

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	+ / -	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+_	11	11	+	11	11	New Listing Count
-0.1%	\$4,274,400	\$4,269,900	-0.1%	\$4,274,400	\$4,269,900	New Listing Volume
+6.6%	61	65	+6.6%	61	65	Active Listing Count
+4.6%	\$28,037,200	\$29,322,000	+4.6%	\$28,037,200	\$29,322,000	Active Listing Volume
-1.9%	\$459,626	\$451,108	-1.9%	\$459,626	\$451,108	Average Listing Price
+	\$379,000	\$379,000	+	\$379,000	\$379,000	Median Listing Price
-23.7%	139	106	-23.7%	139	106	Median Days in RPR
+113.1%	10.2	21.7	-	-	-	Months of Inventory
-5.2%	9.84%	4.62%	+_	-	-	Absorption Rate
						Sales Activity Charts Metrics
+100%	4	8	+100%	4	8	New Pending Sales Count
+74.4%	\$1,432,000	\$2,497,000	+74.4%	\$1,432,000	\$2,497,000	New Pending Sales Volume
+55.6%	9	14	+55.6%	9	14	Pending Sales Count
+5.9%	\$5,078,000	\$5,377,000	+5.9%	\$5,078,000	\$5,377,000	Pending Sales Volume
+66.7%	3	5	+66.7%	3	5	Cloæd Sales Count
+132.4%	\$897,500	\$2,086,000	+132.4%	\$897,500	\$2,086,000	Closed Sales Volume
+39.5%	\$299,167	\$417,200	+39.5%	\$299,167	\$417,200	Average Sales Price
+12.7%	\$327,500	\$369,000	+12.7%	\$327,500	\$369,000	Median Sales Price





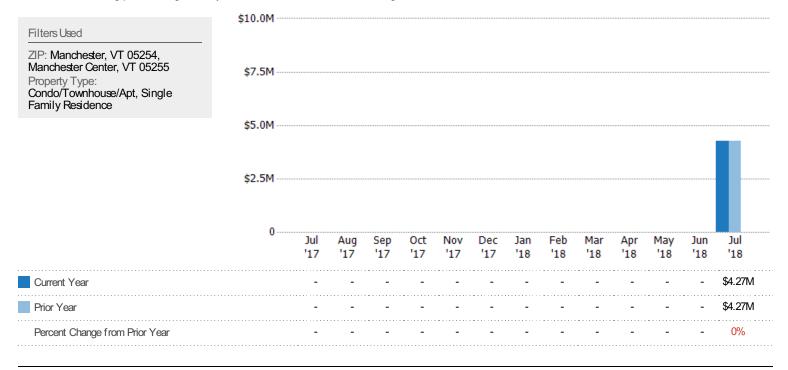
New Listings

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

Filters Used	20														
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	_														
	5														
	0	Jul	Aug	Sep		Nov		Jan	Feb		Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

New Listing Volume

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





Active Listings

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

Filters Used	200													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	0		Aug '17 -	Sep '17 -										
Current Year Prior Year	0		Aug '17 -	Sep '17 -										'18
	0				~ .		_	-						

Active Listing Volume

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

Filters Used	\$60.0M ······													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													
	\$30.0M													
	\$15.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
								10	10			10		
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$29.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%



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	\$375K												
	\$250K ······												
	\$125K 0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$451K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$460K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
	\$200K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K ······												





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.

	\$500K												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255	\$375K												
Property Type: Condo/Townhouse/Apt, Single	\$373K												
Family Residence													
	\$250K												
	\$125K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
					17	17	10	10	10	10	10	10	10
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$473K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$451K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	95%

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.

	\$500K												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
· · · · · ·	\$250K ······												
	\$125K												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value													\$427K
													ψ4271
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	89%





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 Prior Year	0 Jul '17	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17 -	Jan '18 - -	Feb '18 -	Mar '18 -	Apr '18 -	May '18 -	Jun '18 -	Jul '18 106 139
Current Year		Aug '17	Sep '17	0ct '17									'18
		Aug '17	Sep '17	0ct '17									
	0												
	50												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	100												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255	150												
Filters Used	200												

Months of Inventory

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

	30												
Filters Used IP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	8												
	8 00 Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
	8 0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
Current Year	'17 -	'17 _	'17 -	'17 -	'17 _	'17 _	'18 _	'18 -	'18 _	'18 _	'18 -	'18 -	" 7.
Current Year Prior Year	'17 -	'17 _	'17 -	'17 -	'17 _	'17 _	'18 _	'18 -	'18 _	'18 _		'18 -	ן יי 7. 8.





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

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	53												
	35												
	10												
	18												
	18												
	18······												
	0 Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
	0			0ct '17	Nov '17	Dec '17							Ju '1
Active	0 Jul	Aug '17 -	Sep '17 -	'17 _	Nov '17	Dec '17 -	Jan	Feb	Mar	Apr	May	Jun	
Active Pending	0 Jul	Aug '17 -	Sep	'17 _	Nov '17 -	Dec '17 -	Jan	Feb	Mar	Apr	May	Jun	'1





New Pending Sales

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

	8.80													
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60													
	4.40													
	2.20													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100%

New Pending Sales Volume

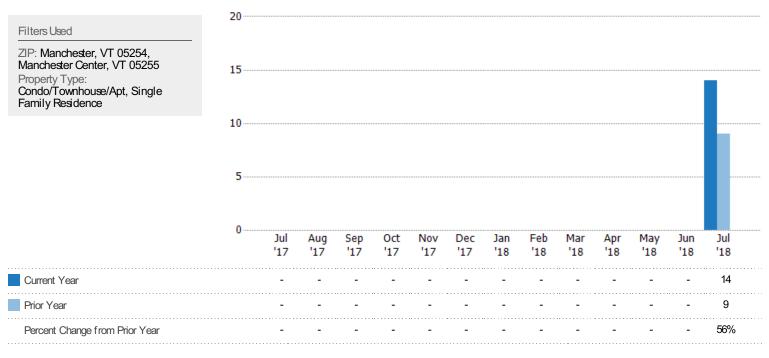
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

FiltersUsed														
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
Family Residence	\$1.6M													
	\$0.8M													
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.43M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	74%



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

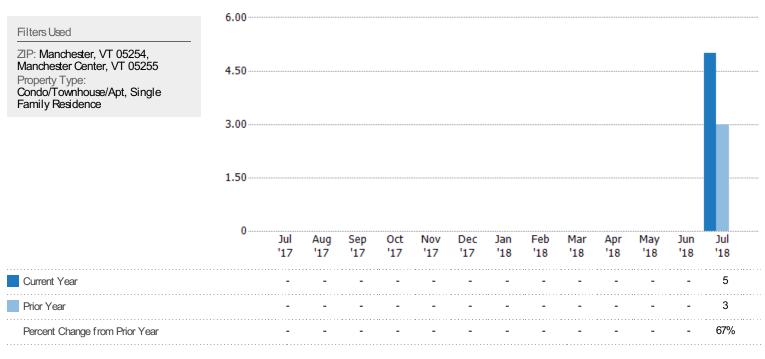
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$6.0M ······													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M													
	\$3.0M													
	\$1.5M													
	· · ·	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.38M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.08M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%



Closed Sales

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



Closed Sales Volume

The sum of the sales price of 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	\$2.4M													
Family Residence	\$1.6M													
	\$0.8M													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.09M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$898K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	132%



Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Manchester, VT 05254, Manchester Center, VT 05255	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct		Dec		Feb	Mar	Apr	Mav	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	20%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	80%	

Average Sales Price

Percent Change from Prior Year

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

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\$500K Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 \$375K Property Type: Condo/Townhouse/Apt, Single Family Residence \$250K \$125K 0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 Current Year \$417K -Prior Year \$299K _ _ _ _ _ _ _



39%

-

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Median Sales Price

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

\$400K ······												
\$300K												
\$200K ······												
11001												
\$100K												
0	_	_		.	_						_	
Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	\$369K
-	-	-	-	-	-	-	-	-	-	-	-	\$328K
_	_		_	-	_	_		_	_	_		13%
	\$300K \$200K \$100K 0 Jul	\$300K \$200K \$100K 0 Jul Aug	\$300K \$200K \$100K 0 Jul Aug Sep	\$300K \$200K \$100K 0 Jul Aug Sep Oct	\$300K \$200K \$100K 0 Jul Aug Sep Oct Nov	\$300K \$200K \$100K 0 Jul Aug Sep Oct Nov Dec	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0	\$300K \$200K \$100K \$100K 0	\$300K \$200K \$100K \$100K 0	\$300K \$200K \$100K \$100K 0	\$300K \$200K \$100K \$100K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

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	\$500K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K ······												
	\$125K												
	0 Jul	Aug	Son	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$448K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$417K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%



Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	¢100K												
	\$100K												
	0 Jul	Aug	Con	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$369K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

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.

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Filters Used	\$500K ······												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K ······												
	\$125K												
	00 Jul	Aug	Con	0.4	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	'18	Apr '18	May '18	'18	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$443K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$448K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%





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.

	\$500K ······												
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K \$125K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$443K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	90%

