

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	7	-57.1%	87	88	-1.1%
New Listing Volume	\$904,500	\$1,955,000	-53.7%	\$58,270,600	\$50,662,875	+15%
Active Listing Count	13	55	-76.4%	N/A	N/A	
Active Listing Volume	\$18,100,300	\$33,960,800	-46.7%	N/A	N/A	
Average Listing Price	\$1,392,331	\$617,469	+125.5%	\$762,507	\$552,288	+38.1%
Median Listing Price	\$569,500	\$409,000	+39.2%	\$461,848	\$381,624	+21%
Median Days in RPR	145	139	+4.3%	135.92	154.54	-12%
Months of Inventory	0.8	7.9	-89.7%	7.3	8.4	-12.3%
Absorption Rate	123.08%	12.73%	+110.3%	13.66%	11.97%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	4	4	+/-	111	68	+63.2%
New Pending Sales Volume	\$1,728,500	\$1,186,900	+45.6%	\$56,010,500	\$29,111,325	+92.4%
Pending Sales Count	14	9	+55.6%	N/A	N/A	
Pending Sales Volume	\$7,320,000	\$3,194,925	+129.1%	N/A	N/A	
Closed Sales Count	11	2	+450%	88	53	+66%
Closed Sales Volume	\$5,685,500	\$515,000	+1,004%	\$42,426,100	\$20,924,085	+102.8%
Average Sales Price	\$516,864	\$257,500	+100.7%	\$482,115	\$394,794	+22.1%
Median Sales Price	\$425,000	\$257,500	+65%	\$423,443	\$316,802	+33.7%

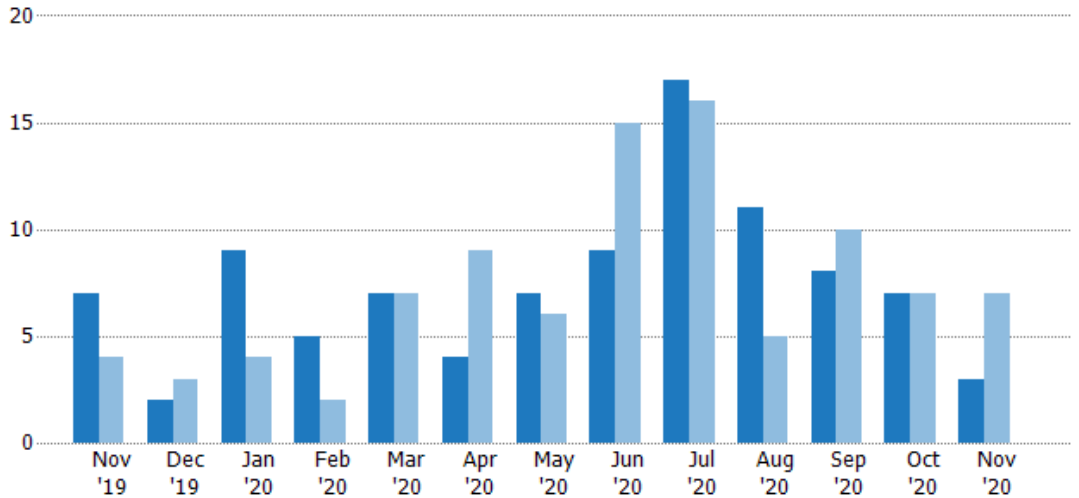
New Listings

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.
Nov '20	3	-57.1%
Nov '19	7	75%
Nov '18	4	-50%



Current Year	7	2	9	5	7	4	7	9	17	11	8	7	3
Prior Year	4	3	4	2	7	9	6	15	16	5	10	7	7
Percent Change from Prior Year	75%	-33%	125%	150%	0%	-56%	17%	-40%	6%	120%	-20%	0%	-57%

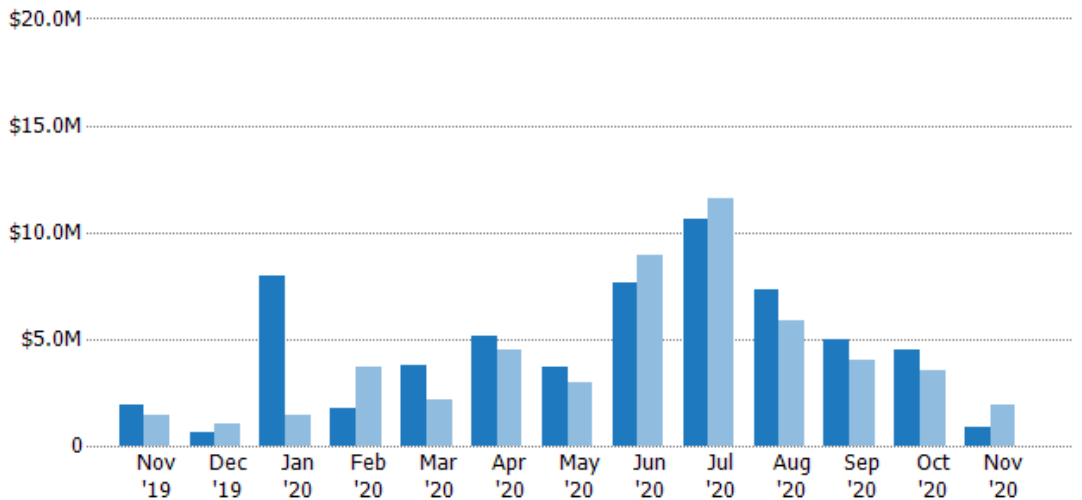
New Listing Volume

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.
Nov '20	\$905K	-53.7%
Nov '19	\$1.96M	37.8%
Nov '18	\$1.42M	-16.6%



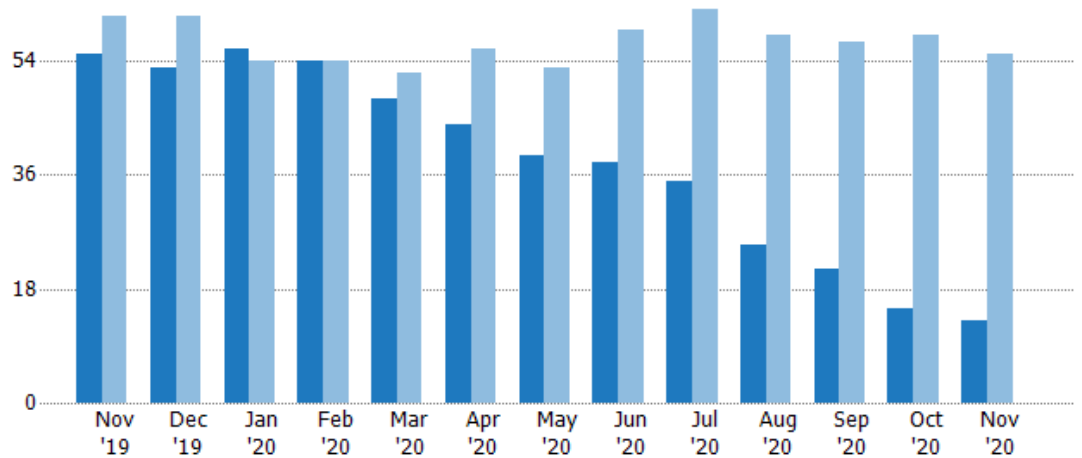
Current Year	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.75M	\$5.16M	\$3.72M	\$7.62M	\$10.6M	\$7.31M	\$5M	\$4.46M	\$905K
Prior Year	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.96M	\$11.5M	\$5.9M	\$4.03M	\$3.53M	\$1.96M
Percent Change from Prior Year	38%	-43%	468%	-52%	72%	15%	26%	-15%	-8%	24%	24%	26%	-54%

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



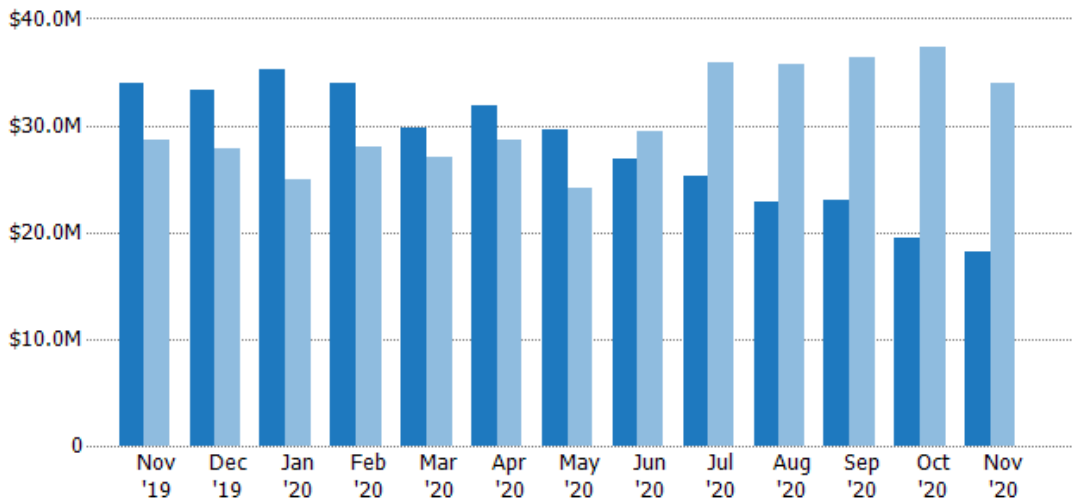
Month/Year	Count	% Chg.
Nov '20	13	-76.4%
Nov '19	55	-9.8%
Nov '18	61	6.6%

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.
Nov '20	\$18.1M	-46.7%
Nov '19	\$34M	18.7%
Nov '18	\$28.6M	2.4%

Month/Year	Volume	% Chg.
Nov '20	\$18.1M	-46.7%
Nov '19	\$34M	18.7%
Nov '18	\$28.6M	2.4%

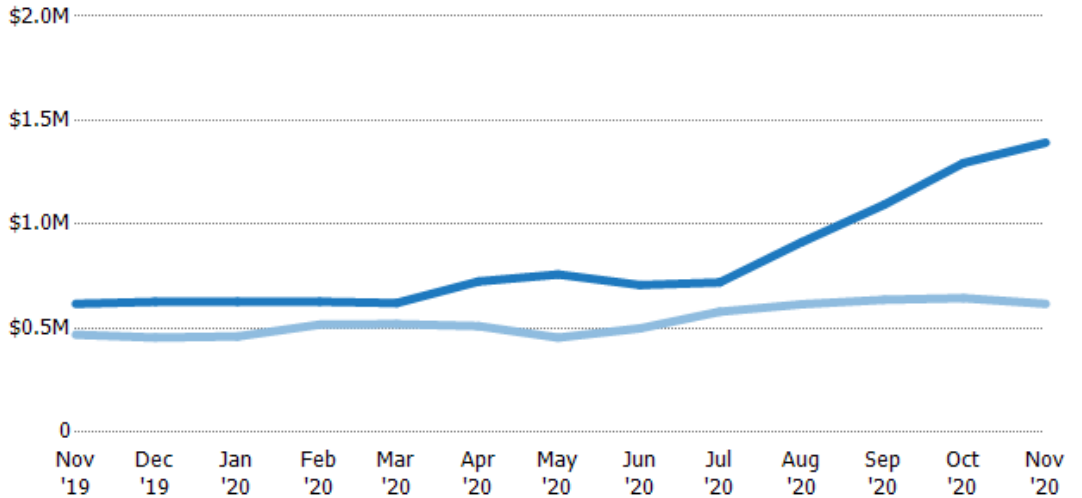
Average Listing Price

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.
Nov '20	\$1.39M	125.5%
Nov '19	\$617K	31.6%
Nov '18	\$469K	-3.9%



Current Year	\$617K	\$627K	\$628K	\$628K	\$621K	\$725K	\$759K	\$708K	\$721K	\$915K	\$1.09M	\$1.29M	\$1.39M
Prior Year	\$469K	\$455K	\$461K	\$518K	\$520K	\$510K	\$455K	\$500K	\$580K	\$615K	\$637K	\$645K	\$617K
Percent Change from Prior Year	32%	38%	36%	21%	20%	42%	67%	42%	24%	49%	72%	101%	125%

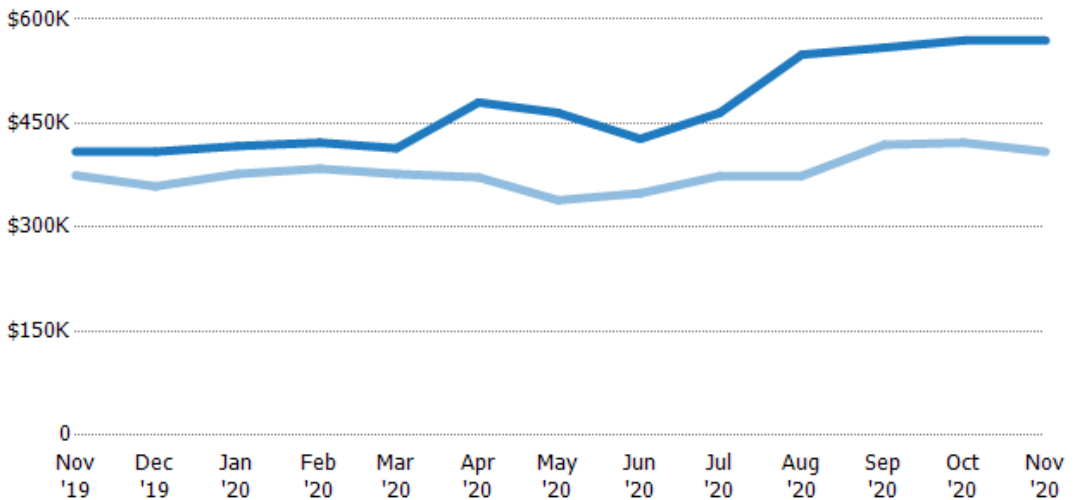
Median Listing Price

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.
Nov '20	\$570K	39.2%
Nov '19	\$409K	9.1%
Nov '18	\$375K	-6.6%



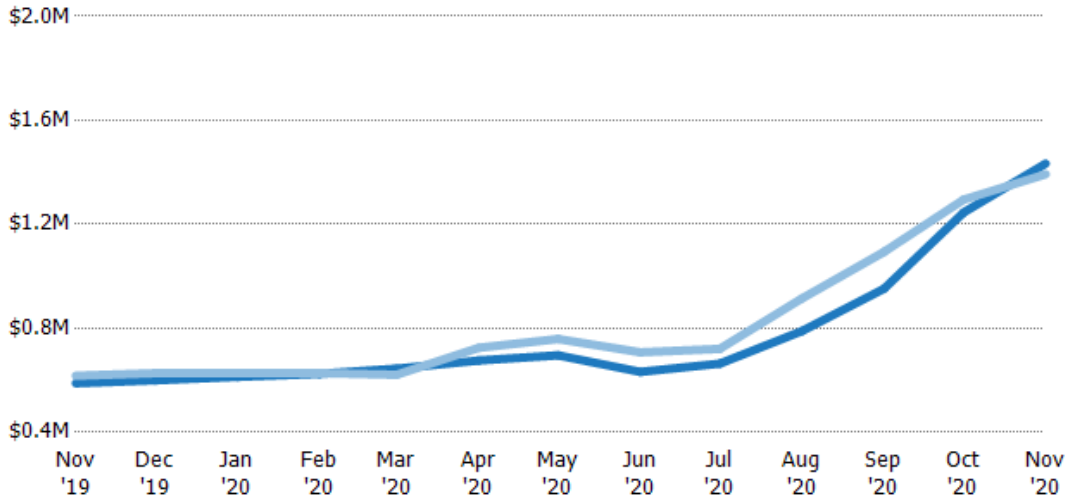
Current Year	\$409K	\$409K	\$417K	\$422K	\$414K	\$480K	\$465K	\$428K	\$465K	\$549K	\$559K	\$570K	\$570K
Prior Year	\$375K	\$359K	\$377K	\$385K	\$377K	\$372K	\$339K	\$349K	\$374K	\$374K	\$419K	\$422K	\$409K
Percent Change from Prior Year	9%	14%	11%	10%	10%	29%	37%	22%	24%	47%	33%	35%	39%

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



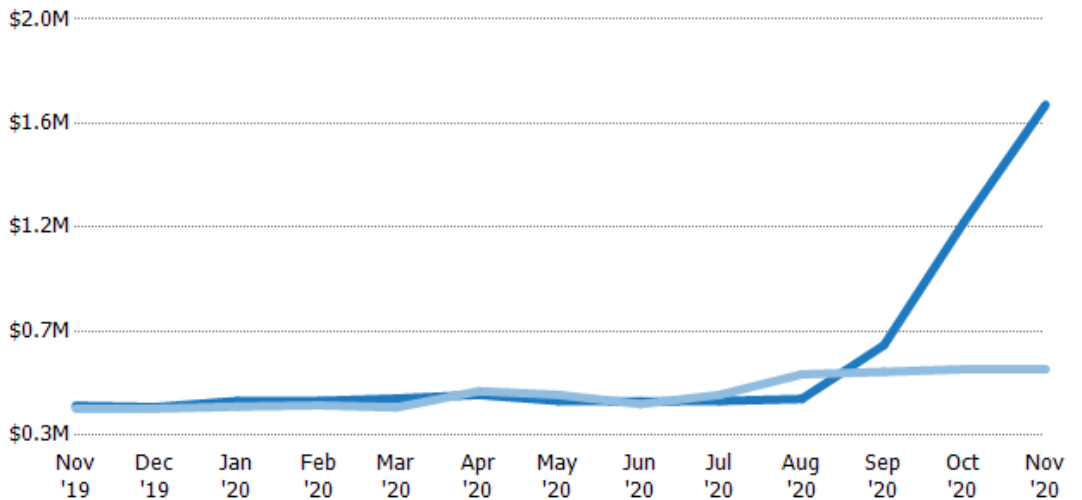
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$589K	\$600K	\$613K	\$625K	\$645K	\$676K	\$696K	\$632K	\$664K	\$789K	\$952K	\$1.25M	\$1.43M
Avg Listing Price	\$617K	\$627K	\$628K	\$628K	\$621K	\$725K	\$759K	\$708K	\$721K	\$915K	\$1.09M	\$1.29M	\$1.39M
Avg Listing Price as a % of Avg Est Value	105%	105%	102%	100%	96%	107%	109%	112%	109%	116%	115%	104%	97%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$421K	\$415K	\$440K	\$441K	\$450K	\$465K	\$441K	\$438K	\$440K	\$449K	\$668K	\$1.17M	\$1.65M
Median Listing Price	\$409K	\$409K	\$417K	\$422K	\$414K	\$480K	\$465K	\$428K	\$465K	\$549K	\$559K	\$570K	\$570K
Med Listing Price as a % of Med Est Value	97%	99%	95%	96%	92%	103%	106%	98%	106%	122%	84%	49%	34%

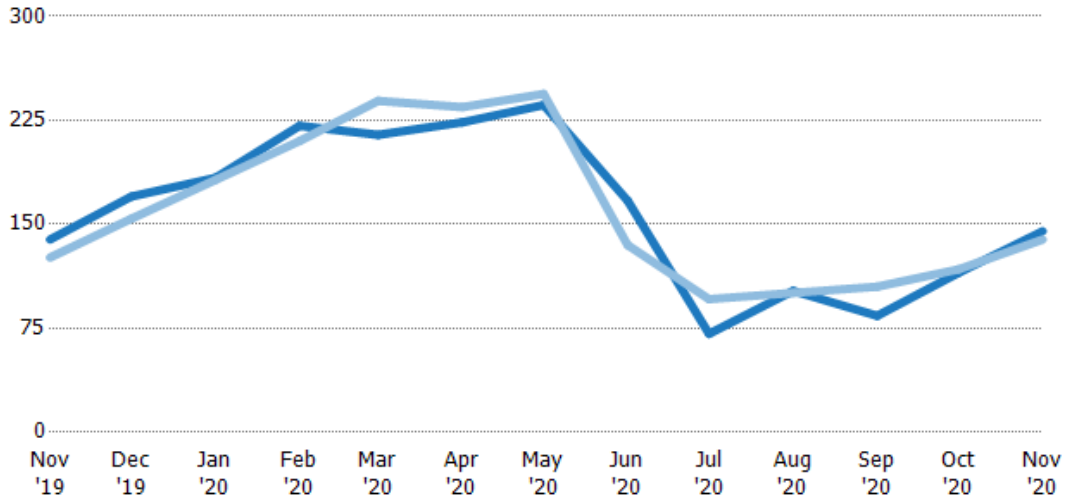
Median Days in RPR

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.
Nov '20	145	4.3%
Nov '19	139	10.3%
Nov '18	126	4.8%



Current Year	139	170	184	221	215	224	236	167	71	102	84	115	145
Prior Year	126	154	182	210	239	235	244	135	96	101	105	118	139
Percent Change from Prior Year	10%	10%	1%	5%	-10%	-5%	-3%	24%	-26%	1%	-20%	-2%	4%

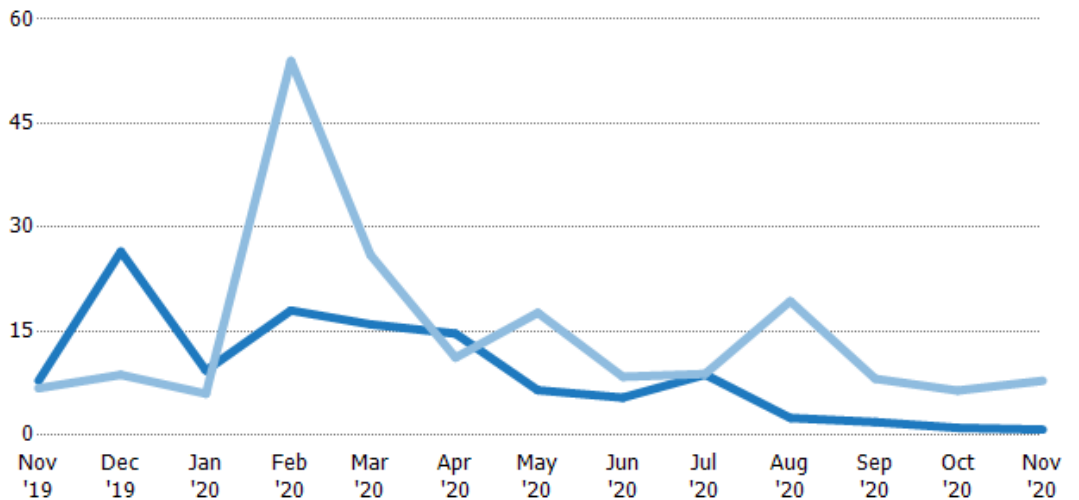
Months of Inventory

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.
Nov '20	0.81	-89.7%
Nov '19	7.86	15.9%
Nov '18	6.78	37%



Current Year	7.86	26.5	9.33	18	16	14.7	6.5	5.43	8.75	2.5	1.91	1.07	0.81
Prior Year	6.78	8.71	6	54	26	11.2	17.7	8.43	8.86	19.3	8.14	6.44	7.86
Percent Change from Prior Year	16%	204%	56%	-67%	-38%	31%	-63%	-36%	-1%	-87%	-77%	-83%	-90%

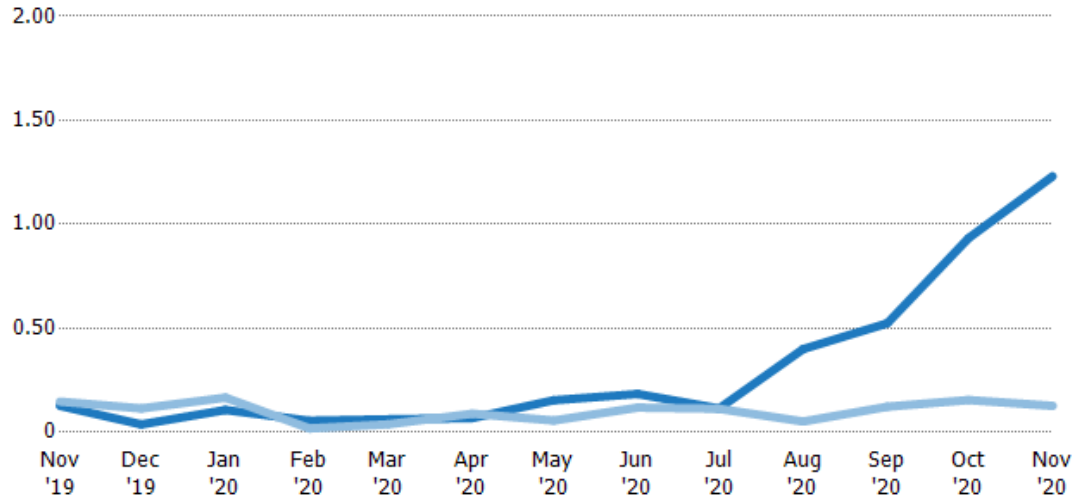
Absorption Rate

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.
Nov '20	123%	-110.4%
Nov '19	13%	2%
Nov '18	15%	-27.1%



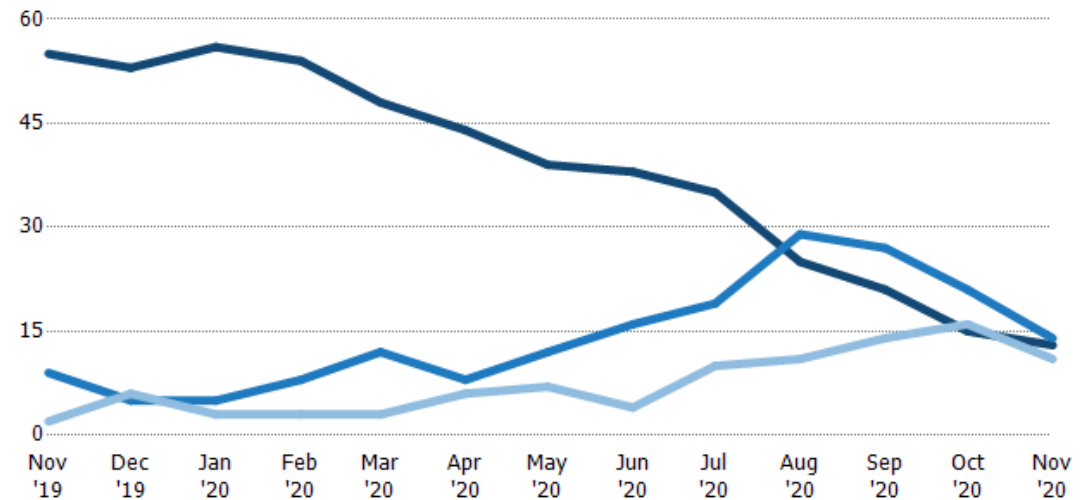
Current Year	13%	4%	11%	6%	6%	7%	15%	18%	11%	40%	52%	93%	123%
Prior Year	15%	11%	17%	2%	4%	9%	6%	12%	11%	5%	12%	16%	13%
Change from Prior Year	2%	8%	6%	-4%	-2%	2%	-10%	-7%	0%	-35%	-40%	-78%	-110%

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	55	53	56	54	48	44	39	38	35	25	21	15	13
Pending	9	5	5	8	12	8	12	16	19	29	27	21	14
Sold	2	6	3	3	3	6	7	4	10	11	14	16	11

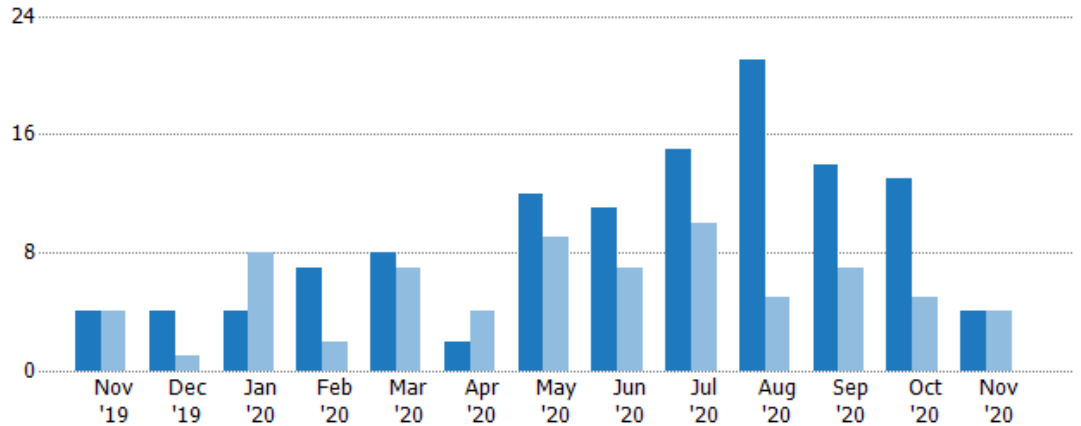
New Pending Sales

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

Month/ Year	Count	% Chg.
Nov '20	4	0%
Nov '19	4	0%
Nov '18	4	0%



Current Year	4	4	4	7	8	2	12	11	15	21	14	13	4
Prior Year	4	1	8	2	7	4	9	7	10	5	7	5	4
Percent Change from Prior Year	0%	300%	-50%	250%	14%	-50%	33%	57%	50%	320%	100%	160%	0%

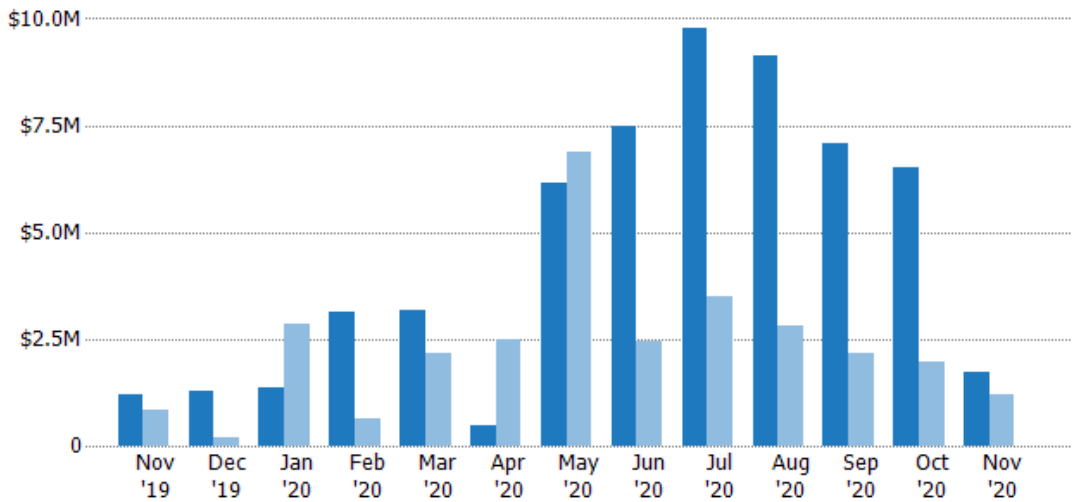
New Pending Sales Volume

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.
Nov '20	\$1.73M	45.6%
Nov '19	\$1.19M	38.3%
Nov '18	\$858K	92.1%



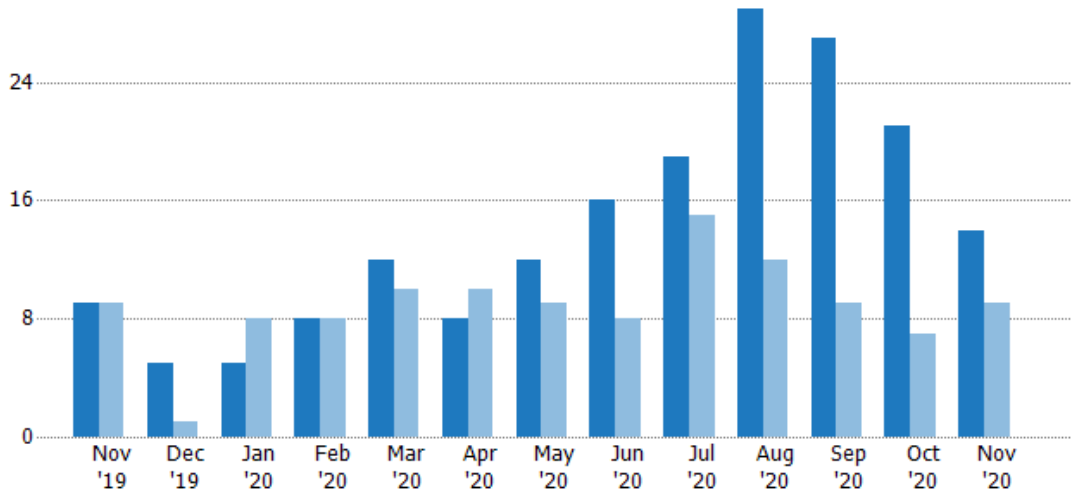
Current Year	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M	\$9.13M	\$7.06M	\$6.52M	\$1.73M
Prior Year	\$858K	\$180K	\$2.85M	\$644K	\$2.17M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M
Percent Change from Prior Year	38%	610%	-52%	386%	47%	-81%	-10%	207%	179%	225%	223%	230%	46%

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.
Nov '20	14	55.6%
Nov '19	9	0%
Nov '18	9	-11.1%

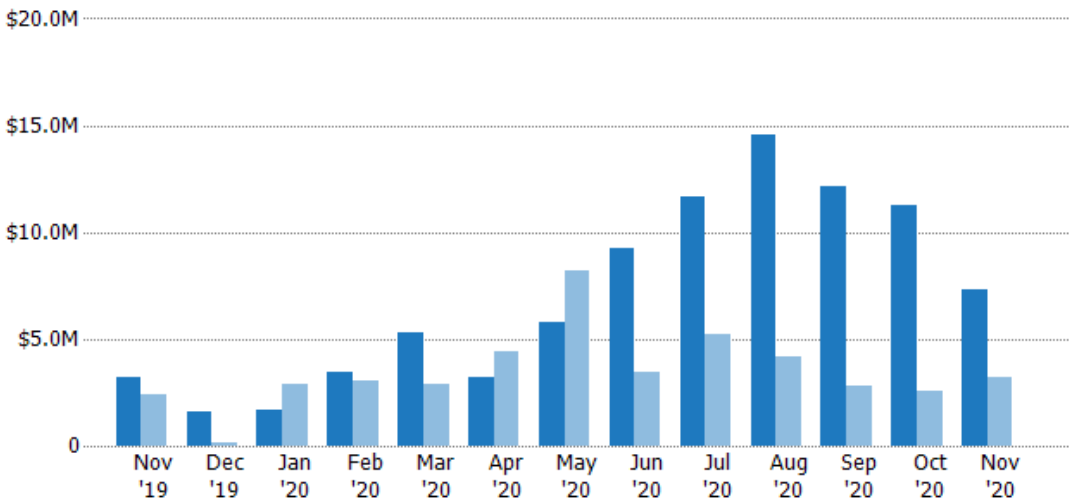
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	9	5	5	8	12	8	12	16	19	29	27	21	14
Prior Year	9	1	8	8	10	10	9	8	15	12	9	7	9
Percent Change from Prior Year	0%	400%	-38%	0%	20%	-20%	33%	100%	27%	142%	200%	200%	56%

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.
Nov '20	\$7.32M	129.1%
Nov '19	\$3.19M	33.1%
Nov '18	\$2.4M	75.9%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.6M	\$14.6M	\$12.1M	\$11.2M	\$7.32M
Prior Year	\$2.4M	\$180K	\$2.85M	\$3.03M	\$2.9M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M
Percent Change from Prior Year	33%	792%	-40%	14%	82%	-27%	-30%	167%	121%	249%	337%	337%	129%

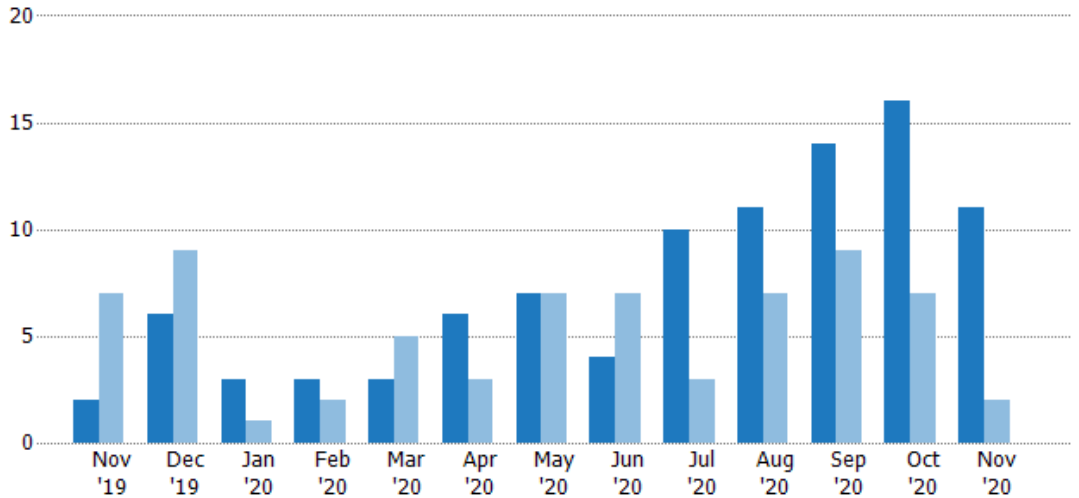
Closed Sales

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.
Nov '20	11	450%
Nov '19	2	-71.4%
Nov '18	7	-71.4%



Current Year	2	6	3	3	3	6	7	4	10	11	14	16	11
Prior Year	7	9	1	2	5	3	7	7	3	7	9	7	2
Percent Change from Prior Year	-71%	-33%	200%	50%	-40%	100%	0%	-43%	233%	57%	56%	129%	450%

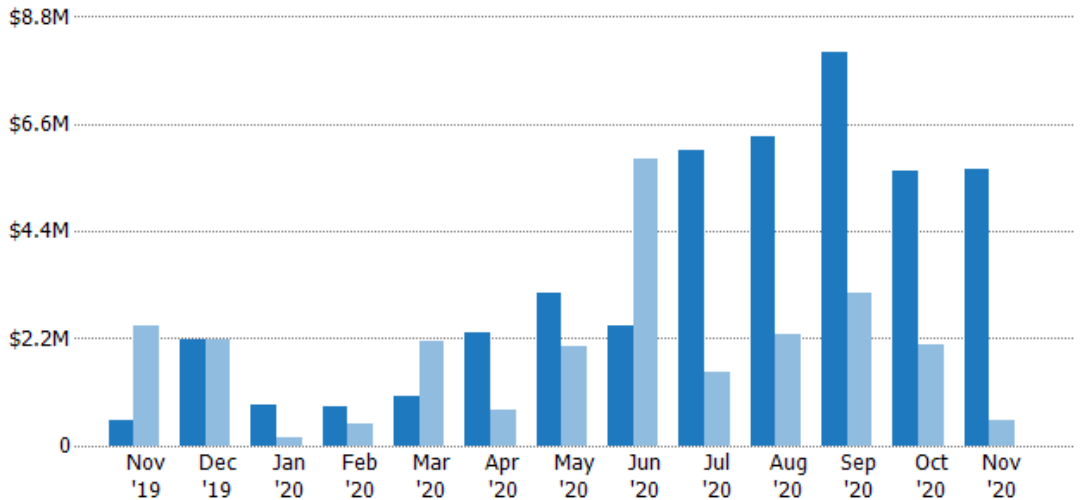
Closed Sales Volume

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.
Nov '20	\$5.69M	1,004%
Nov '19	\$515K	-79.1%
Nov '18	\$2.46M	-79.5%



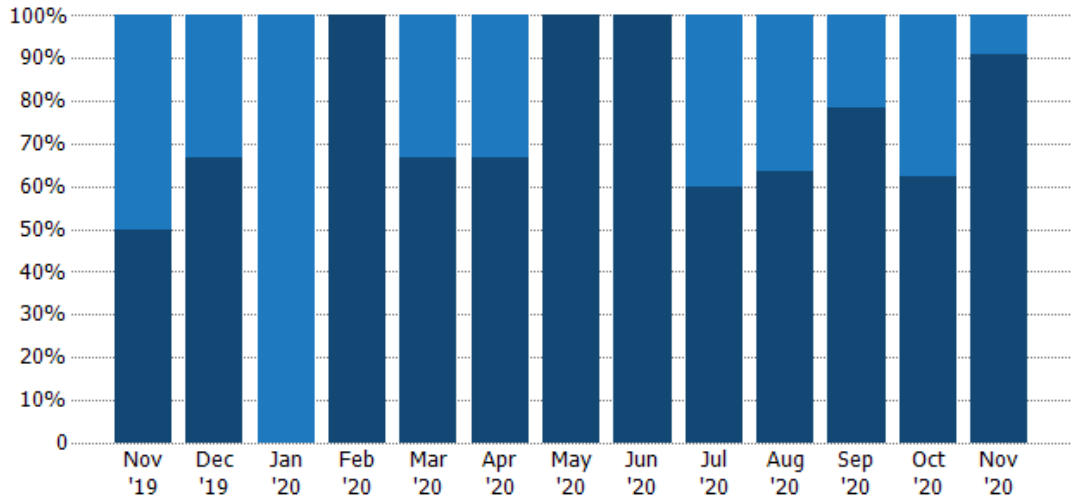
Current Year	\$515K	\$2.18M	\$855K	\$814K	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M	\$6.35M	\$8.08M	\$5.64M	\$5.69M
Prior Year	\$2.46M	\$2.19M	\$173K	\$437K	\$2.13M	\$747K	\$2.03M	\$5.88M	\$1.52M	\$2.28M	\$3.15M	\$2.08M	\$515K
Percent Change from Prior Year	-79%	0%	396%	86%	-53%	213%	55%	-58%	299%	179%	157%	171%	1,004%

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



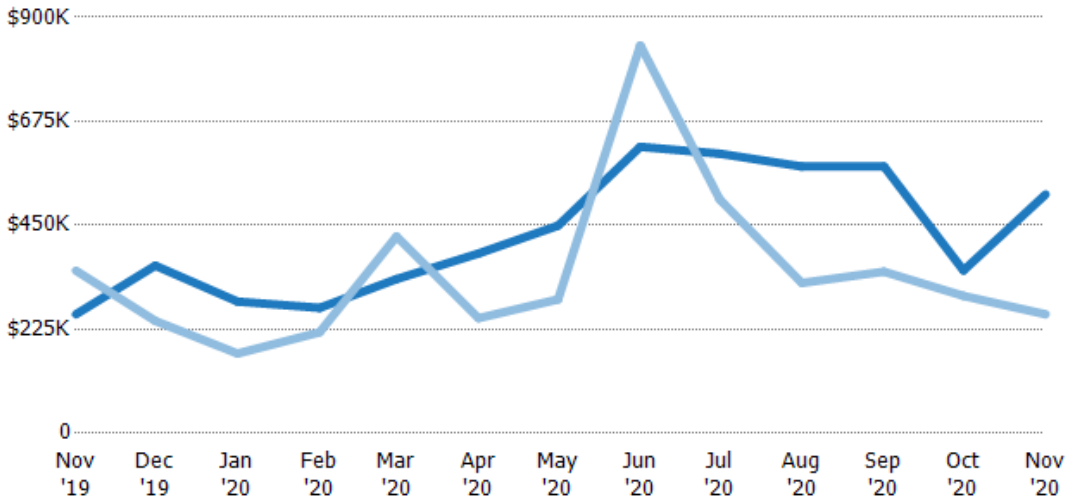
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	50%	33%	100%	-	33%	33%	-	-	40%	36%	21%	38%	9%
Single Family Residence	50%	67%	-	100%	67%	67%	100%	100%	60%	64%	79%	63%	91%

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.
Nov '20	\$517K	100.7%
Nov '19	\$258K	-26.8%
Nov '18	\$352K	-28.3%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$352K	\$517K
Prior Year	\$352K	\$243K	\$173K	\$219K	\$426K	\$249K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K
Percent Change from Prior Year	-27%	49%	65%	24%	-22%	56%	55%	-26%	20%	77%	65%	19%	101%

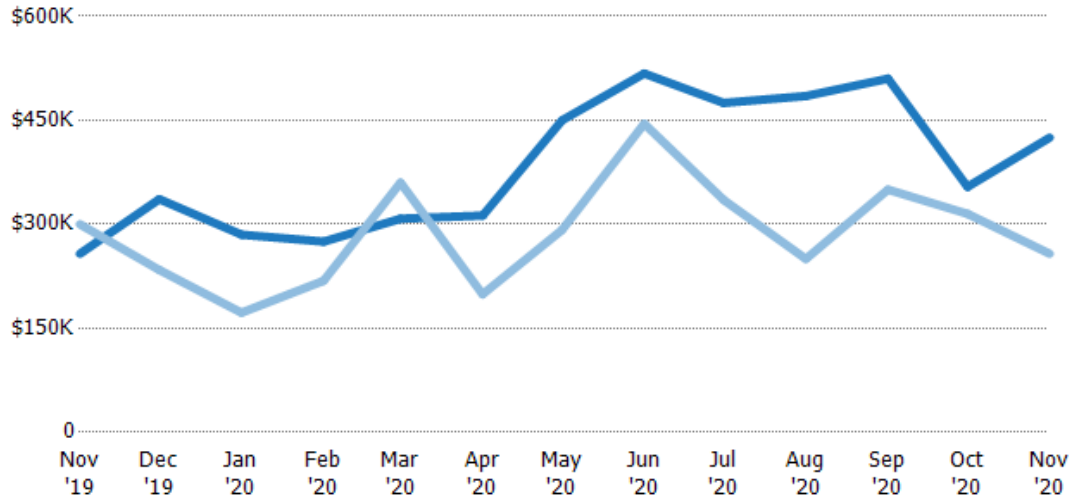
Median Sales Price

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.
Nov '20	\$425K	65%
Nov '19	\$258K	-14.2%
Nov '18	\$300K	-15.8%



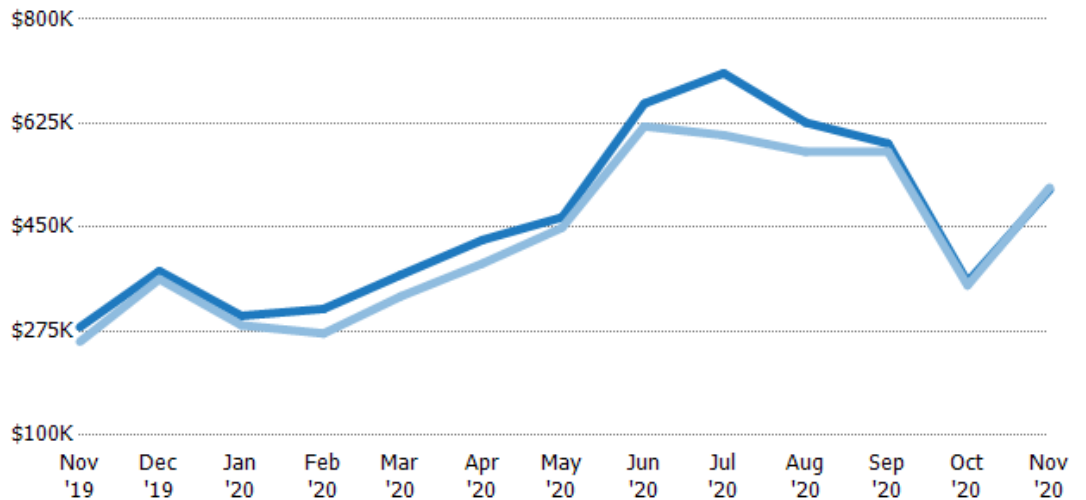
Current Year	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$354K	\$425K
Prior Year	\$300K	\$234K	\$173K	\$219K	\$360K	\$199K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K
Percent Change from Prior Year	-14%	44%	65%	26%	-14%	57%	54%	16%	42%	94%	46%	12%	65%

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



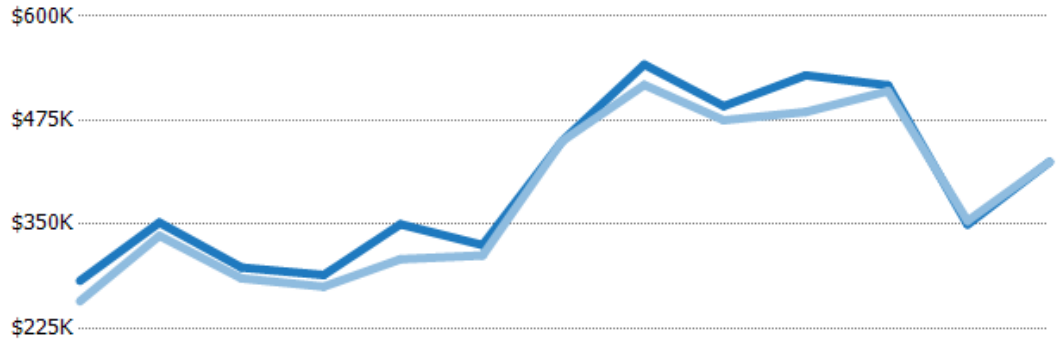
Avg List Price	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$358K	\$513K
Avg Sales Price	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$352K	\$517K
Avg Sales Price as a % of Avg List Price	91%	96%	95%	87%	90%	91%	96%	94%	85%	92%	98%	98%	101%

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



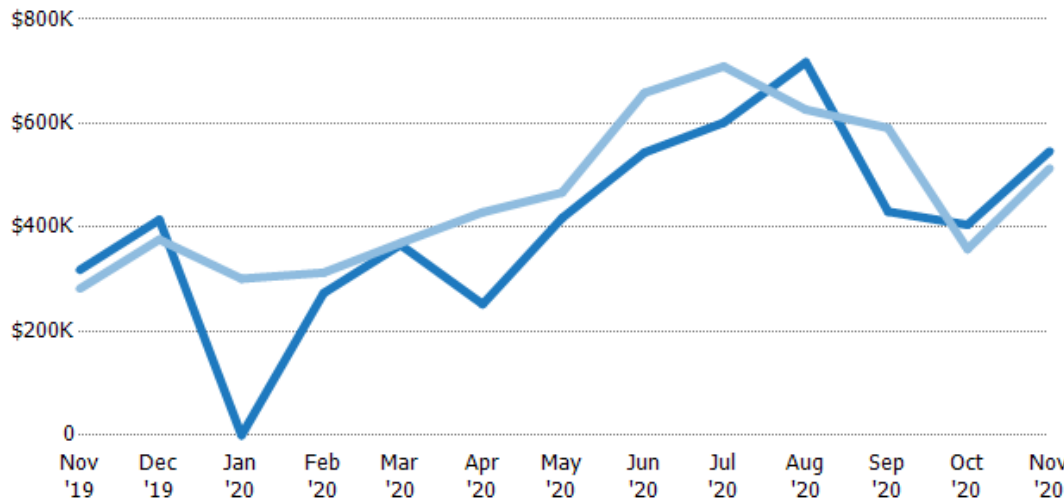
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$425K
Median Sales Price	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$354K	\$425K
Med Sales Price as a % of Med List Price	91%	96%	96%	95%	88%	96%	100%	95%	97%	92%	99%	101%	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



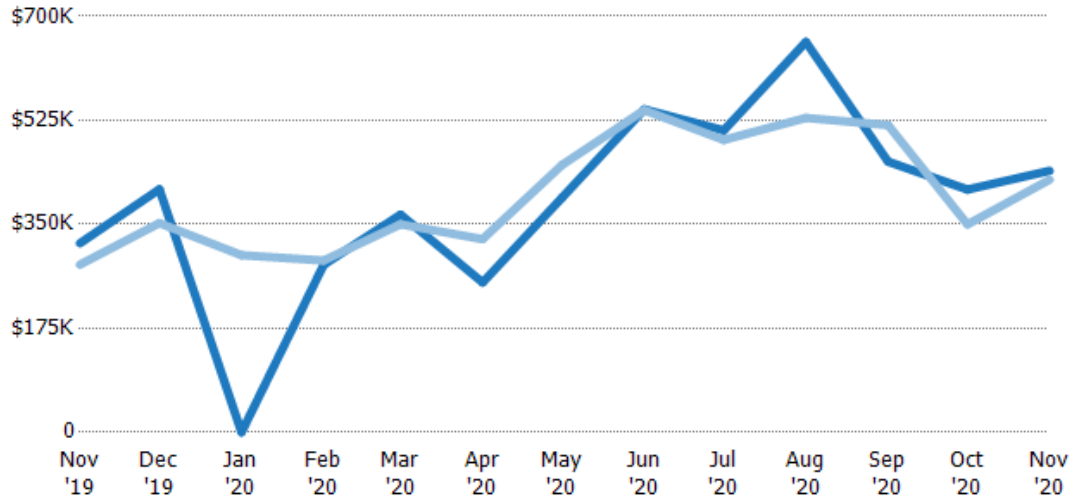
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$318K	\$415K	\$0	\$273K	\$366K	\$252K	\$418K	\$543K	\$601K	\$717K	\$430K	\$405K	\$546K
Avg Sales Price	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$358K	\$513K
Avg Sales Price as a % of Avg Est Value	89%	91%	100%	114%	101%	170%	112%	121%	118%	87%	137%	88%	94%

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	\$318K	\$409K	\$0	\$282K	\$366K	\$252K	\$395K	\$543K	\$508K	\$657K	\$456K	\$408K	\$440K
Median Sales Price	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$425K
Med Sales Price as a % of Med Est Value	89%	86%	100%	103%	96%	129%	114%	100%	97%	81%	114%	86%	97%