

## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	7	+/-	84	81	+3.7%
New Listing Volume	\$4,458,000	\$3,530,000	+26.3%	\$57,366,100	\$48,707,875	+17.8%
Active Listing Count	15	58	-74.1%	N/A	N/A	
Active Listing Volume	\$19,419,300	\$37,406,600	-48.1%	N/A	N/A	
Average Listing Price	\$1,294,620	\$644,941	+100.7%	\$740,674	\$545,920	+35.7%
Median Listing Price	\$569,500	\$422,000	+35%	\$458,116	\$378,950	+20.9%
Median Days in RPR	115	117.5	-2.1%	134.62	155.15	-13.2%
Months of Inventory	1.1	6.4	-83.4%	7.4	8.4	-12.5%
Absorption Rate	93.33%	15.52%	+77.8%	13.6%	11.9%	+1.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	13	5	+160%	107	64	+67.2%
New Pending Sales Volume	\$6,524,000	\$1,978,025	+229.8%	\$54,282,000	\$27,924,425	+94.4%
Pending Sales Count	21	7	+200%	N/A	N/A	
Pending Sales Volume	\$11,236,500	\$2,572,025	+336.9%	N/A	N/A	
Closed Sales Count	16	7	+128.6%	77	51	+51%
Closed Sales Volume	\$5,635,000	\$2,080,000	+170.9%	\$36,740,600	\$20,409,085	+80%
Average Sales Price	\$352,188	\$297,143	+18.5%	\$477,151	\$400,178	+19.2%
Median Sales Price	\$354,000	\$315,000	+12.4%	\$423,221	\$319,127	+32.6%

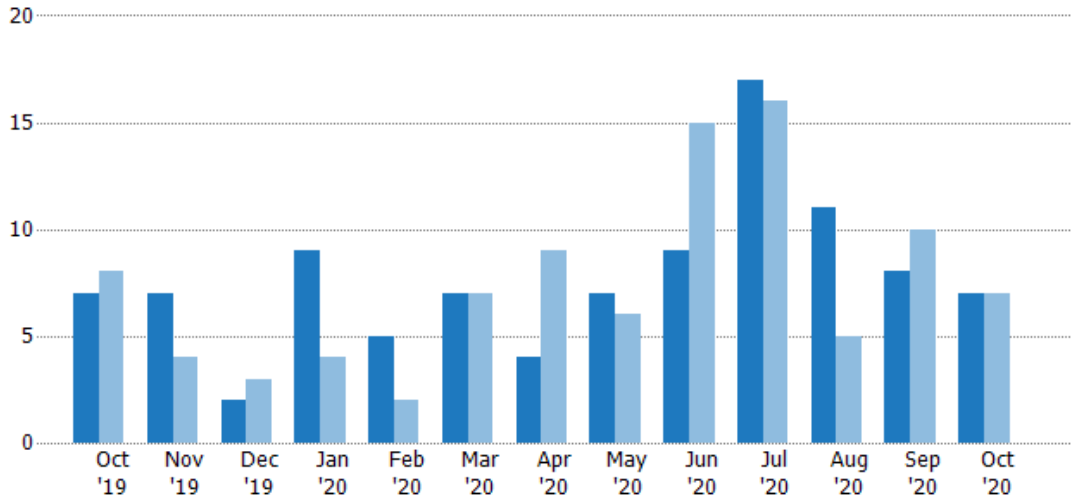
## New Listings

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.
Oct '20	7	0%
Oct '19	7	-12.5%
Oct '18	8	12.5%



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

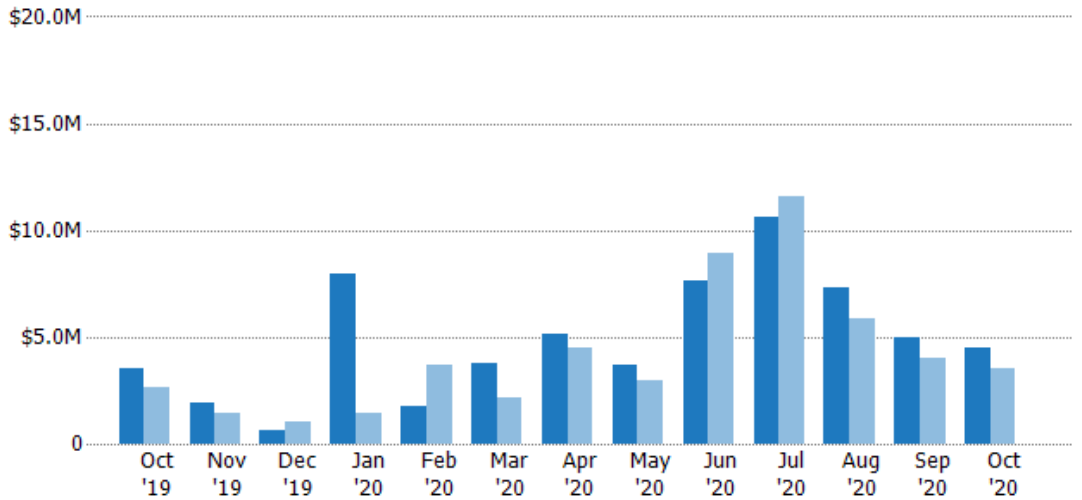
## New Listing Volume

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.
Oct '20	\$4.46M	26.3%
Oct '19	\$3.53M	33.2%
Oct '18	\$2.65M	32.6%



Current Year	\$3.53M	\$1.96M	\$600K	\$7.96M	\$1.77M	\$3.75M	\$5.16M	\$3.72M	\$7.62M	\$10.6M	\$7.31M	\$5M	\$4.46M
Prior Year	\$2.65M	\$1.42M	\$1.06M	\$1.4M	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.96M	\$11.5M	\$5.9M	\$4.03M	\$3.53M
Percent Change from Prior Year	33%	38%	-43%	468%	-52%	72%	15%	26%	-15%	-8%	24%	24%	26%

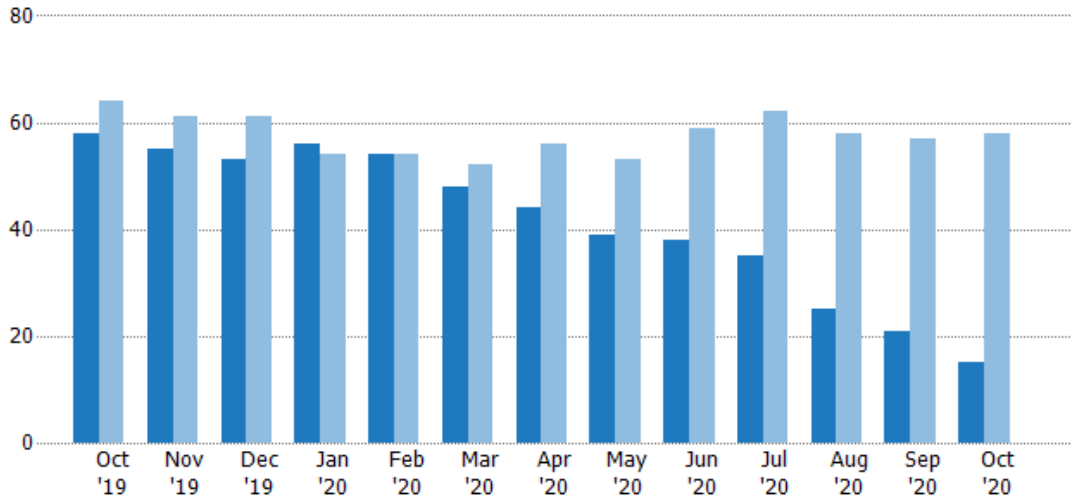
## Active Listings

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.
Oct '20	15	-74.1%
Oct '19	58	-9.4%
Oct '18	64	14.1%



Current Year	58	55	53	56	54	48	44	39	38	35	25	21	15
Prior Year	64	61	61	54	54	52	56	53	59	62	58	57	58
Percent Change from Prior Year	-9%	-10%	-13%	4%	0%	-8%	-21%	-26%	-36%	-44%	-57%	-63%	-74%

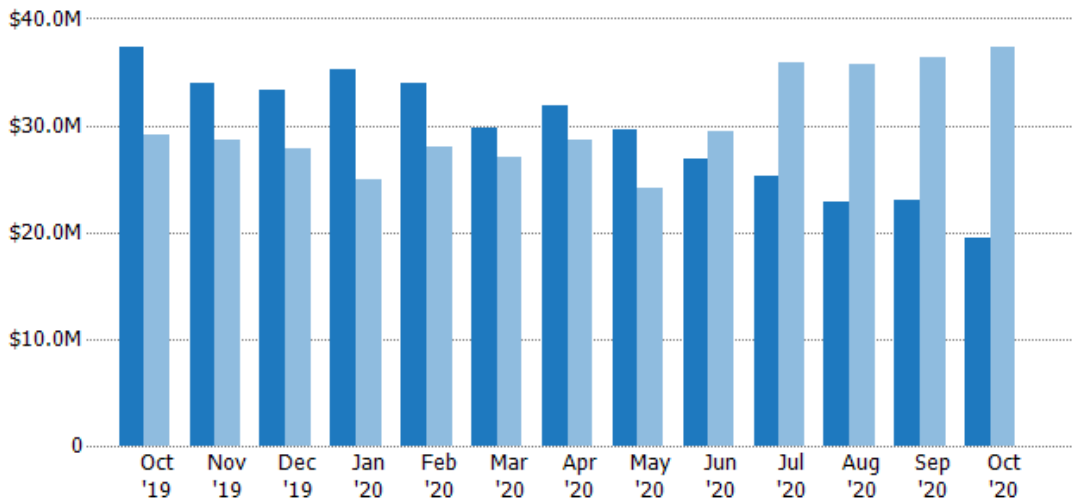
## Active Listing Volume

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.
Oct '20	\$19.4M	-48.1%
Oct '19	\$37.4M	28.3%
Oct '18	\$29.2M	8.6%



Current Year	\$37.4M	\$34M	\$33.2M	\$35.2M	\$33.9M	\$29.8M	\$31.9M	\$29.6M	\$26.9M	\$25.2M	\$22.9M	\$23M	\$19.4M
Prior Year	\$29.2M	\$28.6M	\$27.8M	\$24.9M	\$28M	\$27M	\$28.6M	\$24.1M	\$29.5M	\$35.9M	\$35.7M	\$36.3M	\$37.4M
Percent Change from Prior Year	28%	19%	20%	41%	21%	10%	12%	23%	-9%	-30%	-36%	-37%	-48%

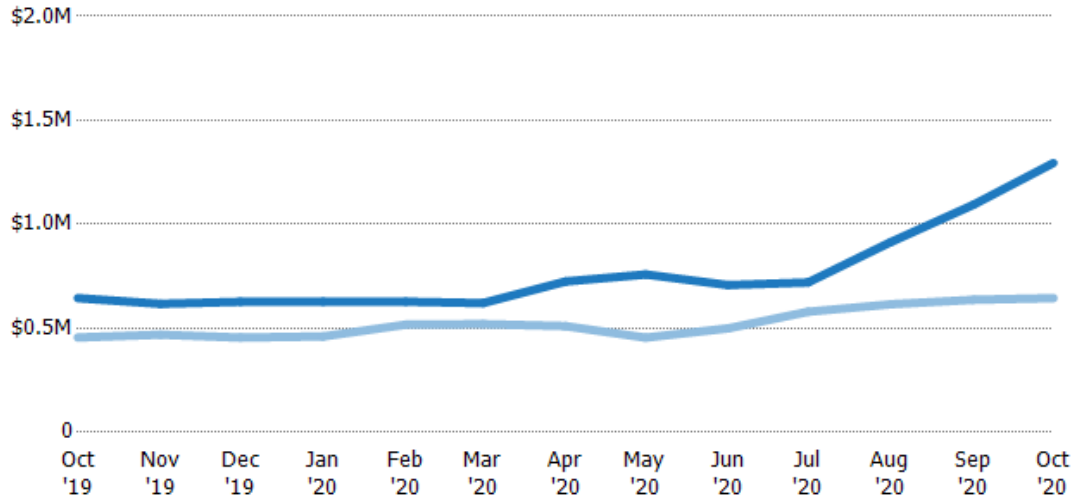
## Average Listing Price

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.
Oct '20	\$1.29M	100.7%
Oct '19	\$645K	41.5%
Oct '18	\$456K	-4.8%



Current Year	\$645K	\$617K	\$627K	\$628K	\$628K	\$621K	\$725K	\$759K	\$708K	\$721K	\$915K	\$1.09M	\$1.29M
Prior Year	\$456K	\$469K	\$455K	\$461K	\$518K	\$520K	\$510K	\$455K	\$500K	\$580K	\$615K	\$637K	\$645K
Percent Change from Prior Year	42%	32%	38%	36%	21%	20%	42%	67%	42%	24%	49%	72%	101%

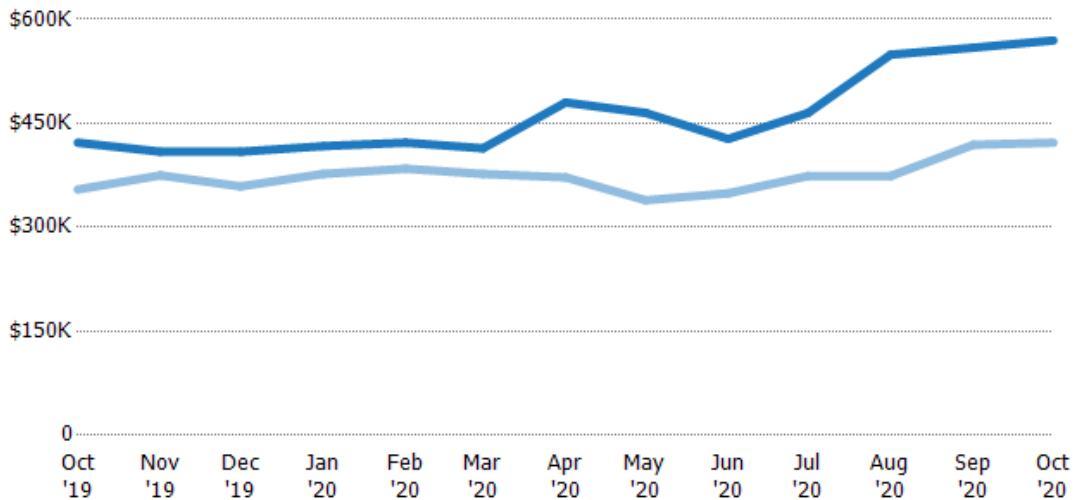
## Median Listing Price

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.
Oct '20	\$570K	35%
Oct '19	\$422K	19.1%
Oct '18	\$354K	-1.5%



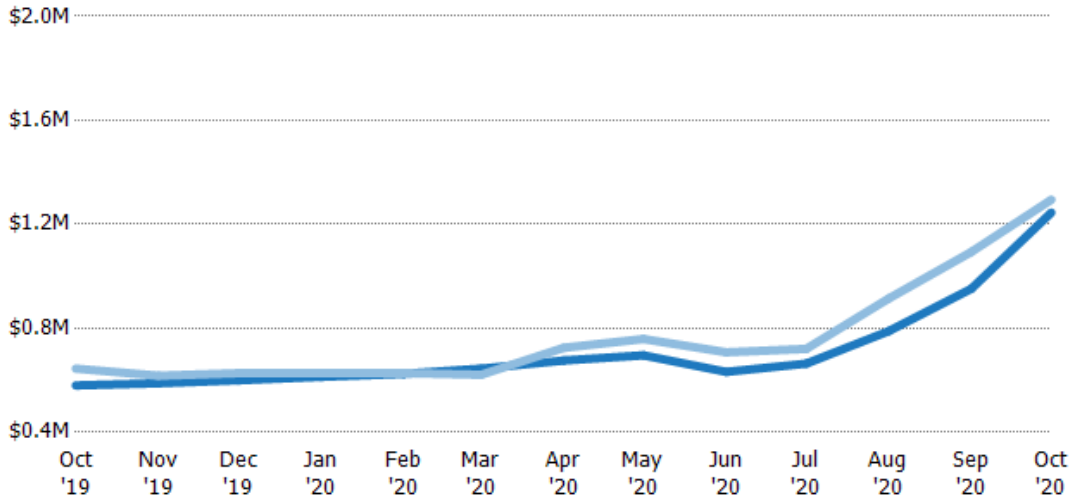
Current Year	\$422K	\$409K	\$409K	\$417K	\$422K	\$414K	\$480K	\$465K	\$428K	\$465K	\$549K	\$559K	\$570K
Prior Year	\$354K	\$375K	\$359K	\$377K	\$385K	\$377K	\$372K	\$339K	\$349K	\$374K	\$374K	\$419K	\$422K
Percent Change from Prior Year	19%	9%	14%	11%	10%	10%	29%	37%	22%	24%	47%	33%	35%

## 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



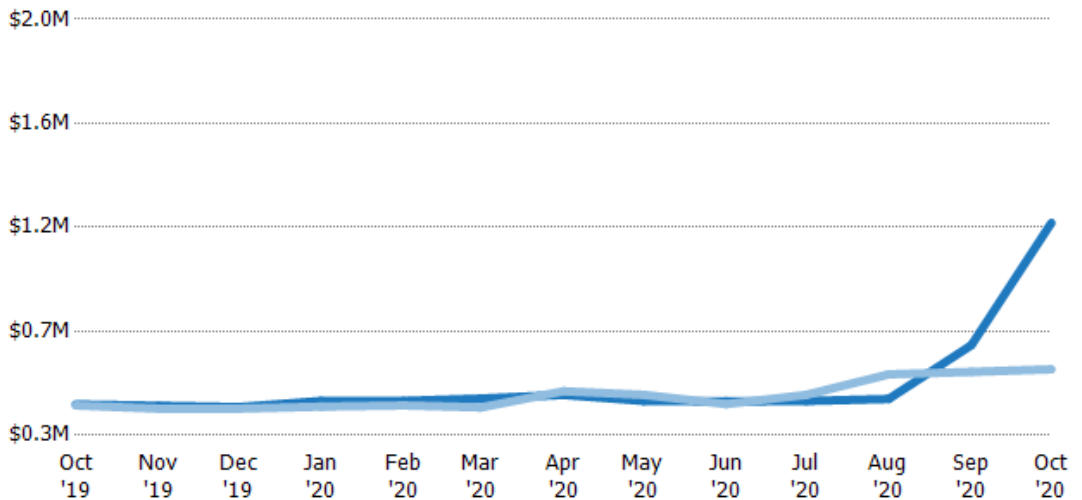
Avg Est Value	\$580K	\$589K	\$600K	\$613K	\$625K	\$645K	\$676K	\$696K	\$632K	\$664K	\$789K	\$952K	\$1.25M
Avg Listing Price	\$645K	\$617K	\$627K	\$628K	\$628K	\$621K	\$725K	\$759K	\$708K	\$721K	\$915K	\$1.09M	\$1.29M
Avg Listing Price as a % of Avg Est Value	111%	105%	105%	102%	100%	96%	107%	109%	112%	109%	116%	115%	104%

## 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



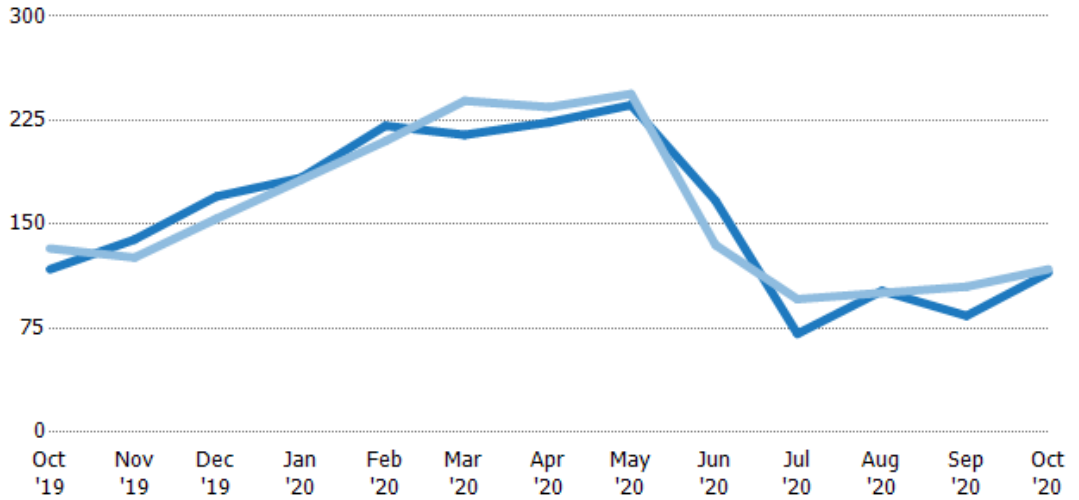
Median Est Value	\$426K	\$421K	\$415K	\$440K	\$441K	\$450K	\$465K	\$441K	\$438K	\$440K	\$449K	\$668K	\$1.17M
Median Listing Price	\$422K	\$409K	\$409K	\$417K	\$422K	\$414K	\$480K	\$465K	\$428K	\$465K	\$549K	\$559K	\$570K
Med Listing Price as a % of Med Est Value	99%	97%	99%	95%	96%	92%	103%	106%	98%	106%	122%	84%	49%

## 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



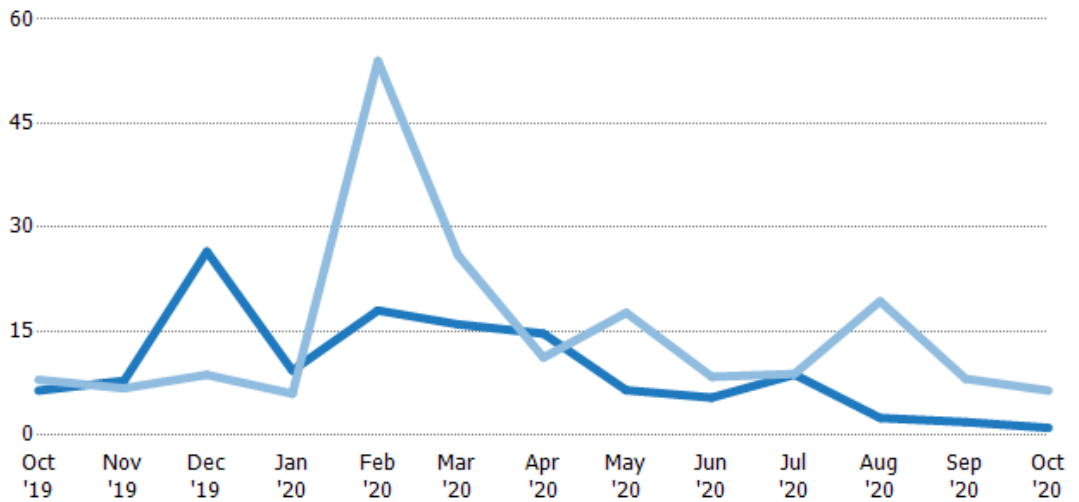
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	118	139	170	184	221	215	224	236	167	71	102	84	115
Prior Year	133	126	154	182	210	239	235	244	135	96	101	105	118
Percent Change from Prior Year	-11%	10%	10%	1%	5%	-10%	-5%	-3%	24%	-26%	1%	-20%	-2%

## 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



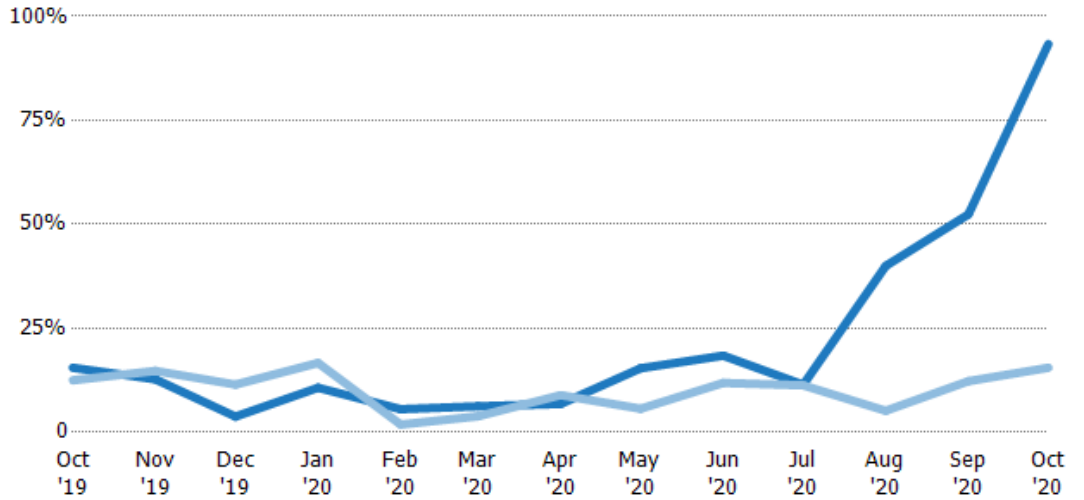
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	6.44	7.86	26.5	9.33	18	16	14.7	6.5	5.43	8.75	2.5	1.91	1.07
Prior Year	8	6.78	8.71	6	54	26	11.2	17.7	8.43	8.86	19.3	8.14	6.44
Percent Change from Prior Year	-19%	16%	204%	56%	-67%	-38%	31%	-63%	-36%	-1%	-87%	-77%	-83%

## 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



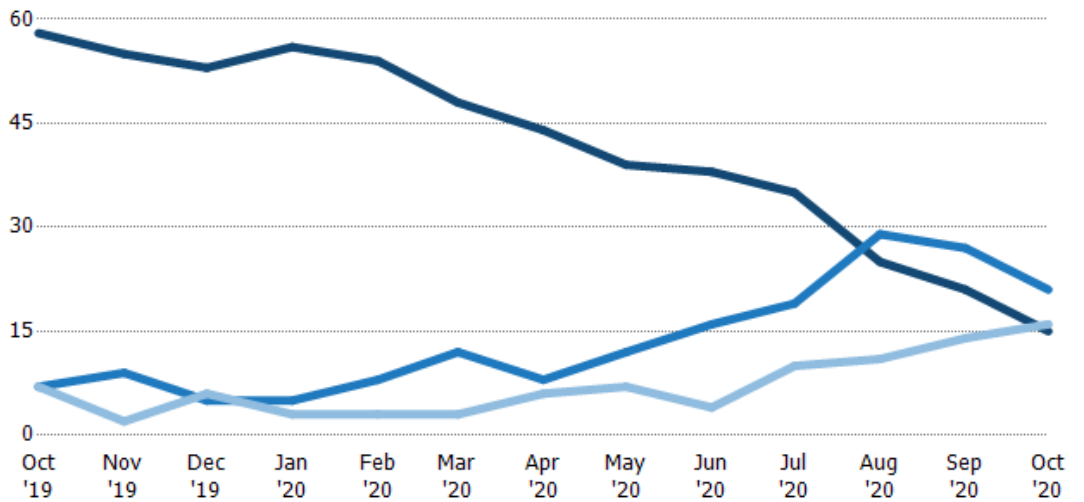
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	16%	13%	4%	11%	6%	6%	7%	15%	18%	11%	40%	52%	93%
Prior Year	13%	15%	11%	17%	2%	4%	9%	6%	12%	11%	5%	12%	16%
Change from Prior Year	-3%	2%	8%	6%	-4%	-2%	2%	-10%	-7%	0%	-35%	-40%	-78%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	58	55	53	56	54	48	44	39	38	35	25	21	15
Pending	7	9	5	5	8	12	8	12	16	19	29	27	21
Sold	7	2	6	3	3	3	6	7	4	10	11	14	16

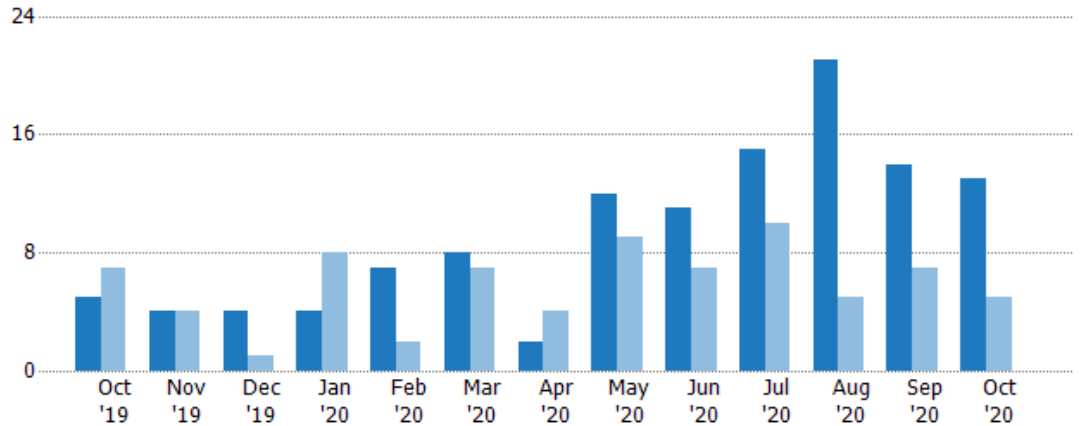
## New Pending Sales

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.
Oct '20	13	160%
Oct '19	5	-28.6%
Oct '18	7	-42.9%



Current Year	5	4	4	4	7	8	2	12	11	15	21	14	13
Prior Year	7	4	1	8	2	7	4	9	7	10	5	7	5
Percent Change from Prior Year	-29%	0%	300%	-50%	250%	14%	-50%	33%	57%	50%	320%	100%	160%

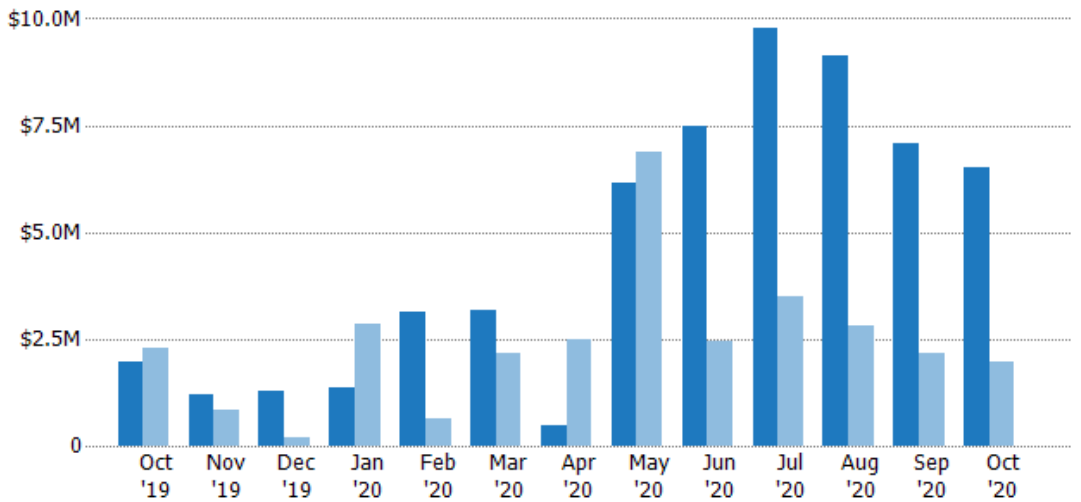
## New Pending Sales Volume

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.
Oct '20	\$6.52M	229.8%
Oct '19	\$1.98M	-13.2%
Oct '18	\$2.28M	-55.3%



Current Year	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M	\$9.13M	\$7.06M	\$6.52M
Prior Year	\$2.28M	\$858K	\$180K	\$2.85M	\$644K	\$2.17M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M
Percent Change from Prior Year	-13%	38%	610%	-52%	386%	47%	-81%	-10%	207%	179%	225%	223%	230%

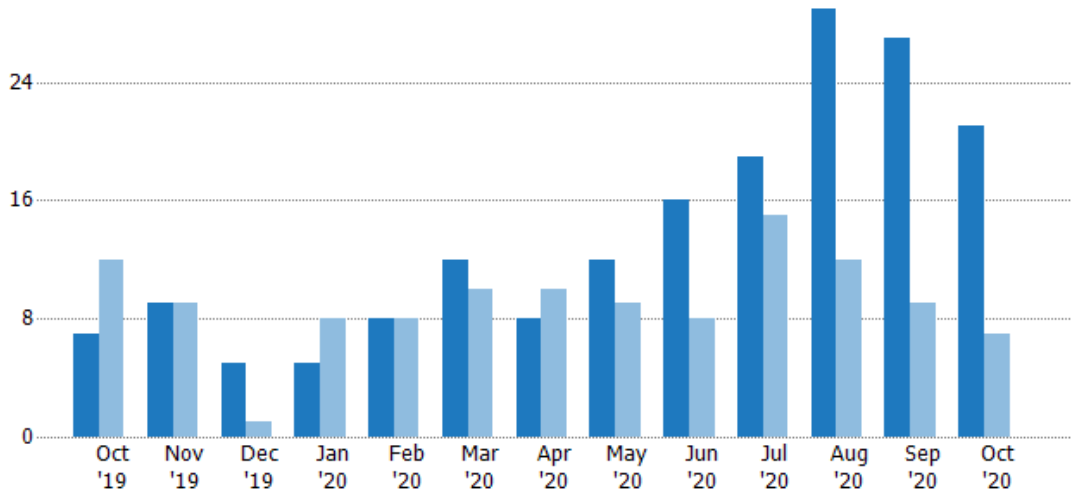


## Pending Sales

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



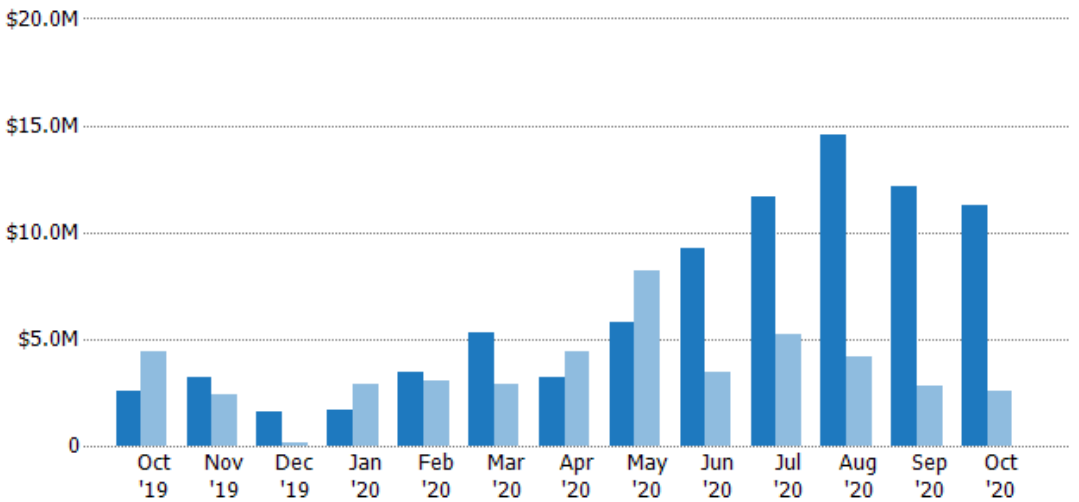
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	7	9	5	5	8	12	8	12	16	19	29	27	21
Prior Year	12	9	1	8	8	10	10	9	8	15	12	9	7
Percent Change from Prior Year	-42%	0%	400%	-38%	0%	20%	-20%	33%	100%	27%	142%	200%	200%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.6M	\$14.6M	\$12.1M	\$11.2M
Prior Year	\$4.43M	\$2.4M	\$180K	\$2.85M	\$3.03M	\$2.9M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M
Percent Change from Prior Year	-42%	33%	792%	-40%	14%	82%	-27%	-30%	167%	121%	249%	337%	337%

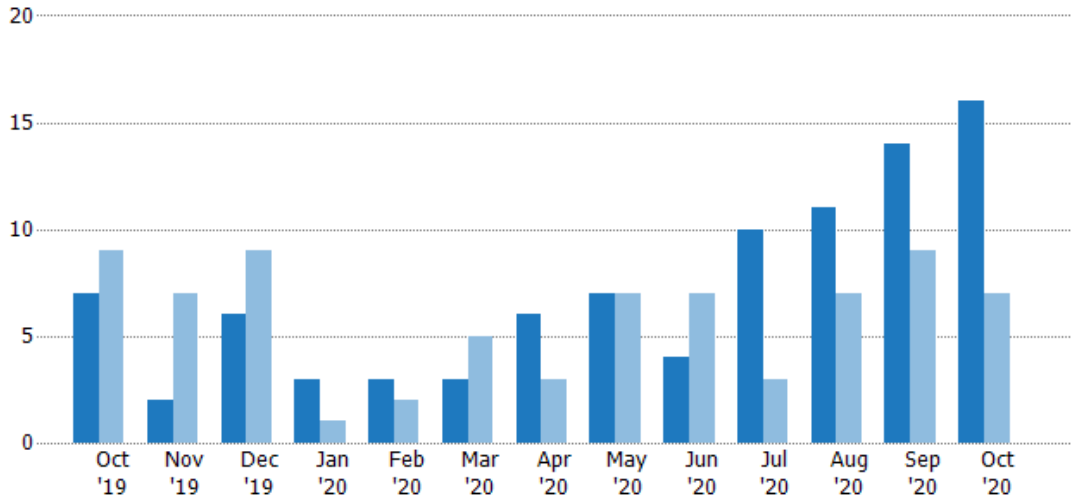
## Closed Sales

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

Month/ Year	Count	% Chg.
Oct '20	16	128.6%
Oct '19	7	-22.2%
Oct '18	9	-22.2%



Current Year	7	2	6	3	3	3	6	7	4	10	11	14	16
Prior Year	9	7	9	1	2	5	3	7	7	3	7	9	7
Percent Change from Prior Year	-22%	-71%	-33%	200%	50%	-40%	100%	0%	-43%	233%	57%	56%	129%

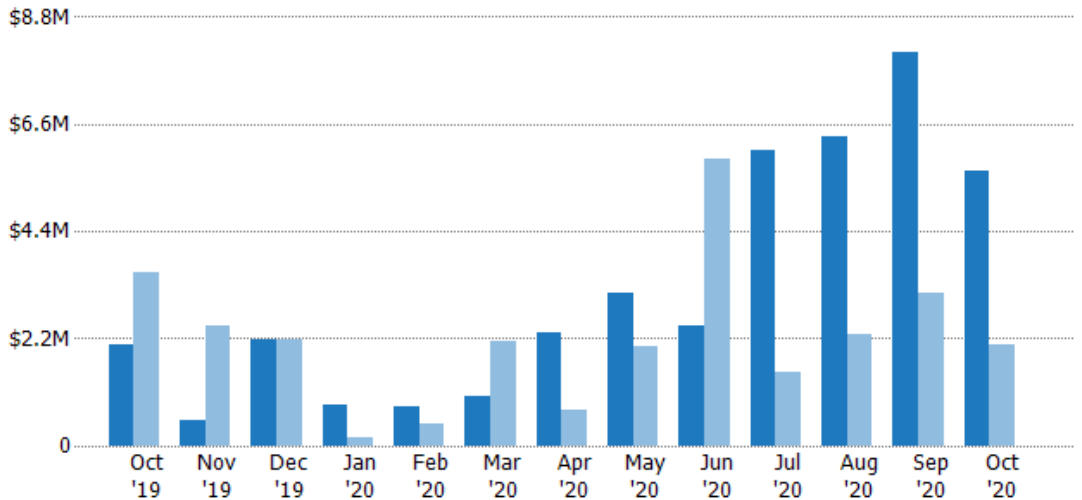
## Closed Sales Volume

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.
Oct '20	\$5.64M	170.9%
Oct '19	\$2.08M	-41.8%
Oct '18	\$3.58M	-30.8%



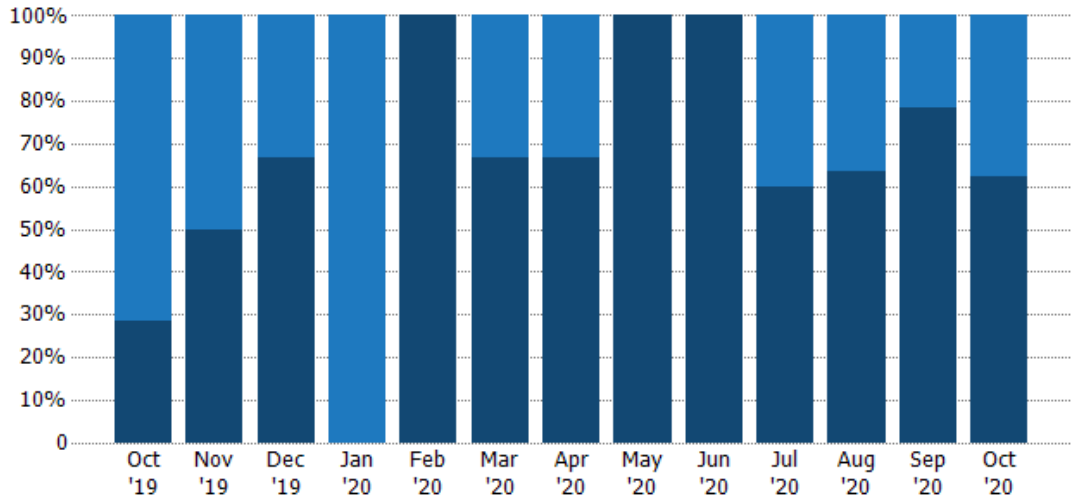
Current Year	\$2.08M	\$515K	\$2.18M	\$855K	\$814K	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M	\$6.35M	\$8.08M	\$5.64M
Prior Year	\$3.58M	\$2.46M	\$2.19M	\$173K	\$437K	\$2.13M	\$747K	\$2.03M	\$5.88M	\$1.52M	\$2.28M	\$3.15M	\$2.08M
Percent Change from Prior Year	-42%	-79%	0%	396%	86%	-53%	213%	55%	-58%	299%	179%	157%	171%

## 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



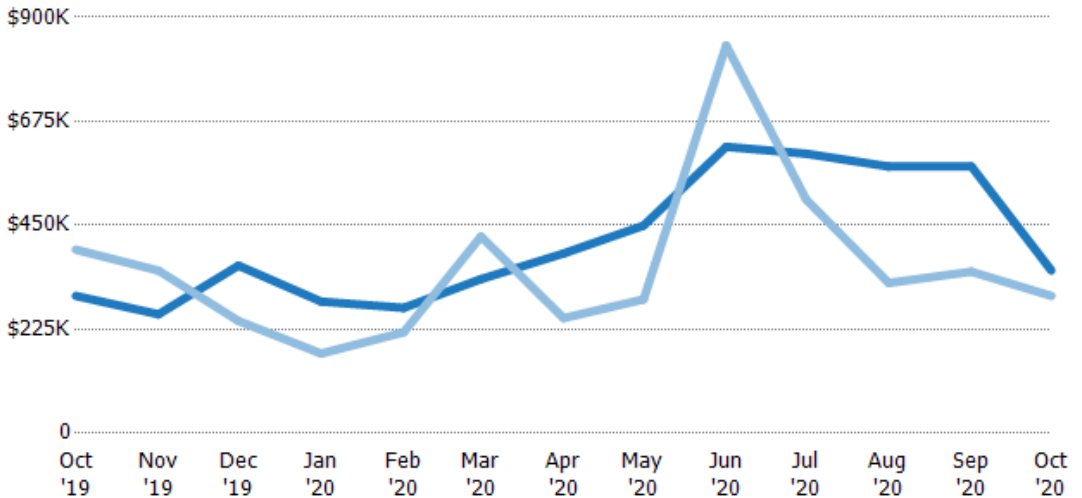
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	71%	50%	33%	100%	-	33%	33%	-	-	40%	36%	21%	38%
Single Family Residence	29%	50%	67%	-	100%	67%	67%	100%	100%	60%	64%	79%	63%

## 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.
Oct '20	\$352K	18.5%
Oct '19	\$297K	-25.2%
Oct '18	\$397K	-11.1%

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

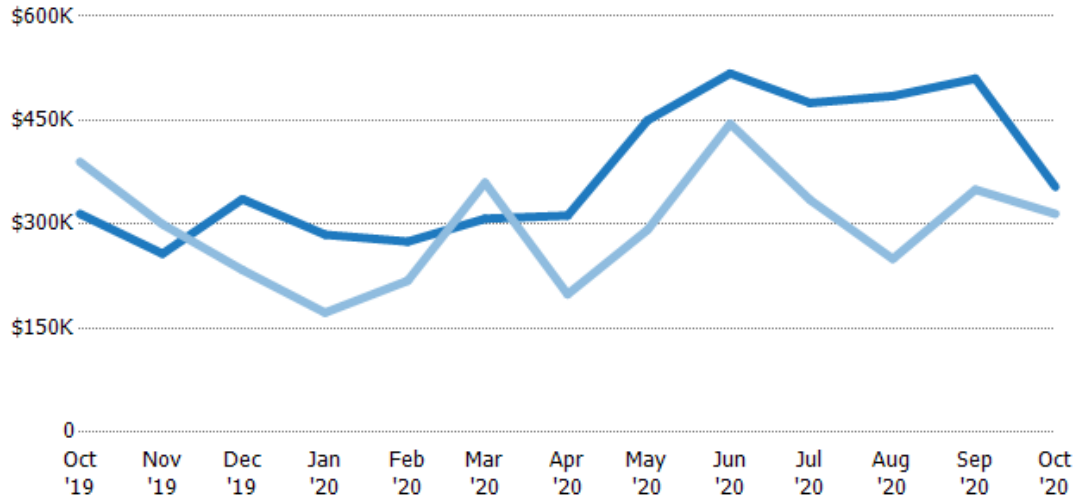
## Median Sales Price

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.
Oct '20	\$354K	12.4%
Oct '19	\$315K	-19.2%
Oct '18	\$390K	-20%



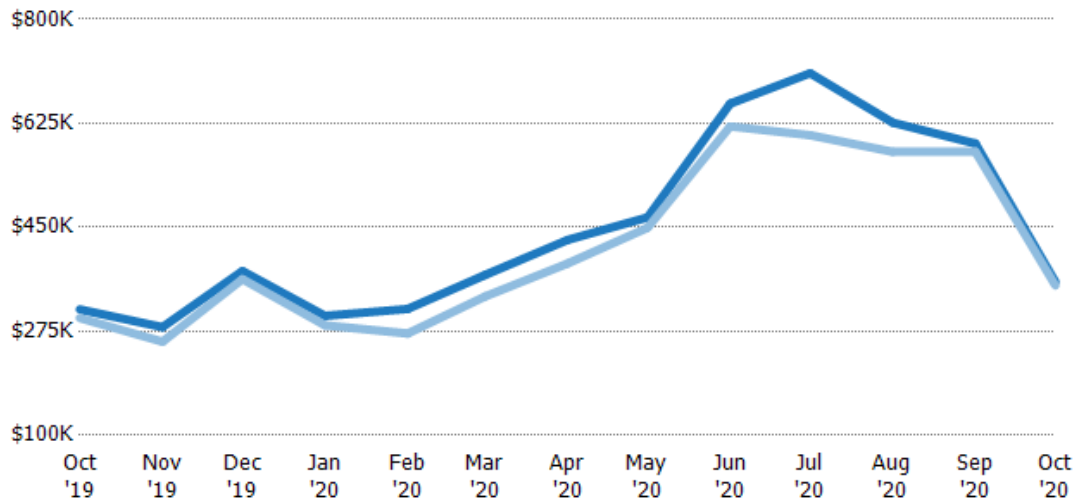
Current Year	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$354K
Prior Year	\$390K	\$300K	\$234K	\$173K	\$219K	\$360K	\$199K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K
Percent Change from Prior Year	-19%	-14%	44%	65%	26%	-14%	57%	54%	16%	42%	94%	46%	12%

## 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



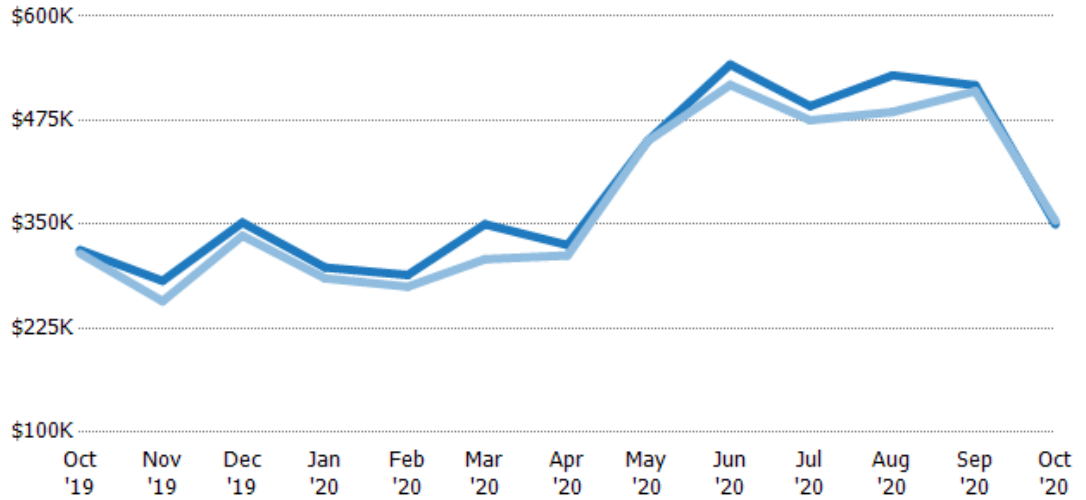
Avg List Price	\$312K	\$282K	\$376K	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$358K
Avg Sales Price	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$352K
Avg Sales Price as a % of Avg List Price	95%	91%	96%	95%	87%	90%	91%	96%	94%	85%	92%	98%	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

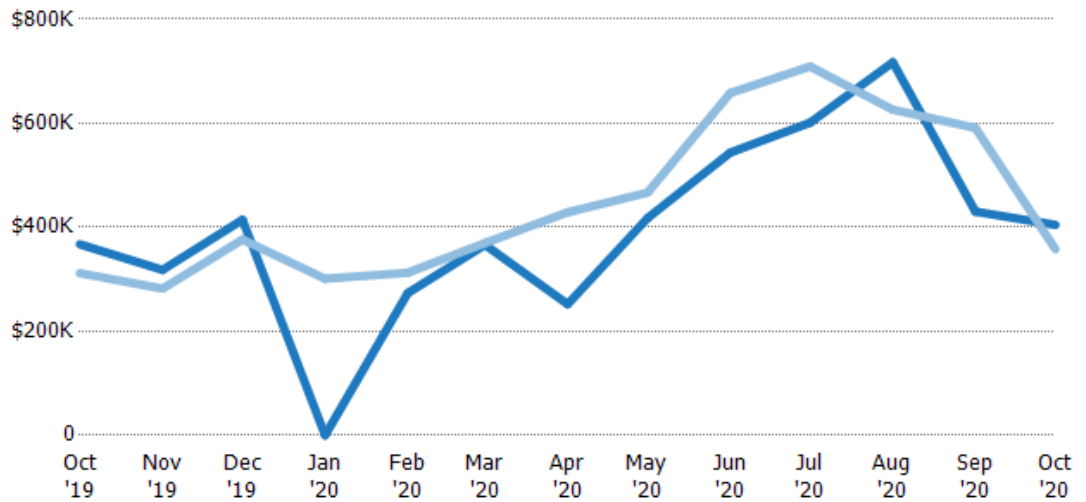


## Average Sales Price vs Average Est Value

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

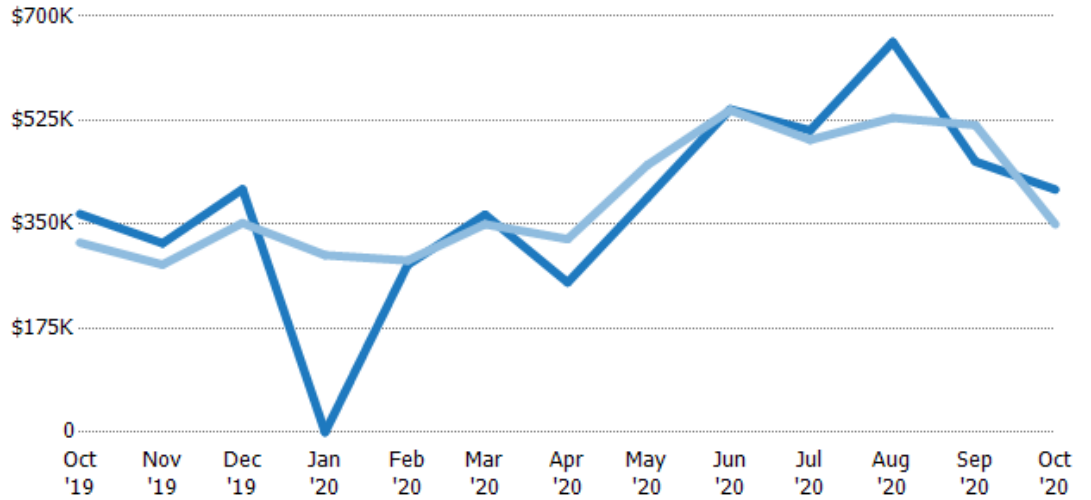


## Median Sales Price vs Median Est Value

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	\$367K	\$318K	\$409K	\$0	\$282K	\$366K	\$252K	\$395K	\$543K	\$508K	\$657K	\$456K	\$408K
Median Sales Price	\$319K	\$282K	\$352K	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K
Med Sales Price as a % of Med Est Value	87%	89%	86%	100%	103%	96%	129%	114%	100%	97%	81%	114%	86%