

## 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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	7	-14.3%	86	80	+7.5%
New Listing Volume	\$3,850,000	\$4,458,000	-13.6%	\$47,326,800	\$55,471,100	-14.7%
Active Listing Count	20	21	-4.8%	N/A	N/A	
Active Listing Volume	\$18,437,000	\$22,544,290	-18.2%	N/A	N/A	
Average Listing Price	\$921,850	\$1,073,538	-14.1%	\$802,286	\$714,927	+12.2%
Median Listing Price	\$726,000	\$554,500	+30.9%	\$580,631	\$432,635	+34.2%
Median Days in RPR	42.5	148	-71.3%	63.51	150.82	-57.9%
Months of Inventory	1.5	1.6	-4.8%	2.5	8.3	-69.6%
Absorption Rate	65%	61.9%	+3.1%	39.57%	12.05%	+27.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	13	-69.2%	88	107	-17.8%
New Pending Sales Volume	\$2,415,000	\$6,524,000	-63%	\$43,299,900	\$53,942,000	-19.7%
Pending Sales Count	8	21	-61.9%	N/A	N/A	
Pending Sales Volume	\$3,942,000	\$11,236,500	-64.9%	N/A	N/A	
Closed Sales Count	12	17	-29.4%	68	74	-8.1%
Closed Sales Volume	\$5,500,500	\$6,510,000	-15.5%	\$33,488,000	\$36,145,850	-7.4%
Average Sales Price	\$458,375	\$382,941	+19.7%	\$492,471	\$488,457	+0.8%
Median Sales Price	\$430,000	\$358,000	+20.1%	\$456,301	\$433,514	+5.3%

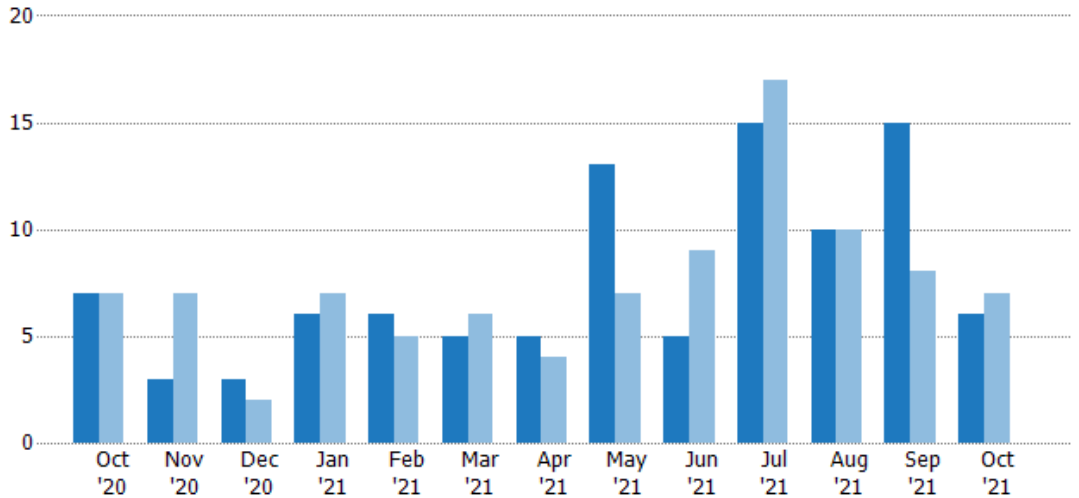
## New Listings

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.
Oct '21	6	-14.3%
Oct '20	7	0%
Oct '19	7	0%



Current Year	7	3	3	6	6	5	5	13	5	15	10	15	6
Prior Year	7	7	2	7	5	6	4	7	9	17	10	8	7
Percent Change from Prior Year	0%	-57%	50%	-14%	20%	-17%	25%	86%	-44%	-12%	0%	88%	-14%

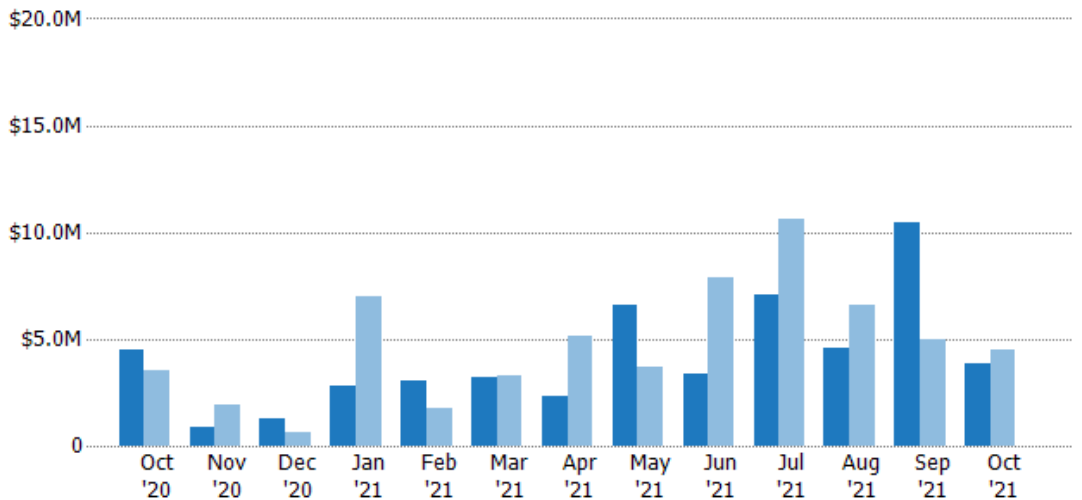
## New Listing Volume

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.
Oct '21	\$3.85M	-13.6%
Oct '20	\$4.46M	26.3%
Oct '19	\$3.53M	-39.2%



Current Year	\$4.46M	\$905K	\$1.31M	\$2.83M	\$3.07M	\$3.19M	\$2.31M	\$6.57M	\$3.4M	\$7.08M	\$4.58M	\$10.4M	\$3.85M
Prior Year	\$3.53M	\$1.96M	\$600K	\$6.98M	\$1.77M	\$3.31M	\$5.16M	\$3.72M	\$7.84M	\$10.6M	\$6.61M	\$5M	\$4.46M
Percent Change from Prior Year	26%	-54%	118%	-60%	74%	-4%	-55%	77%	-57%	-33%	-31%	109%	-14%

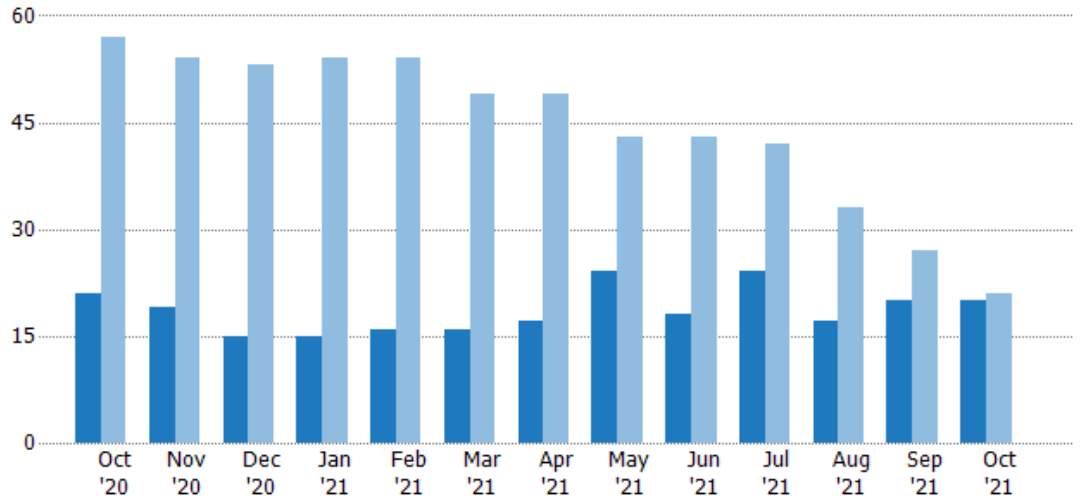
## Active Listings

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.
Oct '21	20	-4.8%
Oct '20	21	-63.2%
Oct '19	57	-5.3%



Current Year	21	19	15	15	16	16	17	24	18	24	17	20	20
Prior Year	57	54	53	54	54	49	49	43	43	42	33	27	21
Percent Change from Prior Year	-63%	-65%	-72%	-72%	-70%	-67%	-65%	-44%	-58%	-43%	-48%	-26%	-5%

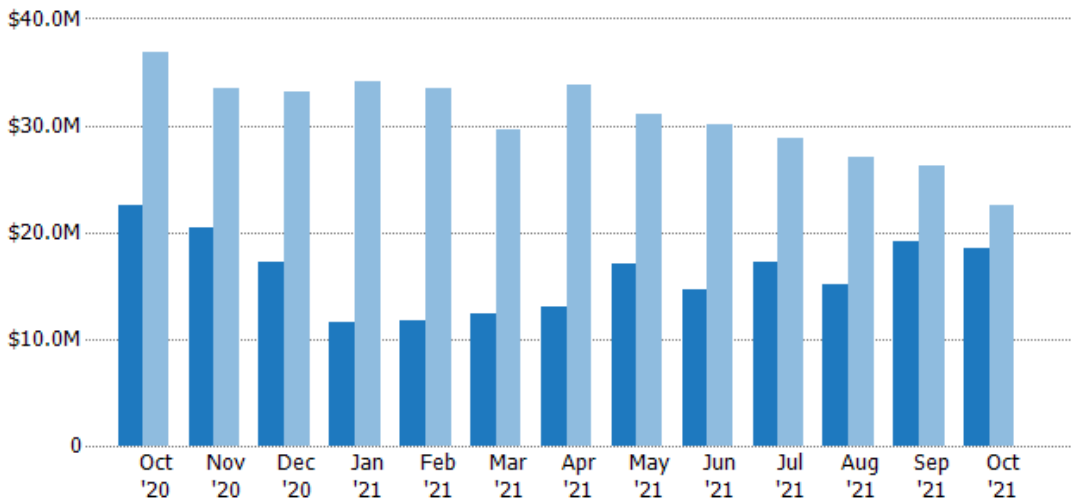
## Active Listing Volume

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.
Oct '21	\$18.4M	-18.2%
Oct '20	\$22.5M	-38.8%
Oct '19	\$36.9M	-34.9%



Current Year	\$22.5M	\$20.4M	\$17.2M	\$11.5M	\$11.8M	\$12.4M	\$13M	\$17.1M	\$14.6M	\$17.2M	\$15M	\$19.1M	\$18.4M
Prior Year	\$36.9M	\$33.5M	\$33.1M	\$34.1M	\$33.5M	\$29.6M	\$33.8M	\$31.1M	\$30.1M	\$28.9M	\$27M	\$26.2M	\$22.5M
Percent Change from Prior Year	-39%	-39%	-48%	-66%	-65%	-58%	-62%	-45%	-52%	-41%	-44%	-27%	-18%

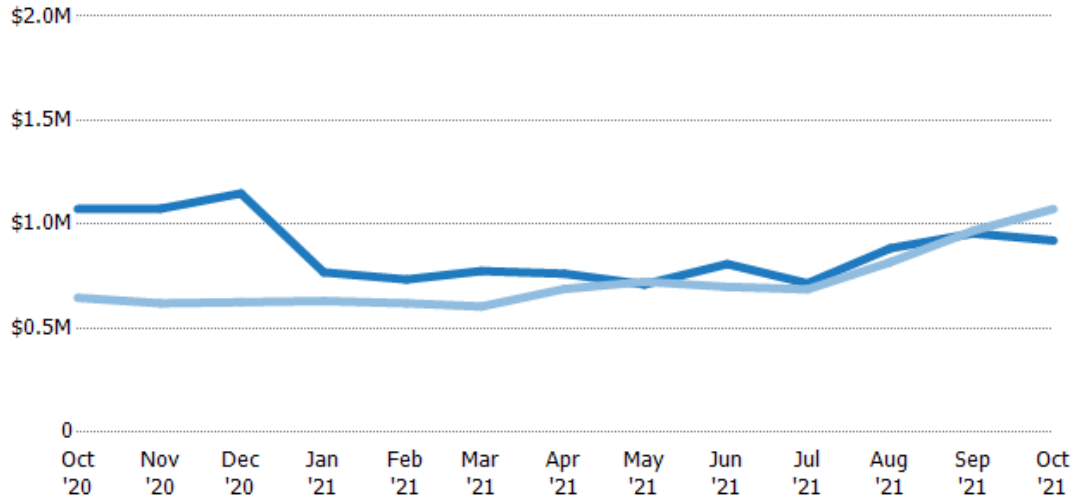
## Average Listing Price

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.
Oct '21	\$922K	-14.1%
Oct '20	\$1.07M	66%
Oct '19	\$647K	-31.3%



Current Year	\$1.07M	\$1.08M	\$1.15M	\$769K	\$735K	\$775K	\$762K	\$711K	\$809K	\$716K	\$884K	\$956K	\$922K
Prior Year	\$647K	\$620K	\$625K	\$631K	\$620K	\$605K	\$689K	\$724K	\$699K	\$688K	\$818K	\$969K	\$1.07M
Percent Change from Prior Year	66%	73%	84%	22%	18%	28%	11%	-2%	16%	4%	8%	-1%	-14%

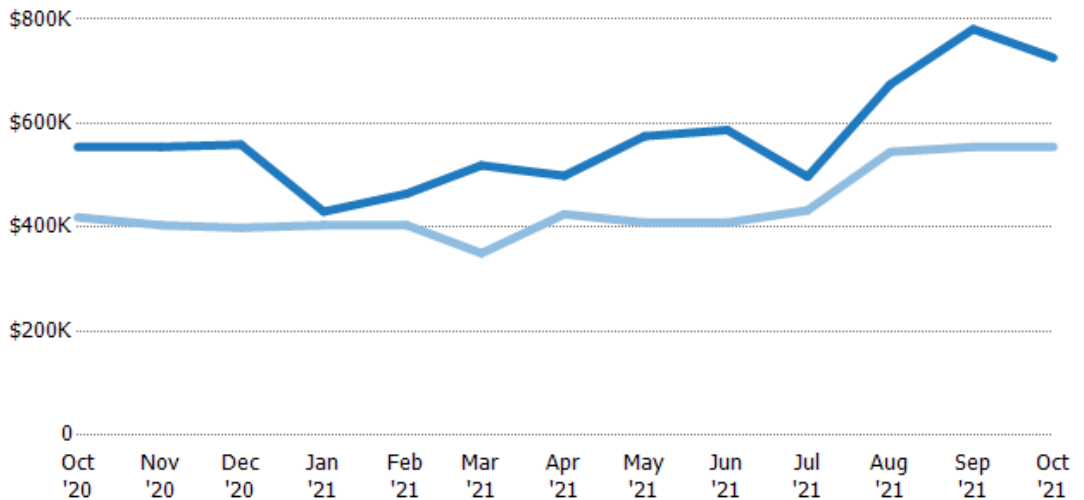
## Median Listing Price

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.
Oct '21	\$726K	30.9%
Oct '20	\$555K	32.3%
Oct '19	\$419K	-16.7%



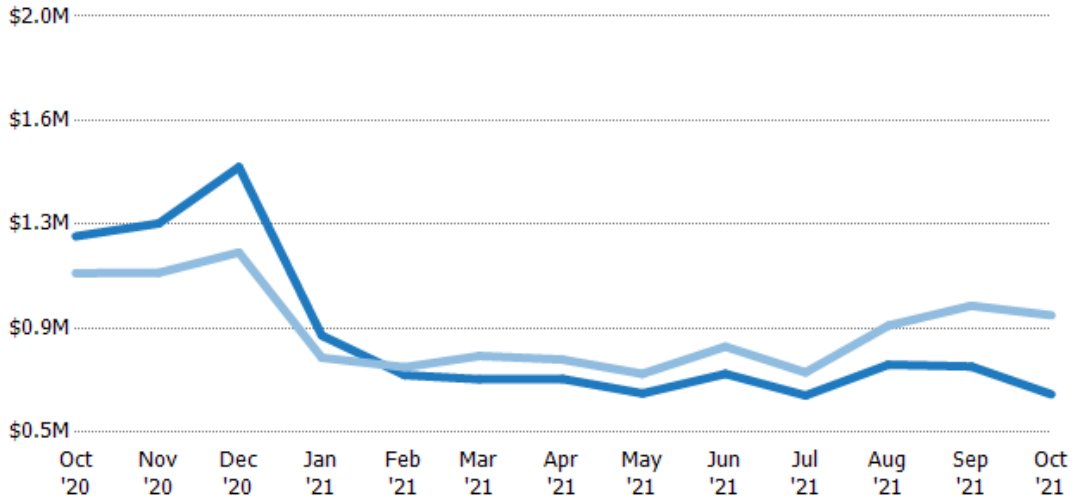
Current Year	\$555K	\$555K	\$559K	\$430K	\$465K	\$519K	\$499K	\$575K	\$587K	\$497K	\$675K	\$781K	\$726K
Prior Year	\$419K	\$404K	\$399K	\$404K	\$404K	\$350K	\$425K	\$409K	\$409K	\$433K	\$545K	\$555K	\$555K
Percent Change from Prior Year	32%	37%	40%	6%	15%	48%	17%	41%	44%	15%	24%	41%	31%

## 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



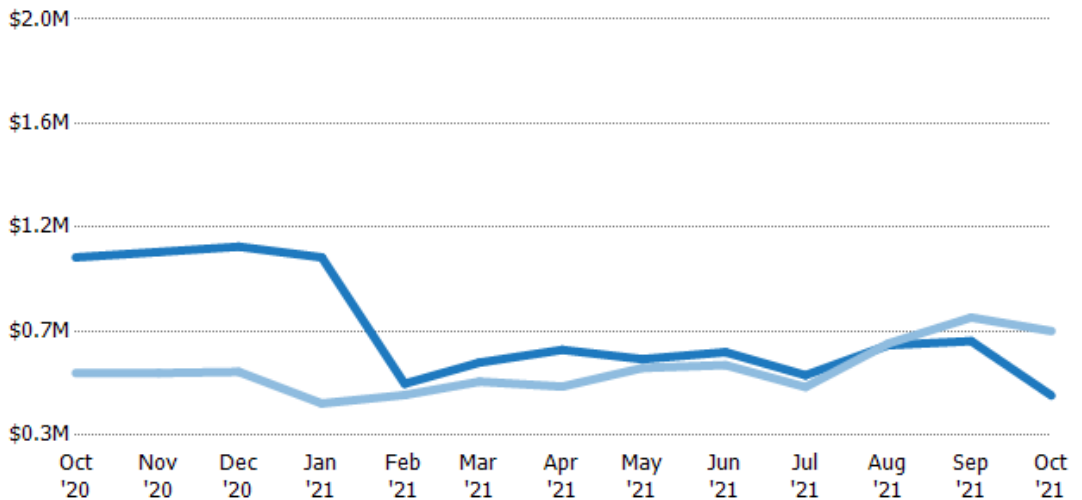
Avg Est Value	\$1.21M	\$1.25M	\$1.46M	\$849K	\$706K	\$691K	\$692K	\$640K	\$711K	\$633K	\$744K	\$737K	\$637K
Avg Listing Price	\$1.07M	\$1.08M	\$1.15M	\$769K	\$735K	\$775K	\$762K	\$711K	\$809K	\$716K	\$884K	\$956K	\$922K
Avg Listing Price as a % of Avg Est Value	89%	86%	79%	91%	104%	112%	110%	111%	114%	113%	119%	130%	145%

## 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



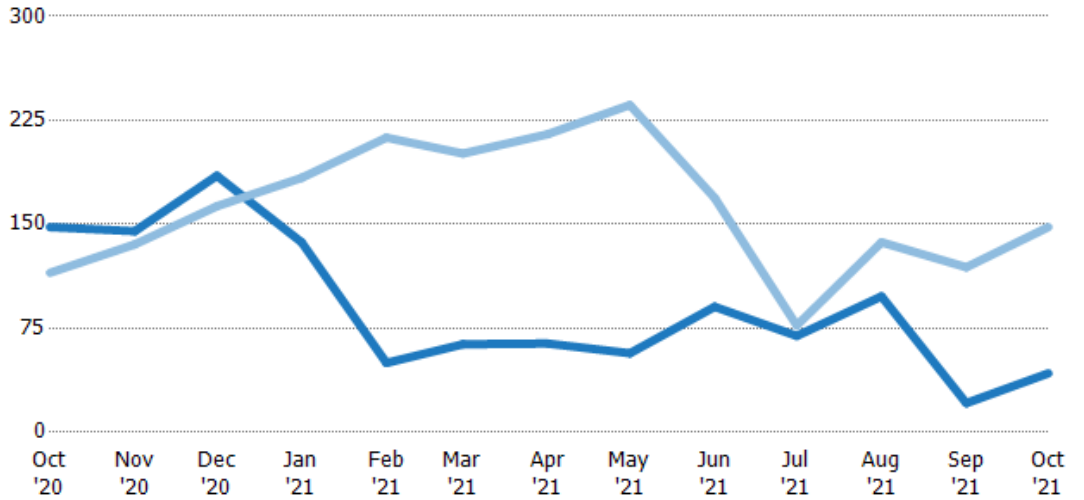
Median Est Value	\$1.03M	\$1.05M	\$1.07M	\$1.03M	\$511K	\$597K	\$649K	\$611K	\$640K	\$545K	\$668K	\$685K	\$462K
Median Listing Price	\$555K	\$555K	\$559K	\$430K	\$465K	\$519K	\$499K	\$575K	\$587K	\$497K	\$675K	\$781K	\$726K
Med Listing Price as a % of Med Est Value	54%	53%	52%	42%	91%	87%	77%	94%	92%	91%	101%	114%	157%

## 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



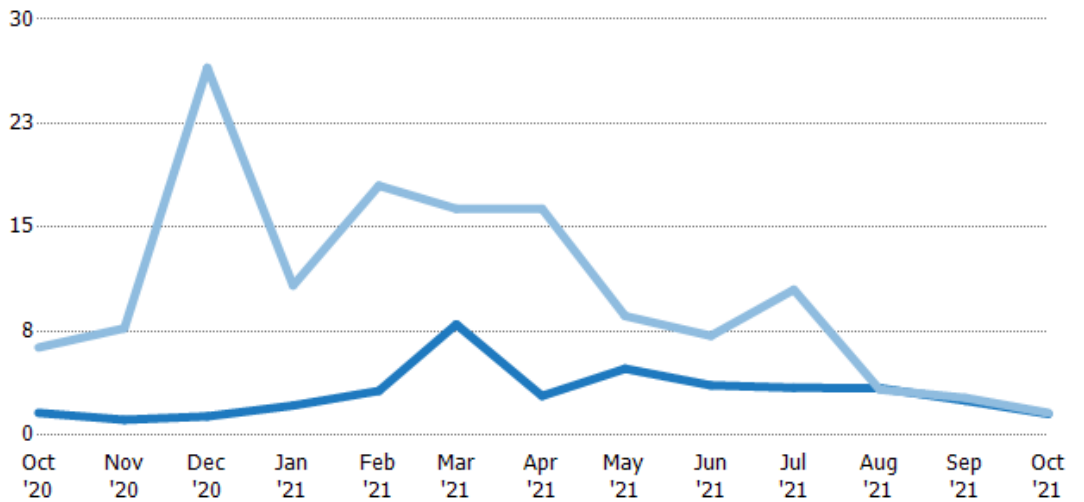
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	148	145	185	137	50	63.5	64	57	90.5	69.5	98	21	42.5
Prior Year	115	136	163	184	213	201	215	236	169	77	137	119	148
Percent Change from Prior Year	29%	7%	13%	-25%	-76%	-68%	-70%	-76%	-46%	-10%	-28%	-82%	-71%

## 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



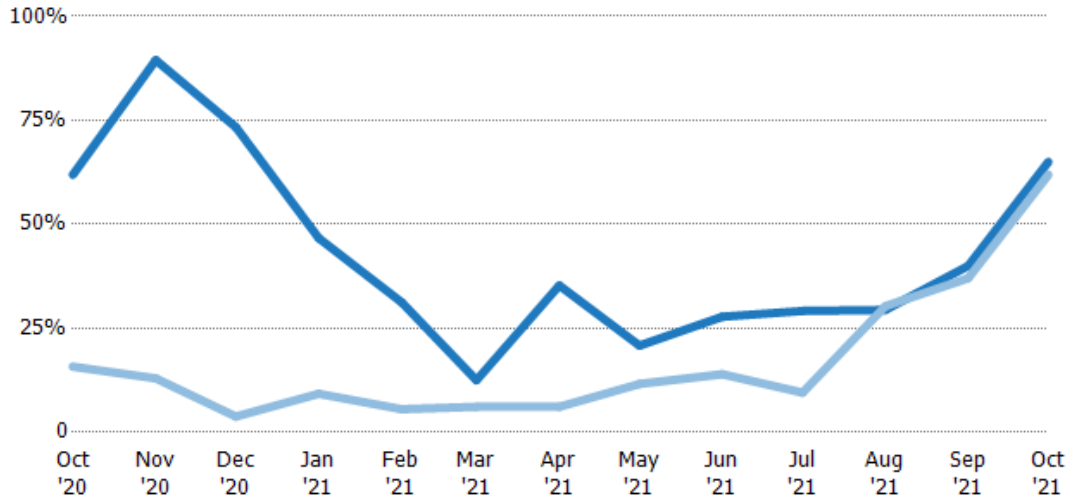
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	1.62	1.12	1.36	2.14	3.2	8	2.83	4.8	3.6	3.43	3.4	2.5	1.54
Prior Year	6.33	7.71	26.5	10.8	18	16.3	16.3	8.6	7.17	10.5	3.3	2.7	1.62
Percent Change from Prior Year	-74%	-86%	-95%	-80%	-82%	-51%	-83%	-44%	-50%	-67%	3%	-7%	-5%

## 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



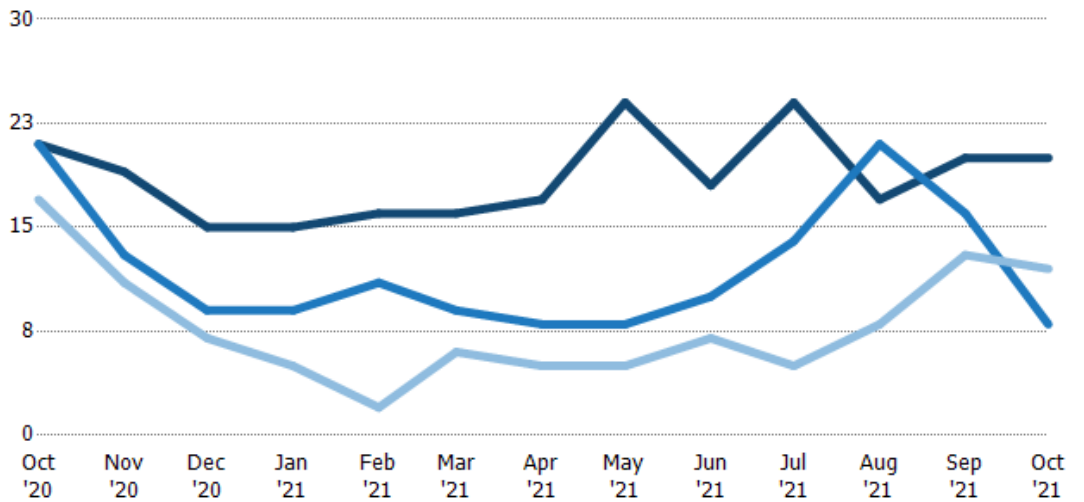
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	62%	89%	73%	47%	31%	13%	35%	21%	28%	29%	29%	40%	65%
Prior Year	16%	13%	4%	9%	6%	6%	6%	12%	14%	10%	30%	37%	62%
Change from Prior Year	-46%	-77%	-70%	-37%	-26%	-6%	-29%	-9%	-14%	-20%	1%	-3%	-3%

## 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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	21	19	15	15	16	16	17	24	18	24	17	20	20
Pending	21	13	9	9	11	9	8	8	10	14	21	16	8
Sold	17	11	7	5	2	6	5	5	7	5	8	13	12

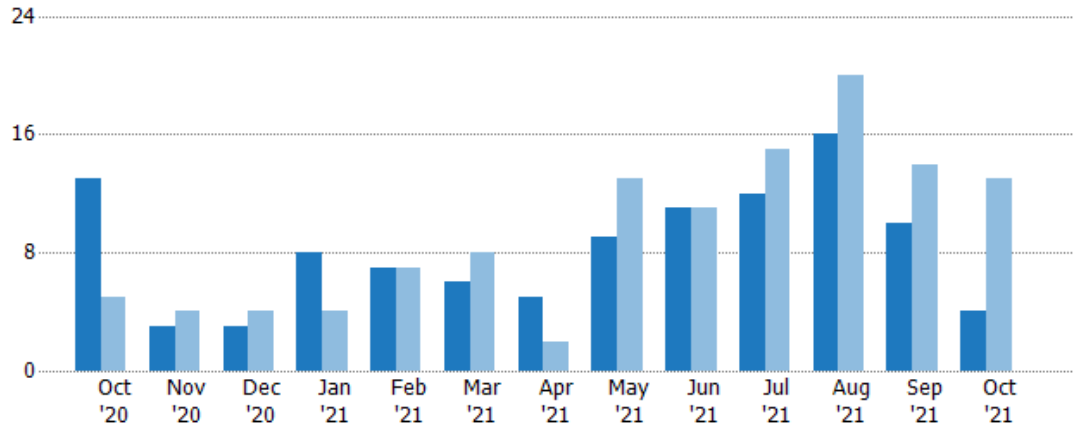
## New Pending Sales

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.
Oct '21	4	-69.2%
Oct '20	13	160%
Oct '19	5	20%



Current Year	13	3	3	8	7	6	5	9	11	12	16	10	4
Prior Year	5	4	4	4	7	8	2	13	11	15	20	14	13
Percent Change from Prior Year	160%	-25%	-25%	100%	0%	-25%	150%	-31%	0%	-20%	-20%	-29%	-69%

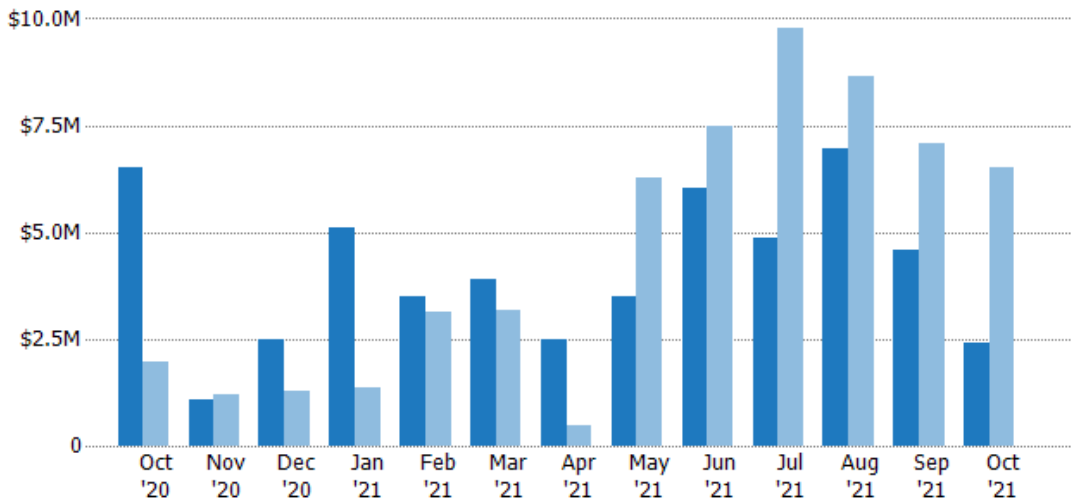
## New Pending Sales Volume

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.
Oct '21	\$2.42M	-63%
Oct '20	\$6.52M	229.8%
Oct '19	\$1.98M	-1.2%



Current Year	\$6.52M	\$1.08M	\$2.49M	\$5.1M	\$3.48M	\$3.91M	\$2.48M	\$3.48M	\$6.02M	\$4.86M	\$6.97M	\$4.59M	\$2.42M
Prior Year	\$1.98M	\$1.19M	\$1.28M	\$1.36M	\$3.13M	\$3.18M	\$469K	\$6.29M	\$7.47M	\$9.78M	\$8.67M	\$7.06M	\$6.52M
Percent Change from Prior Year	230%	-9%	95%	274%	11%	23%	429%	-45%	-19%	-50%	-20%	-35%	-63%



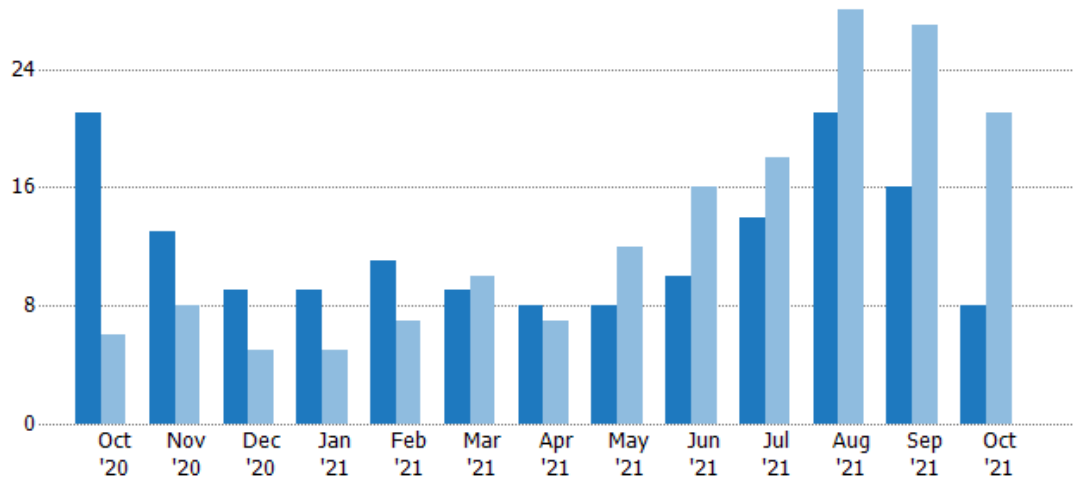
## Pending Sales

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.
Oct '21	8	-61.9%
Oct '20	21	250%
Oct '19	6	83.3%



Current Year	21	13	9	9	11	9	8	8	10	14	21	16	8
Prior Year	6	8	5	5	7	10	7	12	16	18	28	27	21
Percent Change from Prior Year	250%	63%	80%	80%	57%	-10%	14%	-33%	-38%	-22%	-25%	-41%	-62%

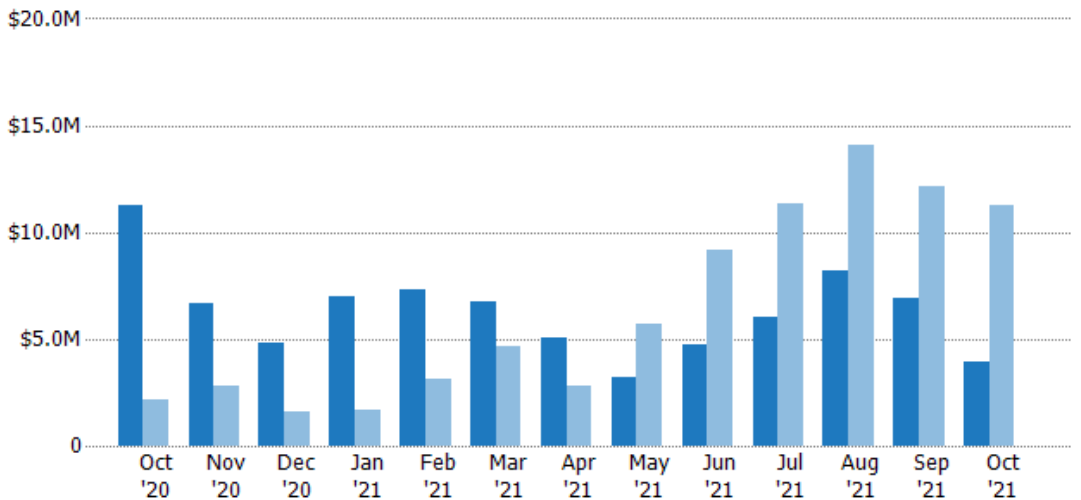
## Pending Sales Volume

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.
Oct '21	\$3.94M	-64.9%
Oct '20	\$11.2M	412.4%
Oct '19	\$2.19M	87.3%



Current Year	\$11.2M	\$6.67M	\$4.85M	\$7.02M	\$7.29M	\$6.72M	\$5.05M	\$3.24M	\$4.71M	\$6.02M	\$8.19M	\$6.89M	\$3.94M
Prior Year	\$2.19M	\$2.82M	\$1.61M	\$1.72M	\$3.13M	\$4.62M	\$2.84M	\$5.69M	\$9.19M	\$11.4M	\$14.1M	\$12.1M	\$11.2M
Percent Change from Prior Year	412%	137%	202%	309%	133%	46%	78%	-43%	-49%	-47%	-42%	-43%	-65%

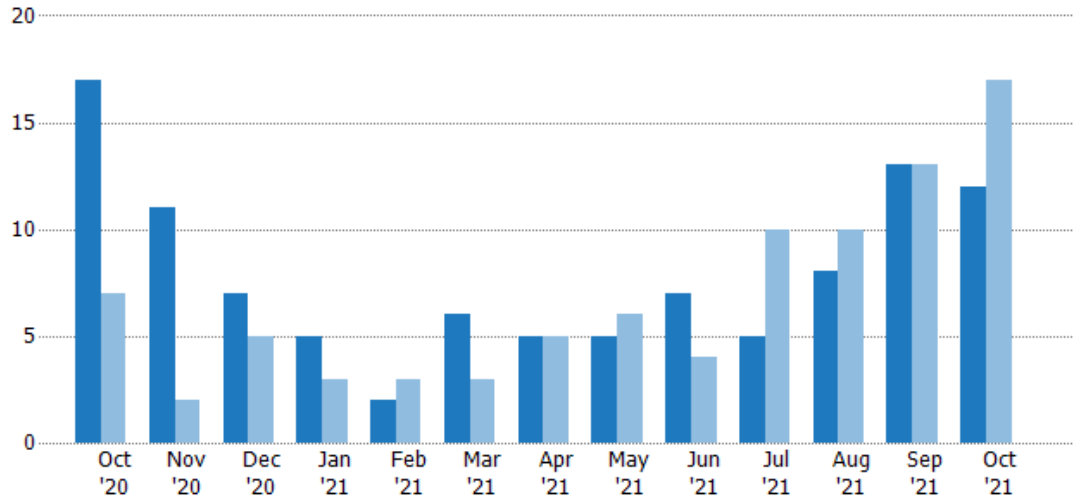
## Closed Sales

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.
Oct '21	12	-29.4%
Oct '20	17	142.9%
Oct '19	7	14.3%



Current Year	17	11	7	5	2	6	5	5	7	5	8	13	12
Prior Year	7	2	5	3	3	3	5	6	4	10	10	13	17
Percent Change from Prior Year	143%	450%	40%	67%	-33%	100%	0%	-17%	75%	-50%	-20%	0%	-29%

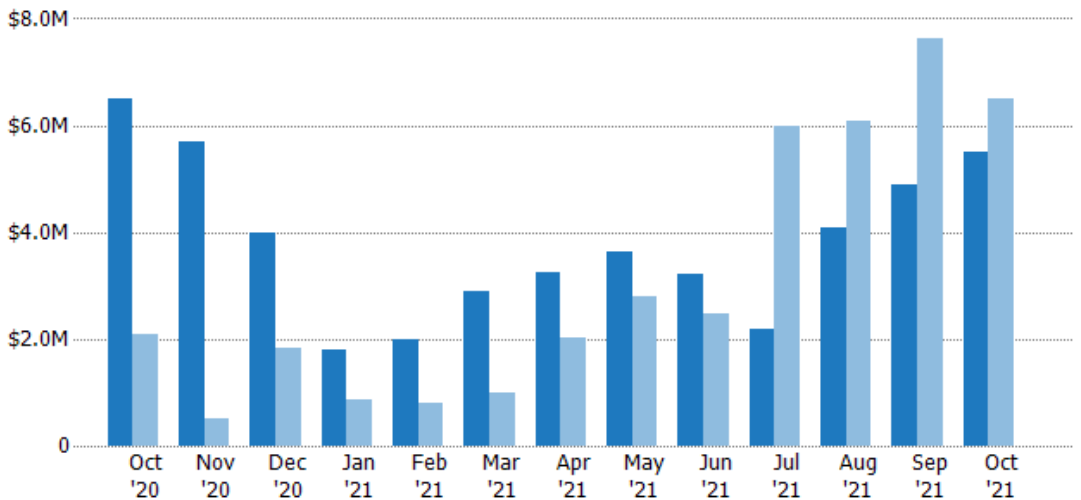
## Closed Sales Volume

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.
Oct '21	\$5.5M	-15.5%
Oct '20	\$6.51M	213%
Oct '19	\$2.08M	53.1%



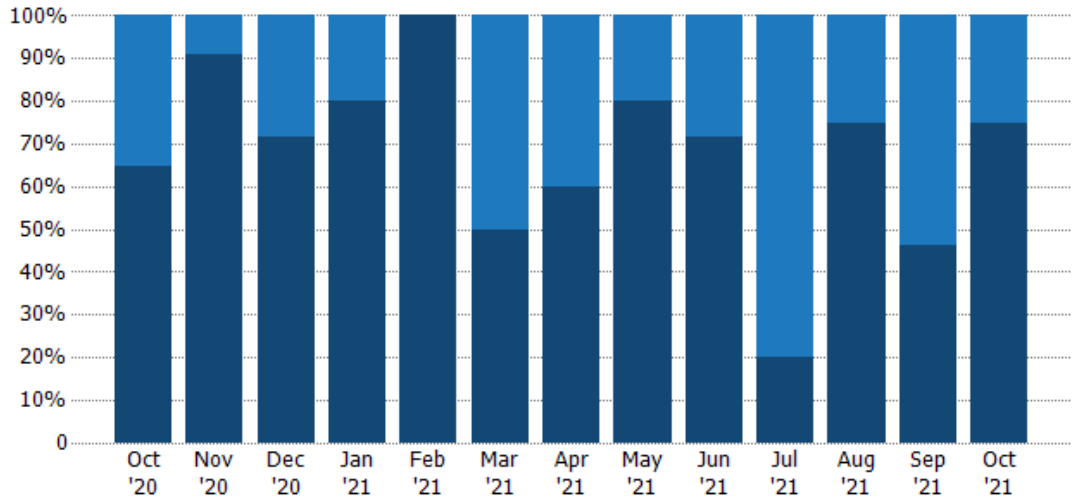
Current Year	\$6.51M	\$5.69M	\$3.98M	\$1.81M	\$2M	\$2.9M	\$3.24M	\$3.64M	\$3.23M	\$2.19M	\$4.09M	\$4.88M	\$5.5M
Prior Year	\$2.08M	\$515K	\$1.84M	\$855K	\$814K	\$1M	\$2.01M	\$2.79M	\$2.48M	\$5.97M	\$6.08M	\$7.63M	\$6.51M
Percent Change from Prior Year	213%	1,004%	116%	112%	146%	190%	61%	30%	30%	-63%	-33%	-36%	-16%

## 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



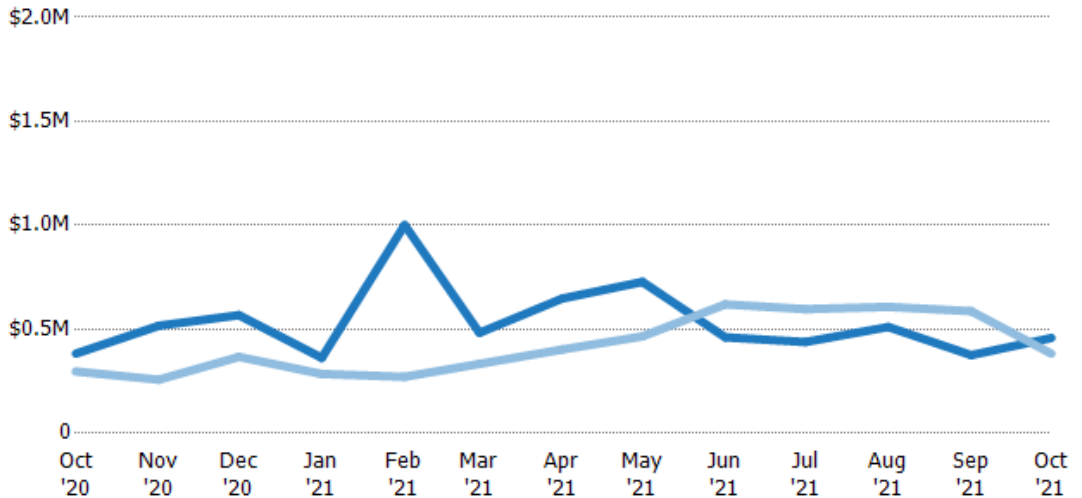
Condo/Townhouse	35%	9%	29%	20%	-	50%	40%	20%	29%	80%	25%	54%	25%
Single Family Residence	65%	91%	71%	80%	100%	50%	60%	80%	71%	20%	75%	46%	75%

## 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



Current Year	\$383K	\$517K	\$568K	\$363K	\$1M	\$483K	\$648K	\$728K	\$461K	\$439K	\$511K	\$376K	\$458K
Prior Year	\$297K	\$258K	\$367K	\$285K	\$271K	\$334K	\$403K	\$466K	\$620K	\$597K	\$608K	\$587K	\$383K
Percent Change from Prior Year	29%	101%	55%	27%	269%	45%	61%	56%	-26%	-26%	-16%	-36%	20%

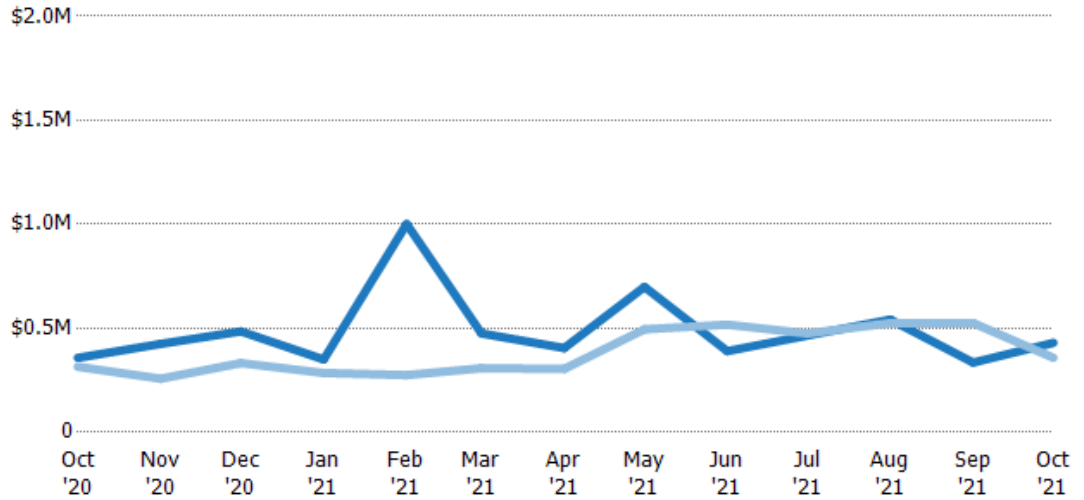
## Median Sales Price

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.
Oct '21	\$430K	20.1%
Oct '20	\$358K	13.7%
Oct '19	\$315K	23%



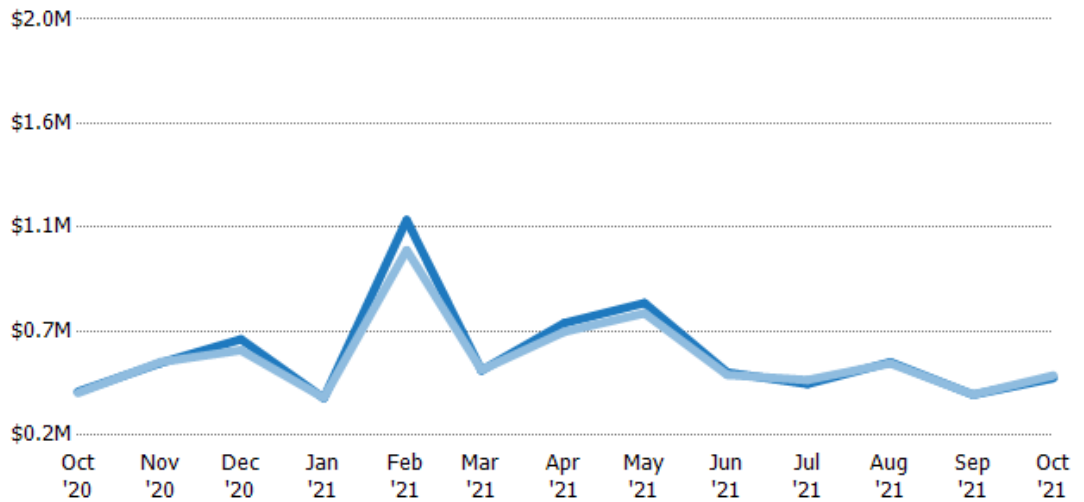
Current Year	\$358K	\$425K	\$485K	\$350K	\$1M	\$475K	\$405K	\$699K	\$390K	\$465K	\$542K	\$335K	\$430K
Prior Year	\$315K	\$258K	\$333K	\$285K	\$275K	\$308K	\$305K	\$495K	\$518K	\$475K	\$525K	\$525K	\$358K
Percent Change from Prior Year	14%	65%	46%	23%	264%	54%	33%	41%	-25%	-2%	3%	-36%	20%

## 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



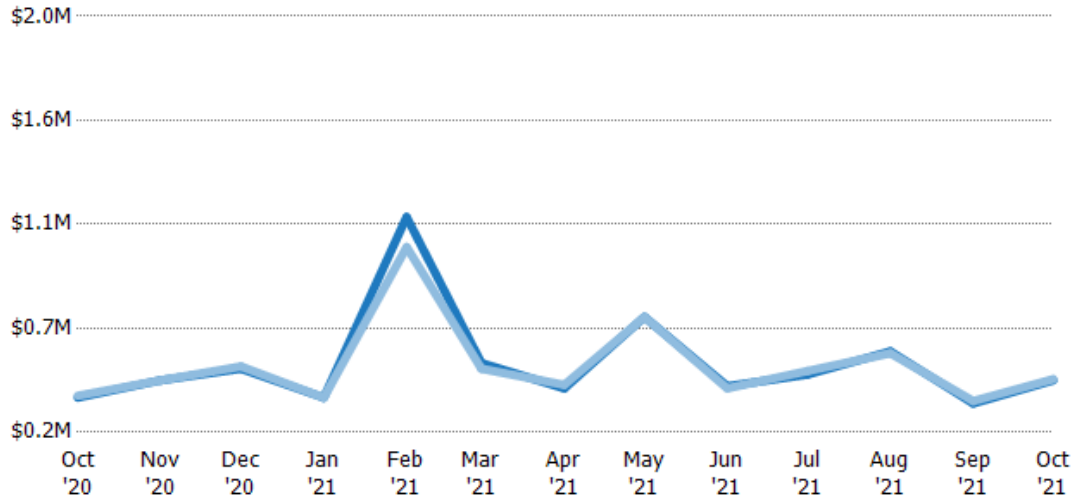
Avg List Price	\$388K	\$513K	\$615K	\$361K	\$1.13M	\$480K	\$685K	\$772K	\$471K	\$422K	\$516K	\$375K	\$447K
Avg Sales Price	\$383K	\$517K	\$568K	\$363K	\$1M	\$483K	\$648K	\$728K	\$461K	\$439K	\$511K	\$376K	\$458K
Avg Sales Price as a % of Avg List Price	99%	101%	92%	100%	89%	101%	95%	94%	98%	104%	99%	100%	103%

## 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



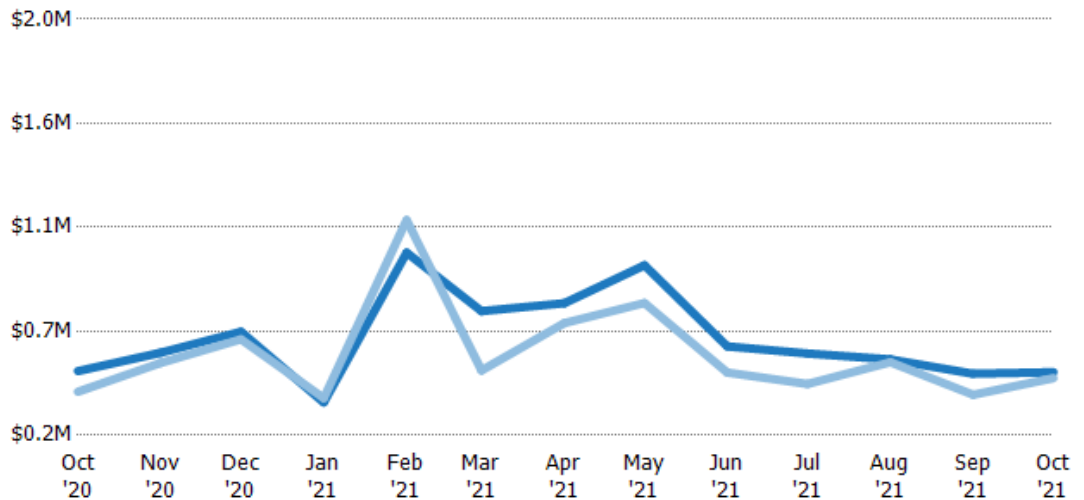
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$350K	\$425K	\$475K	\$350K	\$1.13M	\$500K	\$390K	\$699K	\$399K	\$450K	\$550K	\$325K	\$425K
Median Sales Price	\$358K	\$425K	\$485K	\$350K	\$1M	\$475K	\$405K	\$699K	\$390K	\$465K	\$542K	\$335K	\$430K
Med Sales Price as a % of Med List Price	102%	100%	102%	100%	89%	95%	104%	100%	98%	103%	99%	103%	101%

## 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



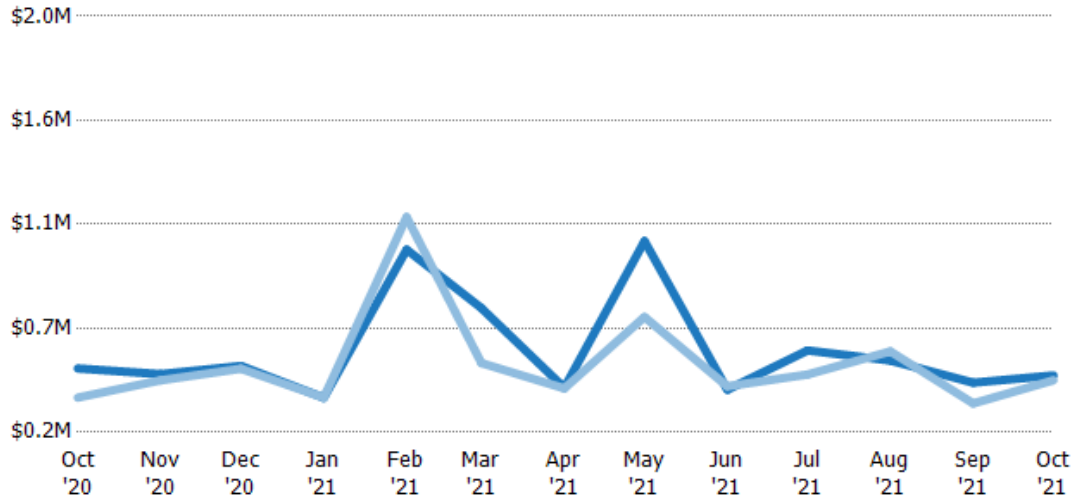
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$478K	\$557K	\$648K	\$342K	\$990K	\$737K	\$771K	\$936K	\$584K	\$554K	\$528K	\$466K	\$473K
Avg Sales Price	\$388K	\$513K	\$615K	\$361K	\$1.13M	\$480K	\$685K	\$772K	\$471K	\$422K	\$516K	\$375K	\$447K
Avg Sales Price as a % of Avg Est Value	81%	92%	95%	105%	114%	65%	89%	83%	81%	76%	98%	80%	95%

## 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	\$476K	\$452K	\$487K	\$350K	\$990K	\$737K	\$393K	\$1.03M	\$384K	\$554K	\$511K	\$415K	\$446K
Median Sales Price	\$350K	\$425K	\$475K	\$350K	\$1.13M	\$500K	\$390K	\$699K	\$399K	\$450K	\$550K	\$325K	\$425K
Med Sales Price as a % of Med Est Value	74%	94%	98%	100%	114%	68%	99%	68%	104%	81%	108%	78%	95%