

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	13	-46.2%	27	21	+28.6%
New Listing Volume	\$1,654,900	\$2,504,300	-33.9%	\$5,498,000	\$4,181,800	+31.5%
Active Listing Count	33	44	-25%	N/A	N/A	
Active Listing Volume	\$8,940,400	\$10,699,000	-16.4%	N/A	N/A	
Average Listing Price	\$270,921	\$243,159	+11.4%	\$271,803	\$250,285	+8.6%
Median Listing Price	\$206,000	\$219,500	-6.2%	\$204,501	\$223,228	-8.4%
Median Days in RPR	112	233	-51.9%	175.47	268.27	-34.6%
Months of Inventory	11	7.3	+50%	11.2	8.1	+38%
Absorption Rate	9.09%	13.64%	-4.5%	8.9%	12.29%	-3.4%
Sales Activity Charts Metrics						
New Pending Sales Count	4	7	-42.9%	25	18	+38.9%
New Pending Sales Volume	\$774,000	\$1,426,000	-45.7%	\$4,449,200	\$3,563,800	+24.8%
Pending Sales Count	11	10	+10%	N/A	N/A	
Pending Sales Volume	\$2,164,500	\$1,929,500	+12.2%	N/A	N/A	
Closed Sales Count	2	2	+/-	15	13	+15.4%
Closed Sales Volume	\$338,000	\$475,000	-28.8%	\$2,363,600	\$3,060,600	-22.8%
Average Sales Price	\$169,000	\$237,500	-28.8%	\$157,573	\$235,431	-33.1%
Median Sales Price	\$169,000	\$237,500	-28.8%	\$156,400	\$207,254	-24.5%

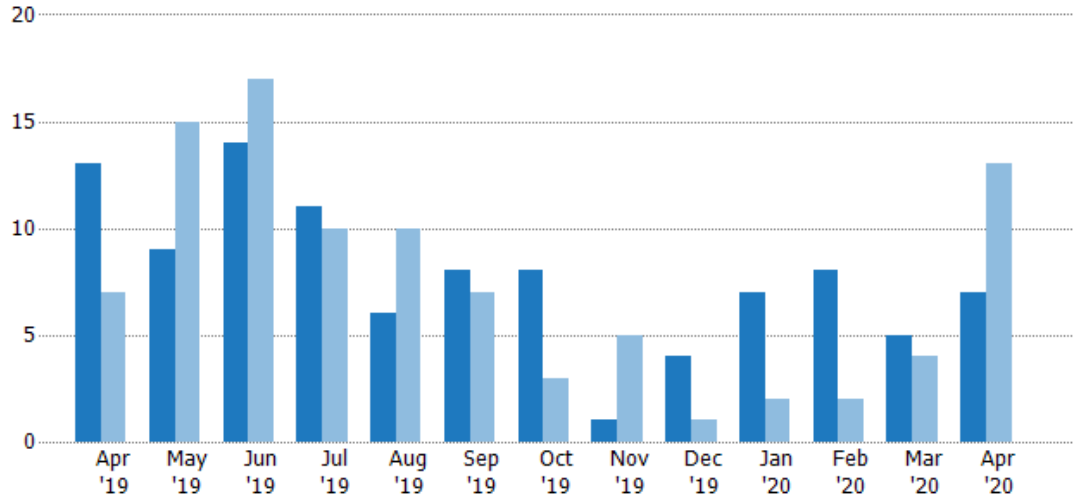
New Listings

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.
Apr '20	7	-46.2%
Apr '19	13	85.7%
Apr '18	7	57.1%



Current Year	13	9	14	11	6	8	8	1	4	7	8	5	7
Prior Year	7	15	17	10	10	7	3	5	1	2	2	4	13
Percent Change from Prior Year	86%	-40%	-18%	10%	-40%	14%	167%	-80%	300%	250%	300%	25%	-46%

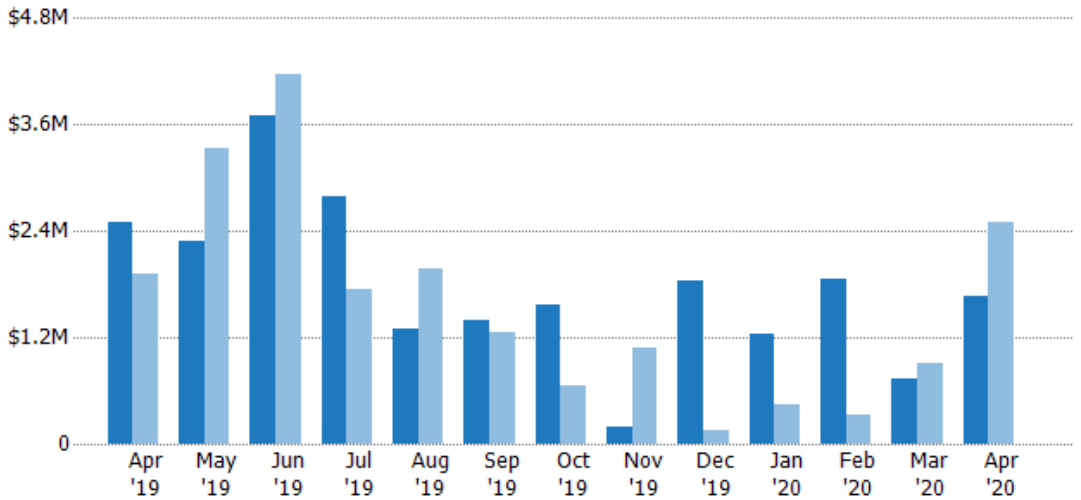
New Listing Volume

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.
Apr '20	\$1.65M	-33.9%
Apr '19	\$2.5M	31.1%
Apr '18	\$1.91M	29.3%



Current Year	\$2.5M	\$2.28M	\$3.7M	\$2.78M	\$1.29M	\$1.39M	\$1.56M	\$190K	\$1.84M	\$1.24M	\$1.87M	\$734K	\$1.65M
Prior Year	\$1.91M	\$3.34M	\$4.18M	\$1.75M	\$1.97M	\$1.26M	\$660K	\$1.08M	\$145K	\$434K	\$333K	\$911K	\$2.5M
Percent Change from Prior Year	31%	-32%	-11%	59%	-34%	10%	137%	-82%	1,172%	186%	461%	-19%	-34%

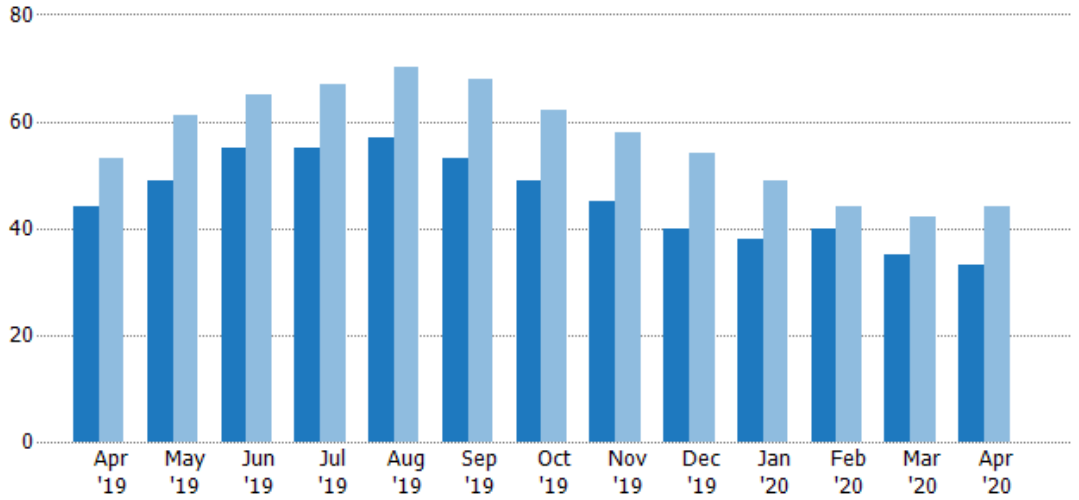
Active Listings

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.
Apr '20	33	-25%
Apr '19	44	-17%
Apr '18	53	11.3%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	44	49	55	55	57	53	49	45	40	38	40	35	33
Prior Year	53	61	65	67	70	68	62	58	54	49	44	42	44
Percent Change from Prior Year	-17%	-20%	-15%	-18%	-19%	-22%	-21%	-22%	-26%	-22%	-9%	-17%	-25%

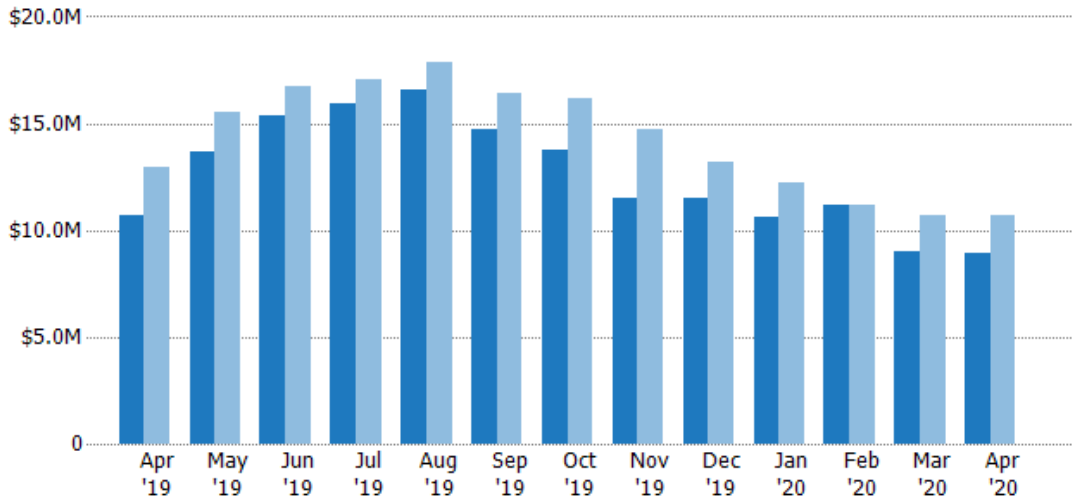
Active Listing Volume

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.
Apr '20	\$8.94M	-16.4%
Apr '19	\$10.7M	-17.2%
Apr '18	\$12.9M	4.6%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$10.7M	\$13.6M	\$15.4M	\$16M	\$16.5M	\$14.7M	\$13.7M	\$11.5M	\$11.5M	\$10.6M	\$11.2M	\$8.97M	\$8.94M
Prior Year	\$12.9M	\$15.5M	\$16.8M	\$17.1M	\$17.8M	\$16.4M	\$16.2M	\$14.7M	\$13.2M	\$12.3M	\$11.2M	\$10.7M	\$10.7M
Percent Change from Prior Year	-17%	-12%	-8%	-7%	-7%	-11%	-15%	-22%	-13%	-13%	0%	-16%	-16%

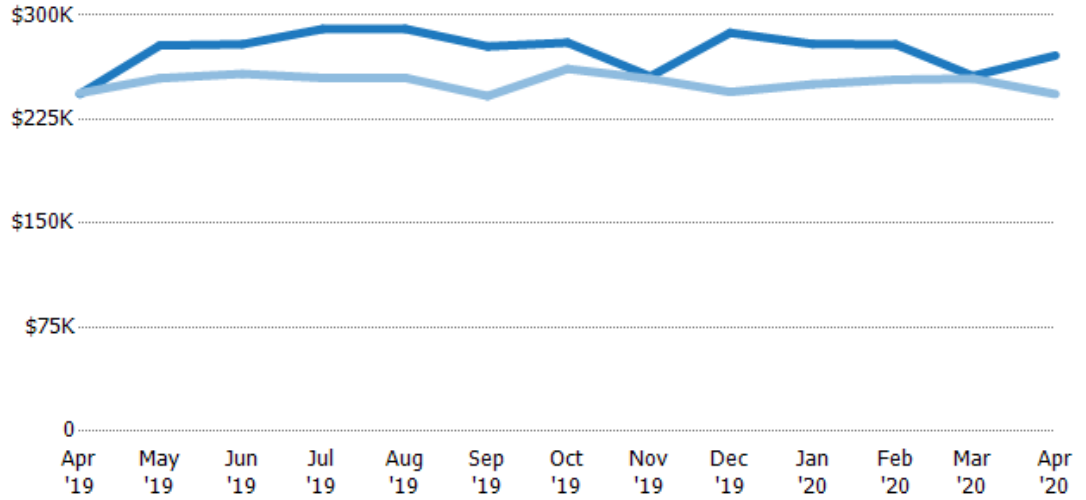
Average Listing Price

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.
Apr '20	\$271K	11.4%
Apr '19	\$243K	-0.3%
Apr '18	\$244K	-6%



Current Year	\$243K	\$278K	\$279K	\$290K	\$290K	\$278K	\$280K	\$256K	\$287K	\$279K	\$279K	\$256K	\$271K
Prior Year	\$244K	\$255K	\$258K	\$255K	\$255K	\$242K	\$261K	\$254K	\$245K	\$250K	\$254K	\$254K	\$243K
Percent Change from Prior Year	0%	9%	8%	14%	14%	15%	7%	1%	17%	12%	10%	1%	11%

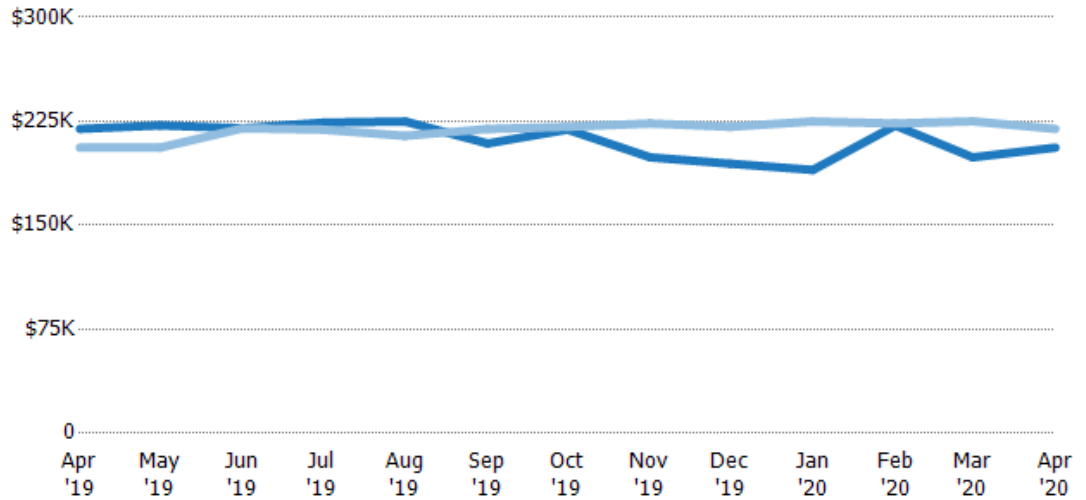
Median Listing Price

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.
Apr '20	\$206K	-6.2%
Apr '19	\$220K	6.6%
Apr '18	\$206K	-7.8%



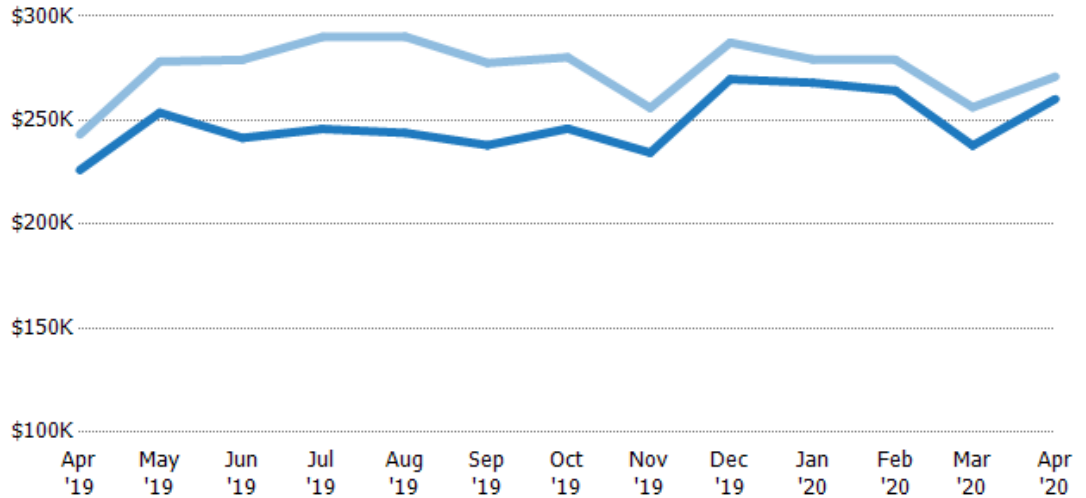
Current Year	\$220K	\$222K	\$220K	\$224K	\$225K	\$209K	\$219K	\$199K	\$194K	\$190K	\$222K	\$199K	\$206K
Prior Year	\$206K	\$206K	\$220K	\$219K	\$215K	\$220K	\$221K	\$223K	\$221K	\$225K	\$223K	\$225K	\$220K
Percent Change from Prior Year	7%	8%	0%	2%	5%	-5%	-1%	-11%	-12%	-16%	-1%	-12%	-6%

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



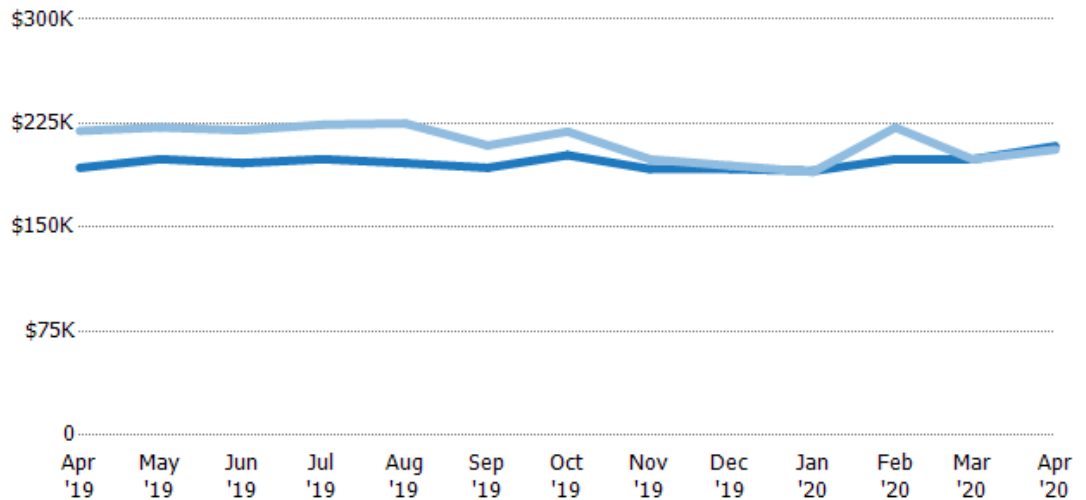
Avg Est Value	\$226K	\$254K	\$242K	\$246K	\$244K	\$238K	\$246K	\$234K	\$270K	\$268K	\$264K	\$238K	\$260K
Avg Listing Price	\$243K	\$278K	\$279K	\$290K	\$290K	\$278K	\$280K	\$256K	\$287K	\$279K	\$279K	\$256K	\$271K
Avg Listing Price as a % of Avg Est Value	108%	110%	116%	118%	119%	117%	114%	109%	107%	104%	106%	108%	104%

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	\$193K	\$199K	\$196K	\$199K	\$196K	\$193K	\$202K	\$192K	\$192K	\$191K	\$199K	\$199K	\$209K
Median Listing Price	\$220K	\$222K	\$220K	\$224K	\$225K	\$209K	\$219K	\$199K	\$194K	\$190K	\$222K	\$199K	\$206K
Med Listing Price as a % of Med Est Value	114%	111%	112%	112%	115%	108%	108%	104%	101%	100%	111%	100%	99%

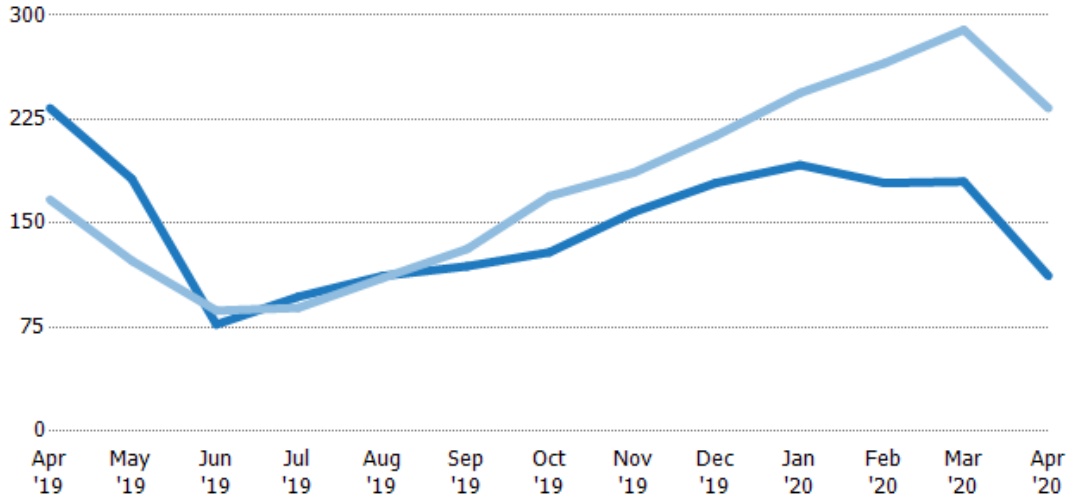
Median Days in RPR

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.
Apr '20	112	-51.9%
Apr '19	233	39.5%
Apr '18	167	24.6%



Current Year	233	182	77	97	112	119	129	158	179	192	179	180	112
Prior Year	167	123	87	89	111	132	170	187	213	244	266	290	233
Percent Change from Prior Year	40%	48%	-11%	9%	1%	-10%	-24%	-15%	-16%	-21%	-33%	-38%	-52%

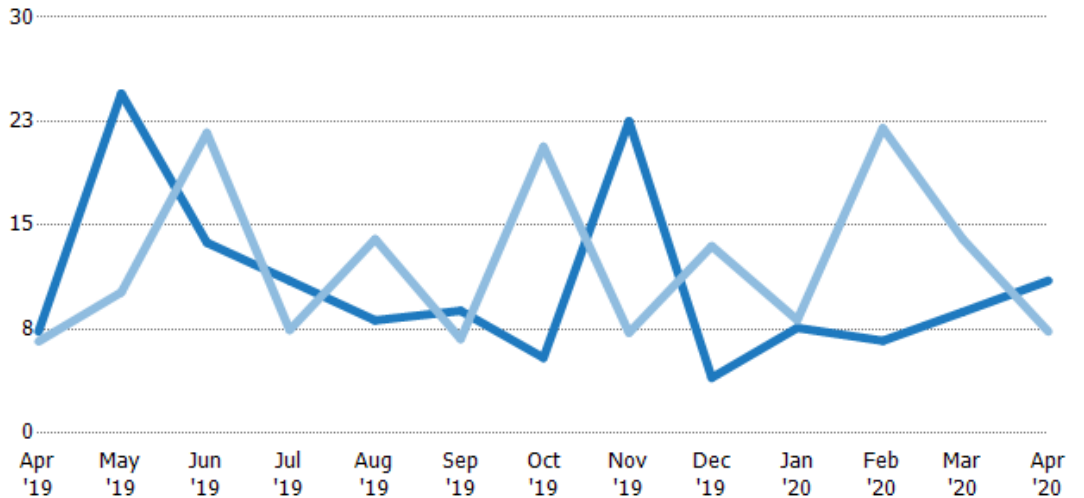
Months of Inventory

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.
Apr '20	11	50%
Apr '19	7.33	10.7%
Apr '18	6.63	27.2%



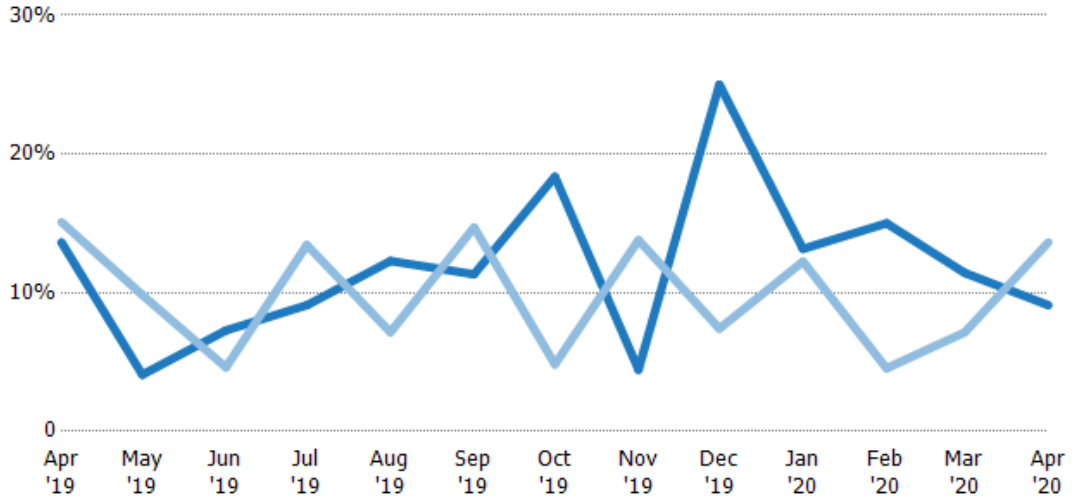
Current Year	7.33	24.5	13.8	11	8.14	8.83	5.44	22.5	4	7.6	6.67	8.75	11
Prior Year	6.63	10.2	21.7	7.44	14	6.8	20.7	7.25	13.5	8.17	22	14	7.33
Percent Change from Prior Year	11%	141%	-37%	48%	-42%	30%	-74%	210%	-70%	-7%	-70%	-38%	50%

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



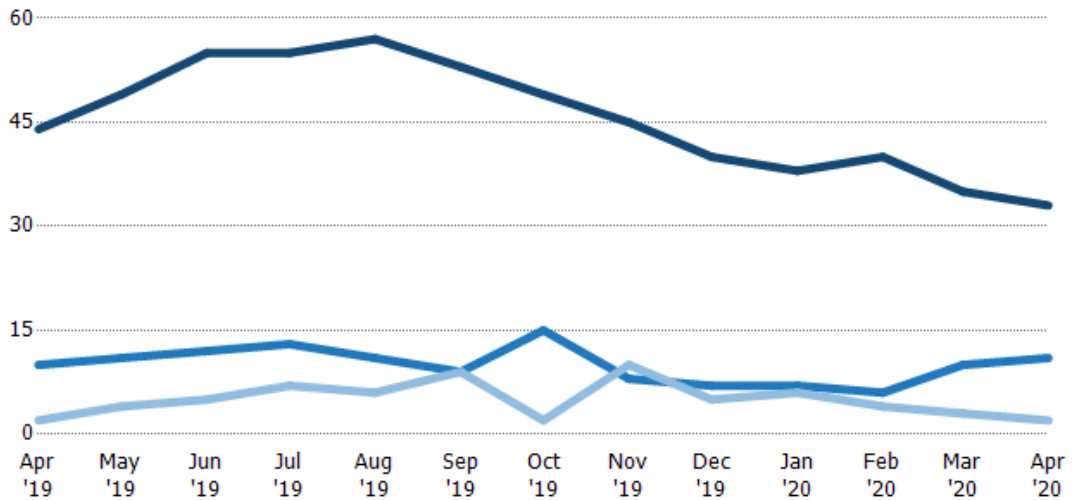
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	14%	4%	7%	9%	12%	11%	18%	4%	25%	13%	15%	11%	9%
Prior Year	15%	10%	5%	13%	7%	15%	5%	14%	7%	12%	5%	7%	14%
Change from Prior Year	1%	6%	-3%	4%	-5%	3%	-14%	9%	-18%	-1%	-10%	-4%	5%

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



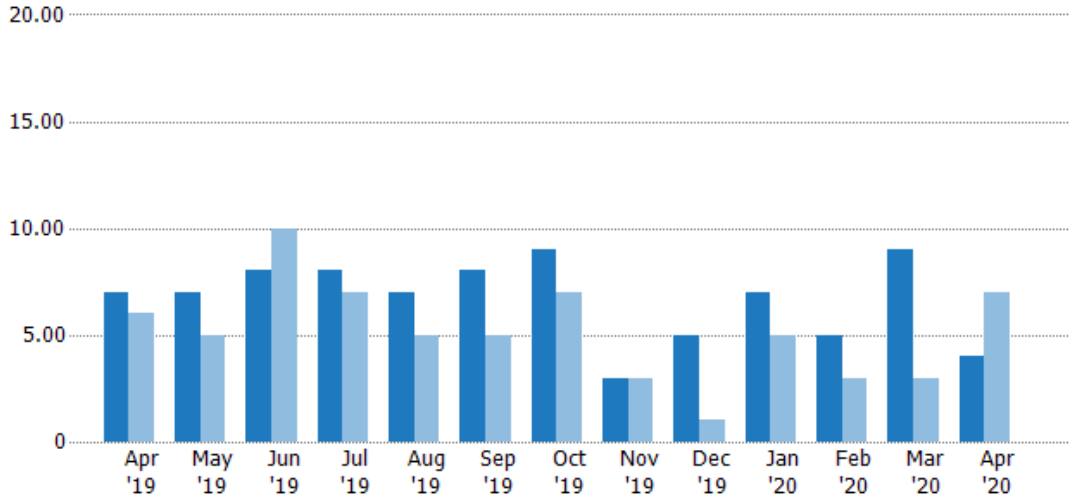
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	44	49	55	55	57	53	49	45	40	38	40	35	33
Pending	10	11	12	13	11	9	15	8	7	7	6	10	11
Sold	2	4	5	7	6	9	2	10	5	6	4	3	2

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	Count	% Chg.
Apr '20	4	-42.9%
Apr '19	7	16.7%
Apr '18	6	16.7%

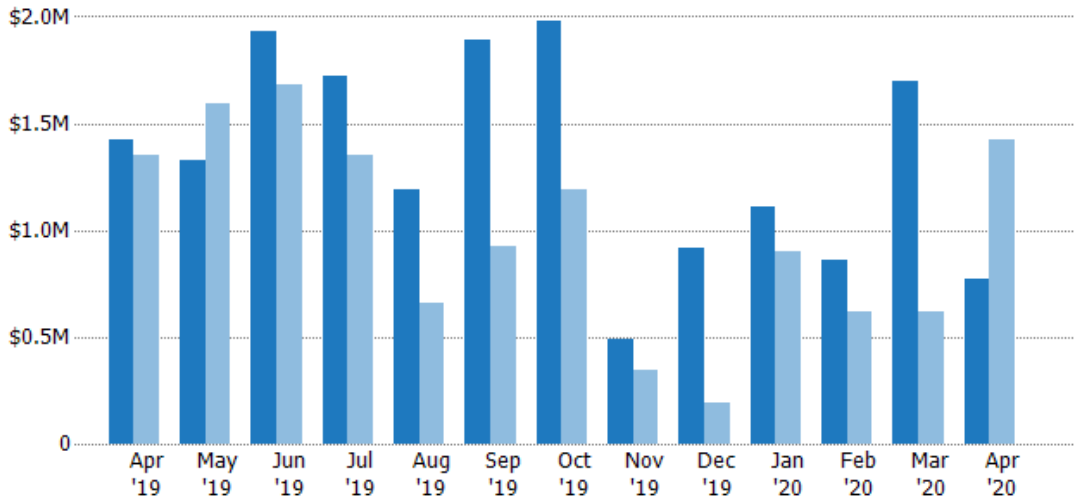
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	7	6	17%
May '19	7	5	40%
Jun '19	8	10	-20%
Jul '19	8	7	14%
Aug '19	7	5	40%
Sep '19	8	5	60%
Oct '19	9	7	29%
Nov '19	3	3	0%
Dec '19	5	1	400%
Jan '20	7	5	40%
Feb '20	5	3	67%
Mar '20	9	3	200%
Apr '20	4	7	-43%

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.
Apr '20	\$774K	-45.7%
Apr '19	\$1.43M	5.8%
Apr '18	\$1.35M	38.4%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$1.43M	\$1.35M	6%
May '19	\$1.32M	\$1.59M	-17%
Jun '19	\$1.93M	\$1.68M	15%
Jul '19	\$1.73M	\$1.35M	28%
Aug '19	\$1.19M	\$662K	80%
Sep '19	\$1.89M	\$922K	105%
Oct '19	\$1.98M	\$1.19M	66%
Nov '19	\$487K	\$341K	43%
Dec '19	\$917K	\$189K	385%
Jan '20	\$1.11M	\$901K	23%
Feb '20	\$864K	\$617K	40%
Mar '20	\$1.7M	\$620K	174%
Apr '20	\$774K	\$1.43M	-46%

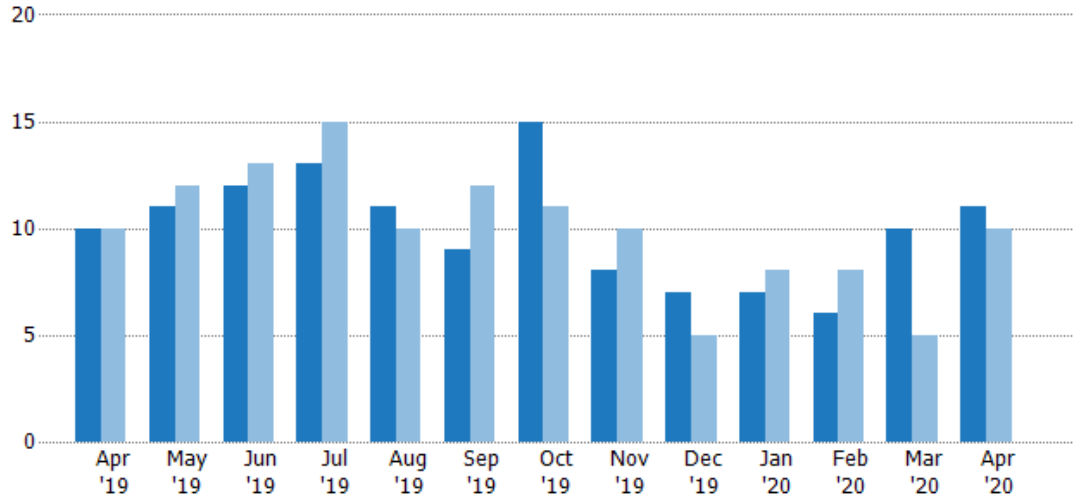
Pending Sales

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.
Apr '20	11	10%
Apr '19	10	0%
Apr '18	10	-20%



Current Year	10	11	12	13	11	9	15	8	7	7	6	10	11
Prior Year	10	12	13	15	10	12	11	10	5	8	8	5	10
Percent Change from Prior Year	0%	-8%	-8%	-13%	10%	-25%	36%	-20%	40%	-13%	-25%	100%	10%

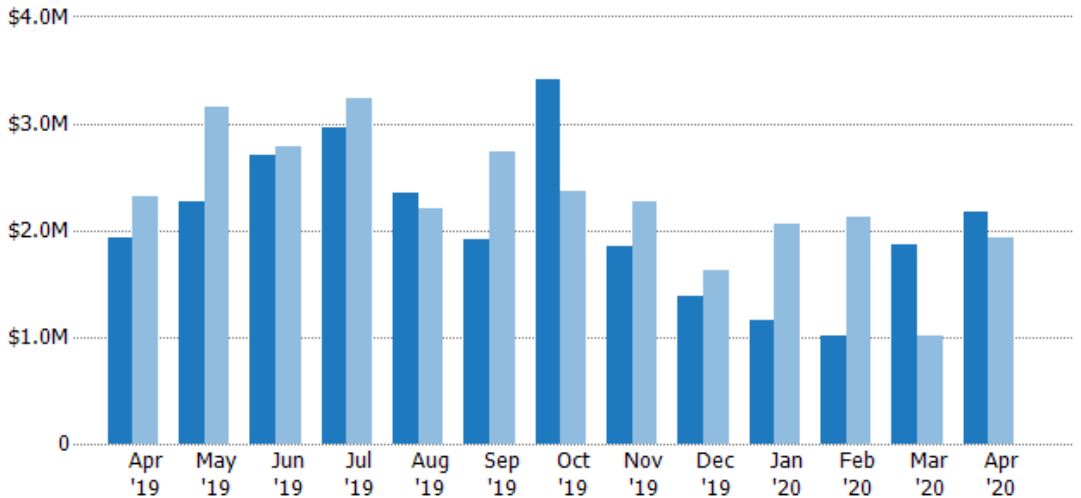
Pending Sales Volume

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.
Apr '20	\$2.16M	12.2%
Apr '19	\$1.93M	-16.5%
Apr '18	\$2.31M	-14.7%



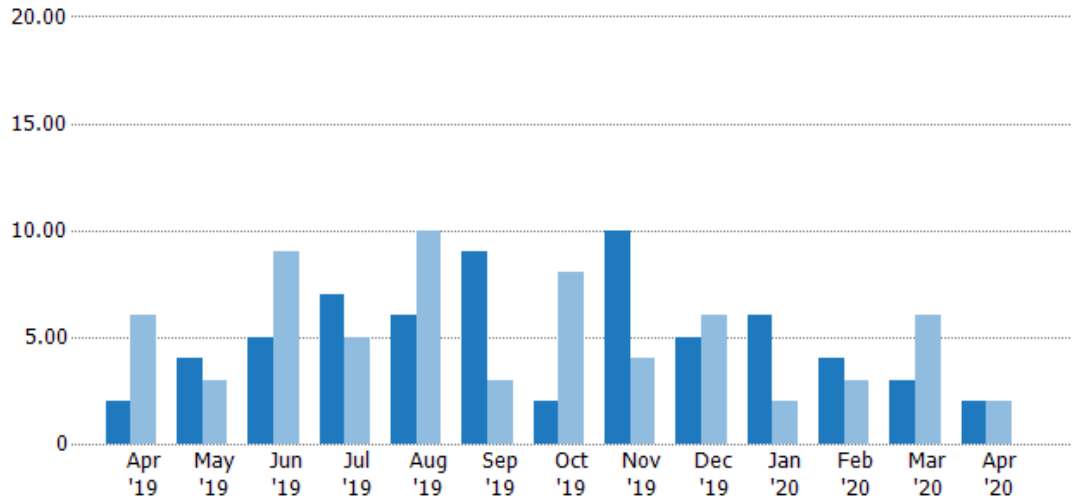
Current Year	\$1.93M	\$2.27M	\$2.71M	\$2.96M	\$2.34M	\$1.92M	\$3.41M	\$1.85M	\$1.38M	\$1.15M	\$1.01M	\$1.87M	\$2.16M
Prior Year	\$2.31M	\$3.16M	\$2.78M	\$3.24M	\$2.2M	\$2.74M	\$2.36M	\$2.27M	\$1.62M	\$2.06M	\$2.12M	\$1.01M	\$1.93M
Percent Change from Prior Year	-16%	-28%	-3%	-9%	6%	-30%	44%	-18%	-15%	-44%	-52%	86%	12%

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.
Apr '20	2	0%
Apr '19	2	-66.7%
Apr '18	6	-16.7%

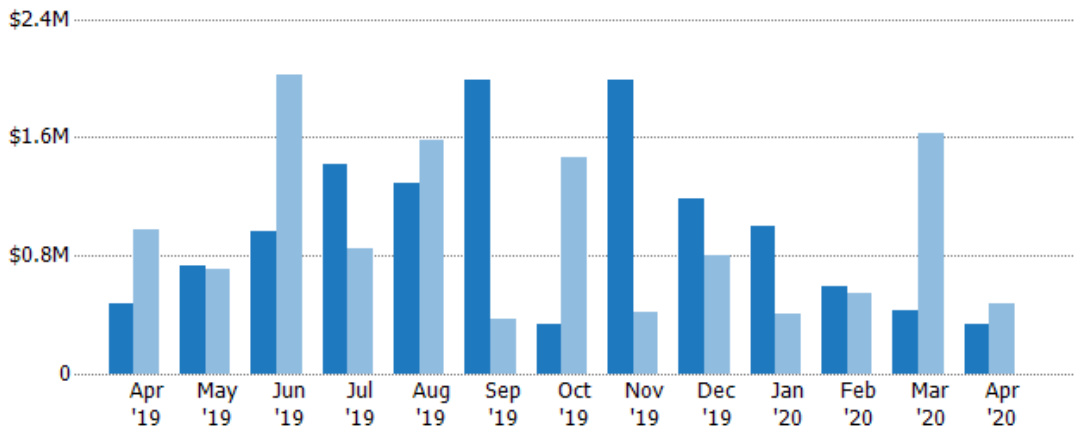
Current Year	2	4	5	7	6	9	2	10	5	6	4	3	2
Prior Year	6	3	9	5	10	3	8	4	6	2	3	6	2
Percent Change from Prior Year	-67%	33%	-44%	40%	-40%	200%	-75%	150%	-17%	200%	33%	-50%	0%

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.
Apr '20	\$338K	-28.8%
Apr '19	\$475K	-51%
Apr '18	\$970K	-6.3%

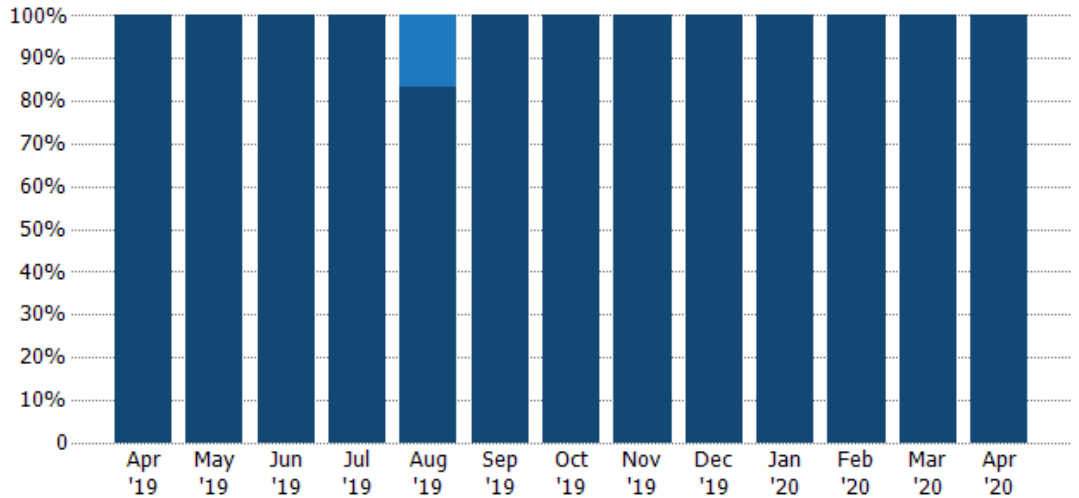
Current Year	\$475K	\$736K	\$968K	\$1.42M	\$1.29M	\$1.99M	\$340K	\$1.98M	\$1.18M	\$998K	\$595K	\$433K	\$338K
Prior Year	\$970K	\$709K	\$2.02M	\$844K	\$1.58M	\$368K	\$1.47M	\$415K	\$804K	\$410K	\$545K	\$1.63M	\$475K
Percent Change from Prior Year	-51%	4%	-52%	68%	-18%	441%	-77%	378%	47%	143%	9%	-73%	-29%

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



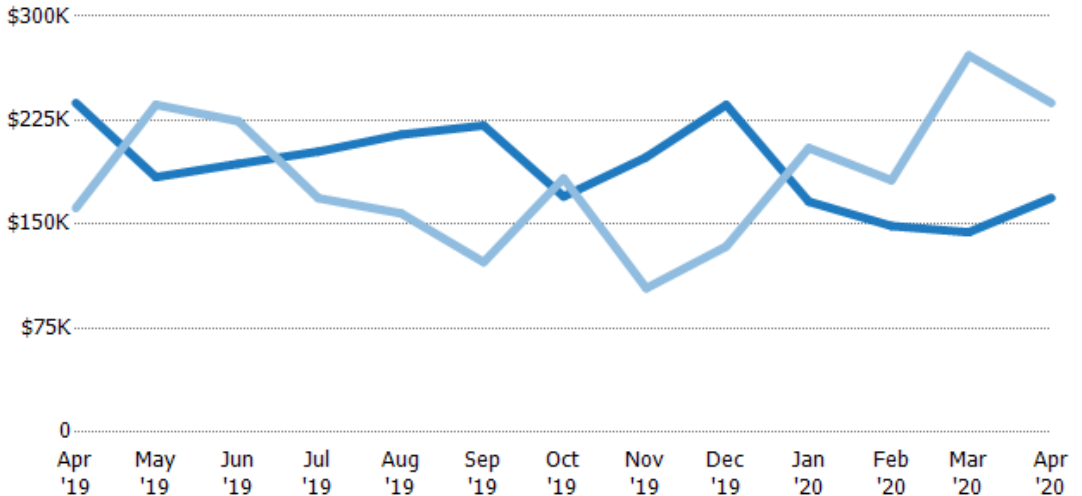
Condo/Townhouse	-	-	-	-	17%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K
Prior Year	\$162K	\$236K	\$224K	\$169K	\$158K	\$123K	\$183K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K
Percent Change from Prior Year	47%	-22%	-14%	20%	36%	80%	-7%	91%	76%	-19%	-18%	-47%	-29%

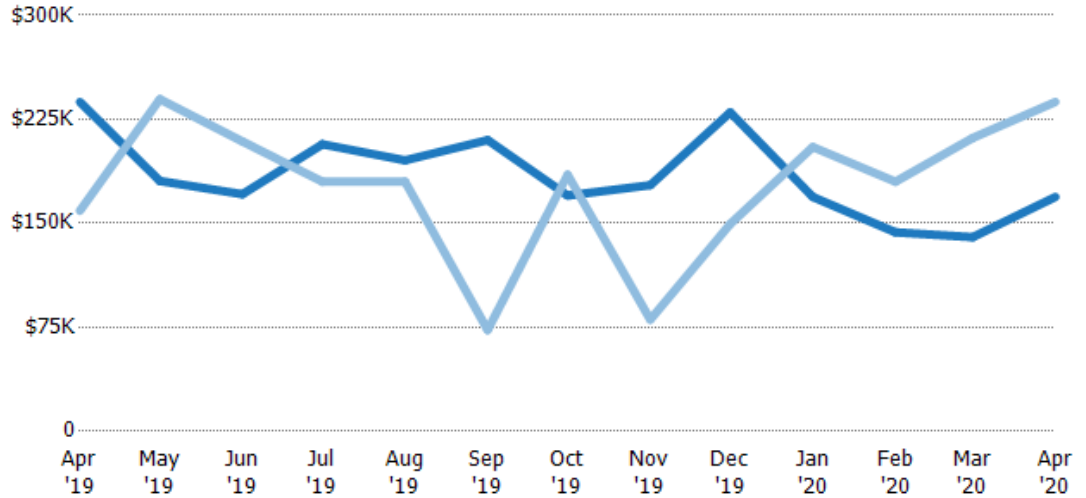
Median Sales Price

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.
Apr '20	\$169K	-28.8%
Apr '19	\$238K	49.4%
Apr '18	\$159K	18.9%



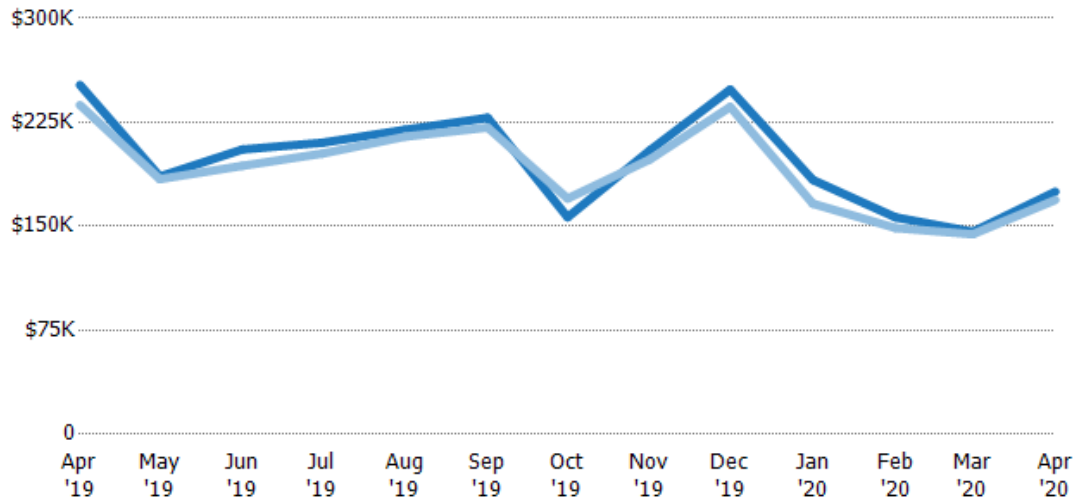
Current Year	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K
Prior Year	\$159K	\$240K	\$209K	\$180K	\$180K	\$73K	\$185K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K
Percent Change from Prior Year	49%	-25%	-18%	15%	9%	188%	-8%	120%	54%	-18%	-20%	-34%	-29%

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



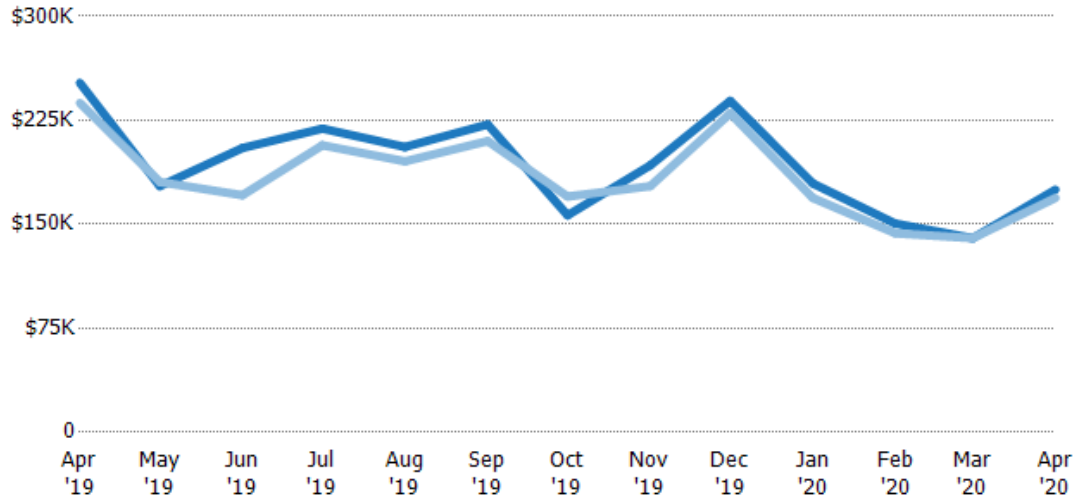
Avg List Price	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K
Avg Sales Price	\$238K	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K
Avg Sales Price as a % of Avg List Price	94%	99%	94%	96%	98%	97%	109%	97%	95%	91%	95%	99%	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



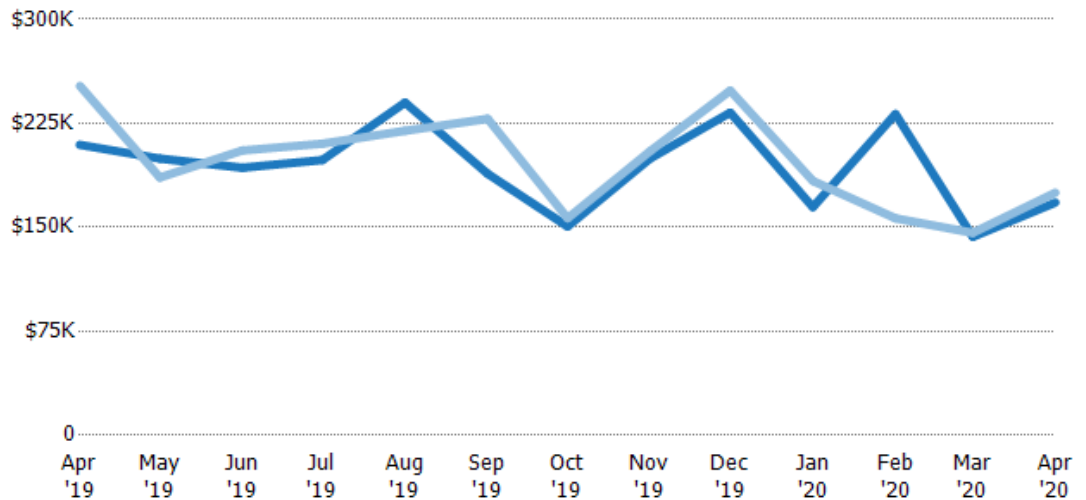
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K
Median Sales Price	\$238K	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K
Med Sales Price as a % of Med List Price	94%	102%	83%	95%	95%	95%	109%	92%	96%	94%	95%	100%	97%

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



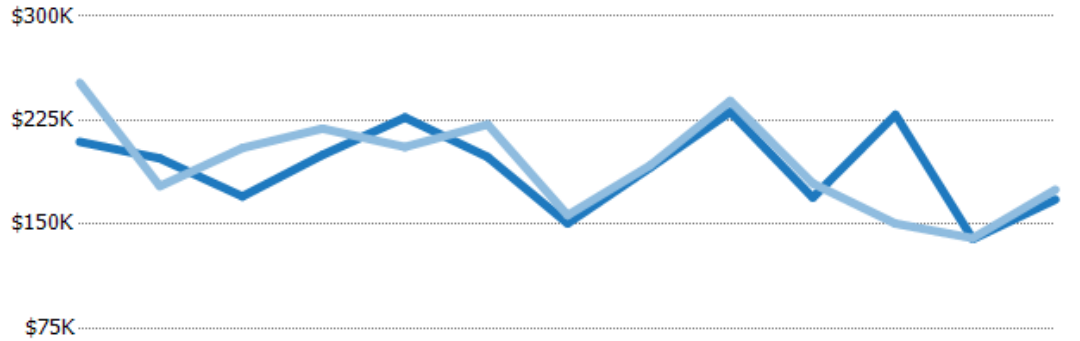
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$209K	\$200K	\$193K	\$199K	\$240K	\$189K	\$151K	\$200K	\$233K	\$165K	\$232K	\$143K	\$168K
Avg Sales Price	\$252K	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K
Avg Sales Price as a % of Avg Est Value	120%	93%	106%	106%	92%	121%	104%	103%	107%	112%	68%	102%	104%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$209K	\$198K	\$170K	\$200K	\$227K	\$199K	\$151K	\$191K	\$231K	\$169K	\$229K	\$139K	\$168K
Median Sales Price	\$252K	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K
Med Sales Price as a % of Med Est Value	120%	90%	121%	110%	91%	112%	104%	101%	103%	106%	66%	101%	104%