

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	14	-57.1%	28	45	-37.8%
New Listing Volume	\$3,332,000	\$5,729,900	-41.8%	\$12,173,800	\$16,574,400	-26.6%
Active Listing Count	43	58	-25.9%	N/A	N/A	
Active Listing Volume	\$20,341,800	\$24,635,200	-17.4%	N/A	N/A	
Average Listing Price	\$473,065	\$424,745	+11.4%	\$468,664	\$428,962	+9.3%
Median Listing Price	\$375,000	\$384,500	-2.5%	\$364,754	\$367,747	-0.8%
Median Days in RPR	203	230	-11.7%	218.47	198.86	+9.9%
Months of Inventory	21.5	11.6	+85.3%	8.9	15.4	-42.2%
Absorption Rate	4.65%	8.62%	-4%	11.26%	6.51%	+4.8%
Sales Activity Charts Metrics						
New Pending Sales Count	9	11	-18.2%	30	37	-18.9%
New Pending Sales Volume	\$6,867,900	\$4,707,900	+45.9%	\$14,982,500	\$14,652,900	+2.2%
Pending Sales Count	9	18	-50%	N/A	N/A	
Pending Sales Volume	\$4,611,900	\$7,118,400	-35.2%	N/A	N/A	
Closed Sales Count	7	4	+75%	18	25	-28%
Closed Sales Volume	\$2,028,500	\$1,810,500	+12%	\$5,475,400	\$9,932,050	-44.9%
Average Sales Price	\$289,786	\$452,625	-36%	\$304,189	\$397,282	-23.4%
Median Sales Price	\$292,000	\$335,250	-12.9%	\$291,194	\$367,320	-20.7%

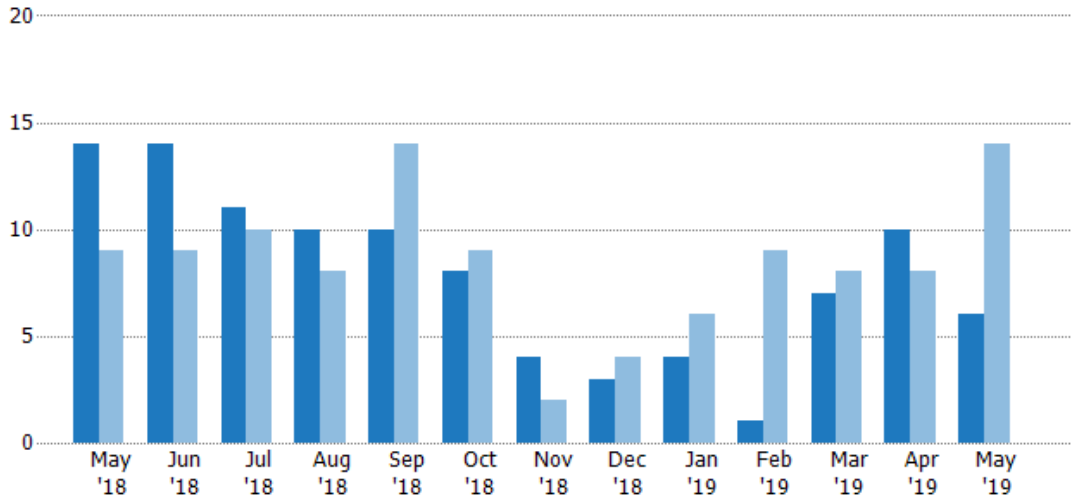
New Listings

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.
May '19	6	-57.1%
May '18	14	55.6%
May '17	9	55.6%



Current Year	14	14	11	10	10	8	4	3	4	1	7	10	6
Prior Year	9	9	10	8	14	9	2	4	6	9	8	8	14
Percent Change from Prior Year	56%	56%	10%	25%	-29%	-11%	100%	-25%	-33%	-89%	-13%	25%	-57%

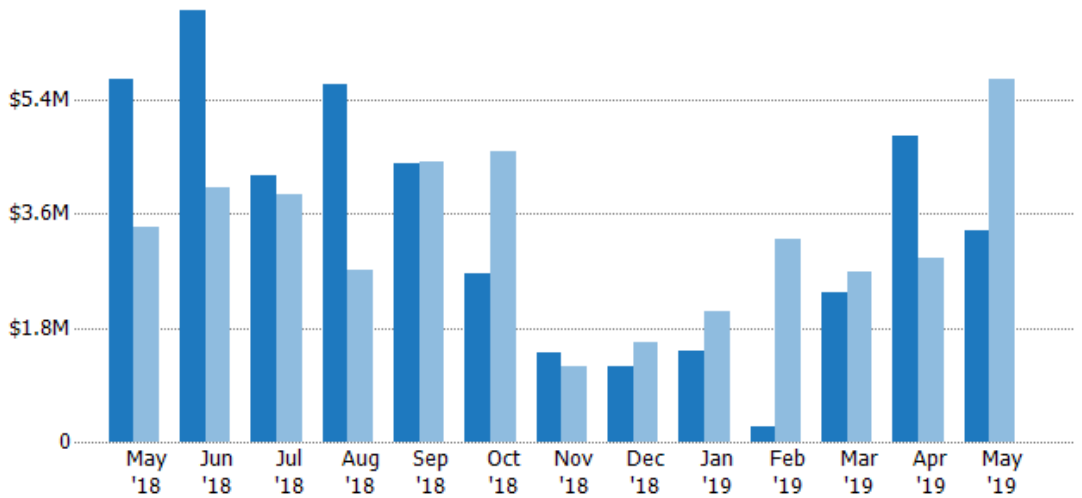
New Listing Volume

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.
May '19	\$3.33M	-41.8%
May '18	\$5.73M	69.1%
May '17	\$3.39M	34.7%



Current Year	\$5.73M	\$6.82M	\$4.21M	\$5.65M	\$4.39M	\$2.66M	\$1.42M	\$1.18M	\$1.43M	\$237K	\$2.36M	\$4.81M	\$3.33M
Prior Year	\$3.39M	\$4.02M	\$3.91M	\$2.72M	\$4.42M	\$4.58M	\$1.18M	\$1.57M	\$2.05M	\$3.21M	\$2.68M	\$2.9M	\$5.73M
Percent Change from Prior Year	69%	69%	8%	108%	-1%	-42%	20%	-25%	-31%	-93%	-12%	66%	-42%

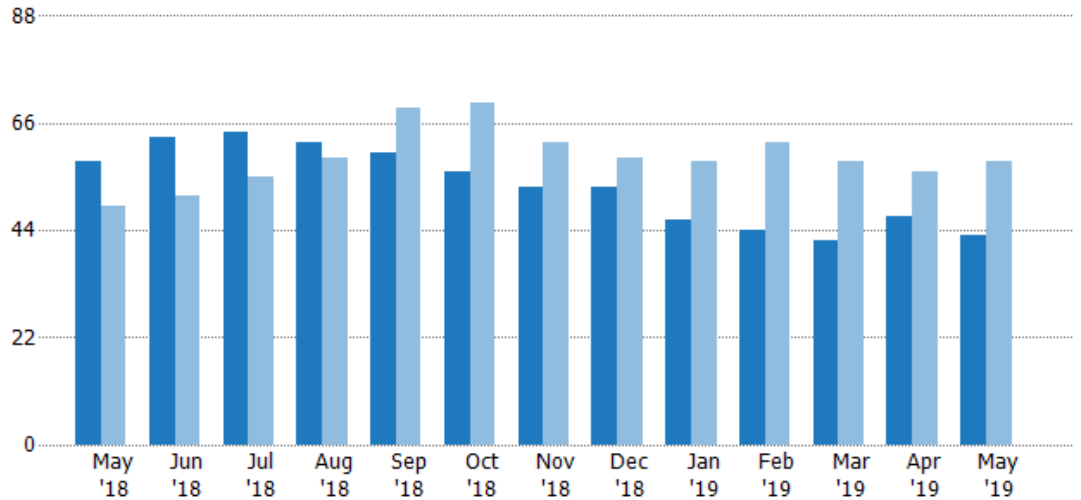
Active Listings

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

Month/ Year	Count	% Chg.
May '19	43	-25.9%
May '18	58	18.4%
May '17	49	79.6%



Current Year	58	63	64	62	60	56	53	53	46	44	42	47	43
Prior Year	49	51	55	59	69	70	62	59	58	62	58	56	58
Percent Change from Prior Year	18%	24%	16%	5%	-13%	-20%	-15%	-10%	-21%	-29%	-28%	-16%	-26%

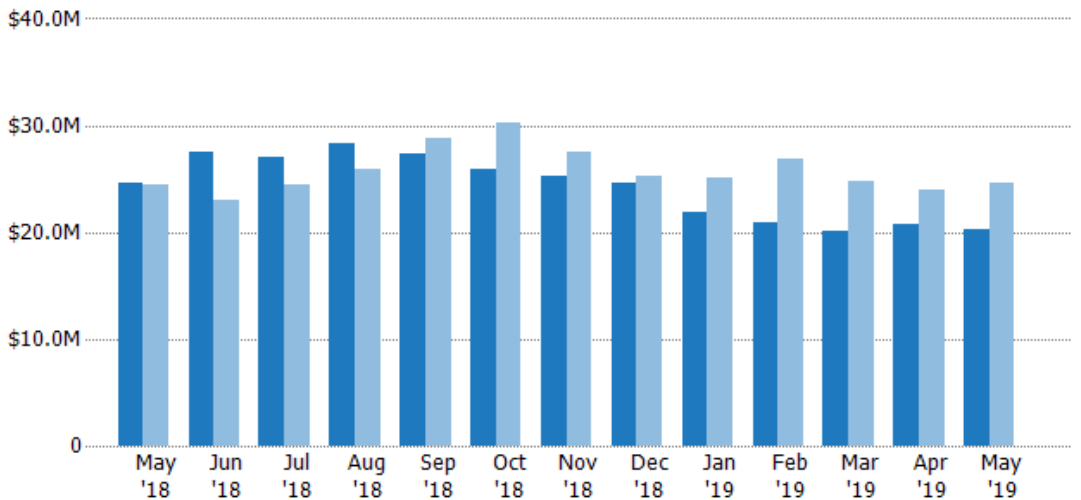
Active Listing Volume

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

Month/ Year	Volume	% Chg.
May '19	\$20.3M	-17.4%
May '18	\$24.6M	0.5%
May '17	\$24.5M	63.1%



Current Year	\$24.6M	\$27.6M	\$27.1M	\$28.2M	\$27.3M	\$25.8M	\$25.3M	\$24.6M	\$21.9M	\$20.9M	\$20.1M	\$20.8M	\$20.3M
Prior Year	\$24.5M	\$23M	\$24.4M	\$25.9M	\$28.8M	\$30.2M	\$27.6M	\$25.3M	\$25.2M	\$26.9M	\$24.7M	\$23.9M	\$24.6M
Percent Change from Prior Year	1%	20%	11%	9%	-5%	-14%	-8%	-3%	-13%	-22%	-19%	-13%	-17%

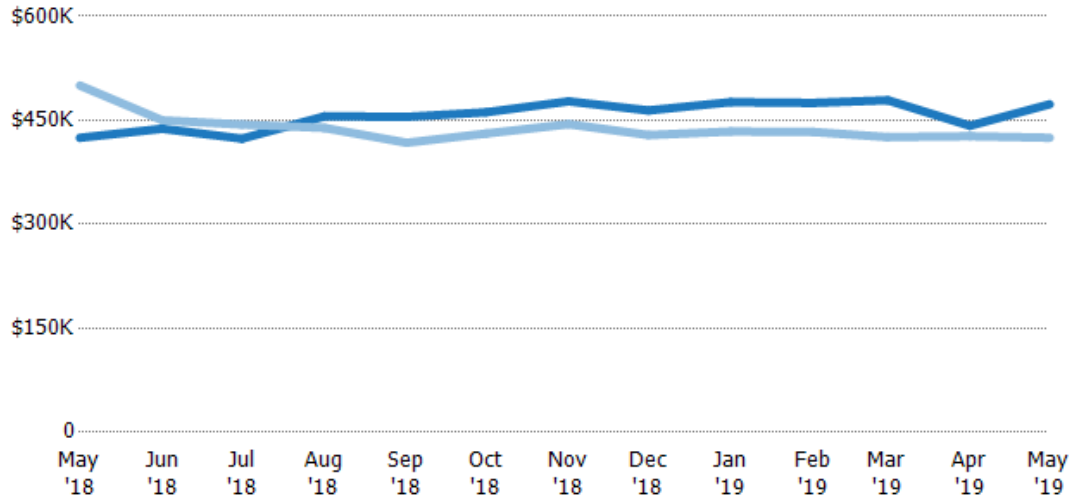
Average Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$473K	11.4%
May '18	\$425K	-15.1%
May '17	\$500K	-9.2%



Current Year	\$425K	\$438K	\$423K	\$456K	\$455K	\$462K	\$477K	\$464K	\$476K	\$475K	\$479K	\$442K	\$473K
Prior Year	\$500K	\$450K	\$444K	\$439K	\$418K	\$431K	\$444K	\$429K	\$434K	\$433K	\$426K	\$427K	\$425K
Percent Change from Prior Year	-15%	-3%	-5%	4%	9%	7%	7%	8%	10%	10%	12%	4%	11%

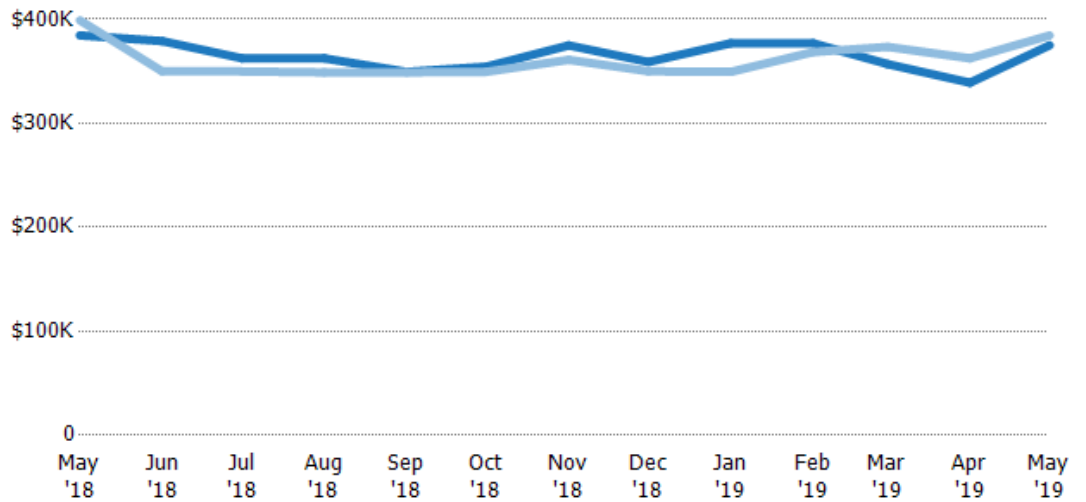
Median Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$375K	-2.5%
May '18	\$385K	-3.6%
May '17	\$399K	-13.2%



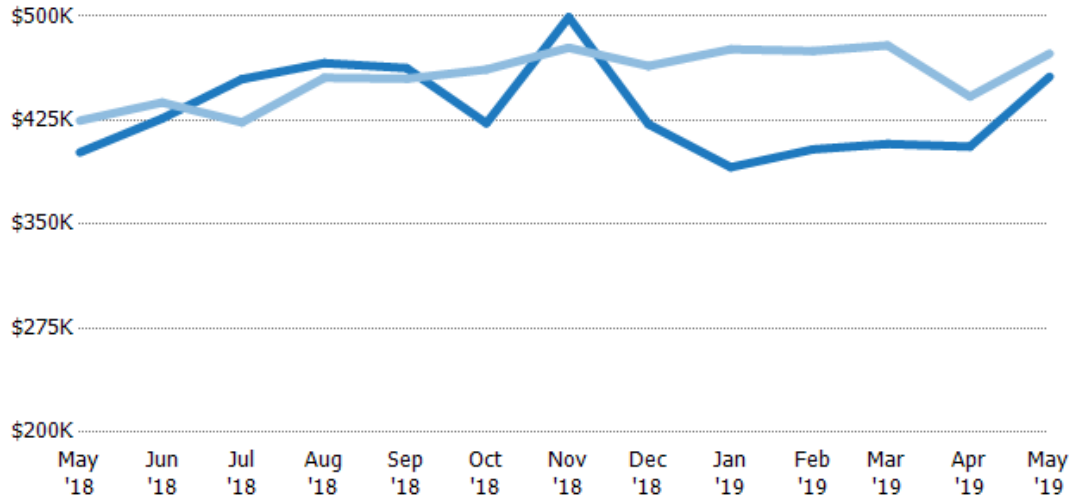
Current Year	\$385K	\$379K	\$363K	\$362K	\$349K	\$354K	\$375K	\$359K	\$377K	\$377K	\$357K	\$339K	\$375K
Prior Year	\$399K	\$350K	\$350K	\$349K	\$349K	\$350K	\$361K	\$350K	\$350K	\$369K	\$374K	\$363K	\$385K
Percent Change from Prior Year	-4%	8%	4%	4%	0%	1%	4%	3%	8%	2%	-4%	-6%	-2%

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



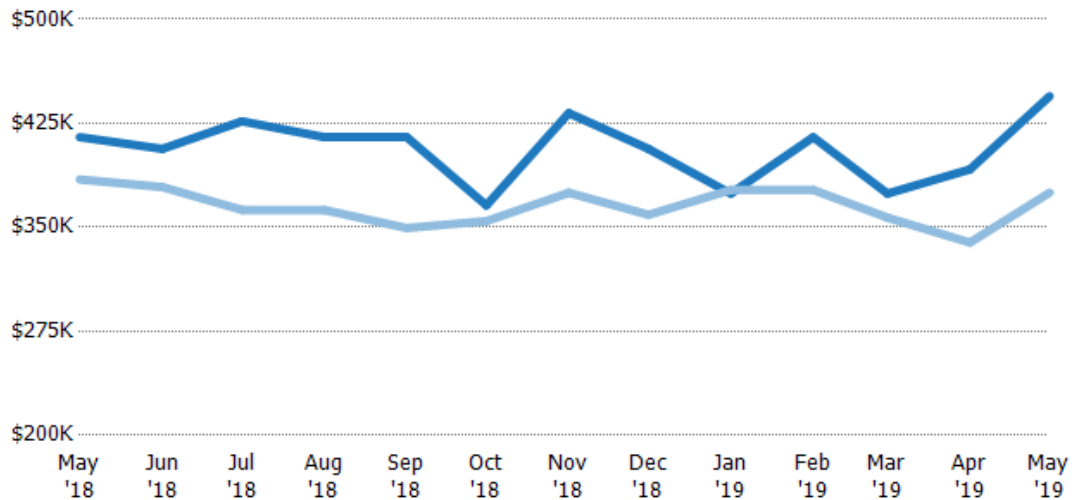
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$402K	\$426K	\$455K	\$466K	\$463K	\$423K	\$499K	\$422K	\$391K	\$404K	\$408K	\$406K	\$456K
Avg Listing Price	\$425K	\$438K	\$423K	\$456K	\$455K	\$462K	\$477K	\$464K	\$476K	\$475K	\$479K	\$442K	\$473K
Avg Listing Price as a % of Avg Est Value	106%	103%	93%	98%	98%	109%	96%	110%	122%	118%	117%	109%	104%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$415K	\$407K	\$426K	\$415K	\$415K	\$366K	\$432K	\$407K	\$374K	\$415K	\$374K	\$392K	\$445K
Median Listing Price	\$385K	\$379K	\$363K	\$362K	\$349K	\$354K	\$375K	\$359K	\$377K	\$377K	\$357K	\$339K	\$375K
Med Listing Price as a % of Med Est Value	93%	93%	85%	87%	84%	97%	87%	88%	101%	91%	95%	87%	84%

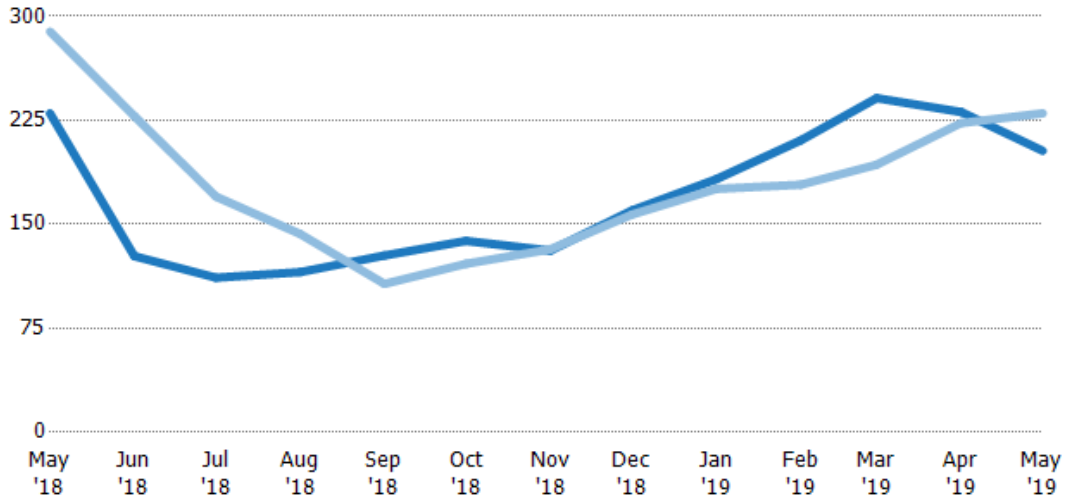
Median Days in RPR

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

Month/ Year	Days	% Chg.
May '19	203	-11.7%
May '18	230	-20.4%
May '17	289	2.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	230	127	112	116	128	138	131	160	183	211	241	231	203
Prior Year	289	228	170	143	107	122	132	157	176	179	193	223	230
Percent Change from Prior Year	-20%	-44%	-34%	-19%	19%	14%	-1%	2%	4%	18%	25%	4%	-12%

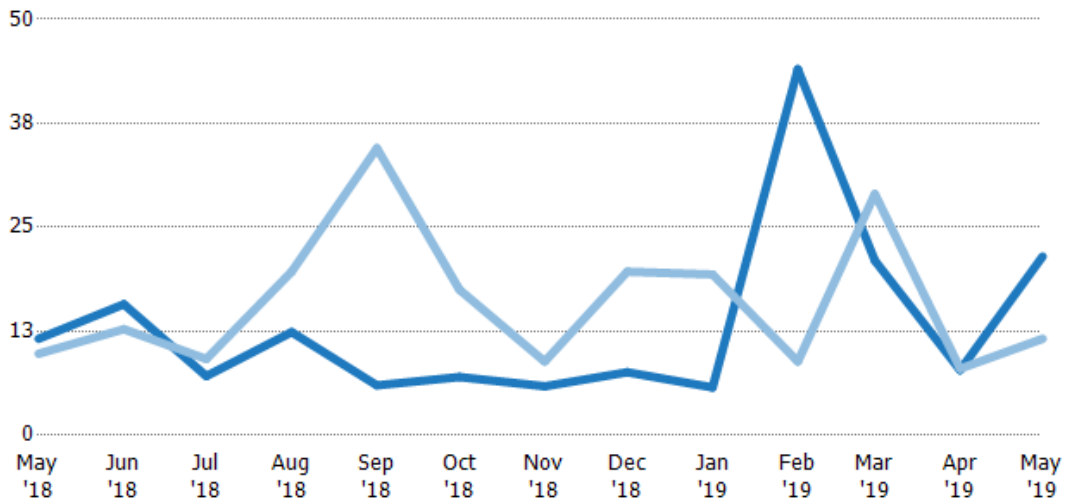
Months of Inventory

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

Month/ Year	Months	% Chg.
May '19	21.5	85.3%
May '18	11.6	18.4%
May '17	9.8	199.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	11.6	15.8	7.11	12.4	6	7	5.89	7.57	5.75	44	21	7.83	21.5
Prior Year	9.8	12.8	9.17	19.7	34.5	17.5	8.86	19.7	19.3	8.86	29	8	11.6
Percent Change from Prior Year	18%	24%	-22%	-37%	-83%	-60%	-34%	-62%	-70%	397%	-28%	-2%	85%

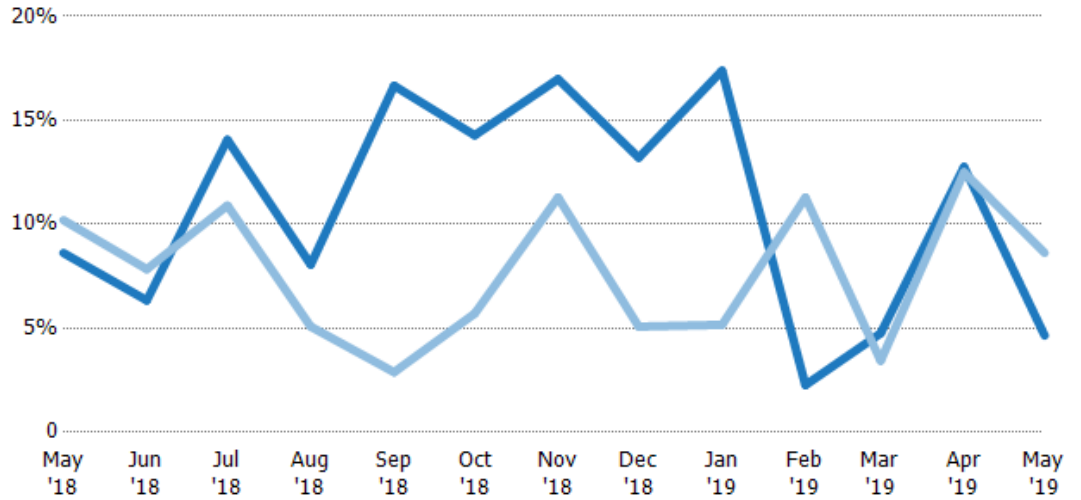
Absorption Rate

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

Month/ Year	Rate	Chg.
May '19	5%	4%
May '18	9%	1.6%
May '17	10%	-66.7%



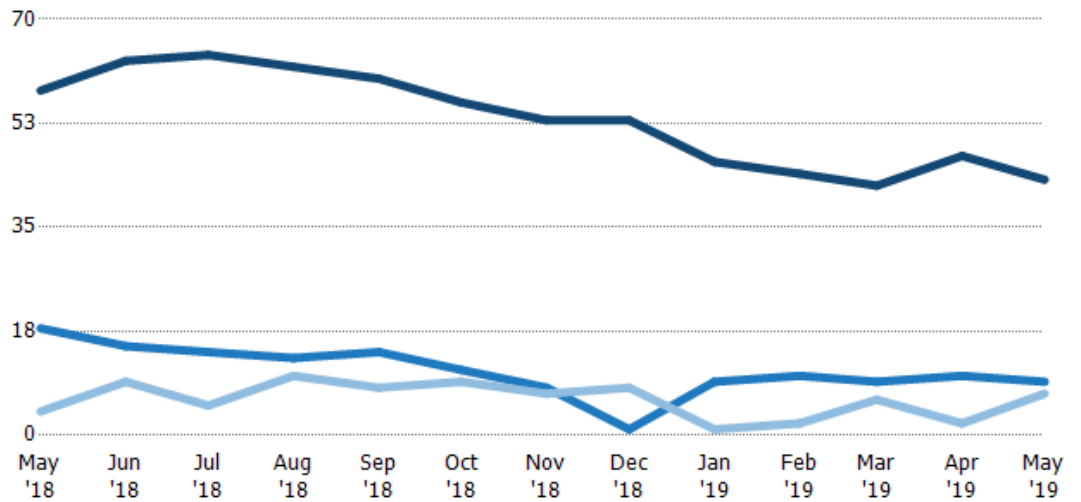
Current Year	9%	6%	14%	8%	17%	14%	17%	13%	17%	2%	5%	13%	5%
Prior Year	10%	8%	11%	5%	3%	6%	11%	5%	5%	11%	3%	13%	9%
Change from Prior Year	2%	2%	-3%	-3%	-14%	-9%	-6%	-8%	-12%	9%	-1%	0%	4%

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	58	63	64	62	60	56	53	53	46	44	42	47	43
Pending	18	15	14	13	14	11	8	1	9	10	9	10	9
Sold	4	9	5	10	8	9	7	8	1	2	6	2	7

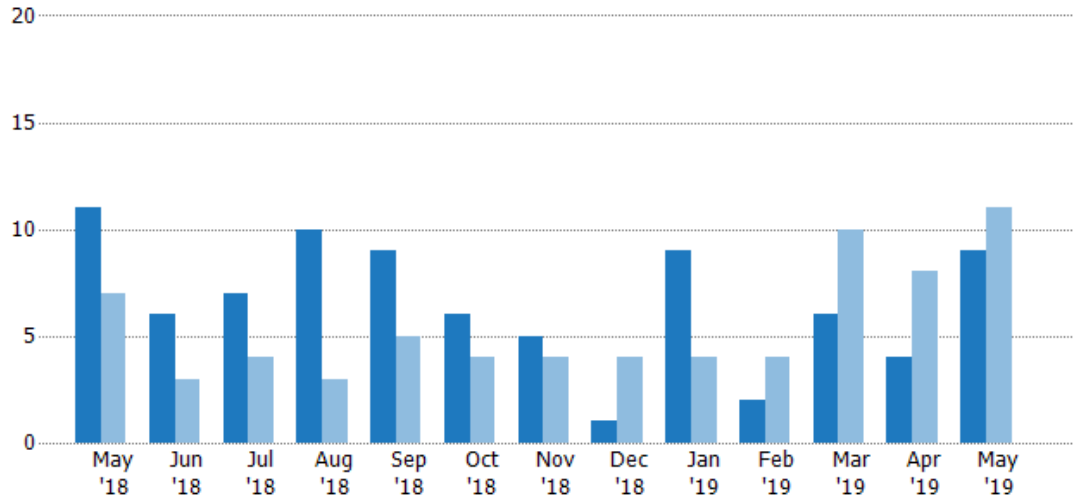
New Pending Sales

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.
May '19	9	-18.2%
May '18	11	57.1%
May '17	7	-57.1%



Current Year	11	6	7	10	9	6	5	1	9	2	6	4	9
Prior Year	7	3	4	3	5	4	4	4	4	4	10	8	11
Percent Change from Prior Year	57%	100%	75%	233%	80%	50%	25%	-75%	125%	-50%	-40%	-50%	-18%

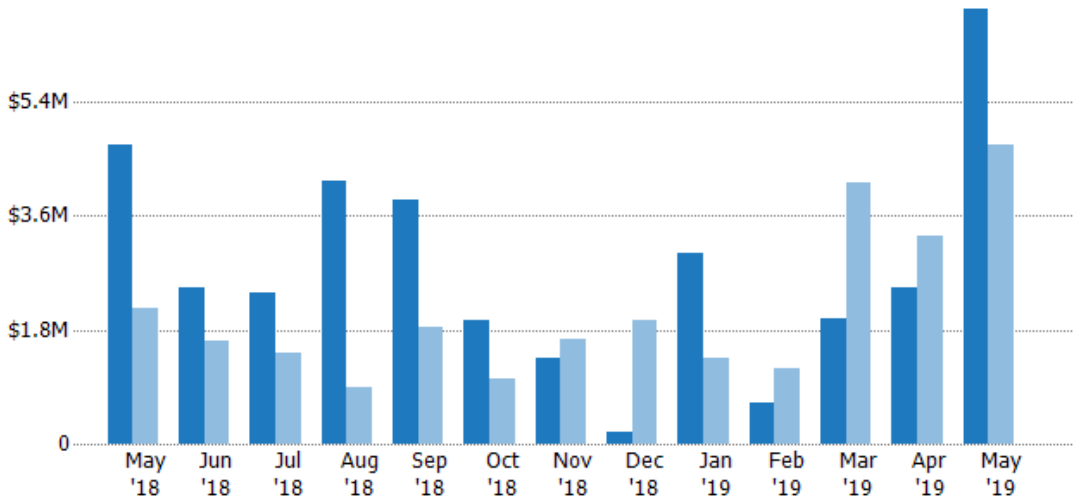
New Pending Sales Volume

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.
May '19	\$6.87M	45.9%
May '18	\$4.71M	118.6%
May '17	\$2.15M	-58.4%



Current Year	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$1.36M	\$180K	\$3.02M	\$644K	\$1.97M	\$2.48M	\$6.87M
Prior Year	\$2.15M	\$1.62M	\$1.43M	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.13M	\$3.28M	\$4.71M
Percent Change from Prior Year	119%	53%	67%	371%	108%	92%	-17%	-91%	125%	-46%	-52%	-24%	46%

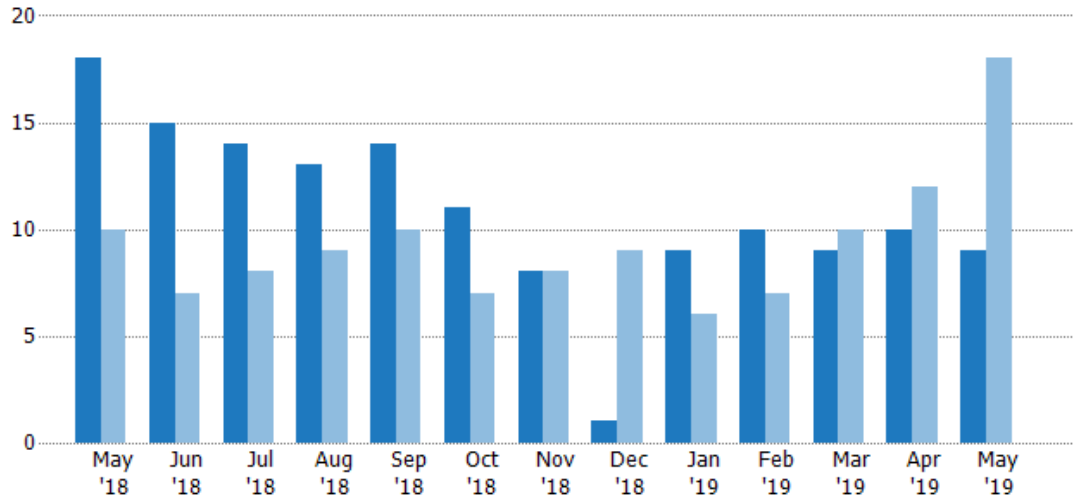
Pending Sales

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

Month/ Year	Count	% Chg.
May '19	9	-50%
May '18	18	80%
May '17	10	-20%



Current Year	18	15	14	13	14	11	8	1	9	10	9	10	9
Prior Year	10	7	8	9	10	7	8	9	6	7	10	12	18
Percent Change from Prior Year	80%	114%	75%	44%	40%	57%	0%	-89%	50%	43%	-10%	-17%	-50%

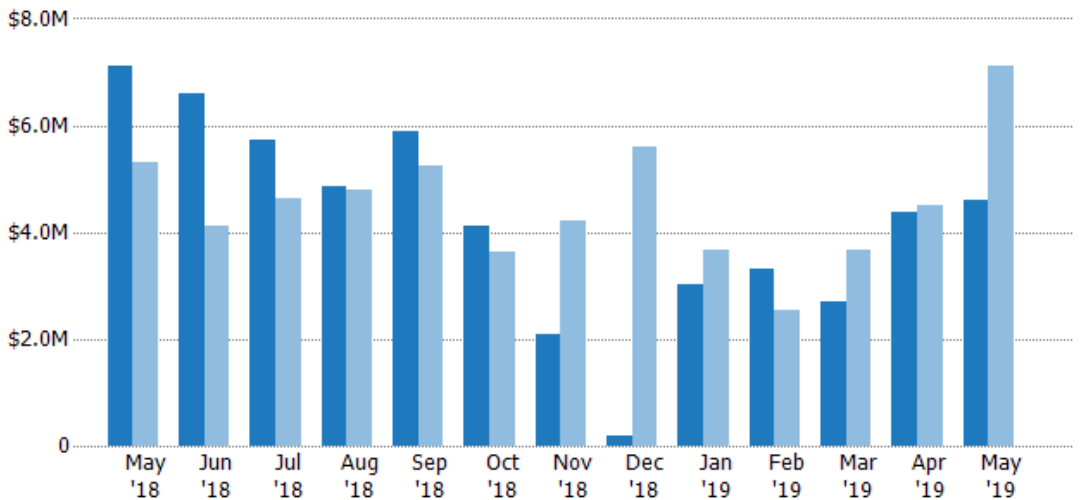
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
May '19	\$4.61M	-35.2%
May '18	\$7.12M	33.9%
May '17	\$5.32M	-49%



Current Year	\$7.12M	\$6.6M	\$5.71M	\$4.85M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.02M	\$3.32M	\$2.71M	\$4.39M	\$4.61M
Prior Year	\$5.32M	\$4.12M	\$4.63M	\$4.8M	\$5.25M	\$3.63M	\$4.22M	\$5.61M	\$3.66M	\$2.53M	\$3.66M	\$4.5M	\$7.12M
Percent Change from Prior Year	34%	60%	23%	1%	12%	13%	-51%	-97%	-17%	31%	-26%	-2%	-35%

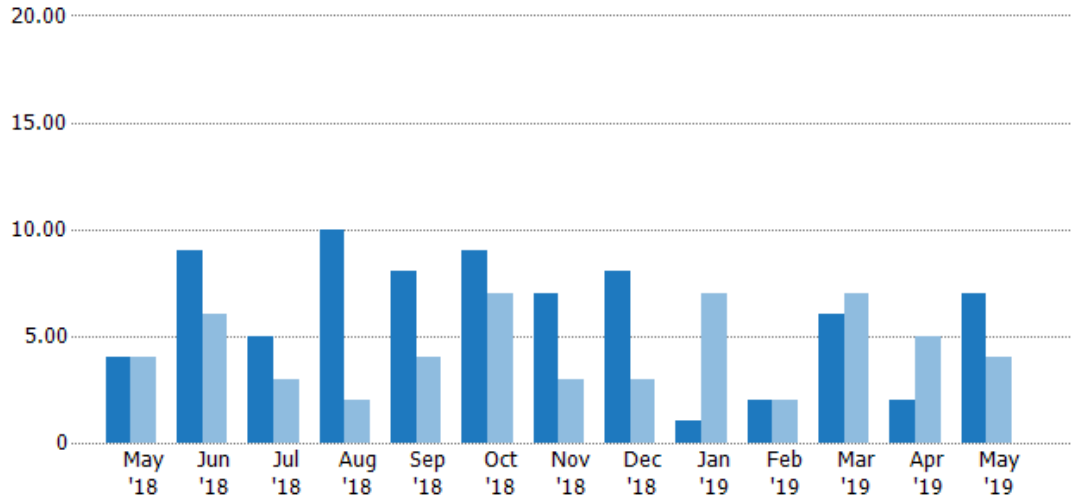
Closed Sales

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

Month/ Year	Count	% Chg.
May '19	7	75%
May '18	4	0%
May '17	4	25%



Current Year	4	9	5	10	8	9	7	8	1	2	6	2	7
Prior Year	4	6	3	2	4	7	3	3	7	2	7	5	4
Percent Change from Prior Year	0%	50%	67%	400%	100%	29%	133%	167%	-86%	0%	-14%	-60%	75%

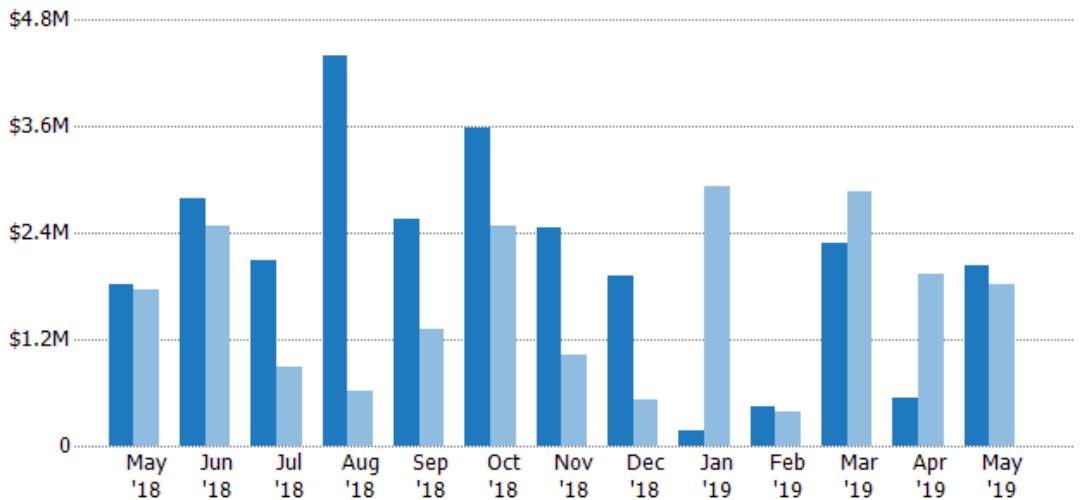
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
May '19	\$2.03M	12%
May '18	\$1.81M	2.4%
May '17	\$1.77M	22.8%



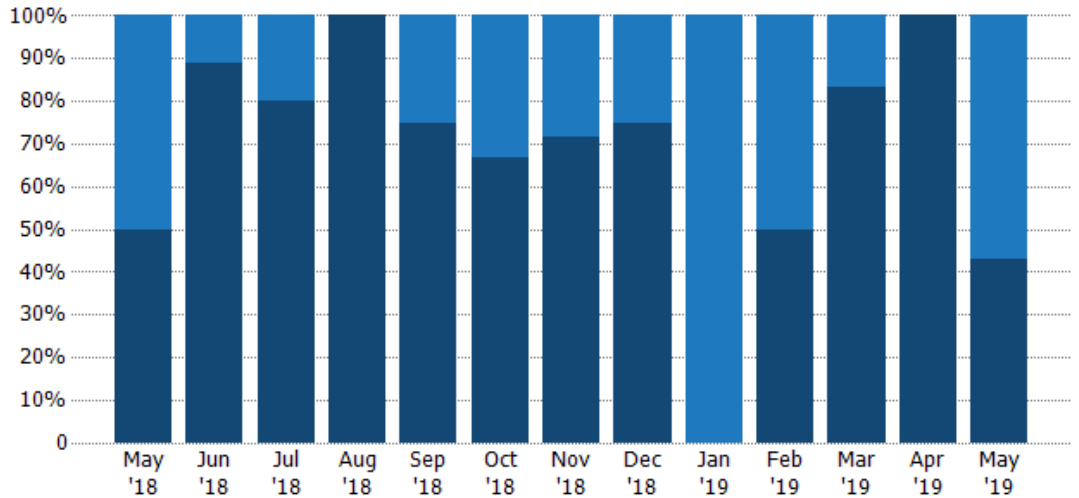
Current Year	\$1.81M	\$2.79M	\$2.09M	\$4.4M	\$2.55M	\$3.58M	\$2.46M	\$1.92M	\$173K	\$437K	\$2.29M	\$548K	\$2.03M
Prior Year	\$1.77M	\$2.49M	\$898K	\$618K	\$1.32M	\$2.47M	\$1.02M	\$520K	\$2.92M	\$383K	\$2.87M	\$1.95M	\$1.81M
Percent Change from Prior Year	2%	12%	132%	611%	94%	45%	142%	269%	-94%	14%	-20%	-72%	12%

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



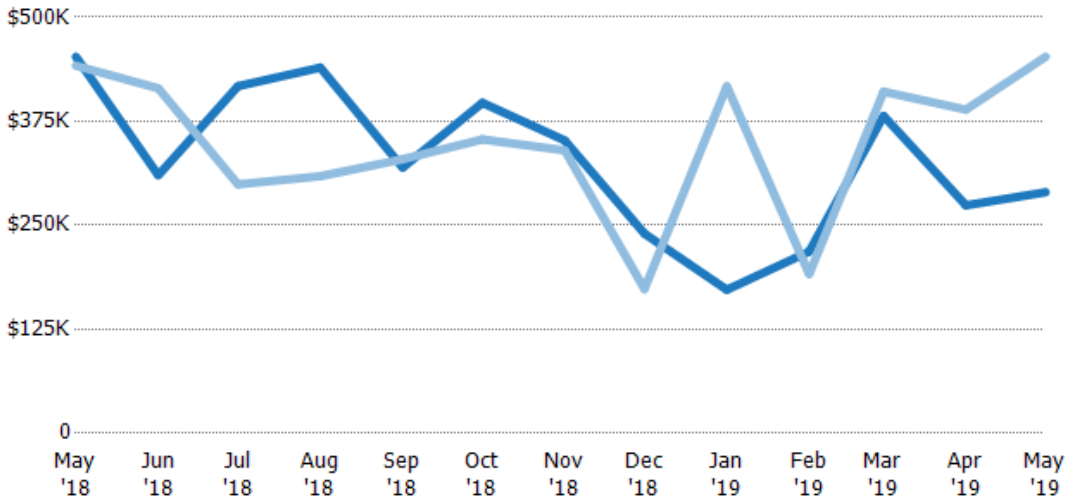
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	50%	11%	20%	-	25%	33%	29%	25%	100%	50%	17%	-	57%
Single Family Residence	50%	89%	80%	100%	75%	67%	71%	75%	-	50%	83%	100%	43%

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



Month/Year	Price	% Chg.
May '19	\$290K	-36%
May '18	\$453K	2.4%
May '17	\$442K	-1.8%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$240K	\$173K	\$219K	\$382K	\$274K	\$290K
Prior Year	\$442K	\$415K	\$299K	\$309K	\$329K	\$353K	\$340K	\$173K	\$417K	\$192K	\$411K	\$389K	\$453K
Percent Change from Prior Year	2%	-25%	39%	42%	-3%	12%	4%	38%	-59%	14%	-7%	-30%	-36%

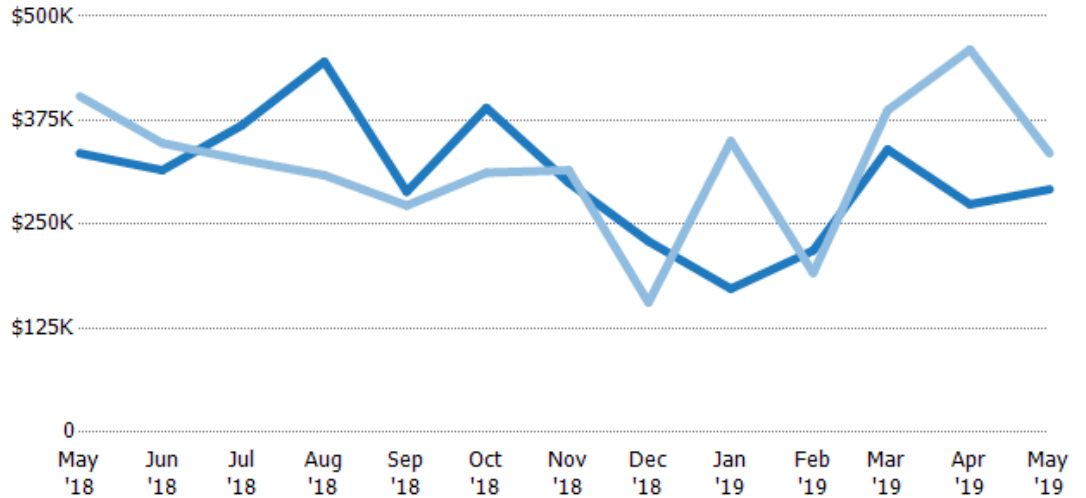
Median Sales Price

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.
May '19	\$292K	-12.9%
May '18	\$335K	-17%
May '17	\$404K	-65.3%



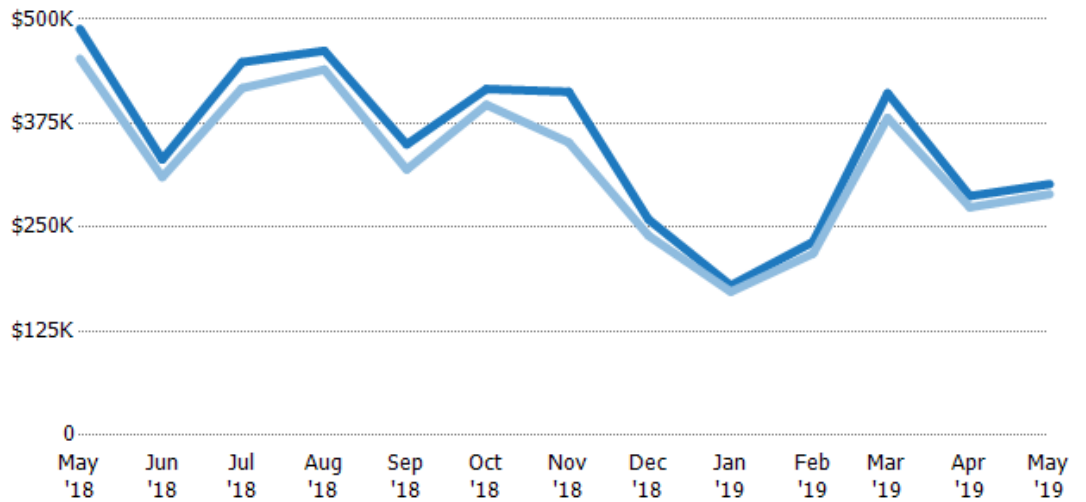
Current Year	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$230K	\$173K	\$219K	\$340K	\$274K	\$292K
Prior Year	\$404K	\$348K	\$328K	\$309K	\$273K	\$312K	\$315K	\$156K	\$350K	\$192K	\$387K	\$460K	\$335K
Percent Change from Prior Year	-17%	-9%	13%	44%	6%	25%	-5%	47%	-51%	14%	-12%	-40%	-13%

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



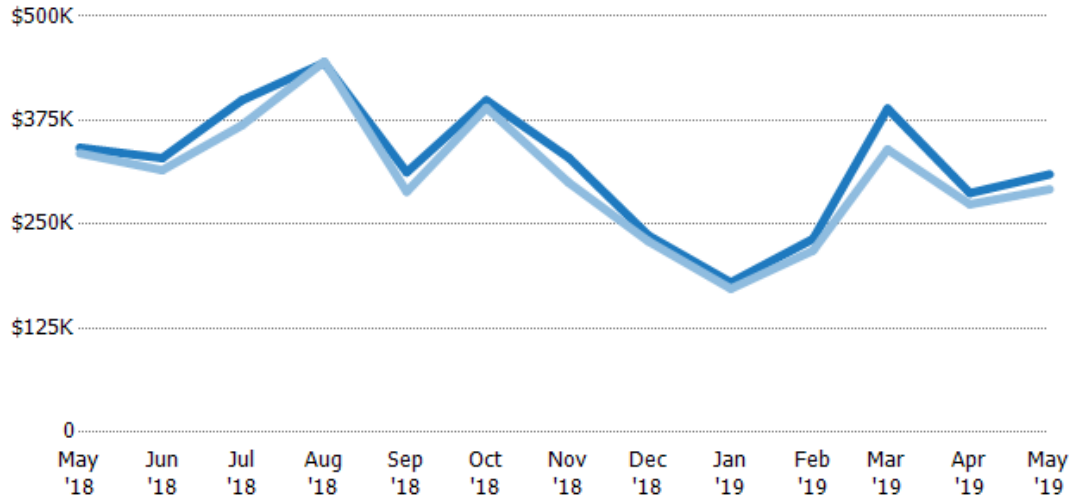
Avg List Price	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$259K	\$180K	\$232K	\$411K	\$288K	\$302K
Avg Sales Price	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$240K	\$173K	\$219K	\$382K	\$274K	\$290K
Avg Sales Price as a % of Avg List Price	93%	94%	93%	95%	91%	95%	85%	92%	96%	94%	93%	95%	96%

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



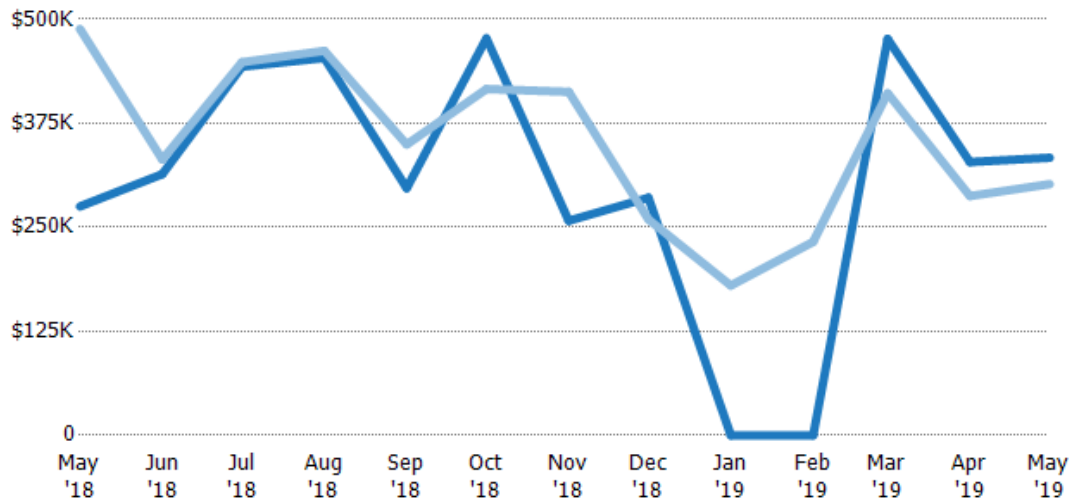
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$236K	\$180K	\$232K	\$389K	\$288K	\$310K
Median Sales Price	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$230K	\$173K	\$219K	\$340K	\$274K	\$292K
Med Sales Price as a % of Med List Price	98%	96%	92%	100%	92%	98%	91%	97%	96%	94%	87%	95%	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



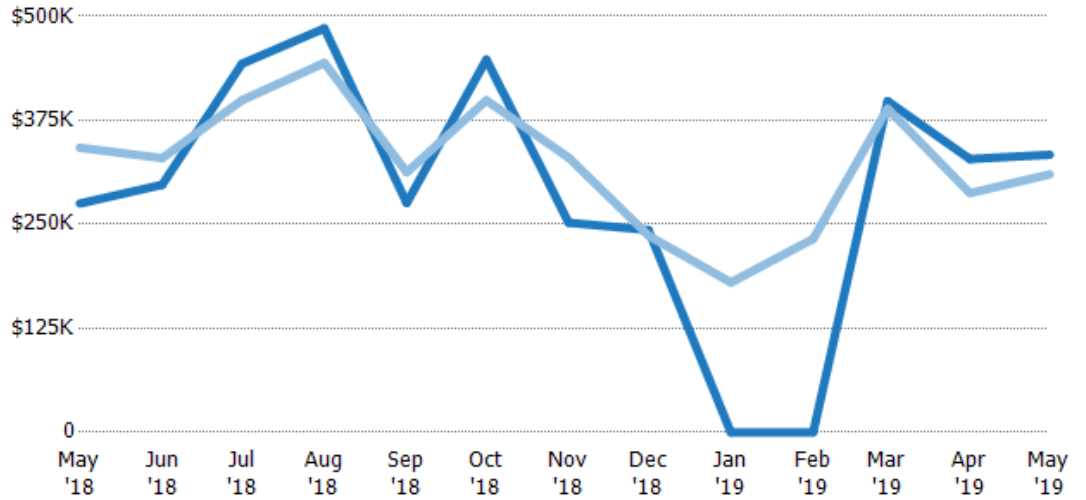
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$275K	\$314K	\$443K	\$454K	\$297K	\$477K	\$258K	\$286K	\$0	\$0	\$476K	\$328K	\$334K
Avg Sales Price	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$259K	\$180K	\$232K	\$411K	\$288K	\$302K
Avg Sales Price as a % of Avg Est Value	178%	106%	101%	102%	118%	87%	160%	91%	100%	100%	86%	88%	91%

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	\$275K	\$298K	\$443K	\$486K	\$276K	\$448K	\$252K	\$243K	\$0	\$0	\$398K	\$328K	\$334K
Median Sales Price	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$236K	\$180K	\$232K	\$389K	\$288K	\$310K
Med Sales Price as a % of Med Est Value	124%	111%	90%	91%	113%	89%	131%	97%	100%	100%	98%	88%	93%