

Summary of Key Listing and Sales Metrics

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

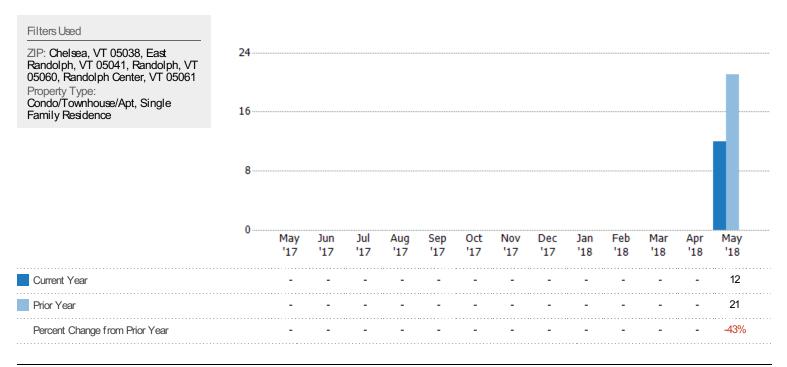
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-42.9%	21	12	-42.9%	21	12	New Listing Count
-47.6%	\$6,511,500	\$3,412,500	-47.6%	\$6,511,500	\$3,412,500	New Listing Volume
-26.4%	72	53	-26.4%	72	53	Active Listing Count
-26.7%	\$18,229,300	\$13,362,549	-26.7%	\$18,229,300	\$13,362,549	Active Listing Volume
-0.4%	\$253,185	\$252,124	-0.4%	\$253,185	\$252,124	Average Listing Price
-0.5%	\$211,000	\$210,000	-0.5%	\$211,000	\$210,000	Median Listing Price
+35.2%	91	123	+35.2%	91	123	Median Days in RPR
-26.4%	12	8.8	-	_	_	Months of Inventory
+3%	8.33%	11.32%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-37.5%	8	5	-37.5%	8	5	New Pending Sales Count
+1.9%	\$1,563,380	\$1,593,000	+1.9%	\$1,563,380	\$1,593,000	New Pending Sales Volume
+9.1%	11	12	+9.1%	11	12	Pending Sales Count
+22.4%	\$2,582,380	\$3,160,800	+22.4%	\$2,582,380	\$3,160,800	Pending Sales Volume
-33.3%	6	4	-33.3%	6	4	Cloæd Sales Count
-23.1%	\$951,101	\$731,500	-23.1%	\$951,101	\$731,500	Cloæd Sales Volume
+15.4%	\$158,517	\$182,875	+15.4%	\$158,517	\$182,875	Average Sales Price
+25%	\$177,750	\$222,250	+25%	\$177,750	\$222,250	Median Sales Price





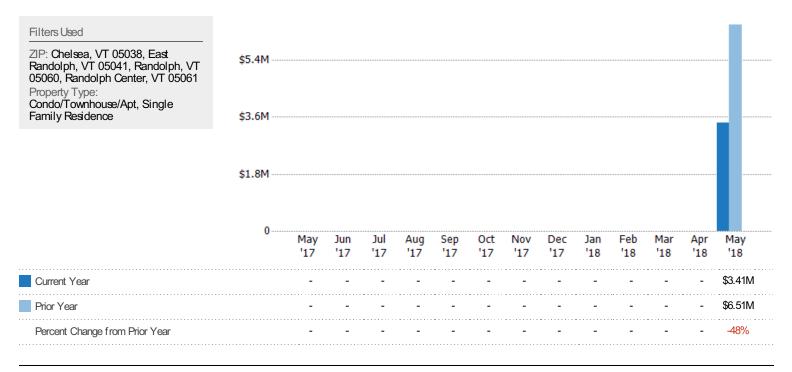
New Listings

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



New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.



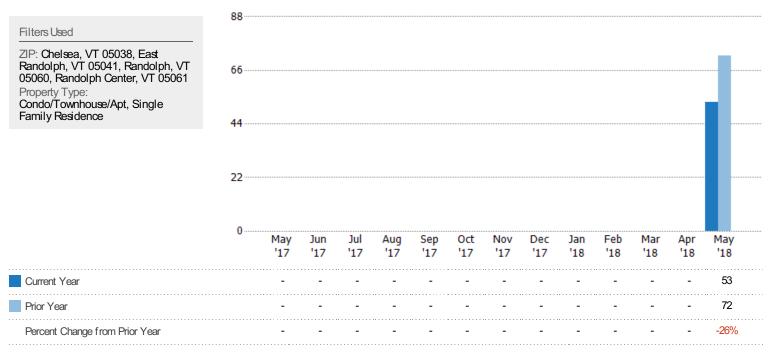
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Active Listings

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



Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$18.2M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.4M
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$8.0M													
Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT	\$24.0M													



Average Listing Price

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

	\$300K ······												
Filters Used													
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 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Median Listing Price

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

													0%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	475V												
05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Bandolph Contro VT 05061	\$225K ······												
Filters Used													





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.

	\$300K ······												
Filters Used													
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												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan	Feb	Mar	Apr '18	May
	17	17	.17	.17	.17	.17	17	17	'18	'18	'18	.18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Listing Price	_	-	-	_	_	_	_	-	-	-	_		
													\$252K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$252K 101%

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.

	\$300K ······												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
-	\$130K												
	\$75K												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$212K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%





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.

	200												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence													
	100												
	50												
	0												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year				Aug '17	Sep '17								
Current Year Prior Year				Aug '17 -	Sep '17 -								'18
				Aug '17 -	Sep '17 - -								'18 123

Months of Inventory

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

Filters Used	30												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	23												
Family Residence	15												
	8 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.83
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%





Absorption Rate

The percentage of inventory sold per month.

	15%												
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	10%												
	5%												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	15												
	0												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Active				Aug '17 -	Sep '17 -	0ct '17 -							
Active Pending				Aug '17 -	Sep '17 -	Oct '17 -							'18





New Pending Sales

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

	8.80													
Filters Used ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	6.60													
Family Residence	4.40													
	2.20													
		May	Jun		Aug	Sep		Nov	Dec	Jan	Feb	Mar	Apr	May
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%
Prior Year	0	May '17 - -	Jun '17 - -	Jul '17 - -	Aug '17 - -	Sep '17 - -	Oct '17 - -	Nov '17 - -	Dec '17 - -	Jan '18 - -	Feb '18 - -		Apr '18 - -	'18 5 8

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.

Filters Used	\$2.0M ······													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
Fairing Residence	\$1.0M ······													
	\$0.5M													
	0	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.59M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.56M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%



Pending Sales

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

	20													
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	15													
	5													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9%

Pending Sales Volume

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.

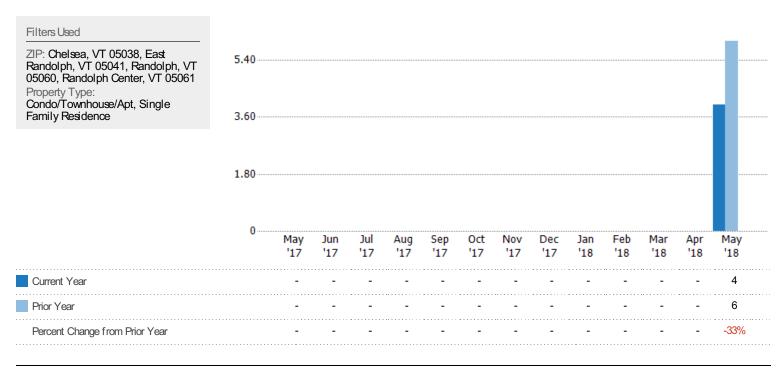
Filters Used	\$4.0M													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type: Condo/Townhouse/Apt, Single	\$3.0M													
Family Residence	\$2.0M													
	\$1.0M													
	0	May '17	Jun '17	Jul '17	Aug	Sep '17	Oct	Nov 17	Dec '17	Jan	Feb	Mar	Apr	May
		17	17	17	'17	17	'17	.17	17	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.16M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.58M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	22%





Closed Sales

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



Closed Sales Volume

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

Filters Used	\$1,000K													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$750K													
Condo/Townhouse/Apt, Single Family Residence	\$500K													
	\$250K													
	0		-		-	_				_			-	
		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$732K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$951K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%



Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT	80%														
05060, Randolph Center, VT 05061	70%														
Property Type: Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		May	Jun	Jul		Sep			Dec				Apr	May	
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

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

	\$200K ······												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May

	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%





Median Sales Price

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

	\$300K ······												
Filters Used													
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 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%

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	\$200K												
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$192K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





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 ······												
Filters Used													
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												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
		17	17	17	17	17		1/	10	10	10	10	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%

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.

	0		2.1	A		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	'18	'18	'18
Avg Est Value				4ug '17									
Avg Est Value Avg Sales Price				4ug '17									'18





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.

	\$300K ······												
Filters Used													
ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%

