

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	11	23	-52.2%
New Listing Volume	\$2,374,900	\$2,677,500	-11.3%	\$3,901,900	\$7,942,000	-50.9%
Active Listing Count	41	59	-30.5%	N/A	N/A	
Active Listing Volume	\$19,861,200	\$25,336,200	-21.6%	N/A	N/A	
Average Listing Price	\$484,420	\$429,427	+12.8%	\$481,696	\$434,434	+10.9%
Median Listing Price	\$349,500	\$372,000	-6%	\$366,827	\$362,066	+1.3%
Median Days in RPR	241	193	+24.9%	227.56	181.69	+25.2%
Months of Inventory	20.5	29.5	-30.5%	8.1	18.1	-55.5%
Absorption Rate	4.88%	3.39%	+1.5%	12.4%	5.52%	+6.9%
Sales Activity Charts Metrics						
New Pending Sales Count	6	10	-40%	16	18	-11.1%
New Pending Sales Volume	\$1,970,500	\$4,129,500	-52.3%	\$5,451,800	\$6,665,500	-18.2%
Pending Sales Count	8	10	-20%	N/A	N/A	
Pending Sales Volume	\$2,520,400	\$3,658,500	-31.1%	N/A	N/A	
Closed Sales Count	6	7	-14.3%	9	16	-43.8%
Closed Sales Volume	\$2,289,400	\$2,874,050	-20.3%	\$2,898,900	\$6,176,550	-53.1%
Average Sales Price	\$381,567	\$410,579	-7.1%	\$322,100	\$386,034	-16.6%
Median Sales Price	\$340,000	\$387,000	-12.1%	\$294,389	\$346,375	-15%

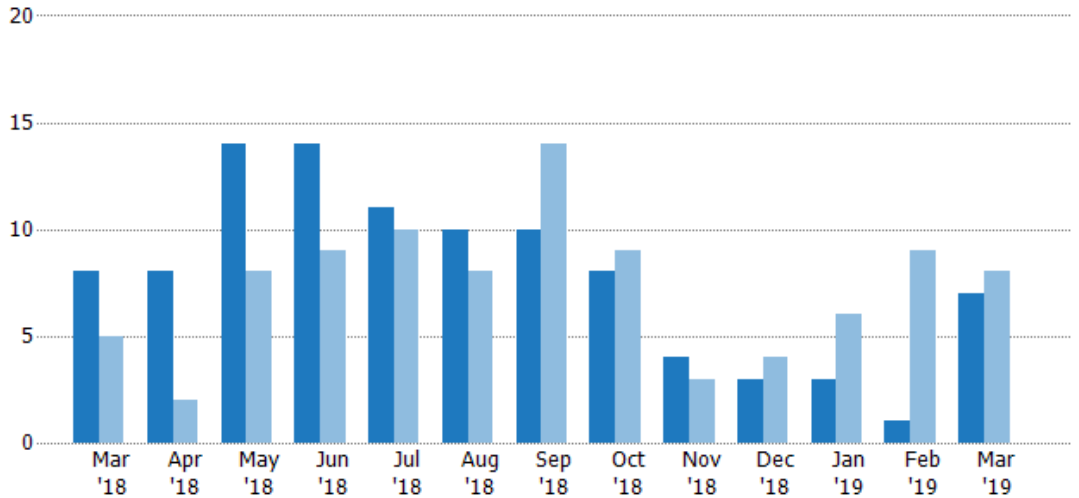
New Listings

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.
Mar '19	7	-12.5%
Mar '18	8	60%
Mar '17	5	20%



Current Year	8	8	14	14	11	10	10	8	4	3	3	1	7
Prior Year	5	2	8	9	10	8	14	9	3	4	6	9	8
Percent Change from Prior Year	60%	300%	75%	56%	10%	25%	-29%	-11%	33%	-25%	-50%	-89%	-13%

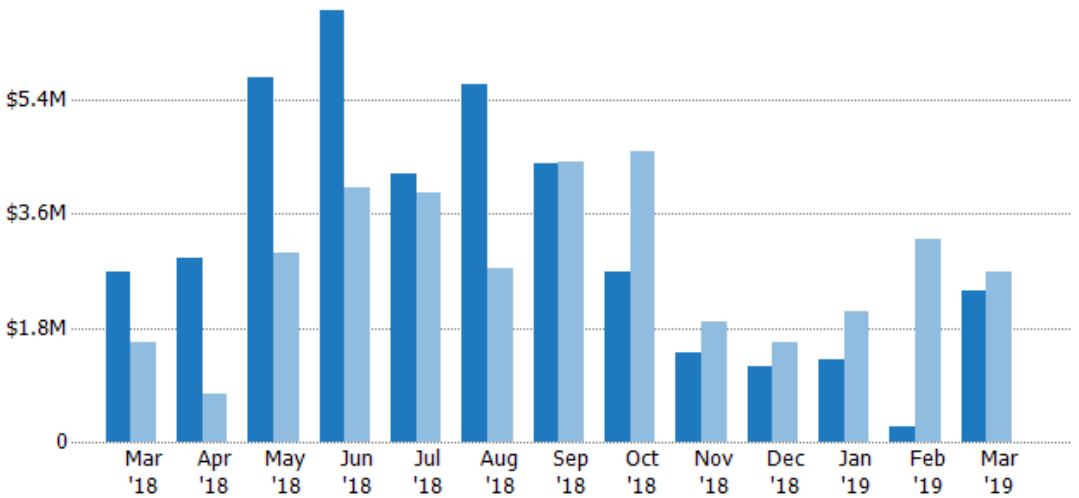
New Listing Volume

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.
Mar '19	\$2.37M	-11.3%
Mar '18	\$2.68M	69.5%
Mar '17	\$1.58M	27.5%



Current Year	\$2.68M	\$2.9M	\$5.74M	\$6.82M	\$4.23M	\$5.65M	\$4.4M	\$2.68M	\$1.42M	\$1.18M	\$1.29M	\$237K	\$2.37M
Prior Year	\$1.58M	\$748K	\$2.99M	\$4.02M	\$3.94M	\$2.74M	\$4.42M	\$4.58M	\$1.88M	\$1.57M	\$2.05M	\$3.21M	\$2.68M
Percent Change from Prior Year	70%	288%	92%	69%	7%	106%	-1%	-41%	-25%	-25%	-37%	-93%	-11%

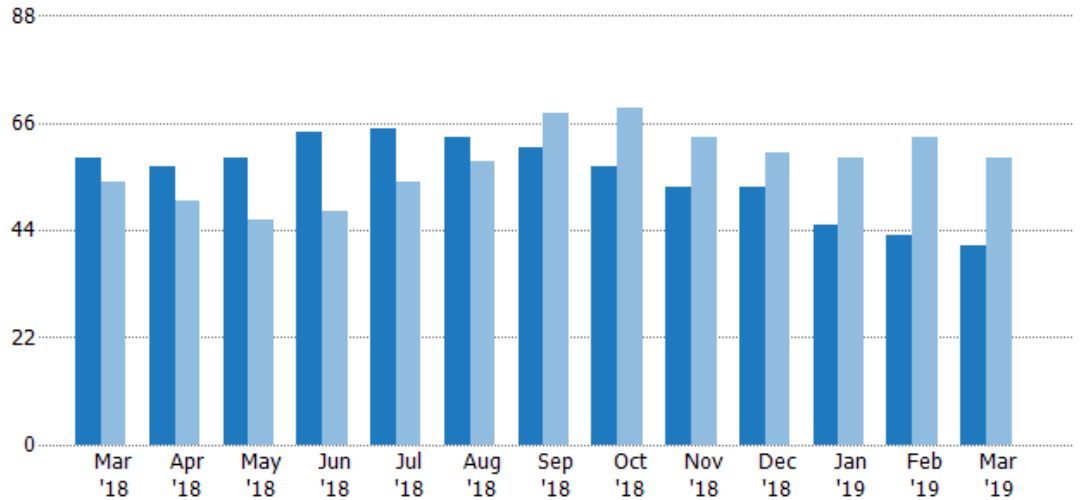
Active Listings

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.
Mar '19	41	-30.5%
Mar '18	59	9.3%
Mar '17	54	51.9%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	59	57	59	64	65	63	61	57	53	53	45	43	41
Prior Year	54	50	46	48	54	58	68	69	63	60	59	63	59
Percent Change from Prior Year	9%	14%	28%	33%	20%	9%	-10%	-17%	-16%	-12%	-24%	-32%	-31%

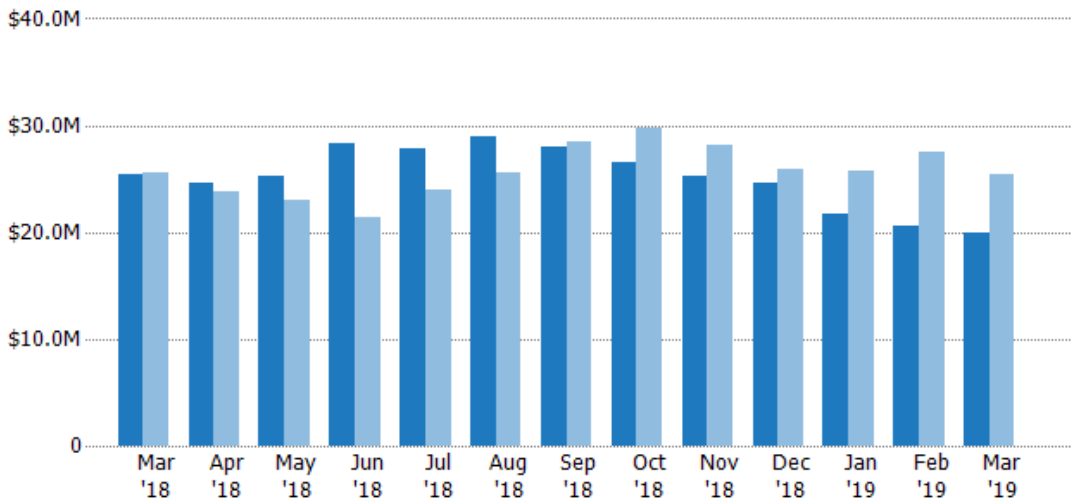
Active Listing Volume

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.
Mar '19	\$19.9M	-21.6%
Mar '18	\$25.3M	-0.9%
Mar '17	\$25.6M	50%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$25.3M	\$24.6M	\$25.3M	\$28.2M	\$27.8M	\$28.9M	\$28M	\$26.6M	\$25.3M	\$24.6M	\$21.6M	\$20.6M	\$19.9M
Prior Year	\$25.6M	\$23.9M	\$23M	\$21.5M	\$24M	\$25.5M	\$28.4M	\$29.8M	\$28.2M	\$25.9M	\$25.8M	\$27.5M	\$25.3M
Percent Change from Prior Year	-1%	3%	10%	32%	16%	13%	-2%	-11%	-10%	-5%	-16%	-25%	-22%

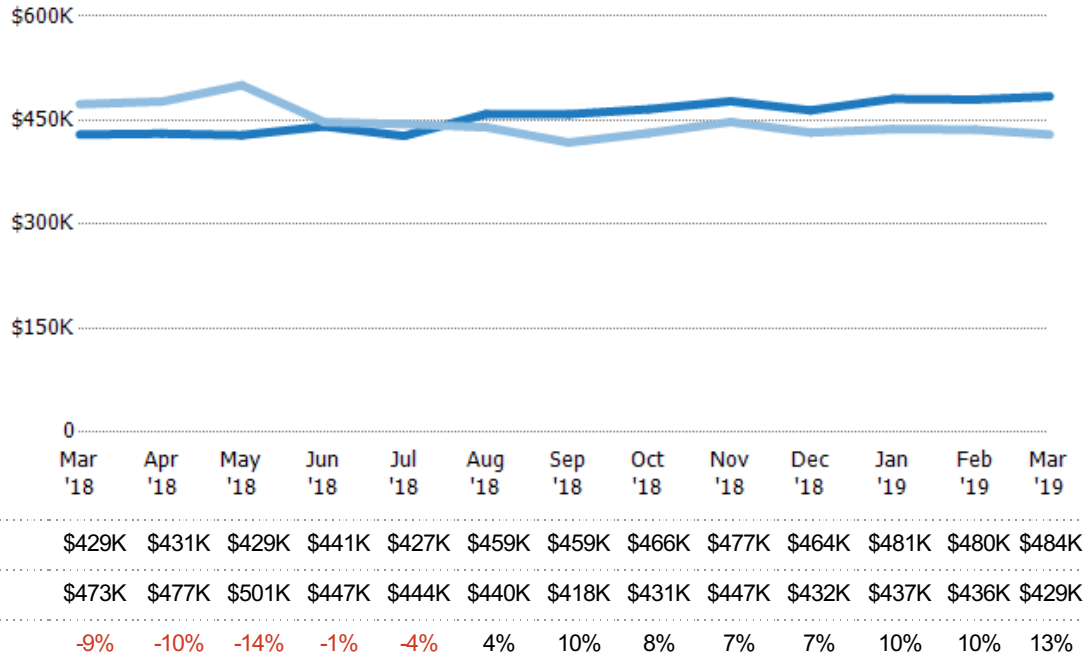
Average Listing Price

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.
Mar '19	\$484K	12.8%
Mar '18	\$429K	-9.3%
Mar '17	\$473K	-1.2%



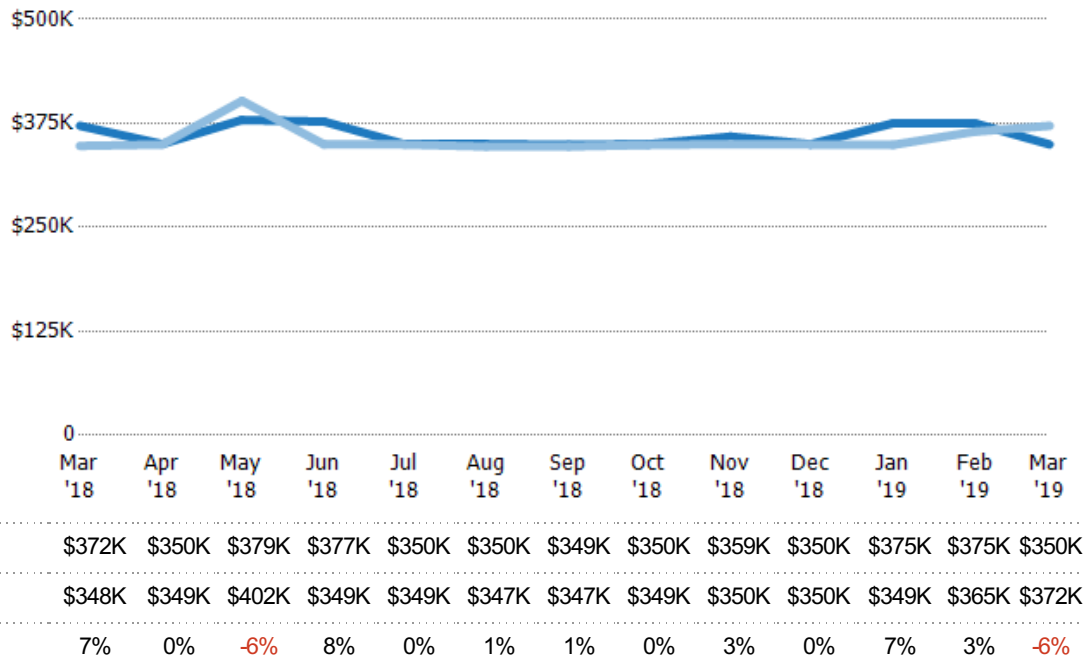
Median Listing Price

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.
Mar '19	\$350K	-6%
Mar '18	\$372K	7%
Mar '17	\$348K	0.2%

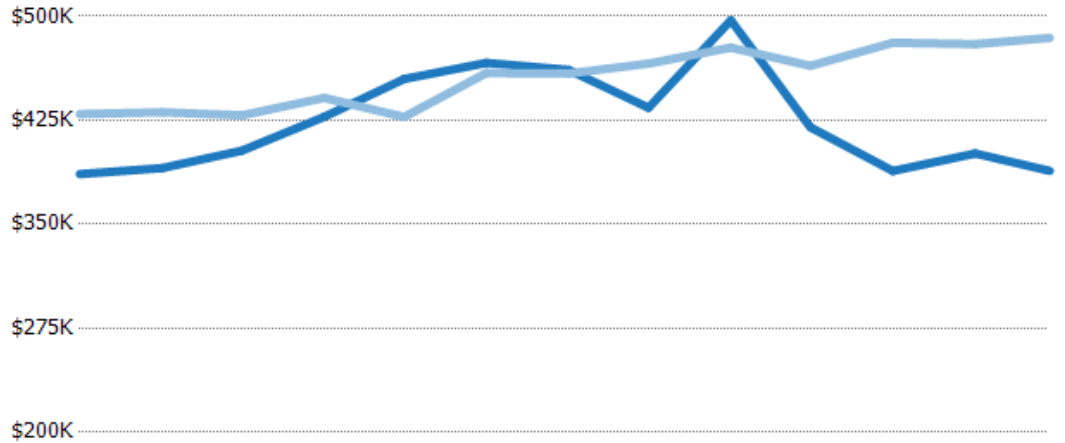


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



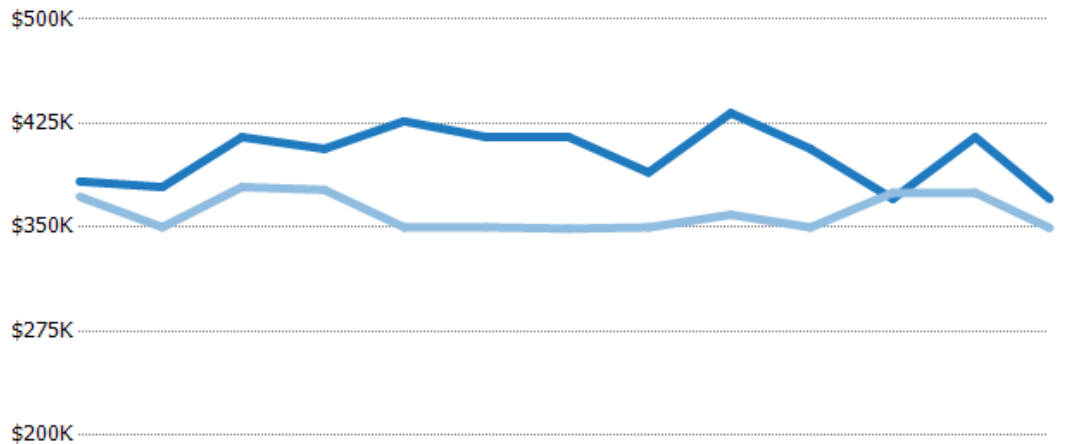
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$386K	\$391K	\$403K	\$427K	\$455K	\$466K	\$461K	\$434K	\$497K	\$420K	\$388K	\$401K	\$389K
Avg Listing Price	\$429K	\$431K	\$429K	\$441K	\$427K	\$459K	\$459K	\$466K	\$477K	\$464K	\$481K	\$480K	\$484K
Avg Listing Price as a % of Avg Est Value	111%	110%	106%	103%	94%	98%	99%	107%	96%	111%	124%	120%	125%

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



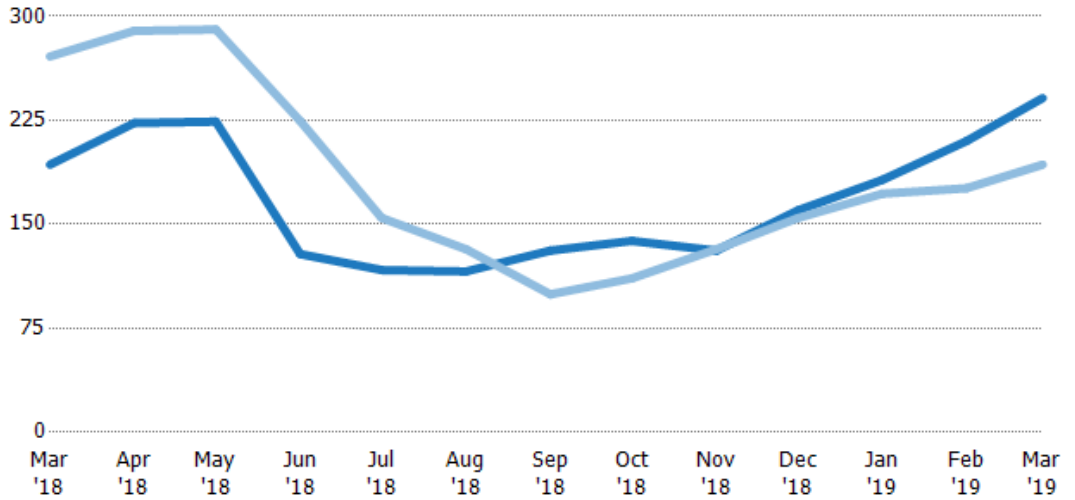
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$383K	\$379K	\$415K	\$407K	\$426K	\$415K	\$415K	\$390K	\$432K	\$407K	\$370K	\$415K	\$370K
Median Listing Price	\$372K	\$350K	\$379K	\$377K	\$350K	\$350K	\$349K	\$350K	\$359K	\$350K	\$375K	\$375K	\$350K
Med Listing Price as a % of Med Est Value	97%	92%	91%	93%	82%	84%	84%	90%	83%	86%	101%	90%	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.

Filters Used

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



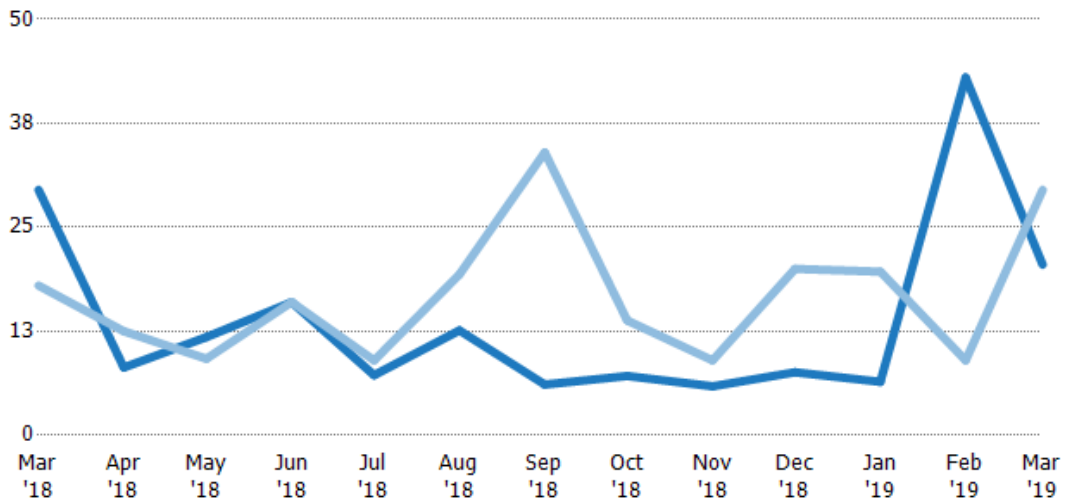
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	193	223	224	129	117	116	131	138	131	160	182	210	241
Prior Year	271	290	291	225	155	132	100	111	132	155	172	176	193
Percent Change from Prior Year	-29%	-23%	-23%	-43%	-24%	-12%	32%	24%	-1%	4%	6%	19%	25%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	29.5	8.14	11.8	16	7.22	12.6	6.1	7.13	5.89	7.57	6.43	43	20.5
Prior Year	18	12.5	9.2	16	9	19.3	34	13.8	9	20	19.7	9	29.5
Percent Change from Prior Year	64%	-35%	28%	0%	-20%	-35%	-82%	-48%	-35%	-62%	-67%	378%	-31%

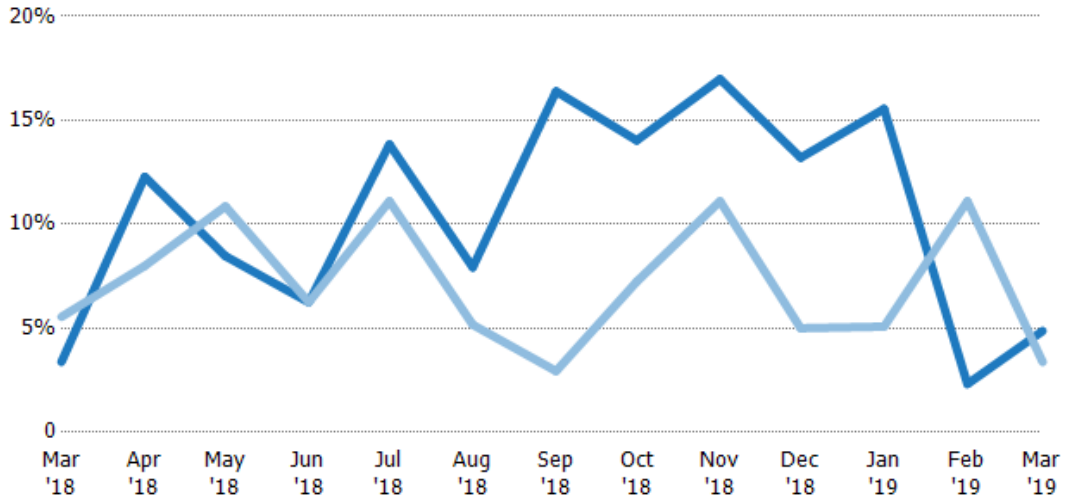
Absorption Rate

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.
Mar '19	5%	-1.5%
Mar '18	3%	2.2%
Mar '17	6%	9.7%



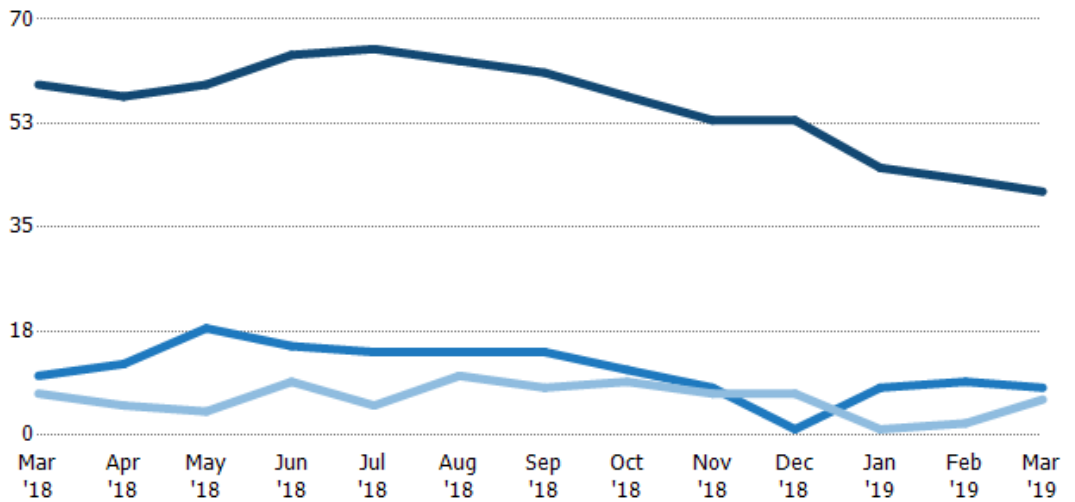
Current Year	3%	12%	8%	6%	14%	8%	16%	14%	17%	13%	16%	2%	5%
Prior Year	6%	8%	11%	6%	11%	5%	3%	7%	11%	5%	5%	11%	3%
Change from Prior Year	2%	-4%	2%	0%	-3%	-3%	-13%	-7%	-6%	-8%	-10%	9%	-1%

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	59	57	59	64	65	63	61	57	53	53	45	43	41
Pending	10	12	18	15	14	14	14	11	8	1	8	9	8
Sold	7	5	4	9	5	10	8	9	7	7	1	2	6

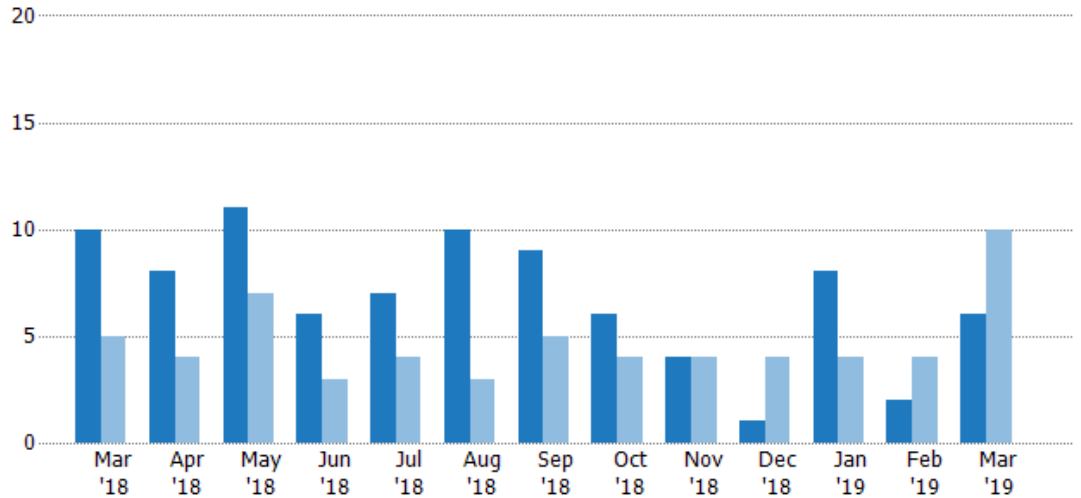
New Pending Sales

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.
Mar '19	6	-40%
Mar '18	10	100%
Mar '17	5	-20%



Current Year	10	8	11	6	7	10	9	6	4	1	8	2	6
Prior Year	5	4	7	3	4	3	5	4	4	4	4	4	10
Percent Change from Prior Year	100%	100%	57%	100%	75%	233%	80%	50%	0%	-75%	100%	-50%	-40%

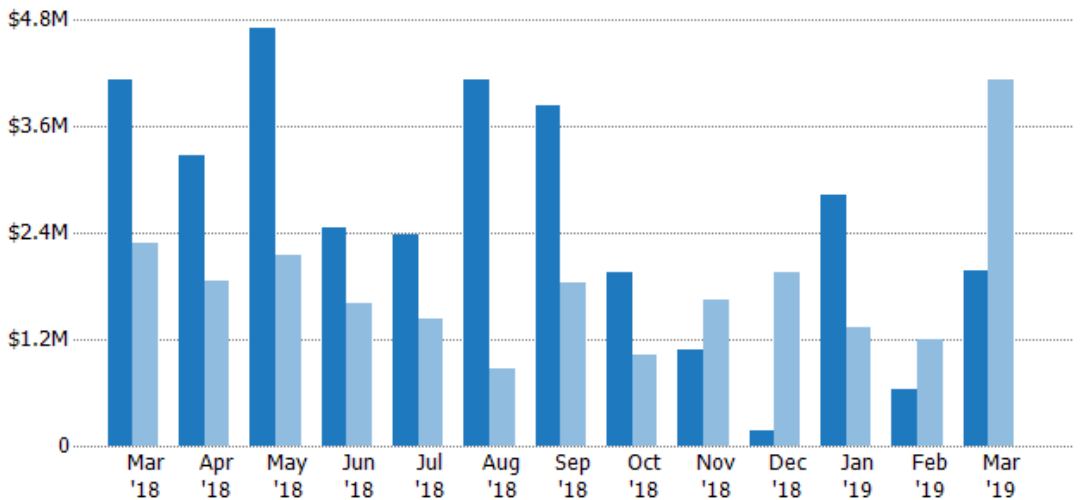
New Pending Sales Volume

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.
Mar '19	\$1.97M	-52.3%
Mar '18	\$4.13M	80.8%
Mar '17	\$2.28M	-67.9%



Current Year	\$4.13M	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$1.08M	\$180K	\$2.84M	\$644K	\$1.97M
Prior Year	\$2.28M	\$1.85M	\$2.15M	\$1.62M	\$1.43M	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.13M
Percent Change from Prior Year	81%	77%	119%	53%	67%	371%	108%	92%	-35%	-91%	112%	-46%	-52%

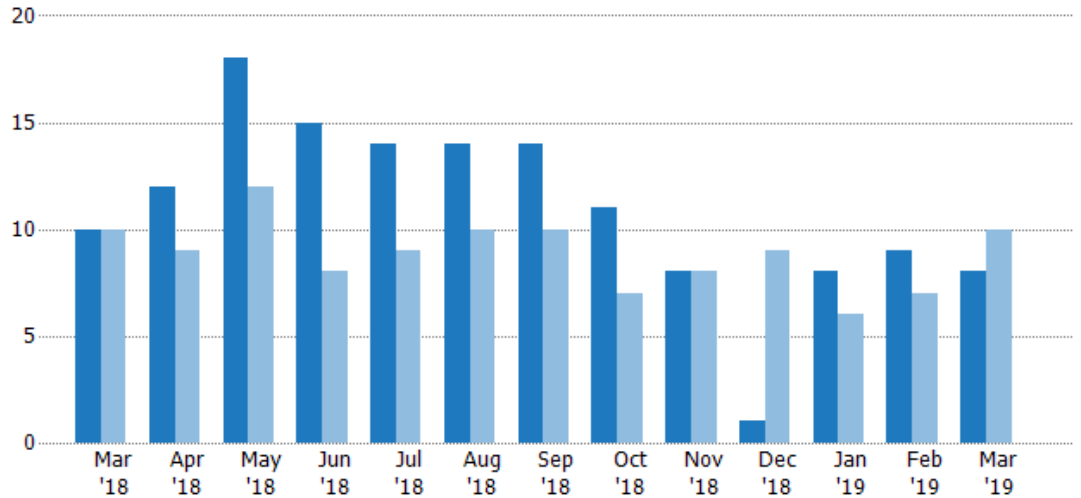
Pending Sales

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.
Mar '19	8	-20%
Mar '18	10	0%
Mar '17	10	0%



Current Year	10	12	18	15	14	14	14	11	8	1	8	9	8
Prior Year	10	9	12	8	9	10	10	7	8	9	6	7	10
Percent Change from Prior Year	0%	33%	50%	88%	56%	40%	40%	57%	0%	-89%	33%	29%	-20%

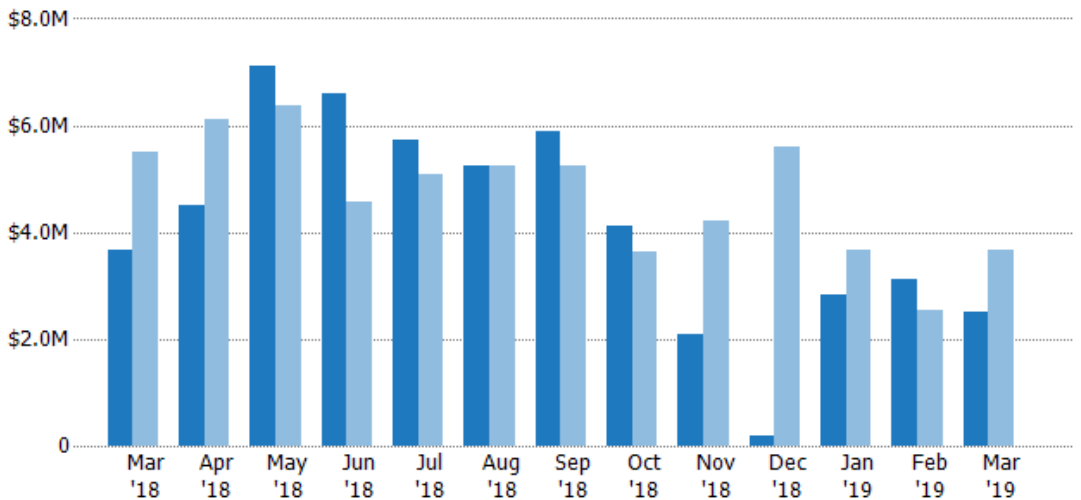
Pending Sales Volume

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.
Mar '19	\$2.52M	-31.1%
Mar '18	\$3.66M	-33.6%
Mar '17	\$5.51M	-37.4%



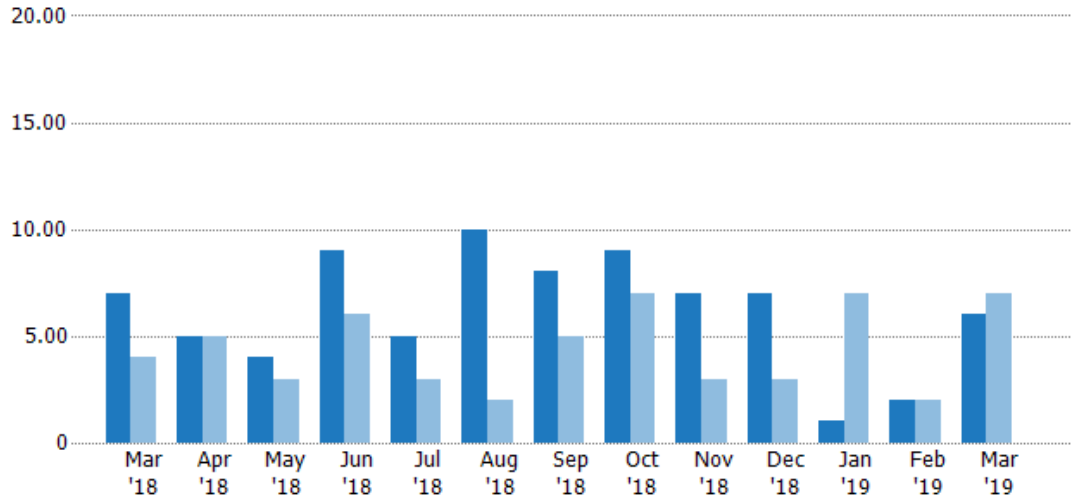
Current Year	\$3.66M	\$4.5M	\$7.12M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$2.84M	\$3.13M	\$2.52M
Prior Year	\$5.51M	\$6.11M	\$6.37M	\$4.57M	\$5.08M	\$5.25M	\$5.25M	\$3.63M	\$4.22M	\$5.61M	\$3.66M	\$2.53M	\$3.66M
Percent Change from Prior Year	-34%	-26%	12%	44%	13%	0%	12%	13%	-51%	-97%	-22%	24%	-31%

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.
Mar '19	6	-14.3%
Mar '18	7	75%
Mar '17	4	-50%

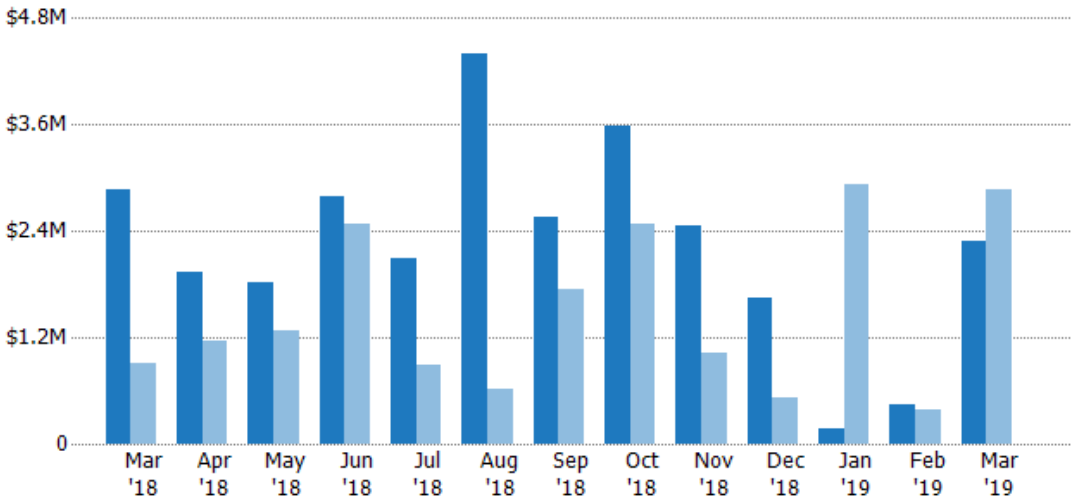
Month/Year	Count	% Chg.
Mar '19	6	-14.3%
Mar '18	7	75%
Mar '17	4	-50%

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.
Mar '19	\$2.29M	-20.3%
Mar '18	\$2.87M	215.3%
Mar '17	\$912K	1.5%

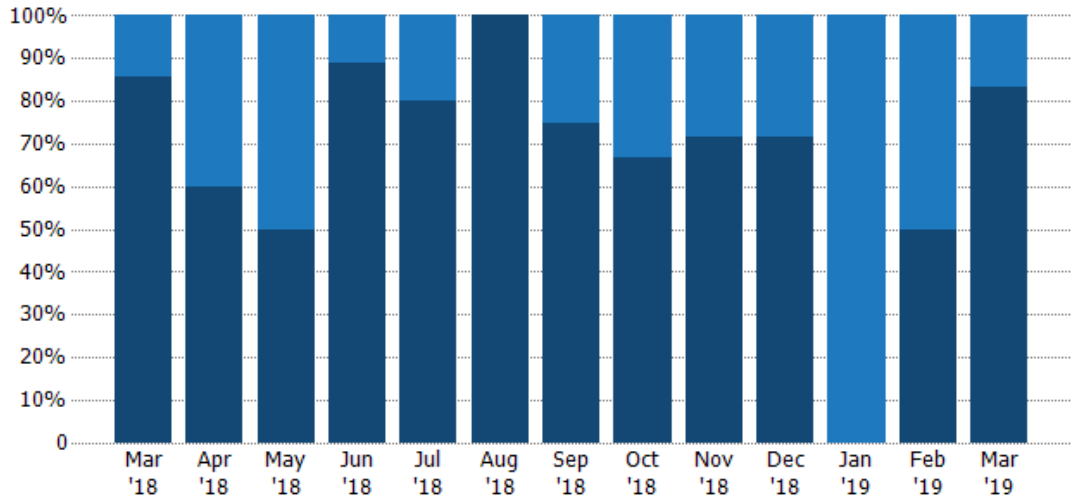
Month/Year	Volume	% Chg.
Mar '19	\$2.29M	-20.3%
Mar '18	\$2.87M	215.3%
Mar '17	\$912K	1.5%

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



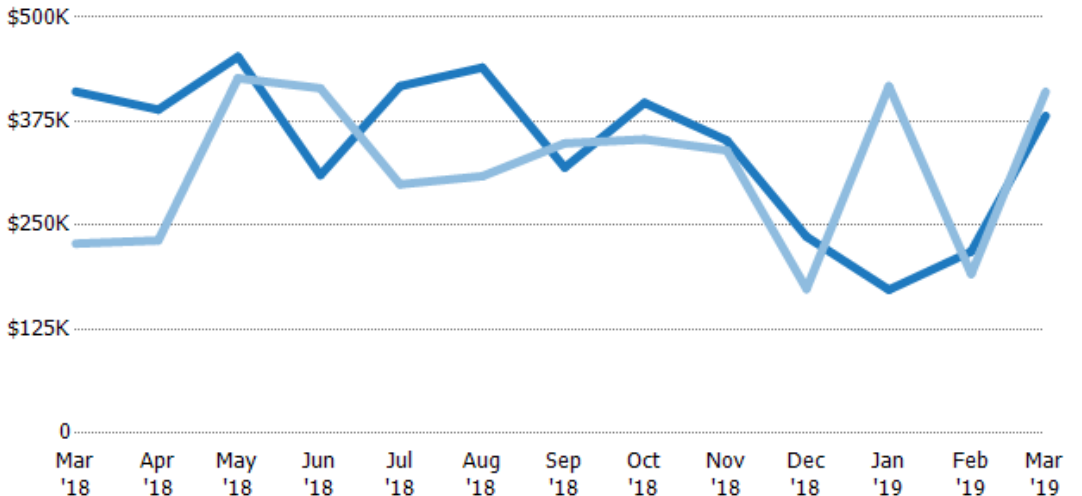
Condo/Townhouse	14%	40%	50%	11%	20%	-	25%	33%	29%	29%	100%	50%	17%
Single Family Residence	86%	60%	50%	89%	80%	100%	75%	67%	71%	71%	-	50%	83%

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.
Mar '19	\$382K	-7.1%
Mar '18	\$411K	80.2%
Mar '17	\$228K	103%

Current Year	\$411K	\$389K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K	\$219K	\$382K
Prior Year	\$228K	\$232K	\$427K	\$415K	\$299K	\$309K	\$349K	\$353K	\$340K	\$173K	\$417K	\$192K	\$411K
Percent Change from Prior Year	80%	68%	6%	-25%	39%	42%	-8%	12%	4%	36%	-59%	14%	-7%

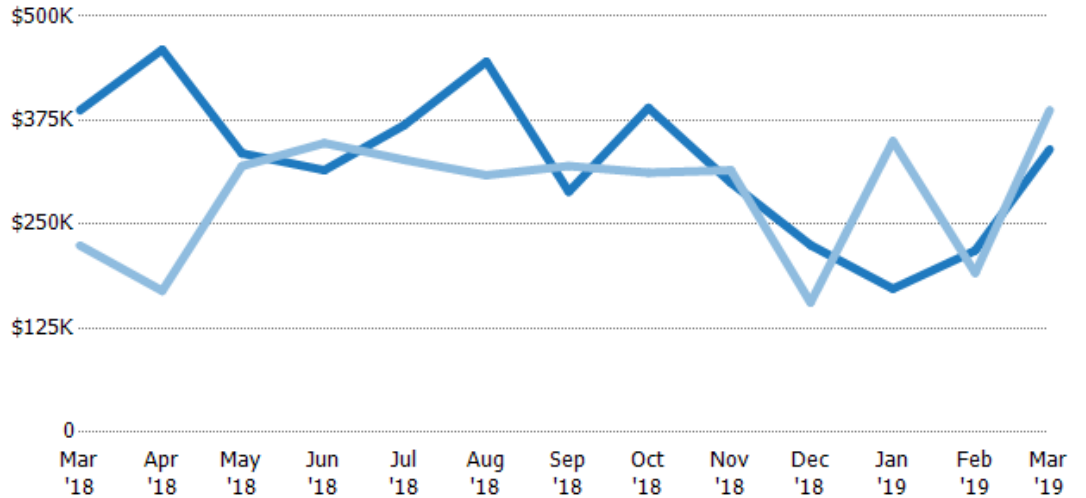
Median Sales Price

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.
Mar '19	\$340K	-12.1%
Mar '18	\$387K	72.4%
Mar '17	\$225K	106%



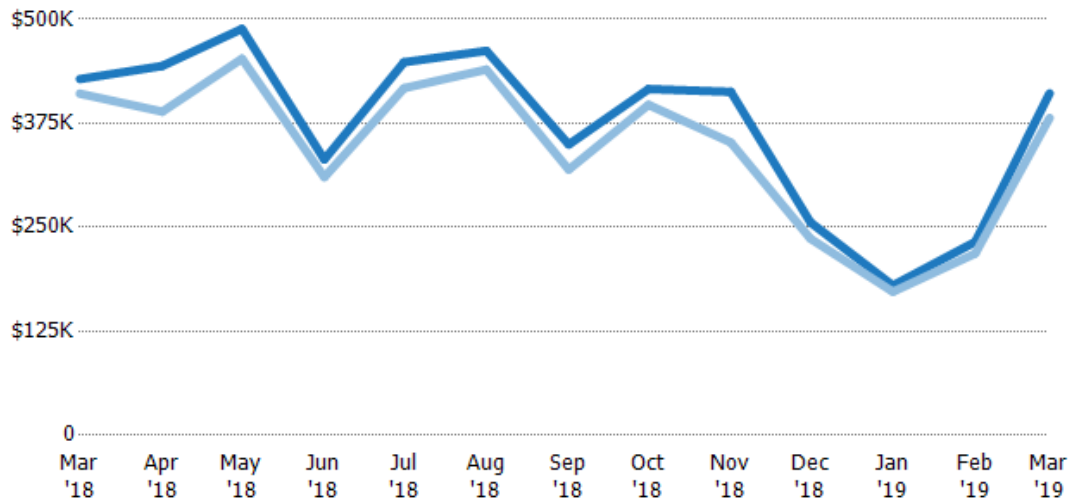
Current Year	\$387K	\$460K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K	\$219K	\$340K
Prior Year	\$225K	\$170K	\$320K	\$348K	\$328K	\$309K	\$320K	\$312K	\$315K	\$156K	\$350K	\$192K	\$387K
Percent Change from Prior Year	72%	171%	5%	-9%	13%	44%	-10%	25%	-5%	44%	-51%	14%	-12%

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



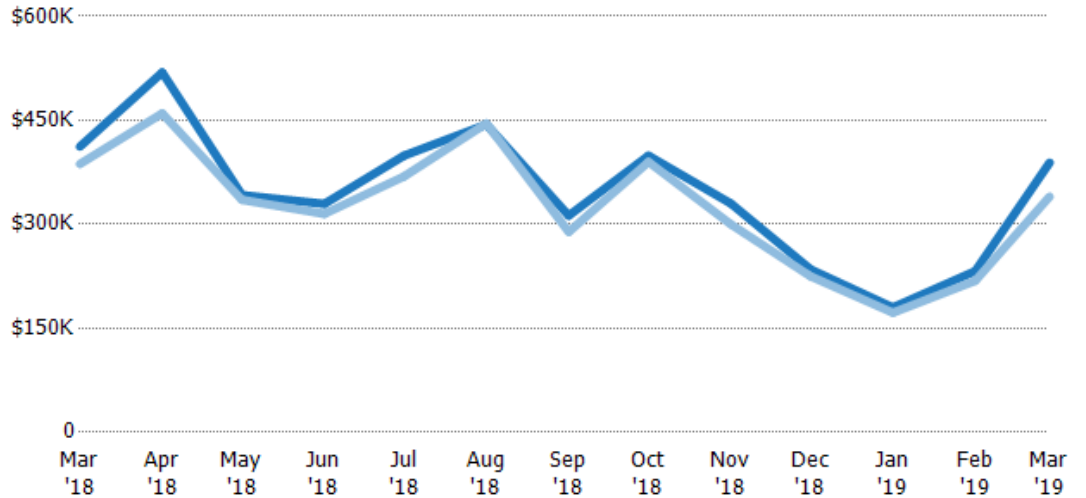
Avg List Price	\$428K	\$444K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K	\$232K	\$411K
Avg Sales Price	\$411K	\$389K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K	\$219K	\$382K
Avg Sales Price as a % of Avg List Price	96%	88%	93%	94%	93%	95%	91%	95%	85%	92%	96%	94%	93%

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



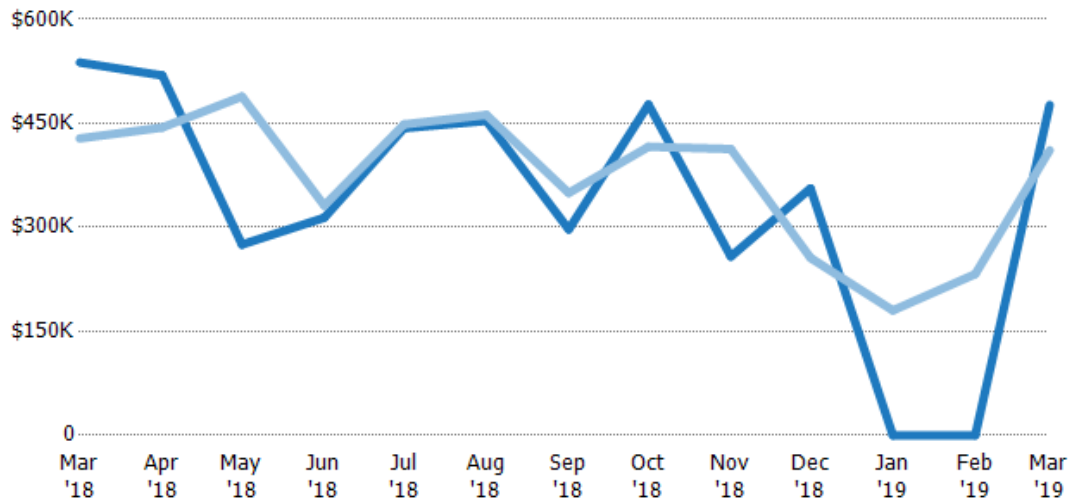
Median List Price	\$412K	\$519K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K	\$232K	\$389K
Median Sales Price	\$387K	\$460K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K	\$219K	\$340K
Med Sales Price as a % of Med List Price	94%	89%	98%	96%	92%	100%	92%	98%	91%	96%	96%	94%	87%

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



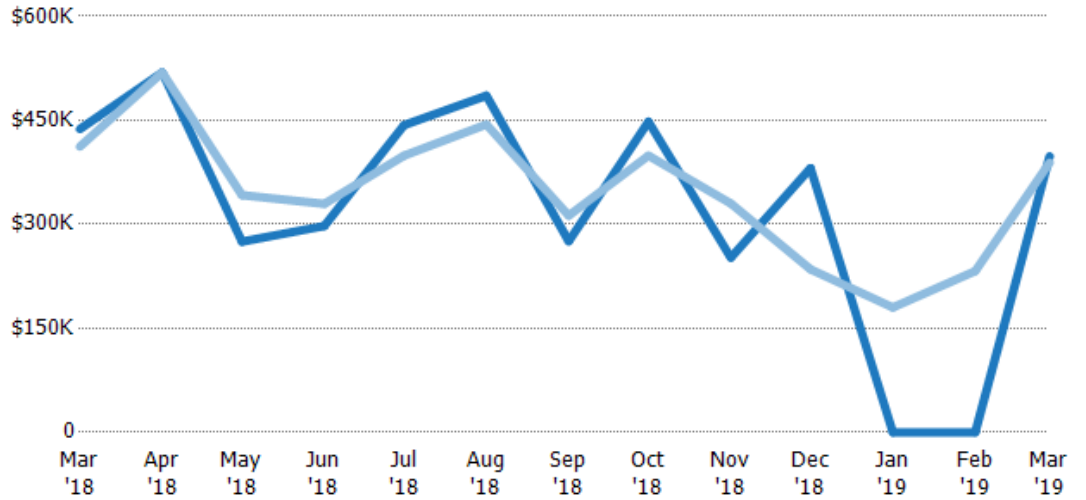
Avg Est Value	\$538K	\$519K	\$275K	\$314K	\$443K	\$454K	\$297K	\$477K	\$258K	\$356K	\$0	\$0	\$476K
Avg Sales Price	\$428K	\$444K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K	\$232K	\$411K
Avg Sales Price as a % of Avg Est Value	80%	86%	178%	106%	101%	102%	118%	87%	160%	72%	100%	100%	86%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$437K	\$519K	\$275K	\$298K	\$443K	\$486K	\$276K	\$448K	\$252K	\$381K	\$0	\$0	\$398K
Median Sales Price	\$412K	\$519K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K	\$232K	\$389K
Med Sales Price as a % of Med Est Value	94%	100%	124%	111%	90%	91%	113%	89%	131%	62%	100%	100%	98%