

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

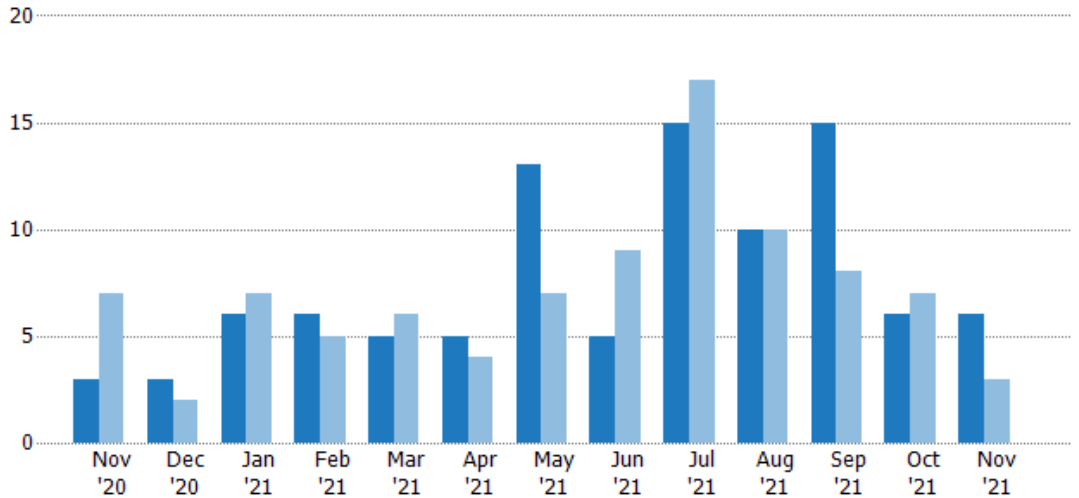
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	3	+100%	92	83	+10.8%
New Listing Volume	\$3,179,000	\$904,500	+251.5%	\$50,505,800	\$56,375,600	-10.4%
Active Listing Count	23	19	+21.1%	N/A	N/A	
Active Listing Volume	\$18,672,000	\$20,425,290	-8.6%	N/A	N/A	
Average Listing Price	\$811,826	\$1,075,015	-24.5%	\$803,331	\$730,691	+9.9%
Median Listing Price	\$485,000	\$554,500	-12.5%	\$570,157	\$437,971	+30.2%
Median Days in RPR	68	145	-53.1%	63.99	150.07	-57.4%
Months of Inventory	1.9	1.1	+71.5%	2.5	8.3	-70.4%
Absorption Rate	52.17%	89.47%	-37.3%	40.48%	11.98%	+28.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	3	-66.7%	89	110	-19.1%
New Pending Sales Volume	\$549,000	\$1,078,500	-49.1%	\$43,848,900	\$55,020,500	-20.3%
Pending Sales Count	1	13	-92.3%	N/A	N/A	
Pending Sales Volume	\$579,000	\$6,670,000	-91.3%	N/A	N/A	
Closed Sales Count	8	11	-27.3%	76	85	-10.6%
Closed Sales Volume	\$3,883,500	\$5,685,500	-31.7%	\$37,371,500	\$41,831,350	-10.7%
Average Sales Price	\$485,438	\$516,864	-6.1%	\$491,730	\$492,134	-0.1%
Median Sales Price	\$386,000	\$425,000	-9.2%	\$448,901	\$432,412	+3.8%

## 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



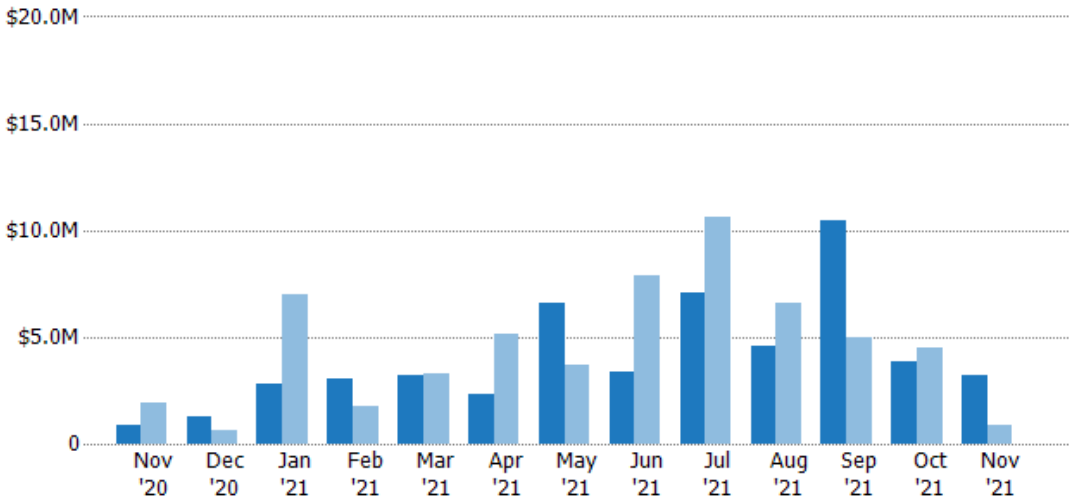
Month/Year	Count	% Chg.
Nov '21	6	100%
Nov '20	3	-57.1%
Nov '19	7	-57.1%

## 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.
Nov '21	\$3.18M	251.5%
Nov '20	\$905K	-53.7%
Nov '19	\$1.96M	-37.1%

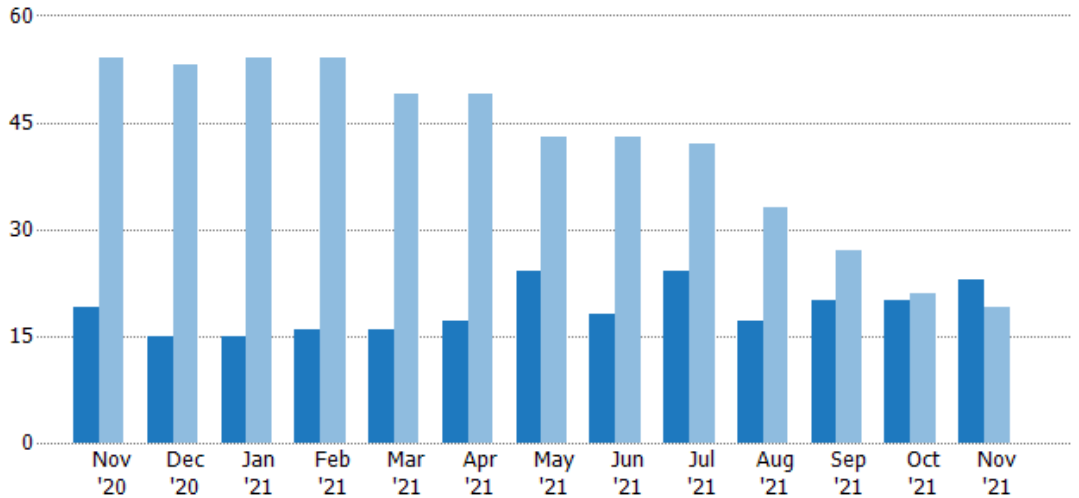
## Active Listings

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.
Nov '21	23	21.1%
Nov '20	19	-64.8%
Nov '19	54	-5.6%



Current Year	19	15	15	16	16	17	24	18	24	17	20	20	23
Prior Year	54	53	54	54	49	49	43	43	42	33	27	21	19
Percent Change from Prior Year	-65%	-72%	-72%	-70%	-67%	-65%	-44%	-58%	-43%	-48%	-26%	-5%	21%

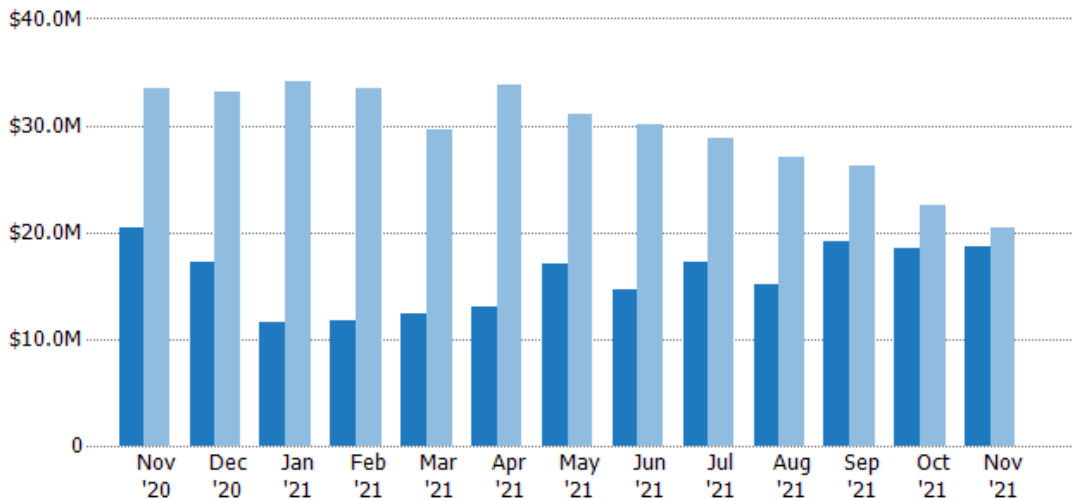
## Active Listing Volume

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.
Nov '21	\$18.7M	-8.6%
Nov '20	\$20.4M	-39%
Nov '19	\$33.5M	-31.6%



Current Year	\$20.4M	\$17.2M	\$11.5M	\$11.8M	\$12.4M	\$13M	\$17.1M	\$14.6M	\$17.2M	\$15M	\$19.1M	\$18.4M	\$18.7M
Prior Year	\$33.5M	\$33.1M	\$34.1M	\$33.5M	\$29.6M	\$33.8M	\$31.1M	\$30.1M	\$28.9M	\$27M	\$26.2M	\$22.5M	\$20.4M
Percent Change from Prior Year	-39%	-48%	-66%	-65%	-58%	-62%	-45%	-52%	-41%	-44%	-27%	-18%	-9%

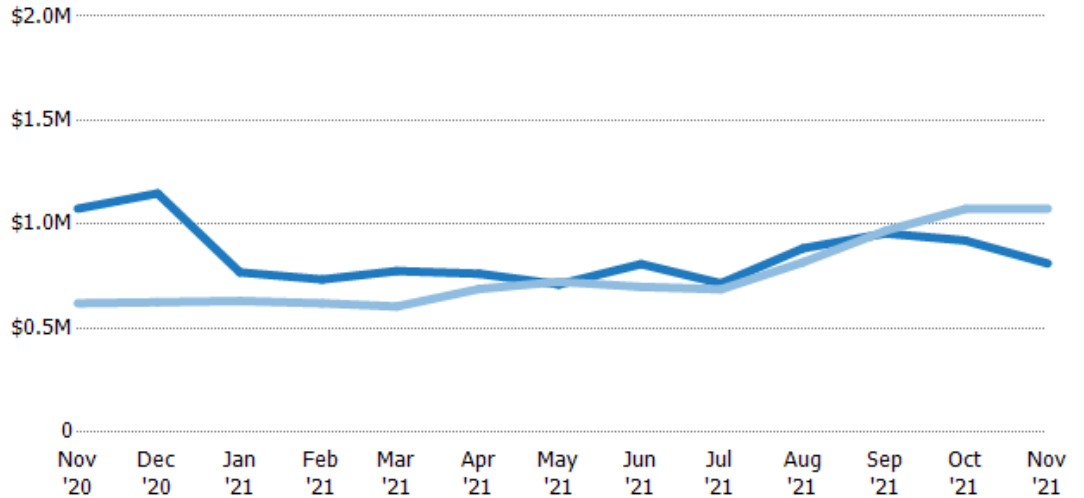
## Average Listing Price

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.
Nov '21	\$812K	-24.5%
Nov '20	\$1.08M	73.3%
Nov '19	\$620K	-27.5%



Current Year	\$1.08M	\$1.15M	\$769K	\$735K	\$775K	\$762K	\$711K	\$809K	\$716K	\$884K	\$956K	\$922K	\$812K
Prior Year	\$620K	\$625K	\$631K	\$620K	\$605K	\$689K	\$724K	\$699K	\$688K	\$818K	\$969K	\$1.07M	\$1.08M
Percent Change from Prior Year	73%	84%	22%	18%	28%	11%	-2%	16%	4%	8%	-1%	-14%	-24%

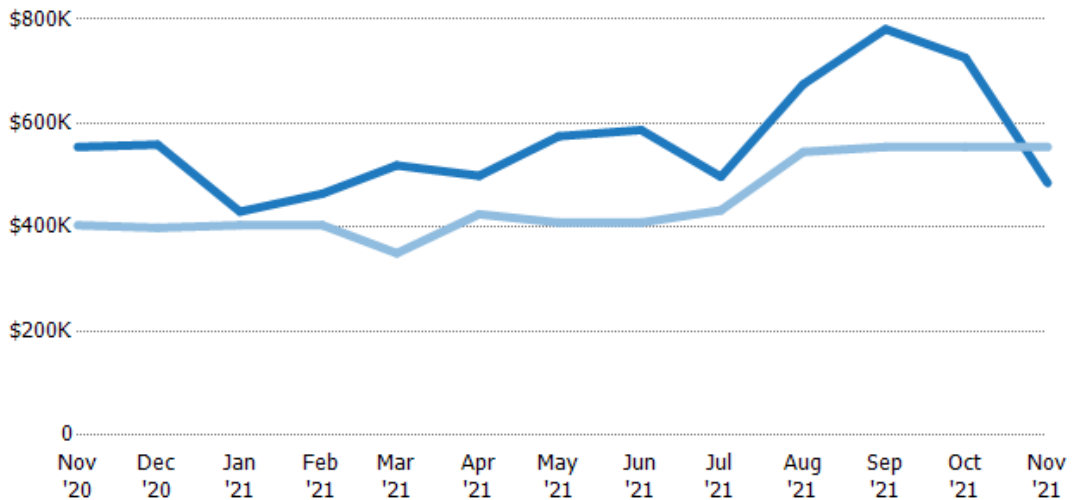
## Median Listing Price

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.
Nov '21	\$485K	-12.5%
Nov '20	\$555K	37.3%
Nov '19	\$404K	-13.4%



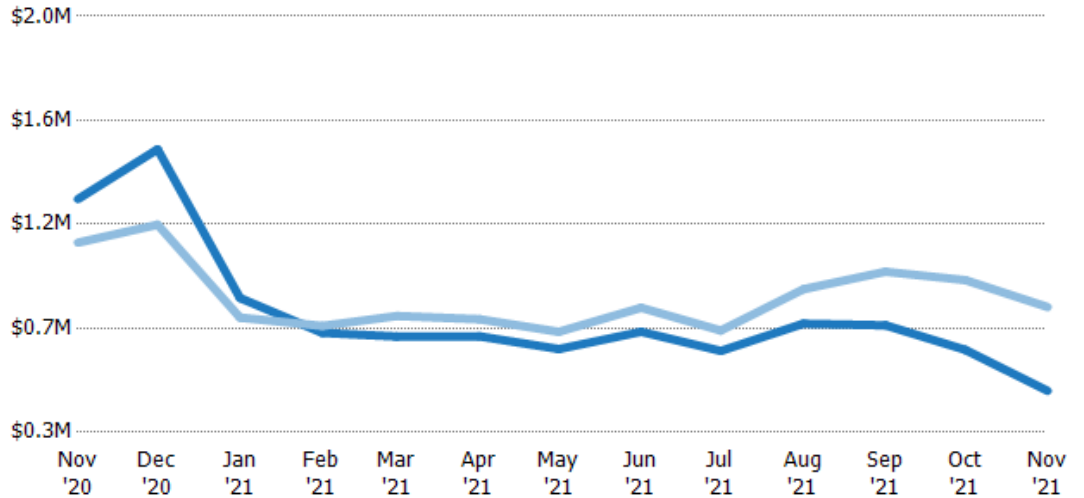
Current Year	\$555K	\$559K	\$430K	\$465K	\$519K	\$499K	\$575K	\$587K	\$497K	\$675K	\$781K	\$726K	\$485K
Prior Year	\$404K	\$399K	\$404K	\$404K	\$350K	\$425K	\$409K	\$409K	\$433K	\$545K	\$555K	\$555K	\$555K
Percent Change from Prior Year	37%	40%	6%	15%	48%	17%	41%	44%	15%	24%	41%	31%	-13%

## 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



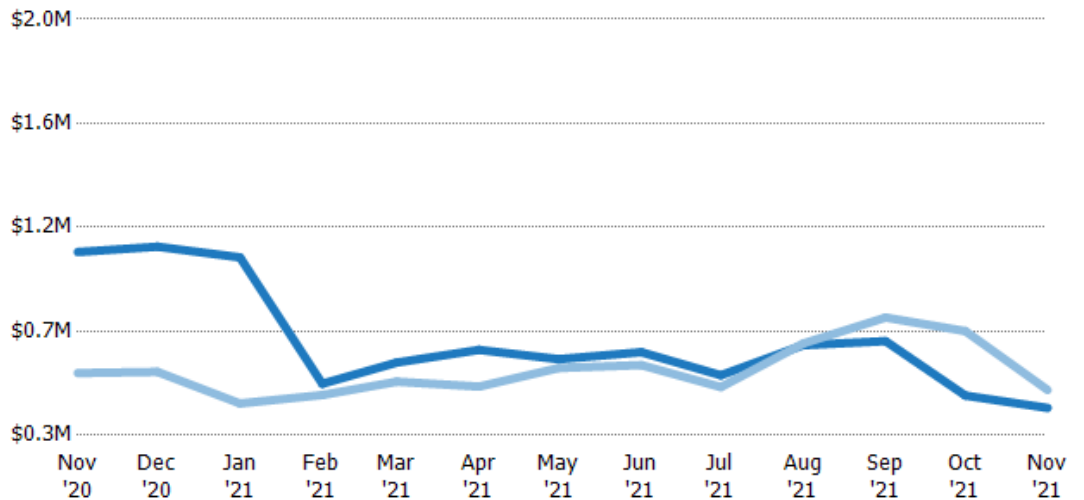
Avg Est Value	\$1.25M	\$1.46M	\$849K	\$706K	\$691K	\$692K	\$640K	\$711K	\$633K	\$744K	\$737K	\$637K	\$469K
Avg Listing Price	\$1.08M	\$1.15M	\$769K	\$735K	\$775K	\$762K	\$711K	\$809K	\$716K	\$884K	\$956K	\$922K	\$812K
Avg Listing Price as a % of Avg Est Value	86%	79%	91%	104%	112%	110%	111%	114%	113%	119%	130%	145%	173%

## 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



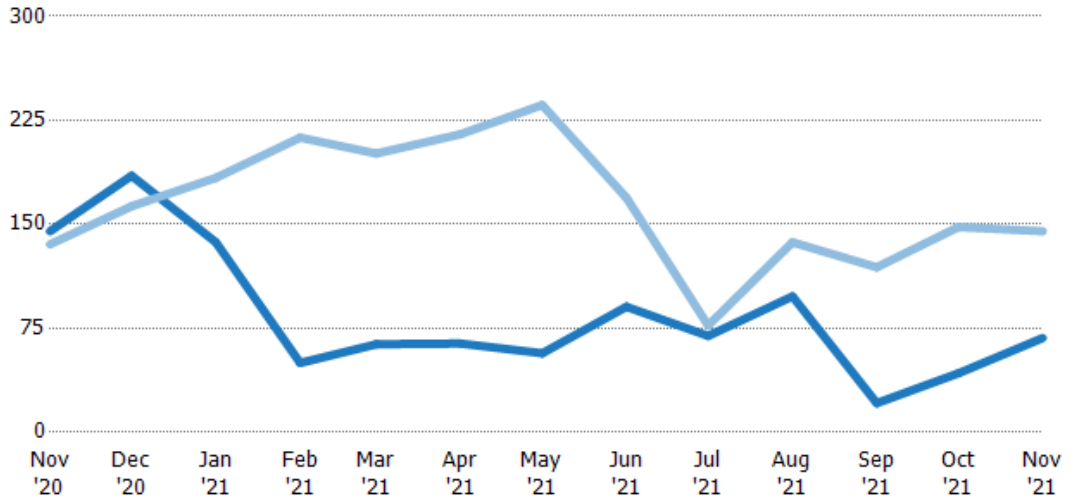
Median Est Value	\$1.05M	\$1.07M	\$1.03M	\$511K	\$597K	\$649K	\$611K	\$640K	\$545K	\$668K	\$685K	\$462K	\$412K
Median Listing Price	\$555K	\$559K	\$430K	\$465K	\$519K	\$499K	\$575K	\$587K	\$497K	\$675K	\$781K	\$726K	\$485K
Med Listing Price as a % of Med Est Value	53%	52%	42%	91%	87%	77%	94%	92%	91%	101%	114%	157%	118%

## 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.
Nov '21	68	-53.1%
Nov '20	145	7%
Nov '19	136	-9.2%

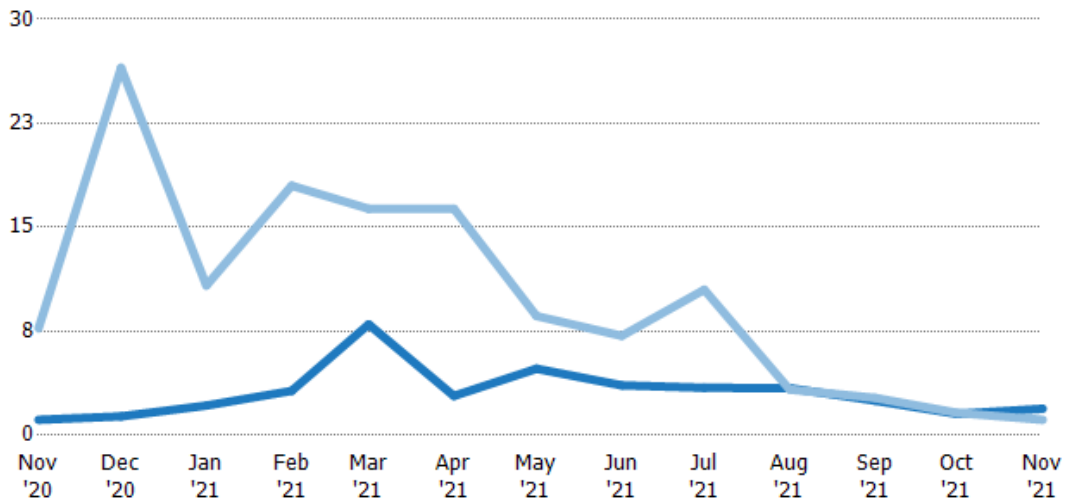
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	145	185	137	50	63.5	64	57	90.5	69.5	98	21	42.5	68
Prior Year	136	163	184	213	201	215	236	169	77	137	119	148	145
Percent Change from Prior Year	7%	13%	-25%	-76%	-68%	-70%	-76%	-46%	-10%	-28%	-82%	-71%	-53%

## 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.
Nov '21	1.92	71.5%
Nov '20	1.12	-85.5%
Nov '19	7.71	-17.4%

	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1.12	1.36	2.14	3.2	8	2.83	4.8	3.6	3.43	3.4	2.5	1.54	1.92
Prior Year	7.71	26.5	10.8	18	16.3	16.3	8.6	7.17	10.5	3.3	2.7	1.62	1.12
Percent Change from Prior Year	-86%	-95%	-80%	-82%	-51%	-83%	-44%	-50%	-67%	3%	-7%	-5%	71%

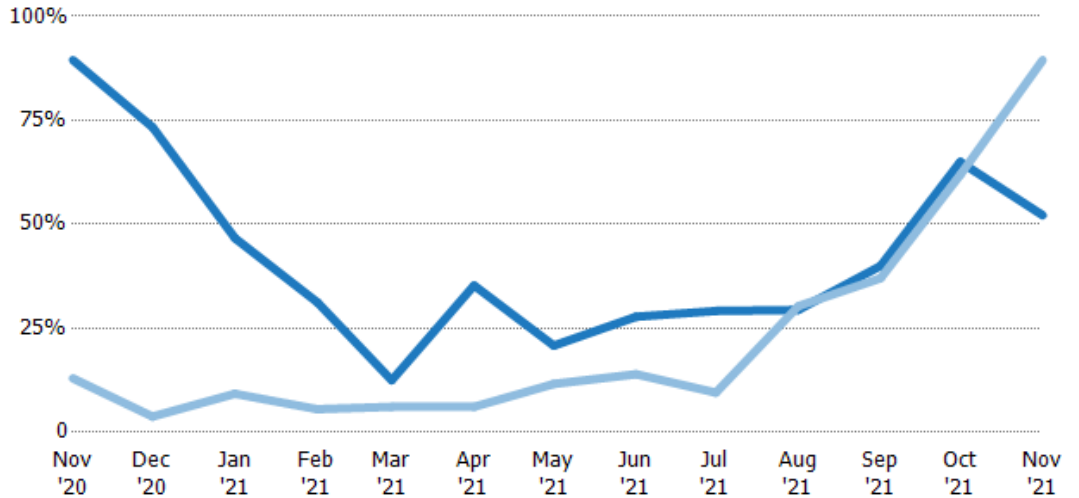
## Absorption Rate

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.
Nov '21	52%	37.3%
Nov '20	89%	-76.5%
Nov '19	13%	21%



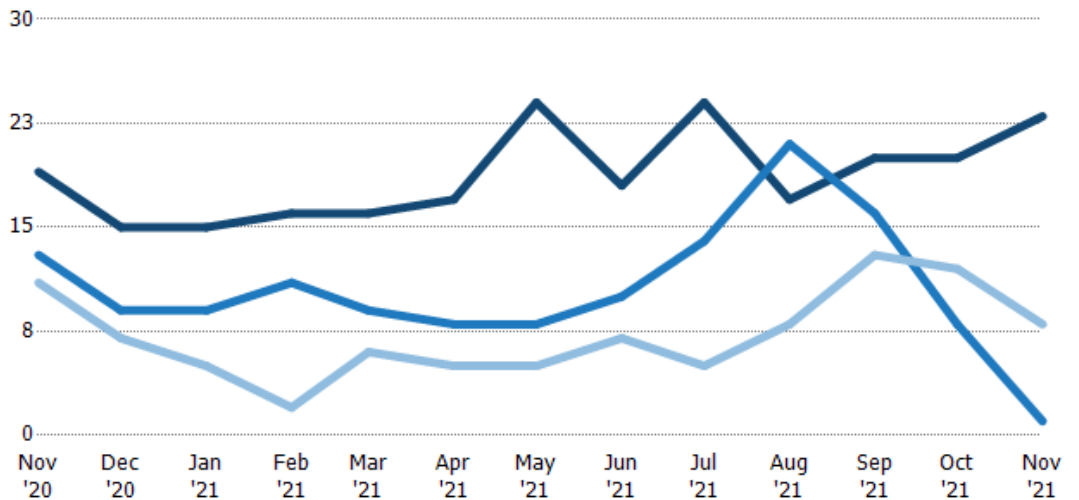
Current Year	89%	73%	47%	31%	13%	35%	21%	28%	29%	29%	40%	65%	52%
Prior Year	13%	4%	9%	6%	6%	6%	12%	14%	10%	30%	37%	62%	89%
Change from Prior Year	-77%	-70%	-37%	-26%	-6%	-29%	-9%	-14%	-20%	1%	-3%	-3%	37%

## 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	19	15	15	16	16	17	24	18	24	17	20	20	23
Pending	13	9	9	11	9	8	8	10	14	21	16	8	1
Sold	11	7	5	2	6	5	5	7	5	8	13	12	8

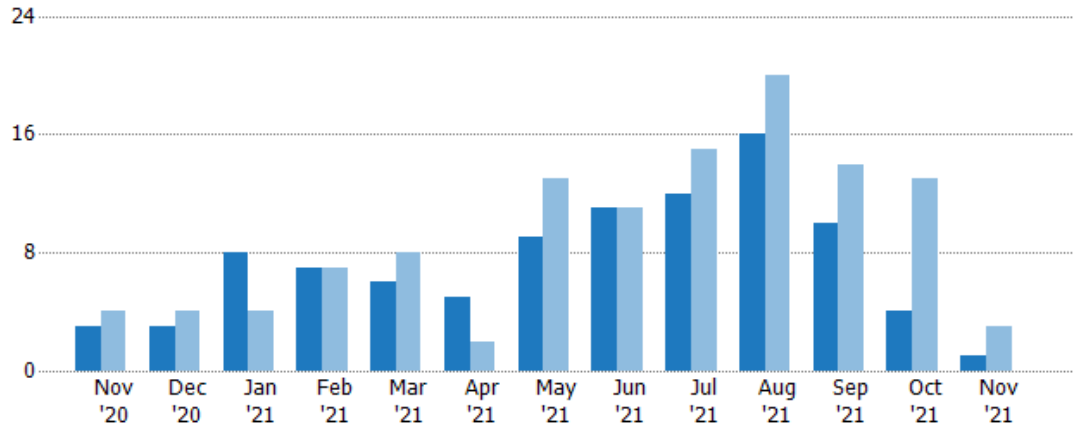
## New Pending Sales

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.
Nov '21	1	-66.7%
Nov '20	3	-25%
Nov '19	4	0%



Current Year	3	3	8	7	6	5	9	11	12	16	10	4	1
Prior Year	4	4	4	7	8	2	13	11	15	20	14	13	3
Percent Change from Prior Year	-25%	-25%	100%	0%	-25%	150%	-31%	0%	-20%	-20%	-29%	-69%	-67%

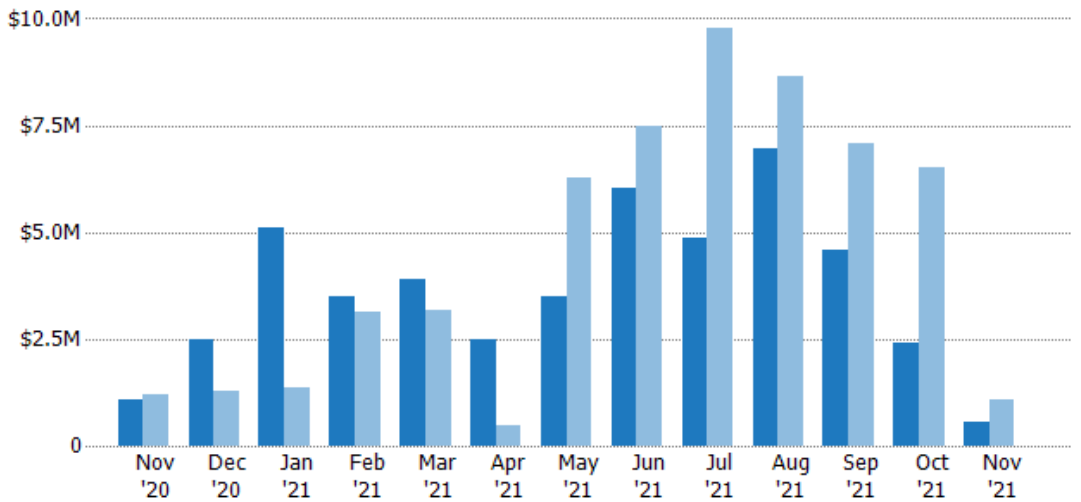
## New Pending Sales Volume

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.
Nov '21	\$549K	-49.1%
Nov '20	\$1.08M	-9.1%
Nov '19	\$1.19M	-27.7%



Current Year	\$1.08M	\$2.49M	\$5.1M	\$3.48M	\$3.91M	\$2.48M	\$3.48M	\$6.02M	\$4.86M	\$6.97M	\$4.59M	\$2.42M	\$549K
Prior Year	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.29M	\$7.47M	\$9.78M	\$8.67M	\$7.06M	\$6.52M	\$1.08M
Percent Change from Prior Year	-9%	95%	274%	11%	23%	429%	-45%	-19%	-50%	-20%	-35%	-63%	-49%

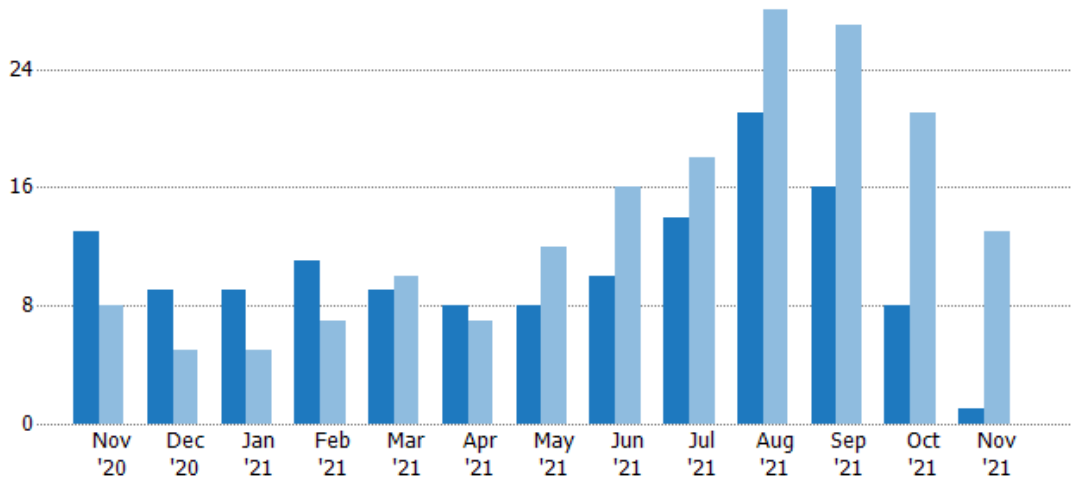


## Pending Sales

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



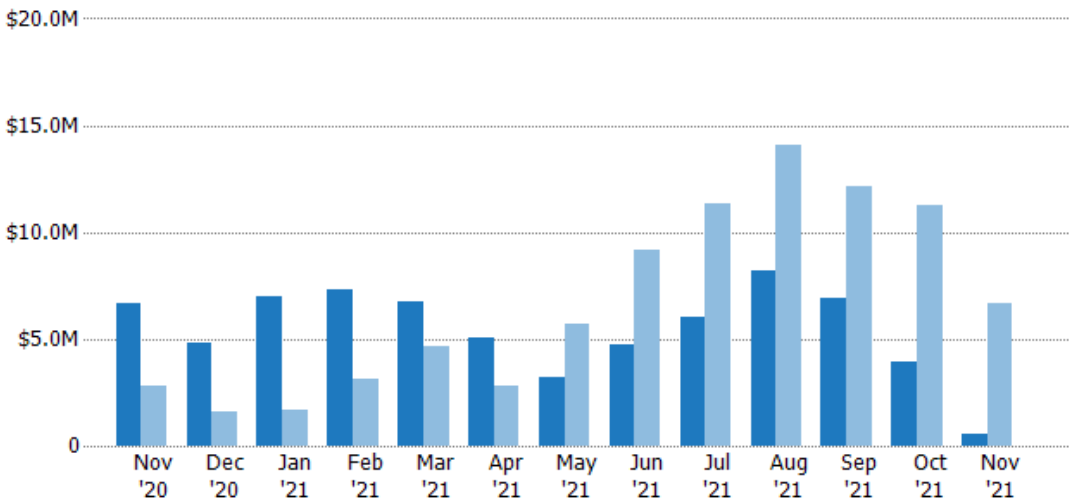
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	13	9	9	11	9	8	8	10	14	21	16	8	1
Prior Year	8	5	5	7	10	7	12	16	18	28	27	21	13
Percent Change from Prior Year	63%	80%	80%	57%	-10%	14%	-33%	-38%	-22%	-25%	-41%	-62%	-92%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$6.67M	\$4.85M	\$7.02M	\$7.29M	\$6.72M	\$5.05M	\$3.24M	\$4.71M	\$6.02M	\$8.19M	\$6.89M	\$3.94M	\$579K
Prior Year	\$2.82M	\$1.61M	\$1.72M	\$3.13M	\$4.62M	\$2.84M	\$5.69M	\$9.19M	\$11.4M	\$14.1M	\$12.1M	\$11.2M	\$6.67M
Percent Change from Prior Year	137%	202%	309%	133%	46%	78%	-43%	-49%	-47%	-42%	-43%	-65%	-91%

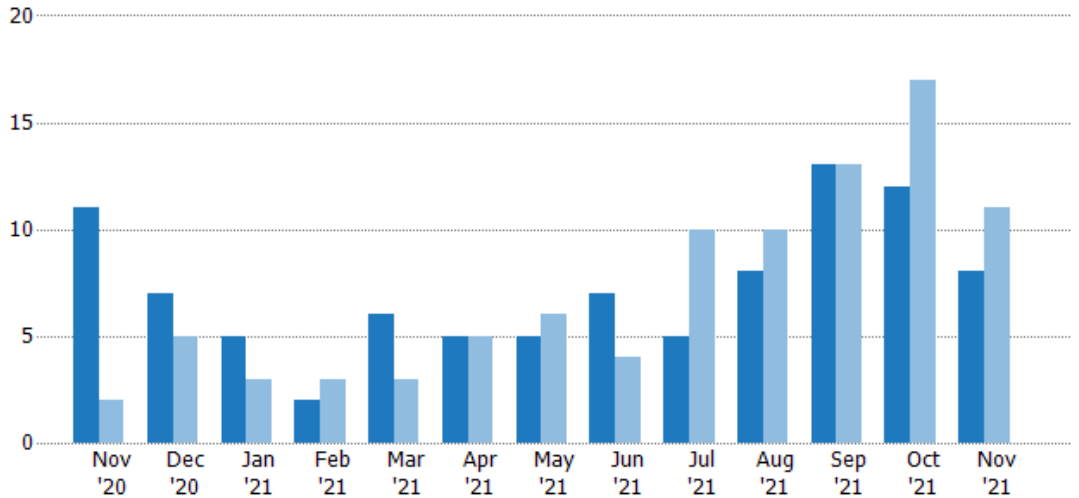
## Closed Sales

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.
Nov '21	8	-27.3%
Nov '20	11	450%
Nov '19	2	250%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	11	7	5	2	6	5	5	7	5	8	13	12	8
Prior Year	2	5	3	3	3	5	6	4	10	10	13	17	11
Percent Change from Prior Year	450%	40%	67%	-33%	100%	0%	-17%	75%	-50%	-20%	0%	-29%	-27%

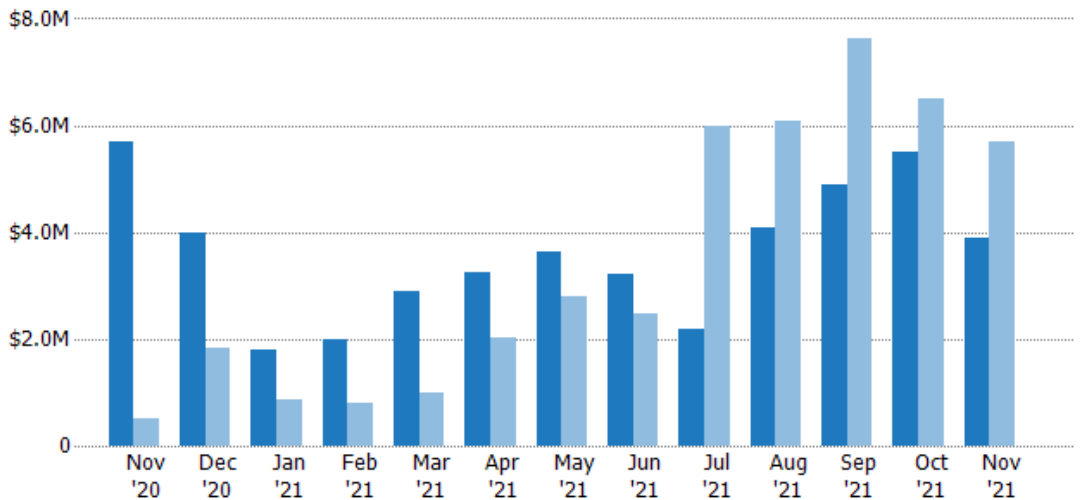
## Closed Sales Volume

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.
Nov '21	\$3.88M	-31.7%
Nov '20	\$5.69M	1,004%
Nov '19	\$515K	378.3%



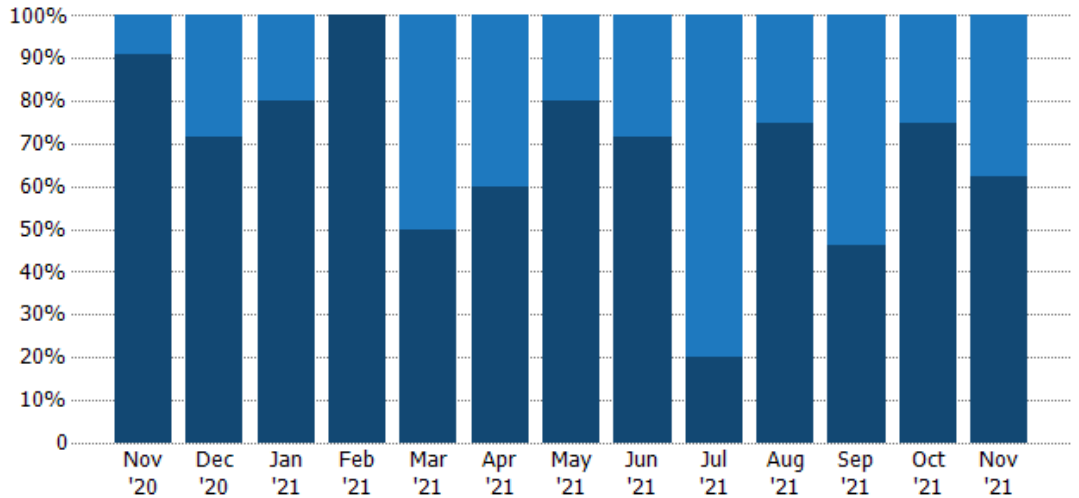
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$5.69M	\$3.98M	\$1.81M	\$2M	\$2.9M	\$3.24M	\$3.64M	\$3.23M	\$2.19M	\$4.09M	\$4.88M	\$5.5M	\$3.88M
Prior Year	\$515K	\$1.84M	\$855K	\$814K	\$1M	\$2.01M	\$2.79M	\$2.48M	\$5.97M	\$6.08M	\$7.63M	\$6.51M	\$5.69M
Percent Change from Prior Year	1,004%	116%	112%	146%	190%	61%	30%	30%	-63%	-33%	-36%	-16%	-32%

## 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



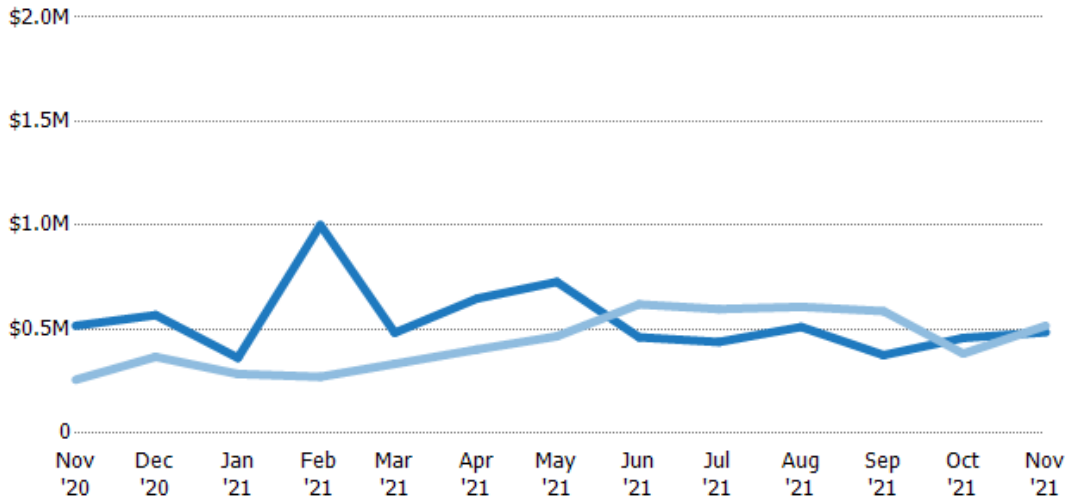
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	9%	29%	20%	-	50%	40%	20%	29%	80%	25%	54%	25%	38%
Single Family Residence	91%	71%	80%	100%	50%	60%	80%	71%	20%	75%	46%	75%	63%

## 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.
Nov '21	\$485K	-6.1%
Nov '20	\$517K	100.7%
Nov '19	\$258K	36.7%

Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$517K	\$568K	\$363K	\$1M	\$483K	\$648K	\$728K	\$461K	\$439K	\$511K	\$376K	\$458K	\$485K
Prior Year	\$258K	\$367K	\$285K	\$271K	\$334K	\$403K	\$466K	\$620K	\$597K	\$608K	\$587K	\$383K	\$517K
Percent Change from Prior Year	101%	55%	27%	269%	45%	61%	56%	-26%	-26%	-16%	-36%	20%	-6%

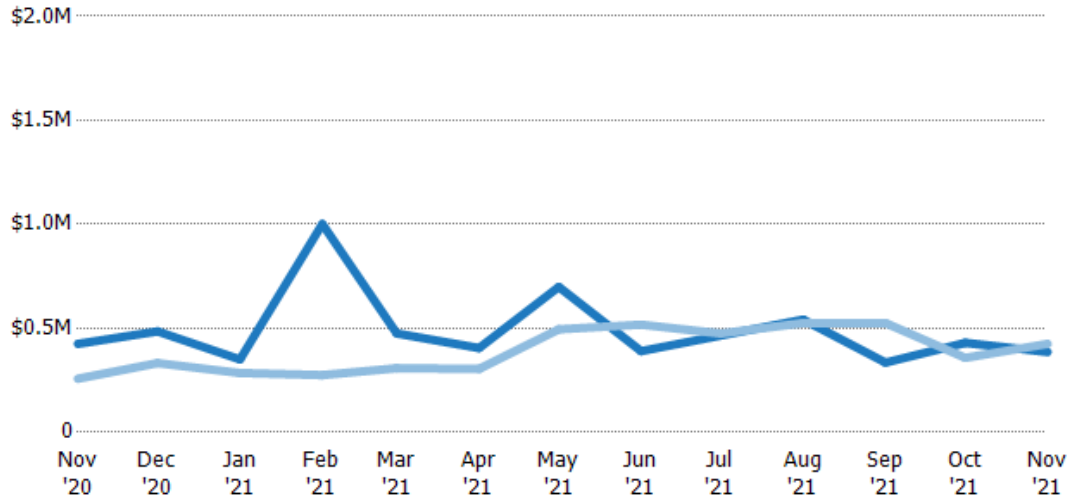
## Median Sales Price

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.
Nov '21	\$386K	-9.2%
Nov '20	\$425K	65%
Nov '19	\$258K	16.5%



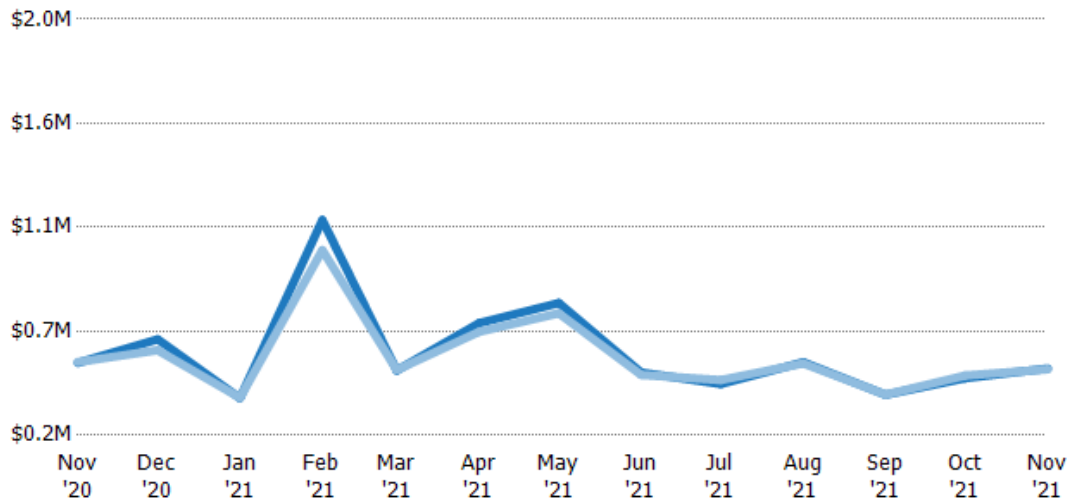
Current Year	\$425K	\$485K	\$350K	\$1M	\$475K	\$405K	\$699K	\$390K	\$465K	\$542K	\$335K	\$430K	\$386K
Prior Year	\$258K	\$333K	\$285K	\$275K	\$308K	\$305K	\$495K	\$518K	\$475K	\$525K	\$525K	\$358K	\$425K
Percent Change from Prior Year	65%	46%	23%	264%	54%	33%	41%	-25%	-2%	3%	-36%	20%	-9%

## 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



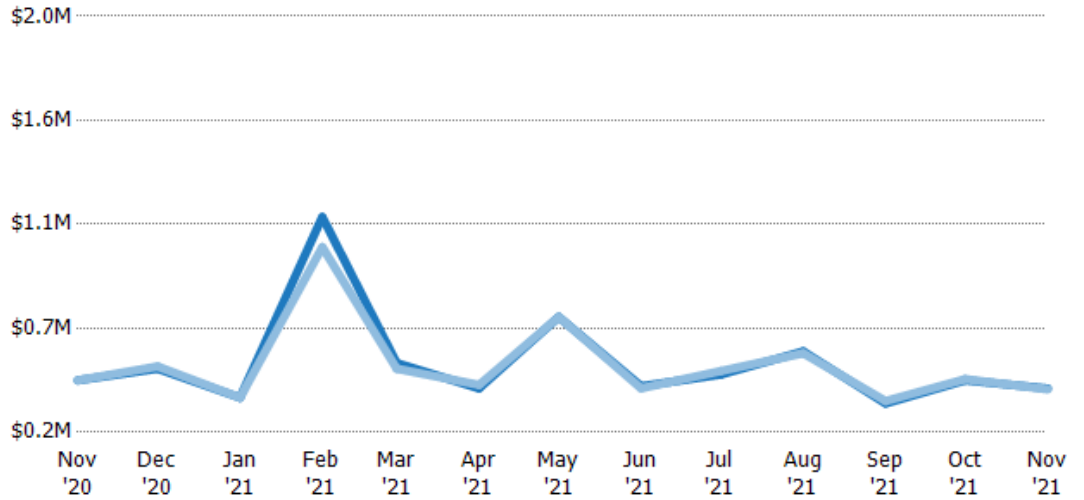
Avg List Price	\$513K	\$615K	\$361K	\$1.13M	\$480K	\$685K	\$772K	\$471K	\$422K	\$516K	\$375K	\$447K	\$489K
Avg Sales Price	\$517K	\$568K	\$363K	\$1M	\$483K	\$648K	\$728K	\$461K	\$439K	\$511K	\$376K	\$458K	\$485K
Avg Sales Price as a % of Avg List Price	101%	92%	100%	89%	101%	95%	94%	98%	104%	99%	100%	103%	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



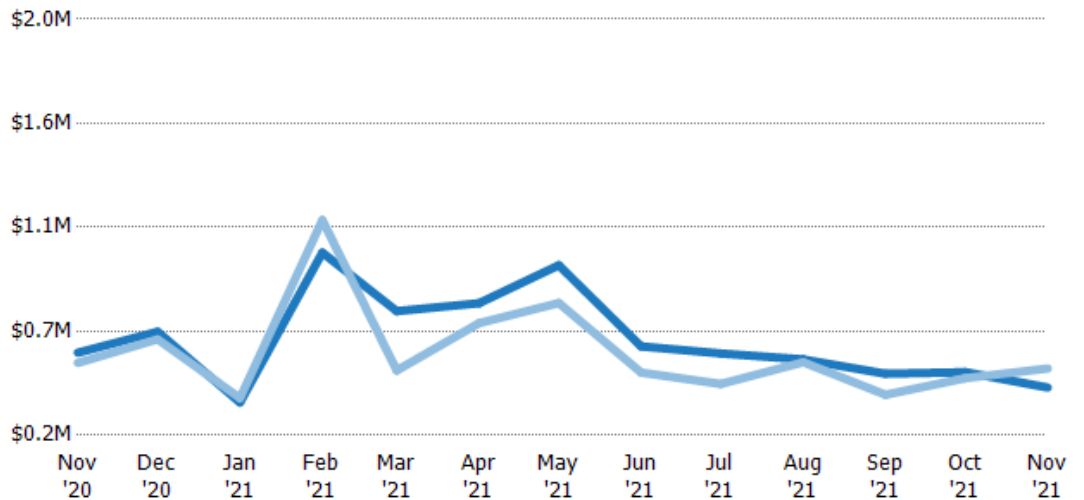
Median List Price	\$425K	\$475K	\$350K	\$1.13M	\$500K	\$390K	\$699K	\$399K	\$450K	\$550K	\$325K	\$425K	\$390K
Median Sales Price	\$425K	\$485K	\$350K	\$1M	\$475K	\$405K	\$699K	\$390K	\$465K	\$542K	\$335K	\$430K	\$386K
Med Sales Price as a % of Med List Price	100%	102%	100%	89%	95%	104%	100%	98%	103%	99%	103%	101%	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



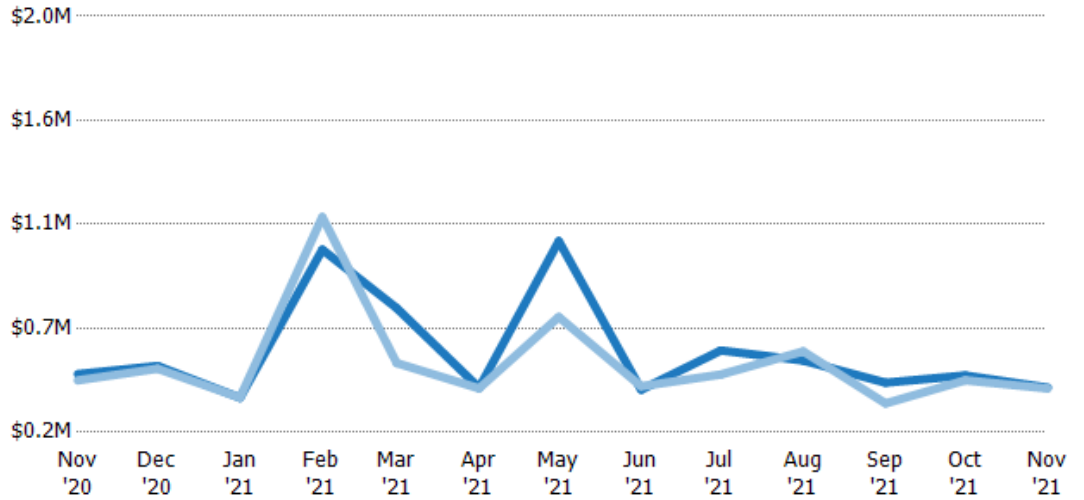
Avg Est Value	\$557K	\$648K	\$342K	\$990K	\$737K	\$771K	\$936K	\$584K	\$554K	\$528K	\$466K	\$473K	\$407K
Avg Sales Price	\$513K	\$615K	\$361K	\$1.13M	\$480K	\$685K	\$772K	\$471K	\$422K	\$516K	\$375K	\$447K	\$489K
Avg Sales Price as a % of Avg Est Value	92%	95%	105%	114%	65%	89%	83%	81%	76%	98%	80%	95%	120%

## 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	\$452K	\$487K	\$350K	\$990K	\$737K	\$393K	\$1.03M	\$384K	\$554K	\$511K	\$415K	\$446K	\$393K
Median Sales Price	\$425K	\$475K	\$350K	\$1.13M	\$500K	\$390K	\$699K	\$399K	\$450K	\$550K	\$325K	\$425K	\$390K
Med Sales Price as a % of Med Est Value	94%	98%	100%	114%	68%	99%	68%	104%	81%	108%	78%	95%	99%