

Winter Issue 2007

Issue 44



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2006 YEAR IN REVIEW

2006 started off with sales sluggish compared to the previous years, and remained that way throughout the year. The year ended with a high inventory of condos and a record number of price reductions. It appears that buyers are continuing to wait for prices to drop even lower although the current interest rates remain low and affordable. We expect that the real estate market will continue to moderate in 2007 with list prices leveling off and not increasing compared to the past few years. Most owners who purchased in the past few years did so with lower interest rates and can afford to hold their properties without having to reduce their asking prices substantially.

Single family homes outsold condos in the Fourth Quarter for the first time. A total of 26 homes sold in the Killington area while only 20 condos sold. This includes the towns of Killington, Mendon, Plymouth, Pittsfield, Bridgewater and Stockbridge.

HOMES: 23 homes sold in Killington in 2006 compared to 29 in 2005. The average sales price was \$389,270. There are currently 30 homes on the market starting at \$299,000 with an average list price of \$783,947 due to five homes listed at over one million dollars, another new record for Killington. There are no homes under contract in Killington.

CONDOMINIUMS: Only 68 condos sold in 2006 down from 123 in 2005. The average sales price was \$290,000 compared to \$221,000 in 2005. Overall sales prices rose in all complexes. The year recorded a 41 per cent drop in units sold. The current inventory of 131 units is up from the beginning of 2006, but only slightly from 108. There are only 7 units pending sale.

LAND: 15 lots sold in 2006 compared to 8 in 2005. The average sales price was \$148,870 in 2006. There are 15 parcels on the market compared to 16 in 2005. The average list price is \$303,400. Lots range in price from \$96,000 to one million dollars for lots under 2 acres.

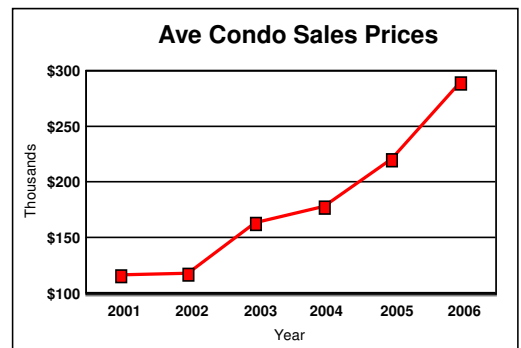
Our first newsletter was published in December of 1996. At that time the average sales price of a house in Killington was \$166,000. There were 196 condominiums for sale ranging in price from \$32,500 to \$349,000. This is our 44th newsletter and we continue to appreciate your comments and suggestions. We look forward to working with you in 2007 and as always, if we can be of any assistance to you, please do not hesitate to contact any one of our associates.

Best wishes for 2007 from the associates at CENTURY 21 Contemporary Associates

Condos Sold By Quarter

	1st	2d	3d	4th	Total
2002	14	41	46	67	168
2003	33	28	32	46	139
2004	18	33	49	63	163
2005	21	40	36	26	123
2006	10	17	21	20	68

Ave Condo Sales Prices



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 2001 thru September 2006 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	
1			\$164,333	\$157,833		209	averages
Fall Line	B7		\$179,000	\$177,500	10/31/2006	67	
Mt Green	3A3	650	\$115,000	\$105,000	11/13/2006	415	
Trail Creek	77	754	\$199,000	\$191,000	10/6/2006	146	
2			\$203,963	\$191,750		261	averages
Highridge	A09	1150	\$289,900	\$275,000	10/13/2006	540	
Mt Green	2A1	949	\$99,900	\$95,000	11/17/2006	353	
Mt Green	3E9	924	\$199,000	\$187,000	12/15/2006	609	
Pico	G302		\$230,000	\$225,000	10/20/2006	116	
Pico	H305		\$289,000	\$245,000	11/16/2006	73	
Whiffletree	C4		\$154,900	\$147,500	11/9/2006	130	
Whiffletree	F2		\$139,000	\$134,500	11/3/2006	113	
Woods	C4		\$230,000	\$225,000	11/17/2006	155	
3			\$614,129	\$654,239		263	averages
Moon Ridge	1A		\$269,000	\$256,000	10/13/2006	561	
Sunrise Lodges	A302	1600	\$565,000	\$565,000	11/20/2006	69	
Top Ridge	36A		\$795,000	\$971,174	11/17/2006	373	
Top Ridge	39		\$750,000	\$895,000	10/13/2006	498	
Top Ridge	35A	2700	\$809,900	\$807,500	10/6/2006	70	
Top Ridge	19A	2700	\$785,000	\$775,000	11/20/2006	63	
Woods	A6	1800	\$325,000	\$310,000	11/10/2006	210	
3+L			\$334,900	\$297,000		368	averages
Pico	J302		\$334,900	\$297,000	10/6/2006	368	

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 2006 thru December 2006 for the towns of Killington, Mendon, Pittsfield, Plymouth & Stockbridge

WHAT'S HAPPENING AT

KILLINGTON KIDS RULE ADVENTURE WEEK

Live kids' music & appearances by Dora the Explorer, Sponge-Bob SquarePants take place Jan. 26- Feb. 4 at Killington KILLINGTON, Vt. - Killington Resort welcomes SpongeBob SquarePants and Dora the Explorer for a week of family entertainment at the Nickelodeon and Killington Kids Rule Adventure Week January 26 - February 4.

Nickelodeon and Killington Kids Rule Adventure Week will take place in and around the Snowshed and Ramshead Base Lodges and feature live entertainment Saturday February 3rd in the afternoon from "Hot Peas 'N Butter*," which has appeared on NOGGIN's hit series, Jack's Big Music Show. Plus, SpongeBob SquarePants and Dora the Explorer costume character appearances and even a Jelly Fish family relay race with the popular characters, magic shows, karaoke, "Find Dora's Friends Game" and Sing-a-Longs. Nickelodeon movies will also be screened throughout the week.

"Skiing and snowboarding are such great kid's activities and partnering with Nickelodeon will expand the many family opportunities here at Killington Resort," said Dave Rathbun, vice president of Brand Management for Killington.

Nickelodeon has also teamed up with Killington and

Rossignol to make skiing and snowboarding extra exciting for kids with exclusive Dora the Explorer skis, SpongeBob SquarePants skis and snowboards and a full line of accessories featuring both popular Nickelodeon characters. Designed to make skiing and snowboarding more engaging for young beginners, they are only available for rent or for sale at Killington Sports and Killington Outfitters.

This season Killington Resort has expanded family activities, including the new Snowshed Adventure Center and outdoor Snow Action Parka including a four-lane lift-served tubing hill, Snowdeck, rail and box park; and the indoor Kids' Zone featuring arcade games, inflatable bounce houses, golf simulators, billiards and climbing wall. In addition Benedetto's Bistro will offer a full family fare menu at the Snowshed Lodge.

The new Activities Desk at the Snowshed Lodge will also serve as your one-stop-shop for all off-mountain adventures available in the Killington Region. Visit the Activities Desk for information and reservations for: Snowmobile Tours, Sleigh Rides, Dog Sled Adventures, Snow Shoeing, Cross Country Skiing, and much more.



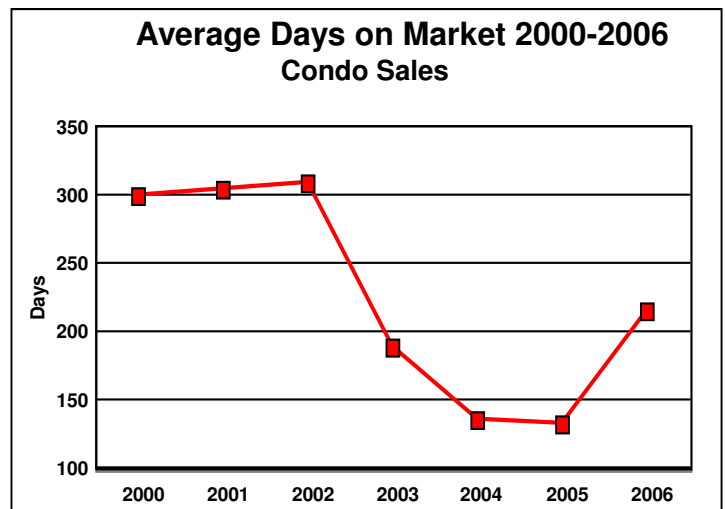
Town	Street Address	List Price	Sold Price	Sold Date	Days on Mkt
1 Bedrooms		\$230,000	\$230,000		101
averages					
Pittsfield	61 Glen West Rd	\$230,000	\$230,000	10/21/06	101
2 Bedrooms		\$424,400	\$391,200		222
averages					
Killington	East Mt Rd	\$330,000	\$249,000	11/29/06	806
Killington	133 Weathervane	\$385,000	\$330,000	11/30/06	86
Killington	34 Bear Run	\$595,000	\$570,000	11/20/06	39
Killington	57 Hunny Tree	\$685,000	\$680,000	12/07/06	93
Stockbridge	4354 Route 107	\$127,000	\$127,000	10/12/06	87
3 Bedrooms		\$413,000	\$378,731		161
averages					
Bridgewater	2765 Bridgewater Hill	\$915,000	\$892,500	12/01/06	141
Killington	270 Cubs Concourse	\$309,000	\$305,000	12/08/06	65
Killington	670 Old Coach Rd	\$359,000	\$340,000	11/20/06	120
Mendon	15 North Rd	\$298,000	\$266,000	10/26/06	79
Mendon	22 Sherwood Dr	\$285,000	\$225,000	12/20/06	239
Mendon	10 Deer Run	\$675,000	\$640,000	11/11/06	124
Pittsfield	96 Hawk Trail	\$349,000	\$338,000	10/06/06	234
Pittsfield	96 Hawk Trail	\$349,000	\$338,000	10/06/06	234
Pittsfield	101 Parmeter Place	\$465,000	\$450,000	10/19/06	158
Plymouth	Pollard Rd	\$539,000	\$445,000	11/03/06	291
Plymouth	1251 Grand View Lodge	\$499,000	\$375,000	10/03/06	111
Stockbridge	50 Lucerne Dr	\$148,000	\$136,000	12/18/06	125
Stockbridge	21 Kelly Hill Rd	\$179,000	\$173,000	11/29/06	178
4 Bedrooms		\$361,967	\$337,667		269
averages					
Bridgewater	91 Parsonage Rd	\$299,000	\$299,000	10/27/06	107
Killington	1014 Roaring Brook	\$525,000	\$490,000	10/06/06	260
Mendon	5 South Mendon Rd	\$349,900	\$320,000	11/10/06	162
Plymouth	4771 Rt 100A	\$119,900	\$107,000	12/01/06	714
Plymouth	2699 Hale Hollow	\$399,000	\$385,000	10/27/06	294
Stockbridge	200 Mt Hunger	\$479,000	\$425,000	10/05/06	79
6 Bedrooms		\$7,900,000	\$7,900,000		206
averages					
Bridgewater	1515 Gold Coast	\$7,900,000	\$7,900,000	12/15/06	206

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 2006 thru December 2006 for the towns of Killington, Mendon, Pittsfield, Plymouth & Stockbridge

DID YOU KNOW???? CHANGES THAT COULD AFFECT YOU AT CLOSING

Laws are continuing to change each year that could have an impact on you being able to close when you go to settlement after you have negotiated a good faith contract and all contingencies have been met.

The most recent changes in the law that will affect you at closing is that all homes and condos must have both carbon monoxide detectors and smoke detectors installed prior to transfer of title.





The most recognized name in Real Estate.*

CENTURY 21® is a clear leader, remaining the most recognized name in real estate. In fact, per Millward Brown, a leading global research organization, CENTURY 21 continues to be the real estate franchise brand not only most recognized by consumers, but the real estate company consumers' think of first.

First in Consumers' Minds (2)

CENTURY 21 is the real estate organization consumers think of **FIRST!**

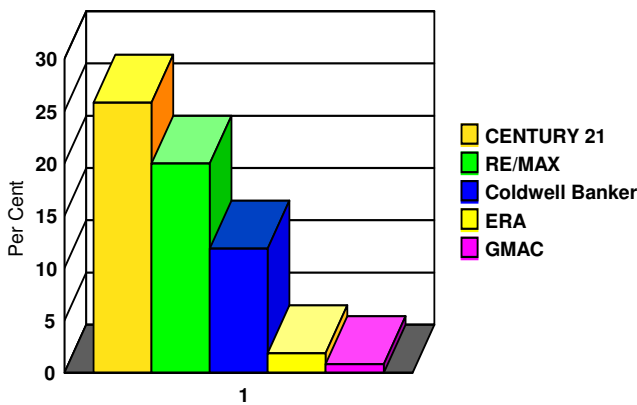
“Please tell me which real estate agencies you have ever seen or heard of?” *(Results based on brands mentioned first by consumers.)*

Leader in Brand Awareness (unaided) (1)

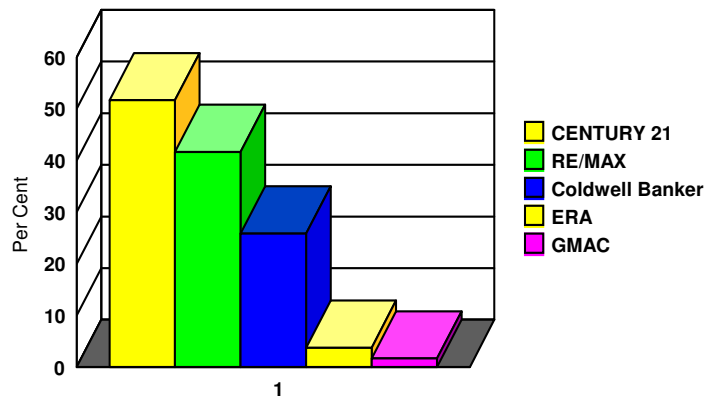
Century 21 has the highest brand awareness level when compared to any other real estate organization surveyed. Over half of all those surveyed mentioned **CENTURY 21!**

“Please tell me which real estate agencies you have ever seen or heard of?” *(Results are based on all brands mentioned regardless of order)*

First In Consumers Mind



Leader in Brand Name Awareness



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Source: 2005 Ad Tracking Study. The survey results are based on 1200 telephone interviews (via computer assisted program) with a national random sample of adults (ages 25-54) who are equal decision makers and who have bought or sold a home within the past two years or plan to purchase or sell a home within the next two years. Brand awareness questions are based on a sample of 1165 respondents with a margin of error of +/- 2.4% at 90% confidence level. The study was conducted between February 6th – September 3rd, 2005 by Millward Brown, a leading global market research organization.

1 Unaided, meaning: without being given a real estate company name first
 2 Unaided brand awareness, first mention