

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	14	+7.1%	42	59	-28.8%
New Listing Volume	\$9,595,000	\$6,787,000	+41.4%	\$21,412,175	\$23,361,400	-8.3%
Active Listing Count	54	67	-19.4%	N/A	N/A	
Active Listing Volume	\$28,019,075	\$29,265,200	-4.3%	N/A	N/A	
Average Listing Price	\$518,872	\$436,794	+18.8%	\$468,562	\$441,123	+6.2%
Median Listing Price	\$357,500	\$379,000	-5.7%	\$360,666	\$372,699	-3.2%
Median Days in RPR	126.5	130	-2.7%	215.75	181.5	+18.9%
Months of Inventory	7.7	16.8	-53.9%	8.9	15.6	-43.2%
Absorption Rate	12.96%	5.97%	+7%	11.26%	6.4%	+4.9%
Sales Activity Charts Metrics						
New Pending Sales Count	7	6	+16.7%	38	43	-11.6%
New Pending Sales Volume	\$2,433,500	\$2,467,000	-1.4%	\$17,745,000	\$17,119,900	+3.7%
Pending Sales Count	9	15	-40%	N/A	N/A	
Pending Sales Volume	\$3,809,500	\$6,603,000	-42.3%	N/A	N/A	
Closed Sales Count	5	9	-44.4%	24	34	-29.4%
Closed Sales Volume	\$2,450,000	\$2,791,500	-12.2%	\$8,240,400	\$12,723,550	-35.2%
Average Sales Price	\$490,000	\$310,167	+58%	\$343,350	\$374,222	-8.2%
Median Sales Price	\$240,000	\$315,000	-23.8%	\$276,729	\$353,471	-21.7%

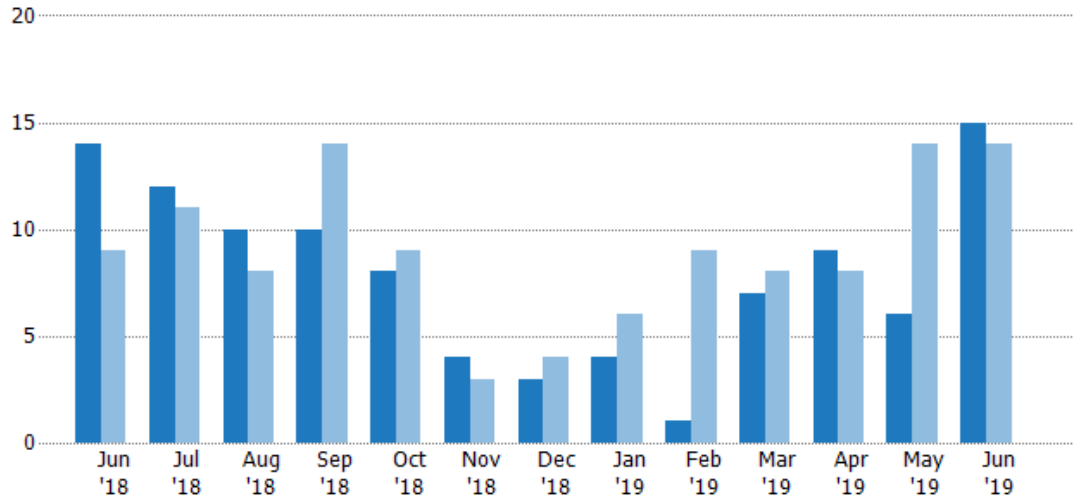
New Listings

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.
Jun '19	15	7.1%
Jun '18	14	55.6%
Jun '17	9	55.6%



Current Year	14	12	10	10	8	4	3	4	1	7	9	6	15
Prior Year	9	11	8	14	9	3	4	6	9	8	8	14	14
Percent Change from Prior Year	56%	9%	25%	-29%	-11%	33%	-25%	-33%	-89%	-13%	13%	-57%	7%

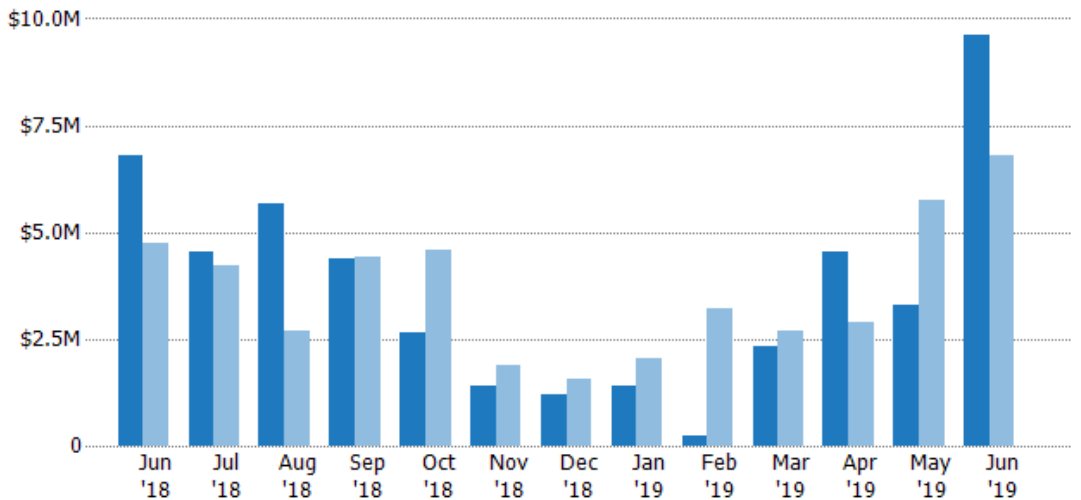
New Listing Volume

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.
Jun '19	\$9.6M	41.4%
Jun '18	\$6.79M	43.5%
Jun '17	\$4.73M	13.6%



Current Year	\$6.79M	\$4.54M	\$5.65M	\$4.37M	\$2.65M	\$1.42M	\$1.18M	\$1.4M	\$237K	\$2.35M	\$4.55M	\$3.28M	\$9.6M
Prior Year	\$4.73M	\$4.2M	\$2.71M	\$4.42M	\$4.56M	\$1.88M	\$1.57M	\$2.05M	\$3.21M	\$2.68M	\$2.9M	\$5.73M	\$6.79M
Percent Change from Prior Year	44%	8%	109%	-1%	-42%	-25%	-25%	-32%	-93%	-12%	57%	-43%	41%

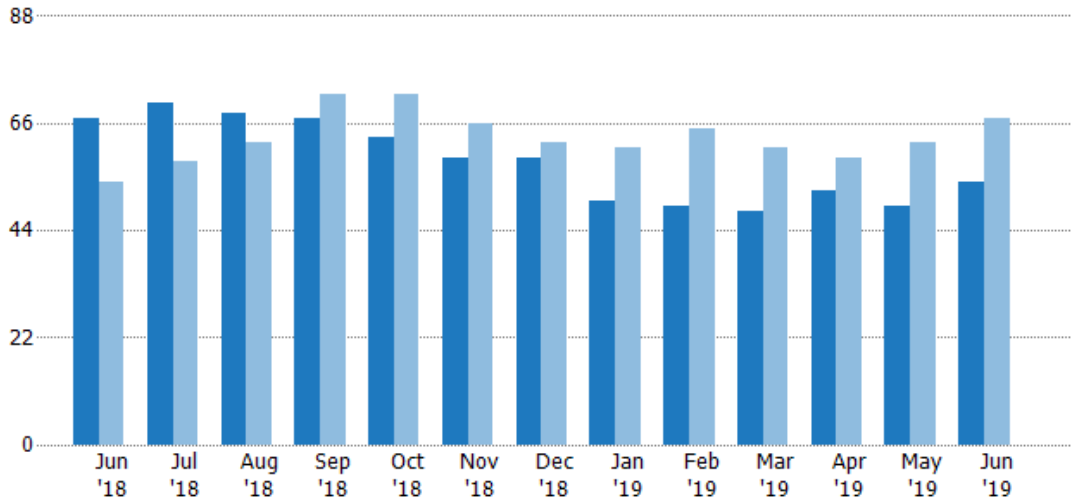
Active Listings

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.
Jun '19	54	-19.4%
Jun '18	67	24.1%
Jun '17	54	55.6%



Current Year	67	70	68	67	63	59	59	50	49	48	52	49	54
Prior Year	54	58	62	72	72	66	62	61	65	61	59	62	67
Percent Change from Prior Year	24%	21%	10%	-7%	-13%	-11%	-5%	-18%	-25%	-21%	-12%	-21%	-19%

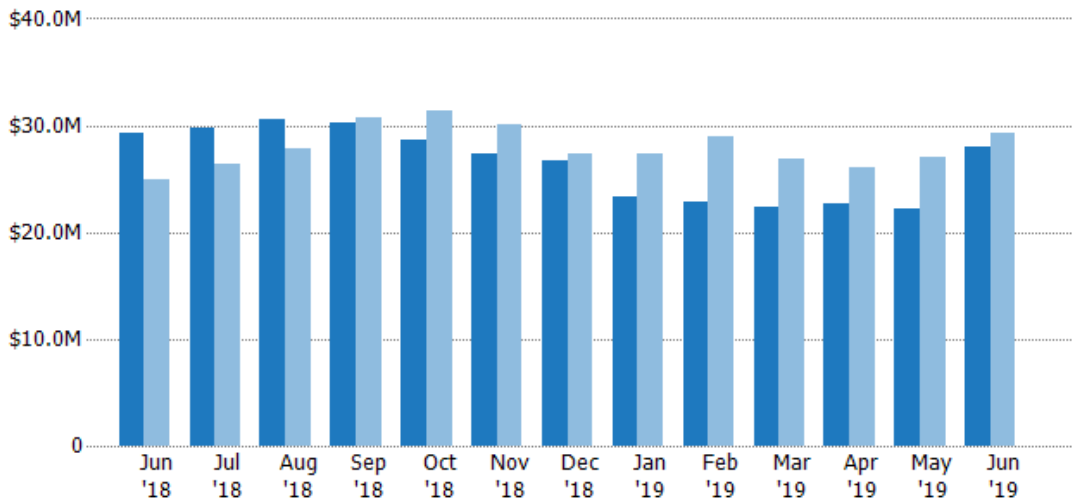
Active Listing Volume

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.
Jun '19	\$28M	-4.3%
Jun '18	\$29.3M	17.1%
Jun '17	\$25M	48.3%



Current Year	\$29.3M	\$29.8M	\$30.6M	\$30.2M	\$28.6M	\$27.4M	\$26.7M	\$23.3M	\$22.9M	\$22.3M	\$22.7M	\$22.2M	\$28M
Prior Year	\$25M	\$26.4M	\$27.9M	\$30.8M	\$31.4M	\$30.1M	\$27.4M	\$27.3M	\$29M	\$26.8M	\$26M	\$27.1M	\$29.3M
Percent Change from Prior Year	17%	13%	10%	-2%	-9%	-9%	-3%	-15%	-21%	-17%	-13%	-18%	-4%

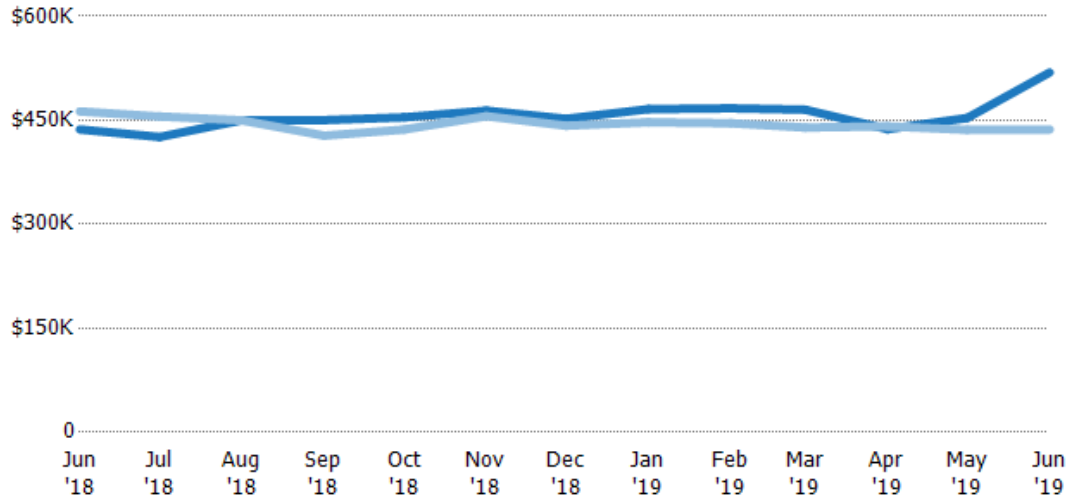
Average Listing Price

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.
Jun '19	\$519K	18.8%
Jun '18	\$437K	-5.6%
Jun '17	\$463K	-4.7%



Current Year	\$437K	\$426K	\$450K	\$450K	\$454K	\$464K	\$452K	\$466K	\$467K	\$465K	\$437K	\$453K	\$519K
Prior Year	\$463K	\$455K	\$450K	\$428K	\$437K	\$456K	\$442K	\$447K	\$446K	\$440K	\$441K	\$436K	\$437K
Percent Change from Prior Year	-6%	-6%	0%	5%	4%	2%	2%	4%	5%	6%	-1%	4%	19%

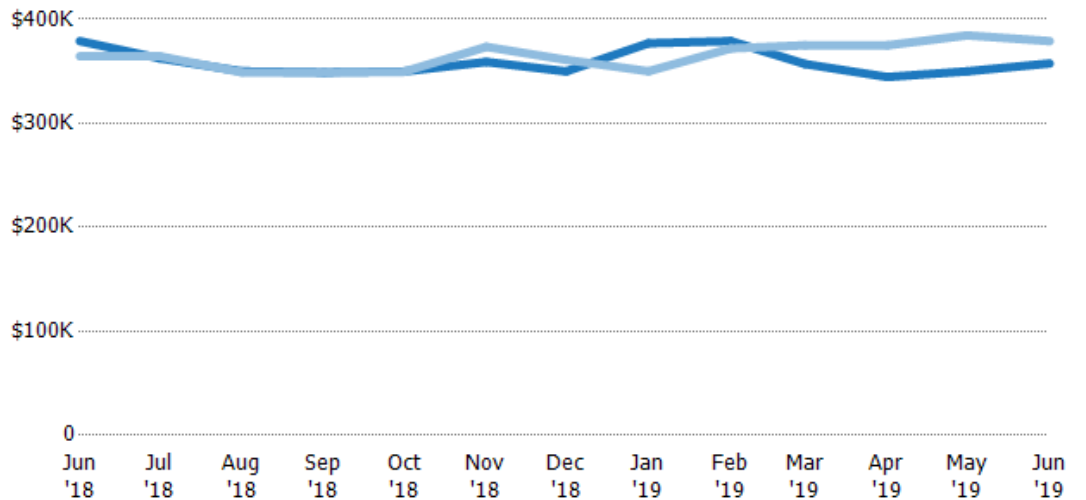
Median Listing Price

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.
Jun '19	\$358K	-5.7%
Jun '18	\$379K	4%
Jun '17	\$364K	-7.5%



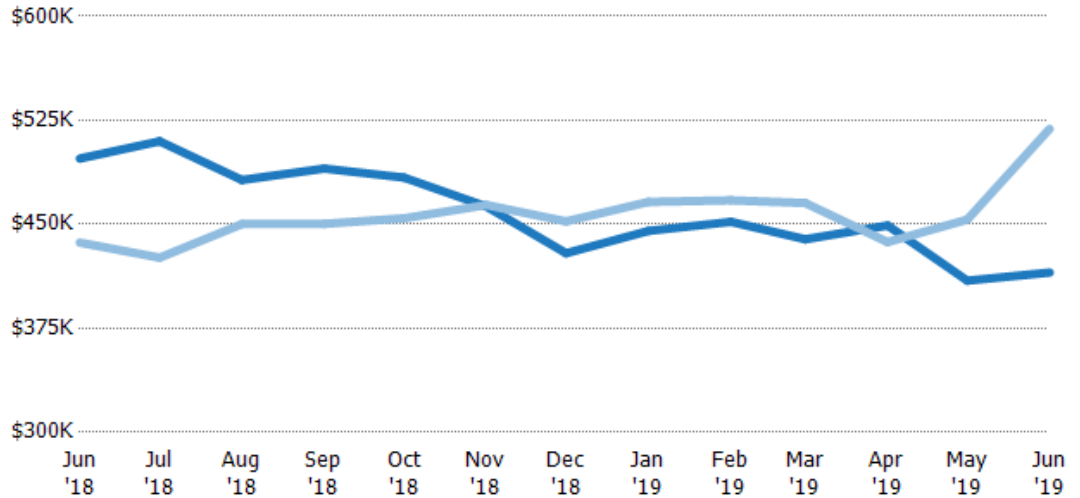
Current Year	\$379K	\$363K	\$350K	\$349K	\$350K	\$359K	\$350K	\$377K	\$379K	\$357K	\$345K	\$350K	\$358K
Prior Year	\$364K	\$364K	\$349K	\$349K	\$350K	\$374K	\$361K	\$350K	\$372K	\$375K	\$375K	\$385K	\$379K
Percent Change from Prior Year	4%	-1%	0%	0%	0%	-4%	-3%	8%	2%	-5%	-8%	-9%	-6%

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



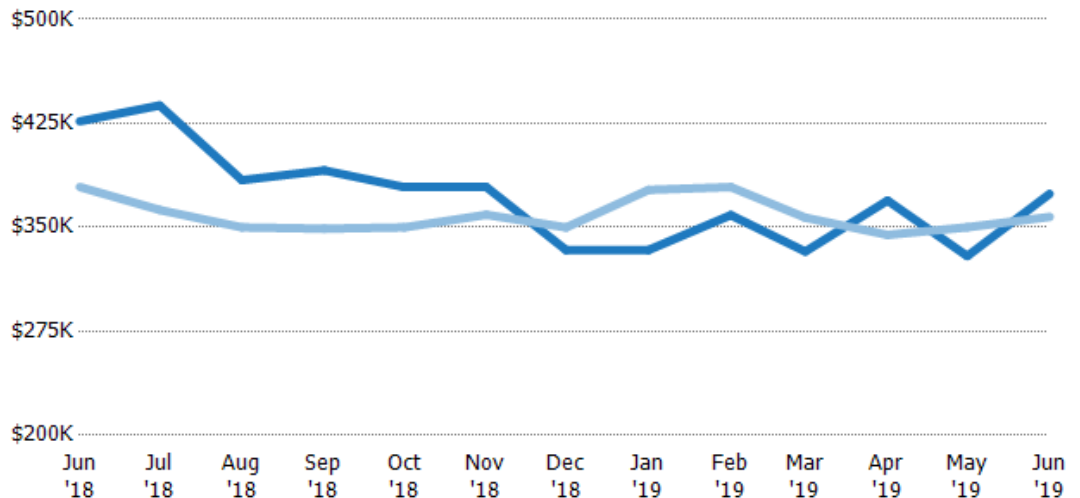
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$497K	\$510K	\$482K	\$490K	\$484K	\$463K	\$429K	\$445K	\$452K	\$439K	\$449K	\$409K	\$415K
Avg Listing Price	\$437K	\$426K	\$450K	\$450K	\$454K	\$464K	\$452K	\$466K	\$467K	\$465K	\$437K	\$453K	\$519K
Avg Listing Price as a % of Avg Est Value	88%	84%	93%	92%	94%	100%	105%	105%	103%	106%	97%	111%	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



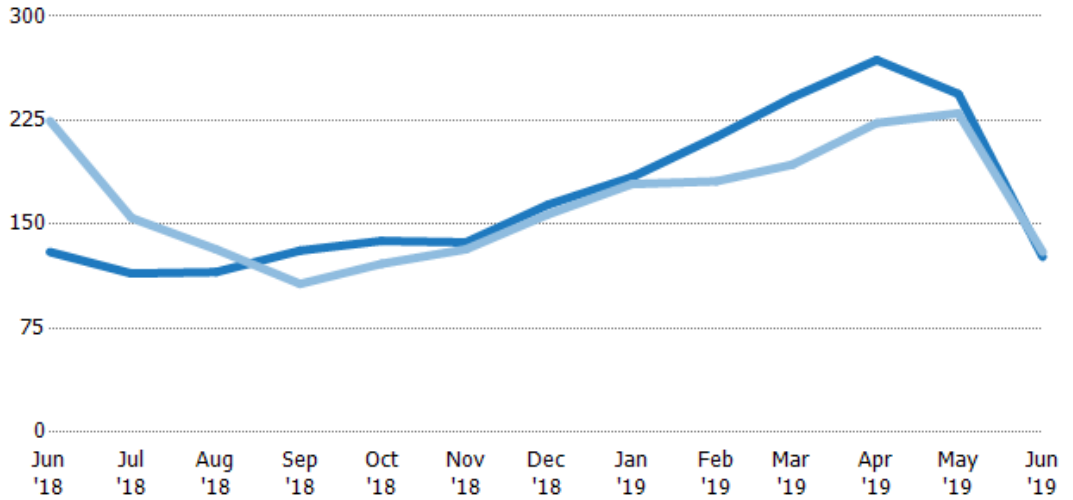
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$426K	\$438K	\$384K	\$391K	\$379K	\$379K	\$334K	\$334K	\$359K	\$333K	\$369K	\$329K	\$374K
Median Listing Price	\$379K	\$363K	\$350K	\$349K	\$350K	\$359K	\$350K	\$377K	\$379K	\$357K	\$345K	\$350K	\$358K
Med Listing Price as a % of Med Est Value	89%	83%	91%	89%	92%	95%	105%	113%	106%	107%	93%	106%	96%

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



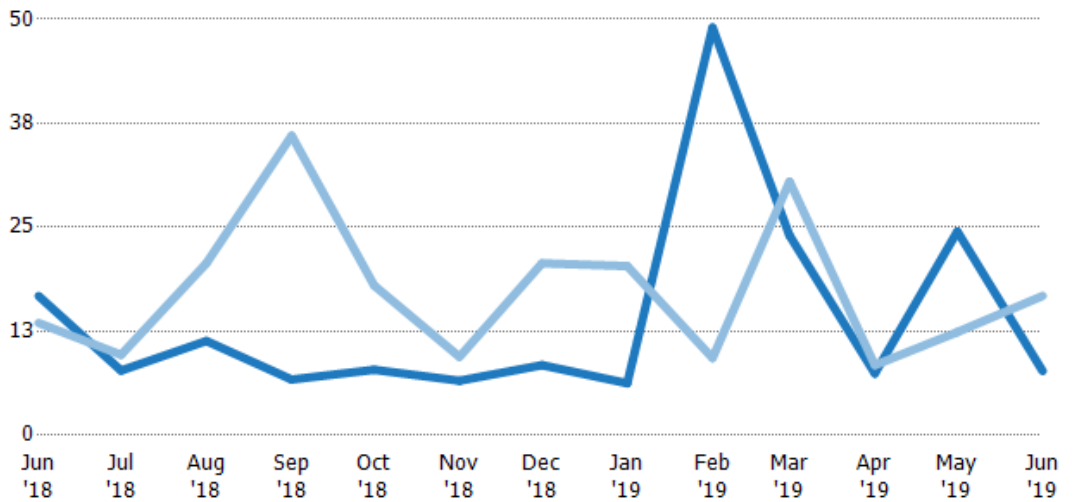
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	130	115	116	131	138	137	164	184	213	242	269	244	127
Prior Year	225	155	132	107	122	132	157	179	181	193	223	230	130
Percent Change from Prior Year	-42%	-26%	-13%	22%	14%	4%	4%	3%	18%	25%	20%	6%	-3%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	16.8	7.78	11.3	6.7	7.88	6.56	8.43	6.25	49	24	7.43	24.5	7.71
Prior Year	13.5	9.67	20.7	36	18	9.43	20.7	20.3	9.29	30.5	8.43	12.4	16.8
Percent Change from Prior Year	24%	-20%	-45%	-81%	-56%	-30%	-59%	-69%	428%	-21%	-12%	98%	-54%

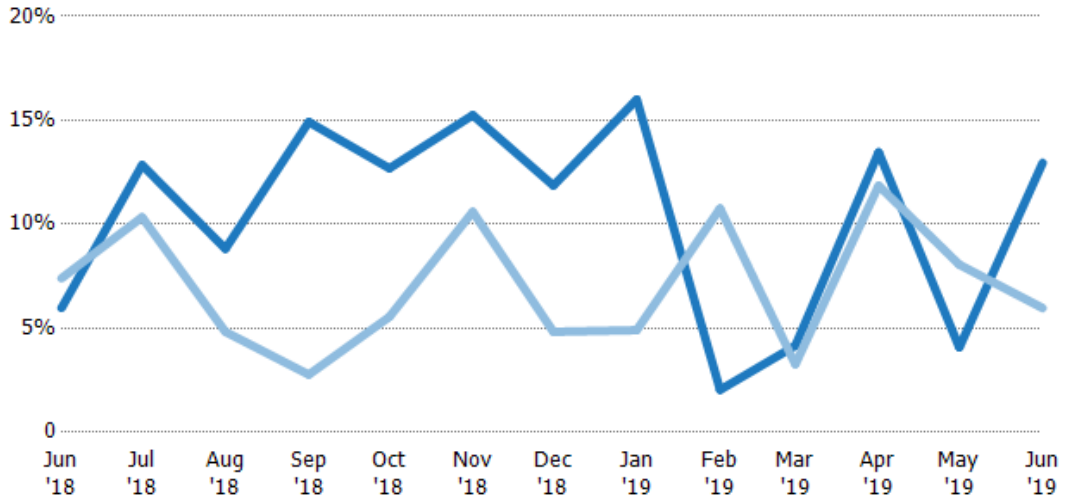
Absorption Rate

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.
Jun '19	13%	-7%
Jun '18	6%	1.4%
Jun '17	7%	-19.6%



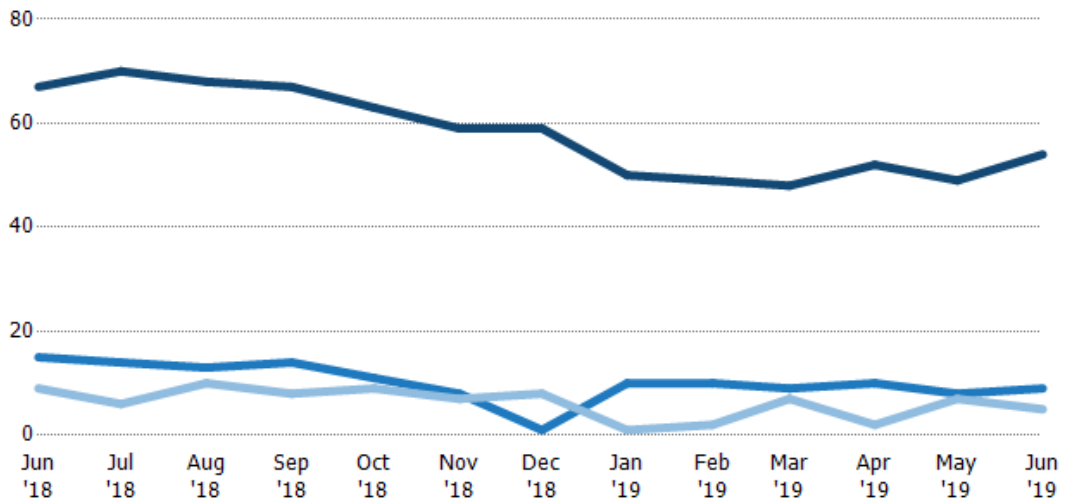
Current Year	6%	13%	9%	15%	13%	15%	12%	16%	2%	4%	13%	4%	13%
Prior Year	7%	10%	5%	3%	6%	11%	5%	5%	11%	3%	12%	8%	6%
Change from Prior Year	1%	-3%	-4%	-12%	-7%	-5%	-7%	-11%	9%	-1%	-2%	4%	-7%

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



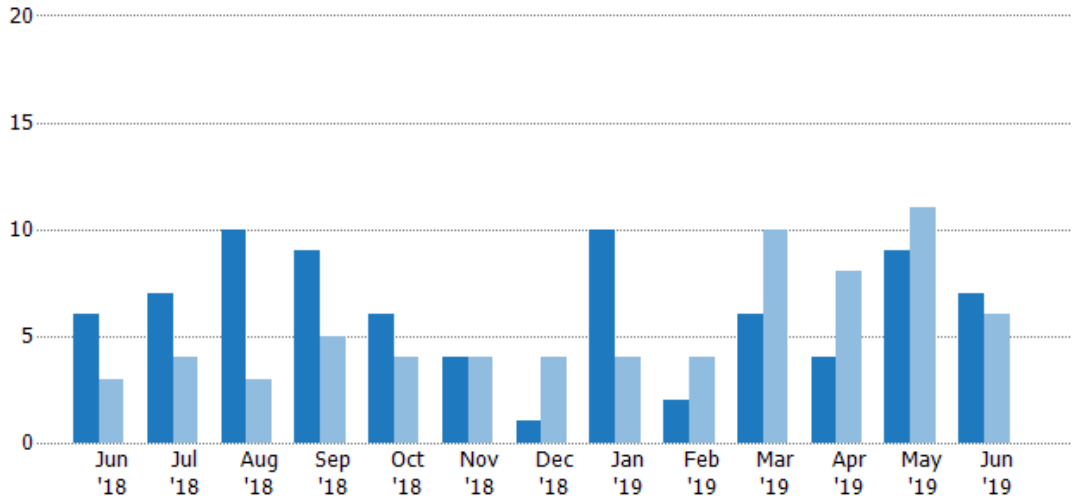
Active	67	70	68	67	63	59	59	50	49	48	52	49	54
Pending	15	14	13	14	11	8	1	10	10	9	10	8	9
Sold	9	6	10	8	9	7	8	1	2	7	2	7	5

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



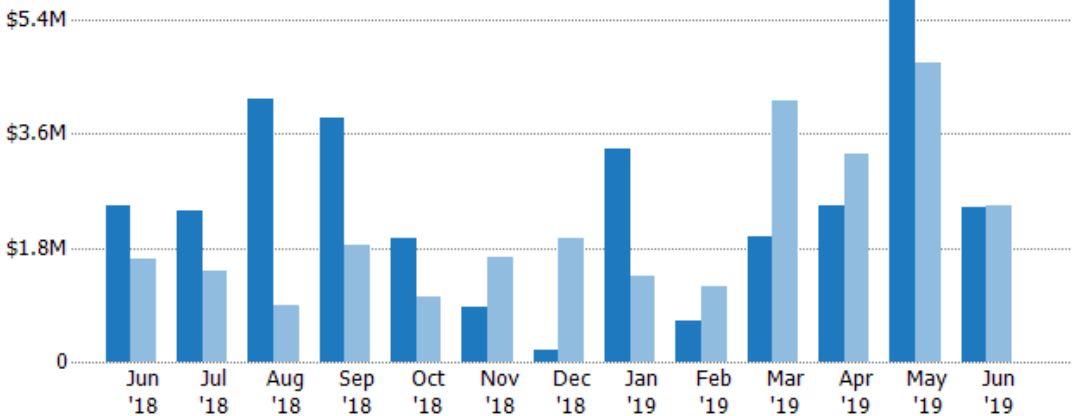
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	7	6	16.7%
Jun '18	6	3	100%
Jun '17	3	3	233.3%

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	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$2.43M	\$2.47M	-1.4%
Jun '18	\$2.47M	\$1.62M	52.7%
Jun '17	\$1.62M	\$1.62M	153.1%

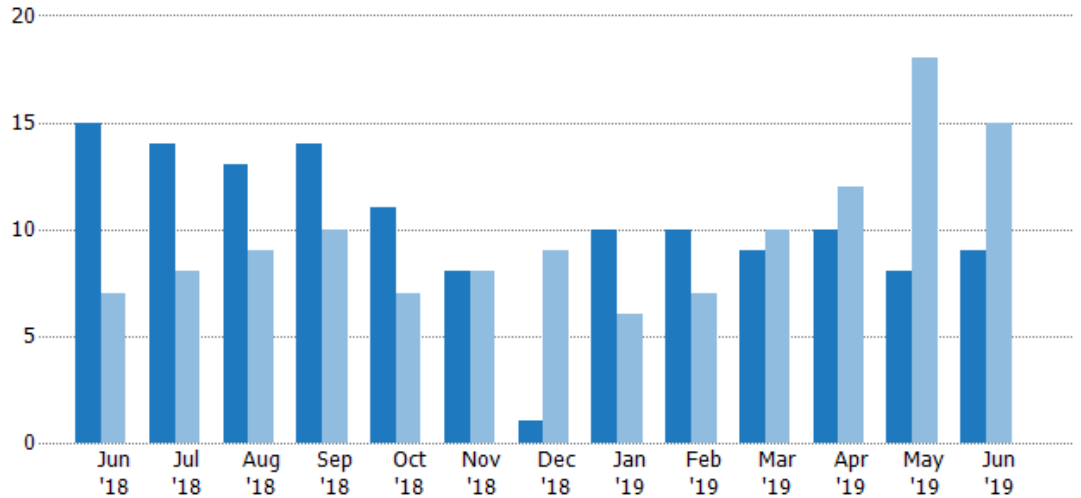
Pending Sales

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.
Jun '19	9	-40%
Jun '18	15	114.3%
Jun '17	7	85.7%



Current Year	15	14	13	14	11	8	1	10	10	9	10	8	9
Prior Year	7	8	9	10	7	8	9	6	7	10	12	18	15
Percent Change from Prior Year	114%	75%	44%	40%	57%	0%	-89%	67%	43%	-10%	-17%	-56%	-40%

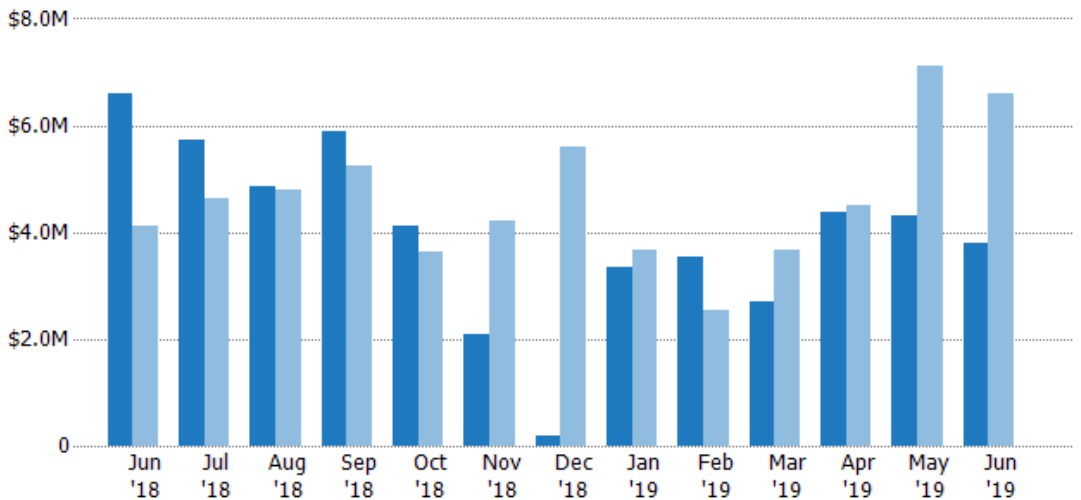
Pending Sales Volume

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.
Jun '19	\$3.81M	-42.3%
Jun '18	\$6.6M	60.2%
Jun '17	\$4.12M	14.3%



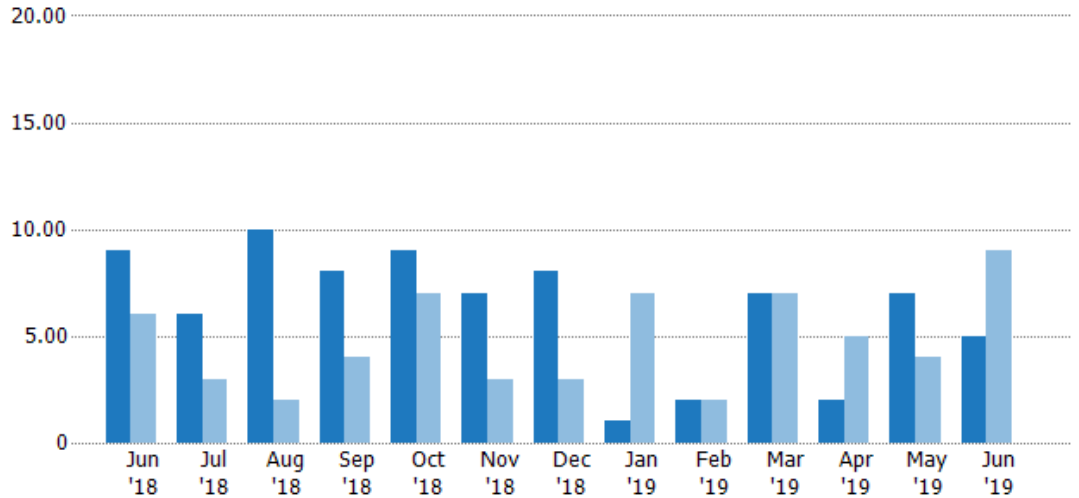
Current Year	\$6.6M	\$5.71M	\$4.85M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.35M	\$3.53M	\$2.71M	\$4.39M	\$4.32M	\$3.81M
Prior Year	\$4.12M	\$4.63M	\$4.8M	\$5.25M	\$3.63M	\$4.22M	\$5.61M	\$3.66M	\$2.53M	\$3.66M	\$4.5M	\$7.12M	\$6.6M
Percent Change from Prior Year	60%	23%	1%	12%	13%	-51%	-97%	-8%	40%	-26%	-2%	-39%	-42%

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



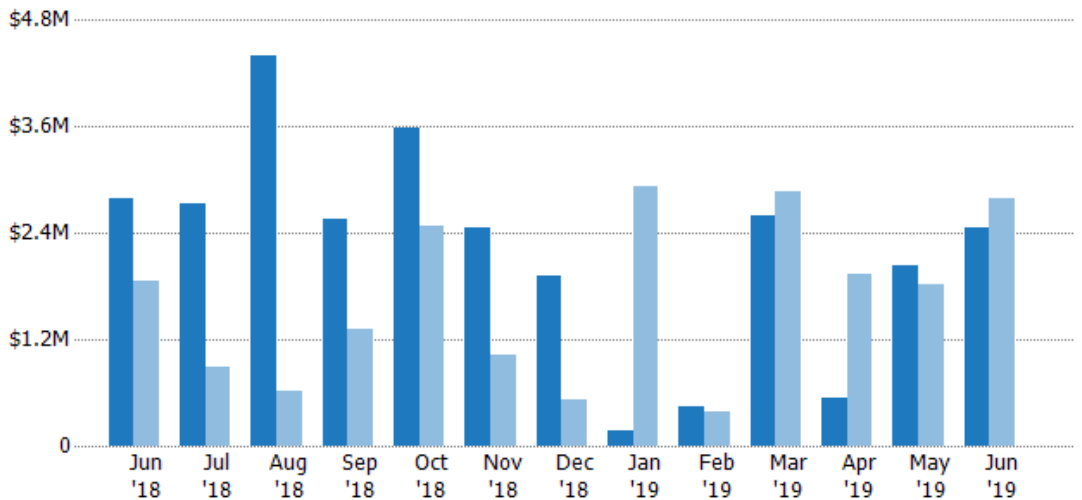
Month/Year	Count	% Chg.
Jun '19	5	-44.4%
Jun '18	9	50%
Jun '17	6	-50%

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



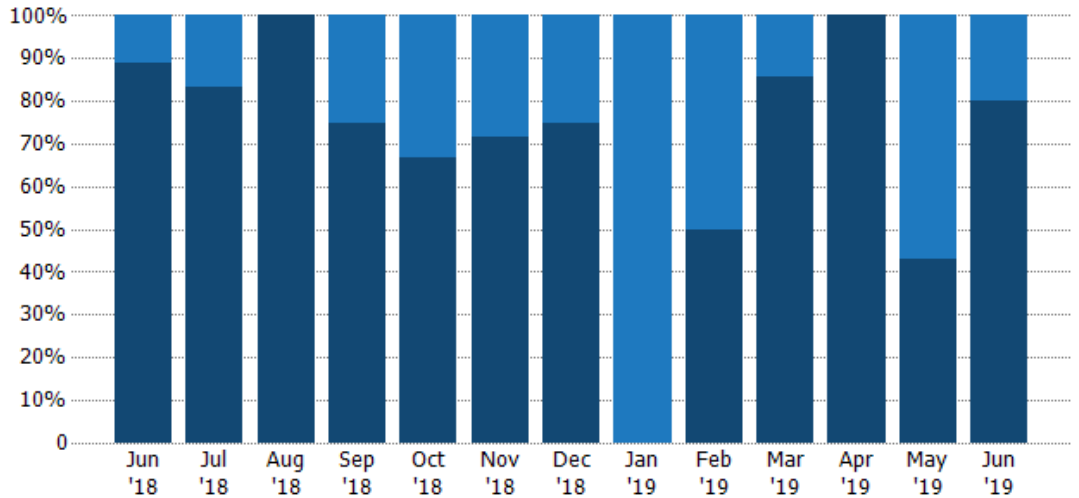
Month/Year	Volume	% Chg.
Jun '19	\$2.45M	-12.2%
Jun '18	\$2.79M	50.2%
Jun '17	\$1.86M	-31.9%

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



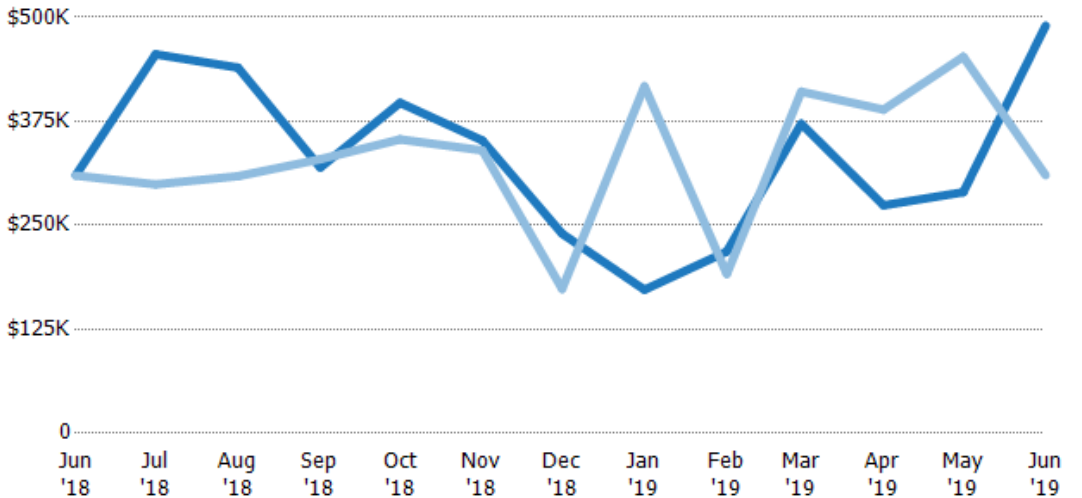
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	11%	17%	-	25%	33%	29%	25%	100%	50%	14%	-	57%	20%
Single Family Residence	89%	83%	100%	75%	67%	71%	75%	-	50%	86%	100%	43%	80%

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.
Jun '19	\$490K	58%
Jun '18	\$310K	0.2%
Jun '17	\$310K	36.2%

Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$310K	\$456K	\$440K	\$319K	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$490K
Prior Year	\$310K	\$299K	\$309K	\$329K	\$353K	\$340K	\$173K	\$417K	\$192K	\$411K	\$389K	\$453K	\$310K
Percent Change from Prior Year	0%	52%	42%	-3%	12%	4%	38%	-59%	14%	-9%	-30%	-36%	58%

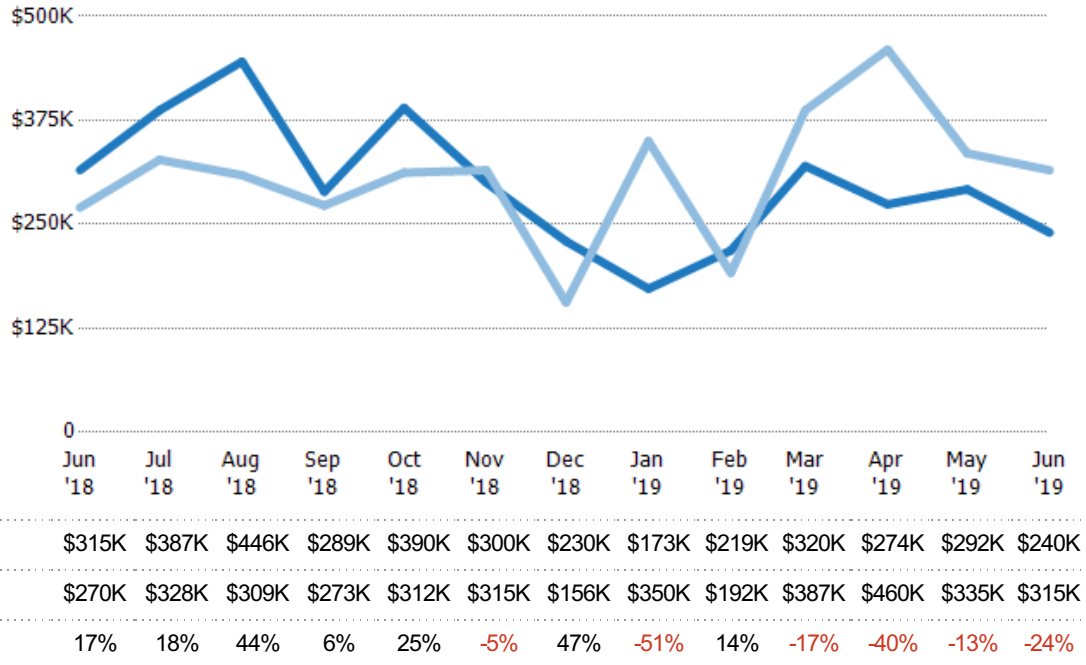
Median Sales Price

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.
Jun '19	\$240K	-23.8%
Jun '18	\$315K	16.7%
Jun '17	\$270K	34.3%

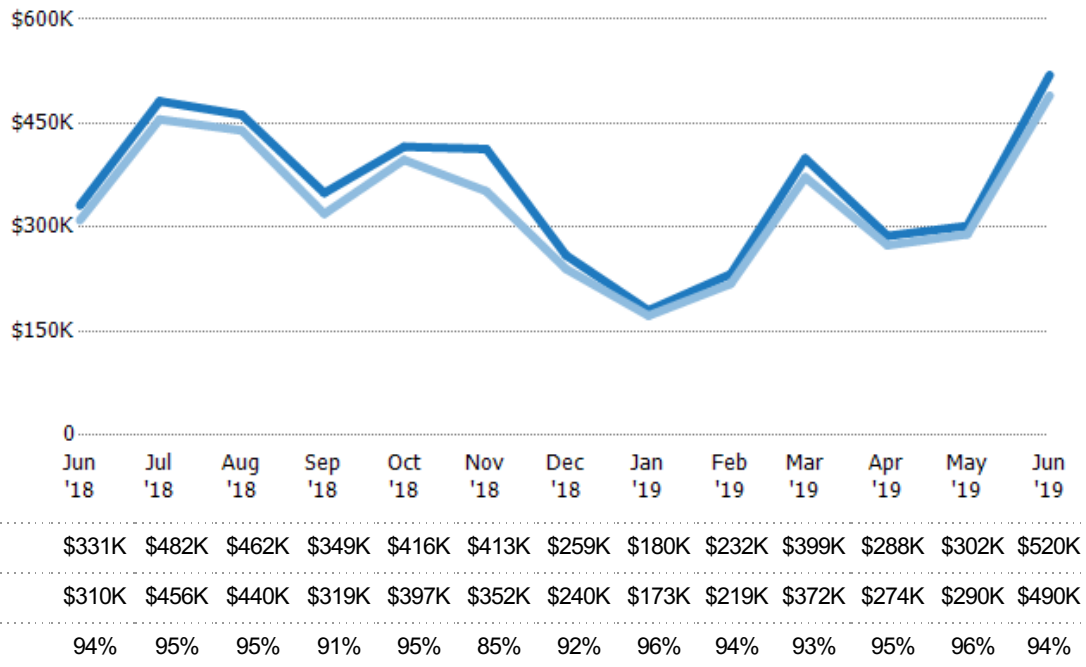


Average Sales Price vs Average Listing Price

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

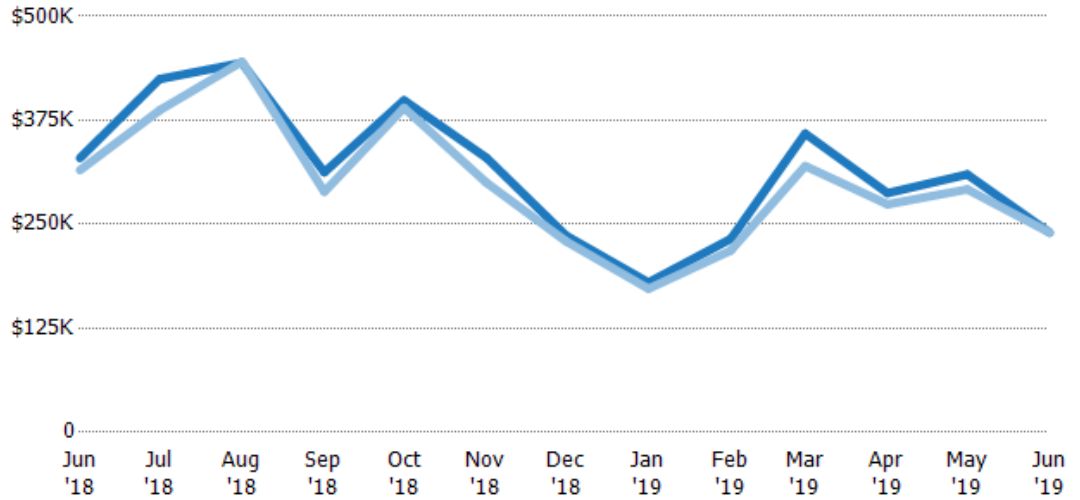


Median Sales Price vs Median Listing Price

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



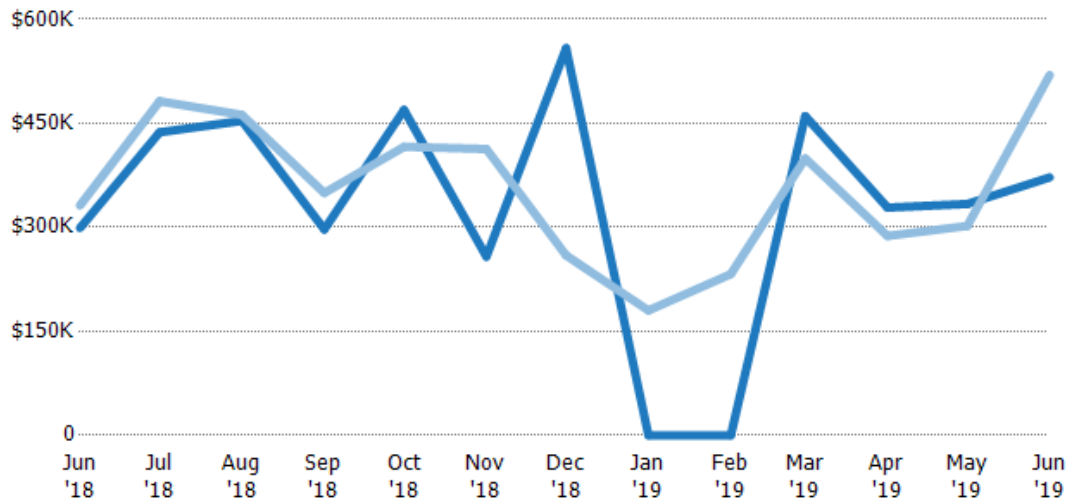
Median List Price	\$330K	\$425K	\$444K	\$313K	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$240K
Median Sales Price	\$315K	\$387K	\$446K	\$289K	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$240K
Med Sales Price as a % of Med List Price	96%	91%	100%	92%	98%	91%	97%	96%	94%	89%	95%	94%	100%

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



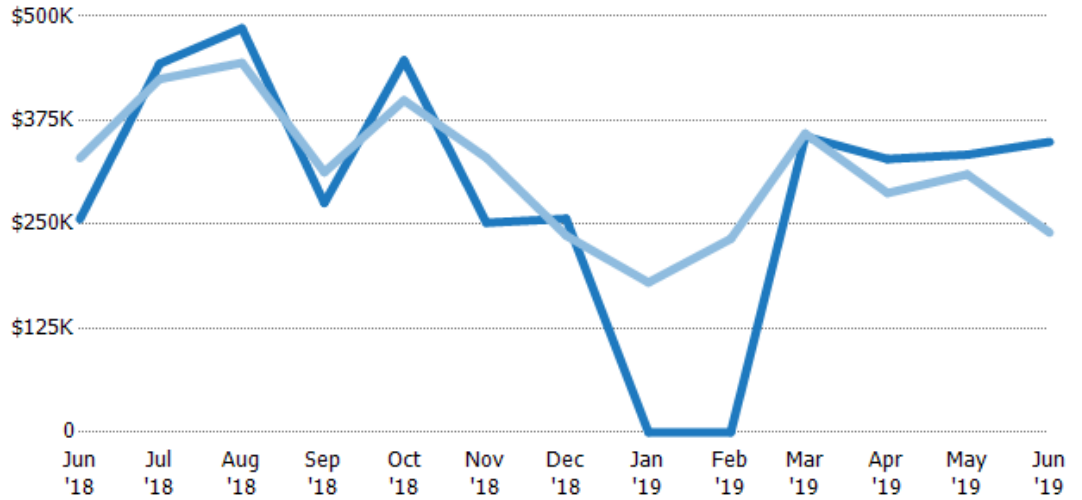
Avg Est Value	\$299K	\$437K	\$454K	\$297K	\$469K	\$258K	\$558K	\$0	\$0	\$460K	\$328K	\$334K	\$372K
Avg Sales Price	\$331K	\$482K	\$462K	\$349K	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$520K
Avg Sales Price as a % of Avg Est Value	111%	110%	102%	118%	89%	160%	46%	100%	100%	87%	88%	91%	140%

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	\$256K	\$443K	\$486K	\$276K	\$447K	\$252K	\$257K	\$0	\$0	\$356K	\$328K	\$334K	\$349K
Median Sales Price	\$330K	\$425K	\$444K	\$313K	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$240K
Med Sales Price as a % of Med Est Value	129%	96%	91%	113%	89%	131%	92%	100%	100%	101%	88%	93%	69%