

# Summary of Key Listing and Sales Metrics

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

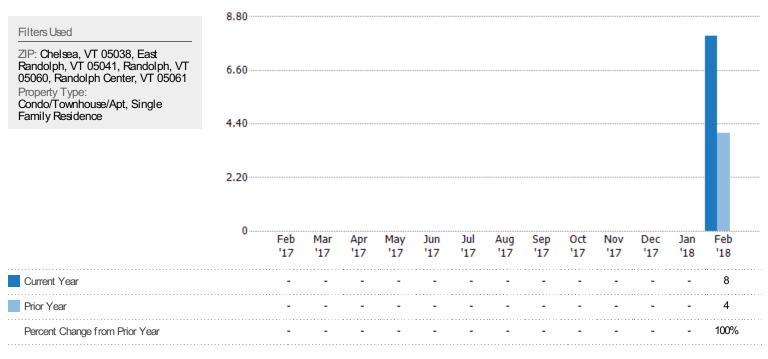
+ / -	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+100%	4	8	+100%	4	8	New Listing Count
+140.9%	\$717,600	\$1,728,400	+140.9%	\$717,600	\$1,728,400	New Listing Volume
-10.5%	57	51	-10.5%	57	51	Active Listing Count
-0.9%	\$13,334,330	\$13,220,100	-0.9%	\$13,334,330	\$13,220,100	Active Listing Volume
+10.8%	\$233,936	\$259,218	+10.8%	\$233,936	\$259,218	Average Listing Price
+12.3%	\$195,000	\$219,000	+12.3%	\$195,000	\$219,000	Median Listing Price
-1.1%	186	184	-1.1%	186	184	Median Daysin RPR
-40.4%	28.5	17	-	_	_	Months of Inventory
+2.4%	3.51%	5.88%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-40%	5	3	-40%	5	3	New Pending Sales Count
-45.2%	\$1,111,500	\$609,000	-45.2%	\$1,111,500	\$609,000	New Pending Sales Volume
-35.3%	17	11	-35.3%	17	11	Pending Sales Count
-24%	\$2,909,200	\$2,209,900	-24%	\$2,909,200	\$2,209,900	Pending Sales Volume
+66.7%	3	5	+66.7%	3	5	Closed Sales Count
+75.5%	\$610,000	\$1,070,500	+75.5%	\$610,000	\$1,070,500	Closed Sales Volume
+5.3%	\$203,333	\$214,100	+5.3%	\$203,333	\$214,100	Average Sales Price
+13.9%	\$180,000	\$205,000	+13.9%	\$180,000	\$205,000	Median Sales Price





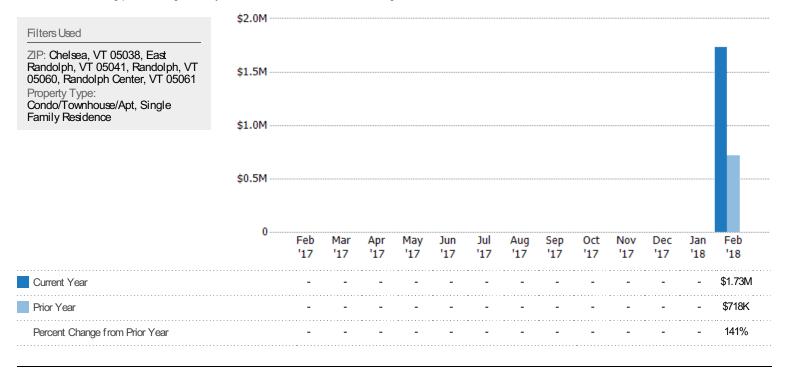
## New Listings

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



## New Listing Volume

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

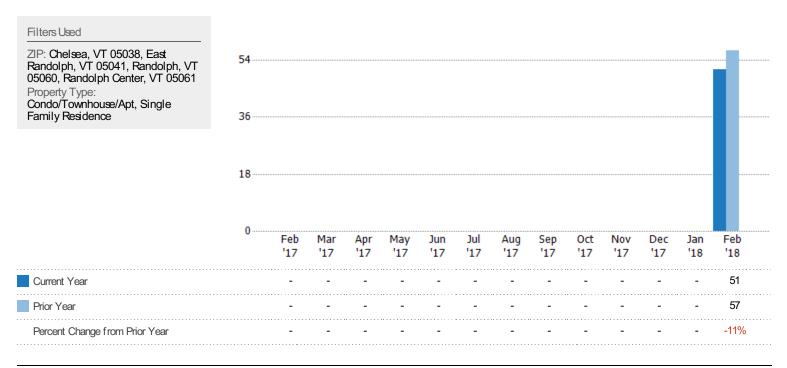


合



#### Active Listings

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



## Active Listing Volume

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

Current Year Prior Year		-	-	-	-		-	-					-	'18 \$13.2M \$13.3M
Current Year		-	-	-	-		-	-	-	-	-	-	-	
														'18
	\$5.0M	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$15.0M													



#### **Average Listing Price**

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

	\$300K ······												
Filters Used													
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 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%

## Median Listing Price

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

Current Year Prior Year	Feb '17 -	'17 _	'i7 -	'17 _	'17 -	'18 -	'18 \$219k \$195k						
Current Year				'17 _	'17 _	'17 _	'17 -	'17 _	'17 _	'17 -	'17 _		'18 \$219K
				'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	\$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													





# 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: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

#### 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.

Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$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	\$300K ······												





#### 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	450												
	150												
	75												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-		-	-	-	-	-	-	-	-	-	184
Prior Year													400
	-	-	-	-	-	-	-	-	-	-	-	-	186
Percent Change from Prior Year		-	-	- -		-	- -	-			- -	- -	186 -1%

## 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:	15												
Condo/Townhouse/Apt, Single Family Residence	10												
	5												
	5												
	5 0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	5 6 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year							Aug '17	Sep '17					
Current Year Prior Year							Aug '17 -	Sep '17 -					'18



#### Absorption Rate

The percentage of inventory sold per month.

	10%
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	5%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-					-		-		-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and 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	45												
Family Residence	30												
	0 Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Active							Aug '17						
Active Pending							Aug '17						'18



#### New Pending Sales

The number of single-family, condominium and townhome 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													
	1.50													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'1Ż	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%

# New Pending Sales Volume

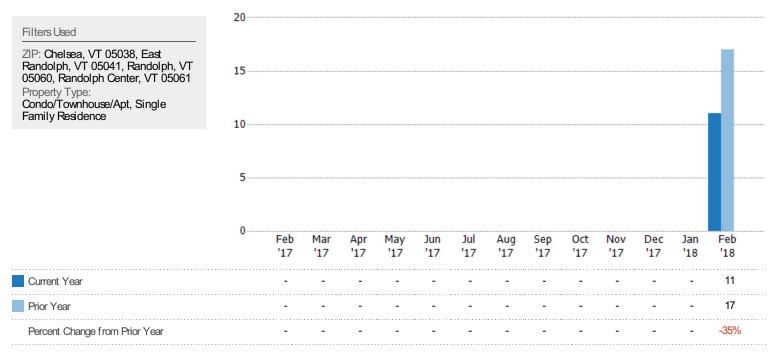
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$2.0M													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$1.5M													
Family Residence	\$1.0M													
	\$0.5M	<b>5</b> -1												
		Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$609K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.11M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-45%



# 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

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.

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	\$2.4M \$1.6M													
	\$0.8M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.21M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.91M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%



## **Closed Sales**

The total number of single-family, condominium and townhome properties sold 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														
	3.00														
	1.50														
	0														
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	• • •
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3	• • •
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67%	

# **Closed Sales Volume**

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

Filters Used	\$2.0M ······													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$1.5M													
Family Residence	\$1.0M													
	\$0.5M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.07M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$610K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	75%



# Closed Sales by Property Type

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

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

## Average Sales Price

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

	\$300K
Filters Used	
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
	Ω

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





#### Median Sales Price

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

	\$300K ······												
Filters Used													
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 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold 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 0 Feb '17	Mar '17	Apr '17		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-		-	-				-	-				\$226k
Avg Sales Price													\$214k
Avy Sales Fille													ψ <b>2</b> 141
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold 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	¢1E0K												
· ·······	\$150K												
	\$75K												
	+												
	0		_				-						
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
			17					17	17		17	10	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$300K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$225K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$150K												
	\$75K												
	φ/ δiτ												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Νον	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





# 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.

	\$300K ······												
Filters Used 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 Feb '17	Mar '17	Apr '17			-					Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

