

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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	12	-8.3%	11	12	-8.3%
New Listing Volume	\$4,784,000	\$4,147,950	+15.3%	\$4,784,000	\$4,147,950	+15.3%
Active Listing Count	56	55	+1.8%	56	55	+1.8%
Active Listing Volume	\$25,682,700	\$25,906,650	-0.9%	\$25,682,700	\$25,906,650	-0.9%
Average Listing Price	\$458,620	\$471,030	-2.6%	\$458,620	\$471,030	-2.6%
Median Listing Price	\$399,000	\$379,000	+5.3%	\$399,000	\$379,000	+5.3%
Median Daysin RPR	230	245	-6.1%	230	245	-6.1%
Months of Inventory	_	_	-	14	9.2	+52.7%
Absorption Rate	_	_	+_	7.14%	10.91%	-3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	11	7	+57.1%	11	7	+57.1%
New Pending Sales Volume	\$4,703,900	\$2,153,400	+118.4%	\$4,703,900	\$2,153,400	+118.4%
Pending Sales Count	18	12	+50%	18	12	+50%
Pending Sales Volume	\$7,114,400	\$6,367,300	+11.7%	\$7,114,400	\$6,367,300	+11.7%
Cloæd Sales Count	4	4	+_	4	4	+
Cloœd Sales Volume	\$1,810,500	\$1,767,351	+2.4%	\$1,810,500	\$1,767,351	+2.4%
Average Sales Price	\$452,625	\$441,838	+2.4%	\$452,625	\$441,838	+2.4%
Median Sales Price	\$335,250	\$403,676	-17%	\$335,250	\$403,676	-17%





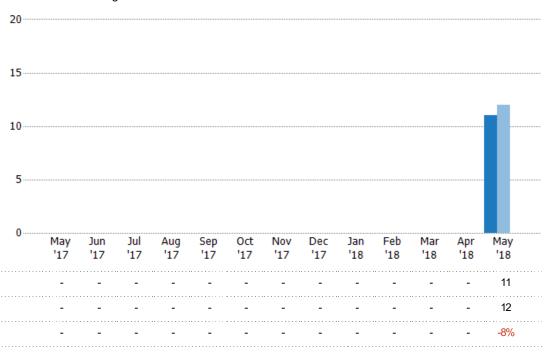
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Listing Volume

Percent Change from Prior Year

Current Year

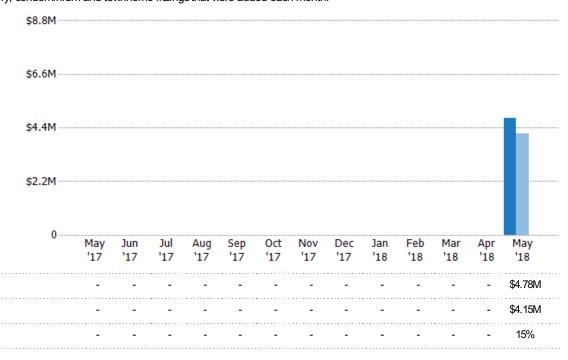
Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year





Active Listings

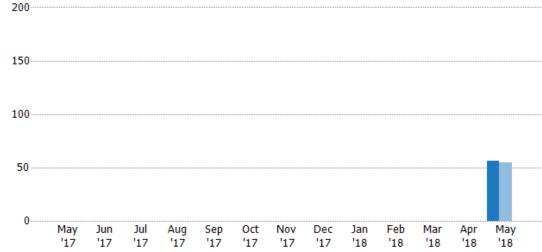
Family Residence

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single

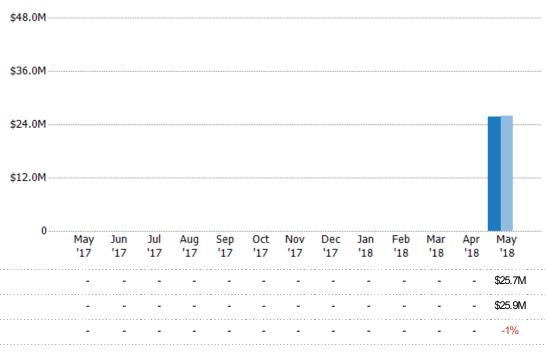


Current Year	-	-	-	-	-	-	-	-	-	- -	-	-	56
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	55
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$500K

\$125K

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0... May Aug Sep 0ct Nov May '17 '17 '17 '17 '17 '18 '18 '18 '17 '17 '17 '18 '18 \$459K \$471K

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K

Filters Used

Current Year

Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

, , , , , , , , , , , , , , , , , , , ,												
0	0K											
0	016											
May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	0K	 										
\$399												
\$399	0											
	May										Apr	Ma
	May			Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18
	May	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17 -	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18



Current Year
Prior Year





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.

\$500K

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$375K \$250K \$125K

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$376
-	-	-	-	-	-	-	-	-	-	-	-	\$459
-	-	-	-	-	-	-	-	-	-	-	-	1229

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

Avg Est Value

Avg Listing Price

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

Aua	Sep	Oct	Nov	Dec '17	Jan '10	11 P	Mar '18	Apr '18	Ma '1
'17	'17	'17	1/	1/	10	10	10	10	-
'17 -		'17 		-	- 10		-	-	\$34
									Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '18 '18 '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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	300
ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence	225
	150
	75

300												•••••
225												
150												
75												
0 May '17	Jun '17		Aug '17							Mar	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	230
-	_	-	-	-	-	_	-	-	-	-	-	245
-	-	-	-	-	-	-	-	-	-	-	-	-6%

Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

30

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type:

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

15												
8												
_												
0 May '17	Jun '17		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
May	Jun	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18
May	Jun	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18 11.2 9.17



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Manchester, VT 05254,

15%	 	 	

10%

5%

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-		-	-	-	-	-	-	-	-	9%
-	-	-	-	-	-	-	-	-			-	11%
-	-	-	-	-	-	-	-	-	-	-	-	2%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

60	
45	
45	
30	

15

 -	_				• • • • • • • • • • • • • • • • • • • •	• • • • • • • • • • • • • • • • • • • •				
		-	-	-	-	-	-	-	-	56
 -	-	-	-	-	-	-	-	-	-	18

Active Pending

Sold





Current Year

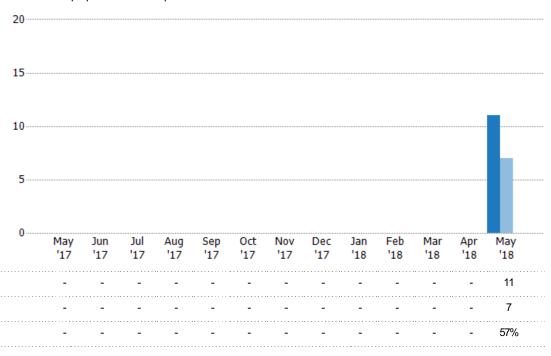
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



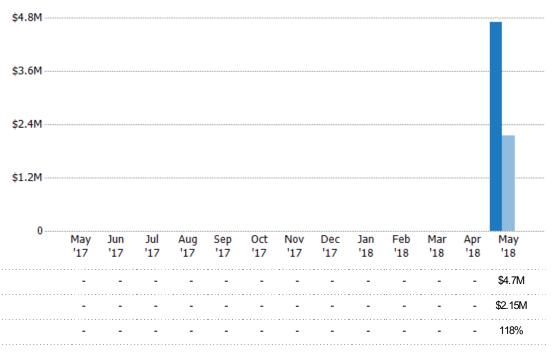


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



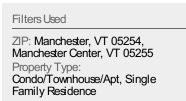
Current Year

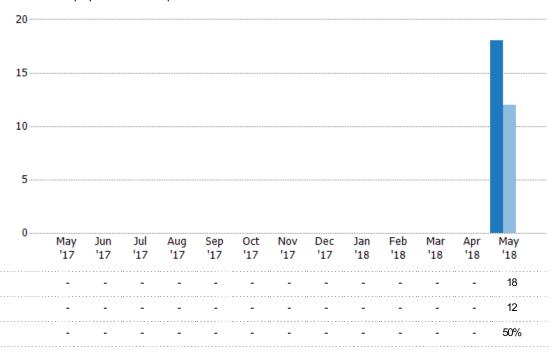
Percent Change from Prior Year



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

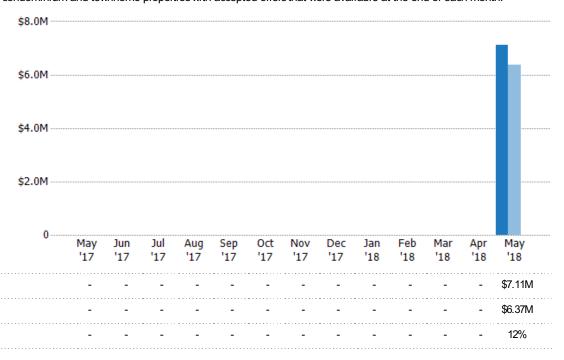
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year

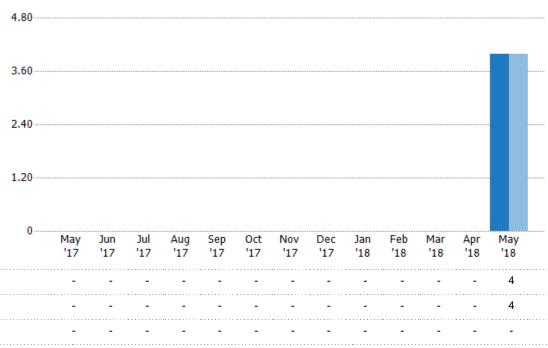




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

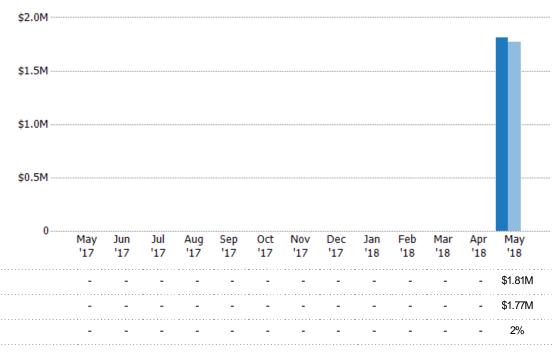
Current Year

PriorExtra Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year

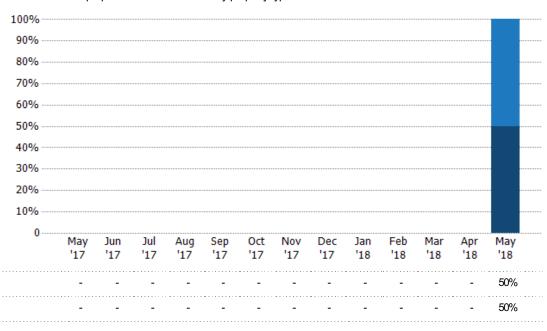


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

Current Year

Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$500K \$375K \$250K \$125K May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$453K \$442K 2%







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

\$125K

Eilters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$500K	
\$375K	
\$250K	

May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
'17	'17	'17	'17	'17	'17	'17	Dec '17	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$338

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

Current Year
Prior Year

ZIP: Manchester, VT 05254, Manchester Center, VT 05255 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

75K	 	 	 	 	 		
50K	 	 	 	 	 		
25K	 	 	 	 	 		
0	 	 	 	 	 		
0	 		 	 			
0 May	 	 	 	 	 Mar	Apr	 May
0 May	 	 	 	 	 Mar	Apr	May '18



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

\$400K

Filters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0	 Jul		Nov	Jan		
\$100K	 	 	 	 	 	
\$200K	 	 	 	 	 	
\$300K	 	 	 	 	 	

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median List Price	-	-	-	-	-	-	-	-	_	-	-	-	\$342K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$335K
Med Sales Price as a % of Med List Price	-	-	_	-	-	-	_	-	-	-	-	- -	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 Residence

50K			
J.J.C.			
0			
0	eb Mar	Apr '18	M ':



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



124%



Market Data Report

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.

Eilters Used

ZIP: Manchester, VT 05254,
Manchester Center, VT 05255

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

00K	 					 	 	
00K	 					 	 	
00K	 					 	 	
	 					 	 	 May
0 May	 	Aug '17	Sep '17	0ct '17	Nov '17	 	 	 May



