

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	7	+14.3%	72	84	-14.3%
New Listing Volume	\$1,403,775	\$1,257,600	+11.6%	\$17,865,275	\$18,019,200	-0.9%
Active Listing Count	52	61	-14.8%	N/A	N/A	
Active Listing Volume	\$14,501,375	\$14,829,100	-2.2%	N/A	N/A	
Average Listing Price	\$278,873	\$243,100	+14.7%	\$269,697	\$243,208	+10.9%
Median Listing Price	\$207,500	\$220,000	-5.7%	\$218,915	\$211,606	+3.5%
Median Days in RPR	117	123	-4.9%	158.3	140.11	+13%
Months of Inventory	8.7	6.1	+42.1%	8.9	10.2	-12.6%
Absorption Rate	11.54%	16.39%	-4.9%	11.26%	9.84%	+1.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	5	+60%	56	54	+3.7%
New Pending Sales Volume	\$1,886,900	\$921,900	+104.7%	\$11,622,500	\$11,122,900	+4.5%
Pending Sales Count	13	12	+8.3%	N/A	N/A	
Pending Sales Volume	\$2,475,400	\$2,739,300	-9.6%	N/A	N/A	
Closed Sales Count	9	3	+200%	44	50	-12%
Closed Sales Volume	\$1,990,800	\$368,000	+441%	\$9,460,400	\$9,502,100	-0.4%
Average Sales Price	\$221,200	\$122,667	+80.3%	\$215,009	\$190,042	+13.1%
Median Sales Price	\$210,000	\$73,000	+187.7%	\$199,607	\$181,630	+9.9%

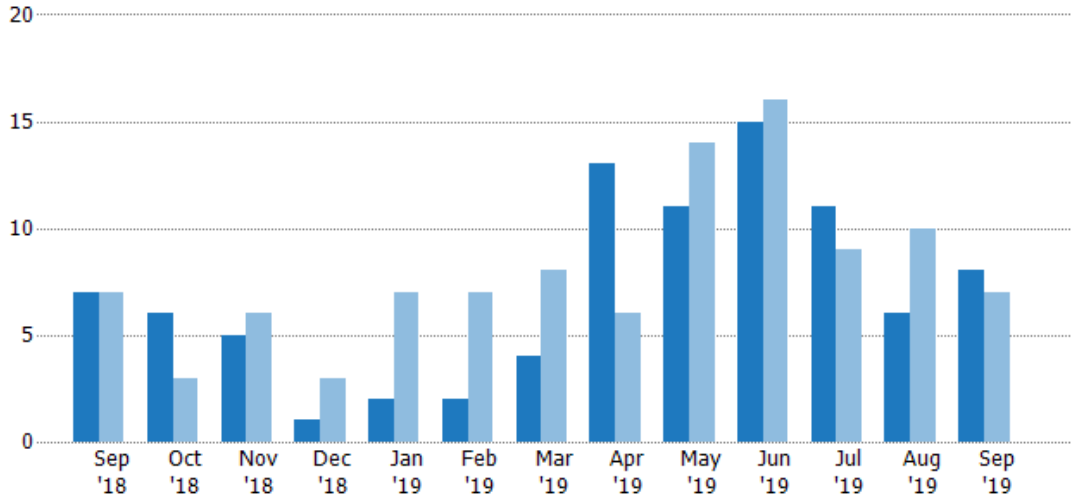
## New Listings

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.
Sep '19	8	14.3%
Sep '18	7	0%
Sep '17	7	-14.3%



Current Year	7	6	5	1	2	2	4	13	11	15	11	6	8
Prior Year	7	3	6	3	7	7	8	6	14	16	9	10	7
Percent Change from Prior Year	0%	100%	-17%	-67%	-71%	-71%	-50%	117%	-21%	-6%	22%	-40%	14%

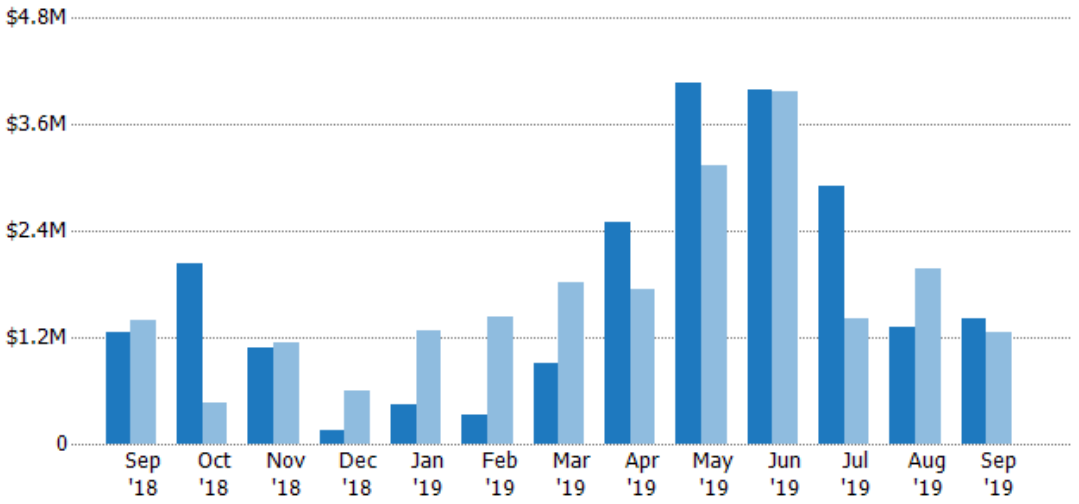
## New Listing Volume

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.
Sep '19	\$1.4M	11.6%
Sep '18	\$1.26M	-10.2%
Sep '17	\$1.4M	0.6%



Current Year	\$1.26M	\$2.03M	\$1.08M	\$145K	\$434K	\$333K	\$911K	\$2.5M	\$4.07M	\$4M	\$2.91M	\$1.31M	\$1.4M
Prior Year	\$1.4M	\$466K	\$1.15M	\$599K	\$1.27M	\$1.44M	\$1.82M	\$1.74M	\$3.13M	\$3.97M	\$1.42M	\$1.97M	\$1.26M
Percent Change from Prior Year	-10%	336%	-6%	-76%	-66%	-77%	-50%	44%	30%	1%	105%	-33%	12%

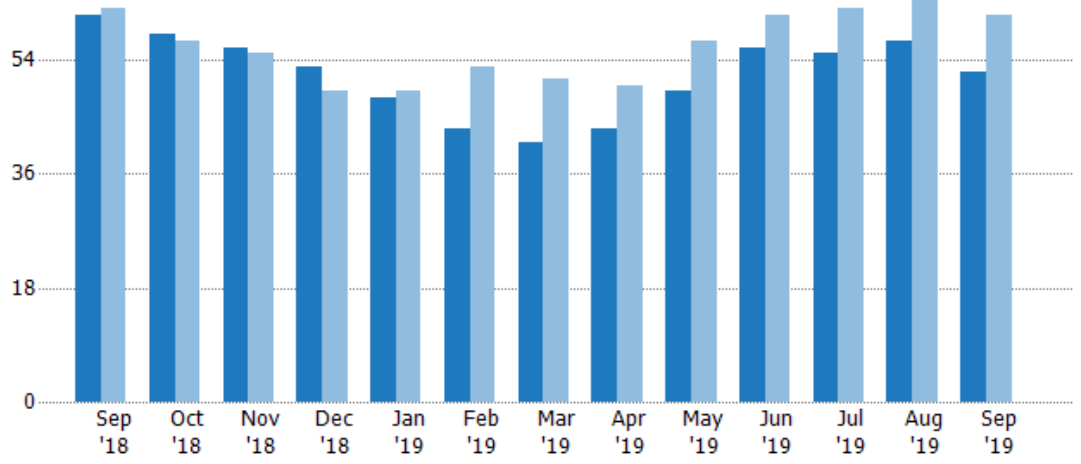
## Active Listings

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.
Sep '19	52	-14.8%
Sep '18	61	-1.6%
Sep '17	62	3.2%



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

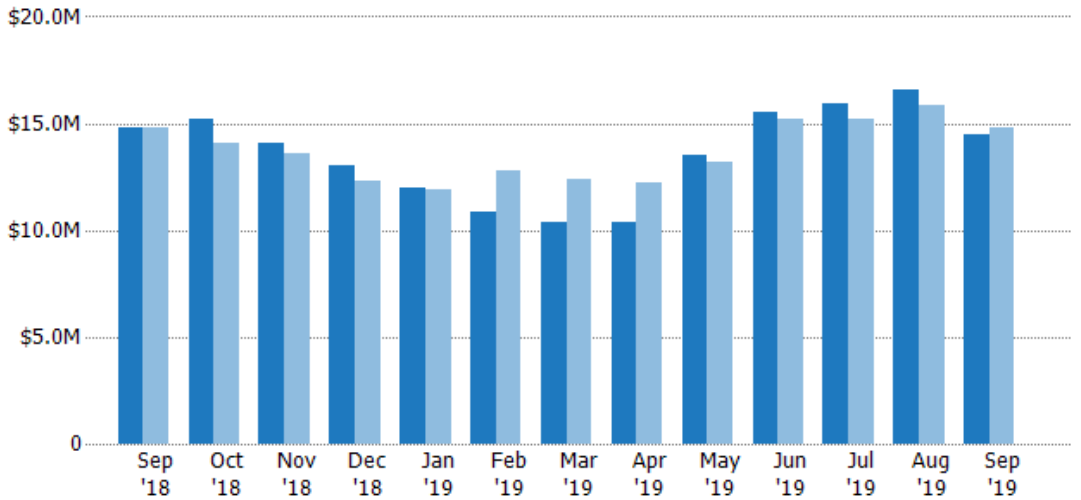
## Active Listing Volume

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.
Sep '19	\$14.5M	-2.2%
Sep '18	\$14.8M	0.4%
Sep '17	\$14.8M	18%



Current Year	\$14.8M	\$15.2M	\$14.1M	\$13.1M	\$12M	\$10.9M	\$10.4M	\$10.4M	\$13.5M	\$15.6M	\$16M	\$16.6M	\$14.5M
Prior Year	\$14.8M	\$14.1M	\$13.6M	\$12.3M	\$11.9M	\$12.8M	\$12.4M	\$12.2M	\$13.2M	\$15.2M	\$15.2M	\$15.8M	\$14.8M
Percent Change from Prior Year	0%	8%	4%	6%	0%	-15%	-16%	-15%	2%	2%	5%	5%	-2%

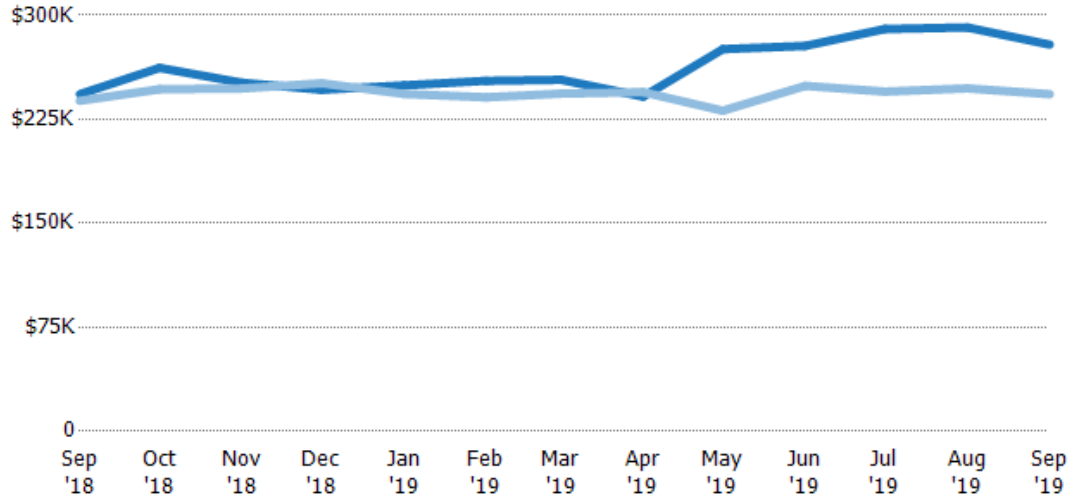
## Average Listing Price

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.
Sep '19	\$279K	14.7%
Sep '18	\$243K	2%
Sep '17	\$238K	14.3%



Current Year	\$243K	\$262K	\$251K	\$246K	\$249K	\$253K	\$254K	\$241K	\$276K	\$278K	\$290K	\$291K	\$279K
Prior Year	\$238K	\$247K	\$247K	\$251K	\$243K	\$241K	\$244K	\$245K	\$231K	\$249K	\$245K	\$247K	\$243K
Percent Change from Prior Year	2%	6%	2%	-2%	3%	5%	4%	-1%	19%	12%	18%	18%	15%

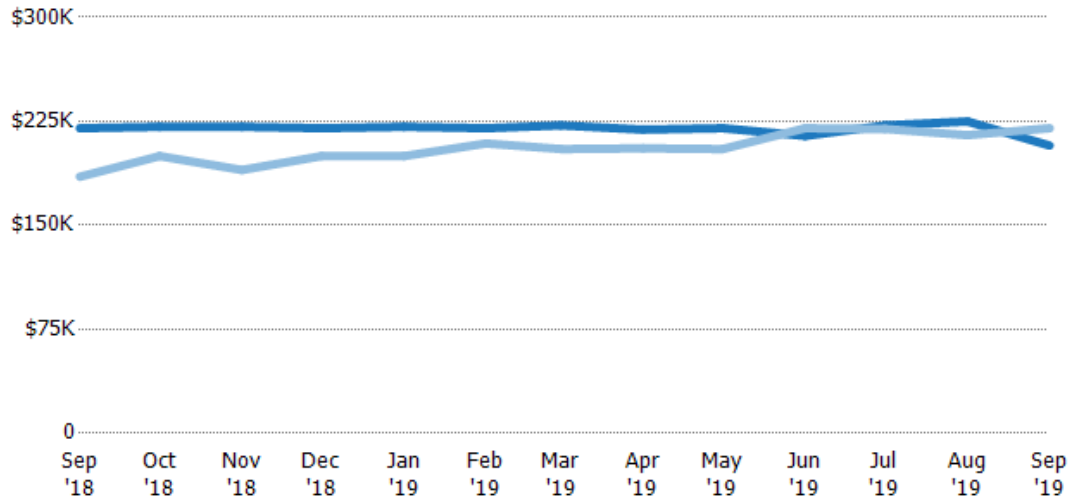
## Median Listing Price

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.
Sep '19	\$208K	-5.7%
Sep '18	\$220K	18.9%
Sep '17	\$185K	13.5%



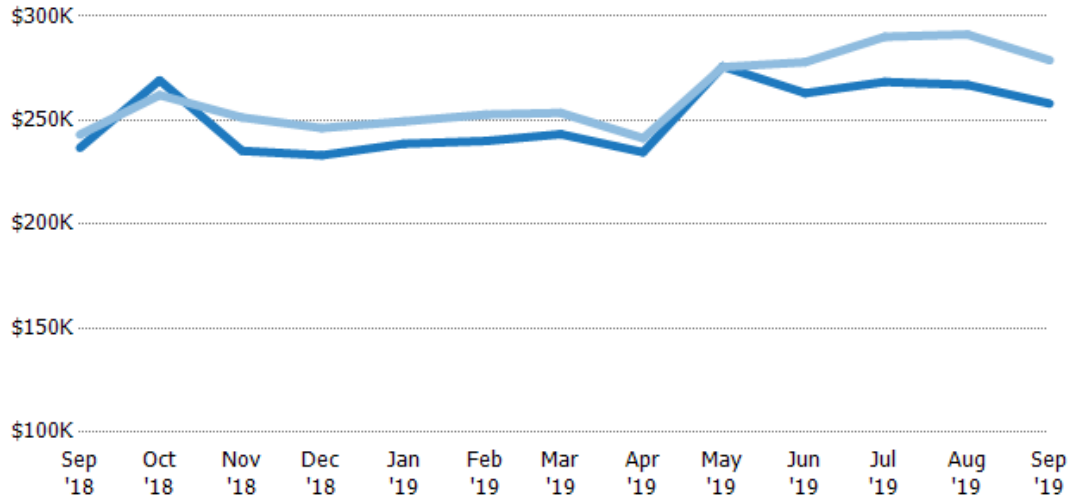
Current Year	\$220K	\$221K	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$222K	\$225K	\$208K
Prior Year	\$185K	\$200K	\$190K	\$200K	\$200K	\$209K	\$205K	\$206K	\$205K	\$220K	\$220K	\$215K	\$220K
Percent Change from Prior Year	19%	11%	16%	10%	11%	5%	8%	7%	7%	-3%	1%	5%	-6%

## 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



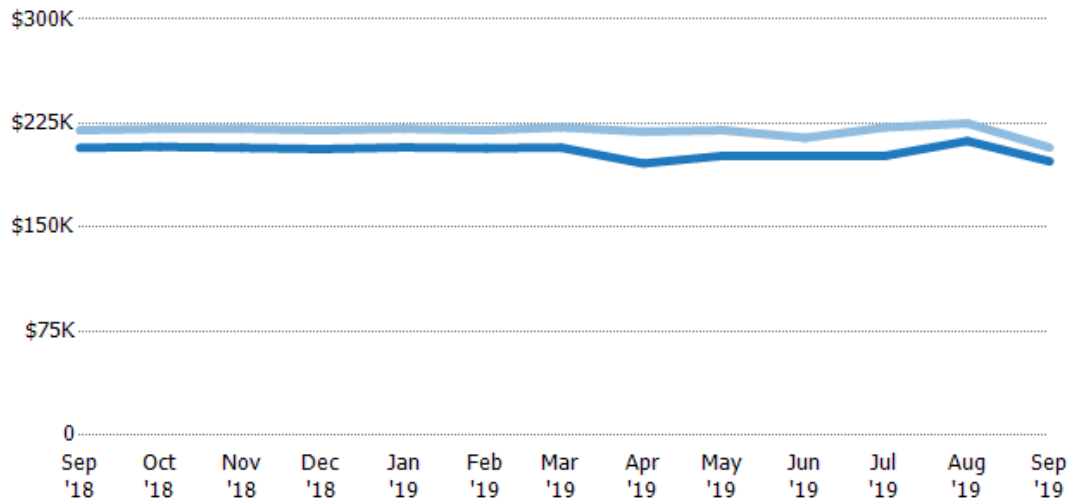
Avg Est Value	\$237K	\$269K	\$235K	\$233K	\$239K	\$240K	\$243K	\$235K	\$276K	\$263K	\$268K	\$267K	\$258K
Avg Listing Price	\$243K	\$262K	\$251K	\$246K	\$249K	\$253K	\$254K	\$241K	\$276K	\$278K	\$290K	\$291K	\$279K
Avg Listing Price as a % of Avg Est Value	103%	97%	107%	106%	105%	105%	104%	103%	100%	106%	108%	109%	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



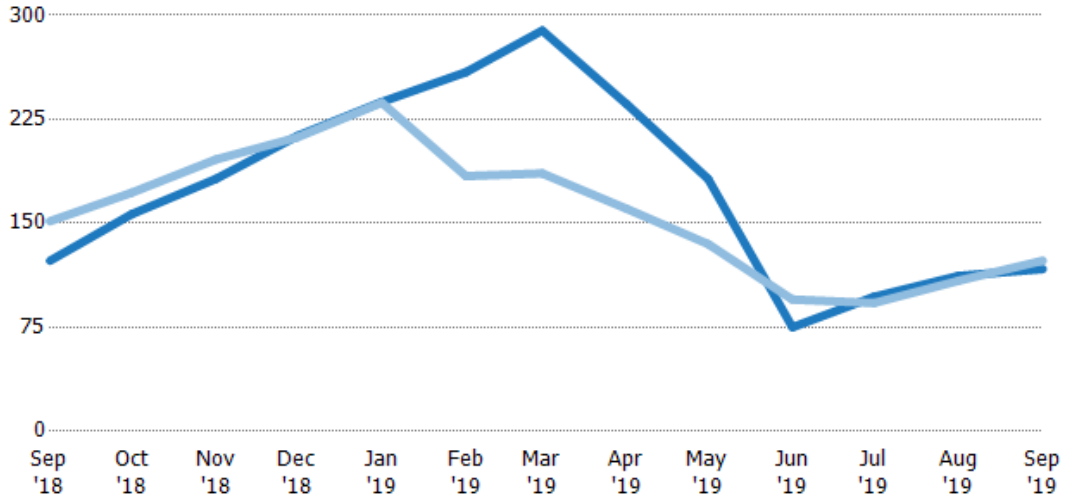
Median Est Value	\$207K	\$208K	\$207K	\$206K	\$208K	\$207K	\$208K	\$196K	\$202K	\$202K	\$202K	\$212K	\$198K
Median Listing Price	\$220K	\$221K	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$222K	\$225K	\$208K
Med Listing Price as a % of Med Est Value	106%	106%	107%	107%	106%	106%	107%	112%	109%	106%	110%	106%	105%

## 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.
Sep '19	117	-4.9%
Sep '18	123	-18.8%
Sep '17	152	-13.5%

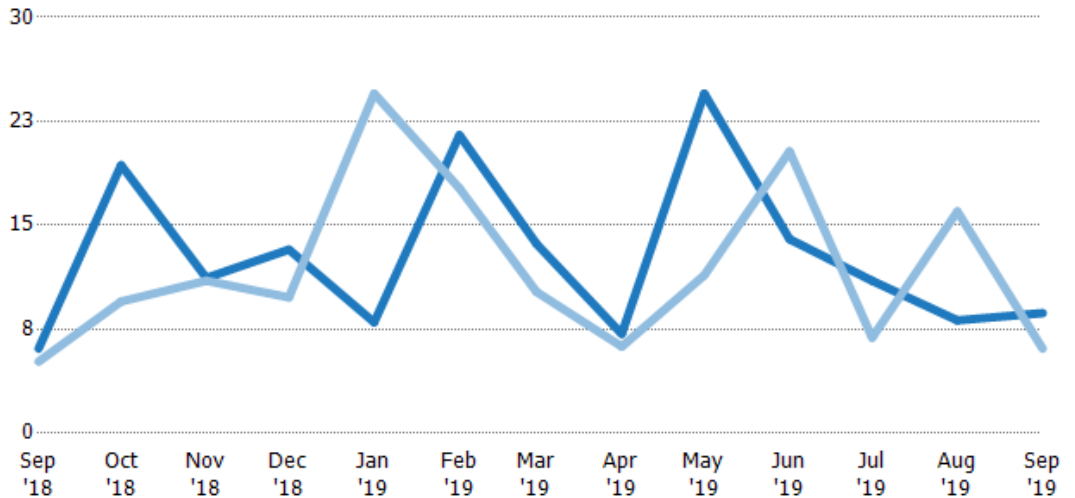
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	123	157	182	213	238	259	289	236	182	75	97	112	117
Prior Year	152	172	196	212	237	184	186	161	135	95	92.5	109	123
Percent Change from Prior Year	-19%	-9%	-7%	0%	0%	41%	55%	47%	35%	-21%	5%	3%	-5%

## 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.
Sep '19	8.67	42.1%
Sep '18	6.1	18.1%
Sep '17	5.17	54.8%

	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6.1	19.3	11.2	13.3	8	21.5	13.7	7.17	24.5	14	11	8.14	8.67
Prior Year	5.17	9.5	11	9.8	24.5	17.7	10.2	6.25	11.4	20.3	6.89	16	6.1
Percent Change from Prior Year	18%	104%	2%	35%	-67%	22%	34%	15%	115%	-31%	60%	-49%	42%

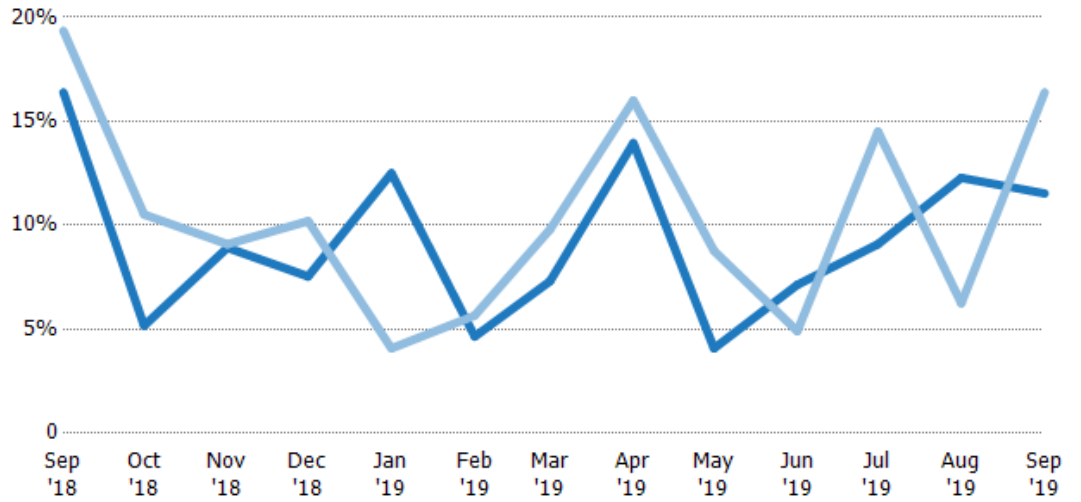
## Absorption Rate

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.
Sep '19	12%	4.9%
Sep '18	16%	3%
Sep '17	19%	-35.4%



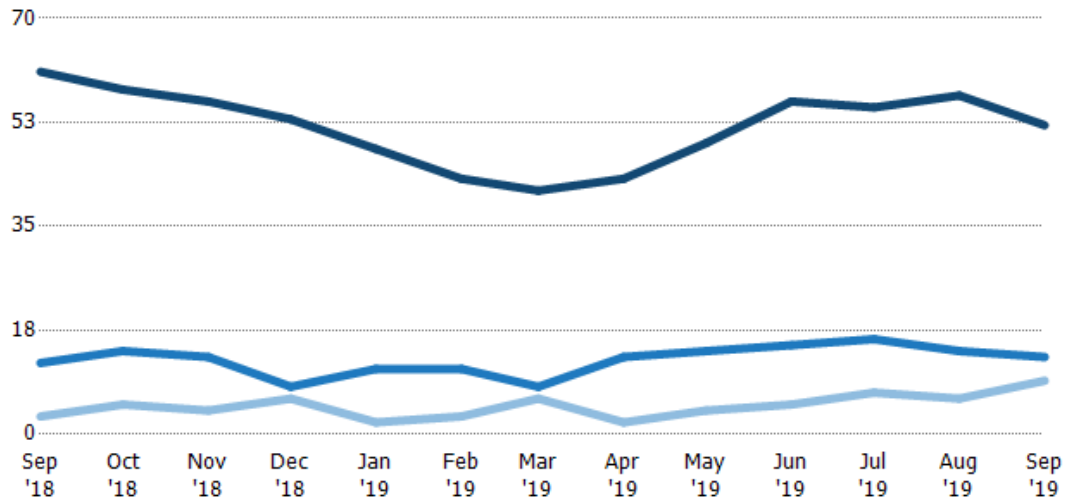
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	16%	5%	9%	8%	13%	5%	7%	14%	4%	7%	9%	12%	12%
Prior Year	19%	11%	9%	10%	4%	6%	10%	16%	9%	5%	15%	6%	16%
Change from Prior Year	3%	5%	0%	3%	-8%	1%	2%	2%	5%	-2%	5%	-6%	5%

## 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



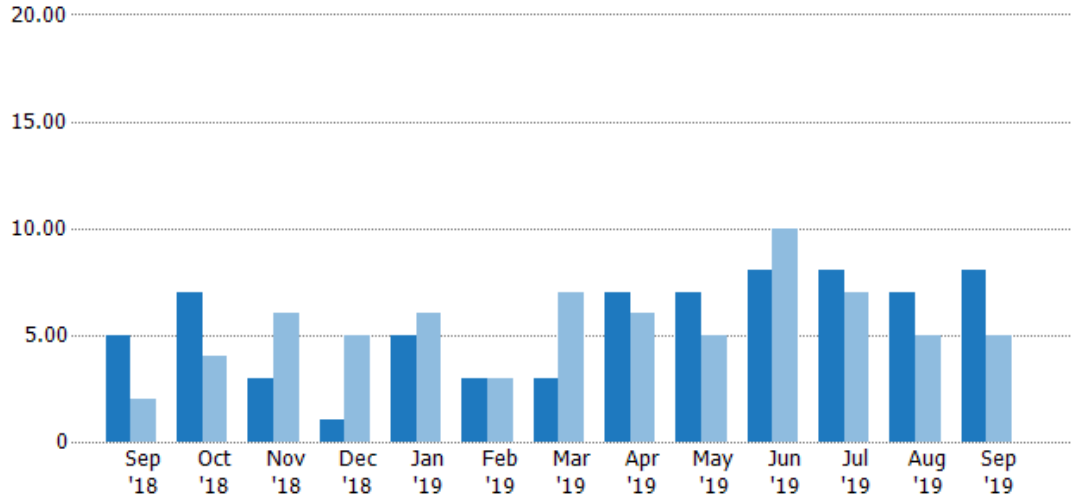
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	61	58	56	53	48	43	41	43	49	56	55	57	52
Pending	12	14	13	8	11	11	8	13	14	15	16	14	13
Sold	3	5	4	6	2	3	6	2	4	5	7	6	9

## 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



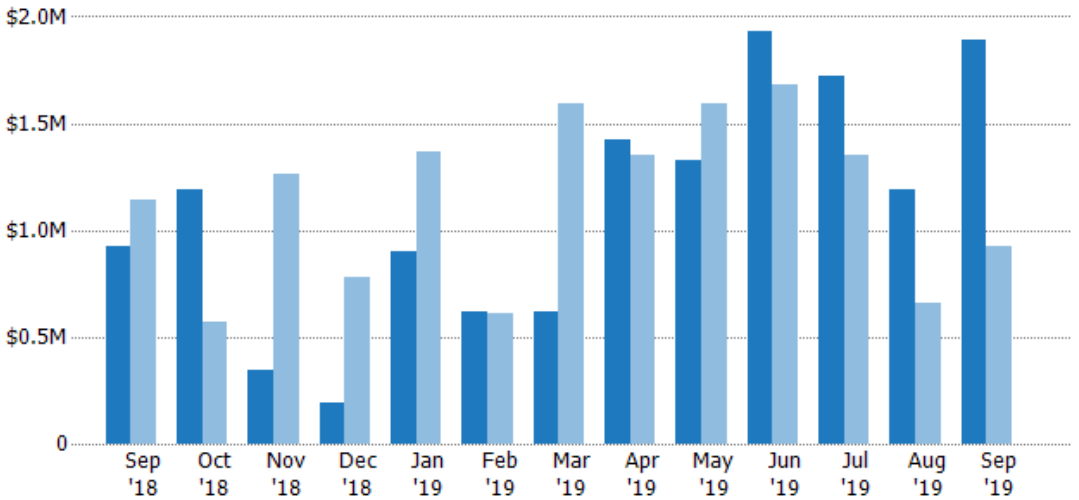
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	8	5	60%
Sep '18	5	2	150%
Sep '17	2	2	100%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	\$1.89M	\$922K	104.7%
Sep '18	\$922K	\$1.15M	-19.5%
Sep '17	\$1.15M	\$1.15M	-52.5%



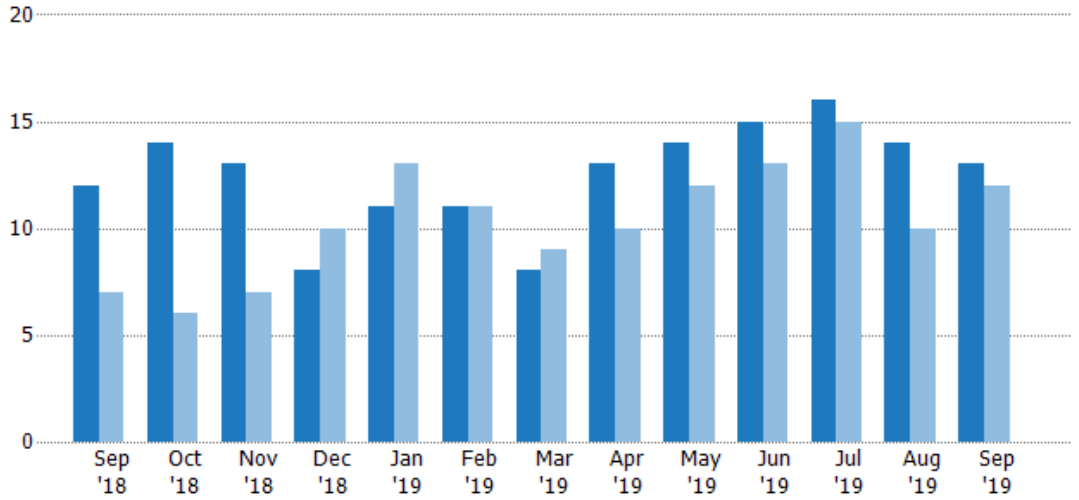
## Pending Sales

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.
Sep '19	13	8.3%
Sep '18	12	71.4%
Sep '17	7	0%



Current Year	12	14	13	8	11	11	8	13	14	15	16	14	13
Prior Year	7	6	7	10	13	11	9	10	12	13	15	10	12
Percent Change from Prior Year	71%	133%	86%	-20%	-15%	0%	-11%	30%	17%	15%	7%	40%	8%

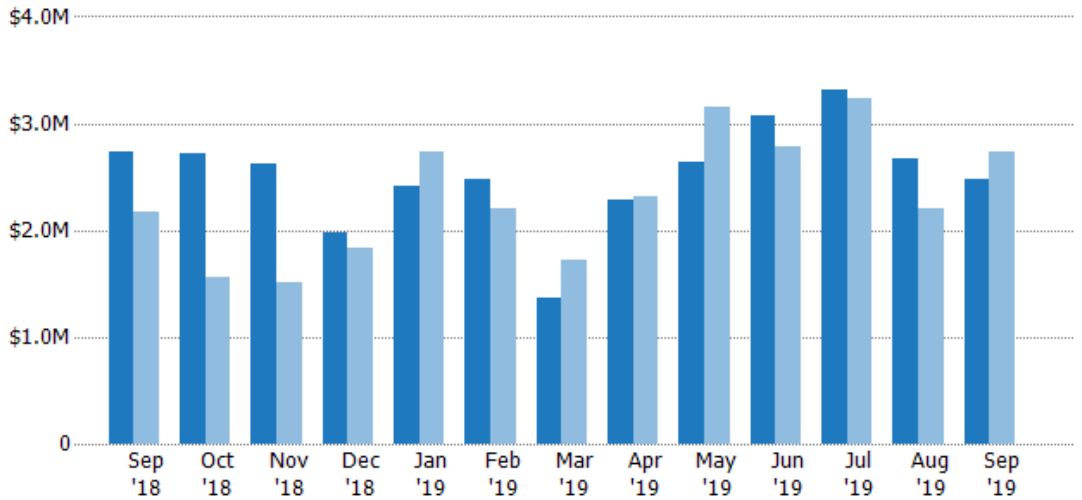
## Pending Sales Volume

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.
Sep '19	\$2.48M	-9.6%
Sep '18	\$2.74M	26%
Sep '17	\$2.17M	-46.7%



Current Year	\$2.74M	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M	\$2.29M	\$2.63M	\$3.07M	\$3.32M	\$2.67M	\$2.48M
Prior Year	\$2.17M	\$1.56M	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M	\$2.31M	\$3.16M	\$2.78M	\$3.24M	\$2.2M	\$2.74M
Percent Change from Prior Year	26%	75%	74%	8%	-11%	12%	-21%	-1%	-17%	10%	3%	21%	-10%

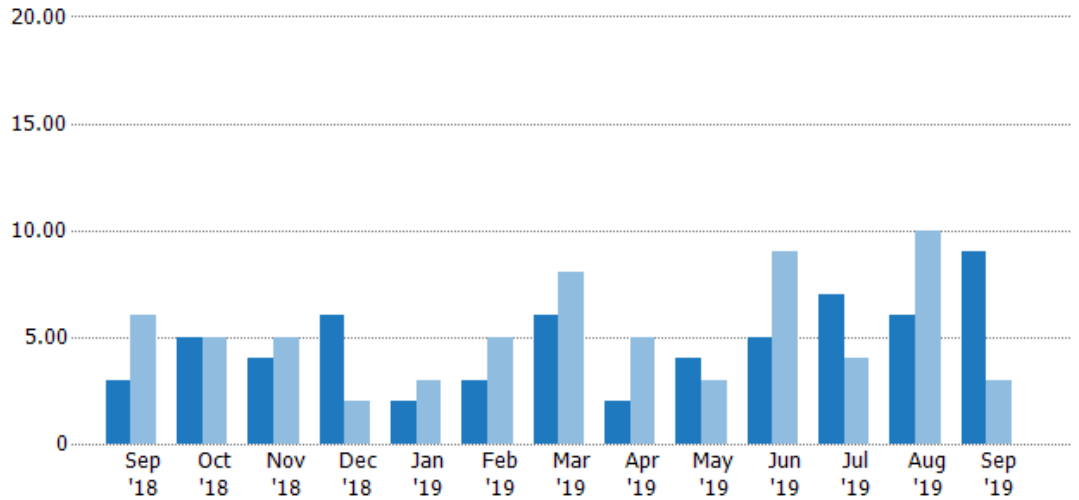
## Closed Sales

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.
Sep '19	9	200%
Sep '18	3	-50%
Sep '17	6	0%



Current Year	3	5	4	6	2	3	6	2	4	5	7	6	9
Prior Year	6	5	5	2	3	5	8	5	3	9	4	10	3
Percent Change from Prior Year	-50%	0%	-20%	200%	-33%	-40%	-25%	-60%	33%	-44%	75%	-40%	200%

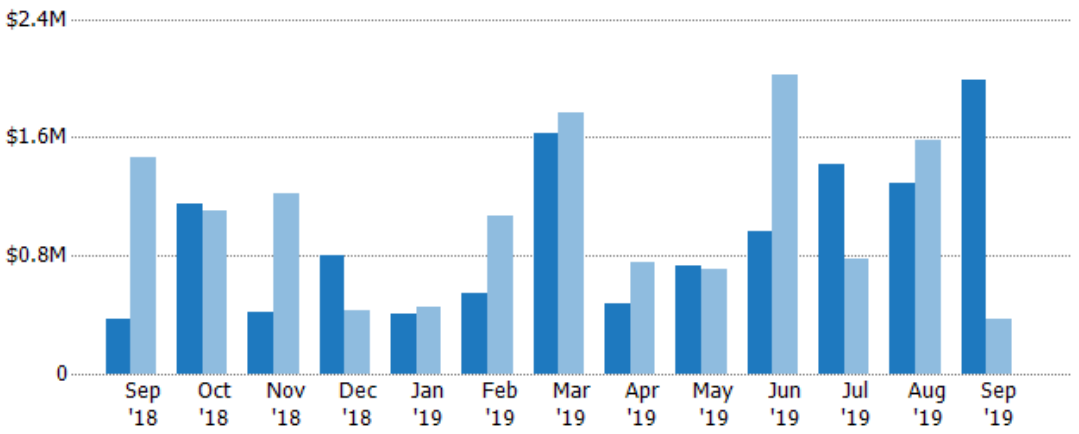
## Closed Sales Volume

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.
Sep '19	\$1.99M	441%
Sep '18	\$368K	-74.9%
Sep '17	\$1.47M	-39%



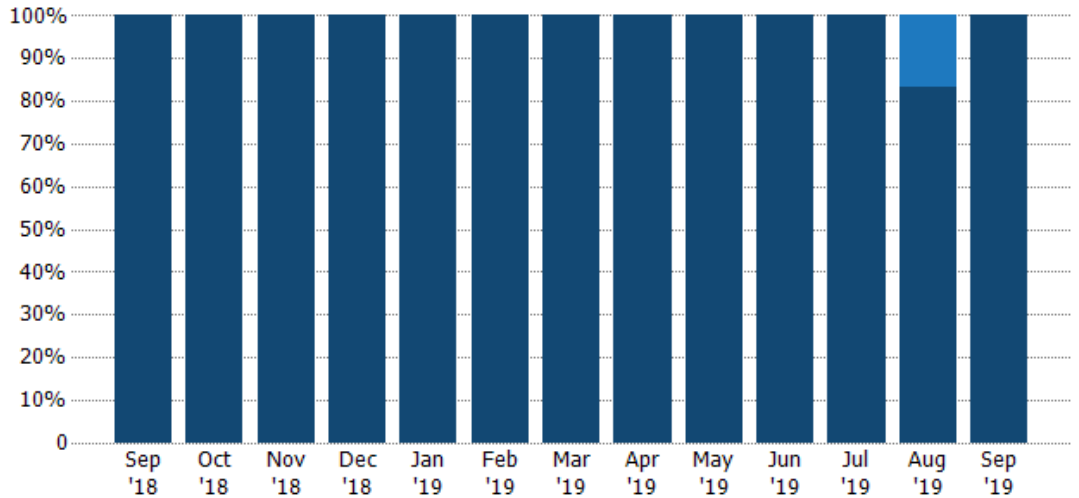
Current Year	\$368K	\$1.15M	\$415K	\$804K	\$410K	\$545K	\$1.63M	\$475K	\$736K	\$968K	\$1.42M	\$1.29M	\$1.99M
Prior Year	\$1.47M	\$1.1M	\$1.22M	\$425K	\$456K	\$1.07M	\$1.76M	\$757K	\$709K	\$2.02M	\$782K	\$1.58M	\$368K
Percent Change from Prior Year	-75%	4%	-66%	89%	-10%	-49%	-8%	-37%	4%	-52%	81%	-18%	441%

## 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



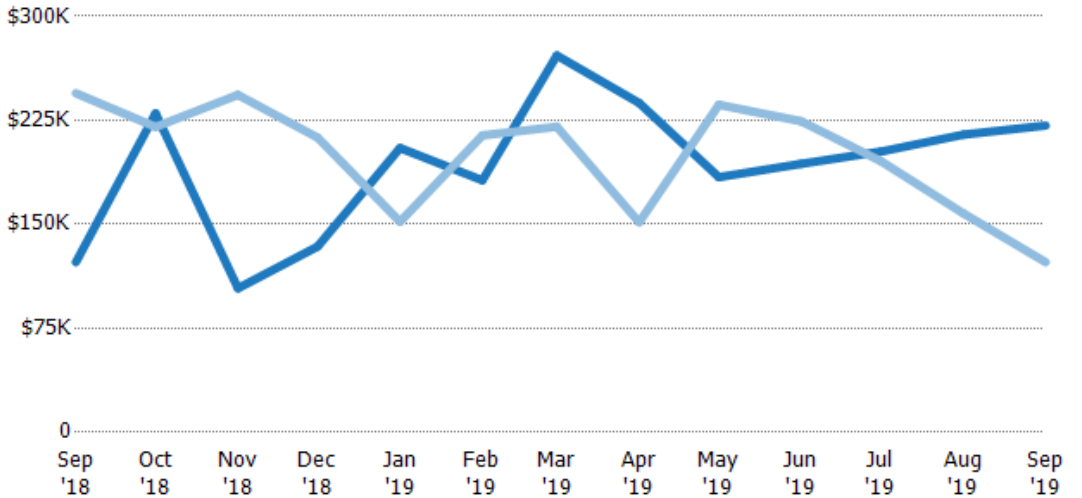
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	17%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%

## 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



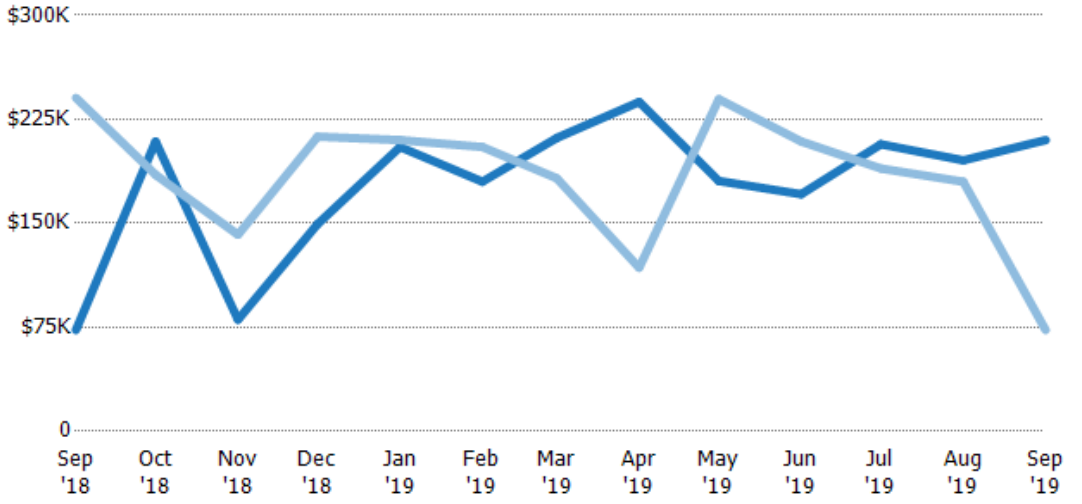
Current Year	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K
Prior Year	\$245K	\$220K	\$243K	\$213K	\$152K	\$214K	\$220K	\$151K	\$236K	\$224K	\$196K	\$158K	\$123K
Percent Change from Prior Year	-50%	4%	-57%	-37%	35%	-15%	23%	57%	-22%	-14%	4%	36%	80%

## 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



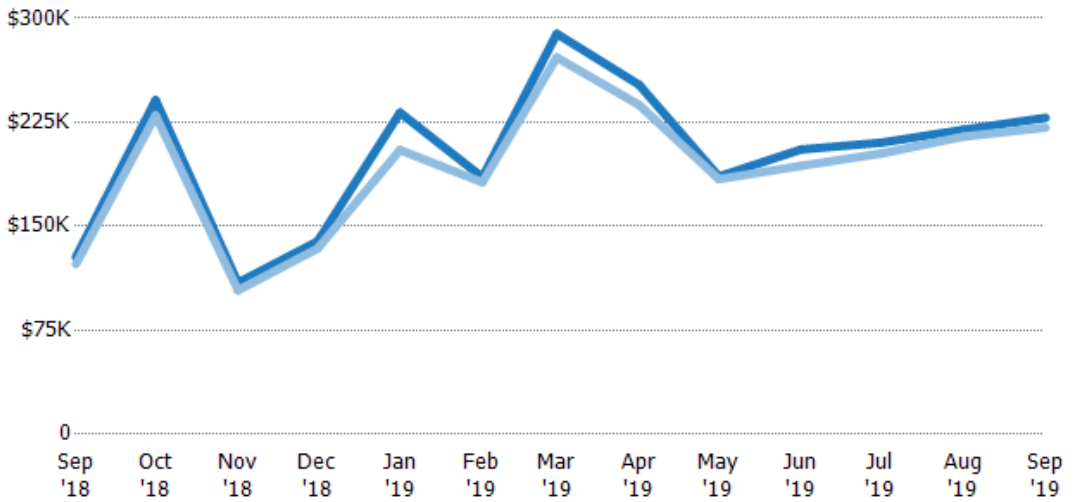
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$73K	\$241K	-70%
Oct '18	\$209K	\$185K	13%
Nov '18	\$80.5K	\$142K	-43%
Dec '18	\$150K	\$213K	-30%
Jan '19	\$205K	\$210K	-2%
Feb '19	\$180K	\$205K	-12%
Mar '19	\$212K	\$183K	16%
Apr '19	\$238K	\$118K	101%
May '19	\$181K	\$240K	-25%
Jun '19	\$171K	\$209K	-18%
Jul '19	\$207K	\$190K	9%
Aug '19	\$195K	\$180K	9%
Sep '19	\$210K	\$73K	188%

## 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



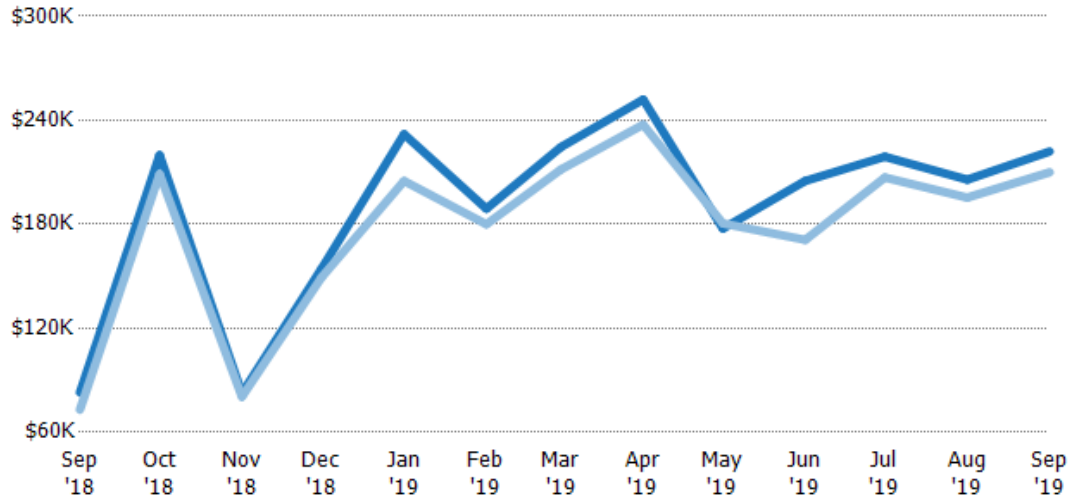
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Sep '18	\$128K	\$123K	96%
Oct '18	\$241K	\$230K	95%
Nov '18	\$109K	\$104K	95%
Dec '18	\$139K	\$134K	96%
Jan '19	\$232K	\$205K	88%
Feb '19	\$185K	\$182K	98%
Mar '19	\$289K	\$272K	94%
Apr '19	\$252K	\$238K	94%
May '19	\$186K	\$184K	99%
Jun '19	\$205K	\$194K	94%
Jul '19	\$210K	\$202K	96%
Aug '19	\$220K	\$215K	98%
Sep '19	\$228K	\$221K	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



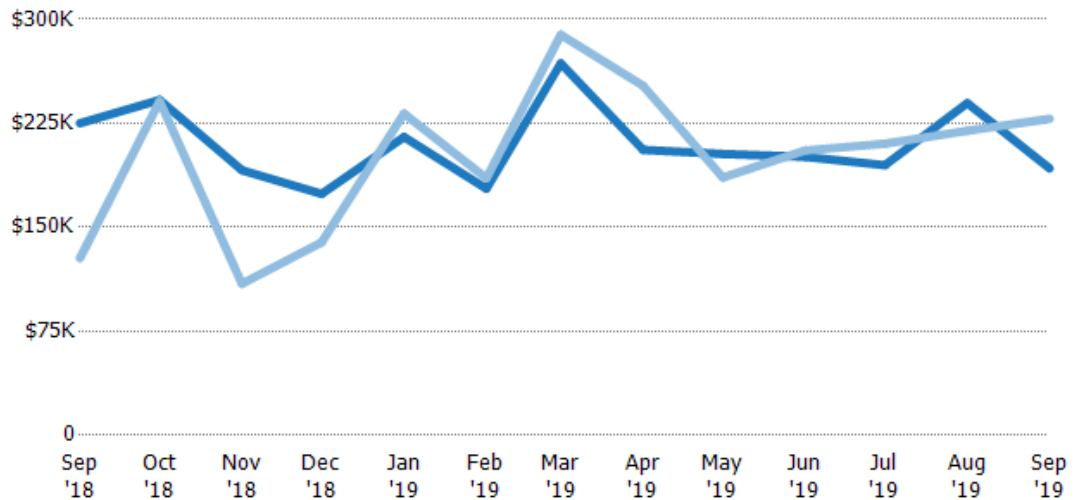
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K
Median Sales Price	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K
Med Sales Price as a % of Med List Price	88%	95%	98%	97%	88%	95%	94%	94%	102%	83%	95%	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



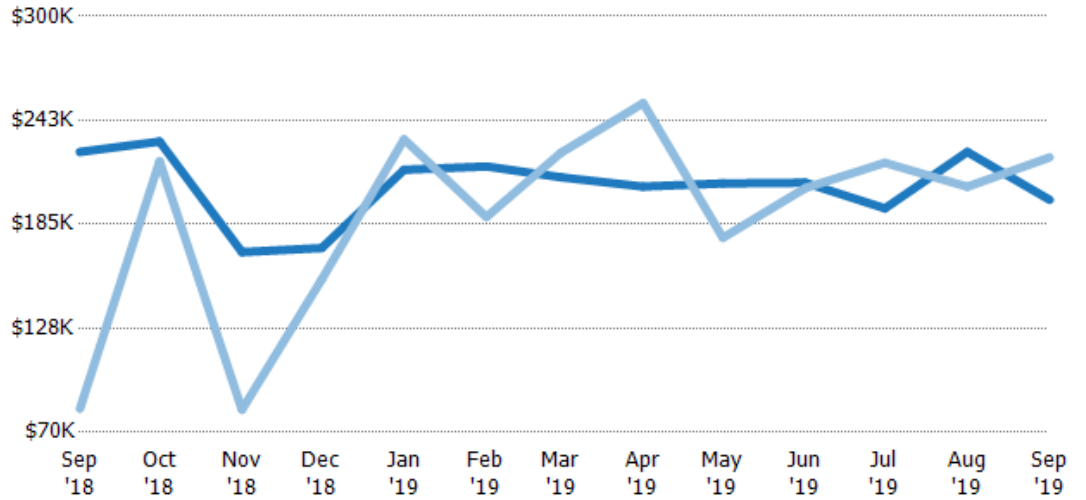
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$225K	\$242K	\$191K	\$174K	\$215K	\$178K	\$268K	\$206K	\$203K	\$201K	\$195K	\$240K	\$192K
Avg Sales Price	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K
Avg Sales Price as a % of Avg Est Value	57%	100%	57%	80%	108%	104%	108%	122%	92%	102%	108%	92%	119%

## 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	\$225K	\$231K	\$170K	\$172K	\$215K	\$217K	\$211K	\$206K	\$208K	\$208K	\$194K	\$225K	\$199K
Median Sales Price	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K
Med Sales Price as a % of Med Est Value	37%	95%	49%	90%	108%	87%	106%	122%	86%	99%	113%	91%	112%