

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	16	+6.3%	58	59	-1.7%
New Listing Volume	\$10,609,900	\$11,543,400	-8.1%	\$40,743,700	\$35,248,950	+15.6%
Active Listing Count	34	62	-45.2%	N/A	N/A	
Active Listing Volume	\$25,208,700	\$35,943,350	-29.9%	N/A	N/A	
Average Listing Price	\$741,432	\$579,731	+27.9%	\$673,299	\$508,787	+32.3%
Median Listing Price	\$470,000	\$374,000	+25.7%	\$449,241	\$369,876	+21.5%
Median Days in RPR	70.5	96	-26.6%	172.15	194.86	-11.7%
Months of Inventory	8.5	8.9	-4%	11.1	9.9	+12.8%
Absorption Rate	11.76%	11.29%	+0.5%	9%	10.15%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	15	10	+50%	59	47	+25.5%
New Pending Sales Volume	\$9,783,500	\$3,505,900	+179.1%	\$31,562,100	\$20,952,400	+50.6%
Pending Sales Count	20	15	+33.3%	N/A	N/A	
Pending Sales Volume	\$11,855,400	\$5,254,900	+125.6%	N/A	N/A	
Closed Sales Count	10	3	+233.3%	36	28	+28.6%
Closed Sales Volume	\$6,049,000	\$1,517,685	+298.6%	\$16,676,800	\$12,907,085	+29.2%
Average Sales Price	\$604,900	\$505,895	+19.6%	\$463,244	\$460,967	+0.5%
Median Sales Price	\$475,000	\$335,000	+41.8%	\$401,361	\$327,518	+22.5%

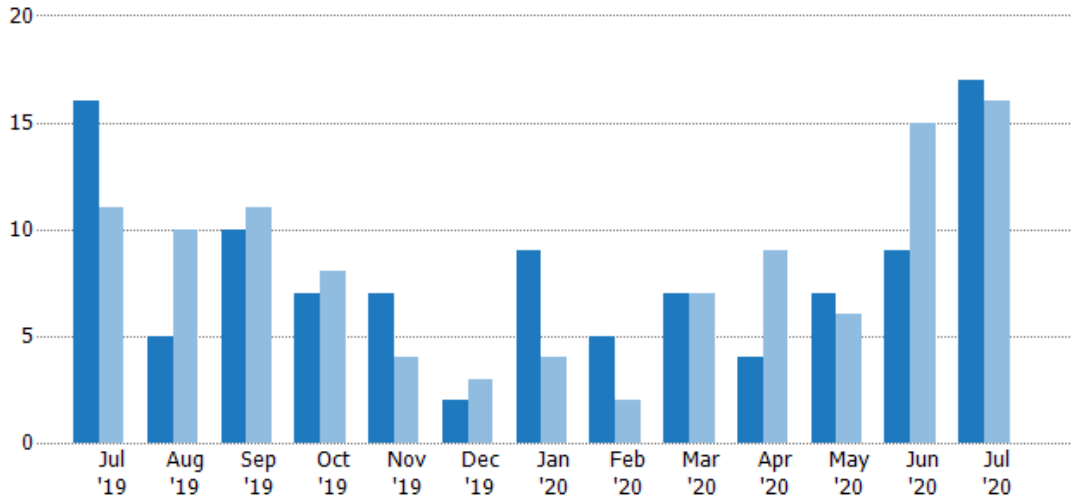
New Listings

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.
Jul '20	17	6.3%
Jul '19	16	45.5%
Jul '18	11	0%



Current Year	16	5	10	7	7	2	9	5	7	4	7	9	17
Prior Year	11	10	11	8	4	3	4	2	7	9	6	15	16
Percent Change from Prior Year	45%	-50%	-9%	-13%	75%	-33%	125%	150%	0%	-56%	17%	-40%	6%

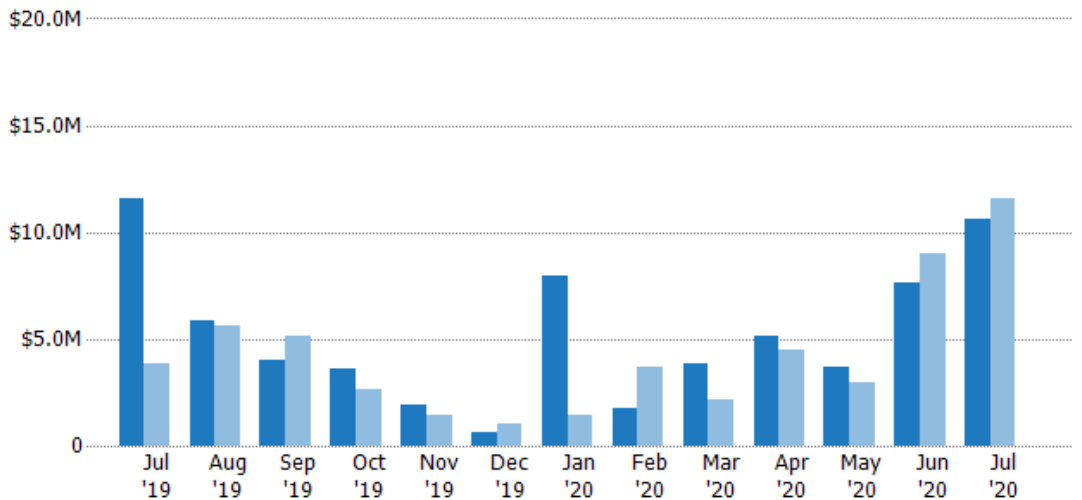
New Listing Volume

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.
Jul '20	\$10.6M	-8.1%
Jul '19	\$11.5M	202.2%
Jul '18	\$3.82M	12.7%



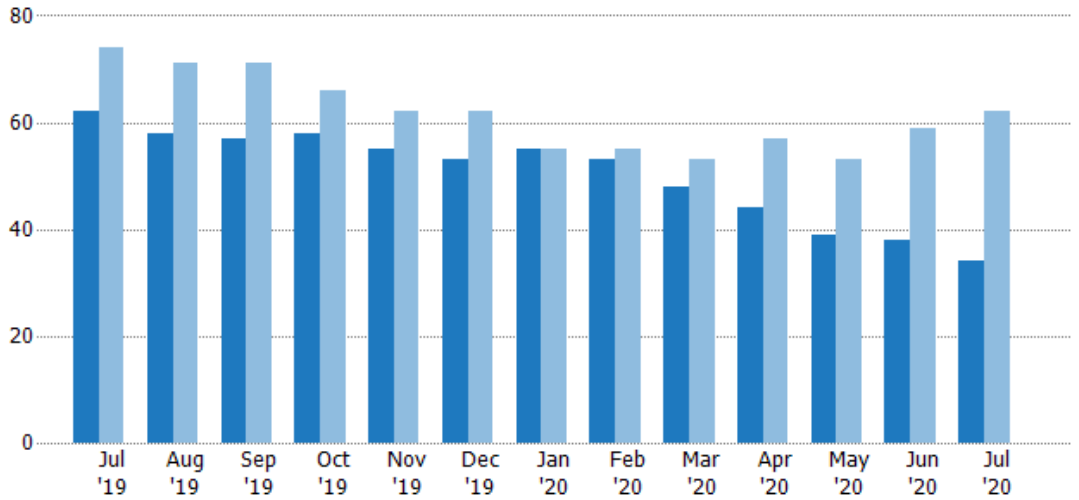
Current Year	\$11.5M	\$5.9M	\$4.04M	\$3.58M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.87M	\$5.16M	\$3.72M	\$7.65M	\$10.6M
Prior Year	\$3.82M	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.97M	\$11.5M
Percent Change from Prior Year	202%	5%	-21%	35%	38%	-43%	468%	-52%	77%	15%	26%	-15%	-8%

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.
Jul '20	34	-45.2%
Jul '19	62	-16.2%
Jul '18	74	-18.9%

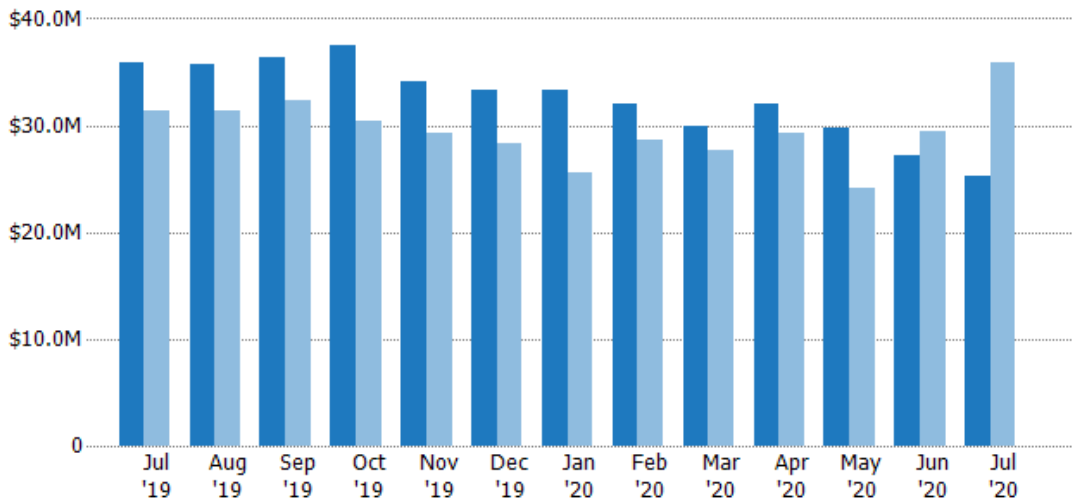
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	62	74	-16%
Aug '19	58	71	-18%
Sep '19	57	71	-20%
Oct '19	58	66	-12%
Nov '19	55	62	-11%
Dec '19	53	62	-15%
Jan '20	55	55	0%
Feb '20	53	55	-4%
Mar '20	48	53	-9%
Apr '20	44	57	-23%
May '20	39	53	-26%
Jun '20	38	59	-36%
Jul '20	34	62	-45%

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.
Jul '20	\$25.2M	-29.9%
Jul '19	\$35.9M	14.4%
Jul '18	\$31.4M	-12.1%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$35.9M	\$31.4M	14%
Aug '19	\$35.7M	\$31.4M	14%
Sep '19	\$36.3M	\$32.3M	12%
Oct '19	\$37.5M	\$30.5M	23%
Nov '19	\$34M	\$29.2M	16%
Dec '19	\$33.3M	\$28.4M	17%
Jan '20	\$33.2M	\$25.5M	30%
Feb '20	\$32M	\$28.6M	12%
Mar '20	\$30M	\$27.6M	9%
Apr '20	\$32.1M	\$29.2M	10%
May '20	\$29.8M	\$24.1M	23%
Jun '20	\$27.1M	\$29.5M	-8%
Jul '20	\$25.2M	\$35.9M	-30%

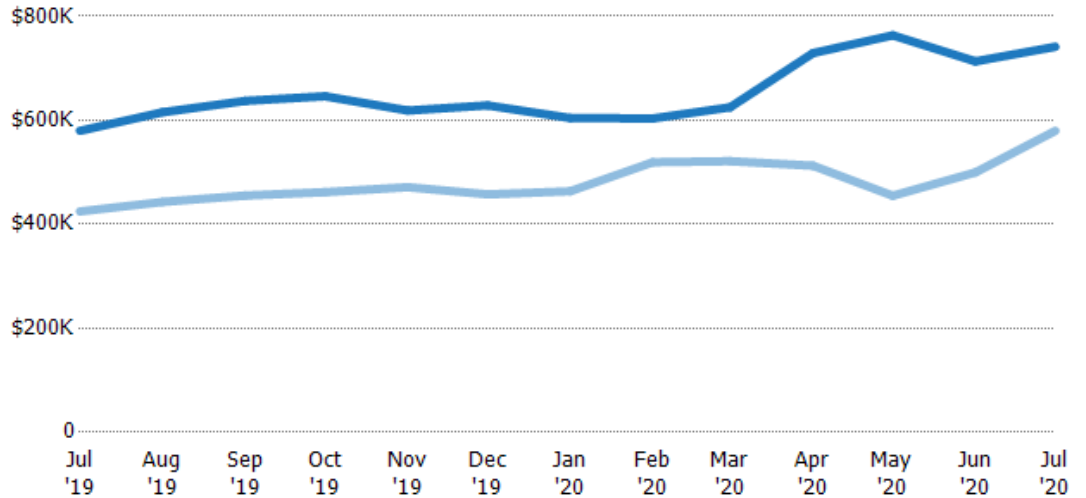
Average Listing Price

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.
Jul '20	\$741K	27.9%
Jul '19	\$580K	36.5%
Jul '18	\$425K	8.4%



Current Year	\$580K	\$615K	\$637K	\$646K	\$619K	\$629K	\$604K	\$603K	\$625K	\$729K	\$763K	\$713K	\$741K
Prior Year	\$425K	\$443K	\$455K	\$462K	\$471K	\$458K	\$464K	\$519K	\$521K	\$513K	\$455K	\$500K	\$580K
Percent Change from Prior Year	37%	39%	40%	40%	31%	37%	30%	16%	20%	42%	68%	43%	28%

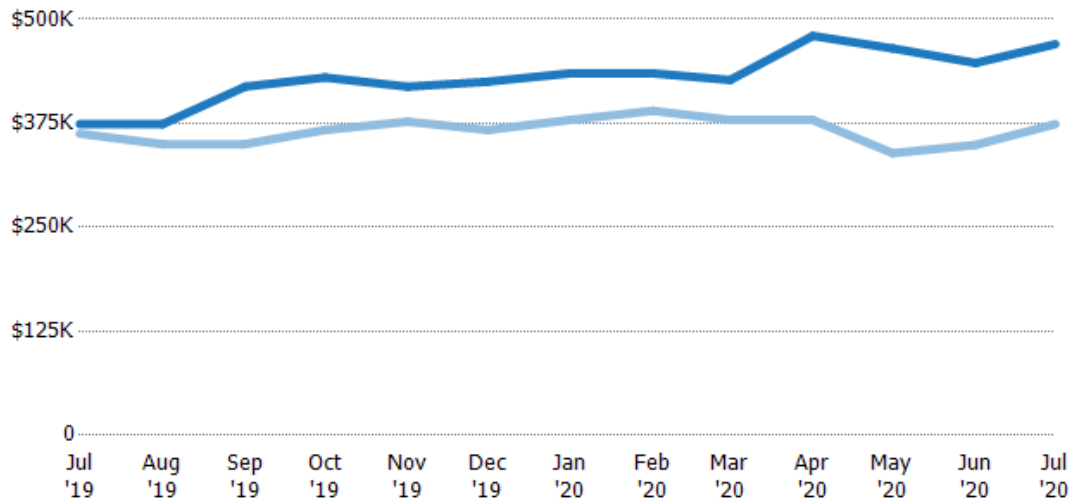
Median Listing Price

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.
Jul '20	\$470K	25.7%
Jul '19	\$374K	3.2%
Jul '18	\$363K	-3.6%



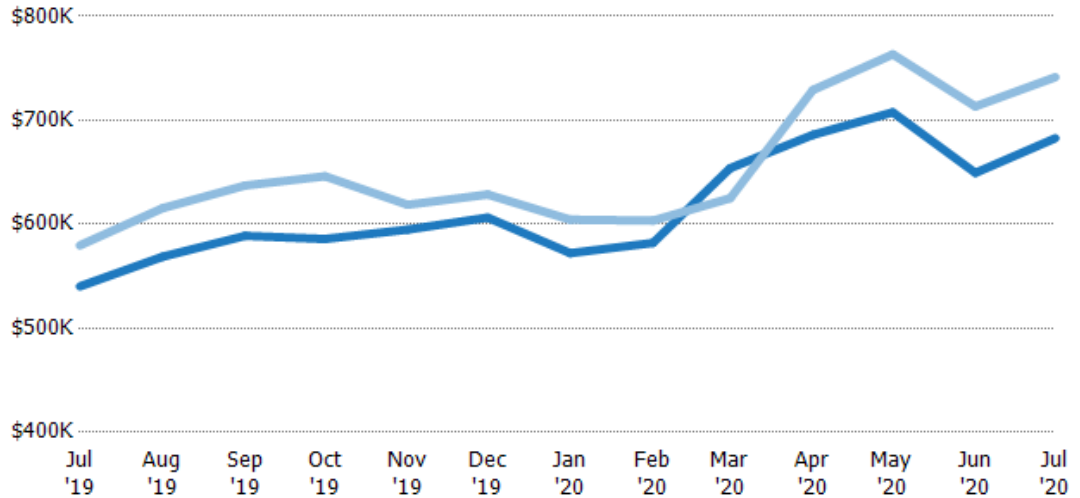
Current Year	\$374K	\$374K	\$419K	\$430K	\$419K	\$425K	\$435K	\$435K	\$427K	\$480K	\$465K	\$447K	\$470K
Prior Year	\$363K	\$350K	\$350K	\$367K	\$377K	\$367K	\$379K	\$390K	\$379K	\$379K	\$339K	\$349K	\$374K
Percent Change from Prior Year	3%	7%	20%	17%	11%	16%	15%	12%	13%	27%	37%	28%	26%

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



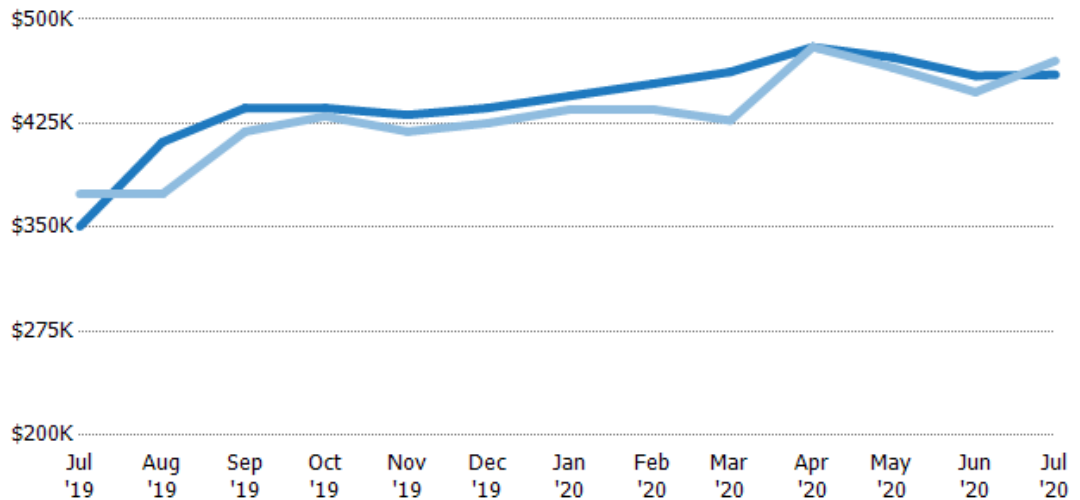
Avg Est Value	\$540K	\$569K	\$589K	\$586K	\$595K	\$606K	\$572K	\$582K	\$654K	\$686K	\$708K	\$649K	\$683K
Avg Listing Price	\$580K	\$615K	\$637K	\$646K	\$619K	\$629K	\$604K	\$603K	\$625K	\$729K	\$763K	\$713K	\$741K
Avg Listing Price as a % of Avg Est Value	107%	108%	108%	110%	104%	104%	106%	104%	96%	106%	108%	110%	109%

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



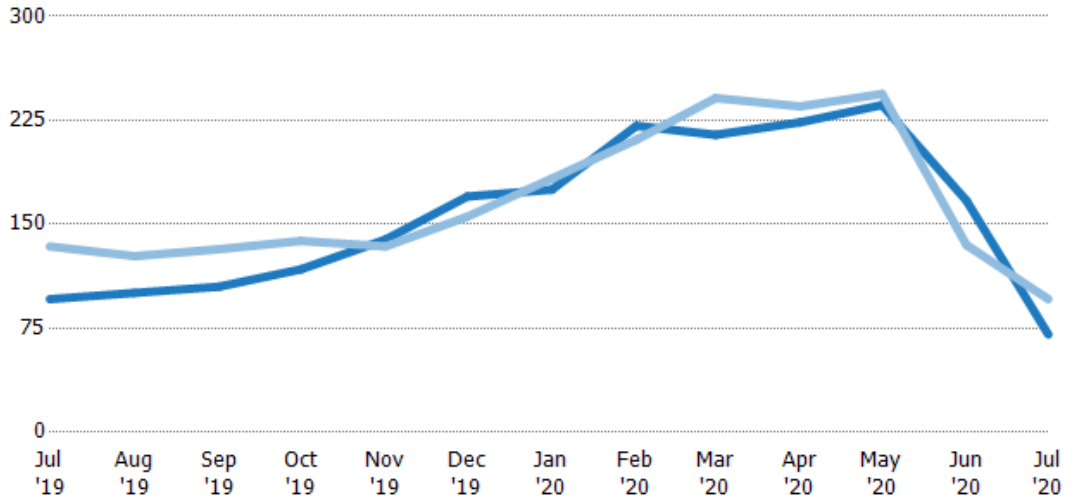
Median Est Value	\$351K	\$412K	\$436K	\$436K	\$431K	\$436K	\$445K	\$453K	\$462K	\$480K	\$472K	\$459K	\$460K
Median Listing Price	\$374K	\$374K	\$419K	\$430K	\$419K	\$425K	\$435K	\$435K	\$427K	\$480K	\$465K	\$447K	\$470K
Med Listing Price as a % of Med Est Value	107%	91%	96%	99%	97%	97%	98%	96%	92%	100%	98%	97%	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.
Jul '20	70.5	-26.6%
Jul '19	96	-28.4%
Jul '18	134	-4.9%

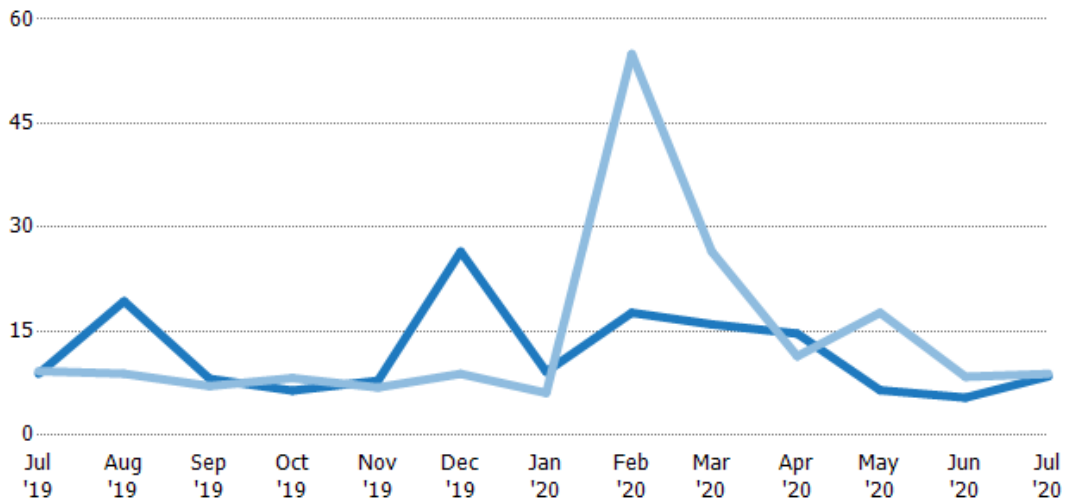
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	96	101	105	118	139	170	175	221	215	224	236	167	70.5
Prior Year	134	127	132	138	134	156	183	211	241	235	244	135	96
Percent Change from Prior Year	-28%	-21%	-20%	-15%	4%	9%	-4%	5%	-11%	-5%	-3%	24%	-27%

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.
Jul '20	8.5	-4%
Jul '19	8.86	-4.2%
Jul '18	9.25	29.7%

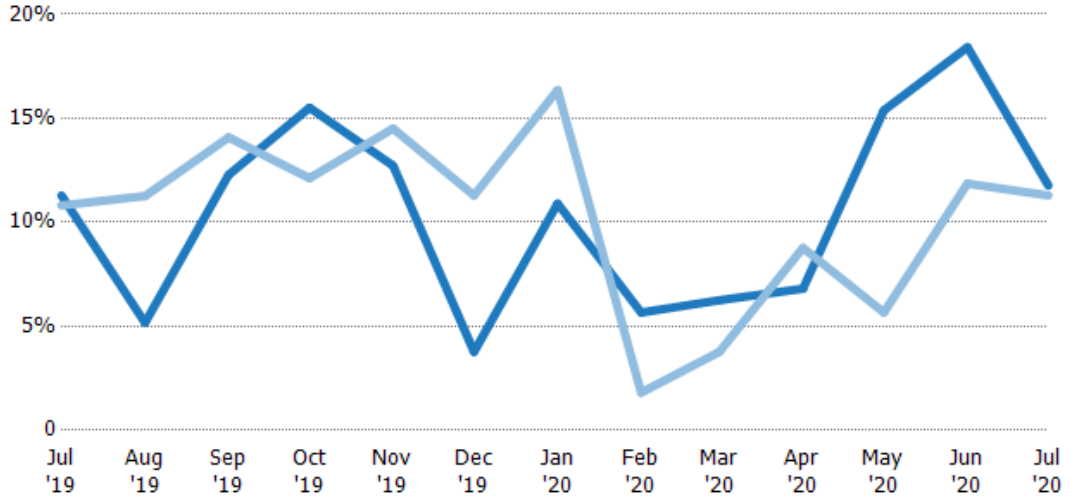
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8.86	19.3	8.14	6.44	7.86	26.5	9.17	17.7	16	14.7	6.5	5.43	8.5
Prior Year	9.25	8.88	7.1	8.25	6.89	8.86	6.11	55	26.5	11.4	17.7	8.43	8.86
Percent Change from Prior Year	-4%	118%	15%	-22%	14%	199%	50%	-68%	-40%	29%	-63%	-36%	-4%

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



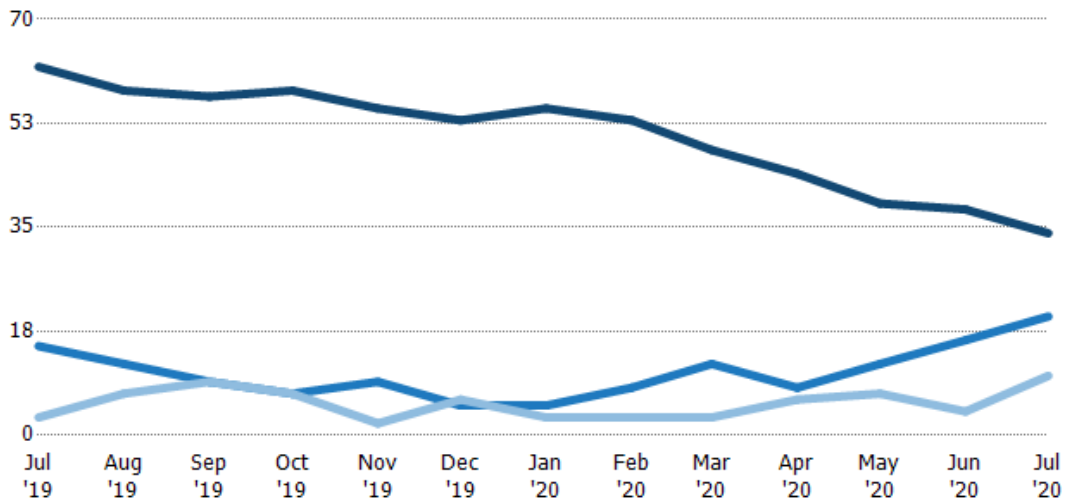
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	11%	5%	12%	16%	13%	4%	11%	6%	6%	7%	15%	18%	12%
Prior Year	11%	11%	14%	12%	15%	11%	16%	2%	4%	9%	6%	12%	11%
Change from Prior Year	0%	6%	2%	-3%	2%	8%	5%	-4%	-2%	2%	-10%	-7%	0%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	62	58	57	58	55	53	55	53	48	44	39	38	34
Pending	15	12	9	7	9	5	5	8	12	8	12	16	20
Sold	3	7	9	7	2	6	3	3	3	6	7	4	10

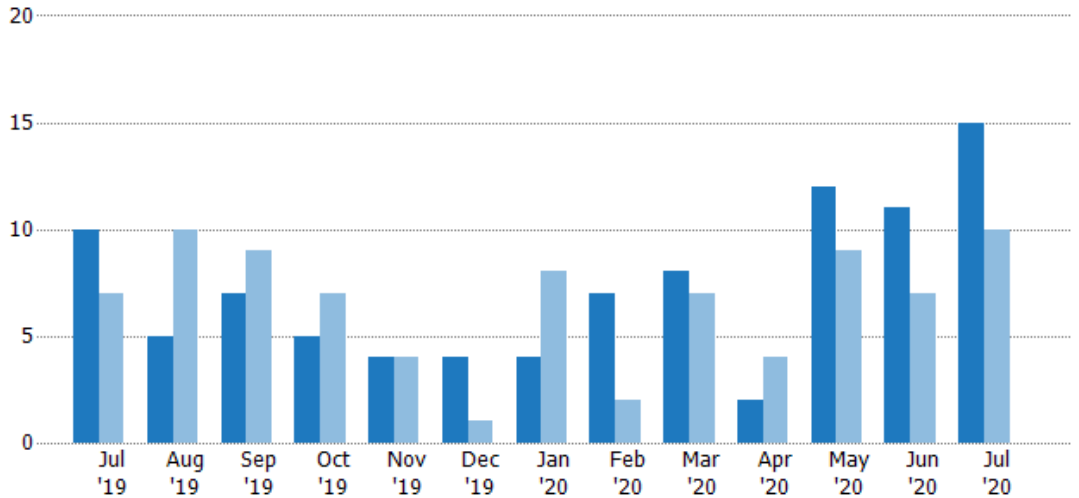
New Pending Sales

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.
Jul '20	15	50%
Jul '19	10	42.9%
Jul '18	7	-42.9%



Current Year	10	5	7	5	4	4	4	7	8	2	12	11	15
Prior Year	7	10	9	7	4	1	8	2	7	4	9	7	10
Percent Change from Prior Year	43%	-50%	-22%	-29%	0%	300%	-50%	250%	14%	-50%	33%	57%	50%

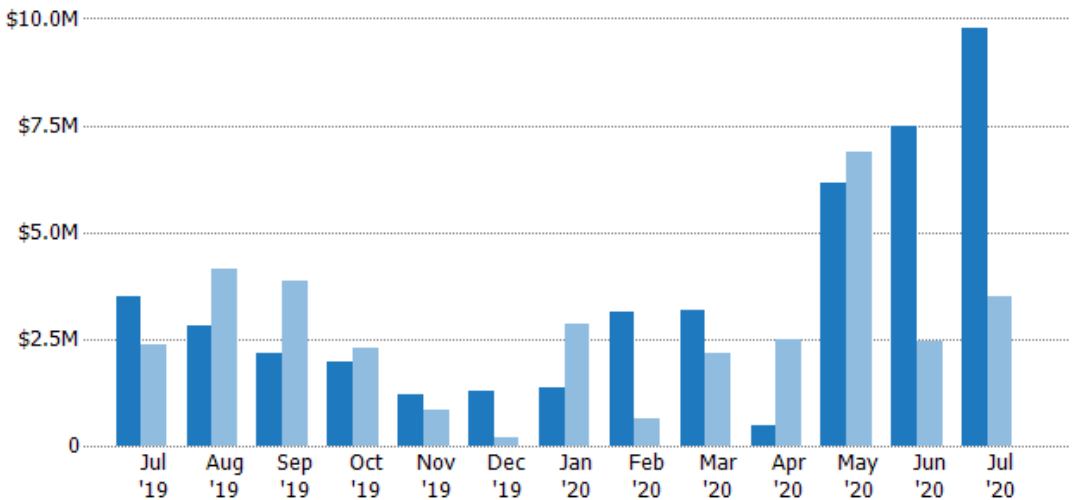
New Pending Sales Volume

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.
Jul '20	\$9.78M	179.1%
Jul '19	\$3.51M	47%
Jul '18	\$2.39M	-40%



Current Year	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M
Prior Year	\$2.39M	\$4.14M	\$3.84M	\$2.28M	\$858K	\$180K	\$2.85M	\$644K	\$2.17M	\$2.48M	\$6.87M	\$2.43M	\$3.51M
Percent Change from Prior Year	47%	-32%	-43%	-13%	38%	610%	-52%	386%	47%	-81%	-10%	207%	179%

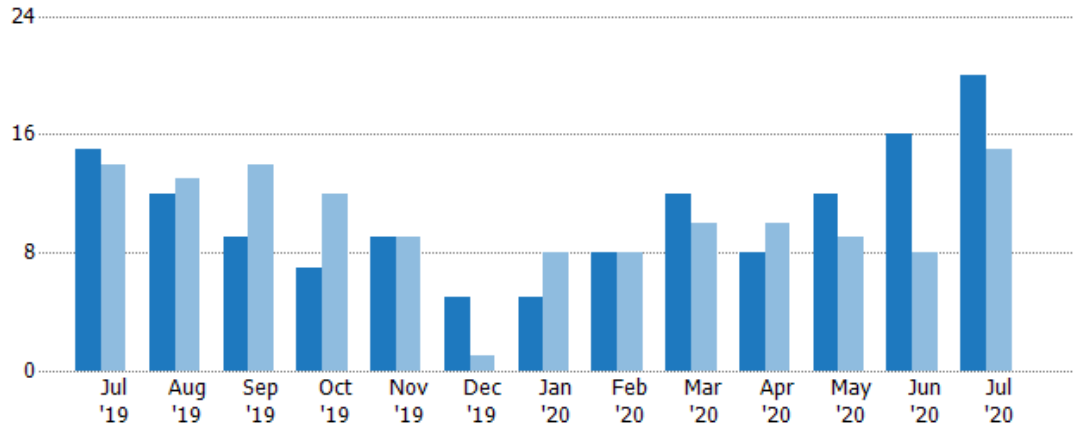
Pending Sales

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.
Jul '20	20	33.3%
Jul '19	15	7.1%
Jul '18	14	-42.9%



Current Year	15	12	9	7	9	5	5	8	12	8	12	16	20
Prior Year	14	13	14	12	9	1	8	8	10	10	9	8	15
Percent Change from Prior Year	7%	-8%	-36%	-42%	0%	400%	-38%	0%	20%	-20%	33%	100%	33%

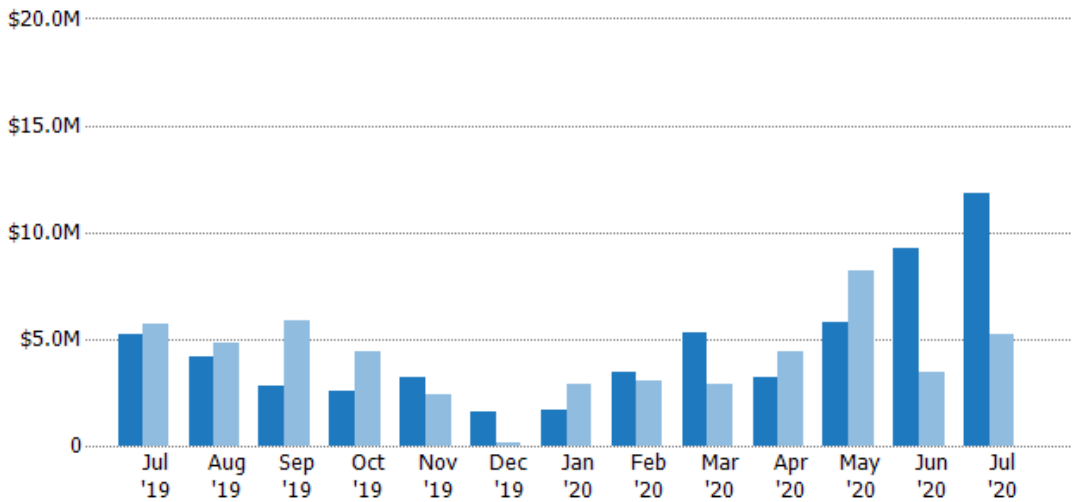
Pending Sales Volume

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.
Jul '20	\$11.9M	125.6%
Jul '19	\$5.25M	-8%
Jul '18	\$5.71M	-15.1%



Current Year	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.9M
Prior Year	\$5.71M	\$4.85M	\$5.9M	\$4.43M	\$2.4M	\$180K	\$2.85M	\$3.03M	\$2.9M	\$4.39M	\$8.23M	\$3.47M	\$5.25M
Percent Change from Prior Year	-8%	-14%	-53%	-42%	33%	792%	-40%	14%	82%	-27%	-30%	167%	126%

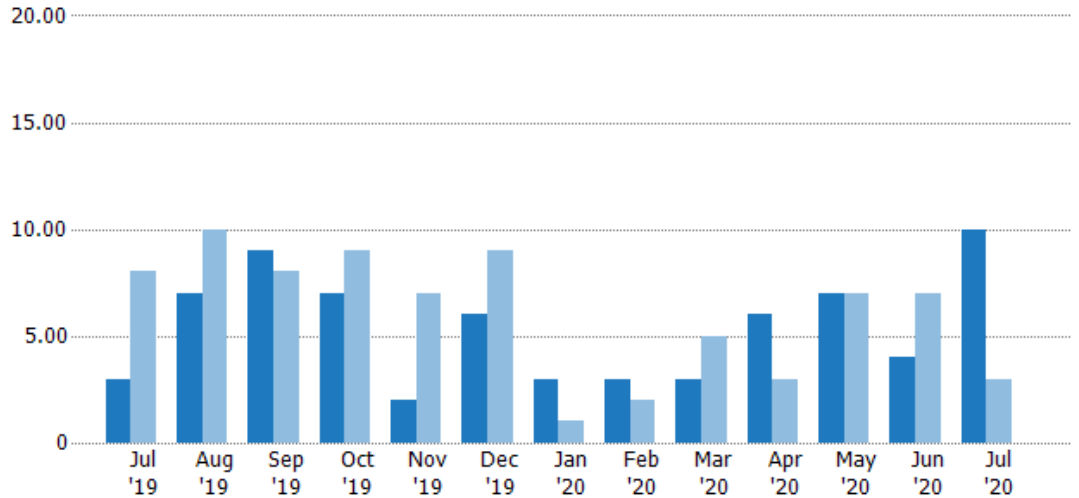
Closed Sales

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.
Jul '20	10	233.3%
Jul '19	3	-62.5%
Jul '18	8	-62.5%



Current Year	3	7	9	7	2	6	3	3	3	6	7	4	10
Prior Year	8	10	8	9	7	9	1	2	5	3	7	7	3
Percent Change from Prior Year	-63%	-30%	13%	-22%	-71%	-33%	200%	50%	-40%	100%	0%	-43%	233%

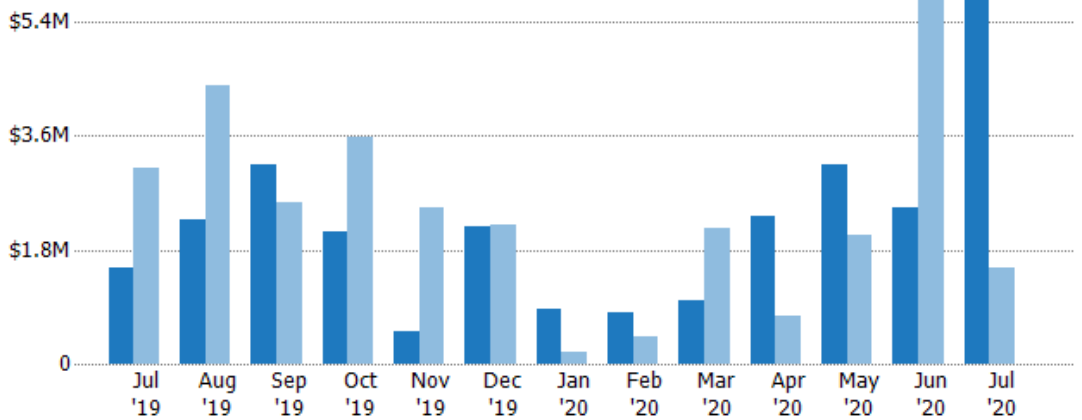
Closed Sales Volume

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.
Jul '20	\$6.05M	298.6%
Jul '19	\$1.52M	-50.9%
Jul '18	\$3.09M	-71%



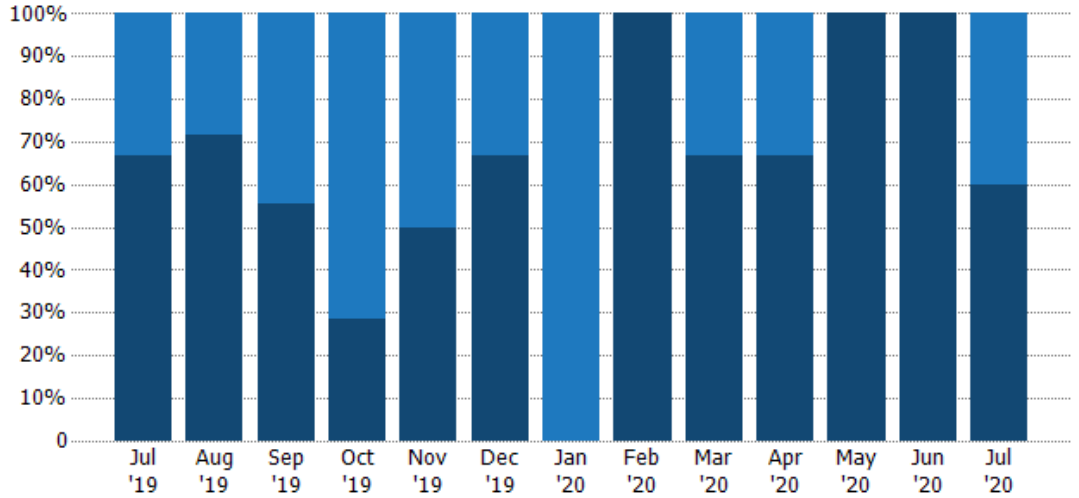
Current Year	\$1.52M	\$2.28M	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K	\$814K	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M
Prior Year	\$3.09M	\$4.4M	\$2.55M	\$3.58M	\$2.46M	\$2.19M	\$173K	\$437K	\$2.13M	\$747K	\$2.03M	\$5.88M	\$1.52M
Percent Change from Prior Year	-51%	-48%	23%	-42%	-79%	0%	396%	86%	-53%	213%	55%	-58%	299%

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



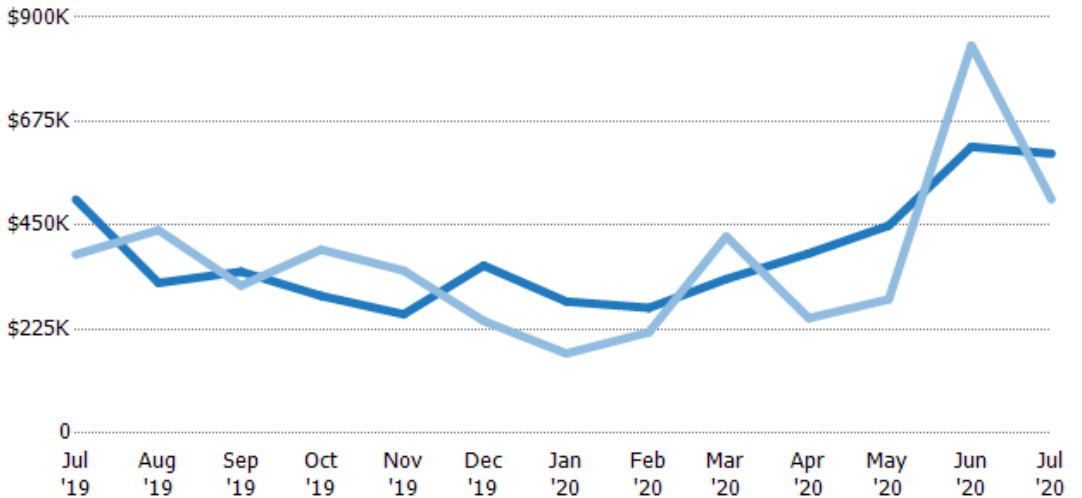
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	33%	29%	44%	71%	50%	33%	100%	-	33%	33%	-	-	40%
Single Family Residence	67%	71%	56%	29%	50%	67%	-	100%	67%	67%	100%	100%	60%

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.
Jul '20	\$605K	19.6%
Jul '19	\$506K	30.8%
Jul '18	\$387K	-22.6%

Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K
Prior Year	\$387K	\$440K	\$319K	\$397K	\$352K	\$243K	\$173K	\$219K	\$426K	\$249K	\$290K	\$839K	\$506K
Percent Change from Prior Year	31%	-26%	9%	-25%	-27%	49%	65%	24%	-22%	56%	55%	-26%	20%

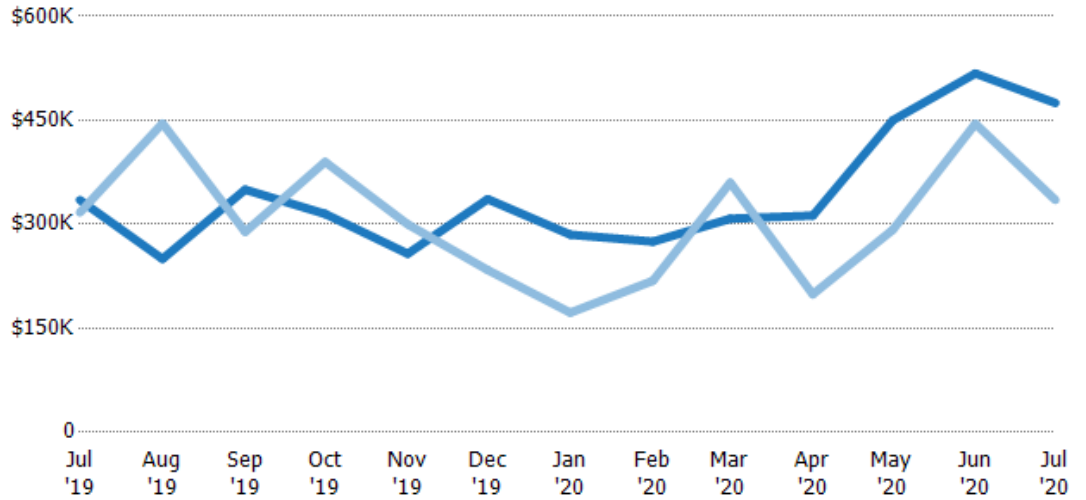
Median Sales Price

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.
Jul '20	\$475K	41.8%
Jul '19	\$335K	5.7%
Jul '18	\$317K	3.3%



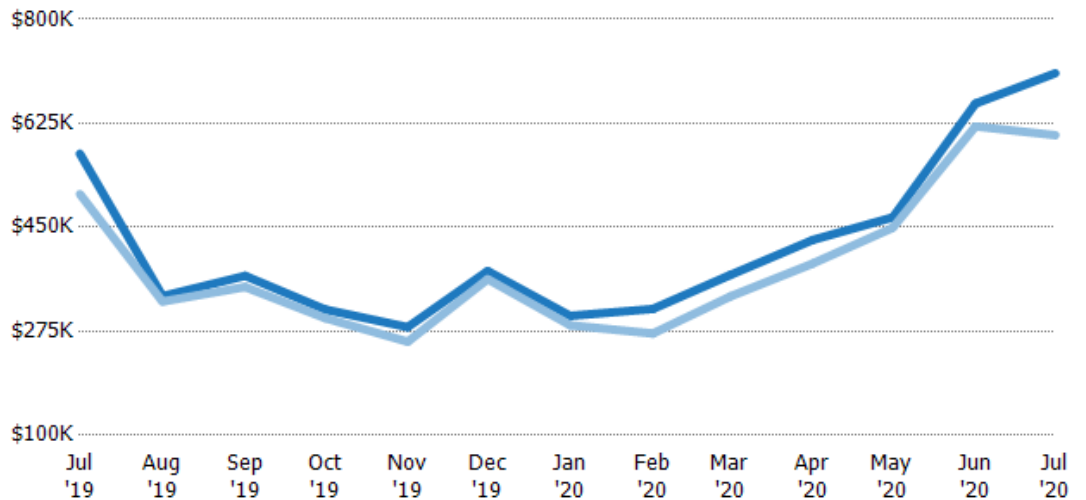
Current Year	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K
Prior Year	\$317K	\$446K	\$289K	\$390K	\$300K	\$234K	\$173K	\$219K	\$360K	\$199K	\$292K	\$445K	\$335K
Percent Change from Prior Year	6%	-44%	21%	-19%	-14%	44%	65%	26%	-14%	57%	54%	16%	42%

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



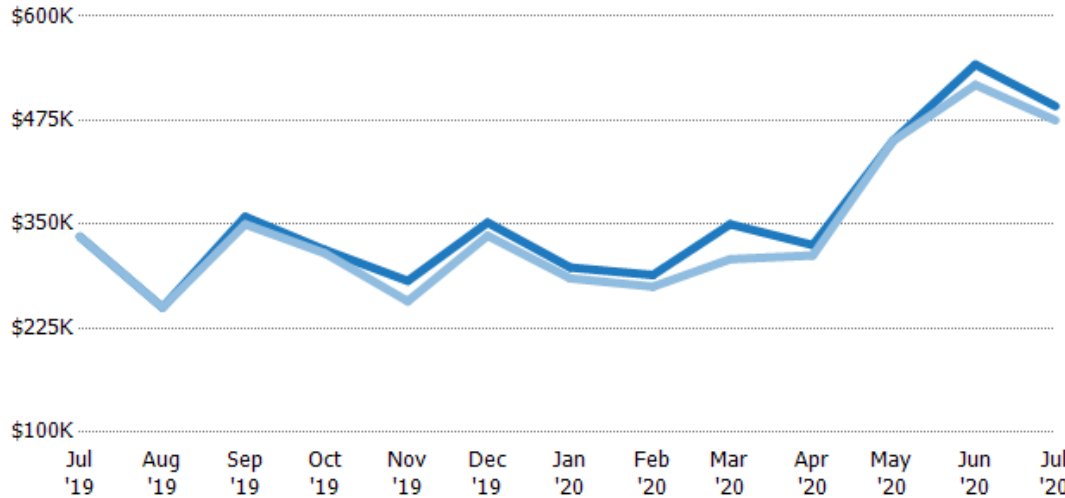
Avg List Price	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K
Avg Sales Price	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K
Avg Sales Price as a % of Avg List Price	88%	97%	95%	95%	91%	96%	95%	87%	90%	91%	96%	94%	85%

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



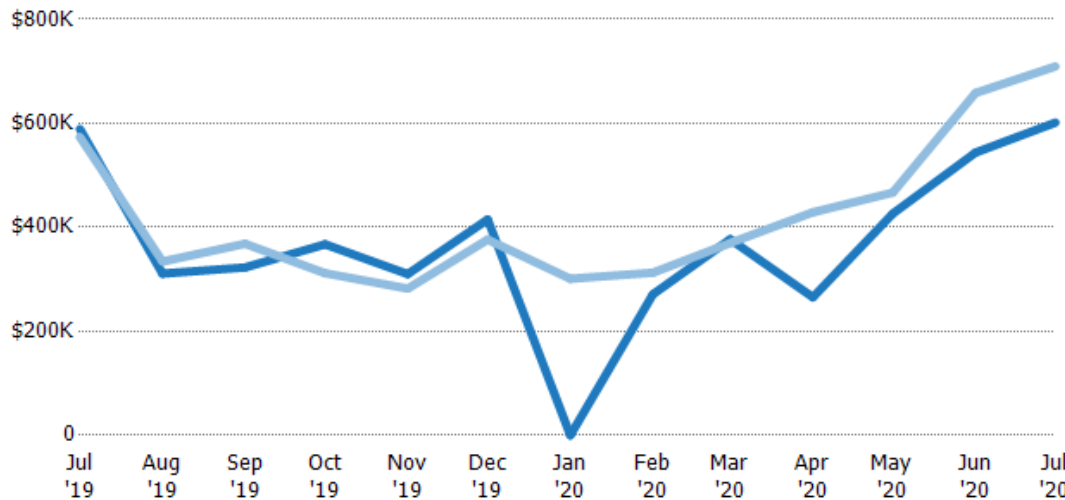
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K
Median Sales Price	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K
Med Sales Price as a % of Med List Price	100%	100%	97%	99%	91%	96%	96%	95%	88%	96%	100%	95%	97%

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



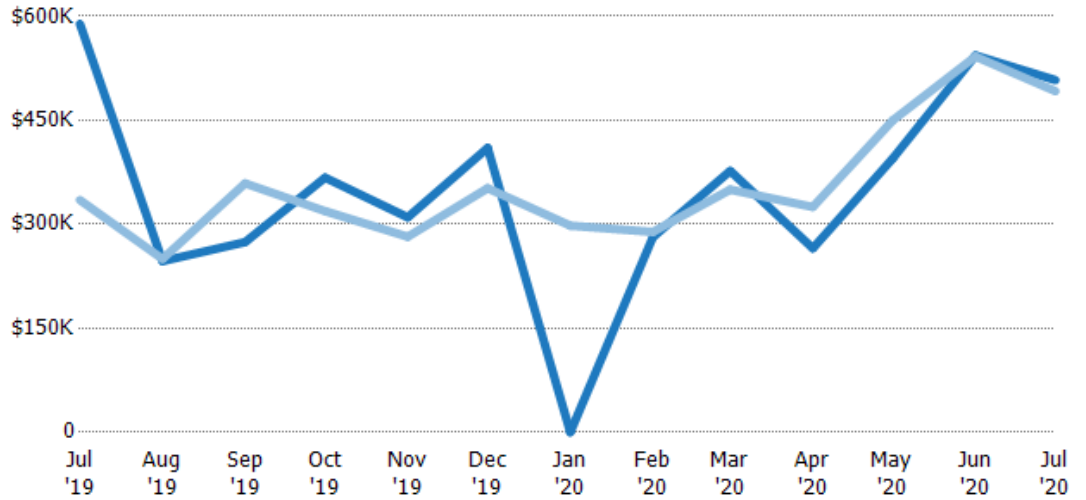
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$589K	\$311K	\$323K	\$367K	\$310K	\$415K	\$0	\$271K	\$377K	\$265K	\$426K	\$543K	\$601K
Avg Sales Price	\$574K	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K
Avg Sales Price as a % of Avg Est Value	97%	107%	114%	85%	91%	91%	100%	115%	98%	162%	109%	121%	118%

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	\$589K	\$247K	\$274K	\$367K	\$310K	\$410K	\$0	\$282K	\$377K	\$265K	\$395K	\$543K	\$508K
Median Sales Price	\$335K	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K
Med Sales Price as a % of Med Est Value	57%	101%	131%	87%	91%	86%	100%	103%	93%	122%	114%	100%	97%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Bennington, VT	31	\$14,951,300	11	\$6,347,000	\$577,000	\$485,000	\$194	\$172	82