

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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	6	-33.3%	110	84	+31%
New Listing Volume	\$1,475,000	\$2,053,500	-28.2%	\$45,229,800	\$31,990,800	+41.4%
Active Listing Count	45	56	-19.6%	N/A	N/A	
Active Listing Volume	\$21,938,300	\$24,604,200	-10.8%	N/A	N/A	
Average Listing Price	\$487,518	\$439,361	+11%	\$455,078	\$455,580	-0.1%
Median Listing Price	\$374,900	\$349,500	+7.3%	\$371,871	\$356,272	+4.4%
Median Days in RPR	182	169	+7.7%	148.25	189.47	-21.8%
Months of Inventory	6.4	18.7	-65.6%	6.4	28	-77%
Absorption Rate	15.56%	5.36%	+10.2%	15.56%	3.57%	+12%
Sales Activity Charts Metrics						
New Pending Sales Count	8	4	+100%	88	54	+63%
New Pending Sales Volume	\$2,782,300	\$1,341,000	+107.5%	\$33,473,800	\$20,102,000	+66.5%
Pending Sales Count	8	6	+33.3%	N/A	N/A	
Pending Sales Volume	\$2,782,300	\$3,656,000	-23.9%	N/A	N/A	
Closed Sales Count	1	7	-85.7%	80	53	+50.9%
Closed Sales Volume	\$172,500	\$2,919,500	-94.1%	\$29,111,650	\$18,114,001	+60.7%
Average Sales Price	\$172,500	\$417,071	-58.6%	\$363,896	\$341,774	+6.5%
Median Sales Price	\$172,500	\$350,000	-50.7%	\$336,786	\$300,725	+12%

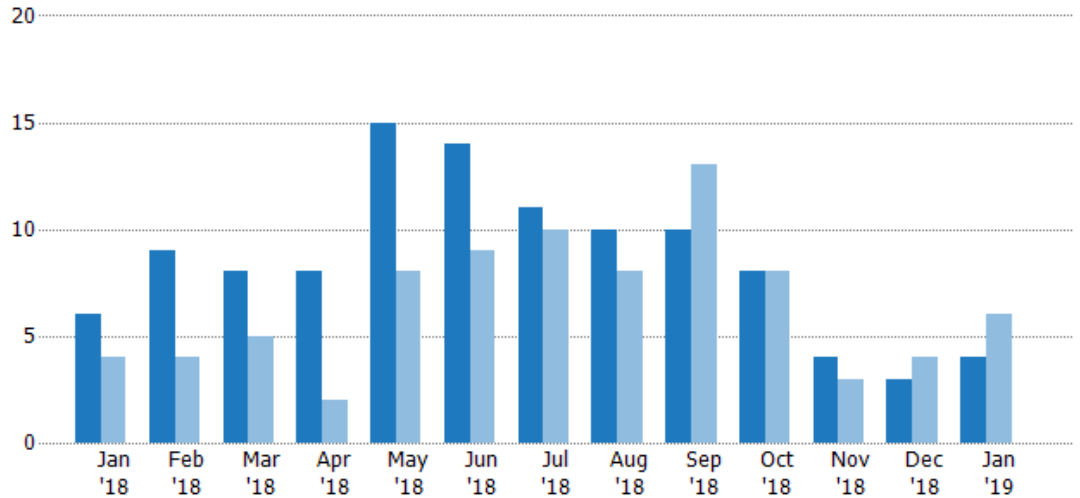
New Listings

The number of new 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

Month/ Year	Count	% Chg.
Jan '19	4	-33.3%
Jan '18	6	50%
Jan '17	4	0%



Current Year

Prior Year

Percent Change from Prior Year

6	9	8	8	15	14	11	10	10	8	4	3	4
4	4	5	2	8	9	10	8	13	8	3	4	6
50%	125%	60%	300%	88%	56%	10%	25%	-23%	0%	33%	-25%	-33%

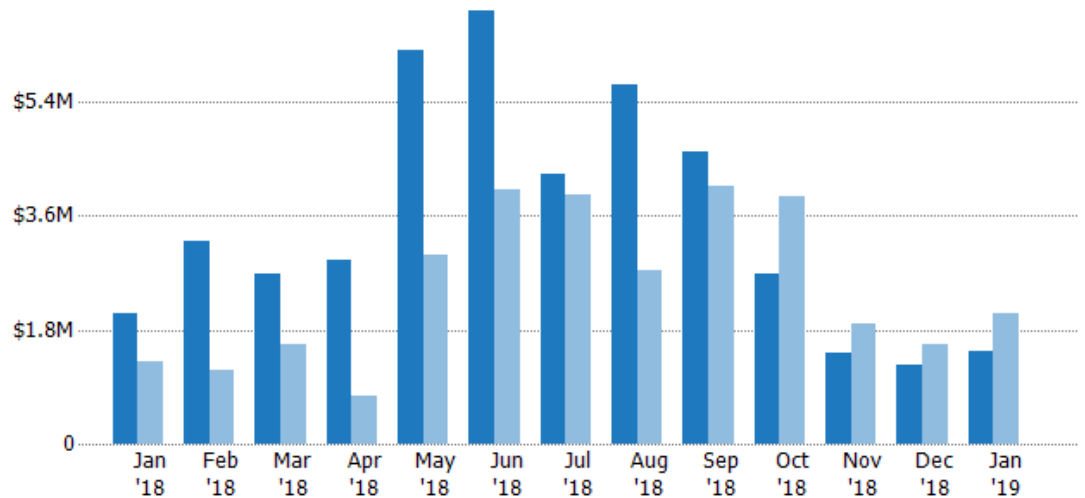
New Listing Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$1.48M	-28.2%
Jan '18	\$2.05M	56.8%
Jan '17	\$1.31M	67.3%



Current Year

Prior Year

Percent Change from Prior Year

\$2.05M	\$3.21M	\$2.68M	\$2.9M	\$6.22M	\$6.82M	\$4.25M	\$5.67M	\$4.6M	\$2.68M	\$1.42M	\$1.23M	\$1.48M
\$1.31M	\$1.17M	\$1.58M	\$748K	\$2.99M	\$4.02M	\$3.94M	\$2.74M	\$4.07M	\$3.91M	\$1.88M	\$1.57M	\$2.05M
57%	175%	70%	288%	108%	70%	8%	107%	13%	-31%	-24%	-21%	-28%

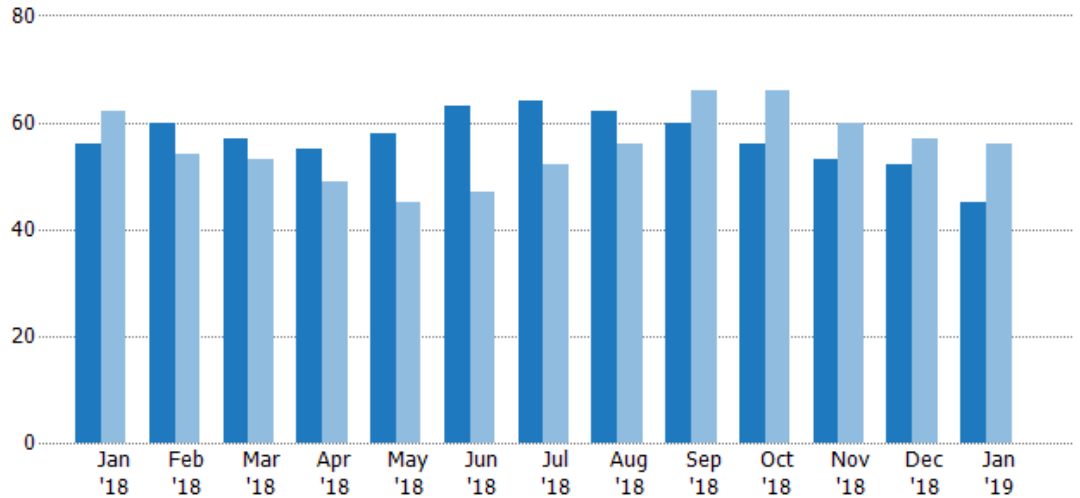
Active Listings

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

Month/ Year	Count	% Chg.
Jan '19	45	-19.6%
Jan '18	56	-9.7%
Jan '17	62	27.4%



Current Year	56	60	57	55	58	63	64	62	60	56	53	52	45
Prior Year	62	54	53	49	45	47	52	56	66	66	60	57	56
Percent Change from Prior Year	-10%	11%	8%	12%	29%	34%	23%	11%	-9%	-15%	-12%	-9%	-20%

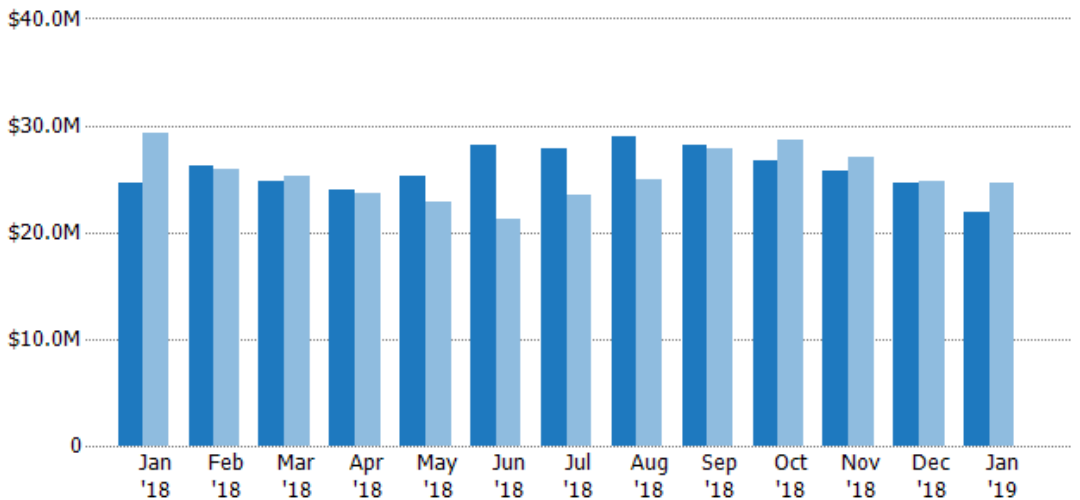
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$21.9M	-10.8%
Jan '18	\$24.6M	-15.8%
Jan '17	\$29.2M	33.8%



Current Year	\$24.6M	\$26.3M	\$24.8M	\$24M	\$25.2M	\$28.2M	\$27.8M	\$28.9M	\$28.2M	\$26.8M	\$25.8M	\$24.7M	\$21.9M
Prior Year	\$29.2M	\$25.9M	\$25.3M	\$23.6M	\$22.8M	\$21.2M	\$23.5M	\$25M	\$27.9M	\$28.6M	\$27M	\$24.7M	\$24.6M
Percent Change from Prior Year	-16%	1%	-2%	2%	11%	33%	18%	16%	1%	-6%	-4%	0%	-11%

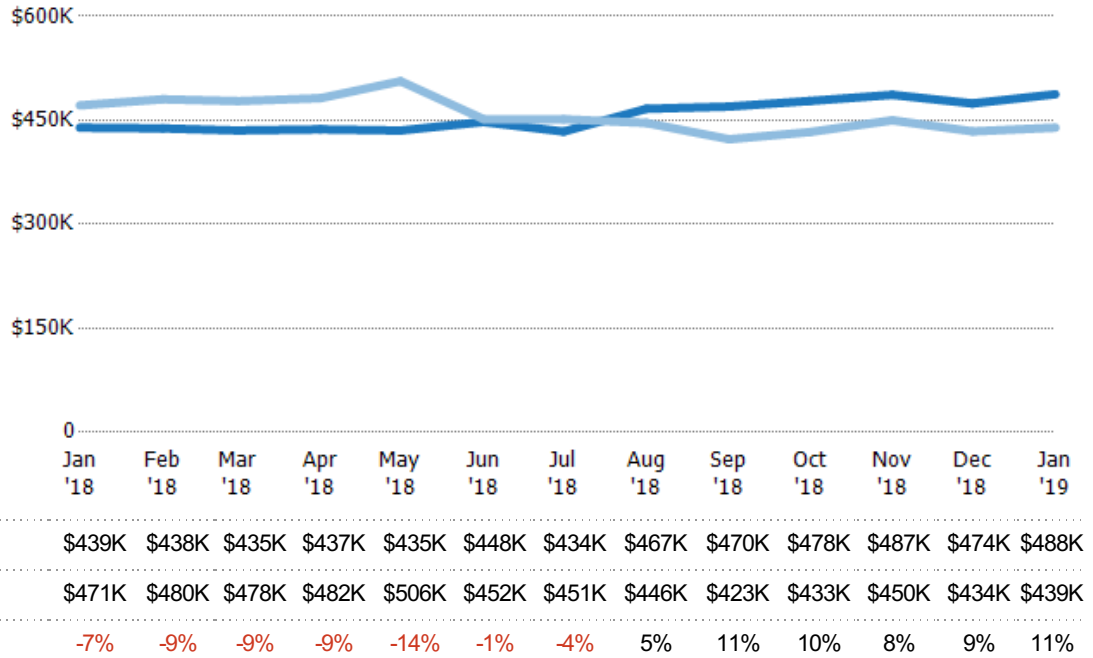
Average Listing Price

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

Month/ Year	Price	% Chg.
Jan '19	\$488K	11%
Jan '18	\$439K	-6.8%
Jan '17	\$471K	5%



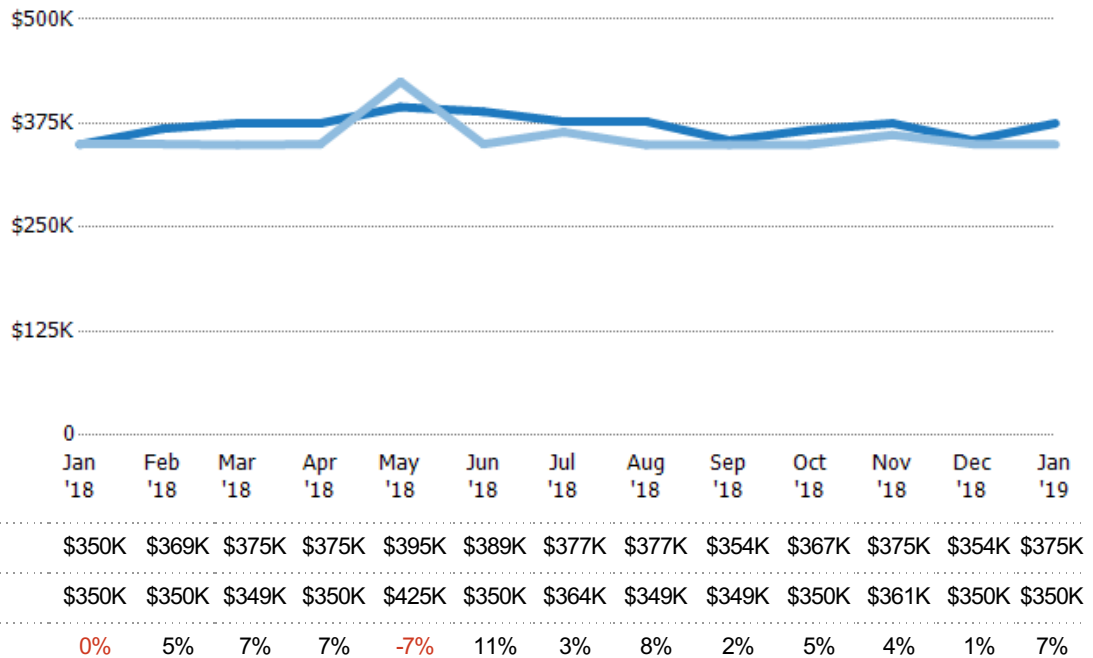
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Jan '19	\$375K	7.3%
Jan '18	\$350K	-0.1%
Jan '17	\$350K	-0.3%

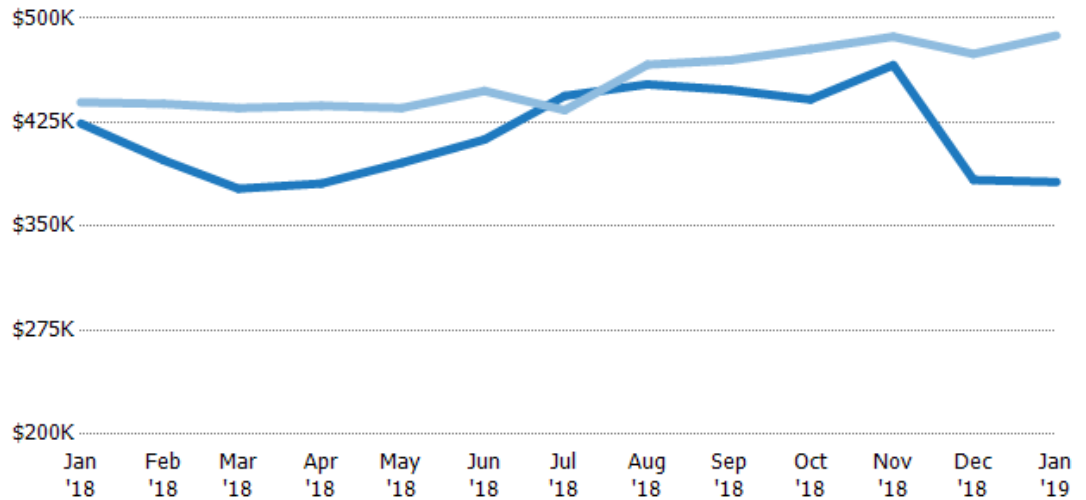


Average Listing Price vs Average Est Value

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



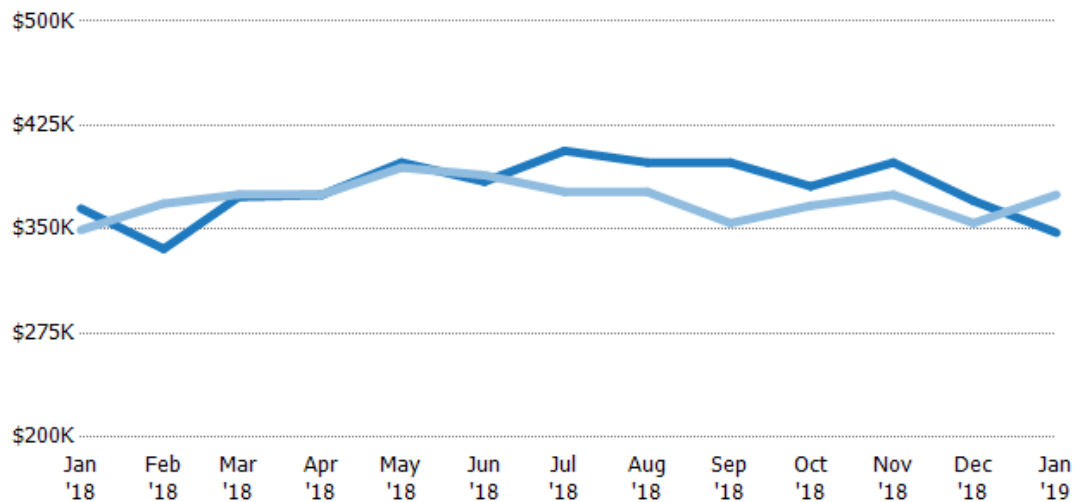
Avg Est Value	\$424K	\$398K	\$377K	\$381K	\$396K	\$412K	\$444K	\$452K	\$448K	\$441K	\$466K	\$383K	\$382K
Avg Listing Price	\$439K	\$438K	\$435K	\$437K	\$435K	\$448K	\$434K	\$467K	\$470K	\$478K	\$487K	\$474K	\$488K
Avg Listing Price as a % of Avg Est Value	104%	110%	115%	115%	110%	109%	98%	103%	105%	108%	104%	124%	128%

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

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



Median Est Value	\$365K	\$336K	\$373K	\$375K	\$398K	\$384K	\$407K	\$398K	\$398K	\$381K	\$398K	\$371K	\$348K
Median Listing Price	\$350K	\$369K	\$375K	\$375K	\$395K	\$389K	\$377K	\$377K	\$354K	\$367K	\$375K	\$354K	\$375K
Med Listing Price as a % of Med Est Value	96%	110%	100%	100%	99%	101%	93%	95%	89%	96%	94%	96%	108%

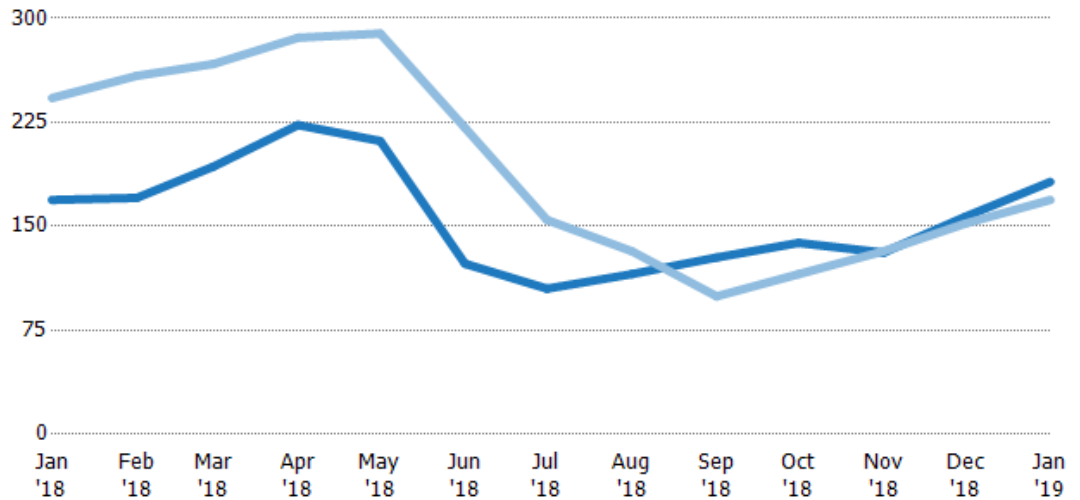
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '19	182	7.7%
Jan '18	169	-30.3%
Jan '17	243	-6.4%



Current Year	169	171	193	223	212	123	105	116	128	138	131	157	182
Prior Year	243	259	267	286	289	221	155	132	100	116	132	152	169
Percent Change from Prior Year	-30%	-34%	-28%	-22%	-27%	-44%	-32%	-13%	28%	19%	-1%	3%	8%

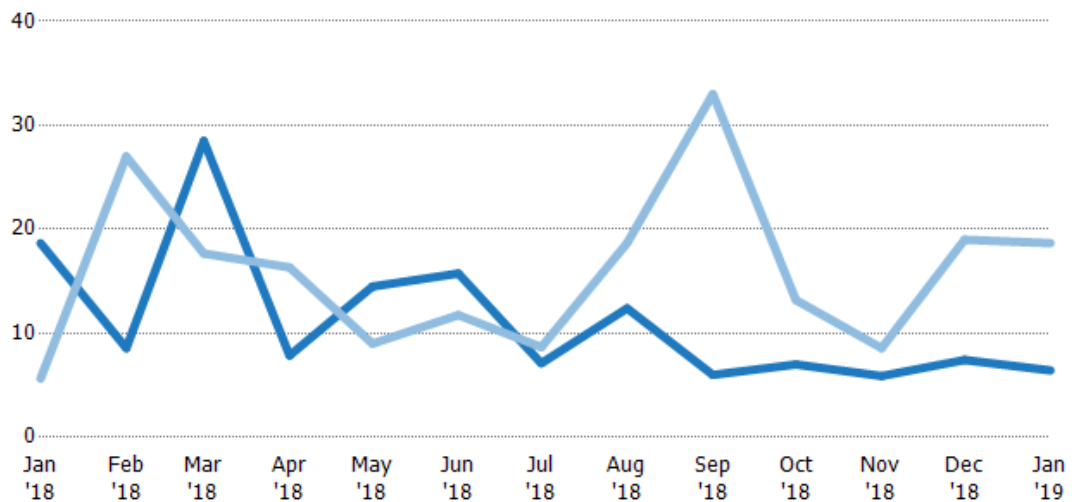
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Jan '19	6.43	-65.6%
Jan '18	18.7	231.2%
Jan '17	5.64	367.2%



Current Year	18.7	8.57	28.5	7.86	14.5	15.8	7.11	12.4	6	7	5.89	7.43	6.43
Prior Year	5.64	27	17.7	16.3	9	11.8	8.67	18.7	33	13.2	8.57	19	18.7
Percent Change from Prior Year	231%	-68%	61%	-52%	61%	34%	-18%	-34%	-82%	-47%	-31%	-61%	-66%

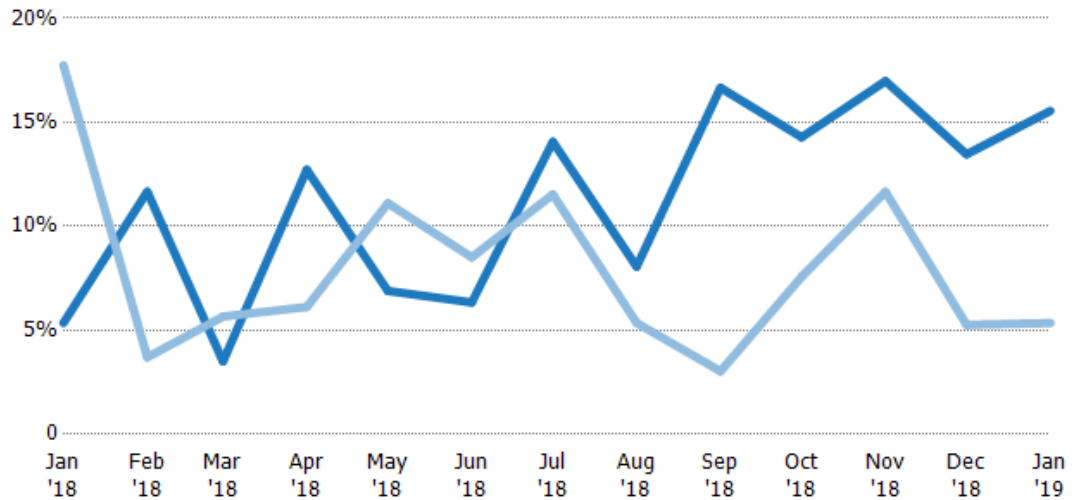
Absorption Rate

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

Month/ Year	Rate	Chg.
Jan '19	16%	-10.2%
Jan '18	5%	12.4%
Jan '17	18%	-78.6%



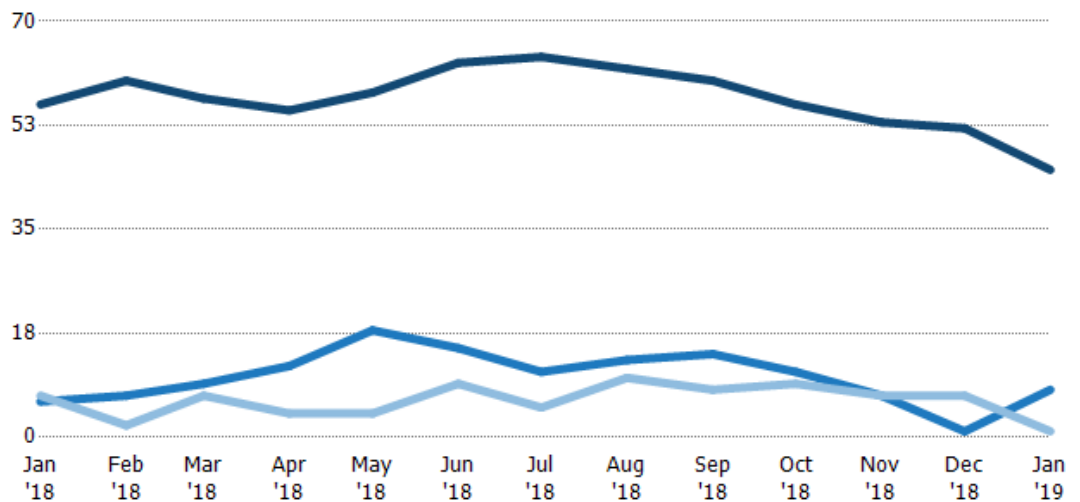
Current Year	5%	12%	4%	13%	7%	6%	14%	8%	17%	14%	17%	13%	16%
Prior Year	18%	4%	6%	6%	11%	9%	12%	5%	3%	8%	12%	5%	5%
Change from Prior Year	12%	-8%	2%	-7%	4%	2%	-3%	-3%	-14%	-7%	-5%	-8%	-10%

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



Active	56	60	57	55	58	63	64	62	60	56	53	52	45
Pending	6	7	9	12	18	15	11	13	14	11	7	1	8
Sold	7	2	7	4	4	9	5	10	8	9	7	7	1

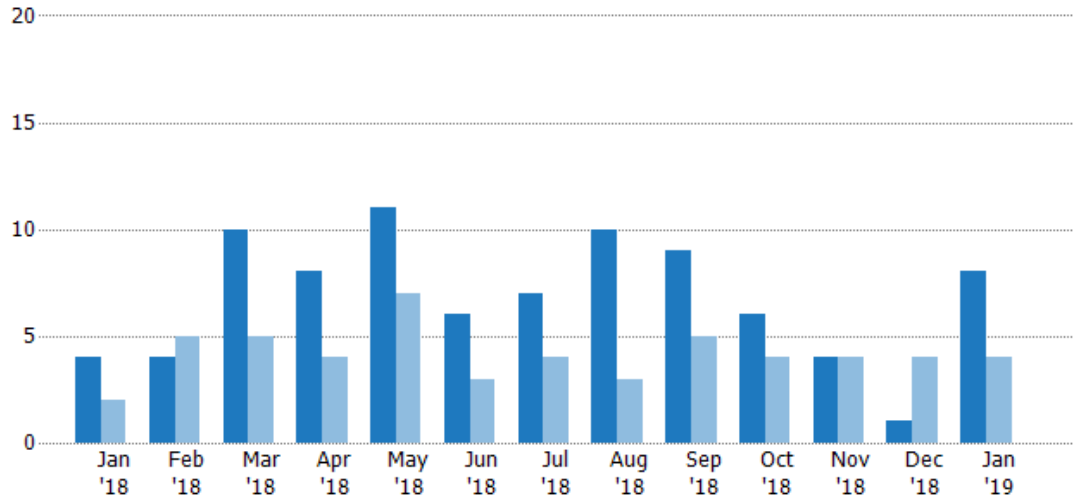
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	8	100%
Jan '18	4	100%
Jan '17	2	150%



Current Year	4	4	10	8	11	6	7	10	9	6	4	1	8
Prior Year	2	5	5	4	7	3	4	3	5	4	4	4	4
Percent Change from Prior Year	100%	-20%	100%	100%	57%	100%	75%	233%	80%	50%	0%	-75%	100%

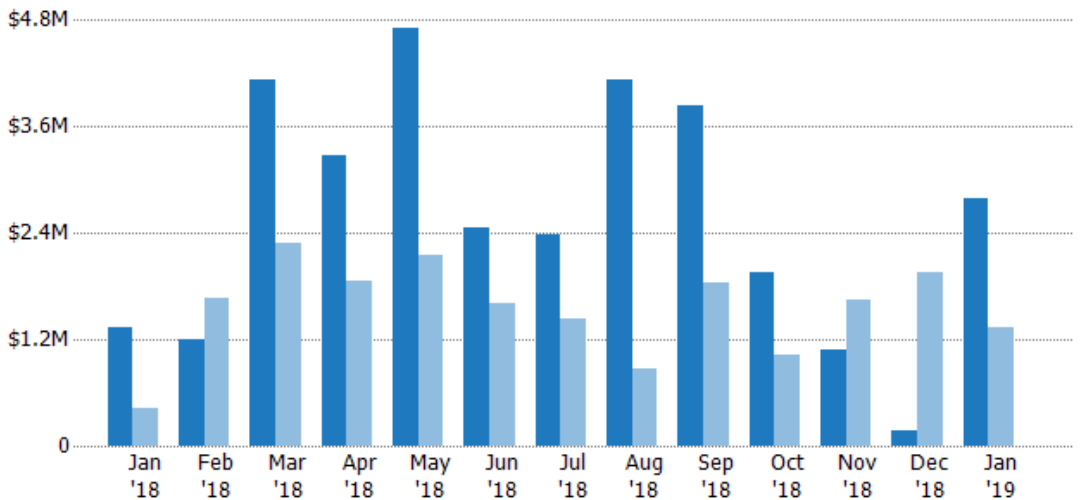
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$2.78M	107.5%
Jan '18	\$1.34M	219.3%
Jan '17	\$420K	129%



Current Year	\$1.34M	\$1.2M	\$4.13M	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$1.08M	\$180K	\$2.78M
Prior Year	\$420K	\$1.67M	\$2.28M	\$1.85M	\$2.15M	\$1.62M	\$1.43M	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M
Percent Change from Prior Year	219%	-28%	81%	77%	119%	53%	67%	371%	108%	92%	-35%	-91%	107%

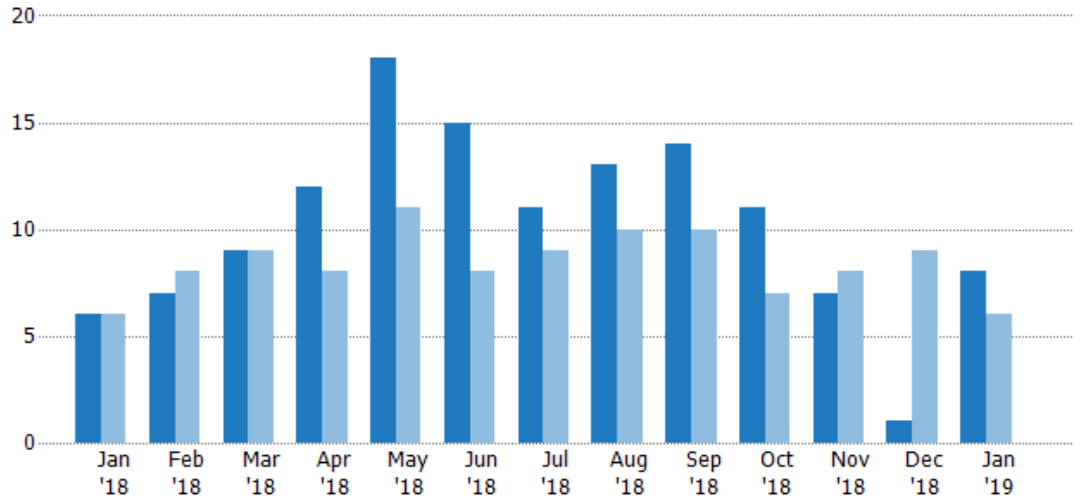
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	8	33.3%
Jan '18	6	0%
Jan '17	6	33.3%



Current Year	6	7	9	12	18	15	11	13	14	11	7	1	8
Prior Year	6	8	9	8	11	8	9	10	10	7	8	9	6
Percent Change from Prior Year	0%	-13%	0%	50%	64%	88%	22%	30%	40%	57%	-13%	-89%	33%

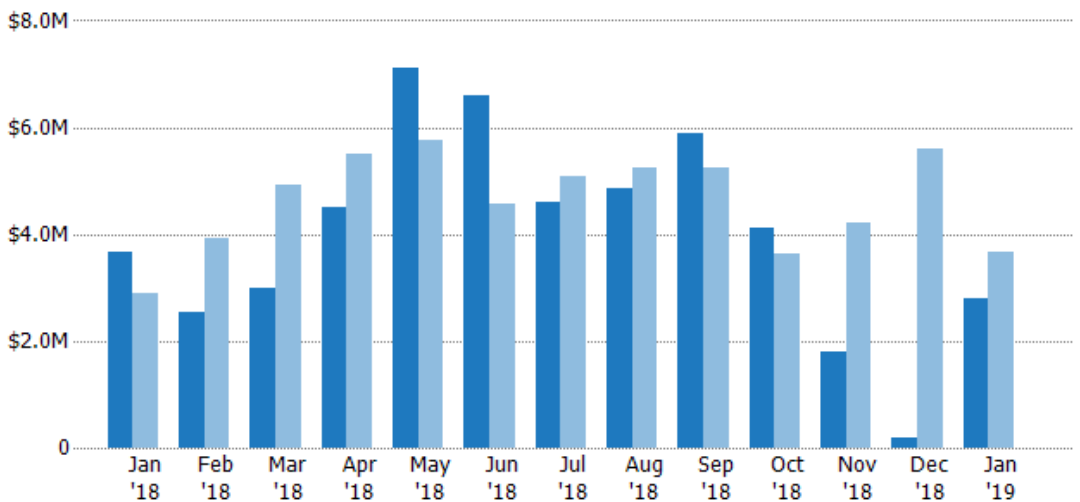
Pending Sales Volume

The sum of the sales price of residential 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

Month/ Year	Volume	% Chg.
Jan '19	\$2.78M	-23.9%
Jan '18	\$3.66M	26.6%
Jan '17	\$2.89M	11.4%



Current Year	\$3.66M	\$2.53M	\$2.99M	\$4.5M	\$7.12M	\$6.6M	\$4.59M	\$4.85M	\$5.9M	\$4.11M	\$1.79M	\$180K	\$2.78M
Prior Year	\$2.89M	\$3.91M	\$4.91M	\$5.51M	\$5.77M	\$4.57M	\$5.08M	\$5.25M	\$5.25M	\$3.63M	\$4.22M	\$5.61M	\$3.66M
Percent Change from Prior Year	27%	-35%	-39%	-18%	23%	44%	-10%	-8%	12%	13%	-58%	-97%	-24%

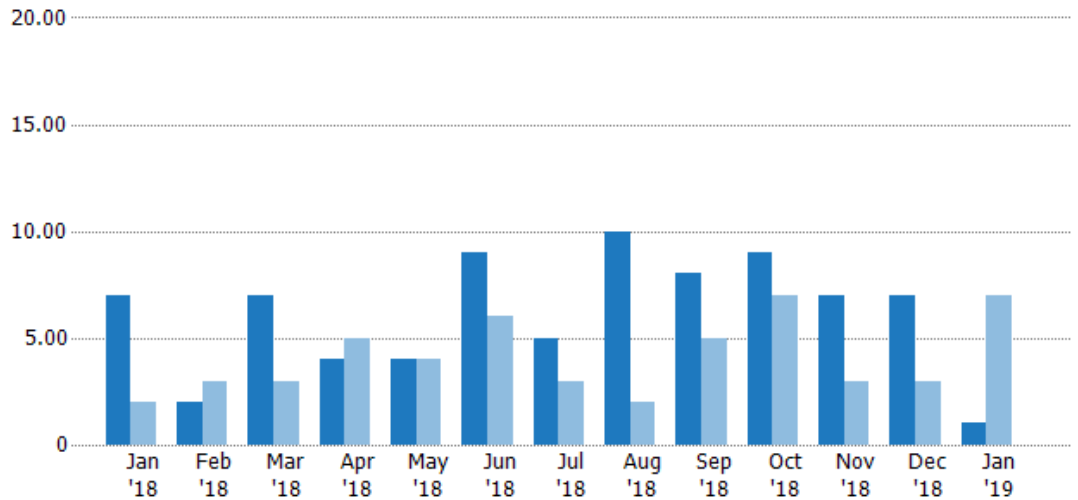
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	1	-85.7%
Jan '18	7	250%
Jan '17	2	50%



Current Year	7	2	7	4	4	9	5	10	8	9	7	7	1
Prior Year	2	3	3	5	4	6	3	2	5	7	3	3	7
Percent Change from Prior Year	250%	-33%	133%	-20%	0%	50%	67%	400%	60%	29%	133%	133%	-86%

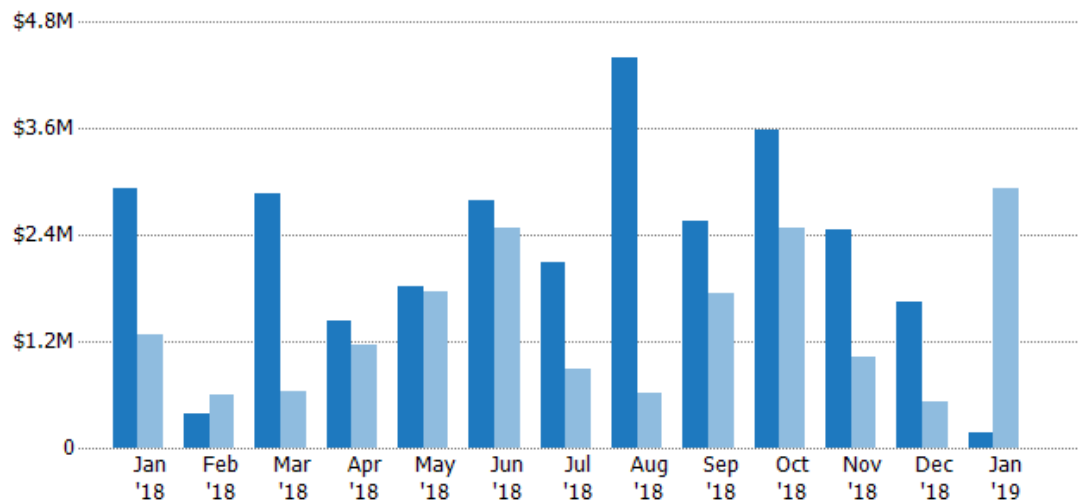
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$173K	-94.1%
Jan '18	\$2.92M	127.2%
Jan '17	\$1.29M	-11.6%



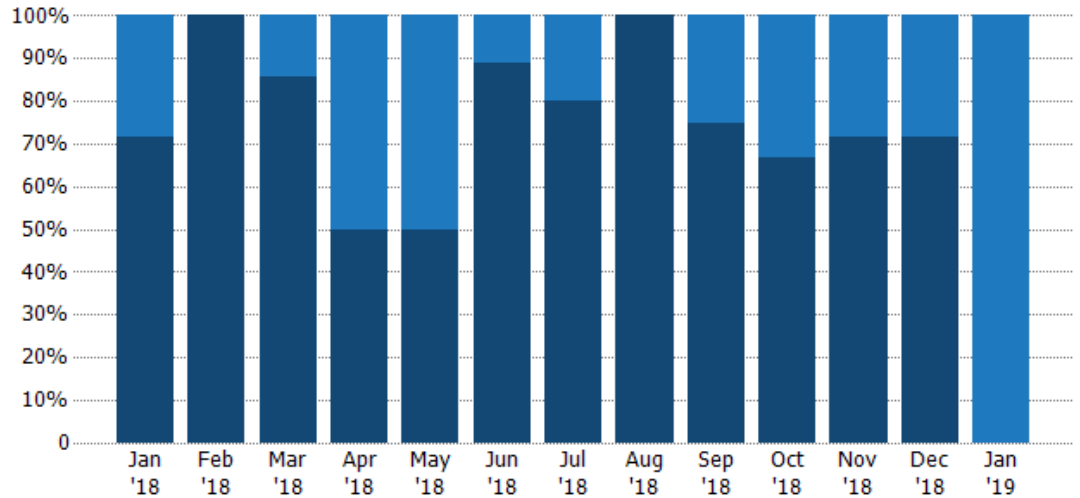
Current Year	\$2.92M	\$383K	\$2.87M	\$1.43M	\$1.81M	\$2.79M	\$2.09M	\$4.4M	\$2.55M	\$3.58M	\$2.46M	\$1.65M	\$173K
Prior Year	\$1.29M	\$595K	\$630K	\$1.16M	\$1.77M	\$2.49M	\$898K	\$618K	\$1.74M	\$2.47M	\$1.02M	\$520K	\$2.92M
Percent Change from Prior Year	127%	-36%	357%	24%	2%	12%	132%	611%	47%	45%	142%	218%	-94%

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



Condo/Townhouse	29%	-	14%	50%	50%	11%	20%	-	25%	33%	29%	29%	100%
Single Family Residence	71%	100%	86%	50%	50%	89%	80%	100%	75%	67%	71%	71%	-

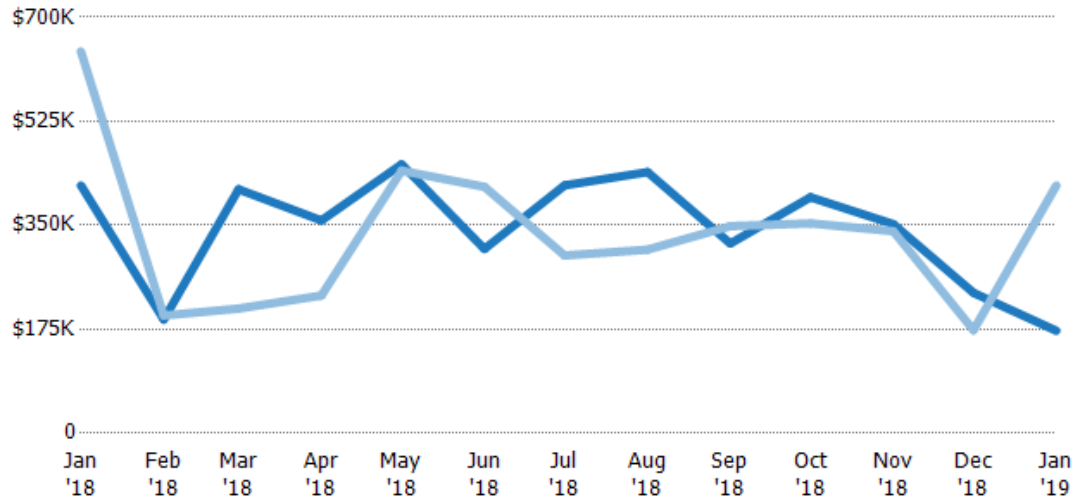
Average Sales Price

The average 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

Month/ Year	Price	% Chg.
Jan '19	\$173K	-58.6%
Jan '18	\$417K	-35.1%
Jan '17	\$643K	-41.1%



Current Year	\$417K	\$192K	\$411K	\$358K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K
Prior Year	\$643K	\$198K	\$210K	\$232K	\$442K	\$415K	\$299K	\$309K	\$349K	\$353K	\$340K	\$173K	\$417K
Percent Change from Prior Year	-35%	-3%	96%	54%	2%	-25%	39%	42%	-8%	12%	4%	36%	-59%

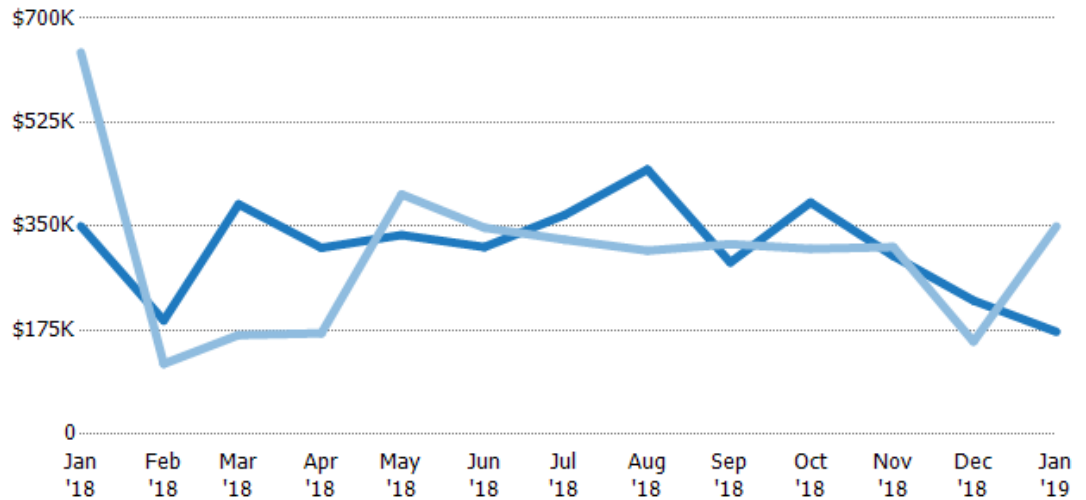
Median Sales Price

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

Month/ Year	Price	% Chg.
Jan '19	\$173K	-50.7%
Jan '18	\$350K	-45.5%
Jan '17	\$643K	-40.5%



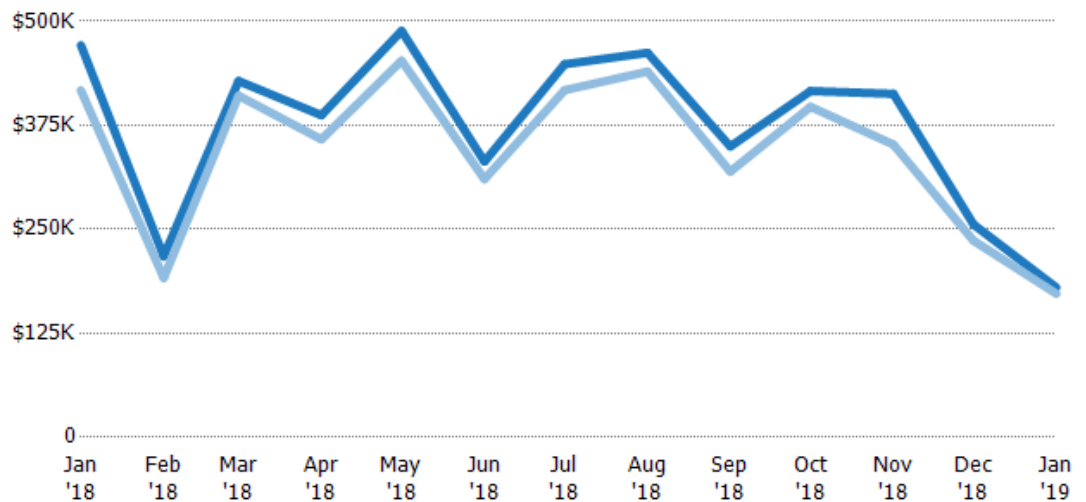
Current Year	\$350K	\$192K	\$387K	\$314K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K
Prior Year	\$643K	\$119K	\$167K	\$170K	\$404K	\$348K	\$328K	\$309K	\$320K	\$312K	\$315K	\$156K	\$350K
Percent Change from Prior Year	-46%	62%	132%	85%	-17%	-9%	13%	44%	-10%	25%	-5%	44%	-51%

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

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



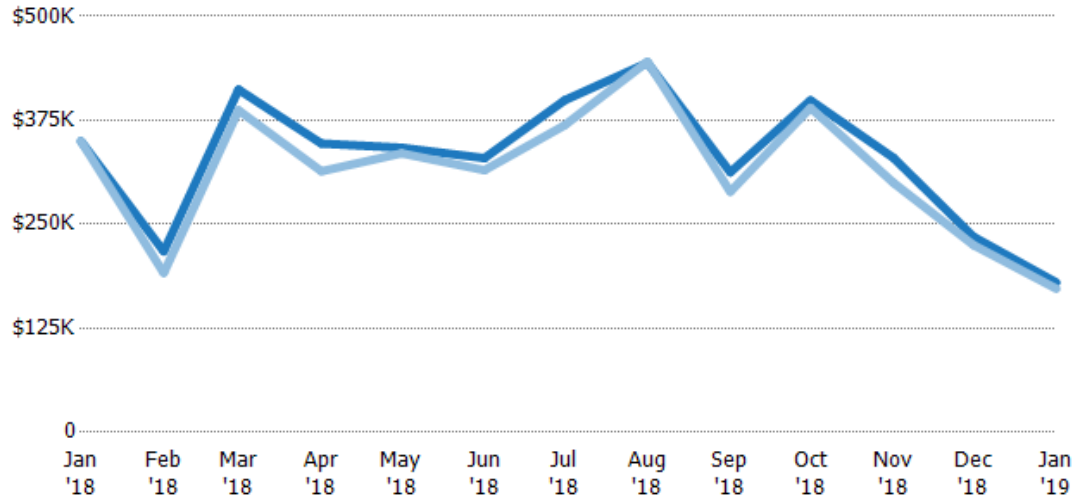
Avg List Price	\$471K	\$218K	\$428K	\$387K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K
Avg Sales Price	\$417K	\$192K	\$411K	\$358K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K
Avg Sales Price as a % of Avg List Price	89%	88%	96%	93%	93%	94%	93%	95%	91%	95%	85%	92%	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.

Filters Used

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



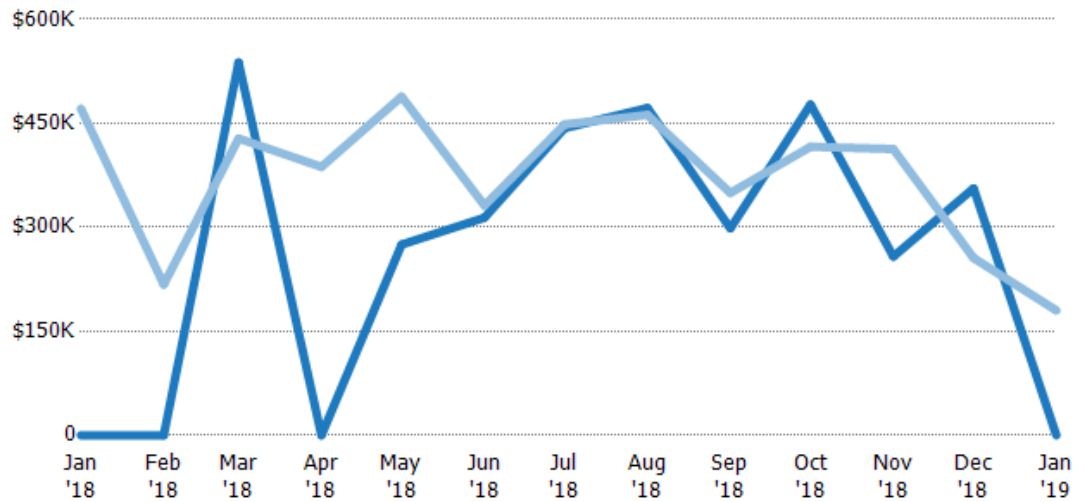
Median List Price	\$350K	\$218K	\$412K	\$347K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K
Median Sales Price	\$350K	\$192K	\$387K	\$314K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K
Med Sales Price as a % of Med List Price	100%	88%	94%	90%	98%	96%	92%	100%	92%	98%	91%	96%	96%

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

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



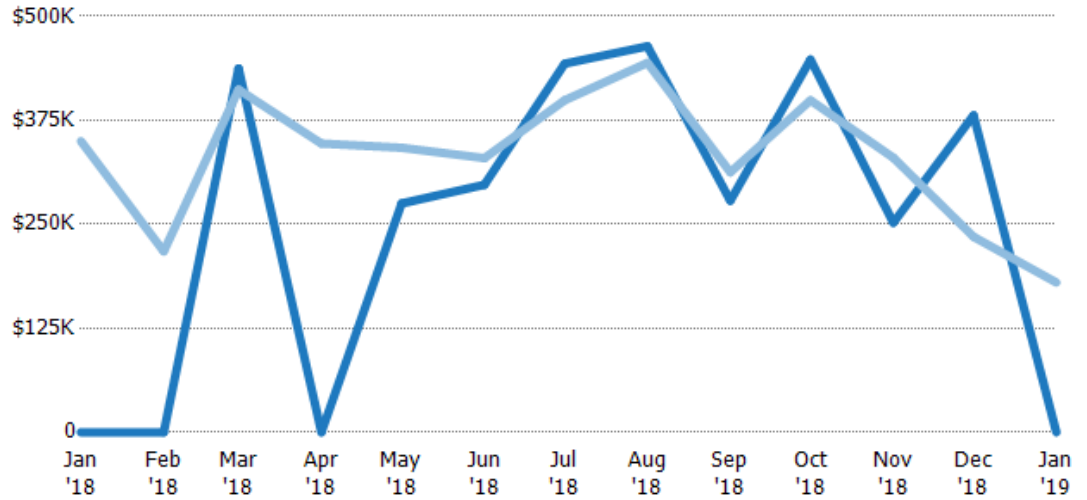
Avg Est Value	\$0	\$0	\$538K	\$0	\$275K	\$314K	\$443K	\$472K	\$298K	\$477K	\$258K	\$356K	\$0
Avg Sales Price	\$471K	\$218K	\$428K	\$387K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K
Avg Sales Price as a % of Avg Est Value	100%	100%	80%	100%	178%	106%	101%	98%	117%	87%	160%	72%	100%

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



Median Est Value	\$0	\$0	\$437K	\$0	\$275K	\$298K	\$443K	\$464K	\$278K	\$448K	\$252K	\$381K	\$0
Median Sales Price	\$350K	\$218K	\$412K	\$347K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K
Med Sales Price as a % of Med Est Value	100%	100%	94%	100%	124%	111%	90%	96%	112%	89%	131%	62%	100%