

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	12	+8.3%	63	56	+12.5%
New Listing Volume	\$2,961,899	\$3,114,500	-4.9%	\$15,830,699	\$14,672,600	+7.9%
Active Listing Count	27	53	-49.1%	N/A	N/A	
Active Listing Volume	\$9,752,299	\$15,449,000	-36.9%	N/A	N/A	
Average Listing Price	\$361,196	\$291,491	+23.9%	\$302,941	\$265,665	+14%
Median Listing Price	\$239,000	\$224,000	+6.7%	\$214,081	\$222,869	-3.9%
Median Days in RPR	81	97	-16.5%	123.43	184.26	-33%
Months of Inventory	3.4	10.6	-68.2%	8	8.8	-8.7%
Absorption Rate	29.63%	9.43%	+20.2%	12.5%	11.41%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	20	8	+150%	66	41	+61%
New Pending Sales Volume	\$4,229,200	\$1,725,500	+145.1%	\$13,101,100	\$8,542,600	+53.4%
Pending Sales Count	24	13	+84.6%	N/A	N/A	
Pending Sales Volume	\$5,147,100	\$2,960,400	+73.9%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	38	29	+31%
Closed Sales Volume	\$2,315,900	\$1,417,000	+63.4%	\$6,788,022	\$6,181,600	+9.8%
Average Sales Price	\$210,536	\$202,429	+4%	\$178,632	\$213,159	-16.2%
Median Sales Price	\$205,000	\$207,000	-1%	\$175,527	\$197,252	-11%

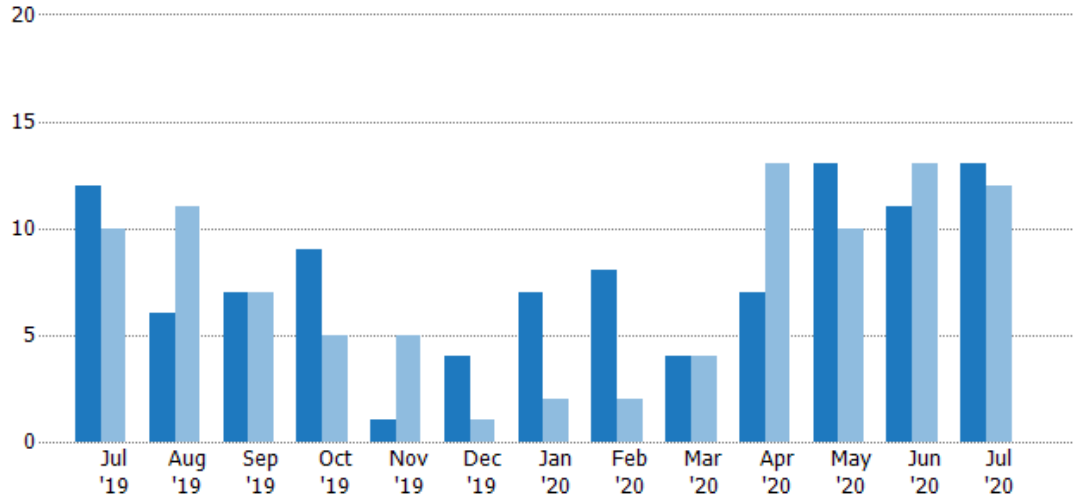
New Listings

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.
Jul '20	13	8.3%
Jul '19	12	20%
Jul '18	10	-30%



Current Year	12	6	7	9	1	4	7	8	4	7	13	11	13
Prior Year	10	11	7	5	5	1	2	2	4	13	10	13	12
Percent Change from Prior Year	20%	-45%	0%	80%	-80%	300%	250%	300%	0%	-46%	30%	-15%	8%

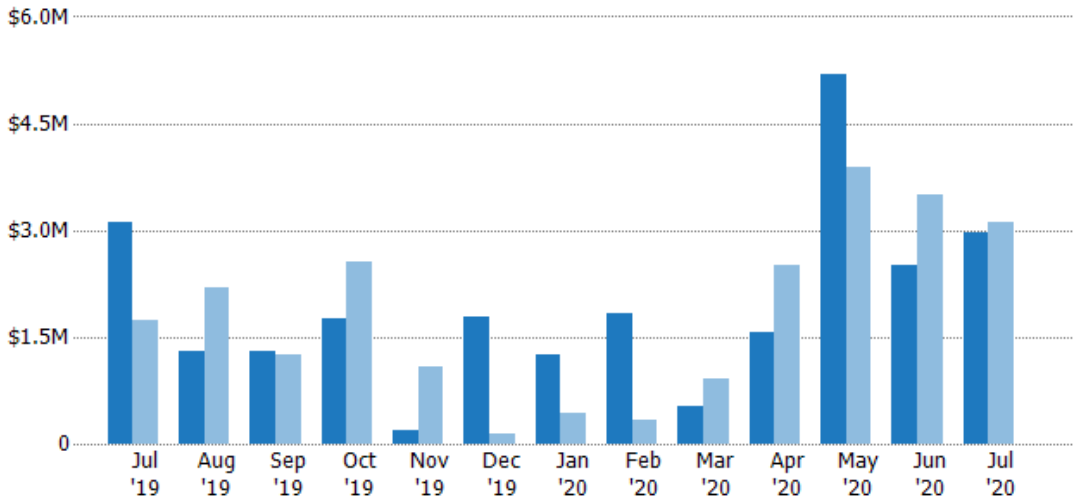
New Listing Volume

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.
Jul '20	\$2.96M	-4.9%
Jul '19	\$3.11M	78.3%
Jul '18	\$1.75M	-9.1%



Current Year	\$3.11M	\$1.29M	\$1.31M	\$1.76M	\$190K	\$1.79M	\$1.24M	\$1.84M	\$518K	\$1.58M	\$5.19M	\$2.5M	\$2.96M
Prior Year	\$1.75M	\$2.2M	\$1.26M	\$2.56M	\$1.08M	\$145K	\$434K	\$323K	\$911K	\$2.5M	\$3.88M	\$3.51M	\$3.11M
Percent Change from Prior Year	78%	-41%	4%	-31%	-82%	1,137%	186%	471%	-43%	-37%	34%	-29%	-5%

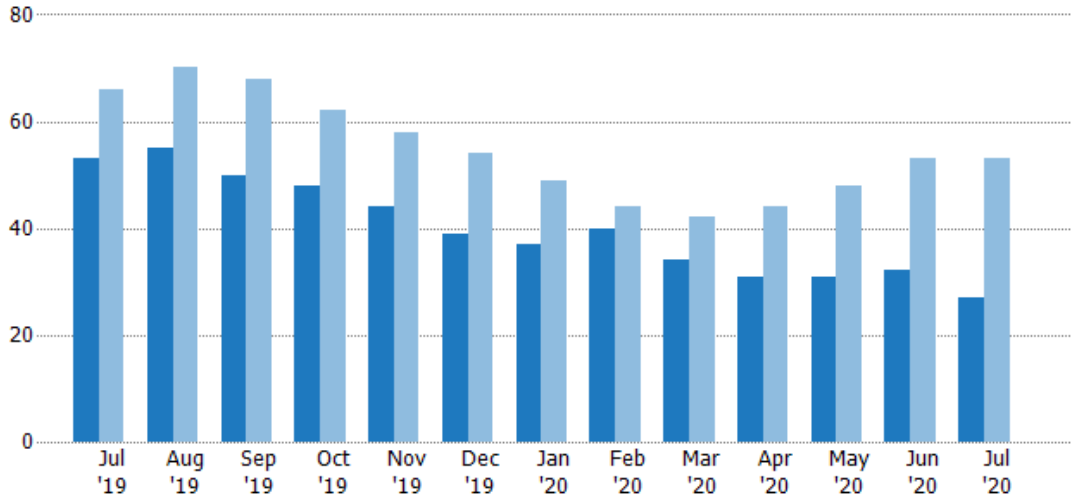
Active Listings

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.
Jul '20	27	-49.1%
Jul '19	53	-19.7%
Jul '18	66	-3%



Current Year	53	55	50	48	44	39	37	40	34	31	31	32	27
Prior Year	66	70	68	62	58	54	49	44	42	44	48	53	53
Percent Change from Prior Year	-20%	-21%	-26%	-23%	-24%	-28%	-24%	-9%	-19%	-30%	-35%	-40%	-49%

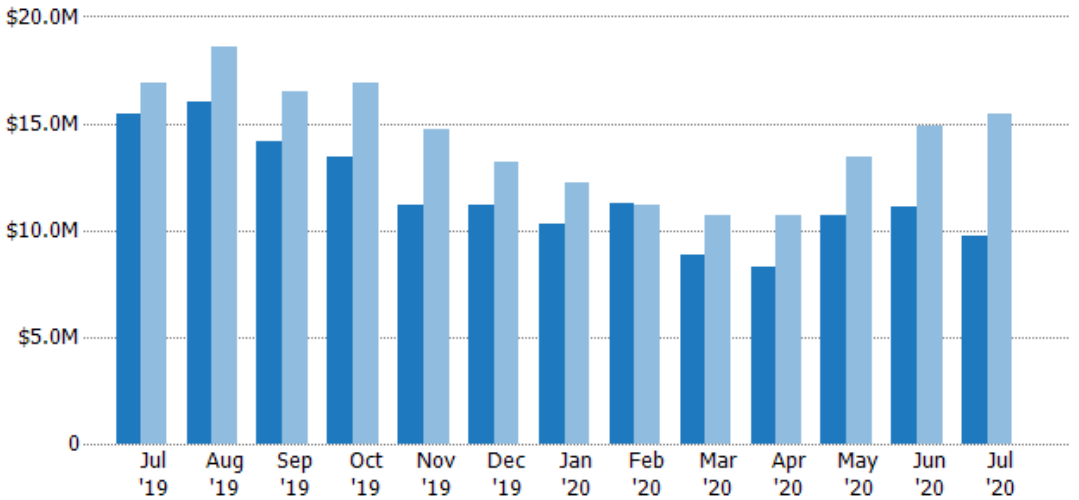
Active Listing Volume

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.
Jul '20	\$9.75M	-36.9%
Jul '19	\$15.4M	-8.4%
Jul '18	\$16.9M	7.2%



Current Year	\$15.4M	\$16M	\$14.1M	\$13.4M	\$11.2M	\$11.1M	\$10.3M	\$11.3M	\$8.88M	\$8.32M	\$10.7M	\$11.1M	\$9.75M
Prior Year	\$16.9M	\$18.6M	\$16.5M	\$16.9M	\$14.7M	\$13.2M	\$12.3M	\$11.1M	\$10.7M	\$10.7M	\$13.4M	\$14.8M	\$15.4M
Percent Change from Prior Year	-8%	-14%	-14%	-21%	-24%	-16%	-16%	1%	-17%	-22%	-20%	-25%	-37%

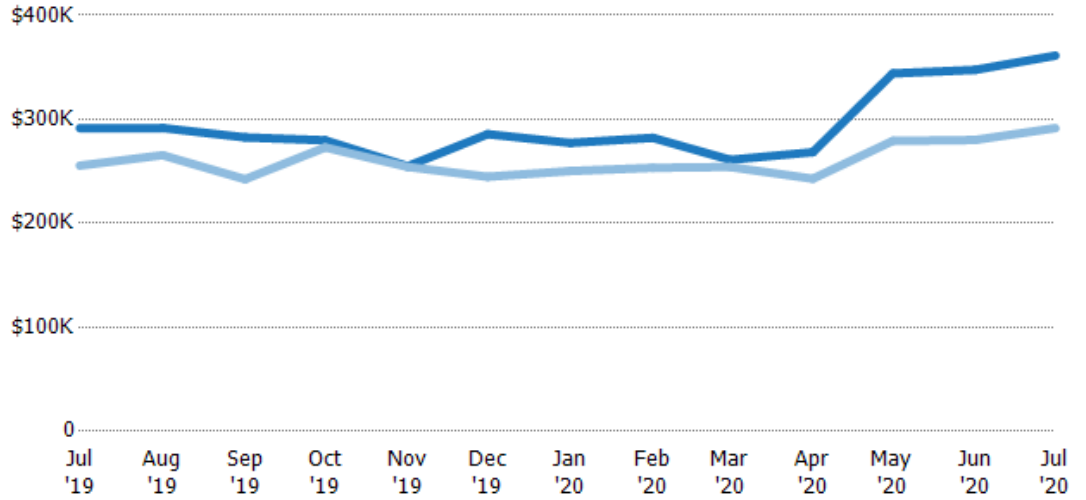
Average Listing Price

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.
Jul '20	\$361K	23.9%
Jul '19	\$291K	14.1%
Jul '18	\$255K	10.6%



Current Year	\$291K	\$292K	\$283K	\$280K	\$255K	\$286K	\$277K	\$282K	\$261K	\$268K	\$344K	\$348K	\$361K
Prior Year	\$255K	\$266K	\$242K	\$273K	\$254K	\$245K	\$250K	\$253K	\$254K	\$243K	\$279K	\$280K	\$291K
Percent Change from Prior Year	14%	10%	17%	3%	0%	17%	11%	11%	3%	11%	23%	24%	24%

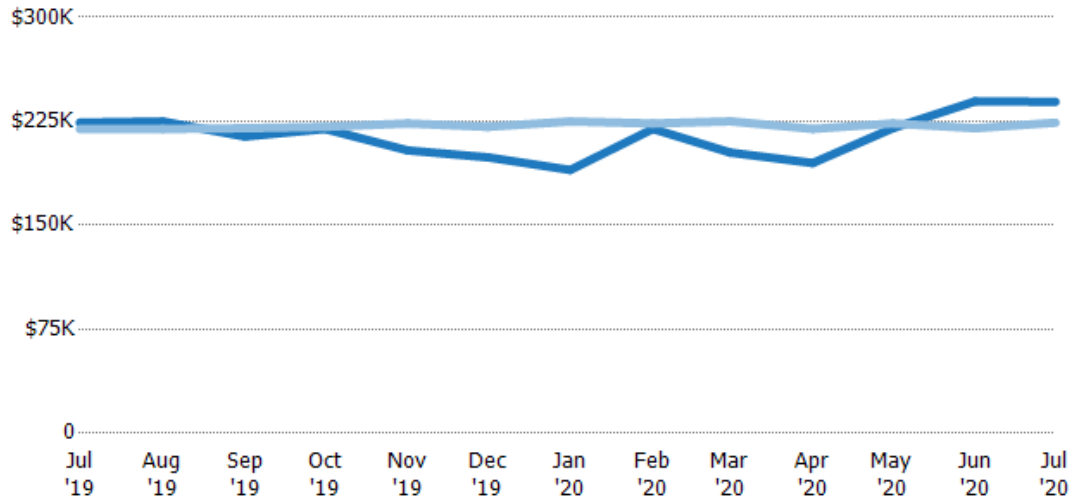
Median Listing Price

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.
Jul '20	\$239K	6.7%
Jul '19	\$224K	2.1%
Jul '18	\$220K	-4.3%



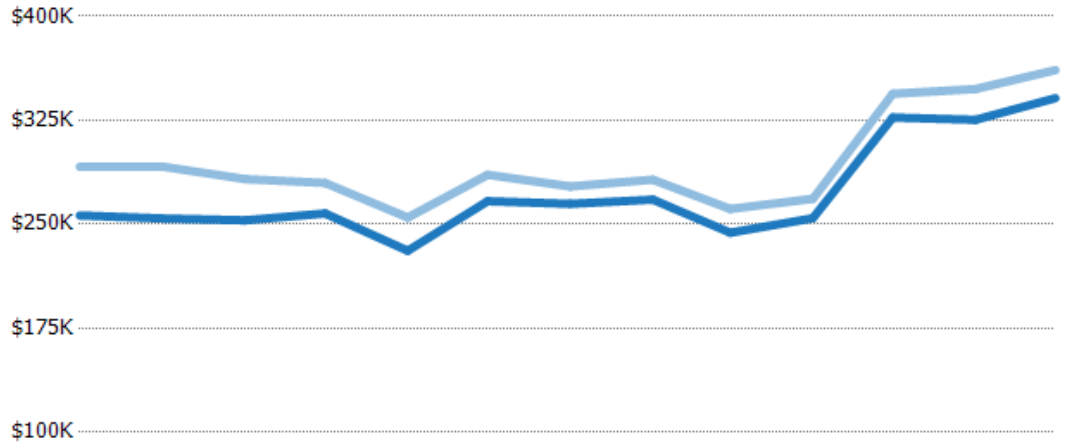
Current Year	\$224K	\$225K	\$214K	\$219K	\$204K	\$199K	\$190K	\$220K	\$202K	\$195K	\$220K	\$239K	\$239K
Prior Year	\$220K	\$220K	\$220K	\$221K	\$223K	\$221K	\$225K	\$223K	\$225K	\$220K	\$223K	\$220K	\$224K
Percent Change from Prior Year	2%	2%	-3%	-1%	-9%	-10%	-16%	-2%	-10%	-11%	-2%	9%	7%

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



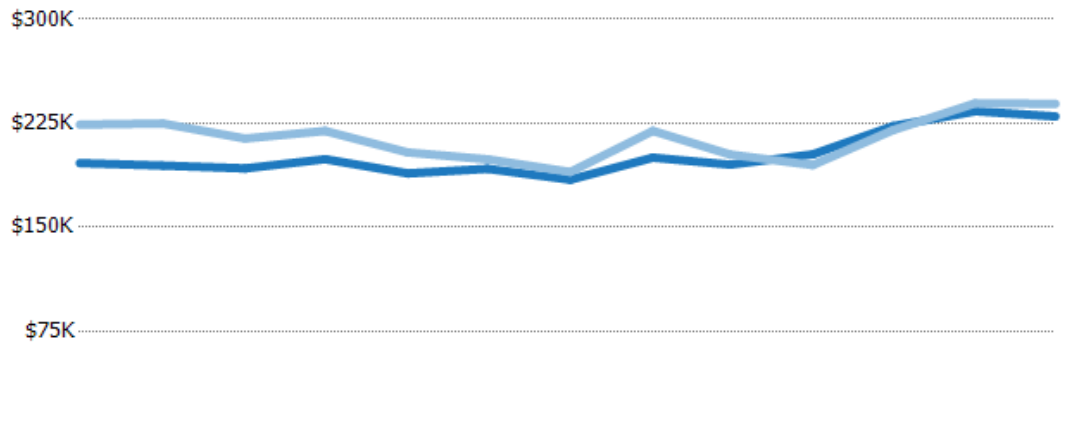
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$256K	\$254K	\$253K	\$258K	\$231K	\$267K	\$265K	\$268K	\$244K	\$254K	\$327K	\$325K	\$341K
Avg Listing Price	\$291K	\$292K	\$283K	\$280K	\$255K	\$286K	\$277K	\$282K	\$261K	\$268K	\$344K	\$348K	\$361K
Avg Listing Price as a % of Avg Est Value	114%	115%	112%	109%	110%	107%	105%	105%	107%	105%	105%	107%	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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$196K	\$195K	\$192K	\$199K	\$189K	\$192K	\$184K	\$200K	\$195K	\$203K	\$223K	\$234K	\$230K
Median Listing Price	\$224K	\$225K	\$214K	\$219K	\$204K	\$199K	\$190K	\$220K	\$202K	\$195K	\$220K	\$239K	\$239K
Med Listing Price as a % of Med Est Value	114%	116%	111%	110%	108%	104%	103%	110%	104%	96%	99%	102%	104%

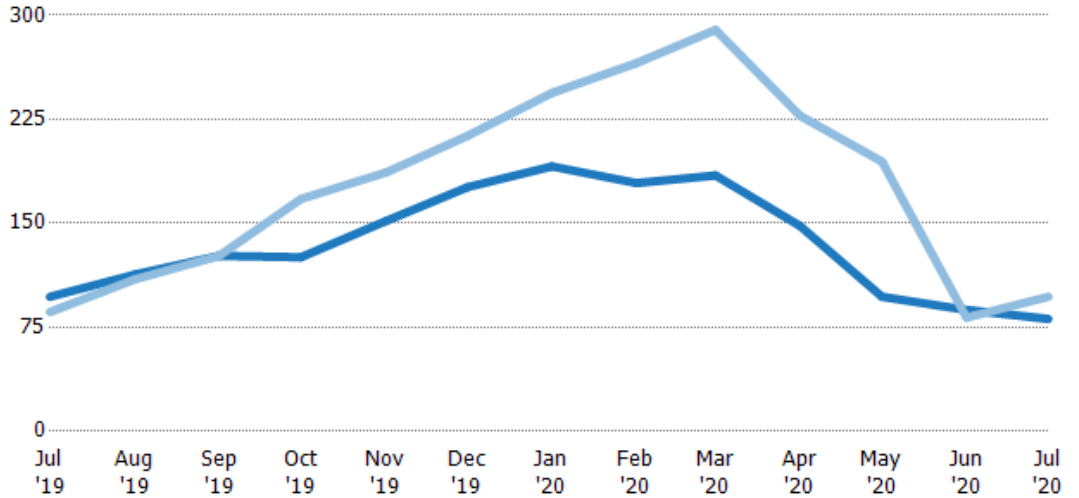
Median Days in RPR

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.
Jul '20	81	-16.5%
Jul '19	97	12.8%
Jul '18	86	19.8%



Current Year	97	113	127	126	152	176	191	179	185	148	97	87.5	81
Prior Year	86	110	127	168	187	213	244	266	290	228	195	82	97
Percent Change from Prior Year	13%	3%	0%	-25%	-19%	-17%	-22%	-33%	-36%	-35%	-50%	7%	-16%

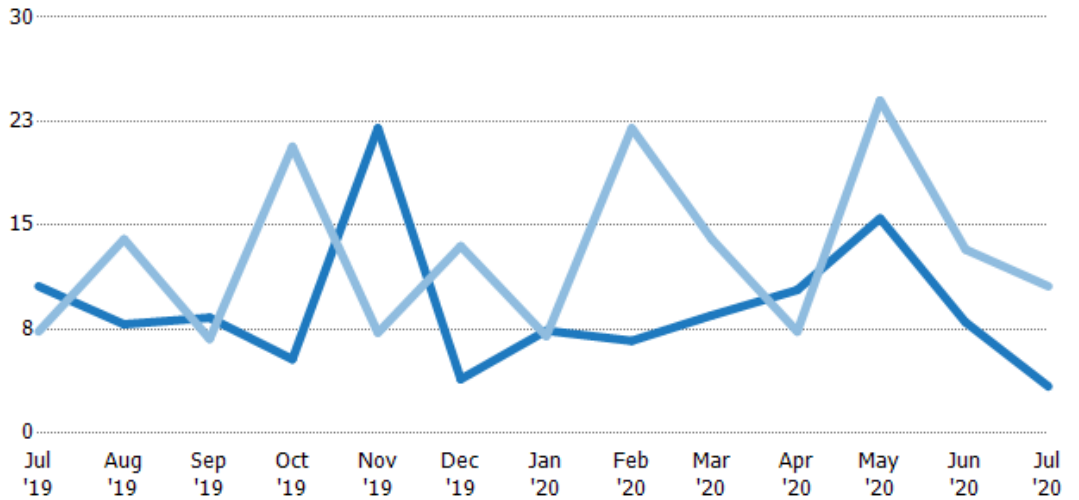
Months of Inventory

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.
Jul '20	3.38	-68.2%
Jul '19	10.6	44.5%
Jul '18	7.33	118.2%



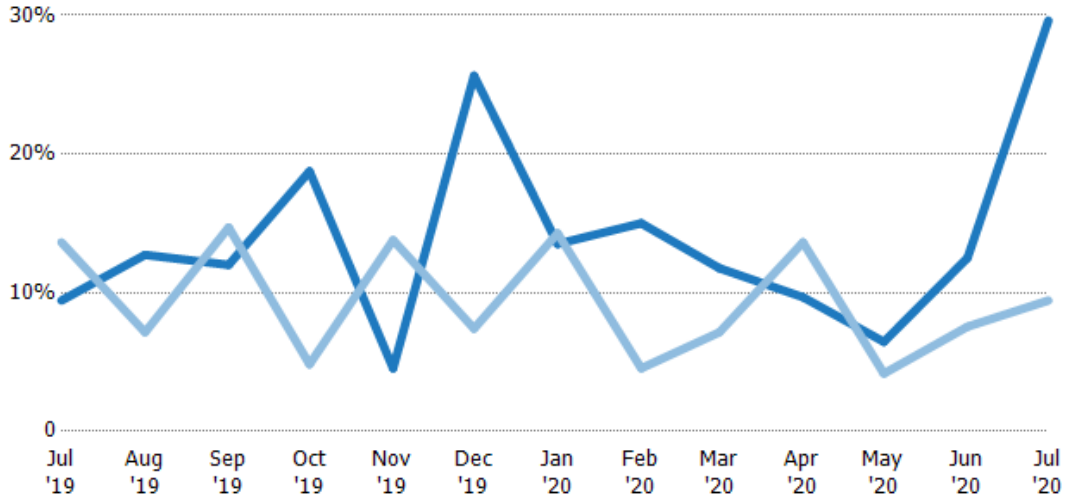
Current Year	10.6	7.86	8.33	5.33	22	3.9	7.4	6.67	8.5	10.3	15.5	8	3.38
Prior Year	7.33	14	6.8	20.7	7.25	13.5	7	22	14	7.33	24	13.3	10.6
Percent Change from Prior Year	45%	-44%	23%	-74%	203%	-71%	6%	-70%	-39%	41%	-35%	-40%	-68%

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



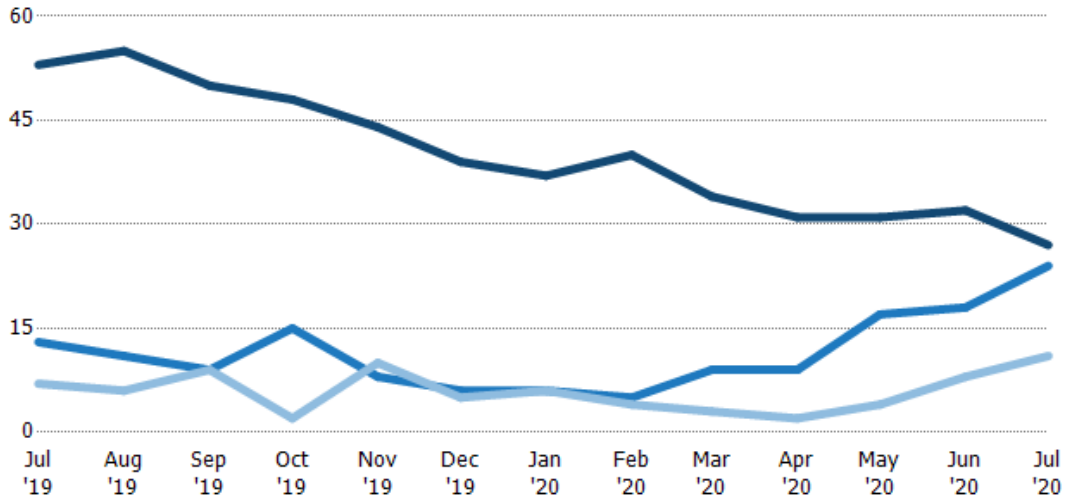
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	9%	13%	12%	19%	5%	26%	14%	15%	12%	10%	6%	13%	30%
Prior Year	14%	7%	15%	5%	14%	7%	14%	5%	7%	14%	4%	8%	9%
Change from Prior Year	4%	-6%	3%	-14%	9%	-18%	1%	-10%	-5%	4%	-2%	-5%	-20%

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



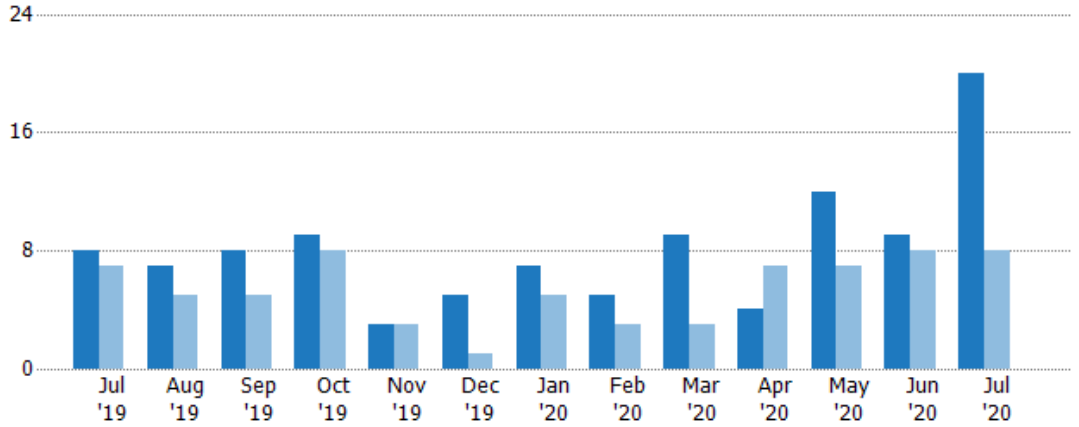
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	53	55	50	48	44	39	37	40	34	31	31	32	27
Pending	13	11	9	15	8	6	6	5	9	9	17	18	24
Sold	7	6	9	2	10	5	6	4	3	2	4	8	11

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



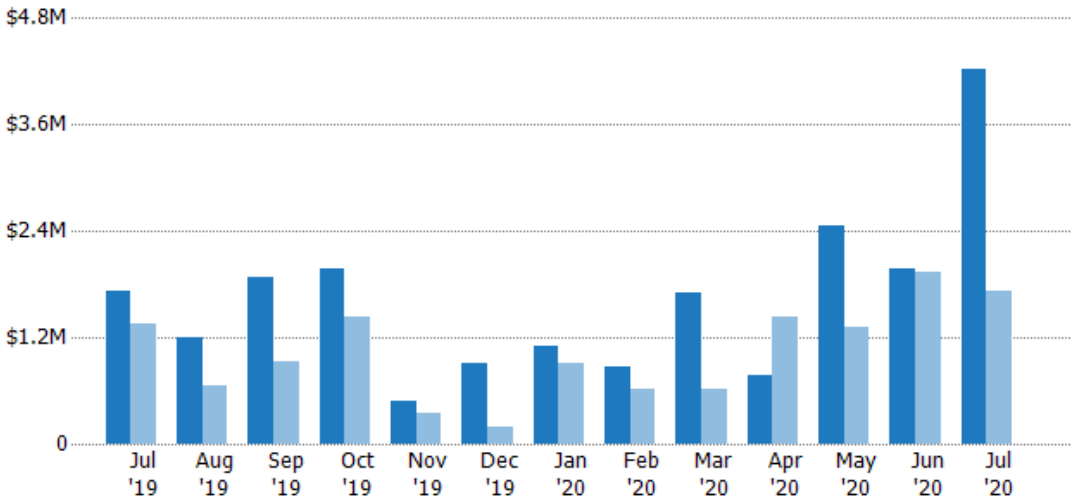
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '20	20	8	150%
Jul '19	8	7	14.3%
Jul '18	7	7	14.3%

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
Jul '20	\$4.23M	\$1.73M	145.1%
Jul '19	\$1.73M	\$1.35M	27.6%
Jul '18	\$1.35M	\$1.35M	52.6%

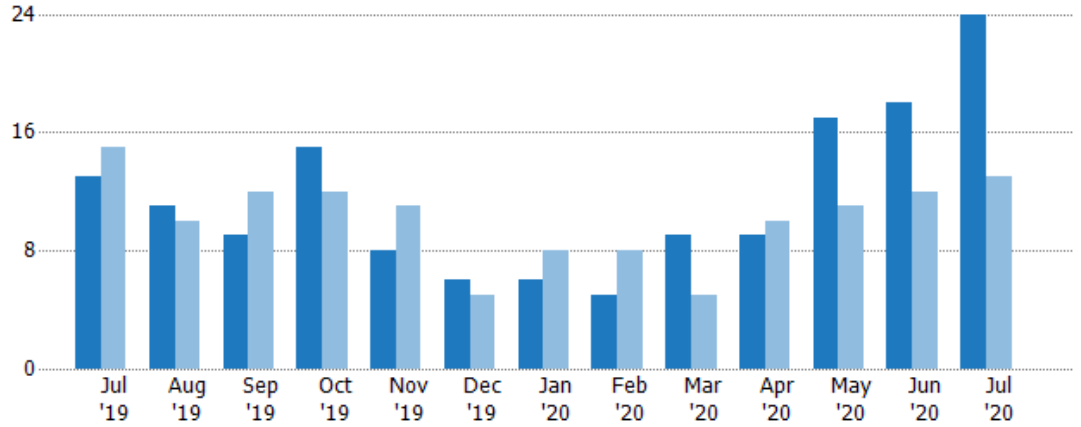
Pending Sales

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.
Jul '20	24	84.6%
Jul '19	13	-13.3%
Jul '18	15	13.3%



Current Year	13	11	9	15	8	6	6	5	9	9	17	18	24
Prior Year	15	10	12	12	11	5	8	8	5	10	11	12	13
Percent Change from Prior Year	-13%	10%	-25%	25%	-27%	20%	-25%	-38%	80%	-10%	55%	50%	85%

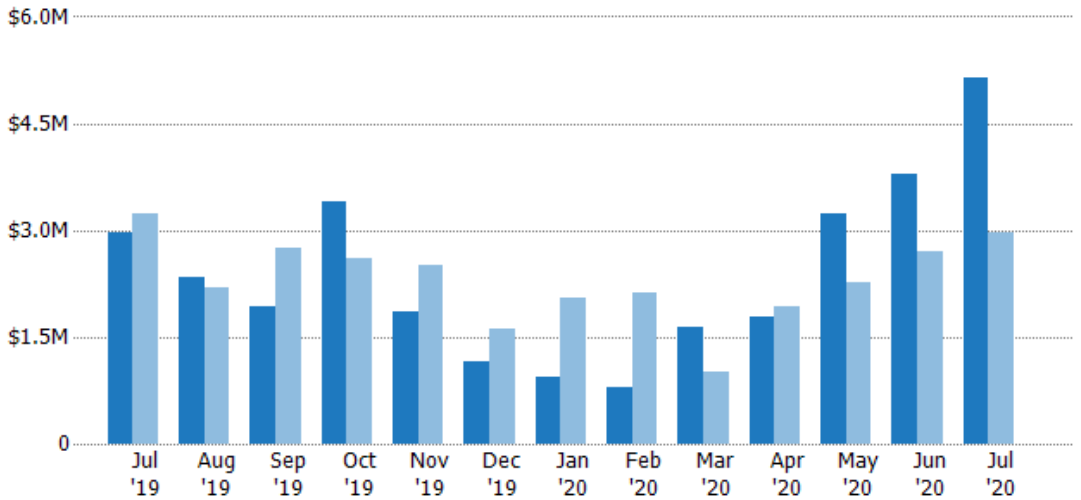
Pending Sales Volume

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.
Jul '20	\$5.15M	73.9%
Jul '19	\$2.96M	-8.6%
Jul '18	\$3.24M	32.6%



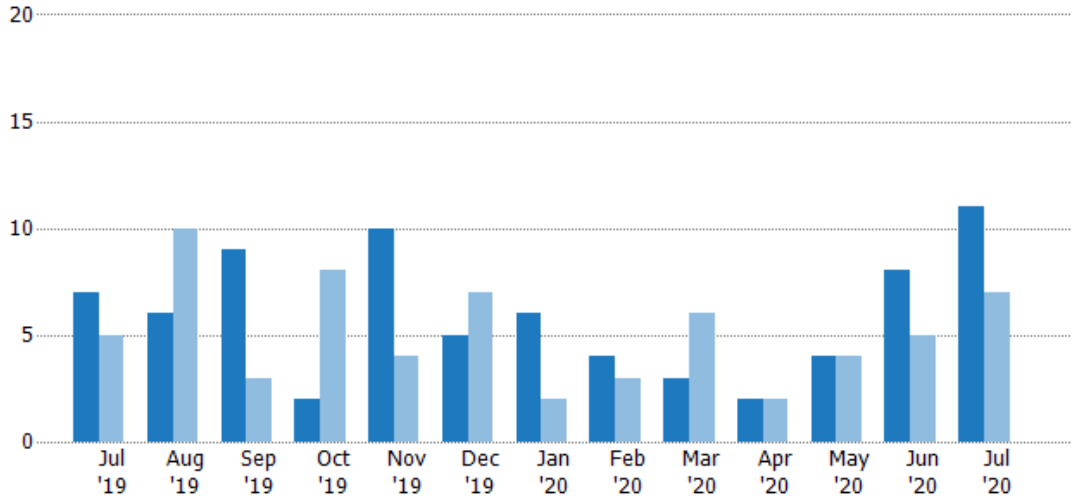
Current Year	\$2.96M	\$2.34M	\$1.92M	\$3.41M	\$1.85M	\$1.16M	\$935K	\$788K	\$1.65M	\$1.79M	\$3.24M	\$3.8M	\$5.15M
Prior Year	\$3.24M	\$2.2M	\$2.74M	\$2.6M	\$2.5M	\$1.62M	\$2.06M	\$2.12M	\$1.01M	\$1.93M	\$2.27M	\$2.71M	\$2.96M
Percent Change from Prior Year	-9%	6%	-30%	31%	-26%	-28%	-55%	-63%	64%	-7%	43%	40%	74%

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



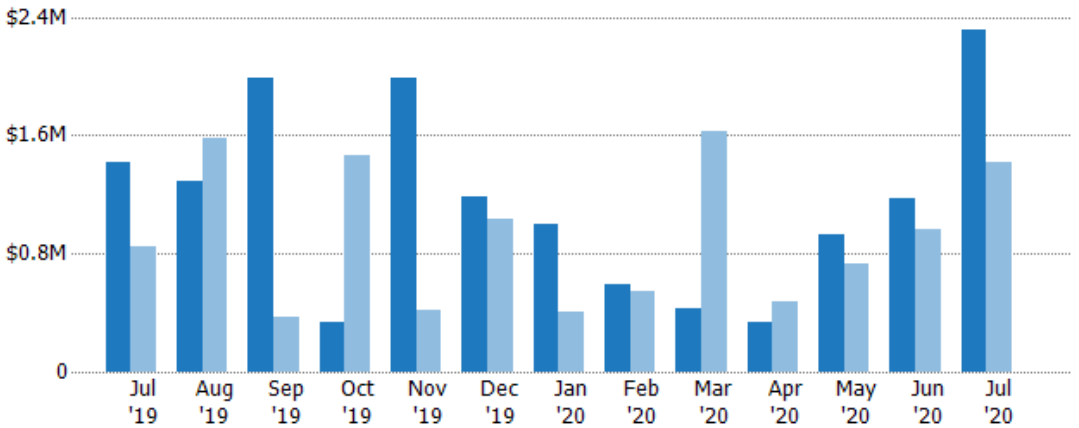
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '20	11	7	57.1%
Jul '19	7	5	40%
Jul '18	5	5	-40%

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



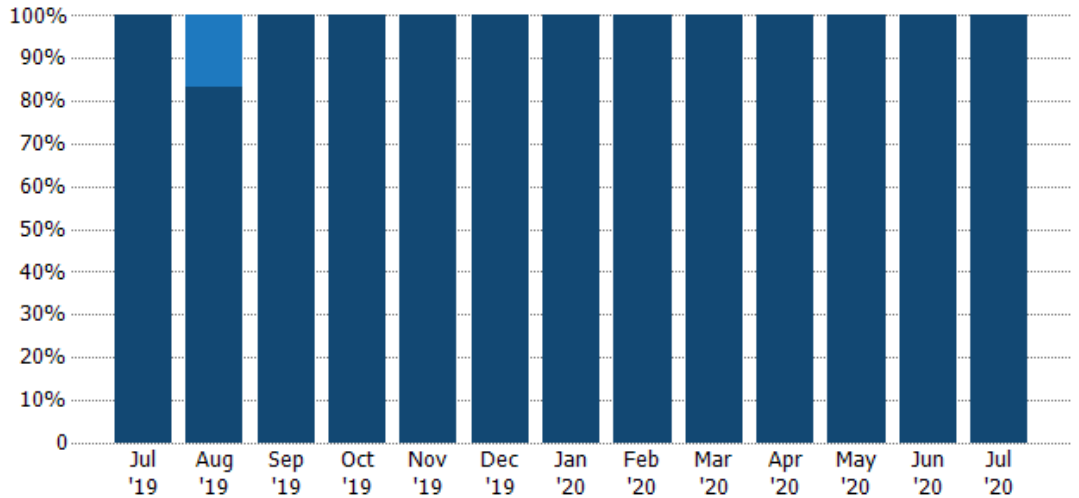
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '20	\$2.32M	\$1.42M	63.4%
Jul '19	\$1.42M	\$844K	67.9%
Jul '18	\$844K	\$844K	6.4%

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



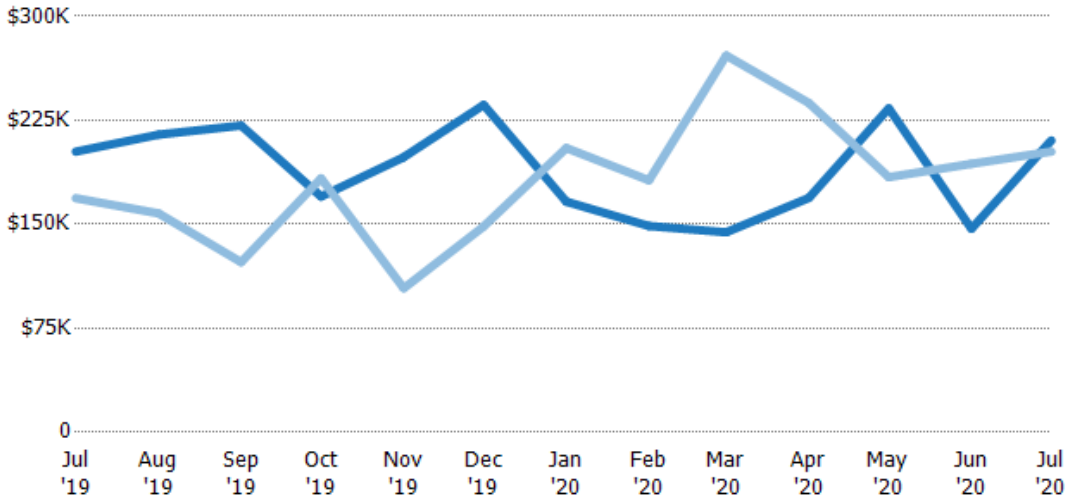
Condo/Townhouse	-	17%	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K	\$147K	\$211K
Prior Year	\$169K	\$158K	\$123K	\$183K	\$104K	\$148K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K
Percent Change from Prior Year	20%	36%	80%	-7%	91%	59%	-19%	-18%	-47%	-29%	27%	-24%	4%

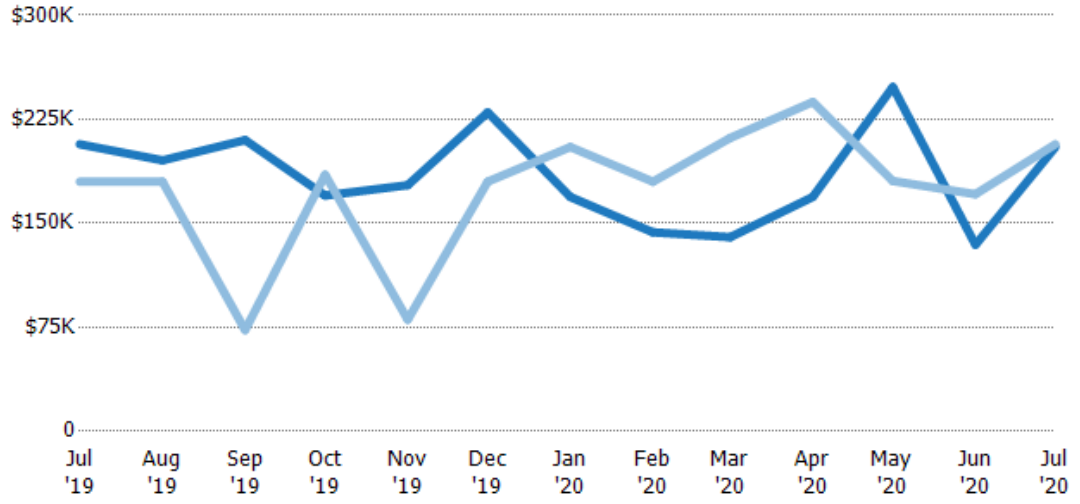
Median Sales Price

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.
Jul '20	\$205K	-1%
Jul '19	\$207K	15%
Jul '18	\$180K	1.4%



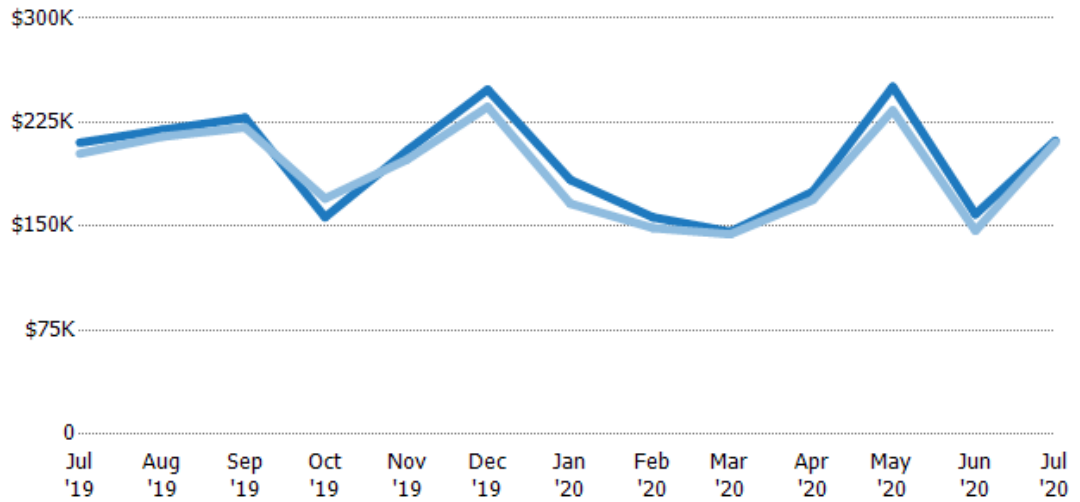
Current Year	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K	\$135K	\$205K
Prior Year	\$180K	\$180K	\$73K	\$185K	\$80.5K	\$180K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K
Percent Change from Prior Year	15%	9%	188%	-8%	120%	28%	-18%	-20%	-34%	-29%	38%	-21%	-1%

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



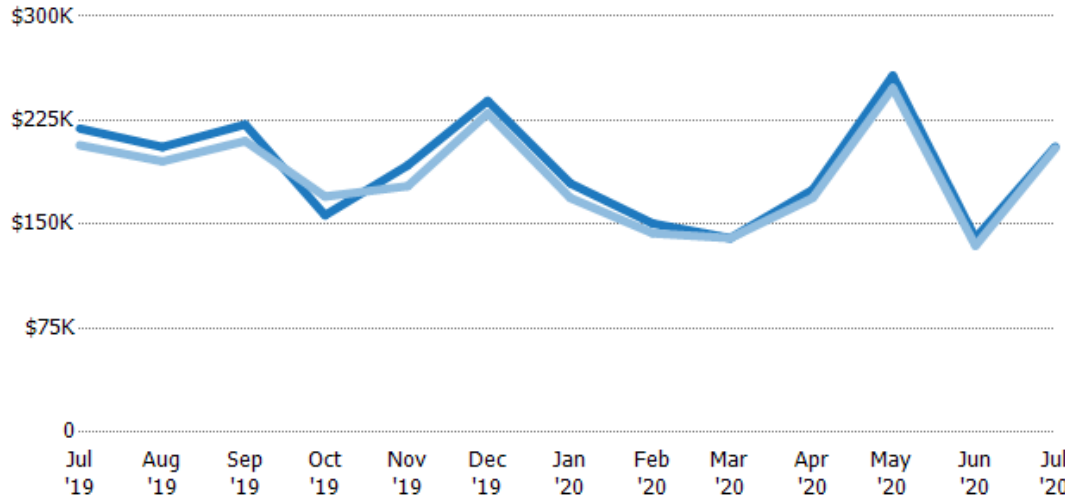
Avg List Price	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K	\$159K	\$212K
Avg Sales Price	\$202K	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K	\$147K	\$211K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	109%	97%	95%	91%	95%	99%	97%	93%	93%	99%

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



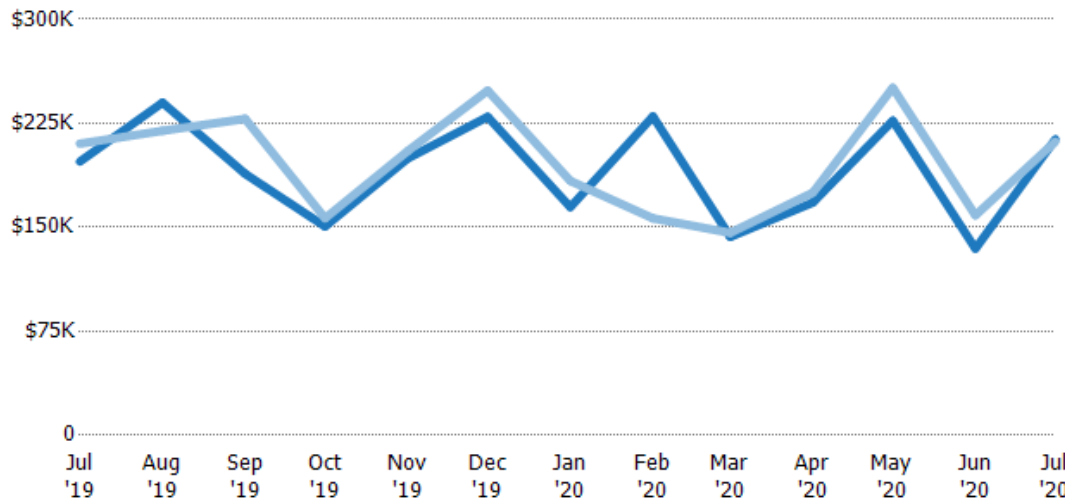
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K	\$140K	\$206K
Median Sales Price	\$207K	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K	\$135K	\$205K
Med Sales Price as a % of Med List Price	95%	95%	95%	109%	92%	96%	94%	95%	100%	97%	97%	96%	100%

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



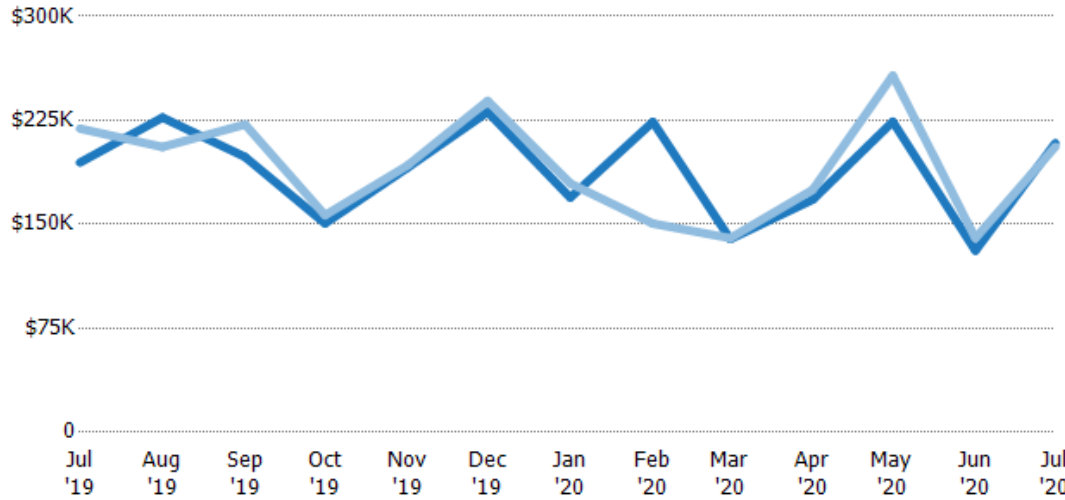
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$197K	\$240K	\$189K	\$151K	\$200K	\$230K	\$165K	\$230K	\$143K	\$168K	\$227K	\$135K	\$213K
Avg Sales Price	\$210K	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K	\$159K	\$212K
Avg Sales Price as a % of Avg Est Value	107%	92%	121%	104%	103%	108%	112%	68%	102%	104%	110%	118%	99%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$195K	\$227K	\$199K	\$151K	\$191K	\$231K	\$169K	\$224K	\$139K	\$168K	\$224K	\$131K	\$209K
Median Sales Price	\$219K	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K	\$140K	\$206K
Med Sales Price as a % of Med Est Value	113%	91%	112%	104%	101%	103%	106%	67%	101%	104%	115%	107%	99%