



KILLINGTON REAL ESTATE

2001 IN REVIEW



CENTURY 21
Contemporary
Associates

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Homes: 30 homes (the exact number as last year) sold in Killington during 2001. However the average selling price declined sharply, from \$264,000 to \$208,000. 21 homes sold for less than \$200,000 compared with only 8 last year. 6 homes sold for between \$200,000 and \$300,000 (15 last year). Only 3 homes sold for over \$300,000 (7 last year). Currently there are 24 homes on the market ranging in price from \$149,000 to \$750,000 and the average listing price is \$348,000 up over \$100,000 from last year.

Condominiums: Condominium sales during the fourth quarter of 2001 were fantastic. 63 condominiums sold during October, November and December bringing the total number of condominiums sold this year to 126, one sale higher than the record setting 1999. There are 93 condominiums currently for sale in Killington, down from 108 last year. Values did increase this year at most of the condominium complexes.

Land: Only 4 parcels of land sold this year in Killington, a repeat of 2000 and down from 13 sales in 1999. There are currently 33 parcels of land for sale—down from 40 lots available last year at this time.

Summary: It has been another very interesting year at Killington. No one had anticipated that the average selling price of a home would drop so dramatically while the number of sales would remain identical to 2000. There were 160 transactions thru our MLS system and only 6 (3 at Topridge) were over \$300,000. With over 50 per cent of our current home listings priced over \$300,000 we are in real need of inventory in the upper \$100,000's to the mid \$200,000.

Condominium sales experienced an incredi-

ble recovery this year. Only 63 condominiums had sold during the first nine months of this year. We were very concerned that the sales trends would revert back to 1997/98 level. But with over 60 transactions during the last quarter, sales recovered and actually beat out 1999. The average condominium sales price rose by just over \$10,000 to \$117,641. We do not believe that there will be any dramatic price increases for condominiums in the near future but it should continue to be steady. Look for a 2% or 3% increase in 2002.

Record low interest rates and people choosing to invest in real estate rather than the stock market were the principal factors driving our sales this year. The fact that over 100 trails are open at Killington demonstrates the immense power of our snowmaking ability. With no measurable natural snow and a drought plaguing most other ski resorts Killington stands out as the true leader of skiing in the east. When shopping other resorts in our area buyers will turn to Killington because of this and we should benefit as a result.

If you are thinking of selling or just curious about the value of your Killington property please give us a call. As always we are happy to provide you with a comparison of real estate activity over the past several years. We have not included any transactions at the Killington Grand or non-MLS Topridge transactions. We look forward to any comments or suggestions you may have.

Each Office Is Independently Owned and Operated



Summary Of Condo Sales 2001		Total Units Sold	Average List Price	Average Sales Price	Average Days On Mkt
1 Bedrooms					
	Edgemont	2	\$58,250	\$57,750	114
	Highridge	3	\$93,267	\$89,833	496
	Inn of Six Mtns	1	\$7,500	\$6,850	91
	KGW	1	\$49,900	\$47,300	792
	Mt Green	13	\$52,177	\$49,912	390
	Pico	1	\$75,000	\$70,000	109
	Pinnacle	4	\$77,700	\$75,125	111
	Pondview	1	\$37,000	\$34,000	314
	Sunrise	1	\$94,700	\$91,000	71
	Trail Creek	3	\$94,467	\$89,333	575
	Whiffletree	2	\$44,500	\$43,500	241
	Wintergreen	2	\$37,450	\$36,500	206
1+L Bedrooms					
	Highridge	1	\$145,000	\$140,000	144
	Northside	1	\$89,000	\$80,500	182
	Trail Creek	1	\$135,000	\$127,500	255
	Wintergreen	1	\$35,900	\$32,000	402
2 Bedrooms					
	Edgemont	1	\$117,500	\$108,000	219
	Fall Line	1	\$162,500	\$150,000	134
	Highridge	3	\$178,333	\$174,250	618
	Mt Green	15	\$69,633	\$65,160	307
	Pinnacle	3	\$114,333	\$111,667	210
	Sunrise	5	\$121,200	\$115,200	183
	Telemark	1	\$197,000	\$181,500	50
	Trail Creek	2	\$159,450	\$154,250	195
	Valley Park	1	\$82,000	\$81,000	190
	Woods	10	\$149,040	\$136,700	402
2+L Bedrooms					
	Pico	2	\$137,000	\$130,500	650
	Trail Creek	1	\$192,000	\$190,000	400
3 Bedrooms					
	Colony Club	3	\$222,000	\$216,333	117
	Edgemont	3	\$135,000	\$127,167	115
	Fall Line	1	\$194,000	\$187,000	1,032
	Fox Hollow	1	\$149,900	\$140,000	67
	Hemlock Ridge	4	\$113,000	\$104,250	417
	Highridge	1	\$249,900	\$236,500	580
	Killington Center	1	\$102,000	\$97,000	501
	Mt Green	1	\$118,500	\$115,000	77
	Pico	1	\$140,000	\$130,000	933
	Pinnacle	5	\$152,560	\$148,400	139
	Sunrise	7	\$209,329	\$203,557	376
	Top Ridge	2	\$385,900	\$483,132	420
	Trail Creek	1	\$244,000	\$237,000	203
	Whiffletree	2	\$77,500	\$71,500	163
	Woods	2	\$282,500	\$241,250	194
3+L Bedrooms					
	Round Top	1	\$69,500	\$62,400	115
4 Bedrooms					
	Colony Club	1	\$155,000	\$147,000	148
	Sunrise	3	\$240,000	\$231,500	112
Studio					
	Mt Green	3	\$42,300	\$40,167	122

WHAT'S HAPPENING AT



Happy Holidays From Killington!

It's already January 3rd and the Holiday period is just about winding down. Although our business levels remain strong with Collegiate Snowfest Week, Canadian/American Week, and strong Conference and Group business, it pales in comparison to the numbers we put on the board from December 26th through and including January 1st, 2002.

The middle of December saw us offering barely a dozen trails and scratching our collective heads trying to formulate a plan on how we were going to 'save' the holiday period. From terrain guarantees and bounce back coupons to alternative off-snow activities, we were willing to explore any and every option. We were prepared to serve our guests regardless of the weather—or lack of weather, as the case appeared to be.

Then, the cold came.

We entered a period of sustained cold temperatures beginning on or around December 17th and never looked back. This enabled us to open in excess of 100 trails, and although you may be tired of my Woodward Reservoir pontificating, please forgive me a few more words.

During the holiday period, we converted more water-to-snow than any other holiday period in

Killington's entire history; 97 million gallons to be exact. This equates to completely emptying our Snowshed Pond 4 times over. What is even more remarkable is that the state of Vermont was and remains in the midst of a moderately severe drought.

Bottom line? Without the Woodward Reservoir, we would have been handing out Bingo cards.

Going forward, we remain bullish about our business levels. Reservations continue to show strength relative to last season's pace and we are launching several interesting marketing campaigns, including the insertion of 300,000 vacation-oriented postcards into our core destination markets. Snow is also predicted for the weekend, as winter appears to be finally settling in.

Make sure you log onto Killington.com to stay on top of upcoming events slated for both the resort and the Killington region.

I hope to see you all out on the slopes in the near future and as always, please feel free to contact me directly with questions or comments.

Sincerely,

----Allen (Allen Wilson , President, Killington)

During the holiday period, we converted more water-to-snow than any other holiday period in Killington's history

Summary of Homes Sold 4th Quarter

Town	Street	Nr Bedrooms	List Price	Sold Price	Days On Mkt
Bridgewater	4677 Route 4	2 Bedrooms	\$65,000	\$63,000	72
Bridgewater	Parsonage Rd	3 Bedrooms	\$134,000	\$127,000	651
Bridgewater	110 Latham Rd	3 Bedrooms	\$173,900	\$157,000	293
Killington	450 Currier Rd	3 Bedrooms	\$159,000	\$154,000	234
Killington	10 Anthony Way	4 Bedrooms	\$186,000	\$176,000	433
Killington	Alrand Rd	3 Bedrooms	\$188,000	\$182,500	260
Killington	57 doubleday Hill Rd	4 Bedrooms	\$193,900	\$187,000	436
Killington	143 Lakewood Dr	3 Bedrooms	\$249,000	\$235,000	483
Killington	McClallen Dr	4 Bedrooms	\$295,000	\$290,000	105
Killington	Overlook Dr	5 Bedrooms	\$375,000	\$370,000	247
Mendon	1 Terra Lane	4 Bedrooms	\$169,000	\$144,000	834
Pittsfield	30 Hawk Run	3 Bedrooms	\$148,000	\$138,500	388
Pittsfield	00 Townsend Brook Rd	4 Bedrooms	\$175,000	\$140,000	577
Stockbridge	AFrame Village	3 Bedrooms	\$63,500	\$63,000	30
Stockbridge	Route 107	Mobile Home	\$79,900	\$75,000	470
Stockbridge	00 Spring St	4 Bedrooms	\$149,900	\$142,000	171
Stockbridge	Timberhawk	3 Bedrooms	\$154,900	\$150,000	770



Real Estate for the Real WorldSM
Contemporary Associates

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Reader's Forum

We are going to try something new! It will be called "Reader's Forum." "Reader's Forum" will cover topics which you, our readers, would like to see covered in our quarterly newsletter and will answer any questions you may have regarding real estate. Please email us at readersforum@vthomes.com. Looking forward to hearing from you.

Century 21 Contemporary Associates has always maintained a large inventory of resort homes and condominiums in Killington and the surrounding areas. We are experts in our area and whether you own a small A frame chalet or a large trailside home we can best advise you on value. The following is a list of properties that are currently available through our company. Many of these properties have a virtual tour that can be viewed on our website, www.vthomes.com.

Resort Homes

Lombard Hill Rd, 4bdrm 4bath @ \$750,000
Rabeck Mtn Rd, 5bdrm 3bath @ \$595,000
Trailview, 3bdrm 3bath @ \$450,000
Killington Rd, 4bdrm 3bath @ \$399,000
Coffee House Rd, 3bdrm 3bath @ \$397,000
Big Rock Rd, 3bdrm 2bath @ \$369,900
Winding Way, 4bdrm 3bath @ \$369,000
Winterberry, 3bdrm 3bath @ \$358,000
Crown Pt. Rd, 3bdrm 3bath @ \$259,000
Rt 100 Stockbridge, 3bdrm 3bath @ \$189,900
Sherwood Dr. Mendon, 4bdrm 2bath @ \$158,000
Rocky Ridge, 3bdrm 2bath @ \$146,000
Rt 100 Plymouth, 4bdrm 2bath @ \$135,000
Rt 4 Mendon, 4bdrm 1bath @ \$79,000

Multi-Family

Rt 100A Plymouth, Duplex @ \$129,500

Condominiums

Edgemont A5, 1bdrm 1bath @ \$62,500
Fall Line B4, 3brdm 3bath @ \$201,000
Fox Hollow D2, 2bdrm 2bath @ \$125,000
Highridge H3, 2+Loft 3bath @ \$250,000
Highridge B3, 2+Loft 3bath @ \$235,000
Highridge B15, 2bdrm 2bath @ \$185,000
Highridge A1, 2bdrm, 2bath @ \$180,000
Highridge B4, 2bdrm 2bath @ \$175,000
Highridge B10, 2bdrm 2bath @ \$174,500
Highridge E17, 2bdrm 2bath @ \$163,900
Highridge D5, 1bdrm 1bath @ \$97,000
Highridge E13, 1bdrm 1bath @ \$96,000
Mtn Green 3E1, 2bdrm 2bath @ \$95,000
Mtn Green 2C1, 2bdrm 1bath @ \$84,000
Mtn Green 3C12, 1bdrm 1bath @ \$69,000
Mtn Green 3F4, 1bdrm 1bath @ \$59,500
Mtn Green 2G7, 1bdrm 1bath @ \$41,000
Pico H303, 3+Loft 2bath @ \$168,000
Pico E304, 2+Loft 2bath @ \$139,000
Pico G204, 2bdrm 2bath @ \$136,000
Pico E202, 2bdrm 2bath @ \$130,000
Pico G203, 3bdrm 2bath @ \$129,900
Pico E205, 2bdrm 2bath @ \$127,500
Pico C308, 1+Loft 2bath @ \$125,000
Pico H202, 2bdrm 2bath @ \$119,900
Pico D402, 1bdrm 1bath @ \$77,500
Pico D207, 1bdrm 1bath @ \$67,900
Pico D205, 1bdrm 1bath @ \$67,200
Pico D407, 1bdrm 1bath @ \$65,000
Pinnacle F7, 2bdrm 2bath @ \$133,000
Pinnacle D4, 1bdrm 1bath @ \$79,500
Pinnacle F5, 1bdrm 1bath @ \$78,000
Sunrise Village NS B1, 3bdrm 3bath @ \$219,900

Sunrise Village TIM L6, 3bdrm 2bath @ \$203,500
Sunrise Village EG A4, 3bdrm 2bath @ \$182,500
Sunrise Village TIM I3, 2bdrm 2bath @ \$119,000
Trail Creek 44, 2+Loft 2bath @ \$189,900
The Woods C5, 3bdrm 3bath @ \$195,000
The Woods E4, 2bdrm 2bath @ \$149,000

Land

147 Killington Rd, 30+- acres @ \$635,000
Lot 9 Anthony Way, .92 acres @ \$119,000
Salt Ash Mtn, Plymouth, 1.1 acre @ \$59,900
16 Weathervane, 1 acre @ \$59,000
17 Weathervane, 1 acre @ \$49,000
Rt. 4 Mendon, .74 acres @ \$45,000
Hale Hollow Rd, Plymouth, 20+- acres @ \$39,900
Ranny Rd, Stockbridge, 2.19 acres @ \$30,500
Blue Tor Lot 4, Mendon, 1.7 acres @ \$29,500
20 Anthony Way, 1.4 acres @ \$19,900
Cubs Concourse, 1.4 acres @ \$7,000

Our New Realtors

We are pleased to welcome 2 more realtors to our staff, Ken Root and Bill Dydo . Ken has several years of experience as a realtor here in Killington and Bill is new to the business but has a lot of personal experience in the real estate field. Century 21 Contemporary Associates now has 8 realtors on staff.

Summary of Sales Activity 1999 thru 2001

	1999	2000	2001
HOMES	36	30	30
LAND	13	4	4
CONDOS	125	101	126

Condominium Sales By Number Of Bedrooms

1 BED	33	29	41
2 BED	55	43	45
3 BED	30	28	36
4 BED	7	1	4
TOTAL	125	101	126
Ave Sales Price	\$102,624	\$106,879	\$117,641

Condominiums On The Market As Of The First Of The Year

1 BED	32	46	28
2 BED	39	37	41
3 BED	18	23	20
4 BED	0	2	2
TOTAL	89	108	93

Homes On The Market As Of The First Of The Year

PRIVATE HOMES	33	24	26
Average Home Prices			
Listing Price	\$305,000	\$281,000	\$348,000
Sales Price	\$223,000	\$264,000	\$264,000