

## 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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	10	-60%	62	82	-24.4%
New Listing Volume	\$4,715,000	\$5,642,600	-16.4%	\$41,115,950	\$34,454,900	+19.3%
Active Listing Count	51	68	-25%	N/A	N/A	
Active Listing Volume	\$34,425,550	\$30,582,300	+12.6%	N/A	N/A	
Average Listing Price	\$675,011	\$449,740	+50.1%	\$531,295	\$444,768	+19.5%
Median Listing Price	\$399,000	\$349,950	+14%	\$368,122	\$371,918	-1%
Median Days in RPR	94	115.5	-18.6%	177.4	158.19	+12.1%
Months of Inventory	17	11.3	+50%	9	17.8	-49.8%
Absorption Rate	5.88%	8.82%	-2.9%	11.16%	5.61%	+5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	10	-50%	53	60	-11.7%
New Pending Sales Volume	\$2,809,000	\$4,135,900	-32.1%	\$24,059,900	\$23,640,800	+1.8%
Pending Sales Count	12	14	-14.3%	N/A	N/A	
Pending Sales Volume	\$4,174,900	\$5,227,900	-20.1%	N/A	N/A	
Closed Sales Count	7	10	-30%	35	47	-25.5%
Closed Sales Volume	\$2,276,000	\$4,395,000	-48.2%	\$12,759,085	\$18,038,750	-29.3%
Average Sales Price	\$325,143	\$439,500	-26%	\$364,545	\$383,803	-5%
Median Sales Price	\$250,000	\$445,500	-43.9%	\$292,900	\$356,617	-17.9%

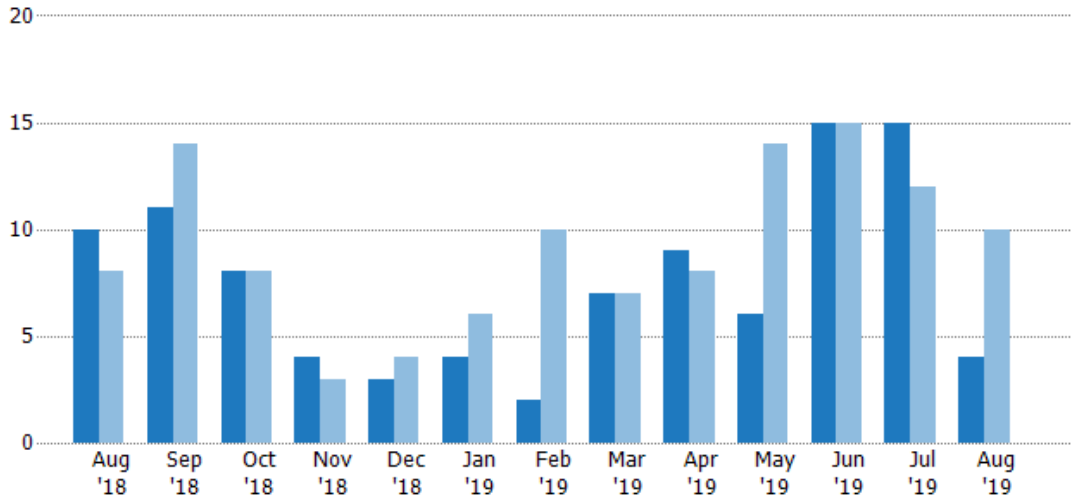
## New Listings

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.
Aug '19	4	-60%
Aug '18	10	25%
Aug '17	8	37.5%



Current Year	10	11	8	4	3	4	2	7	9	6	15	15	4
Prior Year	8	14	8	3	4	6	10	7	8	14	15	12	10
Percent Change from Prior Year	25%	-21%	0%	33%	-25%	-33%	-80%	0%	13%	-57%	0%	25%	-60%

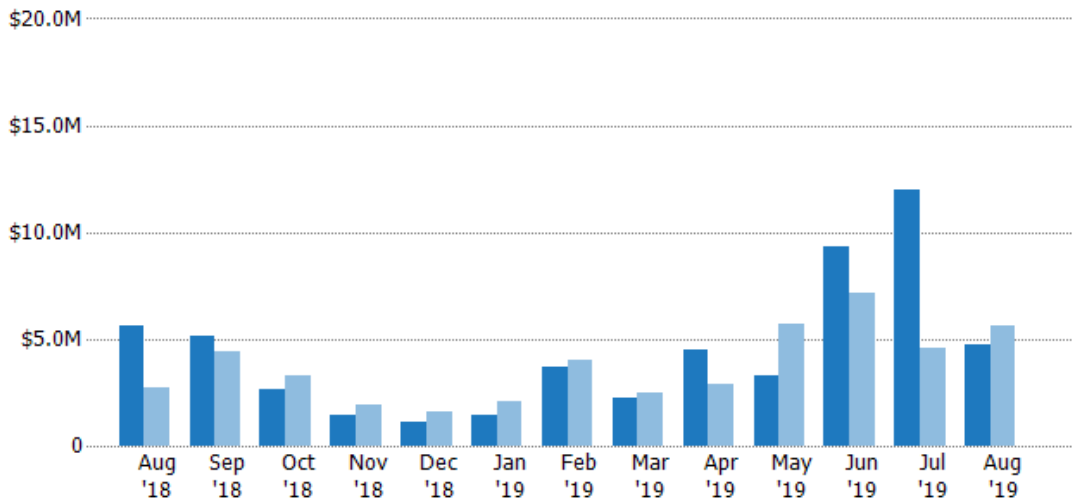
## New Listing Volume

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.
Aug '19	\$4.72M	-16.4%
Aug '18	\$5.64M	108.9%
Aug '17	\$2.7M	122.9%



Current Year	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.08M	\$1.4M	\$3.71M	\$2.25M	\$4.51M	\$3.28M	\$9.3M	\$12M	\$4.72M
Prior Year	\$2.7M	\$4.42M	\$3.31M	\$1.88M	\$1.57M	\$2.05M	\$3.98M	\$2.46M	\$2.9M	\$5.73M	\$7.15M	\$4.54M	\$5.64M
Percent Change from Prior Year	109%	16%	-20%	-25%	-31%	-32%	-7%	-9%	55%	-43%	30%	163%	-16%

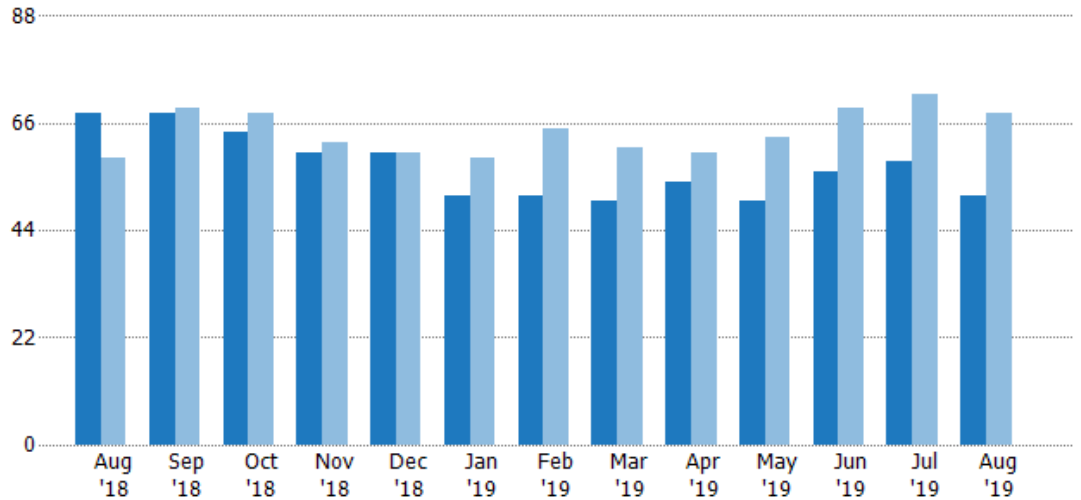
## Active Listings

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.
Aug '19	51	-25%
Aug '18	68	15.3%
Aug '17	59	35.6%



Current Year	68	68	64	60	60	51	51	50	54	50	56	58	51
Prior Year	59	69	68	62	60	59	65	61	60	63	69	72	68
Percent Change from Prior Year	15%	-1%	-6%	-3%	0%	-14%	-22%	-18%	-10%	-21%	-19%	-19%	-25%

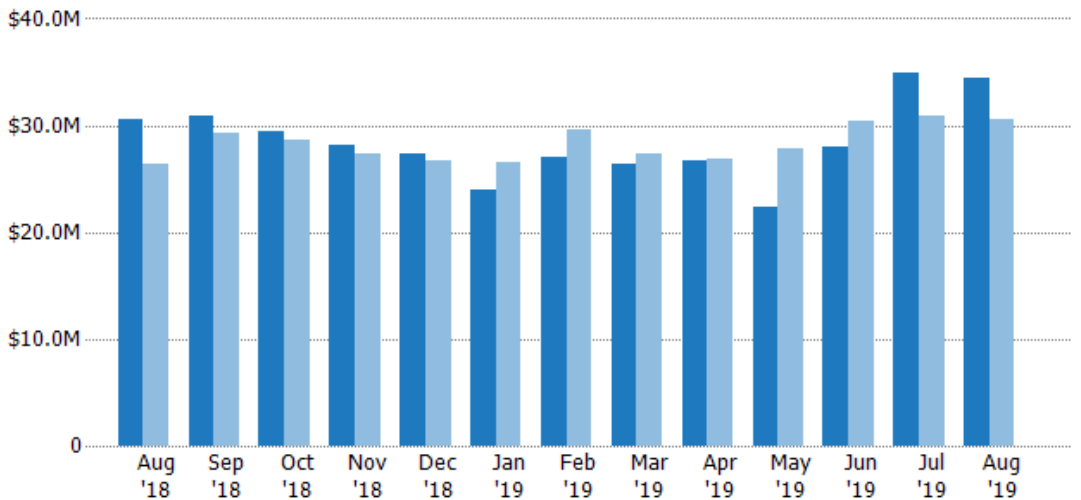
## Active Listing Volume

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.
Aug '19	\$34.4M	12.6%
Aug '18	\$30.6M	16%
Aug '17	\$26.4M	47.5%



Current Year	\$30.6M	\$30.9M	\$29.4M	\$28.1M	\$27.3M	\$23.9M	\$27M	\$26.4M	\$26.7M	\$22.3M	\$28M	\$35M	\$34.4M
Prior Year	\$26.4M	\$29.3M	\$28.7M	\$27.3M	\$26.6M	\$26.5M	\$29.6M	\$27.4M	\$26.8M	\$27.8M	\$30.4M	\$30.9M	\$30.6M
Percent Change from Prior Year	16%	6%	2%	3%	3%	-10%	-9%	-4%	0%	-20%	-8%	13%	13%

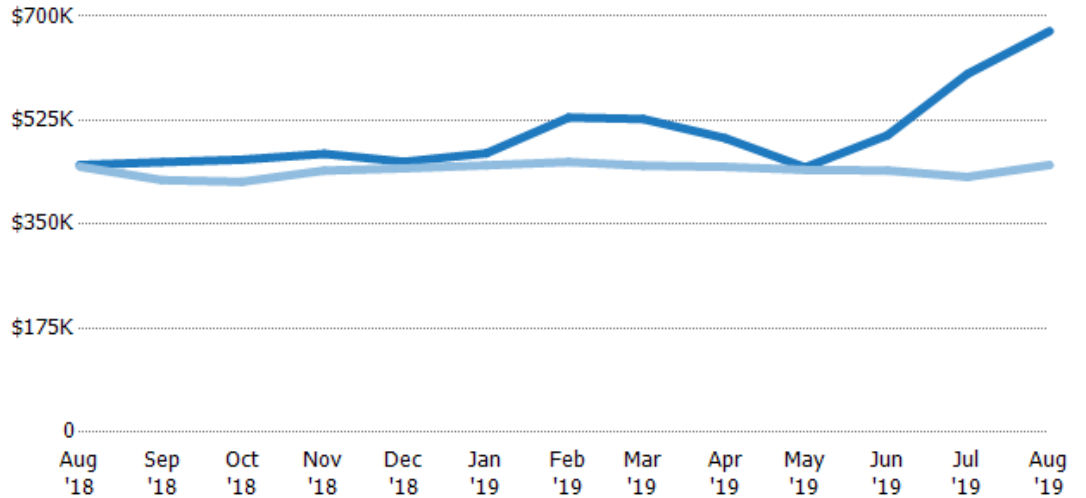
## Average Listing Price

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.
Aug '19	\$675K	50.1%
Aug '18	\$450K	0.6%
Aug '17	\$447K	8.8%



Current Year	\$450K	\$455K	\$459K	\$468K	\$455K	\$469K	\$530K	\$527K	\$495K	\$446K	\$500K	\$603K	\$675K
Prior Year	\$447K	\$424K	\$422K	\$440K	\$444K	\$449K	\$455K	\$449K	\$447K	\$442K	\$440K	\$430K	\$450K
Percent Change from Prior Year	1%	7%	9%	6%	3%	5%	16%	18%	11%	1%	13%	40%	50%

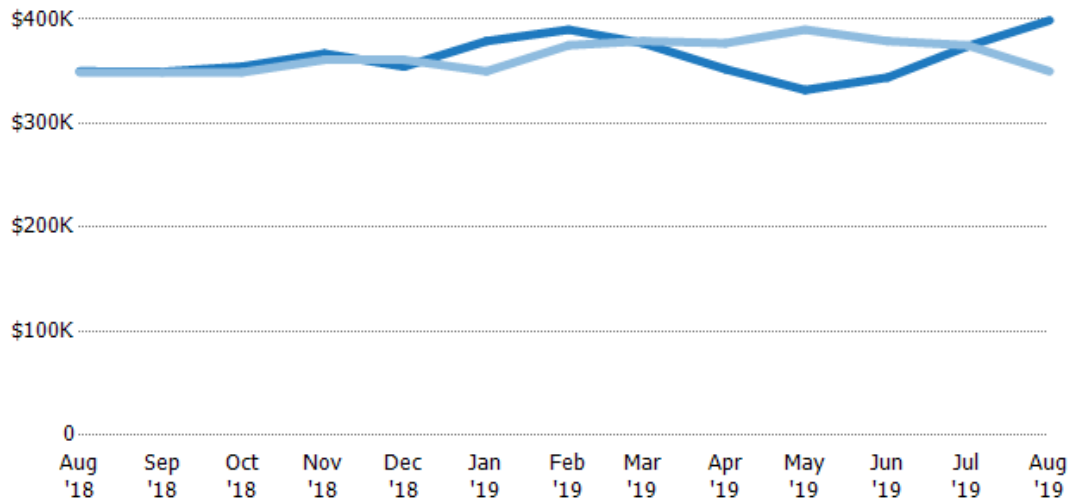
## Median Listing Price

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.
Aug '19	\$399K	14%
Aug '18	\$350K	0.3%
Aug '17	\$349K	4.9%



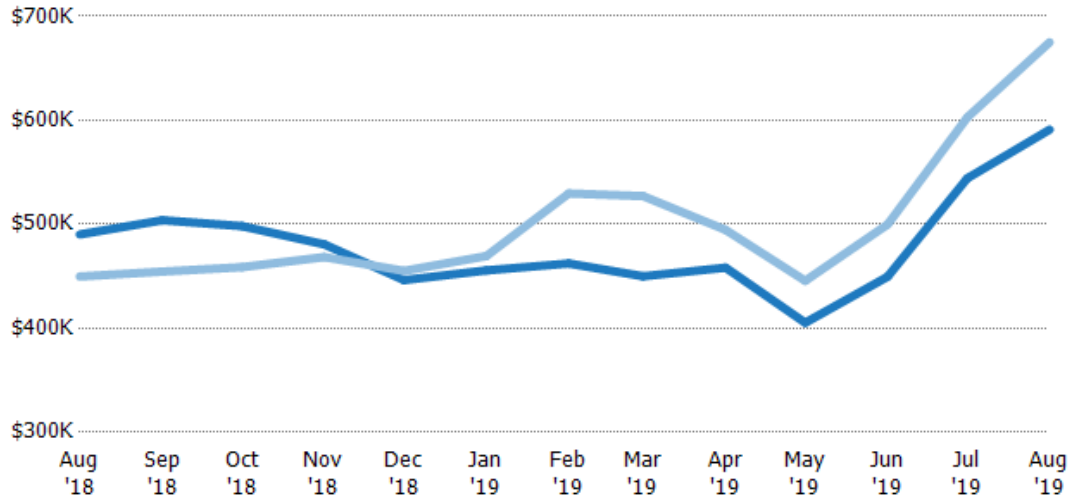
Current Year	\$350K	\$349K	\$354K	\$367K	\$354K	\$379K	\$390K	\$377K	\$352K	\$332K	\$344K	\$374K	\$399K
Prior Year	\$349K	\$349K	\$349K	\$361K	\$361K	\$350K	\$375K	\$379K	\$377K	\$390K	\$379K	\$375K	\$350K
Percent Change from Prior Year	0%	0%	2%	2%	-2%	8%	4%	-1%	-7%	-15%	-9%	0%	14%

## 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



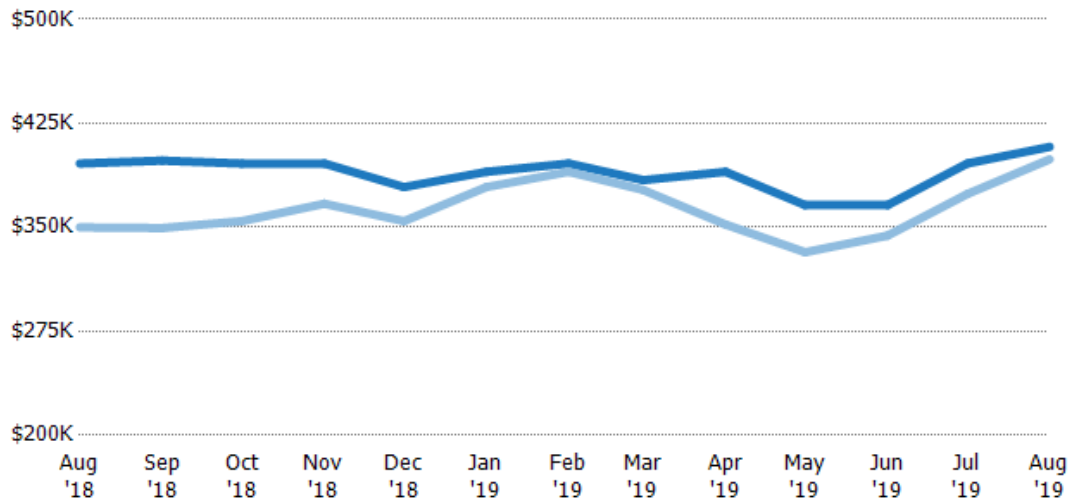
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$490K	\$504K	\$498K	\$481K	\$446K	\$456K	\$462K	\$450K	\$458K	\$405K	\$450K	\$544K	\$591K
Avg Listing Price	\$450K	\$455K	\$459K	\$468K	\$455K	\$469K	\$530K	\$527K	\$495K	\$446K	\$500K	\$603K	\$675K
Avg Listing Price as a % of Avg Est Value	92%	90%	92%	97%	102%	103%	115%	117%	108%	110%	111%	111%	114%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$396K	\$398K	\$396K	\$396K	\$379K	\$390K	\$396K	\$384K	\$390K	\$366K	\$366K	\$396K	\$408K
Median Listing Price	\$350K	\$349K	\$354K	\$367K	\$354K	\$379K	\$390K	\$377K	\$352K	\$332K	\$344K	\$374K	\$399K
Med Listing Price as a % of Med Est Value	88%	88%	90%	93%	94%	97%	98%	98%	90%	91%	94%	94%	98%

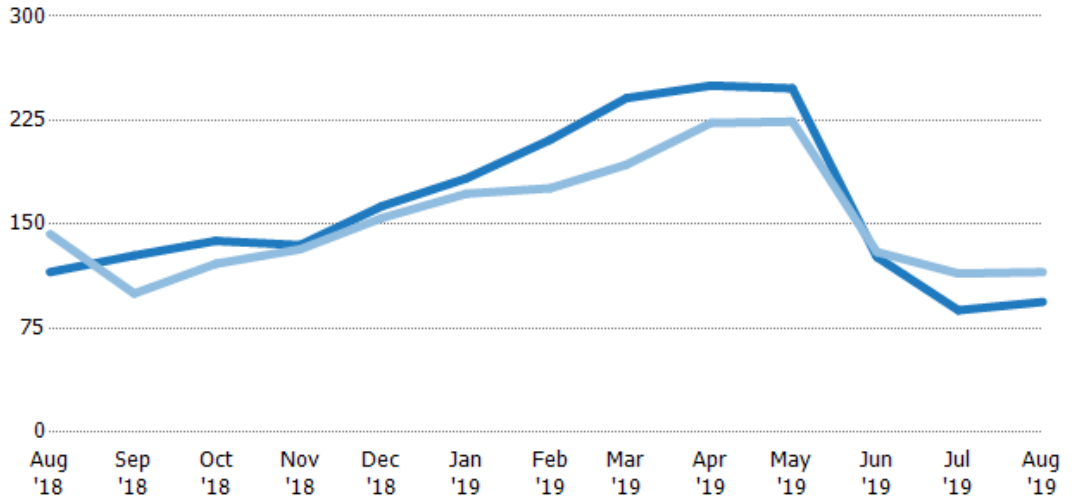
## Median Days in RPR

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.
Aug '19	94	-18.6%
Aug '18	116	-19.2%
Aug '17	143	-18.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	116	128	138	135	163	183	211	241	250	248	127	88	94
Prior Year	143	100	122	132	155	172	176	193	223	224	130	115	116
Percent Change from Prior Year	-19%	28%	14%	2%	6%	6%	20%	25%	12%	11%	-3%	-23%	-19%

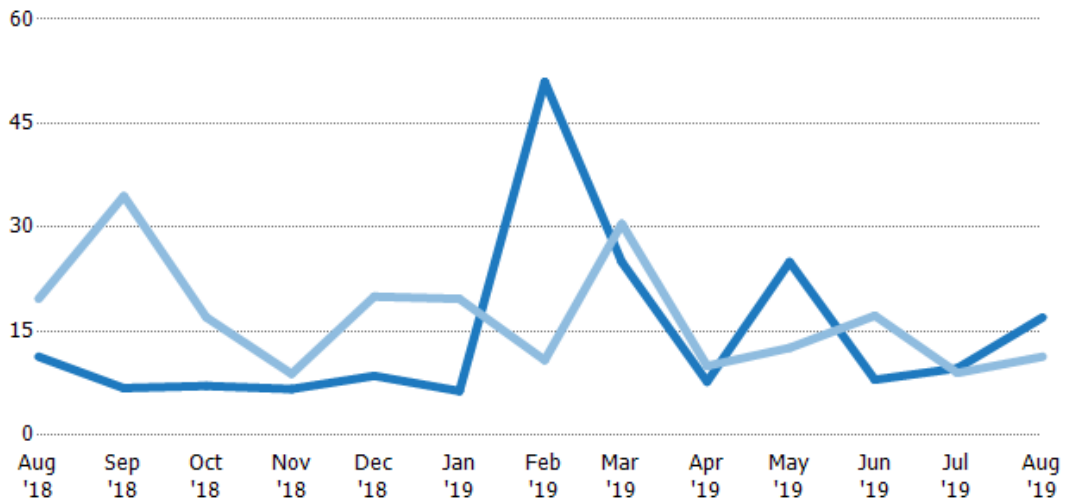
## Months of Inventory

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.
Aug '19	17	50%
Aug '18	11.3	-42.4%
Aug '17	19.7	-18.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	11.3	6.8	7.11	6.67	8.57	6.38	51	25	7.71	25	8	9.67	17
Prior Year	19.7	34.5	17	8.86	20	19.7	10.8	30.5	10	12.6	17.3	9	11.3
Percent Change from Prior Year	-42%	-80%	-58%	-25%	-57%	-68%	371%	-18%	-23%	98%	-54%	7%	50%

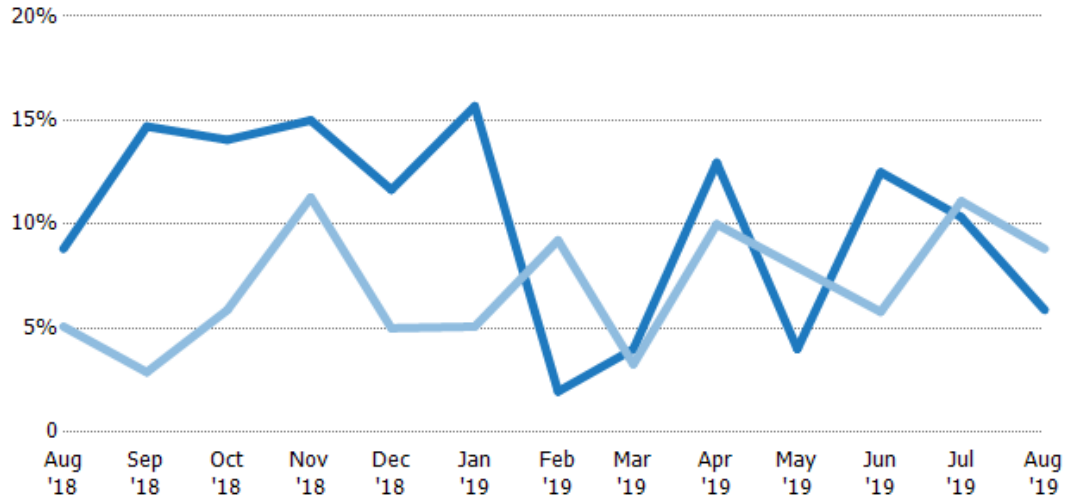
## Absorption Rate

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.
Aug '19	6%	2.9%
Aug '18	9%	-3.7%
Aug '17	5%	23%



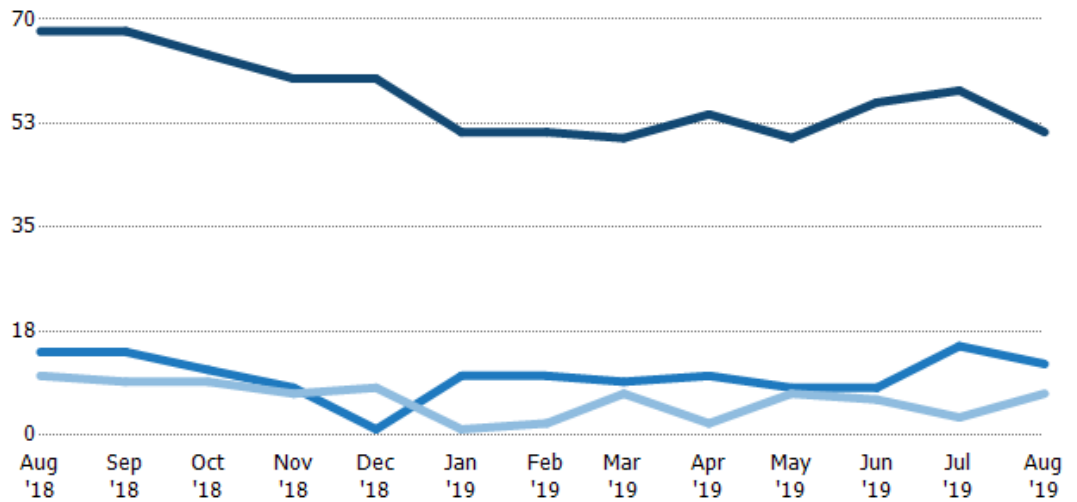
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	9%	15%	14%	15%	12%	16%	2%	4%	13%	4%	13%	10%	6%
Prior Year	5%	3%	6%	11%	5%	5%	9%	3%	10%	8%	6%	11%	9%
Change from Prior Year	-4%	-12%	-8%	-4%	-7%	-11%	7%	-1%	-3%	4%	-7%	1%	3%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	68	68	64	60	60	51	51	50	54	50	56	58	51
Pending	14	14	11	8	1	10	10	9	10	8	8	15	12
Sold	10	9	9	7	8	1	2	7	2	7	6	3	7

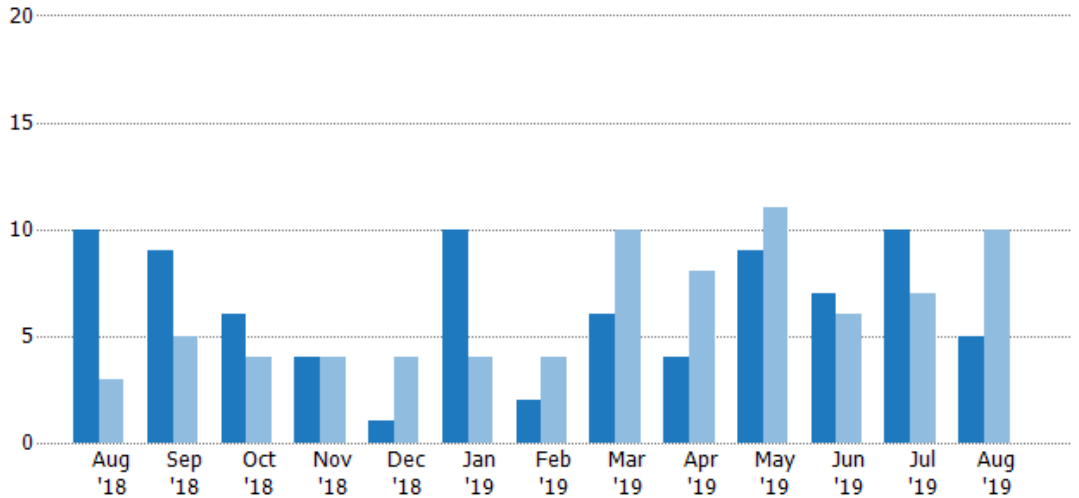
## New Pending Sales

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.
Aug '19	5	-50%
Aug '18	10	233.3%
Aug '17	3	66.7%



Current Year	10	9	6	4	1	10	2	6	4	9	7	10	5
Prior Year	3	5	4	4	4	4	4	10	8	11	6	7	10
Percent Change from Prior Year	233%	80%	50%	0%	-75%	150%	-50%	-40%	-50%	-18%	17%	43%	-50%

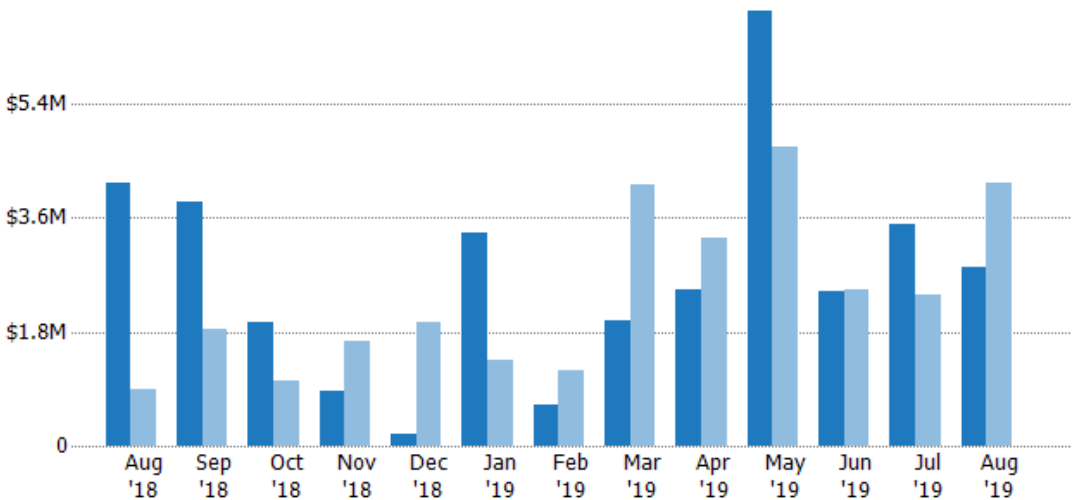
## New Pending Sales Volume

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.
Aug '19	\$2.81M	-32.1%
Aug '18	\$4.14M	370.5%
Aug '17	\$879K	195%



Current Year	\$4.14M	\$3.84M	\$1.95M	\$858K	\$180K	\$3.35M	\$644K	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M
Prior Year	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.13M	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M
Percent Change from Prior Year	371%	108%	92%	-48%	-91%	150%	-46%	-52%	-24%	46%	-1%	47%	-32%



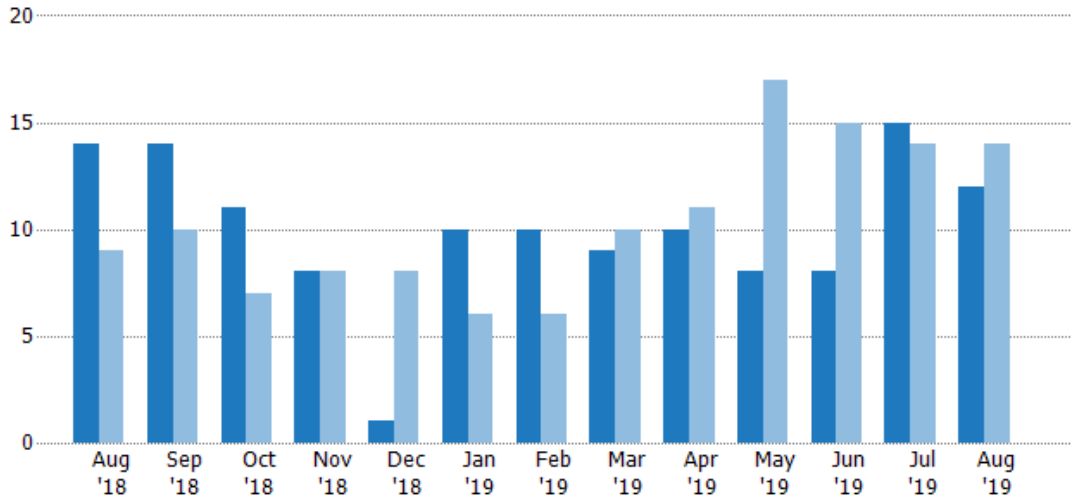
## Pending Sales

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.
Aug '19	12	-14.3%
Aug '18	14	55.6%
Aug '17	9	11.1%



Current Year	14	14	11	8	1	10	10	9	10	8	8	15	12
Prior Year	9	10	7	8	8	6	6	10	11	17	15	14	14
Percent Change from Prior Year	56%	40%	57%	0%	-88%	67%	67%	-10%	-9%	-53%	-47%	7%	-14%

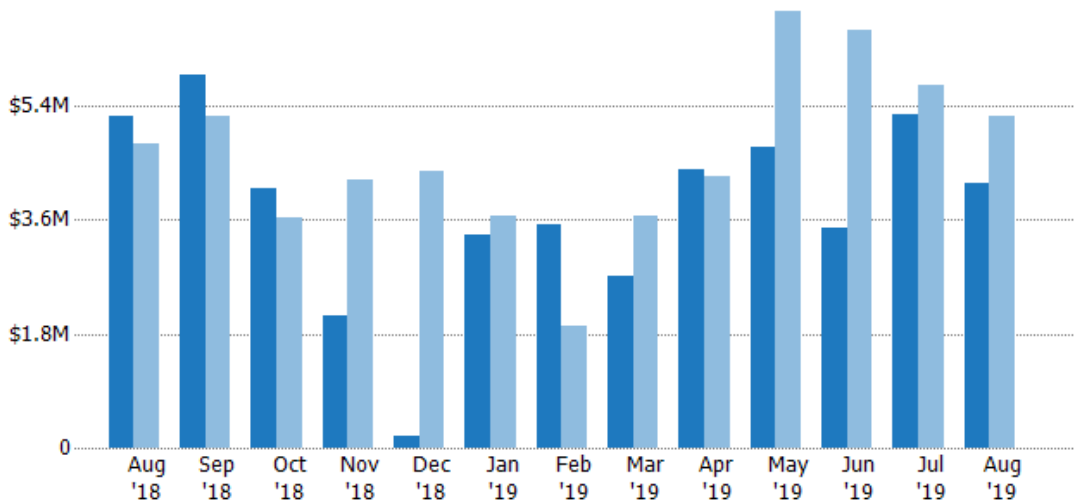
## Pending Sales Volume

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.
Aug '19	\$4.17M	-20.1%
Aug '18	\$5.23M	8.9%
Aug '17	\$4.8M	13.6%



Current Year	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.35M	\$3.53M	\$2.71M	\$4.39M	\$4.75M	\$3.47M	\$5.25M	\$4.17M
Prior Year	\$4.8M	\$5.25M	\$3.63M	\$4.22M	\$4.36M	\$3.66M	\$1.93M	\$3.66M	\$4.28M	\$6.9M	\$6.6M	\$5.71M	\$5.23M
Percent Change from Prior Year	9%	12%	13%	-51%	-96%	-8%	83%	-26%	2%	-31%	-47%	-8%	-20%

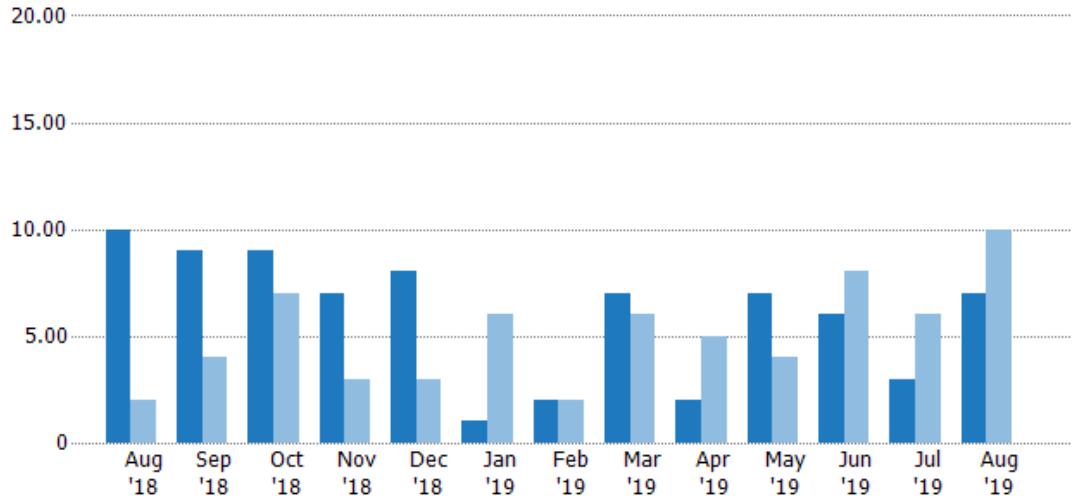
## Closed Sales

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.
Aug '19	7	-30%
Aug '18	10	400%
Aug '17	2	400%



Current Year	10	9	9	7	8	1	2	7	2	7	6	3	7
Prior Year	2	4	7	3	3	6	2	6	5	4	8	6	10
Percent Change from Prior Year	400%	125%	29%	133%	167%	-83%	0%	17%	-60%	75%	-25%	-50%	-30%

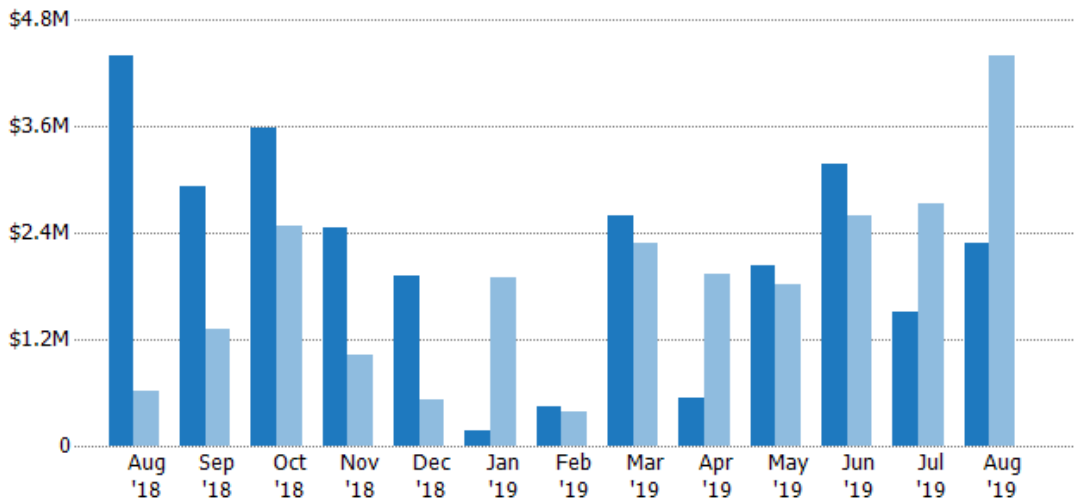
## Closed Sales Volume

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.
Aug '19	\$2.28M	-48.2%
Aug '18	\$4.4M	611.2%
Aug '17	\$618K	295.7%



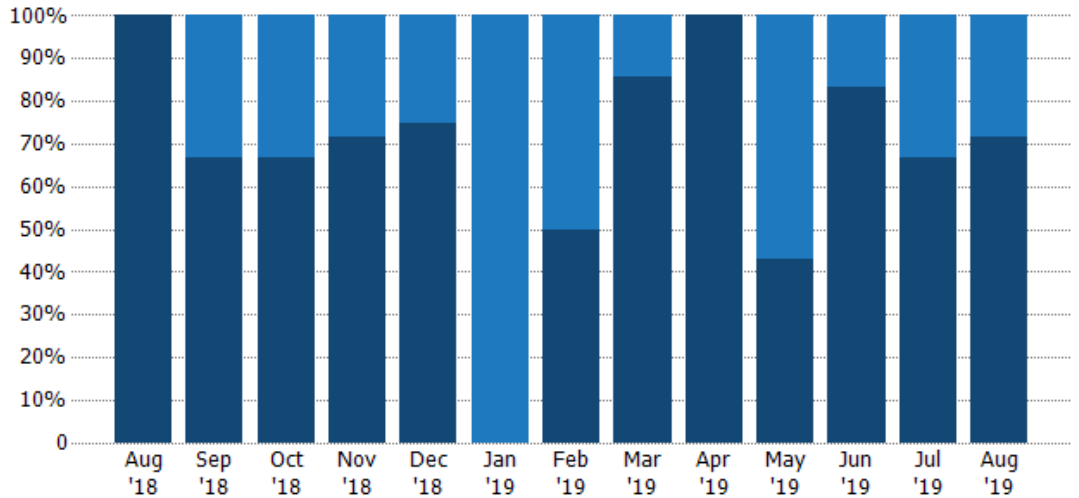
Current Year	\$4.4M	\$2.93M	\$3.58M	\$2.46M	\$1.92M	\$173K	\$437K	\$2.6M	\$548K	\$2.03M	\$3.18M	\$1.52M	\$2.28M
Prior Year	\$618K	\$1.32M	\$2.47M	\$1.02M	\$520K	\$1.89M	\$383K	\$2.29M	\$1.95M	\$1.81M	\$2.59M	\$2.73M	\$4.4M
Percent Change from Prior Year	611%	123%	45%	142%	269%	-91%	14%	14%	-72%	12%	23%	-44%	-48%

## 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



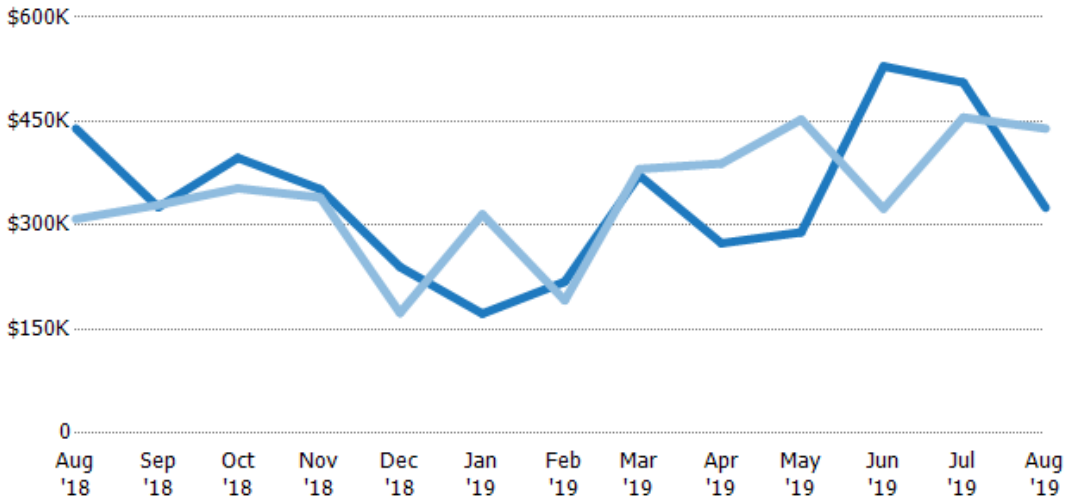
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Condo/Townhouse	-	33%	33%	29%	25%	100%	50%	14%	-	57%	17%	33%	29%
Single Family Residence	100%	67%	67%	71%	75%	-	50%	86%	100%	43%	83%	67%	71%

## 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.
Aug '19	\$325K	-26%
Aug '18	\$440K	42.2%
Aug '17	\$309K	-20.9%

Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K
Prior Year	\$309K	\$329K	\$353K	\$340K	\$173K	\$316K	\$192K	\$381K	\$389K	\$453K	\$324K	\$456K	\$440K
Percent Change from Prior Year	42%	-1%	12%	4%	38%	-45%	14%	-2%	-30%	-36%	63%	11%	-26%

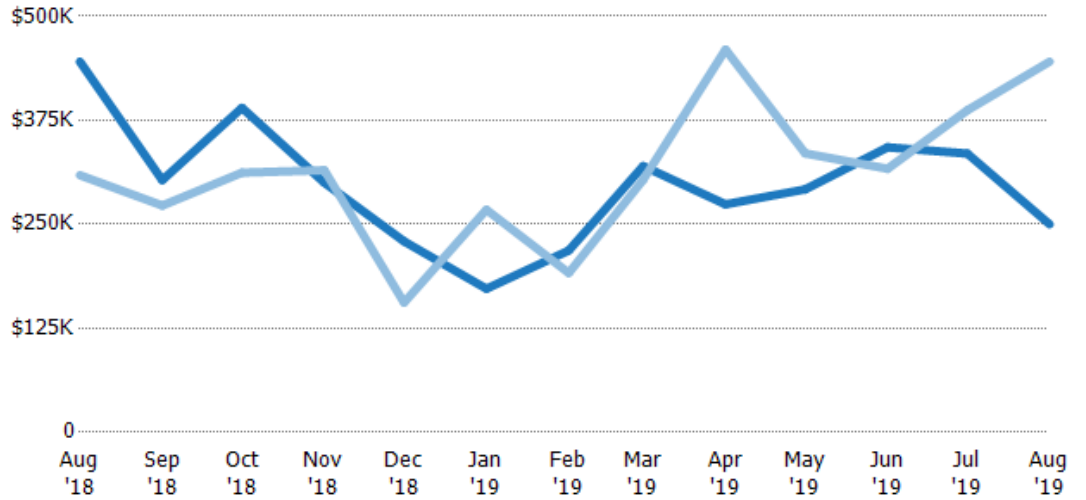
## Median Sales Price

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.
Aug '19	\$250K	-43.9%
Aug '18	\$446K	44.2%
Aug '17	\$309K	-21.5%



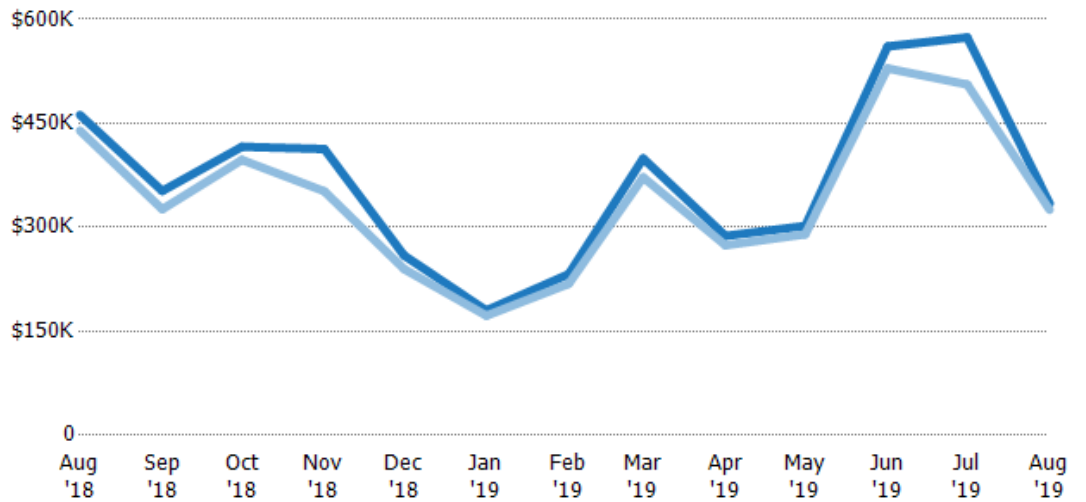
Current Year	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K	\$250K
Prior Year	\$309K	\$273K	\$312K	\$315K	\$156K	\$268K	\$192K	\$304K	\$460K	\$335K	\$317K	\$387K	\$446K
Percent Change from Prior Year	44%	11%	25%	-5%	47%	-36%	14%	5%	-40%	-13%	8%	-13%	-44%

## 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



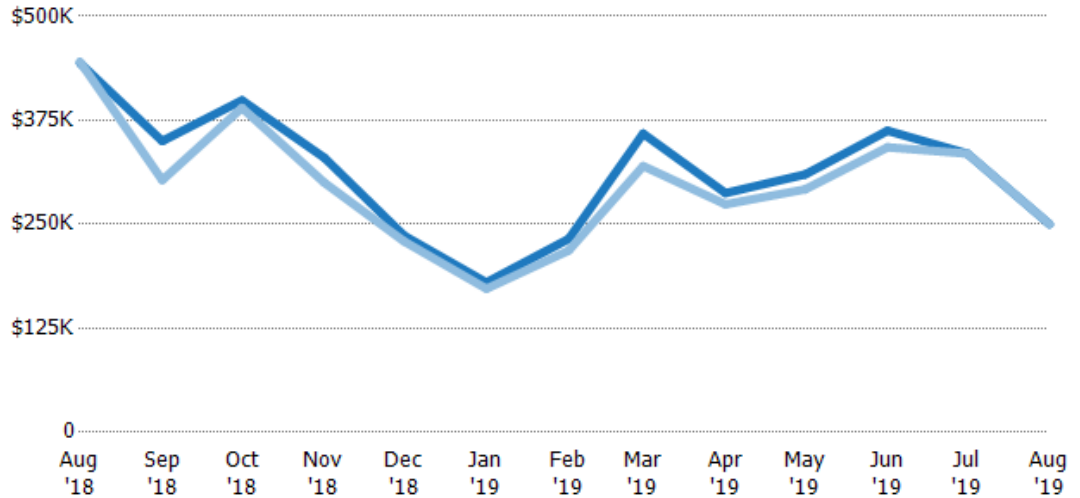
Avg List Price	\$462K	\$352K	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K
Avg Sales Price	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K
Avg Sales Price as a % of Avg List Price	95%	93%	95%	85%	92%	96%	94%	93%	95%	96%	94%	88%	97%

## 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



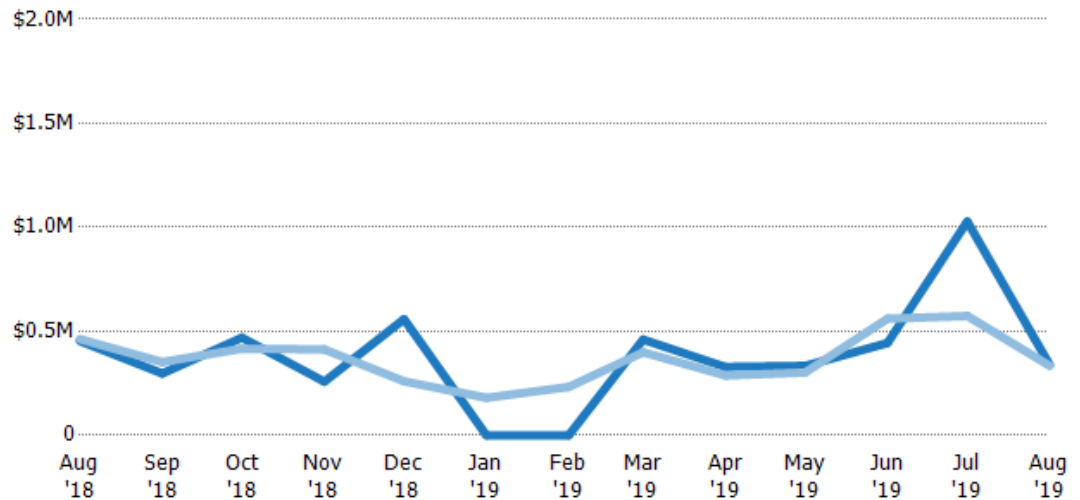
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$444K	\$350K	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K	\$250K
Median Sales Price	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K	\$250K
Med Sales Price as a % of Med List Price	100%	87%	98%	91%	97%	96%	94%	89%	95%	94%	94%	100%	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



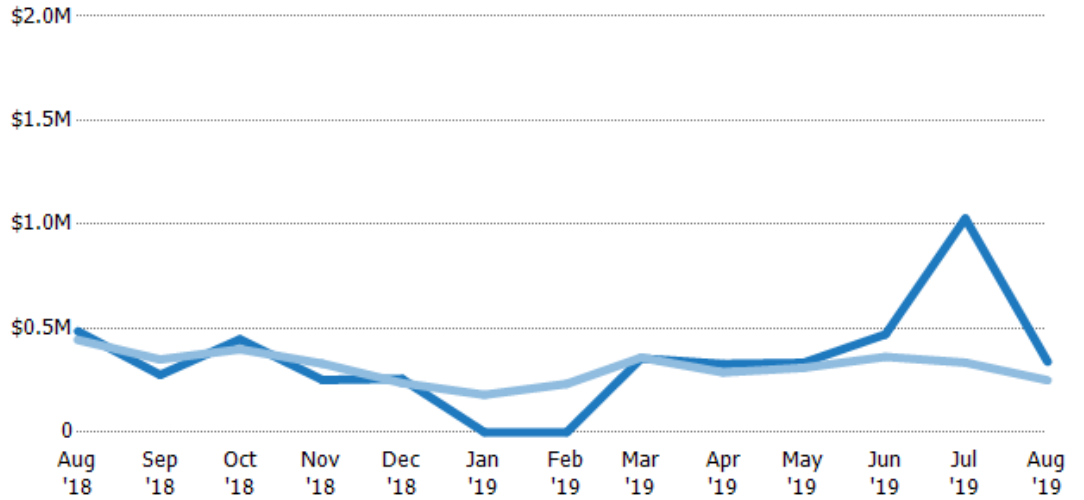
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$454K	\$297K	\$469K	\$258K	\$558K	\$0	\$0	\$460K	\$328K	\$334K	\$444K	\$1.03M	\$339K
Avg Sales Price	\$462K	\$352K	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K
Avg Sales Price as a % of Avg Est Value	102%	119%	89%	160%	46%	100%	100%	87%	88%	91%	126%	56%	99%

## 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	\$486K	\$276K	\$447K	\$252K	\$257K	\$0	\$0	\$355K	\$328K	\$334K	\$471K	\$1.03M	\$339K
Median Sales Price	\$444K	\$350K	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K	\$250K
Med Sales Price as a % of Med Est Value	91%	127%	89%	131%	92%	100%	100%	101%	88%	93%	77%	33%	74%