



Prestige Real Estate
of KILLINGTON

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Killington Real Estate in Review

A Publication of Prestige Real Estate of Killington
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The tide has turned... have we seen the bottom???

It may be premature to report that the worst is behind us, but we have experienced remarkable improvement in sales volume and revenue in the Killington real estate market compared to last year AND the two or three previous years. The number of sales is up 33% (73 vs. 55) compared to last year, and total market revenue is up 58% (\$16 million vs. \$10.1 million) over last year.

Transaction volume seems to have hit bottom in 2009 with a steady rise over the past couple of years, while market revenue bottomed out in 2010. Transaction volume is the highest it has been in five years and revenue is the highest it has been in four years.

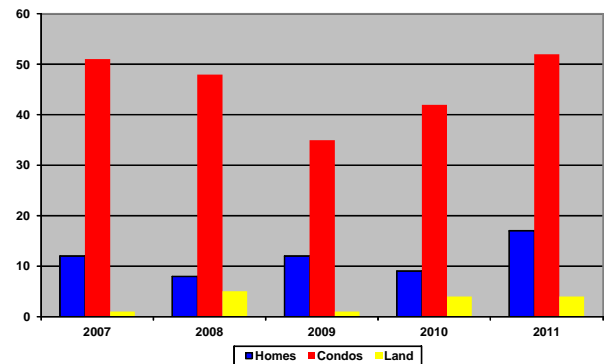
Condominium sales represented 2/3rds of the market transactions with a total of 52 sales, up from 42 sales in 2010, and 35 sales in 2009.

Sales of condos in 2011 ranged in price from \$36,000 for a one-bedroom unit in Mt. Green to \$625,000 paid for a 3-bedroom 4-bath ski in/ski out townhome in Topridge. The average sales price of condos sold in 2011 was approximately \$204K versus \$168K in 2010 due primarily to a larger number of higher priced properties selling.

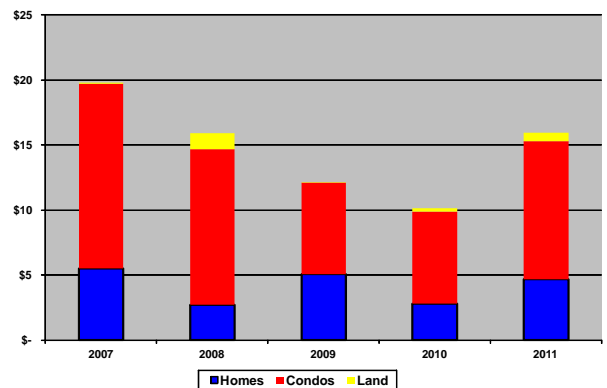
The number of single- and multi-family home sales almost doubled compared to last year (17 vs. 9). Sales prices ranged from \$149,000 for a camp on over 100 acres to \$915,000 for a custom built log home on 10 acres. The average selling price for homes sold appears to be the “spoiler” when it comes to market improvement, falling from approximately \$311,000 in 2010 to \$279,000 this year. The factor driving the decline in average selling price is that 14 out of the 17 homes sold, went for under \$300K!

The market for land in Killington has been reasonably consistent with just a handful of transactions for each of the past five years. There were four parcels of land sold in 2011, which is the same number as in 2010. The land sales this past year ranged in price from \$35,000 for a 1.84 acre lot off East Mountain Road to \$240,000 for 44 acres on Route 4 East.

Number of Killington Property Sales



Killington Real Estate Sales Revenue (\$ millions)



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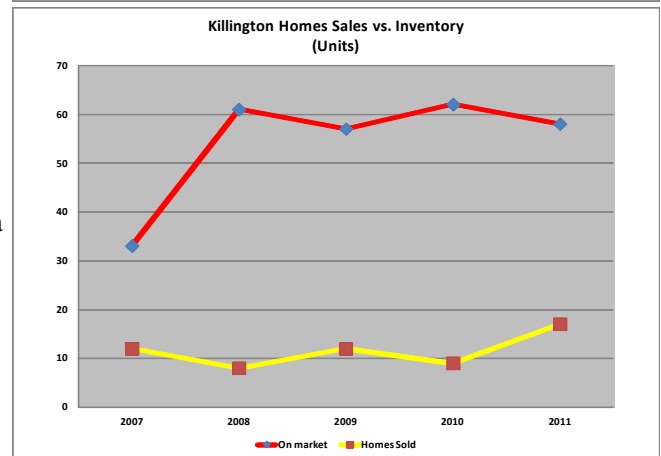
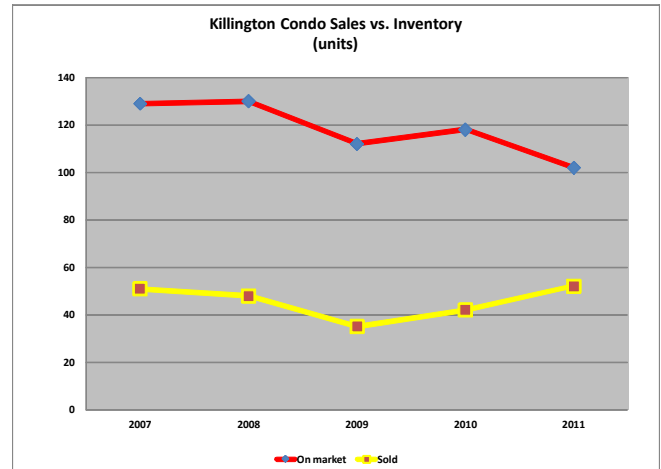
NOTE: Market data based on NNEREN MLS system as of 12/31/11

“The story behind the story” — It comes down to Supply & Demand

Although we are pleased to be able to share the news of significant market improvement (feature article on page 1), we anticipate continued price pressure, particularly in the market for single- and multi-family homes. As our Economics professors told us, “it comes down to the *Law of Supply and Demand*.”

As represented in the graph to the right, the Supply and Demand “curves” for Killington condominiums are trending toward one another. In fact, a year ago at this time, the number of condos listed was approximately three times the number of condos sold during 2010. This year, the inventory of condos listed has dropped to two times the number sold. Although “supply” still exceeds “demand” by a wide margin, the gap is narrowing. If this trend continues, it should eventually result in less pressure to reduce prices below the last comparable sale. However, it is likely to take at least another year of solid sales, to see this affect.

When evaluating “supply” and “demand” for single- and multi-family homes in Killington, the gap is significantly greater than in the condo market. There are currently 58 homes listed for sale in Killington, down slightly from 62 at this time last year. However, at the rate of sales in 2011, the current inventory represents more than a three-year supply. Fourteen of the seventeen homes that sold in 2011, sold for under \$300,000. In fact, the average sales price dropped by 10% from 2010 to 2011. The current average listing price is \$578,000. Although the curves are heading toward each other in the graph, we believe that the abundance of “supply” will continue to force lower prices for Killington homes for at least a couple of more years.



Note: Market data based on NNEREN MLS system as of 12/31/11

“Financing” will present a challenge in 2012

One of the biggest challenges facing the resort real estate market in 2012 will be financing. 2011 ended with several “deals” falling apart because of financing being declined. In addition to requiring a minimum down payment of 25% of the purchase price, at the 11th hour, lending institutions decided that some condominiums did not comply with Freddie Mac or Fannie Mae standards. The most frequent reason for “disqualifying” a property was associated with “rentals.” It is common in a resort community for owners to offset some of their expenses with rental income. This is not unique to the Killington area. However, when loan processors and/or underwriters discovered (by searching the internet) that any properties in the “subject property’s” condominium complex were available for short term rental, they deemed the entire condo project to be a “condo hotel” and ineligible for conventional financing. This is not a “hard and fast” rule or conclusion that ALL lending institutions will decide, however, it does present a challenge when navigating through the purchase and sale process and can discourage even the most enthusiastic buyer. This seems to be just one more example of how the “financing” pendulum has swung to an unreasonable extreme. As a result, “cash will be king” in 2012! Should you be fortunate enough to receive a “cash offer” for your property, consider it a blessing.



A second challenge associated with financing involves obtaining a property appraisal that is higher than the sale price of the last comparable property sold. It will be next to impossible. All of the appraisers with whom we have spoken expect to continue to designate the market as “declining in value” in 2012. This factor, alone, can preclude prices from rising.

2011 Killington Property Transactions

<u>Address</u>	<u>Property type</u>	<u>Size</u>	<u>Sold</u>	<u>Days on Mkt</u>	<u>List \$</u>	<u>Sold \$</u>
434 Bart's Hill Road	home	3BR/2BA	1/5/2011	66	299000	270000
Mountain Green 3D9	condo	2BR/2BA	1/20/2011	1588	99000	80000
Sunrise Timberline M3	condo	2BR/2BA	2/3/2011	71	150000	142500
Sunrise Cambridge 303	condo	1BR/1BA	2/11/2011	740	134900	112000
Sunrise Timberline B4	condo	4BR/3BA	2/25/2011	492	399000	350000
520 Barrows Towne Road	home	3BR/2.5BA	2/28/2011	384	395000	361000
Trailcreek 10	condo	3BR/3BA	3/16/2011	41	250000	235100
Mountain Green 3D22	condo	1BR/1BA	3/16/2011	238	79900	68000
Pico D206	condo	1BR/1BA	3/21/2011	39	90000	88500
Sunrise West Glade H3	condo	2BR/2.5BA	3/25/2011	186	230000	215000
Sunrise West Glade F2	condo	3BR/3BA	3/28/2011	187	369000	335000
1502 Roaring Brook Road	home	3-family	3/30/2011	693	325000	140000
Sunrise West Glade K4	condo	3BR/3BA	3/31/2011	85	299000	275000
The Heights 1A	condo	3BR/3BA	4/7/2011	-	389900	360000
Fall Line G5	condo	1BR/1BA	4/7/2011	476	119000	115000
99 Wobbly Lane	home	4BR/(2).5BA	4/7/2011	151	210900	211000
Pico G303	condo	3BR/2BA	4/15/2011	114	225000	211000
River Road	land	1.0 acres	4/17/2011	198	209000	199000
Glazebrook G3	condo	2BR/1.5BA	4/22/2011	942	169000	163000
Edgemont A1	condo	1BR/1BA	4/22/2011	37	80000	73000
268 Alpine Drive	home	3BR/2BA	4/22/2011	15	225000	225000
Pico F306	condo	2BR/2BA	4/29/2011	13	159000	150000
Topridge 18A	condo	3BR/4BA	5/2/2011	4	650000	625000
Pico F102	condo	2BR/2BA	5/4/2011	68	127000	123500
558 Trailview Drive	home	4BR/2BA	5/11/2011	307	549000	530000
Edgemont D2	condo	3BR/2BA	5/13/2011	370	165000	142000
Highridge C11	condo	2BR/3BA	5/13/2011	217	249000	230000
Pico E204	condo	2BR/2BA	5/13/2011	48	139900	127000
68 Round Robin Road	home	4BR/3.5BA	5/13/2011	244	289000	274000
728 Rim Road	home	4BR/2BA	5/16/2011	886	285000	240000
Highridge D10	condo	1BR/1BA	5/23/2011	223	139000	130000
32 Alpine Court	home	3BR/2.5BA	5/25/2011	179	299500	238000
Trailside Village A3	condo	1BR/1BA	5/26/2011	470	109900	105000
946 Killington Road ME #2	condo	3BR/2BA	5/27/2011	384	129000	100000
Woods F5	condo	2BR/2.5BA	5/27/2011	365	189000	175000
US RT 4	land	58 acres	5/31/2011	792	193000	178000
Pinnacle C6	condo	1BR/1BA	6/1/2011	317	110500	88000
Highridge D1	condo	2BR/2BA	6/21/2011	133	179000	155500
Sunrise West Glade I2	condo	3BR/3BA	6/24/2011	29	279000	260000
Pinnacle E5	condo	1BR/1BA	6/24/2011	397	84500	83000
396 Anthony Way	home	4BR/3BA	6/27/2011	276	299000	240000
Woods V41	condo	2BR/2BA	7/1/2011	1882	85000	84000
Edgemont D1	condo	1BR/1BA	7/7/2011	381	79500	73900
695 Tanglewood Drive	home	3BR/4BA	7/7/2011	55	999000	915000
Pico I104	condo	3BR/2BA	7/15/2011	723	199000	199000
Sunrise Timberline J2	condo	3BR/2BA	7/25/2011	184	349000	290000
US RT 4 East	land	44 acres	7/28/2011	0	339000	240000
3283 River Road	home	1BR/1BA	8/22/2011	323	159000	130000
Pico G104	condo	2BR/2BA	8/26/2011	86	119000	102000
Pinnacle F22	condo	3BR/2BA	9/16/2011	315	205000	170000
212 Ives Road	home	5BR/2BA	9/29/2011	671	209900	195000
Pinnacle E27	condo	3BR/2BA + den	10/6/2011	379	230000	190000
257 George Street	home	3BR/2BA	10/7/2011	240	229000	214000
Foster Farm Road	land	1.84 acres	10/13/2011	117	140000	35000
Off Stevens Road	home	3BR/1BA	10/14/2011	44	149000	149000
681 Dean Hill Road	home	4BR/2BA	10/14/2011	703	212000	185000
Sunrise East Glade C4	condo	3BR/2BA	10/15/2011	185	249000	225000
Colony Club E26	condo	3BR/3BA	11/3/2011	1728	239000	212500
Hemlock Ridge 3D	condo	3BR/2BA	11/4/2011	195	180000	150000
Topridge 22B	condo	3BR/4BA	11/10/2011	409	650000	606500
Highridge E16	condo	1BR/2BA + loft	11/18/2011	350	159000	161666
Sunrise Northstar D3	condo	3BR/3BA	11/18/2011	145	299000	245000
Lodges B103	condo	3BR/3BA	11/18/2011	331	399000	365000
Mt. Green 1D8	condo	1BR/1BA	11/23/2011	192	39000	39000
365 Anthony Way	home	3BR/2BA	11/25/2011	111	235000	225000
Trailcreek 9	condo	2BR/2BA + loft	12/9/2011	258	275000	249000
The Heights 1D	condo	3BR/3BA	12/9/2011	1375	389900	360000
The Heights 1B	condo	3BR/3BA	12/9/2011	1373	369900	350000
Lodges A303	condo	3BR/3BA	12/9/2011	124	449000	420000
Lodges B202	condo	3BR/3BA	12/16/2011	238	385000	372000
Trailcreek 40	condo	1BR/1BA + loft	12/21/2011	344	169000	162500
Sunrise West Glade I3	condo	2BR/2.5BA	12/23/2011	155	285000	250000
Mt. Green 3C8	condo	1BR/1BA	12/28/2011	364	62000	36000

*Yellow bar indicates Prestige Real Estate was either the listing agent, selling agent, or both.



Prestige Real Estate *of* Killington

Exclusively Killington!

THE Real Estate Office Listing ONLY Killington Properties!!

The Vistas



New construction ski in/ski out in Sunrise Village. Choose from four available sites for a 4BR/4.5BA craftsman style single family residence. \$1.475 million

Sunrise



Ski in/ski out 2 and 3-bedroom condos featuring wood-burning fireplaces, gas heat, decks overlooking the ski trail and LOTS of amenities, starting at \$154.9K

The Woods



2BR/2BA plus loft condo conveniently located on the Killington Road at a premier destination spa. Shuttle to mtn, Beautiful facilities. \$149K

Fall Line



Choose one of three 1BR condos conveniently located on ski home trail. Shuttle service to mountain. Gas heat. Amenities include pool & hot tub. From \$99.9K

Trailview Drive



Single family home located within walking distance of ski trail, "Home Stretch". 3BR/3.5BA 3000 sqft of living space, With attached garage. \$775K

**Current Listings:
Condos, Homes, Land
& New Construction
in the heart of
Killington**



www.prestigekillington.com

off Tanglewood Dr



4BR/4.5BA craftsman style single family home located in the Killington Basin. Gas fireplaces, 2-car attached garage. 4400+sqft On 5+ acre site \$1.5 million

Mt. Green



Very well maintained 1BR/1BA condos within walking distance of the Killington Resort center. Indoor pool, hot tub, fitness. Fully furnished from \$50K

Pico



Ski in/ski out 1BR/1BA condos at the base of Pico Mountain. Step out of the building onto the slopes. Two units from which to choose. Fully furnished & equipped. \$89K

Pinnacle



1BR, 2BR or 3BR condo from which to choose. Mountain vistas, gas fireplaces. Shuttle to /from skiing and nightlife. Summer pool, tennis, winter hot tub. From \$89K

Trail Creek



2BR plus loft condo located in ski home location close enough to walk to the lifts or take a shuttle to and from the mountain. Pool, hot tub, game room \$169K

Highridge



1BR, 2BR & 2BR plus loft condos Some with mountain views. Shuttle to and from the mountain. Indoor pool, outdoor hot tub, tennis. Prices start at \$120K

Whiffletree



3BR/2BA condo completely updated: kitchen counters, cabinets, appliances, bathroom vanities, flooring, lighting. Ski home/shuttle to mtn. \$125K

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