

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	10	+/-	66	68	-2.9%
New Listing Volume	\$4,582,000	\$6,606,000	-30.6%	\$33,570,800	\$47,373,600	-29.1%
Active Listing Count	18	32	-43.8%	N/A	N/A	
Active Listing Volume	\$15,560,000	\$26,678,290	-41.7%	N/A	N/A	
Average Listing Price	\$864,444	\$833,697	+3.7%	\$758,732	\$677,270	+12%
Median Listing Price	\$675,000	\$546,950	+23.4%	\$533,735	\$431,118	+23.8%
Median Days in RPR	97.5	119.5	-18.4%	81.42	157.73	-48.4%
Months of Inventory	3.6	2.9	+23.8%	3.2	10.8	-70.3%
Absorption Rate	27.78%	34.38%	-6.6%	31.13%	9.24%	+21.9%
Sales Activity Charts Metrics						
New Pending Sales Count	16	21	-23.8%	74	82	-9.8%
New Pending Sales Volume	\$6,970,000	\$9,132,900	-23.7%	\$36,293,900	\$41,615,000	-12.8%
Pending Sales Count	21	29	-27.6%	N/A	N/A	
Pending Sales Volume	\$8,189,000	\$14,556,800	-43.7%	N/A	N/A	
Closed Sales Count	8	10	-20%	43	47	-8.5%
Closed Sales Volume	\$4,089,000	\$6,077,500	-32.7%	\$23,103,000	\$23,329,050	-1%
Average Sales Price	\$511,125	\$607,750	-15.9%	\$537,279	\$496,363	+8.2%
Median Sales Price	\$542,000	\$525,000	+3.2%	\$500,314	\$420,043	+19.1%

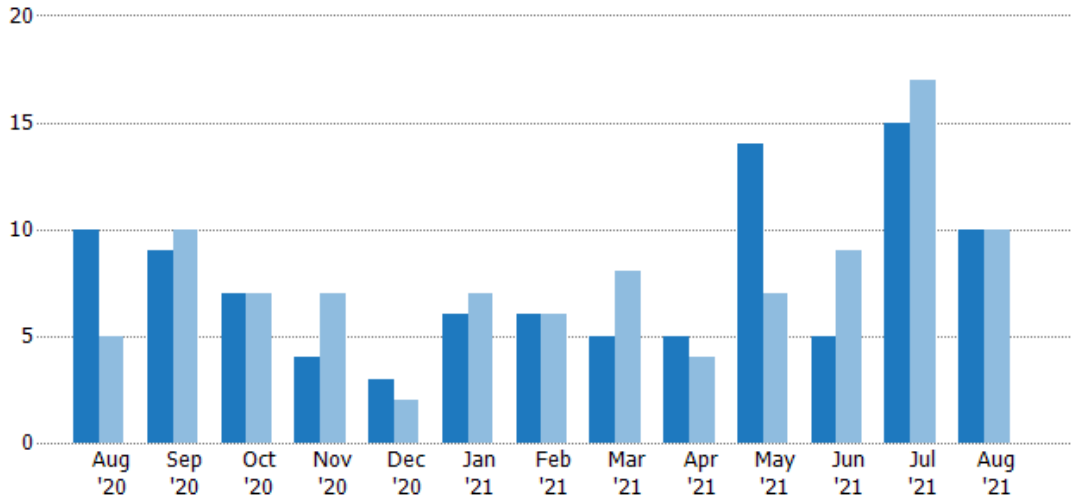
New Listings

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.
Aug '21	10	0%
Aug '20	10	100%
Aug '19	5	80%



Current Year	10	9	7	4	3	6	6	5	5	14	5	15	10
Prior Year	5	10	7	7	2	7	6	8	4	7	9	17	10
Percent Change from Prior Year	100%	-10%	0%	-43%	50%	-14%	0%	-38%	25%	100%	-44%	-12%	0%

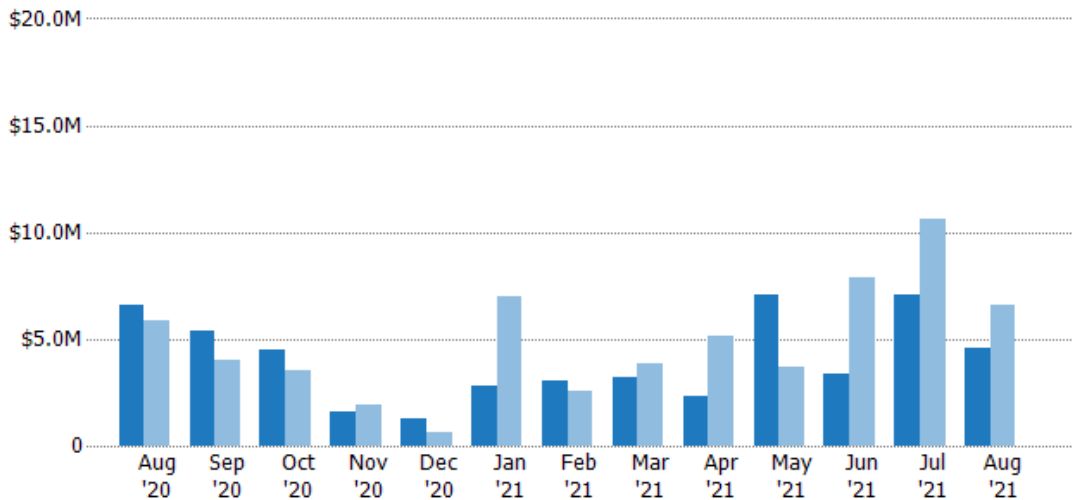
New Listing Volume

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

Month/ Year	Volume	% Chg.
Aug '21	\$4.58M	-30.6%
Aug '20	\$6.61M	11.9%
Aug '19	\$5.9M	-31.4%



Current Year	\$6.61M	\$5.37M	\$4.46M	\$1.6M	\$1.31M	\$2.83M	\$3.07M	\$3.19M	\$2.31M	\$7.1M	\$3.4M	\$7.08M	\$4.58M
Prior Year	\$5.9M	\$4.03M	\$3.53M	\$1.96M	\$600K	\$6.98M	\$2.57M	\$3.88M	\$5.16M	\$3.72M	\$7.84M	\$10.6M	\$6.61M
Percent Change from Prior Year	12%	33%	26%	-18%	118%	-60%	20%	-18%	-55%	91%	-57%	-33%	-31%

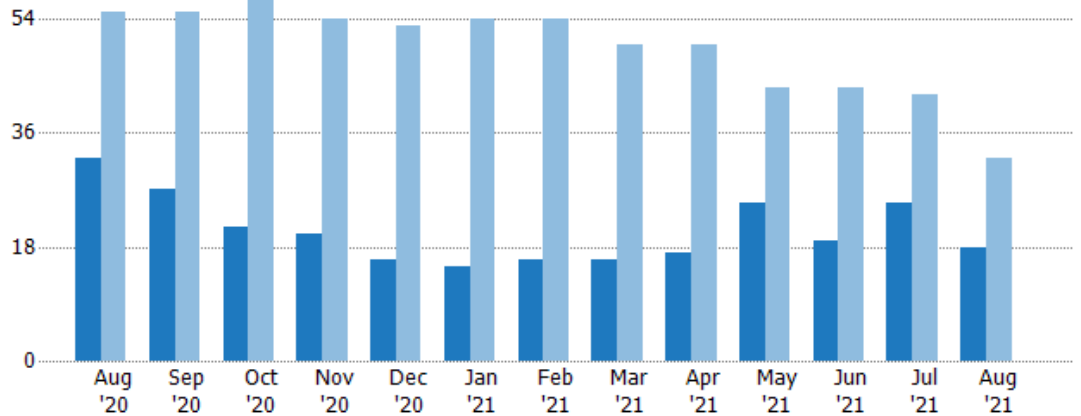
Active Listings

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.
Aug '21	18	-43.8%
Aug '20	32	-41.8%
Aug '19	55	9.1%



Current Year	32	27	21	20	16	15	16	16	17	25	19	25	18
Prior Year	55	55	57	54	53	54	54	50	50	43	43	42	32
Percent Change from Prior Year	-42%	-51%	-63%	-63%	-70%	-72%	-70%	-68%	-66%	-42%	-56%	-40%	-44%

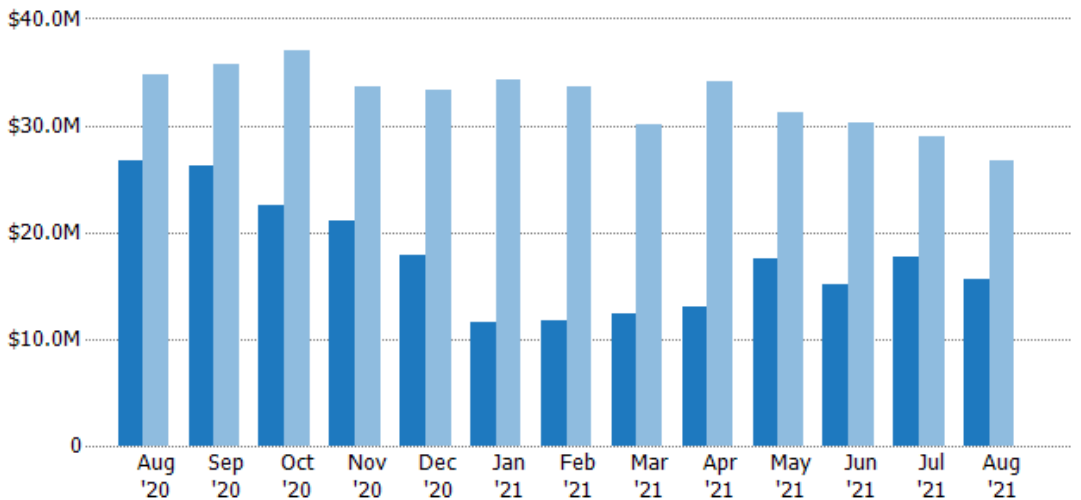
Active Listing Volume

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.
Aug '21	\$15.6M	-41.7%
Aug '20	\$26.7M	-23.1%
Aug '19	\$34.7M	-25.1%



Current Year	\$26.7M	\$26.2M	\$22.5M	\$21.1M	\$17.9M	\$11.5M	\$11.8M	\$12.4M	\$13M	\$17.6M	\$15.1M	\$17.7M	\$15.6M
Prior Year	\$34.7M	\$35.7M	\$37M	\$33.7M	\$33.3M	\$34.2M	\$33.7M	\$30M	\$34.1M	\$31.3M	\$30.2M	\$29M	\$26.7M
Percent Change from Prior Year	-23%	-27%	-39%	-37%	-46%	-66%	-65%	-59%	-62%	-44%	-50%	-39%	-42%

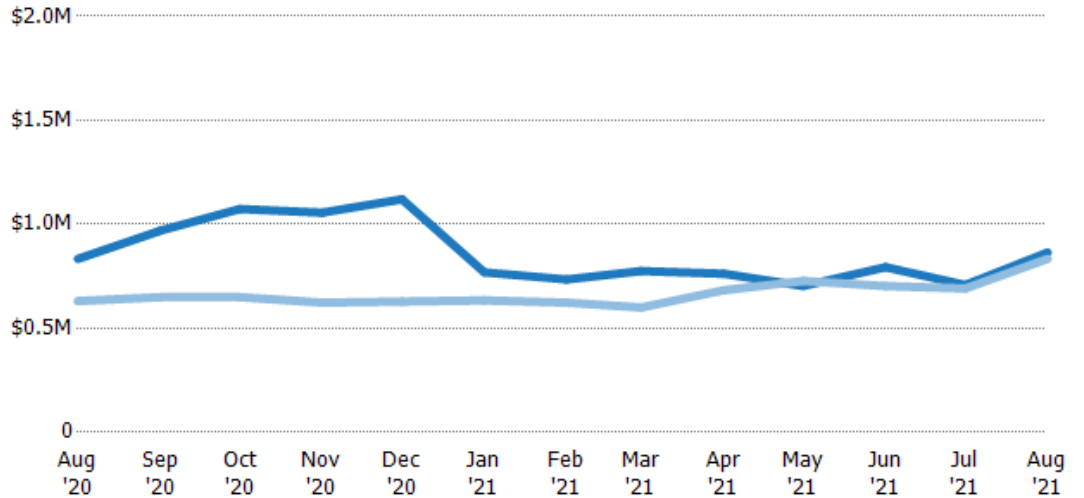
Average Listing Price

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.
Aug '21	\$864K	3.7%
Aug '20	\$834K	32.1%
Aug '19	\$631K	-31.3%



Current Year	\$834K	\$969K	\$1.07M	\$1.06M	\$1.12M	\$769K	\$735K	\$775K	\$762K	\$703K	\$794K	\$708K	\$864K
Prior Year	\$631K	\$650K	\$649K	\$623K	\$628K	\$634K	\$623K	\$600K	\$683K	\$727K	\$703K	\$691K	\$834K
Percent Change from Prior Year	32%	49%	65%	69%	78%	21%	18%	29%	12%	-3%	13%	2%	4%

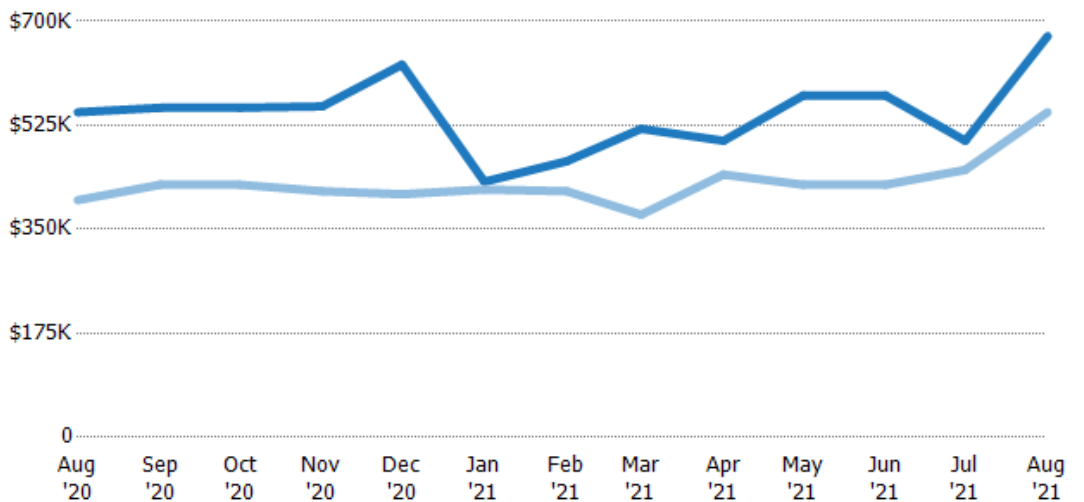
Median Listing Price

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.
Aug '21	\$675K	23.4%
Aug '20	\$547K	37.1%
Aug '19	\$399K	-12.3%



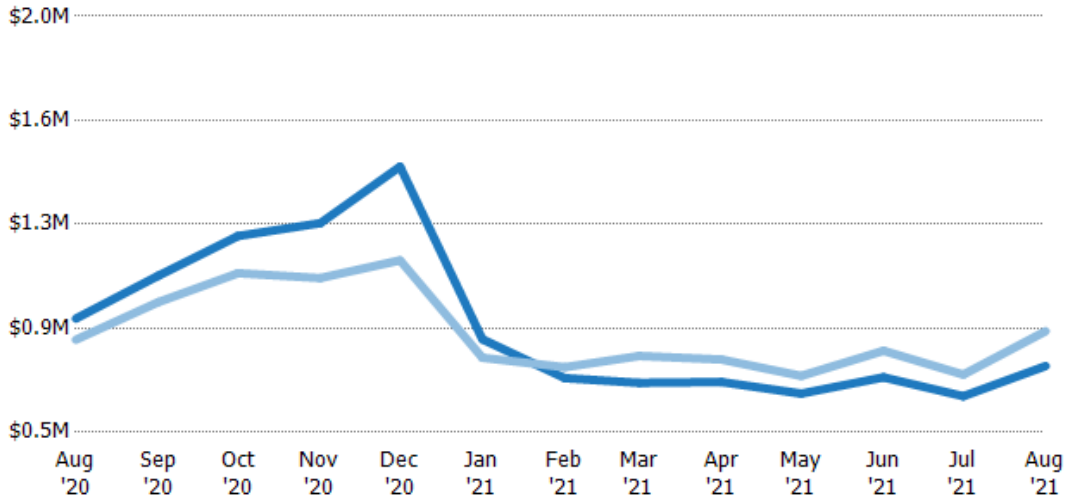
Current Year	\$547K	\$555K	\$555K	\$557K	\$627K	\$430K	\$465K	\$519K	\$499K	\$575K	\$575K	\$499K	\$675K
Prior Year	\$399K	\$425K	\$425K	\$414K	\$409K	\$417K	\$414K	\$375K	\$442K	\$425K	\$425K	\$450K	\$547K
Percent Change from Prior Year	37%	30%	30%	34%	53%	3%	12%	39%	13%	35%	35%	11%	23%

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



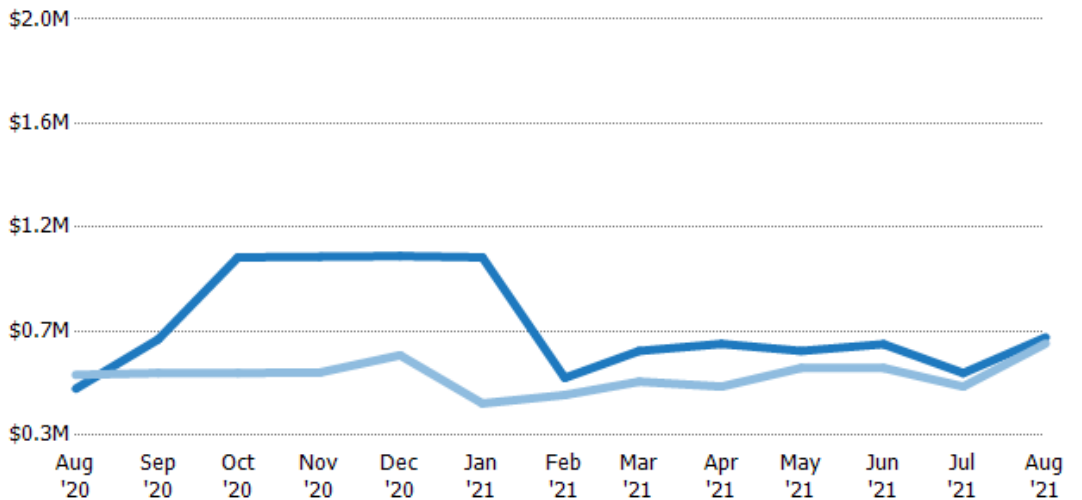
Avg Est Value	\$910K	\$1.06M	\$1.21M	\$1.25M	\$1.46M	\$835K	\$695K	\$678K	\$681K	\$639K	\$698K	\$630K	\$739K
Avg Listing Price	\$834K	\$969K	\$1.07M	\$1.06M	\$1.12M	\$769K	\$735K	\$775K	\$762K	\$703K	\$794K	\$708K	\$864K
Avg Listing Price as a % of Avg Est Value	92%	91%	89%	84%	77%	92%	106%	114%	112%	110%	114%	112%	117%

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	\$490K	\$692K	\$1.03M	\$1.03M	\$1.03M	\$1.03M	\$534K	\$645K	\$673K	\$645K	\$672K	\$554K	\$700K
Median Listing Price	\$547K	\$555K	\$555K	\$557K	\$627K	\$430K	\$465K	\$519K	\$499K	\$575K	\$575K	\$499K	\$675K
Med Listing Price as a % of Med Est Value	112%	80%	54%	54%	61%	42%	87%	81%	74%	89%	86%	90%	96%

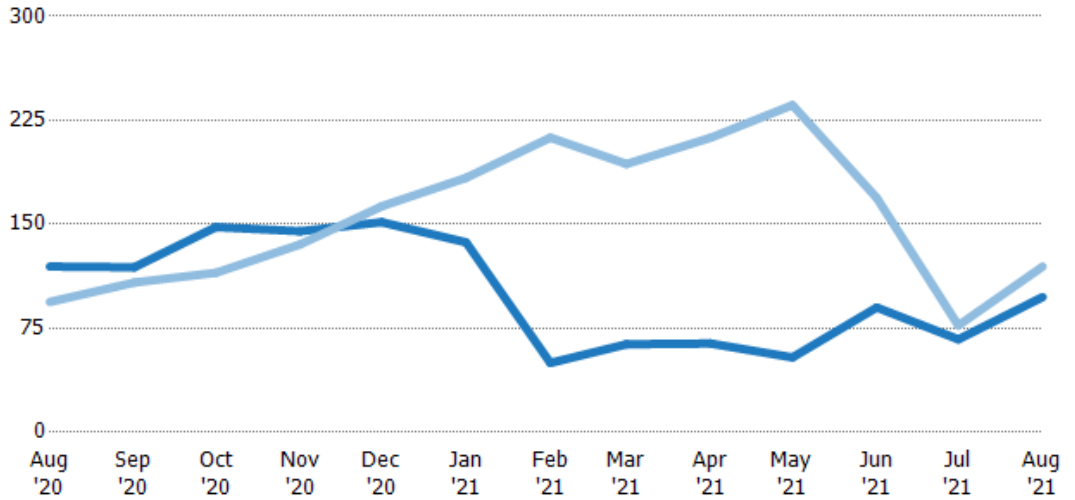
Median Days in RPR

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.
Aug '21	97.5	-18.4%
Aug '20	120	27.1%
Aug '19	94	22.9%



Current Year	120	119	148	145	152	137	50	63.5	64	54	90	67	97.5
Prior Year	94	108	115	136	163	184	213	194	213	236	169	77	120
Percent Change from Prior Year	27%	10%	29%	7%	-7%	-25%	-76%	-67%	-70%	-77%	-47%	-13%	-18%

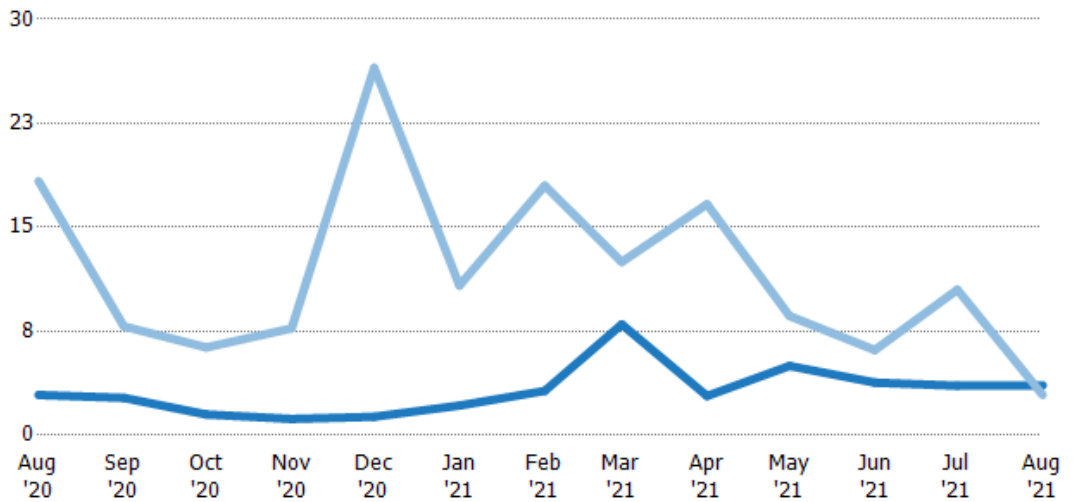
Months of Inventory

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.
Aug '21	3.6	23.8%
Aug '20	2.91	-84.1%
Aug '19	18.3	-59.1%



Current Year	2.91	2.7	1.5	1.18	1.33	2.14	3.2	8	2.83	5	3.8	3.57	3.6
Prior Year	18.3	7.86	6.33	7.71	26.5	10.8	18	12.5	16.7	8.6	6.14	10.5	2.91
Percent Change from Prior Year	-84%	-66%	-76%	-85%	-95%	-80%	-82%	-36%	-83%	-42%	-38%	-66%	24%

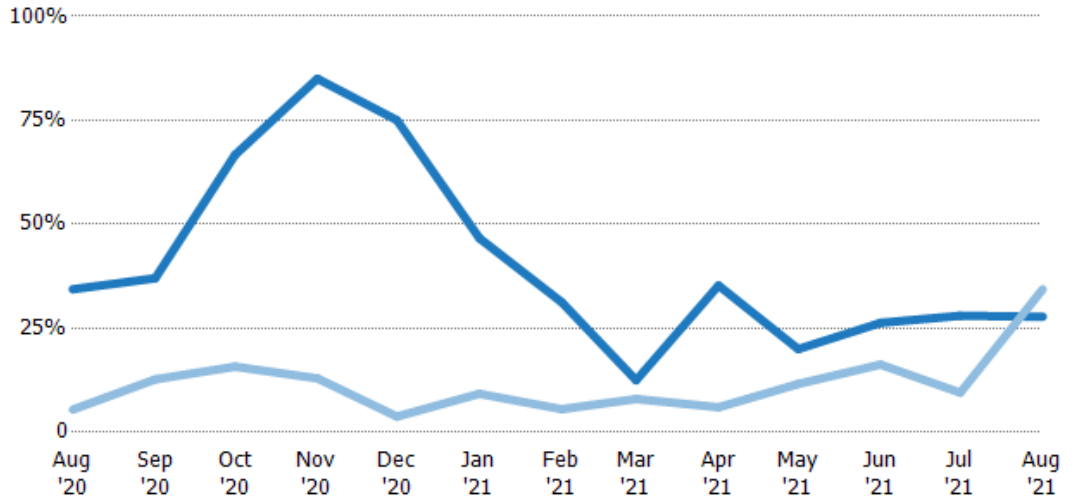
Absorption Rate

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.
Aug '21	28%	6.6%
Aug '20	34%	-28.9%
Aug '19	5%	144.6%



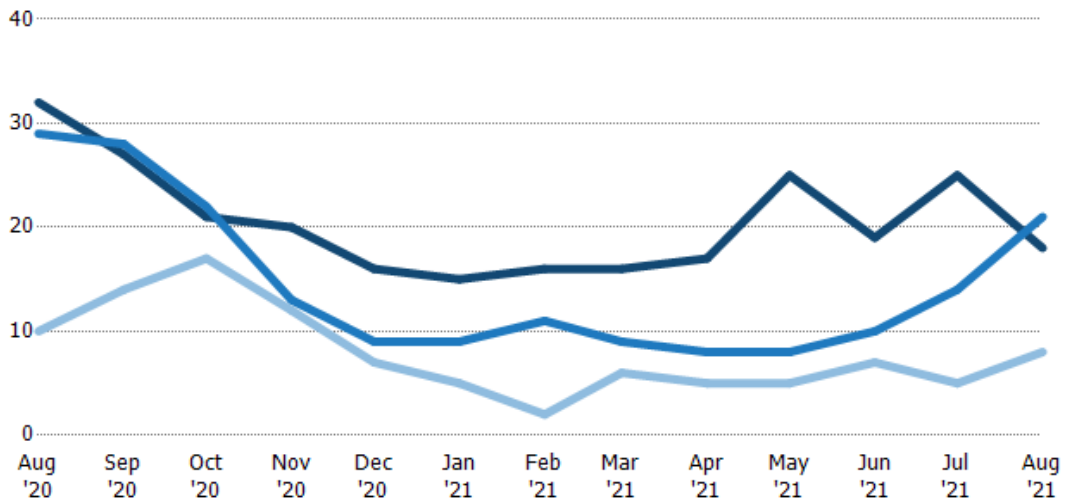
Current Year	34%	37%	67%	85%	75%	47%	31%	13%	35%	20%	26%	28%	28%
Prior Year	5%	13%	16%	13%	4%	9%	6%	8%	6%	12%	16%	10%	34%
Change from Prior Year	-29%	-24%	-51%	-72%	-71%	-37%	-26%	-5%	-29%	-8%	-10%	-18%	7%

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	32	27	21	20	16	15	16	16	17	25	19	25	18
Pending	29	28	22	13	9	9	11	9	8	8	10	14	21
Sold	10	14	17	12	7	5	2	6	5	5	7	5	8

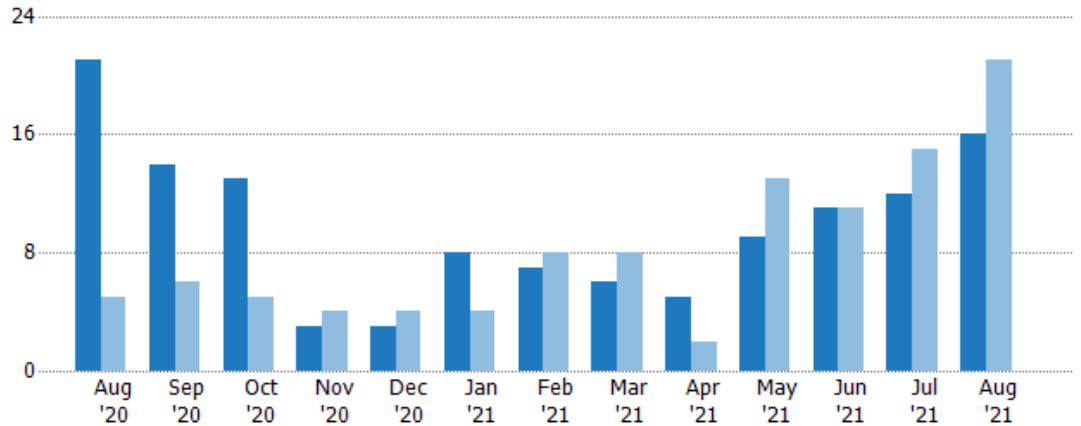
New Pending Sales

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.
Aug '21	16	-23.8%
Aug '20	21	320%
Aug '19	5	100%



Current Year	21	14	13	3	3	8	7	6	5	9	11	12	16
Prior Year	5	6	5	4	4	4	8	8	2	13	11	15	21
Percent Change from Prior Year	320%	133%	160%	-25%	-25%	100%	-13%	-25%	150%	-31%	0%	-20%	-24%

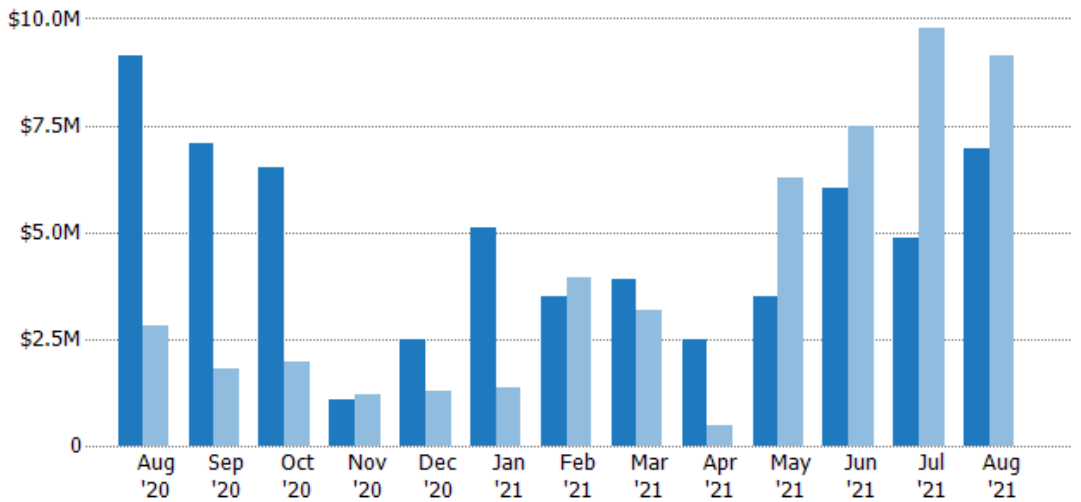
New Pending Sales Volume

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.
Aug '21	\$6.97M	-23.7%
Aug '20	\$9.13M	225.1%
Aug '19	\$2.81M	47.2%



Current Year	\$9.13M	\$7.06M	\$6.52M	\$1.08M	\$2.49M	\$5.1M	\$3.48M	\$3.91M	\$2.48M	\$3.48M	\$6.02M	\$4.86M	\$6.97M
Prior Year	\$2.81M	\$1.81M	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.92M	\$3.18M	\$469K	\$6.29M	\$7.47M	\$9.78M	\$9.13M
Percent Change from Prior Year	225%	291%	230%	-9%	95%	274%	-11%	23%	429%	-45%	-19%	-50%	-24%

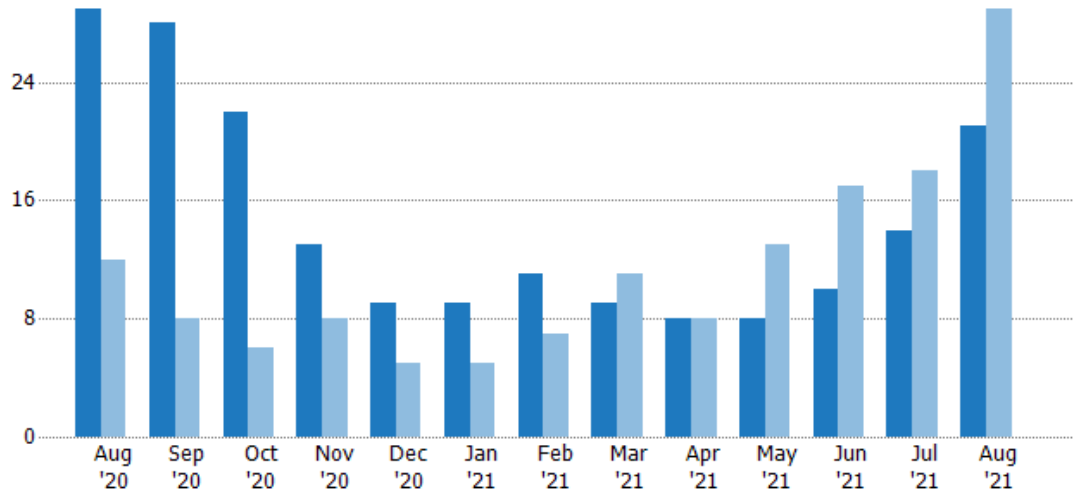
Pending Sales

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.
Aug '21	21	-27.6%
Aug '20	29	141.7%
Aug '19	12	8.3%



Current Year	29	28	22	13	9	9	11	9	8	8	10	14	21
Prior Year	12	8	6	8	5	5	7	11	8	13	17	18	29
Percent Change from Prior Year	142%	250%	267%	63%	80%	80%	57%	-18%	0%	-38%	-41%	-22%	-28%

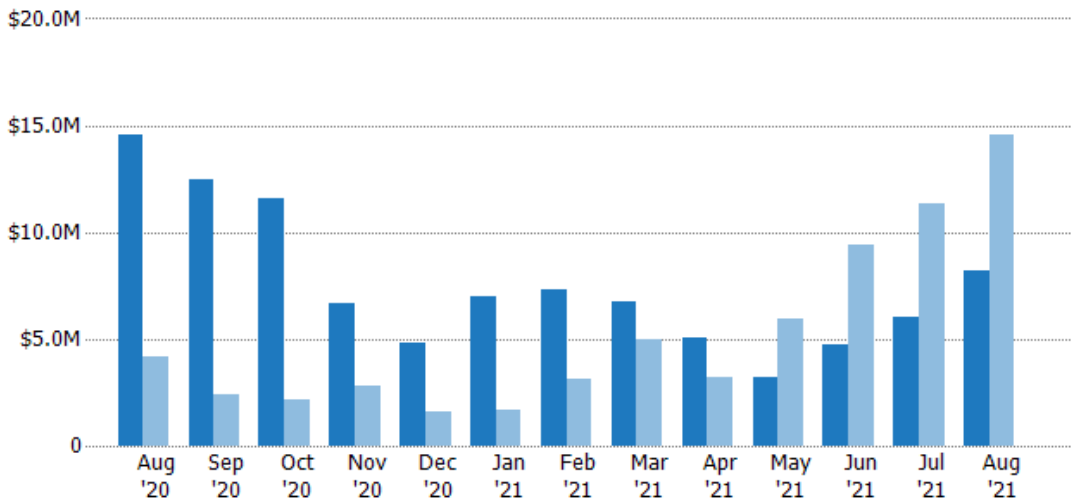
Pending Sales Volume

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.
Aug '21	\$8.19M	-43.7%
Aug '20	\$14.6M	248.7%
Aug '19	\$4.17M	16.2%



Current Year	\$14.6M	\$12.5M	\$11.6M	\$6.67M	\$4.85M	\$7.02M	\$7.29M	\$6.72M	\$5.05M	\$3.24M	\$4.71M	\$6.02M	\$8.19M
Prior Year	\$4.17M	\$2.4M	\$2.19M	\$2.82M	\$1.61M	\$1.72M	\$3.13M	\$4.97M	\$3.19M	\$5.91M	\$9.4M	\$11.4M	\$14.6M
Percent Change from Prior Year	249%	421%	429%	137%	202%	309%	133%	35%	59%	-45%	-50%	-47%	-44%

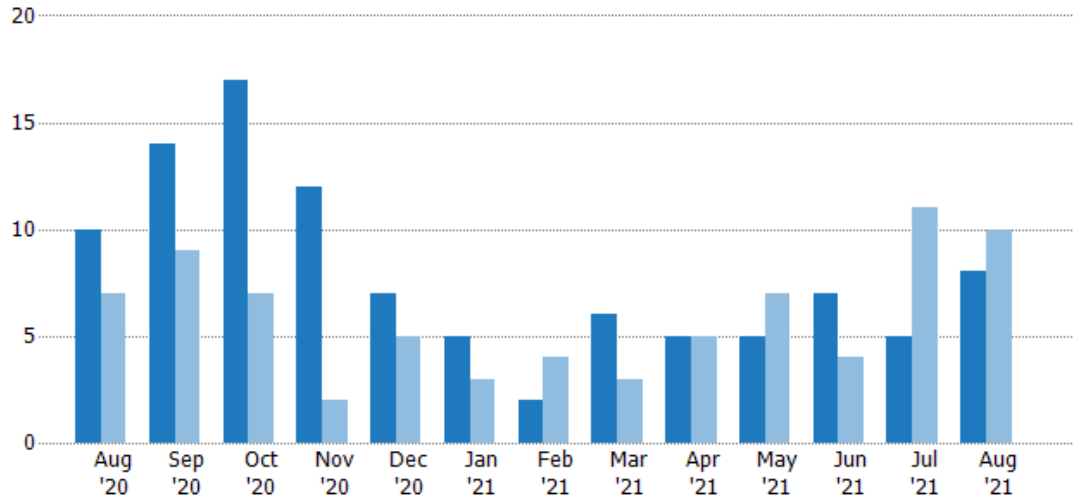
Closed Sales

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.
Aug '21	8	-20%
Aug '20	10	42.9%
Aug '19	7	28.6%



Current Year	10	14	17	12	7	5	2	6	5	5	7	5	8
Prior Year	7	9	7	2	5	3	4	3	5	7	4	11	10
Percent Change from Prior Year	43%	56%	143%	500%	40%	67%	-50%	100%	0%	-29%	75%	-55%	-20%

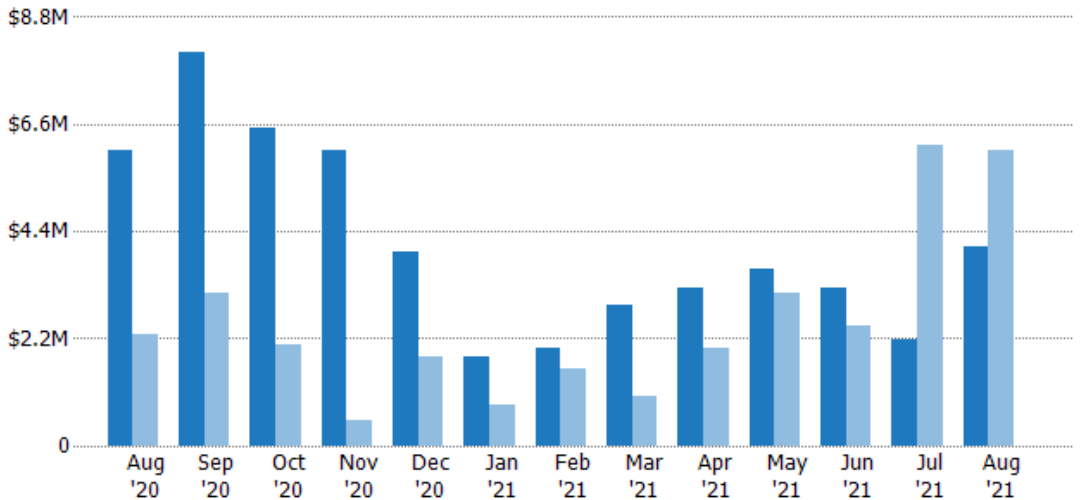
Closed Sales Volume

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.
Aug '21	\$4.09M	-32.7%
Aug '20	\$6.08M	167%
Aug '19	\$2.28M	69.2%



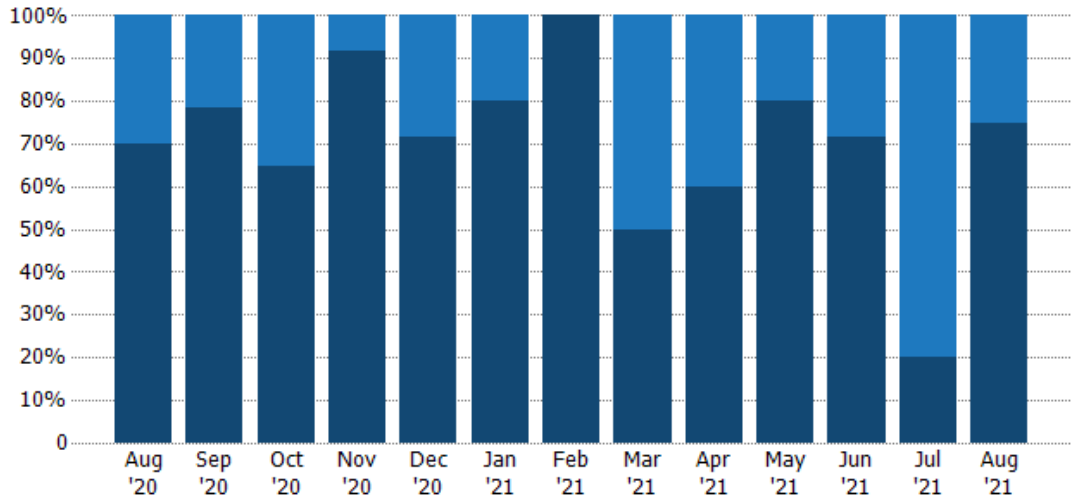
Current Year	\$6.08M	\$8.08M	\$6.51M	\$6.07M	\$3.98M	\$1.81M	\$2M	\$2.9M	\$3.24M	\$3.64M	\$3.23M	\$2.19M	\$4.09M
Prior Year	\$2.28M	\$3.15M	\$2.08M	\$515K	\$1.84M	\$855K	\$1.59M	\$1M	\$2.01M	\$3.14M	\$2.48M	\$6.17M	\$6.08M
Percent Change from Prior Year	167%	157%	213%	1,078%	116%	112%	26%	190%	61%	16%	30%	-64%	-33%

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



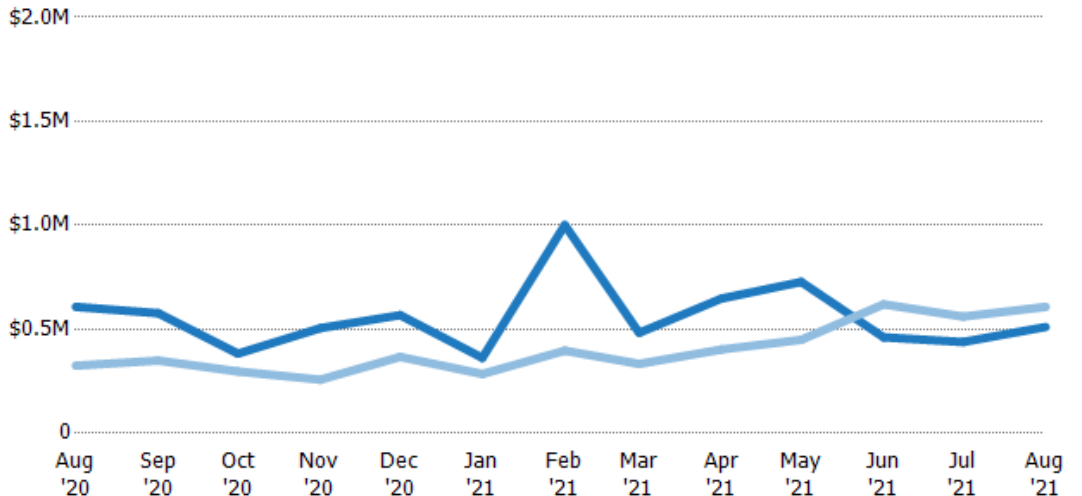
Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Condo/Townhouse	30%	21%	35%	8%	29%	20%	-	50%	40%	20%	29%	80%	25%
Single Family Residence	70%	79%	65%	92%	71%	80%	100%	50%	60%	80%	71%	20%	75%

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.
Aug '21	\$511K	-15.9%
Aug '20	\$608K	86.9%
Aug '19	\$325K	31.6%

Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$608K	\$577K	\$383K	\$505K	\$568K	\$363K	\$1M	\$483K	\$648K	\$728K	\$461K	\$439K	\$511K
Prior Year	\$325K	\$350K	\$297K	\$258K	\$367K	\$285K	\$397K	\$334K	\$403K	\$449K	\$620K	\$561K	\$608K
Percent Change from Prior Year	87%	65%	29%	96%	55%	27%	152%	45%	61%	62%	-26%	-22%	-16%

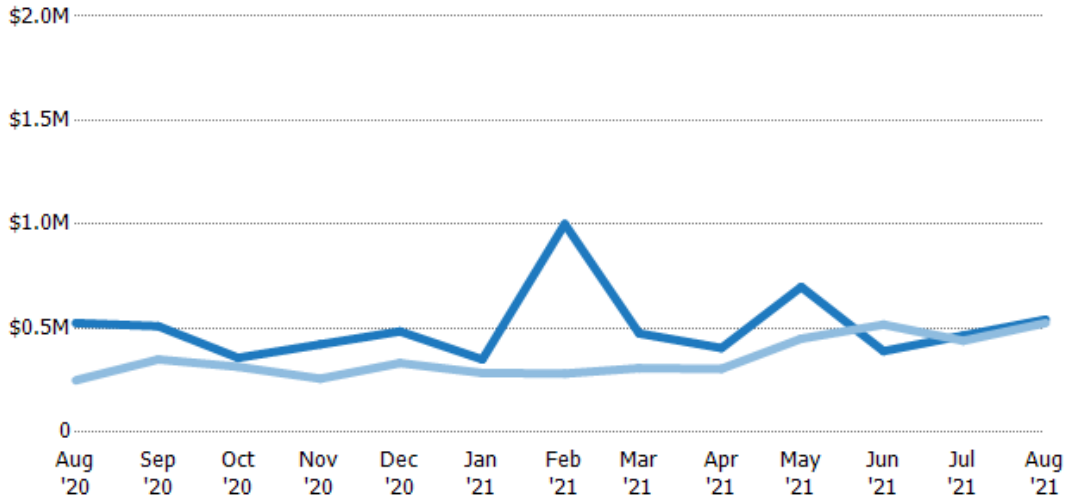
Median Sales Price

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.
Aug '21	\$542K	3.2%
Aug '20	\$525K	110%
Aug '19	\$250K	75.6%



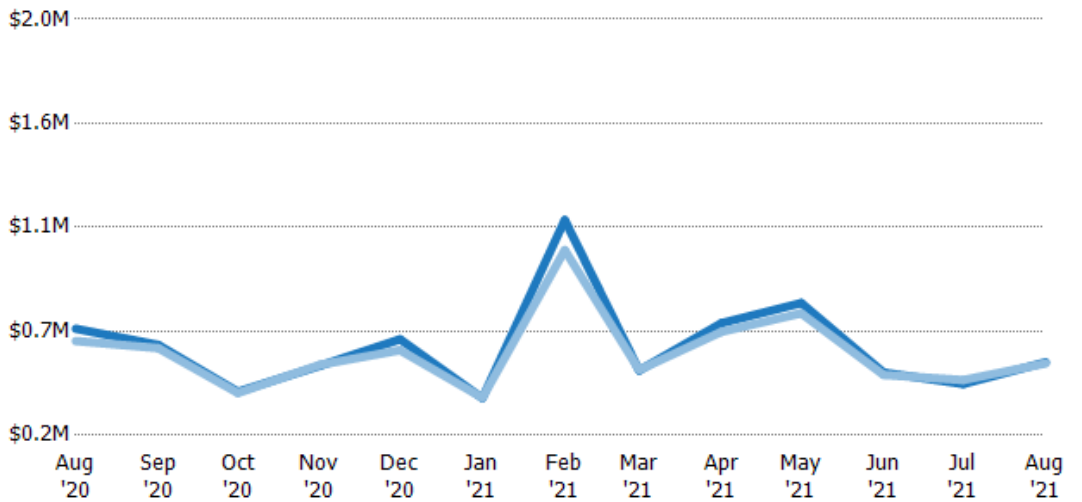
Current Year	\$525K	\$510K	\$358K	\$423K	\$485K	\$350K	\$1M	\$475K	\$405K	\$699K	\$390K	\$465K	\$542K
Prior Year	\$250K	\$350K	\$315K	\$258K	\$333K	\$285K	\$282K	\$308K	\$305K	\$450K	\$518K	\$440K	\$525K
Percent Change from Prior Year	110%	46%	14%	64%	46%	23%	255%	54%	33%	55%	-25%	6%	3%

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



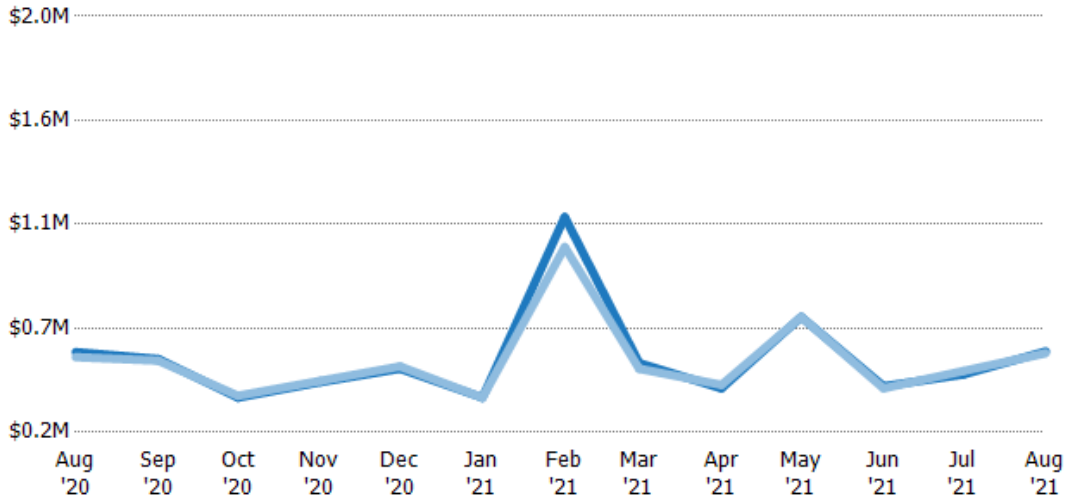
Avg List Price	\$661K	\$591K	\$388K	\$501K	\$615K	\$361K	\$1.13M	\$480K	\$685K	\$772K	\$471K	\$422K	\$516K
Avg Sales Price	\$608K	\$577K	\$383K	\$505K	\$568K	\$363K	\$1M	\$483K	\$648K	\$728K	\$461K	\$439K	\$511K
Avg Sales Price as a % of Avg List Price	92%	98%	99%	101%	92%	100%	89%	101%	95%	94%	98%	104%	99%

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



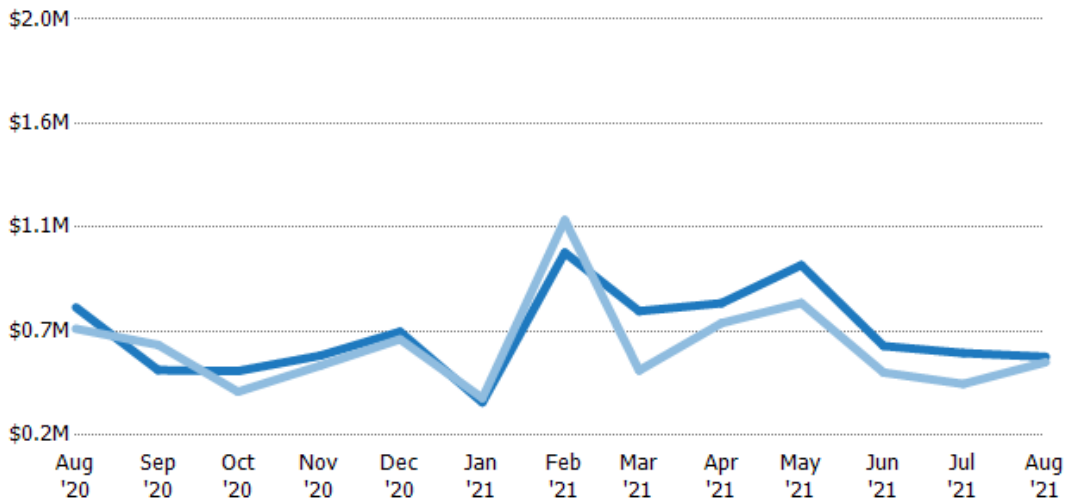
Median List Price	\$547K	\$517K	\$350K	\$417K	\$475K	\$350K	\$1.13M	\$500K	\$390K	\$699K	\$399K	\$450K	\$550K
Median Sales Price	\$525K	\$510K	\$358K	\$423K	\$485K	\$350K	\$1M	\$475K	\$405K	\$699K	\$390K	\$465K	\$542K
Med Sales Price as a % of Med List Price	96%	99%	102%	101%	102%	100%	89%	95%	104%	100%	98%	103%	99%

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



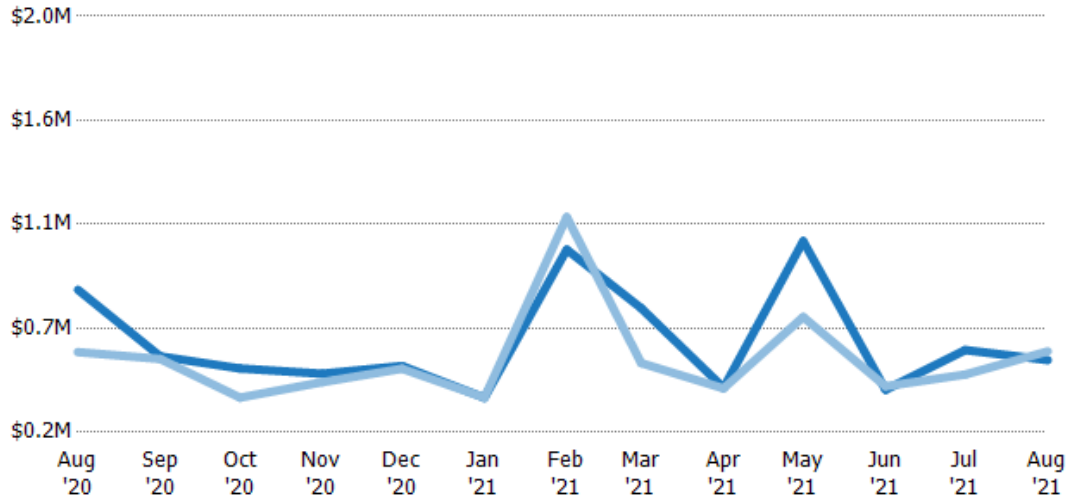
Avg Est Value	\$753K	\$482K	\$478K	\$545K	\$648K	\$342K	\$990K	\$737K	\$771K	\$936K	\$586K	\$556K	\$539K
Avg Sales Price	\$661K	\$591K	\$388K	\$501K	\$615K	\$361K	\$1.13M	\$480K	\$685K	\$772K	\$471K	\$422K	\$516K
Avg Sales Price as a % of Avg Est Value	88%	123%	81%	92%	95%	105%	114%	65%	89%	82%	80%	76%	96%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$817K	\$528K	\$476K	\$453K	\$487K	\$350K	\$990K	\$737K	\$393K	\$1.03M	\$384K	\$556K	\$512K
Median Sales Price	\$547K	\$517K	\$350K	\$417K	\$475K	\$350K	\$1.13M	\$500K	\$390K	\$699K	\$399K	\$450K	\$550K
Med Sales Price as a % of Med Est Value	67%	98%	74%	92%	98%	100%	114%	68%	99%	68%	104%	81%	107%