

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	9	-55.6%	8	23	-65.2%
New Listing Volume	\$920,500	\$2,036,800	-54.8%	\$1,682,500	\$4,748,700	-64.6%
Active Listing Count	40	50	-20%	N/A	N/A	
Active Listing Volume	\$10,580,800	\$12,473,000	-15.2%	N/A	N/A	
Average Listing Price	\$264,520	\$249,460	+6%	\$261,871	\$248,407	+5.4%
Median Listing Price	\$225,700	\$205,500	+9.8%	\$222,071	\$204,969	+8.3%
Median Days in RPR	285.5	177.5	+60.8%	268.23	196.34	+36.6%
Months of Inventory	13.3	10	+33.3%	8.1	10.4	-22.2%
Absorption Rate	7.5%	10%	-2.5%	12.4%	9.66%	+2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	3	7	-57.1%	13	16	-18.8%
New Pending Sales Volume	\$619,500	\$1,589,900	-61%	\$3,579,800	\$3,562,900	+0.5%
Pending Sales Count	8	9	-11.1%	N/A	N/A	
Pending Sales Volume	\$1,367,000	\$1,726,900	-20.8%	N/A	N/A	
Closed Sales Count	6	8	-25%	11	16	-31.3%
Closed Sales Volume	\$1,630,450	\$1,762,950	-7.5%	\$2,585,600	\$3,288,950	-21.4%
Average Sales Price	\$271,742	\$220,369	+23.3%	\$235,055	\$205,559	+14.3%
Median Sales Price	\$211,550	\$182,500	+15.9%	\$201,755	\$194,688	+3.6%

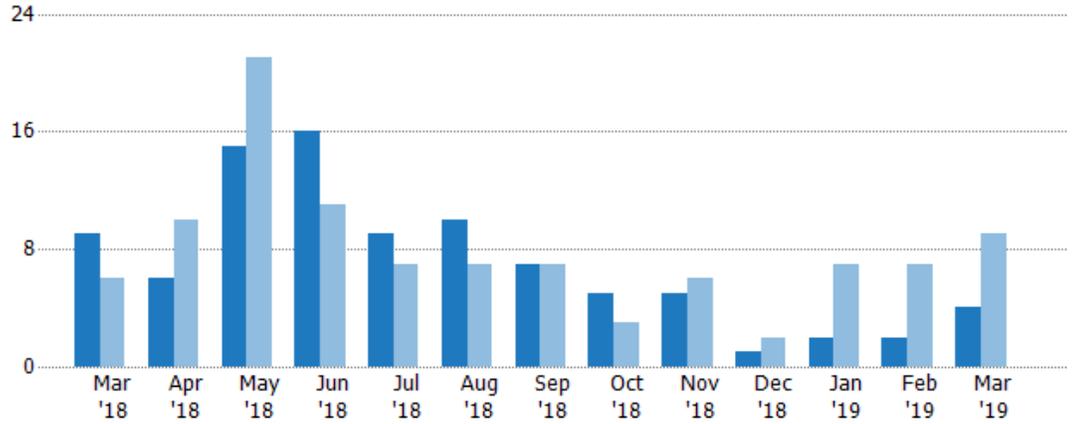
New Listings

The number of new 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

Month/Year	Count	% Chg.
Mar '19	4	-55.6%
Mar '18	9	50%
Mar '17	6	116.7%



Current Year	9	6	15	16	9	10	7	5	5	1	2	2	4
Prior Year	6	10	21	11	7	7	7	3	6	2	7	7	9
Percent Change from Prior Year	50%	-40%	-29%	45%	29%	43%	0%	67%	-17%	-50%	-71%	-71%	-56%

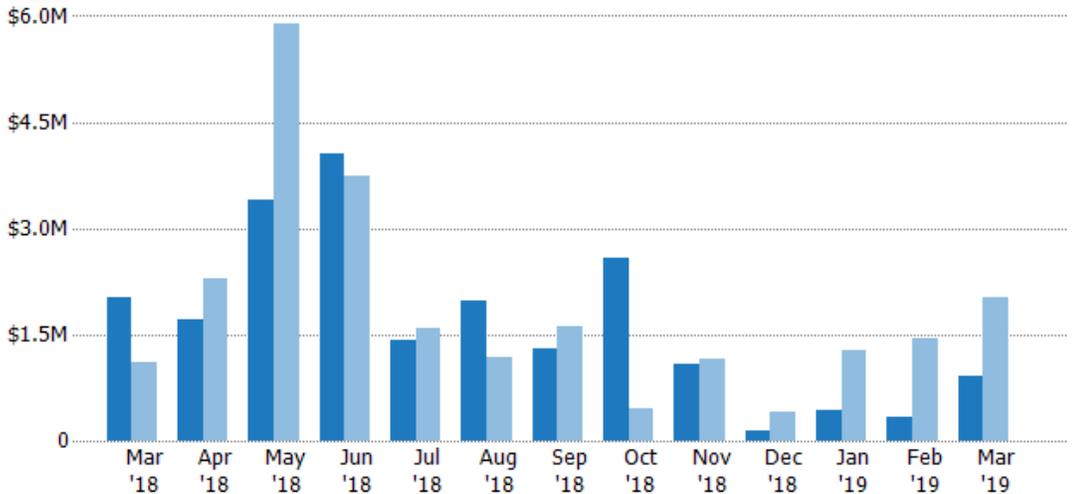
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$921K	-54.8%
Mar '18	\$2.04M	85%
Mar '17	\$1.1M	122.9%



Current Year	\$2.04M	\$1.72M	\$3.39M	\$4.04M	\$1.42M	\$1.98M	\$1.31M	\$2.57M	\$1.08M	\$145K	\$434K	\$328K	\$921K
Prior Year	\$1.1M	\$2.3M	\$5.89M	\$3.74M	\$1.59M	\$1.17M	\$1.61M	\$466K	\$1.15M	\$404K	\$1.27M	\$1.44M	\$2.04M
Percent Change from Prior Year	85%	-25%	-42%	8%	-11%	69%	-19%	452%	-6%	-64%	-66%	-77%	-55%

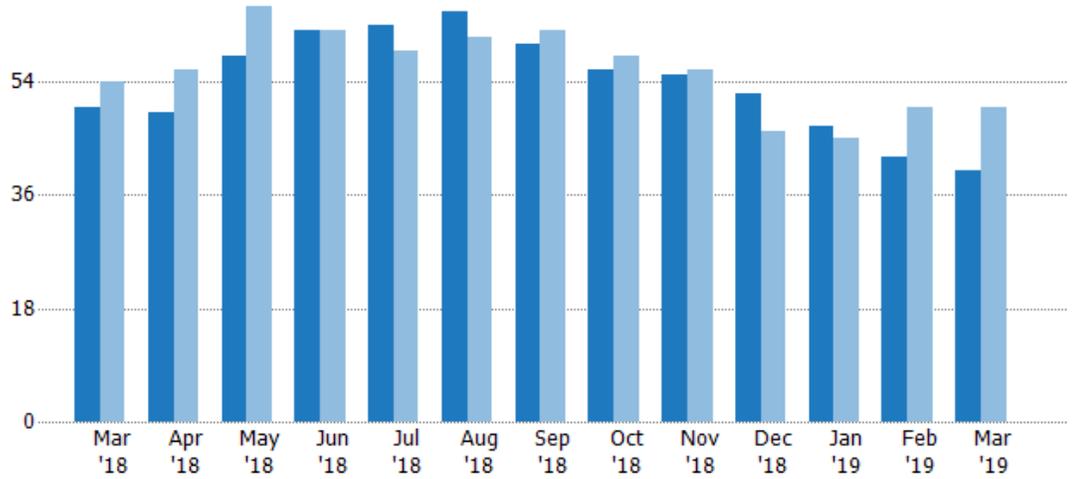
Active Listings

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

Month/Year	Count	% Chg.
Mar '19	40	-20%
Mar '18	50	-7.4%
Mar '17	54	18.5%



Current Year	50	49	58	62	63	65	60	56	55	52	47	42	40
Prior Year	54	56	66	62	59	61	62	58	56	46	45	50	50
Percent Change from Prior Year	-7%	-13%	-12%	0%	7%	7%	-3%	-3%	-2%	13%	4%	-16%	-20%

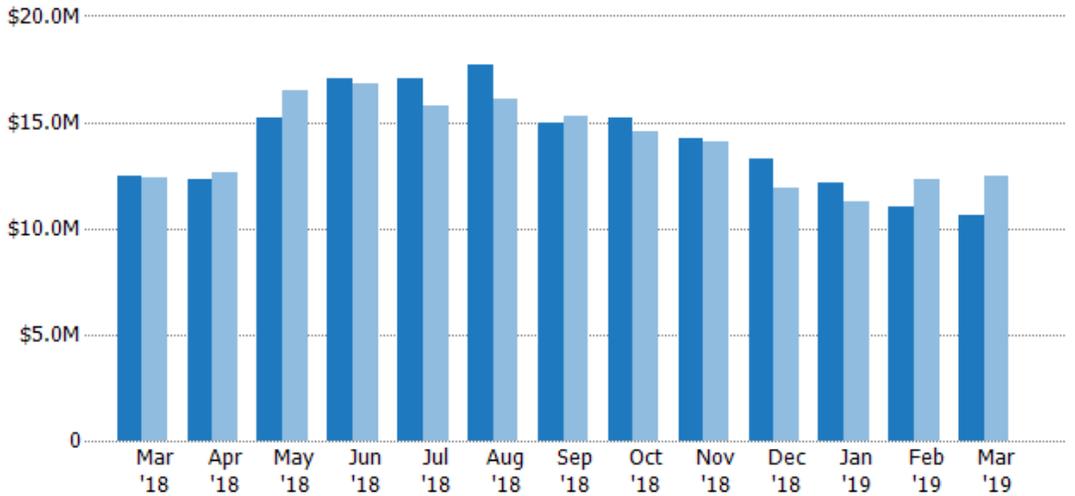
Active Listing Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$10.6M	-15.2%
Mar '18	\$12.5M	0.9%
Mar '17	\$12.4M	23.5%



Current Year	\$12.5M	\$12.3M	\$15.2M	\$17.1M	\$17.1M	\$17.7M	\$15M	\$15.2M	\$14.3M	\$13.2M	\$12.2M	\$11M	\$10.6M
Prior Year	\$12.4M	\$12.6M	\$16.5M	\$16.8M	\$15.8M	\$16.1M	\$15.3M	\$14.6M	\$14.1M	\$11.9M	\$11.2M	\$12.3M	\$12.5M
Percent Change from Prior Year	1%	-3%	-8%	2%	8%	10%	-2%	4%	1%	11%	8%	-10%	-15%

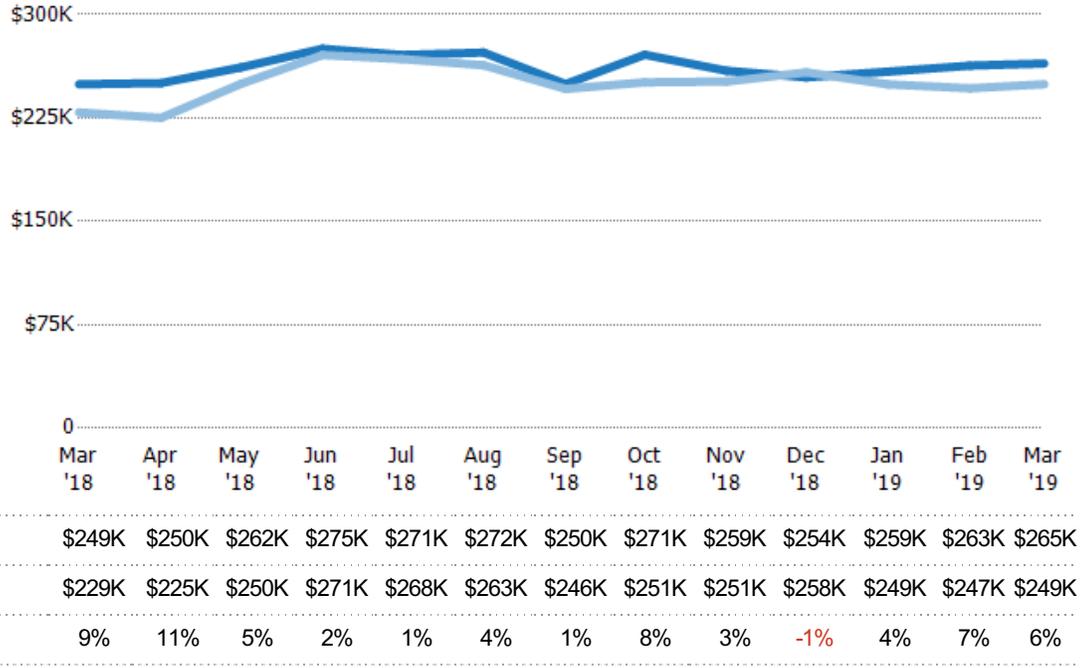
Average Listing Price

The average 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

Month/Year	Price	% Chg.
Mar '19	\$265K	6%
Mar '18	\$249K	8.9%
Mar '17	\$229K	4.2%



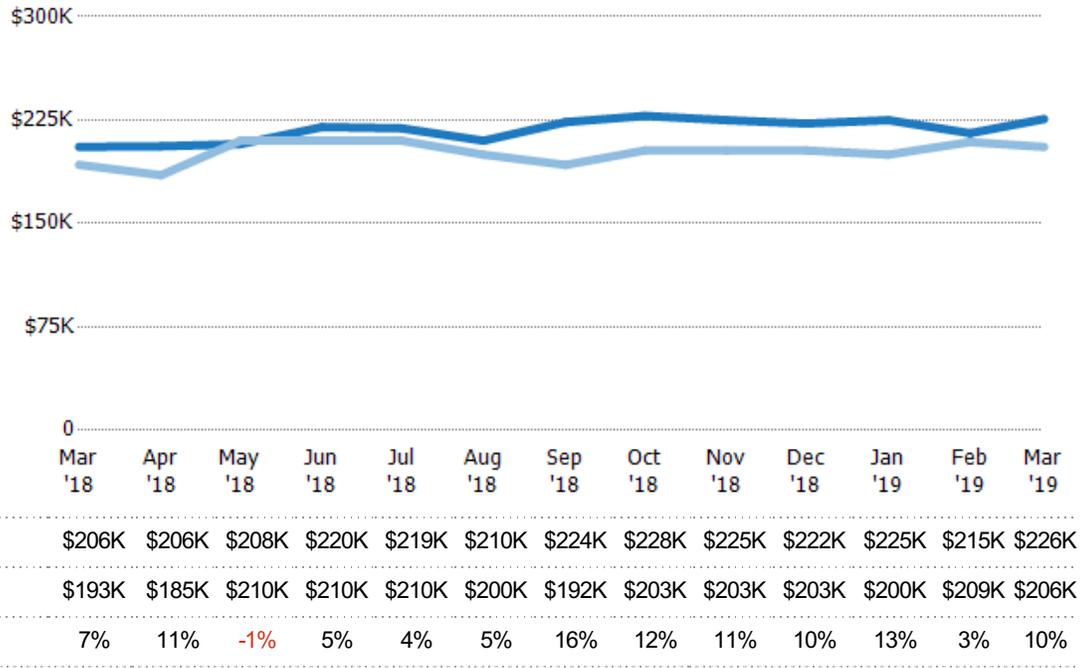
Median Listing Price

The median 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

Month/Year	Price	% Chg.
Mar '19	\$226K	9.8%
Mar '18	\$206K	6.8%
Mar '17	\$193K	-2.9%

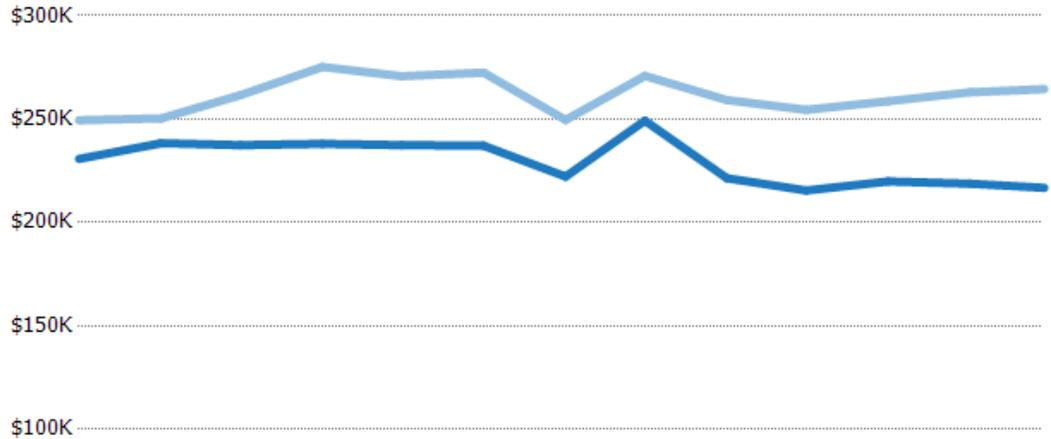


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

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



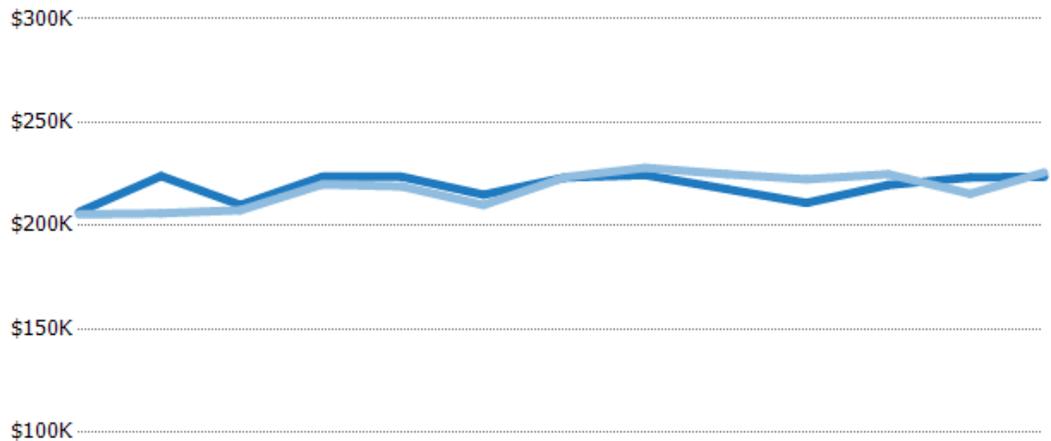
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$231K	\$238K	\$237K	\$238K	\$237K	\$237K	\$222K	\$249K	\$221K	\$215K	\$220K	\$219K	\$217K
Avg Listing Price	\$249K	\$250K	\$262K	\$275K	\$271K	\$272K	\$250K	\$271K	\$259K	\$254K	\$259K	\$263K	\$265K
Avg Listing Price as a % of Avg Est Value	108%	105%	110%	116%	114%	115%	112%	109%	117%	118%	118%	120%	122%

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

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



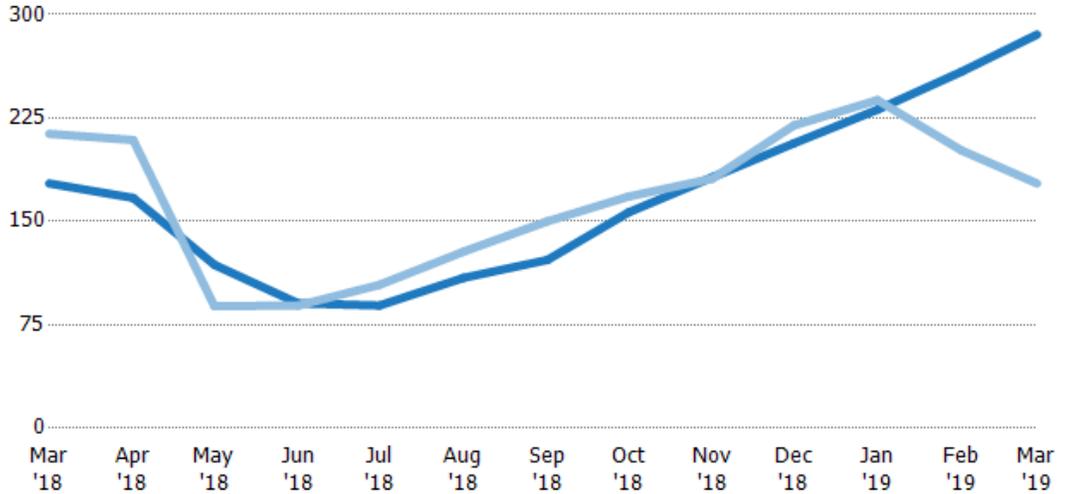
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$207K	\$224K	\$210K	\$224K	\$224K	\$215K	\$223K	\$225K	\$218K	\$211K	\$220K	\$223K	\$224K
Median Listing Price	\$206K	\$206K	\$208K	\$220K	\$219K	\$210K	\$224K	\$228K	\$225K	\$222K	\$225K	\$215K	\$226K
Med Listing Price as a % of Med Est Value	99%	92%	99%	98%	98%	98%	100%	102%	103%	105%	102%	96%	101%

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.

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



Month/Year	Days	% Chg.
Mar '19	286	60.8%
Mar '18	178	-16.9%
Mar '17	214	-14.3%

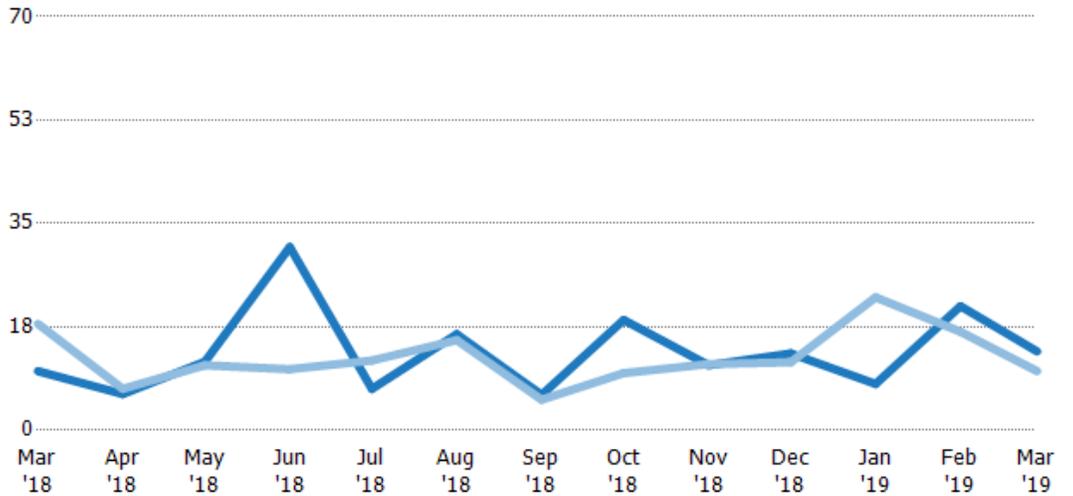
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	178	167	119	90.5	89	109	122	157	182	207	231	259	286
Prior Year	214	209	88.5	89	104	128	150	168	181	220	238	202	178
Percent Change from Prior Year	-17%	-20%	34%	2%	-14%	-15%	-19%	-7%	1%	-6%	-3%	28%	61%

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: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Mar '19	13.3	33.3%
Mar '18	10	-44.4%
Mar '17	18	255.6%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	10	6.13	11.6	31	7	16.3	6	18.7	11	13	7.83	21	13.3
Prior Year	18	7	11	10.3	11.8	15.3	5.17	9.67	11.2	11.5	22.5	16.7	10
Percent Change from Prior Year	-44%	-13%	5%	200%	-41%	7%	16%	93%	-2%	13%	-65%	26%	33%

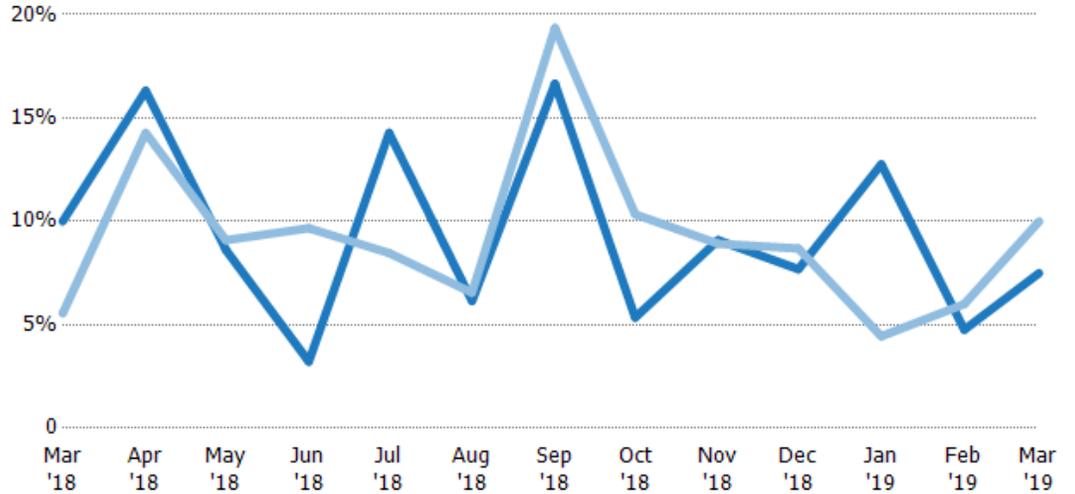
Absorption Rate

The percentage of inventory sold per 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

Month/Year	Rate	Chg.
Mar '19	8%	2.5%
Mar '18	10%	-4.5%
Mar '17	6%	-71.9%



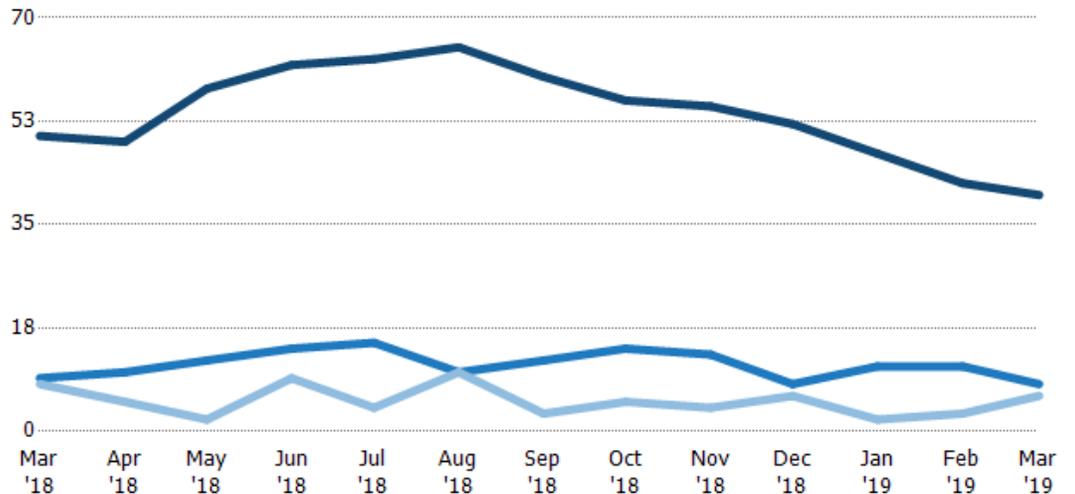
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	10%	16%	9%	3%	14%	6%	17%	5%	9%	8%	13%	5%	8%
Prior Year	6%	14%	9%	10%	8%	7%	19%	10%	9%	9%	4%	6%	10%
Change from Prior Year	-4%	-2%	0%	6%	-6%	0%	3%	5%	0%	1%	-8%	1%	3%

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



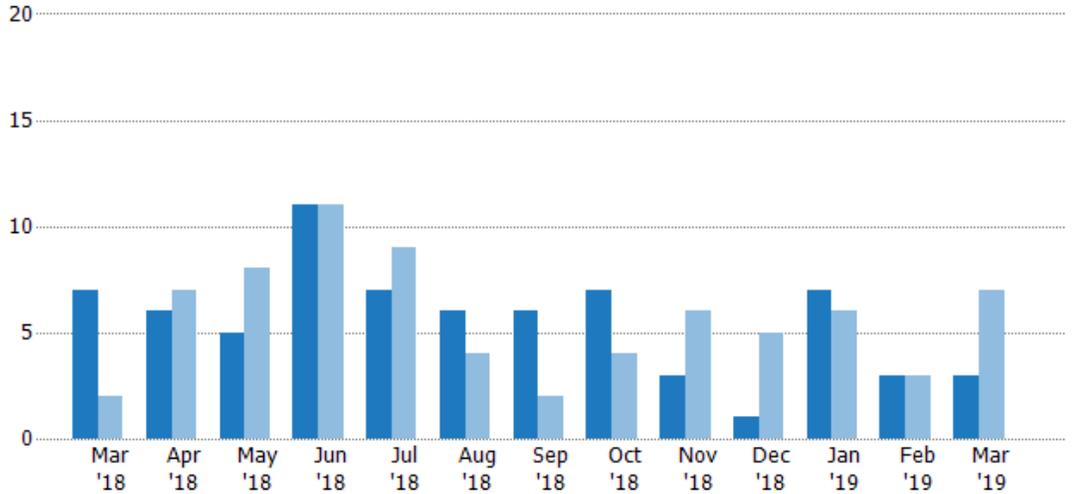
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	50	49	58	62	63	65	60	56	55	52	47	42	40
Pending	9	10	12	14	15	10	12	14	13	8	11	11	8
Sold	8	5	2	9	4	10	3	5	4	6	2	3	6

New Pending Sales

The number of residential 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:
 Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Mar '19	3	-57.1%
Mar '18	7	250%
Mar '17	2	200%

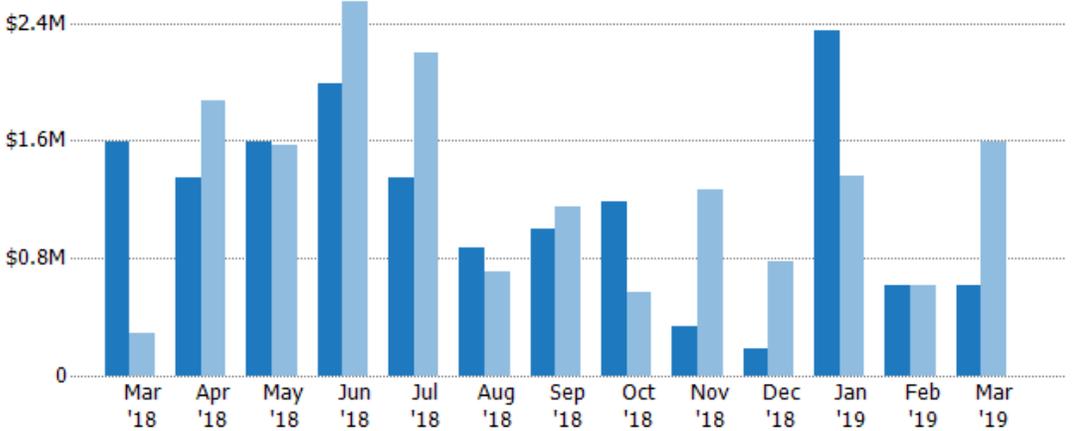
Current Year	7	6	5	11	7	6	6	7	3	1	7	3	3
Prior Year	2	7	8	11	9	4	2	4	6	5	6	3	7
Percent Change from Prior Year	250%	-14%	-38%	0%	-22%	50%	200%	75%	-50%	-80%	17%	0%	-57%

New Pending Sales Volume

The sum of the sales price of residential 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:
 Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Mar '19	\$620K	-61%
Mar '18	\$1.59M	452%
Mar '17	\$288K	278%

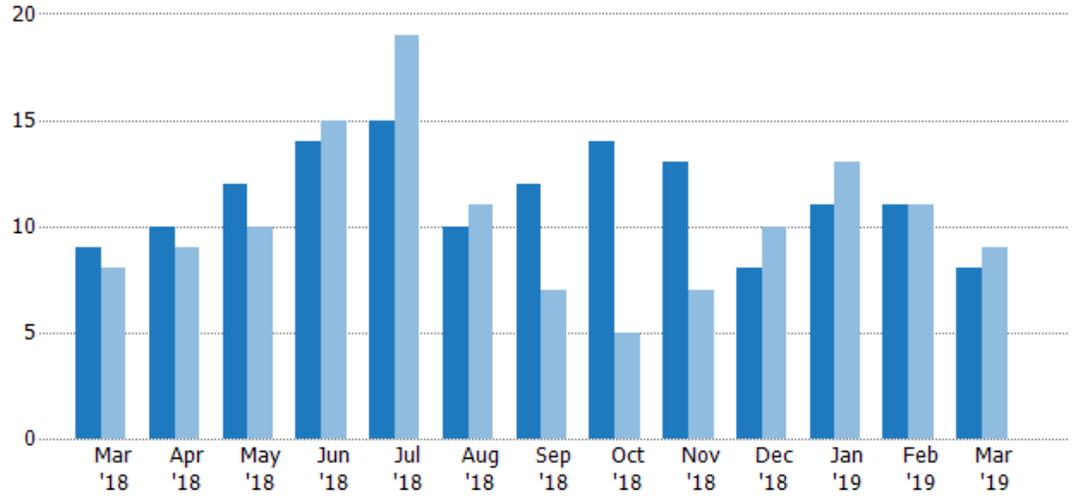
Current Year	\$1.59M	\$1.35M	\$1.59M	\$1.98M	\$1.35M	\$872K	\$997K	\$1.19M	\$341K	\$189K	\$2.34M	\$617K	\$620K
Prior Year	\$288K	\$1.87M	\$1.56M	\$2.54M	\$2.19M	\$704K	\$1.15M	\$571K	\$1.26M	\$780K	\$1.36M	\$609K	\$1.59M
Percent Change from Prior Year	452%	-28%	2%	-22%	-38%	24%	-13%	109%	-73%	-76%	72%	1%	-61%

Pending Sales

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



Month/Year	Count	% Chg.
Mar '19	8	-11.1%
Mar '18	9	12.5%
Mar '17	8	-12.5%

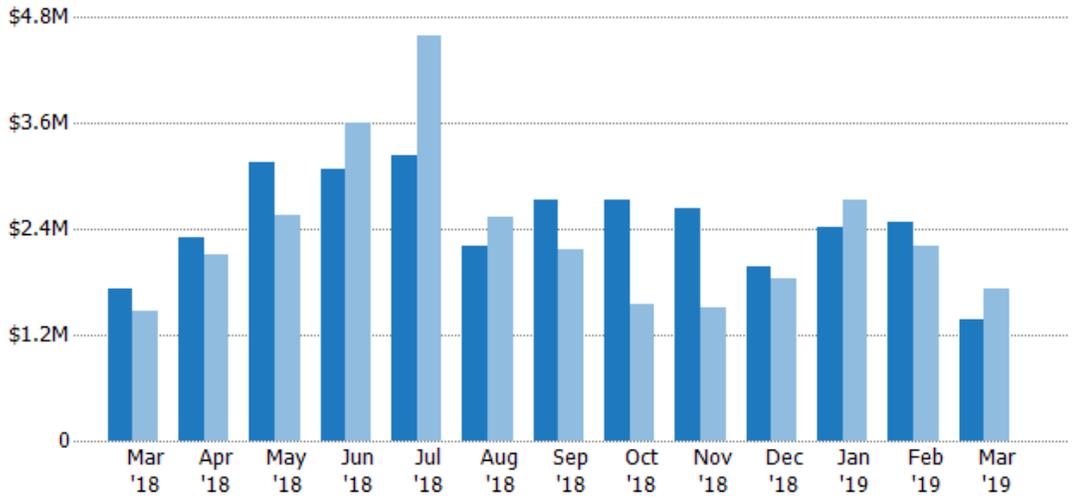
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9	10	12	14	15	10	12	14	13	8	11	11	8
Prior Year	8	9	10	15	19	11	7	5	7	10	13	11	9
Percent Change from Prior Year	13%	11%	20%	-7%	-21%	-9%	71%	180%	86%	-20%	-15%	0%	-11%

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



Month/Year	Volume	% Chg.
Mar '19	\$1.37M	-20.8%
Mar '18	\$1.73M	17.2%
Mar '17	\$1.47M	-8.8%

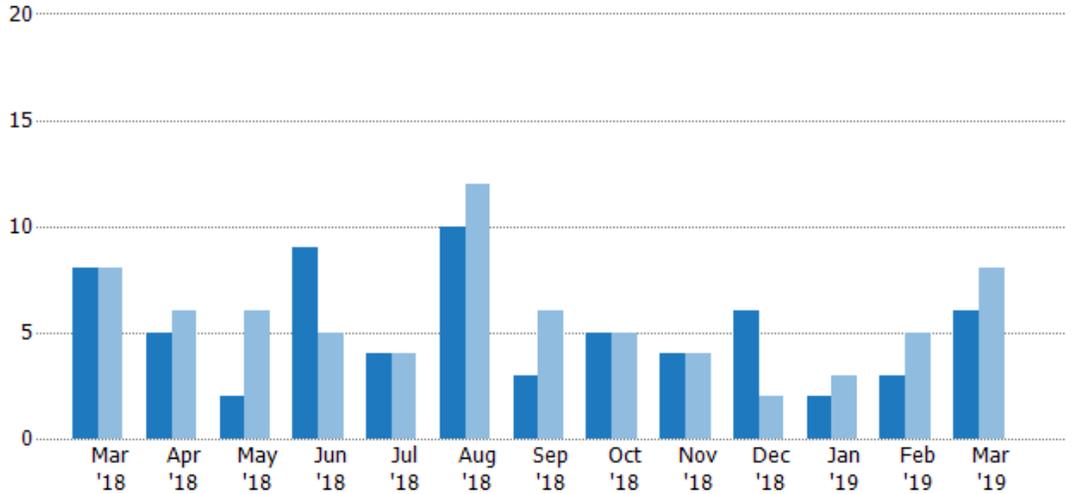
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$1.73M	\$2.31M	\$3.16M	\$3.08M	\$3.24M	\$2.2M	\$2.74M	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M
Prior Year	\$1.47M	\$2.11M	\$2.56M	\$3.6M	\$4.59M	\$2.54M	\$2.17M	\$1.55M	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M
Percent Change from Prior Year	17%	10%	24%	-15%	-30%	-13%	26%	76%	74%	8%	-11%	12%	-21%

Closed Sales

The total number of 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



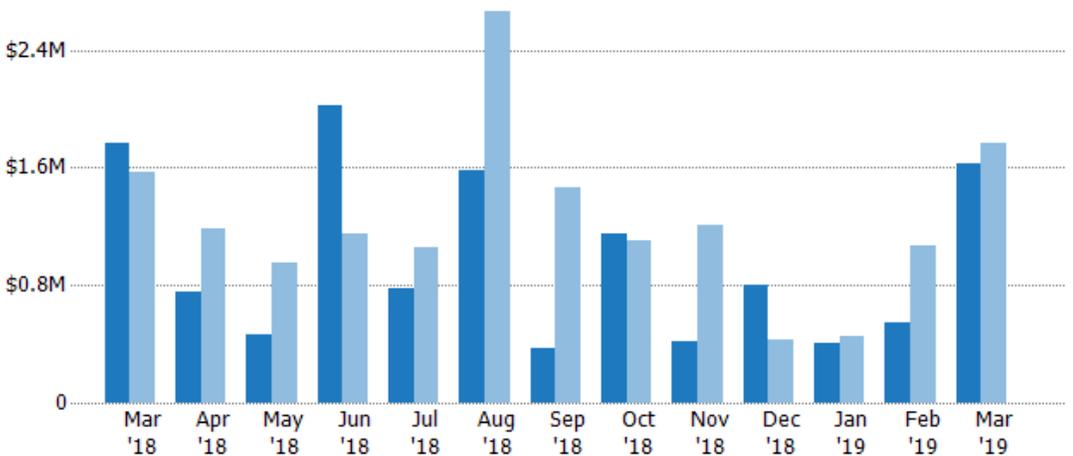
Month/Year	Count	% Chg.
Mar '19	6	-25%
Mar '18	8	0%
Mar '17	8	-75%

Closed Sales Volume

The sum of the sales price of 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



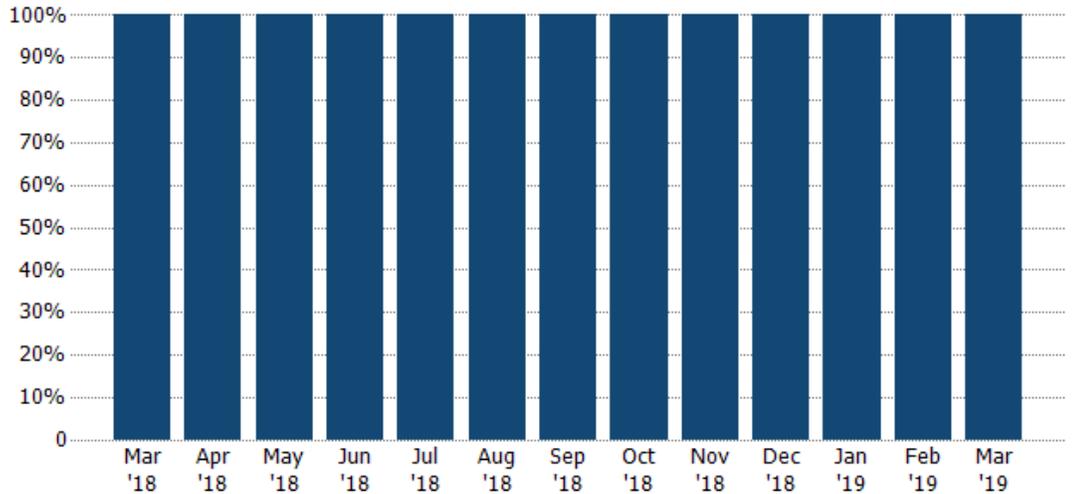
Month/Year	Volume	% Chg.
Mar '19	\$1.63M	-7.5%
Mar '18	\$1.76M	12.1%
Mar '17	\$1.57M	-96.5%

Closed Sales by Property Type

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

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



■ Single Family Residence

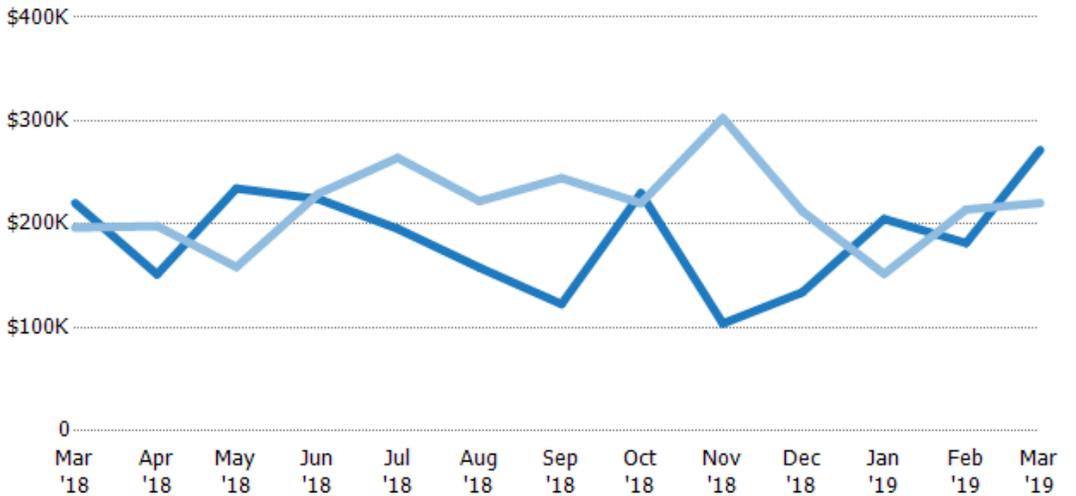
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$220K \$151K \$235K \$224K \$196K \$158K \$123K \$230K \$104K \$134K \$205K \$182K \$272K
 \$197K \$198K \$159K \$229K \$264K \$222K \$245K \$220K \$303K \$213K \$152K \$214K \$220K
 12% -24% 48% -2% -26% -29% -50% 4% -66% -37% 35% -15% 23%

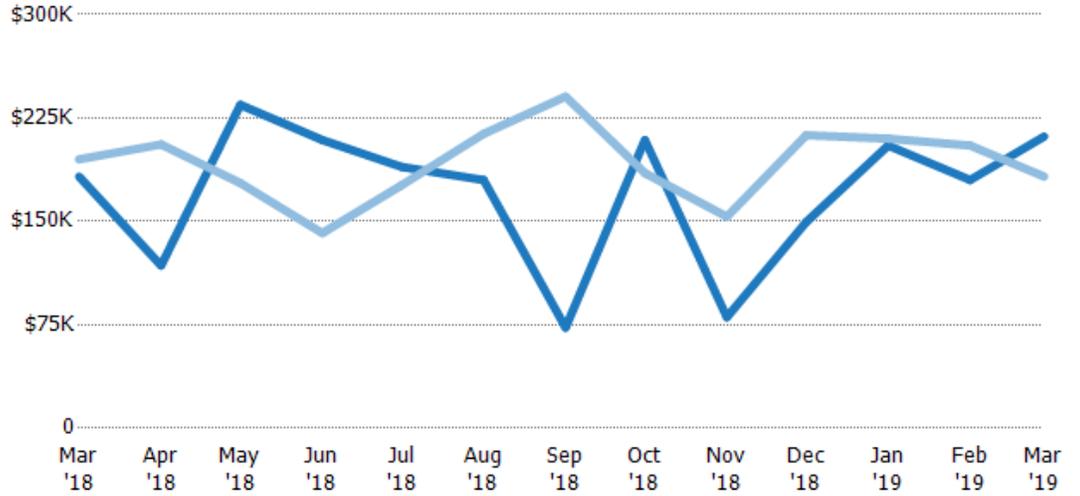
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '19	\$212K	15.9%
Mar '18	\$183K	-6.4%
Mar '17	\$195K	-86%



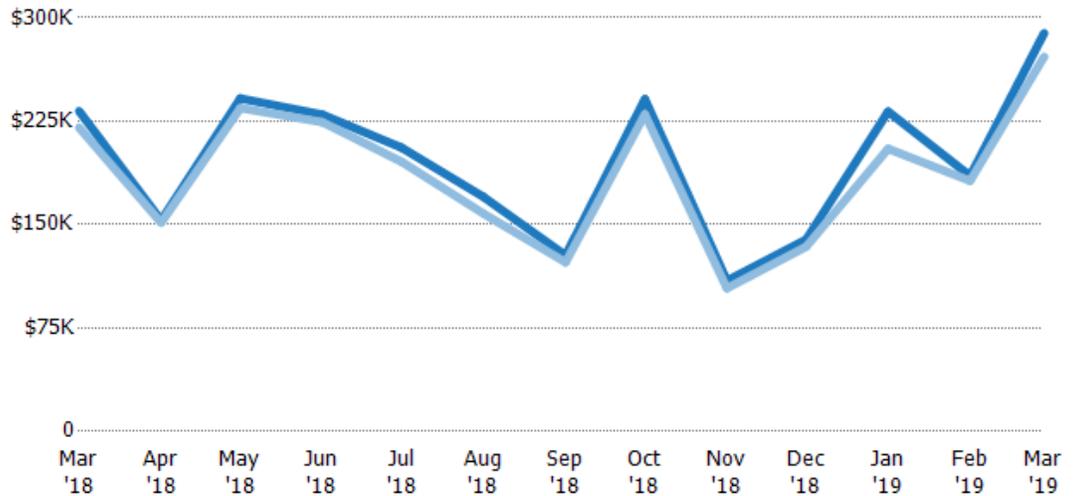
Current Year	\$183K	\$118K	\$235K	\$209K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K
Prior Year	\$195K	\$206K	\$178K	\$142K	\$176K	\$214K	\$241K	\$185K	\$153K	\$213K	\$210K	\$205K	\$183K
Percent Change from Prior Year	-6%	-43%	32%	48%	8%	-16%	-70%	13%	-48%	-30%	-2%	-12%	16%

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

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



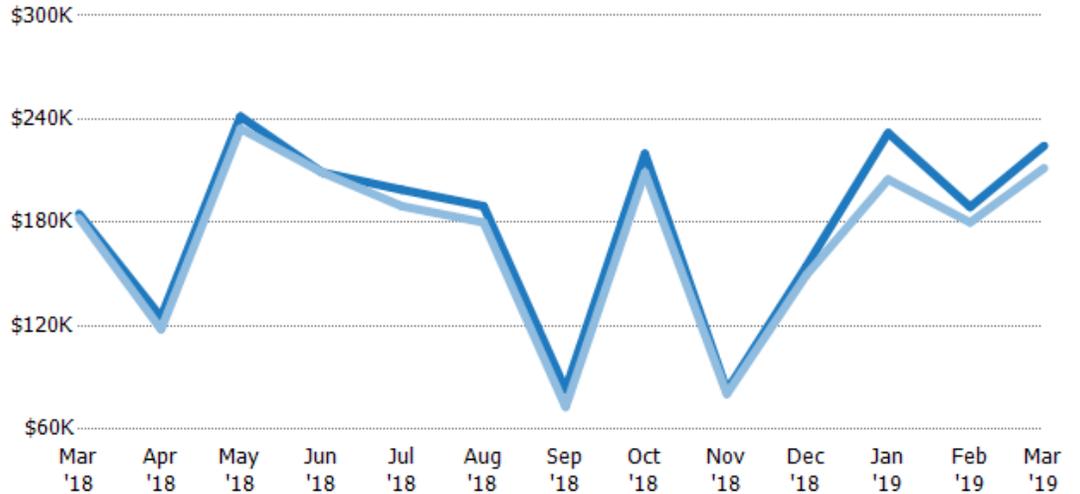
Avg List Price	\$232K	\$153K	\$242K	\$230K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K
Avg Sales Price	\$220K	\$151K	\$235K	\$224K	\$196K	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K
Avg Sales Price as a % of Avg List Price	95%	99%	97%	98%	95%	93%	96%	95%	95%	96%	88%	98%	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

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



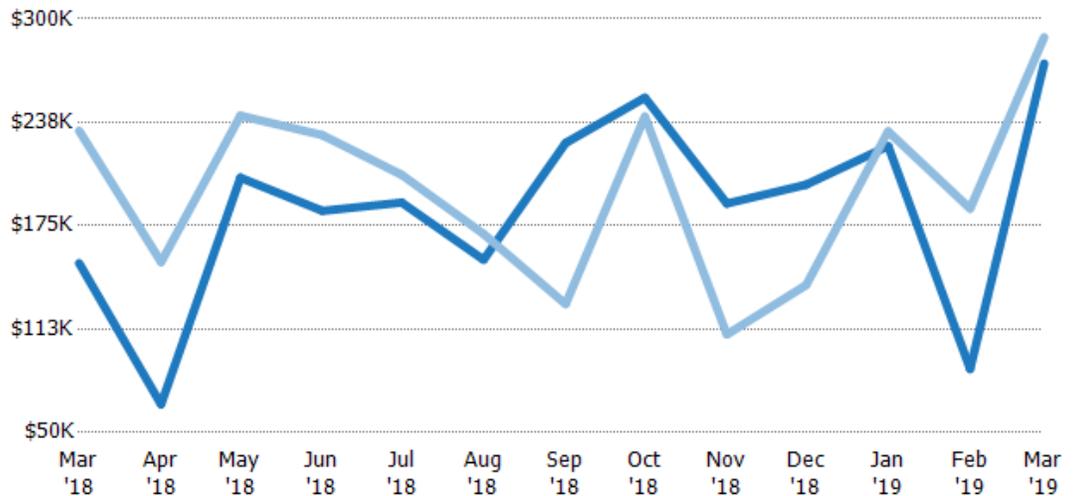
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$185K	\$125K	\$242K	\$209K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K
Median Sales Price	\$183K	\$118K	\$235K	\$209K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K
Med Sales Price as a % of Med List Price	99%	94%	97%	100%	95%	95%	88%	95%	98%	97%	88%	95%	94%

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

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



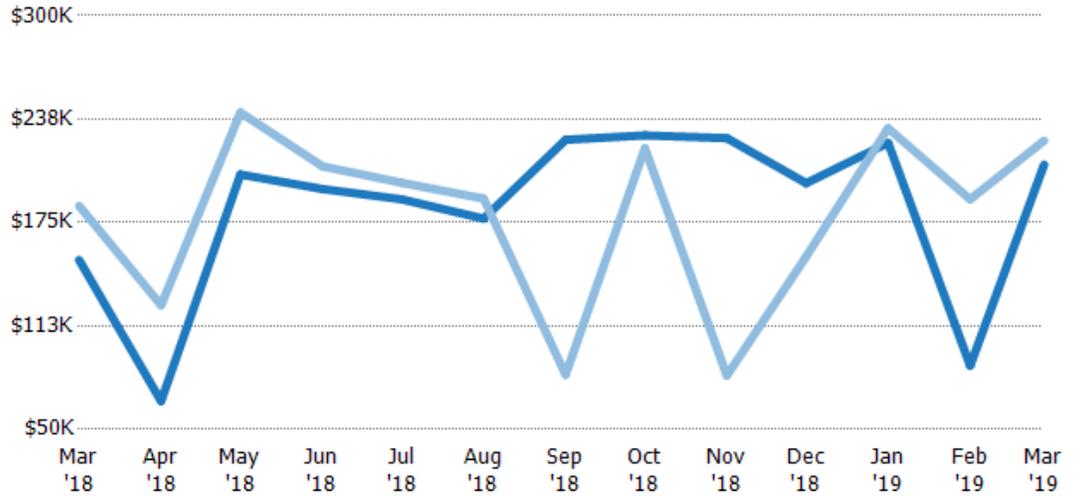
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$152K	\$67K	\$204K	\$184K	\$189K	\$154K	\$225K	\$252K	\$188K	\$200K	\$223K	\$88.4K	\$273K
Avg Sales Price	\$232K	\$153K	\$242K	\$230K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K
Avg Sales Price as a % of Avg Est Value	152%	228%	118%	125%	109%	110%	57%	95%	58%	70%	104%	210%	106%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$152K	\$67K	\$204K	\$195K	\$189K	\$177K	\$225K	\$228K	\$226K	\$199K	\$223K	\$88.4K	\$210K
Median Sales Price	\$185K	\$125K	\$242K	\$209K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K
Med Sales Price as a % of Med Est Value	121%	187%	118%	107%	105%	107%	37%	97%	37%	78%	104%	214%	107%