

Summary of Key Listing and Sales Metrics

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

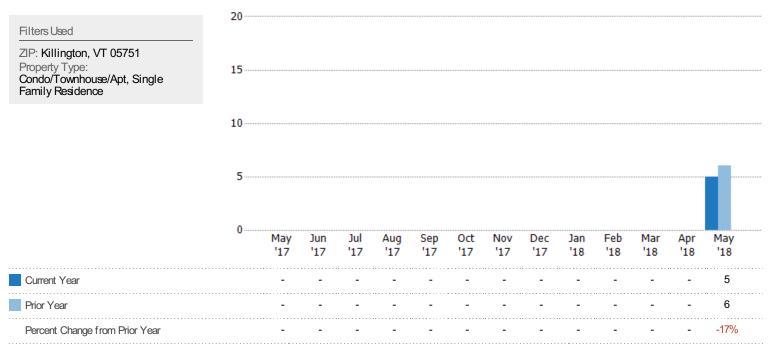
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						isting Activity Charts Metrics
-16.7%	6	5	-16.7%	6	5	New Listing Count
-29.7%	\$1,838,500	\$1,292,900	-29.7%	\$1,838,500	\$1,292,900	New Listing Volume
-32.2%	118	80	-32.2%	118	80	Active Listing Count
-22.8%	\$35,192,196	\$27,159,599	-22.8%	\$35,192,196	\$27,159,599	Active Listing Volume
+13.8%	\$298,239	\$339,495	+13.8%	\$298,239	\$339,495	Average Listing Price
+15.4%	\$159,450	\$184,000	+15.4%	\$159,450	\$184,000	Median Listing Price
-52.8%	237.5	112	-52.8%	237.5	112	Median Days in RPR
-53.4%	10.7	5	-	_	-	Months of Inventory
+10.7%	9.32%	20%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+25%	8	10	+25%	8	10	New Pending Sales Count
+80.8%	\$1,359,495	\$2,457,400	+80.8%	\$1,359,495	\$2,457,400	New Pending Sales Volume
+37.5%	8	11	+37.5%	8	11	Pending Sales Count
+78.6%	\$1,630,400	\$2,911,400	+78.6%	\$1,630,400	\$2,911,400	Pending Sales Volume
-50%	16	8	-50%	16	8	Cloæd Sales Count
-71%	\$2,677,900	\$777,000	-71%	\$2,677,900	\$777,000	Closed Sales Volume
-42%	\$167,369	\$97,125	-42%	\$167,369	\$97,125	Average Sales Price
-44%	\$184,000	\$103,000	-44%	\$184,000	\$103,000	Median Sales Price





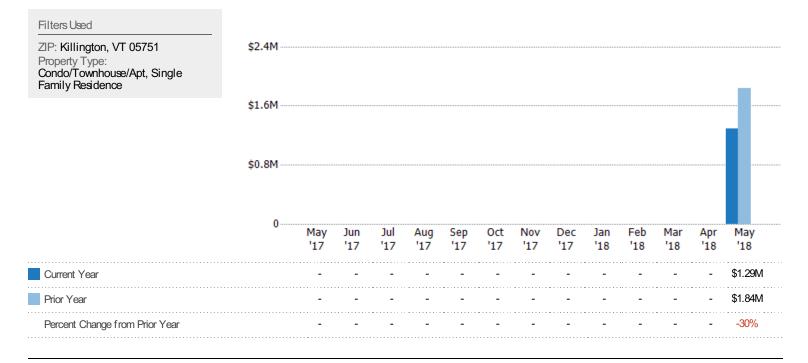
New Listings

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



New Listing Volume

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



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Active Listings

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

Filters Used	200													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
														d -
	50													
	0													
	-	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	80
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	118
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-32%

Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$35.2M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$27.2M
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18
	\$10.0M													
	\$20.0M ······													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
Filters Used	\$40.0M ······													



Average Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
	May '17	Jun '17	Jul '17	Aug '17	Sep '17			Dec '17		Feb '18	Mar '18	Apr '18	May '18
	\$100K												
	\$200K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$400K												

Median Listing Price

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

Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$100K \$50K												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K												





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 Lload	\$400K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Mar '18	Apr '18	May
					17			17	10	'18	10	18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	94%

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.

	\$500K ······												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0		-							-			
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$453K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	41%
Wed Listing Price as a % or wed Est value	-		-										41%





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												
	75												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	112
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	238
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-53%

Months of Inventory

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

FiltersUsed	20												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	-												
	0 May	Jun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.33
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-73%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	20%												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
	10%												
	5%												
	0 May	Jun	Jul	Aug			Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

Active/Pending/Sold Units

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

Filters Used													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	23												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	80
Pending	-	-	-	-	-	-	-	-	-	-	-	-	11





New Pending Sales

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

Filters Used	20.00													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

New Pending Sales Volume

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

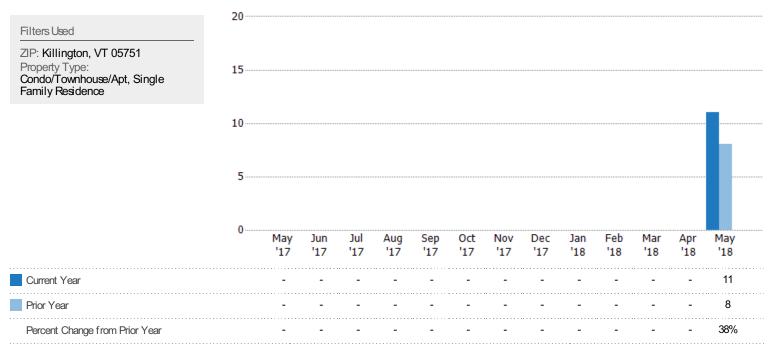
Filters Used														
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.46M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.36M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	81%





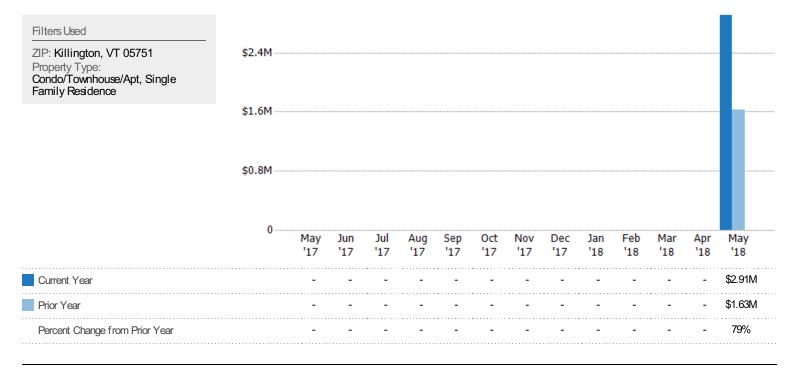
Pending Sales

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



Pending Sales Volume

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.

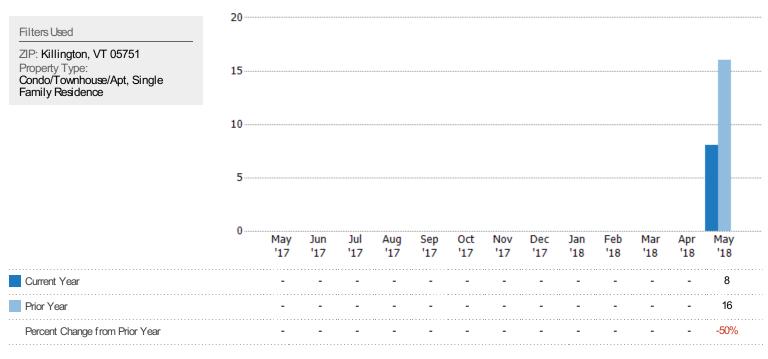


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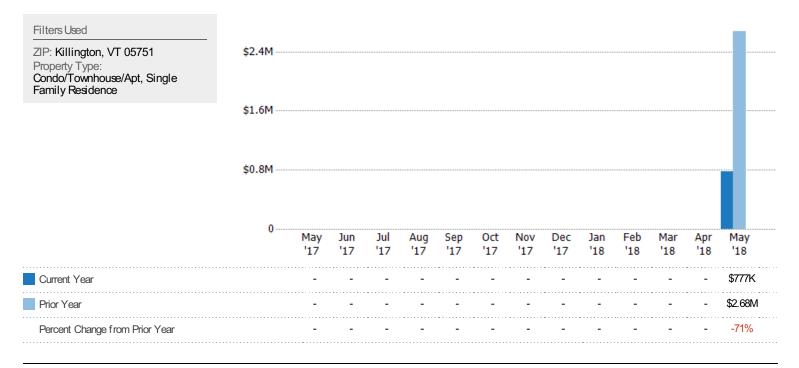
Closed Sales

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



Closed Sales Volume

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





Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Killington, VT 05751 Property Type:	80%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
Failing Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0														
	_	May	Jun	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
		17	17	17	17	17	17	17	17	10	16	10	10	16	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

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

	\$200K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May	Jun		Διια	Sep	0ct	Nov	Dec		Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$97.1K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-42%





Median Sales Price

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

	\$200K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-44%

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	\$200K												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
				Aug									May
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$104K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$97.1K
Avg Sales Price as a % of Avg List Price	-	_	_	_									93%





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	\$200K												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May	Jun	Jul	Aug		0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$108K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$200K												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$104K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





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.

	\$200K ······												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May '17	Jun '17	Jul '17	'17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$108K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

