

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	22	+13.6%	100	148	-32.4%
New Listing Volume	\$10,669,700	\$4,364,700	+144.5%	\$35,302,200	\$45,299,850	-22.1%
Active Listing Count	49	65	-24.6%	N/A	N/A	
Active Listing Volume	\$22,061,800	\$26,096,400	-15.5%	N/A	N/A	
Average Listing Price	\$450,241	\$401,483	+12.1%	\$439,417	\$410,069	+7.2%
Median Listing Price	\$255,000	\$279,000	-8.6%	\$274,377	\$304,149	-9.8%
Median Days in RPR	203	67	+203%	164.91	93.15	+77%
Months of Inventory	5.4	6.5	-16.2%	4.6	6.1	-24.8%
Absorption Rate	18.37%	15.38%	+3%	21.84%	16.43%	+5.4%
Sales Activity Charts Metrics						
New Pending Sales Count	29	21	+38.1%	100	122	-18%
New Pending Sales Volume	\$10,231,400	\$5,722,450	+78.8%	\$29,151,700	\$32,115,750	-9.2%
Pending Sales Count	45	25	+80%	N/A	N/A	
Pending Sales Volume	\$14,844,700	\$7,132,250	+108.1%	N/A	N/A	
Closed Sales Count	10	16	-37.5%	52	102	-49%
Closed Sales Volume	\$3,972,940	\$3,544,500	+12.1%	\$12,749,340	\$23,260,000	-45.2%
Average Sales Price	\$397,294	\$221,531	+79.3%	\$245,180	\$228,039	+7.5%
Median Sales Price	\$277,000	\$150,750	+83.7%	\$219,548	\$155,848	+40.9%

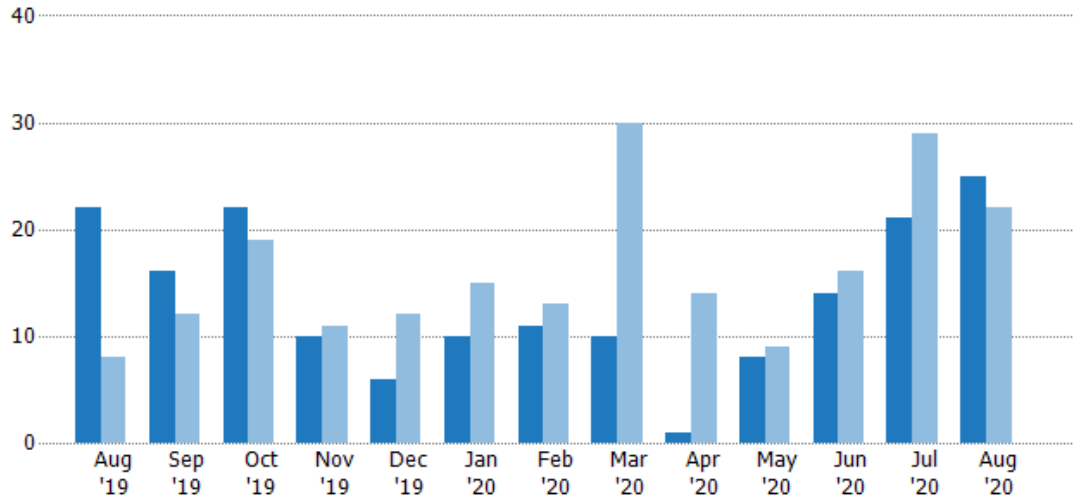
New Listings

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.
Aug '20	25	13.6%
Aug '19	22	175%
Aug '18	8	200%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	22	16	22	10	6	10	11	10	1	8	14	21	25
Prior Year	8	12	19	11	12	15	13	30	14	9	16	29	22
Percent Change from Prior Year	175%	33%	16%	-9%	-50%	-33%	-15%	-67%	-93%	-11%	-13%	-28%	14%

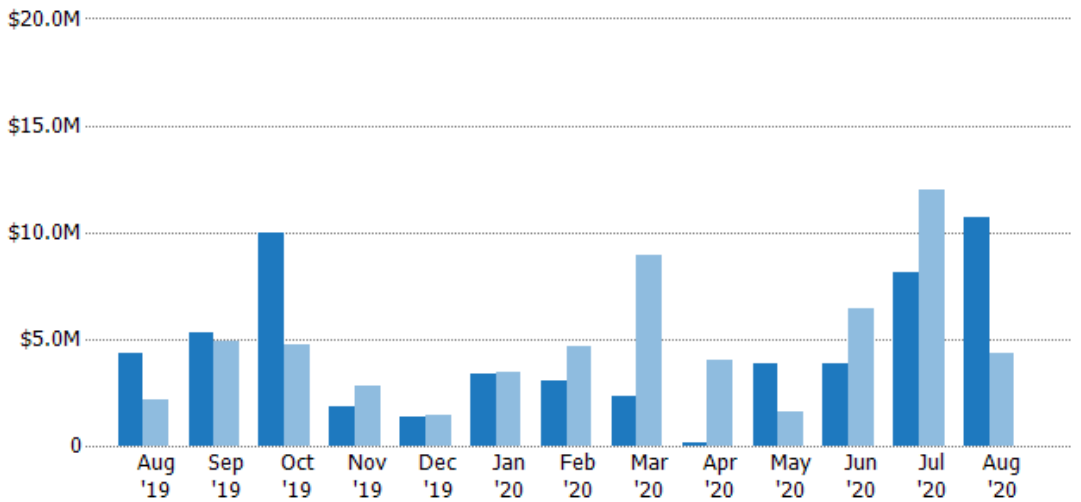
New Listing Volume

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.
Aug '20	\$10.7M	144.5%
Aug '19	\$4.36M	103%
Aug '18	\$2.15M	55.4%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$4.36M	\$5.34M	\$9.94M	\$1.81M	\$1.38M	\$3.34M	\$3.04M	\$2.34M	\$120K	\$3.83M	\$3.86M	\$8.1M	\$10.7M
Prior Year	\$2.15M	\$4.87M	\$4.75M	\$2.79M	\$1.41M	\$3.43M	\$4.62M	\$8.96M	\$3.99M	\$1.57M	\$6.4M	\$12M	\$4.36M
Percent Change from Prior Year	103%	10%	109%	-35%	-2%	-3%	-34%	-74%	-97%	144%	-40%	-32%	144%

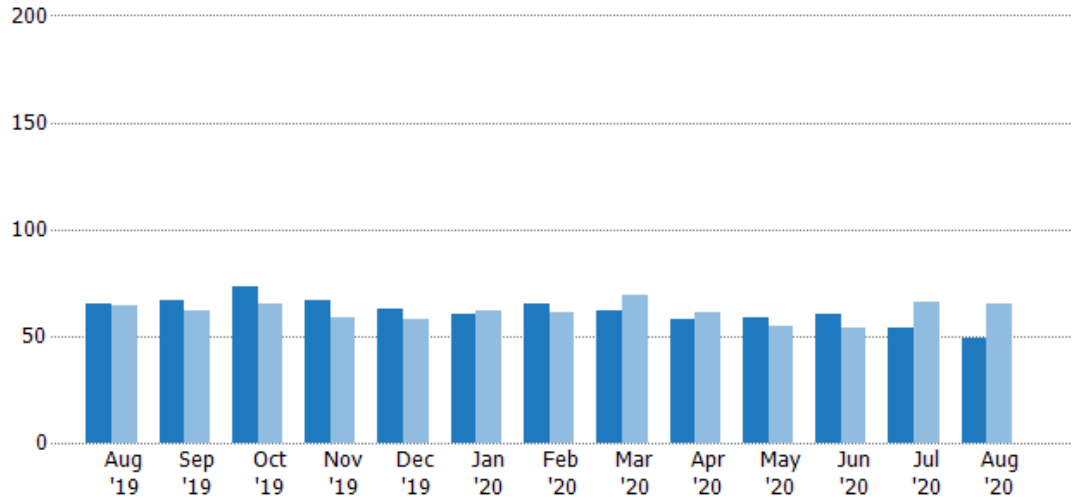
Active Listings

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.
Aug '20	49	-24.6%
Aug '19	65	1.6%
Aug '18	64	73.4%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	65	67	73	67	63	60	65	62	58	59	60	54	49
Prior Year	64	62	65	59	58	62	61	69	61	55	54	66	65
Percent Change from Prior Year	2%	8%	12%	14%	9%	-3%	7%	-10%	-5%	7%	11%	-18%	-25%

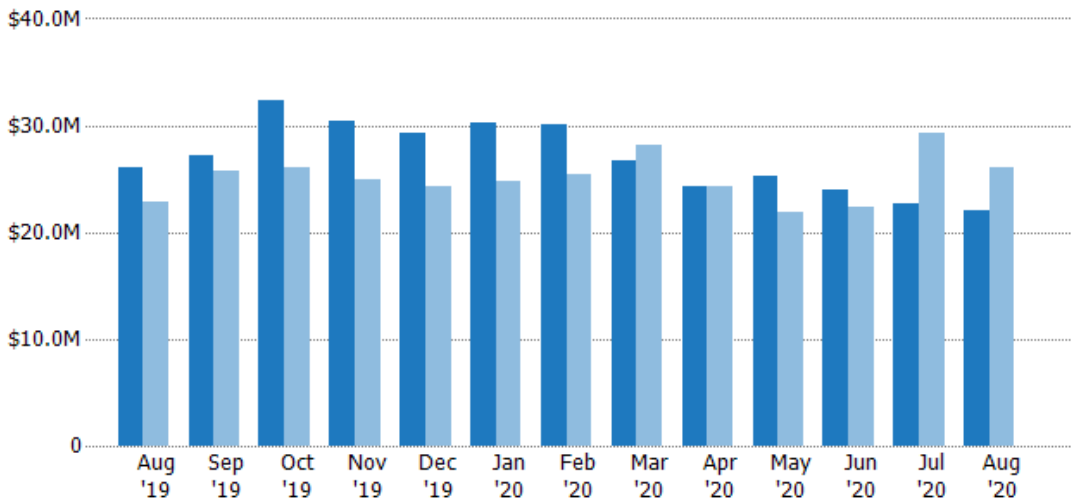
Active Listing Volume

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.
Aug '20	\$22.1M	-15.5%
Aug '19	\$26.1M	14.6%
Aug '18	\$22.8M	46.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$26.1M	\$27.3M	\$32.4M	\$30.5M	\$29.3M	\$30.2M	\$30.1M	\$26.6M	\$24.3M	\$25.2M	\$24M	\$22.7M	\$22.1M
Prior Year	\$22.8M	\$25.8M	\$26M	\$24.9M	\$24.3M	\$24.8M	\$25.4M	\$28.1M	\$24.2M	\$21.9M	\$22.3M	\$29.4M	\$26.1M
Percent Change from Prior Year	15%	6%	24%	22%	21%	22%	18%	-5%	1%	15%	8%	-23%	-15%

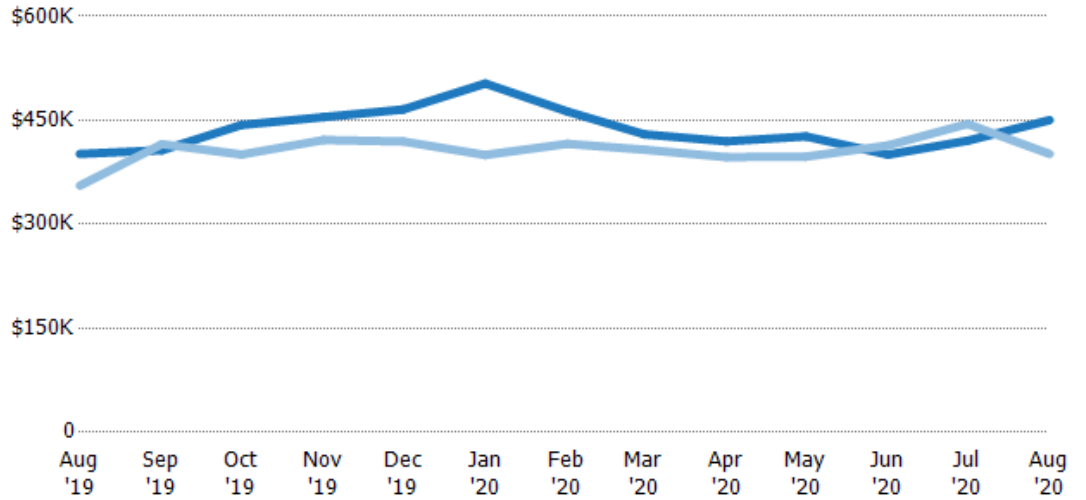
Average Listing Price

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.
Aug '20	\$450K	12.1%
Aug '19	\$401K	12.8%
Aug '18	\$356K	-15.5%



Current Year	\$401K	\$407K	\$443K	\$455K	\$466K	\$503K	\$463K	\$430K	\$420K	\$427K	\$400K	\$421K	\$450K
Prior Year	\$356K	\$416K	\$401K	\$422K	\$419K	\$400K	\$416K	\$408K	\$397K	\$398K	\$414K	\$445K	\$401K
Percent Change from Prior Year	13%	-2%	11%	8%	11%	26%	11%	5%	6%	7%	-3%	-5%	12%

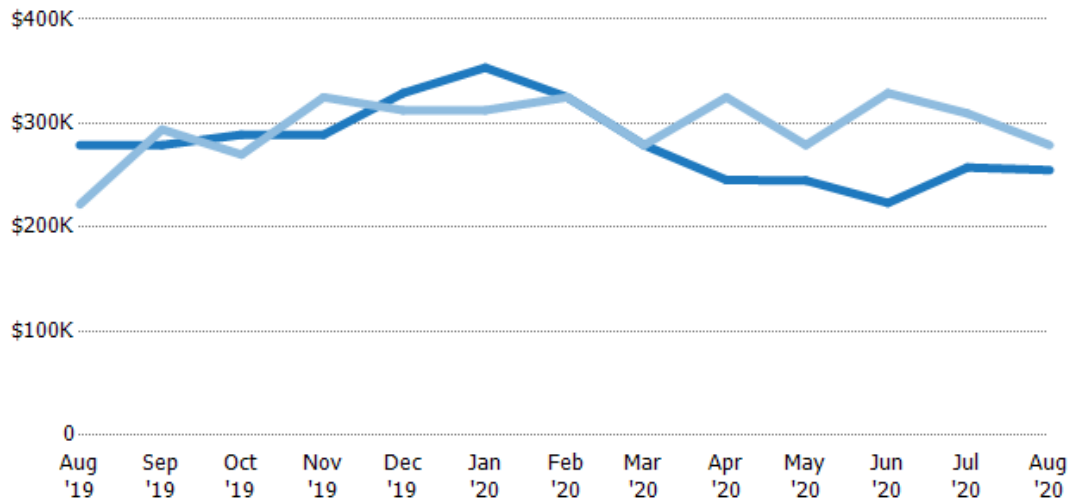
Median Listing Price

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.
Aug '20	\$255K	-8.6%
Aug '19	\$279K	25.7%
Aug '18	\$222K	-25.7%



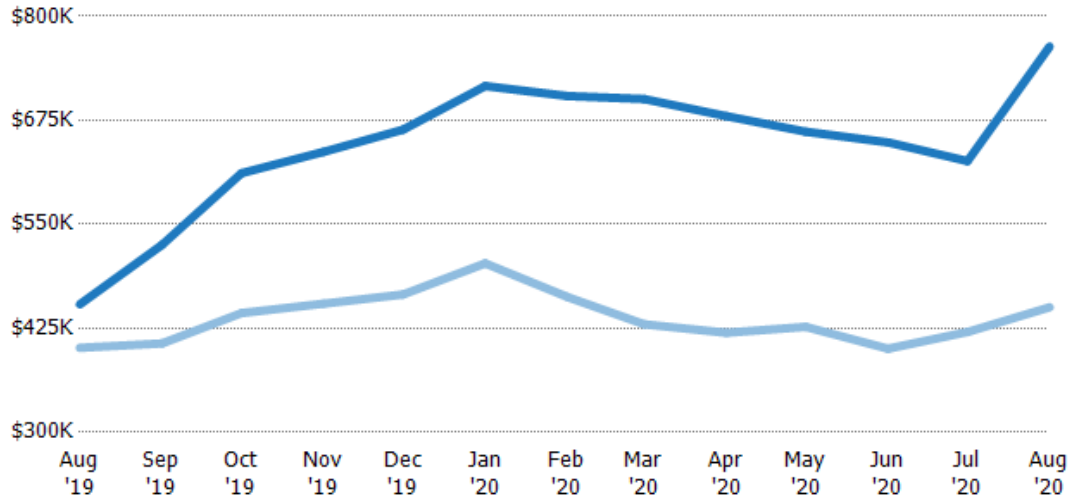
Current Year	\$279K	\$279K	\$289K	\$289K	\$329K	\$354K	\$325K	\$279K	\$246K	\$245K	\$223K	\$258K	\$255K
Prior Year	\$222K	\$294K	\$270K	\$325K	\$313K	\$313K	\$325K	\$279K	\$325K	\$279K	\$329K	\$309K	\$279K
Percent Change from Prior Year	26%	-5%	7%	-11%	5%	13%	0%	0%	-24%	-12%	-32%	-17%	-9%

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



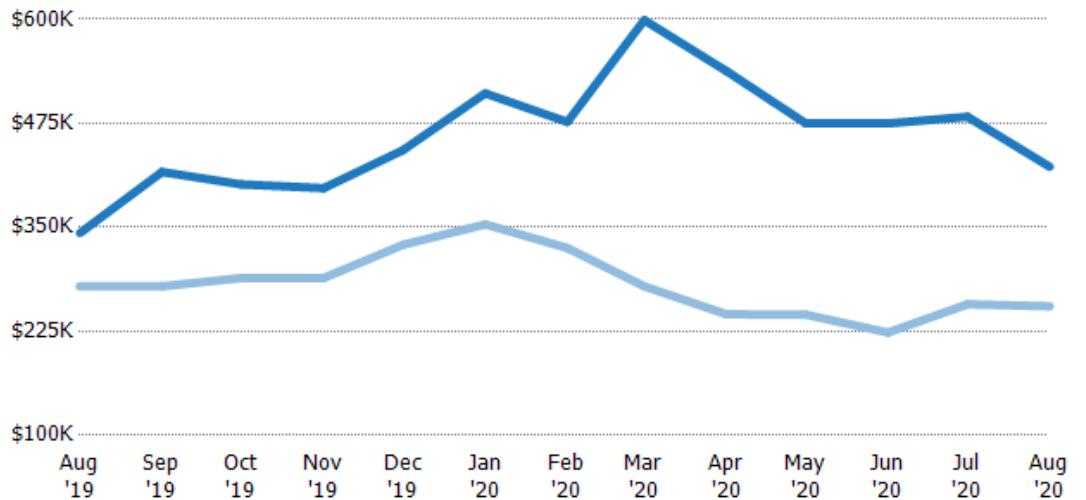
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$454K	\$525K	\$611K	\$637K	\$664K	\$716K	\$704K	\$701K	\$680K	\$661K	\$648K	\$626K	\$764K
Avg Listing Price	\$401K	\$407K	\$443K	\$455K	\$466K	\$503K	\$463K	\$430K	\$420K	\$427K	\$400K	\$421K	\$450K
Avg Listing Price as a % of Avg Est Value	88%	77%	73%	71%	70%	70%	66%	61%	62%	65%	62%	67%	59%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$343K	\$417K	\$402K	\$397K	\$443K	\$511K	\$477K	\$599K	\$538K	\$475K	\$475K	\$483K	\$423K
Median Listing Price	\$279K	\$279K	\$289K	\$289K	\$329K	\$354K	\$325K	\$279K	\$246K	\$245K	\$223K	\$258K	\$255K
Med Listing Price as a % of Med Est Value	81%	67%	72%	73%	74%	69%	68%	47%	46%	52%	47%	53%	60%

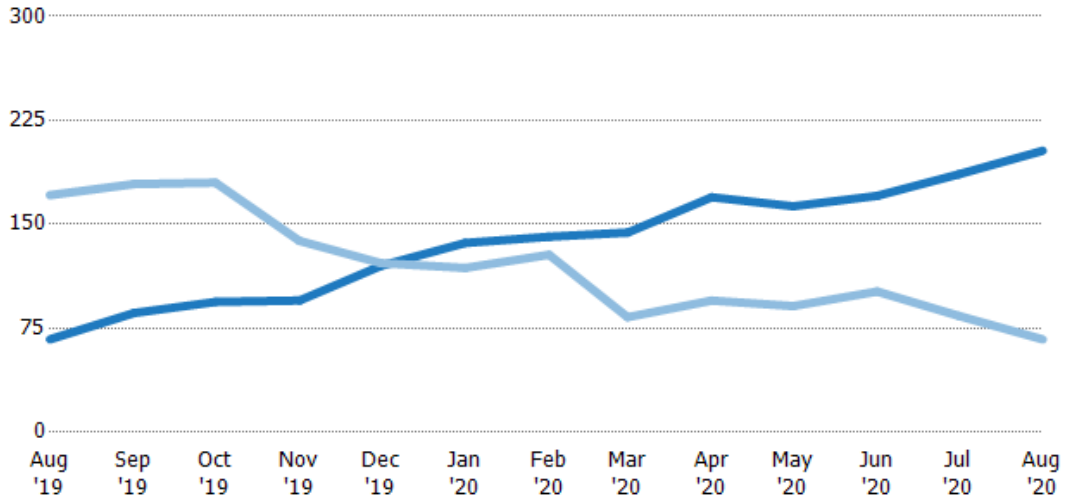
Median Days in RPR

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.
Aug '20	203	203%
Aug '19	67	-60.8%
Aug '18	171	-1.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	67	86	94	95	120	137	141	144	170	163	171	186	203
Prior Year	171	179	180	138	122	119	128	83	95	91	102	84	67
Percent Change from Prior Year	-61%	-52%	-48%	-31%	-2%	15%	10%	73%	78%	79%	68%	121%	203%

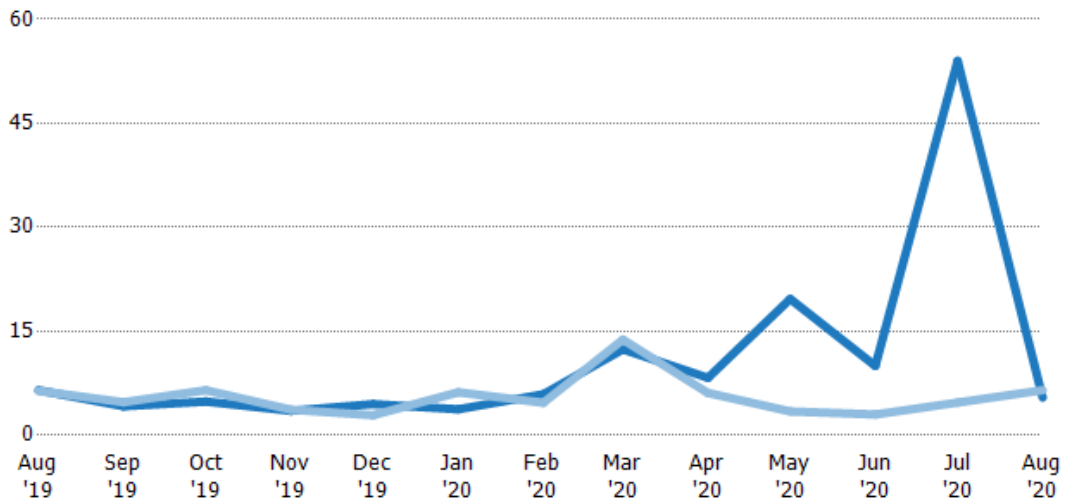
Months of Inventory

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.
Aug '20	5.44	-16.2%
Aug '19	6.5	1.6%
Aug '18	6.4	333.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	6.5	4.19	4.87	3.53	4.5	3.75	5.91	12.4	8.29	19.7	10	54	5.44
Prior Year	6.4	4.77	6.5	3.69	2.9	6.2	4.69	13.8	6.1	3.44	3	4.71	6.5
Percent Change from Prior Year	2%	-12%	-25%	-4%	55%	-40%	26%	-10%	36%	472%	233%	1,045%	-16%

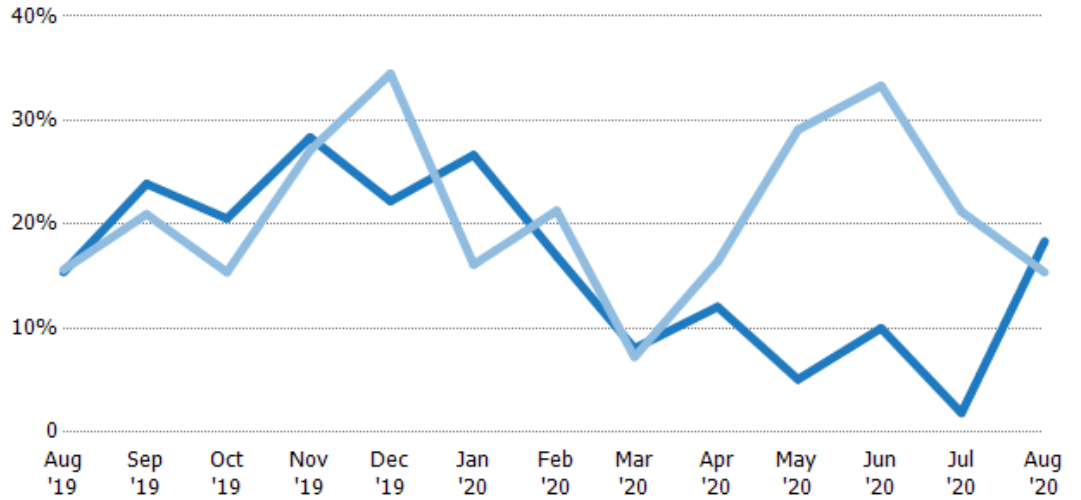
Absorption Rate

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.
Aug '20	18%	-3%
Aug '19	15%	0.2%
Aug '18	16%	-77%



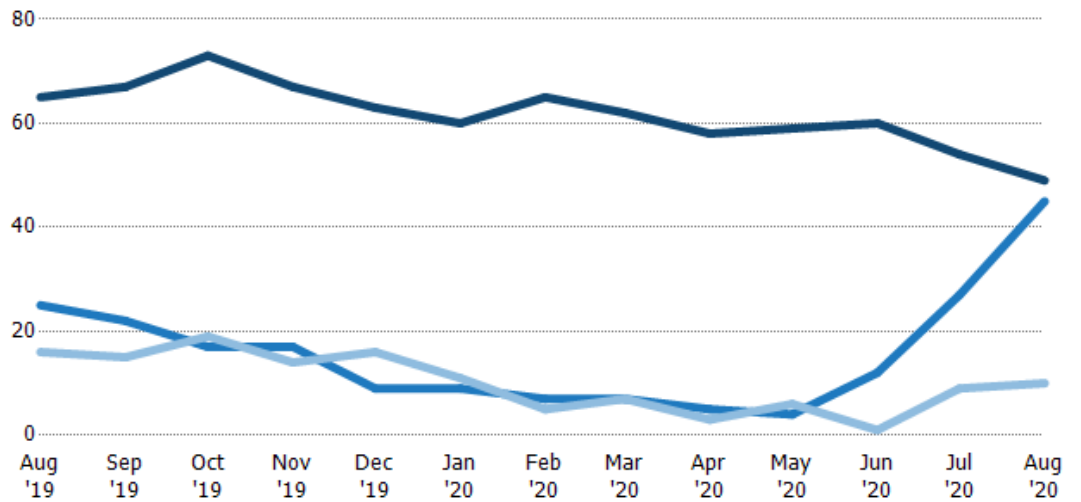
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	15%	24%	21%	28%	22%	27%	17%	8%	12%	5%	10%	2%	18%
Prior Year	16%	21%	15%	27%	34%	16%	21%	7%	16%	29%	33%	21%	15%
Change from Prior Year	0%	-3%	-5%	-1%	12%	-11%	4%	-1%	4%	24%	23%	19%	-3%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	65	67	73	67	63	60	65	62	58	59	60	54	49
Pending	25	22	17	17	9	9	7	7	5	4	12	27	45
Sold	16	15	19	14	16	11	5	7	3	6	1	9	10

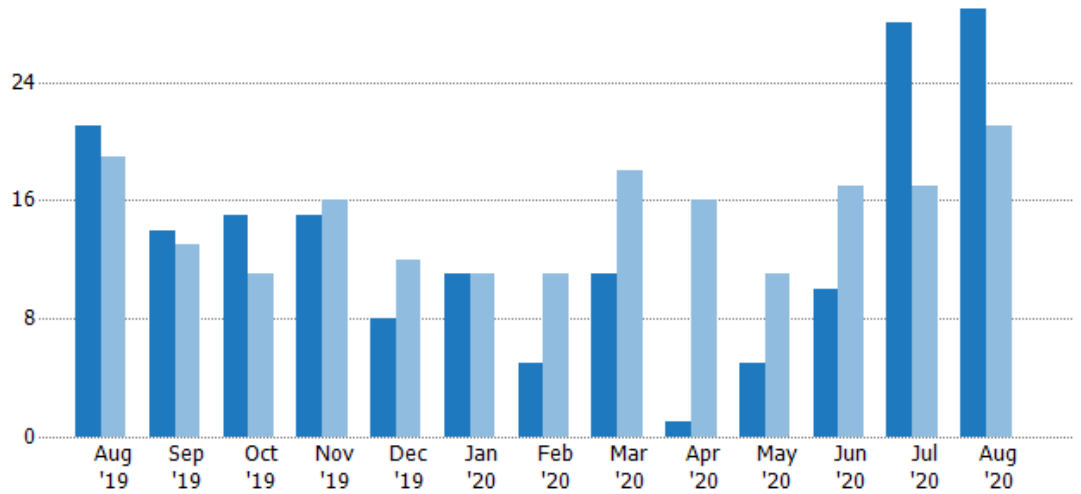
New Pending Sales

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.
Aug '20	29	38.1%
Aug '19	21	10.5%
Aug '18	19	-52.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	21	14	15	15	8	11	5	11	1	5	10	28	29
Prior Year	19	13	11	16	12	11	11	18	16	11	17	17	21
Percent Change from Prior Year	11%	8%	36%	-6%	-33%	0%	-55%	-39%	-94%	-55%	-41%	65%	38%

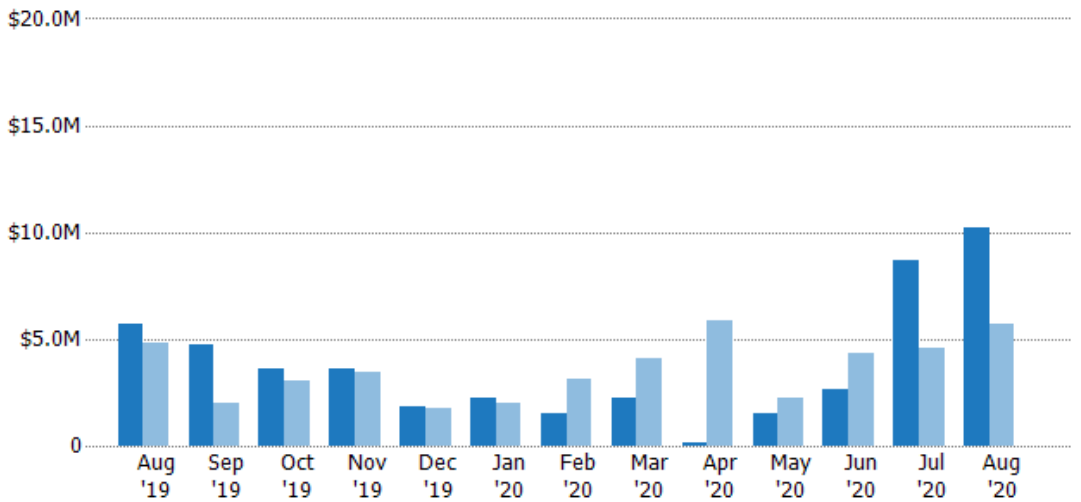
New Pending Sales Volume

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.
Aug '20	\$10.2M	78.8%
Aug '19	\$5.72M	18.3%
Aug '18	\$4.84M	-69%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$5.72M	\$4.75M	\$3.58M	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.2M
Prior Year	\$4.84M	\$1.99M	\$3.01M	\$3.44M	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M
Percent Change from Prior Year	18%	139%	19%	6%	1%	10%	-52%	-45%	-98%	-34%	-40%	89%	79%

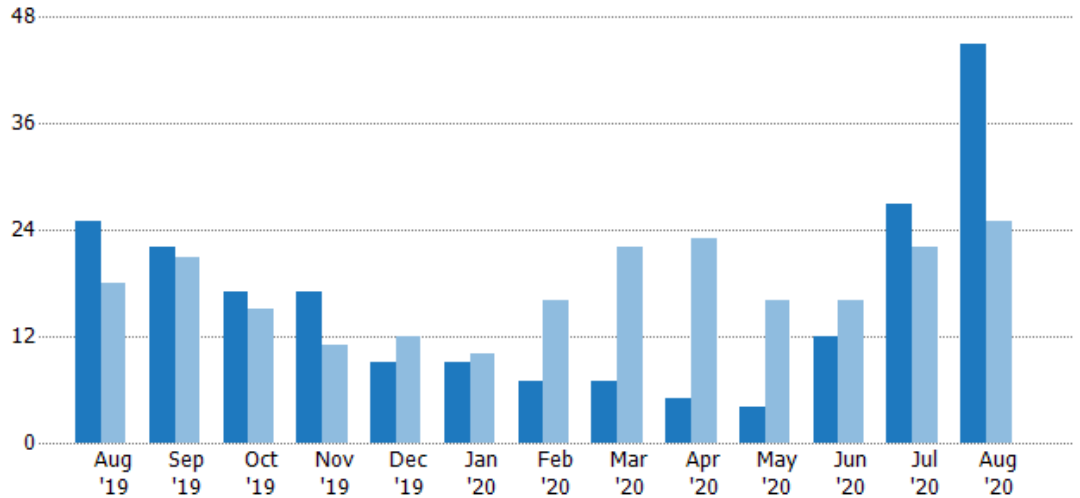
Pending Sales

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.
Aug '20	45	80%
Aug '19	25	38.9%
Aug '18	18	-33.3%



Current Year	25	22	17	17	9	9	7	7	5	4	12	27	45
Prior Year	18	21	15	11	12	10	16	22	23	16	16	22	25
Percent Change from Prior Year	39%	5%	13%	55%	-25%	-10%	-56%	-68%	-78%	-75%	-25%	23%	80%

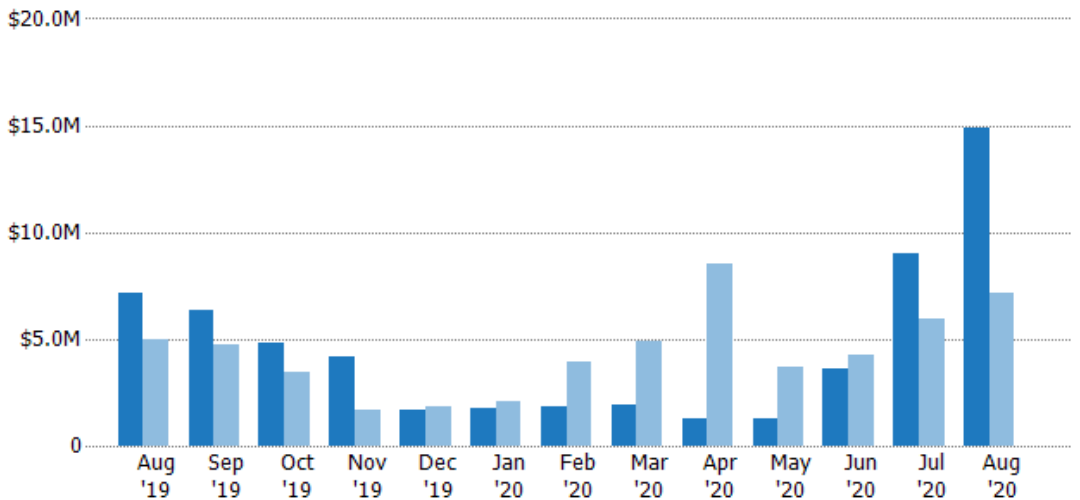
Pending Sales Volume

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.
Aug '20	\$14.8M	108.1%
Aug '19	\$7.13M	44.1%
Aug '18	\$4.95M	-31.2%



Current Year	\$7.13M	\$6.36M	\$4.81M	\$4.18M	\$1.67M	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.03M	\$14.8M
Prior Year	\$4.95M	\$4.75M	\$3.42M	\$1.69M	\$1.81M	\$2.08M	\$3.96M	\$4.86M	\$8.53M	\$3.72M	\$4.28M	\$5.94M	\$7.13M
Percent Change from Prior Year	44%	34%	41%	147%	-8%	-14%	-53%	-60%	-85%	-65%	-16%	52%	108%

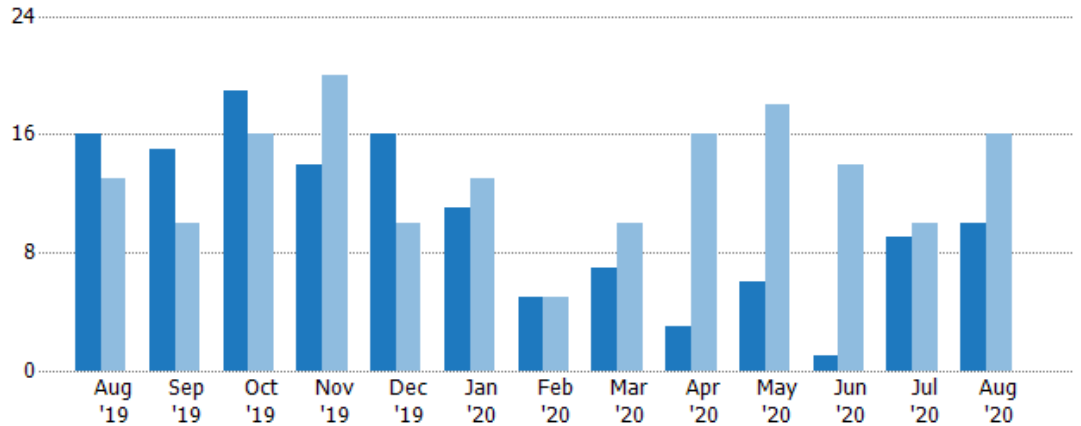
Closed Sales

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.
Aug '20	10	-37.5%
Aug '19	16	23.1%
Aug '18	13	-7.7%



Current Year	16	15	19	14	16	11	5	7	3	6	1	9	10
Prior Year	13	10	16	20	10	13	5	10	16	18	14	10	16
Percent Change from Prior Year	23%	50%	19%	-30%	60%	-15%	0%	-30%	-81%	-67%	-93%	-10%	-38%

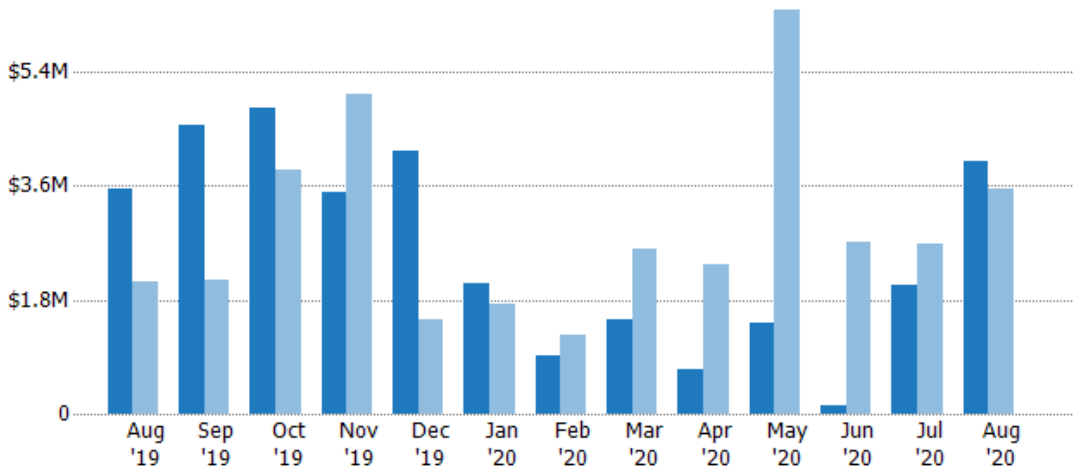
Closed Sales Volume

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.
Aug '20	\$3.97M	12.1%
Aug '19	\$3.54M	69.3%
Aug '18	\$2.09M	-15.4%



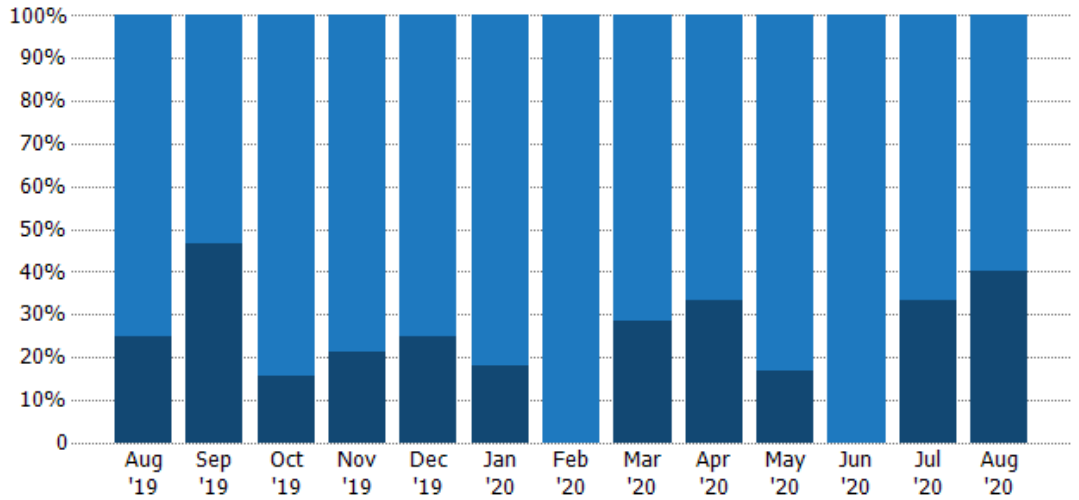
Current Year	\$3.54M	\$4.55M	\$4.84M	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$3.97M
Prior Year	\$2.09M	\$2.11M	\$3.86M	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M
Percent Change from Prior Year	69%	115%	25%	-30%	176%	19%	-25%	-43%	-70%	-77%	-95%	-25%	12%

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	75%	53%	84%	79%	75%	82%	100%	71%	67%	83%	100%	67%	60%
Single Family Residence	25%	47%	16%	21%	25%	18%	-	29%	33%	17%	-	33%	40%

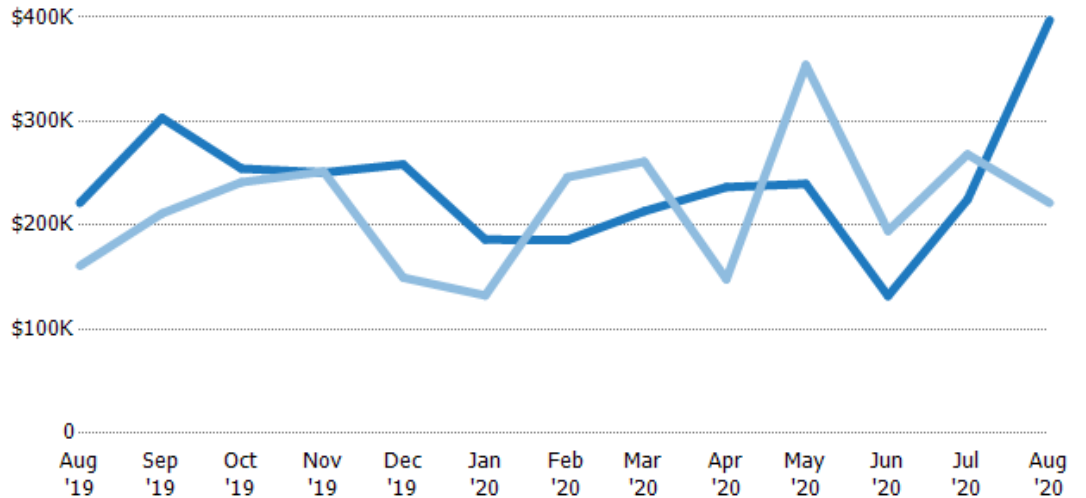
Average Sales Price

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.
Aug '20	\$397K	79.3%
Aug '19	\$222K	37.6%
Aug '18	\$161K	-8.3%



Current Year	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$397K
Prior Year	\$161K	\$211K	\$241K	\$252K	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$268K	\$222K
Percent Change from Prior Year	38%	43%	5%	0%	73%	41%	-25%	-18%	60%	-32%	-32%	-16%	79%

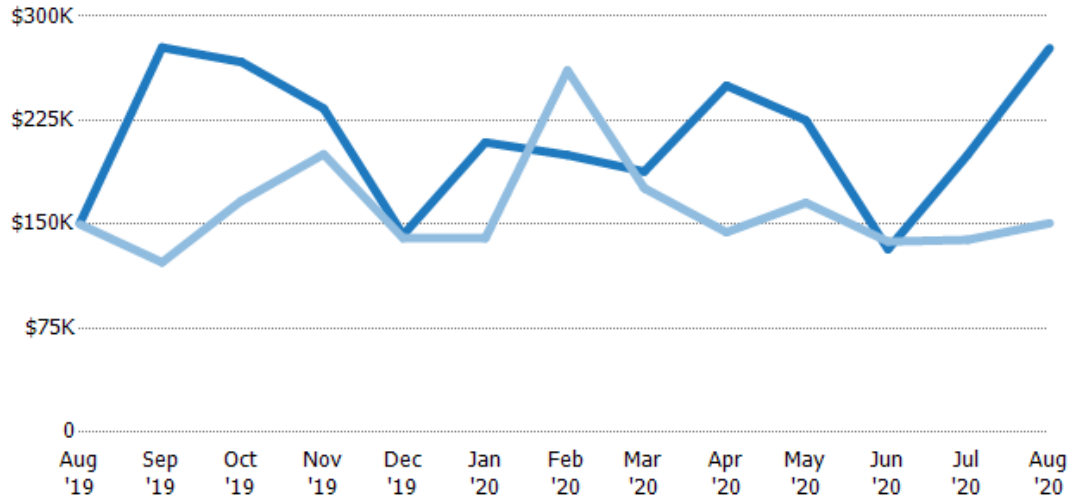
Median Sales Price

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.
Aug '20	\$277K	83.7%
Aug '19	\$151K	0.5%
Aug '18	\$150K	-24.3%



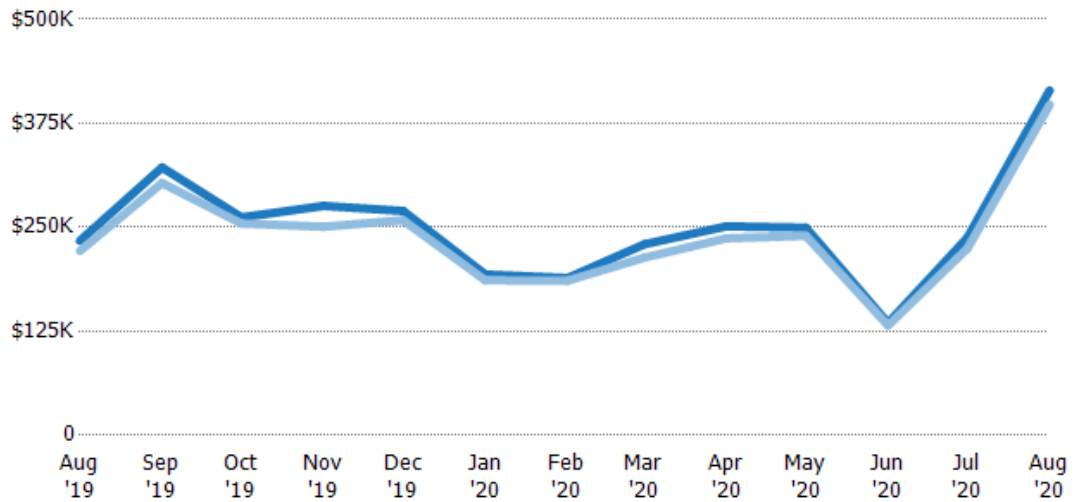
Current Year	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$277K
Prior Year	\$150K	\$123K	\$167K	\$201K	\$140K	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K	\$139K	\$151K
Percent Change from Prior Year	1%	127%	60%	16%	2%	49%	-23%	7%	73%	36%	-4%	44%	84%

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



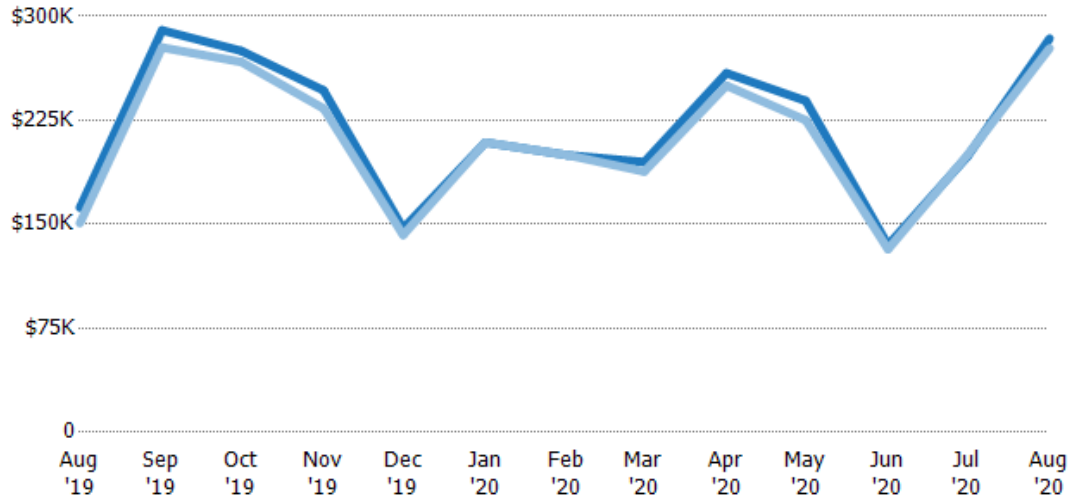
Avg List Price	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$415K
Avg Sales Price	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$397K
Avg Sales Price as a % of Avg List Price	95%	94%	97%	91%	96%	96%	98%	93%	94%	96%	98%	95%	96%

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



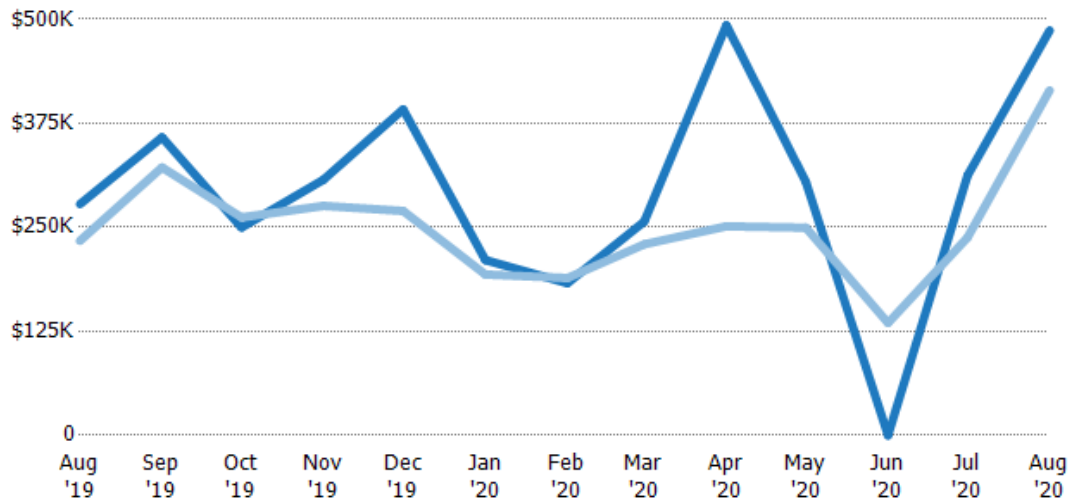
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$284K
Median Sales Price	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$277K
Med Sales Price as a % of Med List Price	93%	96%	97%	95%	97%	100%	100%	96%	97%	94%	98%	101%	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



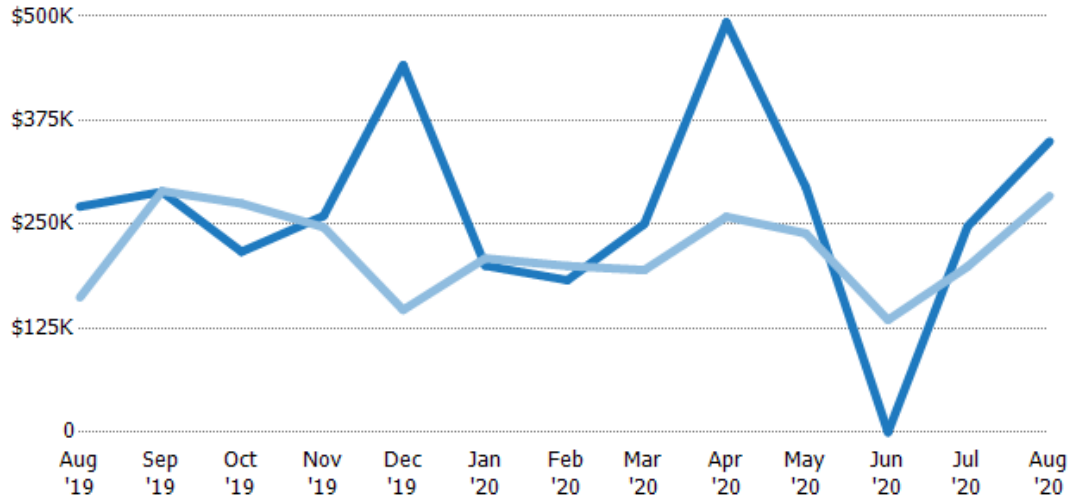
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$278K	\$358K	\$250K	\$307K	\$392K	\$211K	\$183K	\$257K	\$493K	\$304K	\$0	\$312K	\$487K
Avg Sales Price	\$234K	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$415K
Avg Sales Price as a % of Avg Est Value	84%	90%	105%	90%	69%	92%	103%	89%	51%	82%	100%	76%	85%

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	\$271K	\$289K	\$217K	\$260K	\$441K	\$200K	\$183K	\$250K	\$493K	\$295K	\$0	\$247K	\$350K
Median Sales Price	\$162K	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$284K
Med Sales Price as a % of Med Est Value	60%	100%	127%	95%	33%	104%	109%	78%	53%	81%	100%	80%	81%