

## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	6	+/-	20	12	+66.7%
New Listing Volume	\$1,870,500	\$1,978,900	-5.5%	\$11,624,400	\$7,090,900	+63.9%
Active Listing Count	44	53	-17%	N/A	N/A	
Active Listing Volume	\$27,410,200	\$28,023,000	-2.2%	N/A	N/A	
Average Listing Price	\$622,959	\$528,736	+17.8%	\$626,330	\$508,369	+23.2%
Median Listing Price	\$447,000	\$399,000	+12%	\$454,911	\$395,963	+14.9%
Median Days in RPR	204	241	-15.4%	189.5	227.89	-16.8%
Months of Inventory	14.7	26.5	-44.7%	16.2	10.9	+49.3%
Absorption Rate	6.82%	3.77%	+3%	6.16%	9.2%	-3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	6	+33.3%	19	17	+11.8%
New Pending Sales Volume	\$3,182,400	\$1,970,500	+61.5%	\$7,674,400	\$5,636,800	+36.1%
Pending Sales Count	12	9	+33.3%	N/A	N/A	
Pending Sales Volume	\$5,290,500	\$2,705,400	+95.6%	N/A	N/A	
Closed Sales Count	3	6	-50%	9	9	+/-
Closed Sales Volume	\$1,000,500	\$2,289,400	-56.3%	\$2,669,400	\$2,898,900	-7.9%
Average Sales Price	\$333,500	\$381,567	-12.6%	\$296,600	\$322,100	-7.9%
Median Sales Price	\$308,000	\$340,000	-9.4%	\$289,333	\$294,389	-1.7%

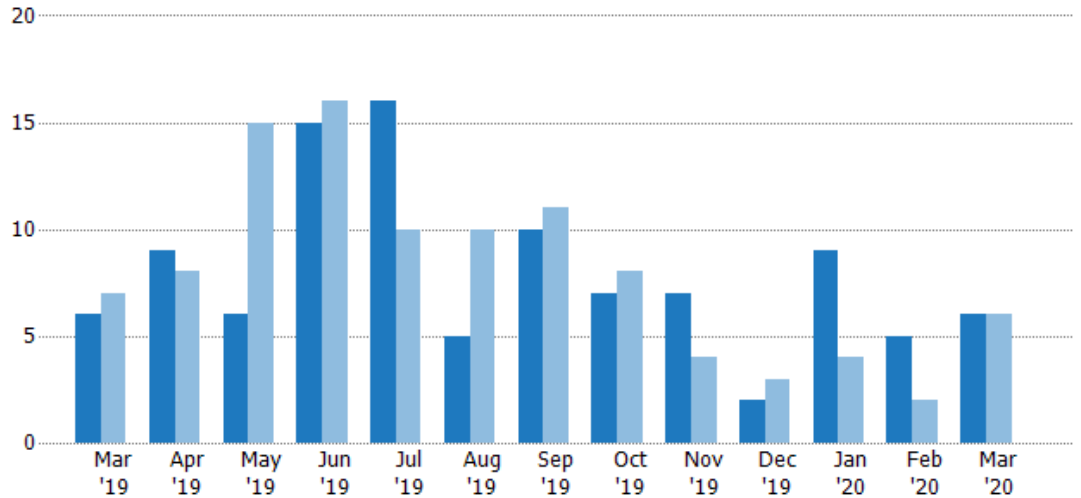
## New Listings

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.
Mar '20	6	0%
Mar '19	6	-14.3%
Mar '18	7	-42.9%



Current Year	6	9	6	15	16	5	10	7	7	2	9	5	6
Prior Year	7	8	15	16	10	10	11	8	4	3	4	2	6
Percent Change from Prior Year	-14%	13%	-60%	-6%	60%	-50%	-9%	-13%	75%	-33%	125%	150%	0%

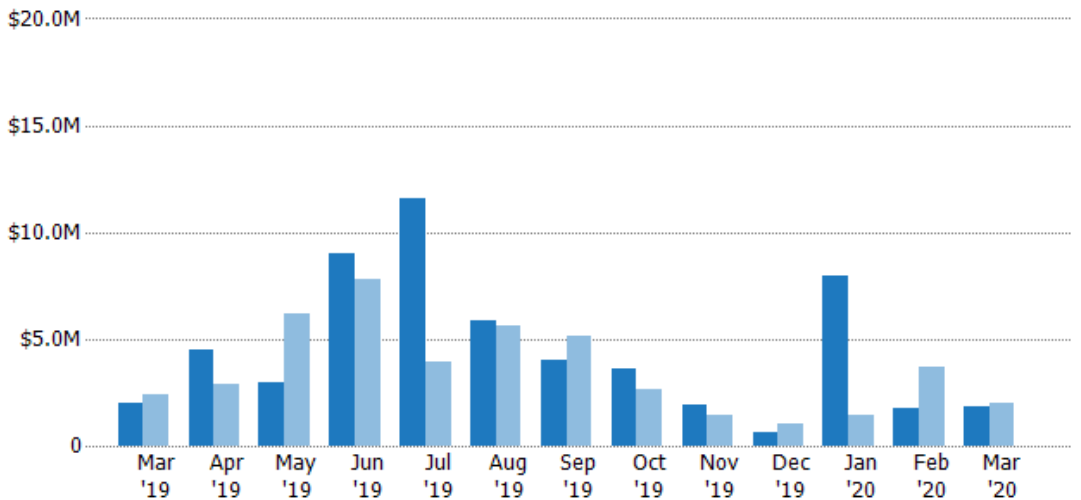
## New Listing Volume

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.
Mar '20	\$1.87M	-5.5%
Mar '19	\$1.98M	-17.3%
Mar '18	\$2.39M	-51.7%



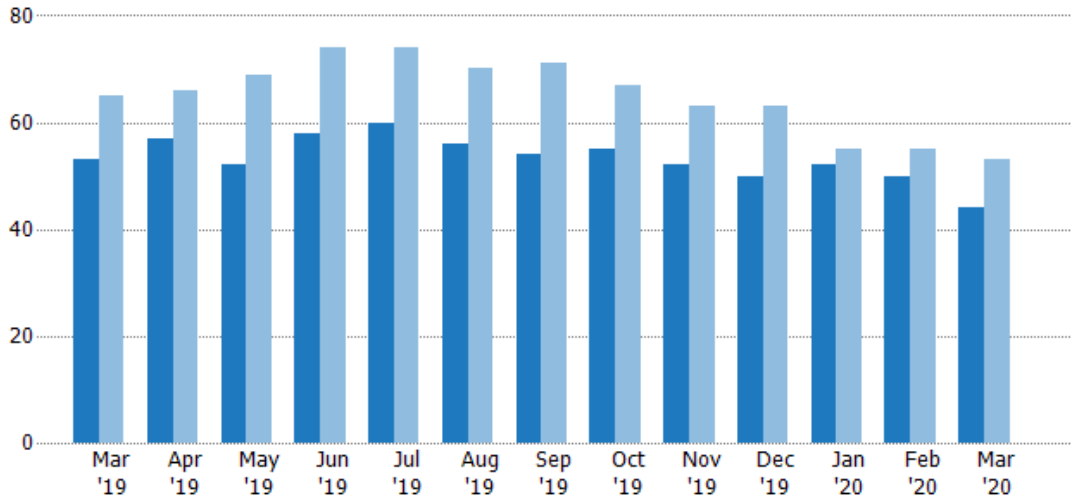
Current Year	\$1.98M	\$4.5M	\$2.95M	\$8.98M	\$11.6M	\$5.9M	\$4.04M	\$3.64M	\$1.96M	\$600K	\$7.98M	\$1.77M	\$1.87M
Prior Year	\$2.39M	\$2.9M	\$6.21M	\$7.8M	\$3.93M	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$1.98M
Percent Change from Prior Year	-17%	55%	-53%	15%	194%	5%	-21%	37%	38%	-43%	470%	-52%	-5%

## 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.
Mar '20	44	-17%
Mar '19	53	-18.5%
Mar '18	65	-21.5%

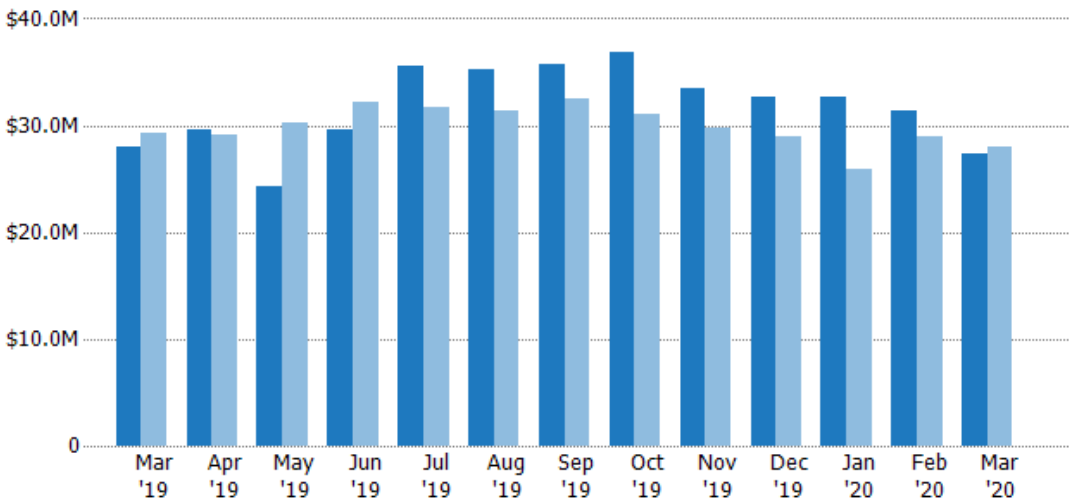
Month/Year	Count	% Chg.
Mar '20	44	-17%
Mar '19	53	-18.5%
Mar '18	65	-21.5%

## 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.
Mar '20	\$27.4M	-2.2%
Mar '19	\$28M	-4.5%
Mar '18	\$29.3M	-16.9%

Month/Year	Volume	% Chg.
Mar '20	\$27.4M	-2.2%
Mar '19	\$28M	-4.5%
Mar '18	\$29.3M	-16.9%

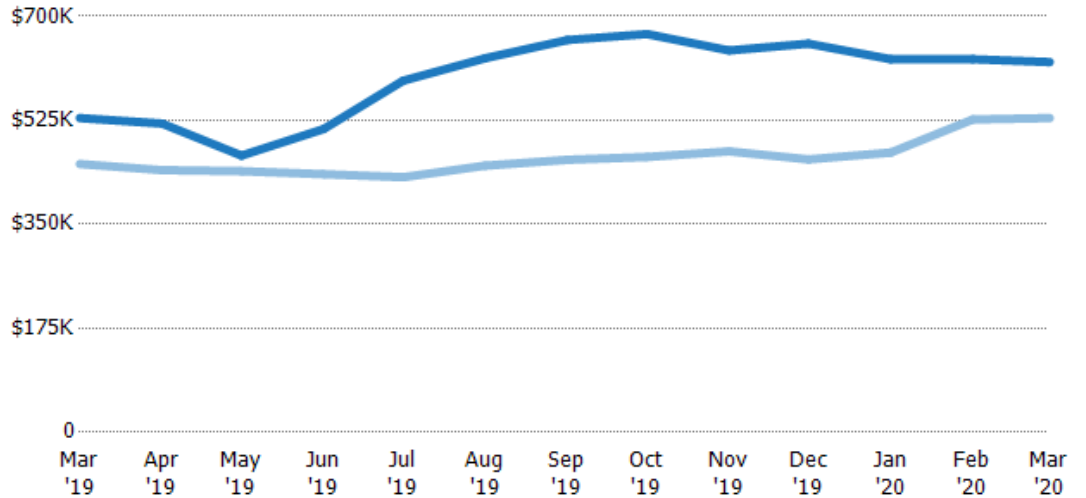
## Average Listing Price

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.
Mar '20	\$623K	17.8%
Mar '19	\$529K	17.1%
Mar '18	\$451K	5.9%



Current Year	\$529K	\$520K	\$466K	\$510K	\$592K	\$629K	\$660K	\$670K	\$643K	\$654K	\$628K	\$628K	\$623K
Prior Year	\$451K	\$441K	\$439K	\$434K	\$429K	\$449K	\$458K	\$463K	\$473K	\$459K	\$471K	\$526K	\$529K
Percent Change from Prior Year	17%	18%	6%	18%	38%	40%	44%	45%	36%	42%	33%	19%	18%

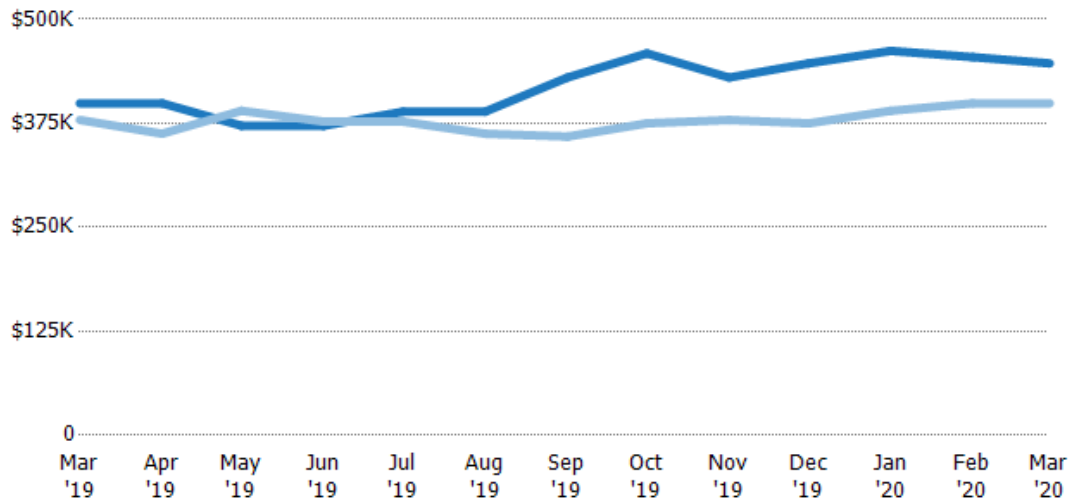
## Median Listing Price

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.
Mar '20	\$447K	12%
Mar '19	\$399K	5.3%
Mar '18	\$379K	-7.9%



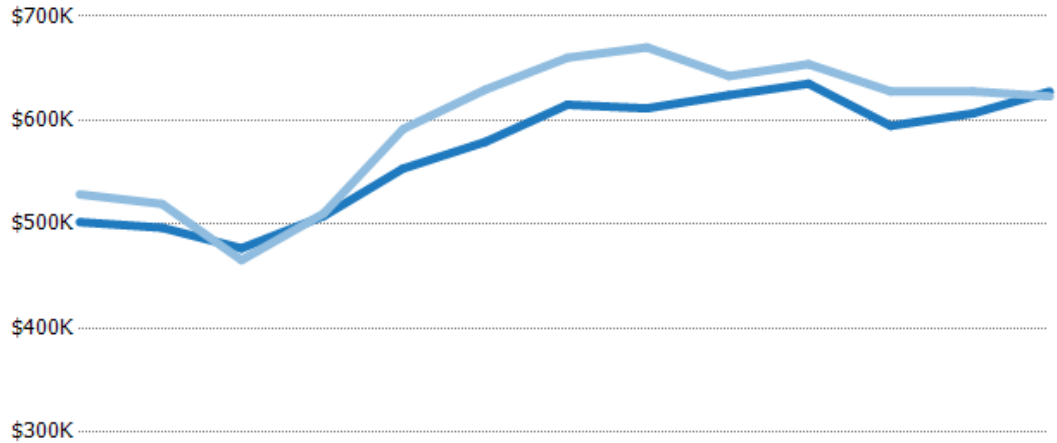
Current Year	\$399K	\$399K	\$372K	\$372K	\$389K	\$389K	\$430K	\$459K	\$430K	\$447K	\$462K	\$455K	\$447K
Prior Year	\$379K	\$363K	\$390K	\$377K	\$377K	\$362K	\$359K	\$375K	\$379K	\$375K	\$390K	\$399K	\$399K
Percent Change from Prior Year	5%	10%	-5%	-1%	3%	7%	20%	22%	13%	19%	18%	14%	12%

## 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



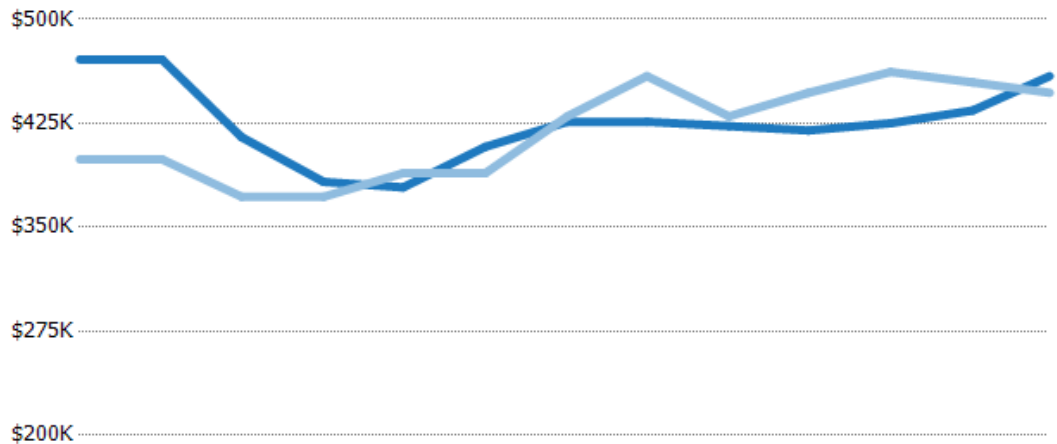
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$502K	\$497K	\$477K	\$508K	\$554K	\$579K	\$615K	\$611K	\$624K	\$635K	\$595K	\$607K	\$628K
Avg Listing Price	\$529K	\$520K	\$466K	\$510K	\$592K	\$629K	\$660K	\$670K	\$643K	\$654K	\$628K	\$628K	\$623K
Avg Listing Price as a % of Avg Est Value	105%	105%	98%	100%	107%	109%	107%	110%	103%	103%	106%	104%	99%

## 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



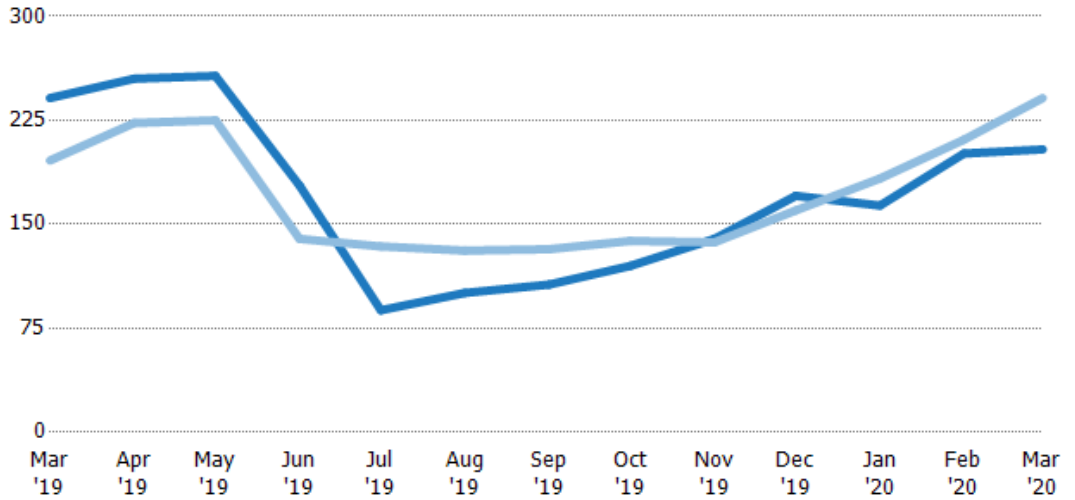
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$471K	\$471K	\$415K	\$383K	\$379K	\$408K	\$426K	\$426K	\$423K	\$420K	\$425K	\$434K	\$459K
Median Listing Price	\$399K	\$399K	\$372K	\$372K	\$389K	\$389K	\$430K	\$459K	\$430K	\$447K	\$462K	\$455K	\$447K
Med Listing Price as a % of Med Est Value	85%	85%	90%	97%	103%	95%	101%	108%	102%	106%	109%	105%	97%

## 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.
Mar '20	204	-15.4%
Mar '19	241	23%
Mar '18	196	29.1%

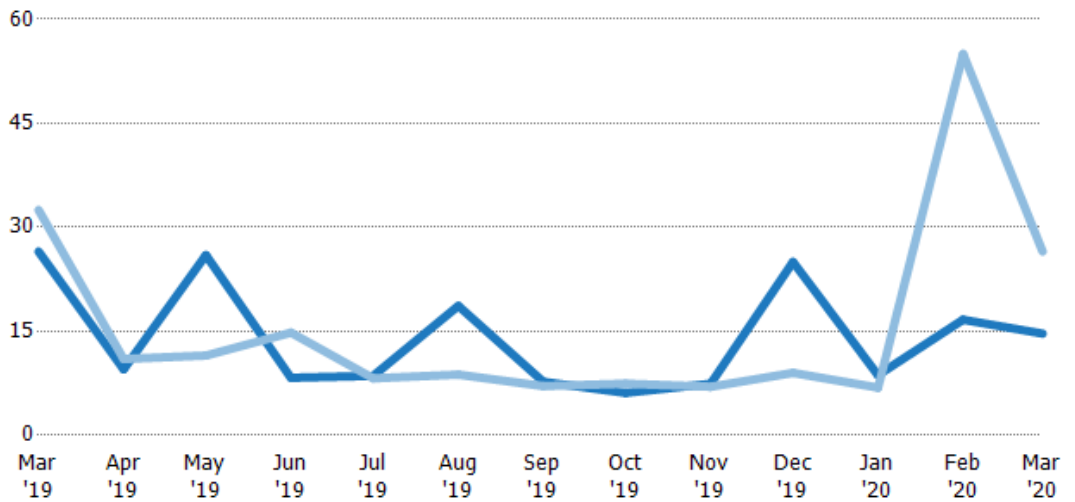
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	241	255	257	178	88	101	107	120	140	171	164	201	204
Prior Year	196	223	225	140	134	131	132	138	137	160	183	211	241
Percent Change from Prior Year	23%	14%	14%	28%	-34%	-23%	-19%	-13%	2%	7%	-11%	-5%	-15%

## 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.
Mar '20	14.7	-44.7%
Mar '19	26.5	-18.5%
Mar '18	32.5	-47.7%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	26.5	9.5	26	8.29	8.57	18.7	7.71	6.11	7.43	25	8.67	16.7	14.7
Prior Year	32.5	11	11.5	14.8	8.22	8.75	7.1	7.44	7	9	6.88	55	26.5
Percent Change from Prior Year	-18%	-14%	126%	-44%	4%	113%	9%	-18%	6%	178%	26%	-70%	-45%

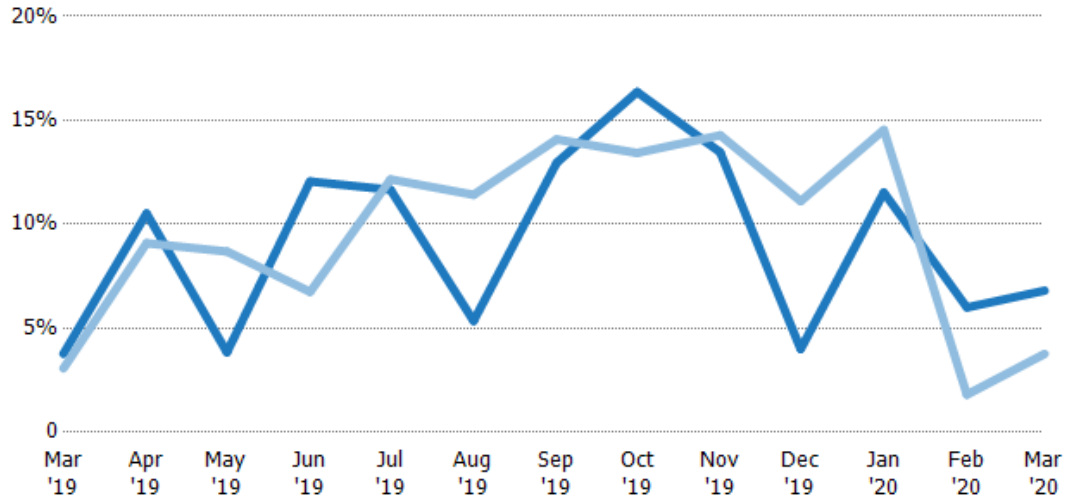
## Absorption Rate

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.
Mar '20	7%	-3%
Mar '19	4%	-0.7%
Mar '18	3%	91.5%



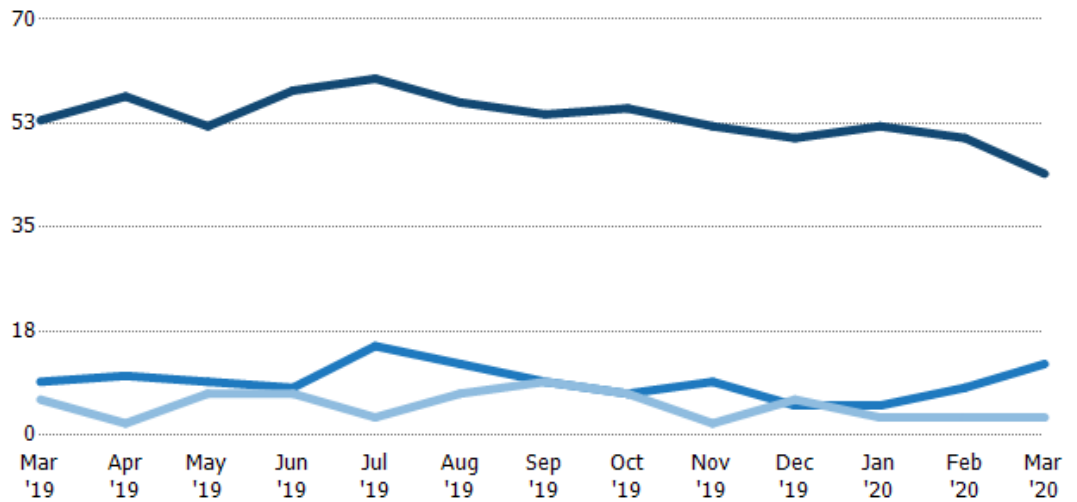
Current Year	4%	11%	4%	12%	12%	5%	13%	16%	13%	4%	12%	6%	7%
Prior Year	3%	9%	9%	7%	12%	11%	14%	13%	14%	11%	15%	2%	4%
Change from Prior Year	-1%	-1%	5%	-5%	1%	6%	1%	-3%	1%	7%	3%	-4%	-3%

## 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	53	57	52	58	60	56	54	55	52	50	52	50	44
Pending	9	10	9	8	15	12	9	7	9	5	5	8	12
Sold	6	2	7	7	3	7	9	7	2	6	3	3	3

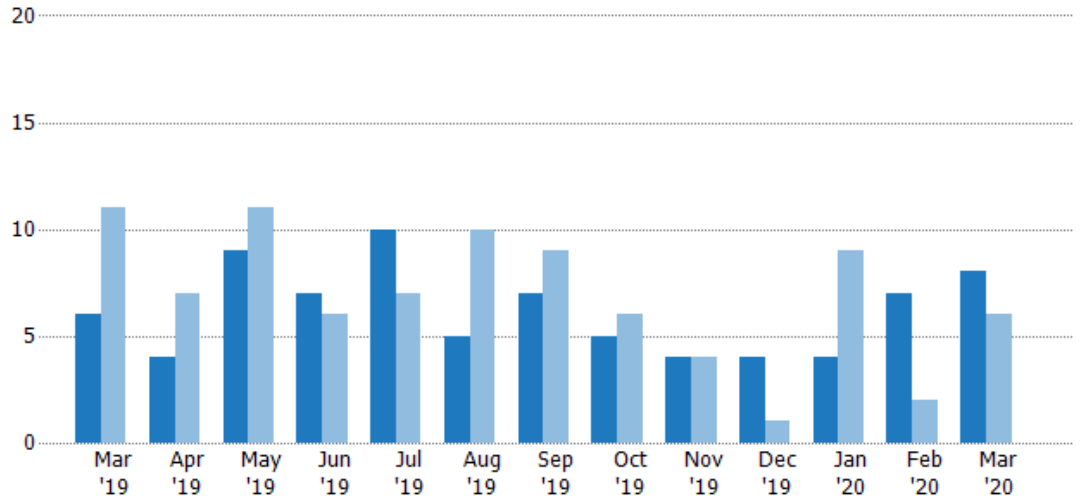
## New Pending Sales

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.
Mar '20	8	33.3%
Mar '19	6	-45.5%
Mar '18	11	-54.5%



Current Year	6	4	9	7	10	5	7	5	4	4	4	7	8
Prior Year	11	7	11	6	7	10	9	6	4	1	9	2	6
Percent Change from Prior Year	-45%	-43%	-18%	17%	43%	-50%	-22%	-17%	0%	300%	-56%	250%	33%

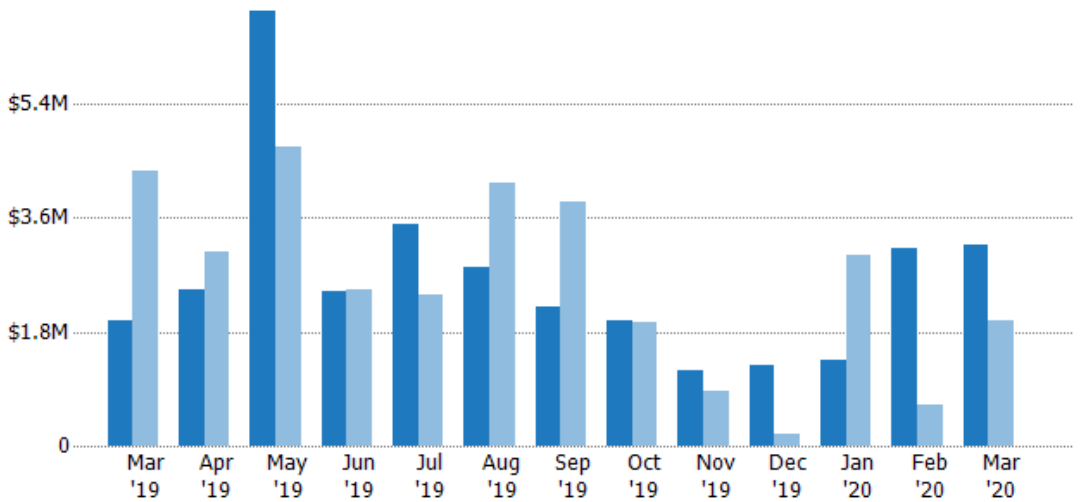
## New Pending Sales Volume

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.
Mar '20	\$3.18M	61.5%
Mar '19	\$1.97M	-54.7%
Mar '18	\$4.35M	-47.5%



Current Year	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M
Prior Year	\$4.35M	\$3.06M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$858K	\$180K	\$3.02M	\$644K	\$1.97M
Percent Change from Prior Year	-55%	-19%	46%	-1%	47%	-32%	-43%	1%	38%	610%	-55%	386%	62%



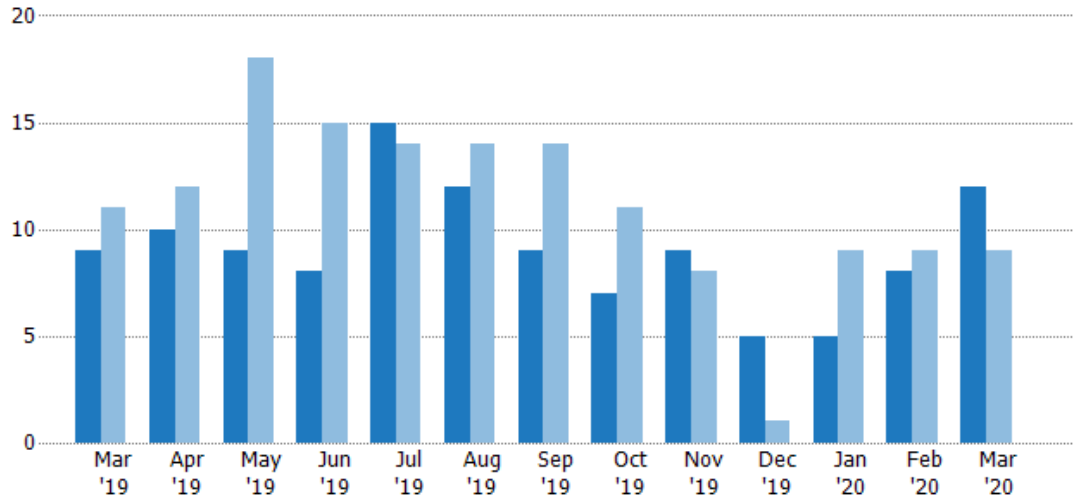
## Pending Sales

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.
Mar '20	12	33.3%
Mar '19	9	-18.2%
Mar '18	11	-18.2%



Current Year	9	10	9	8	15	12	9	7	9	5	5	8	12
Prior Year	11	12	18	15	14	14	14	11	8	1	9	9	9
Percent Change from Prior Year	-18%	-17%	-50%	-47%	7%	-14%	-36%	-36%	13%	400%	-44%	-11%	33%

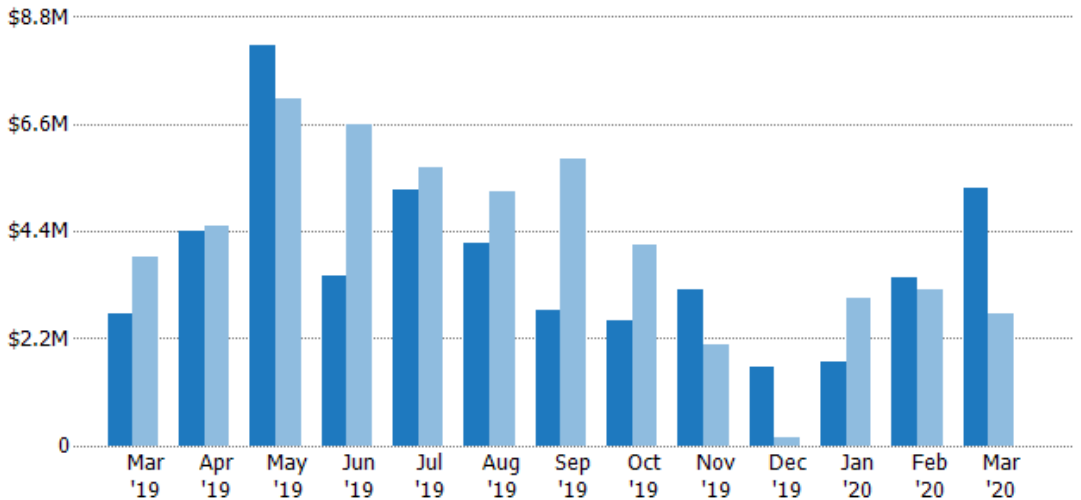
## Pending Sales Volume

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.
Mar '20	\$5.29M	95.6%
Mar '19	\$2.71M	-30.2%
Mar '18	\$3.88M	37.5%



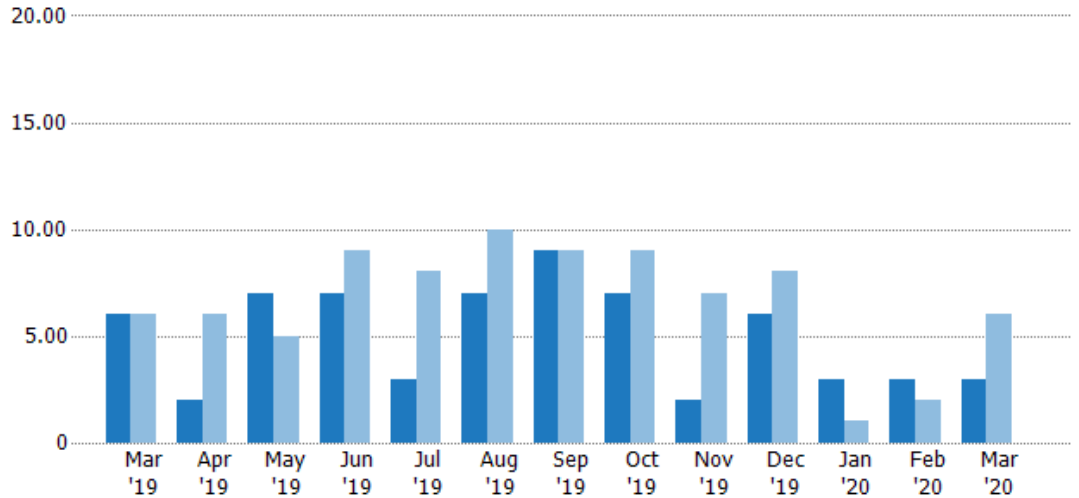
Current Year	\$2.71M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M
Prior Year	\$3.88M	\$4.5M	\$7.12M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.02M	\$3.2M	\$2.71M
Percent Change from Prior Year	-30%	-2%	16%	-47%	-8%	-20%	-53%	-37%	54%	792%	-43%	8%	96%

## 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.
Mar '20	3	-50%
Mar '19	6	0%
Mar '18	6	-33.3%

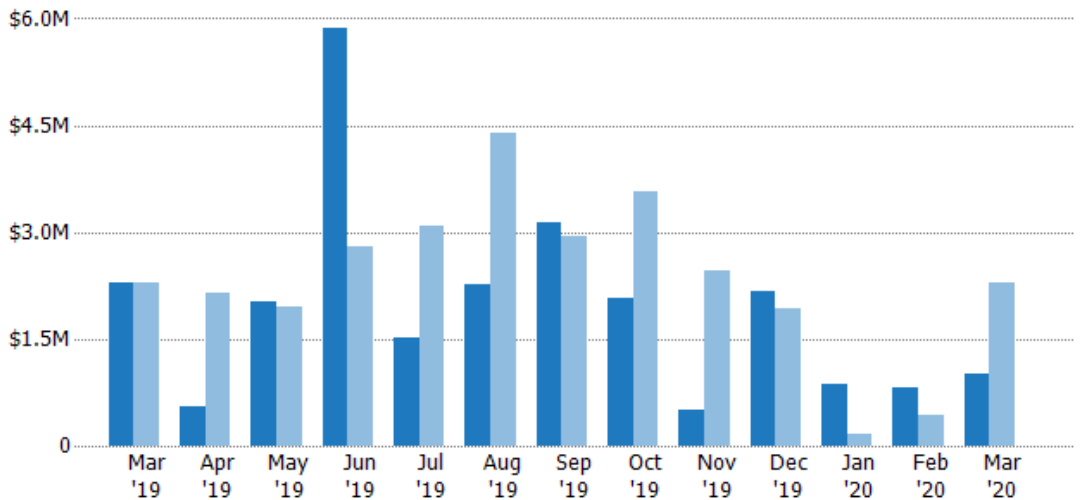
Month/Year	Count	% Chg.
Mar '20	3	-50%
Mar '19	6	0%
Mar '18	6	-33.3%

## 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	Volume	% Chg.
Mar '20	\$1M	-56.3%
Mar '19	\$2.29M	0.1%
Mar '18	\$2.29M	-60.1%

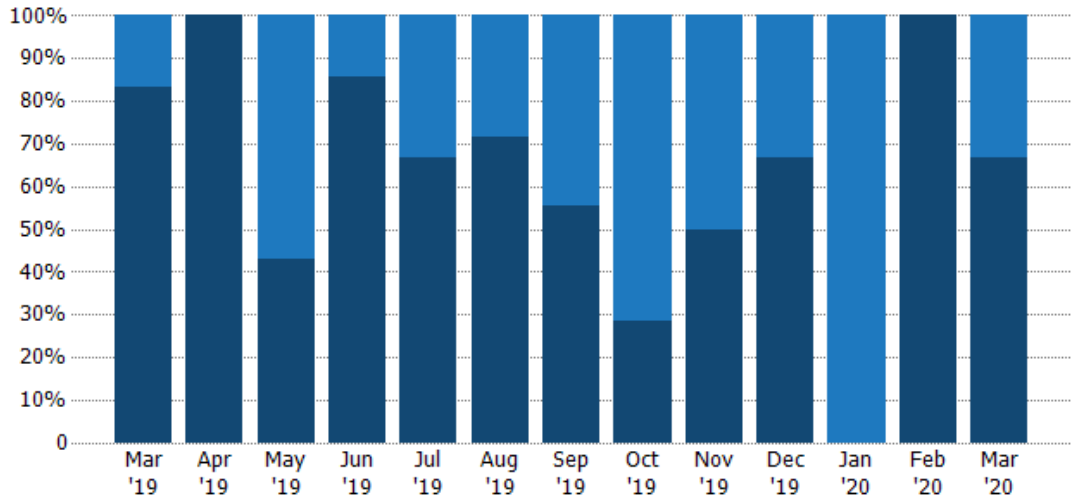
Month/Year	Volume	% Chg.
Mar '20	\$1M	-56.3%
Mar '19	\$2.29M	0.1%
Mar '18	\$2.29M	-60.1%

## 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



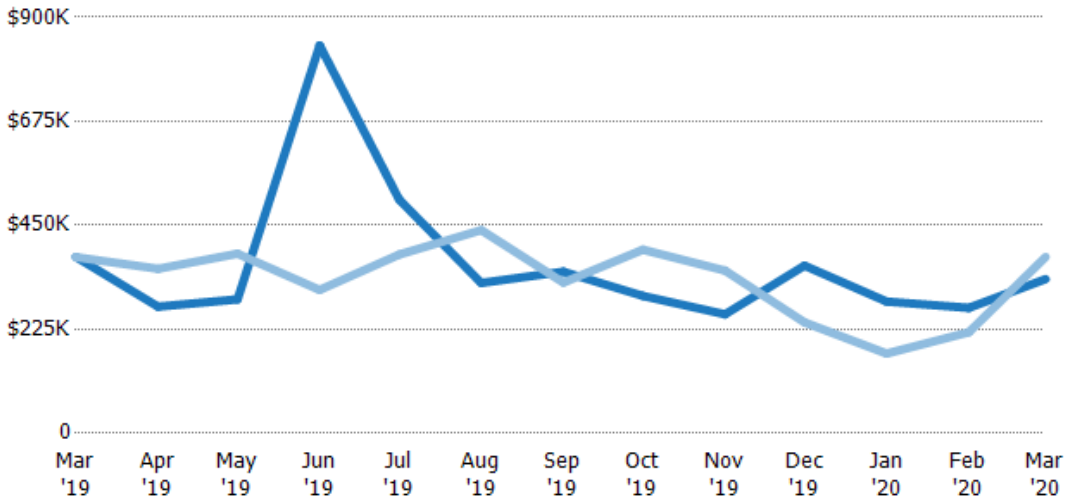
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	17%	-	57%	14%	33%	29%	44%	71%	50%	33%	100%	-	33%
Single Family Residence	83%	100%	43%	86%	67%	71%	56%	29%	50%	67%	-	100%	67%

## 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.
Mar '20	\$334K	-12.6%
Mar '19	\$382K	0.1%
Mar '18	\$381K	-40.2%

Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$382K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K
Prior Year	\$381K	\$356K	\$389K	\$310K	\$387K	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$382K
Percent Change from Prior Year	0%	-23%	-25%	171%	31%	-26%	7%	-25%	-27%	51%	65%	24%	-13%

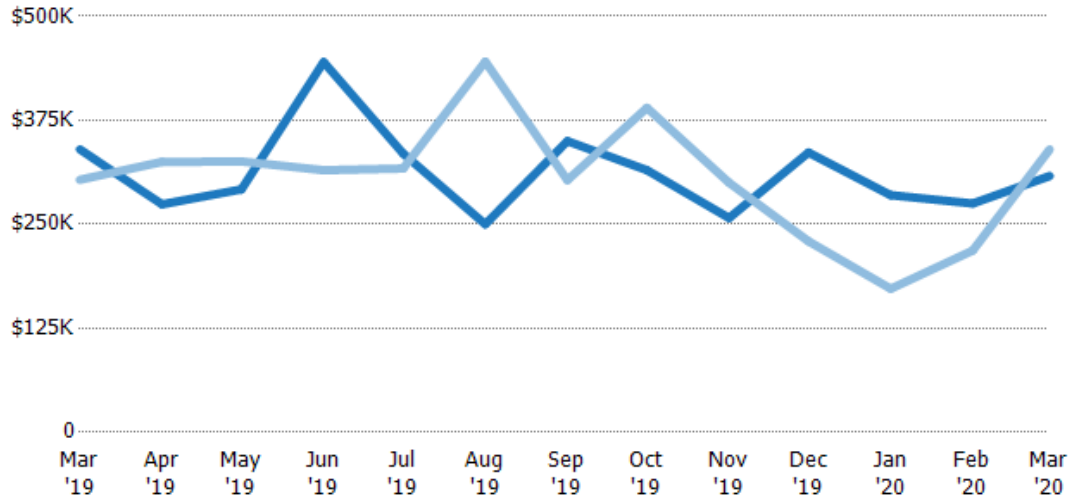
## Median Sales Price

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.
Mar '20	\$308K	-9.4%
Mar '19	\$340K	12%
Mar '18	\$304K	-26%



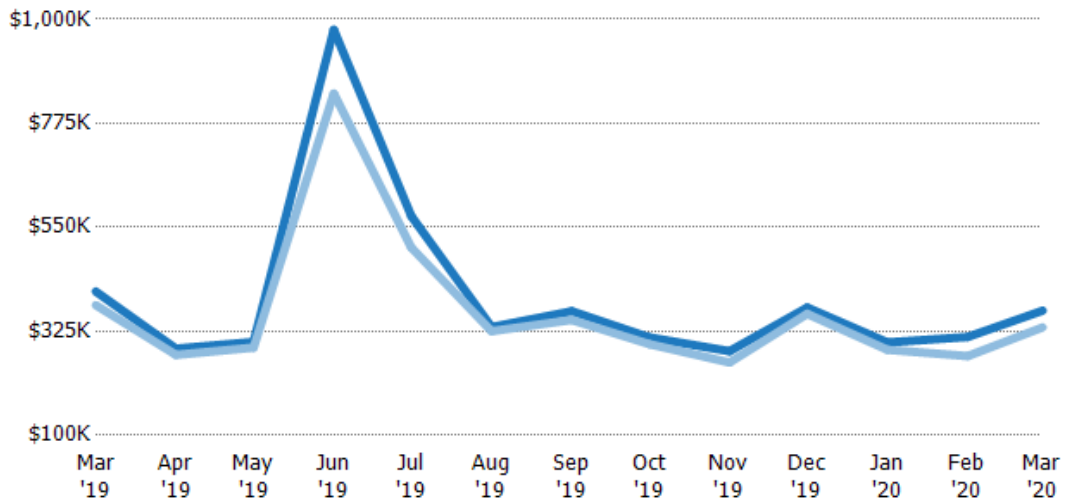
Current Year	\$340K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K
Prior Year	\$304K	\$325K	\$326K	\$315K	\$317K	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K	\$340K
Percent Change from Prior Year	12%	-16%	-10%	41%	6%	-44%	16%	-19%	-14%	47%	65%	26%	-9%

## 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



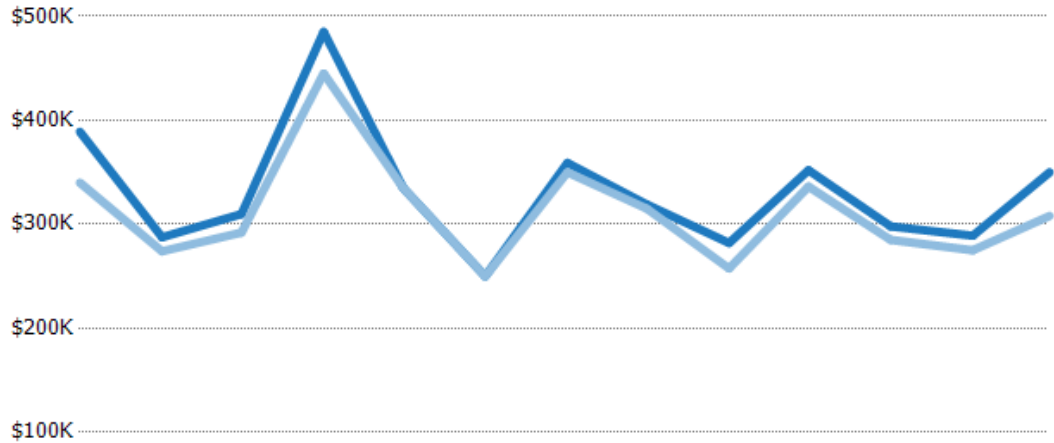
Avg List Price	\$411K	\$288K	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K
Avg Sales Price	\$382K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K
Avg Sales Price as a % of Avg List Price	93%	95%	96%	86%	88%	97%	95%	95%	91%	96%	95%	87%	90%

## 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



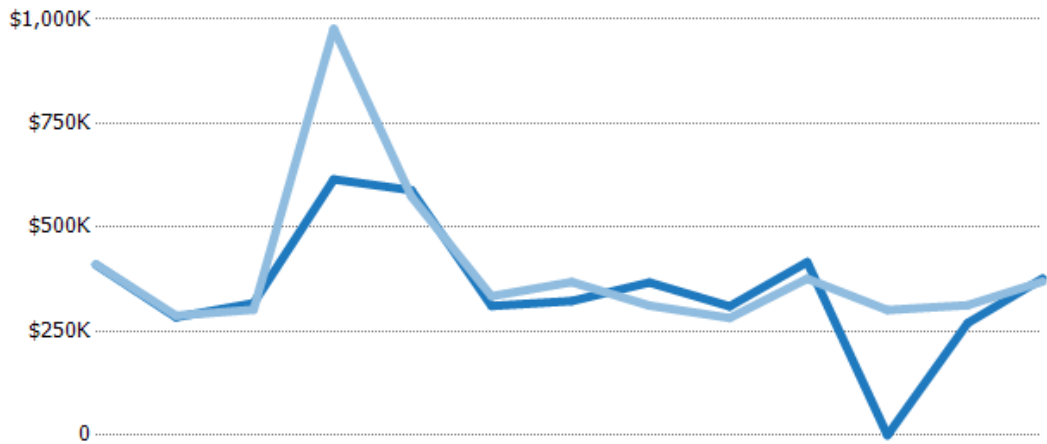
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$389K	\$288K	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K
Median Sales Price	\$340K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K
Med Sales Price as a % of Med List Price	87%	95%	94%	92%	100%	100%	97%	99%	91%	96%	96%	95%	88%

## 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



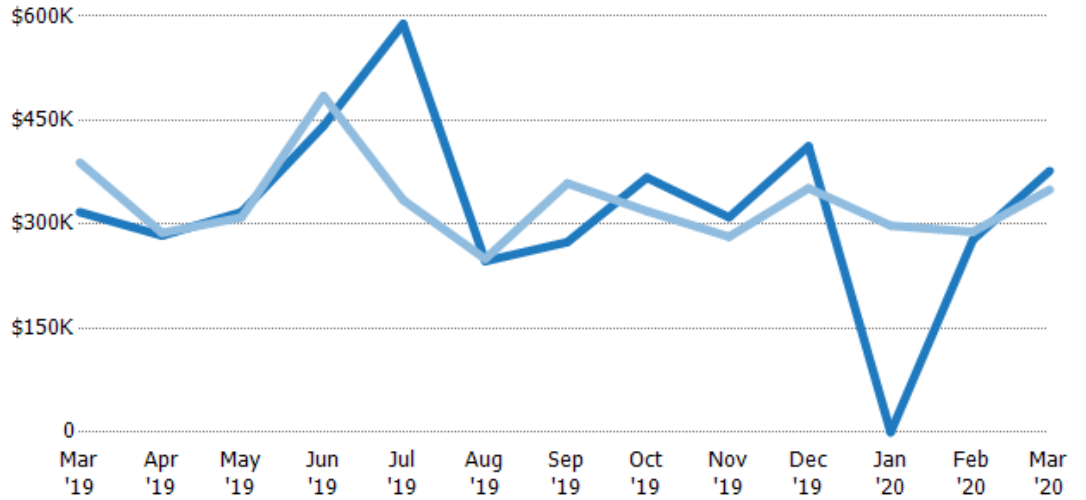
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$410K	\$284K	\$318K	\$615K	\$589K	\$311K	\$323K	\$367K	\$310K	\$416K	\$0	\$270K	\$377K
Avg Sales Price	\$411K	\$288K	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K
Avg Sales Price as a % of Avg Est Value	100%	101%	95%	159%	97%	107%	114%	85%	91%	90%	100%	116%	98%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$318K	\$284K	\$318K	\$442K	\$589K	\$247K	\$274K	\$367K	\$310K	\$413K	\$0	\$278K	\$377K
Median Sales Price	\$389K	\$288K	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K
Med Sales Price as a % of Med Est Value	123%	101%	98%	110%	57%	101%	131%	87%	91%	85%	100%	104%	93%