

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	11	+163.6%	130	86	+51.2%
New Listing Volume	\$12,502,300	\$3,364,800	+271.6%	\$42,666,050	\$25,296,200	+68.7%
Active Listing Count	67	79	-15.2%	N/A	N/A	
Active Listing Volume	\$30,221,150	\$25,999,599	+16.2%	N/A	N/A	
Average Listing Price	\$451,062	\$329,109	+37.1%	\$410,588	\$291,265	+41%
Median Listing Price	\$335,000	\$184,900	+81.2%	\$316,294	\$166,718	+89.7%
Median Days in RPR	77	154	-50%	95.22	133.85	-28.9%
Months of Inventory	4.8	8.8	-45.5%	6.5	9.7	-33.3%
Absorption Rate	20.9%	11.39%	+9.5%	15.44%	10.3%	+5.1%
Sales Activity Charts Metrics						
New Pending Sales Count	17	6	+183.3%	100	72	+38.9%
New Pending Sales Volume	\$4,577,700	\$1,009,400	+353.5%	\$26,571,800	\$12,933,900	+105.4%
Pending Sales Count	27	13	+107.7%	N/A	N/A	
Pending Sales Volume	\$7,228,900	\$2,338,300	+209.2%	N/A	N/A	
Closed Sales Count	10	8	+25%	85	67	+26.9%
Closed Sales Volume	\$2,682,000	\$1,853,350	+44.7%	\$19,884,500	\$11,234,100	+77%
Average Sales Price	\$268,200	\$231,669	+15.8%	\$233,935	\$167,673	+39.5%
Median Sales Price	\$138,750	\$216,250	-35.8%	\$162,900	\$130,261	+25.1%

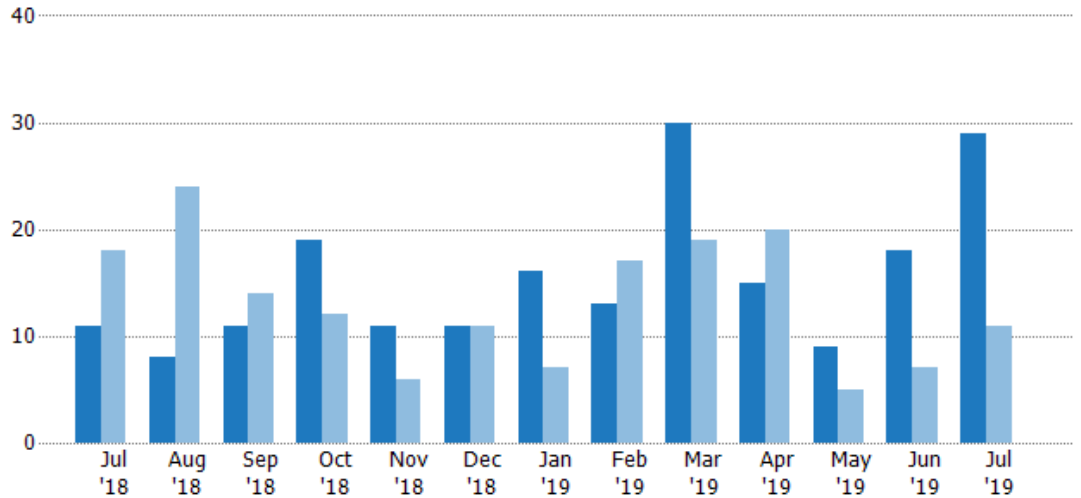
New Listings

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.
Jul '19	29	163.6%
Jul '18	11	-38.9%
Jul '17	18	55.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	11	8	11	19	11	11	16	13	30	15	9	18	29
Prior Year	18	24	14	12	6	11	7	17	19	20	5	7	11
Percent Change from Prior Year	-39%	-67%	-21%	58%	83%	0%	129%	-24%	58%	-25%	80%	157%	164%

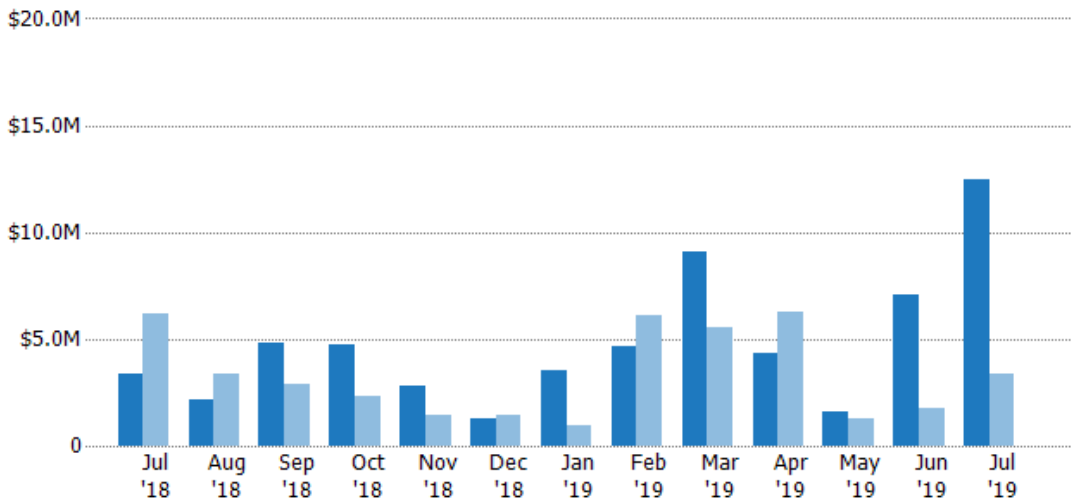
New Listing Volume

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.
Jul '19	\$12.5M	271.6%
Jul '18	\$3.36M	-45.7%
Jul '17	\$6.2M	-3.4%



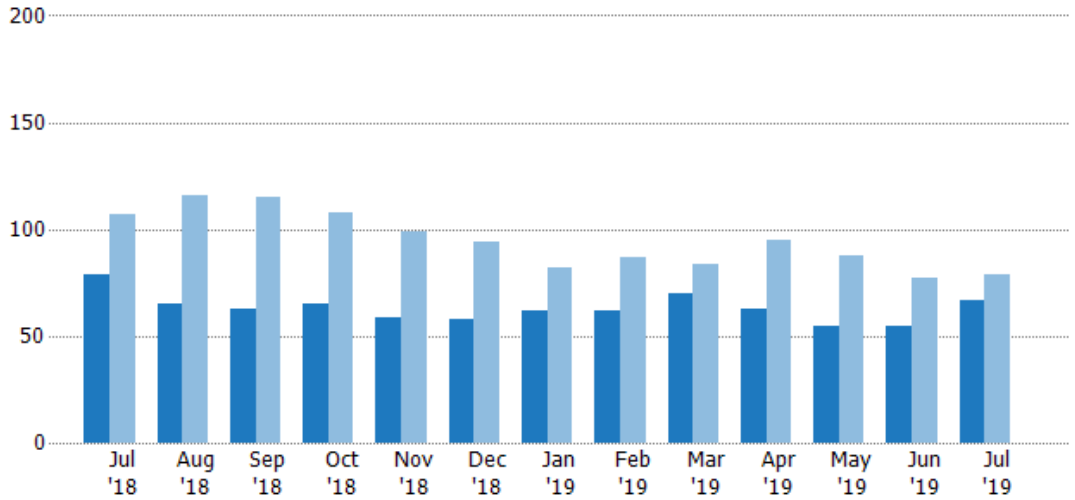
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$3.36M	\$2.15M	\$4.8M	\$4.75M	\$2.8M	\$1.26M	\$3.5M	\$4.62M	\$9.09M	\$4.34M	\$1.57M	\$7.05M	\$12.5M
Prior Year	\$6.2M	\$3.34M	\$2.91M	\$2.36M	\$1.47M	\$1.45M	\$924K	\$6.13M	\$5.54M	\$6.3M	\$1.29M	\$1.75M	\$3.36M
Percent Change from Prior Year	-46%	-36%	65%	101%	91%	-13%	279%	-25%	64%	-31%	22%	304%	272%

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.
Jul '19	67	-15.2%
Jul '18	79	-26.2%
Jul '17	107	5.6%

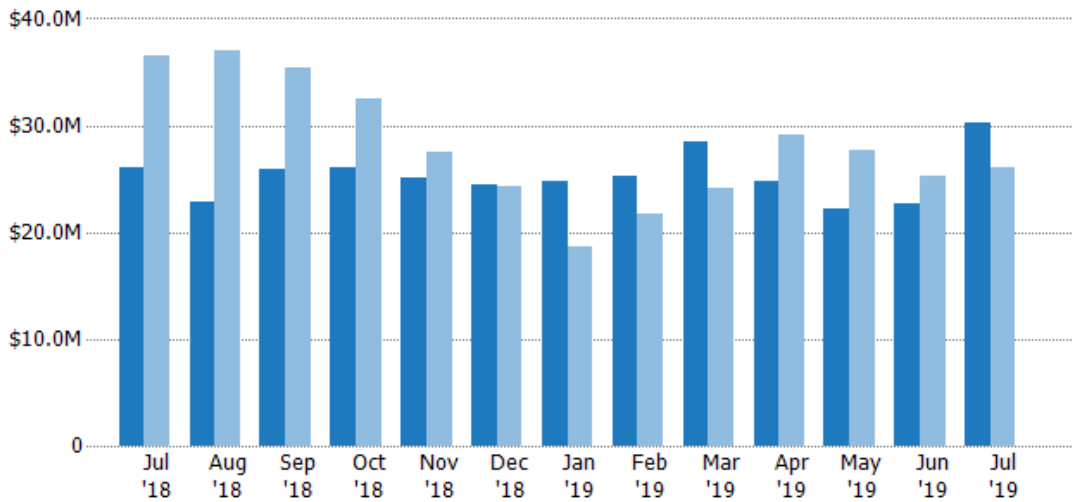
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	79	107	-26%
Aug '18	65	116	-44%
Sep '18	63	115	-45%
Oct '18	65	108	-40%
Nov '18	59	99	-40%
Dec '18	58	94	-38%
Jan '19	62	82	-24%
Feb '19	62	87	-29%
Mar '19	70	84	-17%
Apr '19	63	95	-34%
May '19	55	88	-38%
Jun '19	55	77	-29%
Jul '19	67	79	-15%

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.
Jul '19	\$30.2M	16.2%
Jul '18	\$26M	-28.9%
Jul '17	\$36.6M	-21.1%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$26M	\$36.6M	-29%
Aug '18	\$22.9M	\$37M	-38%
Sep '18	\$25.9M	\$35.4M	-27%
Oct '18	\$26M	\$32.4M	-20%
Nov '18	\$25.1M	\$27.4M	-8%
Dec '18	\$24.5M	\$24.3M	1%
Jan '19	\$24.7M	\$18.7M	32%
Feb '19	\$25.3M	\$21.8M	16%
Mar '19	\$28.4M	\$24.1M	18%
Apr '19	\$24.8M	\$29M	-15%
May '19	\$22.1M	\$27.7M	-20%
Jun '19	\$22.6M	\$25.2M	-10%
Jul '19	\$30.2M	\$26M	16%

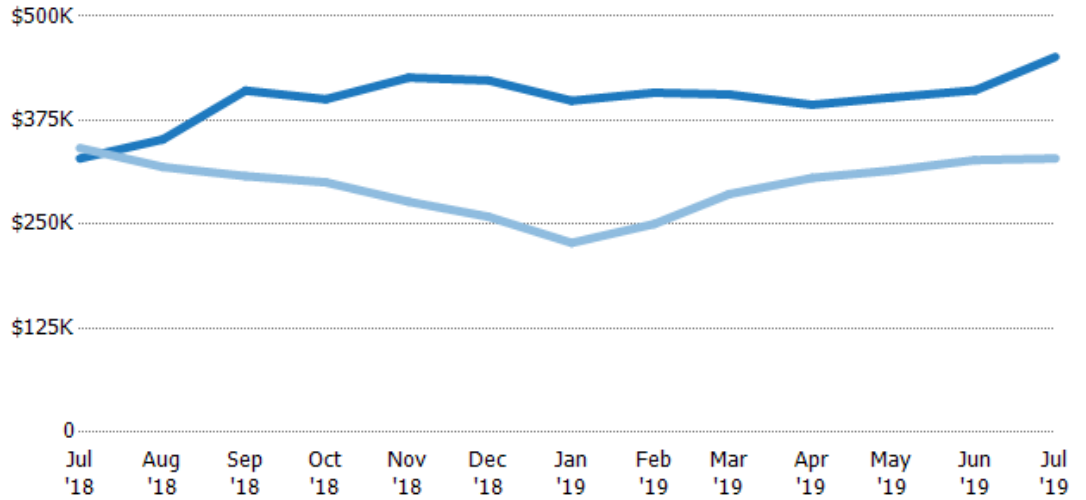
Average Listing Price

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.
Jul '19	\$451K	37.1%
Jul '18	\$329K	-3.7%
Jul '17	\$342K	-25.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$329K	\$352K	\$411K	\$400K	\$426K	\$423K	\$399K	\$408K	\$406K	\$394K	\$402K	\$411K	\$451K
Prior Year	\$342K	\$319K	\$308K	\$300K	\$277K	\$259K	\$228K	\$250K	\$286K	\$306K	\$315K	\$327K	\$329K
Percent Change from Prior Year	-4%	10%	33%	33%	54%	63%	75%	63%	42%	29%	28%	26%	37%

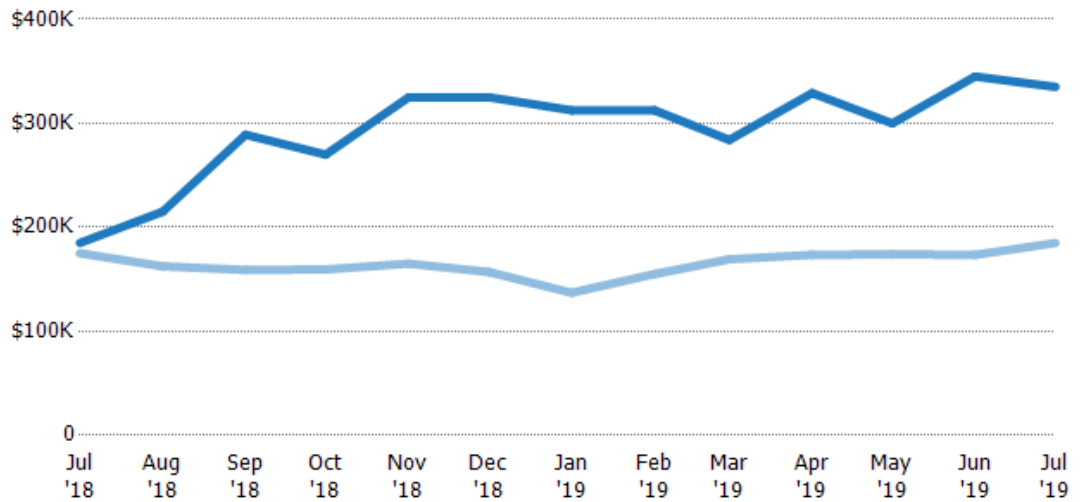
Median Listing Price

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.
Jul '19	\$335K	81.2%
Jul '18	\$185K	5.7%
Jul '17	\$175K	0%



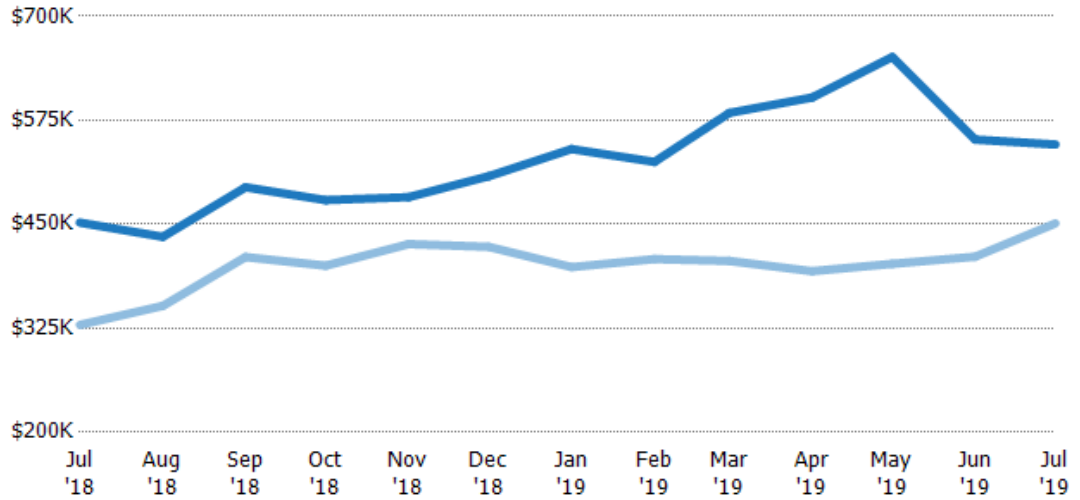
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$185K	\$215K	\$289K	\$270K	\$325K	\$325K	\$313K	\$313K	\$284K	\$329K	\$300K	\$345K	\$335K
Prior Year	\$175K	\$162K	\$159K	\$159K	\$165K	\$157K	\$137K	\$155K	\$169K	\$174K	\$174K	\$174K	\$185K
Percent Change from Prior Year	6%	32%	82%	69%	97%	107%	128%	102%	68%	90%	72%	99%	81%

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



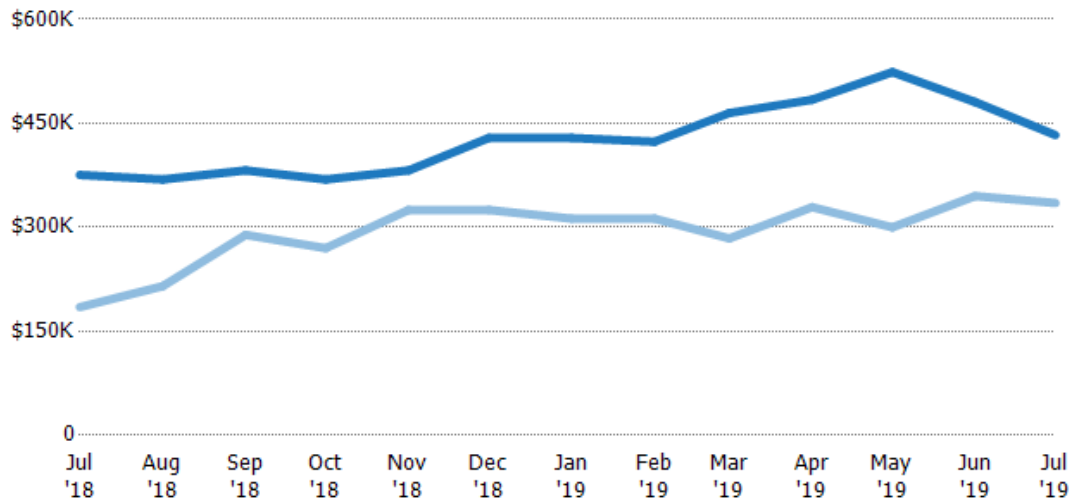
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$452K	\$435K	\$495K	\$479K	\$483K	\$508K	\$540K	\$525K	\$584K	\$602K	\$651K	\$552K	\$546K
Avg Listing Price	\$329K	\$352K	\$411K	\$400K	\$426K	\$423K	\$399K	\$408K	\$406K	\$394K	\$402K	\$411K	\$451K
Avg Listing Price as a % of Avg Est Value	73%	81%	83%	84%	88%	83%	74%	78%	70%	65%	62%	74%	83%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$375K	\$369K	\$382K	\$369K	\$382K	\$429K	\$429K	\$423K	\$465K	\$484K	\$524K	\$481K	\$433K
Median Listing Price	\$185K	\$215K	\$289K	\$270K	\$325K	\$325K	\$313K	\$313K	\$284K	\$329K	\$300K	\$345K	\$335K
Med Listing Price as a % of Med Est Value	49%	58%	76%	73%	85%	76%	73%	74%	61%	68%	57%	72%	77%

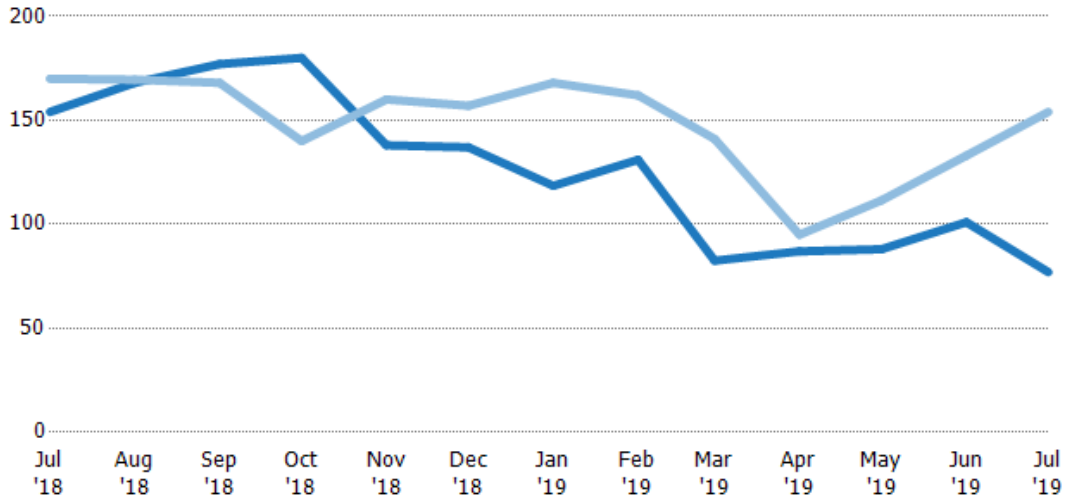
Median Days in RPR

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.
Jul '19	77	-50%
Jul '18	154	-9.4%
Jul '17	170	-23.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	154	168	177	180	138	137	119	131	82.5	87	88	101	77
Prior Year	170	170	168	140	160	157	168	162	141	95	112	133	154
Percent Change from Prior Year	-9%	-1%	5%	29%	-14%	-13%	-29%	-19%	-41%	-8%	-21%	-24%	-50%

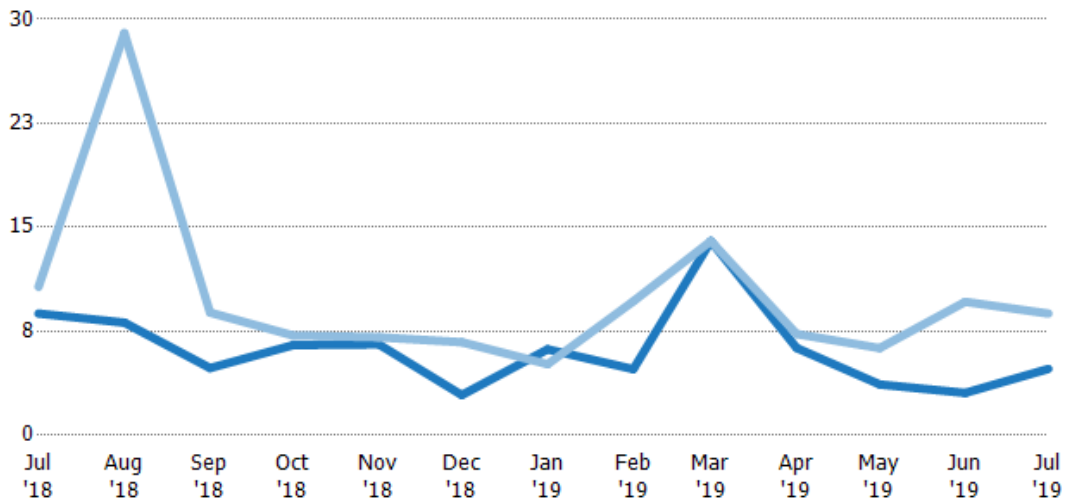
Months of Inventory

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.
Jul '19	4.79	-45.5%
Jul '18	8.78	-18%
Jul '17	10.7	17.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	8.78	8.13	4.85	6.5	6.56	2.9	6.2	4.77	14	6.3	3.67	3.06	4.79
Prior Year	10.7	29	8.85	7.2	7.07	6.71	5.13	9.67	14	7.31	6.29	9.63	8.78
Percent Change from Prior Year	-18%	-72%	-45%	-10%	-7%	-57%	21%	-51%	0%	-14%	-42%	-68%	-45%

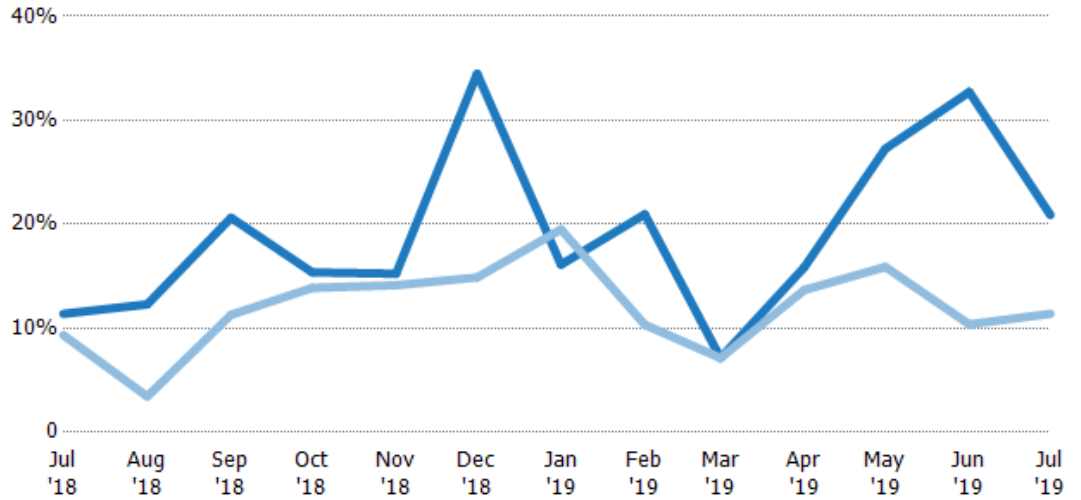
Absorption Rate

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.
Jul '19	21%	-9.5%
Jul '18	11%	-2.1%
Jul '17	9%	-14.8%



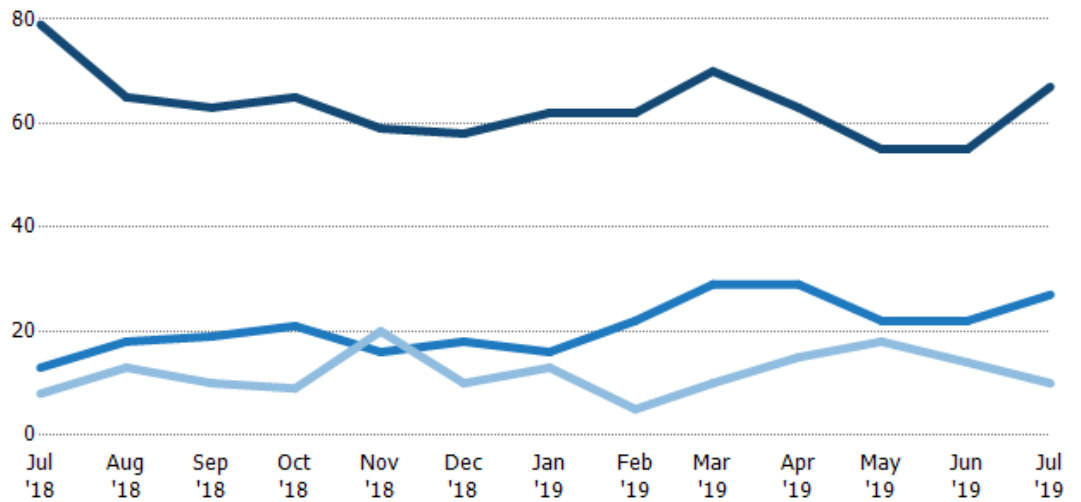
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	11%	12%	21%	15%	15%	34%	16%	21%	7%	16%	27%	33%	21%
Prior Year	9%	3%	11%	14%	14%	15%	20%	10%	7%	14%	16%	10%	11%
Change from Prior Year	-2%	-9%	-9%	-2%	-1%	-20%	3%	-11%	0%	-2%	-11%	-22%	-10%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	79	65	63	65	59	58	62	62	70	63	55	55	67
Pending	13	18	19	21	16	18	16	22	29	29	22	22	27
Sold	8	13	10	9	20	10	13	5	10	15	18	14	10

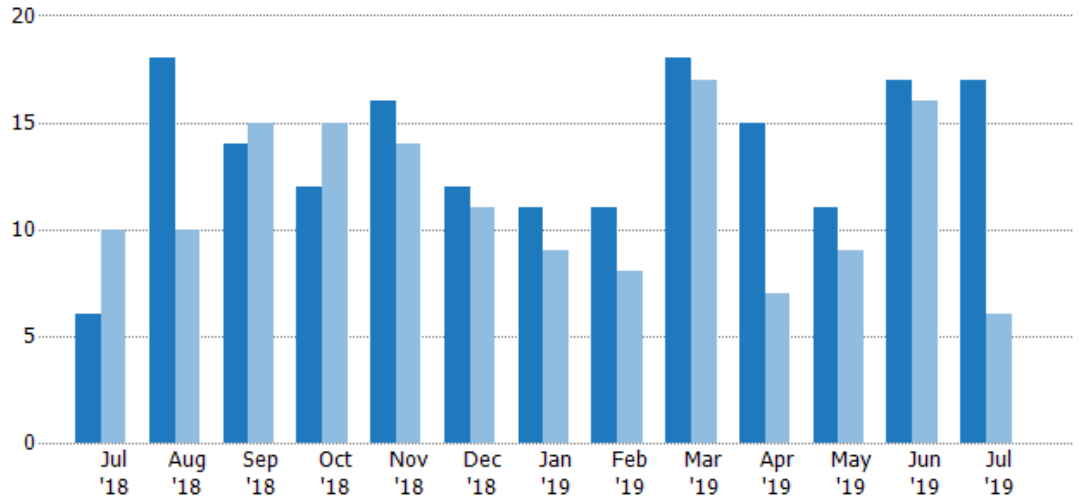
New Pending Sales

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.
Jul '19	17	183.3%
Jul '18	6	-40%
Jul '17	10	-20%



Current Year	6	18	14	12	16	12	11	11	18	15	11	17	17
Prior Year	10	10	15	15	14	11	9	8	17	7	9	16	6
Percent Change from Prior Year	-40%	80%	-7%	-20%	14%	9%	22%	38%	6%	114%	22%	6%	183%

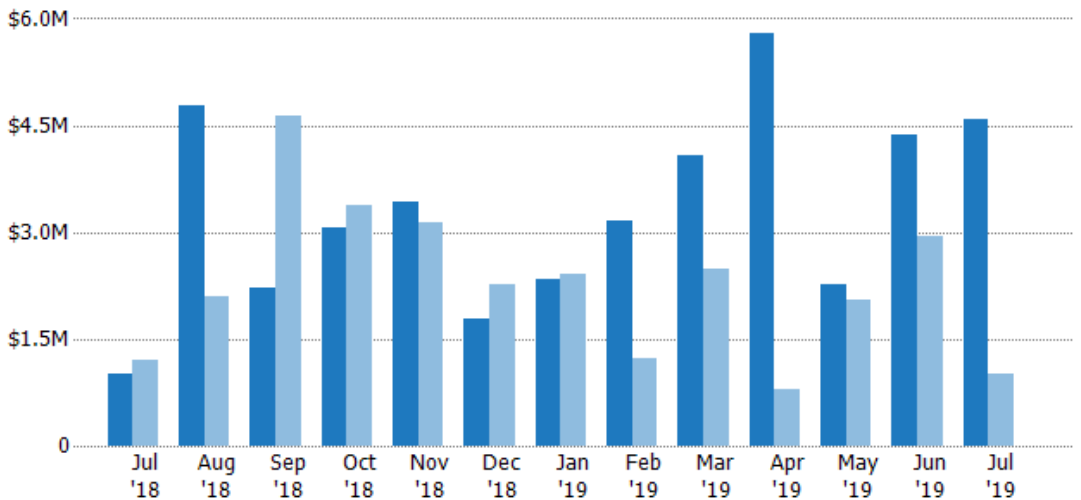
New Pending Sales Volume

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.
Jul '19	\$4.58M	353.5%
Jul '18	\$1.01M	-16.6%
Jul '17	\$1.21M	-12.5%



Current Year	\$1.01M	\$4.79M	\$2.22M	\$3.06M	\$3.44M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.28M	\$4.36M	\$4.58M
Prior Year	\$1.21M	\$2.1M	\$4.63M	\$3.38M	\$3.14M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M
Percent Change from Prior Year	-17%	128%	-52%	-9%	9%	-21%	-4%	159%	64%	620%	12%	48%	354%

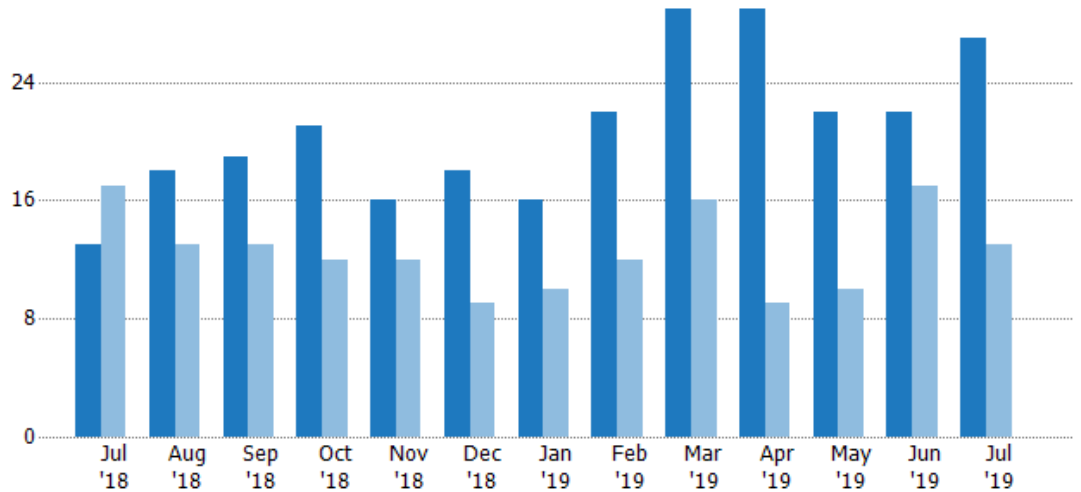
Pending Sales

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.
Jul '19	27	107.7%
Jul '18	13	-23.5%
Jul '17	17	-41.2%



Current Year	13	18	19	21	16	18	16	22	29	29	22	22	27
Prior Year	17	13	13	12	12	9	10	12	16	9	10	17	13
Percent Change from Prior Year	-24%	38%	46%	75%	33%	100%	60%	83%	81%	222%	120%	29%	108%

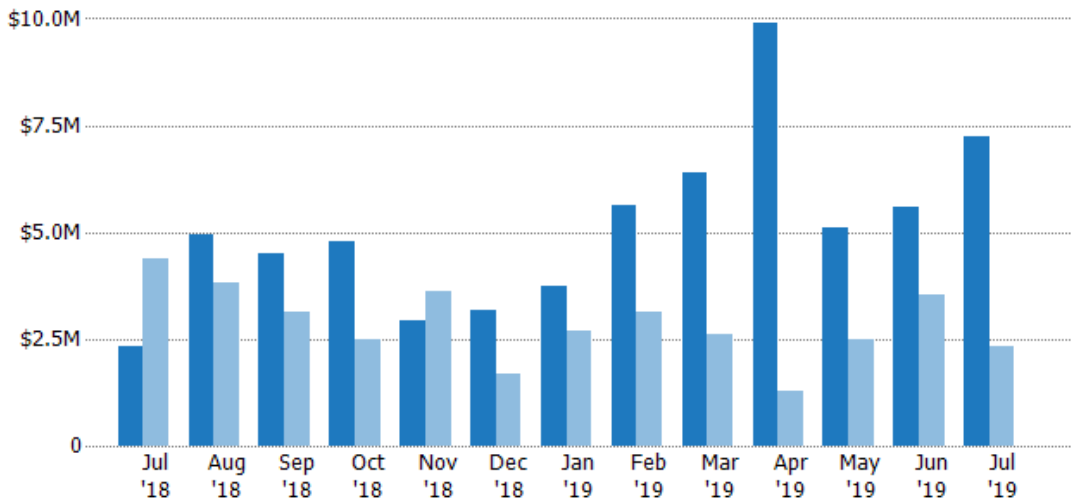
Pending Sales Volume

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.
Jul '19	\$7.23M	209.2%
Jul '18	\$2.34M	-46.6%
Jul '17	\$4.37M	-67.6%



Current Year	\$2.34M	\$4.95M	\$4.49M	\$4.79M	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.09M	\$5.6M	\$7.23M
Prior Year	\$4.37M	\$3.83M	\$3.12M	\$2.47M	\$3.6M	\$1.67M	\$2.71M	\$3.14M	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.34M
Percent Change from Prior Year	-47%	29%	44%	94%	-19%	90%	38%	79%	144%	668%	104%	58%	209%

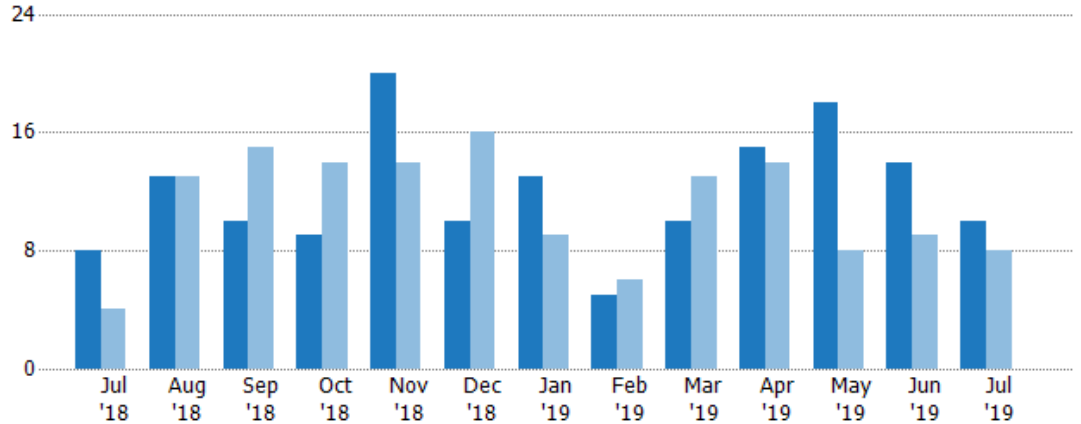
Closed Sales

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.
Jul '19	10	25%
Jul '18	8	100%
Jul '17	4	25%



Current Year	8	13	10	9	20	10	13	5	10	15	18	14	10
Prior Year	4	13	15	14	14	16	9	6	13	14	8	9	8
Percent Change from Prior Year	100%	0%	-33%	-36%	43%	-38%	44%	-17%	-23%	7%	125%	56%	25%

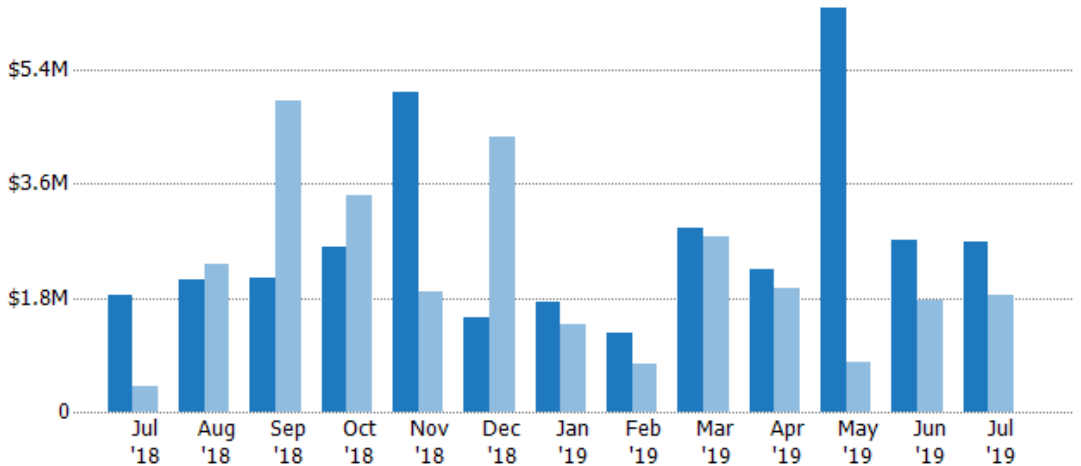
Closed Sales Volume

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.
Jul '19	\$2.68M	44.7%
Jul '18	\$1.85M	374.6%
Jul '17	\$390K	250.3%



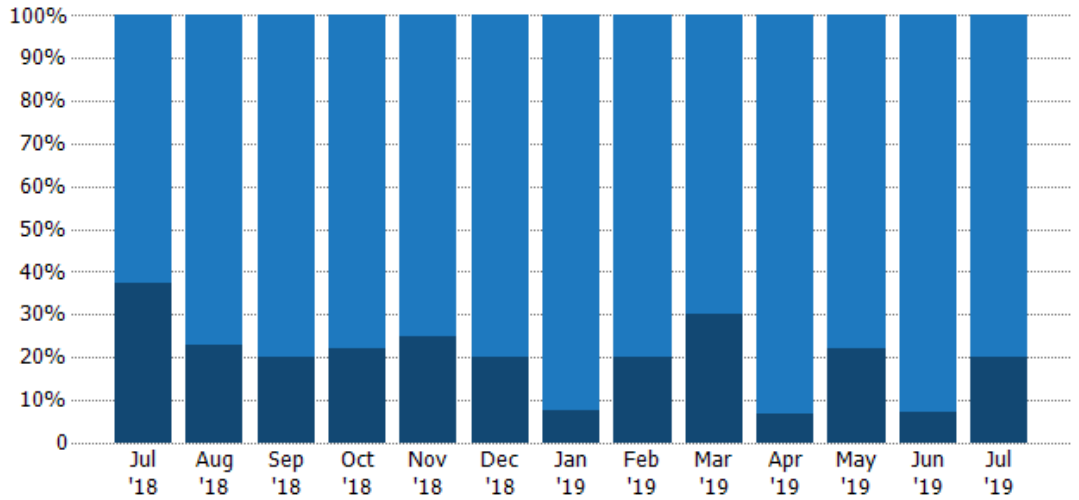
Current Year	\$1.85M	\$2.09M	\$2.11M	\$2.61M	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M	\$2.72M	\$2.68M
Prior Year	\$390K	\$2.34M	\$4.91M	\$3.42M	\$1.9M	\$4.34M	\$1.37M	\$752K	\$2.77M	\$1.94M	\$777K	\$1.77M	\$1.85M
Percent Change from Prior Year	375%	-11%	-57%	-24%	165%	-65%	26%	64%	5%	16%	720%	54%	45%

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	63%	77%	80%	78%	75%	80%	92%	80%	70%	93%	78%	93%	80%
Single Family Residence	38%	23%	20%	22%	25%	20%	8%	20%	30%	7%	22%	7%	20%

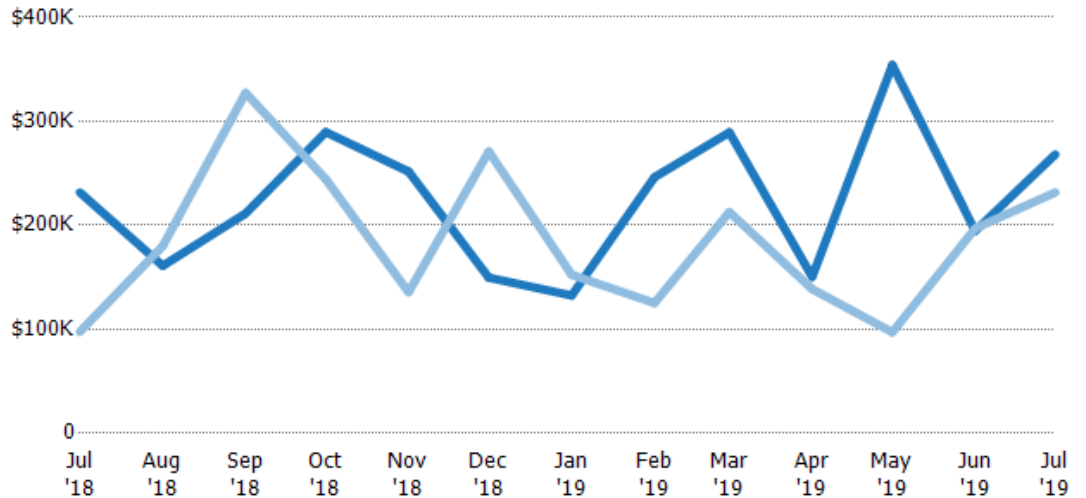
Average Sales Price

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.
Jul '19	\$268K	15.8%
Jul '18	\$232K	137.3%
Jul '17	\$97.6K	180.3%



Current Year	\$232K	\$161K	\$211K	\$290K	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K
Prior Year	\$97.6K	\$180K	\$327K	\$244K	\$136K	\$271K	\$152K	\$125K	\$213K	\$139K	\$97.1K	\$197K	\$232K
Percent Change from Prior Year	137%	-11%	-35%	19%	85%	-45%	-13%	97%	36%	9%	265%	-1%	16%

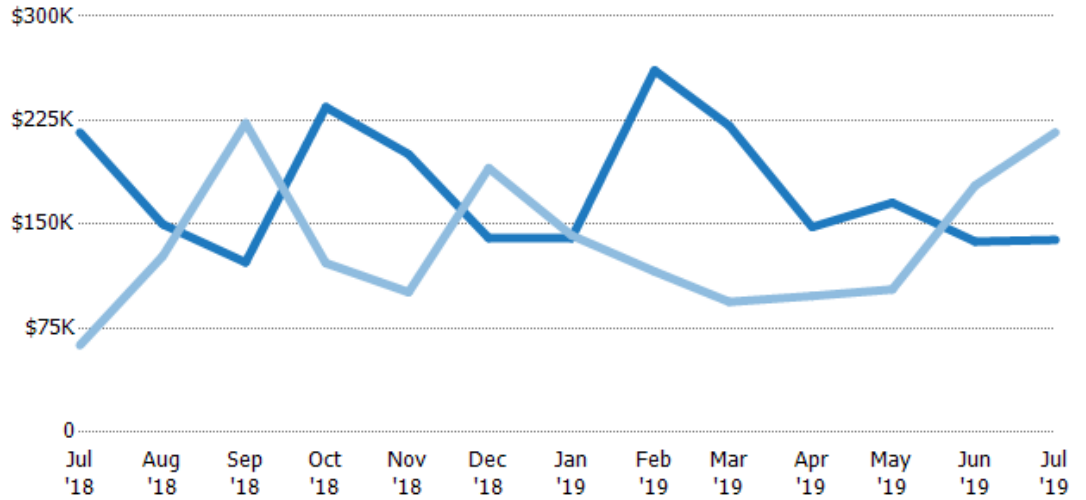
Median Sales Price

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.
Jul '19	\$139K	-35.8%
Jul '18	\$216K	244.6%
Jul '17	\$62.8K	139%



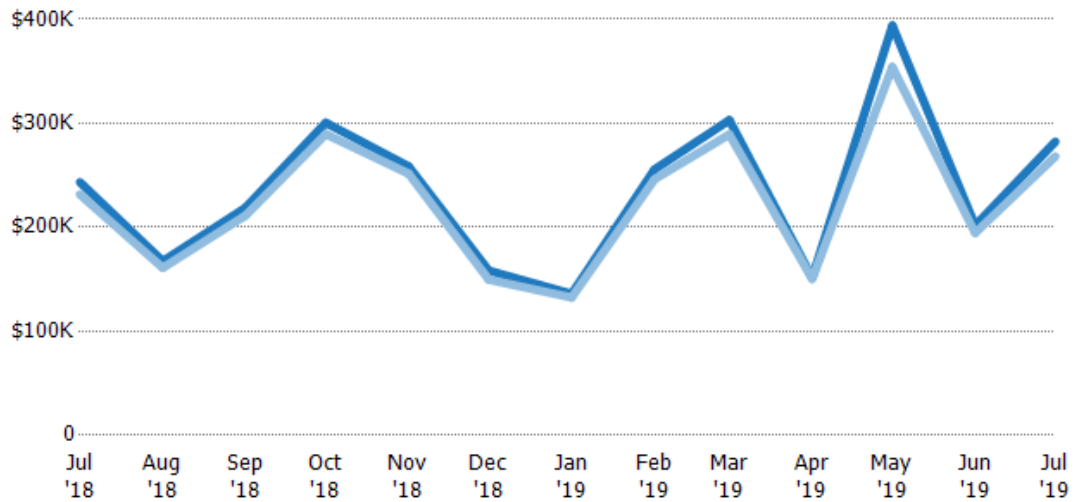
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$216K	\$150K	\$123K	\$235K	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K
Prior Year	\$62.8K	\$127K	\$223K	\$122K	\$101K	\$191K	\$142K	\$116K	\$94K	\$98.3K	\$103K	\$178K	\$216K
Percent Change from Prior Year	245%	18%	-45%	92%	99%	-27%	-1%	125%	135%	51%	61%	-23%	-36%

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



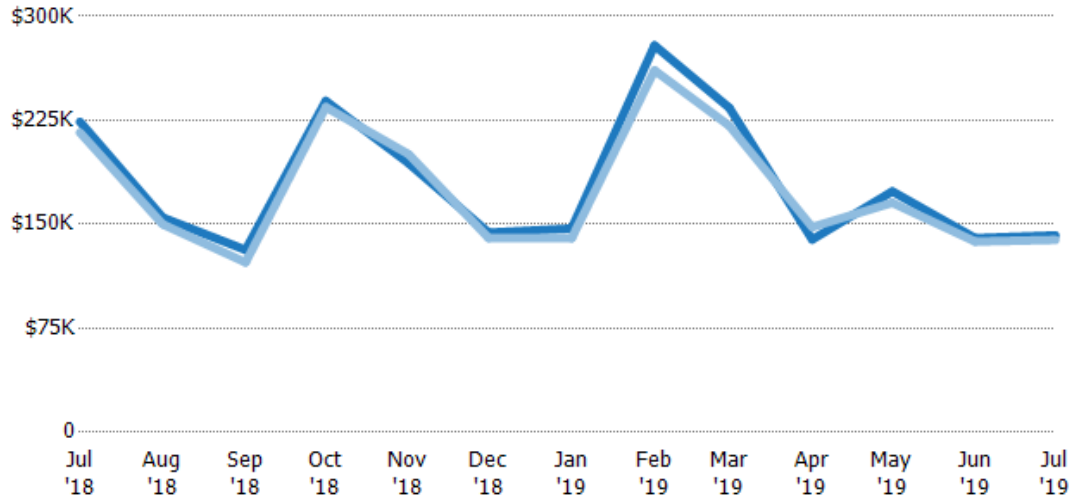
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$243K	\$167K	\$219K	\$301K	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K
Avg Sales Price	\$232K	\$161K	\$211K	\$290K	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K
Avg Sales Price as a % of Avg List Price	95%	96%	97%	96%	97%	95%	97%	96%	95%	99%	90%	96%	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



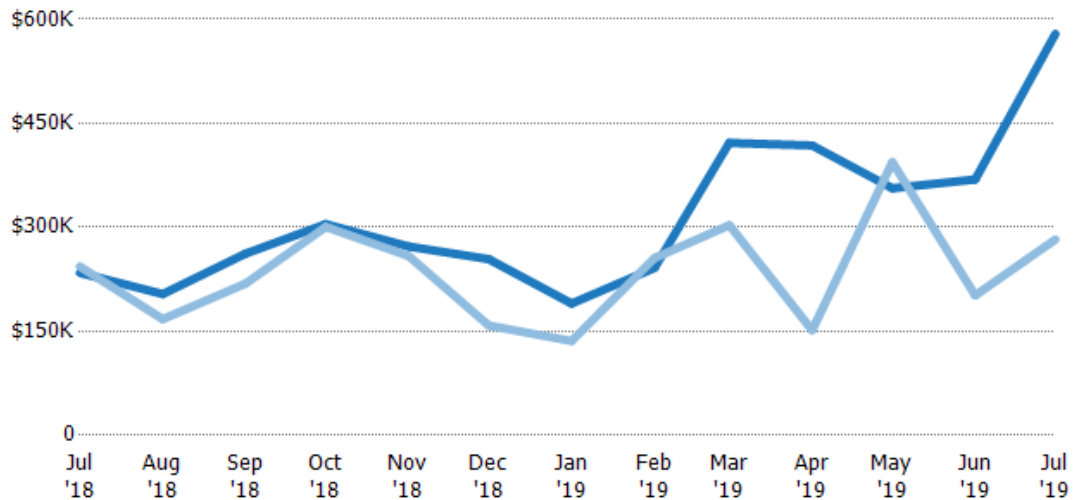
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$224K	\$155K	\$132K	\$239K	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K
Median Sales Price	\$216K	\$150K	\$123K	\$235K	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K
Med Sales Price as a % of Med List Price	97%	97%	93%	98%	103%	97%	95%	94%	94%	106%	95%	98%	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



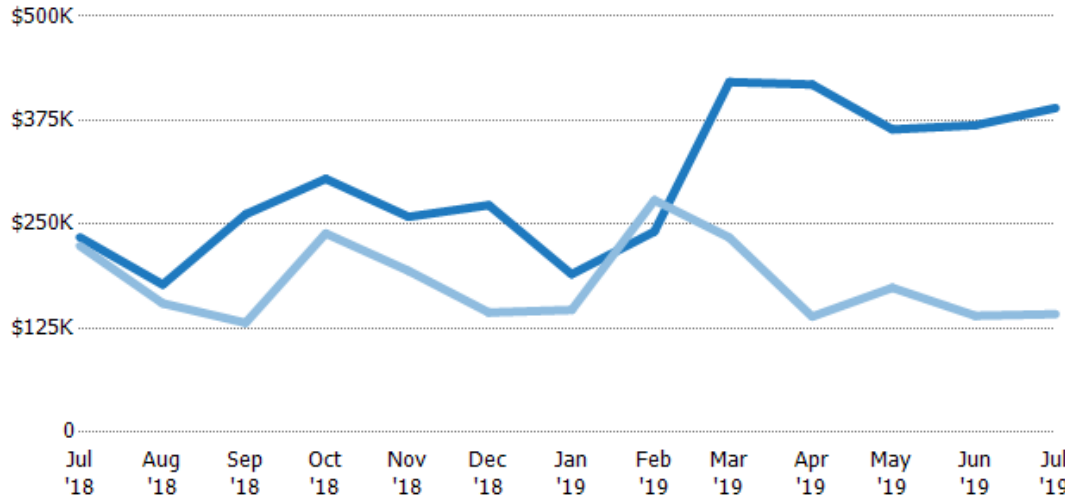
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$234K	\$204K	\$262K	\$305K	\$272K	\$254K	\$190K	\$241K	\$422K	\$418K	\$356K	\$369K	\$579K
Avg Sales Price	\$243K	\$167K	\$219K	\$301K	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K
Avg Sales Price as a % of Avg Est Value	104%	82%	84%	99%	95%	62%	72%	106%	72%	36%	111%	55%	49%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$234K	\$178K	\$262K	\$305K	\$259K	\$273K	\$190K	\$241K	\$421K	\$418K	\$364K	\$369K	\$390K
Median Sales Price	\$224K	\$155K	\$132K	\$239K	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K
Med Sales Price as a % of Med Est Value	96%	87%	50%	78%	75%	53%	77%	116%	56%	33%	48%	38%	36%