

## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	4	+25%	20	8	+150%
New Listing Volume	\$734,000	\$910,500	-19.4%	\$3,848,100	\$1,677,500	+129.4%
Active Listing Count	32	40	-20%	N/A	N/A	
Active Listing Volume	\$8,491,500	\$10,409,800	-18.4%	N/A	N/A	
Average Listing Price	\$265,359	\$260,245	+2%	\$279,359	\$258,011	+8.3%
Median Listing Price	\$212,500	\$225,750	-5.9%	\$210,833	\$225,216	-6.4%
Median Days in RPR	184.5	289	-36.2%	186.42	270.14	-31%
Months of Inventory	8	13.3	-40%	9.6	8.1	+19.5%
Absorption Rate	12.5%	7.5%	+5%	10.38%	12.4%	-2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	3	+200%	21	11	+90.9%
New Pending Sales Volume	\$1,700,500	\$619,500	+174.5%	\$3,675,200	\$2,137,800	+71.9%
Pending Sales Count	11	5	+120%	N/A	N/A	
Pending Sales Volume	\$2,019,400	\$1,007,500	+100.4%	N/A	N/A	
Closed Sales Count	2	6	-66.7%	12	11	+9.1%
Closed Sales Volume	\$304,000	\$1,630,450	-81.4%	\$1,896,900	\$2,585,600	-26.6%
Average Sales Price	\$152,000	\$271,742	-44.1%	\$158,075	\$235,055	-32.7%
Median Sales Price	\$152,000	\$211,550	-28.1%	\$157,667	\$201,755	-21.9%

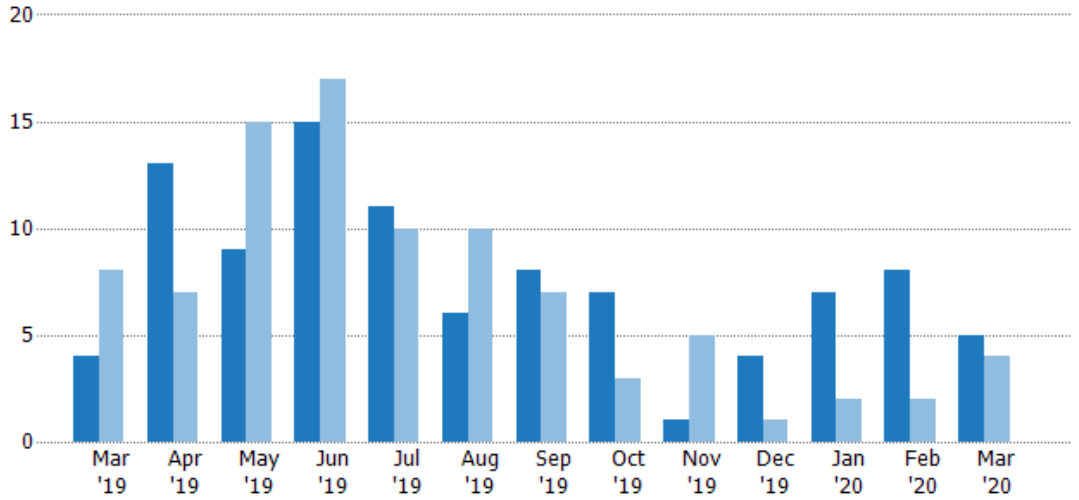
## New Listings

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.
Mar '20	5	25%
Mar '19	4	-50%
Mar '18	8	12.5%



Current Year	4	13	9	15	11	6	8	7	1	4	7	8	5
Prior Year	8	7	15	17	10	10	7	3	5	1	2	2	4
Percent Change from Prior Year	-50%	86%	-40%	-12%	10%	-40%	14%	133%	-80%	300%	250%	300%	25%

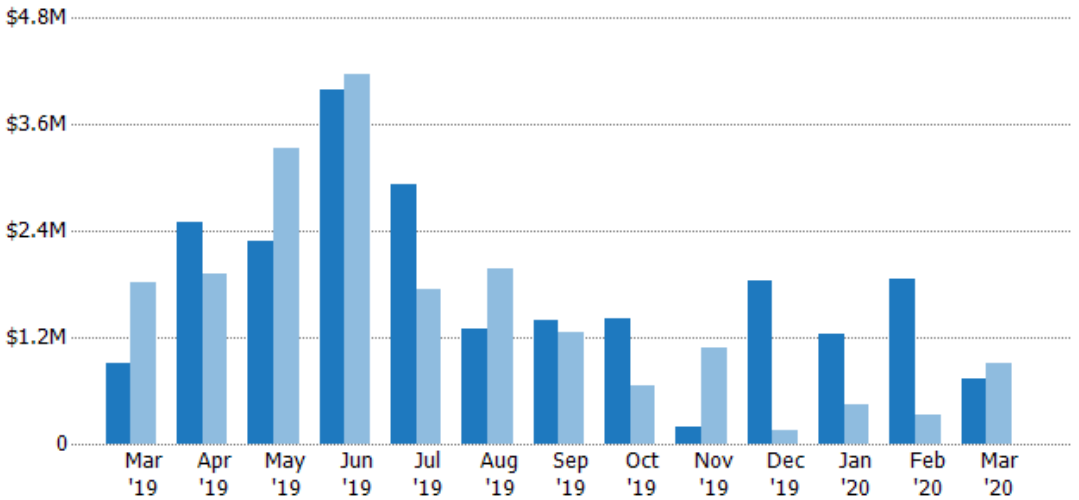
## New Listing Volume

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.
Mar '20	\$734K	-19.4%
Mar '19	\$911K	-49.9%
Mar '18	\$1.82M	-9.5%



Current Year	\$911K	\$2.5M	\$2.28M	\$4M	\$2.93M	\$1.29M	\$1.39M	\$1.41M	\$190K	\$1.84M	\$1.25M	\$1.87M	\$734K
Prior Year	\$1.82M	\$1.91M	\$3.34M	\$4.18M	\$1.75M	\$1.97M	\$1.26M	\$660K	\$1.08M	\$145K	\$434K	\$333K	\$911K
Percent Change from Prior Year	-50%	31%	-32%	-4%	68%	-34%	10%	113%	-82%	1,172%	187%	461%	-19%

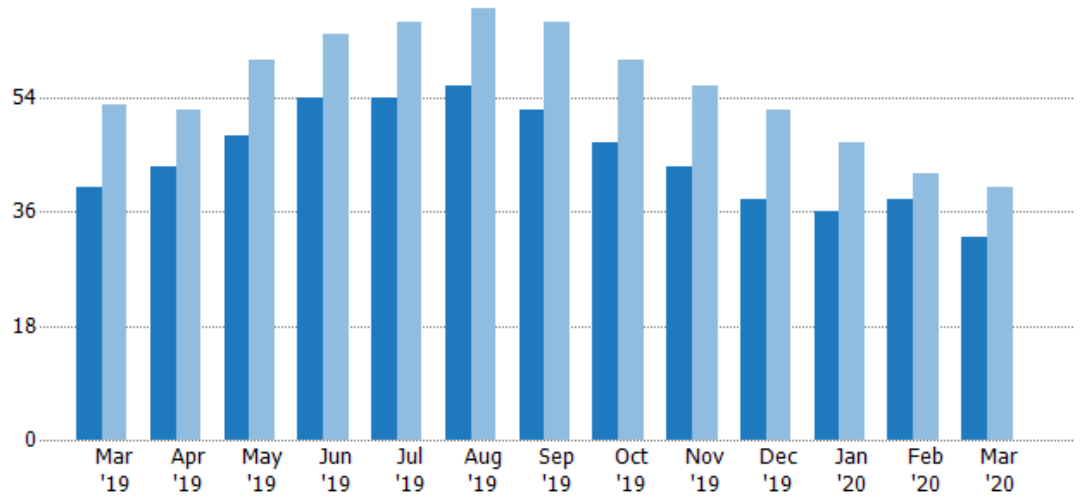
## Active Listings

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.
Mar '20	32	-20%
Mar '19	40	-24.5%
Mar '18	53	1.9%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	40	43	48	54	54	56	52	47	43	38	36	38	32
Prior Year	53	52	60	64	66	68	66	60	56	52	47	42	40
Percent Change from Prior Year	-25%	-17%	-20%	-16%	-18%	-18%	-21%	-22%	-23%	-27%	-23%	-10%	-20%

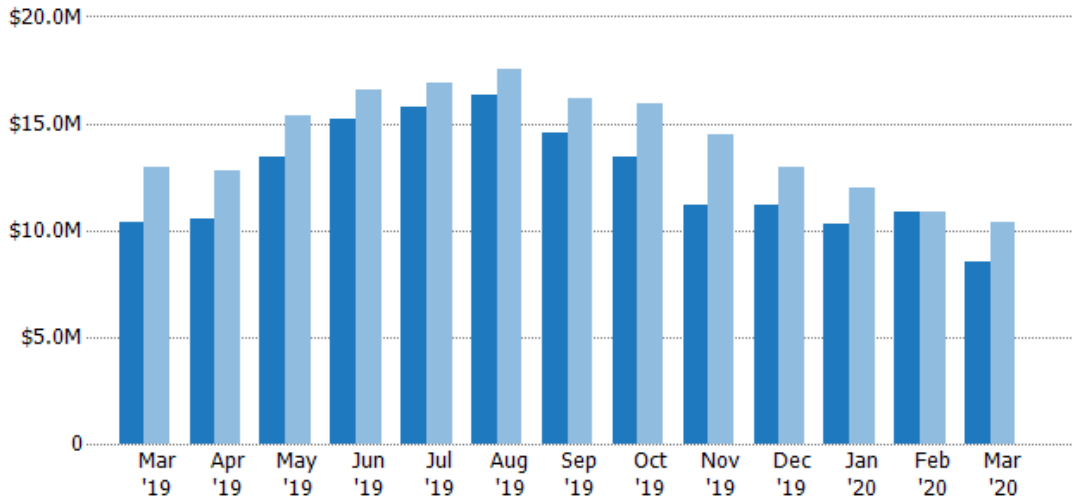
## Active Listing Volume

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.
Mar '20	\$8.49M	-18.4%
Mar '19	\$10.4M	-19.6%
Mar '18	\$12.9M	-1.9%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$10.4M	\$10.5M	\$13.5M	\$15.2M	\$15.8M	\$16.4M	\$14.5M	\$13.4M	\$11.2M	\$11.2M	\$10.3M	\$10.8M	\$8.49M
Prior Year	\$12.9M	\$12.8M	\$15.4M	\$16.6M	\$16.9M	\$17.6M	\$16.2M	\$15.9M	\$14.5M	\$12.9M	\$12M	\$10.9M	\$10.4M
Percent Change from Prior Year	-20%	-17%	-12%	-8%	-7%	-7%	-10%	-16%	-23%	-14%	-14%	0%	-18%

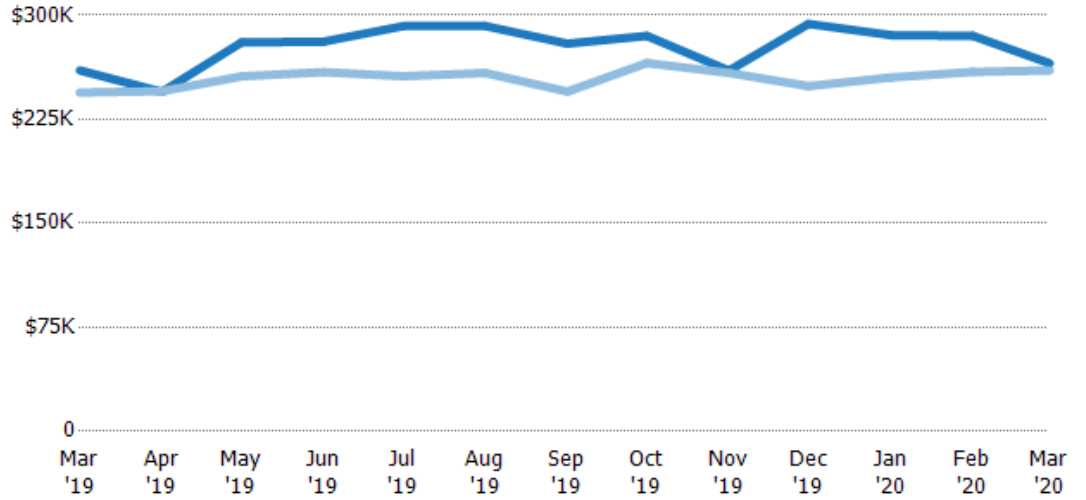
## Average Listing Price

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.
Mar '20	\$265K	2%
Mar '19	\$260K	6.6%
Mar '18	\$244K	-3.7%



Current Year	\$260K	\$245K	\$280K	\$281K	\$292K	\$292K	\$280K	\$285K	\$260K	\$294K	\$286K	\$285K	\$265K
Prior Year	\$244K	\$245K	\$256K	\$259K	\$256K	\$258K	\$245K	\$266K	\$258K	\$249K	\$255K	\$259K	\$260K
Percent Change from Prior Year	7%	0%	10%	8%	14%	13%	14%	7%	1%	18%	12%	10%	2%

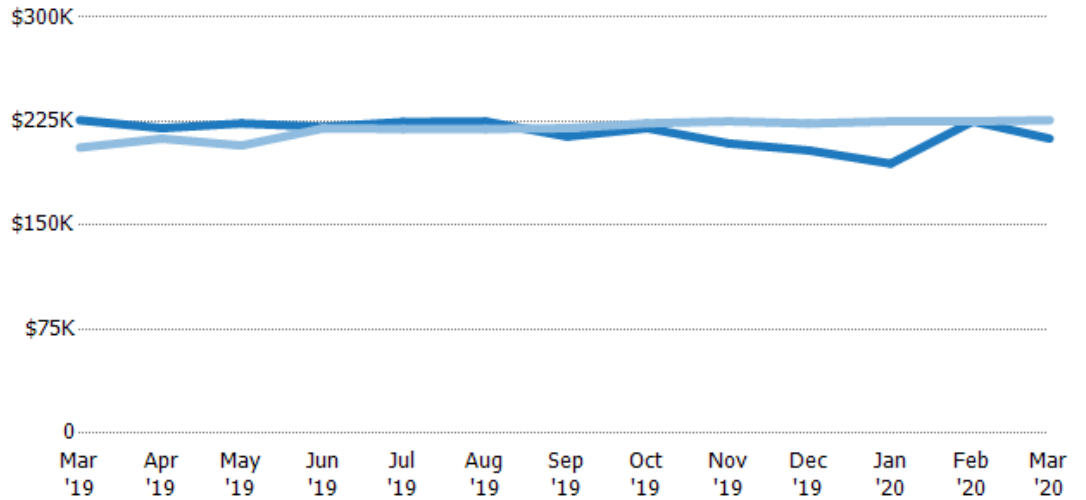
## Median Listing Price

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.
Mar '20	\$213K	-5.9%
Mar '19	\$226K	9.6%
Mar '18	\$206K	-4.4%



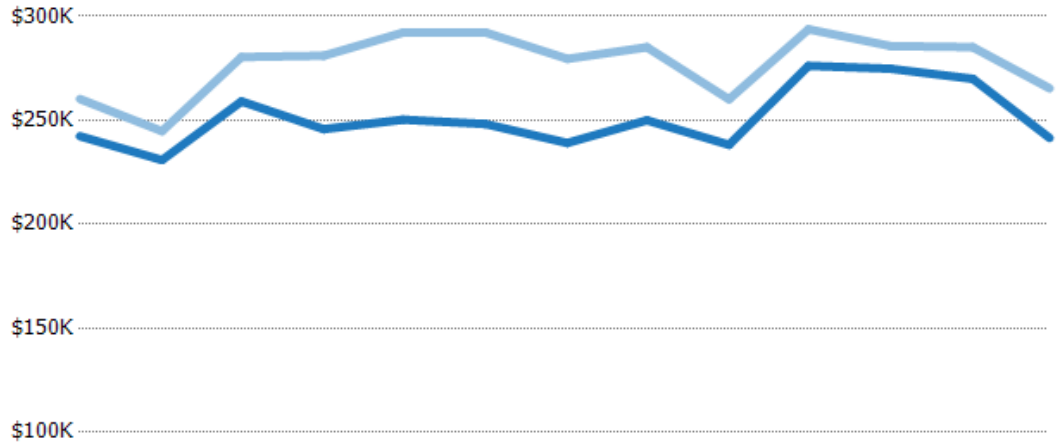
Current Year	\$226K	\$220K	\$223K	\$221K	\$224K	\$225K	\$214K	\$220K	\$209K	\$204K	\$194K	\$225K	\$213K
Prior Year	\$206K	\$213K	\$208K	\$220K	\$220K	\$220K	\$220K	\$224K	\$225K	\$223K	\$225K	\$225K	\$226K
Percent Change from Prior Year	10%	4%	8%	0%	2%	2%	-3%	-2%	-7%	-9%	-14%	0%	-6%

## 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



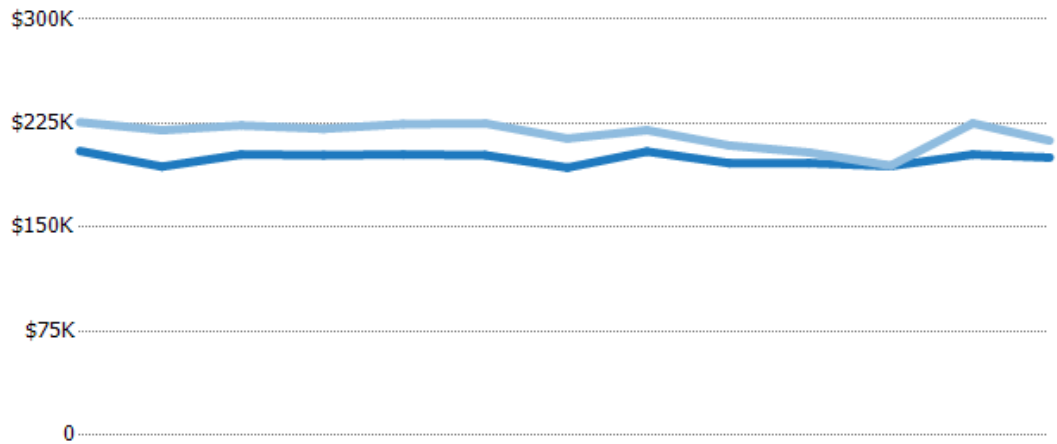
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$242K	\$231K	\$259K	\$246K	\$250K	\$248K	\$239K	\$250K	\$238K	\$276K	\$275K	\$270K	\$241K
Avg Listing Price	\$260K	\$245K	\$280K	\$281K	\$292K	\$292K	\$280K	\$285K	\$260K	\$294K	\$286K	\$285K	\$265K
Avg Listing Price as a % of Avg Est Value	107%	106%	108%	114%	117%	118%	117%	114%	109%	106%	104%	106%	110%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$205K	\$194K	\$202K	\$202K	\$202K	\$202K	\$193K	\$205K	\$196K	\$196K	\$194K	\$202K	\$200K
Median Listing Price	\$226K	\$220K	\$223K	\$221K	\$224K	\$225K	\$214K	\$220K	\$209K	\$204K	\$194K	\$225K	\$213K
Med Listing Price as a % of Med Est Value	110%	114%	110%	109%	111%	111%	111%	108%	106%	104%	100%	111%	106%

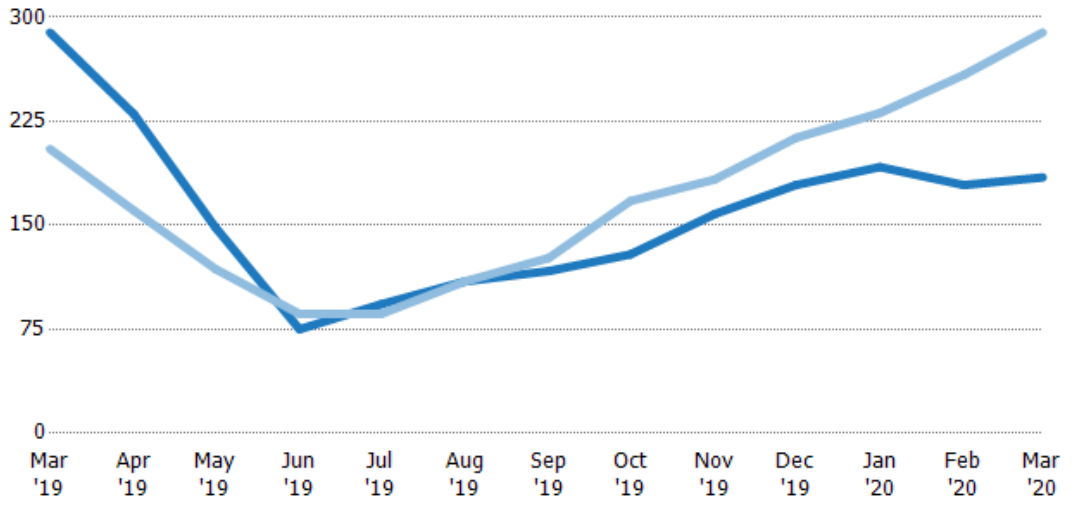
## Median Days in RPR

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.
Mar '20	185	-36.2%
Mar '19	289	41%
Mar '18	205	-8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	289	230	149	75	93	110	117	129	158	179	192	179	185
Prior Year	205	161	119	86	86	110	127	168	183	213	231	259	289
Percent Change from Prior Year	41%	43%	25%	-13%	8%	0%	-8%	-23%	-14%	-16%	-17%	-31%	-36%

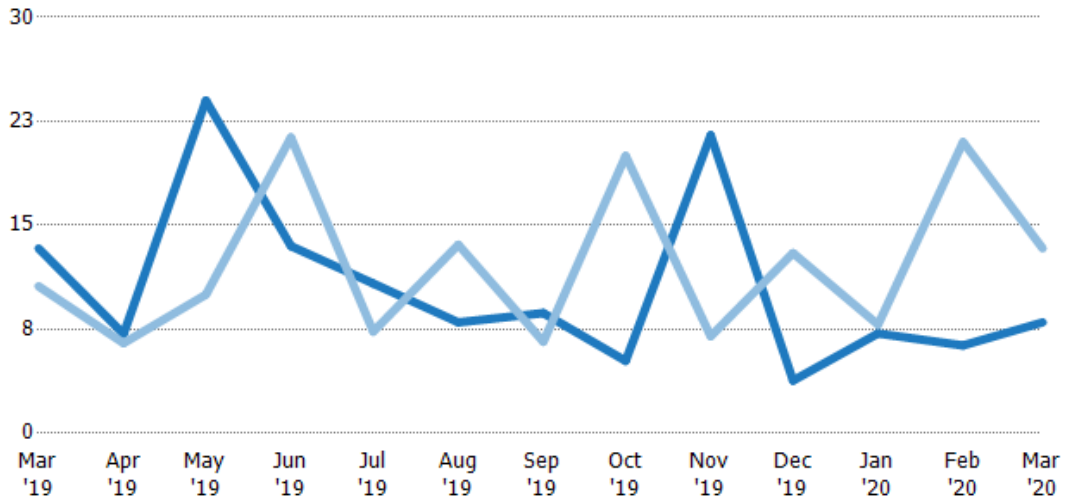
## Months of Inventory

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.
Mar '20	8	-40%
Mar '19	13.3	25.8%
Mar '18	10.6	154.7%



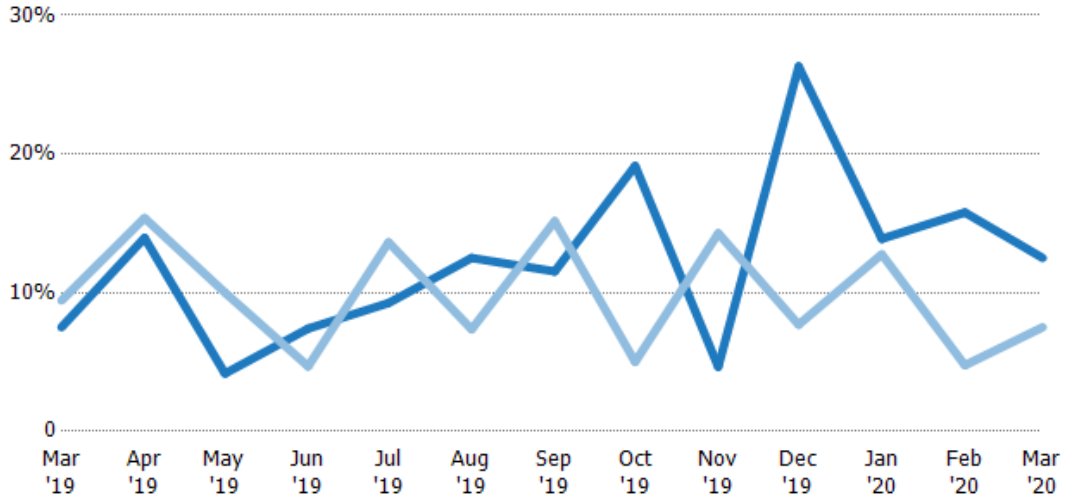
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	13.3	7.17	24	13.5	10.8	8	8.67	5.22	21.5	3.8	7.2	6.33	8
Prior Year	10.6	6.5	10	21.3	7.33	13.6	6.6	20	7	13	7.83	21	13.3
Percent Change from Prior Year	26%	10%	140%	-37%	47%	-41%	31%	-74%	207%	-71%	-8%	-70%	-40%

## 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



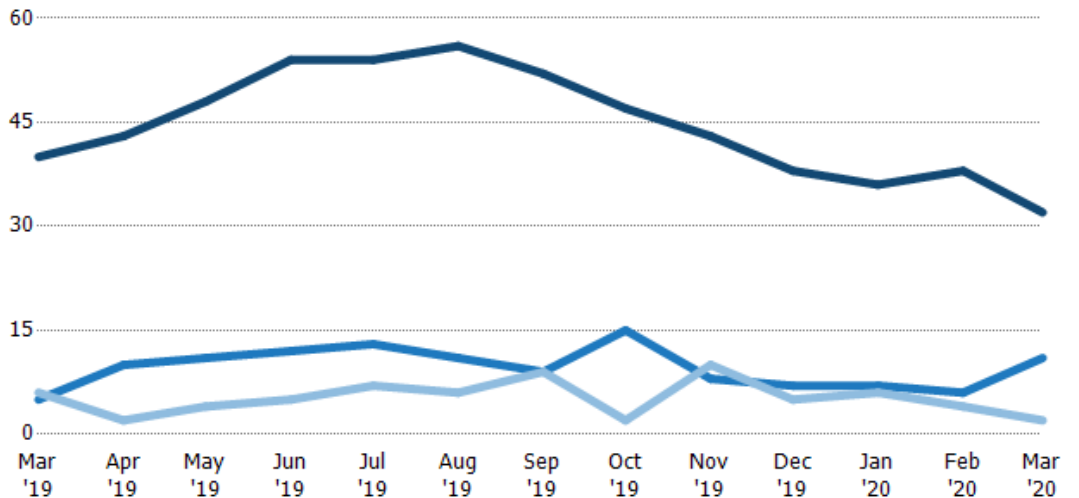
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8%	14%	4%	7%	9%	13%	12%	19%	5%	26%	14%	16%	13%
Prior Year	9%	15%	10%	5%	14%	7%	15%	5%	14%	8%	13%	5%	8%
Change from Prior Year	2%	1%	6%	-3%	4%	-5%	4%	-14%	10%	-19%	-1%	-11%	-5%

## 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



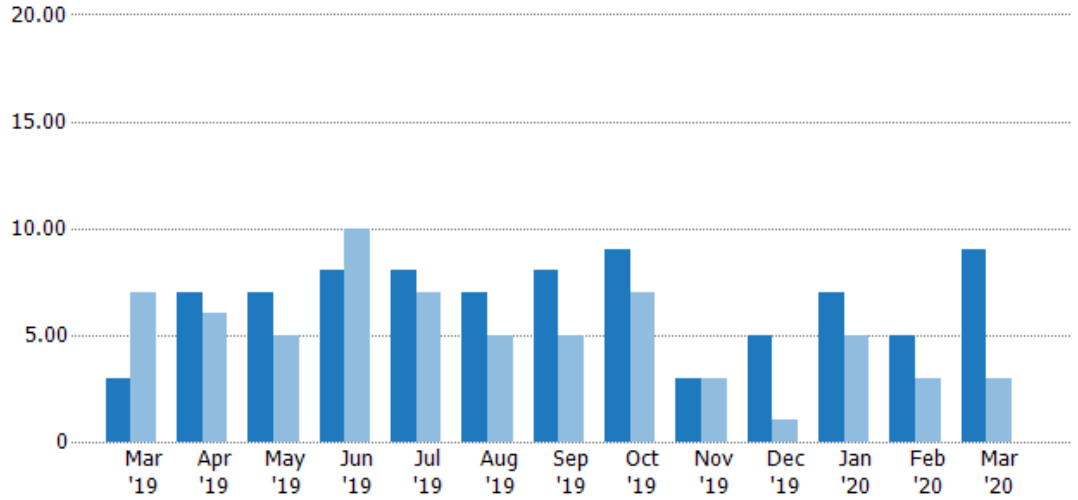
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	40	43	48	54	54	56	52	47	43	38	36	38	32
Pending	5	10	11	12	13	11	9	15	8	7	7	6	11
Sold	6	2	4	5	7	6	9	2	10	5	6	4	2

## 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



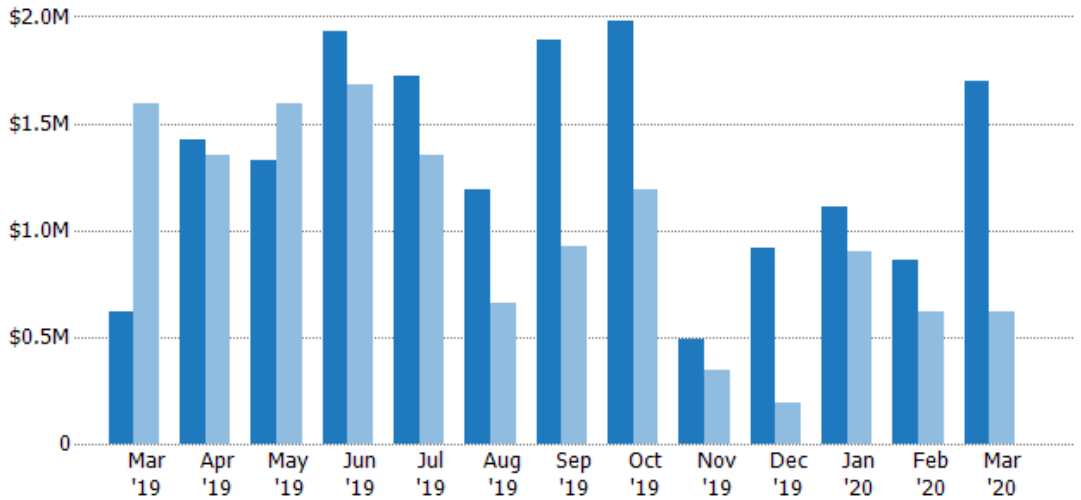
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	9	3	200%
Mar '19	3	7	-57.1%
Mar '18	7	7	-71.4%

## 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
Mar '20	\$1.7M	\$620K	174.5%
Mar '19	\$620K	\$1.59M	-61%
Mar '18	\$1.59M	\$1.59M	-81.9%

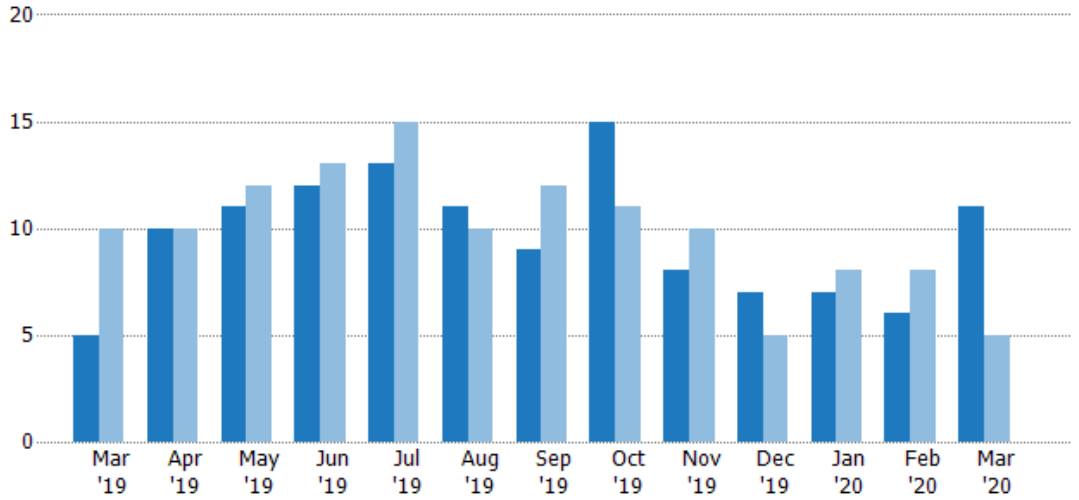


## Pending Sales

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



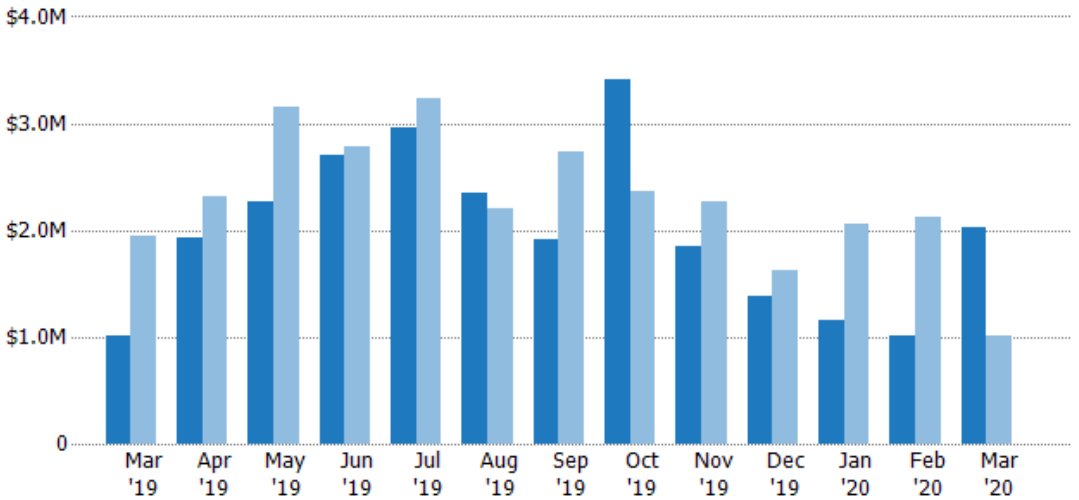
Month/Year	Count	% Chg.
Mar '20	11	120%
Mar '19	5	-50%
Mar '18	10	-40%

## 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



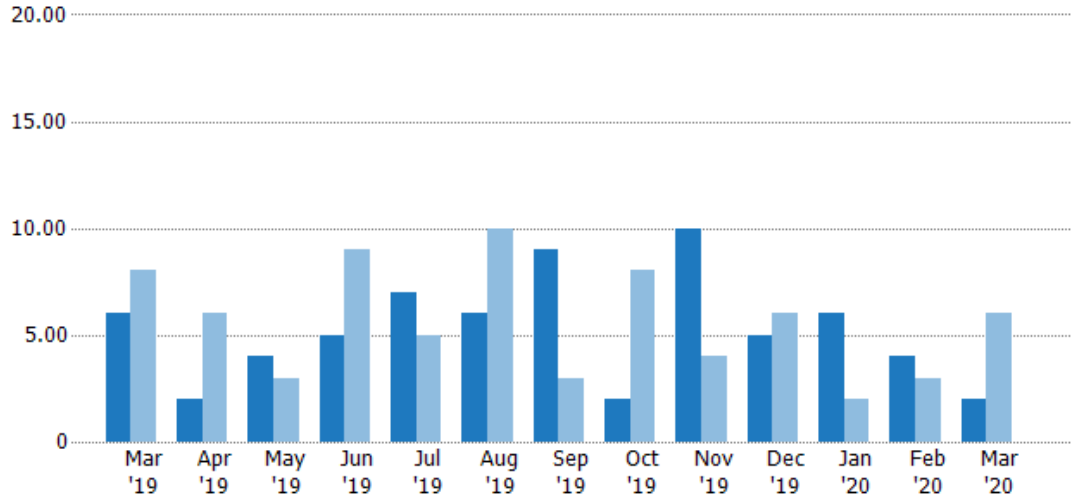
Month/Year	Volume	% Chg.
Mar '20	\$2.02M	100.4%
Mar '19	\$1.01M	-48.1%
Mar '18	\$1.94M	-46.3%

## 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



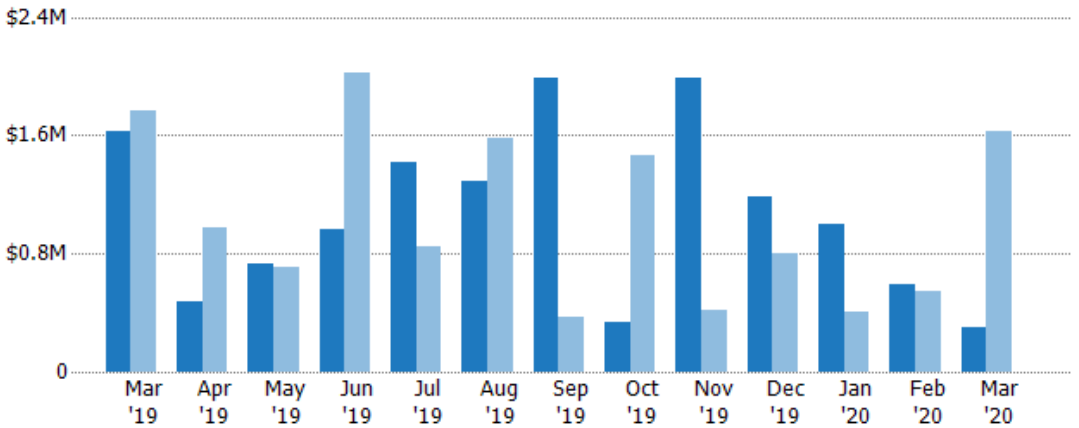
Month/Year	Count	% Chg.
Mar '20	2	-66.7%
Mar '19	6	-25%
Mar '18	8	0%

## 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



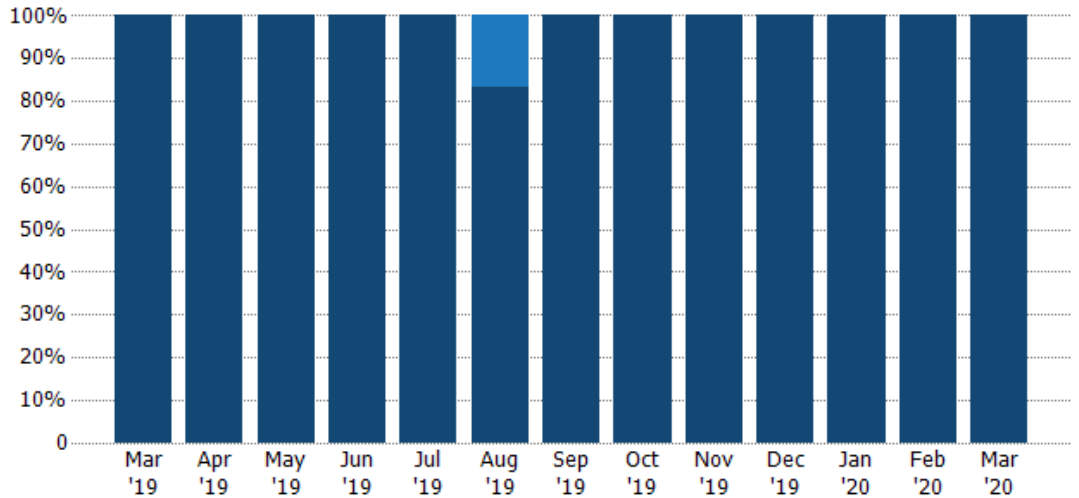
Month/Year	Volume	% Chg.
Mar '20	\$304K	-81.4%
Mar '19	\$1.63M	-7.5%
Mar '18	\$1.76M	-10.8%

## 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



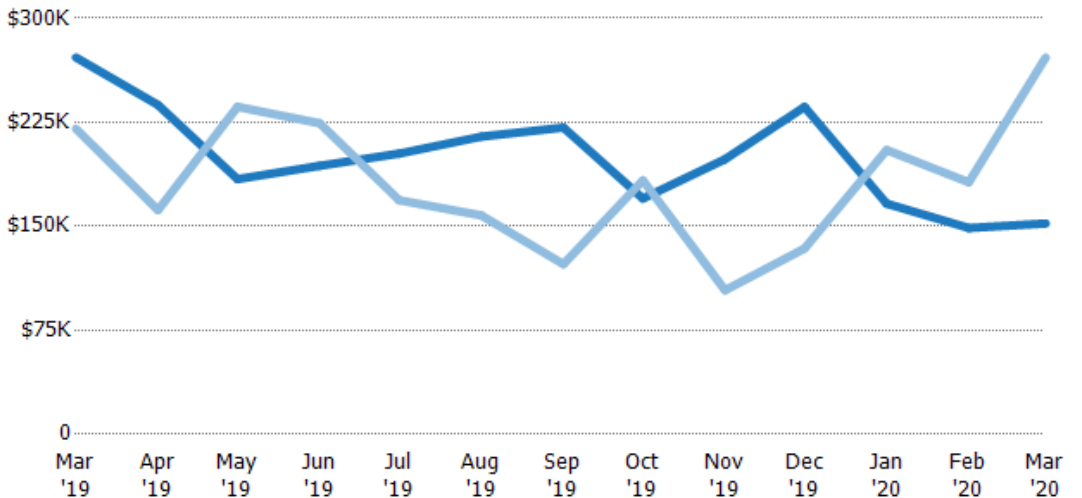
Condo/Townhouse	-	-	-	-	-	17%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%

## 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	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$152K
Prior Year	\$220K	\$162K	\$236K	\$224K	\$169K	\$158K	\$123K	\$183K	\$104K	\$134K	\$205K	\$182K	\$272K
Percent Change from Prior Year	23%	47%	-22%	-14%	20%	36%	80%	-7%	91%	76%	-19%	-18%	-44%

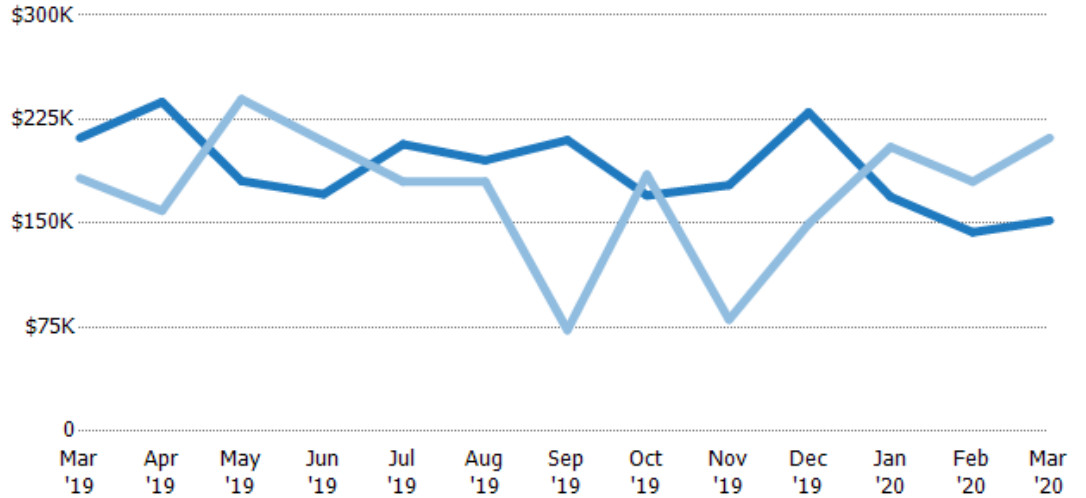
## Median Sales Price

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.
Mar '20	\$152K	-28.1%
Mar '19	\$212K	15.9%
Mar '18	\$183K	6.8%



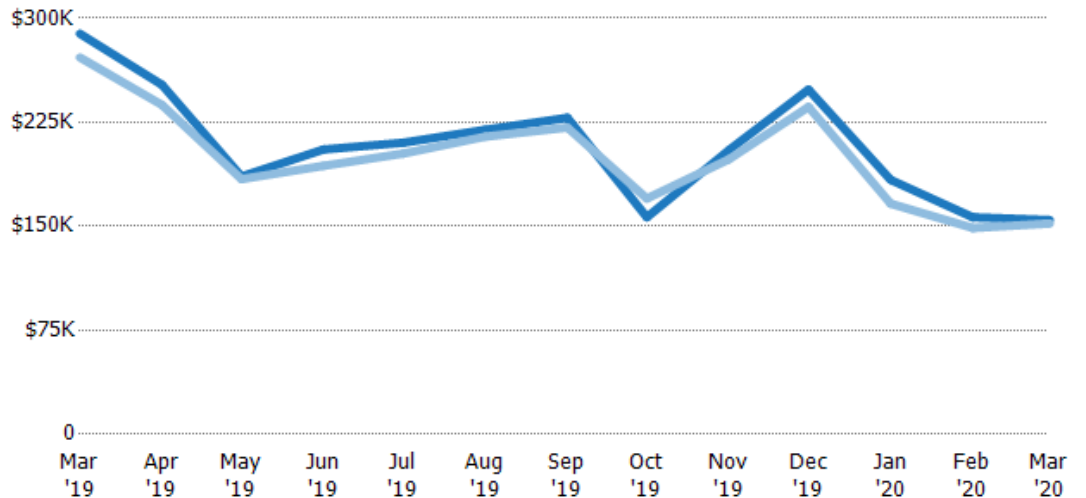
Current Year	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$152K
Prior Year	\$183K	\$159K	\$240K	\$209K	\$180K	\$180K	\$73K	\$185K	\$80.5K	\$150K	\$205K	\$180K	\$212K
Percent Change from Prior Year	16%	49%	-25%	-18%	15%	9%	188%	-8%	120%	54%	-18%	-20%	-28%

## 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



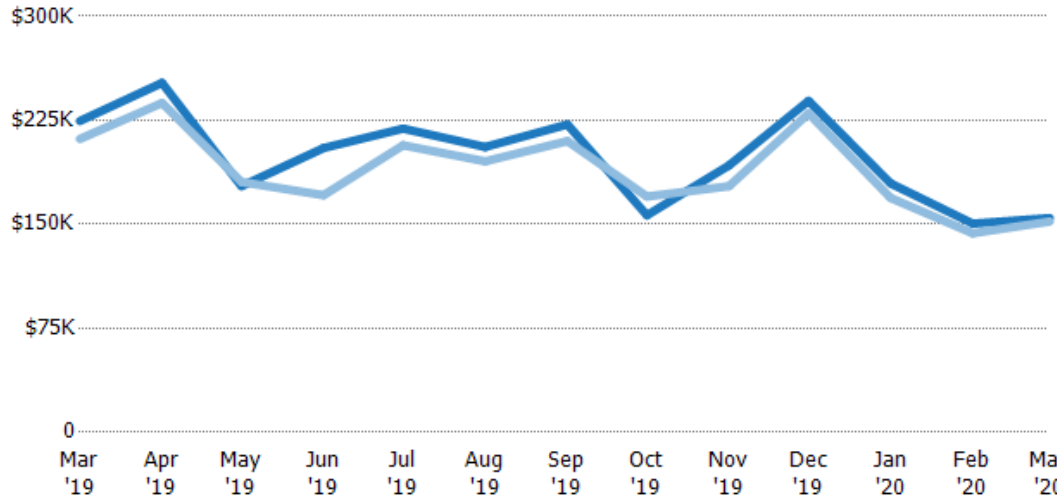
Avg List Price	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$155K
Avg Sales Price	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$152K
Avg Sales Price as a % of Avg List Price	94%	94%	99%	94%	96%	98%	97%	109%	97%	95%	91%	95%	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



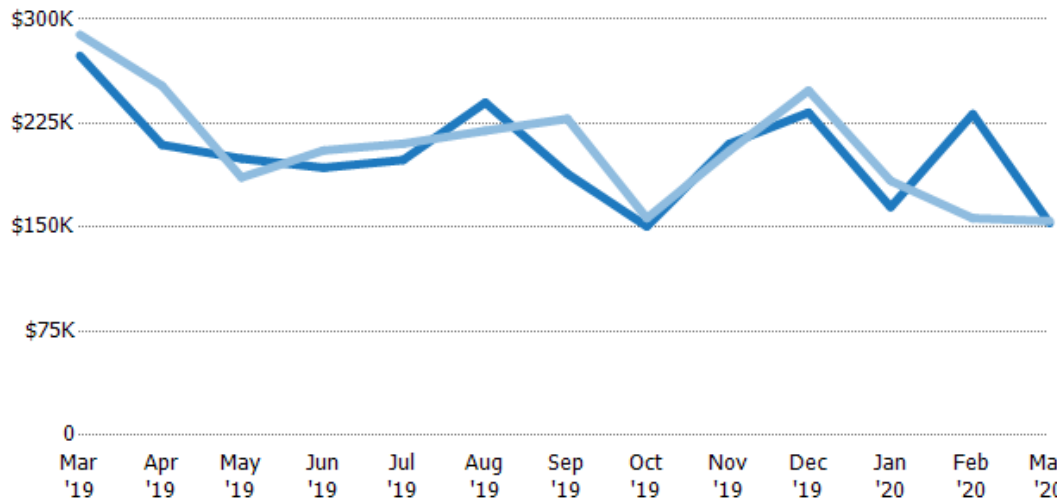
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$155K
Median Sales Price	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$152K
Med Sales Price as a % of Med List Price	94%	94%	102%	83%	95%	95%	95%	109%	92%	96%	94%	95%	98%

## 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



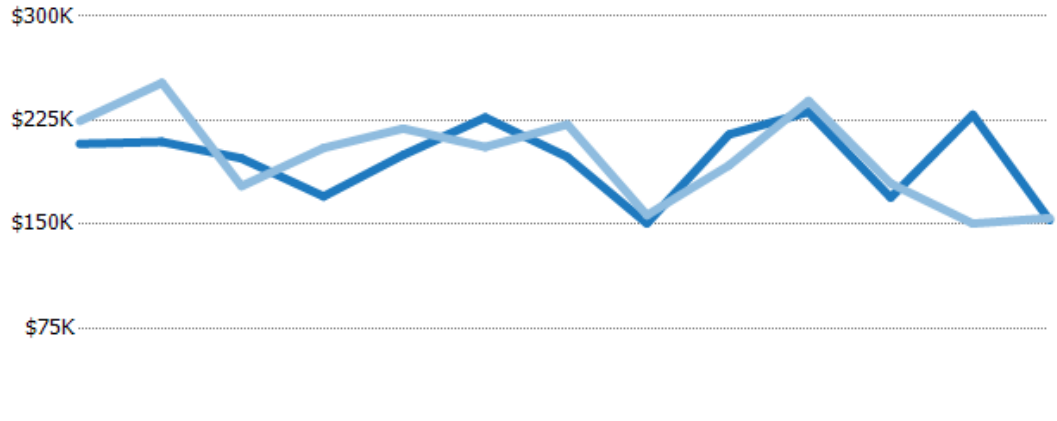
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$274K	\$209K	\$200K	\$193K	\$199K	\$240K	\$189K	\$151K	\$210K	\$233K	\$165K	\$232K	\$153K
Avg Sales Price	\$289K	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$155K
Avg Sales Price as a % of Avg Est Value	106%	120%	93%	106%	106%	92%	121%	104%	98%	107%	112%	68%	101%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$208K	\$209K	\$198K	\$170K	\$200K	\$227K	\$199K	\$151K	\$215K	\$231K	\$169K	\$229K	\$153K
Median Sales Price	\$225K	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$155K
Med Sales Price as a % of Med Est Value	108%	120%	90%	121%	110%	91%	112%	104%	90%	103%	106%	66%	101%