

Summary of Key Listing and Sales Metrics

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

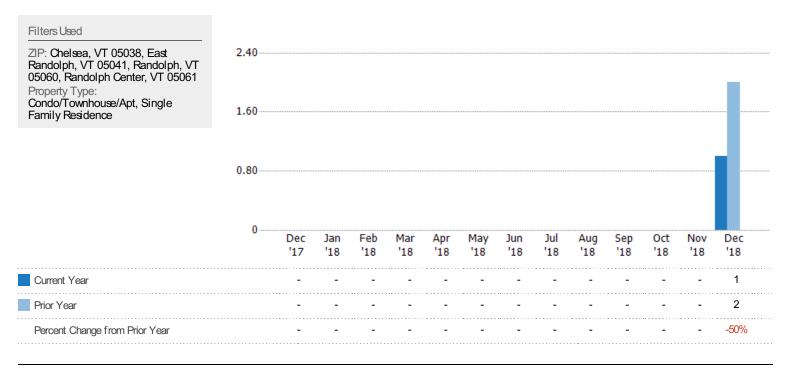
+/-	YTD 2017	YTD 2018	+/-	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
-50%	2	1	-50%	2	1	New Listing Count
-62.9%	\$390,000	\$144,500	-62.9%	\$390,000	\$144,500	New Listing Volume
	NA	N⁄A	+11.4%	44	49	Active Listing Count
	NA	N⁄A	+9.4%	\$11,560,100	\$12,644,400	Active Listing Volume
-1.8%	\$262,730	\$258,049	-1.8%	\$262,730	\$258,049	Average Listing Price
+13.2%	\$200,500	\$227,000	+13.2%	\$200,500	\$227,000	Median Listing Price
+0.5%	212	213	+0.5%	212	213	Median Days in RPR
+234.1%	7.3	24.5	-	_	_	Months of Inventory
-9.6%	13.64%	4.08%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-80%	5	1	-80%	5	1	New Pending Sales Count
-75.8%	\$779,900	\$189,000	-75.8%	\$779,900	\$189,000	New Pending Sales Volume
	N/A	N⁄A	-10%	10	9	Pending Sales Count
	N/A	N⁄A	+22.4%	\$1,831,800	\$2,242,500	Pending Sales Volume
+200%	2	6	+200%	2	6	Cloæd Sales Count
+89.2%	\$425,000	\$804,000	+89.2%	\$425,000	\$804,000	Cloæd Sales Volume
-36.9%	\$212,500	\$134,000	-36.9%	\$212,500	\$134,000	Average Sales Price
-29.6%	\$212,500	\$149,500	-29.6%	\$212,500	\$149,500	Median Sales Price





New Listings

The number of new residential listings that were added each month.



New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used	\$400K ······													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$300K													
Family Residence	\$200K ·····													
	\$100K													
	0	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-63%



Active Listings

The number of active residential listings at the end of each month.

Filters Used	60														
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	45														
	15														
	0	_										~ .		_	
		Dec '17	Jan '18	⊦eb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	49	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	44	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%	

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Current Year Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.6M
Current Year														+
		-	-	-	-	-	-	-	-	-	-	-	-	\$12.6M
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$15.0M ······													
Filters Used														



Average Listing Price

The average listing price of active residential listings at the end of each month.

\$300K												
\$150K												
\$75K												
0	_											
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$258K
-	-	-	-	-	-	-	-	-	-	-	-	\$263K
-	-	-	-	-	-	-	-	-	-	-	-	-2%
	\$225K \$150K \$75K 0 Dec	\$225K \$150K \$75K 0 Dec Jan '17 '18	\$225K \$150K \$75K 0 Dec Jan Feb '17 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar '17 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr '17 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May '17 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May Jun '17 '18 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May Jun Jul '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May Jun Jul Aug '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used	\$300K
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	\$75K
	0

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K												
Condo/Townhouse/Apt, Single													
Family Residence	\$150K												
	\$75K												
	φroix												
	0	_			-		_		_	_			_
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Avg Est Value						• • • • • • • • • • • • •							
	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Avg Listing Price	-	-	-	-	- -	-	-	-	-	- -	-	-	\$216K \$258K
Avg Listing Price Avg Listing Price as a % of Avg Est Value	-	- - -	- -	- -	- -	- -	- -	- -	- - -	- -	- -	- -	· · · · · · · · · · · · ·

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.

Median Est Value Median Listing Price	'17 -	-	-	-	-	-	-	-	-	-	-	-	\$210K \$227K
	.17	10	10	10						10	10		10
	0 Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Condo/Townhouse/Apt, Single Family Residence	\$150K \$75K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K												





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.

	300												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	150												
	75												
	,,,												
	_												
	0												
	0 Dec			Mar	Apr	May			Aug	Sep	0ct	Nov	Dec
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year					Apr '18	May '18							
Current Year Prior Year					Apr '18 -	May '18 -							'18
					Apr '18 - -	May '18 -							'18 213

Months of Inventory

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

Filters Used	20												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	15												
Family Residence	10												
	-												
	2												
	0		- 1										
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-16%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	5%

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used 50 ZIP: Chelsea, VT 05038, East 38 Randolph, VT 05041, Randolph, VT 38 OS060, Randolph Center, VT 05061 38 Property Type: 25 Condo/Townhouse/Apt, Single 25 Family Residence 13

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	49
Pending	-	-	-	-	-	-	-	-	-	-	-	-	9
Sold	-	-	-	-	-	-	-	-	-	-	-	-	6

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New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used	6.00													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50													
Failing Residence	3.00													
	1.50													
	0	Dec	Jan	Feb	Mar	Δnr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-80%

New Pending Sales Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-76%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$780K
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$189K
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$200K													
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$400K													
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$600K													
	\$800K ······													



Pending Sales

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

	20.00													
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	15.00													
Family Residence	10.00													
	5.00													
	0	Dec		Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%

Pending Sales Volume

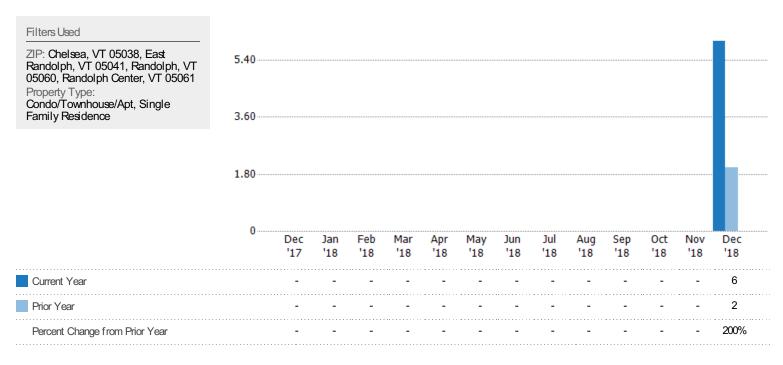
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used														
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$2.4M													
Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0									-				
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.24M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.83M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	22%



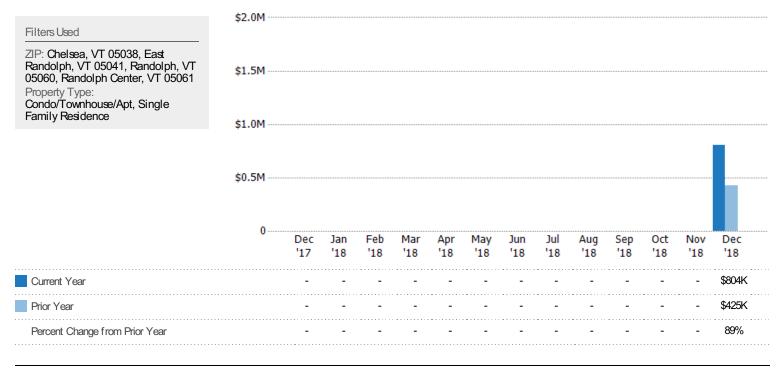
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

The sum of the sales price of residential properties sold each month.





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Closed Sales by Property Type

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

Filters Used 90% ZIP: Chelsea, VT 05038, East 80% Randolph, VT 05041, Randolph, VT 80% 05060, Randolph Center, VT 05061 70% Property Type: 60% Condo/Townhouse/Apt, Single 60% Family Residence 50%
Randolph, VT 05060, Randolph Center, VT 05061 Property Type: 70% Condo/Townhouse/Apt, Single 60%
05060, Randolph Center, VT 05061 70% Property Type: 60%
Condo/Townhouse/Apt, Single 60%
Family Readence
50%
40%
30%
20%
10%
0
Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec
'17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18
Single Family Residence 100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used	\$300K
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

\$75K-----

	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$134K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-37%





Median Sales Price

The median sales price of the residential properties sold each month.

FiltersUsed	\$300K												
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												
	\$75K												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	-30%

Average Sales Price vs Average Listing Price

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

	\$200K ······												
Filters Used													
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 0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
				•••••									¢4001/
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$134K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%



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 ······												
\$150K												
\$100K												
\$50K												
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$154K
-	-	-	-	-	-	-	-	-	-	-	-	\$150K
-	-	-	-	-	-	-	-	-	-	-	-	97%
	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0 Dec Jan	\$150K \$100K \$50K 0 Dec Jan Feb	\$150K \$100K \$50K 0 Dec Jan Feb Mar	\$150K \$100K \$50K 0 Dec Jan Feb Mar Apr	\$150K \$100K \$50K 0 Dec Jan Feb Mar Apr May	\$150K \$100K \$50K 0 Dec Jan Feb Mar Apr May Jun	\$150K \$100K \$50K 0 Dec Jan Feb Mar Apr May Jun Jul	\$150K \$100K \$50K 0 Dec Jan Feb Mar Apr May Jun Jul Aug	\$150K \$100K \$50K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep	\$150K \$100K \$50K \$50K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	\$100K \$50K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

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.

Avg Est Value	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18 \$202k
	0	_			_		_		_	_			
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$225K												
Filters Used													





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.

	\$200K ······												
Filters Used													
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												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$154K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	78%

