

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	10	-40%	65	78	-16.7%
New Listing Volume	\$1,360,000	\$1,969,000	-30.9%	\$16,899,500	\$16,970,600	-0.4%
Active Listing Count	57	64	-10.9%	N/A	N/A	
Active Listing Volume	\$16,832,000	\$15,841,300	+6.3%	N/A	N/A	
Average Listing Price	\$295,298	\$247,520	+19.3%	\$270,184	\$244,264	+10.6%
Median Listing Price	\$224,900	\$215,000	+4.6%	\$220,576	\$212,028	+4%
Median Days in RPR	112	108.5	+3.2%	168.11	150.21	+11.9%
Months of Inventory	8.1	16	-49.1%	8.4	9.9	-15.6%
Absorption Rate	12.28%	6.25%	+6%	11.96%	10.09%	+1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	7	5	+40%	48	50	-4%
New Pending Sales Volume	\$1,193,000	\$661,500	+80.3%	\$9,735,600	\$10,500,000	-7.3%
Pending Sales Count	15	10	+50%	N/A	N/A	
Pending Sales Volume	\$2,891,500	\$2,200,300	+31.4%	N/A	N/A	
Closed Sales Count	6	10	-40%	35	47	-25.5%
Closed Sales Volume	\$1,288,000	\$1,578,750	-18.4%	\$7,469,600	\$9,134,100	-18.2%
Average Sales Price	\$214,667	\$157,875	+36%	\$213,417	\$194,343	+9.8%
Median Sales Price	\$195,400	\$180,000	+8.6%	\$196,934	\$188,564	+4.4%

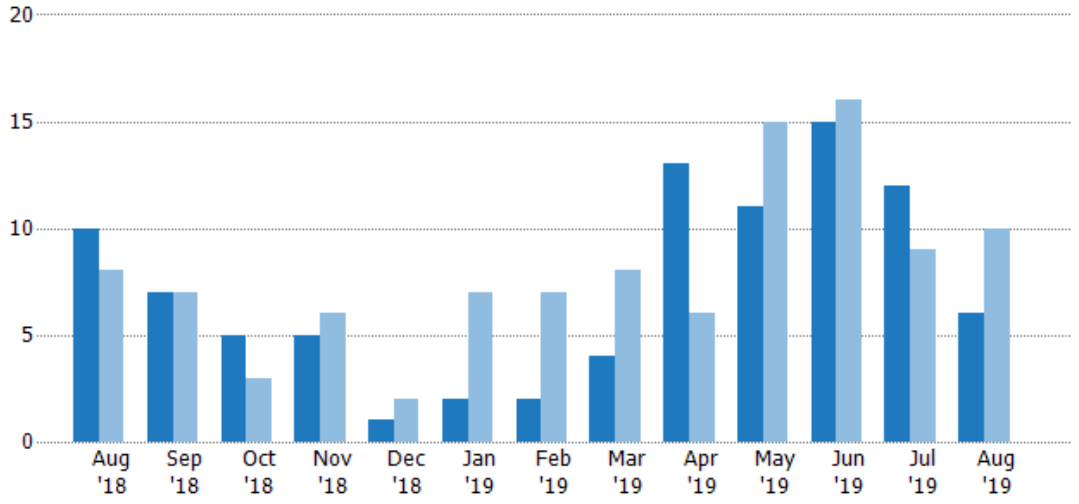
New Listings

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.
Aug '19	6	-40%
Aug '18	10	25%
Aug '17	8	37.5%



Current Year	10	7	5	5	1	2	2	4	13	11	15	12	6
Prior Year	8	7	3	6	2	7	7	8	6	15	16	9	10
Percent Change from Prior Year	25%	0%	67%	-17%	-50%	-71%	-71%	-50%	117%	-27%	-6%	33%	-40%

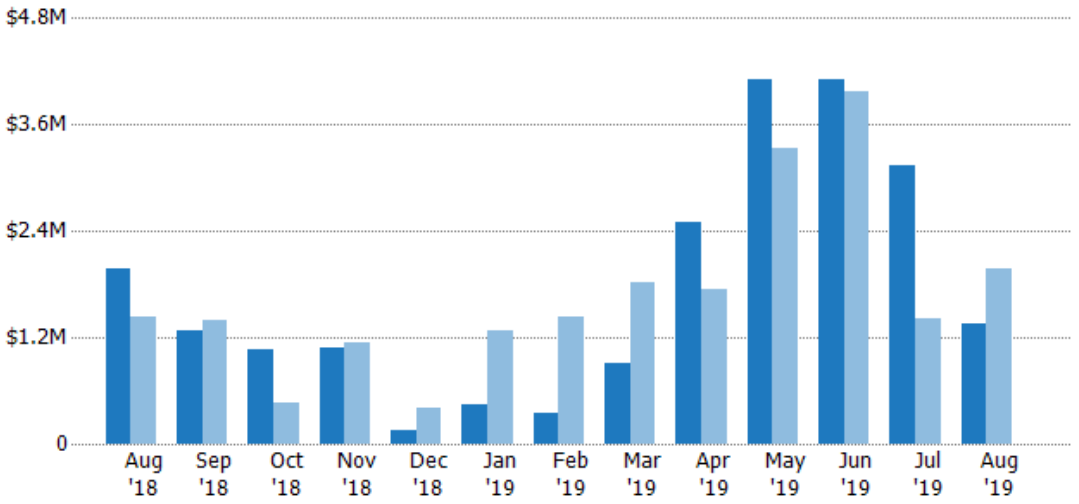
New Listing Volume

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.
Aug '19	\$1.36M	-30.9%
Aug '18	\$1.97M	37.4%
Aug '17	\$1.43M	100.5%



Current Year	\$1.97M	\$1.27M	\$1.06M	\$1.08M	\$145K	\$434K	\$339K	\$911K	\$2.5M	\$4.1M	\$4.11M	\$3.14M	\$1.36M
Prior Year	\$1.43M	\$1.4M	\$466K	\$1.15M	\$404K	\$1.27M	\$1.44M	\$1.82M	\$1.74M	\$3.34M	\$3.97M	\$1.42M	\$1.97M
Percent Change from Prior Year	37%	-9%	127%	-6%	-64%	-66%	-76%	-50%	44%	23%	3%	121%	-31%

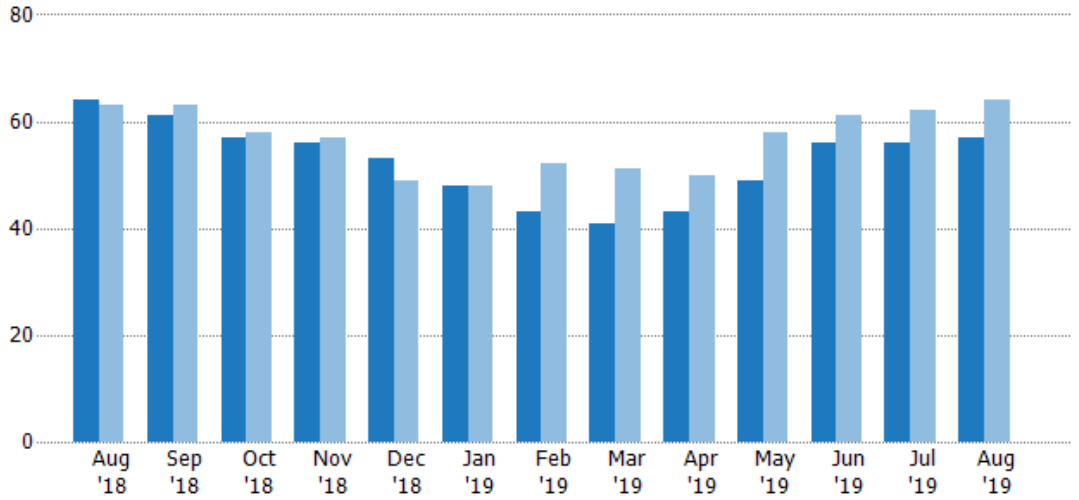
Active Listings

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.
Aug '19	57	-10.9%
Aug '18	64	1.6%
Aug '17	63	17.5%



Current Year	64	61	57	56	53	48	43	41	43	49	56	56	57
Prior Year	63	63	58	57	49	48	52	51	50	58	61	62	64
Percent Change from Prior Year	2%	-3%	-2%	-2%	8%	0%	-17%	-20%	-14%	-16%	-8%	-10%	-11%

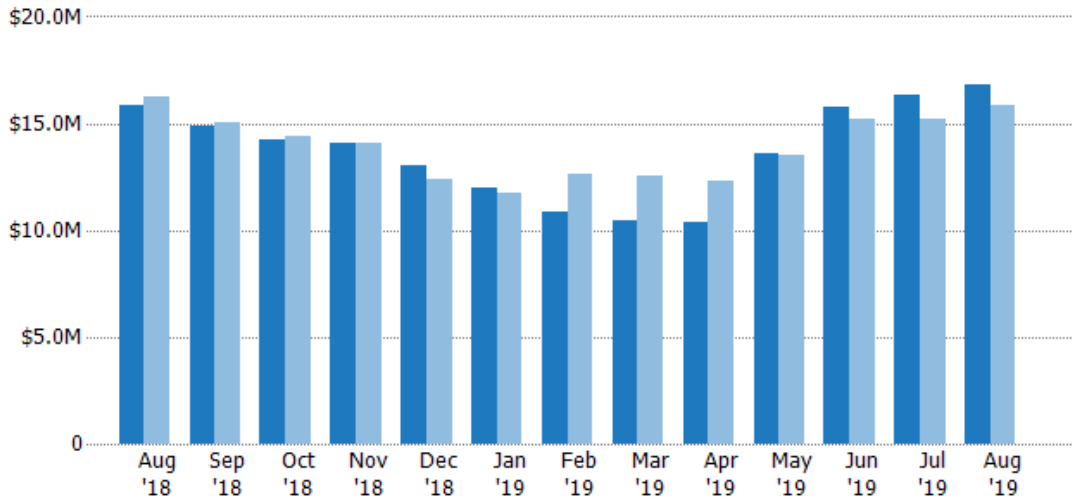
Active Listing Volume

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.
Aug '19	\$16.8M	6.3%
Aug '18	\$15.8M	-2.7%
Aug '17	\$16.3M	18.5%



Current Year	\$15.8M	\$14.8M	\$14.2M	\$14.1M	\$13.1M	\$12M	\$10.9M	\$10.4M	\$10.4M	\$13.6M	\$15.7M	\$16.4M	\$16.8M
Prior Year	\$16.3M	\$15.1M	\$14.4M	\$14.1M	\$12.4M	\$11.7M	\$12.6M	\$12.5M	\$12.3M	\$13.5M	\$15.2M	\$15.2M	\$15.8M
Percent Change from Prior Year	-3%	-2%	-1%	0%	5%	2%	-14%	-17%	-16%	1%	3%	8%	6%

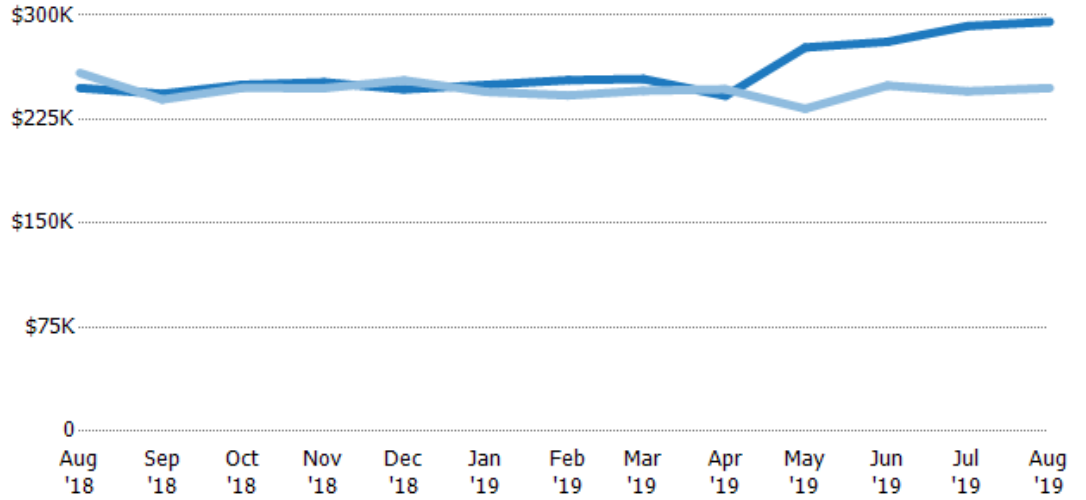
Average Listing Price

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.
Aug '19	\$295K	19.3%
Aug '18	\$248K	-4.2%
Aug '17	\$258K	0.9%



Current Year	\$248K	\$243K	\$250K	\$252K	\$247K	\$250K	\$253K	\$254K	\$242K	\$277K	\$281K	\$292K	\$295K
Prior Year	\$258K	\$239K	\$248K	\$247K	\$253K	\$245K	\$242K	\$246K	\$247K	\$233K	\$249K	\$245K	\$248K
Percent Change from Prior Year	-4%	2%	1%	2%	-3%	2%	5%	3%	-2%	19%	13%	19%	19%

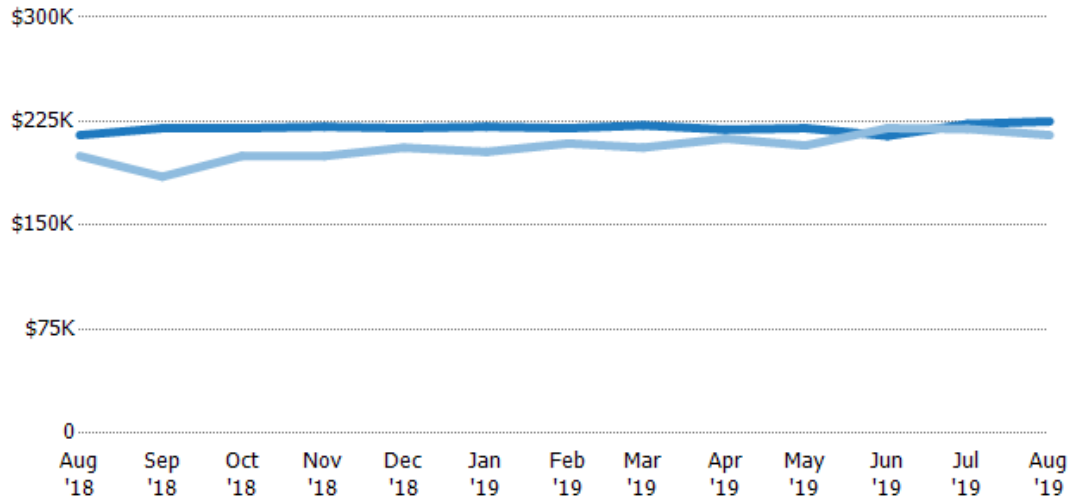
Median Listing Price

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.
Aug '19	\$225K	4.6%
Aug '18	\$215K	7.6%
Aug '17	\$200K	2.3%



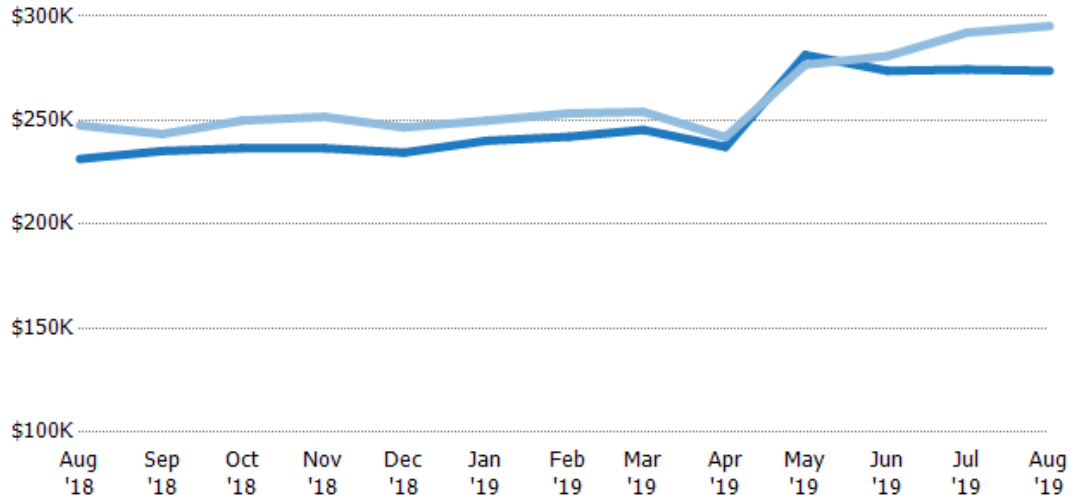
Current Year	\$215K	\$220K	\$220K	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$223K	\$225K
Prior Year	\$200K	\$185K	\$200K	\$200K	\$206K	\$203K	\$209K	\$206K	\$213K	\$208K	\$220K	\$220K	\$215K
Percent Change from Prior Year	8%	19%	10%	11%	7%	9%	5%	8%	3%	6%	-3%	2%	5%

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

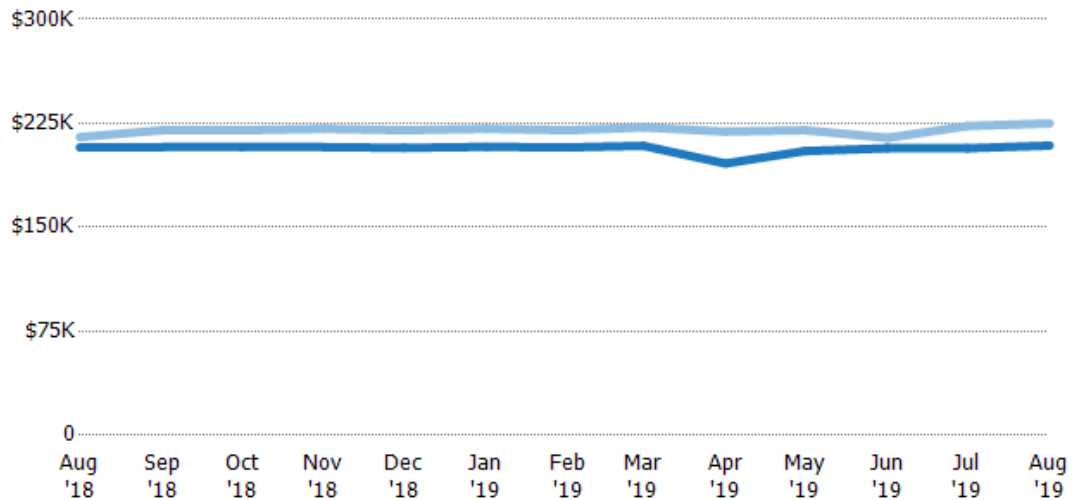


Median Listing Price vs Median Est Value

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



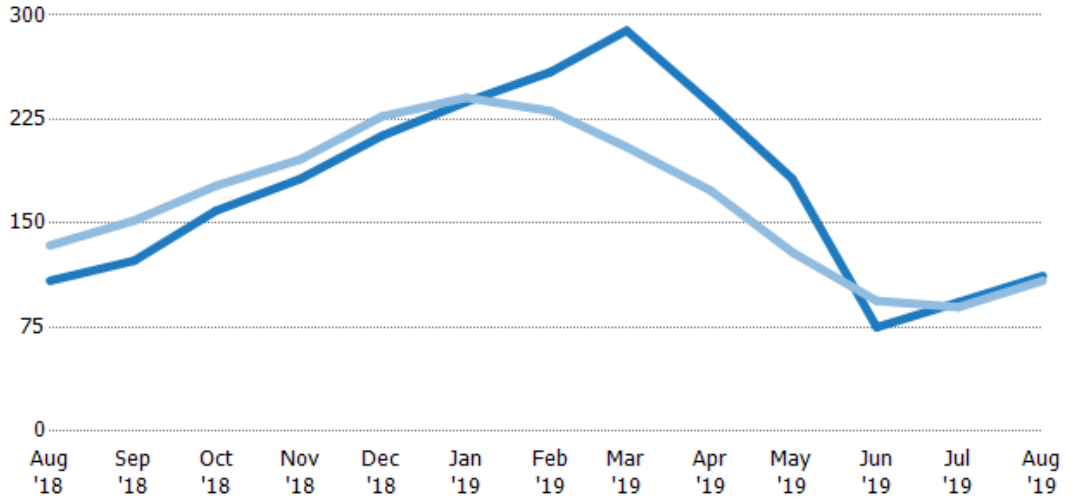
Median Days in RPR

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.
Aug '19	112	3.2%
Aug '18	109	-19%
Aug '17	134	-10.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	109	123	159	182	213	238	259	289	236	182	75	93	112
Prior Year	134	152	177	196	227	241	231	205	174	129	94	89.5	109
Percent Change from Prior Year	-19%	-19%	-10%	-7%	-6%	-1%	12%	41%	36%	41%	-20%	4%	3%

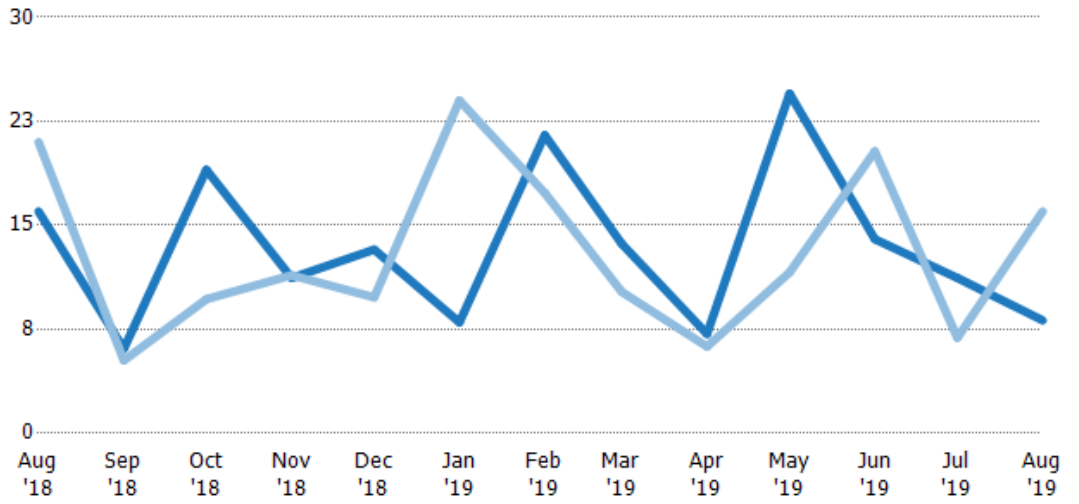
Months of Inventory

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.
Aug '19	8.14	-49.1%
Aug '18	16	-23.8%
Aug '17	21	-41.3%



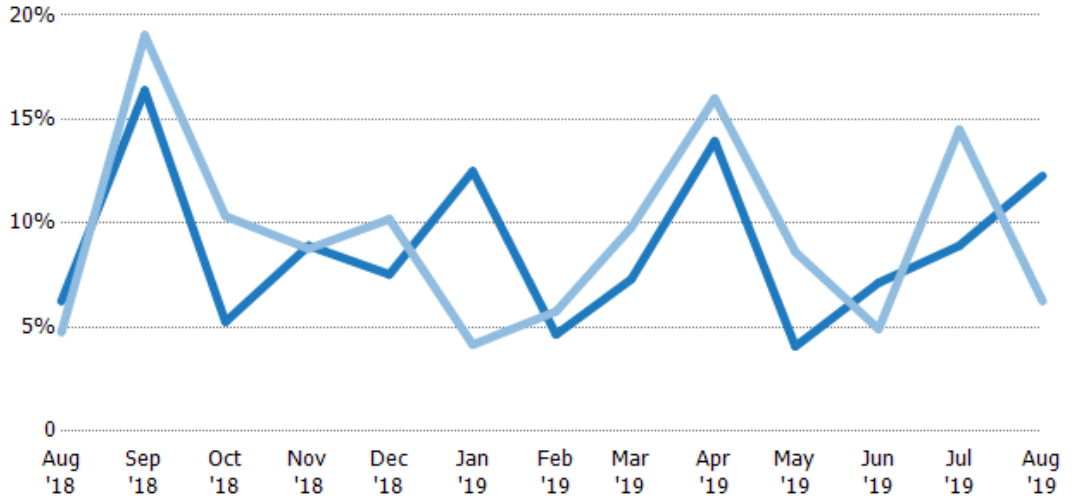
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	16	6.1	19	11.2	13.3	8	21.5	13.7	7.17	24.5	14	11.2	8.14
Prior Year	21	5.25	9.67	11.4	9.8	24	17.3	10.2	6.25	11.6	20.3	6.89	16
Percent Change from Prior Year	-24%	16%	97%	-2%	35%	-67%	24%	34%	15%	111%	-31%	63%	-49%

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.
Aug '19	12%	-6%
Aug '18	6%	-1.5%
Aug '17	5%	70.2%

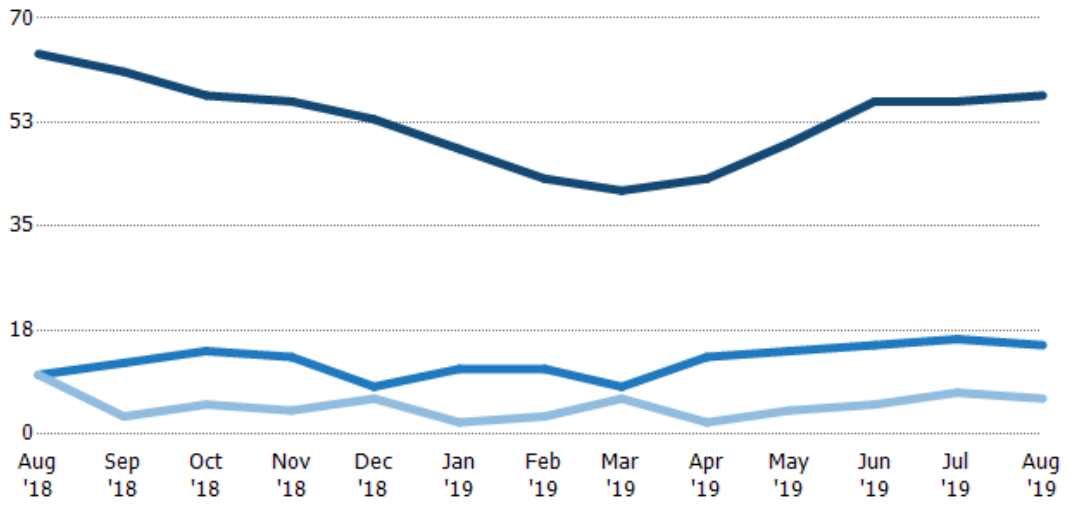
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	6%	16%	5%	9%	8%	13%	5%	7%	14%	4%	7%	9%	12%
Prior Year	5%	19%	10%	9%	10%	4%	6%	10%	16%	9%	5%	15%	6%
Change from Prior Year	-1%	3%	5%	0%	3%	-8%	1%	2%	2%	5%	-2%	6%	-6%

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



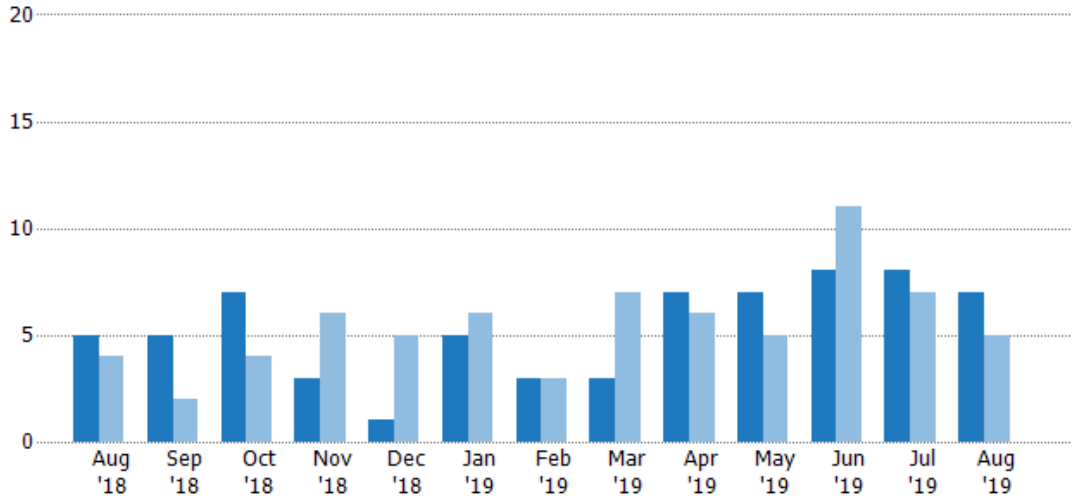
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	64	61	57	56	53	48	43	41	43	49	56	56	57
Pending	10	12	14	13	8	11	11	8	13	14	15	16	15
Sold	10	3	5	4	6	2	3	6	2	4	5	7	6

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



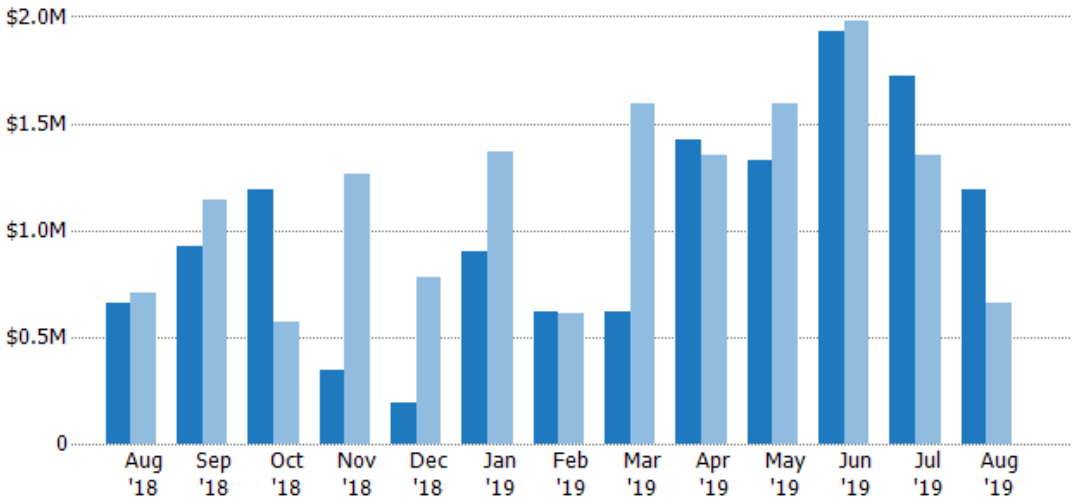
Month/Year	Count	% Chg.
Aug '19	7	40%
Aug '18	5	25%
Aug '17	4	175%

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.
Aug '19	\$1.19M	80.3%
Aug '18	\$662K	-6%
Aug '17	\$704K	149.6%

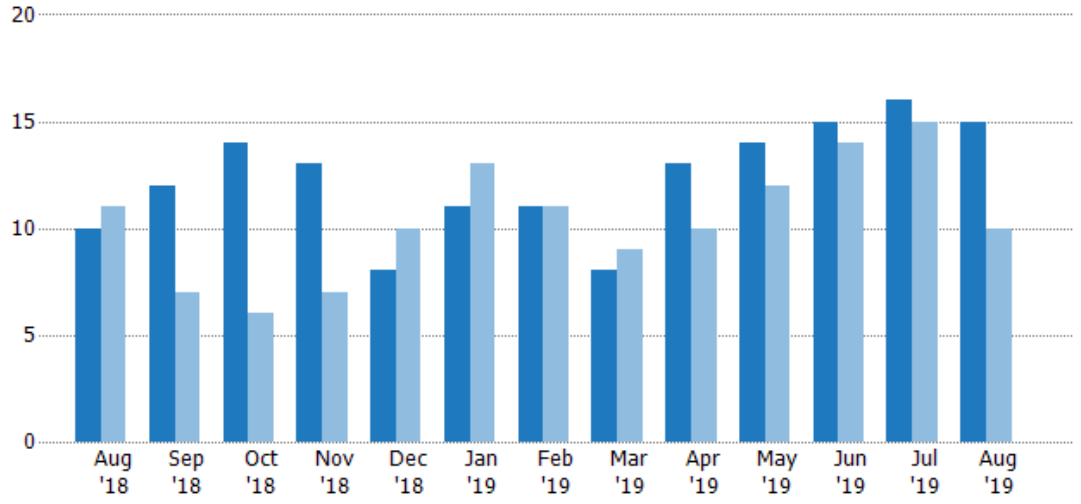
Pending Sales

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.
Aug '19	15	50%
Aug '18	10	-9.1%
Aug '17	11	-9.1%



Current Year	10	12	14	13	8	11	11	8	13	14	15	16	15
Prior Year	11	7	6	7	10	13	11	9	10	12	14	15	10
Percent Change from Prior Year	-9%	71%	133%	86%	-20%	-15%	0%	-11%	30%	17%	7%	7%	50%

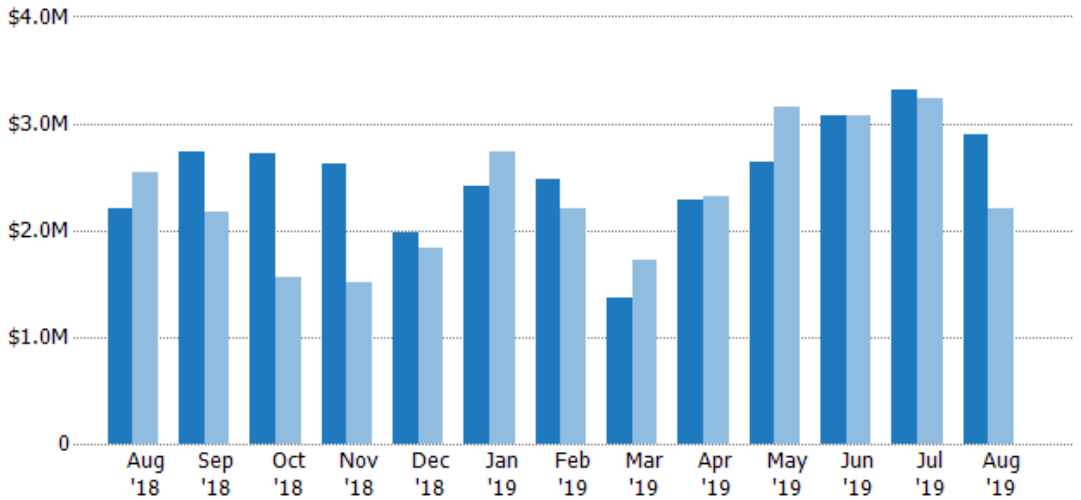
Pending Sales Volume

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.
Aug '19	\$2.89M	31.4%
Aug '18	\$2.2M	-13.3%
Aug '17	\$2.54M	-32.2%



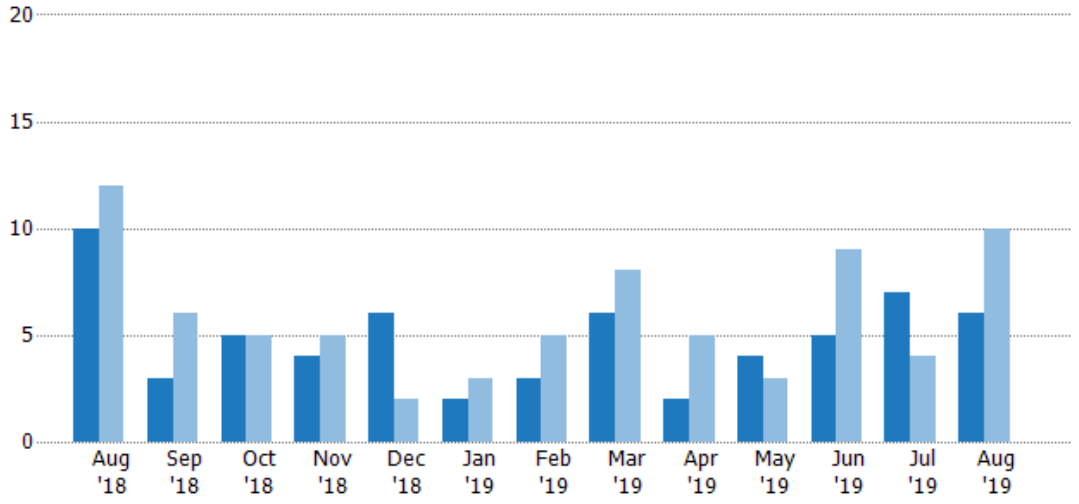
Current Year	\$2.2M	\$2.74M	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M	\$2.29M	\$2.63M	\$3.07M	\$3.32M	\$2.89M
Prior Year	\$2.54M	\$2.17M	\$1.56M	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M	\$2.31M	\$3.16M	\$3.08M	\$3.24M	\$2.2M
Percent Change from Prior Year	-13%	26%	75%	74%	8%	-11%	12%	-21%	-1%	-17%	0%	3%	31%

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



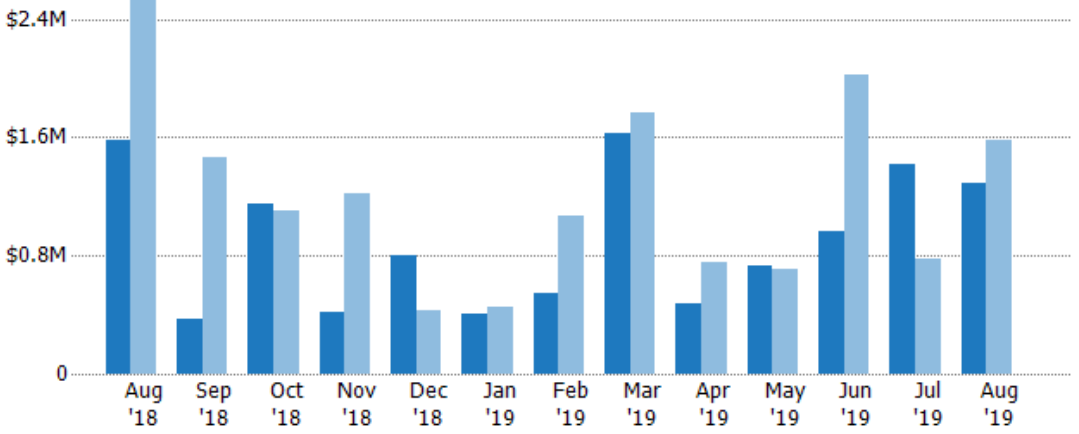
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	6	10	-40%
Aug '18	10	12	-17%
Aug '17	12	12	0%

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



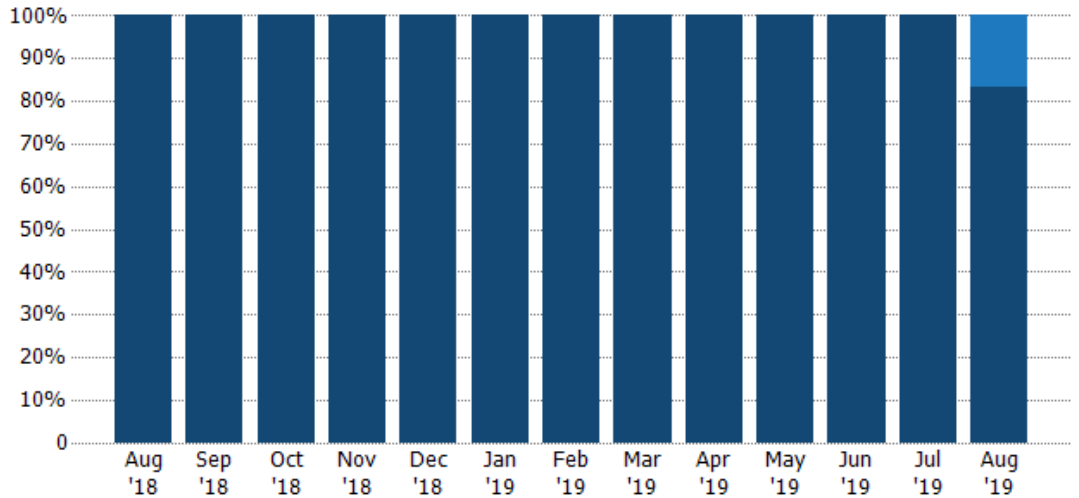
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$1.29M	\$1.58M	-18.4%
Aug '18	\$1.58M	\$2.67M	-41%
Aug '17	\$2.67M	\$2.67M	0%

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



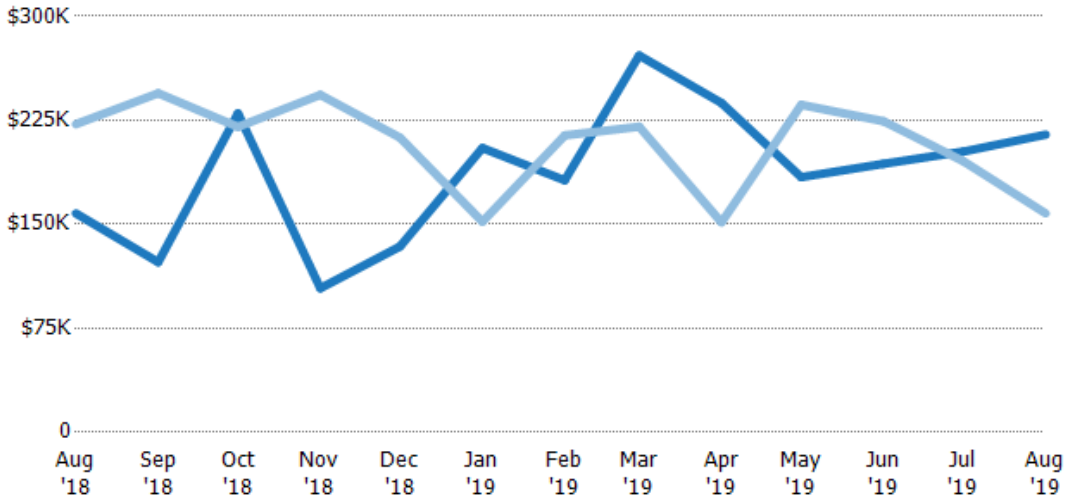
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	17%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%

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	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K
Prior Year	\$222K	\$245K	\$220K	\$243K	\$213K	\$152K	\$214K	\$220K	\$151K	\$236K	\$224K	\$196K	\$158K
Percent Change from Prior Year	-29%	-50%	4%	-57%	-37%	35%	-15%	23%	57%	-22%	-14%	4%	36%

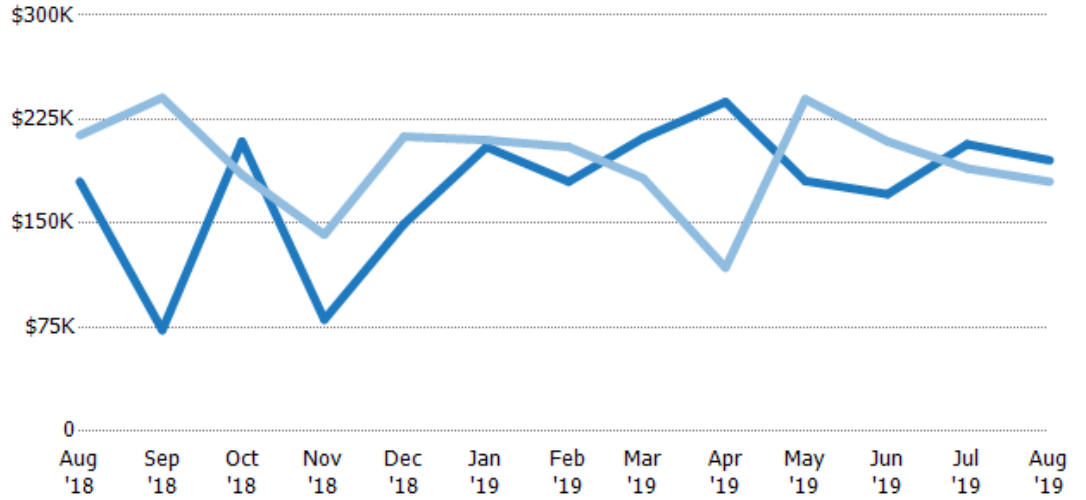
Median Sales Price

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.
Aug '19	\$195K	8.6%
Aug '18	\$180K	-15.7%
Aug '17	\$214K	-15.9%



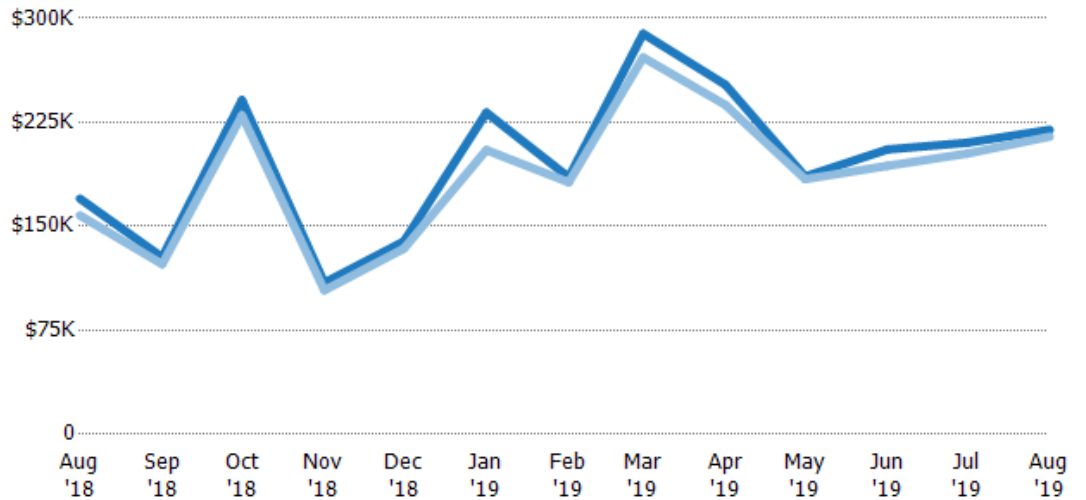
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K
Prior Year	\$214K	\$241K	\$185K	\$142K	\$213K	\$210K	\$205K	\$183K	\$118K	\$240K	\$209K	\$190K	\$180K
Percent Change from Prior Year	-16%	-70%	13%	-43%	-30%	-2%	-12%	16%	101%	-25%	-18%	9%	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



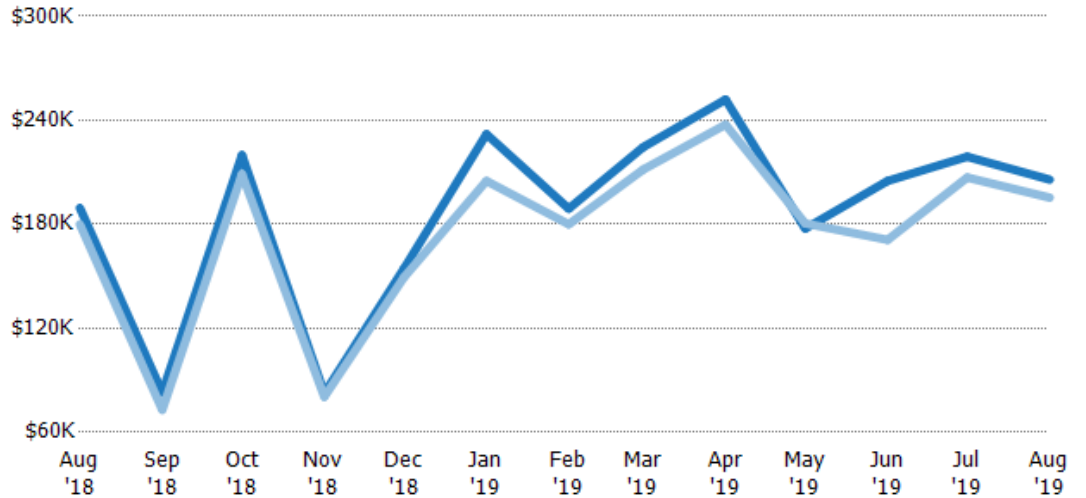
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K
Avg Sales Price	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K
Avg Sales Price as a % of Avg List Price	93%	96%	95%	95%	96%	88%	98%	94%	94%	99%	94%	96%	98%

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



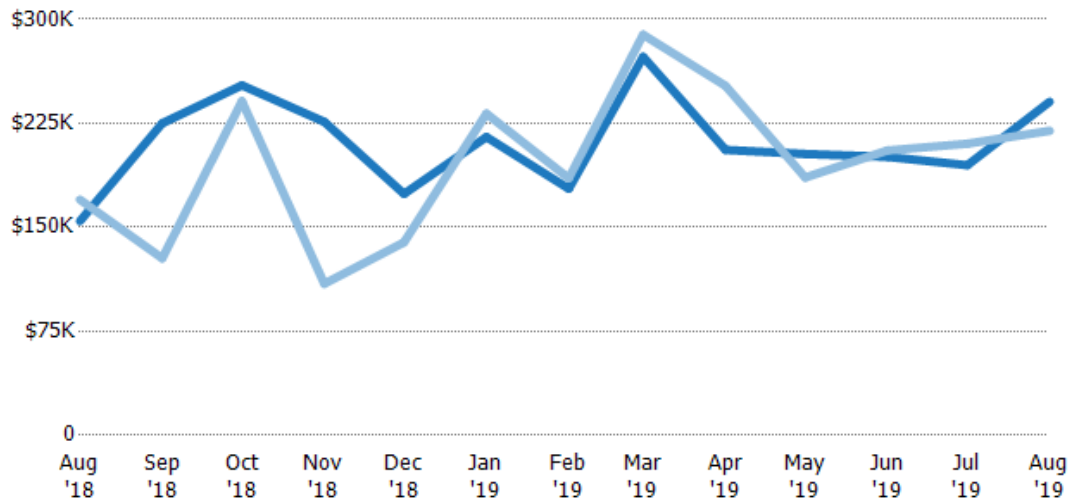
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K
Median Sales Price	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K
Med Sales Price as a % of Med List Price	95%	88%	95%	98%	97%	88%	95%	94%	94%	102%	83%	95%	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.

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



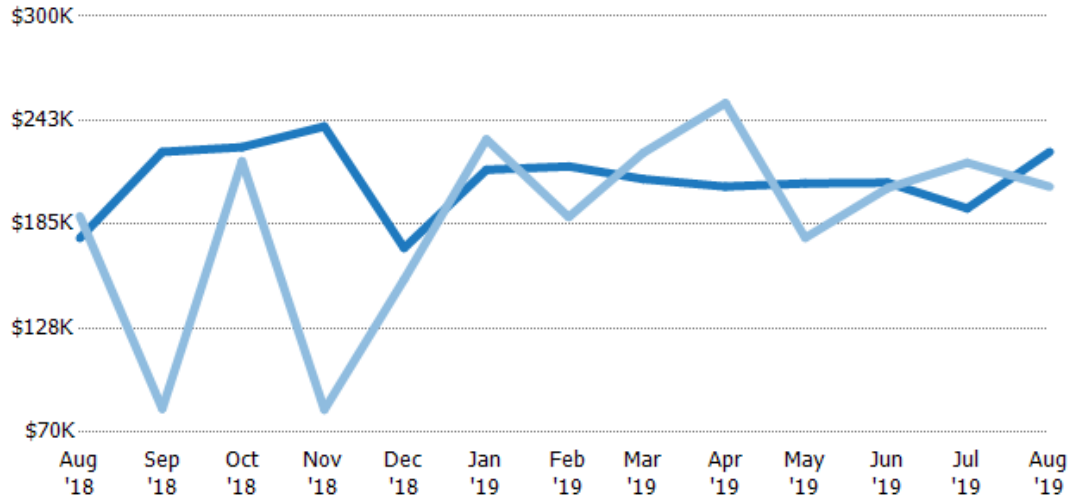
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$154K	\$225K	\$252K	\$226K	\$174K	\$215K	\$178K	\$273K	\$206K	\$203K	\$201K	\$195K	\$241K
Avg Sales Price	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K
Avg Sales Price as a % of Avg Est Value	110%	57%	95%	48%	80%	108%	104%	106%	122%	92%	102%	108%	91%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$177K	\$225K	\$228K	\$239K	\$172K	\$215K	\$217K	\$210K	\$206K	\$208K	\$208K	\$194K	\$225K
Median Sales Price	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K
Med Sales Price as a % of Med Est Value	107%	37%	97%	35%	90%	108%	87%	107%	122%	86%	99%	113%	91%