

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	10	-20%	77	74	+4.1%
New Listing Volume	\$5,000,500	\$4,034,925	+23.9%	\$52,938,100	\$45,177,875	+17.2%
Active Listing Count	21	57	-63.2%	N/A	N/A	
Active Listing Volume	\$22,999,800	\$36,304,625	-36.6%	N/A	N/A	
Average Listing Price	\$1,095,229	\$636,923	+72%	\$717,926	\$535,447	+34.1%
Median Listing Price	\$569,500	\$419,000	+35.9%	\$454,088	\$375,847	+20.8%
Median Days in RPR	84	105	-20%	139.77	161.4	-13.4%
Months of Inventory	1.9	8.1	-76.6%	8.2	8.8	-6.8%
Absorption Rate	52.38%	12.28%	+40.1%	12.22%	11.39%	+0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	14	7	+100%	94	59	+59.3%
New Pending Sales Volume	\$7,063,000	\$2,185,000	+223.2%	\$47,758,000	\$25,946,400	+84.1%
Pending Sales Count	27	9	+200%	N/A	N/A	
Pending Sales Volume	\$12,127,500	\$2,775,900	+336.9%	N/A	N/A	
Closed Sales Count	14	9	+55.6%	61	44	+38.6%
Closed Sales Volume	\$8,081,800	\$3,146,000	+156.9%	\$31,105,600	\$18,329,085	+69.7%
Average Sales Price	\$577,271	\$349,556	+65.1%	\$509,928	\$416,570	+22.4%
Median Sales Price	\$510,000	\$350,000	+45.7%	\$441,377	\$319,784	+38%

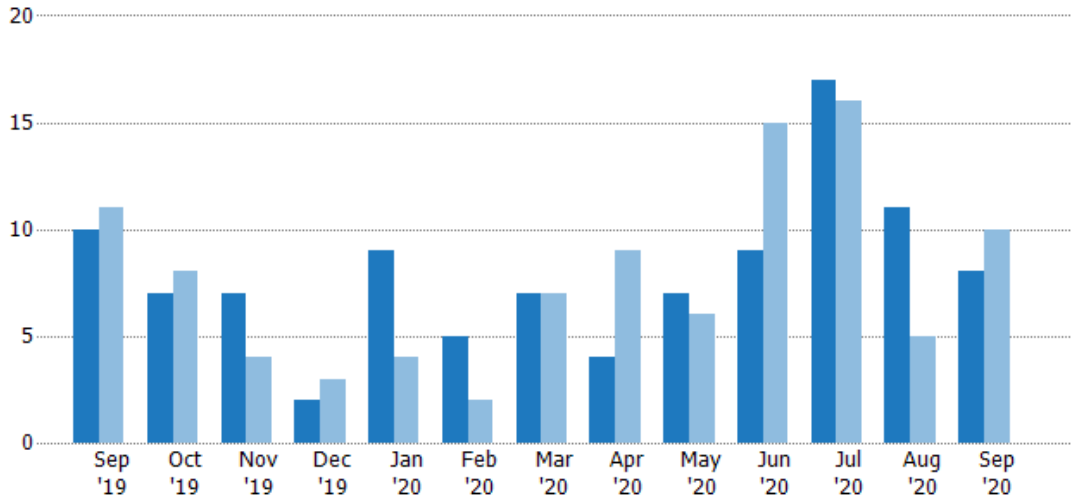
New Listings

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



Current Year	10	7	7	2	9	5	7	4	7	9	17	11	8
Prior Year	11	8	4	3	4	2	7	9	6	15	16	5	10
Percent Change from Prior Year	-9%	-13%	75%	-33%	125%	150%	0%	-56%	17%	-40%	6%	120%	-20%

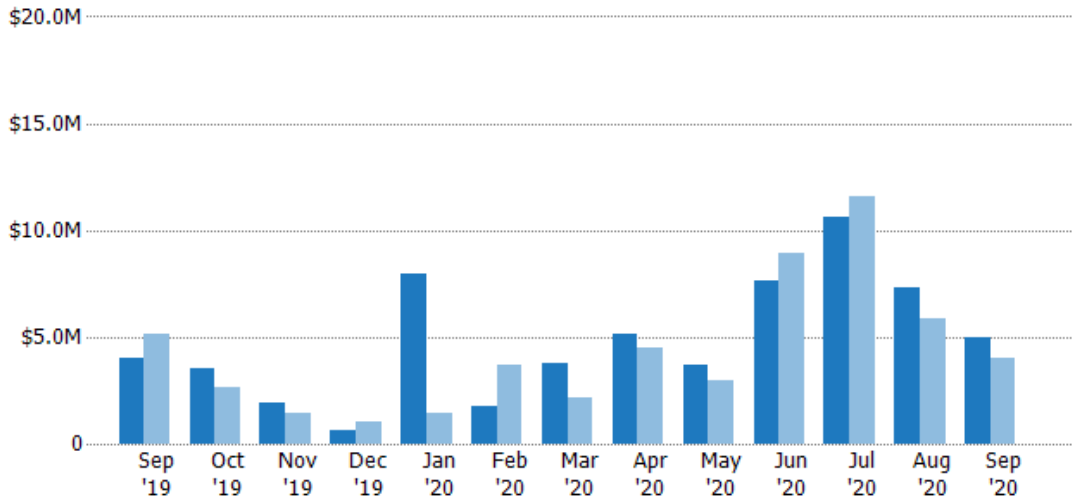
New Listing Volume

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.
Sep '20	\$5M	23.9%
Sep '19	\$4.03M	-21.5%
Sep '18	\$5.14M	-13.9%



Current Year	\$4.03M	\$3.53M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.75M	\$5.16M	\$3.72M	\$7.65M	\$10.6M	\$7.31M	\$5M
Prior Year	\$5.14M	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.96M	\$11.5M	\$5.9M	\$4.03M
Percent Change from Prior Year	-21%	33%	38%	-43%	468%	-52%	72%	15%	26%	-15%	-8%	24%	24%

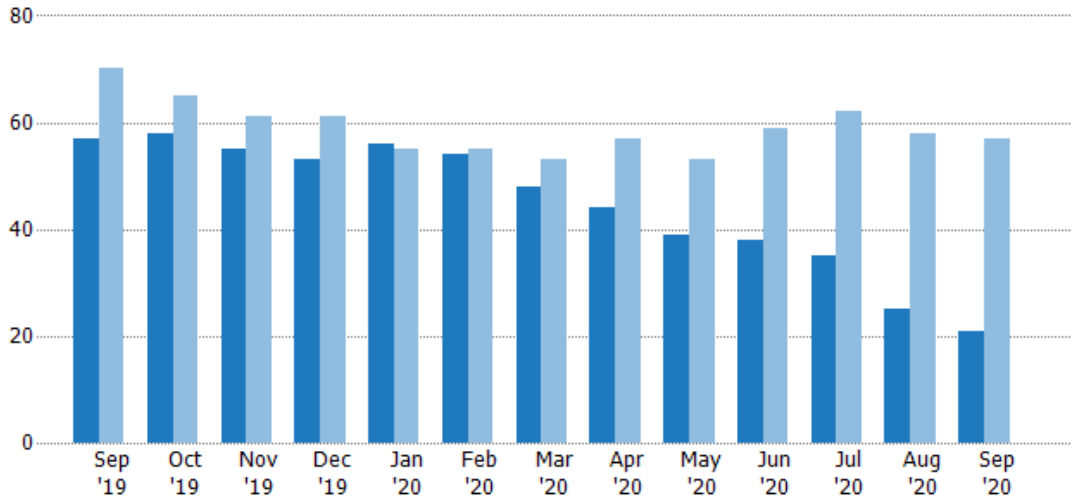
Active Listings

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.
Sep '20	21	-63.2%
Sep '19	57	-18.6%
Sep '18	70	0%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	57	58	55	53	56	54	48	44	39	38	35	25	21
Prior Year	70	65	61	61	55	55	53	57	53	59	62	58	57
Percent Change from Prior Year	-19%	-11%	-10%	-13%	2%	-2%	-9%	-23%	-26%	-36%	-44%	-57%	-63%

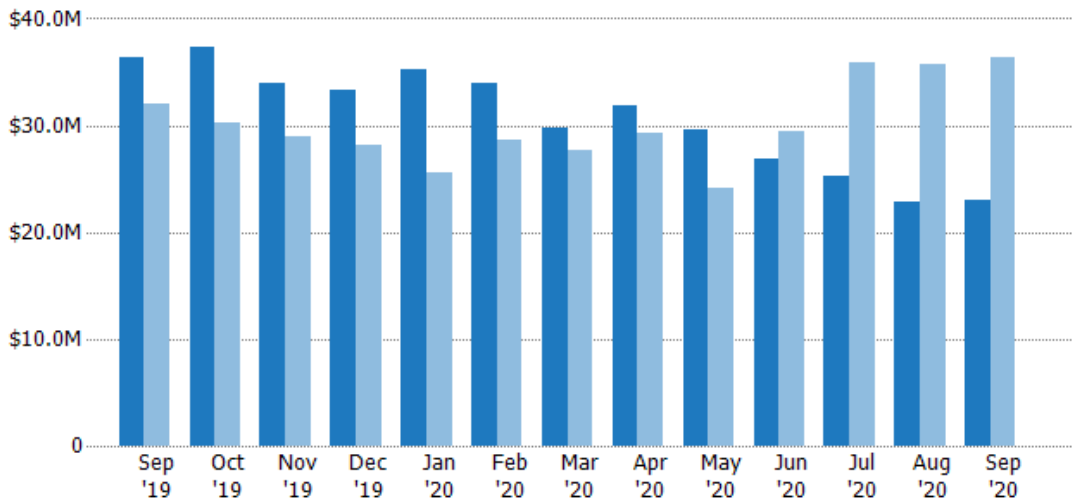
Active Listing Volume

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.
Sep '20	\$23M	-36.6%
Sep '19	\$36.3M	13.2%
Sep '18	\$32.1M	-6.8%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$36.3M	\$37.4M	\$34M	\$33.2M	\$35.2M	\$33.9M	\$29.8M	\$31.9M	\$29.6M	\$26.9M	\$25.3M	\$22.9M	\$23M
Prior Year	\$32.1M	\$30.3M	\$29M	\$28.2M	\$25.5M	\$28.6M	\$27.7M	\$29.2M	\$24.1M	\$29.5M	\$35.9M	\$35.7M	\$36.3M
Percent Change from Prior Year	13%	24%	17%	18%	38%	19%	8%	9%	23%	-9%	-30%	-36%	-37%

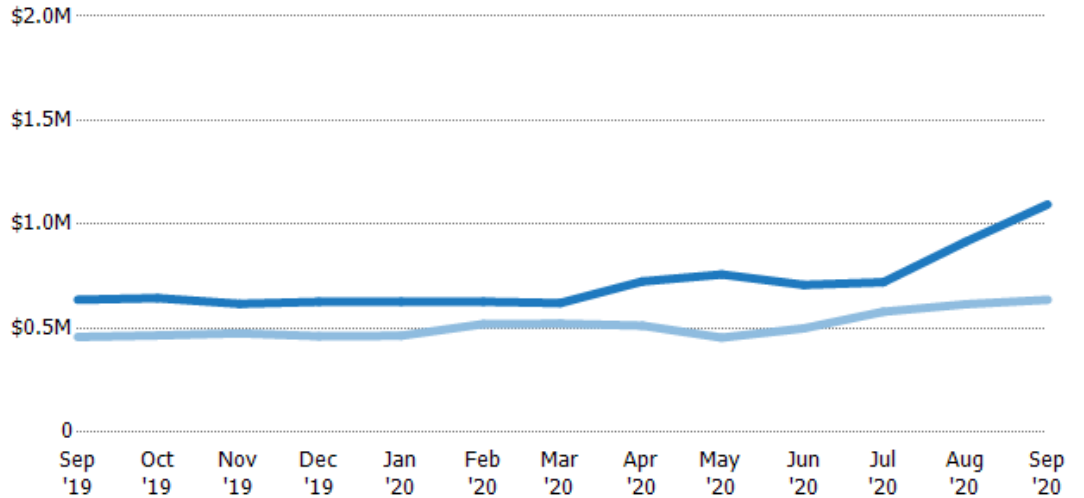
Average Listing Price

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.
Sep '20	\$1.1M	72%
Sep '19	\$637K	39%
Sep '18	\$458K	-6.8%



Current Year	\$637K	\$645K	\$617K	\$627K	\$628K	\$628K	\$621K	\$725K	\$759K	\$709K	\$721K	\$916K	\$1.1M
Prior Year	\$458K	\$466K	\$476K	\$462K	\$464K	\$520K	\$522K	\$513K	\$455K	\$500K	\$580K	\$615K	\$637K
Percent Change from Prior Year	39%	38%	30%	36%	35%	21%	19%	41%	67%	42%	24%	49%	72%

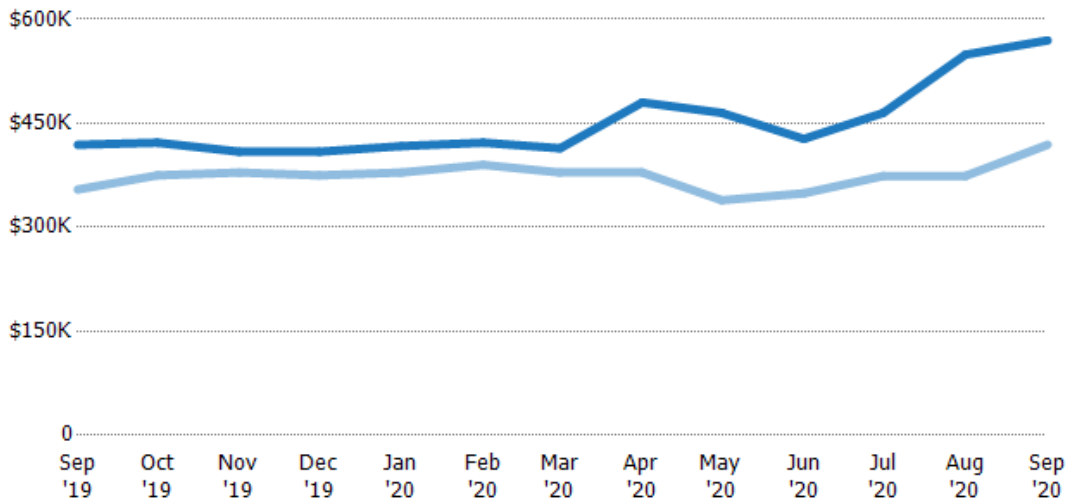
Median Listing Price

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.
Sep '20	\$570K	35.9%
Sep '19	\$419K	18.2%
Sep '18	\$354K	-2.1%



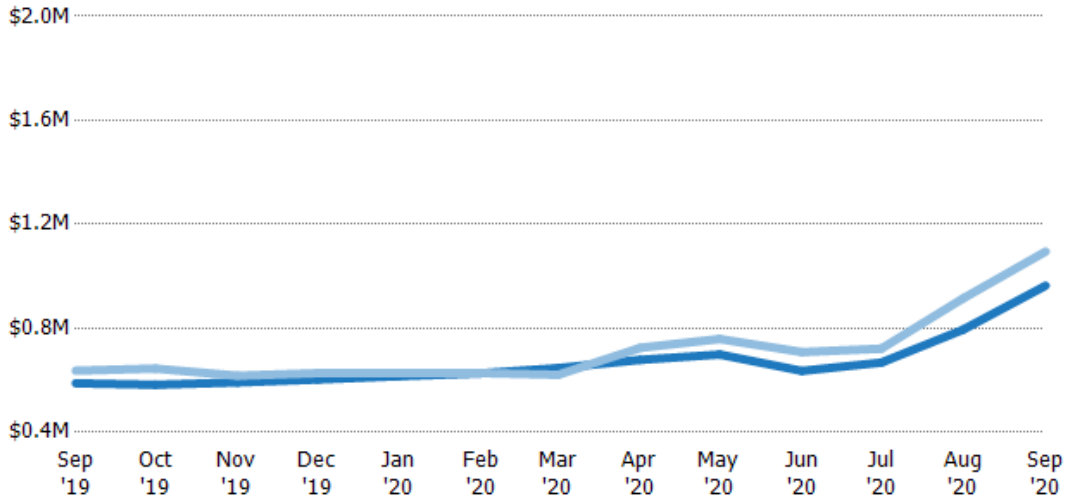
Current Year	\$419K	\$422K	\$409K	\$409K	\$417K	\$422K	\$414K	\$480K	\$465K	\$428K	\$465K	\$549K	\$570K
Prior Year	\$354K	\$375K	\$379K	\$375K	\$379K	\$390K	\$379K	\$379K	\$339K	\$349K	\$374K	\$374K	\$419K
Percent Change from Prior Year	18%	13%	8%	9%	10%	8%	9%	27%	37%	22%	24%	47%	36%

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



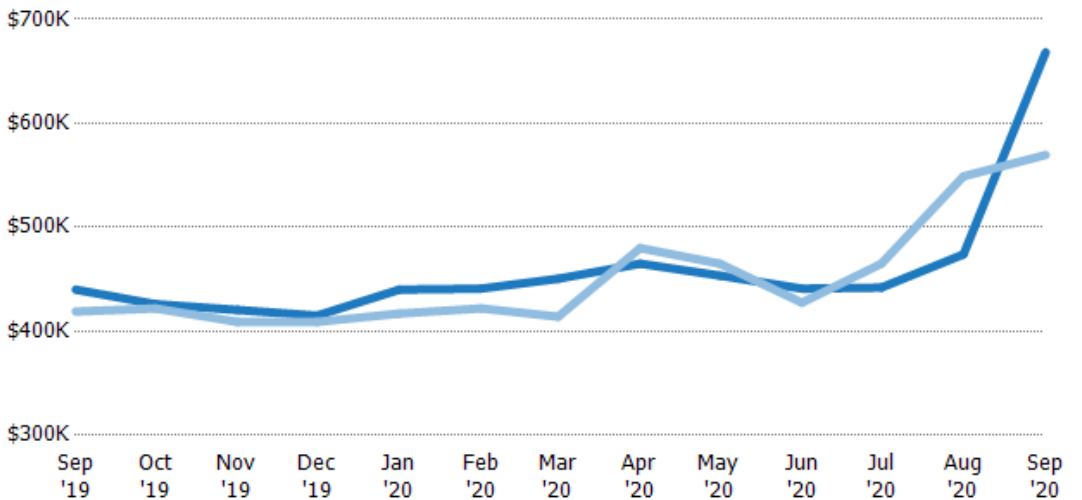
Avg Est Value	\$589K	\$583K	\$592K	\$603K	\$616K	\$627K	\$647K	\$679K	\$699K	\$636K	\$668K	\$795K	\$964K
Avg Listing Price	\$637K	\$645K	\$617K	\$627K	\$628K	\$628K	\$621K	\$725K	\$759K	\$709K	\$721K	\$916K	\$1.1M
Avg Listing Price as a % of Avg Est Value	108%	111%	104%	104%	102%	100%	96%	107%	109%	111%	108%	115%	114%

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	\$440K	\$426K	\$421K	\$415K	\$440K	\$441K	\$451K	\$465K	\$454K	\$441K	\$442K	\$474K	\$668K
Median Listing Price	\$419K	\$422K	\$409K	\$409K	\$417K	\$422K	\$414K	\$480K	\$465K	\$428K	\$465K	\$549K	\$570K
Med Listing Price as a % of Med Est Value	95%	99%	97%	99%	95%	96%	92%	103%	103%	97%	105%	116%	85%

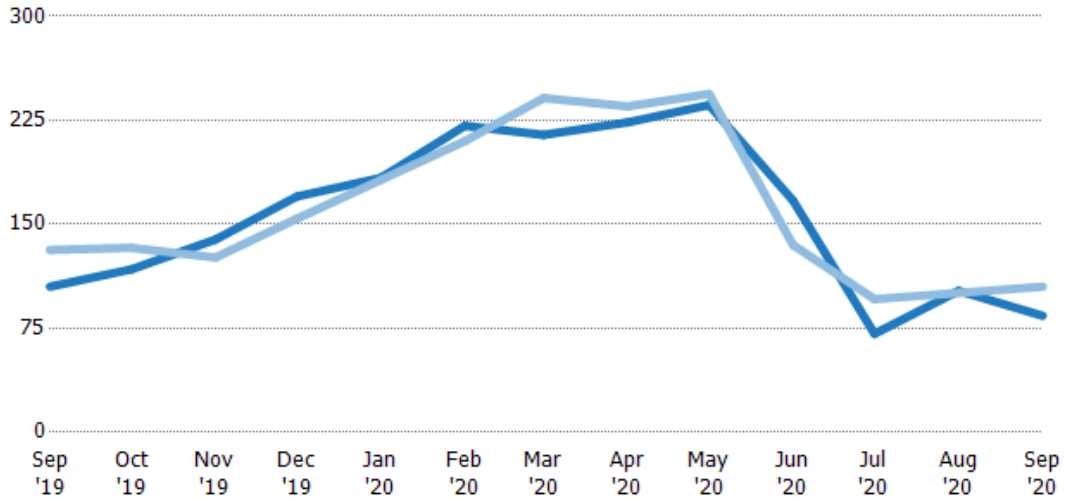
Median Days in RPR

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.
Sep '20	84	-20%
Sep '19	105	-20.2%
Sep '18	132	-24.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	105	118	139	170	184	221	215	224	236	167	71	102	84
Prior Year	132	133	126	154	182	210	241	235	244	135	96	101	105
Percent Change from Prior Year	-20%	-12%	10%	10%	1%	5%	-11%	-5%	-3%	24%	-26%	1%	-20%

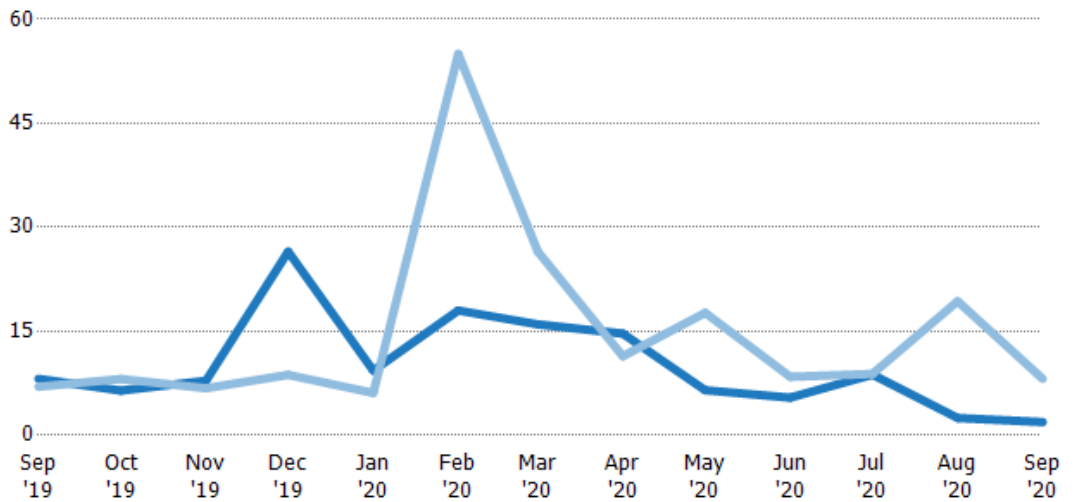
Months of Inventory

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.
Sep '20	1.91	-76.6%
Sep '19	8.14	16.3%
Sep '18	7	



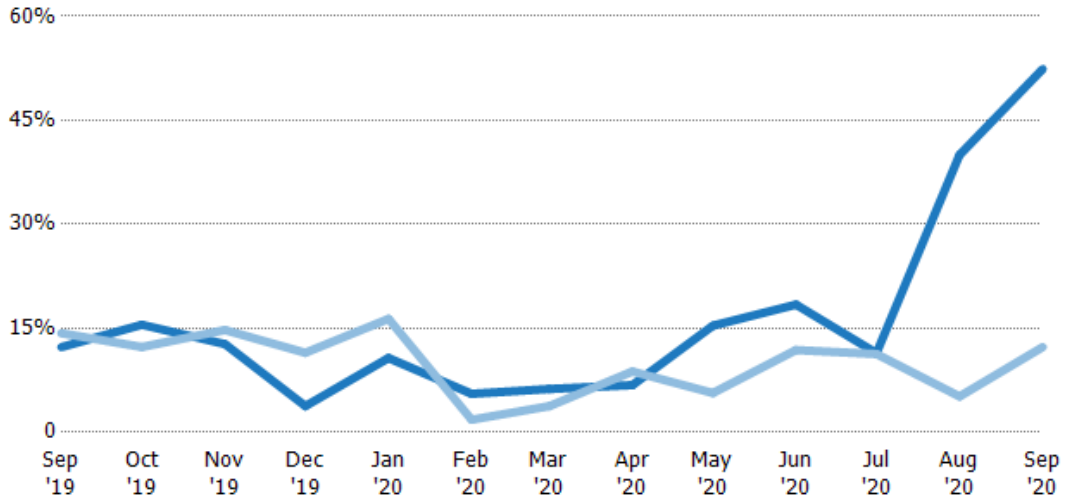
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8.14	6.44	7.86	26.5	9.33	18	16	14.7	6.5	5.43	8.75	2.5	1.91
Prior Year	7	8.13	6.78	8.71	6.11	55	26.5	11.4	17.7	8.43	8.86	19.3	8.14
Percent Change from Prior Year	16%	-21%	16%	204%	53%	-67%	-40%	29%	-63%	-36%	-1%	-87%	-77%

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



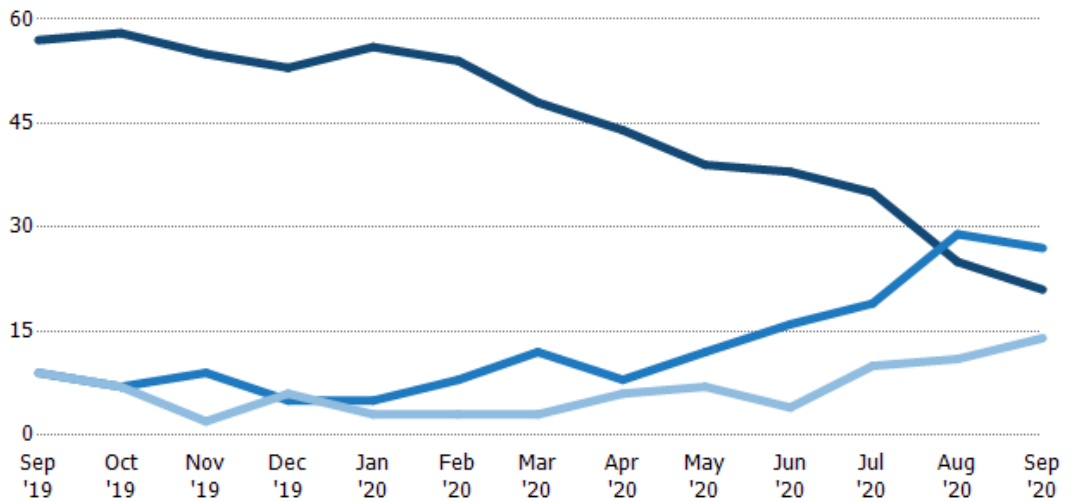
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	12%	16%	13%	4%	11%	6%	6%	7%	15%	18%	11%	40%	52%
Prior Year	14%	12%	15%	11%	16%	2%	4%	9%	6%	12%	11%	5%	12%
Change from Prior Year	2%	-3%	2%	8%	6%	-4%	-2%	2%	-10%	-7%	0%	-35%	-40%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	57	58	55	53	56	54	48	44	39	38	35	25	21
Pending	9	7	9	5	5	8	12	8	12	16	19	29	27
Sold	9	7	2	6	3	3	3	6	7	4	10	11	14

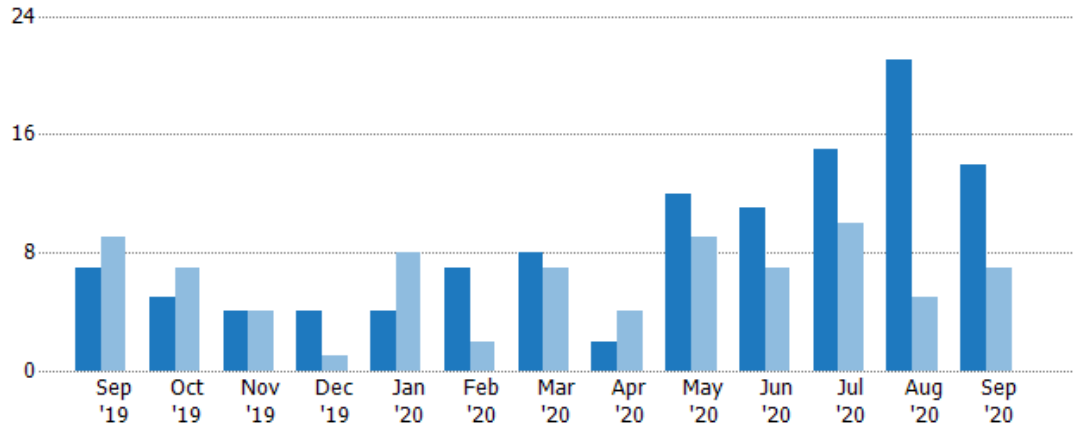
New Pending Sales

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.
Sep '20	14	100%
Sep '19	7	-22.2%
Sep '18	9	-55.6%



Current Year	7	5	4	4	4	7	8	2	12	11	15	21	14
Prior Year	9	7	4	1	8	2	7	4	9	7	10	5	7
Percent Change from Prior Year	-22%	-29%	0%	300%	-50%	250%	14%	-50%	33%	57%	50%	320%	100%

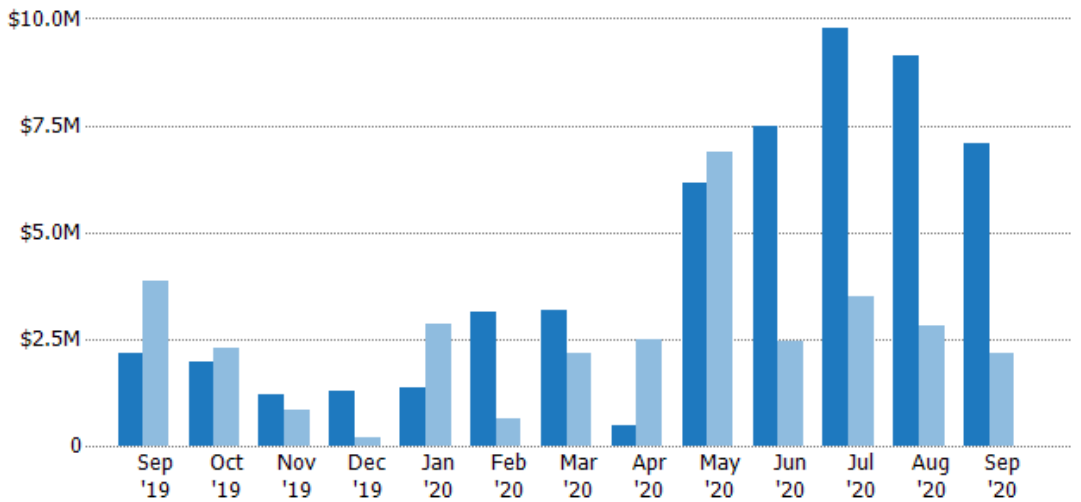
New Pending Sales Volume

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.
Sep '20	\$7.06M	223.2%
Sep '19	\$2.19M	-43.1%
Sep '18	\$3.84M	-65.7%



Current Year	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M	\$9.13M	\$7.06M
Prior Year	\$3.84M	\$2.28M	\$858K	\$180K	\$2.85M	\$644K	\$2.17M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M
Percent Change from Prior Year	-43%	-13%	38%	610%	-52%	386%	47%	-81%	-10%	207%	179%	225%	223%

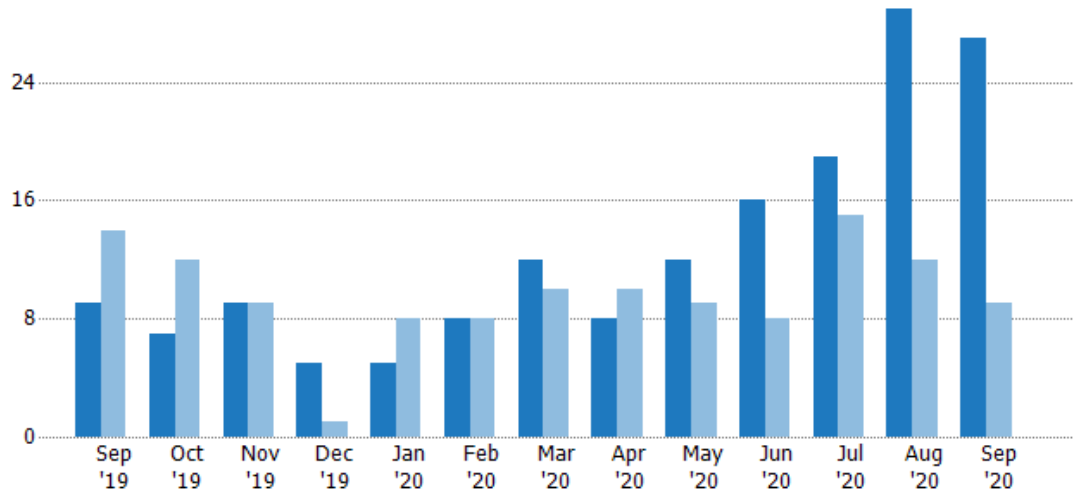
Pending Sales

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.
Sep '20	27	200%
Sep '19	9	-35.7%
Sep '18	14	-35.7%



Current Year	9	7	9	5	5	8	12	8	12	16	19	29	27
Prior Year	14	12	9	1	8	8	10	10	9	8	15	12	9
Percent Change from Prior Year	-36%	-42%	0%	400%	-38%	0%	20%	-20%	33%	100%	27%	142%	200%

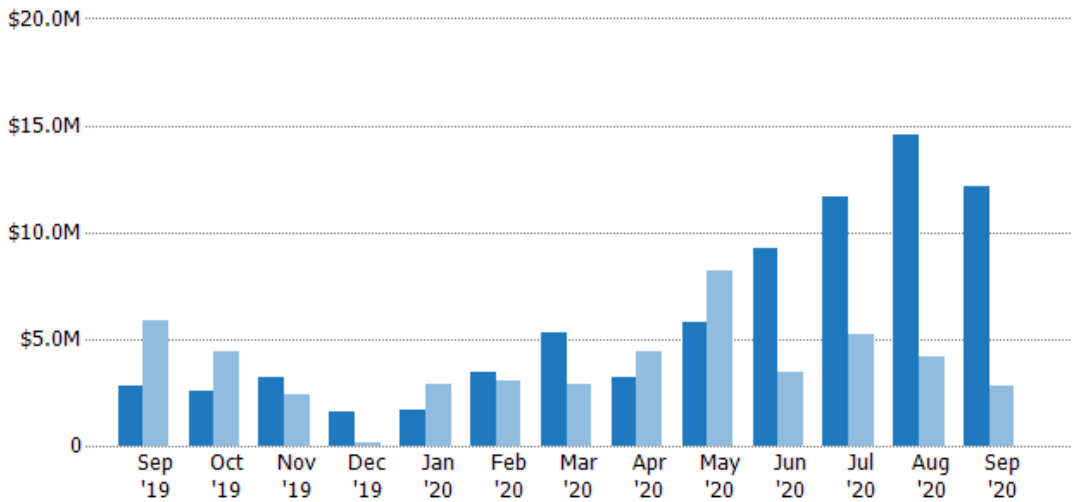
Pending Sales Volume

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.
Sep '20	\$12.1M	336.9%
Sep '19	\$2.78M	-52.9%
Sep '18	\$5.9M	-19.9%



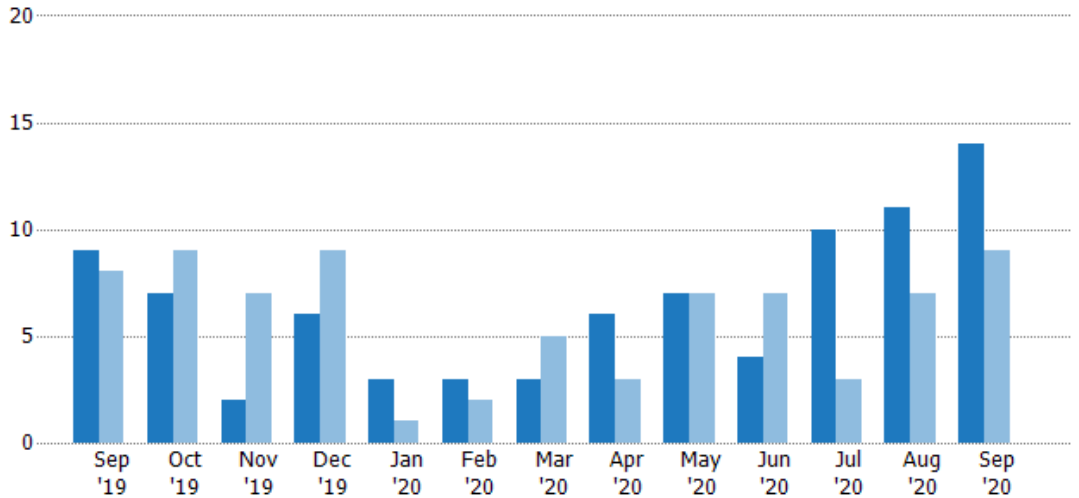
Current Year	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.6M	\$14.6M	\$12.1M
Prior Year	\$5.9M	\$4.43M	\$2.4M	\$180K	\$2.85M	\$3.03M	\$2.9M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M
Percent Change from Prior Year	-53%	-42%	33%	792%	-40%	14%	82%	-27%	-30%	167%	121%	249%	337%

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



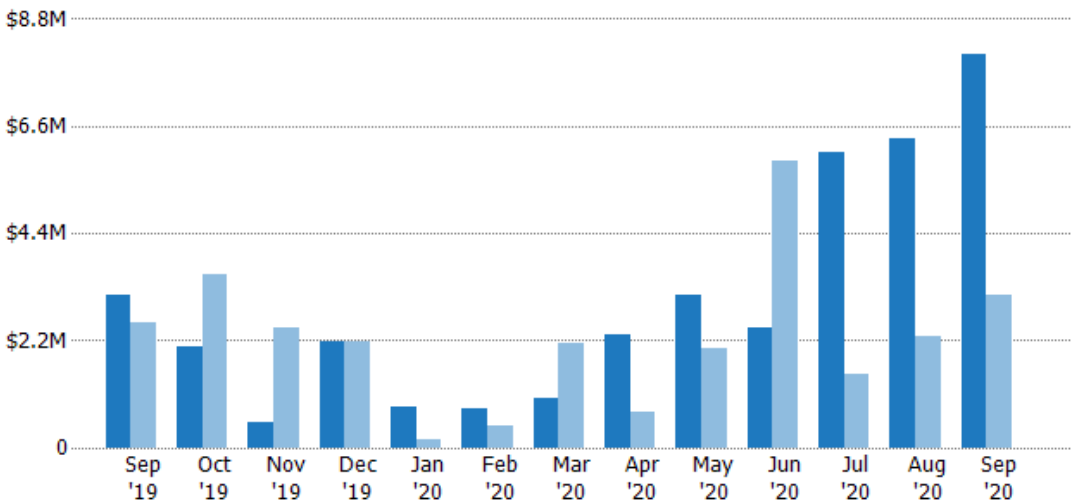
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	9	7	2	6	3	3	3	6	7	4	10	11	14
Prior Year	8	9	7	9	1	2	5	3	7	7	3	7	9
Percent Change from Prior Year	13%	-22%	-71%	-33%	200%	50%	-40%	100%	0%	-43%	233%	57%	56%

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



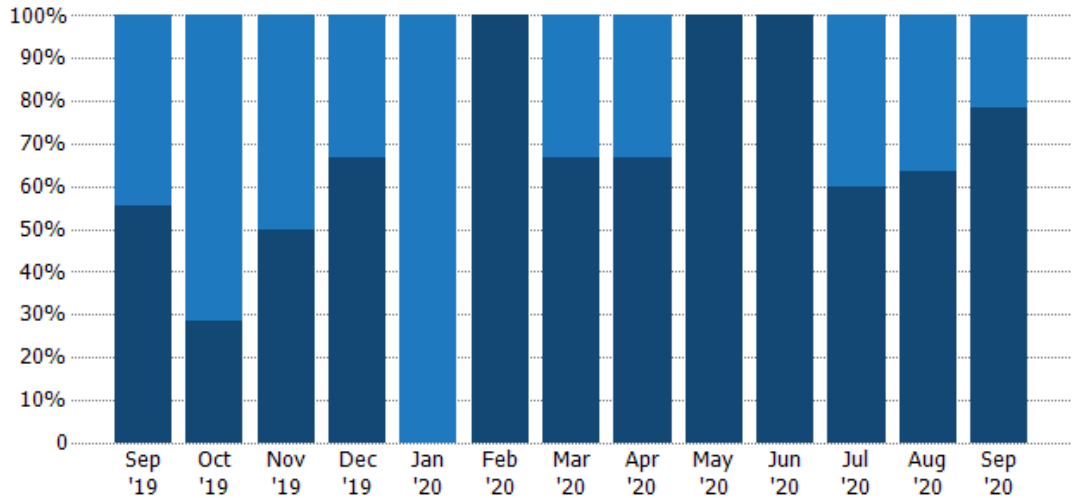
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K	\$814K	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M	\$6.35M	\$8.08M
Prior Year	\$2.55M	\$3.58M	\$2.46M	\$2.19M	\$173K	\$437K	\$2.13M	\$747K	\$2.03M	\$5.88M	\$1.52M	\$2.28M	\$3.15M
Percent Change from Prior Year	23%	-42%	-79%	0%	396%	86%	-53%	213%	55%	-58%	299%	179%	157%

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



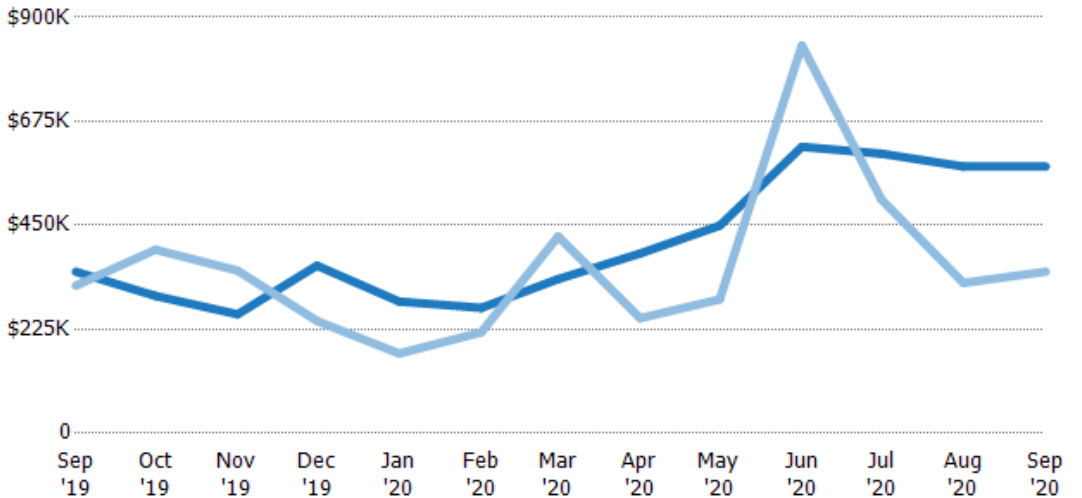
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	44%	71%	50%	33%	100%	-	33%	33%	-	-	40%	36%	21%
Single Family Residence	56%	29%	50%	67%	-	100%	67%	67%	100%	100%	60%	64%	79%

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.
Sep '20	\$577K	65.1%
Sep '19	\$350K	9.5%
Sep '18	\$319K	9.1%

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

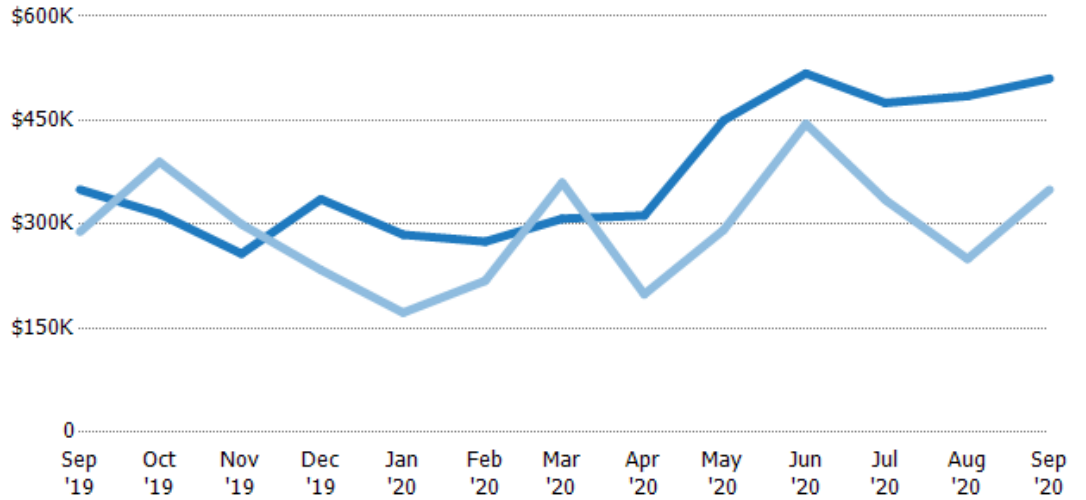
Median Sales Price

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.
Sep '20	\$510K	45.7%
Sep '19	\$350K	21.1%
Sep '18	\$289K	10.7%



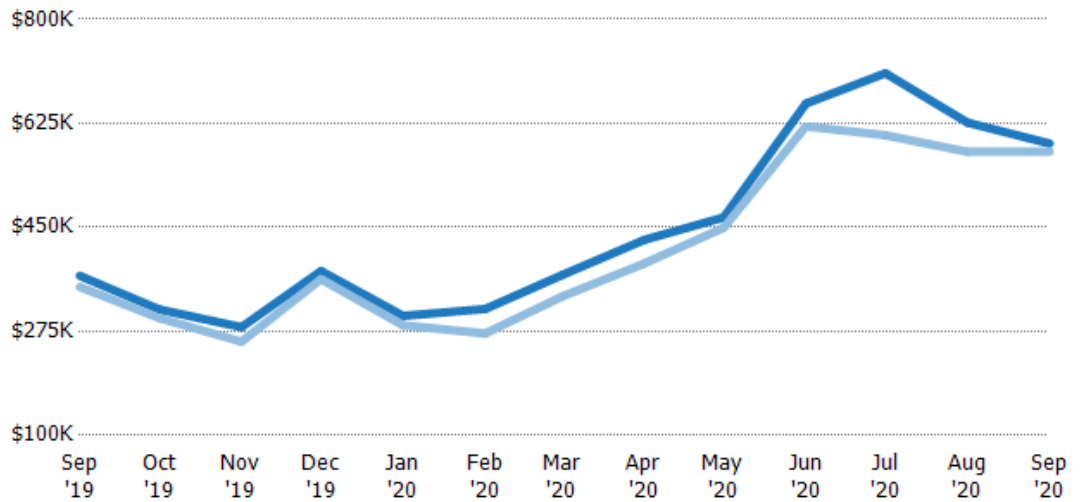
Current Year	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K
Prior Year	\$289K	\$390K	\$300K	\$234K	\$173K	\$219K	\$360K	\$199K	\$292K	\$445K	\$335K	\$250K	\$350K
Percent Change from Prior Year	21%	-19%	-14%	44%	65%	26%	-14%	57%	54%	16%	42%	94%	46%

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



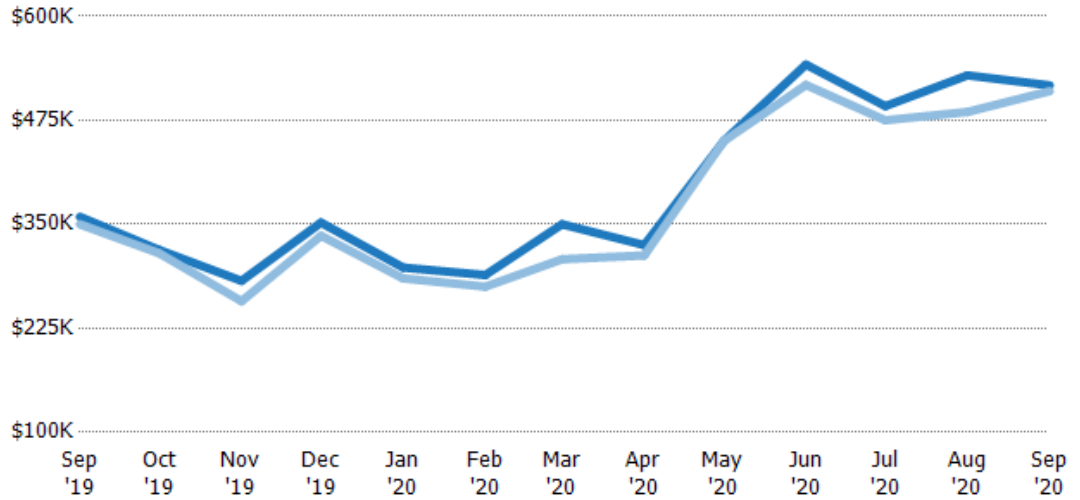
Avg List Price	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K
Avg Sales Price	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K
Avg Sales Price as a % of Avg List Price	95%	95%	91%	96%	95%	87%	90%	91%	96%	94%	85%	92%	98%

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



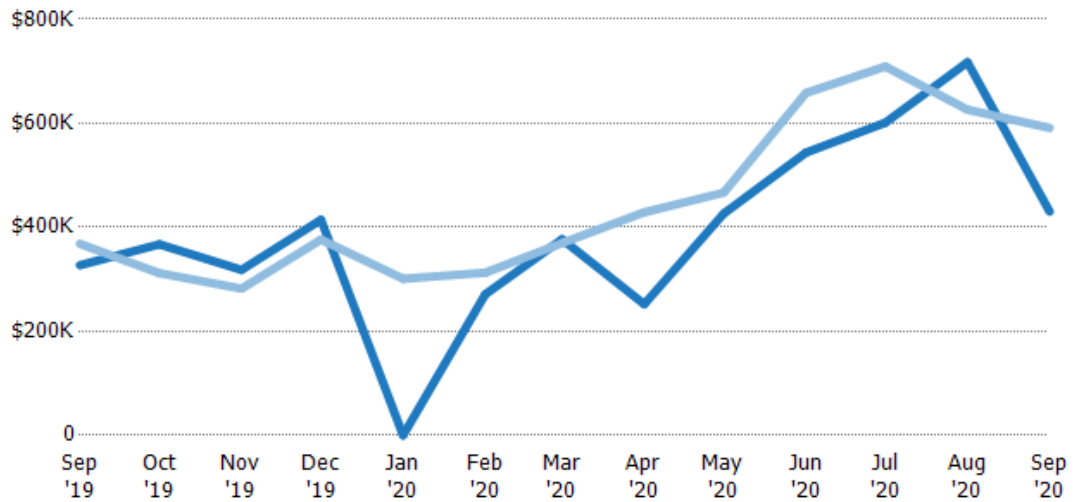
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K
Median Sales Price	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K
Med Sales Price as a % of Med List Price	97%	99%	91%	96%	96%	95%	88%	96%	100%	95%	97%	92%	99%

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



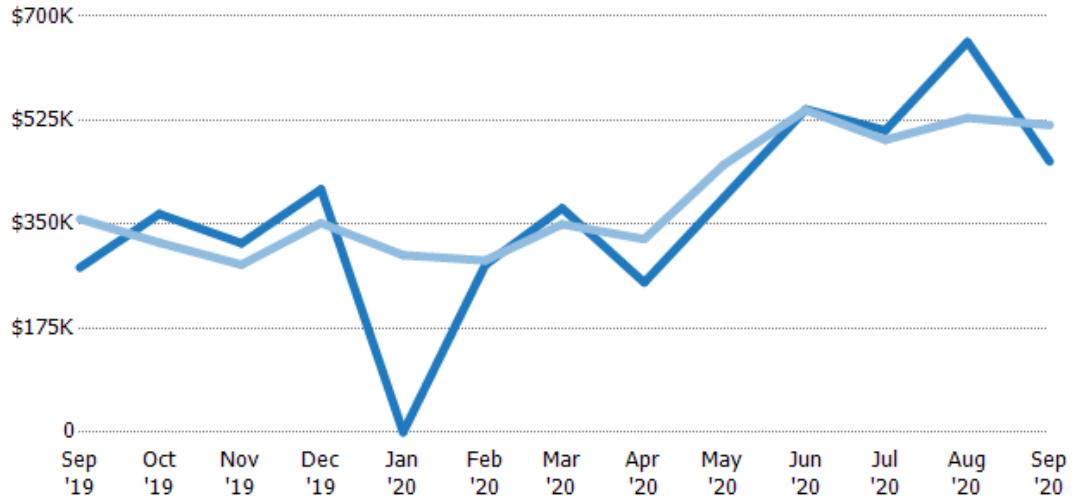
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$327K	\$367K	\$318K	\$415K	\$0	\$271K	\$377K	\$252K	\$426K	\$543K	\$601K	\$717K	\$430K
Avg Sales Price	\$368K	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K
Avg Sales Price as a % of Avg Est Value	113%	85%	89%	91%	100%	115%	98%	170%	109%	121%	118%	87%	137%

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	\$277K	\$367K	\$318K	\$409K	\$0	\$282K	\$377K	\$252K	\$395K	\$543K	\$508K	\$657K	\$456K
Median Sales Price	\$359K	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K
Med Sales Price as a % of Med Est Value	130%	87%	89%	86%	100%	103%	93%	129%	114%	100%	97%	81%	114%