

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	11	-9.1%	72	92	-21.7%
New Listing Volume	\$4,068,925	\$5,139,900	-20.8%	\$44,517,875	\$38,935,800	+14.3%
Active Listing Count	50	68	-26.5%	NA	NA	
Active Listing Volume	\$34,383,825	\$30,434,400	+13%	NA	NA	
Average Listing Price	\$687,677	\$447,565	+53.6%	\$537,768	\$441,175	+21.9%
Median Listing Price	\$442,000	\$348,500	+26.8%	\$366,100	\$366,419	-0.1%
Median Days in RPR	106.5	131.5	-19%	163.43	158.15	+3.3%
Months of Inventory	7.1	6.8	+5%	8	16.9	-52.5%
Absorption Rate	14%	14.71%	-0.7%	12.47%	5.92%	+6.6%
Sales Activity Charts Metrics			1			
New Pending Sales Count	7	9	-22.2%	60	70	-14.3%
New Pending Sales Volume	\$2,185,000	\$3,840,800	-43.1%	\$26,244,900	\$27,701,500	-5.3%
Pending Sales Count	9	14	-35.7%	N/A	N/A	
Pending Sales Volume	\$2,775,900	\$5,897,800	-52.9%	N/A	N/A	
Closed Sales Count	9	9	+	44	59	-25.4%
Closed Sales Volume	\$3,146,000	\$2,934,600	+7.2%	\$15,905,085	\$21,495,350	-26%
Average Sales Price	\$349,556	\$326,067	+7.2%	\$361,479	\$364,328	-0.8%
Median Sales Price	\$350,000	\$303,000	+15.5%	\$304,580	\$334,331	-8.9%





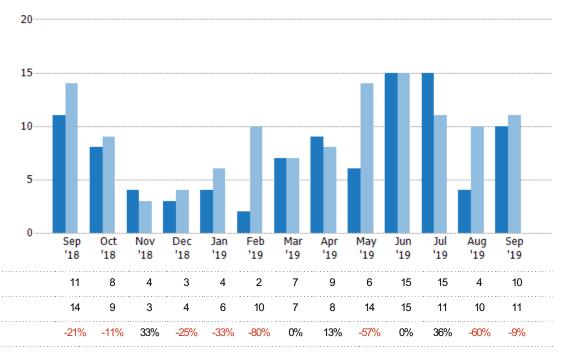
#### **New Listings**

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.
Sep '19	10	-9.1%
Sep '18	11	-21.4%
Sep '17	14	-78.6%



#### **New Listing Volume**

Percent Change from Prior Year

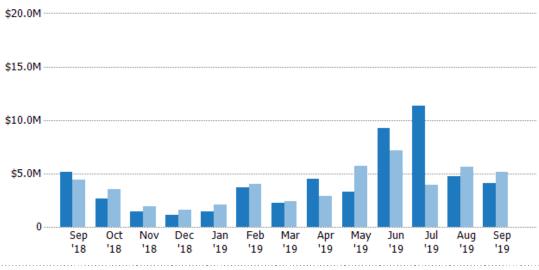
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$4.07M	-20.8%
Sep '18	\$5.14M	16.2%
Sep '17	\$4.42M	-55.8%



Current Year \$5.14M \$2.65M \$1.42M \$1.08M \$1.4M \$3.71M \$2.23M \$4.5M \$3.28M \$9.28M \$11.3M \$4.72M \$4.07M

\$4.42M \$3.53M \$1.88M \$1.57M \$2.05M \$3.98M \$2.39M \$2.9M \$5.73M \$7.15M \$3.95M \$5.64M \$5.14M

Percent Change from Prior Year 16% -25% -31% -32% -7% -7% 55% -43% 30% 187% -16% -21%

Prior Year





#### **Active Listings**

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

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

Month/ Year	Count	% Chg.
Sep '19	50	-26.5%
Sep '18	68	-1.4%
Sep '17	69	2.9%



### **Active Listing Volume**

Percent Change from Prior Year

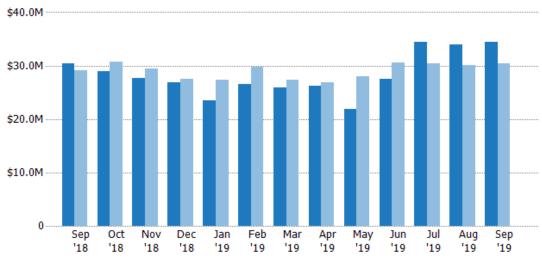
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$34.4M	13%
Sep '18	\$30.4M	4.3%
Sep '17	\$29.2M	13.1%



 Current Year
 \$30.4M \$28.9M \$27.7M \$26.9M \$23.5M \$26.6M \$25.9M \$26.3M \$21.8M \$27.5M \$34.5M \$33.9M \$34.4M

 Prior Year
 \$29.2M \$30.7M \$29.4M \$27.5M \$27.3M \$29.8M \$27.3M \$29.8M \$27.3M \$26.9M \$27.9M \$30.5M \$30.5M \$30.1M \$30.4M

 Percent Change from Prior Year
 4% -6% -6% -2% -14% -11% -5% -2% -2% -2% -10% 13% 13% 13%

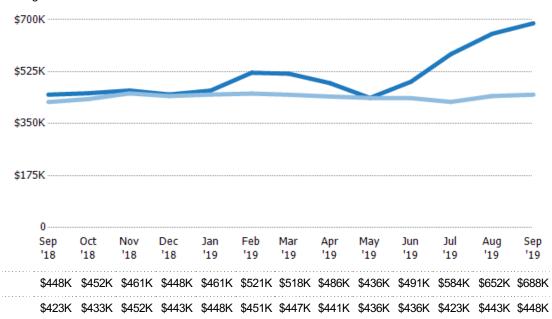


#### **Average Listing Price**

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







16%

10%

13%

38%

### **Median Listing Price**

Percent Change from Prior Year

Current Year

Prior Year

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

6%

4%

2%

3%

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

Month/ Year	Price	% Chg.
Sep '19	\$442K	26.8%
Sep '18	\$349K	-0.1%
Sep '17	\$349K	5.2%

Percent Change from Prior Year

\$50	0K												
\$37	5K												
\$25	0K												
\$12	5K												
	0												
	Sep '18	Oct '18	Nov '18	Dec '18		Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
	\$349K	\$344K	\$354K	\$344K	\$375K	\$379K	\$357K	\$332K	\$325K	\$332K	\$369K	\$389K	\$442K
	\$349K	\$349K	\$372K	\$361K	\$350K	\$374K	\$379K	\$375K	\$385K	\$377K	\$363K	\$349K	\$349K
	0%	-1%	-5%	-5%	7%	1%	-6%	-11%	-15%	-12%	2%	11%	27%



Current Year

Prior Year



Avg Est Value

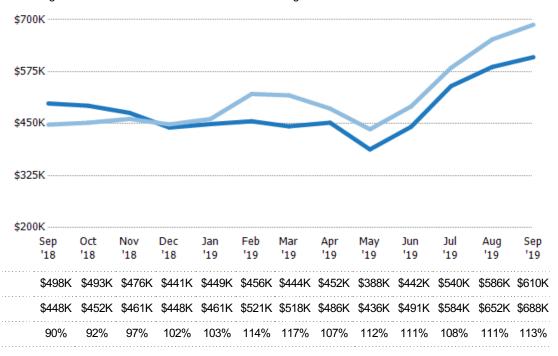
Avg Listing Price

### Market Data Report

#### 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.



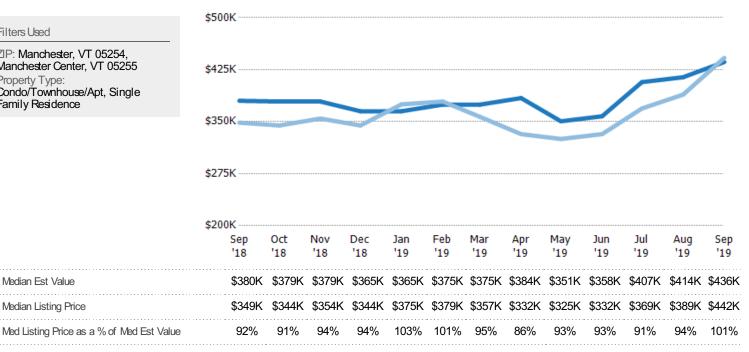


#### Median Listing Price vs Median Est Value

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

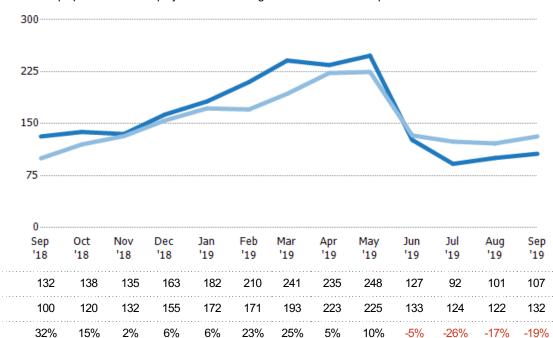


#### Median Days in RPR

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

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

Month/ Year	Days	% Chg.
Sep '19	107	-19%
Sep '18	132	31.5%
Sep '17	100	37%



### Months of Inventory

Percent Change from Prior Year

Current Year

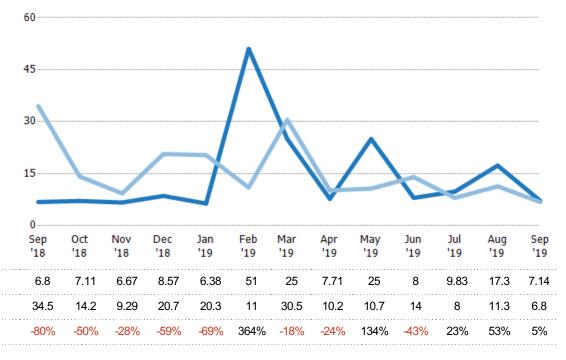
Prior Year

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

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

Month/ Year	Months	% Chg.
Sep '19	7.14	5%
Sep '18	6.8	-80.3%
Sep '17	34.5	-81.3%

Percent Change from Prior Year



Current Year

Prior Year



Current Year

Prior Year

Change from Prior Year

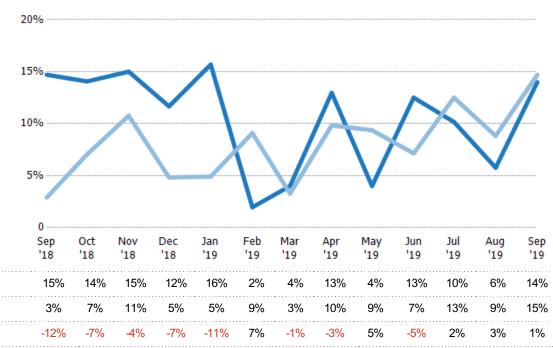
## Market Data Report

#### **Absorption Rate**

The percentage of inventory sold per month.

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

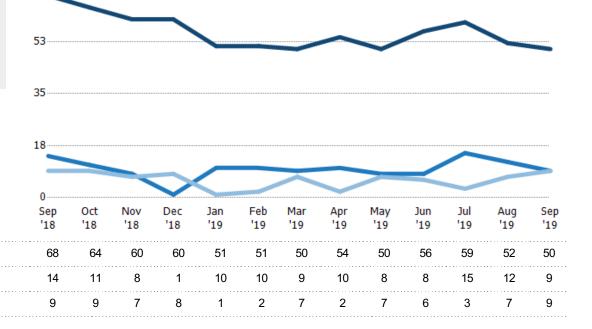
Month/ Year	Rate	Chg.
Sep '19	14%	0.7%
Sep '18	15%	-11.8%
Sep '17	3%	436%



### Active/Pending/Sold Units

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

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



Active

Sold

Pending

Current Year

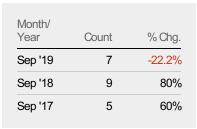
Prior Year

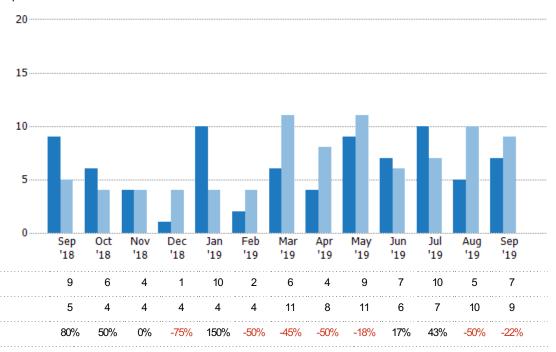
## Market Data Report

#### **New Pending Sales**

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







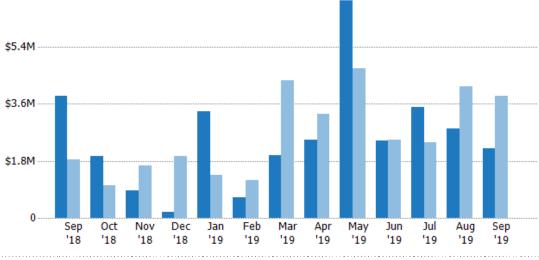
### New Pending Sales Volume

Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$2.19M	-43.1%
Sep '18	\$3.84M	108.4%
Sep '17	\$1.84M	209.9%



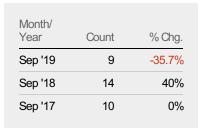
| '18 | '18 | '18 | '18 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19

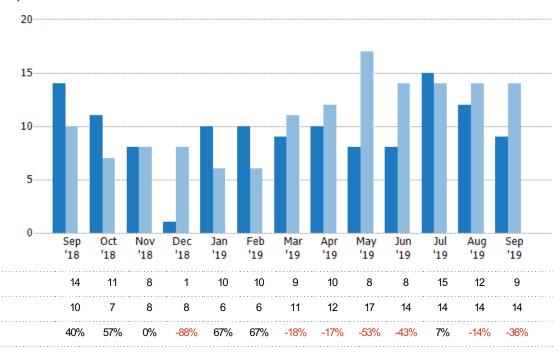


#### **Pending Sales**

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







### Pending Sales Volume

Percent Change from Prior Year

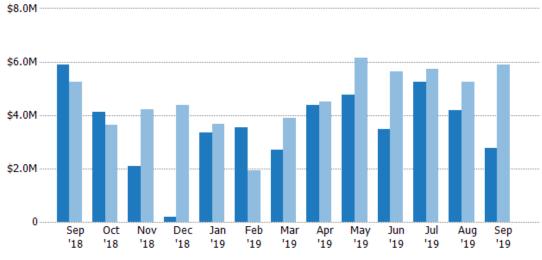
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$2.78M	-52.9%
Sep '18	\$5.9M	12.4%
Sep '17	\$5.25M	36%







#### **Closed Sales**

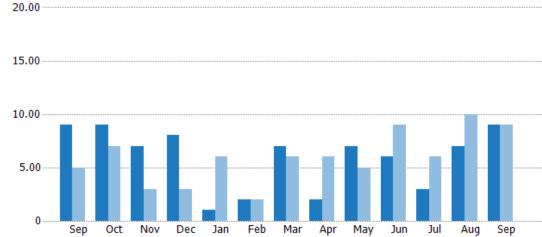
The total number of residential properties sold each month.

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

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

Month/ Year	Count	% Chg.
Sep '19	9	0%
Sep '18	9	80%
Sep '17	5	0%



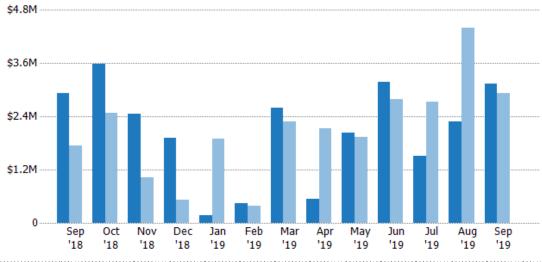
Sep '17 5	0%	U	Sep '18	0ct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	
Current Year			9	9	7	8	1	2	7	2	7	6	3	7	9	
Prior Year			5	7	3	3	6	2	6	6	5	9	6	10	9	
Percent Change from F	Prior Year		80%	29%	133%	167%	-83%	0%	17%	-67%	40%	-33%	-50%	-30%	0%	

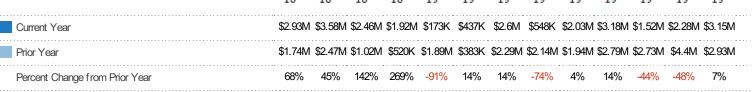
#### **Closed Sales Volume**

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$3.15M	7.2%
Sep '18	\$2.93M	68.4%
Sep '17	\$1.74M	5%



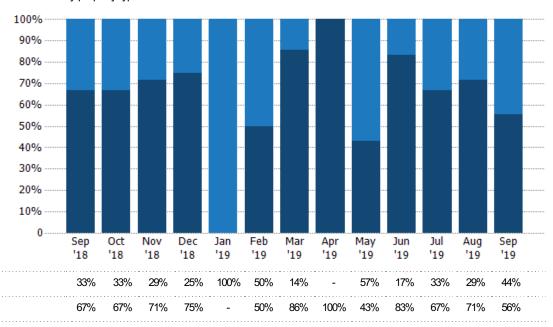




#### Closed Sales by Property Type

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

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



### **Average Sales Price**

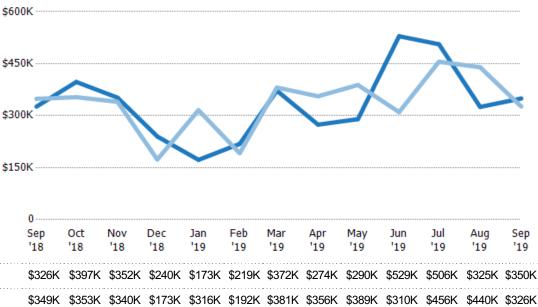
Single Family Residence

Condo/Townhouse

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

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

Month/ Year	Price	% Chg.
Sep '19	\$350K	7.2%
Sep '18	\$326K	-6.4%
Sep '17	\$349K	5%



14%

-2%

-45%



-23%

-25%

71%

11%

7%

-26%

4%

38%

Current Year

Current Year

Prior Year

## Market Data Report

#### **Median Sales Price**

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

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

Price	% Chg.
\$350K	15.5%
\$303K	-5.3%
\$320K	-39.1%
	\$350K \$303K

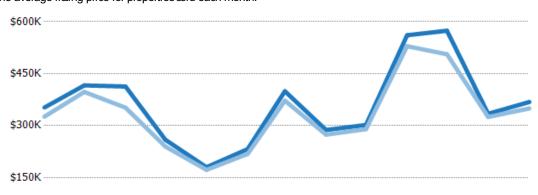
Percent Change from Prior Year



### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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



	U												
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$352K	\$416K	\$413K	\$259K	\$180K	\$232K	\$399K	\$288K	\$302K	\$561K	\$574K	\$334K	\$368K
Avg Sales Price	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$372K	\$274K	\$290K	\$529K	\$506K	\$325K	\$350K
Avg Sales Price as a % of Avg List Price	93%	95%	85%	92%	96%	94%	93%	95%	96%	94%	88%	97%	95%

47%



#### 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



#### Average Sales Price vs Average Est Value

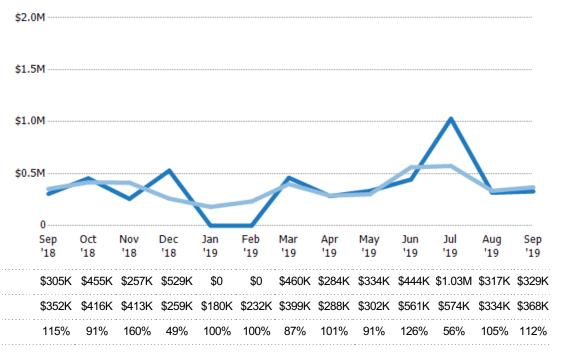
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

## Market Data Report

#### 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





