

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	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+_	8	8	+	8	8	New Listing Count
-31.5%	\$3,909,900	\$2,679,900	-31.5%	\$3,909,900	\$2,679,900	New Listing Volume
	N/A	NA	-14.7%	68	58	Active Listing Count
	N⁄A	N⁄A	-8.8%	\$30,744,700	\$28,043,300	Active Listing Volume
+6.9%	\$452,128	\$483,505	+6.9%	\$452,128	\$483,505	Average Listing Price
+2.2%	\$361,000	\$369,000	+2.2%	\$361,000	\$369,000	Median Listing Price
+11.5%	121.5	135.5	+11.5%	121.5	135.5	Median Days in RPR
-14.7%	9.7	8.3	-	-	_	Months of Inventory
+1.8%	10.29%	12.07%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+25%	4	5	+25%	4	5	New Pending Sales Count
+59.5%	\$1,019,000	\$1,624,900	+59.5%	\$1,019,000	\$1,624,900	New Pending Sales Volume
	N⁄A	N⁄A	+42.9%	7	10	Pending Sales Count
	N⁄A	N⁄A	+4%	\$3,633,000	\$3,777,700	Pending Sales Volume
+28.6%	7	9	+28.6%	7	9	Cloæd Sales Count
+44.6%	\$2,472,750	\$3,575,000	+44.6%	\$2,472,750	\$3,575,000	Closed Sales Volume
+12.4%	\$353,250	\$397,222	+12.4%	\$353,250	\$397,222	Average Sales Price
+25%	\$312,000	\$390,000	+25%	\$312,000	\$390,000	Median Sales Price





New Listings

The number of new residential listings 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	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

New Listing Volume

The sum of the listing price of residential listings that were added each month.

	\$4.0M ······													
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M ······													
	\$1.0M	0.4	Nov	Doc		Eab	Mar	Apr	May				Con	
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
					10	10		10	10			10		10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.68M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.91M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%





Manchester

Active Listings

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

	88													
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44													
	22													
	22													
	0	~ .		_		- 1								
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	58
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	68
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-15%

Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$30.7M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28M
	\$24.0M \$12.0M 0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													_
Filters Used	\$48.0M ······													





Average Listing Price

The average listing price of active residential 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												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$484k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$452k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

Median Listing Price

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

	\$400K												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	+												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Anr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	'18	'18
Current Year													\$369k
	-	-	-		-		-	-	-			-	φ309r
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$361k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$500K												
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
-	\$250K												
	\$125K												
	ψιΣυπ												
	_												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$461K
Avg Listing Price													
	-	-	-	-	-	-	-	-	-	-	-	-	\$484K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-		-			- -	\$484K 105%

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.

	\$400K ······												
Filters Used													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value										·····		·····	\$393K
													4000IX
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$369K
Med Listing Price as a % of Med Est Value			-		-	-	-	-	-	-	-	-	94%





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.

	200												
Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50 0 Oct	Nov	Dec	Jan				May	Jun	Jul		Con	0ct
	'17	17	'17	18	'18	18	Apr '18	May '18	18	'18	Aug '18	Sep '18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	136
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	122
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

Months of Inventory

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

Titom Lload													
Filters Used IP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	8												
	8 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	_
Current Year							Apr '18				-		0 '1 7.:
Current Year Prior Year							Apr '18 -				-		'1





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 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

60 Filters Used ZIP: Manchester, VT 05254, Manchester Center, VT 05255 45 Property Type: Condo/Townhouse/Apt, Single Family Residence 30 15 0 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 Active 58 _ _ Pending 10 ------9 Sold _ _ ------_





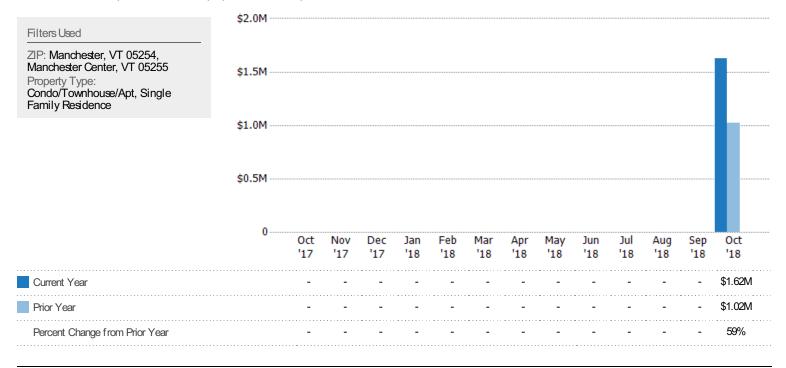
New Pending Sales

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

Filters Used	6.00													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50													
	3.00													
	1.50													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug '18	Sep '18	Oct '18
				17	10	10	10	10	10	10	18	10	18	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

New Pending Sales Volume

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







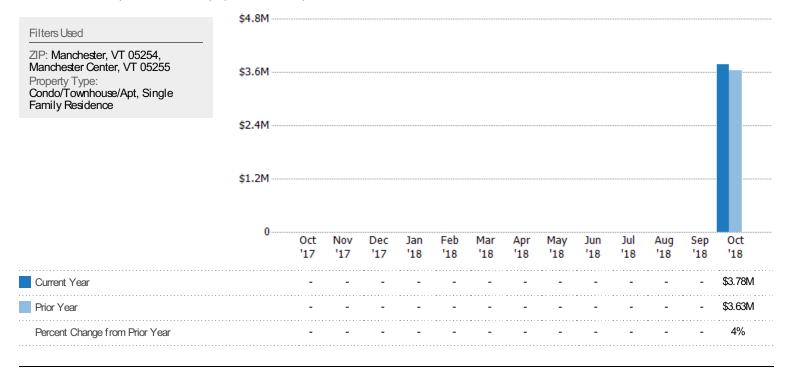
Pending Sales

The number of residential properties with accepted offers that were available at the end 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	Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	.18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	43%

Pending Sales Volume

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







Closed Sales

The total number of residential properties sold each month.

	10.00														
Filters Used														_	
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50														
	5.00														
	2.50														
	0	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9	••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	29%	

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used	\$4.0M ······													
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.58M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.47M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	45%





Closed Sales by Property Type

The percentage of residential 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	0ct	Nov			Feb		Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18		'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	67%	

Average Sales Price

The average sales price of the residential 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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$397K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$353K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%





Median Sales Price

The median sales price of the residential 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 ······												
	61.00V												
	\$100K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep	0ct '18
	'17	'17	'17	'18	'18	'18	18	'18	18	18	18	'18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$390k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Percent Change from Prior Year	_	_		_									050/
						-	-	-			_	-	25%

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price		-		-	-	-	-	-	-	-	-	-	95%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$397K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$416K
	\$125K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Family Residence	\$250K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Filters Used	\$500K												





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												
raminy headence	\$200K												
	\$100K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	17	17	17	10	10	10	10	10	10	10	10	10	18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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	-	-	-	-	-	-	-	-	-	-	-	-	87%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$416K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
	\$125K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Family Residence	\$250K												
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Filters Used	\$500K												





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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$448K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	89%

