

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	6	+16.7%	32	27	+18.5%
New Listing Volume	\$3,755,400	\$2,946,750	+27.4%	\$22,513,800	\$14,535,550	+54.9%
Active Listing Count	36	52	-30.8%	N/A	N/A	
Active Listing Volume	\$28,745,200	\$23,909,350	+20.2%	N/A	N/A	
Average Listing Price	\$798,478	\$459,795	+73.7%	\$678,090	\$497,893	+36.2%
Median Listing Price	\$487,450	\$352,000	+38.5%	\$468,821	\$380,041	+23.4%
Median Days in RPR	229.5	248	-7.5%	209.8	238	-11.9%
Months of Inventory	6	17.3	-65.4%	12	11.3	+6.7%
Absorption Rate	16.67%	5.77%	+10.9%	8.33%	8.89%	-0.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	12	9	+33.3%	33	31	+6.5%
New Pending Sales Volume	\$6,164,300	\$6,867,900	-10.2%	\$14,307,700	\$15,181,500	-5.8%
Pending Sales Count	12	9	+33.3%	N/A	N/A	
Pending Sales Volume	\$5,784,500	\$8,225,900	-29.7%	N/A	N/A	
Closed Sales Count	7	7	+/-	22	19	+15.8%
Closed Sales Volume	\$3,144,900	\$2,028,500	+55%	\$8,148,800	\$5,674,400	+43.6%
Average Sales Price	\$449,271	\$289,786	+55%	\$370,400	\$298,653	+24%
Median Sales Price	\$450,000	\$292,000	+54.1%	\$346,773	\$278,447	+24.5%

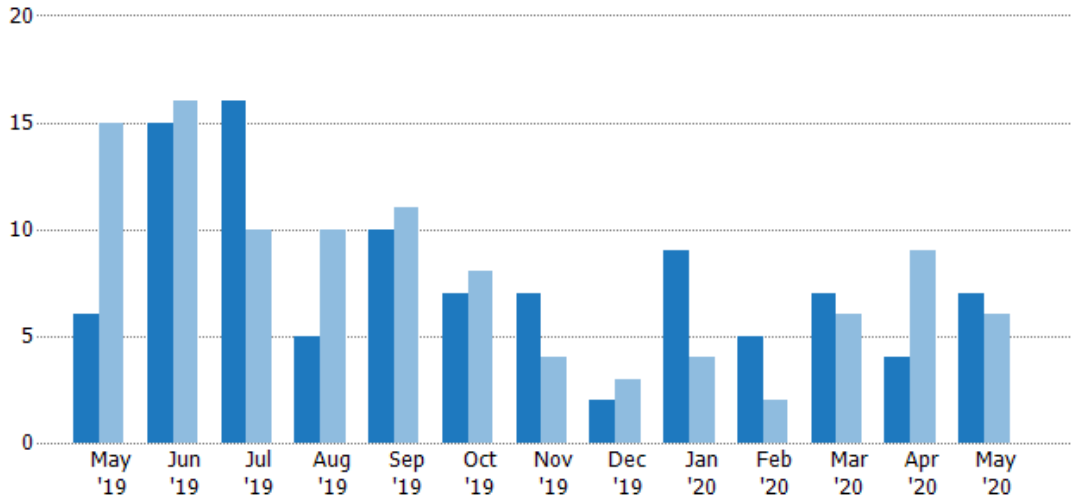
## New Listings

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.
May '20	7	16.7%
May '19	6	-60%
May '18	15	-40%



Current Year	6	15	16	5	10	7	7	2	9	5	7	4	7
Prior Year	15	16	10	10	11	8	4	3	4	2	6	9	6
Percent Change from Prior Year	-60%	-6%	60%	-50%	-9%	-13%	75%	-33%	125%	150%	17%	-56%	17%

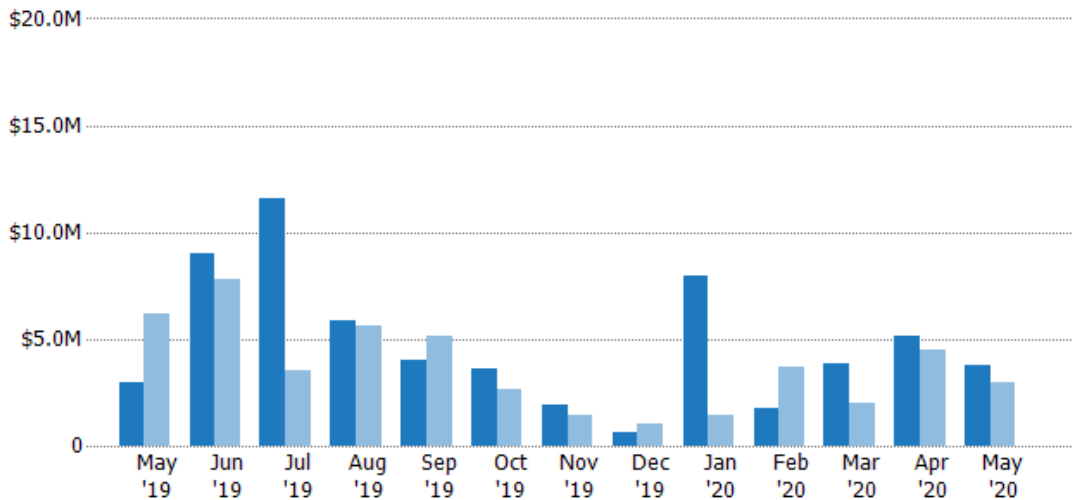
## New Listing Volume

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.
May '20	\$3.76M	27.4%
May '19	\$2.95M	-52.6%
May '18	\$6.21M	-50.1%



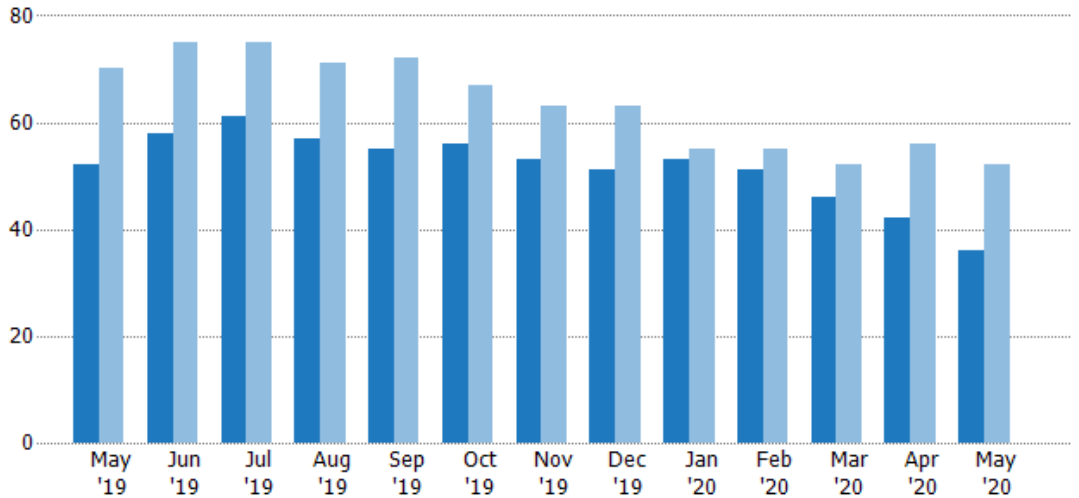
Current Year	\$2.95M	\$8.98M	\$11.5M	\$5.9M	\$4.04M	\$3.64M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.87M	\$5.16M	\$3.76M
Prior Year	\$6.21M	\$7.8M	\$3.54M	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$1.98M	\$4.5M	\$2.95M
Percent Change from Prior Year	-53%	15%	226%	5%	-21%	37%	38%	-43%	468%	-52%	95%	15%	27%

## 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.
May '20	36	-30.8%
May '19	52	-25.7%
May '18	70	-28.6%

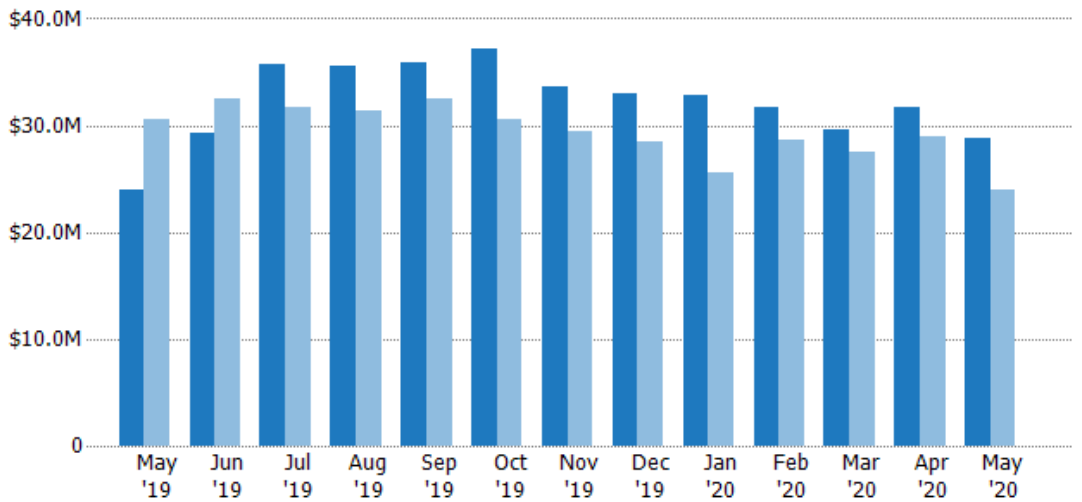
Month/Year	Count	% Chg.
May '20	36	-30.8%
May '19	52	-25.7%
May '18	70	-28.6%

## 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.
May '20	\$28.7M	20.2%
May '19	\$23.9M	-22%
May '18	\$30.6M	-21%

Month/Year	Volume	% Chg.
May '20	\$28.7M	20.2%
May '19	\$23.9M	-22%
May '18	\$30.6M	-21%

Month/Year	Volume	% Chg.
May '20	\$28.7M	20.2%
May '19	\$23.9M	-22%
May '18	\$30.6M	-21%

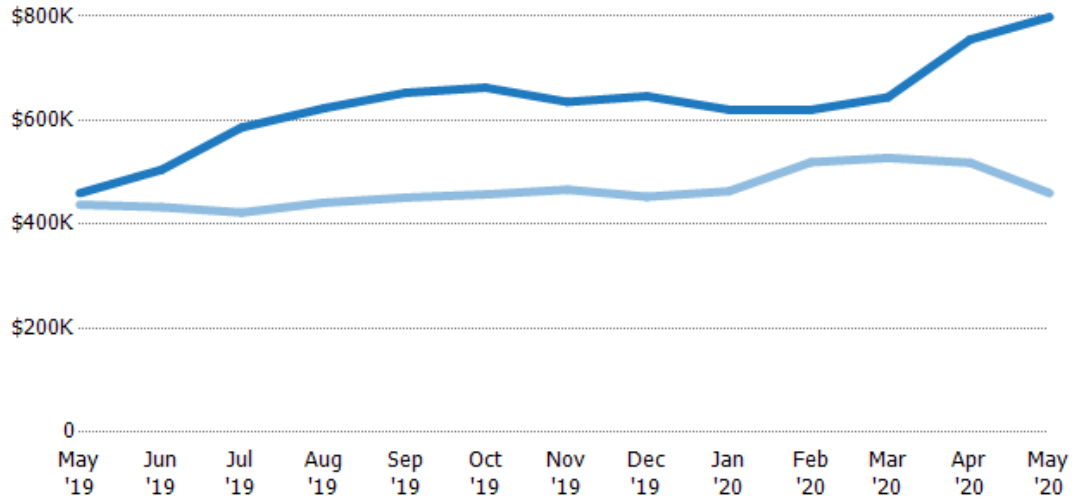
## Average Listing Price

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.
May '20	\$798K	73.7%
May '19	\$460K	5.1%
May '18	\$438K	10.5%



Current Year	\$460K	\$505K	\$586K	\$623K	\$653K	\$663K	\$635K	\$646K	\$620K	\$620K	\$644K	\$755K	\$798K
Prior Year	\$438K	\$433K	\$423K	\$441K	\$451K	\$457K	\$467K	\$453K	\$464K	\$519K	\$528K	\$518K	\$460K
Percent Change from Prior Year	5%	17%	39%	41%	45%	45%	36%	43%	34%	19%	22%	46%	74%

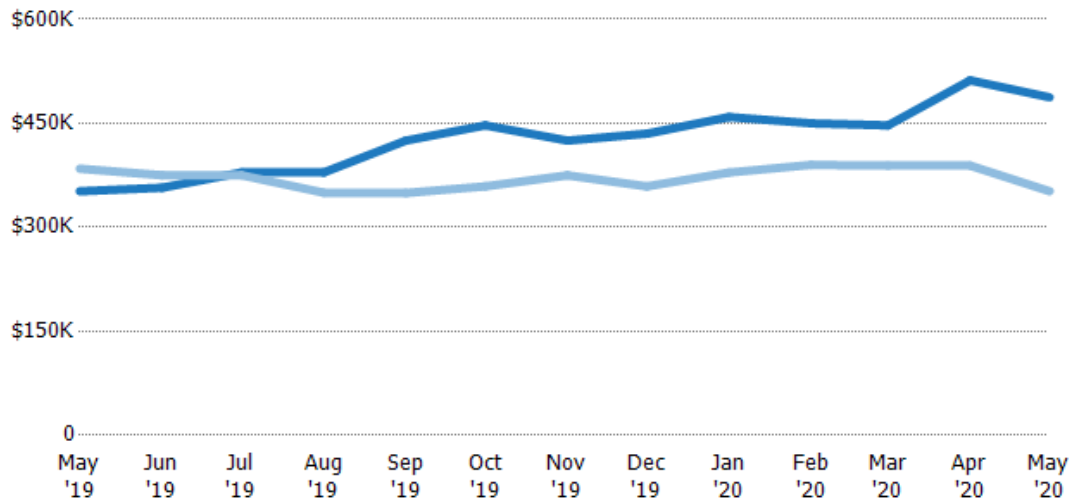
## Median Listing Price

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.
May '20	\$487K	38.5%
May '19	\$352K	-8.5%
May '18	\$385K	-3%



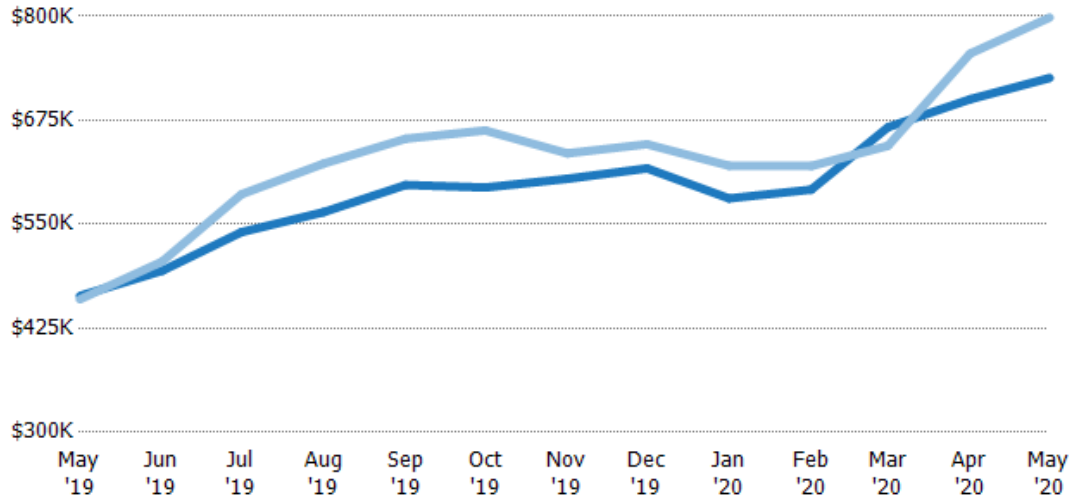
Current Year	\$352K	\$357K	\$379K	\$379K	\$425K	\$447K	\$425K	\$435K	\$459K	\$450K	\$447K	\$512K	\$487K
Prior Year	\$385K	\$375K	\$375K	\$350K	\$349K	\$359K	\$375K	\$359K	\$379K	\$390K	\$389K	\$389K	\$352K
Percent Change from Prior Year	-8%	-5%	1%	8%	22%	25%	13%	21%	21%	15%	15%	32%	38%

## 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

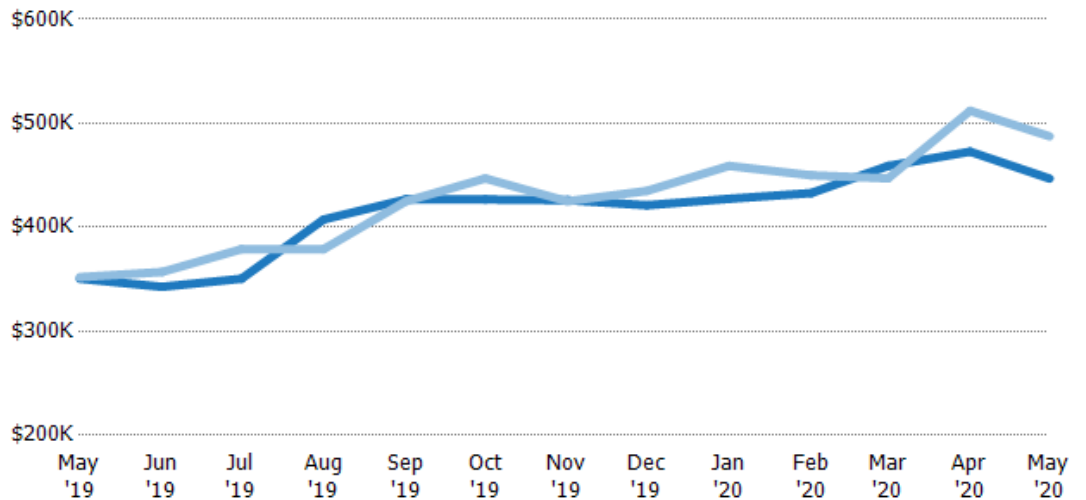


## Median Listing Price vs Median Est Value

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

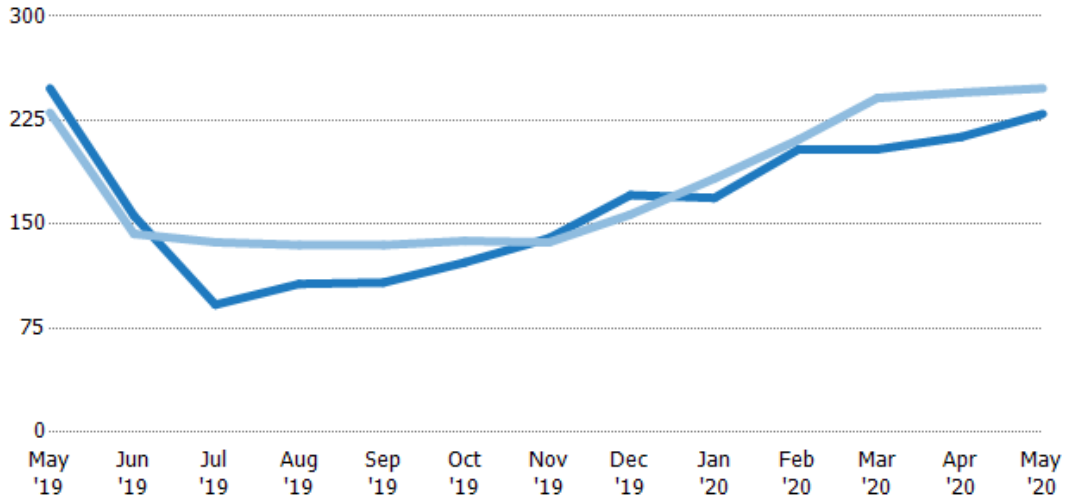


## Median Days in RPR

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



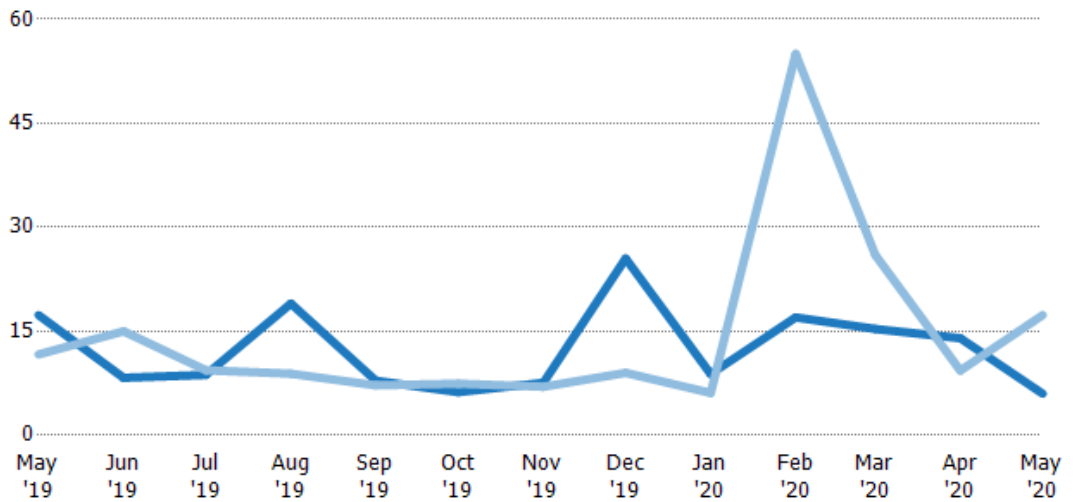
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	248	156	92	107	108	123	140	171	169	204	204	213	230
Prior Year	231	143	137	135	135	138	137	157	183	211	241	245	248
Percent Change from Prior Year	8%	9%	-33%	-21%	-20%	-11%	2%	9%	-8%	-3%	-15%	-13%	-7%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	17.3	8.29	8.71	19	7.86	6.22	7.57	25.5	8.83	17	15.3	14	6
Prior Year	11.7	15	9.38	8.88	7.2	7.44	7	9	6.11	55	26	9.33	17.3
Percent Change from Prior Year	49%	-45%	-7%	114%	9%	-16%	8%	183%	45%	-69%	-41%	50%	-65%

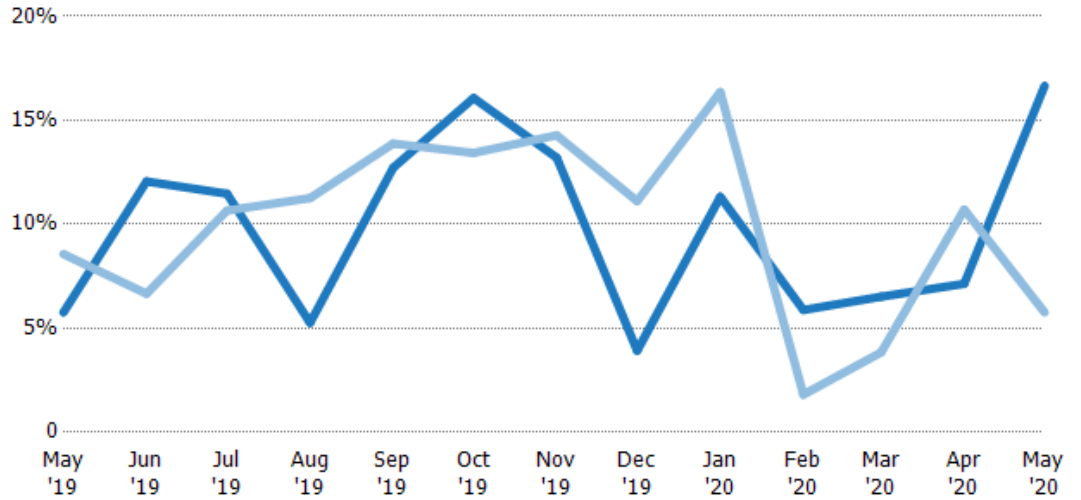
## Absorption Rate

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.
May '20	17%	-10.9%
May '19	6%	2.8%
May '18	9%	-30%



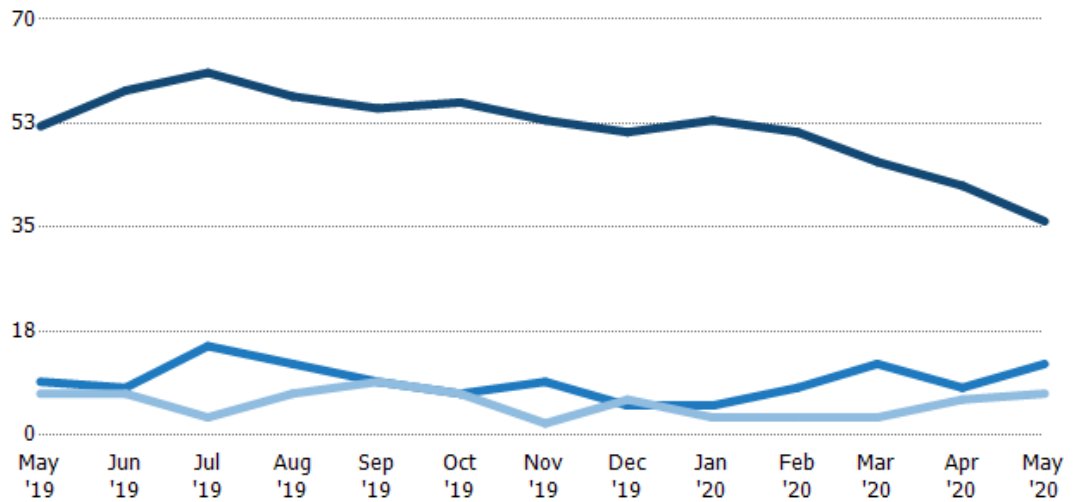
Current Year	6%	12%	11%	5%	13%	16%	13%	4%	11%	6%	7%	7%	17%
Prior Year	9%	7%	11%	11%	14%	13%	14%	11%	16%	2%	4%	11%	6%
Change from Prior Year	3%	-5%	-1%	6%	1%	-3%	1%	7%	5%	-4%	-3%	4%	-11%

## 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	52	58	61	57	55	56	53	51	53	51	46	42	36
Pending	9	8	15	12	9	7	9	5	5	8	12	8	12
Sold	7	7	3	7	9	7	2	6	3	3	3	6	7

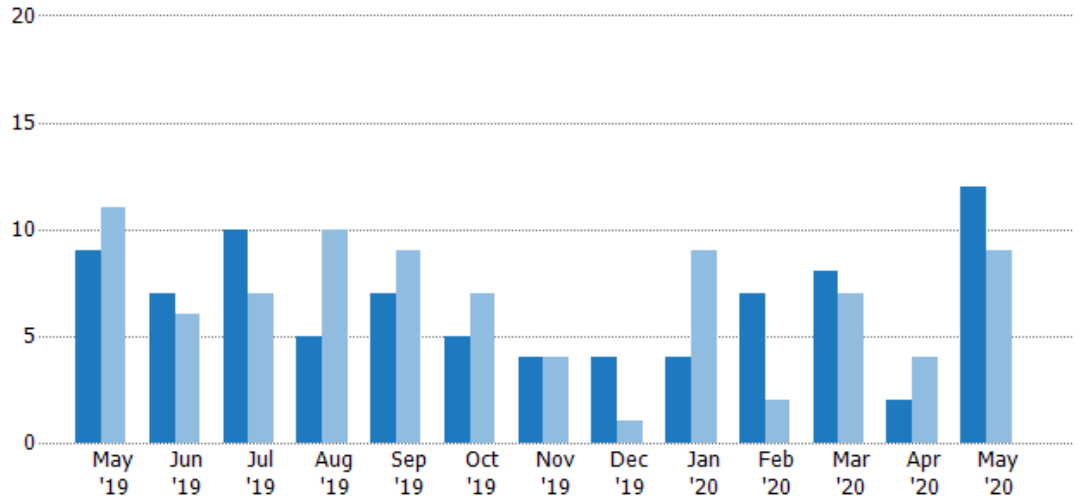
## New Pending Sales

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.
May '20	12	33.3%
May '19	9	-18.2%
May '18	11	-36.4%



Current Year	9	7	10	5	7	5	4	4	4	7	8	2	12
Prior Year	11	6	7	10	9	7	4	1	9	2	7	4	9
Percent Change from Prior Year	-18%	17%	43%	-50%	-22%	-29%	0%	300%	-56%	250%	14%	-50%	33%

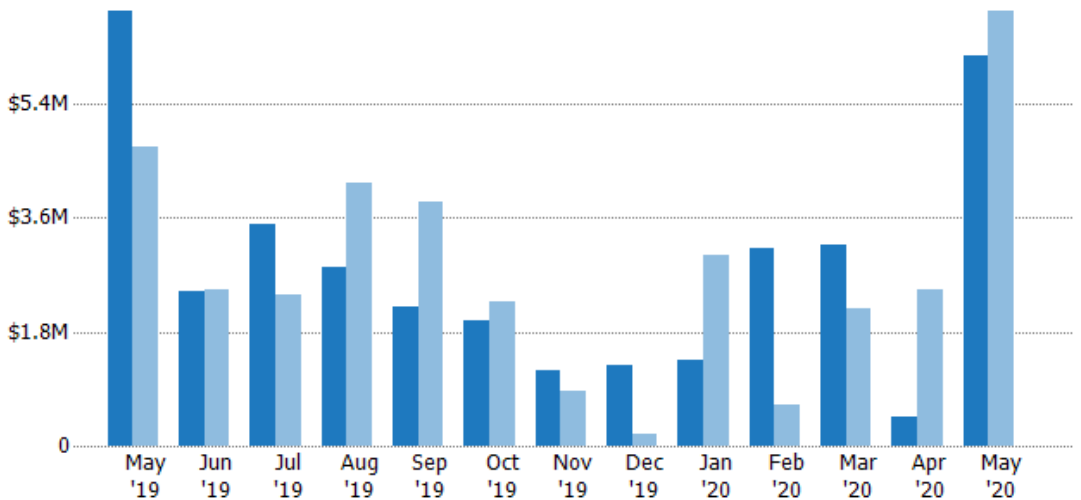
## New Pending Sales Volume

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.
May '20	\$6.16M	-10.2%
May '19	\$6.87M	45.9%
May '18	\$4.71M	-54.3%



Current Year	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M
Prior Year	\$4.71M	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$2.28M	\$858K	\$180K	\$3.02M	\$644K	\$2.17M	\$2.48M	\$6.87M
Percent Change from Prior Year	46%	-1%	47%	-32%	-43%	-13%	38%	610%	-55%	386%	47%	-81%	-10%



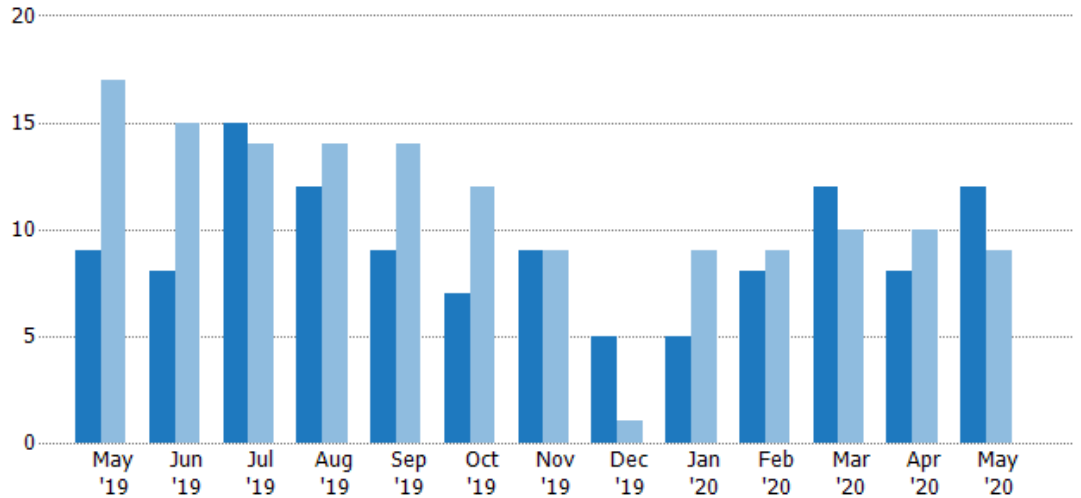
## Pending Sales

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.
May '20	12	33.3%
May '19	9	-47.1%
May '18	17	-41.2%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9	8	15	12	9	7	9	5	5	8	12	8	12
Prior Year	17	15	14	14	14	12	9	1	9	9	10	10	9
Percent Change from Prior Year	-47%	-47%	7%	-14%	-36%	-42%	0%	400%	-44%	-11%	20%	-20%	33%

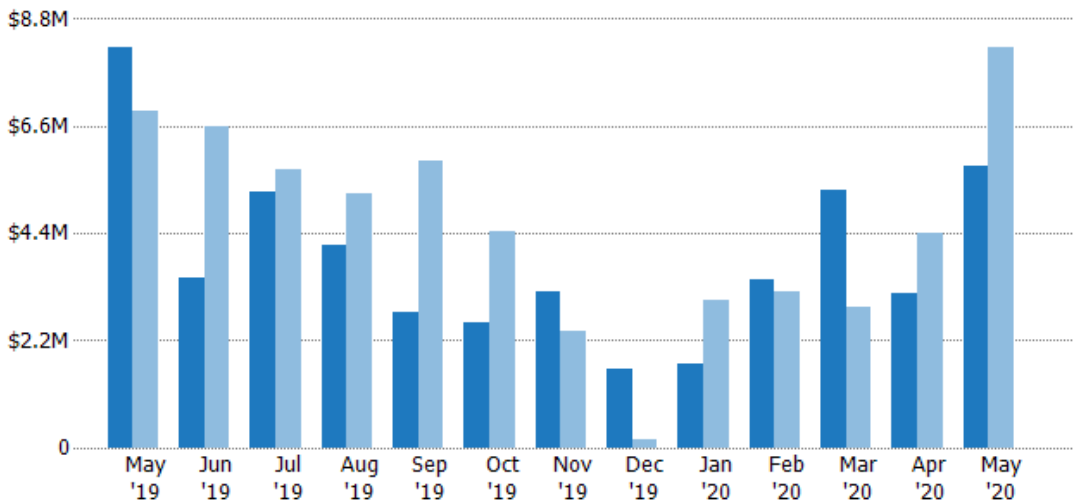
## Pending Sales Volume

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.
May '20	\$5.78M	-29.7%
May '19	\$8.23M	19.2%
May '18	\$6.9M	-30.2%



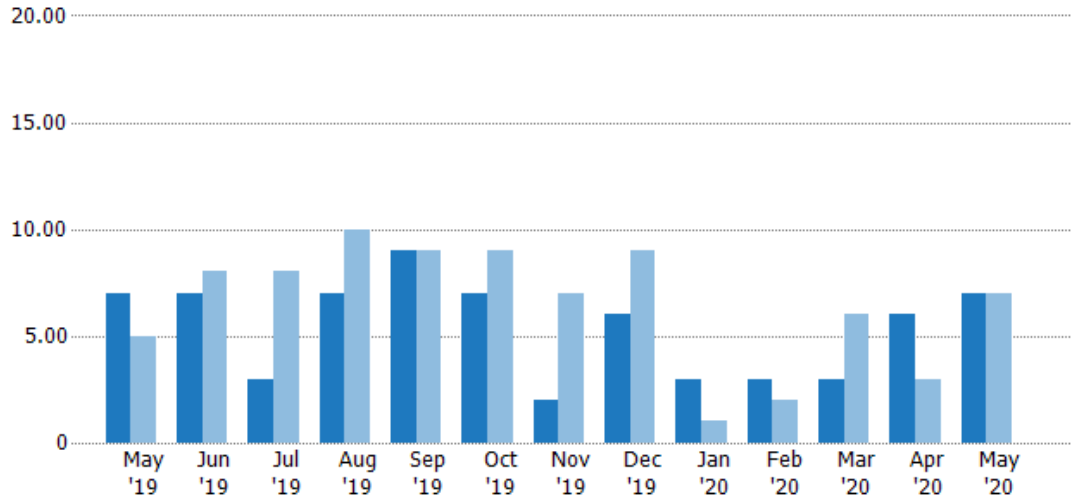
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M
Prior Year	\$6.9M	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.43M	\$2.4M	\$180K	\$3.02M	\$3.2M	\$2.9M	\$4.39M	\$8.23M
Percent Change from Prior Year	19%	-47%	-8%	-20%	-53%	-42%	33%	792%	-43%	8%	82%	-27%	-30%

## 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



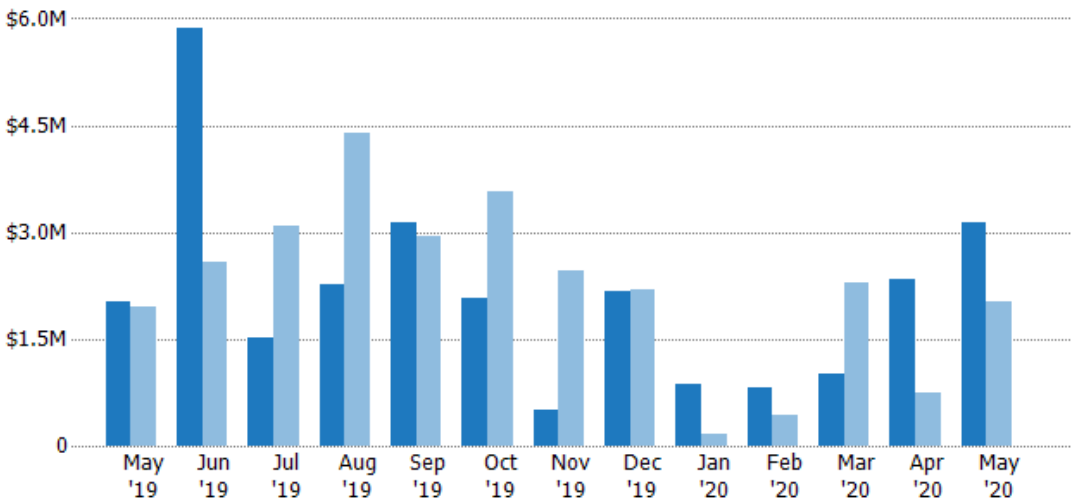
Month/Year	Count	% Chg.
May '20	7	0%
May '19	7	40%
May '18	5	-20%

## 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



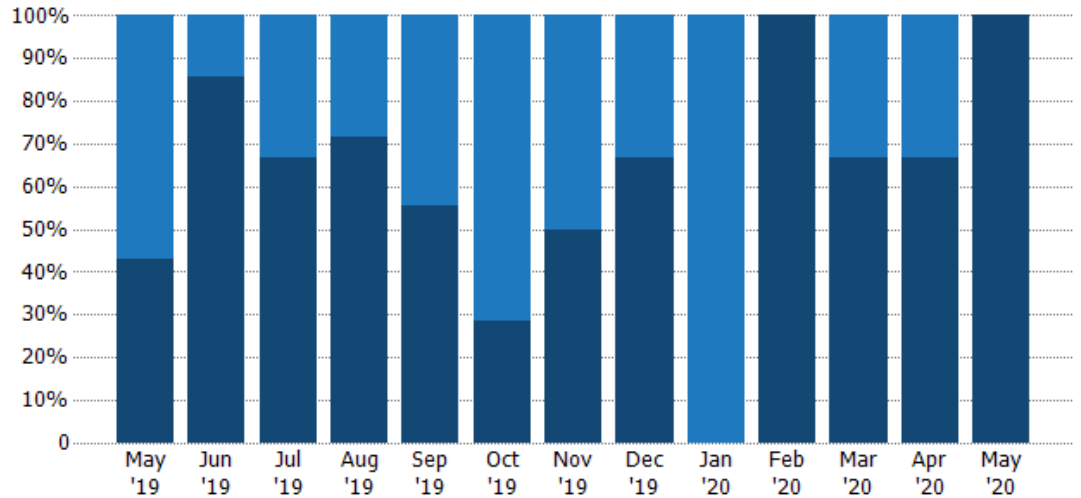
Month/Year	Volume	% Chg.
May '20	\$3.14M	55%
May '19	\$2.03M	4.4%
May '18	\$1.94M	-9%

## 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



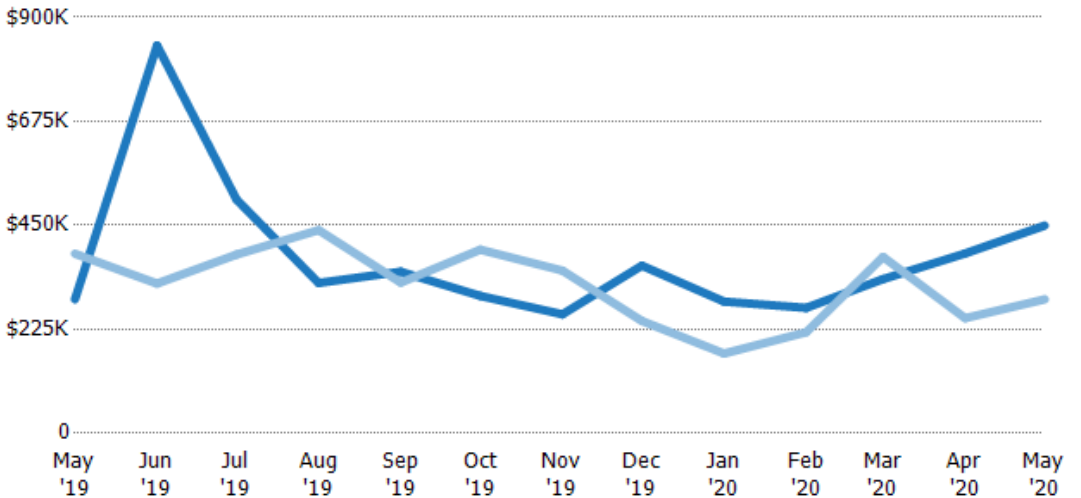
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	57%	14%	33%	29%	44%	71%	50%	33%	100%	-	33%	33%	-
Single Family Residence	43%	86%	67%	71%	56%	29%	50%	67%	-	100%	67%	67%	100%

## 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.
May '20	\$449K	55%
May '19	\$290K	-25.4%
May '18	\$389K	13.7%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K
Prior Year	\$389K	\$324K	\$387K	\$440K	\$326K	\$397K	\$352K	\$243K	\$173K	\$219K	\$382K	\$249K	\$290K
Percent Change from Prior Year	-25%	159%	31%	-26%	7%	-25%	-27%	49%	65%	24%	-13%	56%	55%

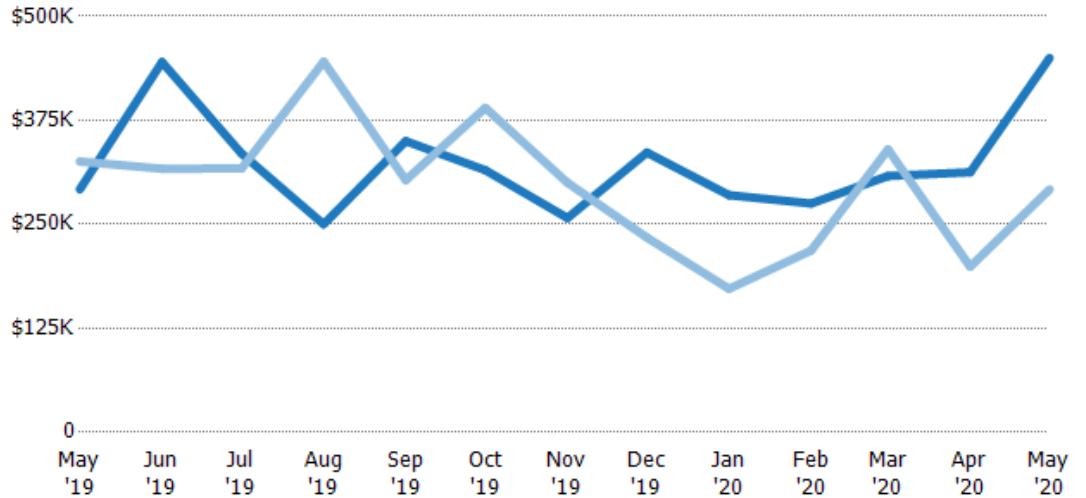
## Median Sales Price

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.
May '20	\$450K	54.1%
May '19	\$292K	-10.3%
May '18	\$326K	24%



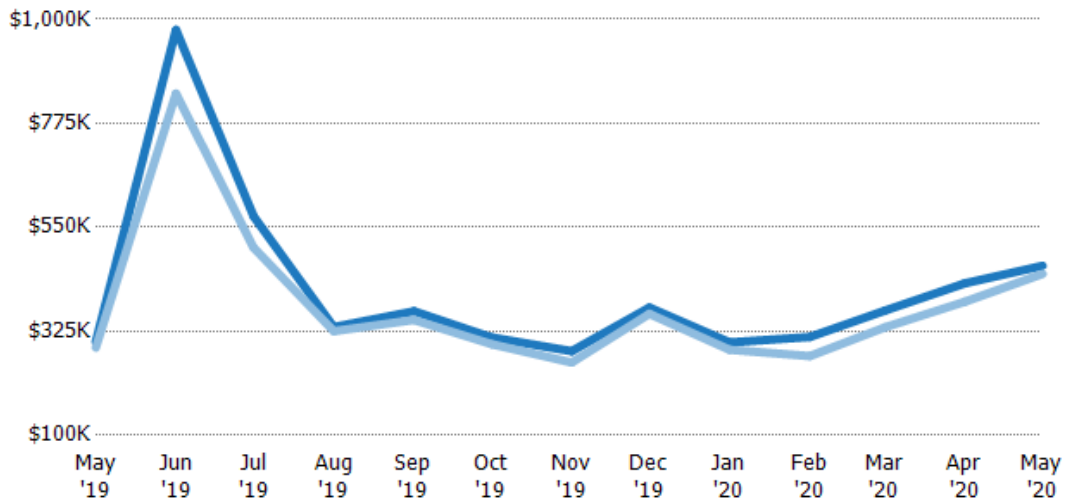
Current Year	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K
Prior Year	\$326K	\$317K	\$317K	\$446K	\$303K	\$390K	\$300K	\$234K	\$173K	\$219K	\$340K	\$199K	\$292K
Percent Change from Prior Year	-10%	40%	6%	-44%	16%	-19%	-14%	44%	65%	26%	-9%	57%	54%

## 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



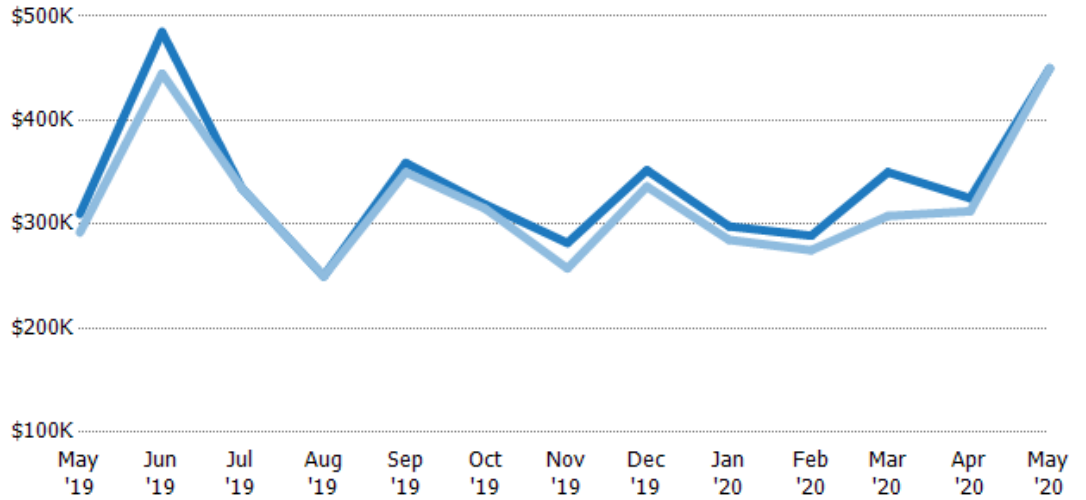
Avg List Price	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K
Avg Sales Price	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K
Avg Sales Price as a % of Avg List Price	96%	86%	88%	97%	95%	95%	91%	96%	95%	87%	90%	91%	96%

## 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



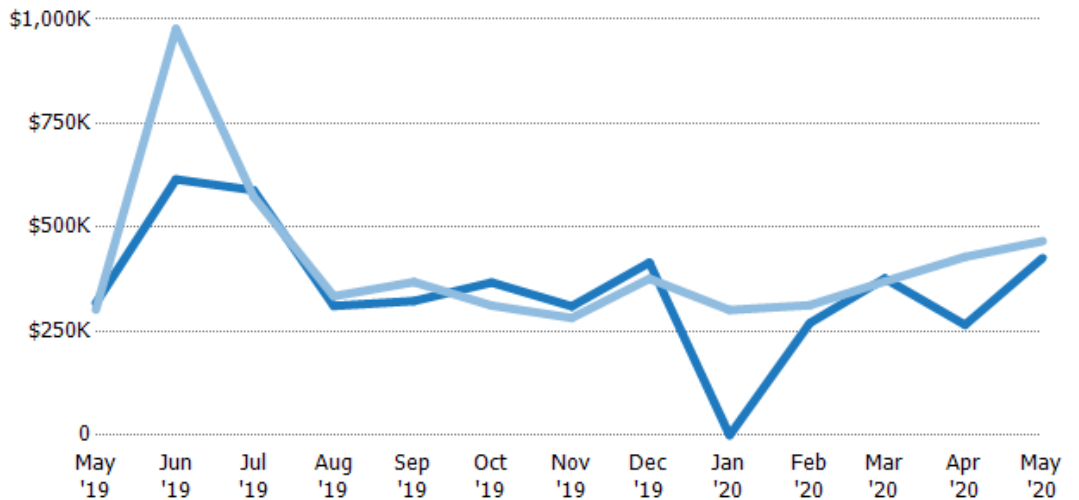
Median List Price	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K
Median Sales Price	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K
Med Sales Price as a % of Med List Price	94%	92%	100%	100%	97%	99%	91%	96%	96%	95%	88%	96%	100%

## 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



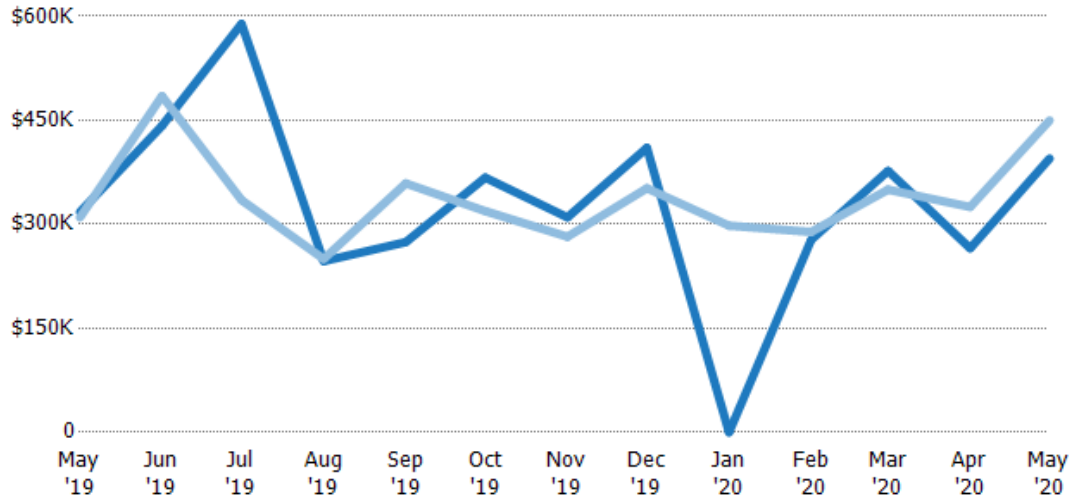
Avg Est Value	\$318K	\$615K	\$589K	\$311K	\$323K	\$367K	\$310K	\$415K	\$0	\$270K	\$377K	\$265K	\$426K
Avg Sales Price	\$302K	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K
Avg Sales Price as a % of Avg Est Value	95%	159%	97%	107%	114%	85%	91%	91%	100%	116%	98%	162%	109%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$318K	\$442K	\$589K	\$247K	\$274K	\$367K	\$310K	\$410K	\$0	\$278K	\$377K	\$265K	\$395K
Median Sales Price	\$310K	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K
Med Sales Price as a % of Med Est Value	98%	110%	57%	101%	131%	87%	91%	86%	100%	104%	93%	122%	114%