

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	12	+25%	58	72	-19.4%
New Listing Volume	\$11,954,400	\$4,538,900	+163.4%	\$36,400,950	\$28,812,300	+26.3%
Active Listing Count	58	72	-19.4%	N/A	N/A	
Active Listing Volume	\$34,959,850	\$30,936,600	+13%	N/A	N/A	
Average Listing Price	\$602,756	\$429,675	+40.3%	\$511,486	\$444,015	+15.2%
Median Listing Price	\$374,000	\$375,000	-0.3%	\$363,866	\$375,245	-3%
Median Days in RPR	88	114.5	-23.1%	198.25	169.73	+16.8%
Months of Inventory	9.7	9	+7.4%	10	16.6	-39.9%
Absorption Rate	10.34%	11.11%	-0.8%	10%	6.01%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	48	50	-4%
New Pending Sales Volume	\$3,505,900	\$2,385,000	+47%	\$21,250,900	\$19,504,900	+9%
Pending Sales Count	15	14	+7.1%	N/A	N/A	
Pending Sales Volume	\$5,254,900	\$5,713,000	-8%	N/A	N/A	
Closed Sales Count	3	6	-50%	28	37	-24.3%
Closed Sales Volume	\$1,517,685	\$2,733,000	-44.5%	\$10,483,085	\$13,643,750	-23.2%
Average Sales Price	\$505,895	\$455,500	+11.1%	\$374,396	\$368,750	+1.5%
Median Sales Price	\$335,000	\$387,000	-13.4%	\$303,625	\$332,595	-8.7%

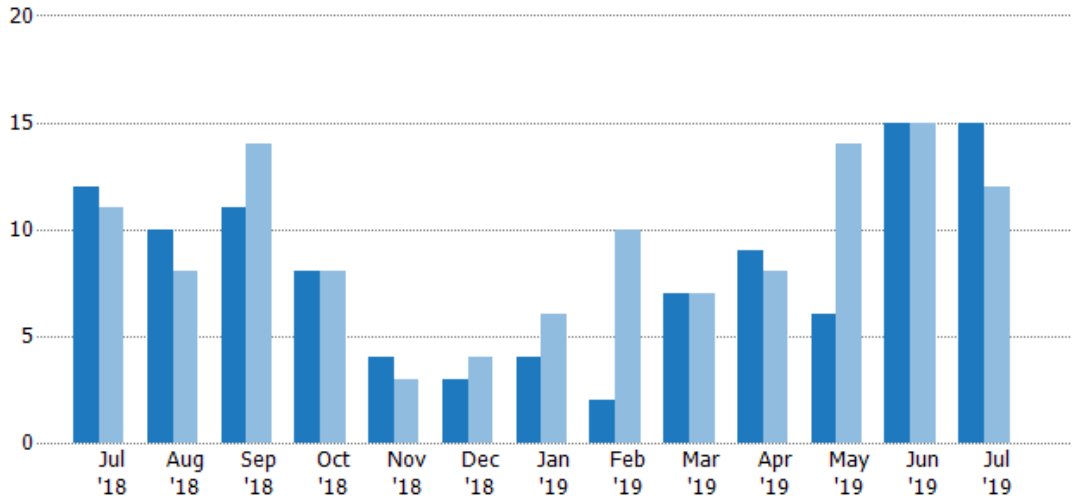
New Listings

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.
Jul '19	15	25%
Jul '18	12	9.1%
Jul '17	11	0%



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

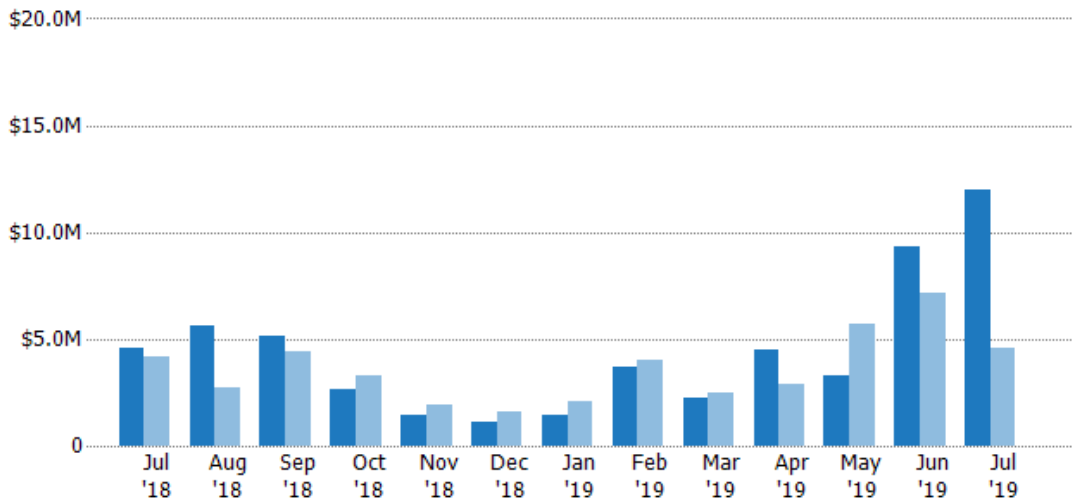
New Listing Volume

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.
Jul '19	\$12M	163.4%
Jul '18	\$4.54M	8%
Jul '17	\$4.2M	77.8%



Current Year	\$4.54M	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.08M	\$1.4M	\$3.71M	\$2.25M	\$4.51M	\$3.28M	\$9.3M	\$12M
Prior Year	\$4.2M	\$2.7M	\$4.42M	\$3.31M	\$1.88M	\$1.57M	\$2.05M	\$3.98M	\$2.46M	\$2.9M	\$5.73M	\$7.15M	\$4.54M
Percent Change from Prior Year	8%	109%	16%	-20%	-25%	-31%	-32%	-7%	-9%	55%	-43%	30%	163%

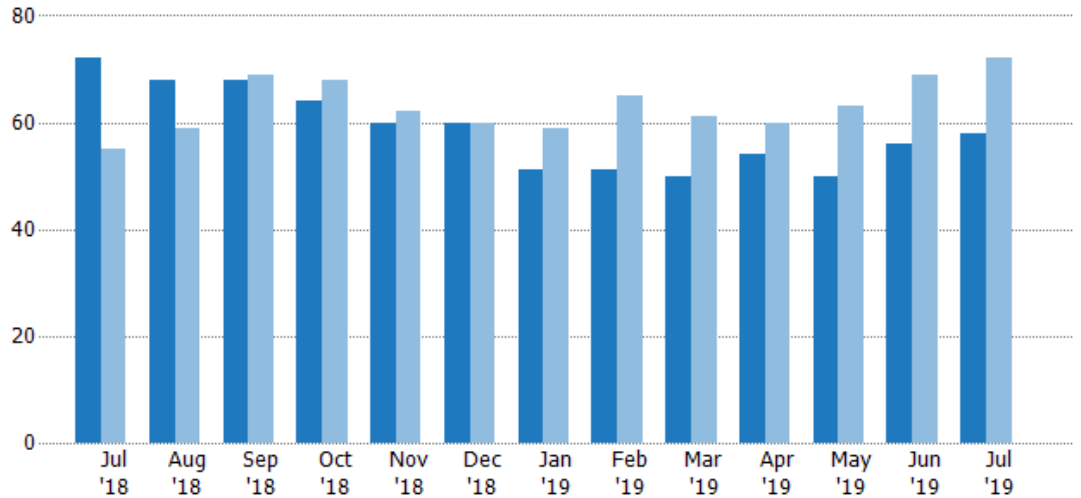
Active Listings

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.
Jul '19	58	-19.4%
Jul '18	72	30.9%
Jul '17	55	36.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	72	68	68	64	60	60	51	51	50	54	50	56	58
Prior Year	55	59	69	68	62	60	59	65	61	60	63	69	72
Percent Change from Prior Year	31%	15%	-1%	-6%	-3%	0%	-14%	-22%	-18%	-10%	-21%	-19%	-19%

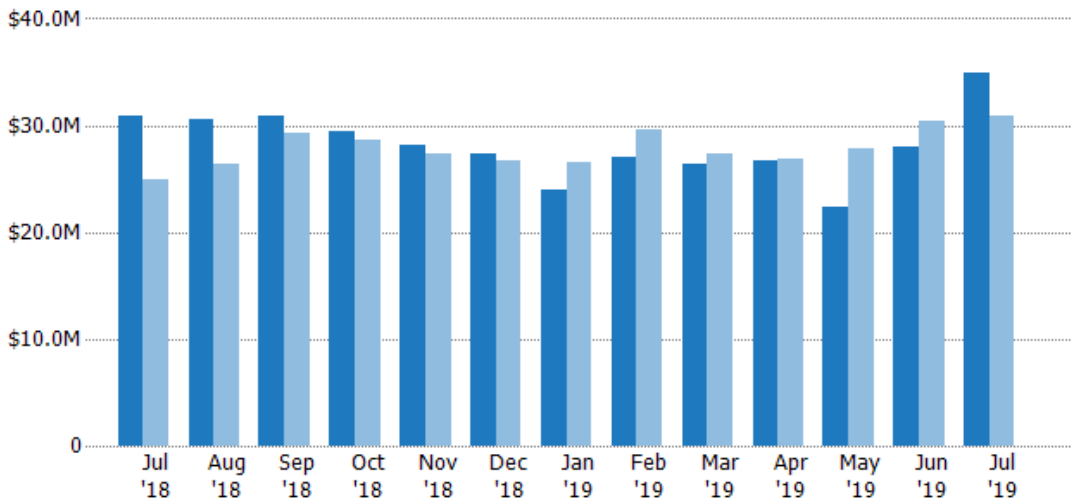
Active Listing Volume

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.
Jul '19	\$35M	13%
Jul '18	\$30.9M	24.3%
Jul '17	\$24.9M	44.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$30.9M	\$30.6M	\$30.9M	\$29.4M	\$28.1M	\$27.3M	\$23.9M	\$27M	\$26.4M	\$26.7M	\$22.3M	\$28M	\$35M
Prior Year	\$24.9M	\$26.4M	\$29.3M	\$28.7M	\$27.3M	\$26.6M	\$26.5M	\$29.6M	\$27.4M	\$26.8M	\$27.8M	\$30.4M	\$30.9M
Percent Change from Prior Year	24%	16%	6%	2%	3%	3%	-10%	-9%	-4%	0%	-20%	-8%	13%

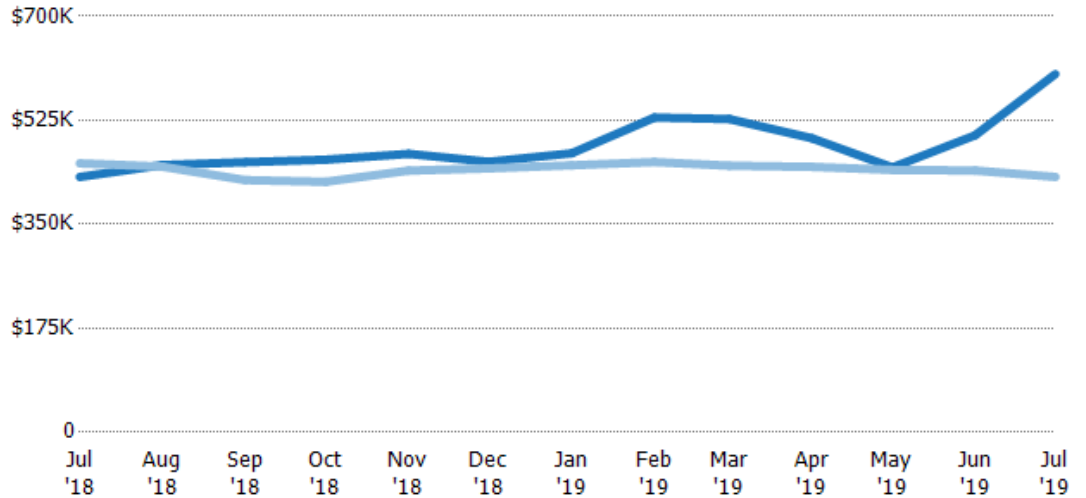
Average Listing Price

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.
Jul '19	\$603K	40.3%
Jul '18	\$430K	-5.1%
Jul '17	\$453K	5.9%



Current Year	\$430K	\$450K	\$455K	\$459K	\$468K	\$455K	\$469K	\$530K	\$527K	\$495K	\$446K	\$500K	\$603K
Prior Year	\$453K	\$447K	\$424K	\$422K	\$440K	\$444K	\$449K	\$455K	\$449K	\$447K	\$442K	\$440K	\$430K
Percent Change from Prior Year	-5%	1%	7%	9%	6%	3%	5%	16%	18%	11%	1%	13%	40%

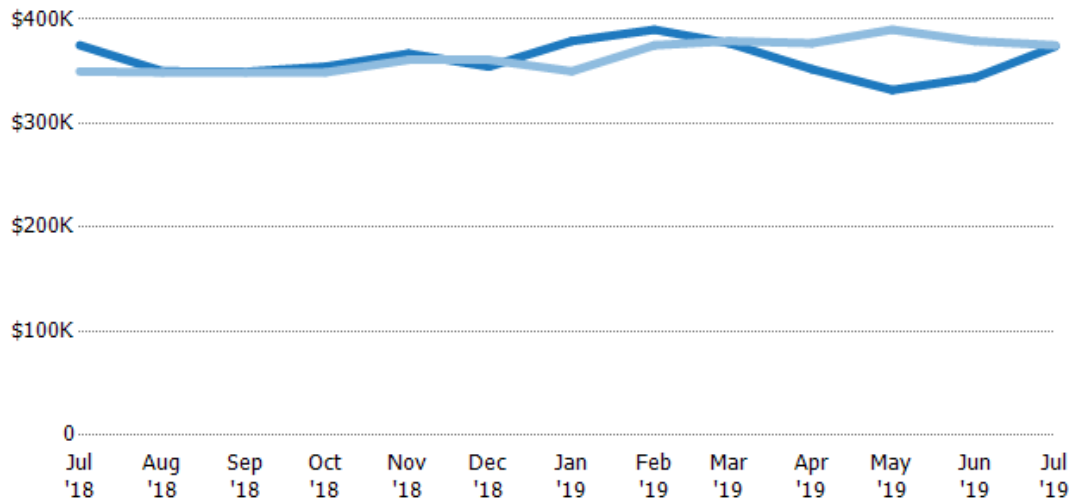
Median Listing Price

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.
Jul '19	\$374K	-0.3%
Jul '18	\$375K	7.2%
Jul '17	\$350K	0%



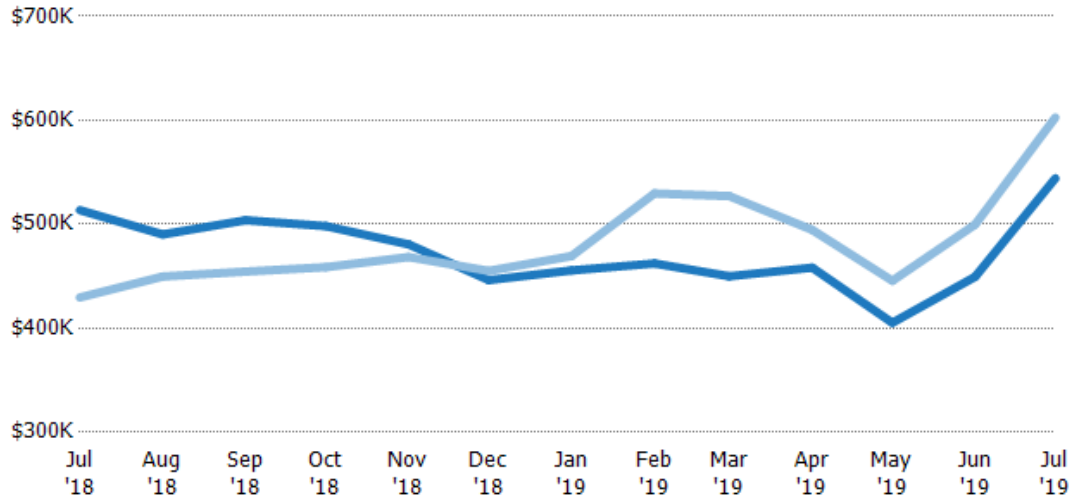
Current Year	\$375K	\$350K	\$349K	\$354K	\$367K	\$354K	\$379K	\$390K	\$377K	\$352K	\$332K	\$344K	\$374K
Prior Year	\$350K	\$349K	\$349K	\$349K	\$361K	\$361K	\$350K	\$375K	\$379K	\$377K	\$390K	\$379K	\$375K
Percent Change from Prior Year	7%	0%	0%	2%	2%	-2%	8%	4%	-1%	-7%	-15%	-9%	0%

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



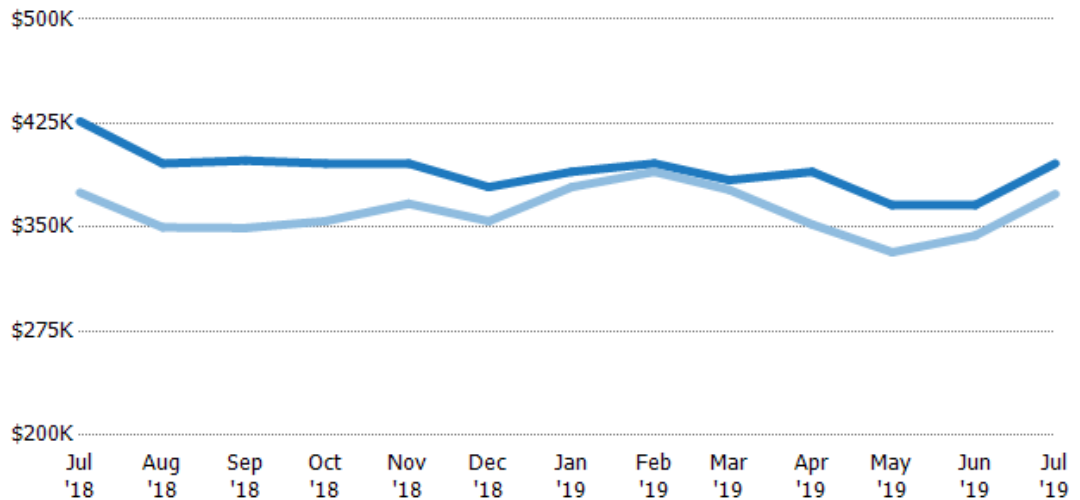
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$514K	\$490K	\$504K	\$498K	\$481K	\$446K	\$456K	\$462K	\$450K	\$458K	\$405K	\$450K	\$544K
Avg Listing Price	\$430K	\$450K	\$455K	\$459K	\$468K	\$455K	\$469K	\$530K	\$527K	\$495K	\$446K	\$500K	\$603K
Avg Listing Price as a % of Avg Est Value	84%	92%	90%	92%	97%	102%	103%	115%	117%	108%	110%	111%	111%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$426K	\$396K	\$398K	\$396K	\$396K	\$379K	\$390K	\$396K	\$384K	\$390K	\$366K	\$366K	\$396K
Median Listing Price	\$375K	\$350K	\$349K	\$354K	\$367K	\$354K	\$379K	\$390K	\$377K	\$352K	\$332K	\$344K	\$374K
Med Listing Price as a % of Med Est Value	88%	88%	88%	90%	93%	94%	97%	98%	98%	90%	91%	94%	94%

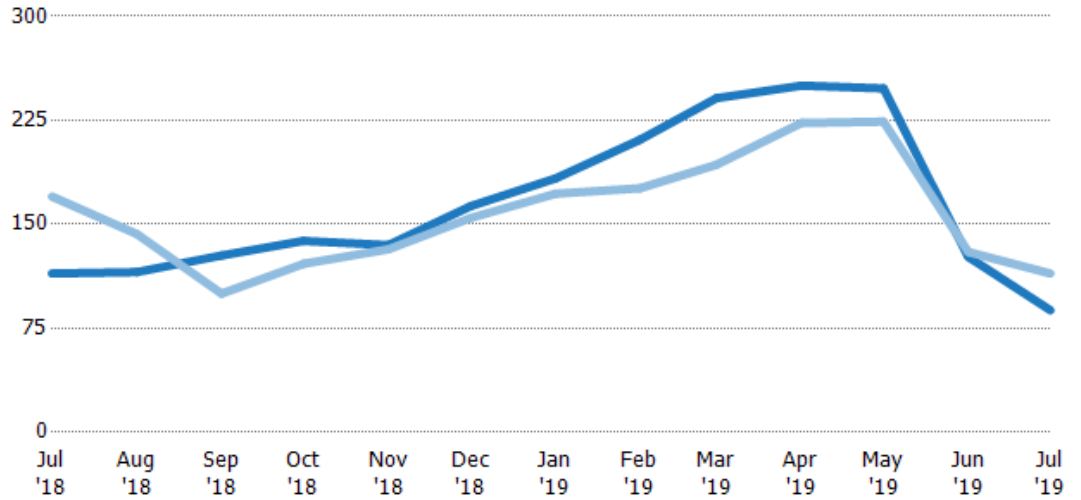
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jul '19	88	-23.1%
Jul '18	115	-32.6%
Jul '17	170	-32.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	115	116	128	138	135	163	183	211	241	250	248	127	88
Prior Year	170	143	100	122	132	155	172	176	193	223	224	130	115
Percent Change from Prior Year	-33%	-19%	28%	14%	2%	6%	6%	20%	25%	12%	11%	-3%	-23%

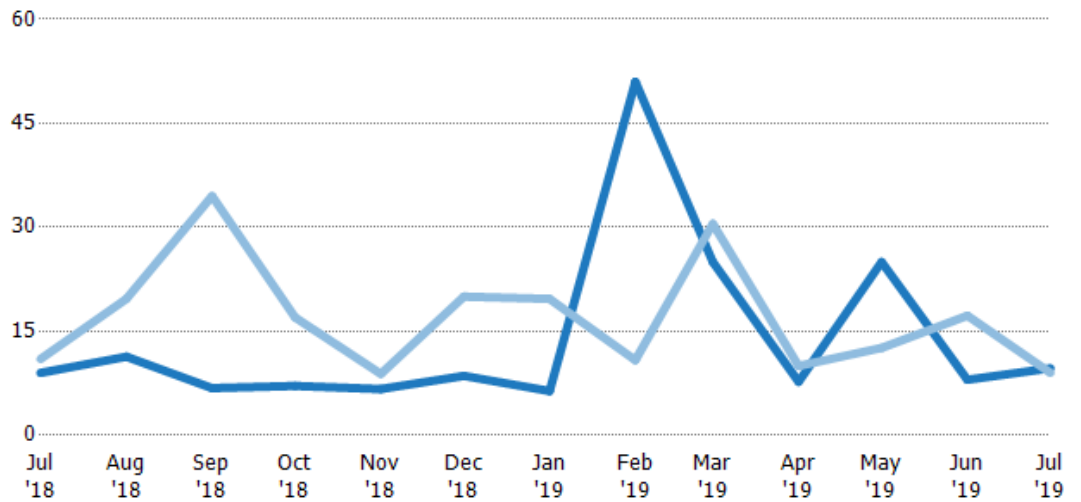
Months of Inventory

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.
Jul '19	9.67	7.4%
Jul '18	9	-18.2%
Jul '17	11	127.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9	11.3	6.8	7.11	6.67	8.57	6.38	51	25	7.71	25	8	9.67
Prior Year	11	19.7	34.5	17	8.86	20	19.7	10.8	30.5	10	12.6	17.3	9
Percent Change from Prior Year	-18%	-42%	-80%	-58%	-25%	-57%	-68%	371%	-18%	-23%	98%	-54%	7%

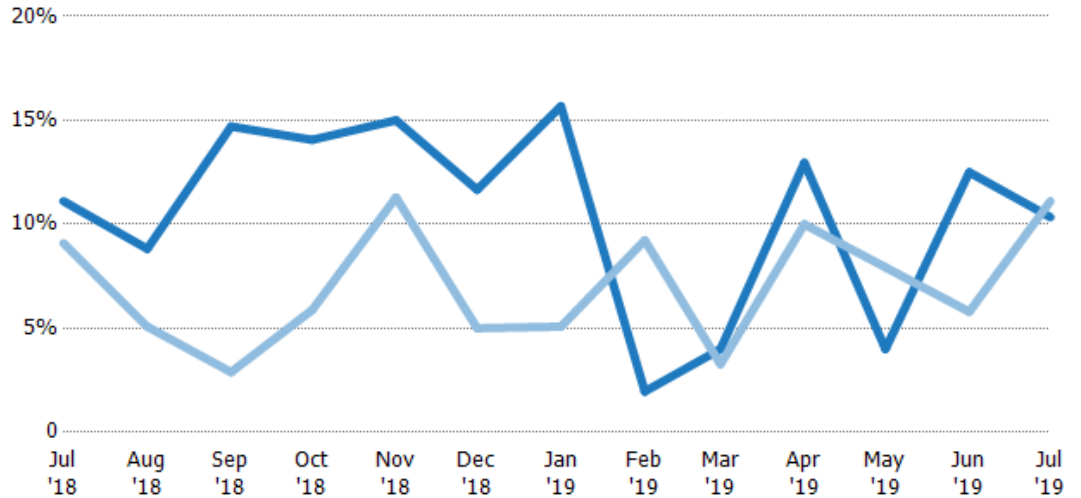
Absorption Rate

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.
Jul '19	10%	0.8%
Jul '18	11%	-2%
Jul '17	9%	-56%



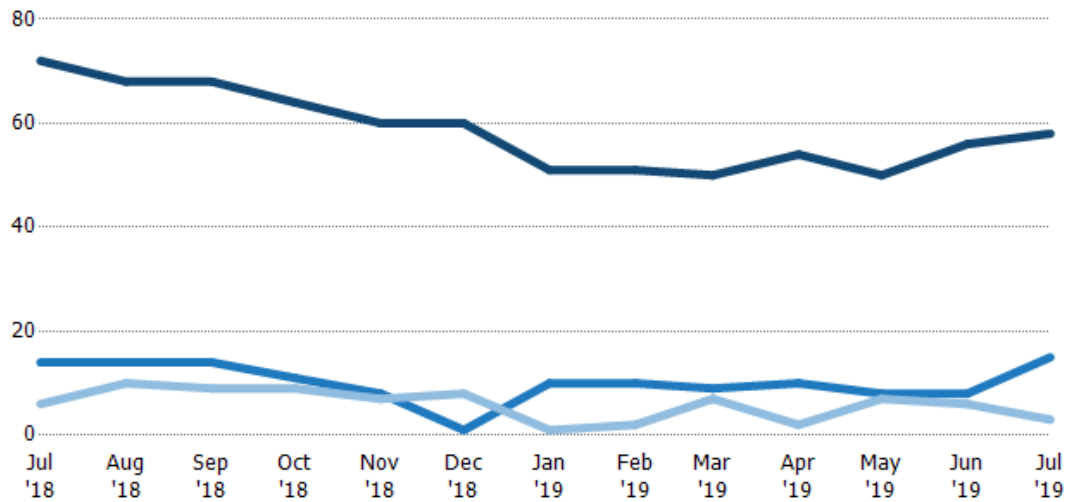
Current Year	11%	9%	15%	14%	15%	12%	16%	2%	4%	13%	4%	13%	10%
Prior Year	9%	5%	3%	6%	11%	5%	5%	9%	3%	10%	8%	6%	11%
Change from Prior Year	-2%	-4%	-12%	-8%	-4%	-7%	-11%	7%	-1%	-3%	4%	-7%	1%

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	72	68	68	64	60	60	51	51	50	54	50	56	58
Pending	14	14	14	11	8	1	10	10	9	10	8	8	15
Sold	6	10	9	9	7	8	1	2	7	2	7	6	3

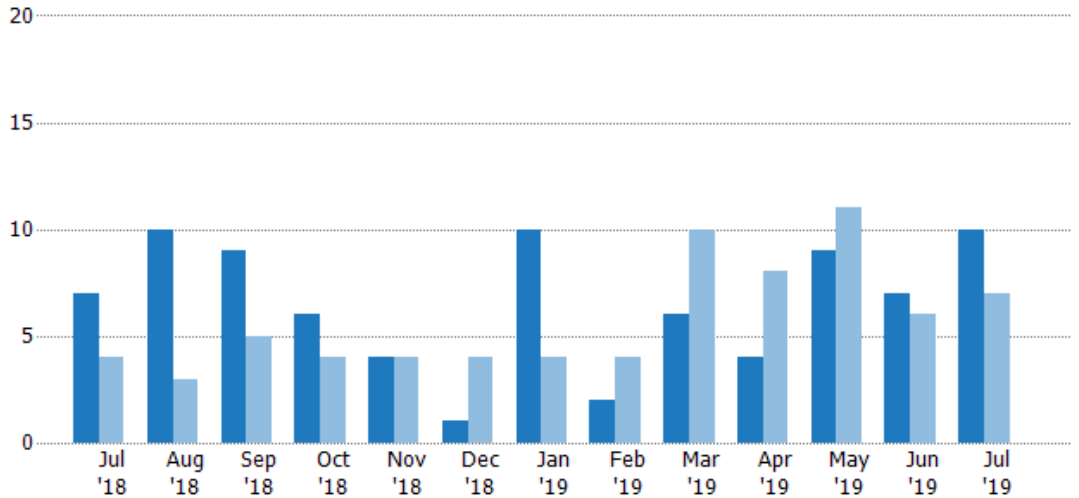
New Pending Sales

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.
Jul '19	10	42.9%
Jul '18	7	75%
Jul '17	4	100%



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

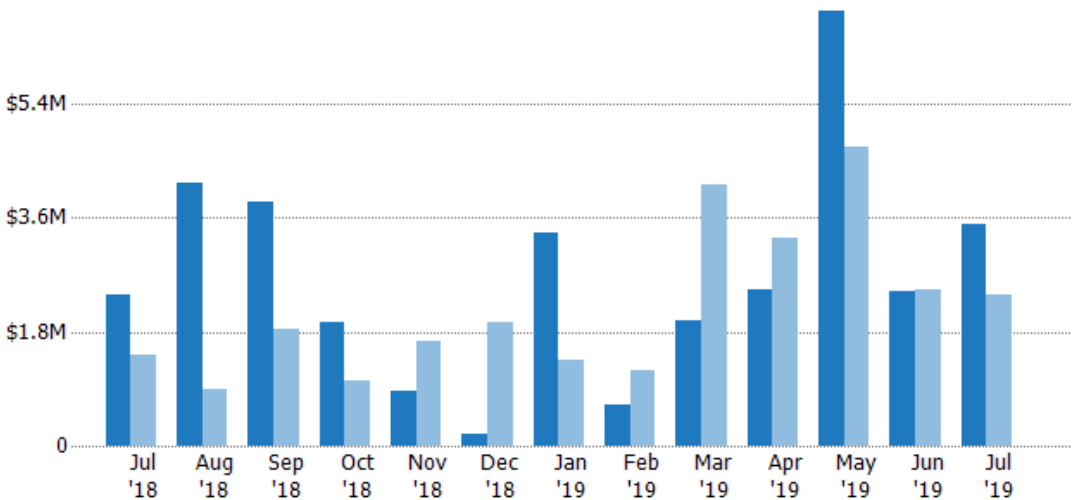
New Pending Sales Volume

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.
Jul '19	\$3.51M	47%
Jul '18	\$2.39M	66.6%
Jul '17	\$1.43M	98.2%



Current Year	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$858K	\$180K	\$3.35M	\$644K	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M
Prior Year	\$1.43M	\$879K	\$1.84M	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.13M	\$3.28M	\$4.71M	\$2.47M	\$2.39M
Percent Change from Prior Year	67%	371%	108%	92%	-48%	-91%	150%	-46%	-52%	-24%	46%	-1%	47%

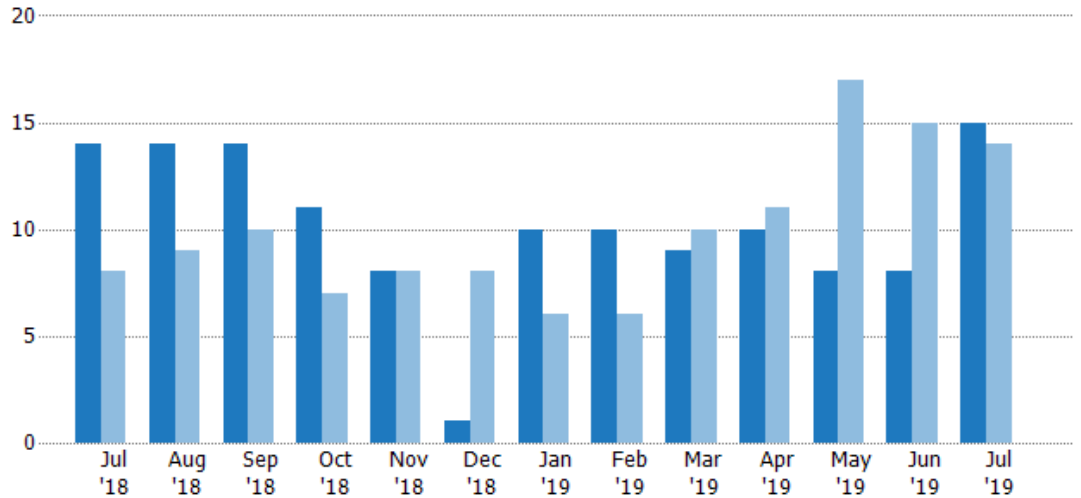
Pending Sales

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.
Jul '19	15	7.1%
Jul '18	14	75%
Jul '17	8	100%



Current Year	14	14	14	11	8	1	10	10	9	10	8	8	15
Prior Year	8	9	10	7	8	8	6	6	10	11	17	15	14
Percent Change from Prior Year	75%	56%	40%	57%	0%	-88%	67%	67%	-10%	-9%	-53%	-47%	7%

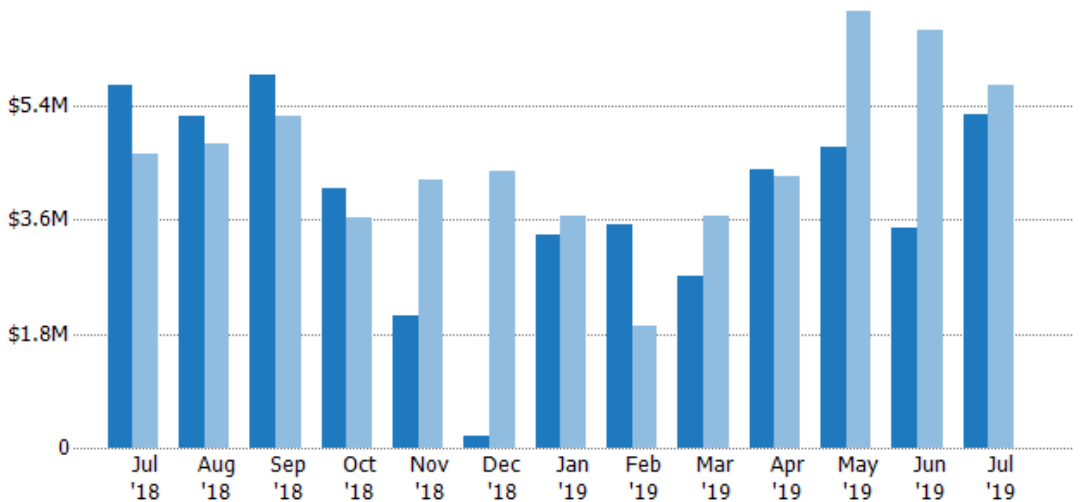
Pending Sales Volume

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.
Jul '19	\$5.25M	-8%
Jul '18	\$5.71M	23.4%
Jul '17	\$4.63M	21.4%



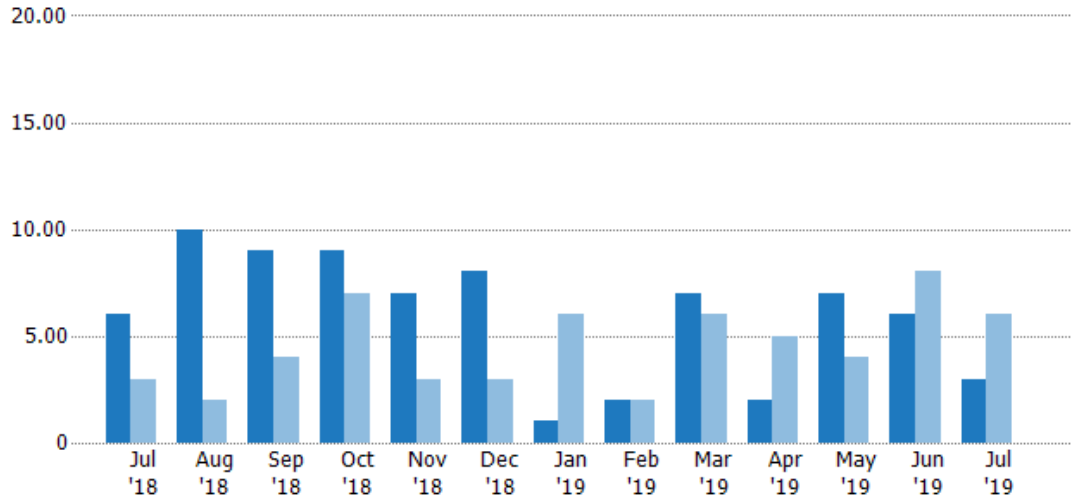
Current Year	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.35M	\$3.53M	\$2.71M	\$4.39M	\$4.75M	\$3.47M	\$5.25M
Prior Year	\$4.63M	\$4.8M	\$5.25M	\$3.63M	\$4.22M	\$4.36M	\$3.66M	\$1.93M	\$3.66M	\$4.28M	\$6.9M	\$6.6M	\$5.71M
Percent Change from Prior Year	23%	9%	12%	13%	-51%	-96%	-8%	83%	-26%	2%	-31%	-47%	-8%

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



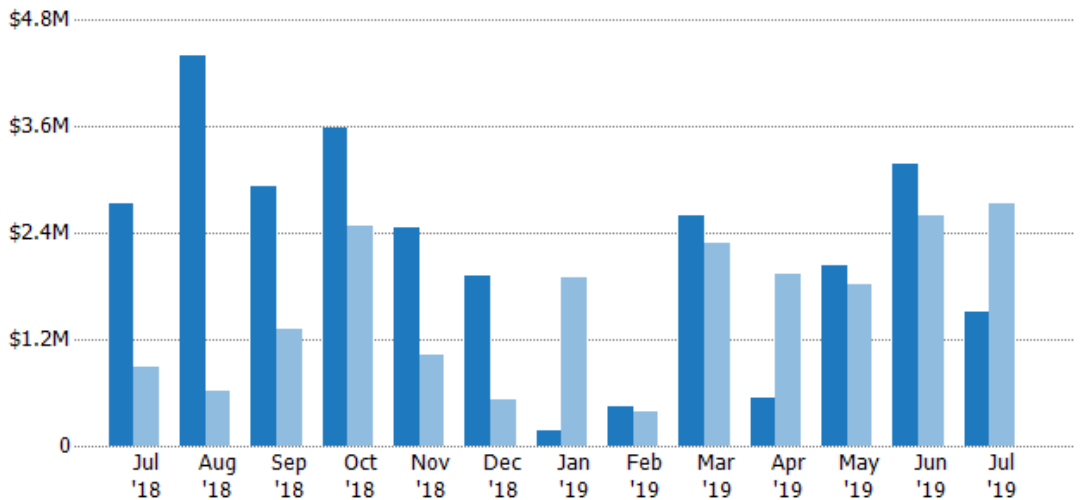
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	6	10	9	9	7	8	1	2	7	2	7	6	3
Prior Year	3	2	4	7	3	3	6	2	6	5	4	8	6
Percent Change from Prior Year	100%	400%	125%	29%	133%	167%	-83%	0%	17%	-60%	75%	-25%	-50%

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



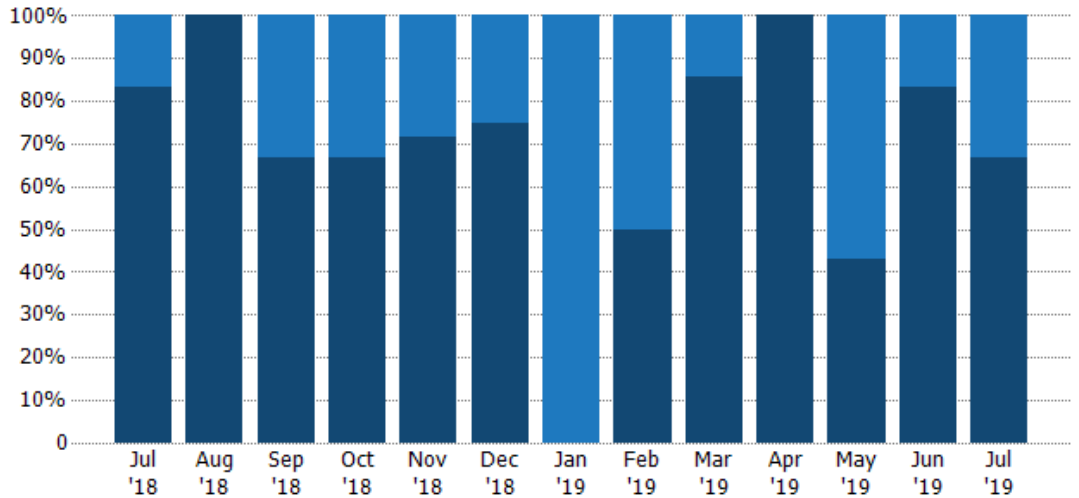
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$2.73M	\$4.4M	\$2.93M	\$3.58M	\$2.46M	\$1.92M	\$173K	\$437K	\$2.6M	\$548K	\$2.03M	\$3.18M	\$1.52M
Prior Year	\$898K	\$618K	\$1.32M	\$2.47M	\$1.02M	\$520K	\$1.89M	\$383K	\$2.29M	\$1.95M	\$1.81M	\$2.59M	\$2.73M
Percent Change from Prior Year	205%	611%	123%	45%	142%	269%	-91%	14%	14%	-72%	12%	23%	-44%

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



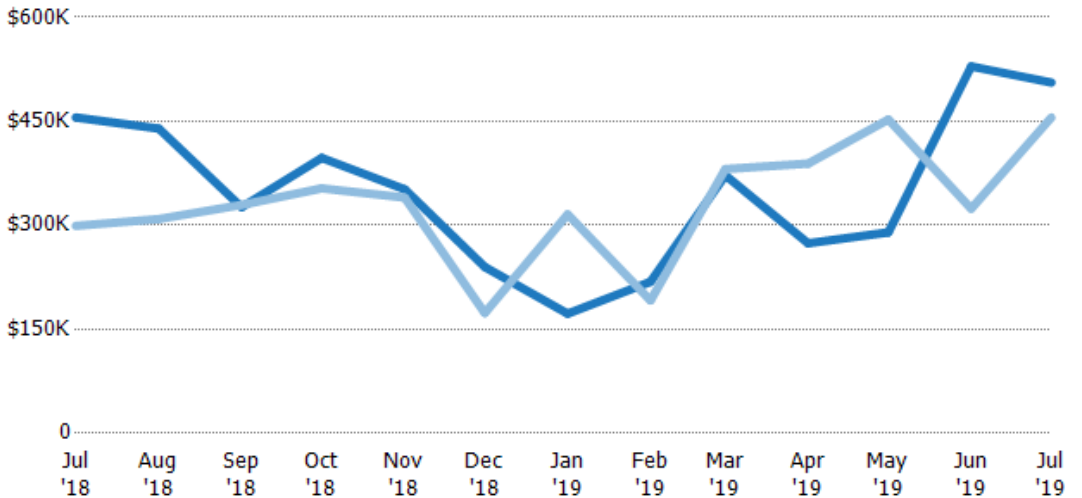
Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Condo/Townhouse	17%	-	33%	33%	29%	25%	100%	50%	14%	-	57%	17%	33%
Single Family Residence	83%	100%	67%	67%	71%	75%	-	50%	86%	100%	43%	83%	67%

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.
Jul '19	\$506K	11.1%
Jul '18	\$456K	52.3%
Jul '17	\$299K	19.6%

Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$456K	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K
Prior Year	\$299K	\$309K	\$329K	\$353K	\$340K	\$173K	\$316K	\$192K	\$381K	\$389K	\$453K	\$324K	\$456K
Percent Change from Prior Year	52%	42%	-1%	12%	4%	38%	-45%	14%	-2%	-30%	-36%	63%	11%

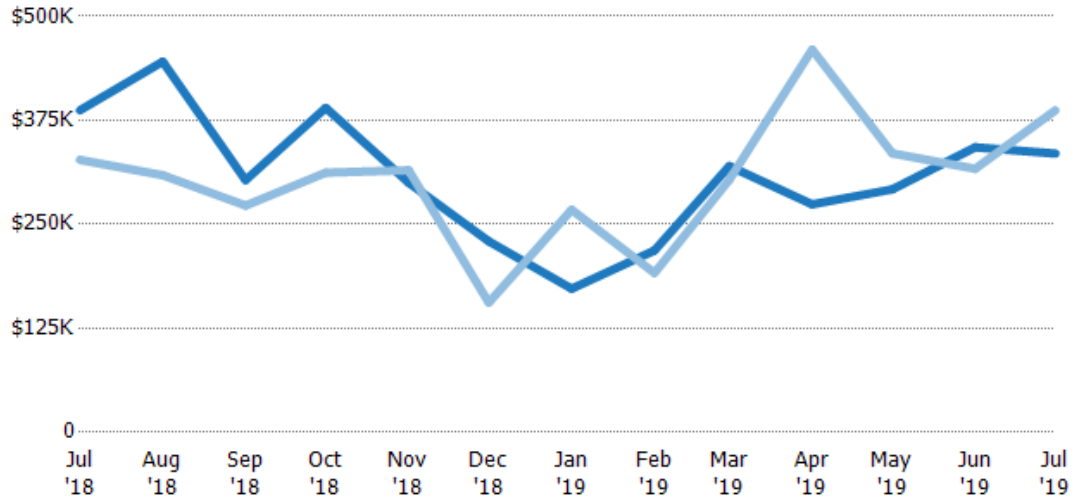
Median Sales Price

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.
Jul '19	\$335K	-13.4%
Jul '18	\$387K	18.2%
Jul '17	\$328K	2.3%



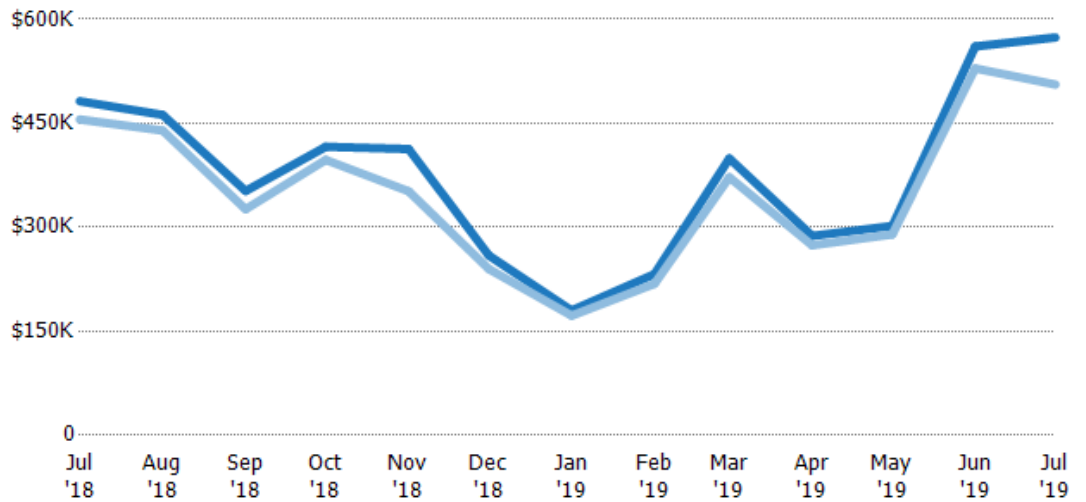
Current Year	\$387K	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K
Prior Year	\$328K	\$309K	\$273K	\$312K	\$315K	\$156K	\$268K	\$192K	\$304K	\$460K	\$335K	\$317K	\$387K
Percent Change from Prior Year	18%	44%	11%	25%	-5%	47%	-36%	14%	5%	-40%	-13%	8%	-13%

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



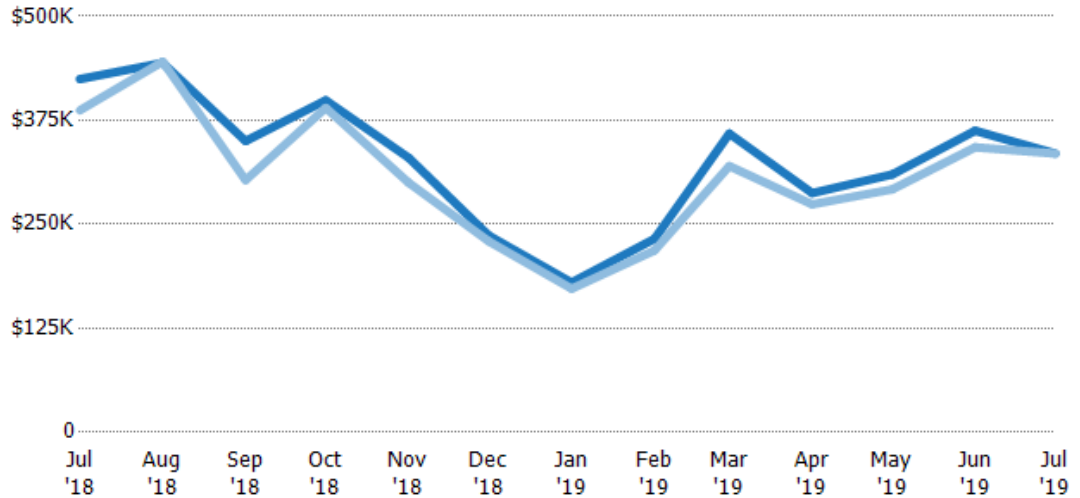
Avg List Price	\$482K	\$462K	\$352K	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K
Avg Sales Price	\$456K	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	95%	85%	92%	96%	94%	93%	95%	96%	94%	88%

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



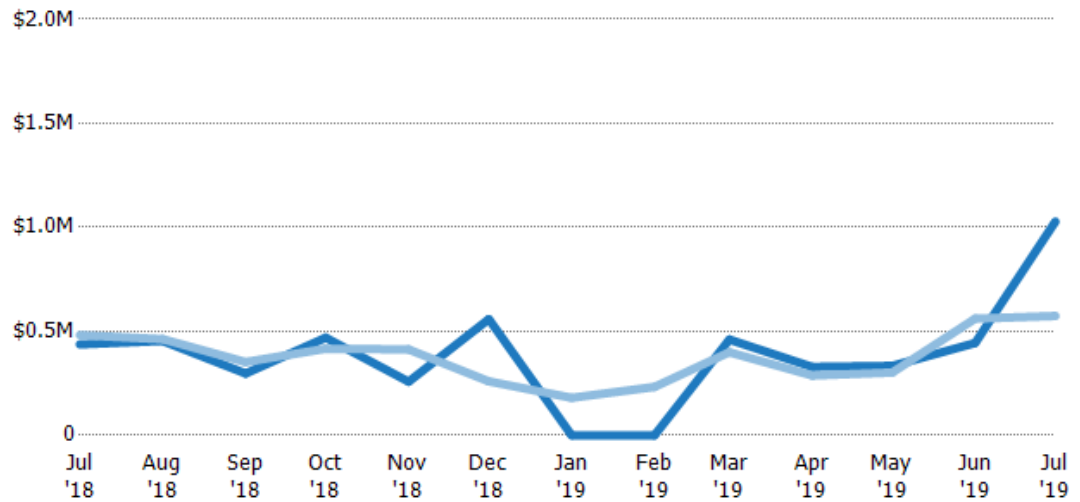
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$425K	\$444K	\$350K	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K
Median Sales Price	\$387K	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K
Med Sales Price as a % of Med List Price	91%	100%	87%	98%	91%	97%	96%	94%	89%	95%	94%	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



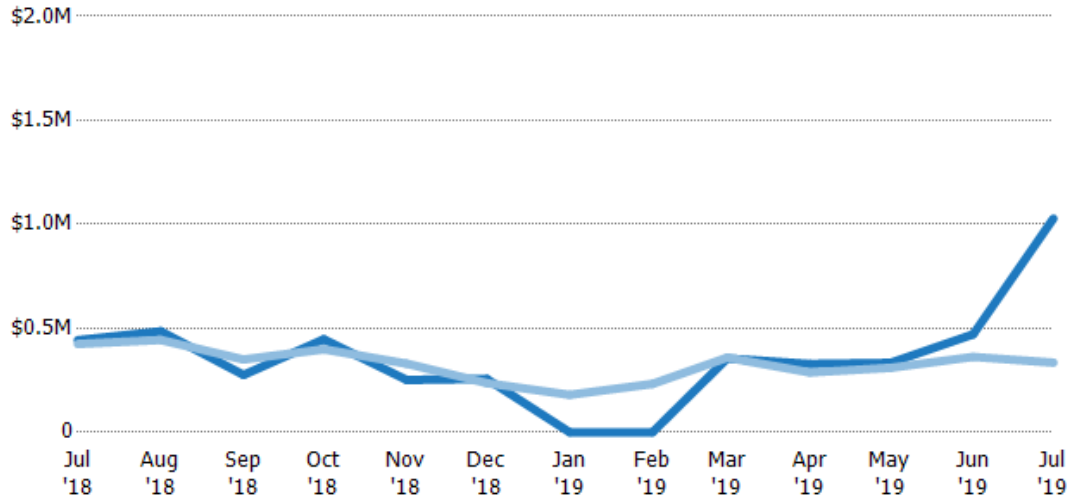
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$437K	\$454K	\$297K	\$469K	\$258K	\$558K	\$0	\$0	\$460K	\$328K	\$334K	\$444K	\$1.03M
Avg Sales Price	\$482K	\$462K	\$352K	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K
Avg Sales Price as a % of Avg Est Value	110%	102%	119%	89%	160%	46%	100%	100%	87%	88%	91%	126%	56%

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	\$443K	\$486K	\$276K	\$447K	\$252K	\$257K	\$0	\$0	\$355K	\$328K	\$334K	\$471K	\$1.03M
Median Sales Price	\$425K	\$444K	\$350K	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K
Med Sales Price as a % of Med Est Value	96%	91%	127%	89%	131%	92%	100%	100%	101%	88%	93%	77%	33%