

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	7	-71.4%	4	14	-71.4%
New Listing Volume	\$328,000	\$1,440,100	-77.2%	\$762,000	\$2,711,900	-71.9%
Active Listing Count	42	50	-16%	N/A	N/A	
Active Listing Volume	\$11,044,700	\$12,325,100	-10.4%	N/A	N/A	
Average Listing Price	\$262,969	\$246,502	+6.7%	\$260,681	\$247,853	+5.2%
Median Listing Price	\$215,450	\$209,000	+3.1%	\$220,440	\$204,689	+7.7%
Median Days in RPR	258.5	201.5	+28.3%	247.5	215.19	+15%
Months of Inventory	21	16.7	+26%	11.1	15.8	-29.7%
Absorption Rate	4.76%	6%	-1.2%	8.99%	6.32%	+2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	3	3	±	10	9	+11.1%
New Pending Sales Volume	\$617,000	\$609,000	+1.3%	\$2,960,300	\$1,973,000	+50%
Pending Sales Count	11	11	±	N/A	N/A	
Pending Sales Volume	\$2,480,800	\$2,209,900	+12.3%	N/A	N/A	
Closed Sales Count	3	5	-40%	5	8	-37.5%
Closed Sales Volume	\$545,150	\$1,070,500	-49.1%	\$955,150	\$1,526,000	-37.4%
Average Sales Price	\$181,717	\$214,100	-15.1%	\$191,030	\$190,750	+0.1%
Median Sales Price	\$180,000	\$205,000	-12.2%	\$190,000	\$206,875	-8.2%

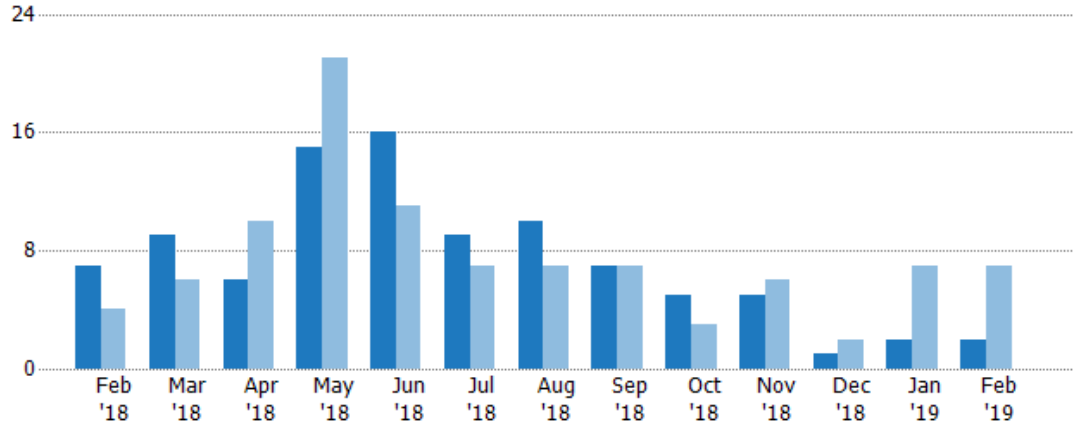
New Listings

The number of new residential 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 Family Residence

Month/Year	Count	% Chg.
Feb '19	2	-71.4%
Feb '18	7	75%
Feb '17	4	50%



Current Year	7	9	6	15	16	9	10	7	5	5	1	2	2
Prior Year	4	6	10	21	11	7	7	7	3	6	2	7	7
Percent Change from Prior Year	75%	50%	-40%	-29%	45%	29%	43%	0%	67%	-17%	-50%	-71%	-71%

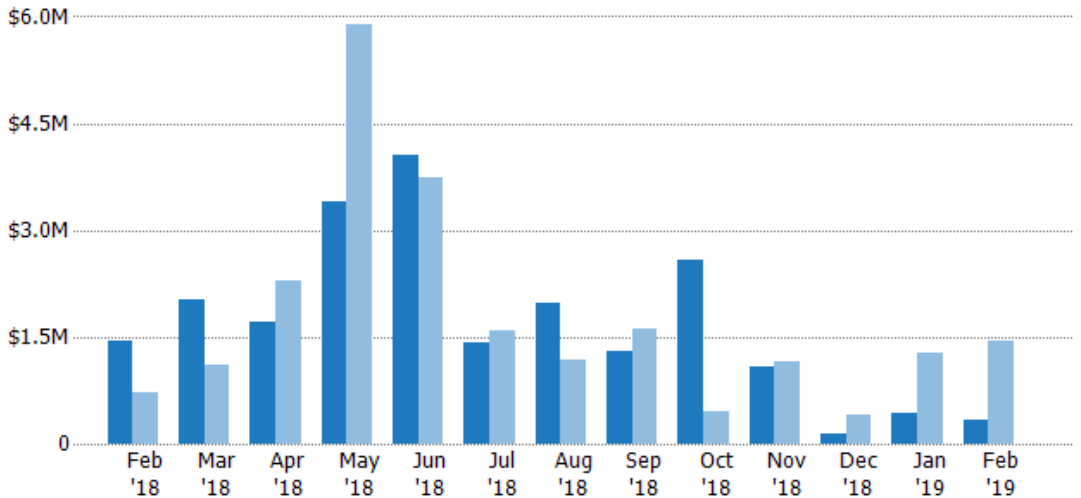
New Listing Volume

The sum of the listing price of residential 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 Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$328K	-77.2%
Feb '18	\$1.44M	100.7%
Feb '17	\$718K	96.9%



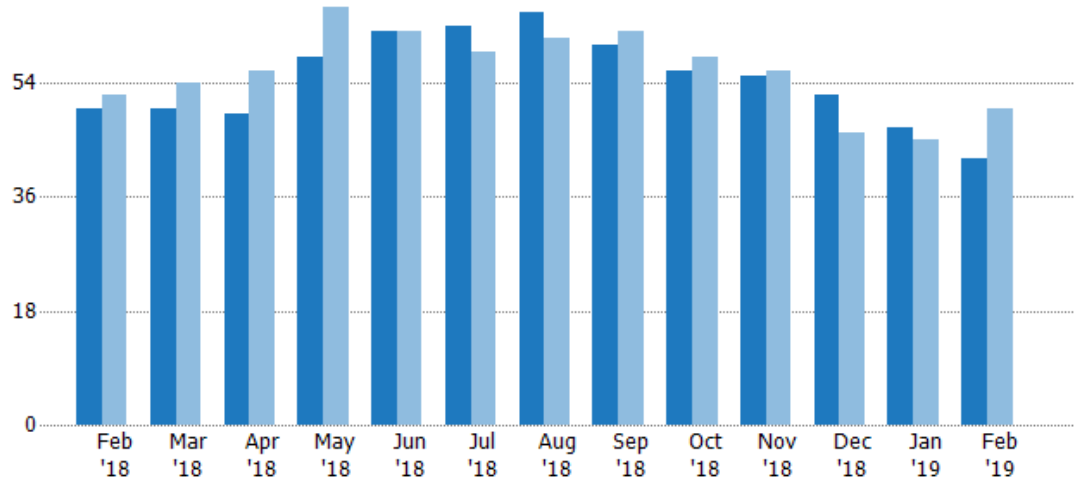
Current Year	\$1.44M	\$2.04M	\$1.72M	\$3.39M	\$4.04M	\$1.42M	\$1.98M	\$1.31M	\$2.57M	\$1.08M	\$145K	\$434K	\$328K
Prior Year	\$718K	\$1.1M	\$2.3M	\$5.89M	\$3.74M	\$1.59M	\$1.17M	\$1.61M	\$466K	\$1.15M	\$404K	\$1.27M	\$1.44M
Percent Change from Prior Year	101%	85%	-25%	-42%	8%	-11%	69%	-19%	452%	-6%	-64%	-66%	-77%

Active Listings

The number of active residential 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



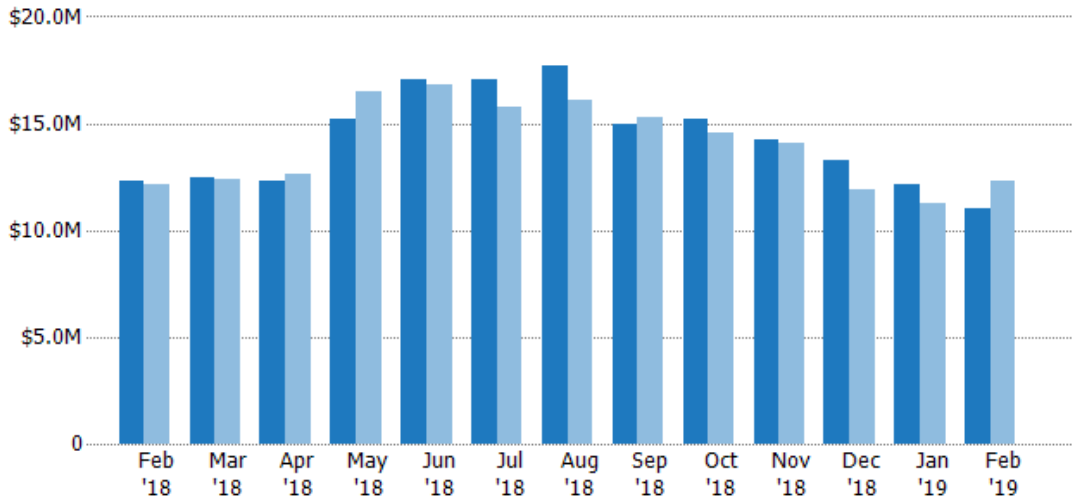
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	42	50	-16%
Feb '18	50	52	-4%
Feb '17	52	54	-7%
Mar '18	50	54	-7%
Apr '18	49	56	-13%
May '18	58	66	-12%
Jun '18	62	62	0%
Jul '18	63	59	7%
Aug '18	65	61	7%
Sep '18	60	62	-3%
Oct '18	56	58	-3%
Nov '18	55	56	-2%
Dec '18	52	46	13%
Jan '19	47	45	4%
Feb '19	42	50	-16%

Active Listing Volume

The sum of the listing price of active residential 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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$11M	\$12.3M	-10.4%
Feb '18	\$12.3M	\$12.2M	1%
Feb '17	\$12.2M	\$12.4M	1%
Mar '18	\$12.5M	\$12.4M	1%
Apr '18	\$12.3M	\$12.6M	-3%
May '18	\$15.2M	\$16.5M	-8%
Jun '18	\$17.1M	\$16.8M	2%
Jul '18	\$17.1M	\$15.8M	8%
Aug '18	\$17.7M	\$16.1M	10%
Sep '18	\$15M	\$15.3M	-2%
Oct '18	\$15.2M	\$14.6M	4%
Nov '18	\$14.3M	\$14.1M	1%
Dec '18	\$13.2M	\$11.9M	11%
Jan '19	\$12.2M	\$11.2M	8%
Feb '19	\$11M	\$12.3M	-10%

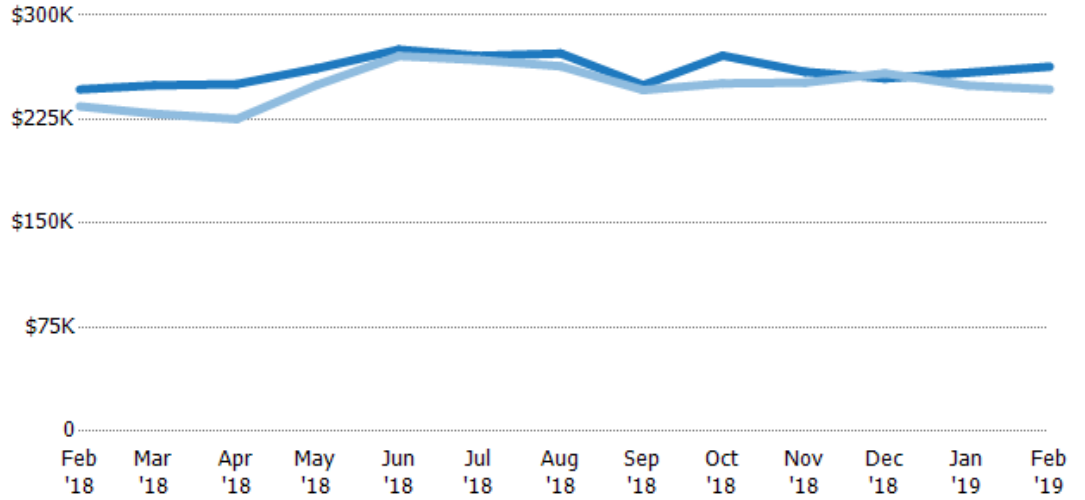
Average Listing Price

The average listing price of active residential 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

Month/Year	Price	% Chg.
Feb '19	\$263K	6.7%
Feb '18	\$247K	5.2%
Feb '17	\$234K	3%



Current Year	\$247K	\$249K	\$250K	\$262K	\$275K	\$271K	\$272K	\$250K	\$271K	\$259K	\$254K	\$259K	\$263K
Prior Year	\$234K	\$229K	\$225K	\$250K	\$271K	\$268K	\$263K	\$246K	\$251K	\$251K	\$258K	\$249K	\$247K
Percent Change from Prior Year	5%	9%	11%	5%	2%	1%	4%	1%	8%	3%	-1%	4%	7%

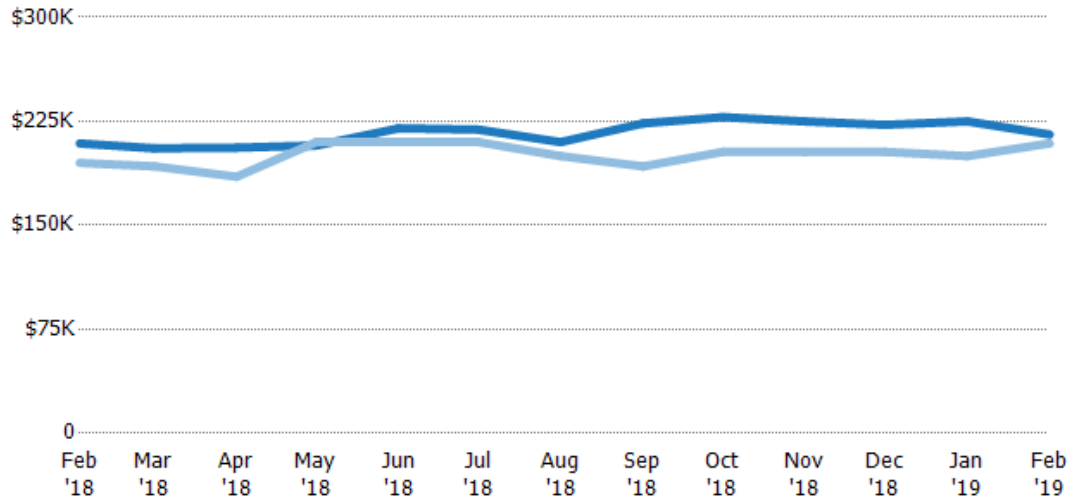
Median Listing Price

The median listing price of active residential 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

Month/Year	Price	% Chg.
Feb '19	\$215K	3.1%
Feb '18	\$209K	7.2%
Feb '17	\$195K	-5.1%



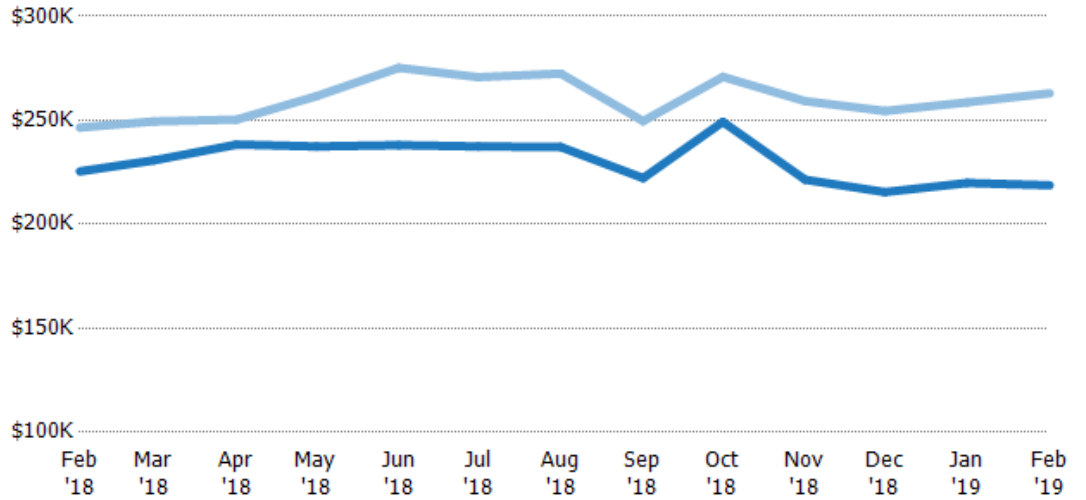
Current Year	\$209K	\$206K	\$206K	\$208K	\$220K	\$219K	\$210K	\$224K	\$228K	\$225K	\$222K	\$225K	\$215K
Prior Year	\$195K	\$193K	\$185K	\$210K	\$210K	\$210K	\$200K	\$192K	\$203K	\$203K	\$203K	\$200K	\$209K
Percent Change from Prior Year	7%	7%	11%	-1%	5%	4%	5%	16%	12%	11%	10%	13%	3%

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



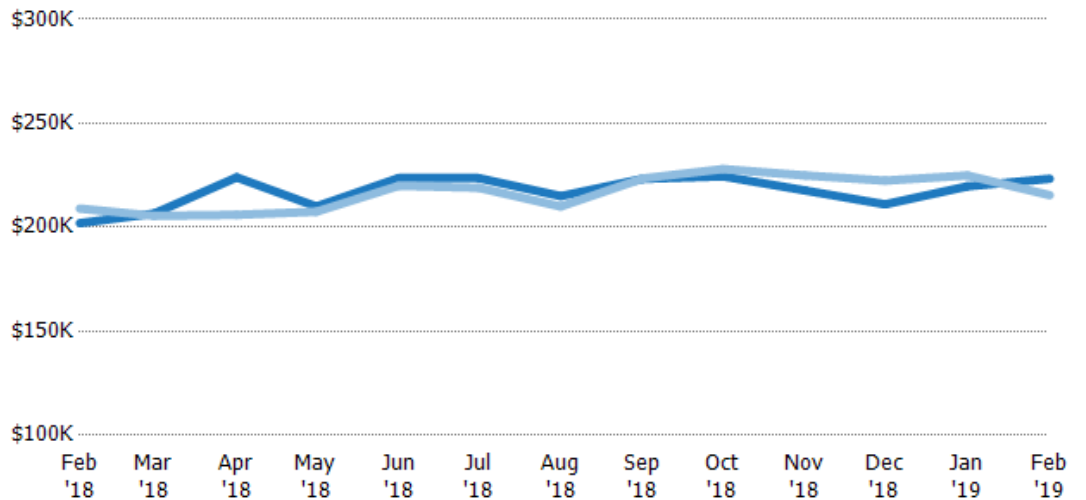
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$225K	\$231K	\$238K	\$237K	\$238K	\$237K	\$237K	\$222K	\$249K	\$221K	\$215K	\$220K	\$219K
Avg Listing Price	\$247K	\$249K	\$250K	\$262K	\$275K	\$271K	\$272K	\$250K	\$271K	\$259K	\$254K	\$259K	\$263K
Avg Listing Price as a % of Avg Est Value	109%	108%	105%	110%	116%	114%	115%	112%	109%	117%	118%	118%	120%

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



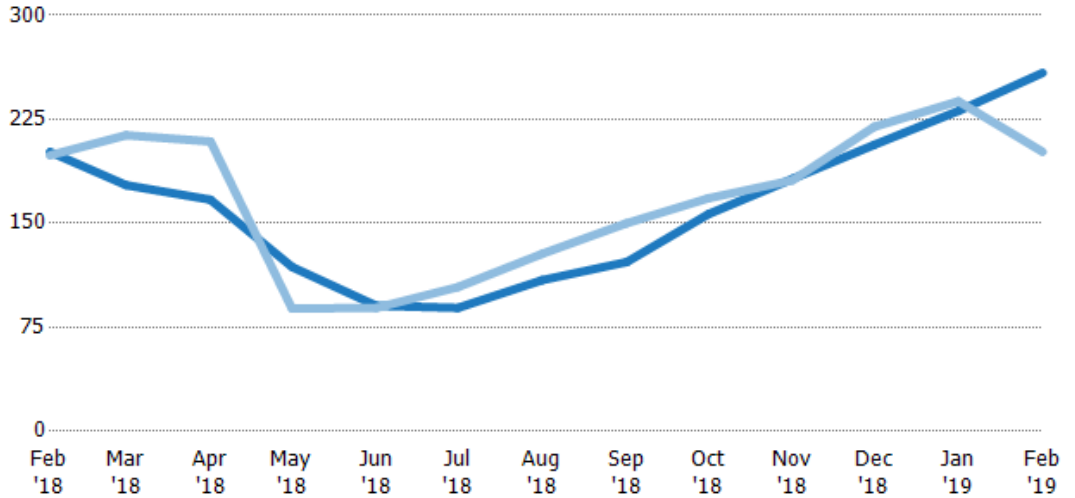
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$202K	\$207K	\$224K	\$210K	\$224K	\$224K	\$215K	\$223K	\$225K	\$218K	\$211K	\$220K	\$223K
Median Listing Price	\$209K	\$206K	\$206K	\$208K	\$220K	\$219K	\$210K	\$224K	\$228K	\$225K	\$222K	\$225K	\$215K
Med Listing Price as a % of Med Est Value	103%	99%	92%	99%	98%	98%	98%	100%	102%	103%	105%	102%	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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Feb '19	259	28.3%
Feb '18	202	1.3%
Feb '17	199	1.5%

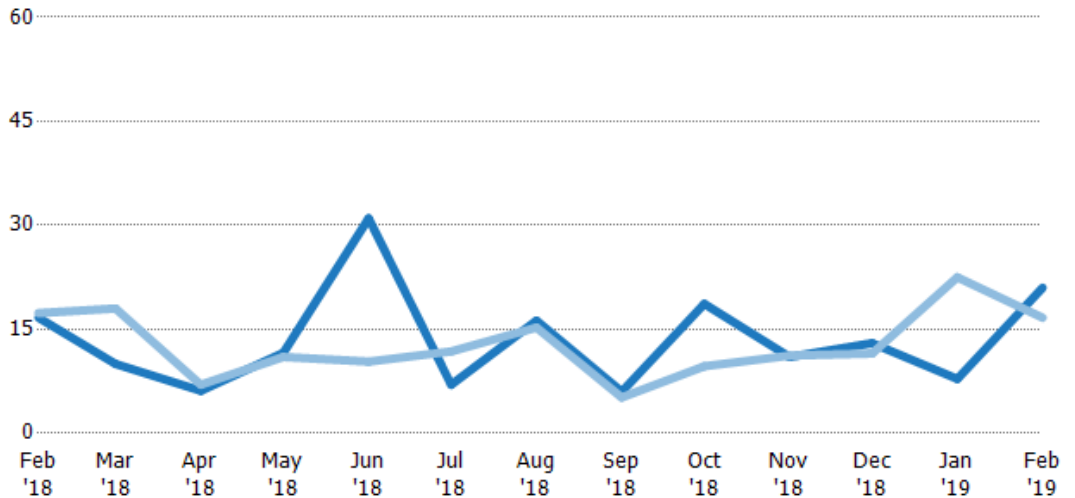
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	202	178	167	119	90.5	89	109	122	157	182	207	231	259
Prior Year	199	214	209	88.5	89	104	128	150	168	181	220	238	202
Percent Change from Prior Year	1%	-17%	-20%	34%	2%	-14%	-15%	-19%	-7%	1%	-6%	-3%	28%

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



Month/Year	Months	% Chg.
Feb '19	21	26%
Feb '18	16.7	-3.8%
Feb '17	17.3	240.4%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	16.7	10	6.13	11.6	31	7	16.3	6	18.7	11	13	7.83	21
Prior Year	17.3	18	7	11	10.3	11.8	15.3	5.17	9.67	11.2	11.5	22.5	16.7
Percent Change from Prior Year	-4%	-44%	-13%	5%	200%	-41%	7%	16%	93%	-2%	13%	-65%	26%

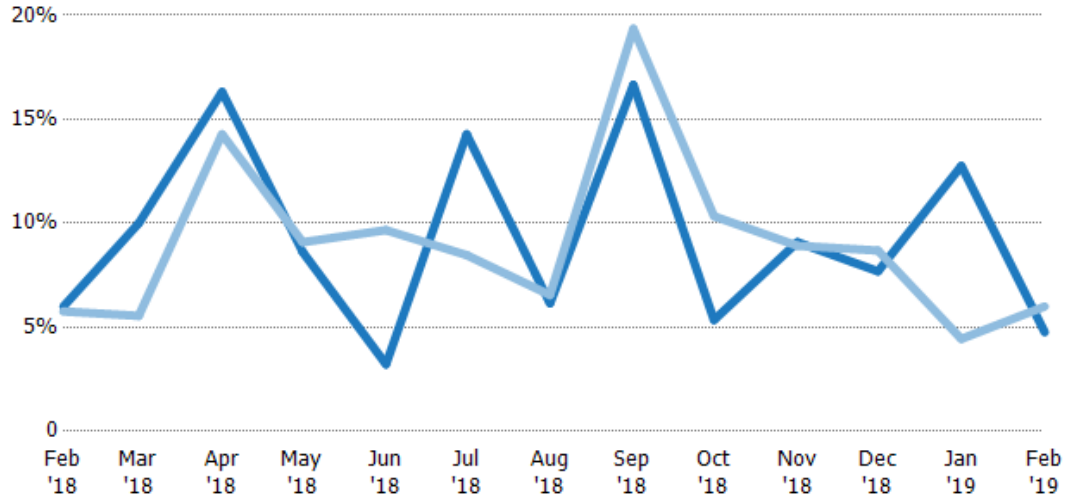
Absorption Rate

The percentage of inventory sold per 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

Month/Year	Rate	Chg.
Feb '19	5%	1.2%
Feb '18	6%	-0.2%
Feb '17	6%	-70.7%



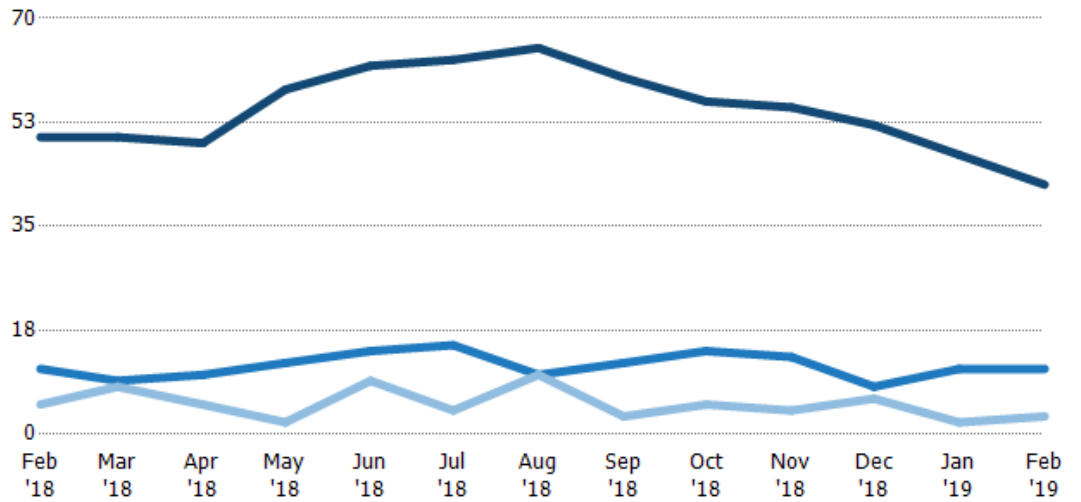
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6%	10%	16%	9%	3%	14%	6%	17%	5%	9%	8%	13%	5%
Prior Year	6%	6%	14%	9%	10%	8%	7%	19%	10%	9%	9%	4%	6%
Change from Prior Year	0%	-4%	-2%	0%	6%	-6%	0%	3%	5%	0%	1%	-8%	1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



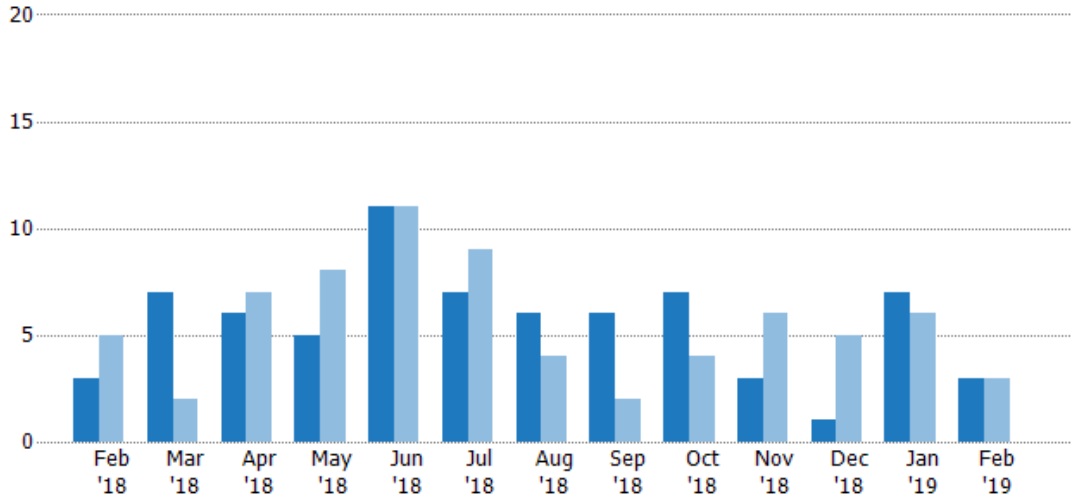
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	50	50	49	58	62	63	65	60	56	55	52	47	42
Pending	11	9	10	12	14	15	10	12	14	13	8	11	11
Sold	5	8	5	2	9	4	10	3	5	4	6	2	3

New Pending Sales

The number of residential properties with accepted offers 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 Family Residence



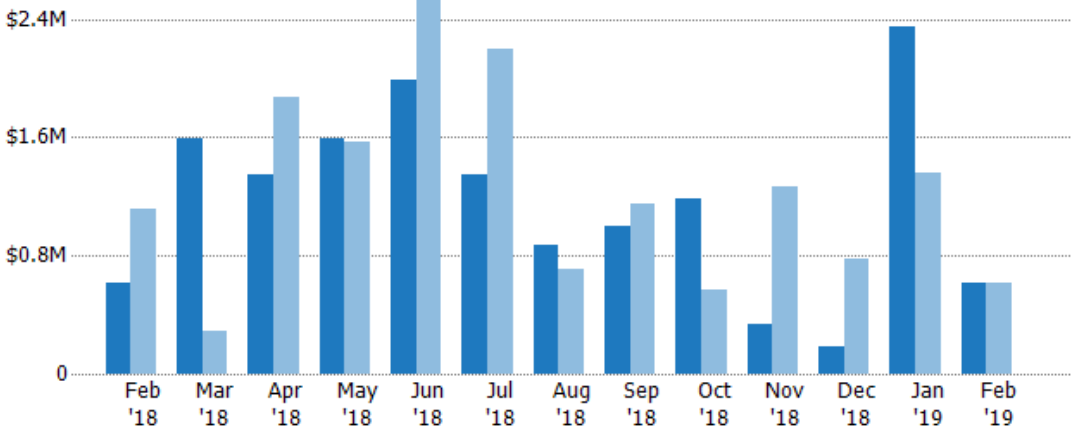
Month/Year	Count	% Chg.
Feb '19	3	0%
Feb '18	3	-40%
Feb '17	5	-80%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers 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 Family Residence



Month/Year	Volume	% Chg.
Feb '19	\$617K	1.3%
Feb '18	\$609K	-45.2%
Feb '17	\$1.11M	-97.8%

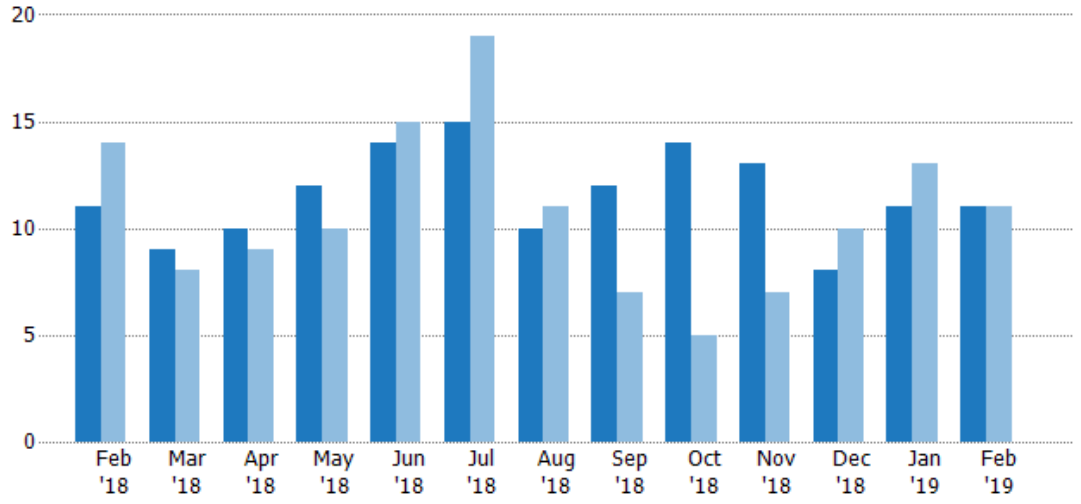
Pending Sales

The number of residential 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

Month/Year	Count	% Chg.
Feb '19	11	0%
Feb '18	11	-21.4%
Feb '17	14	-78.6%



Current Year	11	9	10	12	14	15	10	12	14	13	8	11	11
Prior Year	14	8	9	10	15	19	11	7	5	7	10	13	11
Percent Change from Prior Year	-21%	13%	11%	20%	-7%	-21%	-9%	71%	180%	86%	-20%	-15%	0%

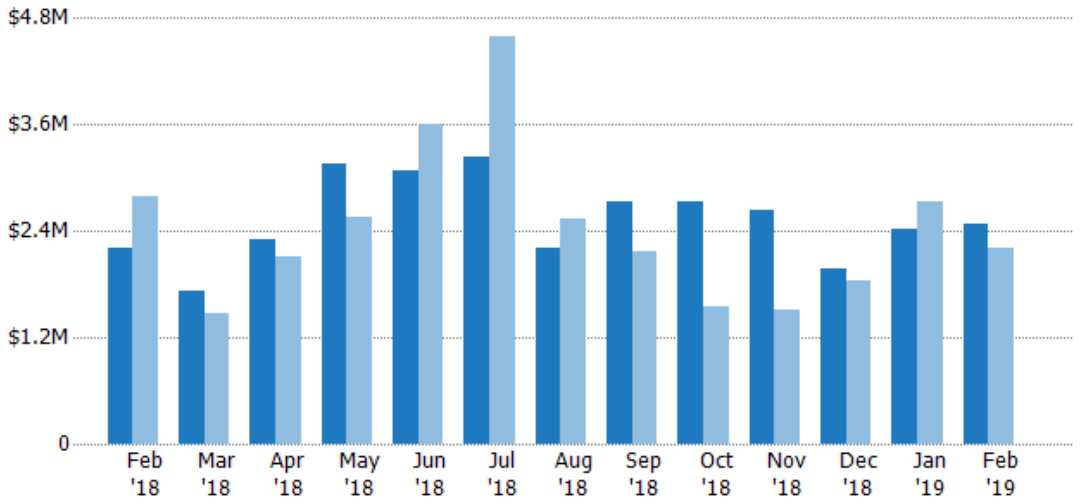
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$2.48M	12.3%
Feb '18	\$2.21M	-20.8%
Feb '17	\$2.79M	-88.7%



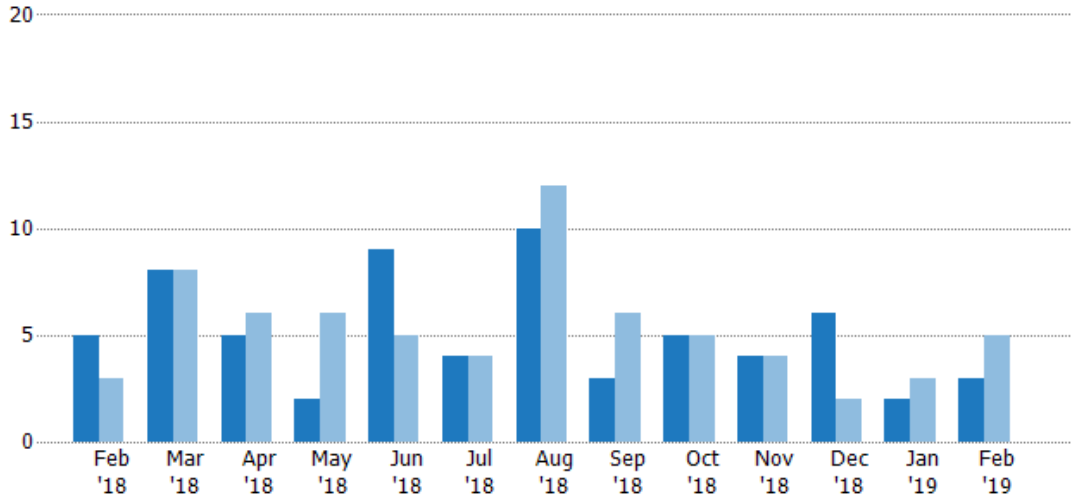
Current Year	\$2.21M	\$1.73M	\$2.31M	\$3.16M	\$3.08M	\$3.24M	\$2.2M	\$2.74M	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M
Prior Year	\$2.79M	\$1.47M	\$2.11M	\$2.56M	\$3.6M	\$4.59M	\$2.54M	\$2.17M	\$1.55M	\$1.51M	\$1.83M	\$2.73M	\$2.21M
Percent Change from Prior Year	-21%	17%	10%	24%	-15%	-30%	-13%	26%	76%	74%	8%	-11%	12%

Closed Sales

The total number of residential 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



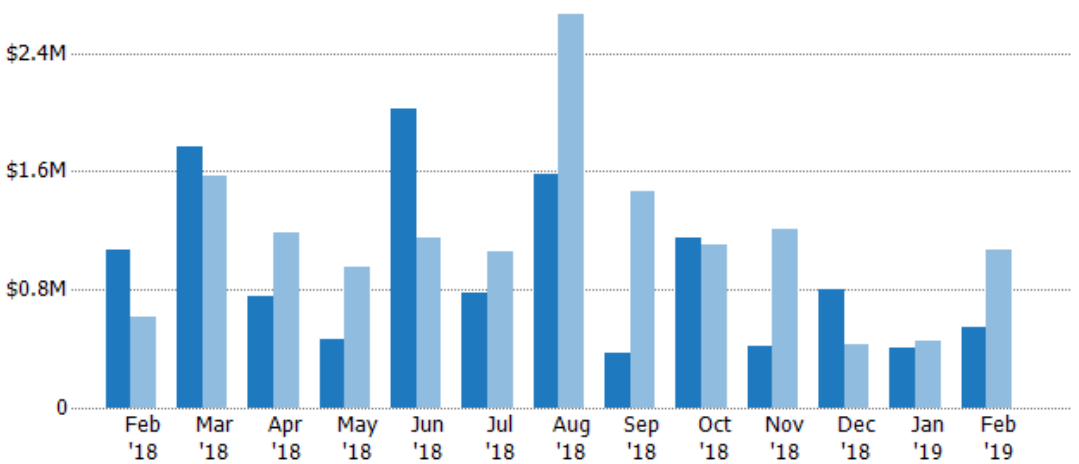
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5	8	5	2	9	4	10	3	5	4	6	2	3
Prior Year	3	8	6	6	5	4	12	6	5	4	2	3	5
Percent Change from Prior Year	67%	0%	-17%	-67%	80%	0%	-17%	-50%	0%	0%	200%	-33%	-40%

Closed Sales Volume

The sum of the sales price of residential 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



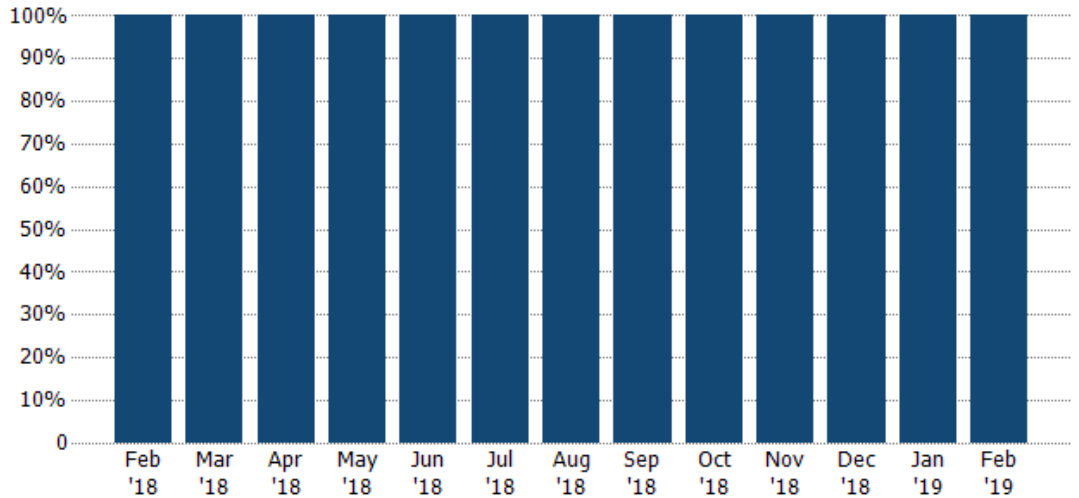
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$1.07M	\$1.76M	\$757K	\$469K	\$2.02M	\$782K	\$1.58M	\$368K	\$1.15M	\$415K	\$804K	\$410K	\$545K
Prior Year	\$610K	\$1.57M	\$1.19M	\$951K	\$1.15M	\$1.06M	\$2.67M	\$1.47M	\$1.1M	\$1.21M	\$425K	\$456K	\$1.07M
Percent Change from Prior Year	75%	12%	-36%	-51%	76%	-26%	-41%	-75%	4%	-66%	89%	-10%	-49%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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



■ Single Family Residence

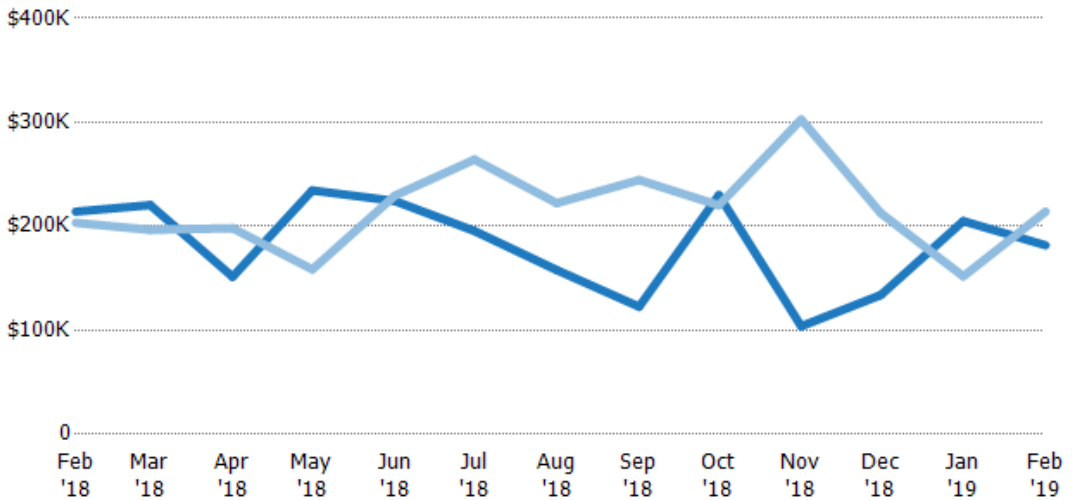
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

The average sales price of the residential 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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$214K \$220K \$151K \$235K \$224K \$196K \$158K \$123K \$230K \$104K \$134K \$205K \$182K
 \$203K \$197K \$198K \$159K \$229K \$264K \$222K \$245K \$220K \$303K \$213K \$152K \$214K
 5% 12% -24% 48% -2% -26% -29% -50% 4% -66% -37% 35% -15%

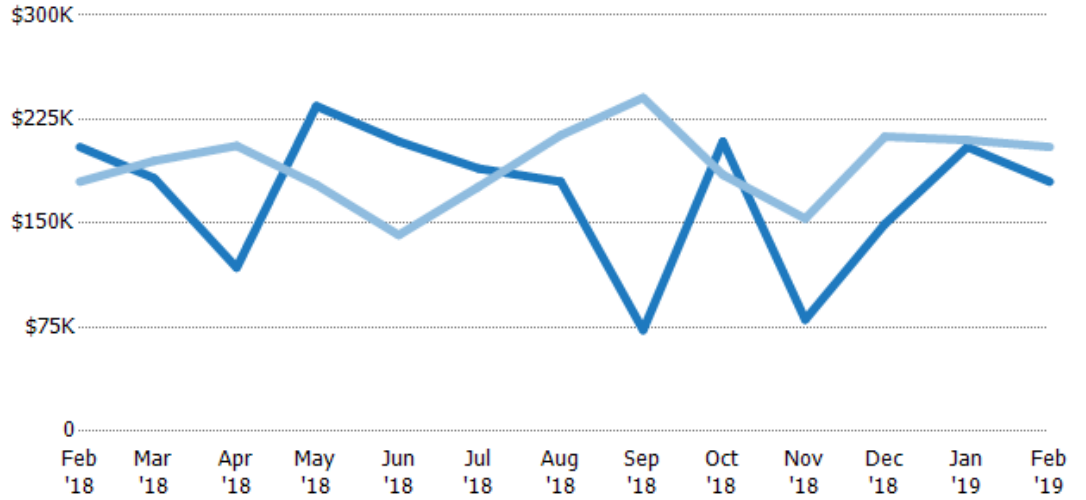
Median Sales Price

The median sales price of the residential 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

Month/Year	Price	% Chg.
Feb '19	\$180K	-12.2%
Feb '18	\$205K	13.9%
Feb '17	\$180K	-56.7%



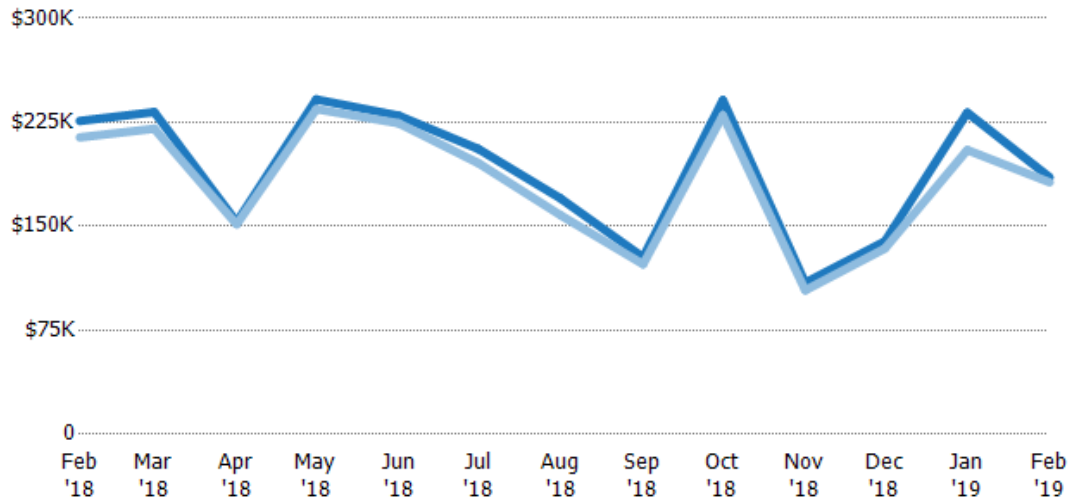
Current Year	\$205K	\$183K	\$118K	\$235K	\$209K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K
Prior Year	\$180K	\$195K	\$206K	\$178K	\$142K	\$176K	\$214K	\$241K	\$185K	\$153K	\$213K	\$210K	\$205K
Percent Change from Prior Year	14%	-6%	-43%	32%	48%	8%	-16%	-70%	13%	-48%	-30%	-2%	-12%

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



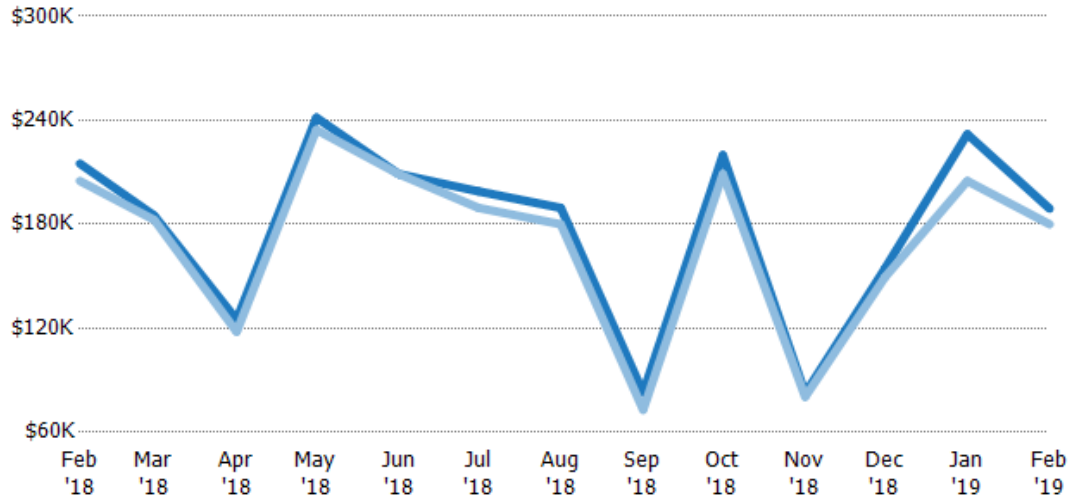
Avg List Price	\$226K	\$232K	\$153K	\$242K	\$230K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K
Avg Sales Price	\$214K	\$220K	\$151K	\$235K	\$224K	\$196K	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K
Avg Sales Price as a % of Avg List Price	95%	95%	99%	97%	98%	95%	93%	96%	95%	95%	96%	88%	98%

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



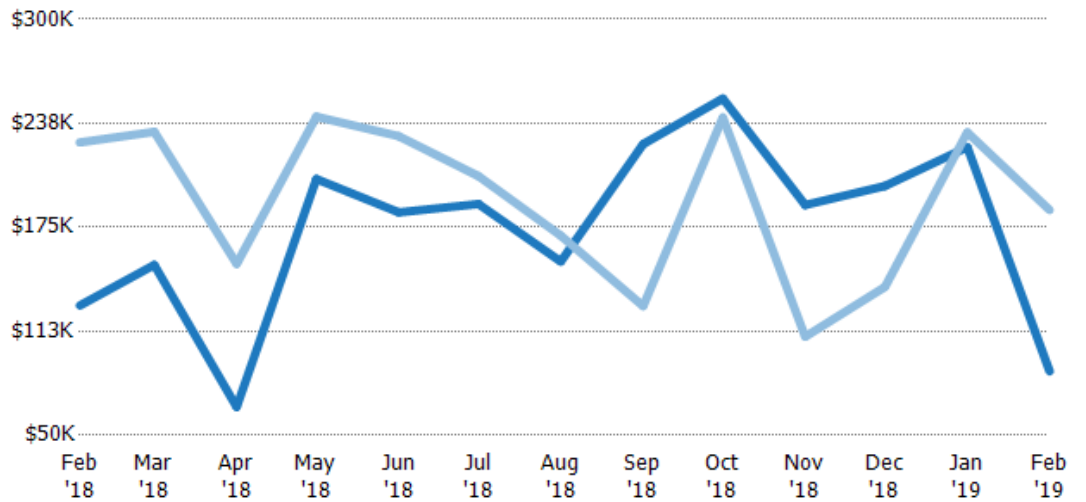
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$215K	\$185K	\$125K	\$242K	\$209K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K
Median Sales Price	\$205K	\$183K	\$118K	\$235K	\$209K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K
Med Sales Price as a % of Med List Price	95%	99%	94%	97%	100%	95%	95%	88%	95%	98%	97%	88%	95%

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



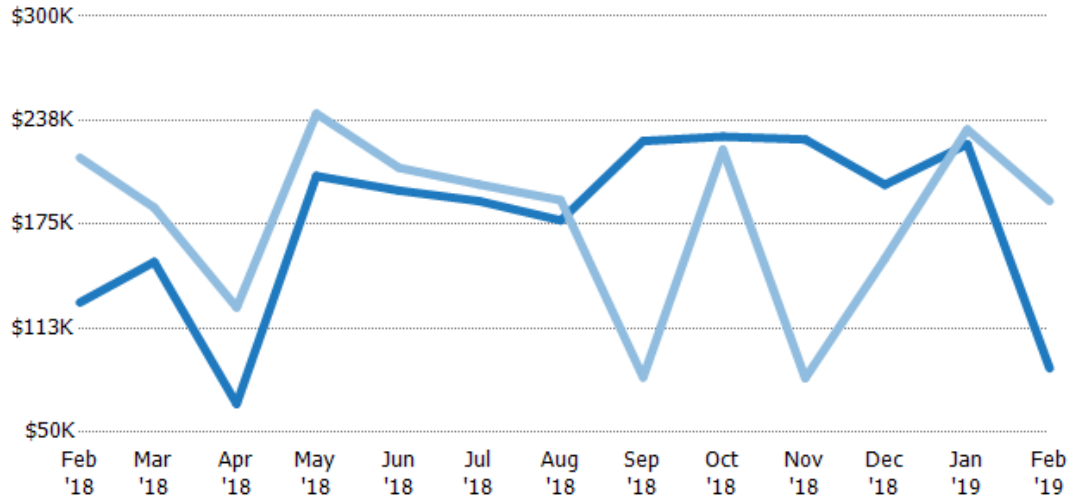
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$128K	\$152K	\$67K	\$204K	\$184K	\$189K	\$154K	\$225K	\$252K	\$188K	\$200K	\$223K	\$88.4K
Avg Sales Price	\$226K	\$232K	\$153K	\$242K	\$230K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K
Avg Sales Price as a % of Avg Est Value	177%	152%	228%	118%	125%	109%	110%	57%	95%	58%	70%	104%	210%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$128K	\$152K	\$67K	\$204K	\$195K	\$189K	\$177K	\$225K	\$228K	\$226K	\$199K	\$223K	\$88.4K
Median Sales Price	\$215K	\$185K	\$125K	\$242K	\$209K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K
Med Sales Price as a % of Med Est Value	168%	121%	187%	118%	107%	105%	107%	37%	97%	37%	78%	104%	214%