

Summary of Key Listing and Sales Metrics

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

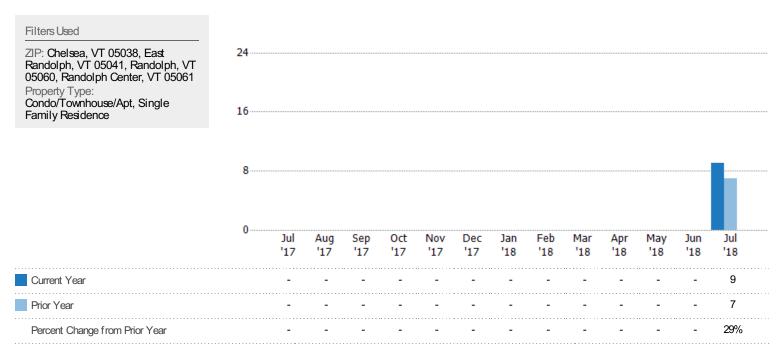
+ / -	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						isting Activity Charts Metrics
+28.6%	7	9	+28.6%	7	9	New Listing Count
-2.6%	\$1,586,800	\$1,545,400	-2.6%	\$1,586,800	\$1,545,400	New Listing Volume
-6.2%	65	61	-6.2%	65	61	Active Listing Count
-5.1%	\$17,719,100	\$16,810,000	-5.1%	\$17,719,100	\$16,810,000	Active Listing Volume
+1.1%	\$272,602	\$275,574	+1.1%	\$272,602	\$275,574	Average Listing Price
+7.1%	\$210,000	\$225,000	+7.1%	\$210,000	\$225,000	Median Listing Price
-34.7%	124	81	-34.7%	124	81	Median Days in RPR
+64.2%	9.3	15.3	-	_	_	Months of Inventory
-4.2%	10.77%	6.56%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
-11.1%	9	8	-11.1%	9	8	New Pending Sales Count
-29.6%	\$2,194,400	\$1,543,900	-29.6%	\$2,194,400	\$1,543,900	New Pending Sales Volume
-25%	20	15	-25%	20	15	Pending Sales Count
-30.8%	\$4,669,680	\$3,232,700	-30.8%	\$4,669,680	\$3,232,700	Pending Sales Volume
+	4	4	+	4	4	Cloæd Sales Count
-26%	\$1,056,500	\$782,000	-26%	\$1,056,500	\$782,000	Cloæd Sales Volume
-26%	\$264,125	\$195,500	-26%	\$264,125	\$195,500	Average Sales Price
+7.5%	\$176,250	\$189,500	+7.5%	\$176,250	\$189,500	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.

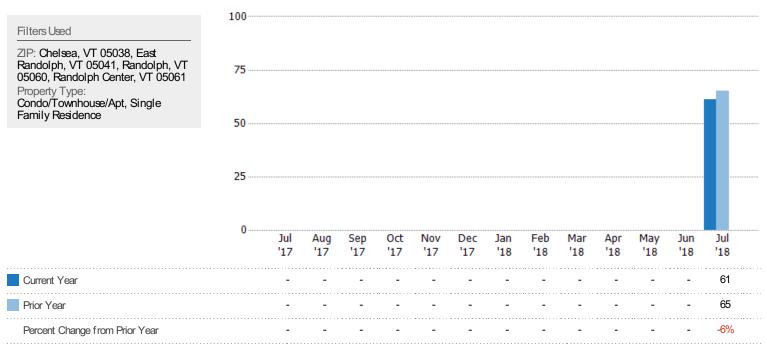
	\$6.0M ······													
Filters Used ZIP: Chelsea, VT 05038, East														
Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouæ/Apt, Single	\$4.5M													
Family Residence	\$3.0M													
	\$1.5M													
	\$1.5M													
	\$1.5M													
	\$1.5M	Jul '17	Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$1.5M 0	'17				'17	'17	Jan '18	Feb '18	Mar '18			'18	'18
Current Year	\$1.5M													
Current Year Prior Year	\$1.5M	'17				'17	'17						'18	'18

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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.

Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.7M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.8M
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$8.0M													
05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT	\$24.0M													

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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 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$276K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$273K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	475V												
05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT	\$225K												
Filters Used	\$300K ······												





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	#1E0K												
·	\$150K												
	\$75K												
	0	Aug	Con	0.4	Nev	Dac	120	Fab	Mar	Apr	Max	lup	
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
			Sep '17										'18
Avg Est Value			Sep '17										
Avg Est Value Avg Listing Price			Sep '17 -										'18
	'17 - -		Sep '17 - -										'18 \$245K

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.

	\$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	ALCO/												
	\$150K												
	\$75K												
	0	•	C	0.+	•••	D	•	E -L			• • • •	•	.
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%





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.

	200												
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT													
05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence	100												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
. <u></u>													
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	81
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	124
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-35%

Months of Inventory

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

	20												
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												
	10												
	5												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.78
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-48%





Absorption Rate

The percentage of inventory sold per month.

	15%												
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%												
	5%												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

Active/Pending/Sold Units

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

	70												
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	53												
Property Type: Condo/Townhouse/Apt, Single Family Residence	35												
	18												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	61
Pending	-	-	-	-	-	-	-	-	-	-	-	-	15
Sold	-	-	-	-	-	-	-	-	-	-	-	-	4





New Pending Sales

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

	10.00													
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	7.50													
Family Residence	5.00													
	2.50													
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
		17	17	17	17	17	17	18	18	18	18	10	16	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%

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.

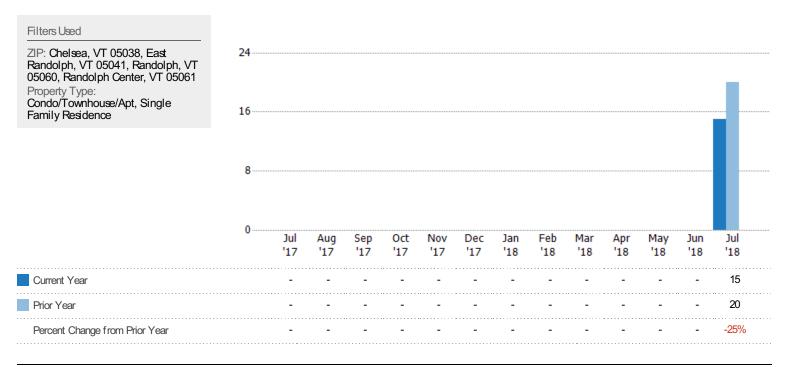
Filters Used														
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$2.4M													
Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0													
	-	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.54M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.19M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%

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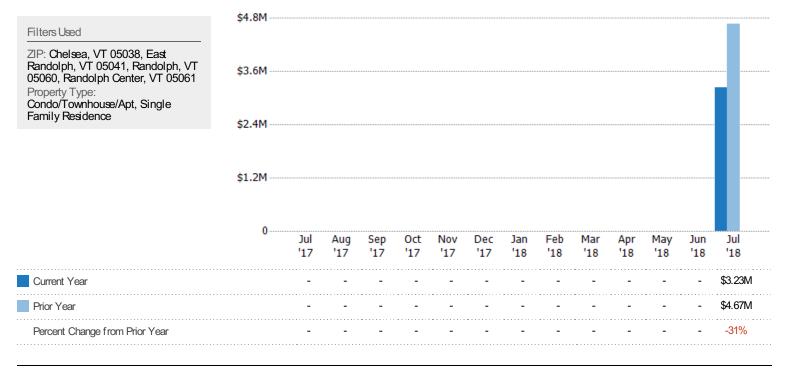
Pending Sales

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.



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Closed Sales

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

8.00														
6.00														
4.00														
2.00														
0	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
	-	-	-	-	-	-	-	-	-	-	-	-	4	
	-	-	-	-	-	-	-	-	-	-	-	-	4	
	-	-	-	-	-	-	-	-	-	-	-	-	-	
	6.00	6.00 4.00 2.00 0	6.00 4.00 2.00 0 Jul Aug	6.00 4.00 2.00 0 Jul Aug Sep	6.00 4.00 2.00 0 Jul Aug Sep Oct	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan Feb	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun	6.00 4.00 2.00 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul

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:	\$1.5M													
Condo/Townhouse/Apt, Single Family Residence	\$1.0M													
	\$0.5M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	·····-		- -	- -			-					\$782K
Prior Year		-	-	-		-	-		-					\$1.06M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-		-26%

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8/30/2018

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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/Townhouæ/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0														
	-	Jul	Aug	Sep			Dec				Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
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-----

	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%





Median Sales Price

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

	\$200K ······												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	Jul	Aug	Con										
			Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	'17 -												
Current Year Prior Year	'17 - -												'18
	'17 - - -												'18 \$190K

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	\$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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
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.

	\$200K ······												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K 0 Jul	Aug '17	Sep '17	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	17	17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
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.

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	\$75K												
	0	·	Con	0.4		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	'18	'18	'18	Apr '18	May '18	'18	'18
Avg Est Value													
Avg Est Value Avg Sales Price													'18





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: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$182K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%

