

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	2	+300%	15	4	+275%
New Listing Volume	\$1,867,300	\$333,000	+460.8%	\$3,114,100	\$767,000	+306%
Active Listing Count	37	43	-14%	N/A	N/A	
Active Listing Volume	\$10,611,900	\$11,058,600	-4%	N/A	N/A	
Average Listing Price	\$286,808	\$257,177	+11.5%	\$287,117	\$255,202	+12.5%
Median Listing Price	\$225,000	\$224,900	+0%	\$207,938	\$224,926	-7.6%
Median Days in RPR	200	259	-22.8%	195.8	250.4	-21.8%
Months of Inventory	6.2	21.5	-71.3%	14.4	11.4	+26.6%
Absorption Rate	16.22%	4.65%	+11.6%	6.94%	8.79%	-1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	12	8	+50%
New Pending Sales Volume	\$863,800	\$617,000	+40%	\$1,974,700	\$1,518,300	+30.1%
Pending Sales Count	6	8	-25%	N/A	N/A	
Pending Sales Volume	\$1,007,900	\$2,121,300	-52.5%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	10	5	+100%
Closed Sales Volume	\$595,000	\$545,150	+9.1%	\$1,592,900	\$955,150	+66.8%
Average Sales Price	\$148,750	\$181,717	-18.1%	\$159,290	\$191,030	-16.6%
Median Sales Price	\$143,500	\$180,000	-20.3%	\$158,800	\$190,000	-16.4%

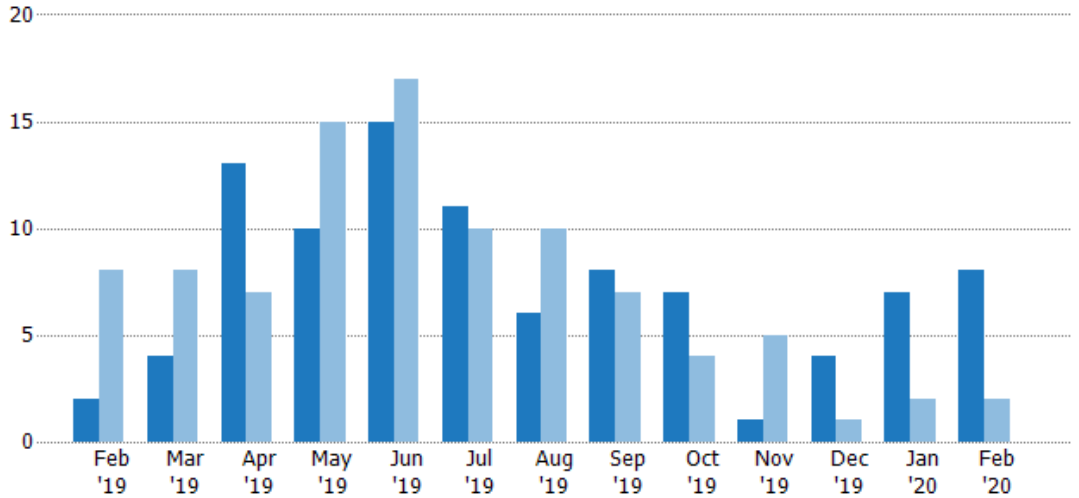
New Listings

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.
Feb '20	8	300%
Feb '19	2	-75%
Feb '18	8	-62.5%



Current Year	2	4	13	10	15	11	6	8	7	1	4	7	8
Prior Year	8	8	7	15	17	10	10	7	4	5	1	2	2
Percent Change from Prior Year	-75%	-50%	86%	-33%	-12%	10%	-40%	14%	75%	-80%	300%	250%	300%

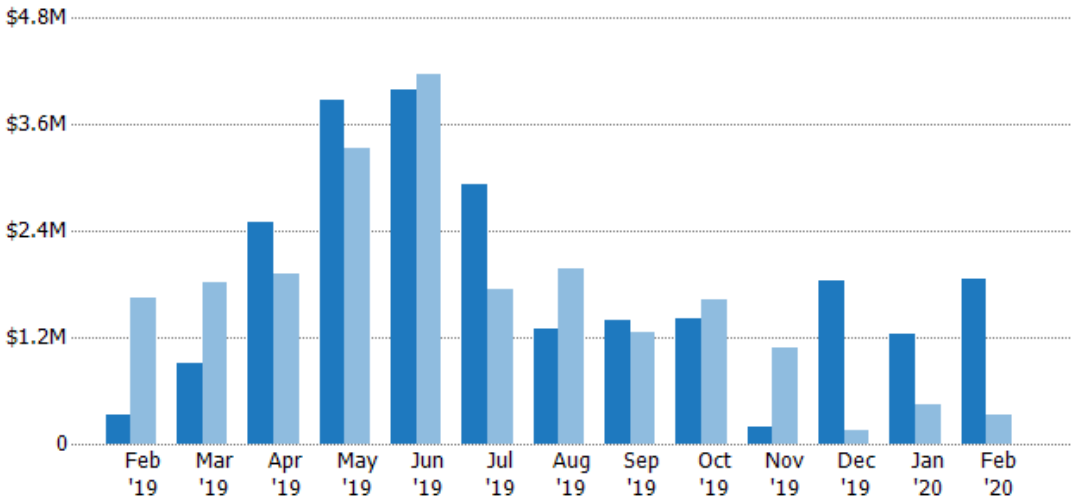
New Listing Volume

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.
Feb '20	\$1.87M	460.8%
Feb '19	\$333K	-79.9%
Feb '18	\$1.65M	-65.4%



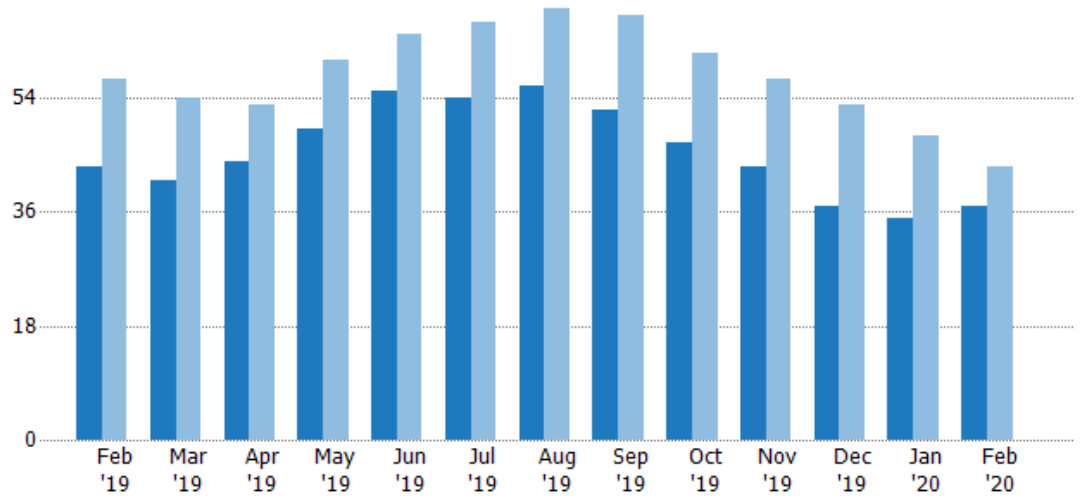
Current Year	\$333K	\$911K	\$2.5M	\$3.88M	\$4M	\$2.93M	\$1.29M	\$1.39M	\$1.41M	\$190K	\$1.84M	\$1.25M	\$1.87M
Prior Year	\$1.65M	\$1.82M	\$1.91M	\$3.34M	\$4.18M	\$1.75M	\$1.97M	\$1.26M	\$1.63M	\$1.08M	\$145K	\$434K	\$333K
Percent Change from Prior Year	-80%	-50%	31%	16%	-4%	68%	-34%	10%	-14%	-82%	1,172%	187%	461%

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



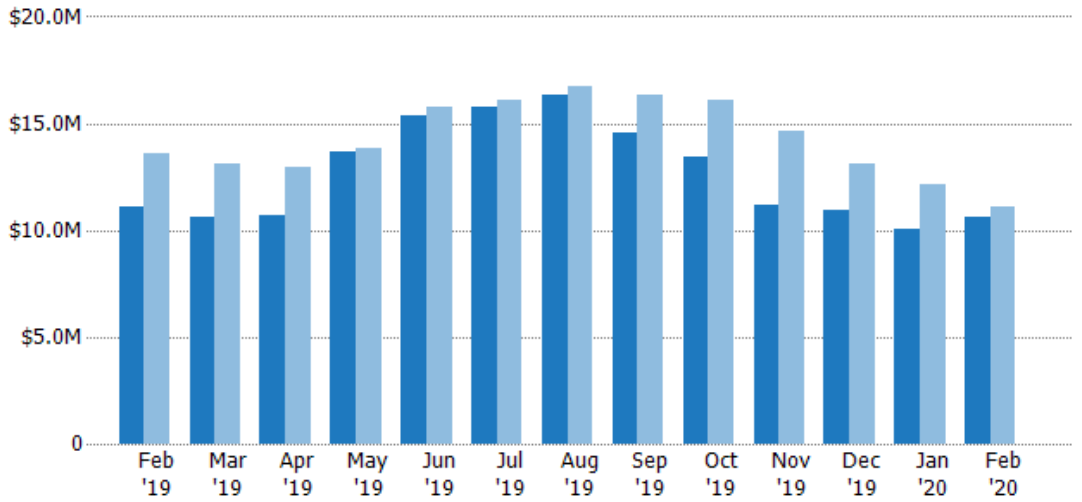
Month/Year	Count	% Chg.
Feb '20	37	-14%
Feb '19	43	-24.6%
Feb '18	57	-10.5%

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.
Feb '20	\$10.6M	-4%
Feb '19	\$11.1M	-18.6%
Feb '18	\$13.6M	-10.4%

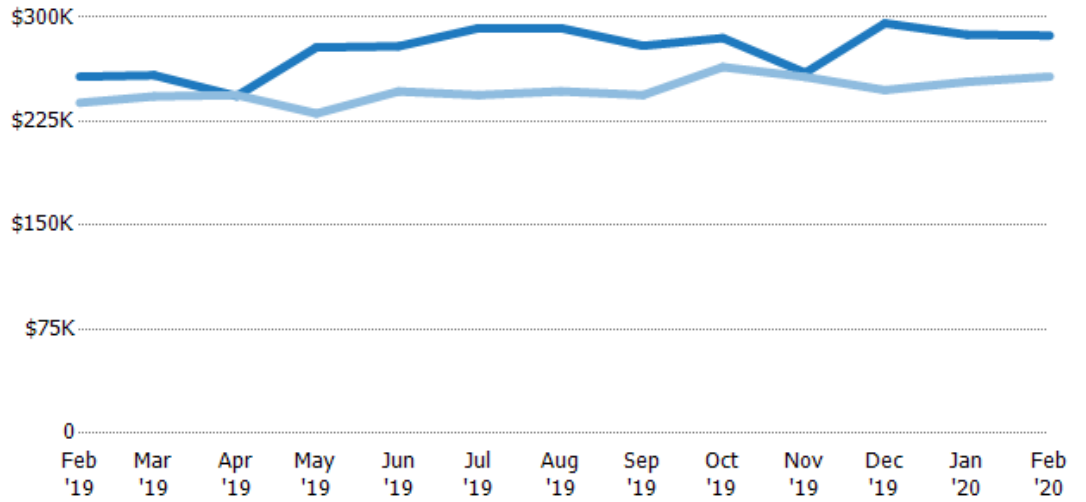
Average Listing Price

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.
Feb '20	\$287K	11.5%
Feb '19	\$257K	7.9%
Feb '18	\$238K	0.2%



Current Year	\$257K	\$258K	\$243K	\$278K	\$279K	\$292K	\$292K	\$279K	\$285K	\$260K	\$296K	\$287K	\$287K
Prior Year	\$238K	\$243K	\$244K	\$231K	\$247K	\$244K	\$247K	\$244K	\$264K	\$257K	\$247K	\$253K	\$257K
Percent Change from Prior Year	8%	6%	0%	21%	13%	20%	18%	15%	8%	1%	19%	13%	12%

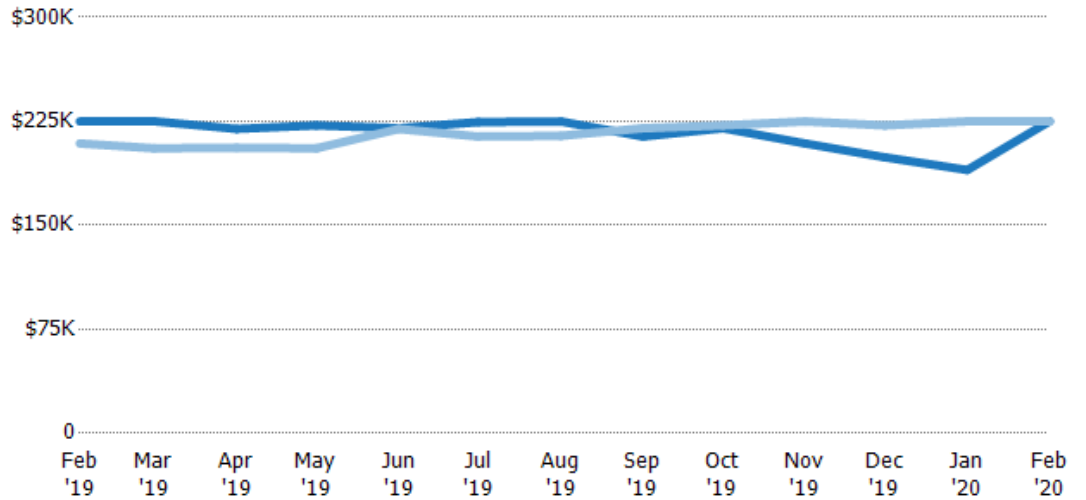
Median Listing Price

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.
Feb '20	\$225K	0%
Feb '19	\$225K	7.6%
Feb '18	\$209K	-6.7%



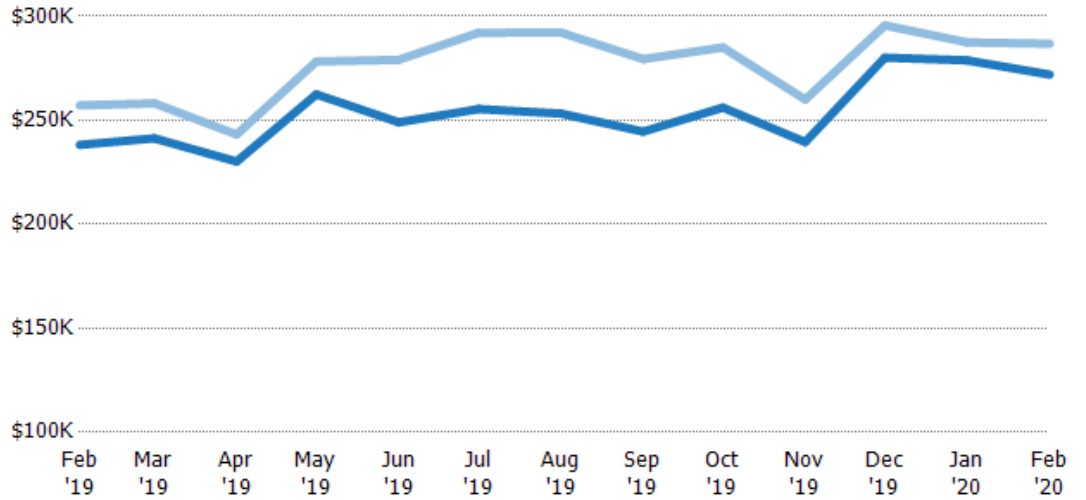
Current Year	\$225K	\$225K	\$220K	\$222K	\$220K	\$224K	\$225K	\$214K	\$220K	\$209K	\$199K	\$190K	\$225K
Prior Year	\$209K	\$206K	\$206K	\$206K	\$219K	\$214K	\$215K	\$220K	\$222K	\$225K	\$222K	\$225K	\$225K
Percent Change from Prior Year	8%	9%	7%	8%	0%	5%	5%	-3%	-1%	-7%	-10%	-16%	0%

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



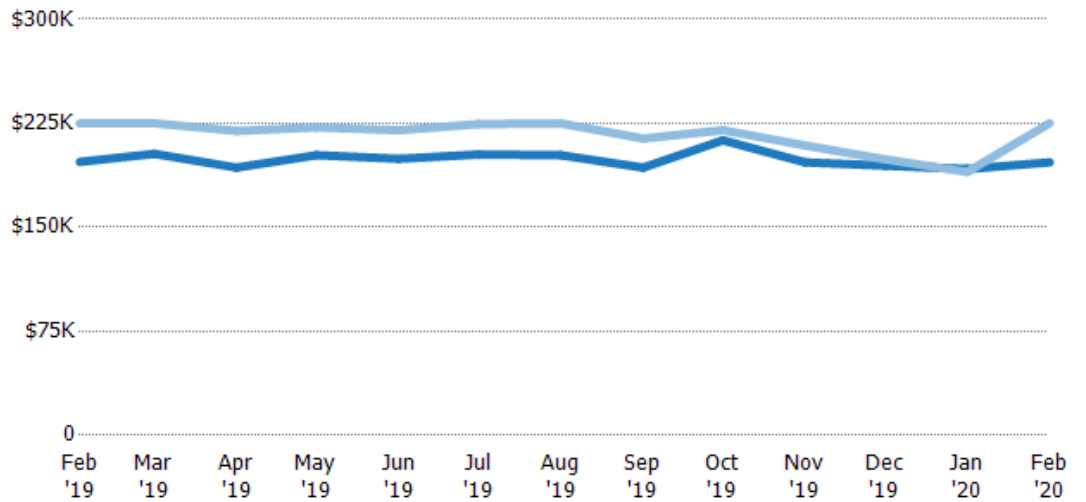
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$238K	\$241K	\$230K	\$262K	\$249K	\$255K	\$253K	\$245K	\$256K	\$240K	\$280K	\$279K	\$272K
Avg Listing Price	\$257K	\$258K	\$243K	\$278K	\$279K	\$292K	\$292K	\$279K	\$285K	\$260K	\$296K	\$287K	\$287K
Avg Listing Price as a % of Avg Est Value	108%	107%	106%	106%	112%	114%	115%	114%	111%	109%	106%	103%	105%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$197K	\$203K	\$193K	\$202K	\$199K	\$202K	\$202K	\$193K	\$213K	\$197K	\$194K	\$192K	\$197K
Median Listing Price	\$225K	\$225K	\$220K	\$222K	\$220K	\$224K	\$225K	\$214K	\$220K	\$209K	\$199K	\$190K	\$225K
Med Listing Price as a % of Med Est Value	114%	111%	114%	110%	110%	111%	111%	111%	103%	106%	102%	99%	114%

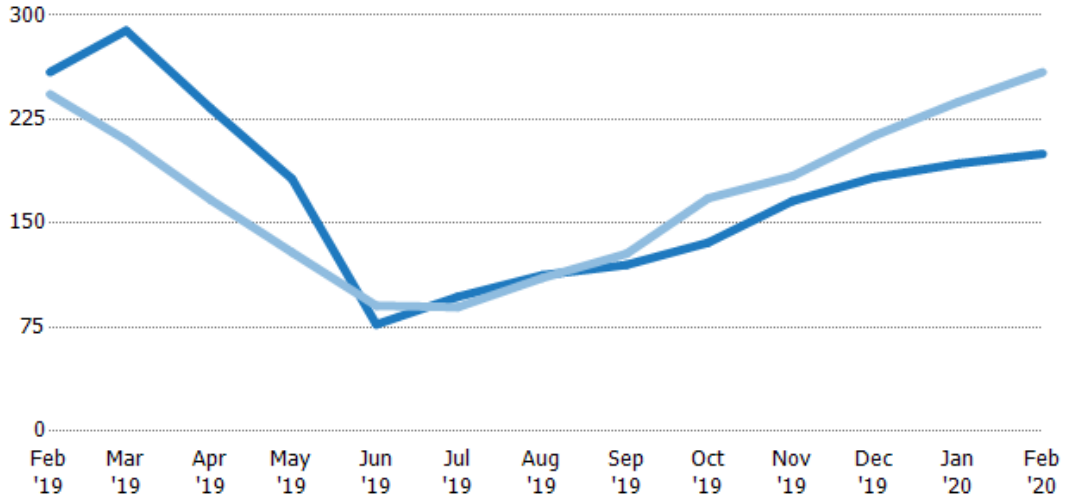
Median Days in RPR

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.
Feb '20	200	-22.8%
Feb '19	259	6.6%
Feb '18	243	-23.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	259	289	233	182	77	97	113	120	136	166	183	193	200
Prior Year	243	210	167	129	90.5	89.5	111	128	168	184	213	238	259
Percent Change from Prior Year	7%	38%	40%	41%	-15%	8%	2%	-6%	-19%	-10%	-14%	-19%	-23%

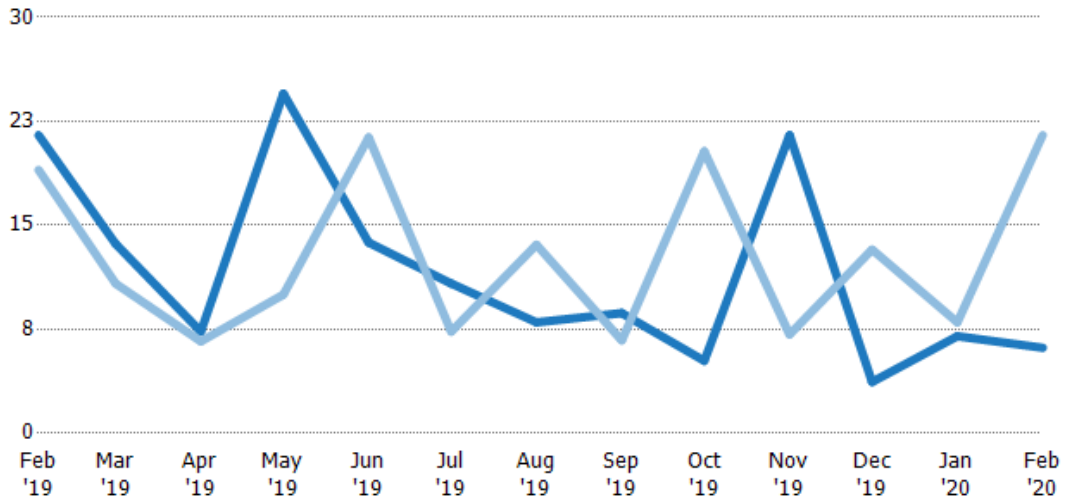
Months of Inventory

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.
Feb '20	6.17	-71.3%
Feb '19	21.5	13.2%
Feb '18	19	-10.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	21.5	13.7	7.33	24.5	13.8	10.8	8	8.67	5.22	21.5	3.7	7	6.17
Prior Year	19	10.8	6.63	10	21.3	7.33	13.6	6.7	20.3	7.13	13.3	8	21.5
Percent Change from Prior Year	13%	27%	11%	145%	-36%	47%	-41%	29%	-74%	202%	-72%	-13%	-71%

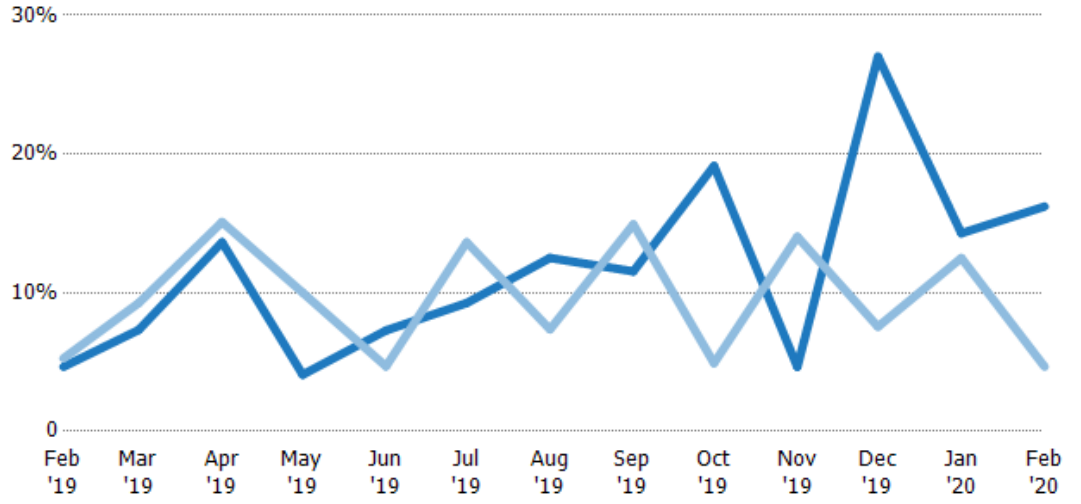
Absorption Rate

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.
Feb '20	16%	-11.6%
Feb '19	5%	0.6%
Feb '18	5%	11.8%



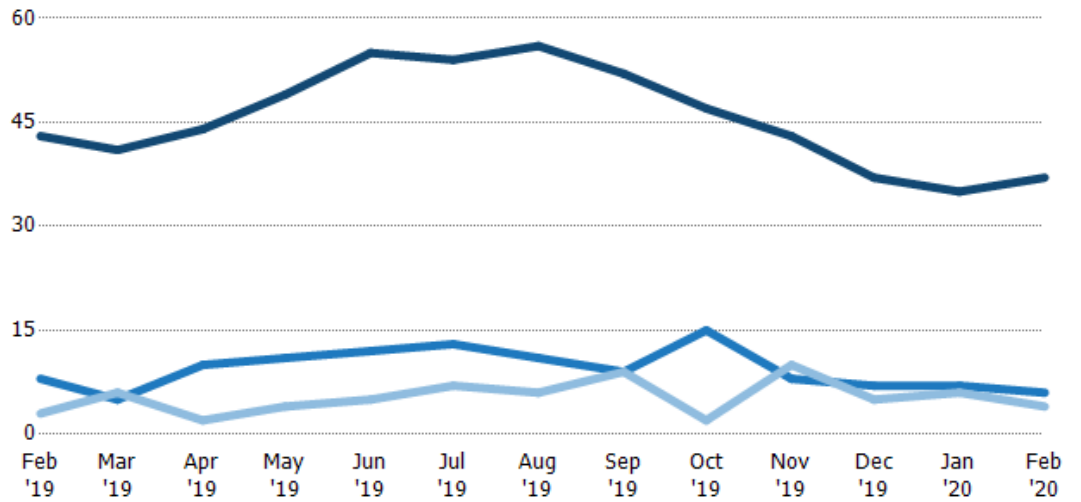
Current Year	5%	7%	14%	4%	7%	9%	13%	12%	19%	5%	27%	14%	16%
Prior Year	5%	9%	15%	10%	5%	14%	7%	15%	5%	14%	8%	13%	5%
Change from Prior Year	1%	2%	1%	6%	-3%	4%	-5%	3%	-14%	9%	-19%	-2%	-12%

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



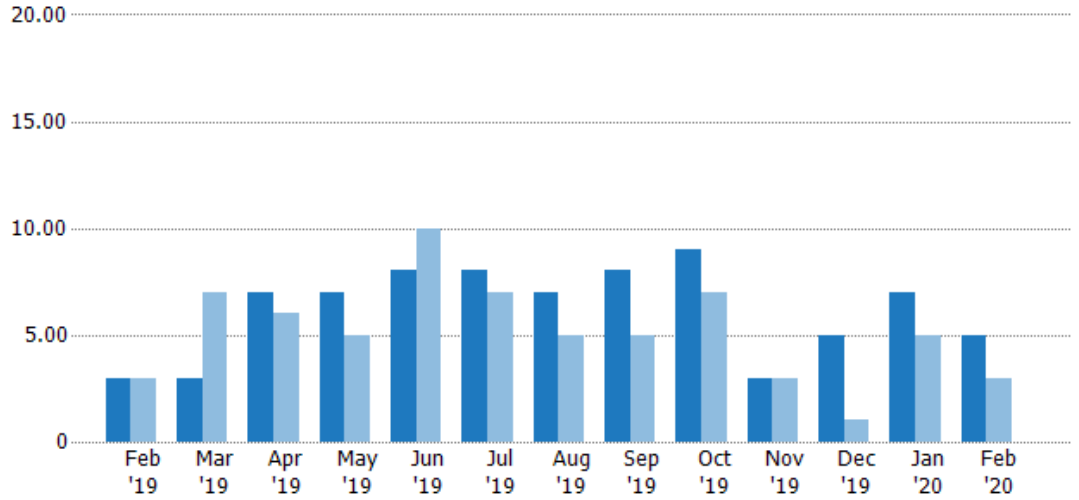
Active	43	41	44	49	55	54	56	52	47	43	37	35	37
Pending	8	5	10	11	12	13	11	9	15	8	7	7	6
Sold	3	6	2	4	5	7	6	9	2	10	5	6	4

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



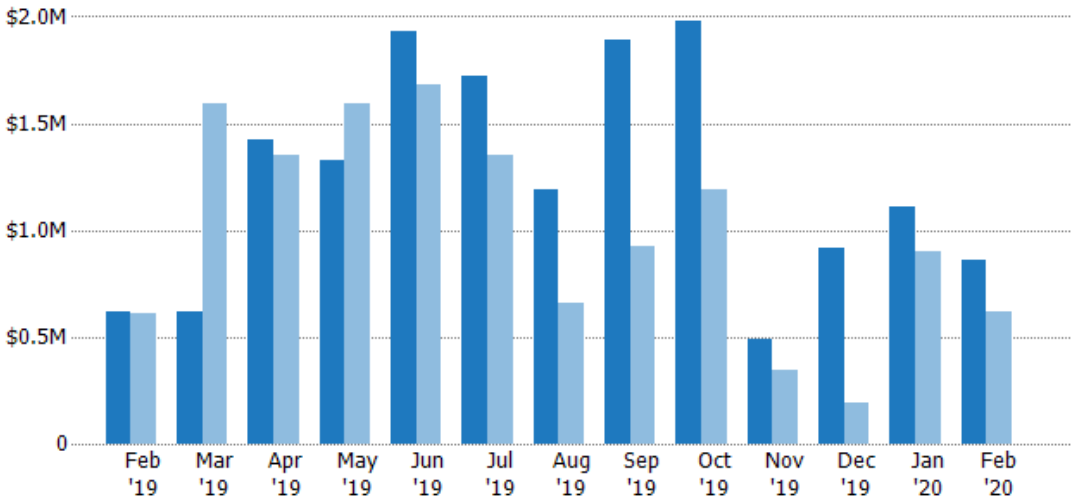
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '20	5	3	66.7%
Feb '19	3	3	0%
Feb '18	3	3	66.7%

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
Feb '20	\$864K	\$617K	40%
Feb '19	\$617K	\$609K	1.3%
Feb '18	\$609K	\$609K	82.5%

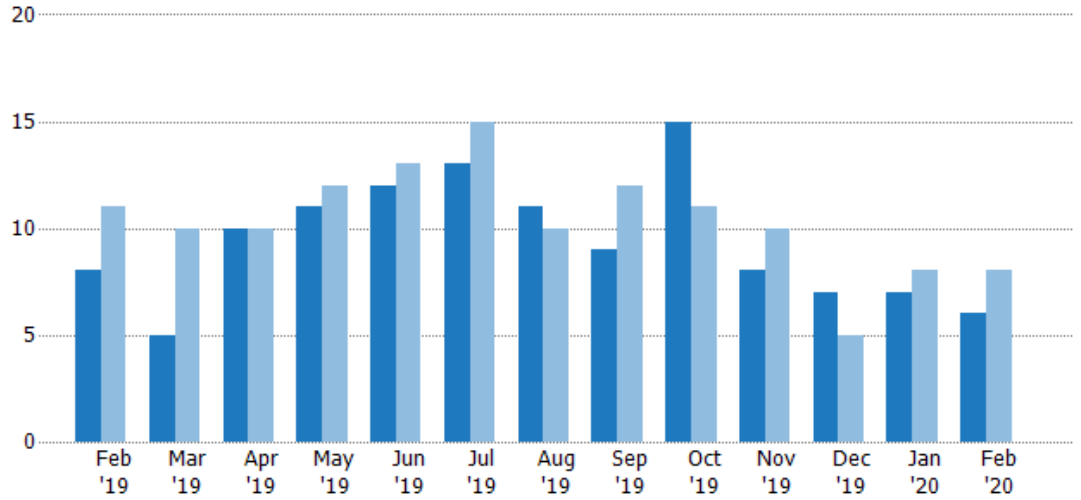
Pending Sales

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.
Feb '20	6	-25%
Feb '19	8	-27.3%
Feb '18	11	18.2%



Current Year	8	5	10	11	12	13	11	9	15	8	7	7	6
Prior Year	11	10	10	12	13	15	10	12	11	10	5	8	8
Percent Change from Prior Year	-27%	-50%	0%	-8%	-8%	-13%	10%	-25%	36%	-20%	40%	-13%	-25%

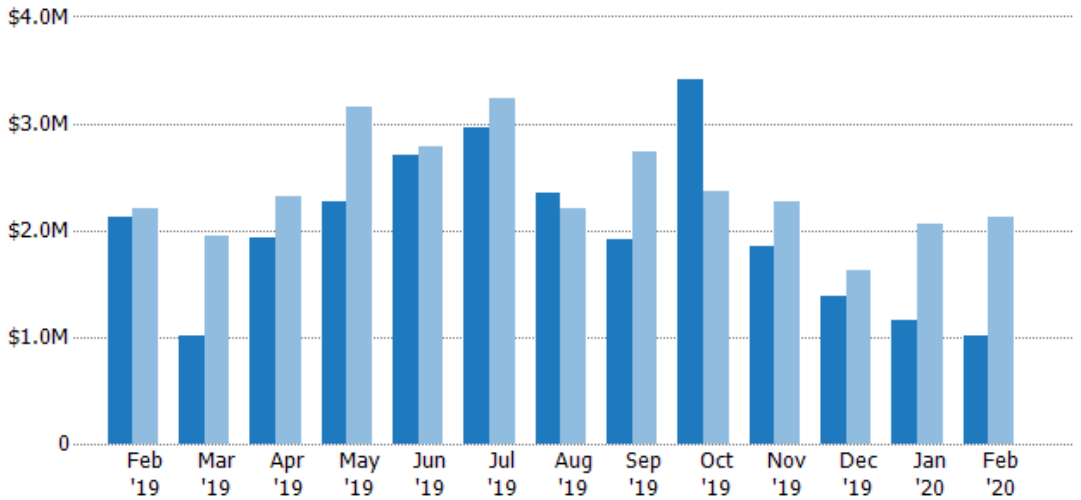
Pending Sales Volume

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.
Feb '20	\$1.01M	-52.5%
Feb '19	\$2.12M	-4%
Feb '18	\$2.21M	20.2%



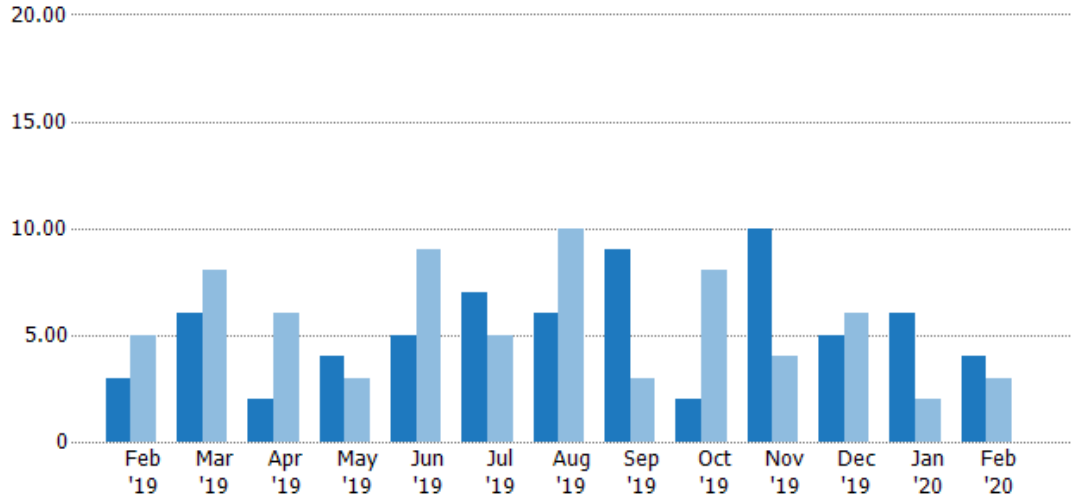
Current Year	\$2.12M	\$1.01M	\$1.93M	\$2.27M	\$2.71M	\$2.96M	\$2.34M	\$1.92M	\$3.41M	\$1.85M	\$1.38M	\$1.15M	\$1.01M
Prior Year	\$2.21M	\$1.94M	\$2.31M	\$3.16M	\$2.78M	\$3.24M	\$2.2M	\$2.74M	\$2.36M	\$2.27M	\$1.62M	\$2.06M	\$2.12M
Percent Change from Prior Year	-4%	-48%	-16%	-28%	-3%	-9%	6%	-30%	44%	-18%	-15%	-44%	-52%

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



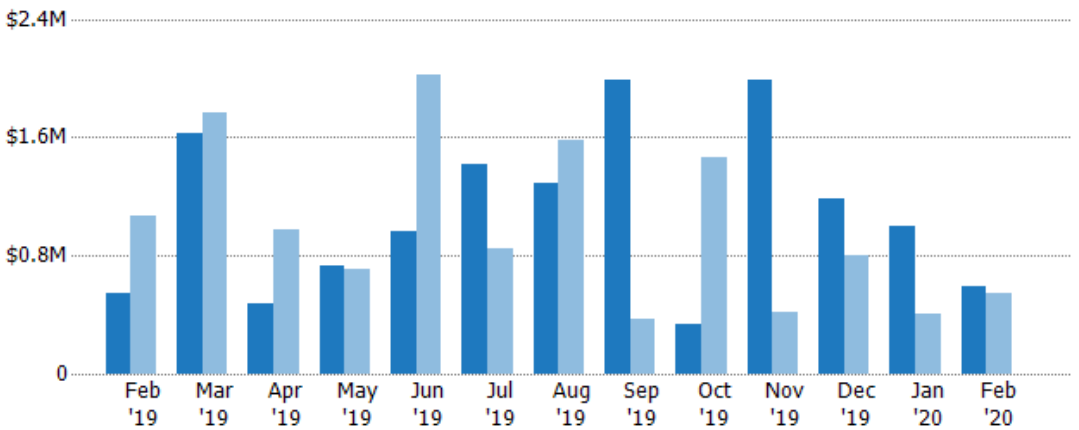
Month/Year	Count	% Chg.
Feb '20	4	33.3%
Feb '19	3	-40%
Feb '18	5	-60%

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



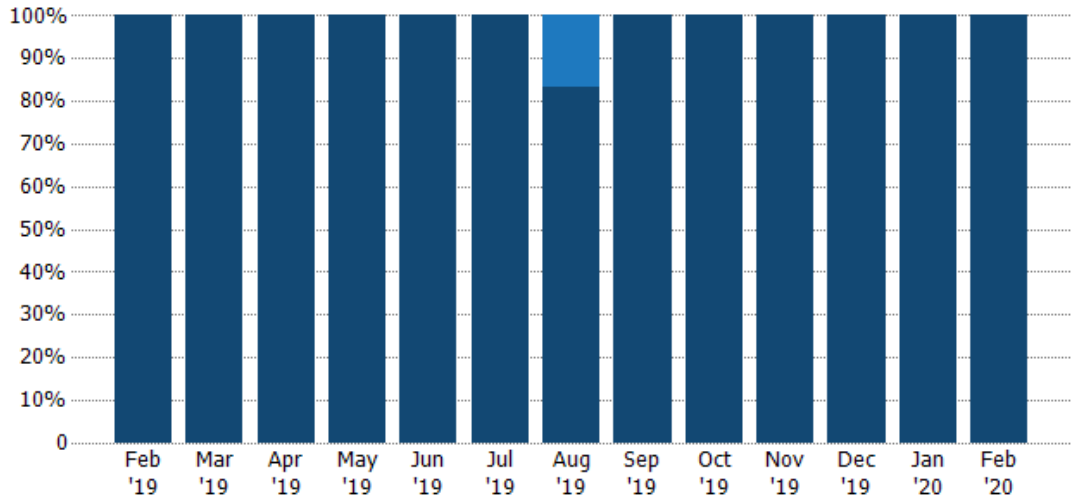
Month/Year	Volume	% Chg.
Feb '20	\$595K	9.1%
Feb '19	\$545K	-49.1%
Feb '18	\$1.07M	-59.8%

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



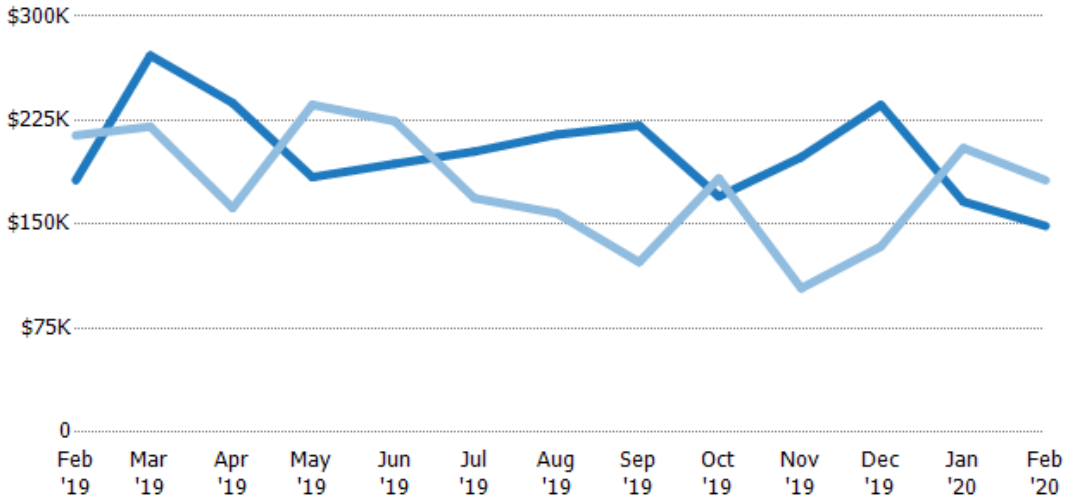
Condo/Townhouse	-	-	-	-	-	-	17%	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	83%	100%	100%	100%	100%	100%	100%

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	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K
Prior Year	\$214K	\$220K	\$162K	\$236K	\$224K	\$169K	\$158K	\$123K	\$183K	\$104K	\$134K	\$205K	\$182K
Percent Change from Prior Year	-15%	23%	47%	-22%	-14%	20%	36%	80%	-7%	91%	76%	-19%	-18%

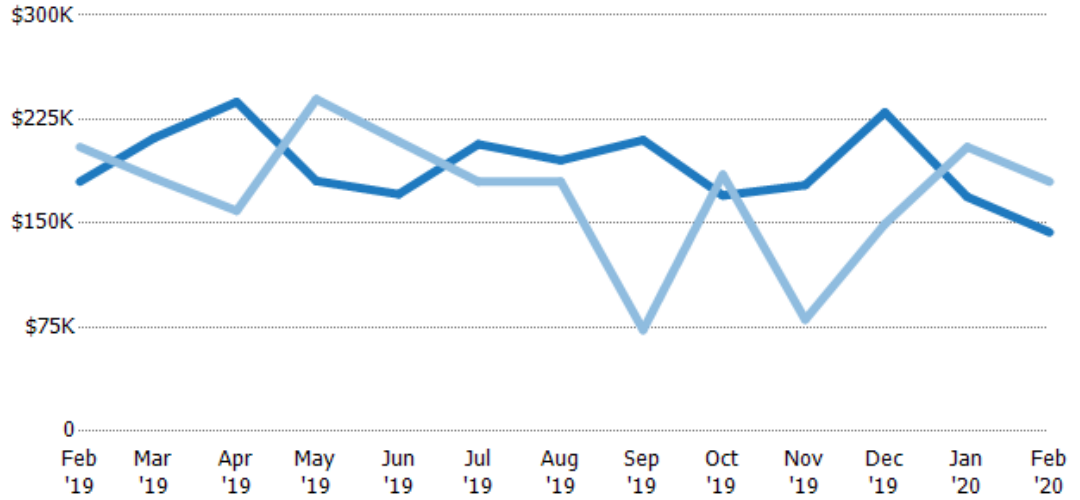
Median Sales Price

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.
Feb '20	\$144K	-20.3%
Feb '19	\$180K	-12.2%
Feb '18	\$205K	4.9%



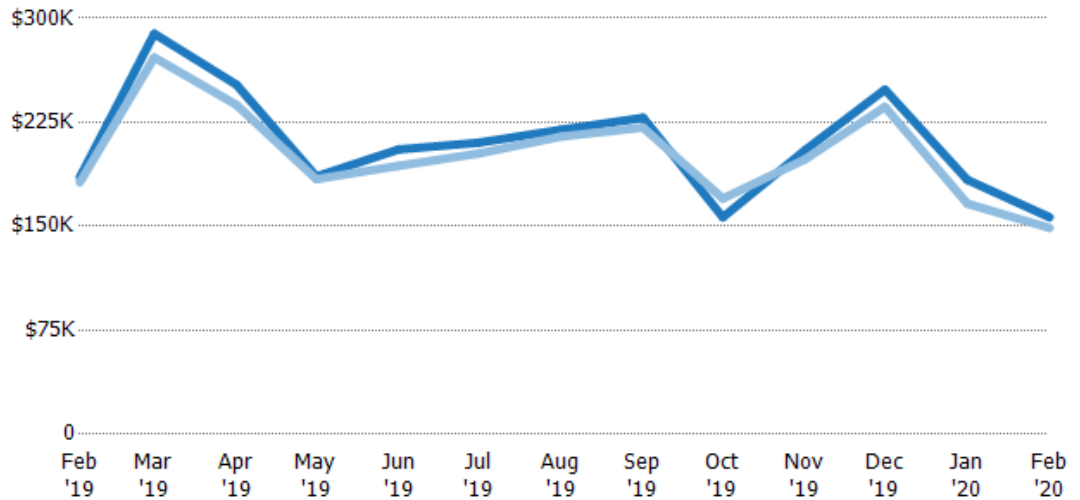
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K
Prior Year	\$205K	\$183K	\$159K	\$240K	\$209K	\$180K	\$180K	\$73K	\$185K	\$80.5K	\$150K	\$205K	\$180K
Percent Change from Prior Year	-12%	16%	49%	-25%	-18%	15%	9%	188%	-8%	120%	54%	-18%	-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



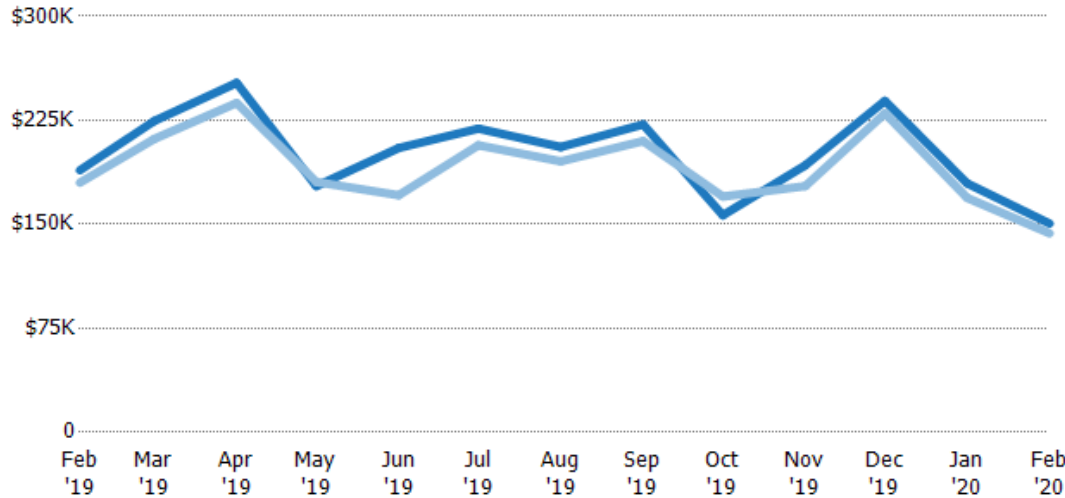
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K
Avg Sales Price	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K
Avg Sales Price as a % of Avg List Price	98%	94%	94%	99%	94%	96%	98%	97%	109%	97%	95%	91%	95%

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



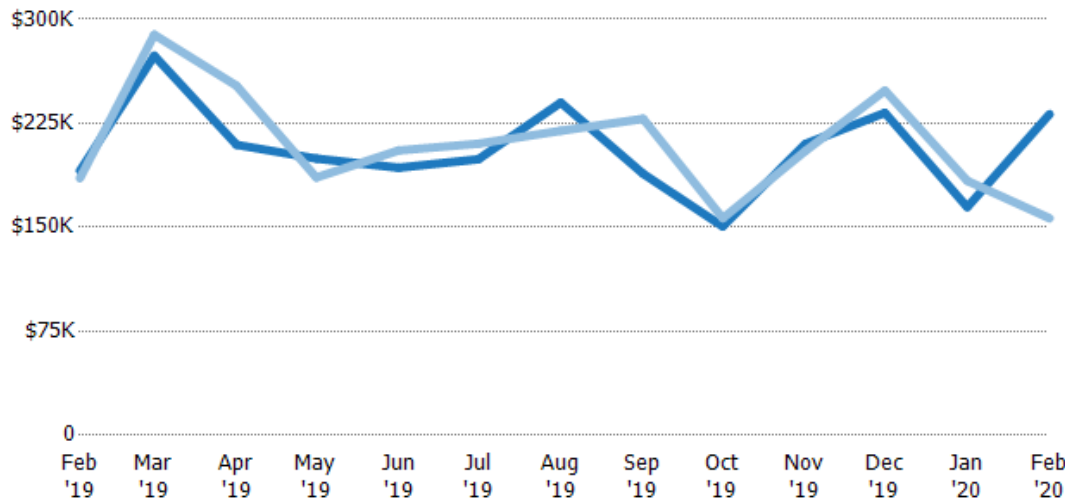
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K
Median Sales Price	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K
Med Sales Price as a % of Med List Price	95%	94%	94%	102%	83%	95%	95%	95%	109%	92%	96%	94%	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



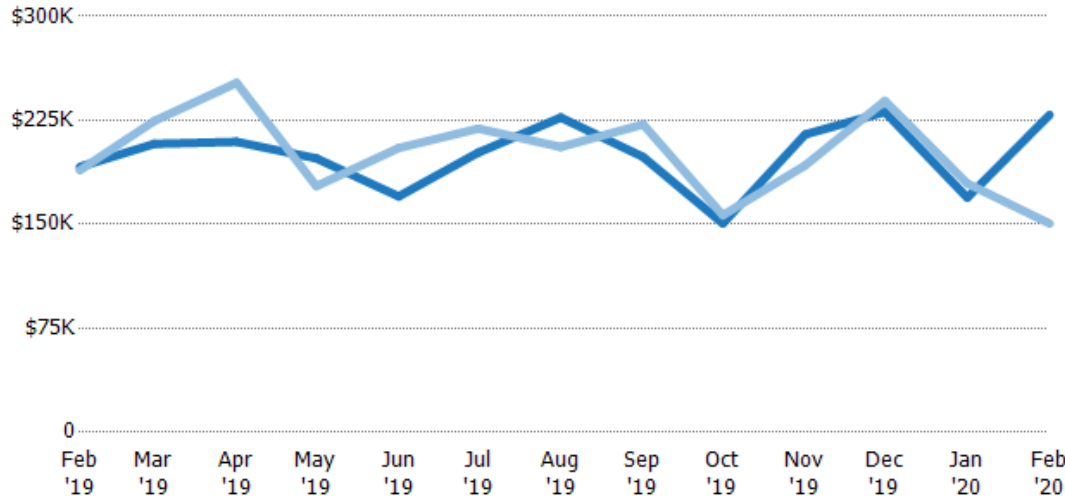
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$191K	\$274K	\$209K	\$200K	\$193K	\$199K	\$240K	\$189K	\$151K	\$210K	\$233K	\$165K	\$232K
Avg Sales Price	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K
Avg Sales Price as a % of Avg Est Value	97%	106%	120%	93%	106%	106%	92%	121%	104%	98%	107%	112%	68%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$191K	\$208K	\$209K	\$198K	\$170K	\$202K	\$227K	\$199K	\$151K	\$215K	\$231K	\$169K	\$229K
Median Sales Price	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K
Med Sales Price as a % of Med Est Value	99%	108%	120%	90%	121%	109%	91%	112%	104%	90%	103%	106%	66%