

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	9	-88.9%	4	15	-73.3%
New Listing Volume	\$237,000	\$3,211,000	-92.6%	\$1,527,000	\$5,264,500	-71%
Active Listing Count	43	63	-31.7%	N/A	N/A	
Active Listing Volume	\$20,636,300	\$27,496,200	-24.9%	N/A	N/A	
Average Listing Price	\$479,914	\$436,448	+10%	\$480,427	\$436,856	+10%
Median Listing Price	\$374,900	\$365,000	+2.7%	\$374,900	\$357,262	+4.9%
Median Days in RPR	210	176	+19.3%	200.67	172.89	+16.1%
Months of Inventory	43	9	+377.8%	9.8	20.3	-51.9%
Absorption Rate	2.33%	11.11%	-8.8%	10.23%	4.92%	+5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	4	-50%	10	8	+25%
New Pending Sales Volume	\$644,000	\$1,195,000	-46.1%	\$3,481,300	\$2,536,000	+37.3%
Pending Sales Count	9	7	+28.6%	N/A	N/A	
Pending Sales Volume	\$3,131,400	\$2,526,000	+24%	N/A	N/A	
Closed Sales Count	2	2	+-	3	9	-66.7%
Closed Sales Volume	\$437,000	\$383,000	+14.1%	\$609,500	\$3,302,500	-81.5%
Average Sales Price	\$218,500	\$191,500	+14.1%	\$203,167	\$366,944	-44.6%
Median Sales Price	\$218,500	\$191,500	+14.1%	\$203,167	\$314,778	-35.5%

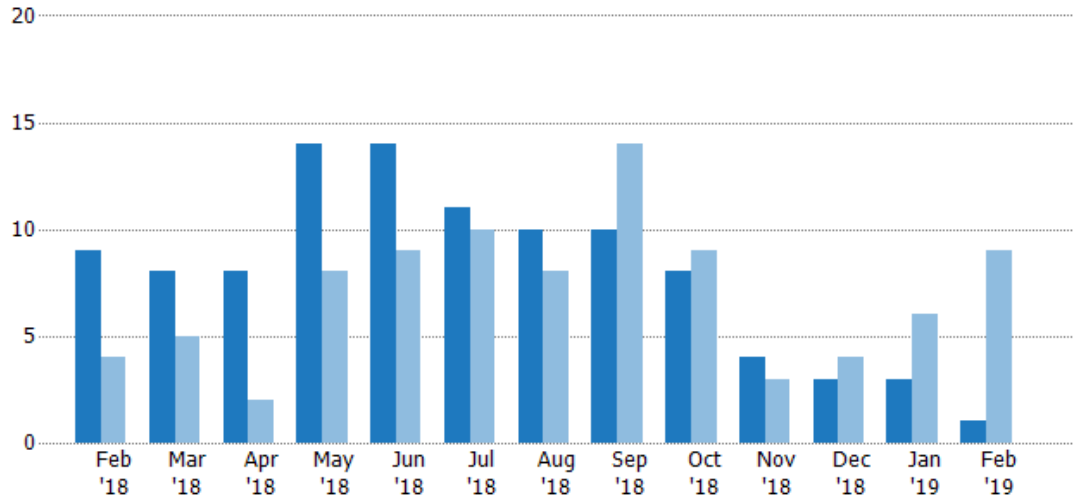
## New Listings

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.
Feb '19	1	-88.9%
Feb '18	9	125%
Feb '17	4	75%



Current Year	9	8	8	14	14	11	10	10	8	4	3	3	1
Prior Year	4	5	2	8	9	10	8	14	9	3	4	6	9
Percent Change from Prior Year	125%	60%	300%	75%	56%	10%	25%	-29%	-11%	33%	-25%	-50%	-89%

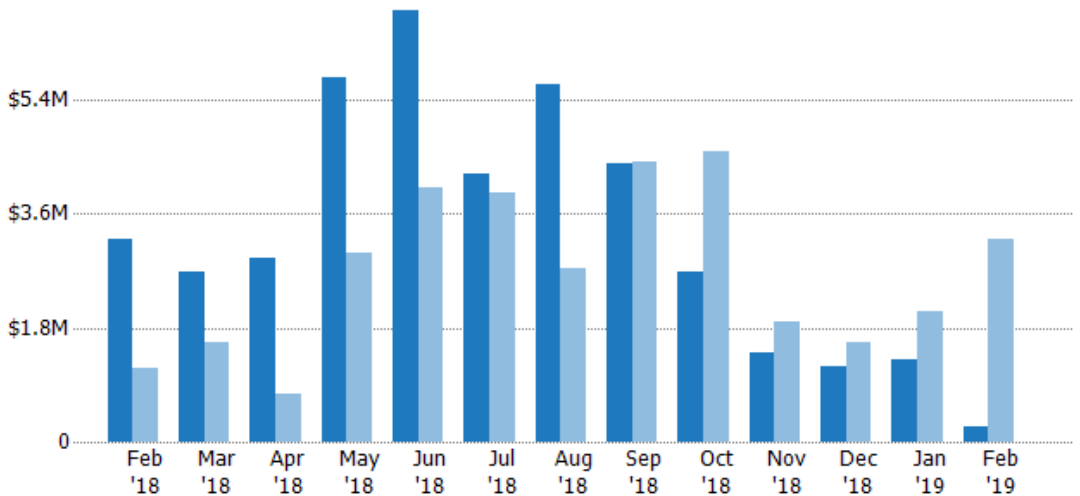
## New Listing Volume

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.
Feb '19	\$237K	-92.6%
Feb '18	\$3.21M	174.9%
Feb '17	\$1.17M	77.1%



Current Year	\$3.21M	\$2.68M	\$2.9M	\$5.74M	\$6.82M	\$4.23M	\$5.65M	\$4.4M	\$2.68M	\$1.42M	\$1.18M	\$1.29M	\$237K
Prior Year	\$1.17M	\$1.58M	\$748K	\$2.99M	\$4.02M	\$3.94M	\$2.74M	\$4.42M	\$4.58M	\$1.88M	\$1.57M	\$2.05M	\$3.21M
Percent Change from Prior Year	175%	70%	288%	92%	69%	7%	106%	-1%	-41%	-25%	-25%	-37%	-93%

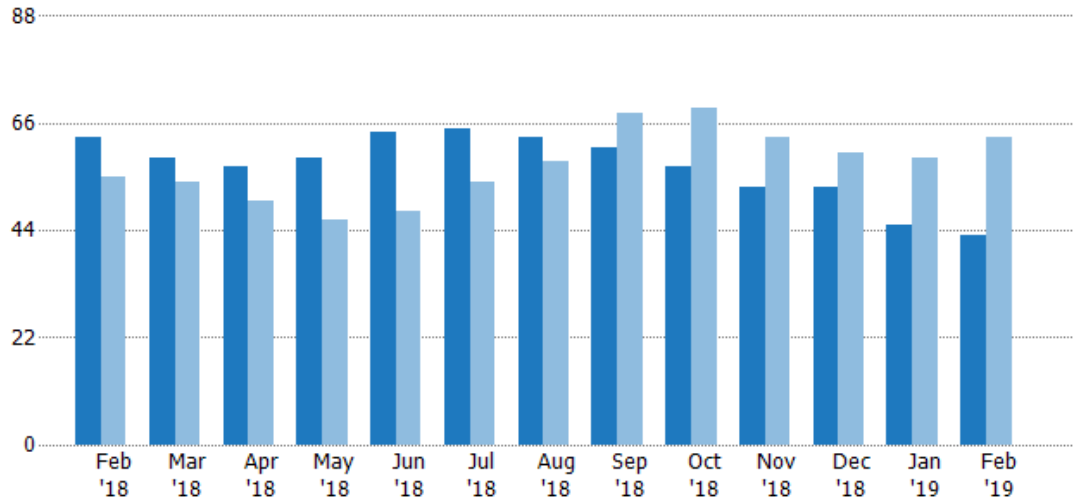
## Active Listings

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.
Feb '19	43	-31.7%
Feb '18	63	14.5%
Feb '17	55	49.1%



Current Year	63	59	57	59	64	65	63	61	57	53	53	45	43
Prior Year	55	54	50	46	48	54	58	68	69	63	60	59	63
Percent Change from Prior Year	15%	9%	14%	28%	33%	20%	9%	-10%	-17%	-16%	-12%	-24%	-32%

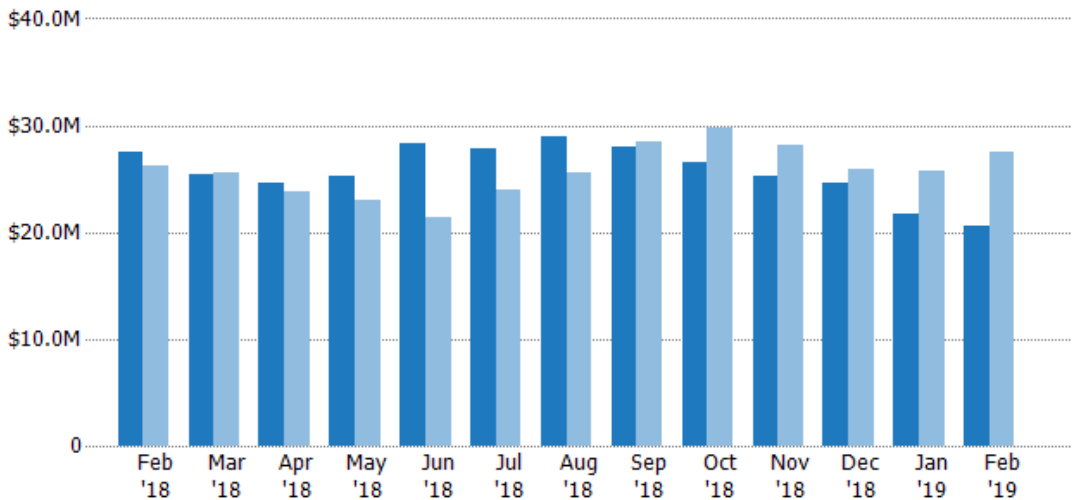
## Active Listing Volume

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.
Feb '19	\$20.6M	-24.9%
Feb '18	\$27.5M	5%
Feb '17	\$26.2M	47.7%



Current Year	\$27.5M	\$25.3M	\$24.6M	\$25.3M	\$28.2M	\$27.8M	\$28.9M	\$28M	\$26.6M	\$25.3M	\$24.6M	\$21.6M	\$20.6M
Prior Year	\$26.2M	\$25.6M	\$23.9M	\$23M	\$21.5M	\$24M	\$25.5M	\$28.4M	\$29.8M	\$28.2M	\$25.9M	\$25.8M	\$27.5M
Percent Change from Prior Year	5%	-1%	3%	10%	32%	16%	13%	-2%	-11%	-10%	-5%	-16%	-25%

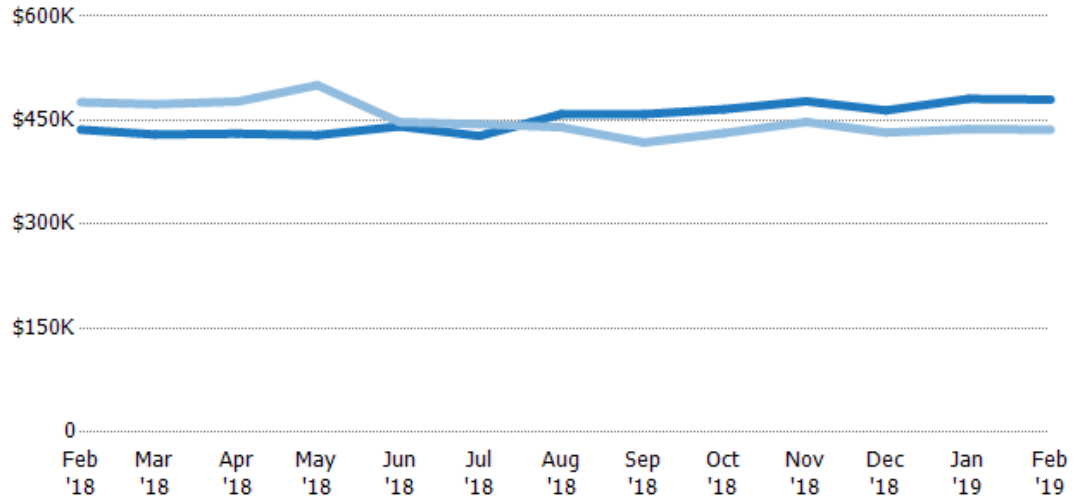
## Average Listing Price

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.
Feb '19	\$480K	10%
Feb '18	\$436K	-8.3%
Feb '17	\$476K	-0.9%



Current Year	\$436K	\$429K	\$431K	\$429K	\$441K	\$427K	\$459K	\$459K	\$466K	\$477K	\$464K	\$481K	\$480K
Prior Year	\$476K	\$473K	\$477K	\$501K	\$447K	\$444K	\$440K	\$418K	\$431K	\$447K	\$432K	\$437K	\$436K
Percent Change from Prior Year	-8%	-9%	-10%	-14%	-1%	-4%	4%	10%	8%	7%	7%	10%	10%

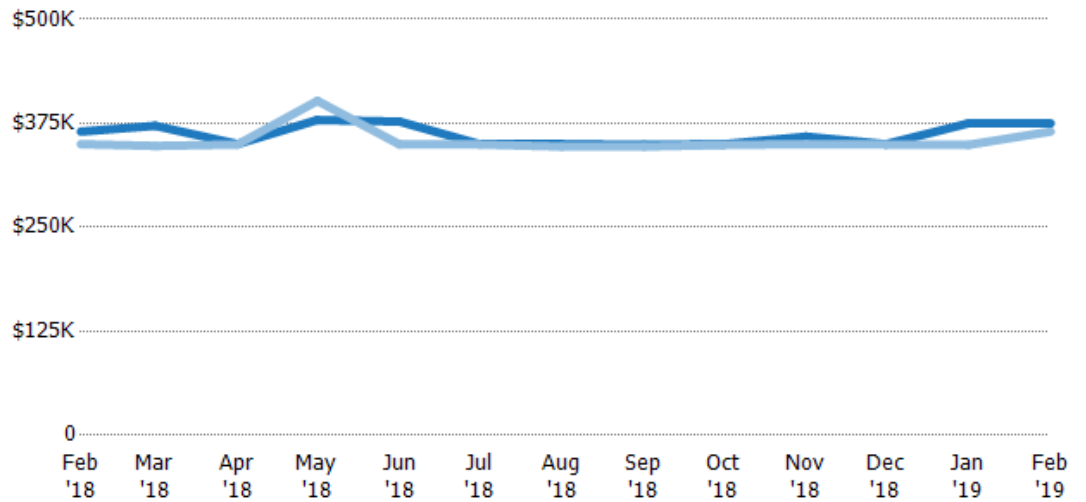
## Median Listing Price

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.
Feb '19	\$375K	2.7%
Feb '18	\$365K	4.3%
Feb '17	\$350K	-0.4%



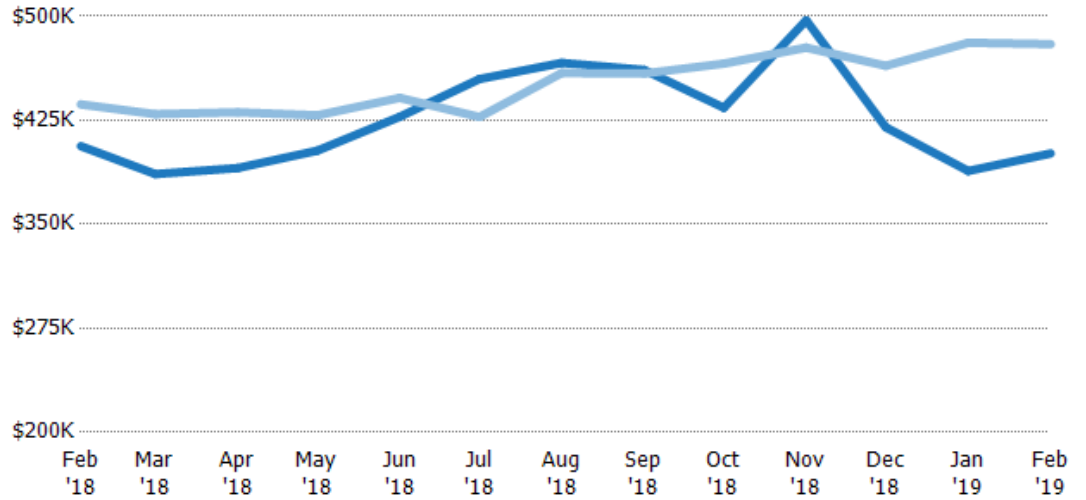
Current Year	\$365K	\$372K	\$350K	\$379K	\$377K	\$350K	\$350K	\$349K	\$350K	\$359K	\$350K	\$375K	\$375K
Prior Year	\$350K	\$348K	\$349K	\$402K	\$349K	\$349K	\$347K	\$347K	\$349K	\$350K	\$350K	\$349K	\$365K
Percent Change from Prior Year	4%	7%	0%	-6%	8%	0%	1%	1%	0%	3%	0%	7%	3%

## 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

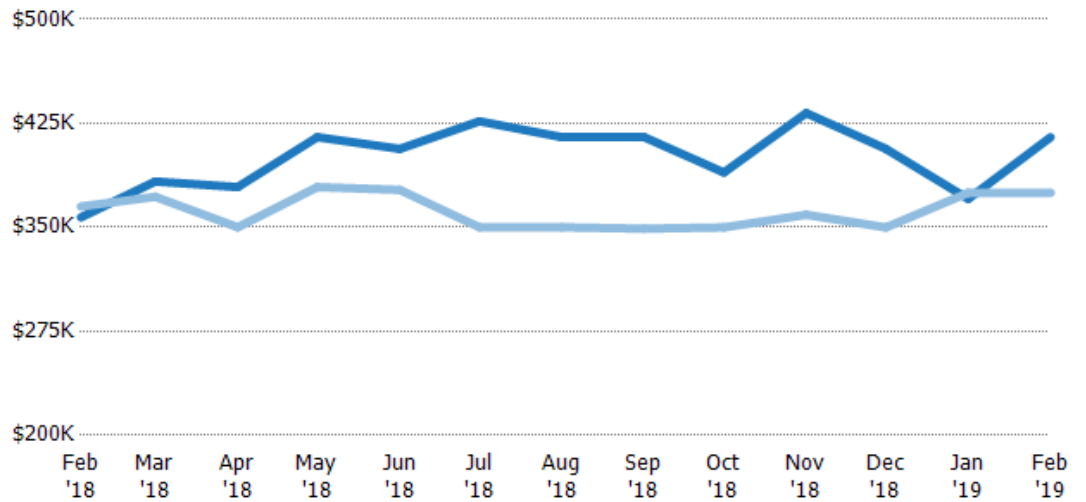


## Median Listing Price vs Median Est Value

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



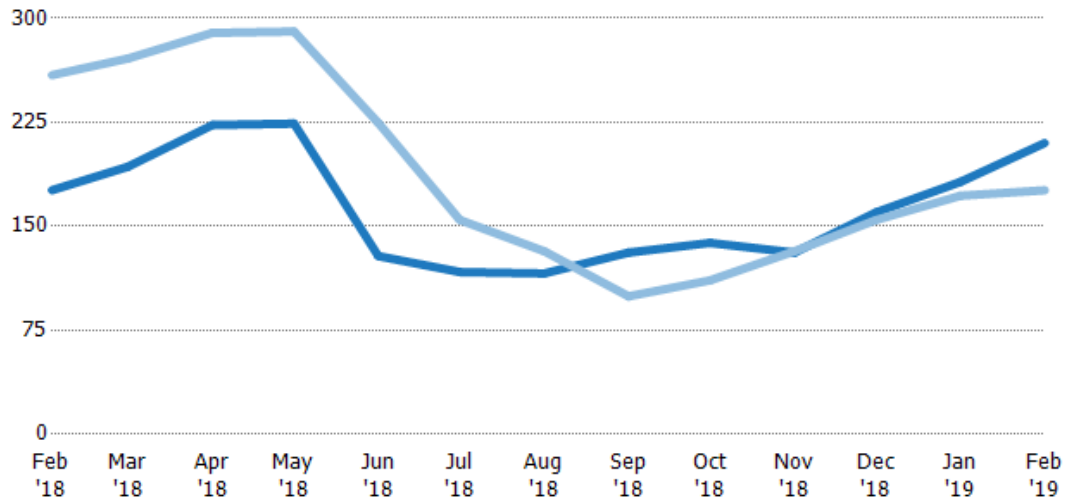
## Median Days in RPR

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.
Feb '19	210	19.3%
Feb '18	176	-32%
Feb '17	259	-5%



Current Year	176	193	223	224	129	117	116	131	138	131	160	182	210
Prior Year	259	271	290	291	225	155	132	100	111	132	155	172	176
Percent Change from Prior Year	-32%	-29%	-23%	-23%	-43%	-24%	-12%	32%	24%	-1%	4%	6%	19%

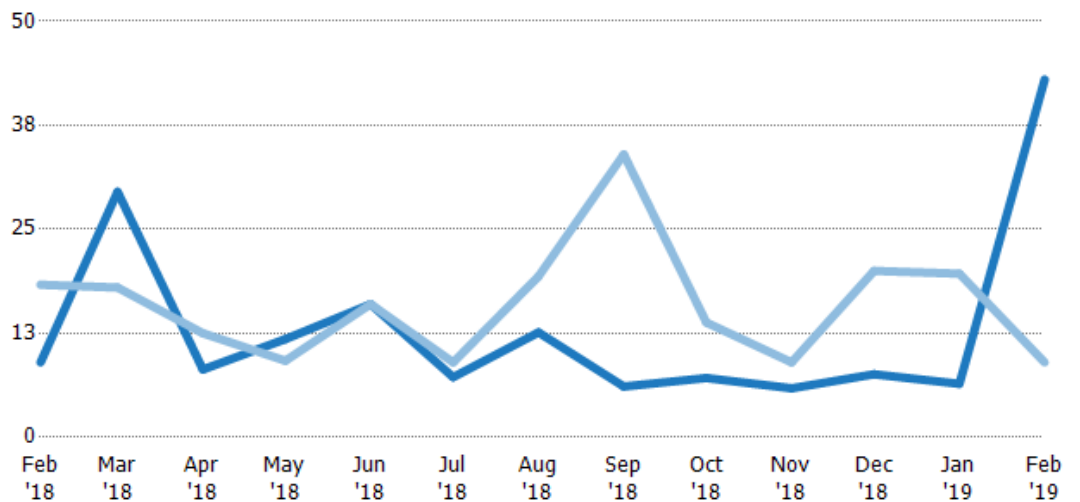
## Months of Inventory

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.
Feb '19	43	377.8%
Feb '18	9	-50.9%
Feb '17	18.3	49.1%



Current Year	9	29.5	8.14	11.8	16	7.22	12.6	6.1	7.13	5.89	7.57	6.43	43
Prior Year	18.3	18	12.5	9.2	16	9	19.3	34	13.8	9	20	19.7	9
Percent Change from Prior Year	-51%	64%	-35%	28%	0%	-20%	-35%	-82%	-48%	-35%	-62%	-67%	378%

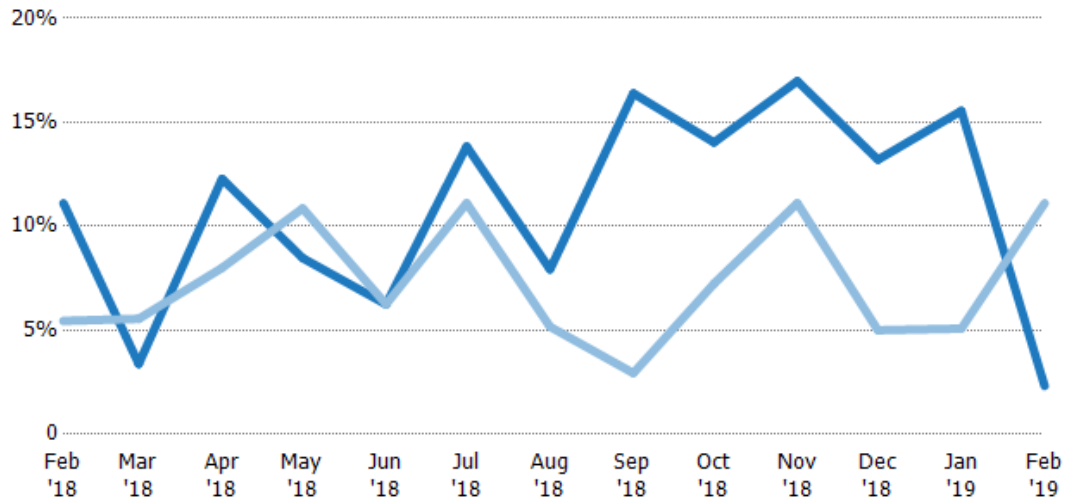
## Absorption Rate

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.
Feb '19	2%	8.8%
Feb '18	11%	-5.7%
Feb '17	5%	-33%



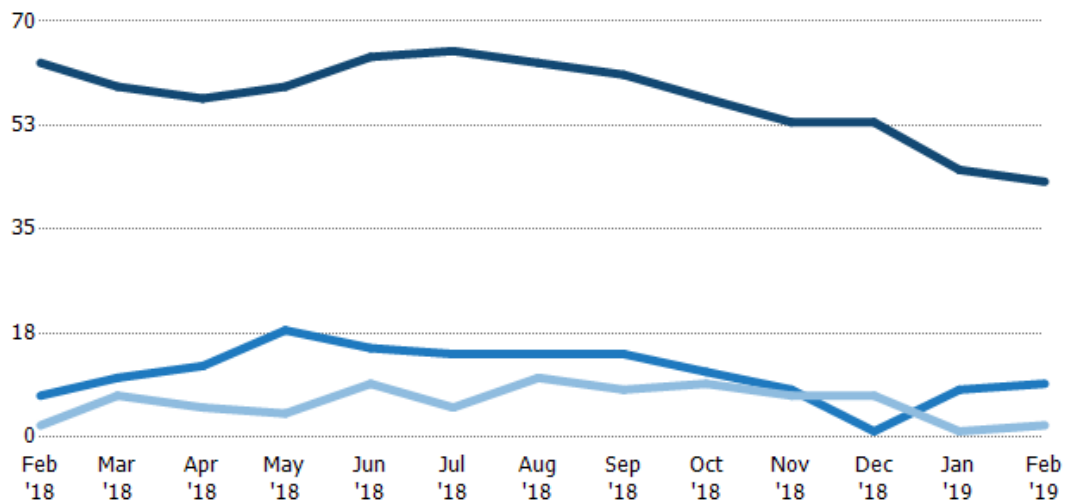
Current Year	11%	3%	12%	8%	6%	14%	8%	16%	14%	17%	13%	16%	2%
Prior Year	5%	6%	8%	11%	6%	11%	5%	3%	7%	11%	5%	5%	11%
Change from Prior Year	-6%	2%	-4%	2%	0%	-3%	-3%	-13%	-7%	-6%	-8%	-10%	9%

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

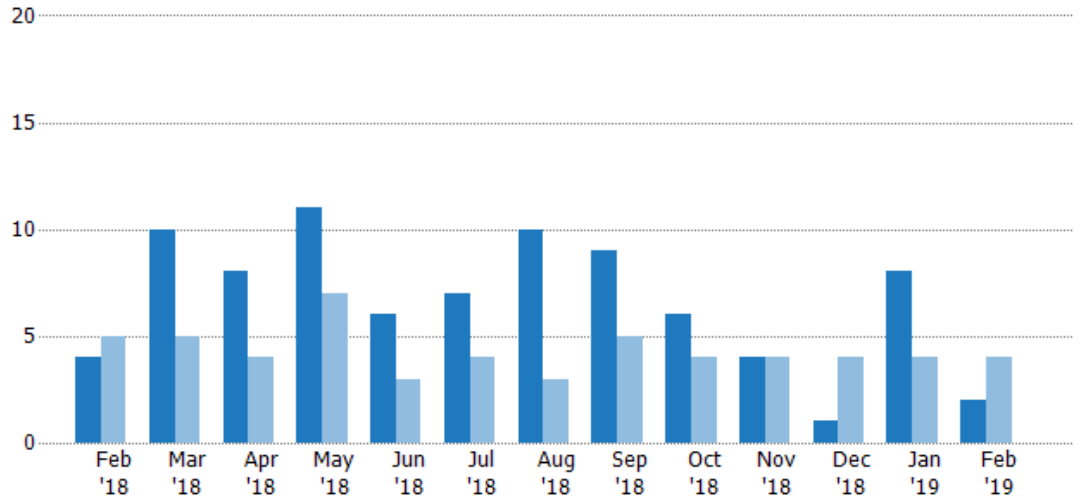
## New Pending Sales

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.
Feb '19	2	-50%
Feb '18	4	-20%
Feb '17	5	-20%



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

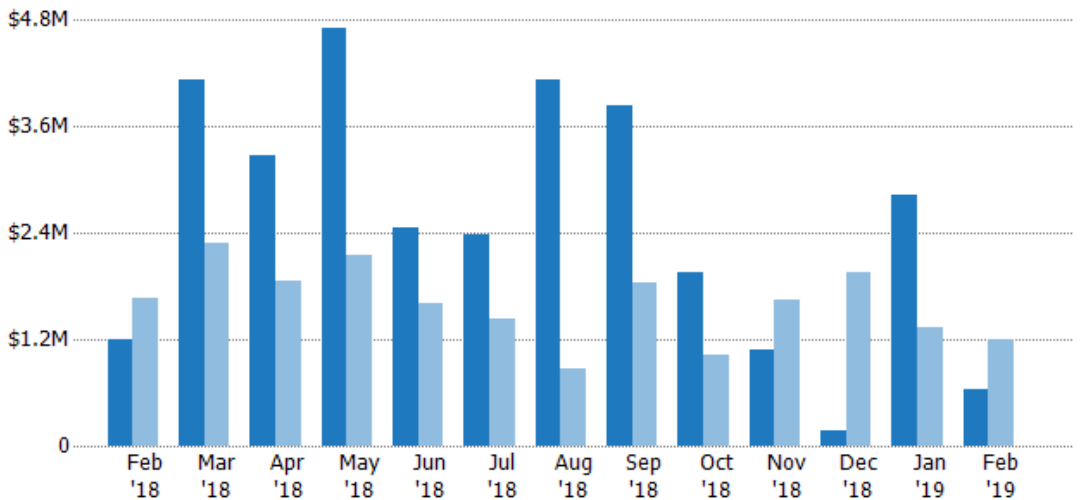
## New Pending Sales Volume

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.
Feb '19	\$644K	-46.1%
Feb '18	\$1.2M	-28.4%
Feb '17	\$1.67M	-25.2%



Current Year	\$1.2M	\$4.13M	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$1.08M	\$180K	\$2.84M	\$644K
Prior Year	\$1.67M	\$2.28M	\$1.85M	\$2.15M	\$1.62M	\$1.43M	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M
Percent Change from Prior Year	-28%	81%	77%	119%	53%	67%	371%	108%	92%	-35%	-91%	112%	-46%



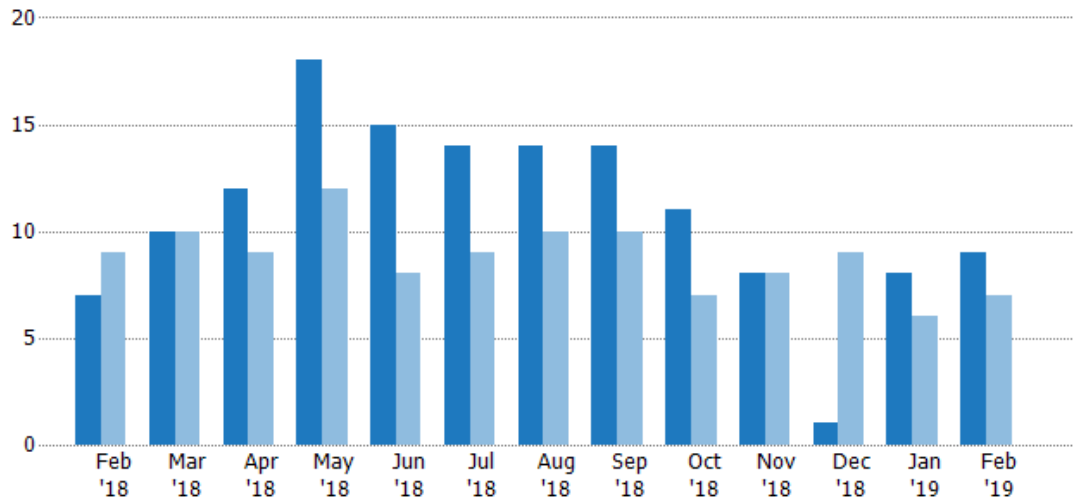
## Pending Sales

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.
Feb '19	9	28.6%
Feb '18	7	-22.2%
Feb '17	9	-11.1%



Current Year	7	10	12	18	15	14	14	14	11	8	1	8	9
Prior Year	9	10	9	12	8	9	10	10	7	8	9	6	7
Percent Change from Prior Year	-22%	0%	33%	50%	88%	56%	40%	40%	57%	0%	-89%	33%	29%

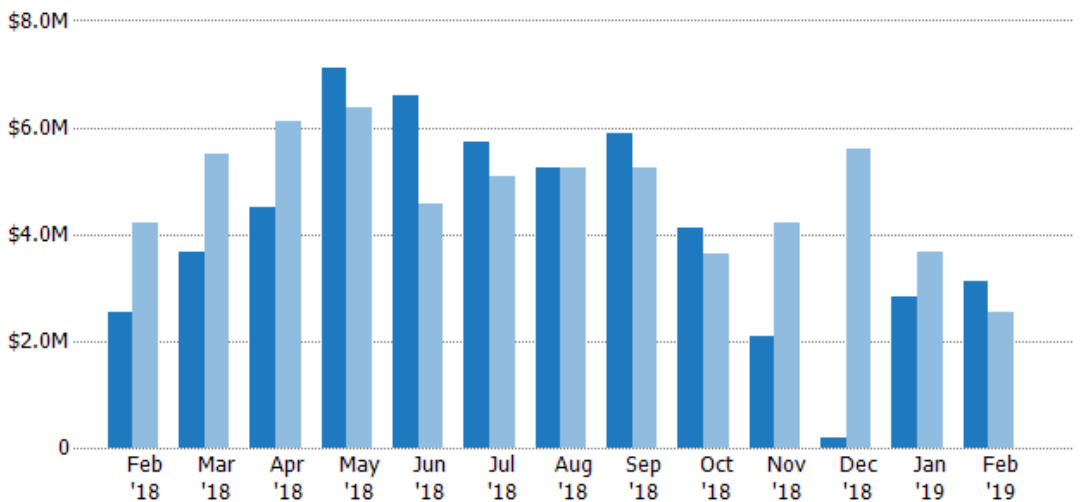
## Pending Sales Volume

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.
Feb '19	\$3.13M	24%
Feb '18	\$2.53M	-40%
Feb '17	\$4.21M	-11.7%



Current Year	\$2.53M	\$3.66M	\$4.5M	\$7.12M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$2.84M	\$3.13M
Prior Year	\$4.21M	\$5.51M	\$6.11M	\$6.37M	\$4.57M	\$5.08M	\$5.25M	\$5.25M	\$3.63M	\$4.22M	\$5.61M	\$3.66M	\$2.53M
Percent Change from Prior Year	-40%	-34%	-26%	12%	44%	13%	0%	12%	13%	-51%	-97%	-22%	24%

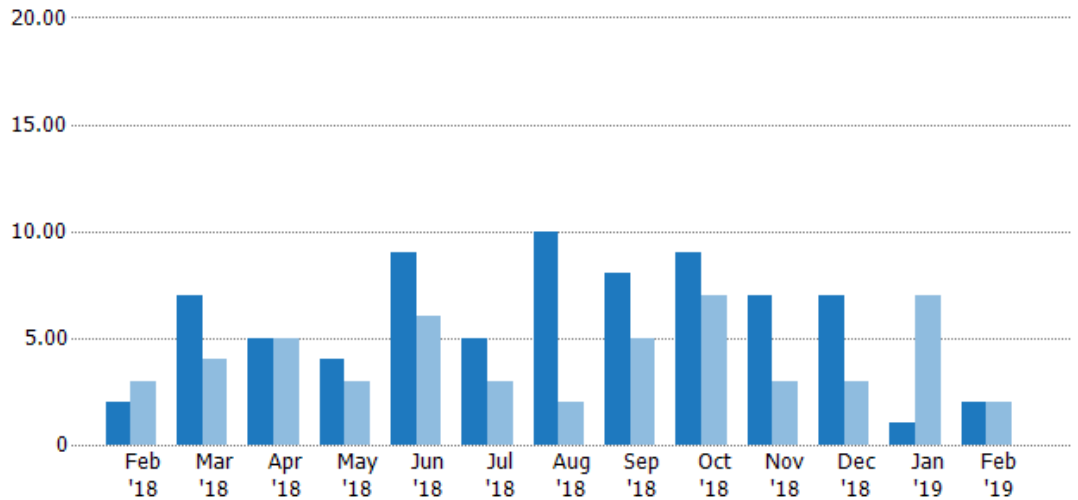
## Closed Sales

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.
Feb '19	2	0%
Feb '18	2	-33.3%
Feb '17	3	66.7%



Current Year	2	7	5	4	9	5	10	8	9	7	7	1	2
Prior Year	3	4	5	3	6	3	2	5	7	3	3	7	2
Percent Change from Prior Year	-33%	75%	0%	33%	50%	67%	400%	60%	29%	133%	133%	-86%	0%

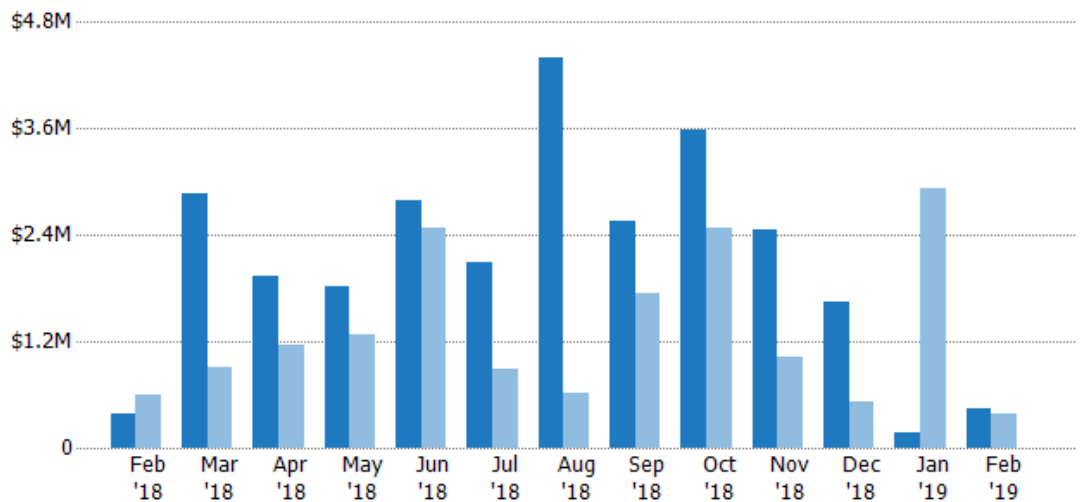
## Closed Sales Volume

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.
Feb '19	\$437K	14.1%
Feb '18	\$383K	-35.6%
Feb '17	\$595K	52.3%



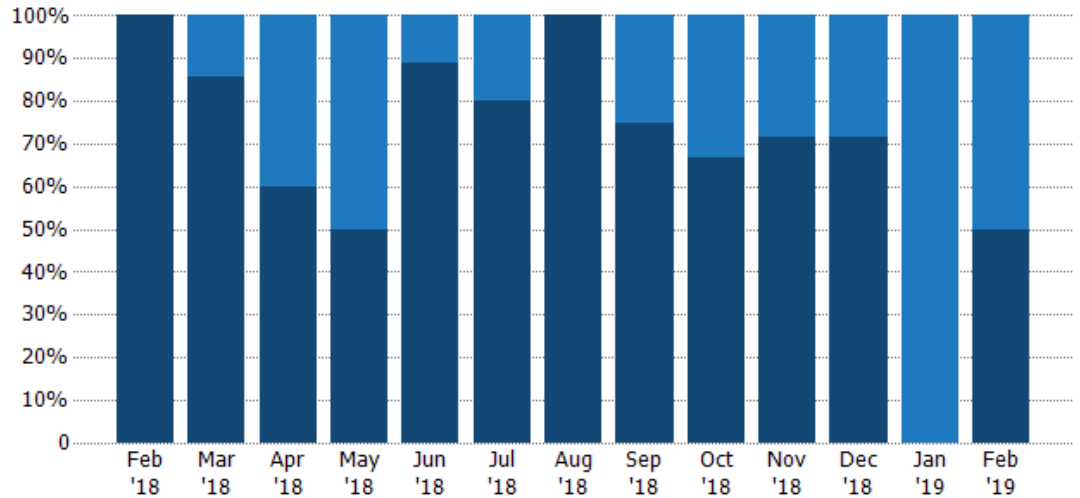
Current Year	\$383K	\$2.87M	\$1.95M	\$1.81M	\$2.79M	\$2.09M	\$4.4M	\$2.55M	\$3.58M	\$2.46M	\$1.65M	\$173K	\$437K
Prior Year	\$595K	\$912K	\$1.16M	\$1.28M	\$2.49M	\$898K	\$618K	\$1.74M	\$2.47M	\$1.02M	\$520K	\$2.92M	\$383K
Percent Change from Prior Year	-36%	215%	68%	41%	12%	132%	611%	47%	45%	142%	218%	-94%	14%

## 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



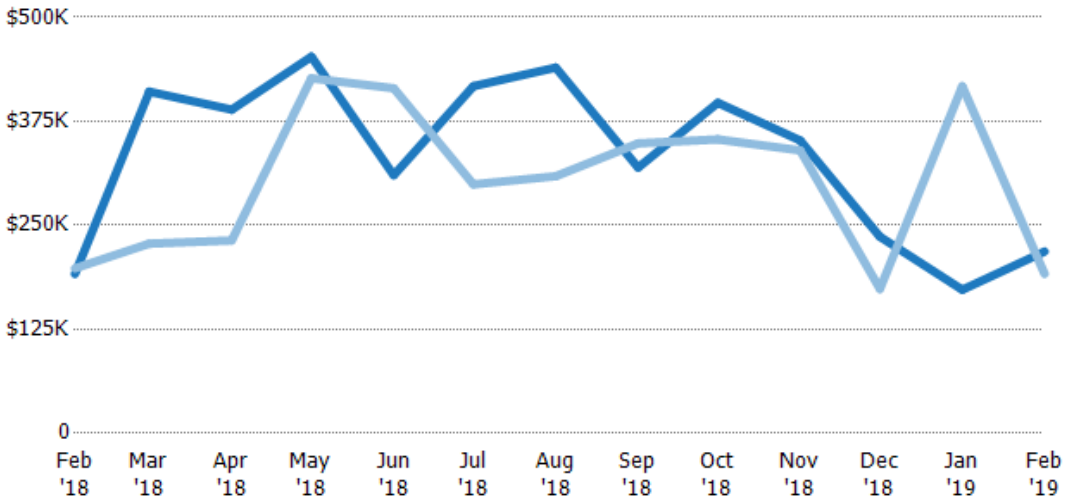
Condo/Townhouse	-	14%	40%	50%	11%	20%	-	25%	33%	29%	29%	100%	50%
Single Family Residence	100%	86%	60%	50%	89%	80%	100%	75%	67%	71%	71%	-	50%

## 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



Current Year	\$192K	\$411K	\$389K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K	\$219K
Prior Year	\$198K	\$228K	\$232K	\$427K	\$415K	\$299K	\$309K	\$349K	\$353K	\$340K	\$173K	\$417K	\$192K
Percent Change from Prior Year	-3%	80%	68%	6%	-25%	39%	42%	-8%	12%	4%	36%	-59%	14%

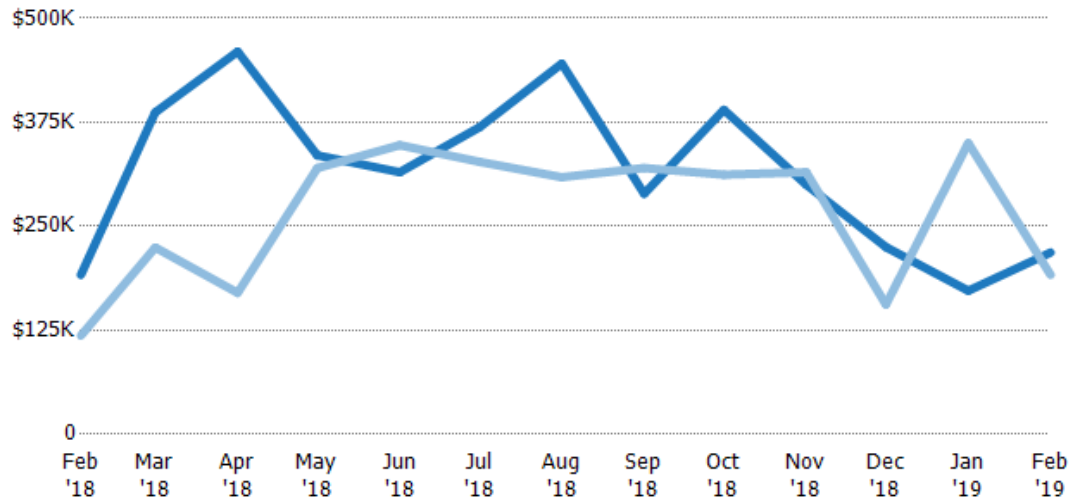
## Median Sales Price

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.
Feb '19	\$219K	14.1%
Feb '18	\$192K	61.6%
Feb '17	\$119K	51.9%



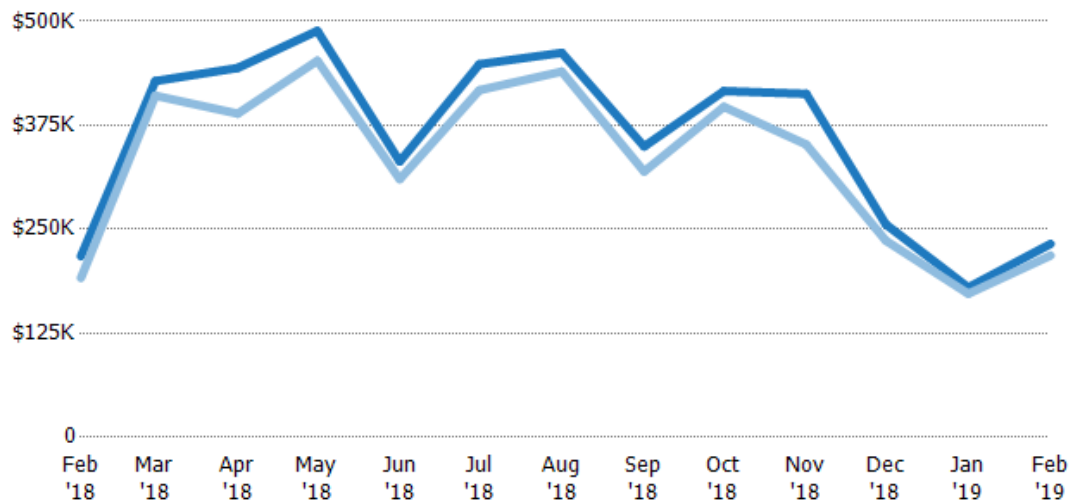
Current Year	\$192K	\$387K	\$460K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K	\$219K
Prior Year	\$119K	\$225K	\$170K	\$320K	\$348K	\$328K	\$309K	\$320K	\$312K	\$315K	\$156K	\$350K	\$192K
Percent Change from Prior Year	62%	72%	171%	5%	-9%	13%	44%	-10%	25%	-5%	44%	-51%	14%

## 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



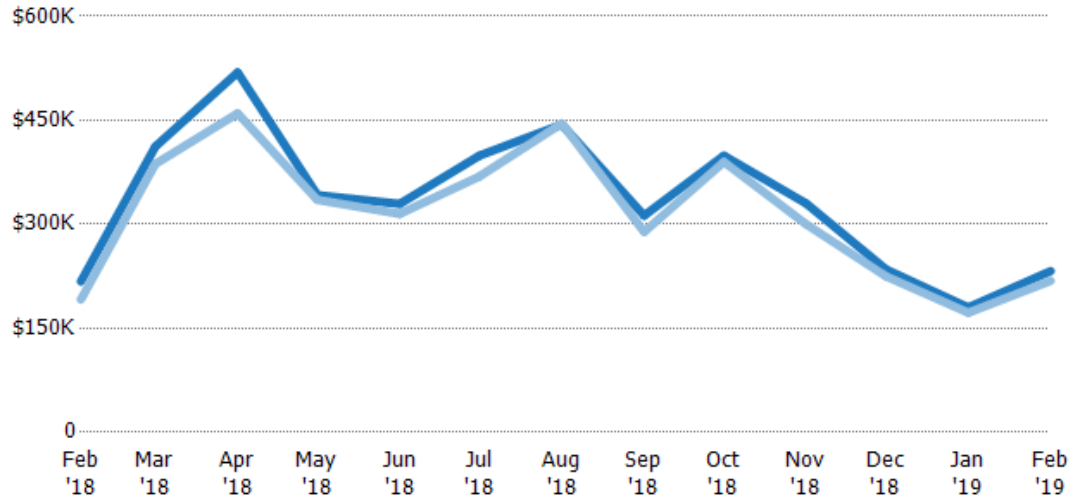
Avg List Price	\$218K	\$428K	\$444K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K	\$232K
Avg Sales Price	\$192K	\$411K	\$389K	\$453K	\$310K	\$417K	\$440K	\$319K	\$397K	\$352K	\$236K	\$173K	\$219K
Avg Sales Price as a % of Avg List Price	88%	96%	88%	93%	94%	93%	95%	91%	95%	85%	92%	96%	94%

## 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



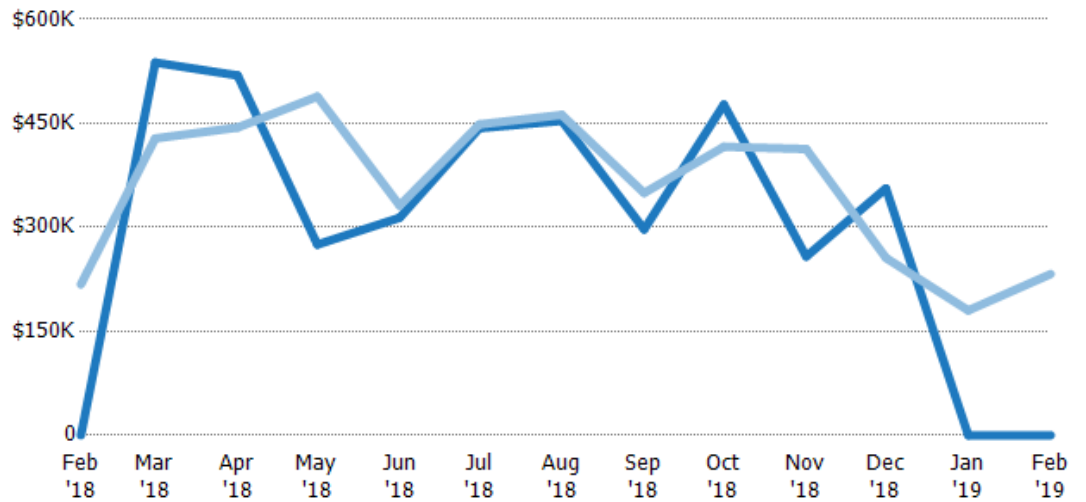
Median List Price	\$218K	\$412K	\$519K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K	\$232K
Median Sales Price	\$192K	\$387K	\$460K	\$335K	\$315K	\$369K	\$446K	\$289K	\$390K	\$300K	\$225K	\$173K	\$219K
Med Sales Price as a % of Med List Price	88%	94%	89%	98%	96%	92%	100%	92%	98%	91%	96%	96%	94%

## 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



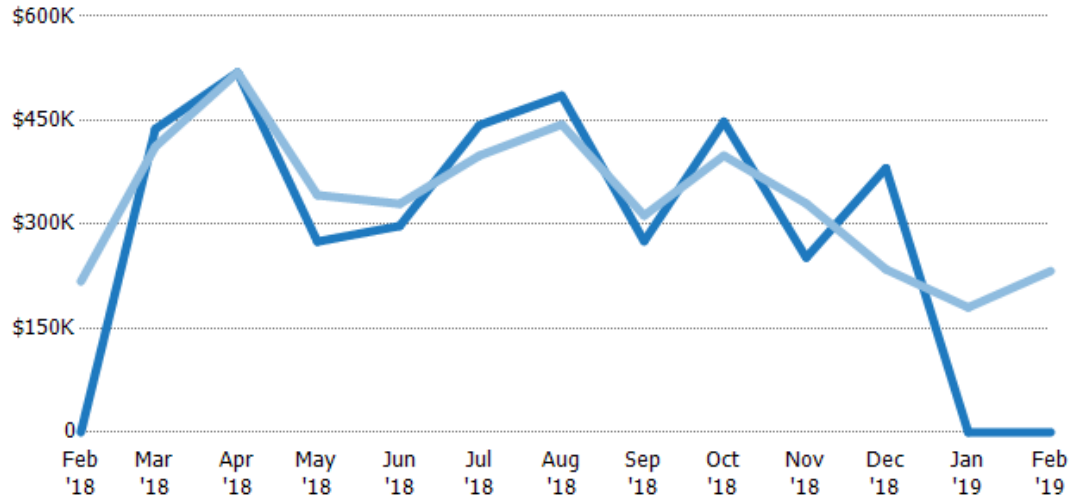
Avg Est Value	\$0	\$538K	\$519K	\$275K	\$314K	\$443K	\$454K	\$297K	\$477K	\$258K	\$356K	\$0	\$0
Avg Sales Price	\$218K	\$428K	\$444K	\$489K	\$331K	\$448K	\$462K	\$349K	\$416K	\$413K	\$256K	\$180K	\$232K
Avg Sales Price as a % of Avg Est Value	100%	80%	86%	178%	106%	101%	102%	118%	87%	160%	72%	100%	100%

## 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	\$437K	\$519K	\$275K	\$298K	\$443K	\$486K	\$276K	\$448K	\$252K	\$381K	\$0	\$0
Median Sales Price	\$218K	\$412K	\$519K	\$342K	\$330K	\$399K	\$444K	\$313K	\$399K	\$330K	\$235K	\$180K	\$232K
Med Sales Price as a % of Med Est Value	100%	94%	100%	124%	111%	90%	91%	113%	89%	131%	62%	100%	100%