

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	6	+166.7%	176	204	-13.7%
New Listing Volume	\$6,712,000	\$1,383,000	+385.3%	\$65,179,850	\$64,337,850	+1.3%
Active Listing Count	34	64	-46.9%	N/A	N/A	
Active Listing Volume	\$19,398,400	\$29,904,300	-35.1%	N/A	N/A	
Average Listing Price	\$570,541	\$467,255	+22.1%	\$457,787	\$422,622	+8.3%
Median Listing Price	\$469,500	\$332,000	+41.4%	\$281,553	\$309,100	-8.9%
Median Days in RPR	87	121.5	-28.4%	101.33	94.83	+6.8%
Months of Inventory	1.5	4.6	-66.2%	3.9	5.9	-33.9%
Absorption Rate	64.71%	21.88%	+42.8%	25.66%	16.97%	+8.7%
Sales Activity Charts Metrics						
New Pending Sales Count	13	8	+62.5%	192	174	+10.3%
New Pending Sales Volume	\$3,214,450	\$1,804,900	+78.1%	\$59,015,250	\$45,887,950	+28.6%
Pending Sales Count	23	8	+187.5%	N/A	N/A	
Pending Sales Volume	\$9,083,250	\$1,457,400	+523.3%	N/A	N/A	
Closed Sales Count	18	16	+12.5%	154	166	-7.2%
Closed Sales Volume	\$4,229,500	\$4,135,892	+2.3%	\$42,037,676	\$40,288,392	+4.3%
Average Sales Price	\$234,972	\$258,493	-9.1%	\$272,972	\$242,701	+12.5%
Median Sales Price	\$160,500	\$142,296	+12.8%	\$236,624	\$184,806	+28%

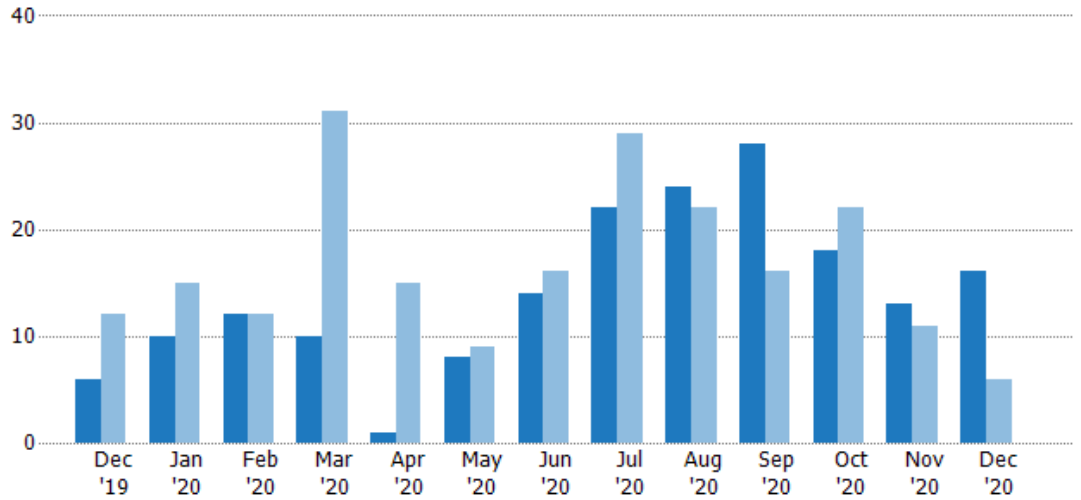
New Listings

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.
Dec '20	16	166.7%
Dec '19	6	-50%
Dec '18	12	-16.7%



Current Year	6	10	12	10	1	8	14	22	24	28	18	13	16
Prior Year	12	15	12	31	15	9	16	29	22	16	22	11	6
Percent Change from Prior Year	-50%	-33%	0%	-68%	-93%	-11%	-13%	-24%	9%	75%	-18%	18%	167%

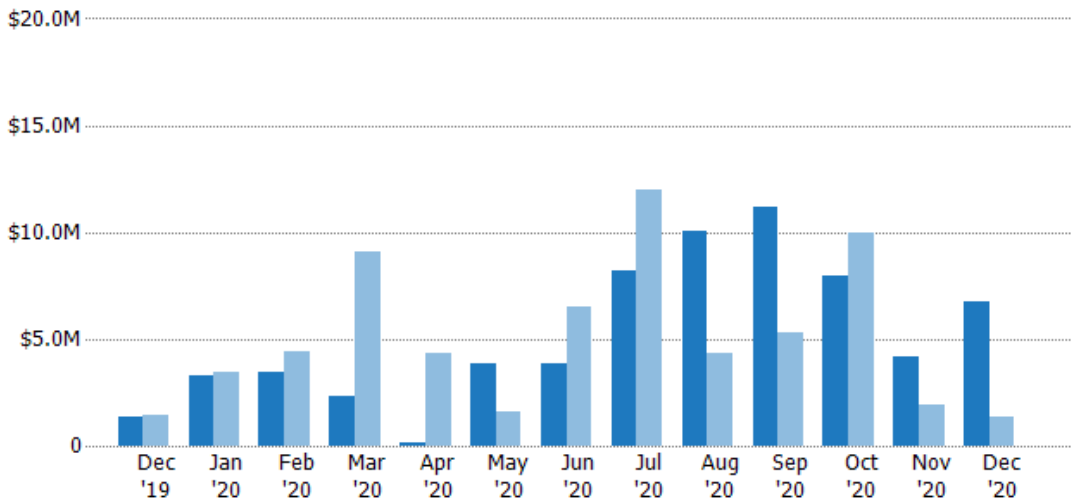
New Listing Volume

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.
Dec '20	\$6.71M	385.3%
Dec '19	\$1.38M	-1.9%
Dec '18	\$1.41M	-1.8%



Current Year	\$1.38M	\$3.32M	\$3.42M	\$2.34M	\$120K	\$3.83M	\$3.86M	\$8.17M	\$10.1M	\$11.2M	\$7.99M	\$4.17M	\$6.71M
Prior Year	\$1.41M	\$3.43M	\$4.44M	\$9.11M	\$4.34M	\$1.57M	\$6.53M	\$12M	\$4.36M	\$5.34M	\$9.94M	\$1.93M	\$1.38M
Percent Change from Prior Year	-2%	-3%	-23%	-74%	-97%	144%	-41%	-32%	131%	109%	-20%	116%	385%

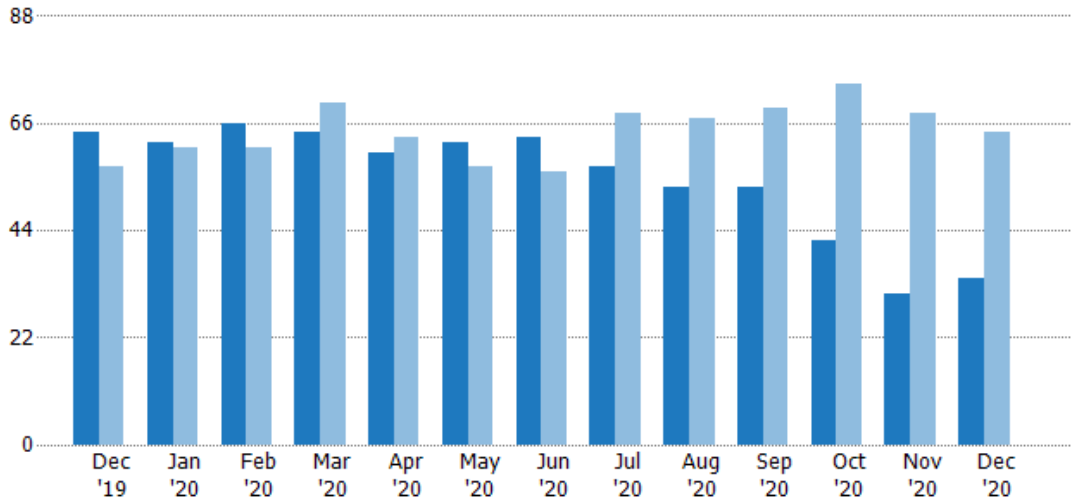
Active Listings

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.
Dec '20	34	-46.9%
Dec '19	64	12.3%
Dec '18	57	45.6%



Current Year	64	62	66	64	60	62	63	57	53	53	42	31	34
Prior Year	57	61	61	70	63	57	56	68	67	69	74	68	64
Percent Change from Prior Year	12%	2%	8%	-9%	-5%	9%	13%	-16%	-21%	-23%	-43%	-54%	-47%

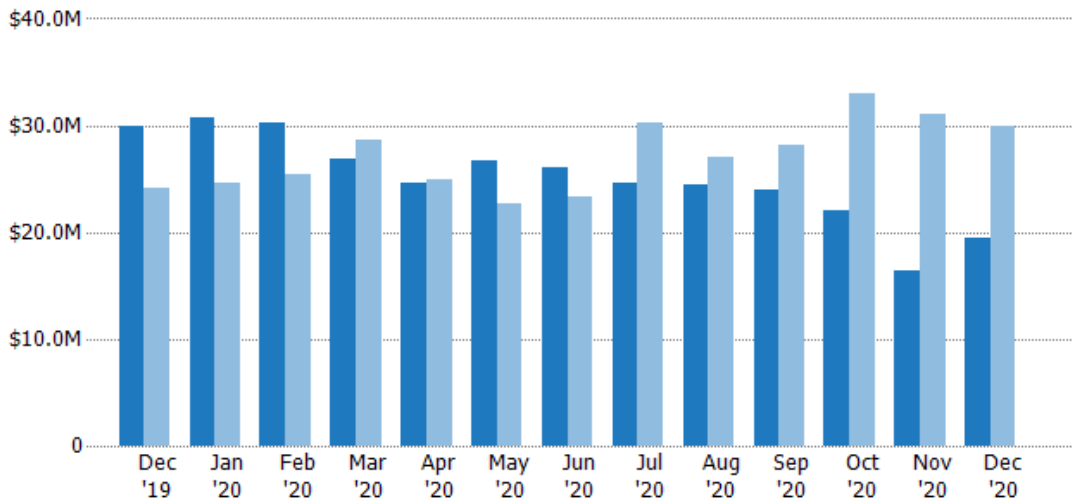
Active Listing Volume

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.
Dec '20	\$19.4M	-35.1%
Dec '19	\$29.9M	23.7%
Dec '18	\$24.2M	-6.2%



Current Year	\$29.9M	\$30.7M	\$30.2M	\$26.9M	\$24.6M	\$26.6M	\$26.1M	\$24.6M	\$24.4M	\$24M	\$22.1M	\$16.4M	\$19.4M
Prior Year	\$24.2M	\$24.6M	\$25.4M	\$28.6M	\$25M	\$22.7M	\$23.3M	\$30.3M	\$27M	\$28.2M	\$32.9M	\$31M	\$29.9M
Percent Change from Prior Year	24%	25%	19%	-6%	-2%	18%	12%	-19%	-10%	-15%	-33%	-47%	-35%

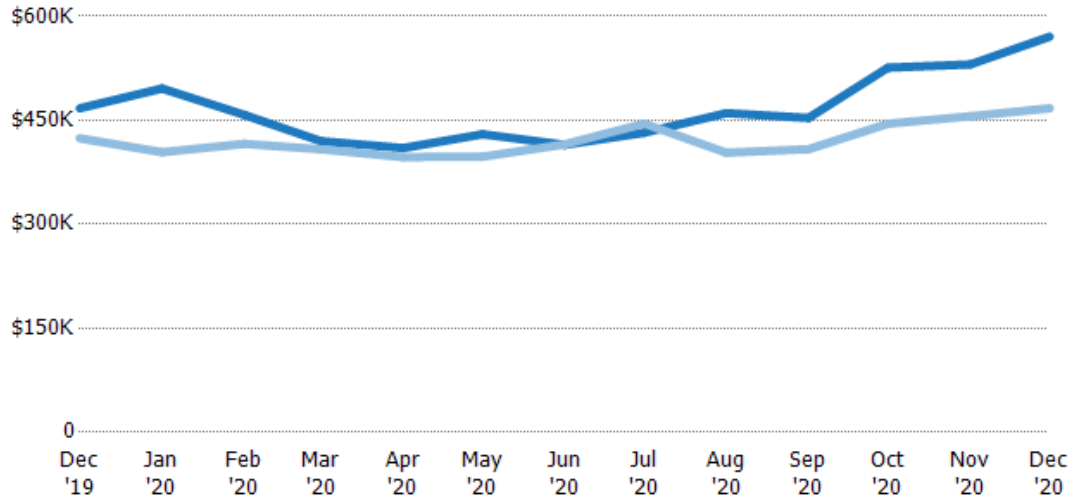
Average Listing Price

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.
Dec '20	\$571K	22.1%
Dec '19	\$467K	10.2%
Dec '18	\$424K	-35.6%



Current Year	\$467K	\$496K	\$458K	\$420K	\$410K	\$430K	\$415K	\$432K	\$460K	\$453K	\$526K	\$531K	\$571K
Prior Year	\$424K	\$404K	\$416K	\$408K	\$397K	\$398K	\$415K	\$445K	\$403K	\$408K	\$445K	\$456K	\$467K
Percent Change from Prior Year	10%	23%	10%	3%	3%	8%	0%	-3%	14%	11%	18%	16%	22%

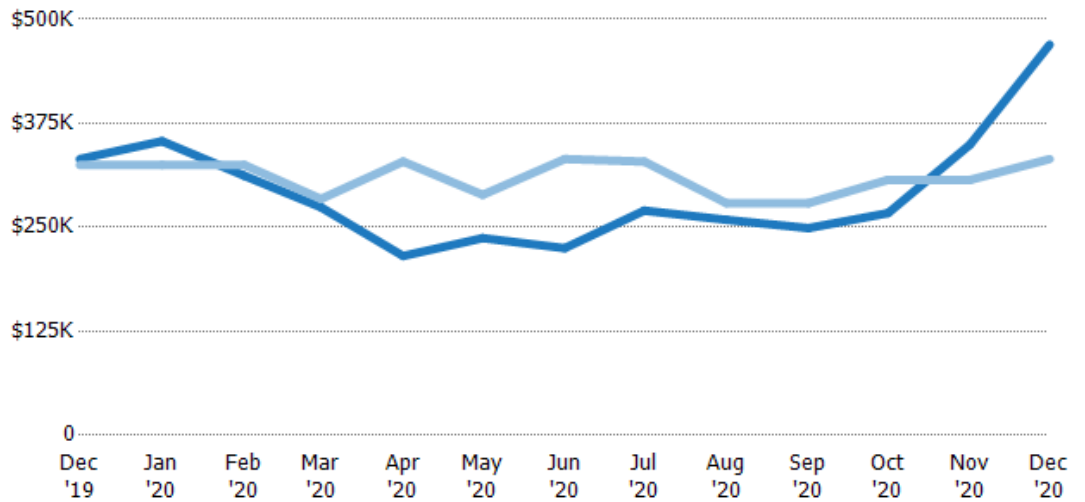
Median Listing Price

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.
Dec '20	\$470K	41.4%
Dec '19	\$332K	2.2%
Dec '18	\$325K	-51.1%



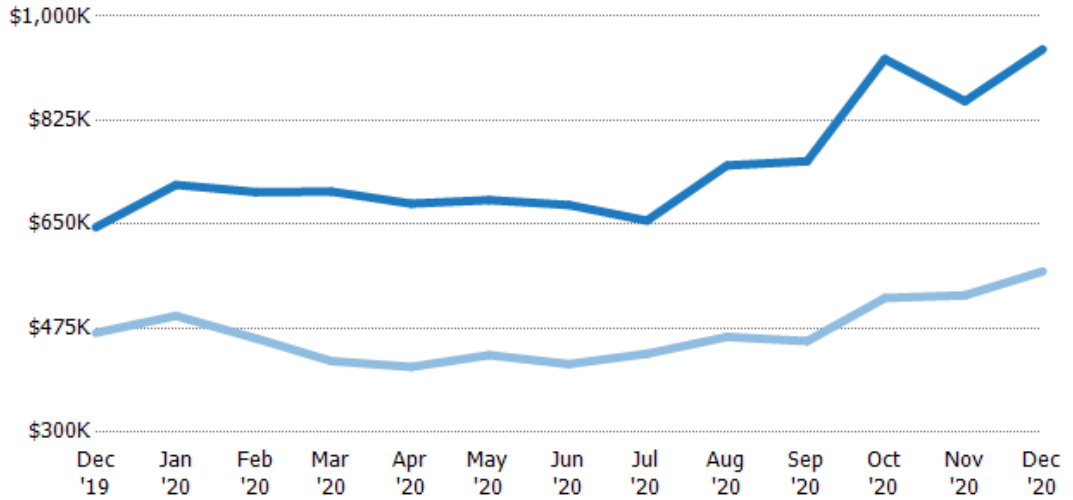
Current Year	\$332K	\$354K	\$312K	\$274K	\$216K	\$237K	\$225K	\$270K	\$259K	\$249K	\$267K	\$350K	\$470K
Prior Year	\$325K	\$325K	\$325K	\$284K	\$329K	\$289K	\$332K	\$329K	\$279K	\$279K	\$307K	\$307K	\$332K
Percent Change from Prior Year	2%	9%	-4%	-4%	-34%	-18%	-32%	-18%	-7%	-11%	-13%	14%	41%

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



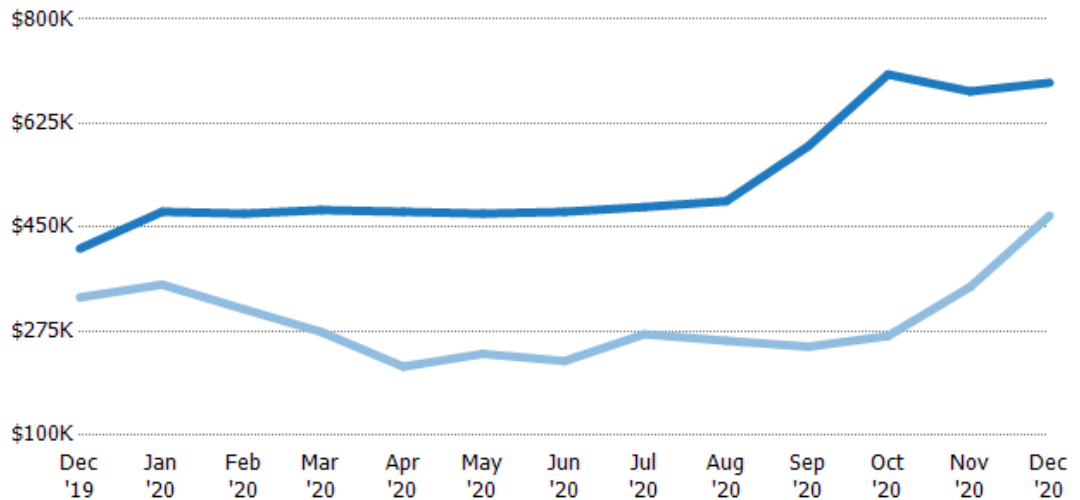
Avg Est Value	\$645K	\$716K	\$704K	\$705K	\$685K	\$691K	\$682K	\$656K	\$749K	\$756K	\$928K	\$857K	\$944K
Avg Listing Price	\$467K	\$496K	\$458K	\$420K	\$410K	\$430K	\$415K	\$432K	\$460K	\$453K	\$526K	\$531K	\$571K
Avg Listing Price as a % of Avg Est Value	72%	69%	65%	60%	60%	62%	61%	66%	61%	60%	57%	62%	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



Median Est Value	\$414K	\$476K	\$473K	\$479K	\$476K	\$473K	\$476K	\$484K	\$494K	\$587K	\$707K	\$679K	\$693K
Median Listing Price	\$332K	\$354K	\$312K	\$274K	\$216K	\$237K	\$225K	\$270K	\$259K	\$249K	\$267K	\$350K	\$470K
Med Listing Price as a % of Med Est Value	80%	74%	66%	57%	45%	50%	47%	56%	52%	42%	38%	52%	68%

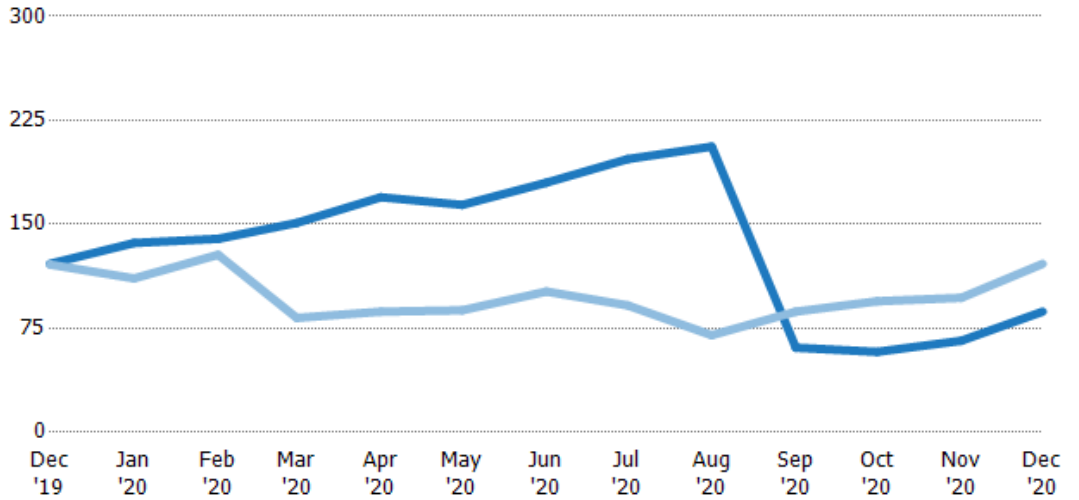
Median Days in RPR

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.
Dec '20	87	-28.4%
Dec '19	122	0.4%
Dec '18	121	18.2%



Current Year	122	137	140	151	170	164	180	197	206	61	58	66	87
Prior Year	121	111	128	82.5	87	88	102	91.5	70	87	94.5	97	122
Percent Change from Prior Year	0%	23%	9%	83%	95%	86%	77%	115%	194%	-30%	-39%	-32%	-28%

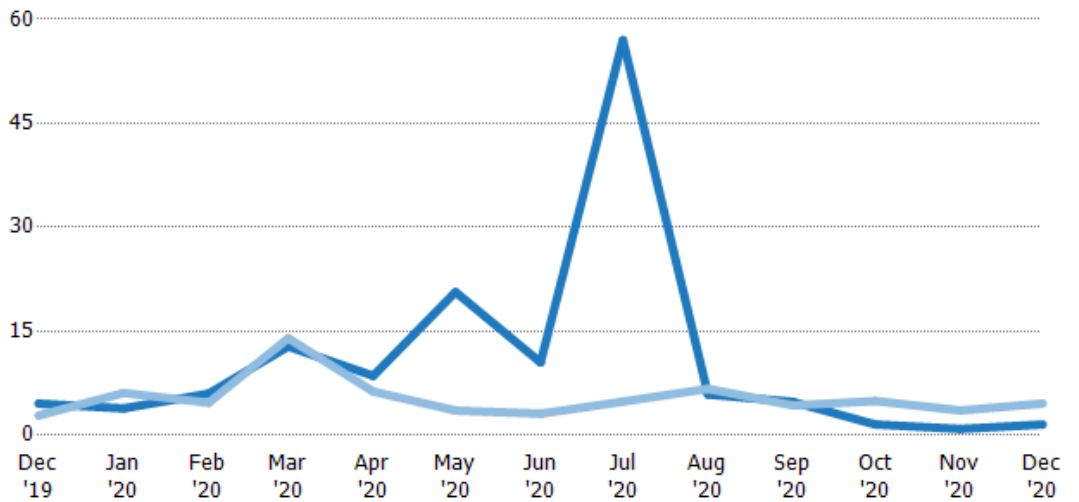
Months of Inventory

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.
Dec '20	1.55	-66.2%
Dec '19	4.57	60.4%
Dec '18	2.85	124%



Current Year	4.57	3.88	6	12.8	8.57	20.7	10.5	57	5.89	4.82	1.56	0.91	1.55
Prior Year	2.85	6.1	4.69	14	6.3	3.56	3.11	4.86	6.7	4.31	4.93	3.58	4.57
Percent Change from Prior Year	60%	-36%	28%	-9%	36%	480%	238%	1,074%	-12%	12%	-68%	-75%	-66%

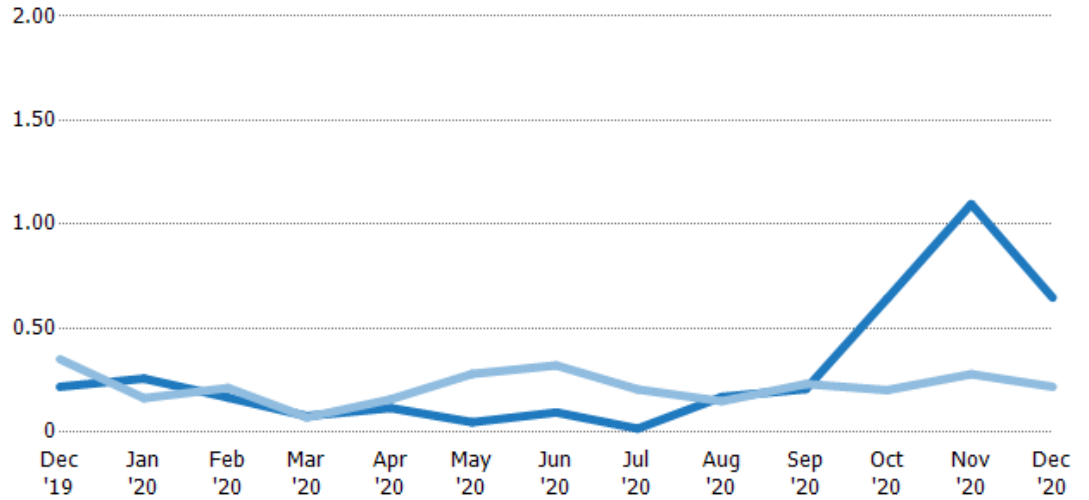
Absorption Rate

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.
Dec '20	65%	-42.8%
Dec '19	22%	13.2%
Dec '18	35%	-55.4%



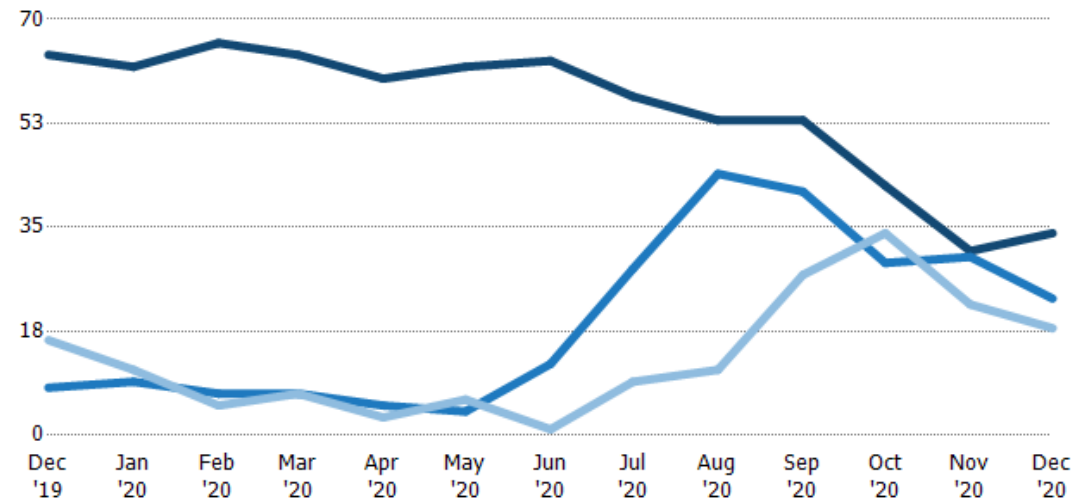
Current Year	22%	26%	17%	8%	12%	5%	10%	2%	17%	21%	64%	110%	65%
Prior Year	35%	16%	21%	7%	16%	28%	32%	21%	15%	23%	20%	28%	22%
Change from Prior Year	13%	-9%	5%	-1%	4%	23%	23%	19%	-2%	2%	-44%	-82%	-43%

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	64	62	66	64	60	62	63	57	53	53	42	31	34
Pending	8	9	7	7	5	4	12	28	44	41	29	30	23
Sold	16	11	5	7	3	6	1	9	11	27	34	22	18

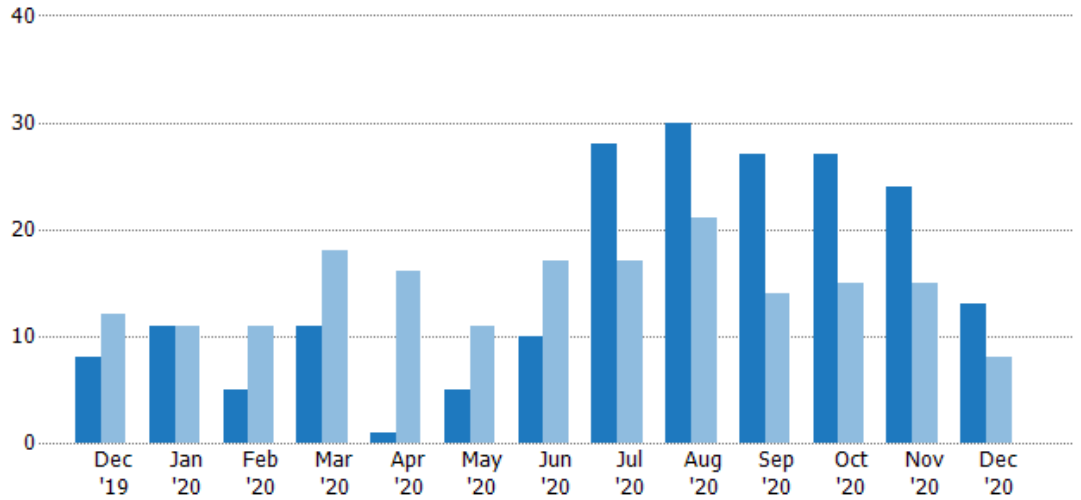
New Pending Sales

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.
Dec '20	13	62.5%
Dec '19	8	-33.3%
Dec '18	12	-8.3%



Current Year	8	11	5	11	1	5	10	28	30	27	27	24	13
Prior Year	12	11	11	18	16	11	17	17	21	14	15	15	8
Percent Change from Prior Year	-33%	0%	-55%	-39%	-94%	-55%	-41%	65%	43%	93%	80%	60%	63%

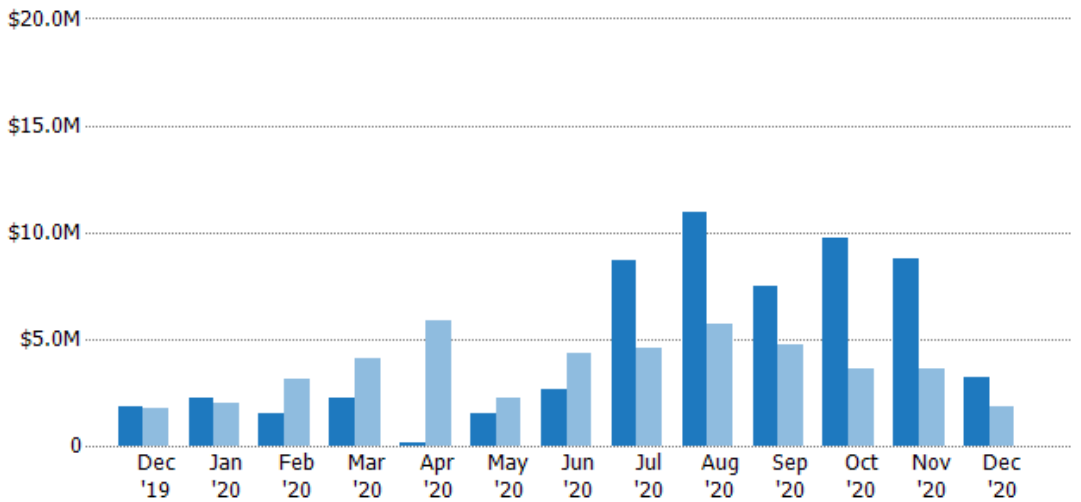
New Pending Sales Volume

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.
Dec '20	\$3.21M	78.1%
Dec '19	\$1.8M	1%
Dec '18	\$1.79M	27.8%



Current Year	\$1.8M	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.9M	\$7.5M	\$9.72M	\$8.73M	\$3.21M
Prior Year	\$1.79M	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$4.75M	\$3.58M	\$3.63M	\$1.8M
Percent Change from Prior Year	1%	10%	-52%	-45%	-98%	-34%	-40%	89%	91%	58%	171%	140%	78%

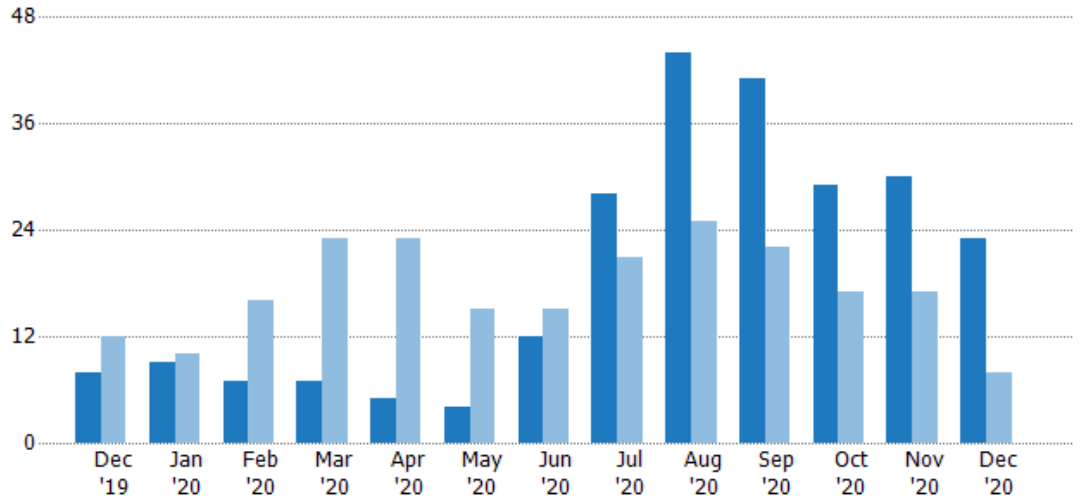
Pending Sales

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.
Dec '20	23	187.5%
Dec '19	8	-33.3%
Dec '18	12	-25%



Current Year	8	9	7	7	5	4	12	28	44	41	29	30	23
Prior Year	12	10	16	23	23	15	15	21	25	22	17	17	8
Percent Change from Prior Year	-33%	-10%	-56%	-70%	-78%	-73%	-20%	33%	76%	86%	71%	76%	188%

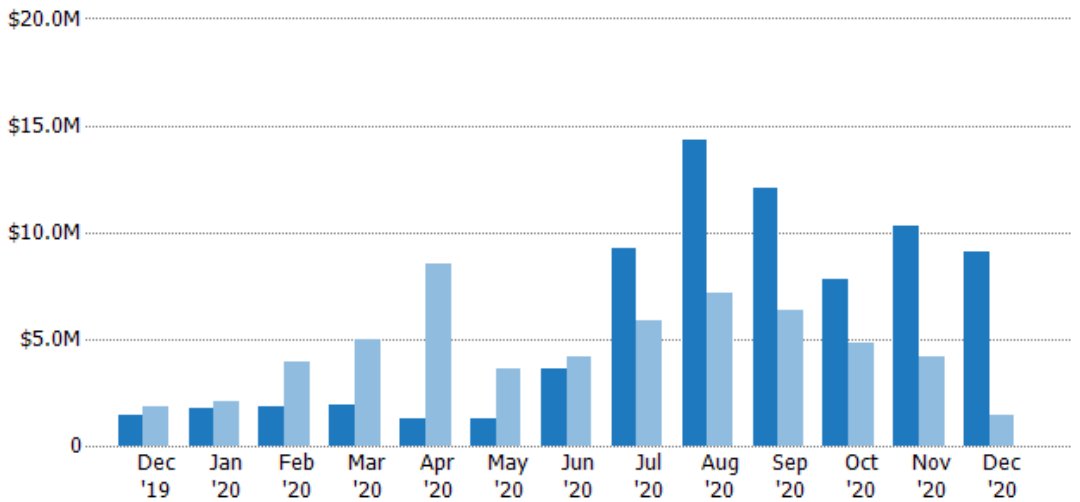
Pending Sales Volume

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.
Dec '20	\$9.08M	523.3%
Dec '19	\$1.46M	-19.3%
Dec '18	\$1.81M	-7.5%



Current Year	\$1.46M	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.24M	\$14.4M	\$12.1M	\$7.77M	\$10.3M	\$9.08M
Prior Year	\$1.81M	\$2.08M	\$3.96M	\$5.02M	\$8.53M	\$3.59M	\$4.15M	\$5.86M	\$7.13M	\$6.36M	\$4.81M	\$4.18M	\$1.46M
Percent Change from Prior Year	-19%	-14%	-53%	-61%	-85%	-63%	-13%	58%	101%	90%	61%	147%	523%

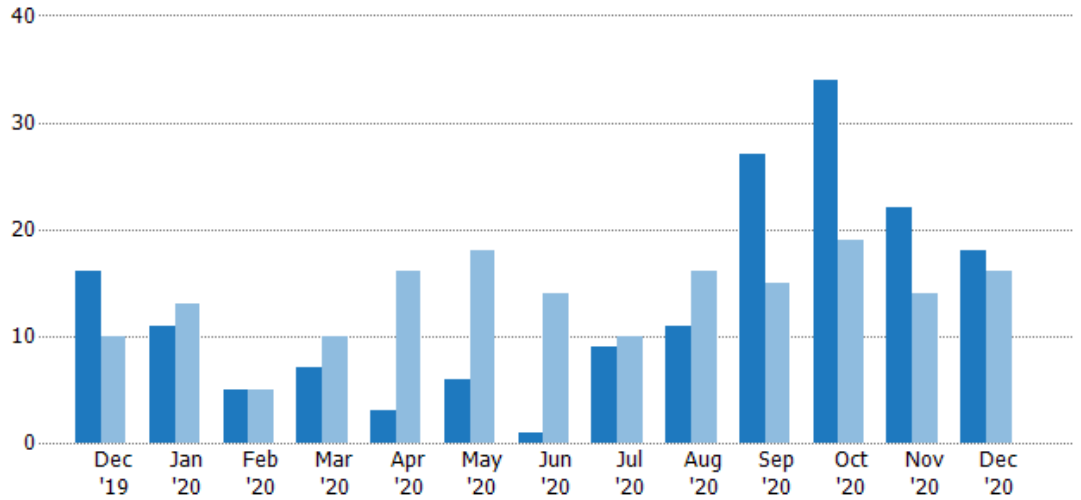
Closed Sales

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.
Dec '20	18	12.5%
Dec '19	16	60%
Dec '18	10	50%



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

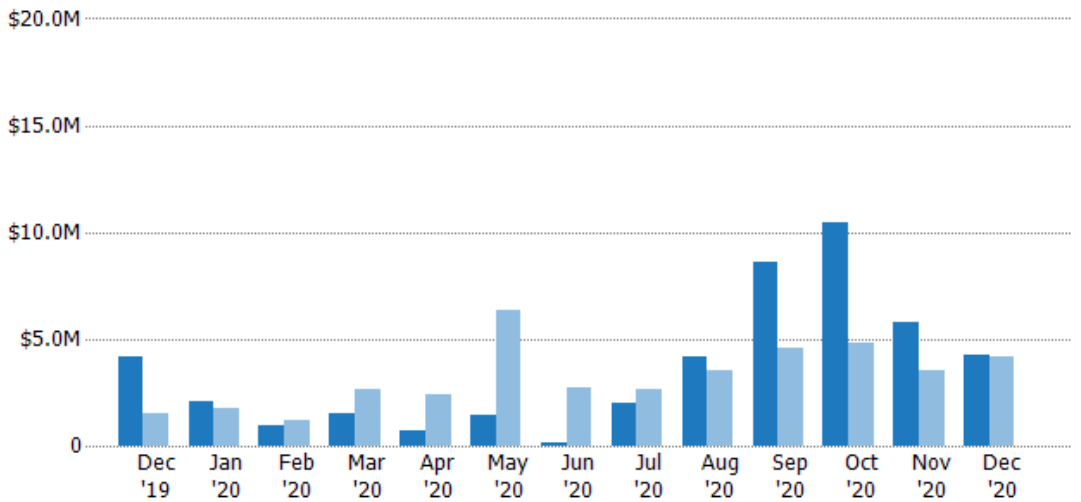
Closed Sales Volume

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.
Dec '20	\$4.23M	2.3%
Dec '19	\$4.14M	176.4%
Dec '18	\$1.5M	149.6%



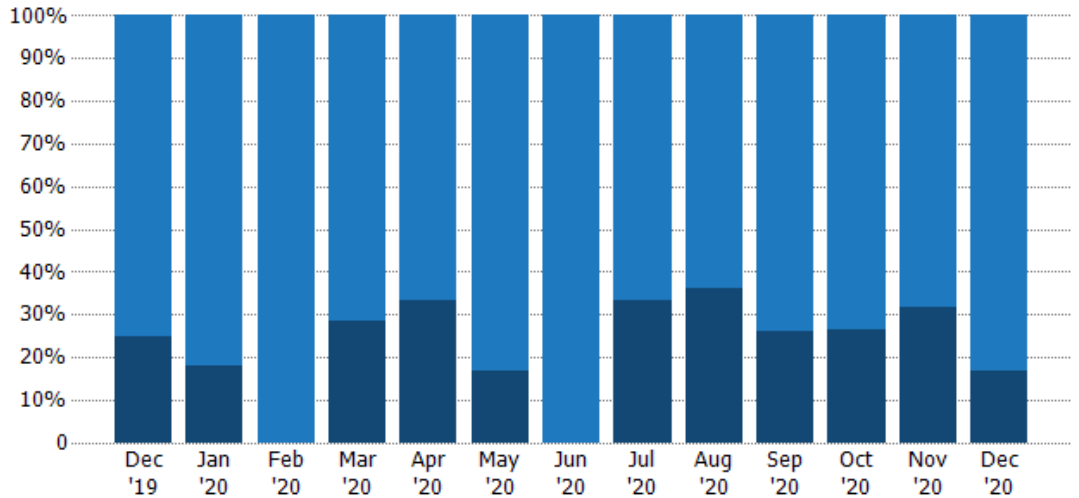
Current Year	\$4.14M	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$4.19M	\$8.57M	\$10.5M	\$5.82M	\$4.23M
Prior Year	\$1.5M	\$1.72M	\$1.23M	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M	\$4.55M	\$4.84M	\$3.51M	\$4.14M
Percent Change from Prior Year	176%	19%	-25%	-43%	-70%	-77%	-95%	-25%	18%	88%	116%	66%	2%

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



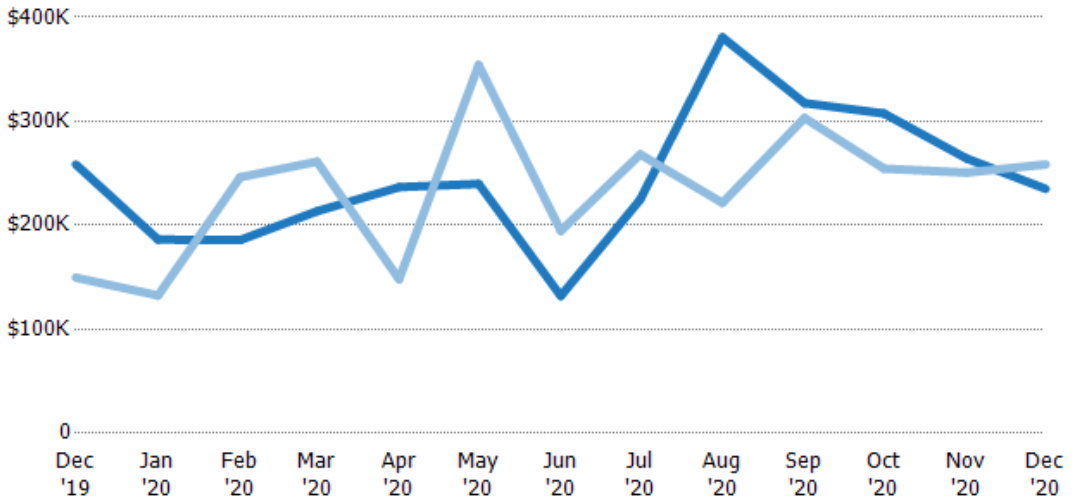
Condo/Townhouse	75%	82%	100%	71%	67%	83%	100%	67%	64%	74%	74%	68%	83%
Single Family Residence	25%	18%	-	29%	33%	17%	-	33%	36%	26%	26%	32%	17%

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.
Dec '20	\$235K	-9.1%
Dec '19	\$258K	72.7%
Dec '18	\$150K	66.4%

Current Year	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K	\$264K	\$235K
Prior Year	\$150K	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K
Percent Change from Prior Year	73%	41%	-25%	-18%	60%	-32%	-32%	-16%	72%	5%	21%	5%	-9%

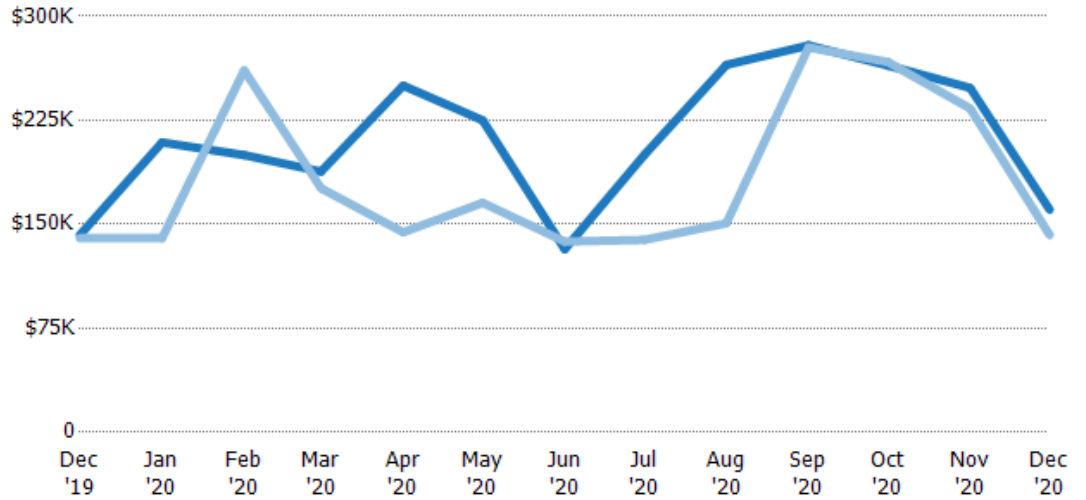
Median Sales Price

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.
Dec '20	\$161K	12.8%
Dec '19	\$142K	1.6%
Dec '18	\$140K	22.1%



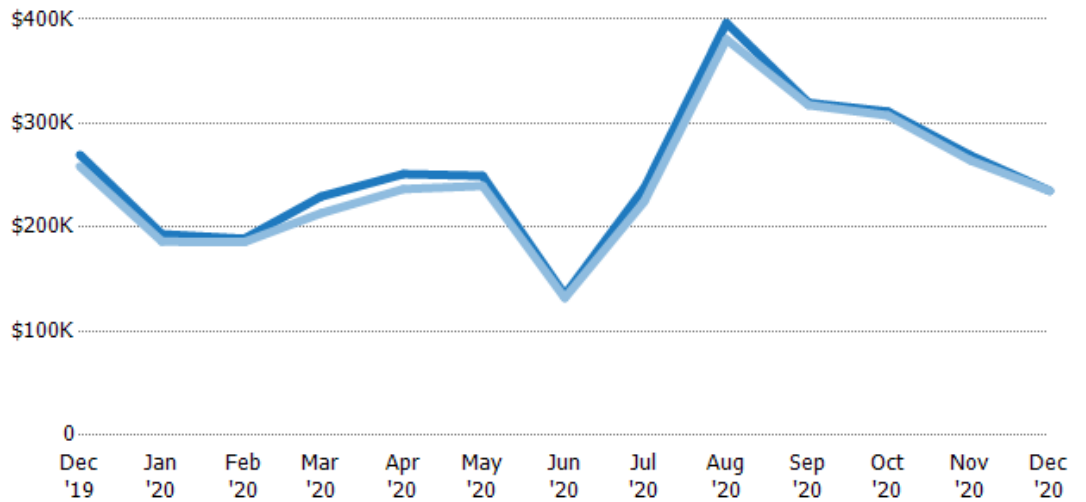
Current Year	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K	\$161K
Prior Year	\$140K	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K
Percent Change from Prior Year	2%	49%	-23%	7%	73%	36%	-4%	44%	76%	1%	-1%	6%	13%

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



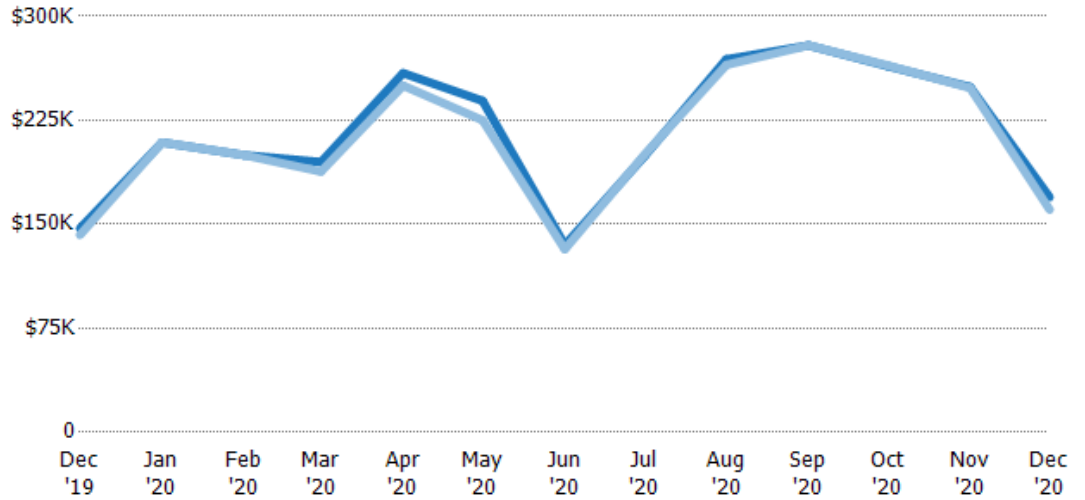
Avg List Price	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K	\$269K	\$235K
Avg Sales Price	\$258K	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K	\$264K	\$235K
Avg Sales Price as a % of Avg List Price	96%	96%	98%	93%	94%	96%	98%	95%	96%	99%	99%	98%	100%

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



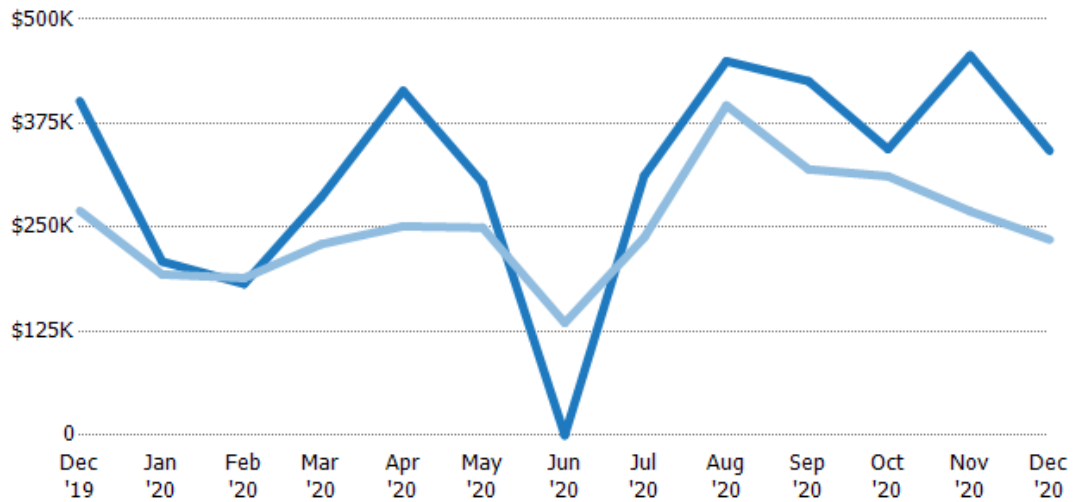
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K	\$249K	\$169K
Median Sales Price	\$142K	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K	\$161K
Med Sales Price as a % of Med List Price	97%	100%	100%	96%	97%	94%	98%	101%	99%	100%	100%	100%	95%

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



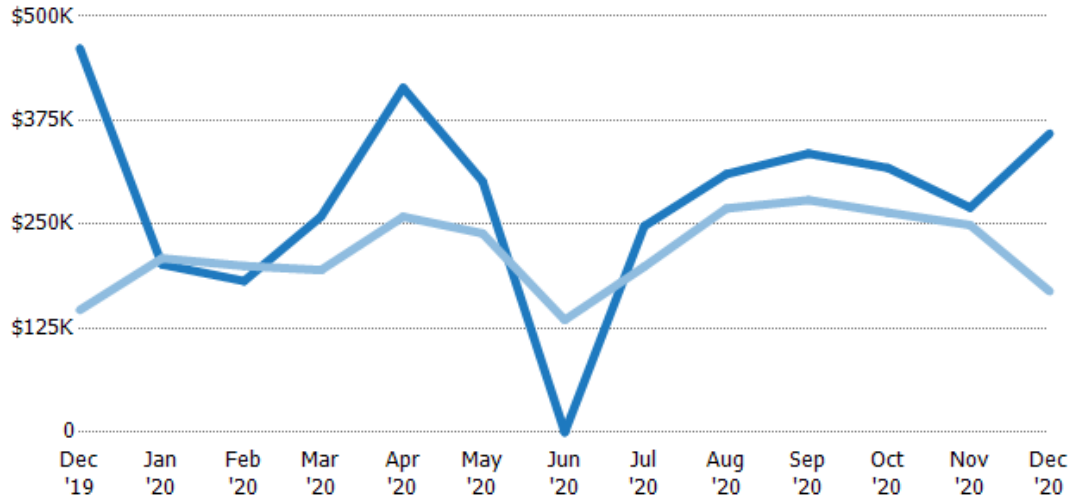
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$402K	\$209K	\$182K	\$286K	\$414K	\$304K	\$0	\$312K	\$450K	\$426K	\$344K	\$457K	\$342K
Avg Sales Price	\$270K	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K	\$269K	\$235K
Avg Sales Price as a % of Avg Est Value	67%	93%	104%	80%	61%	82%	100%	76%	88%	75%	90%	59%	69%

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	\$461K	\$202K	\$182K	\$259K	\$414K	\$302K	\$0	\$248K	\$310K	\$335K	\$318K	\$270K	\$359K
Median Sales Price	\$147K	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K	\$249K	\$169K
Med Sales Price as a % of Med Est Value	32%	104%	110%	75%	63%	79%	100%	80%	87%	83%	83%	92%	47%

Sales Activity by ZIP

Dec 2020

ZIP	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
05751	23	\$9,083,250	18	\$4,229,500	\$234,972	\$160,500	\$167	\$183	25

Sales Activity by Metro Area

Dec 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
Rutland, VT	23	\$9,083,250	18	\$4,229,500	\$234,972	\$160,500	\$167	\$183	25