

### 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	+ / -	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
+300%	2	8	+300%	2	8	New Listing Count
+306.1%	\$748,000	\$3,037,900	+306.1%	\$748,000	\$3,037,900	New Listing Volume
-5.5%	55	52	-5.5%	55	52	Active Listing Count
-5%	\$25,553,000	\$24,271,100	-5%	\$25,553,000	\$24,271,100	Active Listing Volume
+0.5%	\$464,600	\$466,752	+0.5%	\$464,600	\$466,752	Average Listing Price
+13.8%	\$349,000	\$397,000	+13.8%	\$349,000	\$397,000	Median Listing Price
-24.8%	286	215	-24.8%	286	215	Median Daysin RPR
-52.7%	18.3	8.7	-	_	_	Months of Inventory
+6.1%	5.45%	11.54%	+-	_	_	Absorption Rate
			 			Sales Activity Charts Metrics
+100%	4	8	+100%	4	8	New Pending Sales Count
+77.4%	\$1,849,000	\$3,279,500	+77.4%	\$1,849,000	\$3,279,500	New Pending Sales Volume
+22.2%	9	11	+22.2%	9	11	Pending Sales Count
-30.8%	\$6,108,400	\$4,224,500	-30.8%	\$6,108,400	\$4,224,500	Pending Sales Volume
-16.7%	6	5	-16.7%	6	5	Closed Sales Count
+15%	\$1,691,500	\$1,945,000	+15%	\$1,691,500	\$1,945,000	Closed Sales Volume
+38%	\$281,917	\$389,000	+38%	\$281,917	\$389,000	Average Sales Price
+119%	\$210,000	\$460,000	+119%	\$210,000	\$460,000	Median Sales Price



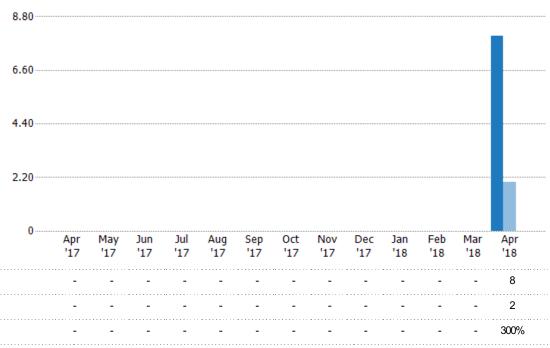




#### **New Listings**

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





#### New Listing Volume

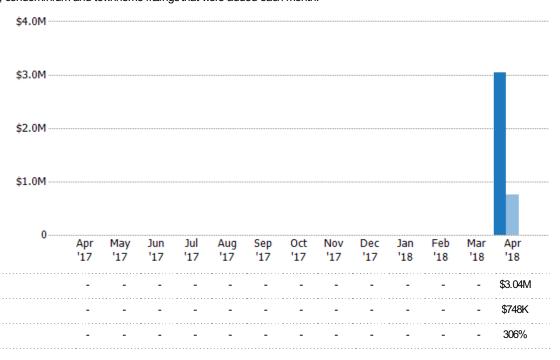
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





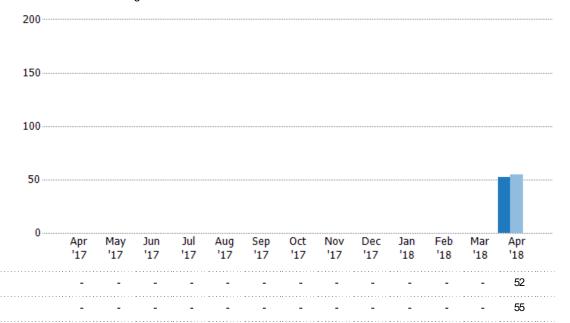
#### **Active Listings**

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

Filters Used

Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Manchester, VT 05254,



#### **Active Listing Volume**

Percent Change from Prior Year

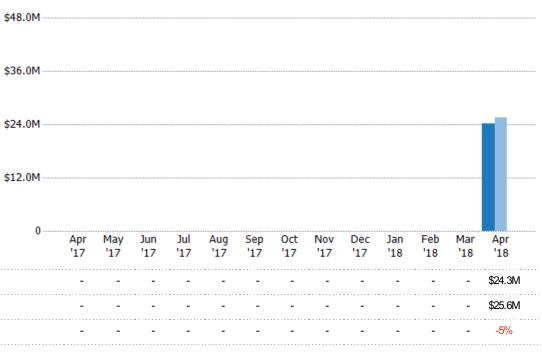
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Current Year

Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



\$467K

\$465K

0%



### Market Data Report

#### **Average Listing Price**

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

¢500K

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0 Apr '17	May '17		Aug '17				
\$125K		 		 	 	 	 
\$250K		 		 	 	 	 
\$375K		 		 	 	 	 
\$3000							

#### **Median Listing Price**

Percent Change from Prior Year

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

\$400K

Filters Used

Current Year

Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

200K							 
:100K		 		 	 	 	 
Apr	May						
•			Aug '17				



Current Year
Prior Year



125%



### Market Data Report

#### 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 Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

K	 	 	 	 	 	 
K	 		 	 	 	 
K	 	 	 	 	 	 
0	 	 Aug '17	 	 	 	

#### 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.

Filters Used

Avg Est Value

Avg Listing Price

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

Κ	 						
Κ	 				 		
Λ							
_		Aug				Mar	
_		Aug '17				Mar	Ар '1
_					Feb '18	Mar	Α <sub>Ι</sub> '1



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



286



### Market Data Report

#### 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.

Current Year	_	<del>-</del>	-	-	-	-	-	-	_	-	-	<u>-</u>	215
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Арі '18
	,,,												
Family Residence	150												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single	225												
Filters Used	300												

#### Months of Inventory

Percent Change from Prior Year

Prior Year

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

Filters Used
ZIP: Manchester, VT 05254, Manchester Center, VT 05255
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

60												
45												
30												
15												
•												
Apr '17	May '17	Jun '17		Aug '17								Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	7.43
-	-	-	-	-	-	-	-	-	-	-	-	13.8
-	-	-	-	-	-	-	-	-	-	-	-	-46%



Current Year
Prior Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

Family Residence

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single

15%

10%

%------

0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	13%
-	-	-	-	-	-	-	-			-		
_	_	_	_	_	_	_	_	_	_	_	_	-6%

#### Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

60	
45	
30	
15	

	0												
					Aug '17								Apr '18
Active	-	-	-	-	-	-	-	-	-	-			52
Pending	-	-	-	-	-	-	-	-	-	-			11
Sold	-	-	-	-	-	-	-			-	-	-	5

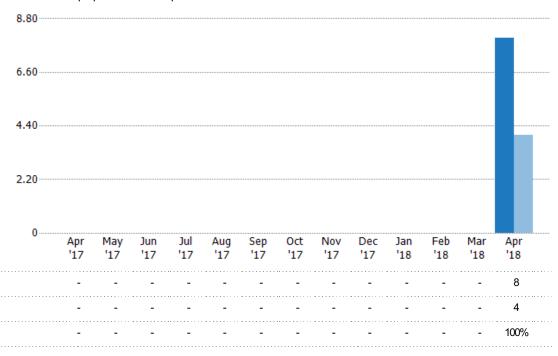




#### **New Pending Sales**

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





#### New Pending Sales Volume

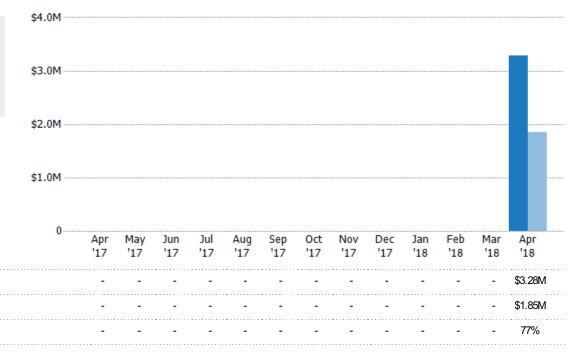
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





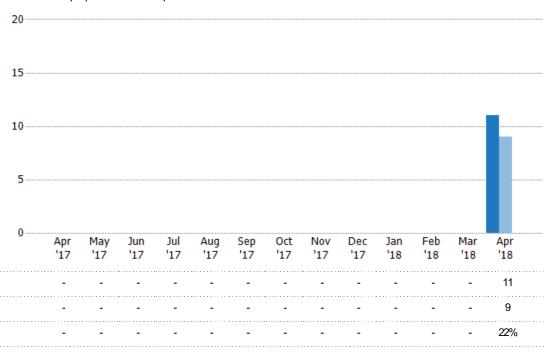
#### **Pending Sales**

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

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### Pending Sales Volume

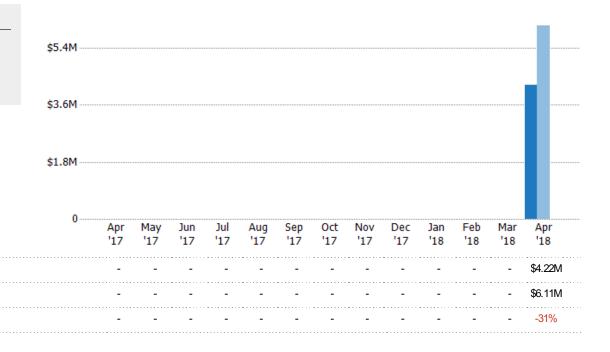
Percent Change from Prior Year

Current Year

Prior Year

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.

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



#### **Closed Sales**

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

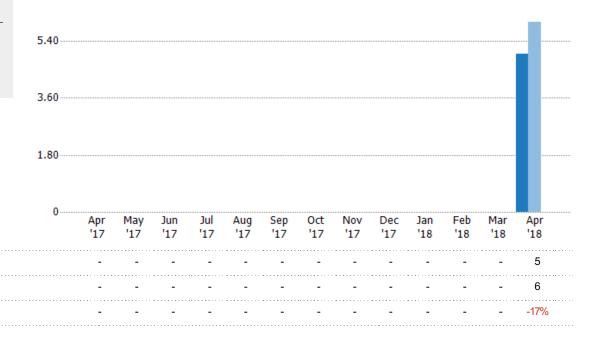
Filters Used

Current Year

Prior Year

Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Manchester, VT 05254,

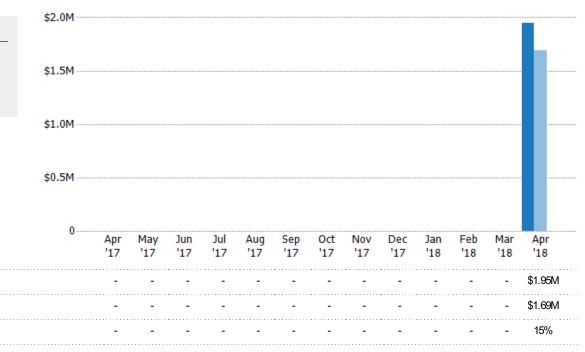


#### **Closed Sales Volume**

Percent Change from Prior Year

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

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



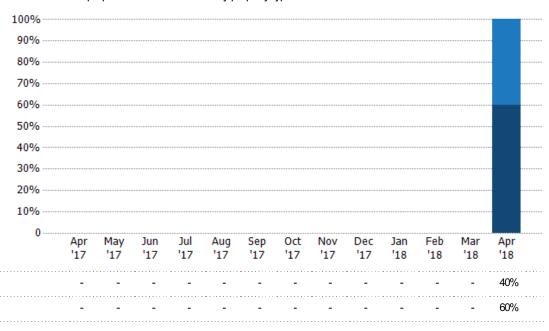


#### Closed Sales by Property Type

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

Filters Used

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

Filters Used

Current Year
Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$500K												
\$375K												
\$250K												
\$125K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$389K
-	-	-	-	-	-	-	-	-	-	-	-	\$282K
-	-	-	-	-	-	-	-	-	-	-	-	38%







#### Median Sales Price

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

Filters Used  ZIP: Manchester, VT 05254,	\$500K												
Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$460K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	_	_	_	_	_	_		_	_	_			119%

#### 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

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

0	)K						
O Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar							
	iΚ	 	 	 	 	 	 



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





#### 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

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

)K										
)K		 	 							
•	May '17								Mar	Ар
•	May '17	Jul '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ар '18

#### 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

Median List Price

Median Sales Price

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

0K	 	 	 	 	 	 
5K	 	 	 	 	 	 
οK	 					
	 	 Aug '17	 	 	 	



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





#### 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.

Filters Used	\$600K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	\$130K			•									
	\$130K												
	0												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	0 Apr		Jun '17 -	Jul '17	Aug '17	Sep '17							
Median Est Value  Median Sales Price	0 Apr		Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -							'18



