

## 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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	16	-6.3%	46	59	-22%
New Listing Volume	\$4,150,300	\$4,024,800	+3.1%	\$10,962,100	\$13,636,200	-19.6%
Active Listing Count	56	61	-8.2%	N/A	N/A	
Active Listing Volume	\$15,970,400	\$15,262,200	+4.6%	N/A	N/A	
Average Listing Price	\$285,186	\$250,200	+14%	\$263,795	\$243,557	+8.3%
Median Listing Price	\$223,450	\$220,000	+1.6%	\$223,164	\$209,559	+6.5%
Median Days in RPR	75	94	-20.2%	207.32	174.24	+19%
Months of Inventory	14	30.5	-54.1%	9	11.4	-20.7%
Absorption Rate	7.14%	3.28%	+3.9%	11.07%	8.78%	+2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	11	-27.3%	33	38	-13.2%
New Pending Sales Volume	\$1,928,400	\$1,982,800	-2.7%	\$6,817,100	\$8,486,600	-19.7%
Pending Sales Count	16	14	+14.3%	N/A	N/A	
Pending Sales Volume	\$3,171,300	\$3,075,800	+3.1%	N/A	N/A	
Closed Sales Count	5	8	-37.5%	22	31	-29%
Closed Sales Volume	\$968,000	\$1,812,900	-46.6%	\$4,764,600	\$6,327,850	-24.7%
Average Sales Price	\$193,600	\$226,613	-14.6%	\$216,573	\$204,124	+6.1%
Median Sales Price	\$171,000	\$214,450	-20.3%	\$194,150	\$189,987	+2.2%

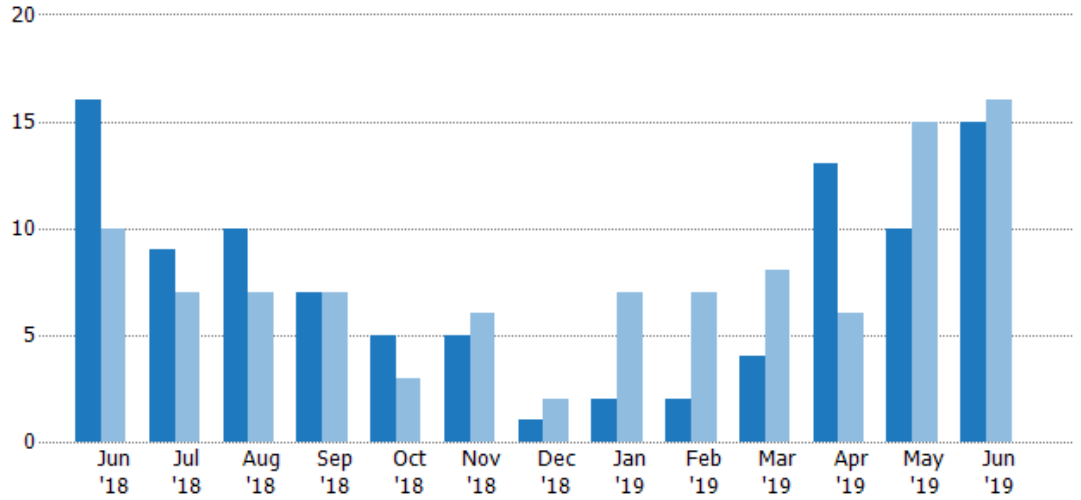
## New Listings

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.
Jun '19	15	-6.3%
Jun '18	16	60%
Jun '17	10	40%



Current Year	16	9	10	7	5	5	1	2	2	4	13	10	15
Prior Year	10	7	7	7	3	6	2	7	7	8	6	15	16
Percent Change from Prior Year	60%	29%	43%	0%	67%	-17%	-50%	-71%	-71%	-50%	117%	-33%	-6%

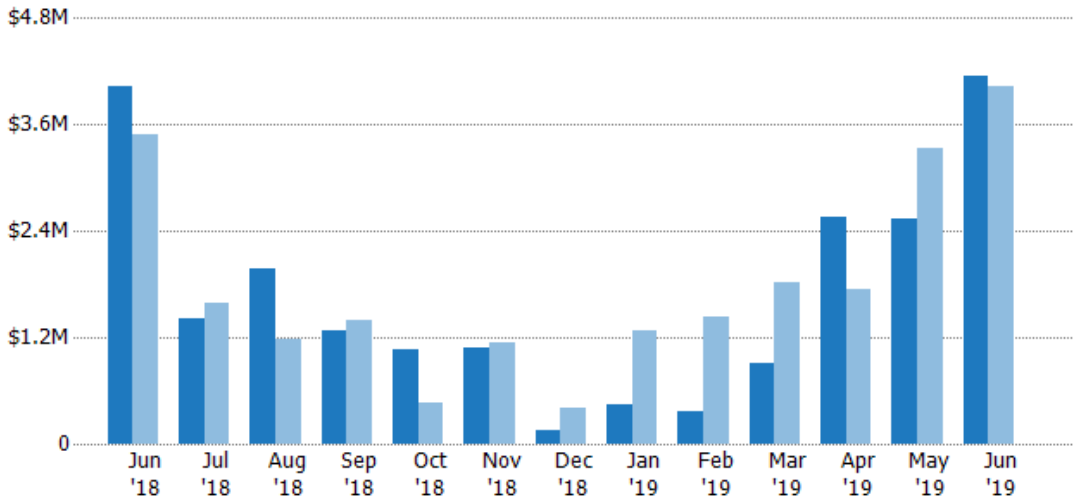
## New Listing Volume

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.
Jun '19	\$4.15M	3.1%
Jun '18	\$4.02M	15.3%
Jun '17	\$3.49M	-9.3%



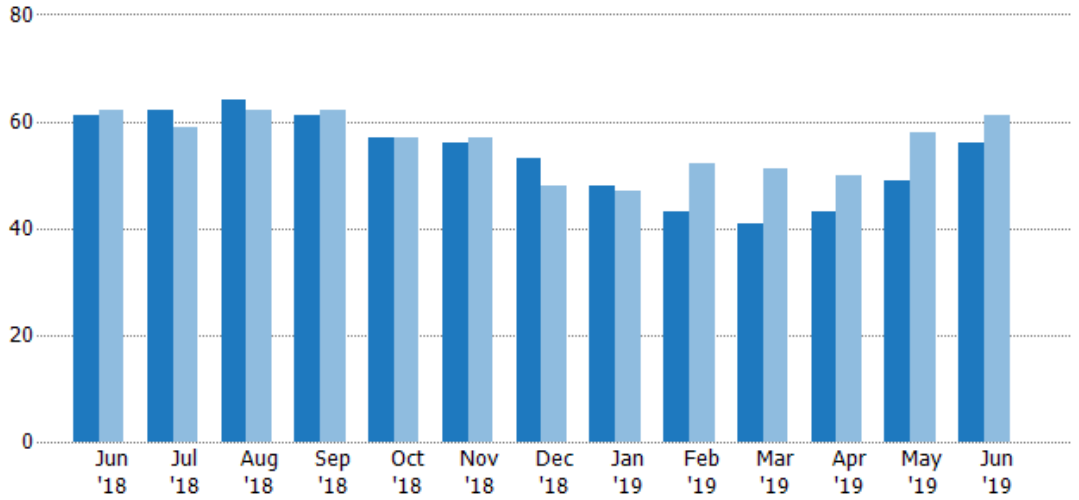
Current Year	\$4.02M	\$1.42M	\$1.97M	\$1.28M	\$1.07M	\$1.08M	\$145K	\$434K	\$359K	\$911K	\$2.56M	\$2.54M	\$4.15M
Prior Year	\$3.49M	\$1.59M	\$1.17M	\$1.4M	\$466K	\$1.15M	\$404K	\$1.27M	\$1.44M	\$1.82M	\$1.74M	\$3.34M	\$4.02M
Percent Change from Prior Year	15%	-11%	68%	-9%	130%	-6%	-64%	-66%	-75%	-50%	47%	-24%	3%

## 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.
Jun '19	56	-8.2%
Jun '18	61	-1.6%
Jun '17	62	16.1%

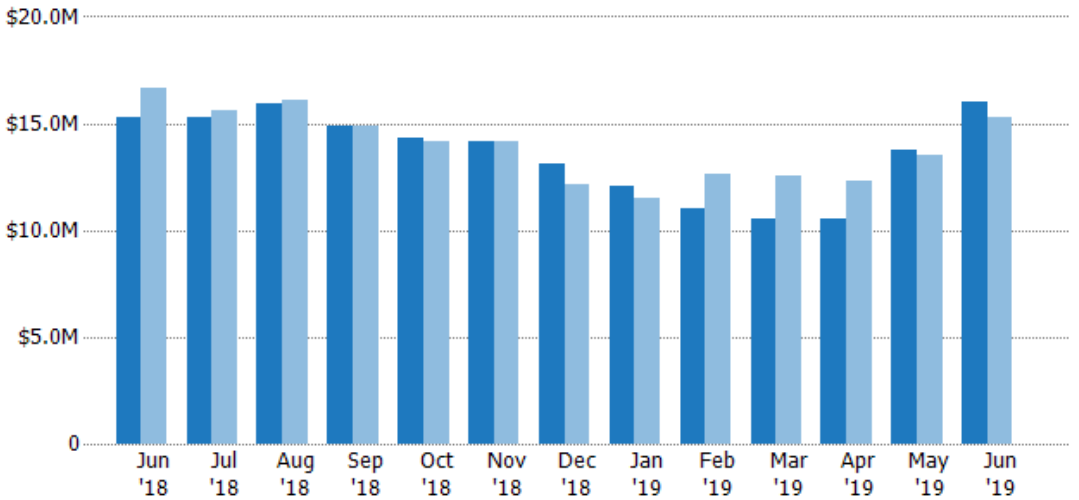
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	61	62	64	61	57	56	53	48	43	41	43	49	56
Prior Year	62	59	62	62	57	57	48	47	52	51	50	58	61
Percent Change from Prior Year	-2%	5%	3%	-2%	0%	-2%	10%	2%	-17%	-20%	-14%	-16%	-8%

## 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.
Jun '19	\$16M	4.6%
Jun '18	\$15.3M	-8.2%
Jun '17	\$16.6M	15.1%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$15.3M	\$15.3M	\$15.9M	\$14.9M	\$14.3M	\$14.2M	\$13.1M	\$12.1M	\$11M	\$10.5M	\$10.6M	\$13.8M	\$16M
Prior Year	\$16.6M	\$15.6M	\$16.1M	\$14.9M	\$14.2M	\$14.1M	\$12.1M	\$11.5M	\$12.6M	\$12.5M	\$12.3M	\$13.5M	\$15.3M
Percent Change from Prior Year	-8%	-2%	-1%	0%	1%	0%	8%	5%	-13%	-16%	-14%	2%	5%

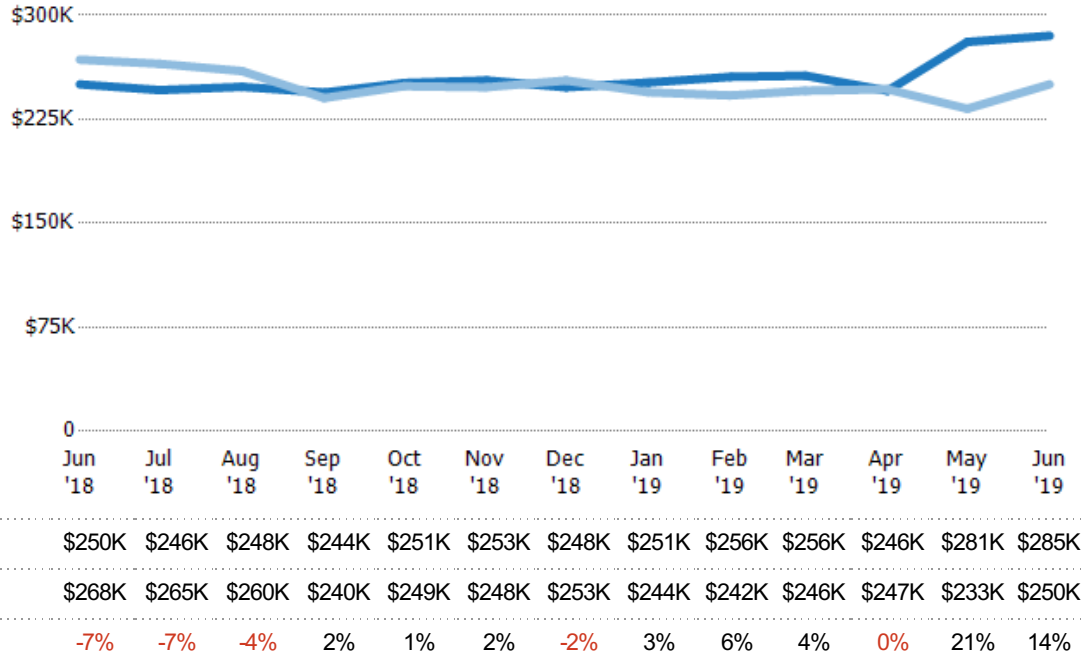
## Average Listing Price

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.
Jun '19	\$285K	14%
Jun '18	\$250K	-6.6%
Jun '17	\$268K	-0.9%



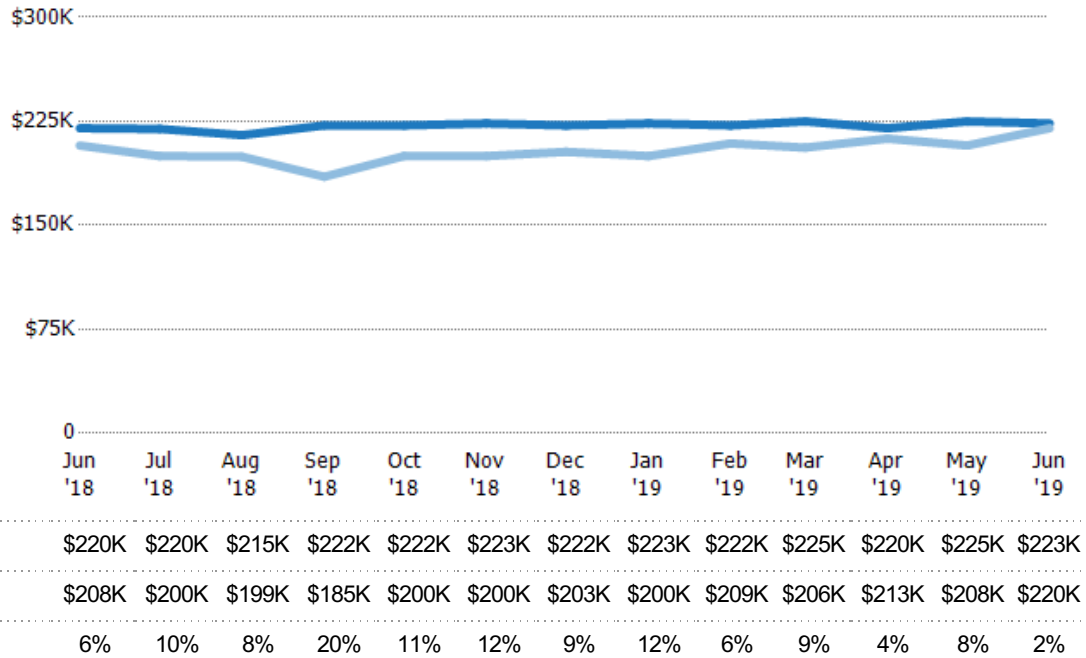
## Median Listing Price

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.
Jun '19	\$223K	1.6%
Jun '18	\$220K	6%
Jun '17	\$208K	-13.3%

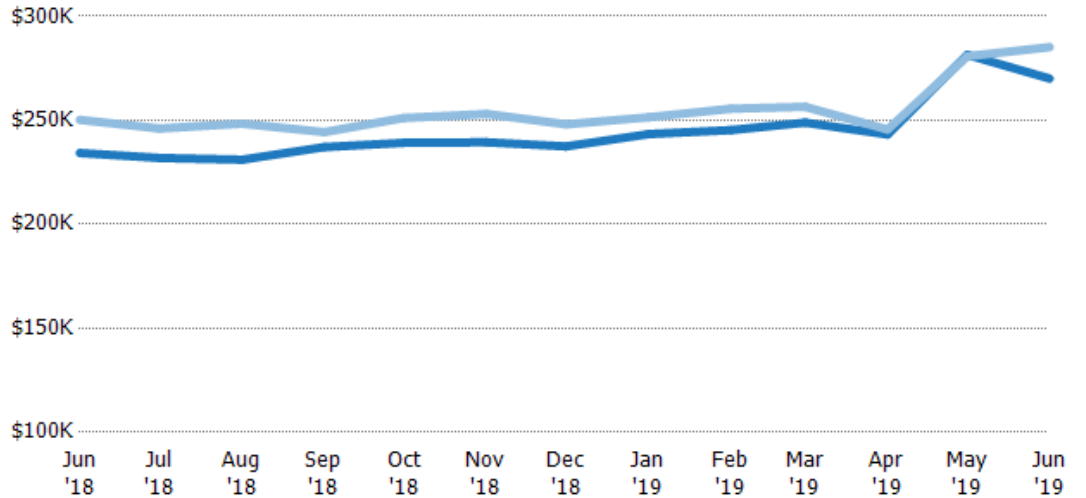


## Average Listing Price vs Average Est Value

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

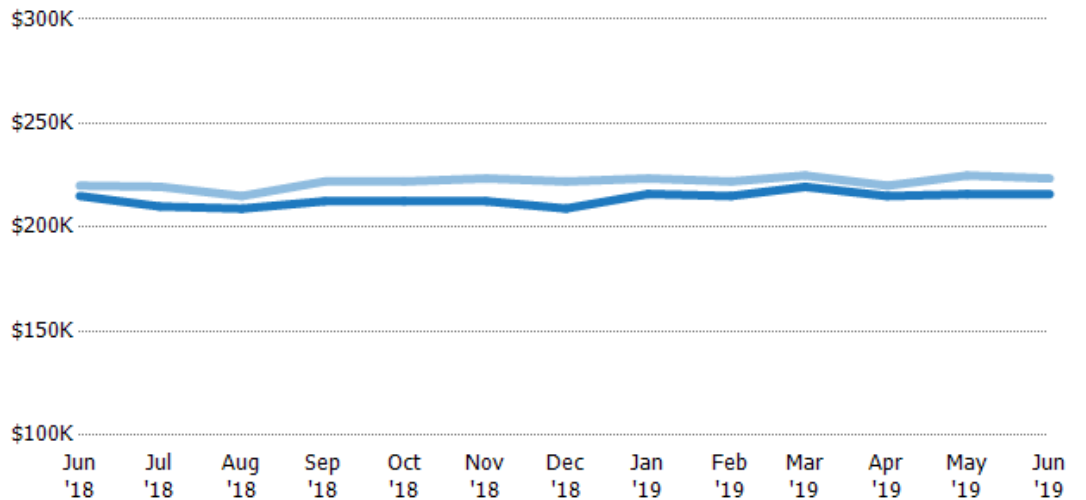


## Median Listing Price vs Median Est Value

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



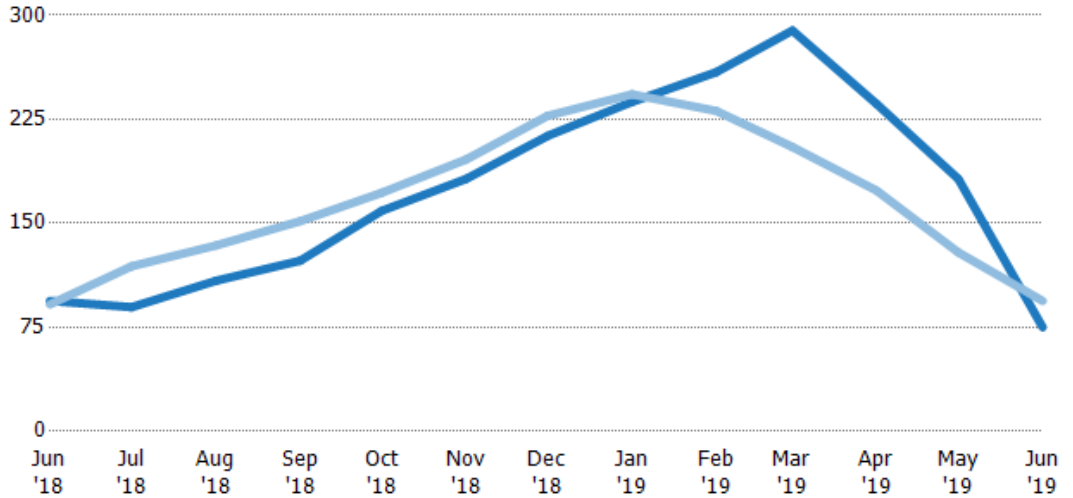
## Median Days in RPR

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.
Jun '19	75	-20.2%
Jun '18	94	2.7%
Jun '17	91.5	7.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	94	89.5	109	123	159	182	213	238	259	289	236	182	75
Prior Year	91.5	119	134	152	172	196	228	243	231	205	174	129	94
Percent Change from Prior Year	3%	-25%	-19%	-19%	-8%	-7%	-6%	-2%	12%	41%	36%	41%	-20%

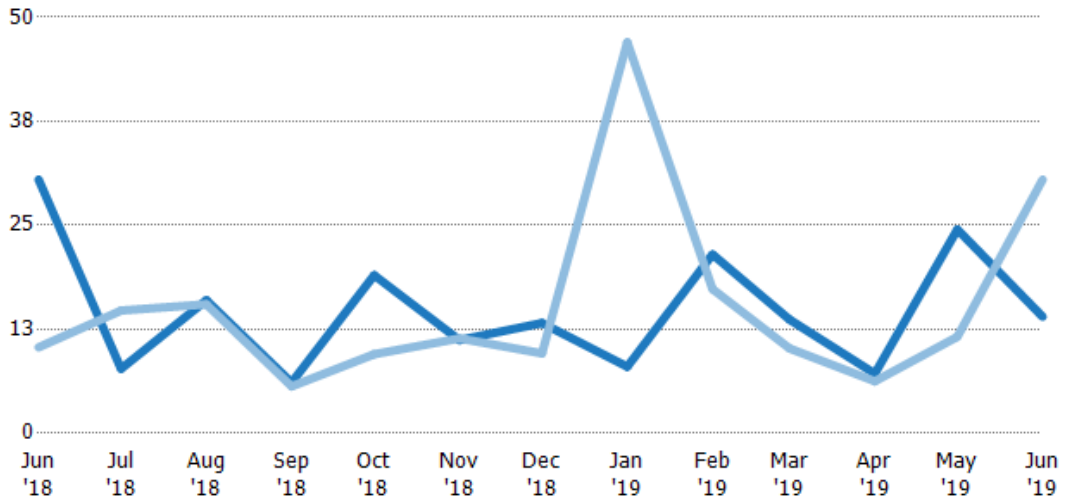
## Months of Inventory

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.
Jun '19	14	-54.1%
Jun '18	30.5	195.2%
Jun '17	10.3	74.2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	30.5	7.75	16	6.1	19	11.2	13.3	8	21.5	13.7	7.17	24.5	14
Prior Year	10.3	14.8	15.5	5.64	9.5	11.4	9.6	47	17.3	10.2	6.25	11.6	30.5
Percent Change from Prior Year	195%	-47%	3%	8%	100%	-2%	38%	-83%	24%	34%	15%	111%	-54%

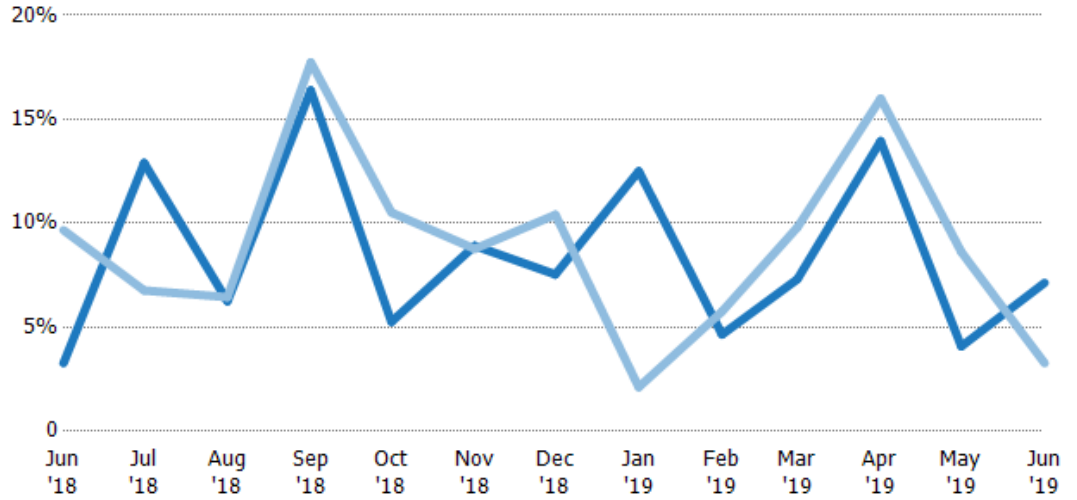
## Absorption Rate

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.
Jun '19	7%	-3.9%
Jun '18	3%	6.4%
Jun '17	10%	-42.6%



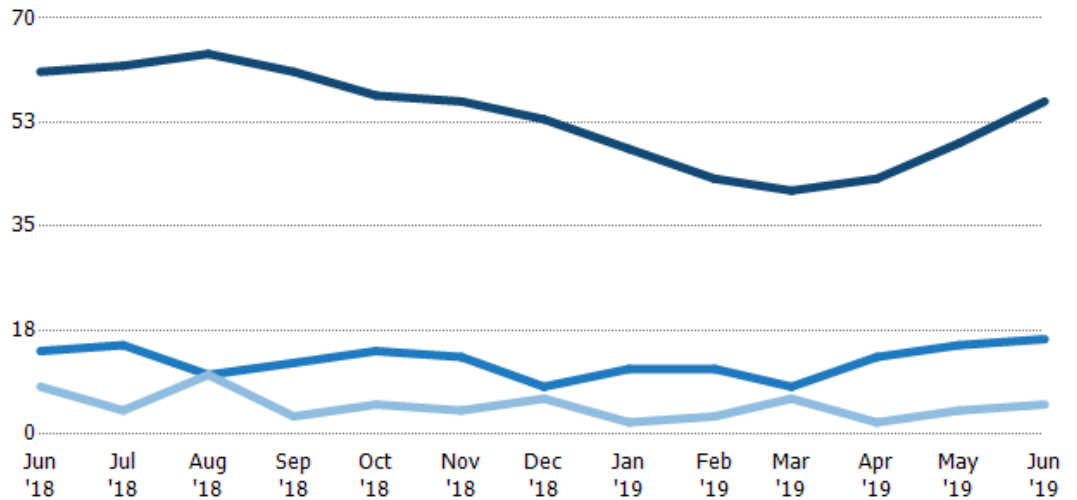
Current Year	3%	13%	6%	16%	5%	9%	8%	13%	5%	7%	14%	4%	7%
Prior Year	10%	7%	6%	18%	11%	9%	10%	2%	6%	10%	16%	9%	3%
Change from Prior Year	6%	-6%	0%	1%	5%	0%	3%	-10%	1%	2%	2%	5%	-4%

## 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	61	62	64	61	57	56	53	48	43	41	43	49	56
Pending	14	15	10	12	14	13	8	11	11	8	13	15	16
Sold	8	4	10	3	5	4	6	2	3	6	2	4	5

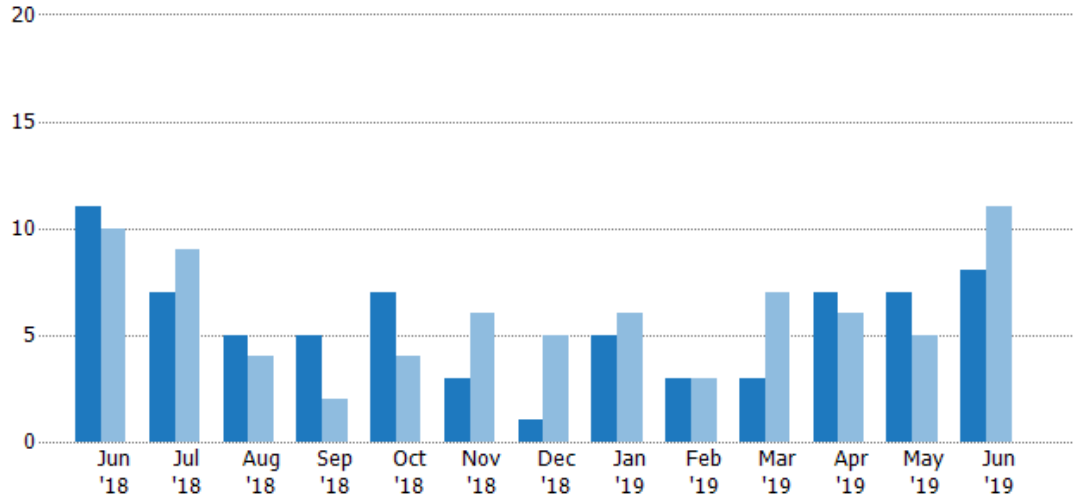
## New Pending Sales

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.
Jun '19	8	-27.3%
Jun '18	11	10%
Jun '17	10	-50%



Current Year	11	7	5	5	7	3	1	5	3	3	7	7	8
Prior Year	10	9	4	2	4	6	5	6	3	7	6	5	11
Percent Change from Prior Year	10%	-22%	25%	150%	75%	-50%	-80%	-17%	0%	-57%	17%	40%	-27%

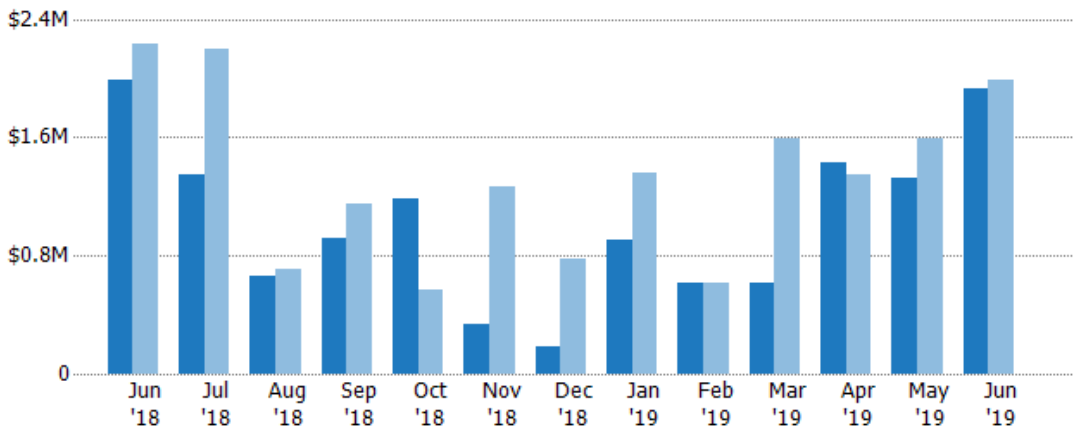
## New Pending Sales Volume

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.
Jun '19	\$1.93M	-2.7%
Jun '18	\$1.98M	-11.2%
Jun '17	\$2.23M	-60.5%



Current Year	\$1.98M	\$1.35M	\$662K	\$922K	\$1.19M	\$341K	\$189K	\$901K	\$617K	\$620K	\$1.43M	\$1.32M	\$1.93M
Prior Year	\$2.23M	\$2.19M	\$704K	\$1.15M	\$571K	\$1.26M	\$780K	\$1.36M	\$609K	\$1.59M	\$1.35M	\$1.59M	\$1.98M
Percent Change from Prior Year	-11%	-38%	-6%	-20%	109%	-73%	-76%	-34%	1%	-61%	6%	-17%	-3%



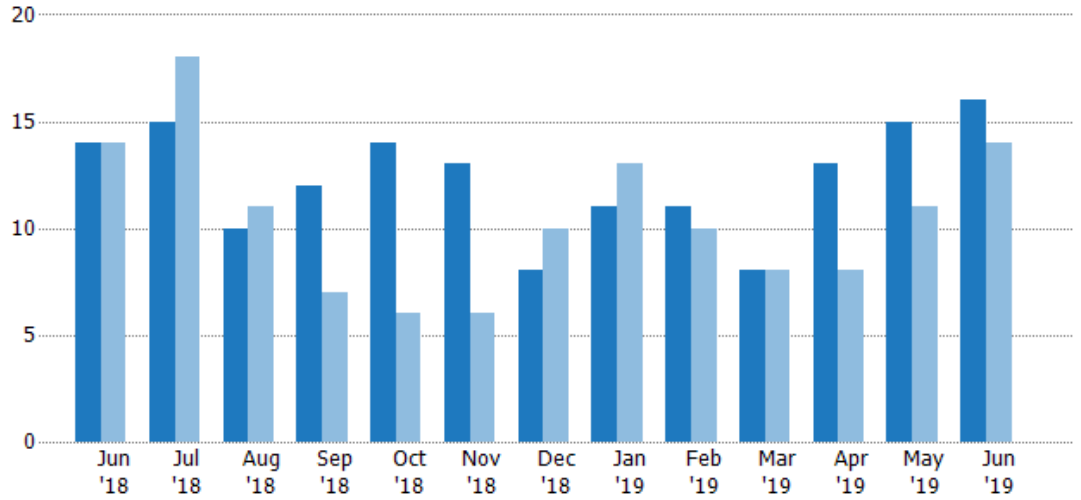
## Pending Sales

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.
Jun '19	16	14.3%
Jun '18	14	0%
Jun '17	14	0%



Current Year	14	15	10	12	14	13	8	11	11	8	13	15	16
Prior Year	14	18	11	7	6	6	10	13	10	8	8	11	14
Percent Change from Prior Year	0%	-17%	-9%	71%	133%	117%	-20%	-15%	10%	0%	63%	36%	14%

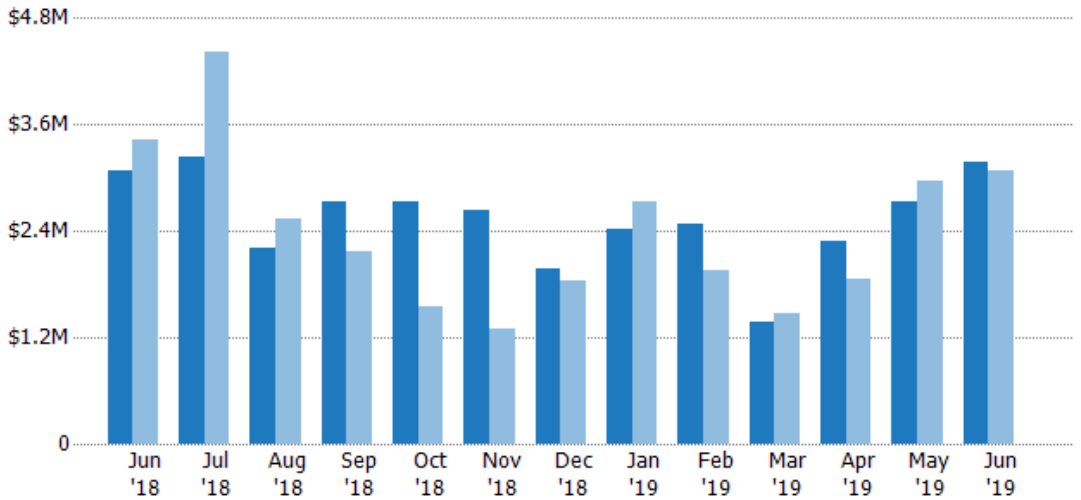
## Pending Sales Volume

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.
Jun '19	\$3.17M	3.1%
Jun '18	\$3.08M	-10.1%
Jun '17	\$3.42M	-20%



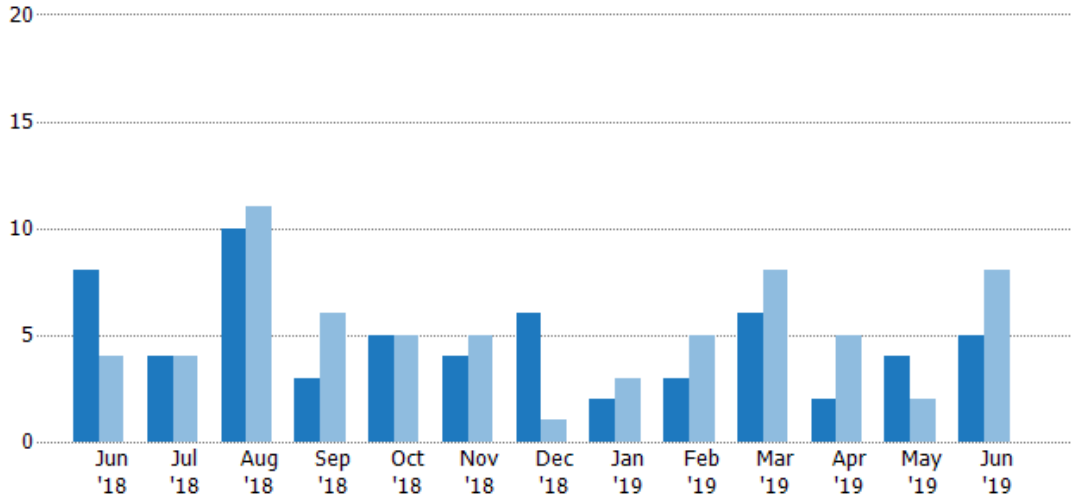
Current Year	\$3.08M	\$3.24M	\$2.2M	\$2.74M	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M	\$2.29M	\$2.74M	\$3.17M
Prior Year	\$3.42M	\$4.41M	\$2.54M	\$2.17M	\$1.56M	\$1.3M	\$1.83M	\$2.73M	\$1.95M	\$1.47M	\$1.85M	\$2.96M	\$3.08M
Percent Change from Prior Year	-10%	-27%	-13%	26%	75%	102%	8%	-11%	27%	-7%	24%	-8%	3%

## 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.
Jun '19	5	-37.5%
Jun '18	8	100%
Jun '17	4	50%

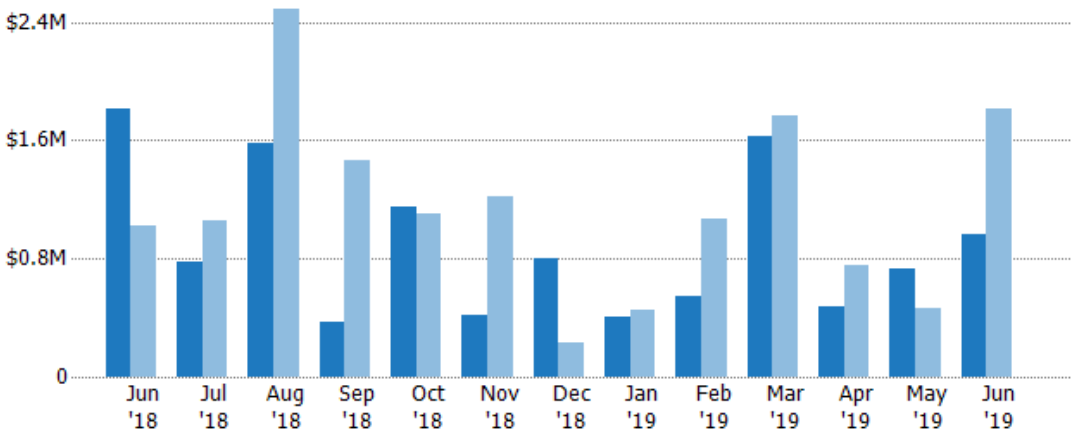
Current Year	8	4	10	3	5	4	6	2	3	6	2	4	5
Prior Year	4	4	11	6	5	5	1	3	5	8	5	2	8
Percent Change from Prior Year	100%	0%	-9%	-50%	0%	-20%	500%	-33%	-40%	-25%	-60%	100%	-38%

## 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.
Jun '19	\$968K	-46.6%
Jun '18	\$1.81M	77.4%
Jun '17	\$1.02M	-4.8%

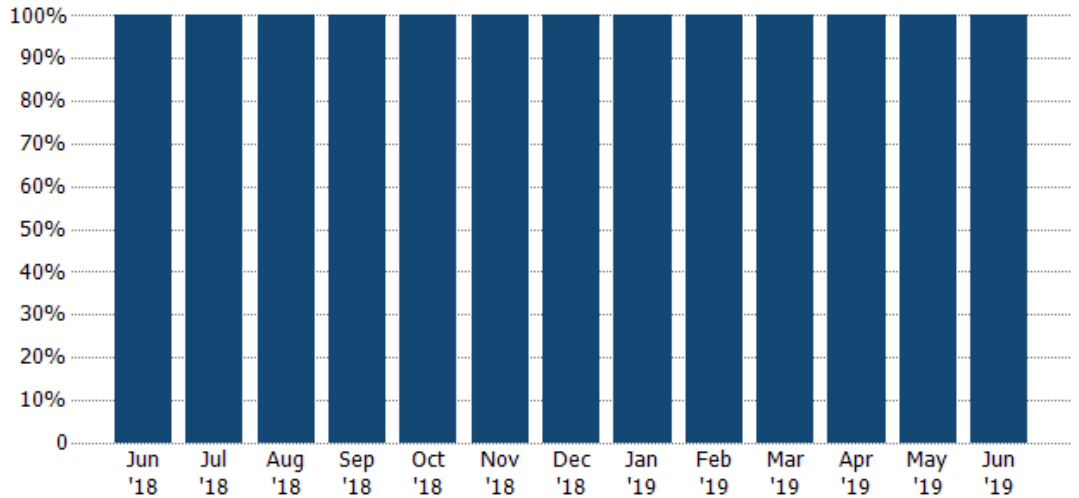
Current Year	\$1.81M	\$782K	\$1.58M	\$368K	\$1.15M	\$415K	\$804K	\$410K	\$545K	\$1.63M	\$475K	\$736K	\$968K
Prior Year	\$1.02M	\$1.06M	\$2.49M	\$1.47M	\$1.1M	\$1.22M	\$225K	\$456K	\$1.07M	\$1.76M	\$757K	\$469K	\$1.81M
Percent Change from Prior Year	77%	-26%	-37%	-75%	4%	-66%	257%	-10%	-49%	-8%	-37%	57%	-47%

## 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

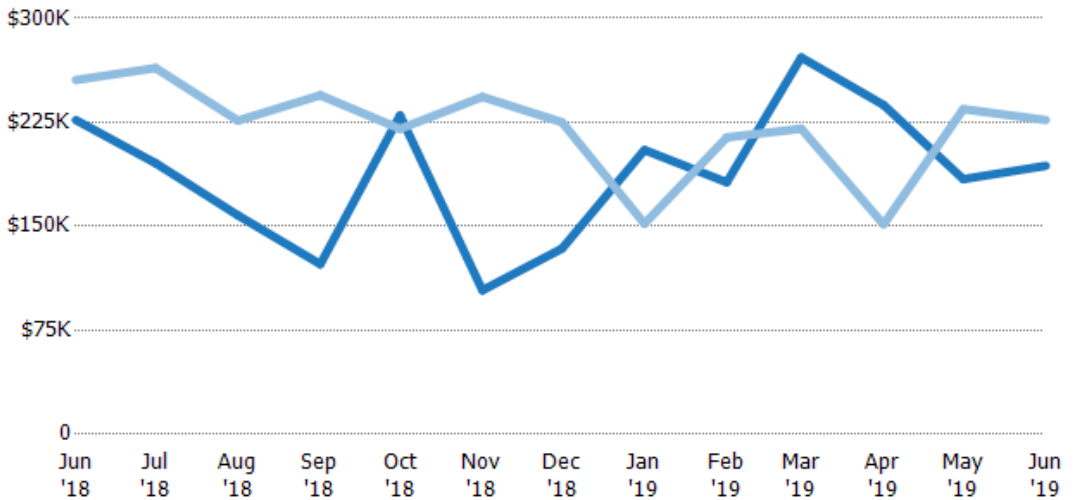
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$227K	\$196K	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K
\$256K	\$264K	\$226K	\$245K	\$220K	\$243K	\$225K	\$152K	\$214K	\$220K	\$151K	\$235K	\$227K
-11%	-26%	-30%	-50%	4%	-57%	-40%	35%	-15%	23%	57%	-22%	-15%

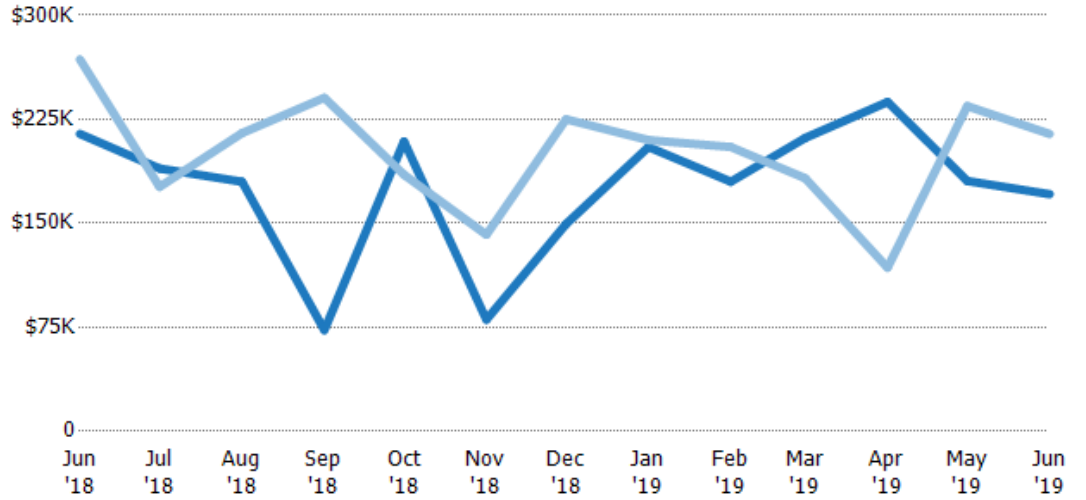
## Median Sales Price

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.
Jun '19	\$171K	-20.3%
Jun '18	\$214K	-20.1%
Jun '17	\$268K	-49.9%



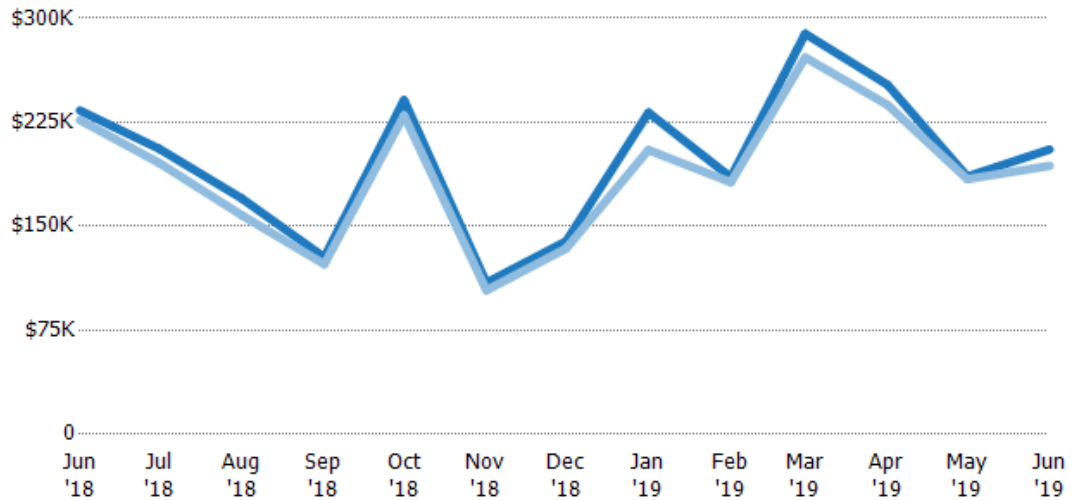
Current Year	\$214K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K
Prior Year	\$268K	\$176K	\$215K	\$241K	\$185K	\$142K	\$225K	\$210K	\$205K	\$183K	\$118K	\$235K	\$214K
Percent Change from Prior Year	-20%	8%	-16%	-70%	13%	-43%	-34%	-2%	-12%	16%	101%	-23%	-20%

## 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



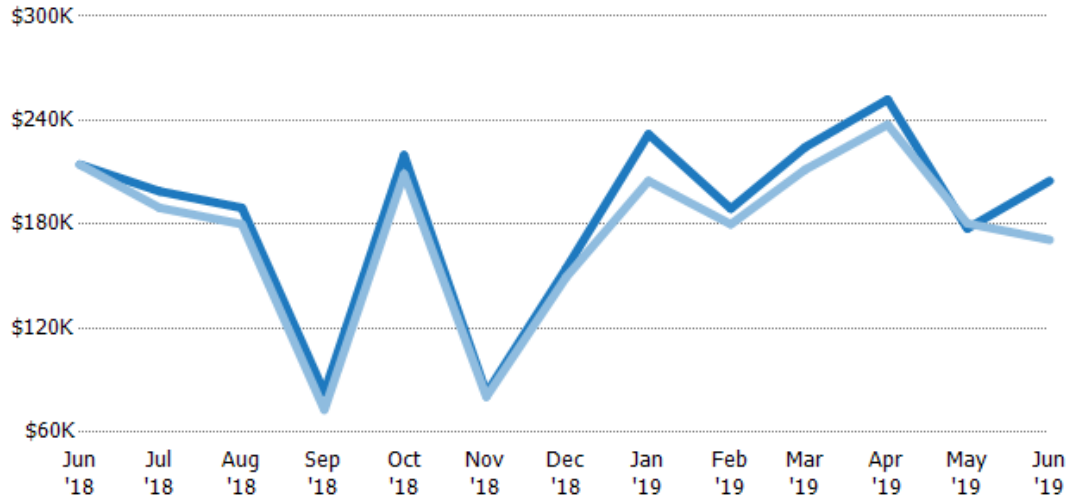
Avg List Price	\$233K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K
Avg Sales Price	\$227K	\$196K	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K
Avg Sales Price as a % of Avg List Price	97%	95%	93%	96%	95%	95%	96%	88%	98%	94%	94%	99%	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



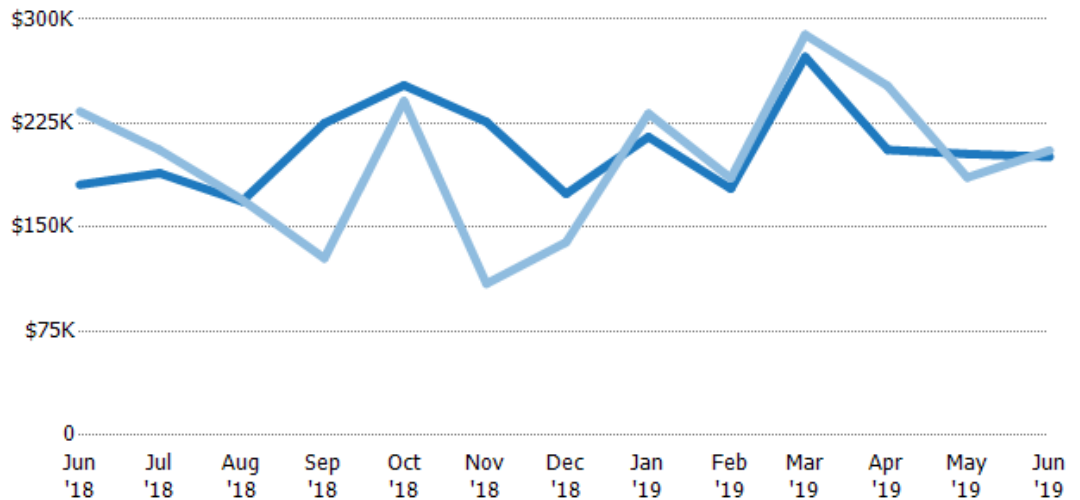
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$214K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K
Median Sales Price	\$214K	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K
Med Sales Price as a % of Med List Price	100%	95%	95%	88%	95%	98%	97%	88%	95%	94%	94%	102%	83%

## 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



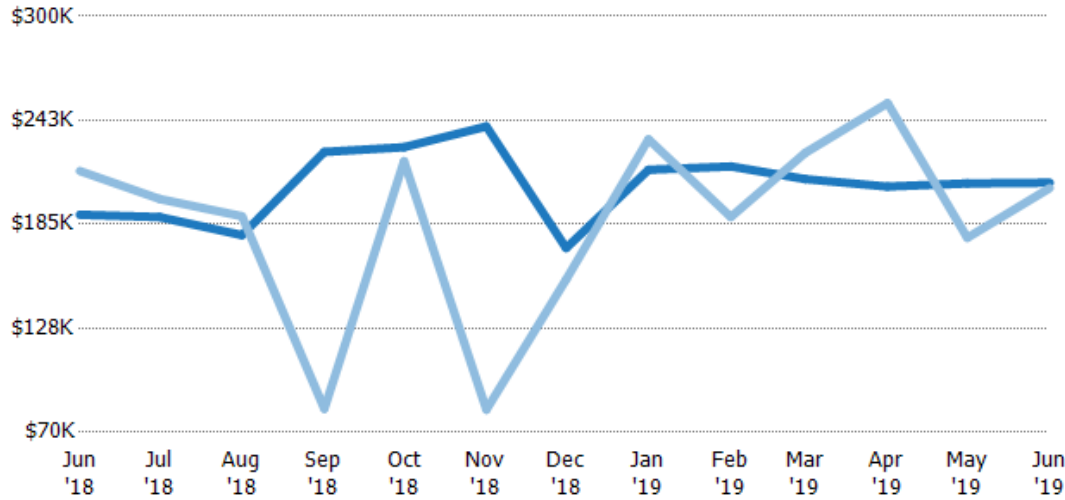
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$181K	\$189K	\$169K	\$225K	\$252K	\$226K	\$174K	\$215K	\$178K	\$273K	\$206K	\$203K	\$201K
Avg Sales Price	\$233K	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K
Avg Sales Price as a % of Avg Est Value	129%	109%	101%	57%	95%	48%	80%	108%	104%	106%	122%	92%	102%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$190K	\$189K	\$179K	\$225K	\$228K	\$239K	\$172K	\$215K	\$217K	\$210K	\$206K	\$208K	\$208K
Median Sales Price	\$214K	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K
Med Sales Price as a % of Med Est Value	113%	105%	106%	37%	97%	35%	90%	108%	87%	107%	122%	86%	99%