

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	12	+41.7%	165	103	+60.2%
New Listing Volume	\$5,474,000	\$4,866,900	+12.5%	\$49,873,950	\$31,956,100	+56.1%
Active Listing Count	67	61	+9.8%	N/A	N/A	
Active Listing Volume	\$26,196,200	\$25,634,899	+2.2%	N/A	N/A	
Average Listing Price	\$390,988	\$420,244	-7%	\$405,992	\$311,504	+30.3%
Median Listing Price	\$279,000	\$300,000	-7%	\$306,110	\$185,473	+65%
Median Days in RPR	87	177	-50.8%	91.3	144.29	-36.7%
Months of Inventory	4.2	5.1	-17.6%	6.3	8.6	-26.8%
Absorption Rate	23.88%	19.67%	+4.2%	15.92%	11.65%	+4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	15	14	+7.1%	136	104	+30.8%
New Pending Sales Volume	\$5,078,300	\$2,217,800	+129%	\$37,372,550	\$19,939,900	+87.4%
Pending Sales Count	29	20	+45%	N/A	N/A	
Pending Sales Volume	\$8,011,700	\$4,552,600	+76%	N/A	N/A	
Closed Sales Count	14	10	+40%	115	89	+29.2%
Closed Sales Volume	\$4,019,000	\$2,113,400	+90.2%	\$27,455,000	\$15,304,000	+79.4%
Average Sales Price	\$287,071	\$211,340	+35.8%	\$238,739	\$171,955	+38.8%
Median Sales Price	\$276,250	\$122,500	+125.5%	\$175,009	\$127,719	+37%

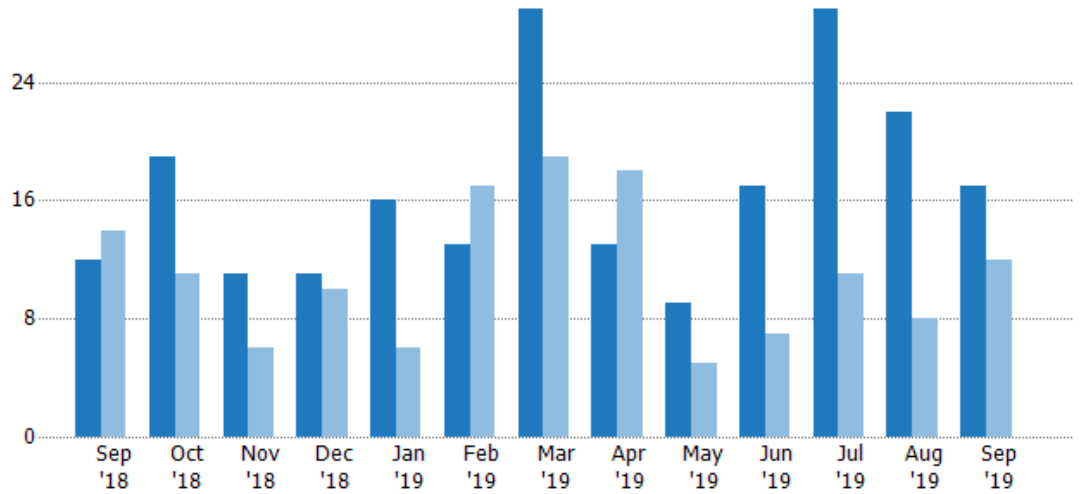
New Listings

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.
Sep '19	17	41.7%
Sep '18	12	-14.3%
Sep '17	14	57.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	12	19	11	11	16	13	29	13	9	17	29	22	17
Prior Year	14	11	6	10	6	17	19	18	5	7	11	8	12
Percent Change from Prior Year	-14%	73%	83%	10%	167%	-24%	53%	-28%	80%	143%	164%	175%	42%

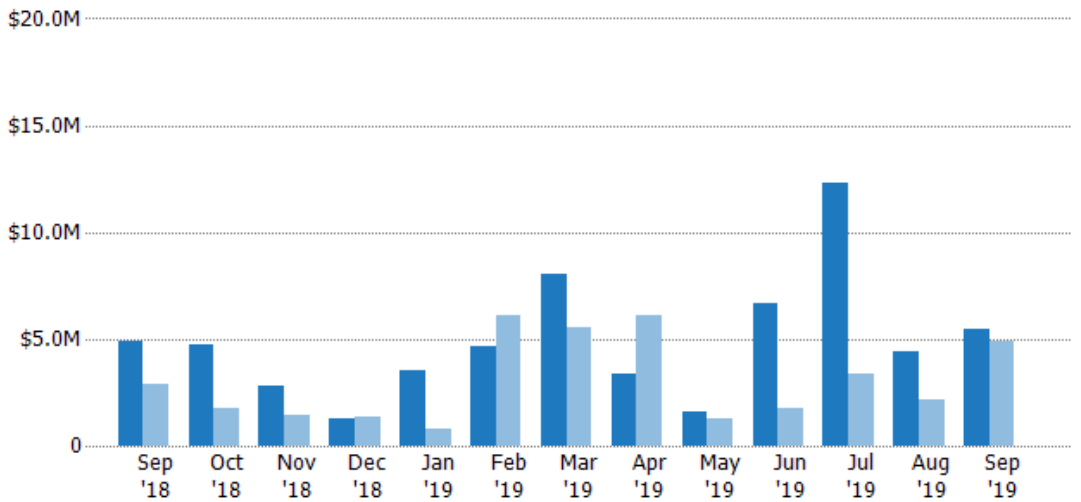
New Listing Volume

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.
Sep '19	\$5.47M	12.5%
Sep '18	\$4.87M	67.3%
Sep '17	\$2.91M	60.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$4.87M	\$4.75M	\$2.8M	\$1.26M	\$3.5M	\$4.62M	\$8.07M	\$3.34M	\$1.57M	\$6.65M	\$12.3M	\$4.38M	\$5.47M
Prior Year	\$2.91M	\$1.74M	\$1.47M	\$1.34M	\$775K	\$6.13M	\$5.54M	\$6.1M	\$1.29M	\$1.75M	\$3.36M	\$2.15M	\$4.87M
Percent Change from Prior Year	67%	173%	90%	-6%	352%	-25%	46%	-45%	22%	281%	265%	104%	12%

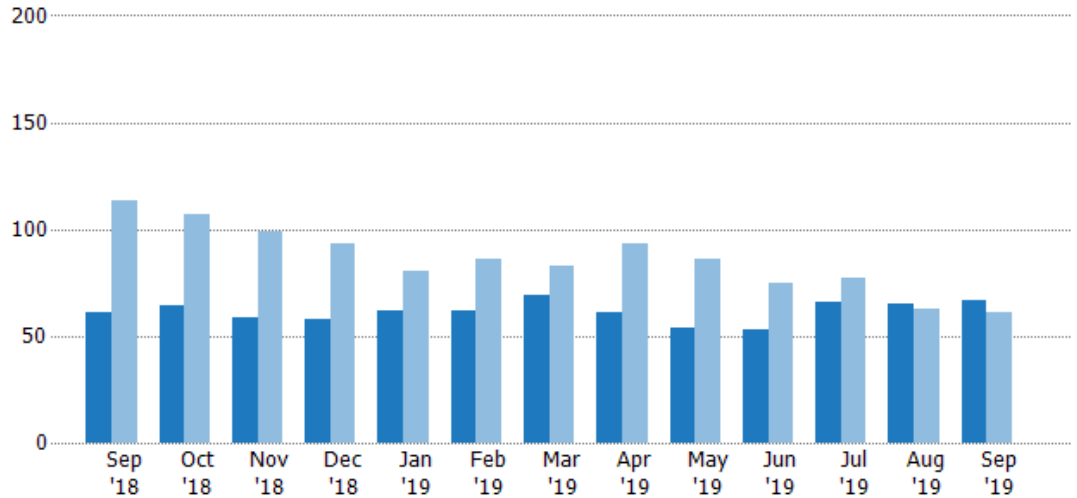
Active Listings

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.
Sep '19	67	9.8%
Sep '18	61	-46%
Sep '17	113	7.1%



Current Year	61	64	59	58	62	62	69	61	54	53	66	65	67
Prior Year	113	107	99	93	80	86	83	93	86	75	77	63	61
Percent Change from Prior Year	-46%	-40%	-40%	-38%	-23%	-28%	-17%	-34%	-37%	-29%	-14%	3%	10%

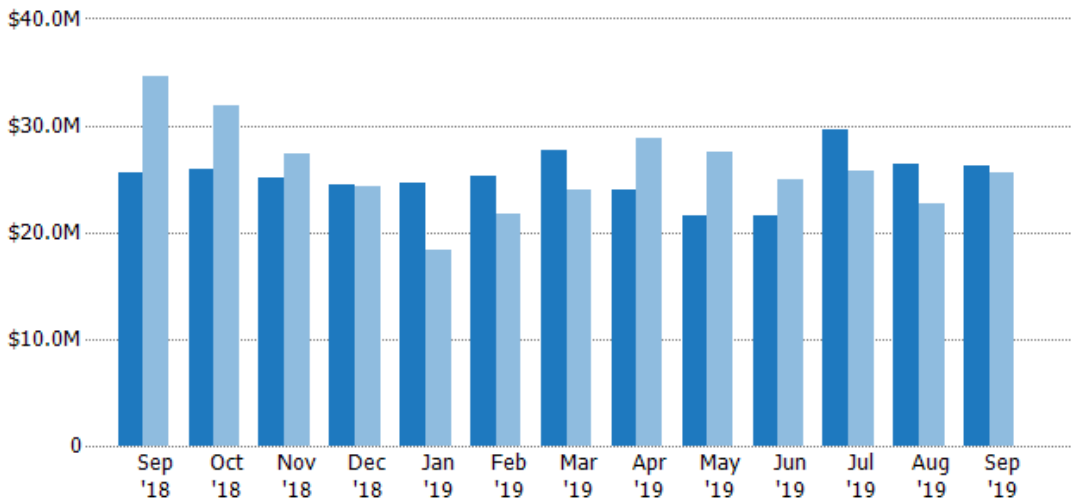
Active Listing Volume

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.
Sep '19	\$26.2M	2.2%
Sep '18	\$25.6M	-25.9%
Sep '17	\$34.6M	-14.8%



Current Year	\$25.6M	\$25.9M	\$25M	\$24.4M	\$24.6M	\$25.2M	\$27.7M	\$24M	\$21.5M	\$21.6M	\$29.7M	\$26.4M	\$26.2M
Prior Year	\$34.6M	\$31.8M	\$27.4M	\$24.2M	\$18.4M	\$21.7M	\$23.9M	\$28.8M	\$27.5M	\$25M	\$25.8M	\$22.6M	\$25.6M
Percent Change from Prior Year	-26%	-18%	-9%	1%	34%	16%	16%	-17%	-22%	-13%	15%	17%	2%

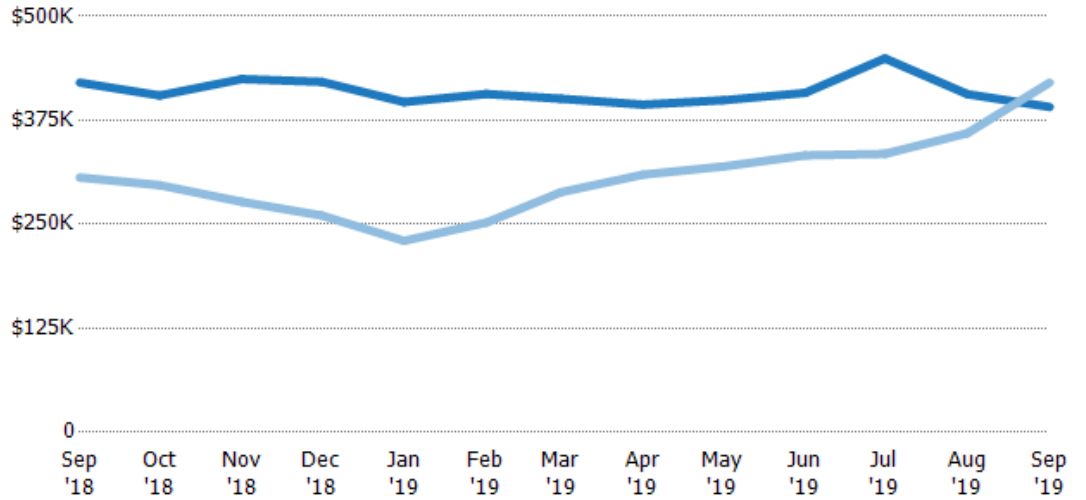
Average Listing Price

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.
Sep '19	\$391K	-7%
Sep '18	\$420K	37.3%
Sep '17	\$306K	-20.5%



Current Year	\$420K	\$405K	\$425K	\$421K	\$397K	\$407K	\$401K	\$394K	\$399K	\$408K	\$449K	\$406K	\$391K
Prior Year	\$306K	\$297K	\$277K	\$261K	\$230K	\$252K	\$288K	\$310K	\$319K	\$333K	\$335K	\$359K	\$420K
Percent Change from Prior Year	37%	36%	53%	62%	73%	61%	39%	27%	25%	23%	34%	13%	-7%

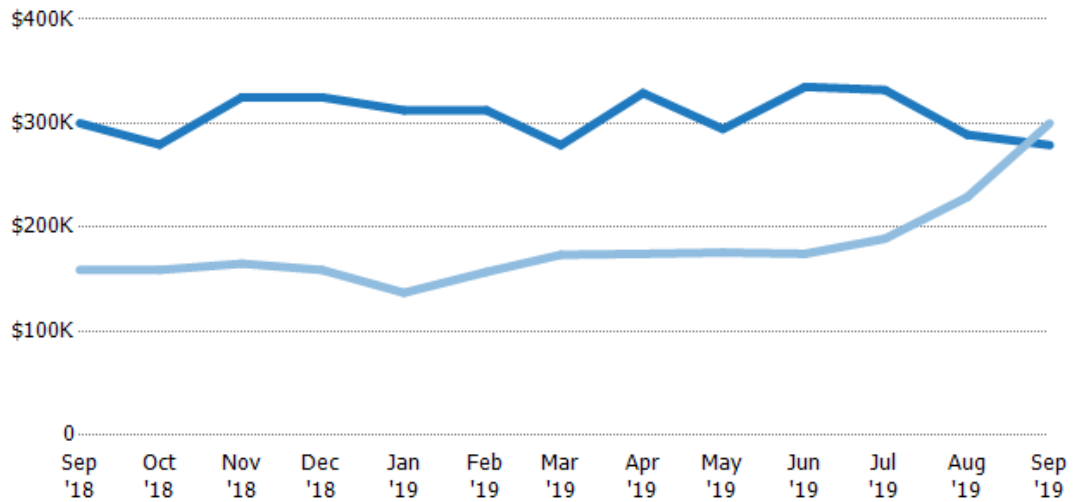
Median Listing Price

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.
Sep '19	\$279K	-7%
Sep '18	\$300K	88.7%
Sep '17	\$159K	-6.3%



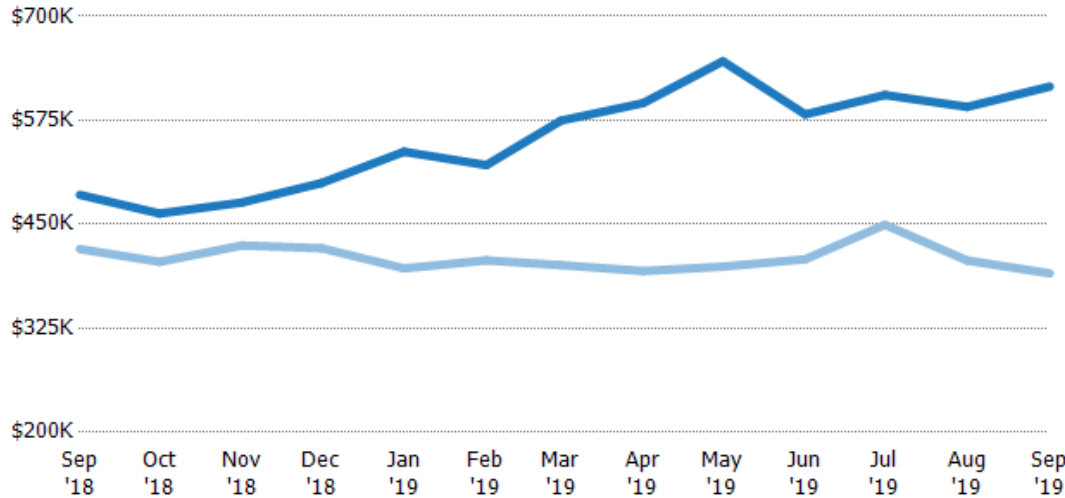
Current Year	\$300K	\$279K	\$325K	\$325K	\$313K	\$313K	\$279K	\$329K	\$294K	\$335K	\$332K	\$289K	\$279K
Prior Year	\$159K	\$159K	\$165K	\$159K	\$137K	\$157K	\$174K	\$175K	\$176K	\$175K	\$189K	\$229K	\$300K
Percent Change from Prior Year	89%	76%	97%	104%	128%	99%	61%	89%	68%	92%	76%	26%	-7%

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



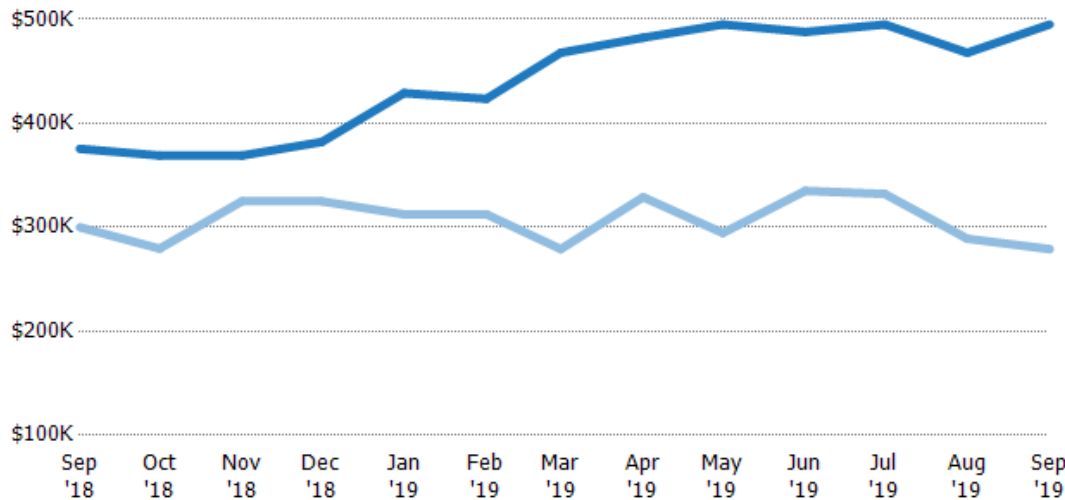
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$485K	\$463K	\$476K	\$500K	\$537K	\$521K	\$575K	\$596K	\$646K	\$582K	\$605K	\$591K	\$615K
Avg Listing Price	\$420K	\$405K	\$425K	\$421K	\$397K	\$407K	\$401K	\$394K	\$399K	\$408K	\$449K	\$406K	\$391K
Avg Listing Price as a % of Avg Est Value	87%	87%	89%	84%	74%	78%	70%	66%	62%	70%	74%	69%	64%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$375K	\$369K	\$369K	\$382K	\$429K	\$423K	\$468K	\$482K	\$495K	\$488K	\$495K	\$468K	\$495K
Median Listing Price	\$300K	\$279K	\$325K	\$325K	\$313K	\$313K	\$279K	\$329K	\$294K	\$335K	\$332K	\$289K	\$279K
Med Listing Price as a % of Med Est Value	80%	76%	88%	85%	73%	74%	60%	68%	59%	69%	67%	62%	56%

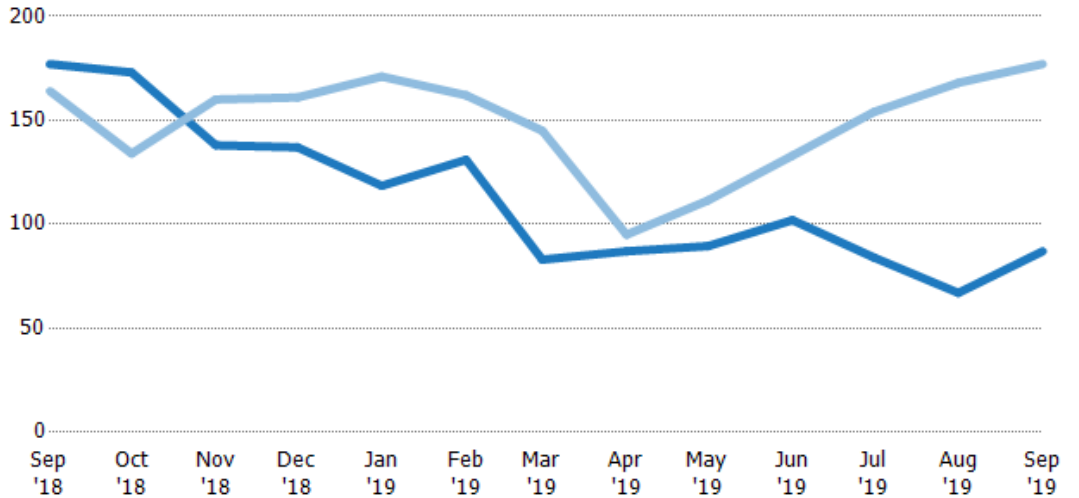
Median Days in RPR

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.
Sep '19	87	-50.8%
Sep '18	177	7.9%
Sep '17	164	-35.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	177	173	138	137	119	131	83	87	89.5	102	84	67	87
Prior Year	164	134	160	161	171	162	145	95	112	133	154	168	177
Percent Change from Prior Year	8%	29%	-14%	-15%	-31%	-19%	-43%	-8%	-20%	-23%	-45%	-60%	-51%

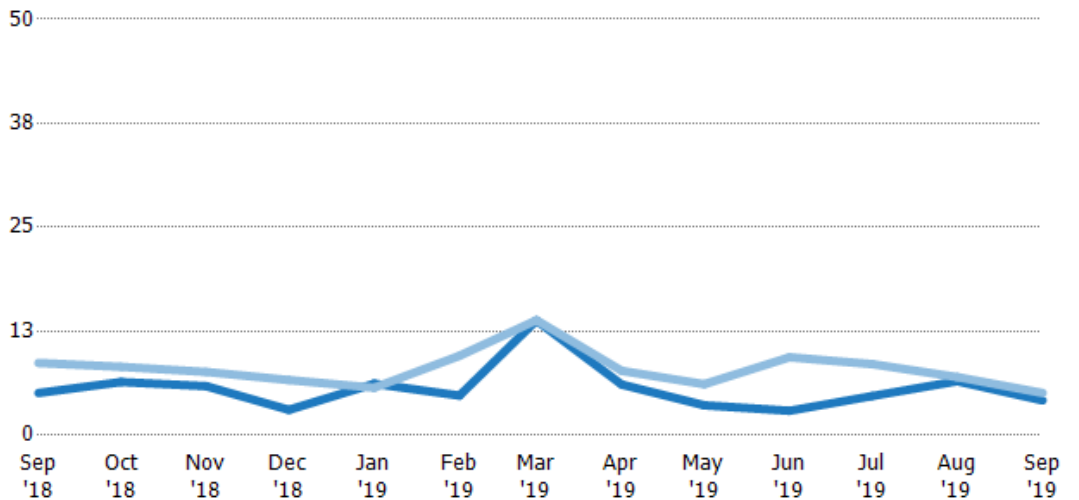
Months of Inventory

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.
Sep '19	4.19	-17.6%
Sep '18	5.08	-41.5%
Sep '17	8.69	364%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	5.08	6.4	5.9	3.05	6.2	4.77	13.8	6.1	3.6	2.94	4.71	6.5	4.19
Prior Year	8.69	8.23	7.62	6.64	5.71	9.56	13.8	7.75	6.14	9.38	8.56	7	5.08
Percent Change from Prior Year	-42%	-22%	-23%	-54%	9%	-50%	0%	-21%	-41%	-69%	-45%	-7%	-18%

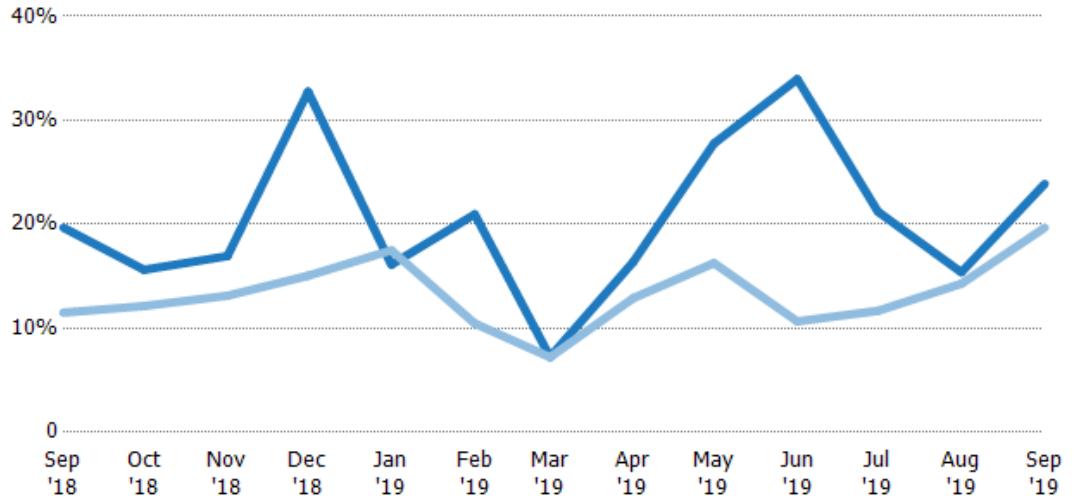
Absorption Rate

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.
Sep '19	24%	-4.2%
Sep '18	20%	-8.2%
Sep '17	12%	-78.5%



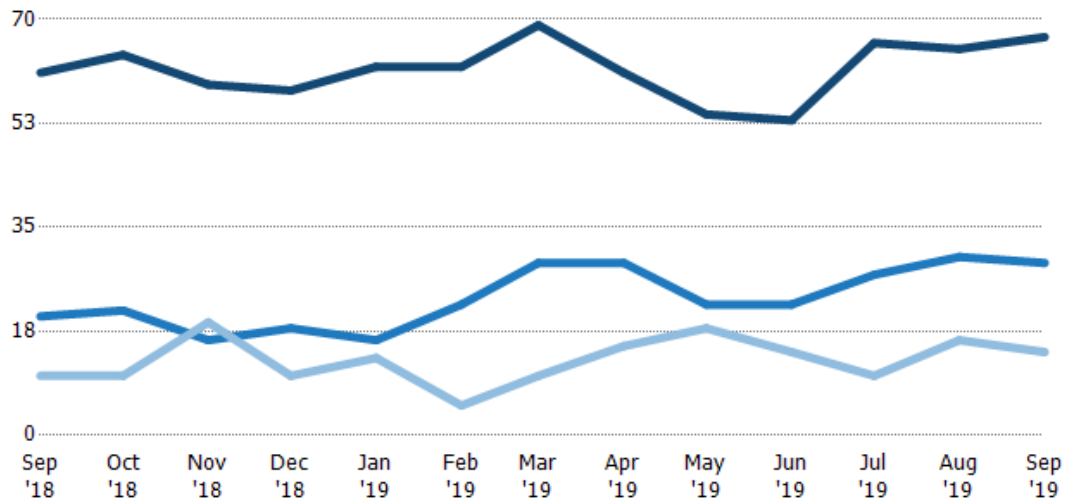
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	20%	16%	17%	33%	16%	21%	7%	16%	28%	34%	21%	15%	24%
Prior Year	12%	12%	13%	15%	18%	10%	7%	13%	16%	11%	12%	14%	20%
Change from Prior Year	-8%	-3%	-4%	-18%	1%	-11%	0%	-3%	-12%	-23%	-10%	-1%	-4%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	61	64	59	58	62	62	69	61	54	53	66	65	67
Pending	20	21	16	18	16	22	29	29	22	22	27	30	29
Sold	10	10	19	10	13	5	10	15	18	14	10	16	14

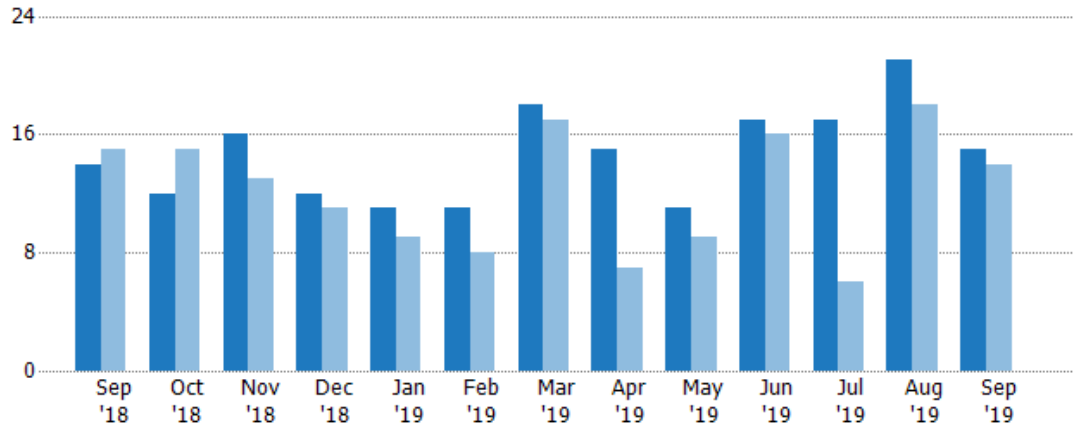
New Pending Sales

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.
Sep '19	15	7.1%
Sep '18	14	-6.7%
Sep '17	15	-26.7%



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

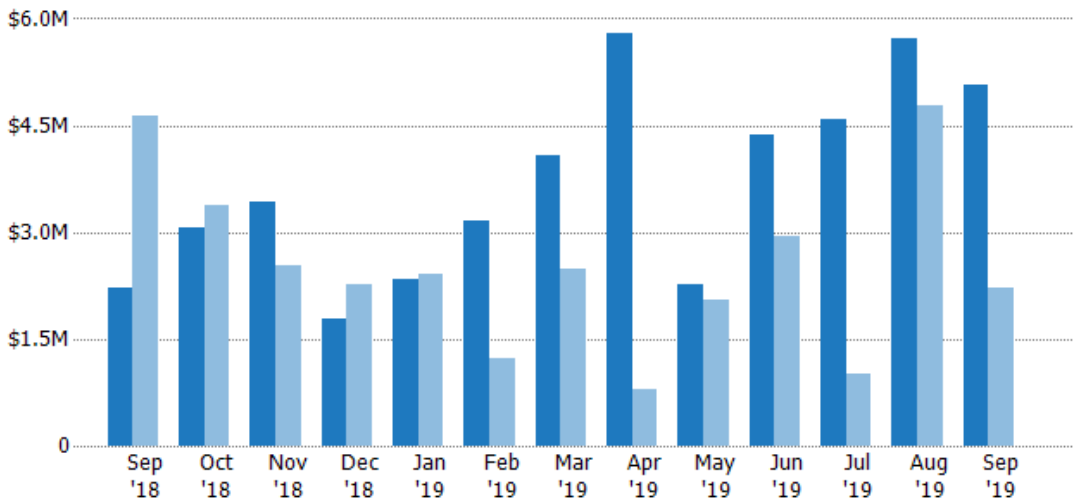
New Pending Sales Volume

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.
Sep '19	\$5.08M	129%
Sep '18	\$2.22M	-52.1%
Sep '17	\$4.63M	-55.8%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$2.22M	\$3.06M	\$3.44M	\$1.79M	\$2.33M	\$3.16M	\$4.08M	\$5.79M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$5.08M
Prior Year	\$4.63M	\$3.38M	\$2.53M	\$2.26M	\$2.42M	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$2.22M
Percent Change from Prior Year	-52%	-9%	36%	-21%	-4%	159%	64%	620%	12%	48%	354%	20%	129%

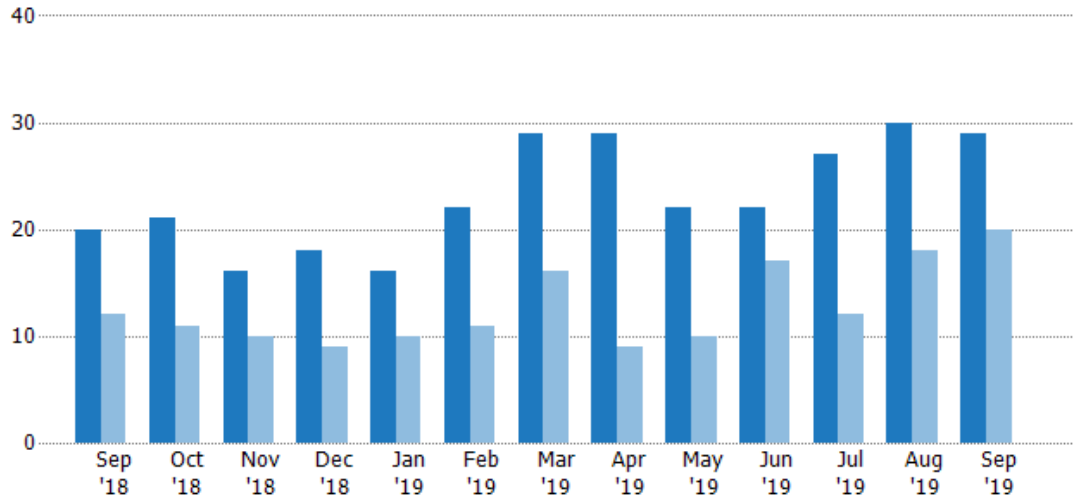
Pending Sales

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.
Sep '19	29	45%
Sep '18	20	66.7%
Sep '17	12	-33.3%



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

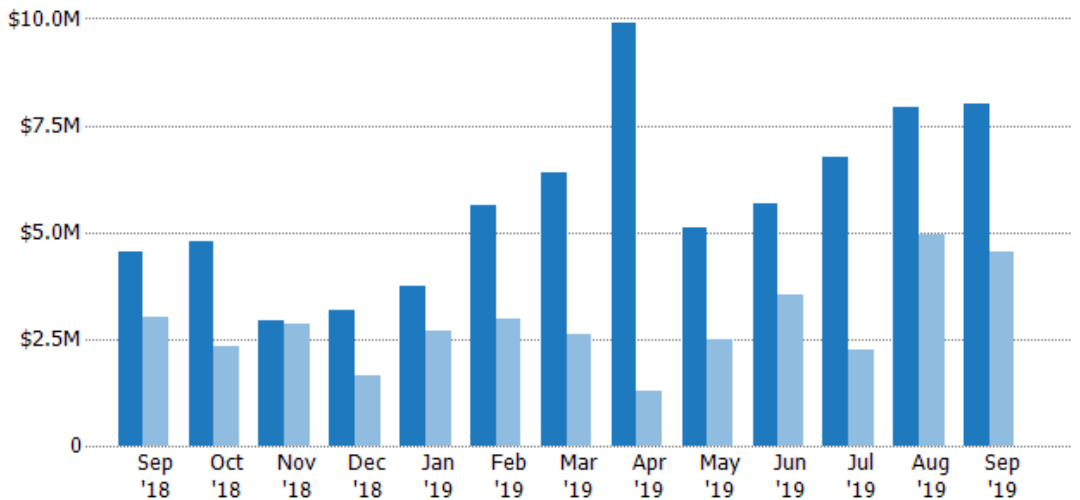
Pending Sales Volume

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.
Sep '19	\$8.01M	76%
Sep '18	\$4.55M	51.1%
Sep '17	\$3.01M	-36.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$4.55M	\$4.79M	\$2.91M	\$3.18M	\$3.74M	\$5.63M	\$6.39M	\$9.9M	\$5.09M	\$5.65M	\$6.74M	\$7.93M	\$8.01M
Prior Year	\$3.01M	\$2.32M	\$2.83M	\$1.64M	\$2.71M	\$2.99M	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.26M	\$4.95M	\$4.55M
Percent Change from Prior Year	51%	107%	3%	93%	38%	88%	144%	668%	104%	59%	199%	60%	76%

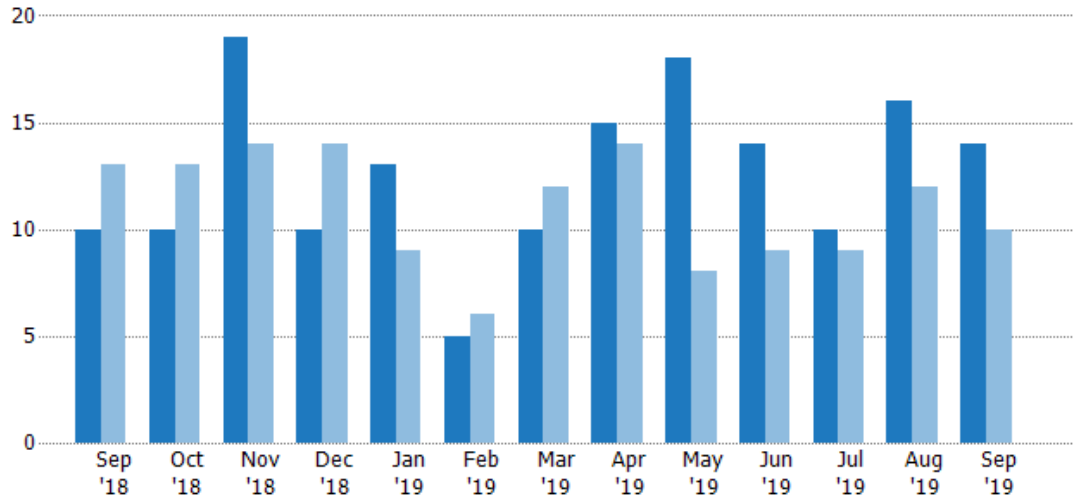
Closed Sales

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.
Sep '19	14	40%
Sep '18	10	-23.1%
Sep '17	13	7.7%



Current Year	10	10	19	10	13	5	10	15	18	14	10	16	14
Prior Year	13	13	14	14	9	6	12	14	8	9	9	12	10
Percent Change from Prior Year	-23%	-23%	36%	-29%	44%	-17%	-17%	7%	125%	56%	11%	33%	40%

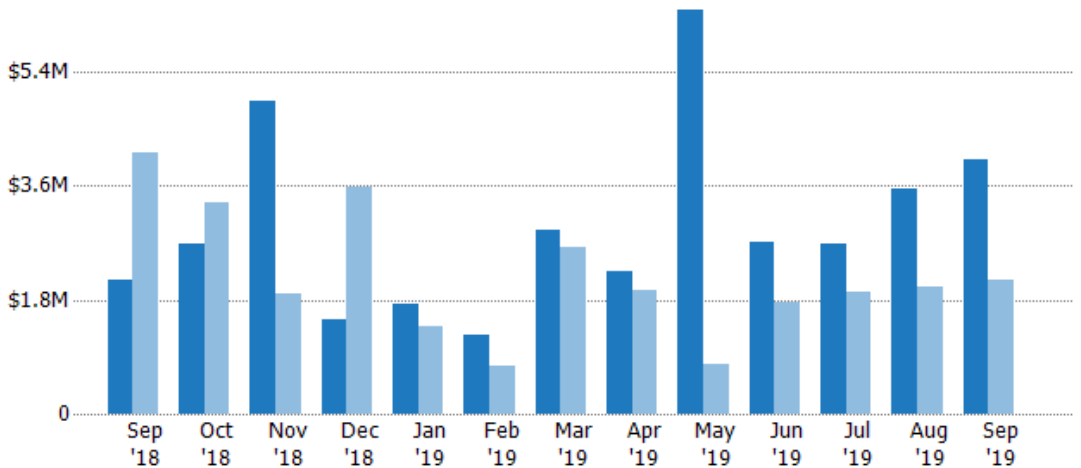
Closed Sales Volume

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.
Sep '19	\$4.02M	90.2%
Sep '18	\$2.11M	-48.6%
Sep '17	\$4.11M	-48.6%



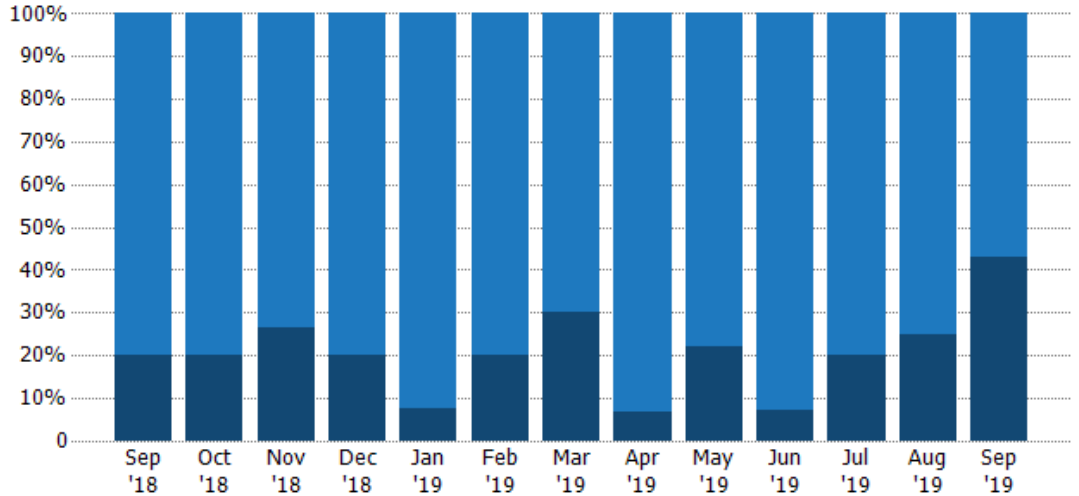
Current Year	\$2.11M	\$2.67M	\$4.93M	\$1.5M	\$1.72M	\$1.23M	\$2.89M	\$2.26M	\$6.38M	\$2.72M	\$2.68M	\$3.55M	\$4.02M
Prior Year	\$4.11M	\$3.33M	\$1.9M	\$3.59M	\$1.37M	\$752K	\$2.63M	\$1.94M	\$777K	\$1.77M	\$1.93M	\$2.02M	\$2.11M
Percent Change from Prior Year	-49%	-20%	159%	-58%	26%	64%	10%	16%	720%	54%	39%	76%	90%

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

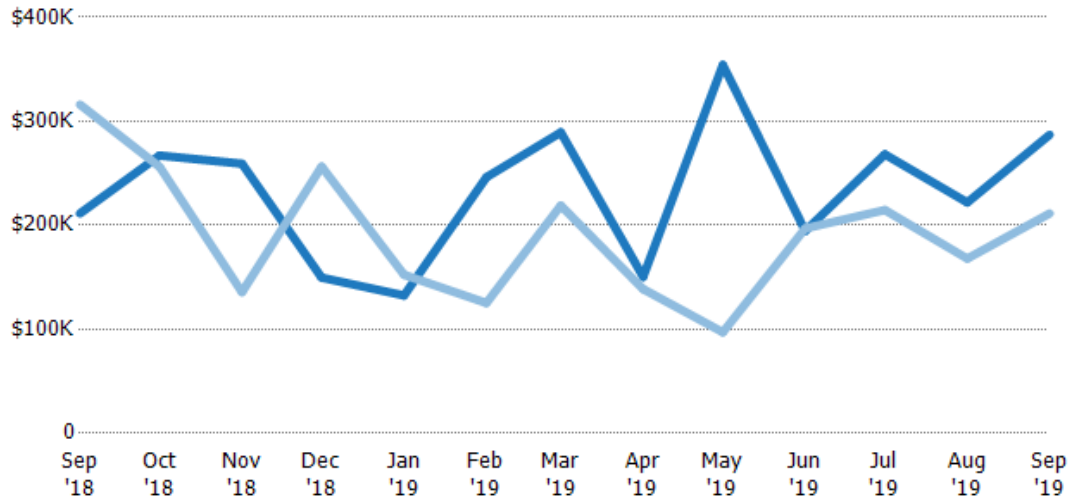
Average Sales Price

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.
Sep '19	\$287K	35.8%
Sep '18	\$211K	-33.1%
Sep '17	\$316K	-52.3%



Current Year	\$211K	\$267K	\$259K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K	\$287K
Prior Year	\$316K	\$256K	\$136K	\$256K	\$152K	\$125K	\$219K	\$139K	\$97.1K	\$197K	\$215K	\$168K	\$211K
Percent Change from Prior Year	-33%	4%	91%	-42%	-13%	97%	32%	9%	265%	-1%	25%	32%	36%

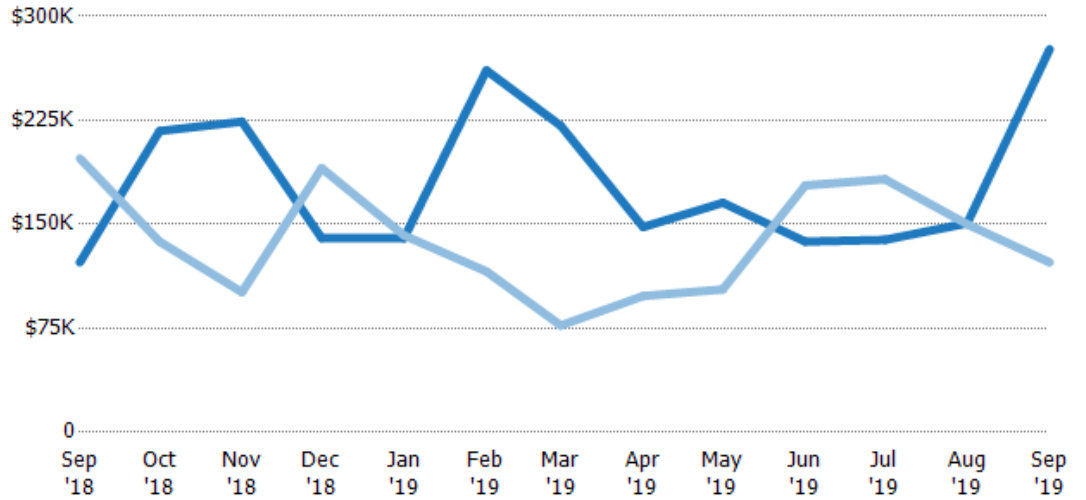
Median Sales Price

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.
Sep '19	\$276K	125.5%
Sep '18	\$123K	-38%
Sep '17	\$198K	-30.4%



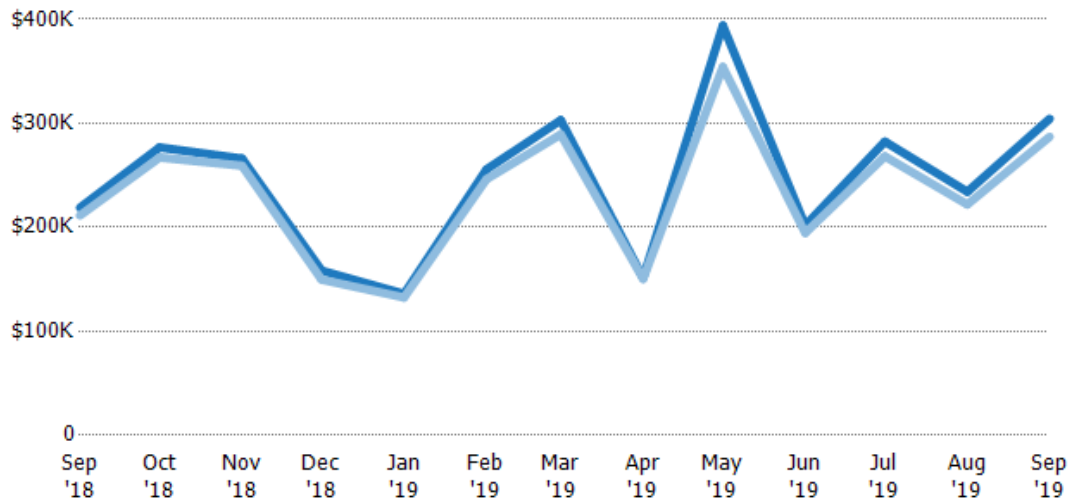
Current Year	\$123K	\$217K	\$224K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K	\$276K
Prior Year	\$198K	\$138K	\$101K	\$191K	\$142K	\$116K	\$77K	\$98.3K	\$103K	\$178K	\$183K	\$150K	\$123K
Percent Change from Prior Year	-38%	58%	122%	-27%	-1%	125%	187%	51%	61%	-23%	-24%	1%	126%

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



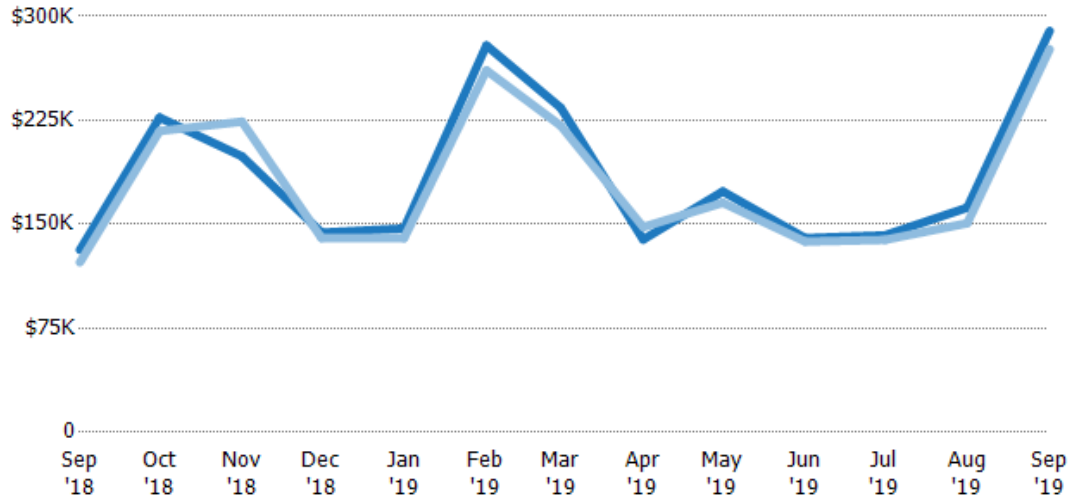
Avg List Price	\$219K	\$277K	\$266K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K	\$304K
Avg Sales Price	\$211K	\$267K	\$259K	\$150K	\$132K	\$246K	\$289K	\$150K	\$354K	\$195K	\$268K	\$222K	\$287K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	95%	97%	96%	95%	99%	90%	96%	95%	95%	94%

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



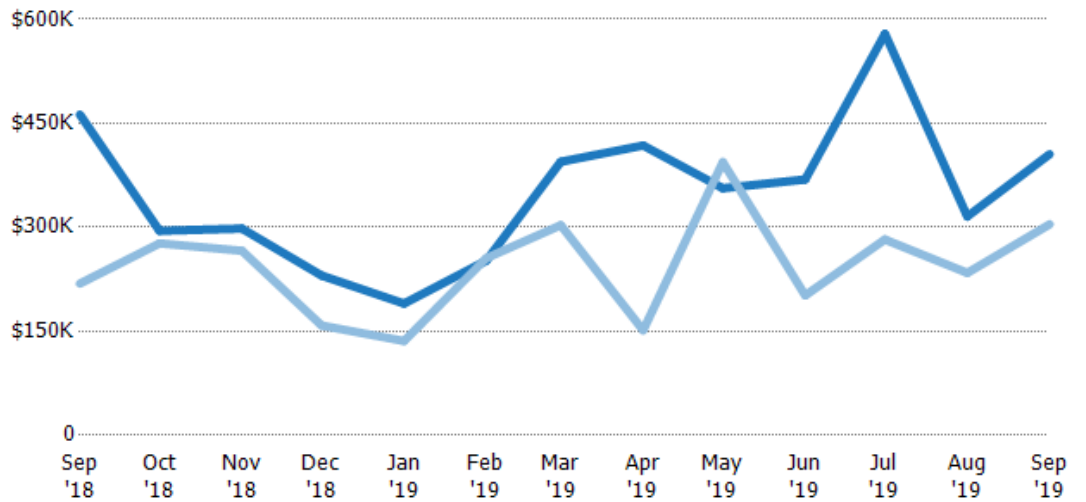
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$132K	\$227K	\$199K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K	\$289K
Median Sales Price	\$123K	\$217K	\$224K	\$140K	\$140K	\$261K	\$221K	\$148K	\$166K	\$138K	\$139K	\$151K	\$276K
Med Sales Price as a % of Med List Price	93%	96%	113%	97%	95%	94%	94%	106%	95%	98%	98%	93%	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



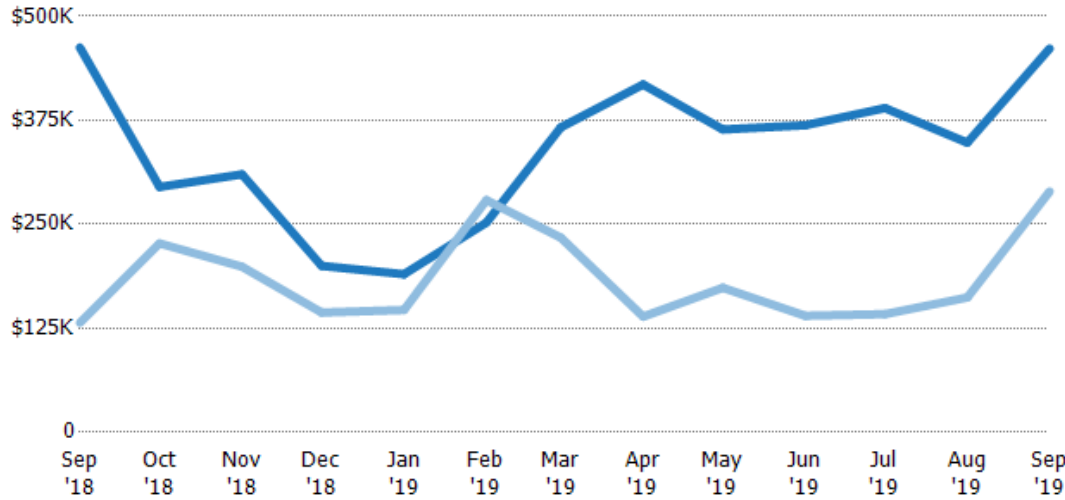
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$463K	\$295K	\$298K	\$230K	\$190K	\$252K	\$395K	\$418K	\$356K	\$369K	\$579K	\$316K	\$405K
Avg Sales Price	\$219K	\$277K	\$266K	\$158K	\$136K	\$256K	\$303K	\$151K	\$394K	\$202K	\$282K	\$234K	\$304K
Avg Sales Price as a % of Avg Est Value	47%	94%	89%	69%	72%	101%	77%	36%	111%	55%	49%	74%	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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$463K	\$295K	\$310K	\$200K	\$190K	\$252K	\$367K	\$418K	\$364K	\$369K	\$390K	\$348K	\$461K
Median Sales Price	\$132K	\$227K	\$199K	\$144K	\$147K	\$279K	\$234K	\$139K	\$174K	\$140K	\$142K	\$162K	\$289K
Med Sales Price as a % of Med Est Value	28%	77%	64%	72%	77%	111%	64%	33%	48%	38%	36%	47%	63%