

Summary of Key Listing and Sales Metrics

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

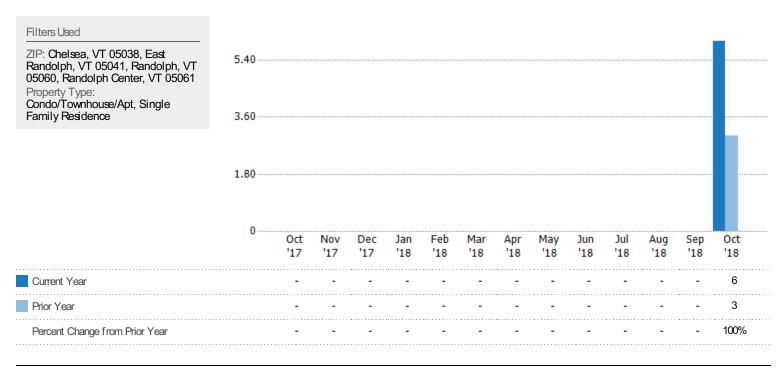
+/-	YTD 2017	YTD 2018	+ / -	Oct 2017	Oct 2018	Key Metrics
						isting Activity Charts Metrics
+100%	3	6	+100%	3	6	New Listing Count
+510.4%	\$465,900	\$2,844,000	+510.4%	\$465,900	\$2,844,000	New Listing Volume
	NA	NA	+1.8%	55	56	Active Listing Count
	NA	NA	+17.5%	\$13,716,200	\$16,120,400	Active Listing Volume
+15.4%	\$249,385	\$287,864	+15.4%	\$249,385	\$287,864	Average Listing Price
+13.8%	\$206,000	\$234,450	+13.8%	\$206,000	\$234,450	Median Listing Price
-5.7%	166	156.5	-5.7%	166	156.5	Median Days in RPR
+1.8%	11	11.2	-	-	_	Months of Inventory
-0.2%	9.09%	8.93%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+75%	4	7	+75%	4	7	New Pending Sales Count
+108.5%	\$570,650	\$1,190,000	+108.5%	\$570,650	\$1,190,000	New Pending Sales Volume
	NA	N/A	+250%	4	14	Pending Sales Count
	N⁄A	NA	+87%	\$1,457,150	\$2,724,400	Pending Sales Volume
+	5	5	+	5	5	Cloæd Sales Count
+4.4%	\$1,101,100	\$1,150,000	+4.4%	\$1,101,100	\$1,150,000	Cloæd Sales Volume
+4.4%	\$220,220	\$230,000	+4.4%	\$220,220	\$230,000	Average Sales Price
+13%	\$185,000	\$209,000	+13%	\$185,000	\$209,000	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.

Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:														
Condo/Towhouæ/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	0											-		
Current Year Prior Year	0											-		'18





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	54													
	18													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	56
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	55
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%

Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	18%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.7M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.1M
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$5.0M													
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													
	\$20.0M													





Average Listing Price

The average 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: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$75K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$288K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%

Median Listing Price

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

Filters Uæd	\$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

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%





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 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$288K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

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	\$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		_	_			_		_		_		
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%





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												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
	17	17	17	10	10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	157
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	166
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

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												
	F												
	3												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	18.7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.17
													0.17
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	104%





Absorption Rate

The percentage of inventory sold per month.

15%												
10%												
5%												
0		_	_	_ 1		_		_		-	_	
0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	5%
-	-	-	-	-	-	-	-	-	-	-	-	11%
-	-	-	-	-	-	-	-	-	-	-	-	6%
	10% 5% 0 Oct	10% 5% 0 Oct Nov	10% 5% 0 Oct Nov Dec	10% 5% 0 Oct Nov Dec Jan	10% 5% 0 Oct Nov Dec Jan Feb	10% 5% 0 Oct Nov Dec Jan Feb Mar	10% 5% 0 Oct Nov Dec Jan Feb Mar Apr	10% 5% 0 Oct Nov Dec Jan Feb Mar Apr May	10% 5% 0 Oct Nov Dec Jan Feb Mar Apr May Jun	10% 5% 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul	10% 5% 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug	10% 5% 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep

Active/Pending/Sold Units

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

Filters Used 60 ZIP: Chelsea, VT 05038, East 45 Randolph, VT 05041, Randolph, VT 45 05060, Randolph Center, VT 05061 45 Property Type: 30 Condo/Townhouse/Apt, Single 30 15 15 0 0 0 0

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	56
Pending	-	-	-	-	-	-	-	-	-	-	-	-	14
Sold	-	-	-	-	-	-	-	-	-	-	-	-	5





New Pending Sales

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

Filters Used	8.00													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	75%

New Pending Sales Volume

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

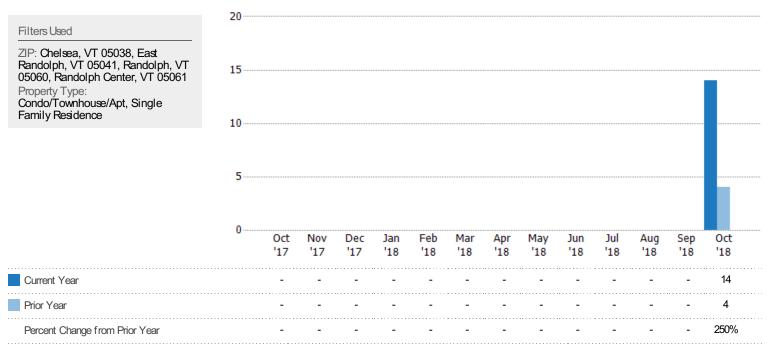
Filters Used	\$2.0M ······													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$1.5M													
Family Residence	\$1.0M													
	\$0.5M													
	0	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.19M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$571K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	109%





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.

Filters Used ZIP: Chelssa, 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	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.72M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.46M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	87%





Randolph

Closed Sales

The total number of residential 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														
ranny Nesdence	3.00														
	1.50														
	0														
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
		17	17	17	10	10	10	10	10	10	18	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

Closed Sales Volume

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

Current Year Prior Year		'17 - -	'17 - -	'17 - -	'18 - -	Oct '18 \$1.15M \$1.1M								
Current Year		'17 -	'17 -	'17 -	'18 -	'18								
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
	\$0.5M	0ct	Νον	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.0M													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	\$1.5M													
Filters Used														





Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	0ct '17	Nov '17				Mar '18		May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '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.

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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





Median Sales Price

The median 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 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

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												
	Öct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$241k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$230k
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: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
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.

Avg Est Value Avg Sales Price	0 Oct '17 -	Nov '17 -	Dec '17 -	Jan '18 _	Feb '18 -	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18 -	Aug '18 -	Sep '18 -	Oct '18 \$252F \$241F
Avg Est Value													
	0												
	\$75K												
05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Randolph, VT 05041, Randolph, VT	\$225K												
Filters Used ZIP: Chelsea, VT 05038, East													





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:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K 0 Oct '17	Nov '17	Dec '17					May '18				Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$228K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	97%

