

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	9	+44.4%	40	30	+33.3%
New Listing Volume	\$5,212,900	\$2,281,900	+128.4%	\$10,681,900	\$6,463,700	+65.3%
Active Listing Count	33	48	-31.3%	N/A	N/A	
Active Listing Volume	\$11,336,600	\$13,414,900	-15.5%	N/A	N/A	
Average Listing Price	\$343,533	\$279,477	+22.9%	\$284,688	\$256,458	+11%
Median Listing Price	\$225,000	\$223,450	+0.7%	\$206,894	\$223,275	-7.3%
Median Days in RPR	97	194.5	-50.1%	158.95	250.91	-36.7%
Months of Inventory	16.5	24	-31.3%	10.5	9.1	+16%
Absorption Rate	6.06%	4.17%	+1.9%	9.5%	11.01%	-1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	12	7	+71.4%	37	25	+48%
New Pending Sales Volume	\$2,451,800	\$1,324,900	+85.1%	\$6,901,000	\$4,888,700	+41.2%
Pending Sales Count	18	11	+63.6%	N/A	N/A	
Pending Sales Volume	\$3,458,800	\$2,272,000	+52.2%	N/A	N/A	
Closed Sales Count	4	4	+/-	19	17	+11.8%
Closed Sales Volume	\$934,522	\$736,000	+27%	\$3,298,122	\$3,796,600	-13.1%
Average Sales Price	\$233,631	\$184,000	+27%	\$173,585	\$223,329	-22.3%
Median Sales Price	\$248,261	\$180,500	+37.5%	\$175,739	\$200,959	-12.5%

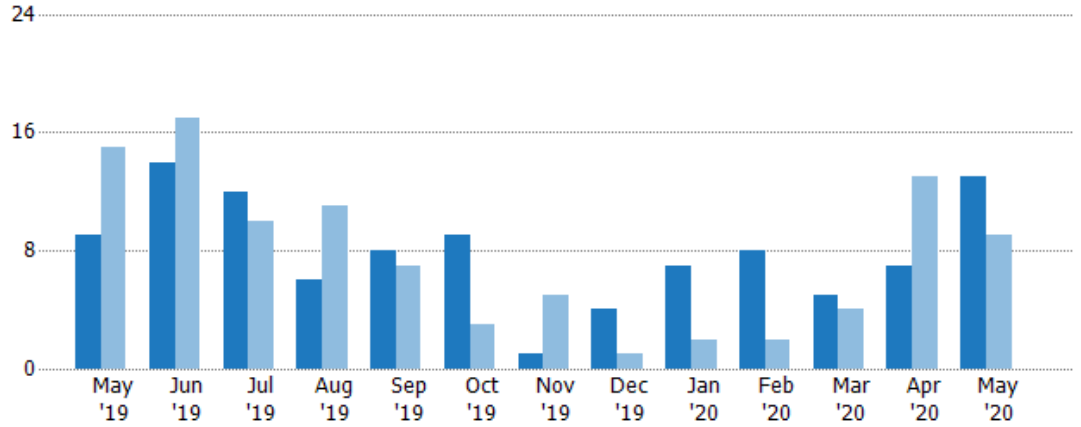
New Listings

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.
May '20	13	44.4%
May '19	9	-40%
May '18	15	40%



Current Year	9	14	12	6	8	9	1	4	7	8	5	7	13
Prior Year	15	17	10	11	7	3	5	1	2	2	4	13	9
Percent Change from Prior Year	-40%	-18%	20%	-45%	14%	200%	-80%	300%	250%	300%	25%	-46%	44%

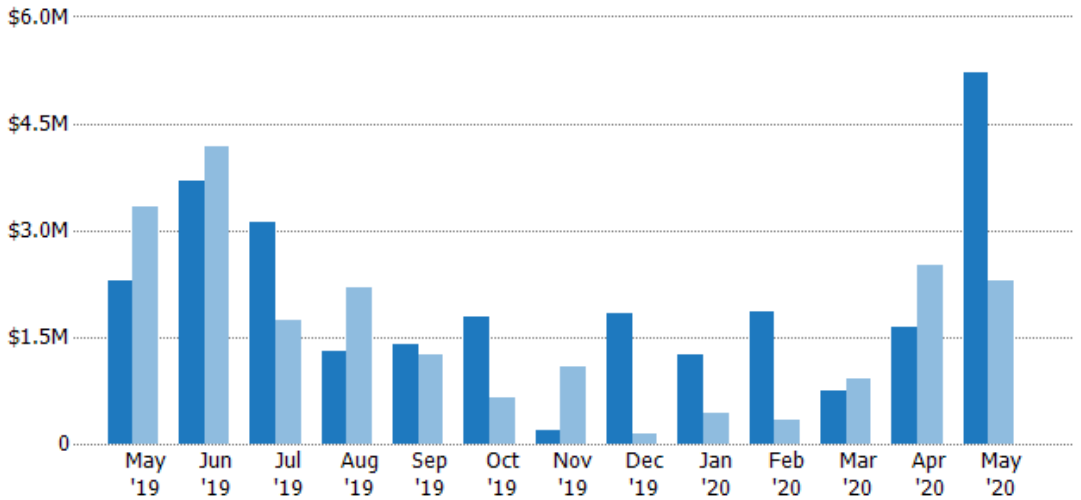
New Listing Volume

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.
May '20	\$5.21M	128.4%
May '19	\$2.28M	-31.7%
May '18	\$3.34M	76.2%



Current Year	\$2.28M	\$3.7M	\$3.11M	\$1.29M	\$1.39M	\$1.78M	\$190K	\$1.84M	\$1.24M	\$1.85M	\$734K	\$1.64M	\$5.21M
Prior Year	\$3.34M	\$4.18M	\$1.75M	\$2.2M	\$1.26M	\$660K	\$1.08M	\$145K	\$434K	\$333K	\$911K	\$2.5M	\$2.28M
Percent Change from Prior Year	-32%	-11%	78%	-41%	10%	170%	-82%	1,172%	186%	457%	-19%	-35%	128%

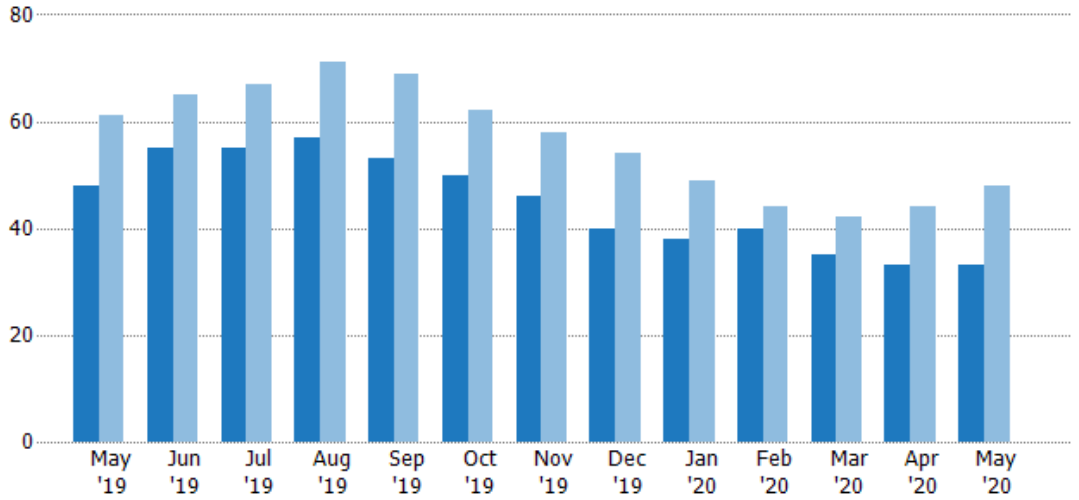
Active Listings

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.
May '20	33	-31.3%
May '19	48	-21.3%
May '18	61	14.8%



Current Year	48	55	55	57	53	50	46	40	38	40	35	33	33
Prior Year	61	65	67	71	69	62	58	54	49	44	42	44	48
Percent Change from Prior Year	-21%	-15%	-18%	-20%	-23%	-19%	-21%	-26%	-22%	-9%	-17%	-25%	-31%

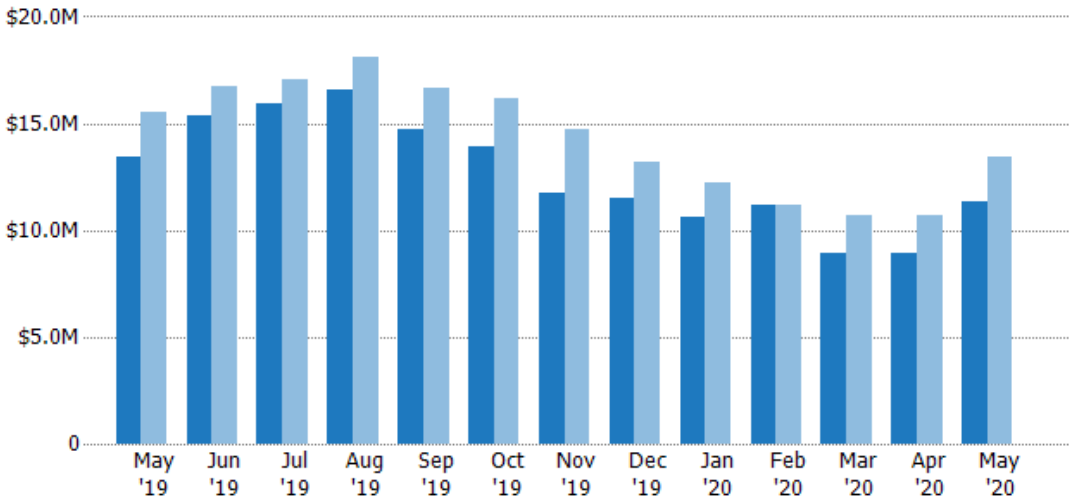
Active Listing Volume

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.
May '20	\$11.3M	-15.5%
May '19	\$13.4M	-13.6%
May '18	\$15.5M	21.3%



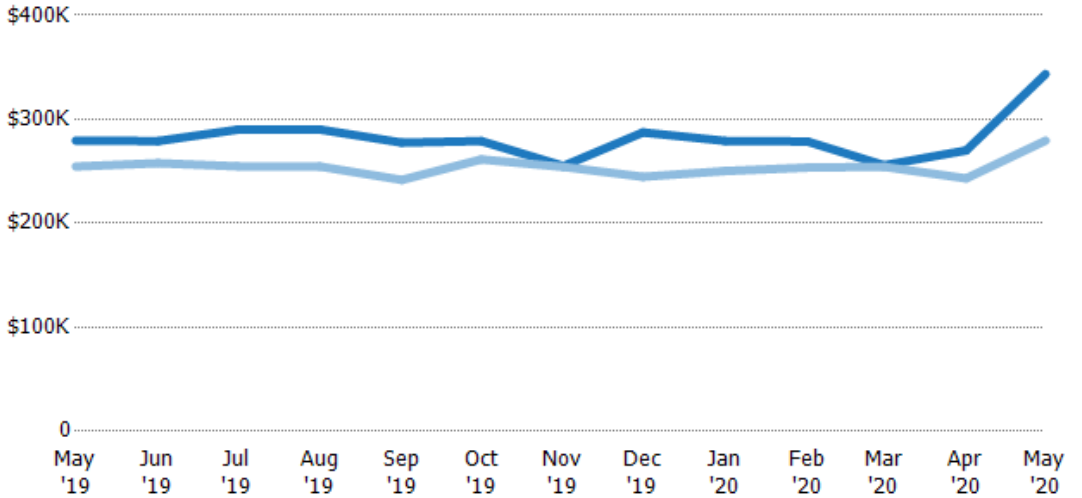
Current Year	\$13.4M	\$15.3M	\$16M	\$16.5M	\$14.7M	\$14M	\$11.7M	\$11.5M	\$10.6M	\$11.1M	\$8.95M	\$8.91M	\$11.3M
Prior Year	\$15.5M	\$16.8M	\$17.1M	\$18.1M	\$16.7M	\$16.2M	\$14.7M	\$13.2M	\$12.3M	\$11.2M	\$10.7M	\$10.7M	\$13.4M
Percent Change from Prior Year	-14%	-8%	-7%	-8%	-12%	-14%	-20%	-13%	-13%	0%	-16%	-17%	-15%

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



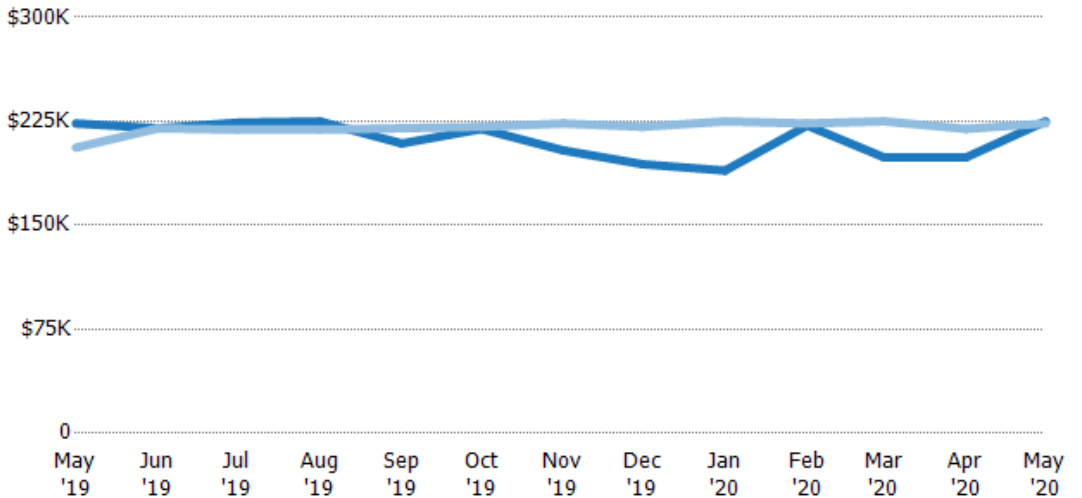
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$279K	\$279K	\$290K	\$290K	\$278K	\$279K	\$255K	\$287K	\$279K	\$279K	\$256K	\$270K	\$344K
Prior Year	\$255K	\$258K	\$255K	\$255K	\$242K	\$261K	\$254K	\$245K	\$250K	\$254K	\$254K	\$243K	\$279K
Percent Change from Prior Year	10%	8%	14%	14%	15%	7%	0%	17%	12%	10%	1%	11%	23%

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



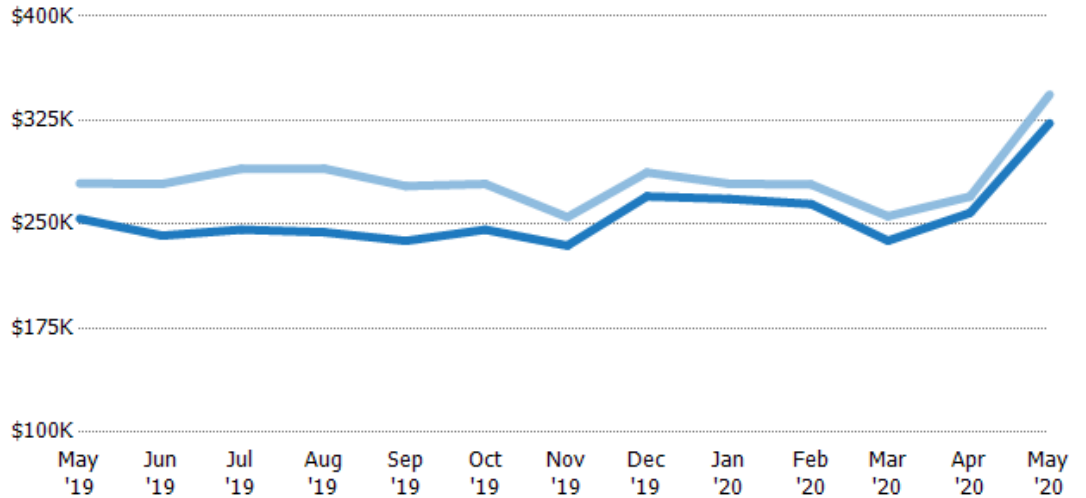
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$223K	\$220K	\$224K	\$225K	\$209K	\$219K	\$204K	\$194K	\$189K	\$222K	\$199K	\$199K	\$225K
Prior Year	\$206K	\$220K	\$219K	\$219K	\$220K	\$221K	\$223K	\$221K	\$225K	\$223K	\$225K	\$220K	\$223K
Percent Change from Prior Year	8%	0%	2%	3%	-5%	-1%	-9%	-12%	-16%	-1%	-12%	-9%	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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



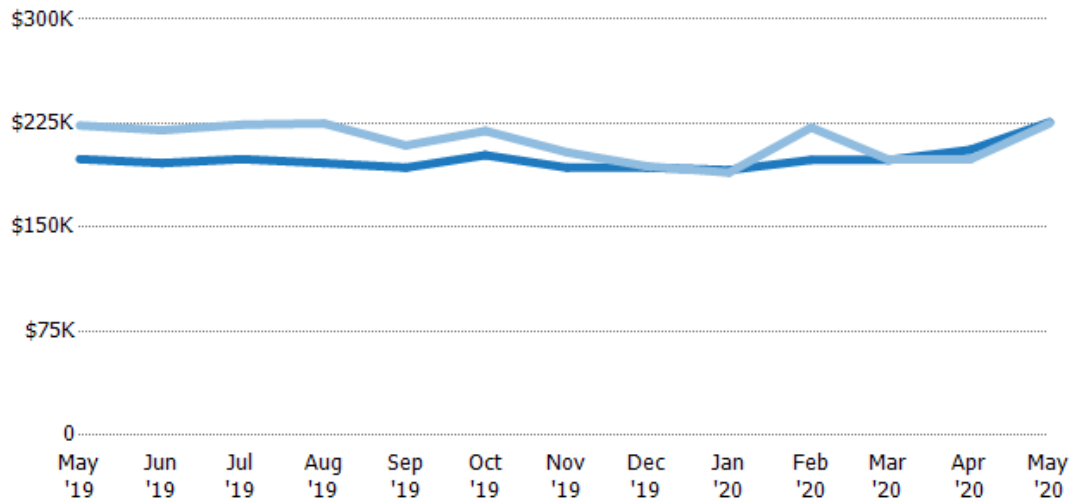
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$254K	\$242K	\$246K	\$244K	\$238K	\$246K	\$235K	\$270K	\$268K	\$265K	\$238K	\$258K	\$323K
Avg Listing Price	\$279K	\$279K	\$290K	\$290K	\$278K	\$279K	\$255K	\$287K	\$279K	\$279K	\$256K	\$270K	\$344K
Avg Listing Price as a % of Avg Est Value	110%	115%	118%	119%	117%	113%	109%	106%	104%	105%	107%	105%	106%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$199K	\$196K	\$199K	\$196K	\$193K	\$202K	\$193K	\$193K	\$191K	\$199K	\$199K	\$206K	\$226K
Median Listing Price	\$223K	\$220K	\$224K	\$225K	\$209K	\$219K	\$204K	\$194K	\$189K	\$222K	\$199K	\$199K	\$225K
Med Listing Price as a % of Med Est Value	112%	112%	112%	115%	108%	109%	106%	101%	99%	112%	100%	97%	100%

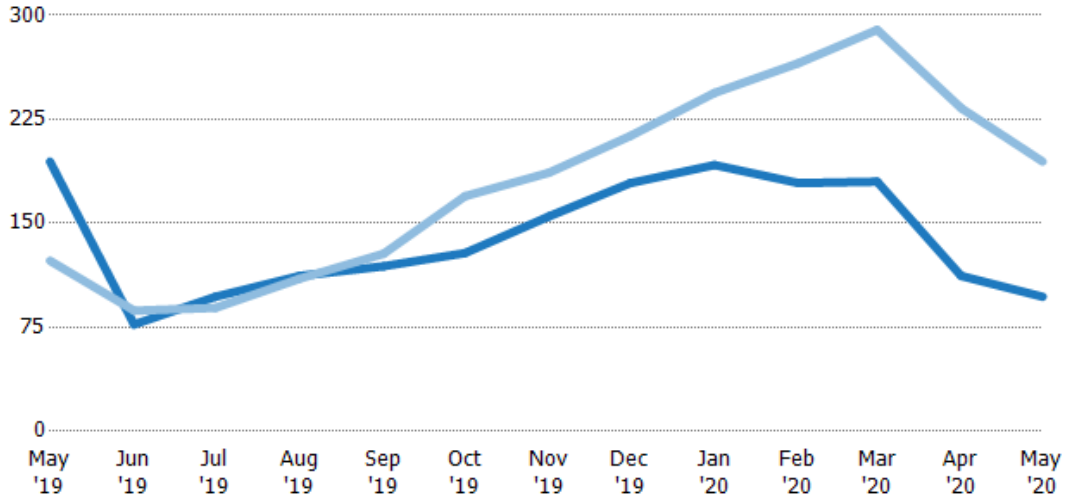
Median Days in RPR

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.
May '20	97	-50.1%
May '19	195	58.1%
May '18	123	-30.9%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	195	77	97	112	119	129	155	179	192	179	180	112	97
Prior Year	123	87	89	110	128	170	187	213	244	266	290	233	195
Percent Change from Prior Year	58%	-11%	9%	2%	-7%	-24%	-17%	-16%	-21%	-33%	-38%	-52%	-50%

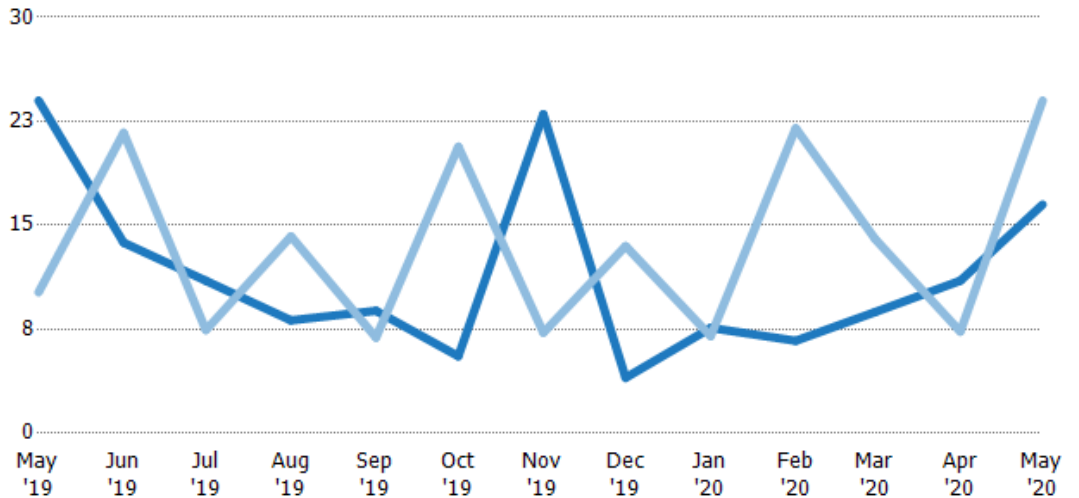
Months of Inventory

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.
May '20	16.5	-31.3%
May '19	24	136.1%
May '18	10.2	72.1%



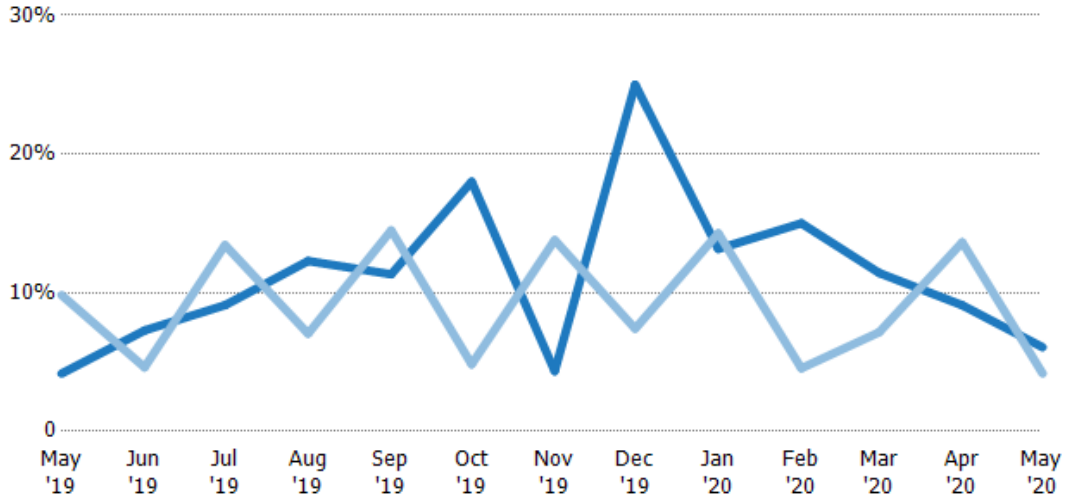
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	24	13.8	11	8.14	8.83	5.56	23	4	7.6	6.67	8.75	11	16.5
Prior Year	10.2	21.7	7.44	14.2	6.9	20.7	7.25	13.5	7	22	14	7.33	24
Percent Change from Prior Year	136%	-37%	48%	-43%	28%	-73%	217%	-70%	9%	-70%	-38%	50%	-31%

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



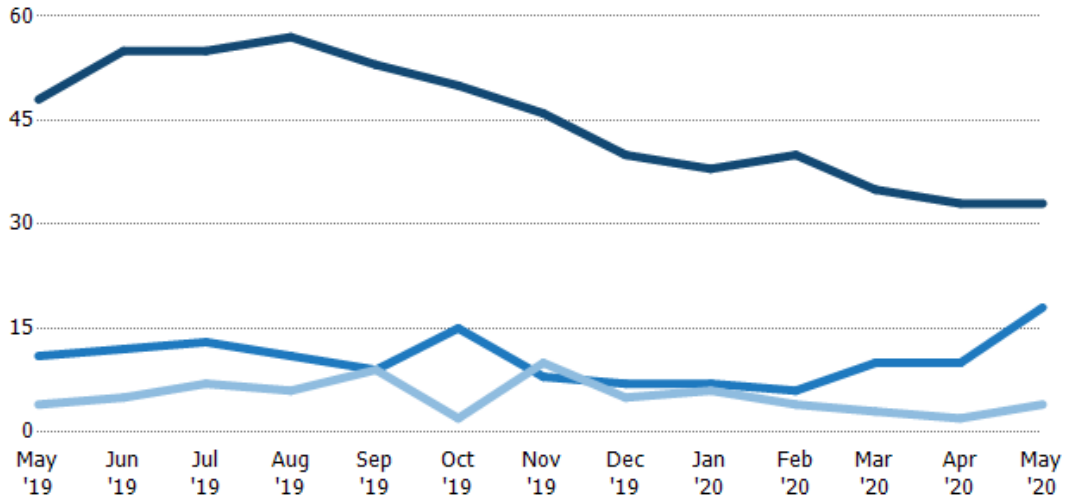
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4%	7%	9%	12%	11%	18%	4%	25%	13%	15%	11%	9%	6%
Prior Year	10%	5%	13%	7%	14%	5%	14%	7%	14%	5%	7%	14%	4%
Change from Prior Year	6%	-3%	4%	-5%	3%	-13%	9%	-18%	1%	-10%	-4%	5%	-2%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	48	55	55	57	53	50	46	40	38	40	35	33	33
Pending	11	12	13	11	9	15	8	7	7	6	10	10	18
Sold	4	5	7	6	9	2	10	5	6	4	3	2	4

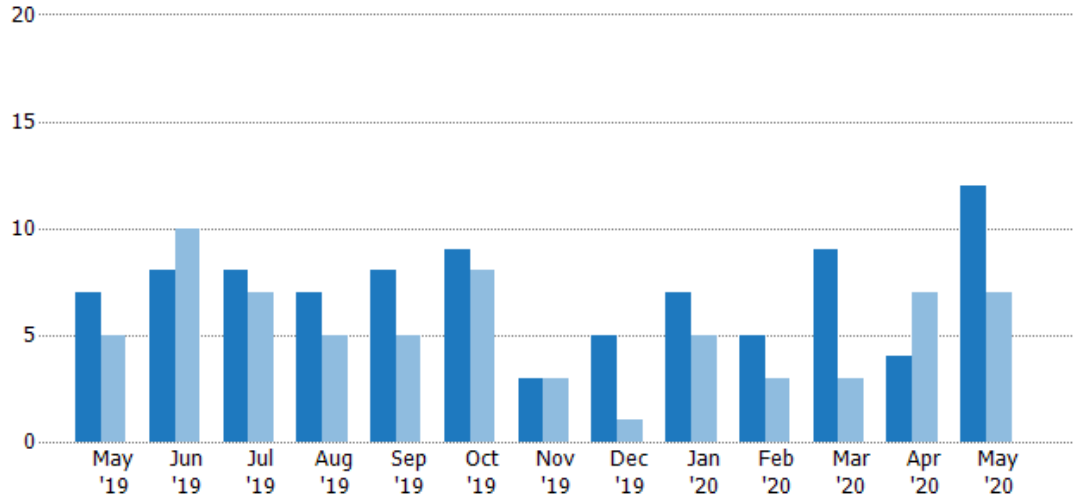
New Pending Sales

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	Count	% Chg.
May '20	12	71.4%
May '19	7	40%
May '18	5	40%



Current Year	7	8	8	7	8	9	3	5	7	5	9	4	12
Prior Year	5	10	7	5	5	8	3	1	5	3	3	7	7
Percent Change from Prior Year	40%	-20%	14%	40%	60%	13%	0%	400%	40%	67%	200%	-43%	71%

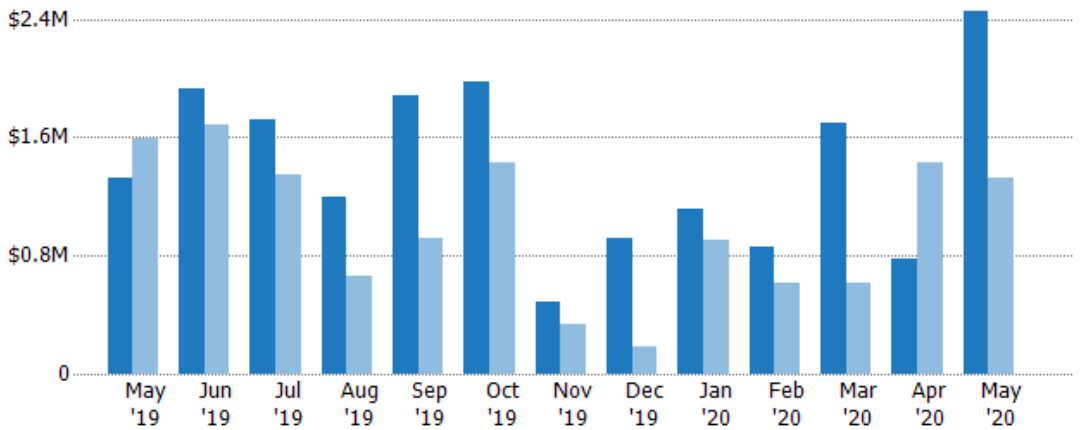
New Pending Sales Volume

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.
May '20	\$2.45M	85.1%
May '19	\$1.32M	-16.8%
May '18	\$1.59M	-12.2%



Current Year	\$1.32M	\$1.93M	\$1.73M	\$1.19M	\$1.89M	\$1.98M	\$487K	\$917K	\$1.11M	\$864K	\$1.7M	\$774K	\$2.45M
Prior Year	\$1.59M	\$1.68M	\$1.35M	\$662K	\$922K	\$1.43M	\$341K	\$189K	\$901K	\$617K	\$620K	\$1.43M	\$1.32M
Percent Change from Prior Year	-17%	15%	28%	80%	105%	39%	43%	385%	23%	40%	174%	-46%	85%

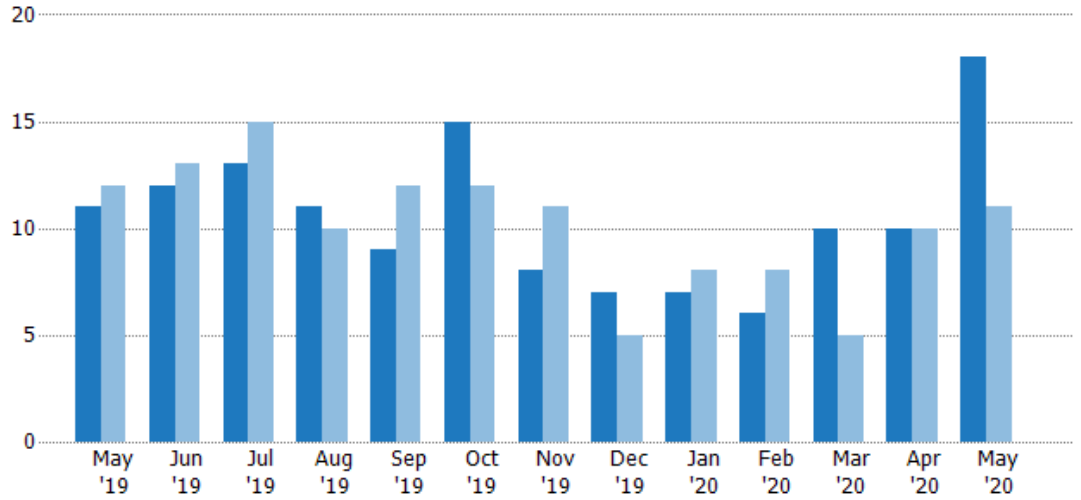
Pending Sales

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.
May '20	18	63.6%
May '19	11	-8.3%
May '18	12	-33.3%



Current Year	11	12	13	11	9	15	8	7	7	6	10	10	18
Prior Year	12	13	15	10	12	12	11	5	8	8	5	10	11
Percent Change from Prior Year	-8%	-8%	-13%	10%	-25%	25%	-27%	40%	-13%	-25%	100%	0%	64%

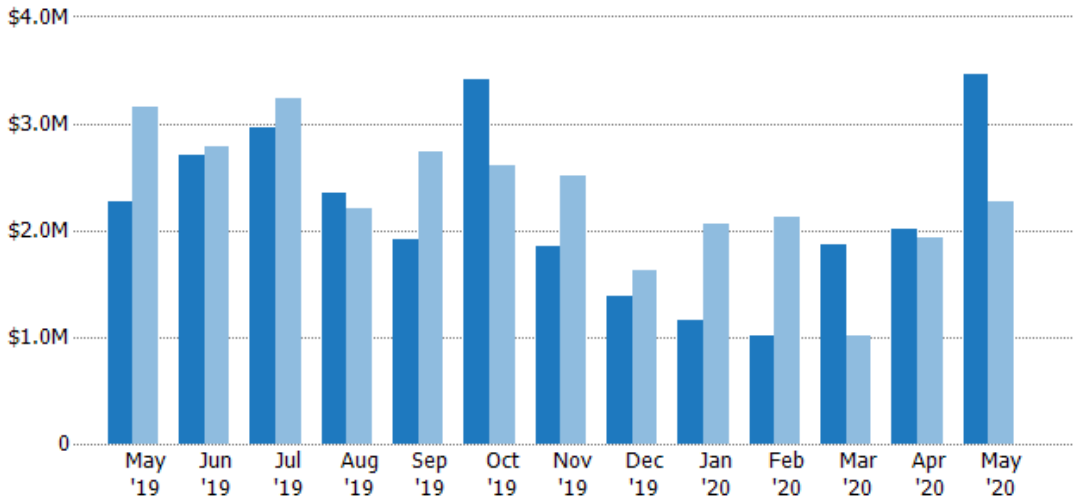
Pending Sales Volume

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.
May '20	\$3.46M	52.2%
May '19	\$2.27M	-28.1%
May '18	\$3.16M	-28.9%



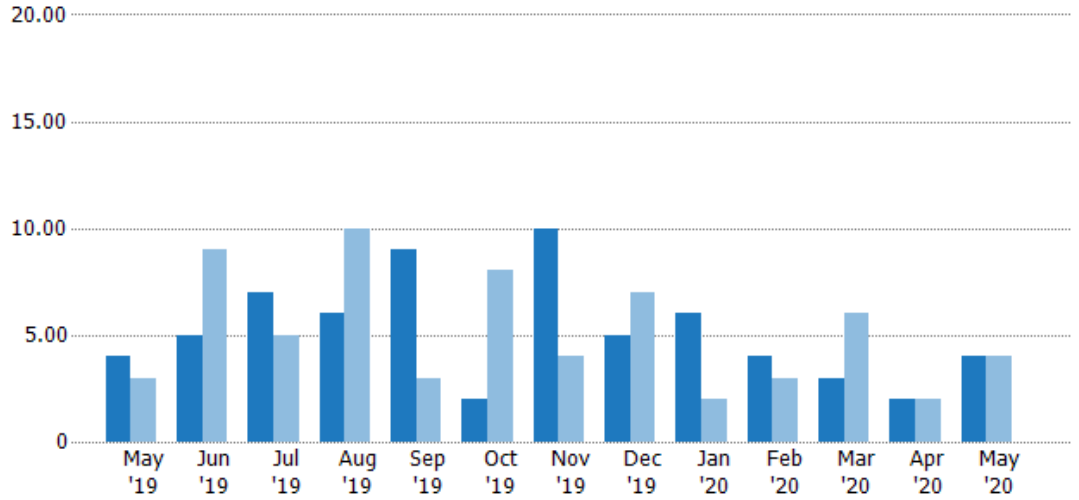
Current Year	\$2.27M	\$2.71M	\$2.96M	\$2.34M	\$1.92M	\$3.41M	\$1.85M	\$1.38M	\$1.15M	\$1.01M	\$1.87M	\$2.01M	\$3.46M
Prior Year	\$3.16M	\$2.78M	\$3.24M	\$2.2M	\$2.74M	\$2.6M	\$2.5M	\$1.62M	\$2.06M	\$2.12M	\$1.01M	\$1.93M	\$2.27M
Percent Change from Prior Year	-28%	-3%	-9%	6%	-30%	31%	-26%	-15%	-44%	-52%	86%	4%	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



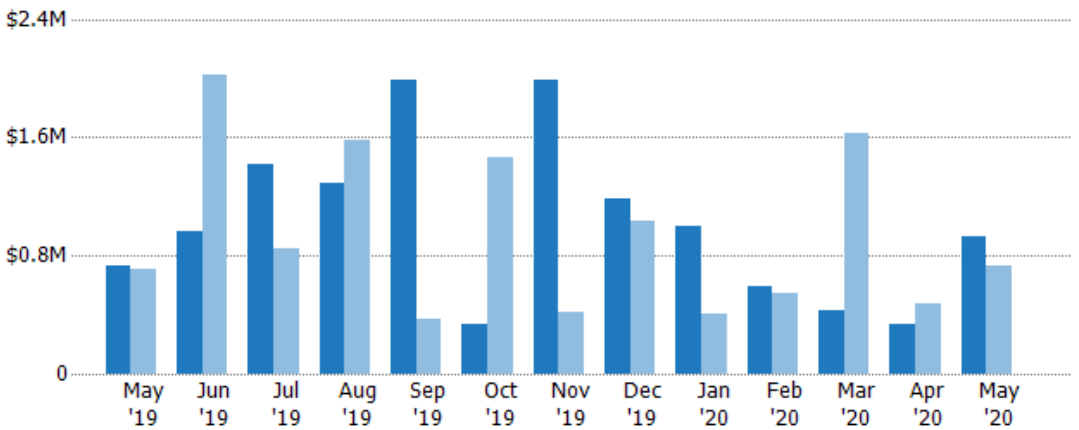
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4	5	7	6	9	2	10	5	6	4	3	2	4
Prior Year	3	9	5	10	3	8	4	7	2	3	6	2	4
Percent Change from Prior Year	33%	-44%	40%	-40%	200%	-75%	150%	-29%	200%	33%	-50%	0%	0%

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



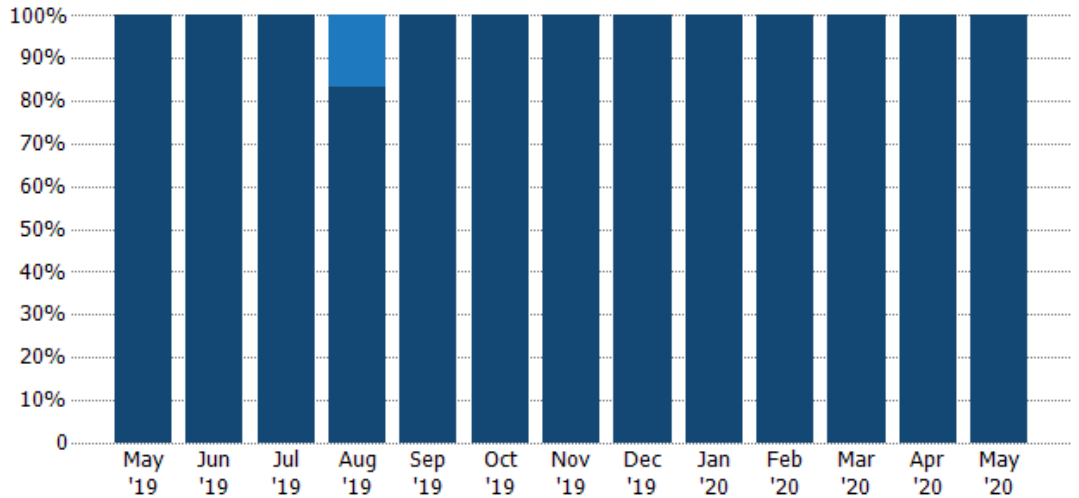
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$736K	\$968K	\$1.42M	\$1.29M	\$1.99M	\$340K	\$1.98M	\$1.18M	\$998K	\$595K	\$433K	\$338K	\$935K
Prior Year	\$709K	\$2.02M	\$844K	\$1.58M	\$368K	\$1.47M	\$415K	\$1.04M	\$410K	\$545K	\$1.63M	\$475K	\$736K
Percent Change from Prior Year	4%	-52%	68%	-18%	441%	-77%	378%	14%	143%	9%	-73%	-29%	27%

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



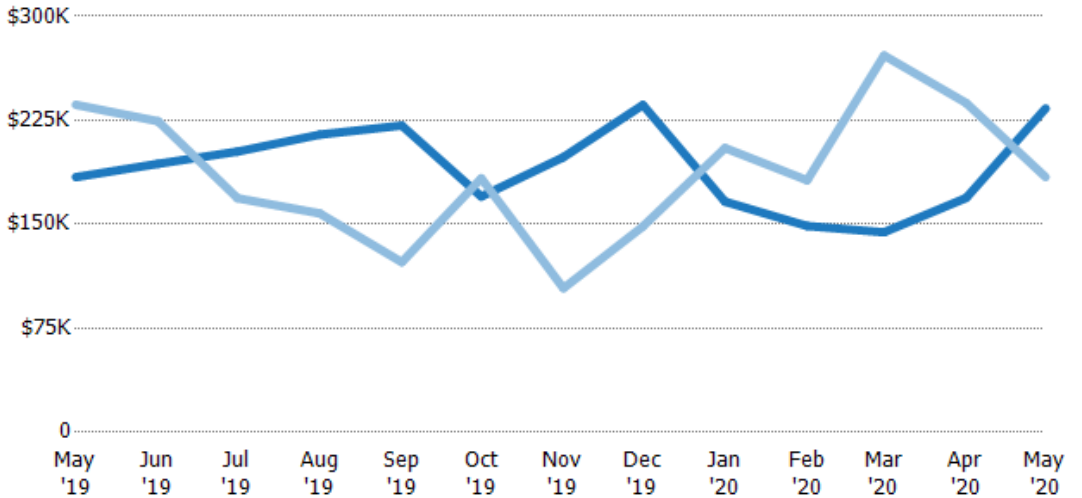
Condo/Townhouse	-	-	-	17%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K
Prior Year	\$236K	\$224K	\$169K	\$158K	\$123K	\$183K	\$104K	\$148K	\$205K	\$182K	\$272K	\$238K	\$184K
Percent Change from Prior Year	-22%	-14%	20%	36%	80%	-7%	91%	59%	-19%	-18%	-47%	-29%	27%

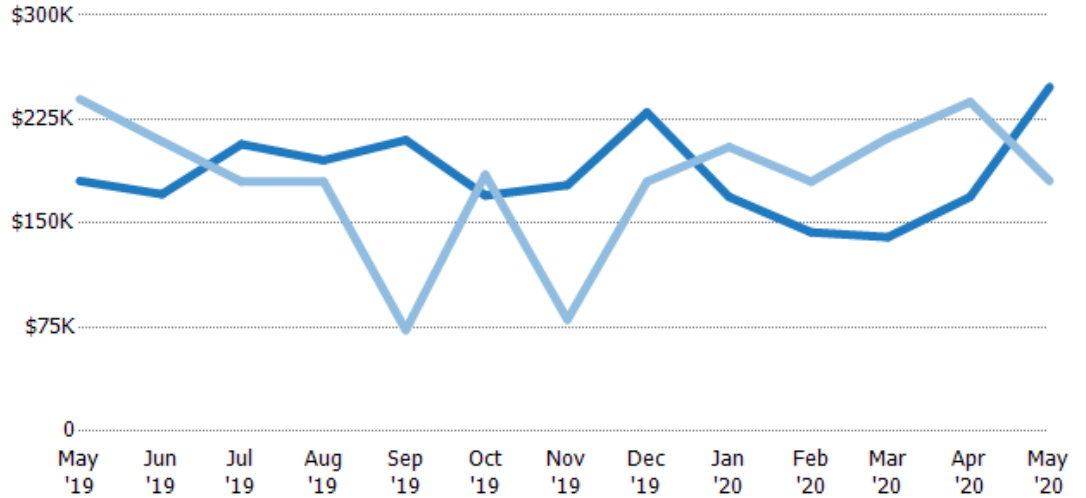
Median Sales Price

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.
May '20	\$248K	37.5%
May '19	\$181K	-24.6%
May '18	\$240K	-25.8%



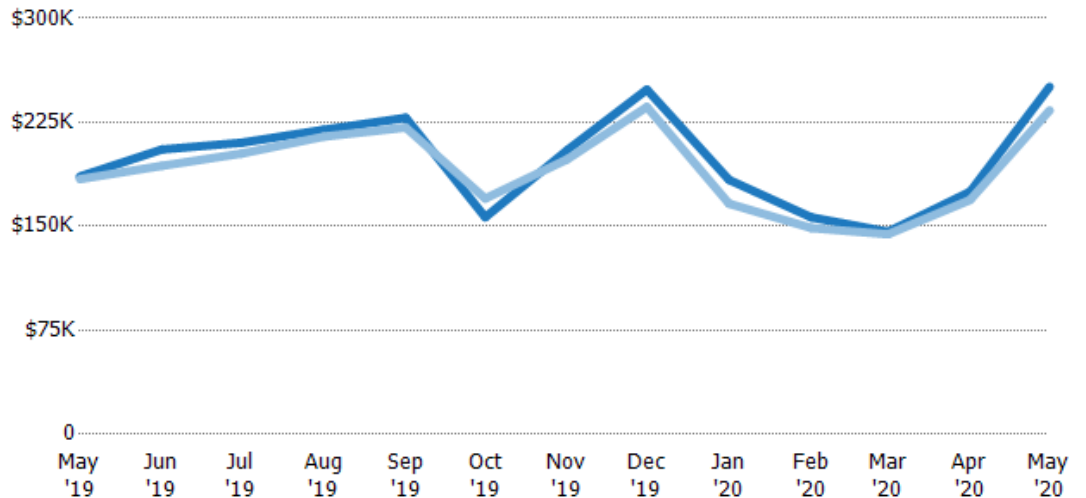
Current Year	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K
Prior Year	\$240K	\$209K	\$180K	\$180K	\$73K	\$185K	\$80.5K	\$180K	\$205K	\$180K	\$212K	\$238K	\$181K
Percent Change from Prior Year	-25%	-18%	15%	9%	188%	-8%	120%	28%	-18%	-20%	-34%	-29%	38%

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



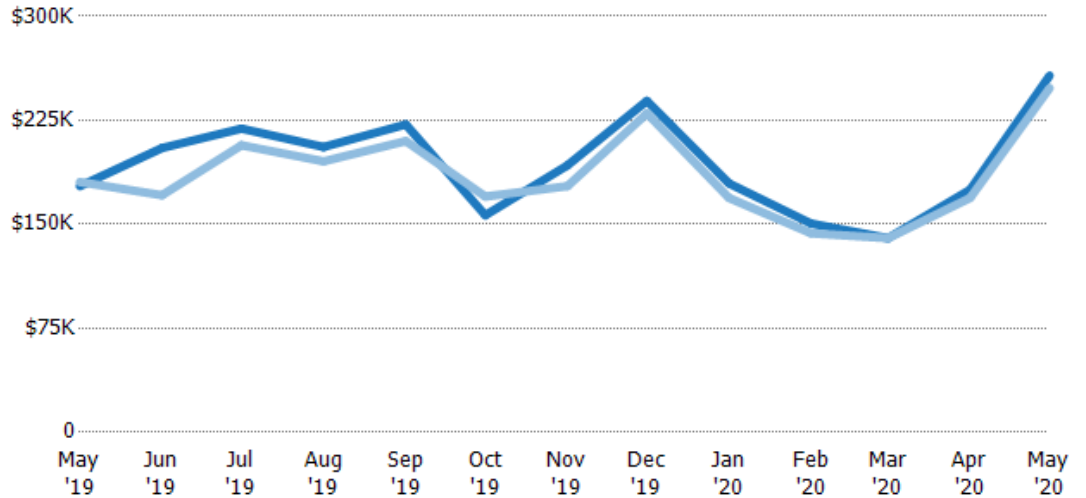
Avg List Price	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K
Avg Sales Price	\$184K	\$194K	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K
Avg Sales Price as a % of Avg List Price	99%	94%	96%	98%	97%	109%	97%	95%	91%	95%	99%	97%	93%

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



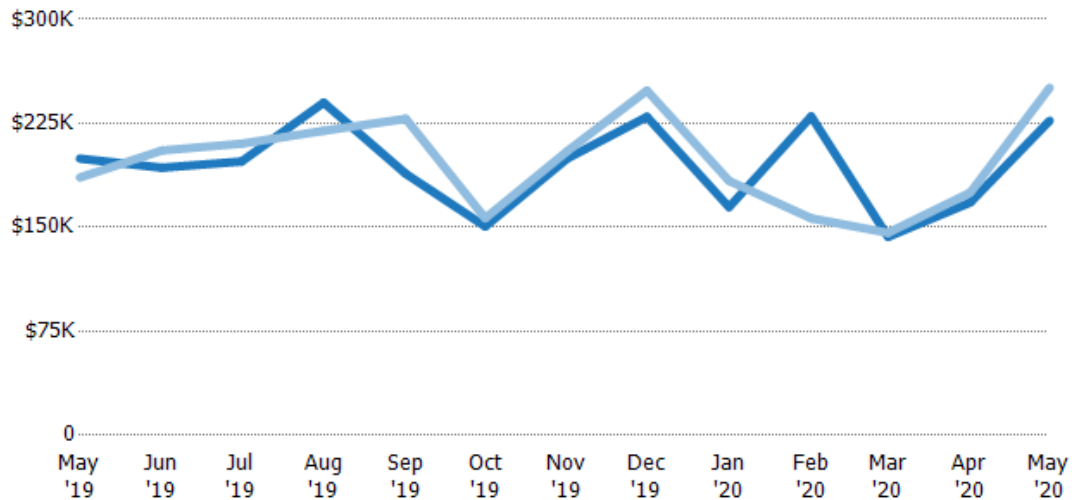
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K
Median Sales Price	\$181K	\$171K	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K
Med Sales Price as a % of Med List Price	102%	83%	95%	95%	95%	109%	92%	96%	94%	95%	100%	97%	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



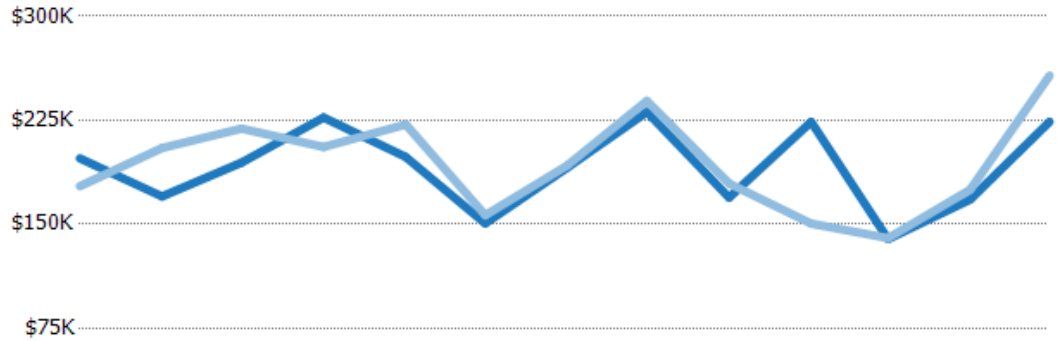
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$200K	\$193K	\$197K	\$240K	\$189K	\$151K	\$200K	\$230K	\$165K	\$230K	\$143K	\$168K	\$227K
Avg Sales Price	\$186K	\$205K	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K
Avg Sales Price as a % of Avg Est Value	93%	106%	107%	92%	121%	104%	103%	108%	112%	68%	102%	104%	110%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$198K	\$170K	\$195K	\$227K	\$199K	\$151K	\$191K	\$231K	\$169K	\$224K	\$139K	\$168K	\$224K
Median Sales Price	\$178K	\$205K	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K
Med Sales Price as a % of Med Est Value	90%	121%	113%	91%	112%	104%	101%	103%	106%	67%	101%	104%	115%