

## 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 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	2	+/-	73	64	+14.1%
New Listing Volume	\$823,000	\$574,000	+43.4%	\$55,409,814	\$47,580,900	+16.5%
Active Listing Count	21	29	-27.6%	N/A	N/A	
Active Listing Volume	\$22,193,215	\$32,097,650	-30.9%	N/A	N/A	
Average Listing Price	\$1,056,820	\$1,106,816	-4.5%	\$1,101,751	\$974,402	+13.1%
Median Listing Price	\$849,000	\$695,000	+22.2%	\$784,893	\$621,712	+26.2%
Median Days in RPR	161	218	-26.1%	118.58	151.56	-21.8%
Months of Inventory	4.2	7.3	-42.1%	21	14.5	+44.8%
Absorption Rate	23.81%	13.79%	+10%	4.76%	6.9%	-2.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	-	1	-	50	39	+28.2%
New Pending Sales Volume	-	\$305,000	-	\$32,743,599	\$24,782,890	+32.1%
Pending Sales Count	6	2	+200%	N/A	N/A	
Pending Sales Volume	\$4,915,000	\$870,000	+464.9%	N/A	N/A	
Closed Sales Count	1	1	+/-	44	36	+22.2%
Closed Sales Volume	\$494,500	\$451,000	+9.6%	\$26,112,999	\$19,940,400	+31%
Average Sales Price	\$494,500	\$451,000	+9.6%	\$593,477	\$553,900	+7.1%
Median Sales Price	\$494,500	\$451,000	+9.6%	\$542,955	\$480,444	+13%

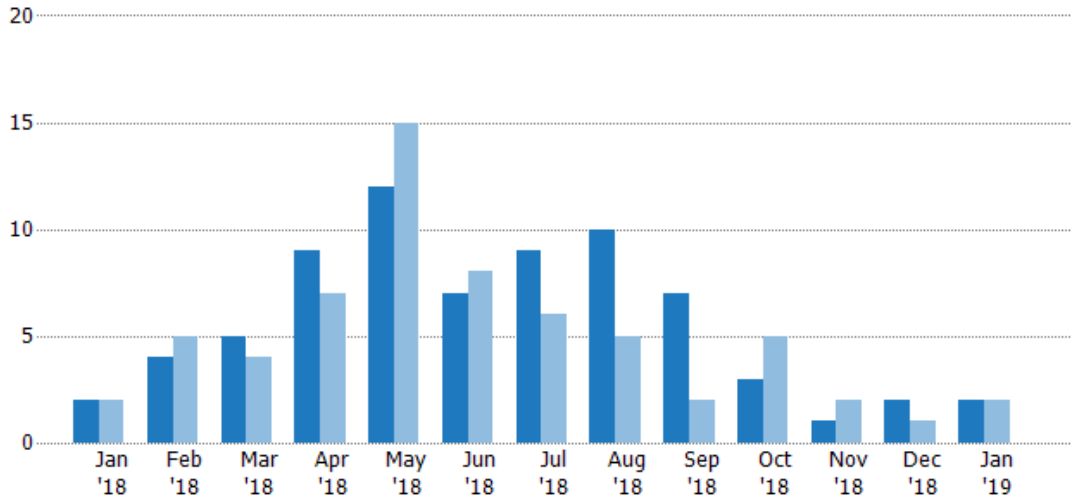
## New Listings

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Jan '19	2	0%
Jan '18	2	0%
Jan '17	2	-50%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	2	4	5	9	12	7	9	10	7	3	1	2	2
Prior Year	2	5	4	7	15	8	6	5	2	5	2	1	2
Percent Change from Prior Year	0%	-20%	25%	29%	-20%	-13%	50%	100%	250%	-40%	-50%	100%	0%

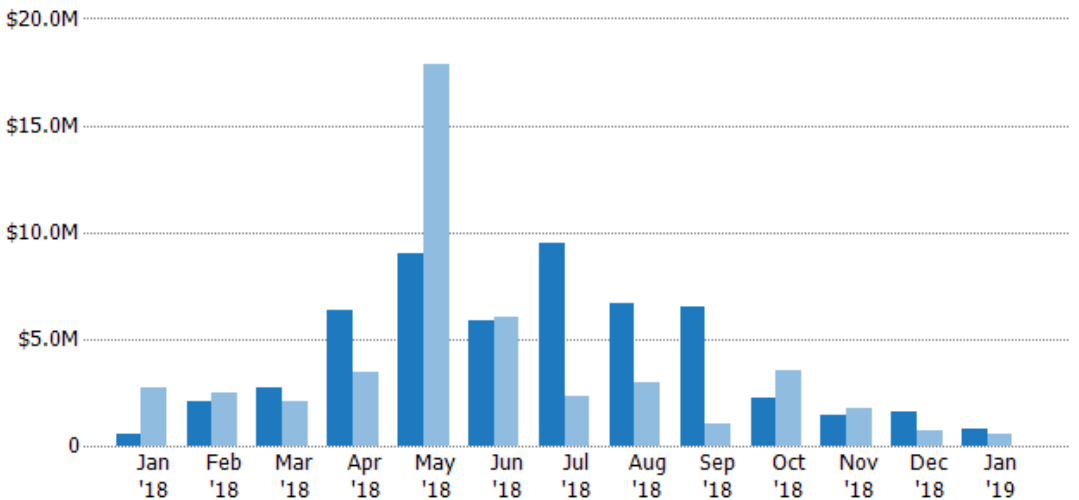
## New Listing Volume

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$823K	43.4%
Jan '18	\$574K	-78.9%
Jan '17	\$2.73M	-75.4%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$574K	\$2.05M	\$2.73M	\$6.31M	\$9.04M	\$5.88M	\$9.46M	\$6.7M	\$6.53M	\$2.25M	\$1.45M	\$1.64M	\$823K
Prior Year	\$2.73M	\$2.49M	\$2.12M	\$3.46M	\$17.9M	\$6M	\$2.32M	\$2.99M	\$1.04M	\$3.52M	\$1.79M	\$695K	\$574K
Percent Change from Prior Year	-79%	-18%	29%	82%	-49%	-2%	307%	124%	531%	-36%	-19%	135%	43%

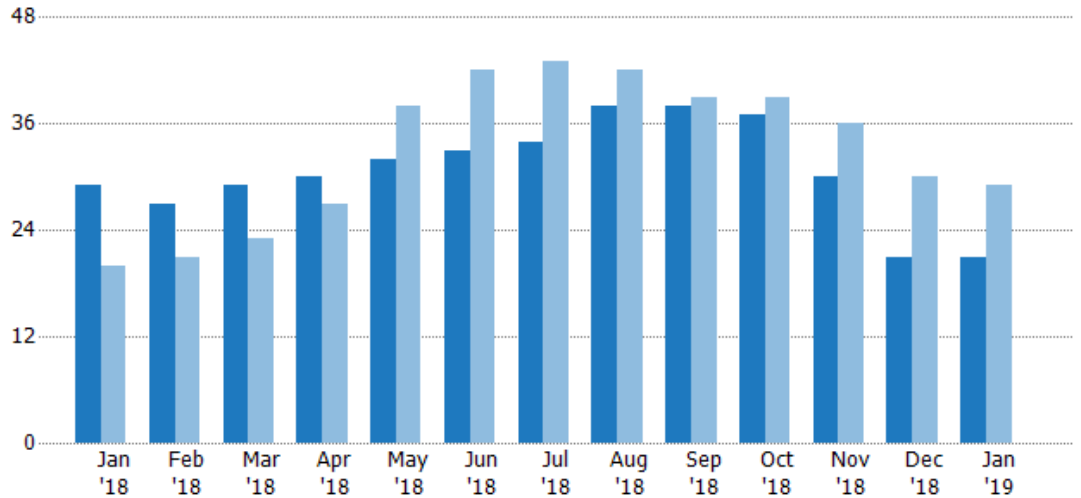
## Active Listings

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	21	-27.6%
Jan '18	29	45%
Jan '17	20	40%



Current Year	29	27	29	30	32	33	34	38	38	37	30	21	21
Prior Year	20	21	23	27	38	42	43	42	39	39	36	30	29
Percent Change from Prior Year	45%	29%	26%	11%	-16%	-21%	-21%	-10%	-3%	-5%	-17%	-30%	-28%

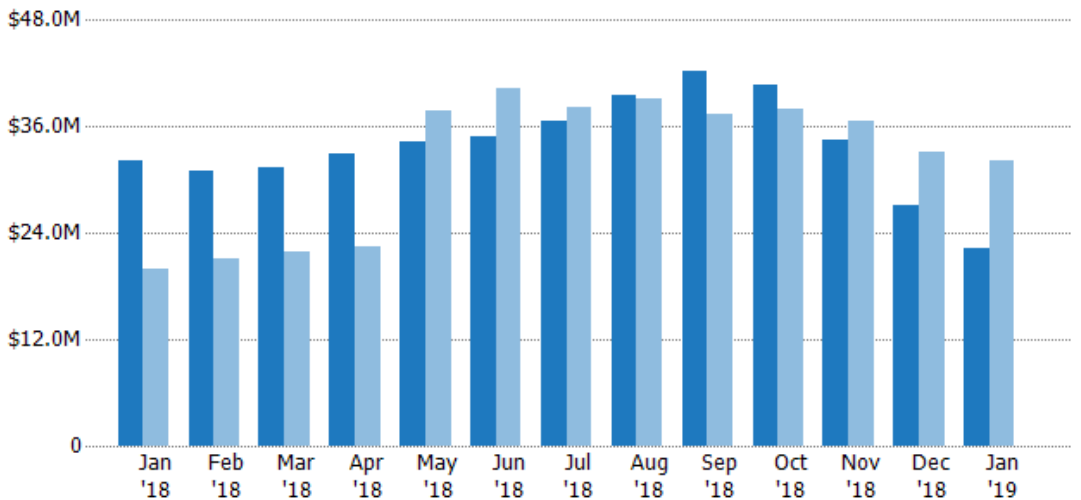
## Active Listing Volume

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$22.2M	-30.9%
Jan '18	\$32.1M	60.4%
Jan '17	\$20M	24.7%



Current Year	\$32.1M	\$31.1M	\$31.3M	\$33M	\$34.2M	\$34.9M	\$36.6M	\$39.4M	\$42.3M	\$40.7M	\$34.5M	\$27.2M	\$22.2M
Prior Year	\$20M	\$21.2M	\$21.9M	\$22.4M	\$37.7M	\$40.3M	\$38.1M	\$39.1M	\$37.4M	\$38M	\$36.7M	\$33.2M	\$32.1M
Percent Change from Prior Year	60%	47%	43%	47%	-9%	-13%	-4%	1%	13%	7%	-6%	-18%	-31%

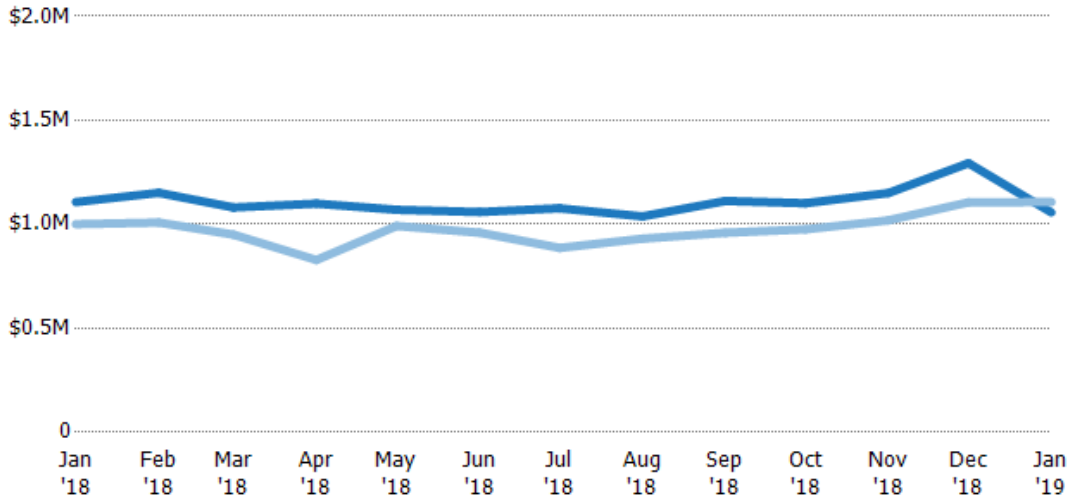
## Average Listing Price

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$1.06M	-4.5%
Jan '18	\$1.11M	10.6%
Jan '17	\$1M	-10.9%



Current Year	\$1.11M	\$1.15M	\$1.08M	\$1.1M	\$1.07M	\$1.06M	\$1.08M	\$1.04M	\$1.11M	\$1.1M	\$1.15M	\$1.29M	\$1.06M
Prior Year	\$1M	\$1.01M	\$950K	\$828K	\$992K	\$960K	\$886K	\$931K	\$959K	\$976K	\$1.02M	\$1.11M	\$1.11M
Percent Change from Prior Year	11%	14%	14%	33%	8%	10%	21%	11%	16%	13%	13%	17%	-5%

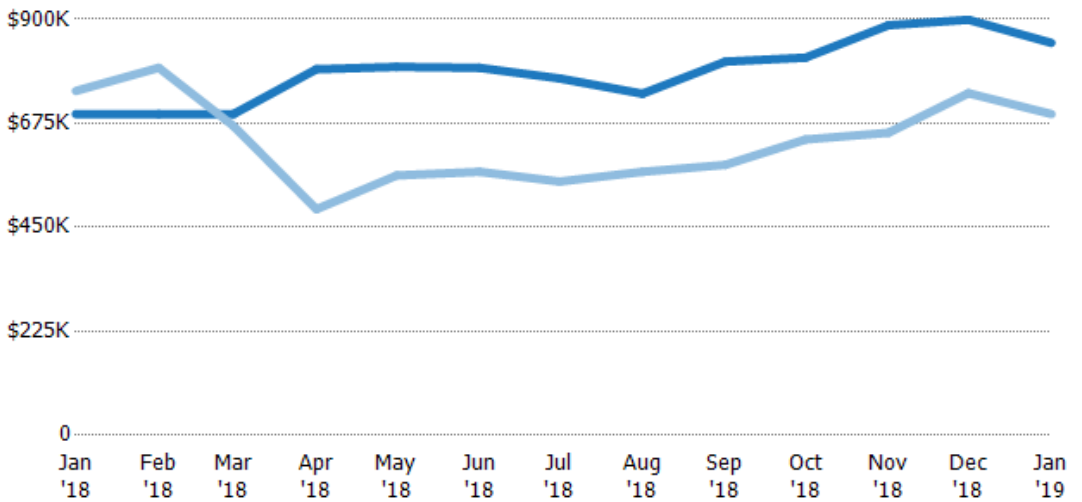
## Median Listing Price

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$849K	22.2%
Jan '18	\$695K	-6.7%
Jan '17	\$745K	-13.2%



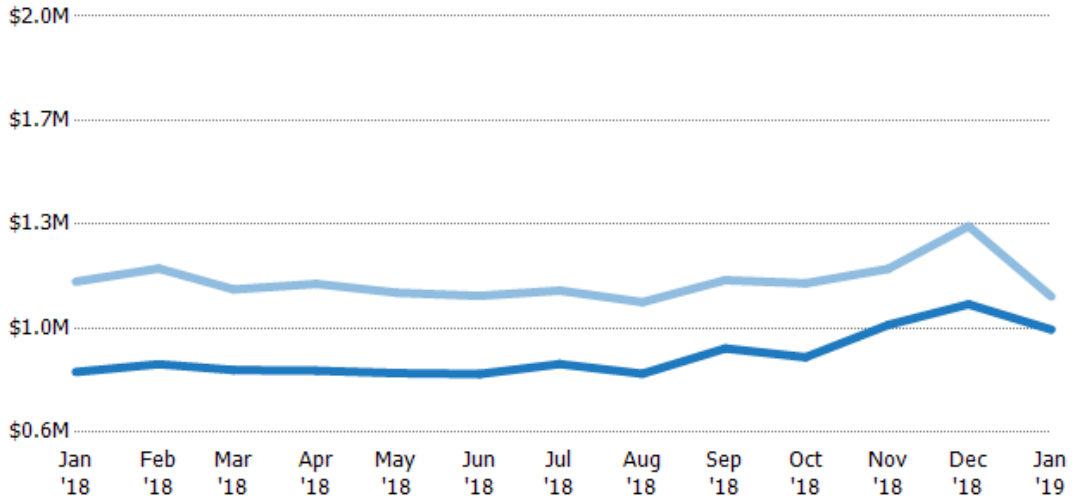
Current Year	\$695K	\$695K	\$695K	\$792K	\$797K	\$795K	\$772K	\$739K	\$808K	\$817K	\$887K	\$899K	\$849K
Prior Year	\$745K	\$795K	\$669K	\$489K	\$562K	\$570K	\$549K	\$570K	\$585K	\$640K	\$654K	\$740K	\$695K
Percent Change from Prior Year	-7%	-13%	4%	62%	42%	39%	41%	30%	38%	28%	36%	21%	22%

## 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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



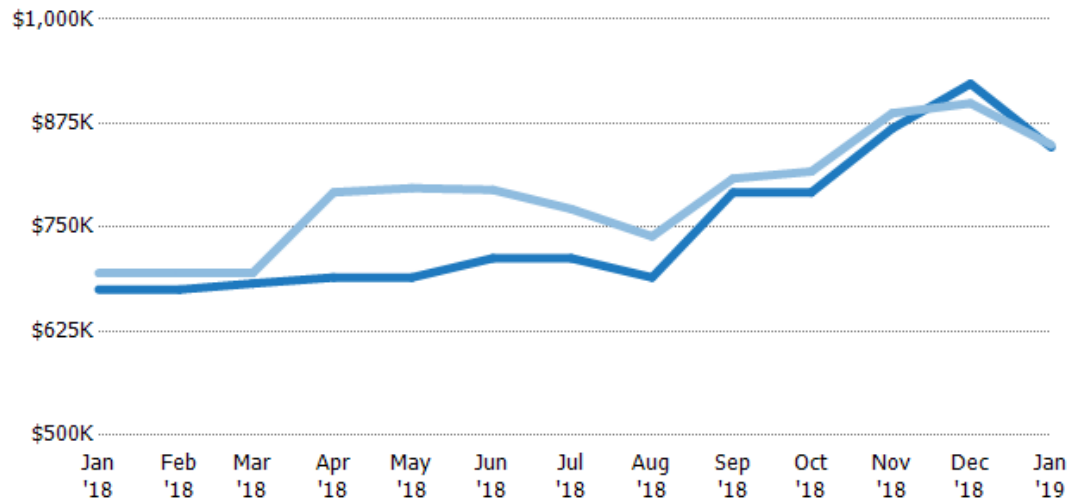
Avg Est Value	\$803K	\$829K	\$809K	\$807K	\$799K	\$796K	\$829K	\$797K	\$882K	\$853K	\$961K	\$1.03M	\$945K
Avg Listing Price	\$1.11M	\$1.15M	\$1.08M	\$1.1M	\$1.07M	\$1.06M	\$1.08M	\$1.04M	\$1.11M	\$1.1M	\$1.15M	\$1.29M	\$1.06M
Avg Listing Price as a % of Avg Est Value	138%	139%	134%	136%	134%	133%	130%	130%	126%	129%	120%	126%	112%

## 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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Median Est Value	\$675K	\$675K	\$682K	\$690K	\$690K	\$713K	\$713K	\$690K	\$792K	\$792K	\$869K	\$923K	\$846K
Median Listing Price	\$695K	\$695K	\$695K	\$792K	\$797K	\$795K	\$772K	\$739K	\$808K	\$817K	\$887K	\$899K	\$849K
Med Listing Price as a % of Med Est Value	103%	103%	102%	115%	116%	112%	108%	107%	102%	103%	102%	97%	100%

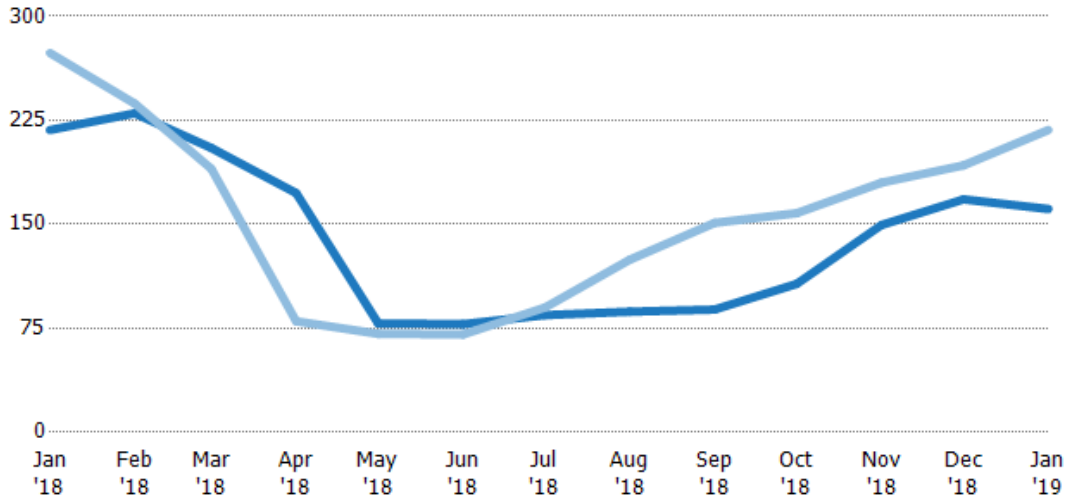
## Median Days in RPR

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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Days	% Chg.
Jan '19	161	-26.1%
Jan '18	218	-20.3%
Jan '17	274	-29.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	218	230	205	173	78.5	78	84.5	87	88.5	107	150	168	161
Prior Year	274	237	190	80	71	70.5	90	125	151	158	180	193	218
Percent Change from Prior Year	-20%	-3%	8%	116%	11%	11%	-6%	-30%	-41%	-32%	-17%	-13%	-26%

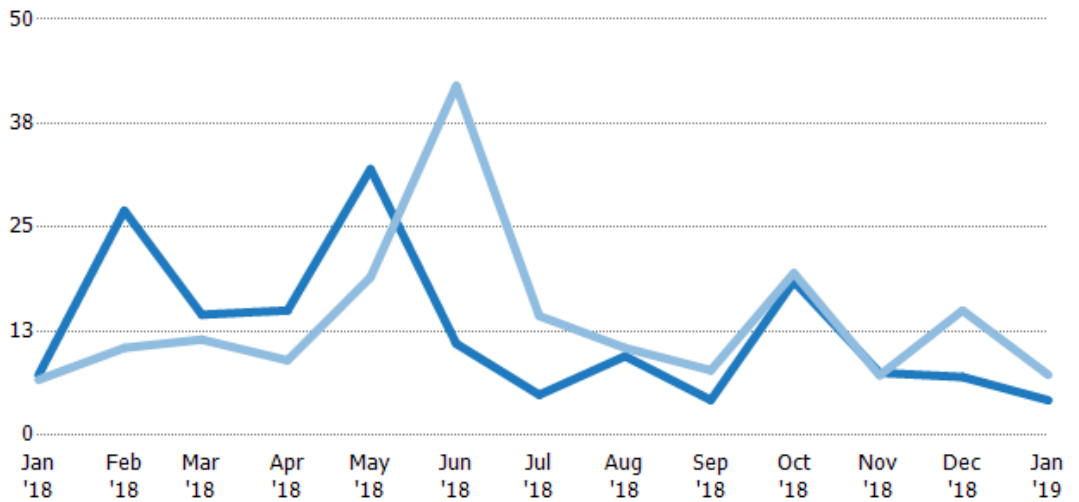
## Months of Inventory

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Months	% Chg.
Jan '19	4.2	-42.1%
Jan '18	7.25	8.8%
Jan '17	6.67	110%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	7.25	27	14.5	15	32	11	4.86	9.5	4.22	18.5	7.5	7	4.2
Prior Year	6.67	10.5	11.5	9	19	42	14.3	10.5	7.8	19.5	7.2	15	7.25
Percent Change from Prior Year	9%	157%	26%	67%	68%	-74%	-66%	-10%	-46%	-5%	4%	-53%	-42%

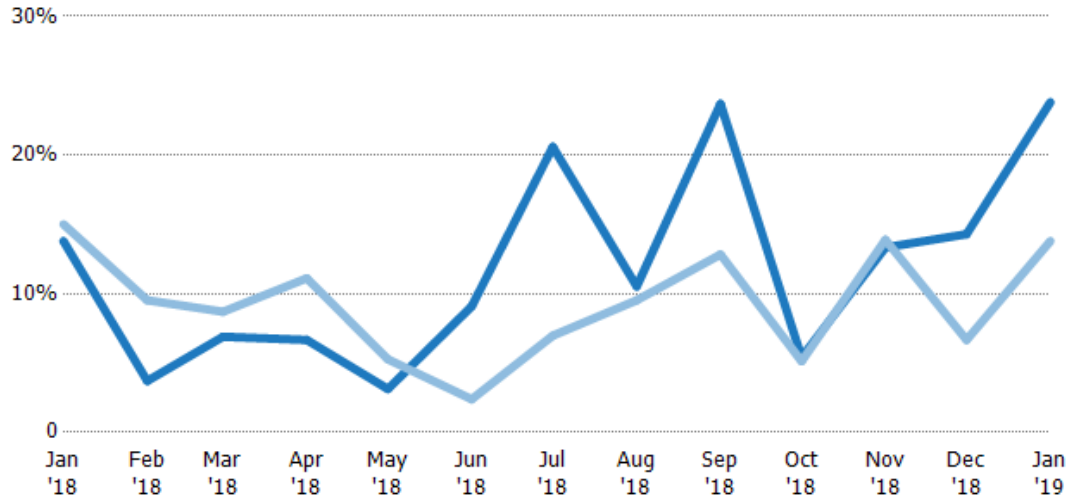
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Rate	Chg.
Jan '19	24%	-10%
Jan '18	14%	1.2%
Jan '17	15%	-52.4%



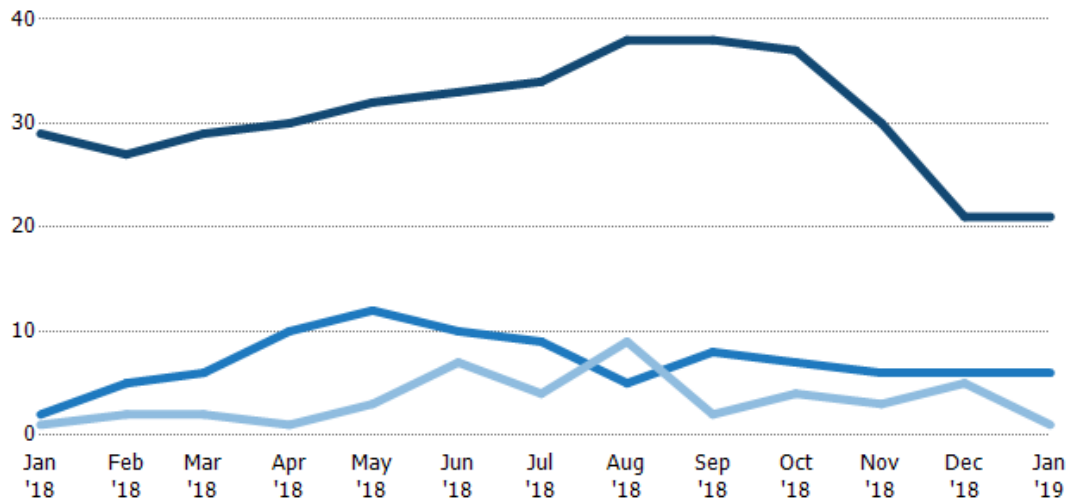
Current Year	14%	4%	7%	7%	3%	9%	21%	11%	24%	5%	13%	14%	24%
Prior Year	15%	10%	9%	11%	5%	2%	7%	10%	13%	5%	14%	7%	14%
Change from Prior Year	1%	6%	2%	4%	2%	-7%	-14%	-1%	-11%	0%	1%	-8%	-10%

## Active/Pending/Sold Units

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



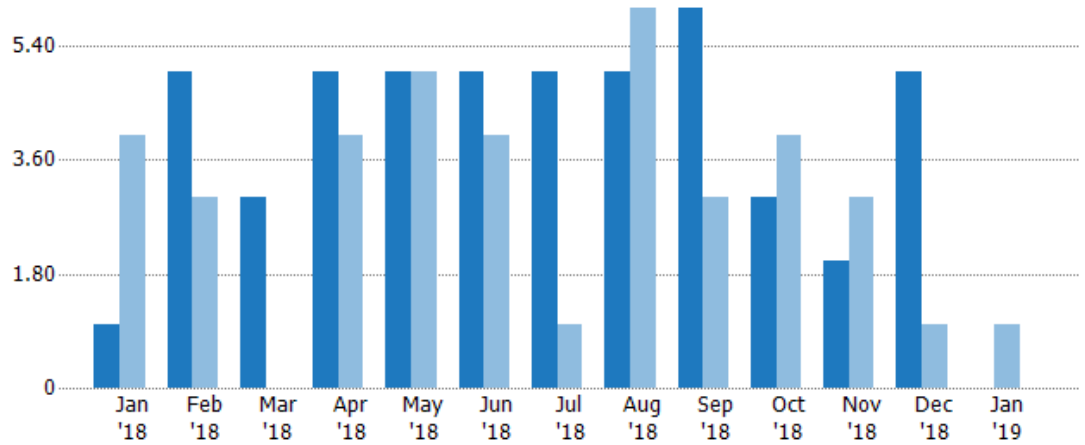
Active	29	27	29	30	32	33	34	38	38	37	30	21	21
Pending	2	5	6	10	12	10	9	5	8	7	6	6	6
Sold	1	2	2	1	3	7	4	9	2	4	3	5	1

## New Pending Sales

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



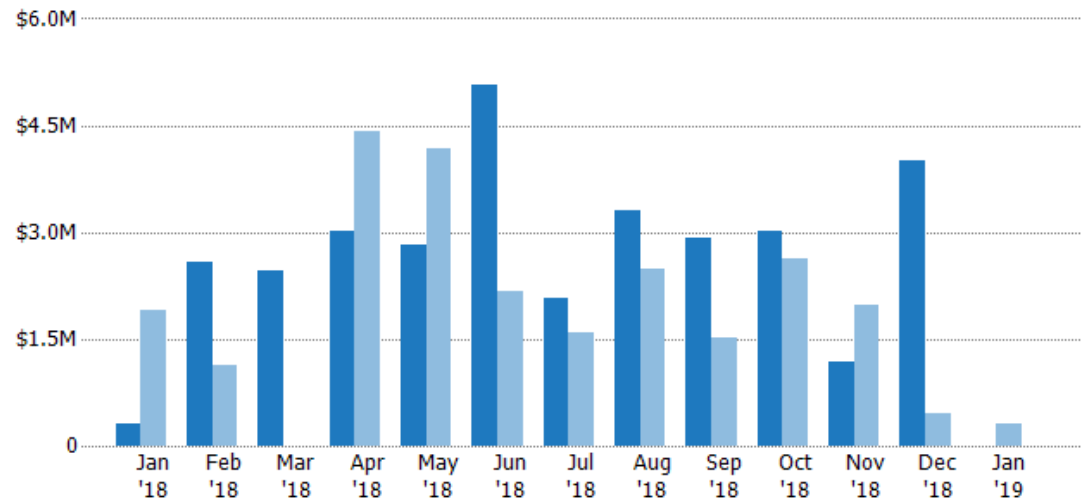
Current Year	1	5	3	5	5	5	5	5	6	3	2	5	-
Prior Year	4	3	-	4	5	4	1	6	3	4	3	1	1
Percent Change from Prior Year	-75%	67%	100%	25%	0%	25%	400%	-17%	100%	-25%	-33%	400%	-100%

## New Pending Sales Volume

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Current Year	\$305K	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.92M	\$3.01M	\$1.17M	\$4.02M	-
Prior Year	\$1.91M	\$1.13M	-	\$4.42M	\$4.16M	\$2.18M	\$1.6M	\$2.49M	\$1.51M	\$2.64M	\$1.98M	\$450K	\$305K
Percent Change from Prior Year	-84%	127%	100%	-32%	-32%	133%	29%	33%	93%	14%	-41%	792%	-100%



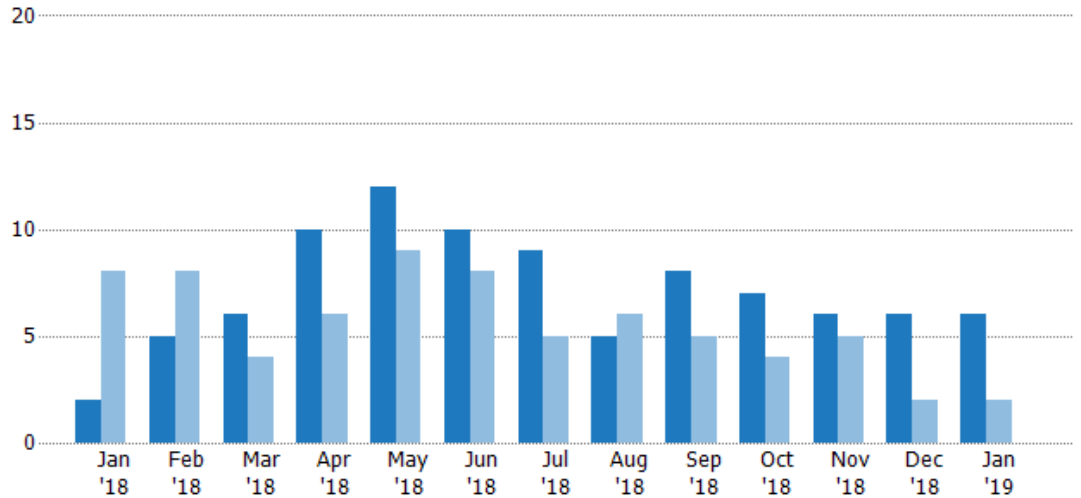
## Pending Sales

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Jan '19	6	200%
Jan '18	2	-75%
Jan '17	8	-62.5%



Current Year	2	5	6	10	12	10	9	5	8	7	6	6	6
Prior Year	8	8	4	6	9	8	5	6	5	4	5	2	2
Percent Change from Prior Year	-75%	-38%	50%	67%	33%	25%	80%	-17%	60%	75%	20%	200%	200%

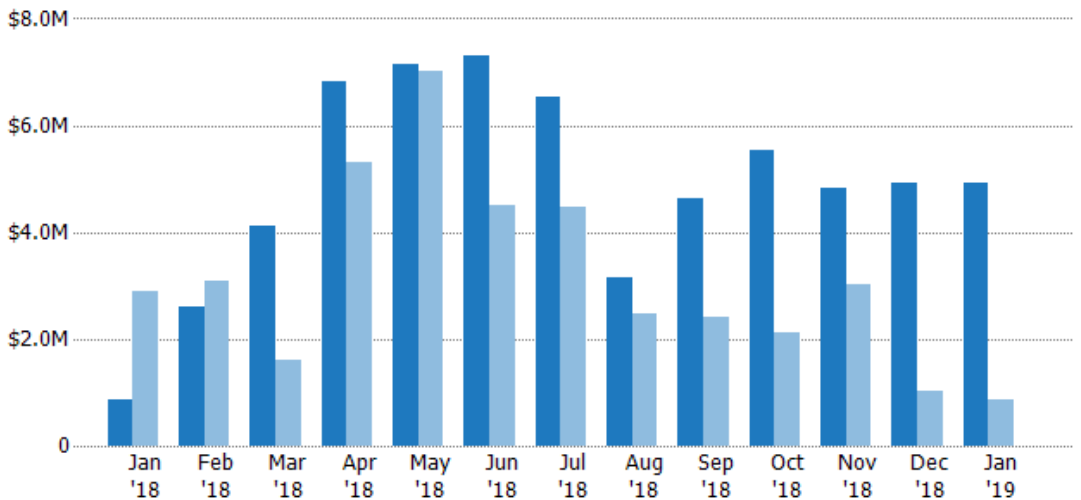
## Pending Sales Volume

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$4.92M	464.9%
Jan '18	\$870K	-70%
Jan '17	\$2.9M	-54.1%



Current Year	\$870K	\$2.61M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$5.55M	\$4.82M	\$4.92M	\$4.92M
Prior Year	\$2.9M	\$3.07M	\$1.61M	\$5.31M	\$7M	\$4.49M	\$4.47M	\$2.48M	\$2.4M	\$2.11M	\$3.02M	\$1.02M	\$870K
Percent Change from Prior Year	-70%	-15%	155%	28%	2%	63%	46%	27%	92%	163%	59%	384%	465%

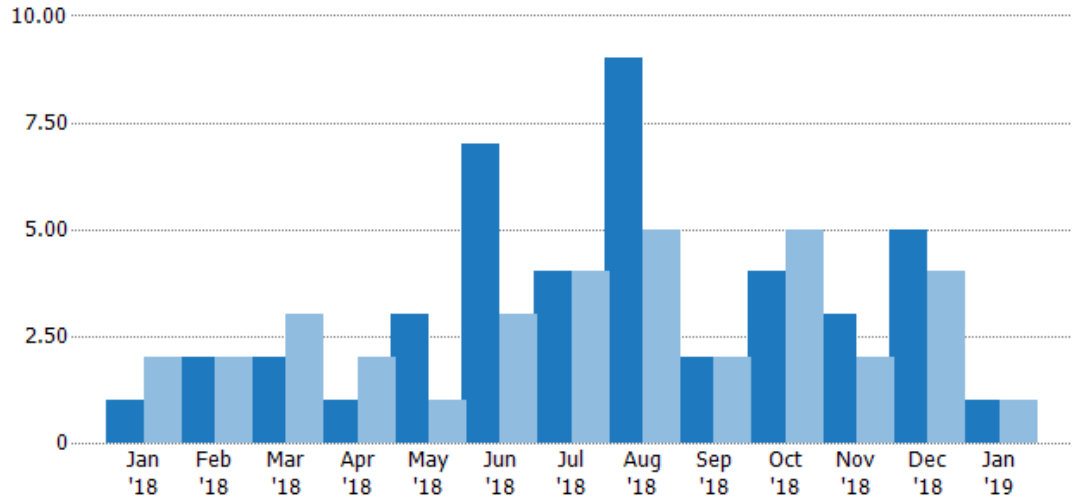
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	1	0%
Jan '18	1	-50%
Jan '17	2	



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	1	2	2	1	3	7	4	9	2	4	3	5	1
Prior Year	2	2	3	2	1	3	4	5	2	5	2	4	1
Percent Change from Prior Year	-50%	0%	-33%	-50%	200%	133%	0%	80%	0%	-20%	50%	25%	0%

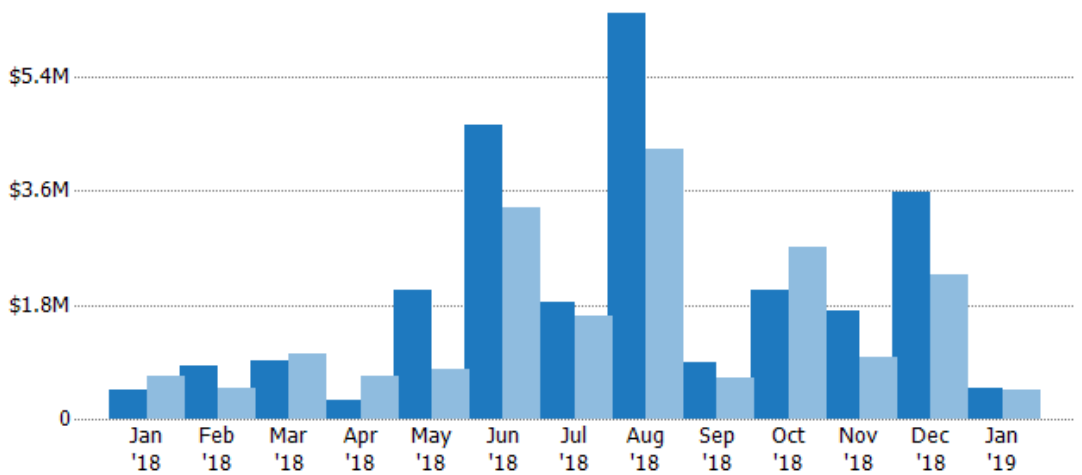
## Closed Sales Volume

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$495K	9.6%
Jan '18	\$451K	-32%
Jan '17	\$664K	



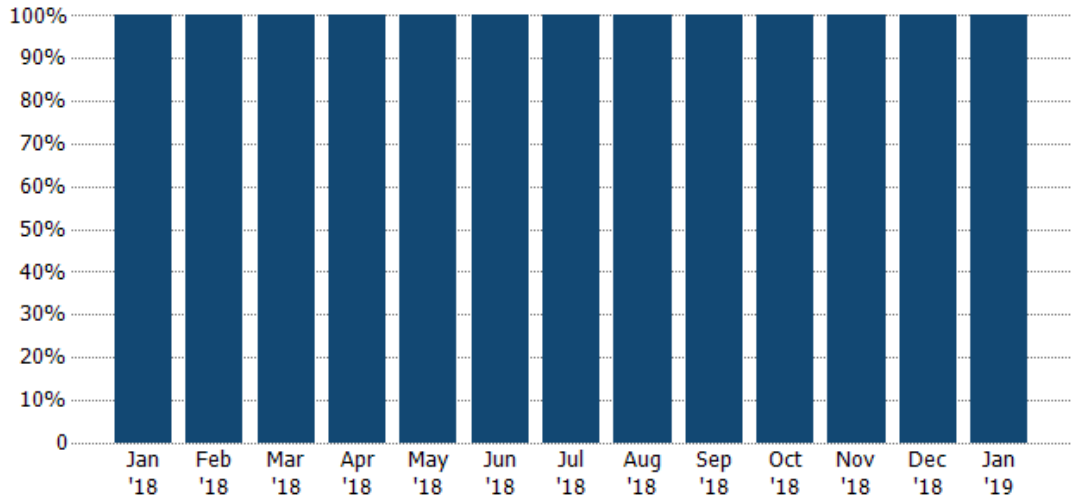
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$451K	\$824K	\$925K	\$305K	\$2.02M	\$4.63M	\$1.85M	\$6.41M	\$897K	\$2.04M	\$1.7M	\$3.57M	\$495K
Prior Year	\$664K	\$487K	\$1.03M	\$679K	\$775K	\$3.33M	\$1.62M	\$4.26M	\$654K	\$2.72M	\$980K	\$2.29M	\$451K
Percent Change from Prior Year	-32%	69%	-10%	-55%	161%	39%	14%	50%	37%	-25%	73%	56%	10%

## Closed Sales by Property Type

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

**Filters Used**

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



■ Single Family Residence

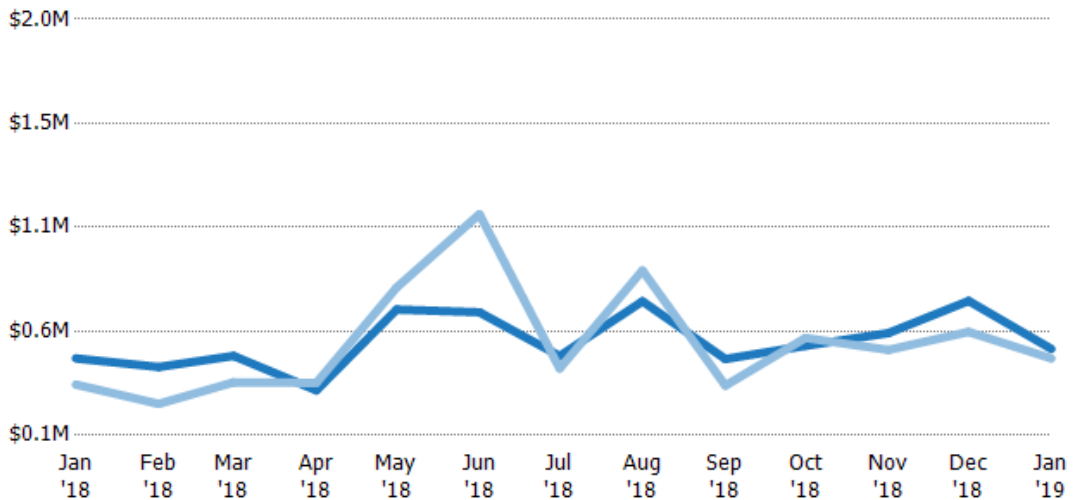
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

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

**Filters Used**

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



■ Current Year

■ Prior Year

Percent Change from Prior Year

Current Year	\$451K	\$412K	\$463K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K
Prior Year	\$332K	\$244K	\$342K	\$340K	\$775K	\$1.11M	\$405K	\$853K	\$327K	\$545K	\$490K	\$572K	\$451K
Percent Change from Prior Year	36%	69%	35%	-10%	-13%	-40%	14%	-17%	37%	-7%	16%	25%	10%

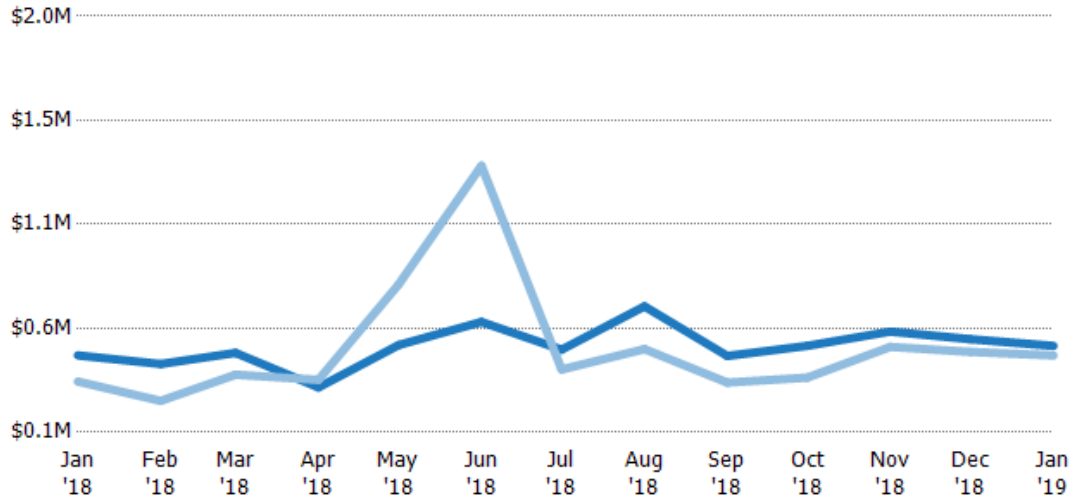
## Median Sales Price

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

### Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$495K	9.6%
Jan '18	\$451K	35.9%
Jan '17	\$332K	



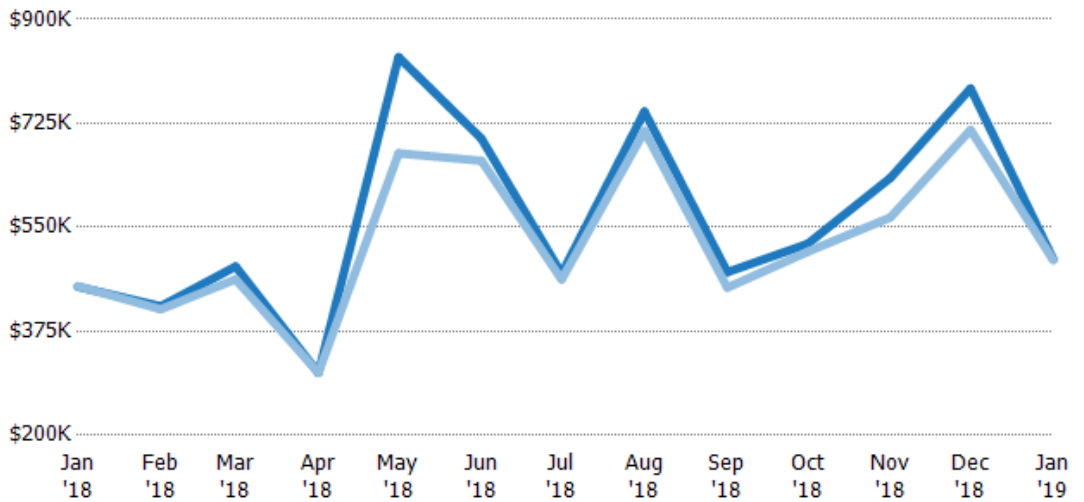
Current Year	\$451K	\$412K	\$463K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K
Prior Year	\$332K	\$244K	\$363K	\$340K	\$775K	\$1.32M	\$387K	\$480K	\$327K	\$350K	\$490K	\$467K	\$451K
Percent Change from Prior Year	36%	69%	27%	-10%	-36%	-54%	23%	41%	37%	41%	14%	12%	10%

## 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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



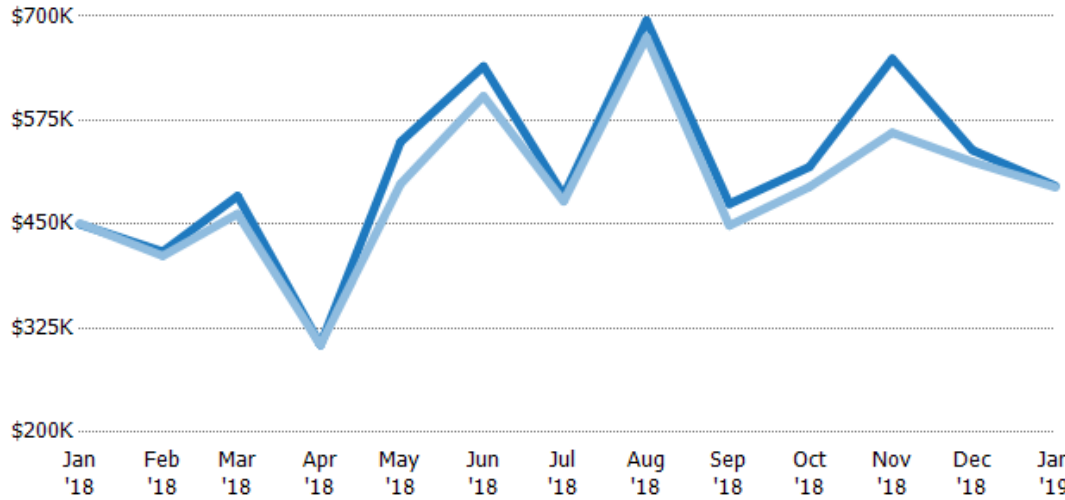
Avg List Price	\$450K	\$417K	\$484K	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K
Avg Sales Price	\$451K	\$412K	\$463K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K
Avg Sales Price as a % of Avg List Price	100%	99%	96%	100%	81%	95%	98%	96%	95%	97%	90%	91%	100%

## 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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



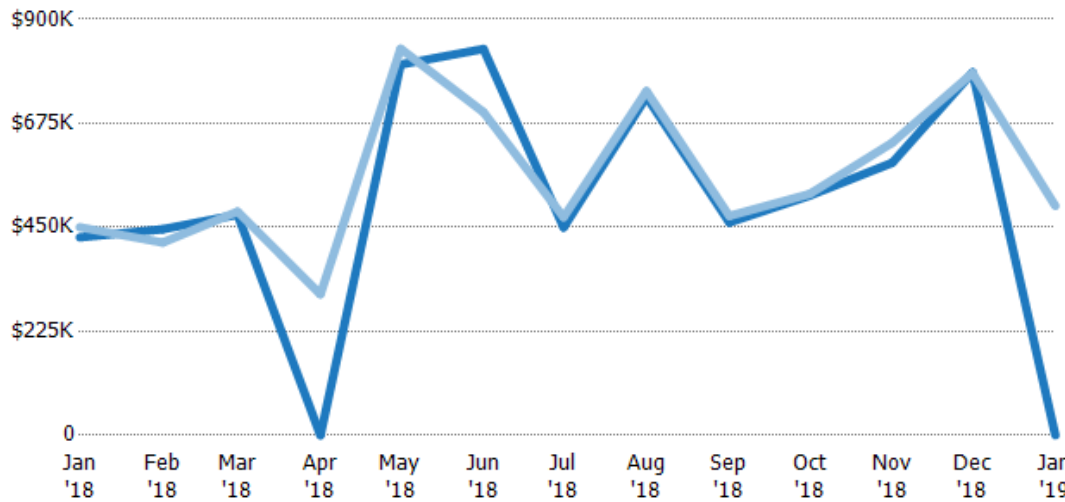
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median List Price	\$450K	\$417K	\$484K	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K
Median Sales Price	\$451K	\$412K	\$463K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K
Med Sales Price as a % of Med List Price	100%	99%	96%	100%	91%	94%	99%	97%	95%	95%	86%	97%	100%

## 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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



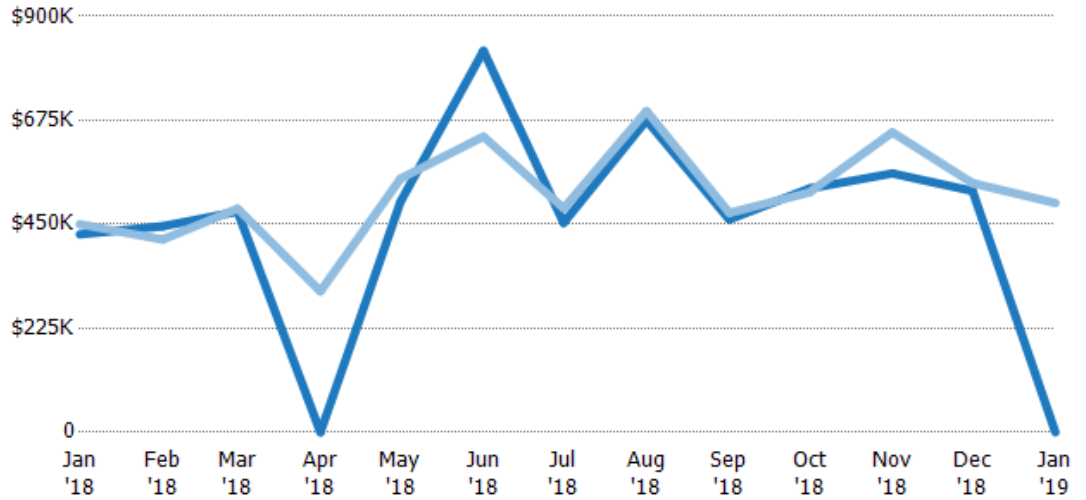
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$428K	\$446K	\$477K	\$0	\$802K	\$836K	\$450K	\$733K	\$460K	\$518K	\$590K	\$785K	\$0
Avg Sales Price	\$450K	\$417K	\$484K	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K
Avg Sales Price as a % of Avg Est Value	105%	94%	101%	100%	104%	84%	105%	102%	103%	101%	107%	100%	100%

## 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: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Median Est Value	\$428K	\$446K	\$477K	\$0	\$499K	\$825K	\$453K	\$675K	\$460K	\$527K	\$560K	\$522K	\$0
Median Sales Price	\$450K	\$417K	\$484K	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K
Med Sales Price as a % of Med Est Value	105%	94%	101%	100%	110%	78%	107%	103%	103%	98%	116%	103%	100%