

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	15	-40%	41	42	-2.4%
New Listing Volume	\$8,444,000	\$8,980,000	-6%	\$30,937,800	\$23,515,550	+31.6%
Active Listing Count	38	58	-34.5%	N/A	N/A	
Active Listing Volume	\$27,975,700	\$29,297,850	-4.5%	N/A	N/A	
Average Listing Price	\$736,203	\$505,135	+45.7%	\$669,319	\$499,173	+34.1%
Median Listing Price	\$450,000	\$357,000	+26.1%	\$450,325	\$375,966	+19.8%
Median Days in RPR	167	156	+7.1%	210.62	215.92	-2.5%
Months of Inventory	5.4	8.3	-34.5%	10.7	9.1	+16.9%
Absorption Rate	18.42%	12.07%	+6.4%	9.39%	10.98%	-1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	11	7	+57.1%	44	38	+15.8%
New Pending Sales Volume	\$7,470,900	\$2,433,500	+207%	\$21,778,600	\$17,615,000	+23.6%
Pending Sales Count	17	8	+112.5%	N/A	N/A	
Pending Sales Volume	\$9,617,900	\$3,470,500	+177.1%	N/A	N/A	
Closed Sales Count	4	7	-42.9%	26	26	+/-
Closed Sales Volume	\$2,479,000	\$5,875,000	-57.8%	\$10,627,800	\$11,549,400	-8%
Average Sales Price	\$619,750	\$839,286	-26.2%	\$408,762	\$444,208	-8%
Median Sales Price	\$517,500	\$445,000	+16.3%	\$373,038	\$323,288	+15.4%

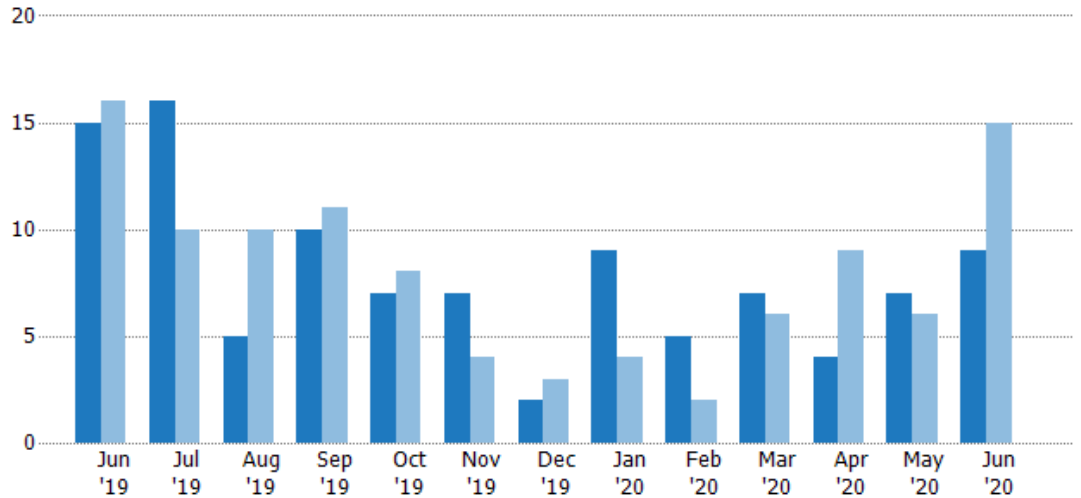
New Listings

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.
Jun '20	9	-40%
Jun '19	15	-6.3%
Jun '18	16	-37.5%



Current Year	15	16	5	10	7	7	2	9	5	7	4	7	9
Prior Year	16	10	10	11	8	4	3	4	2	6	9	6	15
Percent Change from Prior Year	-6%	60%	-50%	-9%	-13%	75%	-33%	125%	150%	17%	-56%	17%	-40%

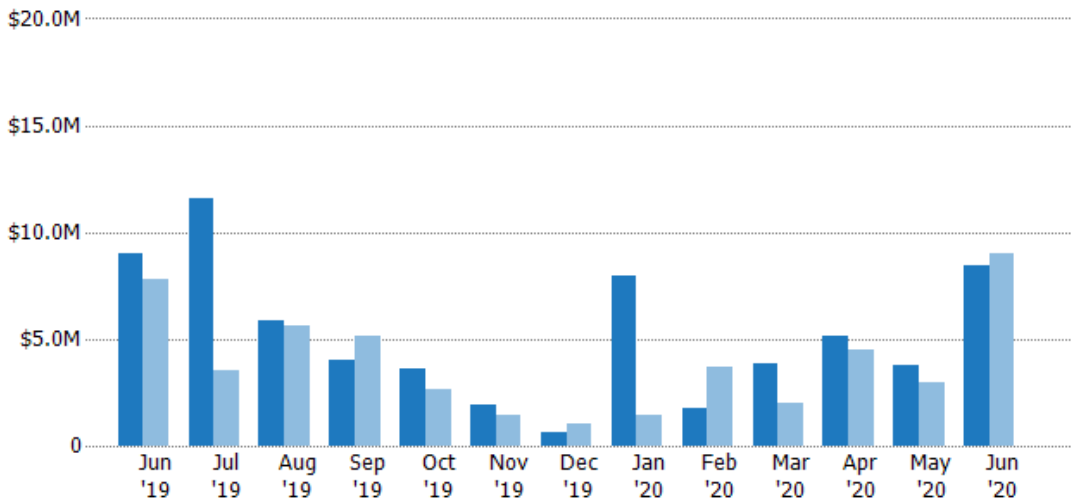
New Listing Volume

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.
Jun '20	\$8.44M	-6%
Jun '19	\$8.98M	15.2%
Jun '18	\$7.8M	-29.8%



Current Year	\$8.98M	\$11.5M	\$5.9M	\$4.04M	\$3.64M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.87M	\$5.16M	\$3.74M	\$8.44M
Prior Year	\$7.8M	\$3.54M	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$1.98M	\$4.5M	\$2.95M	\$8.98M
Percent Change from Prior Year	15%	226%	5%	-21%	37%	38%	-43%	468%	-52%	95%	15%	27%	-6%

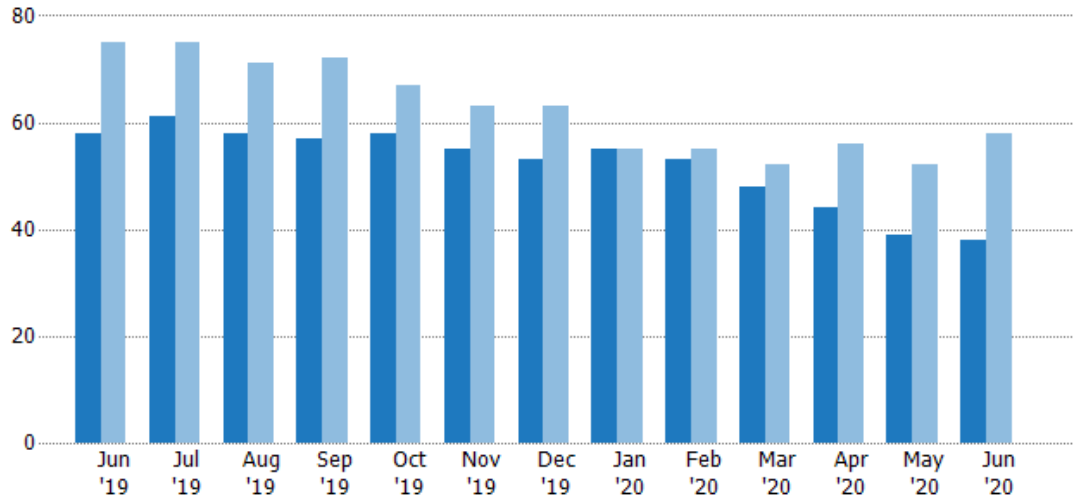
Active Listings

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.
Jun '20	38	-34.5%
Jun '19	58	-22.7%
Jun '18	75	-28%



Current Year	58	61	58	57	58	55	53	55	53	48	44	39	38
Prior Year	75	75	71	72	67	63	63	55	55	52	56	52	58
Percent Change from Prior Year	-23%	-19%	-18%	-21%	-13%	-13%	-16%	0%	-4%	-8%	-21%	-25%	-34%

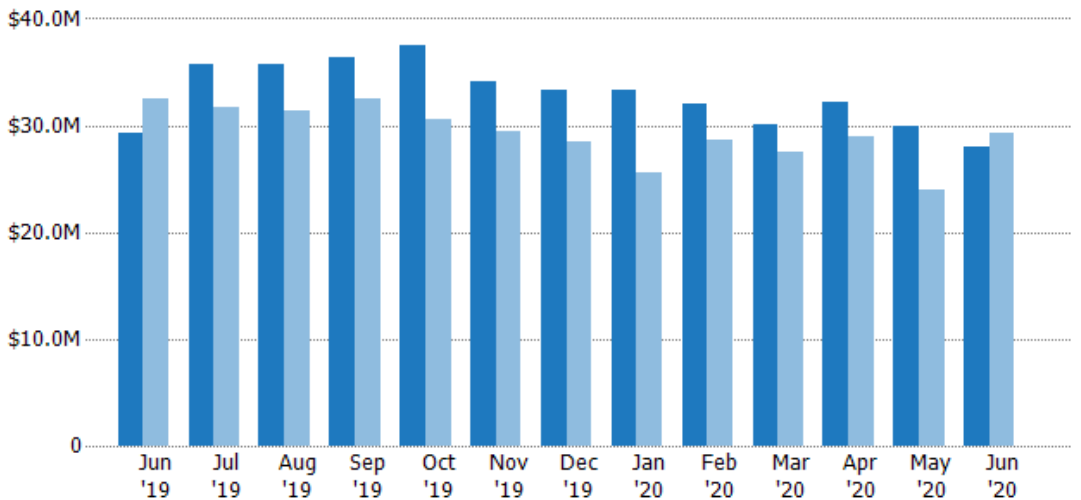
Active Listing Volume

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.
Jun '20	\$28M	-4.5%
Jun '19	\$29.3M	-9.7%
Jun '18	\$32.5M	-21.7%



Current Year	\$29.3M	\$35.8M	\$35.7M	\$36.3M	\$37.5M	\$34.1M	\$33.4M	\$33.3M	\$32.1M	\$30.1M	\$32.1M	\$29.9M	\$28M
Prior Year	\$32.5M	\$31.7M	\$31.3M	\$32.5M	\$30.6M	\$29.4M	\$28.5M	\$25.5M	\$28.6M	\$27.4M	\$29M	\$23.9M	\$29.3M
Percent Change from Prior Year	-10%	13%	14%	12%	23%	16%	17%	31%	12%	10%	11%	25%	-5%

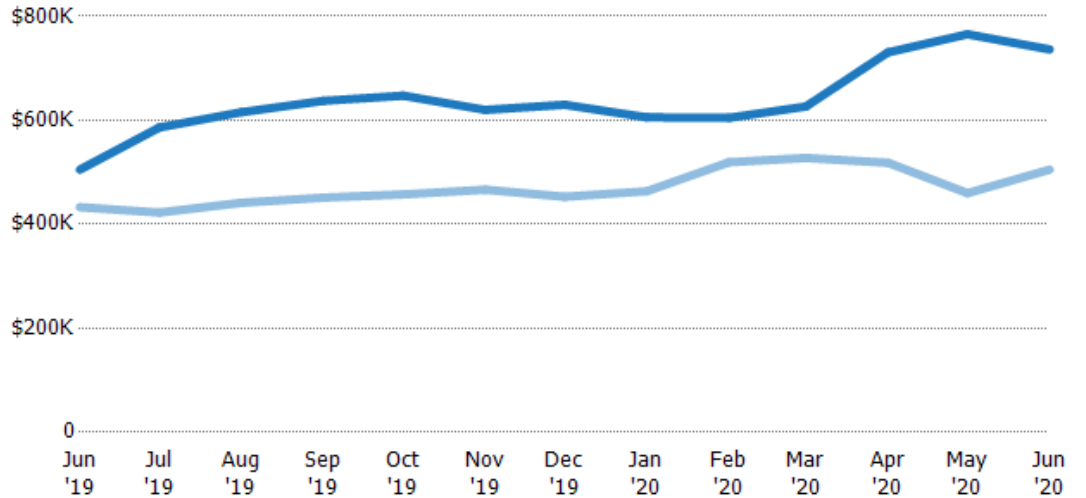
Average Listing Price

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.
Jun '20	\$736K	45.7%
Jun '19	\$505K	16.7%
Jun '18	\$433K	8.7%



Current Year	\$505K	\$586K	\$616K	\$637K	\$647K	\$620K	\$630K	\$606K	\$605K	\$626K	\$731K	\$765K	\$736K
Prior Year	\$433K	\$423K	\$441K	\$451K	\$457K	\$467K	\$453K	\$464K	\$519K	\$528K	\$518K	\$460K	\$505K
Percent Change from Prior Year	17%	39%	39%	41%	42%	33%	39%	31%	16%	19%	41%	66%	46%

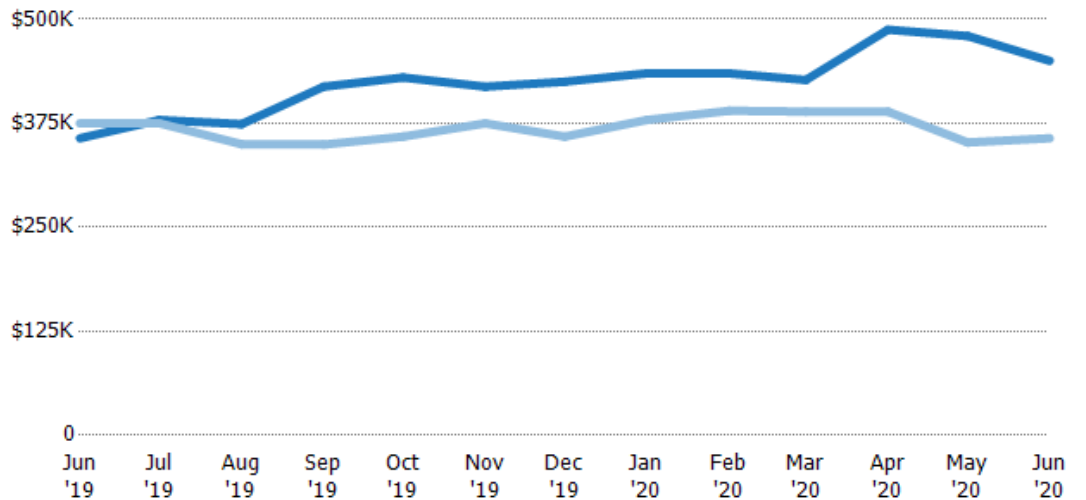
Median Listing Price

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.
Jun '20	\$450K	26.1%
Jun '19	\$357K	-4.8%
Jun '18	\$375K	-2.8%



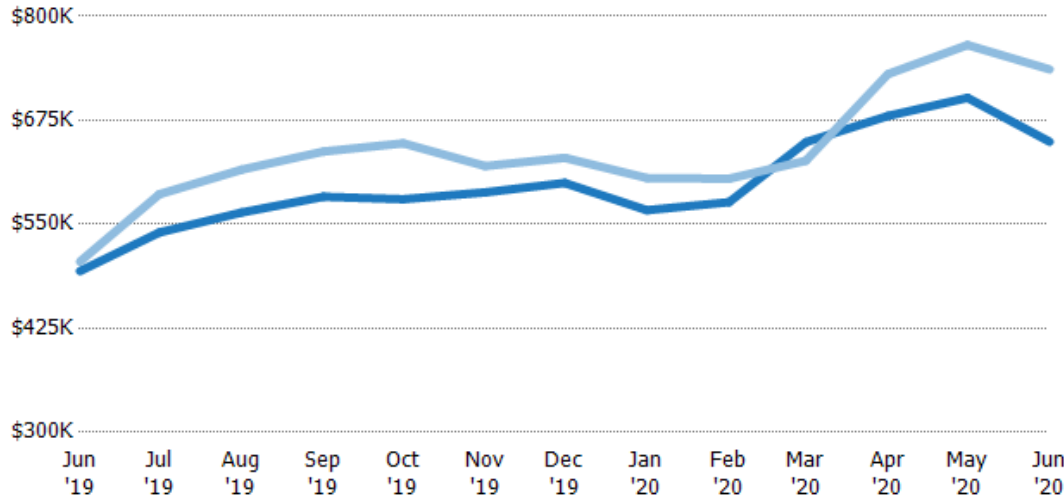
Current Year	\$357K	\$379K	\$374K	\$419K	\$430K	\$419K	\$425K	\$435K	\$435K	\$427K	\$487K	\$480K	\$450K
Prior Year	\$375K	\$375K	\$350K	\$349K	\$359K	\$375K	\$359K	\$379K	\$390K	\$389K	\$389K	\$352K	\$357K
Percent Change from Prior Year	-5%	1%	7%	20%	20%	12%	18%	15%	12%	10%	25%	36%	26%

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



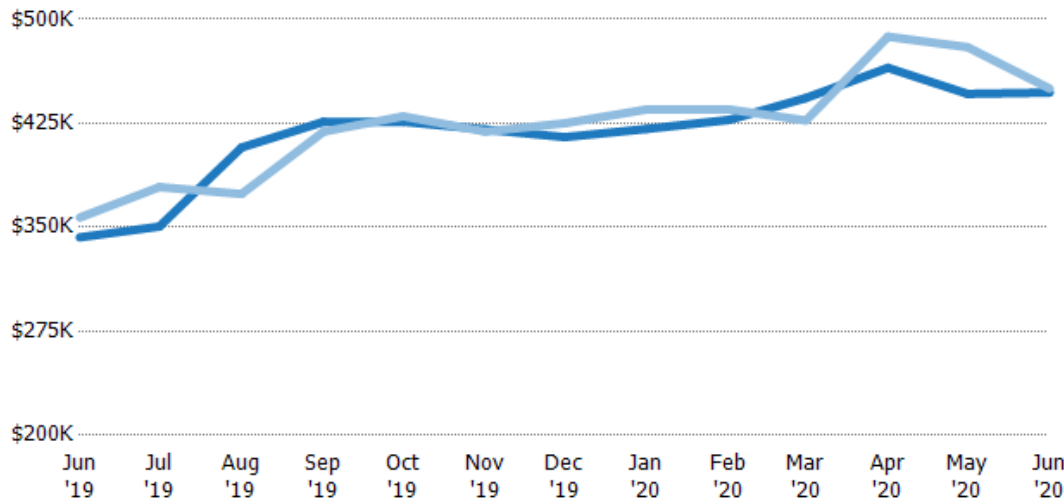
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$494K	\$540K	\$564K	\$583K	\$580K	\$588K	\$600K	\$567K	\$577K	\$649K	\$680K	\$702K	\$649K
Avg Listing Price	\$505K	\$586K	\$616K	\$637K	\$647K	\$620K	\$630K	\$606K	\$605K	\$626K	\$731K	\$765K	\$736K
Avg Listing Price as a % of Avg Est Value	102%	108%	109%	109%	112%	105%	105%	107%	105%	97%	107%	109%	113%

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



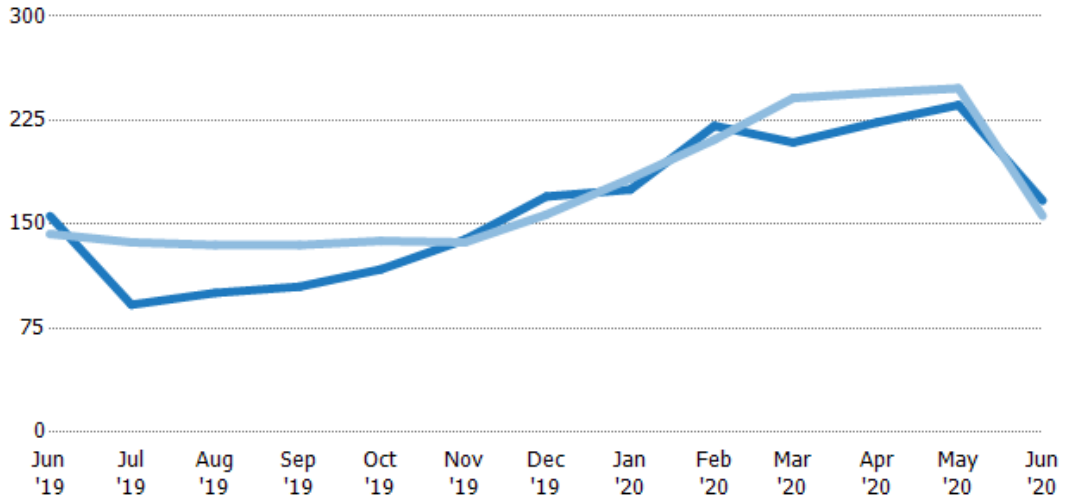
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$343K	\$351K	\$408K	\$426K	\$426K	\$421K	\$415K	\$421K	\$427K	\$443K	\$465K	\$446K	\$447K
Median Listing Price	\$357K	\$379K	\$374K	\$419K	\$430K	\$419K	\$425K	\$435K	\$435K	\$427K	\$487K	\$480K	\$450K
Med Listing Price as a % of Med Est Value	104%	108%	92%	98%	101%	100%	102%	103%	102%	96%	105%	108%	101%

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



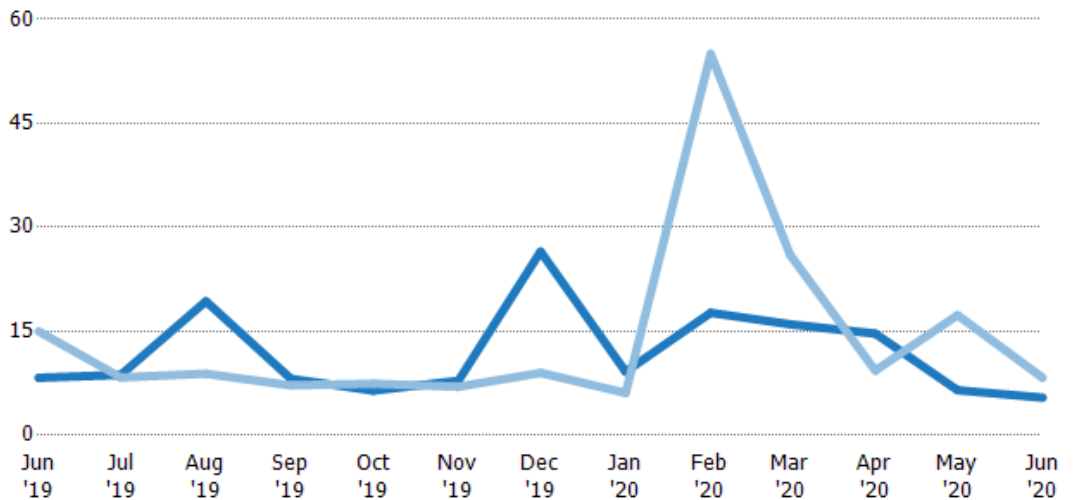
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	156	92	101	105	118	139	170	175	221	209	224	236	167
Prior Year	143	137	135	135	138	137	157	183	211	241	245	248	156
Percent Change from Prior Year	9%	-33%	-26%	-22%	-15%	1%	8%	-4%	5%	-13%	-9%	-5%	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,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



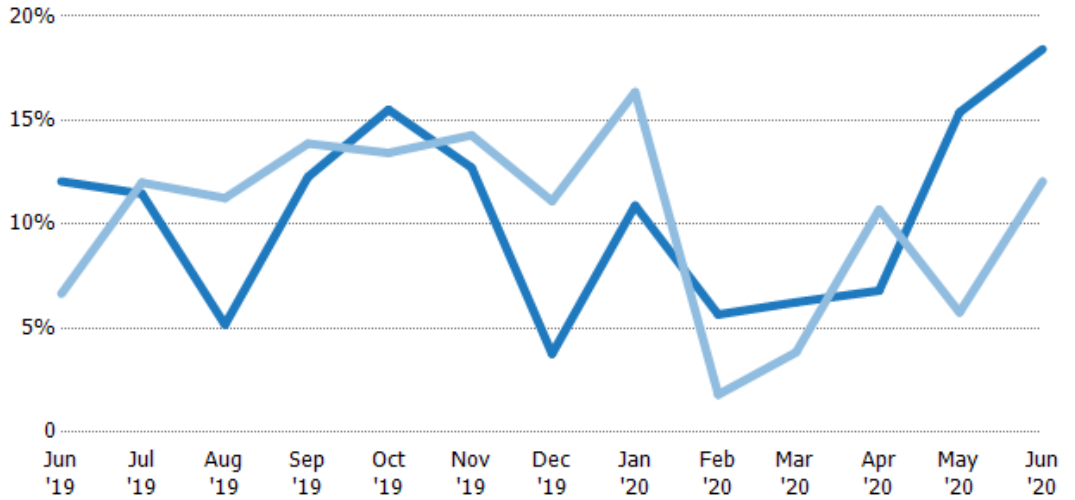
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8.29	8.71	19.3	8.14	6.44	7.86	26.5	9.17	17.7	16	14.7	6.5	5.43
Prior Year	15	8.33	8.88	7.2	7.44	7	9	6.11	55	26	9.33	17.3	8.29
Percent Change from Prior Year	-45%	5%	118%	13%	-13%	12%	194%	50%	-68%	-38%	57%	-62%	-34%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



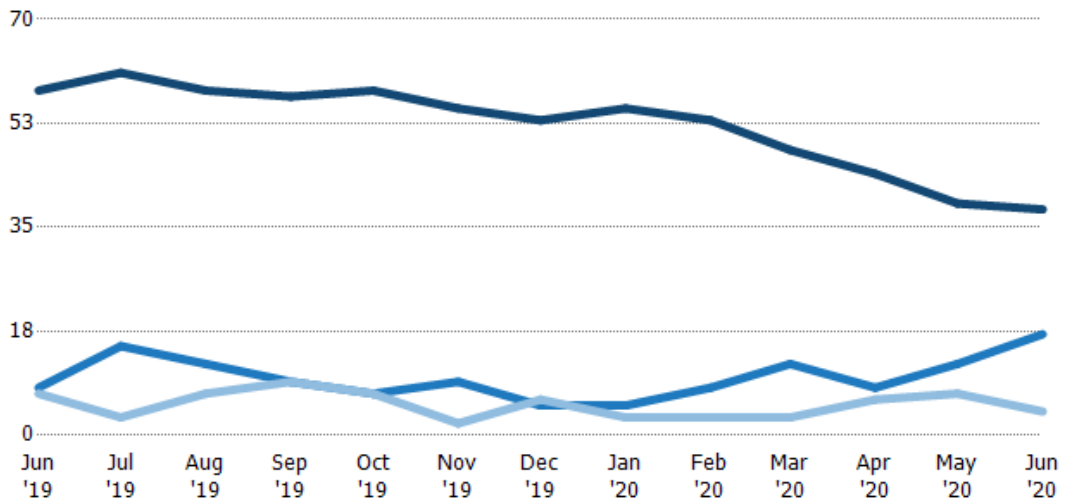
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	12%	11%	5%	12%	16%	13%	4%	11%	6%	6%	7%	15%	18%
Prior Year	7%	12%	11%	14%	13%	14%	11%	16%	2%	4%	11%	6%	12%
Change from Prior Year	-5%	1%	6%	2%	-2%	2%	7%	5%	-4%	-2%	4%	-10%	-6%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	58	61	58	57	58	55	53	55	53	48	44	39	38
Pending	8	15	12	9	7	9	5	5	8	12	8	12	17
Sold	7	3	7	9	7	2	6	3	3	3	6	7	4

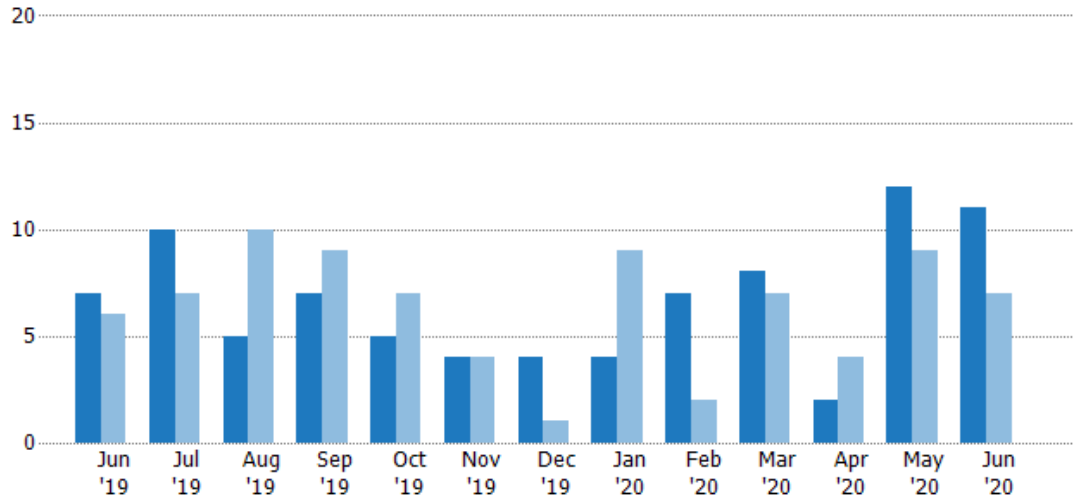
New Pending Sales

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.
Jun '20	11	57.1%
Jun '19	7	16.7%
Jun '18	6	-50%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7	10	5	7	5	4	4	4	7	8	2	12	11
Prior Year	6	7	10	9	7	4	1	9	2	7	4	9	7
Percent Change from Prior Year	17%	43%	-50%	-22%	-29%	0%	300%	-56%	250%	14%	-50%	33%	57%

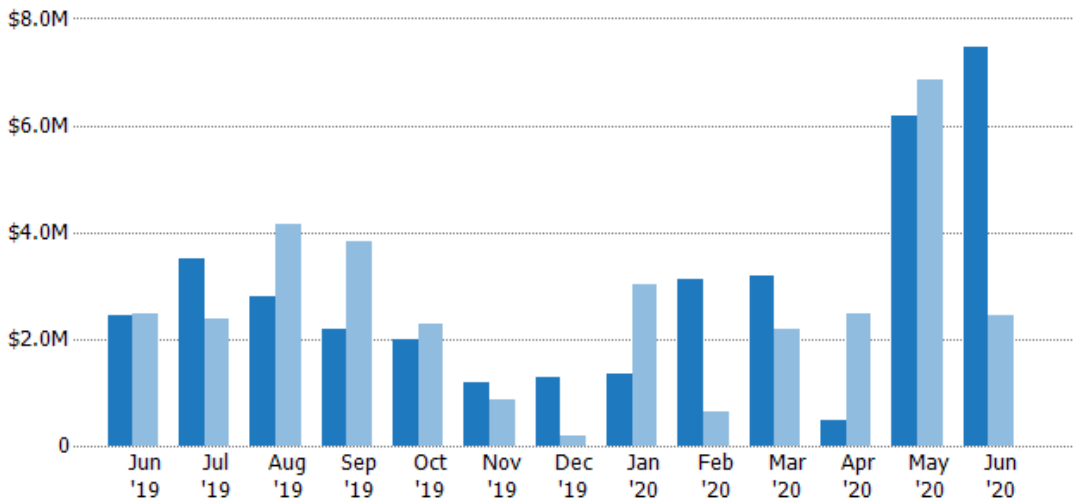
New Pending Sales Volume

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.
Jun '20	\$7.47M	207%
Jun '19	\$2.43M	-1.4%
Jun '18	\$2.47M	-34.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M
Prior Year	\$2.47M	\$2.39M	\$4.14M	\$3.84M	\$2.28M	\$858K	\$180K	\$3.02M	\$644K	\$2.17M	\$2.48M	\$6.87M	\$2.43M
Percent Change from Prior Year	-1%	47%	-32%	-43%	-13%	38%	610%	-55%	386%	47%	-81%	-10%	207%

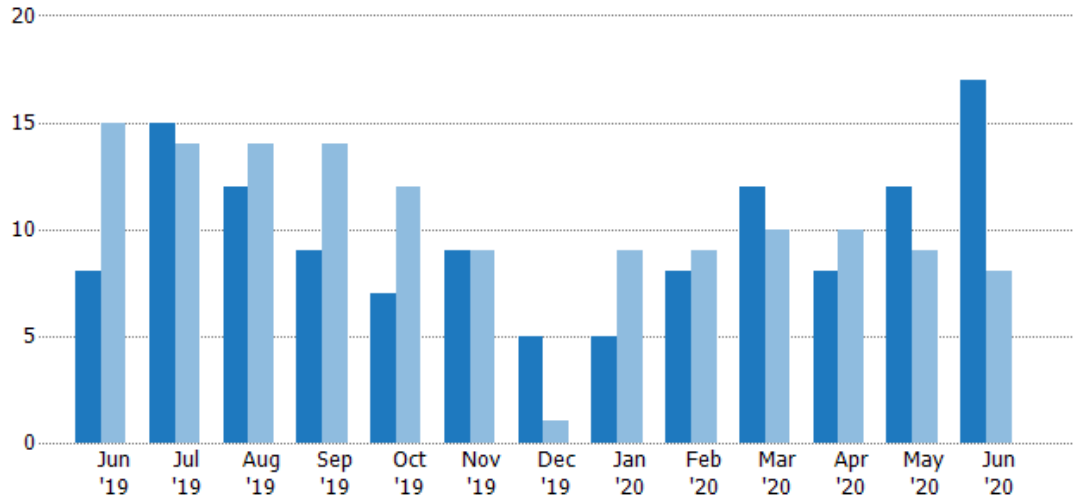
Pending Sales

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.
Jun '20	17	112.5%
Jun '19	8	-46.7%
Jun '18	15	-46.7%



Current Year	8	15	12	9	7	9	5	5	8	12	8	12	17
Prior Year	15	14	14	14	12	9	1	9	9	10	10	9	8
Percent Change from Prior Year	-47%	7%	-14%	-36%	-42%	0%	400%	-44%	-11%	20%	-20%	33%	113%

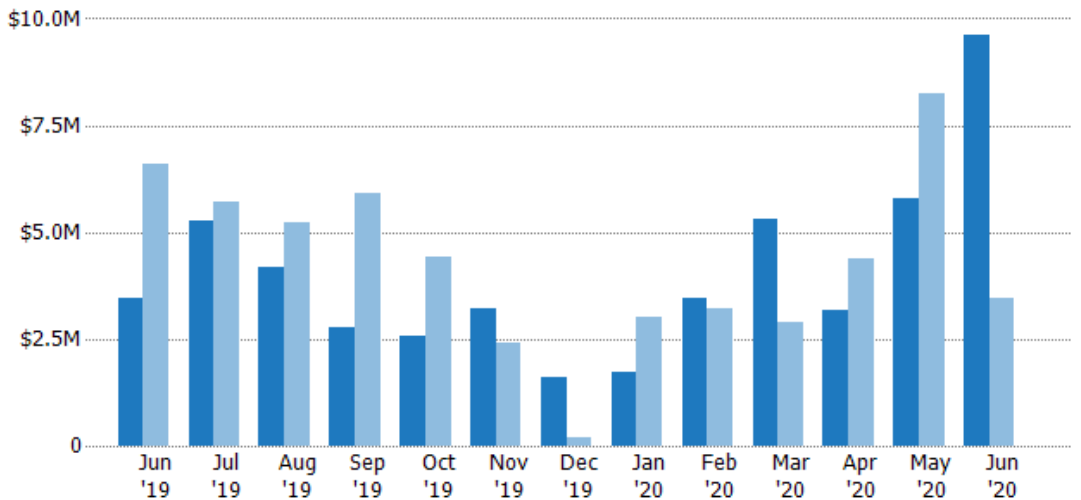
Pending Sales Volume

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.
Jun '20	\$9.62M	177.1%
Jun '19	\$3.47M	-47.4%
Jun '18	\$6.6M	-30.8%



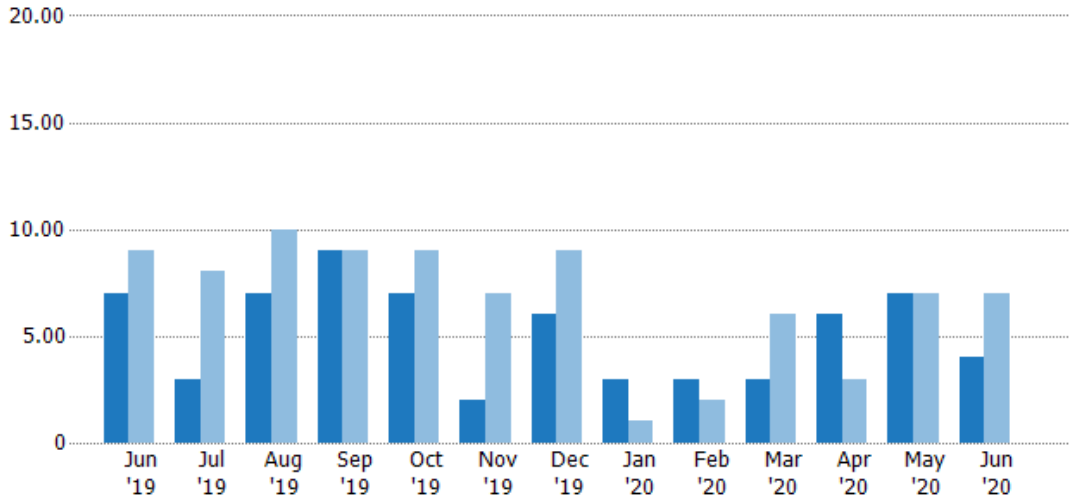
Current Year	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.62M
Prior Year	\$6.6M	\$5.71M	\$5.23M	\$5.9M	\$4.43M	\$2.4M	\$180K	\$3.02M	\$3.2M	\$2.9M	\$4.39M	\$8.23M	\$3.47M
Percent Change from Prior Year	-47%	-8%	-20%	-53%	-42%	33%	792%	-43%	8%	82%	-27%	-30%	177%

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.
Jun '20	4	-42.9%
Jun '19	7	-22.2%
Jun '18	9	-33.3%

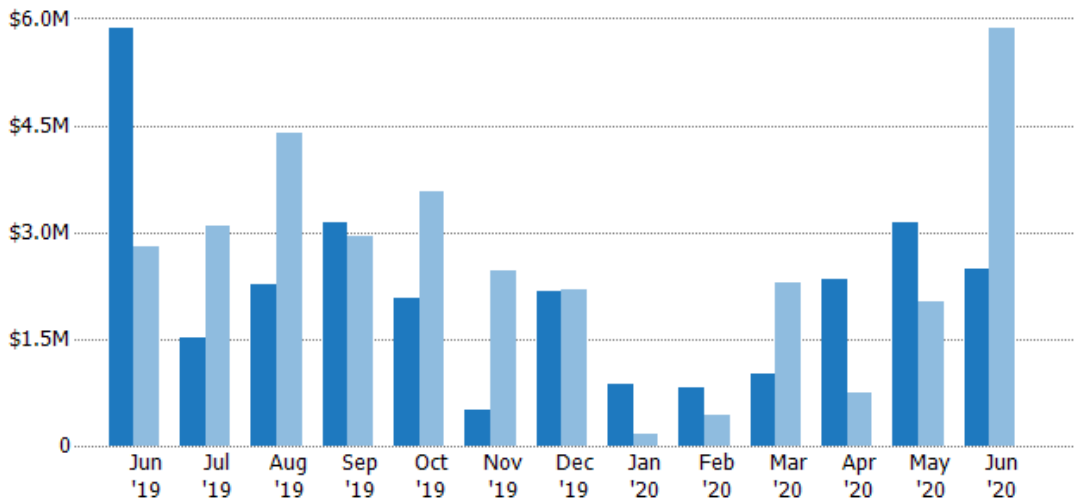
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	7	9	-22%
Jul '19	3	8	-63%
Aug '19	7	10	-30%
Sep '19	9	9	0%
Oct '19	7	9	-22%
Nov '19	2	7	-71%
Dec '19	6	9	-33%
Jan '20	3	1	200%
Feb '20	3	2	50%
Mar '20	3	6	-50%
Apr '20	6	3	100%
May '20	7	7	0%
Jun '20	4	7	-43%

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.
Jun '20	\$2.48M	-57.8%
Jun '19	\$5.88M	110.5%
Jun '18	\$2.79M	-23%

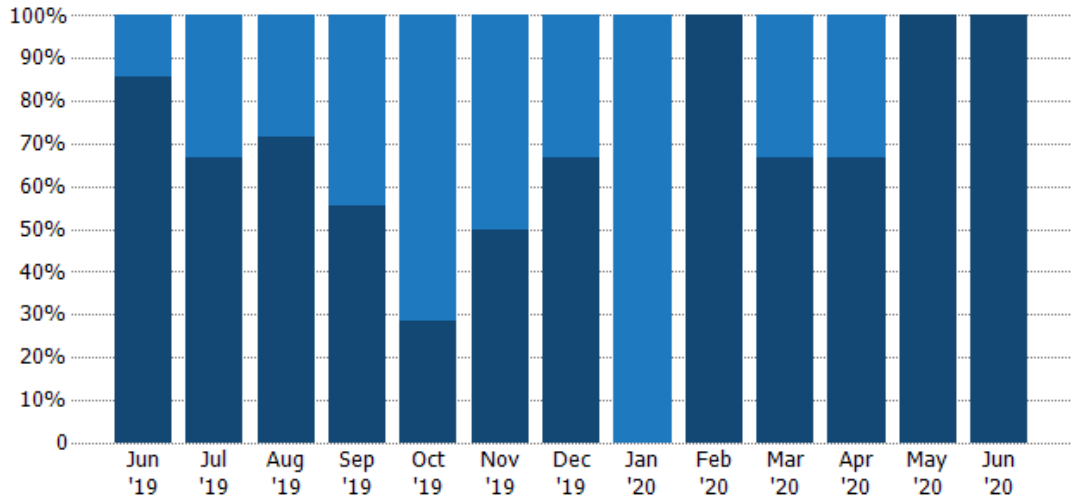
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$5.88M	\$2.79M	110%
Jul '19	\$1.52M	\$3.09M	-51%
Aug '19	\$2.28M	\$4.4M	-48%
Sep '19	\$3.15M	\$2.93M	7%
Oct '19	\$2.08M	\$3.58M	-42%
Nov '19	\$515K	\$2.46M	-79%
Dec '19	\$2.18M	\$2.19M	0%
Jan '20	\$855K	\$173K	396%
Feb '20	\$814K	\$437K	86%
Mar '20	\$1M	\$2.29M	-56%
Apr '20	\$2.33M	\$747K	213%
May '20	\$3.14M	\$2.03M	55%
Jun '20	\$2.48M	\$5.88M	-58%

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



Condo/Townhouse	14%	33%	29%	44%	71%	50%	33%	100%	-	33%	33%	-	-
Single Family Residence	86%	67%	71%	56%	29%	50%	67%	-	100%	67%	67%	100%	100%

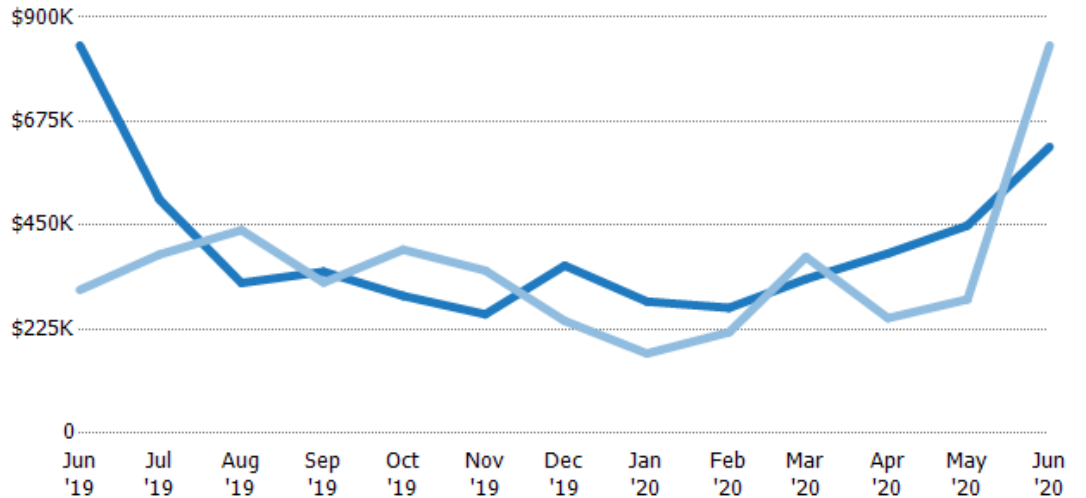
Average Sales Price

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.
Jun '20	\$620K	-26.2%
Jun '19	\$839K	170.6%
Jun '18	\$310K	15.5%



Current Year	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K
Prior Year	\$310K	\$387K	\$440K	\$326K	\$397K	\$352K	\$243K	\$173K	\$219K	\$382K	\$249K	\$290K	\$839K
Percent Change from Prior Year	171%	31%	-26%	7%	-25%	-27%	49%	65%	24%	-13%	56%	55%	-26%

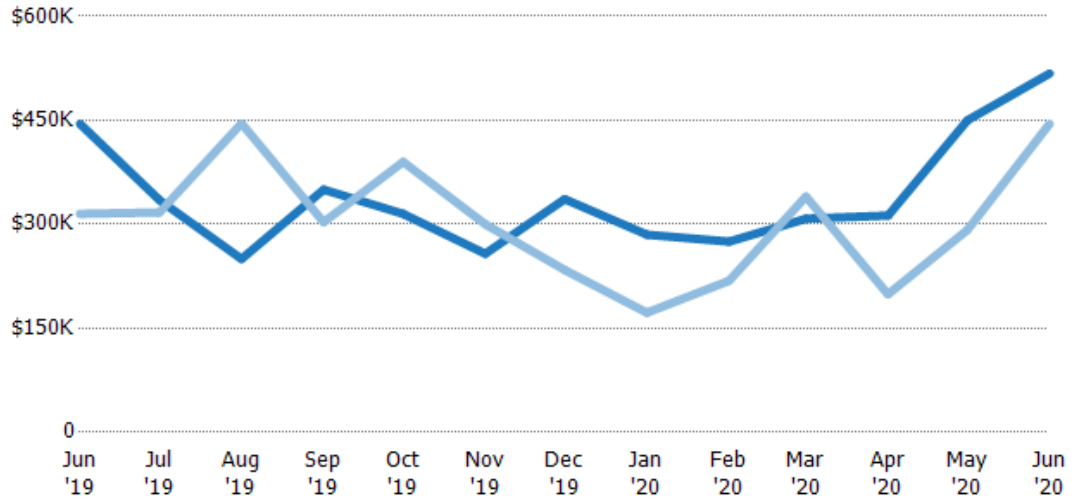
Median Sales Price

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.
Jun '20	\$518K	16.3%
Jun '19	\$445K	41.3%
Jun '18	\$315K	10.3%



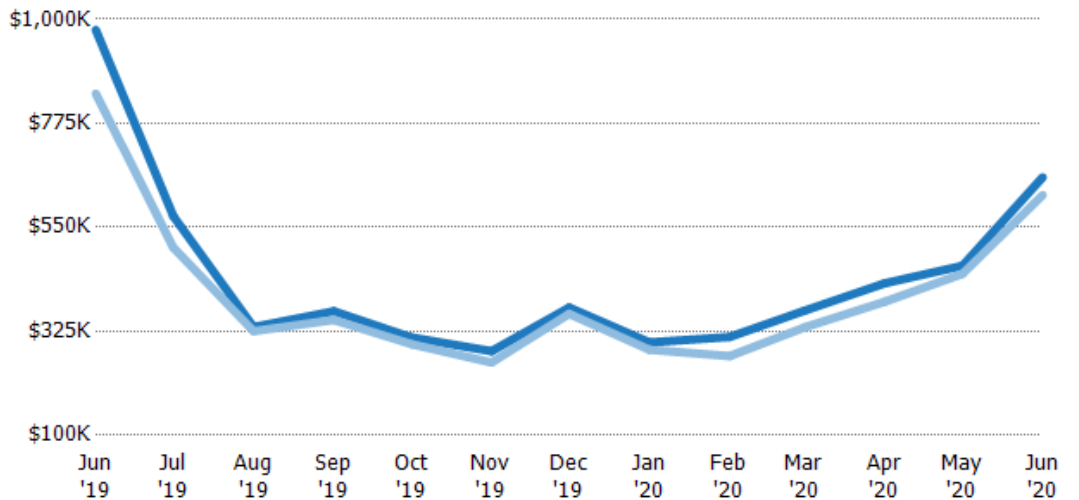
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K
Prior Year	\$315K	\$317K	\$446K	\$303K	\$390K	\$300K	\$234K	\$173K	\$219K	\$340K	\$199K	\$292K	\$445K
Percent Change from Prior Year	41%	6%	-44%	16%	-19%	-14%	44%	65%	26%	-9%	57%	54%	16%

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



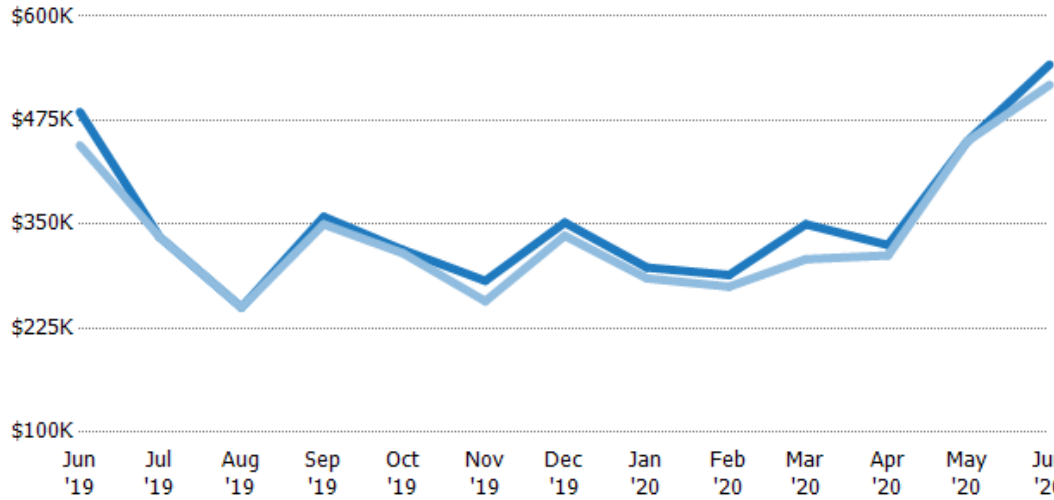
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K
Avg Sales Price	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K
Avg Sales Price as a % of Avg List Price	86%	88%	97%	95%	95%	91%	96%	95%	87%	90%	91%	96%	94%

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



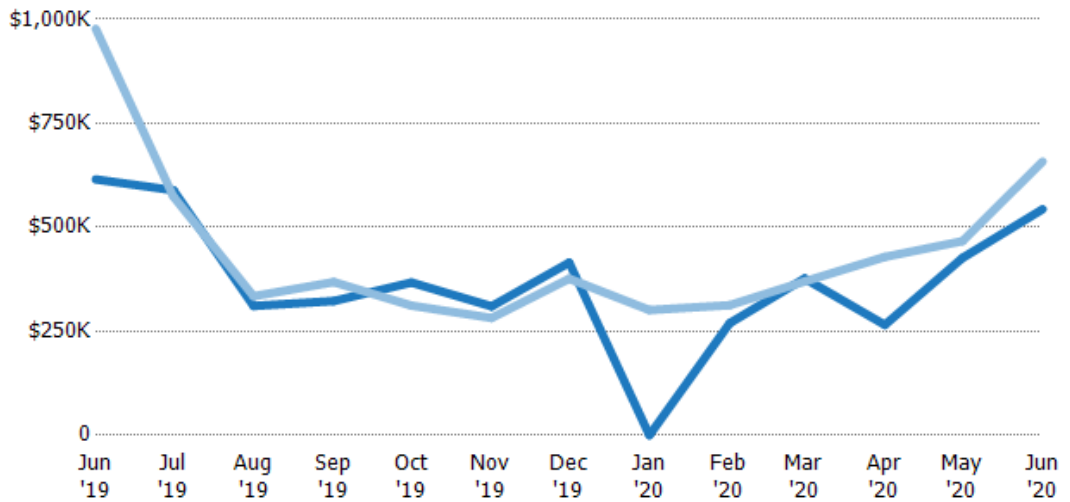
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K
Median Sales Price	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K
Med Sales Price as a % of Med List Price	92%	100%	100%	97%	99%	91%	96%	96%	95%	88%	96%	100%	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



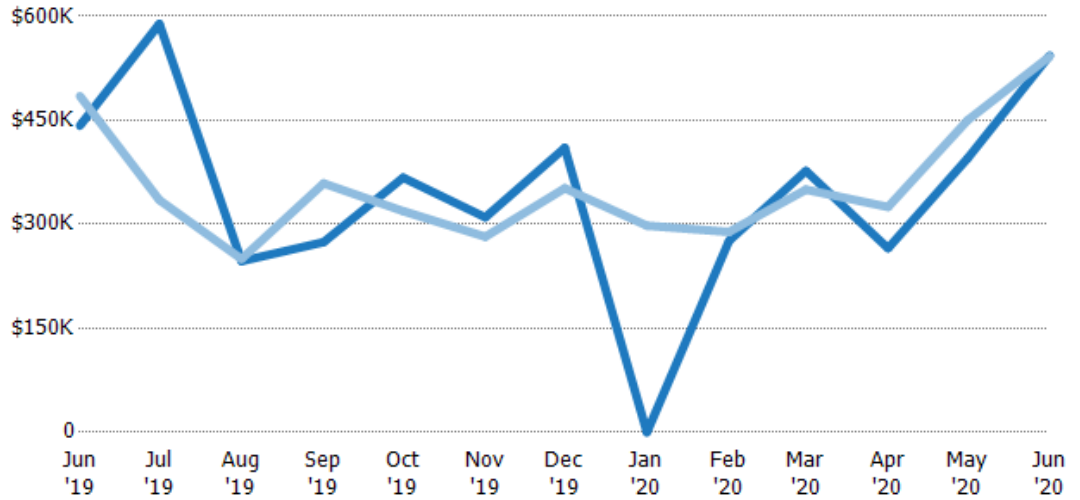
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$615K	\$589K	\$311K	\$323K	\$367K	\$310K	\$415K	\$0	\$269K	\$377K	\$265K	\$426K	\$543K
Avg Sales Price	\$977K	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K
Avg Sales Price as a % of Avg Est Value	159%	97%	107%	114%	85%	91%	91%	100%	116%	98%	162%	109%	121%

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	\$442K	\$589K	\$247K	\$274K	\$367K	\$310K	\$410K	\$0	\$276K	\$377K	\$265K	\$395K	\$543K
Median Sales Price	\$485K	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K
Med Sales Price as a % of Med Est Value	110%	57%	101%	131%	87%	91%	86%	100%	105%	93%	122%	114%	100%