

## Summary of Key Listing and Sales Metrics

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

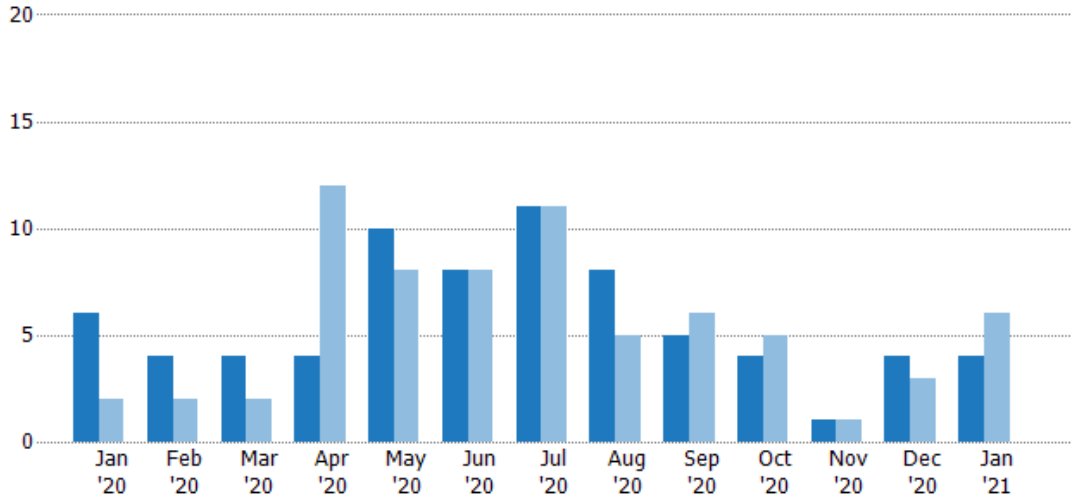
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	6	-33.3%	73	71	+2.8%
New Listing Volume	\$1,298,900	\$1,111,800	+16.8%	\$17,017,600	\$16,522,275	+3%
Active Listing Count	6	29	-79.3%	N/A	N/A	
Active Listing Volume	\$3,095,800	\$7,416,700	-58.3%	N/A	N/A	
Average Listing Price	\$515,967	\$255,748	+101.7%	\$299,927	\$244,738	+22.6%
Median Listing Price	\$211,950	\$189,000	+12.1%	\$199,081	\$210,632	-5.5%
Median Days in RPR	53	191	-72.3%	100.04	162.45	-38.4%
Months of Inventory	2	7.3	-72.4%	1	29	-96.6%
Absorption Rate	50%	13.79%	+36.2%	100%	3.45%	+96.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	6	-50%	92	67	+37.3%
New Pending Sales Volume	\$924,900	\$845,900	+9.3%	\$18,472,600	\$13,835,775	+33.5%
Pending Sales Count	8	5	+60%	N/A	N/A	
Pending Sales Volume	\$1,887,900	\$669,900	+181.8%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	75	54	+38.9%
Closed Sales Volume	\$684,000	\$997,900	-31.5%	\$14,394,935	\$11,285,450	+27.6%
Average Sales Price	\$136,800	\$166,317	-17.7%	\$191,932	\$208,990	-8.2%
Median Sales Price	\$120,000	\$169,000	-29%	\$184,343	\$201,281	-8.4%

## New Listings

The number of new residential listings that were added each month.

### Filters Used

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



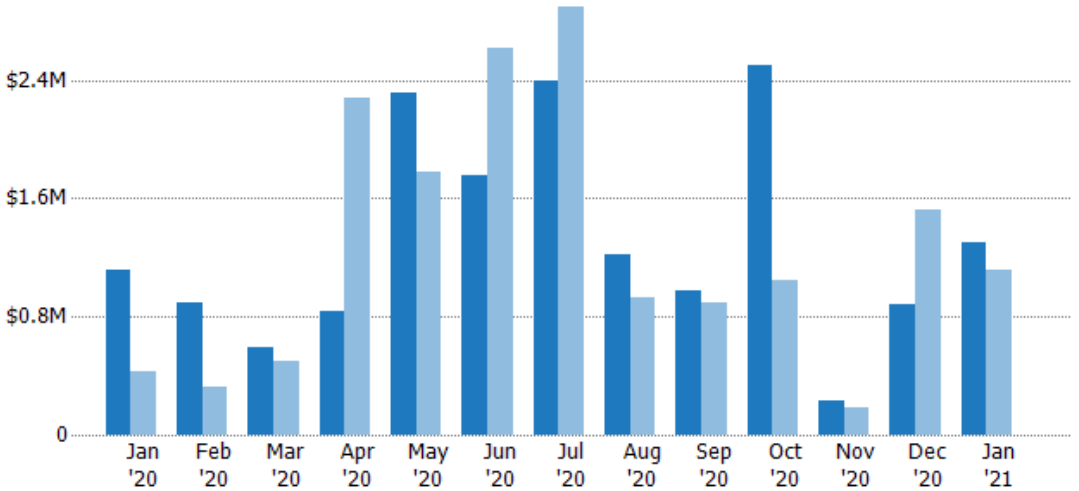
Month/Year	Count	% Chg.
Jan '21	4	-33.3%
Jan '20	6	200%
Jan '19	2	200%

## New Listing Volume

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

### Filters Used

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



Month/Year	Volume	% Chg.
Jan '21	\$1.3M	16.8%
Jan '20	\$1.11M	156.2%
Jan '19	\$434K	175.8%

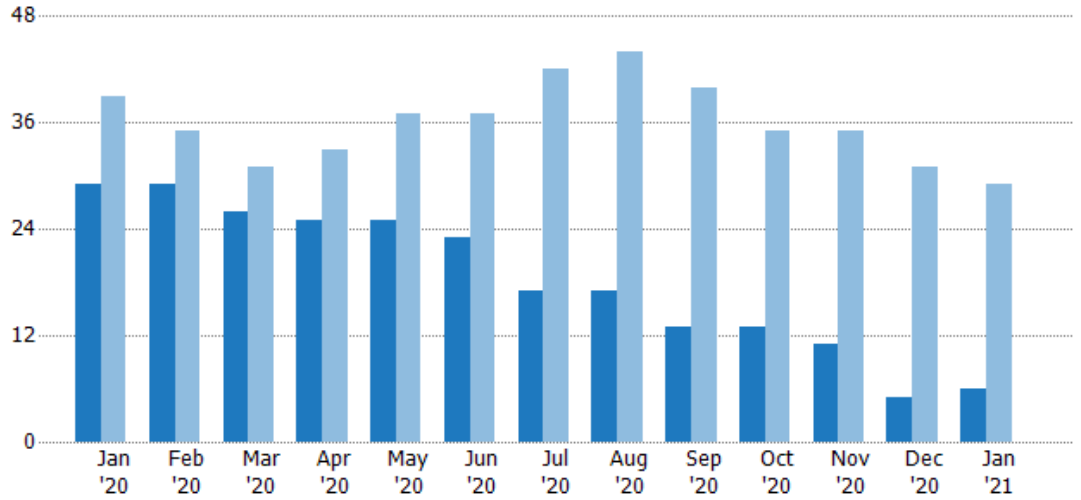
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	6	-79.3%
Jan '20	29	-25.6%
Jan '19	39	-2.6%



Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	29	39	-26%
Feb '20	29	35	-17%
Mar '20	26	31	-16%
Apr '20	25	33	-24%
May '20	25	37	-32%
Jun '20	23	37	-38%
Jul '20	17	42	-60%
Aug '20	17	44	-61%
Sep '20	13	40	-68%
Oct '20	13	35	-63%
Nov '20	11	35	-69%
Dec '20	5	31	-84%
Jan '21	6	29	-79%

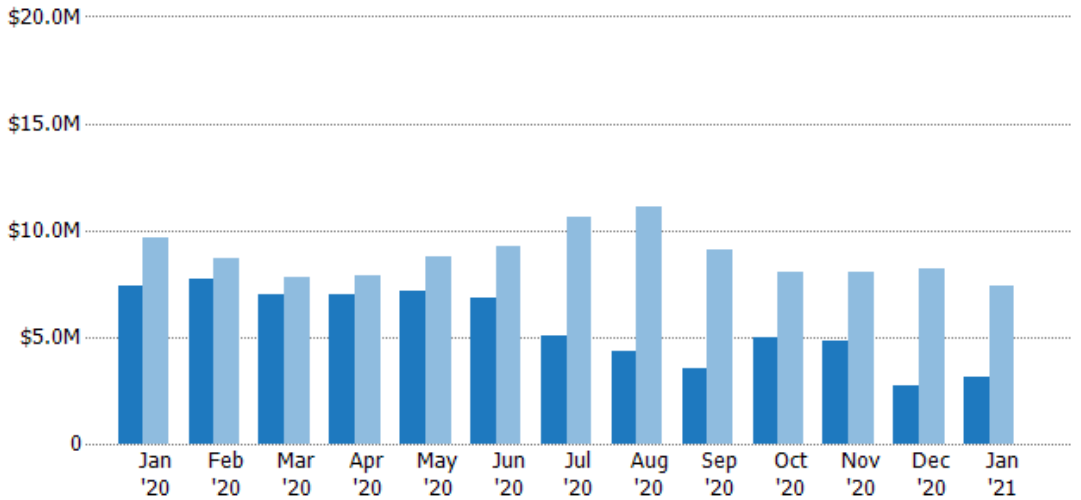
## Active Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '21	\$3.1M	-58.3%
Jan '20	\$7.42M	-22.9%
Jan '19	\$9.62M	-13.3%



Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	\$7.42M	\$9.62M	-23%
Feb '20	\$7.69M	\$8.72M	-12%
Mar '20	\$6.99M	\$7.83M	-11%
Apr '20	\$6.99M	\$7.91M	-12%
May '20	\$7.16M	\$8.73M	-18%
Jun '20	\$6.84M	\$9.28M	-26%
Jul '20	\$5.09M	\$10.6M	-52%
Aug '20	\$4.36M	\$11.1M	-61%
Sep '20	\$3.51M	\$9.09M	-61%
Oct '20	\$5.01M	\$8.06M	-38%
Nov '20	\$4.81M	\$8.02M	-40%
Dec '20	\$2.72M	\$8.16M	-67%
Jan '21	\$3.1M	\$7.42M	-58%

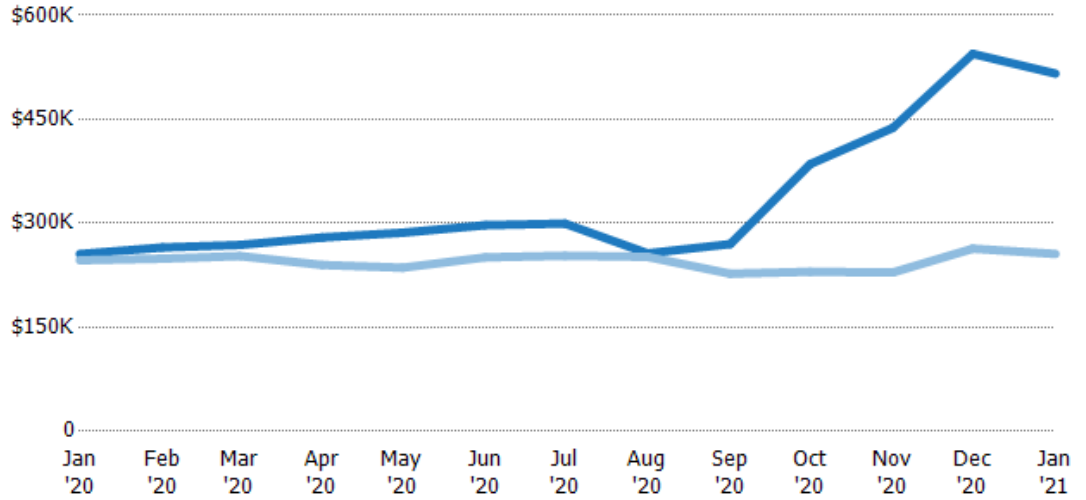
## Average Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Jan '21	\$516K	101.7%
Jan '20	\$256K	3.7%
Jan '19	\$247K	-11.1%



Current Year	\$256K	\$265K	\$269K	\$280K	\$286K	\$297K	\$300K	\$257K	\$270K	\$385K	\$438K	\$544K	\$516K
Prior Year	\$247K	\$249K	\$253K	\$240K	\$236K	\$251K	\$253K	\$252K	\$227K	\$230K	\$229K	\$263K	\$256K
Percent Change from Prior Year	4%	6%	6%	17%	21%	19%	18%	2%	19%	67%	91%	107%	102%

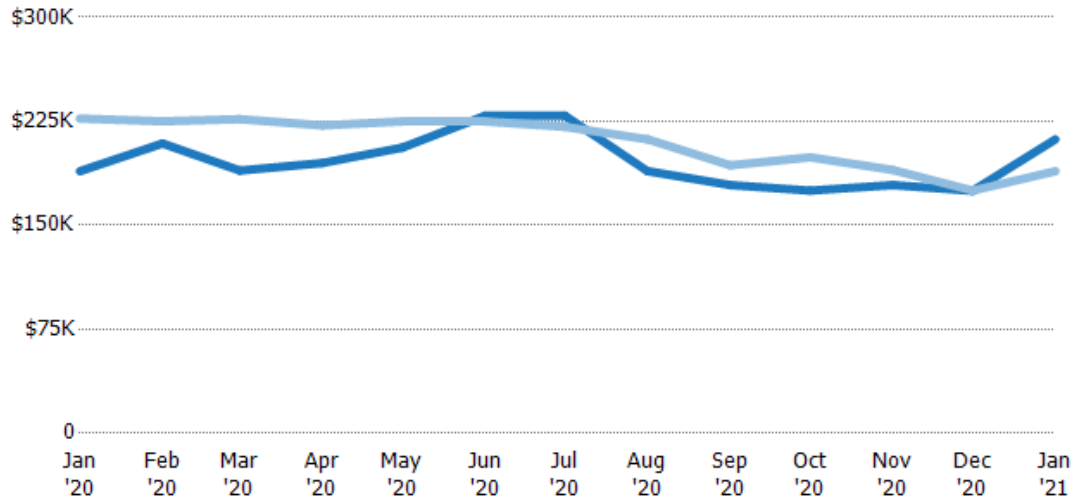
## Median Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Jan '21	\$212K	12.1%
Jan '20	\$189K	-16.7%
Jan '19	\$227K	-13%



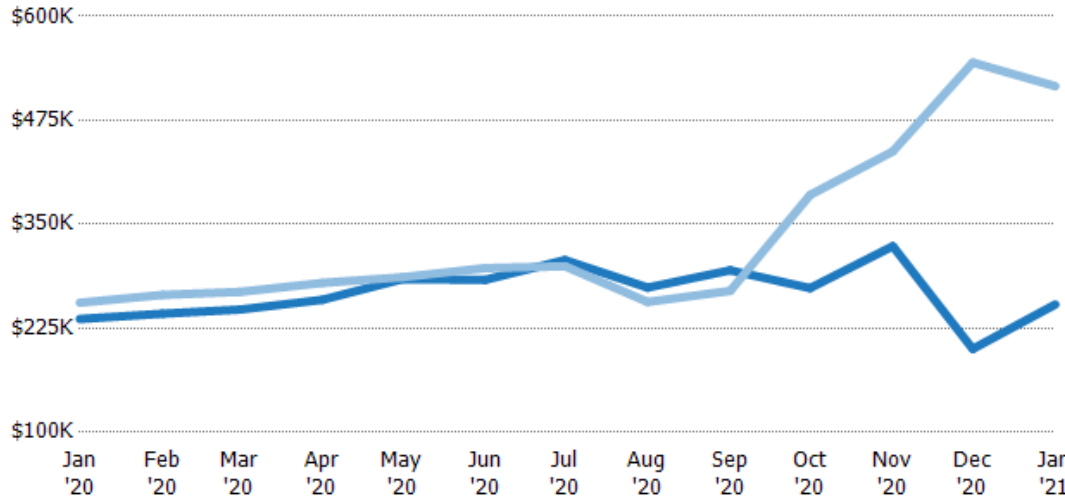
Current Year	\$189K	\$209K	\$189K	\$195K	\$206K	\$229K	\$229K	\$189K	\$179K	\$175K	\$179K	\$175K	\$212K
Prior Year	\$227K	\$225K	\$227K	\$222K	\$225K	\$225K	\$221K	\$212K	\$193K	\$199K	\$190K	\$175K	\$189K
Percent Change from Prior Year	-17%	-7%	-16%	-12%	-8%	2%	4%	-11%	-7%	-12%	-6%	0%	12%

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



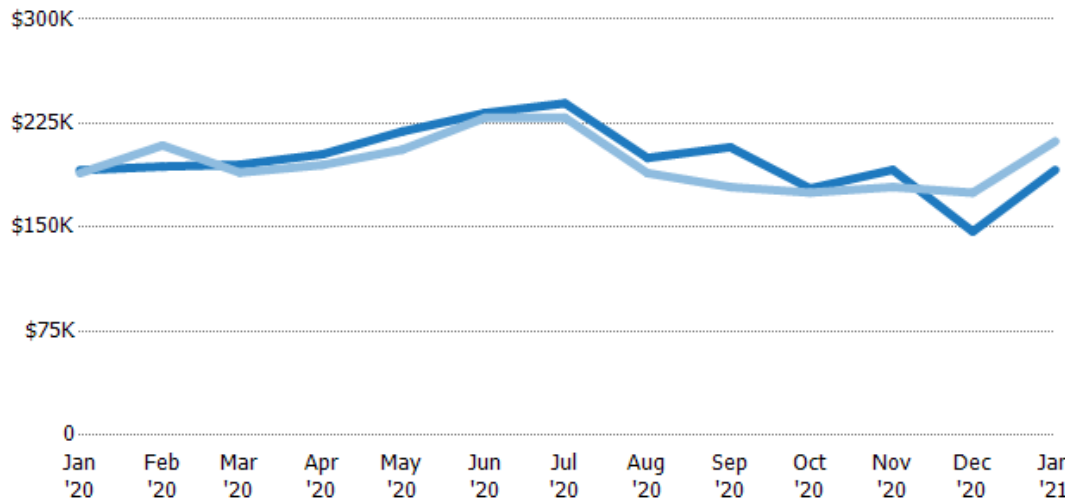
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$236K	\$243K	\$248K	\$259K	\$284K	\$283K	\$307K	\$274K	\$295K	\$273K	\$324K	\$200K	\$254K
Avg Listing Price	\$256K	\$265K	\$269K	\$280K	\$286K	\$297K	\$300K	\$257K	\$270K	\$385K	\$438K	\$544K	\$516K
Avg Listing Price as a % of Avg Est Value	108%	109%	109%	108%	101%	105%	98%	94%	92%	141%	135%	272%	203%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$191K	\$194K	\$195K	\$203K	\$219K	\$232K	\$239K	\$200K	\$208K	\$178K	\$191K	\$147K	\$191K
Median Listing Price	\$189K	\$209K	\$189K	\$195K	\$206K	\$229K	\$229K	\$189K	\$179K	\$175K	\$179K	\$175K	\$212K
Med Listing Price as a % of Med Est Value	99%	108%	97%	96%	94%	99%	96%	95%	86%	98%	94%	119%	111%

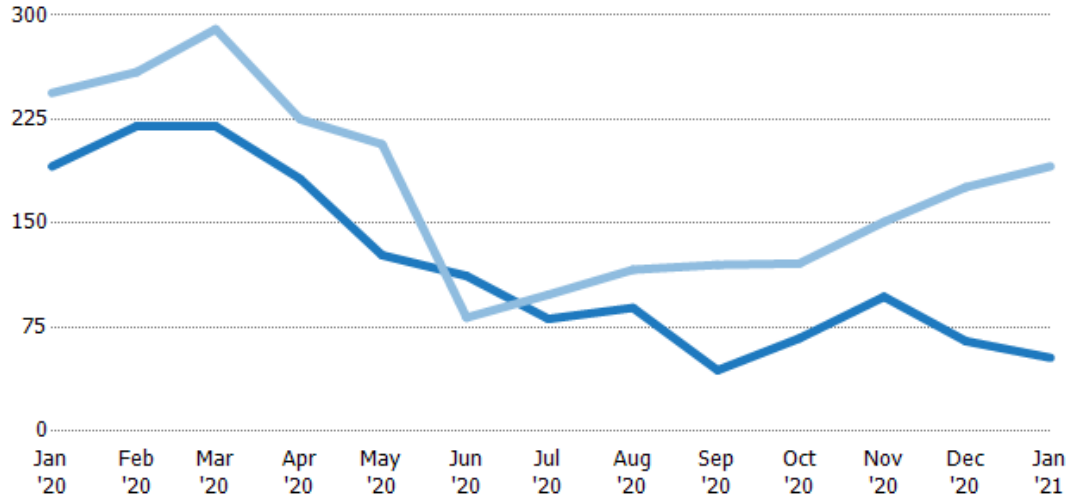
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '21	53	-72.3%
Jan '20	191	-21.7%
Jan '19	244	-11.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	191	220	220	182	127	112	81	89	44	67	97	65	53
Prior Year	244	259	290	225	207	82	98.5	117	120	121	151	176	191
Percent Change from Prior Year	-22%	-15%	-24%	-19%	-39%	37%	-18%	-24%	-63%	-45%	-36%	-63%	-72%

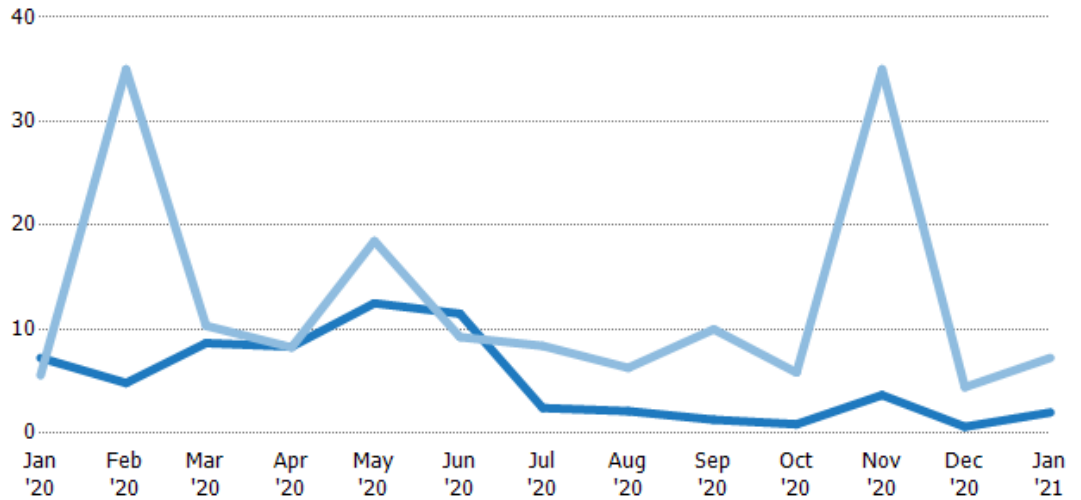
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Jan '21	2	-72.4%
Jan '20	7.25	30.1%
Jan '19	5.57	582.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	7.25	4.83	8.67	8.33	12.5	11.5	2.43	2.13	1.3	0.87	3.67	0.63	2
Prior Year	5.57	35	10.3	8.25	18.5	9.25	8.4	6.29	10	5.83	35	4.43	7.25
Percent Change from Prior Year	30%	-86%	-16%	1%	-32%	24%	-71%	-66%	-87%	-85%	-90%	-86%	-72%

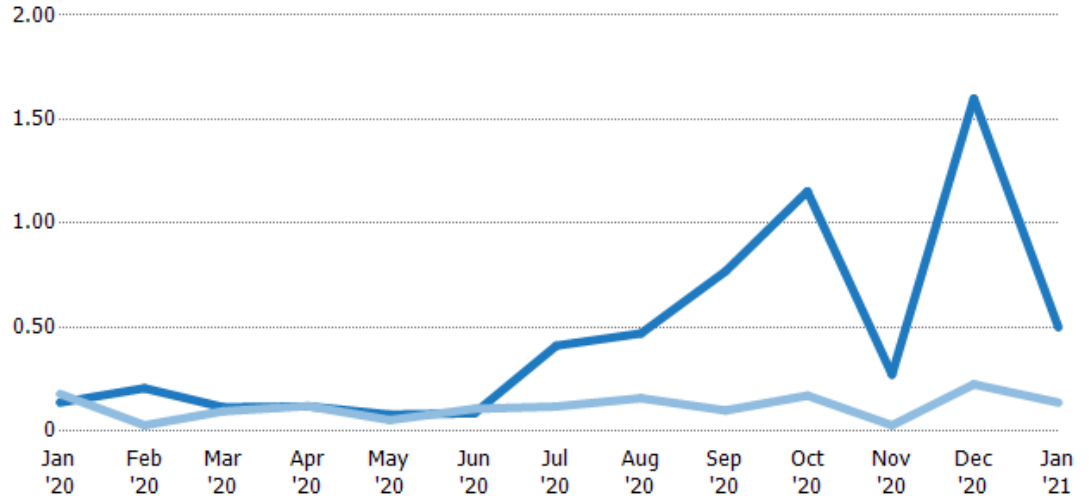
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jan '21	50%	-36.2%
Jan '20	14%	4.2%
Jan '19	18%	-85.3%



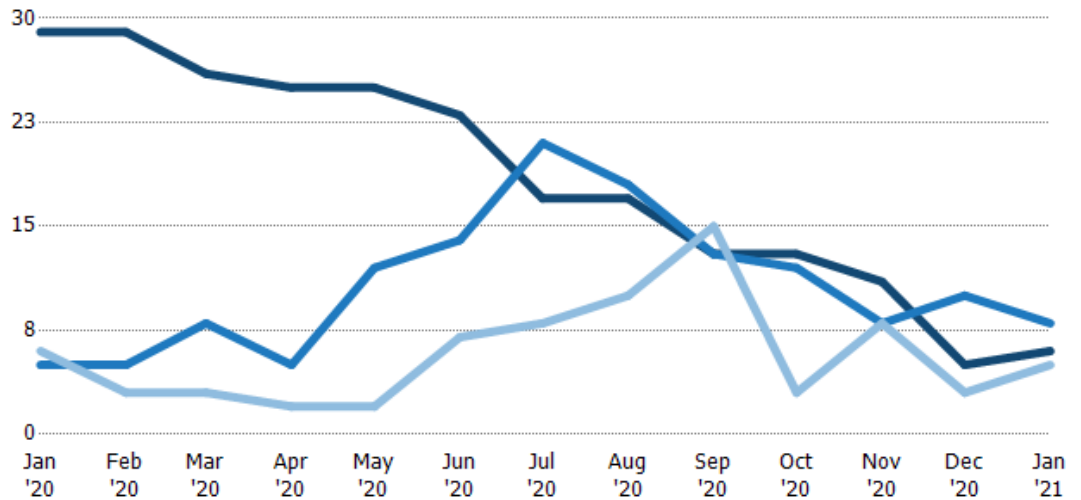
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	14%	21%	12%	12%	8%	9%	41%	47%	77%	115%	27%	160%	50%
Prior Year	18%	3%	10%	12%	5%	11%	12%	16%	10%	17%	3%	23%	14%
Change from Prior Year	4%	-18%	-2%	0%	-3%	2%	-29%	-31%	-67%	-98%	-24%	-137%	-36%

## Active/Pending/Sold Units

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

### Filters Used

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



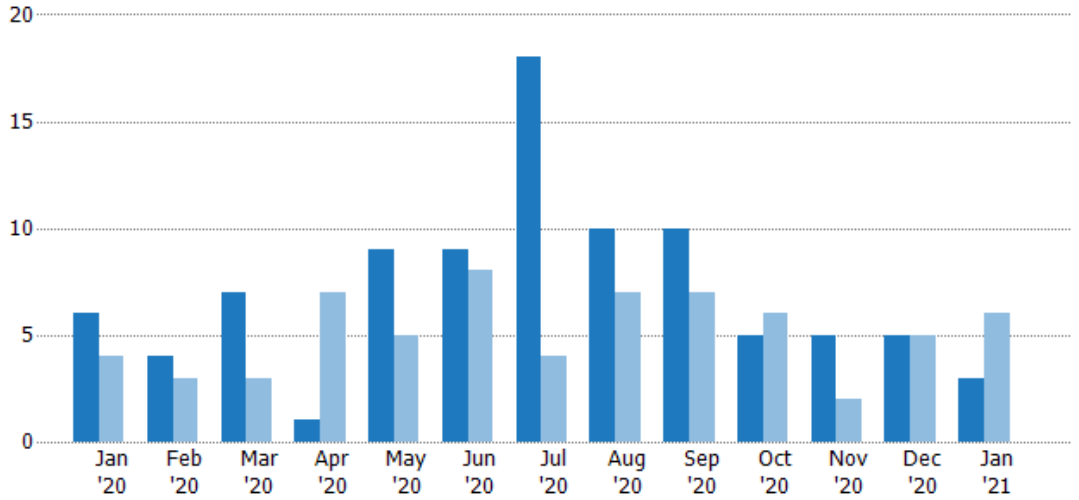
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	29	29	26	25	25	23	17	17	13	13	11	5	6
Pending	5	5	8	5	12	14	21	18	13	12	8	10	8
Sold	6	3	3	2	2	7	8	10	15	3	8	3	5

## New Pending Sales

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

### Filters Used

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



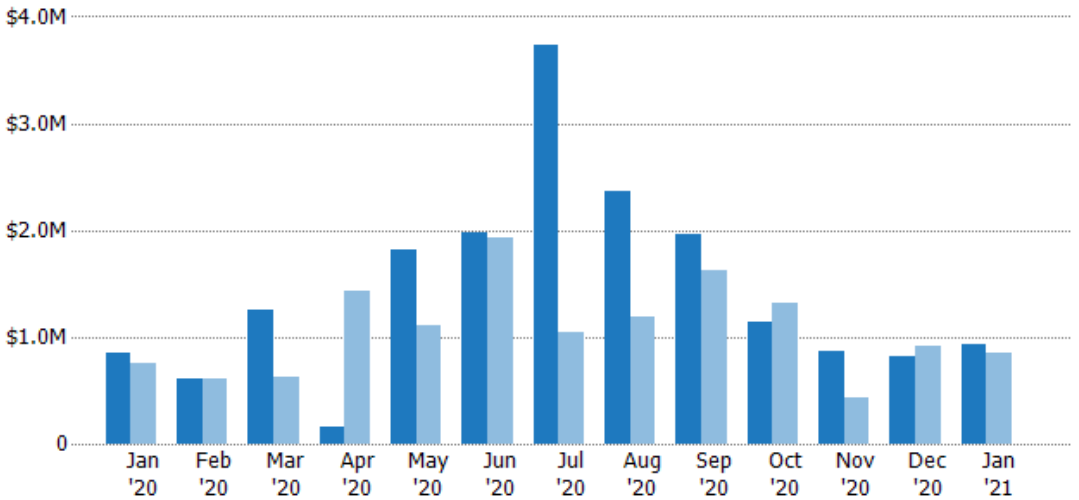
Month/Year	Count	% Chg.
Jan '21	3	-50%
Jan '20	6	50%
Jan '19	4	25%

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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



Month/Year	Volume	% Chg.
Jan '21	\$925K	9.3%
Jan '20	\$846K	11.8%
Jan '19	\$757K	71%

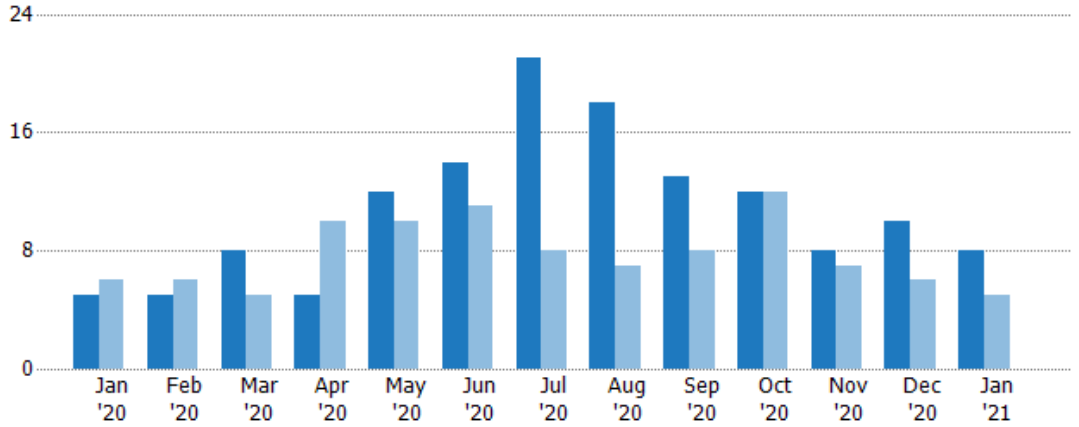


## Pending Sales

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

### Filters Used

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



Month/Year	Count	% Chg.
Jan '21	8	60%
Jan '20	5	-16.7%
Jan '19	6	83.3%

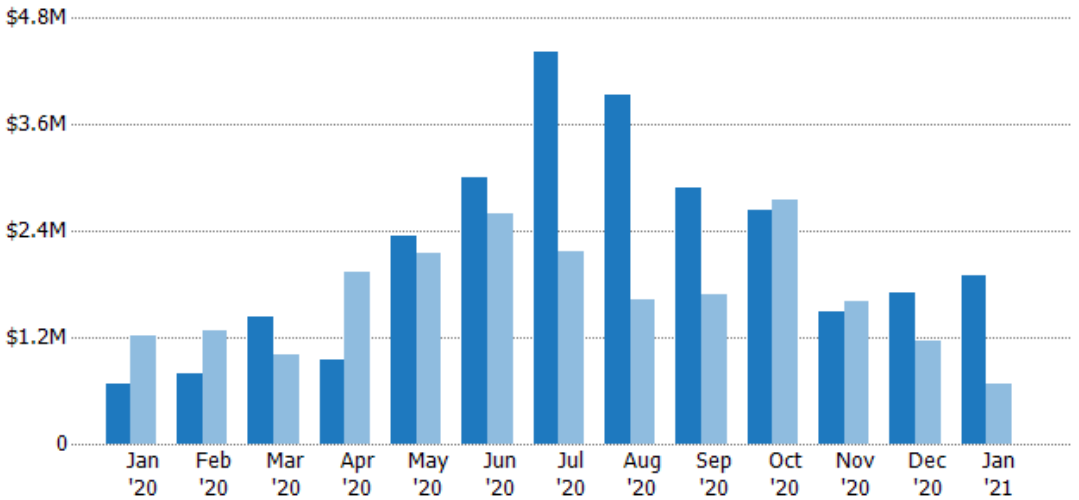
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5	5	8	5	12	14	21	18	13	12	8	10	8
Prior Year	6	6	5	10	10	11	8	7	8	12	7	6	5
Percent Change from Prior Year	-17%	-17%	60%	-50%	20%	27%	163%	157%	63%	0%	14%	67%	60%

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



Month/Year	Volume	% Chg.
Jan '21	\$1.89M	181.8%
Jan '20	\$670K	-45.1%
Jan '19	\$1.22M	112.5%

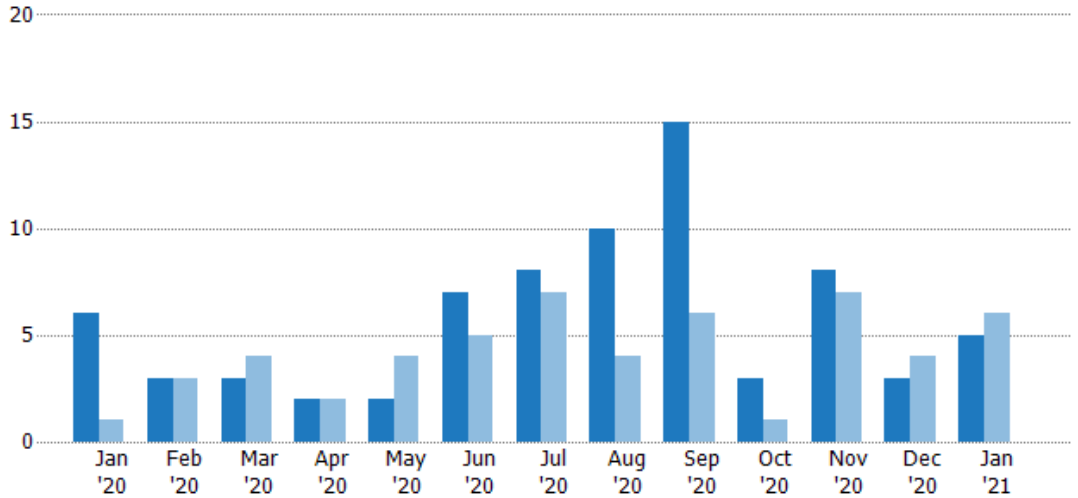
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$670K	\$788K	\$1.42M	\$946K	\$2.34M	\$3.01M	\$4.42M	\$3.93M	\$2.89M	\$2.63M	\$1.49M	\$1.7M	\$1.89M
Prior Year	\$1.22M	\$1.28M	\$1.01M	\$1.93M	\$2.16M	\$2.59M	\$2.17M	\$1.63M	\$1.69M	\$2.75M	\$1.62M	\$1.16M	\$670K
Percent Change from Prior Year	-45%	-39%	41%	-51%	8%	16%	104%	142%	71%	-4%	-8%	46%	182%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



Month/Year	Count	% Chg.
Jan '21	5	-16.7%
Jan '20	6	500%
Jan '19	1	200%

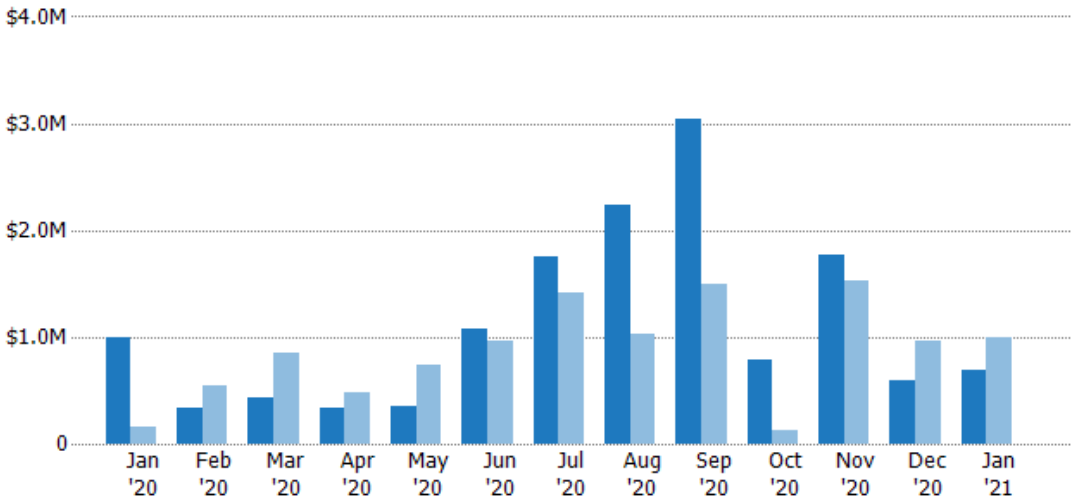
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6	3	3	2	2	7	8	10	15	3	8	3	5
Prior Year	1	3	4	2	4	5	7	4	6	1	7	4	6
Percent Change from Prior Year	500%	0%	-25%	0%	-50%	40%	14%	150%	150%	200%	14%	-25%	-17%

## Closed Sales Volume

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

### Filters Used

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



Month/Year	Volume	% Chg.
Jan '21	\$684K	-31.5%
Jan '20	\$998K	516%
Jan '19	\$162K	181.2%

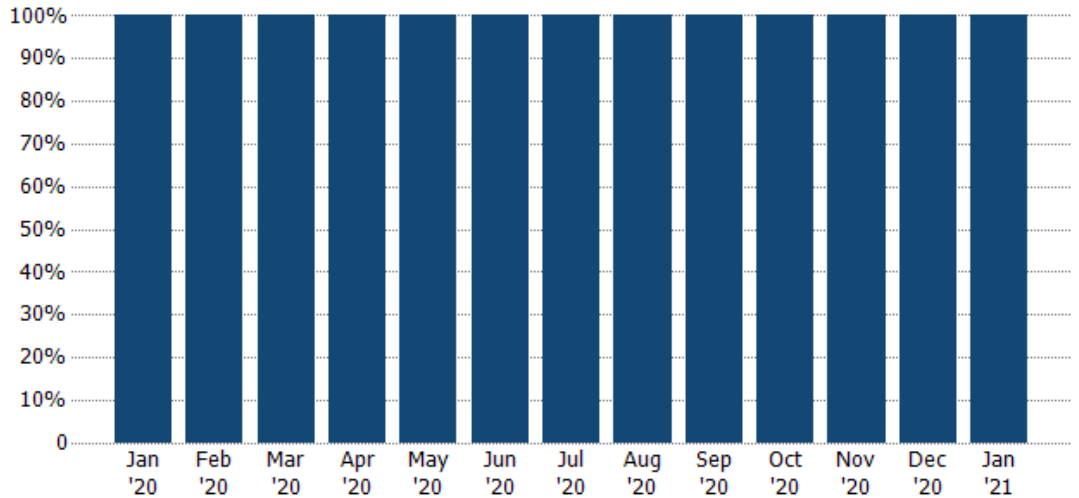
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$998K	\$330K	\$433K	\$338K	\$358K	\$1.07M	\$1.75M	\$2.24M	\$3.04M	\$787K	\$1.77M	\$591K	\$684K
Prior Year	\$162K	\$545K	\$858K	\$475K	\$736K	\$968K	\$1.42M	\$1.02M	\$1.5M	\$125K	\$1.52M	\$958K	\$998K
Percent Change from Prior Year	516%	-39%	-50%	-29%	-51%	11%	23%	119%	103%	529%	16%	-38%	-31%

## Closed Sales by Property Type

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

### Filters Used

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



■ Single Family Residence

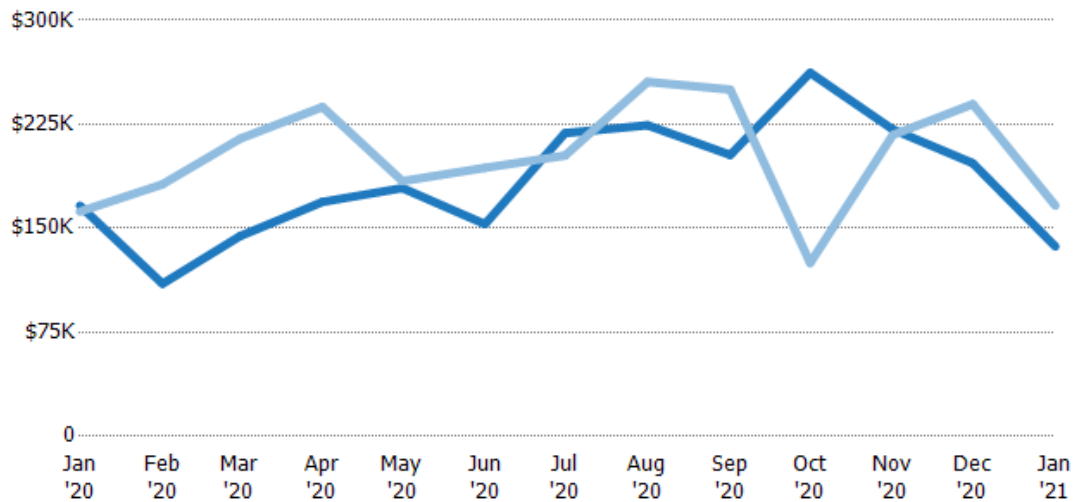
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

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

### Filters Used

ZIP: 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

\$166K \$110K \$144K \$169K \$179K \$153K \$219K \$224K \$203K \$262K \$221K \$197K \$137K  
 \$162K \$182K \$215K \$238K \$184K \$194K \$202K \$256K \$250K \$125K \$217K \$240K \$166K  
 3% -39% -33% -29% -3% -21% 8% -12% -19% 110% 2% -18% -18%

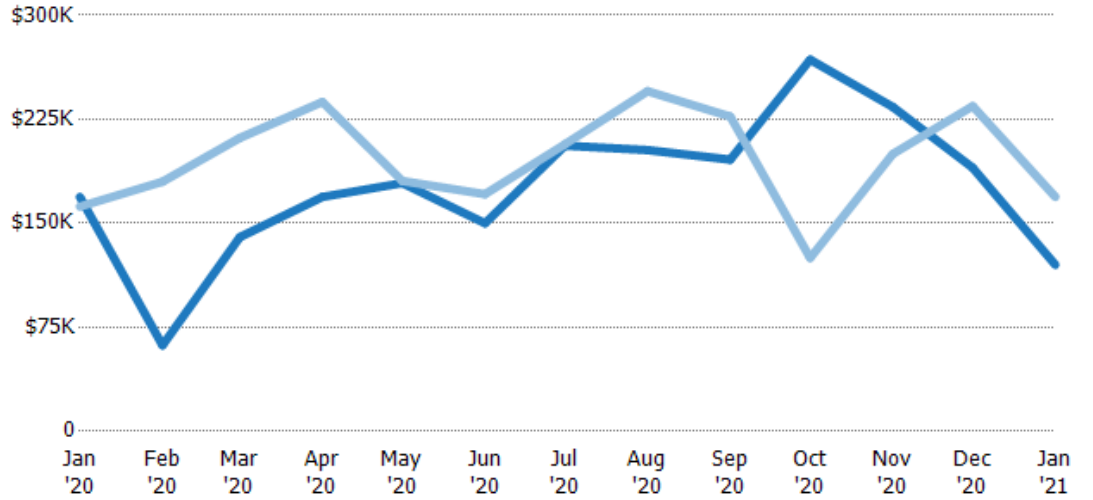
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '21	\$120K	-29%
Jan '20	\$169K	4.3%
Jan '19	\$162K	29.6%



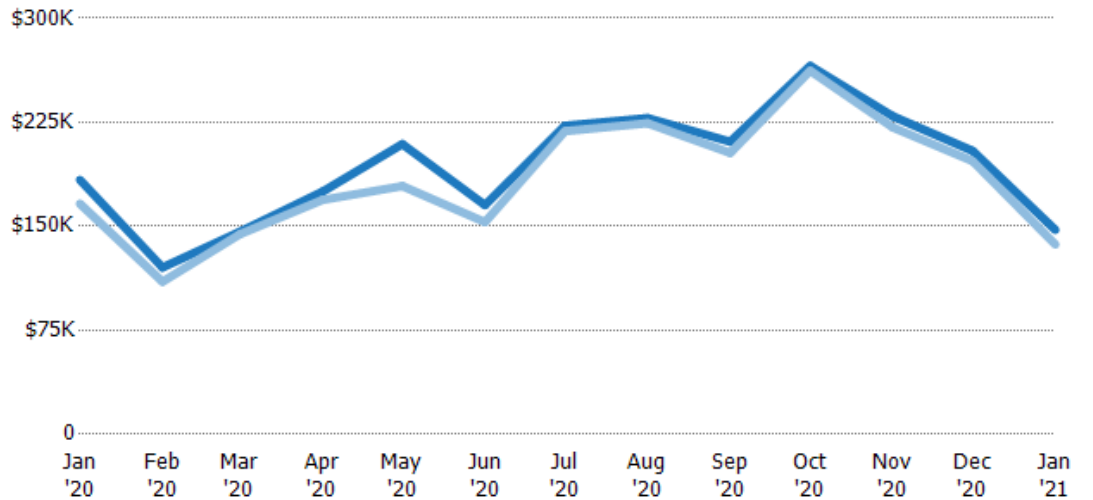
Current Year	\$169K	\$62K	\$140K	\$169K	\$179K	\$150K	\$206K	\$203K	\$196K	\$268K	\$234K	\$190K	\$120K
Prior Year	\$162K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K	\$245K	\$227K	\$125K	\$200K	\$235K	\$169K
Percent Change from Prior Year	4%	-66%	-34%	-29%	-1%	-12%	0%	-17%	-14%	114%	17%	-19%	-29%

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



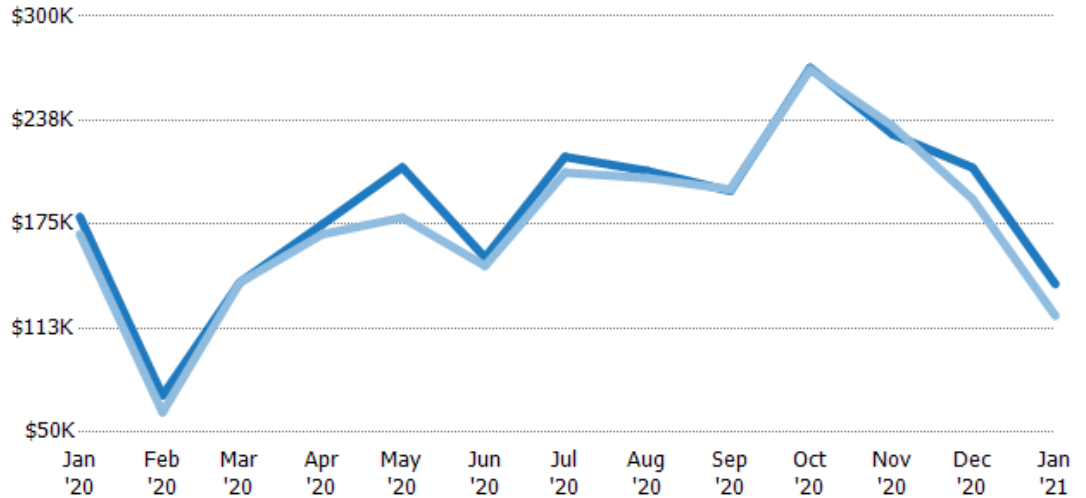
Avg List Price	\$183K	\$120K	\$146K	\$175K	\$209K	\$165K	\$223K	\$228K	\$211K	\$266K	\$229K	\$204K	\$147K
Avg Sales Price	\$166K	\$110K	\$144K	\$169K	\$179K	\$153K	\$219K	\$224K	\$203K	\$262K	\$221K	\$197K	\$137K
Avg Sales Price as a % of Avg List Price	91%	91%	99%	97%	86%	93%	98%	98%	96%	99%	96%	96%	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: East Randolph, VT 05041,  
Randolph, VT 05060, Randolph  
Center, VT 05061  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



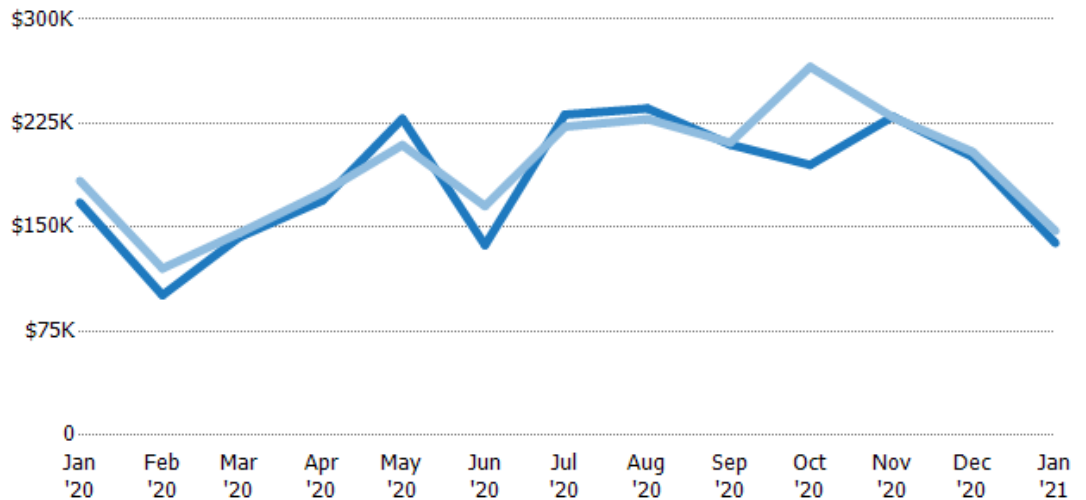
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$179K	\$72K	\$140K	\$175K	\$209K	\$155K	\$216K	\$207K	\$195K	\$269K	\$229K	\$209K	\$139K
Median Sales Price	\$169K	\$62K	\$140K	\$169K	\$179K	\$150K	\$206K	\$203K	\$196K	\$268K	\$234K	\$190K	\$120K
Med Sales Price as a % of Med List Price	94%	86%	100%	97%	86%	97%	96%	98%	100%	100%	102%	91%	86%

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



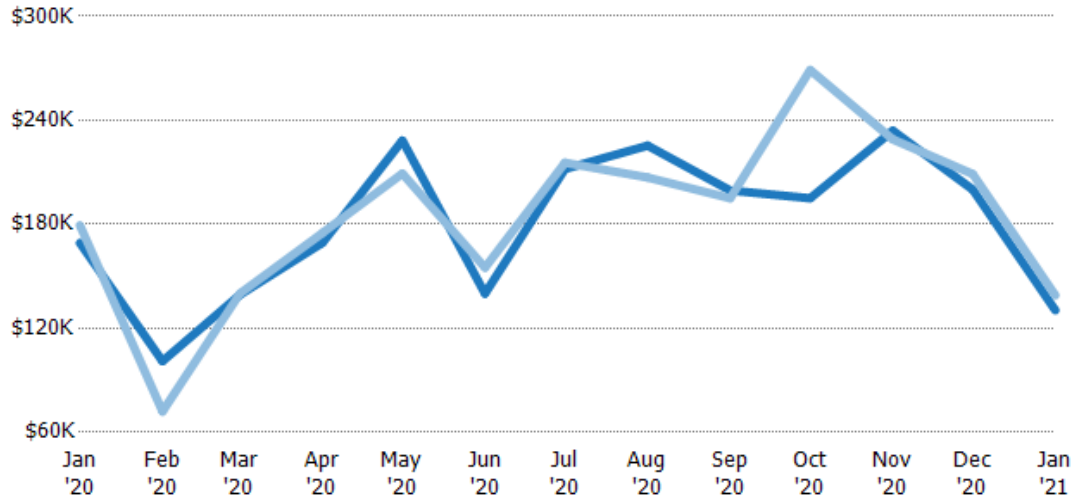
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$168K	\$101K	\$143K	\$169K	\$228K	\$137K	\$231K	\$236K	\$210K	\$195K	\$230K	\$201K	\$139K
Avg Sales Price	\$183K	\$120K	\$146K	\$175K	\$209K	\$165K	\$223K	\$228K	\$211K	\$266K	\$229K	\$204K	\$147K
Avg Sales Price as a % of Avg Est Value	109%	119%	102%	103%	92%	121%	96%	97%	101%	136%	100%	102%	106%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$169K	\$101K	\$139K	\$169K	\$228K	\$140K	\$212K	\$225K	\$200K	\$195K	\$234K	\$200K	\$130K
Median Sales Price	\$179K	\$72K	\$140K	\$175K	\$209K	\$155K	\$216K	\$207K	\$195K	\$269K	\$229K	\$209K	\$139K
Med Sales Price as a % of Med Est Value	106%	71%	101%	103%	92%	111%	102%	92%	98%	138%	98%	105%	107%