

## 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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	22	19	+15.8%	187	122	+53.3%
New Listing Volume	\$11,048,900	\$4,754,400	+132.4%	\$60,922,850	\$36,710,500	+66%
Active Listing Count	69	64	+7.8%	N/A	N/A	
Active Listing Volume	\$31,171,400	\$25,908,099	+20.3%	N/A	N/A	
Average Listing Price	\$451,759	\$404,814	+11.6%	\$411,021	\$319,280	+28.7%
Median Listing Price	\$289,000	\$279,450	+3.4%	\$304,230	\$193,304	+57.4%
Median Days in RPR	94	173	-45.7%	91.68	147.19	-37.7%
Months of Inventory	4.9	6.4	-23%	6.3	8.1	-21.5%
Absorption Rate	20.29%	15.63%	+4.7%	15.76%	12.37%	+3.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	12	+25%	151	116	+30.2%
New Pending Sales Volume	\$3,582,700	\$3,064,600	+16.9%	\$40,955,250	\$23,004,500	+78%
Pending Sales Count	24	21	+14.3%	N/A	N/A	
Pending Sales Volume	\$6,463,400	\$4,794,200	+34.8%	N/A	N/A	
Closed Sales Count	19	10	+90%	134	99	+35.4%
Closed Sales Volume	\$4,835,000	\$2,671,000	+81%	\$32,290,000	\$17,975,000	+79.6%
Average Sales Price	\$254,474	\$267,100	-4.7%	\$240,970	\$181,566	+32.7%
Median Sales Price	\$267,000	\$217,250	+22.9%	\$188,052	\$136,763	+37.5%

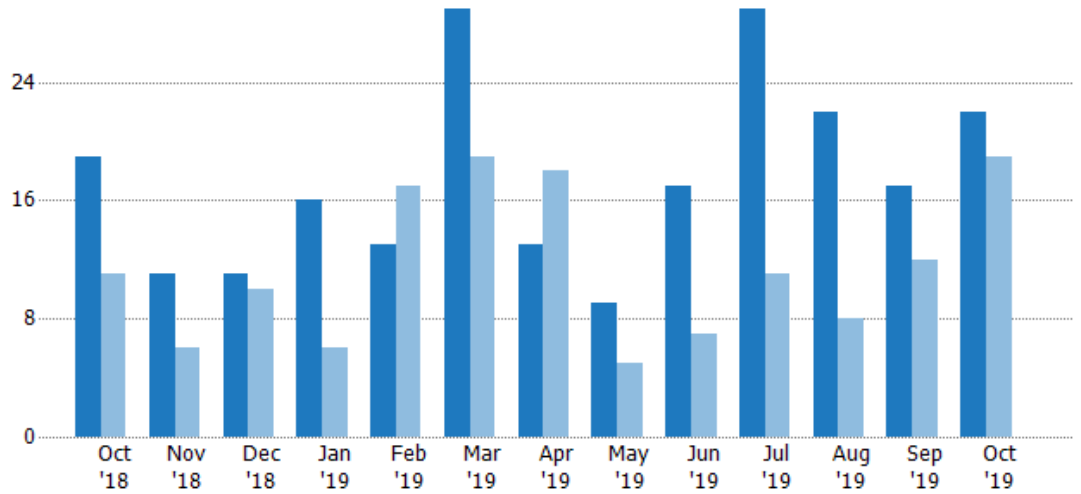
## New Listings

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.
Oct '19	22	15.8%
Oct '18	19	72.7%
Oct '17	11	18.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	19	11	11	16	13	29	13	9	17	29	22	17	22
Prior Year	11	6	10	6	17	19	18	5	7	11	8	12	19
Percent Change from Prior Year	73%	83%	10%	167%	-24%	53%	-28%	80%	143%	164%	175%	42%	16%

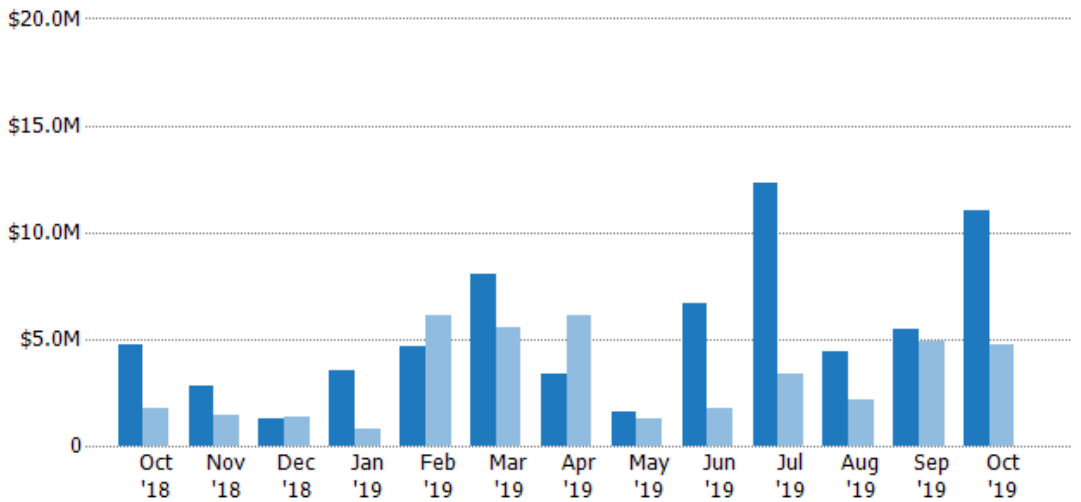
## New Listing Volume

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.
Oct '19	\$11M	132.4%
Oct '18	\$4.75M	172.9%
Oct '17	\$1.74M	95.4%



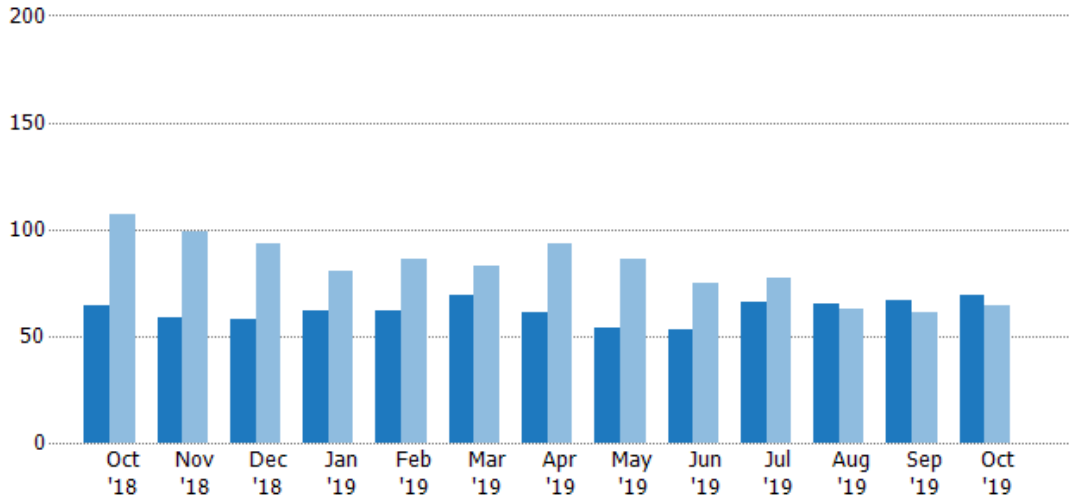
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$4.75M	\$2.8M	\$1.26M	\$3.5M	\$4.62M	\$8.07M	\$3.34M	\$1.57M	\$6.65M	\$12.3M	\$4.38M	\$5.47M	\$11M
Prior Year	\$1.74M	\$1.47M	\$1.34M	\$775K	\$6.13M	\$5.54M	\$6.1M	\$1.29M	\$1.75M	\$3.36M	\$2.15M	\$4.87M	\$4.75M
Percent Change from Prior Year	173%	90%	-6%	352%	-25%	46%	-45%	22%	281%	265%	104%	12%	132%

## 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.
Oct '19	69	7.8%
Oct '18	64	-40.2%
Oct '17	107	6.5%

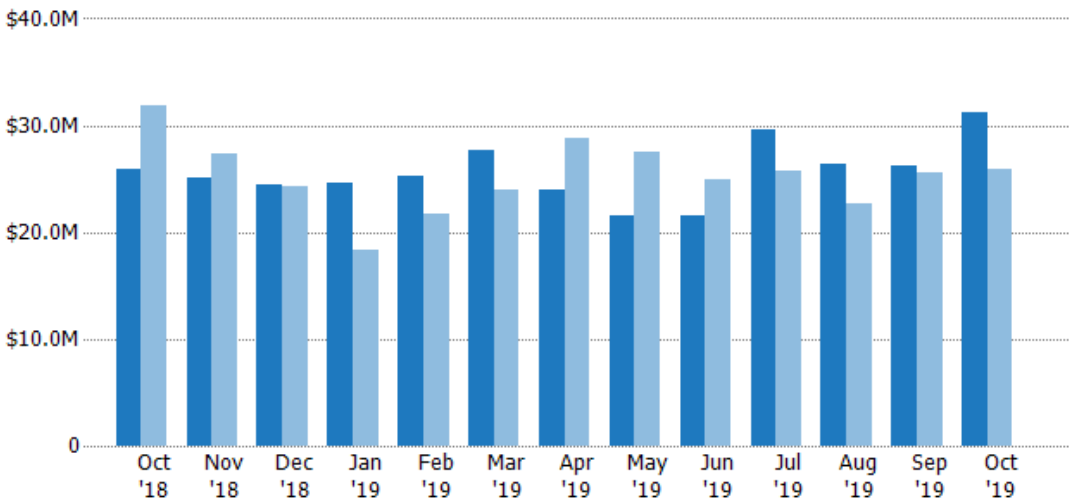
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	64	107	-40%
Nov '18	59	99	-40%
Dec '18	58	93	-38%
Jan '19	62	80	-23%
Feb '19	62	86	-28%
Mar '19	69	83	-17%
Apr '19	61	93	-34%
May '19	54	86	-37%
Jun '19	53	75	-29%
Jul '19	66	77	-14%
Aug '19	65	63	3%
Sep '19	67	61	10%
Oct '19	69	64	8%

## 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.
Oct '19	\$31.2M	20.3%
Oct '18	\$25.9M	-18.5%
Oct '17	\$31.8M	-9.1%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	\$25.9M	\$31.8M	-18%
Nov '18	\$25M	\$27.4M	-9%
Dec '18	\$24.4M	\$24.2M	1%
Jan '19	\$24.6M	\$18.4M	34%
Feb '19	\$25.2M	\$21.7M	16%
Mar '19	\$27.7M	\$23.9M	16%
Apr '19	\$24M	\$28.8M	-17%
May '19	\$21.5M	\$27.5M	-22%
Jun '19	\$21.6M	\$25M	-13%
Jul '19	\$29.7M	\$25.8M	15%
Aug '19	\$26.4M	\$22.6M	17%
Sep '19	\$26.2M	\$25.6M	2%
Oct '19	\$31.2M	\$25.9M	20%

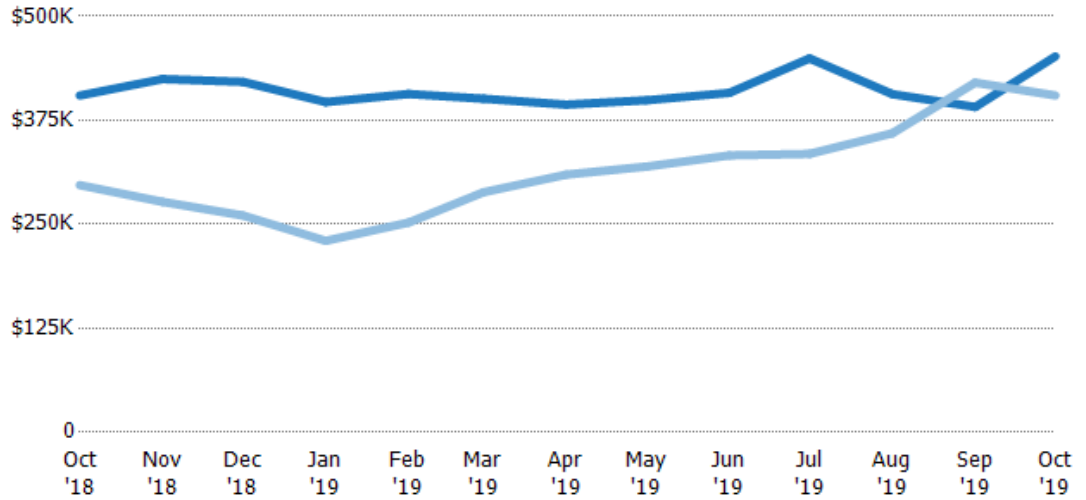
## Average Listing Price

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.
Oct '19	\$452K	11.6%
Oct '18	\$405K	36.3%
Oct '17	\$297K	-14.7%



Current Year	\$405K	\$425K	\$421K	\$397K	\$407K	\$401K	\$394K	\$399K	\$408K	\$449K	\$406K	\$391K	\$452K
Prior Year	\$297K	\$277K	\$261K	\$230K	\$252K	\$288K	\$310K	\$319K	\$333K	\$335K	\$359K	\$420K	\$405K
Percent Change from Prior Year	36%	53%	62%	73%	61%	39%	27%	25%	23%	34%	13%	-7%	12%

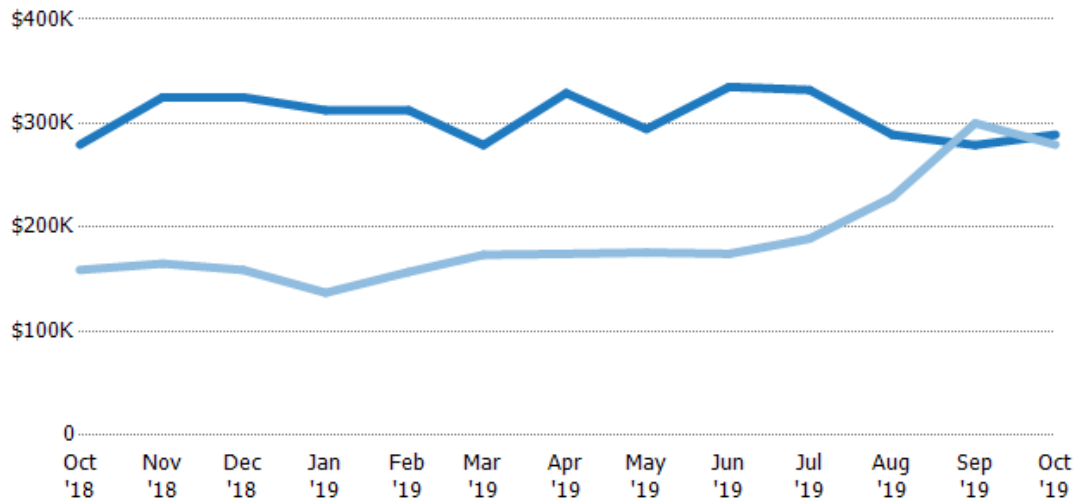
## Median Listing Price

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.
Oct '19	\$289K	3.4%
Oct '18	\$279K	75.8%
Oct '17	\$159K	-6.1%



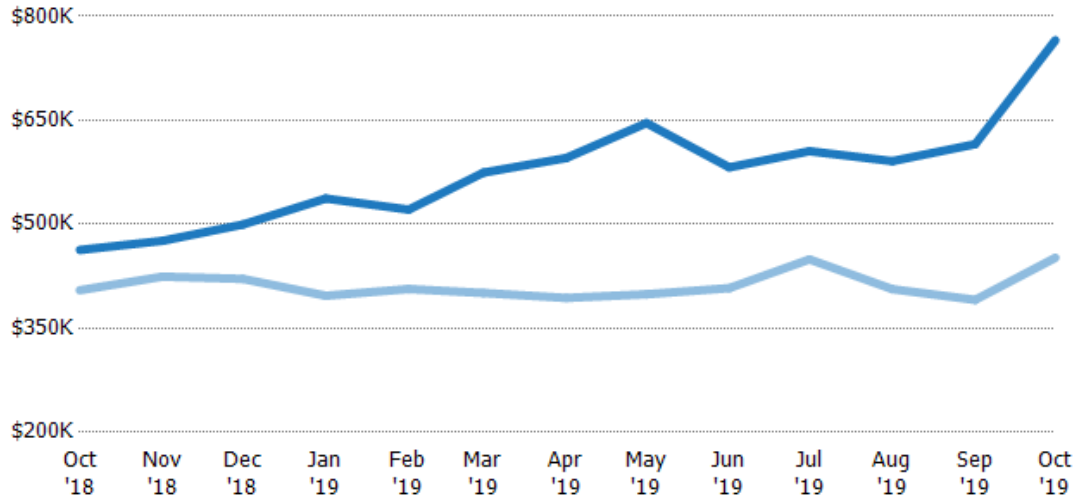
Current Year	\$279K	\$325K	\$325K	\$313K	\$313K	\$279K	\$329K	\$294K	\$335K	\$332K	\$289K	\$279K	\$289K
Prior Year	\$159K	\$165K	\$159K	\$137K	\$157K	\$174K	\$175K	\$176K	\$175K	\$189K	\$229K	\$300K	\$279K
Percent Change from Prior Year	76%	97%	104%	128%	99%	61%	89%	68%	92%	76%	26%	-7%	3%

## 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

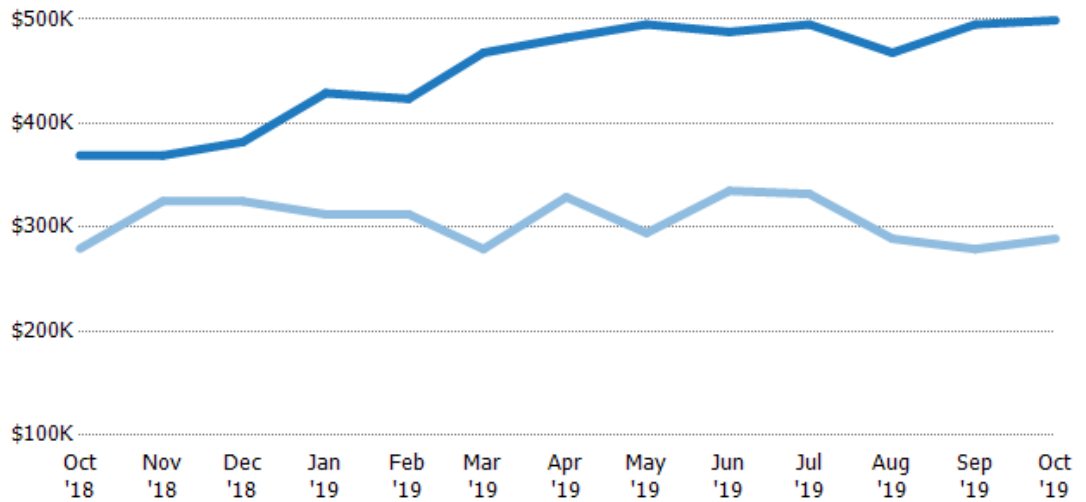


## Median Listing Price vs Median Est Value

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



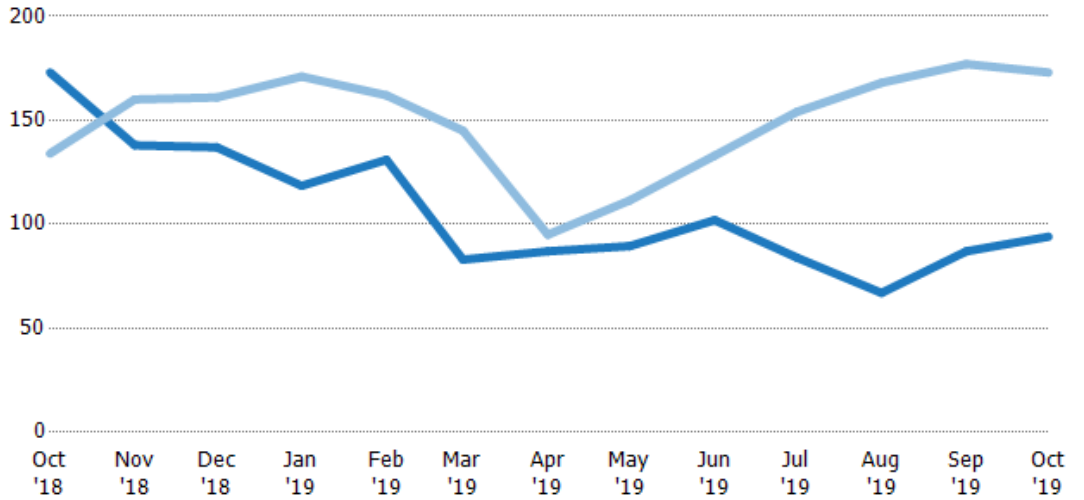
## Median Days in RPR

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.
Oct '19	94	-45.7%
Oct '18	173	29.1%
Oct '17	134	-16.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	173	138	137	119	131	83	87	89.5	102	84	67	87	94
Prior Year	134	160	161	171	162	145	95	112	133	154	168	177	173
Percent Change from Prior Year	29%	-14%	-15%	-31%	-19%	-43%	-8%	-20%	-23%	-45%	-60%	-51%	-46%

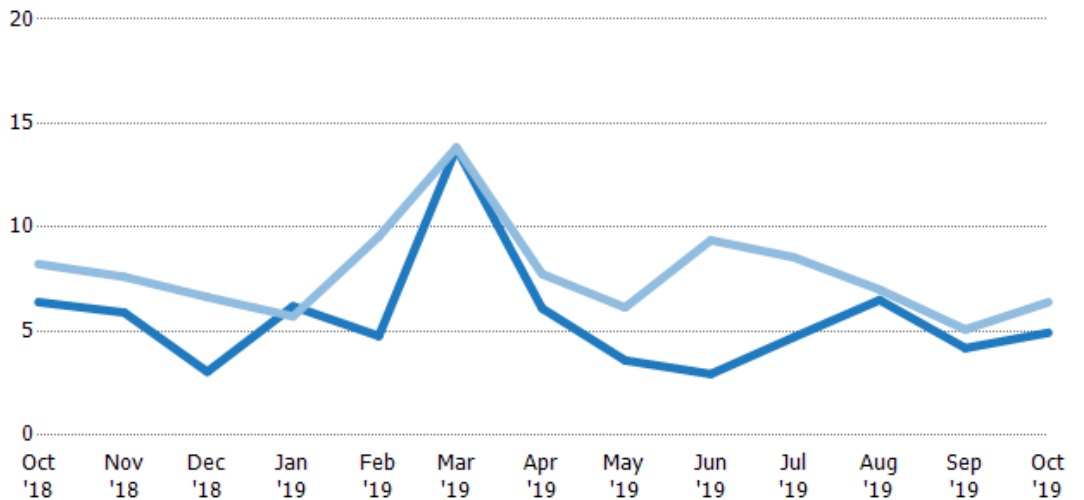
## Months of Inventory

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.
Oct '19	4.93	-23%
Oct '18	6.4	-22.2%
Oct '17	8.23	-1.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6.4	5.9	3.05	6.2	4.77	13.8	6.1	3.6	2.94	4.71	6.5	4.19	4.93
Prior Year	8.23	7.62	6.64	5.71	9.56	13.8	7.75	6.14	9.38	8.56	7	5.08	6.4
Percent Change from Prior Year	-22%	-23%	-54%	9%	-50%	0%	-21%	-41%	-69%	-45%	-7%	-18%	-23%

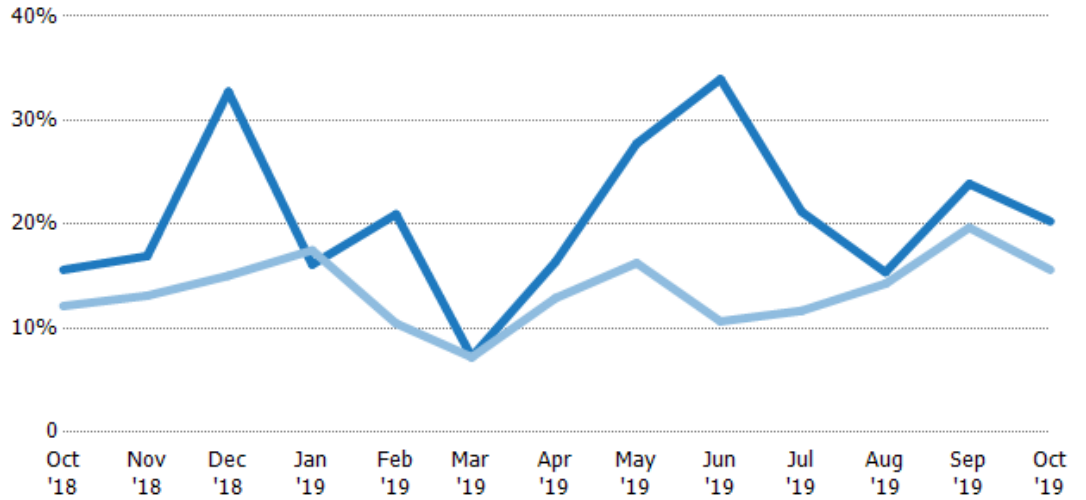
## Absorption Rate

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.
Oct '19	20%	-4.7%
Oct '18	16%	-3.5%
Oct '17	12%	1.2%



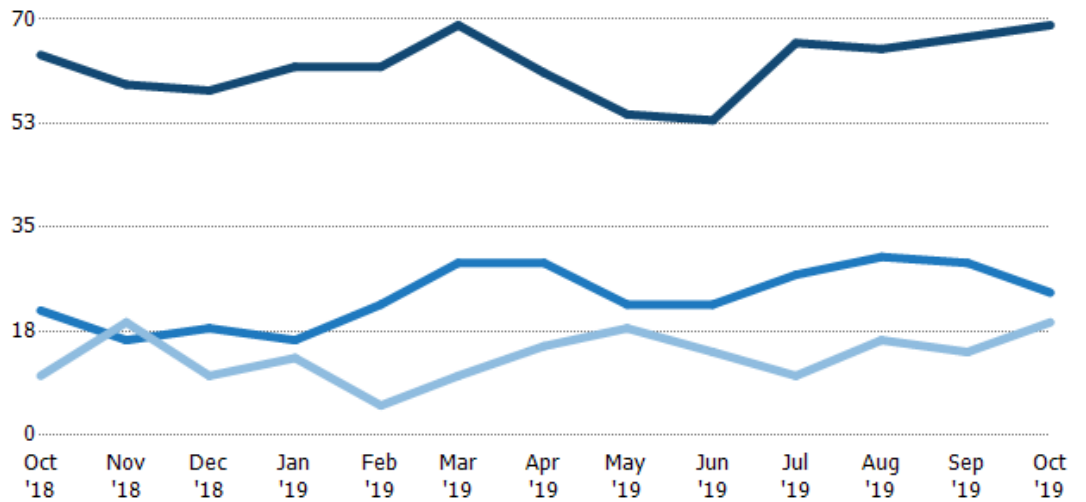
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	16%	17%	33%	16%	21%	7%	16%	28%	34%	21%	15%	24%	20%
Prior Year	12%	13%	15%	18%	10%	7%	13%	16%	11%	12%	14%	20%	16%
Change from Prior Year	-3%	-4%	-18%	1%	-11%	0%	-3%	-12%	-23%	-10%	-1%	-4%	-5%

## 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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	64	59	58	62	62	69	61	54	53	66	65	67	69
Pending	21	16	18	16	22	29	29	22	22	27	30	29	24
Sold	10	19	10	13	5	10	15	18	14	10	16	14	19

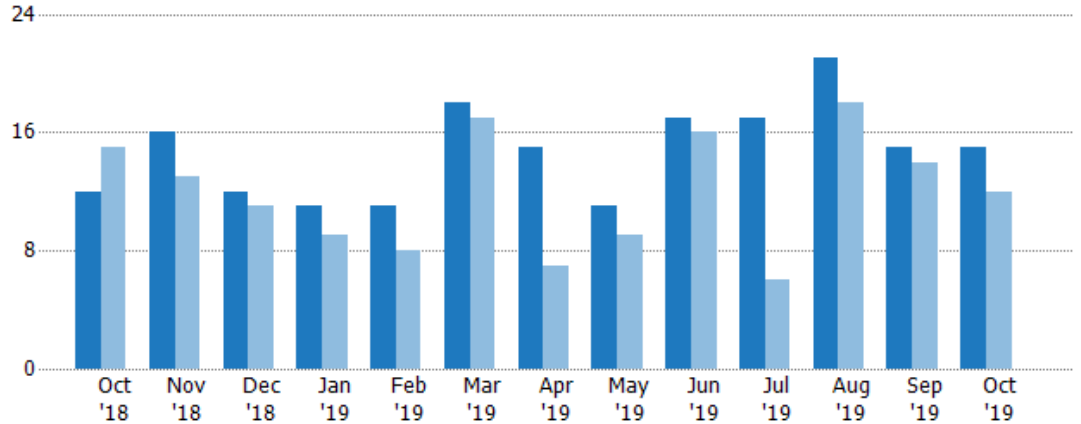
## New Pending Sales

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.
Oct '19	15	25%
Oct '18	12	-20%
Oct '17	15	13.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	12	16	12	11	11	18	15	11	17	17	21	15	15
Prior Year	15	13	11	9	8	17	7	9	16	6	18	14	12
Percent Change from Prior Year	-20%	23%	9%	22%	38%	6%	114%	22%	6%	183%	17%	7%	25%

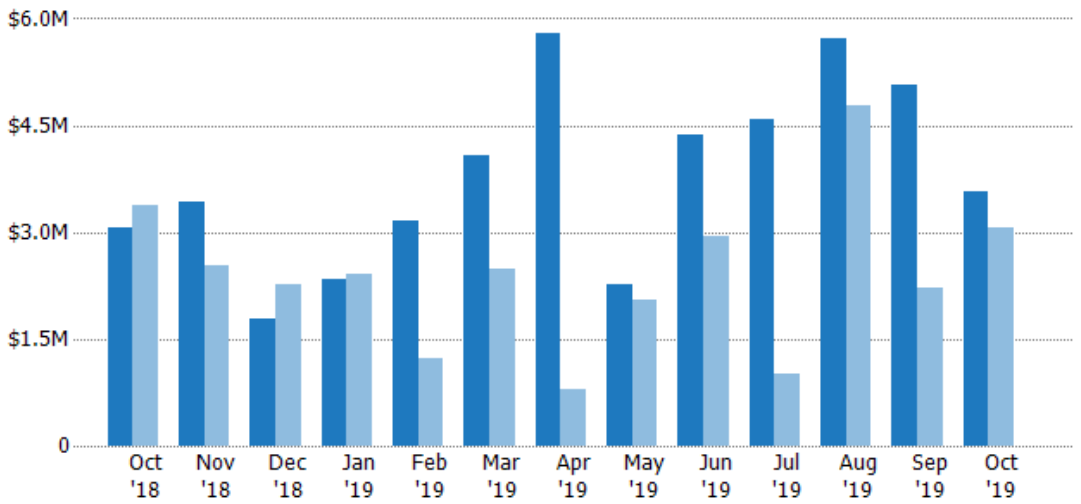
## New Pending Sales Volume

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.
Oct '19	\$3.58M	16.9%
Oct '18	\$3.06M	-9.3%
Oct '17	\$3.38M	-28.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$3.06M	\$3.44M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$5.08M	\$3.58M
Prior Year	\$3.38M	\$2.53M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M	\$3.06M
Percent Change from Prior Year	-9%	36%	-21%	-4%	159%	64%	620%	12%	48%	354%	20%	129%	17%



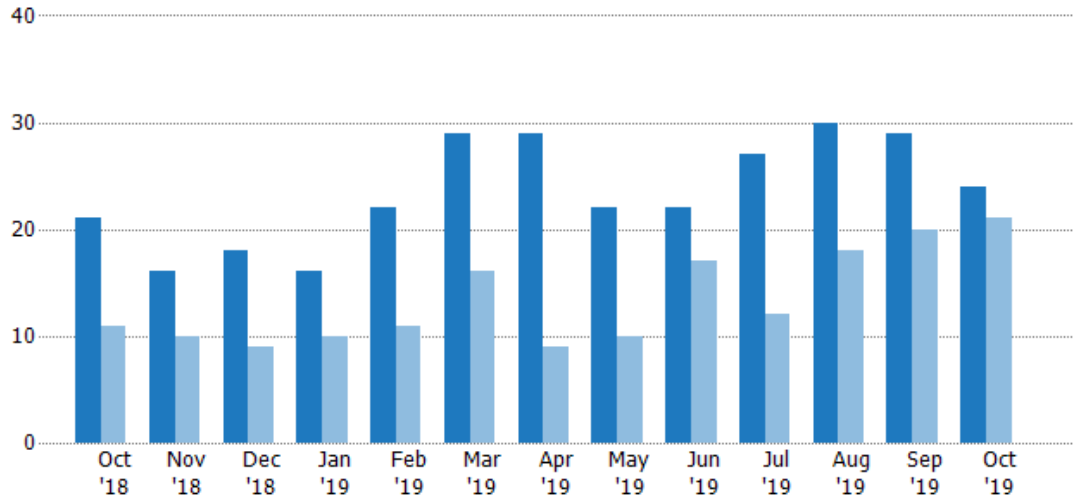
## Pending Sales

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.
Oct '19	24	14.3%
Oct '18	21	90.9%
Oct '17	11	72.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	21	16	18	16	22	29	29	22	22	27	30	29	24
Prior Year	11	10	9	10	11	16	9	10	17	12	18	20	21
Percent Change from Prior Year	91%	60%	100%	60%	100%	81%	222%	120%	29%	125%	67%	45%	14%

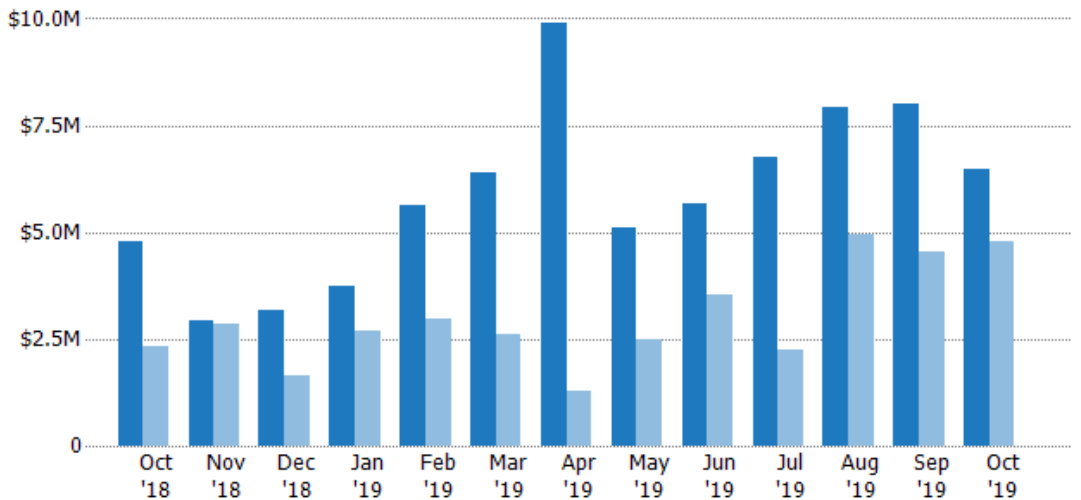
## Pending Sales Volume

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.
Oct '19	\$6.46M	34.8%
Oct '18	\$4.79M	106.8%
Oct '17	\$2.32M	43.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$4.79M	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.09M	\$5.65M	\$6.74M	\$7.93M	\$8.01M	\$6.46M
Prior Year	\$2.32M	\$2.83M	\$1.64M	\$2.71M	\$2.99M	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.26M	\$4.95M	\$4.55M	\$4.79M
Percent Change from Prior Year	107%	3%	93%	38%	88%	144%	668%	104%	59%	199%	60%	76%	35%

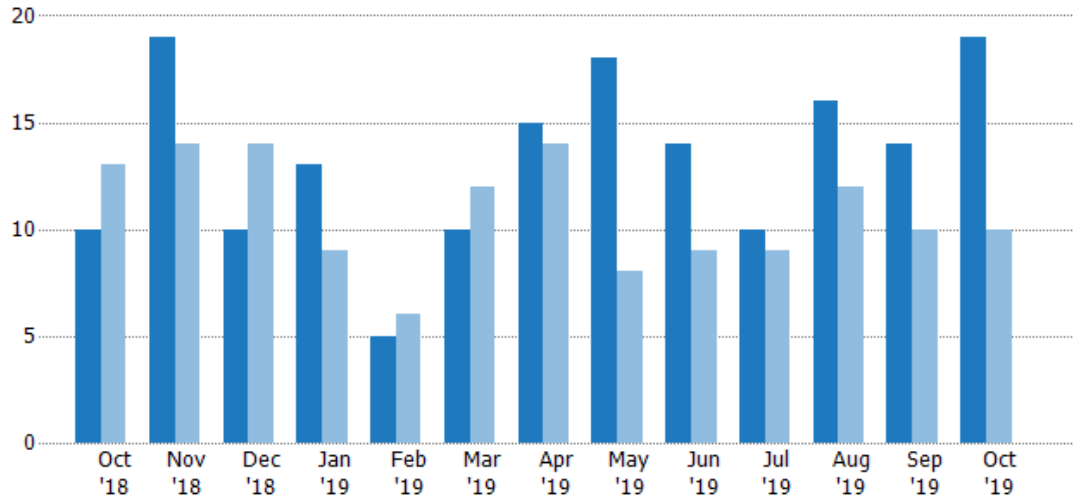
## Closed Sales

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.
Oct '19	19	90%
Oct '18	10	-23.1%
Oct '17	13	-53.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	10	19	10	13	5	10	15	18	14	10	16	14	19
Prior Year	13	14	14	9	6	12	14	8	9	9	12	10	10
Percent Change from Prior Year	-23%	36%	-29%	44%	-17%	-17%	7%	125%	56%	11%	33%	40%	90%

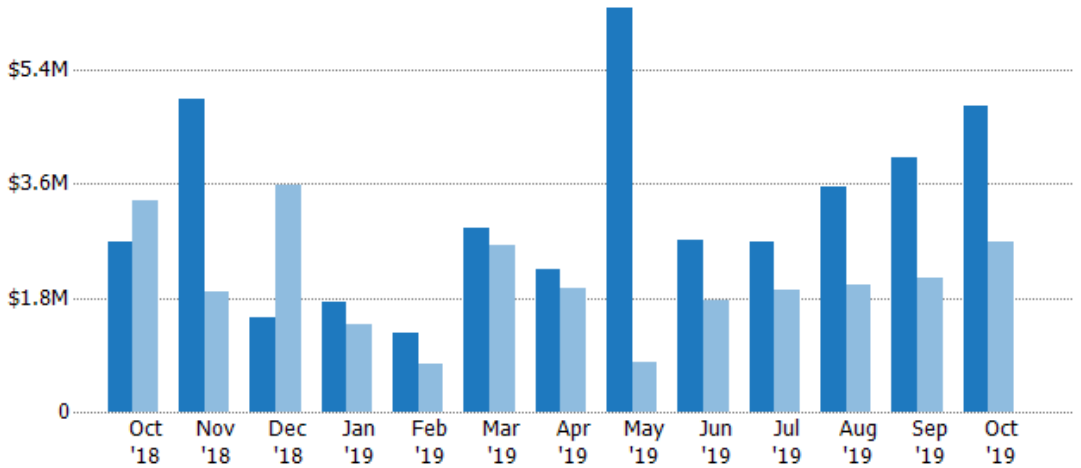
## Closed Sales Volume

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.
Oct '19	\$4.84M	81%
Oct '18	\$2.67M	-19.8%
Oct '17	\$3.33M	-72.2%



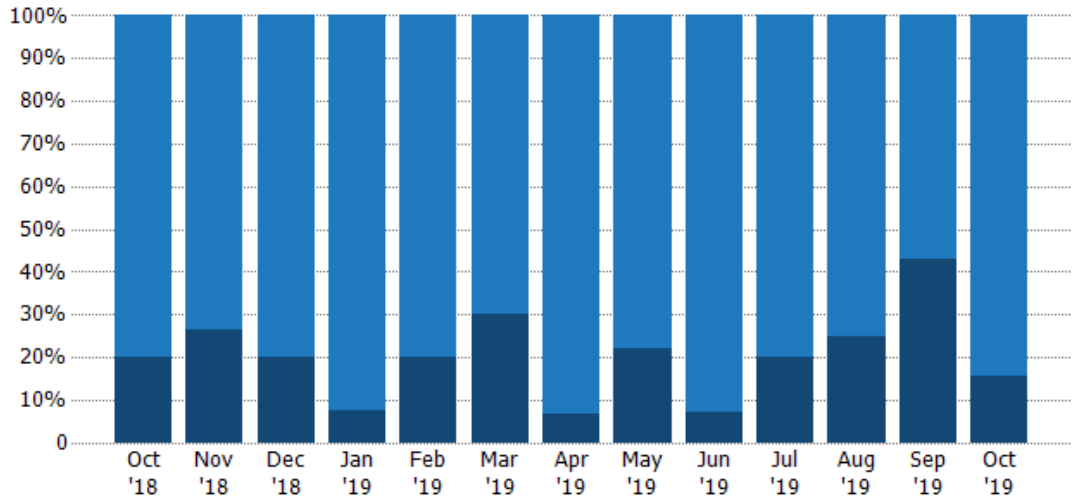
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.67M	\$4.93M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M	\$2.72M	\$2.68M	\$3.55M	\$4.02M	\$4.84M
Prior Year	\$3.33M	\$1.9M	\$3.59M	\$1.37M	\$752K	\$2.63M	\$1.94M	\$777K	\$1.77M	\$1.93M	\$2.02M	\$2.11M	\$2.67M
Percent Change from Prior Year	-20%	159%	-58%	26%	64%	10%	16%	720%	54%	39%	76%	90%	81%

## 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	80%	74%	80%	92%	80%	70%	93%	78%	93%	80%	75%	57%	84%
Single Family Residence	20%	26%	20%	8%	20%	30%	7%	22%	7%	20%	25%	43%	16%

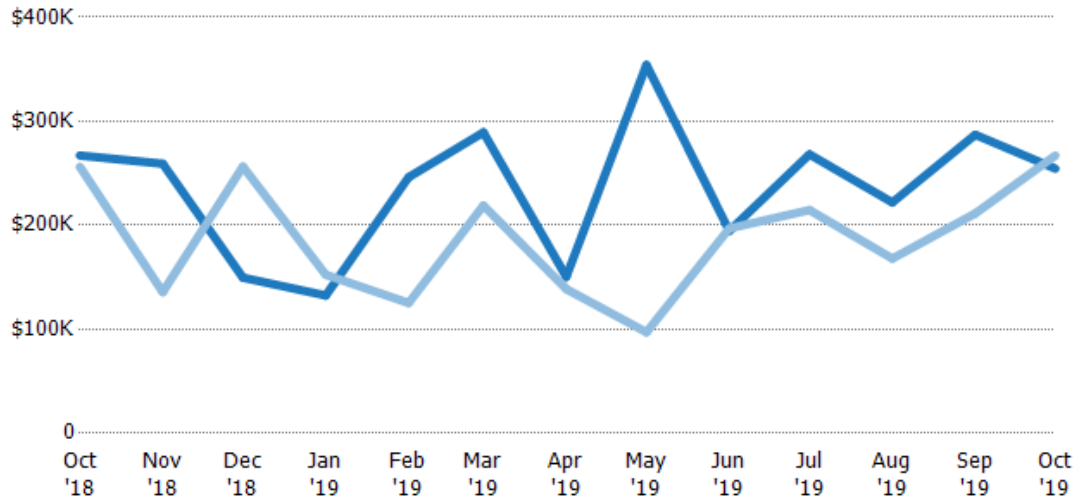
## Average Sales Price

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.
Oct '19	\$254K	-4.7%
Oct '18	\$267K	4.3%
Oct '17	\$256K	-39.7%



Current Year	\$267K	\$259K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K	\$287K	\$254K
Prior Year	\$256K	\$136K	\$256K	\$152K	\$125K	\$219K	\$139K	\$97.1K	\$197K	\$215K	\$168K	\$211K	\$267K
Percent Change from Prior Year	4%	91%	-42%	-13%	97%	32%	9%	265%	-1%	25%	32%	36%	-5%

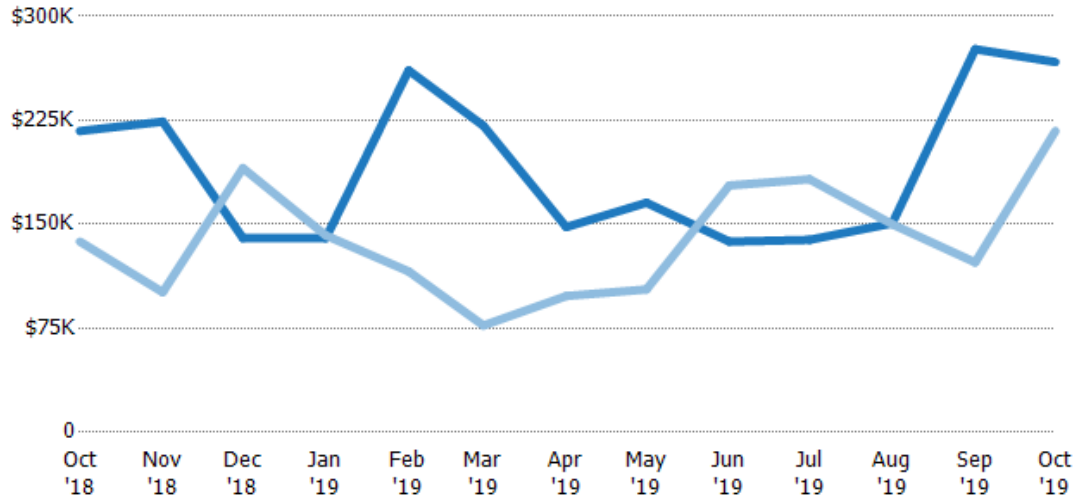
## Median Sales Price

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.
Oct '19	\$267K	22.9%
Oct '18	\$217K	58%
Oct '17	\$138K	38.2%



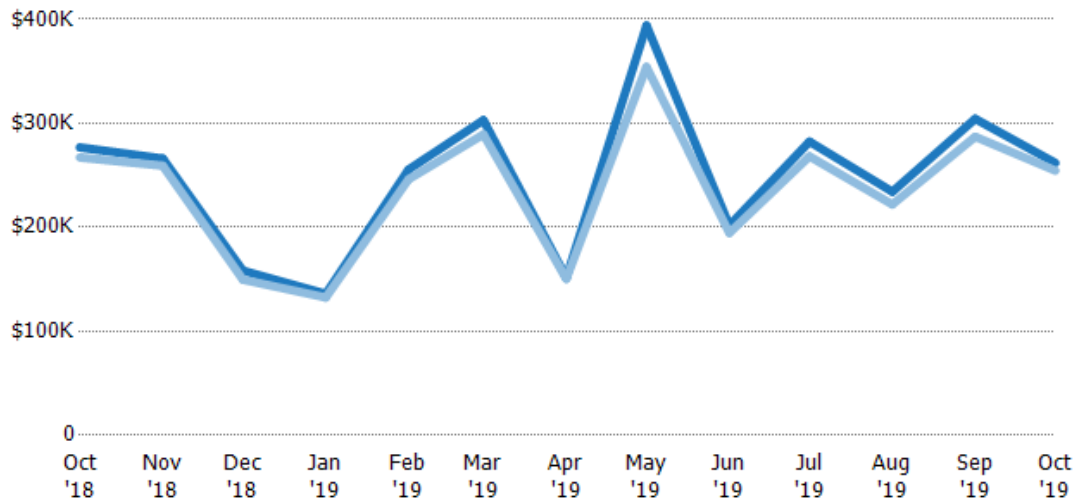
Current Year	\$217K	\$224K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K	\$276K	\$267K
Prior Year	\$138K	\$101K	\$191K	\$142K	\$116K	\$77K	\$98.3K	\$103K	\$178K	\$183K	\$150K	\$123K	\$217K
Percent Change from Prior Year	58%	122%	-27%	-1%	125%	187%	51%	61%	-23%	-24%	1%	126%	23%

## 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



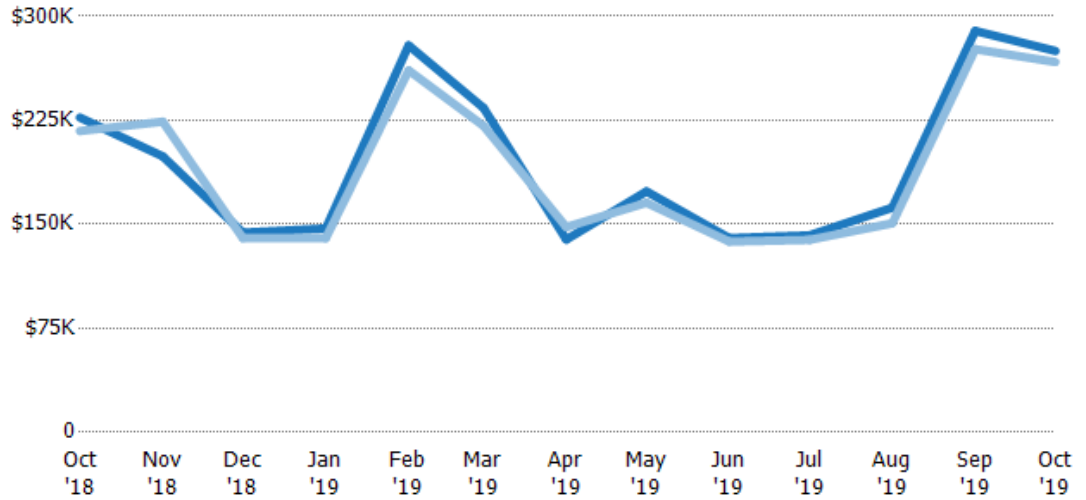
Avg List Price	\$277K	\$266K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K	\$304K	\$262K
Avg Sales Price	\$267K	\$259K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K	\$287K	\$254K
Avg Sales Price as a % of Avg List Price	96%	97%	95%	97%	96%	95%	99%	90%	96%	95%	95%	94%	97%

## 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



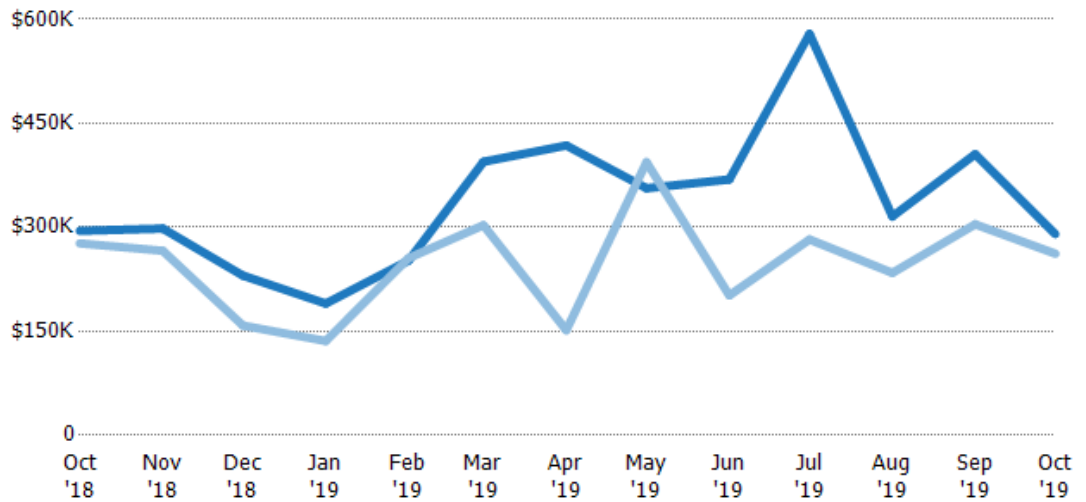
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$227K	\$199K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K	\$289K	\$275K
Median Sales Price	\$217K	\$224K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K	\$276K	\$267K
Med Sales Price as a % of Med List Price	96%	113%	97%	95%	94%	94%	106%	95%	98%	98%	93%	95%	97%

## 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



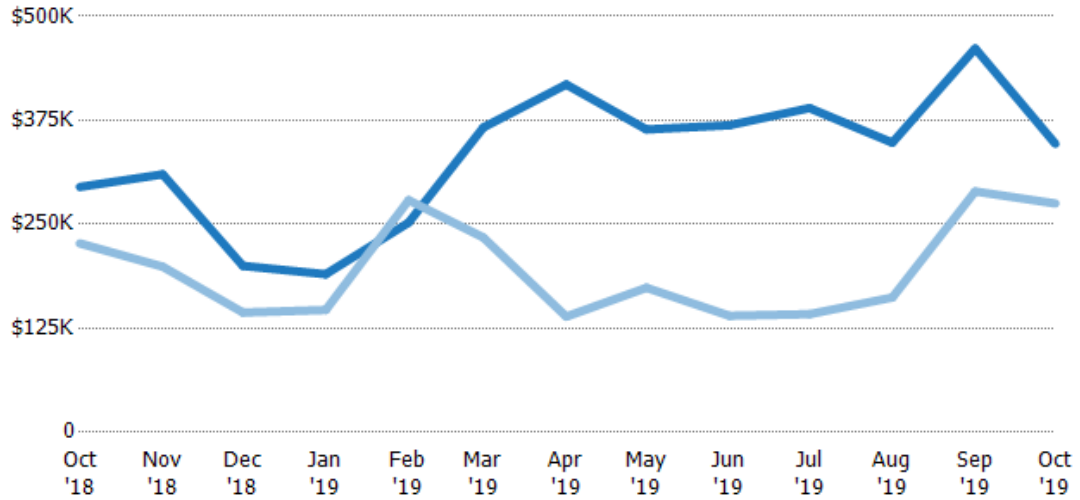
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$295K	\$298K	\$230K	\$190K	\$252K	\$395K	\$418K	\$356K	\$369K	\$579K	\$316K	\$405K	\$290K
Avg Sales Price	\$277K	\$266K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K	\$304K	\$262K
Avg Sales Price as a % of Avg Est Value	94%	89%	69%	72%	101%	77%	36%	111%	55%	49%	74%	75%	90%

## 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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$295K	\$310K	\$200K	\$190K	\$252K	\$367K	\$418K	\$364K	\$369K	\$390K	\$348K	\$461K	\$347K
Median Sales Price	\$227K	\$199K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K	\$289K	\$275K
Med Sales Price as a % of Med Est Value	77%	64%	72%	77%	111%	64%	33%	48%	38%	36%	47%	63%	79%