

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	6	+100%	75	62	+21%
New Listing Volume	\$3,763,900	\$1,290,000	+191.8%	\$19,594,599	\$15,962,600	+22.8%
Active Listing Count	28	55	-49.1%	N/A	N/A	
Active Listing Volume	\$10,641,199	\$16,039,000	-33.7%	N/A	N/A	
Average Listing Price	\$380,043	\$291,618	+30.3%	\$311,244	\$269,344	+15.6%
Median Listing Price	\$202,000	\$224,900	-10.2%	\$212,780	\$223,157	-4.6%
Median Days in RPR	78.5	113	-30.5%	112.65	172.04	-34.5%
Months of Inventory	2.5	7.9	-67.6%	7.4	8.1	-8.1%
Absorption Rate	39.29%	12.73%	+26.6%	13.46%	12.37%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	12	7	+71.4%	78	48	+62.5%
New Pending Sales Volume	\$2,959,000	\$1,193,000	+148%	\$16,060,100	\$9,735,600	+65%
Pending Sales Count	22	11	+100%	N/A	N/A	
Pending Sales Volume	\$4,922,100	\$2,343,000	+110.1%	N/A	N/A	
Closed Sales Count	12	6	+100%	50	35	+42.9%
Closed Sales Volume	\$2,675,100	\$1,288,000	+107.7%	\$9,463,122	\$7,469,600	+26.7%
Average Sales Price	\$222,925	\$214,667	+3.8%	\$189,262	\$213,417	-11.3%
Median Sales Price	\$207,500	\$195,400	+6.2%	\$183,201	\$196,934	-7%

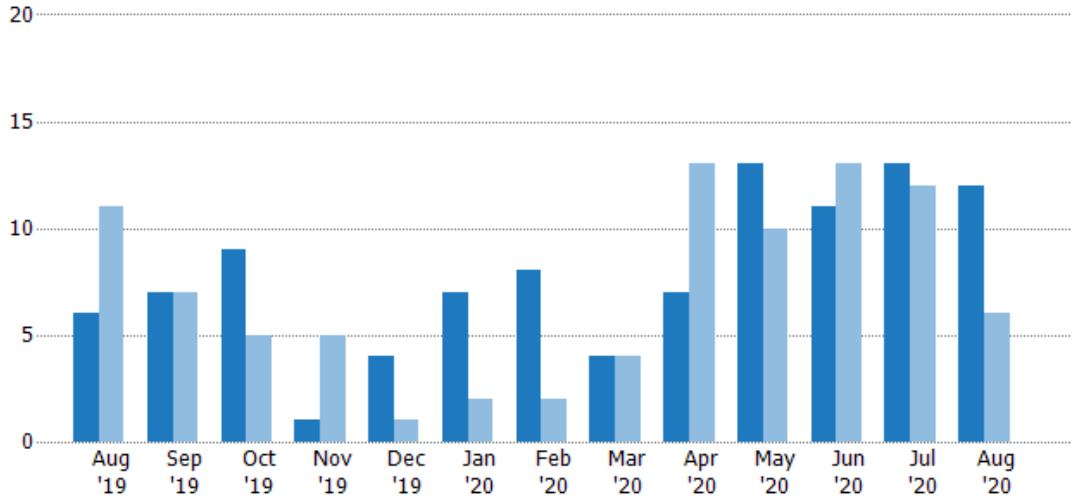
New Listings

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.
Aug '20	12	100%
Aug '19	6	-45.5%
Aug '18	11	-27.3%



Current Year	6	7	9	1	4	7	8	4	7	13	11	13	12
Prior Year	11	7	5	5	1	2	2	4	13	10	13	12	6
Percent Change from Prior Year	-45%	0%	80%	-80%	300%	250%	300%	0%	-46%	30%	-15%	8%	100%

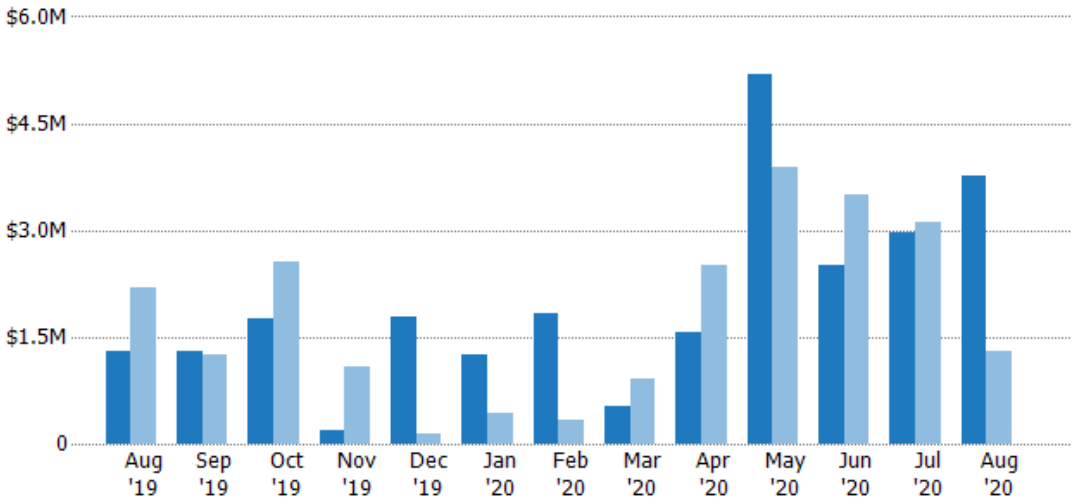
New Listing Volume

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.
Aug '20	\$3.76M	191.8%
Aug '19	\$1.29M	-41.5%
Aug '18	\$2.2M	-35%



Current Year	\$1.29M	\$1.31M	\$1.76M	\$190K	\$1.79M	\$1.24M	\$1.84M	\$518K	\$1.58M	\$5.19M	\$2.5M	\$2.96M	\$3.76M
Prior Year	\$2.2M	\$1.26M	\$2.56M	\$1.08M	\$145K	\$434K	\$323K	\$911K	\$2.5M	\$3.88M	\$3.51M	\$3.11M	\$1.29M
Percent Change from Prior Year	-41%	4%	-31%	-82%	1,137%	186%	471%	-43%	-37%	34%	-29%	-5%	192%

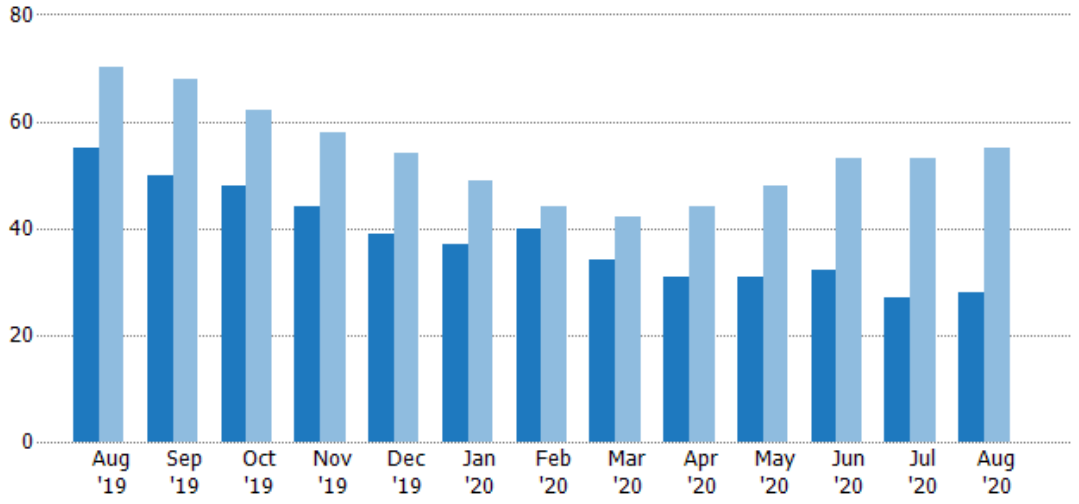
Active Listings

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.
Aug '20	28	-49.1%
Aug '19	55	-21.4%
Aug '18	70	-8.6%



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

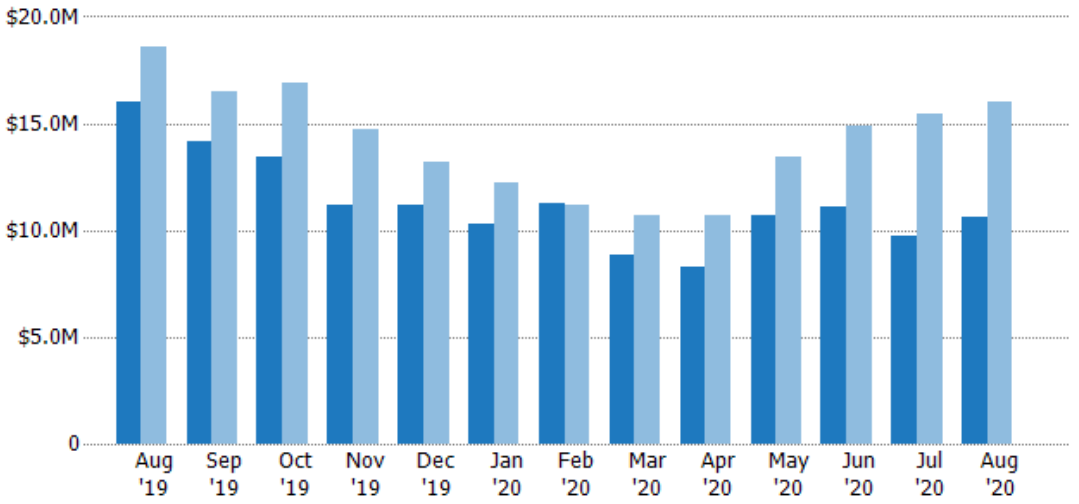
Active Listing Volume

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.
Aug '20	\$10.6M	-33.7%
Aug '19	\$16M	-13.7%
Aug '18	\$18.6M	-7.4%



Current Year	\$16M	\$14.1M	\$13.4M	\$11.2M	\$11.1M	\$10.3M	\$11.3M	\$8.88M	\$8.32M	\$10.7M	\$11.1M	\$9.75M	\$10.6M
Prior Year	\$18.6M	\$16.5M	\$16.9M	\$14.7M	\$13.2M	\$12.3M	\$11.1M	\$10.7M	\$10.7M	\$13.4M	\$14.8M	\$15.4M	\$16M
Percent Change from Prior Year	-14%	-14%	-21%	-24%	-16%	-16%	1%	-17%	-22%	-20%	-25%	-37%	-34%

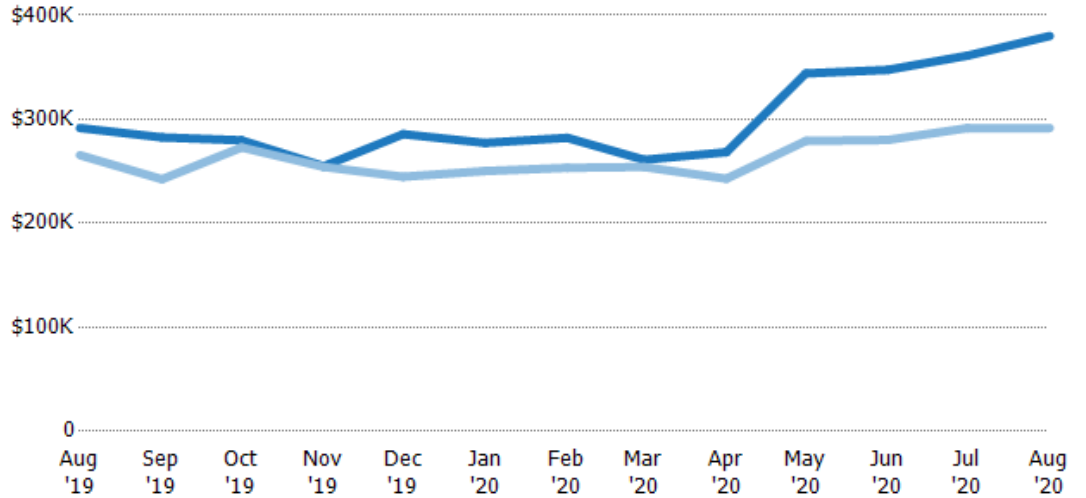
Average Listing Price

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.
Aug '20	\$380K	30.3%
Aug '19	\$292K	9.8%
Aug '18	\$266K	1.3%



Current Year	\$292K	\$283K	\$280K	\$255K	\$286K	\$277K	\$282K	\$261K	\$268K	\$344K	\$348K	\$361K	\$380K
Prior Year	\$266K	\$242K	\$273K	\$254K	\$245K	\$250K	\$253K	\$254K	\$243K	\$279K	\$280K	\$291K	\$292K
Percent Change from Prior Year	10%	17%	3%	0%	17%	11%	11%	3%	11%	23%	24%	24%	30%

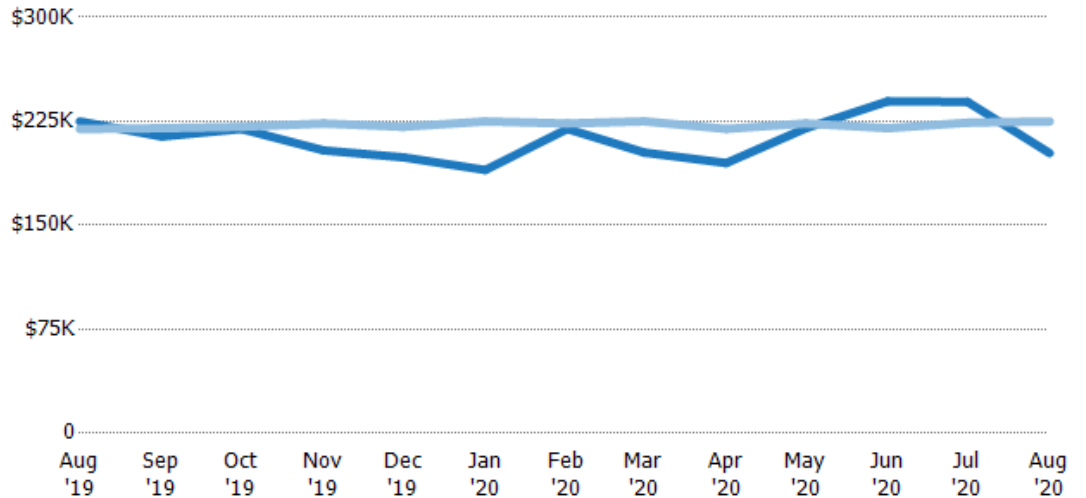
Median Listing Price

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.
Aug '20	\$202K	-10.2%
Aug '19	\$225K	2.5%
Aug '18	\$220K	-4.3%



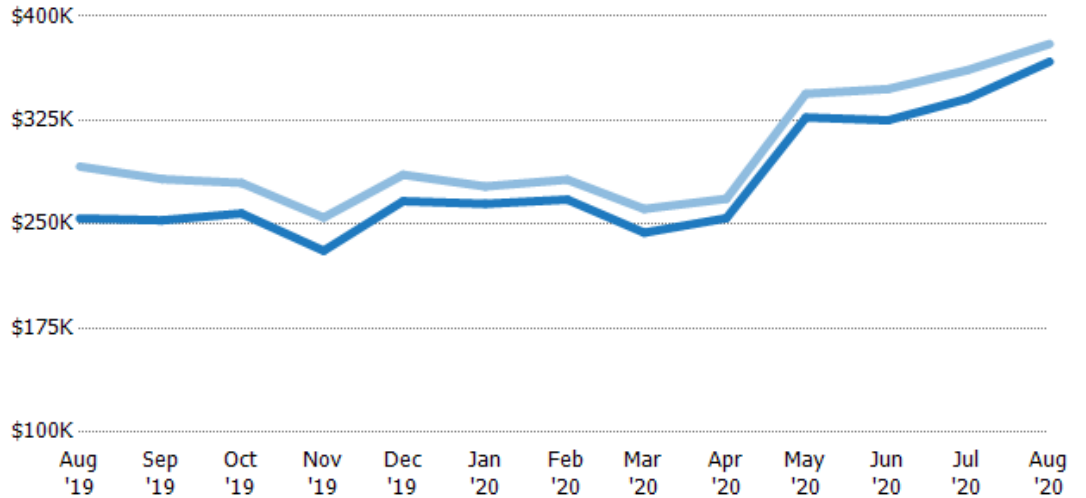
Current Year	\$225K	\$214K	\$219K	\$204K	\$199K	\$190K	\$220K	\$202K	\$195K	\$220K	\$239K	\$239K	\$202K
Prior Year	\$220K	\$220K	\$221K	\$223K	\$221K	\$225K	\$223K	\$225K	\$220K	\$223K	\$220K	\$224K	\$225K
Percent Change from Prior Year	2%	-3%	-1%	-9%	-10%	-16%	-2%	-10%	-11%	-2%	9%	7%	-10%

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

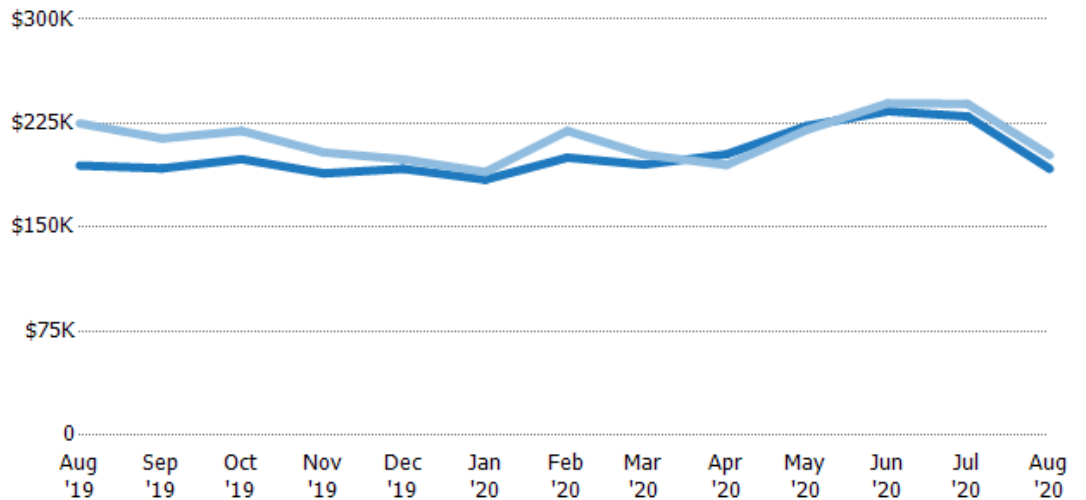


Median Listing Price vs Median Est Value

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



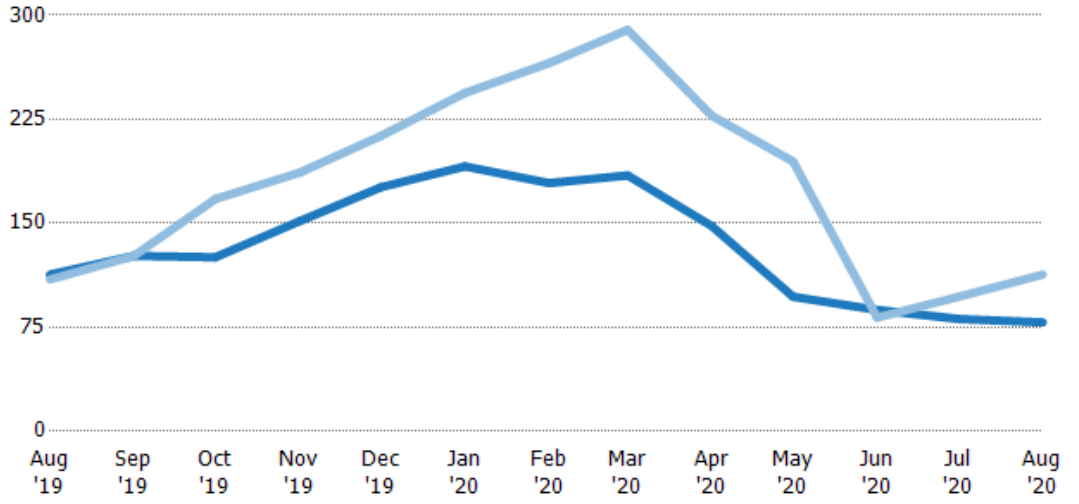
Median Days in RPR

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.
Aug '20	78.5	-30.5%
Aug '19	113	3.2%
Aug '18	110	11.4%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	113	127	126	152	176	191	179	185	148	97	87.5	81	78.5
Prior Year	110	127	168	187	213	244	266	290	228	195	82	97	113
Percent Change from Prior Year	3%	0%	-25%	-19%	-17%	-22%	-33%	-36%	-35%	-50%	7%	-16%	-31%

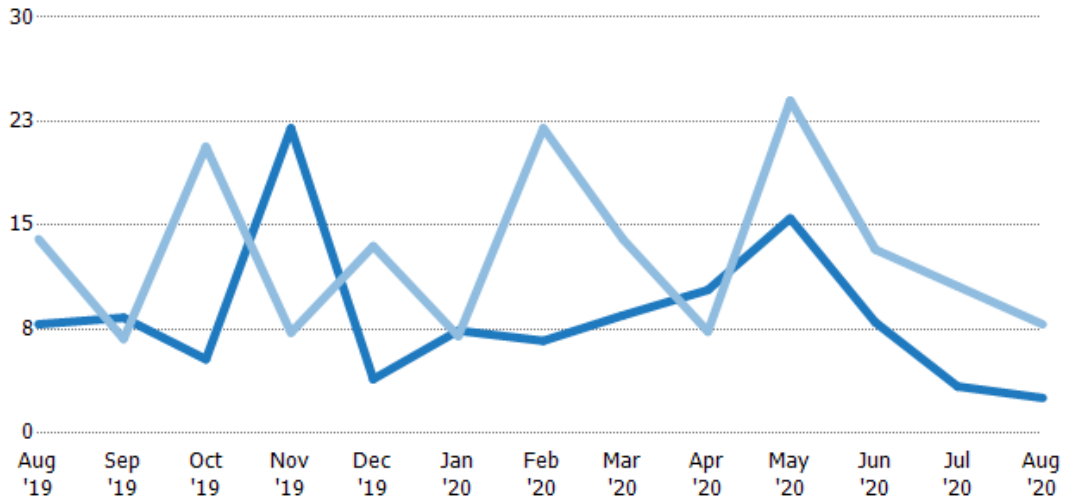
Months of Inventory

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.
Aug '20	2.55	-67.6%
Aug '19	7.86	-43.9%
Aug '18	14	52.4%



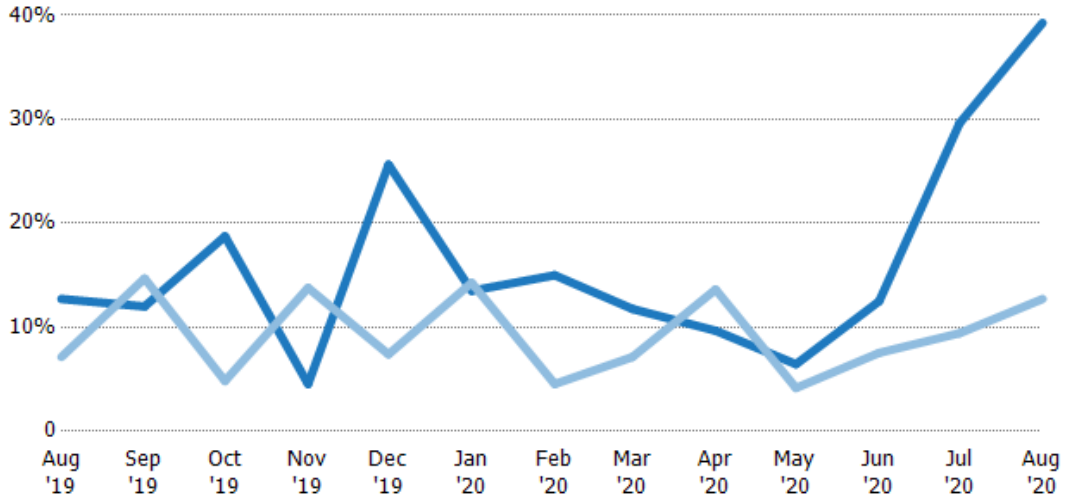
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	7.86	8.33	5.33	22	3.9	7.4	6.67	8.5	10.3	15.5	8	3.38	2.55
Prior Year	14	6.8	20.7	7.25	13.5	7	22	14	7.33	24	13.3	10.6	7.86
Percent Change from Prior Year	-44%	23%	-74%	203%	-71%	6%	-70%	-39%	41%	-35%	-40%	-68%	-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



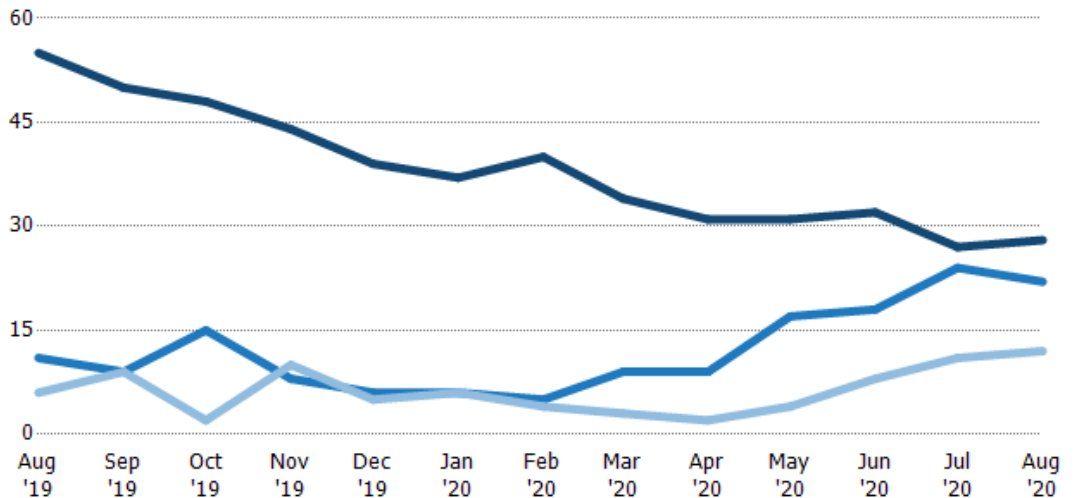
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	13%	12%	19%	5%	26%	14%	15%	12%	10%	6%	13%	30%	39%
Prior Year	7%	15%	5%	14%	7%	14%	5%	7%	14%	4%	8%	9%	13%
Change from Prior Year	-6%	3%	-14%	9%	-18%	1%	-10%	-5%	4%	-2%	-5%	-20%	-27%

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



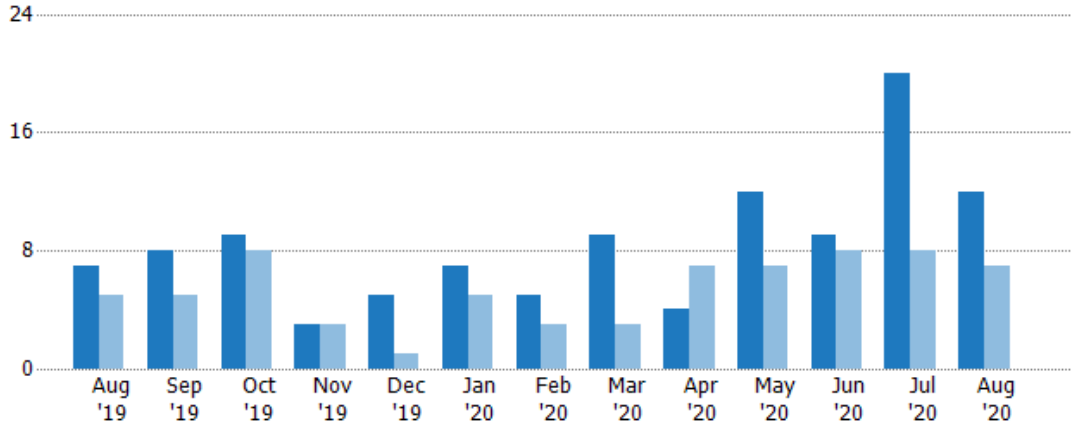
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	55	50	48	44	39	37	40	34	31	31	32	27	28
Pending	11	9	15	8	6	6	5	9	9	17	18	24	22
Sold	6	9	2	10	5	6	4	3	2	4	8	11	12

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



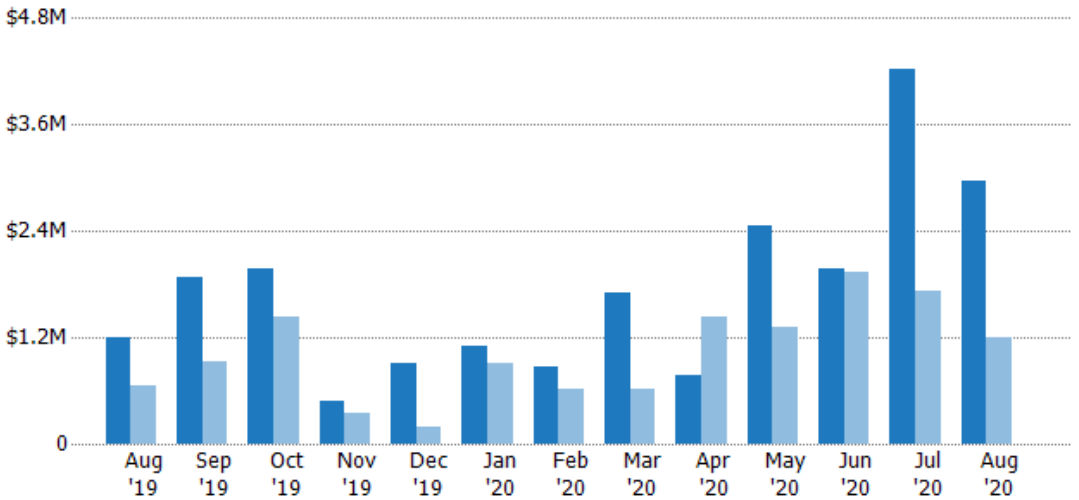
Month/Year	Count	% Chg.
Aug '20	12	71.4%
Aug '19	7	40%
Aug '18	5	-20%

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



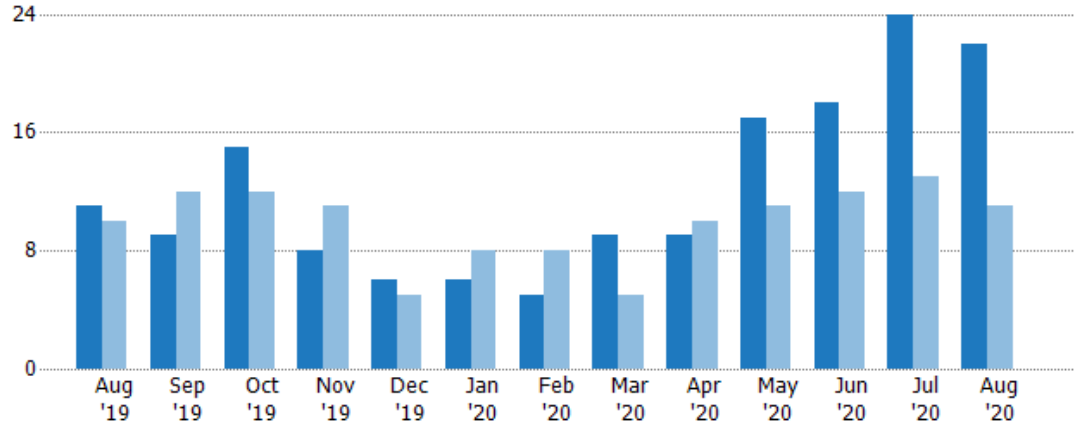
Month/Year	Volume	% Chg.
Aug '20	\$2.96M	148%
Aug '19	\$1.19M	80.3%
Aug '18	\$662K	6.4%

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



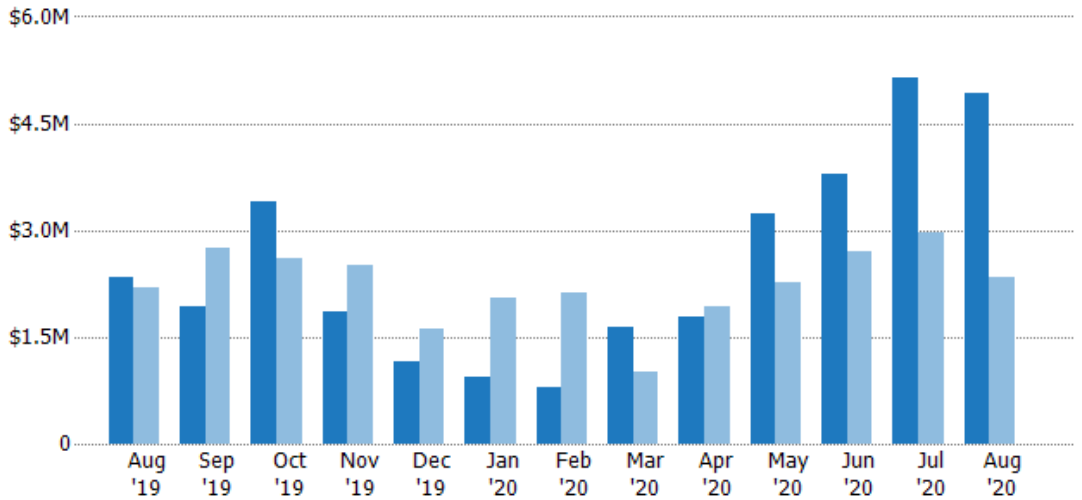
Month/Year	Count	% Chg.
Aug '20	22	100%
Aug '19	11	10%
Aug '18	10	0%

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



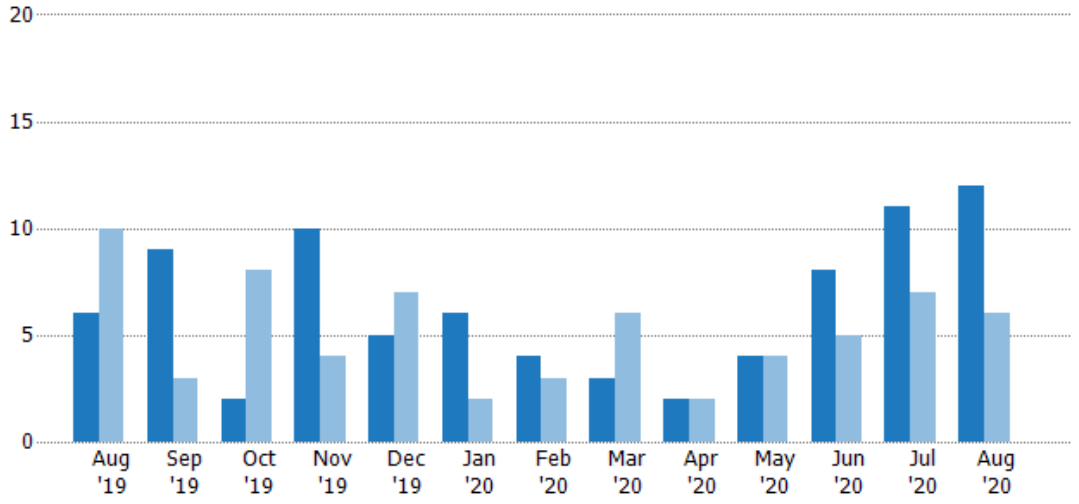
Month/Year	Volume	% Chg.
Aug '20	\$4.92M	110.1%
Aug '19	\$2.34M	6.5%
Aug '18	\$2.2M	9.4%

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



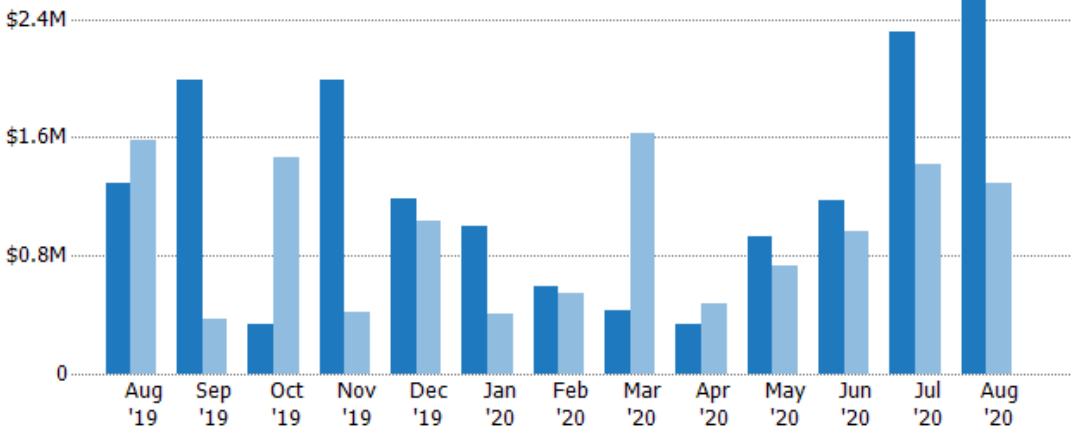
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	6	9	2	10	5	6	4	3	2	4	8	11	12
Prior Year	10	3	8	4	7	2	3	6	2	4	5	7	6
Percent Change from Prior Year	-40%	200%	-75%	150%	-29%	200%	33%	-50%	0%	0%	60%	57%	100%

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



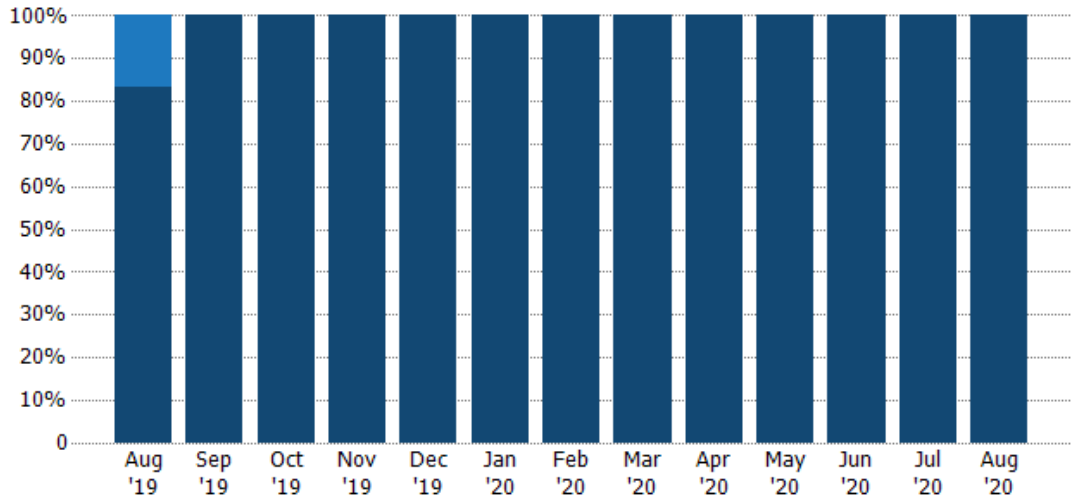
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$1.29M	\$1.99M	\$340K	\$1.98M	\$1.18M	\$998K	\$595K	\$433K	\$338K	\$935K	\$1.17M	\$2.32M	\$2.68M
Prior Year	\$1.58M	\$368K	\$1.47M	\$415K	\$1.04M	\$410K	\$545K	\$1.63M	\$475K	\$736K	\$968K	\$1.42M	\$1.29M
Percent Change from Prior Year	-18%	441%	-77%	378%	14%	143%	9%	-73%	-29%	27%	21%	63%	108%

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



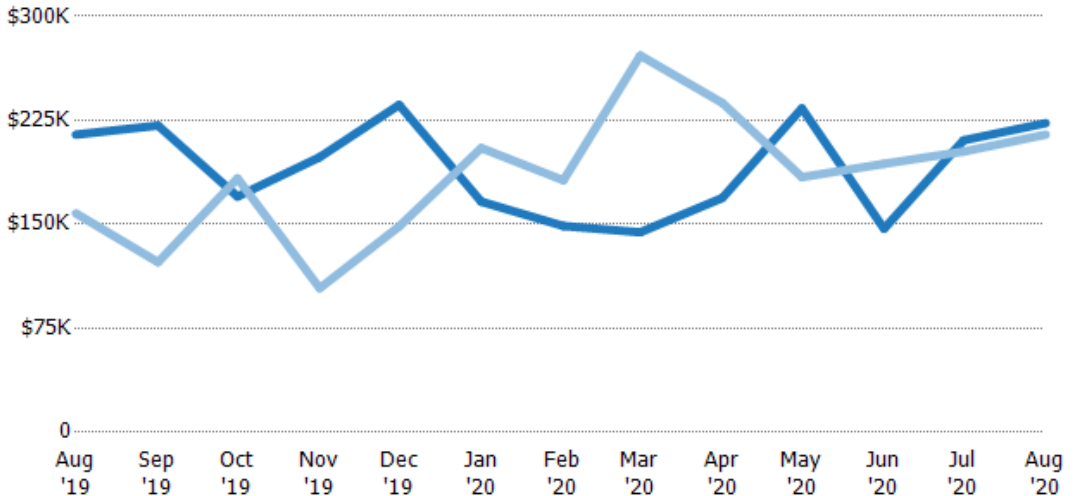
Condo/Townhouse	17%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K	\$147K	\$211K	\$223K
Prior Year	\$158K	\$123K	\$183K	\$104K	\$148K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$215K
Percent Change from Prior Year	36%	80%	-7%	91%	59%	-19%	-18%	-47%	-29%	27%	-24%	4%	4%

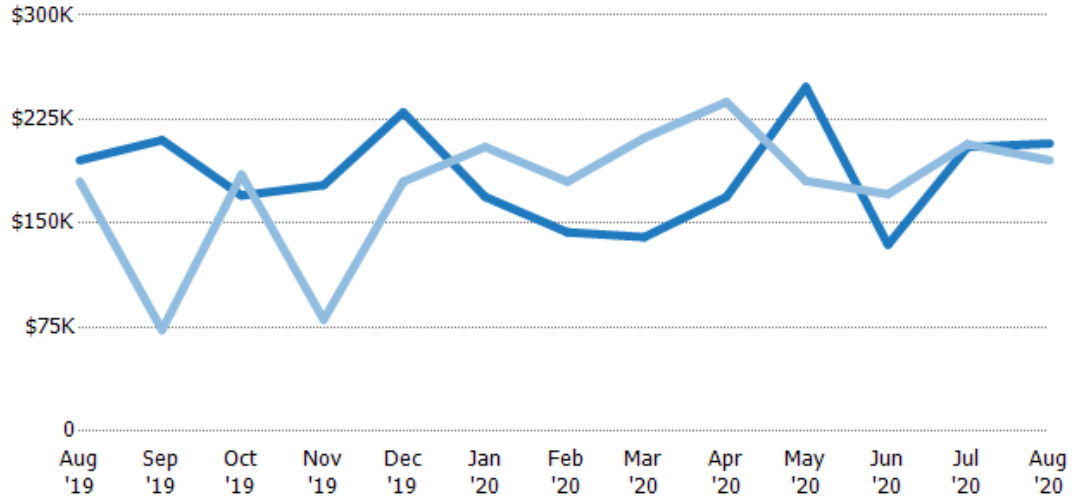
Median Sales Price

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.
Aug '20	\$208K	6.2%
Aug '19	\$195K	8.6%
Aug '18	\$180K	19.4%



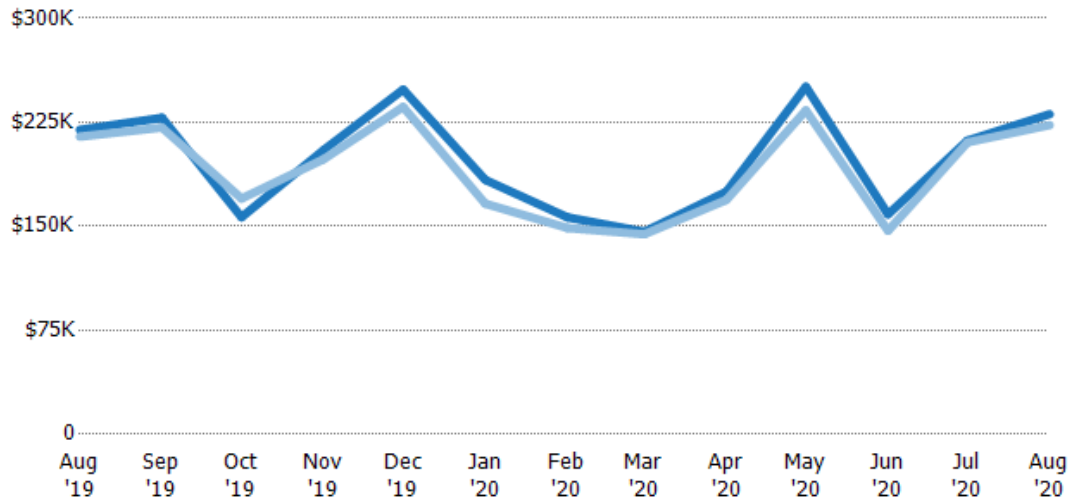
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K	\$135K	\$205K	\$208K
Prior Year	\$180K	\$73K	\$185K	\$80.5K	\$180K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$195K
Percent Change from Prior Year	9%	188%	-8%	120%	28%	-18%	-20%	-34%	-29%	38%	-21%	-1%	6%

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



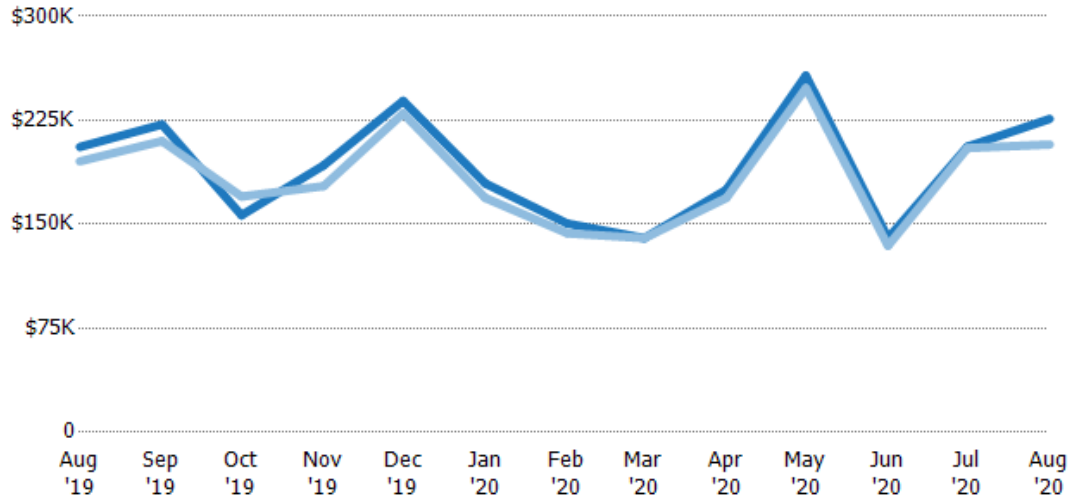
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K	\$159K	\$212K	\$231K
Avg Sales Price	\$215K	\$221K	\$170K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K	\$147K	\$211K	\$223K
Avg Sales Price as a % of Avg List Price	98%	97%	109%	97%	95%	91%	95%	99%	97%	93%	93%	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



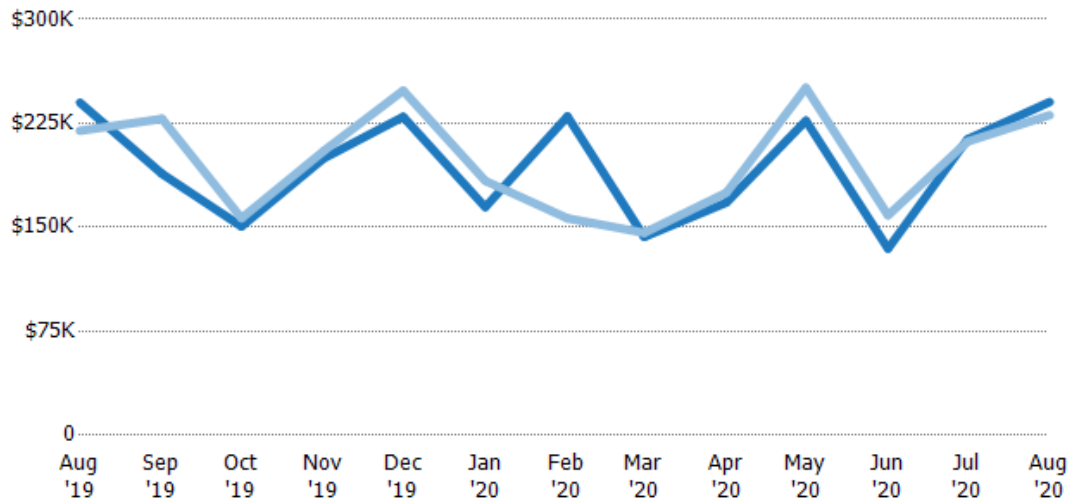
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K	\$140K	\$206K	\$226K
Median Sales Price	\$195K	\$210K	\$170K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K	\$135K	\$205K	\$208K
Med Sales Price as a % of Med List Price	95%	95%	109%	92%	96%	94%	95%	100%	97%	97%	96%	100%	92%

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



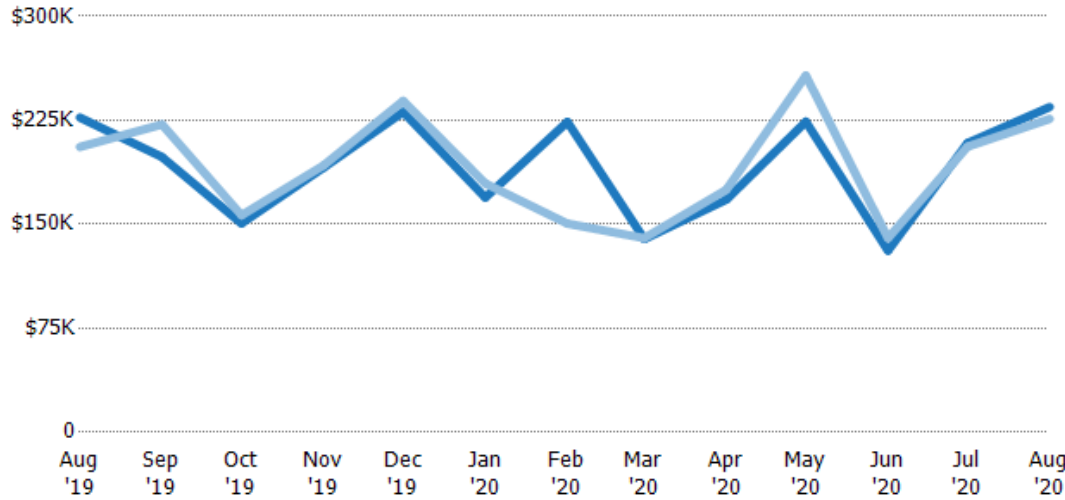
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$240K	\$189K	\$151K	\$200K	\$230K	\$165K	\$230K	\$143K	\$168K	\$227K	\$135K	\$213K	\$240K
Avg Sales Price	\$220K	\$228K	\$157K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K	\$159K	\$212K	\$231K
Avg Sales Price as a % of Avg Est Value	92%	121%	104%	103%	108%	112%	68%	102%	104%	110%	118%	99%	96%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$227K	\$199K	\$151K	\$191K	\$231K	\$169K	\$224K	\$139K	\$168K	\$224K	\$131K	\$209K	\$235K
Median Sales Price	\$206K	\$222K	\$157K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K	\$140K	\$206K	\$226K
Med Sales Price as a % of Med Est Value	91%	112%	104%	101%	103%	106%	67%	101%	104%	115%	107%	99%	96%