

## Summary of Key Listing and Sales Metrics

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

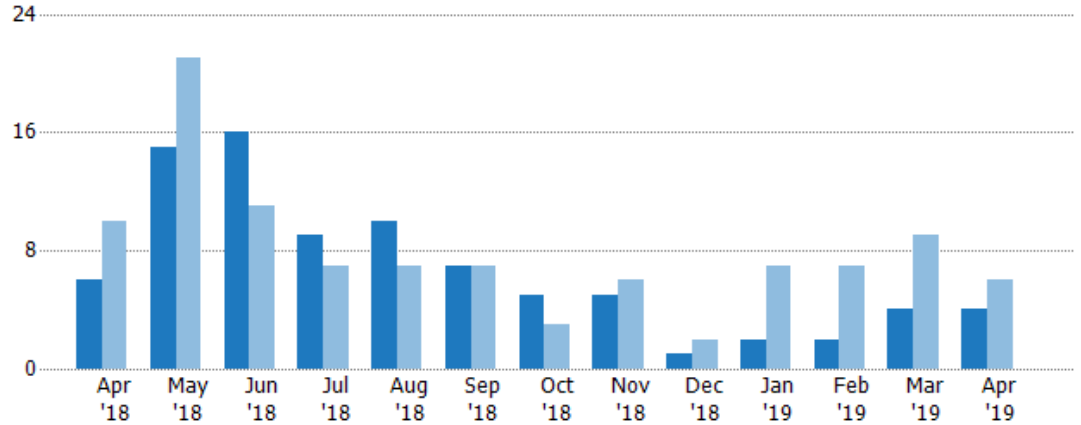
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	6	-33.3%	12	29	-58.6%
New Listing Volume	\$734,000	\$1,715,900	-57.2%	\$2,416,500	\$6,464,600	-62.6%
Active Listing Count	—	49	—	N/A	N/A	
Active Listing Volume	—	\$12,266,000	—	N/A	N/A	
Average Listing Price	—	\$250,327	—	\$261,871	\$248,892	+5.2%
Median Listing Price	—	\$206,000	—	\$222,071	\$205,229	+8.2%
Median Days in RPR	—	167	—	245.88	189.36	+29.8%
Months of Inventory	—	6.1	-100%	6.1	9.7	-36.7%
Absorption Rate	—	16.33%	—	16.28%	10.31%	+6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	6	-33.3%	17	22	-22.7%
New Pending Sales Volume	\$842,000	\$1,347,900	-37.5%	\$4,421,800	\$4,910,800	-10%
Pending Sales Count	—	10	—	N/A	N/A	
Pending Sales Volume	—	\$2,309,800	—	N/A	N/A	
Closed Sales Count	1	5	-80%	12	21	-42.9%
Closed Sales Volume	\$215,000	\$757,000	-71.6%	\$2,800,600	\$4,045,950	-30.8%
Average Sales Price	\$215,000	\$151,400	+42%	\$233,383	\$192,664	+21.1%
Median Sales Price	\$215,000	\$118,000	+82.2%	\$202,858	\$176,429	+15%

## 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



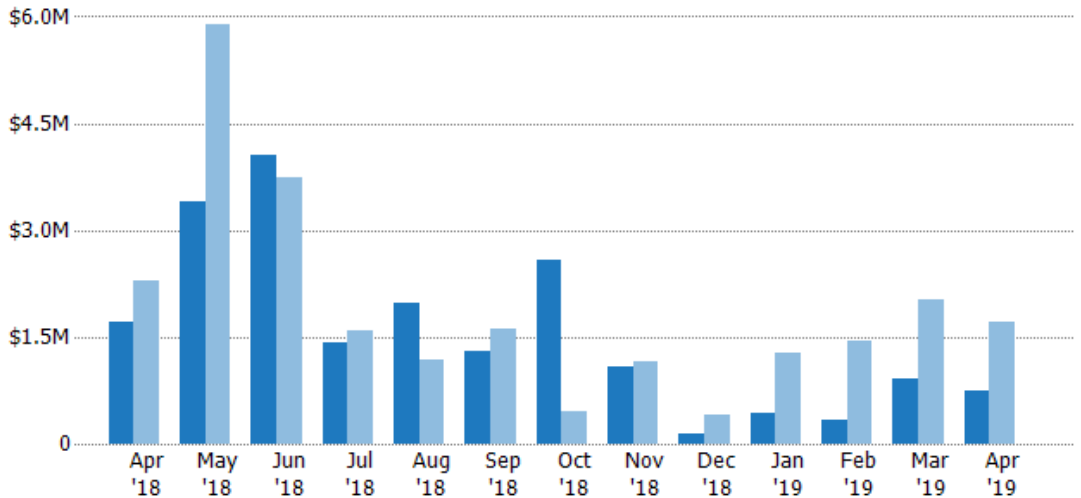
Current Year	6	15	16	9	10	7	5	5	1	2	2	4	4
Prior Year	10	21	11	7	7	7	3	6	2	7	7	9	6
Percent Change from Prior Year	-40%	-29%	45%	29%	43%	0%	67%	-17%	-50%	-71%	-71%	-56%	-33%

## 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



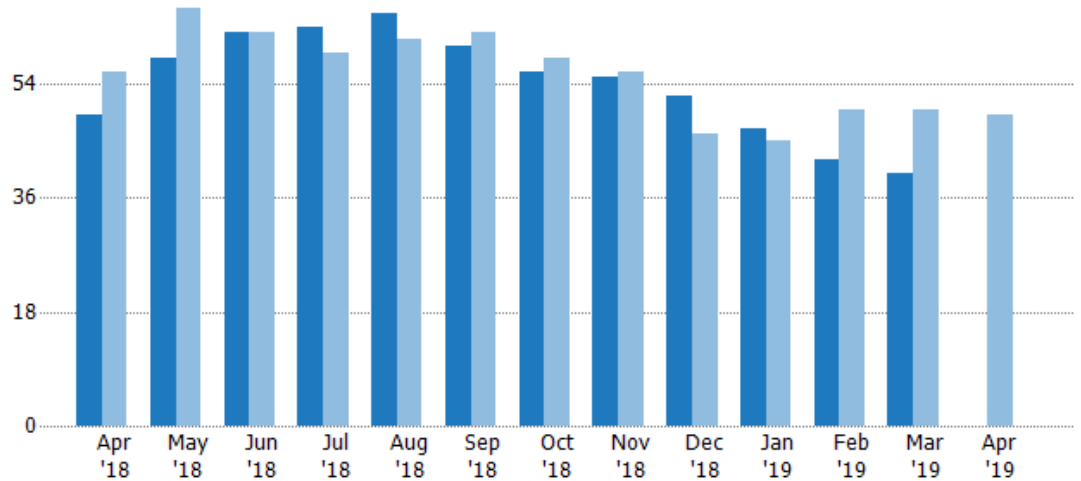
Current Year	\$1.72M	\$3.39M	\$4.04M	\$1.42M	\$1.98M	\$1.31M	\$2.57M	\$1.08M	\$145K	\$434K	\$328K	\$921K	\$734K
Prior Year	\$2.3M	\$5.89M	\$3.74M	\$1.59M	\$1.17M	\$1.61M	\$466K	\$1.15M	\$404K	\$1.27M	\$1.44M	\$2.04M	\$1.72M
Percent Change from Prior Year	-25%	-42%	8%	-11%	69%	-19%	452%	-6%	-64%	-66%	-77%	-55%	-57%

## 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



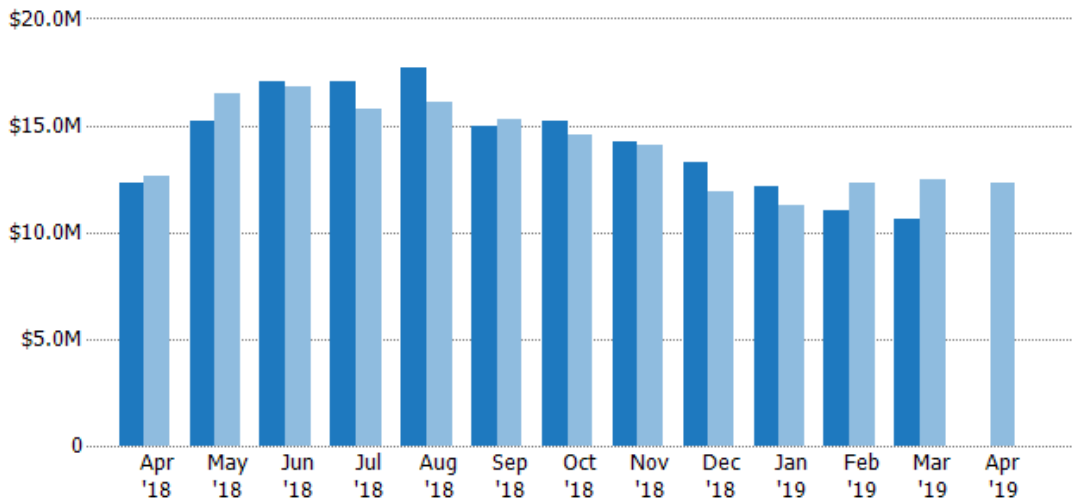
Current Year	49	58	62	63	65	60	56	55	52	47	42	40	-
Prior Year	56	66	62	59	61	62	58	56	46	45	50	50	49
Percent Change from Prior Year	-13%	-12%	0%	7%	7%	-3%	-3%	-2%	13%	4%	-16%	-20%	-100%

## 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



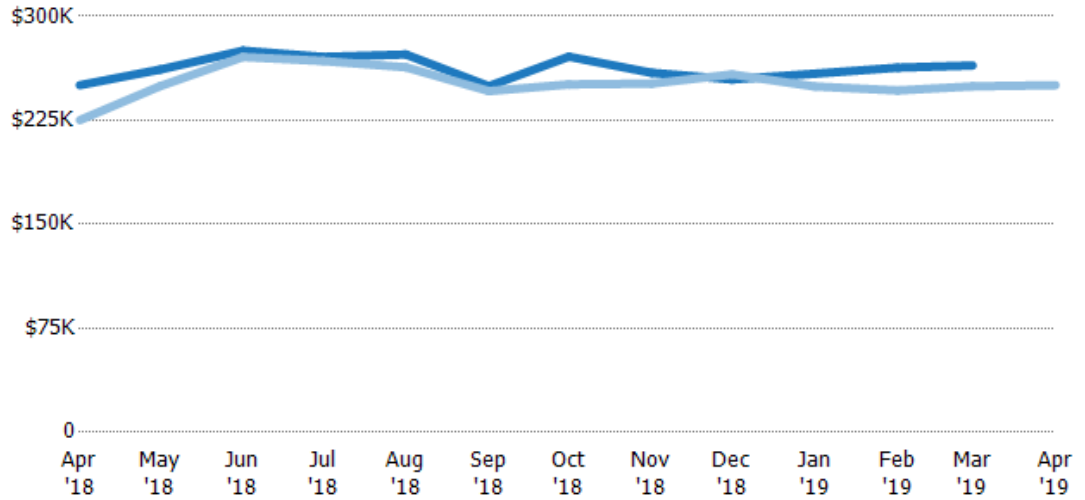
Current Year	\$12.3M	\$15.2M	\$17.1M	\$17.1M	\$17.7M	\$15M	\$15.2M	\$14.3M	\$13.2M	\$12.2M	\$11M	\$10.6M	-
Prior Year	\$12.6M	\$16.5M	\$16.8M	\$15.8M	\$16.1M	\$15.3M	\$14.6M	\$14.1M	\$11.9M	\$11.2M	\$12.3M	\$12.5M	\$12.3M
Percent Change from Prior Year	-3%	-8%	2%	8%	10%	-2%	4%	1%	11%	8%	-10%	-15%	-100%

## 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



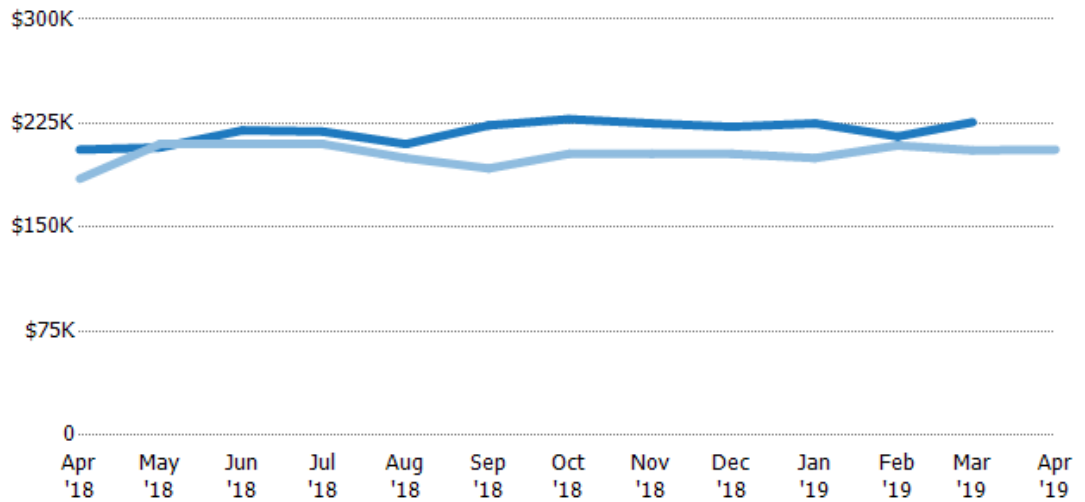
Current Year	\$250K	\$262K	\$275K	\$271K	\$272K	\$250K	\$271K	\$259K	\$254K	\$259K	\$263K	\$265K	-
Prior Year	\$225K	\$250K	\$271K	\$268K	\$263K	\$246K	\$251K	\$251K	\$258K	\$249K	\$247K	\$249K	\$250K
Percent Change from Prior Year	11%	5%	2%	1%	4%	1%	8%	3%	-1%	4%	7%	6%	-100%

## 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



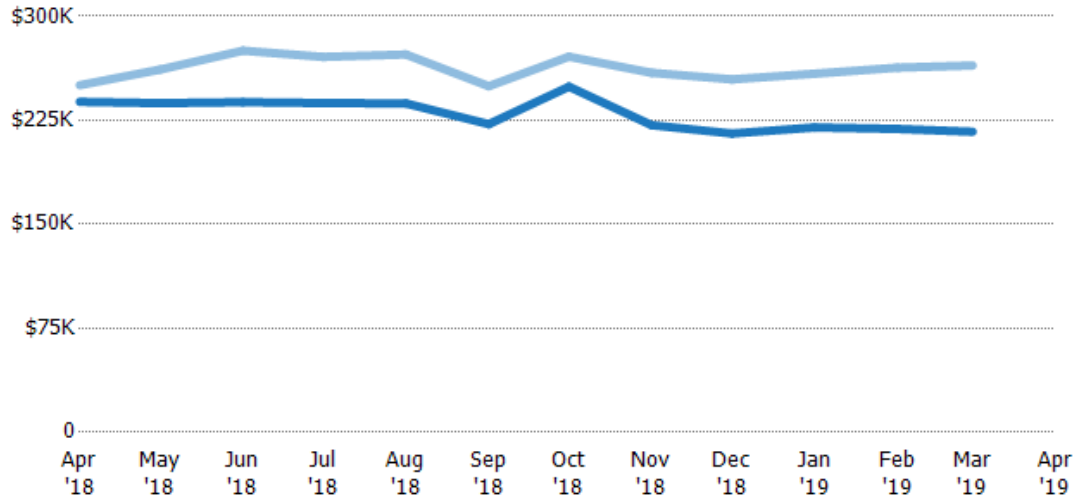
Current Year	\$206K	\$208K	\$220K	\$219K	\$210K	\$224K	\$228K	\$225K	\$222K	\$225K	\$215K	\$226K	-
Prior Year	\$185K	\$210K	\$210K	\$210K	\$200K	\$192K	\$203K	\$203K	\$203K	\$200K	\$209K	\$206K	\$206K
Percent Change from Prior Year	11%	-1%	5%	4%	5%	16%	12%	11%	10%	13%	3%	10%	-100%

## 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



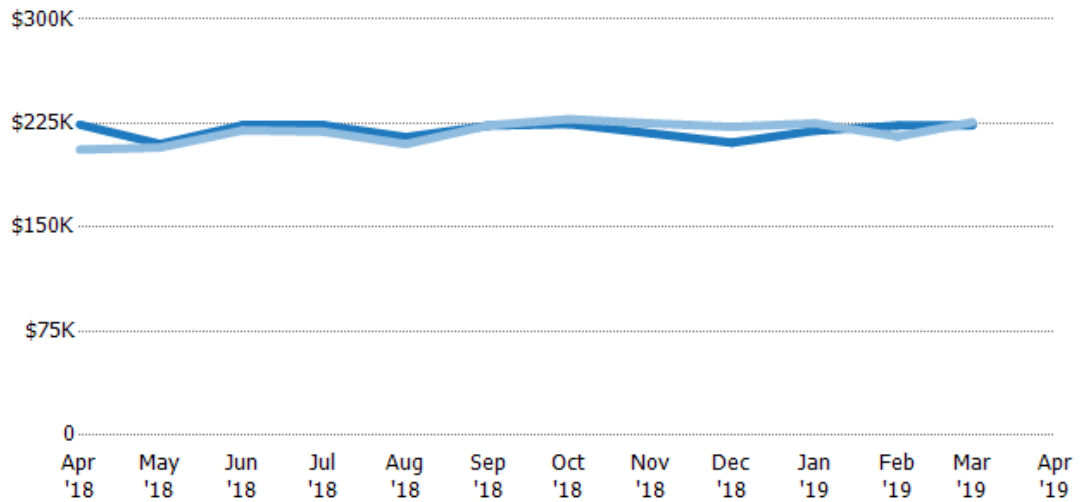
Avg Est Value	\$238K	\$237K	\$238K	\$237K	\$237K	\$222K	\$249K	\$221K	\$215K	\$220K	\$219K	\$217K	-
Avg Listing Price	\$250K	\$262K	\$275K	\$271K	\$272K	\$250K	\$271K	\$259K	\$254K	\$259K	\$263K	\$265K	-
Avg Listing Price as a % of Avg Est Value	105%	110%	116%	114%	115%	112%	109%	117%	118%	118%	120%	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



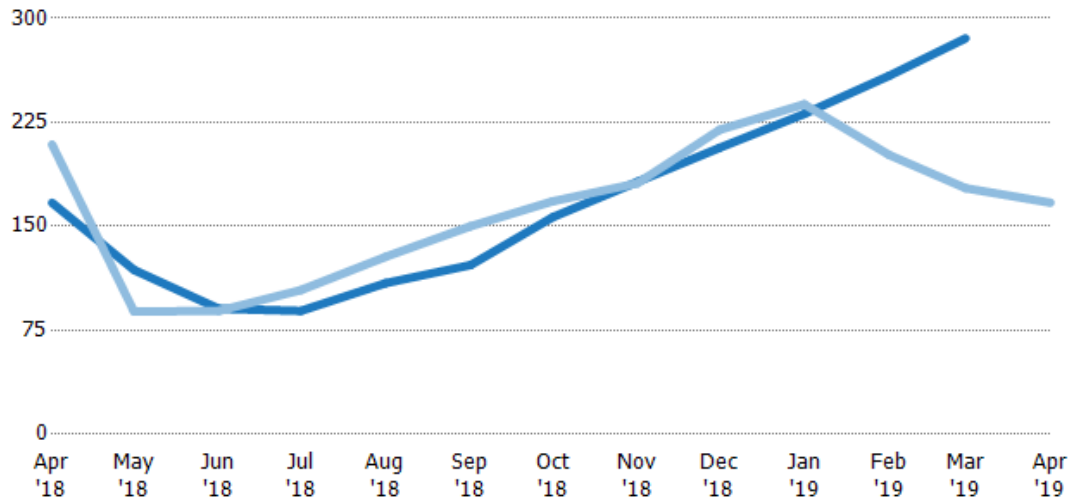
Median Est Value	\$224K	\$210K	\$224K	\$224K	\$215K	\$223K	\$225K	\$218K	\$211K	\$220K	\$223K	\$224K	-
Median Listing Price	\$206K	\$208K	\$220K	\$219K	\$210K	\$224K	\$228K	\$225K	\$222K	\$225K	\$215K	\$226K	-
Med Listing Price as a % of Med Est Value	92%	99%	98%	98%	98%	100%	102%	103%	105%	102%	96%	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



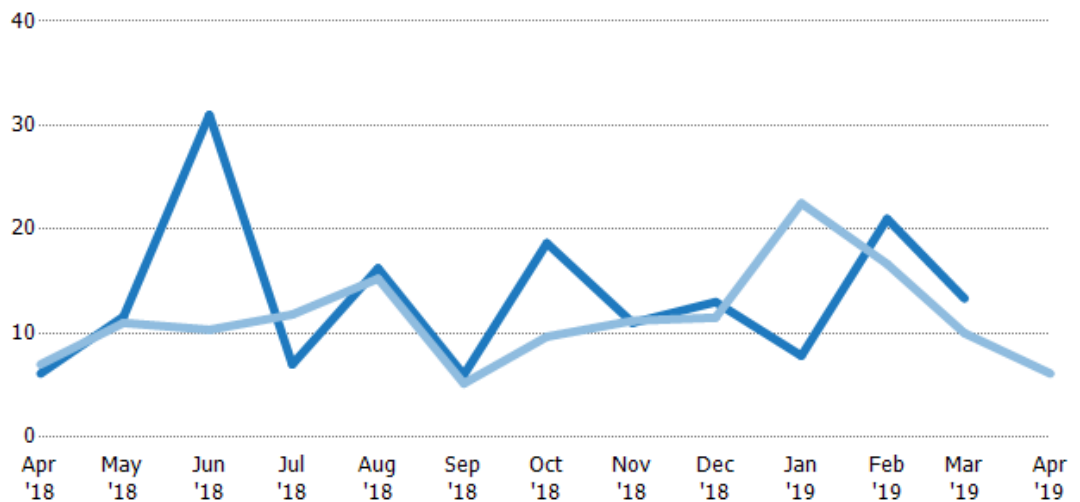
Current Year	167	119	90.5	89	109	122	157	182	207	231	259	286	-
Prior Year	209	88.5	89	104	128	150	168	181	220	238	202	178	167
Percent Change from Prior Year	-20%	34%	2%	-14%	-15%	-19%	-7%	1%	-6%	-3%	28%	61%	-100%

## 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



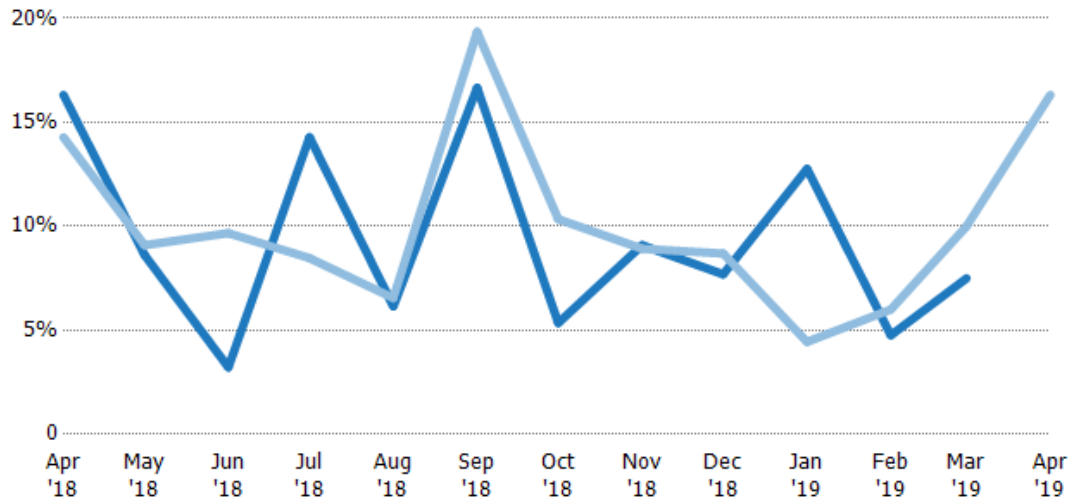
Current Year	6.13	11.6	31	7	16.3	6	18.7	11	13	7.83	21	13.3	-
Prior Year	7	11	10.3	11.8	15.3	5.17	9.67	11.2	11.5	22.5	16.7	10	6.13
Percent Change from Prior Year	-13%	5%	200%	-41%	7%	16%	93%	-2%	13%	-65%	26%	33%	-100%

## 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



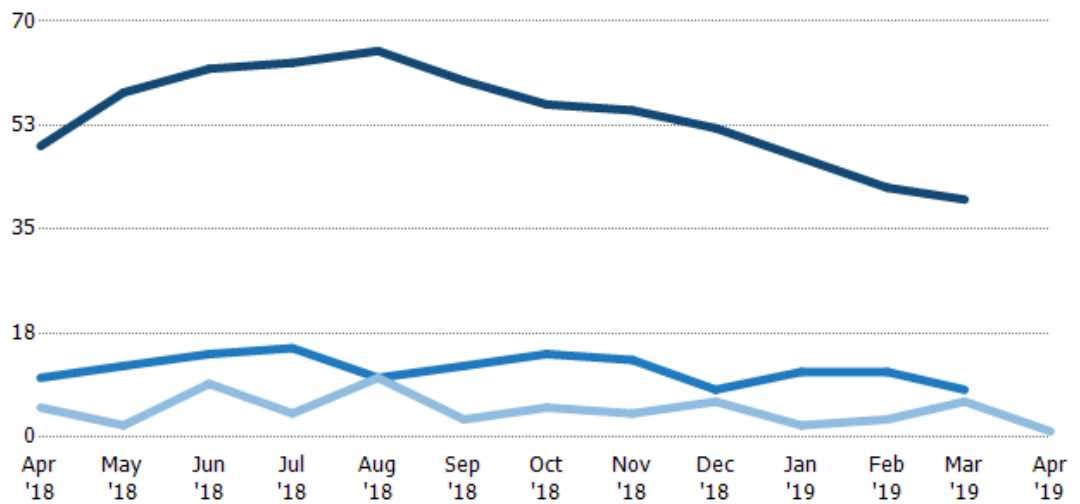
Current Year	16%	9%	3%	14%	6%	17%	5%	9%	8%	13%	5%	8%	-
Prior Year	14%	9%	10%	8%	7%	19%	10%	9%	9%	4%	6%	10%	16%
Change from Prior Year	-2%	0%	6%	-6%	0%	3%	5%	0%	1%	-8%	1%	3%	16%

## 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



Active	49	58	62	63	65	60	56	55	52	47	42	40	-
Pending	10	12	14	15	10	12	14	13	8	11	11	8	-
Sold	5	2	9	4	10	3	5	4	6	2	3	6	1

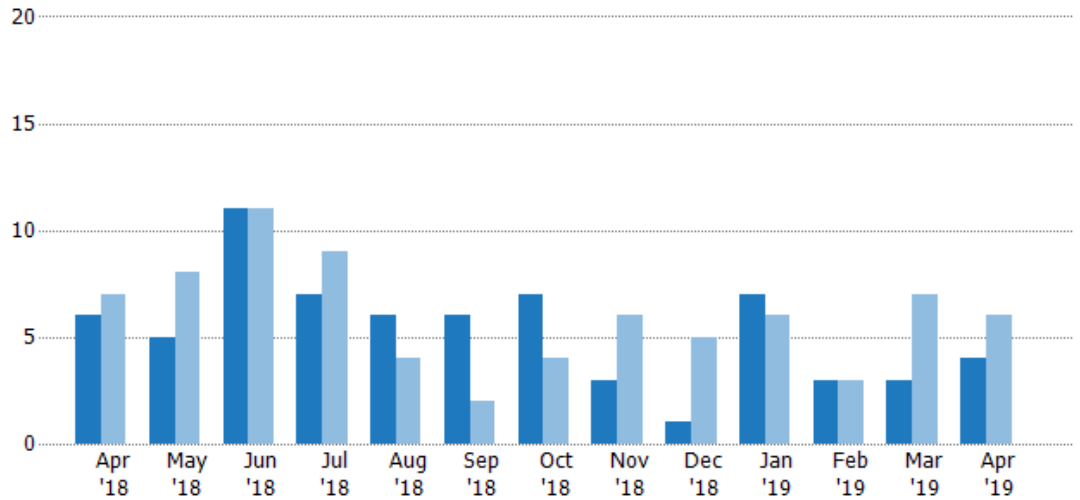
## New Pending Sales

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.
Apr '19	4	-33.3%
Apr '18	6	-14.3%
Apr '17	7	42.9%



Current Year	6	5	11	7	6	6	7	3	1	7	3	3	4
Prior Year	7	8	11	9	4	2	4	6	5	6	3	7	6
Percent Change from Prior Year	-14%	-38%	0%	-22%	50%	200%	75%	-50%	-80%	17%	0%	-57%	-33%

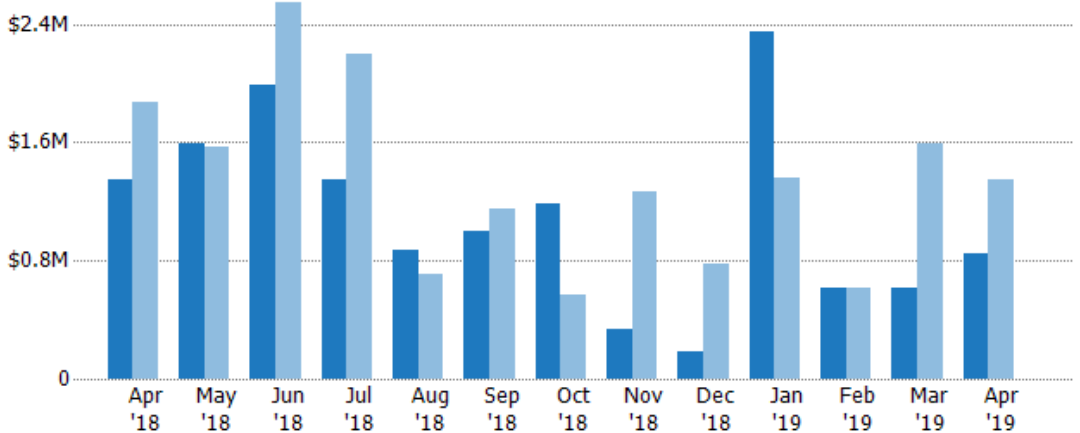
## New Pending Sales Volume

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.
Apr '19	\$842K	-37.5%
Apr '18	\$1.35M	-27.8%
Apr '17	\$1.87M	14.2%



Current Year	\$1.35M	\$1.59M	\$1.98M	\$1.35M	\$872K	\$997K	\$1.19M	\$341K	\$189K	\$2.34M	\$617K	\$620K	\$842K
Prior Year	\$1.87M	\$1.56M	\$2.54M	\$2.19M	\$704K	\$1.15M	\$571K	\$1.26M	\$780K	\$1.36M	\$609K	\$1.59M	\$1.35M
Percent Change from Prior Year	-28%	2%	-22%	-38%	24%	-13%	109%	-73%	-76%	72%	1%	-61%	-38%

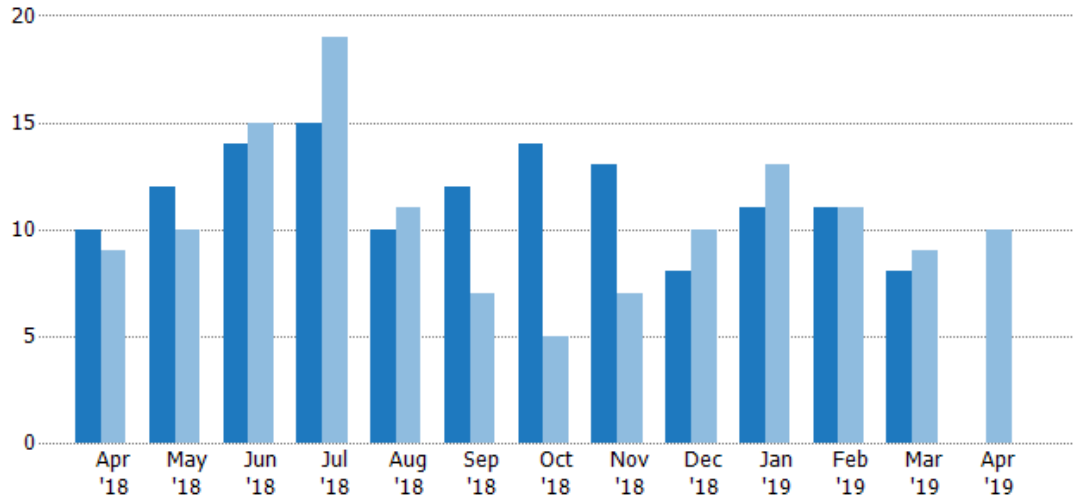


## Pending Sales

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



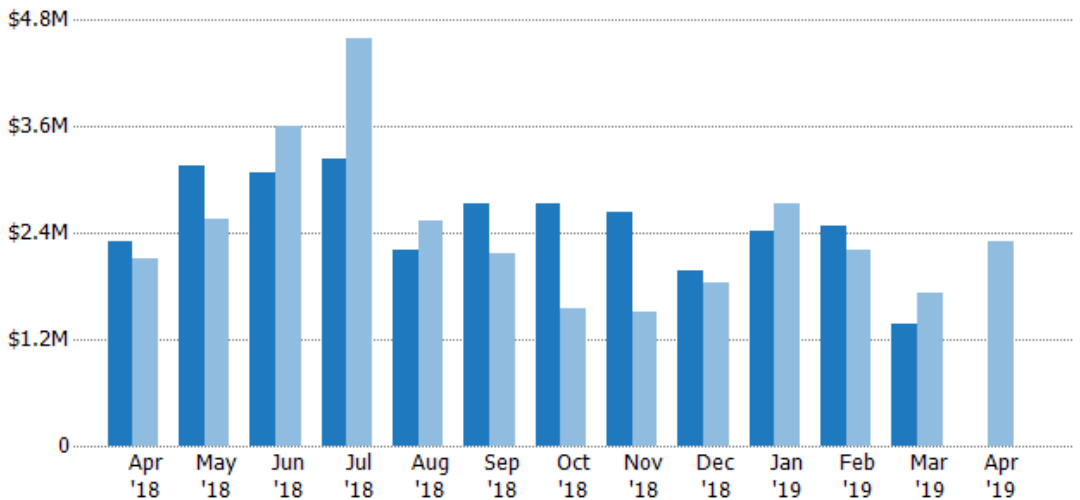
Current Year	10	12	14	15	10	12	14	13	8	11	11	8	-
Prior Year	9	10	15	19	11	7	5	7	10	13	11	9	10
Percent Change from Prior Year	11%	20%	-7%	-21%	-9%	71%	180%	86%	-20%	-15%	0%	-11%	-100%

## 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



Current Year	\$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	\$2.11M	\$2.56M	\$3.6M	\$4.59M	\$2.54M	\$2.17M	\$1.55M	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M	\$2.31M
Percent Change from Prior Year	10%	24%	-15%	-30%	-13%	26%	76%	74%	8%	-11%	12%	-21%	-100%

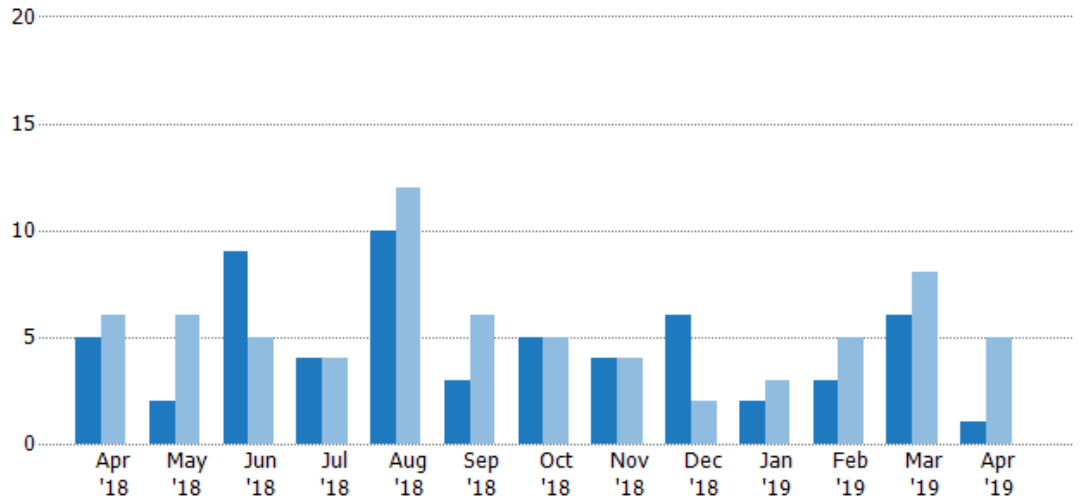
## Closed Sales

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.
Apr '19	1	-80%
Apr '18	5	-16.7%
Apr '17	6	-50%



Current Year	5	2	9	4	10	3	5	4	6	2	3	6	1
Prior Year	6	6	5	4	12	6	5	4	2	3	5	8	5
Percent Change from Prior Year	-17%	-67%	80%	0%	-17%	-50%	0%	0%	200%	-33%	-40%	-25%	-80%

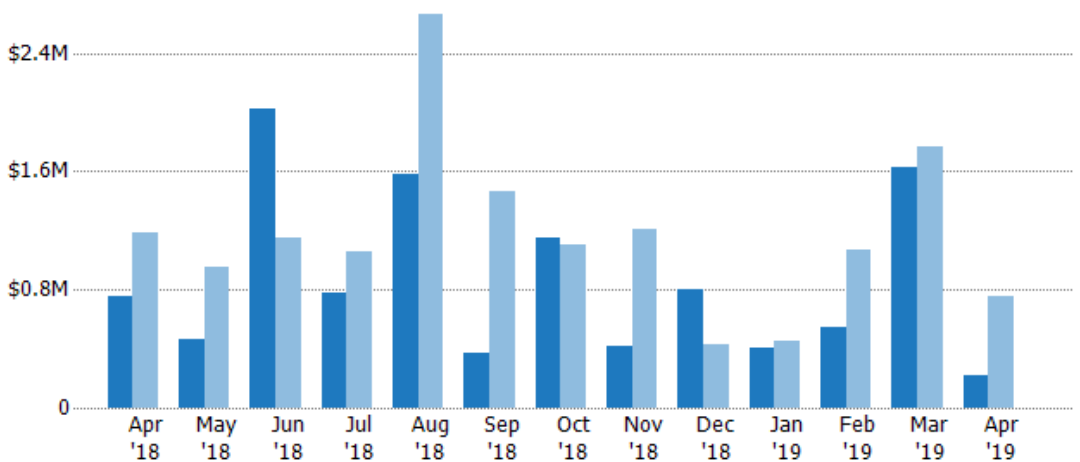
## Closed Sales Volume

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.
Apr '19	\$215K	-71.6%
Apr '18	\$757K	-36.3%
Apr '17	\$1.19M	-34.3%



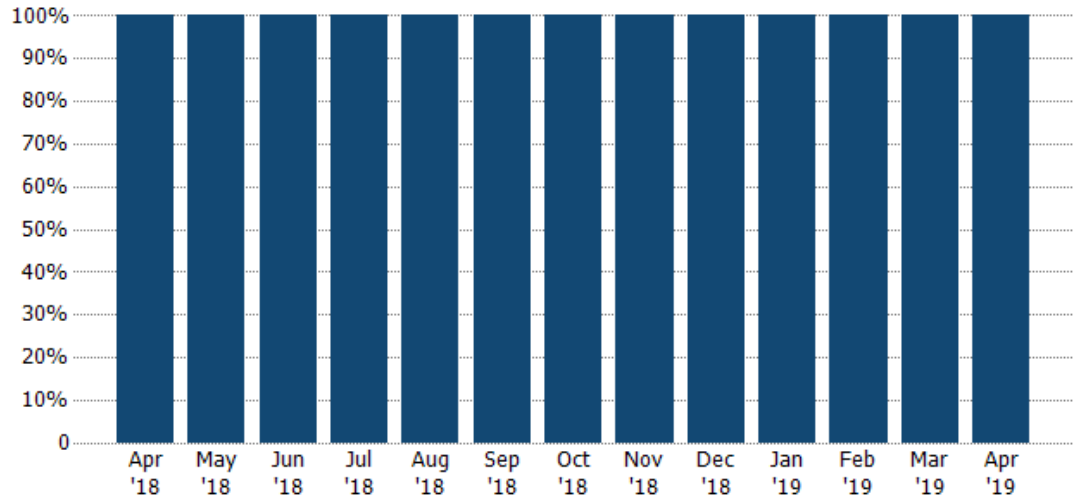
Current Year	\$757K	\$469K	\$2.02M	\$782K	\$1.58M	\$368K	\$1.15M	\$415K	\$804K	\$410K	\$545K	\$1.63M	\$215K
Prior Year	\$1.19M	\$951K	\$1.15M	\$1.06M	\$2.67M	\$1.47M	\$1.1M	\$1.21M	\$425K	\$456K	\$1.07M	\$1.76M	\$757K
Percent Change from Prior Year	-36%	-51%	76%	-26%	-41%	-75%	4%	-66%	89%	-10%	-49%	-8%	-72%

## 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%

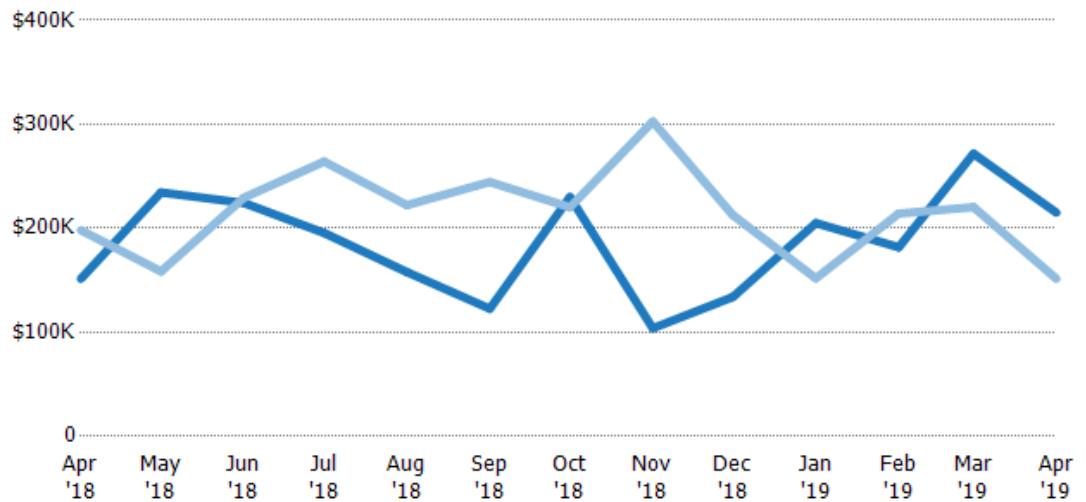
## Average Sales Price

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

Month/Year	Price	% Chg.
Apr '19	\$215K	42%
Apr '18	\$151K	-23.6%
Apr '17	\$198K	31.4%



Current Year

\$151K \$235K \$224K \$196K \$158K \$123K \$230K \$104K \$134K \$205K \$182K \$272K \$215K

Prior Year

\$198K \$159K \$229K \$264K \$222K \$245K \$220K \$303K \$213K \$152K \$214K \$220K \$151K

Percent Change from Prior Year

-24% 48% -2% -26% -29% -50% 4% -66% -37% 35% -15% 23% 42%

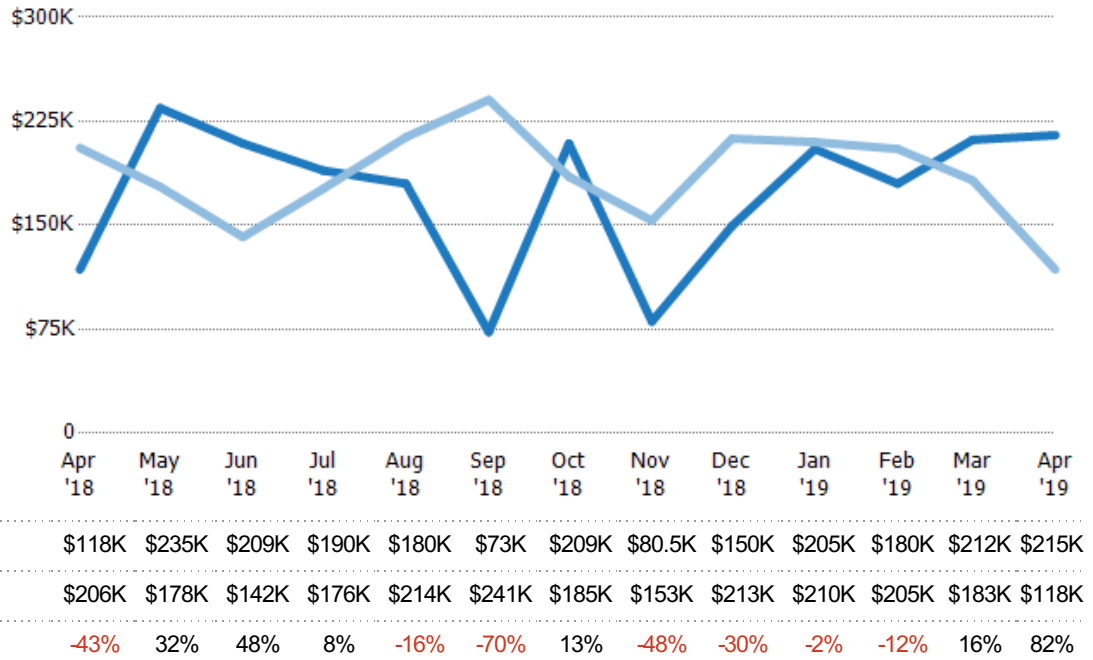
## Median Sales Price

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.
Apr '19	\$215K	82.2%
Apr '18	\$118K	-42.7%
Apr '17	\$206K	6.9%

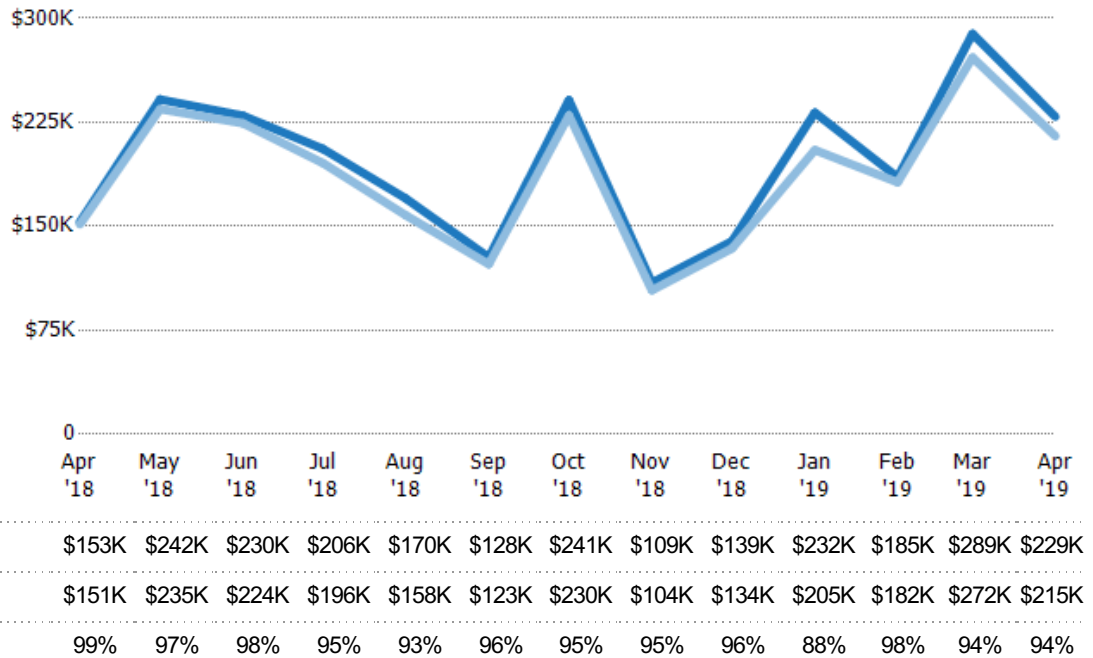


## Average Sales Price vs Average Listing Price

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

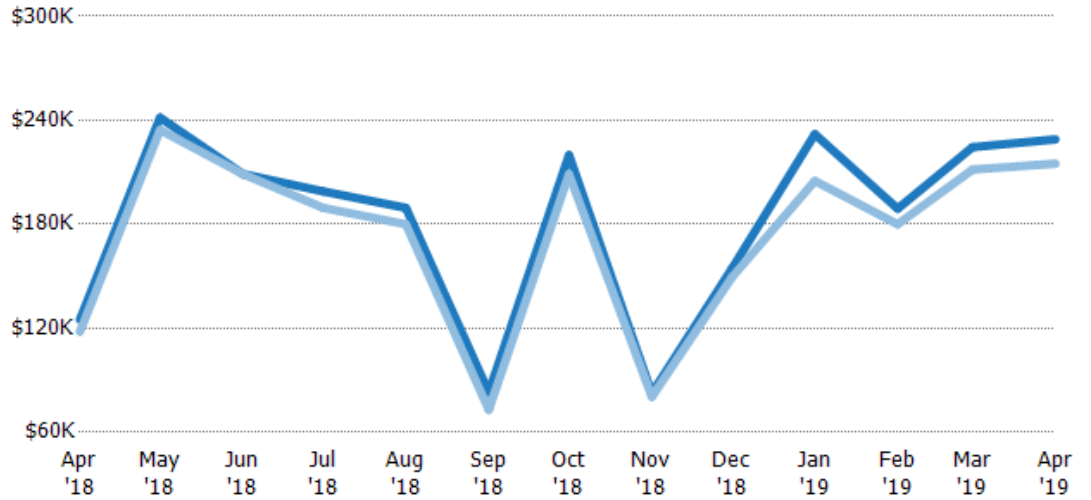


## Median Sales Price vs Median Listing Price

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



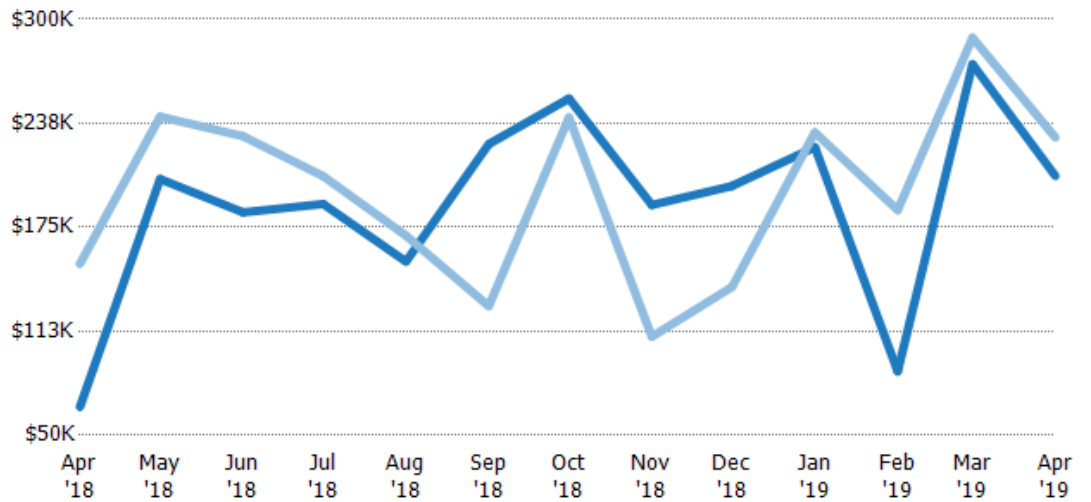
Median List Price	\$125K	\$242K	\$209K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$229K
Median Sales Price	\$118K	\$235K	\$209K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$215K
Med Sales Price as a % of Med List Price	94%	97%	100%	95%	95%	88%	95%	98%	97%	88%	95%	94%	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



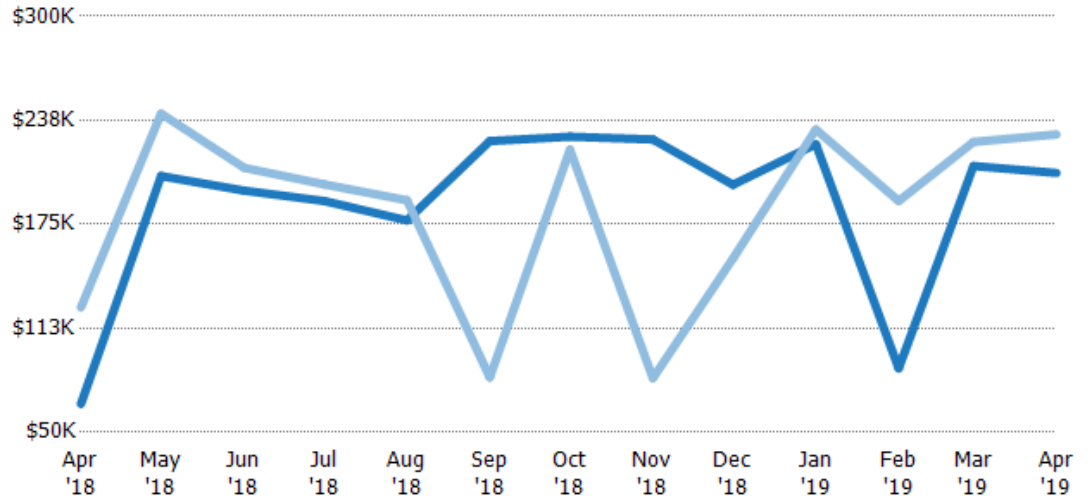
Avg Est Value	\$67K	\$204K	\$184K	\$189K	\$154K	\$225K	\$252K	\$188K	\$200K	\$223K	\$88.4K	\$273K	\$206K
Avg Sales Price	\$153K	\$242K	\$230K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$229K
Avg Sales Price as a % of Avg Est Value	228%	118%	125%	109%	110%	57%	95%	58%	70%	104%	210%	106%	111%

## 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



Median Est Value	\$67K	\$204K	\$195K	\$189K	\$177K	\$225K	\$228K	\$226K	\$199K	\$223K	\$88.4K	\$210K	\$206K
Median Sales Price	\$125K	\$242K	\$209K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$229K
Med Sales Price as a % of Med Est Value	187%	118%	107%	105%	107%	37%	97%	37%	78%	104%	214%	107%	111%