Summary of Key Listing and Sales Metrics

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

Key Metrics	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	7	7	+_	7	7	+_
New Listing Volume	\$1,350,600	\$1,607,150	-16%	\$1,350,600	\$1,607,150	-16%
Active Listing Count	56	57	-1.8%	NA	NA	
Active Listing Volume	\$13,942,400	\$13,838,850	+0.7%	NA	NA	
Average Listing Price	\$248,971	\$242,787	+2.5%	\$248,971	\$242,787	+2.5%
Median Listing Price	\$226,000	\$185,000	+22.2%	\$226,000	\$185,000	+22.2%
Median Daysin RPR	121	138	-12.3%	121	138	-12.3%
Months of Inventory	_	_	-	9.3	7.1	+31%
Absorption Rate	_	_	+-	10.71%	14.04%	-3.3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	2	+250%	7	2	+250%
New Pending Sales Volume	\$1,185,900	\$1,145,500	+3.5%	\$1,185,900	\$1,145,500	+3.5%
Pending Sales Count	12	6	+100%	N/A	N/A	
Pending Sales Volume	\$2,739,300	\$2,084,500	+31.4%	N/A	N/A	
Closed Sales Count	3	6	-50%	3	6	-50%
Closed Sales Volume	\$368,000	\$1,467,000	-74.9%	\$368,000	\$1,467,000	-74.9%
Average Sales Price	\$122,667	\$244,500	-49.8%	\$122,667	\$244,500	-49.8%
Median Sales Price	\$73,000	\$240,500	-69.6%	\$73,000	\$240,500	-69.6%



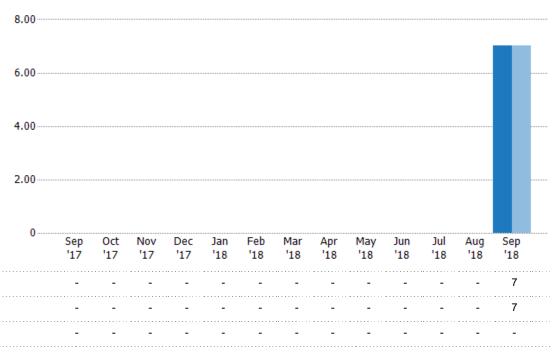




New Listings

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





New Listing Volume

Current Year

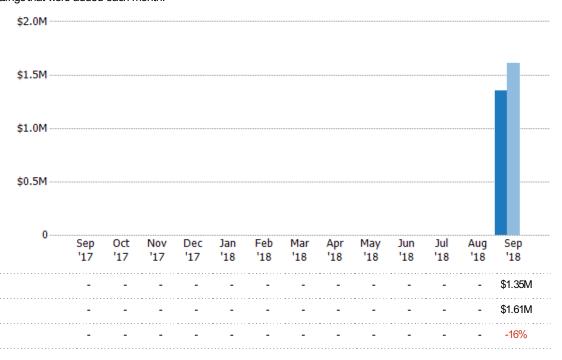
PriorExtra Year

Prior Year

The sum of the listing price of residential listings that were added 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



Current Year

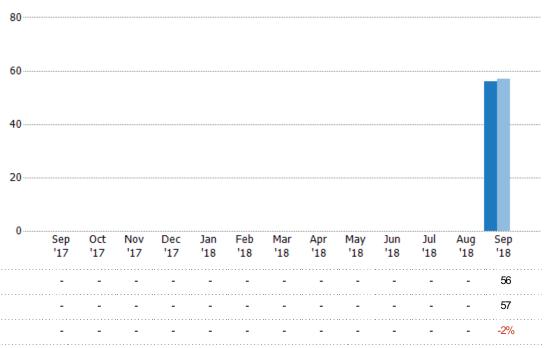
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

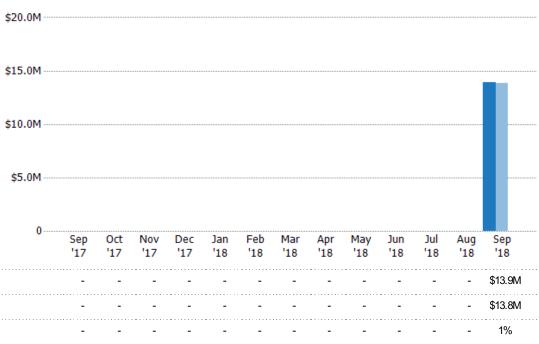
The sum of the listing price of active residential listings at the end of each month.

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

Percent Change from Prior Year



Current Year





Average Listing Price

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

\$150K

Filters Used
ZIP: Chelsea, VT 05038, East

Family Residence

Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single

\$300K	
\$225K	

\$75K

Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aua	Sep
'17	'17		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$249K
												ФО 4014

Median Listing Price

Percent Change from Prior Year

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

Fil	ltare	П	haal

Current Year Prior Year

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

\$300K	
\$225K	
\$150K	

\$75K

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%





112%



Market Data Report

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.

Elleration	\$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 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$223k
Avg Listing Price	-	-	-	- -	-	-	-	-	-	-	-	-	\$249K

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.

Avg Listing Price as a $\%\,\text{of Avg}$ Est Value

	\$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 Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%



138

-12%



Market Data Report

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

The modian named of days settled in the	200			aiqiayo					и чосори				
Filters Used	200												
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												
	50												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	- -	- -		-	- -	-	- -	- -	-		-	121

Months of Inventory

Percent Change from Prior Year

Prior Year

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:
Condo/Townhouse/Apt, Single

0												
0												
0												
)												
Бер	Oct	Nov	Dec '17	Jan		Mar '18	Apr '18	May '18	Jun	Jul	Aug '18	Se '1
Бер	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Se '1
0 Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Se



Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Ei.	Iters	

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

30%	

20%

10%

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	=	-	-	-	-	-	18%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

Active/Pending/Sold Units

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

60	
45	
30	

15

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	56
Pending	-	-	-	-	-	-	-	-	-	-	-	-	12
Sold	-	-	-	-	-	-	-	-	-	-	-	-	3

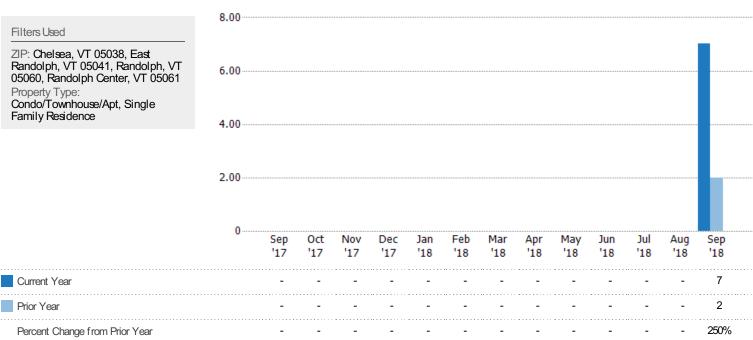






New Pending Sales

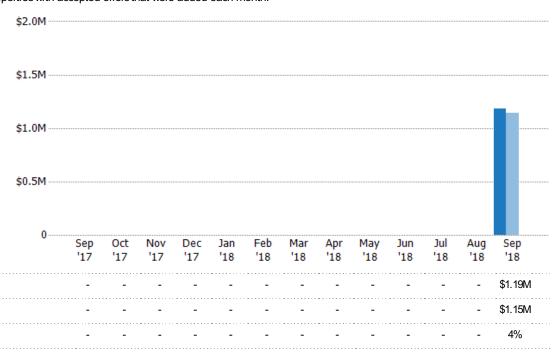
The number of residential properties with accepted offers that were added each month.



New Pending Sales Volume

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





Current Year

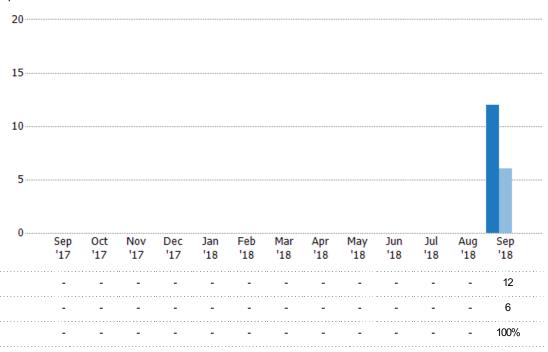
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

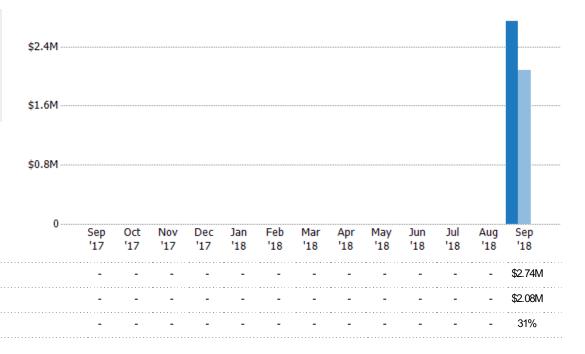
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Chelsea, VT 05038, East
Randolph, VT 05041, Randolph, VT
05060, Randolph Center, VT 05061

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



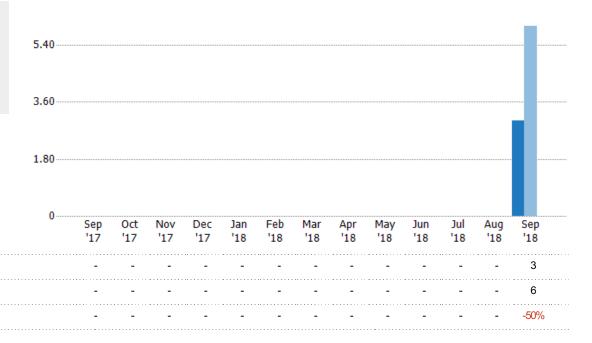
Closed Sales

The total number of residential properties sold each month.



Family Residence

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

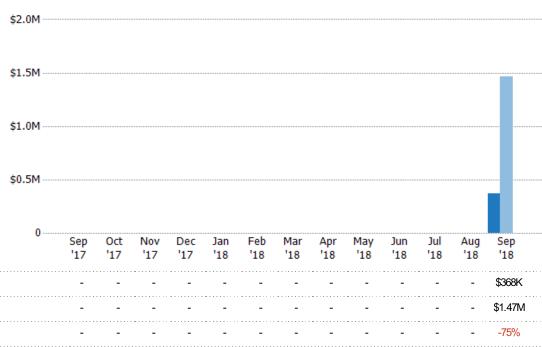
Percent Change from Prior Year

Prior Year

Current Year

Prior Year

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





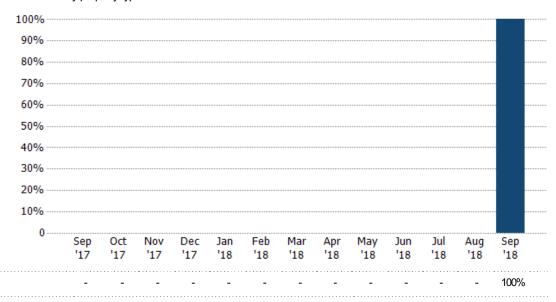


Closed Sales by Property Type

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



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



Average Sales Price

Single Family Residence

The average sales price of the residential properties sold 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

\$7	5K												
	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$245K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-50%





\$300K

Median Sales Price

The median sales price of the residential properties sold 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

\$225K
\$150K

\$75K

Sep '17	Oct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-		-			-	-	-	-	\$73K
_	-	-	-	-	-	-		-			-	\$241K
_	-		-	-	-	-		-	- -	-	- -	-70%

Average Sales Price vs Average Listing Price

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

\$50K

Filters Used

Current Year
Prior Year

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$200K	
\$150K	
\$100K	

0													
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
-	-	-	-	-	-	-	-	-	-	-	-	\$128K	
-	-	-	-	-	-	-	-	-	-	-	-	\$123K	
-	-	-	-	-	-	- -	-	-	-	-	-	96%	

Avg List Price

Avg Sales Price



88%



Filters I lead

Market Data Report

Median Sales Price vs Median Listing Price

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

1 111613 0360
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, V 05060, Randolph Center, VT 0506

Property Type: Condo/Townhouse/Apt, Single Family Residence

Nov '17			May '18		Se '1
Nov '17					Se
Nov					Se

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.

\$75K-

Filters Used

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$300K	
\$225K	
\$150K	

	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$128K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	- -	-	-	57%



37%



Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

\$300K												
\$225K												
\$150K												
\$75K												
0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	_	-	-	-	-	-	-	-	-	-	\$225K
-	-	-	-	-	-	-	-	-	-	-	-	\$83K



