

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	4	+75%	86	104	-17.3%
New Listing Volume	\$1,955,000	\$1,419,000	+37.8%	\$50,259,775	\$43,004,700	+16.9%
Active Listing Count	48	60	-20%	N/A	N/A	
Active Listing Volume	\$32,347,800	\$27,684,400	+16.8%	N/A	N/A	
Average Listing Price	\$673,913	\$461,407	+46.1%	\$563,533	\$443,853	+27%
Median Listing Price	\$459,000	\$354,450	+29.5%	\$383,261	\$363,448	+5.5%
Median Days in RPR	141.5	135	+4.8%	157.2	153.57	+2.4%
Months of Inventory	6.9	6.7	+2.9%	7.6	15.9	-51.9%
Absorption Rate	14.58%	15%	-0.4%	13.09%	6.29%	+6.8%
Sales Activity Charts Metrics						
New Pending Sales Count	5	4	+25%	70	80	-12.5%
New Pending Sales Volume	\$1,385,900	\$858,000	+61.5%	\$29,608,825	\$30,514,400	-3%
Pending Sales Count	10	8	+25%	N/A	N/A	
Pending Sales Volume	\$3,393,925	\$2,075,800	+63.5%	N/A	N/A	
Closed Sales Count	2	7	-71.4%	53	75	-29.3%
Closed Sales Volume	\$515,000	\$2,463,500	-79.1%	\$18,500,085	\$27,533,850	-32.8%
Average Sales Price	\$257,500	\$351,929	-26.8%	\$349,058	\$367,118	-4.9%
Median Sales Price	\$257,500	\$300,000	-14.2%	\$304,179	\$337,807	-10%

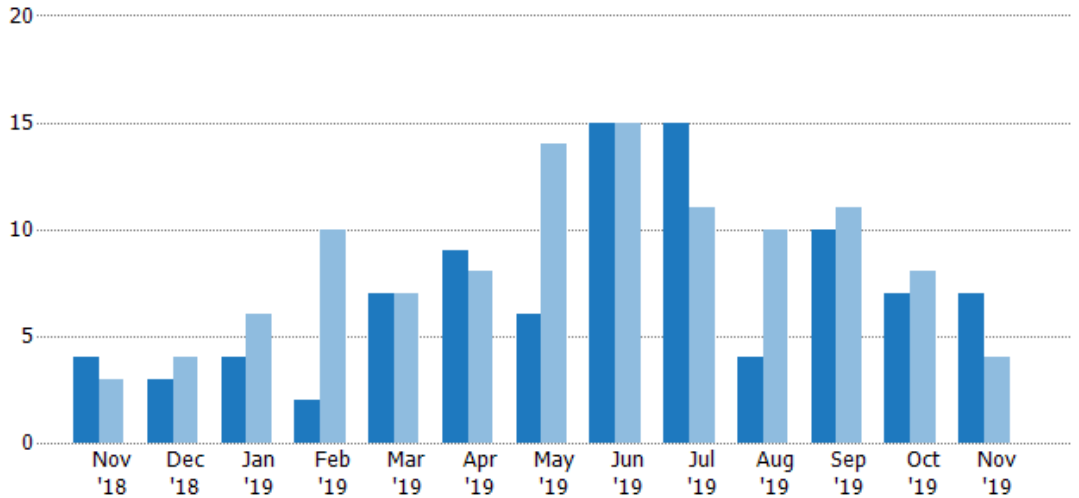
New Listings

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.
Nov '19	7	75%
Nov '18	4	33.3%
Nov '17	3	66.7%



Current Year	4	3	4	2	7	9	6	15	15	4	10	7	7
Prior Year	3	4	6	10	7	8	14	15	11	10	11	8	4
Percent Change from Prior Year	33%	-25%	-33%	-80%	0%	13%	-57%	0%	36%	-60%	-9%	-13%	75%

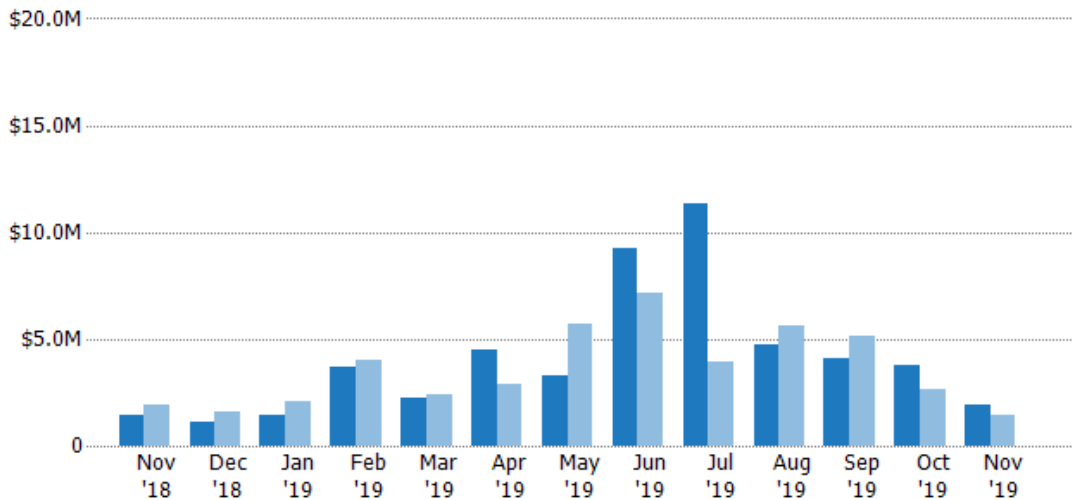
New Listing Volume

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.
Nov '19	\$1.96M	37.8%
Nov '18	\$1.42M	-24.7%
Nov '17	\$1.88M	-12.8%



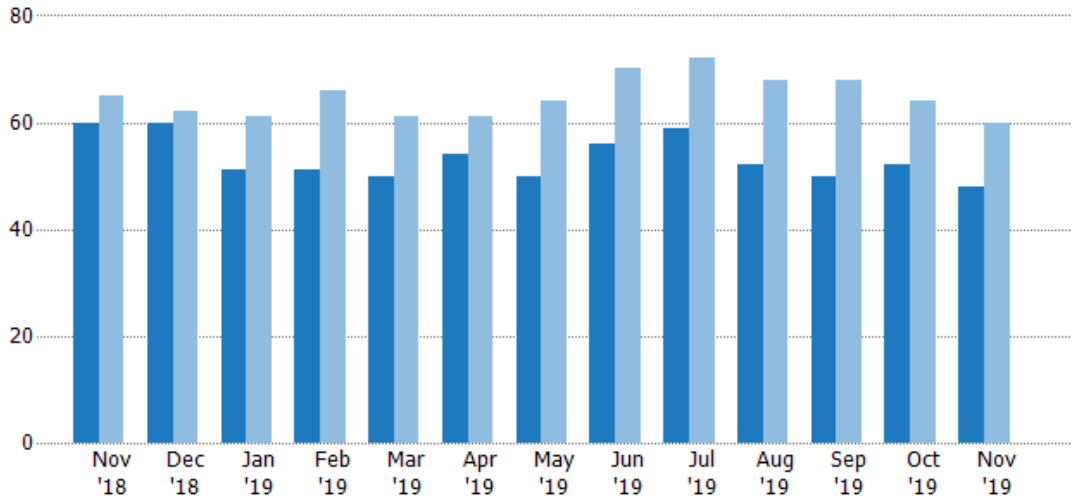
Current Year	\$1.42M	\$1.08M	\$1.4M	\$3.71M	\$2.23M	\$4.5M	\$3.28M	\$9.28M	\$11.3M	\$4.72M	\$4.07M	\$3.79M	\$1.96M
Prior Year	\$1.88M	\$1.57M	\$2.05M	\$3.98M	\$2.39M	\$2.9M	\$5.73M	\$7.15M	\$3.95M	\$5.64M	\$5.14M	\$2.65M	\$1.42M
Percent Change from Prior Year	-25%	-31%	-32%	-7%	-7%	55%	-43%	30%	187%	-16%	-21%	43%	38%

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



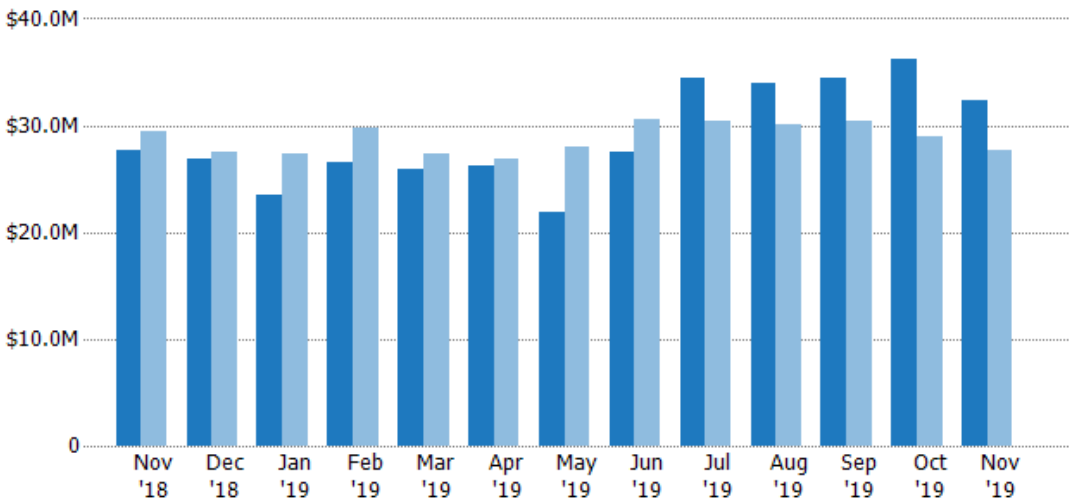
Month/Year	Count	% Chg.
Nov '19	48	-20%
Nov '18	60	-7.7%
Nov '17	65	-7.7%

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.
Nov '19	\$32.3M	16.8%
Nov '18	\$27.7M	-5.7%
Nov '17	\$29.4M	-1.8%

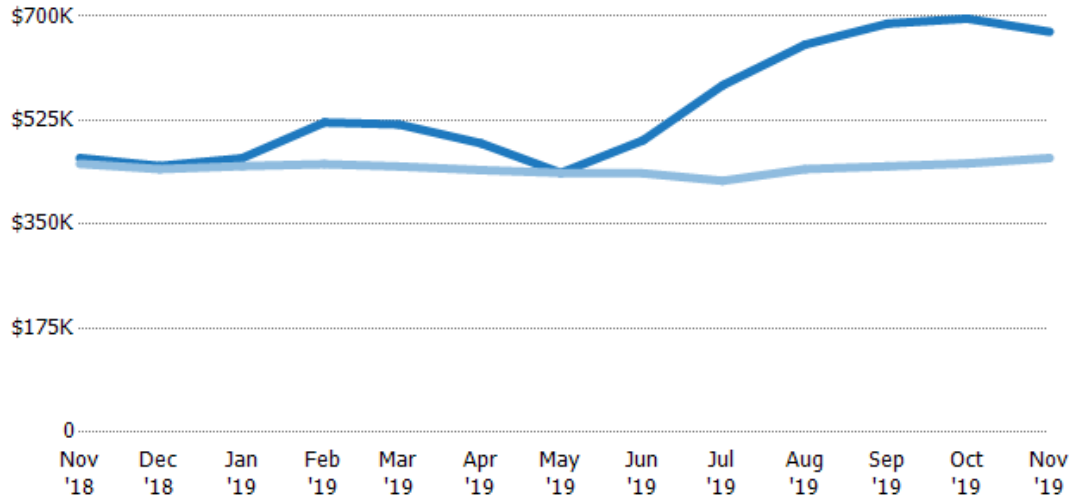
Average Listing Price

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.
Nov '19	\$674K	46.1%
Nov '18	\$461K	2.1%
Nov '17	\$452K	6.4%



Current Year	\$461K	\$448K	\$461K	\$521K	\$518K	\$486K	\$436K	\$491K	\$584K	\$652K	\$688K	\$696K	\$674K
Prior Year	\$452K	\$443K	\$448K	\$451K	\$447K	\$441K	\$436K	\$436K	\$423K	\$443K	\$448K	\$452K	\$461K
Percent Change from Prior Year	2%	1%	3%	16%	16%	10%	0	13%	38%	47%	54%	54%	46%

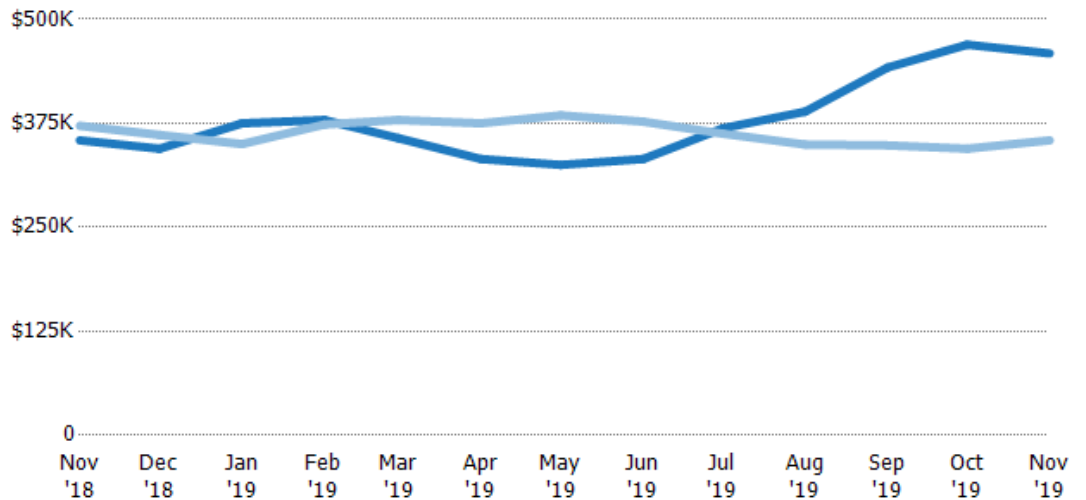
Median Listing Price

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.
Nov '19	\$459K	29.5%
Nov '18	\$354K	-4.7%
Nov '17	\$372K	-5.9%



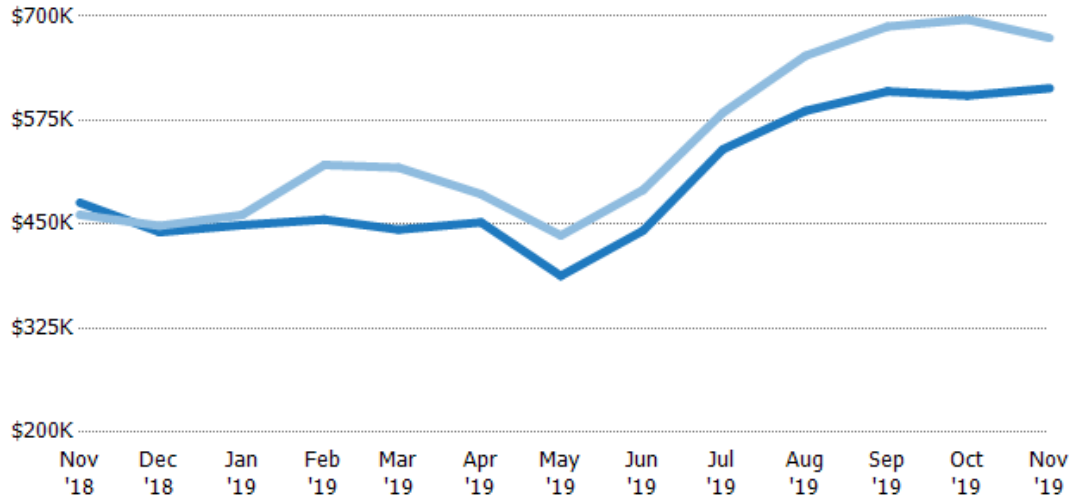
Current Year	\$354K	\$344K	\$375K	\$379K	\$357K	\$332K	\$325K	\$332K	\$369K	\$389K	\$442K	\$469K	\$459K
Prior Year	\$372K	\$361K	\$350K	\$374K	\$379K	\$375K	\$385K	\$377K	\$363K	\$349K	\$349K	\$344K	\$354K
Percent Change from Prior Year	-5%	-5%	7%	1%	-6%	-11%	-15%	-12%	2%	11%	27%	36%	29%

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



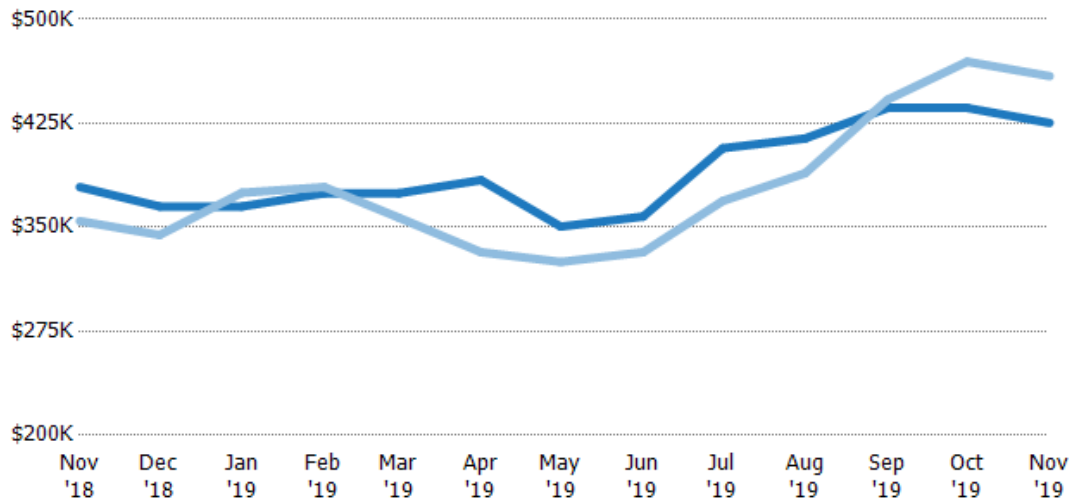
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$476K	\$441K	\$449K	\$456K	\$444K	\$452K	\$388K	\$442K	\$540K	\$586K	\$610K	\$605K	\$613K
Avg Listing Price	\$461K	\$448K	\$461K	\$521K	\$518K	\$486K	\$436K	\$491K	\$584K	\$652K	\$688K	\$696K	\$674K
Avg Listing Price as a % of Avg Est Value	97%	102%	103%	114%	117%	107%	112%	111%	108%	111%	113%	115%	110%

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



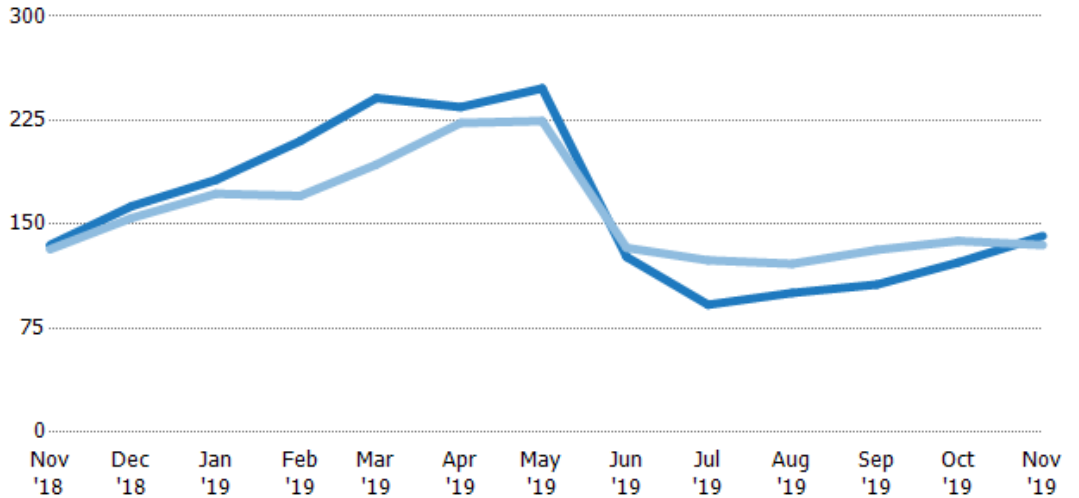
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$379K	\$365K	\$365K	\$375K	\$375K	\$384K	\$351K	\$358K	\$407K	\$414K	\$436K	\$436K	\$425K
Median Listing Price	\$354K	\$344K	\$375K	\$379K	\$357K	\$332K	\$325K	\$332K	\$369K	\$389K	\$442K	\$469K	\$459K
Med Listing Price as a % of Med Est Value	94%	94%	103%	101%	95%	86%	93%	93%	91%	94%	101%	108%	108%

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,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



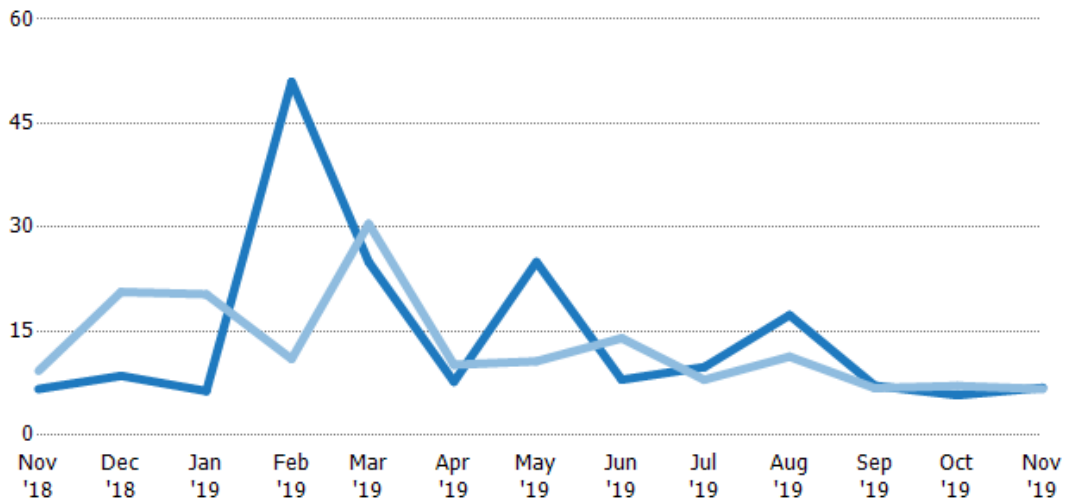
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	135	163	182	210	241	235	248	127	92	101	107	123	142
Prior Year	132	155	172	171	193	223	225	133	124	122	132	138	135
Percent Change from Prior Year	2%	6%	6%	23%	25%	5%	10%	-5%	-26%	-17%	-19%	-11%	5%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.67	8.57	6.38	51	25	7.71	25	8	9.83	17.3	7.14	5.78	6.86
Prior Year	9.29	20.7	20.3	11	30.5	10.2	10.7	14	8	11.3	6.8	7.11	6.67
Percent Change from Prior Year	-28%	-59%	-69%	364%	-18%	-24%	134%	-43%	23%	53%	5%	-19%	3%

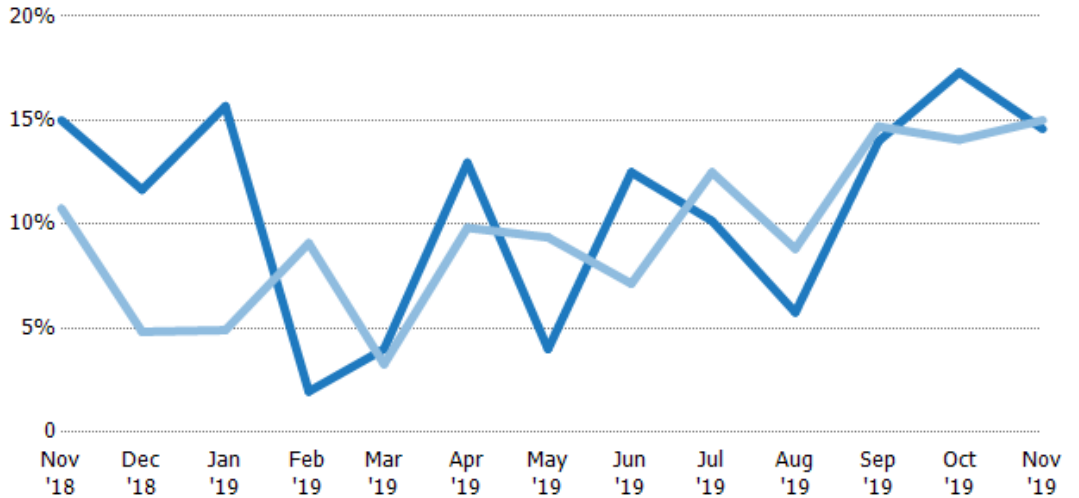
Absorption Rate

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.
Nov '19	15%	0.4%
Nov '18	15%	-4.2%
Nov '17	11%	23.9%



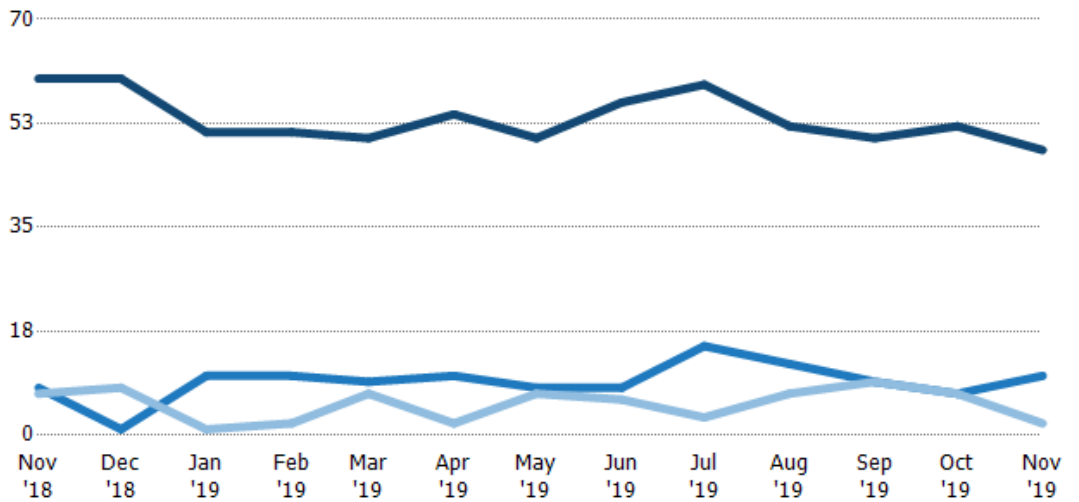
Current Year	15%	12%	16%	2%	4%	13%	4%	13%	10%	6%	14%	17%	15%
Prior Year	11%	5%	5%	9%	3%	10%	9%	7%	13%	9%	15%	14%	15%
Change from Prior Year	-4%	-7%	-11%	7%	-1%	-3%	5%	-5%	2%	3%	1%	-3%	0%

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	60	60	51	51	50	54	50	56	59	52	50	52	48
Pending	8	1	10	10	9	10	8	8	15	12	9	7	10
Sold	7	8	1	2	7	2	7	6	3	7	9	7	2

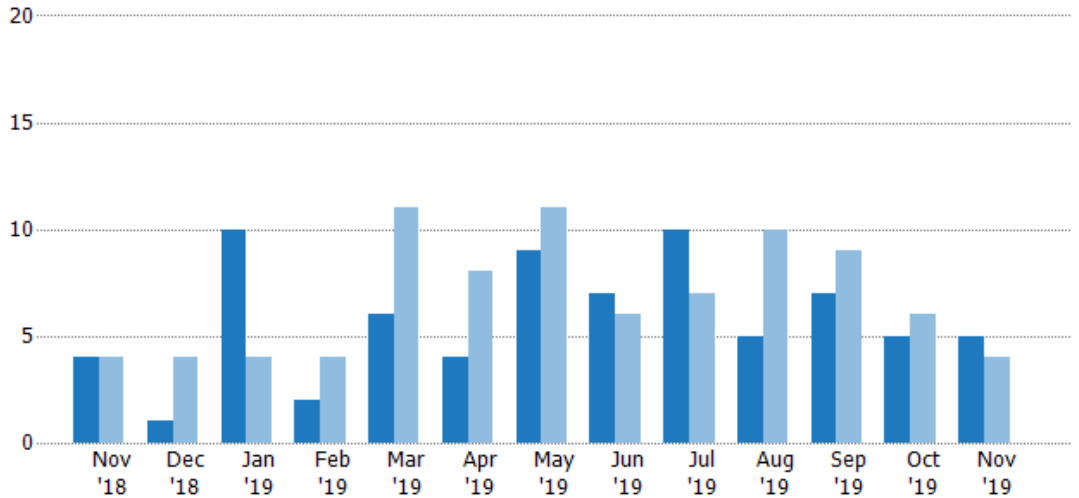
New Pending Sales

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.
Nov '19	5	25%
Nov '18	4	0%
Nov '17	4	75%



Current Year	4	1	10	2	6	4	9	7	10	5	7	5	5
Prior Year	4	4	4	4	11	8	11	6	7	10	9	6	4
Percent Change from Prior Year	0%	-75%	150%	-50%	-45%	-50%	-18%	17%	43%	-50%	-22%	-17%	25%

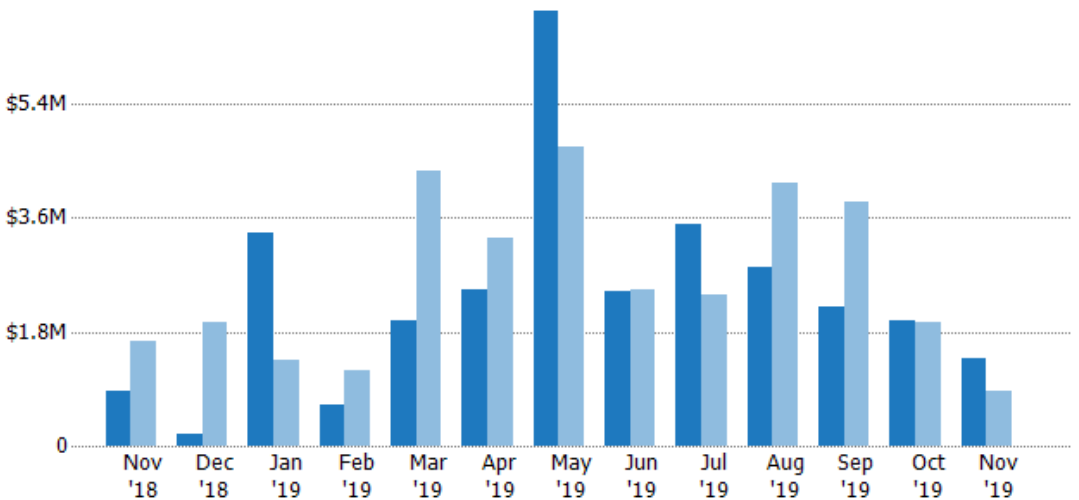
New Pending Sales Volume

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.
Nov '19	\$1.39M	61.5%
Nov '18	\$858K	-47.9%
Nov '17	\$1.65M	183.8%



Current Year	\$858K	\$180K	\$3.35M	\$644K	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.39M
Prior Year	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.35M	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$858K
Percent Change from Prior Year	-48%	-91%	150%	-46%	-55%	-24%	46%	-1%	47%	-32%	-43%	1%	62%

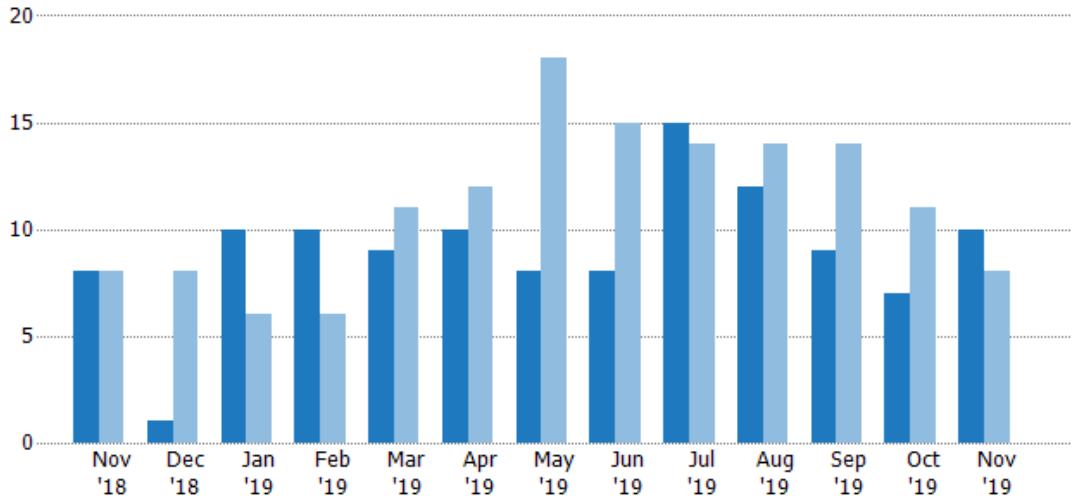
Pending Sales

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.
Nov '19	10	25%
Nov '18	8	0%
Nov '17	8	100%



Current Year	8	1	10	10	9	10	8	8	15	12	9	7	10
Prior Year	8	8	6	6	11	12	18	15	14	14	14	11	8
Percent Change from Prior Year	0%	-88%	67%	67%	-18%	-17%	-56%	-47%	7%	-14%	-36%	-36%	25%

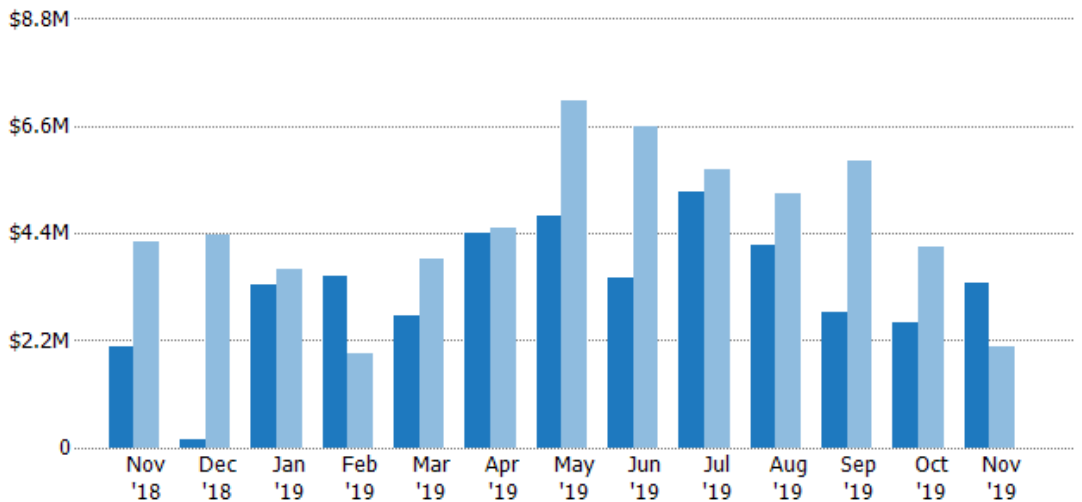
Pending Sales Volume

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.
Nov '19	\$3.39M	63.5%
Nov '18	\$2.08M	-50.8%
Nov '17	\$4.22M	101.5%



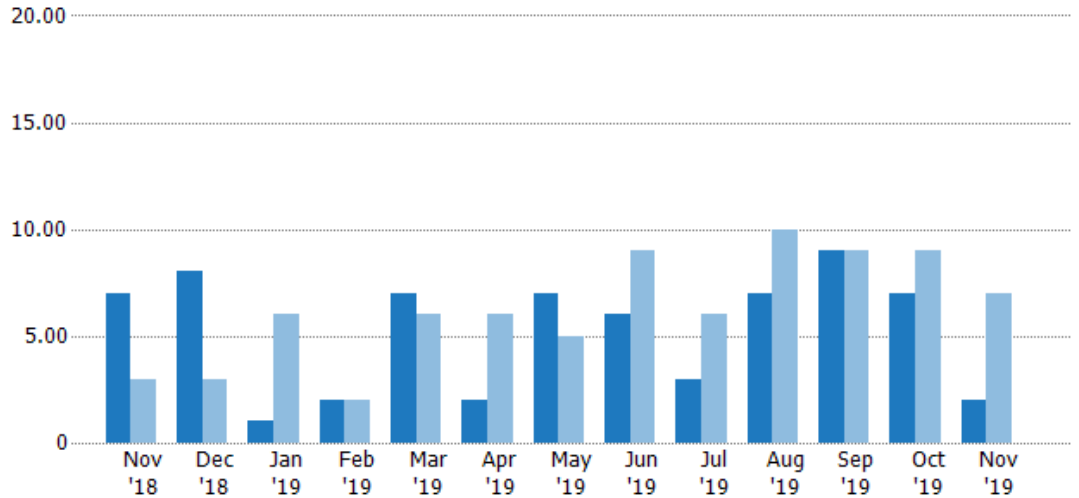
Current Year	\$2.08M	\$180K	\$3.35M	\$3.53M	\$2.71M	\$4.39M	\$4.75M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.39M
Prior Year	\$4.22M	\$4.36M	\$3.66M	\$1.93M	\$3.88M	\$4.5M	\$7.12M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M
Percent Change from Prior Year	-51%	-96%	-8%	83%	-30%	-2%	-33%	-47%	-8%	-20%	-53%	-37%	63%

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



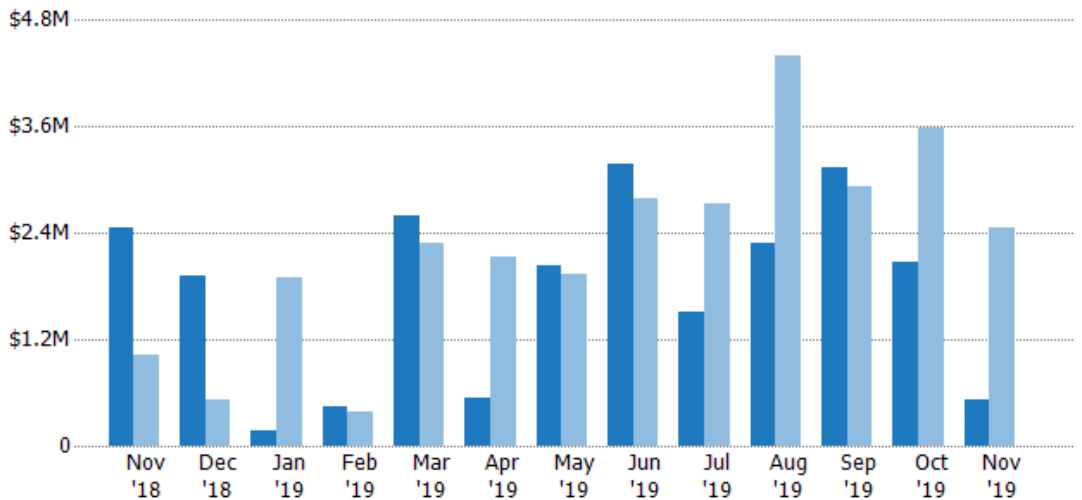
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	2	7	-71.4%
Nov '18	7	7	133.3%
Nov '17	3	3	33.3%

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



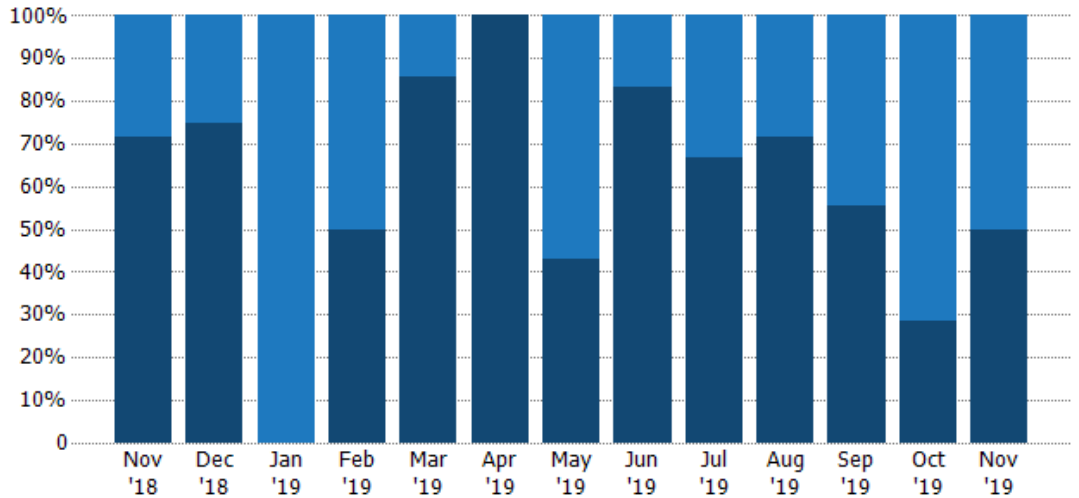
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	\$515K	\$2.46M	-79.1%
Nov '18	\$2.46M	\$2.46M	141.5%
Nov '17	\$1.02M	\$1.02M	75.2%

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



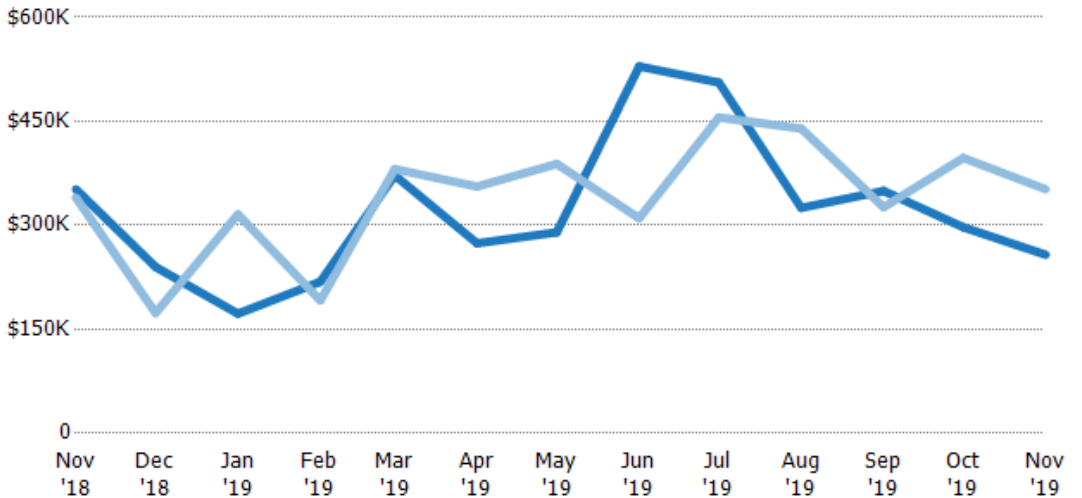
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	29%	25%	100%	50%	14%	-	57%	17%	33%	29%	44%	71%	50%
Single Family Residence	71%	75%	-	50%	86%	100%	43%	83%	67%	71%	56%	29%	50%

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



Month/Year	Price	% Chg.
Nov '19	\$258K	-26.8%
Nov '18	\$352K	3.5%
Nov '17	\$340K	31.4%

Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K	\$350K	\$297K	\$258K
Prior Year	\$340K	\$173K	\$316K	\$192K	\$381K	\$356K	\$389K	\$310K	\$456K	\$440K	\$326K	\$397K	\$352K
Percent Change from Prior Year	4%	38%	-45%	14%	-2%	-23%	-25%	71%	11%	-26%	7%	-25%	-27%

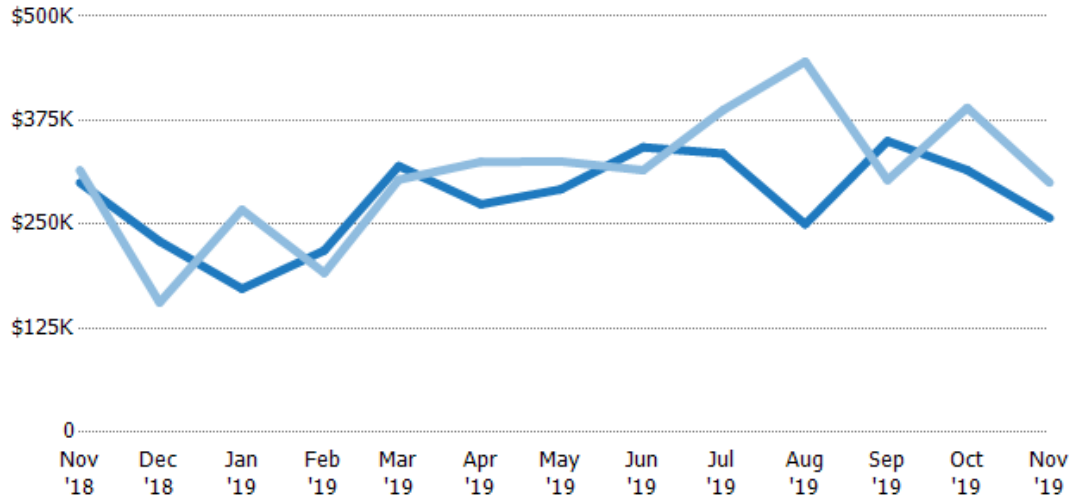
Median Sales Price

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.
Nov '19	\$258K	-14.2%
Nov '18	\$300K	-4.8%
Nov '17	\$315K	-15.1%



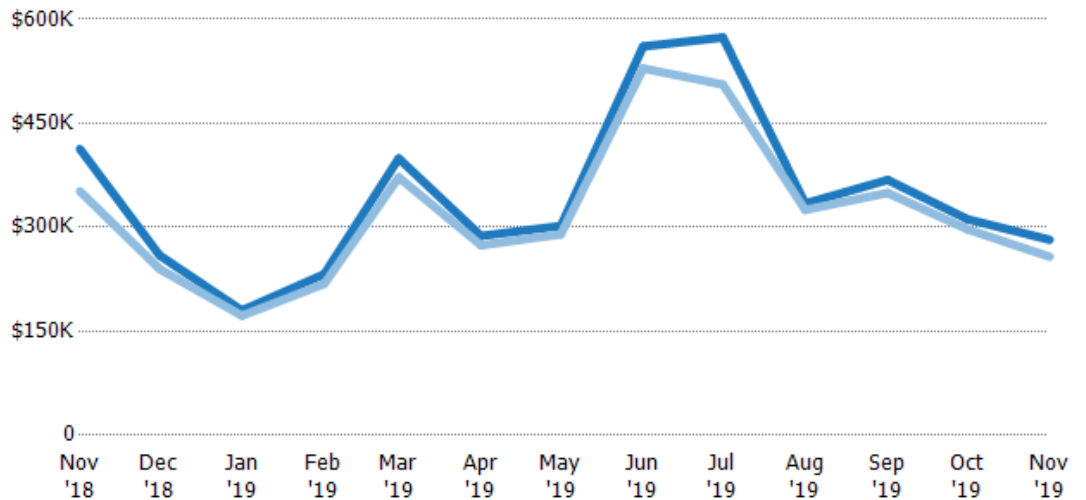
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K	\$250K	\$350K	\$315K	\$258K
Prior Year	\$315K	\$156K	\$268K	\$192K	\$304K	\$325K	\$326K	\$315K	\$387K	\$446K	\$303K	\$390K	\$300K
Percent Change from Prior Year	-5%	47%	-36%	14%	5%	-16%	-10%	9%	-13%	-44%	16%	-19%	-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



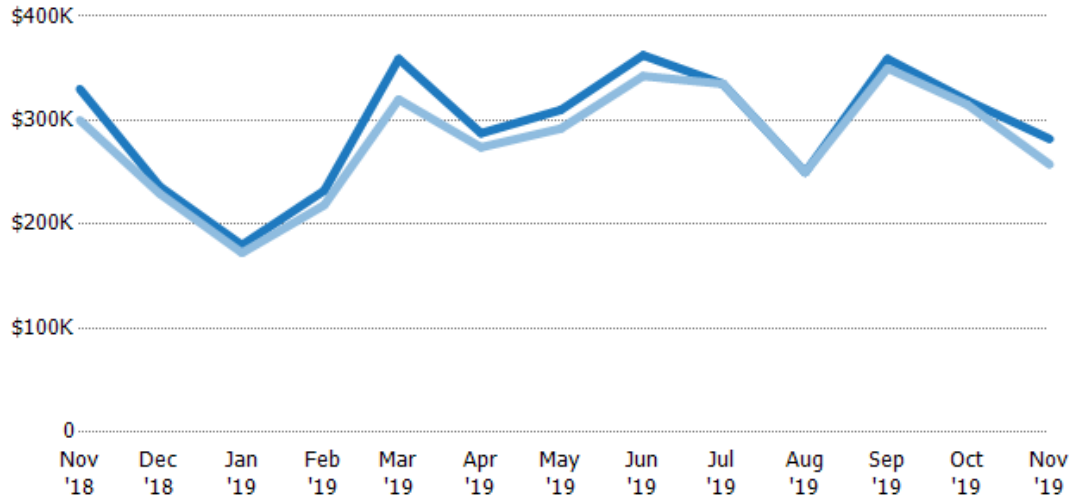
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K	\$368K	\$312K	\$282K
Avg Sales Price	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K	\$350K	\$297K	\$258K
Avg Sales Price as a % of Avg List Price	85%	92%	96%	94%	93%	95%	96%	94%	88%	97%	95%	95%	91%

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



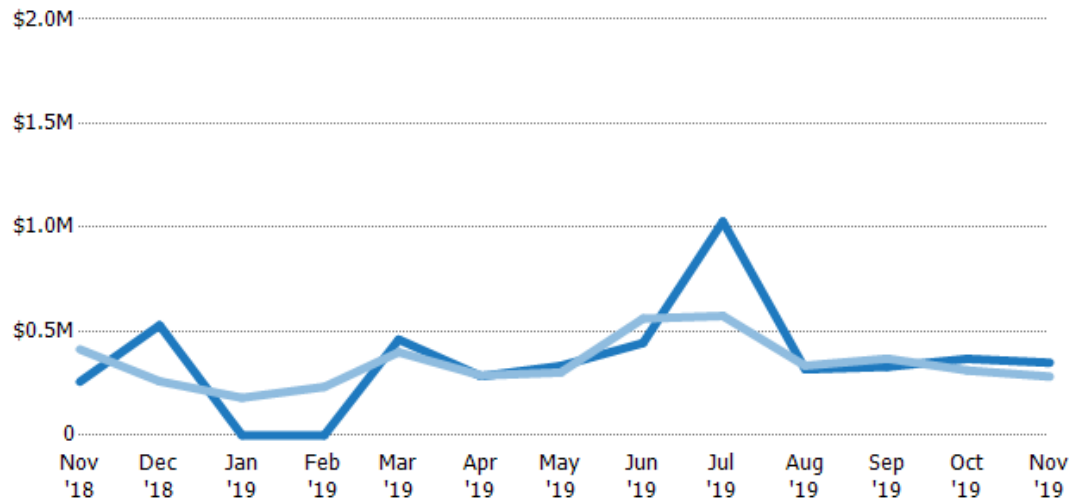
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K	\$250K	\$359K	\$319K	\$282K
Median Sales Price	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K	\$250K	\$350K	\$315K	\$258K
Med Sales Price as a % of Med List Price	91%	97%	96%	94%	89%	95%	94%	94%	100%	100%	97%	99%	91%

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



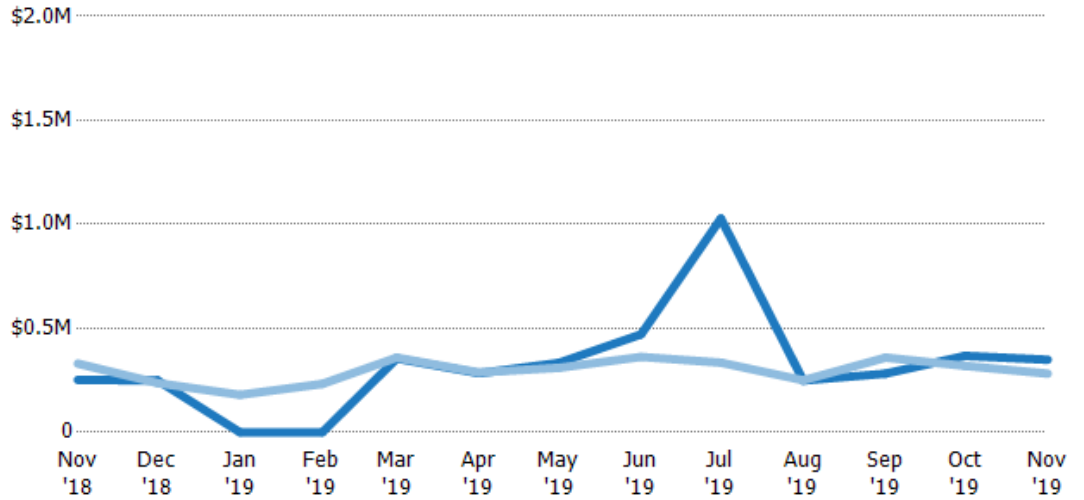
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$257K	\$529K	\$0	\$0	\$460K	\$284K	\$334K	\$444K	\$1.03M	\$317K	\$329K	\$367K	\$349K
Avg Sales Price	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K	\$368K	\$312K	\$282K
Avg Sales Price as a % of Avg Est Value	160%	49%	100%	100%	87%	101%	91%	126%	56%	105%	112%	85%	81%

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	\$252K	\$249K	\$0	\$0	\$355K	\$284K	\$334K	\$471K	\$1.03M	\$249K	\$282K	\$367K	\$349K
Median Sales Price	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K	\$250K	\$359K	\$319K	\$282K
Med Sales Price as a % of Med Est Value	131%	95%	100%	100%	101%	101%	93%	77%	33%	101%	127%	87%	81%