

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	11	+27.3%	160	198	-19.2%
New Listing Volume	\$4,703,900	\$1,933,100	+143.3%	\$59,070,850	\$62,954,850	-6.2%
Active Listing Count	30	68	-55.9%	N/A	N/A	
Active Listing Volume	\$15,914,950	\$30,990,200	-48.6%	N/A	N/A	
Average Listing Price	\$530,498	\$455,738	+16.4%	\$454,299	\$418,621	+8.5%
Median Listing Price	\$314,275	\$307,000	+2.4%	\$270,747	\$307,048	-11.8%
Median Days in RPR	64	97	-34%	102.91	91.99	+11.9%
Months of Inventory	0.9	3.6	-75.3%	4	5.9	-31.9%
Absorption Rate	113.33%	27.94%	+85.4%	24.88%	16.95%	+7.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	24	15	+60%	178	166	+7.2%
New Pending Sales Volume	\$9,138,500	\$3,631,300	+151.7%	\$55,510,800	\$44,083,050	+25.9%
Pending Sales Count	31	17	+82.4%	N/A	N/A	
Pending Sales Volume	\$11,464,400	\$4,176,200	+174.5%	N/A	N/A	
Closed Sales Count	22	14	+57.1%	136	150	-9.3%
Closed Sales Volume	\$5,817,435	\$3,509,500	+65.8%	\$37,808,176	\$36,152,500	+4.6%
Average Sales Price	\$264,429	\$250,679	+5.5%	\$278,001	\$241,017	+15.3%
Median Sales Price	\$248,347	\$233,500	+6.4%	\$246,700	\$189,340	+30.3%

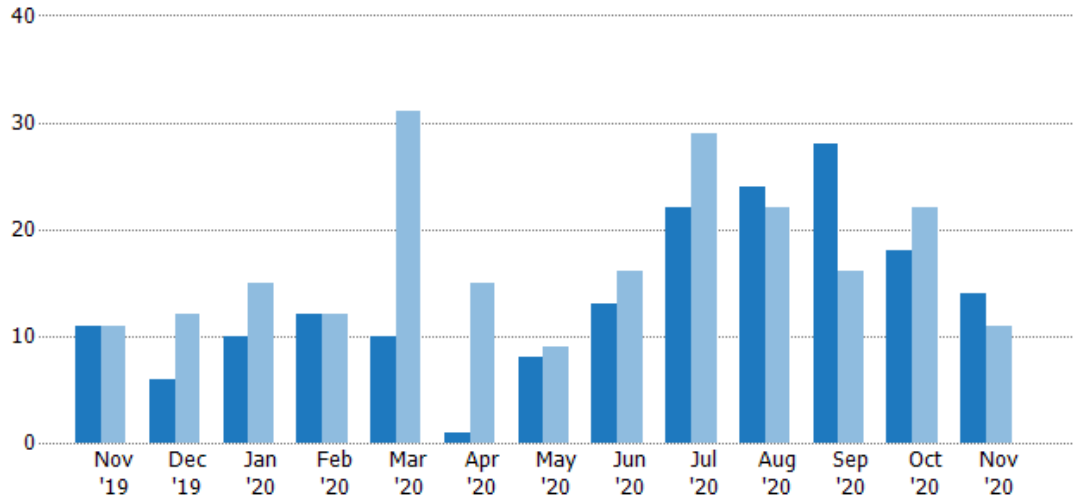
## New Listings

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.
Nov '20	14	27.3%
Nov '19	11	0%
Nov '18	11	-45.5%



Current Year	11	6	10	12	10	1	8	13	22	24	28	18	14
Prior Year	11	12	15	12	31	15	9	16	29	22	16	22	11
Percent Change from Prior Year	0%	-50%	-33%	0%	-68%	-93%	-11%	-19%	-24%	9%	75%	-18%	27%

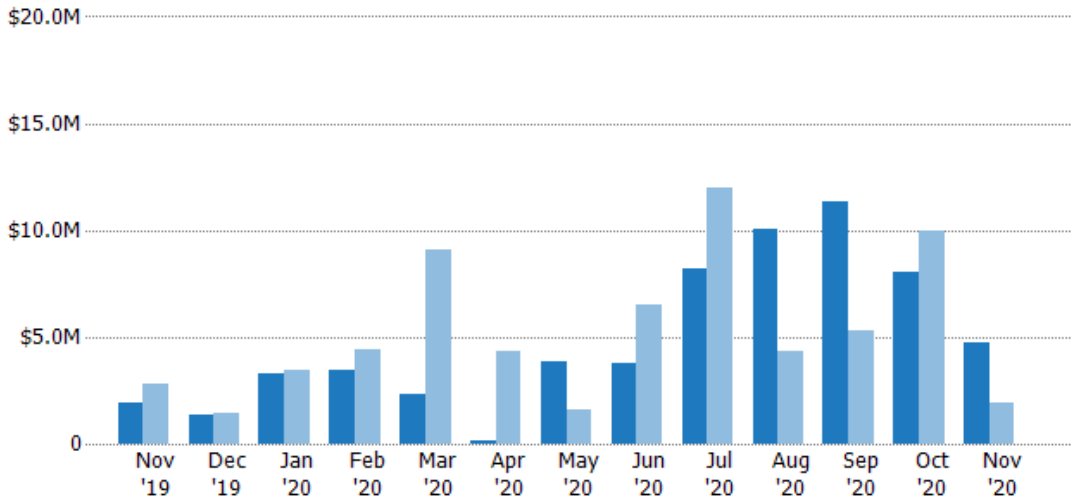
## New Listing Volume

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.
Nov '20	\$4.7M	143.3%
Nov '19	\$1.93M	-30.7%
Nov '18	\$2.79M	-47.2%



Current Year	\$1.93M	\$1.38M	\$3.32M	\$3.42M	\$2.34M	\$120K	\$3.83M	\$3.73M	\$8.19M	\$10.1M	\$11.3M	\$8.02M	\$4.7M
Prior Year	\$2.79M	\$1.41M	\$3.43M	\$4.44M	\$9.11M	\$4.34M	\$1.57M	\$6.53M	\$12M	\$4.36M	\$5.34M	\$9.94M	\$1.93M
Percent Change from Prior Year	-31%	-2%	-3%	-23%	-74%	-97%	144%	-43%	-32%	131%	112%	-19%	143%

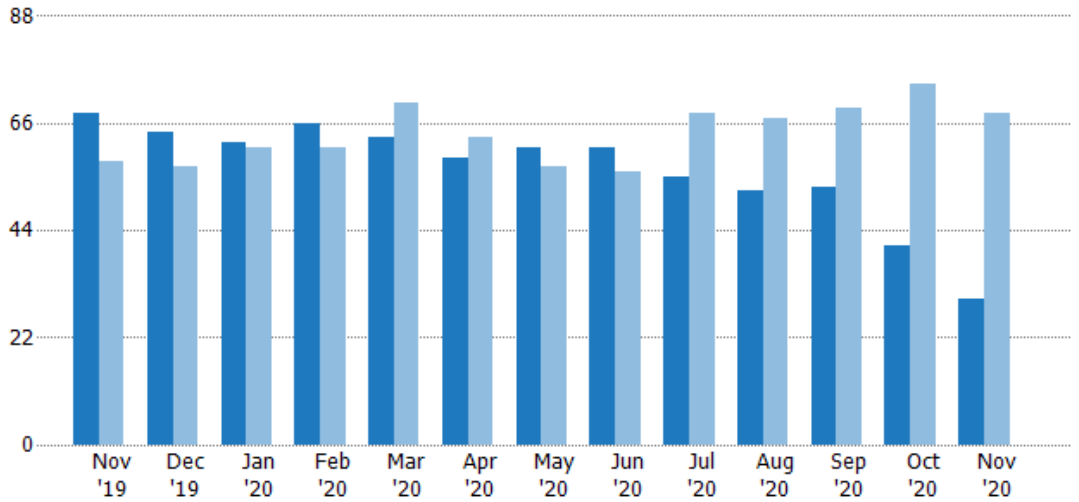
## Active Listings

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.
Nov '20	30	-55.9%
Nov '19	68	17.2%
Nov '18	58	51.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	68	64	62	66	63	59	61	61	55	52	53	41	30
Prior Year	58	57	61	61	70	63	57	56	68	67	69	74	68
Percent Change from Prior Year	17%	12%	2%	8%	-10%	-6%	7%	9%	-19%	-22%	-23%	-45%	-56%

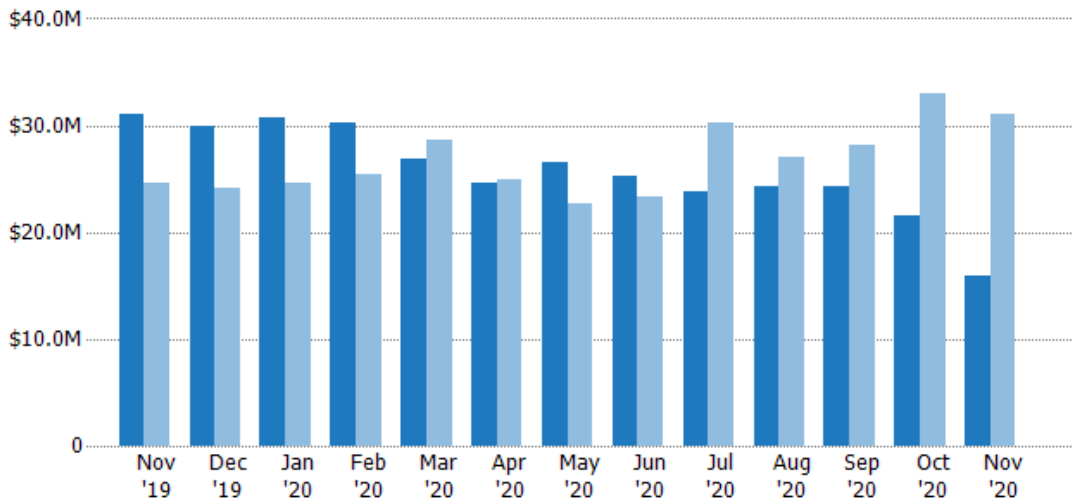
## Active Listing Volume

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.
Nov '20	\$15.9M	-48.6%
Nov '19	\$31M	25.7%
Nov '18	\$24.7M	4.4%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$31M	\$29.9M	\$30.7M	\$30.2M	\$26.8M	\$24.5M	\$26.5M	\$25.3M	\$23.8M	\$24.3M	\$24.2M	\$21.6M	\$15.9M
Prior Year	\$24.7M	\$24.2M	\$24.6M	\$25.4M	\$28.6M	\$25M	\$22.7M	\$23.3M	\$30.3M	\$27M	\$28.2M	\$32.9M	\$31M
Percent Change from Prior Year	26%	24%	25%	19%	-6%	-2%	17%	9%	-21%	-10%	-14%	-35%	-49%

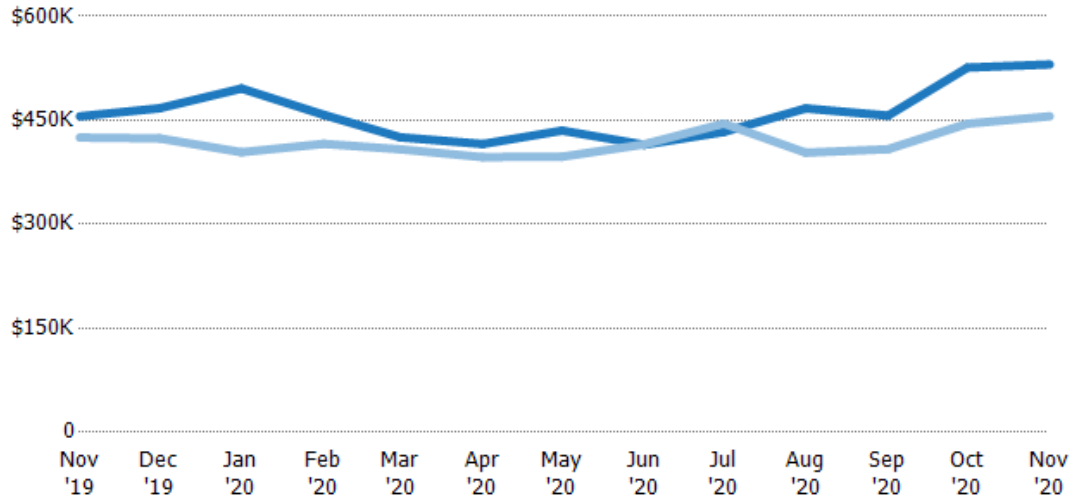
## Average Listing Price

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.
Nov '20	\$530K	16.4%
Nov '19	\$456K	7.2%
Nov '18	\$425K	-31.2%



Current Year	\$456K	\$467K	\$496K	\$458K	\$425K	\$416K	\$435K	\$415K	\$433K	\$467K	\$457K	\$526K	\$530K
Prior Year	\$425K	\$424K	\$404K	\$416K	\$408K	\$397K	\$398K	\$415K	\$445K	\$403K	\$408K	\$445K	\$456K
Percent Change from Prior Year	7%	10%	23%	10%	4%	5%	9%	0%	-3%	16%	12%	18%	16%

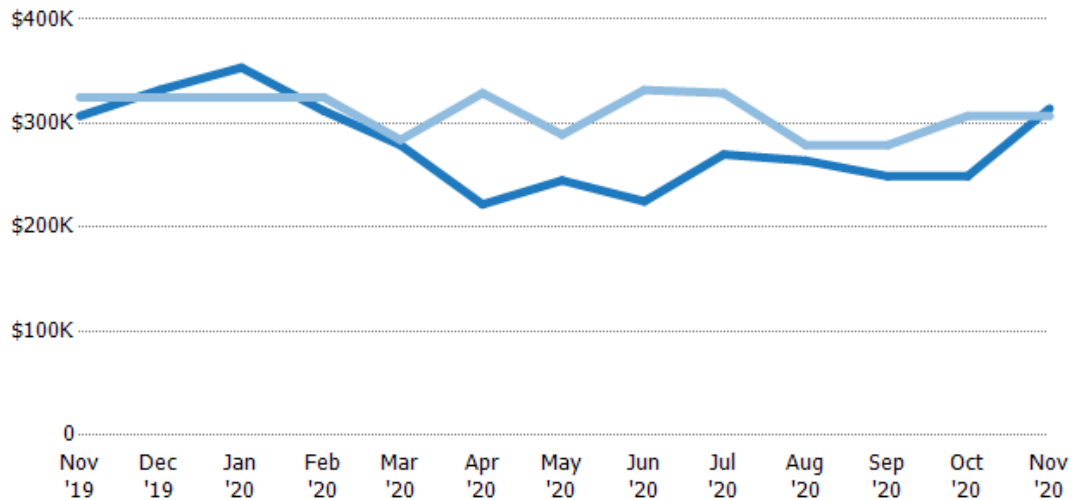
## Median Listing Price

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.
Nov '20	\$314K	2.4%
Nov '19	\$307K	-5.5%
Nov '18	\$325K	-46.2%



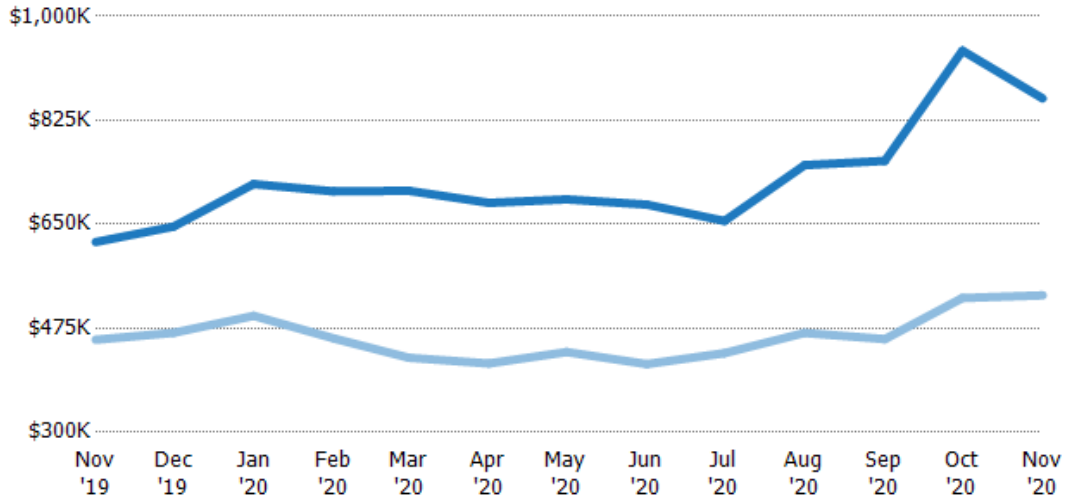
Current Year	\$307K	\$332K	\$354K	\$312K	\$279K	\$222K	\$245K	\$225K	\$270K	\$264K	\$249K	\$249K	\$314K
Prior Year	\$325K	\$325K	\$325K	\$325K	\$284K	\$329K	\$289K	\$332K	\$329K	\$279K	\$279K	\$307K	\$307K
Percent Change from Prior Year	-6%	2%	9%	-4%	-2%	-33%	-15%	-32%	-18%	-5%	-11%	-19%	2%

## 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



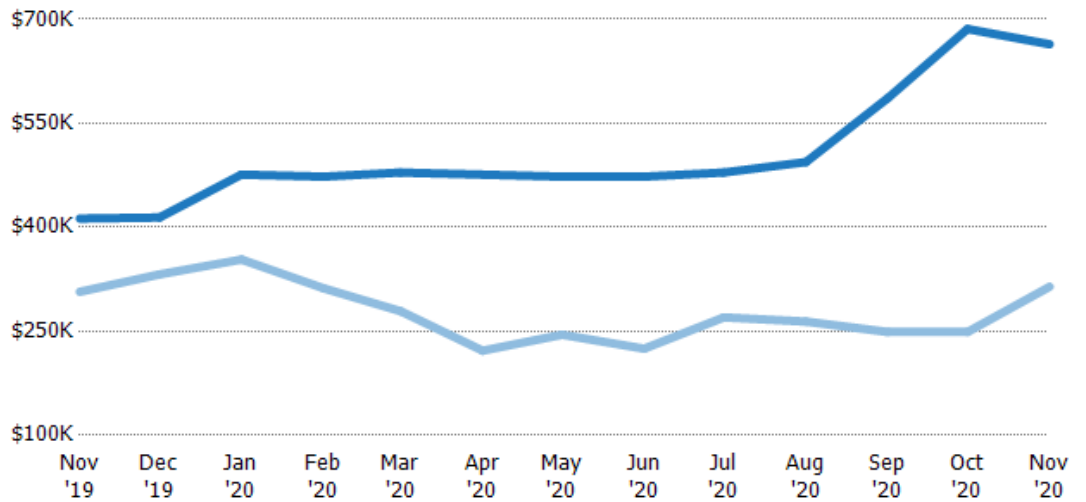
Avg Est Value	\$620K	\$646K	\$718K	\$705K	\$706K	\$686K	\$692K	\$683K	\$656K	\$749K	\$757K	\$942K	\$862K
Avg Listing Price	\$456K	\$467K	\$496K	\$458K	\$425K	\$416K	\$435K	\$415K	\$433K	\$467K	\$457K	\$526K	\$530K
Avg Listing Price as a % of Avg Est Value	73%	72%	69%	65%	60%	61%	63%	61%	66%	62%	60%	56%	62%

## 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	\$413K	\$414K	\$476K	\$473K	\$479K	\$476K	\$473K	\$473K	\$479K	\$494K	\$587K	\$686K	\$664K
Median Listing Price	\$307K	\$332K	\$354K	\$312K	\$279K	\$222K	\$245K	\$225K	\$270K	\$264K	\$249K	\$249K	\$314K
Med Listing Price as a % of Med Est Value	74%	80%	74%	66%	58%	47%	52%	48%	56%	53%	42%	36%	47%

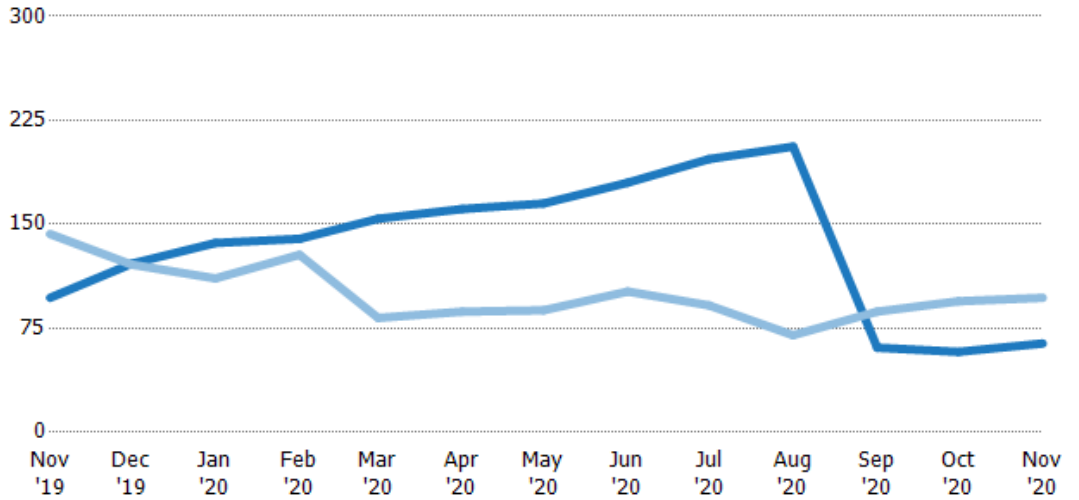
## Median Days in RPR

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.
Nov '20	64	-34%
Nov '19	97	-32.2%
Nov '18	143	-7.3%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	97	122	137	140	154	161	165	180	197	206	61	58	64
Prior Year	143	121	111	128	82.5	87	88	102	91.5	70	87	94.5	97
Percent Change from Prior Year	-32%	0%	23%	9%	87%	85%	88%	77%	115%	194%	-30%	-39%	-34%

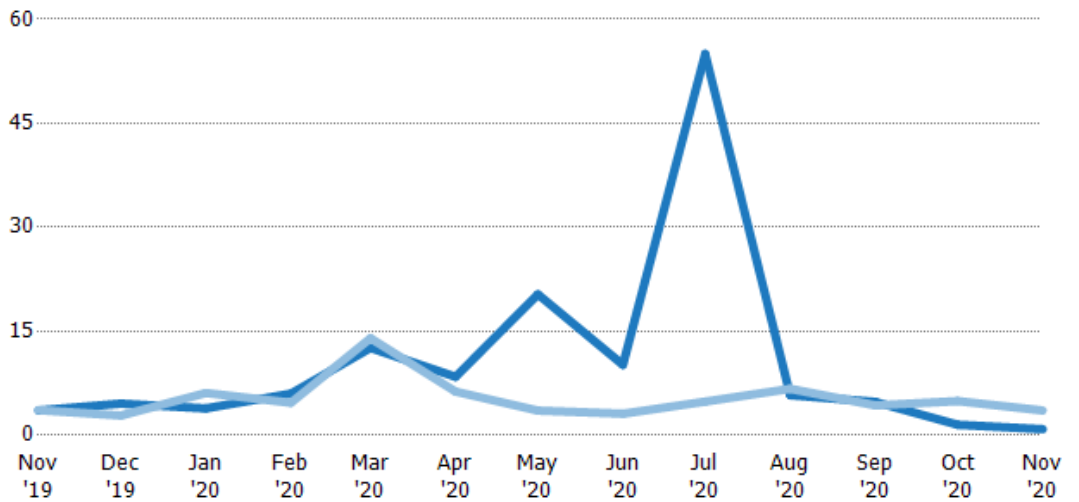
## Months of Inventory

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.
Nov '20	0.88	-75.3%
Nov '19	3.58	-1.3%
Nov '18	3.63	142.8%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	3.58	4.57	3.88	6	12.6	8.43	20.3	10.2	55	5.78	4.82	1.52	0.88
Prior Year	3.63	2.85	6.1	4.69	14	6.3	3.56	3.11	4.86	6.7	4.31	4.93	3.58
Percent Change from Prior Year	-1%	60%	-36%	28%	-10%	34%	471%	227%	1,032%	-14%	12%	-69%	-75%

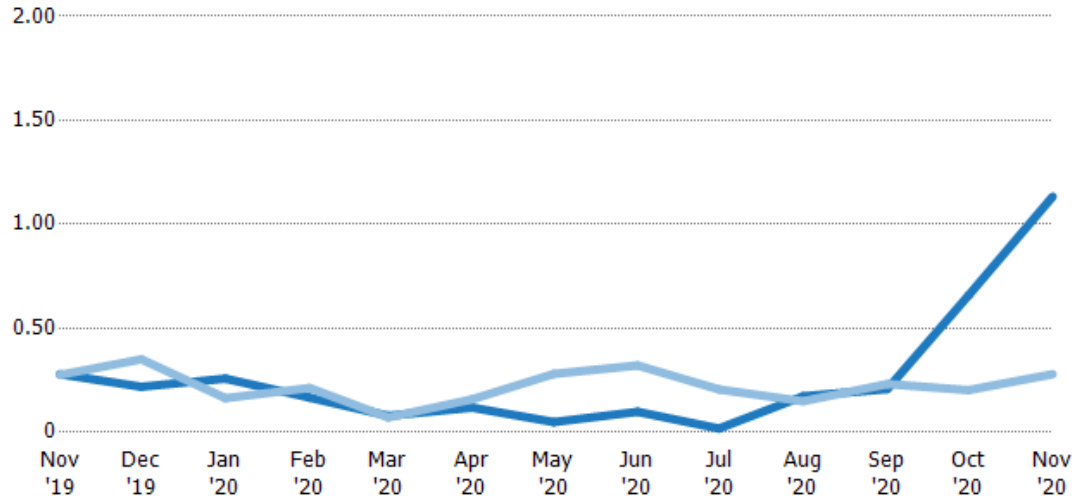
## Absorption Rate

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.
Nov '20	113%	-85.4%
Nov '19	28%	-0.4%
Nov '18	28%	-58.8%



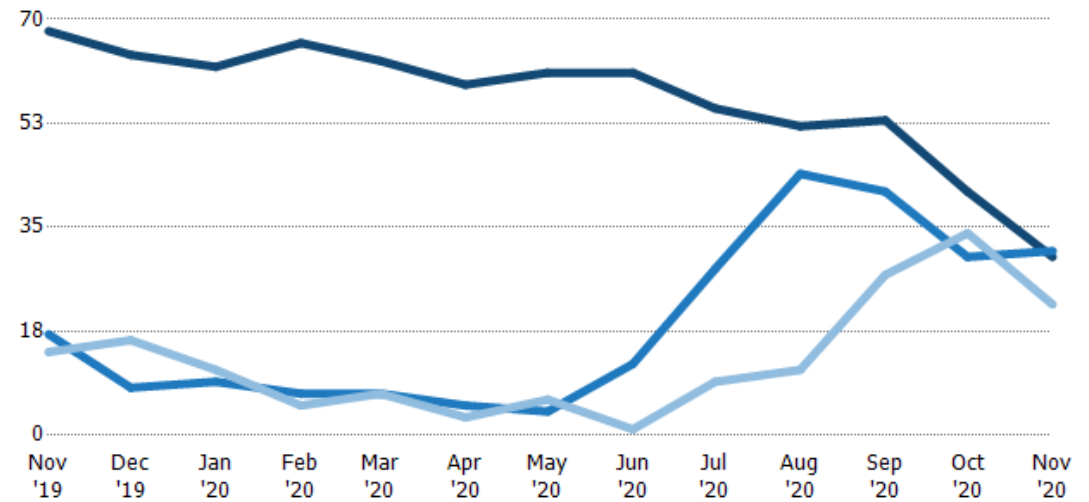
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	28%	22%	26%	17%	8%	12%	5%	10%	2%	17%	21%	66%	113%
Prior Year	28%	35%	16%	21%	7%	16%	28%	32%	21%	15%	23%	20%	28%
Change from Prior Year	0%	13%	-9%	5%	-1%	4%	23%	22%	19%	-2%	2%	-46%	-85%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	68	64	62	66	63	59	61	61	55	52	53	41	30
Pending	17	8	9	7	7	5	4	12	28	44	41	30	31
Sold	14	16	11	5	7	3	6	1	9	11	27	34	22

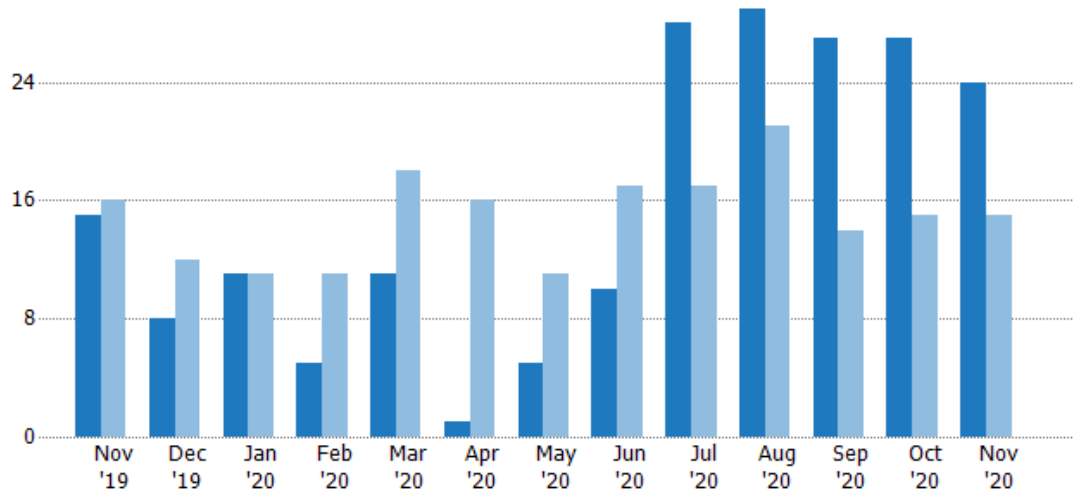
## New Pending Sales

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.
Nov '20	24	60%
Nov '19	15	-6.3%
Nov '18	16	-25%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	15	8	11	5	11	1	5	10	28	29	27	27	24
Prior Year	16	12	11	11	18	16	11	17	17	21	14	15	15
Percent Change from Prior Year	-6%	-33%	0%	-55%	-39%	-94%	-55%	-41%	65%	38%	93%	80%	60%

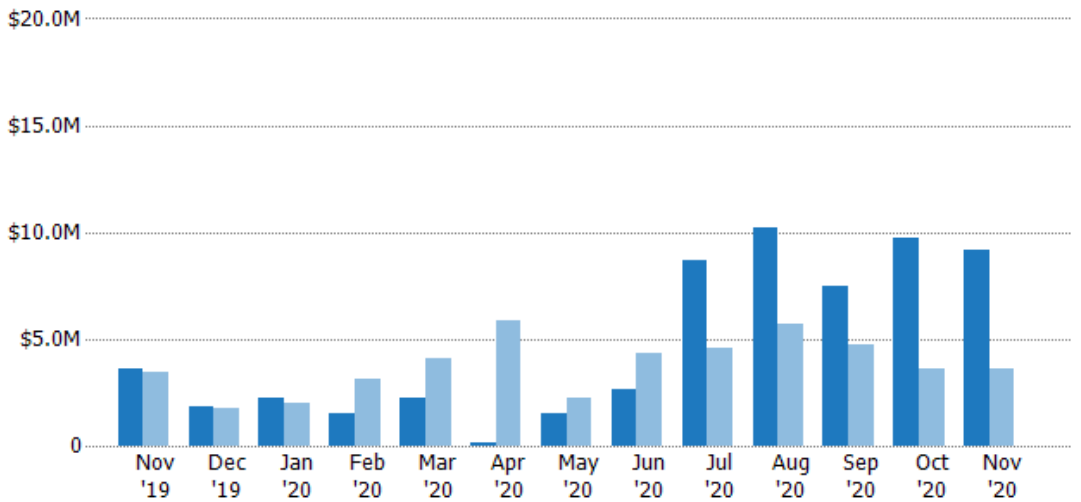
## New Pending Sales Volume

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.
Nov '20	\$9.14M	151.7%
Nov '19	\$3.63M	5.6%
Nov '18	\$3.44M	-35%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.2M	\$7.5M	\$9.72M	\$9.14M
Prior Year	\$3.44M	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$4.75M	\$3.58M	\$3.63M
Percent Change from Prior Year	6%	1%	10%	-52%	-45%	-98%	-34%	-40%	89%	79%	58%	171%	152%



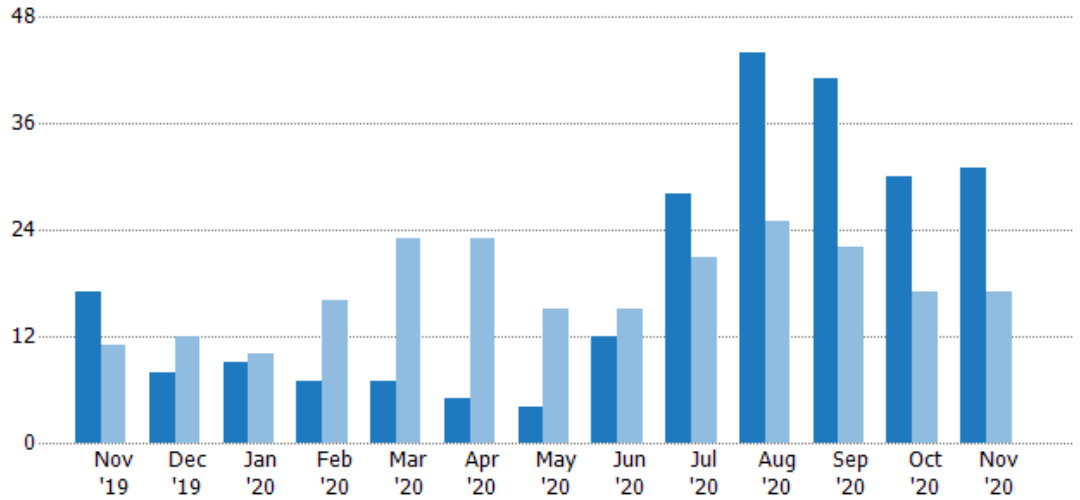
## Pending Sales

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.
Nov '20	31	82.4%
Nov '19	17	54.5%
Nov '18	11	0%



Current Year	17	8	9	7	7	5	4	12	28	44	41	30	31
Prior Year	11	12	10	16	23	23	15	15	21	25	22	17	17
Percent Change from Prior Year	55%	-33%	-10%	-56%	-70%	-78%	-73%	-20%	33%	76%	86%	76%	82%

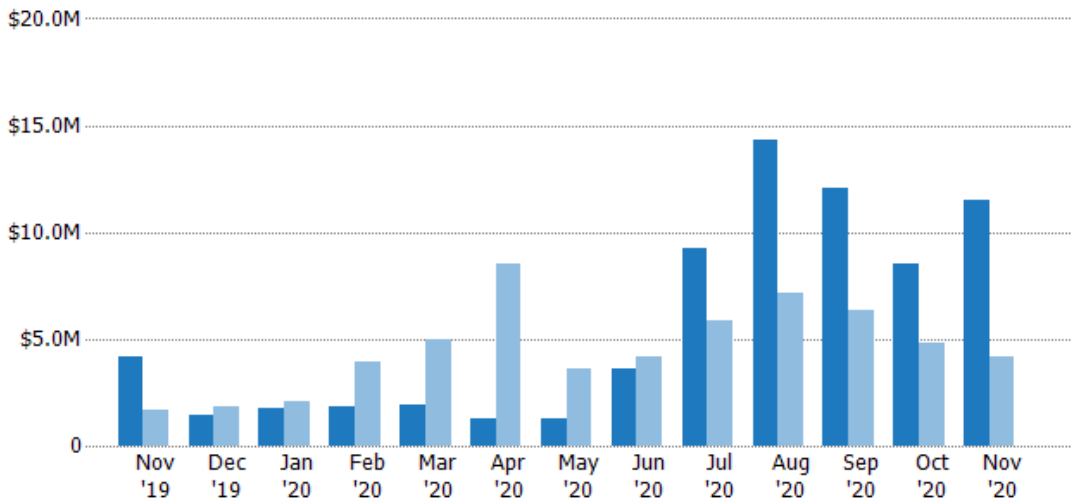
## Pending Sales Volume

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.
Nov '20	\$11.5M	174.5%
Nov '19	\$4.18M	147.1%
Nov '18	\$1.69M	83.3%



Current Year	\$4.18M	\$1.46M	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.24M	\$14.4M	\$12.1M	\$8.5M	\$11.5M
Prior Year	\$1.69M	\$1.81M	\$2.08M	\$3.96M	\$5.02M	\$8.53M	\$3.59M	\$4.15M	\$5.86M	\$7.13M	\$6.36M	\$4.81M	\$4.18M
Percent Change from Prior Year	147%	-19%	-14%	-53%	-61%	-85%	-63%	-13%	58%	101%	90%	77%	175%

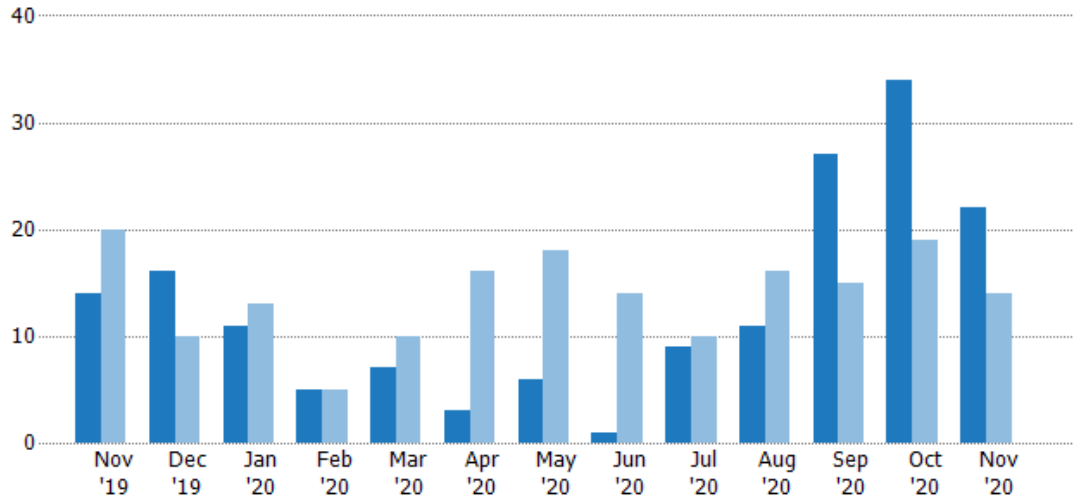
## Closed Sales

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.
Nov '20	22	57.1%
Nov '19	14	-30%
Nov '18	20	-35%



Current Year	14	16	11	5	7	3	6	1	9	11	27	34	22
Prior Year	20	10	13	5	10	16	18	14	10	16	15	19	14
Percent Change from Prior Year	-30%	60%	-15%	0%	-30%	-81%	-67%	-93%	-10%	-31%	80%	79%	57%

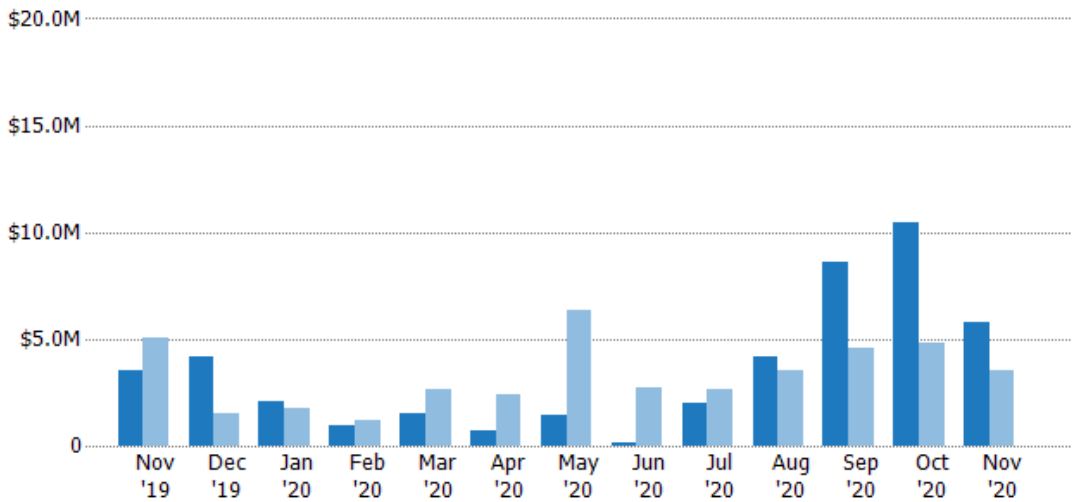
## Closed Sales Volume

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.
Nov '20	\$5.82M	65.8%
Nov '19	\$3.51M	-30.3%
Nov '18	\$5.03M	-67.4%



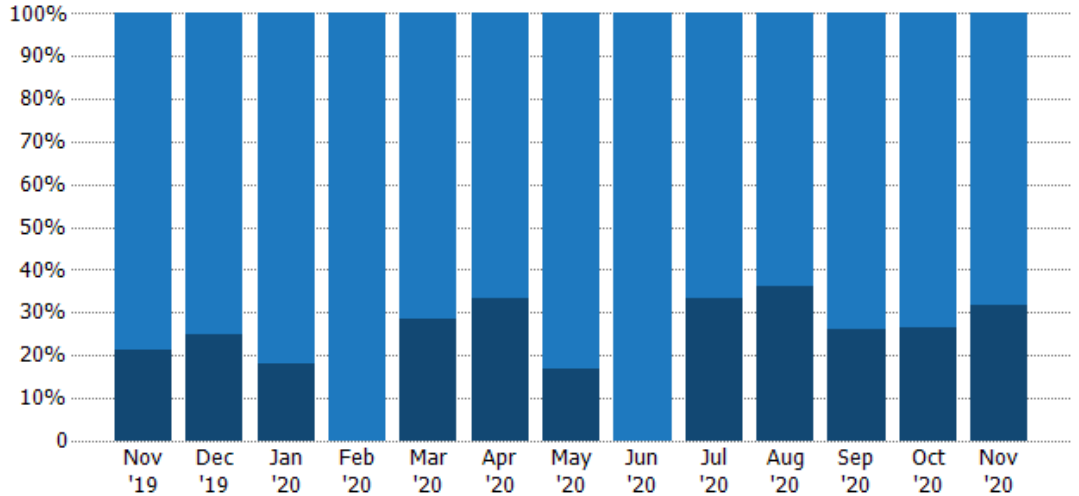
Current Year	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$4.19M	\$8.57M	\$10.5M	\$5.82M
Prior Year	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M	\$4.55M	\$4.84M	\$3.51M
Percent Change from Prior Year	-30%	176%	19%	-25%	-43%	-70%	-77%	-95%	-25%	18%	88%	116%	66%

## 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



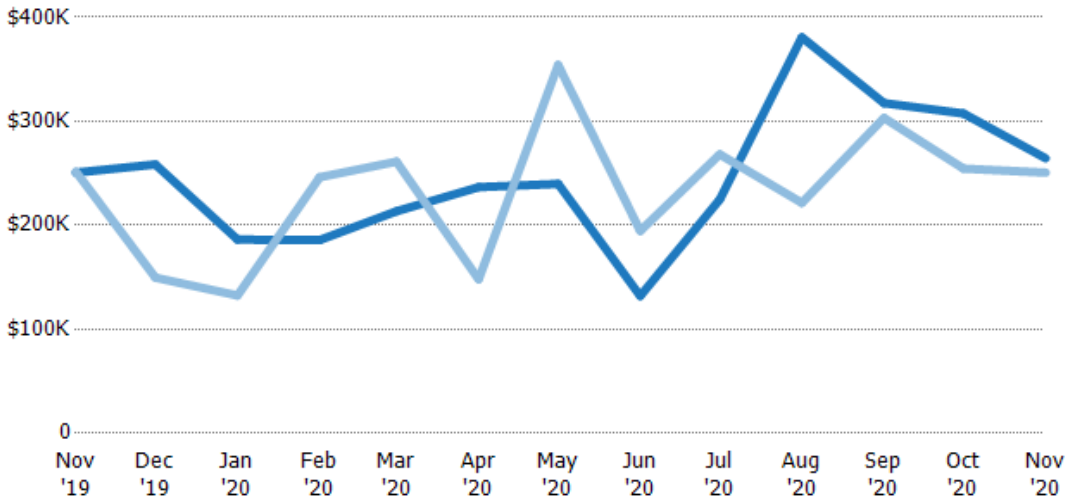
Condo/Townhouse	79%	75%	82%	100%	71%	67%	83%	100%	67%	64%	74%	74%	68%
Single Family Residence	21%	25%	18%	-	29%	33%	17%	-	33%	36%	26%	26%	32%

## 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	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K	\$264K
Prior Year	\$252K	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K
Percent Change from Prior Year	0%	73%	41%	-25%	-18%	60%	-32%	-32%	-16%	72%	5%	21%	5%

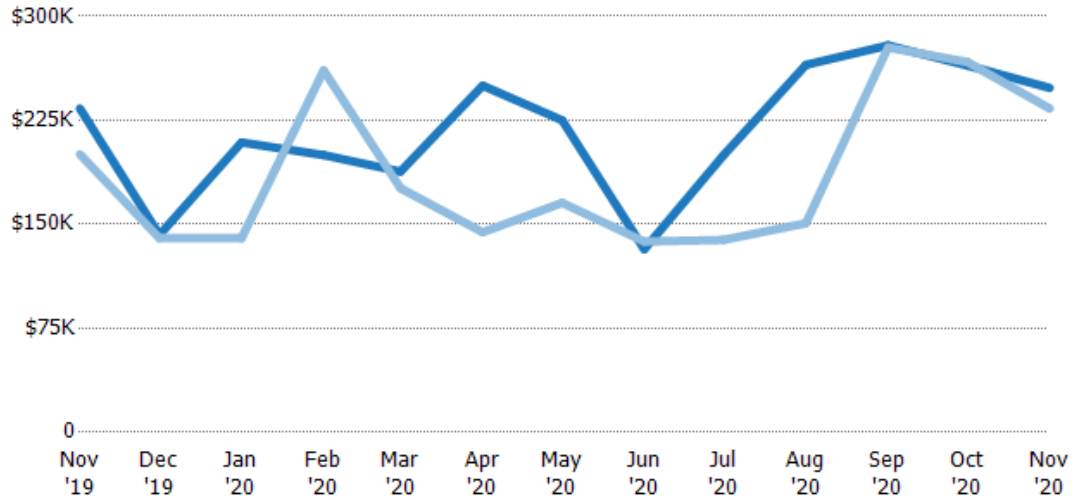
## Median Sales Price

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.
Nov '20	\$248K	6.4%
Nov '19	\$234K	16.5%
Nov '18	\$201K	-50.1%



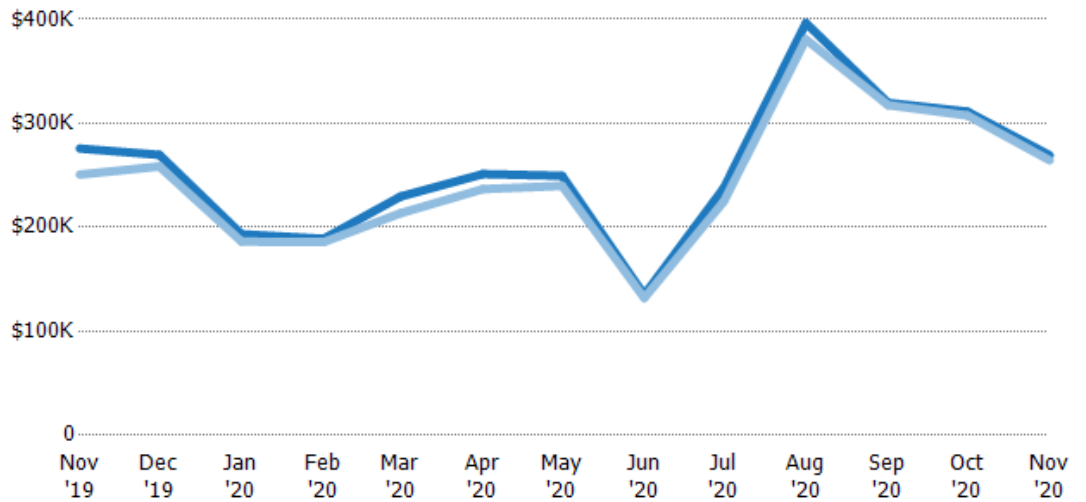
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K
Prior Year	\$201K	\$140K	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K
Percent Change from Prior Year	16%	2%	49%	-23%	7%	73%	36%	-4%	44%	76%	1%	-1%	6%

## 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



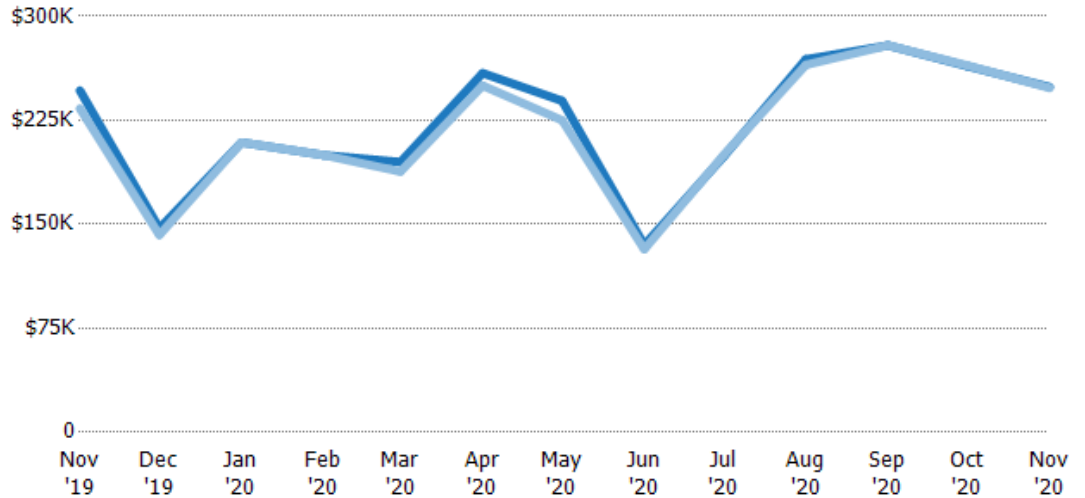
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K	\$269K
Avg Sales Price	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K	\$264K
Avg Sales Price as a % of Avg List Price	91%	96%	96%	98%	93%	94%	96%	98%	95%	96%	99%	99%	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



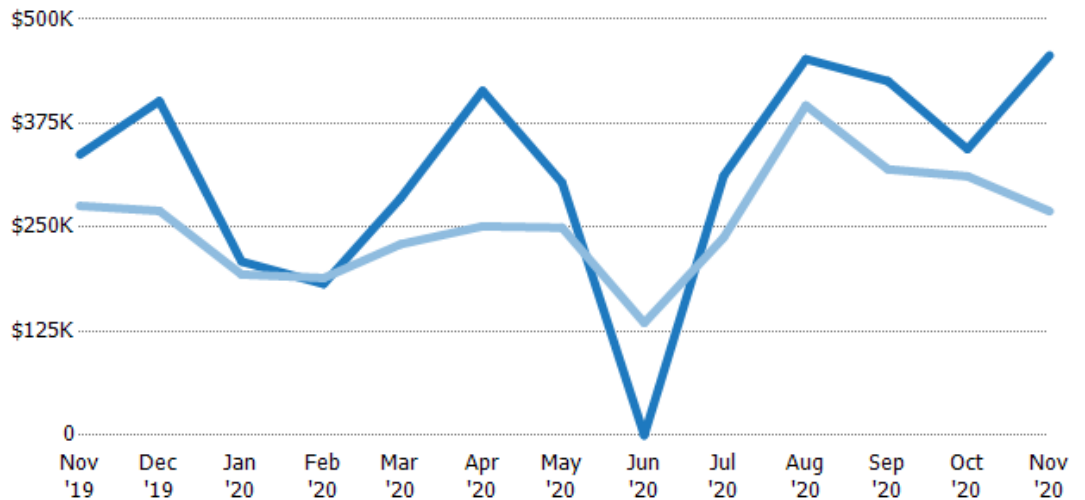
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K	\$249K
Median Sales Price	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K
Med Sales Price as a % of Med List Price	95%	97%	100%	100%	96%	97%	94%	98%	101%	99%	100%	100%	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



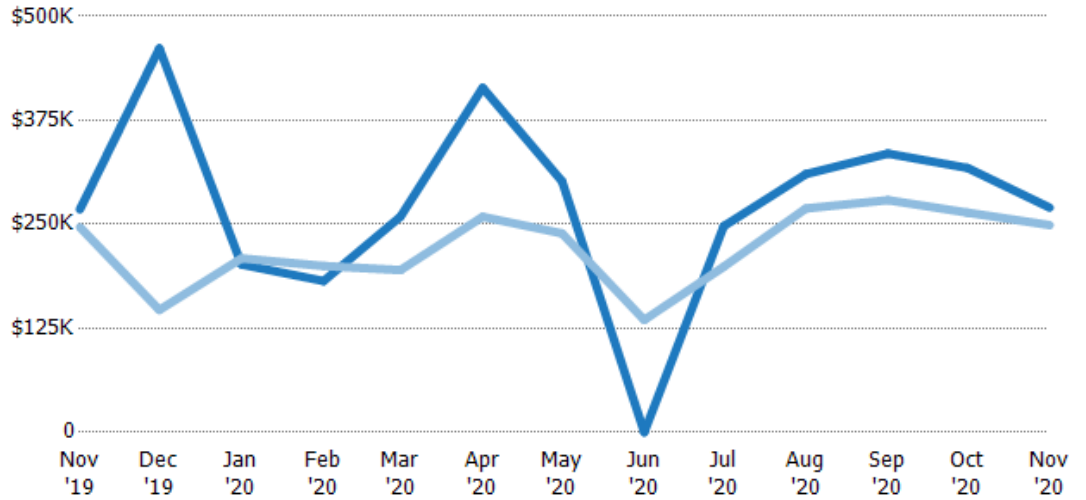
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$337K	\$402K	\$209K	\$182K	\$285K	\$414K	\$304K	\$0	\$312K	\$452K	\$426K	\$344K	\$457K
Avg Sales Price	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K	\$269K
Avg Sales Price as a % of Avg Est Value	82%	67%	93%	104%	81%	61%	82%	100%	76%	88%	75%	90%	59%

## 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	\$268K	\$461K	\$202K	\$182K	\$259K	\$414K	\$302K	\$0	\$248K	\$310K	\$335K	\$318K	\$270K
Median Sales Price	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K	\$249K
Med Sales Price as a % of Med Est Value	92%	32%	104%	110%	75%	63%	79%	100%	80%	87%	83%	83%	92%