

## 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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	13	-7.7%	21	29	-27.6%
New Listing Volume	\$3,423,900	\$4,621,000	-25.9%	\$6,454,400	\$8,120,100	-20.5%
Active Listing Count	57	60	-5%	N/A	N/A	
Active Listing Volume	\$26,819,500	\$24,773,399	+8.3%	N/A	N/A	
Average Listing Price	\$470,518	\$412,890	+14%	\$488,125	\$404,708	+20.6%
Median Listing Price	\$299,000	\$312,500	-4.3%	\$333,054	\$306,198	+8.8%
Median Days in RPR	141	126	+11.9%	146.84	115.17	+27.5%
Months of Inventory	5.2	4.6	+12.3%	6.2	8.1	-23.6%
Absorption Rate	19.3%	21.67%	-2.4%	16.22%	12.4%	+3.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	11	-54.5%	17	21	-19%
New Pending Sales Volume	\$1,520,800	\$3,162,000	-51.9%	\$3,968,600	\$5,048,400	-21.4%
Pending Sales Count	10	15	-33.3%	N/A	N/A	
Pending Sales Volume	\$2,680,800	\$3,810,000	-29.6%	N/A	N/A	
Closed Sales Count	5	5	+/-	16	18	-11.1%
Closed Sales Volume	\$928,900	\$1,231,000	-24.5%	\$2,977,900	\$2,953,250	+0.8%
Average Sales Price	\$185,780	\$246,200	-24.5%	\$186,119	\$164,069	+13.4%
Median Sales Price	\$199,900	\$261,000	-23.4%	\$206,156	\$173,611	+18.7%

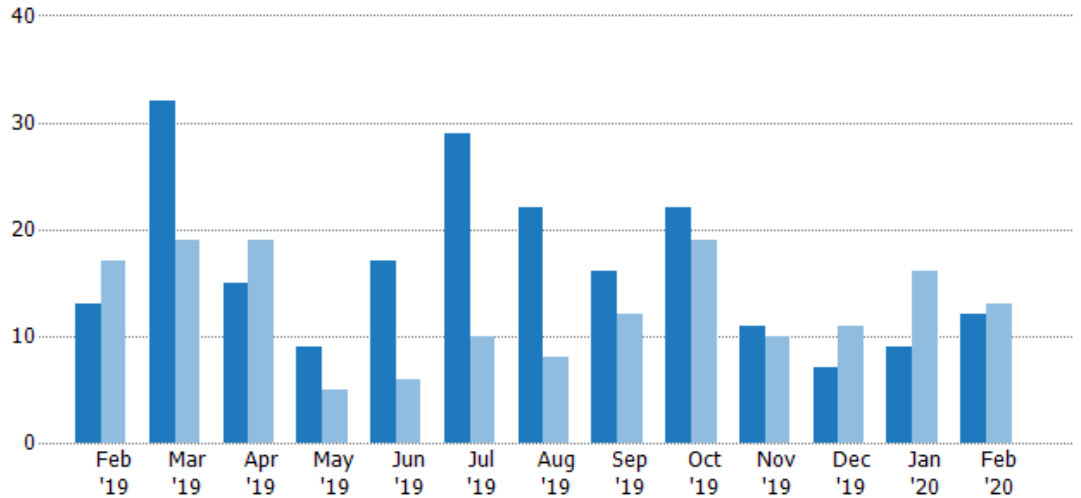
## New Listings

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.
Feb '20	12	-7.7%
Feb '19	13	-23.5%
Feb '18	17	23.5%



Current Year	13	32	15	9	17	29	22	16	22	11	7	9	12
Prior Year	17	19	19	5	6	10	8	12	19	10	11	16	13
Percent Change from Prior Year	-24%	68%	-21%	80%	183%	190%	175%	33%	16%	10%	-36%	-44%	-8%

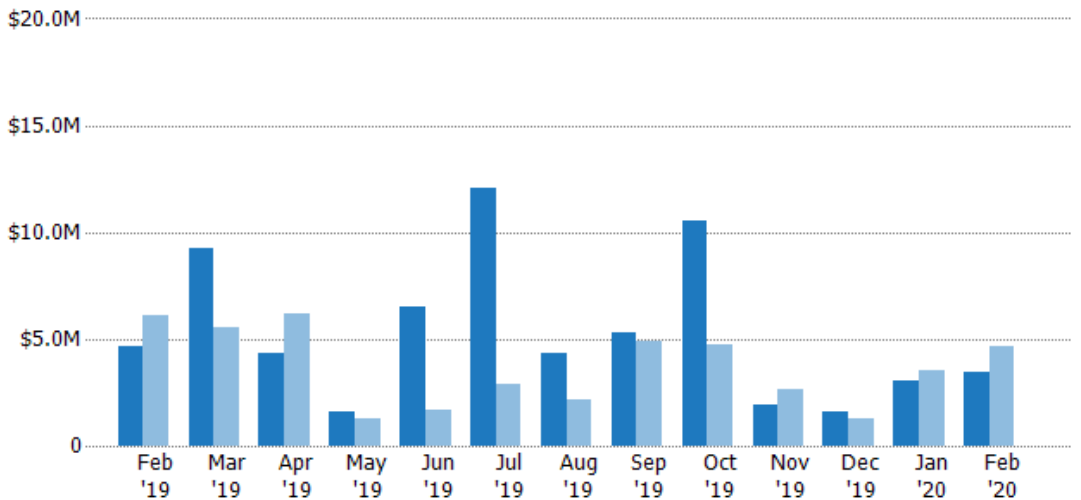
## New Listing Volume

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.
Feb '20	\$3.42M	-25.9%
Feb '19	\$4.62M	-24.6%
Feb '18	\$6.13M	-8.8%



Current Year	\$4.62M	\$9.24M	\$4.34M	\$1.57M	\$6.48M	\$12.1M	\$4.36M	\$5.34M	\$10.5M	\$1.94M	\$1.59M	\$3.03M	\$3.42M
Prior Year	\$6.13M	\$5.53M	\$6.18M	\$1.29M	\$1.7M	\$2.87M	\$2.15M	\$4.87M	\$4.75M	\$2.64M	\$1.26M	\$3.5M	\$4.62M
Percent Change from Prior Year	-25%	67%	-30%	22%	282%	321%	103%	10%	121%	-26%	26%	-13%	-26%

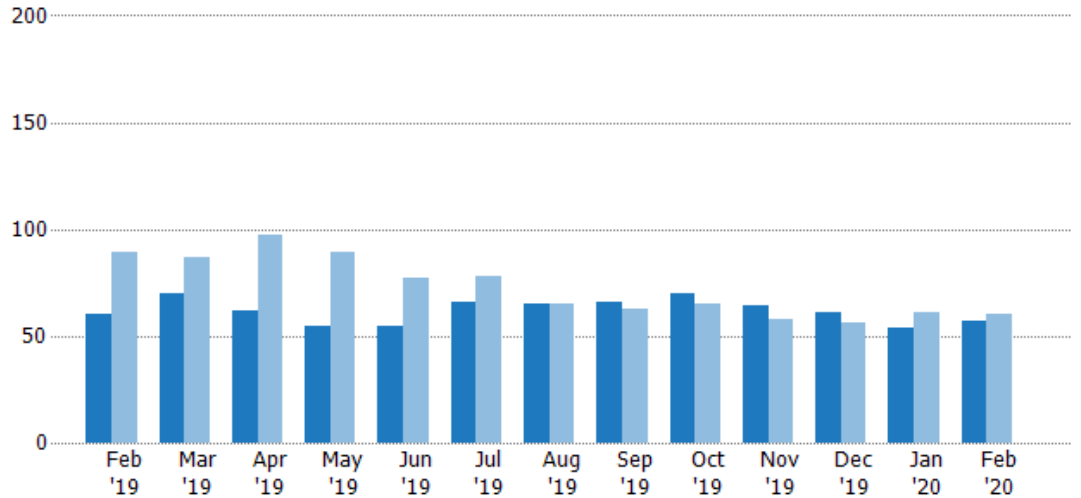
## Active Listings

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.
Feb '20	57	-5%
Feb '19	60	-32.6%
Feb '18	89	22.5%



Current Year	60	70	62	55	55	66	65	66	70	64	61	54	57
Prior Year	89	87	97	89	77	78	65	63	65	58	56	61	60
Percent Change from Prior Year	-33%	-20%	-36%	-38%	-29%	-15%	0%	5%	8%	10%	9%	-11%	-5%

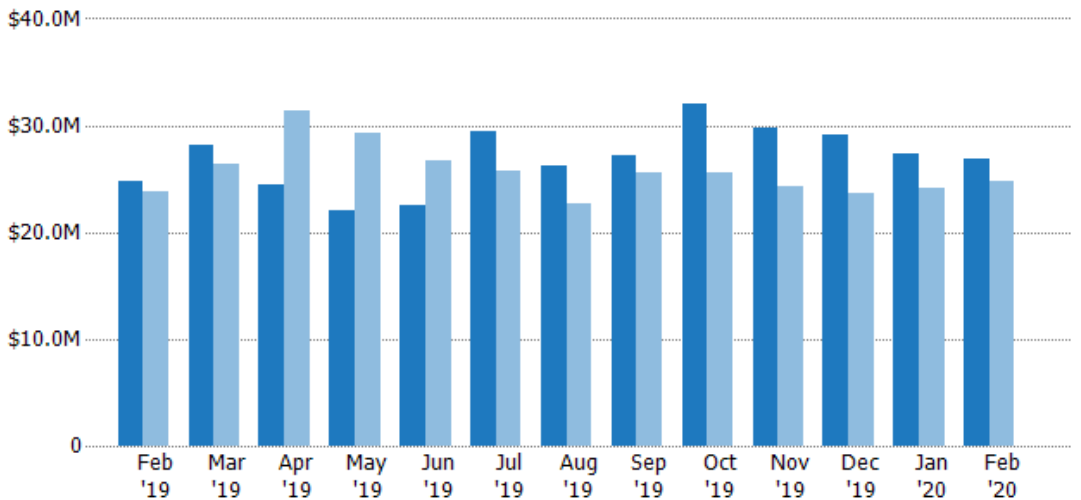
## Active Listing Volume

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.
Feb '20	\$26.8M	8.3%
Feb '19	\$24.8M	3.7%
Feb '18	\$23.9M	37.1%



Current Year	\$24.8M	\$28.1M	\$24.5M	\$22M	\$22.6M	\$29.5M	\$26.2M	\$27.1M	\$32M	\$29.8M	\$29.1M	\$27.4M	\$26.8M
Prior Year	\$23.9M	\$26.4M	\$31.4M	\$29.3M	\$26.6M	\$25.7M	\$22.6M	\$25.6M	\$25.6M	\$24.3M	\$23.6M	\$24.2M	\$24.8M
Percent Change from Prior Year	4%	6%	-22%	-25%	-15%	15%	16%	6%	25%	23%	24%	13%	8%

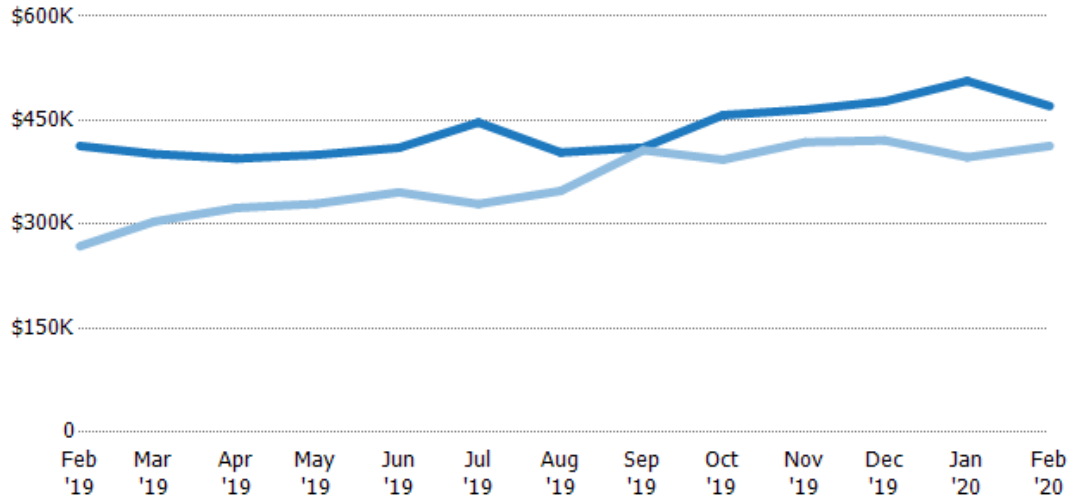
## Average Listing Price

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.
Feb '20	\$471K	14%
Feb '19	\$413K	53.9%
Feb '18	\$268K	11.9%



Current Year	\$413K	\$401K	\$395K	\$400K	\$410K	\$447K	\$404K	\$411K	\$457K	\$465K	\$477K	\$507K	\$471K
Prior Year	\$268K	\$304K	\$324K	\$330K	\$346K	\$329K	\$348K	\$407K	\$393K	\$418K	\$421K	\$397K	\$413K
Percent Change from Prior Year	54%	32%	22%	21%	19%	36%	16%	1%	16%	11%	13%	28%	14%

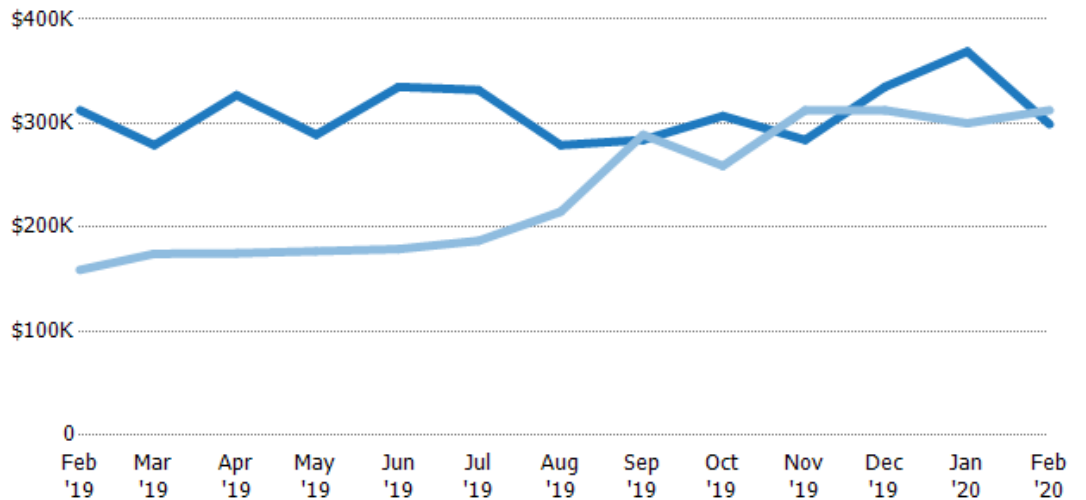
## Median Listing Price

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.
Feb '20	\$299K	-4.3%
Feb '19	\$313K	96.5%
Feb '18	\$159K	-6.3%



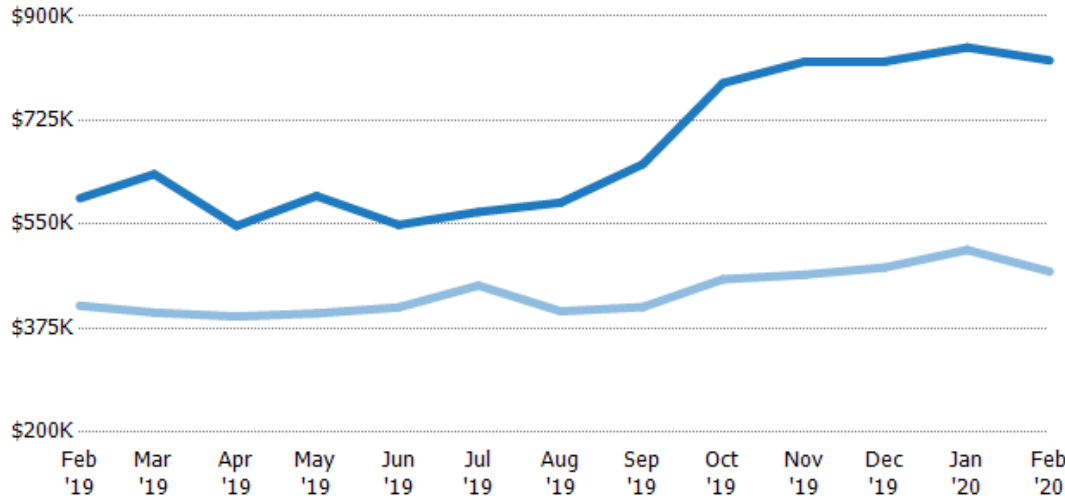
Current Year	\$313K	\$279K	\$327K	\$289K	\$335K	\$332K	\$279K	\$284K	\$307K	\$284K	\$335K	\$369K	\$299K
Prior Year	\$159K	\$175K	\$175K	\$177K	\$179K	\$187K	\$215K	\$289K	\$259K	\$313K	\$313K	\$300K	\$313K
Percent Change from Prior Year	97%	60%	87%	63%	87%	78%	30%	-2%	19%	-9%	7%	23%	-4%

## 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



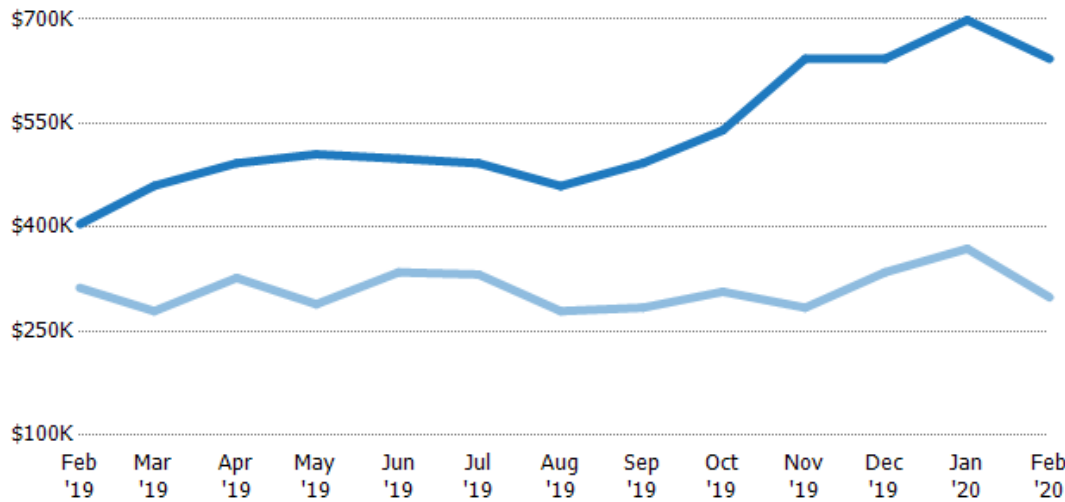
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$594K	\$634K	\$547K	\$598K	\$549K	\$571K	\$586K	\$651K	\$787K	\$824K	\$824K	\$847K	\$826K
Avg Listing Price	\$413K	\$401K	\$395K	\$400K	\$410K	\$447K	\$404K	\$411K	\$457K	\$465K	\$477K	\$507K	\$471K
Avg Listing Price as a % of Avg Est Value	70%	63%	72%	67%	75%	78%	69%	63%	58%	56%	58%	60%	57%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$405K	\$460K	\$492K	\$505K	\$499K	\$492K	\$460K	\$493K	\$540K	\$643K	\$643K	\$699K	\$643K
Median Listing Price	\$313K	\$279K	\$327K	\$289K	\$335K	\$332K	\$279K	\$284K	\$307K	\$284K	\$335K	\$369K	\$299K
Med Listing Price as a % of Med Est Value	77%	61%	66%	57%	67%	67%	61%	58%	57%	44%	52%	53%	47%

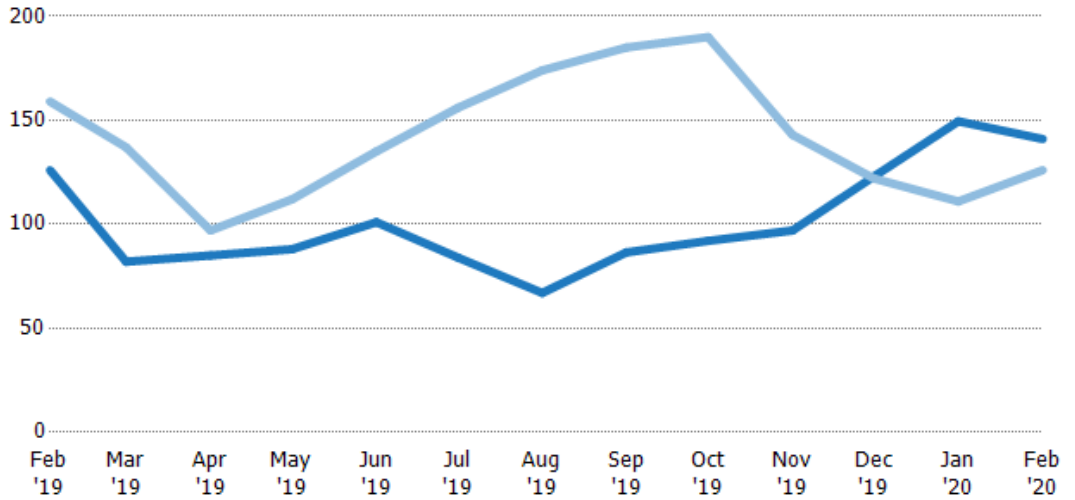
## Median Days in RPR

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.
Feb '20	141	11.9%
Feb '19	126	-20.8%
Feb '18	159	10.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	126	82	85	88	101	84	67	86.5	92	97	123	150	141
Prior Year	159	137	97	112	135	156	174	185	190	143	122	111	126
Percent Change from Prior Year	-21%	-40%	-12%	-21%	-25%	-46%	-61%	-53%	-52%	-32%	1%	35%	12%

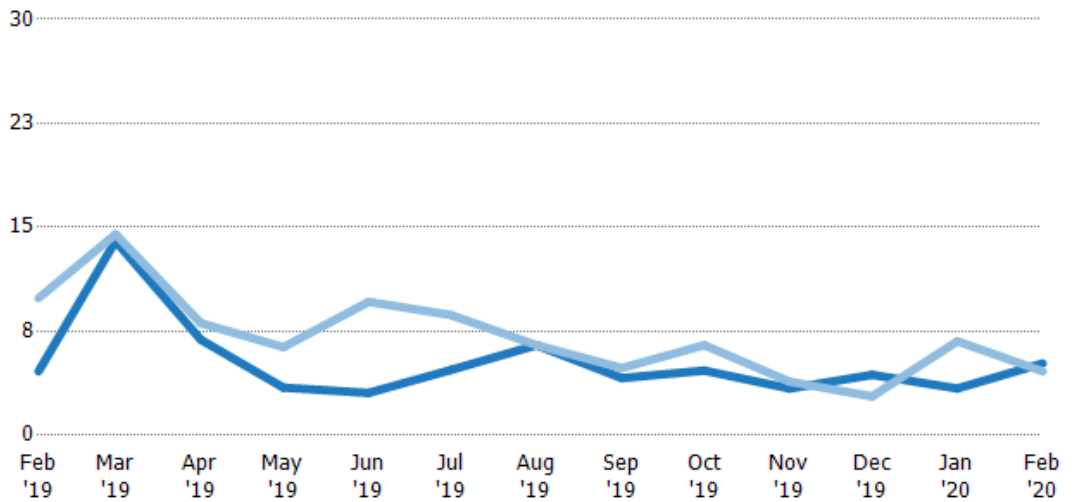
## Months of Inventory

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.
Feb '20	5.18	12.3%
Feb '19	4.62	-53.3%
Feb '18	9.89	120.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4.62	14	6.89	3.44	3.06	4.71	6.5	4.13	4.67	3.37	4.36	3.38	5.18
Prior Year	9.89	14.5	8.08	6.36	9.63	8.67	6.5	4.85	6.5	3.87	2.8	6.78	4.62
Percent Change from Prior Year	-53%	-3%	-15%	-46%	-68%	-46%	0%	-15%	-28%	-13%	56%	-50%	12%

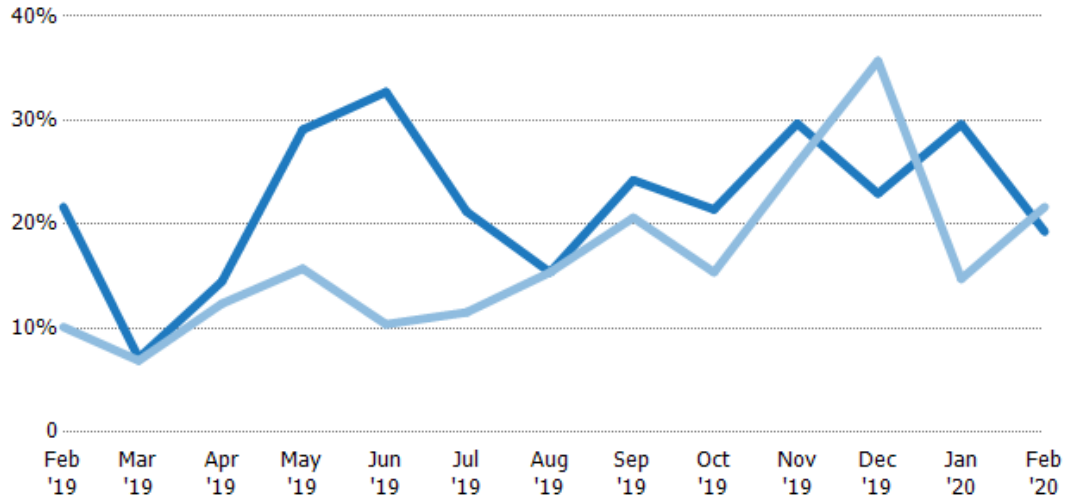
## Absorption Rate

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.
Feb '20	19%	2.4%
Feb '19	22%	-11.6%
Feb '18	10%	-54.7%



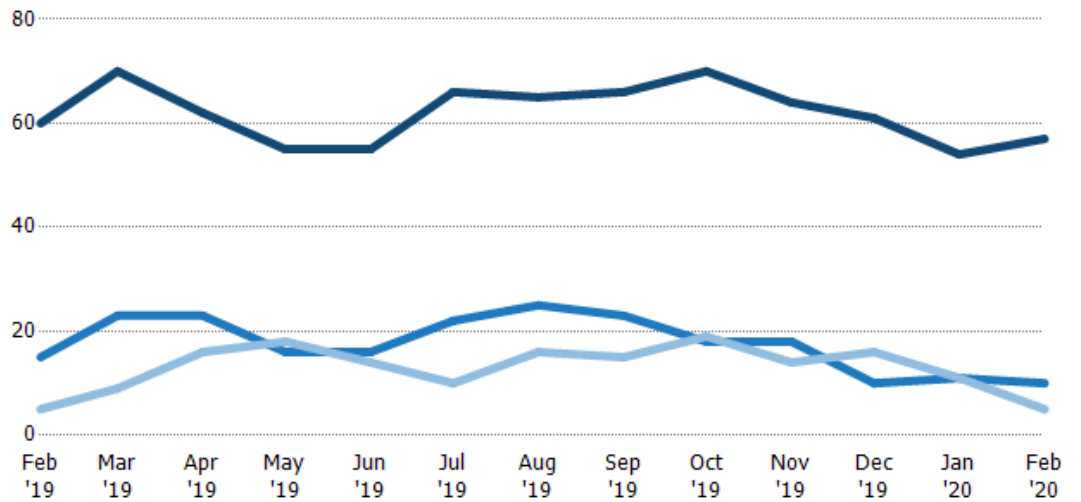
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	22%	7%	15%	29%	33%	21%	15%	24%	21%	30%	23%	30%	19%
Prior Year	10%	7%	12%	16%	10%	12%	15%	21%	15%	26%	36%	15%	22%
Change from Prior Year	-12%	0%	-2%	-13%	-22%	-10%	0%	-4%	-6%	-4%	13%	-15%	2%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	60	70	62	55	55	66	65	66	70	64	61	54	57
Pending	15	23	23	16	16	22	25	23	18	18	10	11	10
Sold	5	9	16	18	14	10	16	15	19	14	16	11	5

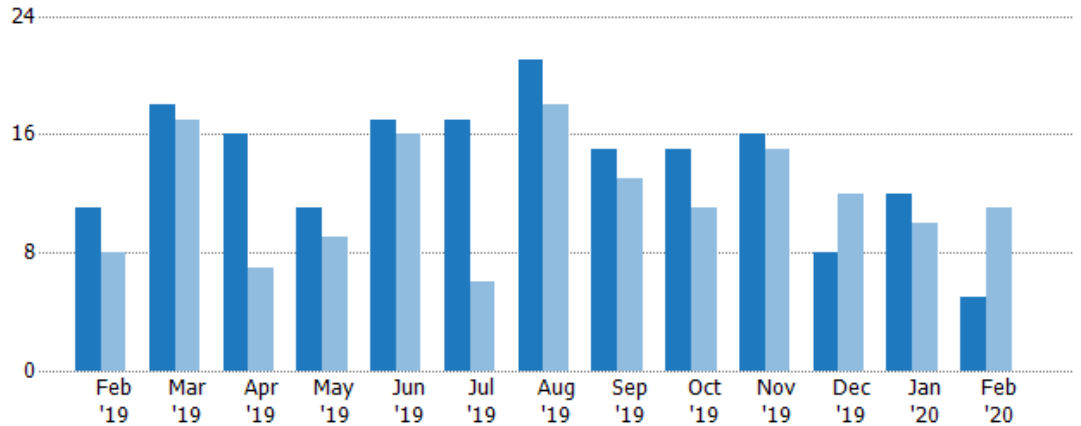
## New Pending Sales

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.
Feb '20	5	-54.5%
Feb '19	11	37.5%
Feb '18	8	37.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11	18	16	11	17	17	21	15	15	16	8	12	5
Prior Year	8	17	7	9	16	6	18	13	11	15	12	10	11
Percent Change from Prior Year	38%	6%	129%	22%	6%	183%	17%	15%	36%	7%	-33%	20%	-55%

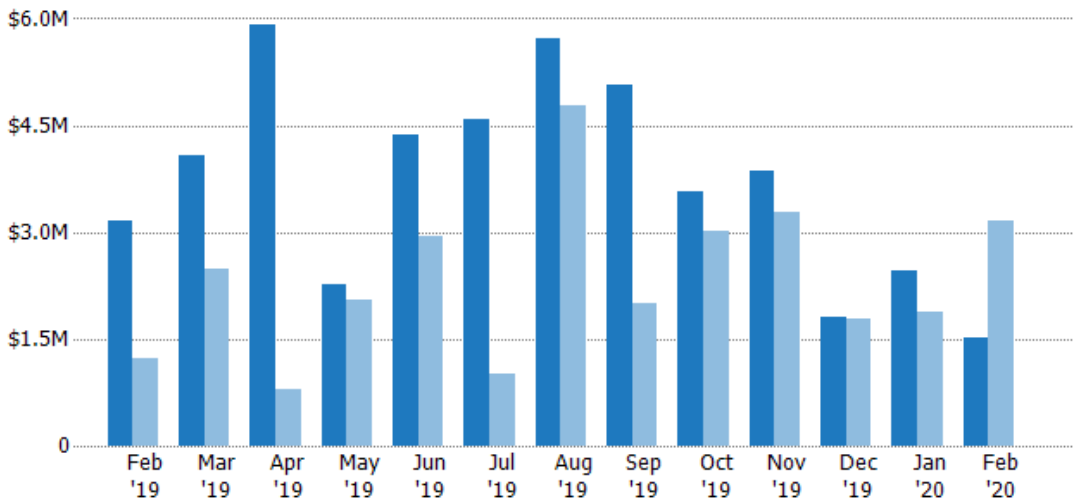
## New Pending Sales Volume

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.
Feb '20	\$1.52M	-51.9%
Feb '19	\$3.16M	159.2%
Feb '18	\$1.22M	10.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$5.08M	\$3.58M	\$3.87M	\$1.8M	\$2.45M	\$1.52M
Prior Year	\$1.22M	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$1.99M	\$3.01M	\$3.29M	\$1.79M	\$1.89M	\$3.16M
Percent Change from Prior Year	159%	64%	635%	12%	48%	354%	20%	155%	19%	18%	1%	30%	-52%



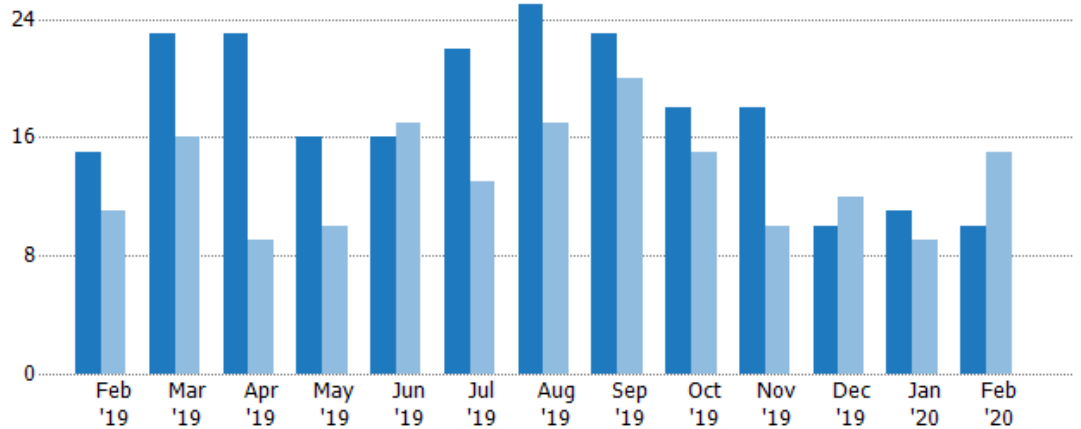
## Pending Sales

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.
Feb '20	10	-33.3%
Feb '19	15	36.4%
Feb '18	11	-18.2%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	15	23	23	16	16	22	25	23	18	18	10	11	10
Prior Year	11	16	9	10	17	13	17	20	15	10	12	9	15
Percent Change from Prior Year	36%	44%	156%	60%	-6%	69%	47%	15%	20%	80%	-17%	22%	-33%

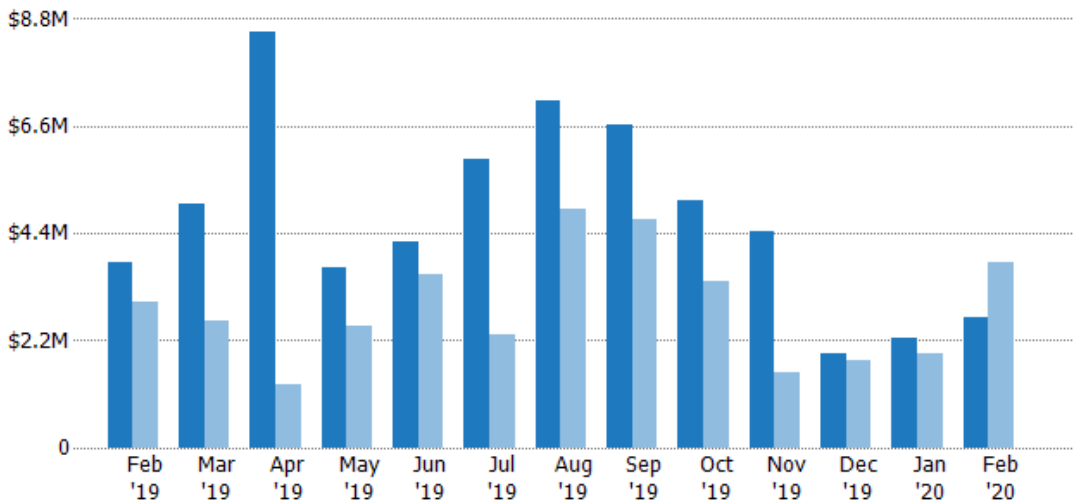
## Pending Sales Volume

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.
Feb '20	\$2.68M	-29.6%
Feb '19	\$3.81M	27.5%
Feb '18	\$2.99M	-50.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.81M	\$5.02M	\$8.53M	\$3.72M	\$4.23M	\$5.94M	\$7.13M	\$6.64M	\$5.09M	\$4.46M	\$1.95M	\$2.27M	\$2.68M
Prior Year	\$2.99M	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.34M	\$4.9M	\$4.7M	\$3.42M	\$1.54M	\$1.81M	\$1.93M	\$3.81M
Percent Change from Prior Year	27%	91%	562%	49%	19%	154%	46%	41%	49%	189%	8%	18%	-30%

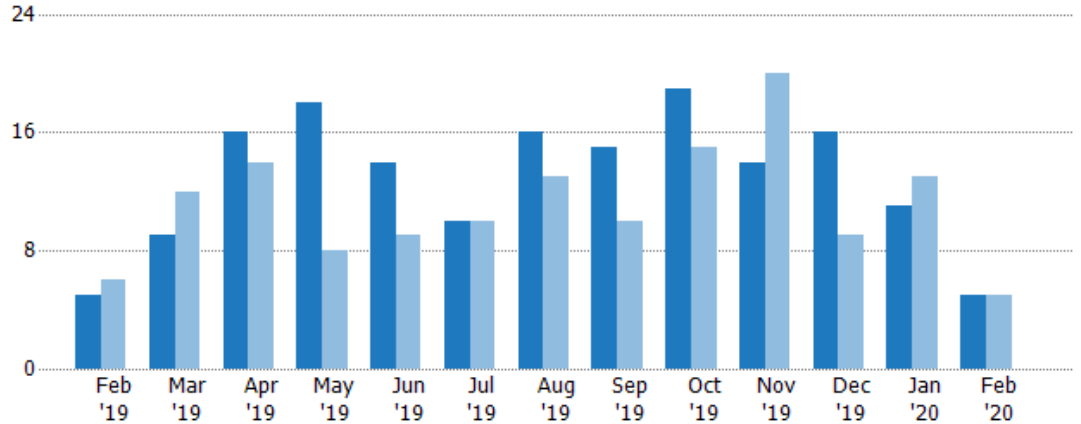
## Closed Sales

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.
Feb '20	5	0%
Feb '19	5	-16.7%
Feb '18	6	66.7%



Current Year	5	9	16	18	14	10	16	15	19	14	16	11	5
Prior Year	6	12	14	8	9	10	13	10	15	20	9	13	5
Percent Change from Prior Year	-17%	-25%	14%	125%	56%	0%	23%	50%	27%	-30%	78%	-15%	0%

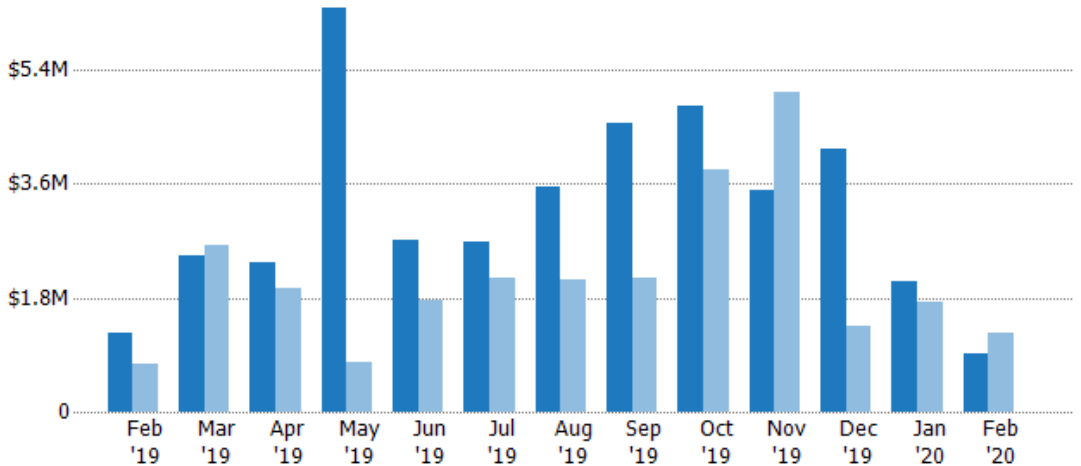
## Closed Sales Volume

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.
Feb '20	\$929K	-24.5%
Feb '19	\$1.23M	63.8%
Feb '18	\$752K	123.7%



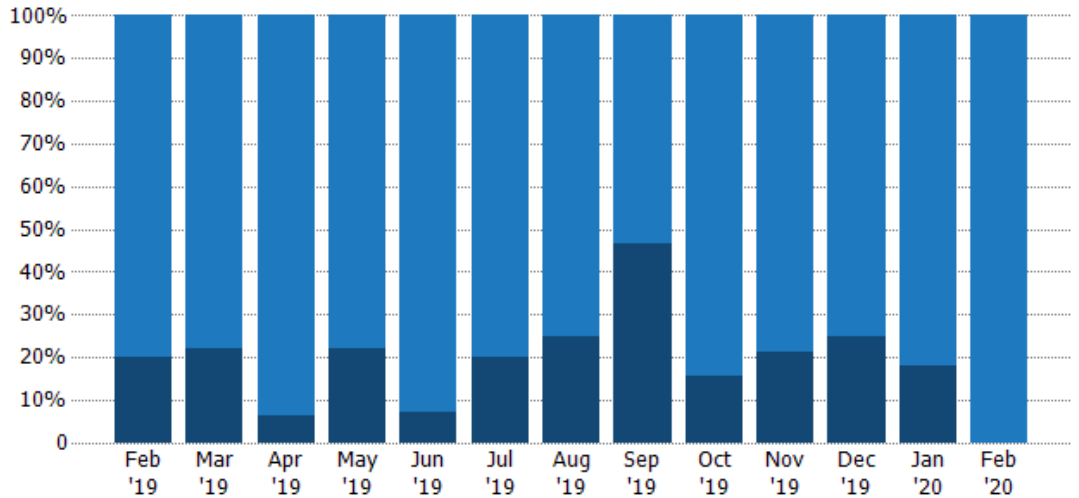
Current Year	\$1.23M	\$2.46M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M	\$4.55M	\$4.84M	\$3.51M	\$4.14M	\$2.05M	\$929K
Prior Year	\$752K	\$2.63M	\$1.94M	\$777K	\$1.77M	\$2.1M	\$2.09M	\$2.11M	\$3.82M	\$5.03M	\$1.35M	\$1.72M	\$1.23M
Percent Change from Prior Year	64%	-6%	22%	720%	54%	27%	69%	115%	27%	-30%	207%	19%	-25%

## 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



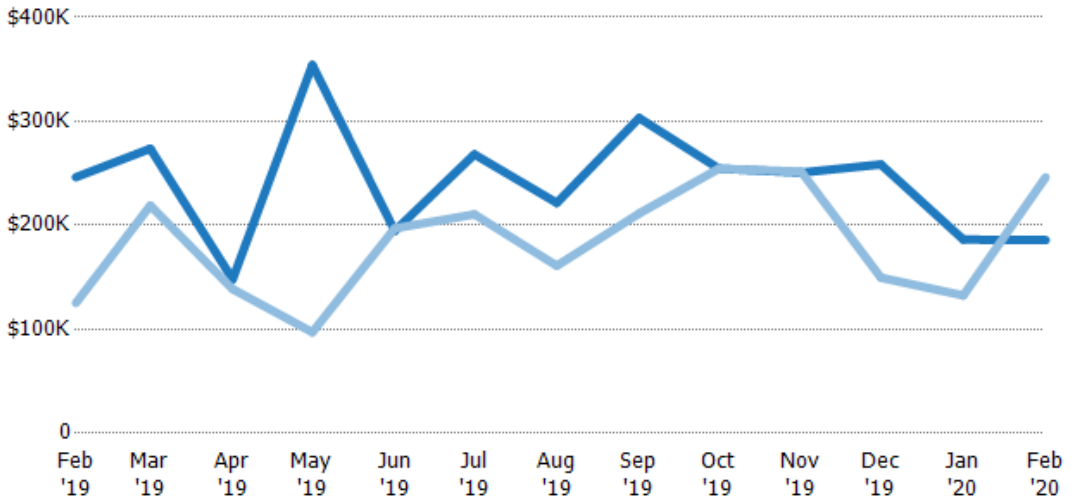
Condo/Townhouse	80%	78%	94%	78%	93%	80%	75%	53%	84%	79%	75%	82%	100%
Single Family Residence	20%	22%	6%	22%	7%	20%	25%	47%	16%	21%	25%	18%	-

## 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.
Feb '20	\$186K	-24.5%
Feb '19	\$246K	96.6%
Feb '18	\$125K	34.2%

Current Year	\$246K	\$274K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K
Prior Year	\$125K	\$219K	\$139K	\$97.1K	\$197K	\$210K	\$161K	\$211K	\$255K	\$252K	\$150K	\$132K	\$246K
Percent Change from Prior Year	97%	25%	7%	265%	-1%	27%	38%	43%	0%	0%	73%	41%	-25%

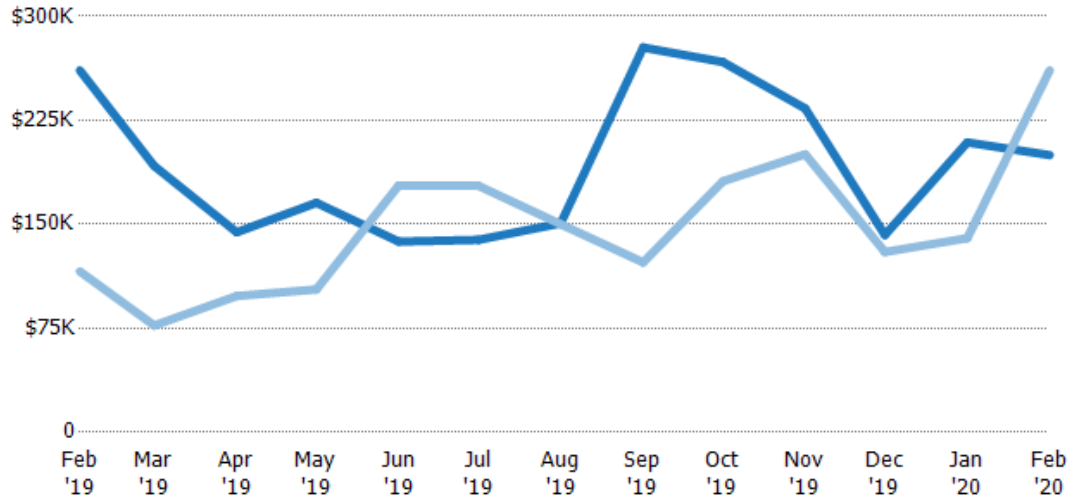
## Median Sales Price

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.
Feb '20	\$200K	-23.4%
Feb '19	\$261K	125%
Feb '18	\$116K	-10.3%



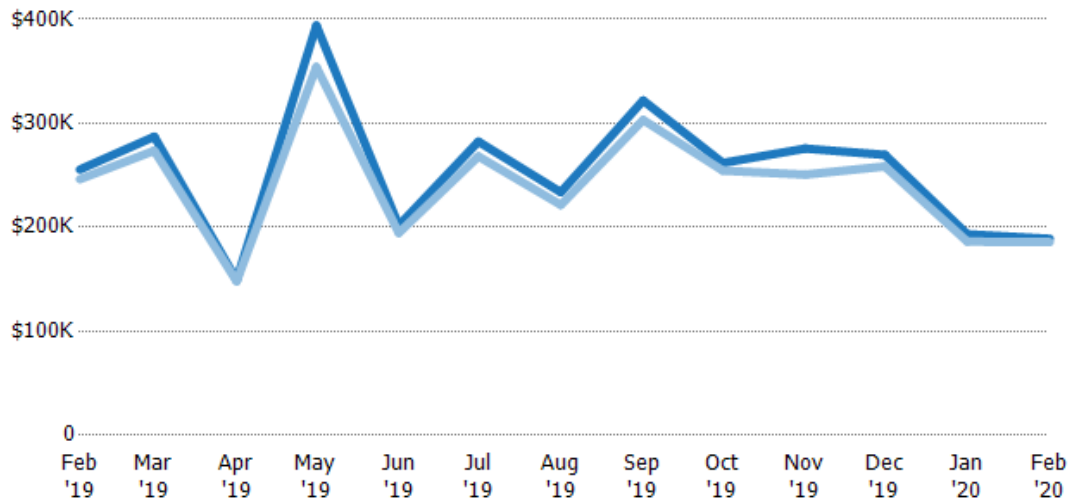
Current Year	\$261K	\$192K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K
Prior Year	\$116K	\$77K	\$98.3K	\$103K	\$178K	\$178K	\$150K	\$123K	\$181K	\$201K	\$130K	\$140K	\$261K
Percent Change from Prior Year	125%	149%	47%	61%	-23%	-22%	1%	127%	48%	16%	9%	49%	-23%

## 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



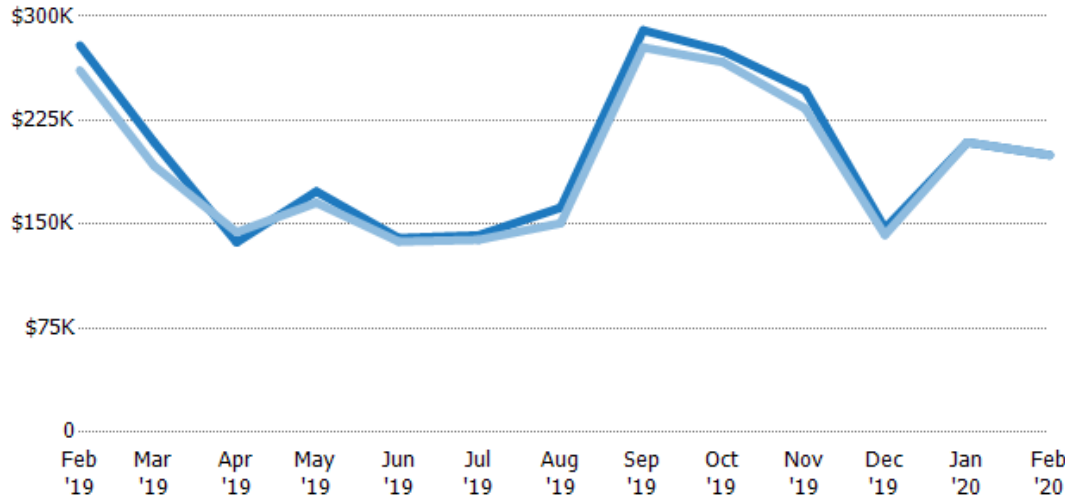
Avg List Price	\$256K	\$287K	\$149K	\$394K	\$202K	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K
Avg Sales Price	\$246K	\$274K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K
Avg Sales Price as a % of Avg List Price	96%	95%	99%	90%	96%	95%	95%	94%	97%	91%	96%	96%	98%

## 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



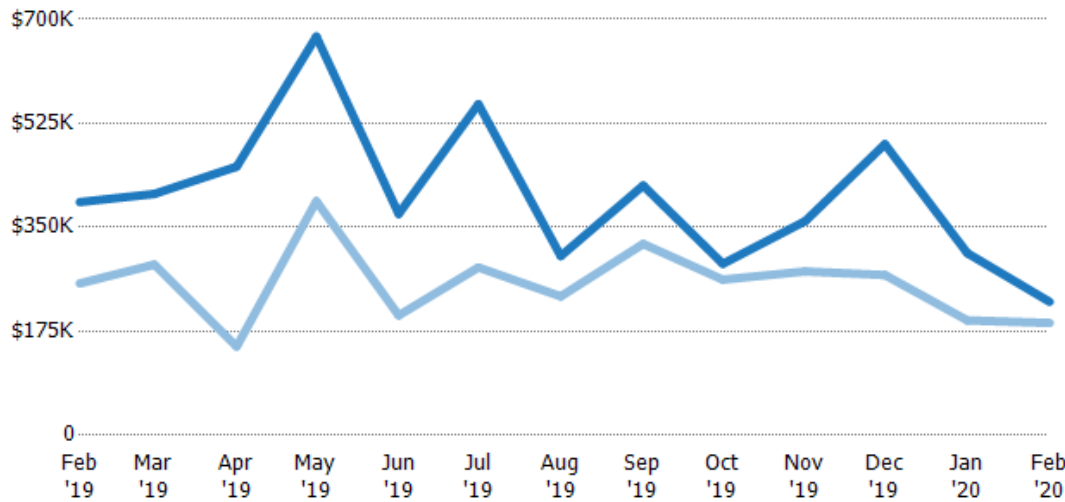
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$279K	\$209K	\$137K	\$174K	\$140K	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K
Median Sales Price	\$261K	\$192K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K
Med Sales Price as a % of Med List Price	94%	92%	105%	95%	98%	98%	93%	96%	97%	95%	97%	100%	100%

## 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



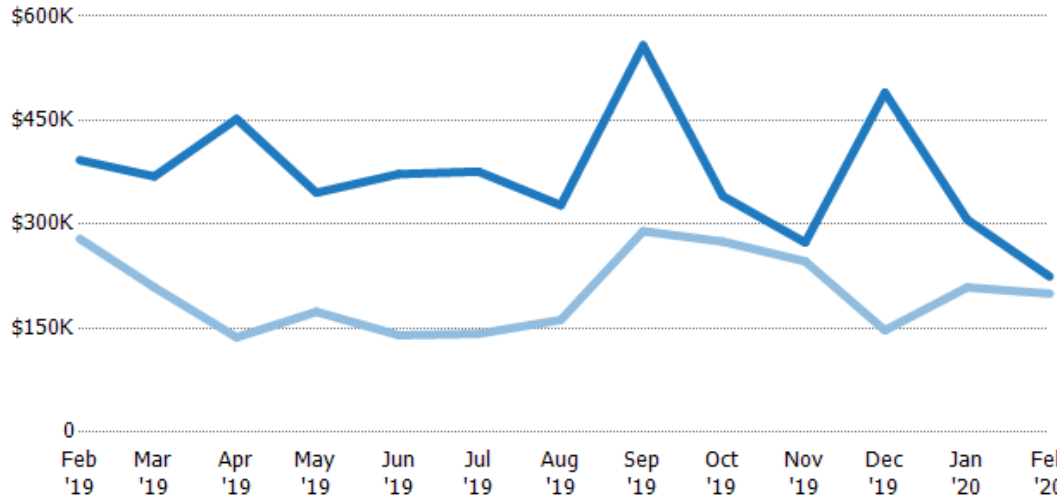
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$392K	\$406K	\$452K	\$671K	\$372K	\$557K	\$302K	\$420K	\$289K	\$360K	\$490K	\$307K	\$225K
Avg Sales Price	\$256K	\$287K	\$149K	\$394K	\$202K	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K
Avg Sales Price as a % of Avg Est Value	65%	71%	33%	59%	54%	51%	78%	77%	91%	77%	55%	63%	84%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$392K	\$369K	\$452K	\$346K	\$372K	\$376K	\$327K	\$558K	\$341K	\$274K	\$490K	\$307K	\$225K
Median Sales Price	\$279K	\$209K	\$137K	\$174K	\$140K	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K
Med Sales Price as a % of Med Est Value	71%	57%	30%	50%	38%	38%	49%	52%	81%	90%	30%	68%	89%