

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	10	+60%	193	214	-9.8%
New Listing Volume	\$6,650,900	\$3,321,000	+100.3%	\$72,375,650	\$67,658,850	+7%
Active Listing Count	29	62	-53.2%	N/A	N/A	
Active Listing Volume	\$17,889,400	\$30,741,500	-41.8%	N/A	N/A	
Average Listing Price	\$616,876	\$495,831	+24.4%	\$464,396	\$428,026	+8.5%
Median Listing Price	\$419,000	\$353,500	+18.5%	\$291,258	\$312,377	-6.8%
Median Days in RPR	116	136.5	-15%	105.93	97.42	+8.7%
Months of Inventory	1.6	3.9	-58.4%	2.6	4.8	-44.7%
Absorption Rate	62.07%	25.81%	+36.3%	37.93%	20.97%	+17%
Sales Activity Charts Metrics						
New Pending Sales Count	22	11	+100%	214	185	+15.7%
New Pending Sales Volume	\$7,176,800	\$2,248,800	+219.1%	\$66,192,050	\$48,136,750	+37.5%
Pending Sales Count	28	9	+211.1%	N/A	N/A	
Pending Sales Volume	\$10,554,350	\$1,788,900	+490%	N/A	N/A	
Closed Sales Count	14	11	+27.3%	168	177	-5.1%
Closed Sales Volume	\$4,736,400	\$2,049,000	+131.2%	\$46,774,076	\$42,337,392	+10.5%
Average Sales Price	\$338,314	\$186,273	+81.6%	\$278,417	\$239,194	+16.4%
Median Sales Price	\$145,450	\$209,000	-30.4%	\$229,026	\$186,309	+22.9%

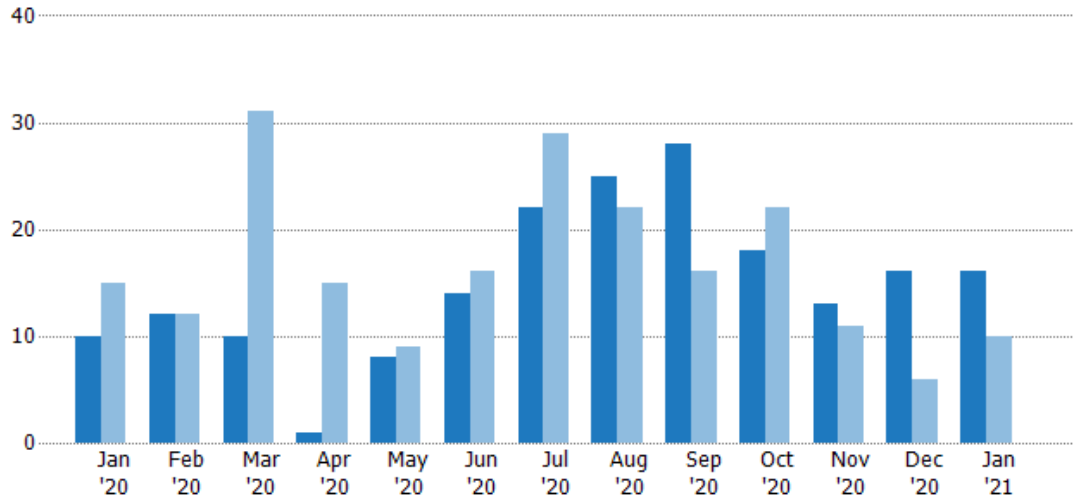
New Listings

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.
Jan '21	16	60%
Jan '20	10	-33.3%
Jan '19	15	-46.7%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	10	12	10	1	8	14	22	25	28	18	13	16	16
Prior Year	15	12	31	15	9	16	29	22	16	22	11	6	10
Percent Change from Prior Year	-33%	0%	-68%	-93%	-11%	-13%	-24%	14%	75%	-18%	18%	167%	60%

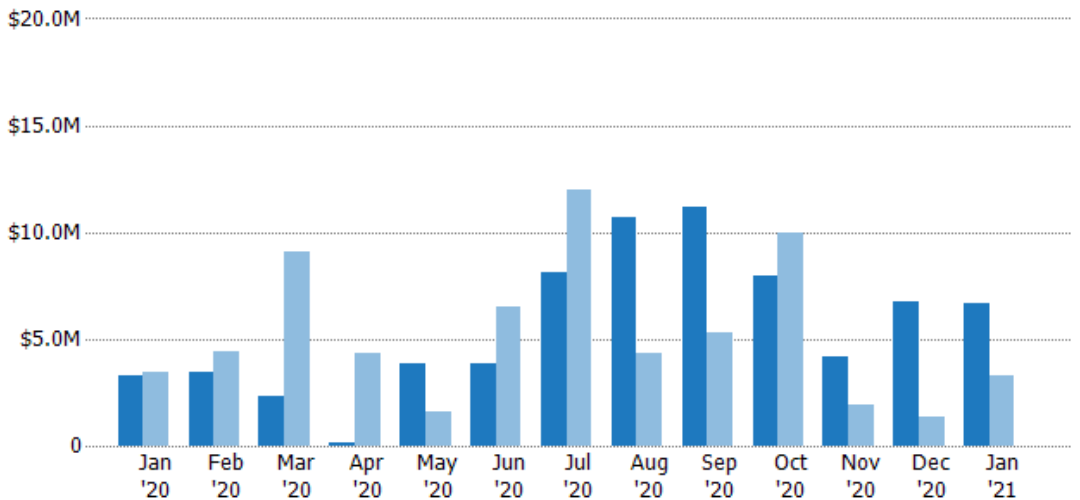
New Listing Volume

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.
Jan '21	\$6.65M	100.3%
Jan '20	\$3.32M	-3.2%
Jan '19	\$3.43M	-32.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.32M	\$3.42M	\$2.34M	\$120K	\$3.83M	\$3.86M	\$8.13M	\$10.7M	\$11.2M	\$7.99M	\$4.17M	\$6.71M	\$6.65M
Prior Year	\$3.43M	\$4.44M	\$9.11M	\$4.34M	\$1.57M	\$6.53M	\$12M	\$4.36M	\$5.34M	\$9.94M	\$1.93M	\$1.38M	\$3.32M
Percent Change from Prior Year	-3%	-23%	-74%	-97%	144%	-41%	-32%	144%	109%	-20%	116%	385%	100%

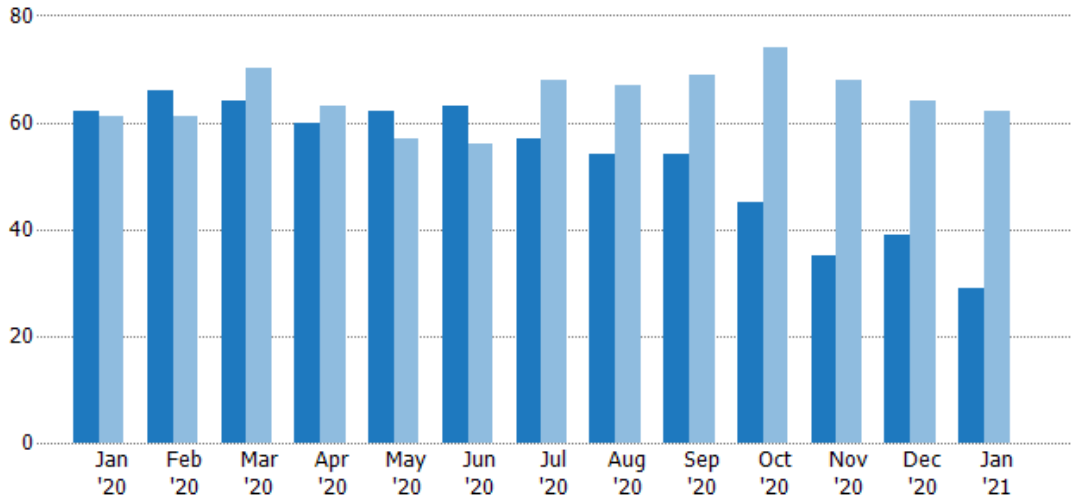
Active Listings

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.
Jan '21	29	-53.2%
Jan '20	62	1.6%
Jan '19	61	18%



Current Year	62	66	64	60	62	63	57	54	54	45	35	39	29
Prior Year	61	61	70	63	57	56	68	67	69	74	68	64	62
Percent Change from Prior Year	2%	8%	-9%	-5%	9%	13%	-16%	-19%	-22%	-39%	-49%	-39%	-53%

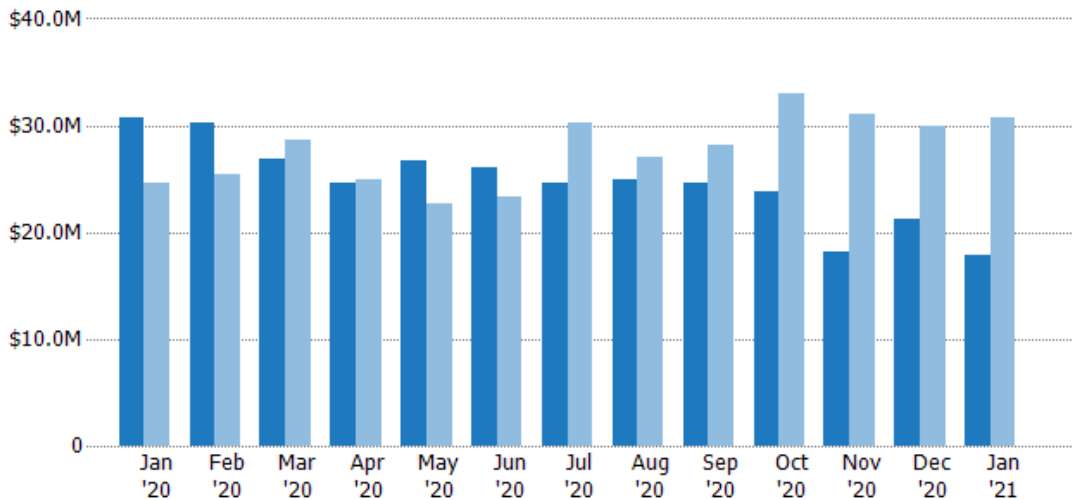
Active Listing Volume

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.
Jan '21	\$17.9M	-41.8%
Jan '20	\$30.7M	24.8%
Jan '19	\$24.6M	-24.5%



Current Year	\$30.7M	\$30.2M	\$26.9M	\$24.6M	\$26.6M	\$26.1M	\$24.6M	\$25M	\$24.6M	\$23.7M	\$18.2M	\$21.2M	\$17.9M
Prior Year	\$24.6M	\$25.4M	\$28.6M	\$25M	\$22.7M	\$23.3M	\$30.3M	\$27M	\$28.2M	\$32.9M	\$31M	\$29.9M	\$30.7M
Percent Change from Prior Year	25%	19%	-6%	-2%	18%	12%	-19%	-8%	-13%	-28%	-41%	-29%	-42%

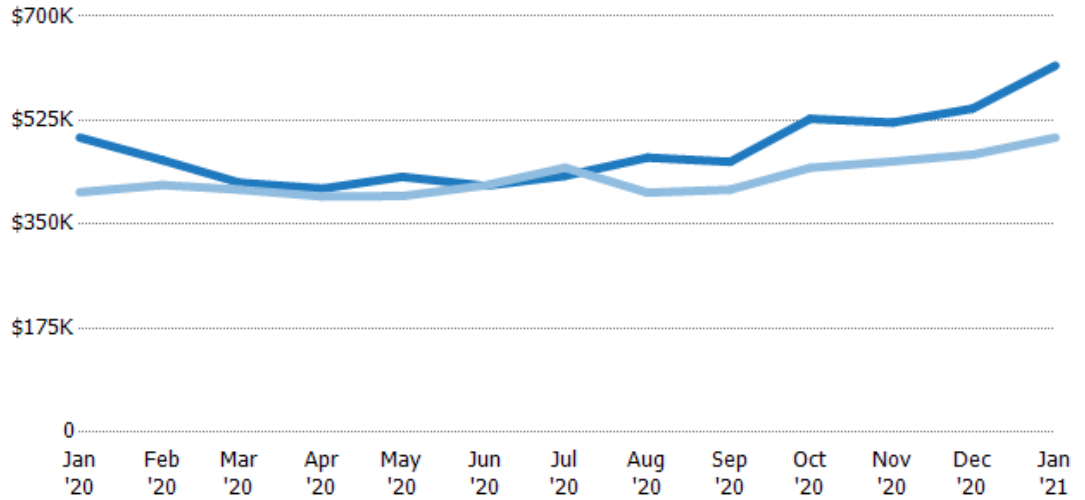
Average Listing Price

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.
Jan '21	\$617K	24.4%
Jan '20	\$496K	22.7%
Jan '19	\$404K	-36.1%



Current Year	\$496K	\$458K	\$420K	\$410K	\$430K	\$415K	\$431K	\$462K	\$455K	\$527K	\$521K	\$545K	\$617K
Prior Year	\$404K	\$416K	\$408K	\$397K	\$398K	\$415K	\$445K	\$403K	\$408K	\$445K	\$456K	\$467K	\$496K
Percent Change from Prior Year	23%	10%	3%	3%	8%	0%	-3%	15%	11%	19%	14%	17%	24%

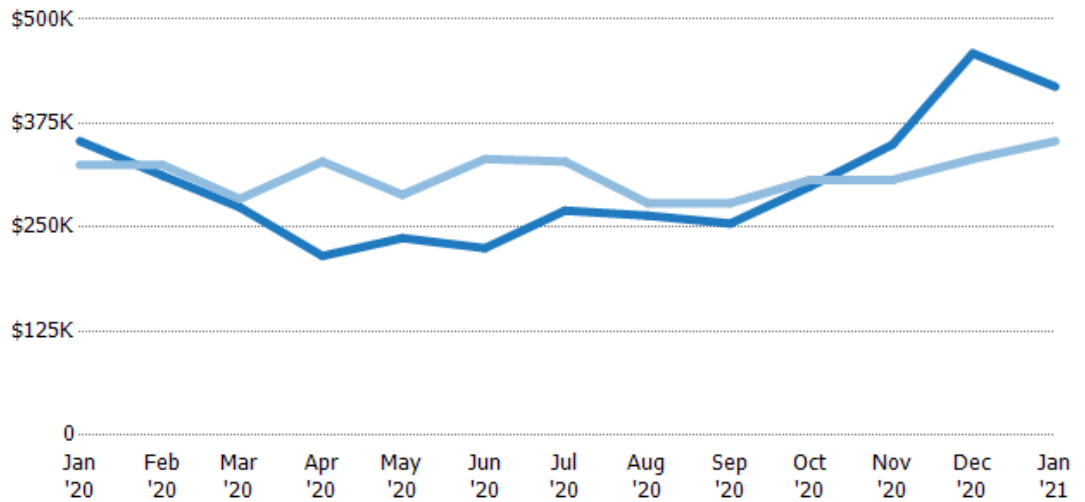
Median Listing Price

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.
Jan '21	\$419K	18.5%
Jan '20	\$354K	8.8%
Jan '19	\$325K	-53.1%



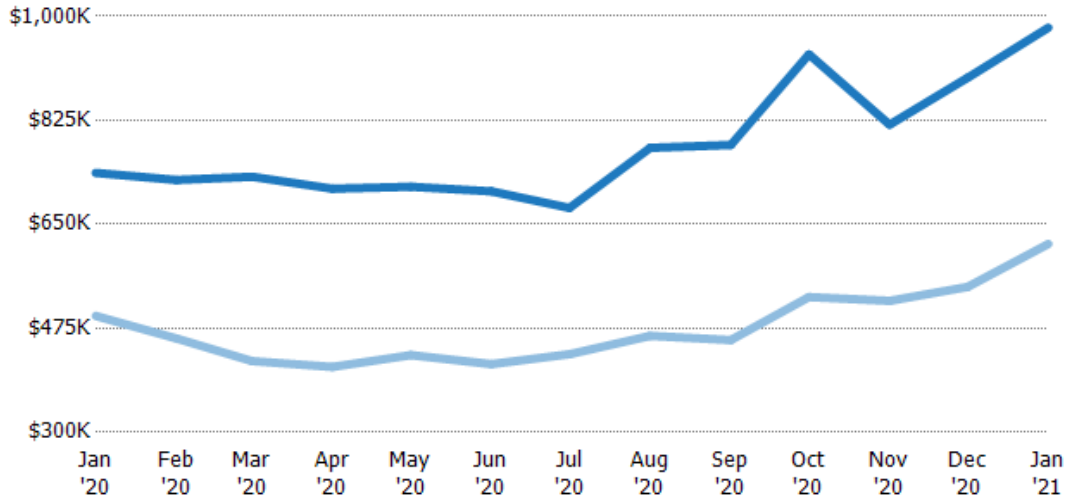
Current Year	\$354K	\$312K	\$274K	\$216K	\$237K	\$225K	\$270K	\$264K	\$255K	\$299K	\$350K	\$459K	\$419K
Prior Year	\$325K	\$325K	\$284K	\$329K	\$289K	\$332K	\$329K	\$279K	\$279K	\$307K	\$307K	\$332K	\$354K
Percent Change from Prior Year	9%	-4%	-4%	-34%	-18%	-32%	-18%	-5%	-9%	-3%	14%	38%	19%

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



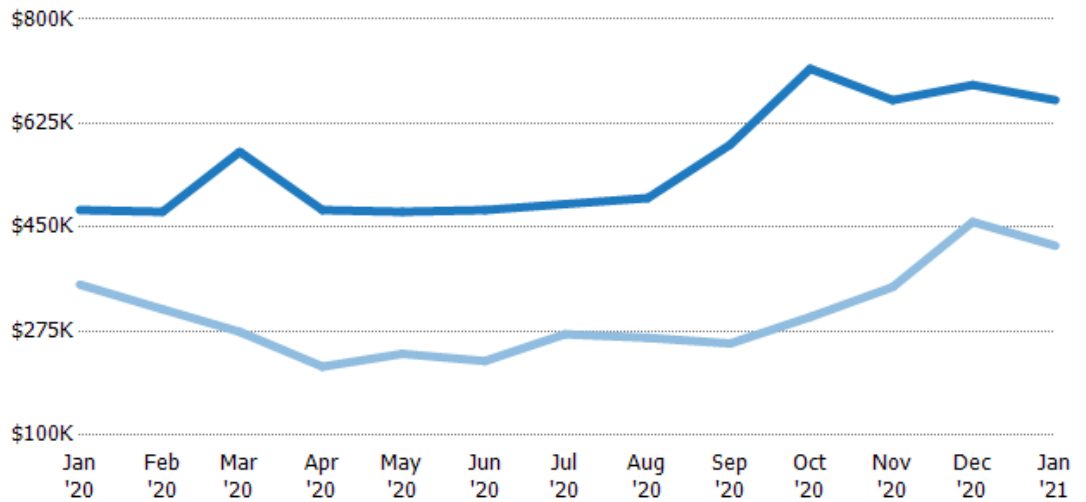
Avg Est Value	\$737K	\$725K	\$730K	\$710K	\$713K	\$705K	\$678K	\$779K	\$783K	\$936K	\$818K	\$897K	\$981K
Avg Listing Price	\$496K	\$458K	\$420K	\$410K	\$430K	\$415K	\$431K	\$462K	\$455K	\$527K	\$521K	\$545K	\$617K
Avg Listing Price as a % of Avg Est Value	67%	63%	58%	58%	60%	59%	64%	59%	58%	56%	64%	61%	63%

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	\$479K	\$476K	\$577K	\$479K	\$476K	\$479K	\$489K	\$499K	\$589K	\$717K	\$664K	\$689K	\$664K
Median Listing Price	\$354K	\$312K	\$274K	\$216K	\$237K	\$225K	\$270K	\$264K	\$255K	\$299K	\$350K	\$459K	\$419K
Med Listing Price as a % of Med Est Value	74%	66%	47%	45%	50%	47%	55%	53%	43%	42%	53%	67%	63%

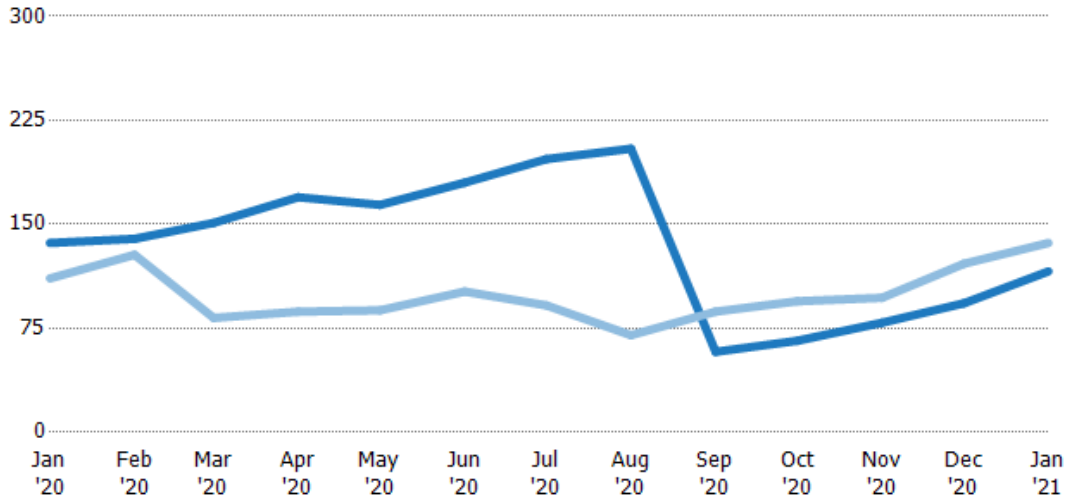
Median Days in RPR

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.
Jan '21	116	-15%
Jan '20	137	23%
Jan '19	111	37.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	137	140	151	170	164	180	197	205	58	66	79	93	116
Prior Year	111	128	82.5	87	88	102	91.5	70	87	94.5	97	122	137
Percent Change from Prior Year	23%	9%	83%	95%	86%	77%	115%	192%	-33%	-30%	-19%	-23%	-15%

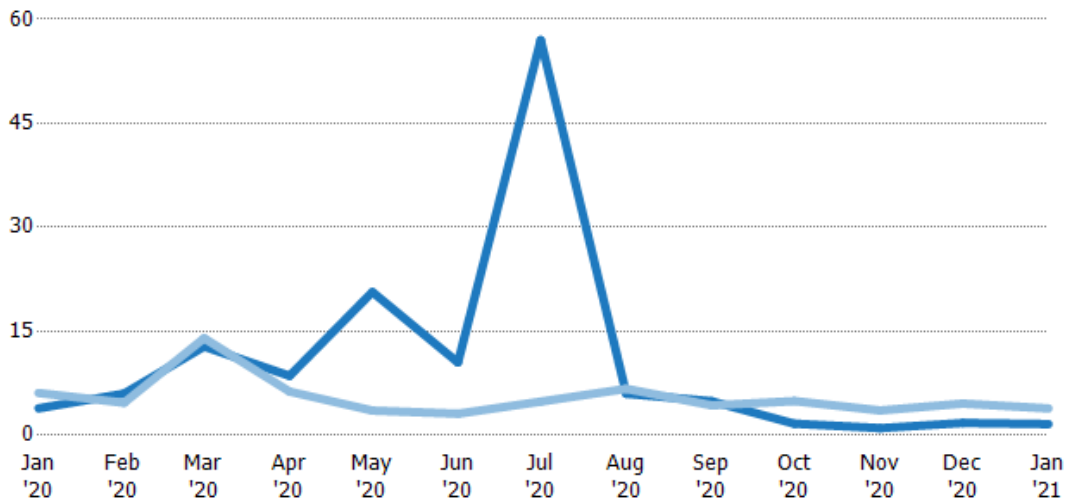
Months of Inventory

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.
Jan '21	1.61	-58.4%
Jan '20	3.88	-36.5%
Jan '19	6.1	-21.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3.88	6	12.8	8.57	20.7	10.5	57	6	4.91	1.67	1.03	1.77	1.61
Prior Year	6.1	4.69	14	6.3	3.56	3.11	4.86	6.7	4.31	4.93	3.58	4.57	3.88
Percent Change from Prior Year	-36%	28%	-9%	36%	480%	238%	1,074%	-10%	14%	-66%	-71%	-61%	-58%

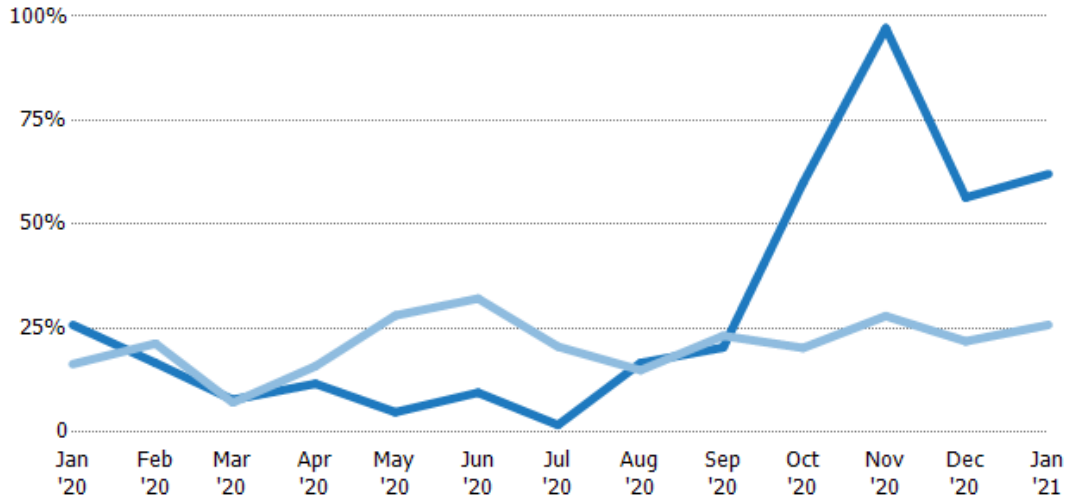
Absorption Rate

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.
Jan '21	62%	-36.3%
Jan '20	26%	-9.4%
Jan '19	16%	27.1%



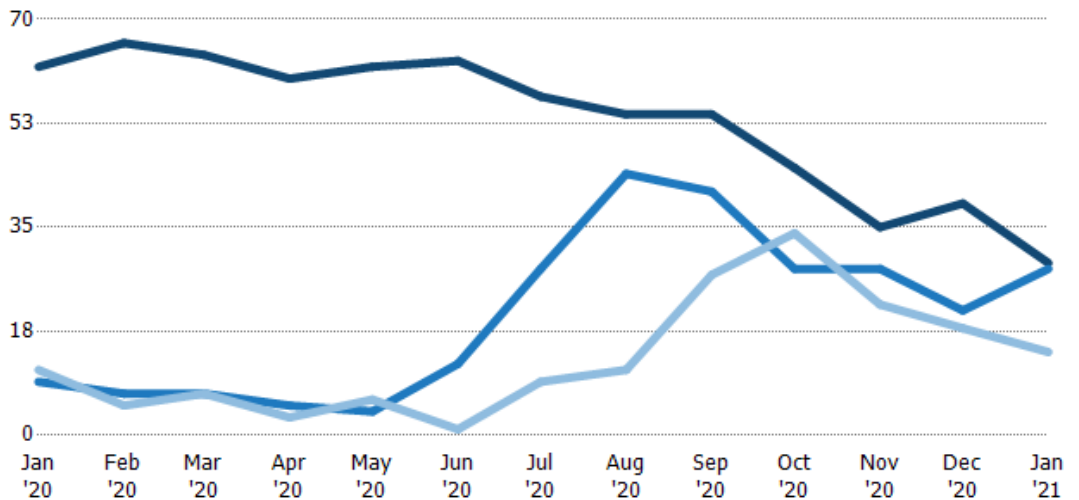
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	26%	17%	8%	12%	5%	10%	2%	17%	20%	60%	97%	56%	62%
Prior Year	16%	21%	7%	16%	28%	32%	21%	15%	23%	20%	28%	22%	26%
Change from Prior Year	-9%	5%	-1%	4%	23%	23%	19%	-2%	3%	-40%	-69%	-35%	-36%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	62	66	64	60	62	63	57	54	54	45	35	39	29
Pending	9	7	7	5	4	12	28	44	41	28	28	21	28
Sold	11	5	7	3	6	1	9	11	27	34	22	18	14

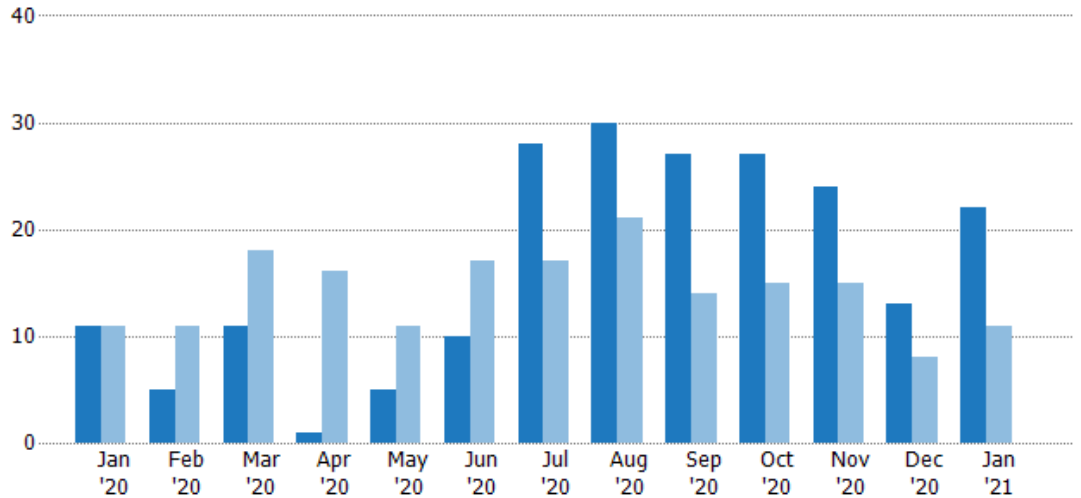
New Pending Sales

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.
Jan '21	22	100%
Jan '20	11	0%
Jan '19	11	-45.5%



Current Year	11	5	11	1	5	10	28	30	27	27	24	13	22
Prior Year	11	11	18	16	11	17	17	21	14	15	15	8	11
Percent Change from Prior Year	0%	-55%	-39%	-94%	-55%	-41%	65%	43%	93%	80%	60%	63%	100%

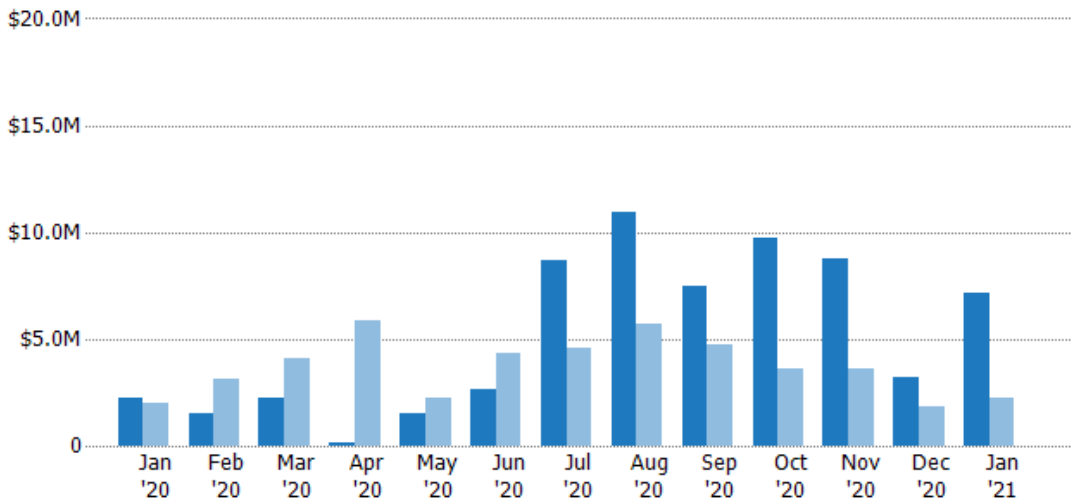
New Pending Sales Volume

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.
Jan '21	\$7.18M	219.1%
Jan '20	\$2.25M	10.5%
Jan '19	\$2.04M	-6.2%



Current Year	\$2.25M	\$1.52M	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.9M	\$7.5M	\$9.72M	\$8.73M	\$3.21M	\$7.18M
Prior Year	\$2.04M	\$3.16M	\$4.08M	\$5.9M	\$2.28M	\$4.36M	\$4.58M	\$5.72M	\$4.75M	\$3.58M	\$3.63M	\$1.8M	\$2.25M
Percent Change from Prior Year	10%	-52%	-45%	-98%	-34%	-40%	89%	91%	58%	171%	140%	78%	219%

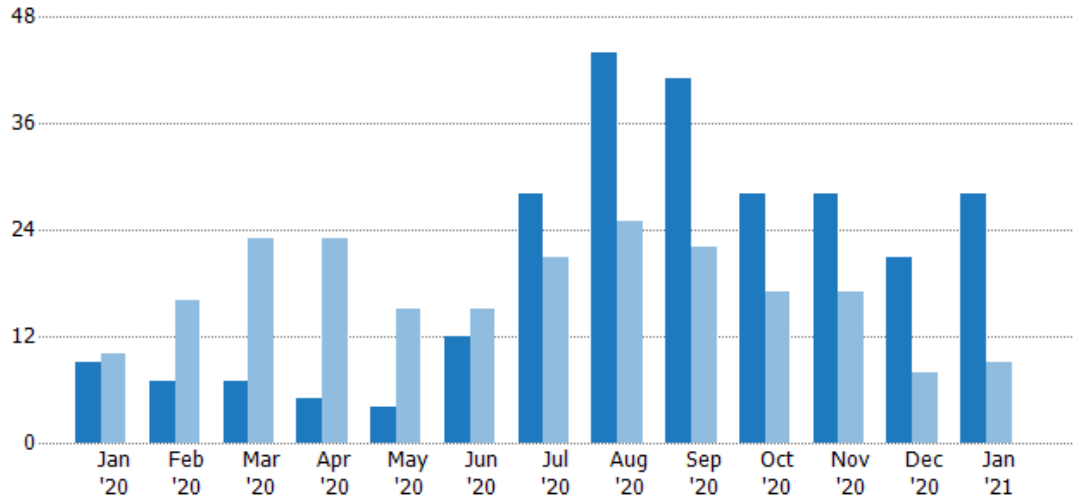
Pending Sales

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.
Jan '21	28	211.1%
Jan '20	9	-10%
Jan '19	10	-30%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	9	7	7	5	4	12	28	44	41	28	28	21	28
Prior Year	10	16	23	23	15	15	21	25	22	17	17	8	9
Percent Change from Prior Year	-10%	-56%	-70%	-78%	-73%	-20%	33%	76%	86%	65%	65%	163%	211%

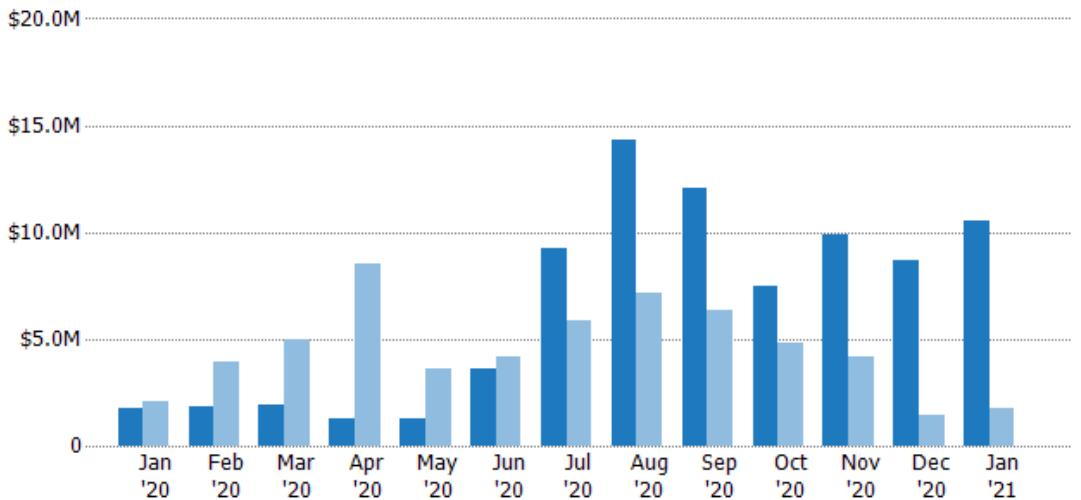
Pending Sales Volume

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.
Jan '21	\$10.6M	490%
Jan '20	\$1.79M	-13.8%
Jan '19	\$2.08M	10.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.79M	\$1.87M	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.24M	\$14.4M	\$12.1M	\$7.49M	\$9.91M	\$8.66M	\$10.6M
Prior Year	\$2.08M	\$3.96M	\$5.02M	\$8.53M	\$3.59M	\$4.15M	\$5.86M	\$7.13M	\$6.36M	\$4.81M	\$4.18M	\$1.46M	\$1.79M
Percent Change from Prior Year	-14%	-53%	-61%	-85%	-63%	-13%	58%	101%	90%	56%	137%	494%	490%

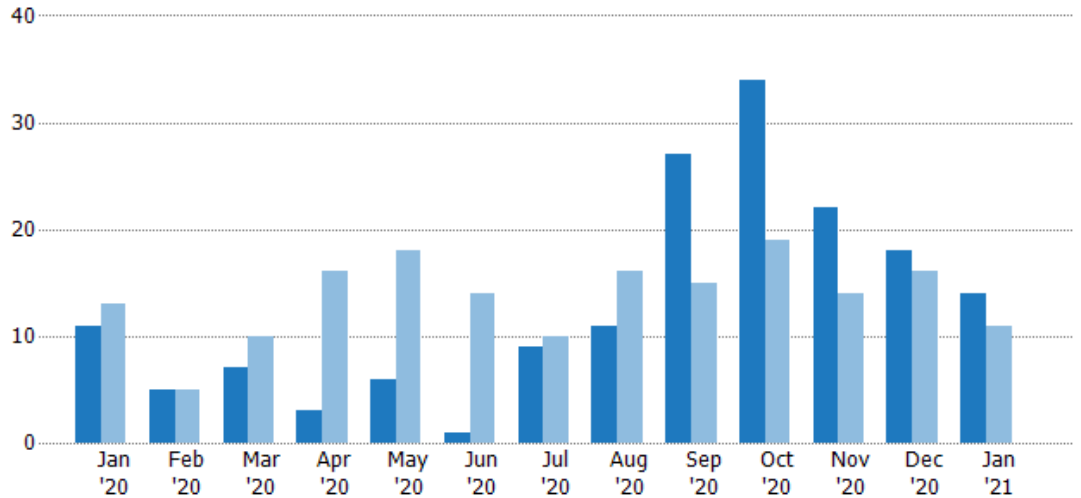
Closed Sales

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.
Jan '21	14	27.3%
Jan '20	11	-15.4%
Jan '19	13	-38.5%



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

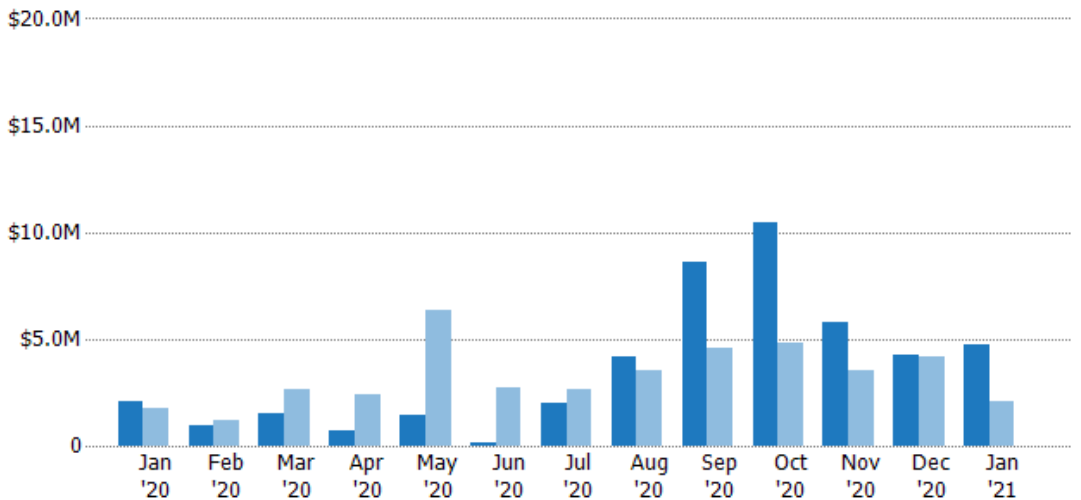
Closed Sales Volume

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.
Jan '21	\$4.74M	131.2%
Jan '20	\$2.05M	19%
Jan '19	\$1.72M	-28.6%



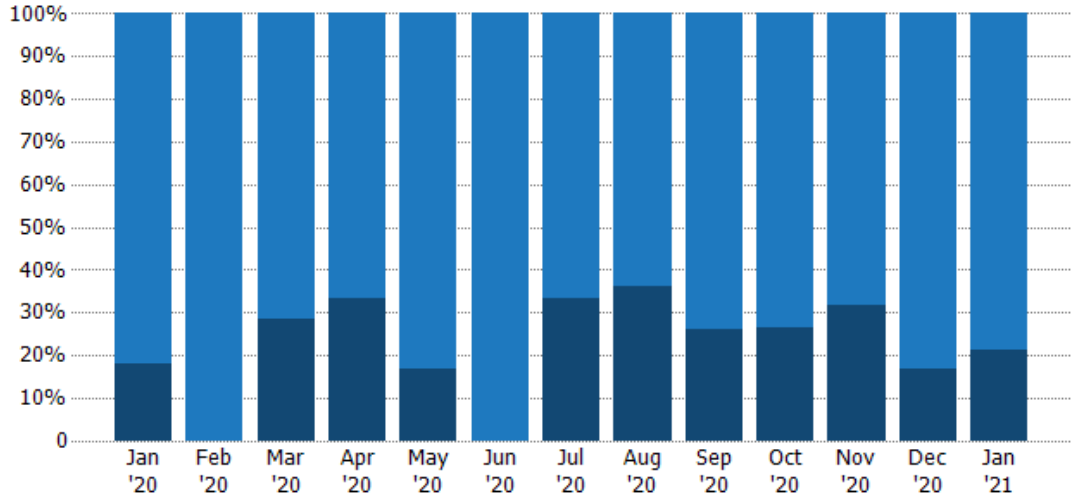
Current Year	\$2.05M	\$929K	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$4.19M	\$8.57M	\$10.5M	\$5.82M	\$4.23M	\$4.74M
Prior Year	\$1.72M	\$1.23M	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.54M	\$4.55M	\$4.84M	\$3.51M	\$4.14M	\$2.05M
Percent Change from Prior Year	19%	-25%	-43%	-70%	-77%	-95%	-25%	18%	88%	116%	66%	2%	131%

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

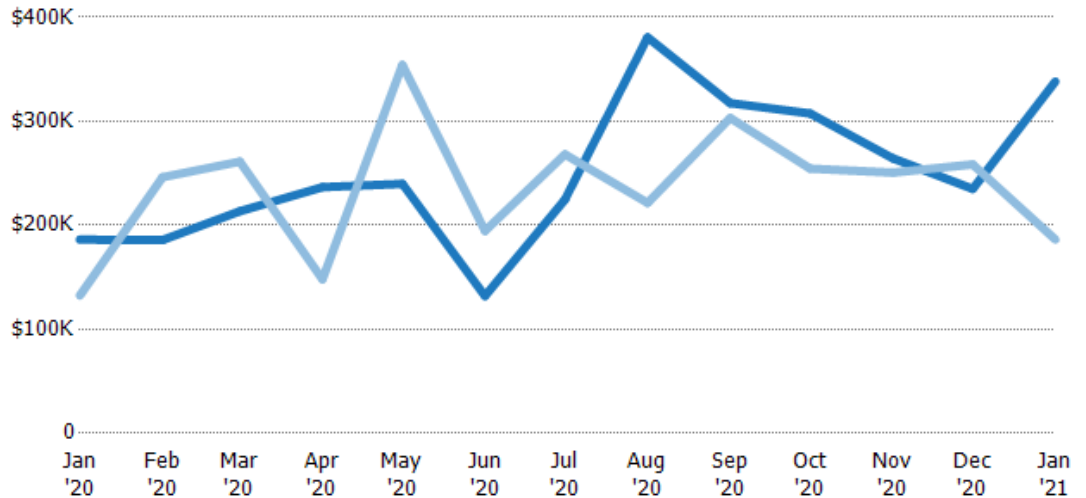
Average Sales Price

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.
Jan '21	\$338K	81.6%
Jan '20	\$186K	40.6%
Jan '19	\$132K	16.1%



Current Year	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K	\$264K	\$235K	\$338K
Prior Year	\$132K	\$246K	\$261K	\$148K	\$354K	\$195K	\$268K	\$222K	\$303K	\$254K	\$251K	\$258K	\$186K
Percent Change from Prior Year	41%	-25%	-18%	60%	-32%	-32%	-16%	72%	5%	21%	5%	-9%	82%

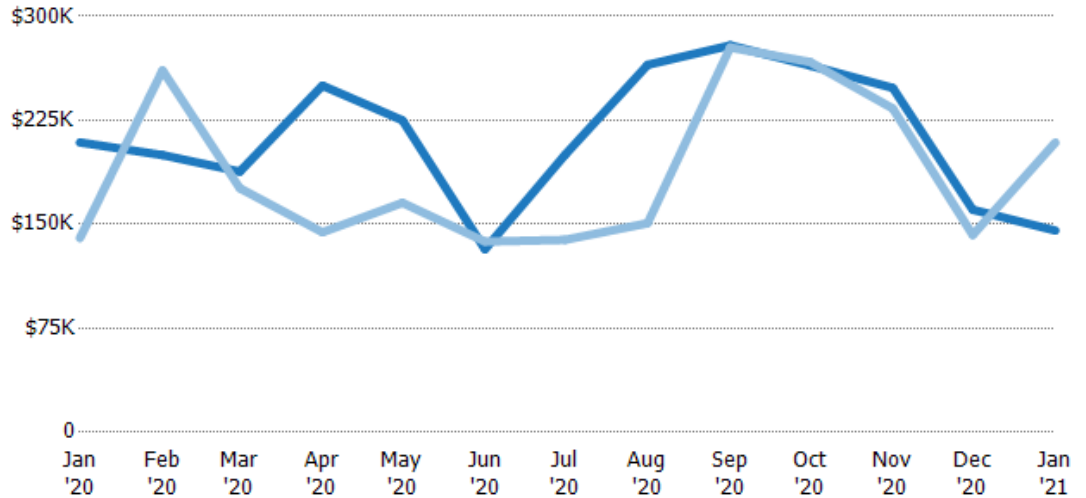
Median Sales Price

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.
Jan '21	\$145K	-30.4%
Jan '20	\$209K	49.3%
Jan '19	\$140K	6.3%



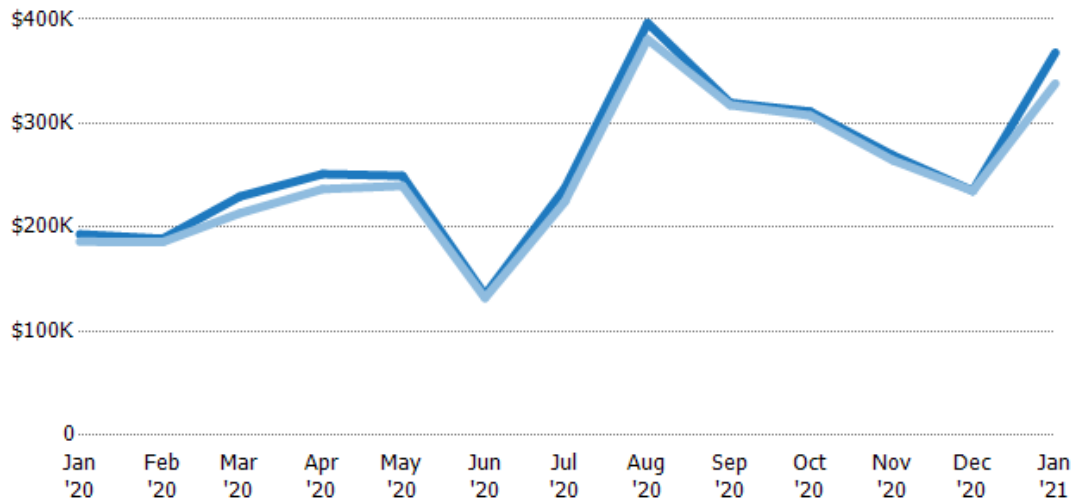
Current Year	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K	\$161K	\$145K
Prior Year	\$140K	\$261K	\$176K	\$144K	\$166K	\$138K	\$139K	\$151K	\$278K	\$267K	\$234K	\$142K	\$209K
Percent Change from Prior Year	49%	-23%	7%	73%	36%	-4%	44%	76%	1%	-1%	6%	13%	-30%

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



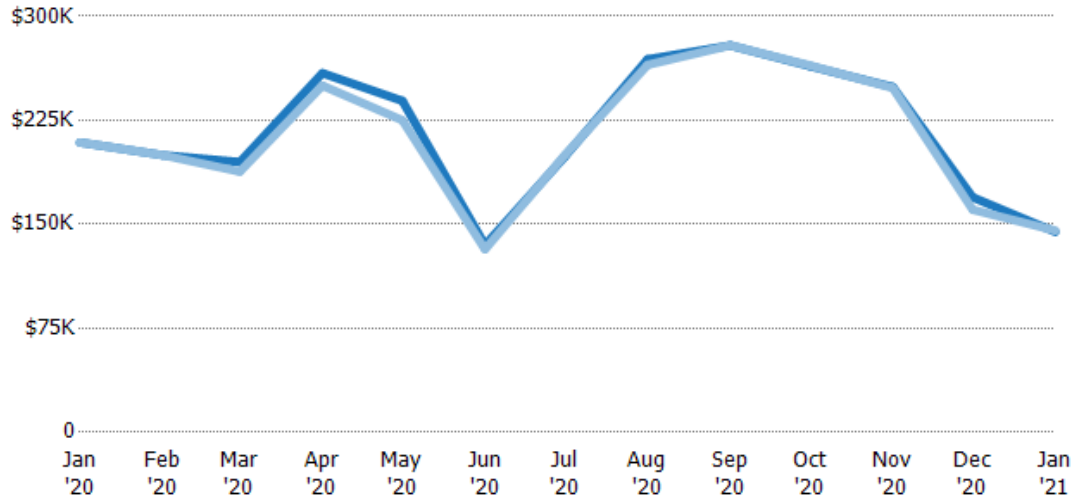
Avg List Price	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K	\$269K	\$235K	\$368K
Avg Sales Price	\$186K	\$186K	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$317K	\$308K	\$264K	\$235K	\$338K
Avg Sales Price as a % of Avg List Price	96%	98%	93%	94%	96%	98%	95%	96%	99%	99%	98%	100%	92%

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



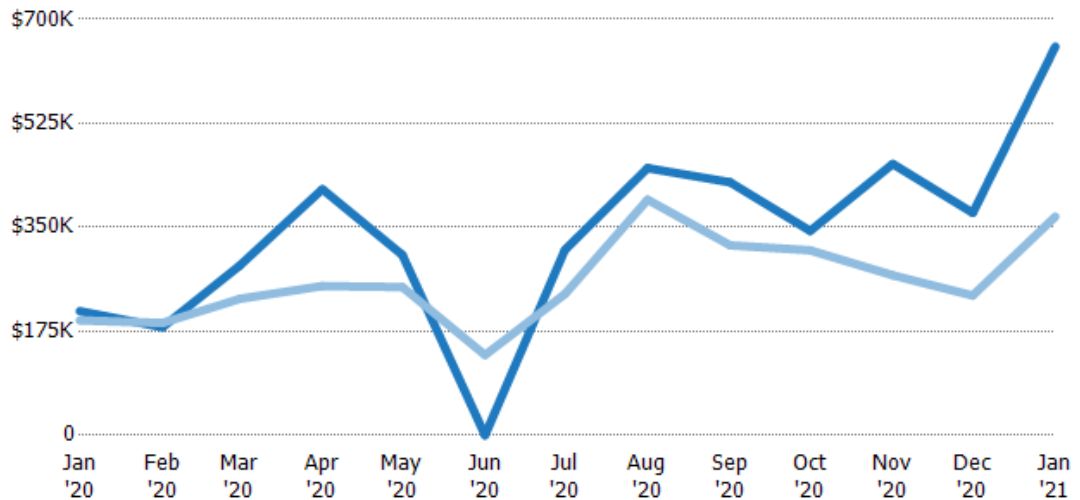
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K	\$249K	\$169K	\$144K
Median Sales Price	\$209K	\$200K	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K	\$161K	\$145K
Med Sales Price as a % of Med List Price	100%	100%	96%	97%	94%	98%	101%	99%	100%	100%	100%	95%	101%

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



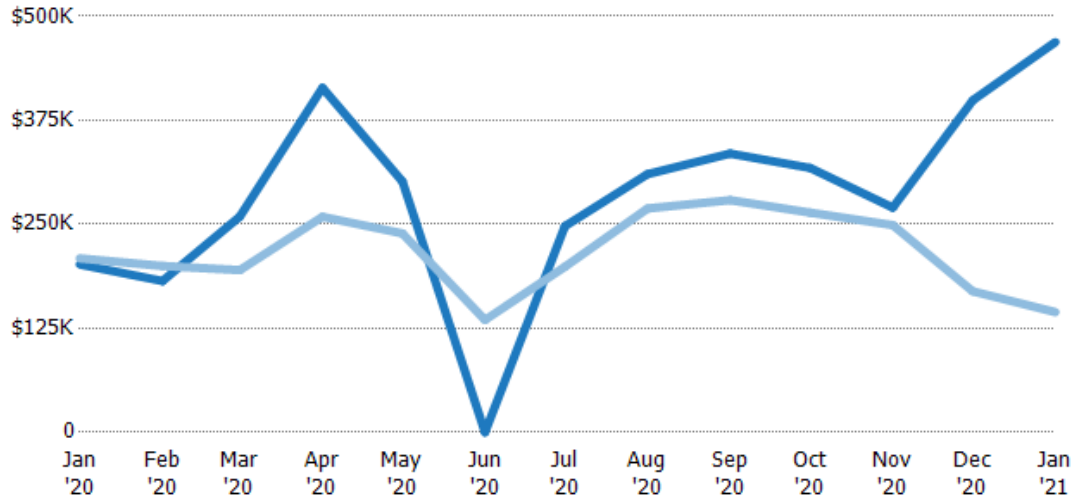
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$209K	\$182K	\$286K	\$414K	\$304K	\$0	\$312K	\$450K	\$426K	\$344K	\$457K	\$374K	\$654K
Avg Sales Price	\$193K	\$189K	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$320K	\$311K	\$269K	\$235K	\$368K
Avg Sales Price as a % of Avg Est Value	93%	104%	80%	61%	82%	100%	76%	88%	75%	90%	59%	63%	56%

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	\$202K	\$182K	\$259K	\$414K	\$302K	\$0	\$248K	\$310K	\$335K	\$318K	\$270K	\$399K	\$469K
Median Sales Price	\$209K	\$200K	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$279K	\$264K	\$249K	\$169K	\$144K
Med Sales Price as a % of Med Est Value	104%	110%	75%	63%	79%	100%	80%	87%	83%	83%	92%	42%	31%