

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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+60%	5	8	+60%	5	8	New Listing Count
+77.8%	\$1,579,400	\$2,807,500	+77.8%	\$1,579,400	\$2,807,500	New Listing Volume
-9.8%	61	55	-9.8%	61	55	Active Listing Count
-10.2%	\$28,719,100	\$25,791,200	-10.2%	\$28,719,100	\$25,791,200	Active Listing Volume
-0.4%	\$470,805	\$468,931	-0.4%	\$470,805	\$468,931	Average Listing Price
+14.3%	\$349,000	\$399,000	+14.3%	\$349,000	\$399,000	Median Listing Price
-25.4%	256	191	-25.4%	256	191	Median Daysin RPR
-32.4%	20.3	13.8	-	_	_	Months of Inventory
+2.4%	4.92%	7.27%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	5	10	+100%	5	10	New Pending Sales Count
+75.3%	\$2,283,900	\$4,004,400	+75.3%	\$2,283,900	\$4,004,400	New Pending Sales Volume
+	11	11	+	11	11	Pending Sales Count
-35.9%	\$6,054,300	\$3,878,400	-35.9%	\$6,054,300	\$3,878,400	Pending Sales Volume
+75%	4	7	+75%	4	7	Closed Sales Count
+215.3%	\$911,500	\$2,874,050	+215.3%	\$911,500	\$2,874,050	Closed Sales Volume
+80.2%	\$227,875	\$410,579	+80.2%	\$227,875	\$410,579	Average Sales Price
+72.4%	\$224,500	\$387,000	+72.4%	\$224,500	\$387,000	Median Sales Price





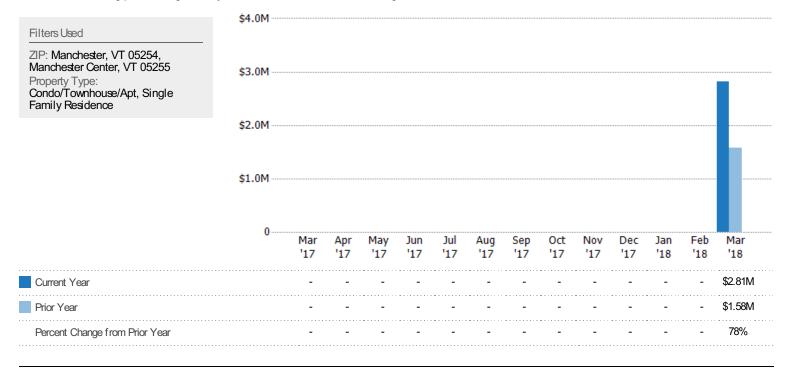
New Listings

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

	8.80													
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type:	6.60													
Condo/Townhouse/Apt, Single Family Residence														
	4.40													
	2.20													
	0					-								
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	60%

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.

Elfere land	200													
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	55
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	61
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%

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	\$48.0M ······													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%



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												
	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$469K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$471K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Median Listing Price

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

	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$100K												
Family Residence	\$200K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Filters Used													





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	907 DIX												
Family Residence													
	\$250K												
	\$125K												
	0												
	Mar	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec	Jan	Feb	Mar
	'17		17	17	17	17	17	17	17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$386K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	
													\$469K
Avg Listing Price as a $\%\text{of}$ Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$469K 121%

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.

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Filters Used	\$400K ······												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$384K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%





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.

	300												
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
-	150												
	0							0.4		Dec	1		
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
		±/				±7						10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	191
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	256
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%

Months of Inventory

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

There has a													
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	10 0 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	0 Mar '17	'17 _	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'17 _	'18 _	'18 _	'1 27
Current Year Prior Year	0 Mar '17 -	'17 _	'17 -	'17 -	'17 -	Aug '17 -	'17 -	'17 -	'17 -	'17 _	'18 _	'18 _	Ma '18 27. 20.





Absorption Rate

The percentage of inventory sold per month.

	5%												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type:	4%												
Condo/Townhouse/Apt, Single Family Residence	3%												
	2%												
	1%												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

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	45												
	30												
	15												
	0												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	0 Mar												
Active Pending	0 Mar												'18





New Pending Sales

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

Filters Used	20.00													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	0													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
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.

Filters Used	\$4.8M ······													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
	\$2.4M													
	\$1.2M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.28M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	75%



Pending Sales

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

	20														
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	5 0	Mar	Apr	May		1.1	Δυσ	Sen	Oct		Dec	Jan	Feb	Mar	
		17	'17	17 May	'17	'17	Aug '17	Sep '17	'17	17	'17	'18	'18	Mar 18	
		17	17	17	17	17	17	17	17	17	17	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

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														-
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$5.4M													
Family Residence	\$3.6M ······													
	\$1.8M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.88M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.05M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-36%





Closed Sales

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

	8.00													
Filters Used	0.00													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	2.00													
	0	Mar	Apr	May	Jun	Jul	Aug	Son	0ct	Nov	Dec	Jan	Feb	Mar
		17	Apr '17	117	'17	'17	'17	Sep '17	'17	17	17	18	'18	18
			17	1/	17	17	17	11	17	17	17	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	75%

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 \$1.6M													
	\$0.8M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.87M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$912K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	215%



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	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	14%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	86%	

Average Sales Price

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

\$500K Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 \$375K Property Type: Condo/Townhouse/Apt, Single Family Residence \$250K \$125K 0 Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 Current Year \$411K _ _ Prior Year \$228K _ -_ -_ _ -_ _ _ _ 80% Percent Change from Prior Year --------





Median Sales Price

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

Filters Used	\$400K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$387K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	72%

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 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$428K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$411K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$500K ······												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type:	\$375K												
Condo/Townhouse/Apt, Single Family Residence													
	\$250K												
	\$125K												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$387K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	80%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$428K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$534K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$150K												
	\$300K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used	\$600K												



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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												
	Mar	Apr		Jun			Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$331K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	124%

