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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics			1			
New Listing Count	10	5	+100%	10	5	+100%
New Listing Volume	\$4,189,900	\$1,863,900	+124.8%	\$4,189,900	\$1,863,900	+124.8%
Active Listing Count	59	63	-6.3%	59	63	-6.3%
Active Listing Volume	\$28,361,500	\$29,958,600	-5.3%	\$28,361,500	\$29,958,600	-5.3%
Average Listing Price	\$480,703	\$475,533	+1.1%	\$480,703	\$475,533	+1.1%
Median Listing Price	\$395,000	\$350,000	+12.9%	\$395,000	\$350,000	+12.9%
Median Daysin RPR	162	244	-33.6%	162	244	-33.6%
Months of Inventory	_	_	-	19.7	12.6	+56.1%
Absorption Rate	_	_	+_	5.08%	7.94%	-2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	5	6	-16.7%
New Pending Sales Volume	\$1,540,000	\$2,213,400	-30.4%	\$1,540,000	\$2,213,400	-30.4%
Pending Sales Count	8	10	-20%	8	10	-20%
Pending Sales Volume	\$2,871,000	\$4,756,400	-39.6%	\$2,871,000	\$4,756,400	-39.6%
Closed Sales Count	2	3	-33.3%	2	3	-33.3%
Closed Sales Volume	\$383,000	\$594,500	-35.6%	\$383,000	\$594,500	-35.6%
Average Sales Price	\$191,500	\$198,167	-3.4%	\$191,500	\$198,167	-3.4%
Median Sales Price	\$191,500	\$118,500	+61.6%	\$191,500	\$118,500	+61.6%

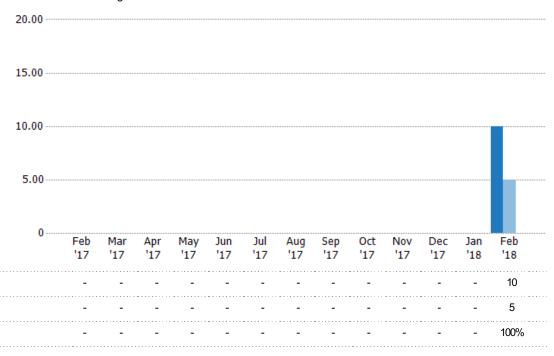




New Listings

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





New Listing Volume

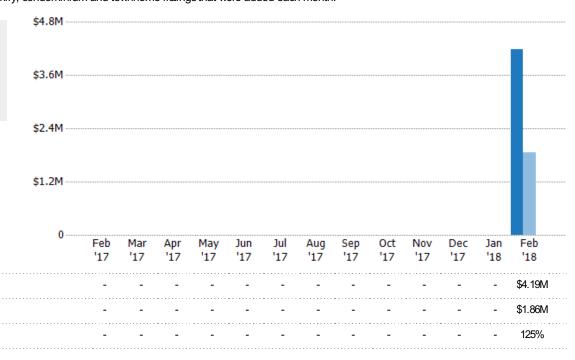
Percent Change from Prior Year

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

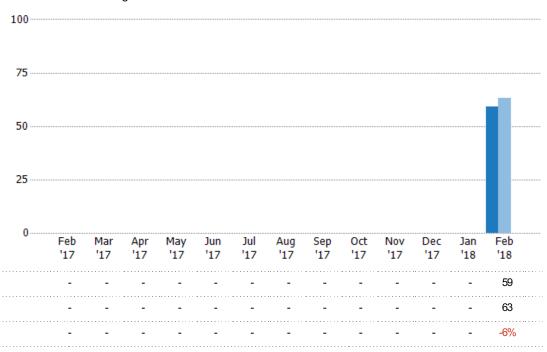




Active Listings

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

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



Active Listing Volume

Percent Change from Prior Year

Current Year Prior Year

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

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

Condo/Townhouse/Apt, Single

Family Residence

Filters Used



Current Year





Average Listing Price

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

Filters Used	\$500K ······												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Toynhouse/Apt, Single	\$375K												
Family Residence	\$250K												•••••
	\$125K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

\$400K

7IP: Manchester VT 05254	Filters Used
Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	Property Type: Condo/Townhouse/Apt, Single

3100K												
						A						
		Apr	May	Jun	Jui	Aug	Sep	UCL	Nov '17	Dec	Jan	Feb
Feb '17	'17	Apr '17	'17	'17	'17	'17	'17	'1/	'17	'17	'18	'18
	'17	'17 -	'17 -	'17 	'17 -	'17 -	·17 -	'1/ 	'17 -		'18 -	
	'17 -	'i7 - -	'17 - -	'17 - -	'17 - -	'17 - -	-	-	- 17			\$395



Current Year
Prior Year

Percent Change from Prior Year



\$481K

\$476K



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	

\$500K									
\$375K	 	 							
\$250K	 	 							
\$125K	 	 							
0									
0			Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	
0		 Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Feb
0		 Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Feb

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.

Avg Est Value

Avg Listing Price

Avg Listing Price as a % of Avg Est Value

Filters Used	\$400K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	- -	-	-	-	-	-	-	\$398K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$395K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%







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	300												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	162
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	244

Months of Inventory

Percent Change from Prior Year

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

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

100												
75												
50												
25												
0												
Feb		Apr	May	Jun '17	Jul	Aug	Sep '17	Oct		Dec		Feb
'17	'17	'17	'17	'17						'17	'18	'18
-	_	_		_	_	_	- -	_	_	_	_	8.43
-												
	=	-	-	-	-	-	-	-	-	-	-	15.8
-	- 	- -	- 	<u>-</u> 	- -	-	-	-	- -	- -	-	15.8 -46%



Current Year
Prior Year

Percent Change from Prior Year





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

15%	
10%	

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	_	_	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Active/Pending/Sold Units

The number of single-family, condominium and townhome 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 Pending

Sold

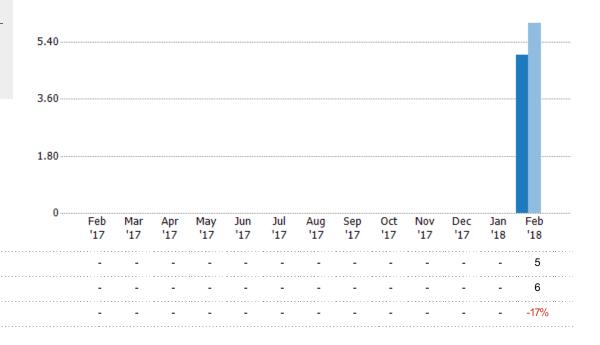




New Pending Sales

The number of single-family, condominium and townhome 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



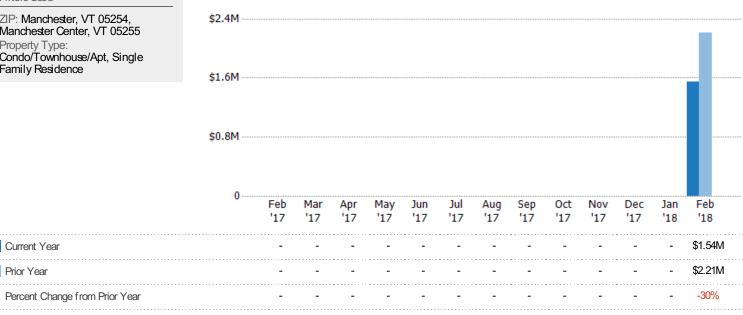
New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome 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

Current Year



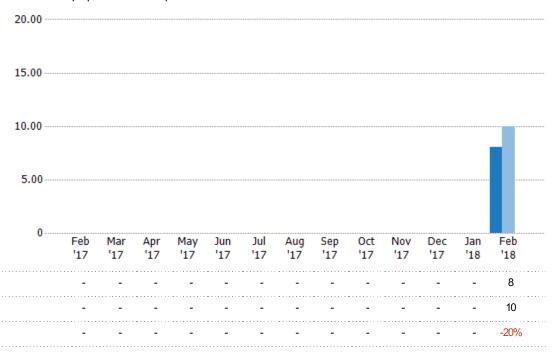




Pending Sales

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





Pending Sales Volume

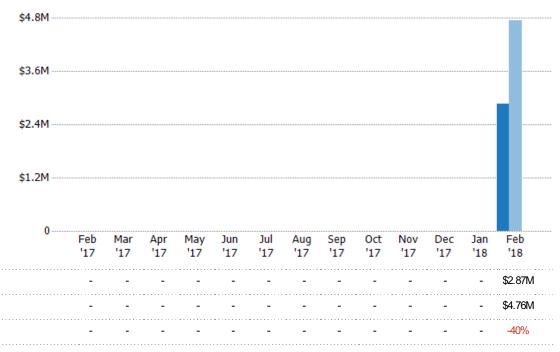
Percent Change from Prior Year

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.





Current Year

Percent Change from Prior Year

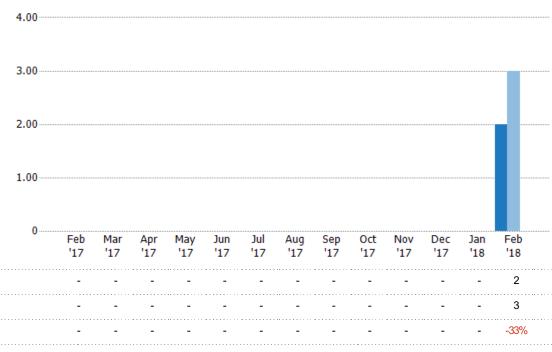




Closed Sales

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





Closed Sales Volume

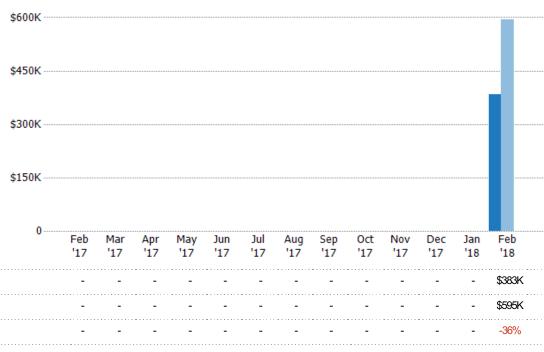
Percent Change from Prior Year

Current Year

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



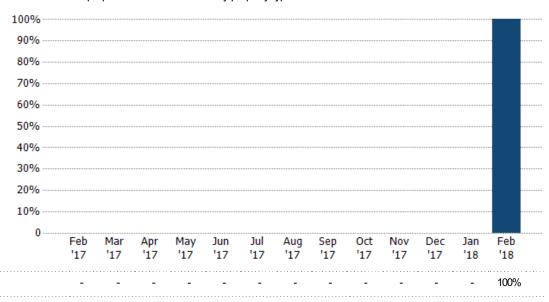


Closed Sales by Property Type

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



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



Average Sales Price

Single Family Residence

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

50K	 	 	 	 	 		
10K							
JUK							
50K							
3010							
0	 	 	 	 			
0	 	 		 	 	Jan	Fe
0	 	 	 	 	 Dec '17	Jan	Fe '1
0	 	 	 	 	 Dec '17	Jan '18	Fe '1







Manchester February 2018

Median Sales Price

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

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

יטור												
70K												
50K												
0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
1,												
- -	- -	-	-	-	-	-	-	-	-	-	-	\$192

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Current Year Prior Year

Percent Change from Prior Year

Planette d	\$300K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$192K
Avg Sales Price as a % of Avg List Price	_	_	_	_									88%







Market Data Report

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

\$300K	 	 	 	 				
\$225K	 	 	 	 				
\$150K	 	 	 	 				
\$75K	 	 	 	 				
0								
0				 0ct '17		Dec '17	Jan '18	Feb '18
0				 0ct '17	Nov '17	Dec '17	Jan '18	Feb '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.

Median List Price Median Sales Price

Med Sales Price as a % of Med List Price

Filters Used	\$300K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Avg Sales Price	-	-	-	-	-	-	-	_	-	-	-	-	\$218K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	87%







Market Data Report

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	\$300K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Feb	Mar	Apr			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'1/	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	- 	-	-	-	-	-	-	\$249K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	87%



