

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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	5	+60%	15	13	+15.4%
New Listing Volume	\$4,455,000	\$1,771,400	+151.5%	\$7,582,900	\$9,078,900	-16.5%
Active Listing Count	13	53	-75.5%	N/A	N/A	
Active Listing Volume	\$10,670,900	\$33,258,700	-67.9%	N/A	N/A	
Average Listing Price	\$820,838	\$627,523	+30.8%	\$830,572	\$627,546	+32.4%
Median Listing Price	\$399,000	\$419,000	-4.8%	\$352,680	\$413,907	-14.8%
Median Days in RPR	31	221	-86%	66.71	206.5	-67.7%
Months of Inventory	2.6	17.7	-85.3%	4.2	36	-88.4%
Absorption Rate	38.46%	5.66%	+32.8%	24%	2.78%	+21.2%
Sales Activity Charts Metrics						
New Pending Sales Count	8	7	+14.3%	16	11	+45.5%
New Pending Sales Volume	\$4,212,500	\$3,129,000	+34.6%	\$9,308,900	\$4,492,000	+107.2%
Pending Sales Count	13	8	+62.5%	N/A	N/A	
Pending Sales Volume	\$8,318,400	\$3,457,000	+140.6%	N/A	N/A	
Closed Sales Count	2	3	-33.3%	7	6	+16.7%
Closed Sales Volume	\$2,002,500	\$813,900	+146%	\$3,815,000	\$1,668,900	+128.6%
Average Sales Price	\$1,001,250	\$271,300	+269.1%	\$545,000	\$278,150	+95.9%
Median Sales Price	\$1,001,250	\$275,000	+264.1%	\$536,071	\$280,000	+91.5%

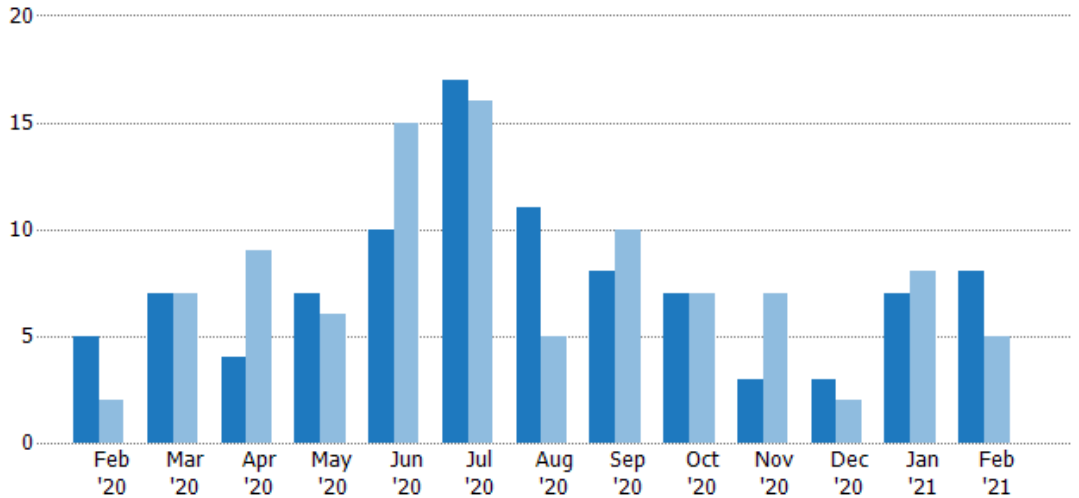
New Listings

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.
Feb '21	8	60%
Feb '20	5	150%
Feb '19	2	400%



Current Year	5	7	4	7	10	17	11	8	7	3	3	7	8
Prior Year	2	7	9	6	15	16	5	10	7	7	2	8	5
Percent Change from Prior Year	150%	0%	-56%	17%	-33%	6%	120%	-20%	0%	-57%	50%	-13%	60%

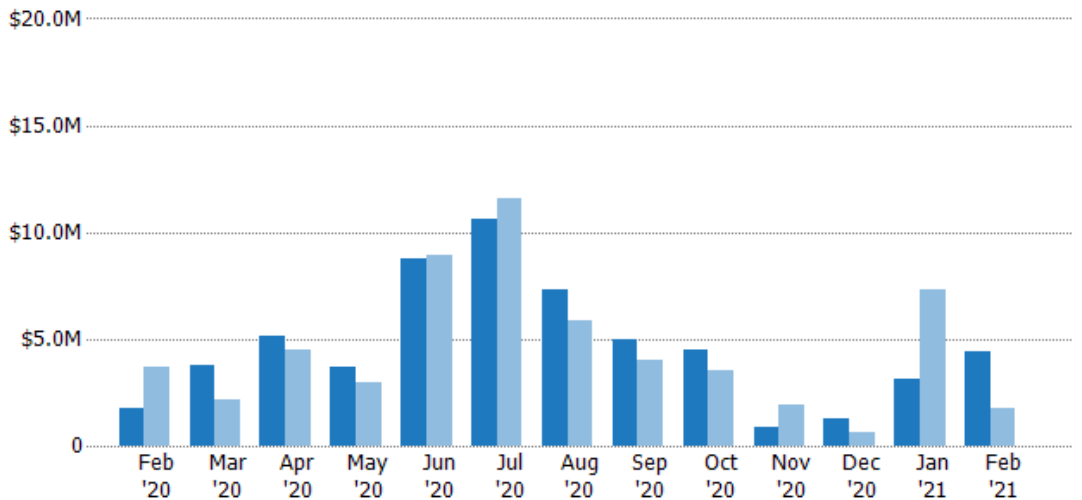
New Listing Volume

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.
Feb '21	\$4.46M	151.5%
Feb '20	\$1.77M	-52.3%
Feb '19	\$3.71M	7.2%



Current Year	\$1.77M	\$3.75M	\$5.16M	\$3.72M	\$8.72M	\$10.6M	\$7.31M	\$5M	\$4.46M	\$905K	\$1.31M	\$3.13M	\$4.46M
Prior Year	\$3.71M	\$2.18M	\$4.5M	\$2.95M	\$8.96M	\$11.5M	\$5.9M	\$4.03M	\$3.53M	\$1.96M	\$600K	\$7.31M	\$1.77M
Percent Change from Prior Year	-52%	72%	15%	26%	-3%	-8%	24%	24%	26%	-54%	118%	-57%	151%

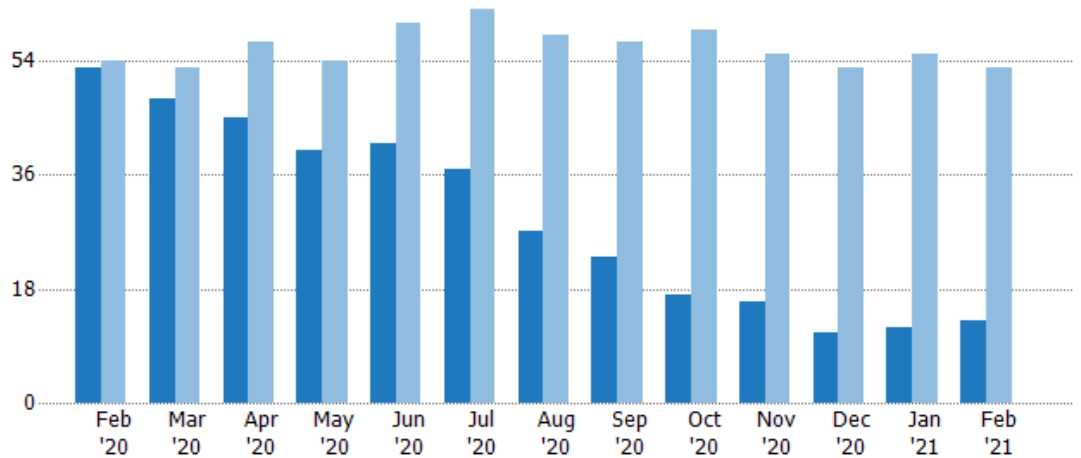
Active Listings

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.
Feb '21	13	-75.5%
Feb '20	53	-1.9%
Feb '19	54	20.4%



Current Year	53	48	45	40	41	37	27	23	17	16	11	12	13
Prior Year	54	53	57	54	60	62	58	57	59	55	53	55	53
Percent Change from Prior Year	-2%	-9%	-21%	-26%	-32%	-40%	-53%	-60%	-71%	-71%	-79%	-78%	-75%

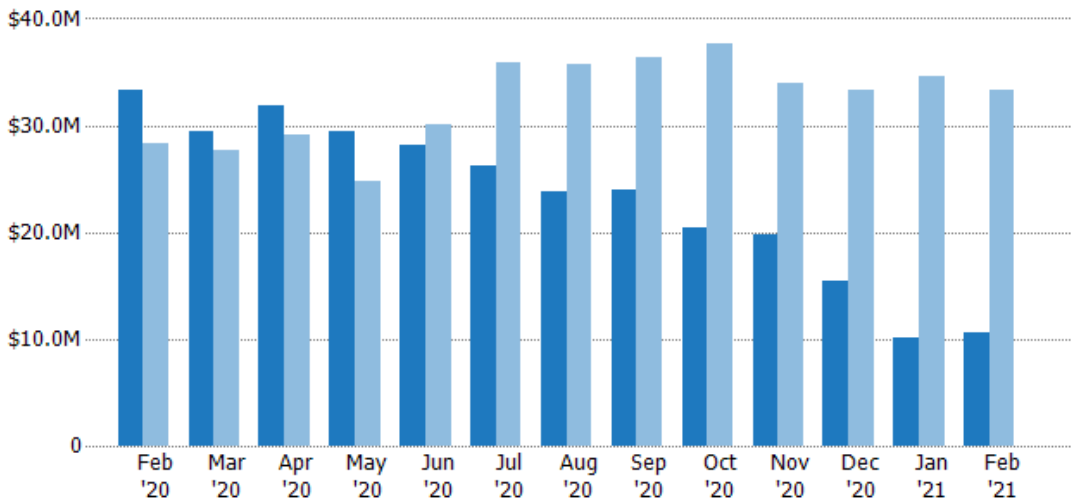
Active Listing Volume

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.
Feb '21	\$10.7M	-67.9%
Feb '20	\$33.3M	17.3%
Feb '19	\$28.3M	4.2%



Current Year	\$33.3M	\$29.5M	\$31.8M	\$29.5M	\$28.2M	\$26.2M	\$23.9M	\$24M	\$20.4M	\$19.7M	\$15.5M	\$10.1M	\$10.7M
Prior Year	\$28.3M	\$27.6M	\$29.2M	\$24.7M	\$30.1M	\$35.9M	\$35.7M	\$36.3M	\$37.6M	\$34M	\$33.2M	\$34.5M	\$33.3M
Percent Change from Prior Year	17%	7%	9%	20%	-6%	-27%	-33%	-34%	-46%	-42%	-53%	-71%	-68%

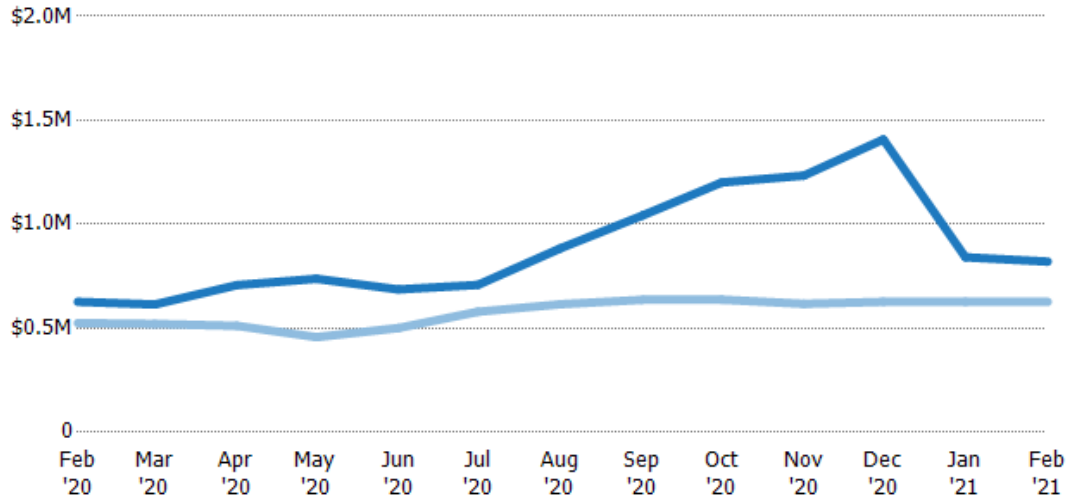
Average Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$821K	30.8%
Feb '20	\$628K	19.6%
Feb '19	\$525K	-13.4%



Current Year	\$628K	\$614K	\$707K	\$738K	\$687K	\$709K	\$884K	\$1.04M	\$1.2M	\$1.23M	\$1.41M	\$841K	\$821K
Prior Year	\$525K	\$521K	\$512K	\$457K	\$501K	\$580K	\$615K	\$637K	\$638K	\$617K	\$627K	\$628K	\$628K
Percent Change from Prior Year	20%	18%	38%	61%	37%	22%	44%	64%	88%	100%	124%	34%	31%

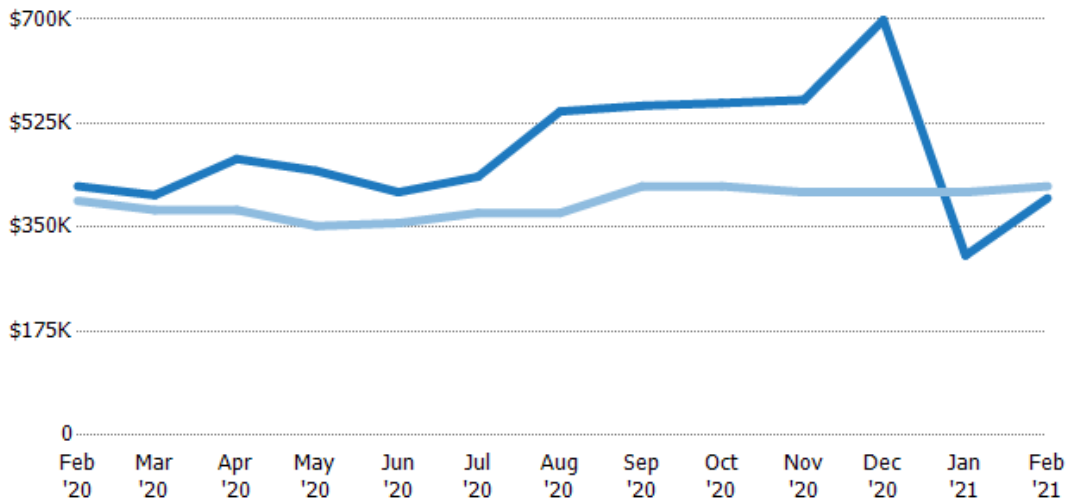
Median Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$399K	-4.8%
Feb '20	\$419K	6.2%
Feb '19	\$395K	-4.9%



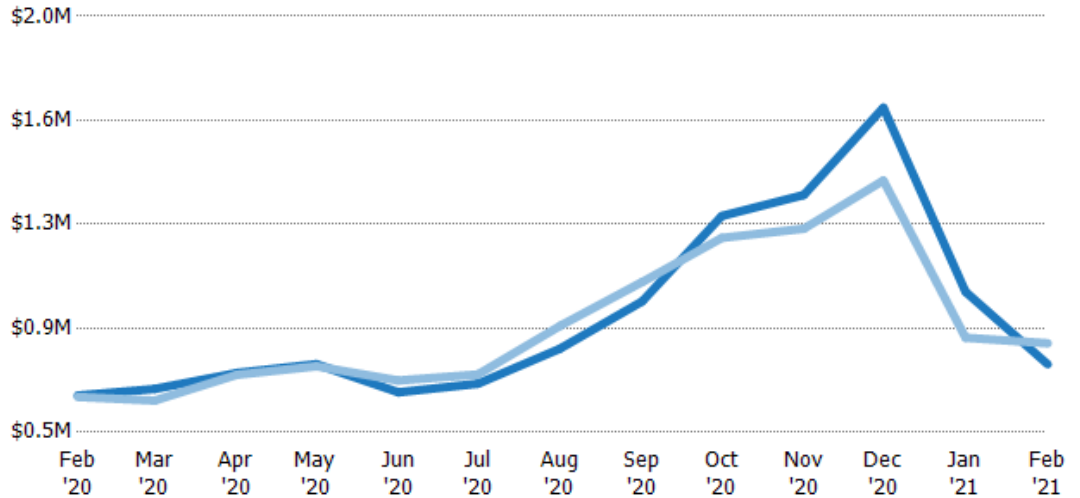
Current Year	\$419K	\$404K	\$465K	\$445K	\$409K	\$435K	\$545K	\$555K	\$559K	\$564K	\$699K	\$303K	\$399K
Prior Year	\$395K	\$379K	\$379K	\$352K	\$357K	\$374K	\$374K	\$419K	\$419K	\$409K	\$409K	\$409K	\$419K
Percent Change from Prior Year	6%	7%	23%	26%	15%	16%	46%	32%	33%	38%	71%	-26%	-5%

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



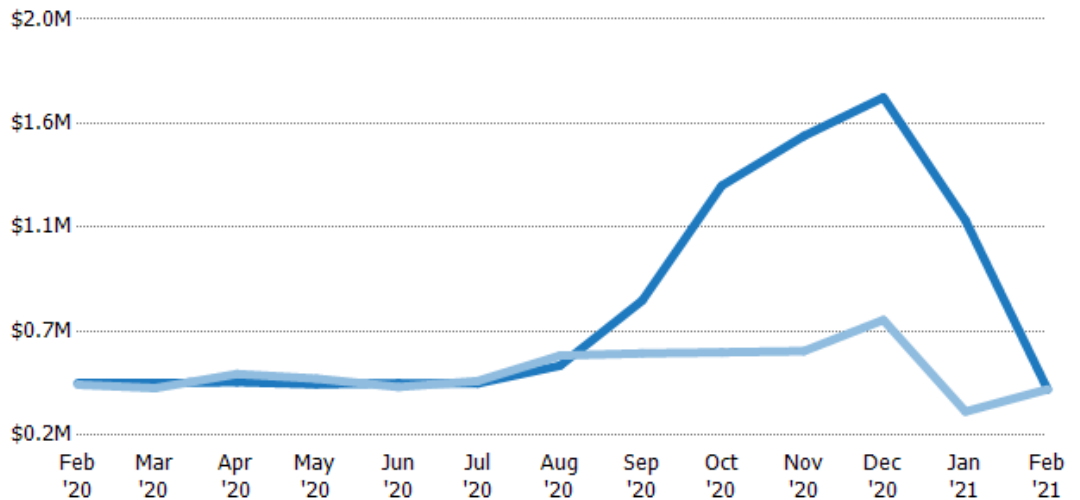
Avg Est Value	\$633K	\$656K	\$714K	\$746K	\$644K	\$675K	\$802K	\$972K	\$1.28M	\$1.36M	\$1.67M	\$1.01M	\$745K
Avg Listing Price	\$628K	\$614K	\$707K	\$738K	\$687K	\$709K	\$884K	\$1.04M	\$1.2M	\$1.23M	\$1.41M	\$841K	\$821K
Avg Listing Price as a % of Avg Est Value	99%	94%	99%	99%	107%	105%	110%	107%	94%	91%	84%	84%	110%

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	\$426K	\$430K	\$420K	\$426K	\$424K	\$502K	\$783K	\$1.28M	\$1.49M	\$1.66M	\$1.13M	\$398K
Median Listing Price	\$419K	\$404K	\$465K	\$445K	\$409K	\$435K	\$545K	\$555K	\$559K	\$564K	\$699K	\$303K	\$399K
Med Listing Price as a % of Med Est Value	98%	95%	108%	106%	96%	102%	109%	71%	44%	38%	42%	27%	100%

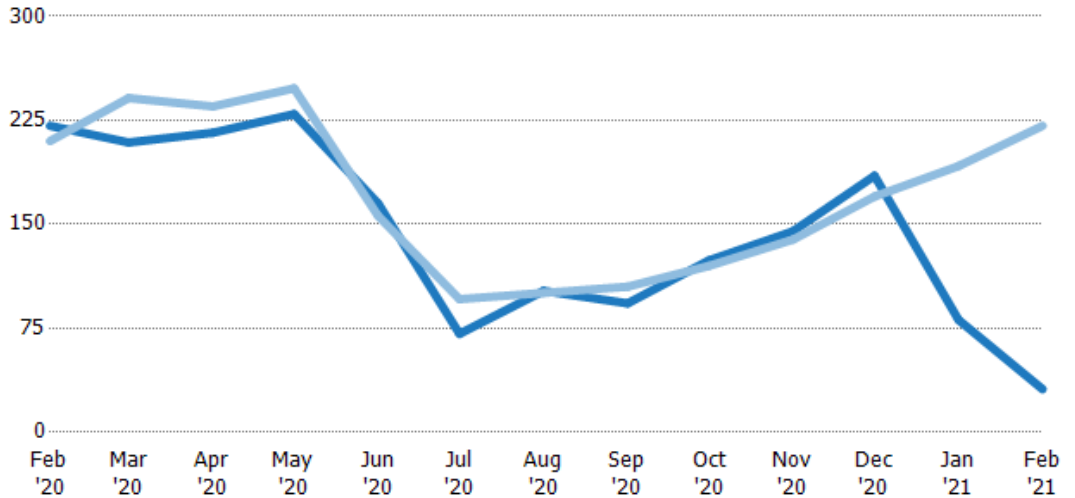
Median Days in RPR

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.
Feb '21	31	-86%
Feb '20	221	5.2%
Feb '19	210	-16.2%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	221	209	216	230	165	71	102	93	124	145	185	81	31
Prior Year	210	241	235	248	156	96	101	105	120	139	170	192	221
Percent Change from Prior Year	5%	-13%	-8%	-7%	6%	-26%	1%	-11%	3%	4%	9%	-58%	-86%

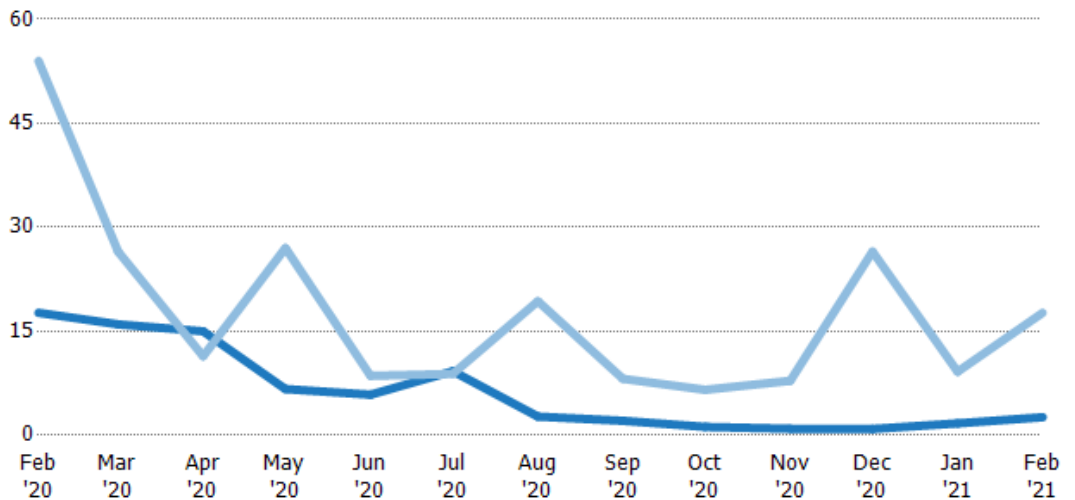
Months of Inventory

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.
Feb '21	2.6	-85.3%
Feb '20	17.7	-67.3%
Feb '19	54	-82.8%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	17.7	16	15	6.67	5.86	9.25	2.7	2.09	1.21	0.94	0.92	1.71	2.6
Prior Year	54	26.5	11.4	27	8.57	8.86	19.3	8.14	6.56	7.86	26.5	9.17	17.7
Percent Change from Prior Year	-67%	-40%	32%	-75%	-32%	4%	-86%	-74%	-81%	-88%	-97%	-81%	-85%

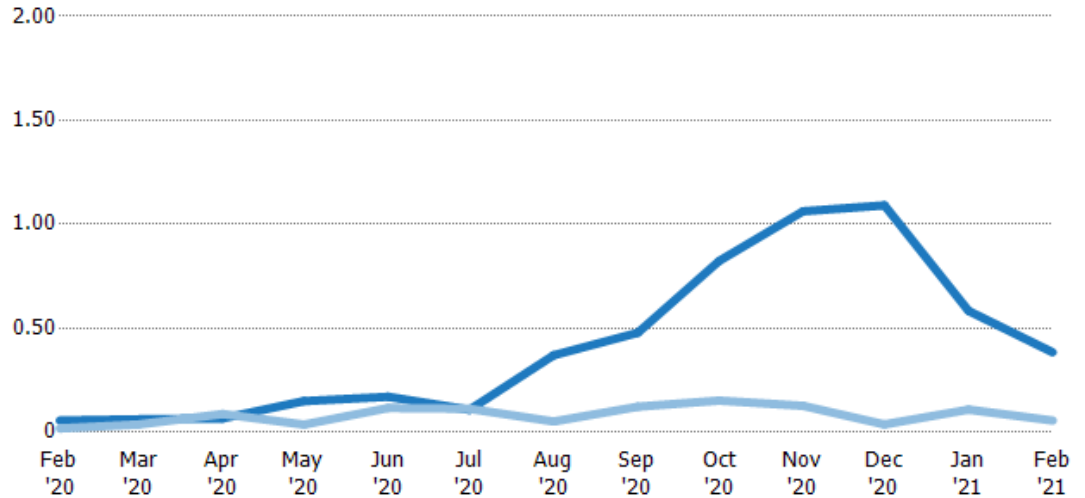
Absorption Rate

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.
Feb '21	38%	-32.8%
Feb '20	6%	-3.8%
Feb '19	2%	481.6%



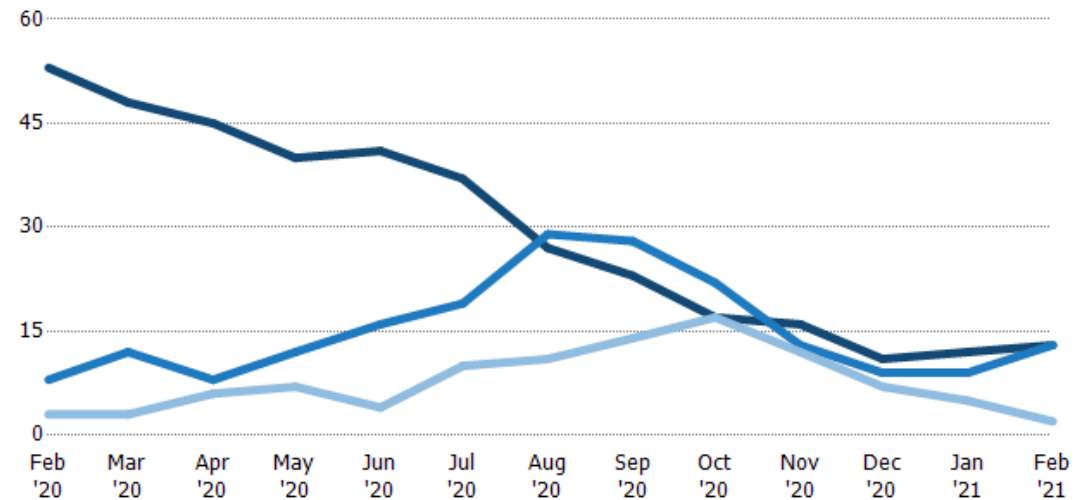
Current Year	6%	6%	7%	15%	17%	11%	37%	48%	82%	106%	109%	58%	38%
Prior Year	2%	4%	9%	4%	12%	11%	5%	12%	15%	13%	4%	11%	6%
Change from Prior Year	-4%	-2%	2%	-11%	-5%	0%	-32%	-36%	-67%	-94%	-105%	-47%	-33%

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



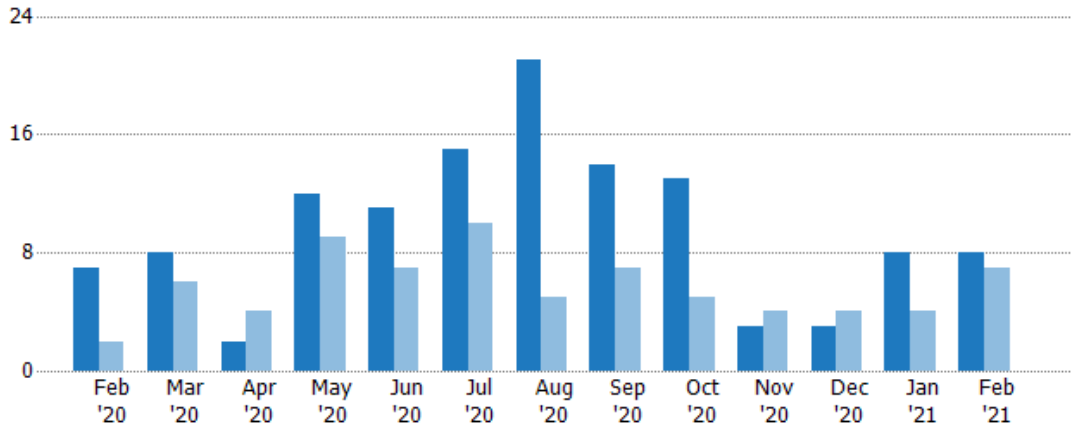
Active	53	48	45	40	41	37	27	23	17	16	11	12	13
Pending	8	12	8	12	16	19	29	28	22	13	9	9	13
Sold	3	3	6	7	4	10	11	14	17	12	7	5	2

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



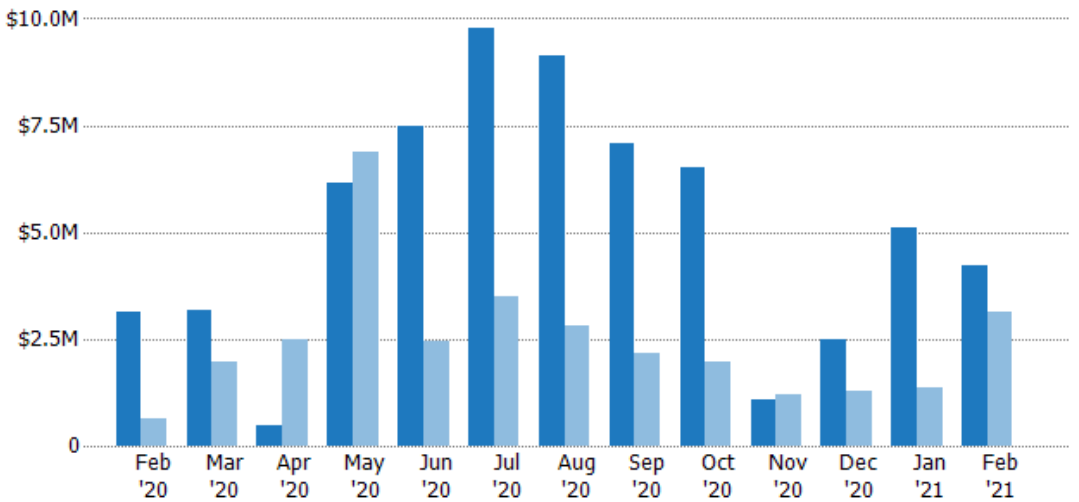
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	8	7	14.3%
Feb '20	7	2	250%
Feb '19	2	2	100%

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



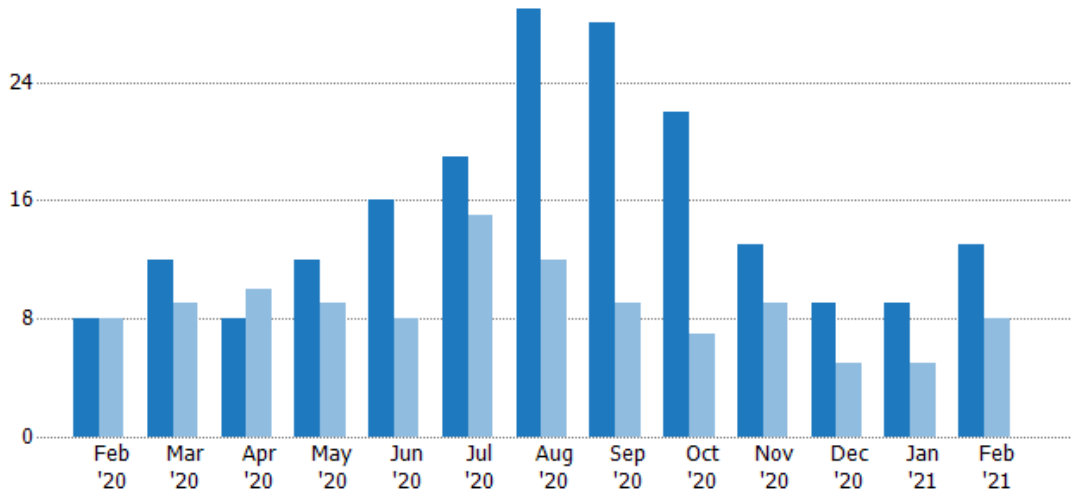
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	\$4.21M	\$3.13M	34.6%
Feb '20	\$3.13M	\$644K	385.9%
Feb '19	\$644K	\$644K	85.6%

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



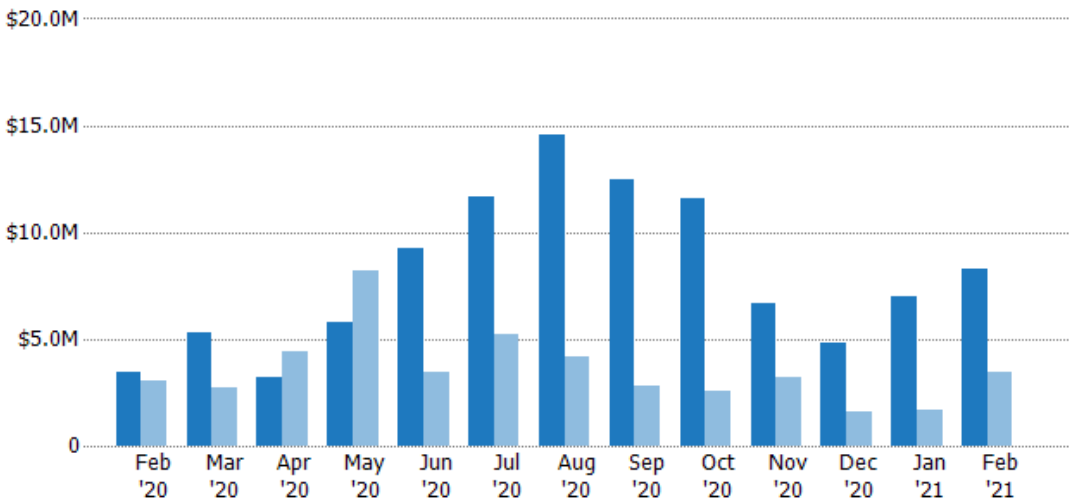
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	8	12	8	12	16	19	29	28	22	13	9	9	13
Prior Year	8	9	10	9	8	15	12	9	7	9	5	5	8
Percent Change from Prior Year	0%	33%	-20%	33%	100%	27%	142%	211%	214%	44%	80%	80%	63%

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



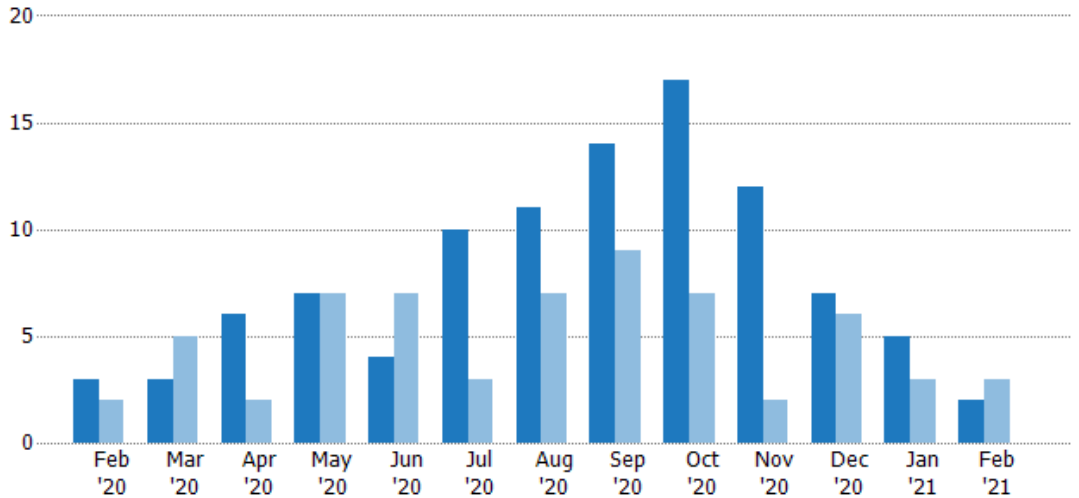
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$3.46M	\$5.29M	\$3.19M	\$5.78M	\$9.28M	\$11.6M	\$14.6M	\$12.5M	\$11.6M	\$6.67M	\$4.85M	\$7.02M	\$8.32M
Prior Year	\$3.03M	\$2.71M	\$4.39M	\$8.23M	\$3.47M	\$5.25M	\$4.17M	\$2.78M	\$2.57M	\$3.19M	\$1.61M	\$1.72M	\$3.46M
Percent Change from Prior Year	14%	96%	-27%	-30%	167%	121%	249%	350%	351%	109%	202%	309%	141%

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.
Feb '21	2	-33.3%
Feb '20	3	50%
Feb '19	2	0%

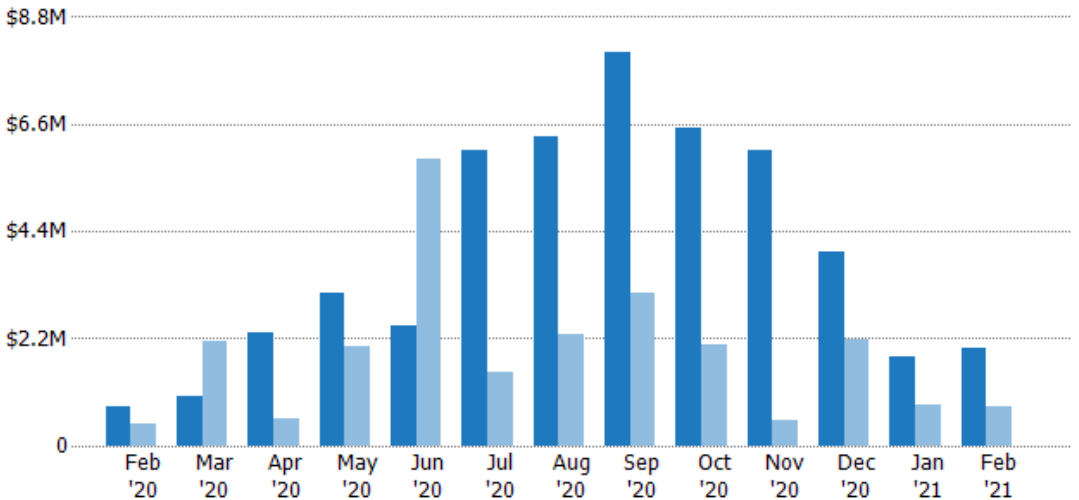
Month/Year	Count	% Chg.
Feb '21	2	-33.3%
Feb '20	3	50%
Feb '19	2	0%

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.
Feb '21	\$2M	146%
Feb '20	\$814K	86.2%
Feb '19	\$437K	-12.4%

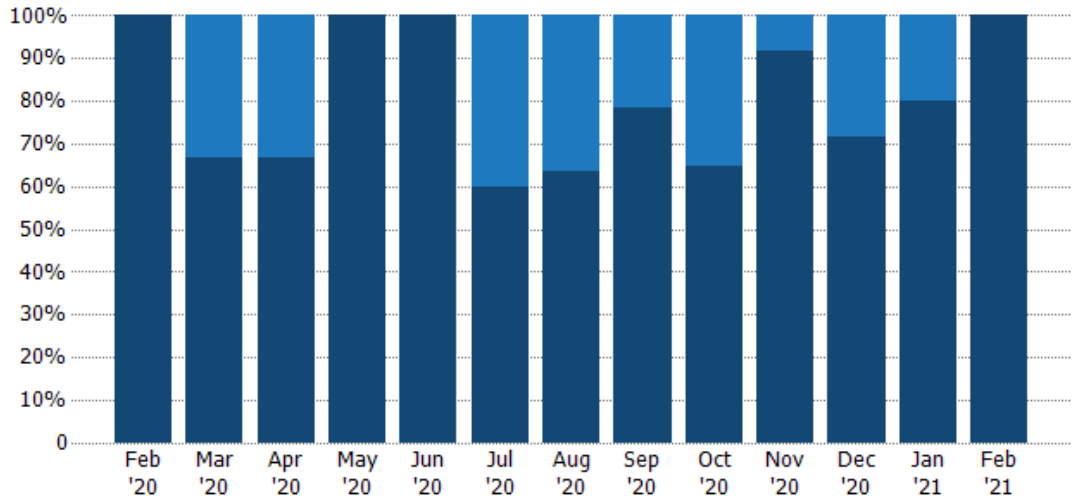
Month/Year	Volume	% Chg.
Feb '21	\$2M	146%
Feb '20	\$814K	86.2%
Feb '19	\$437K	-12.4%

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



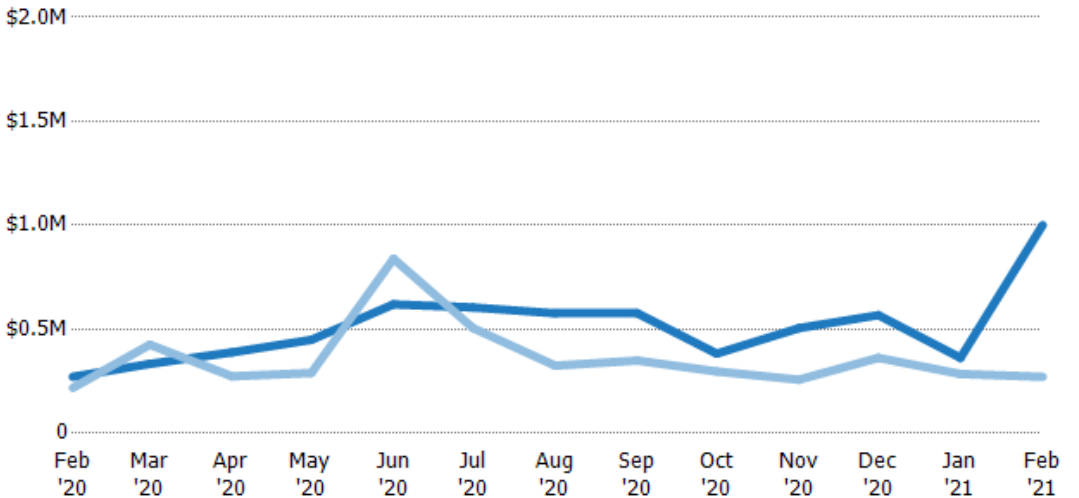
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	-	33%	33%	-	-	40%	36%	21%	35%	8%	29%	20%	-
Single Family Residence	100%	67%	67%	100%	100%	60%	64%	79%	65%	92%	71%	80%	100%

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.
Feb '21	\$1M	269.1%
Feb '20	\$271K	24.2%
Feb '19	\$219K	-12.4%

Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$383K	\$505K	\$568K	\$363K	\$1M
Prior Year	\$219K	\$426K	\$274K	\$290K	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$271K
Percent Change from Prior Year	24%	-22%	42%	55%	-26%	20%	77%	65%	29%	96%	57%	27%	269%

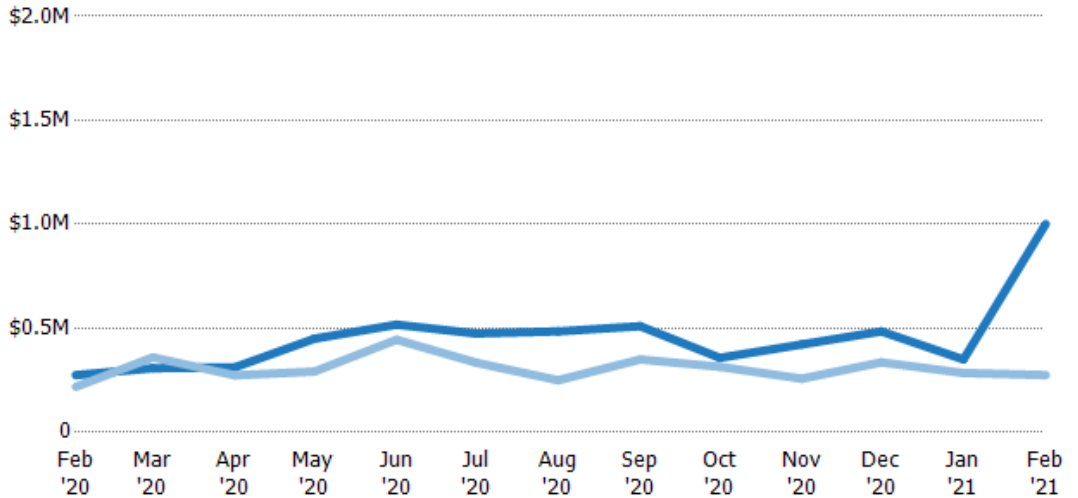
Median Sales Price

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.
Feb '21	\$1M	264.1%
Feb '20	\$275K	25.9%
Feb '19	\$219K	-12.4%



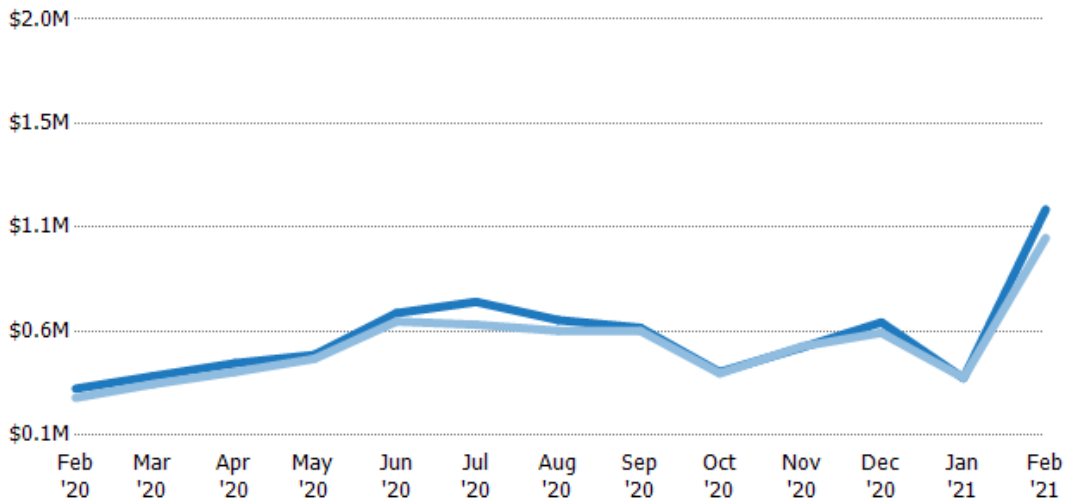
Current Year	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$358K	\$423K	\$485K	\$350K	\$1M
Prior Year	\$219K	\$360K	\$274K	\$292K	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$275K
Percent Change from Prior Year	26%	-14%	14%	54%	16%	42%	94%	46%	14%	64%	44%	23%	264%

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



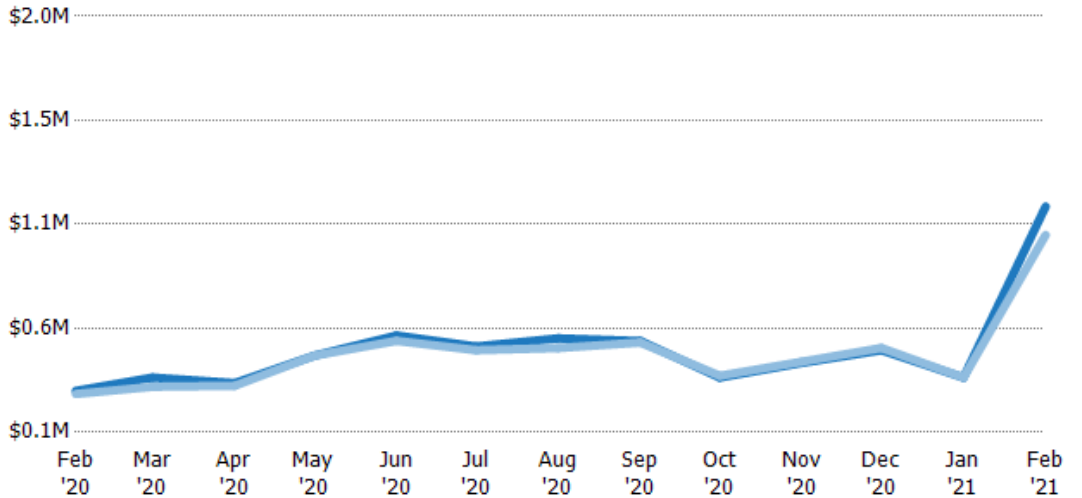
Avg List Price	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$388K	\$501K	\$615K	\$361K	\$1.13M
Avg Sales Price	\$271K	\$334K	\$389K	\$449K	\$620K	\$605K	\$577K	\$577K	\$383K	\$505K	\$568K	\$363K	\$1M
Avg Sales Price as a % of Avg List Price	87%	90%	91%	96%	94%	85%	92%	98%	99%	101%	92%	100%	89%

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



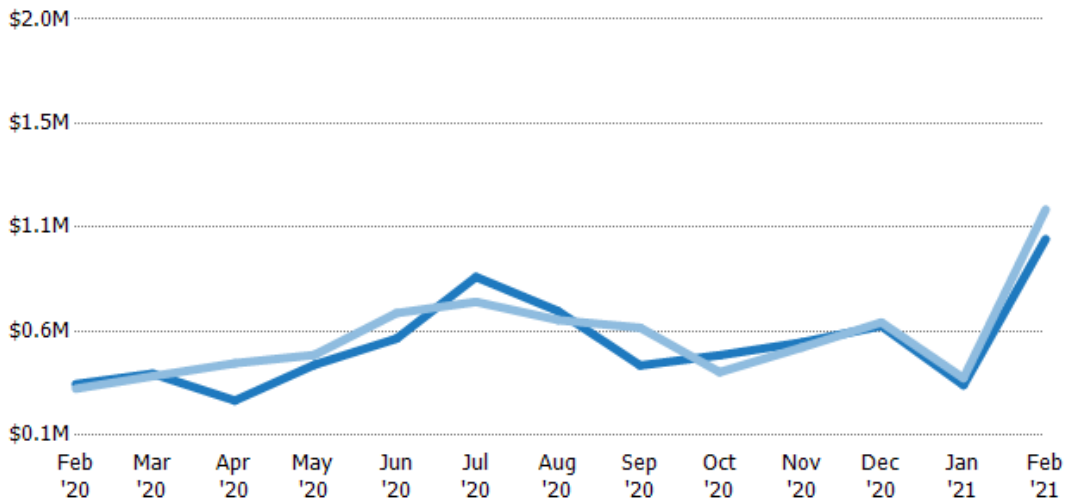
Median List Price	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$417K	\$475K	\$350K	\$1.13M
Median Sales Price	\$275K	\$308K	\$313K	\$450K	\$518K	\$475K	\$485K	\$510K	\$358K	\$423K	\$485K	\$350K	\$1M
Med Sales Price as a % of Med List Price	95%	88%	96%	100%	95%	97%	92%	99%	102%	101%	102%	100%	89%

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



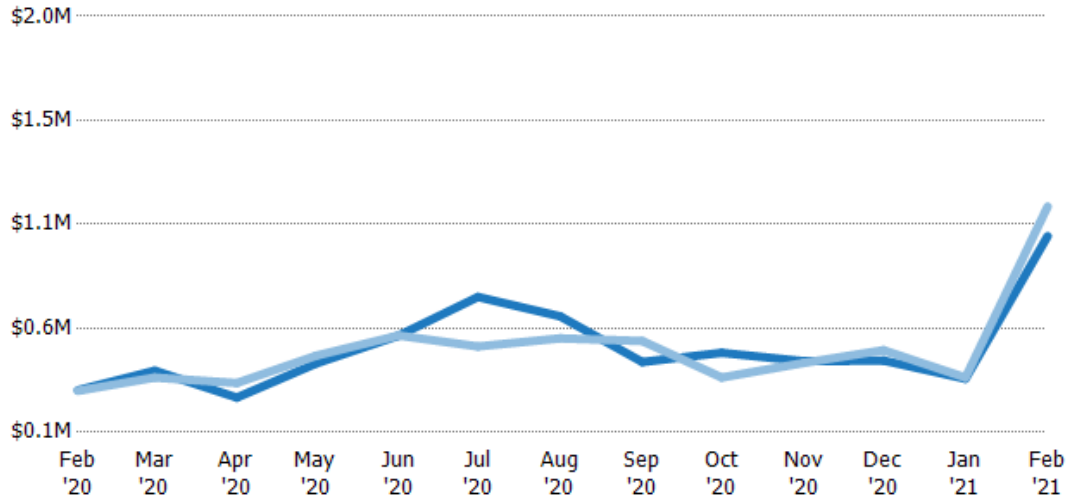
Avg Est Value	\$333K	\$381K	\$258K	\$422K	\$541K	\$823K	\$667K	\$419K	\$466K	\$524K	\$600K	\$329K	\$996K
Avg Sales Price	\$313K	\$370K	\$429K	\$467K	\$658K	\$709K	\$626K	\$591K	\$388K	\$501K	\$615K	\$361K	\$1.13M
Avg Sales Price as a % of Avg Est Value	94%	97%	166%	111%	122%	86%	94%	141%	83%	96%	103%	110%	114%

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



Median Est Value	\$292K	\$381K	\$258K	\$415K	\$541K	\$718K	\$630K	\$421K	\$463K	\$424K	\$428K	\$344K	\$996K
Median Sales Price	\$289K	\$350K	\$325K	\$450K	\$542K	\$492K	\$529K	\$517K	\$350K	\$417K	\$475K	\$350K	\$1.13M
Med Sales Price as a % of Med Est Value	99%	92%	126%	109%	100%	69%	84%	123%	76%	98%	111%	102%	114%