

## 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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	10	-50%	42	43	-2.3%
New Listing Volume	\$3,400,000	\$8,423,000	-59.6%	\$22,220,800	\$31,061,700	-28.5%
Active Listing Count	14	45	-68.9%	N/A	N/A	
Active Listing Volume	\$11,849,900	\$31,099,690	-61.9%	N/A	N/A	
Average Listing Price	\$846,421	\$691,104	+22.5%	\$784,273	\$649,839	+20.7%
Median Listing Price	\$587,000	\$409,000	+43.5%	\$503,010	\$412,003	+22.1%
Median Days in RPR	58.5	169	-65.4%	63.14	212.15	-70.2%
Months of Inventory	2.8	6.4	-56.4%	3.6	12.8	-71.9%
Absorption Rate	35.71%	15.56%	+20.2%	27.84%	7.82%	+20%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	11	+/-	46	46	+/-
New Pending Sales Volume	\$6,018,000	\$7,470,900	-19.4%	\$24,461,900	\$22,698,600	+7.8%
Pending Sales Count	12	17	-29.4%	N/A	N/A	
Pending Sales Volume	\$5,934,000	\$9,403,900	-36.9%	N/A	N/A	
Closed Sales Count	7	4	+75%	32	27	+18.5%
Closed Sales Volume	\$3,229,000	\$2,479,000	+30.3%	\$17,833,500	\$11,402,800	+56.4%
Average Sales Price	\$461,286	\$619,750	-25.6%	\$557,297	\$422,326	+32%
Median Sales Price	\$390,000	\$517,500	-24.6%	\$490,922	\$370,444	+32.5%

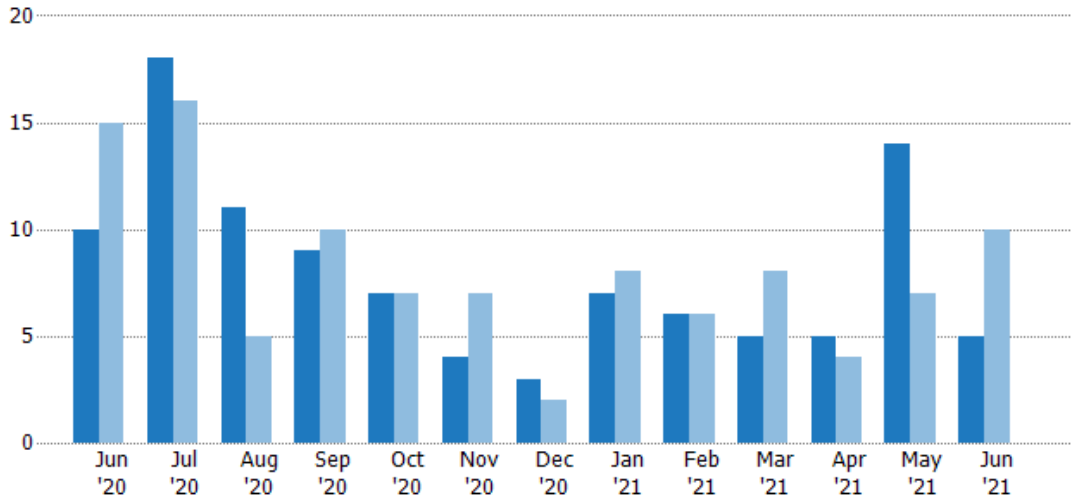
## New Listings

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.
Jun '21	5	-50%
Jun '20	10	-33.3%
Jun '19	15	6.7%



Current Year	10	18	11	9	7	4	3	7	6	5	5	14	5
Prior Year	15	16	5	10	7	7	2	8	6	8	4	7	10
Percent Change from Prior Year	-33%	13%	120%	-10%	0%	-43%	50%	-13%	0%	-38%	25%	100%	-50%

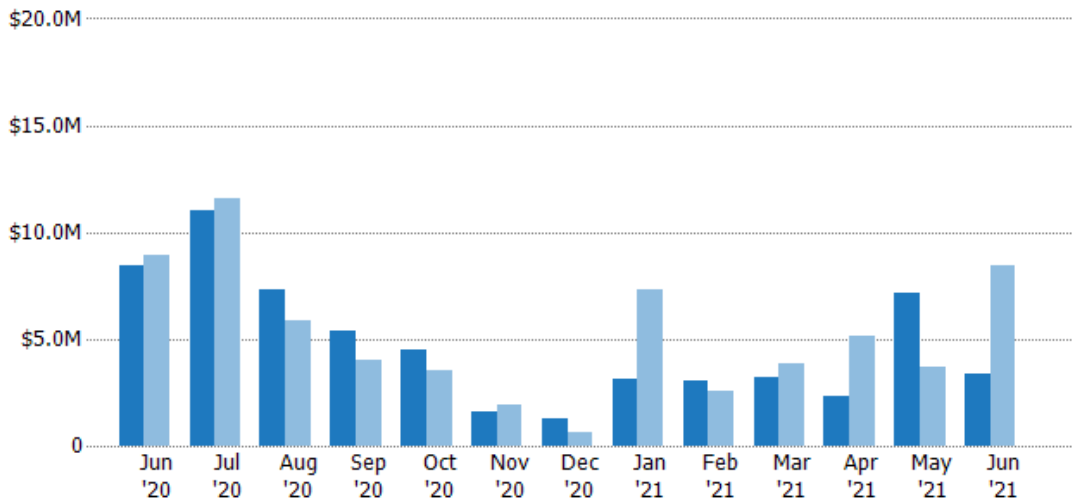
## New Listing Volume

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.
Jun '21	\$3.4M	-59.6%
Jun '20	\$8.42M	-6%
Jun '19	\$8.96M	-13%



Current Year	\$8.42M	\$11M	\$7.31M	\$5.37M	\$4.46M	\$1.6M	\$1.31M	\$3.12M	\$3.07M	\$3.19M	\$2.31M	\$7.12M	\$3.4M
Prior Year	\$8.96M	\$11.5M	\$5.9M	\$4.03M	\$3.53M	\$1.96M	\$600K	\$7.31M	\$2.57M	\$3.88M	\$5.16M	\$3.72M	\$8.42M
Percent Change from Prior Year	-6%	-4%	24%	33%	26%	-18%	118%	-57%	20%	-18%	-55%	91%	-60%

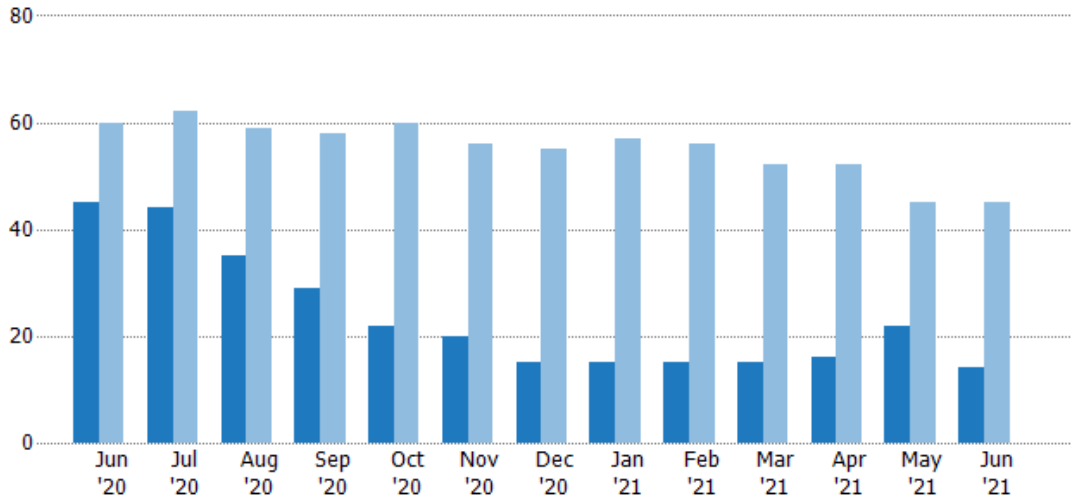
## Active Listings

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.
Jun '21	14	-68.9%
Jun '20	45	-25%
Jun '19	60	20%



Current Year	45	44	35	29	22	20	15	15	15	15	16	22	14
Prior Year	60	62	59	58	60	56	55	57	56	52	52	45	45
Percent Change from Prior Year	-25%	-29%	-41%	-50%	-63%	-64%	-73%	-74%	-73%	-71%	-69%	-51%	-69%

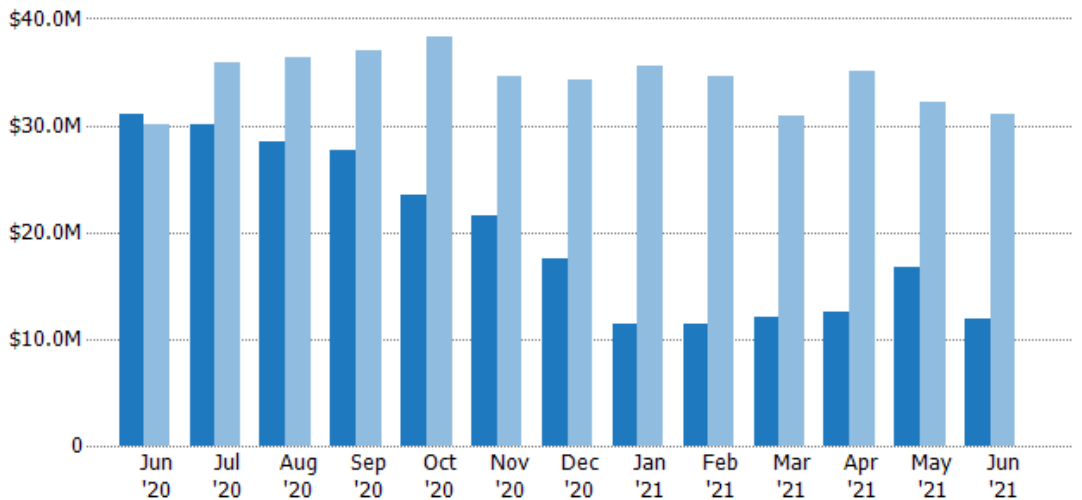
## Active Listing Volume

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.
Jun '21	\$11.8M	-61.9%
Jun '20	\$31.1M	3.4%
Jun '19	\$30.1M	5.2%



Current Year	\$31.1M	\$30.1M	\$28.4M	\$27.6M	\$23.5M	\$21.6M	\$17.6M	\$11.5M	\$11.4M	\$12.1M	\$12.6M	\$16.7M	\$11.8M
Prior Year	\$30.1M	\$35.9M	\$36.3M	\$37M	\$38.3M	\$34.6M	\$34.2M	\$35.5M	\$34.6M	\$31M	\$35.1M	\$32.2M	\$31.1M
Percent Change from Prior Year	3%	-16%	-22%	-25%	-39%	-38%	-49%	-68%	-67%	-61%	-64%	-48%	-62%

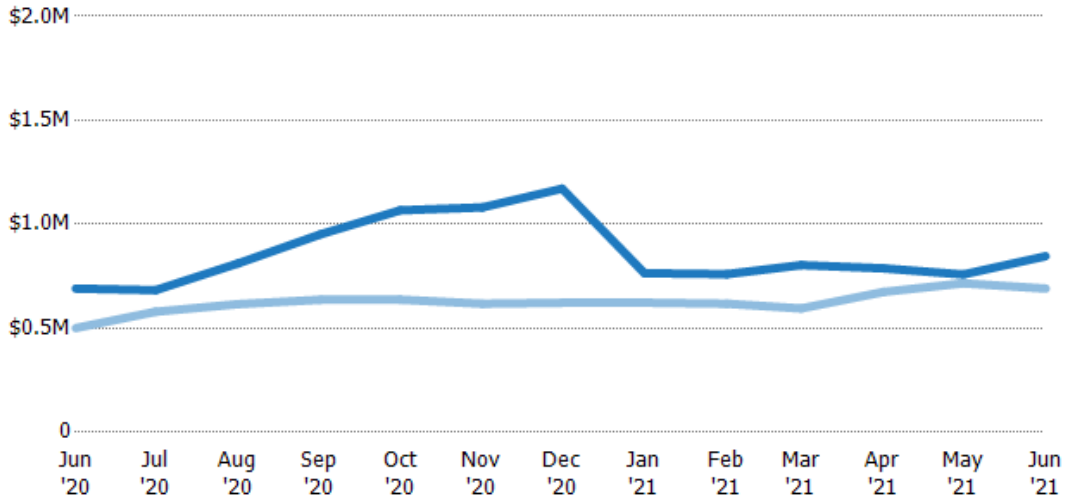
## Average Listing Price

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.
Jun '21	\$846K	22.5%
Jun '20	\$691K	37.9%
Jun '19	\$501K	-12.4%



Current Year	\$691K	\$683K	\$812K	\$951K	\$1.07M	\$1.08M	\$1.17M	\$765K	\$760K	\$804K	\$788K	\$758K	\$846K
Prior Year	\$501K	\$580K	\$616K	\$637K	\$638K	\$618K	\$623K	\$623K	\$618K	\$595K	\$675K	\$716K	\$691K
Percent Change from Prior Year	38%	18%	32%	49%	67%	75%	88%	23%	23%	35%	17%	6%	22%

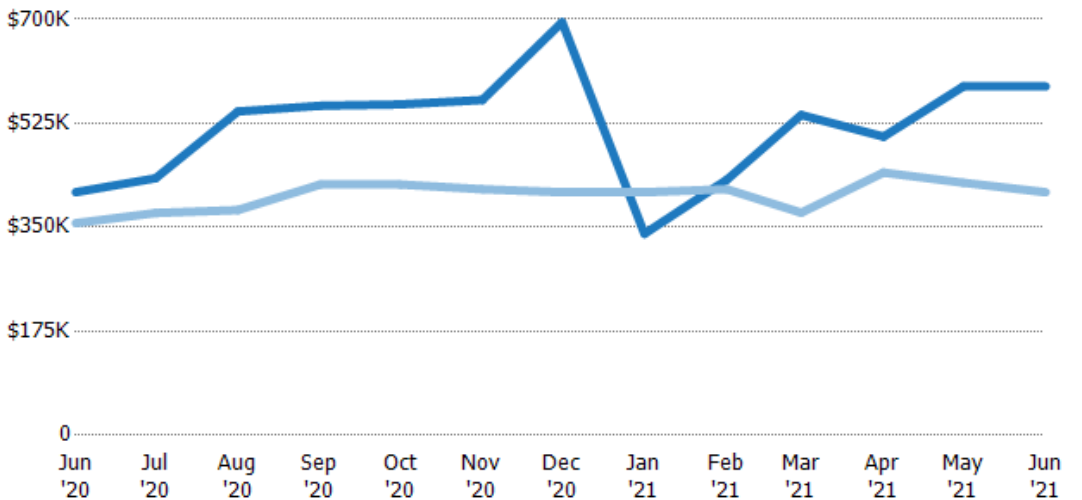
## Median Listing Price

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.
Jun '21	\$587K	43.5%
Jun '20	\$409K	14.6%
Jun '19	\$357K	7.6%



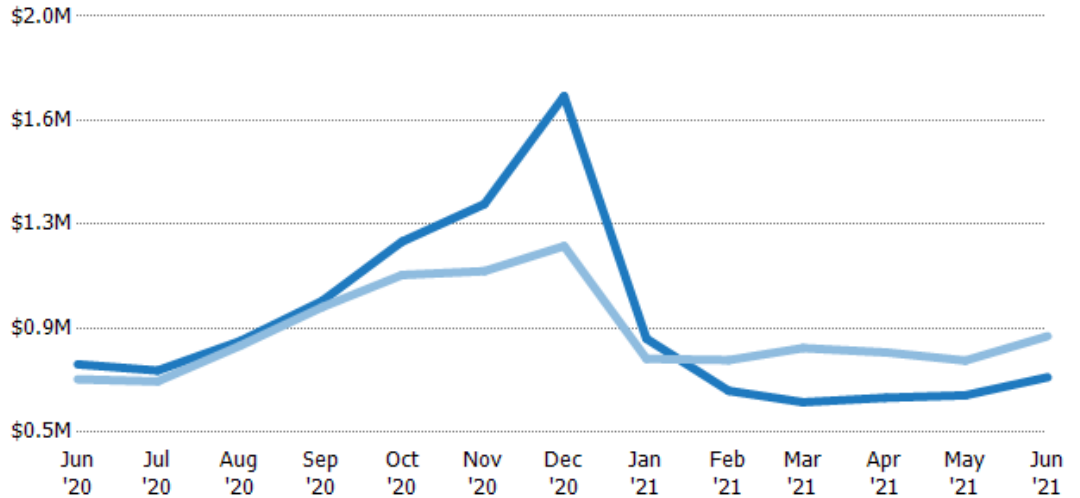
Current Year	\$409K	\$433K	\$545K	\$555K	\$557K	\$564K	\$695K	\$339K	\$430K	\$539K	\$503K	\$587K	\$587K
Prior Year	\$357K	\$374K	\$379K	\$422K	\$422K	\$414K	\$409K	\$409K	\$414K	\$375K	\$442K	\$425K	\$409K
Percent Change from Prior Year	15%	16%	44%	31%	32%	36%	70%	-17%	4%	44%	14%	38%	44%

## 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



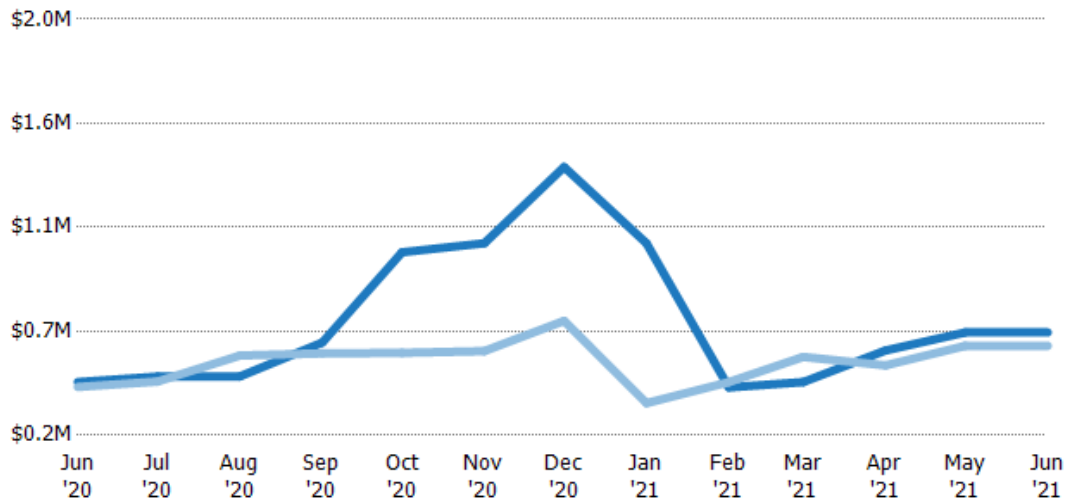
Avg Est Value	\$745K	\$723K	\$828K	\$974K	\$1.19M	\$1.32M	\$1.71M	\$837K	\$649K	\$608K	\$624K	\$633K	\$698K
Avg Listing Price	\$691K	\$683K	\$812K	\$951K	\$1.07M	\$1.08M	\$1.17M	\$765K	\$760K	\$804K	\$788K	\$758K	\$846K
Avg Listing Price as a % of Avg Est Value	93%	95%	98%	98%	90%	82%	68%	91%	117%	132%	126%	120%	121%

## 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



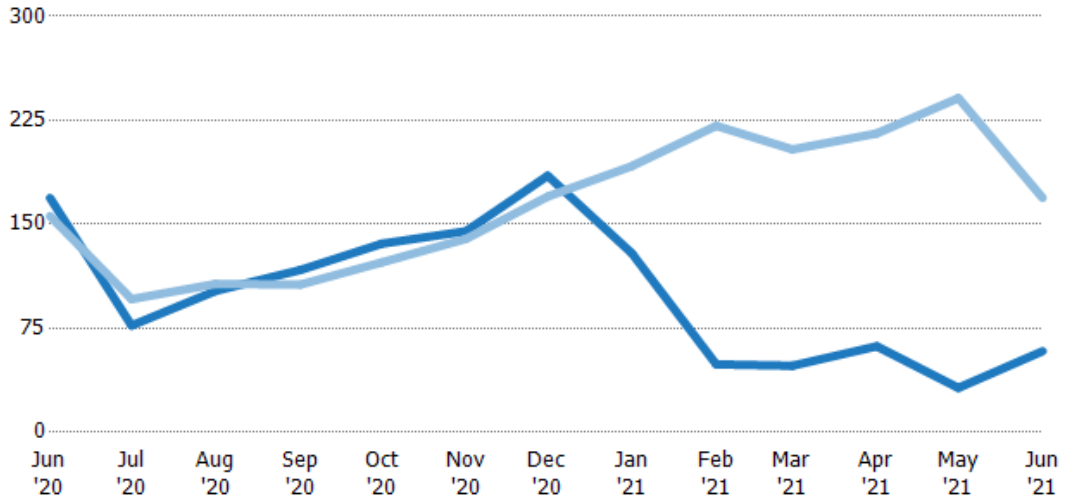
Median Est Value	\$430K	\$454K	\$455K	\$601K	\$992K	\$1.03M	\$1.36M	\$1.03M	\$407K	\$430K	\$567K	\$645K	\$645K
Median Listing Price	\$409K	\$433K	\$545K	\$555K	\$557K	\$564K	\$695K	\$339K	\$430K	\$539K	\$503K	\$587K	\$587K
Med Listing Price as a % of Med Est Value	95%	95%	120%	92%	56%	55%	51%	33%	106%	125%	89%	91%	91%

## 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.
Jun '21	58.5	-65.4%
Jun '20	169	8.3%
Jun '19	156	-14.7%

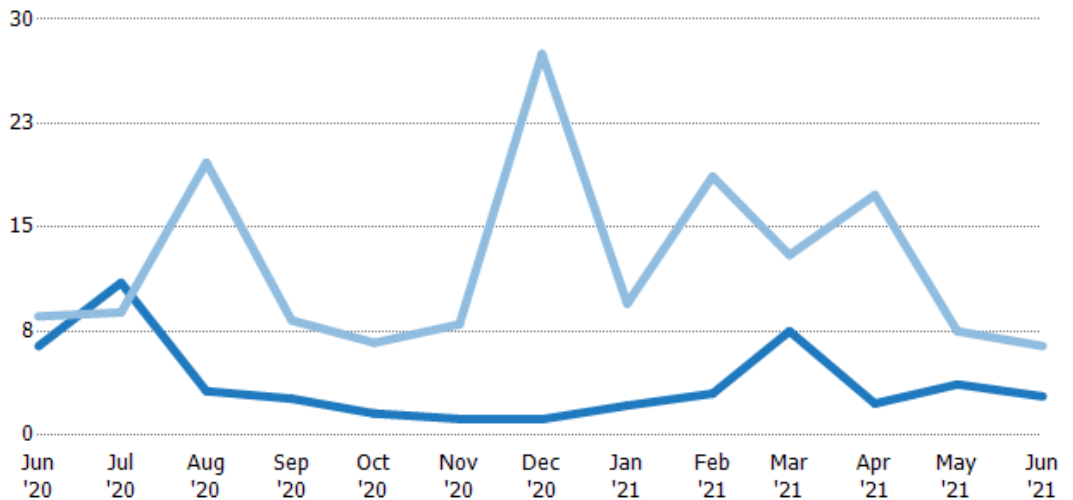
Current Year	169	77	102	117	136	145	185	129	49	48	62	32	58.5
Prior Year	156	96	107	107	123	140	170	192	221	204	216	241	169
Percent Change from Prior Year	8%	-20%	-5%	10%	11%	4%	9%	-33%	-78%	-76%	-71%	-87%	-65%

## 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.
Jun '21	2.8	-56.4%
Jun '20	6.43	-25%
Jun '19	8.57	68%

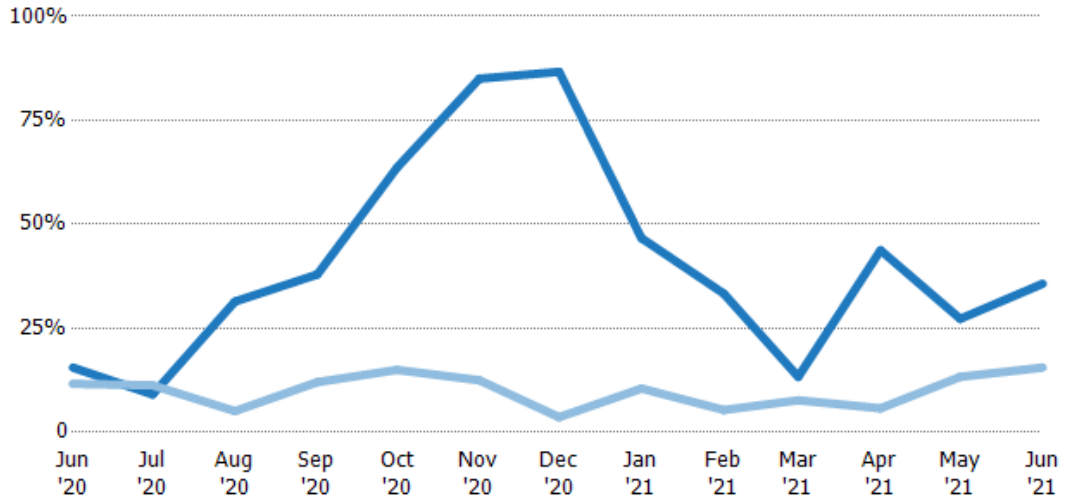
Current Year	6.43	11	3.18	2.64	1.57	1.18	1.15	2.14	3	7.5	2.29	3.67	2.8
Prior Year	8.57	8.86	19.7	8.29	6.67	8	27.5	9.5	18.7	13	17.3	7.5	6.43
Percent Change from Prior Year	-25%	24%	-84%	-68%	-76%	-85%	-96%	-77%	-84%	-42%	-87%	-51%	-56%

## 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



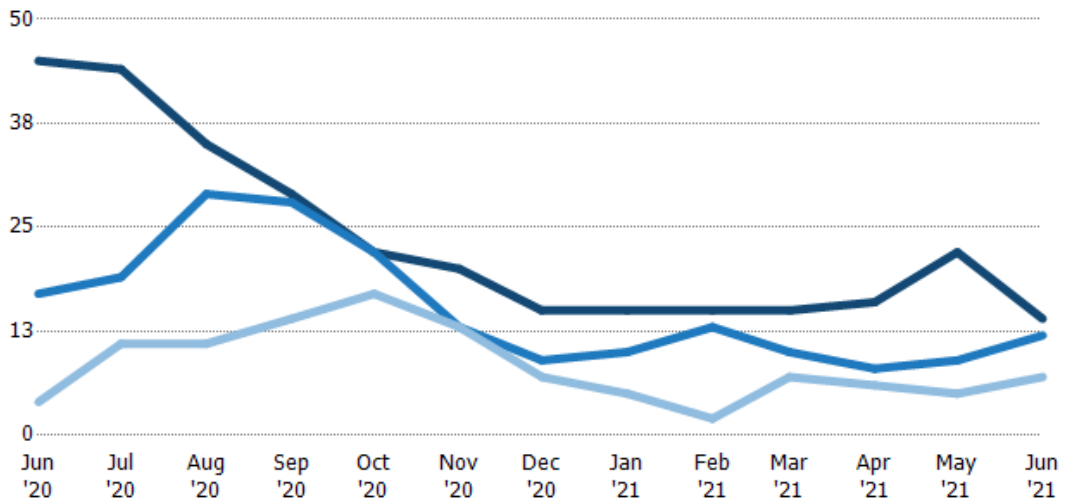
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	16%	9%	31%	38%	64%	85%	87%	47%	33%	13%	44%	27%	36%
Prior Year	12%	11%	5%	12%	15%	13%	4%	11%	5%	8%	6%	13%	16%
Change from Prior Year	-4%	2%	-26%	-26%	-49%	-73%	-83%	-36%	-28%	-6%	-38%	-14%	-20%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	45	44	35	29	22	20	15	15	15	15	16	22	14
Pending	17	19	29	28	22	13	9	10	13	10	8	9	12
Sold	4	11	11	14	17	13	7	5	2	7	6	5	7

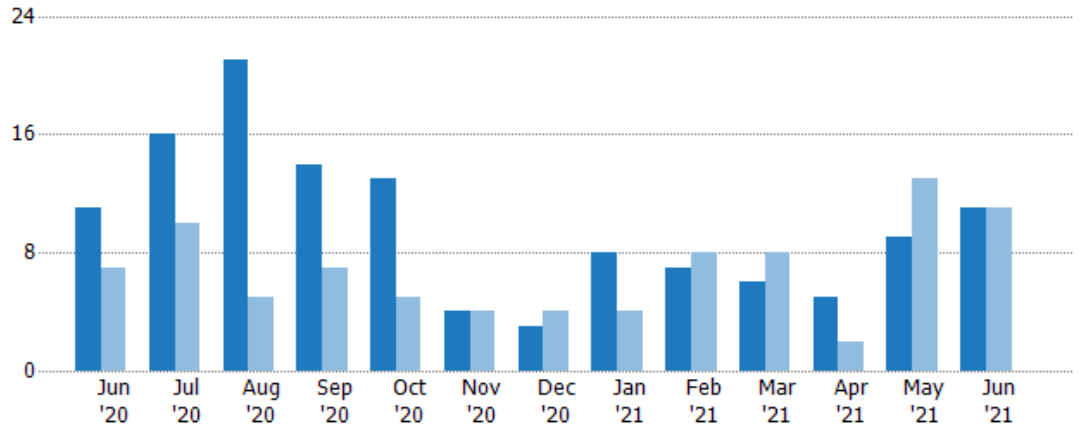
## New Pending Sales

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.
Jun '21	11	0%
Jun '20	11	57.1%
Jun '19	7	-14.3%



Current Year	11	16	21	14	13	4	3	8	7	6	5	9	11
Prior Year	7	10	5	7	5	4	4	4	8	8	2	13	11
Percent Change from Prior Year	57%	60%	320%	100%	160%	0%	-25%	100%	-13%	-25%	150%	-31%	0%

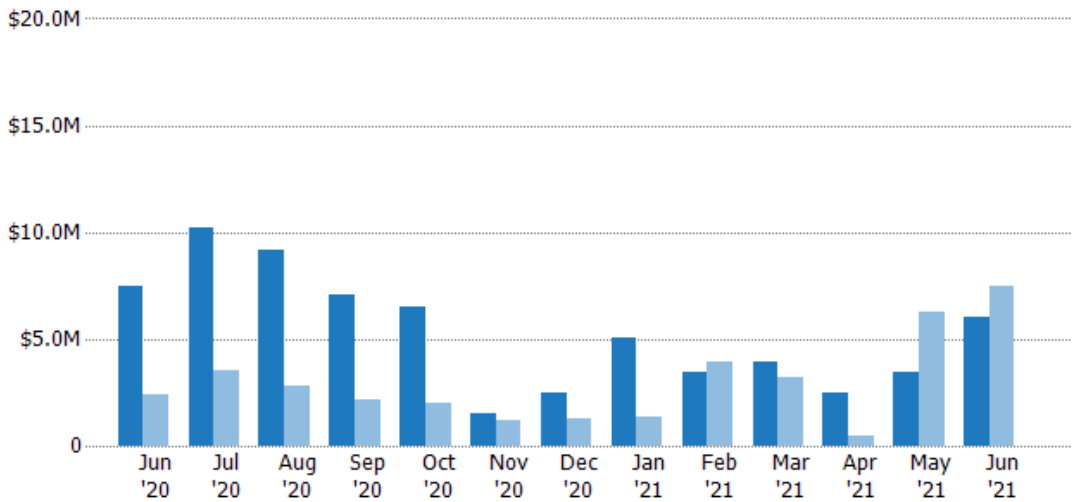
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jun '21	\$6.02M	-19.4%
Jun '20	\$7.47M	207%
Jun '19	\$2.43M	1.4%



Current Year	\$7.47M	\$10.2M	\$9.13M	\$7.06M	\$6.52M	\$1.51M	\$2.49M	\$5.1M	\$3.48M	\$3.91M	\$2.48M	\$3.48M	\$6.02M
Prior Year	\$2.43M	\$3.51M	\$2.81M	\$2.19M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.92M	\$3.18M	\$469K	\$6.29M	\$7.47M
Percent Change from Prior Year	207%	191%	225%	223%	230%	27%	95%	274%	-11%	23%	429%	-45%	-19%

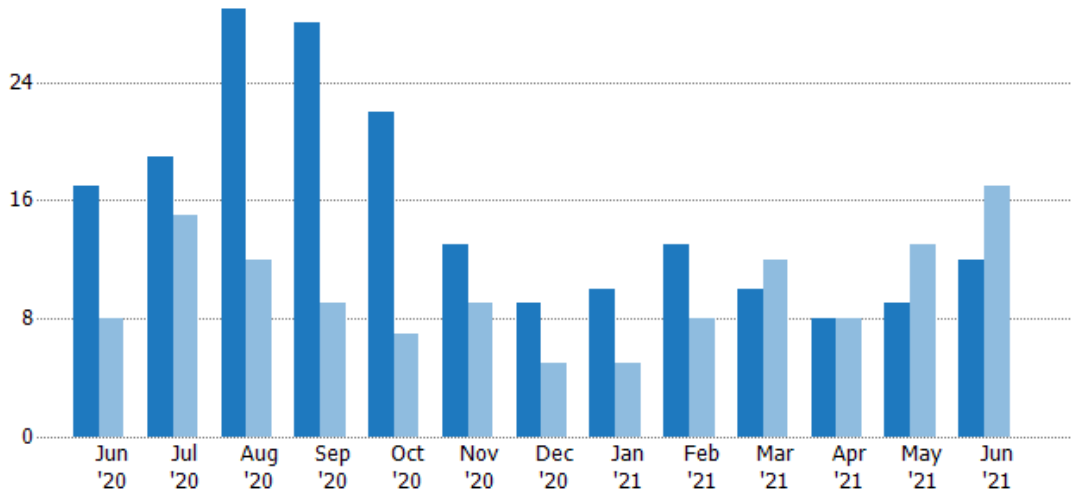


## Pending Sales

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



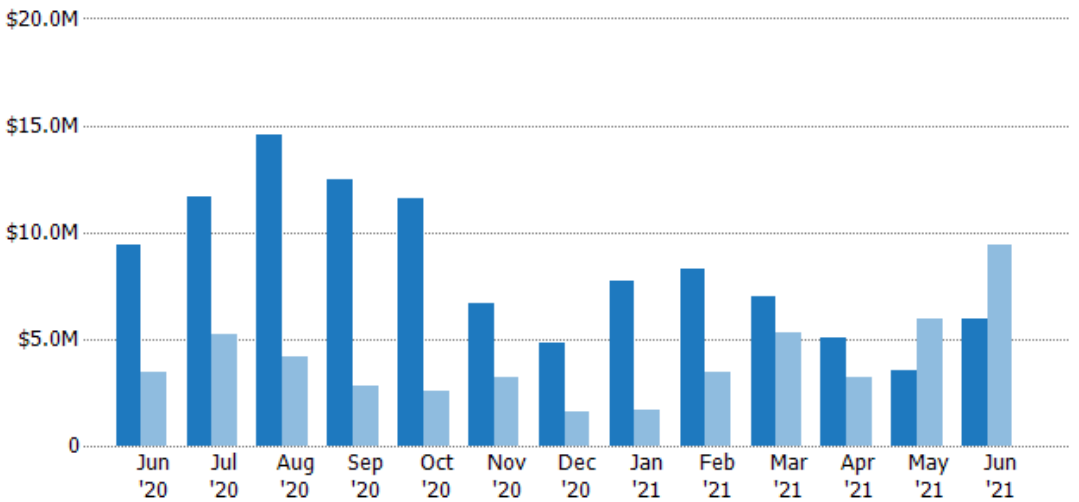
Month/Year	Count	% Chg.
Jun '21	12	-29.4%
Jun '20	17	112.5%
Jun '19	8	87.5%

## 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.
Jun '21	\$5.93M	-36.9%
Jun '20	\$9.4M	171%
Jun '19	\$3.47M	90.3%

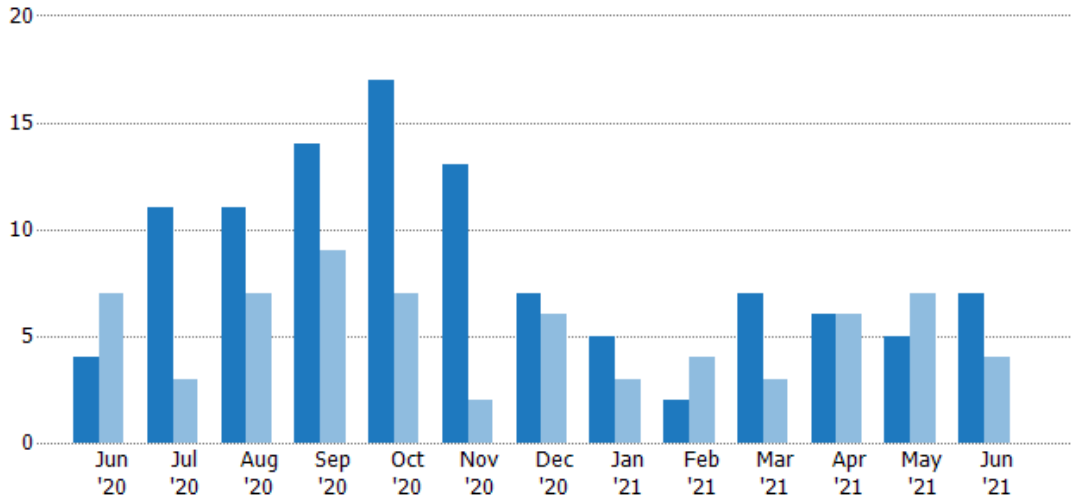
## Closed Sales

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.
Jun '21	7	75%
Jun '20	4	-42.9%
Jun '19	7	28.6%



Current Year	4	11	11	14	17	13	7	5	2	7	6	5	7
Prior Year	7	3	7	9	7	2	6	3	4	3	6	7	4
Percent Change from Prior Year	-43%	267%	57%	56%	143%	550%	17%	67%	-50%	133%	0%	-29%	75%

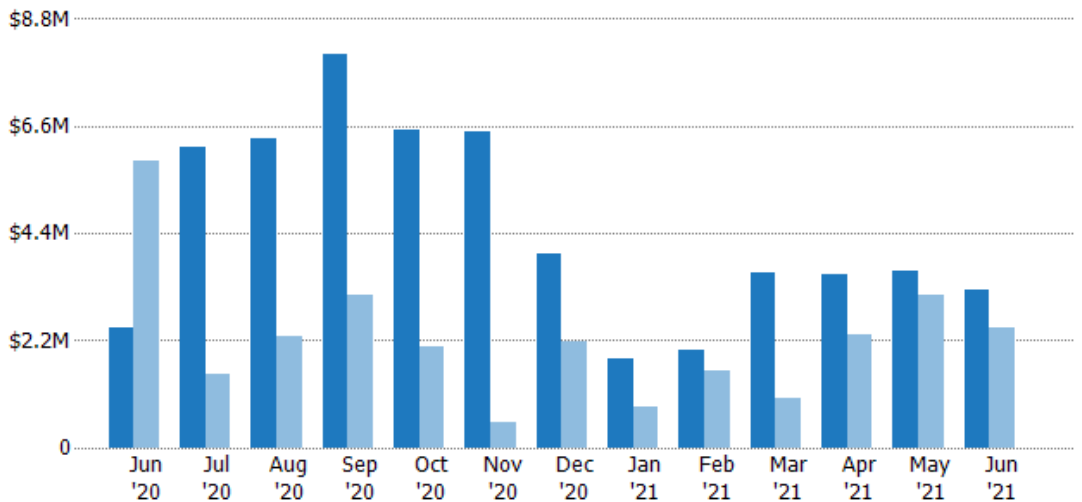
## Closed Sales Volume

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.
Jun '21	\$3.23M	30.3%
Jun '20	\$2.48M	-57.8%
Jun '19	\$5.88M	-52.5%



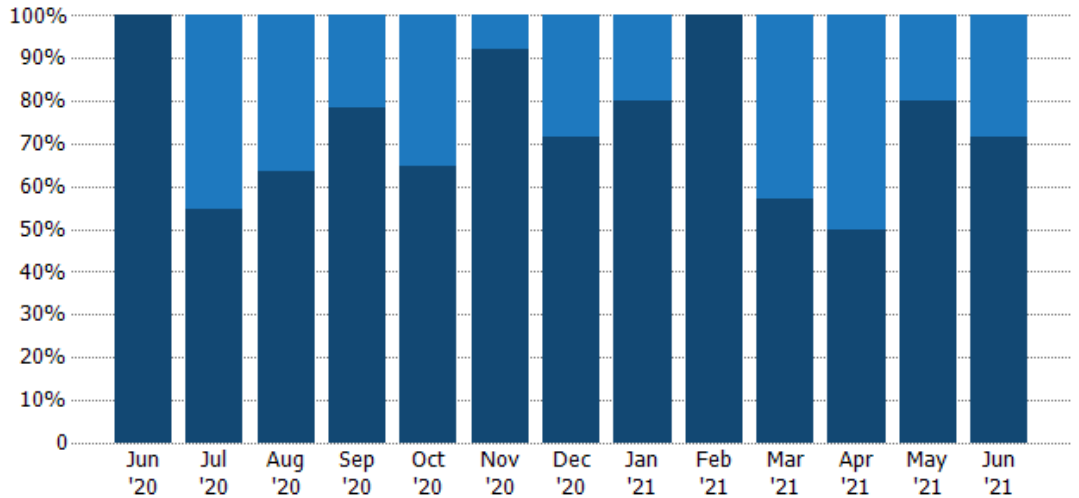
Current Year	\$2.48M	\$6.17M	\$6.35M	\$8.08M	\$6.51M	\$6.48M	\$3.98M	\$1.81M	\$2M	\$3.59M	\$3.56M	\$3.64M	\$3.23M
Prior Year	\$5.88M	\$1.52M	\$2.28M	\$3.15M	\$2.08M	\$515K	\$2.18M	\$855K	\$1.59M	\$1M	\$2.33M	\$3.14M	\$2.48M
Percent Change from Prior Year	-58%	306%	179%	157%	213%	1,158%	83%	112%	26%	259%	52%	16%	30%

## 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



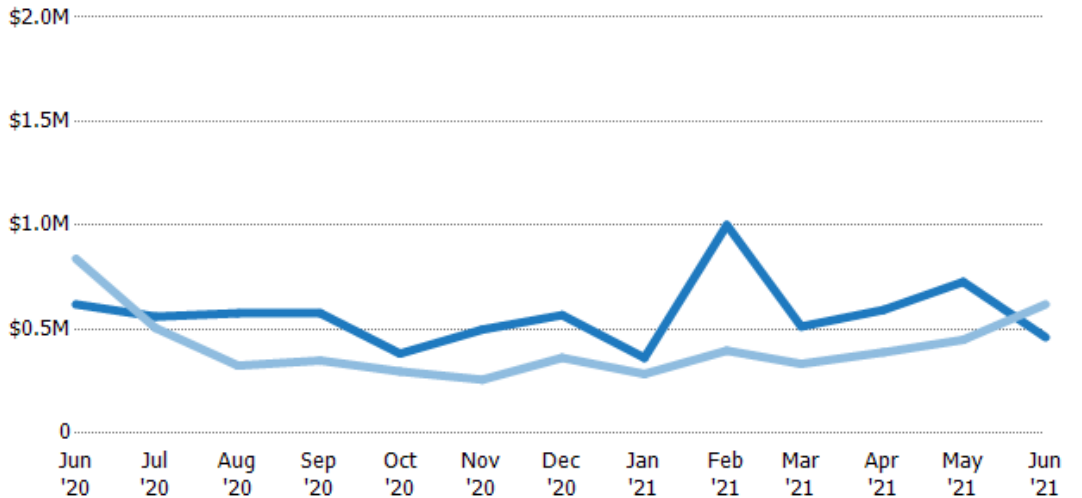
Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Condo/Townhouse	-	45%	36%	21%	35%	8%	29%	20%	-	43%	50%	20%	29%
Single Family Residence	100%	55%	64%	79%	65%	92%	71%	80%	100%	57%	50%	80%	71%

## 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



Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$620K	\$561K	\$577K	\$577K	\$383K	\$499K	\$568K	\$363K	\$1M	\$513K	\$593K	\$728K	\$461K
Prior Year	\$839K	\$506K	\$325K	\$350K	\$297K	\$258K	\$363K	\$285K	\$397K	\$334K	\$389K	\$449K	\$620K
Percent Change from Prior Year	-26%	11%	77%	65%	29%	94%	57%	27%	152%	54%	52%	62%	-26%

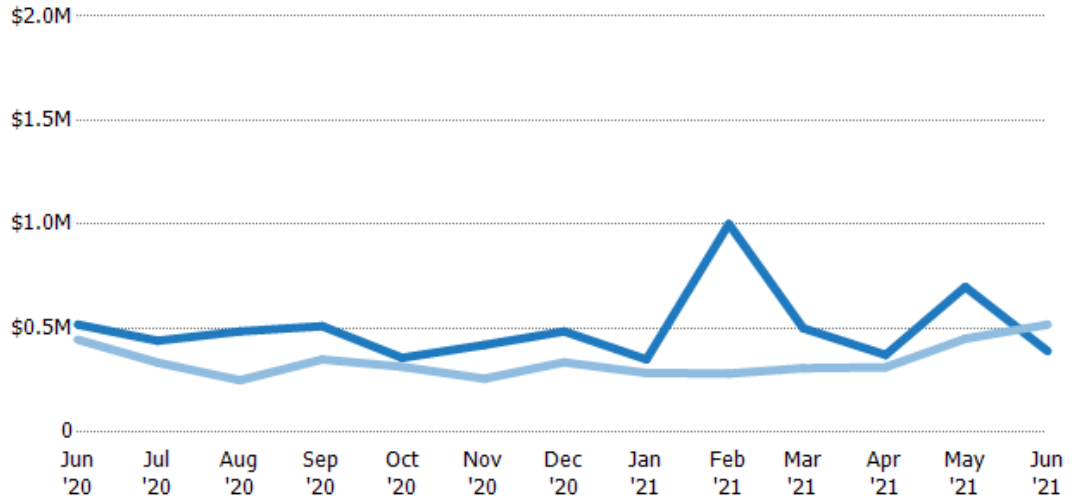
## Median Sales Price

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.
Jun '21	\$390K	-24.6%
Jun '20	\$518K	16.3%
Jun '19	\$445K	-29.2%



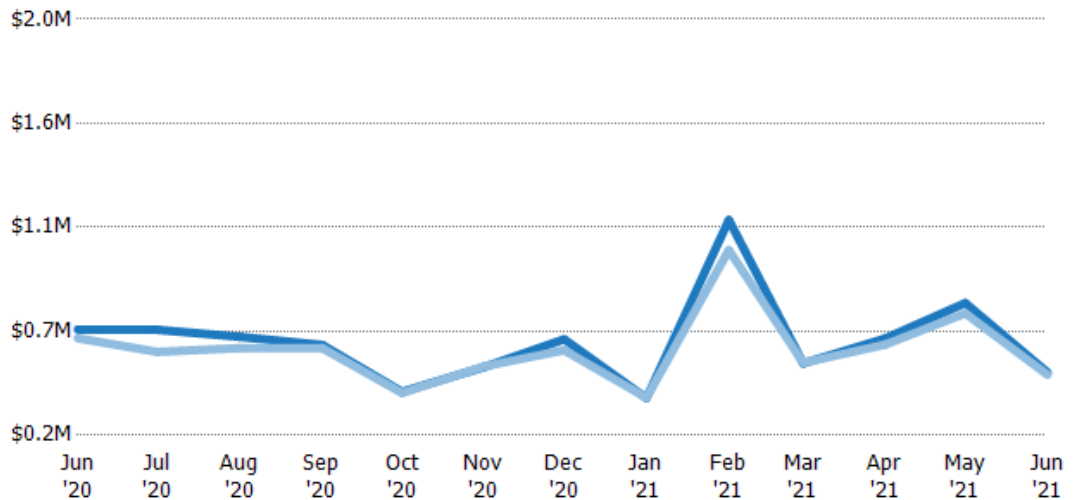
Current Year	\$518K	\$440K	\$485K	\$510K	\$358K	\$420K	\$485K	\$350K	\$1M	\$500K	\$372K	\$699K	\$390K
Prior Year	\$445K	\$335K	\$250K	\$350K	\$315K	\$258K	\$336K	\$285K	\$282K	\$308K	\$313K	\$450K	\$518K
Percent Change from Prior Year	16%	31%	94%	46%	14%	63%	44%	23%	255%	62%	19%	55%	-25%

## 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



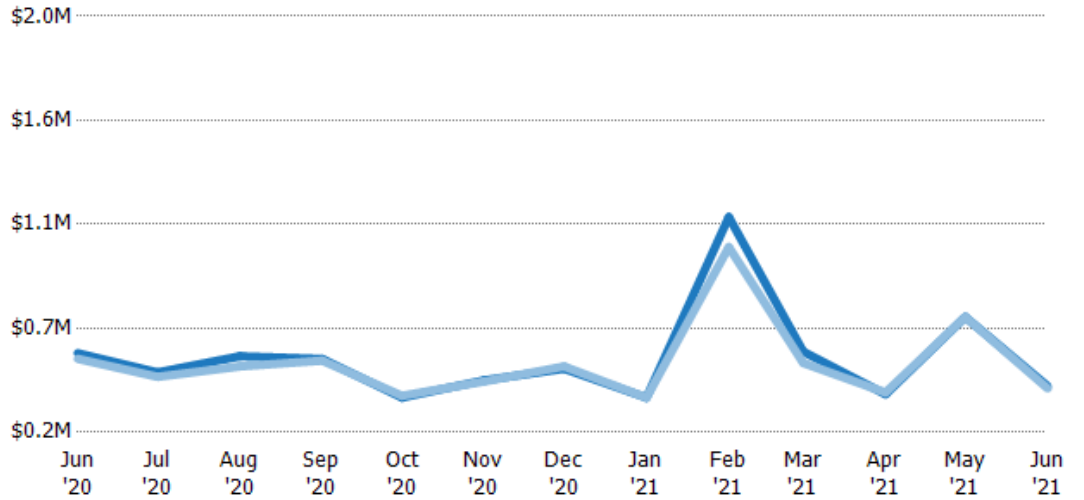
Avg List Price	\$658K	\$656K	\$626K	\$591K	\$388K	\$496K	\$615K	\$361K	\$1.13M	\$511K	\$619K	\$772K	\$471K
Avg Sales Price	\$620K	\$561K	\$577K	\$577K	\$383K	\$499K	\$568K	\$363K	\$1M	\$513K	\$593K	\$728K	\$461K
Avg Sales Price as a % of Avg List Price	94%	85%	92%	98%	99%	101%	92%	100%	89%	100%	96%	94%	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



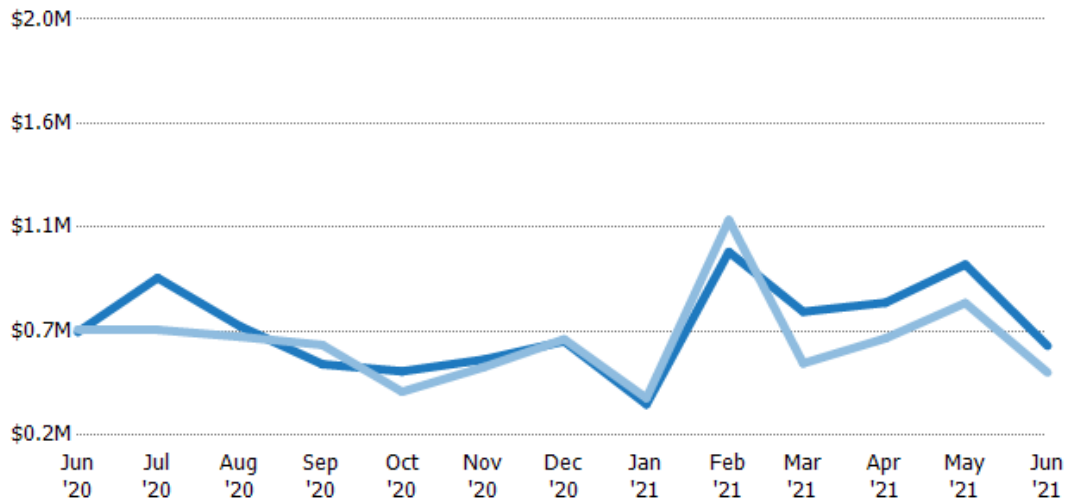
Median List Price	\$542K	\$459K	\$529K	\$517K	\$350K	\$425K	\$475K	\$350K	\$1.13M	\$549K	\$365K	\$699K	\$399K
Median Sales Price	\$518K	\$440K	\$485K	\$510K	\$358K	\$420K	\$485K	\$350K	\$1M	\$500K	\$372K	\$699K	\$390K
Med Sales Price as a % of Med List Price	95%	96%	92%	99%	102%	99%	102%	100%	89%	91%	102%	100%	98%

## 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



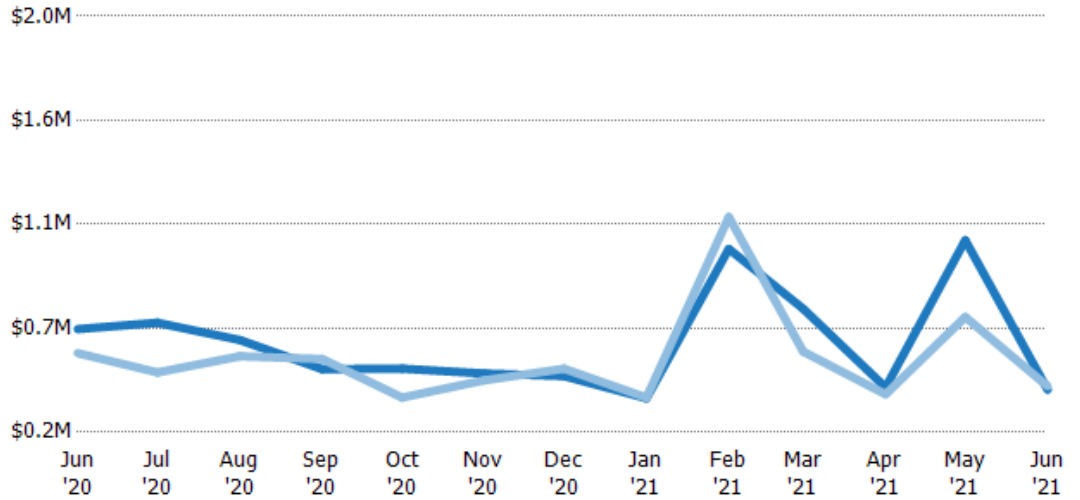
Avg Est Value	\$646K	\$881K	\$672K	\$508K	\$477K	\$528K	\$607K	\$334K	\$993K	\$734K	\$774K	\$939K	\$586K
Avg Sales Price	\$658K	\$656K	\$626K	\$591K	\$388K	\$496K	\$615K	\$361K	\$1.13M	\$511K	\$619K	\$772K	\$471K
Avg Sales Price as a % of Avg Est Value	102%	74%	93%	116%	81%	94%	101%	108%	114%	70%	80%	82%	80%

## 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	\$646K	\$674K	\$599K	\$473K	\$475K	\$454K	\$443K	\$347K	\$993K	\$734K	\$394K	\$1.03M	\$384K
Median Sales Price	\$542K	\$459K	\$529K	\$517K	\$350K	\$425K	\$475K	\$350K	\$1.13M	\$549K	\$365K	\$699K	\$399K
Med Sales Price as a % of Med Est Value	84%	68%	88%	109%	74%	94%	107%	101%	114%	75%	93%	68%	104%