

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	5	+120%	69	64	+7.8%
New Listing Volume	\$7,510,000	\$5,904,000	+27.2%	\$48,253,700	\$41,152,950	+17.3%
Active Listing Count	24	58	-58.6%	N/A	N/A	
Active Listing Volume	\$23,111,800	\$35,694,450	-35.3%	N/A	N/A	
Average Listing Price	\$962,992	\$615,422	+56.5%	\$692,657	\$522,471	+32.6%
Median Listing Price	\$551,750	\$374,000	+47.5%	\$456,104	\$370,405	+23.1%
Median Days in RPR	94.5	100.5	-6%	154.09	175.99	-12.4%
Months of Inventory	2.4	19.3	-87.6%	9.6	9	+6.2%
Absorption Rate	41.67%	5.17%	+36.5%	10.42%	11.06%	-0.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	5	+320%	80	52	+53.8%
New Pending Sales Volume	\$9,132,900	\$2,809,000	+225.1%	\$40,695,000	\$23,761,400	+71.3%
Pending Sales Count	31	12	+158.3%	N/A	N/A	
Pending Sales Volume	\$14,951,300	\$4,174,900	+258.1%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	47	35	+34.3%
Closed Sales Volume	\$6,347,000	\$2,276,000	+178.9%	\$23,023,800	\$15,183,085	+51.6%
Average Sales Price	\$577,000	\$325,143	+77.5%	\$489,868	\$433,802	+12.9%
Median Sales Price	\$485,000	\$250,000	+94%	\$420,936	\$312,014	+34.9%

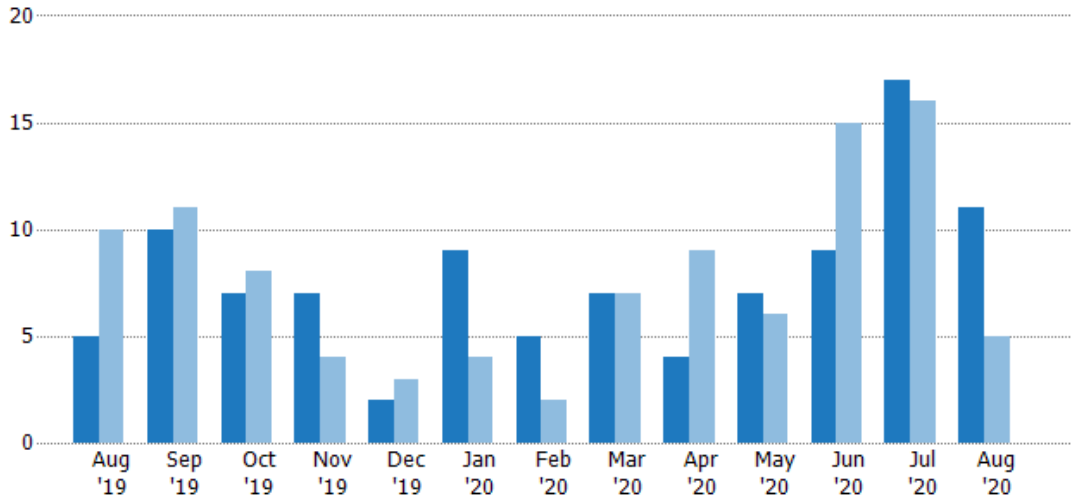
## New Listings

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.
Aug '20	11	120%
Aug '19	5	-50%
Aug '18	10	-20%



Current Year	5	10	7	7	2	9	5	7	4	7	9	17	11
Prior Year	10	11	8	4	3	4	2	7	9	6	15	16	5
Percent Change from Prior Year	-50%	-9%	-13%	75%	-33%	125%	150%	0%	-56%	17%	-40%	6%	120%

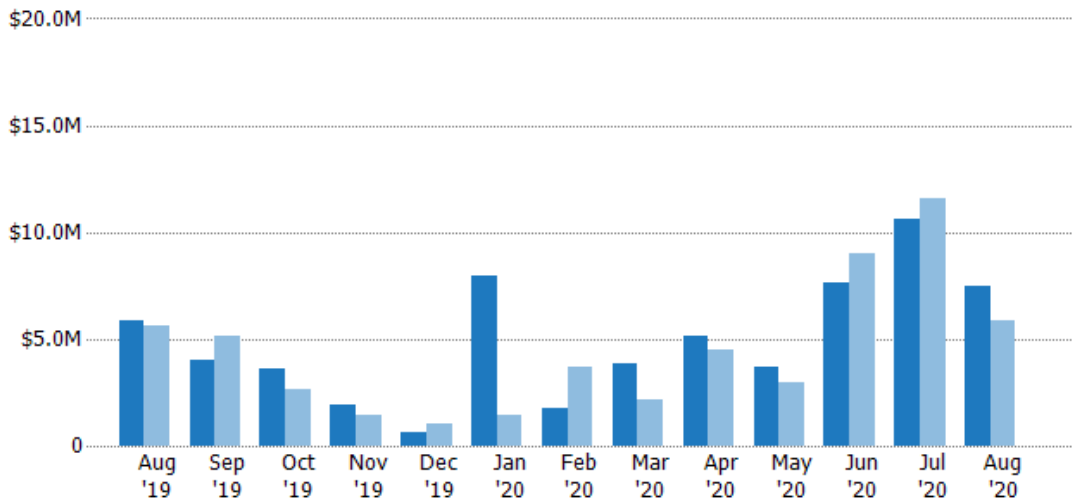
## New Listing Volume

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.
Aug '20	\$7.51M	27.2%
Aug '19	\$5.9M	4.6%
Aug '18	\$5.64M	-52.2%



Current Year	\$5.9M	\$4.04M	\$3.58M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.87M	\$5.16M	\$3.72M	\$7.65M	\$10.6M	\$7.51M
Prior Year	\$5.64M	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.97M	\$11.5M	\$5.9M
Percent Change from Prior Year	5%	-21%	35%	38%	-43%	468%	-52%	77%	15%	26%	-15%	-8%	27%

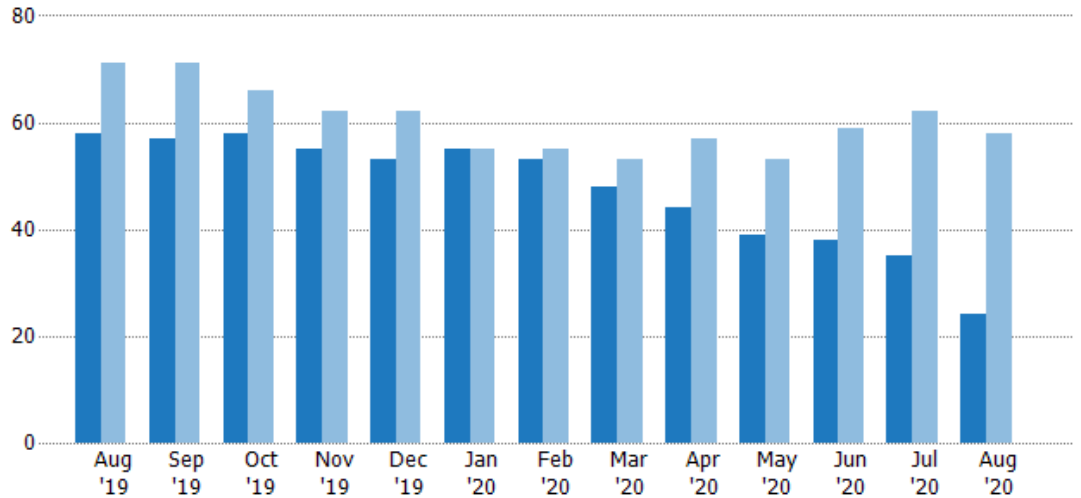
## Active Listings

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.
Aug '20	24	-58.6%
Aug '19	58	-18.3%
Aug '18	71	-9.9%



Current Year	58	57	58	55	53	55	53	48	44	39	38	35	24
Prior Year	71	71	66	62	62	55	55	53	57	53	59	62	58
Percent Change from Prior Year	-18%	-20%	-12%	-11%	-15%	0%	-4%	-9%	-23%	-26%	-36%	-44%	-59%

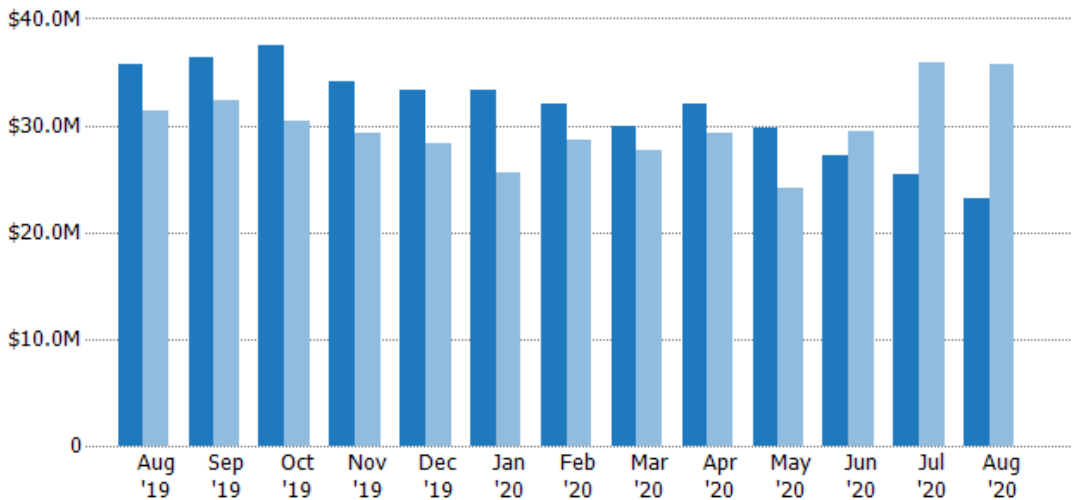
## Active Listing Volume

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.
Aug '20	\$23.1M	-35.3%
Aug '19	\$35.7M	13.5%
Aug '18	\$31.4M	-7.5%



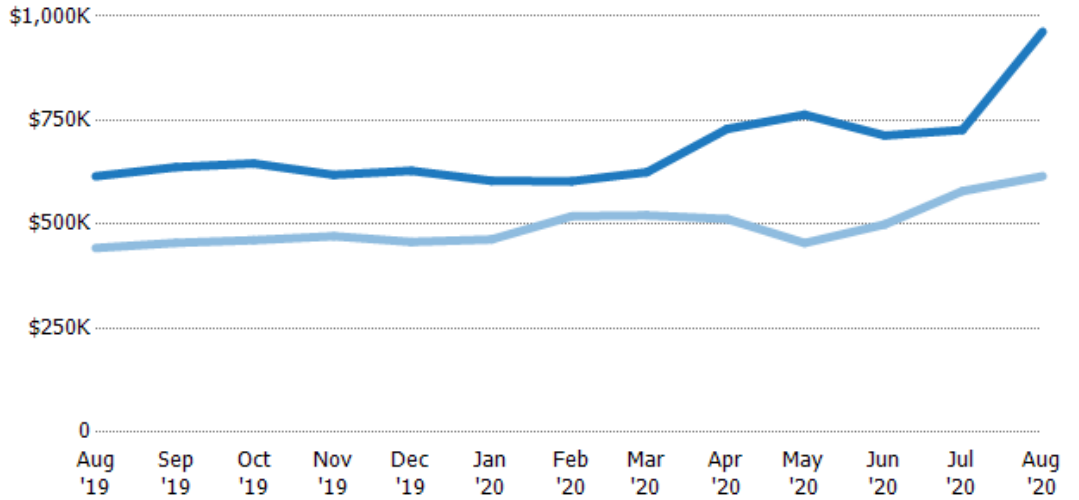
Current Year	\$35.7M	\$36.3M	\$37.5M	\$34M	\$33.3M	\$33.2M	\$32M	\$30M	\$32.1M	\$29.8M	\$27.1M	\$25.4M	\$23.1M
Prior Year	\$31.4M	\$32.3M	\$30.5M	\$29.2M	\$28.4M	\$25.5M	\$28.6M	\$27.6M	\$29.2M	\$24.1M	\$29.5M	\$35.9M	\$35.7M
Percent Change from Prior Year	14%	12%	23%	16%	17%	30%	12%	9%	10%	23%	-8%	-29%	-35%

## 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



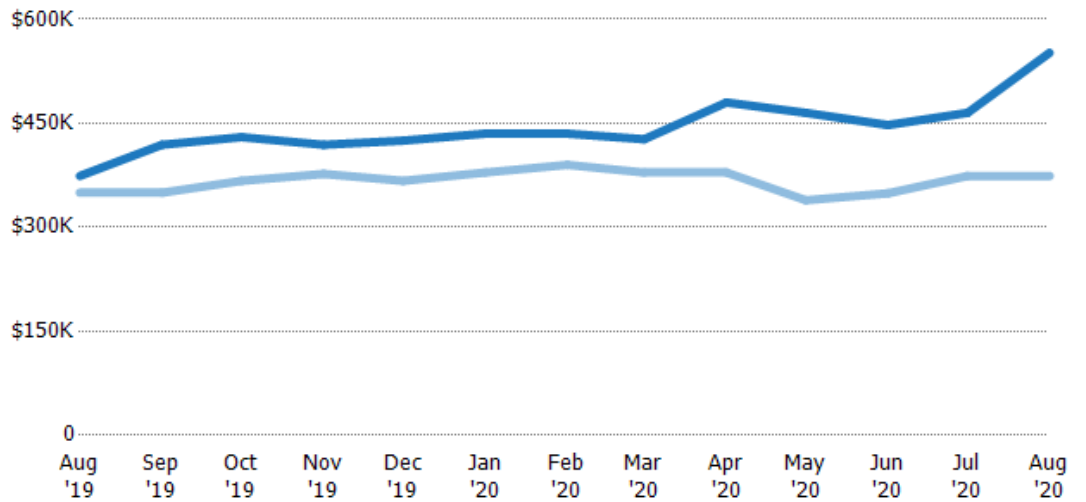
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Aug '19	\$615K	\$443K	39%
Sep '19	\$637K	\$455K	40%
Oct '19	\$646K	\$462K	40%
Nov '19	\$619K	\$471K	31%
Dec '19	\$629K	\$458K	37%
Jan '20	\$604K	\$464K	30%
Feb '20	\$603K	\$519K	16%
Mar '20	\$625K	\$521K	20%
Apr '20	\$729K	\$513K	42%
May '20	\$763K	\$455K	68%
Jun '20	\$713K	\$500K	43%
Jul '20	\$727K	\$580K	25%
Aug '20	\$963K	\$615K	56%

## 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



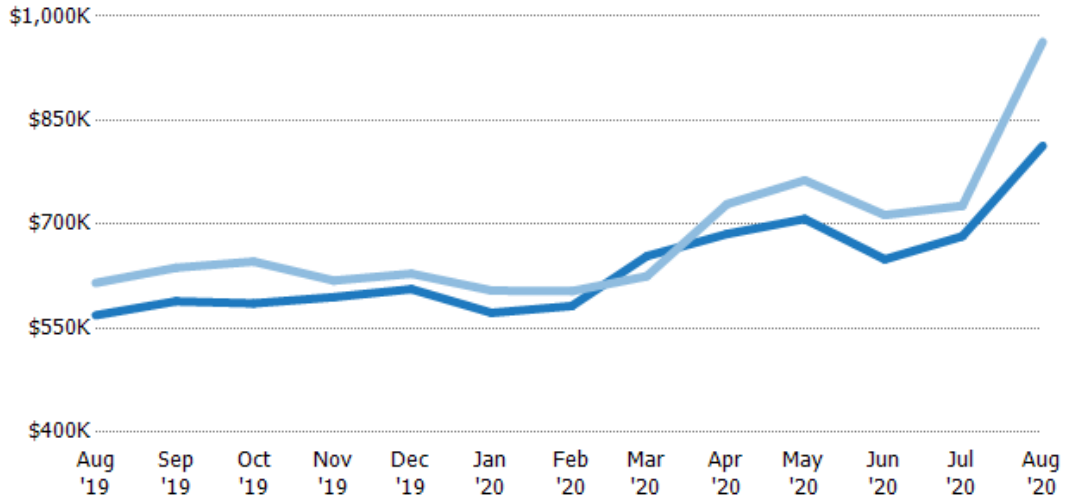
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Aug '19	\$374K	\$350K	7%
Sep '19	\$419K	\$350K	20%
Oct '19	\$430K	\$367K	17%
Nov '19	\$419K	\$377K	11%
Dec '19	\$425K	\$367K	16%
Jan '20	\$435K	\$379K	15%
Feb '20	\$435K	\$390K	12%
Mar '20	\$427K	\$379K	13%
Apr '20	\$480K	\$379K	27%
May '20	\$465K	\$339K	37%
Jun '20	\$447K	\$349K	28%
Jul '20	\$465K	\$374K	24%
Aug '20	\$552K	\$374K	48%

## 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



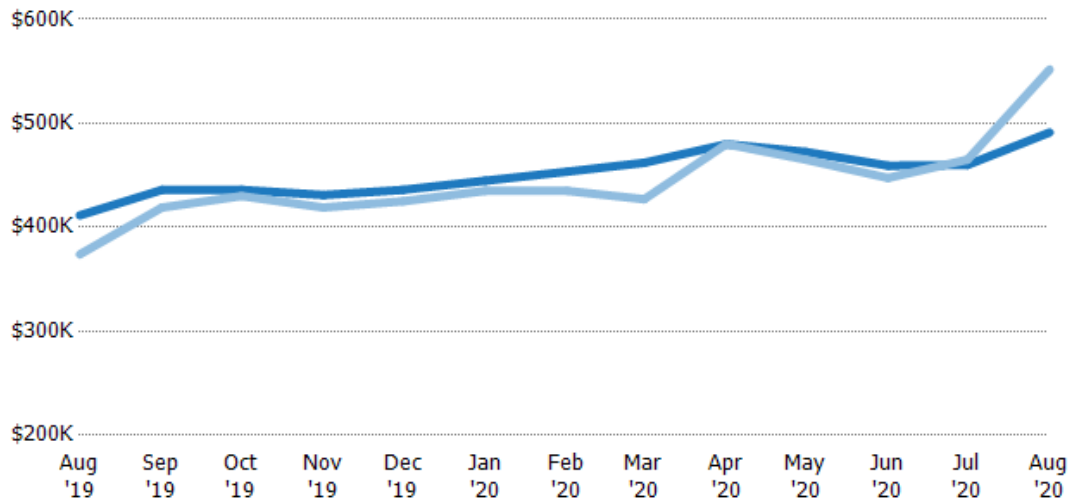
Avg Est Value	\$569K	\$589K	\$586K	\$595K	\$606K	\$572K	\$582K	\$654K	\$686K	\$708K	\$649K	\$683K	\$813K
Avg Listing Price	\$615K	\$637K	\$646K	\$619K	\$629K	\$604K	\$603K	\$625K	\$729K	\$763K	\$713K	\$727K	\$963K
Avg Listing Price as a % of Avg Est Value	108%	108%	110%	104%	104%	106%	104%	96%	106%	108%	110%	106%	118%

## 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



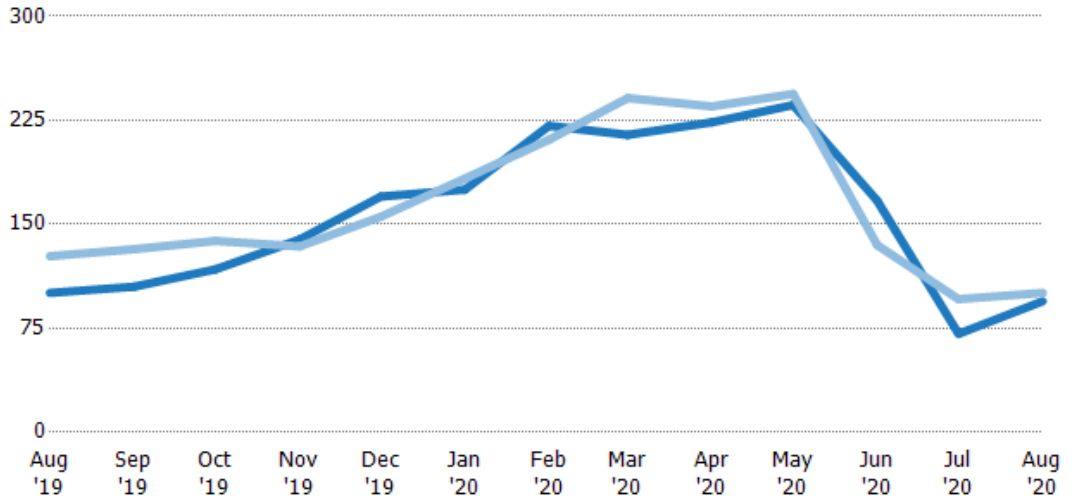
Median Est Value	\$412K	\$436K	\$436K	\$431K	\$436K	\$445K	\$453K	\$462K	\$480K	\$472K	\$459K	\$460K	\$491K
Median Listing Price	\$374K	\$419K	\$430K	\$419K	\$425K	\$435K	\$435K	\$427K	\$480K	\$465K	\$447K	\$465K	\$552K
Med Listing Price as a % of Med Est Value	91%	96%	99%	97%	97%	98%	96%	92%	100%	98%	97%	101%	112%

## 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



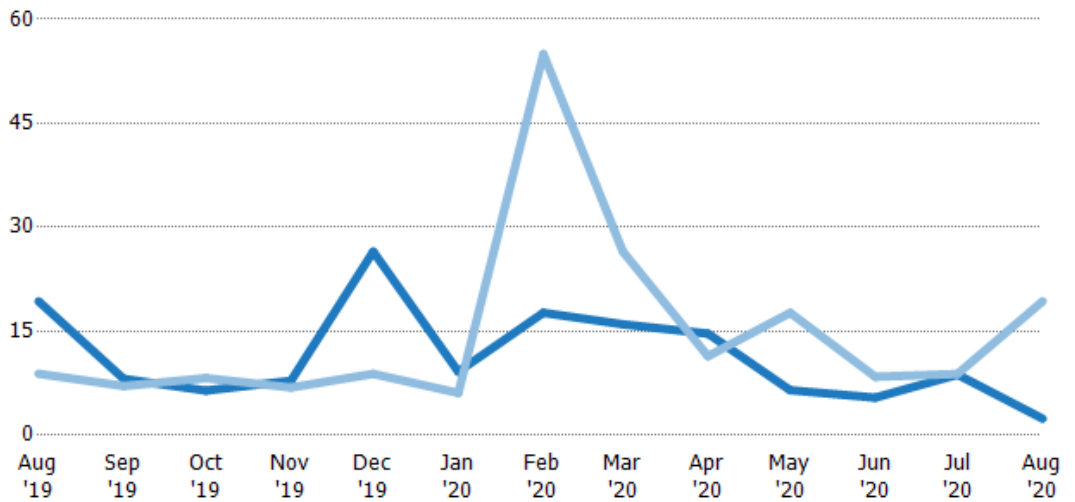
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	101	105	118	139	170	175	221	215	224	236	167	71	94.5
Prior Year	127	132	138	134	156	183	211	241	235	244	135	96	101
Percent Change from Prior Year	-21%	-20%	-15%	4%	9%	-4%	5%	-11%	-5%	-3%	24%	-26%	-6%

## 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



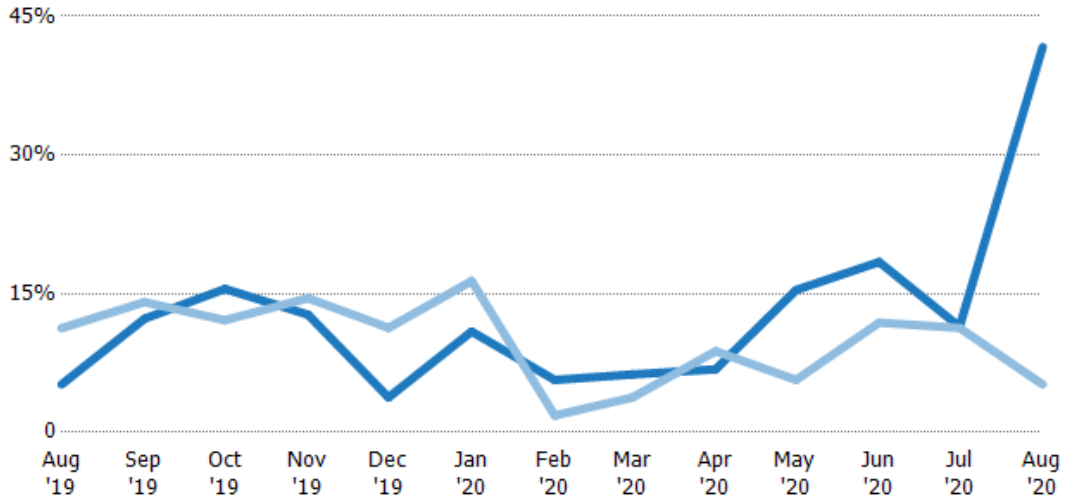
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	19.3	8.14	6.44	7.86	26.5	9.17	17.7	16	14.7	6.5	5.43	8.75	2.4
Prior Year	8.88	7.1	8.25	6.89	8.86	6.11	55	26.5	11.4	17.7	8.43	8.86	19.3
Percent Change from Prior Year	118%	15%	-22%	14%	199%	50%	-68%	-40%	29%	-63%	-36%	-1%	-88%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Manchester, VT 05254,  
Manchester Center, VT 05255  
Property Type:  
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Family Residence



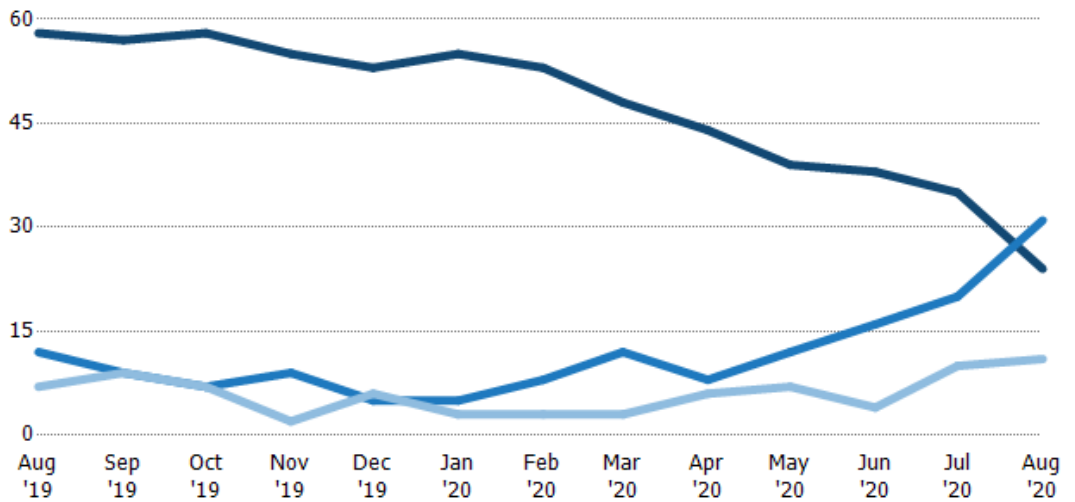
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	5%	12%	16%	13%	4%	11%	6%	6%	7%	15%	18%	11%	42%
Prior Year	11%	14%	12%	15%	11%	16%	2%	4%	9%	6%	12%	11%	5%
Change from Prior Year	6%	2%	-3%	2%	8%	5%	-4%	-2%	2%	-10%	-7%	0%	-36%

## 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



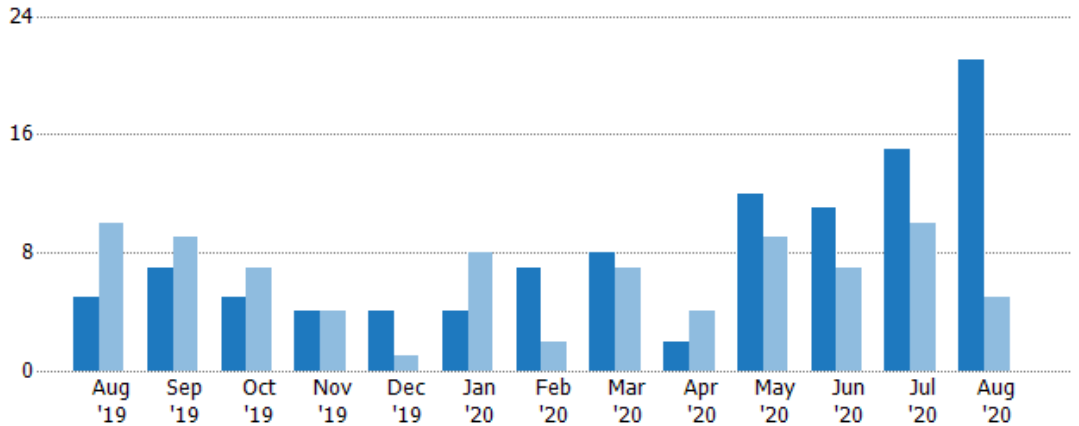
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	58	57	58	55	53	55	53	48	44	39	38	35	24
Pending	12	9	7	9	5	5	8	12	8	12	16	20	31
Sold	7	9	7	2	6	3	3	3	6	7	4	10	11

## 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



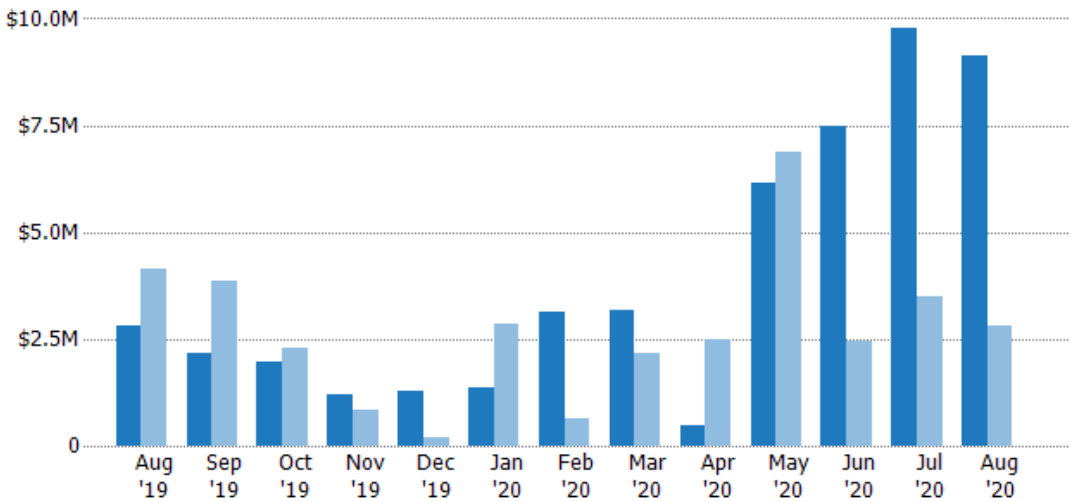
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	5	7	5	4	4	4	7	8	2	12	11	15	21
Prior Year	10	9	7	4	1	8	2	7	4	9	7	10	5
Percent Change from Prior Year	-50%	-22%	-29%	0%	300%	-50%	250%	14%	-50%	33%	57%	50%	320%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M	\$9.13M
Prior Year	\$4.14M	\$3.84M	\$2.28M	\$858K	\$180K	\$2.85M	\$644K	\$2.17M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M
Percent Change from Prior Year	-32%	-43%	-13%	38%	610%	-52%	386%	47%	-81%	-10%	207%	179%	225%

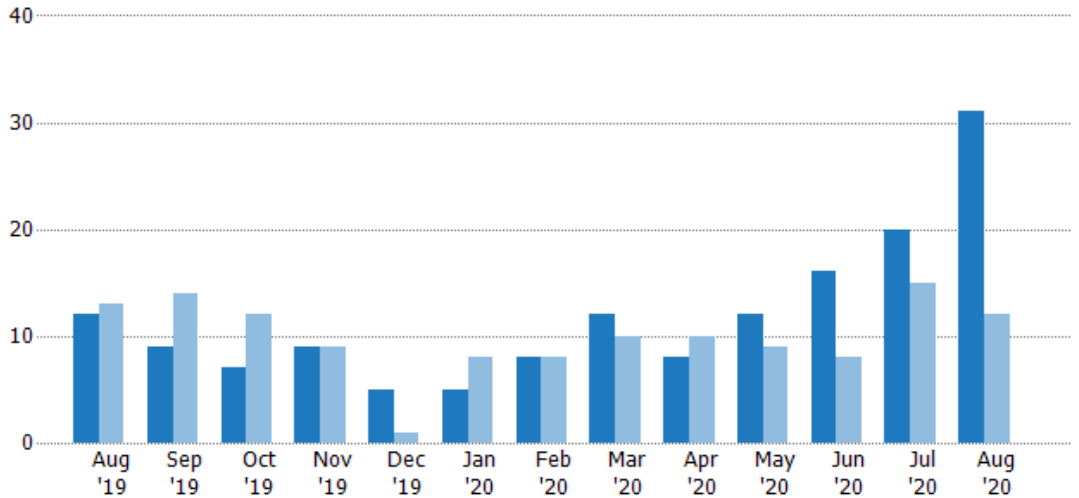


## Pending Sales

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



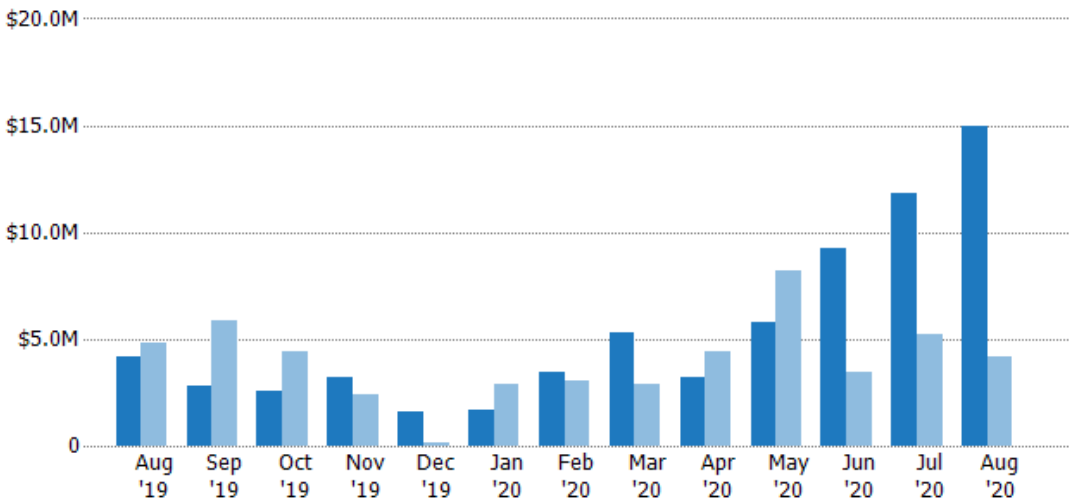
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	12	9	7	9	5	5	8	12	8	12	16	20	31
Prior Year	13	14	12	9	1	8	8	10	10	9	8	15	12
Percent Change from Prior Year	-8%	-36%	-42%	0%	400%	-38%	0%	20%	-20%	33%	100%	33%	158%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.9M	\$15M
Prior Year	\$4.85M	\$5.9M	\$4.43M	\$2.4M	\$180K	\$2.85M	\$3.03M	\$2.9M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M
Percent Change from Prior Year	-14%	-53%	-42%	33%	792%	-40%	14%	82%	-27%	-30%	167%	126%	258%

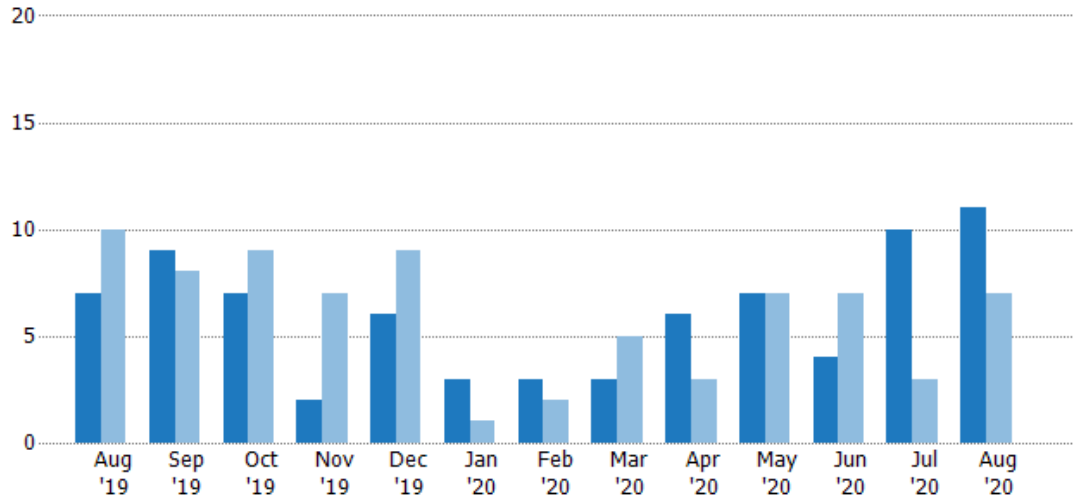
## Closed Sales

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.
Aug '20	11	57.1%
Aug '19	7	-30%
Aug '18	10	-90%



Current Year	7	9	7	2	6	3	3	3	6	7	4	10	11
Prior Year	10	8	9	7	9	1	2	5	3	7	7	3	7
Percent Change from Prior Year	-30%	13%	-22%	-71%	-33%	200%	50%	-40%	100%	0%	-43%	233%	57%

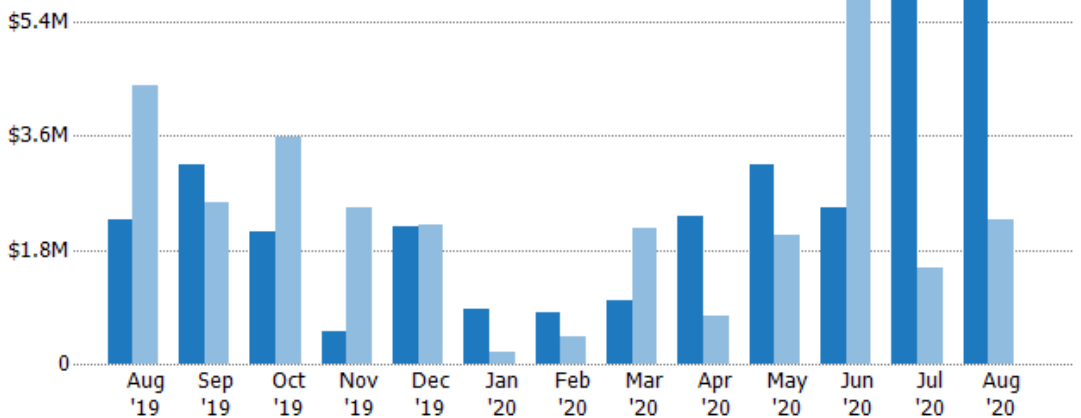
## Closed Sales Volume

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.
Aug '20	\$6.35M	178.9%
Aug '19	\$2.28M	-48.2%
Aug '18	\$4.4M	-90.9%



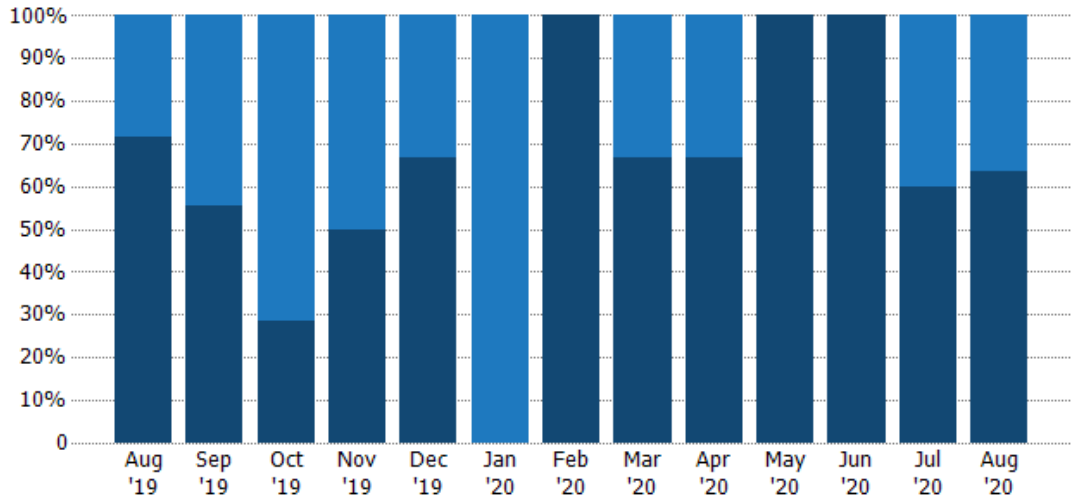
Current Year	\$2.28M	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K	\$814K	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M	\$6.35M
Prior Year	\$4.4M	\$2.55M	\$3.58M	\$2.46M	\$2.19M	\$173K	\$437K	\$2.13M	\$747K	\$2.03M	\$5.88M	\$1.52M	\$2.28M
Percent Change from Prior Year	-48%	23%	-42%	-79%	0%	396%	86%	-53%	213%	55%	-58%	299%	179%

## 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



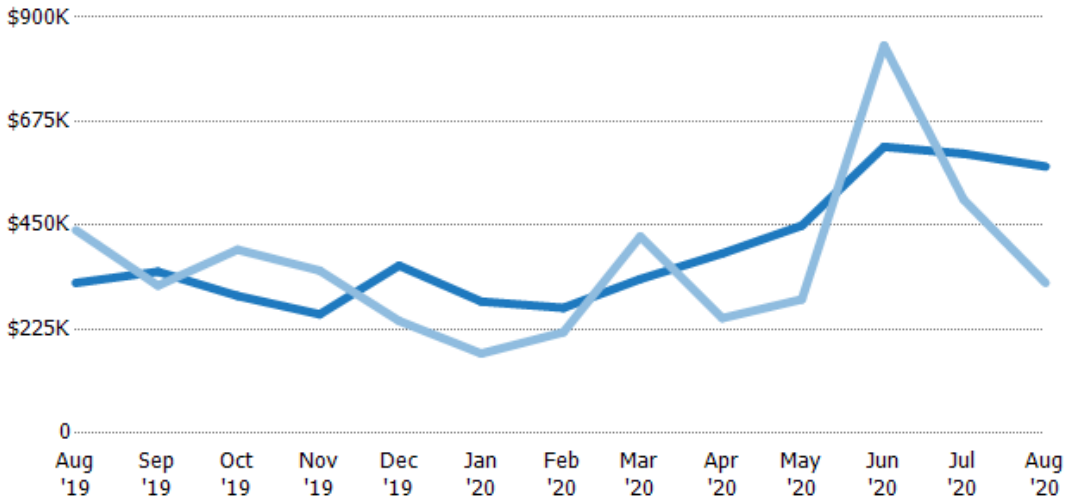
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	29%	44%	71%	50%	33%	100%	-	33%	33%	-	-	40%	36%
Single Family Residence	71%	56%	29%	50%	67%	-	100%	67%	67%	100%	100%	60%	64%

## 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.
Aug '20	\$577K	77.5%
Aug '19	\$325K	-26%
Aug '18	\$440K	-9%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K
Prior Year	\$440K	\$319K	\$397K	\$352K	\$243K	\$173K	\$219K	\$426K	\$249K	\$290K	\$839K	\$506K	\$325K
Percent Change from Prior Year	-26%	9%	-25%	-27%	49%	65%	24%	-22%	56%	55%	-26%	20%	77%

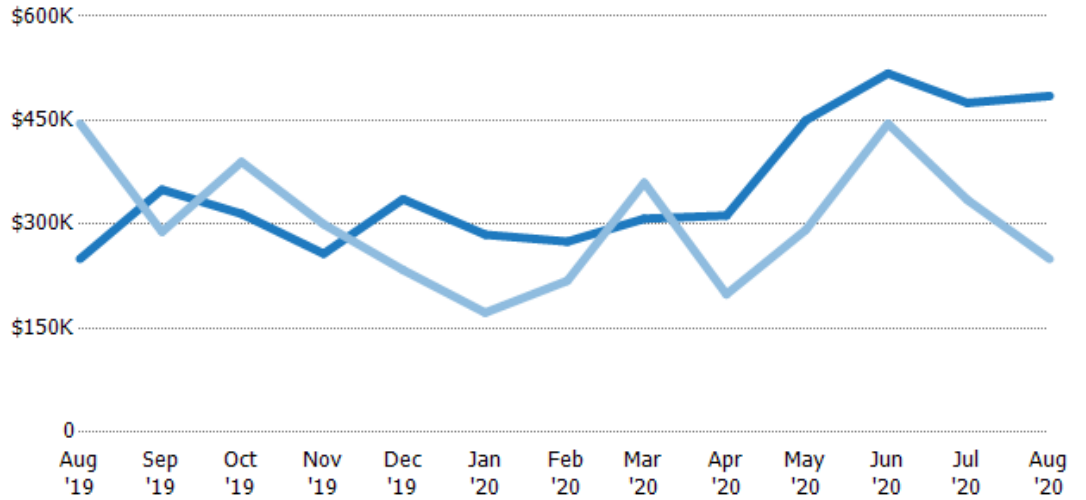
## Median Sales Price

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.
Aug '20	\$485K	94%
Aug '19	\$250K	-43.9%
Aug '18	\$446K	-10.2%



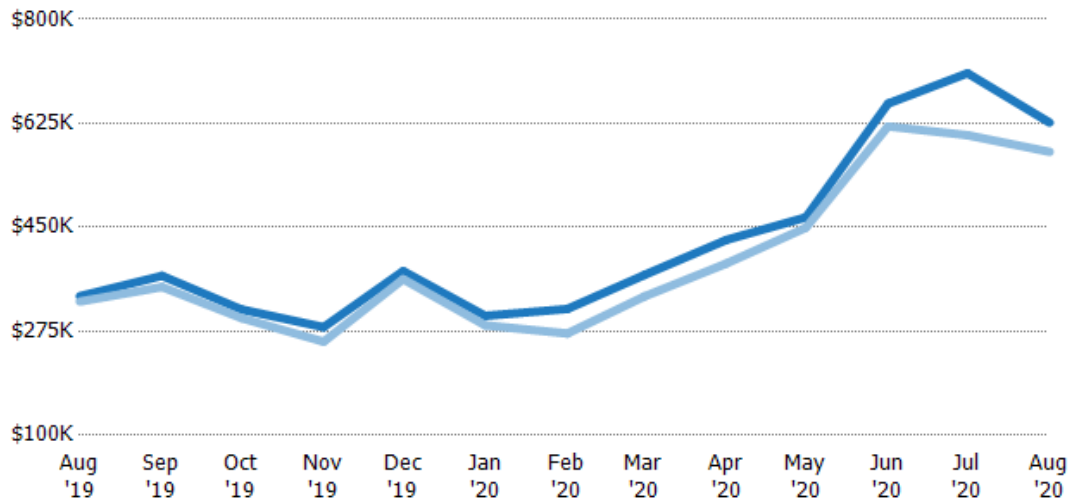
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K
Prior Year	\$446K	\$289K	\$390K	\$300K	\$234K	\$173K	\$219K	\$360K	\$199K	\$292K	\$445K	\$335K	\$250K
Percent Change from Prior Year	-44%	21%	-19%	-14%	44%	65%	26%	-14%	57%	54%	16%	42%	94%

## 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



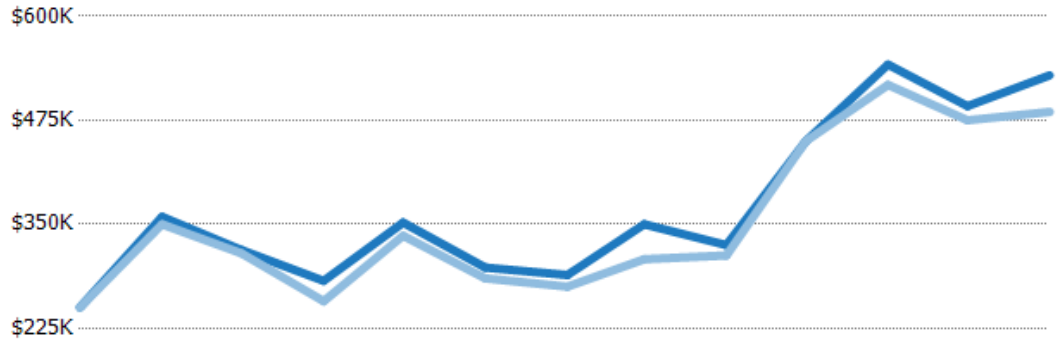
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K
Avg Sales Price	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K
Avg Sales Price as a % of Avg List Price	97%	95%	95%	91%	96%	95%	87%	90%	91%	96%	94%	85%	92%

## 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



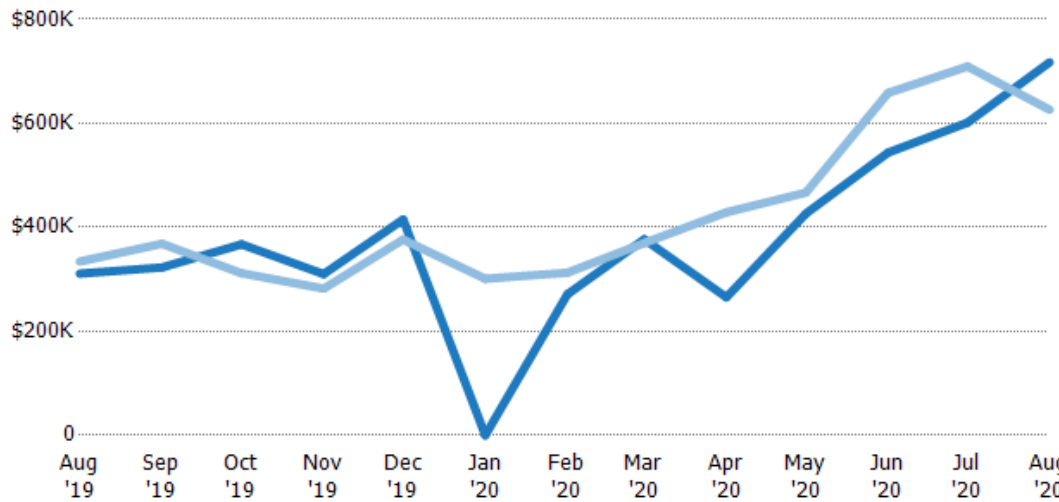
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K
Median Sales Price	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K
Med Sales Price as a % of Med List Price	100%	97%	99%	91%	96%	96%	95%	88%	96%	100%	95%	97%	92%

## 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



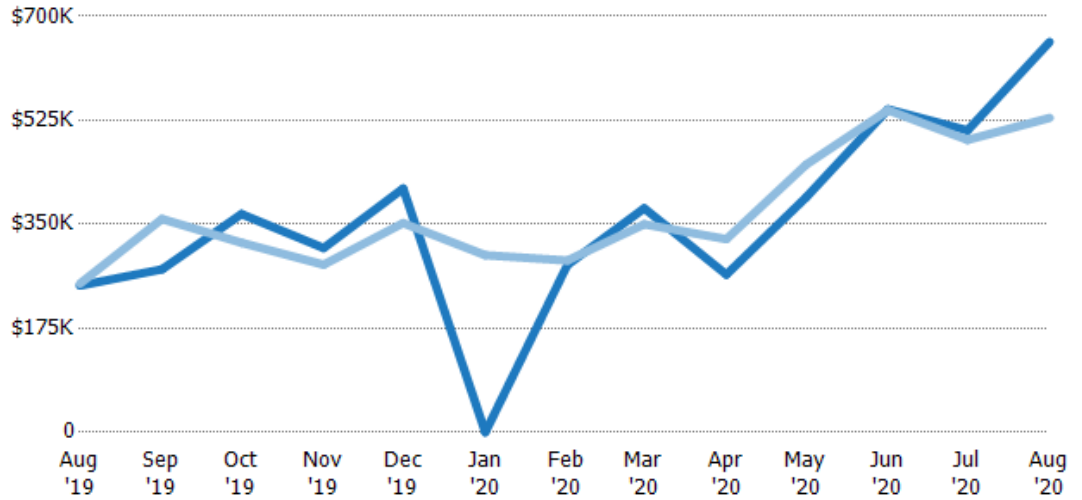
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$311K	\$323K	\$367K	\$310K	\$415K	\$0	\$271K	\$377K	\$265K	\$426K	\$543K	\$601K	\$717K
Avg Sales Price	\$334K	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K
Avg Sales Price as a % of Avg Est Value	107%	114%	85%	91%	91%	100%	115%	98%	162%	109%	121%	118%	87%

## 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	\$247K	\$274K	\$367K	\$310K	\$410K	\$0	\$282K	\$377K	\$265K	\$395K	\$543K	\$508K	\$657K
Median Sales Price	\$250K	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K
Med Sales Price as a % of Med Est Value	101%	131%	87%	91%	86%	100%	103%	93%	122%	114%	100%	97%	81%