



# KILLINGTON REAL ESTATE

## 2003 THIRD QUARTER REVIEW



**CENTURY 21**  
**Contemporary**  
**Associates**

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**Serving**  
**Killington**  
**For more**  
**Than**  
**32 Years**

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 Owned and Operated*

**HOMES:** 12 homes have sold during the first 9 months of this year down from 27 sold during the same period last year. There are 7 homes now on deposit (9 last year) scheduled to close in the near future. The average sale price of the 13 homes that sold was \$298,900 up from \$274,000 last year and the average listing price of the 7 homes on deposit is \$311,415. There are 25 homes currently on the market (10 at this time last year) and the average listing price has dropped from \$592,000 to \$396,000. There are 10 homes listed for sale for under \$300,000, 7 homes priced between \$300,000 and \$400,000 and 8 homes priced over \$400,000.

**CONDOMINIUMS:** During the first three quarters of 2002 a total of 96 condominiums sold and 36 were on deposit. This year 90 condominiums have sold and 24 are on deposit. There are 54 condominiums for sale (59 last year). 12 one bedroom units, 27 two bedroom units, 13 three bedroom units and 2 four bedroom. Two years ago at this time there were 119 condominiums for sale. The following list represents the list of condominiums for sale in Killington as of 9/30/03 with a comparison to the same time in 2002:

|                | Current Listings | End of third quarter 2002 |
|----------------|------------------|---------------------------|
| Mountain Green | 16 units         | 9 units                   |
| Pondview       | 1 unit           | 2 units                   |
| Pico           | 4 units          | 5 units                   |
| Edgemont       | 0                | 2 units                   |
| Sunrise        | 5 units          | 6 units                   |
| Whiffletree    | 3 units          | 2 units                   |
| Trail Creek    | 0                | 5 units                   |
| The Woods      | 10 units         | 10 units                  |
| Highridge      | 5 units          | 10 units                  |
| Pinnacle       | 0                | 3 units                   |
| Northside      | 1 unit           | 1 unit                    |
| Glazebrook     | 3 units          | 1 unit                    |
| Fall Line      | 0                | 1 unit                    |
| Winterberry    | 1 unit           | 2 units                   |
| Telemark       | 1 unit           | 0                         |
| Comfort Inn    | 2 units          | 0                         |
| Hemlock Ridge  | 2 units          | 0                         |

**LAND:** Only 3 lots have sold during the first 9 months of this year (12 last year) and no lots are pending (5 last year). There are 18 lots for sale down from 29 last year and 34 the year before. The price of lots range from \$45,000 for 1.5 acres to \$385,000 for 6.1 commercial acres.

As always the staff at Century 21 Contemporary Associates stands ready to provide you with the highest professional real estate service possible. We continue to look for new inventory and predict that the remaining 3 months of 2003 will be very strong in sales. Let us do a current market analysis for your property and discuss all of the many ways we will market and sell your property

*Based on information from the Northern New England Real Estate Network, Vermont Real Estate Information Network and Town Property Transfer Reports for the period January 2000 thru September 2003 for the towns of Killington, Mendon and Pittsfield*

## Summary of Condominiums Sold

| Condo Complex | Unit Nr | SqFt | List Price       | Sold Price       | Sold Date | Days on Mkt     |
|---------------|---------|------|------------------|------------------|-----------|-----------------|
| <b>1</b>      |         |      | <b>\$104,775</b> | <b>\$101,925</b> |           | <b>93</b>       |
|               |         |      |                  |                  |           | <b>averages</b> |
| Fall Line     | D5      | 700  | \$118,000        | \$115,000        | 7/18/03   | 55              |
| Highridge     | I8      |      | \$125,000        | \$123,000        | 7/30/03   | 126             |
| Pico          | D-303   |      | \$75,900         | \$80,500         | 9/9/03    | 109             |
| Pinnacle      | C15     |      | \$89,900         | \$87,500         | 8/4/03    | 164             |
| Pinnacle      | C14     | 660  | \$95,000         | \$89,900         | 8/4/03    | 0               |
| Pinnacle      | F5      | 666  | \$89,900         | \$86,500         | 9/19/03   | 39              |
| Sunrise       | 203     | 800  | \$115,000        | \$107,000        | 9/26/03   | 189             |
| Trail Creek   | 30      | 754  | \$129,500        | \$126,000        | 8/22/03   | 58              |
| <b>1+L</b>    |         |      | <b>\$165,000</b> | <b>\$150,000</b> |           | <b>64</b>       |
|               |         |      |                  |                  |           | <b>averages</b> |
| Highridge     | C8      | 868  | \$165,000        | \$150,000        | 7/2/03    | 64              |
| <b>2</b>      |         |      | <b>\$167,977</b> | <b>\$162,623</b> |           | <b>180</b>      |
|               |         |      |                  |                  |           | <b>averages</b> |
| Fall Line     | E3      |      | \$179,900        | \$175,000        | 9/5/03    | 76              |
| Highridge     | B-17    | 1186 | \$209,000        | \$200,000        | 8/15/03   | 855             |
| Highridge     | B-11    | 1220 | \$189,900        | \$180,000        | 7/1/03    | 415             |
| Highridge     | A12     | 1150 | \$188,000        | \$188,000        | 8/29/03   | 192             |
| Highridge     | D-18    |      | \$178,500        | \$177,600        | 8/8/03    | 80              |
| Highridge     | A-6     | 1274 | \$225,000        | \$217,500        | 8/11/03   | 60              |
| Highridge     | A2      | 1165 | \$220,000        | \$215,000        | 8/29/03   | 54              |
| Mt Green      | 3E1     | 854  | \$149,000        | \$137,000        | 9/26/03   | 172             |
| Pinnacle      | D10     |      | \$150,000        | \$146,000        | 8/1/03    | 86              |
| Pondview      | C-1     | 759  | \$63,500         | \$62,500         | 9/19/03   | 63              |
| Pondview      | R5      | 769  | \$59,000         | \$56,000         | 7/3/03    | 0               |
| Trail Creek   | 69      | 1108 | \$192,000        | \$182,000        | 8/8/03    | 191             |
| Trail Creek   | 59      | 1108 | \$179,900        | \$177,500        | 7/11/03   | 91              |
| <b>3</b>      |         |      | <b>\$215,944</b> | <b>\$205,611</b> |           | <b>152</b>      |
|               |         |      |                  |                  |           | <b>averages</b> |
| Fall Line     | E6      | 1320 | \$250,000        | \$225,000        | 9/19/03   | 211             |
| Fall Line     | G4      | 1320 | \$255,000        | \$245,000        | 9/26/03   | 50              |
| Moon Ridge    | 2A      |      | \$194,000        | \$188,500        | 8/14/03   | 73              |
| Mt Green      | 3C14    | 1042 | \$139,000        | \$122,000        | 9/12/03   | 340             |
| Pico          | I203    |      | \$189,000        | \$189,000        | 7/22/03   | 60              |
| Pinnacle      | E24     |      | \$199,000        | \$195,000        | 9/19/03   | 180             |
| Pinnacle      | F21     | 1383 | \$193,500        | \$191,000        | 9/19/03   | 154             |
| Pinnacle      | C26     |      | \$199,000        | \$195,000        | 8/29/03   | 29              |
| Sunrise       | WG H4   | 1311 | \$325,000        | \$300,000        | 7/28/03   | 274             |

### Quarterly Totals 2000-2003

|             | 1st Qtr<br>Jan-Mar | 2d Qtr<br>Apr-Jun | 3d Qtr<br>Jul-Sep | 4th Qtr<br>Oct-Dec | Annual<br>Total Sales |
|-------------|--------------------|-------------------|-------------------|--------------------|-----------------------|
| <b>2000</b> | 11                 | 25                | 21                | 44                 | 101                   |
| <b>2001</b> | 11                 | 21                | 32                | 62                 | 126                   |
| <b>2002</b> | 14                 | 41                | 46                | 66                 | 167                   |
| <b>2003</b> | 32                 | 27                | 31                |                    |                       |

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## WHAT'S HAPPENING AT



### October 2003 Killington Resort

As our Green Mountains turn red, orange, yellow, and in just a few weeks, white with snow, preparations are fully underway to kick off the 2003-2004 winter season here at Killington sometime in mid-October. Our hope is to continue to capitalize on last year's successful season, which, despite the challenges of a soft economy, the war in Iraq and extreme weather conditions, proved fruitful. Last season Killington set an all time record for skier visits over the Thanksgiving holiday and cold early season temperatures in the East were optimal for snowmaking. Overall, Killington was up almost 10% year-over-year. Lastly, *SKI Magazine* readers ranked Killington 3<sup>rd</sup> in the East, up from 8<sup>th</sup> the previous year.

While the K1 Gondola is still spinning to Killington Peak for leaf peepers, skiers and snowboarders have already cashed in on great savings again this season on their season passes. Season pass sales are strong and with a new tier of deadlines this year (typically the early season deadline is mid-August but we've added a new Nov. 23 deadline for those who miss the savings in August), we anticipate seeing a continued increase in sales over the next few months. In addition, Killington offered a new \$299 All-East Midweek Pass, a College All-East 6-Day Pass for \$199 and the return of the Pico 4-

Star Pass – all proven to be part of our season pass sales' success.

Work crews are knee-deep in pre-winter construction at Rams Head, where when complete, the Snow Play Park will include two Magic Carpets plus a handle tow. In addition, a 600-foot Poma lift will be added to terrain on lower Timberline, which will double the amount of learning terrain for kids. Improvements continue inside the Rams Head Family Center as well to provide more efficient use of space for registration and kids' care.

And of course, if the stars align, snowmakers will fire up the most extensive snowmaking system in North America any day now, to test the system and prepare for Killington's mid-October opening. Our hope is to follow suit to last year's opening – the best in Killington history – by offering quality snow surfaces on opening day with top to bottom terrain for intermediate and advanced level skiers and riders.

From all of us here at Killington, we wish you a snowy and prosperous winter season

Allen Wilson  
President, Killington Ski Resort

## Summary of Homes Sold

| Town        | Street             | Nr Bedrooms | List Price | Sold Price | Days On Mkt |
|-------------|--------------------|-------------|------------|------------|-------------|
| Bridgewater | Rt. 4              | 3 Bedrooms  | \$135,000  | \$125,000  | 412         |
| Bridgewater | Hale Hollow Rd     | 4 Bedrooms  | \$135,000  | \$130,000  | 404         |
| Bridgewater | Rt 4               | 3 Bedrooms  | \$139,500  | \$125,000  | 710         |
| Bridgewater | Wayside Rd         | 3 Bedrooms  | \$349,950  | \$345,000  | 88          |
| Killington  | Anthony Way        | 3 Bedrooms  | \$220,000  | \$180,000  | 265         |
| Killington  | McClallen Dr       | 7 Bedrooms  | \$245,000  | \$240,000  | 58          |
| Killington  | Bear Run Rd        | 5 Bedrooms  | \$259,000  | \$220,000  | 281         |
| Killington  | Cricket Hill       | 3 Bedrooms  | \$275,000  | \$269,000  | 71          |
| Killington  | River Rd           | 3 Bedrooms  | \$289,000  | \$257,000  | 156         |
| Killington  | Lakewood Dr        | 4 Bedrooms  | \$299,000  | \$275,000  | 110         |
| Killington  | West Park Rd       | 5 Bedrooms  | \$333,000  | \$332,000  | 348         |
| Killington  | Off McClallen Dr   | 4 Bedrooms  | \$360,000  | \$360,000  | 79          |
| Killington  | South View Path    | 5 Bedrooms  | \$471,000  | \$420,000  | 285         |
| Killington  | Tanglewood Dr      | 3 Bedrooms  | \$695,000  | \$575,000  | 235         |
| Mendon      | Cream Hill Rd      | 3 Bedrooms  | \$310,000  | \$300,000  | 58          |
| Stockbridge | 94 Schaff-hauss Dr | 3 Bedrooms  | \$95,000   | \$93,000   | 77          |
| Stockbridge | Arnold Mt Rd       | 3 Bedrooms  | \$144,900  | \$143,500  | 193         |
| Stockbridge | Lilliesville Rd    | 2 Bedrooms  | \$149,000  | \$147,500  | 119         |
| Stockbridge | Spring St          | 6 Bedrooms  | \$199,900  | \$160,000  | 1554        |
| Stockbridge | Stony Brook Rd     | 4 Bedrooms  | \$267,500  | \$257,000  | 302         |

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# CENTURY 21 A Powerful Brand Name

## Meet Our Staff

### Ted Crawford—Sales Manager



I have been listing and selling real estate with Century 21 Contemporary Associates in Killington since May of 1990. I am proud of being a consistent Top Producer (\$5 million or more in annual sales) and I enjoy every aspect of resort real estate. I specialize in land, condominium and resort home sales and have built solid relationships with lawyers, bankers, building inspectors and appraisers to insure a smooth transition from the moment of the offer through closing. With three college tuitions to pay, I am a highly motivated and dedicated realtor.

### Cathy Quaglia—Associate Broker



I came to Killington to learn to ski in 1971, and decided to move to Vermont several years later, becoming a Certified P.S. I.A. ski instructor at Killington for 8 years. I started selling real estate in 1978 and joined this Century 21 office in 1981, achieving Graduate Realtors Institute, Million Dollar and Pacesetter club awards through the years. Established Aspen East Ski Shop in 1975 and Surf the Earth Snowboards in 1993 and their growing online stores, with husband, Lee. "These overlapping businesses with their vast and varying spheres of influence, blend well and benefit each other, in listing and selling resort real estate to shop customers and ski industry contacts. And I still love to ski!"

### Gary Thompson—Sales Associate



Originally from Cape Cod, Mass. I came to the Killington area in 1974 and began a thirteen year career in the ski industry working for the marketing department at Killington.. Formerly with Green Mountain Realty in Rutland, I joined the Century 21 family at Contemporary Associates this past summer. Since my recent affiliation with Century 21 in July, I have received multiple condominium listings, land listings, and residential home listings. My diverse background in hotel management, marketing, education, psychology, and real estate has given me the knowledge and skills necessary to be an effective communicator, evaluator and problem solver. Bringing people together in a successful sales transaction is what I enjoy doing most. I look forward to the opportunity to work with you.



## CENTURY 21 The Most Recognized Brand Name in Real Estate

When homebuyers and sellers think about real estate, they think of the **CENTURY 21** brand. In fact, according to a national survey\*, the **CENTURY 21** Brand was the most recognized name in real estate by a wide margin. Put the power of this international brand name to work in your local market to help sell your home faster for the best price possible, or help you find the next place you'll call "home sweet home."

### Award-winning Ads

CENTURY 21 Advertising is an effective combination of television, print, and radio spots, bringing the CENTURY 21 message to millions of consumers worldwide.

### Television

Thousands of commercials from the award-winning "Real Estate for the Real World®" advertising campaign air on network and cable television each year

### Radio

CENTURY 21 radio ads are heard on both syndicated national and local radio programs.

### Print

Ad placements in various publications including The Wall Street Journal, This Old House and TIME (Business Edition) reach a wide spectrum of potential home buyers and sellers.

### Global Presence & Internet

Today, our world is a global village. For home sellers, that means that your next buyer could be anyone from around the corner to around the world. And for those looking to buy outside of their local area, the **Internet (www.century21.com)** is your key. With over 100,000 brokers and sales associates in over 30 countries and territories, Century 21 Real Estate Corporation is part of the largest real estate referral network in the world - connecting potential buyers and sellers and real estate professionals around the globe!

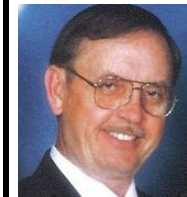
\*Source: Millward Brown 2001 Continuous Ad Tracking Study. This survey included 1,125 telephone interviews (via computer assisted program) with a national random sample of adults (ages 18-54) who have either bought or sold a home within the past two years or plan to purchase or sell a home within the next two years. The continuous tracking survey was conducted between February 5-September 1, 2001 by Millward Brown, a leading research agency. Statistical testing between reported numbers was performed at the 90% confidence level.

### Regina Cowell—Sales Associate



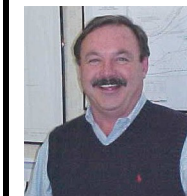
I came to Killington in 1986 to ski and returned in 1990 with my family after following Travis around the globe with his military career. I have been active in Killington real estate since 1992 in this office and at an Okemo real estate office. I enjoy working with both buyers and sellers and assist you in finding the perfect vacation home or condo.

### Travis Cowell—Sales Associate



I came to Killington in 1986 to ski and returned in 1990 after completing 21 years in the U.S. Marine Corps. I joined this office to work with Regina in 1998. As a team we have enjoyed working with buyers and sellers in the recreational property field of real estate. Our numerous moves in the service has given us a great appreciation for house hunting and recreational property needs.

### Ken Root—Sales Associate



I'm a 30 year resident of Killington who has been involved on many of the town's boards, committees and businesses over the years. Let my professional real estate experience work for you whether you're selling or buying your vacation Home or Condominium.

### Morgan McGee—Sales Associate



I am a native Vermonter who grew up in the Rutland / Killington area. I have seen the mountain change dramatically since I was young, coming to see my father as he was working on excavating some of the trails that you now enjoy. I have been in real estate for around eight years now and love it. My experiences in the construction, building, and service industries help me to connect well with customers and I can knowledgeably translate your property's value

**Century 21**  
**Real Estate for Your World®**