

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	7	-28.6%	20	20	+/-
New Listing Volume	\$3,247,000	\$3,754,400	-13.5%	\$10,829,900	\$12,833,300	-15.6%
Active Listing Count	9	48	-81.3%	N/A	N/A	
Active Listing Volume	\$7,940,000	\$29,484,600	-73.1%	N/A	N/A	
Average Listing Price	\$882,222	\$614,263	+43.6%	\$844,244	\$623,459	+35.4%
Median Listing Price	\$399,000	\$404,000	-1.2%	\$364,941	\$410,859	-11.2%
Median Days in RPR	34	209	-83.7%	51.62	207.33	-75.1%
Months of Inventory	4.5	16	-71.9%	3.8	19.5	-80.6%
Absorption Rate	22.22%	6.25%	+16%	26.47%	5.13%	+21.3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	8	-12.5%	23	19	+21.1%
New Pending Sales Volume	\$4,546,000	\$3,182,400	+42.8%	\$13,854,900	\$7,674,400	+80.5%
Pending Sales Count	14	12	+16.7%	N/A	N/A	
Pending Sales Volume	\$9,981,900	\$5,290,500	+88.7%	N/A	N/A	
Closed Sales Count	6	3	+100%	13	9	+44.4%
Closed Sales Volume	\$2,897,500	\$1,000,500	+189.6%	\$6,712,500	\$2,669,400	+151.5%
Average Sales Price	\$482,917	\$333,500	+44.8%	\$516,346	\$296,600	+74.1%
Median Sales Price	\$475,000	\$308,000	+54.2%	\$507,885	\$289,333	+75.5%

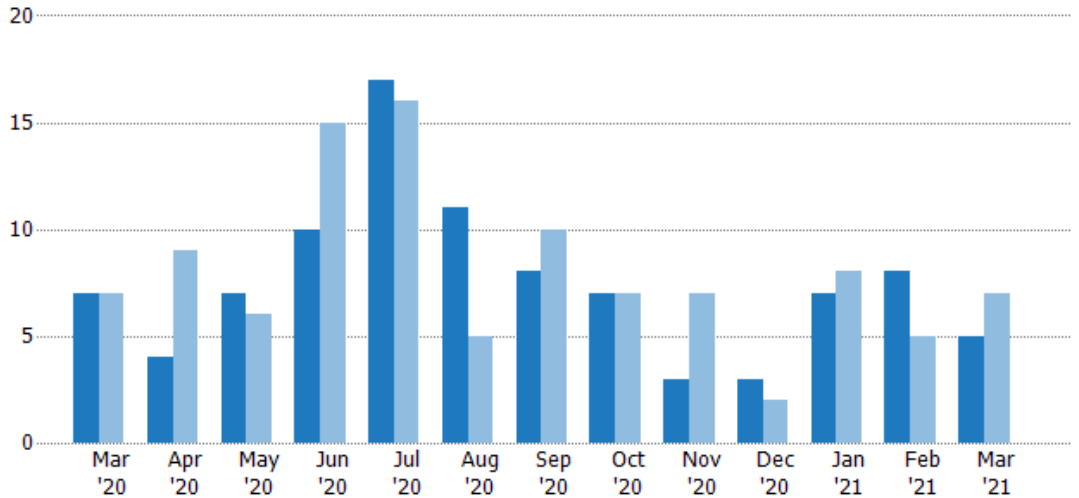
New Listings

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

Month/ Year	Count	% Chg.
Mar '21	5	-28.6%
Mar '20	7	0%
Mar '19	7	14.3%



Current Year	7	4	7	10	17	11	8	7	3	3	7	8	5
Prior Year	7	9	6	15	16	5	10	7	7	2	8	5	7
Percent Change from Prior Year	0%	-56%	17%	-33%	6%	120%	-20%	0%	-57%	50%	-13%	60%	-29%

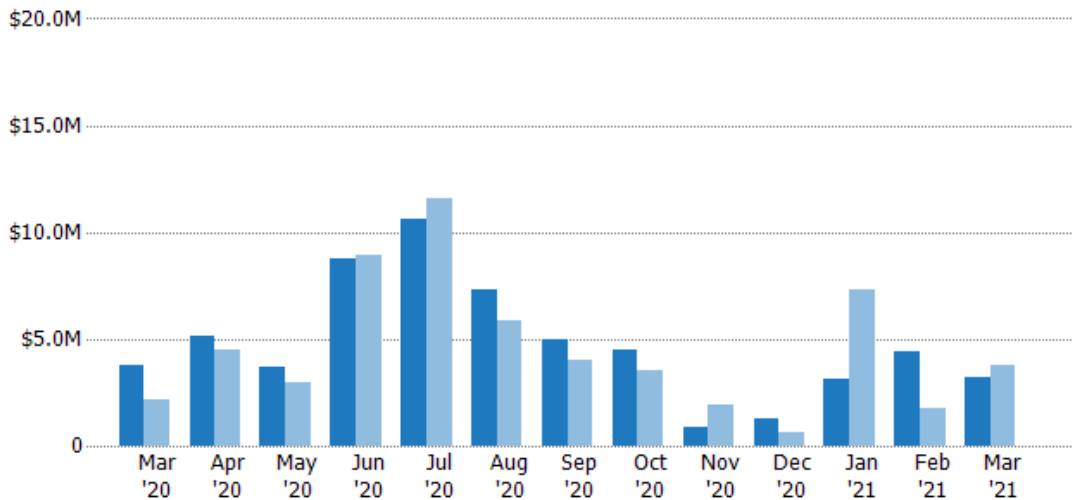
New Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$3.25M	-13.5%
Mar '20	\$3.75M	72.3%
Mar '19	\$2.18M	19.7%



Current Year	\$3.75M	\$5.16M	\$3.72M	\$8.72M	\$10.6M	\$7.31M	\$5M	\$4.46M	\$905K	\$1.31M	\$3.13M	\$4.46M	\$3.25M
Prior Year	\$2.18M	\$4.5M	\$2.95M	\$8.96M	\$11.5M	\$5.9M	\$4.03M	\$3.53M	\$1.96M	\$600K	\$7.31M	\$1.77M	\$3.75M
Percent Change from Prior Year	72%	15%	26%	-3%	-8%	24%	24%	26%	-54%	118%	-57%	151%	-14%

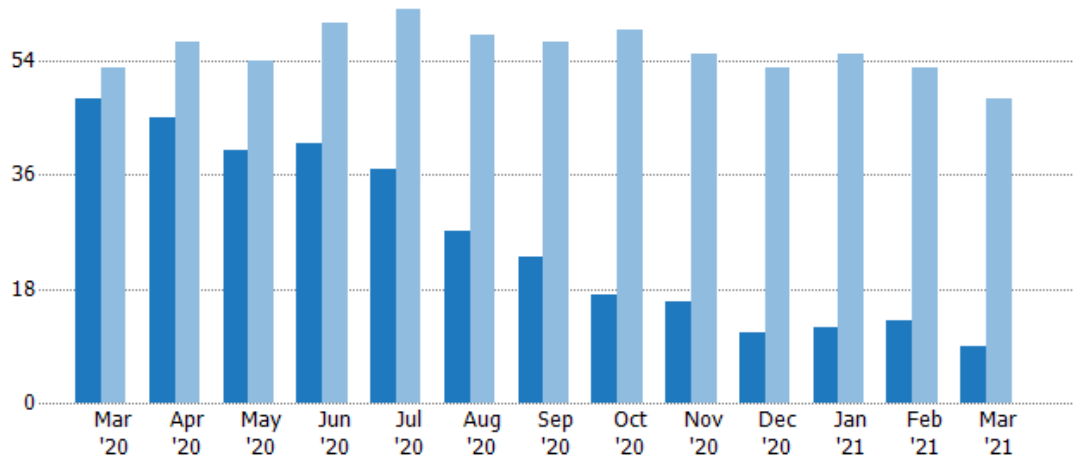
Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	9	-81.3%
Mar '20	48	-9.4%
Mar '19	53	17%



Current Year	48	45	40	41	37	27	23	17	16	11	12	13	9
Prior Year	53	57	54	60	62	58	57	59	55	53	55	53	48
Percent Change from Prior Year	-9%	-21%	-26%	-32%	-40%	-53%	-60%	-71%	-71%	-79%	-78%	-75%	-81%

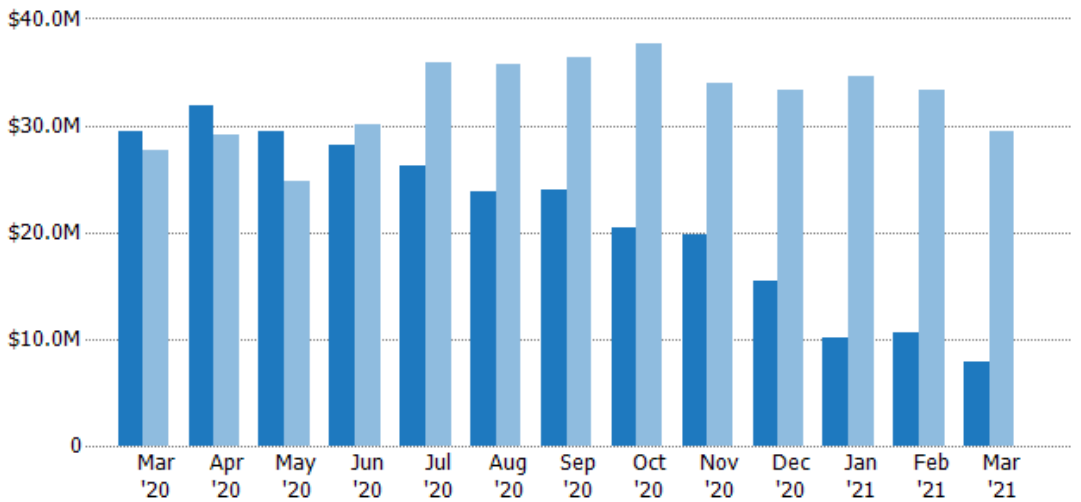
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$7.94M	-73.1%
Mar '20	\$29.5M	6.8%
Mar '19	\$27.6M	2.3%



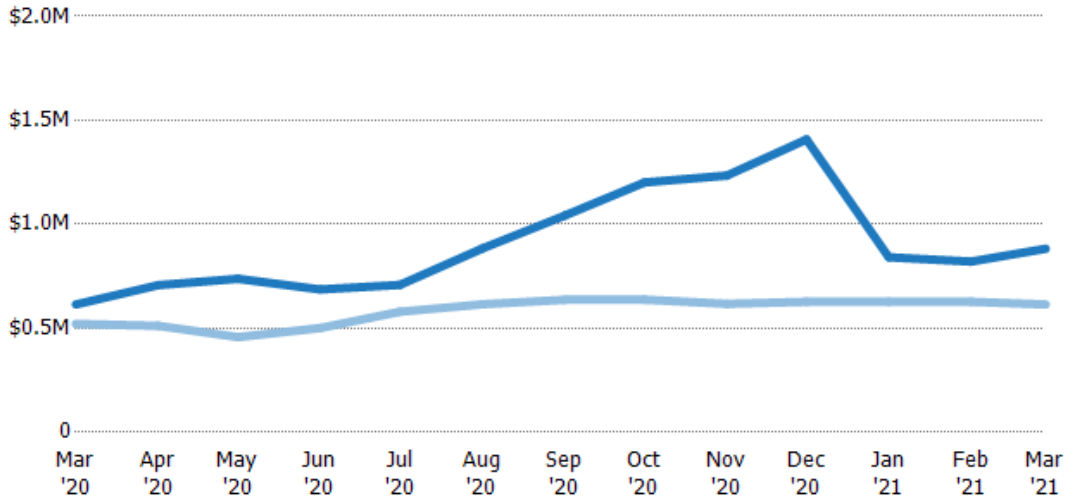
Current Year	\$29.5M	\$31.8M	\$29.5M	\$28.2M	\$26.2M	\$23.9M	\$24M	\$20.4M	\$19.7M	\$15.5M	\$10.1M	\$10.7M	\$7.94M
Prior Year	\$27.6M	\$29.2M	\$24.7M	\$30.1M	\$35.9M	\$35.7M	\$36.3M	\$37.6M	\$34M	\$33.2M	\$34.5M	\$33.3M	\$29.5M
Percent Change from Prior Year	7%	9%	20%	-6%	-27%	-33%	-34%	-46%	-42%	-53%	-71%	-68%	-73%

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



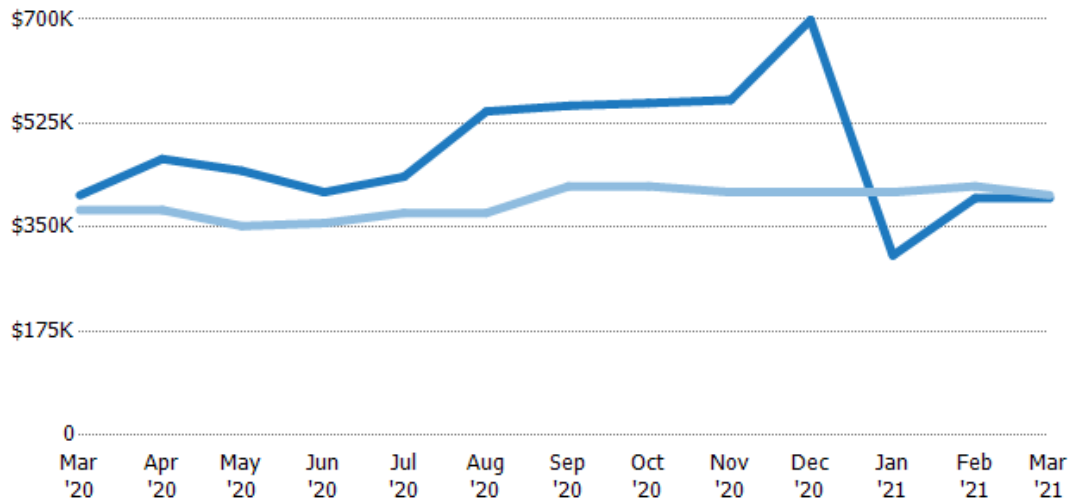
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$614K	\$707K	\$738K	\$687K	\$709K	\$884K	\$1.04M	\$1.2M	\$1.23M	\$1.41M	\$841K	\$821K	\$882K
Prior Year	\$521K	\$512K	\$457K	\$501K	\$580K	\$615K	\$637K	\$638K	\$617K	\$627K	\$628K	\$628K	\$614K
Percent Change from Prior Year	18%	38%	61%	37%	22%	44%	64%	88%	100%	124%	34%	31%	44%

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



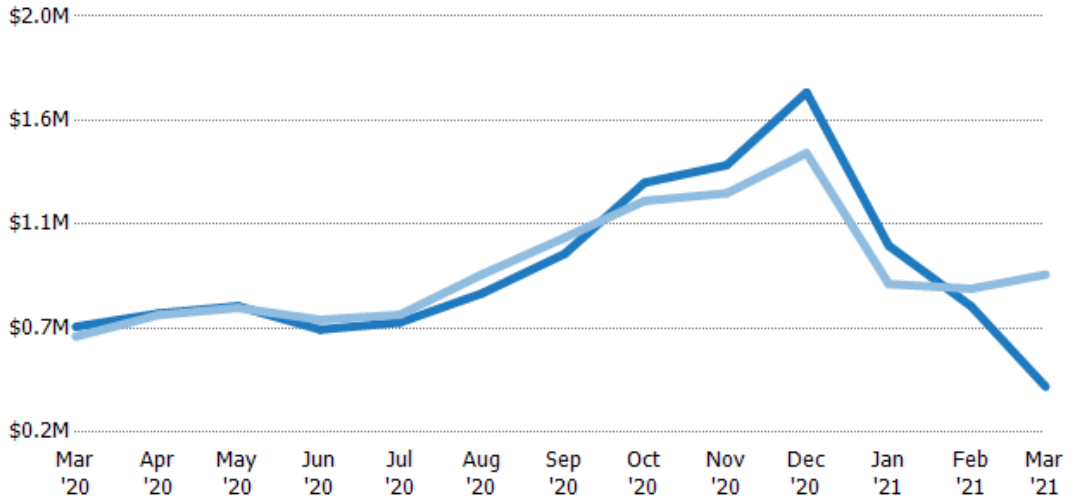
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$404K	\$465K	\$445K	\$409K	\$435K	\$545K	\$555K	\$559K	\$564K	\$699K	\$303K	\$399K	\$399K
Prior Year	\$379K	\$379K	\$352K	\$357K	\$374K	\$374K	\$419K	\$419K	\$409K	\$409K	\$409K	\$419K	\$404K
Percent Change from Prior Year	7%	23%	26%	15%	16%	46%	32%	33%	38%	71%	-26%	-5%	-1%

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



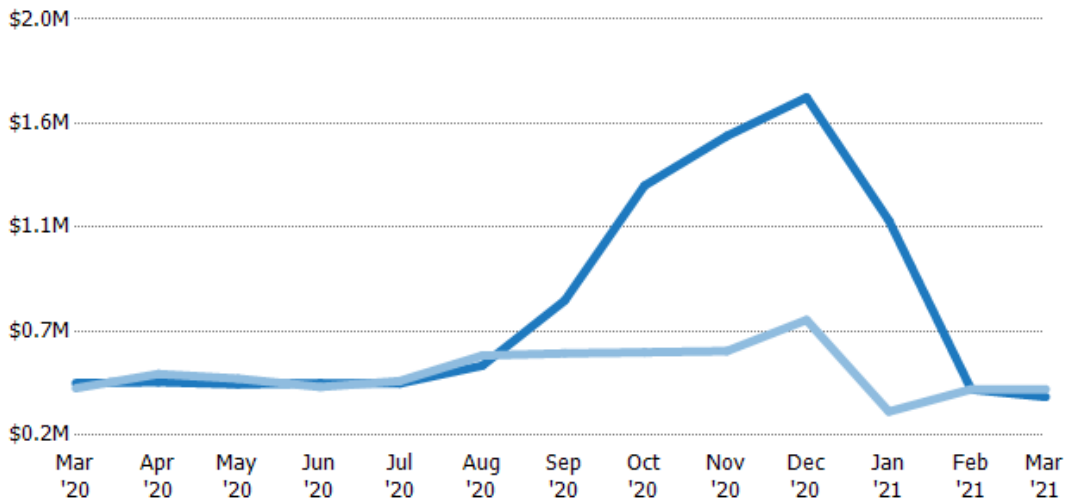
Avg Est Value	\$656K	\$714K	\$746K	\$644K	\$675K	\$802K	\$972K	\$1.28M	\$1.36M	\$1.67M	\$1.01M	\$745K	\$397K
Avg Listing Price	\$614K	\$707K	\$738K	\$687K	\$709K	\$884K	\$1.04M	\$1.2M	\$1.23M	\$1.41M	\$841K	\$821K	\$882K
Avg Listing Price as a % of Avg Est Value	94%	99%	99%	107%	105%	110%	107%	94%	91%	84%	84%	110%	222%

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



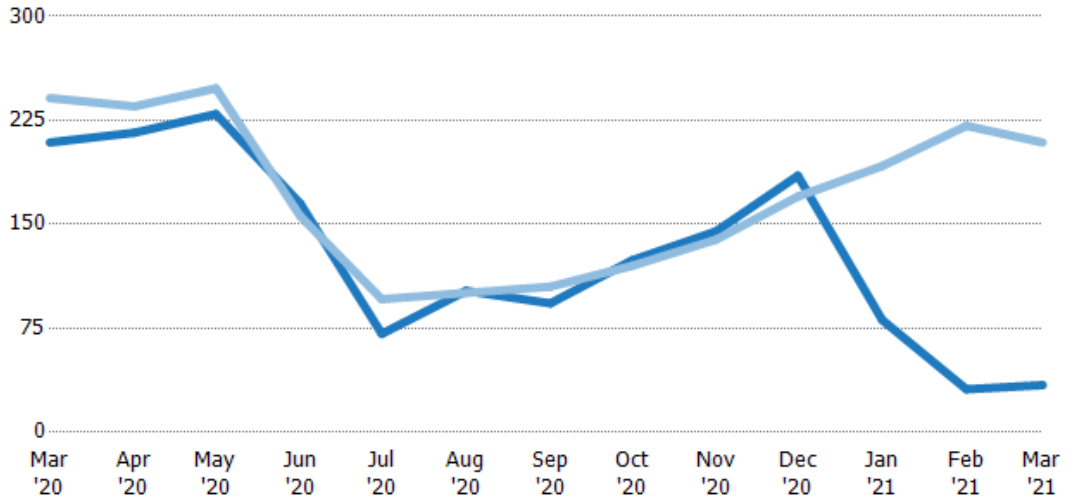
Median Est Value	\$426K	\$430K	\$420K	\$426K	\$424K	\$502K	\$783K	\$1.28M	\$1.49M	\$1.66M	\$1.13M	\$398K	\$366K
Median Listing Price	\$404K	\$465K	\$445K	\$409K	\$435K	\$545K	\$555K	\$559K	\$564K	\$699K	\$303K	\$399K	\$399K
Med Listing Price as a % of Med Est Value	95%	108%	106%	96%	102%	109%	71%	44%	38%	42%	27%	100%	109%

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



Month/Year	Days	% Chg.
Mar '21	34	-83.7%
Mar '20	209	-13.3%
Mar '19	241	-19.3%

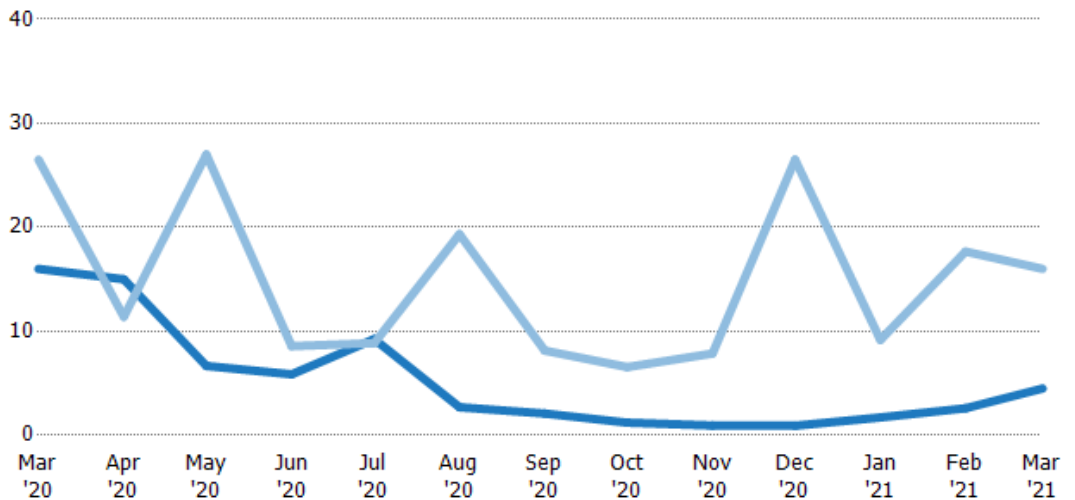
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	209	216	230	165	71	102	93	124	145	185	81	31	34
Prior Year	241	235	248	156	96	101	105	120	139	170	192	221	209
Percent Change from Prior Year	-13%	-8%	-7%	6%	-26%	1%	-11%	3%	4%	9%	-58%	-86%	-84%

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



Month/Year	Months	% Chg.
Mar '21	4.5	-71.9%
Mar '20	16	-39.6%
Mar '19	26.5	17%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	16	15	6.67	5.86	9.25	2.7	2.09	1.21	0.94	0.92	1.71	2.6	4.5
Prior Year	26.5	11.4	27	8.57	8.86	19.3	8.14	6.56	7.86	26.5	9.17	17.7	16
Percent Change from Prior Year	-40%	32%	-75%	-32%	4%	-86%	-74%	-81%	-88%	-97%	-81%	-85%	-72%

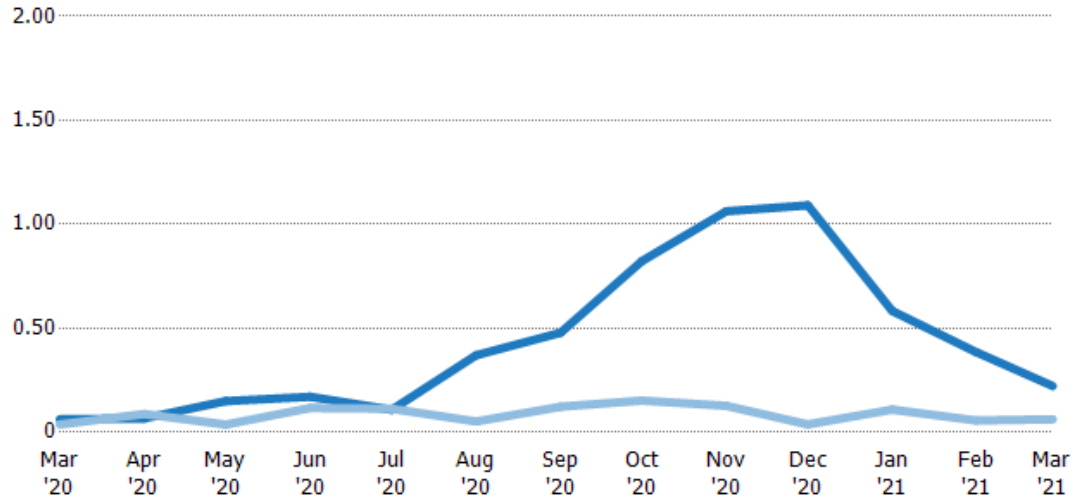
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Rate	Chg.
Mar '21	22%	-16%
Mar '20	6%	-2.5%
Mar '19	4%	-14.6%



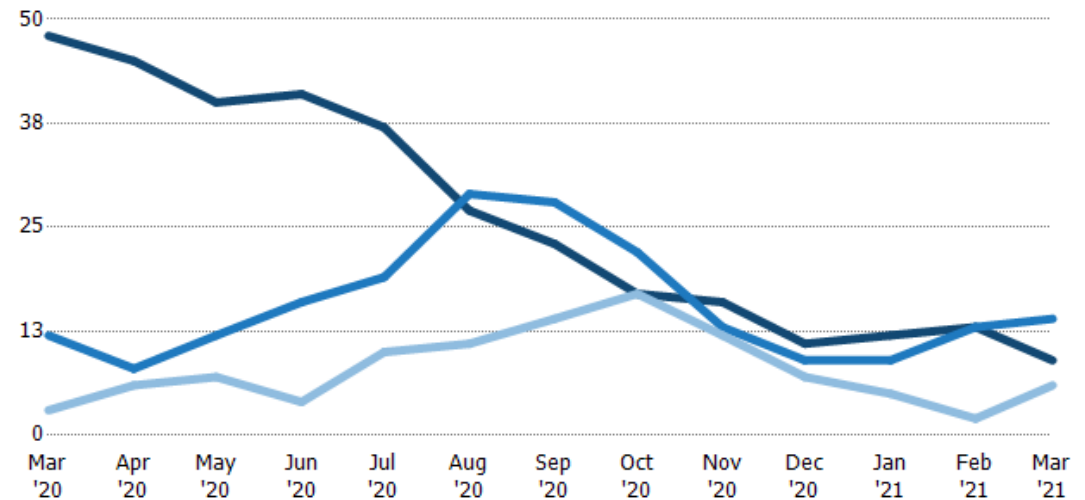
Current Year	6%	7%	15%	17%	11%	37%	48%	82%	106%	109%	58%	38%	22%
Prior Year	4%	9%	4%	12%	11%	5%	12%	15%	13%	4%	11%	6%	6%
Change from Prior Year	-2%	2%	-11%	-5%	0%	-32%	-36%	-67%	-94%	-105%	-47%	-33%	-16%

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



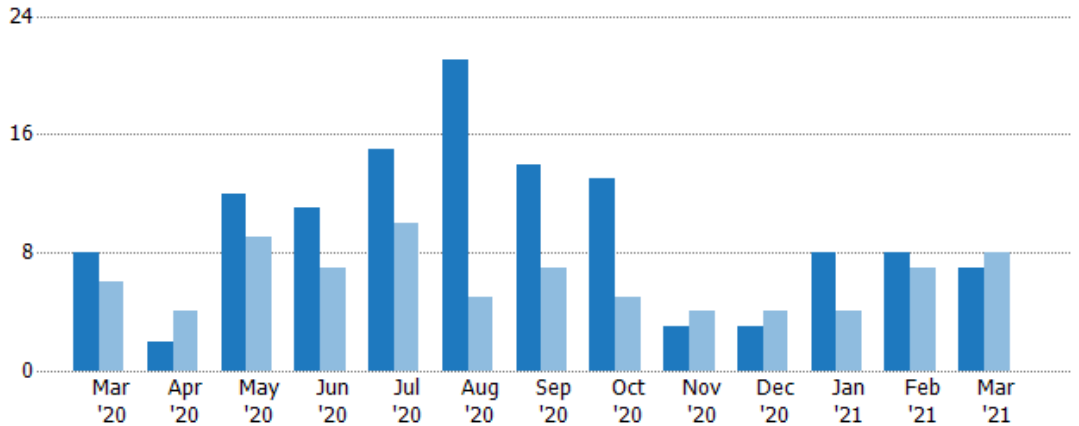
Active	48	45	40	41	37	27	23	17	16	11	12	13	9
Pending	12	8	12	16	19	29	28	22	13	9	9	13	14
Sold	3	6	7	4	10	11	14	17	12	7	5	2	6

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



Month/Year	Count	% Chg.
Mar '21	7	-12.5%
Mar '20	8	33.3%
Mar '19	6	83.3%

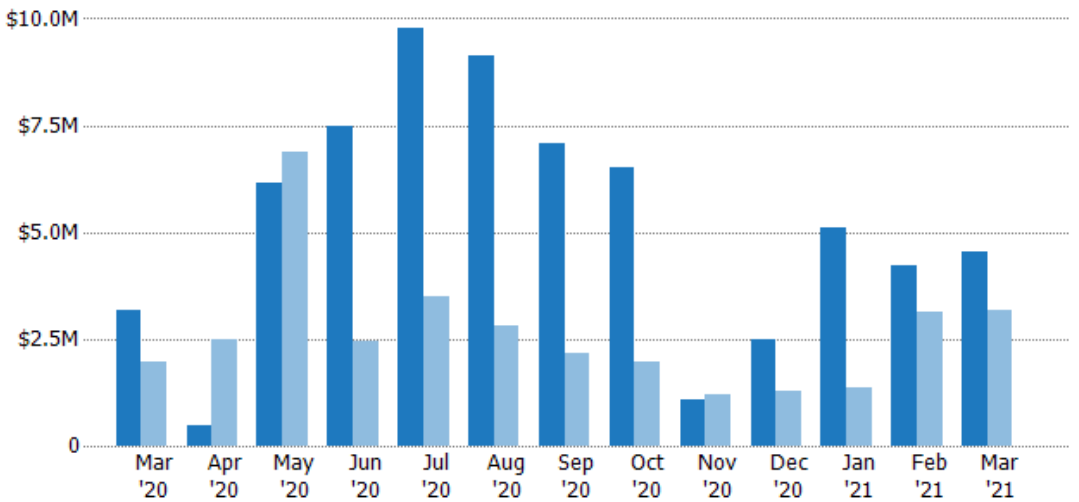
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	8	2	12	11	15	21	14	13	3	3	8	8	7
Prior Year	6	4	9	7	10	5	7	5	4	4	4	7	8
Percent Change from Prior Year	33%	-50%	33%	57%	50%	320%	100%	160%	-25%	-25%	100%	14%	-13%

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



Month/Year	Volume	% Chg.
Mar '21	\$4.55M	42.8%
Mar '20	\$3.18M	61.5%
Mar '19	\$1.97M	120.7%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$3.18M	\$469K	\$6.16M	\$7.47M	\$9.78M	\$9.13M	\$7.06M	\$6.52M	\$1.08M	\$2.49M	\$5.1M	\$4.21M	\$4.55M
Prior Year	\$1.97M	\$2.48M	\$6.87M	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M
Percent Change from Prior Year	62%	-81%	-10%	207%	179%	225%	223%	230%	-9%	95%	274%	35%	43%

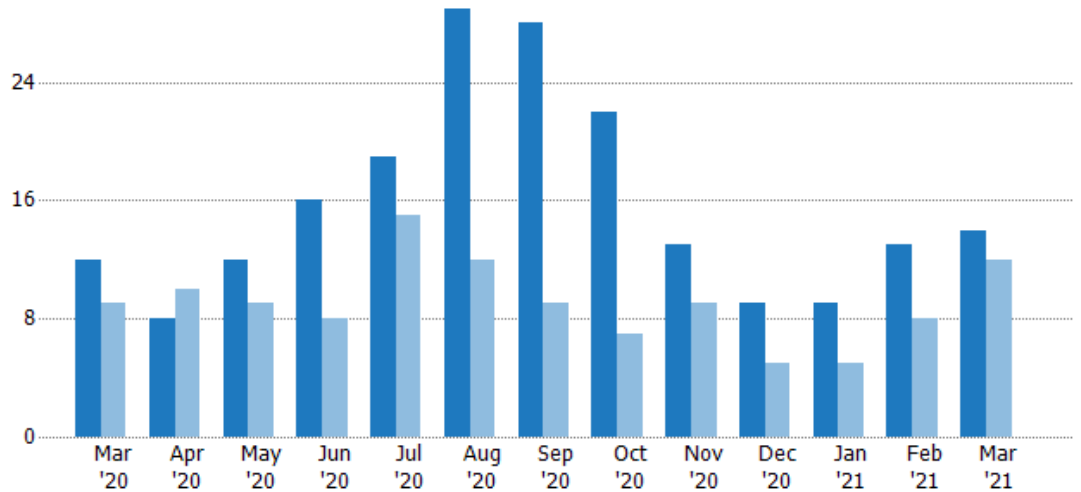
Pending Sales

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

Month/ Year	Count	% Chg.
Mar '21	14	16.7%
Mar '20	12	33.3%
Mar '19	9	22.2%



Current Year	12	8	12	16	19	29	28	22	13	9	9	13	14
Prior Year	9	10	9	8	15	12	9	7	9	5	5	8	12
Percent Change from Prior Year	33%	-20%	33%	100%	27%	142%	211%	214%	44%	80%	80%	63%	17%

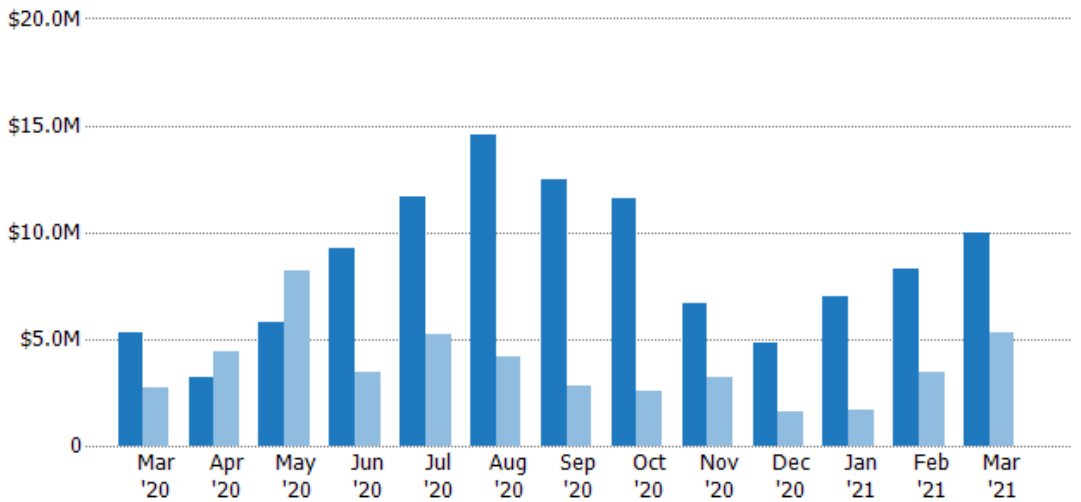
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$9.98M	88.7%
Mar '20	\$5.29M	95.6%
Mar '19	\$2.71M	43.4%



Current Year	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.6M	\$14.6M	\$12.5M	\$11.6M	\$6.67M	\$4.85M	\$7.02M	\$8.32M	\$9.98M
Prior Year	\$2.71M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M	\$5.29M
Percent Change from Prior Year	96%	-27%	-30%	167%	121%	249%	350%	351%	109%	202%	309%	141%	89%

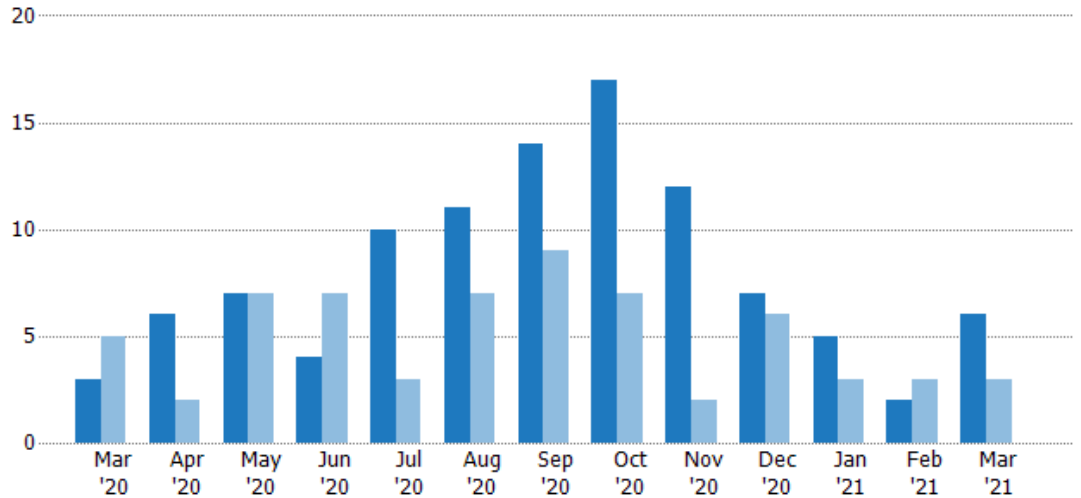
Closed Sales

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

Month/ Year	Count	% Chg.
Mar '21	6	100%
Mar '20	3	-40%
Mar '19	5	40%



Current Year	3	6	7	4	10	11	14	17	12	7	5	2	6
Prior Year	5	2	7	7	3	7	9	7	2	6	3	3	3
Percent Change from Prior Year	-40%	200%	0%	-43%	233%	57%	56%	143%	500%	17%	67%	-33%	100%

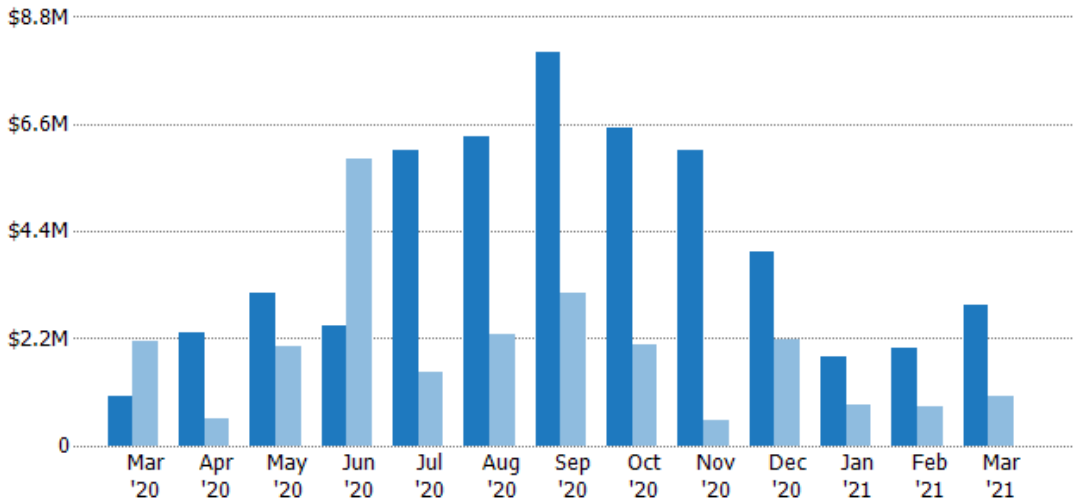
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$2.9M	189.6%
Mar '20	\$1M	-53%
Mar '19	\$2.13M	35%



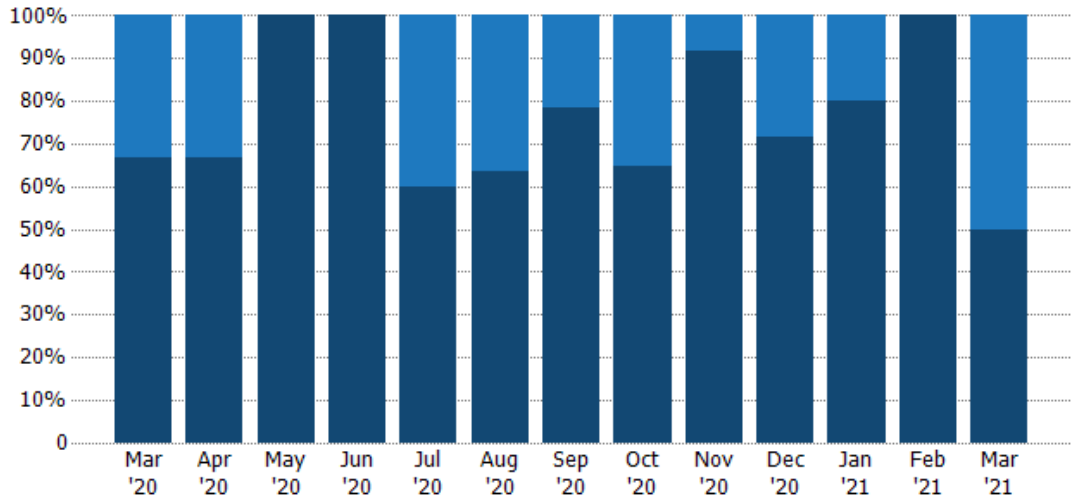
Current Year	\$1M	\$2.33M	\$3.14M	\$2.48M	\$6.05M	\$6.35M	\$8.08M	\$6.51M	\$6.07M	\$3.98M	\$1.81M	\$2M	\$2.9M
Prior Year	\$2.13M	\$548K	\$2.03M	\$5.88M	\$1.52M	\$2.28M	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K	\$814K	\$1M
Percent Change from Prior Year	-53%	326%	55%	-58%	299%	179%	157%	213%	1,078%	83%	112%	146%	190%

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



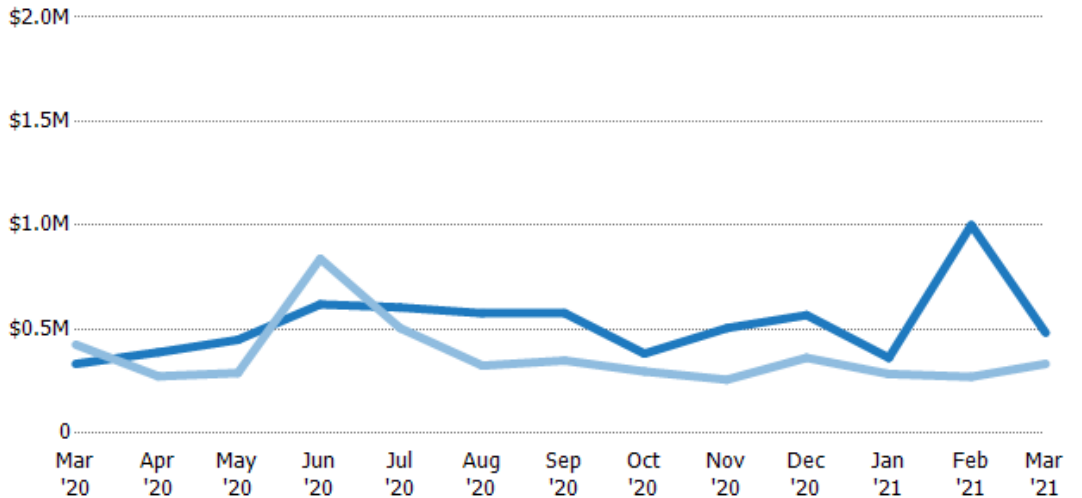
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	33%	33%	-	-	40%	36%	21%	35%	8%	29%	20%	-	50%
Single Family Residence	67%	67%	100%	100%	60%	64%	79%	65%	92%	71%	80%	100%	50%

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



Month/Year	Price	% Chg.
Mar '21	\$483K	44.8%
Mar '20	\$334K	-21.7%
Mar '19	\$426K	-3.6%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$383K	\$505K	\$568K	\$363K	\$1M	\$483K
Prior Year	\$426K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K	\$334K
Percent Change from Prior Year	-22%	42%	55%	-26%	20%	77%	65%	29%	96%	57%	27%	269%	45%

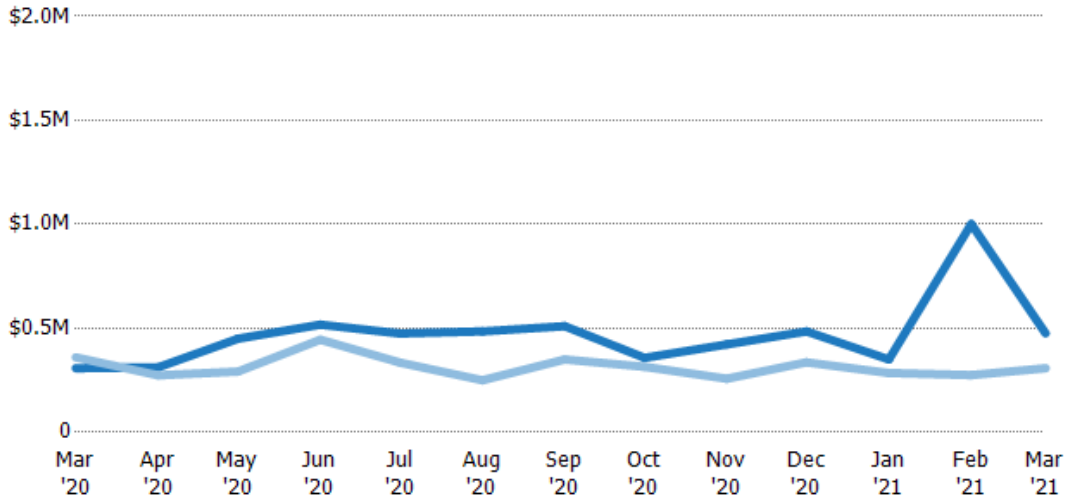
Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '21	\$475K	54.2%
Mar '20	\$308K	-14.4%
Mar '19	\$360K	7.5%



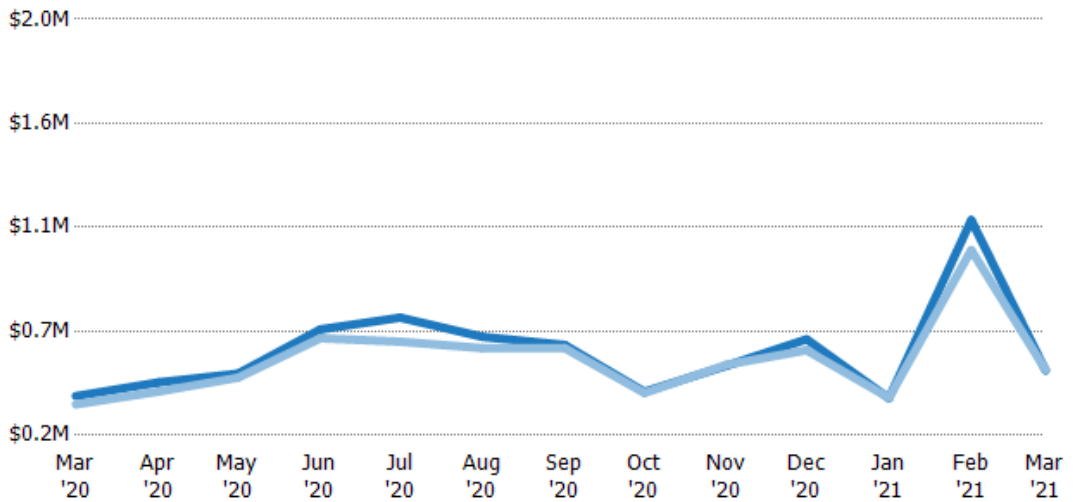
Current Year	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$358K	\$423K	\$485K	\$350K	\$1M	\$475K
Prior Year	\$360K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K	\$308K
Percent Change from Prior Year	-14%	14%	54%	16%	42%	94%	46%	14%	64%	44%	23%	264%	54%

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



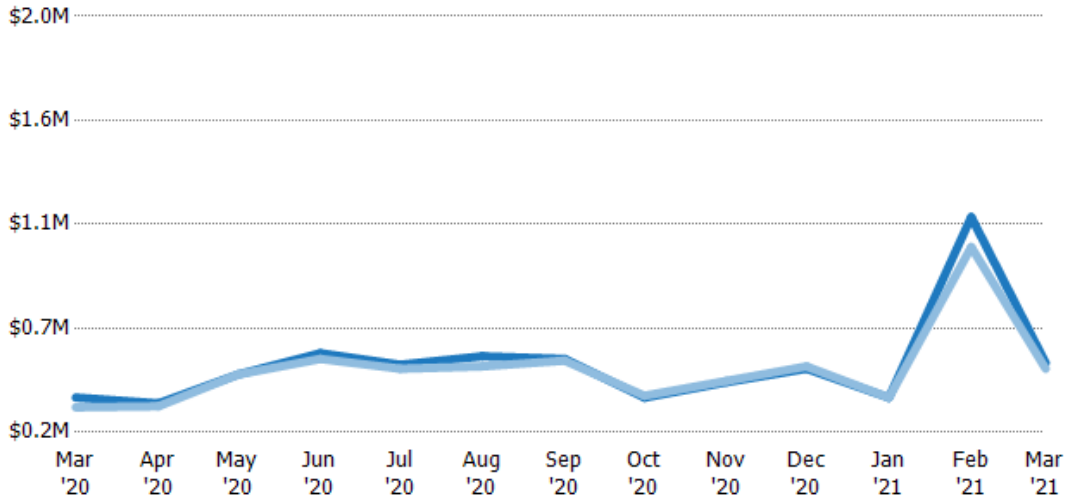
Avg List Price	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$388K	\$501K	\$615K	\$361K	\$1.13M	\$480K
Avg Sales Price	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$383K	\$505K	\$568K	\$363K	\$1M	\$483K
Avg Sales Price as a % of Avg List Price	90%	91%	96%	94%	85%	92%	98%	99%	101%	92%	100%	89%	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



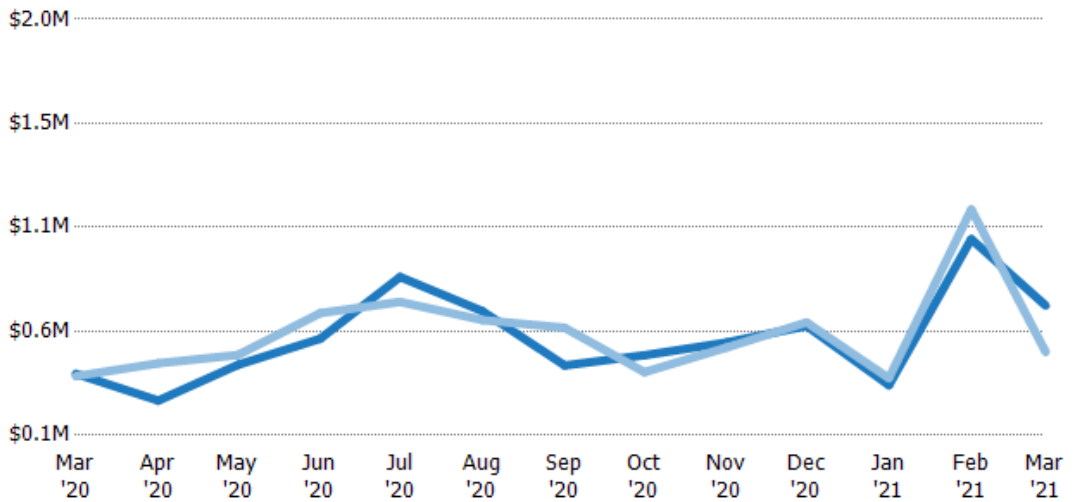
Median List Price	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$417K	\$475K	\$350K	\$1.13M	\$500K
Median Sales Price	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$358K	\$423K	\$485K	\$350K	\$1M	\$475K
Med Sales Price as a % of Med List Price	88%	96%	100%	95%	97%	92%	99%	102%	101%	102%	100%	89%	95%

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



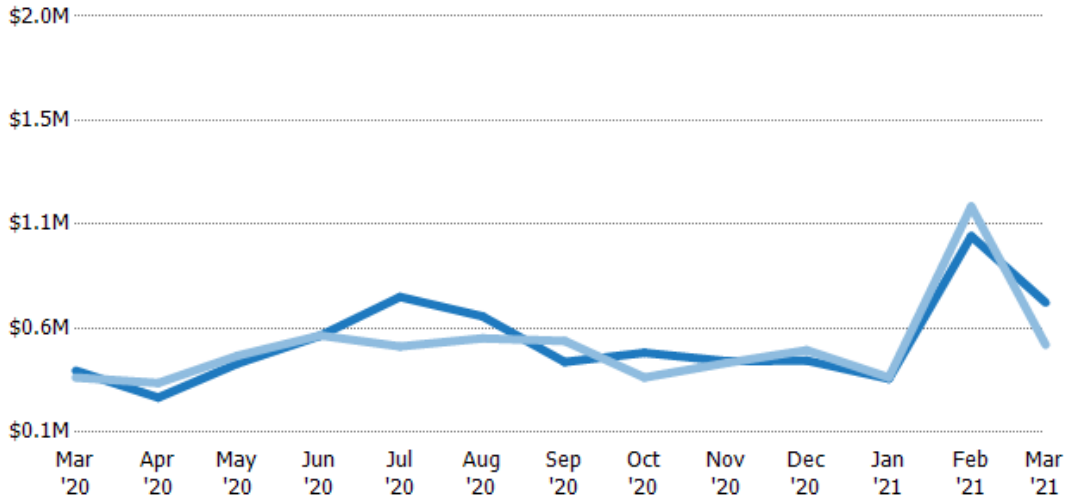
Avg Est Value	\$381K	\$258K	\$422K	\$541K	\$823K	\$667K	\$419K	\$466K	\$524K	\$600K	\$329K	\$996K	\$693K
Avg Sales Price	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$388K	\$501K	\$615K	\$361K	\$1.13M	\$480K
Avg Sales Price as a % of Avg Est Value	97%	166%	111%	122%	86%	94%	141%	83%	96%	103%	110%	114%	69%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$381K	\$258K	\$415K	\$541K	\$718K	\$630K	\$421K	\$463K	\$424K	\$428K	\$344K	\$996K	\$693K
Median Sales Price	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$417K	\$475K	\$350K	\$1.13M	\$500K
Med Sales Price as a % of Med Est Value	92%	126%	109%	100%	69%	84%	123%	76%	98%	111%	102%	114%	72%