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 Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
tivity Charts Metrics					
New Listing Count 4	3	+33.3%	4	3	+33.3%
New Listing Volume \$1,424,000	\$1,884,000	-24.4%	\$1,424,000	\$1,884,000	-24.4%
Active Listing Count 62	_	-	NA	N/A	
Active Listing Volume \$29,153,300	_	-	NA	N/A	
Average Listing Price \$470,215	_	-	\$470,215	_	_
Median Listing Priœ \$373,500	_	-	\$373,500	_	_
Median Daysin RPR 132	_	-	132	_	_
Months of Inventory –	_	-	_	15.5	_
Absorption Rate –	_	-	_	6.45%	_
vity Charts Metrics		1			
New Pending Sales Count 4	4	+	4	4	+-
New Pending Sales Volume \$1,075,000	\$1,647,900	-34.8%	\$1,075,000	\$1,647,900	-34.8%
Pending Sales Count 8	_	-	N/A	N/A	
Pending Sales Volume \$4,221,900	_	-	N/A	N/A	
Closed Sales Count 4	3	+33.3%	4	3	+33.3%
Closed Sales Volume \$1,755,000	\$1,020,000	+72.1%	\$1,755,000	\$1,020,000	+72.1%
Average Sales Price \$438,750	\$340,000	+29%	\$438,750	\$340,000	+29%
Median Sales Price \$307,500	\$315,000	-2.4%	\$307,500	\$315,000	-2.4%





New Listings

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

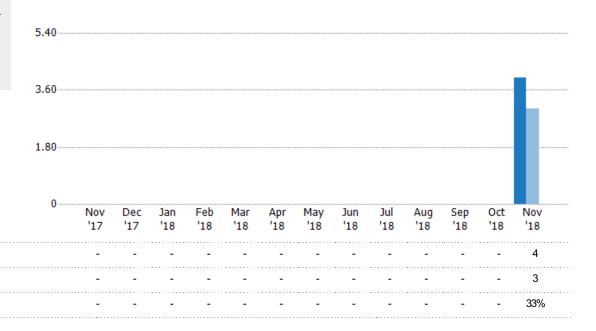


Current Year

Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

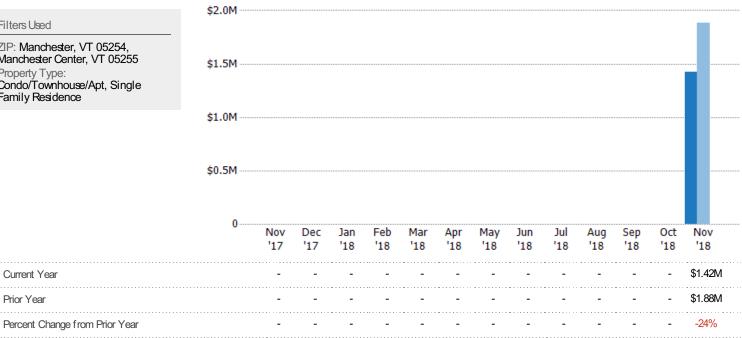


New Listing Volume

Percent Change from Prior Year

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

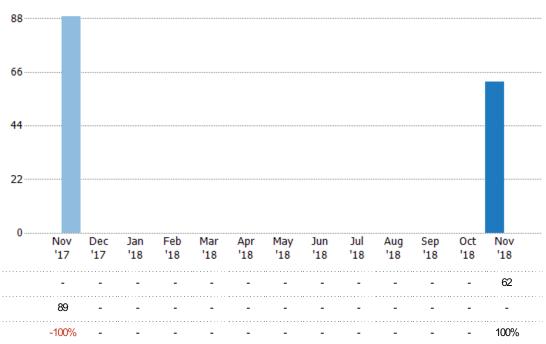




Active Listings

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





Active Listing Volume

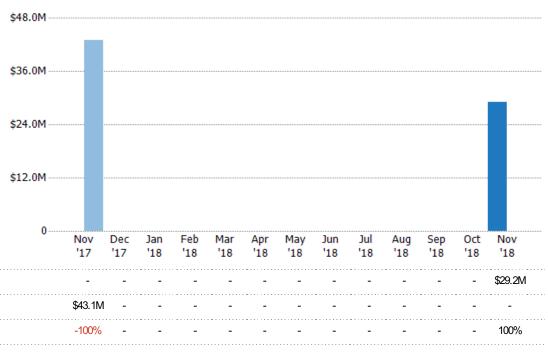
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of 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





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

\$500K	
\$375K	
\$250K	

\$125K -----

0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-		-	-	-		-	-	-	-	-	-	\$470l
\$484K	-	-	-	-	-	-	-	-	-	-	-	-
-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Median Listing Price

Percent Change from Prior Year

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

¢400K

Filters Used

Current Year
Prior Year

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

φτυσις ·
\$300K
\$200K
\$100K

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$374K
Prior Year	\$328K	-	-	-	-	-	-	_	-	-	-	-	_
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

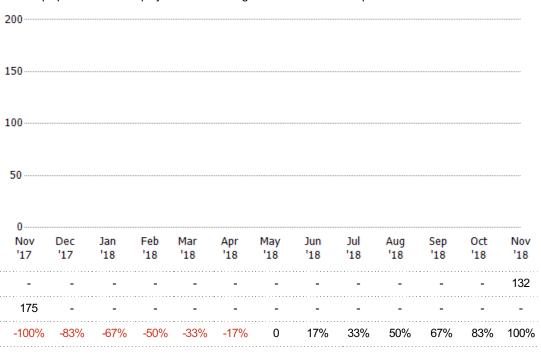




Median Days in RPR

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



Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

20

Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-		-	-	-	-	-	-	-	-	-	8.86
Prior Year	17.8	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	4000/	-83%	-67%	E00/	-33%	470/	0	17%	33%	50%	67%	83%	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

15%	

10%

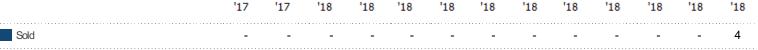
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-		-	-	-	-	-	11%
Prior Year	6%		-		-	-	-	-	-	-	-	-	-
Change from Prior Year	6%	4%	3%	1%	0%	-1%	-3%	-4%	-6%	-7%	-8%	-10%	-11%

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







Current Year

PriorExtra Year

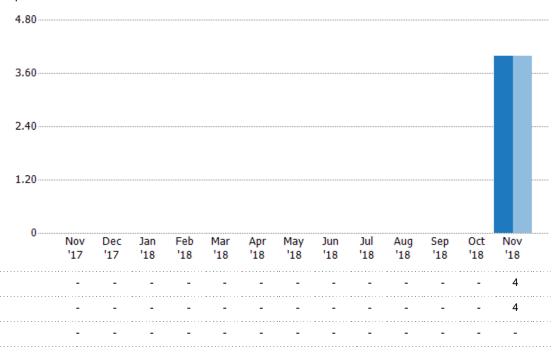
Prior Year

Market Data Report

New Pending Sales

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





New Pending Sales Volume

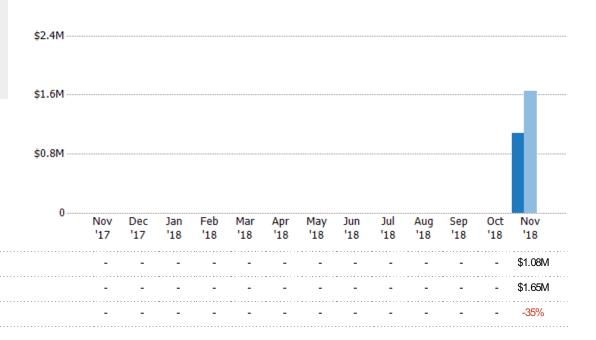
The sum of the sales price of residential properties with accepted offers that were added each month.

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

Family Residence

Current Year

Percent Change from Prior Year



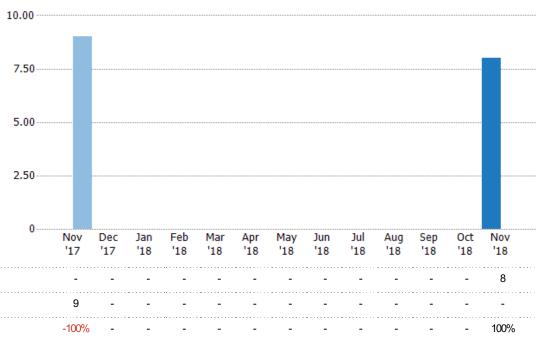




Pending Sales

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





Pending Sales Volume

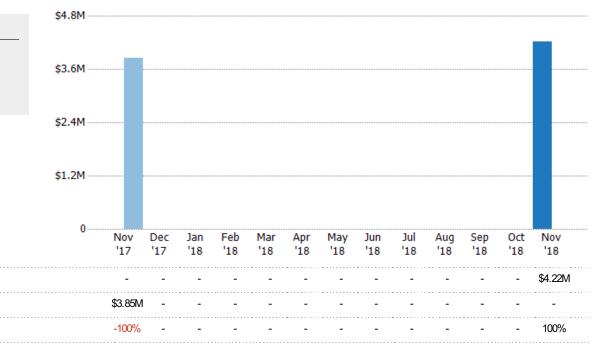
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

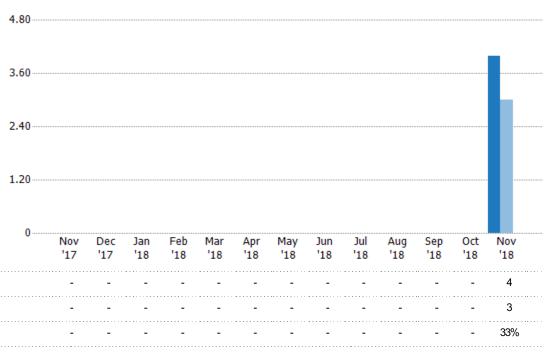
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

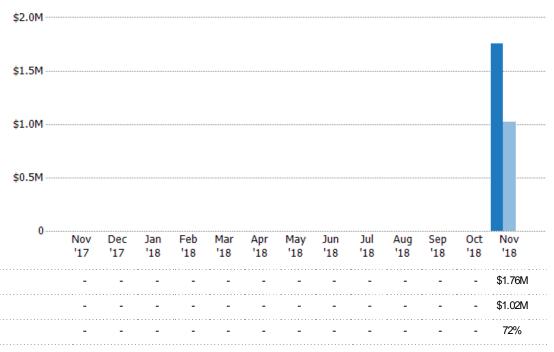
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential 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

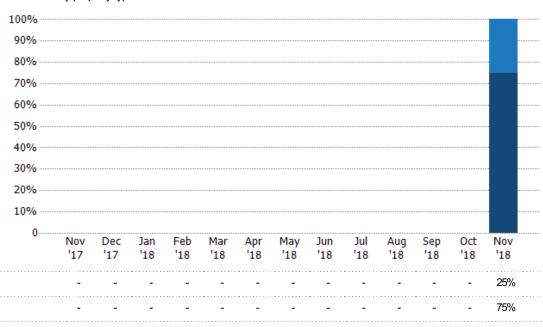


Closed Sales by Property Type

The percentage of 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



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the residential 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

\$500K ······						 					
\$375K						 					
\$250K						 					
\$125K						 					
•								Aug '18			
-	-	-	-	-	-	 -	-	-	- -	-	\$439K





\$340K 29%



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

\$300K \$200K \$100K

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
_	-	-	-	-	-	-	-	-	-	-	-	\$308K
-	-	-	-	-	-	-	-	-	-	-	-	\$315K

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

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

Κ								
K				 	 	 	 	
-						Aua		
Nov	Dec	Jan				Aug '18	Oct	N ':
Nov	Dec	Jan	Feb				Oct	N



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$308K

90%



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

•	0	00K	00K	Nov	Jan '18	'18	'18	18	10						
· ·	00K	00K	00K	•	Jan	⊢eb		14.0	'18	'18	'18	'18	'18	'18	'18
0	00K	00K	00K	0		- 1	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
			00K												
100K			00K	00K	 										
	00К														

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

K												
K												
0												
0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			No
Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct	
Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep	Oct	No



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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.

Eilters Used

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

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

			Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	- -	-	-	-	-	-	-	-	\$294K
	 Dec	Dec Jan	Dec Jan Feb	Dec Jan Feb Mar	Dec Jan Feb Mar Apr	Dec Jan Feb Mar Apr May	Dec Jan Feb Mar Apr May Jun	Dec Jan Feb Mar Apr May Jun Jul	Dec Jan Feb Mar Apr May Jun Jul Aug	Dec Jan Feb Mar Apr May Jun Jul Aug Sep	Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18



