

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	11	+9.1%	199	133	+49.6%
New Listing Volume	\$2,124,600	\$2,788,700	-23.8%	\$63,044,450	\$39,499,200	+59.6%
Active Listing Count	62	59	+5.1%	N/A	N/A	
Active Listing Volume	\$28,460,700	\$25,038,899	+13.7%	N/A	N/A	
Average Listing Price	\$459,044	\$424,388	+8.2%	\$415,195	\$326,779	+27.1%
Median Listing Price	\$274,000	\$325,000	-15.7%	\$301,513	\$202,700	+48.7%
Median Days in RPR	104	138	-24.6%	92.85	145.83	-36.3%
Months of Inventory	3.3	5.9	-44.7%	5.8	7.5	-23.5%
Absorption Rate	30.65%	16.95%	+13.7%	17.39%	13.3%	+4.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	16	+/-	167	132	+26.5%
New Pending Sales Volume	\$3,866,300	\$3,437,400	+12.5%	\$44,821,550	\$26,441,900	+69.5%
Pending Sales Count	25	16	+56.3%	N/A	N/A	
Pending Sales Volume	\$6,234,800	\$2,912,500	+114.1%	N/A	N/A	
Closed Sales Count	14	20	-30%	148	120	+23.3%
Closed Sales Volume	\$3,509,500	\$5,032,500	-30.3%	\$35,799,500	\$23,085,500	+55.1%
Average Sales Price	\$250,679	\$251,625	-0.4%	\$241,889	\$192,379	+25.7%
Median Sales Price	\$233,500	\$200,500	+16.5%	\$192,351	\$147,496	+30.4%

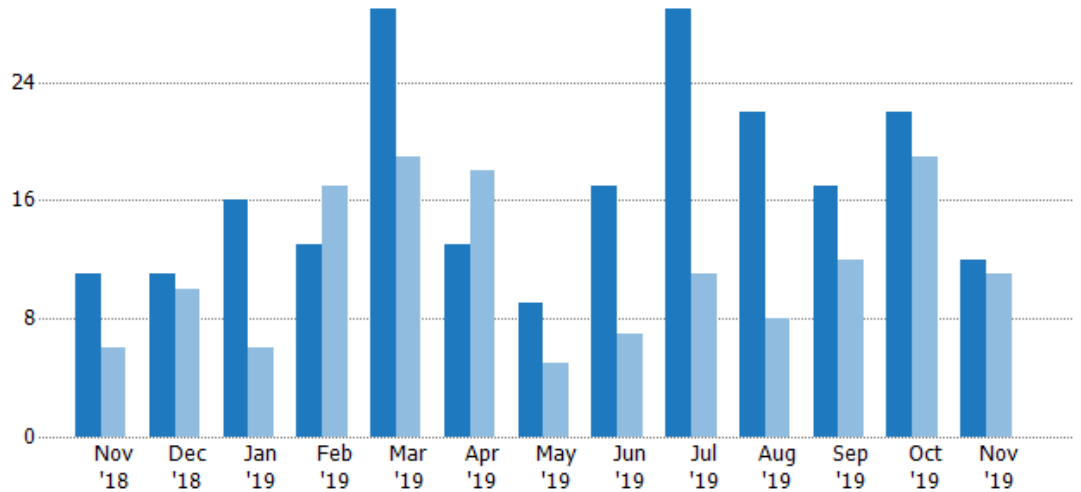
## New Listings

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.
Nov '19	12	9.1%
Nov '18	11	83.3%
Nov '17	6	-33.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	11	11	16	13	29	13	9	17	29	22	17	22	12
Prior Year	6	10	6	17	19	18	5	7	11	8	12	19	11
Percent Change from Prior Year	83%	10%	167%	-24%	53%	-28%	80%	143%	164%	175%	42%	16%	9%

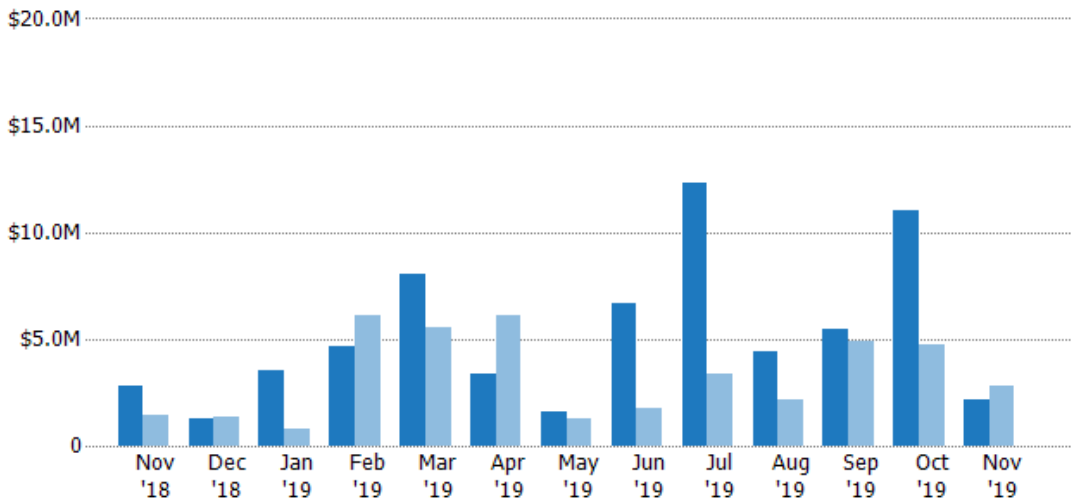
## New Listing Volume

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.
Nov '19	\$2.12M	-23.8%
Nov '18	\$2.79M	89.3%
Nov '17	\$1.47M	-53.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.79M	\$1.26M	\$3.5M	\$4.62M	\$8.07M	\$3.34M	\$1.57M	\$6.65M	\$12.3M	\$4.38M	\$5.47M	\$11M	\$2.12M
Prior Year	\$1.47M	\$1.34M	\$775K	\$6.13M	\$5.54M	\$6.1M	\$1.29M	\$1.75M	\$3.36M	\$2.15M	\$4.87M	\$4.75M	\$2.79M
Percent Change from Prior Year	89%	-6%	352%	-25%	46%	-45%	22%	281%	265%	104%	12%	132%	-24%

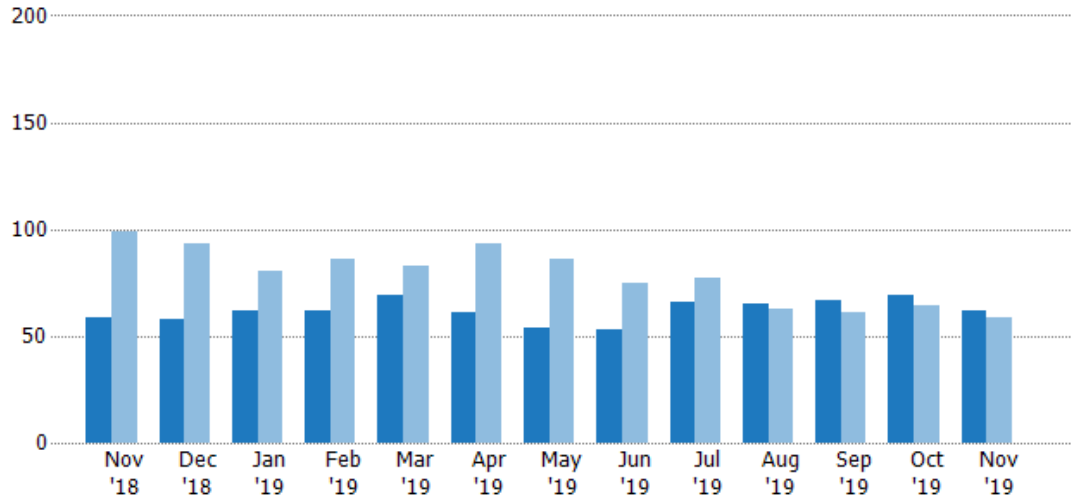
## Active Listings

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.
Nov '19	62	5.1%
Nov '18	59	-40.4%
Nov '17	99	9.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	59	58	62	62	69	61	54	53	66	65	67	69	62
Prior Year	99	93	80	86	83	93	86	75	77	63	61	64	59
Percent Change from Prior Year	-40%	-38%	-23%	-28%	-17%	-34%	-37%	-29%	-14%	3%	10%	8%	5%

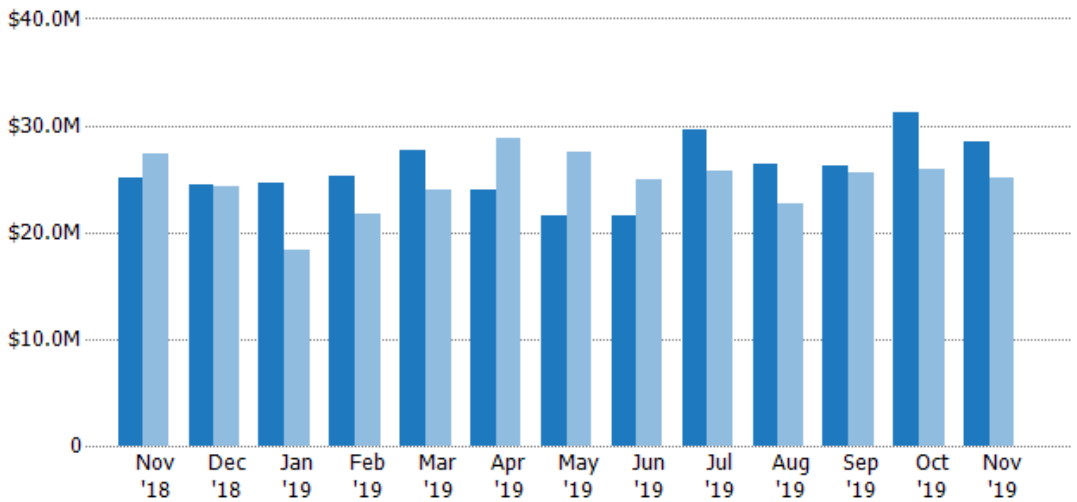
## Active Listing Volume

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.
Nov '19	\$28.5M	13.7%
Nov '18	\$25M	-8.7%
Nov '17	\$27.4M	2.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$25M	\$24.4M	\$24.6M	\$25.2M	\$27.7M	\$24M	\$21.5M	\$21.6M	\$29.7M	\$26.4M	\$26.2M	\$31.2M	\$28.5M
Prior Year	\$27.4M	\$24.2M	\$18.4M	\$21.7M	\$23.9M	\$28.8M	\$27.5M	\$25M	\$25.8M	\$22.6M	\$25.6M	\$25.9M	\$25M
Percent Change from Prior Year	-9%	1%	34%	16%	15%	-17%	-22%	-13%	15%	17%	2%	20%	14%

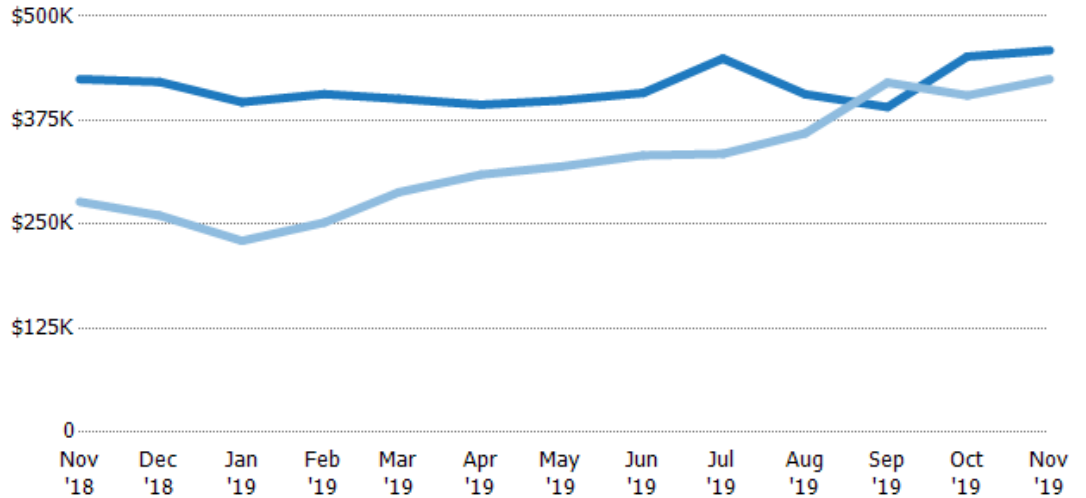
## Average Listing Price

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.
Nov '19	\$459K	8.2%
Nov '18	\$424K	53.2%
Nov '17	\$277K	-5.6%



Current Year	\$424K	\$421K	\$397K	\$406K	\$401K	\$394K	\$399K	\$408K	\$449K	\$406K	\$391K	\$452K	\$459K
Prior Year	\$277K	\$261K	\$230K	\$252K	\$288K	\$310K	\$319K	\$333K	\$335K	\$359K	\$420K	\$405K	\$424K
Percent Change from Prior Year	53%	62%	72%	61%	39%	27%	25%	23%	34%	13%	-7%	12%	8%

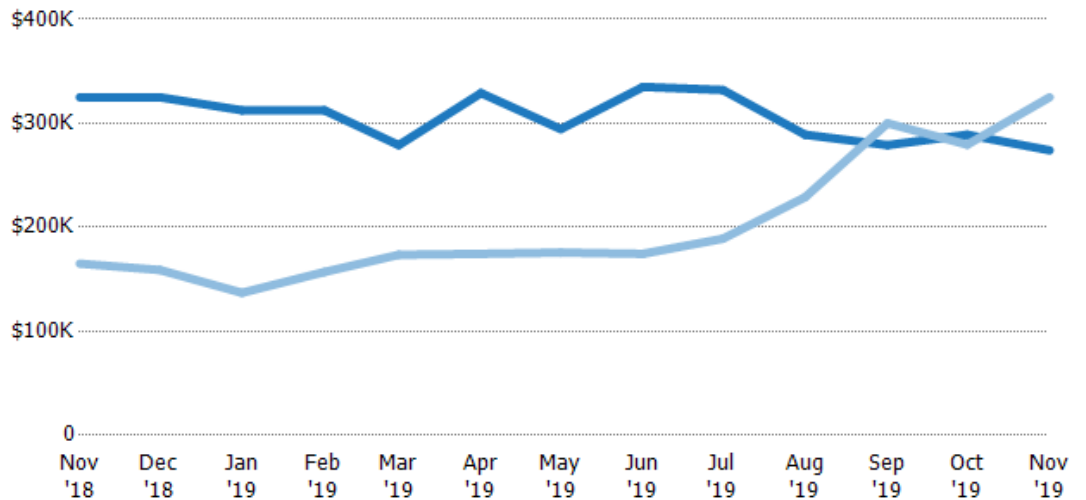
## Median Listing Price

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.
Nov '19	\$274K	-15.7%
Nov '18	\$325K	97%
Nov '17	\$165K	-9.5%



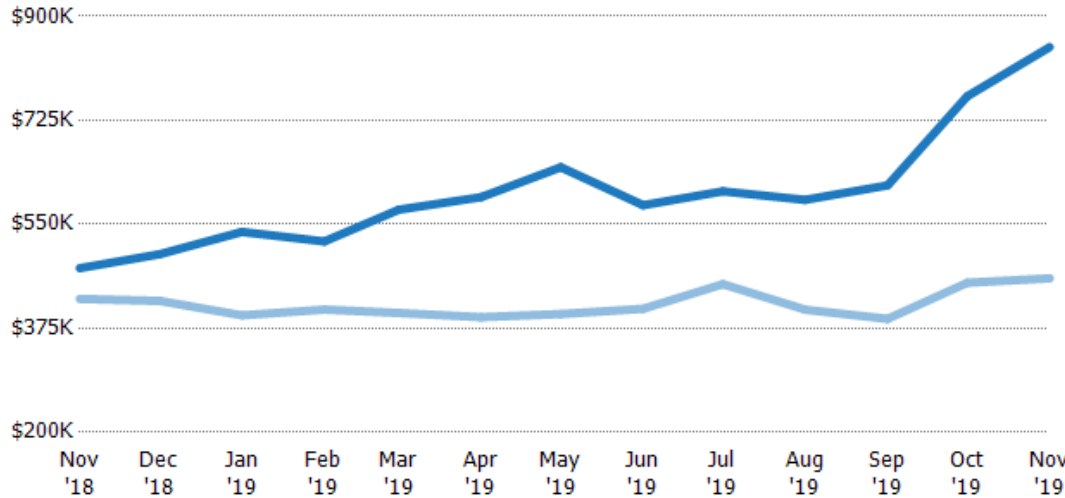
Current Year	\$325K	\$325K	\$313K	\$313K	\$279K	\$329K	\$294K	\$335K	\$332K	\$289K	\$279K	\$289K	\$274K
Prior Year	\$165K	\$159K	\$137K	\$157K	\$174K	\$175K	\$176K	\$175K	\$189K	\$229K	\$300K	\$279K	\$325K
Percent Change from Prior Year	97%	104%	128%	99%	61%	89%	68%	92%	76%	26%	-7%	3%	-16%

## 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



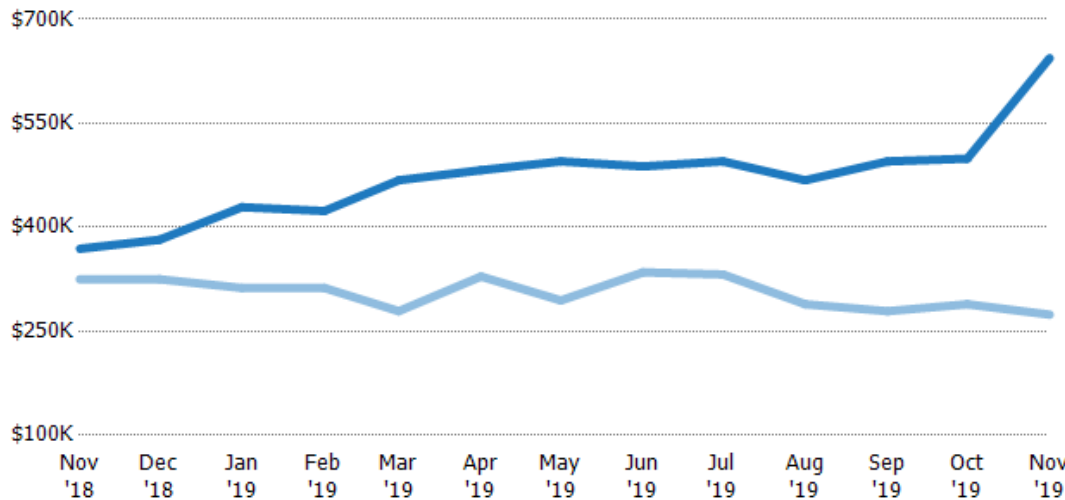
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$476K	\$500K	\$537K	\$521K	\$575K	\$596K	\$646K	\$582K	\$605K	\$591K	\$615K	\$766K	\$848K
Avg Listing Price	\$424K	\$421K	\$397K	\$406K	\$401K	\$394K	\$399K	\$408K	\$449K	\$406K	\$391K	\$452K	\$459K
Avg Listing Price as a % of Avg Est Value	89%	84%	74%	78%	70%	66%	62%	70%	74%	69%	63%	59%	54%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$369K	\$382K	\$429K	\$423K	\$468K	\$482K	\$495K	\$488K	\$495K	\$468K	\$495K	\$499K	\$644K
Median Listing Price	\$325K	\$325K	\$313K	\$313K	\$279K	\$329K	\$294K	\$335K	\$332K	\$289K	\$279K	\$289K	\$274K
Med Listing Price as a % of Med Est Value	88%	85%	73%	74%	60%	68%	59%	69%	67%	62%	56%	58%	43%

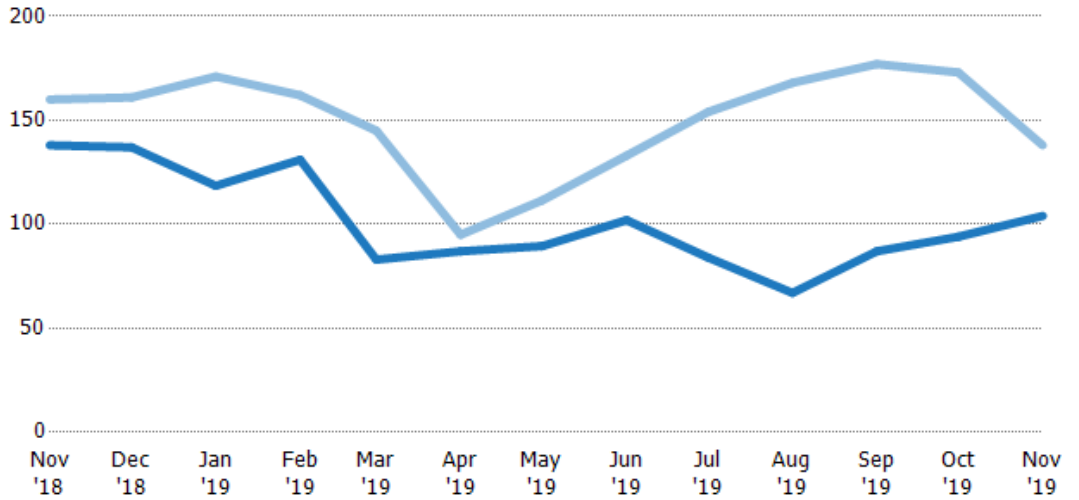
## Median Days in RPR

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.
Nov '19	104	-24.6%
Nov '18	138	-13.8%
Nov '17	160	-15.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	138	137	119	131	83	87	89.5	102	84	67	87	94	104
Prior Year	160	161	171	162	145	95	112	133	154	168	177	173	138
Percent Change from Prior Year	-14%	-15%	-31%	-19%	-43%	-8%	-20%	-23%	-45%	-60%	-51%	-46%	-25%

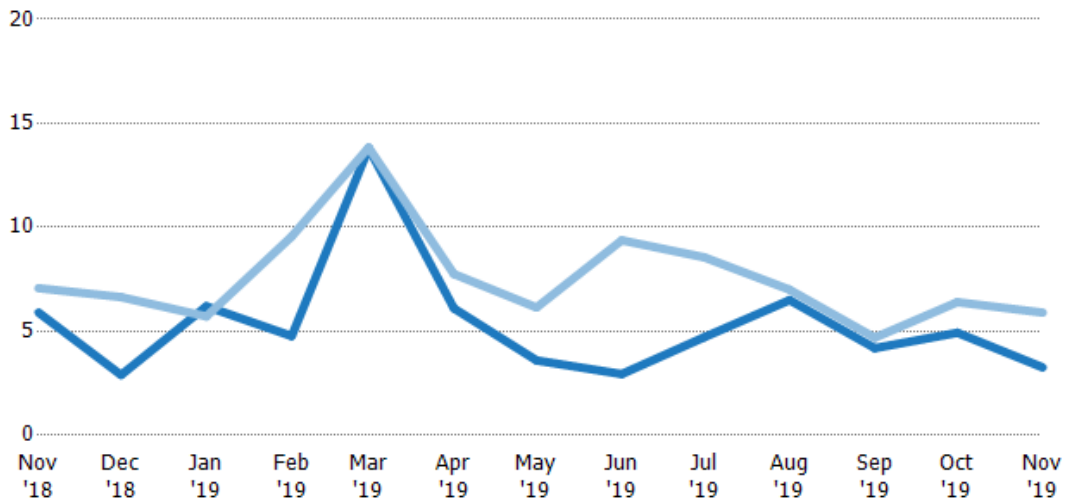
## Months of Inventory

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.
Nov '19	3.26	-44.7%
Nov '18	5.9	-16.6%
Nov '17	7.07	154.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5.9	2.9	6.2	4.77	13.8	6.1	3.6	2.94	4.71	6.5	4.19	4.93	3.26
Prior Year	7.07	6.64	5.71	9.56	13.8	7.75	6.14	9.38	8.56	7	4.69	6.4	5.9
Percent Change from Prior Year	-17%	-56%	9%	-50%	0%	-21%	-41%	-69%	-45%	-7%	-11%	-23%	-45%

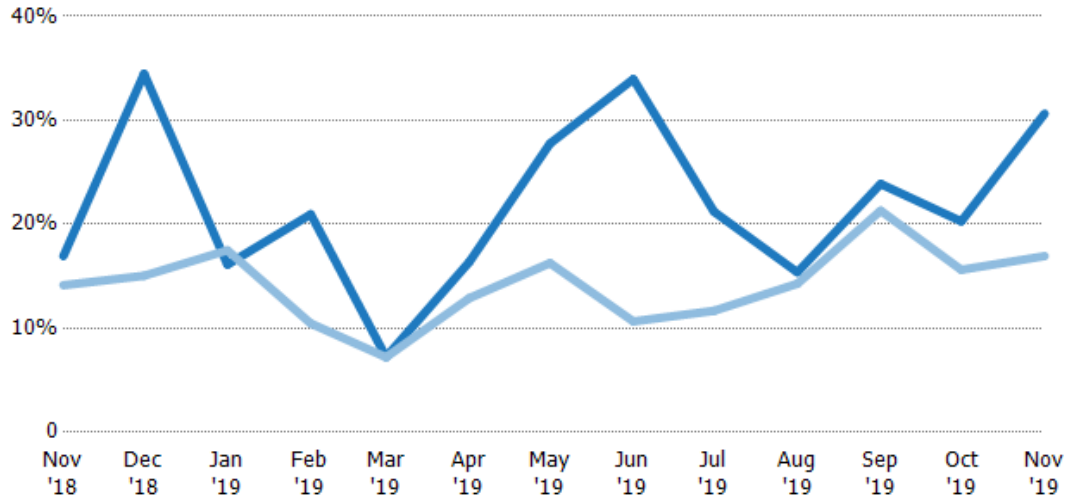
## Absorption Rate

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.
Nov '19	31%	-13.7%
Nov '18	17%	-2.8%
Nov '17	14%	-60.7%



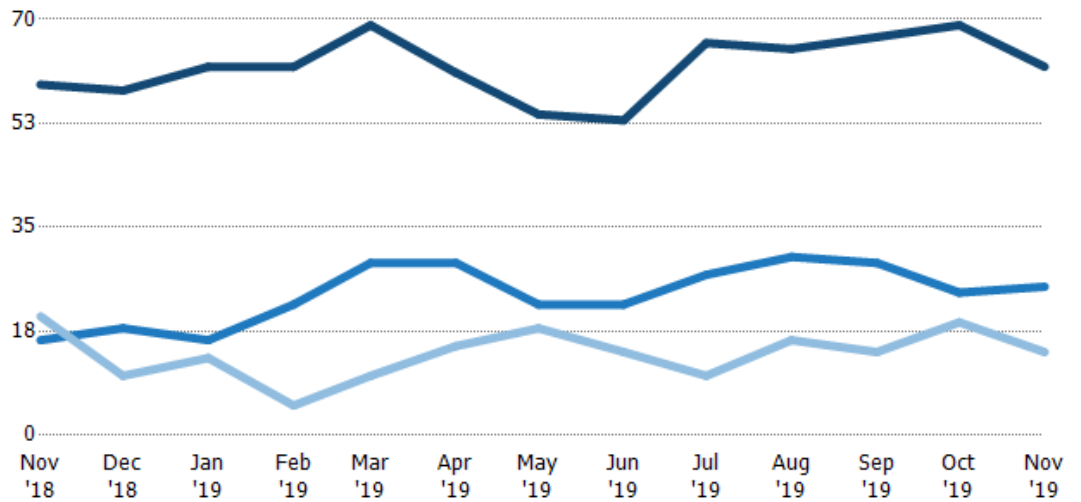
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	17%	34%	16%	21%	7%	16%	28%	34%	21%	15%	24%	20%	31%
Prior Year	14%	15%	18%	10%	7%	13%	16%	11%	12%	14%	21%	16%	17%
Change from Prior Year	-3%	-19%	1%	-11%	0%	-3%	-12%	-23%	-10%	-1%	-3%	-5%	-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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	59	58	62	62	69	61	54	53	66	65	67	69	62
Pending	16	18	16	22	29	29	22	22	27	30	29	24	25
Sold	20	10	13	5	10	15	18	14	10	16	14	19	14

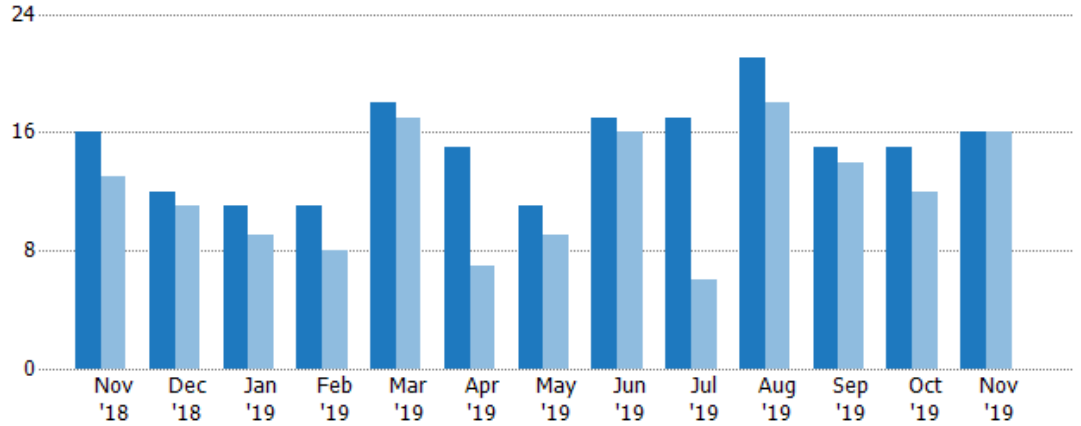
## New Pending Sales

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.
Nov '19	16	0%
Nov '18	16	23.1%
Nov '17	13	-30.8%



Current Year	16	12	11	11	18	15	11	17	17	21	15	15	16
Prior Year	13	11	9	8	17	7	9	16	6	18	14	12	16
Percent Change from Prior Year	23%	9%	22%	38%	6%	114%	22%	6%	183%	17%	7%	25%	0%

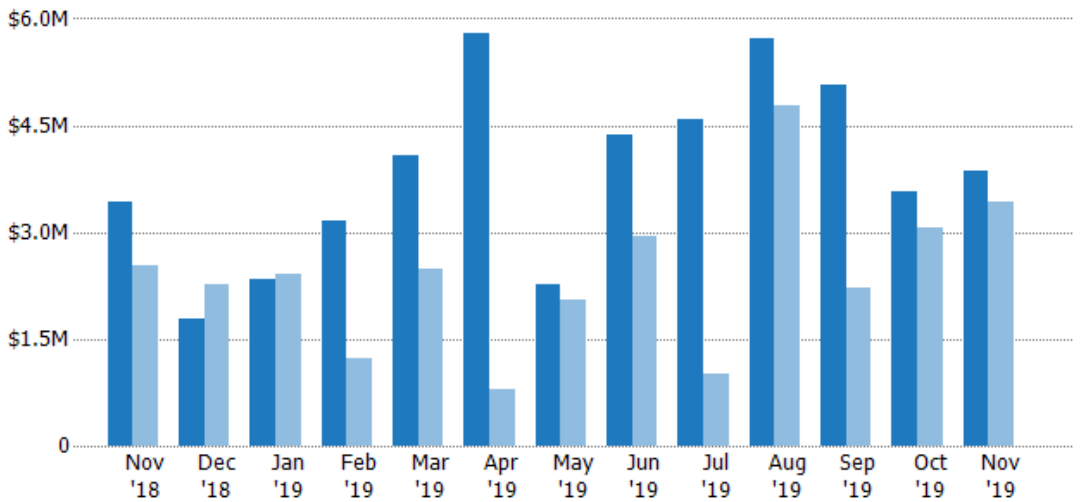
## New Pending Sales Volume

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.
Nov '19	\$3.87M	12.5%
Nov '18	\$3.44M	35.7%
Nov '17	\$2.53M	-56.5%



Current Year	\$3.44M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$5.08M	\$3.58M	\$3.87M
Prior Year	\$2.53M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.06M	\$3.44M
Percent Change from Prior Year	36%	-21%	-4%	159%	64%	620%	12%	48%	354%	20%	129%	17%	12%



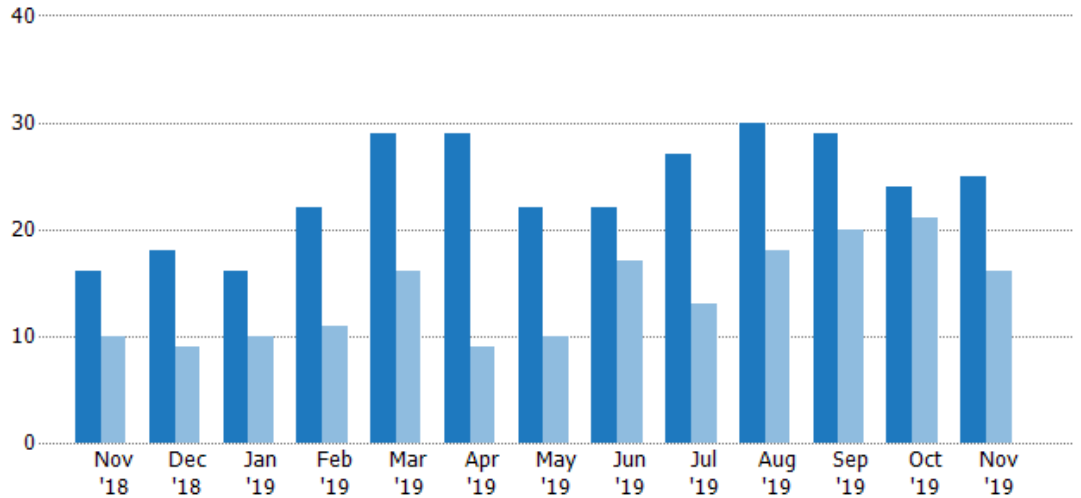
## Pending Sales

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.
Nov '19	25	56.3%
Nov '18	16	60%
Nov '17	10	20%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	16	18	16	22	29	29	22	22	27	30	29	24	25
Prior Year	10	9	10	11	16	9	10	17	13	18	20	21	16
Percent Change from Prior Year	60%	100%	60%	100%	81%	222%	120%	29%	108%	67%	45%	14%	56%

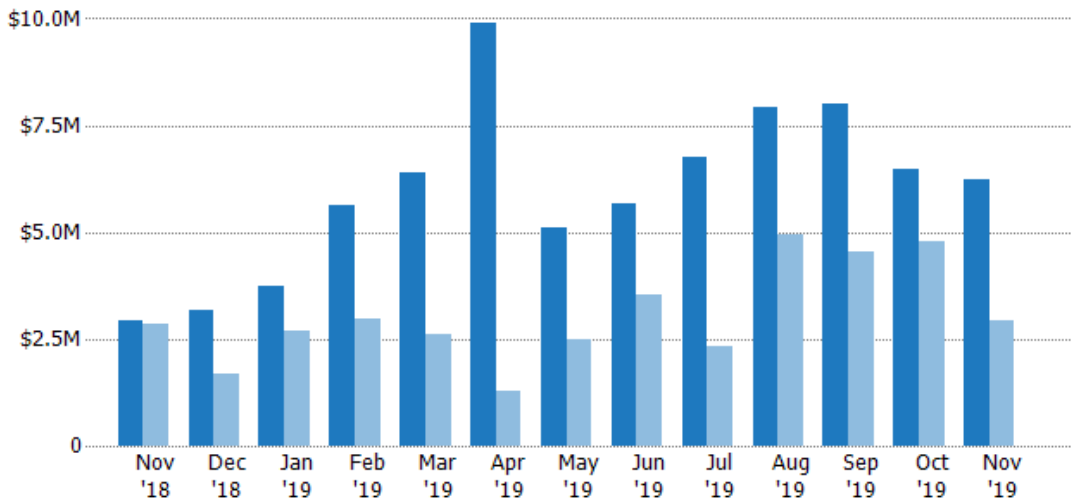
## Pending Sales Volume

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.
Nov '19	\$6.23M	114.1%
Nov '18	\$2.91M	2.8%
Nov '17	\$2.83M	-9.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.09M	\$5.65M	\$6.74M	\$7.93M	\$8.01M	\$6.46M	\$6.23M
Prior Year	\$2.83M	\$1.67M	\$2.71M	\$2.99M	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.34M	\$4.95M	\$4.55M	\$4.79M	\$2.91M
Percent Change from Prior Year	3%	90%	38%	88%	144%	668%	104%	59%	188%	60%	76%	35%	114%

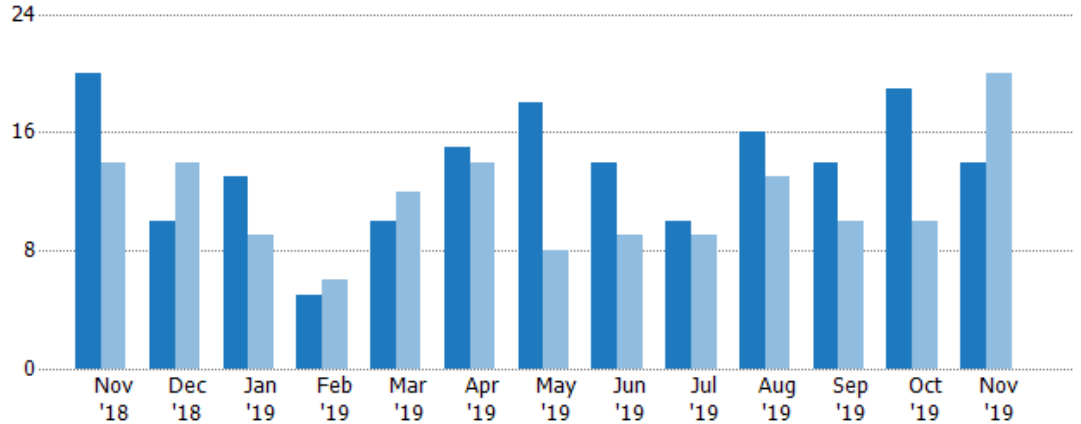
## Closed Sales

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.
Nov '19	14	-30%
Nov '18	20	42.9%
Nov '17	14	21.4%



Current Year	20	10	13	5	10	15	18	14	10	16	14	19	14
Prior Year	14	14	9	6	12	14	8	9	9	13	10	10	20
Percent Change from Prior Year	43%	-29%	44%	-17%	-17%	7%	125%	56%	11%	23%	40%	90%	-30%

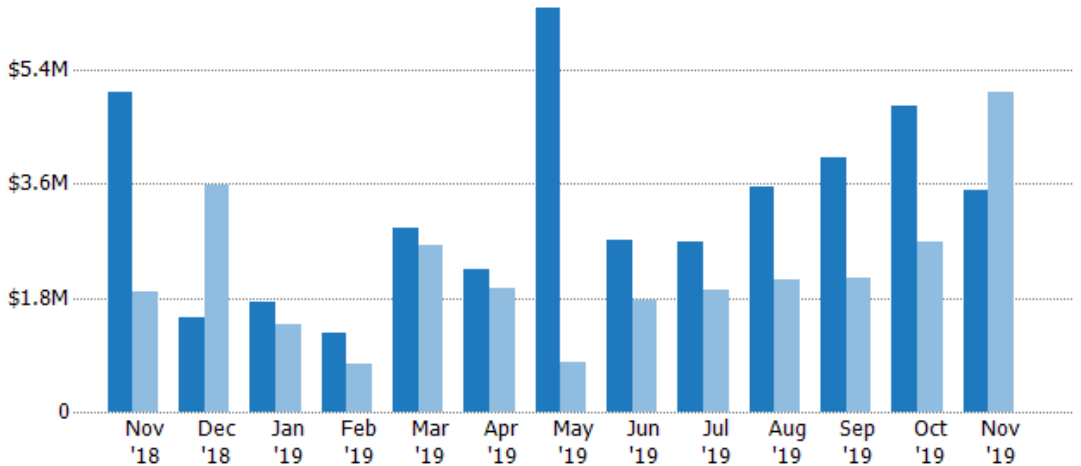
## Closed Sales Volume

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.
Nov '19	\$3.51M	-30.3%
Nov '18	\$5.03M	164.9%
Nov '17	\$1.9M	4.4%



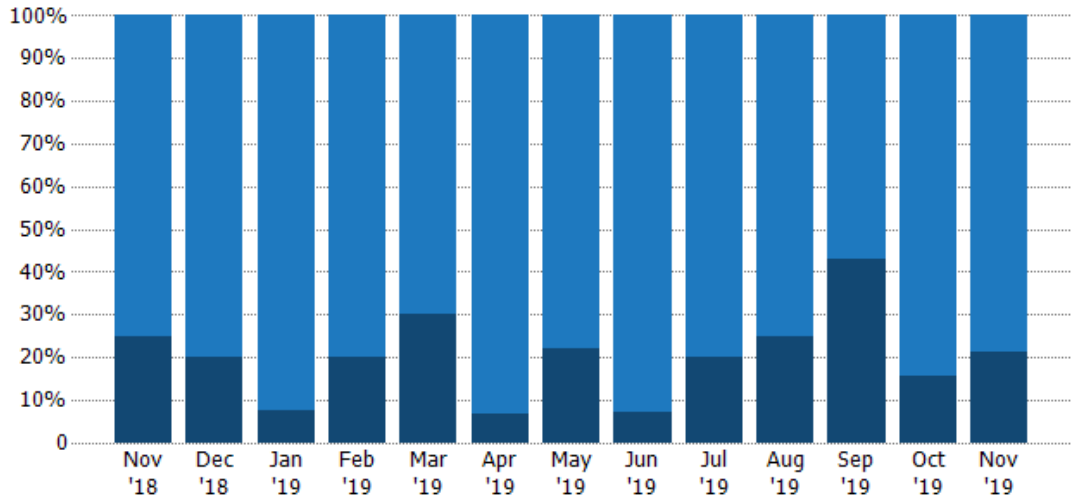
Current Year	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M	\$2.72M	\$2.68M	\$3.55M	\$4.02M	\$4.84M	\$3.51M
Prior Year	\$1.9M	\$3.59M	\$1.37M	\$752K	\$2.63M	\$1.94M	\$777K	\$1.77M	\$1.93M	\$2.09M	\$2.11M	\$2.67M	\$5.03M
Percent Change from Prior Year	165%	-58%	26%	64%	10%	16%	720%	54%	39%	70%	90%	81%	-30%

## 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



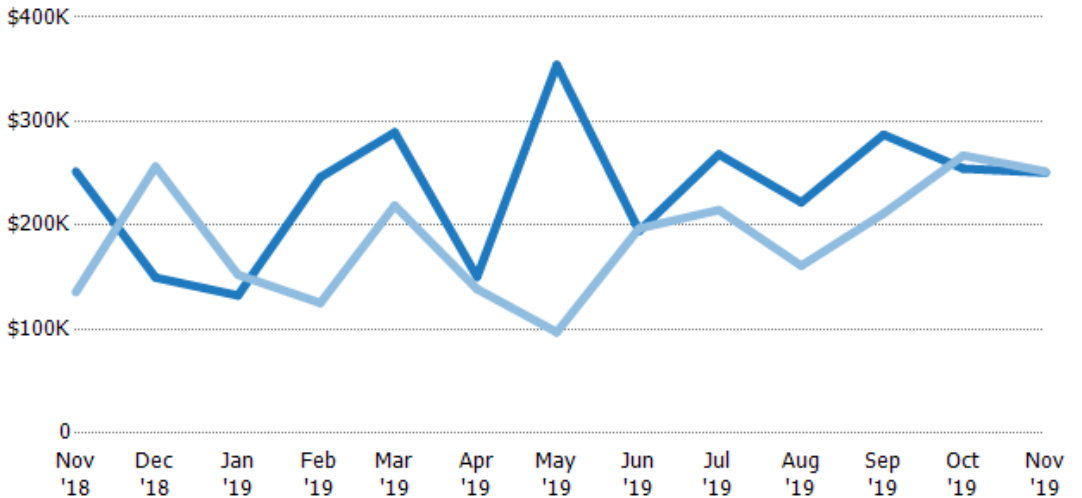
Condo/Townhouse	75%	80%	92%	80%	70%	93%	78%	93%	80%	75%	57%	84%	79%
Single Family Residence	25%	20%	8%	20%	30%	7%	22%	7%	20%	25%	43%	16%	21%

## 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



Current Year	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K	\$287K	\$254K	\$251K
Prior Year	\$136K	\$256K	\$152K	\$125K	\$219K	\$139K	\$97.1K	\$197K	\$215K	\$161K	\$211K	\$267K	\$252K
Percent Change from Prior Year	85%	-42%	-13%	97%	32%	9%	265%	-1%	25%	38%	36%	-5%	0%

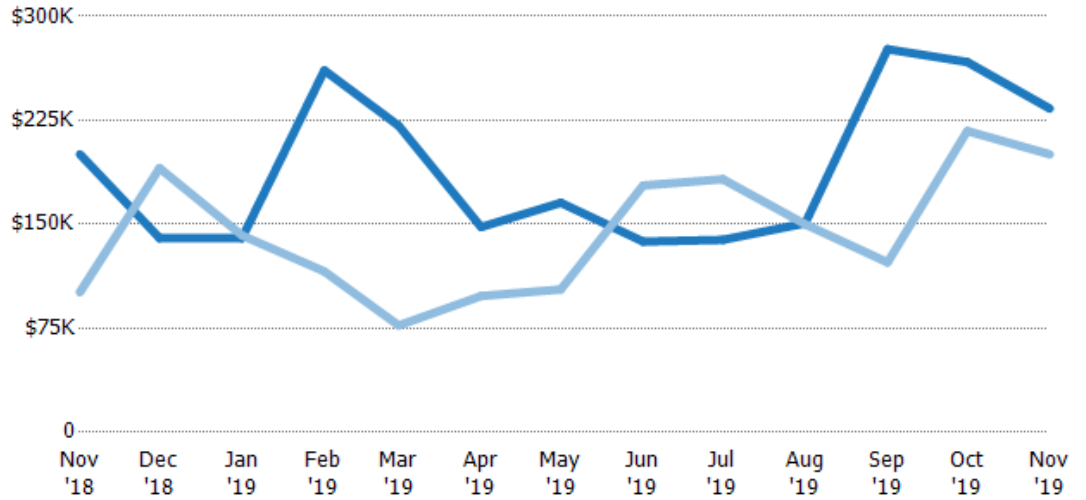
## Median Sales Price

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.
Nov '19	\$234K	16.5%
Nov '18	\$201K	98.5%
Nov '17	\$101K	18.8%



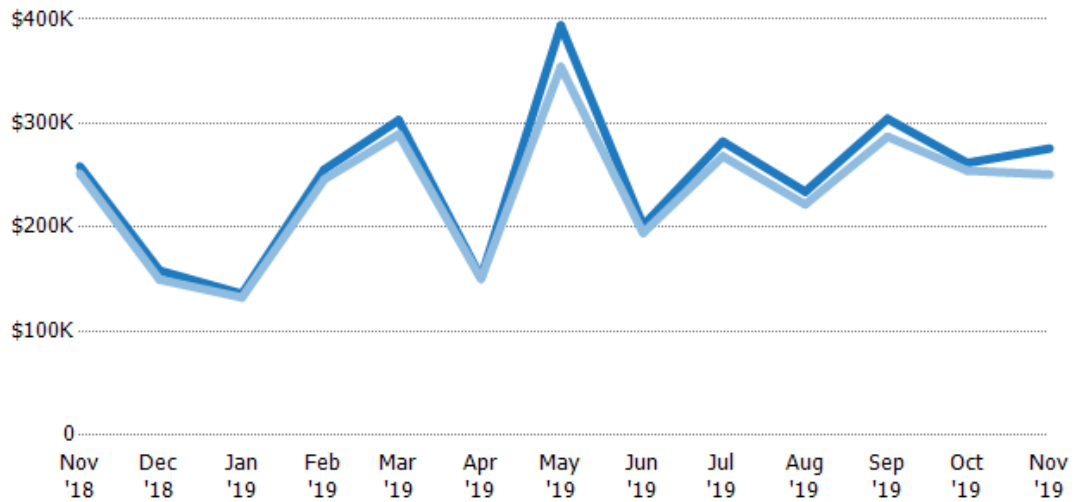
Current Year	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K	\$276K	\$267K	\$234K
Prior Year	\$101K	\$191K	\$142K	\$116K	\$77K	\$98.3K	\$103K	\$178K	\$183K	\$150K	\$123K	\$217K	\$201K
Percent Change from Prior Year	99%	-27%	-1%	125%	187%	51%	61%	-23%	-24%	1%	126%	23%	16%

## 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



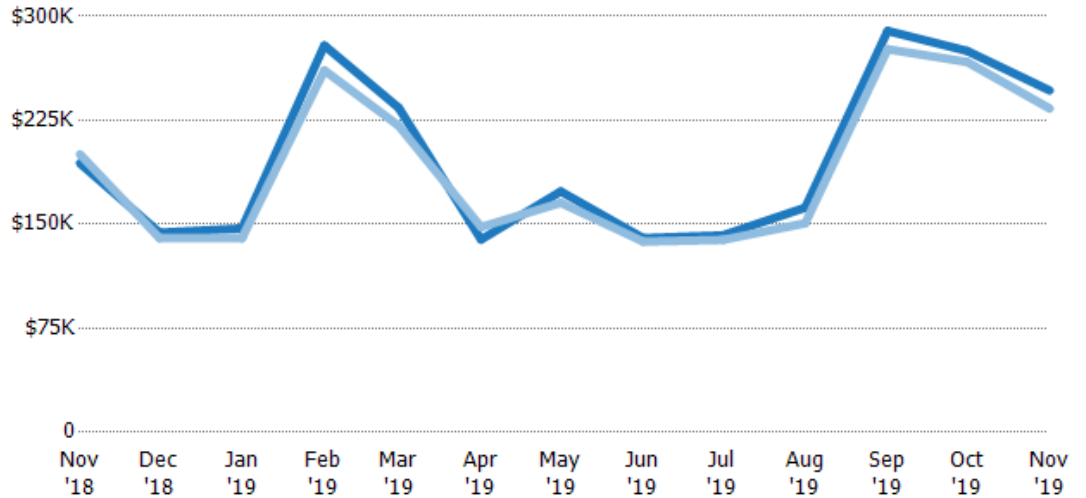
Avg List Price	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K	\$304K	\$262K	\$276K
Avg Sales Price	\$252K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K	\$287K	\$254K	\$251K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	96%	95%	99%	90%	96%	95%	95%	94%	97%	91%

## 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



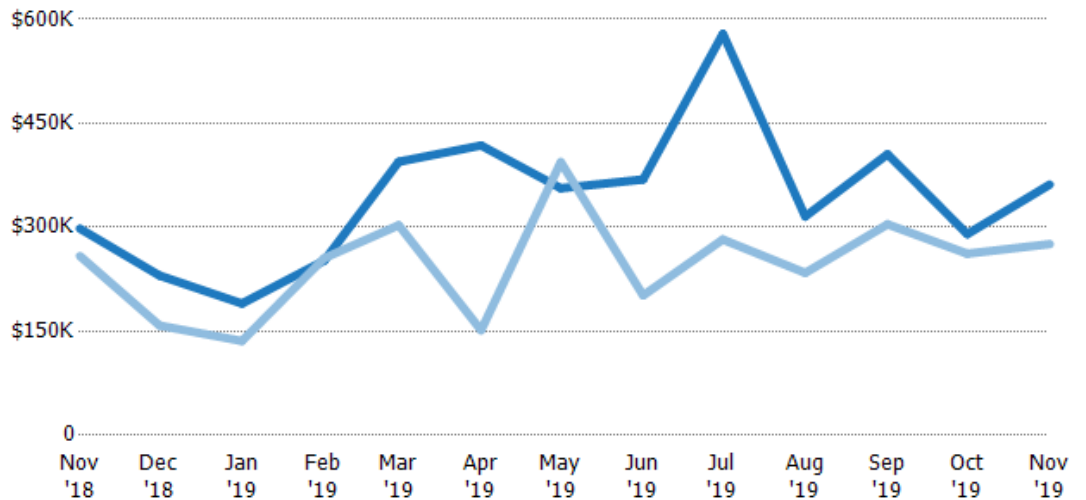
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K	\$289K	\$275K	\$247K
Median Sales Price	\$201K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K	\$276K	\$267K	\$234K
Med Sales Price as a % of Med List Price	103%	97%	95%	94%	94%	106%	95%	98%	98%	93%	95%	97%	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



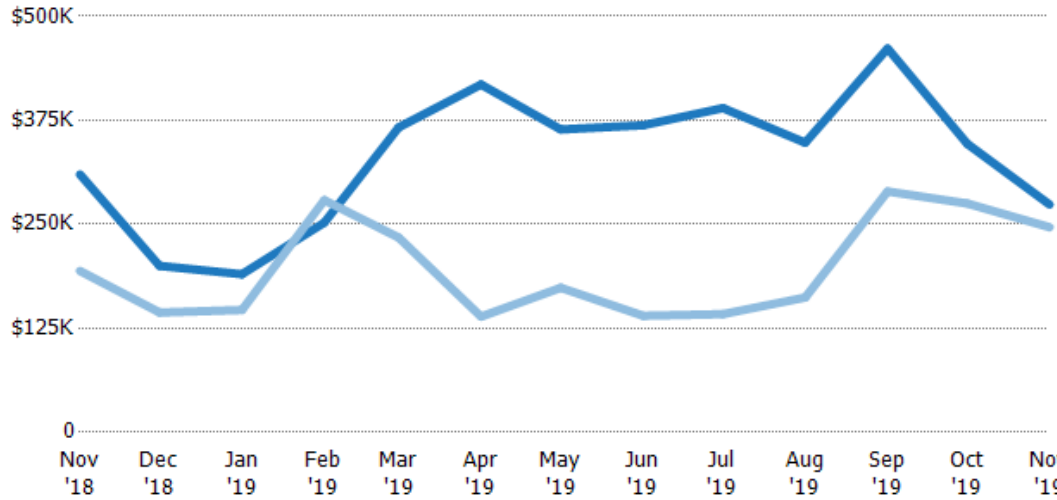
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$298K	\$230K	\$190K	\$252K	\$395K	\$418K	\$356K	\$369K	\$579K	\$316K	\$405K	\$290K	\$362K
Avg Sales Price	\$259K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K	\$304K	\$262K	\$276K
Avg Sales Price as a % of Avg Est Value	87%	69%	72%	101%	77%	36%	111%	55%	49%	74%	75%	90%	76%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$310K	\$200K	\$190K	\$252K	\$367K	\$418K	\$364K	\$369K	\$390K	\$348K	\$461K	\$347K	\$274K
Median Sales Price	\$194K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K	\$289K	\$275K	\$247K
Med Sales Price as a % of Med Est Value	63%	72%	77%	111%	64%	33%	48%	38%	36%	47%	63%	79%	90%