

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

| +/- | YTD 2019 | YTD 2020 | + / - | Dec 2019 | Dec 2020 | Key Metrics |
|--------|--------------|--------------|---------|--------------|-------------|---------------------------------|
| | | | | | | Listing Activity Charts Metrics |
| +10.7% | 84 | 93 | +_ | 4 | 4 | New Listing Count |
| +18.2% | \$21,169,175 | \$25,014,400 | -46.9% | \$1,788,000 | \$949,000 | New Listing Volume |
| | NA | NA | -77.5% | 40 | 9 | Active Listing Count |
| | NA | N/A | -49% | \$11,586,375 | \$5,906,800 | Active Listing Volume |
| +26.4% | \$277,928 | \$351,174 | +126.6% | \$289,659 | \$656,311 | Average Listing Price |
| -1% | \$221,718 | \$219,521 | +30.4% | \$214,000 | \$279,000 | Median Listing Price |
| -36.4% | 159.54 | 101.45 | -25.1% | 171 | 128 | Median Daysin RPR |
| -26.1% | 7.9 | 5.8 | -77.5% | 4 | 0.9 | Months of Inventory |
| +4.5% | 12.63% | 17.1% | +86.1% | 25% | 111.11% | Absorption Rate |
| | | | | | | Sales Activity Charts Metrics |
| +51.4% | 72 | 109 | +20% | 5 | 6 | New Pending Sales Count |
| +50.5% | \$14,888,275 | \$22,412,400 | +8.3% | \$916,900 | \$992,800 | New Pending Sales Volume |
| | NA | NA | +133.3% | 6 | 14 | Pending Sales Count |
| | NA | NA | +132.5% | \$1,164,900 | \$2,708,800 | Pending Sales Volume |
| +40.7% | 59 | 83 | -20% | 5 | 4 | Closed Sales Count |
| +31.5% | \$12,644,600 | \$16,631,457 | -32.5% | \$1,180,500 | \$797,000 | Closed Sales Volume |
| -6.5% | \$214,315 | \$200,379 | -15.6% | \$236,100 | \$199,250 | Average Sales Price |
| -2.4% | \$200,217 | \$195,440 | -13.9% | \$230,000 | \$198,000 | Median Sales Price |







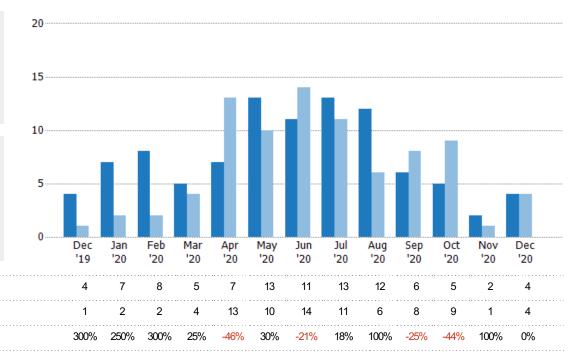
New Listings

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. |
|----------------|-------|--------|
| Dec '20 | 4 | 0% |
| Dec '19 | 4 | 300% |
| Dec '18 | 1 | 200% |



New Listing Volume

Percent Change from Prior Year

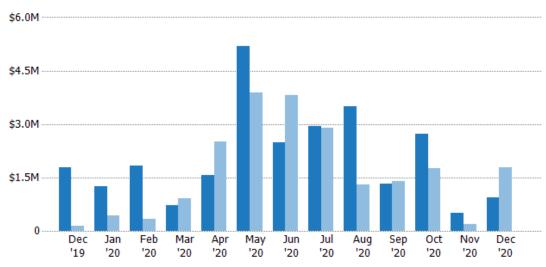
Current Year

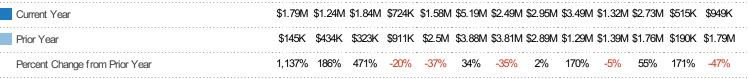
Prior Year

The sum of the listing price of residential listings that were added each month.

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/ | \/al | 0/ Ola su |
|-----------------|------------------|------------------|
| Year Dec '20 | Volume \$949K | % Chg. -46.9% |
| Dec '19 | \$1.79M | 1,137.4% |
| Dec '18 | \$145K | 314.5% |









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. |
|----------------|-------|--------|
| Dec '20 | 9 | -77.5% |
| Dec '19 | 40 | -23.1% |
| Dec '18 | 52 | -11.5% |



Active Listing Volume

Percent Change from Prior Year

Current Year

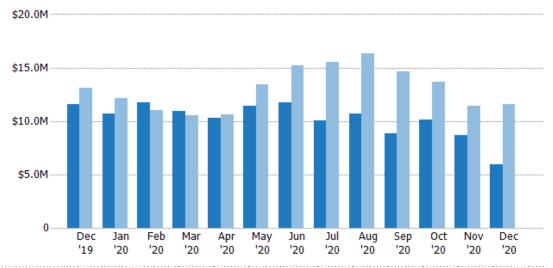
Prior Year

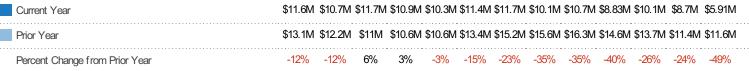
The sum of the listing price of active residential listings at the end of each month.

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:

Condo/Townhouse/Apt, Single Family Residence

| Volume | % Chg. |
|---------|--------------------|
| \$5.91M | -4 9% |
| \$11.6M | -11.6% |
| \$13.1M | -8.7% |
| | \$5.91M \$11.6M |





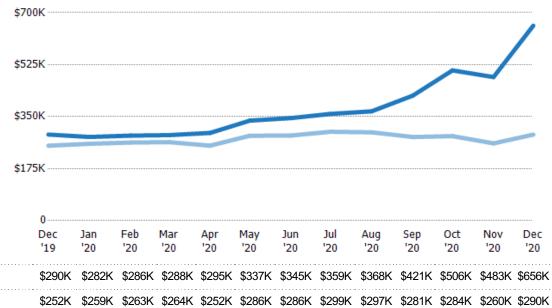


Average Listing Price

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. |
| Dec '20 | \$656K | 126.6% |
| Dec '19 | \$290K | 14.9% |
| Dec '18 | \$252K | 3.2% |
| | | |



| Current Year | \$290K | \$282K | \$286K | \$288K | \$295K | \$337K | \$345K | \$359K | \$368K | \$421K | \$506K | \$483K | \$656K |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Prior Year | \$252K | \$259K | \$263K | \$264K | \$252K | \$286K | \$286K | \$299K | \$297K | \$281K | \$284K | \$260K | \$290K |
| Percent Change from Prior Year | 15% | 9% | 9% | 9% | 17% | 18% | 21% | 20% | 24% | 49% | 78% | 86% | , , |

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. |
|----------------|--------|--------|
| Dec '20 | \$279K | 30.4% |
| Dec '19 | \$214K | -4.2% |
| Dec '18 | \$223K | -7.1% |

Percent Change from Prior Year

| \$22 | 25K | | | | | | | | | | | | |
|------|-----------------|------------|----------------------|----------------------|----------------------|----------------------|----------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| \$15 | 50K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| \$ | 0 Dec | Jan | | | | | | Jul '20 | Aug | Sep | 0ct | Nov '20 | Dec |
| \$ | 0 Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | '20 | '20 | '20 | '20 | '20 | '20 |
| \$ | 0 Dec '19 | Jan | Feb '20 \$220K | Mar '20 \$217K | Apr '20 \$215K | May '20 \$220K | Jun '20 \$234K | '20 \$227K | '20 \$209K | '20 \$225K | '20 \$197K | '20 \$231K | '20 \$279K |



Current Year

Prior Year



Avg Est Value

Avg Listing Price

Market Data Report

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



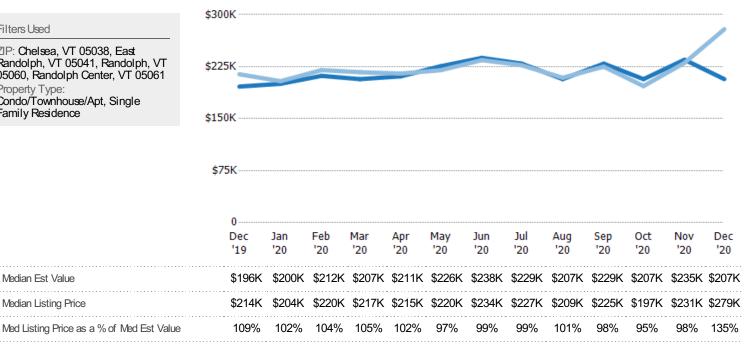
Median Listing Price vs Median Est Value

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

Avg Listing Price as a % of Avg Est Value

Property Type: Condo/Townhouse/Apt, Single Family Residence



Median Est Value

Median Listing Price

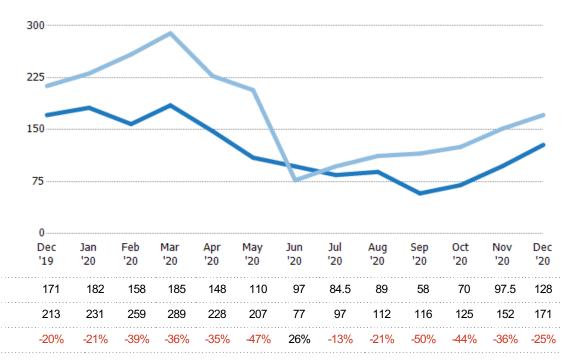


Median Days in RPR

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







Months of Inventory

Percent Change from Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Current Year

Prior Year

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. |
|----------------|--------|--------|
| Dec '20 | 0.9 | -77.5% |
| Dec '19 | 4 | -69.2% |
| Dec '18 | 13 | -29.2% |

Percent Change from Prior Year

| Month/ Year | Months | % Chg. | 120 | | | | | |
|----------------|--------|--------|-----------------|------------|------------|------------|------------|---|
| Dec '20 | 0.9 | -77.5% | 13 | | | | ewline | |
| Dec '19 | 4 | -69.2% | | | | | | |
| Dec '18 | 13 | -29.2% | 0 Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | M |
| Current Yea | r | | 4 | 7.6 | 6.83 | 9.5 | 11.7 | |
| Prior Year | | | 13 | 6.71 | 21 | 13.3 | 7 | |
| | | | | | | | | |

| | | | | | | | | | | | \bigwedge | |
|------------|-------------------|------------|-------------------|------------|------------------|------------|------------|------------|------------|------------|-------------|------------|
| 25 | | | | | | | | | | | | |
| 13 | | | | | | | | | | _/ | | |
| 0 | > | | | <u> </u> | | | | | | <u>y</u> | | |
| Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| _ | | | Mar | Apr | | Jun | Jul | | Sep | Oct '20 | Nov '20 | Dec '20 |
| Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct '20 | | |
| Dec '19 | Jan '20 7.6 | Feb '20 | Mar '20 9.5 | Apr '20 | May '20 17 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | '20 | '20 | '20 |





Absorption Rate

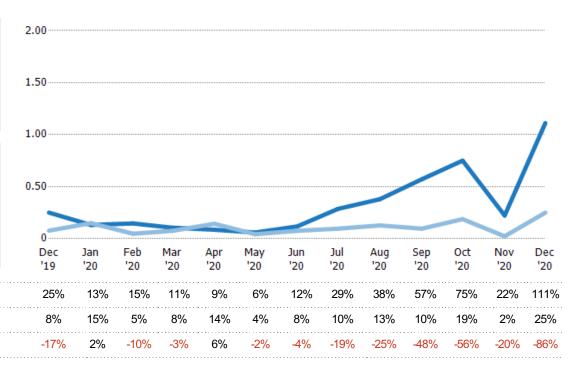
The percentage of inventory sold per month.

| Filters Us | ed |
|------------|----|
|------------|----|

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 | Rate | Chg. |
|----------------|------|--------|
| Dec '20 | 111% | -86.1% |
| Dec '19 | 25% | -17.3% |
| Dec '18 | 8% | 41.2% |



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

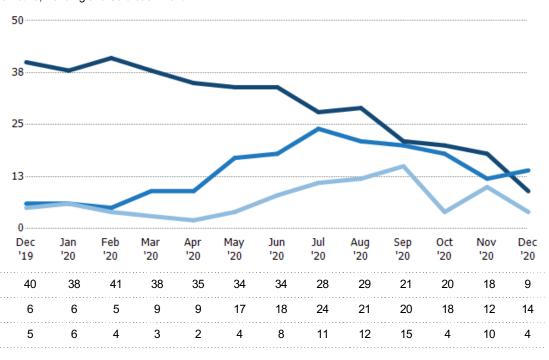
Current Year

Change from Prior Year

Prior Year

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single

Family Residence



Active

Pending

Sold



New Pending Sales

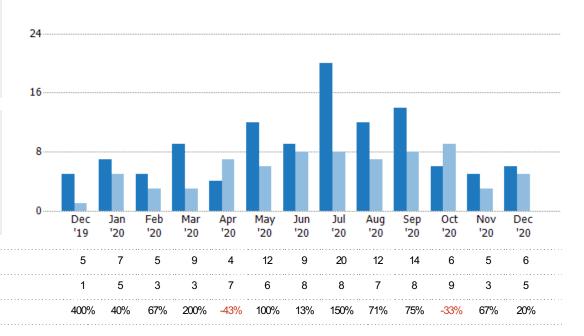
The number of residential properties with accepted offers that were added each month.



| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Dec '20 | 6 | 20% |
| Dec '19 | 5 | 400% |
| Dec '18 | 1 | 400% |

Current Year

Prior Year



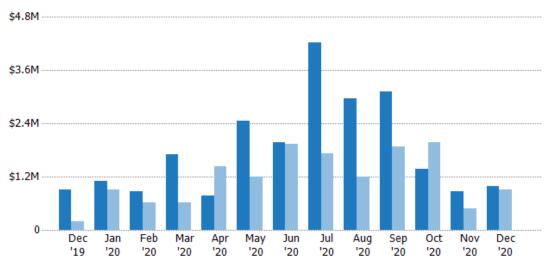
New Pending Sales Volume

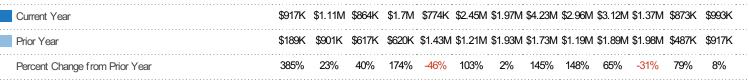
Percent Change from Prior Year

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. |
|----------------|--------|--------|
| Dec '20 | \$993K | 8.3% |
| Dec '19 | \$917K | 385.1% |
| Dec '18 | \$189K | 312.6% |





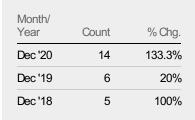


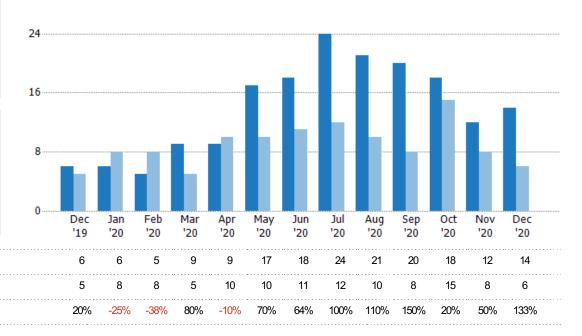


Pending Sales

The number of residential properties with accepted offers that were available at the end each month.







Pending Sales Volume

Percent Change from Prior Year

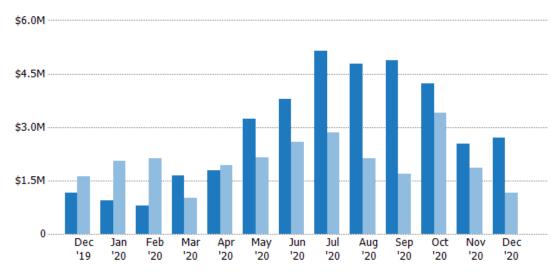
Current Year

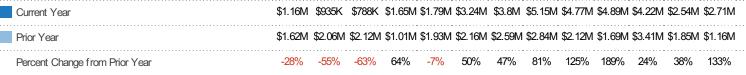
Prior Year

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. |
|----------------|---------|--------|
| Dec '20 | \$2.71M | 132.5% |
| Dec '19 | \$1.16M | -28.2% |
| Dec '18 | \$1.62M | 12.9% |







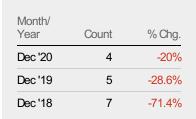


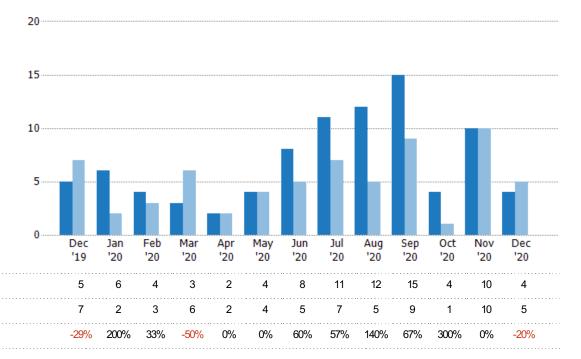
Closed Sales

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





Closed Sales Volume

Percent Change from Prior Year

Current Year

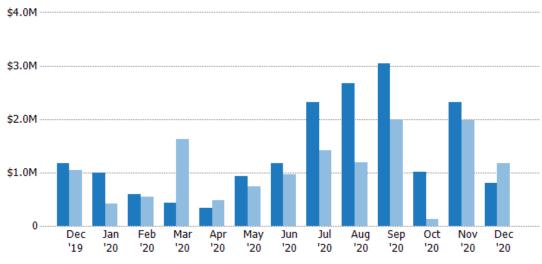
Prior Year

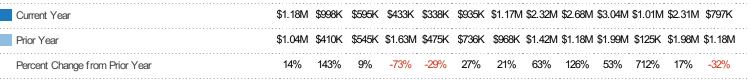
The sum of the sales price of residential properties sold each month.

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. |
|----------------|---------|--------|
| Dec '20 | \$797K | -32.5% |
| Dec '19 | \$1.18M | 13.6% |
| Dec '18 | \$1.04M | -59.1% |



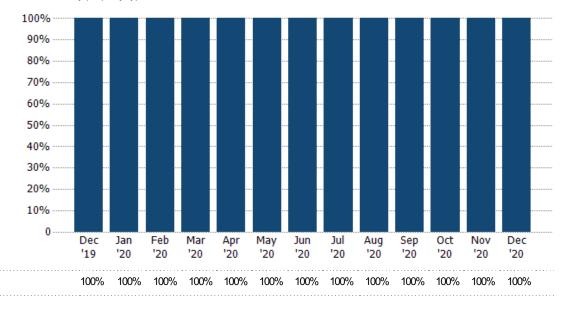




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.





Average Sales Price

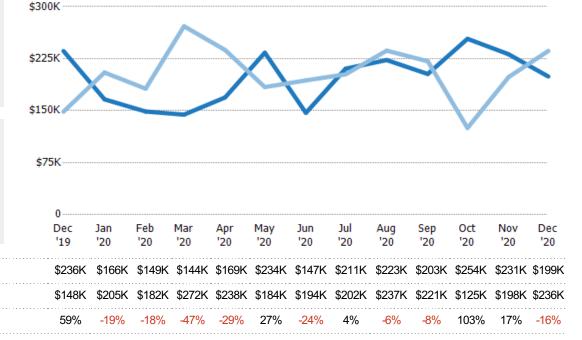
Single Family Residence

The average sales price of the residential properties sold each month.

| Filters Used | |
|---|--|
| ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph 05060, Randolph Center, VT 05 | |
| Property Type: | |
| Condo/Townhouse/Apt, Single | |
| Family Residence | |

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Dec '20 | \$199K | -15.6% |
| Dec '19 | \$236K | 59.1% |
| Dec '18 | \$148K | 43.2% |

Percent Change from Prior Year



Current Year

Prior Year

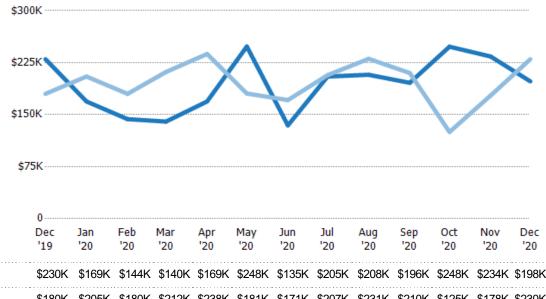
Median Sales Price

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



| Price | % Chg. |
|--------|------------------|
| \$198K | -13.9% |
| \$230K | 27.8% |
| \$180K | 18.1% |
| | \$198K \$230K |



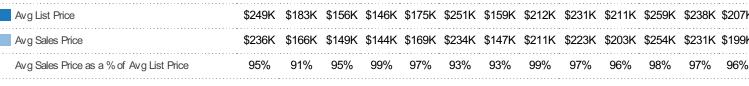
| | '19 | '20 | '20 | '20 | '20 | '20 | '20 | '20 | '20 | '20 | '20 | '20 | '20 |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$230K | \$169K | \$144K | \$140K | \$169K | \$248K | \$135K | \$205K | \$208K | \$196K | \$248K | \$234K | \$198K |
| Prior Year | \$180K | \$205K | \$180K | \$212K | \$238K | \$181K | \$171K | \$207K | \$231K | \$210K | \$125K | \$178K | \$230K |
| Percent Change from Prior Year | 28% | -18% | -20% | -34% | -29% | 38% | -21% | -1% | -10% | -7% | 98% | 32% | -14% |

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







Median List Price

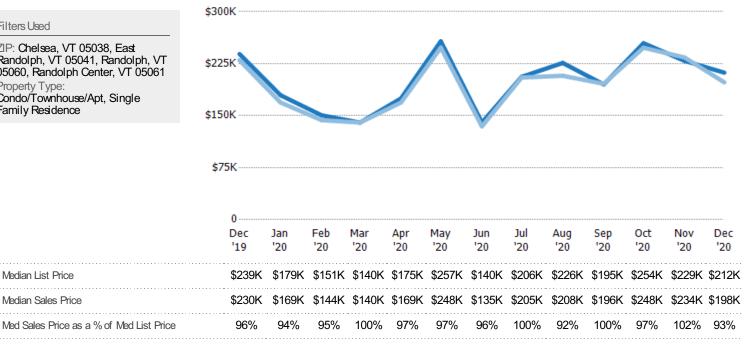
Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

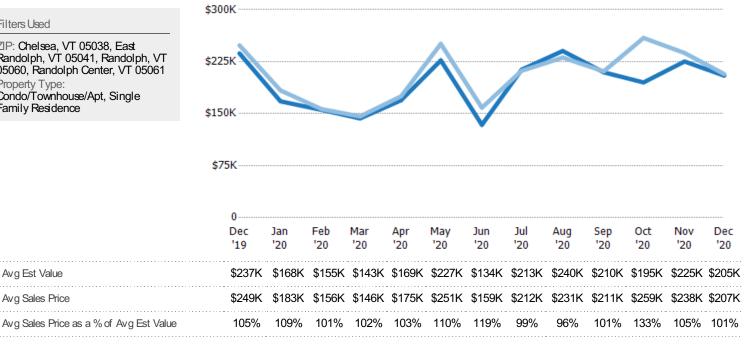
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence



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

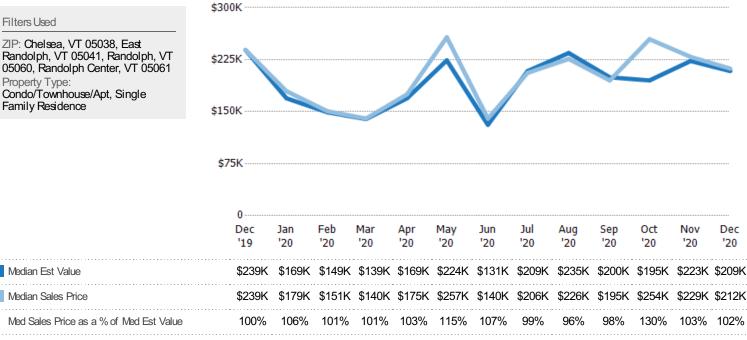
Avg Sales Price



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.

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single









Sales Activity by ZIP

Dec 2020

| ZIP | Pendings (Month End) | Pending Volume (Month End) | Sales | Sales Volume | Av g Sales Price | Median Sales Price | Avg Sales Price per Sq Ft | Median Sales Price per Sq Ft | Median Days In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|---------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| 05038 | 4 | \$1,008,900 | 1 | \$206,000 | \$206,000 | \$206,000 | \$119 | \$119 | 184 |
| 05060 | 9 | \$1,520,900 | 2 | \$419,000 | \$209,500 | \$209,500 | \$123 | \$123 | 113 |
| 05061 | | | 1 | \$172,000 | \$172,000 | \$172,000 | \$119 | \$119 | 454 |







Sales Activity by Metro Area

Dec 2020

| Metro | Pendings (Month End) | Pending Volume (Month End) | Sales | Sales Volume | Avg Sales Price | Median Sales Price | Av g Sales Price per Sq Ft | | Median Days In RPR |
|-----------------------------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|-------------------------------|-------|-----------------------|
| Claremont-Lebanon, NH-VT | 10 | \$1,694,900 | 3 | \$591,000 | \$197,000 | \$190,000 | \$122 | \$119 | 138 |
| Other | 4 | \$1,013,900 | 1 | \$206,000 | \$206,000 | \$206,000 | \$119 | \$119 | 184 |



