

Summary of Key Listing and Sales Metrics

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

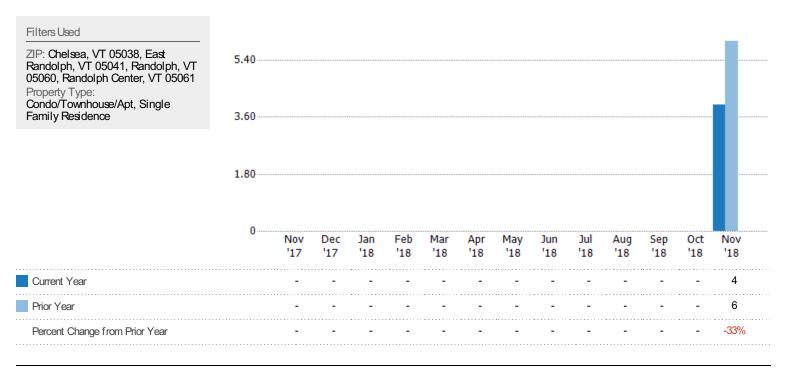
+/-	YTD 2017	YTD 2018	+/-	Nov 2017	Nov 2018	Key Metrics		
						Listing Activity Charts Metrics		
-33.3%	6	4	-33.3%	6	4	New Listing Count		
-23.3%	\$1,148,500	\$880,500	-23.3%	\$1,148,500	\$880,500	New Listing Volume		
	NA	N⁄A	-	-	53	Active Listing Count		
	NA	N⁄A	-	-	\$13,247,900	Active Listing Volume		
_	-	\$249,960	-	-	\$249,960	Average Listing Price		
_	-	\$206,000	-	-	\$206,000	Median Listing Price		
_	-	181	-	-	181	Median Days in RPR		
_	10.6	-	-	-	-	Months of Inventory		
_	9.43%	_	-	_	_	Absorption Rate		
						Sales Activity Charts Metrics		
-33.3%	6	4	-33.3%	6	4	New Pending Sales Count		
-52.4%	\$1,261,900	\$601,000	-52.4%	\$1,261,900	\$601,000	New Pending Sales Volume		
	NA	N⁄A	-	_	7	Pending Sales Count		
	NA	N⁄A	-	_	\$1,508,400	Pending Sales Volume		
+_	3	3	+	3	3	Closed Sales Count		
-70.5%	\$1,135,750	\$335,444	-70.5%	\$1,135,750	\$335,444	Closed Sales Volume		
-70.5%	\$378,583	\$111,815	-70.5%	\$378,583	\$111,815	Average Sales Price		
-50.9%	\$165,000	\$81,000	-50.9%	\$165,000	\$81,000	Median Sales Price		





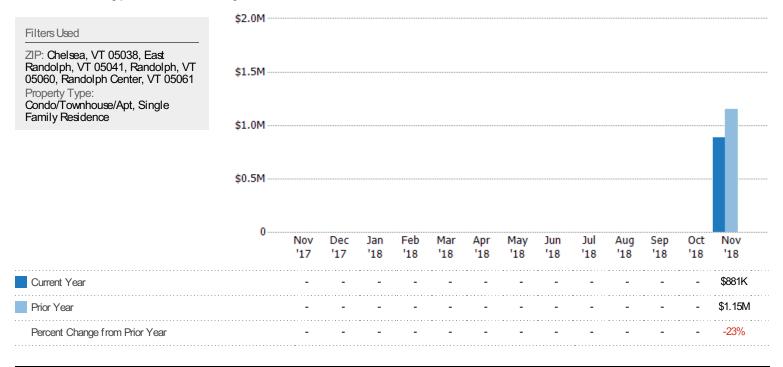
New Listings

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



New Listing Volume

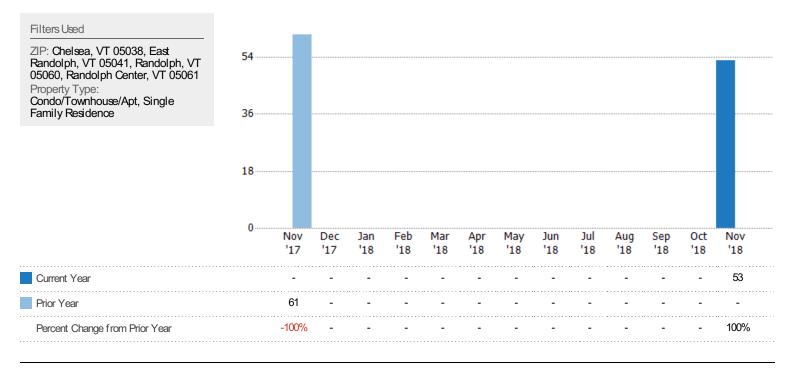
The sum of the listing price of residential listings that were added each month.





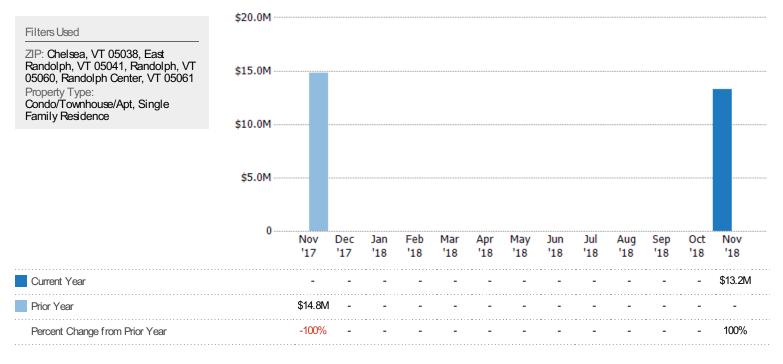
Active Listings

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



Active Listing Volume

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





Average Listing Price

The average listing price of active residential 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 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
													ФОГОИ/
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Prior Year	\$242K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

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												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Prior Year	\$190K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





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:	150												
Condo/Townhouse/Apt, Single Family Residence													
r annry residence	100												
	50												
	_												
	0	Dec	1	Eab	Mar	Ann	Mass	1		A	Con	0.+	New
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
													10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	181
Prior Year	135	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

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

Current Year Prior Year	12.2	-	-	-	-	-	-	-	-	-	-	-	-
Current Year													
	_	-	-	-	-	-	-	-	-	-	-	-	10.6
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	5												
Property Type: Condo/Townhouse/Apt, Single Family Residence	10												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	15												
Filters Used													





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

Active/Pending/Sold Units

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

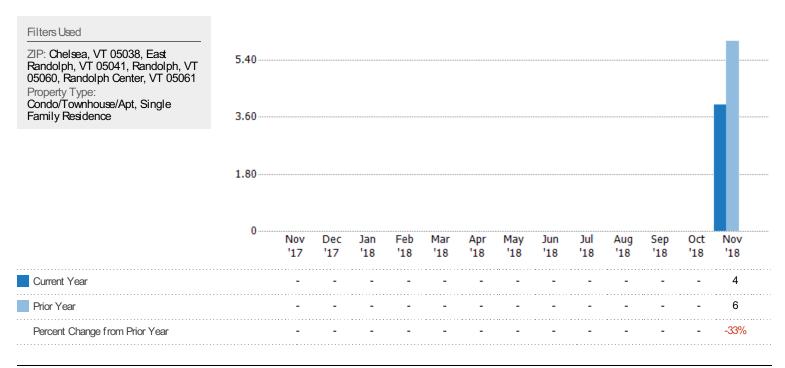
Filters Used	4.00												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	3.00												
Family Residence	2.00												
	1.00												
	•												
	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	3





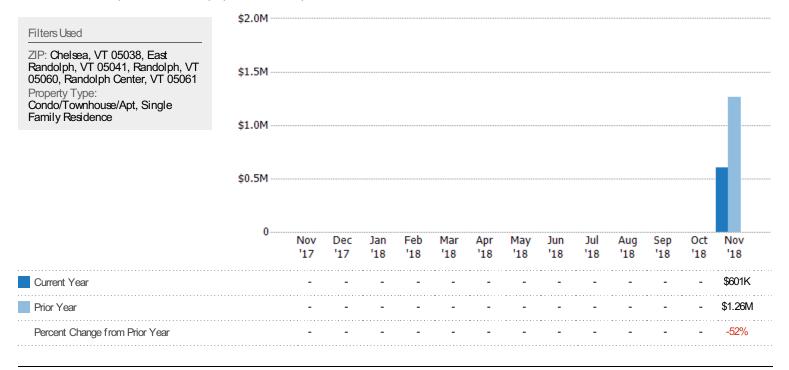
New Pending Sales

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



New Pending Sales Volume

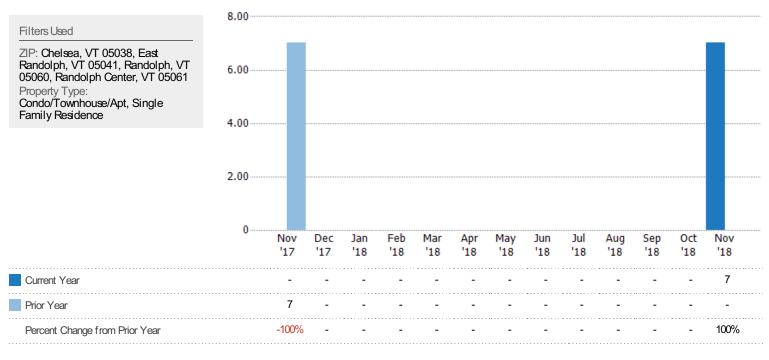
The sum of the sales price of residential properties with accepted offers that were added each month.





Pending Sales

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



Pending Sales Volume

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





Randolph

Closed Sales

The total number of residential properties sold each month.

Filters Used	4.80														
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	3.60														
Family Residence	2.40														
	1.20														
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

Closed Sales Volume

The sum of the sales price of residential 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	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$335K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.14M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-70%

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Closed Sales by Property Type

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

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

Average Sales Price

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

	\$400K
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	\$300K
Family Residence	\$200K

\$100K ·····

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$112K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-70%



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Median Sales Price

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

\$200K												
\$150K												
\$100K												
\$50K 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$81K
-	-	-	-	-	-	-	-	-	-	-	-	\$165K
-	-	-	-	-	-	-	-	-	-	-	-	-51%
	\$150K \$100K \$50K 0 Nov	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0 Nov Dec Jan Feb Mar	\$150K \$100K \$50K 0 Nov Dec Jan Feb Mar Apr	\$150K \$100K \$50K 0 Nov Dec Jan Feb Mar Apr May	\$150K \$100K \$50K 0 Nov Dec Jan Feb Mar Apr May Jun	\$150K \$100K \$50K 0 Nov Dec Jan Feb Mar Apr May Jun Jul	\$150K \$100K \$50K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug	\$150K \$100K \$50K \$50K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	\$150K \$100K \$50K 0 <u>Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct</u> '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

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	\$200K												
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												
	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$112K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





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	\$90K												
ZIP: Chelæa, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouæ/Apt, Single	\$68K												
Family Residence	\$45K												
	\$23K												
	1												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$85K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$81K
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	\$200K ······												
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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	70%

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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	\$200K												
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 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$85K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	50%

