

## 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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	28	16	+75%	130	162	-19.8%
New Listing Volume	\$11,339,100	\$5,340,000	+112.3%	\$47,191,300	\$50,357,850	-6.3%
Active Listing Count	55	66	-16.7%	N/A	N/A	
Active Listing Volume	\$25,029,500	\$27,157,000	-7.8%	N/A	N/A	
Average Listing Price	\$455,082	\$411,470	+10.6%	\$442,908	\$413,834	+7%
Median Listing Price	\$249,000	\$279,000	-10.8%	\$267,789	\$303,321	-11.7%
Median Days in RPR	61	86.5	-29.5%	130.68	91.9	+42.2%
Months of Inventory	5	4.1	+21.2%	4.7	6.3	-26%
Absorption Rate	20%	24.24%	-4.2%	21.5%	15.91%	+5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	27	14	+92.9%	127	136	-6.6%
New Pending Sales Volume	\$7,497,500	\$4,753,300	+57.7%	\$36,649,200	\$36,869,050	-0.6%
Pending Sales Count	40	22	+81.8%	N/A	N/A	
Pending Sales Volume	\$11,858,400	\$6,362,100	+86.4%	N/A	N/A	
Closed Sales Count	27	15	+80%	80	115	-30.4%
Closed Sales Volume	\$8,571,400	\$4,548,000	+88.5%	\$21,535,740	\$27,547,500	-21.8%
Average Sales Price	\$317,459	\$303,200	+4.7%	\$269,197	\$239,543	+12.4%
Median Sales Price	\$279,000	\$277,500	+0.5%	\$238,681	\$171,770	+39%

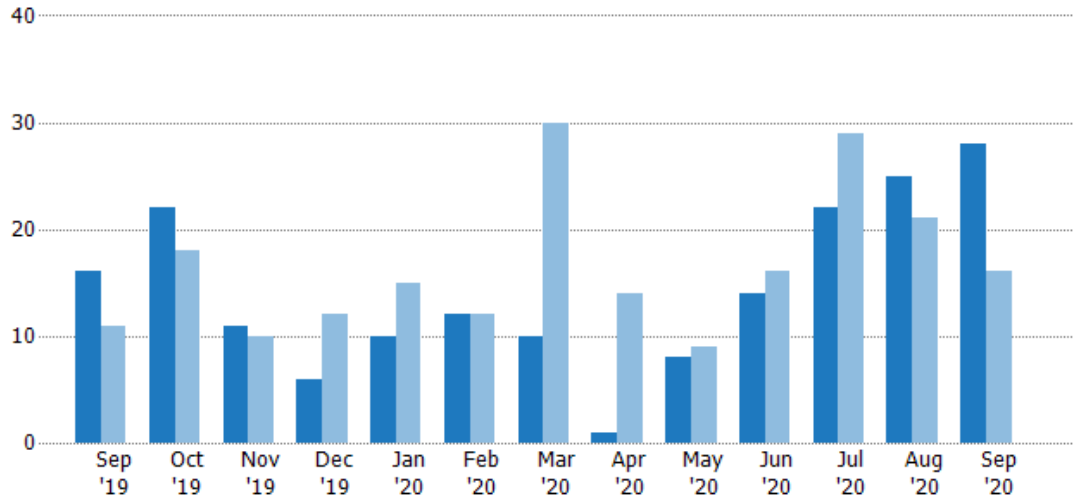
## New Listings

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.
Sep '20	28	75%
Sep '19	16	45.5%
Sep '18	11	36.4%



Current Year	16	22	11	6	10	12	10	1	8	14	22	25	28
Prior Year	11	18	10	12	15	12	30	14	9	16	29	21	16
Percent Change from Prior Year	45%	22%	10%	-50%	-33%	0%	-67%	-93%	-11%	-13%	-24%	19%	75%

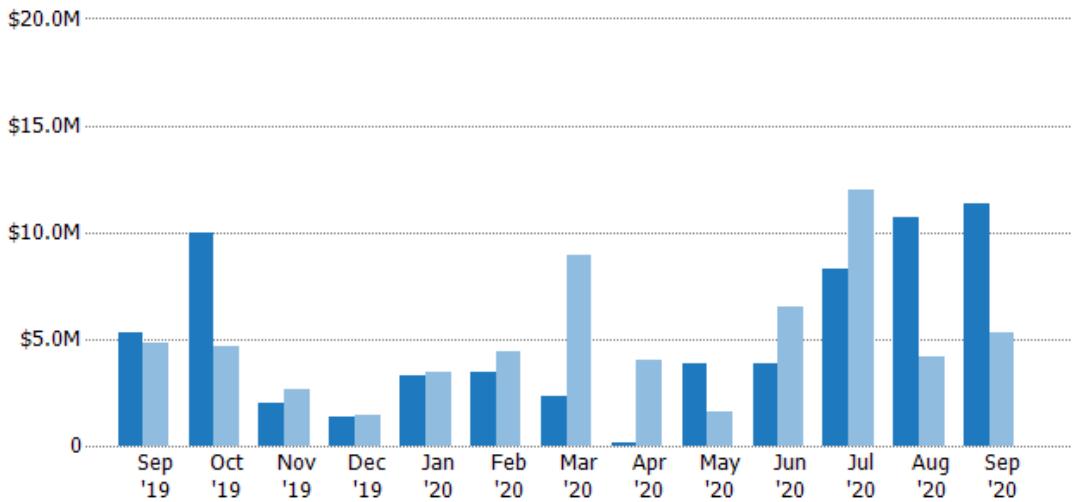
## New Listing Volume

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.
Sep '20	\$11.3M	112.3%
Sep '19	\$5.34M	11.2%
Sep '18	\$4.8M	-33.9%



Current Year	\$5.34M	\$9.94M	\$1.98M	\$1.38M	\$3.32M	\$3.42M	\$2.34M	\$120K	\$3.83M	\$3.86M	\$8.29M	\$10.7M	\$11.3M
Prior Year	\$4.8M	\$4.64M	\$2.64M	\$1.41M	\$3.43M	\$4.44M	\$8.96M	\$3.99M	\$1.57M	\$6.53M	\$12M	\$4.14M	\$5.34M
Percent Change from Prior Year	11%	114%	-25%	-2%	-3%	-23%	-74%	-97%	144%	-41%	-31%	157%	112%

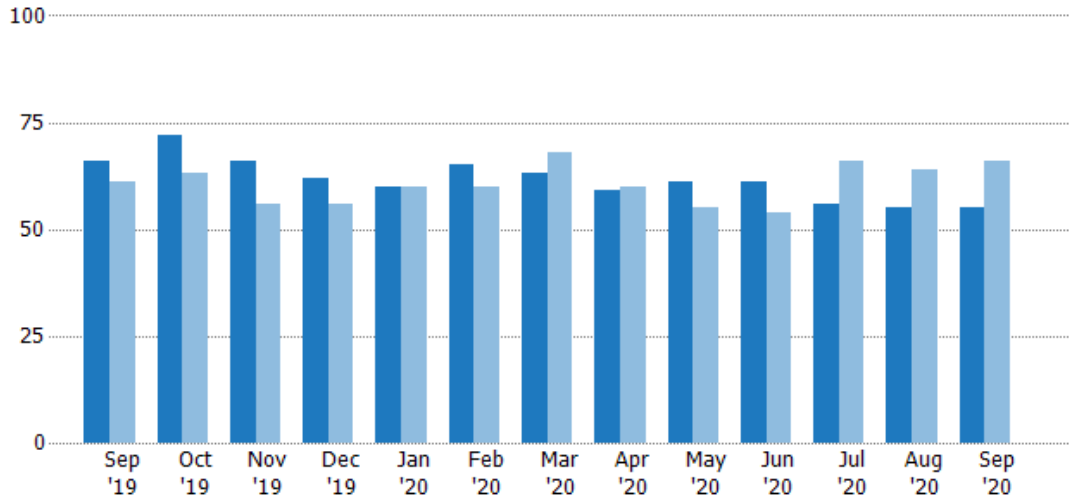
## Active Listings

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.
Sep '20	55	-16.7%
Sep '19	66	8.2%
Sep '18	61	60.7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	66	72	66	62	60	65	63	59	61	61	56	55	55
Prior Year	61	63	56	56	60	60	68	60	55	54	66	64	66
Percent Change from Prior Year	8%	14%	18%	11%	0%	8%	-7%	-2%	11%	13%	-15%	-14%	-17%

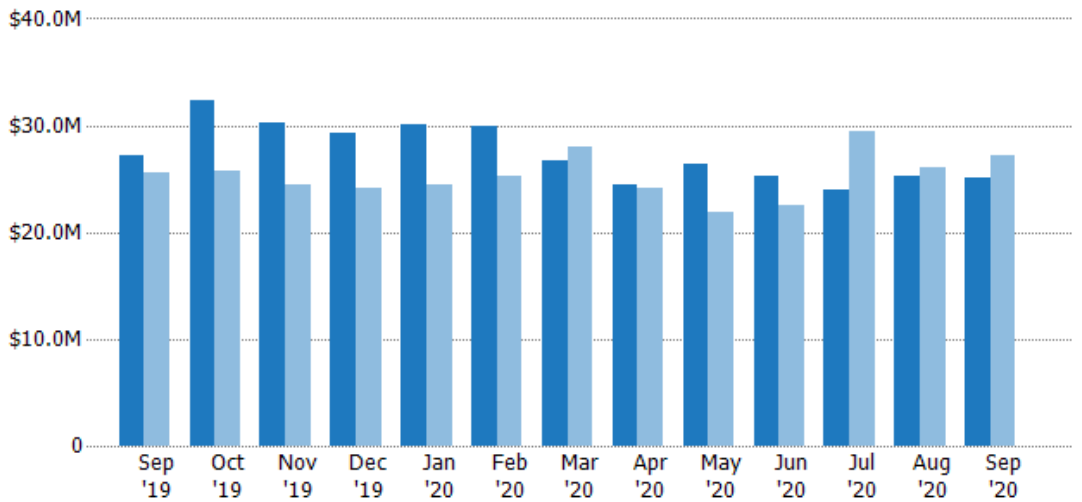
## Active Listing Volume

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.
Sep '20	\$25M	-7.8%
Sep '19	\$27.2M	6.3%
Sep '18	\$25.5M	5.8%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$27.2M	\$32.3M	\$30.3M	\$29.2M	\$30.1M	\$30M	\$26.6M	\$24.4M	\$26.4M	\$25.2M	\$24M	\$25.2M	\$25M
Prior Year	\$25.5M	\$25.8M	\$24.4M	\$24M	\$24.5M	\$25.3M	\$28M	\$24.1M	\$21.9M	\$22.5M	\$29.5M	\$26M	\$27.2M
Percent Change from Prior Year	6%	25%	24%	22%	23%	19%	-5%	1%	21%	12%	-19%	-3%	-8%

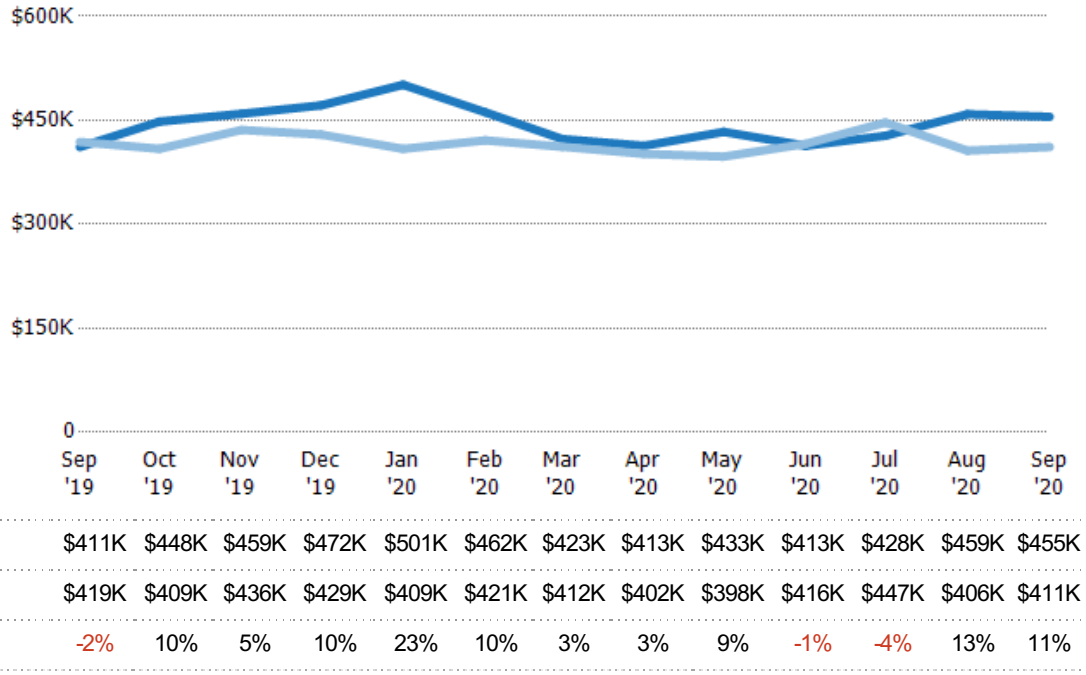
## Average Listing Price

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.
Sep '20	\$455K	10.6%
Sep '19	\$411K	-1.7%
Sep '18	\$419K	-34.2%



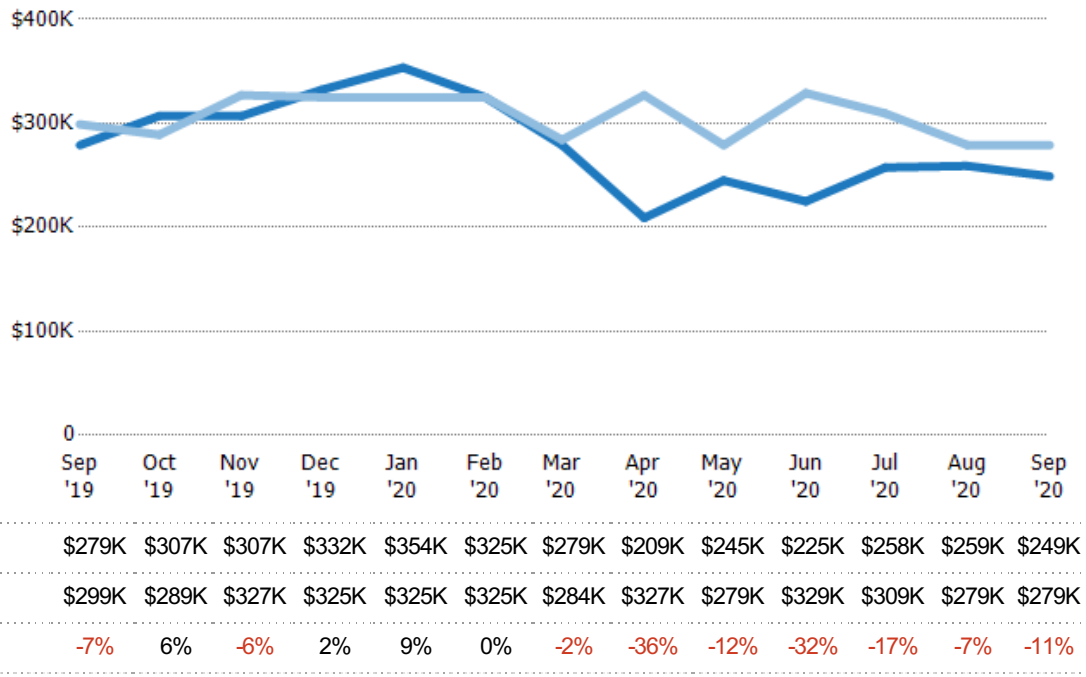
## Median Listing Price

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.
Sep '20	\$249K	-10.8%
Sep '19	\$279K	-6.7%
Sep '18	\$299K	-48.2%

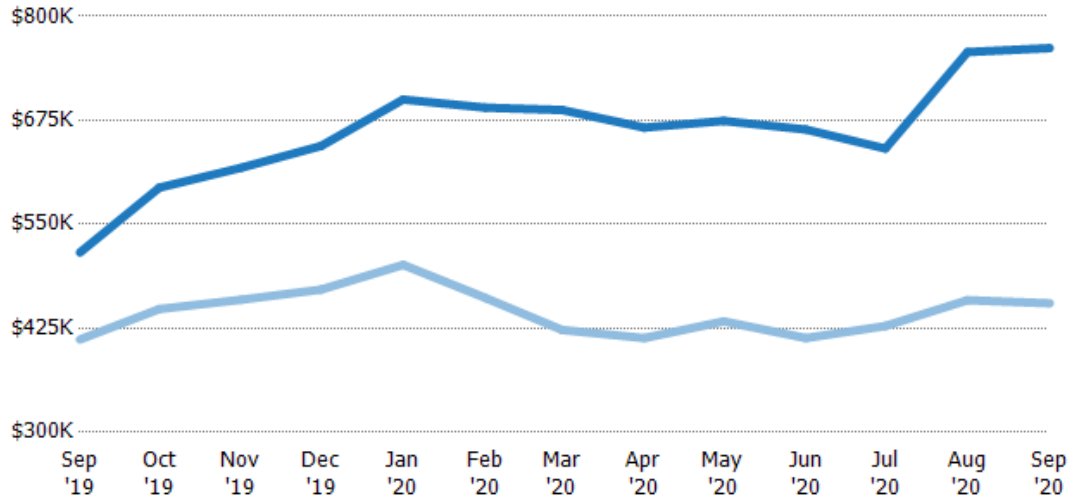


## Average Listing Price vs Average Est Value

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



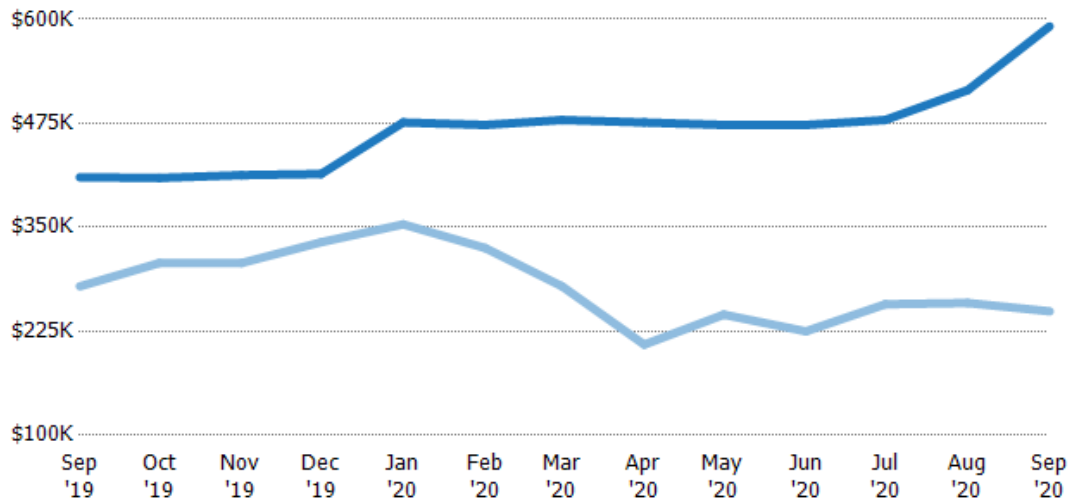
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$516K	\$594K	\$618K	\$644K	\$700K	\$690K	\$687K	\$666K	\$674K	\$664K	\$641K	\$757K	\$762K
Avg Listing Price	\$411K	\$448K	\$459K	\$472K	\$501K	\$462K	\$423K	\$413K	\$433K	\$413K	\$428K	\$459K	\$455K
Avg Listing Price as a % of Avg Est Value	80%	75%	74%	73%	72%	67%	62%	62%	64%	62%	67%	61%	60%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$410K	\$409K	\$413K	\$414K	\$476K	\$473K	\$479K	\$476K	\$473K	\$473K	\$479K	\$515K	\$592K
Median Listing Price	\$279K	\$307K	\$307K	\$332K	\$354K	\$325K	\$279K	\$209K	\$245K	\$225K	\$258K	\$259K	\$249K
Med Listing Price as a % of Med Est Value	68%	75%	74%	80%	74%	69%	58%	44%	52%	48%	54%	50%	42%

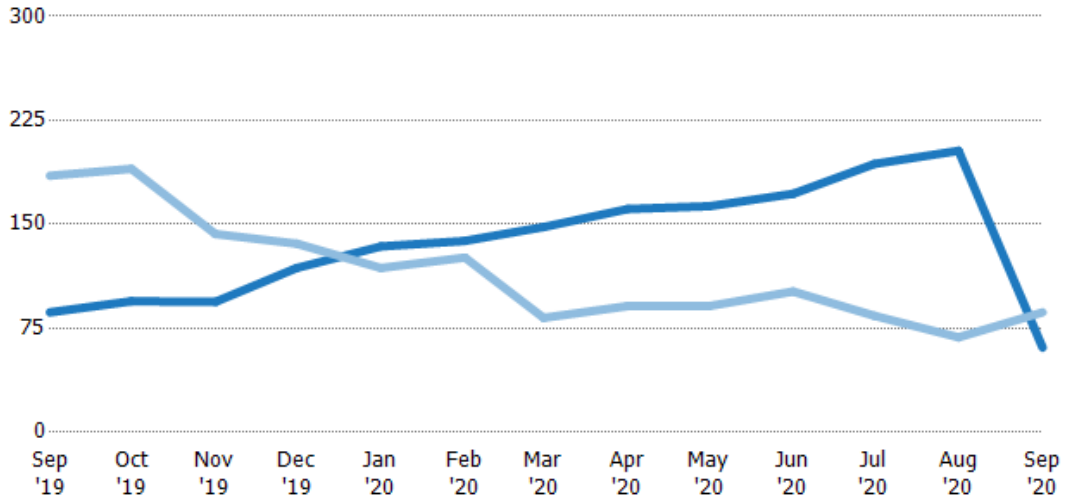
## Median Days in RPR

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.
Sep '20	61	-29.5%
Sep '19	86.5	-53.2%
Sep '18	185	-41.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	86.5	94.5	94	119	134	138	148	161	163	172	194	203	61
Prior Year	185	190	143	136	119	126	82.5	91	91	102	84	68.5	86.5
Percent Change from Prior Year	-53%	-50%	-34%	-13%	13%	10%	79%	77%	79%	69%	130%	196%	-29%

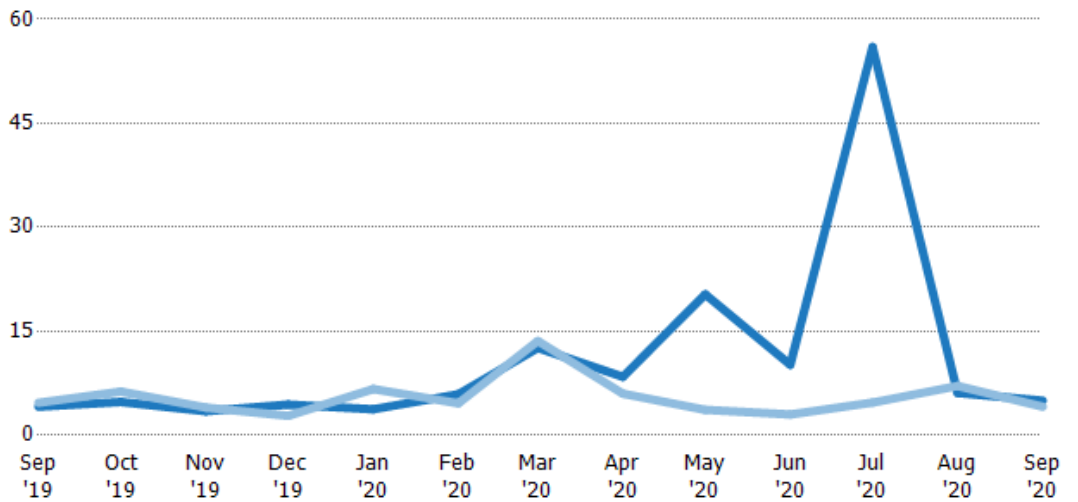
## Months of Inventory

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.
Sep '20	5	21.2%
Sep '19	4.13	-12.1%
Sep '18	4.69	89.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	4.13	4.8	3.47	4.43	3.75	5.91	12.6	8.43	20.3	10.2	56	6.11	5
Prior Year	4.69	6.3	4	2.8	6.67	4.62	13.6	6	3.67	3	4.71	7.11	4.13
Percent Change from Prior Year	-12%	-24%	-13%	58%	-44%	28%	-7%	40%	455%	239%	1,088%	-14%	21%

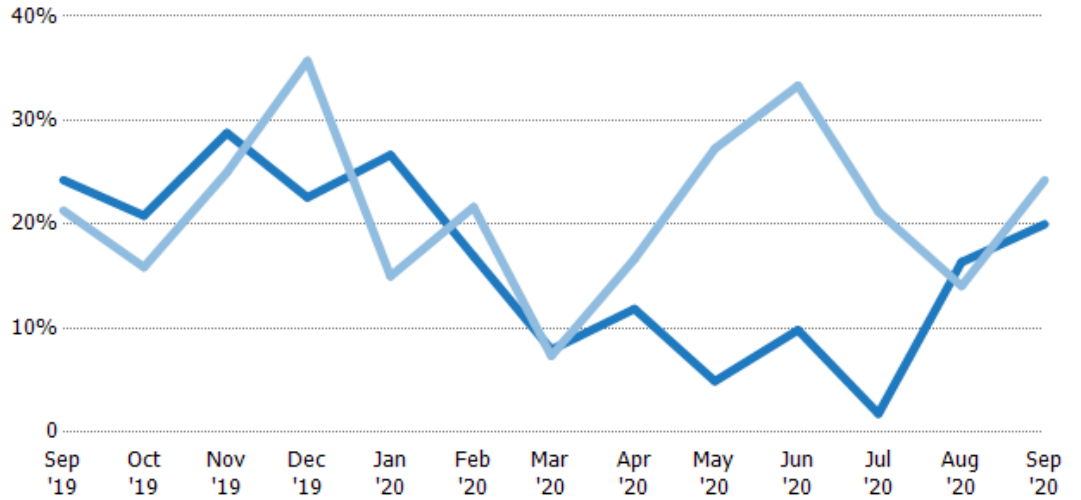
## Absorption Rate

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.
Sep '20	20%	4.2%
Sep '19	24%	-2.9%
Sep '18	21%	-47.3%



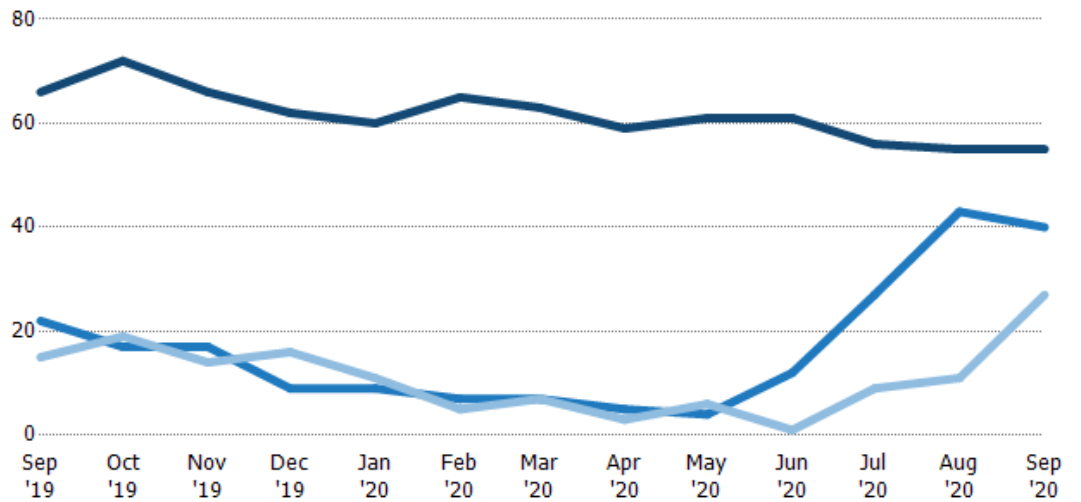
Current Year	24%	21%	29%	23%	27%	17%	8%	12%	5%	10%	2%	16%	20%
Prior Year	21%	16%	25%	36%	15%	22%	7%	17%	27%	33%	21%	14%	24%
Change from Prior Year	-3%	-5%	-4%	13%	-12%	5%	-1%	5%	22%	24%	19%	-2%	4%

## 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	66	72	66	62	60	65	63	59	61	61	56	55	55
Pending	22	17	17	9	9	7	7	5	4	12	27	43	40
Sold	15	19	14	16	11	5	7	3	6	1	9	11	27

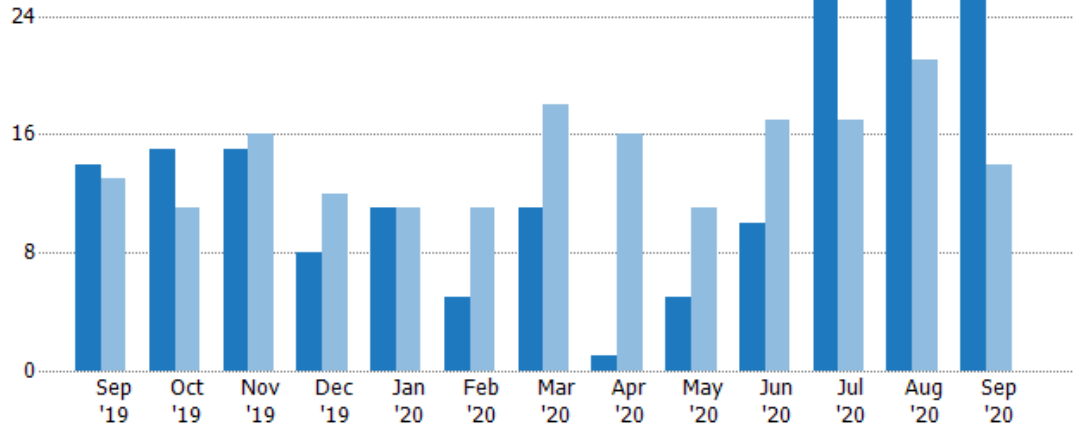
## New Pending Sales

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.
Sep '20	27	92.9%
Sep '19	14	7.7%
Sep '18	13	15.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	14	15	15	8	11	5	11	1	5	10	28	29	27
Prior Year	13	11	16	12	11	11	18	16	11	17	17	21	14
Percent Change from Prior Year	8%	36%	-6%	-33%	0%	-55%	-39%	-94%	-55%	-41%	65%	38%	93%

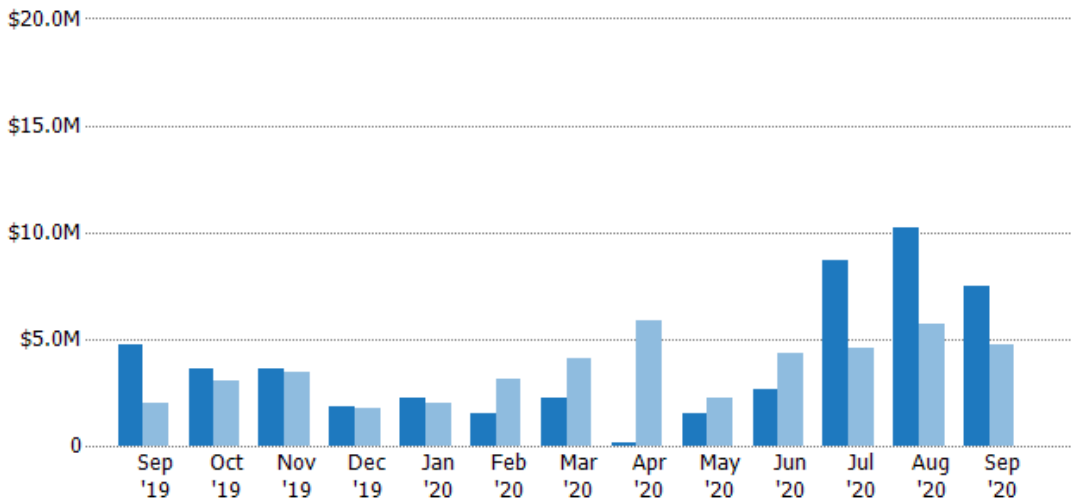
## New Pending Sales Volume

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.
Sep '20	\$7.5M	57.7%
Sep '19	\$4.75M	139%
Sep '18	\$1.99M	132.7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$4.75M	\$3.58M	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.2M	\$7.5M
Prior Year	\$1.99M	\$3.01M	\$3.44M	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$4.75M
Percent Change from Prior Year	139%	19%	6%	1%	10%	-52%	-45%	-98%	-34%	-40%	89%	79%	58%



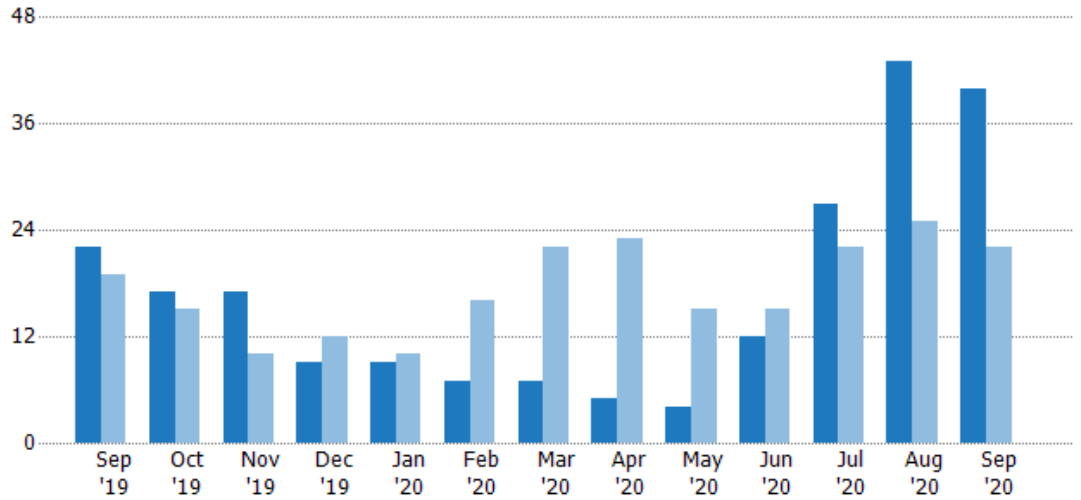
## Pending Sales

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.
Sep '20	40	81.8%
Sep '19	22	15.8%
Sep '18	19	-42.1%



Current Year	22	17	17	9	9	7	7	5	4	12	27	43	40
Prior Year	19	15	10	12	10	16	22	23	15	15	22	25	22
Percent Change from Prior Year	16%	13%	70%	-25%	-10%	-56%	-68%	-78%	-73%	-20%	23%	72%	82%

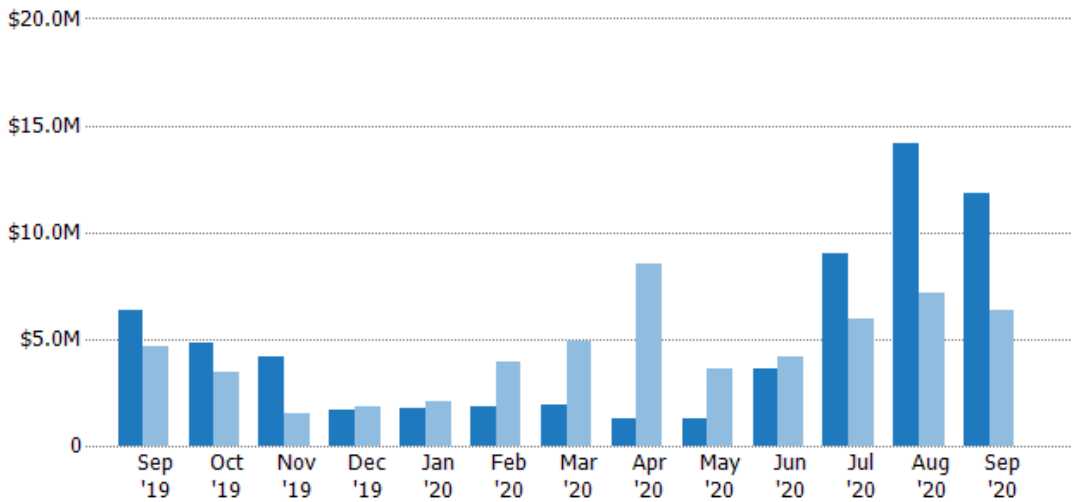
## Pending Sales Volume

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.
Sep '20	\$11.9M	86.4%
Sep '19	\$6.36M	37.2%
Sep '18	\$4.64M	-39.1%



Current Year	\$6.36M	\$4.81M	\$4.18M	\$1.67M	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.02M	\$14.1M	\$11.9M
Prior Year	\$4.64M	\$3.42M	\$1.54M	\$1.81M	\$2.08M	\$3.96M	\$4.86M	\$8.53M	\$3.6M	\$4.17M	\$5.94M	\$7.13M	\$6.36M
Percent Change from Prior Year	37%	41%	171%	-8%	-14%	-53%	-60%	-85%	-64%	-13%	52%	98%	86%

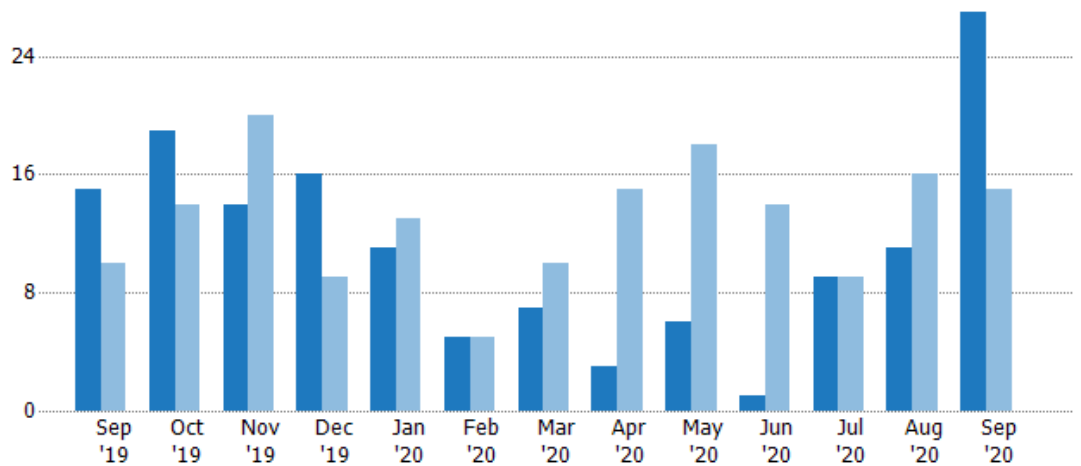
## Closed Sales

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.
Sep '20	27	80%
Sep '19	15	50%
Sep '18	10	40%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	15	19	14	16	11	5	7	3	6	1	9	11	27
Prior Year	10	14	20	9	13	5	10	15	18	14	9	16	15
Percent Change from Prior Year	50%	36%	-30%	78%	-15%	0%	-30%	-80%	-67%	-93%	0%	-31%	80%

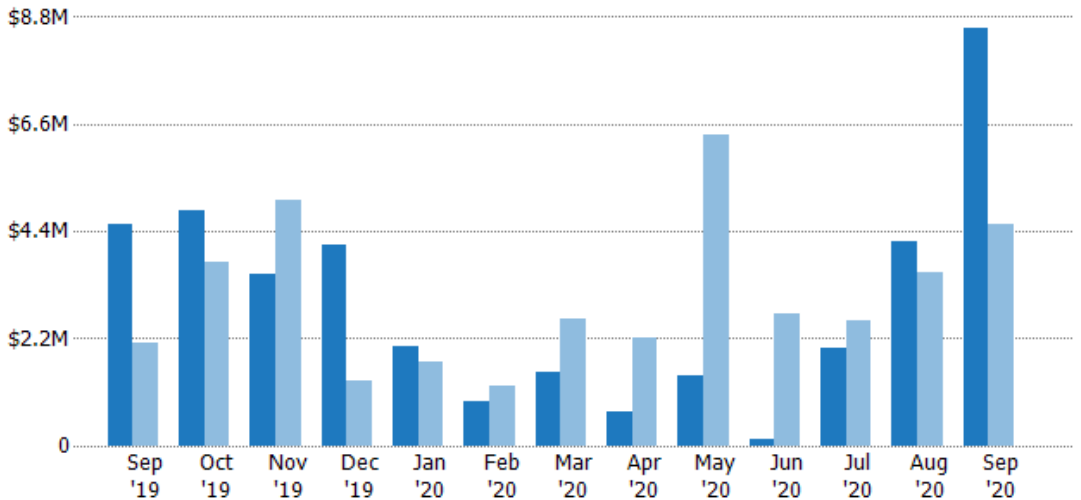
## Closed Sales Volume

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.
Sep '20	\$8.57M	88.5%
Sep '19	\$4.55M	115.2%
Sep '18	\$2.11M	114.3%



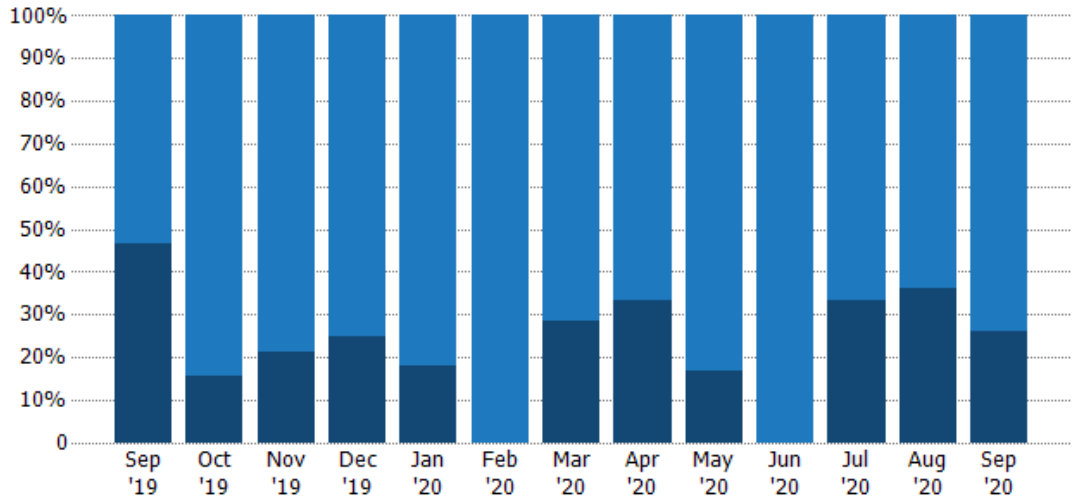
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$4.55M	\$4.84M	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$4.19M	\$8.57M
Prior Year	\$2.11M	\$3.75M	\$5.03M	\$1.35M	\$1.72M	\$1.23M	\$2.61M	\$2.22M	\$6.38M	\$2.72M	\$2.57M	\$3.54M	\$4.55M
Percent Change from Prior Year	115%	29%	-30%	207%	19%	-25%	-43%	-68%	-77%	-95%	-21%	18%	88%

## 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	53%	84%	79%	75%	82%	100%	71%	67%	83%	100%	67%	64%	74%
Single Family Residence	47%	16%	21%	25%	18%	-	29%	33%	17%	-	33%	36%	26%

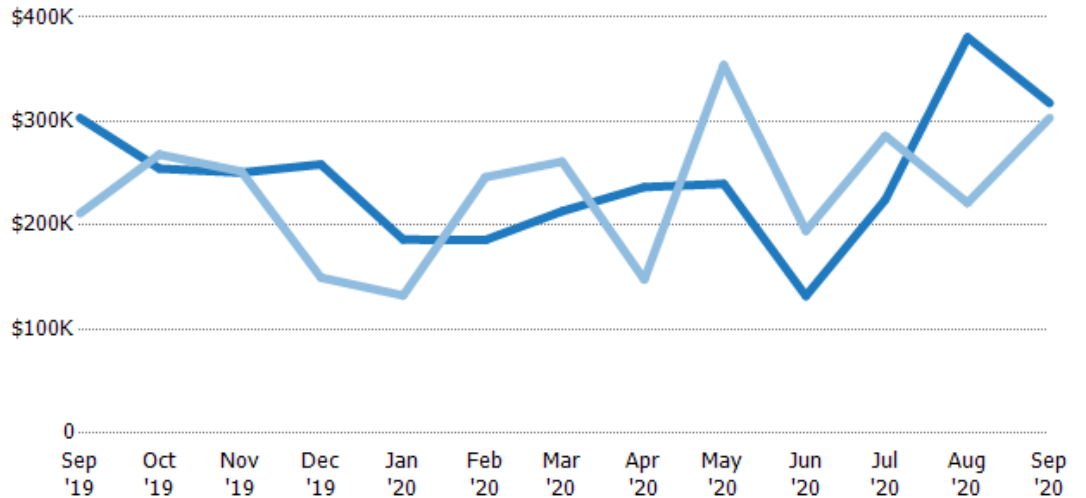
## Average Sales Price

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.
Sep '20	\$317K	4.7%
Sep '19	\$303K	43.5%
Sep '18	\$211K	53.1%



Current Year	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K
Prior Year	\$211K	\$268K	\$252K	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$286K	\$222K	\$303K
Percent Change from Prior Year	43%	-5%	0%	73%	41%	-25%	-18%	60%	-32%	-32%	-21%	72%	5%

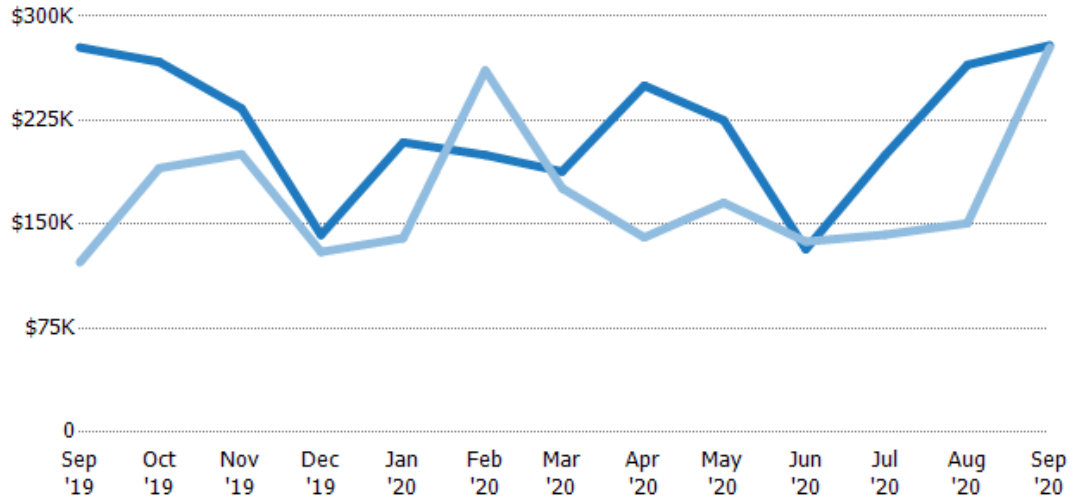
## Median Sales Price

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.
Sep '20	\$279K	0.5%
Sep '19	\$278K	126.5%
Sep '18	\$123K	71.6%



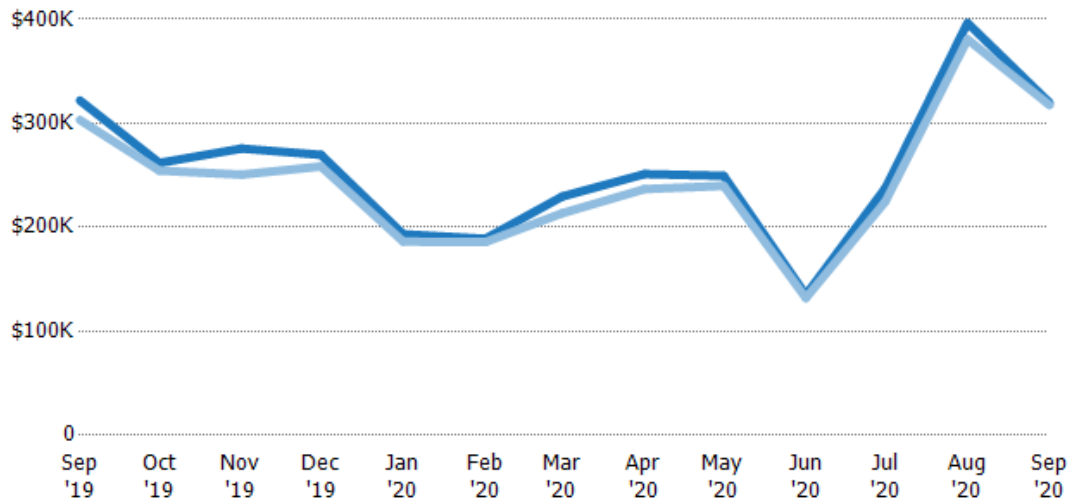
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K
Prior Year	\$123K	\$191K	\$201K	\$130K	\$140K	\$261K	\$176K	\$141K	\$166K	\$138K	\$143K	\$151K	\$278K
Percent Change from Prior Year	127%	40%	16%	9%	49%	-23%	7%	78%	36%	-4%	40%	76%	1%

## 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



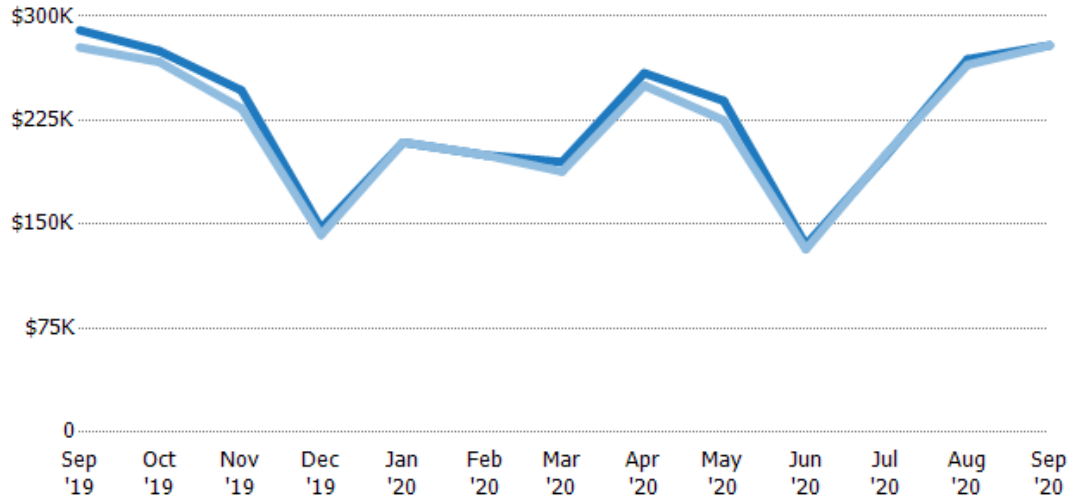
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K
Avg Sales Price	\$303K	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K
Avg Sales Price as a % of Avg List Price	94%	97%	91%	96%	96%	98%	93%	94%	96%	98%	95%	96%	99%

## 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



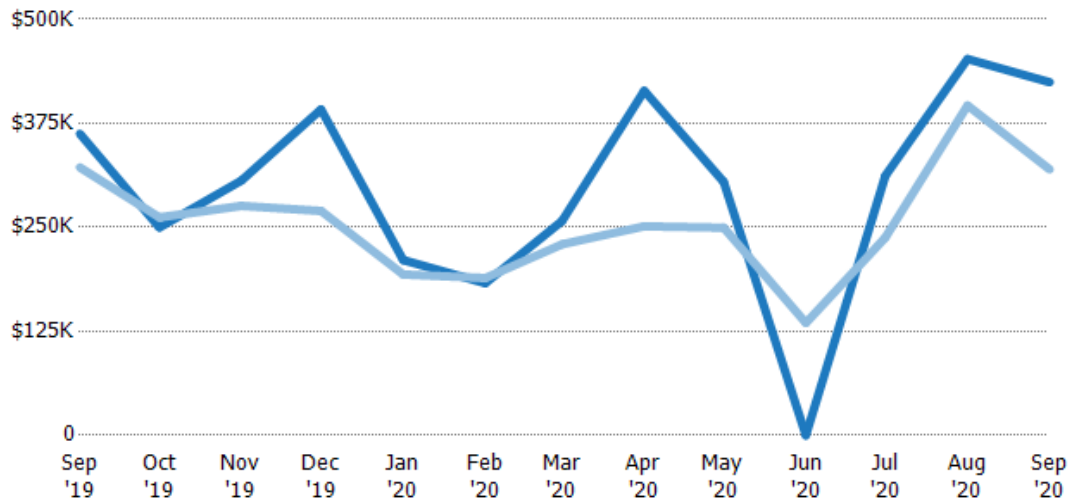
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K
Median Sales Price	\$278K	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K
Med Sales Price as a % of Med List Price	96%	97%	95%	97%	100%	100%	96%	97%	94%	98%	101%	99%	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



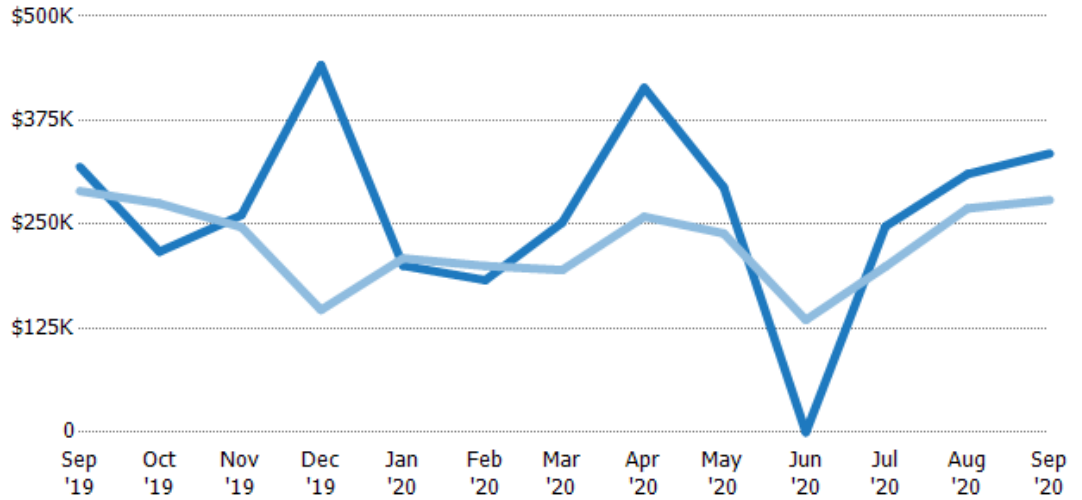
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$362K	\$250K	\$306K	\$392K	\$211K	\$183K	\$258K	\$414K	\$304K	\$0	\$312K	\$452K	\$424K
Avg Sales Price	\$322K	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K
Avg Sales Price as a % of Avg Est Value	89%	105%	90%	69%	92%	103%	89%	61%	82%	100%	76%	88%	75%

## 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	\$319K	\$217K	\$261K	\$441K	\$200K	\$183K	\$252K	\$414K	\$295K	\$0	\$247K	\$310K	\$335K
Median Sales Price	\$290K	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K
Med Sales Price as a % of Med Est Value	91%	127%	94%	33%	104%	109%	77%	63%	81%	100%	80%	87%	83%