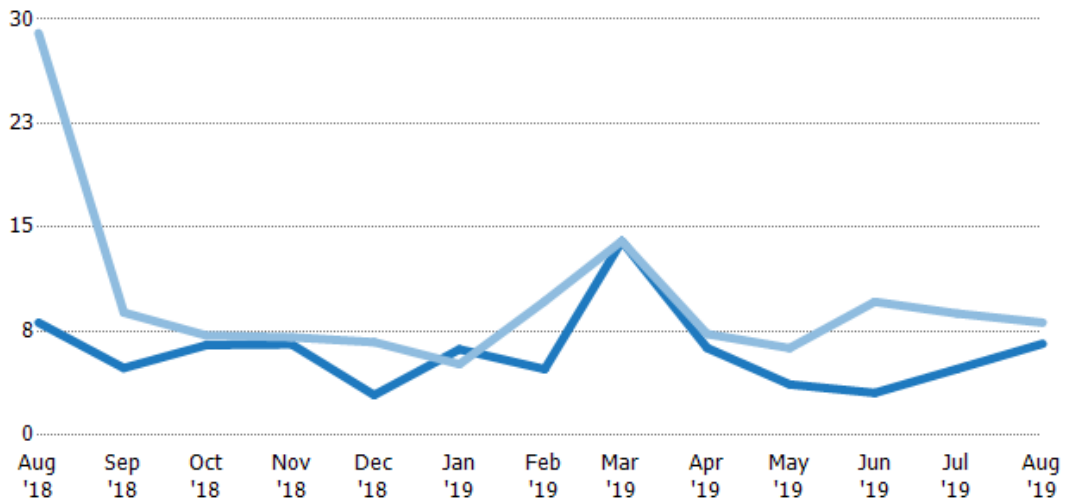
Months of Inventory

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.
Aug '19	6.6	-18.8%
Aug '18	8.13	-72%
Aug '17	29	-11%



Current Year	8.13	4.85	6.5	6.56	2.9	6.2	4.77	14	6.3	3.67	3.06	4.79	6.6
Prior Year	29	8.85	7.2	7.07	6.71	5.13	9.67	14	7.31	6.29	9.63	8.78	8.13
Percent Change from Prior Year	-72%	-45%	-10%	-7%	-57%	21%	-51%	0%	-14%	-42%	-68%	-45%	-19%

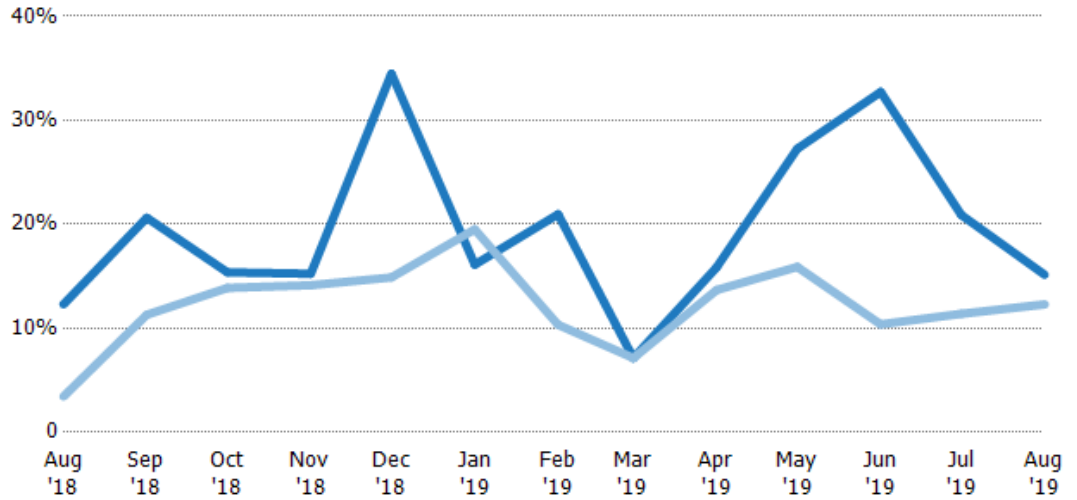
Absorption Rate

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.
Aug '19	15%	-2.9%
Aug '18	12%	-8.9%
Aug '17	3%	12.5%



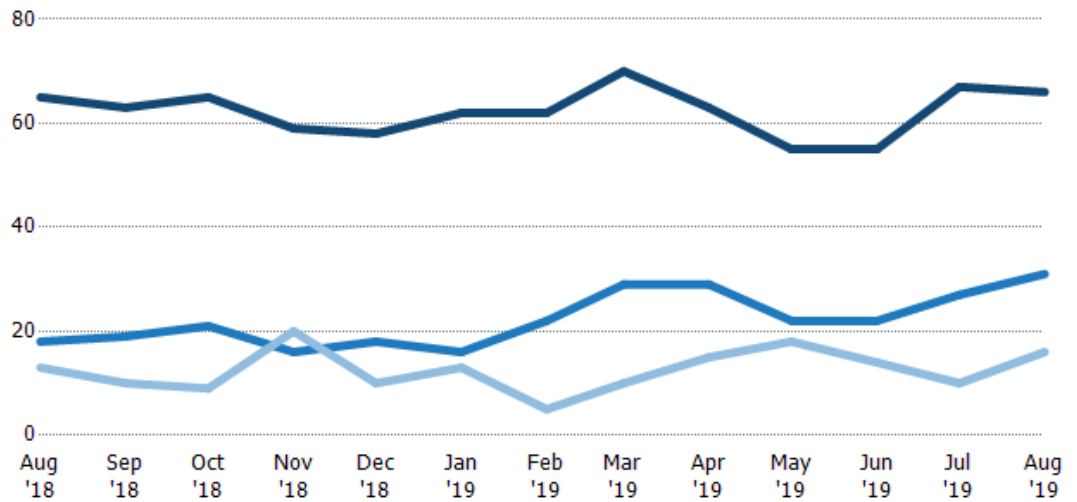
Current Year	12%	21%	15%	15%	34%	16%	21%	7%	16%	27%	33%	21%	15%
Prior Year	3%	11%	14%	14%	15%	20%	10%	7%	14%	16%	10%	11%	12%
Change from Prior Year	-9%	-9%	-2%	-1%	-20%	3%	-11%	0%	-2%	-11%	-22%	-10%	-3%

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	65	63	65	59	58	62	62	70	63	55	55	67	66
Pending	18	19	21	16	18	16	22	29	29	22	22	27	31
Sold	13	10	9	20	10	13	5	10	15	18	14	10	16

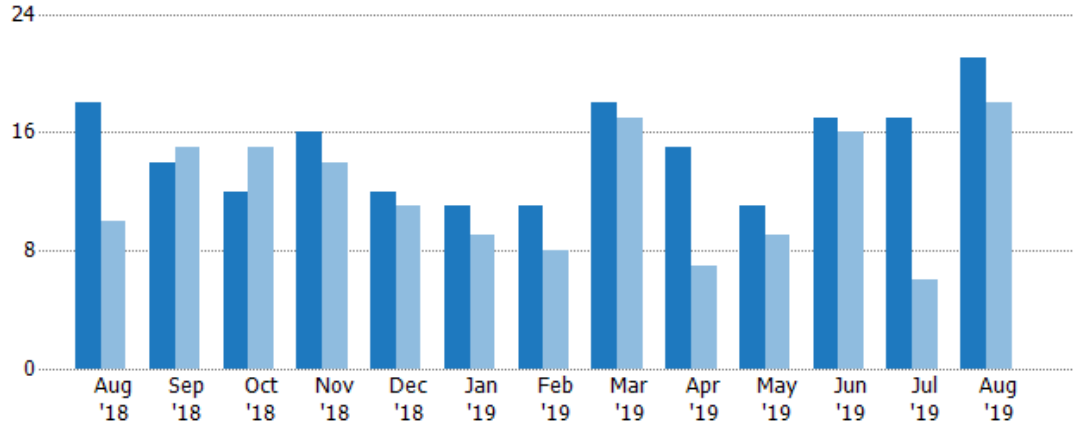
New Pending Sales

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.
Aug '19	21	16.7%
Aug '18	18	80%
Aug '17	10	-30%



Current Year	18	14	12	16	12	11	11	18	15	11	17	17	21
Prior Year	10	15	15	14	11	9	8	17	7	9	16	6	18
Percent Change from Prior Year	80%	-7%	-20%	14%	9%	22%	38%	6%	114%	22%	6%	183%	17%

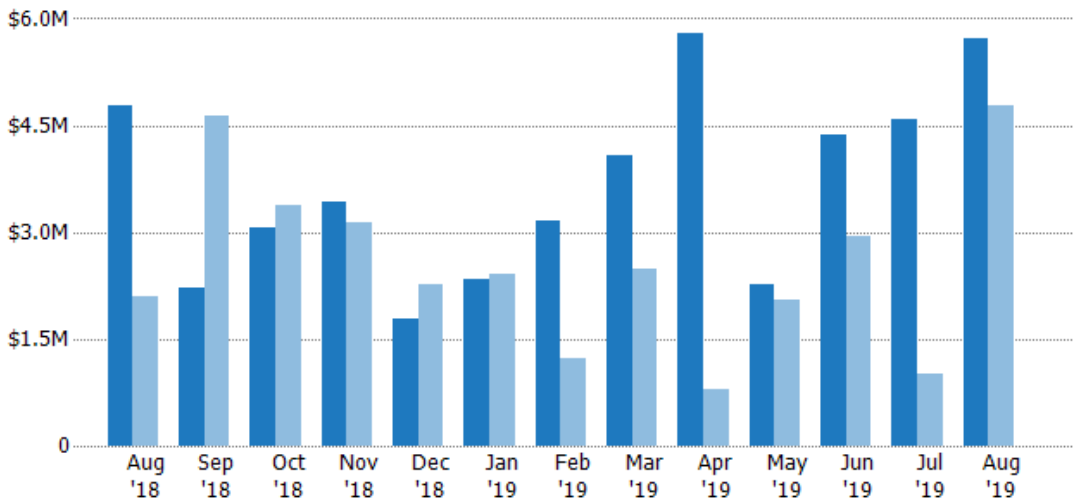
New Pending Sales Volume

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.
Aug '19	\$5.72M	19.5%
Aug '18	\$4.79M	128.5%
Aug '17	\$2.1M	-23.4%



Current Year	\$4.79M	\$2.22M	\$3.06M	\$3.44M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.28M	\$4.36M	\$4.58M	\$5.72M
Prior Year	\$2.1M	\$4.63M	\$3.38M	\$3.14M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M
Percent Change from Prior Year	128%	-52%	-9%	9%	-21%	-4%	159%	64%	620%	12%	48%	354%	20%

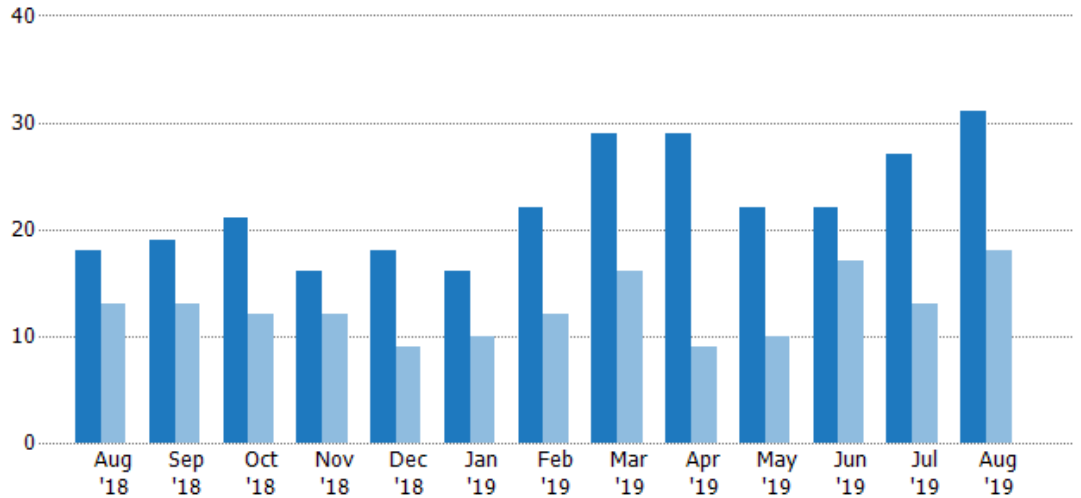
Pending Sales

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.
Aug '19	31	72.2%
Aug '18	18	38.5%
Aug '17	13	-7.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	18	19	21	16	18	16	22	29	29	22	22	27	31
Prior Year	13	13	12	12	9	10	12	16	9	10	17	13	18
Percent Change from Prior Year	38%	46%	75%	33%	100%	60%	83%	81%	222%	120%	29%	108%	72%

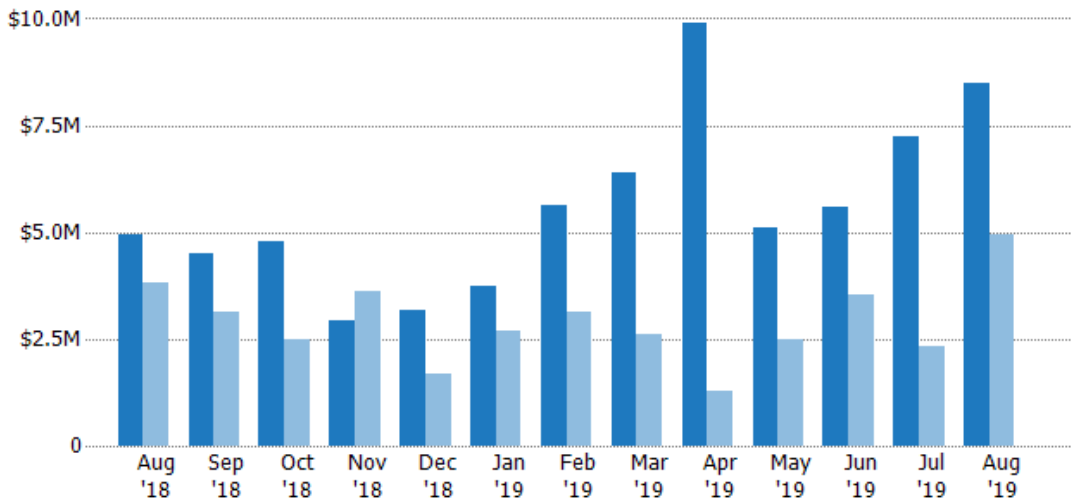
Pending Sales Volume

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.
Aug '19	\$8.5M	71.8%
Aug '18	\$4.95M	29.4%
Aug '17	\$3.83M	-36.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$4.95M	\$4.49M	\$4.79M	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.09M	\$5.6M	\$7.23M	\$8.5M
Prior Year	\$3.83M	\$3.12M	\$2.47M	\$3.6M	\$1.67M	\$2.71M	\$3.14M	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.34M	\$4.95M
Percent Change from Prior Year	29%	44%	94%	-19%	90%	38%	79%	144%	668%	104%	58%	209%	72%

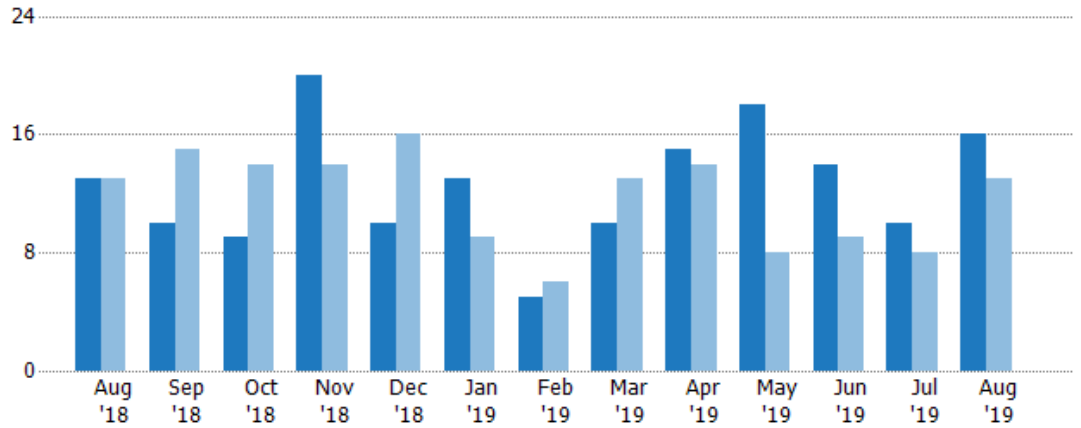
Closed Sales

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.
Aug '19	16	23.1%
Aug '18	13	0%
Aug '17	13	-69.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	13	10	9	20	10	13	5	10	15	18	14	10	16
Prior Year	13	15	14	14	16	9	6	13	14	8	9	8	13
Percent Change from Prior Year	0%	-33%	-36%	43%	-38%	44%	-17%	-23%	7%	125%	56%	25%	23%

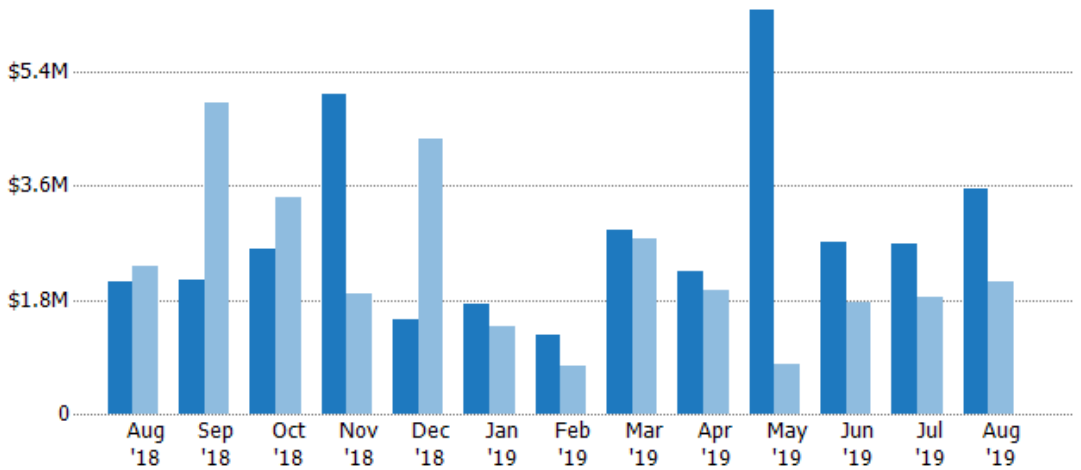
Closed Sales Volume

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.
Aug '19	\$3.55M	69.6%
Aug '18	\$2.09M	-10.6%
Aug '17	\$2.34M	-84.8%



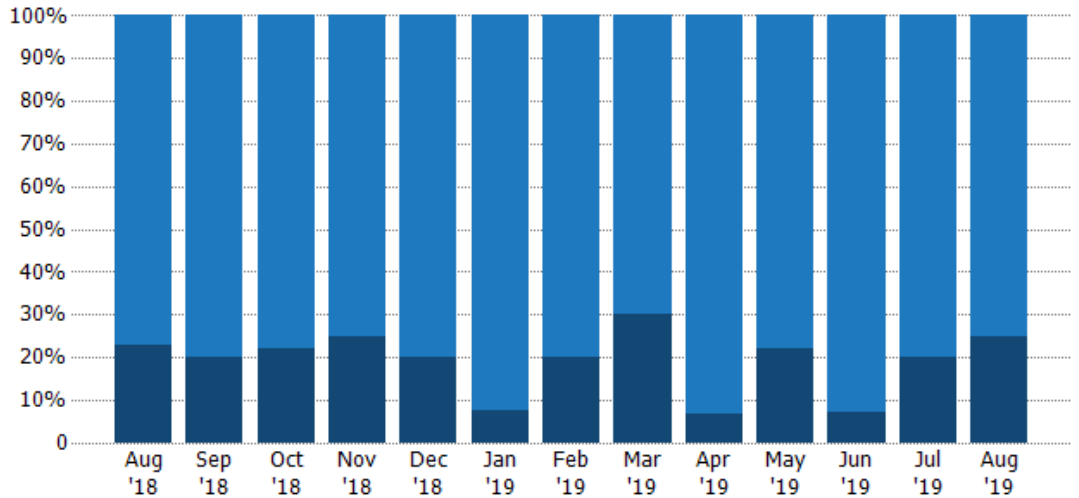
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$2.09M	\$2.11M	\$2.61M	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M	\$2.72M	\$2.68M	\$3.55M
Prior Year	\$2.34M	\$4.91M	\$3.42M	\$1.9M	\$4.34M	\$1.37M	\$752K	\$2.77M	\$1.94M	\$777K	\$1.77M	\$1.85M	\$2.09M
Percent Change from Prior Year	-11%	-57%	-24%	165%	-65%	26%	64%	5%	16%	720%	54%	45%	70%

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%	80%	78%	75%	80%	92%	80%	70%	93%	78%	93%	80%	75%
Single Family Residence	23%	20%	22%	25%	20%	8%	20%	30%	7%	22%	7%	20%	25%

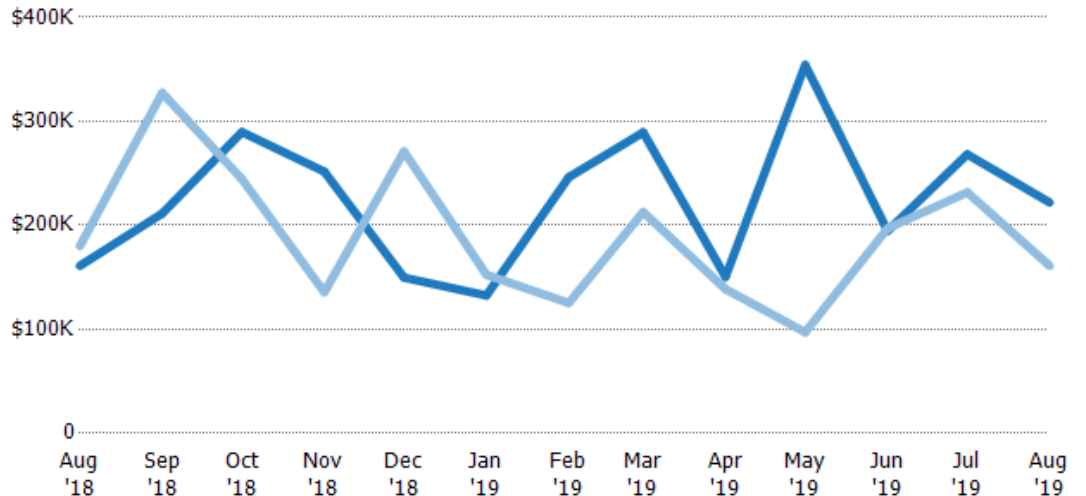
Average Sales Price

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.
Aug '19	\$222K	37.8%
Aug '18	\$161K	-10.6%
Aug '17	\$180K	-50.6%



Current Year	\$161K	\$211K	\$290K	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K
Prior Year	\$180K	\$327K	\$244K	\$136K	\$271K	\$152K	\$125K	\$213K	\$139K	\$97.1K	\$197K	\$232K	\$161K
Percent Change from Prior Year	-11%	-35%	19%	85%	-45%	-13%	97%	36%	9%	265%	-1%	16%	38%

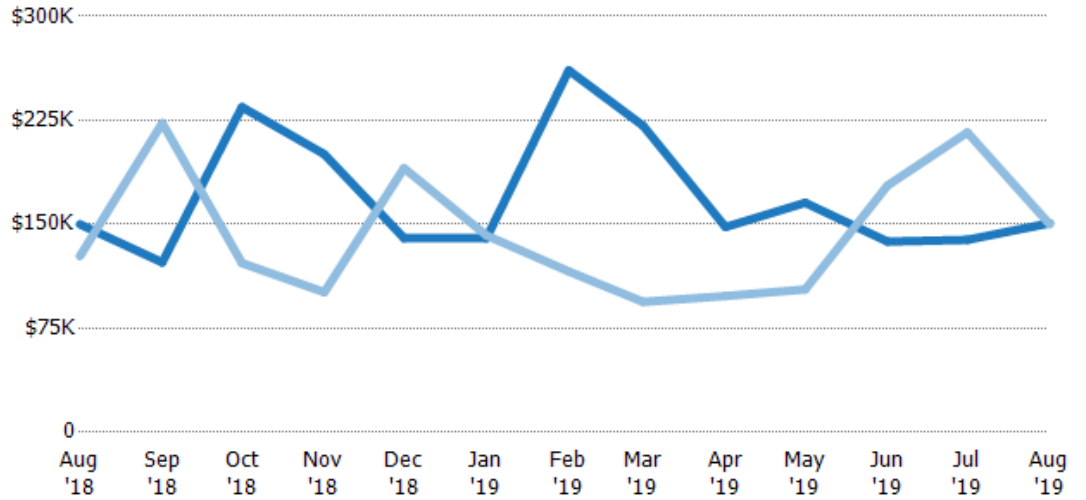
Median Sales Price

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.
Aug '19	\$151K	0.5%
Aug '18	\$150K	18.1%
Aug '17	\$127K	-51.6%



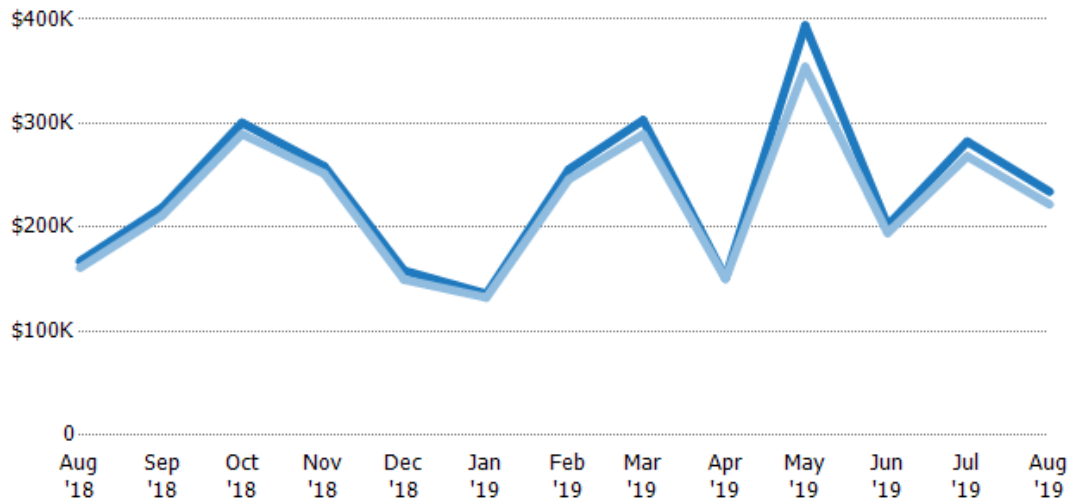
Current Year	\$150K	\$123K	\$235K	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K
Prior Year	\$127K	\$223K	\$122K	\$101K	\$191K	\$142K	\$116K	\$94K	\$98.3K	\$103K	\$178K	\$216K	\$150K
Percent Change from Prior Year	18%	-45%	92%	99%	-27%	-1%	125%	135%	51%	61%	-23%	-36%	1%

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



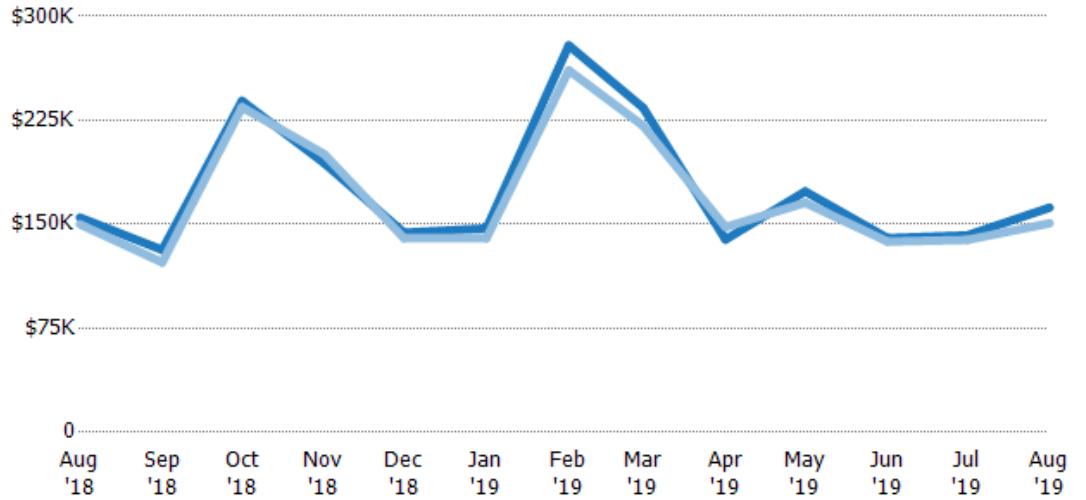
Avg List Price	\$167K	\$219K	\$301K	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K
Avg Sales Price	\$161K	\$211K	\$290K	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	97%	95%	97%	96%	95%	99%	90%	96%	95%	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



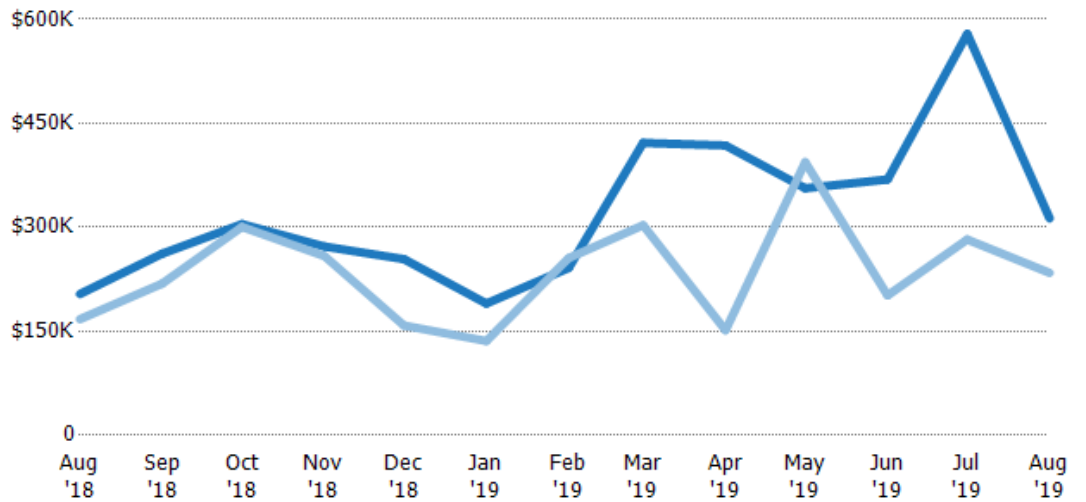
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$155K	\$132K	\$239K	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K
Median Sales Price	\$150K	\$123K	\$235K	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K
Med Sales Price as a % of Med List Price	97%	93%	98%	103%	97%	95%	94%	94%	106%	95%	98%	98%	93%

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



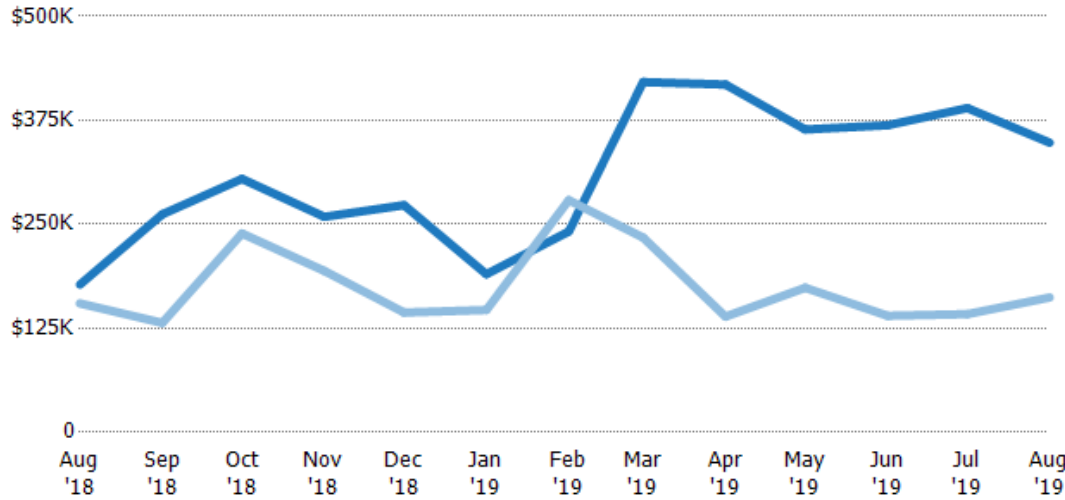
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$204K	\$262K	\$305K	\$272K	\$254K	\$190K	\$241K	\$422K	\$418K	\$356K	\$369K	\$579K	\$313K
Avg Sales Price	\$167K	\$219K	\$301K	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K
Avg Sales Price as a % of Avg Est Value	82%	84%	99%	95%	62%	72%	106%	72%	36%	111%	55%	49%	75%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$178K	\$262K	\$305K	\$259K	\$273K	\$190K	\$241K	\$421K	\$418K	\$364K	\$369K	\$390K	\$348K
Median Sales Price	\$155K	\$132K	\$239K	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K
Med Sales Price as a % of Med Est Value	87%	50%	78%	75%	53%	77%	116%	56%	33%	48%	38%	36%	47%