

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	16	-12.5%	56	98	-42.9%
New Listing Volume	\$3,878,400	\$6,379,600	-39.2%	\$17,008,600	\$28,793,850	-40.9%
Active Listing Count	58	55	+5.5%	N/A	N/A	
Active Listing Volume	\$23,432,000	\$22,550,550	+3.9%	N/A	N/A	
Average Listing Price	\$404,000	\$410,010	-1.5%	\$443,506	\$404,061	+9.8%
Median Listing Price	\$223,450	\$329,000	-32.1%	\$275,950	\$308,833	-10.6%
Median Days in RPR	170.5	102	+67.2%	144.17	98.76	+46%
Months of Inventory	9.7	3.1	+216.4%	4.7	6.2	-23.4%
Absorption Rate	10.34%	32.73%	-22.4%	21.11%	16.16%	+4.9%
Sales Activity Charts Metrics						
New Pending Sales Count	10	17	-41.2%	43	84	-48.8%
New Pending Sales Volume	\$2,616,000	\$4,357,500	-40%	\$10,260,000	\$21,815,600	-53%
Pending Sales Count	13	16	-18.8%	N/A	N/A	
Pending Sales Volume	\$3,764,000	\$4,282,500	-12.1%	N/A	N/A	
Closed Sales Count	1	14	-92.9%	33	76	-56.6%
Closed Sales Volume	\$132,000	\$2,723,950	-95.2%	\$6,753,400	\$17,033,500	-60.4%
Average Sales Price	\$132,000	\$194,568	-32.2%	\$204,648	\$224,125	-8.7%
Median Sales Price	\$132,000	\$137,500	-4%	\$207,470	\$159,171	+30.3%

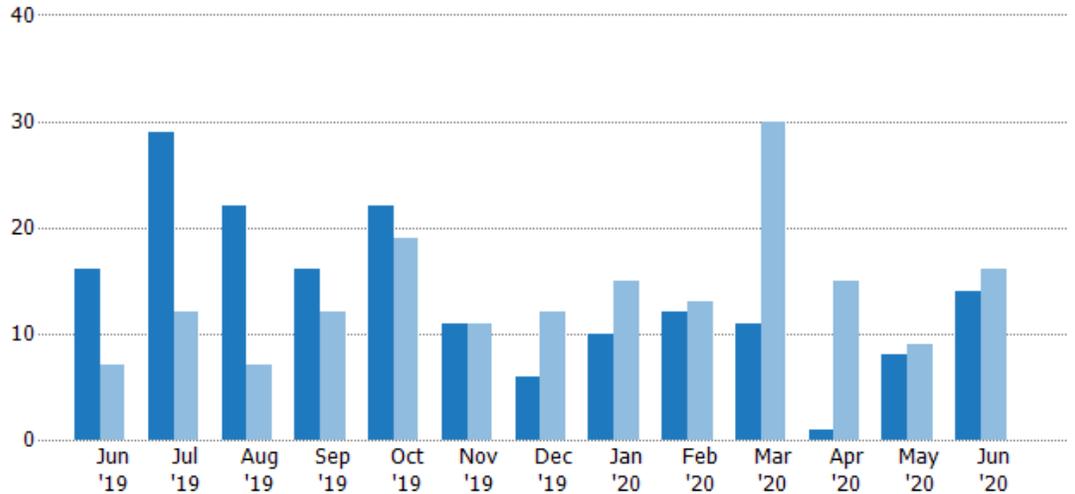
New Listings

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.
Jun '20	14	-12.5%
Jun '19	16	128.6%
Jun '18	7	71.4%



Current Year	16	29	22	16	22	11	6	10	12	11	1	8	14
Prior Year	7	12	7	12	19	11	12	15	13	30	15	9	16
Percent Change from Prior Year	129%	142%	214%	33%	16%	0%	-50%	-33%	-8%	-63%	-93%	-11%	-13%

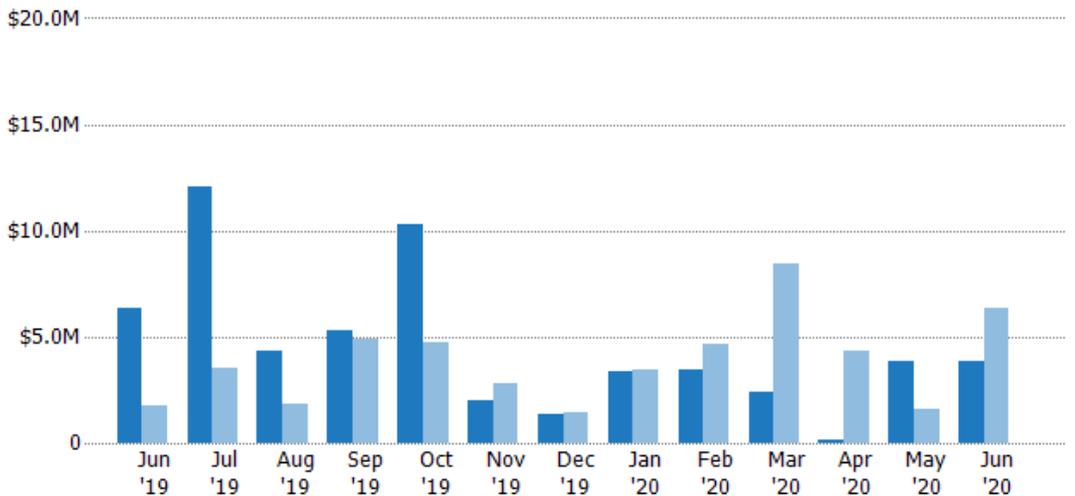
New Listing Volume

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.
Jun '20	\$3.88M	-39.2%
Jun '19	\$6.38M	265.2%
Jun '18	\$1.75M	197.6%



Current Year	\$6.38M	\$12.1M	\$4.36M	\$5.34M	\$10.3M	\$1.98M	\$1.38M	\$3.35M	\$3.42M	\$2.41M	\$120K	\$3.83M	\$3.88M
Prior Year	\$1.75M	\$3.56M	\$1.81M	\$4.87M	\$4.75M	\$2.79M	\$1.41M	\$3.43M	\$4.62M	\$8.45M	\$4.34M	\$1.57M	\$6.38M
Percent Change from Prior Year	265%	238%	141%	10%	117%	-29%	-2%	-2%	-26%	-72%	-97%	144%	-39%

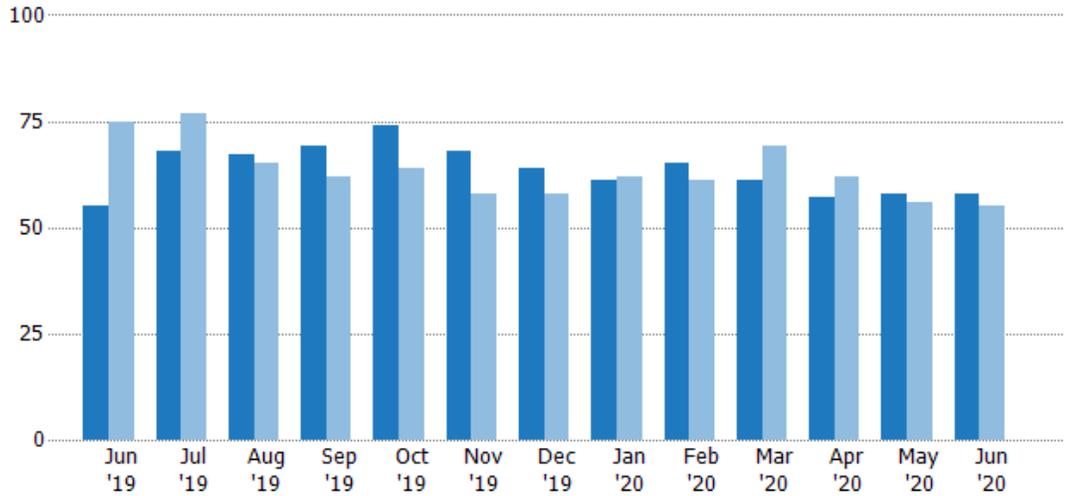
Active Listings

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.
Jun '20	58	5.5%
Jun '19	55	-26.7%
Jun '18	75	29.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	55	68	67	69	74	68	64	61	65	61	57	58	58
Prior Year	75	77	65	62	64	58	58	62	61	69	62	56	55
Percent Change from Prior Year	-27%	-12%	3%	11%	16%	17%	10%	-2%	7%	-12%	-8%	4%	5%

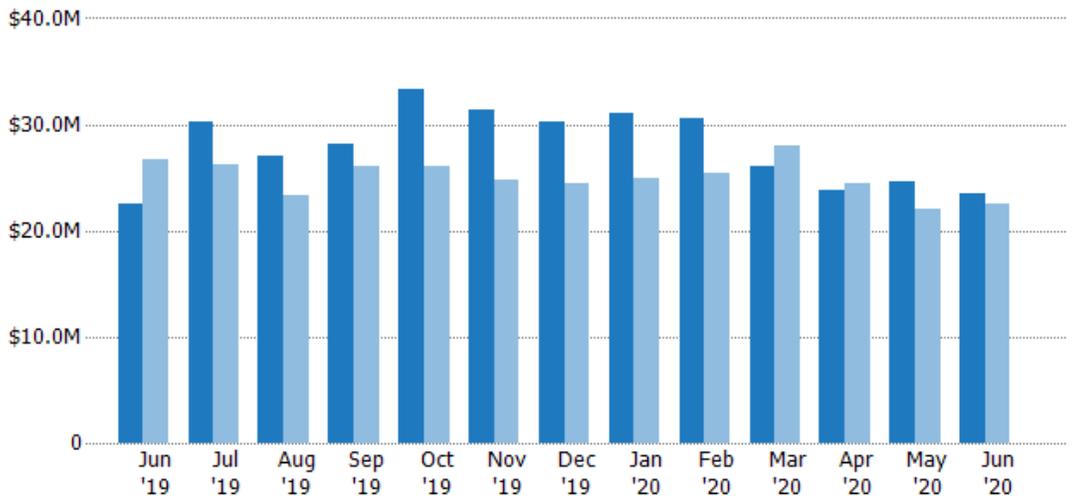
Active Listing Volume

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.
Jun '20	\$23.4M	3.9%
Jun '19	\$22.6M	-15.3%
Jun '18	\$26.6M	9.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$22.6M	\$30.2M	\$27M	\$28.1M	\$33.3M	\$31.4M	\$30.3M	\$31.1M	\$30.6M	\$26.1M	\$23.8M	\$24.6M	\$23.4M
Prior Year	\$26.6M	\$26.2M	\$23.3M	\$26M	\$26M	\$24.8M	\$24.4M	\$24.9M	\$25.5M	\$28M	\$24.4M	\$22.1M	\$22.6M
Percent Change from Prior Year	-15%	15%	16%	8%	28%	26%	24%	25%	20%	-7%	-2%	11%	4%

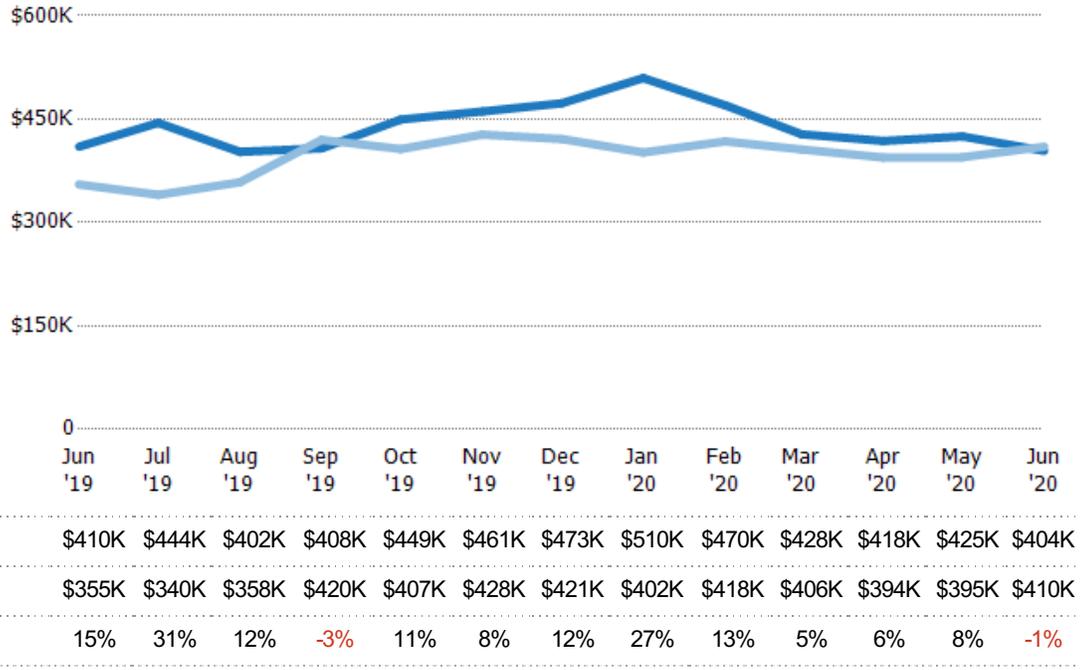
Average Listing Price

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.
Jun '20	\$404K	-1.5%
Jun '19	\$410K	15.4%
Jun '18	\$355K	-15.5%



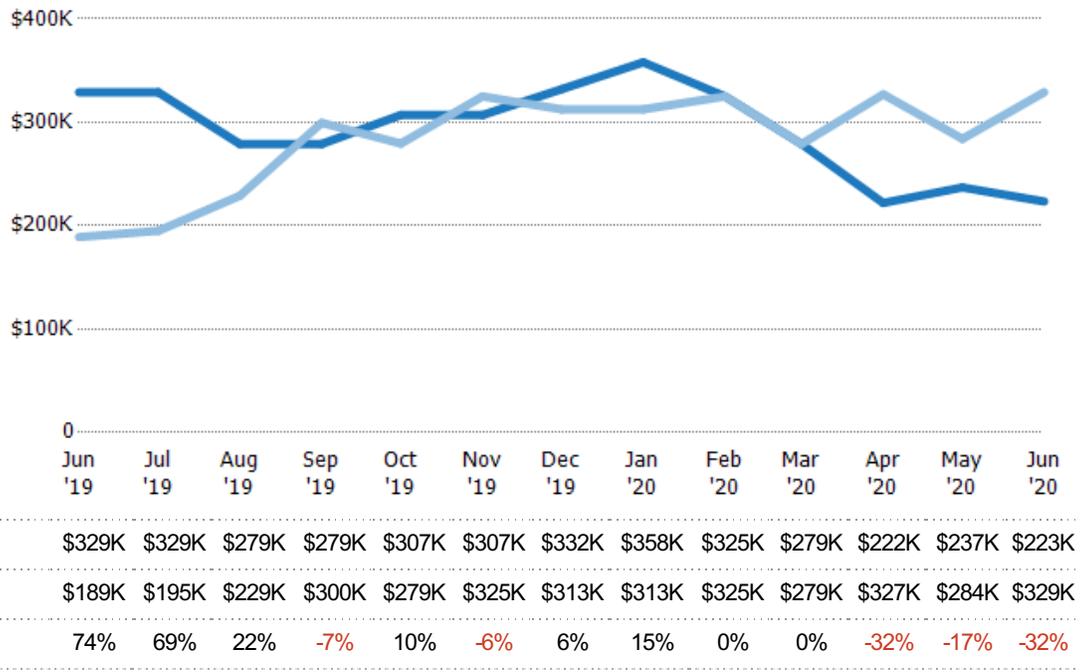
Median Listing Price

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.
Jun '20	\$223K	-32.1%
Jun '19	\$329K	74.1%
Jun '18	\$189K	-15.4%

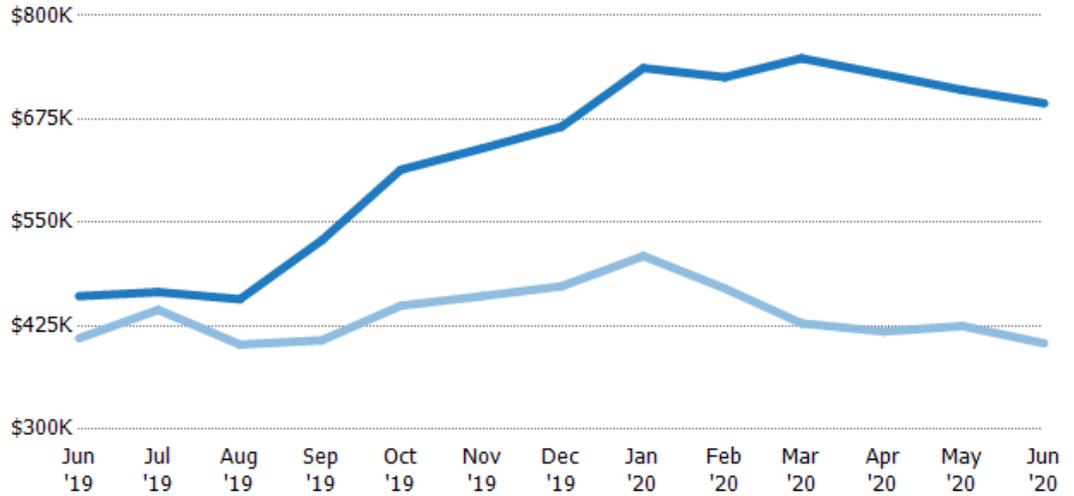


Average Listing Price vs Average Est Value

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



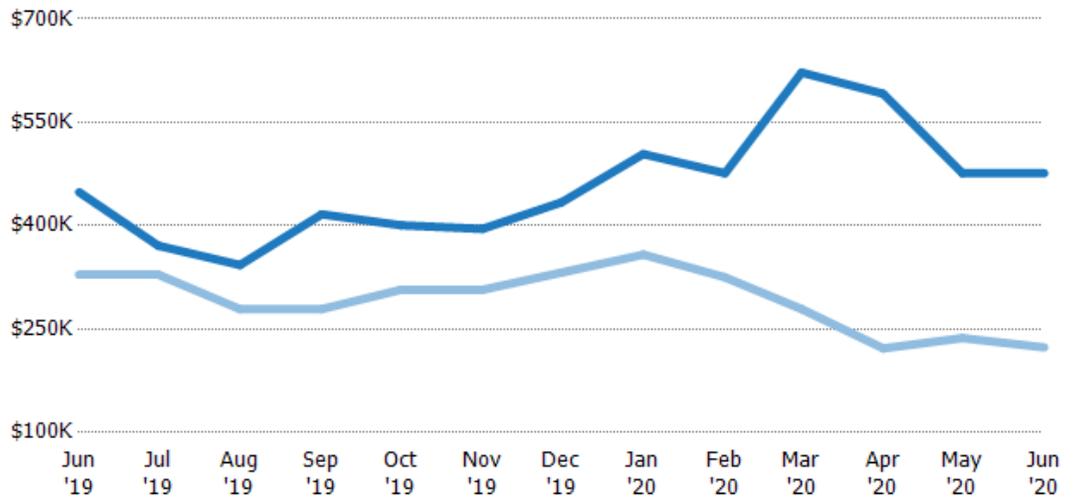
Avg Est Value	\$461K	\$466K	\$457K	\$528K	\$614K	\$640K	\$666K	\$737K	\$726K	\$748K	\$729K	\$710K	\$694K
Avg Listing Price	\$410K	\$444K	\$402K	\$408K	\$449K	\$461K	\$473K	\$510K	\$470K	\$428K	\$418K	\$425K	\$404K
Avg Listing Price as a % of Avg Est Value	89%	95%	88%	77%	73%	72%	71%	69%	65%	57%	57%	60%	58%

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 Est Value	\$449K	\$371K	\$343K	\$417K	\$401K	\$395K	\$434K	\$504K	\$476K	\$622K	\$591K	\$476K	\$476K
Median Listing Price	\$329K	\$329K	\$279K	\$279K	\$307K	\$307K	\$332K	\$358K	\$325K	\$279K	\$222K	\$237K	\$223K
Med Listing Price as a % of Med Est Value	73%	89%	81%	67%	77%	78%	77%	71%	68%	45%	38%	50%	47%

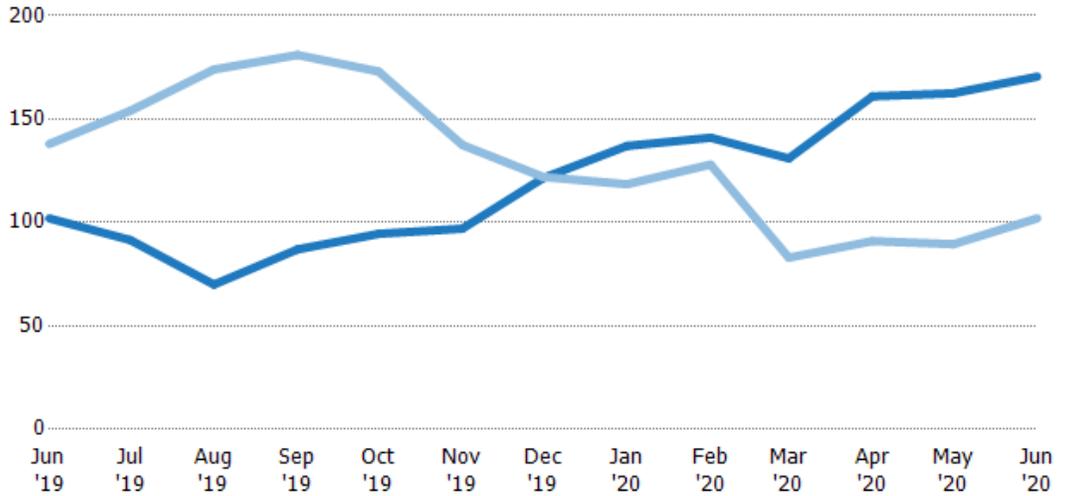
Median Days in RPR

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.
Jun '20	171	67.2%
Jun '19	102	-26.1%
Jun '18	138	29.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	102	91.5	70	87	94.5	97	122	137	141	131	161	163	171
Prior Year	138	154	174	181	173	138	122	119	128	83	91	89.5	102
Percent Change from Prior Year	-26%	-41%	-60%	-52%	-45%	-29%	0%	16%	10%	58%	77%	82%	67%

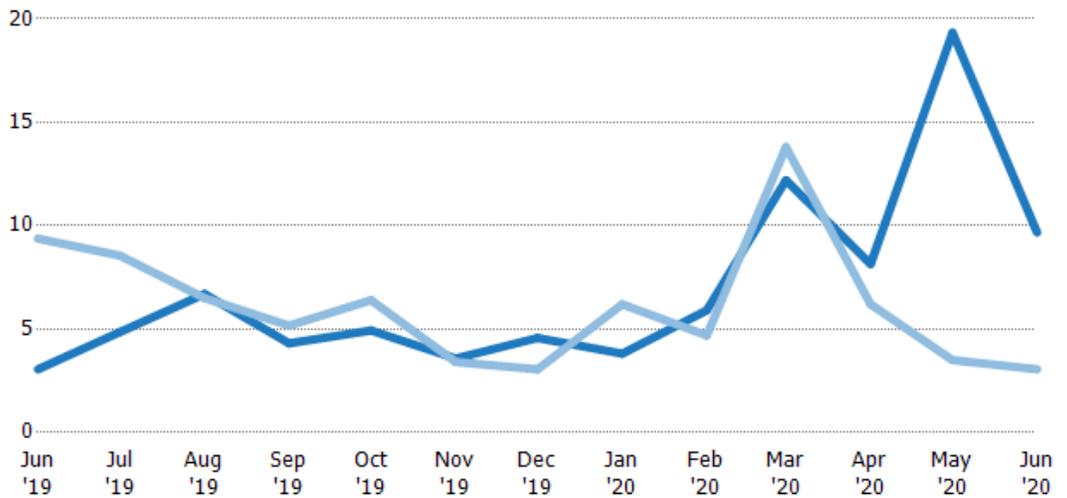
Months of Inventory

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.
Jun '20	9.67	216.4%
Jun '19	3.06	-67.4%
Jun '18	9.38	-31%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	3.06	4.86	6.7	4.31	4.93	3.58	4.57	3.81	5.91	12.2	8.14	19.3	9.67
Prior Year	9.38	8.56	6.5	5.17	6.4	3.41	3.05	6.2	4.69	13.8	6.2	3.5	3.06
Percent Change from Prior Year	-67%	-43%	3%	-17%	-23%	5%	50%	-39%	26%	-12%	31%	452%	216%

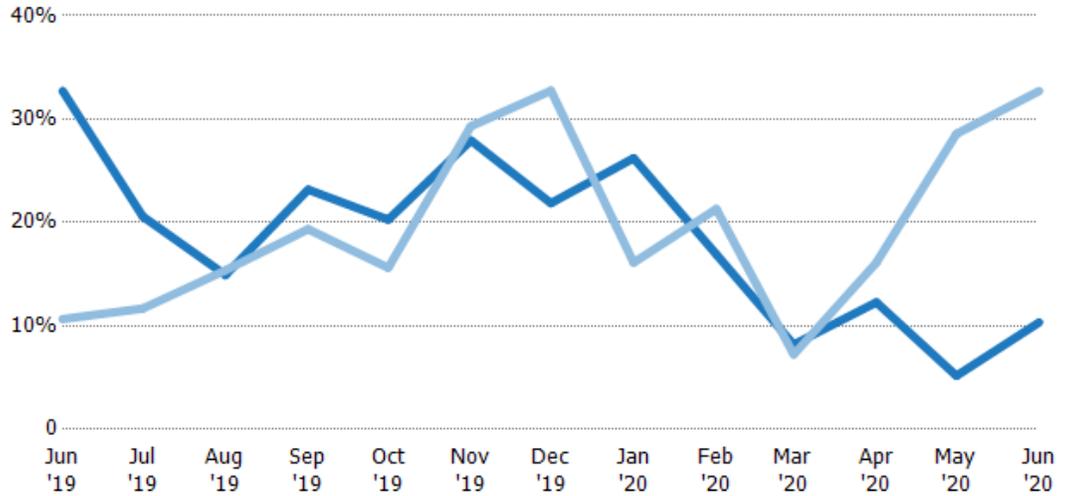
Absorption Rate

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.
Jun '20	10%	22.4%
Jun '19	33%	-22.1%
Jun '18	11%	45%



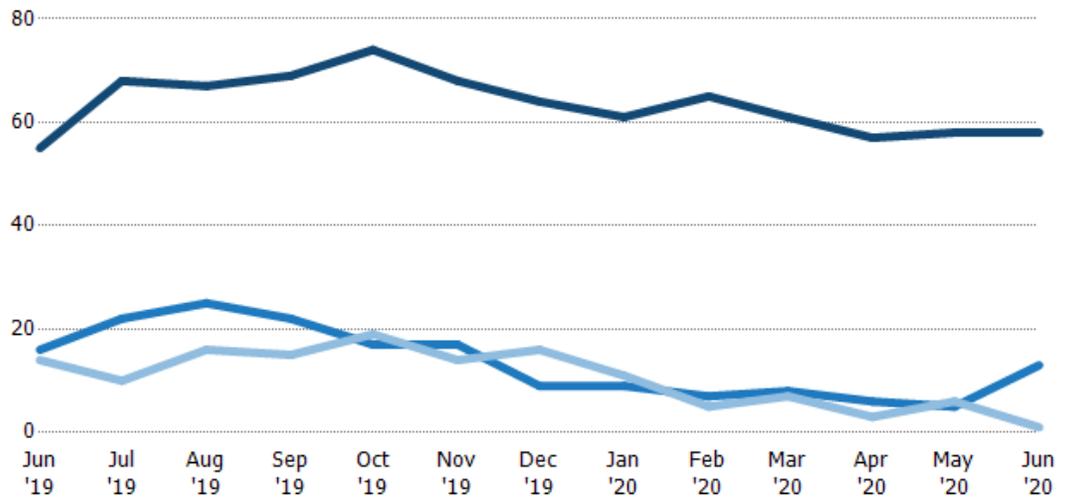
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	33%	21%	15%	23%	20%	28%	22%	26%	17%	8%	12%	5%	10%
Prior Year	11%	12%	15%	19%	16%	29%	33%	16%	21%	7%	16%	29%	33%
Change from Prior Year	-22%	-9%	0%	-4%	-5%	1%	11%	-10%	4%	-1%	4%	23%	22%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	55	68	67	69	74	68	64	61	65	61	57	58	58
Pending	16	22	25	22	17	17	9	9	7	8	6	5	13
Sold	14	10	16	15	19	14	16	11	5	7	3	6	1

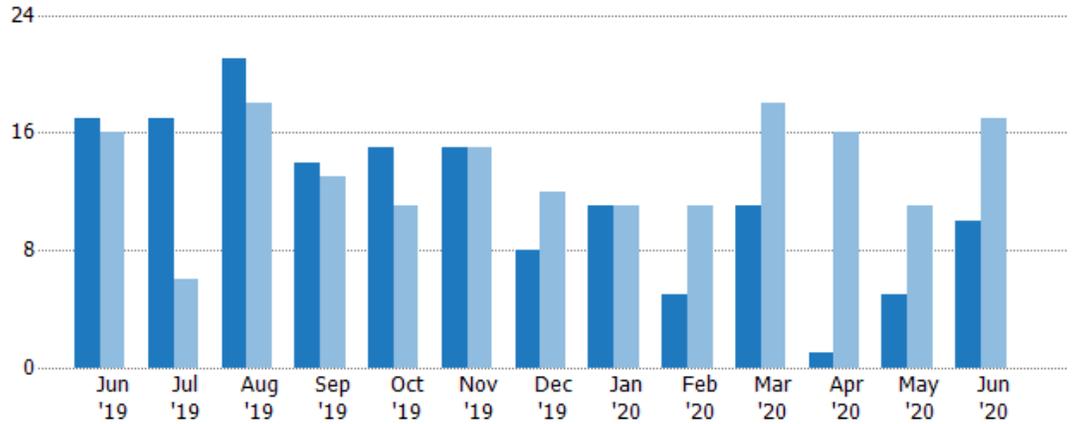
New Pending Sales

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.
Jun '20	10	-41.2%
Jun '19	17	6.3%
Jun '18	16	-25%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	17	17	21	14	15	15	8	11	5	11	1	5	10
Prior Year	16	6	18	13	11	15	12	11	11	18	16	11	17
Percent Change from Prior Year	6%	183%	17%	8%	36%	0%	-33%	0%	-55%	-39%	-94%	-55%	-41%

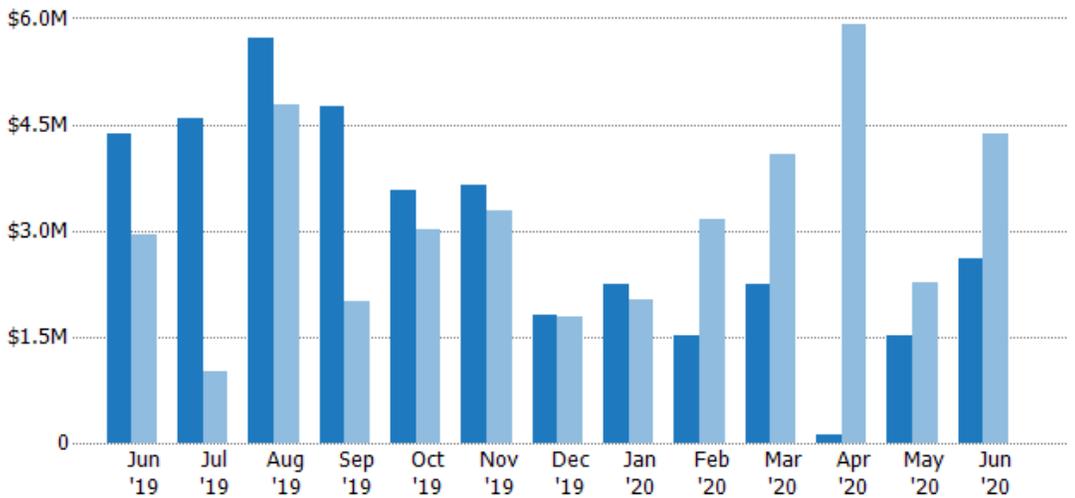
New Pending Sales Volume

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.
Jun '20	\$2.62M	-40%
Jun '19	\$4.36M	47.6%
Jun '18	\$2.95M	9%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$4.36M	\$4.58M	\$5.72M	\$4.75M	\$3.58M	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M
Prior Year	\$2.95M	\$1.01M	\$4.79M	\$1.99M	\$3.01M	\$3.29M	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M
Percent Change from Prior Year	48%	354%	20%	139%	19%	10%	1%	10%	-52%	-45%	-98%	-34%	-40%

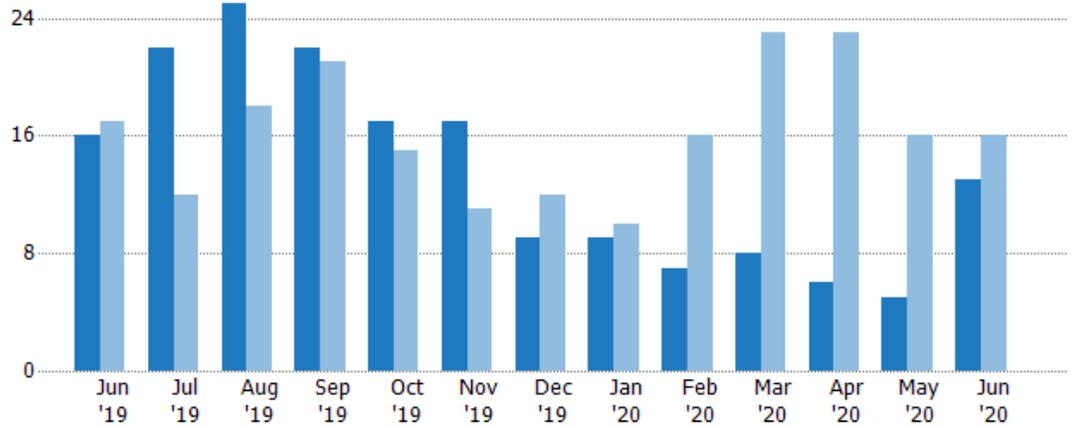
Pending Sales

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.
Jun '20	13	-18.8%
Jun '19	16	-5.9%
Jun '18	17	-41.2%



Current Year	16	22	25	22	17	17	9	9	7	8	6	5	13
Prior Year	17	12	18	21	15	11	12	10	16	23	23	16	16
Percent Change from Prior Year	-6%	83%	39%	5%	13%	55%	-25%	-10%	-56%	-65%	-74%	-69%	-19%

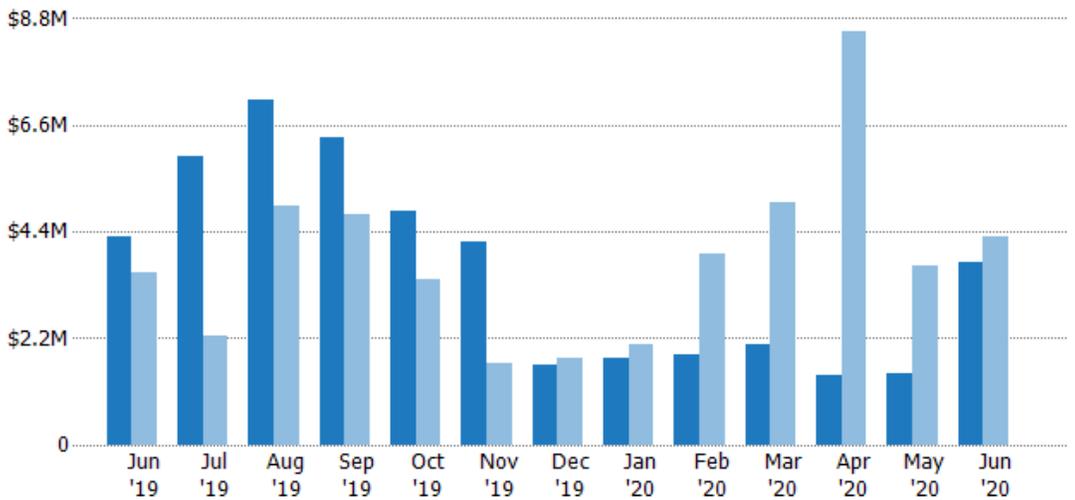
Pending Sales Volume

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.
Jun '20	\$3.76M	-12.1%
Jun '19	\$4.28M	20.7%
Jun '18	\$3.55M	-10.6%



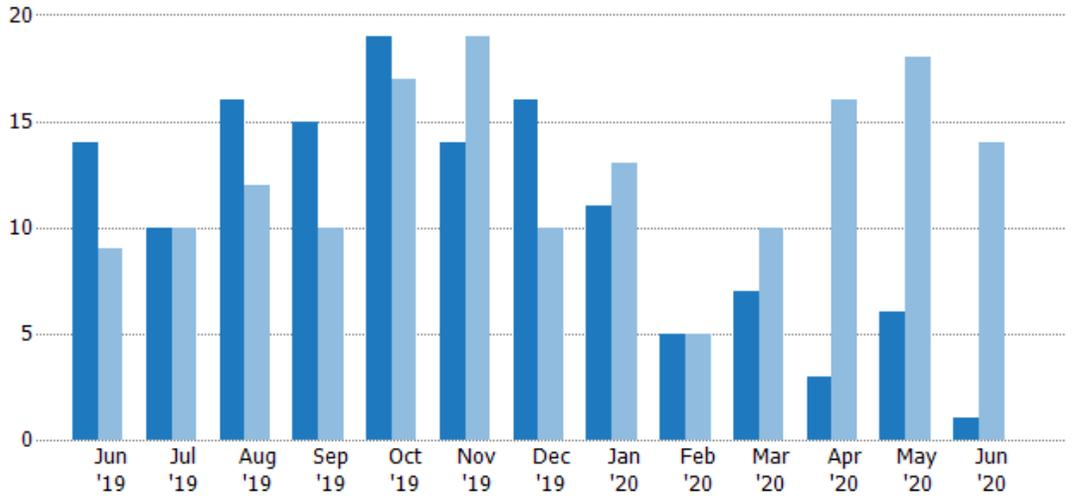
Current Year	\$4.28M	\$5.95M	\$7.13M	\$6.36M	\$4.81M	\$4.18M	\$1.67M	\$1.79M	\$1.87M	\$2.08M	\$1.45M	\$1.46M	\$3.76M
Prior Year	\$3.55M	\$2.26M	\$4.95M	\$4.75M	\$3.42M	\$1.69M	\$1.81M	\$2.08M	\$3.96M	\$5.02M	\$8.53M	\$3.72M	\$4.28M
Percent Change from Prior Year	21%	164%	44%	34%	41%	147%	-8%	-14%	-53%	-59%	-83%	-61%	-12%

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



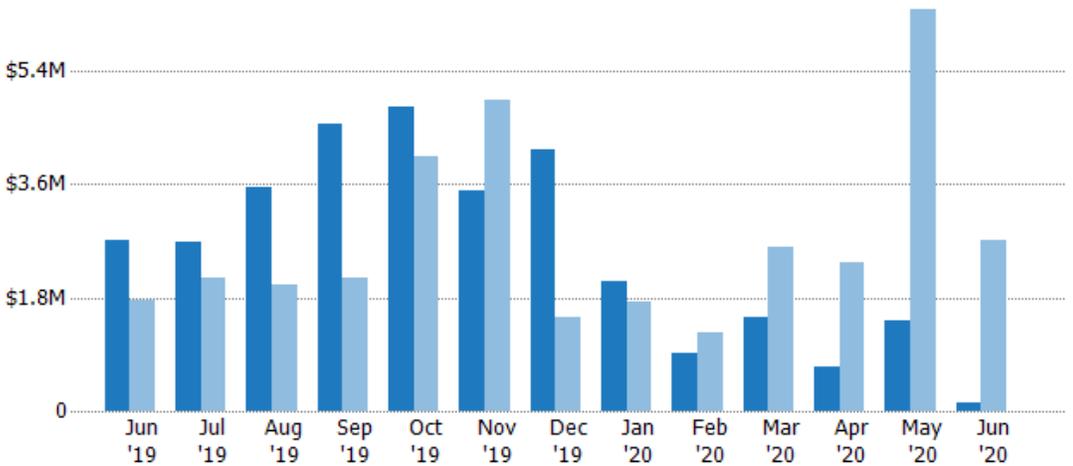
Month/Year	Count	% Chg.
Jun '20	1	-92.9%
Jun '19	14	55.6%
Jun '18	9	-11.1%

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



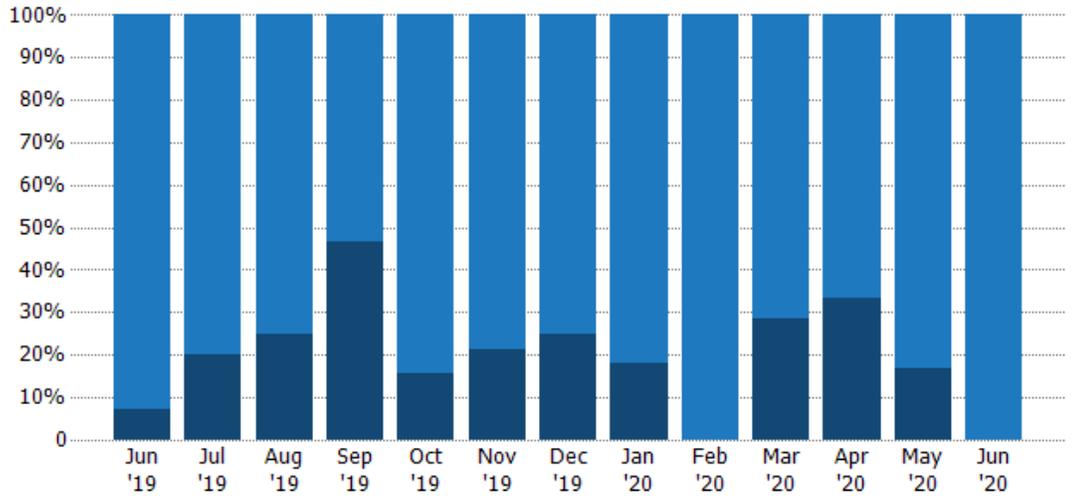
Month/Year	Volume	% Chg.
Jun '20	\$132K	-95.2%
Jun '19	\$2.72M	53.6%
Jun '18	\$1.77M	-60.9%

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



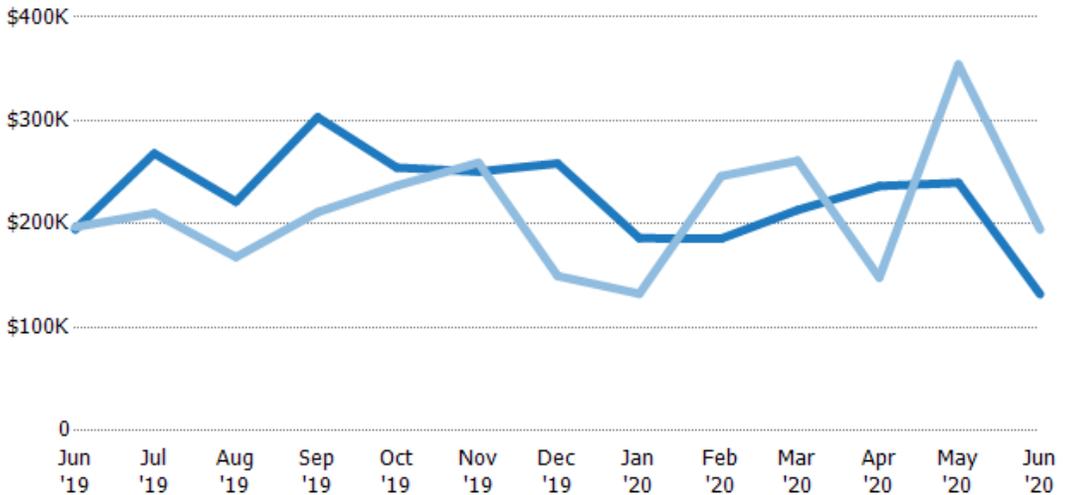
Condo/Townhouse	93%	80%	75%	53%	84%	79%	75%	82%	100%	71%	67%	83%	100%
Single Family Residence	7%	20%	25%	47%	16%	21%	25%	18%	-	29%	33%	17%	-

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	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K
Prior Year	\$197K	\$210K	\$168K	\$211K	\$237K	\$259K	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K
Percent Change from Prior Year	-1%	27%	32%	43%	7%	-3%	73%	41%	-25%	-18%	60%	-32%	-32%

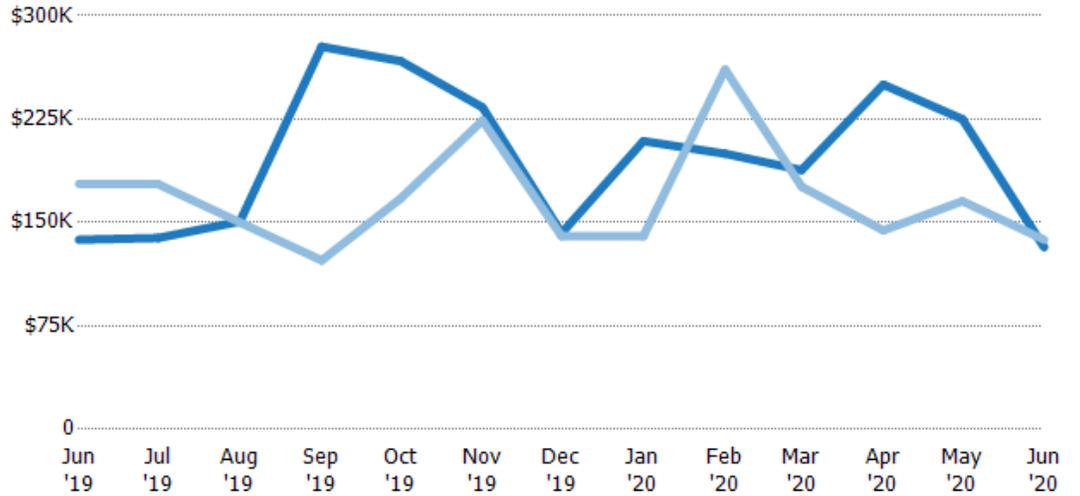
Median Sales Price

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.
Jun '20	\$132K	-4%
Jun '19	\$138K	-22.8%
Jun '18	\$178K	-46.8%



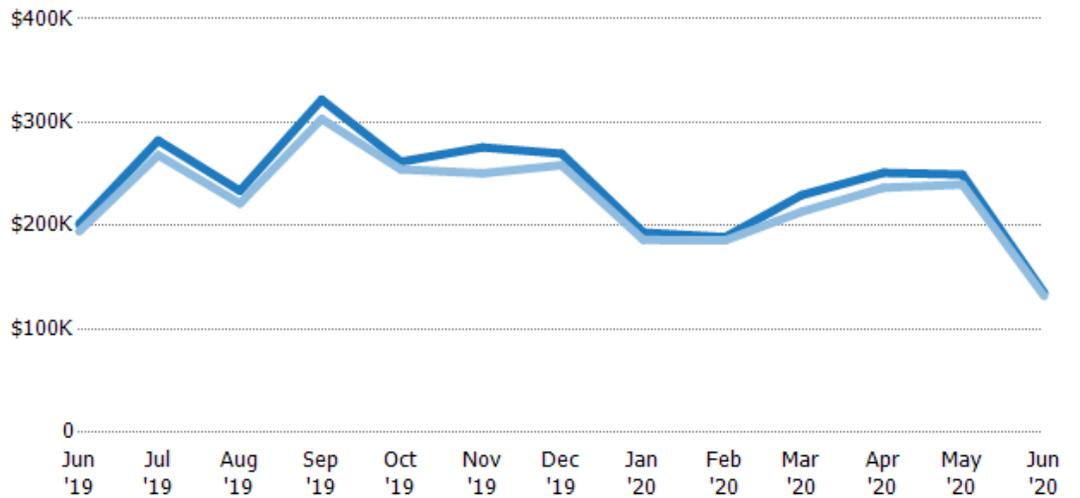
Current Year	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K
Prior Year	\$178K	\$178K	\$150K	\$123K	\$168K	\$224K	\$140K	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K
Percent Change from Prior Year	-23%	-22%	1%	127%	59%	4%	2%	49%	-23%	7%	73%	36%	-4%

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



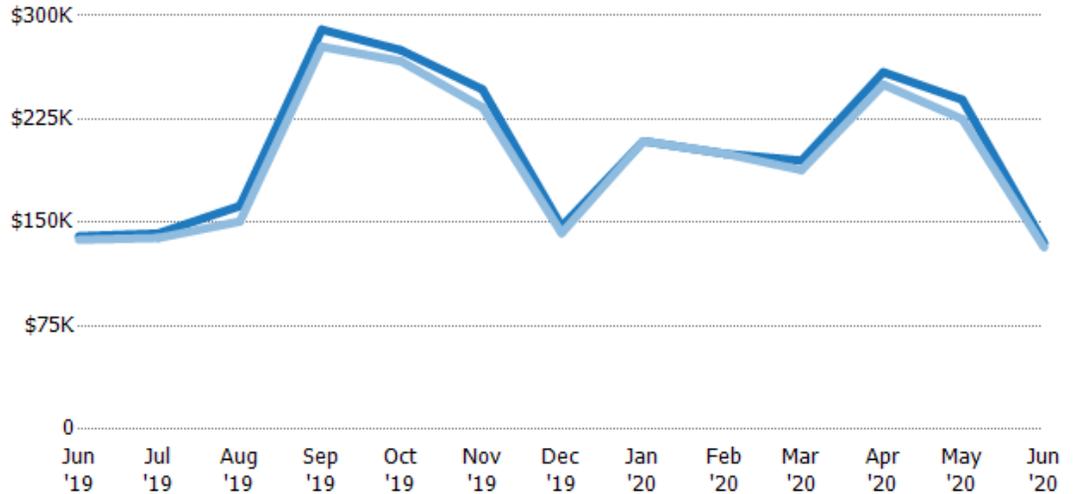
Avg List Price	\$202K	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K
Avg Sales Price	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	94%	97%	91%	96%	96%	98%	93%	94%	96%	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



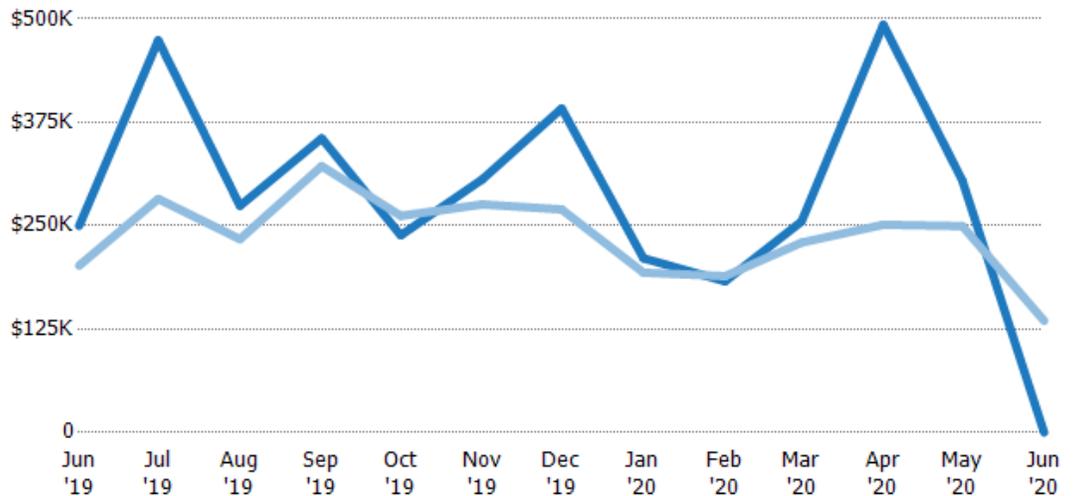
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$140K	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K
Median Sales Price	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K
Med Sales Price as a % of Med List Price	98%	98%	93%	96%	97%	95%	97%	100%	100%	96%	97%	94%	98%

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



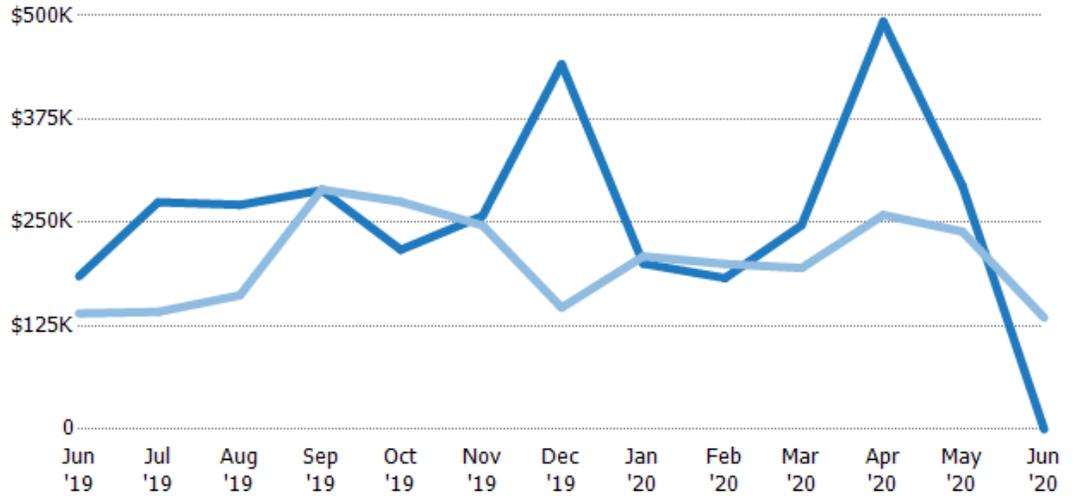
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$250K	\$474K	\$274K	\$356K	\$238K	\$306K	\$392K	\$211K	\$183K	\$255K	\$493K	\$304K	\$0
Avg Sales Price	\$202K	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K
Avg Sales Price as a % of Avg Est Value	81%	60%	85%	91%	110%	90%	69%	92%	103%	90%	51%	82%	100%

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



Median Est Value	\$185K	\$275K	\$271K	\$289K	\$217K	\$258K	\$441K	\$200K	\$183K	\$247K	\$493K	\$295K	\$0
Median Sales Price	\$140K	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K
Med Sales Price as a % of Med Est Value	76%	52%	60%	100%	127%	96%	33%	104%	109%	79%	53%	81%	100%