

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	6	+66.7%	82	90	-8.9%
New Listing Volume	\$2,053,900	\$2,030,500	+1.2%	\$19,919,175	\$20,049,700	-0.7%
Active Listing Count	48	58	-17.2%	N/A	N/A	
Active Listing Volume	\$13,640,775	\$15,200,700	-10.3%	N/A	N/A	
Average Listing Price	\$284,183	\$262,081	+8.4%	\$271,111	\$245,142	+10.6%
Median Listing Price	\$219,450	\$221,000	-0.7%	\$218,967	\$212,569	+3%
Median Days in RPR	121.5	156.5	-22.4%	156.7	141.6	+10.7%
Months of Inventory	5.3	19.3	-72.4%	8.9	10.3	-13.1%
Absorption Rate	18.75%	5.17%	+13.6%	11.18%	9.72%	+1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	9	7	+28.6%	65	61	+6.6%
New Pending Sales Volume	\$1,978,875	\$1,190,000	+66.3%	\$13,601,375	\$12,312,900	+10.5%
Pending Sales Count	18	14	+28.6%	N/A	N/A	
Pending Sales Volume	\$3,772,400	\$2,724,400	+38.5%	N/A	N/A	
Closed Sales Count	2	5	-60%	46	55	-16.4%
Closed Sales Volume	\$305,000	\$1,150,000	-73.5%	\$9,765,400	\$10,652,100	-8.3%
Average Sales Price	\$152,500	\$230,000	-33.7%	\$212,291	\$193,675	+9.6%
Median Sales Price	\$152,500	\$209,000	-27%	\$197,559	\$184,118	+7.3%

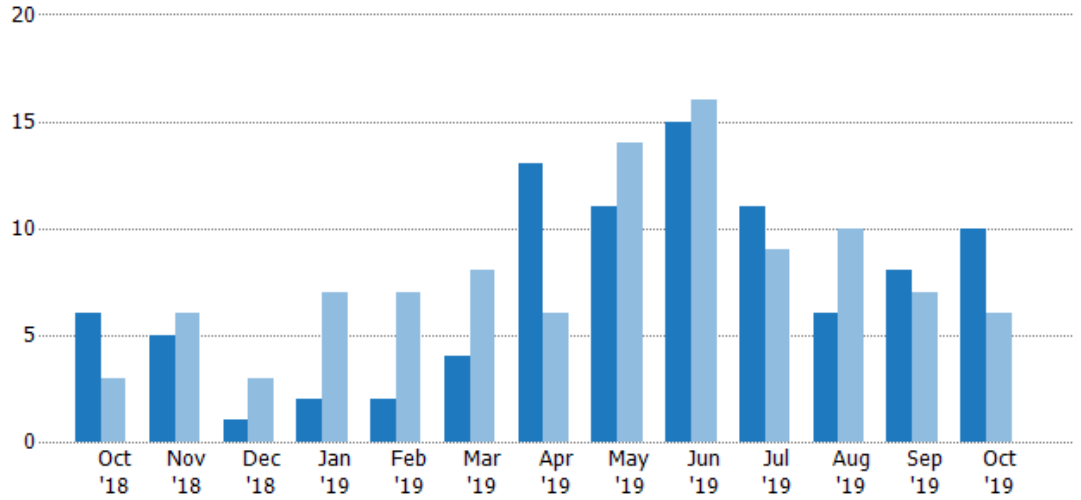
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '19	10	66.7%
Oct '18	6	100%
Oct '17	3	500%



Current Year	6	5	1	2	2	4	13	11	15	11	6	8	10
Prior Year	3	6	3	7	7	8	6	14	16	9	10	7	6
Percent Change from Prior Year	100%	-17%	-67%	-71%	-71%	-50%	117%	-21%	-6%	22%	-40%	14%	67%

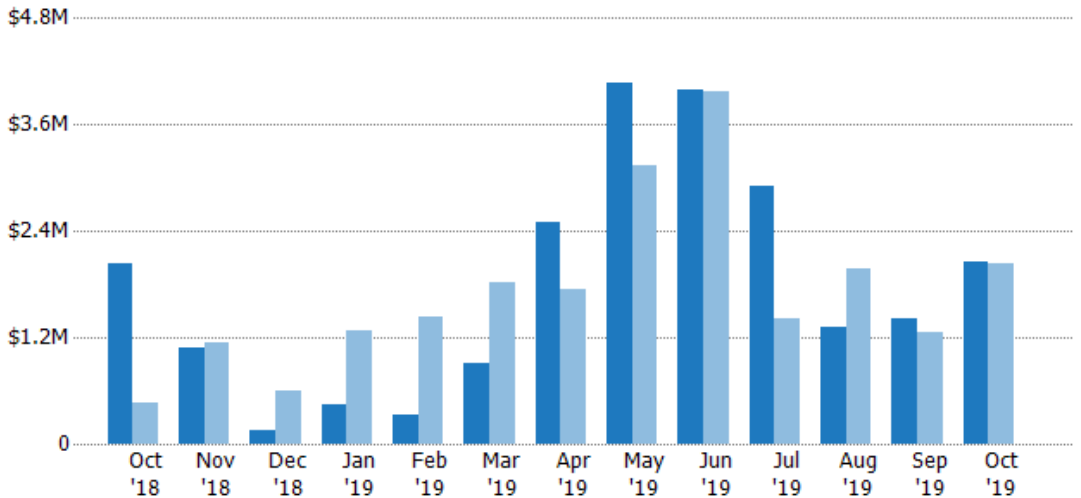
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/Year	Volume	% Chg.
Oct '19	\$2.05M	1.2%
Oct '18	\$2.03M	335.8%
Oct '17	\$466K	656.5%



Current Year	\$2.03M	\$1.08M	\$145K	\$434K	\$333K	\$911K	\$2.5M	\$4.07M	\$4M	\$2.91M	\$1.31M	\$1.4M	\$2.05M
Prior Year	\$466K	\$1.15M	\$599K	\$1.27M	\$1.44M	\$1.82M	\$1.74M	\$3.13M	\$3.97M	\$1.42M	\$1.97M	\$1.26M	\$2.03M
Percent Change from Prior Year	336%	-6%	-76%	-66%	-77%	-50%	44%	30%	1%	105%	-33%	12%	1%

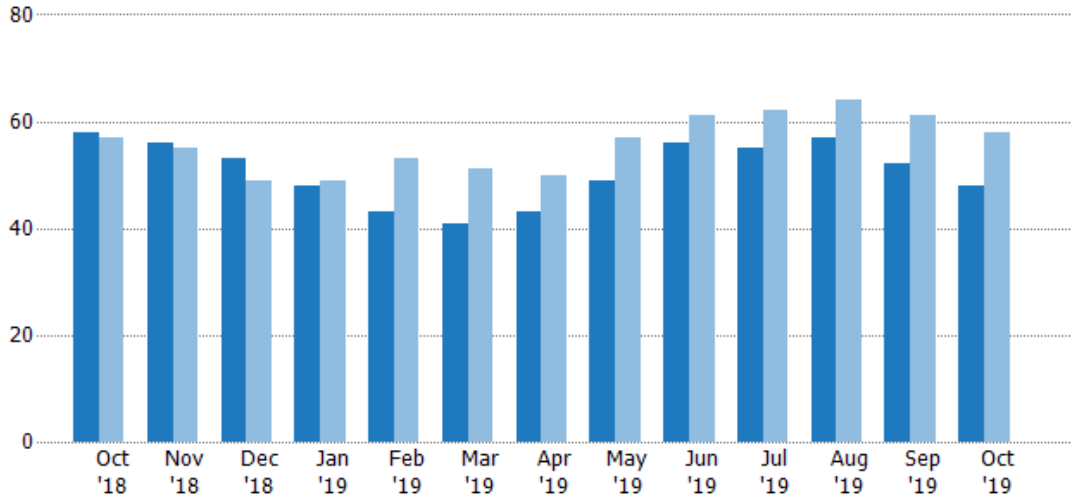
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '19	48	-17.2%
Oct '18	58	1.8%
Oct '17	57	22.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	58	56	53	48	43	41	43	49	56	55	57	52	48
Prior Year	57	55	49	49	53	51	50	57	61	62	64	61	58
Percent Change from Prior Year	2%	2%	8%	-2%	-19%	-20%	-14%	-14%	-8%	-11%	-11%	-15%	-17%

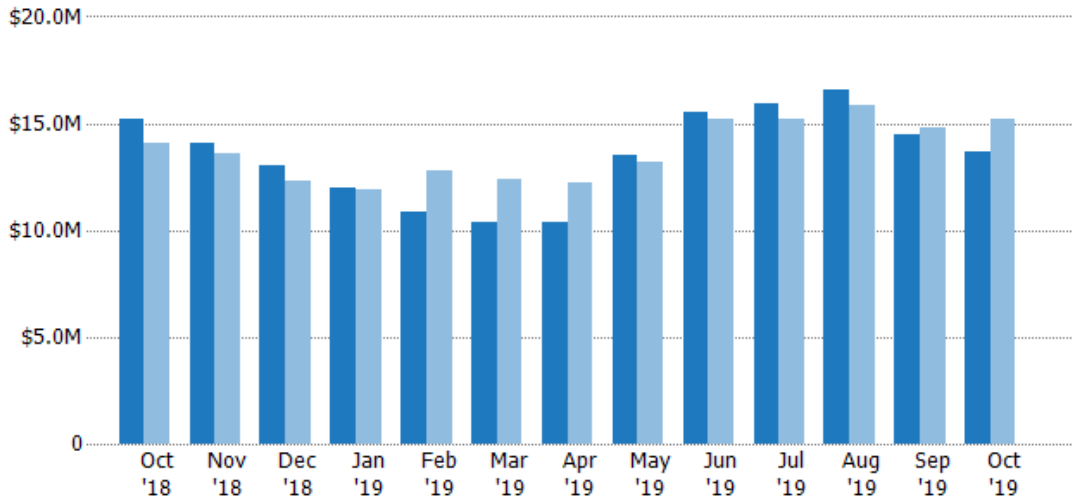
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/Year	Volume	% Chg.
Oct '19	\$13.6M	-10.3%
Oct '18	\$15.2M	8.1%
Oct '17	\$14.1M	37.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$15.2M	\$14.1M	\$13.1M	\$12M	\$10.9M	\$10.4M	\$10.4M	\$13.5M	\$15.6M	\$16M	\$16.6M	\$14.5M	\$13.6M
Prior Year	\$14.1M	\$13.6M	\$12.3M	\$11.9M	\$12.8M	\$12.4M	\$12.2M	\$13.2M	\$15.2M	\$15.2M	\$15.8M	\$14.8M	\$15.2M
Percent Change from Prior Year	8%	4%	6%	0%	-15%	-16%	-15%	2%	2%	5%	5%	-2%	-10%

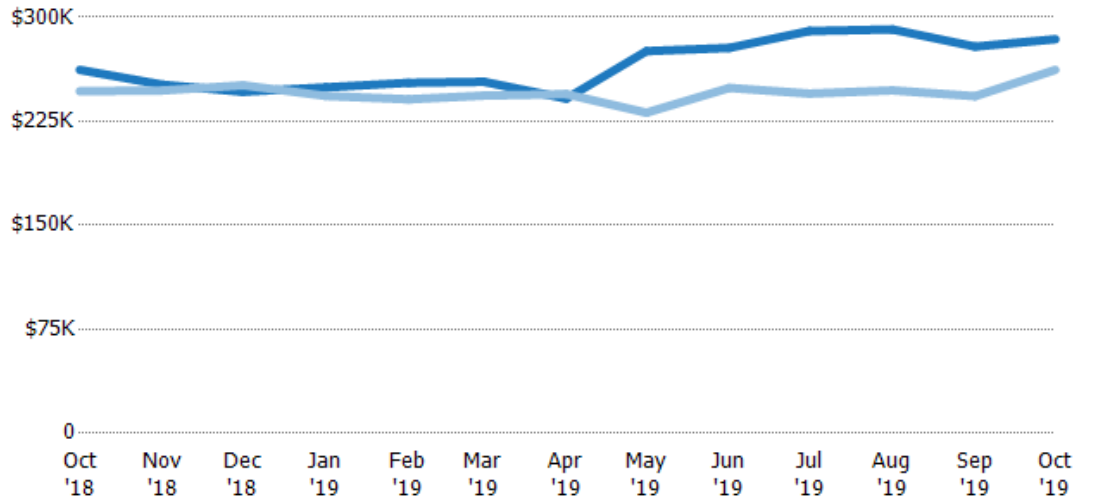
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/Year	Price	% Chg.
Oct '19	\$284K	8.4%
Oct '18	\$262K	6.2%
Oct '17	\$247K	11.9%



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

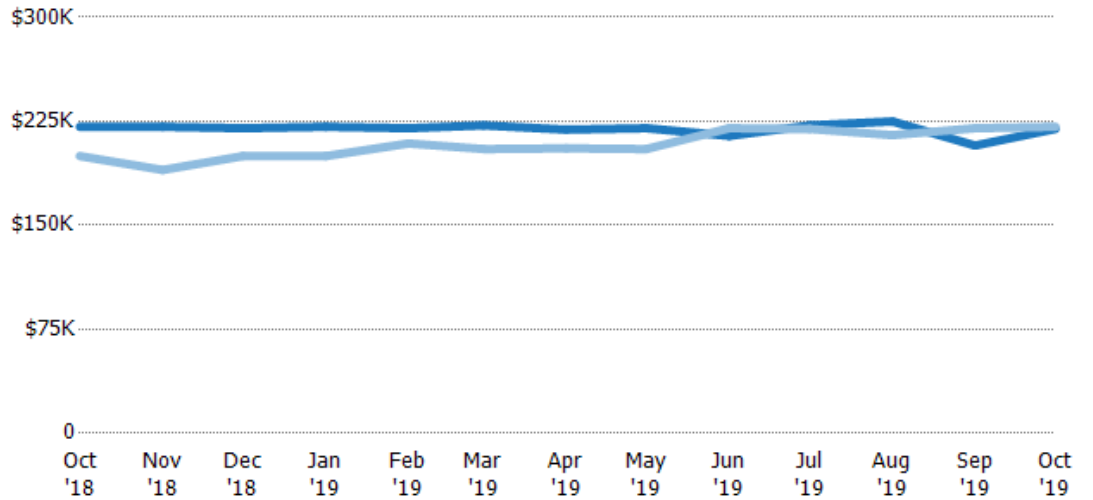
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/Year	Price	% Chg.
Oct '19	\$219K	-0.7%
Oct '18	\$221K	10.6%
Oct '17	\$200K	5.5%



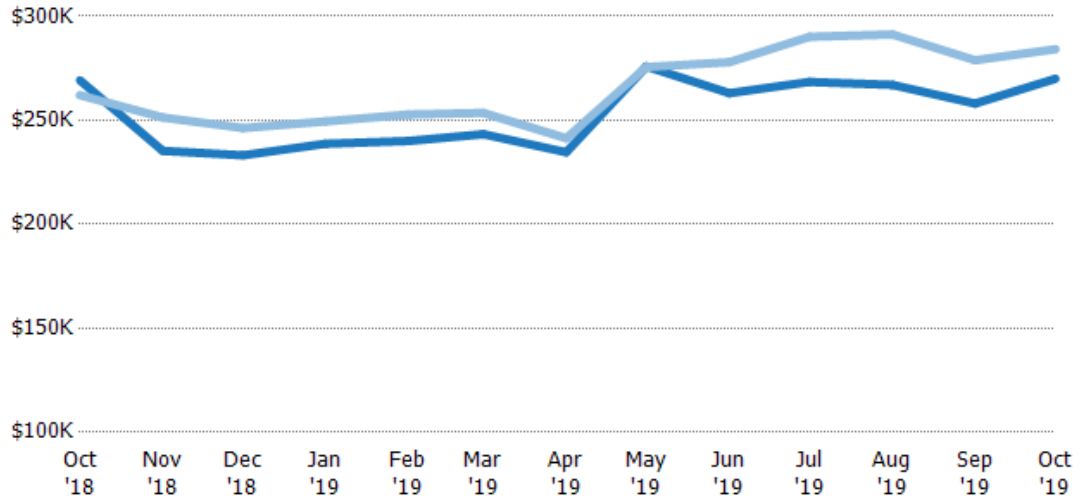
Current Year	\$221K	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$222K	\$225K	\$208K	\$219K
Prior Year	\$200K	\$190K	\$200K	\$200K	\$209K	\$205K	\$206K	\$205K	\$220K	\$220K	\$215K	\$220K	\$221K
Percent Change from Prior Year	11%	16%	10%	11%	5%	8%	7%	7%	-3%	1%	5%	-6%	-1%

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

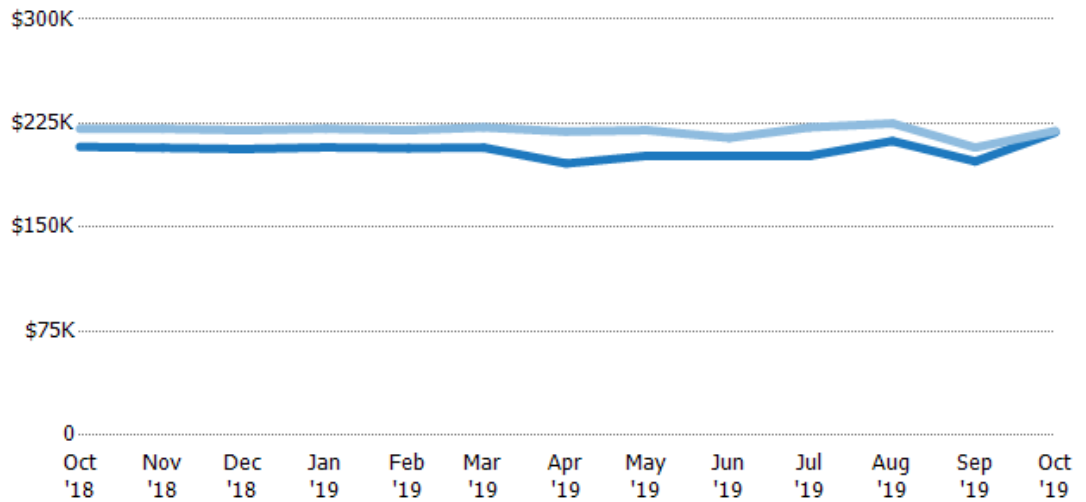


Median Listing Price vs Median Est Value

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

Filters Used

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



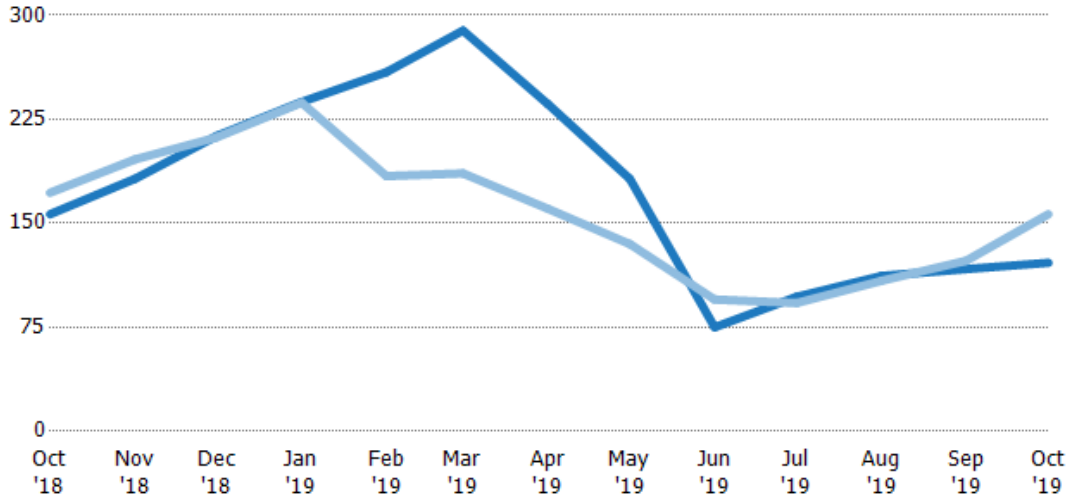
Median Days in RPR

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

Month/Year	Days	% Chg.
Oct '19	122	-22.4%
Oct '18	157	-9%
Oct '17	172	-19.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	157	182	213	238	259	289	236	182	75	97	112	117	122
Prior Year	172	196	212	237	184	186	161	135	95	92.5	109	123	157
Percent Change from Prior Year	-9%	-7%	0%	0%	41%	55%	47%	35%	-21%	5%	3%	-5%	-22%

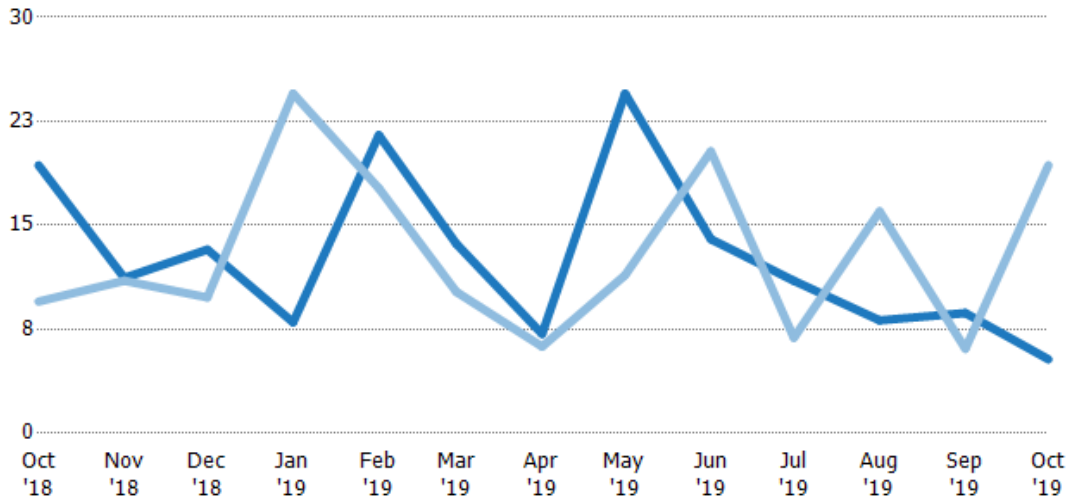
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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

Month/Year	Months	% Chg.
Oct '19	5.33	-72.4%
Oct '18	19.3	103.5%
Oct '17	9.5	22.8%



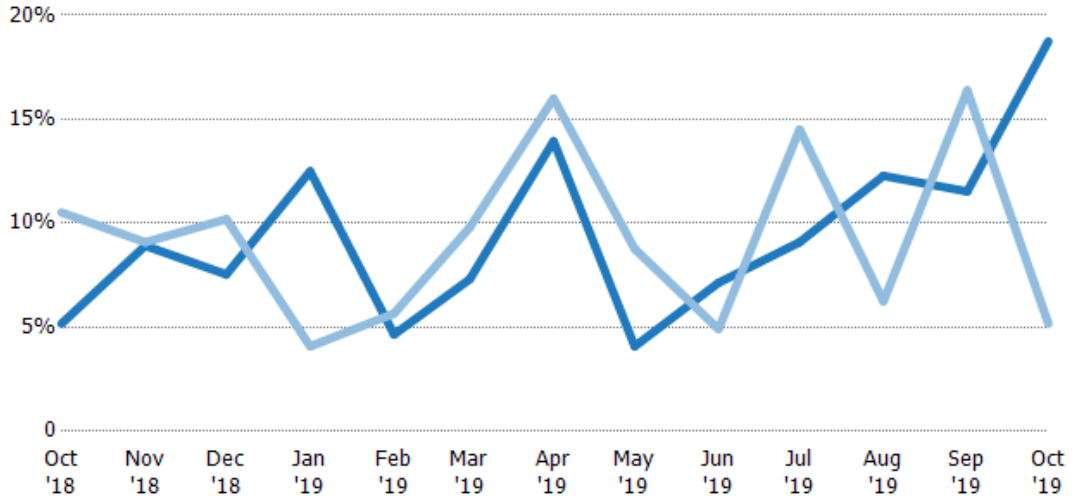
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	19.3	11.2	13.3	8	21.5	13.7	7.17	24.5	14	11	8.14	8.67	5.33
Prior Year	9.5	11	9.8	24.5	17.7	10.2	6.25	11.4	20.3	6.89	16	6.1	19.3
Percent Change from Prior Year	104%	2%	35%	-67%	22%	34%	15%	115%	-31%	60%	-49%	42%	-72%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



Month/Year	Rate	Chg.
Oct '19	19%	-13.6%
Oct '18	5%	5.4%
Oct '17	11%	-18.5%

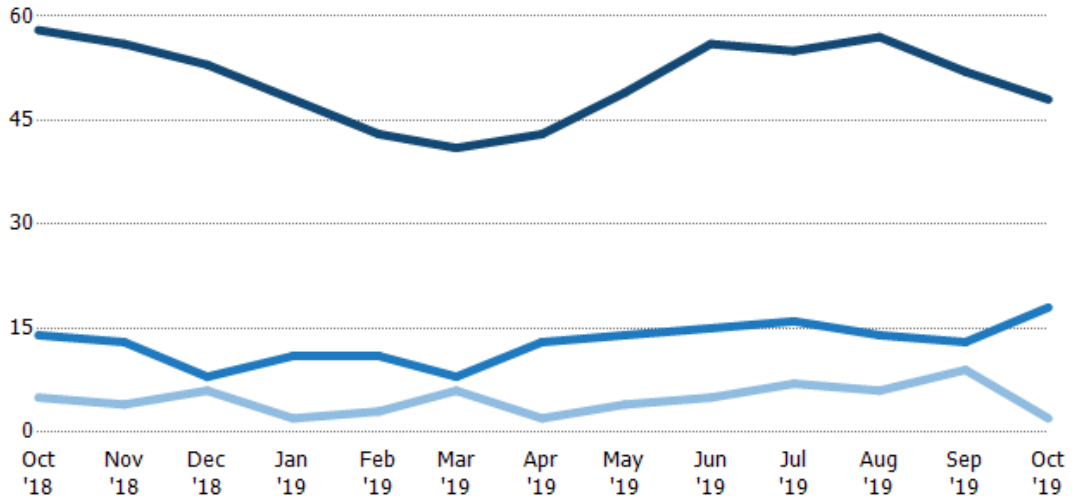
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5%	9%	8%	13%	5%	7%	14%	4%	7%	9%	12%	12%	19%
Prior Year	11%	9%	10%	4%	6%	10%	16%	9%	5%	15%	6%	16%	5%
Change from Prior Year	5%	0%	3%	-8%	1%	2%	2%	5%	-2%	5%	-6%	5%	-14%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	58	56	53	48	43	41	43	49	56	55	57	52	48
Pending	14	13	8	11	11	8	13	14	15	16	14	13	18
Sold	5	4	6	2	3	6	2	4	5	7	6	9	2

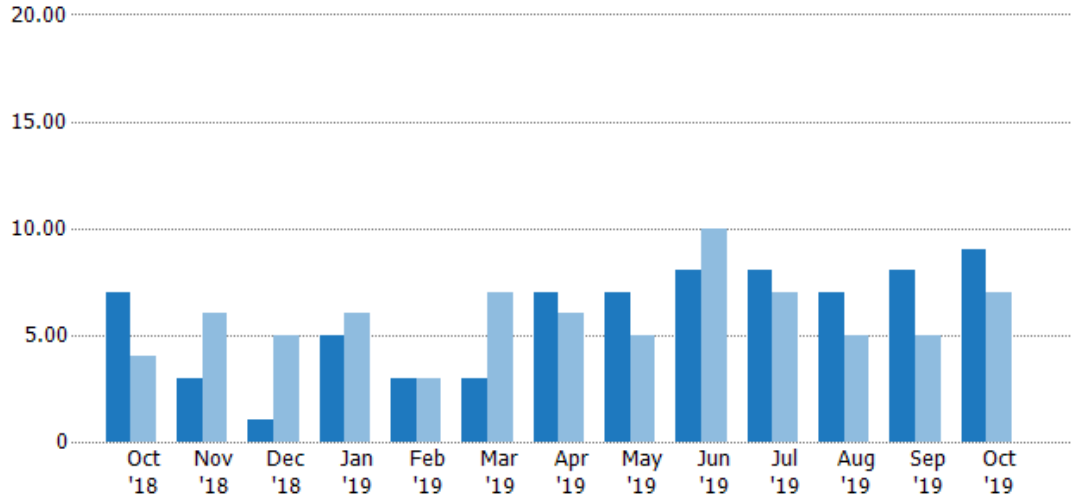
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '19	9	28.6%
Oct '18	7	75%
Oct '17	4	125%



Current Year	7	3	1	5	3	3	7	7	8	8	7	8	9
Prior Year	4	6	5	6	3	7	6	5	10	7	5	5	7
Percent Change from Prior Year	75%	-50%	-80%	-17%	0%	-57%	17%	40%	-20%	14%	40%	60%	29%

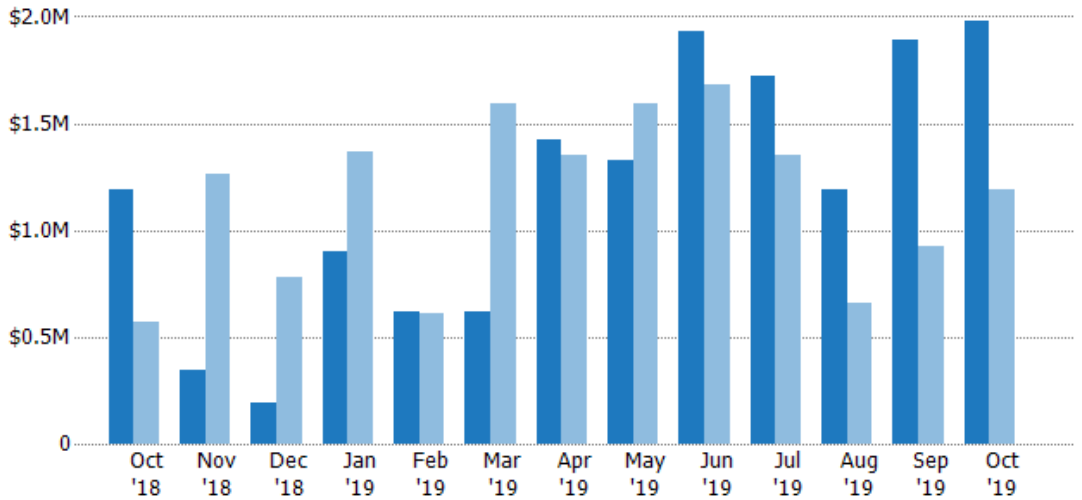
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

Month/Year	Volume	% Chg.
Oct '19	\$1.98M	66.3%
Oct '18	\$1.19M	108.5%
Oct '17	\$571K	120.4%



Current Year	\$1.19M	\$341K	\$189K	\$901K	\$617K	\$620K	\$1.43M	\$1.32M	\$1.93M	\$1.73M	\$1.19M	\$1.89M	\$1.98M
Prior Year	\$571K	\$1.26M	\$780K	\$1.36M	\$609K	\$1.59M	\$1.35M	\$1.59M	\$1.68M	\$1.35M	\$662K	\$922K	\$1.19M
Percent Change from Prior Year	109%	-73%	-76%	-34%	1%	-61%	6%	-17%	15%	28%	80%	105%	66%

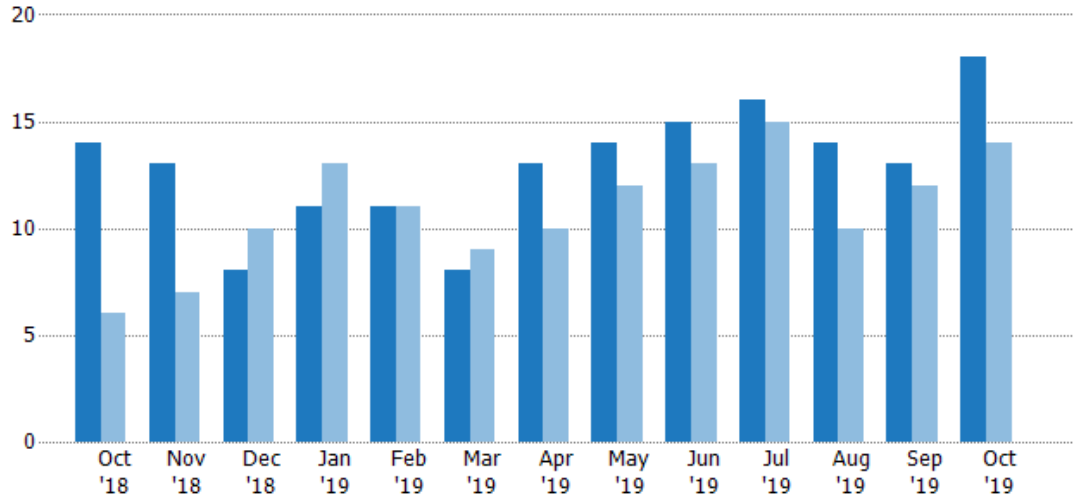
Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Oct '19	18	28.6%
Oct '18	14	133.3%
Oct '17	6	83.3%



Current Year	14	13	8	11	11	8	13	14	15	16	14	13	18
Prior Year	6	7	10	13	11	9	10	12	13	15	10	12	14
Percent Change from Prior Year	133%	86%	-20%	-15%	0%	-11%	30%	17%	15%	7%	40%	8%	29%

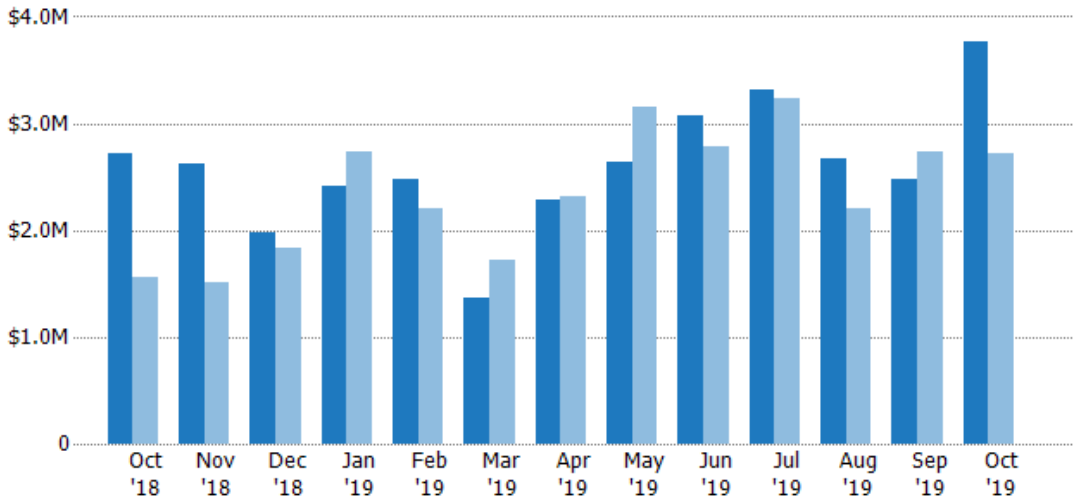
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

Month/Year	Volume	% Chg.
Oct '19	\$3.77M	38.5%
Oct '18	\$2.72M	75.2%
Oct '17	\$1.56M	13%



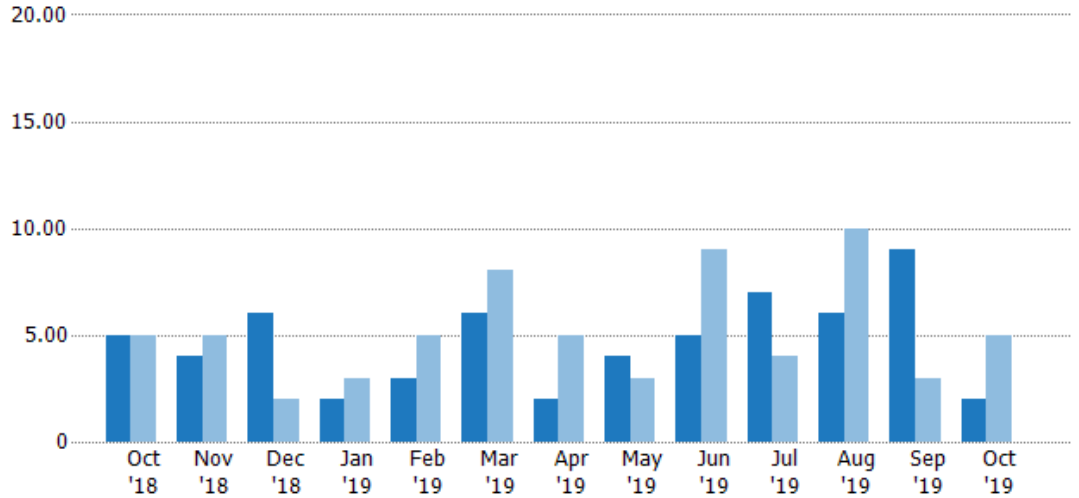
Current Year	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M	\$2.29M	\$2.63M	\$3.07M	\$3.32M	\$2.67M	\$2.48M	\$3.77M
Prior Year	\$1.56M	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M	\$2.31M	\$3.16M	\$2.78M	\$3.24M	\$2.2M	\$2.74M	\$2.72M
Percent Change from Prior Year	75%	74%	8%	-11%	12%	-21%	-1%	-17%	10%	3%	21%	-10%	38%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



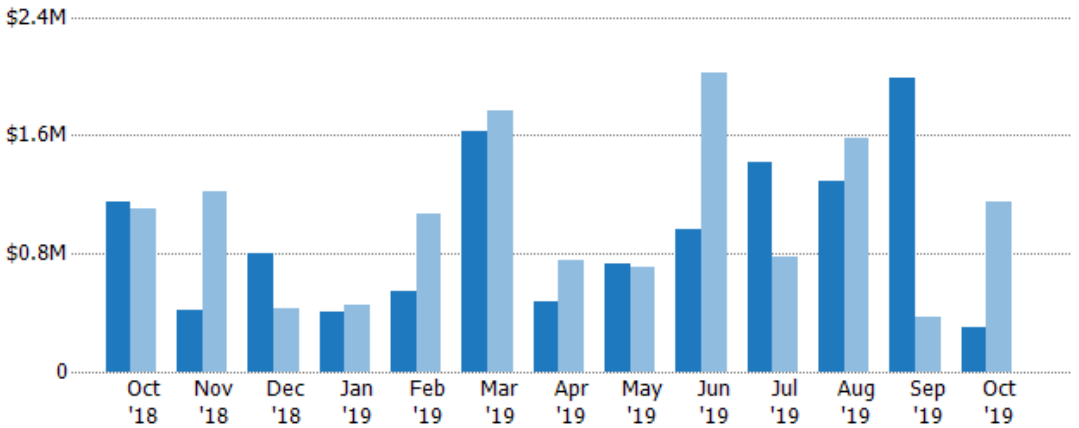
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5	4	6	2	3	6	2	4	5	7	6	9	2
Prior Year	5	5	2	3	5	8	5	3	9	4	10	3	5
Percent Change from Prior Year	0%	-20%	200%	-33%	-40%	-25%	-60%	33%	-44%	75%	-40%	200%	-60%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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



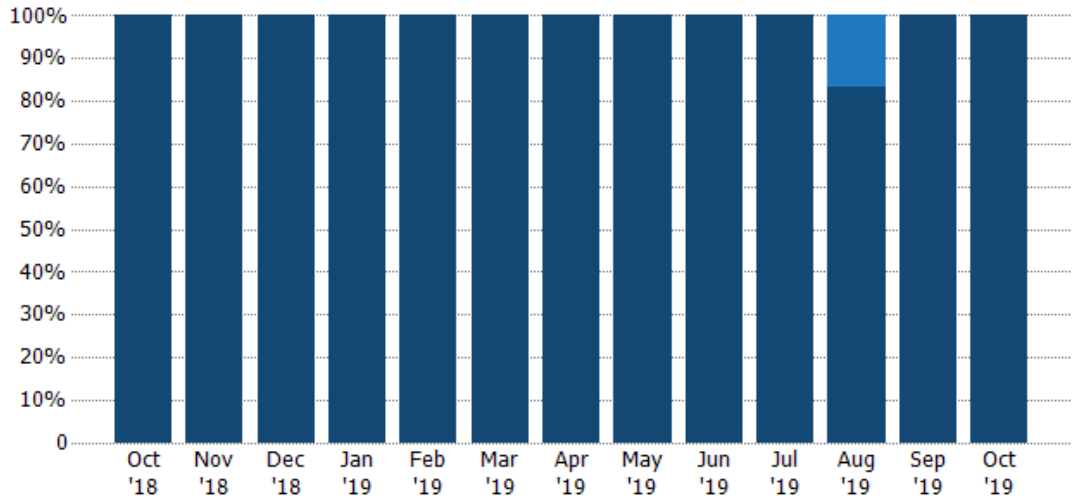
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.15M	\$415K	\$804K	\$410K	\$545K	\$1.63M	\$475K	\$736K	\$968K	\$1.42M	\$1.29M	\$1.99M	\$305K
Prior Year	\$1.1M	\$1.22M	\$425K	\$456K	\$1.07M	\$1.76M	\$757K	\$709K	\$2.02M	\$782K	\$1.58M	\$368K	\$1.15M
Percent Change from Prior Year	4%	-66%	89%	-10%	-49%	-8%	-37%	4%	-52%	81%	-18%	441%	-73%

Closed Sales by Property Type

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

Filters Used

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



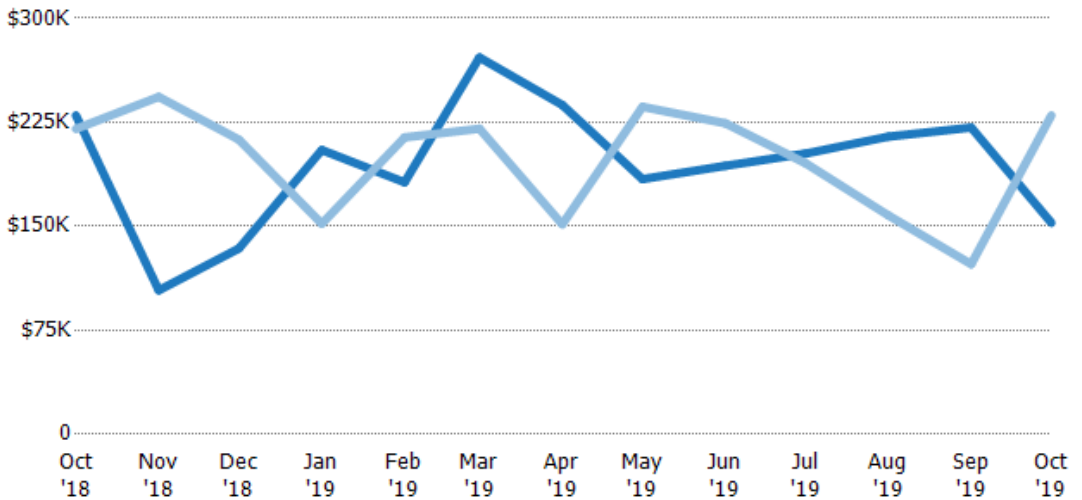
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	17%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



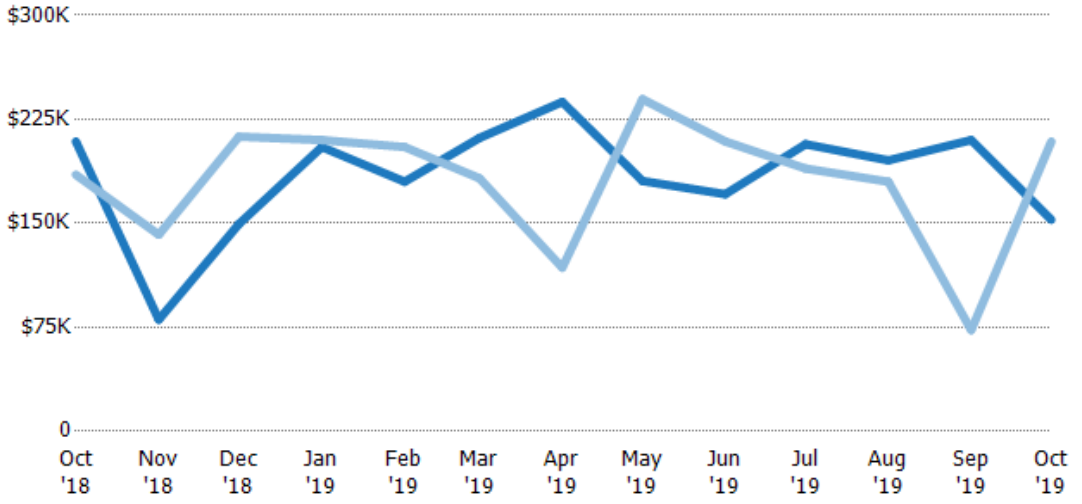
Current Year	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$153K
Prior Year	\$220K	\$243K	\$213K	\$152K	\$214K	\$220K	\$151K	\$236K	\$224K	\$196K	\$158K	\$123K	\$230K
Percent Change from Prior Year	4%	-57%	-37%	35%	-15%	23%	57%	-22%	-14%	4%	36%	80%	-34%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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



Month/Year	Price	% Chg.
Oct '19	\$153K	-27%
Oct '18	\$209K	13%
Oct '17	\$185K	-16.2%

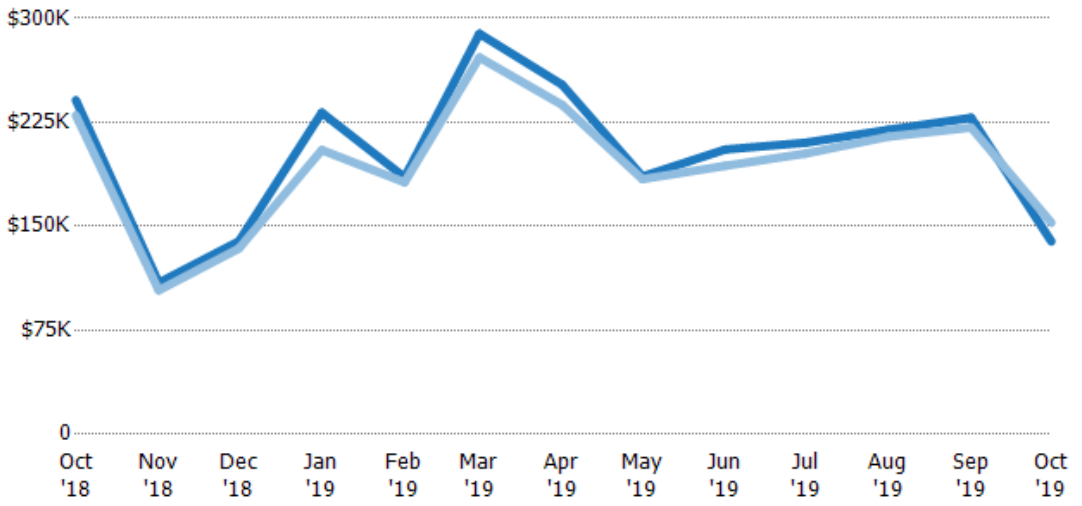
Current Year	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$153K
Prior Year	\$185K	\$142K	\$213K	\$210K	\$205K	\$183K	\$118K	\$240K	\$209K	\$190K	\$180K	\$73K	\$209K
Percent Change from Prior Year	13%	-43%	-30%	-2%	-12%	16%	101%	-25%	-18%	9%	9%	188%	-27%

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



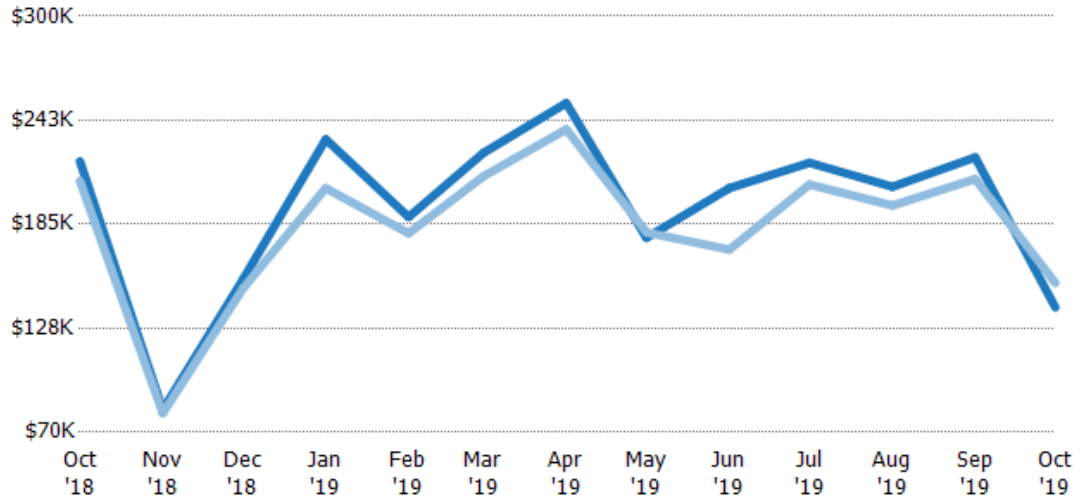
Avg List Price	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$139K
Avg Sales Price	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$153K
Avg Sales Price as a % of Avg List Price	95%	95%	96%	88%	98%	94%	94%	99%	94%	96%	98%	97%	110%

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



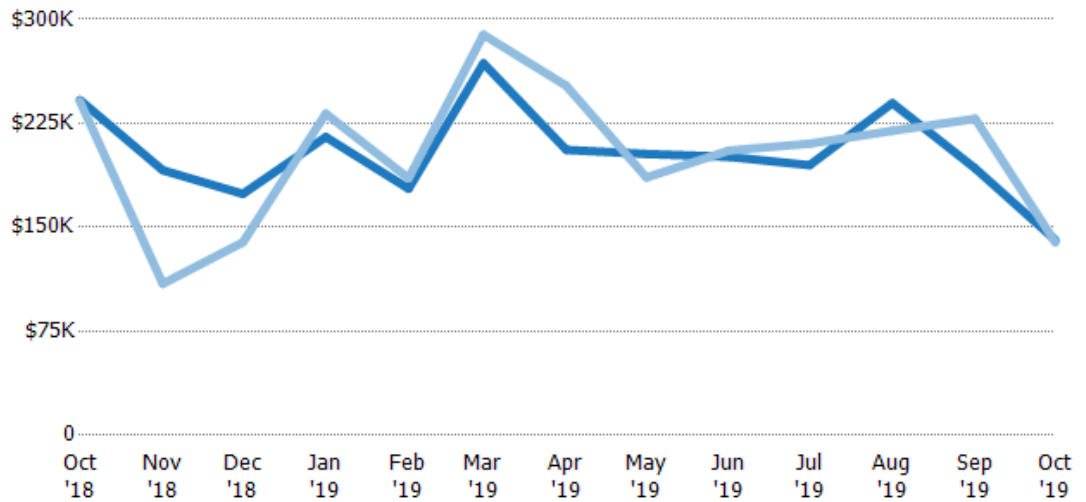
Median List Price	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$139K
Median Sales Price	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$153K
Med Sales Price as a % of Med List Price	95%	98%	97%	88%	95%	94%	94%	102%	83%	95%	95%	95%	110%

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



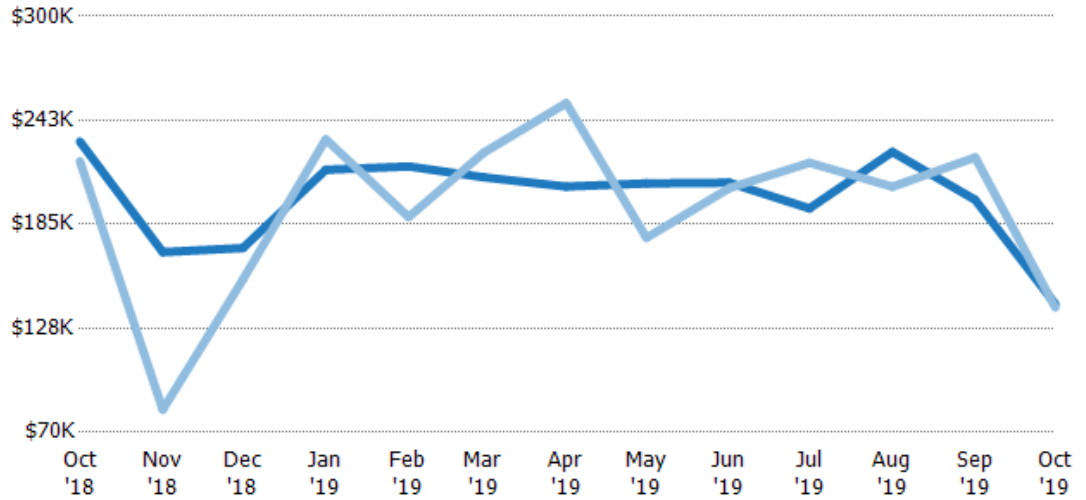
Avg Est Value	\$242K	\$191K	\$174K	\$215K	\$178K	\$268K	\$206K	\$203K	\$201K	\$195K	\$240K	\$192K	\$141K
Avg Sales Price	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$139K
Avg Sales Price as a % of Avg Est Value	100%	57%	80%	108%	104%	108%	122%	92%	102%	108%	92%	119%	99%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$231K	\$170K	\$172K	\$215K	\$217K	\$211K	\$206K	\$208K	\$208K	\$194K	\$225K	\$199K	\$141K
Median Sales Price	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$139K
Med Sales Price as a % of Med Est Value	95%	49%	90%	108%	87%	106%	122%	86%	99%	113%	91%	112%	99%