

Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+ / -	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-36.4%	11	7	-36.4%	11	7	New Listing Count
-17.8%	\$2,489,800	\$2,047,800	-17.8%	\$2,489,800	\$2,047,800	New Listing Volume
-23.8%	63	48	-23.8%	63	48	Active Listing Count
-18.2%	\$14,007,480	\$11,457,600	-18.2%	\$14,007,480	\$11,457,600	Active Listing Volume
+7.4%	\$222,341	\$238,700	+7.4%	\$222,341	\$238,700	Average Listing Price
+22.1%	\$190,000	\$232,000	+22.1%	\$190,000	\$232,000	Median Listing Price
-27.3%	209	152	-27.3%	209	152	Median Daysin RPR
-49.2%	15.8	8	-	_	_	Months of Inventory
+6.2%	6.35%	12.5%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+-	8	8	+	8	8	New Pending Sales Count
-19.1%	\$1,955,750	\$1,582,900	-19.1%	\$1,955,750	\$1,582,900	New Pending Sales Volume
+20%	10	12	+20%	10	12	Pending Sales Count
+19.5%	\$2,130,000	\$2,544,800	+19.5%	\$2,130,000	\$2,544,800	Pending Sales Volume
+-	6	6	+	6	6	Closed Sales Count
-18.4%	\$1,189,115	\$970,000	-18.4%	\$1,189,115	\$970,000	Closed Sales Volume
-18.4%	\$198,186	\$161,667	-18.4%	\$198,186	\$161,667	Average Sales Price
-22.7%	\$205,808	\$159,000	-22.7%	\$205,808	\$159,000	Median Sales Price







New Listings

Family Residence

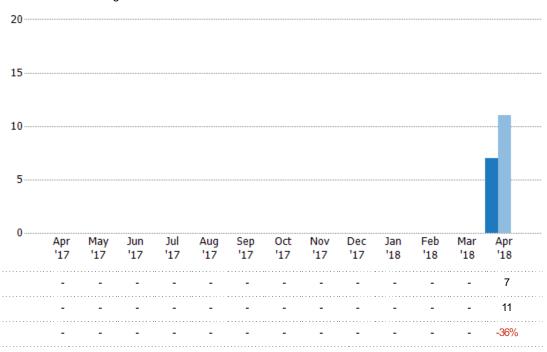
Current Year

Prior Year

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

Filters Used

ZIP: Chelsea, VT 05038, East
Randolph, VT 05041, Randolph, VT
05060, Randolph Center, VT 05061
Property Type:
Condo/Townhouse/Apt, Single



New Listing Volume

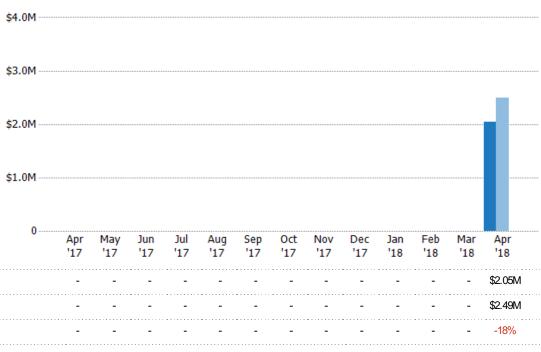
Percent Change from Prior Year

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

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



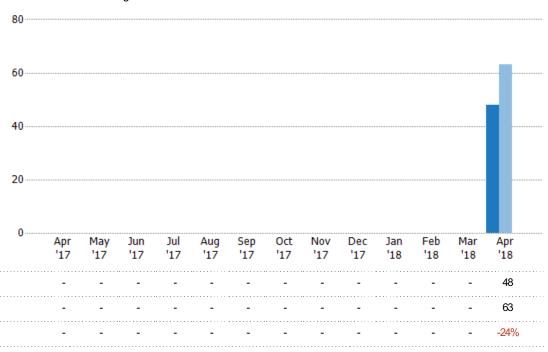


Active Listings

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

Filters Used

ZIP: Chelsea, VT 05038, East
Randolph, VT 05041, Randolph, VT
05060, Randolph Center, VT 05061
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

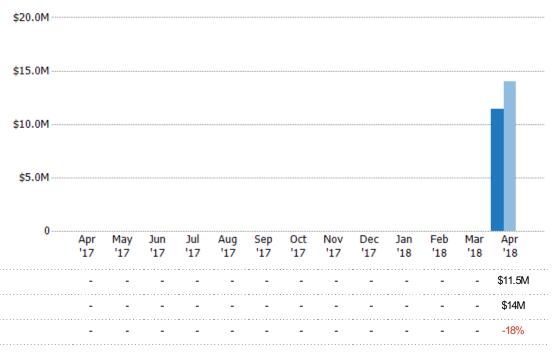
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year







\$222K



Market Data Report

Average Listing Price

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

Current Year	_	-	-	-	-	-	-	-	-	-	-	-	\$239K
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K												
Filters Used	\$300K												

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.

\$75K-

Filters Used
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$225K \$150K

	0 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17		'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%





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	\$300K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$262K
Avg Listing Price	_	-	-	-	-	-	-	-	-	-	-	-	\$239K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	91%

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.

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Listing Price as a % of Med Est Value

\$75K		
75K		
0		
	-	\$2



Median Est Value

Median Listing Price





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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	75												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
urrent Year	-	-	-	-	-	-	-	-	-	-	-		152
Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	209

Months of Inventory

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

Filters Used

ZIP: Chelsea, VT 05038, East
Randolph, VT 05041, Randolph, VT
05060, Randolph Center, VT 05061
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

10

Apr May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr Jan '17 '17 '17 '18 Current Year 6.86 10.5 Prior Year Percent Change from Prior Year







Absorption Rate

The percentage of inventory sold per month.

—	Iters	1 1000	
ГΙ			

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

15%	

10%

5% -----

0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	=	-	-	-	15%
-	-	-	-	-	-		-				-	10%
- -	-	-	-	-	-	-	-	-	-	-	-	-5%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

50
38
25

13

()												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
 -	-	-	-	-	-	-	-	-	-	-	-	48
 -	-	-	-	-	-	-	-	-	-	-	-	12
 -	-	-	-	-	-	-	-	-	-	-	-	6



Active Pending

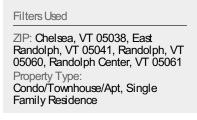
Sold

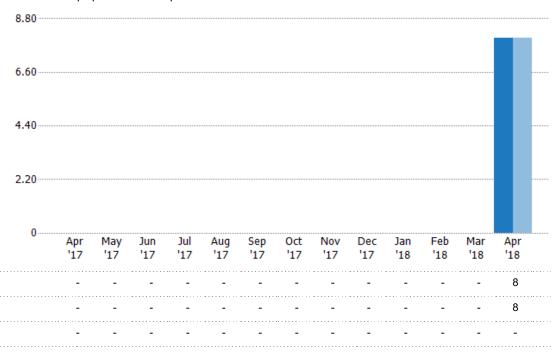




New Pending Sales

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





New Pending Sales Volume

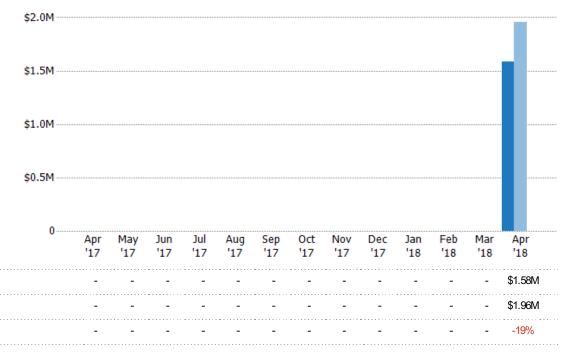
Current Year

PriorExtra Year

Prior Year

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





Current Year

Percent Change from Prior Year



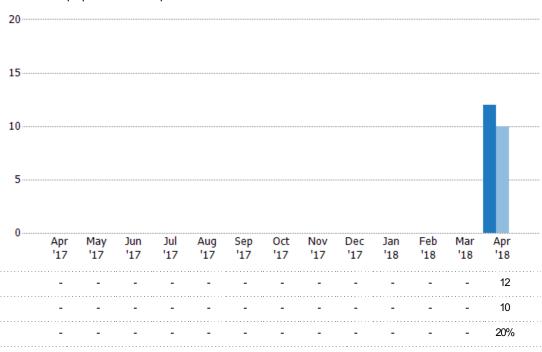


Pending Sales

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

Filters Used

ZIP: Chelsea, VT 05038, East
Randolph, VT 05041, Randolph, VT
05060, Randolph Center, VT 05061
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

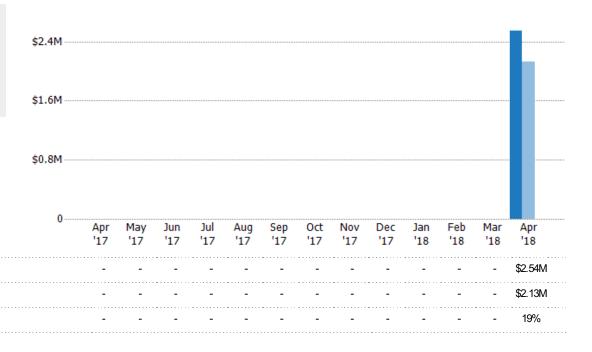
Filters Used

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061

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

Percent Change from Prior Year



Current Year



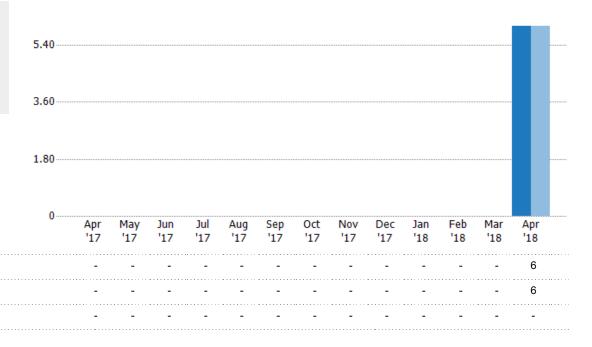


Closed Sales

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

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

Filters Used

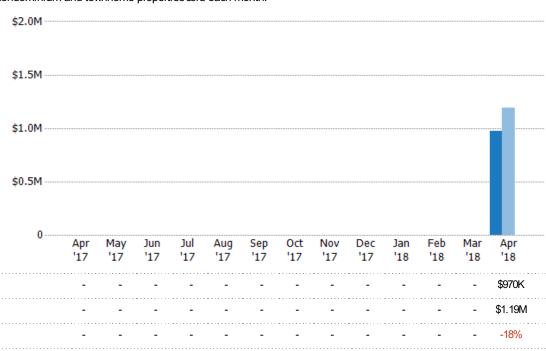
Current Year

PriorExtra Year

Prior Year

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



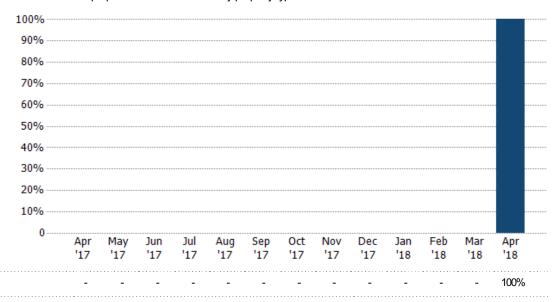


Closed Sales by Property Type

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



ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

May

_		
ΗI	Iters	Used

Current Year Prior Year

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$200K \$150K \$100K

\$50K

Sep

'18	'18	'18	'18	'17	'17		'17		'17	'17	'17	'17	
\$162K	-	-	-	-		-	-	-	-	-	-	-	
\$198K	-	-	-	-	-	-	-	-	-	-	-	-	

0ct

Nov

Dec

Percent Change from Prior Year





Apr

\$206K



Market Data Report

Median Sales Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	_	-	\$159K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K												
Filters Used	\$300K												

Average Sales Price vs Average Listing Price

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

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

50K												
00K												•••••
50K												
0	May '17										Mar	
0		Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr
0		Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18



Avg List Price

Avg Sales Price



\$159K

96%



Market Data Report

Median Sales Price vs Median Listing Price

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

	\$200K												
Filters Used	4												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$150K												,
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	\$30K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A '1
Median List Price													 \$16

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.

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median Sales Price

)K										
\$150	0K						 	 			
\$100	0K						 	 			
\$50	0K						 	 			
	A										
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17					Apr '18
	Арг '17	May '17	Jun '17	Jul '17 -	Aug '17	-					Apr
	'17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17			Feb '18	Mar '18	Apr '18



Avg Est Value

Avg Sales Price





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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, 05060, Randolph Center, VT 050	

Median Est Value Median Sales Price	'17 - -	-	- -	-	-	-	-	- -	-		-	'18	'18 \$135K \$165K
Median Est Value	- 17	-	-	-	-	-	-	-	-	-	-	-18	'18
	'1/	17	17	17	17	17	17	17	17	18	18	'18	
	Apr	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr
Condo/Townhouse/Apt, Single Family Residence	\$100K \$50K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$150K												



