

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10	4	+150%	11	6	+83.3%
New Listing Volume	\$7,567,200	\$2,047,400	+269.6%	\$7,966,200	\$2,621,400	+203.9%
Active Listing Count	26	27	-3.7%	N/A	N/A	
Active Listing Volume	\$26,478,415	\$29,170,050	-9.2%	N/A	N/A	
Average Listing Price	\$1,018,401	\$1,080,372	-5.7%	\$1,021,680	\$1,059,968	-3.6%
Median Listing Price	\$844,500	\$639,900	+32%	\$835,310	\$639,900	+30.5%
Median Days in RPR	177.5	230	-22.8%	175.33	226	-22.4%
Months of Inventory	26	27	-3.7%	16	9.3	+71.4%
Absorption Rate	3.85%	3.7%	+0.1%	6.25%	10.71%	-4.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	5	+20%	6	6	+/-
New Pending Sales Volume	\$3,651,000	\$2,576,500	+41.7%	\$3,651,000	\$2,881,500	+26.7%
Pending Sales Count	9	6	+50%	N/A	N/A	
Pending Sales Volume	\$6,821,000	\$3,063,740	+122.6%	N/A	N/A	
Closed Sales Count	2	2	+/-	3	3	+/-
Closed Sales Volume	\$1,280,000	\$824,000	+55.3%	\$1,774,500	\$1,275,000	+39.2%
Average Sales Price	\$640,000	\$412,000	+55.3%	\$591,500	\$425,000	+39.2%
Median Sales Price	\$640,000	\$412,000	+55.3%	\$591,500	\$425,000	+39.2%

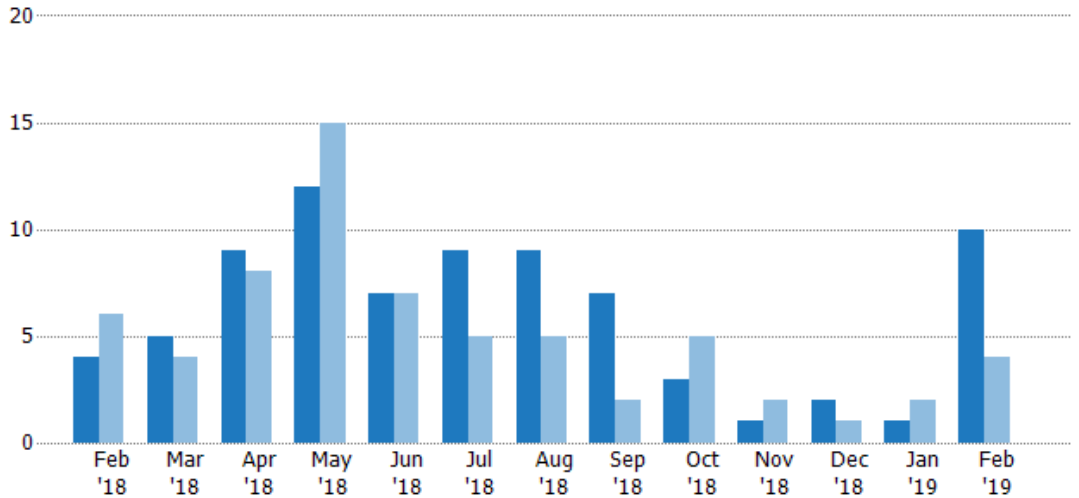
## New Listings

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.
Feb '19	10	150%
Feb '18	4	-33.3%
Feb '17	6	66.7%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	4	5	9	12	7	9	9	7	3	1	2	1	10
Prior Year	6	4	8	15	7	5	5	2	5	2	1	2	4
Percent Change from Prior Year	-33%	25%	13%	-20%	0%	80%	80%	250%	-40%	-50%	100%	-50%	150%

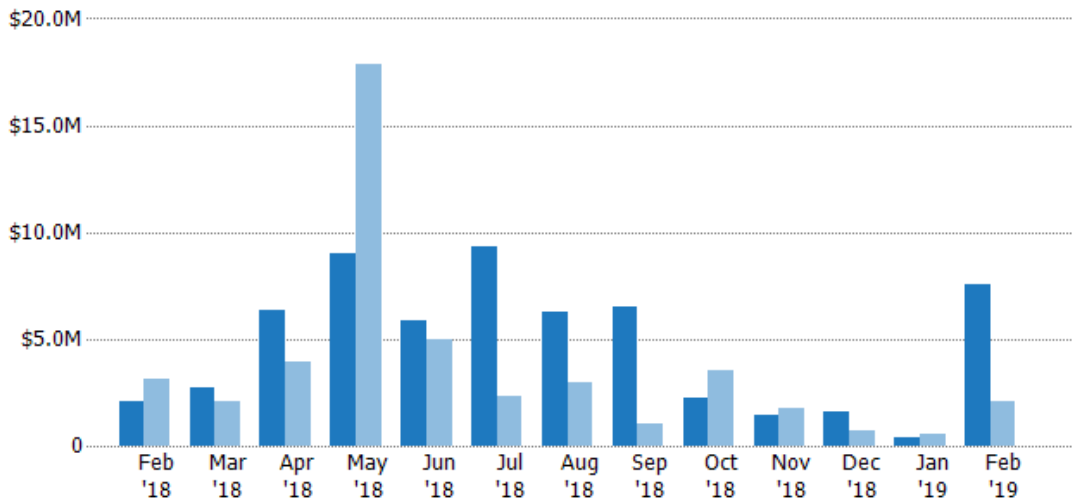
## New Listing Volume

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.
Feb '19	\$7.57M	269.6%
Feb '18	\$2.05M	-34.7%
Feb '17	\$3.14M	71.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.05M	\$2.73M	\$6.31M	\$9.04M	\$5.88M	\$9.36M	\$6.28M	\$6.53M	\$2.25M	\$1.45M	\$1.64M	\$399K	\$7.57M
Prior Year	\$3.14M	\$2.12M	\$3.96M	\$17.9M	\$5M	\$2.32M	\$2.99M	\$1.04M	\$3.52M	\$1.79M	\$695K	\$574K	\$2.05M
Percent Change from Prior Year	-35%	29%	59%	-49%	17%	303%	110%	531%	-36%	-19%	135%	-30%	270%

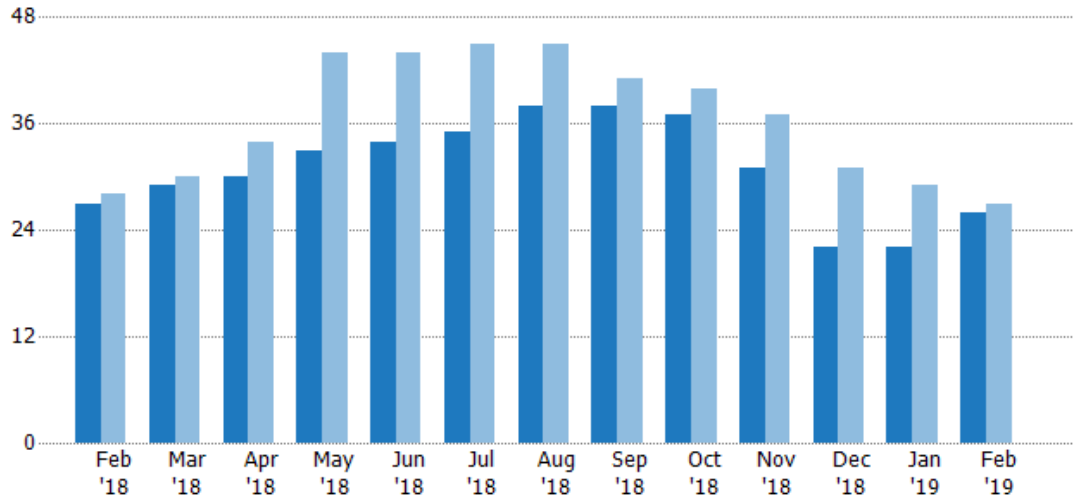
## Active Listings

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.
Feb '19	26	-3.7%
Feb '18	27	-3.6%
Feb '17	28	46.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	27	29	30	33	34	35	38	38	37	31	22	22	26
Prior Year	28	30	34	44	44	45	45	41	40	37	31	29	27
Percent Change from Prior Year	-4%	-3%	-12%	-25%	-23%	-22%	-16%	-7%	-8%	-16%	-29%	-24%	-4%

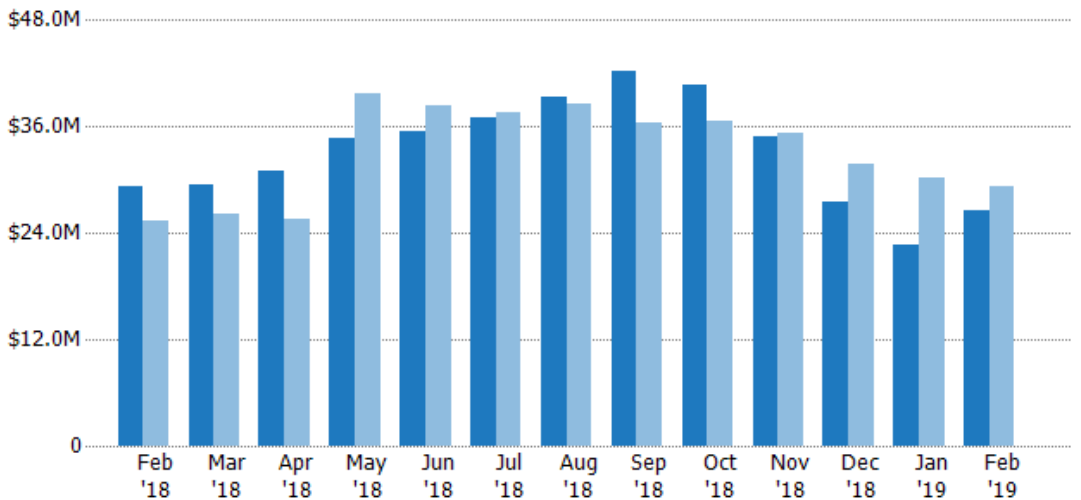
## Active Listing Volume

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.
Feb '19	\$26.5M	-9.2%
Feb '18	\$29.2M	14.9%
Feb '17	\$25.4M	17.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$29.2M	\$29.4M	\$31.1M	\$34.7M	\$35.4M	\$37M	\$39.4M	\$42.2M	\$40.7M	\$34.9M	\$27.5M	\$22.6M	\$26.5M
Prior Year	\$25.4M	\$26.1M	\$25.6M	\$39.6M	\$38.3M	\$37.6M	\$38.6M	\$36.4M	\$36.6M	\$35.2M	\$31.7M	\$30.2M	\$29.2M
Percent Change from Prior Year	15%	13%	21%	-12%	-8%	-2%	2%	16%	11%	-1%	-13%	-25%	-9%

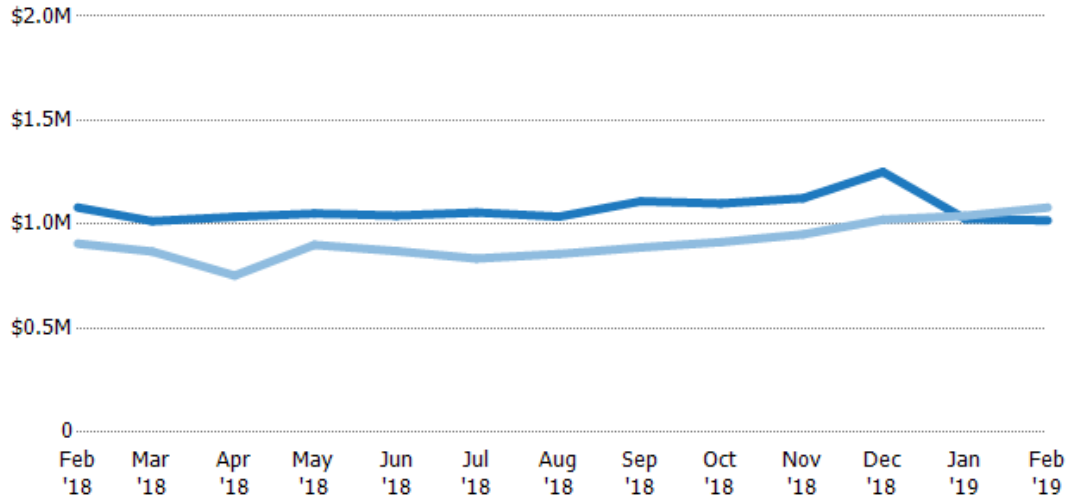
## Average Listing Price

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.
Feb '19	\$1.02M	-5.7%
Feb '18	\$1.08M	19.1%
Feb '17	\$907K	-19.6%



Current Year	\$1.08M	\$1.02M	\$1.04M	\$1.05M	\$1.04M	\$1.06M	\$1.04M	\$1.11M	\$1.1M	\$1.12M	\$1.25M	\$1.03M	\$1.02M
Prior Year	\$907K	\$869K	\$753K	\$901K	\$871K	\$835K	\$857K	\$888K	\$914K	\$951K	\$1.02M	\$1.04M	\$1.08M
Percent Change from Prior Year	19%	17%	38%	17%	20%	26%	21%	25%	20%	18%	22%	-1%	-6%

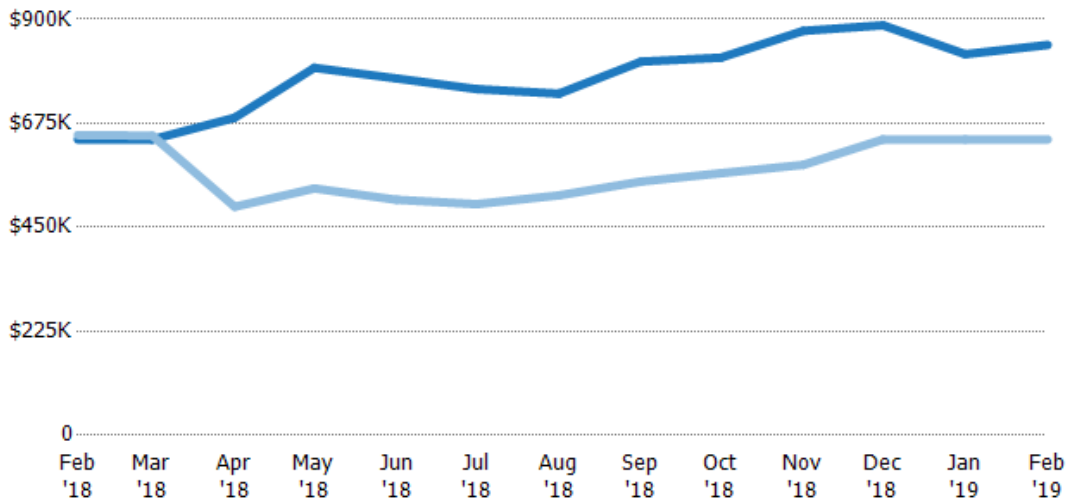
## Median Listing Price

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.
Feb '19	\$845K	32%
Feb '18	\$640K	-1.5%
Feb '17	\$650K	-12.9%



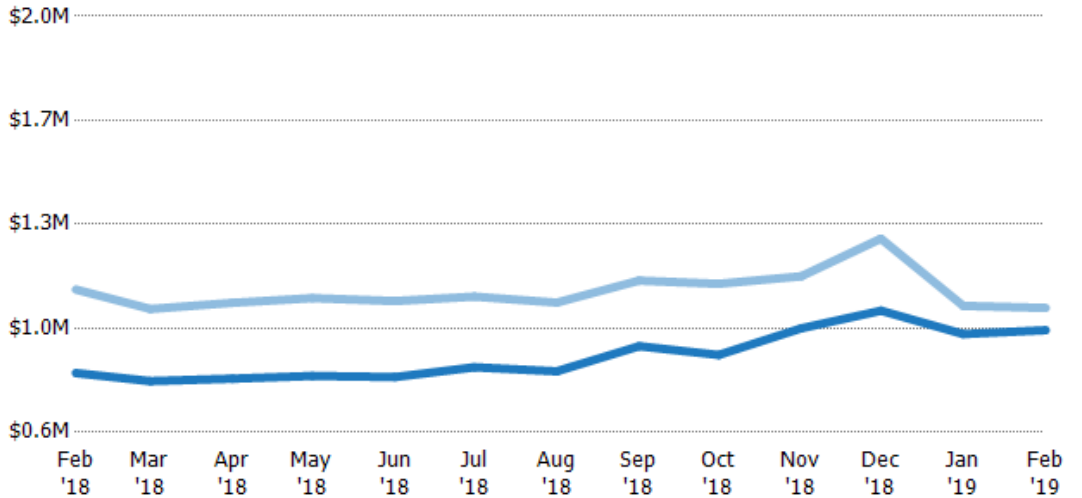
Current Year	\$640K	\$640K	\$687K	\$795K	\$772K	\$749K	\$739K	\$808K	\$817K	\$875K	\$887K	\$824K	\$845K
Prior Year	\$650K	\$648K	\$494K	\$534K	\$509K	\$500K	\$519K	\$549K	\$567K	\$585K	\$640K	\$640K	\$640K
Percent Change from Prior Year	-1%	-1%	39%	49%	52%	50%	42%	47%	44%	50%	39%	29%	32%

## 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



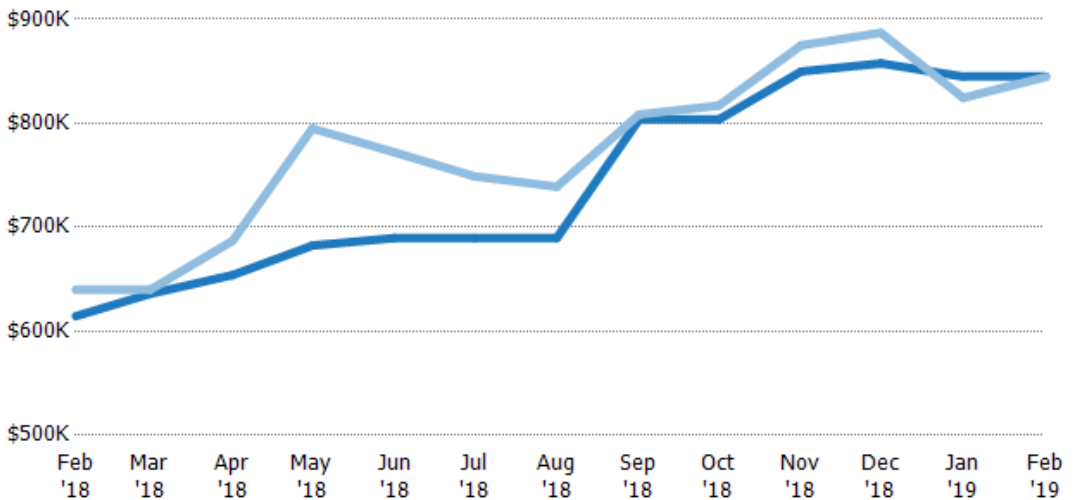
Avg Est Value	\$799K	\$772K	\$780K	\$790K	\$786K	\$819K	\$805K	\$890K	\$860K	\$950K	\$1.01M	\$930K	\$944K
Avg Listing Price	\$1.08M	\$1.02M	\$1.04M	\$1.05M	\$1.04M	\$1.06M	\$1.04M	\$1.11M	\$1.1M	\$1.12M	\$1.25M	\$1.03M	\$1.02M
Avg Listing Price as a % of Avg Est Value	135%	131%	133%	133%	133%	129%	129%	125%	128%	118%	124%	110%	108%

## 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	\$615K	\$636K	\$654K	\$682K	\$690K	\$690K	\$690K	\$804K	\$804K	\$850K	\$858K	\$845K	\$845K
Median Listing Price	\$640K	\$640K	\$687K	\$795K	\$772K	\$749K	\$739K	\$808K	\$817K	\$875K	\$887K	\$824K	\$845K
Med Listing Price as a % of Med Est Value	104%	101%	105%	117%	112%	109%	107%	101%	102%	103%	103%	98%	100%

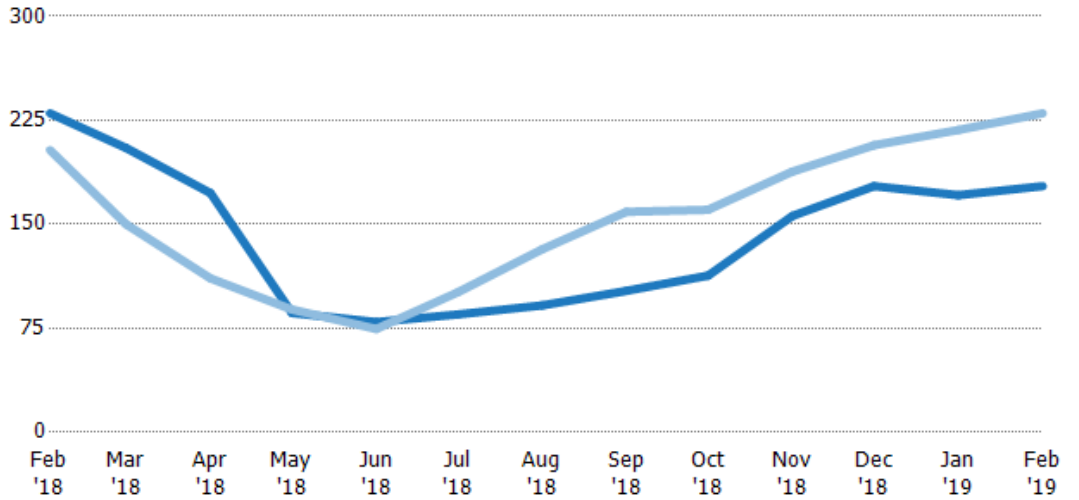
## Median Days in RPR

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.
Feb '19	178	-22.8%
Feb '18	230	13%
Feb '17	204	-6.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	230	205	173	86	79.5	85	91.5	102	113	156	178	171	178
Prior Year	204	150	111	88.5	74.5	101	132	159	161	188	207	218	230
Percent Change from Prior Year	13%	37%	55%	-3%	7%	-16%	-31%	-36%	-30%	-17%	-14%	-22%	-23%

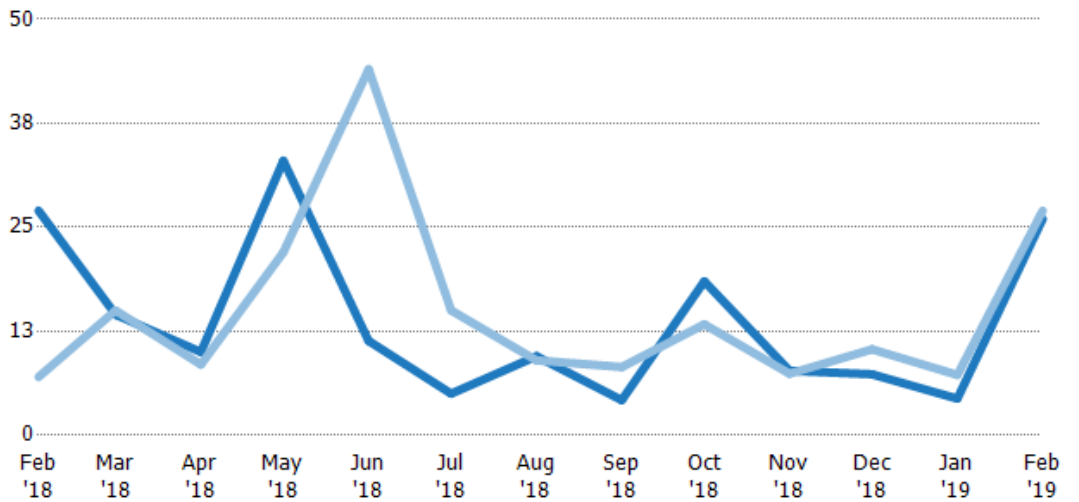
## Months of Inventory

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.
Feb '19	26	-3.7%
Feb '18	27	285.7%
Feb '17	7	



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	27	14.5	10	33	11.3	5	9.5	4.22	18.5	7.75	7.33	4.4	26
Prior Year	7	15	8.5	22	44	15	9	8.2	13.3	7.4	10.3	7.25	27
Percent Change from Prior Year	286%	-3%	18%	50%	-74%	-67%	6%	-49%	39%	5%	-29%	-39%	-4%

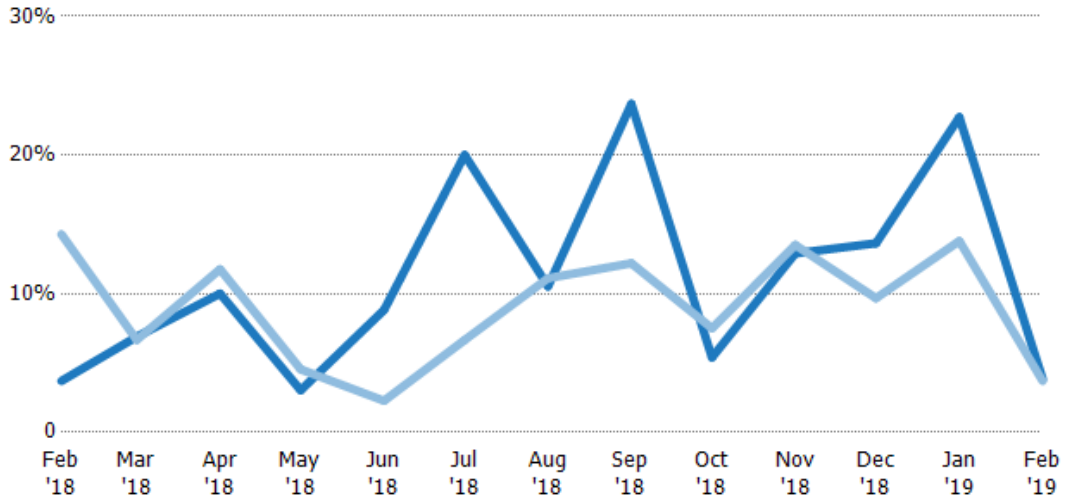
## Absorption Rate

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.
Feb '19	4%	-0.1%
Feb '18	4%	10.6%
Feb '17	14%	



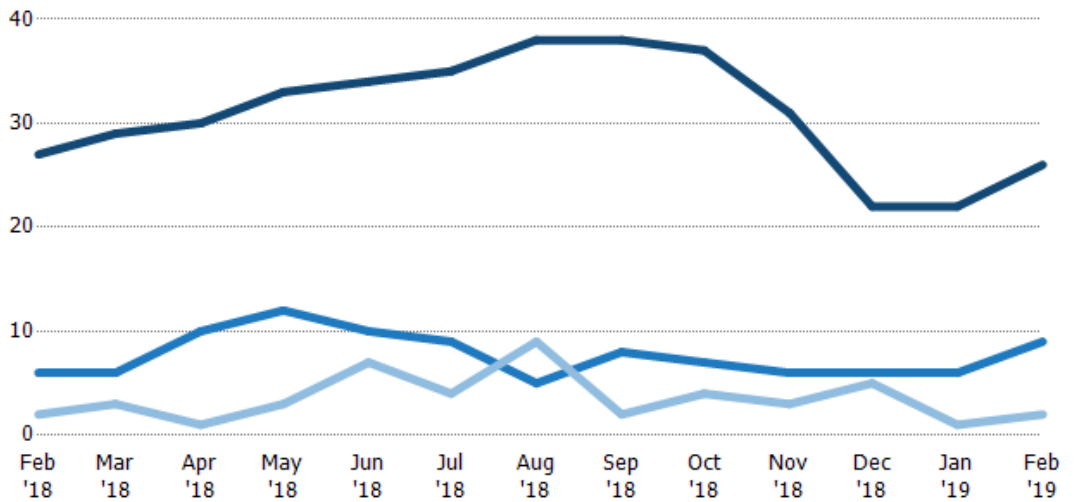
Current Year	4%	7%	10%	3%	9%	20%	11%	24%	5%	13%	14%	23%	4%
Prior Year	14%	7%	12%	5%	2%	7%	11%	12%	8%	14%	10%	14%	4%
Change from Prior Year	11%	0%	2%	2%	-7%	-13%	1%	-11%	2%	1%	-4%	-9%	0%

## 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



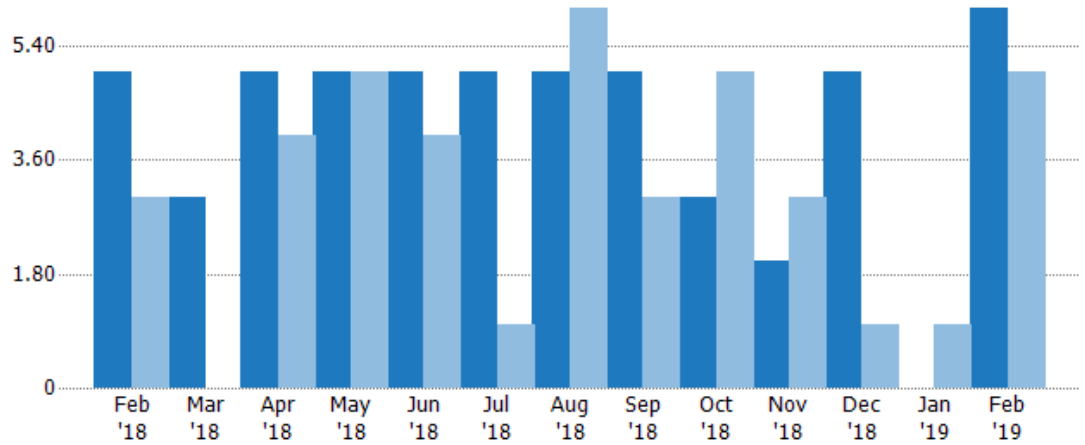
Active	27	29	30	33	34	35	38	38	37	31	22	22	26
Pending	6	6	10	12	10	9	5	8	7	6	6	6	9
Sold	2	3	1	3	7	4	9	2	4	3	5	1	2

## 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



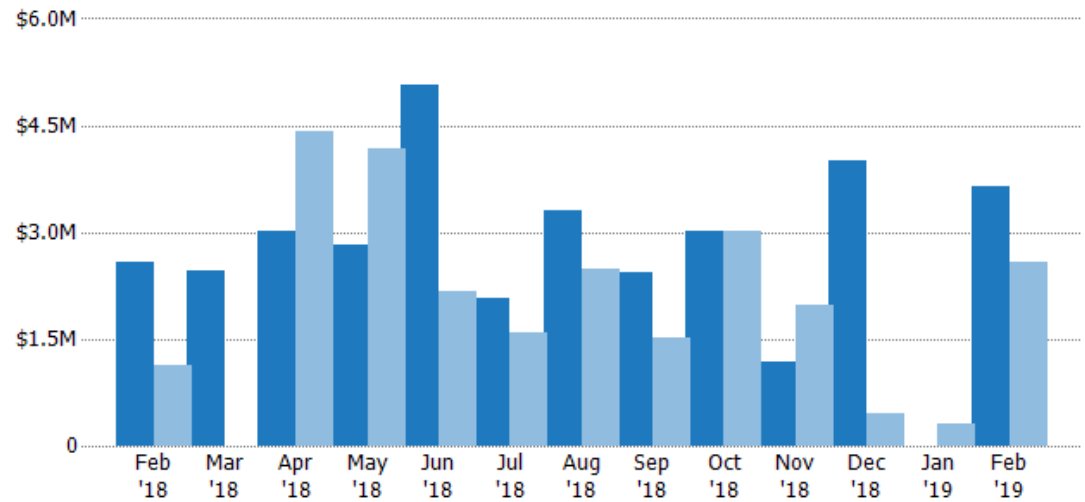
Current Year	5	3	5	5	5	5	5	5	3	2	5	-	6
Prior Year	3	-	4	5	4	1	6	3	5	3	1	1	5
Percent Change from Prior Year	67%	100%	25%	0%	25%	400%	-17%	67%	-40%	-33%	400%	-100%	20%

## 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	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M
Prior Year	\$1.13M	-	\$4.42M	\$4.16M	\$2.18M	\$1.6M	\$2.49M	\$1.51M	\$3.02M	\$1.98M	\$450K	\$305K	\$2.58M
Percent Change from Prior Year	127%	100%	-32%	-32%	133%	29%	33%	61%	0%	-41%	792%	-100%	42%



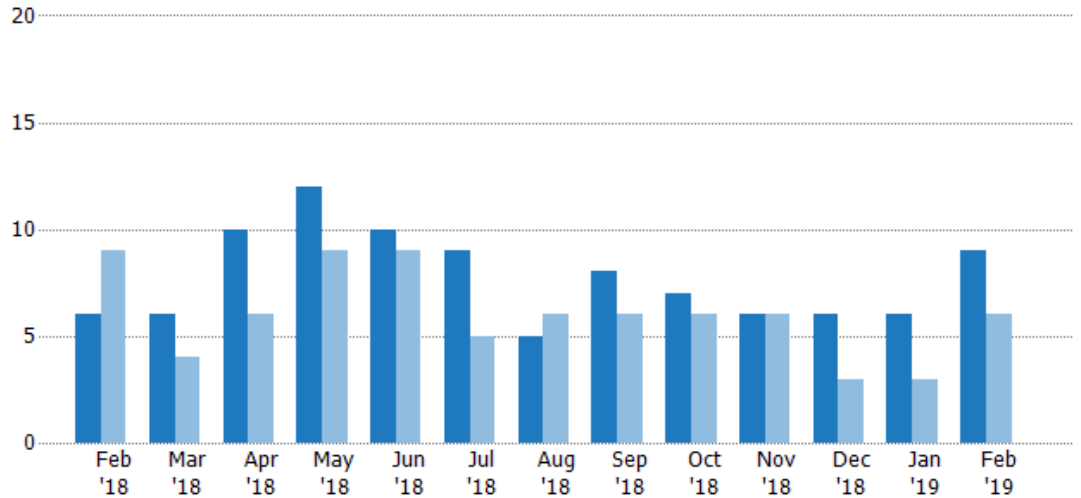
## Pending Sales

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.
Feb '19	9	50%
Feb '18	6	-33.3%
Feb '17	9	-77.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6	6	10	12	10	9	5	8	7	6	6	6	9
Prior Year	9	4	6	9	9	5	6	6	6	6	3	3	6
Percent Change from Prior Year	-33%	50%	67%	33%	11%	80%	-17%	33%	17%	0%	100%	100%	50%

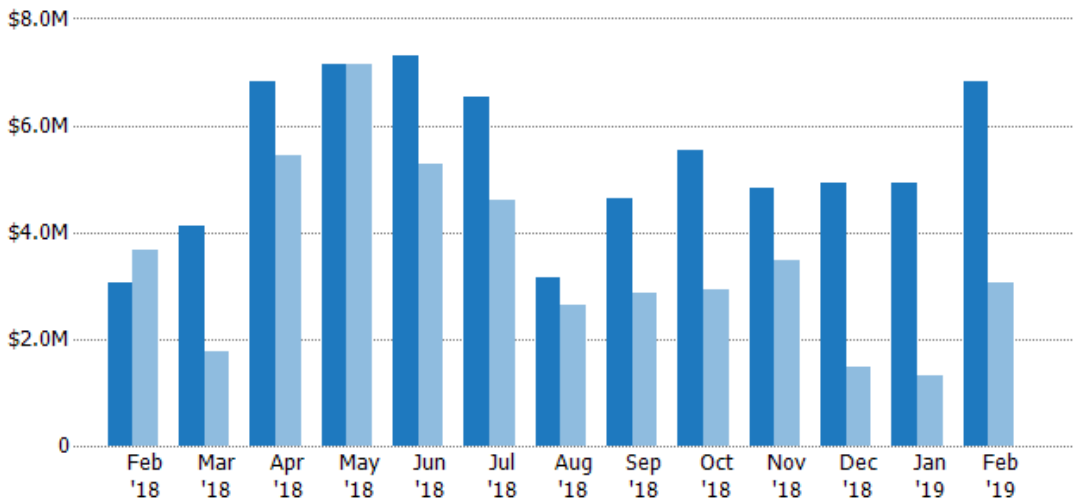
## Pending Sales Volume

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.
Feb '19	\$6.82M	122.6%
Feb '18	\$3.06M	-16.7%
Feb '17	\$3.68M	-85.5%



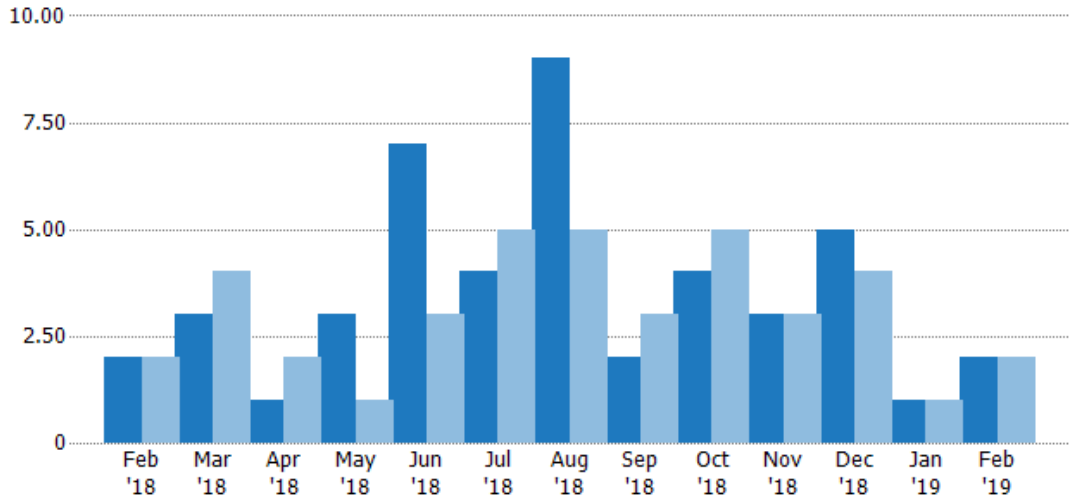
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.06M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$5.55M	\$4.82M	\$4.92M	\$4.92M	\$6.82M
Prior Year	\$3.68M	\$1.75M	\$5.45M	\$7.14M	\$5.29M	\$4.61M	\$2.62M	\$2.86M	\$2.94M	\$3.47M	\$1.47M	\$1.32M	\$3.06M
Percent Change from Prior Year	-17%	134%	25%	0%	38%	42%	20%	62%	89%	39%	235%	272%	123%

## 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



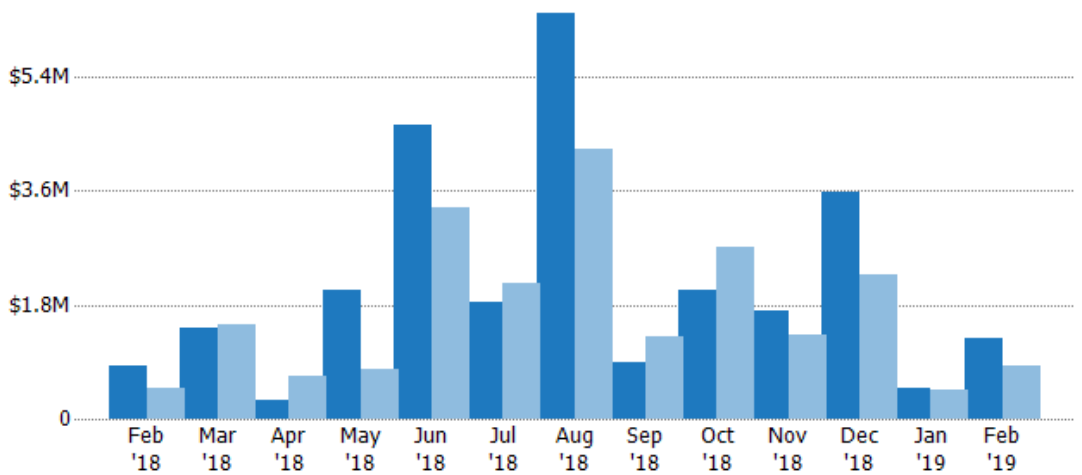
Month/Year	Count	% Chg.
Feb '19	2	0%
Feb '18	2	0%
Feb '17	2	

## 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



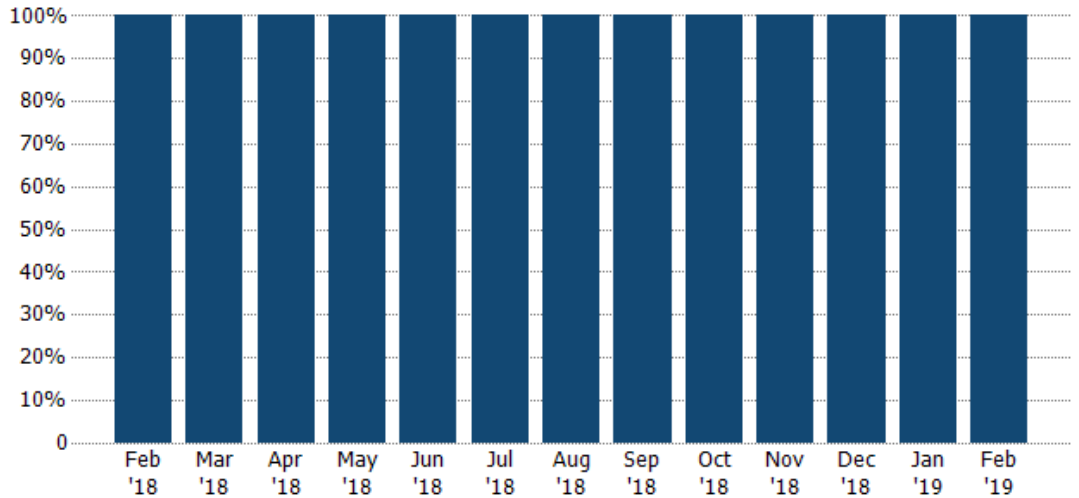
Month/Year	Volume	% Chg.
Feb '19	\$1.28M	55.3%
Feb '18	\$824K	69.2%
Feb '17	\$487K	

## 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

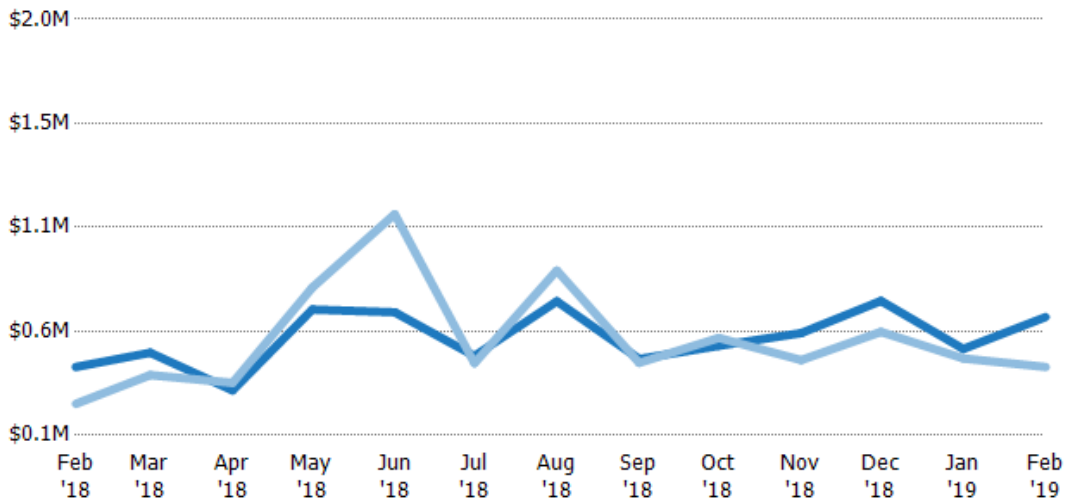
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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	\$412K	\$477K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K
Prior Year	\$244K	\$375K	\$340K	\$775K	\$1.11M	\$429K	\$853K	\$431K	\$545K	\$443K	\$572K	\$451K	\$412K
Percent Change from Prior Year	69%	27%	-10%	-13%	-40%	8%	-17%	4%	-7%	28%	25%	10%	55%

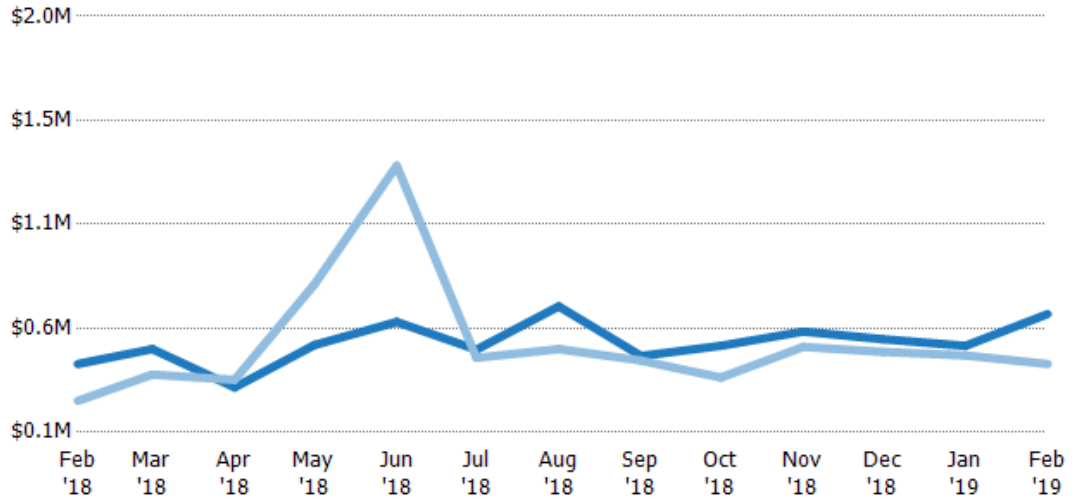
## Median Sales Price

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.
Feb '19	\$640K	55.3%
Feb '18	\$412K	69.2%
Feb '17	\$244K	



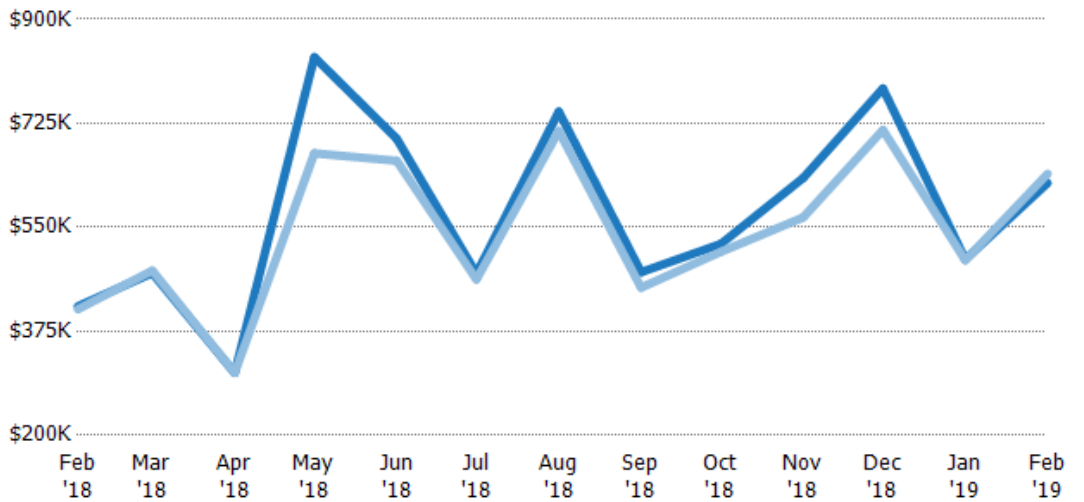
Current Year	\$412K	\$480K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K
Prior Year	\$244K	\$364K	\$340K	\$775K	\$1.32M	\$440K	\$480K	\$428K	\$350K	\$490K	\$467K	\$451K	\$412K
Percent Change from Prior Year	69%	32%	-10%	-36%	-54%	9%	41%	5%	41%	14%	12%	10%	55%

## 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



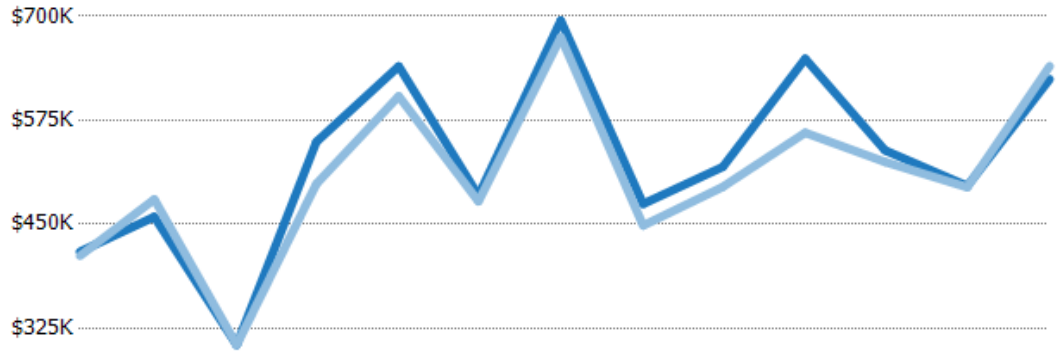
Avg List Price	\$417K	\$473K	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K
Avg Sales Price	\$412K	\$477K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K
Avg Sales Price as a % of Avg List Price	99%	101%	100%	81%	95%	98%	96%	95%	97%	90%	91%	100%	102%

## 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



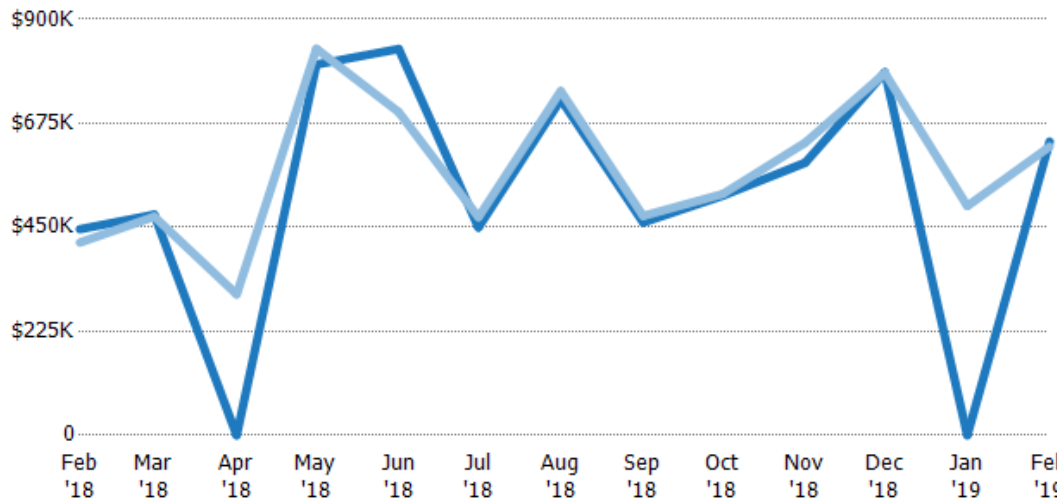
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$417K	\$459K	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K
Median Sales Price	\$412K	\$480K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K
Med Sales Price as a % of Med List Price	99%	105%	100%	91%	94%	99%	97%	95%	95%	86%	97%	100%	102%

## 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



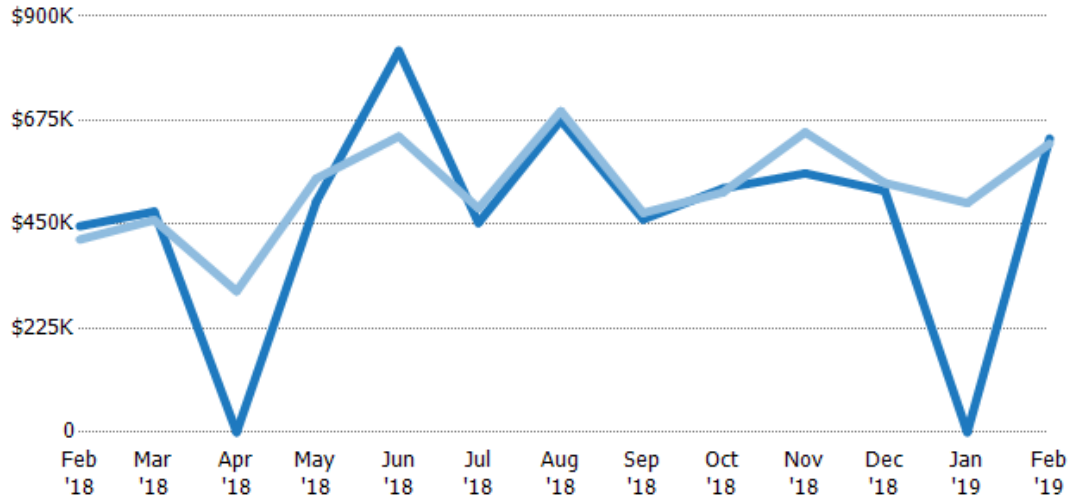
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$446K	\$477K	\$0	\$802K	\$836K	\$450K	\$727K	\$460K	\$518K	\$590K	\$785K	\$0	\$635K
Avg Sales Price	\$417K	\$473K	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K
Avg Sales Price as a % of Avg Est Value	94%	99%	100%	104%	84%	105%	102%	103%	101%	107%	100%	100%	98%

## 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	\$446K	\$477K	\$0	\$499K	\$825K	\$453K	\$675K	\$460K	\$527K	\$560K	\$522K	\$0	\$635K
Median Sales Price	\$417K	\$459K	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K
Med Sales Price as a % of Med Est Value	94%	96%	100%	110%	78%	107%	103%	103%	98%	116%	103%	100%	98%