

## 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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	29	-27.6%	75	126	-40.5%
New Listing Volume	\$8,110,800	\$11,957,300	-32.2%	\$24,647,500	\$40,935,150	-39.8%
Active Listing Count	54	66	-18.2%	N/A	N/A	
Active Listing Volume	\$22,722,500	\$29,356,150	-22.6%	N/A	N/A	
Average Listing Price	\$420,787	\$444,790	-5.4%	\$438,184	\$411,373	+6.5%
Median Listing Price	\$262,000	\$309,450	-15.3%	\$277,230	\$307,969	-10%
Median Days in RPR	186	84	+121.4%	155.85	98.02	+59%
Months of Inventory	54	4.7	+1,045.5%	4.9	6.3	-22.8%
Absorption Rate	1.85%	21.21%	-19.4%	20.57%	15.89%	+4.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	28	17	+64.7%	71	101	-29.7%
New Pending Sales Volume	\$8,660,300	\$4,577,700	+89.2%	\$18,920,300	\$26,393,300	-28.3%
Pending Sales Count	27	22	+22.7%	N/A	N/A	
Pending Sales Volume	\$9,028,900	\$5,939,300	+52%	N/A	N/A	
Closed Sales Count	9	10	-10%	42	86	-51.2%
Closed Sales Volume	\$2,023,000	\$2,682,000	-24.6%	\$8,776,400	\$19,715,500	-55.5%
Average Sales Price	\$224,778	\$268,200	-16.2%	\$208,962	\$229,250	-8.8%
Median Sales Price	\$200,000	\$138,750	+44.1%	\$205,869	\$156,797	+31.3%

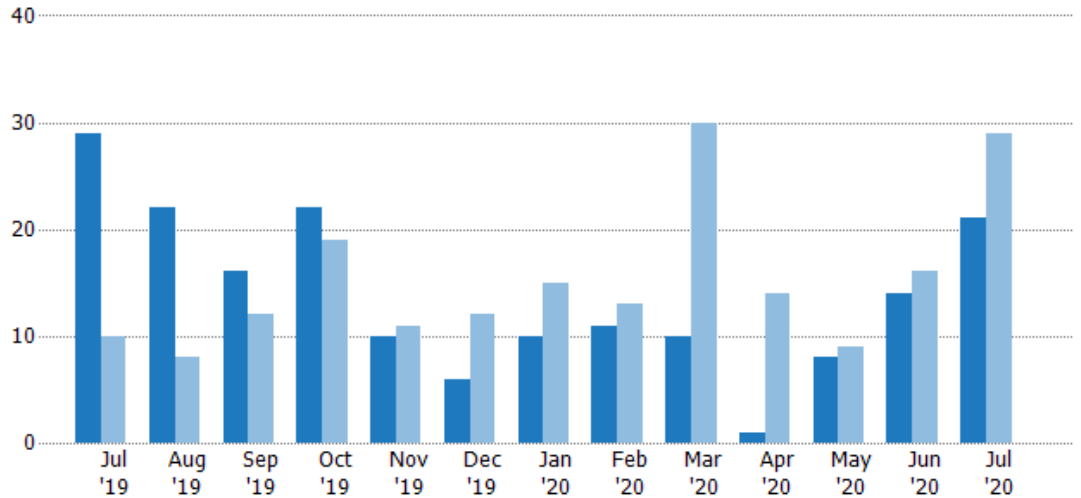
## New Listings

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.
Jul '20	21	-27.6%
Jul '19	29	190%
Jul '18	10	80%



Current Year	29	22	16	22	10	6	10	11	10	1	8	14	21
Prior Year	10	8	12	19	11	12	15	13	30	14	9	16	29
Percent Change from Prior Year	190%	175%	33%	16%	-9%	-50%	-33%	-15%	-67%	-93%	-11%	-13%	-28%

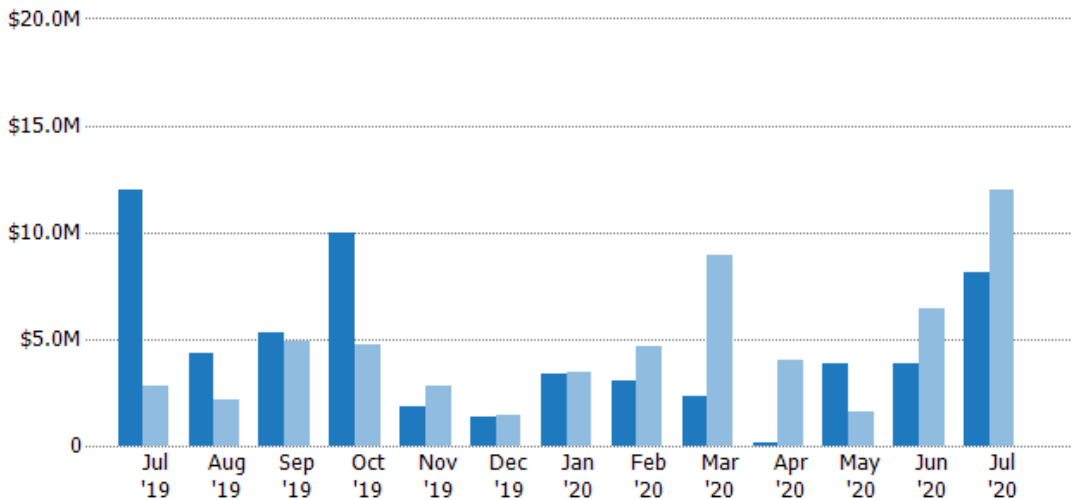
## New Listing Volume

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.
Jul '20	\$8.11M	-32.2%
Jul '19	\$12M	332.3%
Jul '18	\$2.77M	124.2%



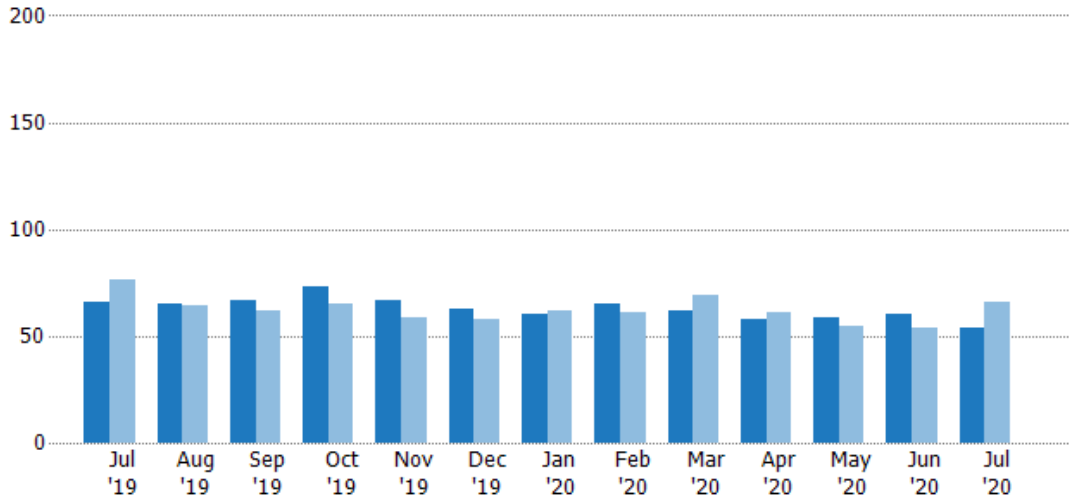
Current Year	\$12M	\$4.36M	\$5.34M	\$9.94M	\$1.81M	\$1.38M	\$3.34M	\$3.04M	\$2.34M	\$120K	\$3.83M	\$3.86M	\$8.11M
Prior Year	\$2.77M	\$2.15M	\$4.87M	\$4.75M	\$2.79M	\$1.41M	\$3.43M	\$4.62M	\$8.96M	\$3.99M	\$1.57M	\$6.4M	\$12M
Percent Change from Prior Year	332%	103%	10%	109%	-35%	-2%	-3%	-34%	-74%	-97%	144%	-40%	-32%

## 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



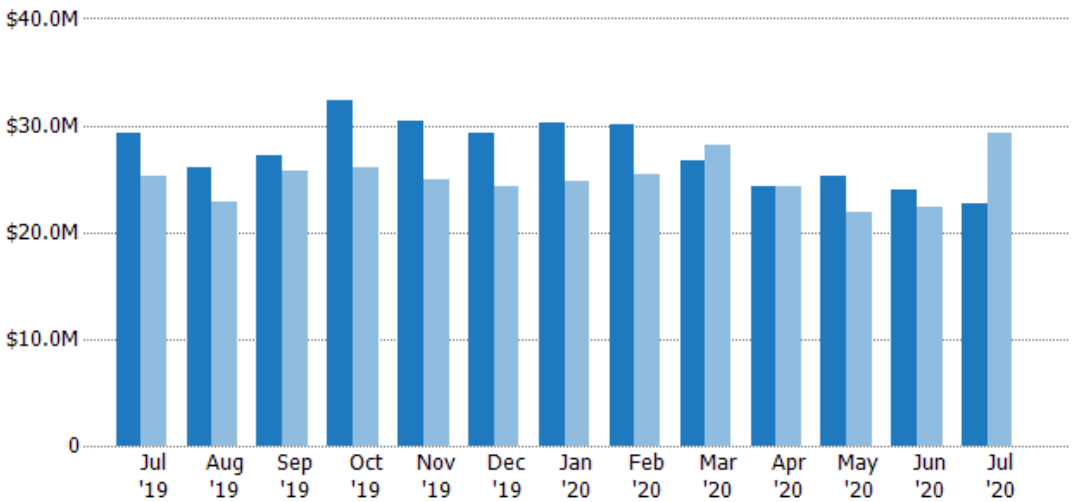
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	66	65	67	73	67	63	60	65	62	58	59	60	54
Prior Year	76	64	62	65	59	58	62	61	69	61	55	54	66
Percent Change from Prior Year	-13%	2%	8%	12%	14%	9%	-3%	7%	-10%	-5%	7%	11%	-18%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$29.4M	\$26.1M	\$27.3M	\$32.4M	\$30.5M	\$29.3M	\$30.2M	\$30.1M	\$26.6M	\$24.3M	\$25.2M	\$24M	\$22.7M
Prior Year	\$25.2M	\$22.8M	\$25.8M	\$26M	\$24.9M	\$24.3M	\$24.8M	\$25.4M	\$28.1M	\$24.2M	\$21.9M	\$22.3M	\$29.4M
Percent Change from Prior Year	17%	15%	6%	24%	22%	21%	22%	18%	-5%	1%	15%	8%	-23%

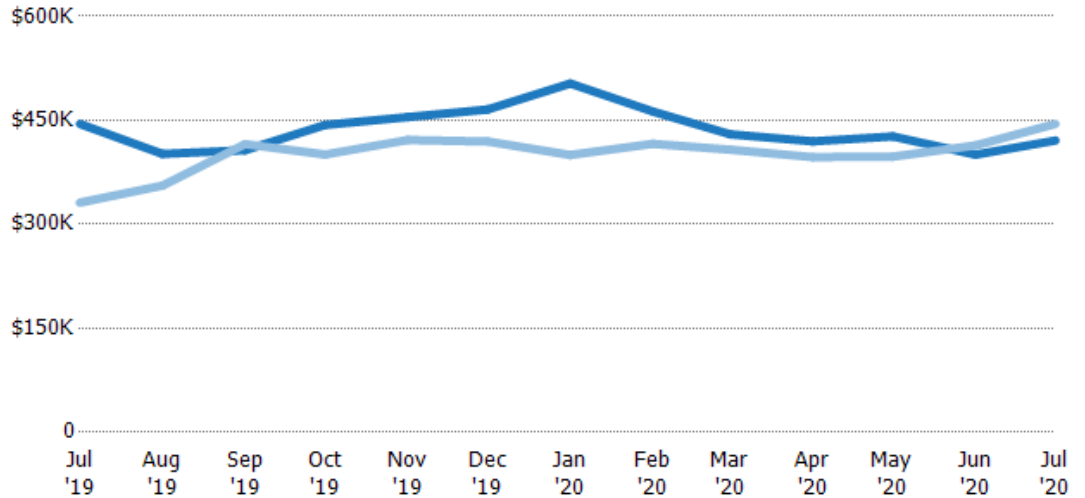
## Average Listing Price

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.
Jul '20	\$421K	-5.4%
Jul '19	\$445K	34.3%
Jul '18	\$331K	-3.3%



Current Year	\$445K	\$401K	\$407K	\$443K	\$455K	\$466K	\$503K	\$463K	\$430K	\$420K	\$427K	\$400K	\$421K
Prior Year	\$331K	\$356K	\$416K	\$401K	\$422K	\$419K	\$400K	\$416K	\$408K	\$397K	\$398K	\$414K	\$445K
Percent Change from Prior Year	34%	13%	-2%	11%	8%	11%	26%	11%	5%	6%	7%	-3%	-5%

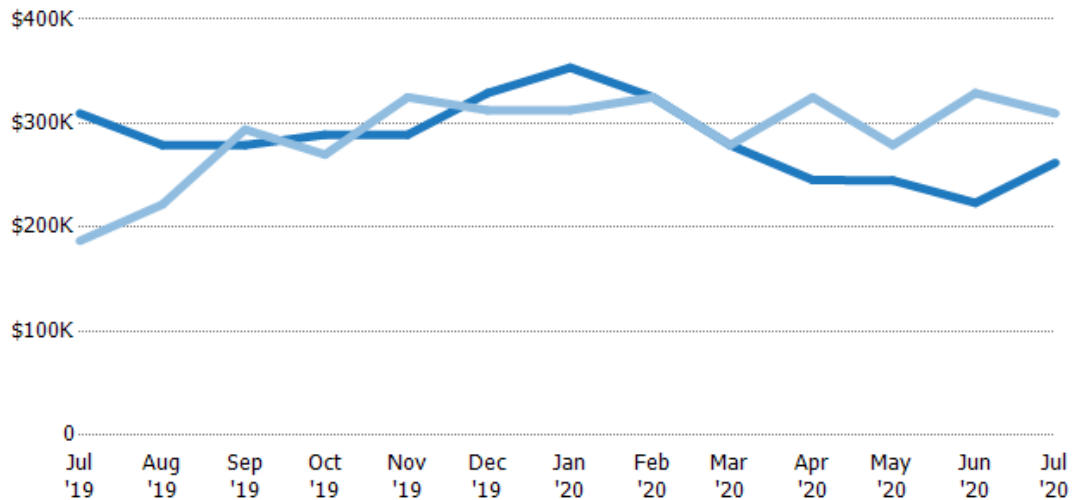
## Median Listing Price

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.
Jul '20	\$262K	-15.3%
Jul '19	\$309K	65.5%
Jul '18	\$187K	-6.4%



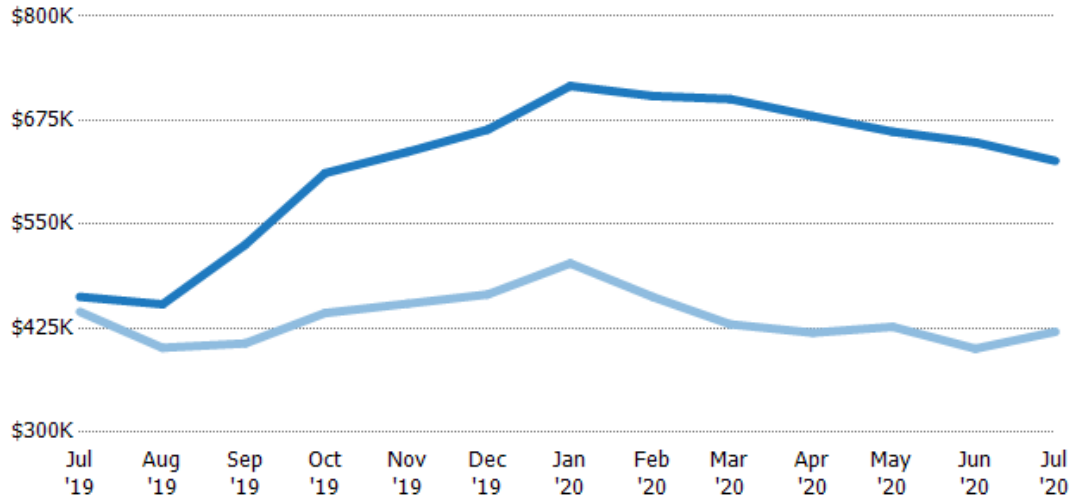
Current Year	\$309K	\$279K	\$279K	\$289K	\$289K	\$329K	\$354K	\$325K	\$279K	\$246K	\$245K	\$223K	\$262K
Prior Year	\$187K	\$222K	\$294K	\$270K	\$325K	\$313K	\$313K	\$325K	\$279K	\$325K	\$279K	\$329K	\$309K
Percent Change from Prior Year	66%	26%	-5%	7%	-11%	5%	13%	0%	0%	-24%	-12%	-32%	-15%

## 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



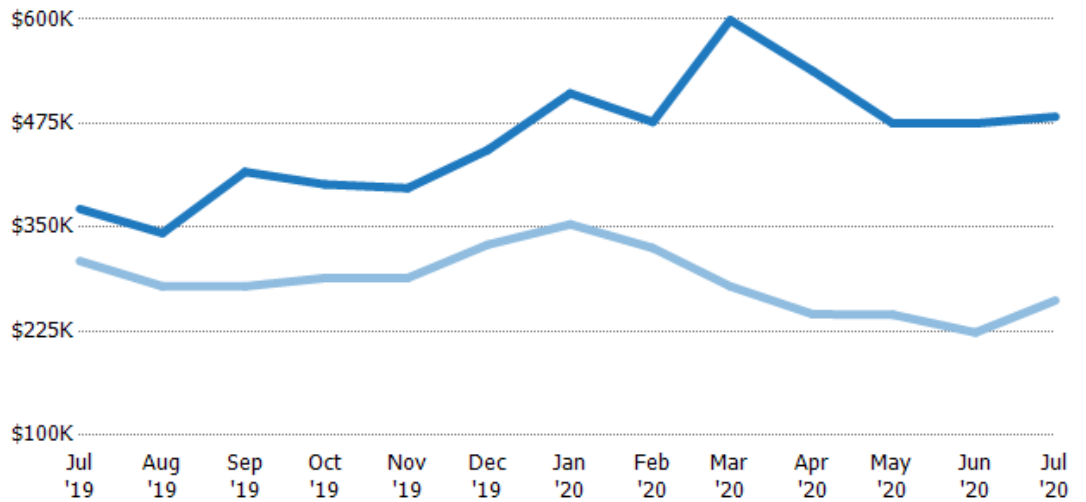
Avg Est Value	\$463K	\$454K	\$525K	\$611K	\$637K	\$664K	\$716K	\$704K	\$701K	\$680K	\$661K	\$648K	\$626K
Avg Listing Price	\$445K	\$401K	\$407K	\$443K	\$455K	\$466K	\$503K	\$463K	\$430K	\$420K	\$427K	\$400K	\$421K
Avg Listing Price as a % of Avg Est Value	96%	88%	77%	73%	71%	70%	70%	66%	61%	62%	65%	62%	67%

## 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	\$372K	\$343K	\$417K	\$402K	\$397K	\$443K	\$511K	\$477K	\$599K	\$538K	\$475K	\$475K	\$483K
Median Listing Price	\$309K	\$279K	\$279K	\$289K	\$289K	\$329K	\$354K	\$325K	\$279K	\$246K	\$245K	\$223K	\$262K
Med Listing Price as a % of Med Est Value	83%	81%	67%	72%	73%	74%	69%	68%	47%	46%	52%	47%	54%

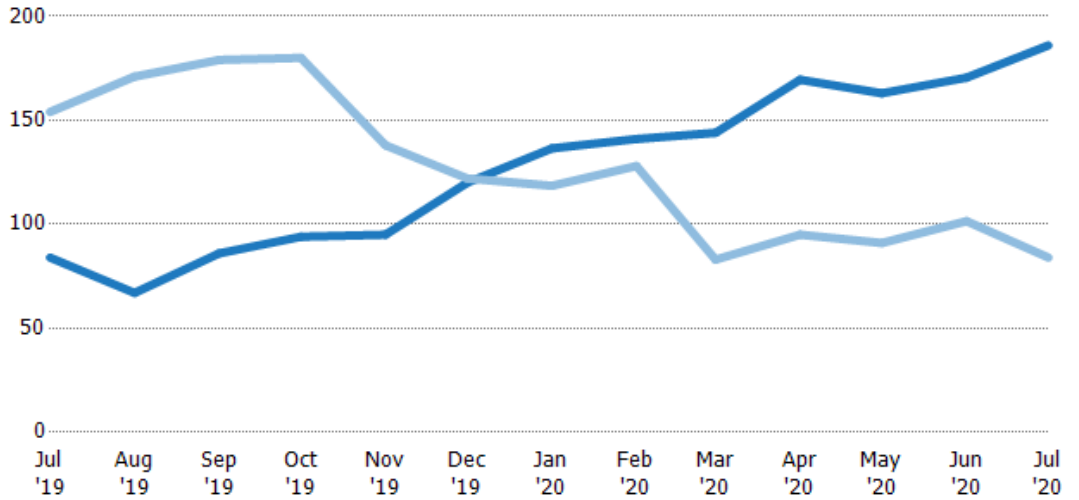
## Median Days in RPR

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.
Jul '20	186	121.4%
Jul '19	84	-45.5%
Jul '18	154	10.4%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	84	67	86	94	95	120	137	141	144	170	163	171	186
Prior Year	154	171	179	180	138	122	119	128	83	95	91	102	84
Percent Change from Prior Year	-45%	-61%	-52%	-48%	-31%	-2%	15%	10%	73%	78%	79%	68%	121%

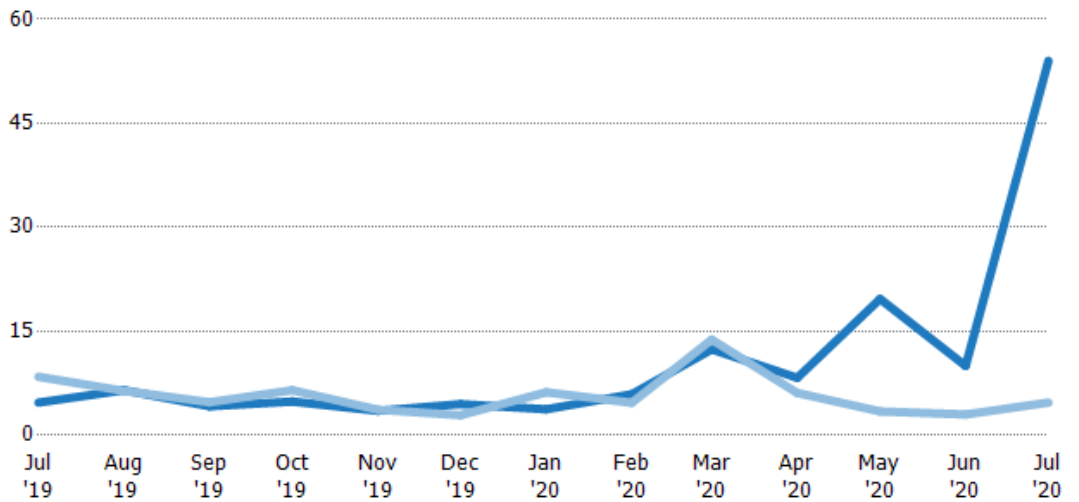
## Months of Inventory

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.
Jul '20	54	1,045.5%
Jul '19	4.71	-44.2%
Jul '18	8.44	70.9%



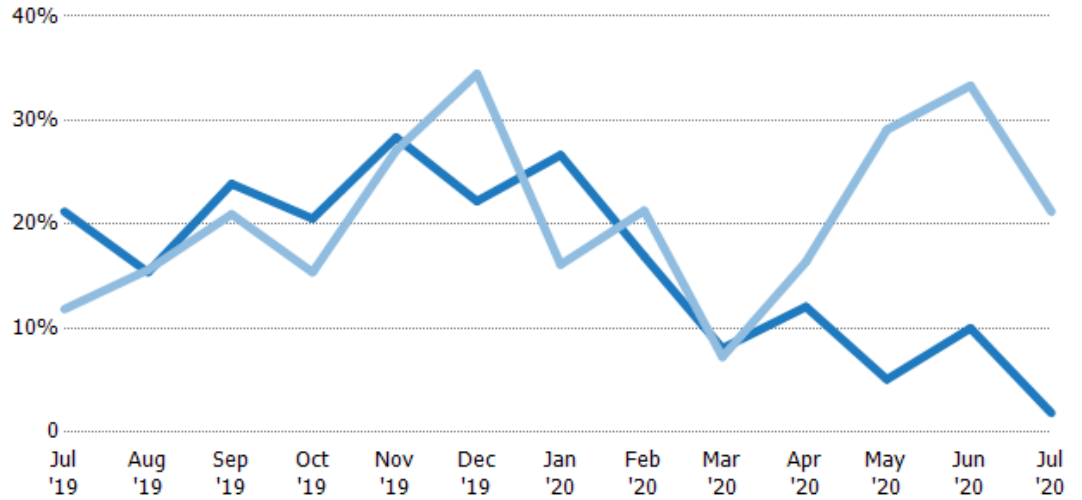
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	4.71	6.5	4.19	4.87	3.53	4.5	3.75	5.91	12.4	8.29	19.7	10	54
Prior Year	8.44	6.4	4.77	6.5	3.69	2.9	6.2	4.69	13.8	6.1	3.44	3	4.71
Percent Change from Prior Year	-44%	2%	-12%	-25%	-4%	55%	-40%	26%	-10%	36%	472%	233%	1,045%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



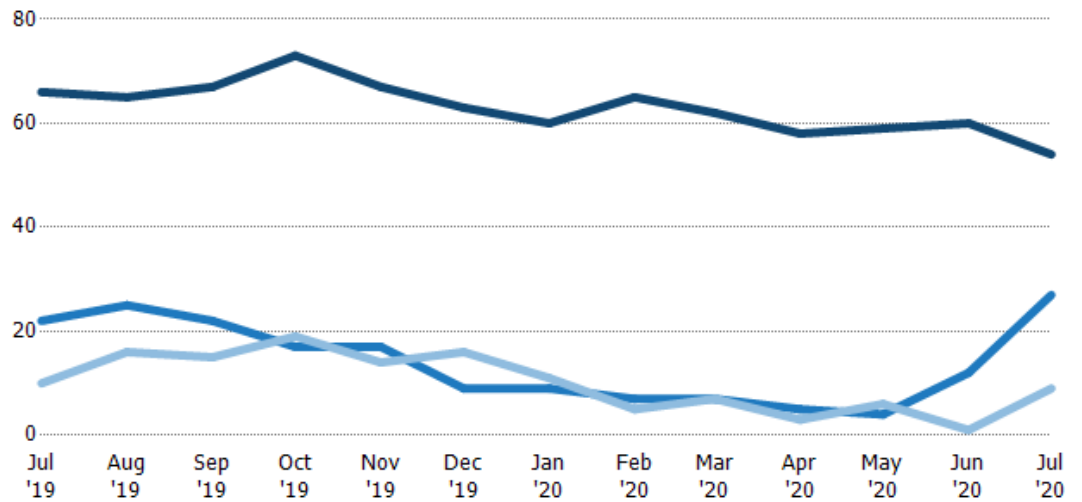
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	21%	15%	24%	21%	28%	22%	27%	17%	8%	12%	5%	10%	2%
Prior Year	12%	16%	21%	15%	27%	34%	16%	21%	7%	16%	29%	33%	21%
Change from Prior Year	-9%	0%	-3%	-5%	-1%	12%	-11%	4%	-1%	4%	24%	23%	19%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	66	65	67	73	67	63	60	65	62	58	59	60	54
Pending	22	25	22	17	17	9	9	7	7	5	4	12	27
Sold	10	16	15	19	14	16	11	5	7	3	6	1	9

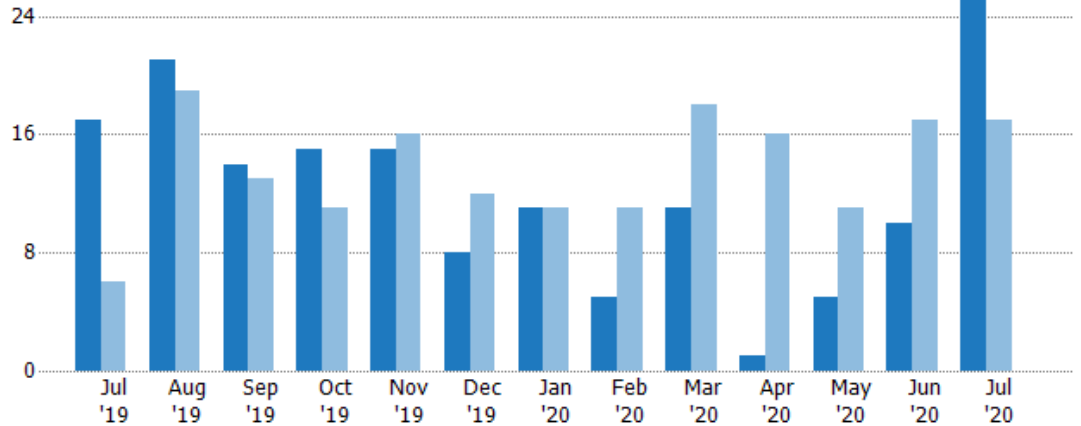
## New Pending Sales

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.
Jul '20	28	64.7%
Jul '19	17	183.3%
Jul '18	6	66.7%



Current Year	17	21	14	15	15	8	11	5	11	1	5	10	28
Prior Year	6	19	13	11	16	12	11	11	18	16	11	17	17
Percent Change from Prior Year	183%	11%	8%	36%	-6%	-33%	0%	-55%	-39%	-94%	-55%	-41%	65%

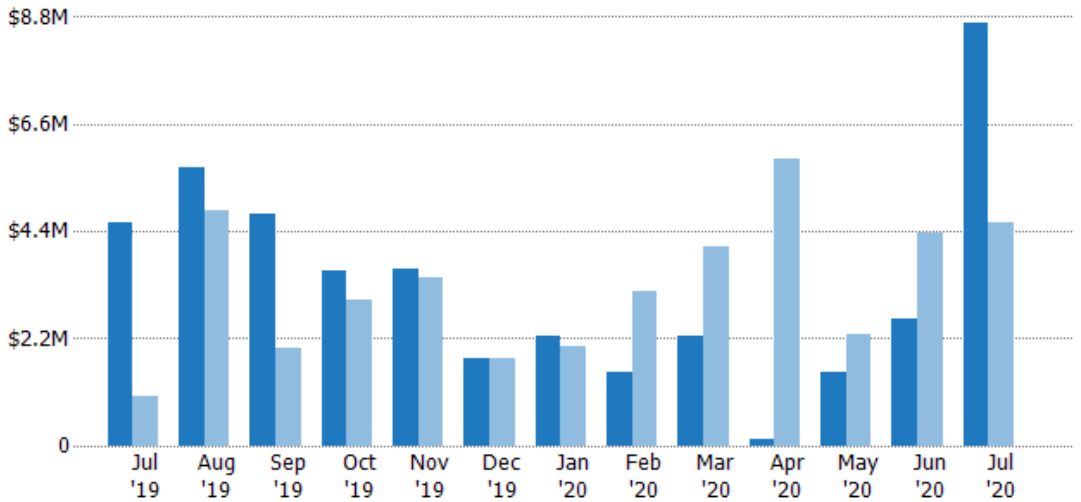
## New Pending Sales Volume

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.
Jul '20	\$8.66M	89.2%
Jul '19	\$4.58M	353.5%
Jul '18	\$1.01M	19.9%



Current Year	\$4.58M	\$5.72M	\$4.75M	\$3.58M	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M
Prior Year	\$1.01M	\$4.84M	\$1.99M	\$3.01M	\$3.44M	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M
Percent Change from Prior Year	354%	18%	139%	19%	6%	1%	10%	-52%	-45%	-98%	-34%	-40%	89%



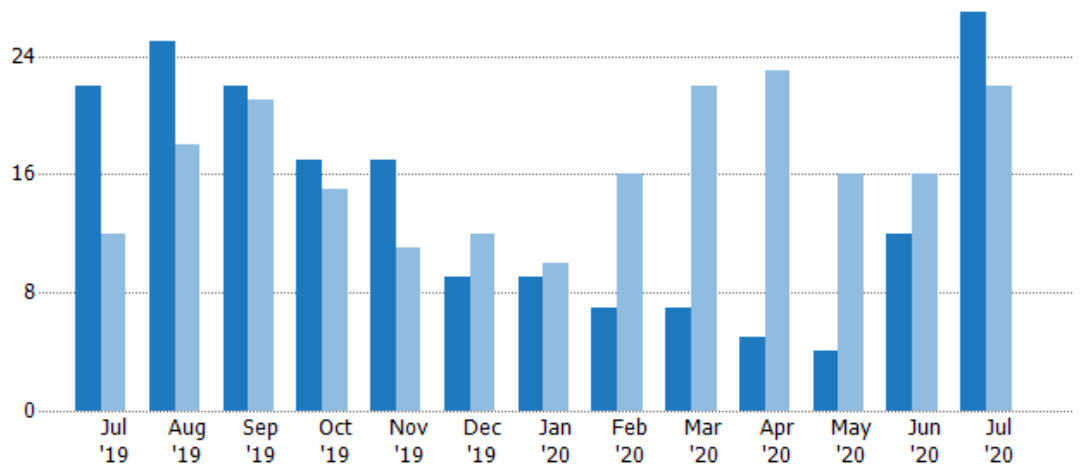
## Pending Sales

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.
Jul '20	27	22.7%
Jul '19	22	83.3%
Jul '18	12	33.3%



Current Year	22	25	22	17	17	9	9	7	7	5	4	12	27
Prior Year	12	18	21	15	11	12	10	16	22	23	16	16	22
Percent Change from Prior Year	83%	39%	5%	13%	55%	-25%	-10%	-56%	-68%	-78%	-75%	-25%	23%

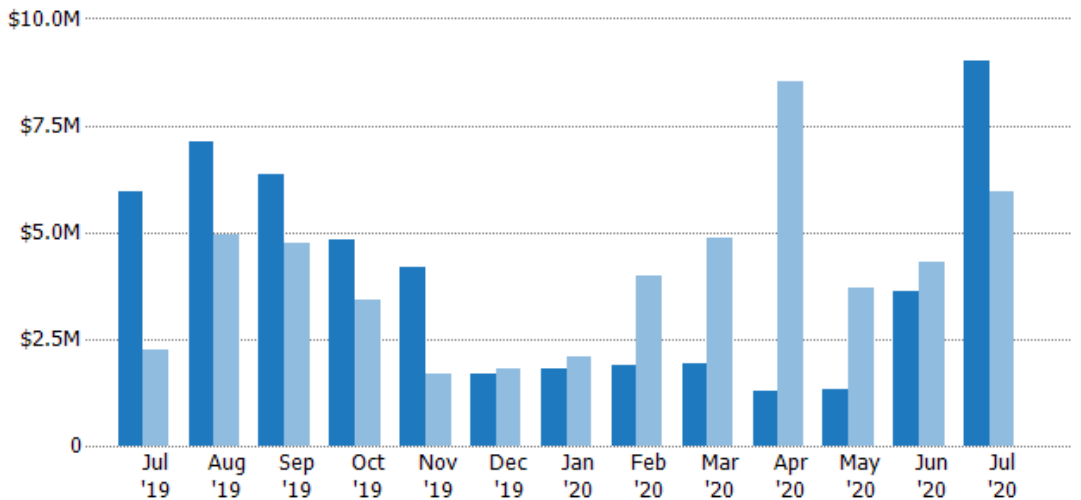
## Pending Sales Volume

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.
Jul '20	\$9.03M	52%
Jul '19	\$5.94M	163.2%
Jul '18	\$2.26M	75.3%



Current Year	\$5.94M	\$7.13M	\$6.36M	\$4.81M	\$4.18M	\$1.67M	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.03M
Prior Year	\$2.26M	\$4.95M	\$4.75M	\$3.42M	\$1.69M	\$1.81M	\$2.08M	\$3.96M	\$4.86M	\$8.53M	\$3.72M	\$4.28M	\$5.94M
Percent Change from Prior Year	163%	44%	34%	41%	147%	-8%	-14%	-53%	-60%	-85%	-65%	-16%	52%

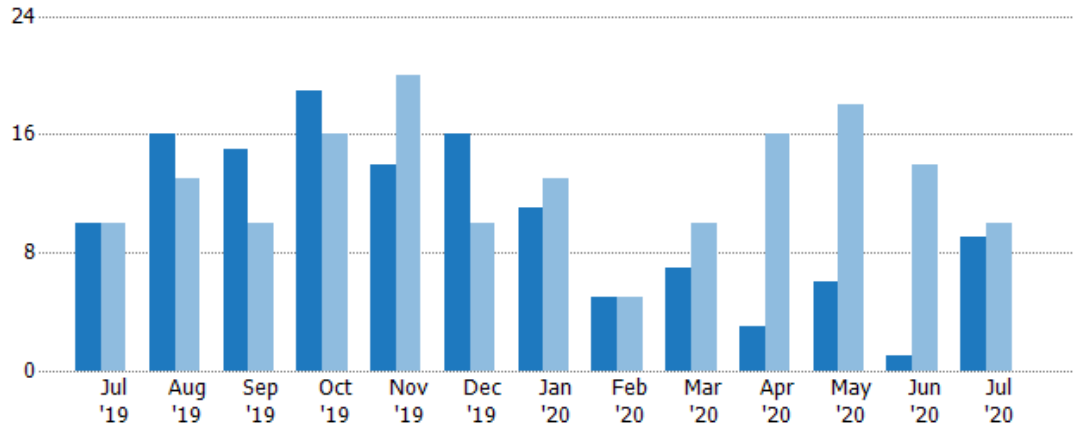
## Closed Sales

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.
Jul '20	9	-10%
Jul '19	10	0%
Jul '18	10	-60%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	10	16	15	19	14	16	11	5	7	3	6	1	9
Prior Year	10	13	10	16	20	10	13	5	10	16	18	14	10
Percent Change from Prior Year	0%	23%	50%	19%	-30%	60%	-15%	0%	-30%	-81%	-67%	-93%	-10%

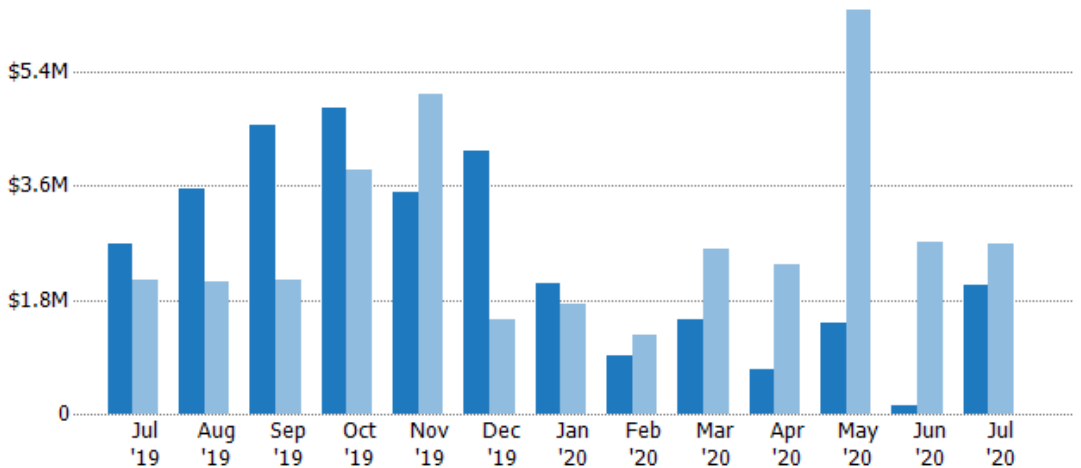
## Closed Sales Volume

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.
Jul '20	\$2.02M	-24.6%
Jul '19	\$2.68M	27.4%
Jul '18	\$2.1M	-81.4%



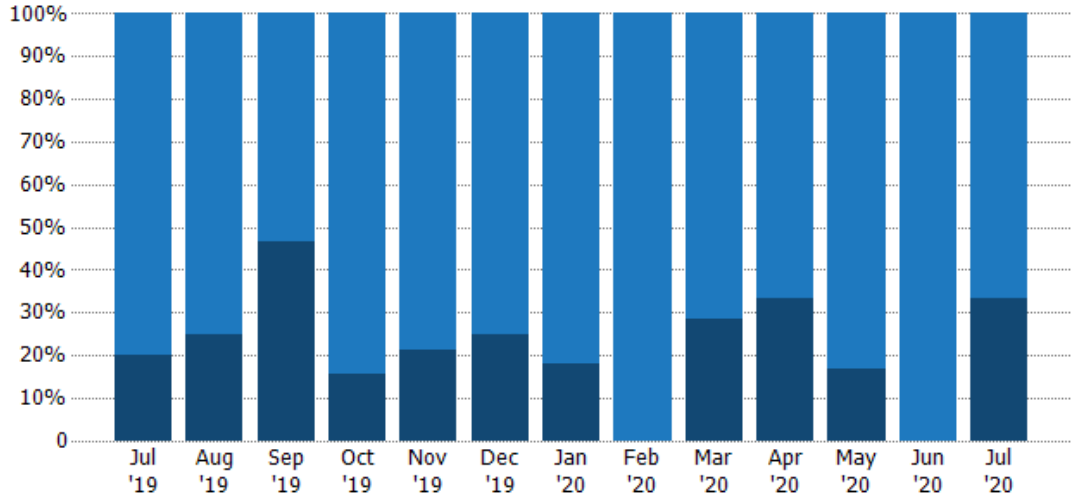
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$2.68M	\$3.54M	\$4.55M	\$4.84M	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M
Prior Year	\$2.1M	\$2.09M	\$2.11M	\$3.86M	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M
Percent Change from Prior Year	27%	69%	115%	25%	-30%	176%	19%	-25%	-43%	-70%	-77%	-95%	-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%	75%	53%	84%	79%	75%	82%	100%	71%	67%	83%	100%	67%
Single Family Residence	20%	25%	47%	16%	21%	25%	18%	-	29%	33%	17%	-	33%

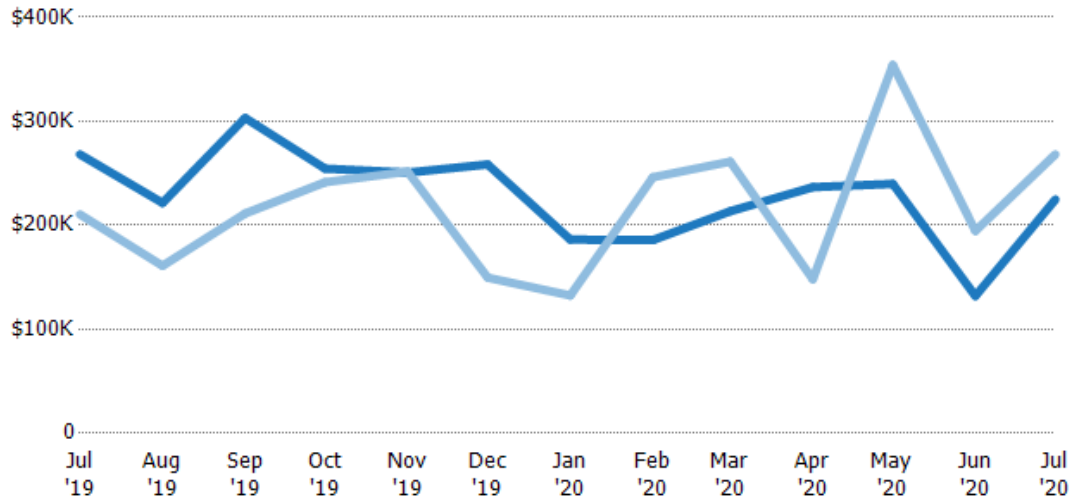
## Average Sales Price

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.
Jul '20	\$225K	-16.2%
Jul '19	\$268K	27.4%
Jul '18	\$210K	-53.6%



Current Year	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K
Prior Year	\$210K	\$161K	\$211K	\$241K	\$252K	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$268K
Percent Change from Prior Year	27%	38%	43%	5%	0%	73%	41%	-25%	-18%	60%	-32%	-32%	-16%

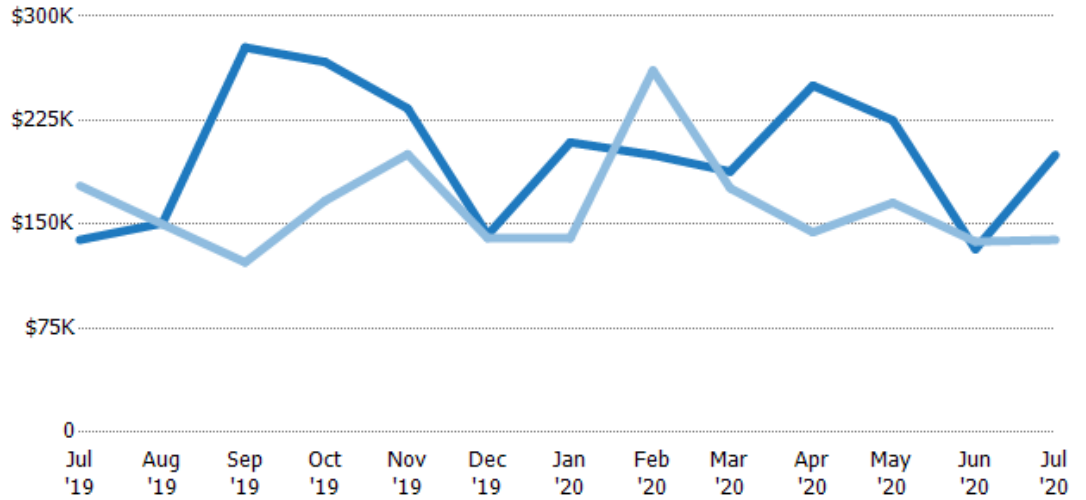
## Median Sales Price

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.
Jul '20	\$200K	44.1%
Jul '19	\$139K	-21.9%
Jul '18	\$178K	-64.7%



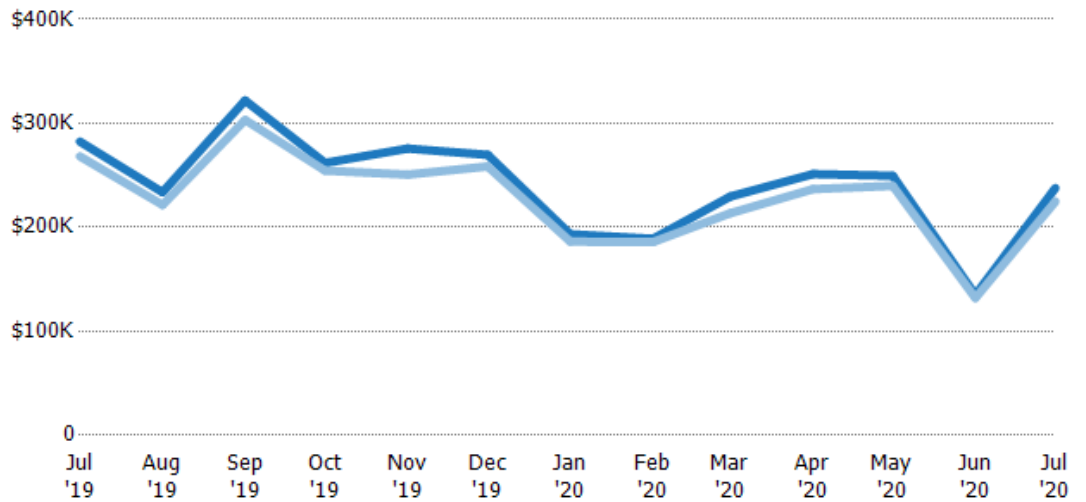
Current Year	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K
Prior Year	\$178K	\$150K	\$123K	\$167K	\$201K	\$140K	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K	\$139K
Percent Change from Prior Year	-22%	1%	127%	60%	16%	2%	49%	-23%	7%	73%	36%	-4%	44%

## 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



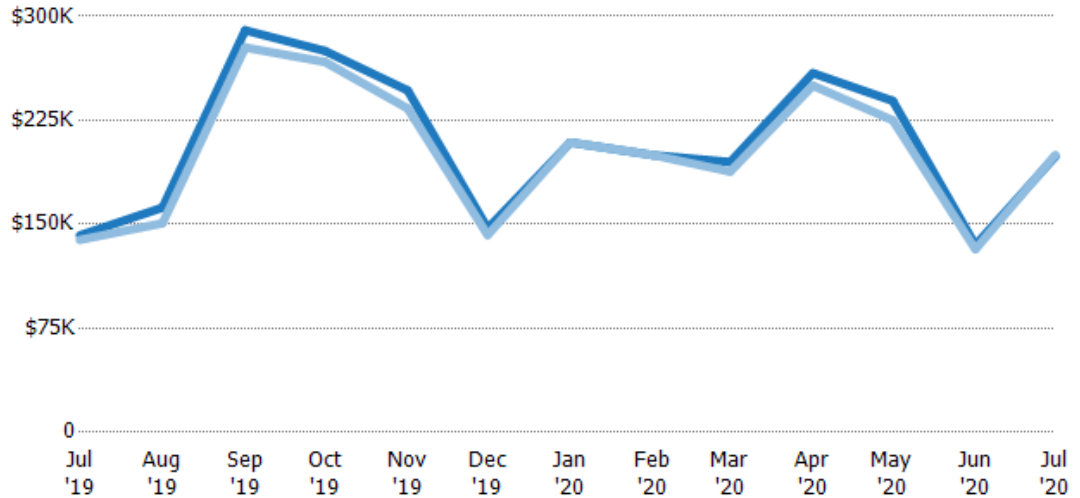
Avg List Price	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K
Avg Sales Price	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K
Avg Sales Price as a % of Avg List Price	95%	95%	94%	97%	91%	96%	96%	98%	93%	94%	96%	98%	95%

## 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



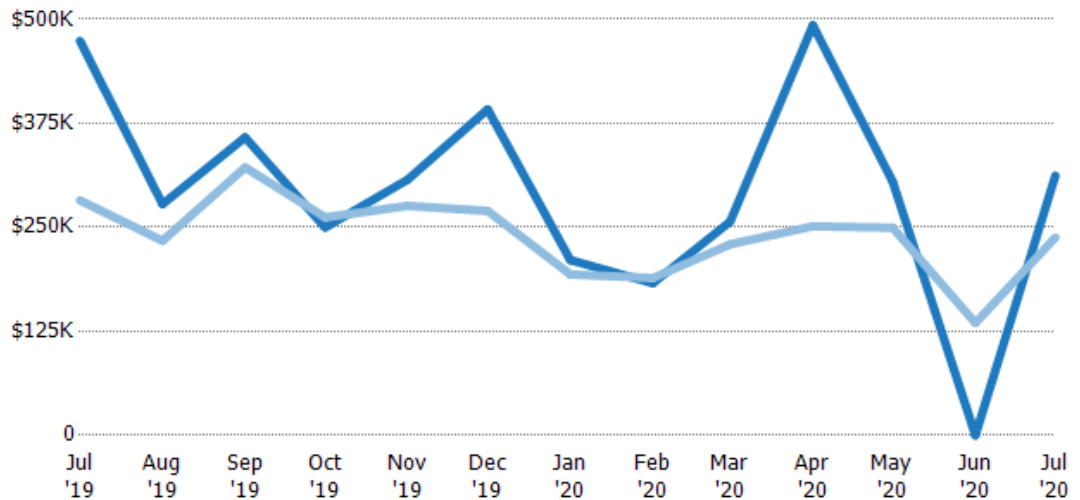
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K
Median Sales Price	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K
Med Sales Price as a % of Med List Price	98%	93%	96%	97%	95%	97%	100%	100%	96%	97%	94%	98%	101%

## 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



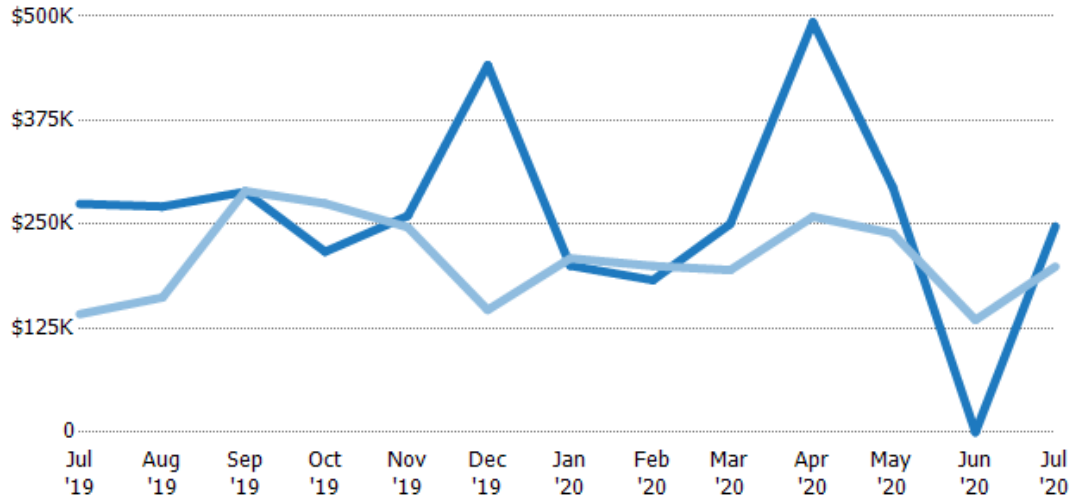
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$474K	\$278K	\$358K	\$250K	\$307K	\$392K	\$211K	\$183K	\$257K	\$493K	\$304K	\$0	\$312K
Avg Sales Price	\$282K	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K
Avg Sales Price as a % of Avg Est Value	60%	84%	90%	105%	90%	69%	92%	103%	89%	51%	82%	100%	76%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$275K	\$271K	\$289K	\$217K	\$260K	\$441K	\$200K	\$183K	\$250K	\$493K	\$295K	\$0	\$247K
Median Sales Price	\$142K	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K
Med Sales Price as a % of Med Est Value	52%	60%	100%	127%	95%	33%	104%	109%	78%	53%	81%	100%	80%

## Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other			1	\$289,000	\$289,000	\$289,000	\$217	\$217	13
Rutland, VT	45	\$14,844,700	9	\$3,683,940	\$409,327	\$265,000	\$174	\$181	14