

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	96	98	-2%
New Listing Volume	\$3,133,900	\$7,307,500	-57.1%	\$62,060,000	\$58,570,265	+6%
Active Listing Count	8	55	-85.5%	N/A	N/A	
Active Listing Volume	\$8,228,900	\$34,516,290	-76.2%	N/A	N/A	
Average Listing Price	\$1,028,613	\$627,569	+63.9%	\$790,414	\$564,473	+40%
Median Listing Price	\$314,500	\$409,000	-23.1%	\$465,664	\$386,263	+20.6%
Median Days in RPR	22	192	-88.5%	128.21	156.59	-18.1%
Months of Inventory	1.1	9.2	-87.5%	2.7	55	-95.2%
Absorption Rate	87.5%	10.91%	+76.6%	37.5%	1.82%	+35.7%
Sales Activity Charts Metrics						
New Pending Sales Count	8	4	+100%	121	75	+61.3%
New Pending Sales Volume	\$5,096,400	\$1,363,000	+273.9%	\$62,944,400	\$31,553,225	+99.5%
Pending Sales Count	10	5	+100%	N/A	N/A	
Pending Sales Volume	\$7,242,900	\$1,715,900	+322.1%	N/A	N/A	
Closed Sales Count	5	3	+66.7%	101	61	+65.6%
Closed Sales Volume	\$1,812,500	\$855,000	+112%	\$48,594,100	\$23,756,585	+104.6%
Average Sales Price	\$362,500	\$285,000	+27.2%	\$481,130	\$389,452	+23.5%
Median Sales Price	\$350,000	\$285,000	+22.8%	\$423,792	\$321,541	+31.8%

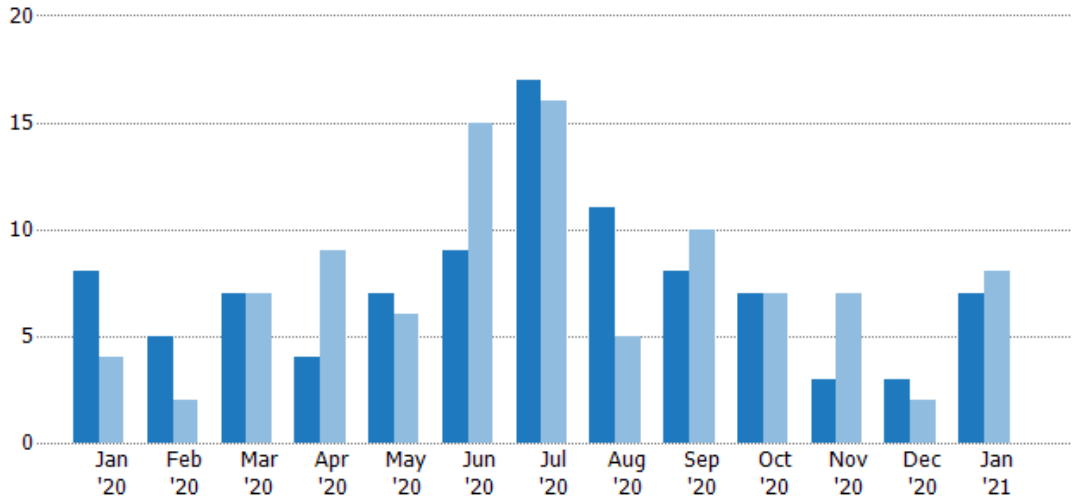
New Listings

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.
Jan '21	7	-12.5%
Jan '20	8	100%
Jan '19	4	50%



Current Year	8	5	7	4	7	9	17	11	8	7	3	3	7
Prior Year	4	2	7	9	6	15	16	5	10	7	7	2	8
Percent Change from Prior Year	100%	150%	0%	-56%	17%	-40%	6%	120%	-20%	0%	-57%	50%	-13%

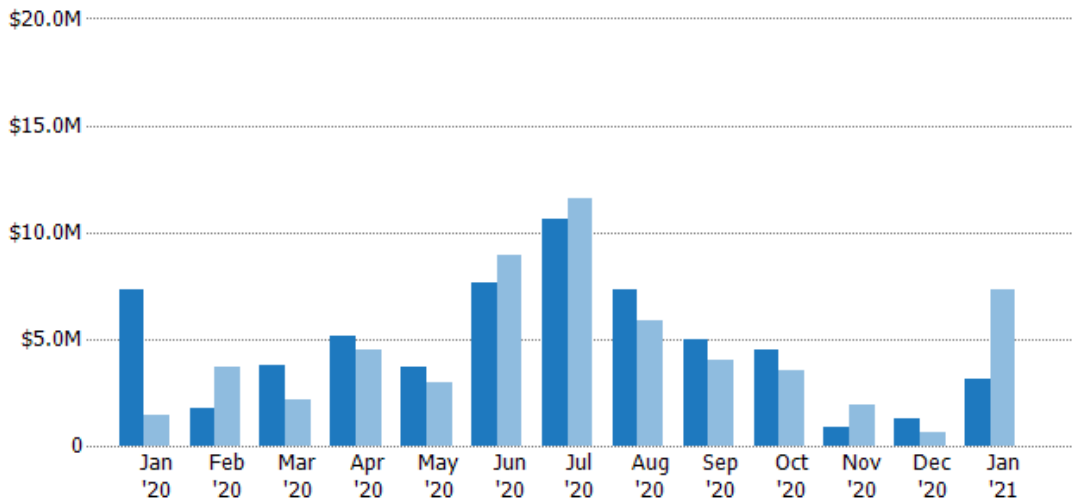
New Listing Volume

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.
Jan '21	\$3.13M	-57.1%
Jan '20	\$7.31M	422%
Jan '19	\$1.4M	46.7%



Current Year	\$7.31M	\$1.77M	\$3.75M	\$5.16M	\$3.72M	\$7.62M	\$10.6M	\$7.31M	\$5M	\$4.46M	\$905K	\$1.31M	\$3.13M
Prior Year	\$1.4M	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.96M	\$11.5M	\$5.9M	\$4.03M	\$3.53M	\$1.96M	\$600K	\$7.31M
Percent Change from Prior Year	422%	-52%	72%	15%	26%	-15%	-8%	24%	24%	26%	-54%	118%	-57%

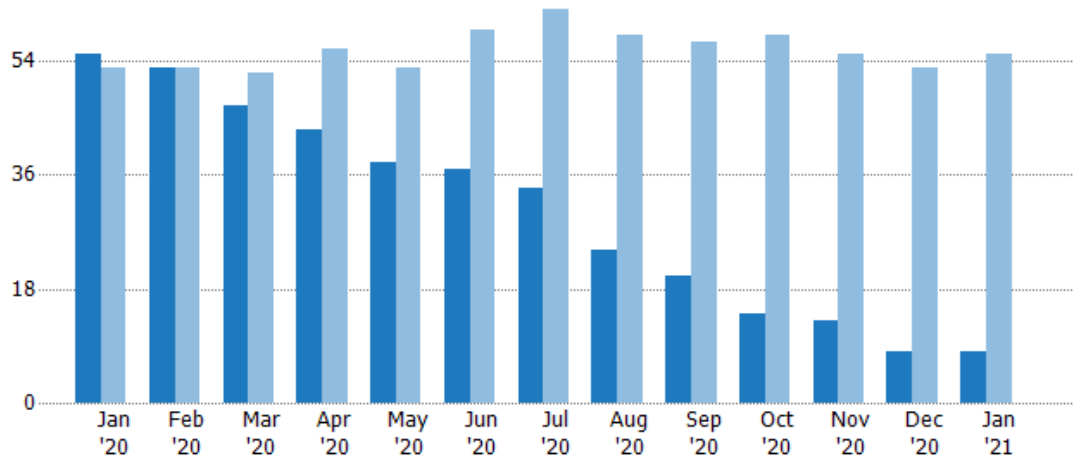
Active Listings

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.
Jan '21	8	-85.5%
Jan '20	55	3.8%
Jan '19	53	13.2%



Current Year	55	53	47	43	38	37	34	24	20	14	13	8	8
Prior Year	53	53	52	56	53	59	62	58	57	58	55	53	55
Percent Change from Prior Year	4%	0%	-10%	-23%	-28%	-37%	-45%	-59%	-65%	-76%	-76%	-85%	-85%

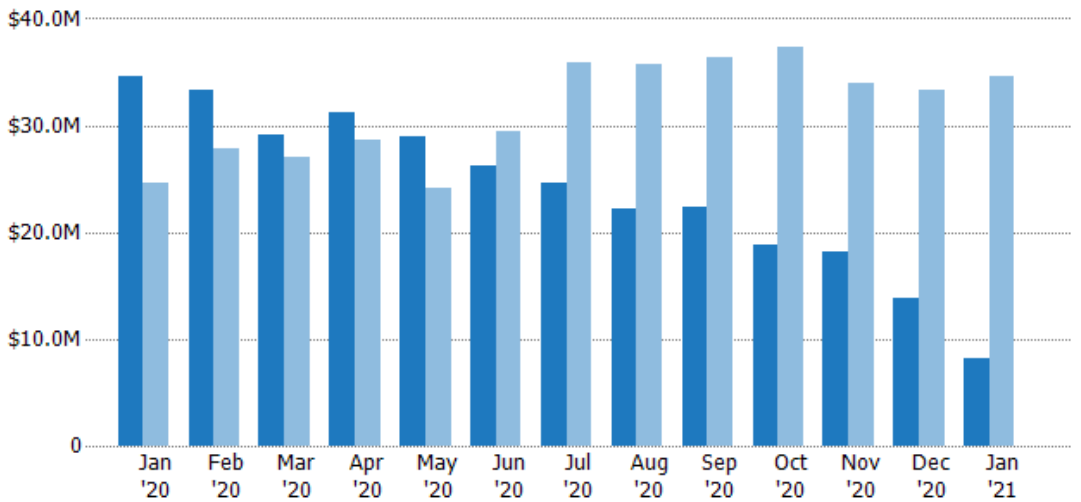
Active Listing Volume

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.
Jan '21	\$8.23M	-76.2%
Jan '20	\$34.5M	39.8%
Jan '19	\$24.7M	9.7%



Current Year	\$34.5M	\$33.3M	\$29.2M	\$31.2M	\$28.9M	\$26.2M	\$24.6M	\$22.2M	\$22.3M	\$18.8M	\$18.1M	\$13.8M	\$8.23M
Prior Year	\$24.7M	\$27.8M	\$27M	\$28.6M	\$24.1M	\$29.5M	\$35.9M	\$35.7M	\$36.3M	\$37.4M	\$34M	\$33.2M	\$34.5M
Percent Change from Prior Year	40%	20%	8%	9%	20%	-11%	-32%	-38%	-39%	-50%	-47%	-58%	-76%

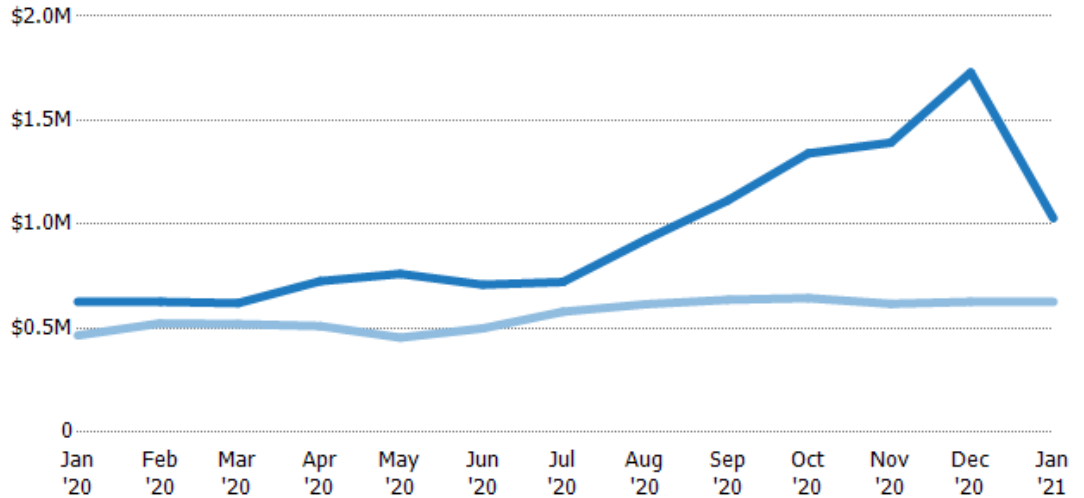
Average Listing Price

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.
Jan '21	\$1.03M	63.9%
Jan '20	\$628K	34.7%
Jan '19	\$466K	-3.1%



Current Year	\$628K	\$628K	\$621K	\$727K	\$762K	\$709K	\$723K	\$926K	\$1.12M	\$1.34M	\$1.39M	\$1.73M	\$1.03M
Prior Year	\$466K	\$524K	\$520K	\$510K	\$455K	\$500K	\$580K	\$615K	\$637K	\$645K	\$617K	\$627K	\$628K
Percent Change from Prior Year	35%	20%	19%	42%	67%	42%	25%	50%	75%	108%	125%	176%	64%

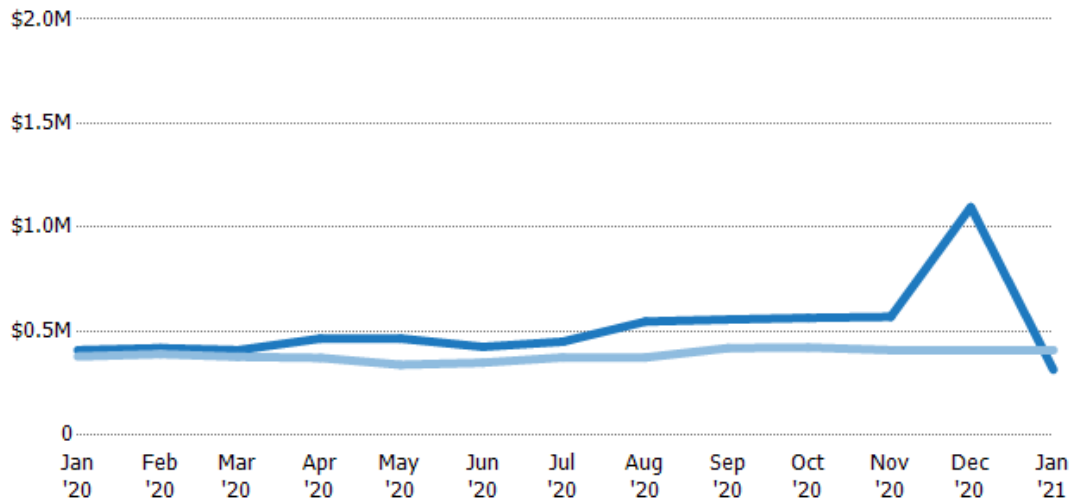
Median Listing Price

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.
Jan '21	\$315K	-23.1%
Jan '20	\$409K	7.9%
Jan '19	\$379K	-4.7%



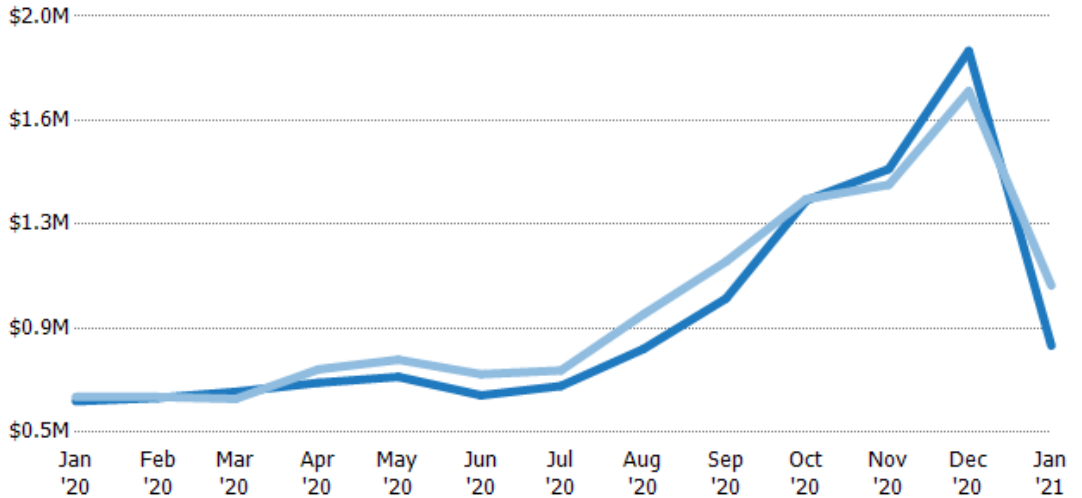
Current Year	\$409K	\$419K	\$409K	\$465K	\$465K	\$425K	\$450K	\$547K	\$557K	\$564K	\$570K	\$1.1M	\$315K
Prior Year	\$379K	\$390K	\$377K	\$372K	\$339K	\$349K	\$374K	\$374K	\$419K	\$422K	\$409K	\$409K	\$409K
Percent Change from Prior Year	8%	7%	9%	25%	37%	22%	20%	46%	33%	34%	39%	168%	-23%

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



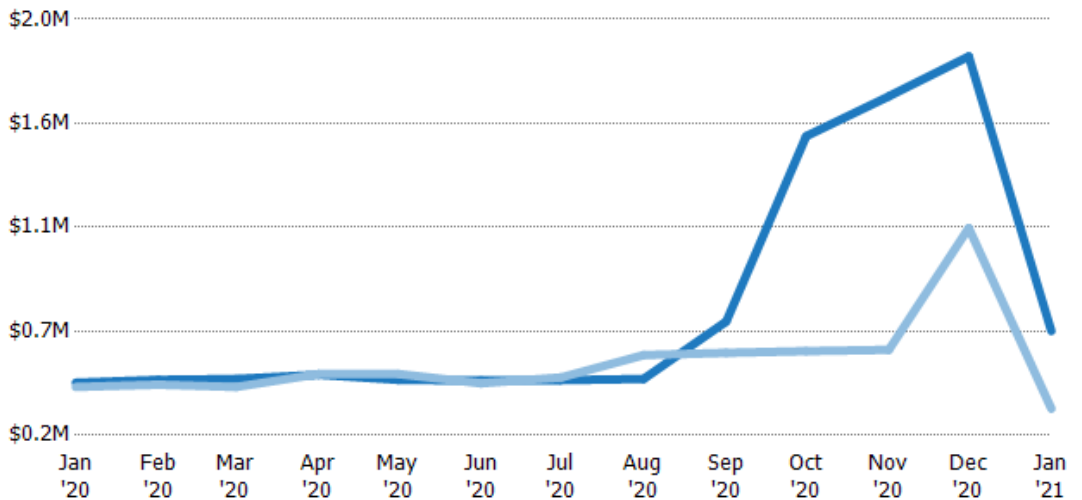
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$612K	\$624K	\$646K	\$678K	\$700K	\$633K	\$667K	\$801K	\$983K	\$1.34M	\$1.45M	\$1.88M	\$812K
Avg Listing Price	\$628K	\$628K	\$621K	\$727K	\$762K	\$709K	\$723K	\$926K	\$1.12M	\$1.34M	\$1.39M	\$1.73M	\$1.03M
Avg Listing Price as a % of Avg Est Value	103%	101%	96%	107%	109%	112%	108%	116%	114%	100%	96%	92%	127%

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



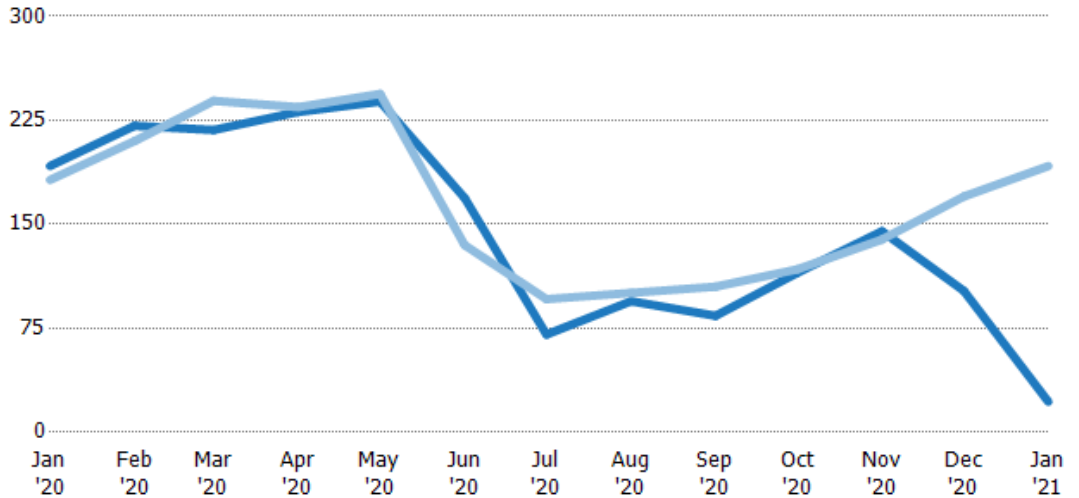
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$428K	\$440K	\$444K	\$462K	\$440K	\$437K	\$438K	\$444K	\$692K	\$1.49M	\$1.67M	\$1.84M	\$651K
Median Listing Price	\$409K	\$419K	\$409K	\$465K	\$465K	\$425K	\$450K	\$547K	\$557K	\$564K	\$570K	\$1.1M	\$315K
Med Listing Price as a % of Med Est Value	96%	95%	92%	101%	106%	97%	103%	123%	80%	38%	34%	60%	48%

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.
Jan '21	22	-88.5%
Jan '20	192	5.5%
Jan '19	182	-0.5%

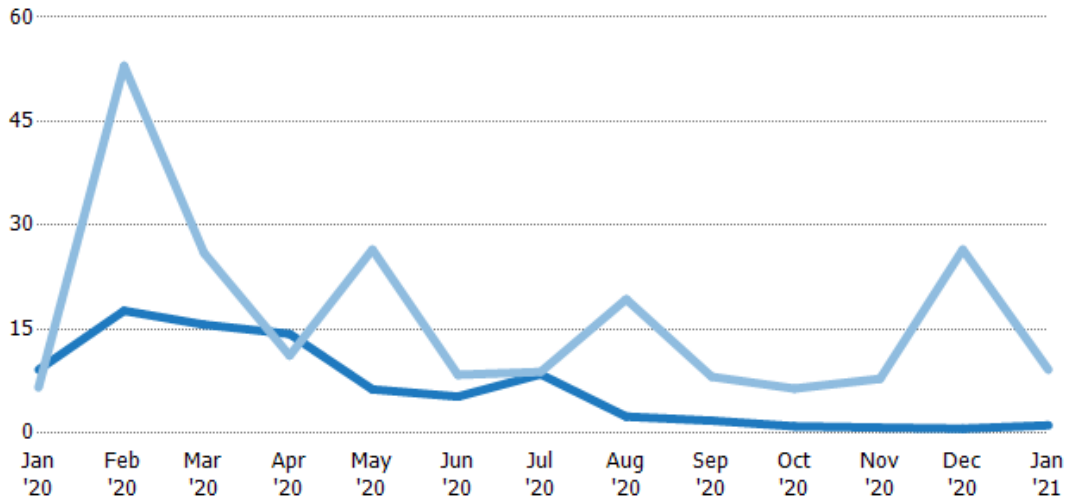
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	192	221	218	231	239	169	70.5	94.5	84	115	145	102	22
Prior Year	182	210	239	235	244	135	96	101	105	118	139	170	192
Percent Change from Prior Year	5%	5%	-9%	-1%	-2%	25%	-27%	-6%	-20%	-2%	4%	-40%	-89%

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.
Jan '21	1.14	-87.5%
Jan '20	9.17	38.4%
Jan '19	6.63	201.9%

	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	9.17	17.7	15.7	14.3	6.33	5.29	8.5	2.4	1.82	1	0.81	0.67	1.14
Prior Year	6.63	53	26	11.2	26.5	8.43	8.86	19.3	8.14	6.44	7.86	26.5	9.17
Percent Change from Prior Year	38%	-67%	-40%	28%	-76%	-37%	-4%	-88%	-78%	-84%	-90%	-97%	-88%

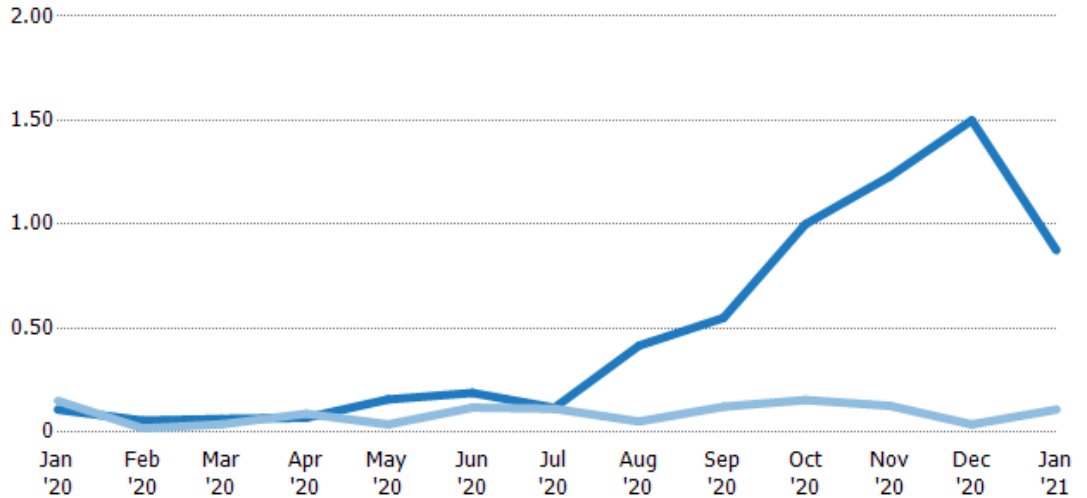
Absorption Rate

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.
Jan '21	88%	-76.6%
Jan '20	11%	4.2%
Jan '19	15%	-66.9%



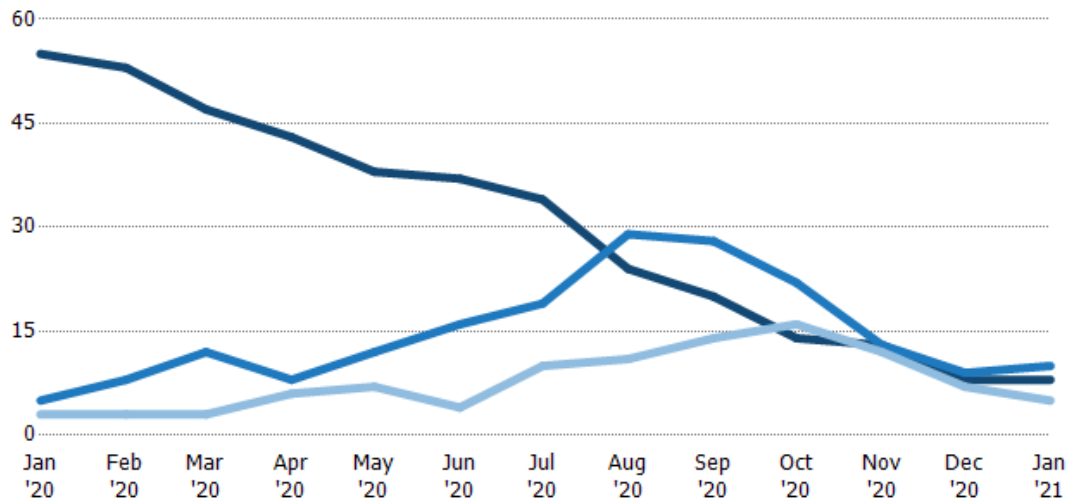
Current Year	11%	6%	6%	7%	16%	19%	12%	42%	55%	100%	123%	150%	88%
Prior Year	15%	2%	4%	9%	4%	12%	11%	5%	12%	16%	13%	4%	11%
Change from Prior Year	4%	-4%	-3%	2%	-12%	-7%	0%	-36%	-43%	-84%	-110%	-146%	-77%

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	47	43	38	37	34	24	20	14	13	8	8
Pending	5	8	12	8	12	16	19	29	28	22	13	9	10
Sold	3	3	3	6	7	4	10	11	14	16	12	7	5

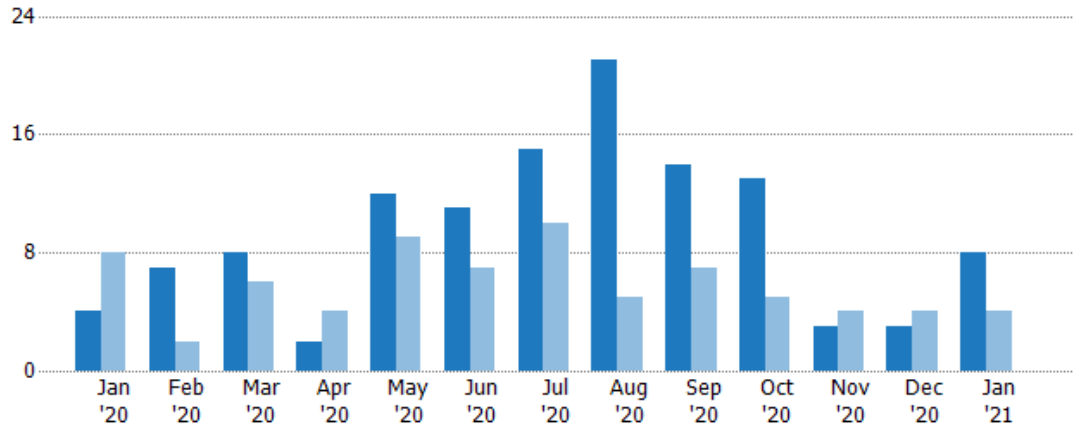
New Pending Sales

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.
Jan '21	8	100%
Jan '20	4	-50%
Jan '19	8	-50%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4	7	8	2	12	11	15	21	14	13	3	3	8
Prior Year	8	2	6	4	9	7	10	5	7	5	4	4	4
Percent Change from Prior Year	-50%	250%	33%	-50%	33%	57%	50%	320%	100%	160%	-25%	-25%	100%

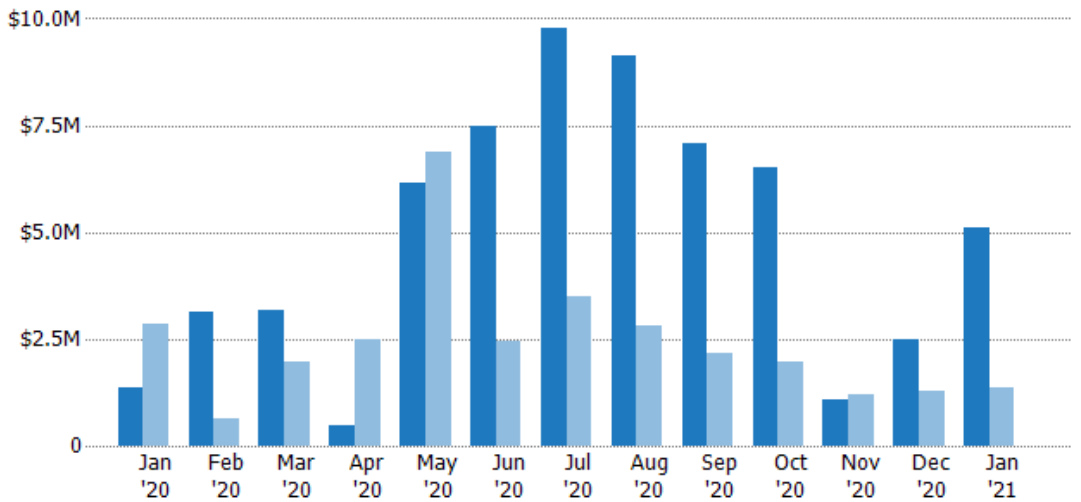
New Pending Sales Volume

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.
Jan '21	\$5.1M	273.9%
Jan '20	\$1.36M	-52.2%
Jan '19	\$2.85M	-53%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M	\$9.13M	\$7.06M	\$6.52M	\$1.08M	\$2.49M	\$5.1M
Prior Year	\$2.85M	\$644K	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M
Percent Change from Prior Year	-52%	386%	62%	-81%	-10%	207%	179%	225%	223%	230%	-9%	95%	274%

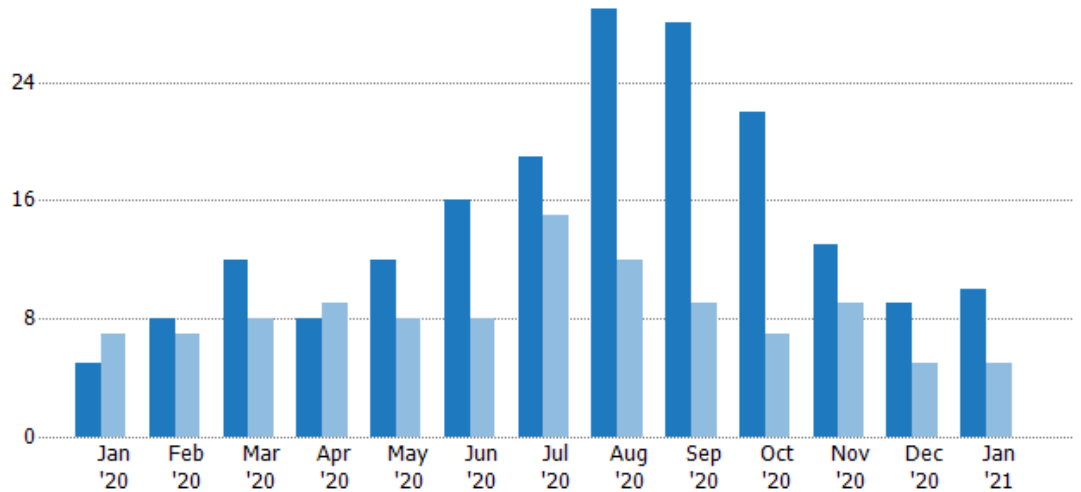
Pending Sales

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.
Jan '21	10	100%
Jan '20	5	-28.6%
Jan '19	7	-28.6%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5	8	12	8	12	16	19	29	28	22	13	9	10
Prior Year	7	7	8	9	8	8	15	12	9	7	9	5	5
Percent Change from Prior Year	-29%	14%	50%	-11%	50%	100%	27%	142%	211%	214%	44%	80%	100%

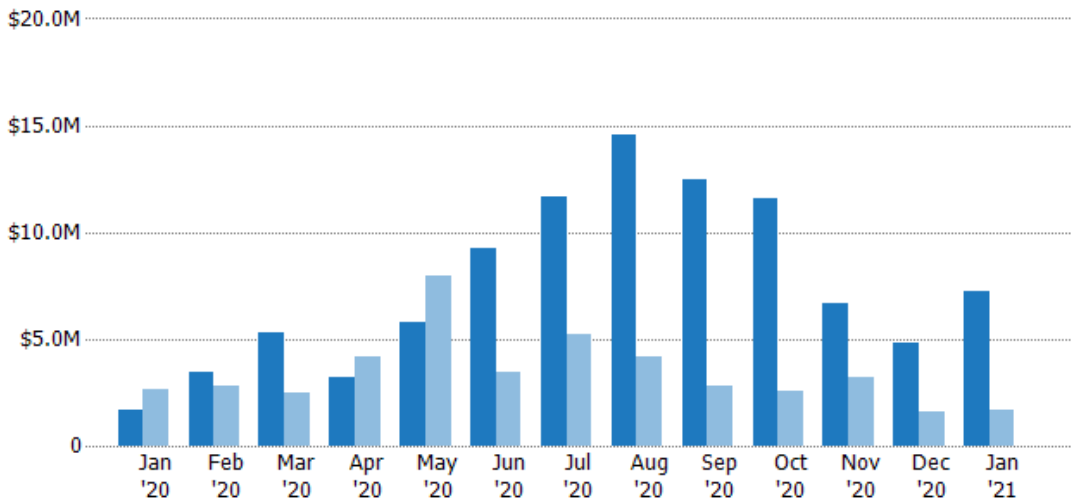
Pending Sales Volume

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.
Jan '21	\$7.24M	322.1%
Jan '20	\$1.72M	-34.4%
Jan '19	\$2.61M	-32.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.72M	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.6M	\$14.6M	\$12.5M	\$11.6M	\$6.67M	\$4.85M	\$7.24M
Prior Year	\$2.61M	\$2.79M	\$2.47M	\$4.15M	\$7.99M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M
Percent Change from Prior Year	-34%	24%	115%	-23%	-28%	167%	121%	249%	350%	351%	109%	202%	322%

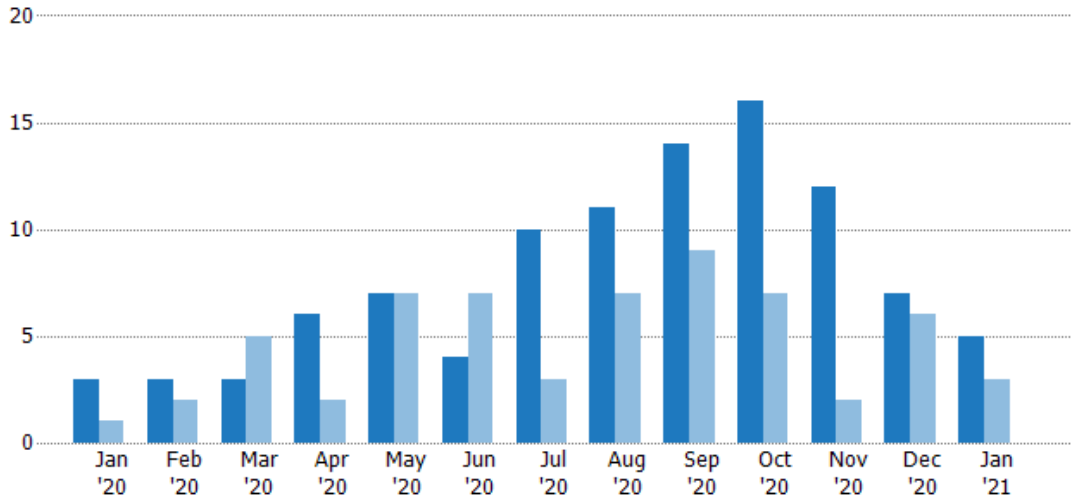
Closed Sales

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.
Jan '21	5	66.7%
Jan '20	3	200%
Jan '19	1	600%



Current Year	3	3	3	6	7	4	10	11	14	16	12	7	5
Prior Year	1	2	5	2	7	7	3	7	9	7	2	6	3
Percent Change from Prior Year	200%	50%	-40%	200%	0%	-43%	233%	57%	56%	129%	500%	17%	67%

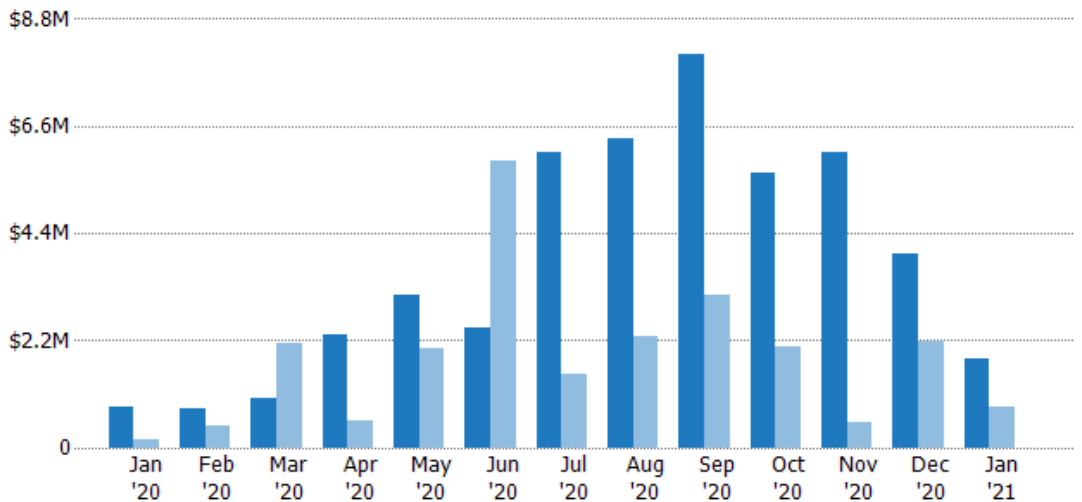
Closed Sales Volume

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.
Jan '21	\$1.81M	112%
Jan '20	\$855K	395.7%
Jan '19	\$173K	1,592.5%



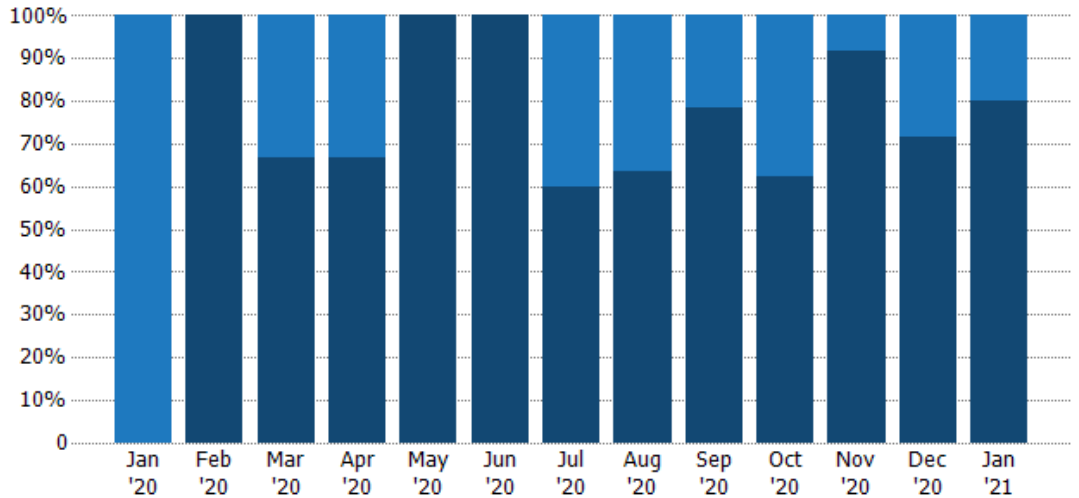
Current Year	\$855K	\$814K	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M	\$6.35M	\$8.08M	\$5.64M	\$6.07M	\$3.98M	\$1.81M
Prior Year	\$173K	\$437K	\$2.13M	\$548K	\$2.03M	\$5.88M	\$1.52M	\$2.28M	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K
Percent Change from Prior Year	396%	86%	-53%	326%	55%	-58%	299%	179%	157%	171%	1,078%	83%	112%

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



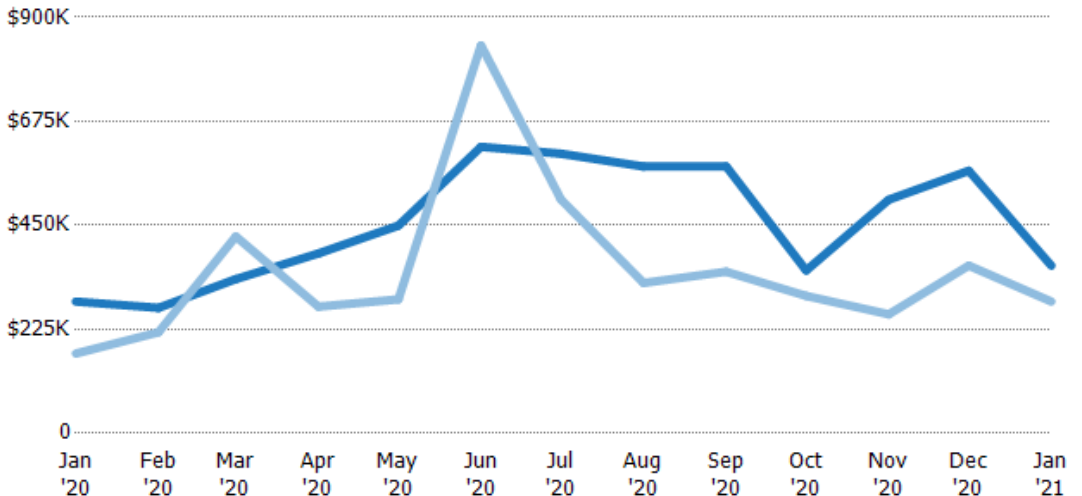
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	100%	-	33%	33%	-	-	40%	36%	21%	38%	8%	29%	20%
Single Family Residence	-	100%	67%	67%	100%	100%	60%	64%	79%	63%	92%	71%	80%

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.
Jan '21	\$363K	27.2%
Jan '20	\$285K	65.2%
Jan '19	\$173K	141.8%

Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$352K	\$505K	\$568K	\$363K
Prior Year	\$173K	\$219K	\$426K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K
Percent Change from Prior Year	65%	24%	-22%	42%	55%	-26%	20%	77%	65%	19%	96%	57%	27%

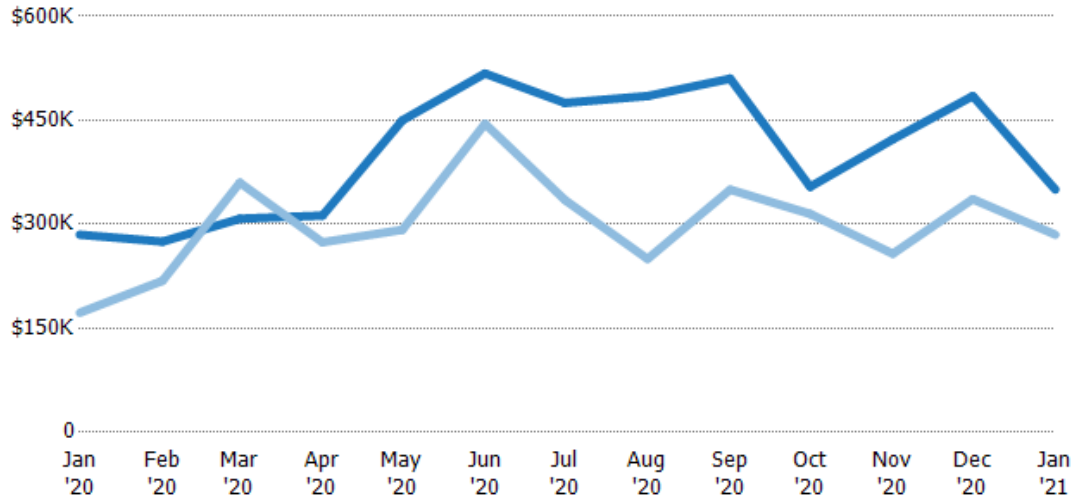
Median Sales Price

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.
Jan '21	\$350K	22.8%
Jan '20	\$285K	65.2%
Jan '19	\$173K	102.9%



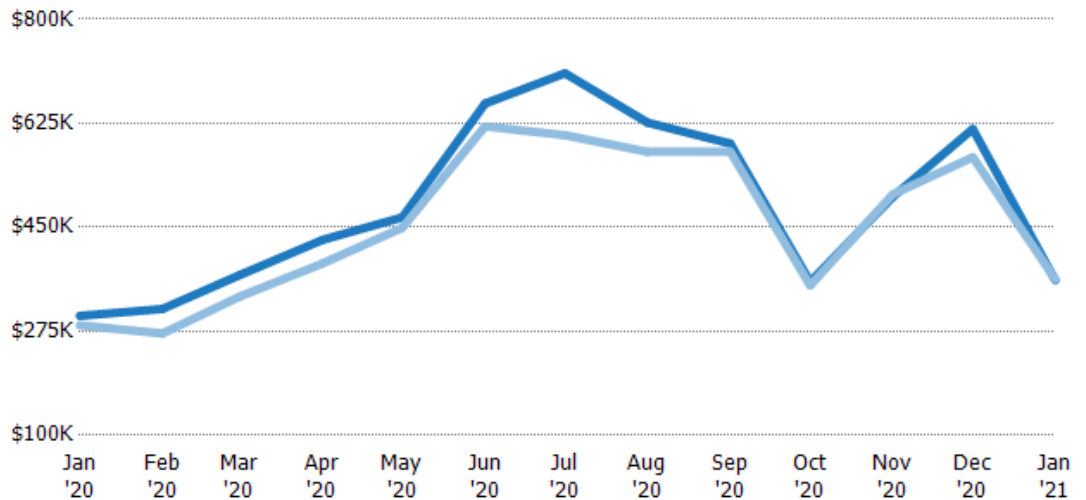
Current Year	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$354K	\$423K	\$485K	\$350K
Prior Year	\$173K	\$219K	\$360K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K
Percent Change from Prior Year	65%	26%	-14%	14%	54%	16%	42%	94%	46%	12%	64%	44%	23%

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



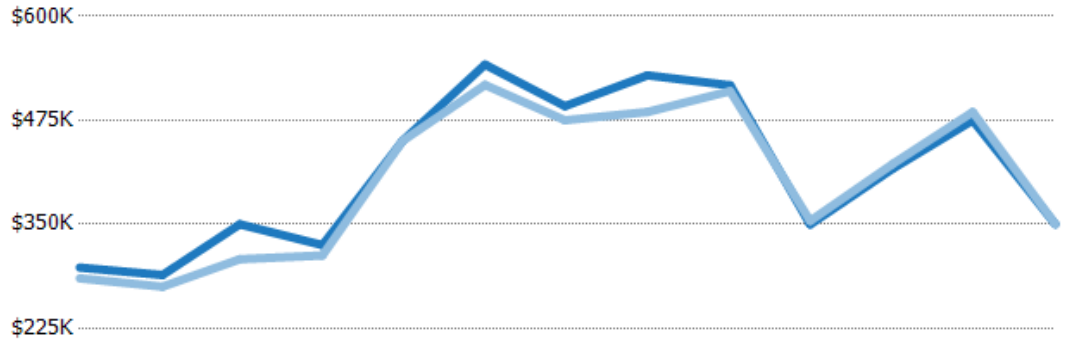
Avg List Price	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$358K	\$501K	\$615K	\$361K
Avg Sales Price	\$285K	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$352K	\$505K	\$568K	\$363K
Avg Sales Price as a % of Avg List Price	95%	87%	90%	91%	96%	94%	85%	92%	98%	98%	101%	92%	100%

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



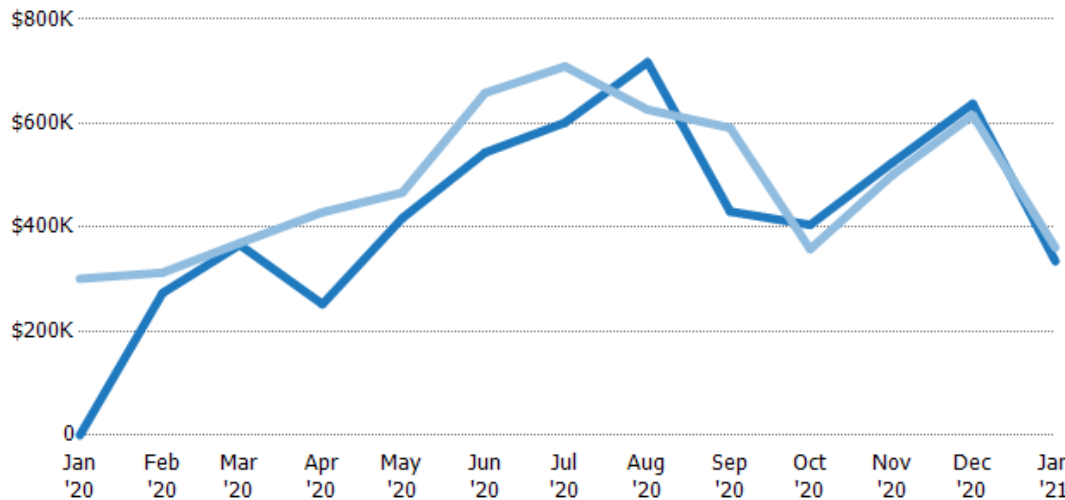
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$417K	\$475K	\$350K
Median Sales Price	\$285K	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$354K	\$423K	\$485K	\$350K
Med Sales Price as a % of Med List Price	96%	95%	88%	96%	100%	95%	97%	92%	99%	101%	101%	102%	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



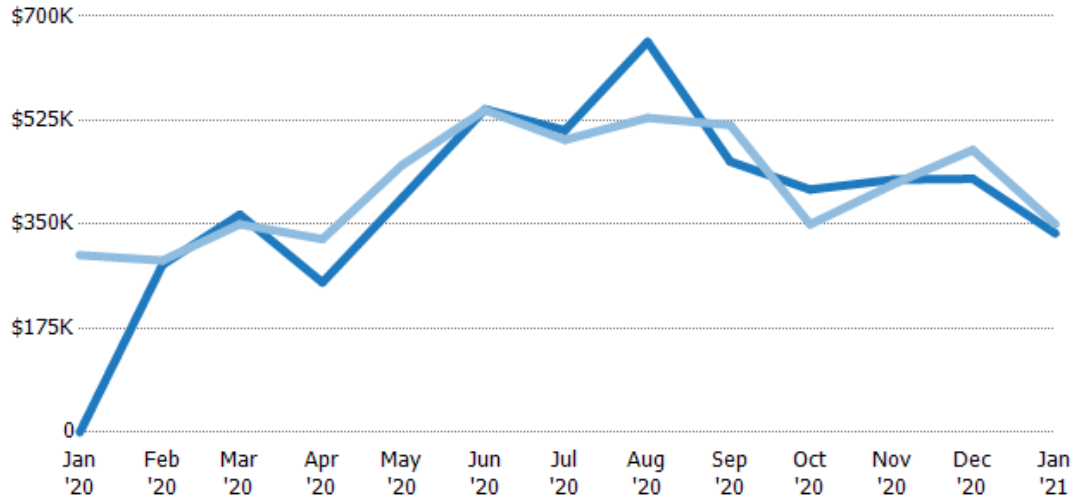
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$0	\$273K	\$366K	\$252K	\$418K	\$543K	\$601K	\$717K	\$430K	\$405K	\$525K	\$638K	\$335K
Avg Sales Price	\$301K	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$358K	\$501K	\$615K	\$361K
Avg Sales Price as a % of Avg Est Value	100%	114%	101%	170%	112%	121%	118%	87%	137%	88%	95%	97%	108%

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	\$0	\$282K	\$366K	\$252K	\$395K	\$543K	\$508K	\$657K	\$456K	\$408K	\$425K	\$427K	\$335K
Median Sales Price	\$298K	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$417K	\$475K	\$350K
Med Sales Price as a % of Med Est Value	100%	103%	96%	129%	114%	100%	97%	81%	114%	86%	98%	111%	105%