

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	31	-64.5%	32	60	-46.7%
New Listing Volume	\$2,417,800	\$8,583,400	-71.8%	\$8,872,200	\$16,703,500	-46.9%
Active Listing Count	52	70	-25.7%	N/A	N/A	
Active Listing Volume	\$22,367,900	\$27,935,699	-19.9%	N/A	N/A	
Average Listing Price	\$430,152	\$399,081	+7.8%	\$466,860	\$403,645	+15.7%
Median Listing Price	\$274,000	\$279,000	-1.8%	\$331,952	\$304,301	+9.1%
Median Days in RPR	144	82.5	+74.5%	146.2	108.26	+35%
Months of Inventory	10.4	14	-25.7%	6.1	7.1	-14%
Absorption Rate	9.62%	7.14%	+2.5%	16.27%	13.99%	+2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	11	18	-38.9%	28	39	-28.2%
New Pending Sales Volume	\$2,242,500	\$4,080,200	-45%	\$6,211,100	\$9,128,600	-32%
Pending Sales Count	12	23	-47.8%	N/A	N/A	
Pending Sales Volume	\$2,998,400	\$5,016,200	-40.2%	N/A	N/A	
Closed Sales Count	7	9	-22.2%	23	27	-14.8%
Closed Sales Volume	\$1,494,500	\$2,463,000	-39.3%	\$4,472,400	\$5,416,250	-17.4%
Average Sales Price	\$213,500	\$273,667	-22%	\$194,452	\$200,602	-3.1%
Median Sales Price	\$188,000	\$192,000	-2.1%	\$200,630	\$179,741	+11.6%

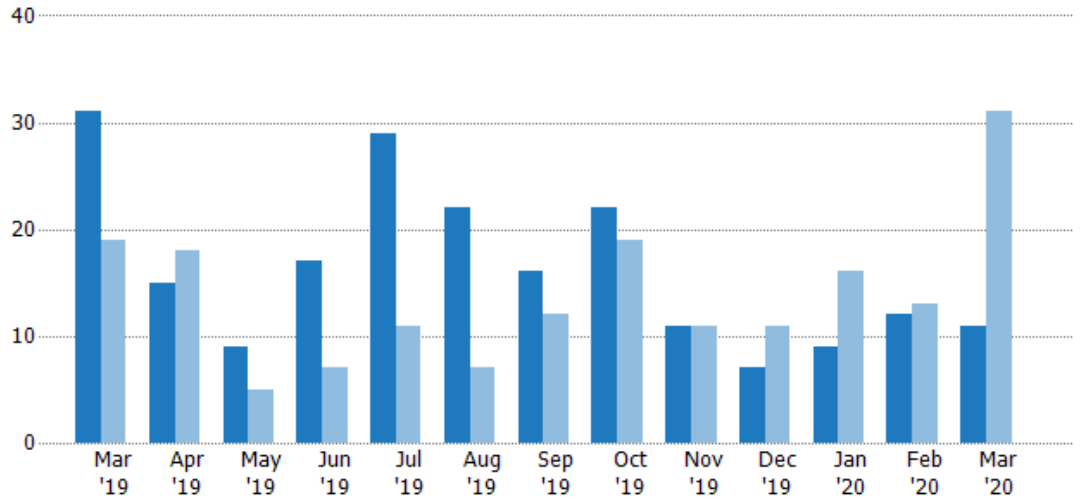
New Listings

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.
Mar '20	11	-64.5%
Mar '19	31	63.2%
Mar '18	19	-15.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	31	15	9	17	29	22	16	22	11	7	9	12	11
Prior Year	19	18	5	7	11	7	12	19	11	11	16	13	31
Percent Change from Prior Year	63%	-17%	80%	143%	164%	214%	33%	16%	0%	-36%	-44%	-8%	-65%

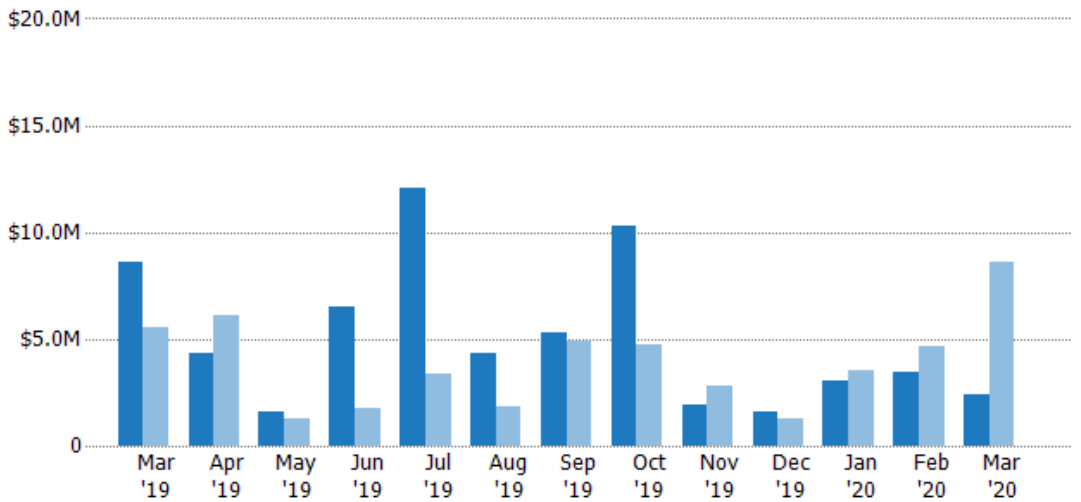
New Listing Volume

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.
Mar '20	\$2.42M	-71.8%
Mar '19	\$8.58M	55.2%
Mar '18	\$5.53M	-50.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$8.58M	\$4.34M	\$1.57M	\$6.48M	\$12.1M	\$4.36M	\$5.34M	\$10.3M	\$1.94M	\$1.59M	\$3.03M	\$3.42M	\$2.42M
Prior Year	\$5.53M	\$6.1M	\$1.29M	\$1.75M	\$3.36M	\$1.81M	\$4.87M	\$4.75M	\$2.79M	\$1.26M	\$3.5M	\$4.62M	\$8.58M
Percent Change from Prior Year	55%	-29%	22%	271%	258%	141%	10%	117%	-30%	26%	-13%	-26%	-72%

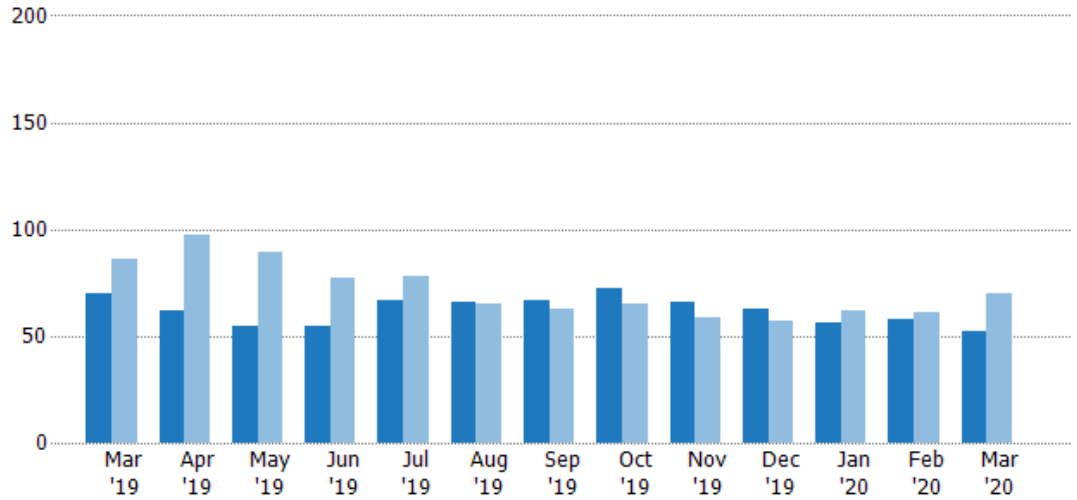
Active Listings

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.
Mar '20	52	-25.7%
Mar '19	70	-18.6%
Mar '18	86	27.9%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	70	62	55	55	67	66	67	72	66	63	56	58	52
Prior Year	86	97	89	77	78	65	63	65	59	57	62	61	70
Percent Change from Prior Year	-19%	-36%	-38%	-29%	-14%	2%	6%	11%	12%	11%	-10%	-5%	-26%

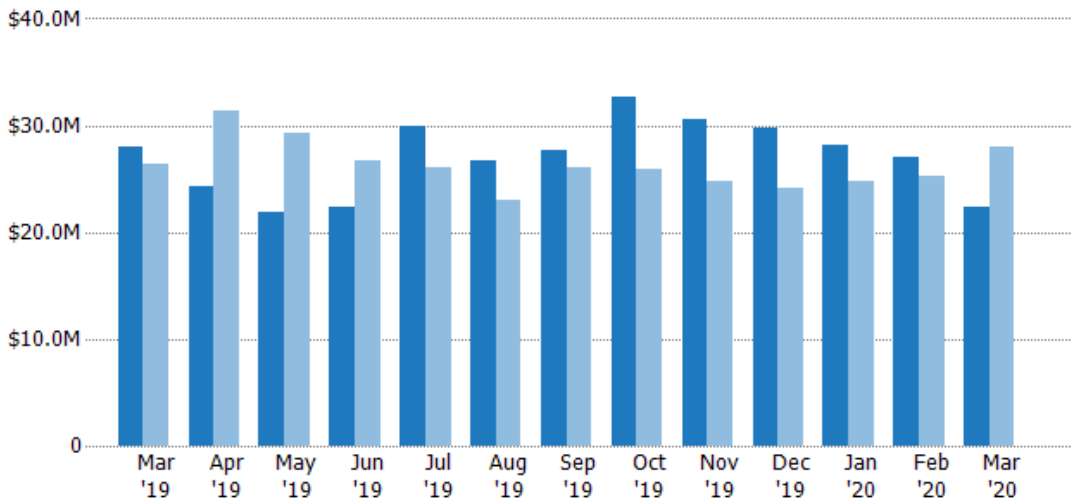
Active Listing Volume

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.
Mar '20	\$22.4M	-19.9%
Mar '19	\$27.9M	6.1%
Mar '18	\$26.3M	16.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$27.9M	\$24.3M	\$21.8M	\$22.4M	\$30M	\$26.7M	\$27.6M	\$32.7M	\$30.5M	\$29.8M	\$28.1M	\$27M	\$22.4M
Prior Year	\$26.3M	\$31.4M	\$29.3M	\$26.6M	\$26.1M	\$23M	\$26M	\$25.9M	\$24.8M	\$24.1M	\$24.7M	\$25.3M	\$27.9M
Percent Change from Prior Year	6%	-23%	-26%	-16%	15%	16%	6%	26%	23%	24%	14%	7%	-20%

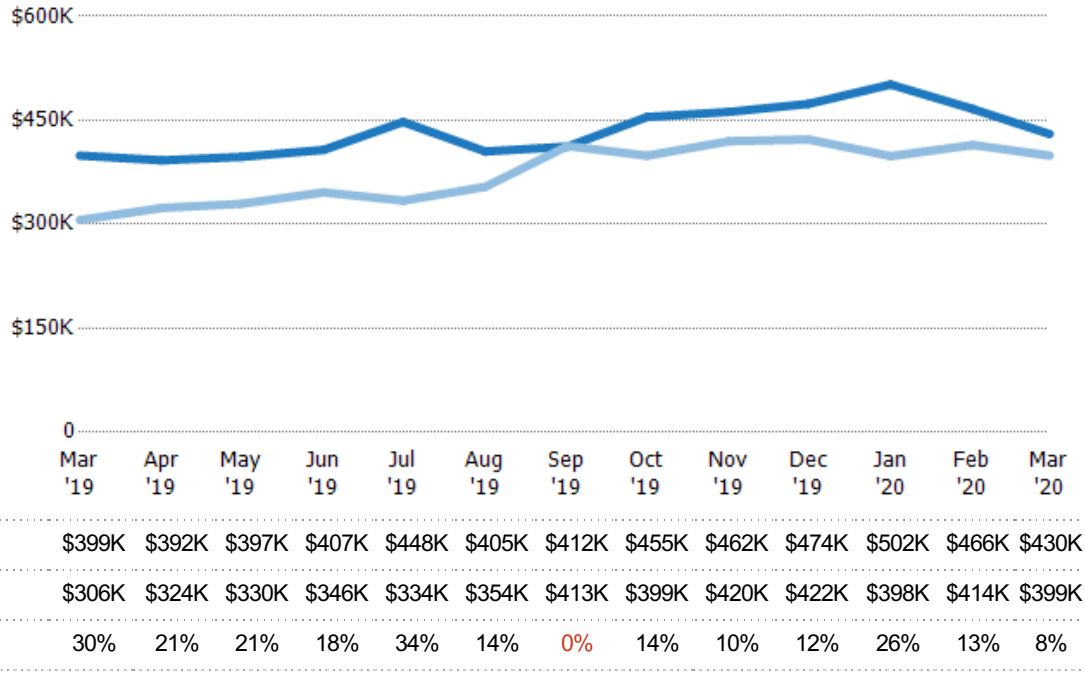
Average Listing Price

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.
Mar '20	\$430K	7.8%
Mar '19	\$399K	30.4%
Mar '18	\$306K	-9.2%



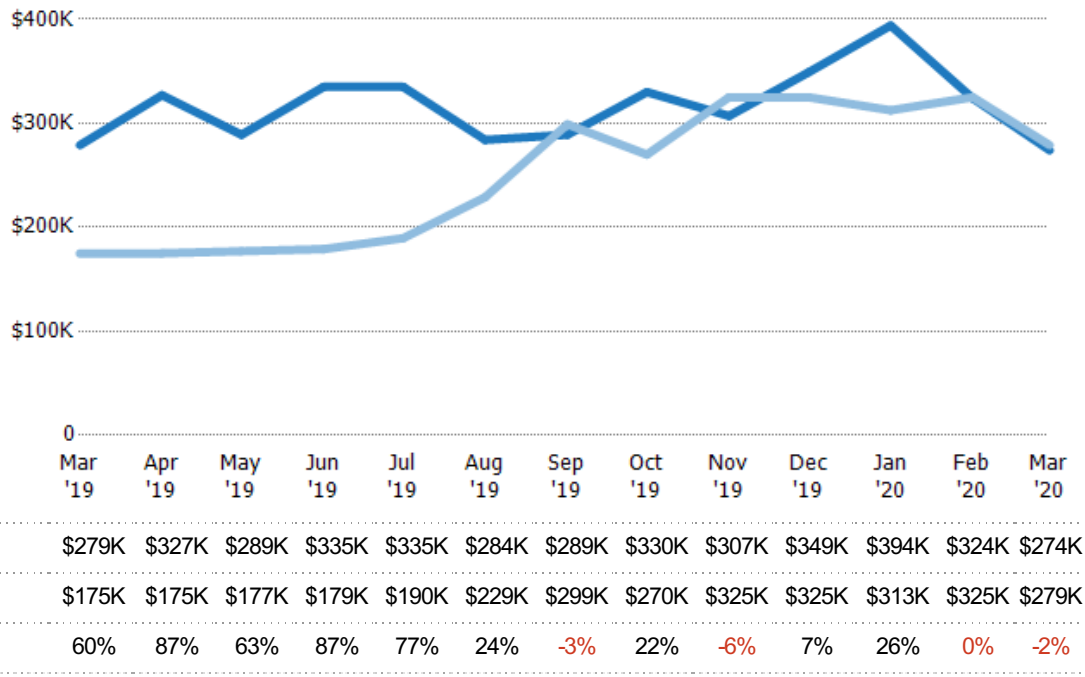
Median Listing Price

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.
Mar '20	\$274K	-1.8%
Mar '19	\$279K	59.7%
Mar '18	\$175K	-14.7%

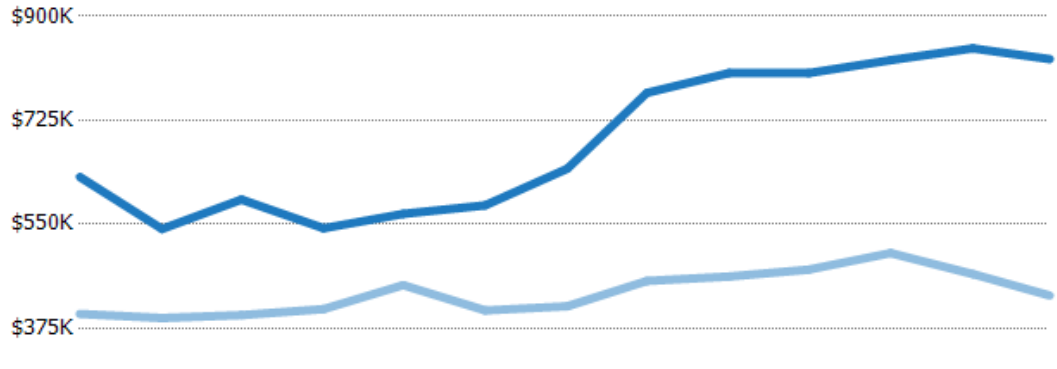


Average Listing Price vs Average Est Value

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



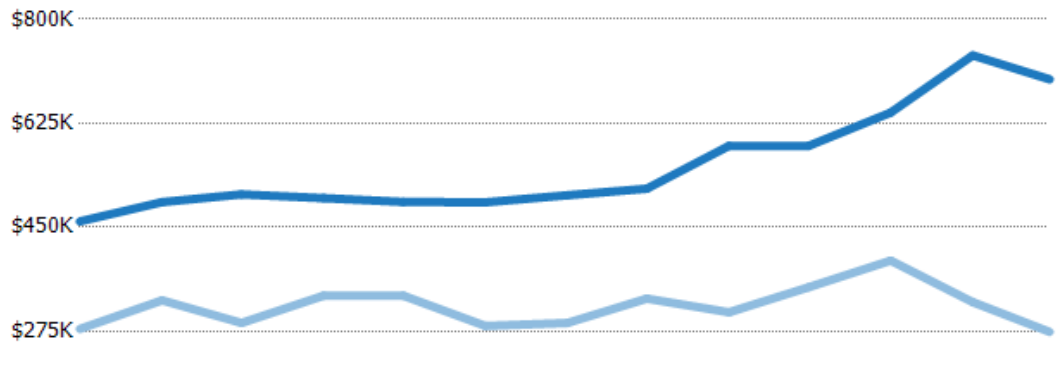
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$630K	\$542K	\$592K	\$543K	\$567K	\$582K	\$644K	\$771K	\$804K	\$804K	\$826K	\$846K	\$828K
Avg Listing Price	\$399K	\$392K	\$397K	\$407K	\$448K	\$405K	\$412K	\$455K	\$462K	\$474K	\$502K	\$466K	\$430K
Avg Listing Price as a % of Avg Est Value	63%	72%	67%	75%	79%	70%	64%	59%	57%	59%	61%	55%	52%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$460K	\$492K	\$505K	\$499K	\$493K	\$492K	\$504K	\$515K	\$587K	\$587K	\$643K	\$739K	\$699K
Median Listing Price	\$279K	\$327K	\$289K	\$335K	\$335K	\$284K	\$289K	\$330K	\$307K	\$349K	\$394K	\$324K	\$274K
Med Listing Price as a % of Med Est Value	61%	66%	57%	67%	68%	58%	57%	64%	52%	59%	61%	44%	39%

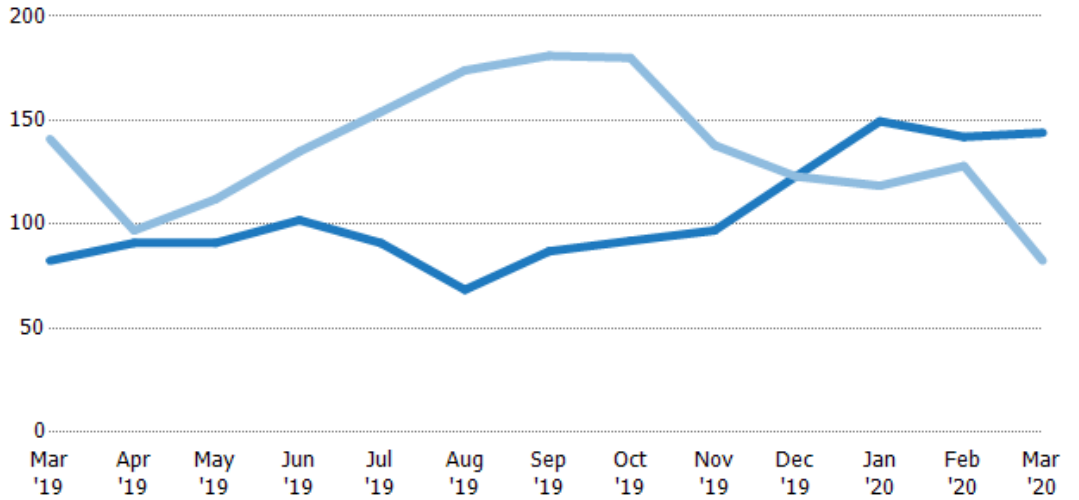
Median Days in RPR

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.
Mar '20	144	74.5%
Mar '19	82.5	-41.5%
Mar '18	141	25.2%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	82.5	91	91	102	91	68.5	87	92	97	123	150	142	144
Prior Year	141	97	112	135	154	174	181	180	138	123	119	128	82.5
Percent Change from Prior Year	-41%	-6%	-19%	-24%	-41%	-61%	-52%	-49%	-30%	0%	26%	11%	75%

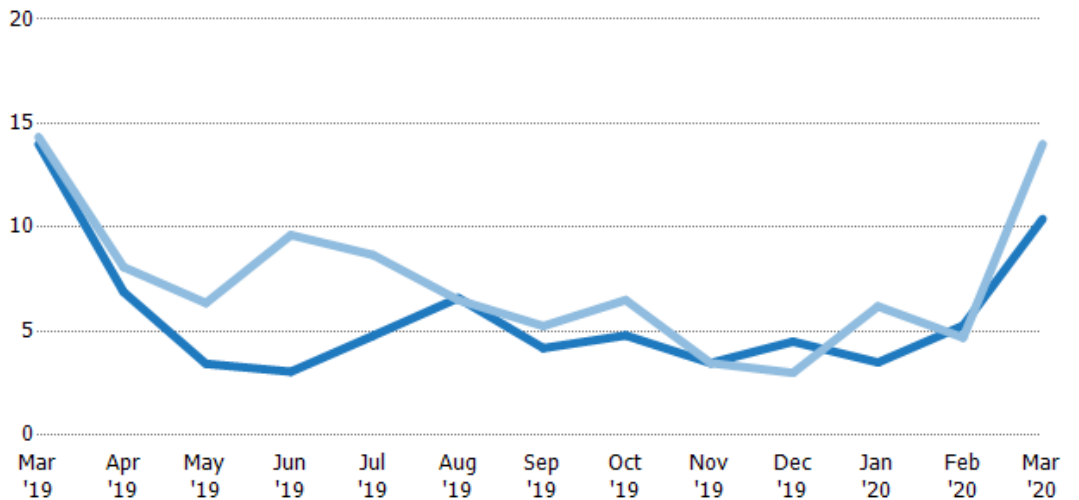
Months of Inventory

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.
Mar '20	10.4	-25.7%
Mar '19	14	-2.3%
Mar '18	14.3	-23.3%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	14	6.89	3.44	3.06	4.79	6.6	4.19	4.8	3.47	4.5	3.5	5.27	10.4
Prior Year	14.3	8.08	6.36	9.63	8.67	6.5	5.25	6.5	3.47	3	6.2	4.69	14
Percent Change from Prior Year	-2%	-15%	-46%	-68%	-45%	2%	-20%	-26%	0%	50%	-44%	12%	-26%

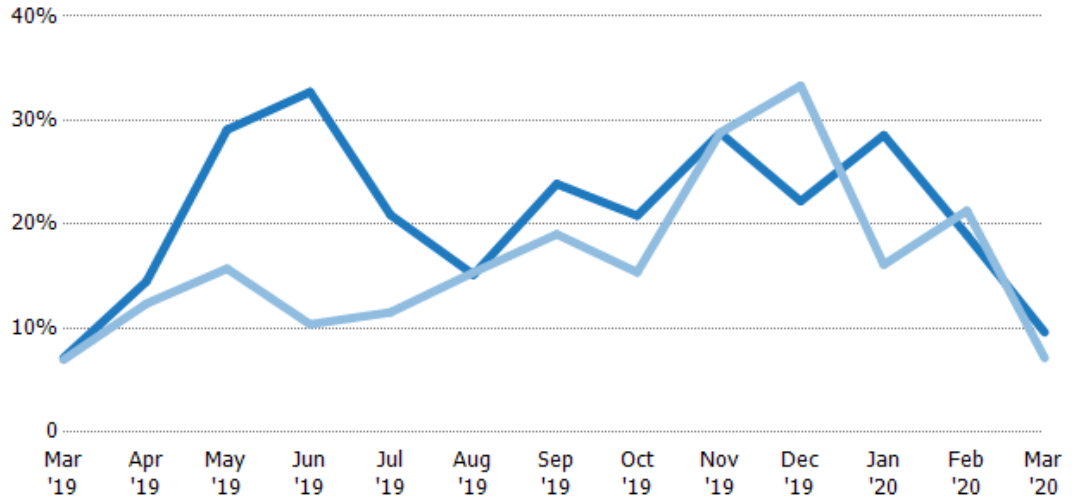
Absorption Rate

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.
Mar '20	10%	-2.5%
Mar '19	7%	-0.2%
Mar '18	7%	30.4%



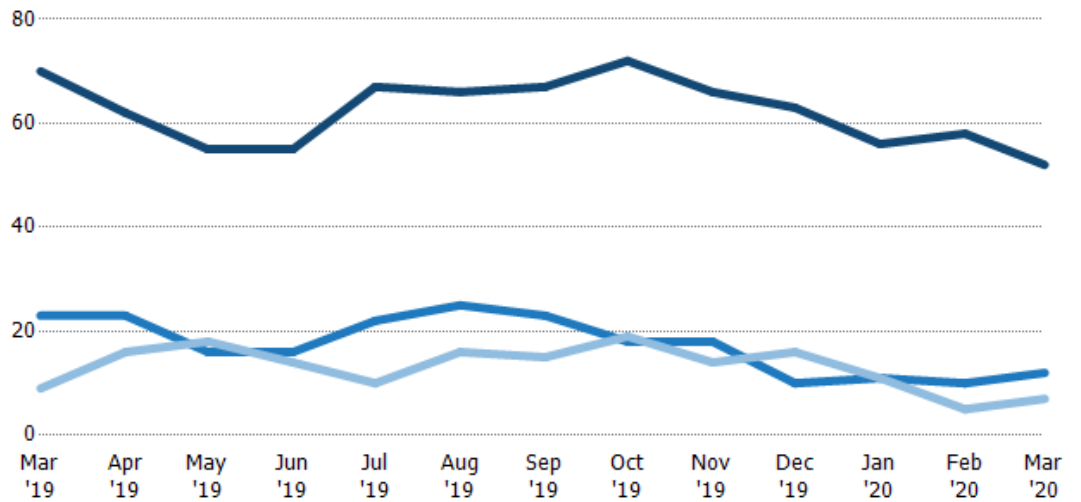
Current Year	7%	15%	29%	33%	21%	15%	24%	21%	29%	22%	29%	19%	10%
Prior Year	7%	12%	16%	10%	12%	15%	19%	15%	29%	33%	16%	21%	7%
Change from Prior Year	0%	-2%	-13%	-22%	-9%	0%	-5%	-5%	0%	11%	-12%	2%	-2%

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



Active	70	62	55	55	67	66	67	72	66	63	56	58	52
Pending	23	23	16	16	22	25	23	18	18	10	11	10	12
Sold	9	16	18	14	10	16	15	19	14	16	11	5	7

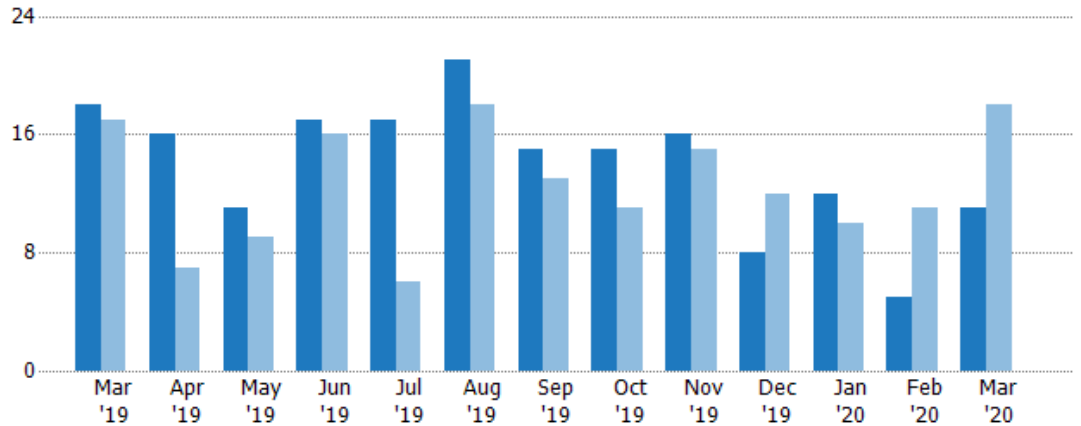
New Pending Sales

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.
Mar '20	11	-38.9%
Mar '19	18	5.9%
Mar '18	17	-52.9%



Current Year	18	16	11	17	17	21	15	15	16	8	12	5	11
Prior Year	17	7	9	16	6	18	13	11	15	12	10	11	18
Percent Change from Prior Year	6%	129%	22%	6%	183%	17%	15%	36%	7%	-33%	20%	-55%	-39%

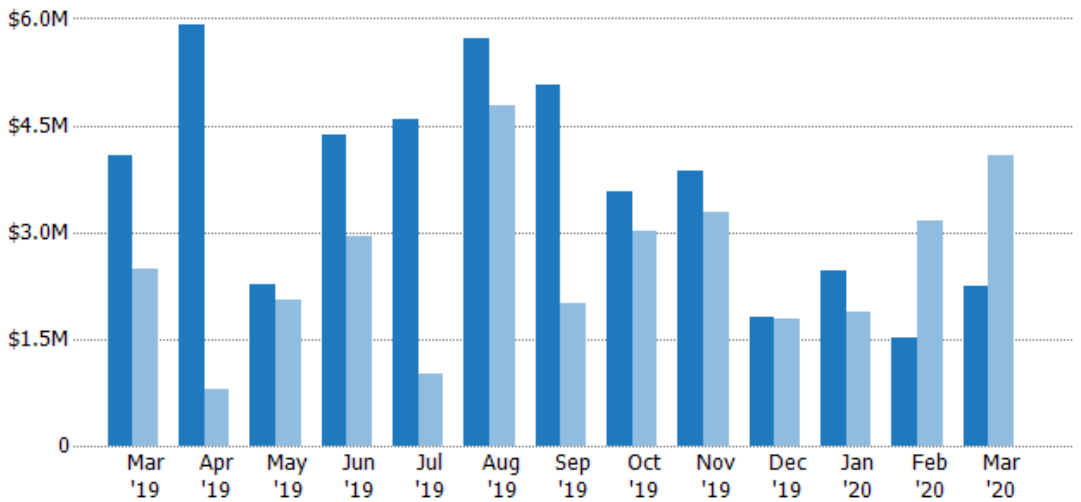
New Pending Sales Volume

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.
Mar '20	\$2.24M	-45%
Mar '19	\$4.08M	63.8%
Mar '18	\$2.49M	-58.6%



Current Year	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$5.08M	\$3.58M	\$3.87M	\$1.8M	\$2.45M	\$1.52M	\$2.24M
Prior Year	\$2.49M	\$804K	\$2.04M	\$2.95M	\$1.01M	\$4.79M	\$1.99M	\$3.01M	\$3.29M	\$1.79M	\$1.89M	\$3.16M	\$4.08M
Percent Change from Prior Year	64%	635%	12%	48%	354%	20%	155%	19%	18%	1%	30%	-52%	-45%

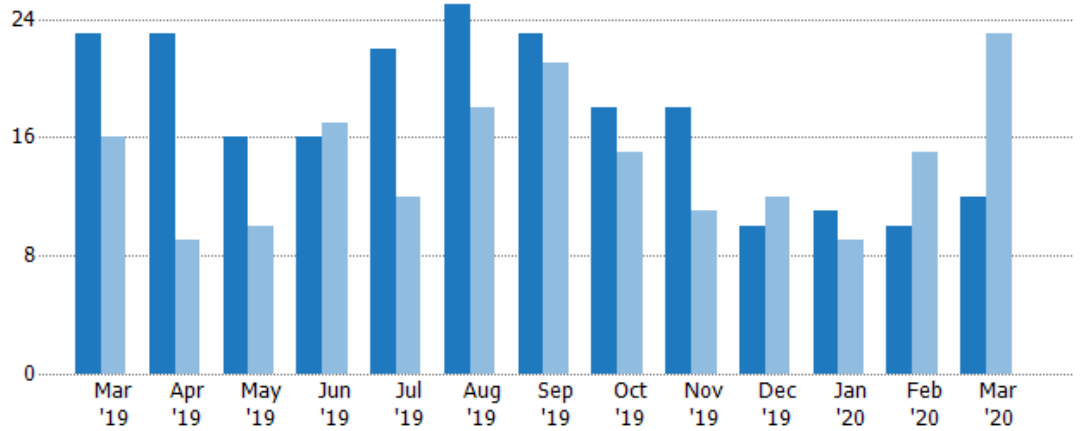
Pending Sales

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.
Mar '20	12	-47.8%
Mar '19	23	43.8%
Mar '18	16	-37.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	23	23	16	16	22	25	23	18	18	10	11	10	12
Prior Year	16	9	10	17	12	18	21	15	11	12	9	15	23
Percent Change from Prior Year	44%	156%	60%	-6%	83%	39%	10%	20%	64%	-17%	22%	-33%	-48%

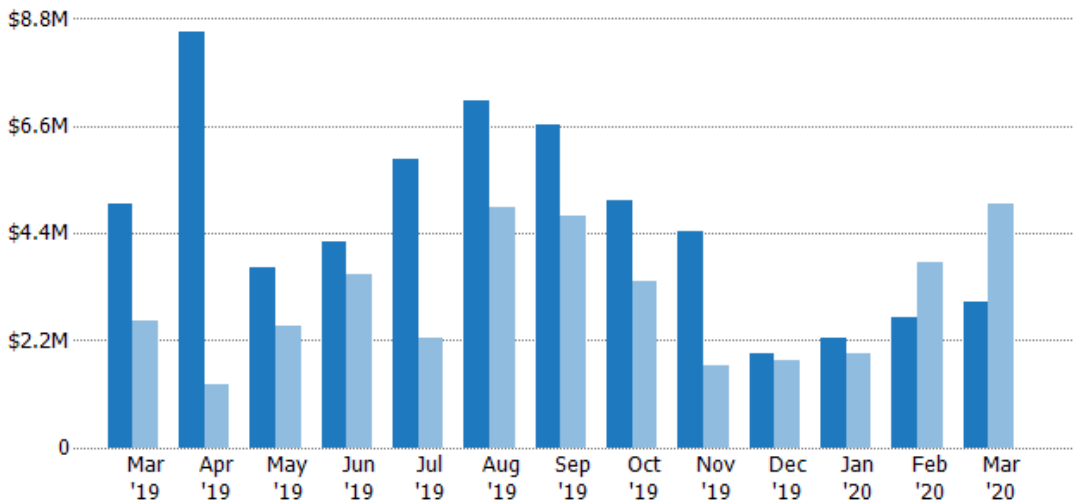
Pending Sales Volume

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.
Mar '20	\$3M	-40.2%
Mar '19	\$5.02M	91.3%
Mar '18	\$2.62M	-36.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$5.02M	\$8.53M	\$3.72M	\$4.23M	\$5.94M	\$7.13M	\$6.64M	\$5.09M	\$4.46M	\$1.95M	\$2.27M	\$2.68M	\$3M
Prior Year	\$2.62M	\$1.29M	\$2.49M	\$3.55M	\$2.26M	\$4.95M	\$4.75M	\$3.42M	\$1.69M	\$1.81M	\$1.93M	\$3.81M	\$5.02M
Percent Change from Prior Year	91%	562%	49%	19%	163%	44%	40%	49%	164%	8%	18%	-30%	-40%

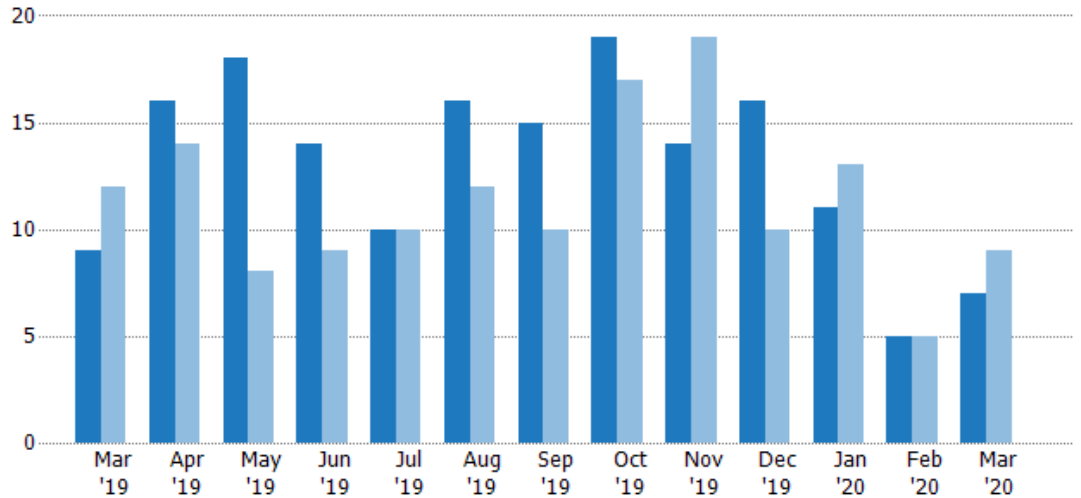
Closed Sales

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.
Mar '20	7	-22.2%
Mar '19	9	-25%
Mar '18	12	-41.7%



Current Year	9	16	18	14	10	16	15	19	14	16	11	5	7
Prior Year	12	14	8	9	10	12	10	17	19	10	13	5	9
Percent Change from Prior Year	-25%	14%	125%	56%	0%	33%	50%	12%	-26%	60%	-15%	0%	-22%

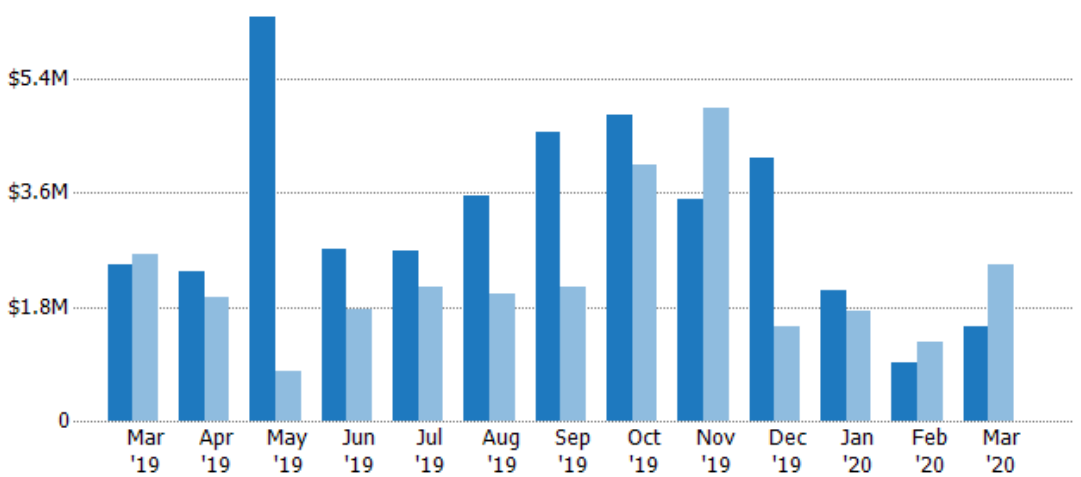
Closed Sales Volume

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.
Mar '20	\$1.49M	-39.3%
Mar '19	\$2.46M	-6.3%
Mar '18	\$2.63M	-69.1%



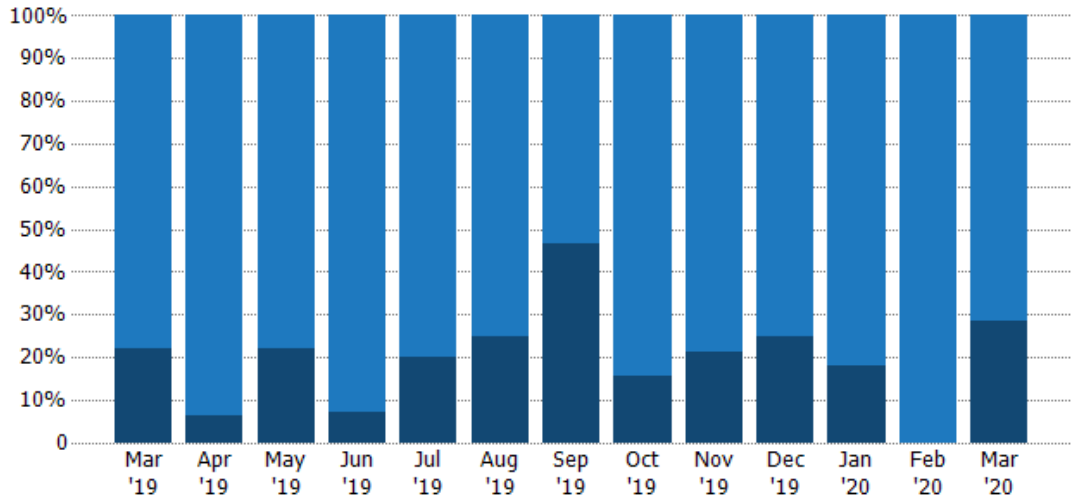
Current Year	\$2.46M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M	\$4.55M	\$4.84M	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M
Prior Year	\$2.63M	\$1.94M	\$777K	\$1.77M	\$2.1M	\$2.02M	\$2.11M	\$4.03M	\$4.93M	\$1.5M	\$1.72M	\$1.23M	\$2.46M
Percent Change from Prior Year	-6%	22%	720%	54%	27%	76%	115%	20%	-29%	176%	19%	-25%	-39%

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	78%	94%	78%	93%	80%	75%	53%	84%	79%	75%	82%	100%	71%
Single Family Residence	22%	6%	22%	7%	20%	25%	47%	16%	21%	25%	18%	-	29%

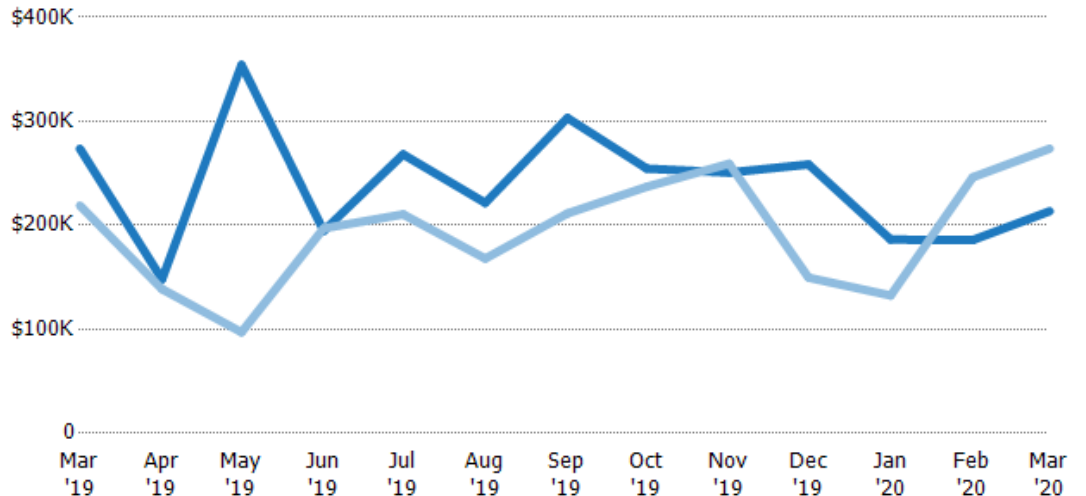
Average Sales Price

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.
Mar '20	\$214K	-22%
Mar '19	\$274K	24.9%
Mar '18	\$219K	-47%



Current Year	\$274K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K
Prior Year	\$219K	\$139K	\$97.1K	\$197K	\$210K	\$168K	\$211K	\$237K	\$259K	\$150K	\$132K	\$246K	\$274K
Percent Change from Prior Year	25%	7%	265%	-1%	27%	32%	43%	7%	-3%	73%	41%	-25%	-22%

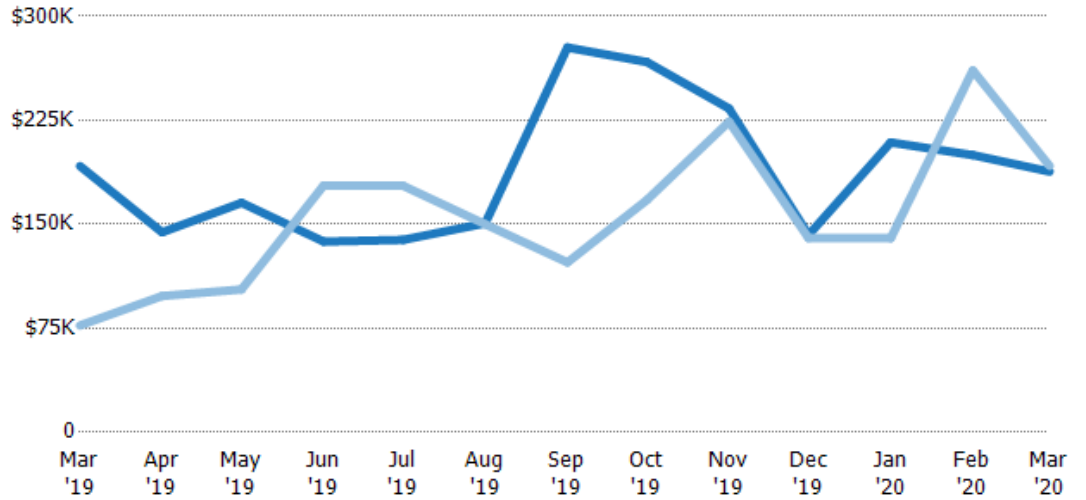
Median Sales Price

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.
Mar '20	\$188K	-2.1%
Mar '19	\$192K	149.4%
Mar '18	\$77K	42.9%



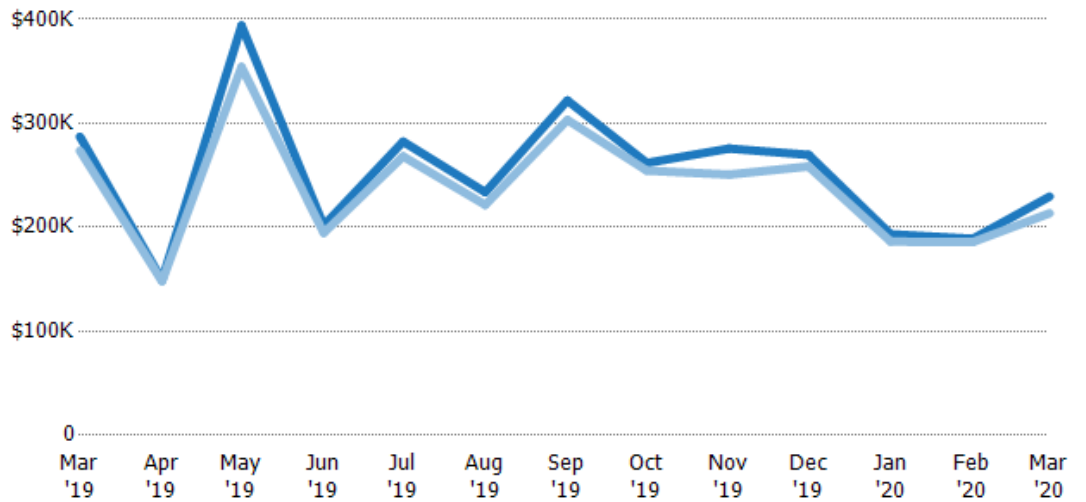
Current Year	\$192K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K
Prior Year	\$77K	\$98.3K	\$103K	\$178K	\$178K	\$150K	\$123K	\$168K	\$224K	\$140K	\$140K	\$261K	\$192K
Percent Change from Prior Year	149%	47%	61%	-23%	-22%	1%	127%	59%	4%	2%	49%	-23%	-2%

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



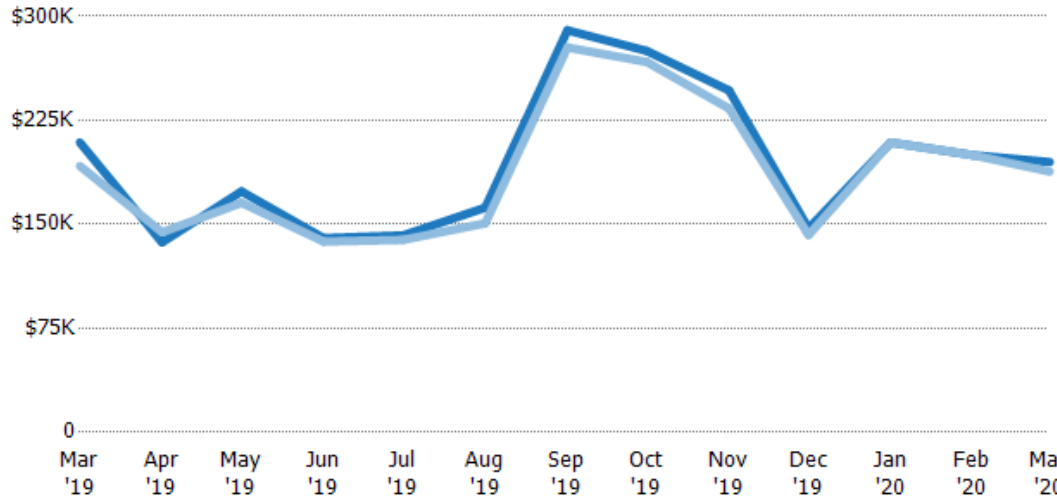
Avg List Price	\$287K	\$149K	\$394K	\$202K	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K
Avg Sales Price	\$274K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K
Avg Sales Price as a % of Avg List Price	95%	99%	90%	96%	95%	95%	94%	97%	91%	96%	96%	98%	93%

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



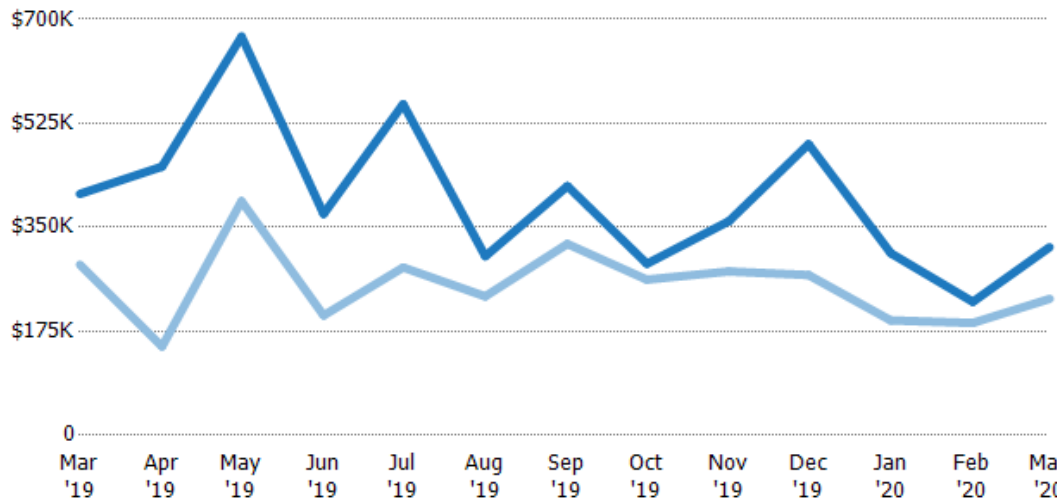
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$209K	\$137K	\$174K	\$140K	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K
Median Sales Price	\$192K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K
Med Sales Price as a % of Med List Price	92%	105%	95%	98%	98%	93%	96%	97%	95%	97%	100%	100%	96%

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



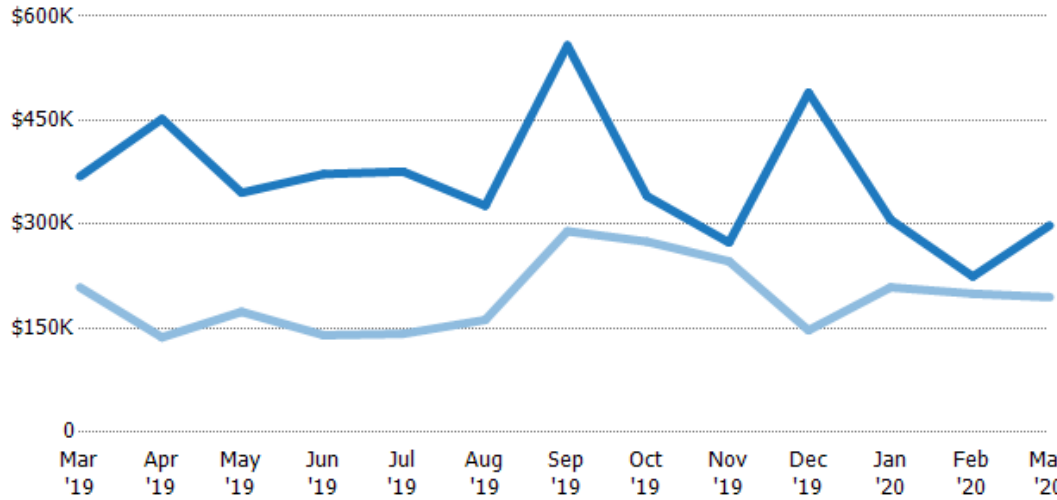
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$406K	\$452K	\$671K	\$372K	\$557K	\$301K	\$419K	\$289K	\$360K	\$490K	\$307K	\$225K	\$317K
Avg Sales Price	\$287K	\$149K	\$394K	\$202K	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K
Avg Sales Price as a % of Avg Est Value	71%	33%	59%	54%	51%	78%	77%	91%	77%	55%	63%	84%	73%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$369K	\$452K	\$346K	\$372K	\$376K	\$327K	\$558K	\$341K	\$274K	\$490K	\$307K	\$225K	\$298K
Median Sales Price	\$209K	\$137K	\$174K	\$140K	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K
Med Sales Price as a % of Med Est Value	57%	30%	50%	38%	38%	50%	52%	81%	90%	30%	68%	89%	65%