

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

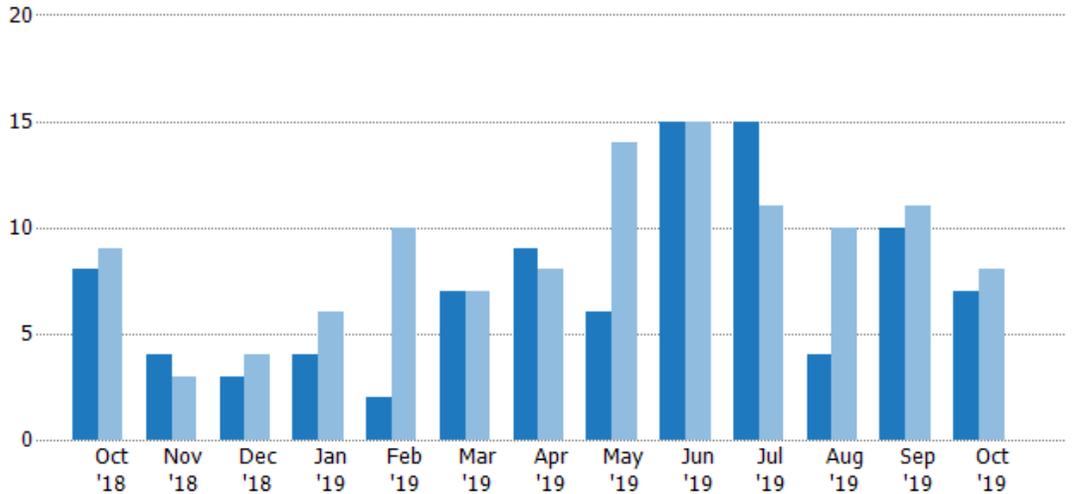
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	79	100	-21%
New Listing Volume	\$3,786,900	\$2,649,900	+42.9%	\$48,304,775	\$41,585,700	+16.2%
Active Listing Count	52	64	-18.8%	N/A	N/A	
Active Listing Volume	\$36,192,700	\$28,936,400	+25.1%	N/A	N/A	
Average Listing Price	\$696,013	\$452,131	+53.9%	\$553,442	\$442,245	+25.1%
Median Listing Price	\$469,450	\$344,450	+36.3%	\$376,337	\$364,272	+3.3%
Median Days in RPR	122.5	138	-11.2%	157.81	155.49	+1.5%
Months of Inventory	5.8	7.1	-18.8%	7.7	15.6	-50.5%
Absorption Rate	17.31%	14.06%	+3.2%	12.95%	6.41%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	65	76	-14.5%
New Pending Sales Volume	\$1,978,025	\$1,954,900	+1.2%	\$28,222,925	\$29,656,400	-4.8%
Pending Sales Count	7	11	-36.4%	N/A	N/A	
Pending Sales Volume	\$2,572,025	\$4,107,700	-37.4%	N/A	N/A	
Closed Sales Count	7	9	-22.2%	51	68	-25%
Closed Sales Volume	\$2,080,000	\$3,575,000	-41.8%	\$17,985,085	\$25,070,350	-28.3%
Average Sales Price	\$297,143	\$397,222	-25.2%	\$352,649	\$368,682	-4.3%
Median Sales Price	\$315,000	\$390,000	-19.2%	\$306,010	\$341,699	-10.4%

New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Count	% Chg.
Oct '19	7	-12.5%
Oct '18	8	-11.1%
Oct '17	9	-22.2%

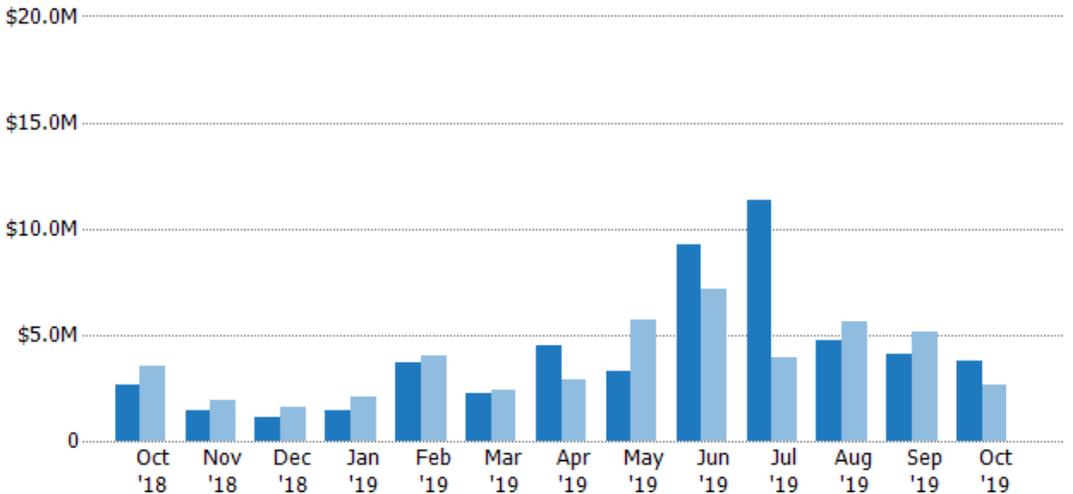
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8	4	3	4	2	7	9	6	15	15	4	10	7
Prior Year	9	3	4	6	10	7	8	14	15	11	10	11	8
Percent Change from Prior Year	-11%	33%	-25%	-33%	-80%	0%	13%	-57%	0%	36%	-60%	-9%	-13%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Volume	% Chg.
Oct '19	\$3.79M	42.9%
Oct '18	\$2.65M	-25%
Oct '17	\$3.53M	-6.7%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.65M	\$1.42M	\$1.08M	\$1.4M	\$3.71M	\$2.23M	\$4.5M	\$3.28M	\$9.28M	\$11.3M	\$4.72M	\$4.07M	\$3.79M
Prior Year	\$3.53M	\$1.88M	\$1.57M	\$2.05M	\$3.98M	\$2.39M	\$2.9M	\$5.73M	\$7.15M	\$3.95M	\$5.64M	\$5.14M	\$2.65M
Percent Change from Prior Year	-25%	-25%	-31%	-32%	-7%	-7%	55%	-43%	30%	187%	-16%	-21%	43%

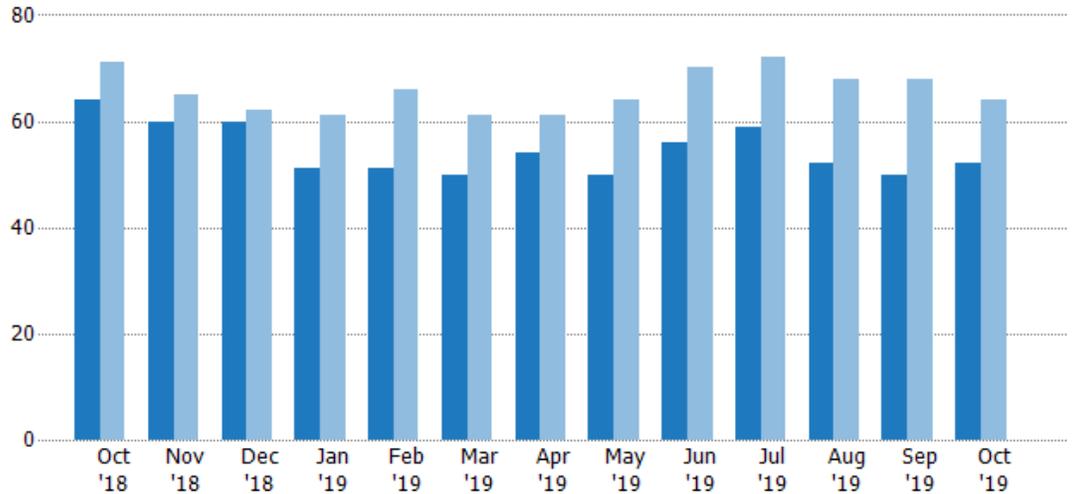
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	52	-18.8%
Oct '18	64	-9.9%
Oct '17	71	-12.7%



Current Year	64	60	60	51	51	50	54	50	56	59	52	50	52
Prior Year	71	65	62	61	66	61	61	64	70	72	68	68	64
Percent Change from Prior Year	-10%	-8%	-3%	-16%	-23%	-18%	-11%	-22%	-20%	-18%	-24%	-26%	-19%

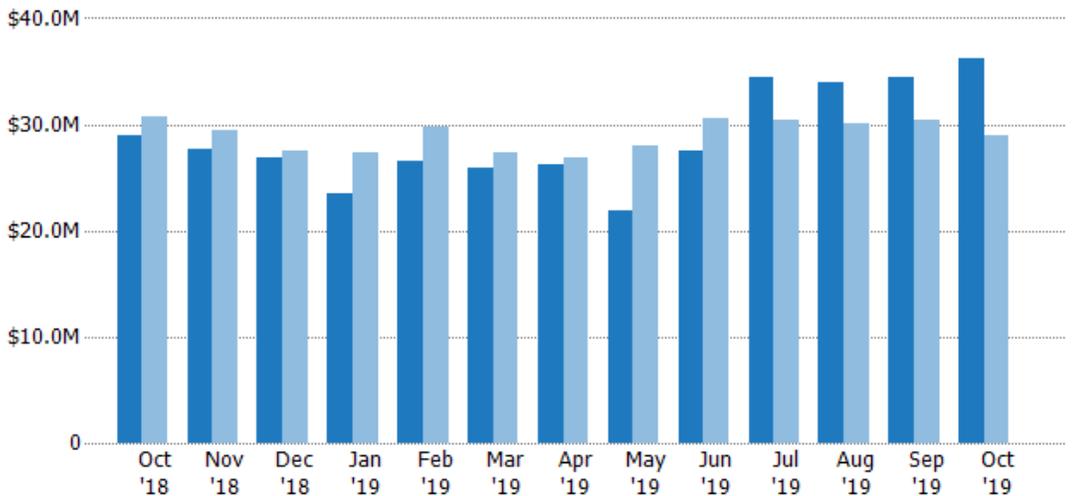
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$36.2M	25.1%
Oct '18	\$28.9M	-5.8%
Oct '17	\$30.7M	-3.6%



Current Year	\$28.9M	\$27.7M	\$26.9M	\$23.5M	\$26.6M	\$25.9M	\$26.3M	\$21.8M	\$27.5M	\$34.5M	\$33.9M	\$34.4M	\$36.2M
Prior Year	\$30.7M	\$29.4M	\$27.5M	\$27.3M	\$29.8M	\$27.3M	\$26.9M	\$27.9M	\$30.5M	\$30.5M	\$30.1M	\$30.4M	\$28.9M
Percent Change from Prior Year	-6%	-6%	-2%	-14%	-11%	-5%	-2%	-22%	-10%	13%	13%	13%	25%

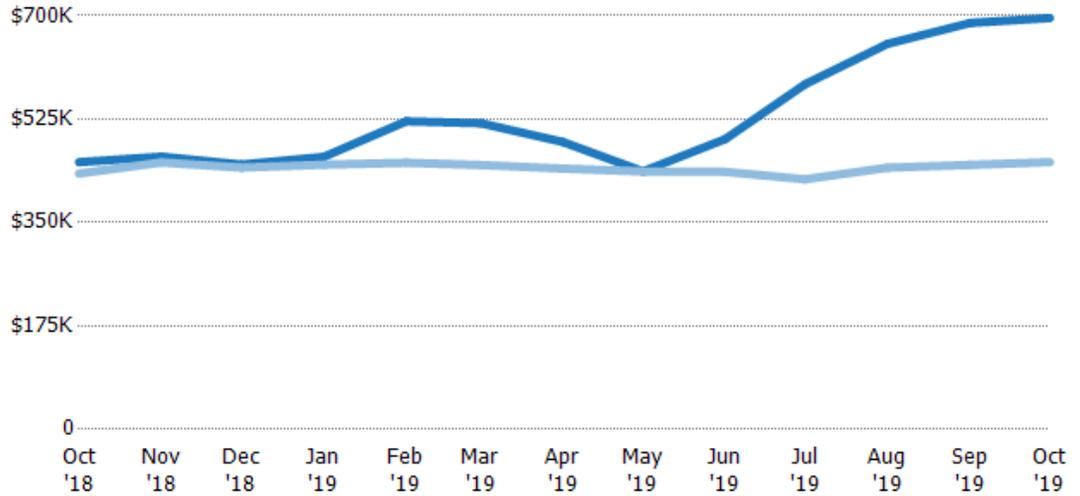
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Oct '19	\$696K	53.9%
Oct '18	\$452K	4.5%
Oct '17	\$433K	10.4%



Current Year	\$452K	\$461K	\$448K	\$461K	\$521K	\$518K	\$486K	\$436K	\$491K	\$584K	\$652K	\$688K	\$696K
Prior Year	\$433K	\$452K	\$443K	\$448K	\$451K	\$447K	\$441K	\$436K	\$436K	\$423K	\$443K	\$448K	\$452K
Percent Change from Prior Year	4%	2%	1%	3%	16%	16%	10%	0	13%	38%	47%	54%	54%

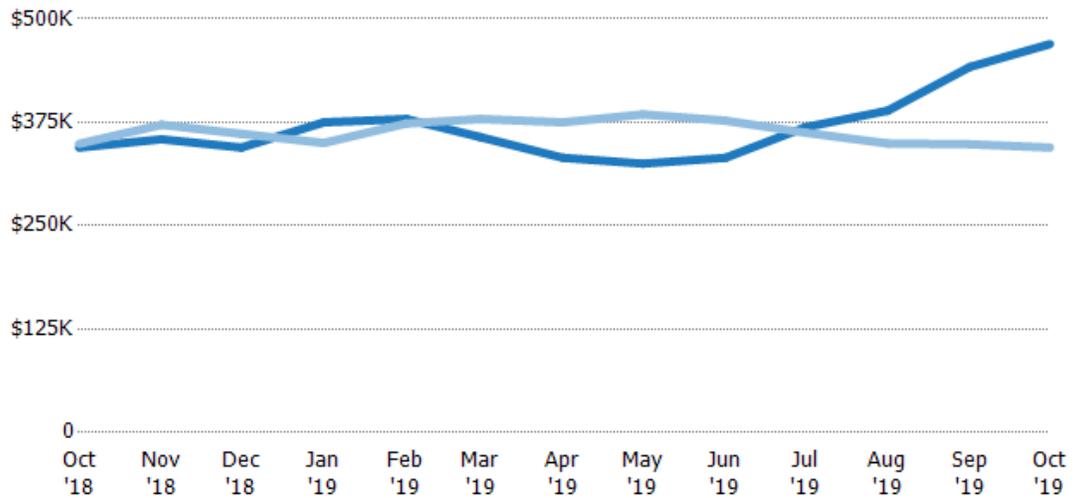
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Oct '19	\$469K	36.3%
Oct '18	\$344K	-1.3%
Oct '17	\$349K	6.6%



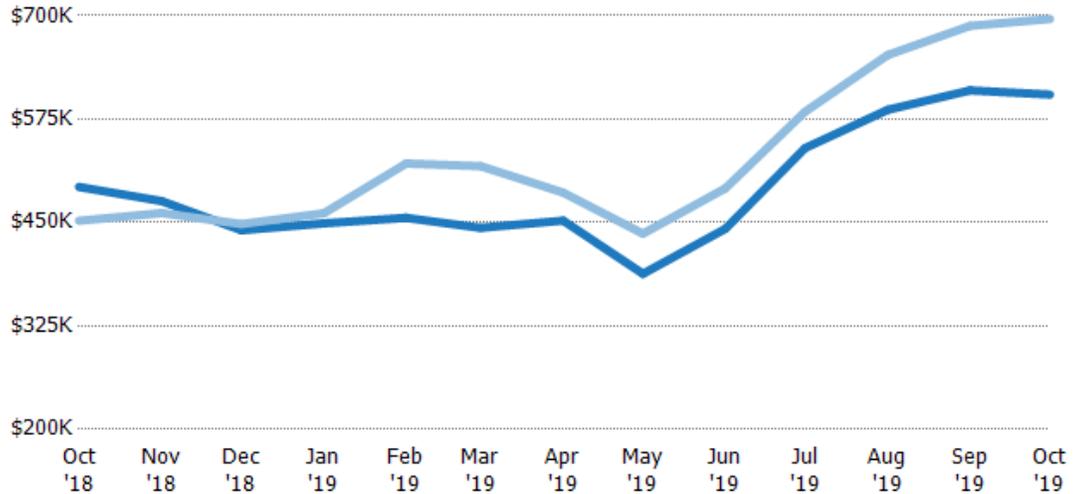
Current Year	\$344K	\$354K	\$344K	\$375K	\$379K	\$357K	\$332K	\$325K	\$332K	\$369K	\$389K	\$442K	\$469K
Prior Year	\$349K	\$372K	\$361K	\$350K	\$374K	\$379K	\$375K	\$385K	\$377K	\$363K	\$349K	\$349K	\$344K
Percent Change from Prior Year	-1%	-5%	-5%	7%	1%	-6%	-11%	-15%	-12%	2%	11%	27%	36%

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

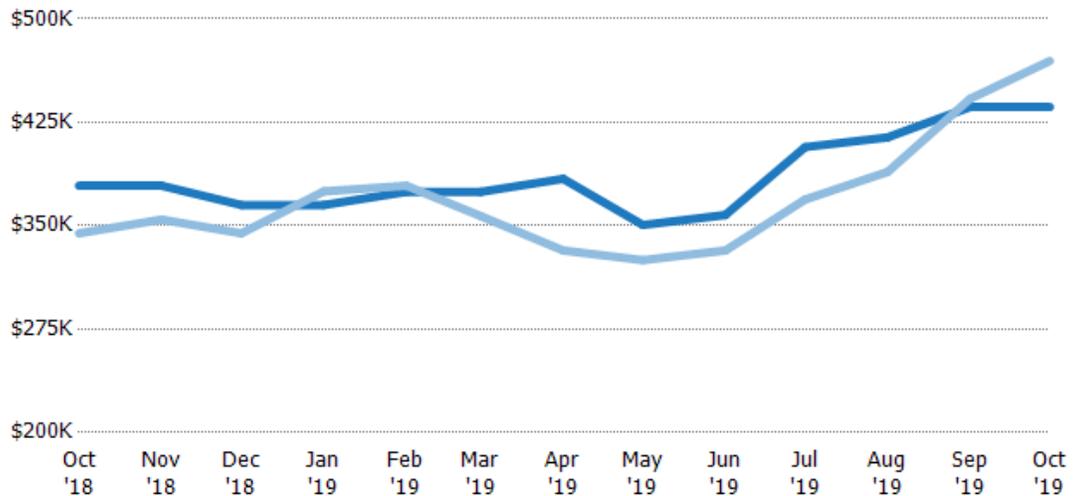


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

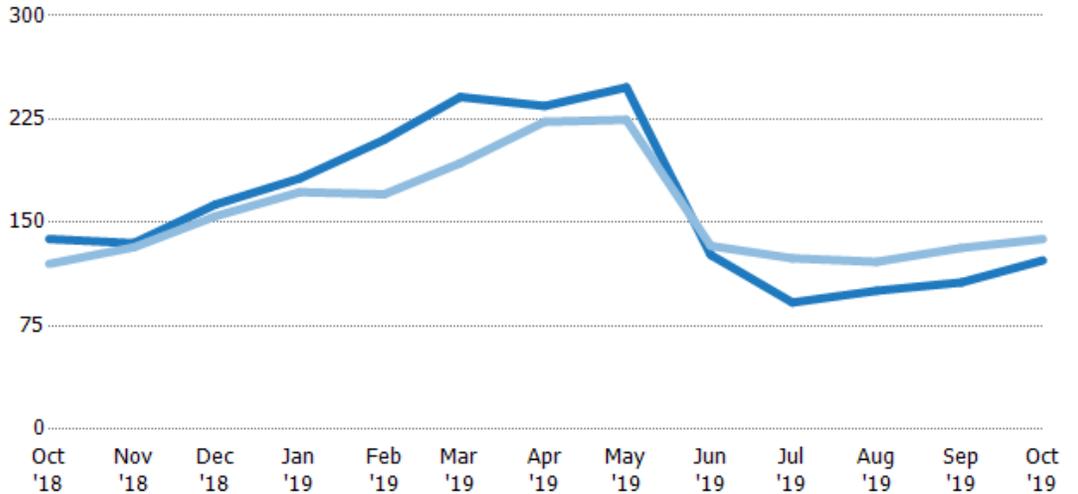


Median Days in RPR

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



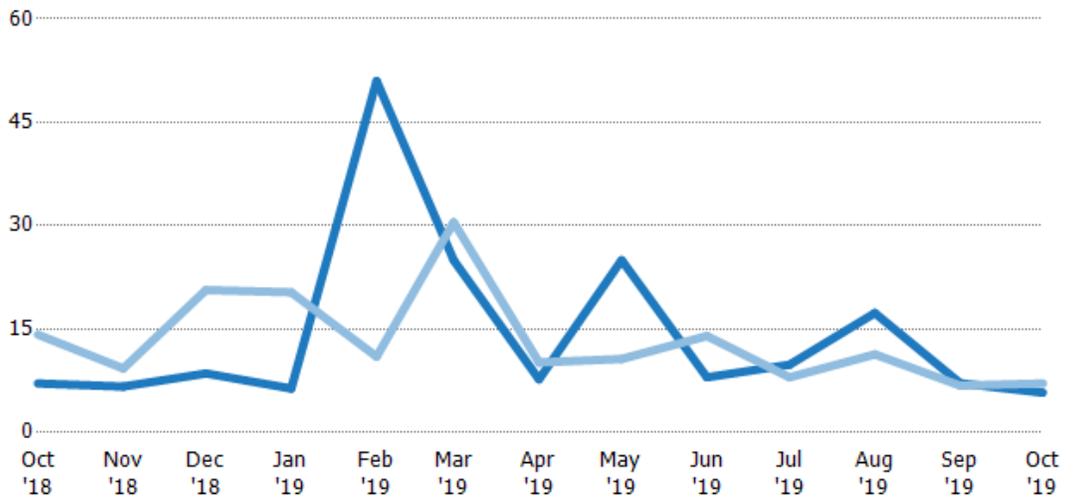
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	138	135	163	182	210	241	235	248	127	92	101	107	123
Prior Year	120	132	155	172	171	193	223	225	133	124	122	132	138
Percent Change from Prior Year	15%	2%	6%	6%	23%	25%	5%	10%	-5%	-26%	-17%	-19%	-11%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	7.11	6.67	8.57	6.38	51	25	7.71	25	8	9.83	17.3	7.14	5.78
Prior Year	14.2	9.29	20.7	20.3	11	30.5	10.2	10.7	14	8	11.3	6.8	7.11
Percent Change from Prior Year	-50%	-28%	-59%	-69%	364%	-18%	-24%	134%	-43%	23%	53%	5%	-19%

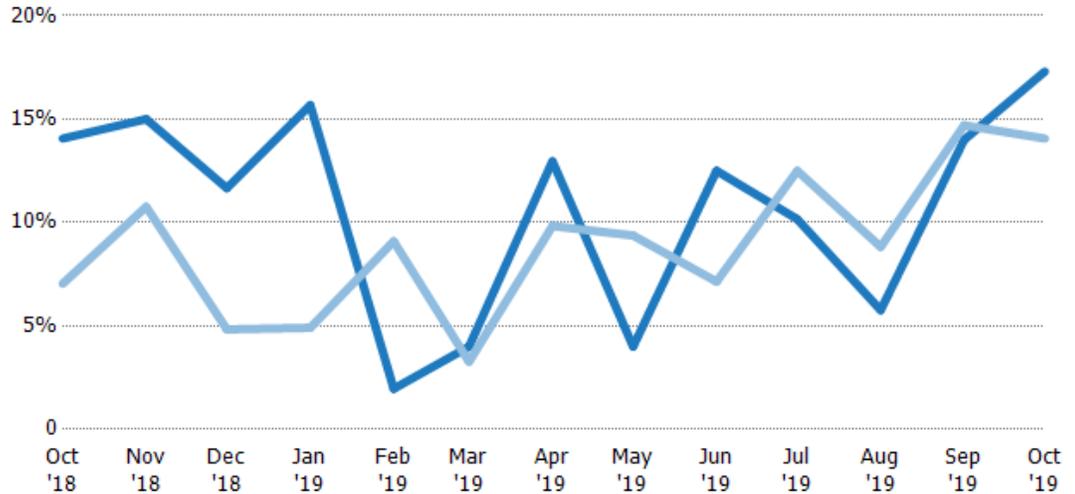
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Rate	Chg.
Oct '19	17%	-3.2%
Oct '18	14%	-7%
Oct '17	7%	14.5%



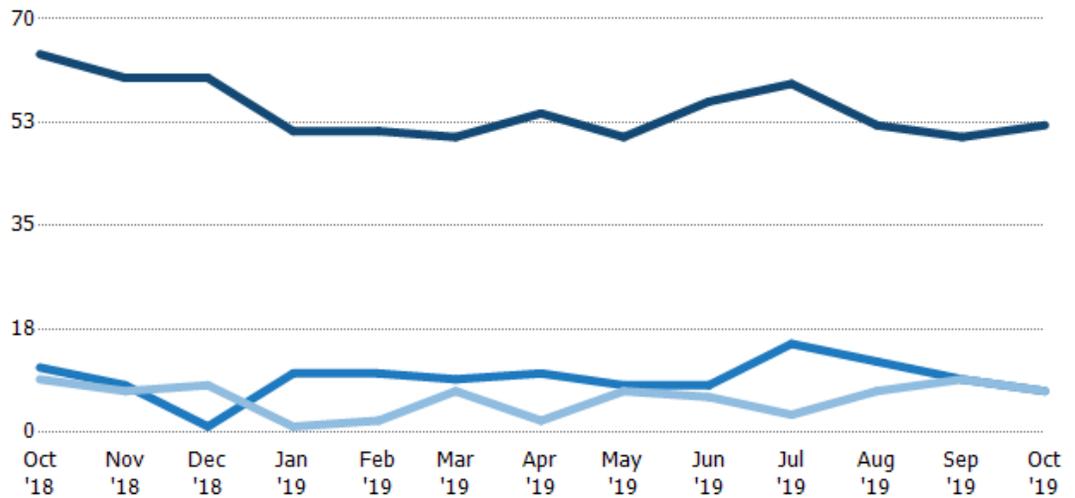
Current Year	14%	15%	12%	16%	2%	4%	13%	4%	13%	10%	6%	14%	17%
Prior Year	7%	11%	5%	5%	9%	3%	10%	9%	7%	13%	9%	15%	14%
Change from Prior Year	-7%	-4%	-7%	-11%	7%	-1%	-3%	5%	-5%	2%	3%	1%	-3%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active	64	60	60	51	51	50	54	50	56	59	52	50	52
Pending	11	8	1	10	10	9	10	8	8	15	12	9	7
Sold	9	7	8	1	2	7	2	7	6	3	7	9	7

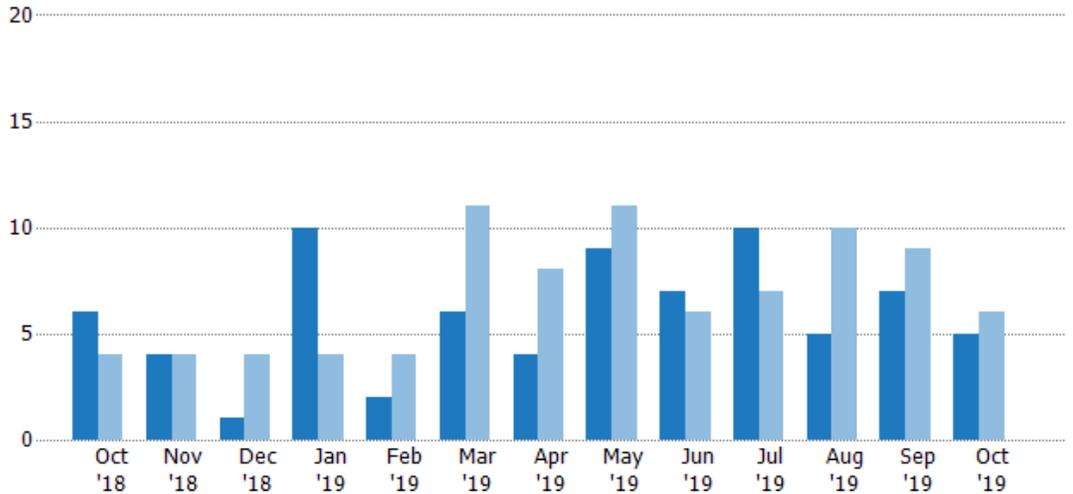
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	5	-16.7%
Oct '18	6	50%
Oct '17	4	125%



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

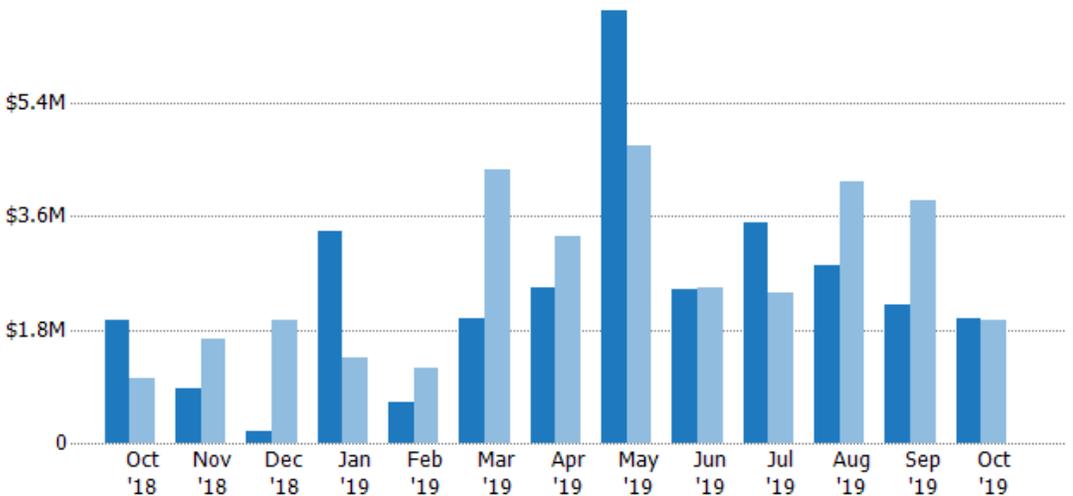
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$1.98M	1.2%
Oct '18	\$1.95M	91.8%
Oct '17	\$1.02M	303.9%



Current Year	\$1.95M	\$858K	\$180K	\$3.35M	\$644K	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M
Prior Year	\$1.02M	\$1.65M	\$1.95M	\$1.34M	\$1.2M	\$4.35M	\$3.28M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M
Percent Change from Prior Year	92%	-48%	-91%	150%	-46%	-55%	-24%	46%	-1%	47%	-32%	-43%	1%

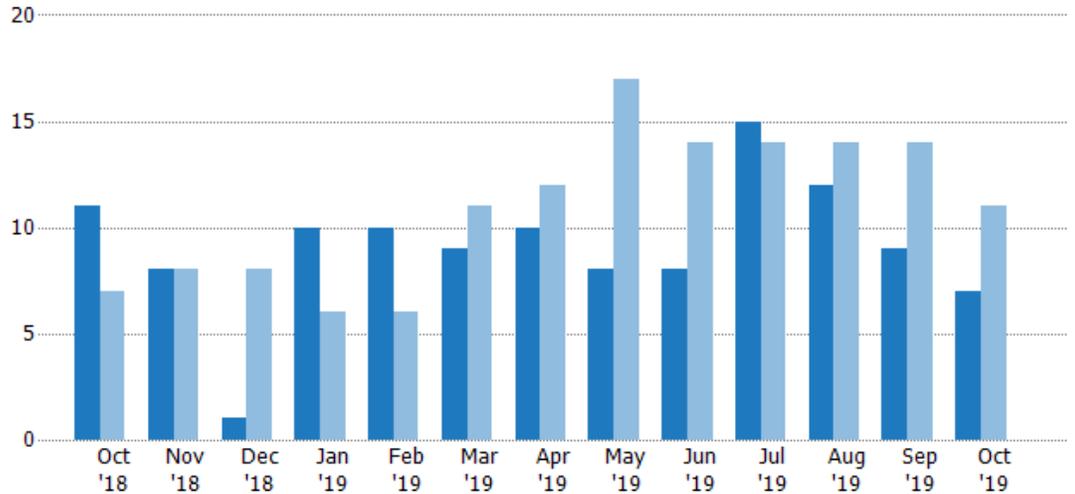
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	7	-36.4%
Oct '18	11	57.1%
Oct '17	7	57.1%



Current Year	11	8	1	10	10	9	10	8	8	15	12	9	7
Prior Year	7	8	8	6	6	11	12	17	14	14	14	14	11
Percent Change from Prior Year	57%	0%	-88%	67%	67%	-18%	-17%	-53%	-43%	7%	-14%	-36%	-36%

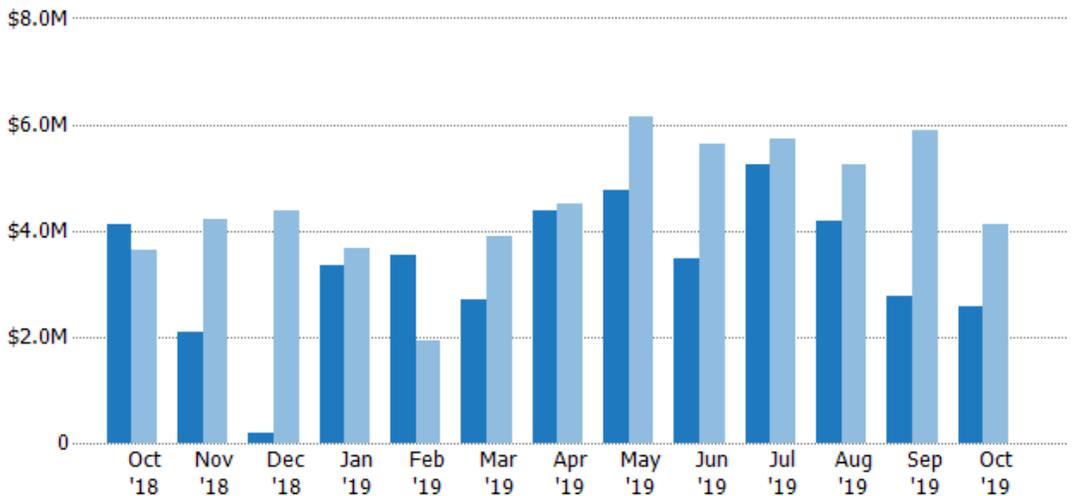
Pending Sales Volume

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$2.57M	-37.4%
Oct '18	\$4.11M	13.1%
Oct '17	\$3.63M	94.4%



Current Year	\$4.11M	\$2.08M	\$180K	\$3.35M	\$3.53M	\$2.71M	\$4.39M	\$4.75M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M
Prior Year	\$3.63M	\$4.22M	\$4.36M	\$3.66M	\$1.93M	\$3.88M	\$4.5M	\$6.16M	\$5.64M	\$5.71M	\$5.23M	\$5.9M	\$4.11M
Percent Change from Prior Year	13%	-51%	-96%	-8%	83%	-30%	-2%	-23%	-39%	-8%	-20%	-53%	-37%

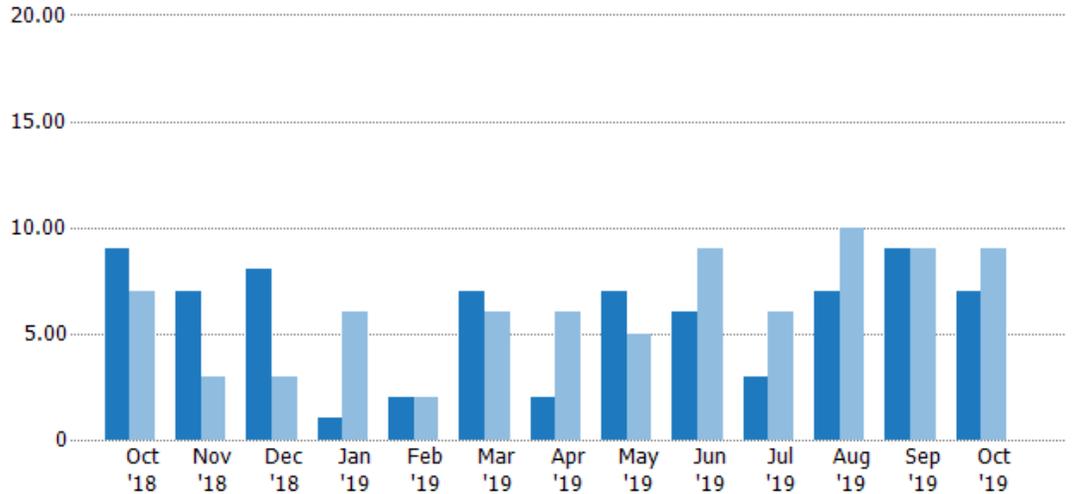
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	7	-22.2%
Oct '18	9	28.6%
Oct '17	7	14.3%



Current Year	9	7	8	1	2	7	2	7	6	3	7	9	7
Prior Year	7	3	3	6	2	6	6	5	9	6	10	9	9
Percent Change from Prior Year	29%	133%	167%	-83%	0%	17%	-67%	40%	-33%	-50%	-30%	0%	-22%

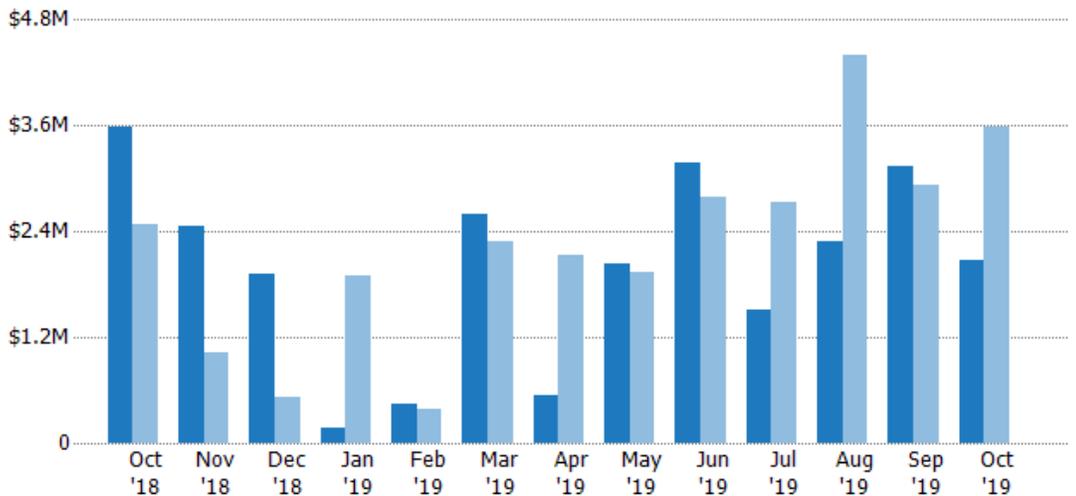
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$2.08M	-41.8%
Oct '18	\$3.58M	44.6%
Oct '17	\$2.47M	91.8%



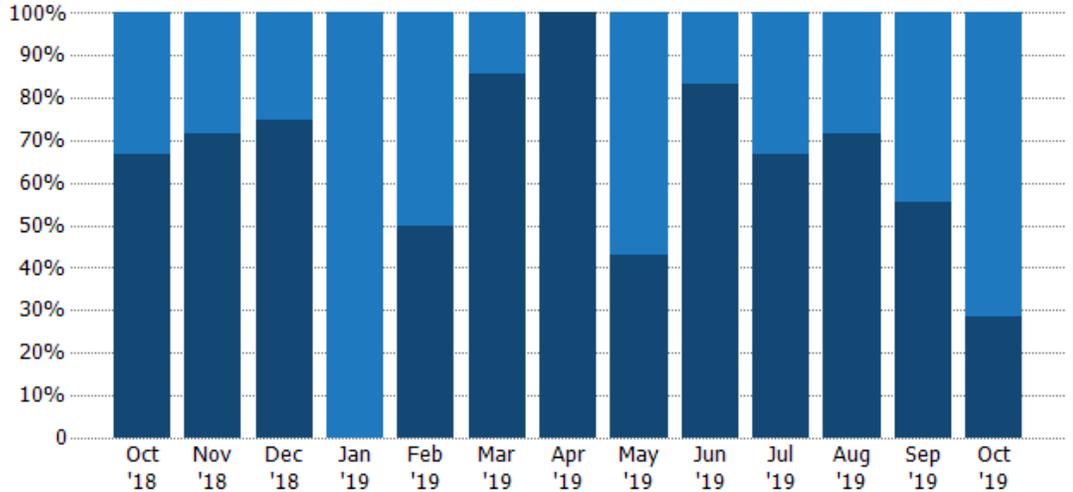
Current Year	\$3.58M	\$2.46M	\$1.92M	\$173K	\$437K	\$2.6M	\$548K	\$2.03M	\$3.18M	\$1.52M	\$2.28M	\$3.15M	\$2.08M
Prior Year	\$2.47M	\$1.02M	\$520K	\$1.89M	\$383K	\$2.29M	\$2.14M	\$1.94M	\$2.79M	\$2.73M	\$4.4M	\$2.93M	\$3.58M
Percent Change from Prior Year	45%	142%	269%	-91%	14%	14%	-74%	4%	14%	-44%	-48%	7%	-42%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



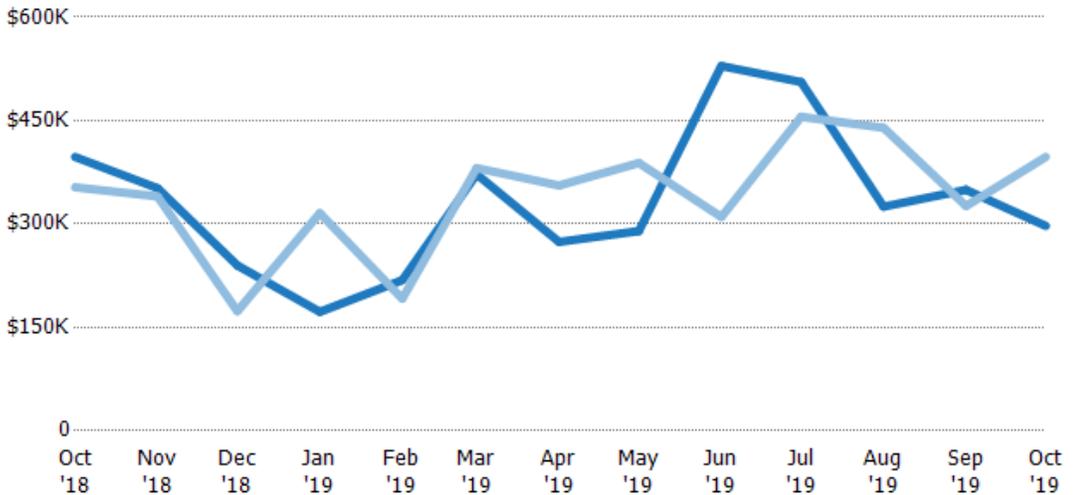
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	33%	29%	25%	100%	50%	14%	-	57%	17%	33%	29%	44%	71%
Single Family Residence	67%	71%	75%	-	50%	86%	100%	43%	83%	67%	71%	56%	29%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Price	% Chg.
Oct '19	\$297K	-25.2%
Oct '18	\$397K	12.4%
Oct '17	\$353K	67.8%

Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K	\$350K	\$297K
Prior Year	\$353K	\$340K	\$173K	\$316K	\$192K	\$381K	\$356K	\$389K	\$310K	\$456K	\$440K	\$326K	\$397K
Percent Change from Prior Year	12%	4%	38%	-45%	14%	-2%	-23%	-25%	71%	11%	-26%	7%	-25%

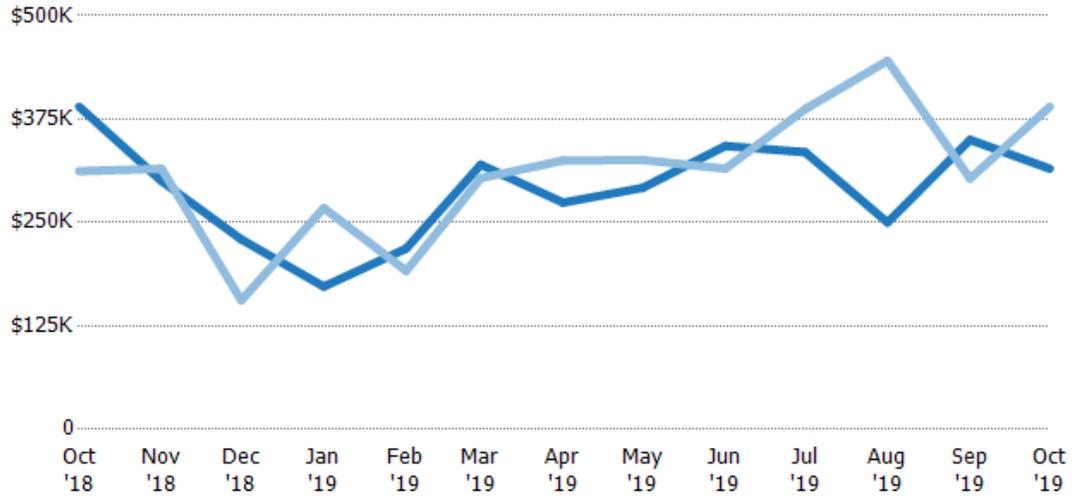
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Manchester Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Oct '19	\$315K	-19.2%
Oct '18	\$390K	25%
Oct '17	\$312K	57.1%



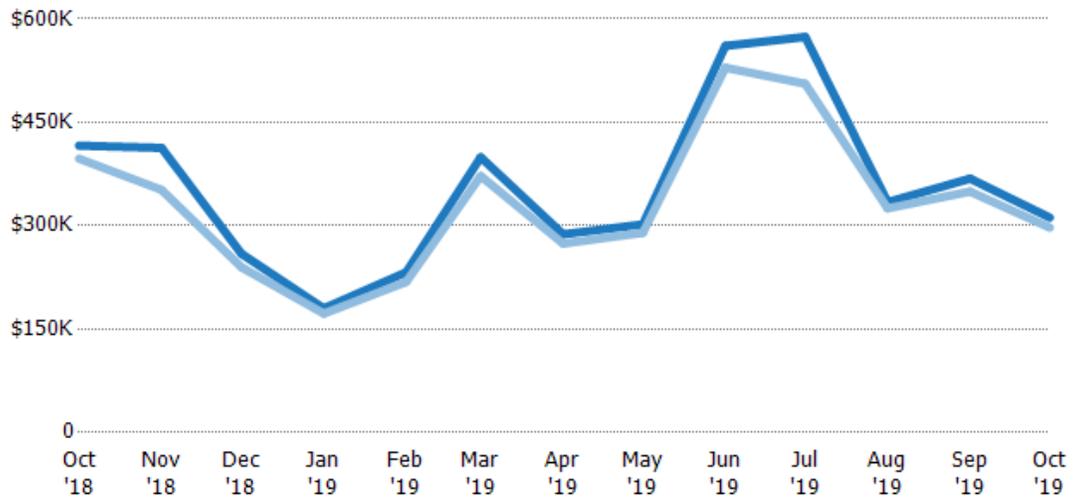
Current Year	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K	\$250K	\$350K	\$315K
Prior Year	\$312K	\$315K	\$156K	\$268K	\$192K	\$304K	\$325K	\$326K	\$315K	\$387K	\$446K	\$303K	\$390K
Percent Change from Prior Year	25%	-5%	47%	-36%	14%	5%	-16%	-10%	9%	-13%	-44%	16%	-19%

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



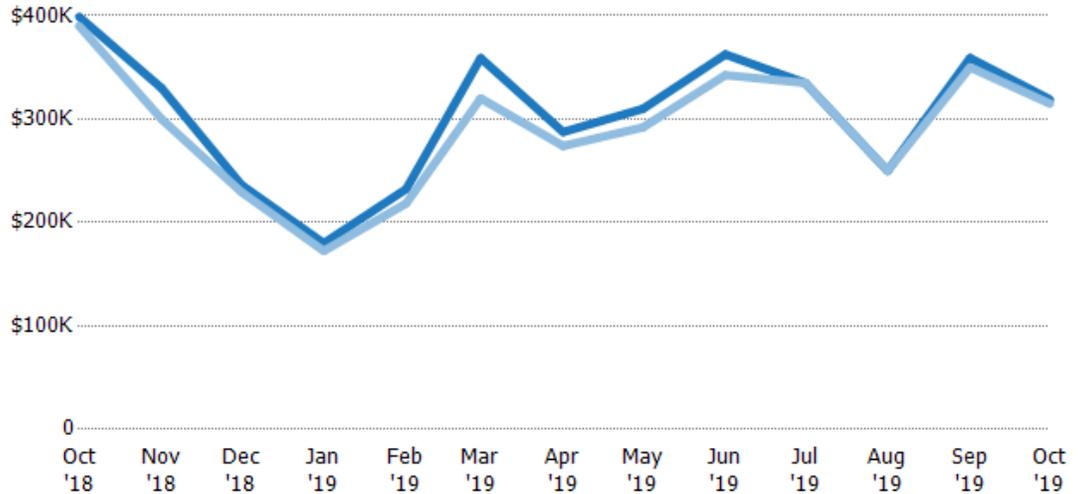
Avg List Price	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K	\$368K	\$312K
Avg Sales Price	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K	\$350K	\$297K
Avg Sales Price as a % of Avg List Price	95%	85%	92%	96%	94%	93%	95%	96%	94%	88%	97%	95%	95%

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



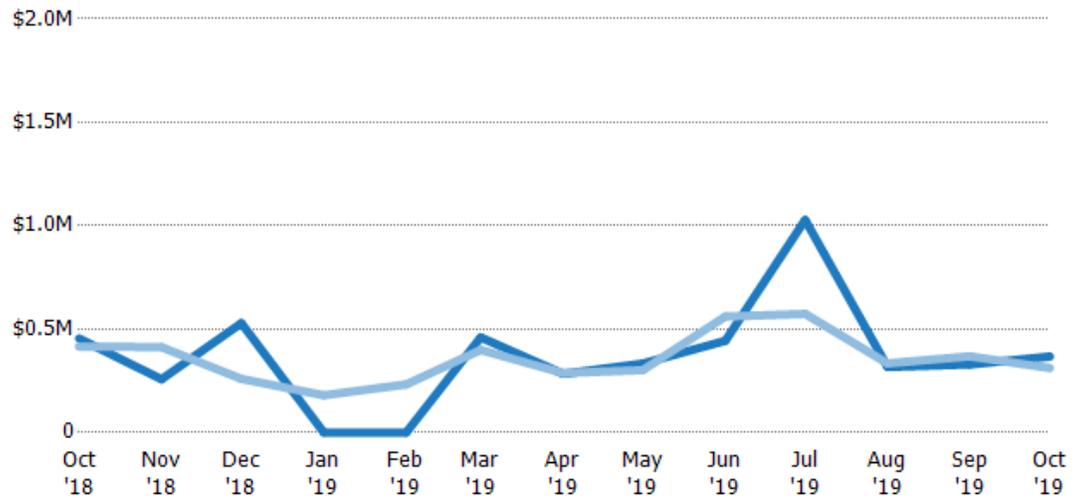
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K	\$250K	\$359K	\$319K
Median Sales Price	\$390K	\$300K	\$230K	\$173K	\$219K	\$320K	\$274K	\$292K	\$343K	\$335K	\$250K	\$350K	\$315K
Med Sales Price as a % of Med List Price	98%	91%	97%	96%	94%	89%	95%	94%	94%	100%	100%	97%	99%

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



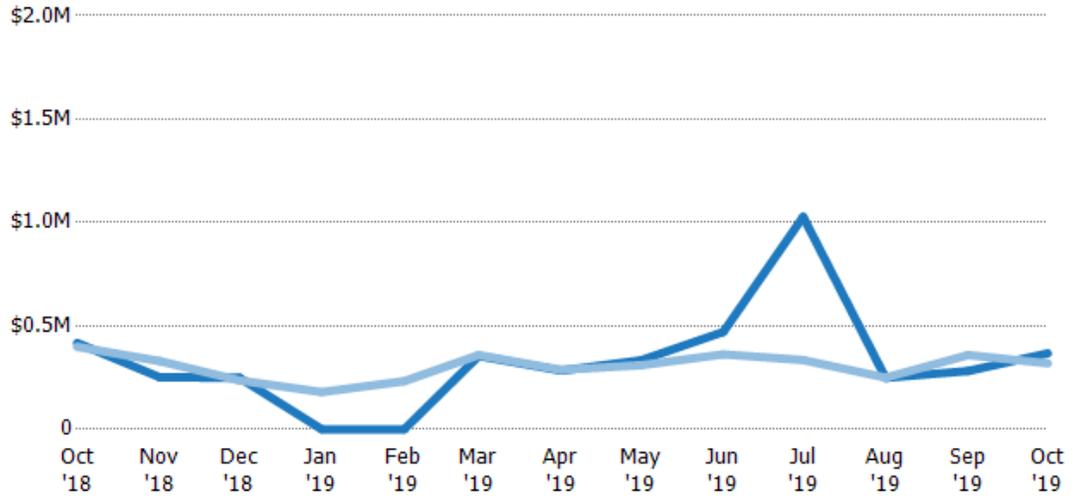
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$455K	\$257K	\$529K	\$0	\$0	\$460K	\$284K	\$334K	\$444K	\$1.03M	\$317K	\$329K	\$367K
Avg Sales Price	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K	\$368K	\$312K
Avg Sales Price as a % of Avg Est Value	91%	160%	49%	100%	100%	87%	101%	91%	126%	56%	105%	112%	85%

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 Center, VT 05255,
Manchester, VT 05254
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$418K	\$252K	\$249K	\$0	\$0	\$355K	\$284K	\$334K	\$471K	\$1.03M	\$249K	\$282K	\$367K
Median Sales Price	\$399K	\$330K	\$236K	\$180K	\$232K	\$359K	\$288K	\$310K	\$363K	\$335K	\$250K	\$359K	\$319K
Med Sales Price as a % of Med Est Value	95%	131%	95%	100%	100%	101%	101%	93%	77%	33%	101%	127%	87%