

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	8	-75%	13	31	-58.1%
New Listing Volume	\$735,000	\$2,902,500	-74.7%	\$4,636,900	\$10,844,500	-57.2%
Active Listing Count	–	57	–	N/A	N/A	
Active Listing Volume	–	\$24,553,200	–	N/A	N/A	
Average Listing Price	–	\$430,758	–	\$481,696	\$433,554	+11.1%
Median Listing Price	–	\$350,000	–	\$366,827	\$359,176	+2.1%
Median Days in RPR	–	223	–	204.8	191.52	+6.9%
Months of Inventory	–	8.1	-100%	6.1	15.9	-61.3%
Absorption Rate	–	12.28%	–	16.28%	6.3%	+10%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	8	-75%	18	26	-30.8%
New Pending Sales Volume	\$552,900	\$3,279,500	-83.1%	\$6,004,700	\$9,945,000	-39.6%
Pending Sales Count	–	12	–	N/A	N/A	
Pending Sales Volume	–	\$4,499,500	–	N/A	N/A	
Closed Sales Count	1	5	-80%	10	21	-52.4%
Closed Sales Volume	\$368,000	\$1,945,000	-81.1%	\$3,266,900	\$8,121,550	-59.8%
Average Sales Price	\$368,000	\$389,000	-5.4%	\$326,690	\$386,740	-15.5%
Median Sales Price	\$368,000	\$460,000	-20%	\$301,750	\$373,429	-19.2%

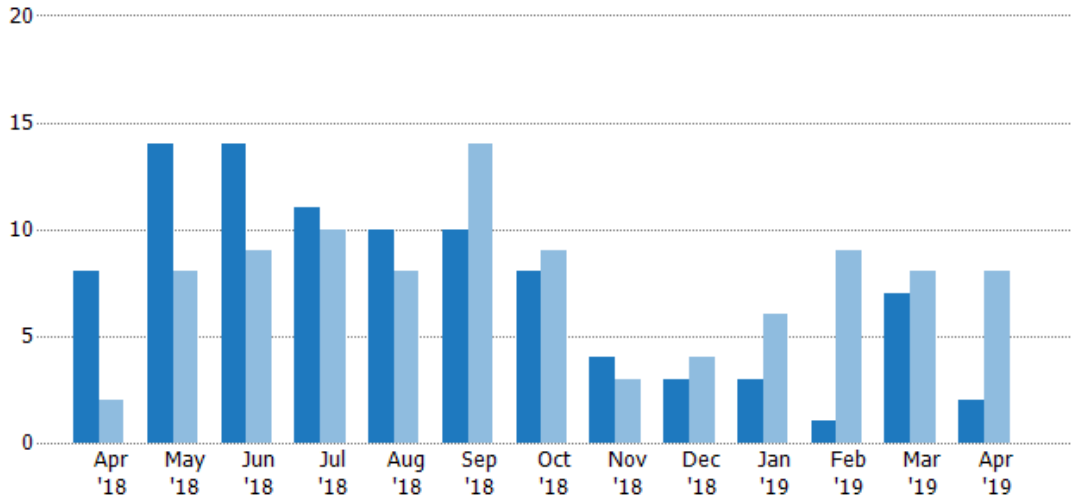
## New Listings

The number of new residential listings that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	2	-75%
Apr '18	8	300%
Apr '17	2	100%



Current Year	8	14	14	11	10	10	8	4	3	3	1	7	2
Prior Year	2	8	9	10	8	14	9	3	4	6	9	8	8
Percent Change from Prior Year	300%	75%	56%	10%	25%	-29%	-11%	33%	-25%	-50%	-89%	-13%	-75%

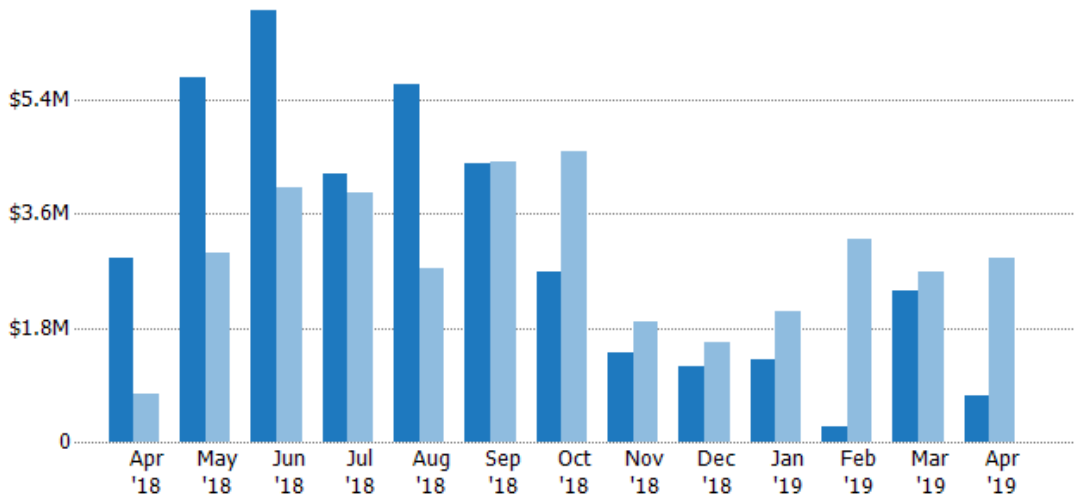
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Apr '19	\$735K	-74.7%
Apr '18	\$2.9M	288%
Apr '17	\$748K	225.4%



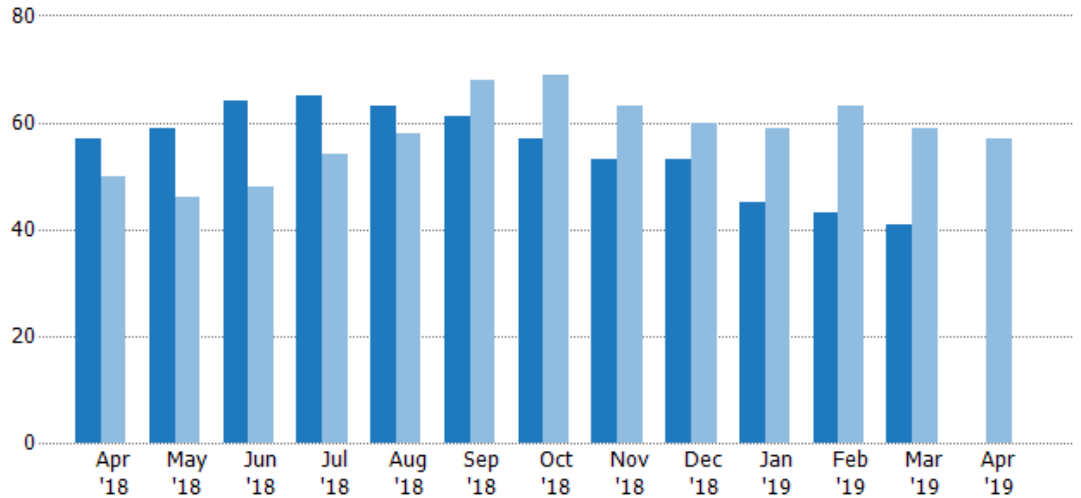
Current Year	\$2.9M	\$5.74M	\$6.82M	\$4.23M	\$5.65M	\$4.4M	\$2.68M	\$1.42M	\$1.18M	\$1.29M	\$237K	\$2.37M	\$735K
Prior Year	\$748K	\$2.99M	\$4.02M	\$3.94M	\$2.74M	\$4.42M	\$4.58M	\$1.88M	\$1.57M	\$2.05M	\$3.21M	\$2.68M	\$2.9M
Percent Change from Prior Year	288%	92%	69%	7%	106%	-1%	-41%	-25%	-25%	-37%	-93%	-11%	-75%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

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



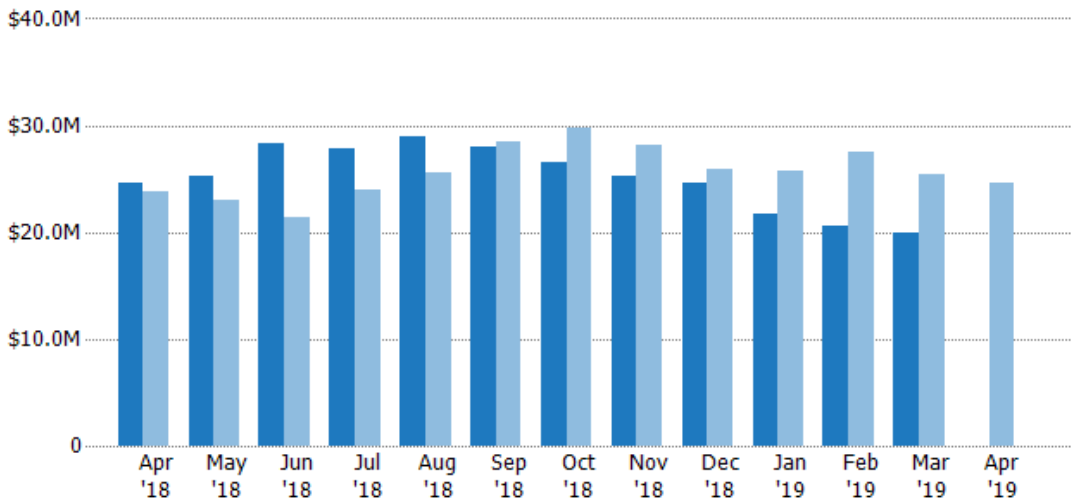
Current Year	57	59	64	65	63	61	57	53	53	45	43	41	-
Prior Year	50	46	48	54	58	68	69	63	60	59	63	59	57
Percent Change from Prior Year	14%	28%	33%	20%	9%	-10%	-17%	-16%	-12%	-24%	-32%	-31%	-100%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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



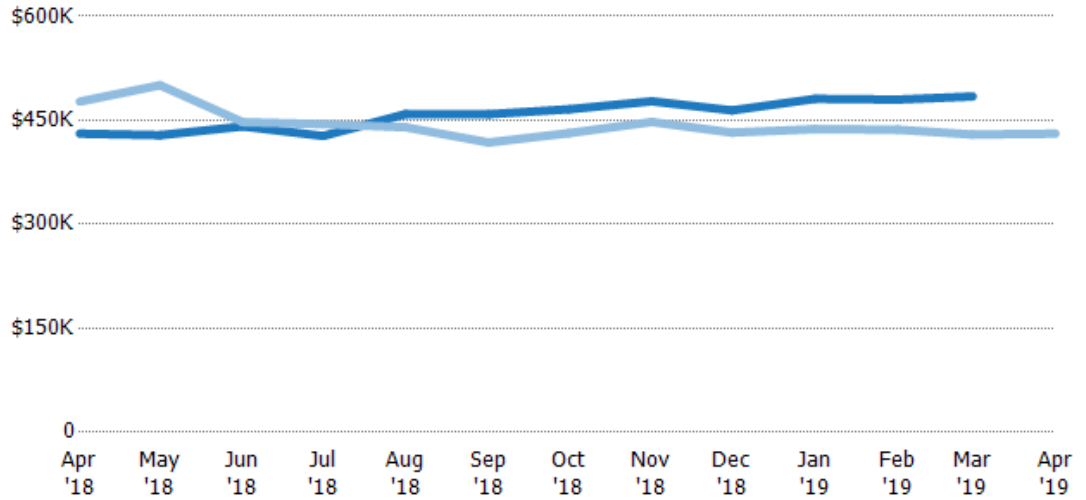
Current Year	\$24.6M	\$25.3M	\$28.2M	\$27.8M	\$28.9M	\$28M	\$26.6M	\$25.3M	\$24.6M	\$21.6M	\$20.6M	\$19.9M	-
Prior Year	\$23.9M	\$23M	\$21.5M	\$24M	\$25.5M	\$28.4M	\$29.8M	\$28.2M	\$25.9M	\$25.8M	\$27.5M	\$25.3M	\$24.6M
Percent Change from Prior Year	3%	10%	32%	16%	13%	-2%	-11%	-10%	-5%	-16%	-25%	-22%	-100%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

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



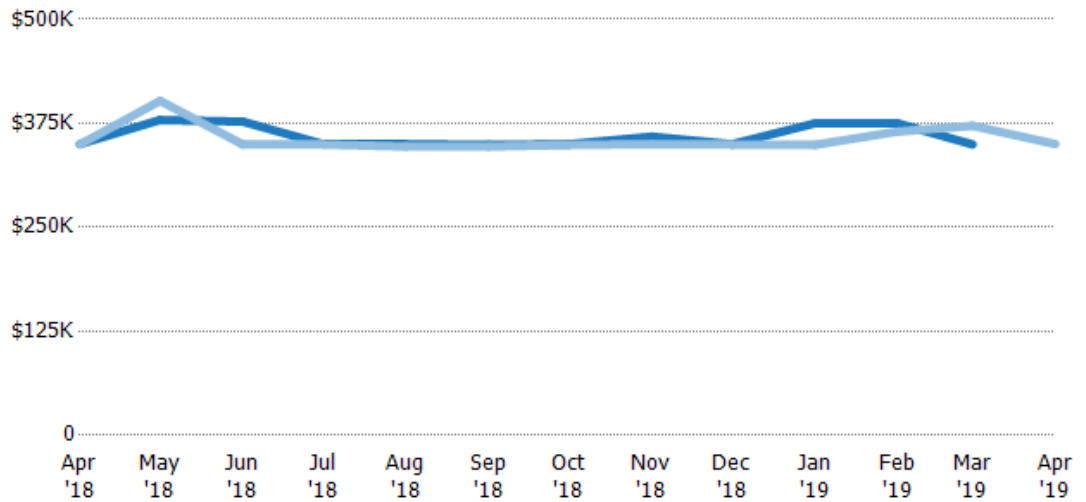
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$431K	\$429K	\$441K	\$427K	\$459K	\$459K	\$466K	\$477K	\$464K	\$481K	\$480K	\$484K	-
Prior Year	\$477K	\$501K	\$447K	\$444K	\$440K	\$418K	\$431K	\$447K	\$432K	\$437K	\$436K	\$429K	\$431K
Percent Change from Prior Year	-10%	-14%	-1%	-4%	4%	10%	8%	7%	7%	10%	10%	13%	-100%

## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

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



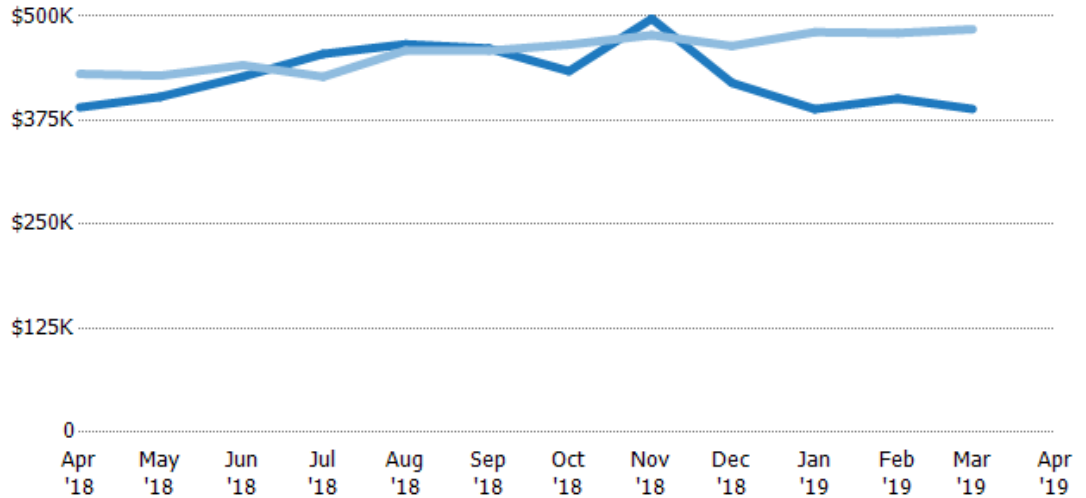
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$350K	\$379K	\$377K	\$350K	\$350K	\$349K	\$350K	\$359K	\$350K	\$375K	\$375K	\$350K	-
Prior Year	\$349K	\$402K	\$349K	\$349K	\$347K	\$347K	\$349K	\$350K	\$350K	\$349K	\$365K	\$372K	\$350K
Percent Change from Prior Year	0%	-6%	8%	0%	1%	1%	0%	3%	0%	7%	3%	-6%	-100%

## 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



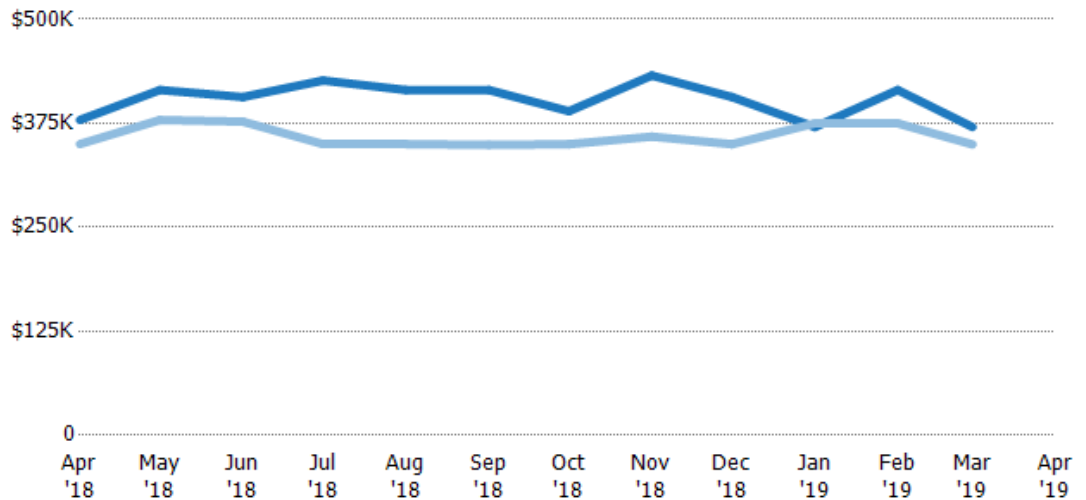
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$391K	\$403K	\$427K	\$455K	\$466K	\$461K	\$434K	\$497K	\$420K	\$388K	\$401K	\$389K	-
Avg Listing Price	\$431K	\$429K	\$441K	\$427K	\$459K	\$459K	\$466K	\$477K	\$464K	\$481K	\$480K	\$484K	-
Avg Listing Price as a % of Avg Est Value	110%	106%	103%	94%	98%	99%	107%	96%	111%	124%	120%	125%	-

## 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

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



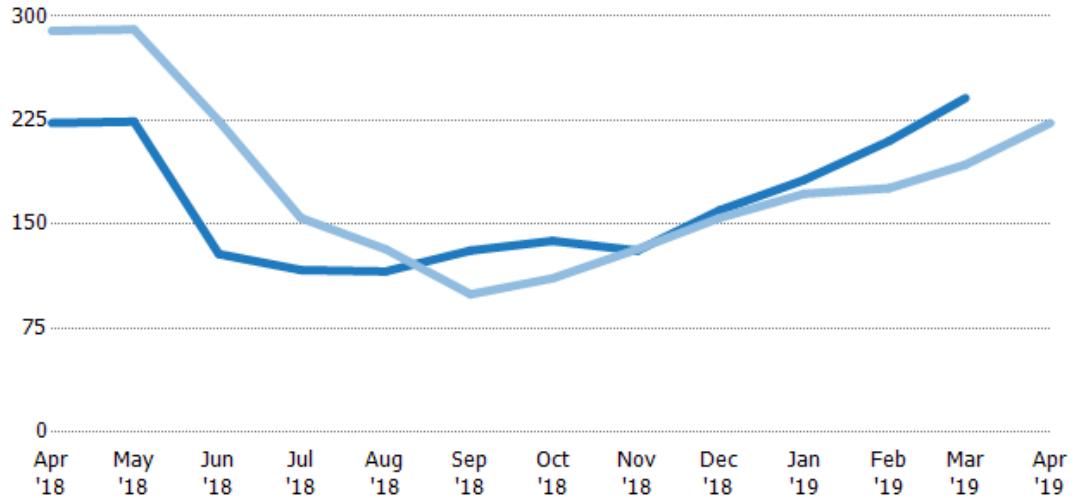
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$379K	\$415K	\$407K	\$426K	\$415K	\$415K	\$390K	\$432K	\$407K	\$370K	\$415K	\$370K	-
Median Listing Price	\$350K	\$379K	\$377K	\$350K	\$350K	\$349K	\$350K	\$359K	\$350K	\$375K	\$375K	\$350K	-
Med Listing Price as a % of Med Est Value	92%	91%	93%	82%	84%	84%	90%	83%	86%	101%	90%	94%	-

## 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.

### Filters Used

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



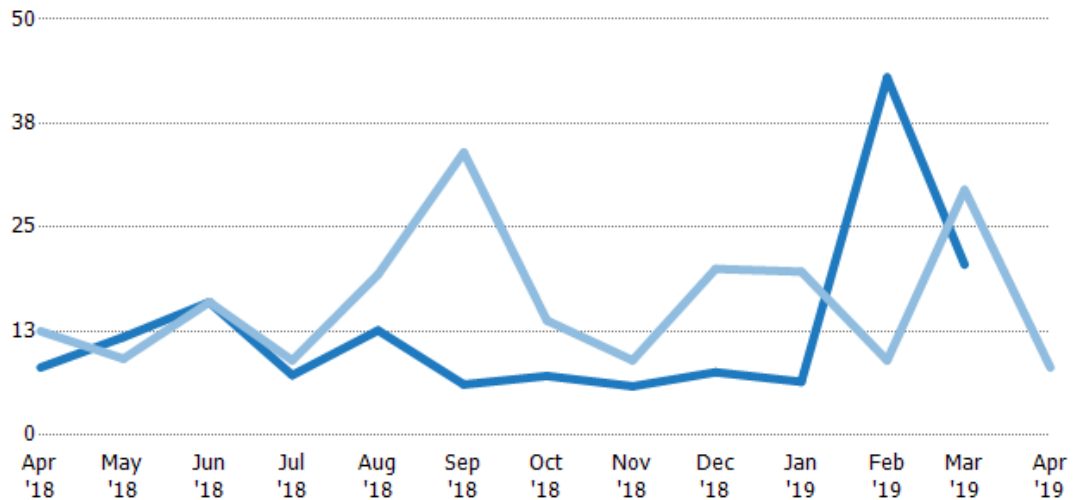
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	223	224	129	117	116	131	138	131	160	182	210	241	-
Prior Year	290	291	225	155	132	100	111	132	155	172	176	193	223
Percent Change from Prior Year	-23%	-23%	-43%	-24%	-12%	32%	24%	-1%	4%	6%	19%	25%	-100%

## Months of Inventory

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



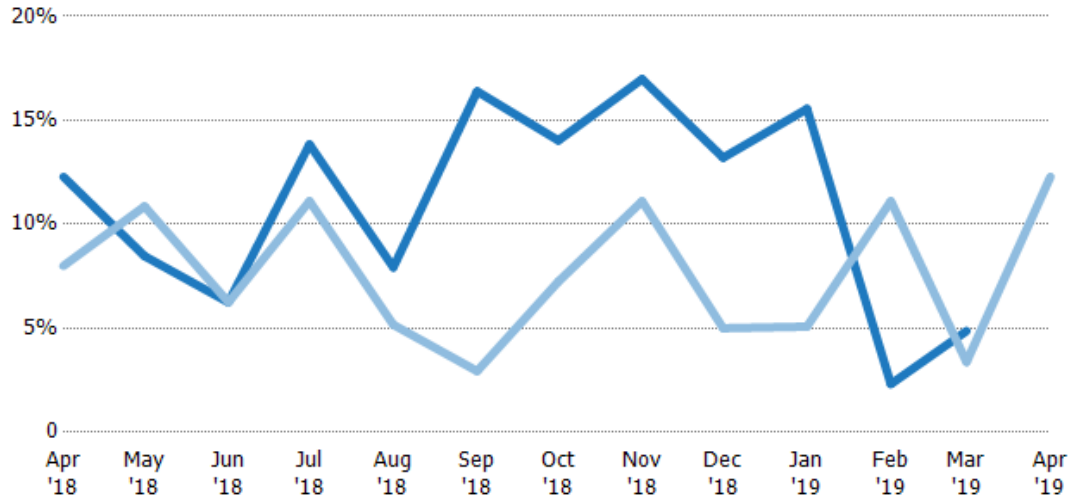
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	8.14	11.8	16	7.22	12.6	6.1	7.13	5.89	7.57	6.43	43	20.5	-
Prior Year	12.5	9.2	16	9	19.3	34	13.8	9	20	19.7	9	29.5	8.14
Percent Change from Prior Year	-35%	28%	0%	-20%	-35%	-82%	-48%	-35%	-62%	-67%	378%	-31%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



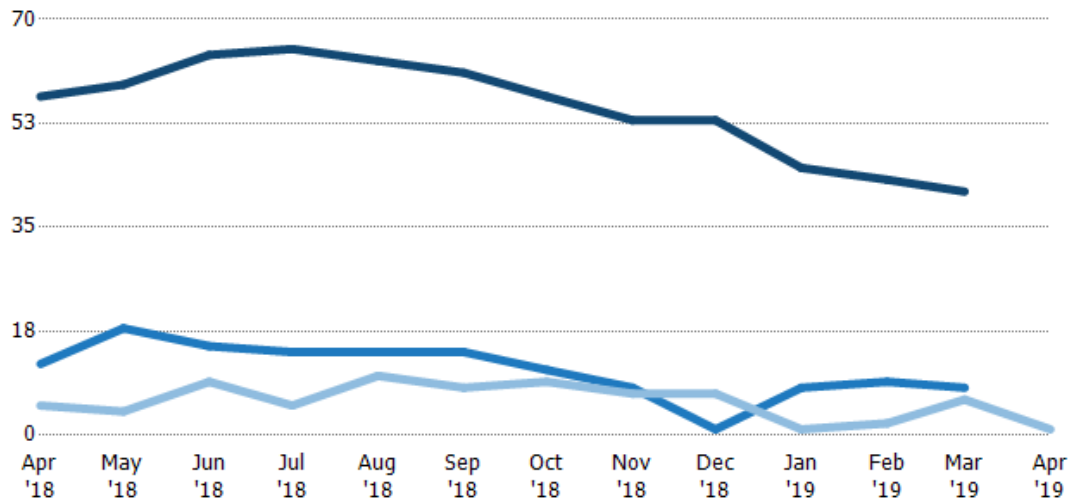
Current Year	12%	8%	6%	14%	8%	16%	14%	17%	13%	16%	2%	5%	-
Prior Year	8%	11%	6%	11%	5%	3%	7%	11%	5%	5%	11%	3%	12%
Change from Prior Year	-4%	2%	0%	-3%	-3%	-13%	-7%	-6%	-8%	-10%	9%	-1%	12%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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



Active	57	59	64	65	63	61	57	53	53	45	43	41	-
Pending	12	18	15	14	14	14	11	8	1	8	9	8	-
Sold	5	4	9	5	10	8	9	7	7	1	2	6	1

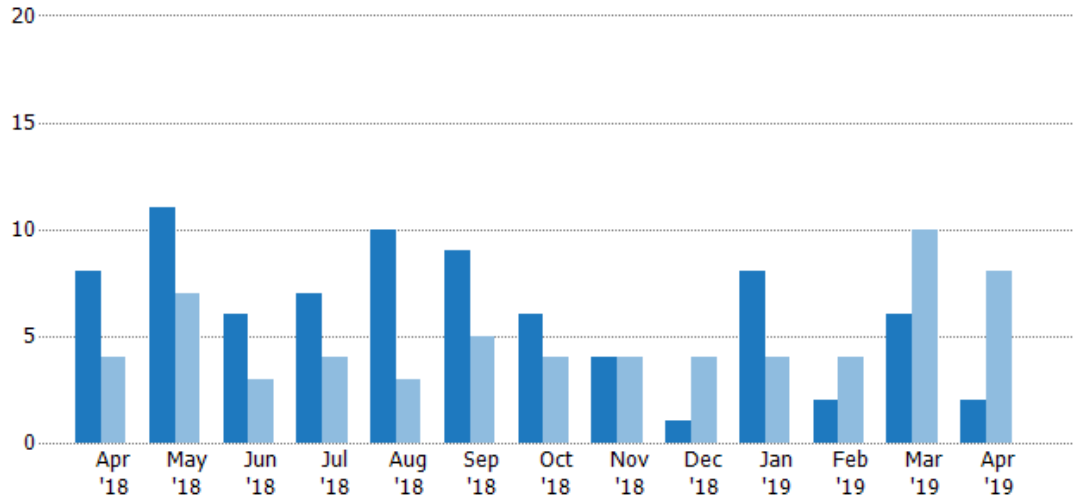
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	2	-75%
Apr '18	8	100%
Apr '17	4	-50%



Current Year	8	11	6	7	10	9	6	4	1	8	2	6	2
Prior Year	4	7	3	4	3	5	4	4	4	4	4	10	8
Percent Change from Prior Year	100%	57%	100%	75%	233%	80%	50%	0%	-75%	100%	-50%	-40%	-75%

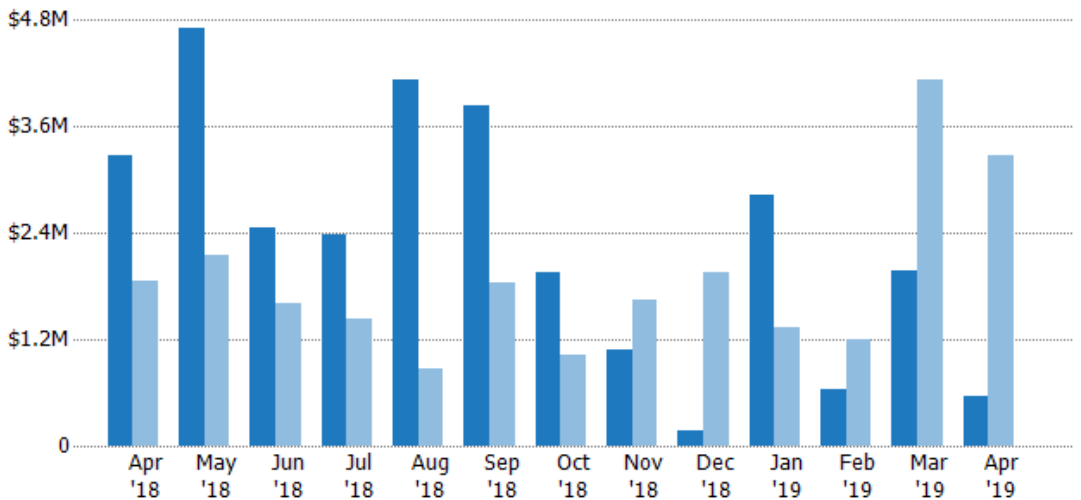
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Apr '19	\$553K	-83.1%
Apr '18	\$3.28M	77.4%
Apr '17	\$1.85M	-30.8%



Current Year	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$1.08M	\$180K	\$2.84M	\$644K	\$1.97M	\$553K
Prior Year	\$1.85M	\$2.15M	\$1.62M	\$1.43M	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.13M	\$3.28M
Percent Change from Prior Year	77%	119%	53%	67%	371%	108%	92%	-35%	-91%	112%	-46%	-52%	-83%

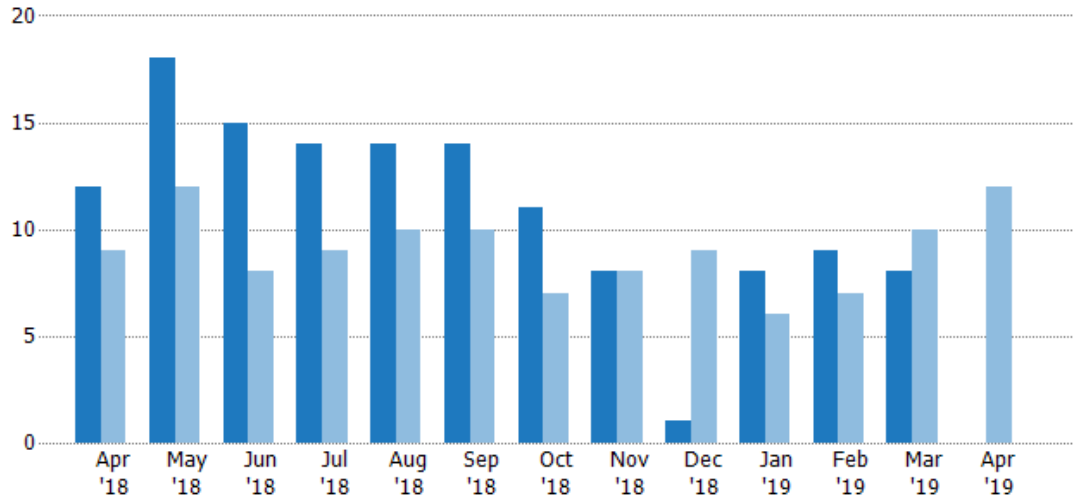


## Pending Sales

The number of residential 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



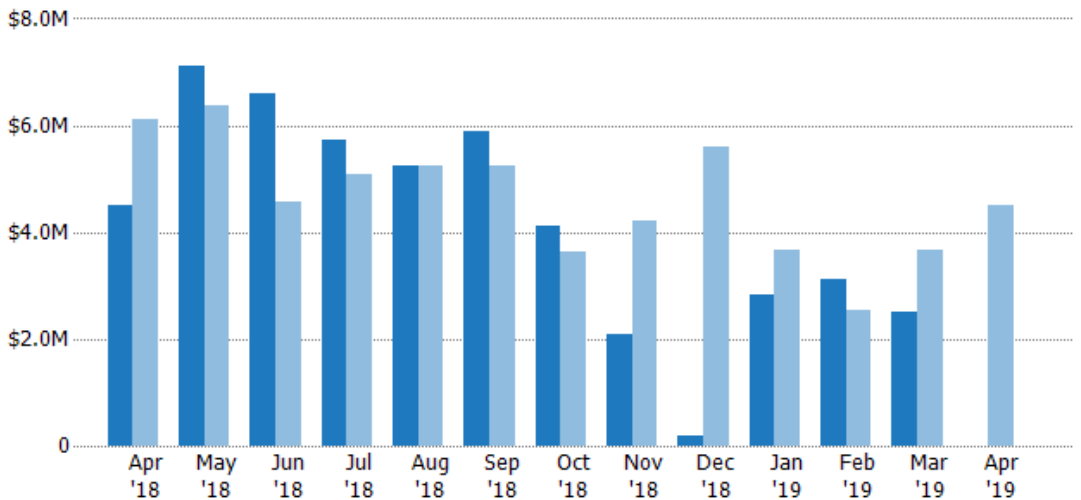
Current Year	12	18	15	14	14	14	11	8	1	8	9	8	-
Prior Year	9	12	8	9	10	10	7	8	9	6	7	10	12
Percent Change from Prior Year	33%	50%	88%	56%	40%	40%	57%	0%	-89%	33%	29%	-20%	-100%

## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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



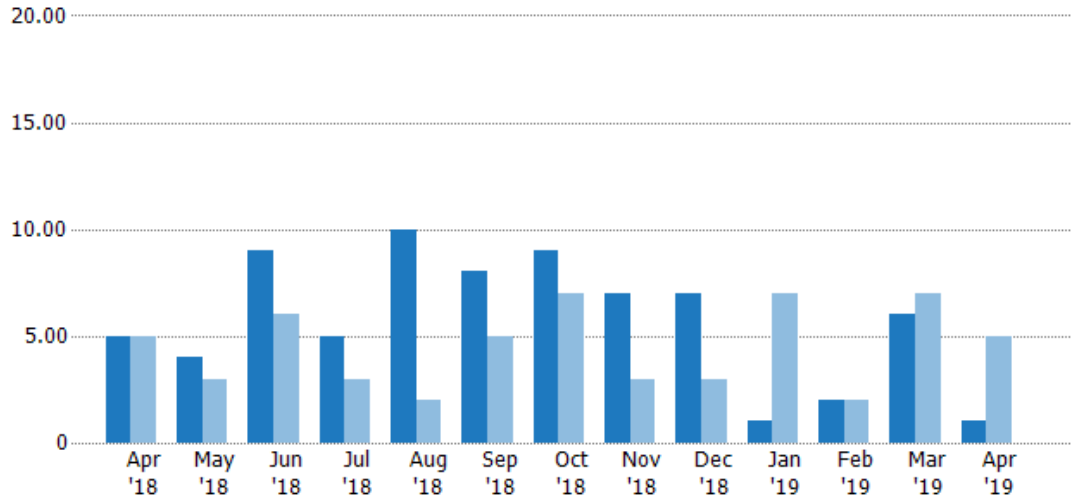
Current Year	\$4.5M	\$7.12M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$2.84M	\$3.13M	\$2.52M	-
Prior Year	\$6.11M	\$6.37M	\$4.57M	\$5.08M	\$5.25M	\$5.25M	\$3.63M	\$4.22M	\$5.61M	\$3.66M	\$2.53M	\$3.66M	\$4.5M
Percent Change from Prior Year	-26%	12%	44%	13%	0%	12%	13%	-51%	-97%	-22%	24%	-31%	-100%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



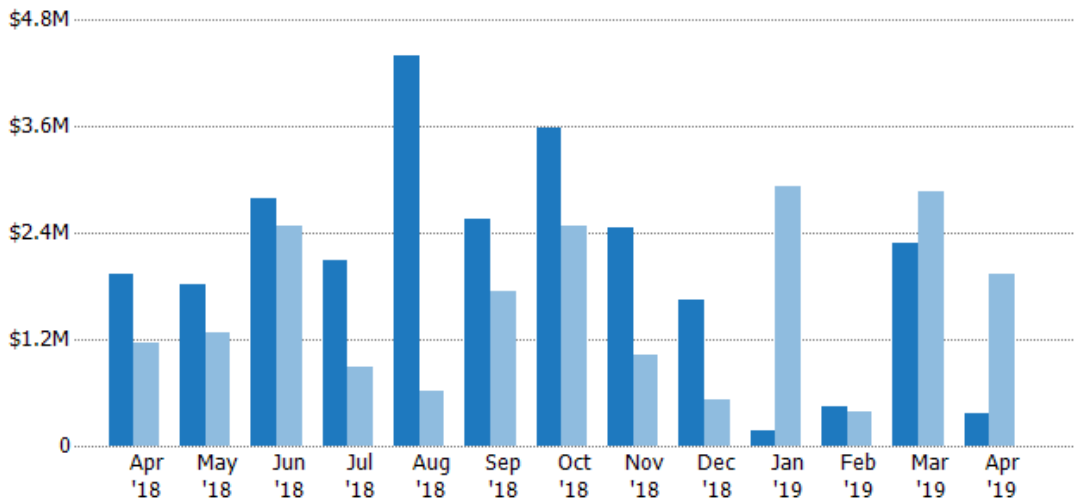
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	5	4	9	5	10	8	9	7	7	1	2	6	1
Prior Year	5	3	6	3	2	5	7	3	3	7	2	7	5
Percent Change from Prior Year	0%	33%	50%	67%	400%	60%	29%	133%	133%	-86%	0%	-14%	-80%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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



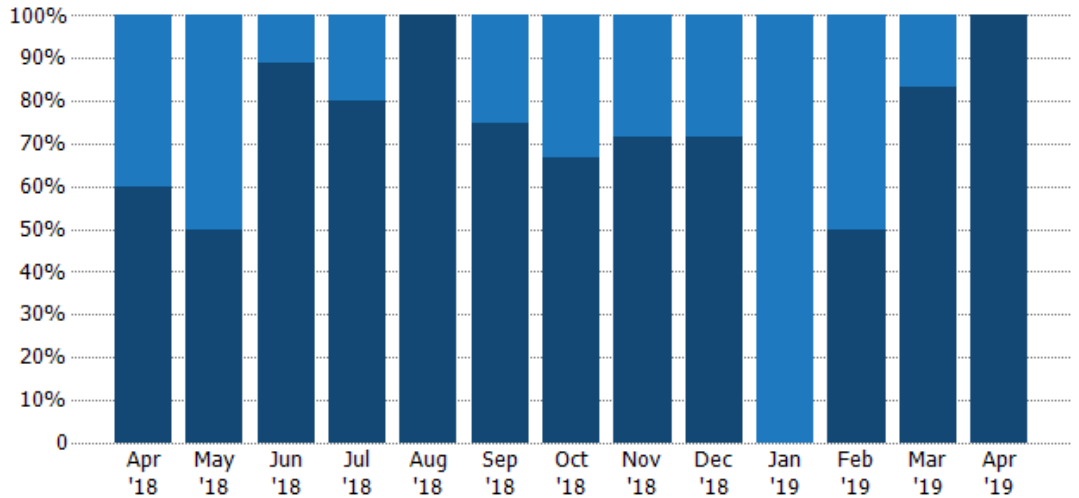
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$1.95M	\$1.81M	\$2.79M	\$2.09M	\$4.4M	\$2.55M	\$3.58M	\$2.46M	\$1.65M	\$173K	\$437K	\$2.29M	\$368K
Prior Year	\$1.16M	\$1.28M	\$2.49M	\$898K	\$618K	\$1.74M	\$2.47M	\$1.02M	\$520K	\$2.92M	\$383K	\$2.87M	\$1.95M
Percent Change from Prior Year	68%	41%	12%	132%	611%	47%	45%	142%	218%	-94%	14%	-20%	-81%

## Closed Sales by Property Type

The percentage of residential 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



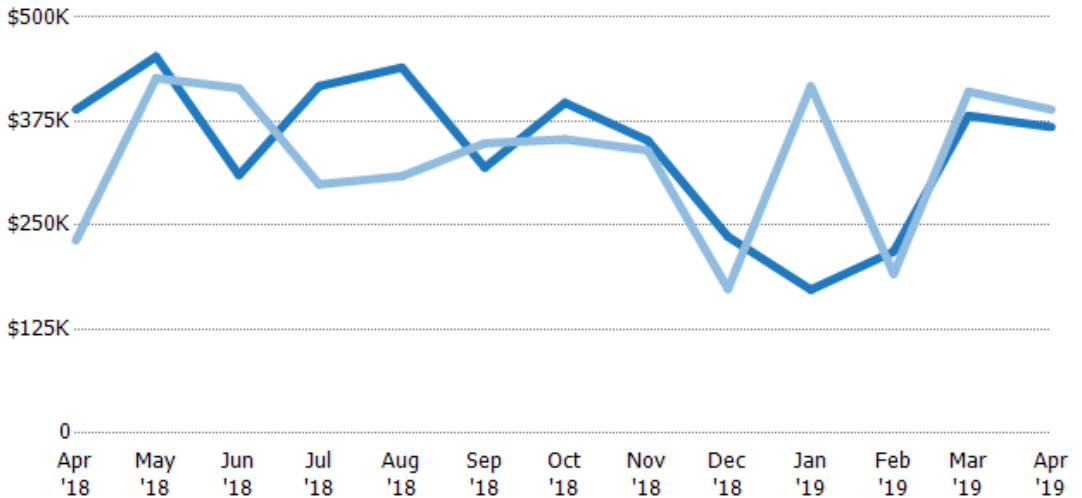
Condo/Townhouse	40%	50%	11%	20%	-	25%	33%	29%	29%	100%	50%	17%	-
Single Family Residence	60%	50%	89%	80%	100%	75%	67%	71%	71%	-	50%	83%	100%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

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



Current Year	\$389K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K	\$219K	\$382K	\$368K
Prior Year	\$232K	\$427K	\$415K	\$299K	\$309K	\$349K	\$353K	\$340K	\$173K	\$417K	\$192K	\$411K	\$389K
Percent Change from Prior Year	68%	6%	-25%	39%	42%	-8%	12%	4%	36%	-59%	14%	-7%	-5%

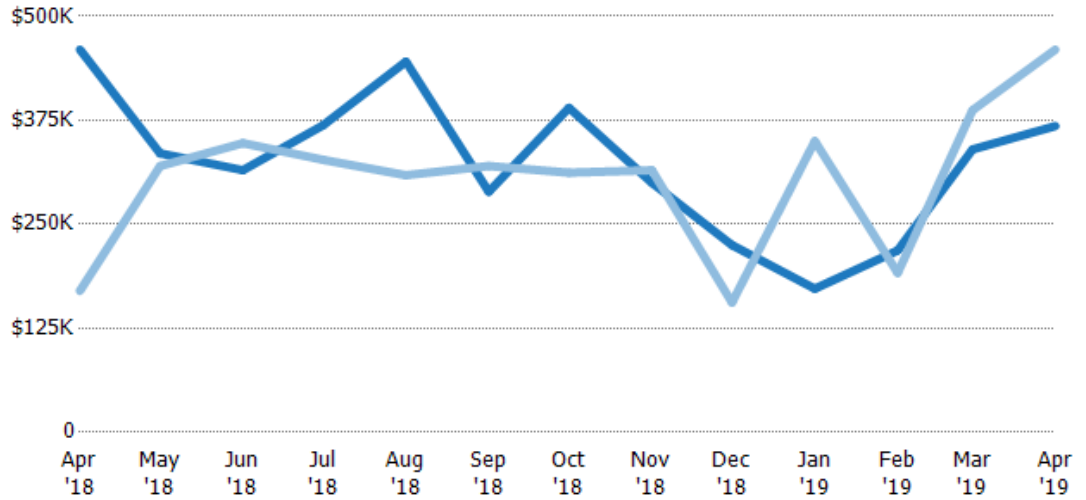
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '19	\$368K	-20%
Apr '18	\$460K	170.6%
Apr '17	\$170K	0%



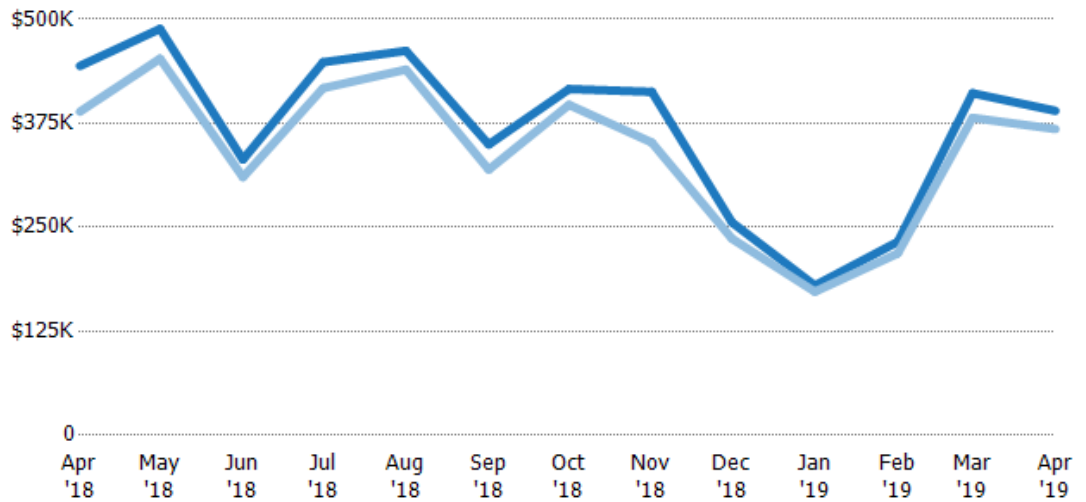
Current Year	\$460K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K	\$219K	\$340K	\$368K
Prior Year	\$170K	\$320K	\$348K	\$328K	\$309K	\$320K	\$312K	\$315K	\$156K	\$350K	\$192K	\$387K	\$460K
Percent Change from Prior Year	171%	5%	-9%	13%	44%	-10%	25%	-5%	44%	-51%	14%	-12%	-20%

## 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



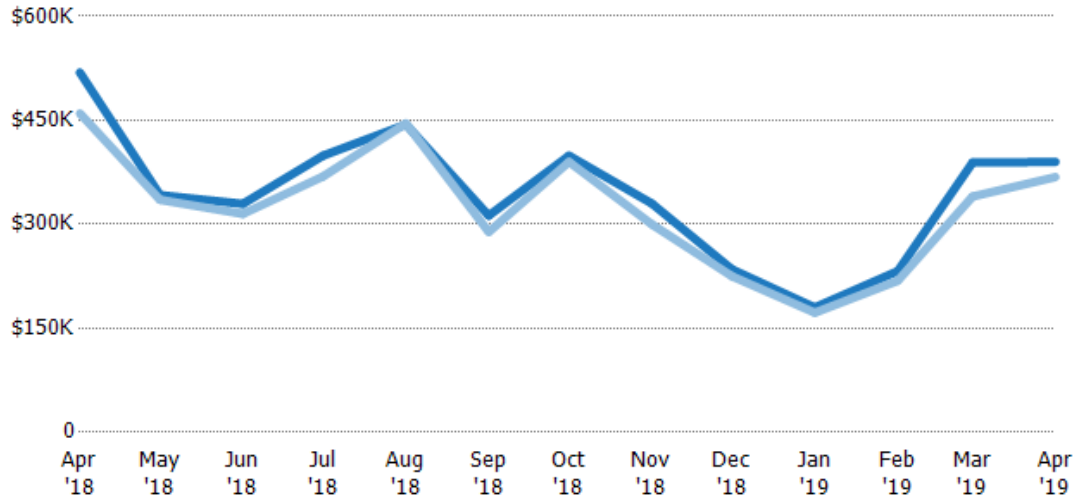
Avg List Price	\$444K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K	\$232K	\$411K	\$390K
Avg Sales Price	\$389K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K	\$219K	\$382K	\$368K
Avg Sales Price as a % of Avg List Price	88%	93%	94%	93%	95%	91%	95%	85%	92%	96%	94%	93%	94%

## 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



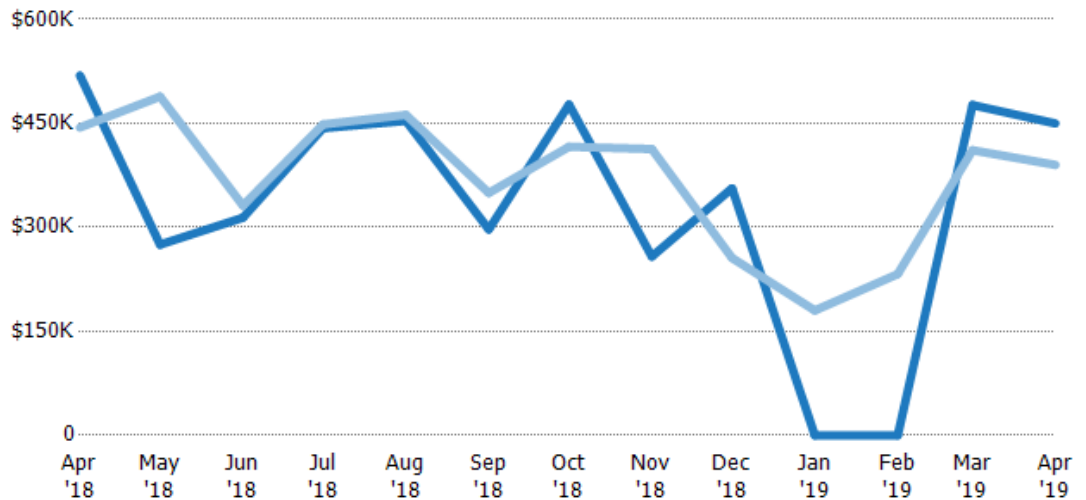
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$519K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K	\$232K	\$389K	\$390K
Median Sales Price	\$460K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K	\$219K	\$340K	\$368K
Med Sales Price as a % of Med List Price	89%	98%	96%	92%	100%	92%	98%	91%	96%	96%	94%	87%	94%

## 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

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



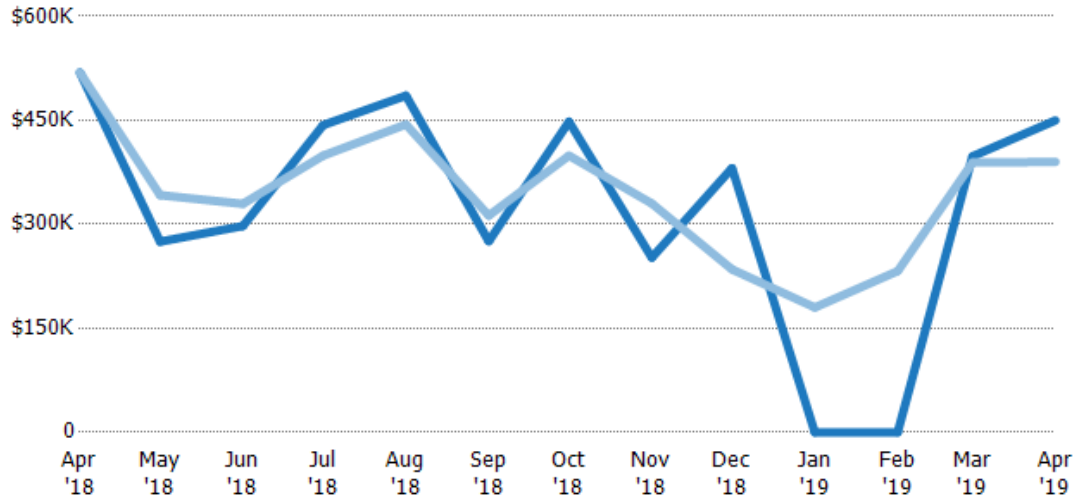
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$519K	\$275K	\$314K	\$443K	\$454K	\$297K	\$477K	\$258K	\$356K	\$0	\$0	\$476K	\$450K
Avg Sales Price	\$444K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K	\$232K	\$411K	\$390K
Avg Sales Price as a % of Avg Est Value	86%	178%	106%	101%	102%	118%	87%	160%	72%	100%	100%	86%	87%

## 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

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



Median Est Value	\$519K	\$275K	\$298K	\$443K	\$486K	\$276K	\$448K	\$252K	\$381K	\$0	\$0	\$398K	\$450K
Median Sales Price	\$519K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K	\$232K	\$389K	\$390K
Med Sales Price as a % of Med Est Value	100%	124%	111%	90%	91%	113%	89%	131%	62%	100%	100%	98%	87%