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 2017	YTD 2018	+ / -	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
+33.3%	12	16	+33.3%	12	16	New Listing Count
+5.3%	\$4,041,449	\$4,255,900	+5.3%	\$4,041,449	\$4,255,900	New Listing Volume
_	_	68	-	_	68	Active Listing Count
_	_	\$18,735,849	-	_	\$18,735,849	Active Listing Volume
_	_	\$275,527	-	_	\$275,527	Average Listing Price
_	_	\$214,500	-	_	\$214,500	Median Listing Price
_	_	91.5	-	_	91.5	Median Daysin RPR
_	11.3	_	-	_	_	Months of Inventory
_	8.82%	_	-	_	_	Absorption Rate
	••••	• • • • • • • • • • • • • • • • • • • •				Sales Activity Charts Metrics
+_	11	11	+_	11	11	New Pending Sales Count
-18.7%	\$2,543,900	\$2,067,700	-18.7%	\$2,543,900	\$2,067,700	New Pending Sales Volume
_	_	16	-	_	16	Pending Sales Count
_	_	\$3,625,280	-	_	\$3,625,280	Pending Sales Volume
+-	5	5	+_	5	5	Cloæd Sales Count
+4.5%	\$1,147,000	\$1,199,000	+4.5%	\$1,147,000	\$1,199,000	Closed Sales Volume
+4.5%	\$229,400	\$239,800	+4.5%	\$229,400	\$239,800	Average Sales Price
+47.7%	\$141,500	\$209,000	+47.7%	\$141,500	\$209,000	Median Sales Price



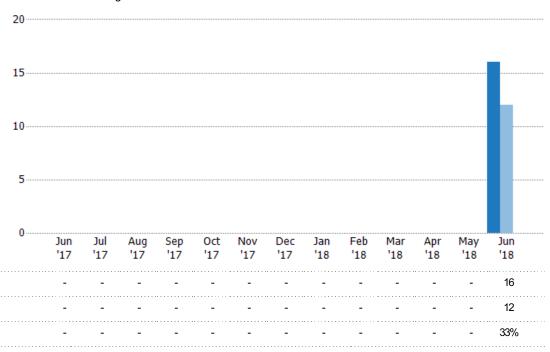




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

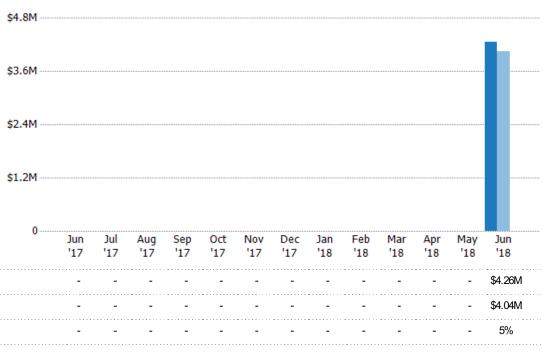
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome 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



Current Year

Percent Change from Prior Year

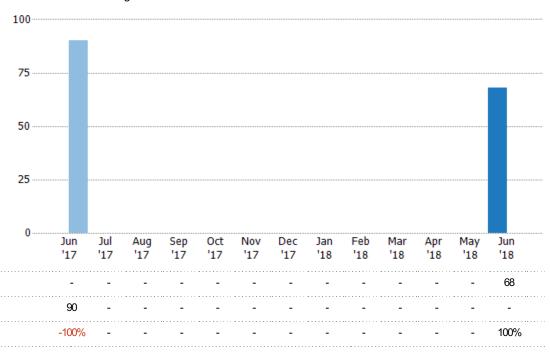




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

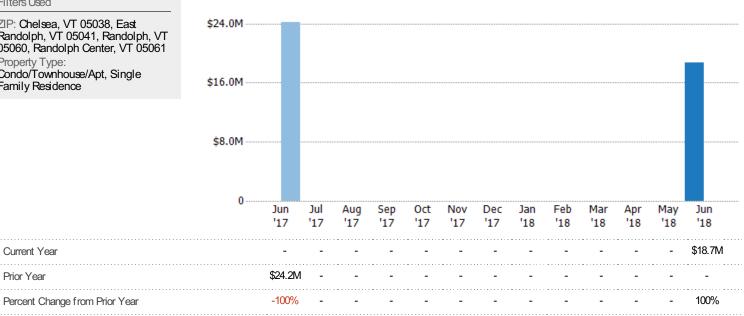
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.







17% 33% 50% 67% 83% 100%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

3 0.	¢300K												
Filters Used	φουικ												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$276K

-100% -83% -67% -50% -33% -17%

Median Listing Price

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$300K

\$268K

Filte	ers Used
Ran	Chelsea, VT 05038, East dolph, VT 05041, Randolph, VT 60, Randolph Center, VT 05061
Con	oerty Type: do/Townhouse/Apt, Single nily Residence

225K												**********
\$150K												
\$75K												•••••
0												
0 Jun '17							Jan '18					
Jun			Sep '17	0ct '17	Nov '17	Dec '17 -	Jan '18	Feb '18	Mar '18 -			
Jun	Jul '17 -	Aug '17	Sep '17 -	Oct '17	Nov '17	Dec '17		Feb '18	Mar '18 -	Apr '18	May '18	Jun '18 \$215K



Current Year
Prior Year

Percent Change from Prior Year



83% 100%



Market Data Report

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.

Prior Year	112	_	_	_	_	_	_	_	_	_	_	_	_
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	91.5
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jui
	0												
	50												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061	150												
Filters Used													
	200												

-100% -83% -67% -50% -33% -17%

Months of Inventory

Percent Change from Prior Year

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

50

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

88	 			 						
25	 			 						
_										
.3				 						
٥										
0				 	Jan '18	Feb '18		Apr	May	
0		Sep '17	0ct '17	 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	 Jun



Current Year
Prior Year

Percent Change from Prior Year



50%

67%

83% 100%

-100% -83% -67% -50% -33% -17%



5%

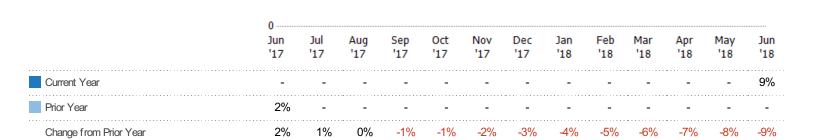
Absorption Rate

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

)%	



Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold 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

6.00												
4.50												
3.00												
1.50												
_		Aug										_
'17	'17	Aug '17										Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	5



Sold





Current Year

PriorExtra Year

Prior Year

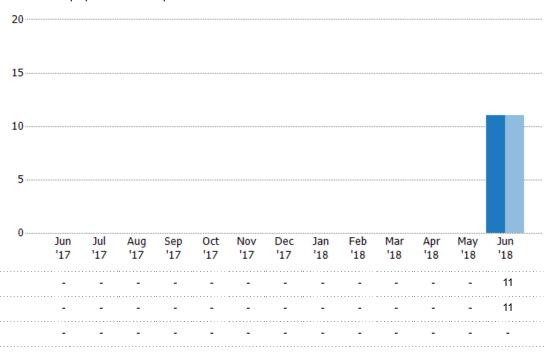
Filters Used

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





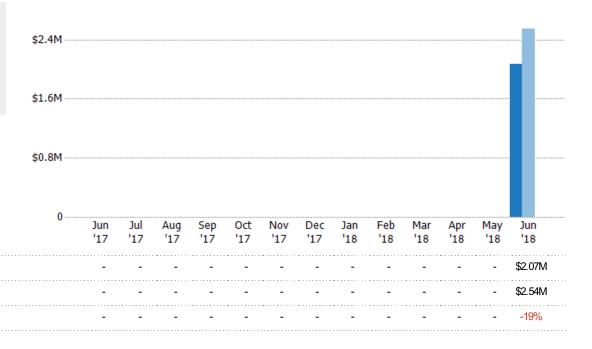
New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers 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

Percent Change from Prior Year

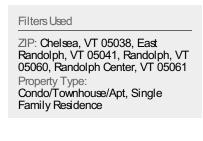


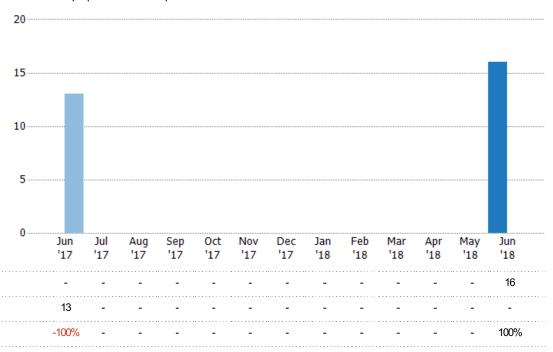
Current Year



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

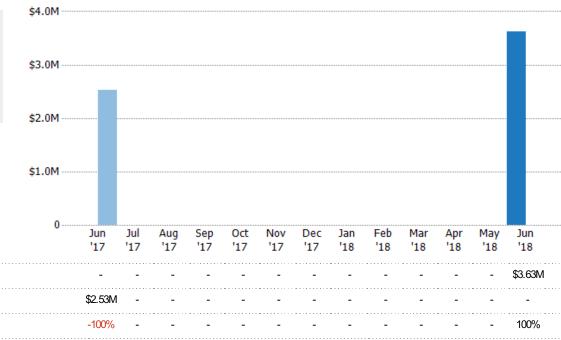
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year

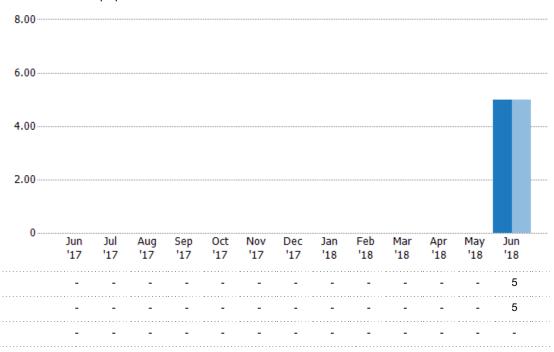




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

Current Year

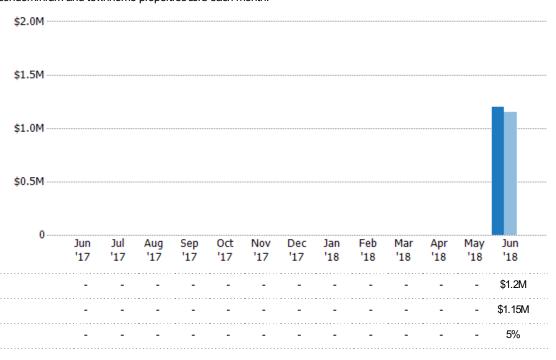
PriorExtra Year

Prior Year

The sum of the sales price of single-family, condominium and townhome 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

Percent Change from Prior Year



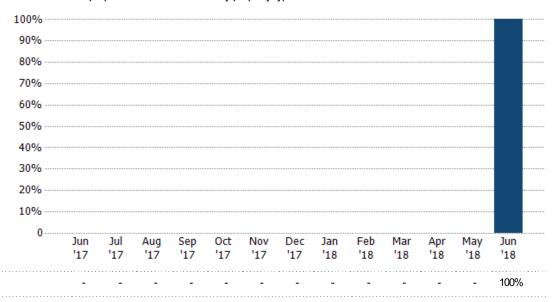


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

Current Year
Prior Year

Percent Change from 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

)K	 										
5Κ											
0							Eab		A		7
Jun		Sep	0ct	Nov	Dec	Jan '10	110	Mar '10	Apr	May	Jui
	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	'18	'18	'18		'1
Jun		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	'18	118 -	'18		
un		Sep '17 -	0ct '17 -	-	Dec '17	-	'18	-	'18		







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$300K
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$225K
Family Residence	\$150K
	\$75K

	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$209K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$142K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	48%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price 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 Family Residence

0 Jun '17	Aug '17		Dec '17	Feb '18	Mar '18	Apr '18	
Jun							
\$75K		 	 	 			
\$150K	 	 	 	 			
\$225K	 	 	 				
\$225K	 	 	 				

	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%



100%



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.

\$300K

\$75K

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

\$225K
\$150K

0... Aug Nov Dec Apr May Jun '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 '18 \$209K \$209K

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.

\$300K

Filters Used

Avg Est Value

Avg Sales Price

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

225K							
5223K							
3150K	 	 	 	 	 		
\$75K	 	 	 	 	 		
0	 	 	 	 	 		
Jun						May	 Jun
	Aug '17						
Jun						May	Jun
Jun						May	Jun '18





104%



Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

25K		 	 	 	 			
50K								
JUK								
75K		 	 	 	 			
75K			 	 	 			
75K			 					•••••
	Jul	 				Apr	May	



