

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	5	-80%	83	95	-12.6%
New Listing Volume	\$189,900	\$1,075,900	-82.3%	\$20,109,075	\$21,125,600	-4.8%
Active Listing Count	43	56	-23.2%	N/A	N/A	
Active Listing Volume	\$11,433,675	\$14,075,600	-18.8%	N/A	N/A	
Average Listing Price	\$265,899	\$251,350	+5.8%	\$270,692	\$245,701	+10.2%
Median Listing Price	\$219,000	\$221,000	-0.9%	\$218,970	\$213,328	+2.6%
Median Days in RPR	152	182	-16.5%	155.86	144.34	+8%
Months of Inventory	21.5	11.2	+92%	9.1	10.4	-12.5%
Absorption Rate	4.65%	8.93%	-4.3%	11.03%	9.65%	+1.4%
Sales Activity Charts Metrics						
New Pending Sales Count	3	3	+/-	68	64	+6.3%
New Pending Sales Volume	\$487,000	\$341,000	+42.8%	\$14,088,375	\$12,653,900	+11.3%
Pending Sales Count	11	13	-15.4%	N/A	N/A	
Pending Sales Volume	\$2,209,500	\$2,628,400	-15.9%	N/A	N/A	
Closed Sales Count	10	4	+150%	56	59	-5.1%
Closed Sales Volume	\$1,984,000	\$415,444	+377.6%	\$11,749,400	\$11,067,544	+6.2%
Average Sales Price	\$198,400	\$103,861	+91%	\$209,811	\$187,585	+11.8%
Median Sales Price	\$177,500	\$80,500	+120.5%	\$193,977	\$177,093	+9.5%

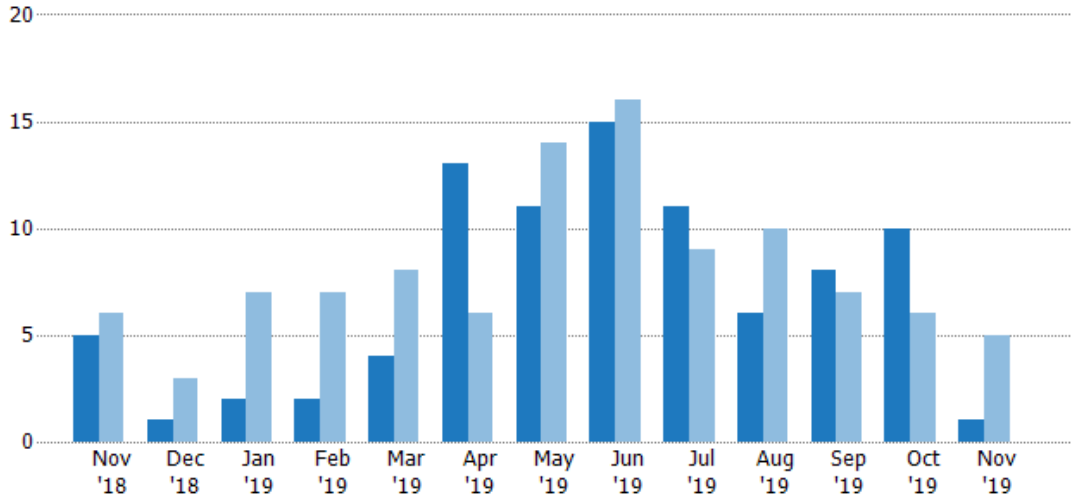
New Listings

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.
Nov '19	1	-80%
Nov '18	5	-16.7%
Nov '17	6	0%



Current Year	5	1	2	2	4	13	11	15	11	6	8	10	1
Prior Year	6	3	7	7	8	6	14	16	9	10	7	6	5
Percent Change from Prior Year	-17%	-67%	-71%	-71%	-50%	117%	-21%	-6%	22%	-40%	14%	67%	-80%

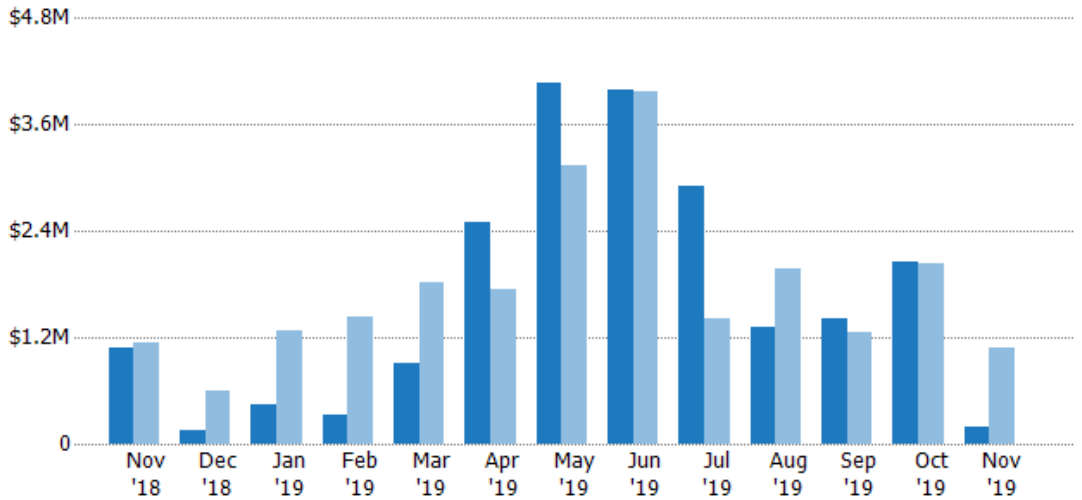
New Listing Volume

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.
Nov '19	\$190K	-82.3%
Nov '18	\$1.08M	-6.3%
Nov '17	\$1.15M	-8.1%



Current Year	\$1.08M	\$145K	\$434K	\$333K	\$911K	\$2.5M	\$4.07M	\$4M	\$2.91M	\$1.31M	\$1.4M	\$2.05M	\$190K
Prior Year	\$1.15M	\$599K	\$1.27M	\$1.44M	\$1.82M	\$1.74M	\$3.13M	\$3.97M	\$1.42M	\$1.97M	\$1.26M	\$2.03M	\$1.08M
Percent Change from Prior Year	-6%	-76%	-66%	-77%	-50%	44%	30%	1%	105%	-33%	12%	1%	-82%

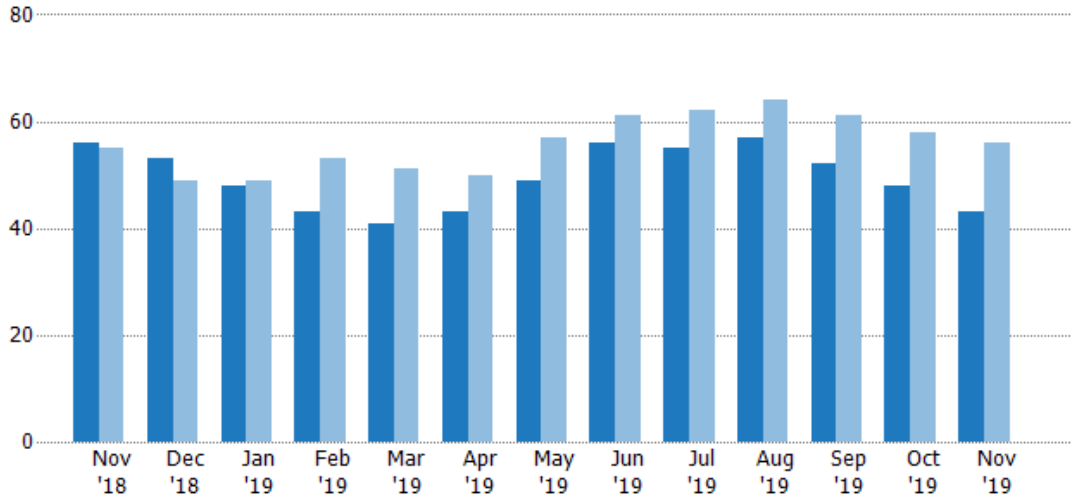
Active Listings

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.
Nov '19	43	-23.2%
Nov '18	56	1.8%
Nov '17	55	27.3%



Current Year	56	53	48	43	41	43	49	56	55	57	52	48	43
Prior Year	55	49	49	53	51	50	57	61	62	64	61	58	56
Percent Change from Prior Year	2%	8%	-2%	-19%	-20%	-14%	-14%	-8%	-11%	-11%	-15%	-17%	-23%

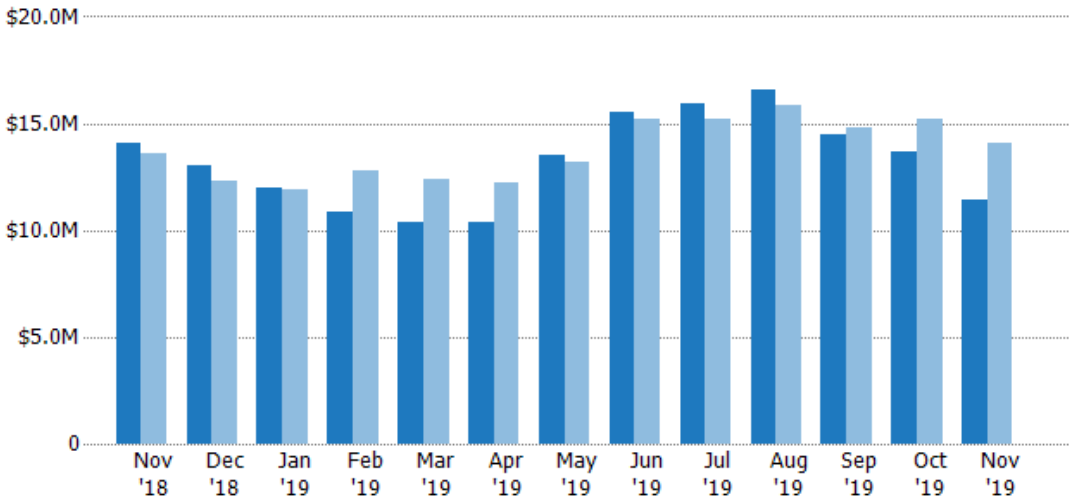
Active Listing Volume

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.
Nov '19	\$11.4M	-18.8%
Nov '18	\$14.1M	3.5%
Nov '17	\$13.6M	39.4%



Current Year	\$14.1M	\$13.1M	\$12M	\$10.9M	\$10.4M	\$10.4M	\$13.5M	\$15.6M	\$16M	\$16.6M	\$14.5M	\$13.6M	\$11.4M
Prior Year	\$13.6M	\$12.3M	\$11.9M	\$12.8M	\$12.4M	\$12.2M	\$13.2M	\$15.2M	\$15.2M	\$15.8M	\$14.8M	\$15.2M	\$14.1M
Percent Change from Prior Year	4%	6%	0%	-15%	-16%	-15%	2%	2%	5%	5%	-2%	-10%	-19%

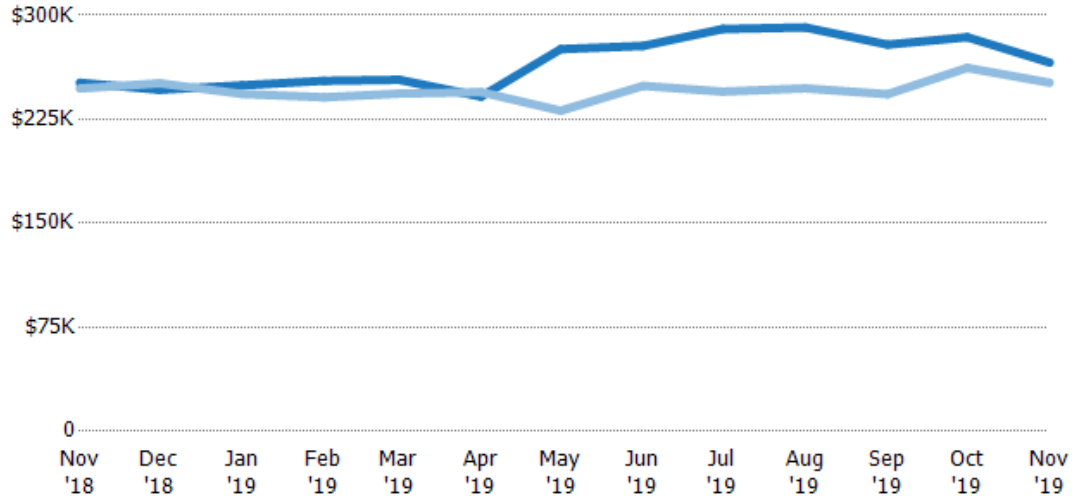
Average Listing Price

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.
Nov '19	\$266K	5.8%
Nov '18	\$251K	1.7%
Nov '17	\$247K	9.5%



Current Year	\$251K	\$246K	\$249K	\$253K	\$254K	\$241K	\$276K	\$278K	\$290K	\$291K	\$279K	\$284K	\$266K
Prior Year	\$247K	\$251K	\$243K	\$241K	\$244K	\$245K	\$231K	\$249K	\$245K	\$247K	\$243K	\$262K	\$251K
Percent Change from Prior Year	2%	-2%	3%	5%	4%	-1%	19%	12%	18%	18%	15%	8%	6%

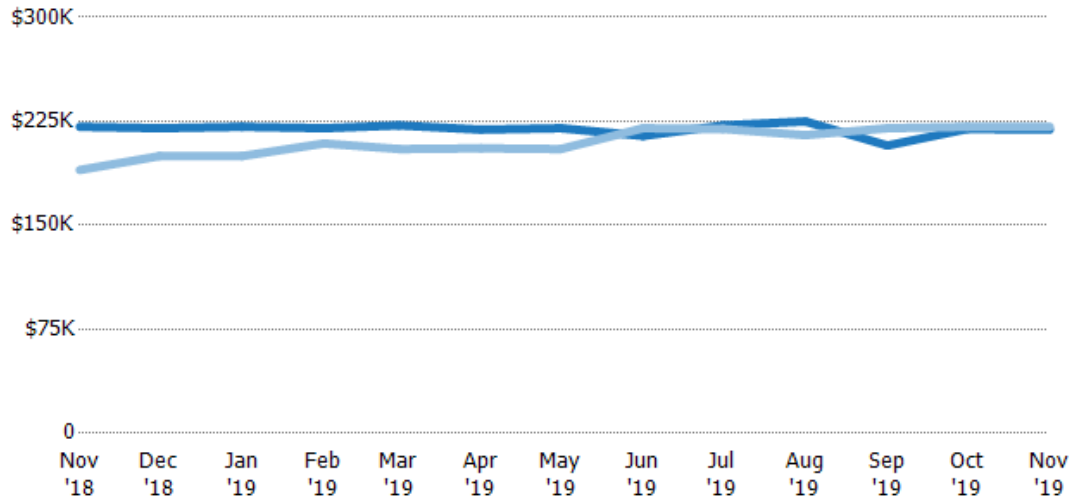
Median Listing Price

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.
Nov '19	\$219K	-0.9%
Nov '18	\$221K	16.4%
Nov '17	\$190K	10.6%



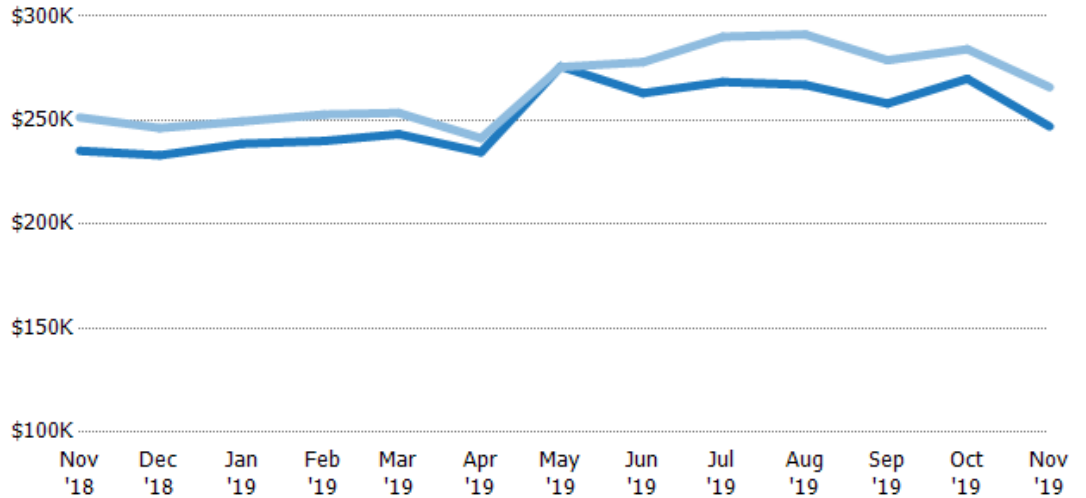
Current Year	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$222K	\$225K	\$208K	\$219K	\$219K
Prior Year	\$190K	\$200K	\$200K	\$209K	\$205K	\$206K	\$205K	\$220K	\$220K	\$215K	\$220K	\$221K	\$221K
Percent Change from Prior Year	16%	10%	11%	5%	8%	7%	7%	-3%	1%	5%	-6%	-1%	-1%

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



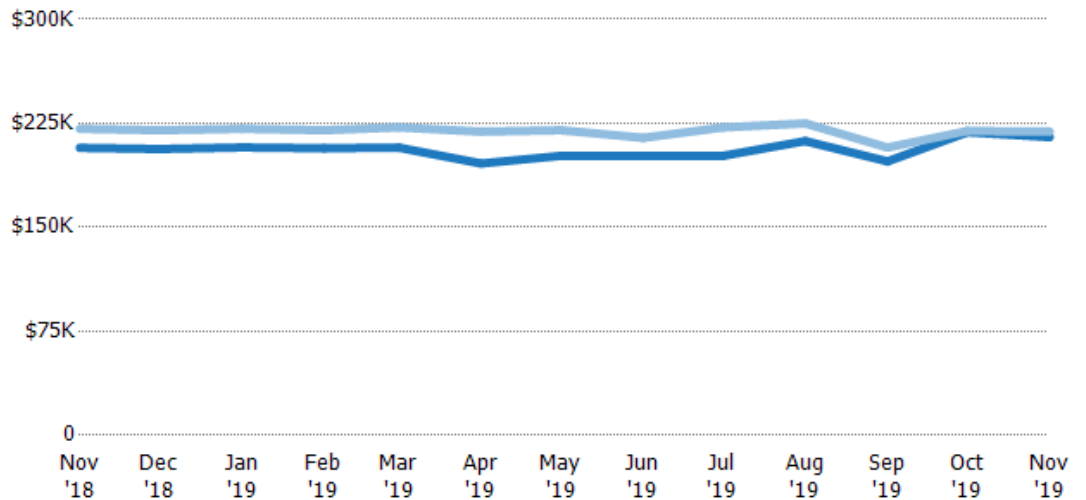
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$235K	\$233K	\$239K	\$240K	\$243K	\$235K	\$276K	\$263K	\$268K	\$267K	\$258K	\$270K	\$247K
Avg Listing Price	\$251K	\$246K	\$249K	\$253K	\$254K	\$241K	\$276K	\$278K	\$290K	\$291K	\$279K	\$284K	\$266K
Avg Listing Price as a % of Avg Est Value	107%	106%	105%	105%	104%	103%	100%	106%	108%	109%	108%	105%	108%

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



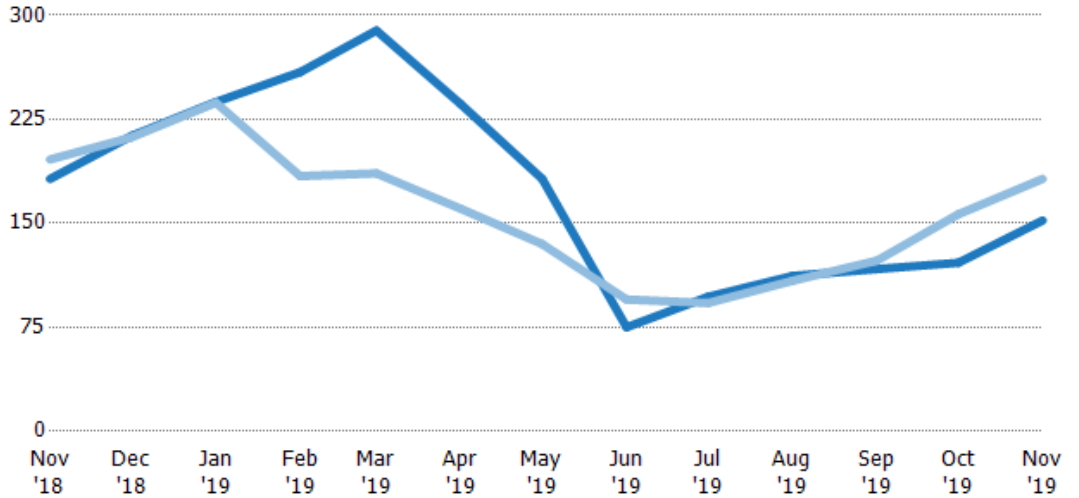
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$207K	\$206K	\$208K	\$207K	\$208K	\$196K	\$202K	\$202K	\$202K	\$212K	\$198K	\$219K	\$215K
Median Listing Price	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$222K	\$225K	\$208K	\$219K	\$219K
Med Listing Price as a % of Med Est Value	107%	107%	106%	106%	107%	112%	109%	106%	110%	106%	105%	100%	102%

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.
Nov '19	152	-16.5%
Nov '18	182	-7.1%
Nov '17	196	-28.8%

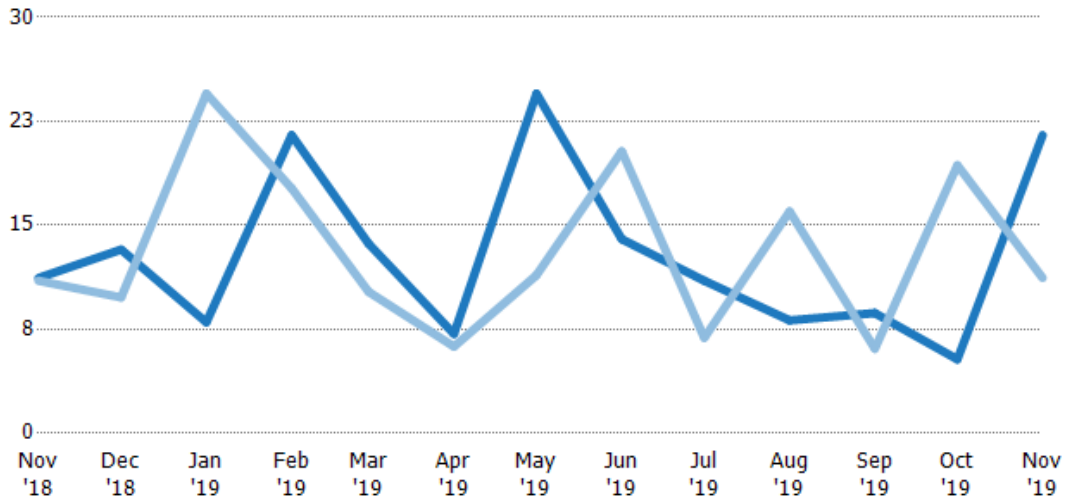
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	182	213	238	259	289	236	182	75	97	112	117	122	152
Prior Year	196	212	237	184	186	161	135	95	92.5	109	123	157	182
Percent Change from Prior Year	-7%	0%	0%	41%	55%	47%	35%	-21%	5%	3%	-5%	-22%	-16%

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.
Nov '19	21.5	92%
Nov '18	11.2	1.8%
Nov '17	11	27.3%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	11.2	13.3	8	21.5	13.7	7.17	24.5	14	11	8.14	8.67	5.33	21.5
Prior Year	11	9.8	24.5	17.7	10.2	6.25	11.4	20.3	6.89	16	6.1	19.3	11.2
Percent Change from Prior Year	2%	35%	-67%	22%	34%	15%	115%	-31%	60%	-49%	42%	-72%	92%

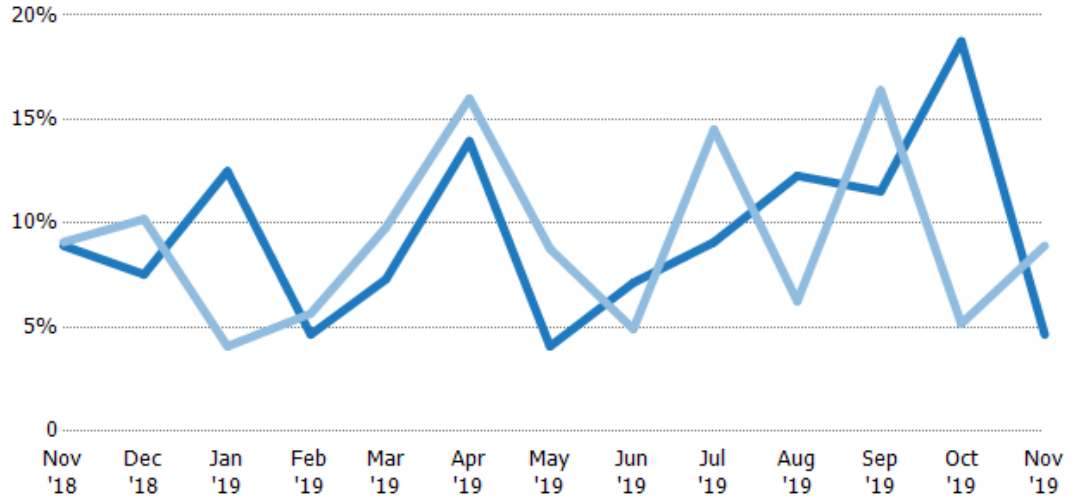
Absorption Rate

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.
Nov '19	5%	4.3%
Nov '18	9%	0.2%
Nov '17	9%	-21.5%



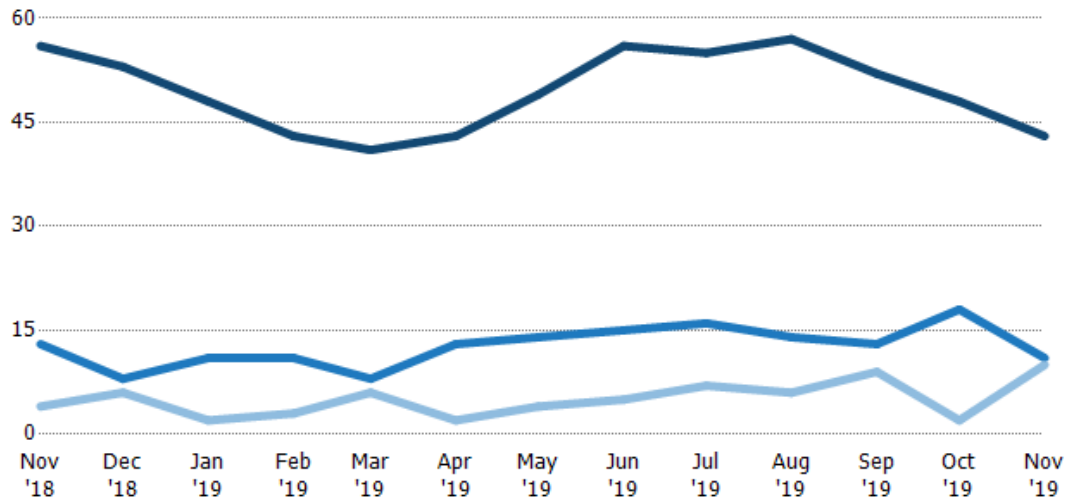
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9%	8%	13%	5%	7%	14%	4%	7%	9%	12%	12%	19%	5%
Prior Year	9%	10%	4%	6%	10%	16%	9%	5%	15%	6%	16%	5%	9%
Change from Prior Year	0%	3%	-8%	1%	2%	2%	5%	-2%	5%	-6%	5%	-14%	4%

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



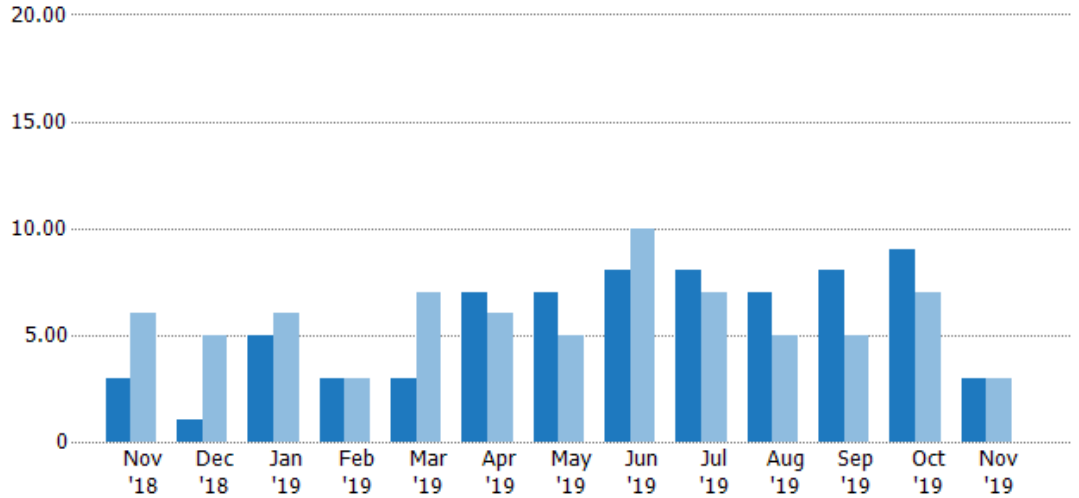
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	56	53	48	43	41	43	49	56	55	57	52	48	43
Pending	13	8	11	11	8	13	14	15	16	14	13	18	11
Sold	4	6	2	3	6	2	4	5	7	6	9	2	10

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



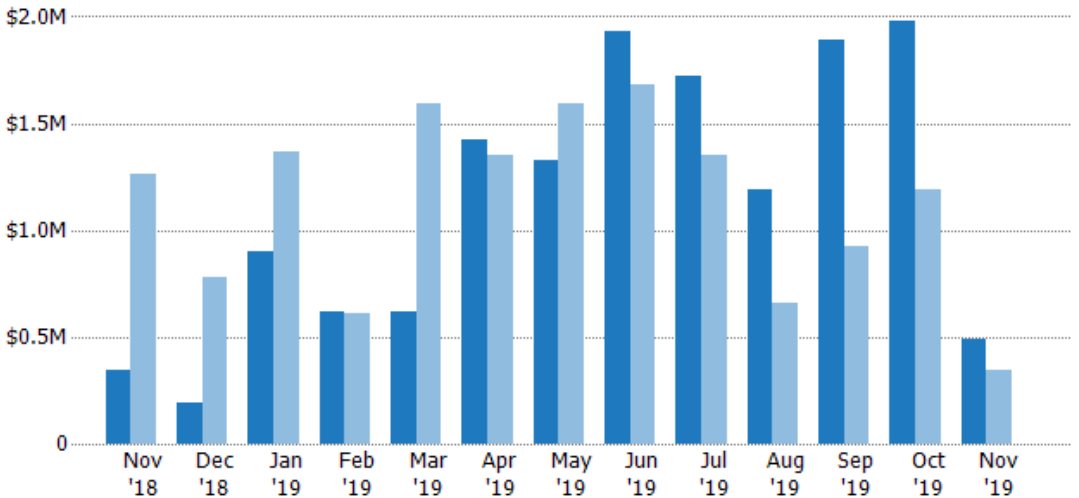
Month/Year	Count	% Chg.
Nov '19	3	0%
Nov '18	3	-50%
Nov '17	6	-33.3%

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.
Nov '19	\$487K	42.8%
Nov '18	\$341K	-73%
Nov '17	\$1.26M	-41.2%

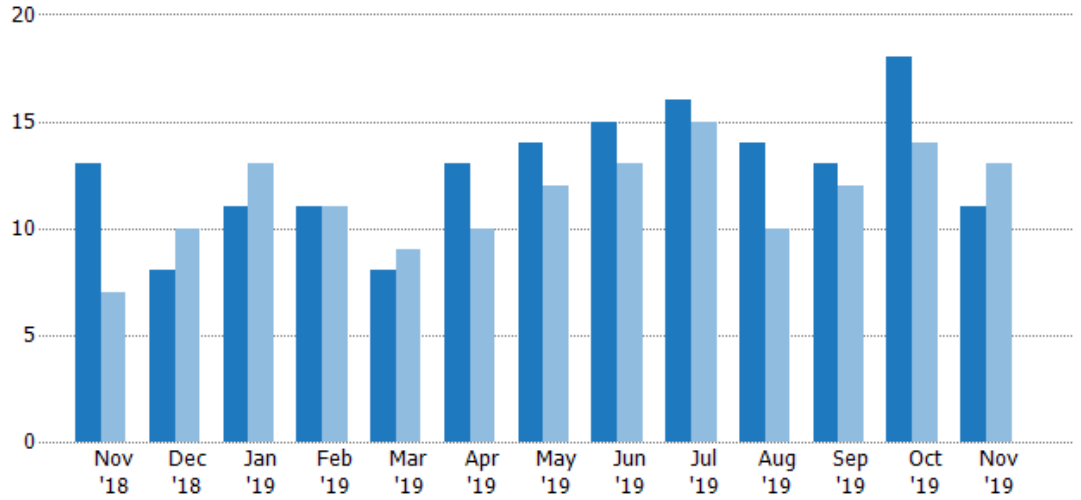
Pending Sales

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.
Nov '19	11	-15.4%
Nov '18	13	85.7%
Nov '17	7	28.6%



Current Year	13	8	11	11	8	13	14	15	16	14	13	18	11
Prior Year	7	10	13	11	9	10	12	13	15	10	12	14	13
Percent Change from Prior Year	86%	-20%	-15%	0%	-11%	30%	17%	15%	7%	40%	8%	29%	-15%

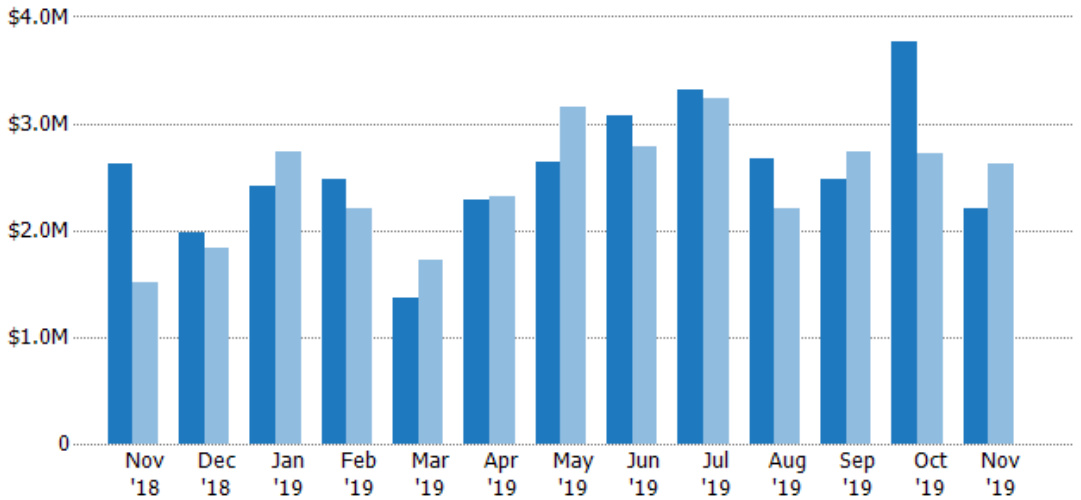
Pending Sales Volume

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.
Nov '19	\$2.21M	-15.9%
Nov '18	\$2.63M	74.3%
Nov '17	\$1.51M	4.3%



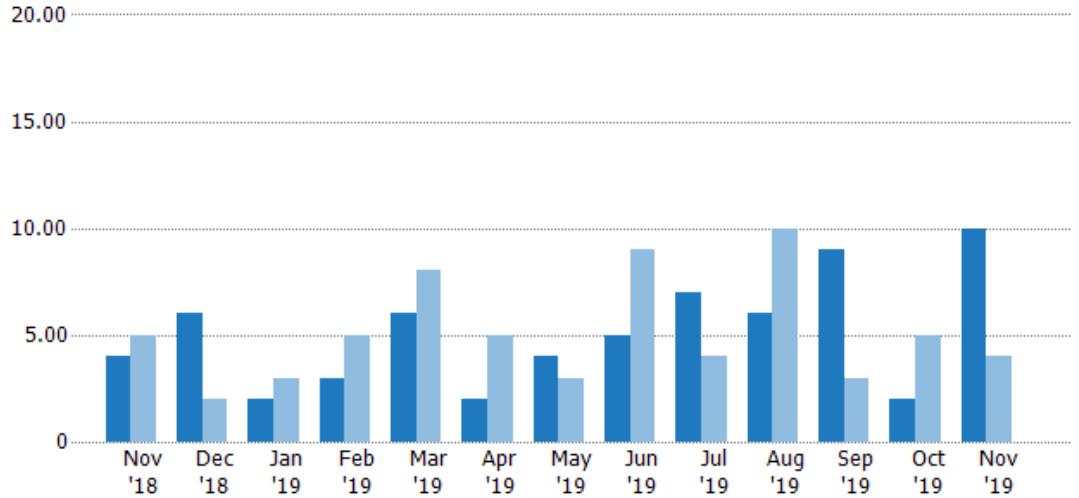
Current Year	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M	\$2.29M	\$2.63M	\$3.07M	\$3.32M	\$2.67M	\$2.48M	\$3.77M	\$2.21M
Prior Year	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M	\$2.31M	\$3.16M	\$2.78M	\$3.24M	\$2.2M	\$2.74M	\$2.72M	\$2.63M
Percent Change from Prior Year	74%	8%	-11%	12%	-21%	-1%	-17%	10%	3%	21%	-10%	38%	-16%

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



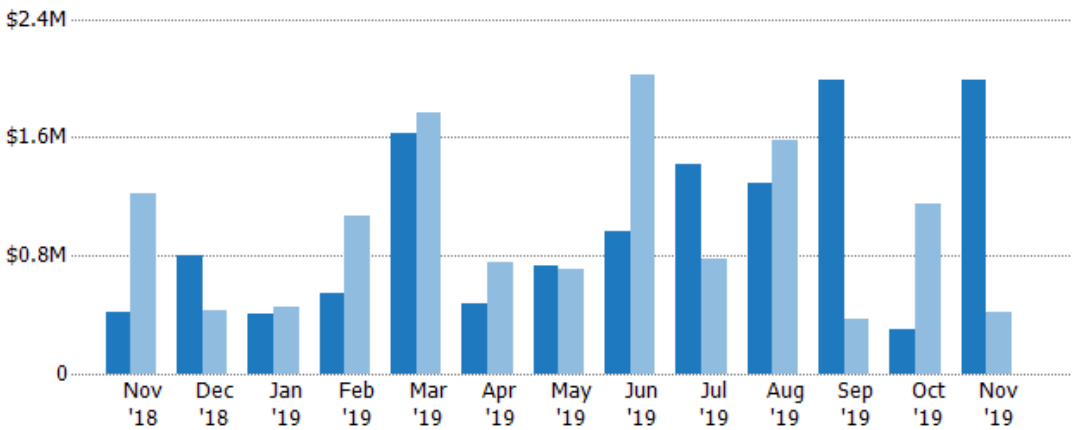
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4	6	2	3	6	2	4	5	7	6	9	2	10
Prior Year	5	2	3	5	8	5	3	9	4	10	3	5	4
Percent Change from Prior Year	-20%	200%	-33%	-40%	-25%	-60%	33%	-44%	75%	-40%	200%	-60%	150%

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



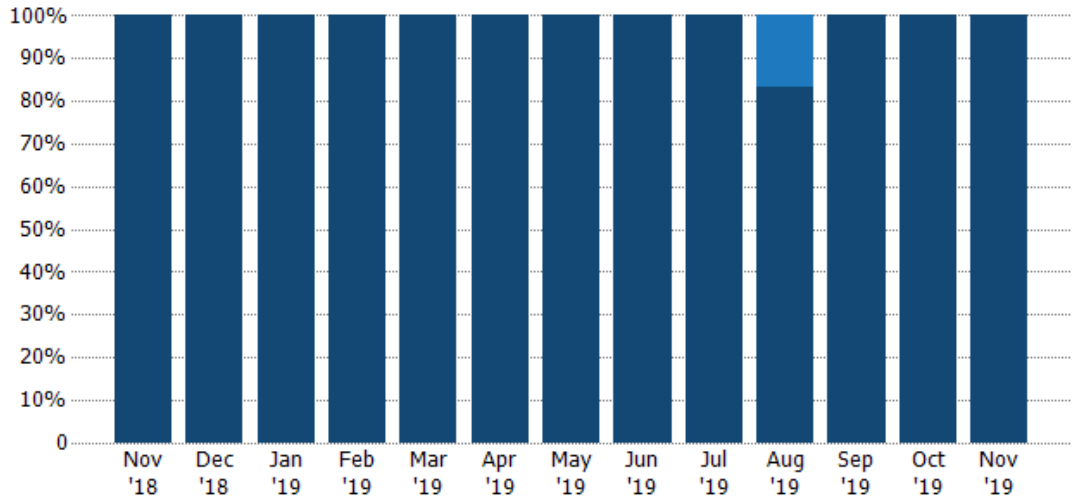
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$415K	\$804K	\$410K	\$545K	\$1.63M	\$475K	\$736K	\$968K	\$1.42M	\$1.29M	\$1.99M	\$305K	\$1.98M
Prior Year	\$1.22M	\$425K	\$456K	\$1.07M	\$1.76M	\$757K	\$709K	\$2.02M	\$782K	\$1.58M	\$368K	\$1.15M	\$415K
Percent Change from Prior Year	-66%	89%	-10%	-49%	-8%	-37%	4%	-52%	81%	-18%	441%	-73%	378%

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



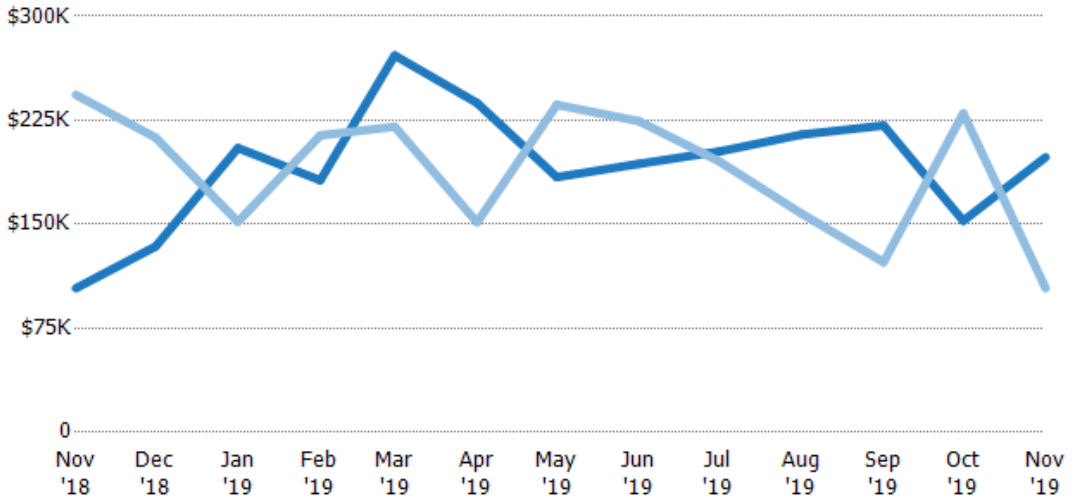
Condo/Townhouse	-	-	-	-	-	-	-	-	-	17%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%	100%

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	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$153K	\$198K
Prior Year	\$243K	\$213K	\$152K	\$214K	\$220K	\$151K	\$236K	\$224K	\$196K	\$158K	\$123K	\$230K	\$104K
Percent Change from Prior Year	-57%	-37%	35%	-15%	23%	57%	-22%	-14%	4%	36%	80%	-34%	91%

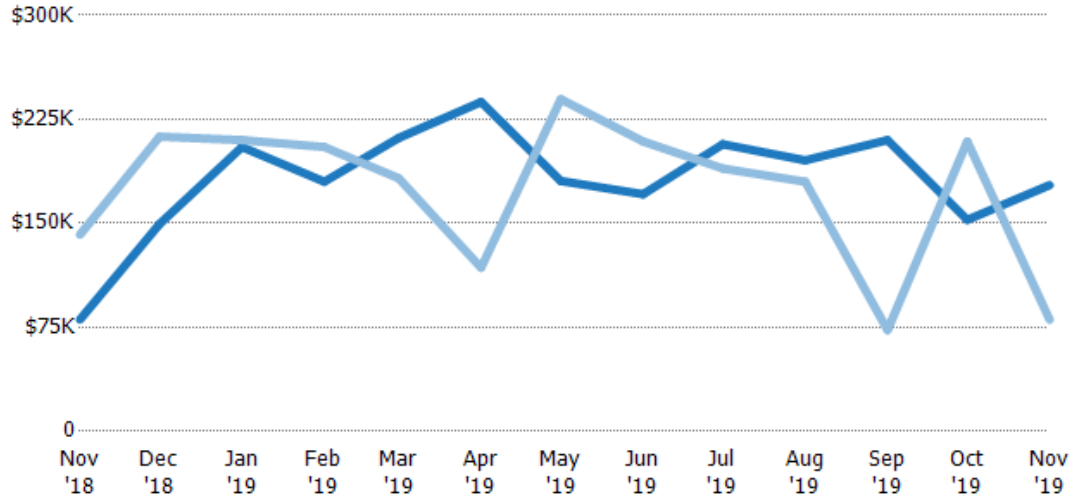
Median Sales Price

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.
Nov '19	\$178K	120.5%
Nov '18	\$80.5K	-43.2%
Nov '17	\$142K	-15.5%



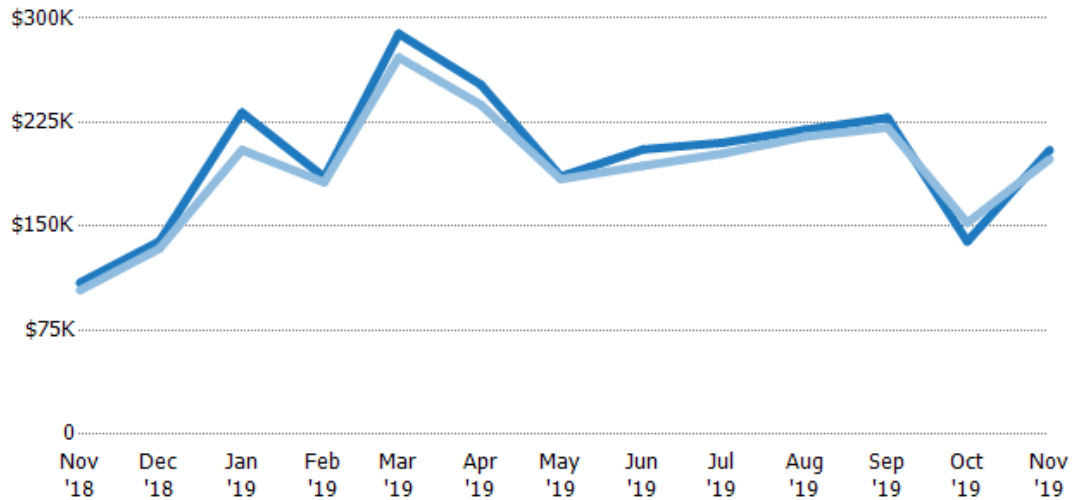
Current Year	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$153K	\$178K
Prior Year	\$142K	\$213K	\$210K	\$205K	\$183K	\$118K	\$240K	\$209K	\$190K	\$180K	\$73K	\$209K	\$80.5K
Percent Change from Prior Year	-43%	-30%	-2%	-12%	16%	101%	-25%	-18%	9%	9%	188%	-27%	120%

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



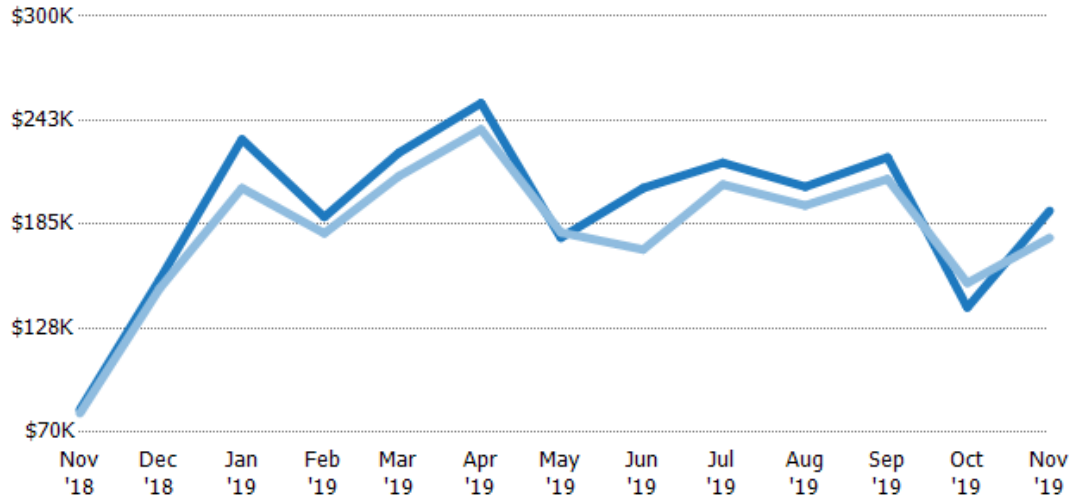
Avg List Price	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$139K	\$205K
Avg Sales Price	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$153K	\$198K
Avg Sales Price as a % of Avg List Price	95%	96%	88%	98%	94%	94%	99%	94%	96%	98%	97%	110%	97%

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



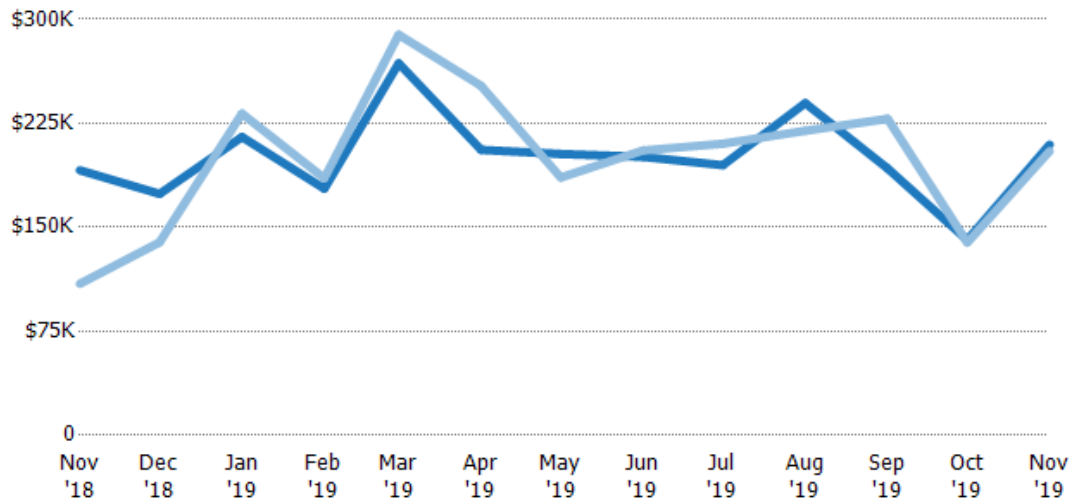
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$139K	\$193K
Median Sales Price	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$153K	\$178K
Med Sales Price as a % of Med List Price	98%	97%	88%	95%	94%	94%	102%	83%	95%	95%	95%	110%	92%

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



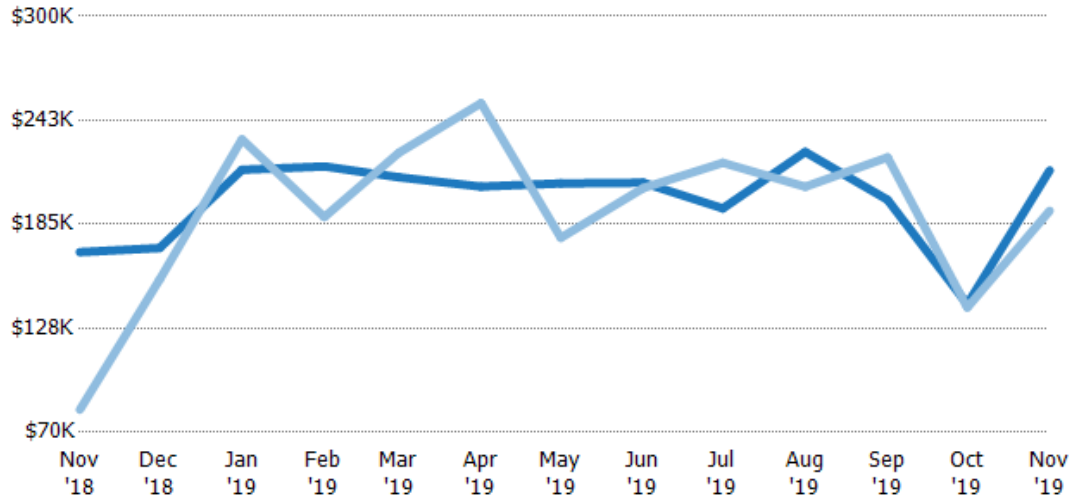
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$191K	\$174K	\$215K	\$178K	\$268K	\$206K	\$203K	\$201K	\$195K	\$240K	\$192K	\$141K	\$210K
Avg Sales Price	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$139K	\$205K
Avg Sales Price as a % of Avg Est Value	57%	80%	108%	104%	108%	122%	92%	102%	108%	92%	119%	99%	98%

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	\$170K	\$172K	\$215K	\$217K	\$211K	\$206K	\$208K	\$208K	\$194K	\$225K	\$199K	\$141K	\$215K
Median Sales Price	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$139K	\$193K
Med Sales Price as a % of Med Est Value	49%	90%	108%	87%	106%	122%	86%	99%	113%	91%	112%	99%	90%