

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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
-23.1%	13	10	-23.1%	13	10	New Listing Count
+14.5%	\$4,074,900	\$4,664,900	+14.5%	\$4,074,900	\$4,664,900	New Listing Volume
	NA	NA	-9.1%	66	60	Active Listing Count
	NA	NA	+1.4%	\$29,122,800	\$29,540,800	Active Listing Volume
+11.6%	\$441,255	\$492,347	+11.6%	\$441,255	\$492,347	Average Listing Price
+7.1%	\$349,500	\$374,450	+7.1%	\$349,500	\$374,450	Median Listing Price
+16.7%	99	115.5	+16.7%	99	115.5	Median Daysin RPR
+27.3%	9.4	12	-			Months of Inventory
-2.3%	10.61%	8.33%	+_			Absorption Rate
						Sales Activity Charts Metrics
+120%	5	11	+120%	5	11	New Pending Sales Count
+146.8%	\$1,842,900	\$4,548,800	+146.8%	\$1,842,900	\$4,548,800	New Pending Sales Volume
	N/A	NA	+50%	10	15	Pending Sales Count
	N/A	NA	+16%	\$5,247,900	\$6,086,800	Pending Sales Volume
+60%	5	8	+60%	5	8	Closed Sales Count
+46.6%	\$1,742,500	\$2,554,600	+46.6%	\$1,742,500	\$2,554,600	Closed Sales Volume
-8.4%	\$348,500	\$319,325	-8.4%	\$348,500	\$319,325	Average Sales Price
-9.7%	\$320,000	\$289,050	-9.7%	\$320,000	\$289,050	Median Sales Price

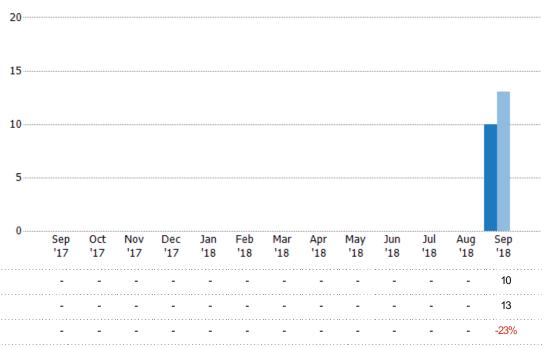




New Listings

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

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



New Listing Volume

Percent Change from Prior Year

Current Year

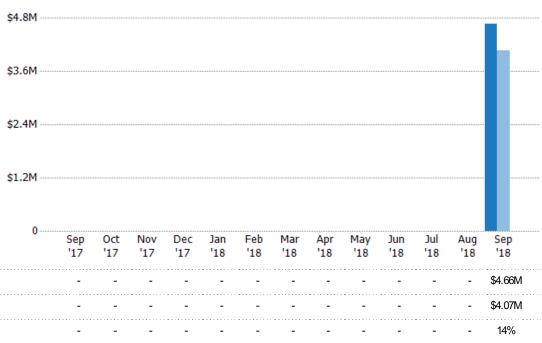
Prior Year

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



Current Year

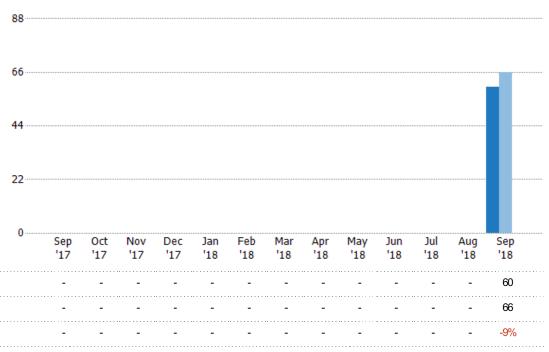
Percent Change from Prior Year



Active Listings

The number 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



Active Listing Volume

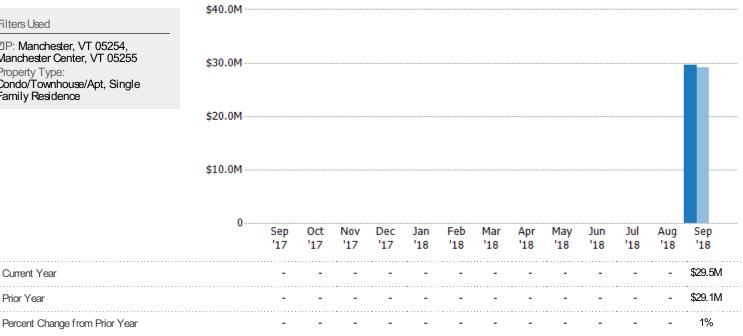
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year





Average Listing Price

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

Filters Used

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

ZIP: Manchester, VT 05254,

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

\$125K

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$492K
-	-	-	-	-	-	-	-	-	-	-	-	\$441K
-	-	-	-	-	-	-	-	-	-	-	-	12%

Median Listing Price

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year
Prior Year

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

\$400K	
\$300K	
\$200K	

	0												
	Sep '17	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	-	-	-	-	-	-	-	-	-	-	-	-	\$374K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%





\$492K

102%



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. Sep Feb May Sep '18 '18 '17 '17 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$485K

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.

Filters Used

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

\$375K	 	 	 						
\$250K									
0 Sep	 	 	 	Apr	May	Jun	Jul	Aug	Sep
0	 		 	Apr		Jun			
0 Sep	 	 	 Mar '18	Apr '18	May	Jun '18	Jul	Aug	Sep '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



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

200												
150												
100												
50												
•	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul		
- -	-	-	-	-	- -	-	-	-	- -	- -	-	116
-	-	-	-	-	-	-	-	-	-	-	-	99
-	-	-	-	-	-	-	-	-	-	-	-	17%

Months of Inventory

Percent Change from Prior Year

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

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

30						 	 			
<u>.</u> 0						 	 			
0										
.0										
0										
0 Sep	0ct		Dec	Jan	Feb			Jul		
0 Sep	0ct	Nov	Dec	Jan	Feb			Jul	Aug	Sep
0 Sep	0ct	Nov	Dec	Jan	Feb			Jul	Aug	Sej '18



Current Year
Prior Year





10%

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%	

96

0													
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
 -	-	-	-	-	-	-	-	-	-	-	-	15%	
 -	-	-	-	-	-	-	-	-	-	-	-	3%	
 _	_	_	_	_	_	_	_	_	_	_	_	-12%	

Active/Pending/Sold Units

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

18

Filters Used

Current Year
Prior Year

Change from Prior Year

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

70
53
25
35

Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 60 15 8



Active

Sold

Pending





Current Year

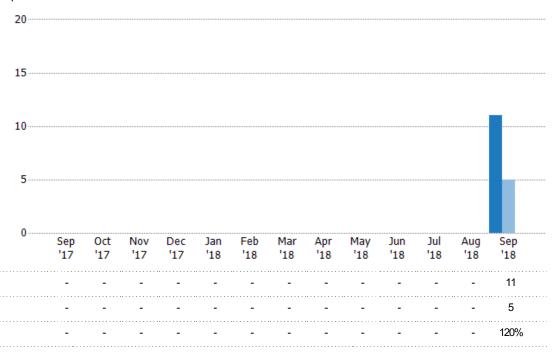
Prior Year

Market Data Report

New Pending Sales

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



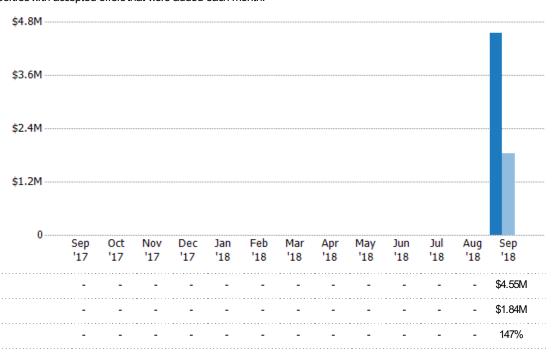


New Pending Sales Volume

Percent Change from Prior Year

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

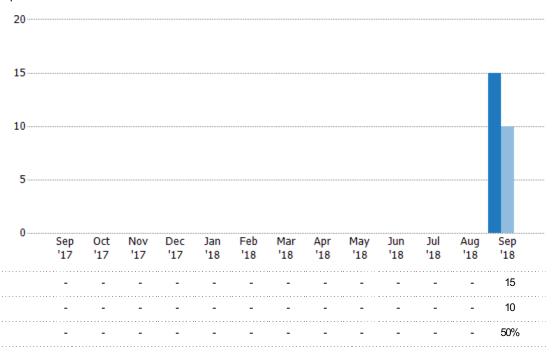
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

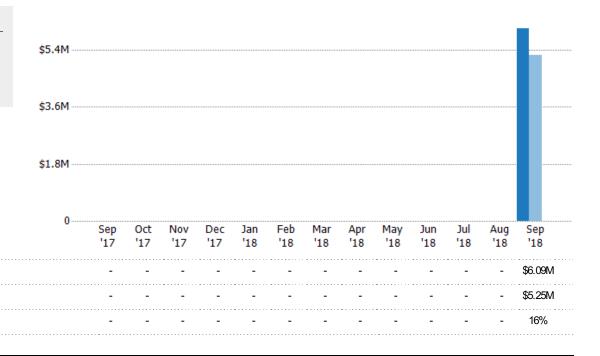
Percent Change from Prior Year

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.

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





Current Year

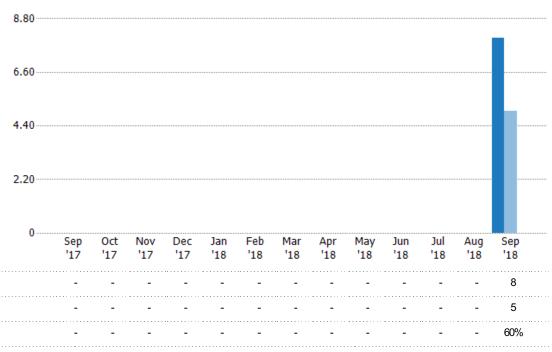
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

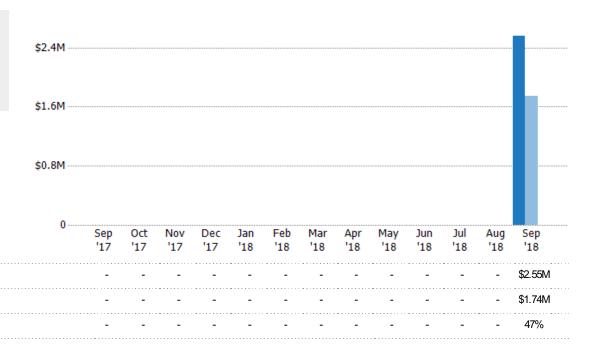
Percent Change from Prior Year

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

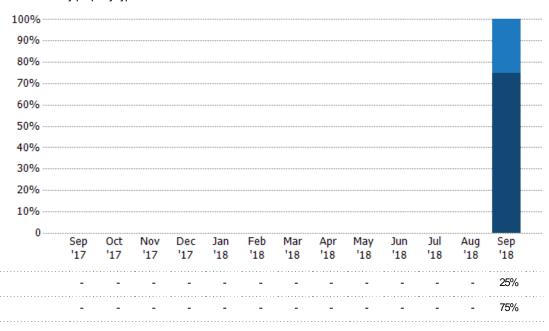


Closed Sales by Property Type

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

\$400	0K												
\$300	0K												
\$200	0K												
\$100	0K												
	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun		Aug	Sep
	-	-	-	-	-	-	-		-		-	-	\$319K
	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
	-	-	-	-	-	-	-	-	-	-	-	-	-8%







\$400K

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

0 -Sep Feb May Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$289K \$320K

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

\$400K	
\$300K	
\$200K	
\$100K	

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Avg Sales Price	_	-	-	-	-	-	-	_	-	-	-	-	\$319K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%



92%



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

\$400K												***********
\$300K												
\$200K												
\$100K												
•												
Sep '17	'17	17	'17	Jan '18	'18	Mar '18	'18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	- -	-	-	-	-	\$313K
-	-	-	-	-	-	-	-	-	-	-	-	\$289K

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.

¢400K

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												
NV.												
JK												
0												
0 Sep '17	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	9
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	



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.

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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

\$300K												
\$200K												
\$100K												
•								May				
•	Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep '18



