

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	9	-44.4%	87	79	+10.1%
New Listing Volume	\$2,729,000	\$1,764,900	+54.6%	\$23,555,400	\$19,191,275	+22.7%
Active Listing Count	19	48	-60.4%	N/A	N/A	
Active Listing Volume	\$9,747,600	\$13,654,775	-28.6%	N/A	N/A	
Average Listing Price	\$513,032	\$284,474	+80.3%	\$336,525	\$278,601	+20.8%
Median Listing Price	\$179,000	\$219,950	-18.6%	\$217,362	\$223,074	-2.6%
Median Days in RPR	72	125	-42.4%	99.03	160.07	-38.1%
Months of Inventory	1.3	5.3	-76.2%	7.1	8.1	-11.9%
Absorption Rate	78.95%	18.75%	+60.2%	14.01%	12.34%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	6	9	-33.3%	98	64	+53.1%
New Pending Sales Volume	\$1,368,000	\$1,978,875	-30.9%	\$20,546,600	\$13,484,375	+52.4%
Pending Sales Count	18	15	+20%	N/A	N/A	
Pending Sales Volume	\$4,221,000	\$3,412,900	+23.7%	N/A	N/A	
Closed Sales Count	4	1	+300%	69	44	+56.8%
Closed Sales Volume	\$1,014,500	\$125,000	+711.6%	\$13,521,057	\$9,480,100	+42.6%
Average Sales Price	\$253,625	\$125,000	+102.9%	\$195,957	\$215,457	-9.1%
Median Sales Price	\$248,000	\$125,000	+98.4%	\$189,718	\$201,995	-6.1%

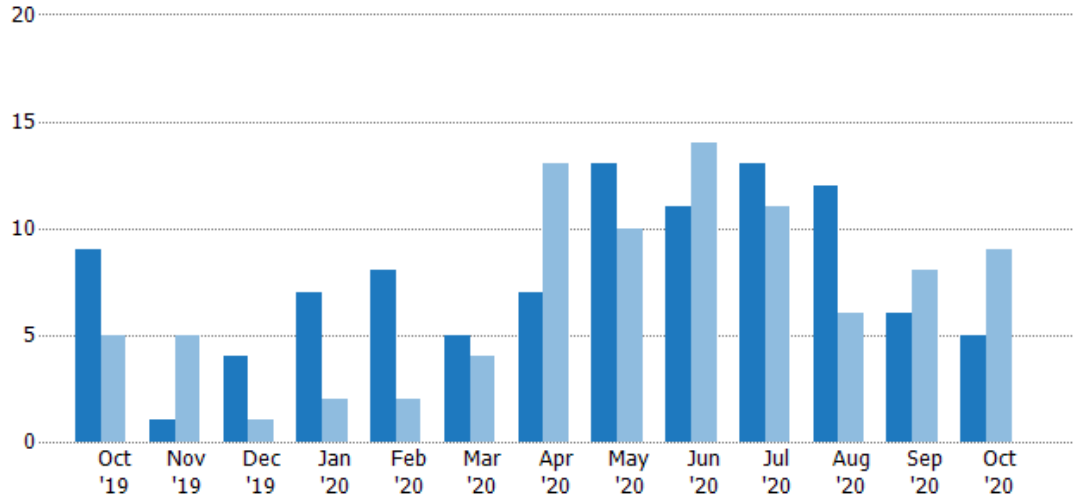
New Listings

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.
Oct '20	5	-44.4%
Oct '19	9	80%
Oct '18	5	-40%



Current Year	9	1	4	7	8	5	7	13	11	13	12	6	5
Prior Year	5	5	1	2	2	4	13	10	14	11	6	8	9
Percent Change from Prior Year	80%	-80%	300%	250%	300%	25%	-46%	30%	-21%	18%	100%	-25%	-44%

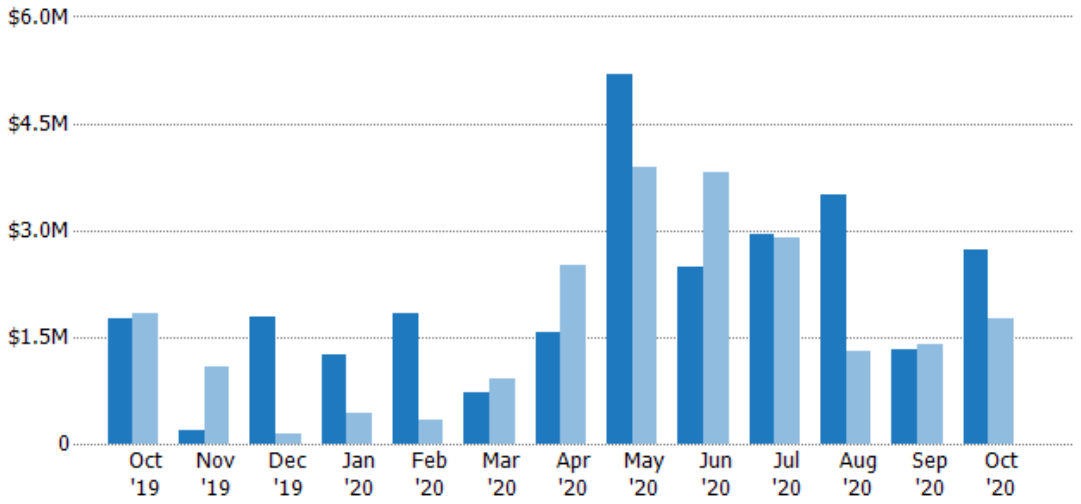
New Listing Volume

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.
Oct '20	\$2.73M	54.6%
Oct '19	\$1.76M	-4.2%
Oct '18	\$1.84M	-74.7%



Current Year	\$1.76M	\$190K	\$1.79M	\$1.24M	\$1.84M	\$724K	\$1.58M	\$5.19M	\$2.49M	\$2.95M	\$3.49M	\$1.32M	\$2.73M
Prior Year	\$1.84M	\$1.08M	\$145K	\$434K	\$323K	\$911K	\$2.5M	\$3.88M	\$3.81M	\$2.89M	\$1.29M	\$1.39M	\$1.76M
Percent Change from Prior Year	-4%	-82%	1,137%	186%	471%	-20%	-37%	34%	-35%	2%	171%	-5%	55%

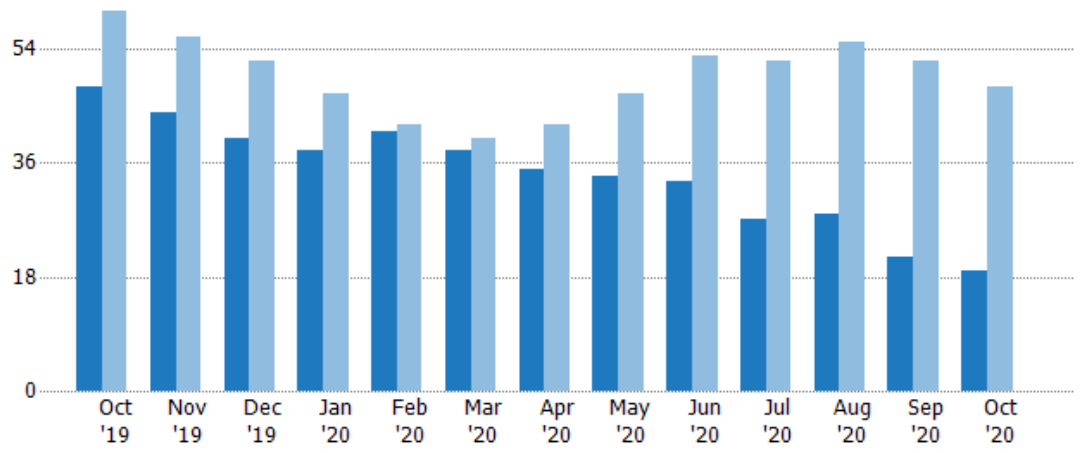
Active Listings

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.
Oct '20	19	-60.4%
Oct '19	48	-20%
Oct '18	60	-8.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	48	44	40	38	41	38	35	34	33	27	28	21	19
Prior Year	60	56	52	47	42	40	42	47	53	52	55	52	48
Percent Change from Prior Year	-20%	-21%	-23%	-19%	-2%	-5%	-17%	-28%	-38%	-48%	-49%	-60%	-60%

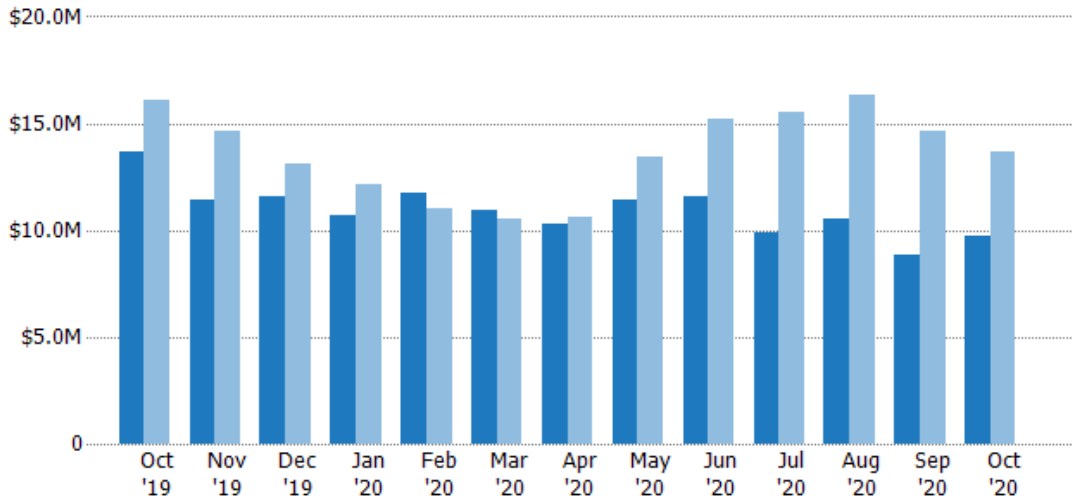
Active Listing Volume

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.
Oct '20	\$9.75M	-28.6%
Oct '19	\$13.7M	-15.2%
Oct '18	\$16.1M	-4.5%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$13.7M	\$11.4M	\$11.6M	\$10.7M	\$11.7M	\$10.9M	\$10.3M	\$11.4M	\$11.6M	\$9.88M	\$10.5M	\$8.84M	\$9.75M
Prior Year	\$16.1M	\$14.6M	\$13.1M	\$12.2M	\$11M	\$10.6M	\$10.6M	\$13.4M	\$15.2M	\$15.6M	\$16.3M	\$14.6M	\$13.7M
Percent Change from Prior Year	-15%	-22%	-12%	-12%	6%	3%	-3%	-15%	-24%	-36%	-36%	-40%	-29%

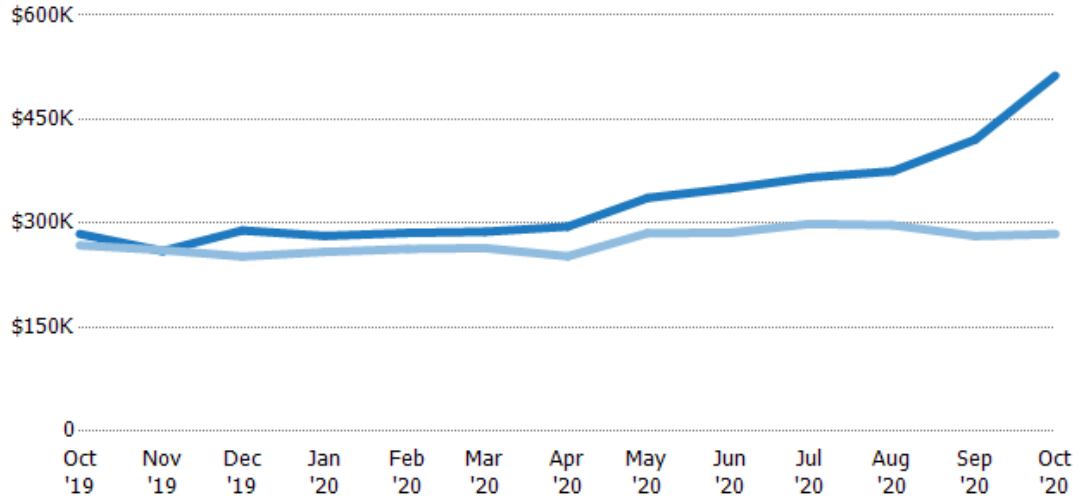
Average Listing Price

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.
Oct '20	\$513K	80.3%
Oct '19	\$284K	6%
Oct '18	\$268K	4.2%



Current Year	\$284K	\$260K	\$290K	\$282K	\$286K	\$288K	\$295K	\$337K	\$350K	\$366K	\$375K	\$421K	\$513K
Prior Year	\$268K	\$261K	\$252K	\$259K	\$263K	\$264K	\$252K	\$286K	\$286K	\$299K	\$297K	\$281K	\$284K
Percent Change from Prior Year	6%	-1%	15%	9%	9%	9%	17%	18%	22%	22%	26%	50%	80%

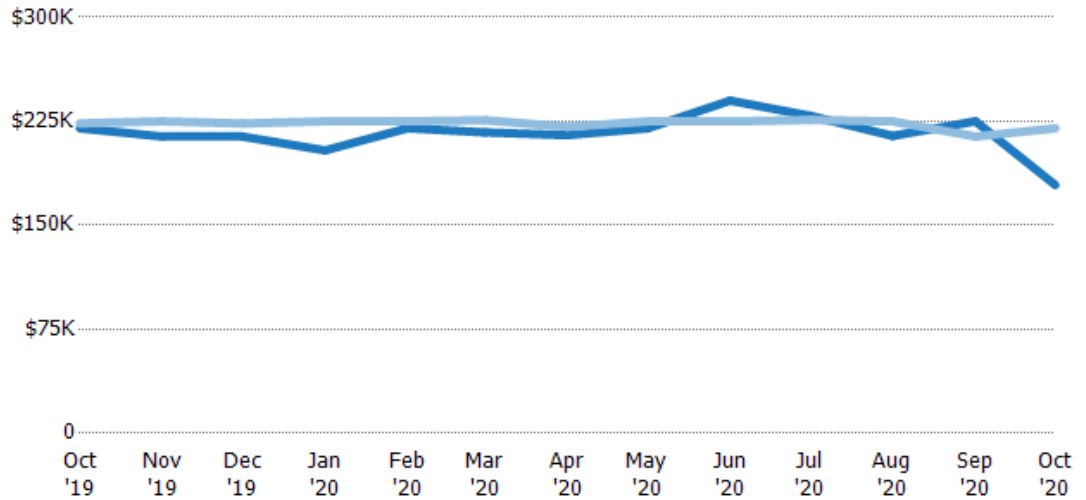
Median Listing Price

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.
Oct '20	\$179K	-18.6%
Oct '19	\$220K	-1.6%
Oct '18	\$224K	-6%



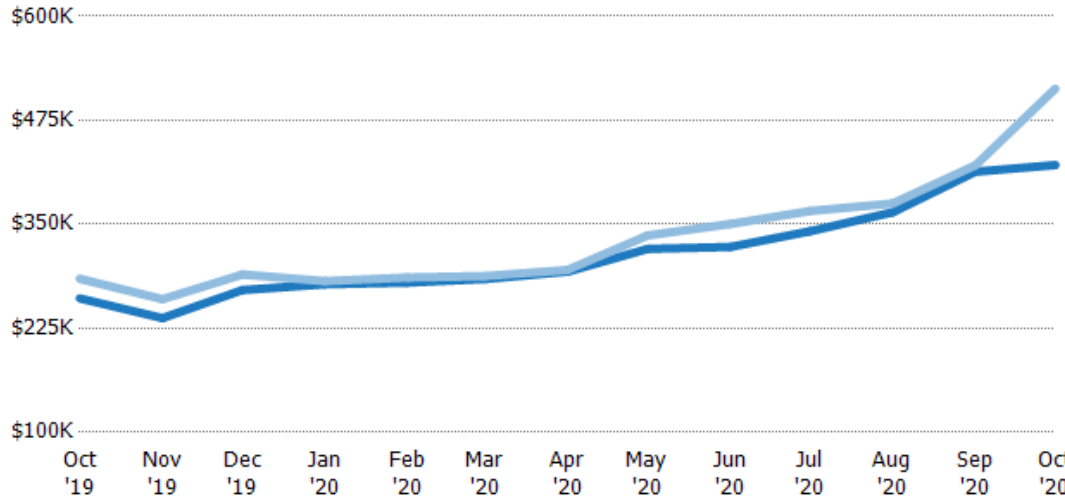
Current Year	\$220K	\$214K	\$214K	\$204K	\$220K	\$217K	\$215K	\$220K	\$240K	\$229K	\$214K	\$225K	\$179K
Prior Year	\$224K	\$225K	\$223K	\$225K	\$225K	\$226K	\$221K	\$225K	\$225K	\$226K	\$225K	\$214K	\$220K
Percent Change from Prior Year	-2%	-5%	-4%	-9%	-2%	-4%	-3%	-2%	7%	1%	-5%	5%	-19%

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



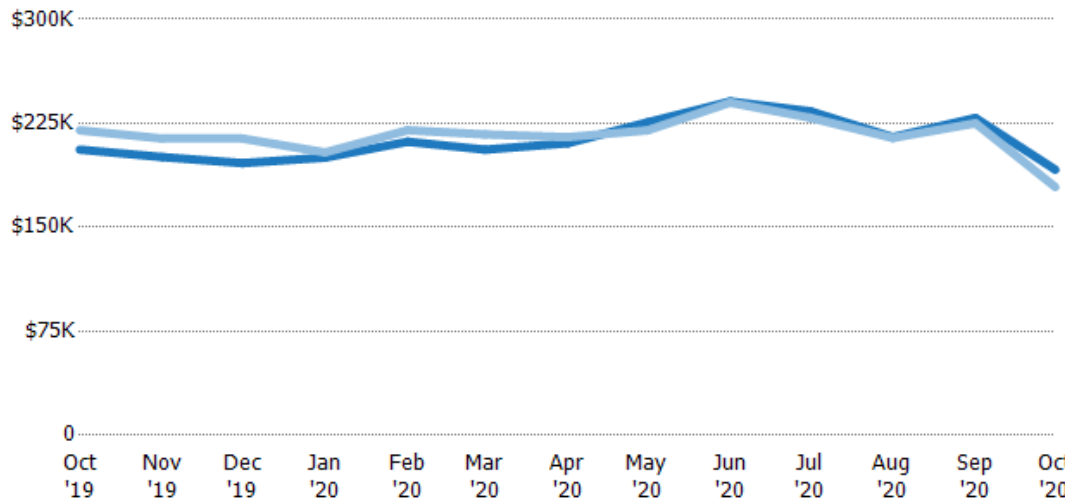
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$261K	\$237K	\$271K	\$278K	\$280K	\$284K	\$293K	\$320K	\$323K	\$342K	\$364K	\$413K	\$421K
Avg Listing Price	\$284K	\$260K	\$290K	\$282K	\$286K	\$288K	\$295K	\$337K	\$350K	\$366K	\$375K	\$421K	\$513K
Avg Listing Price as a % of Avg Est Value	109%	110%	107%	101%	102%	101%	101%	105%	109%	107%	103%	102%	122%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$206K	\$201K	\$196K	\$200K	\$212K	\$206K	\$211K	\$226K	\$241K	\$234K	\$215K	\$229K	\$192K
Median Listing Price	\$220K	\$214K	\$214K	\$204K	\$220K	\$217K	\$215K	\$220K	\$240K	\$229K	\$214K	\$225K	\$179K
Med Listing Price as a % of Med Est Value	107%	107%	109%	102%	104%	105%	102%	97%	100%	98%	100%	98%	93%

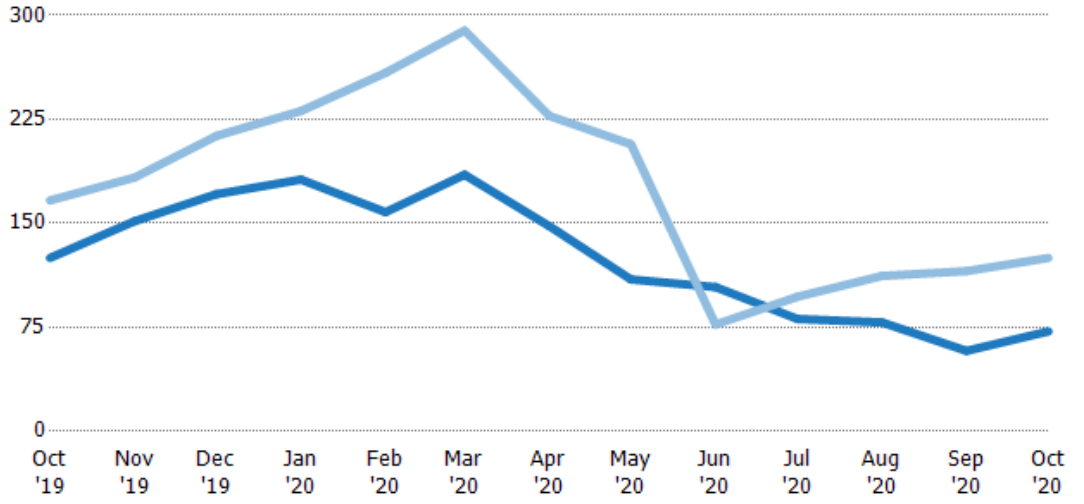
Median Days in RPR

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.
Oct '20	72	-42.4%
Oct '19	125	-24.9%
Oct '18	167	-2.7%



Current Year	125	152	171	182	158	185	148	110	104	81	78.5	58	72
Prior Year	167	183	213	231	259	289	228	207	77	97	112	116	125
Percent Change from Prior Year	-25%	-17%	-20%	-21%	-39%	-36%	-35%	-47%	35%	-16%	-30%	-50%	-42%

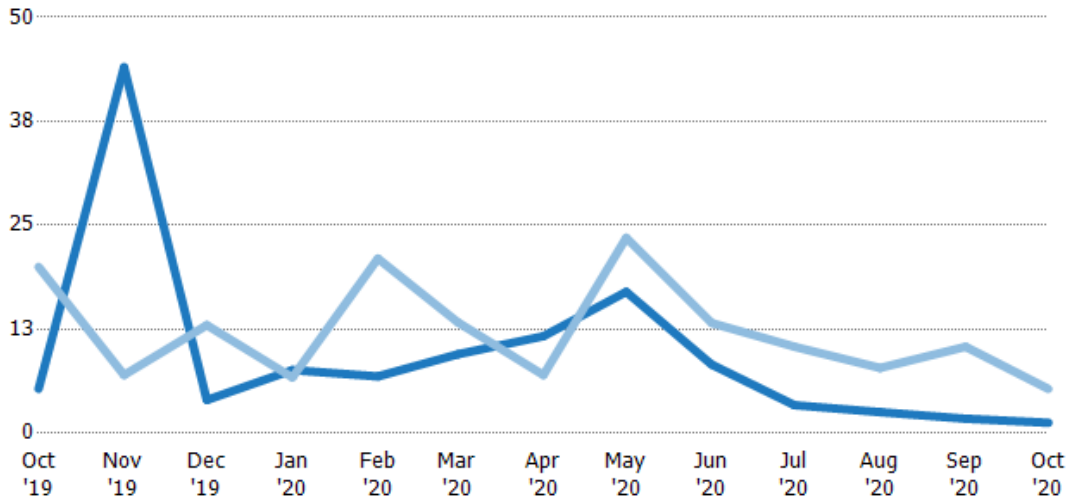
Months of Inventory

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.
Oct '20	1.27	-76.3%
Oct '19	5.33	-73.3%
Oct '18	20	-31.3%



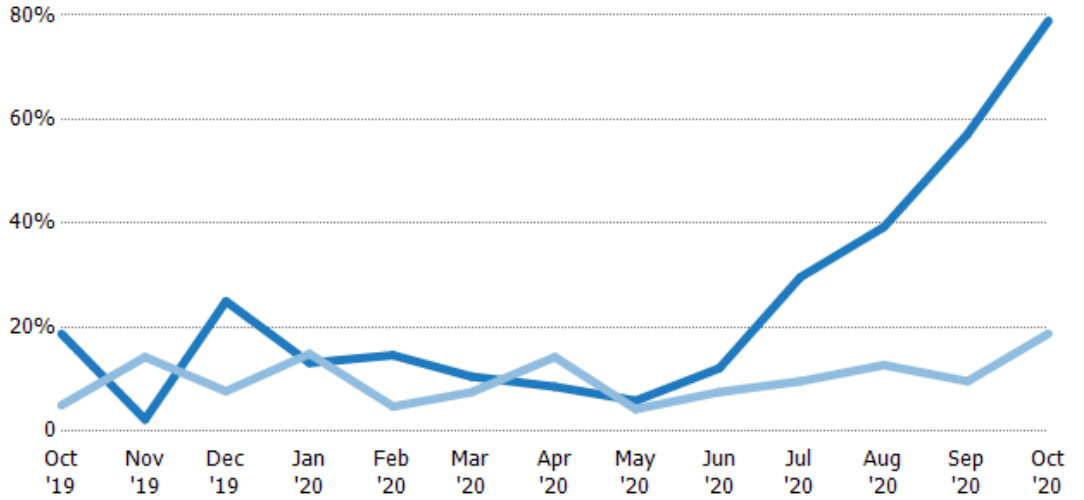
Current Year	5.33	44	4	7.6	6.83	9.5	11.7	17	8.25	3.38	2.55	1.75	1.27
Prior Year	20	7	13	6.71	21	13.3	7	23.5	13.3	10.4	7.86	10.4	5.33
Percent Change from Prior Year	-73%	529%	-69%	13%	-67%	-29%	67%	-28%	-38%	-68%	-68%	-83%	-76%

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



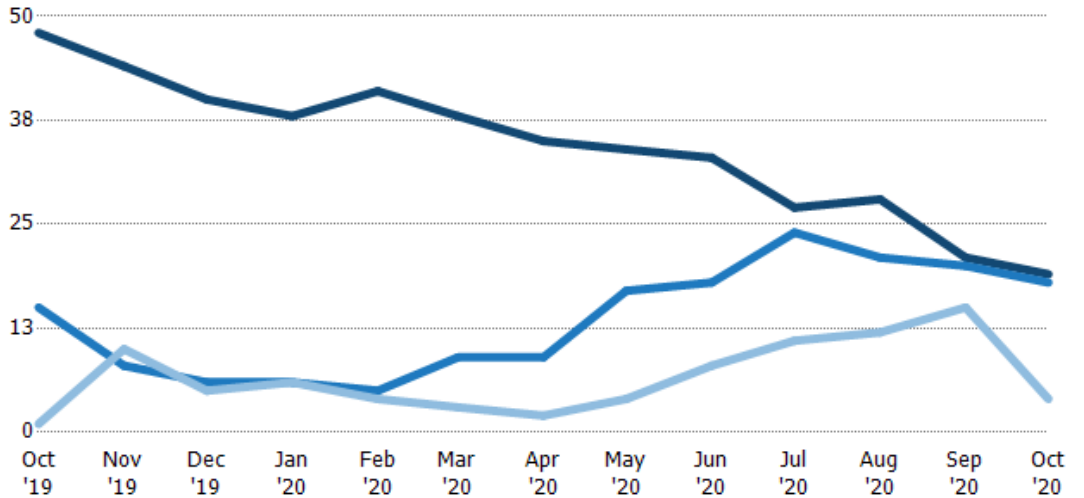
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	19%	2%	25%	13%	15%	11%	9%	6%	12%	30%	39%	57%	79%
Prior Year	5%	14%	8%	15%	5%	8%	14%	4%	8%	10%	13%	10%	19%
Change from Prior Year	-14%	12%	-17%	2%	-10%	-3%	6%	-2%	-5%	-20%	-27%	-48%	-60%

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



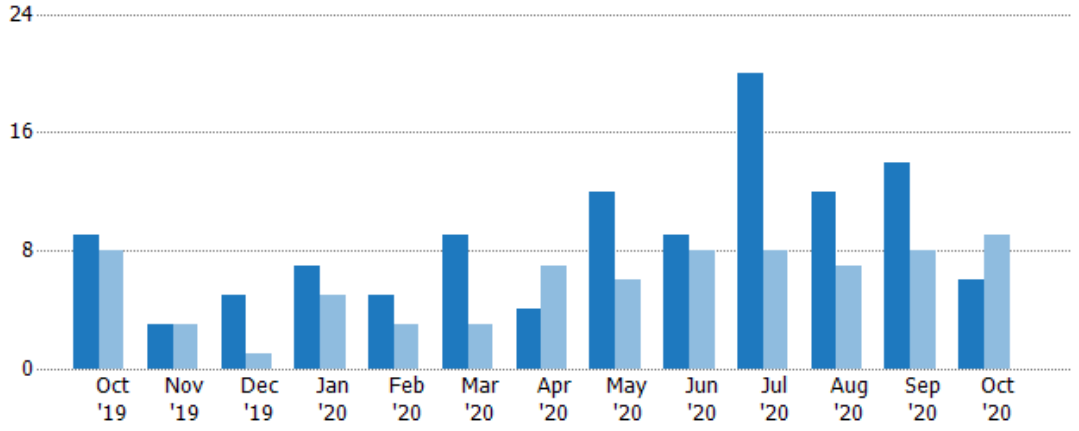
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	48	44	40	38	41	38	35	34	33	27	28	21	19
Pending	15	8	6	6	5	9	9	17	18	24	21	20	18
Sold	1	10	5	6	4	3	2	4	8	11	12	15	4

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



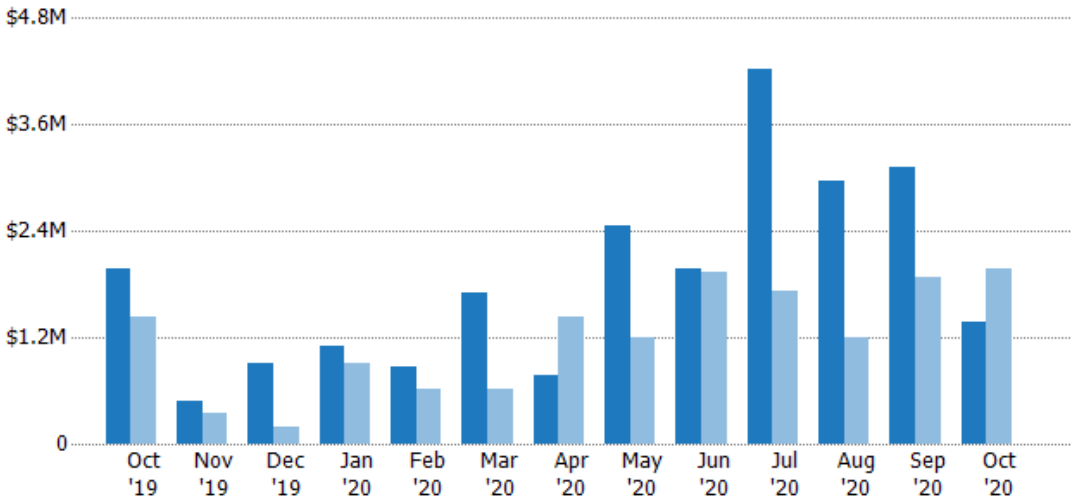
Month/Year	Count	% Chg.
Oct '20	6	-33.3%
Oct '19	9	12.5%
Oct '18	8	-50%

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



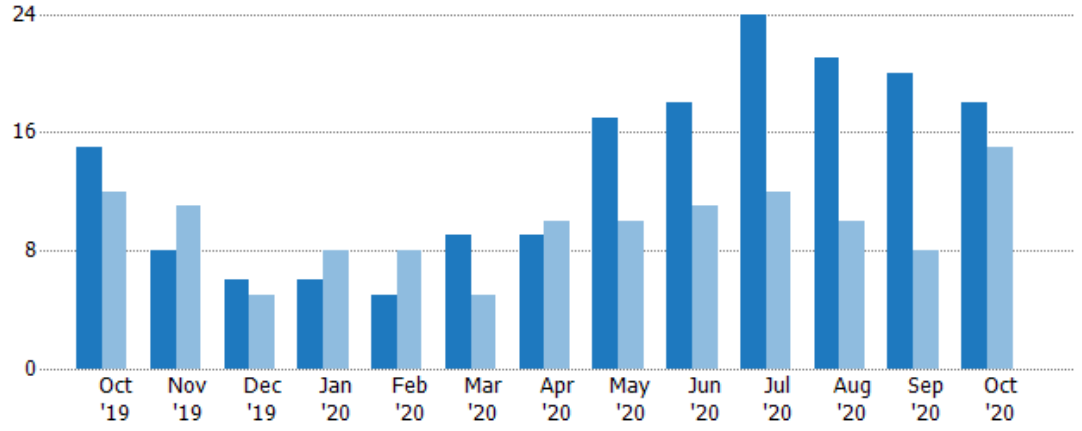
Month/Year	Volume	% Chg.
Oct '20	\$1.37M	-30.9%
Oct '19	\$1.98M	38.9%
Oct '18	\$1.43M	-60%

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



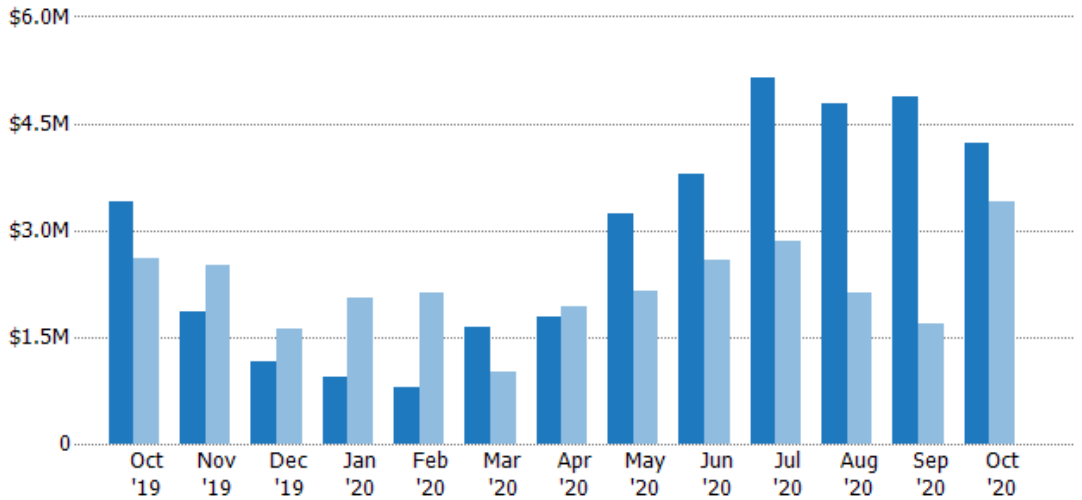
Month/Year	Count	% Chg.
Oct '20	18	20%
Oct '19	15	25%
Oct '18	12	-50%

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



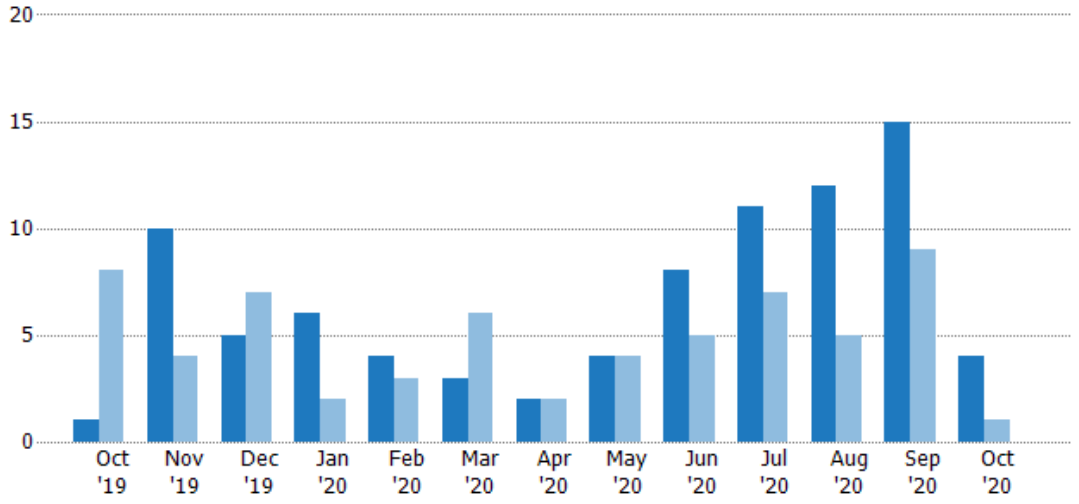
Month/Year	Volume	% Chg.
Oct '20	\$4.22M	23.7%
Oct '19	\$3.41M	31.3%
Oct '18	\$2.6M	-40.2%

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



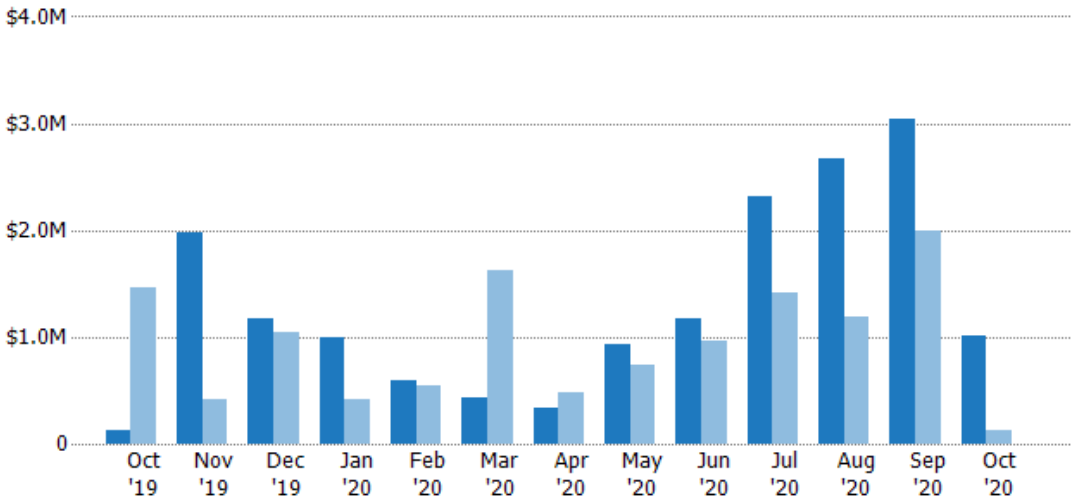
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	1	8	-88%
Nov '19	10	4	150%
Dec '19	5	7	-29%
Jan '20	6	2	200%
Feb '20	4	3	33%
Mar '20	3	6	-50%
Apr '20	2	2	0%
May '20	4	4	0%
Jun '20	8	5	60%
Jul '20	11	7	57%
Aug '20	12	5	140%
Sep '20	15	9	67%
Oct '20	4	1	300%

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



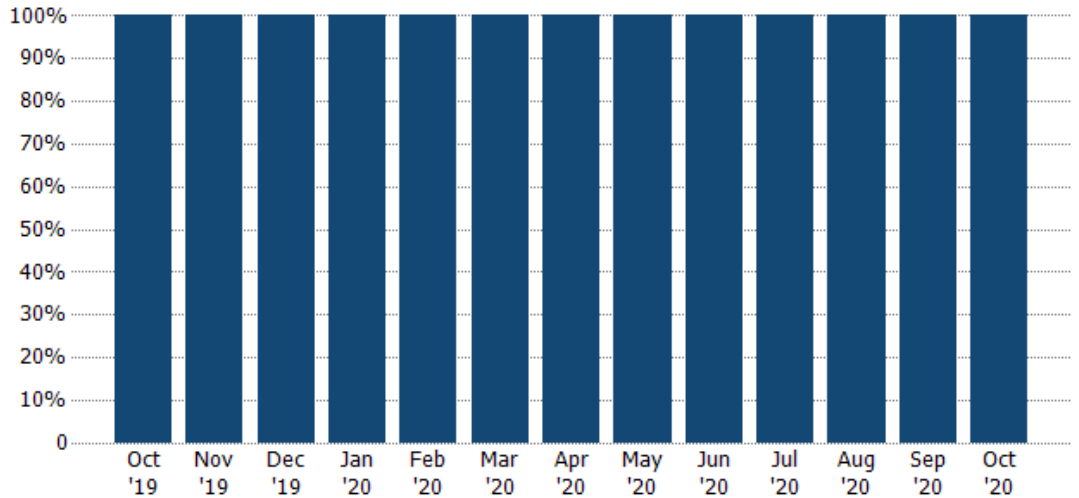
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	\$125K	\$1.47M	-91%
Nov '19	\$1.98M	\$415K	378%
Dec '19	\$1.18M	\$1.04M	14%
Jan '20	\$998K	\$410K	143%
Feb '20	\$595K	\$545K	9%
Mar '20	\$433K	\$1.63M	-73%
Apr '20	\$338K	\$475K	-29%
May '20	\$935K	\$736K	27%
Jun '20	\$1.17M	\$968K	21%
Jul '20	\$2.32M	\$1.42M	63%
Aug '20	\$2.68M	\$1.18M	126%
Sep '20	\$3.04M	\$1.99M	53%
Oct '20	\$1.01M	\$125K	712%

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



■ Single Family Residence

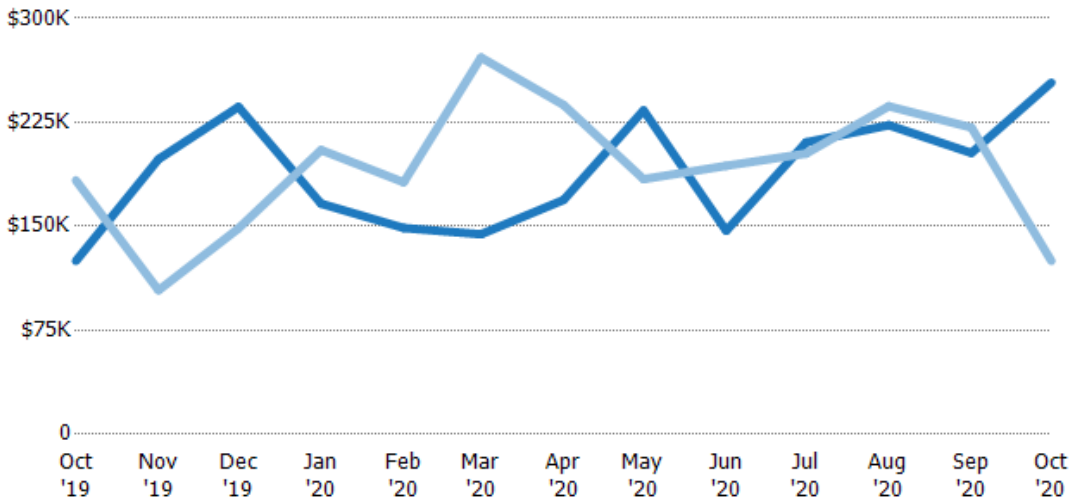
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

■ Prior Year

Percent Change from Prior Year

\$125K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K	\$147K	\$211K	\$223K	\$203K	\$254K
\$183K	\$104K	\$148K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K	\$237K	\$221K	\$125K
-32%	91%	59%	-19%	-18%	-47%	-29%	27%	-24%	4%	-6%	-8%	103%

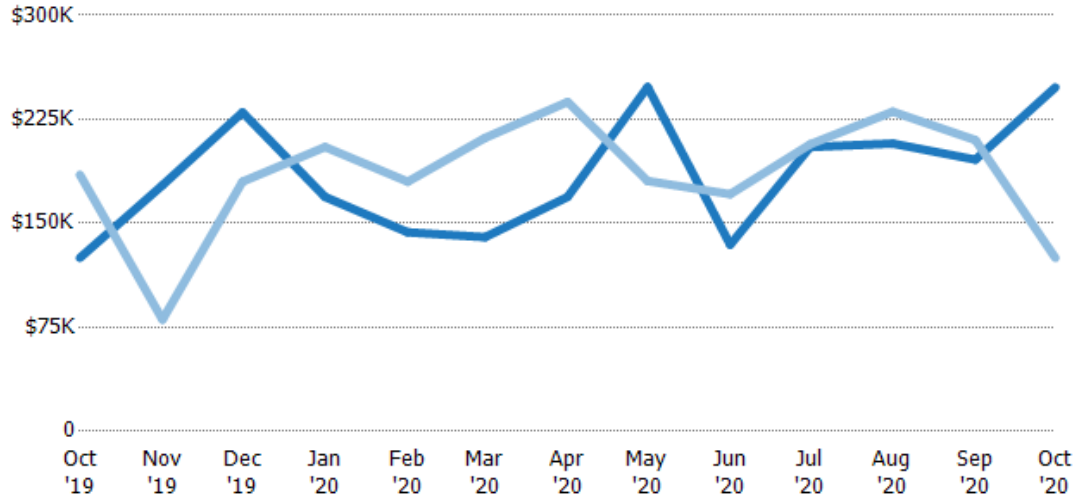
Median Sales Price

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.
Oct '20	\$248K	98.4%
Oct '19	\$125K	-32.4%
Oct '18	\$185K	0%



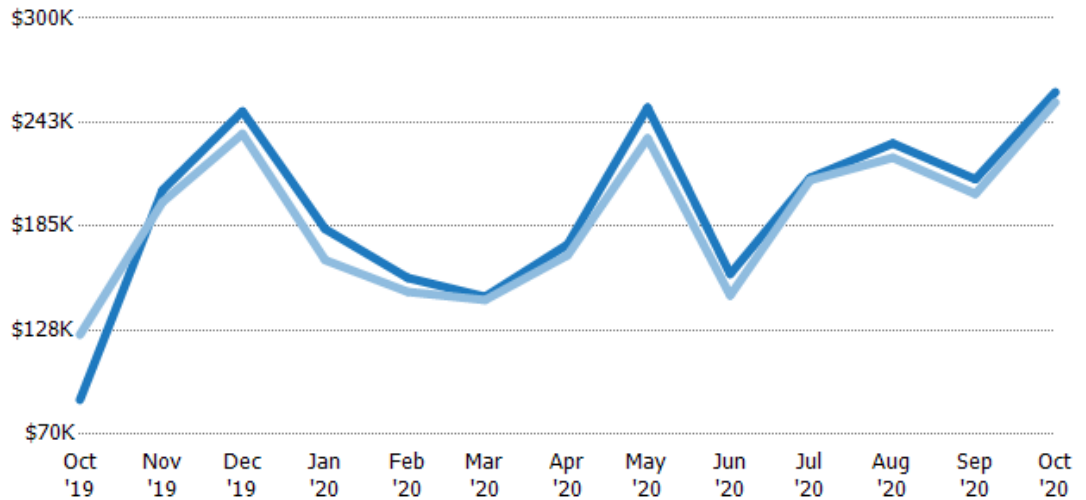
Current Year	\$125K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K	\$135K	\$205K	\$208K	\$196K	\$248K
Prior Year	\$185K	\$80.5K	\$180K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$231K	\$210K	\$125K
Percent Change from Prior Year	-32%	120%	28%	-18%	-20%	-34%	-29%	38%	-21%	-1%	-10%	-7%	98%

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



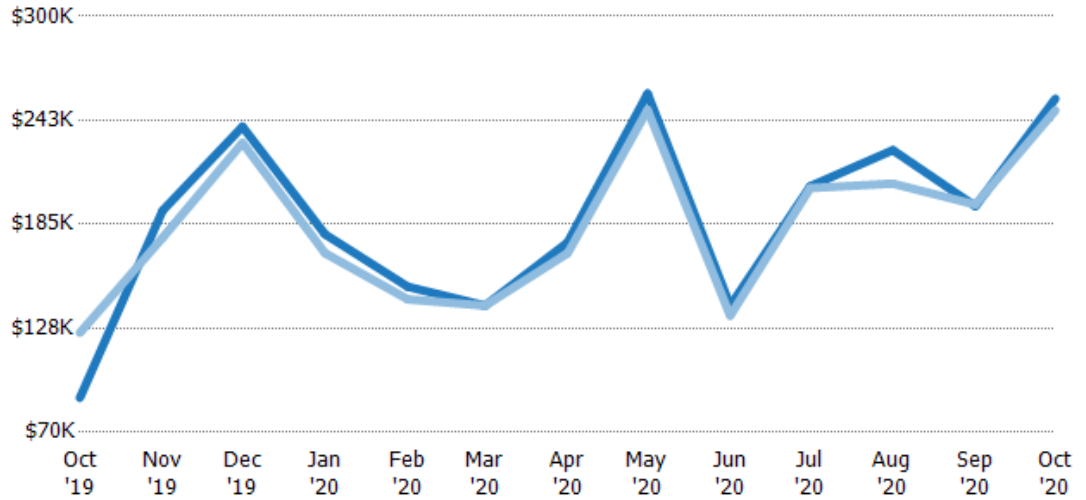
Avg List Price	\$89K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K	\$159K	\$212K	\$231K	\$211K	\$259K
Avg Sales Price	\$125K	\$198K	\$236K	\$166K	\$149K	\$144K	\$169K	\$234K	\$147K	\$211K	\$223K	\$203K	\$254K
Avg Sales Price as a % of Avg List Price	140%	97%	95%	91%	95%	99%	97%	93%	93%	99%	97%	96%	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



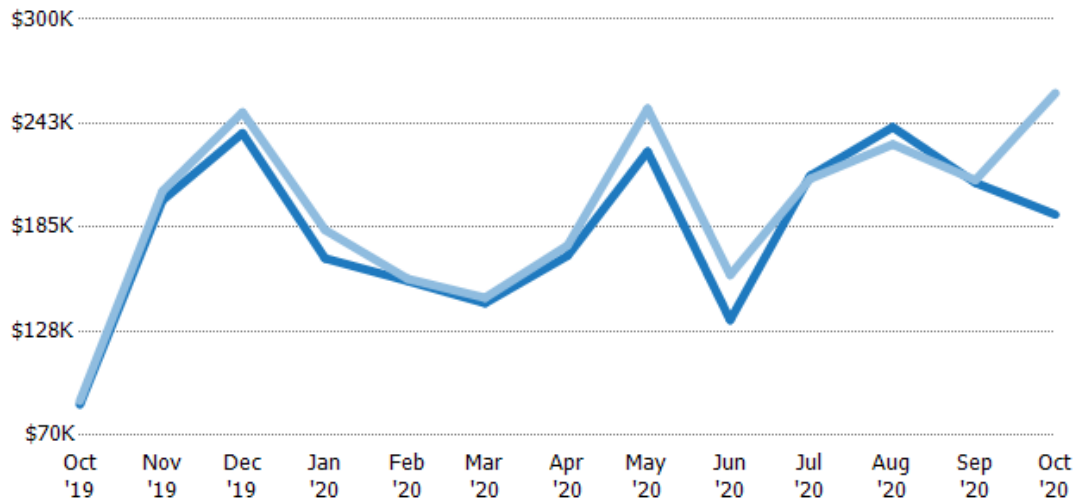
Median List Price	\$89K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K	\$140K	\$206K	\$226K	\$195K	\$254K
Median Sales Price	\$125K	\$178K	\$230K	\$169K	\$144K	\$140K	\$169K	\$248K	\$135K	\$205K	\$208K	\$196K	\$248K
Med Sales Price as a % of Med List Price	140%	92%	96%	94%	95%	100%	97%	97%	96%	100%	92%	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



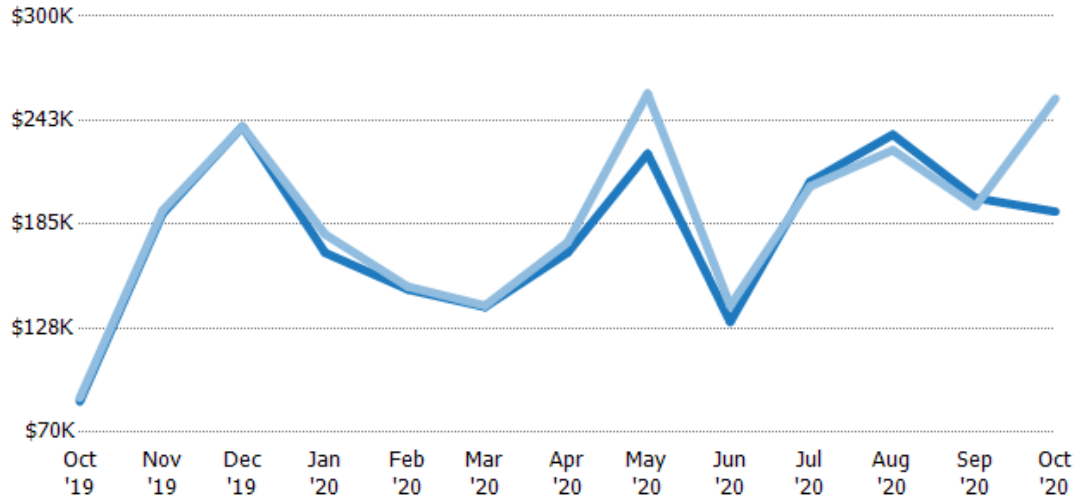
Avg Est Value	\$87K	\$200K	\$237K	\$168K	\$155K	\$143K	\$169K	\$227K	\$134K	\$213K	\$240K	\$210K	\$192K
Avg Sales Price	\$89K	\$205K	\$249K	\$183K	\$156K	\$146K	\$175K	\$251K	\$159K	\$212K	\$231K	\$211K	\$259K
Avg Sales Price as a % of Avg Est Value	102%	103%	105%	109%	101%	102%	103%	110%	119%	99%	96%	101%	135%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$87K	\$191K	\$239K	\$169K	\$149K	\$139K	\$169K	\$224K	\$131K	\$209K	\$235K	\$200K	\$192K
Median Sales Price	\$89K	\$193K	\$239K	\$179K	\$151K	\$140K	\$175K	\$257K	\$140K	\$206K	\$226K	\$195K	\$254K
Med Sales Price as a % of Med Est Value	102%	101%	100%	106%	101%	101%	103%	115%	107%	99%	96%	98%	133%