

## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	18	22	-18.2%	146	187	-21.9%
New Listing Volume	\$8,018,450	\$9,941,900	-19.3%	\$54,366,950	\$61,021,750	-10.9%
Active Listing Count	41	74	-44.6%	N/A	N/A	
Active Listing Volume	\$21,565,550	\$32,934,200	-34.5%	N/A	N/A	
Average Listing Price	\$525,989	\$445,057	+18.2%	\$450,309	\$414,714	+8.6%
Median Listing Price	\$249,000	\$307,000	-18.9%	\$268,468	\$307,053	-12.6%
Median Days in RPR	58	94.5	-38.6%	110.42	91.47	+20.7%
Months of Inventory	1.5	4.9	-69.2%	4.2	6.4	-34.1%
Absorption Rate	65.85%	20.27%	+45.6%	23.73%	15.63%	+8.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	27	15	+80%	154	151	+2%
New Pending Sales Volume	\$9,723,100	\$3,582,700	+171.4%	\$46,372,300	\$40,451,750	+14.6%
Pending Sales Count	30	17	+76.5%	N/A	N/A	
Pending Sales Volume	\$8,497,900	\$4,813,800	+76.5%	N/A	N/A	
Closed Sales Count	34	19	+78.9%	114	136	-16.2%
Closed Sales Volume	\$10,455,001	\$4,835,000	+116.2%	\$31,990,741	\$32,643,000	-2%
Average Sales Price	\$307,500	\$254,474	+20.8%	\$280,621	\$240,022	+16.9%
Median Sales Price	\$264,500	\$267,000	-0.9%	\$246,382	\$184,794	+33.3%

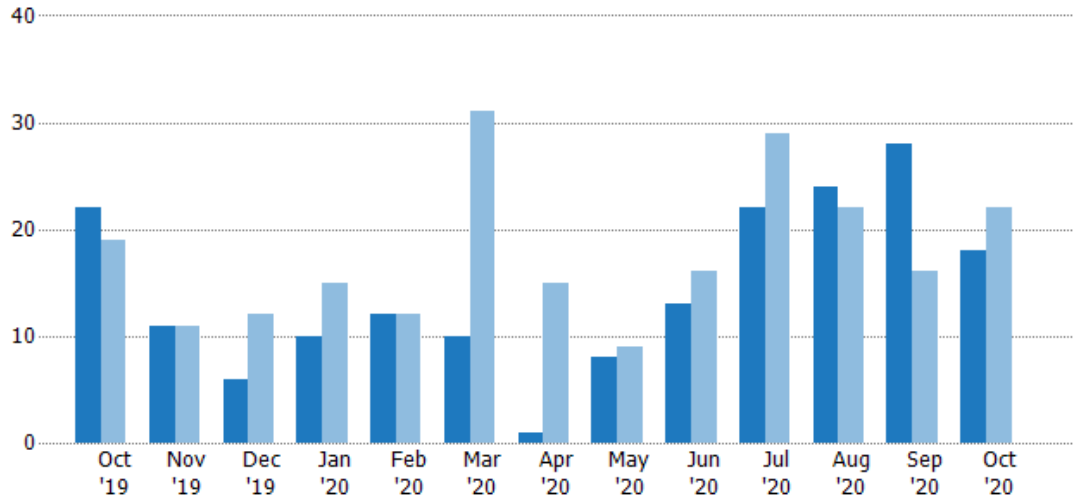
## New Listings

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.
Oct '20	18	-18.2%
Oct '19	22	15.8%
Oct '18	19	-31.6%



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

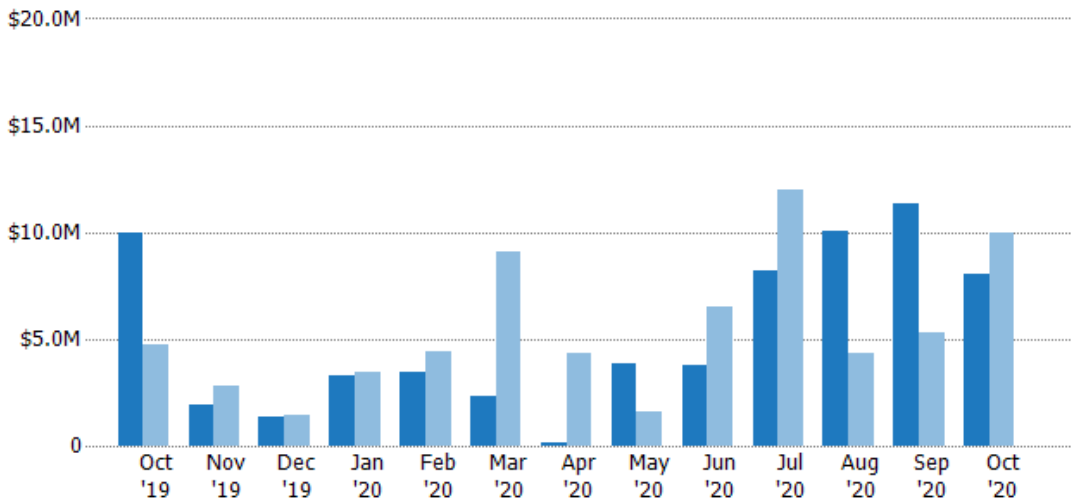
## New Listing Volume

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.
Oct '20	\$8.02M	-19.3%
Oct '19	\$9.94M	109.1%
Oct '18	\$4.75M	-35.7%



Current Year	\$9.94M	\$1.93M	\$1.38M	\$3.32M	\$3.42M	\$2.34M	\$120K	\$3.83M	\$3.73M	\$8.19M	\$10.1M	\$11.3M	\$8.02M
Prior Year	\$4.75M	\$2.79M	\$1.41M	\$3.43M	\$4.44M	\$9.11M	\$4.34M	\$1.57M	\$6.53M	\$12M	\$4.36M	\$5.34M	\$9.94M
Percent Change from Prior Year	109%	-31%	-2%	-3%	-23%	-74%	-97%	144%	-43%	-32%	131%	112%	-19%

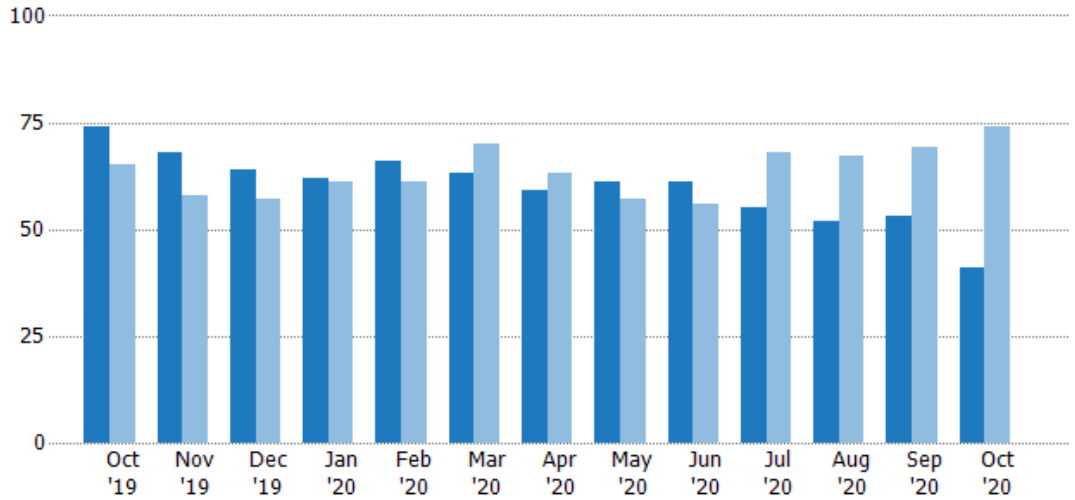
## Active Listings

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.
Oct '20	41	-44.6%
Oct '19	74	13.8%
Oct '18	65	46.2%



Current Year	74	68	64	62	66	63	59	61	61	55	52	53	41
Prior Year	65	58	57	61	61	70	63	57	56	68	67	69	74
Percent Change from Prior Year	14%	17%	12%	2%	8%	-10%	-6%	7%	9%	-19%	-22%	-23%	-45%

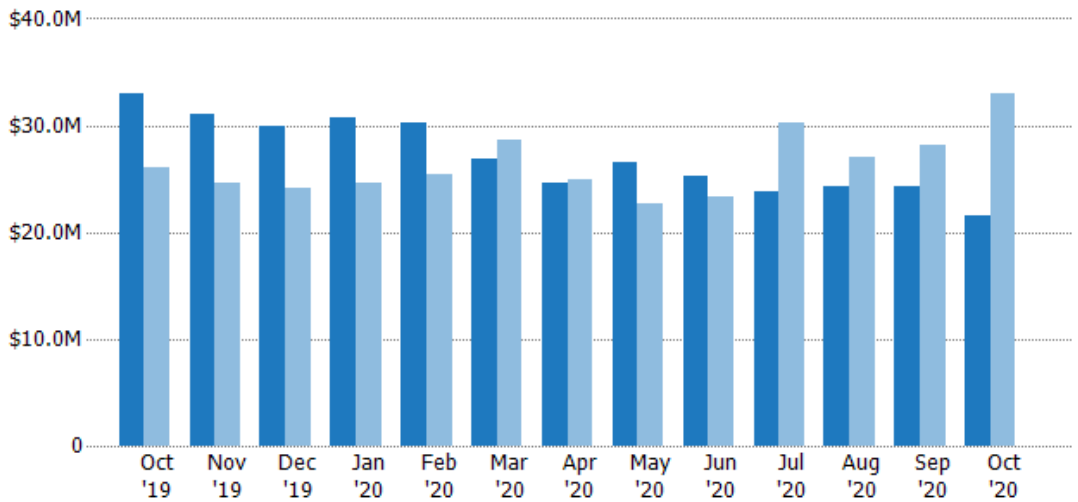
## Active Listing Volume

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.
Oct '20	\$21.6M	-34.5%
Oct '19	\$32.9M	26.7%
Oct '18	\$26M	2.4%



Current Year	\$32.9M	\$31M	\$29.9M	\$30.7M	\$30.2M	\$26.8M	\$24.5M	\$26.5M	\$25.3M	\$23.8M	\$24.3M	\$24.2M	\$21.6M
Prior Year	\$26M	\$24.7M	\$24.2M	\$24.6M	\$25.4M	\$28.6M	\$25M	\$22.7M	\$23.3M	\$30.3M	\$27M	\$28.2M	\$32.9M
Percent Change from Prior Year	27%	26%	24%	25%	19%	-6%	-2%	17%	9%	-21%	-10%	-14%	-35%

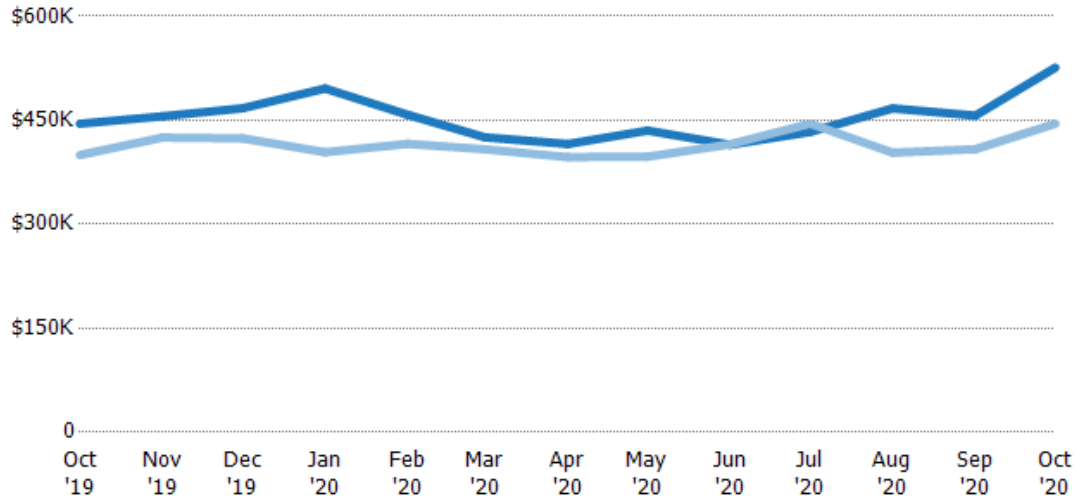
## Average Listing Price

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.
Oct '20	\$526K	18.2%
Oct '19	\$445K	11.3%
Oct '18	\$400K	-29.9%



Current Year	\$445K	\$456K	\$467K	\$496K	\$458K	\$425K	\$416K	\$435K	\$415K	\$433K	\$467K	\$457K	\$526K
Prior Year	\$400K	\$425K	\$424K	\$404K	\$416K	\$408K	\$397K	\$398K	\$415K	\$445K	\$403K	\$408K	\$445K
Percent Change from Prior Year	11%	7%	10%	23%	10%	4%	5%	9%	0%	-3%	16%	12%	18%

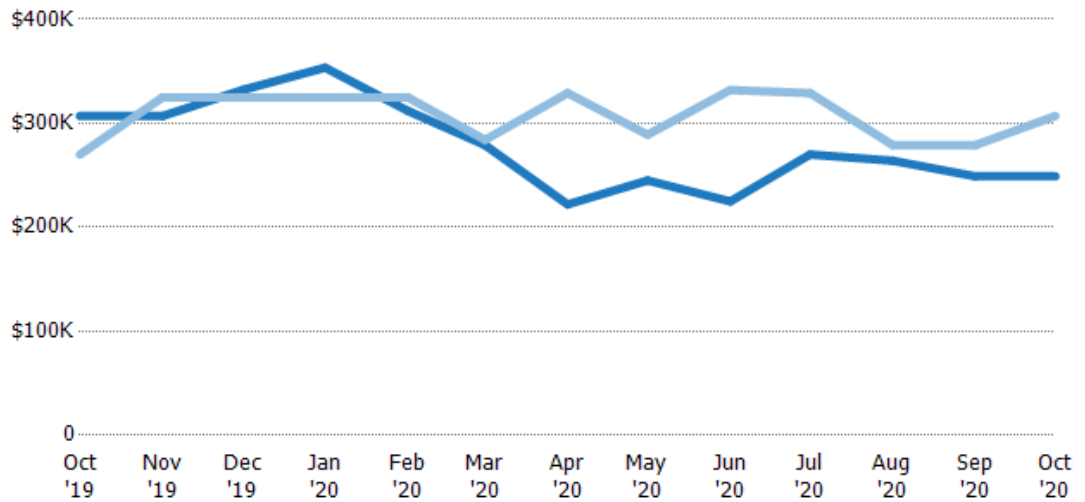
## Median Listing Price

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.
Oct '20	\$249K	-18.9%
Oct '19	\$307K	13.7%
Oct '18	\$270K	-41.1%



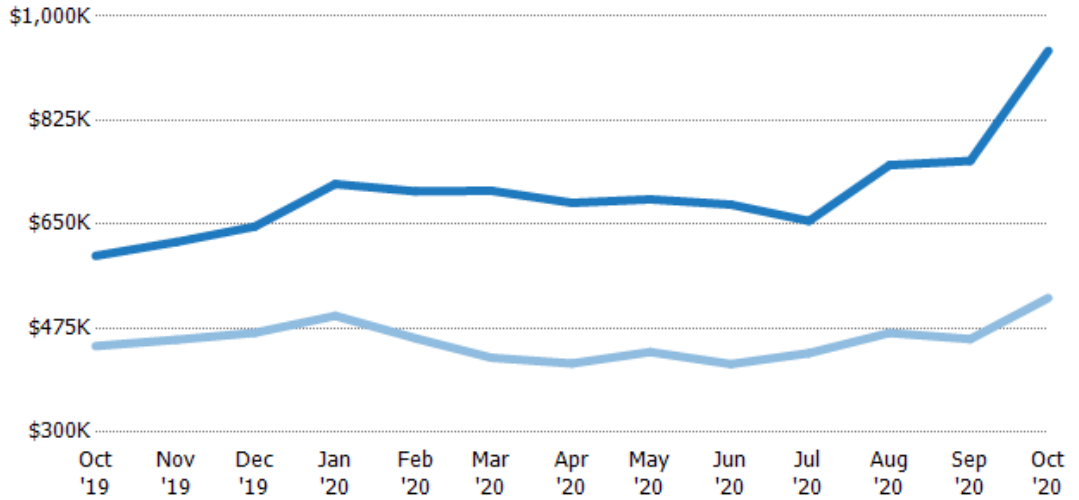
Current Year	\$307K	\$307K	\$332K	\$354K	\$312K	\$279K	\$222K	\$245K	\$225K	\$270K	\$264K	\$249K	\$249K
Prior Year	\$270K	\$325K	\$325K	\$325K	\$325K	\$284K	\$329K	\$289K	\$332K	\$329K	\$279K	\$279K	\$307K
Percent Change from Prior Year	14%	-6%	2%	9%	-4%	-2%	-33%	-15%	-32%	-18%	-5%	-11%	-19%

## 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



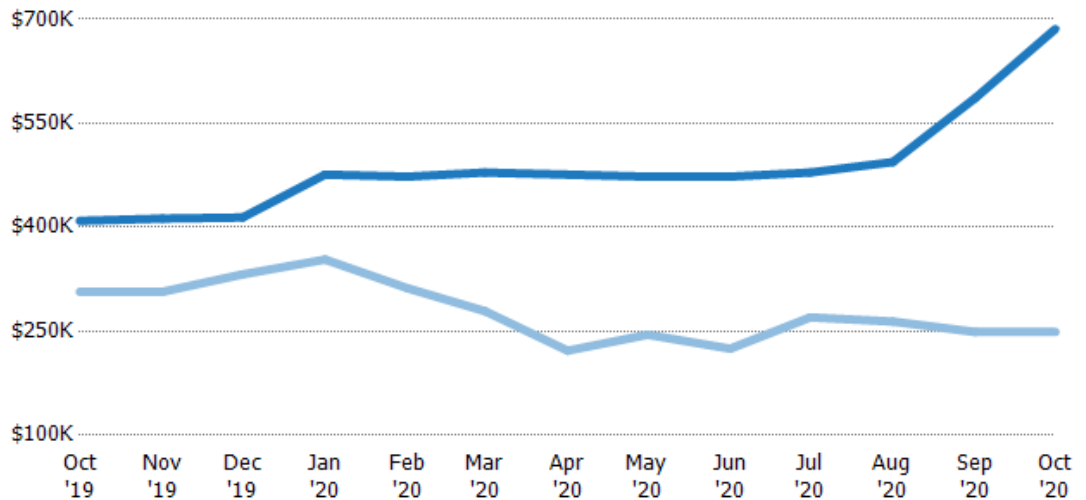
Avg Est Value	\$597K	\$620K	\$646K	\$718K	\$705K	\$706K	\$686K	\$692K	\$683K	\$656K	\$749K	\$757K	\$942K
Avg Listing Price	\$445K	\$456K	\$467K	\$496K	\$458K	\$425K	\$416K	\$435K	\$415K	\$433K	\$467K	\$457K	\$526K
Avg Listing Price as a % of Avg Est Value	75%	73%	72%	69%	65%	60%	61%	63%	61%	66%	62%	60%	56%

## 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	\$409K	\$413K	\$414K	\$476K	\$473K	\$479K	\$476K	\$473K	\$473K	\$479K	\$494K	\$587K	\$686K
Median Listing Price	\$307K	\$307K	\$332K	\$354K	\$312K	\$279K	\$222K	\$245K	\$225K	\$270K	\$264K	\$249K	\$249K
Med Listing Price as a % of Med Est Value	75%	74%	80%	74%	66%	58%	47%	52%	48%	56%	53%	42%	36%

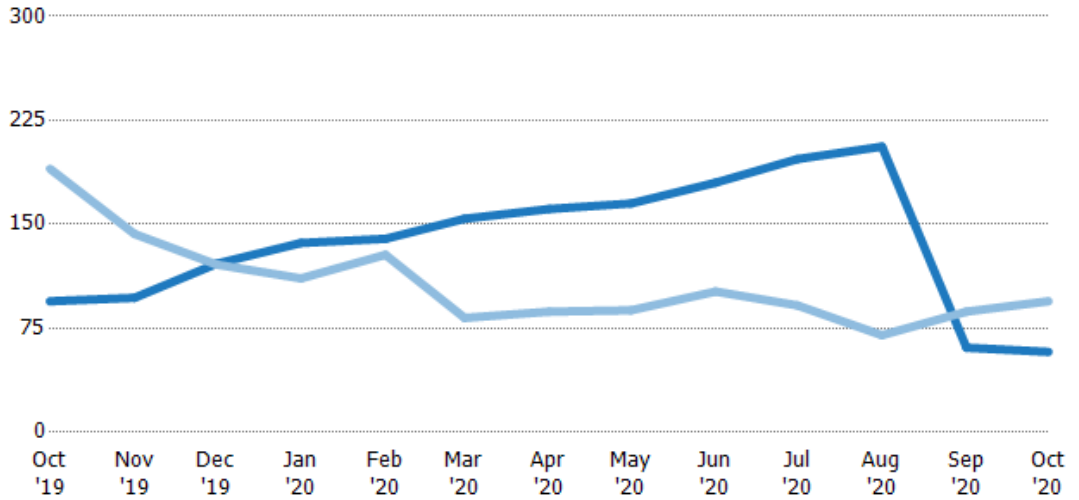
## Median Days in RPR

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.
Oct '20	58	-38.6%
Oct '19	94.5	-50.3%
Oct '18	190	-43.2%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	94.5	97	122	137	140	154	161	165	180	197	206	61	58
Prior Year	190	143	121	111	128	82.5	87	88	102	91.5	70	87	94.5
Percent Change from Prior Year	-50%	-32%	0%	23%	9%	87%	85%	88%	77%	115%	194%	-30%	-39%

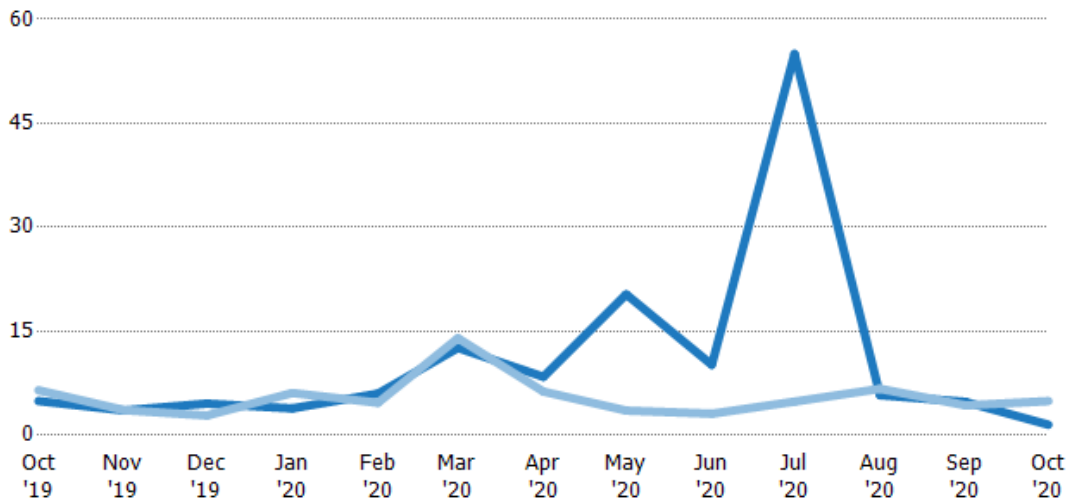
## Months of Inventory

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.
Oct '20	1.52	-69.2%
Oct '19	4.93	-24.1%
Oct '18	6.5	21.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	4.93	3.58	4.57	3.88	6	12.6	8.43	20.3	10.2	55	5.78	4.82	1.52
Prior Year	6.5	3.63	2.85	6.1	4.69	14	6.3	3.56	3.11	4.86	6.7	4.31	4.93
Percent Change from Prior Year	-24%	-1%	60%	-36%	28%	-10%	34%	471%	227%	1,032%	-14%	12%	-69%

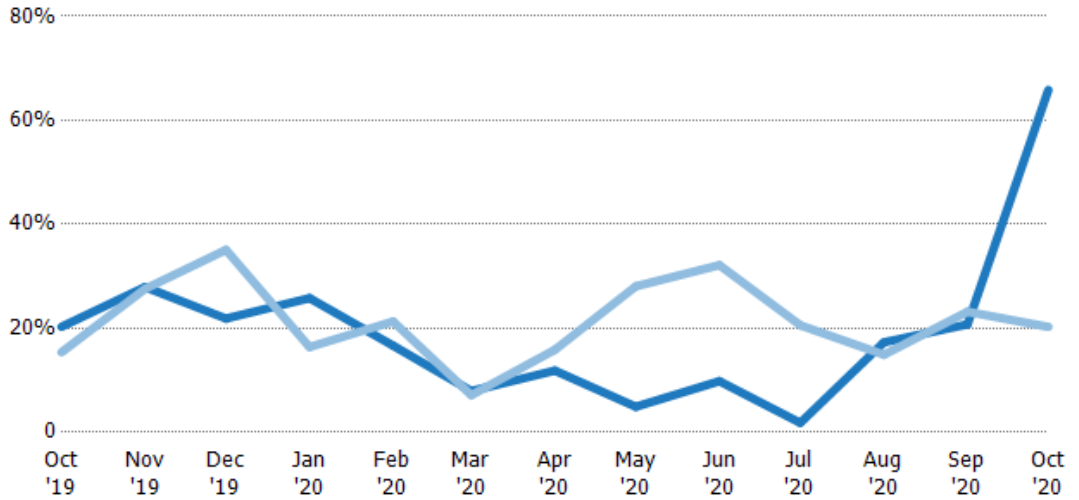
## Absorption Rate

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.
Oct '20	66%	-45.6%
Oct '19	20%	-4.9%
Oct '18	15%	-17.9%



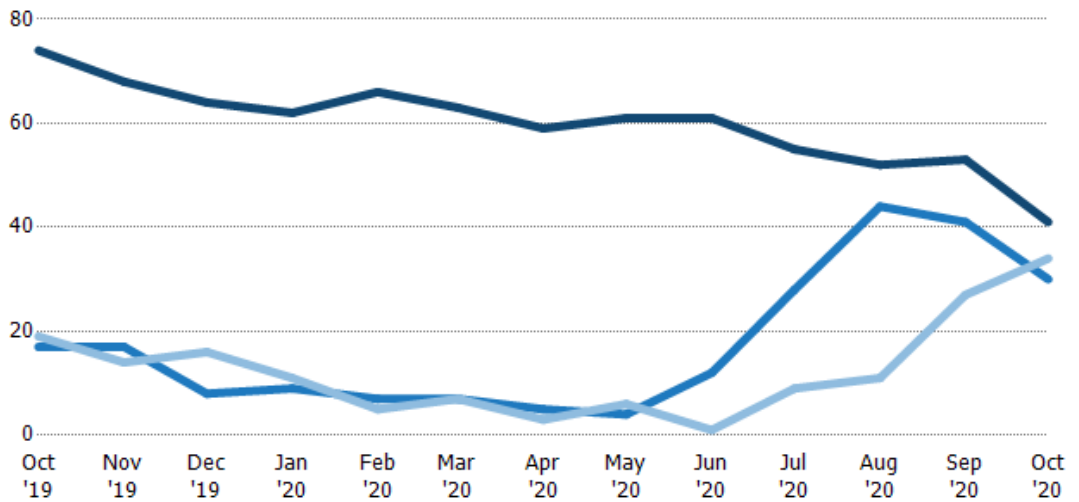
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	20%	28%	22%	26%	17%	8%	12%	5%	10%	2%	17%	21%	66%
Prior Year	15%	28%	35%	16%	21%	7%	16%	28%	32%	21%	15%	23%	20%
Change from Prior Year	-5%	0%	13%	-9%	5%	-1%	4%	23%	22%	19%	-2%	2%	-46%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	74	68	64	62	66	63	59	61	61	55	52	53	41
Pending	17	17	8	9	7	7	5	4	12	28	44	41	30
Sold	19	14	16	11	5	7	3	6	1	9	11	27	34

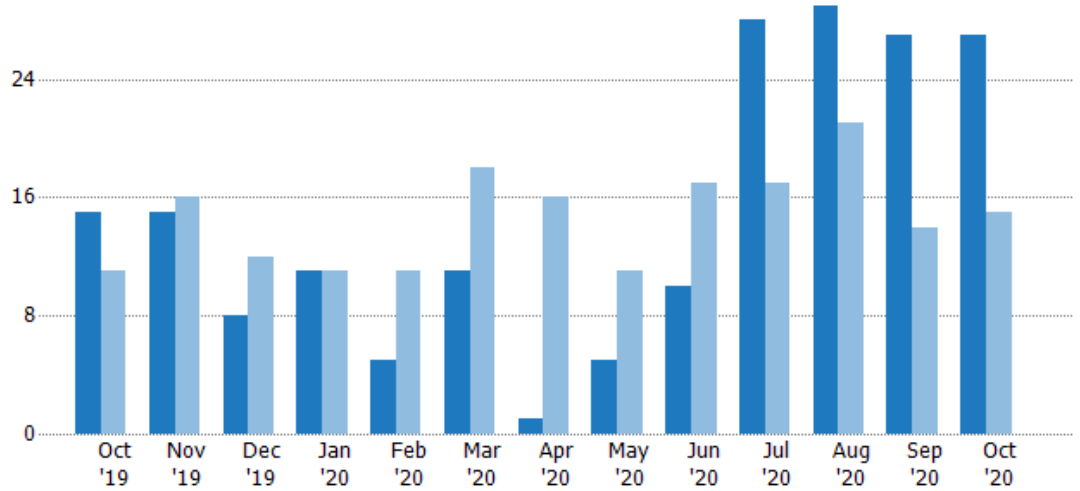
## New Pending Sales

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.
Oct '20	27	80%
Oct '19	15	36.4%
Oct '18	11	27.3%



Current Year	15	15	8	11	5	11	1	5	10	28	29	27	27
Prior Year	11	16	12	11	11	18	16	11	17	17	21	14	15
Percent Change from Prior Year	36%	-6%	-33%	0%	-55%	-39%	-94%	-55%	-41%	65%	38%	93%	80%

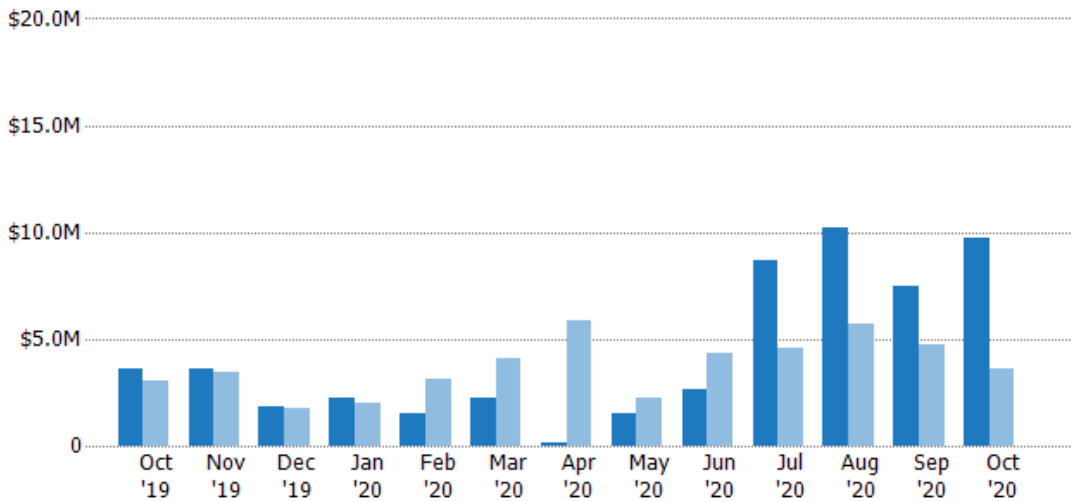
## New Pending Sales Volume

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.
Oct '20	\$9.72M	171.4%
Oct '19	\$3.58M	19%
Oct '18	\$3.01M	-8.3%



Current Year	\$3.58M	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.2M	\$7.5M	\$9.72M
Prior Year	\$3.01M	\$3.44M	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$4.75M	\$3.58M
Percent Change from Prior Year	19%	6%	1%	10%	-52%	-45%	-98%	-34%	-40%	89%	79%	58%	171%



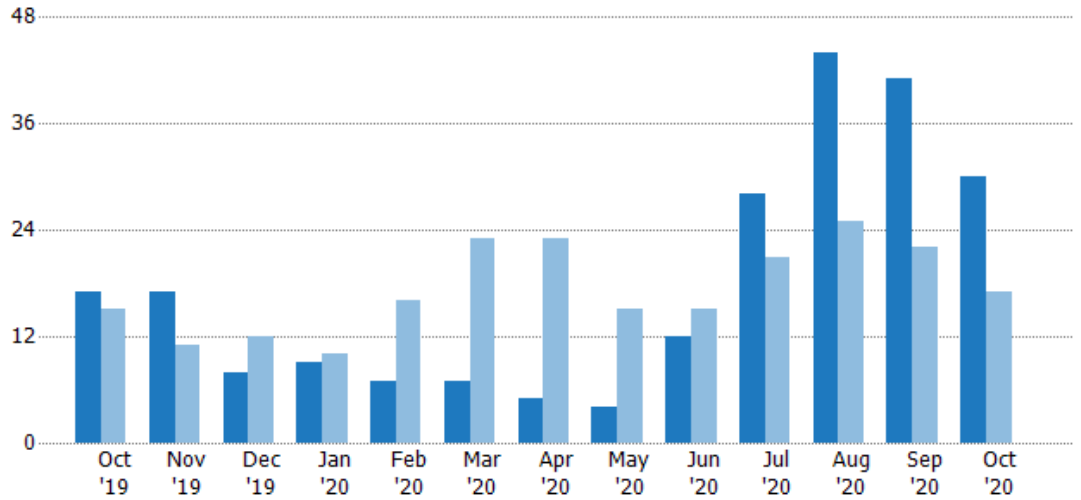
## Pending Sales

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.
Oct '20	30	76.5%
Oct '19	17	13.3%
Oct '18	15	-20%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	17	17	8	9	7	7	5	4	12	28	44	41	30
Prior Year	15	11	12	10	16	23	23	15	15	21	25	22	17
Percent Change from Prior Year	13%	55%	-33%	-10%	-56%	-70%	-78%	-73%	-20%	33%	76%	86%	76%

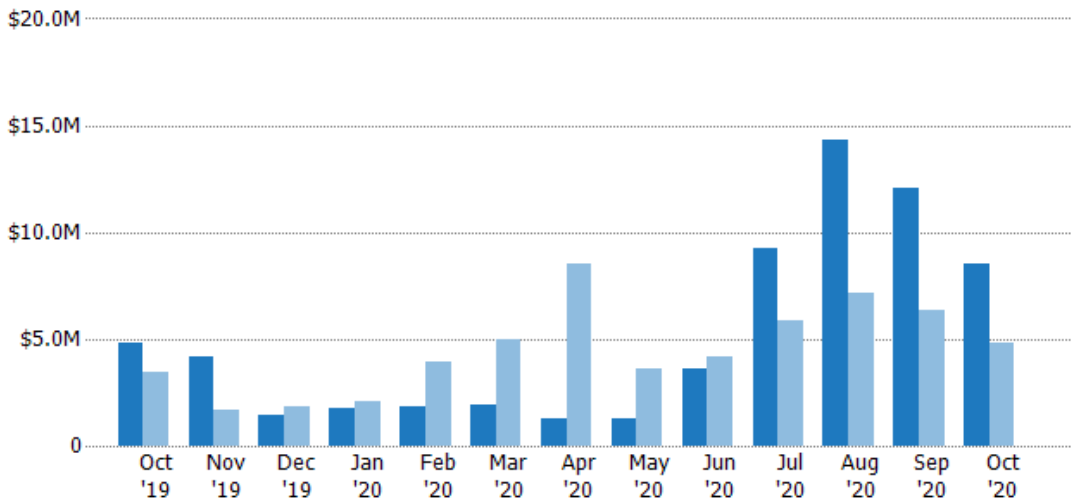
## Pending Sales Volume

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.
Oct '20	\$8.5M	76.5%
Oct '19	\$4.81M	40.6%
Oct '18	\$3.42M	-24.5%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$4.81M	\$4.18M	\$1.46M	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.24M	\$14.4M	\$12.1M	\$8.5M
Prior Year	\$3.42M	\$1.69M	\$1.81M	\$2.08M	\$3.96M	\$5.02M	\$8.53M	\$3.59M	\$4.15M	\$5.86M	\$7.13M	\$6.36M	\$4.81M
Percent Change from Prior Year	41%	147%	-19%	-14%	-53%	-61%	-85%	-63%	-13%	58%	101%	90%	77%

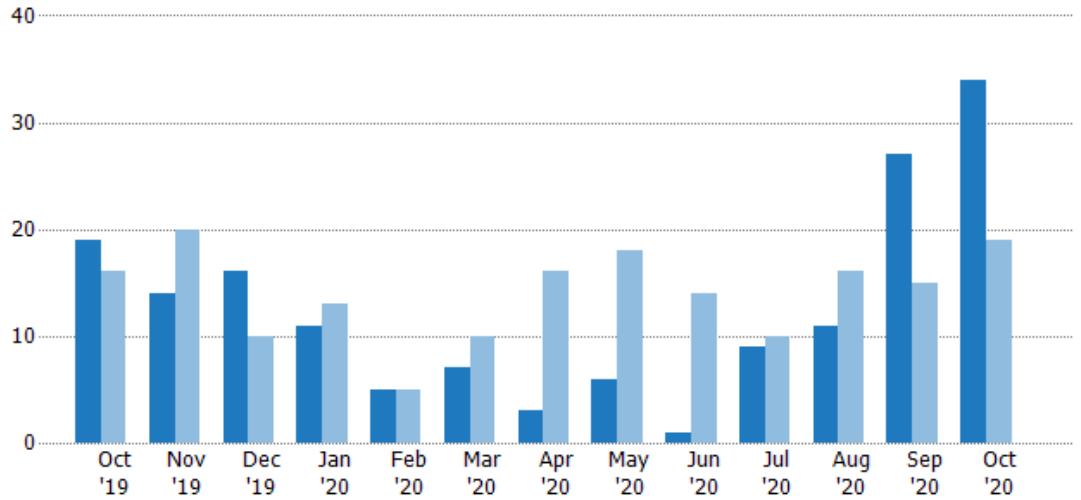
## Closed Sales

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.
Oct '20	34	78.9%
Oct '19	19	18.8%
Oct '18	16	-37.5%



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

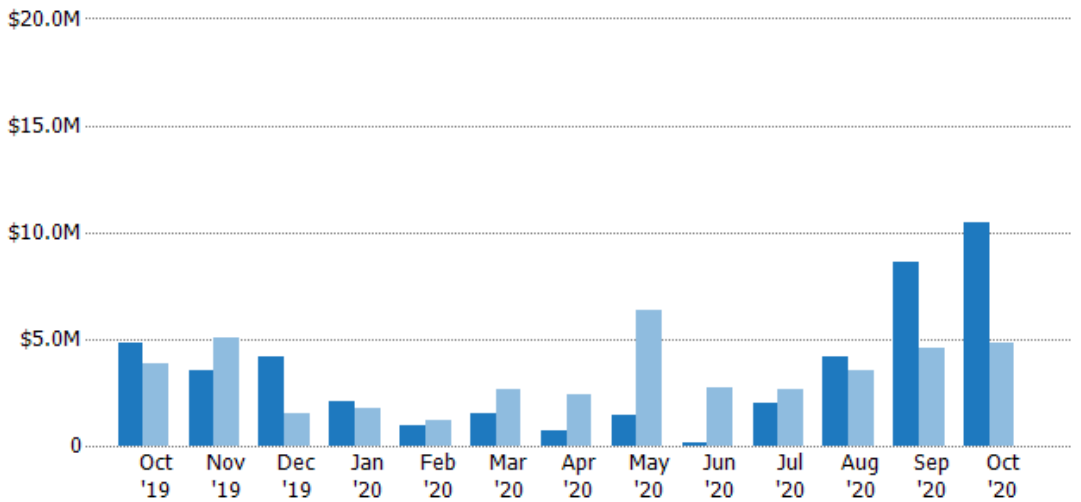
## Closed Sales Volume

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.
Oct '20	\$10.5M	116.2%
Oct '19	\$4.84M	25.2%
Oct '18	\$3.86M	-35.3%



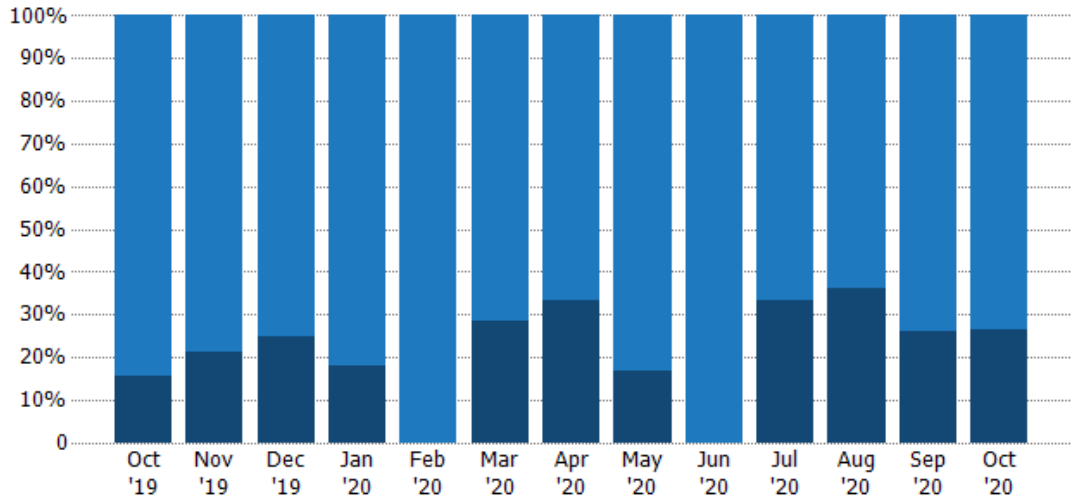
Current Year	\$4.84M	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$4.19M	\$8.57M	\$10.5M
Prior Year	\$3.86M	\$5.03M	\$1.5M	\$1.72M	\$1.23M	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M	\$4.55M	\$4.84M
Percent Change from Prior Year	25%	-30%	176%	19%	-25%	-43%	-70%	-77%	-95%	-25%	18%	88%	116%

## 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



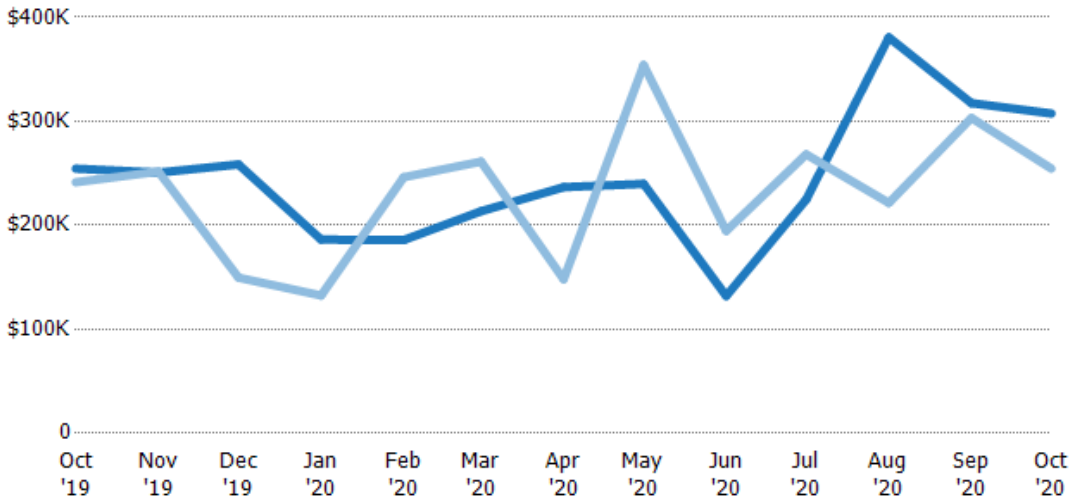
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	84%	79%	75%	82%	100%	71%	67%	83%	100%	67%	64%	74%	74%
Single Family Residence	16%	21%	25%	18%	-	29%	33%	17%	-	33%	36%	26%	26%

## 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.
Oct '20	\$308K	20.8%
Oct '19	\$254K	5.4%
Oct '18	\$241K	3.5%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K
Prior Year	\$241K	\$252K	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K
Percent Change from Prior Year	5%	0%	73%	41%	-25%	-18%	60%	-32%	-32%	-16%	72%	5%	21%

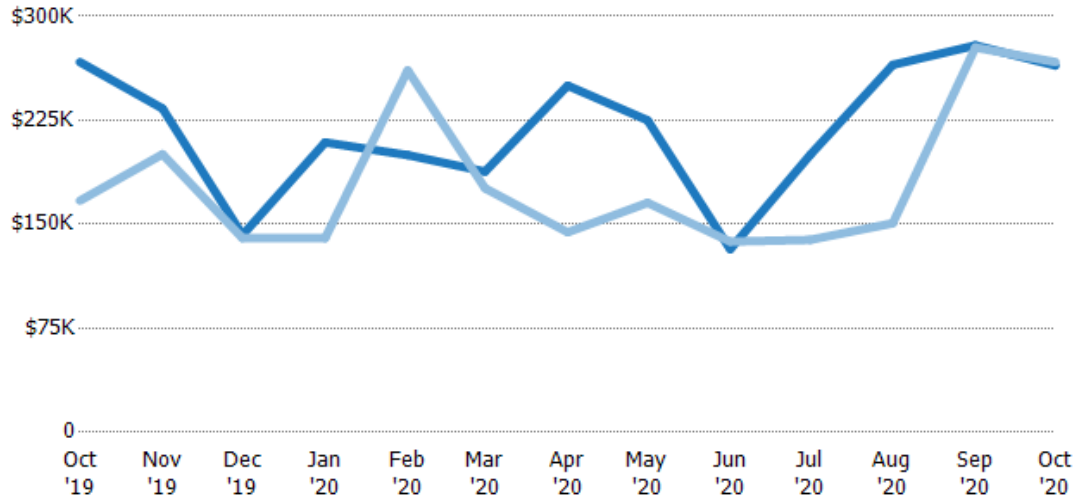
## Median Sales Price

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.
Oct '20	\$265K	-0.9%
Oct '19	\$267K	59.9%
Oct '18	\$167K	-45.7%



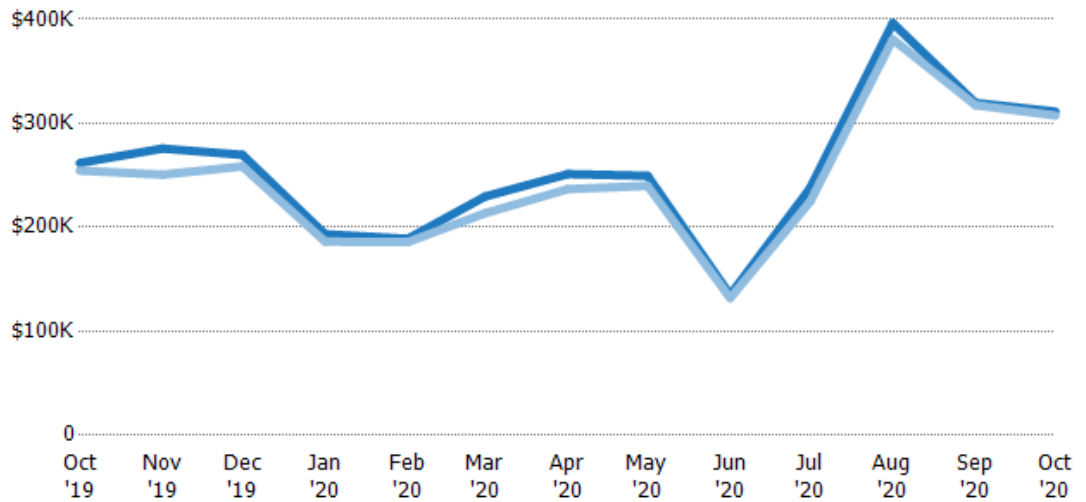
Current Year	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K
Prior Year	\$167K	\$201K	\$140K	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K
Percent Change from Prior Year	60%	16%	2%	49%	-23%	7%	73%	36%	-4%	44%	76%	1%	-1%

## 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



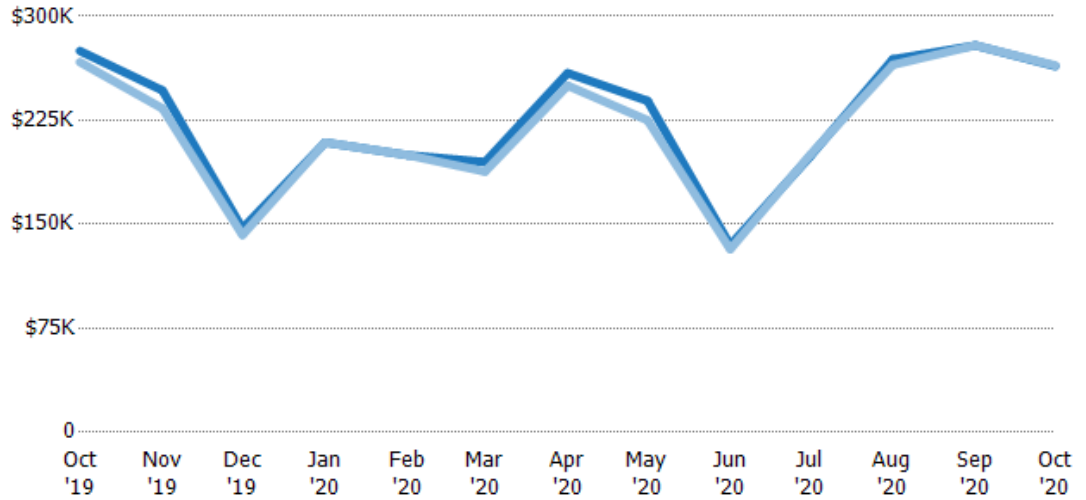
Avg List Price	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K
Avg Sales Price	\$254K	\$251K	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K
Avg Sales Price as a % of Avg List Price	97%	91%	96%	96%	98%	93%	94%	96%	98%	95%	96%	99%	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



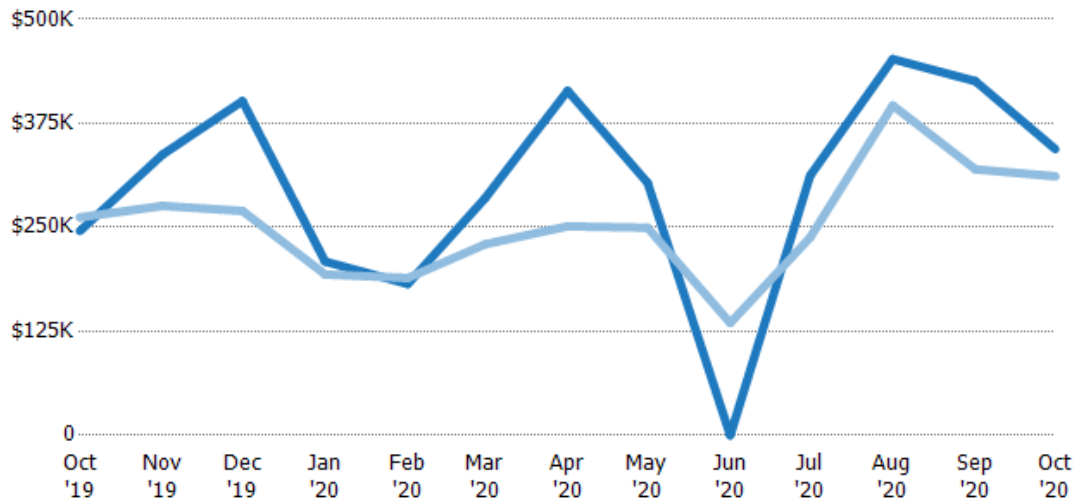
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K
Median Sales Price	\$267K	\$234K	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K
Med Sales Price as a % of Med List Price	97%	95%	97%	100%	100%	96%	97%	94%	98%	101%	99%	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



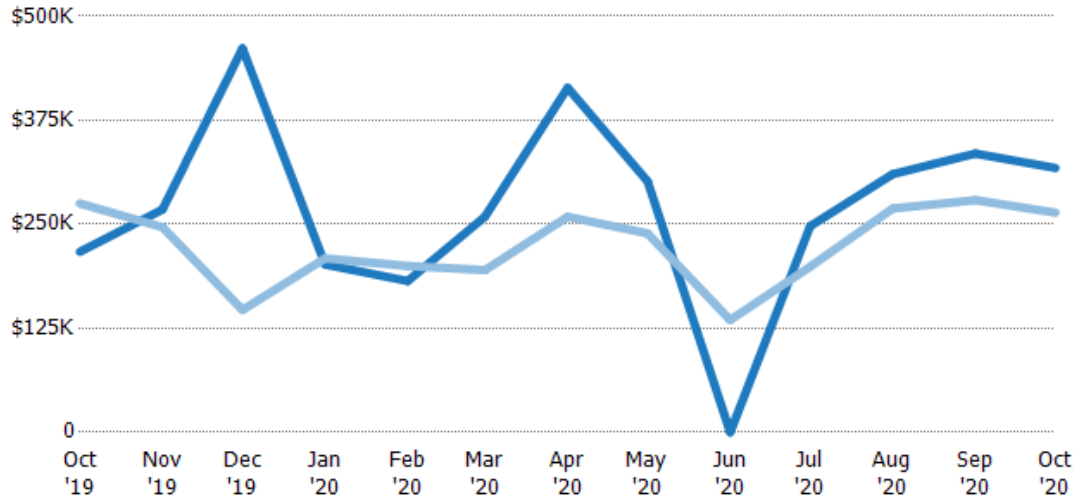
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$245K	\$337K	\$402K	\$209K	\$182K	\$285K	\$414K	\$304K	\$0	\$312K	\$452K	\$426K	\$344K
Avg Sales Price	\$262K	\$276K	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K
Avg Sales Price as a % of Avg Est Value	107%	82%	67%	93%	104%	81%	61%	82%	100%	76%	88%	75%	90%

## 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	\$217K	\$268K	\$461K	\$202K	\$182K	\$259K	\$414K	\$302K	\$0	\$248K	\$310K	\$335K	\$318K
Median Sales Price	\$275K	\$247K	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K
Med Sales Price as a % of Med Est Value	127%	92%	32%	104%	110%	75%	63%	79%	100%	80%	87%	83%	83%