

## Summary of Key Listing and Sales Metrics

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

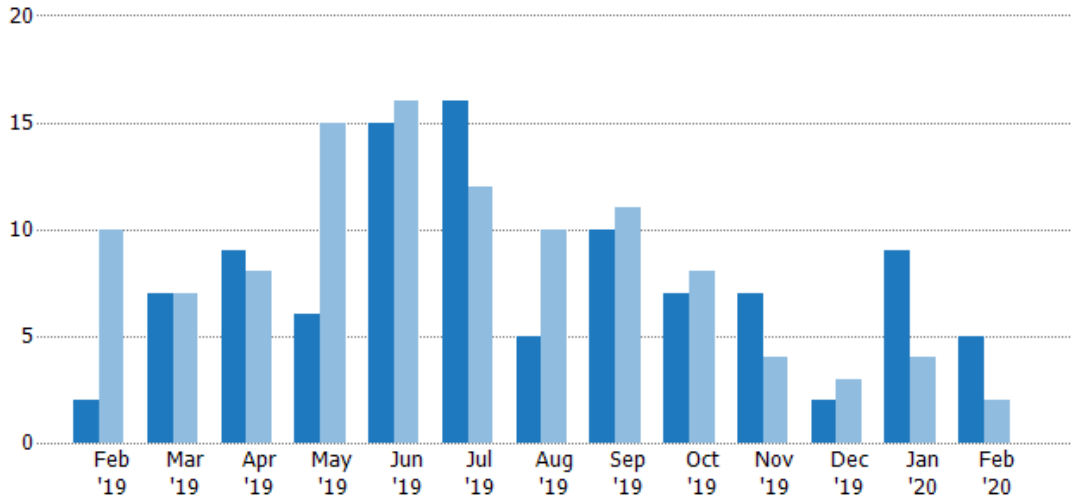
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	2	+150%	14	6	+133.3%
New Listing Volume	\$1,771,400	\$3,712,000	-52.3%	\$9,753,900	\$5,112,000	+90.8%
Active Listing Count	49	55	-10.9%	N/A	N/A	
Active Listing Volume	\$31,489,200	\$28,991,600	+8.6%	N/A	N/A	
Average Listing Price	\$642,637	\$527,120	+21.9%	\$642,360	\$499,229	+28.7%
Median Listing Price	\$459,000	\$399,000	+15%	\$462,060	\$394,500	+17.1%
Median Days in RPR	204	210	-2.9%	186.5	200.67	-7.1%
Months of Inventory	16.3	55	-70.3%	33.3	13.8	+142.4%
Absorption Rate	6.12%	1.82%	+4.3%	3%	7.27%	-4.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	2	+250%	11	12	-8.3%
New Pending Sales Volume	\$3,129,000	\$644,000	+385.9%	\$4,492,000	\$3,995,300	+12.4%
Pending Sales Count	9	10	-10%	N/A	N/A	
Pending Sales Volume	\$3,656,000	\$3,530,400	+3.6%	N/A	N/A	
Closed Sales Count	3	2	+50%	6	3	+100%
Closed Sales Volume	\$813,900	\$437,000	+86.2%	\$1,668,900	\$609,500	+173.8%
Average Sales Price	\$271,300	\$218,500	+24.2%	\$278,150	\$203,167	+36.9%
Median Sales Price	\$275,000	\$218,500	+25.9%	\$280,000	\$203,167	+37.8%

## 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



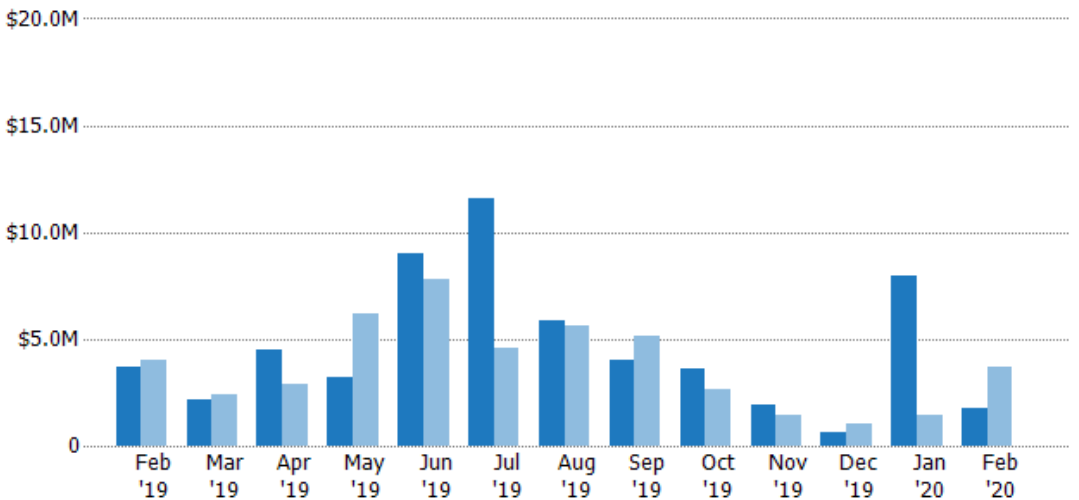
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '20	5	2	150%
Feb '19	2	10	-80%
Feb '18	10	10	-60%

## 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



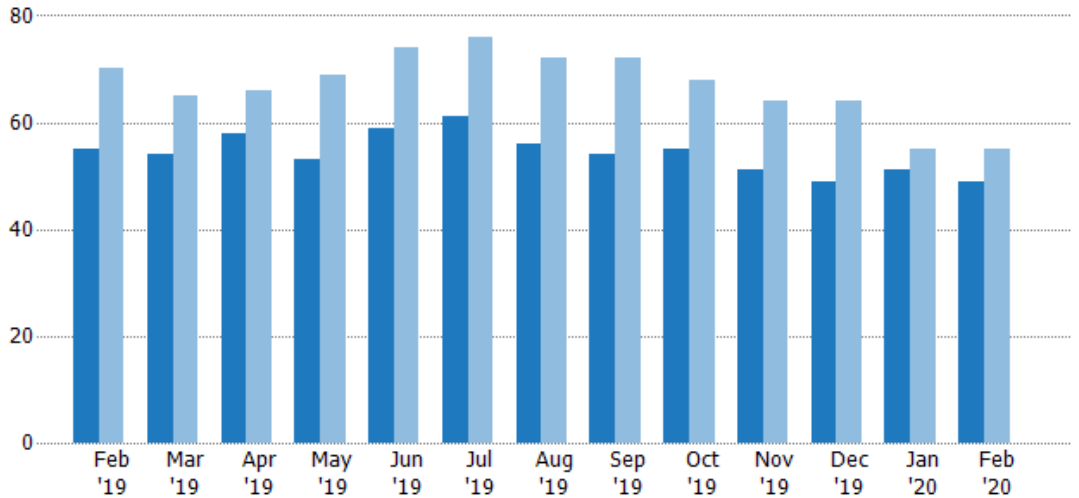
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '20	\$1.77M	\$3.71M	-52.3%
Feb '19	\$3.71M	\$3.98M	-6.7%
Feb '18	\$3.98M	\$3.98M	-70.6%

## 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



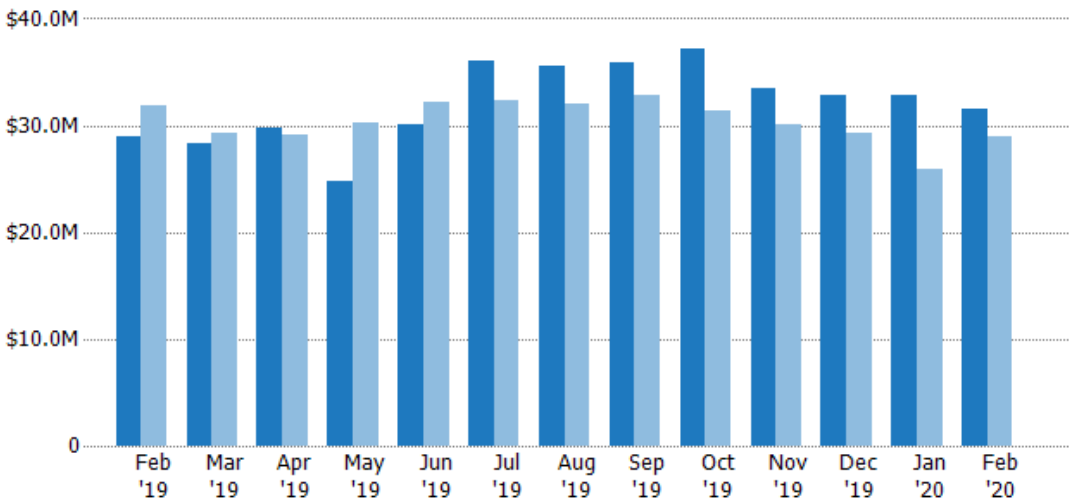
Month/Year	Count	% Chg.
Feb '20	49	-10.9%
Feb '19	55	-21.4%
Feb '18	70	-22.9%

## 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.
Feb '20	\$31.5M	8.6%
Feb '19	\$29M	-8.9%
Feb '18	\$31.8M	-18.4%

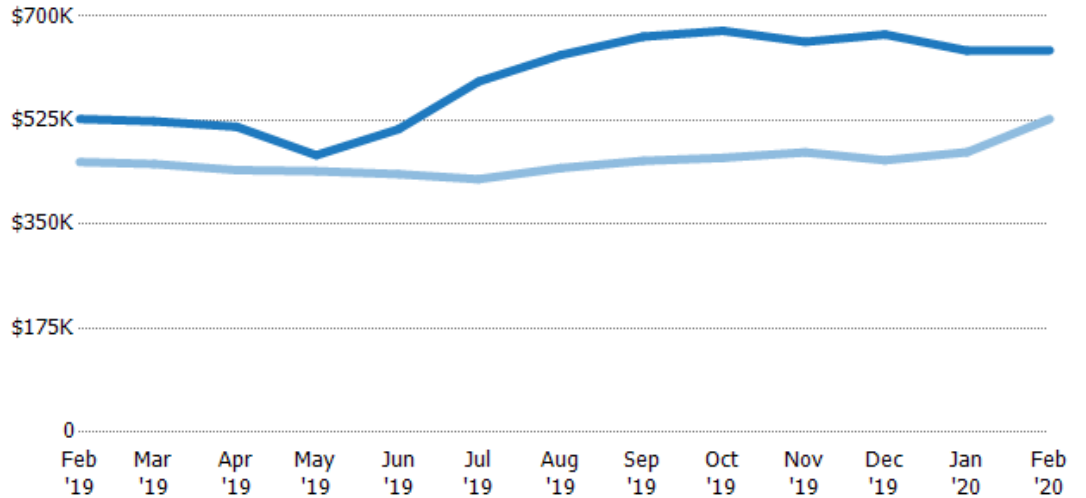
## Average Listing Price

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.
Feb '20	\$643K	21.9%
Feb '19	\$527K	15.9%
Feb '18	\$455K	5.7%



Current Year	\$527K	\$523K	\$514K	\$466K	\$510K	\$590K	\$635K	\$666K	\$676K	\$657K	\$669K	\$642K	\$643K
Prior Year	\$455K	\$451K	\$441K	\$439K	\$434K	\$426K	\$445K	\$457K	\$462K	\$471K	\$458K	\$471K	\$527K
Percent Change from Prior Year	16%	16%	17%	6%	17%	39%	43%	46%	46%	39%	46%	36%	22%

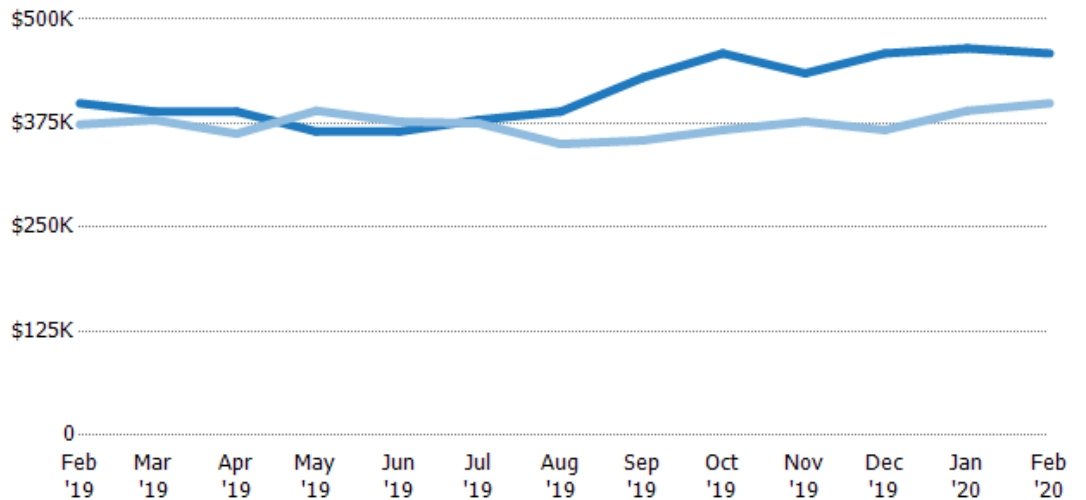
## Median Listing Price

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.
Feb '20	\$459K	15%
Feb '19	\$399K	6.8%
Feb '18	\$374K	-6.3%



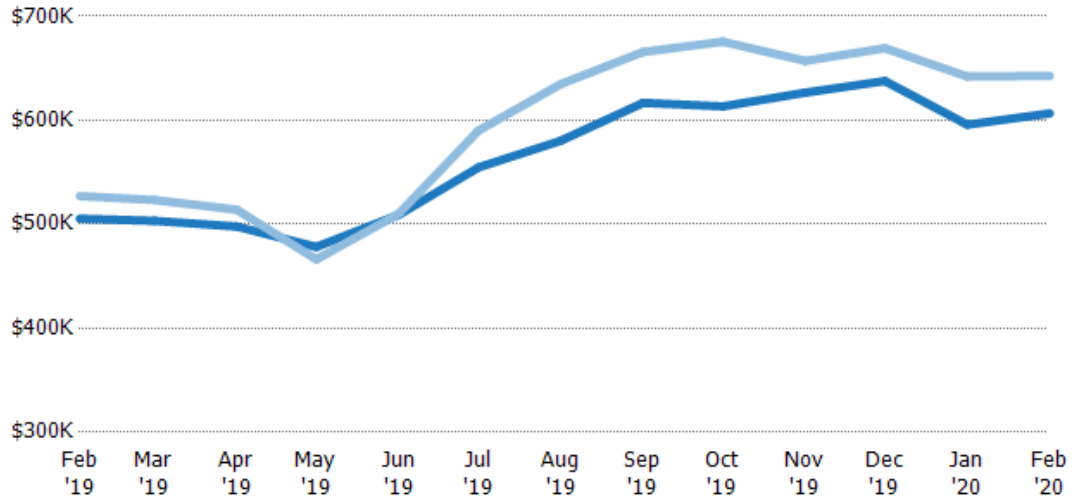
Current Year	\$399K	\$389K	\$389K	\$365K	\$365K	\$379K	\$389K	\$430K	\$459K	\$435K	\$459K	\$465K	\$459K
Prior Year	\$374K	\$379K	\$363K	\$390K	\$377K	\$375K	\$350K	\$354K	\$367K	\$377K	\$367K	\$390K	\$399K
Percent Change from Prior Year	7%	3%	7%	-6%	-3%	1%	11%	21%	25%	15%	25%	19%	15%

## 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



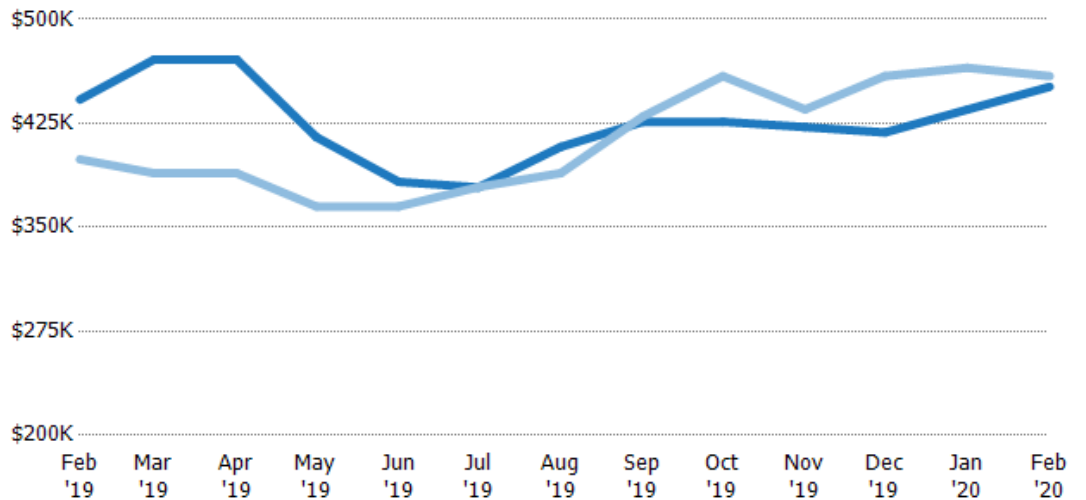
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$505K	\$503K	\$498K	\$478K	\$509K	\$555K	\$580K	\$617K	\$613K	\$627K	\$638K	\$596K	\$607K
Avg Listing Price	\$527K	\$523K	\$514K	\$466K	\$510K	\$590K	\$635K	\$666K	\$676K	\$657K	\$669K	\$642K	\$643K
Avg Listing Price as a % of Avg Est Value	104%	104%	103%	97%	100%	106%	109%	108%	110%	105%	105%	108%	106%

## 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



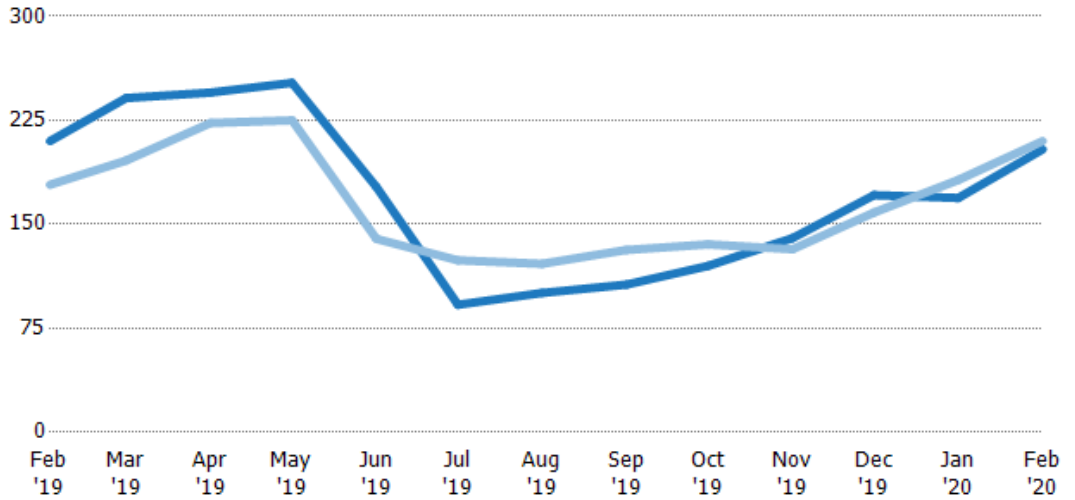
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$442K	\$471K	\$471K	\$415K	\$383K	\$379K	\$408K	\$426K	\$426K	\$422K	\$418K	\$435K	\$451K
Median Listing Price	\$399K	\$389K	\$389K	\$365K	\$365K	\$379K	\$389K	\$430K	\$459K	\$435K	\$459K	\$465K	\$459K
Med Listing Price as a % of Med Est Value	90%	83%	83%	88%	95%	100%	95%	101%	108%	103%	110%	107%	102%

## 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.
Feb '20	204	-2.9%
Feb '19	210	17.6%
Feb '18	179	28%

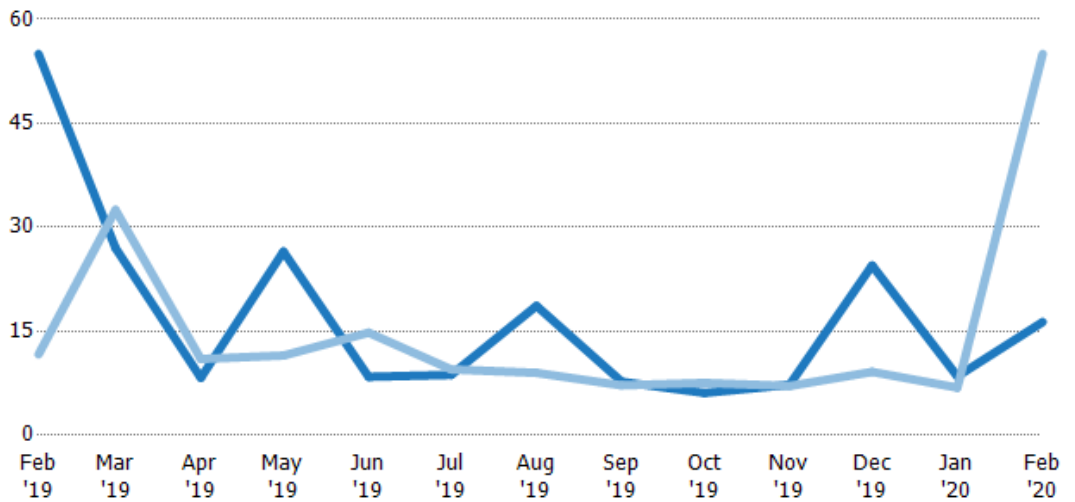
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	210	241	245	252	177	92	101	107	120	140	171	169	204
Prior Year	179	196	223	225	140	124	122	132	136	132	159	182	210
Percent Change from Prior Year	18%	23%	10%	12%	27%	-26%	-17%	-19%	-11%	6%	8%	-7%	-3%

## 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.
Feb '20	16.3	-70.3%
Feb '19	55	371.4%
Feb '18	11.7	54.3%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	55	27	8.29	26.5	8.43	8.71	18.7	7.71	6.11	7.29	24.5	8.5	16.3
Prior Year	11.7	32.5	11	11.5	14.8	9.5	9	7.2	7.56	7.11	9.14	6.88	55
Percent Change from Prior Year	371%	-17%	-25%	130%	-43%	-8%	107%	7%	-19%	2%	168%	24%	-70%

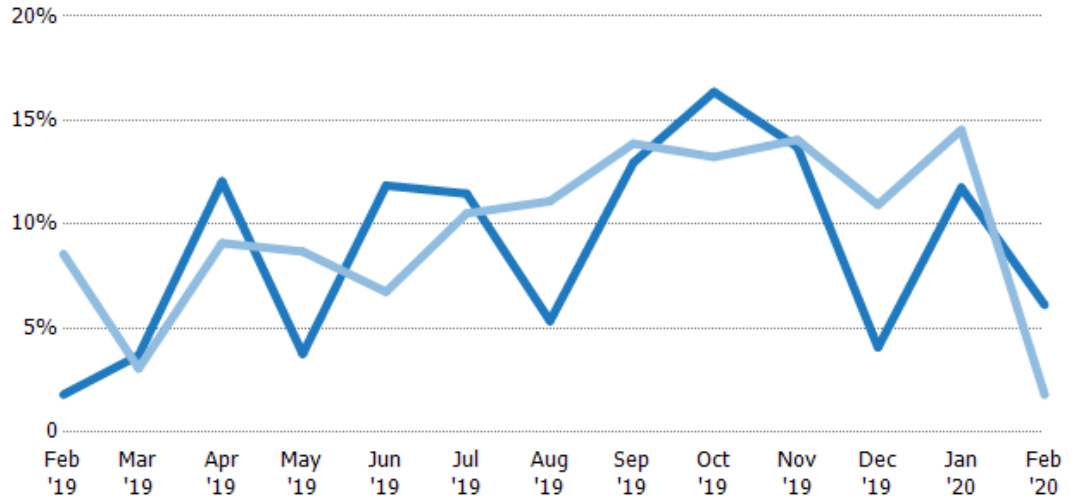
## Absorption Rate

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.
Feb '20	6%	-4.3%
Feb '19	2%	6.8%
Feb '18	9%	-35.2%



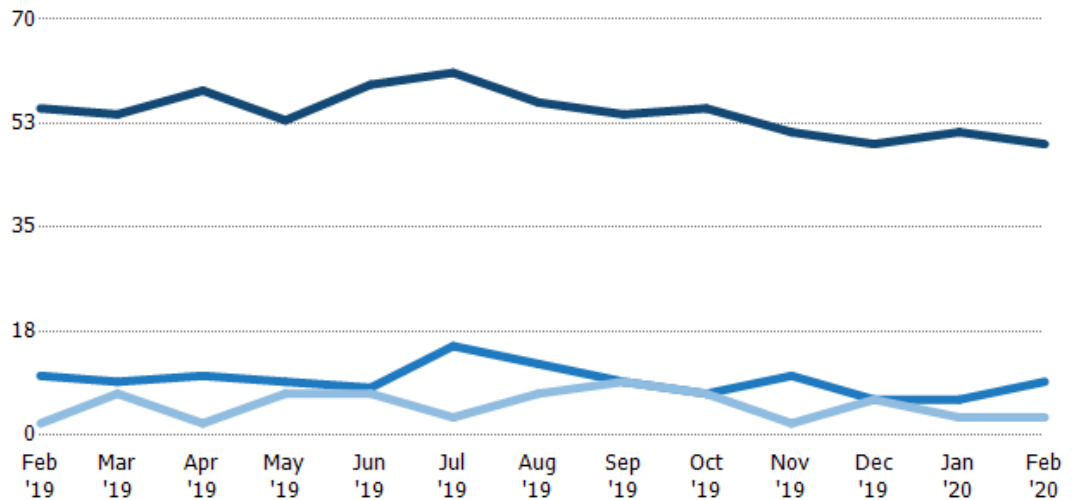
Current Year	2%	4%	12%	4%	12%	11%	5%	13%	16%	14%	4%	12%	6%
Prior Year	9%	3%	9%	9%	7%	11%	11%	14%	13%	14%	11%	15%	2%
Change from Prior Year	7%	-1%	-3%	5%	-5%	-1%	6%	1%	-3%	0%	7%	3%	-4%

## 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	55	54	58	53	59	61	56	54	55	51	49	51	49
Pending	10	9	10	9	8	15	12	9	7	10	6	6	9
Sold	2	7	2	7	7	3	7	9	7	2	6	3	3

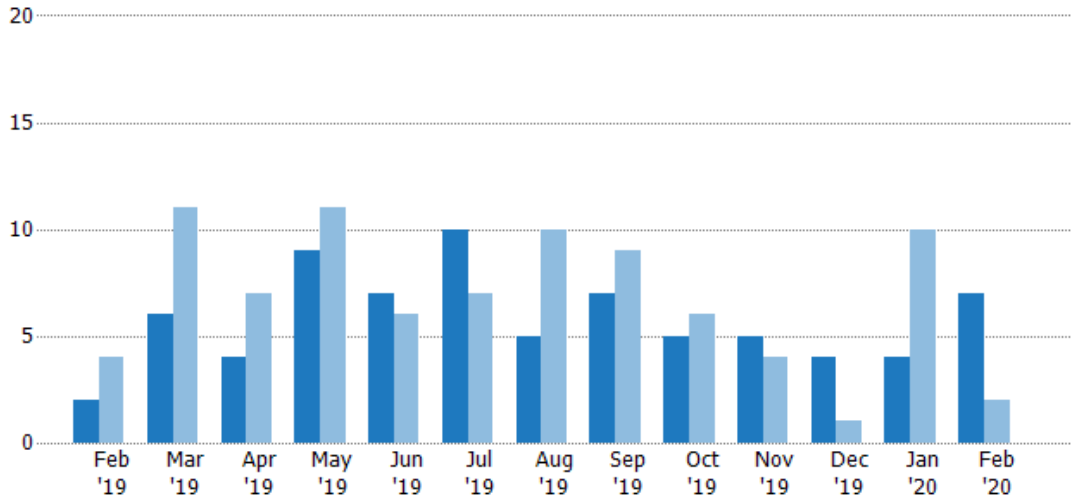
## New Pending Sales

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.
Feb '20	7	250%
Feb '19	2	-50%
Feb '18	4	25%



Current Year	2	6	4	9	7	10	5	7	5	5	4	4	7
Prior Year	4	11	7	11	6	7	10	9	6	4	1	10	2
Percent Change from Prior Year	-50%	-45%	-43%	-18%	17%	43%	-50%	-22%	-17%	25%	300%	-60%	250%

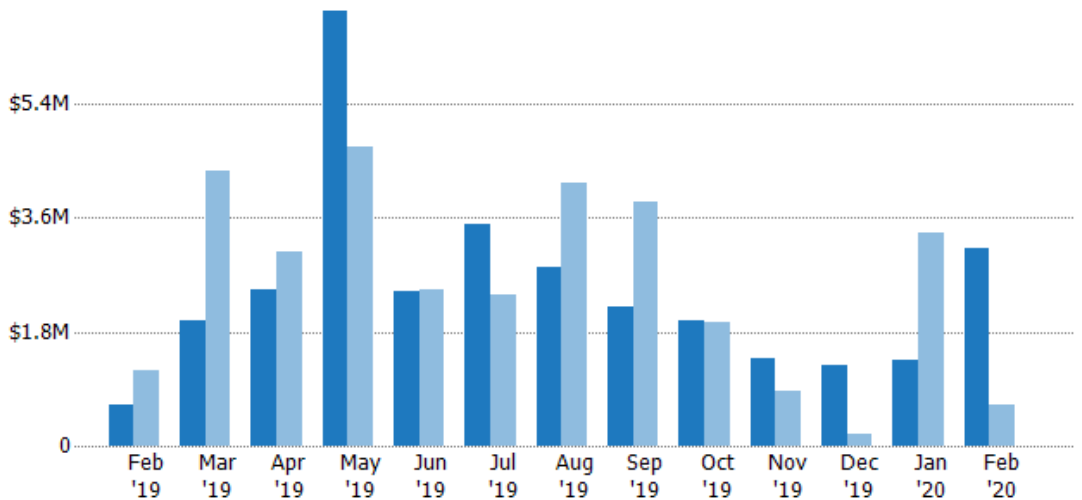
## New Pending Sales Volume

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.
Feb '20	\$3.13M	385.9%
Feb '19	\$644K	-46.1%
Feb '18	\$1.2M	39.6%



Current Year	\$644K	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.39M	\$1.28M	\$1.36M	\$3.13M
Prior Year	\$1.2M	\$4.35M	\$3.06M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$858K	\$180K	\$3.35M	\$644K
Percent Change from Prior Year	-46%	-55%	-19%	46%	-1%	47%	-32%	-43%	1%	62%	610%	-59%	386%



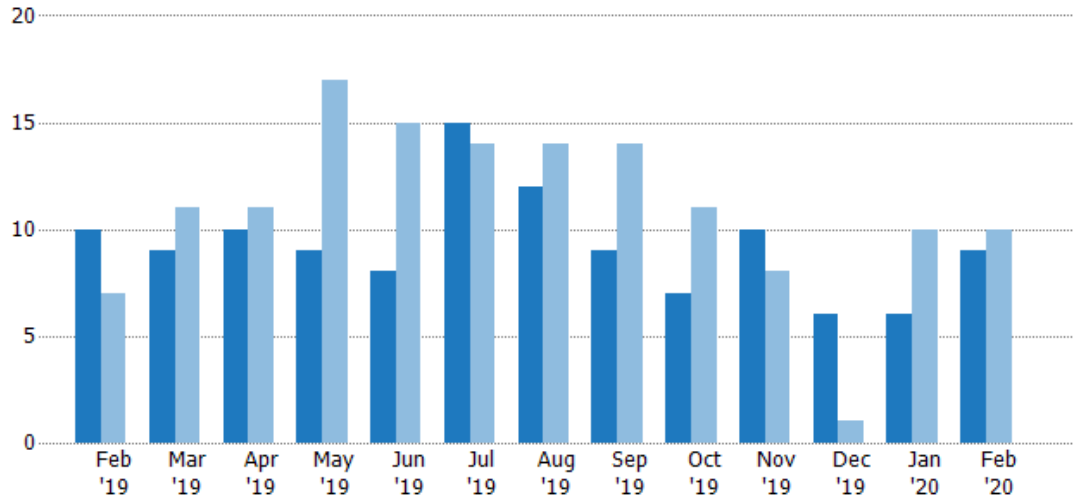
## Pending Sales

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.
Feb '20	9	-10%
Feb '19	10	42.9%
Feb '18	7	14.3%



Current Year	10	9	10	9	8	15	12	9	7	10	6	6	9
Prior Year	7	11	11	17	15	14	14	14	11	8	1	10	10
Percent Change from Prior Year	43%	-18%	-9%	-47%	-47%	7%	-14%	-36%	-36%	25%	500%	-40%	-10%

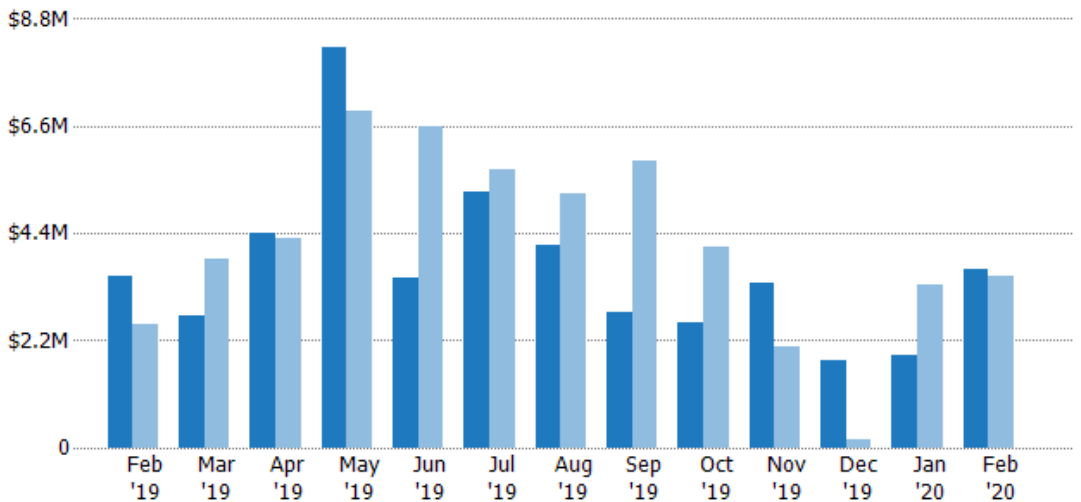
## Pending Sales Volume

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.
Feb '20	\$3.66M	3.6%
Feb '19	\$3.53M	39.8%
Feb '18	\$2.53M	59.8%



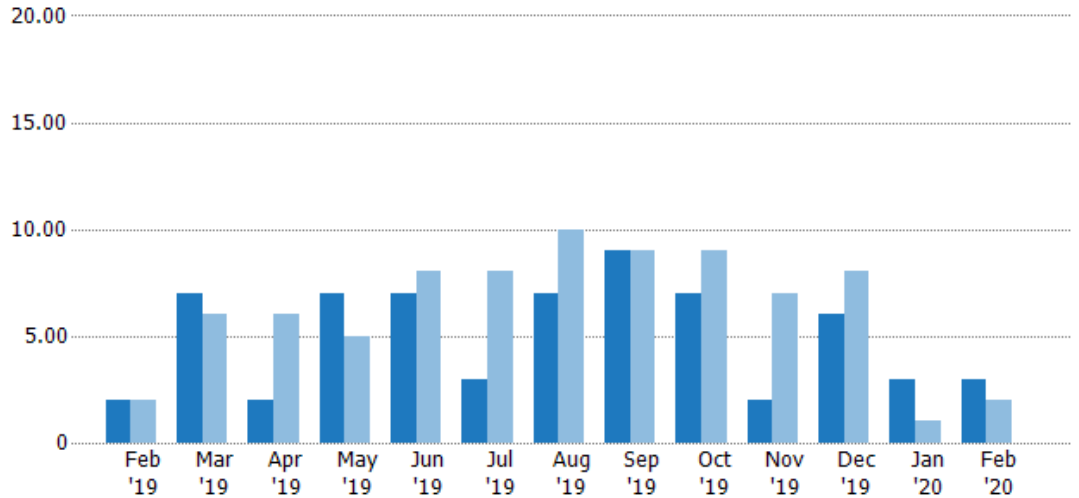
Current Year	\$3.53M	\$2.71M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.39M	\$1.8M	\$1.91M	\$3.66M
Prior Year	\$2.53M	\$3.88M	\$4.28M	\$6.9M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.35M	\$3.53M
Percent Change from Prior Year	40%	-30%	2%	19%	-47%	-8%	-20%	-53%	-37%	63%	903%	-43%	4%

## 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.
Feb '20	3	50%
Feb '19	2	0%
Feb '18	2	50%

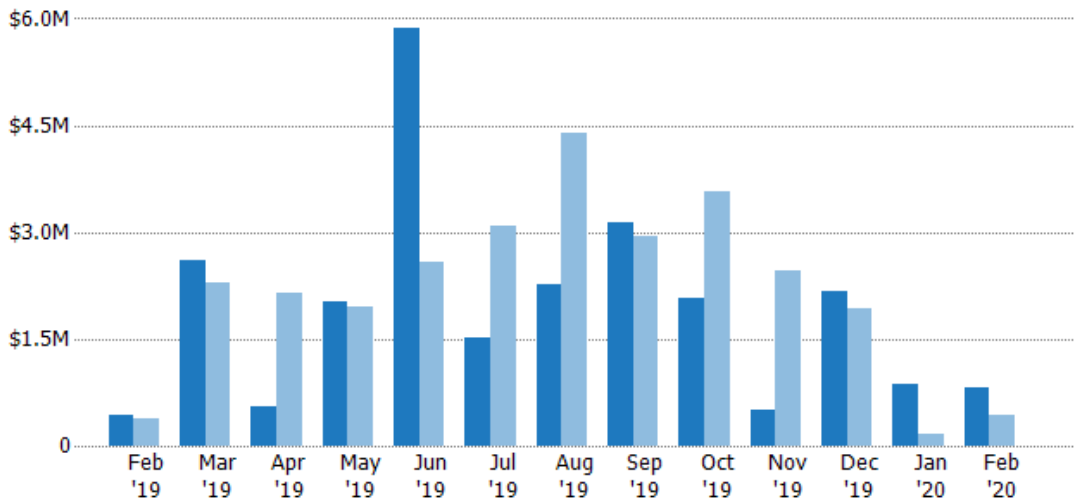
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	2	7	2	7	7	3	7	9	7	2	6	3	3
Prior Year	2	6	6	5	8	8	10	9	9	7	8	1	2
Percent Change from Prior Year	0%	17%	-67%	40%	-13%	-63%	-30%	0%	-22%	-71%	-25%	200%	50%

## 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



Month/Year	Volume	% Chg.
Feb '20	\$814K	86.2%
Feb '19	\$437K	14.1%
Feb '18	\$383K	55.2%

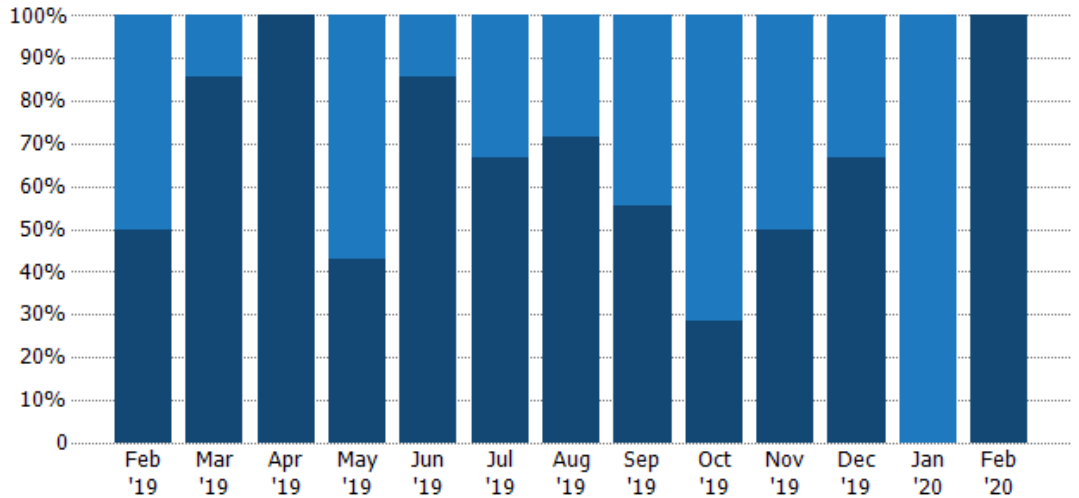
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$437K	\$2.6M	\$548K	\$2.03M	\$5.88M	\$1.52M	\$2.28M	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K	\$814K
Prior Year	\$383K	\$2.29M	\$2.14M	\$1.94M	\$2.59M	\$3.09M	\$4.4M	\$2.93M	\$3.58M	\$2.46M	\$1.92M	\$173K	\$437K
Percent Change from Prior Year	14%	14%	-74%	4%	127%	-51%	-48%	7%	-42%	-79%	13%	396%	86%

## 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



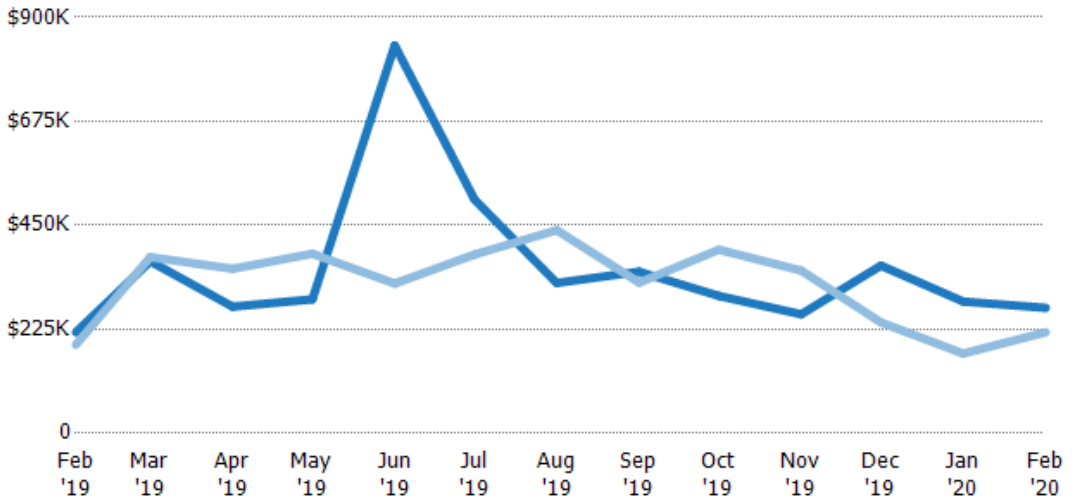
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	50%	14%	-	57%	14%	33%	29%	44%	71%	50%	33%	100%	-
Single Family Residence	50%	86%	100%	43%	86%	67%	71%	56%	29%	50%	67%	-	100%

## 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.
Feb '20	\$271K	24.2%
Feb '19	\$219K	14.1%
Feb '18	\$192K	3.5%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$219K	\$372K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K
Prior Year	\$192K	\$381K	\$356K	\$389K	\$324K	\$387K	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K
Percent Change from Prior Year	14%	-2%	-23%	-25%	159%	31%	-26%	7%	-25%	-27%	51%	65%	24%

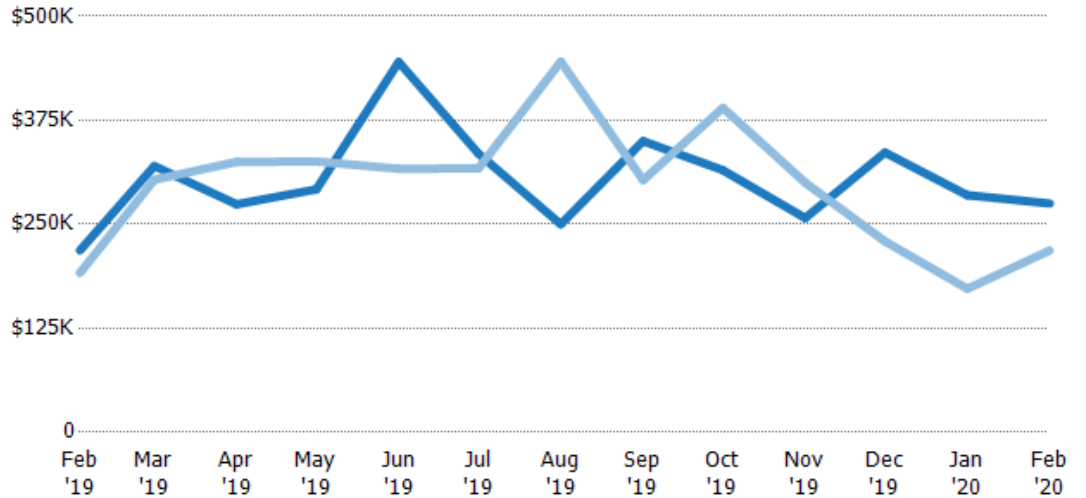
## Median Sales Price

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.
Feb '20	\$275K	25.9%
Feb '19	\$219K	14.1%
Feb '18	\$192K	-38.1%



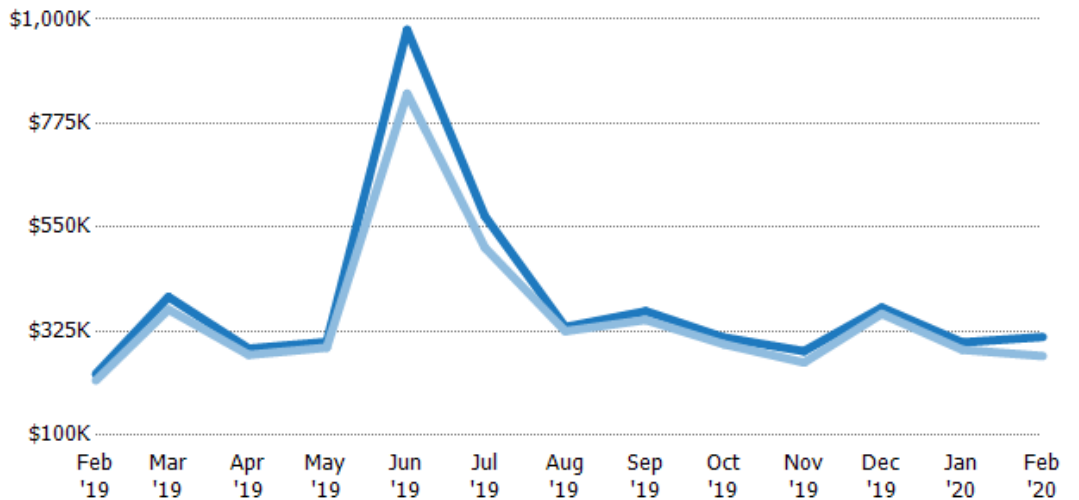
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$219K	\$320K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K
Prior Year	\$192K	\$304K	\$325K	\$326K	\$317K	\$317K	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K
Percent Change from Prior Year	14%	5%	-16%	-10%	40%	6%	-44%	16%	-19%	-14%	47%	65%	26%

## 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



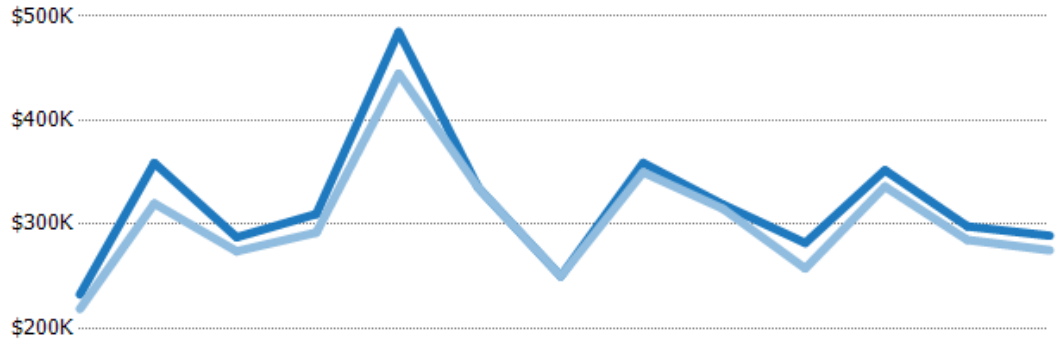
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$232K	\$399K	\$288K	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K
Avg Sales Price	\$219K	\$372K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K
Avg Sales Price as a % of Avg List Price	94%	93%	95%	96%	86%	88%	97%	95%	95%	91%	96%	95%	87%

## 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



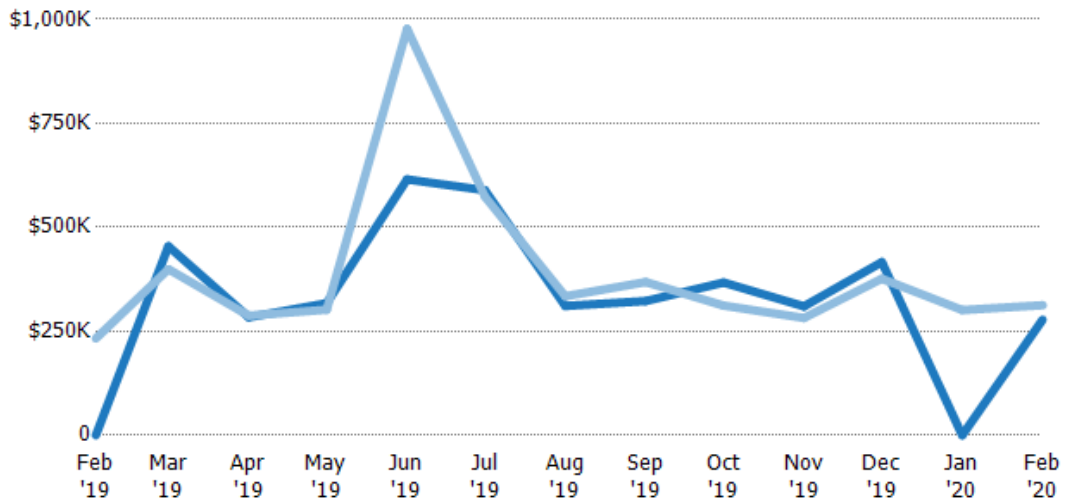
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$232K	\$359K	\$288K	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K
Median Sales Price	\$219K	\$320K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K
Med Sales Price as a % of Med List Price	94%	89%	95%	94%	92%	100%	100%	97%	99%	91%	96%	96%	95%

## 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



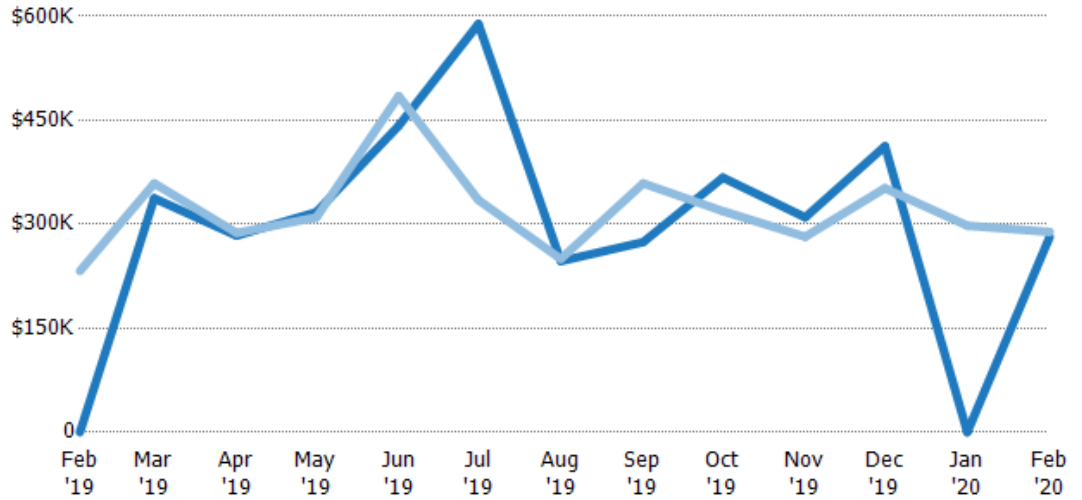
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$0	\$454K	\$284K	\$318K	\$615K	\$589K	\$311K	\$323K	\$367K	\$310K	\$416K	\$0	\$278K
Avg Sales Price	\$232K	\$399K	\$288K	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K
Avg Sales Price as a % of Avg Est Value	100%	88%	101%	95%	159%	97%	107%	114%	85%	91%	90%	100%	112%

## 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	\$0	\$338K	\$284K	\$318K	\$442K	\$589K	\$247K	\$274K	\$367K	\$310K	\$413K	\$0	\$282K
Median Sales Price	\$232K	\$359K	\$288K	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K
Med Sales Price as a % of Med Est Value	100%	106%	101%	98%	110%	57%	101%	131%	87%	91%	85%	100%	103%