Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

| + / - | YTD 2017 | YTD 2018 | + / - | Jun 2017 | Jun 2018 | Key Metrics |
|---------|-------------|--------------|---------|-------------|--------------|---------------------------------|
| | | | | | | Listing Activity Charts Metrics |
| -45.5% | 11 | 6 | -45.5% | 11 | 6 | New Listing Count |
| -70.6% | \$3,707,400 | \$1,091,700 | -70.6% | \$3,707,400 | \$1,091,700 | New Listing Volume |
| · – | _ | 108 | - | _ | 108 | Active Listing Count |
| · – | _ | \$33,630,596 | - | _ | \$33,630,596 | Active Listing Volume |
| | _ | \$311,394 | - | _ | \$311,394 | Average Listing Price |
| | _ | \$162,450 | - | _ | \$162,450 | Median Listing Price |
| | _ | 205.5 | - | _ | 205.5 | Median Days in RPR |
| - | 9.8 | _ | - | _ | _ | Months of Inventory |
| , – | 10.19% | _ | - | _ | _ | Absorption Rate |
| | | | | | | Sales Activity Charts Metrics |
| -7.1% | 14 | 13 | -7.1% | 14 | 13 | New Pending Sales Count |
| -33% | \$3,702,600 | \$2,482,300 | -33% | \$3,702,600 | \$2,482,300 | New Pending Sales Volume |
| · – | _ | 12 | - | _ | 12 | Pending Sales Count |
| · – | _ | \$3,658,500 | - | _ | \$3,658,500 | Pending Sales Volume |
| -55.6% | 9 | 4 | -55.6% | 9 | 4 | Closed Sales Count |
| -19.8% | \$1,471,470 | \$1,180,000 | -19.8% | \$1,471,470 | \$1,180,000 | Closed Sales Volume |
| +80.4% | \$163,497 | \$295,000 | +80.4% | \$163,497 | \$295,000 | Average Sales Price |
| +113.3% | \$105,000 | \$224,000 | +113.3% | \$105,000 | \$224,000 | Median Sales Price |

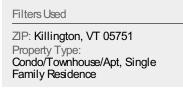


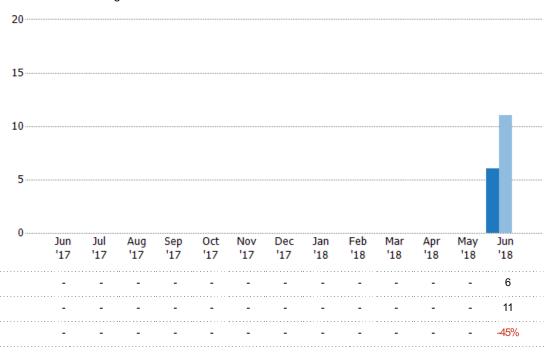




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

Percent Change from Prior Year

Current Year

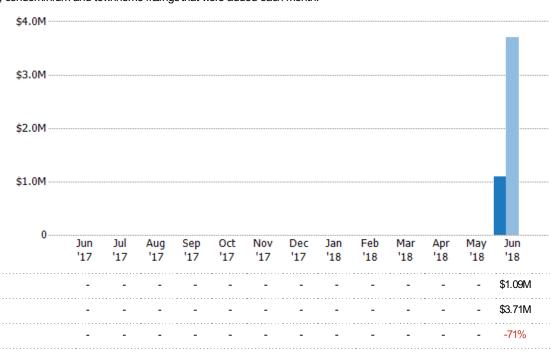
Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Killington, VT 05751

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

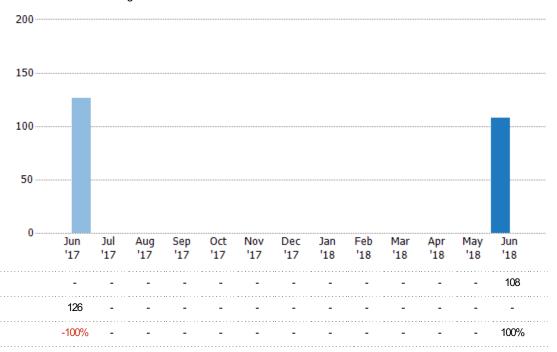
Percent Change from Prior Year



Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

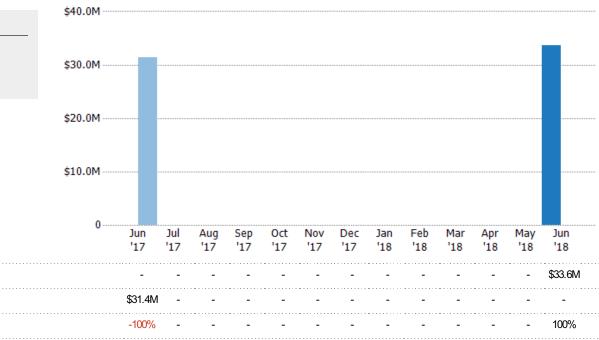
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





Current Year

Percent Change from Prior Year



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

| Filters Used | \$400K | | | | | | | | | | | | |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence | \$300K | | | | | | | | | | | | |
| | \$200K | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$311K |
| Prior Year | \$249K | - | - | - | - | - | - | - | - | - | - | - | - |
| Percent Change from Prior Year | -100% | -83% | -67% | -50% | -33% | -17% | 0 | 17% | 33% | 50% | 67% | 83% | 100% |

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

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

| \$200K | | | | | | | | | | | | |
|----------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|------------|------------|
| \$150K | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| \$50K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | May | Jun |
| 0 Jun | | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr | May | Jun |
| 0 Jun | Jul '17 - | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | | Feb '18 | Mar '18 | Apr | May '18 | Jun '18 |



Current Year
Prior Year

Percent Change from Prior Year





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 | 300 | | | | | | | | | | | | |
|---|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence | 225 | | | | | | | | | | | | |
| | 150 | | | | | | | | | | | | |
| | 75 | | | | | | | | | | | | |
| | 0 Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Current Year | - | - | | - | - | - | - | - | - | | - | - | 206 |
| Prior Year | 221 | - | - | - | - | - | - | - | - | - | - | - | - |
| Percent Change from Prior Year | -100% | -83% | -67% | -50% | -33% | -17% | 0 | 17% | 33% | 50% | 67% | 83% | 100% |

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

20

14

-100% -83%

-67%

| Current Year | _ | - | - | - | - | - | - | - | - | - | - | - | 6.75 |
|---|-----|-----|-----|-----|-----|------------|-----|-----|-----|-----|-----|-----|------|
| | '17 | '17 | | | | Nov '17 | | | | | | '18 | '18 |
| | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
| | 0 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 5 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 10 | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | | | | | | | | | | | | | |
| ZIP: Killington, VT 05751 Property Type: | 15 | | | | | | | | | | | | |
| Filters Used | | | | | | | | | | | | | |



Prior Year

Percent Change from Prior Year



50%

100%

-50%

-33%



Absorption Rate

The percentage of inventory sold per month.

Filters Used
ZIP: Killington, VT 05751

Property Type: Condo/Townhouse/Apt, Single Family Residence

| 15% |
|-----|
| |

10%

%

| 0 | | | | | | | | | | | | |
|------------|------------|----|------------|----|-----|-----|-----|-----|-----|------------|------------|------------|
| Jun '17 | Jul '17 | | Sep '17 | | | | | | | Apr '18 | May '18 | Jun '18 |
| - | = | - | - | - | - | - | - | - | - | - | - | 15% |
| 7% | | | - | | | | - | - | - | - | - | - |
| 7% | 5% | 3% | 2% | 0% | -2% | -4% | -6% | -7% | -9% | -11% | -13% | -15% |

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence 3.75

2.50

1.25

| Jun '17 | Aug '17 | | | | | | |
|------------|------------|------|------|------|------|------|--|
| | | | | | | | |



Sold





Current Year

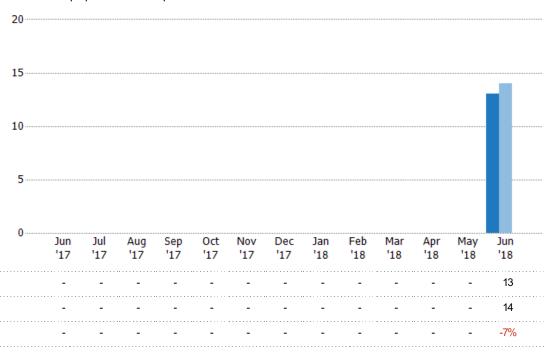
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

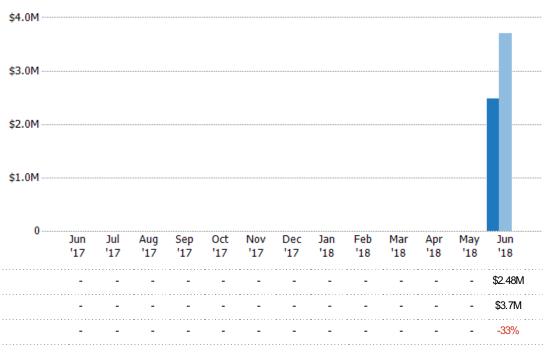
Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

ZIP: Killington, VT 05751

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

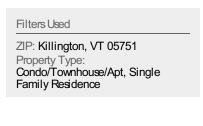
Percent Change from Prior Year

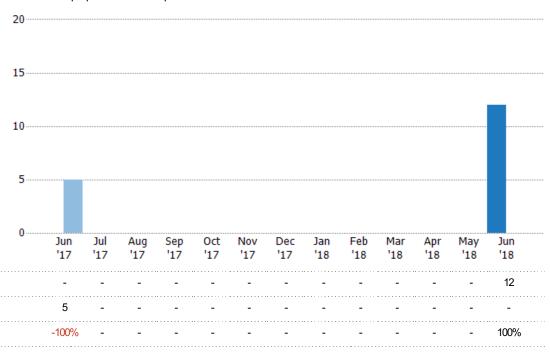




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





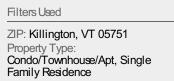
Pending Sales Volume

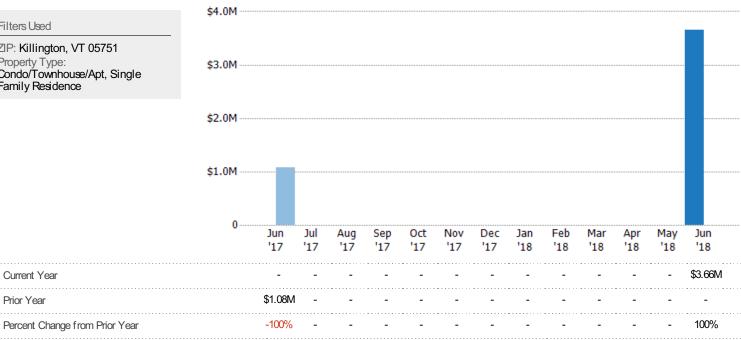
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.



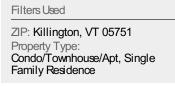


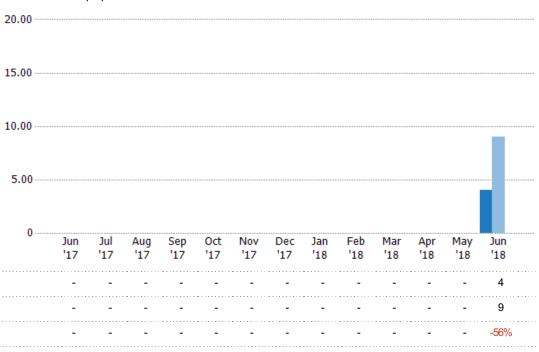




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





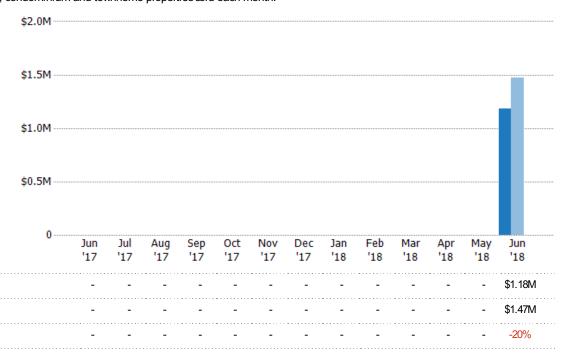
Closed Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

Percent Change from Prior Year



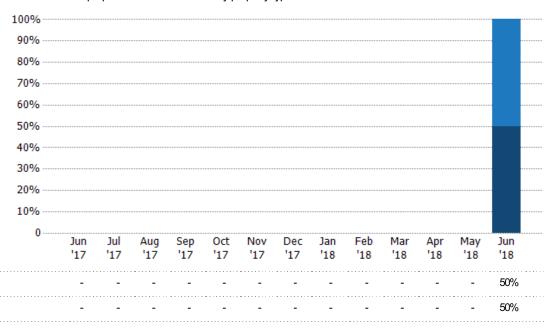


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Killington, VT 05751

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$295K \$163K 80%



Current Year

Percent Change from Prior Year





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

| Filters Used |
|--|
| ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence |

| \$225K | | | | | | | | | | | | |
|-----------------|------------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$150K | | | | | | | | | | | | |
| \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| 0 Jun '17 | Jul '17 | Aug '17 | | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Jun | Jul '17 | Aug '17 - | Sep '17 | - - | - - | - | - | - | - | '18 - | '18 | Jun '18 |
| Jun | Jul '17 | Aug '17 - | Sep '17 | - - | - - | | - | - | - | '18 - | '18 | Jun '18 |

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

Current Year
Prior Year

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

Percent Change from Prior Year

| \$400K ··· | | | | | | | | | |
|-----------------|-----|------|------|------------|------|------------|------------|------------|--|
| \$300K ··· | | | | | | | | | |
| \$200K ··· | | | | | | | | | |
| \$100K ··· | | | | | | | | | |
| 0 Jun '17 | ı J | | | Dec '17 | | Mar '18 | Apr '18 | May '18 | |

| | U | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$321K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$295K |
| Avg Sales Price as a % of Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | 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.

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

| \$225K | | | | | | | | | | | |
|----------|------|------------|-----------------|------------|------------|------------|------------|------------|------------|------------|----------------------|
| \$150K | | | | | | | | | | | |
| | | | | | | | | | | | |
| \$75K | | | | | | | | | | | |
| \$75K | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | May | |
| 0 Jun | | Sep '17 | 0ct '17 - | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 \$250k |
| 0 Jun | | Sep '17 | 0ct '17 - | | Dec '17 | | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 \$250K |

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

| 00K | | | | | | | | | |
|----------|------|----------------|------------|----------------|------------|------------|------------|------------|------------|
| | | | | | | | | | |
| .00K | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 00K | | | | | | | | | |
| 00K | | | | | | | | | |
| | | | | | | | | | |
| 0 Jun | | | | | | | | | |
| 0 | | | | | | | | | |
| 0 Jun | | 0ct '17 | Nov '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



102%



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

Median Sales Price

Med Sales Price as a % of Med Est Value

| +00014 | | | | | | | | | | | | |
|-----------------|------------|-----------------|------------|------------|------------|------------|------------|------------|-----------------|------------|------------|------------|
| \$300K | | | | | | | | | | | | |
| \$200K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| 0 Jun '17 | Jul '17 | Aug '17 | | | Nov '17 | | | Feb | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Jun | Jul | | | | | | | Feb | Mar | Apr | May | Jun |
| Jun | Jul | Aug '17 - | Sep '17 | 0ct '17 | | Dec '17 | Jan '18 | Feb '18 | Mar '18 - | Apr '18 | May | Jun '18 |



