

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	25	11	+127.3%	62	33	+87.9%
New Listing Volume	\$13,936,900	\$2,448,800	+469.1%	\$28,010,800	\$9,193,700	+204.7%
Active Listing Count	19	64	-70.3%	N/A	N/A	
Active Listing Volume	\$14,014,500	\$26,867,900	-47.8%	N/A	N/A	
Average Listing Price	\$737,605	\$419,811	+75.7%	\$633,386	\$457,223	+38.5%
Median Listing Price	\$330,000	\$274,000	+20.4%	\$311,737	\$314,415	-0.9%
Median Days in RPR	100	151	-33.8%	100.83	141.33	-28.7%
Months of Inventory	1.9	12.8	-85.2%	3.3	6.9	-52.1%
Absorption Rate	52.63%	7.81%	+44.8%	30.26%	14.51%	+15.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	29	11	+163.6%	76	27	+181.5%
New Pending Sales Volume	\$10,981,800	\$2,242,500	+389.7%	\$29,700,500	\$6,012,100	+394%
Pending Sales Count	45	7	+542.9%	N/A	N/A	
Pending Sales Volume	\$17,449,300	\$1,931,400	+803.5%	N/A	N/A	
Closed Sales Count	23	7	+228.6%	47	23	+104.3%
Closed Sales Volume	\$8,745,000	\$1,494,500	+485.1%	\$18,193,650	\$4,472,400	+306.8%
Average Sales Price	\$380,217	\$213,500	+78.1%	\$387,099	\$194,452	+99.1%
Median Sales Price	\$321,000	\$188,000	+70.7%	\$249,001	\$200,630	+24.1%

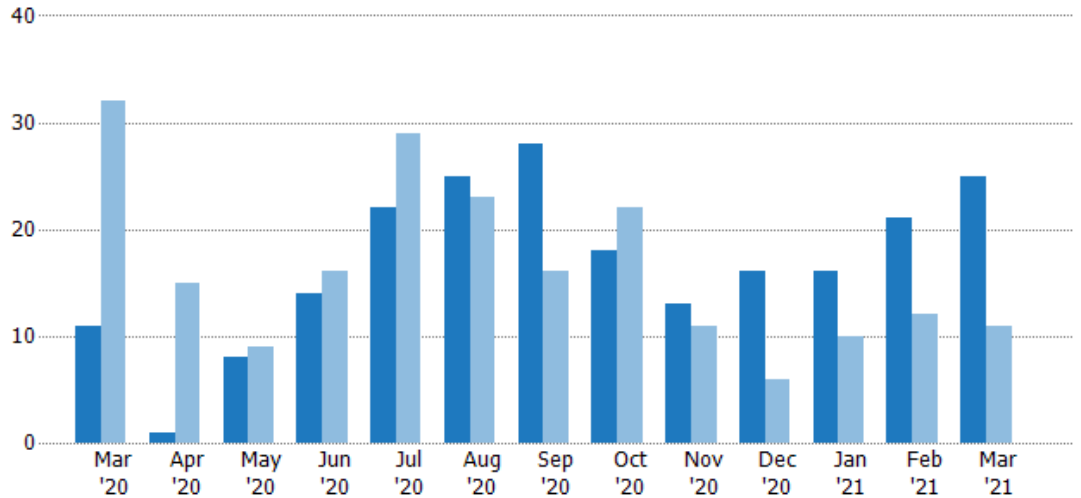
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	25	127.3%
Mar '20	11	-65.6%
Mar '19	32	-43.8%



Current Year	11	1	8	14	22	25	28	18	13	16	16	21	25
Prior Year	32	15	9	16	29	23	16	22	11	6	10	12	11
Percent Change from Prior Year	-66%	-93%	-11%	-13%	-24%	9%	75%	-18%	18%	167%	60%	75%	127%

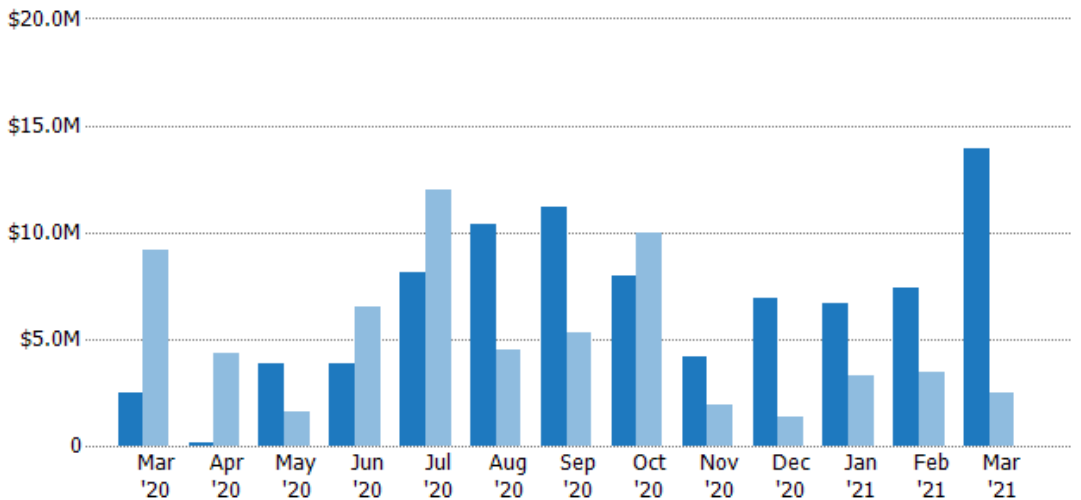
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$13.9M	469.1%
Mar '20	\$2.45M	-73.4%
Mar '19	\$9.2M	-38.7%



Current Year	\$2.45M	\$120K	\$3.83M	\$3.86M	\$8.13M	\$10.4M	\$11.2M	\$7.99M	\$4.17M	\$6.91M	\$6.65M	\$7.42M	\$13.9M
Prior Year	\$9.2M	\$4.34M	\$1.57M	\$6.53M	\$12M	\$4.47M	\$5.34M	\$9.94M	\$1.93M	\$1.38M	\$3.32M	\$3.42M	\$2.45M
Percent Change from Prior Year	-73%	-97%	144%	-41%	-32%	132%	110%	-20%	116%	400%	100%	117%	469%

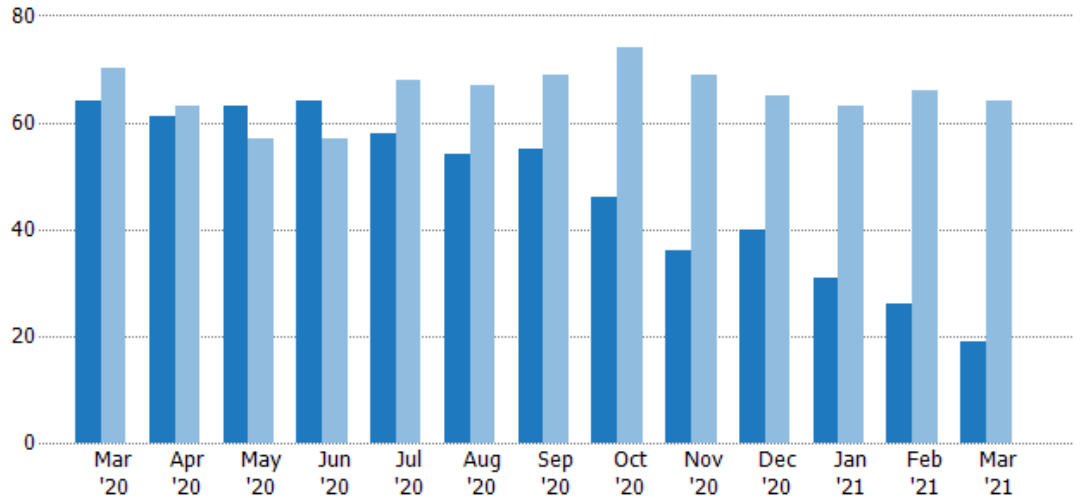
## Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	19	-70.3%
Mar '20	64	-8.6%
Mar '19	70	11.4%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	64	61	63	64	58	54	55	46	36	40	31	26	19
Prior Year	70	63	57	57	68	67	69	74	69	65	63	66	64
Percent Change from Prior Year	-9%	-3%	11%	12%	-15%	-19%	-20%	-38%	-48%	-38%	-51%	-61%	-70%

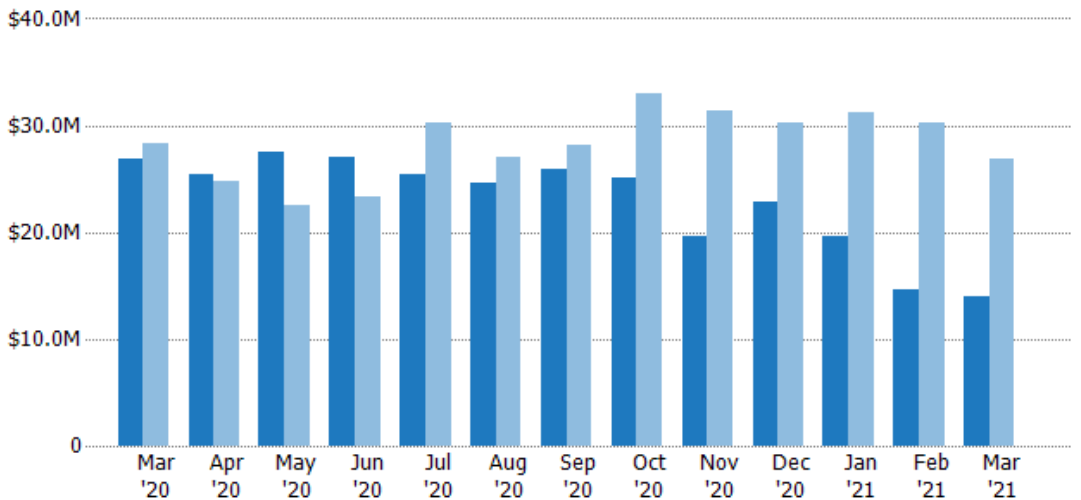
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$14M	-47.8%
Mar '20	\$26.9M	-5.4%
Mar '19	\$28.4M	-13.6%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$26.9M	\$25.5M	\$27.5M	\$27M	\$25.5M	\$24.6M	\$25.9M	\$25M	\$19.6M	\$22.8M	\$19.6M	\$14.6M	\$14M
Prior Year	\$28.4M	\$24.8M	\$22.5M	\$23.3M	\$30.3M	\$27M	\$28.2M	\$32.9M	\$31.4M	\$30.3M	\$31.2M	\$30.2M	\$26.9M
Percent Change from Prior Year	-5%	3%	23%	16%	-16%	-9%	-8%	-24%	-38%	-25%	-37%	-52%	-48%

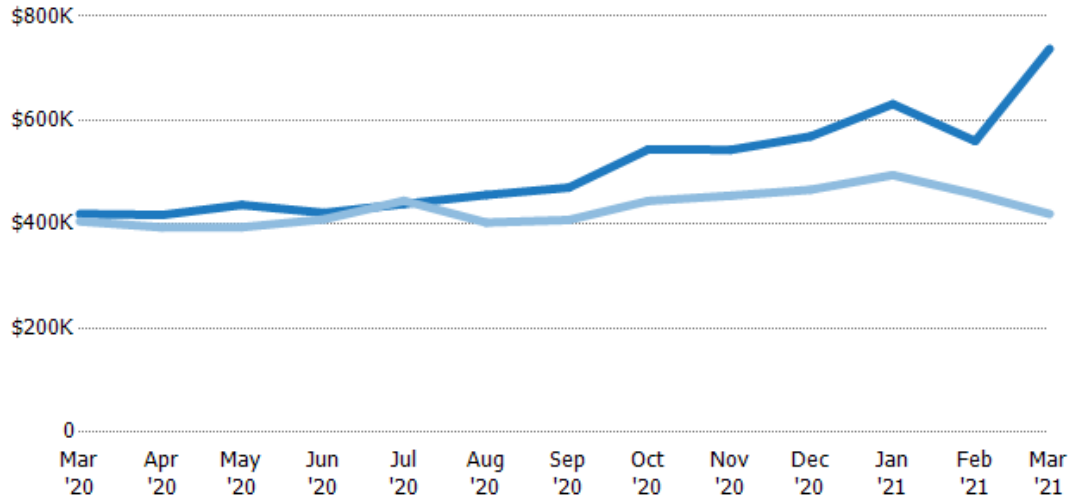
## Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$738K	75.7%
Mar '20	\$420K	3.5%
Mar '19	\$406K	-22.5%



Current Year	\$420K	\$418K	\$437K	\$422K	\$439K	\$456K	\$470K	\$544K	\$543K	\$569K	\$631K	\$560K	\$738K
Prior Year	\$406K	\$394K	\$394K	\$410K	\$445K	\$403K	\$408K	\$445K	\$455K	\$466K	\$495K	\$458K	\$420K
Percent Change from Prior Year	4%	6%	11%	3%	-1%	13%	15%	22%	19%	22%	28%	22%	76%

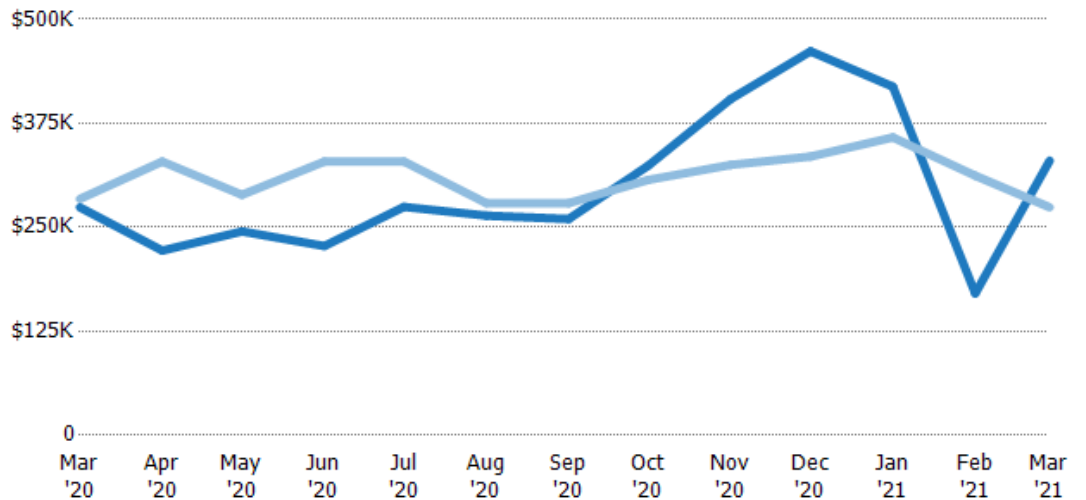
## Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$330K	20.4%
Mar '20	\$274K	-3.5%
Mar '19	\$284K	-38.7%



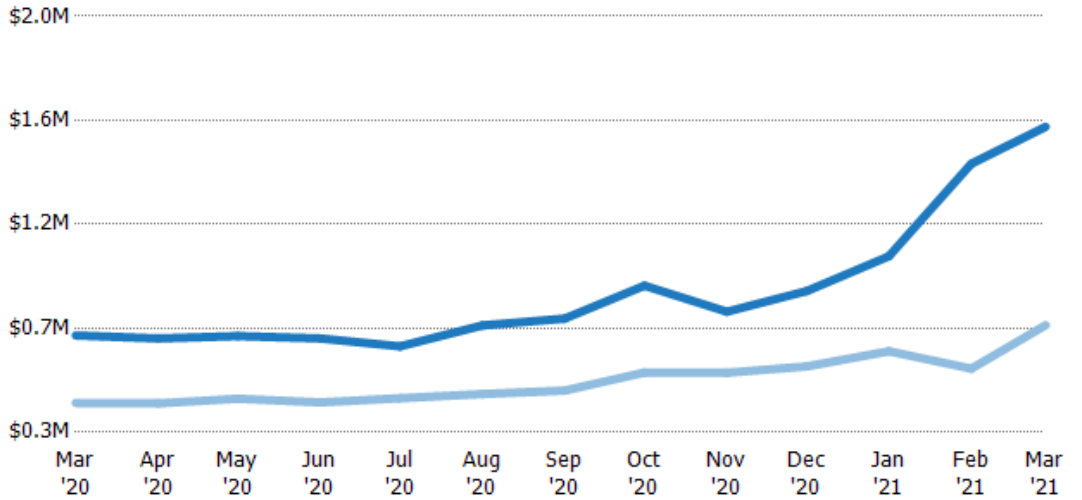
Current Year	\$274K	\$222K	\$245K	\$227K	\$275K	\$264K	\$260K	\$324K	\$404K	\$462K	\$419K	\$171K	\$330K
Prior Year	\$284K	\$329K	\$289K	\$329K	\$329K	\$279K	\$279K	\$307K	\$325K	\$335K	\$358K	\$312K	\$274K
Percent Change from Prior Year	-4%	-33%	-15%	-31%	-17%	-5%	-7%	6%	24%	38%	17%	-45%	20%

## 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



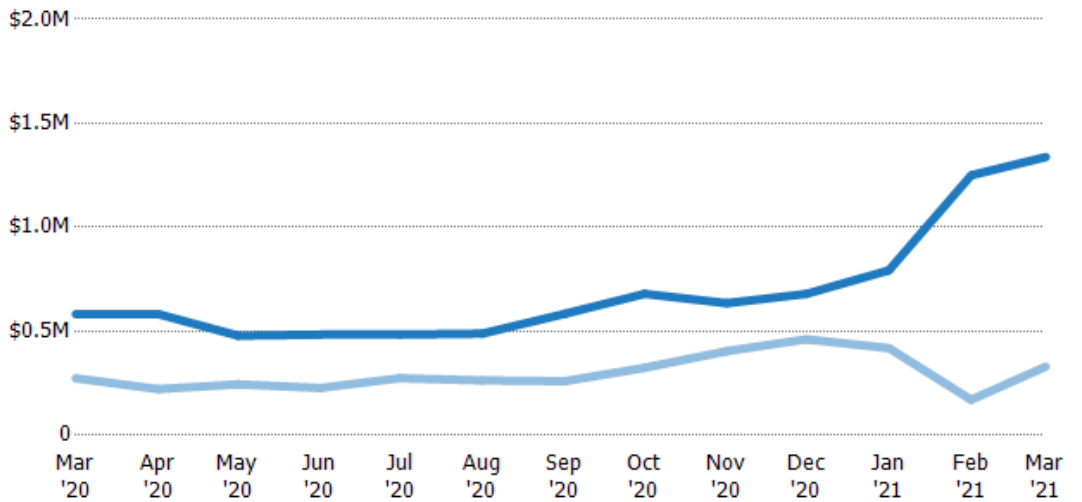
Avg Est Value	\$696K	\$683K	\$693K	\$683K	\$651K	\$737K	\$765K	\$899K	\$793K	\$877K	\$1.02M	\$1.4M	\$1.55M
Avg Listing Price	\$420K	\$418K	\$437K	\$422K	\$439K	\$456K	\$470K	\$544K	\$543K	\$569K	\$631K	\$560K	\$738K
Avg Listing Price as a % of Avg Est Value	60%	61%	63%	62%	67%	62%	62%	61%	69%	65%	62%	40%	48%

## 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



Median Est Value	\$582K	\$582K	\$479K	\$484K	\$484K	\$489K	\$584K	\$680K	\$635K	\$680K	\$793K	\$1.25M	\$1.34M
Median Listing Price	\$274K	\$222K	\$245K	\$227K	\$275K	\$264K	\$260K	\$324K	\$404K	\$462K	\$419K	\$171K	\$330K
Med Listing Price as a % of Med Est Value	47%	38%	51%	47%	57%	54%	45%	48%	64%	68%	53%	14%	25%

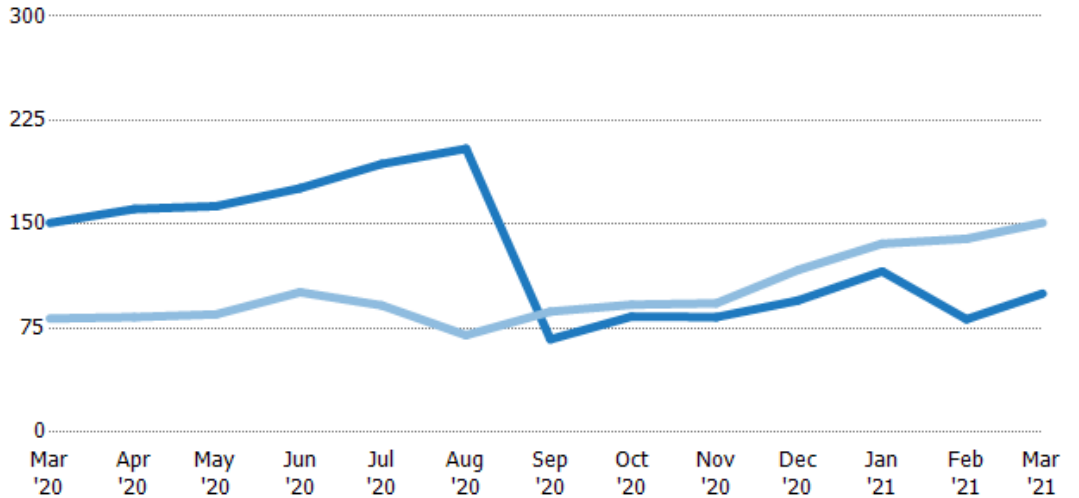
## Median Days in RPR

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

Month/Year	Days	% Chg.
Mar '21	100	-33.8%
Mar '20	151	84.1%
Mar '19	82	36%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	151	161	163	176	194	205	67	83.5	83	95	116	81.5	100
Prior Year	82	83	85	101	91.5	70	87	92	93	117	136	140	151
Percent Change from Prior Year	84%	94%	92%	74%	111%	192%	-23%	-9%	-11%	-19%	-15%	-42%	-34%

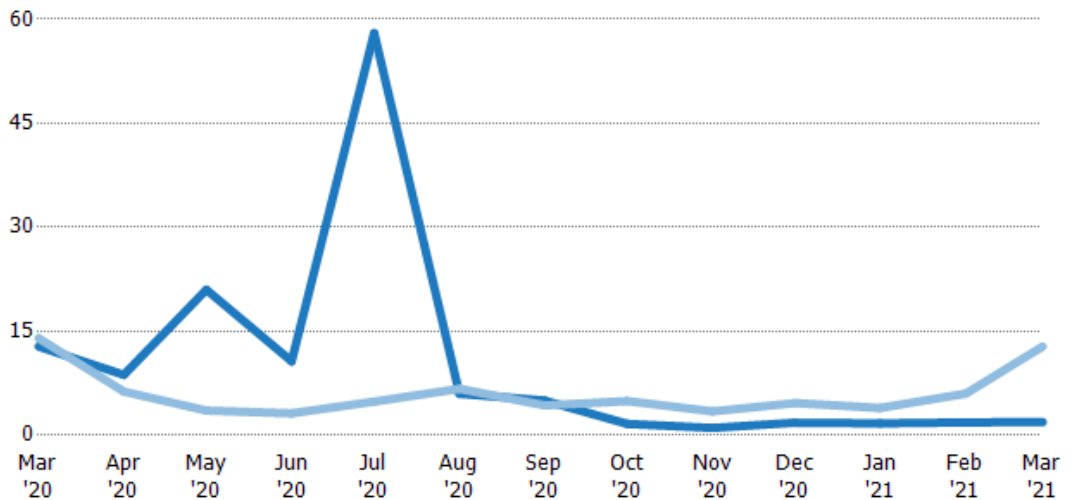
## Months of Inventory

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

Month/Year	Months	% Chg.
Mar '21	1.9	-85.2%
Mar '20	12.8	-8.6%
Mar '19	14	11.4%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	12.8	8.71	21	10.7	58	6	5	1.64	1.06	1.82	1.72	1.86	1.9
Prior Year	14	6.3	3.56	3.17	4.86	6.7	4.31	4.93	3.45	4.64	3.94	6	12.8
Percent Change from Prior Year	-9%	38%	489%	237%	1,094%	-10%	16%	-67%	-69%	-61%	-56%	-69%	-85%

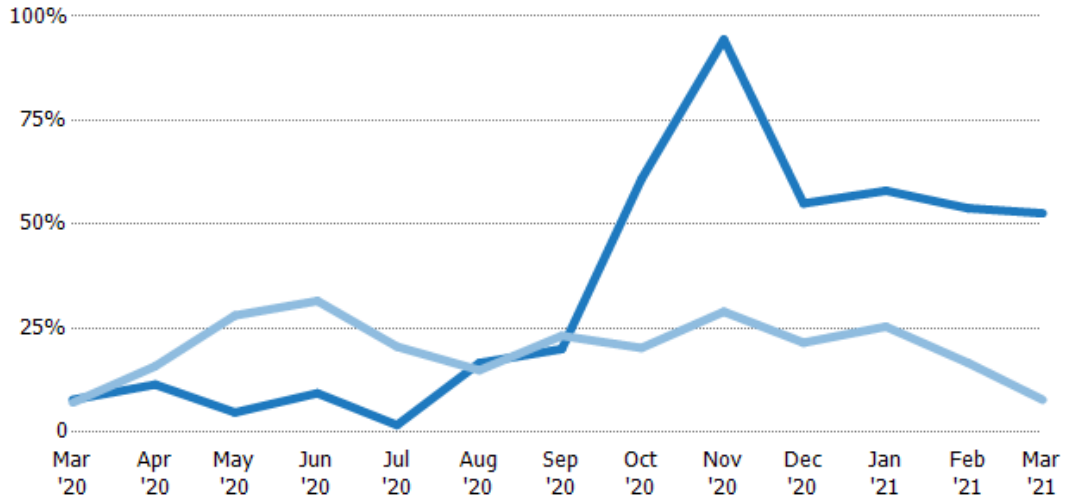
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	53%	-44.8%
Mar '20	8%	-0.7%
Mar '19	7%	-10.2%



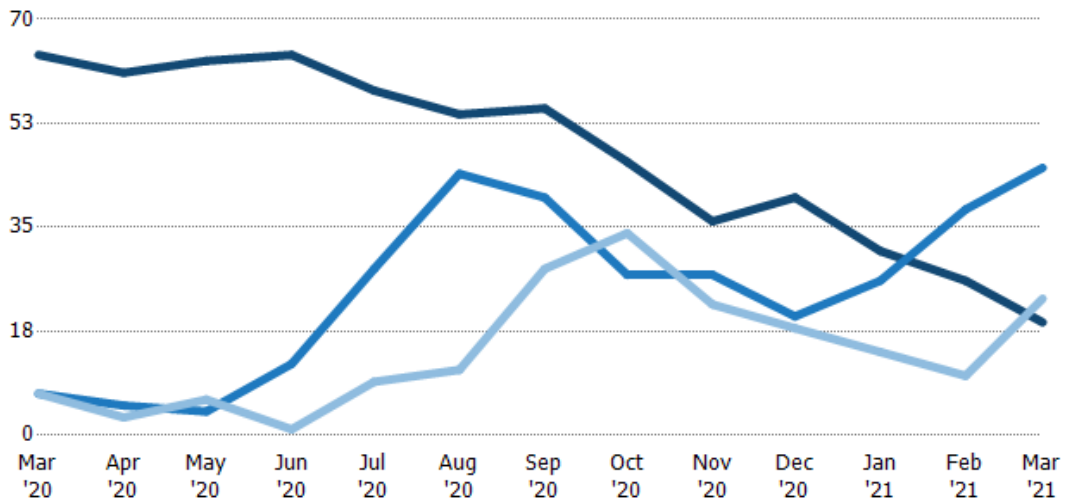
Current Year	8%	11%	5%	9%	2%	17%	20%	61%	94%	55%	58%	54%	53%
Prior Year	7%	16%	28%	32%	21%	15%	23%	20%	29%	22%	25%	17%	8%
Change from Prior Year	-1%	4%	23%	22%	19%	-2%	3%	-41%	-65%	-33%	-33%	-37%	-45%

## 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



Active	64	61	63	64	58	54	55	46	36	40	31	26	19
Pending	7	5	4	12	28	44	40	27	27	20	26	38	45
Sold	7	3	6	1	9	11	28	34	22	18	14	10	23

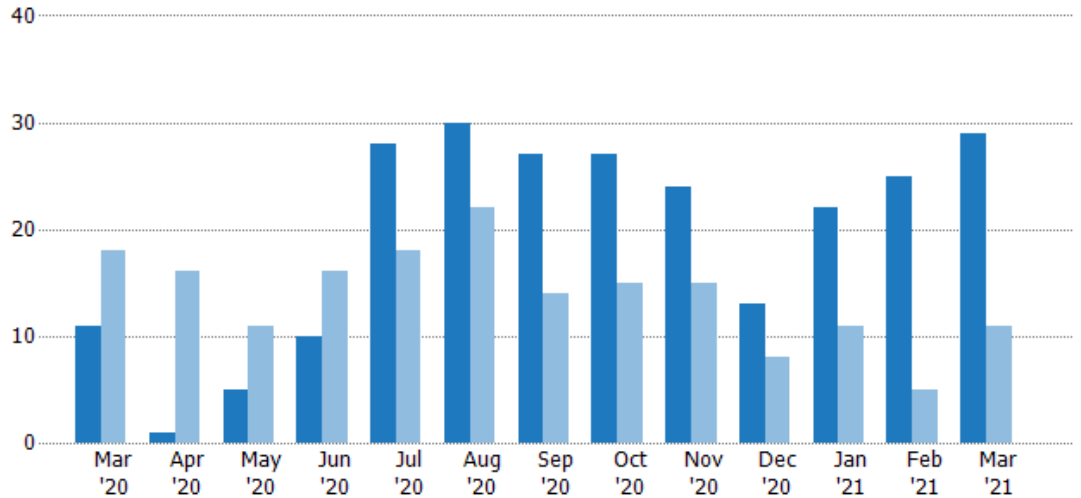
## New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	29	163.6%
Mar '20	11	-38.9%
Mar '19	18	-11.1%



Current Year	11	1	5	10	28	30	27	27	24	13	22	25	29
Prior Year	18	16	11	16	18	22	14	15	15	8	11	5	11
Percent Change from Prior Year	-39%	-94%	-55%	-38%	56%	36%	93%	80%	60%	63%	100%	400%	164%

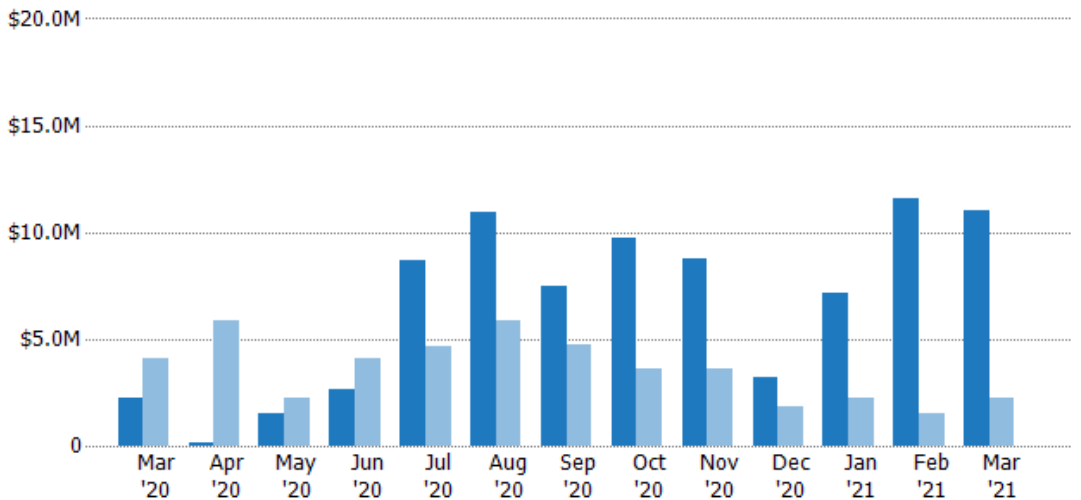
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$11M	389.7%
Mar '20	\$2.24M	-45%
Mar '19	\$4.08M	-52.6%



Current Year	\$2.24M	\$120K	\$1.51M	\$2.62M	\$8.66M	\$10.9M	\$7.5M	\$9.72M	\$8.73M	\$3.21M	\$7.18M	\$11.5M	\$11M
Prior Year	\$4.08M	\$5.9M	\$2.28M	\$4.09M	\$4.67M	\$5.83M	\$4.75M	\$3.58M	\$3.63M	\$1.8M	\$2.25M	\$1.52M	\$2.24M
Percent Change from Prior Year	-45%	-98%	-34%	-36%	86%	88%	58%	171%	140%	78%	219%	659%	390%



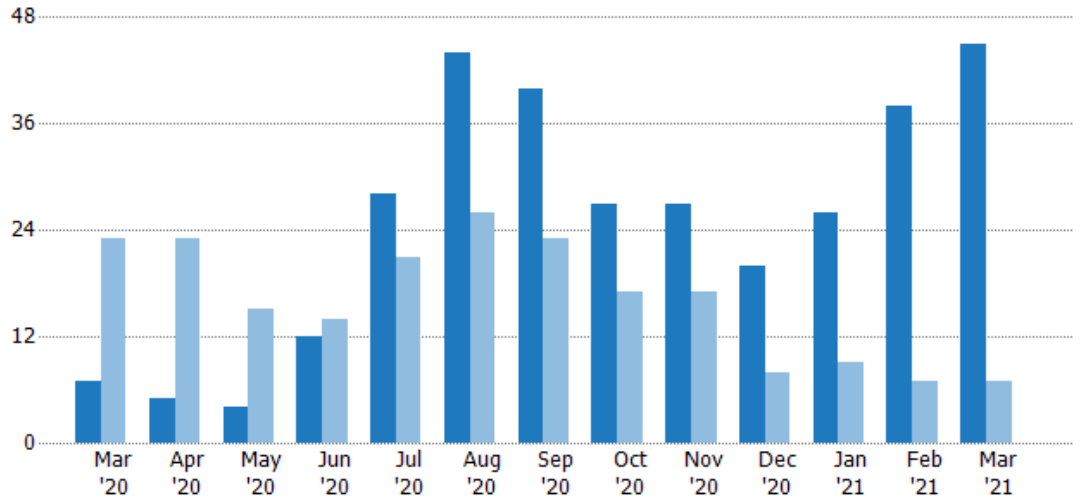
## Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	45	542.9%
Mar '20	7	-69.6%
Mar '19	23	-43.5%



Current Year	7	5	4	12	28	44	40	27	27	20	26	38	45
Prior Year	23	23	15	14	21	26	23	17	17	8	9	7	7
Percent Change from Prior Year	-70%	-78%	-73%	-14%	33%	69%	74%	59%	59%	150%	189%	443%	543%

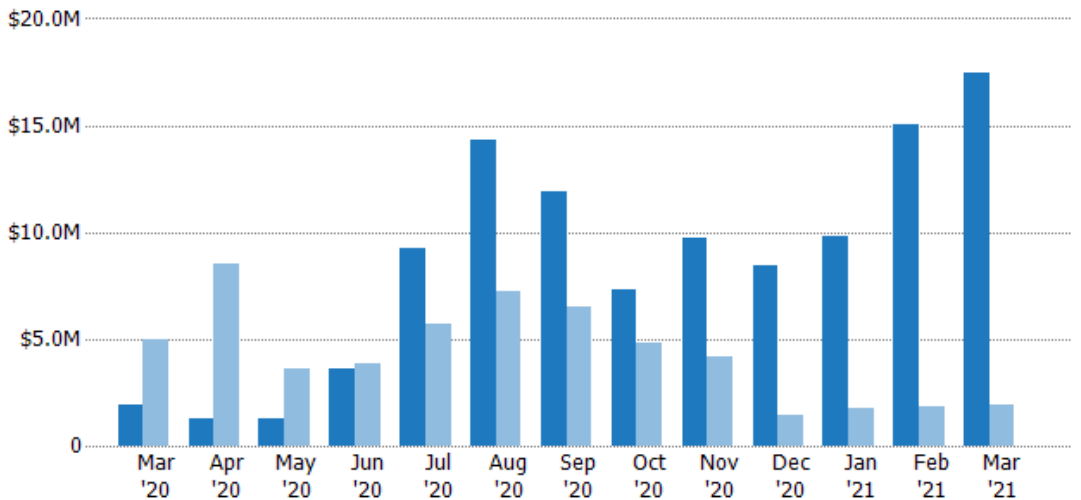
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$17.4M	803.5%
Mar '20	\$1.93M	-61.5%
Mar '19	\$5.02M	-66%



Current Year	\$1.93M	\$1.3M	\$1.31M	\$3.62M	\$9.24M	\$14.4M	\$11.9M	\$7.31M	\$9.72M	\$8.47M	\$9.77M	\$15.1M	\$17.4M
Prior Year	\$5.02M	\$8.53M	\$3.59M	\$3.88M	\$5.68M	\$7.24M	\$6.47M	\$4.81M	\$4.18M	\$1.46M	\$1.79M	\$1.87M	\$1.93M
Percent Change from Prior Year	-61%	-85%	-63%	-7%	63%	98%	84%	52%	133%	481%	446%	706%	803%

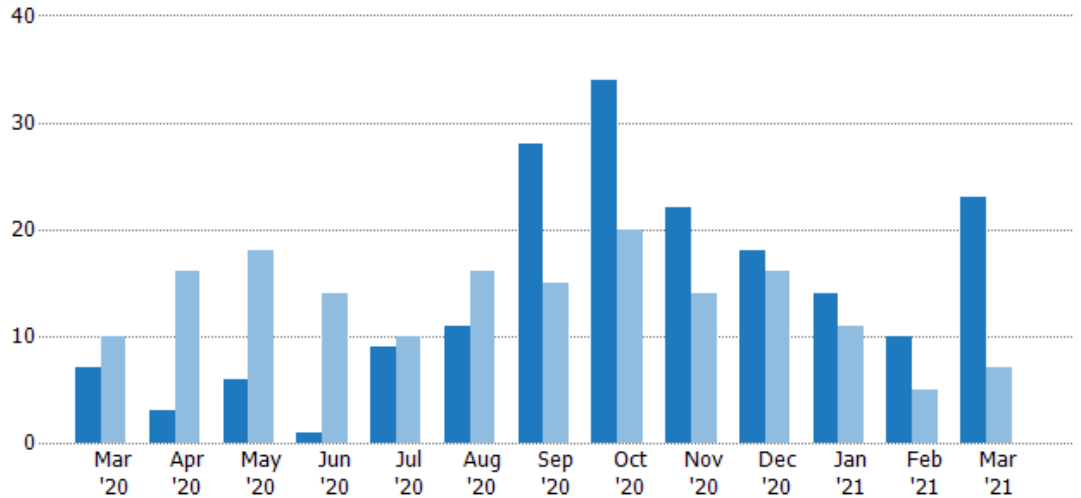
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	23	228.6%
Mar '20	7	-30%
Mar '19	10	20%



Current Year	7	3	6	1	9	11	28	34	22	18	14	10	23
Prior Year	10	16	18	14	10	16	15	20	14	16	11	5	7
Percent Change from Prior Year	-30%	-81%	-67%	-93%	-10%	-31%	87%	70%	57%	13%	27%	100%	229%

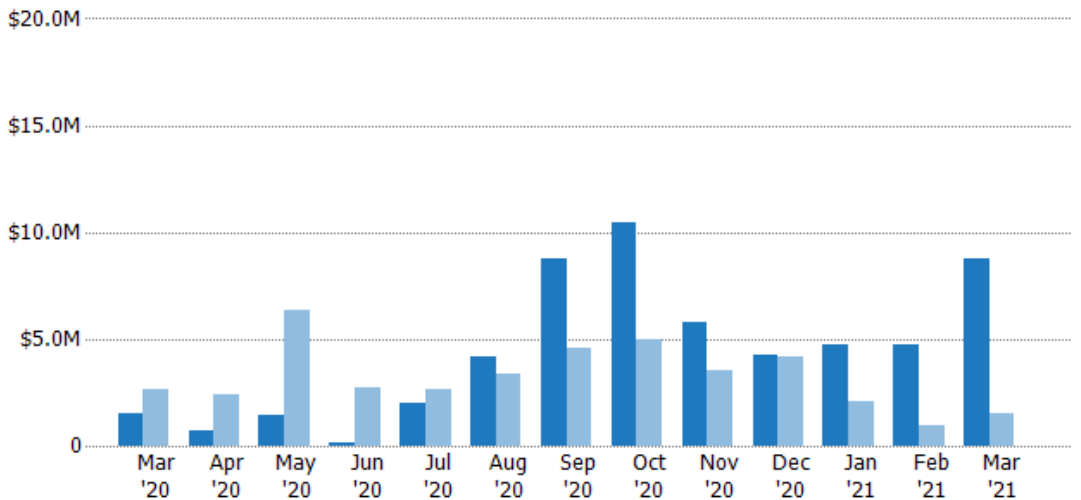
## Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$8.75M	485.1%
Mar '20	\$1.49M	-42.8%
Mar '19	\$2.61M	-4.5%



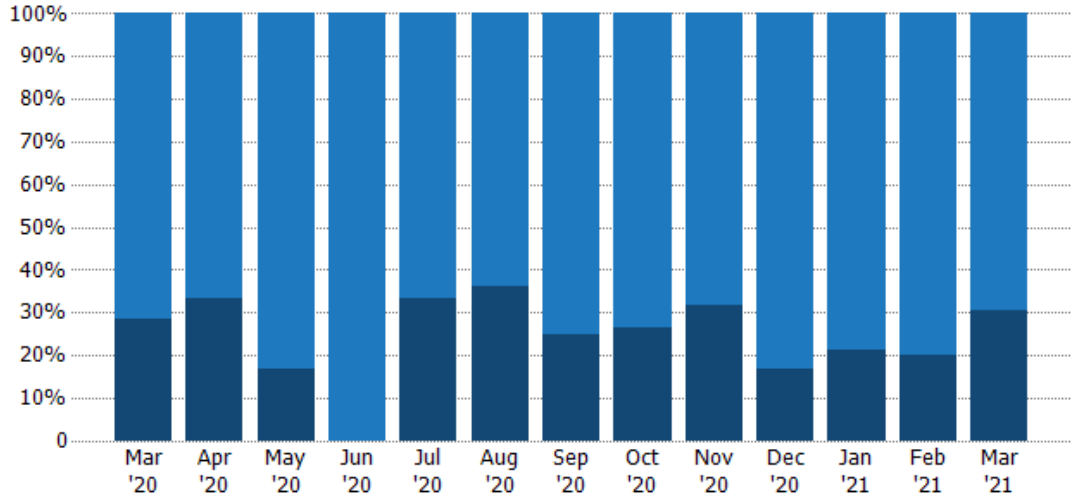
Current Year	\$1.49M	\$710K	\$1.44M	\$132K	\$2.02M	\$4.19M	\$8.75M	\$10.5M	\$5.82M	\$4.23M	\$4.74M	\$4.71M	\$8.75M
Prior Year	\$2.61M	\$2.37M	\$6.38M	\$2.72M	\$2.68M	\$3.37M	\$4.55M	\$4.95M	\$3.51M	\$4.14M	\$2.05M	\$929K	\$1.49M
Percent Change from Prior Year	-43%	-70%	-77%	-95%	-25%	24%	92%	111%	66%	2%	131%	407%	485%

## 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



Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	71%	67%	83%	100%	67%	64%	75%	74%	68%	83%	79%	80%	70%
Single Family Residence	29%	33%	17%	-	33%	36%	25%	26%	32%	17%	21%	20%	30%

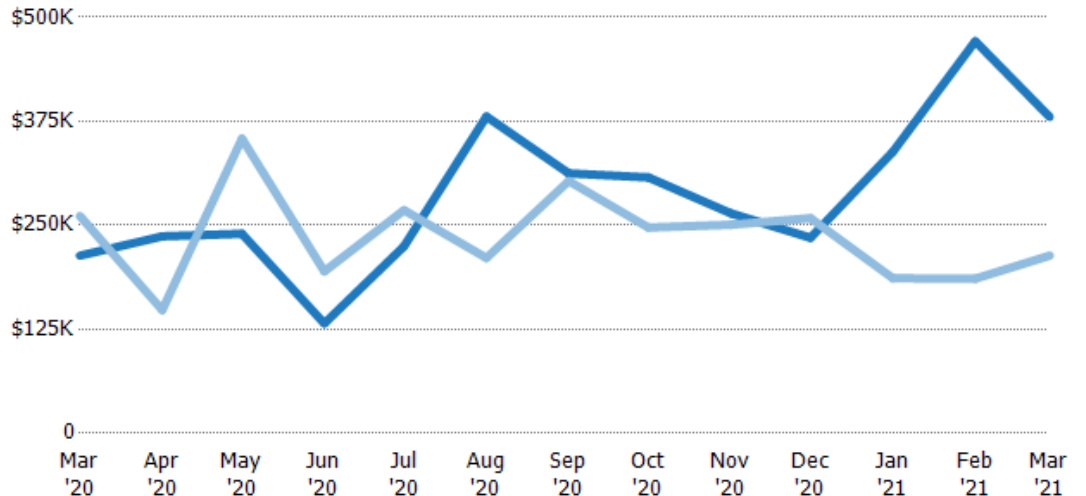
## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/Year	Price	% Chg.
Mar '21	\$380K	78.1%
Mar '20	\$214K	-18.3%
Mar '19	\$261K	-20.4%



Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$312K	\$308K	\$264K	\$235K	\$338K	\$471K	\$380K
Prior Year	\$261K	\$148K	\$354K	\$195K	\$268K	\$211K	\$303K	\$247K	\$251K	\$258K	\$186K	\$186K	\$214K
Percent Change from Prior Year	-18%	60%	-32%	-32%	-16%	81%	3%	24%	5%	-9%	82%	154%	78%

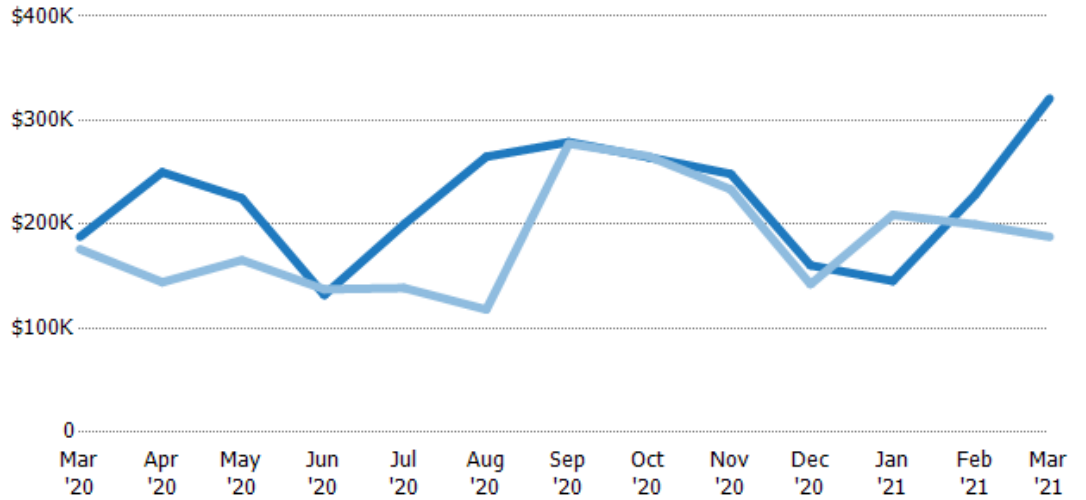
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Mar '21	\$321K	70.7%
Mar '20	\$188K	6.8%
Mar '19	\$176K	-56.3%



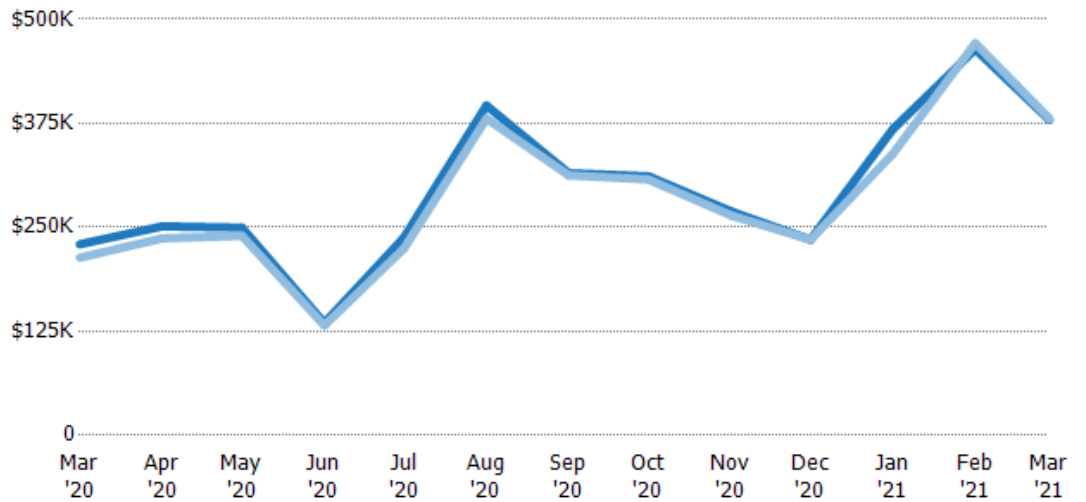
Current Year	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K	\$161K	\$145K	\$228K	\$321K
Prior Year	\$176K	\$144K	\$166K	\$138K	\$139K	\$118K	\$278K	\$266K	\$234K	\$142K	\$209K	\$200K	\$188K
Percent Change from Prior Year	7%	73%	36%	-4%	44%	125%	1%	0%	6%	13%	-30%	14%	71%

## 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



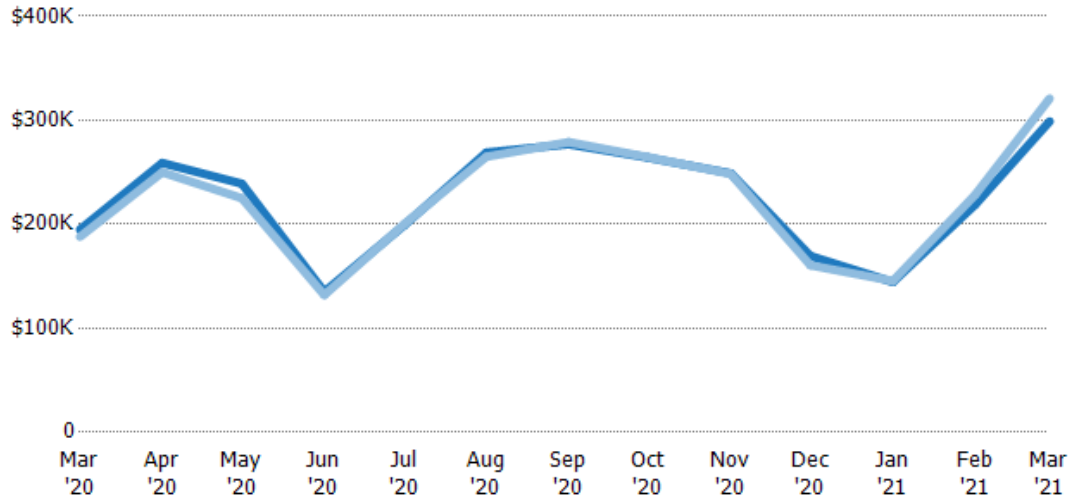
Avg List Price	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$315K	\$311K	\$269K	\$235K	\$368K	\$464K	\$379K
Avg Sales Price	\$214K	\$237K	\$240K	\$132K	\$225K	\$381K	\$312K	\$308K	\$264K	\$235K	\$338K	\$471K	\$380K
Avg Sales Price as a % of Avg List Price	93%	94%	96%	98%	95%	96%	99%	99%	98%	100%	92%	102%	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



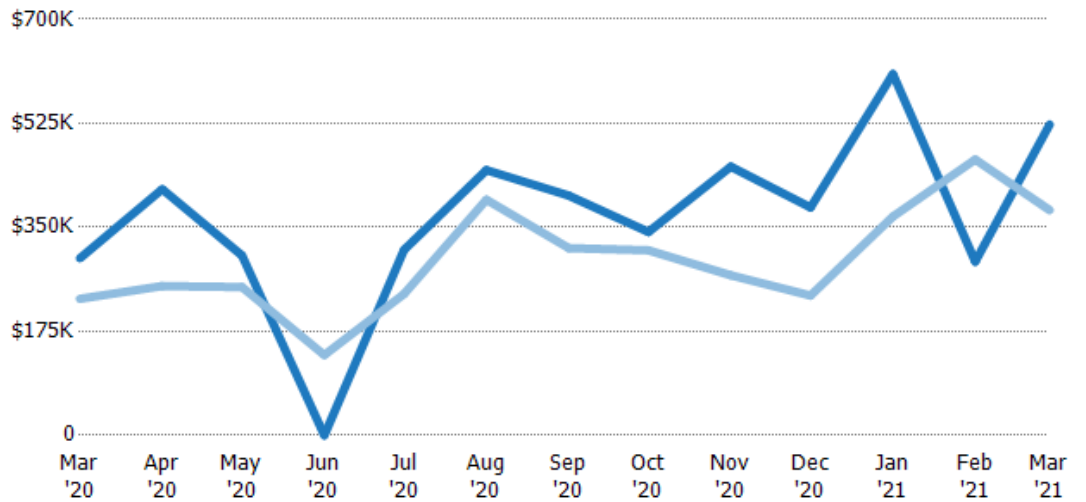
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$277K	\$264K	\$249K	\$169K	\$144K	\$219K	\$299K
Median Sales Price	\$188K	\$250K	\$225K	\$132K	\$200K	\$265K	\$279K	\$265K	\$248K	\$161K	\$145K	\$228K	\$321K
Med Sales Price as a % of Med List Price	96%	97%	94%	98%	101%	99%	101%	100%	100%	95%	101%	104%	107%

## 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



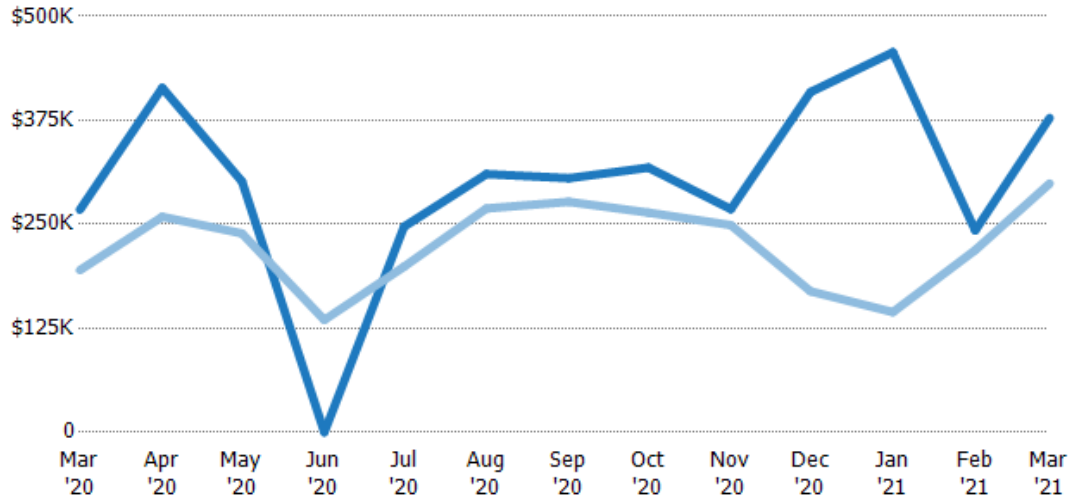
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$298K	\$414K	\$303K	\$0	\$312K	\$446K	\$403K	\$342K	\$452K	\$383K	\$608K	\$292K	\$523K
Avg Sales Price	\$230K	\$251K	\$249K	\$135K	\$238K	\$396K	\$315K	\$311K	\$269K	\$235K	\$368K	\$464K	\$379K
Avg Sales Price as a % of Avg Est Value	77%	61%	82%	100%	76%	89%	78%	91%	60%	61%	61%	159%	72%

## 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



Median Est Value	\$268K	\$414K	\$302K	\$0	\$247K	\$310K	\$305K	\$318K	\$268K	\$409K	\$457K	\$243K	\$378K
Median Sales Price	\$195K	\$259K	\$239K	\$135K	\$199K	\$269K	\$277K	\$264K	\$249K	\$169K	\$144K	\$219K	\$299K
Med Sales Price as a % of Med Est Value	73%	63%	79%	100%	81%	87%	91%	83%	93%	41%	32%	90%	79%