

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	9	-66.7%	23	21	+9.5%
New Listing Volume	\$4,389,000	\$4,497,900	-2.4%	\$15,988,400	\$11,588,800	+38%
Active Listing Count	40	56	-28.6%	N/A	N/A	
Active Listing Volume	\$28,948,200	\$29,026,500	-0.3%	N/A	N/A	
Average Listing Price	\$723,705	\$518,330	+39.6%	\$640,711	\$509,832	+25.7%
Median Listing Price	\$487,450	\$389,000	+25.3%	\$456,878	\$389,250	+17.4%
Median Days in RPR	223.5	245	-8.8%	205.4	230.86	-11%
Months of Inventory	13.3	9.3	+42.9%	17.2	11.4	+51.1%
Absorption Rate	7.5%	10.71%	-3.2%	5.82%	8.8%	-3%
Sales Activity Charts Metrics						
New Pending Sales Count	2	4	-50%	21	21	+/-
New Pending Sales Volume	\$469,000	\$2,477,800	-81.1%	\$8,143,400	\$8,114,600	+0.4%
Pending Sales Count	8	10	-20%	N/A	N/A	
Pending Sales Volume	\$3,187,000	\$4,388,300	-27.4%	N/A	N/A	
Closed Sales Count	6	2	+200%	15	11	+36.4%
Closed Sales Volume	\$2,334,500	\$548,000	+326%	\$5,003,900	\$3,446,900	+45.2%
Average Sales Price	\$389,083	\$274,000	+42%	\$333,593	\$313,355	+6.5%
Median Sales Price	\$312,500	\$274,000	+14.1%	\$298,600	\$290,682	+2.7%

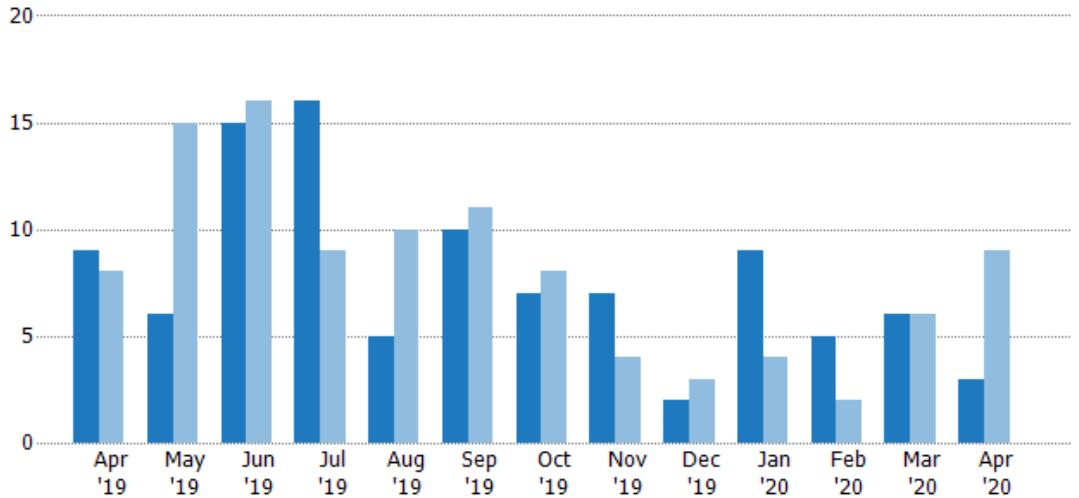
New Listings

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.
Apr '20	3	-66.7%
Apr '19	9	12.5%
Apr '18	8	-75%



Current Year	9	6	15	16	5	10	7	7	2	9	5	6	3
Prior Year	8	15	16	9	10	11	8	4	3	4	2	6	9
Percent Change from Prior Year	13%	-60%	-6%	78%	-50%	-9%	-13%	75%	-33%	125%	150%	0%	-67%

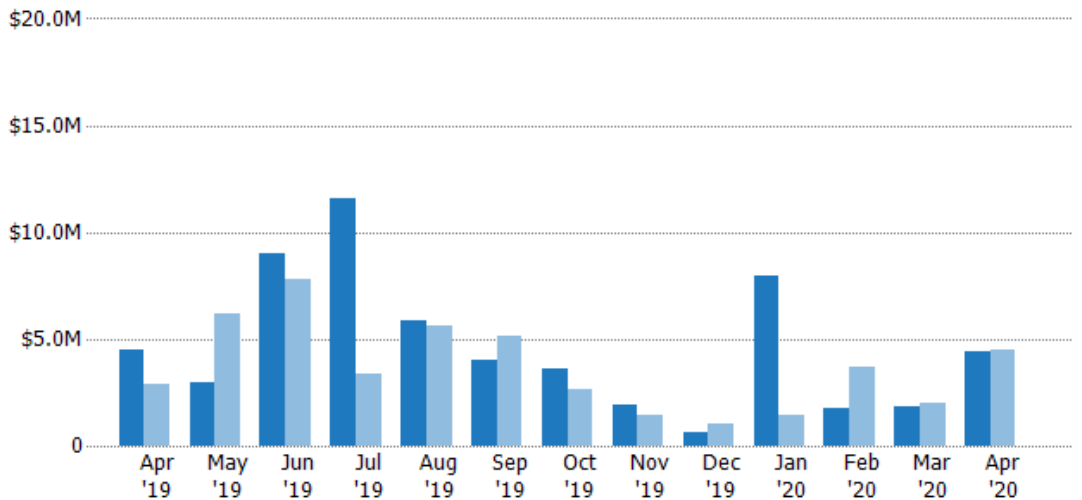
New Listing Volume

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.
Apr '20	\$4.39M	-2.4%
Apr '19	\$4.5M	55%
Apr '18	\$2.9M	-74.2%



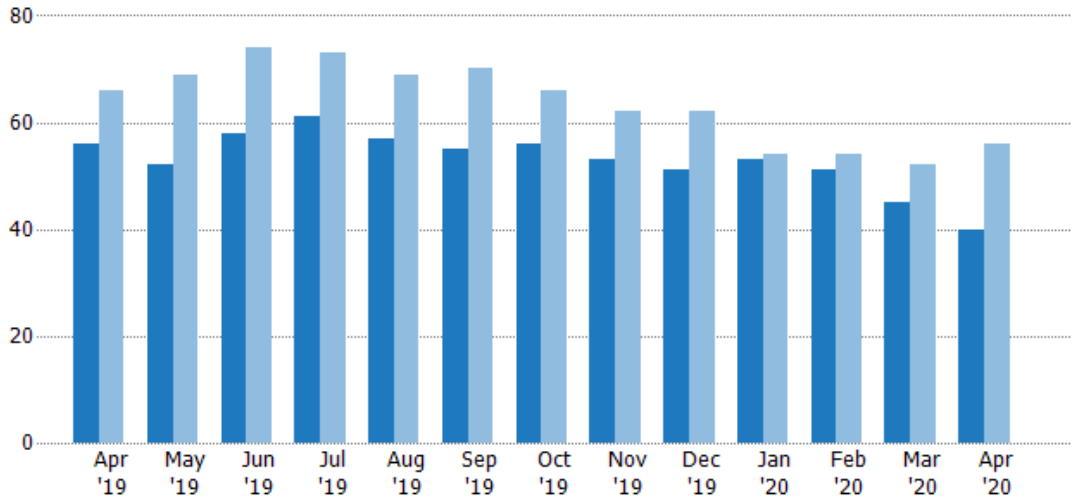
Current Year	\$4.5M	\$2.95M	\$8.98M	\$11.5M	\$5.9M	\$4.04M	\$3.64M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$1.87M	\$4.39M
Prior Year	\$2.9M	\$6.21M	\$7.8M	\$3.34M	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$1.98M	\$4.5M
Percent Change from Prior Year	55%	-53%	15%	245%	5%	-21%	37%	38%	-43%	468%	-52%	-5%	-2%

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



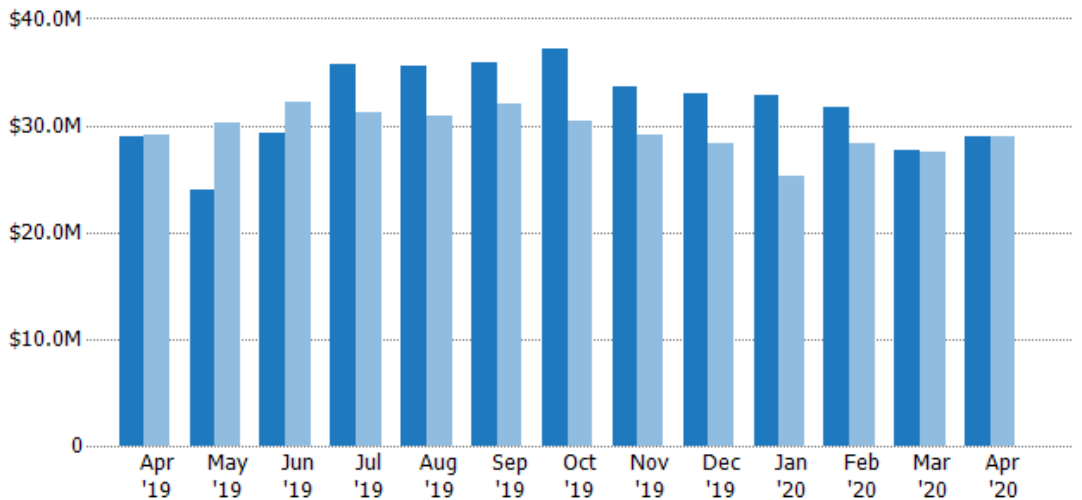
Month/Year	Count	% Chg.
Apr '20	40	-28.6%
Apr '19	56	-15.2%
Apr '18	66	-25.8%

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.
Apr '20	\$28.9M	-0.3%
Apr '19	\$29M	-0.3%
Apr '18	\$29.1M	-17.9%

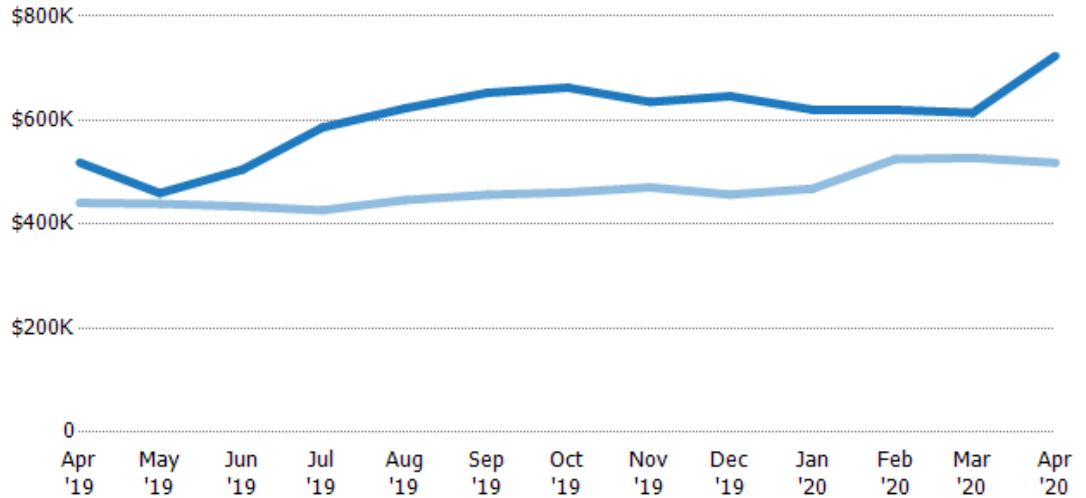
Average Listing Price

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.
Apr '20	\$724K	39.6%
Apr '19	\$518K	17.5%
Apr '18	\$441K	10.6%



Current Year	\$518K	\$460K	\$505K	\$586K	\$623K	\$653K	\$663K	\$635K	\$646K	\$620K	\$620K	\$614K	\$724K
Prior Year	\$441K	\$439K	\$434K	\$427K	\$447K	\$457K	\$461K	\$471K	\$457K	\$468K	\$525K	\$528K	\$518K
Percent Change from Prior Year	18%	5%	16%	37%	39%	43%	44%	35%	41%	32%	18%	16%	40%

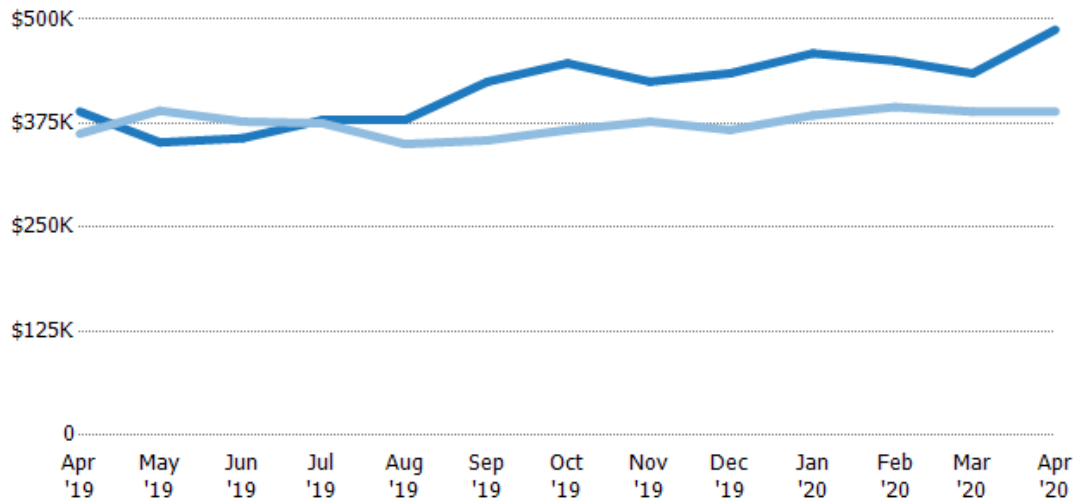
Median Listing Price

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.
Apr '20	\$487K	25.3%
Apr '19	\$389K	7.3%
Apr '18	\$363K	-3.5%



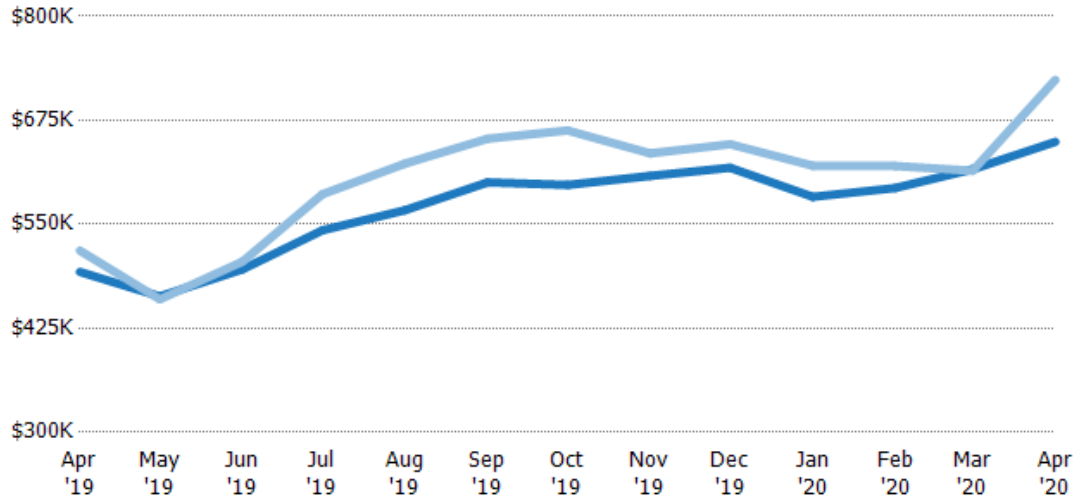
Current Year	\$389K	\$352K	\$357K	\$379K	\$379K	\$425K	\$447K	\$425K	\$435K	\$459K	\$450K	\$435K	\$487K
Prior Year	\$363K	\$390K	\$377K	\$375K	\$350K	\$354K	\$367K	\$377K	\$367K	\$385K	\$395K	\$389K	\$389K
Percent Change from Prior Year	7%	-10%	-5%	1%	8%	20%	22%	13%	19%	19%	14%	12%	25%

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

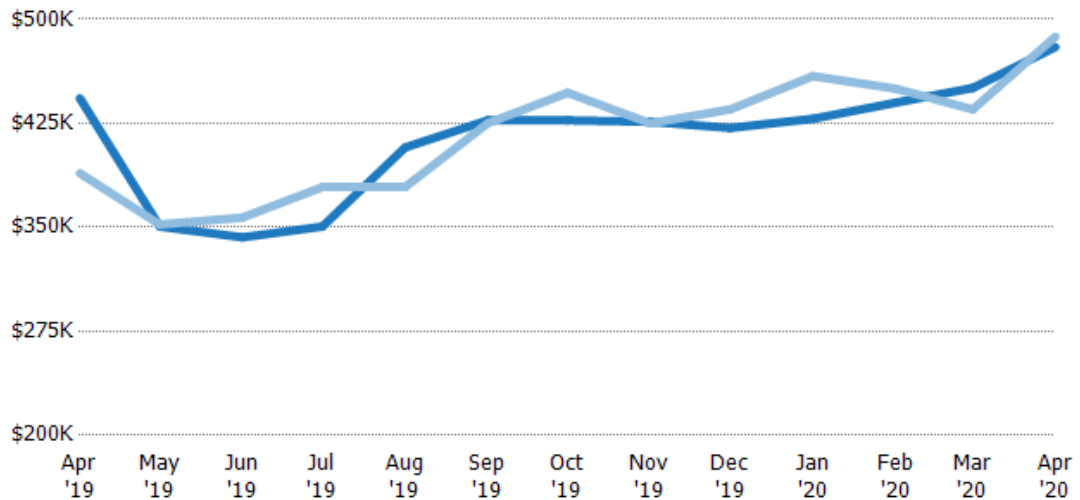


Median Listing Price vs Median Est Value

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



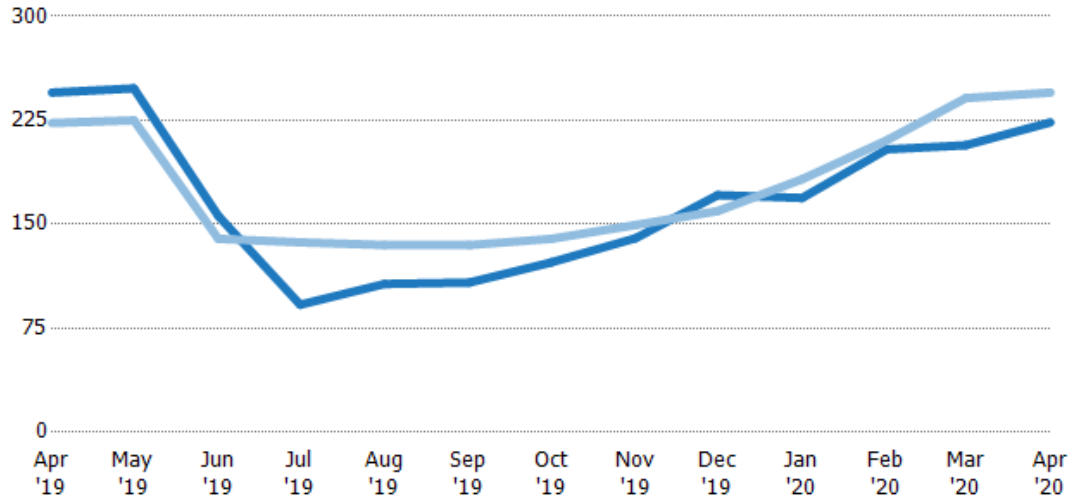
Median Days in RPR

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.
Apr '20	224	-8.8%
Apr '19	245	9.9%
Apr '18	223	20.2%



Current Year	245	248	156	92	107	108	123	140	171	169	204	207	224
Prior Year	223	225	140	137	135	140	150	160	183	211	241	245	245
Percent Change from Prior Year	10%	10%	12%	-33%	-21%	-20%	-12%	-6%	7%	-7%	-3%	-14%	-9%

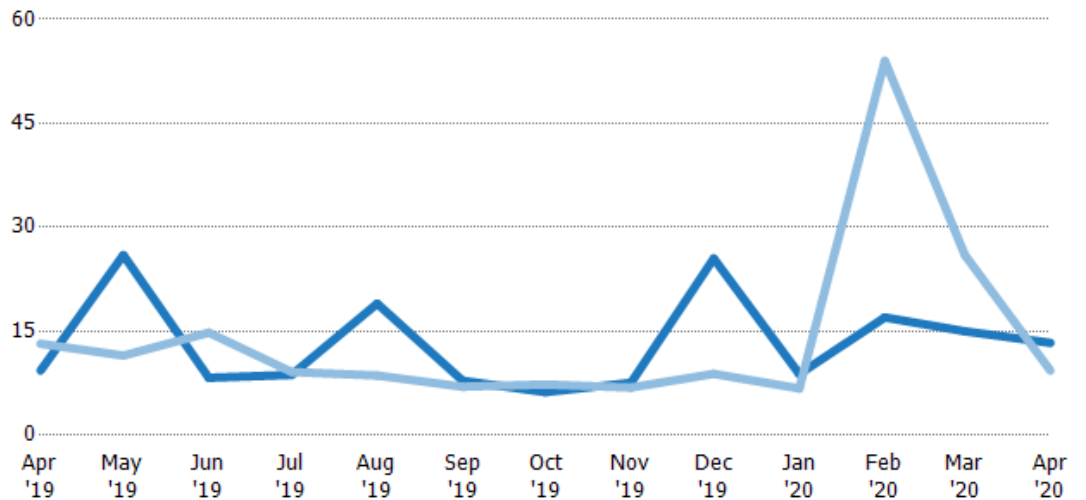
Months of Inventory

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.
Apr '20	13.3	42.9%
Apr '19	9.33	-29.3%
Apr '18	13.2	-7.2%



Current Year	9.33	26	8.29	8.71	19	7.86	6.22	7.57	25.5	8.83	17	15	13.3
Prior Year	13.2	11.5	14.8	9.13	8.63	7	7.33	6.89	8.86	6.75	54	26	9.33
Percent Change from Prior Year	-29%	126%	-44%	-5%	120%	12%	-15%	10%	188%	31%	-69%	-42%	43%

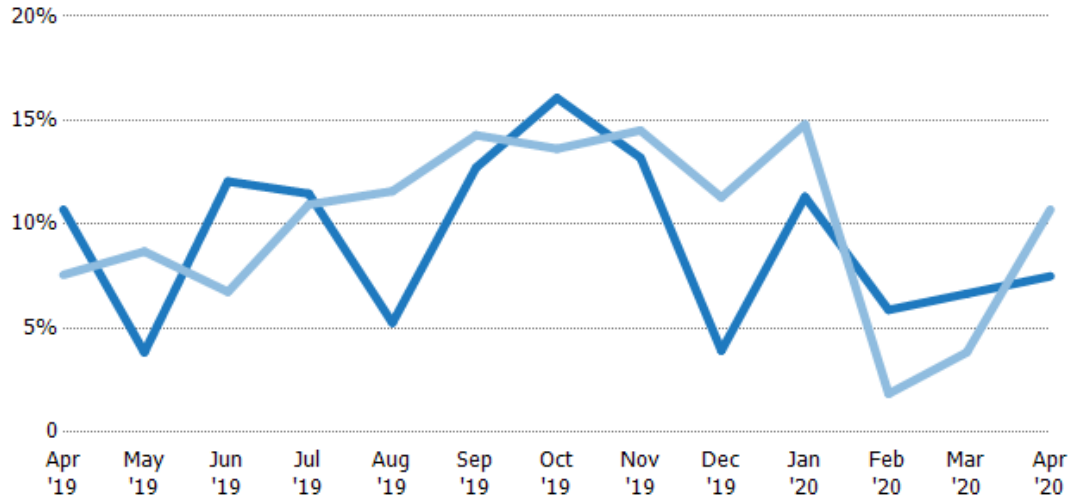
Absorption Rate

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.
Apr '20	8%	3.2%
Apr '19	11%	-3.1%
Apr '18	8%	7.8%



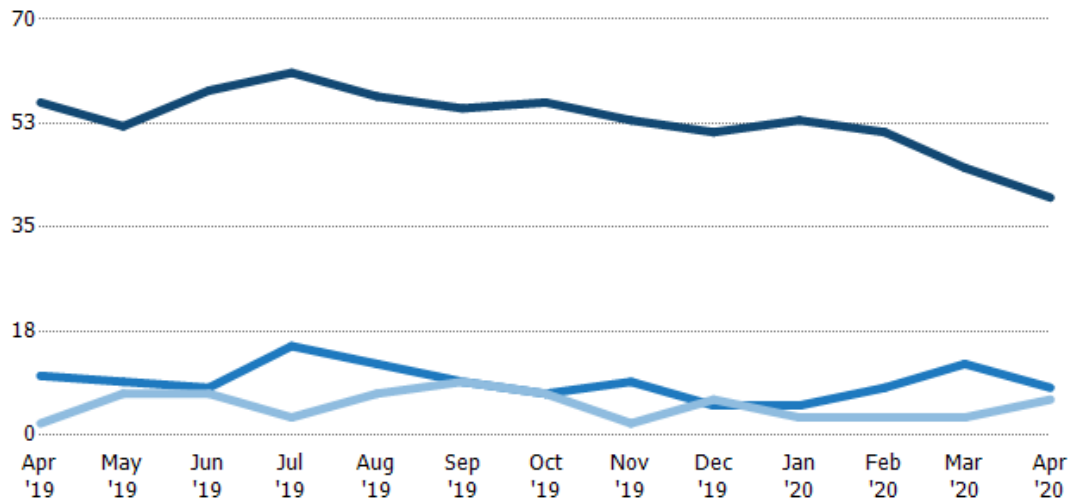
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	11%	4%	12%	11%	5%	13%	16%	13%	4%	11%	6%	7%	8%
Prior Year	8%	9%	7%	11%	12%	14%	14%	15%	11%	15%	2%	4%	11%
Change from Prior Year	-3%	5%	-5%	-1%	6%	2%	-2%	1%	7%	3%	-4%	-3%	3%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	56	52	58	61	57	55	56	53	51	53	51	45	40
Pending	10	9	8	15	12	9	7	9	5	5	8	12	8
Sold	2	7	7	3	7	9	7	2	6	3	3	3	6

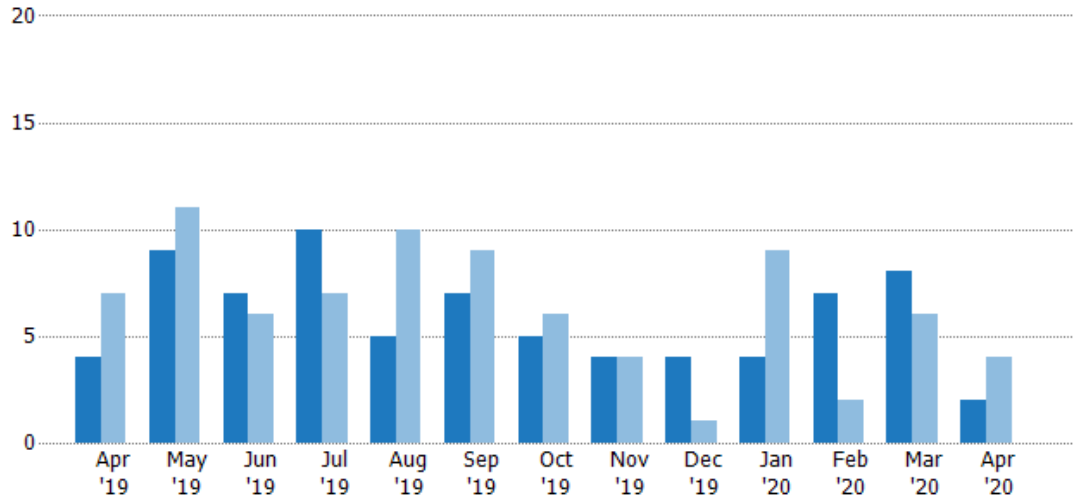
New Pending Sales

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.
Apr '20	2	-50%
Apr '19	4	-42.9%
Apr '18	7	-71.4%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	4	9	7	10	5	7	5	4	4	4	7	8	2
Prior Year	7	11	6	7	10	9	6	4	1	9	2	6	4
Percent Change from Prior Year	-43%	-18%	17%	43%	-50%	-22%	-17%	0%	300%	-56%	250%	33%	-50%

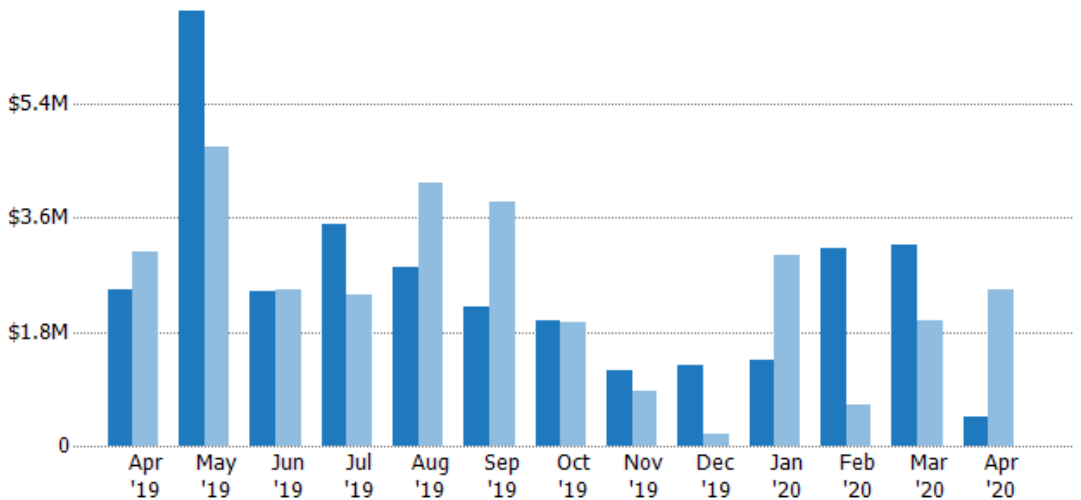
New Pending Sales Volume

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.
Apr '20	\$469K	-81.1%
Apr '19	\$2.48M	-19%
Apr '18	\$3.06M	-79.6%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K
Prior Year	\$3.06M	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$1.95M	\$858K	\$180K	\$3.02M	\$644K	\$1.97M	\$2.48M
Percent Change from Prior Year	-19%	46%	-1%	47%	-32%	-43%	1%	38%	610%	-55%	386%	62%	-81%

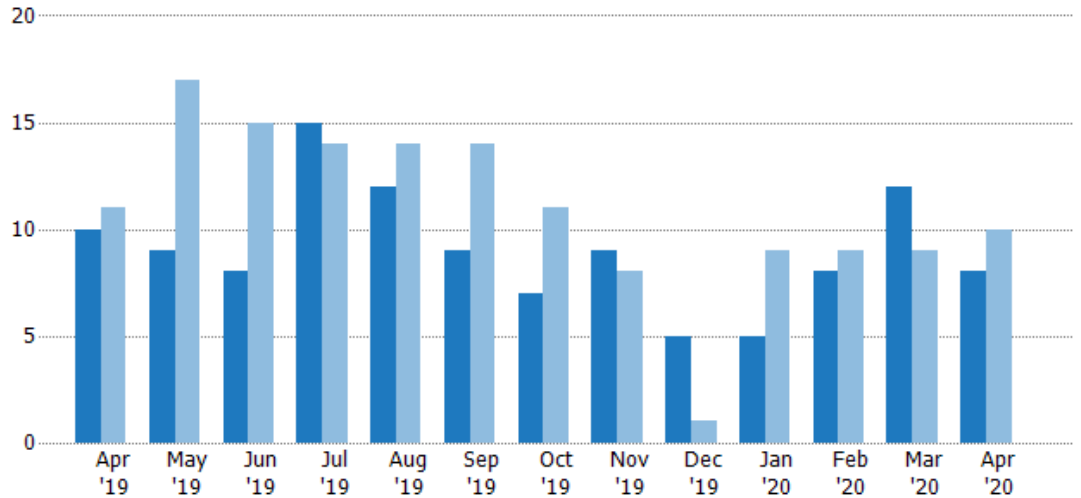
Pending Sales

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.
Apr '20	8	-20%
Apr '19	10	-9.1%
Apr '18	11	-27.3%



Current Year	10	9	8	15	12	9	7	9	5	5	8	12	8
Prior Year	11	17	15	14	14	14	11	8	1	9	9	9	10
Percent Change from Prior Year	-9%	-47%	-47%	7%	-14%	-36%	-36%	13%	400%	-44%	-11%	33%	-20%

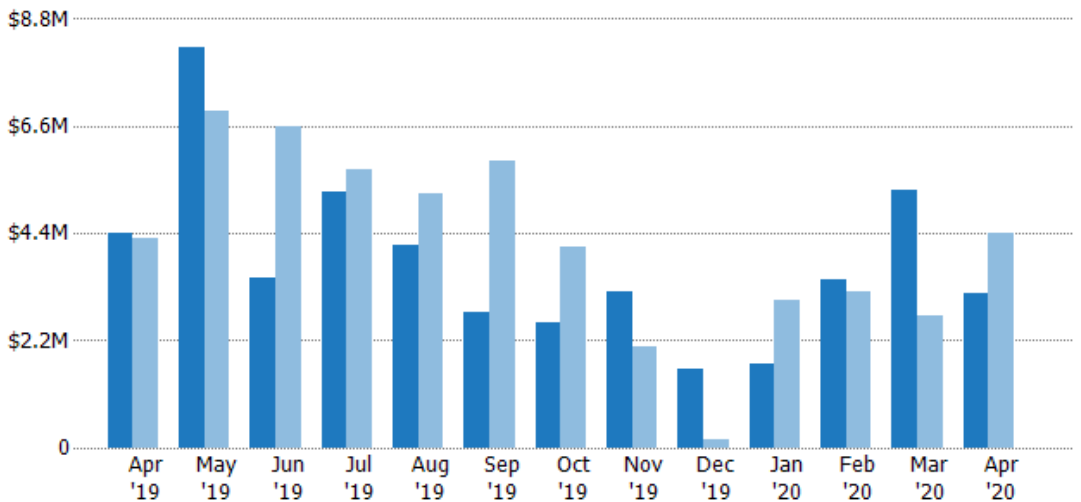
Pending Sales Volume

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.
Apr '20	\$3.19M	-27.4%
Apr '19	\$4.39M	2.4%
Apr '18	\$4.28M	16.9%



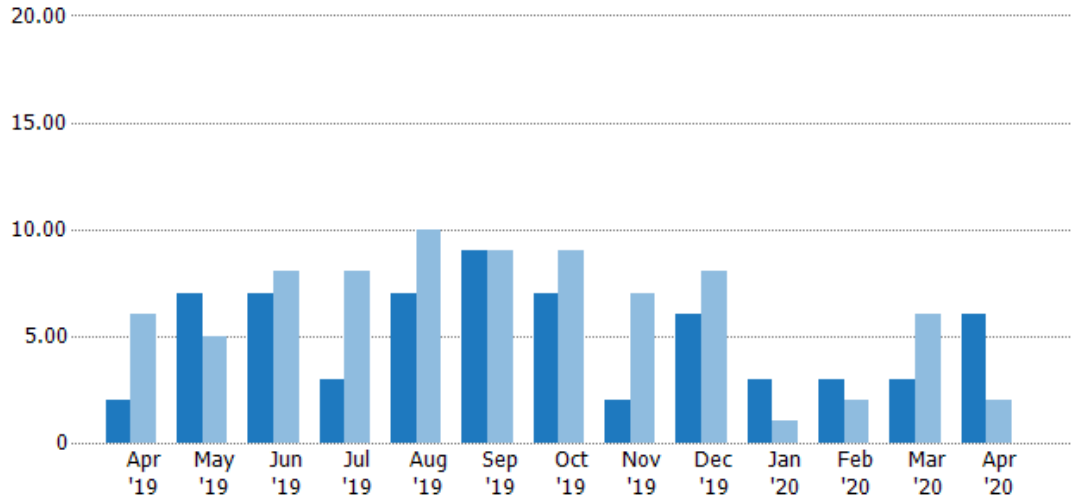
Current Year	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M
Prior Year	\$4.28M	\$6.9M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.11M	\$2.08M	\$180K	\$3.02M	\$3.2M	\$2.71M	\$4.39M
Percent Change from Prior Year	2%	19%	-47%	-8%	-20%	-53%	-37%	54%	792%	-43%	8%	96%	-27%

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



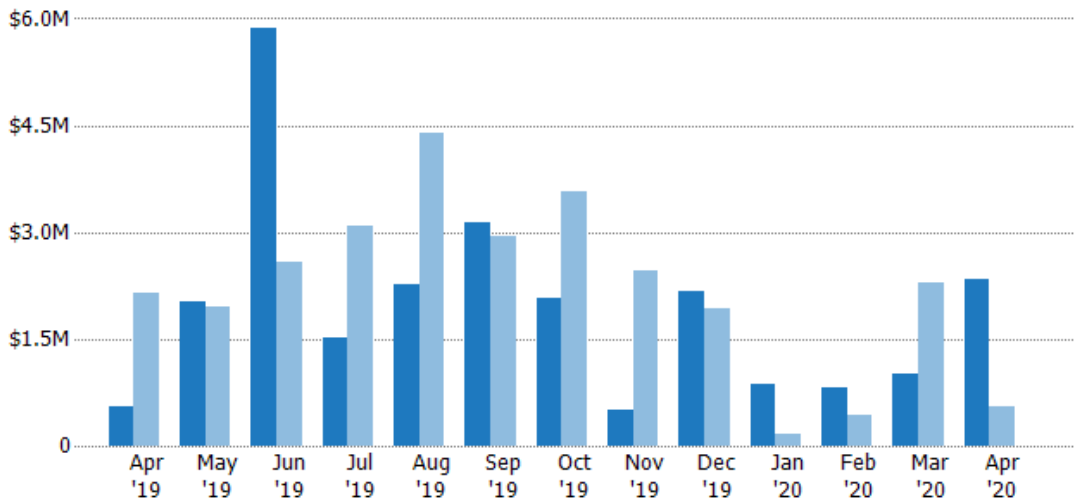
Month/Year	Count	% Chg.
Apr '20	6	200%
Apr '19	2	-66.7%
Apr '18	6	-50%

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



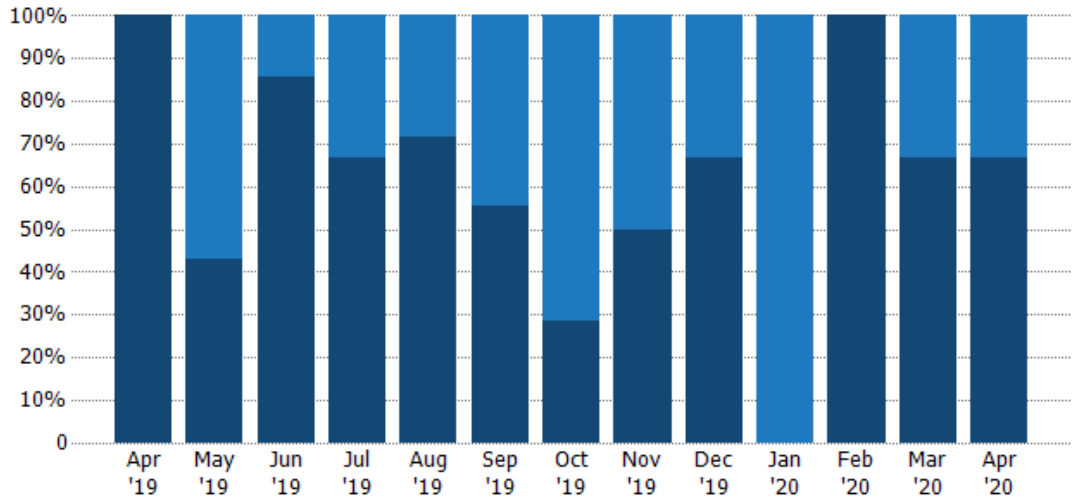
Month/Year	Volume	% Chg.
Apr '20	\$2.33M	326%
Apr '19	\$548K	-74.3%
Apr '18	\$2.14M	-58.1%

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



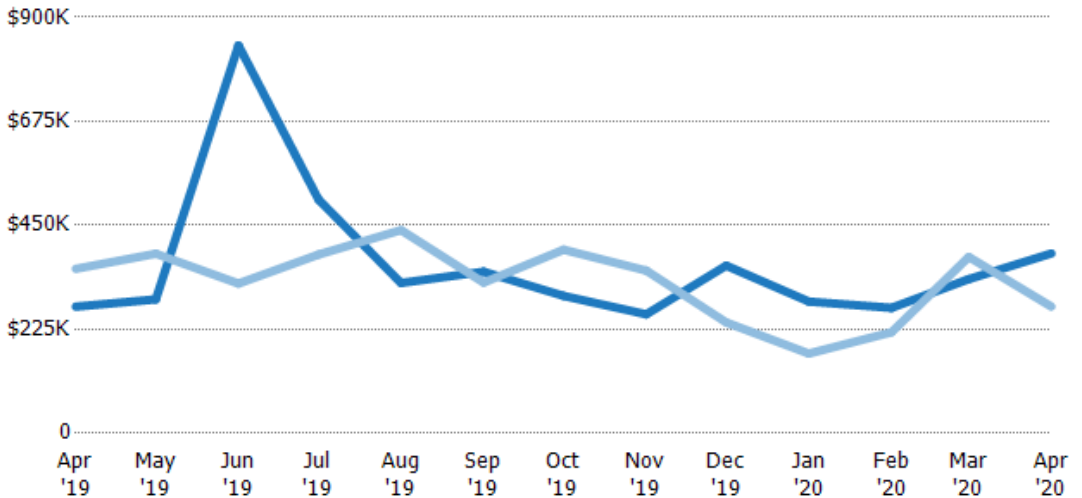
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	-	57%	14%	33%	29%	44%	71%	50%	33%	100%	-	33%	33%
Single Family Residence	100%	43%	86%	67%	71%	56%	29%	50%	67%	-	100%	67%	67%

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.
Apr '20	\$389K	42%
Apr '19	\$274K	-23%
Apr '18	\$356K	-16.2%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K
Prior Year	\$356K	\$389K	\$324K	\$387K	\$440K	\$326K	\$397K	\$352K	\$240K	\$173K	\$219K	\$382K	\$274K
Percent Change from Prior Year	-23%	-25%	159%	31%	-26%	7%	-25%	-27%	51%	65%	24%	-13%	42%

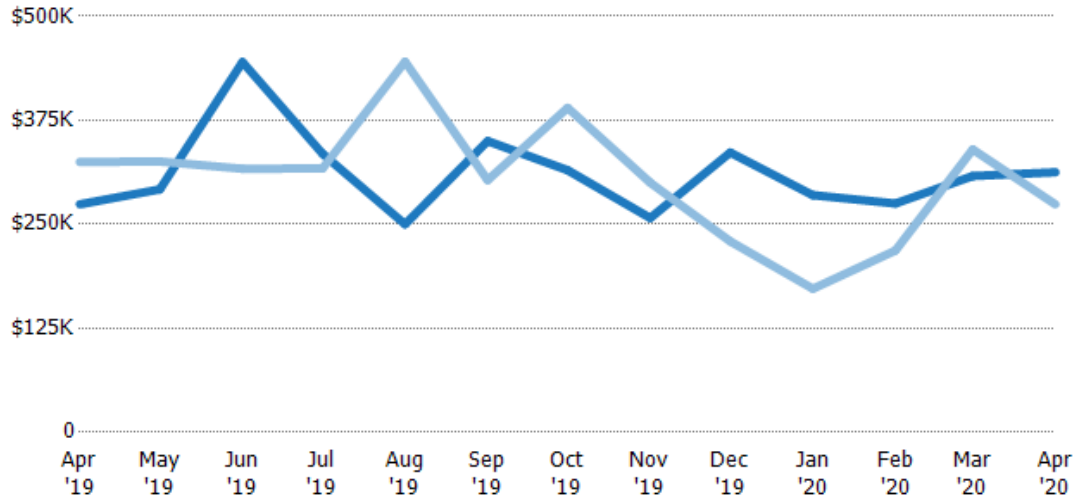
Median Sales Price

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.
Apr '20	\$313K	14.1%
Apr '19	\$274K	-15.7%
Apr '18	\$325K	-23.1%



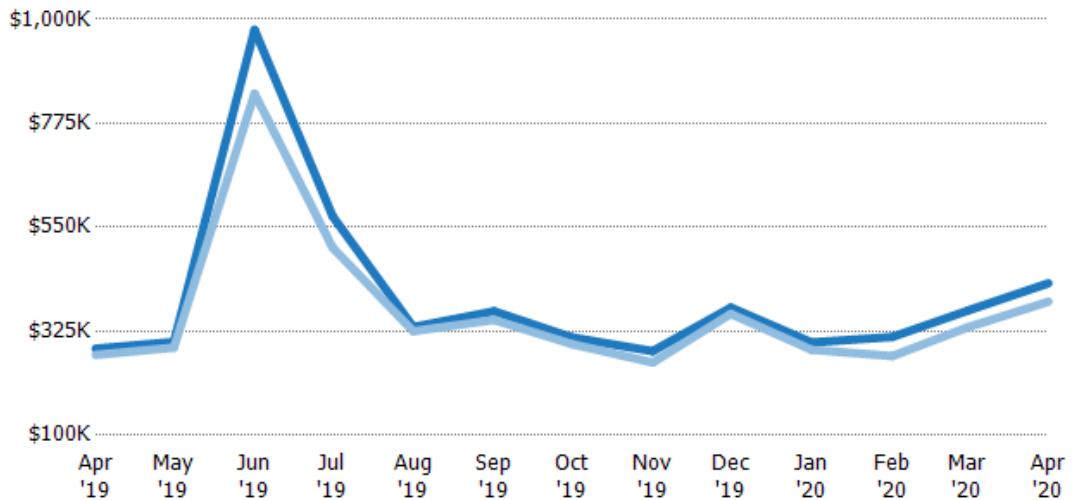
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K
Prior Year	\$325K	\$326K	\$317K	\$317K	\$446K	\$303K	\$390K	\$300K	\$230K	\$173K	\$219K	\$340K	\$274K
Percent Change from Prior Year	-16%	-10%	40%	6%	-44%	16%	-19%	-14%	47%	65%	26%	-9%	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



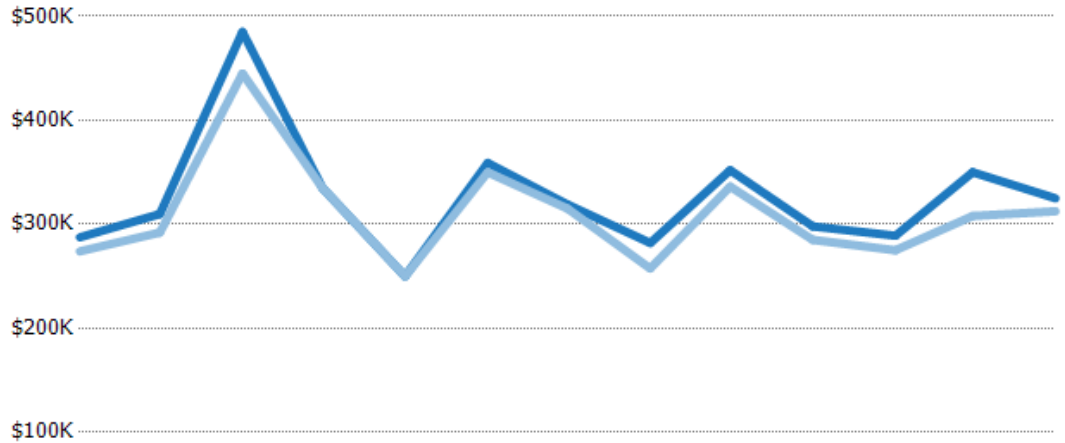
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$288K	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K
Avg Sales Price	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K
Avg Sales Price as a % of Avg List Price	95%	96%	86%	88%	97%	95%	95%	91%	96%	95%	87%	90%	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



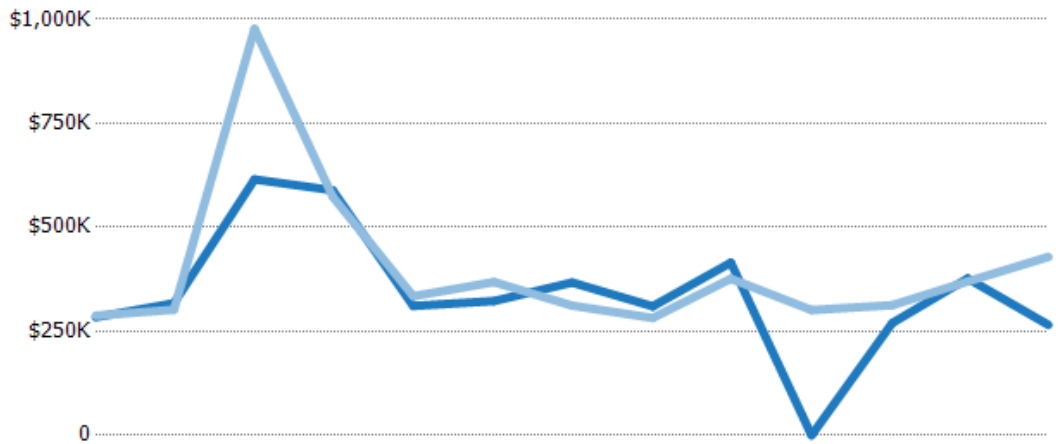
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$288K	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K
Median Sales Price	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K
Med Sales Price as a % of Med List Price	95%	94%	92%	100%	100%	97%	99%	91%	96%	96%	95%	88%	96%

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



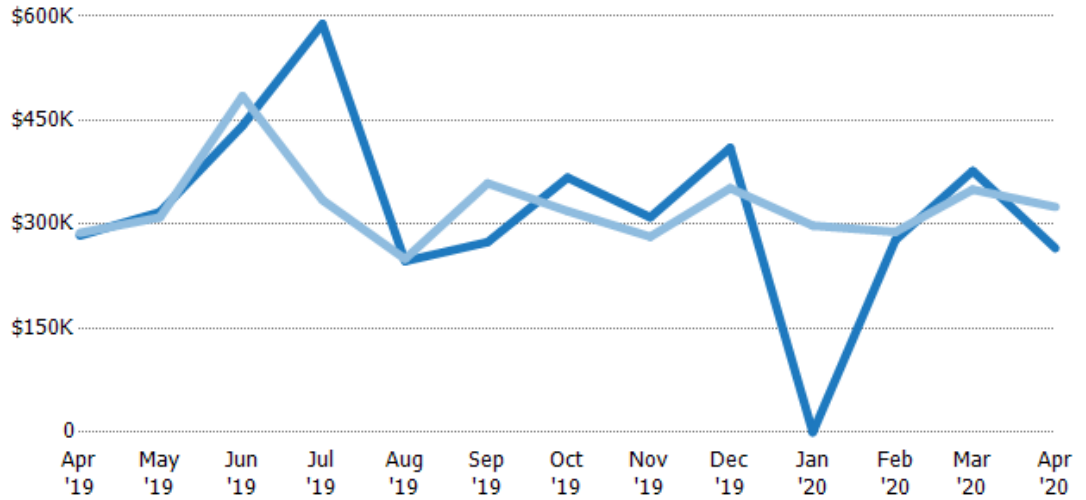
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$284K	\$318K	\$615K	\$589K	\$311K	\$323K	\$367K	\$310K	\$415K	\$0	\$270K	\$377K	\$265K
Avg Sales Price	\$288K	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K
Avg Sales Price as a % of Avg Est Value	101%	95%	159%	97%	107%	114%	85%	91%	91%	100%	116%	98%	162%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$284K	\$318K	\$442K	\$589K	\$247K	\$274K	\$367K	\$310K	\$410K	\$0	\$278K	\$377K	\$265K
Median Sales Price	\$288K	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K
Med Sales Price as a % of Med Est Value	101%	98%	110%	57%	101%	131%	87%	91%	86%	100%	104%	93%	122%