

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	9	-77.8%	19	20	-5%
New Listing Volume	\$1,238,000	\$6,310,900	-80.4%	\$12,463,100	\$11,657,300	+6.9%
Active Listing Count	–	30	–	N/A	N/A	
Active Listing Volume	–	\$31,071,050	–	N/A	N/A	
Average Listing Price	–	\$1,035,702	–	\$1,012,207	\$1,042,307	-2.9%
Median Listing Price	–	\$687,000	–	\$823,184	\$652,187	+26.2%
Median Days in RPR	–	172.5	–	161.8	209.36	-22.7%
Months of Inventory	–	10	-100%	10.4	9.6	+8.8%
Absorption Rate	–	10%	–	9.59%	10.43%	-0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	4	5	-20%	17	14	+21.4%
New Pending Sales Volume	\$2,450,000	\$3,018,800	-18.8%	\$10,758,700	\$8,359,300	+28.7%
Pending Sales Count	–	10	–	N/A	N/A	
Pending Sales Volume	–	\$6,817,300	–	N/A	N/A	
Closed Sales Count	1	1	+–	10	7	+42.9%
Closed Sales Volume	\$836,730	\$305,000	+174.3%	\$6,164,230	\$3,011,029	+104.7%
Average Sales Price	\$836,730	\$305,000	+174.3%	\$616,423	\$430,147	+43.3%
Median Sales Price	\$836,730	\$305,000	+174.3%	\$588,573	\$431,429	+36.4%

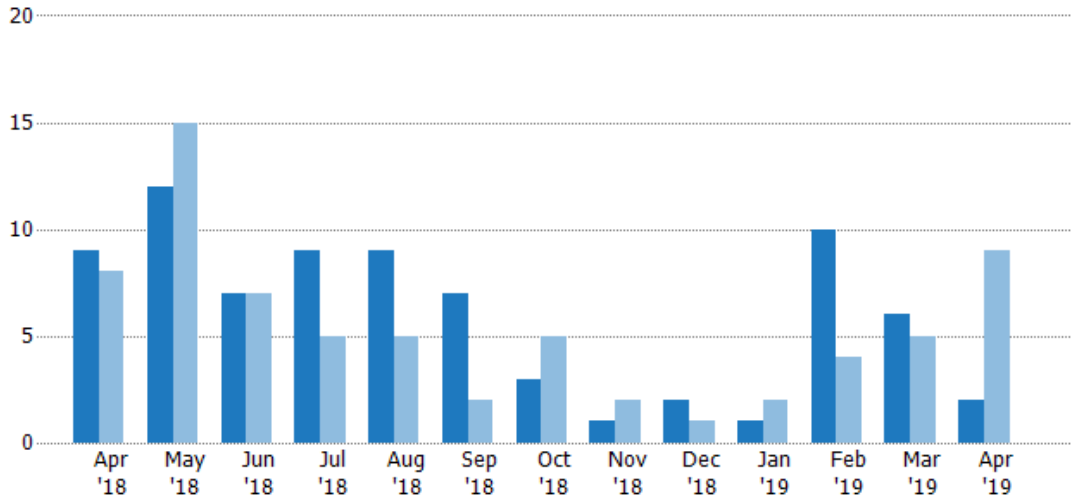
New Listings

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.
Apr '19	2	-77.8%
Apr '18	9	12.5%
Apr '17	8	-12.5%



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	9	12	7	9	9	7	3	1	2	1	10	6	2
Prior Year	8	15	7	5	5	2	5	2	1	2	4	5	9
Percent Change from Prior Year	13%	-20%	0%	80%	80%	250%	-40%	-50%	100%	-50%	150%	20%	-78%

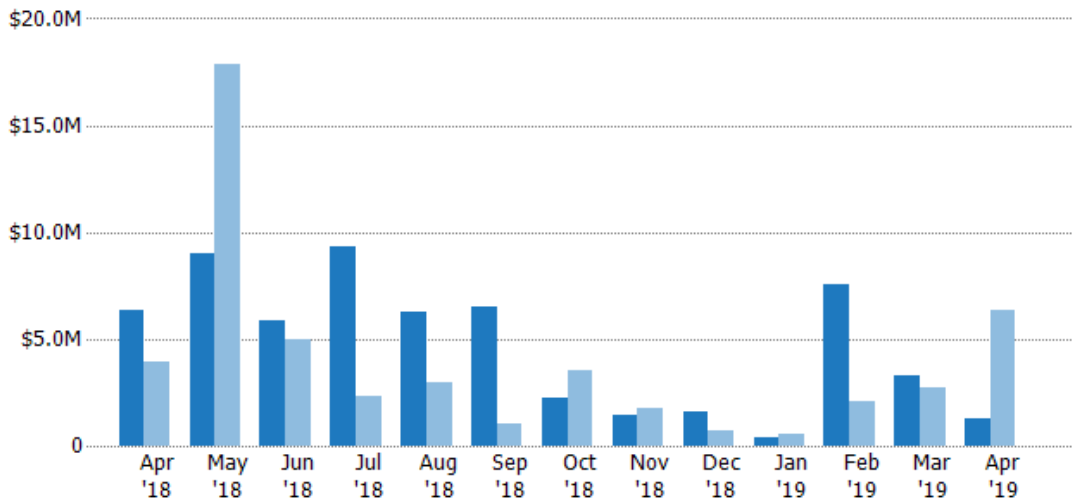
New Listing Volume

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.
Apr '19	\$1.24M	-80.4%
Apr '18	\$6.31M	59.3%
Apr '17	\$3.96M	-28.1%



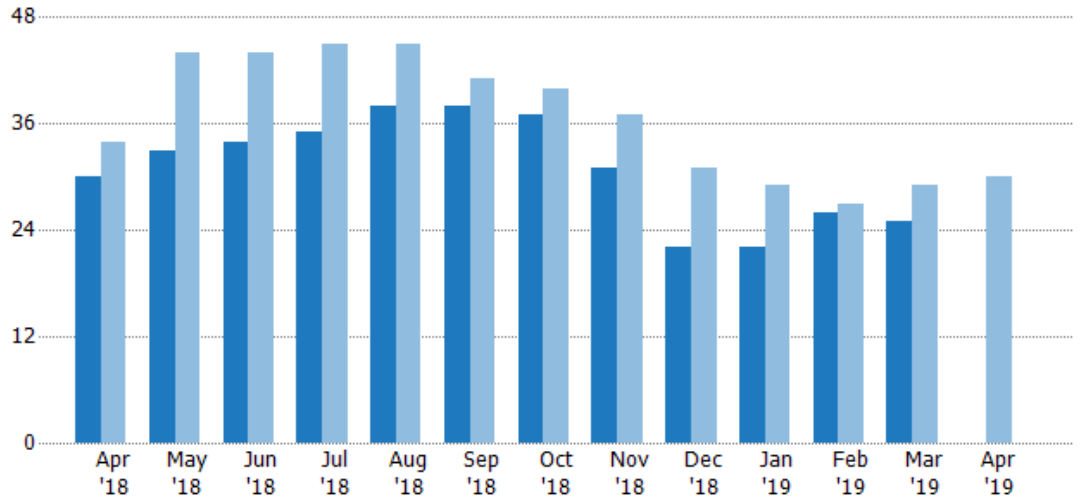
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$6.31M	\$9.04M	\$5.88M	\$9.36M	\$6.28M	\$6.53M	\$2.25M	\$1.45M	\$1.64M	\$399K	\$7.57M	\$3.26M	\$1.24M
Prior Year	\$3.96M	\$17.9M	\$5M	\$2.32M	\$2.99M	\$1.04M	\$3.52M	\$1.79M	\$695K	\$574K	\$2.05M	\$2.73M	\$6.31M
Percent Change from Prior Year	59%	-49%	17%	303%	110%	531%	-36%	-19%	135%	-30%	270%	20%	-80%

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



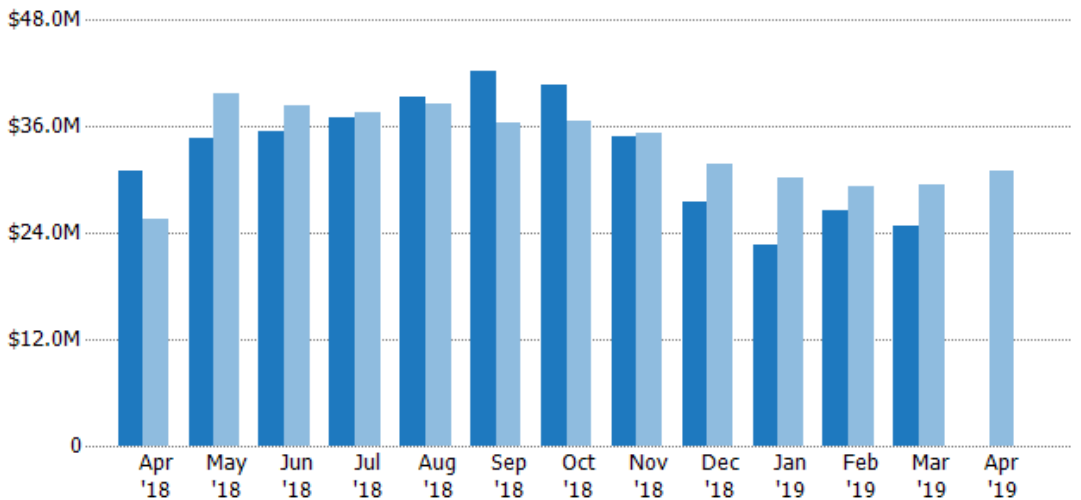
Current Year	30	33	34	35	38	38	37	31	22	22	26	25	-
Prior Year	34	44	44	45	45	41	40	37	31	29	27	29	30
Percent Change from Prior Year	-12%	-25%	-23%	-22%	-16%	-7%	-8%	-16%	-29%	-24%	-4%	-14%	-100%

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



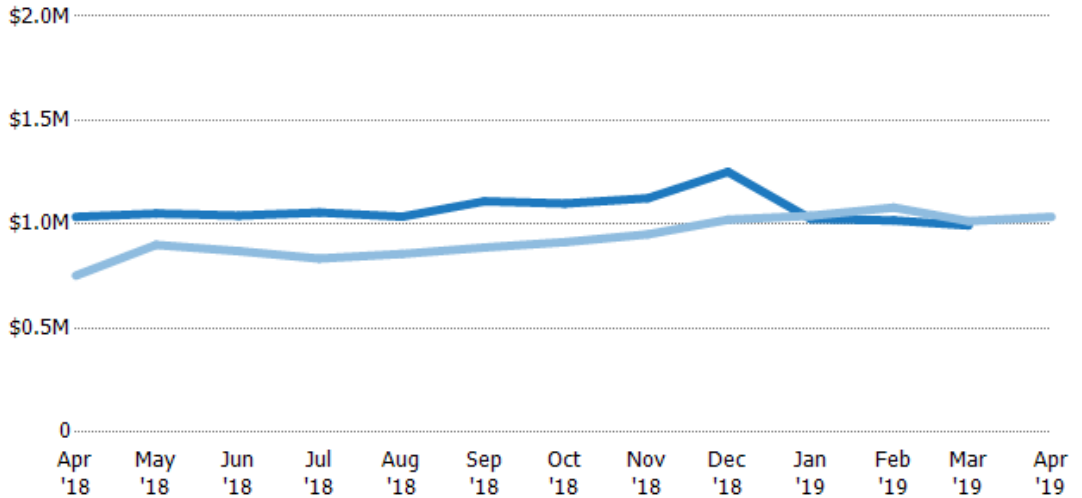
Current Year	\$31.1M	\$34.7M	\$35.4M	\$37M	\$39.4M	\$42.2M	\$40.7M	\$34.9M	\$27.5M	\$22.6M	\$26.5M	\$24.9M	-
Prior Year	\$25.6M	\$39.6M	\$38.3M	\$37.6M	\$38.6M	\$36.4M	\$36.6M	\$35.2M	\$31.7M	\$30.2M	\$29.2M	\$29.4M	\$31.1M
Percent Change from Prior Year	21%	-12%	-8%	-2%	2%	16%	11%	-1%	-13%	-25%	-9%	-16%	-100%

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



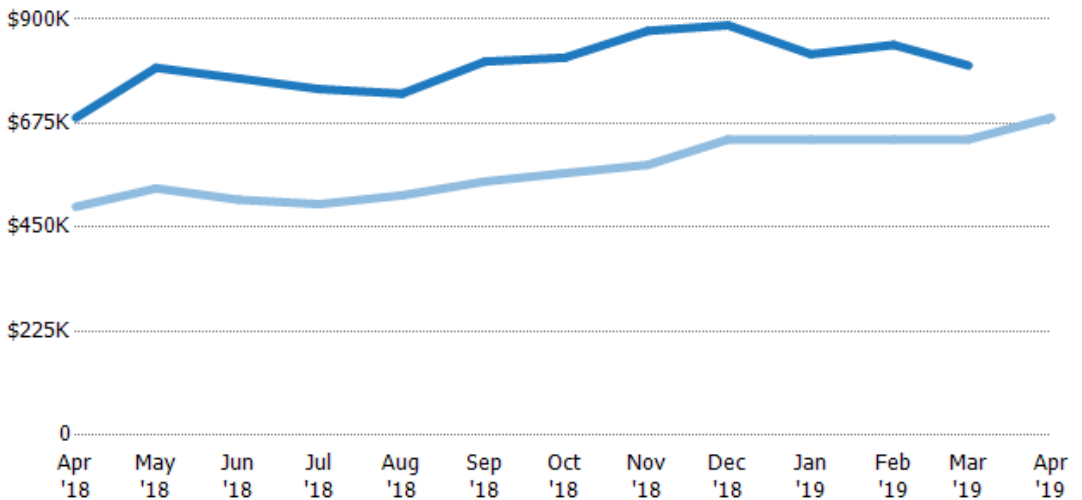
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$1.04M	\$1.05M	\$1.04M	\$1.06M	\$1.04M	\$1.11M	\$1.1M	\$1.12M	\$1.25M	\$1.03M	\$1.02M	\$994K	-
Prior Year	\$753K	\$901K	\$871K	\$835K	\$857K	\$888K	\$914K	\$951K	\$1.02M	\$1.04M	\$1.08M	\$1.02M	\$1.04M
Percent Change from Prior Year	38%	17%	20%	26%	21%	25%	20%	18%	22%	-1%	-6%	-2%	-100%

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



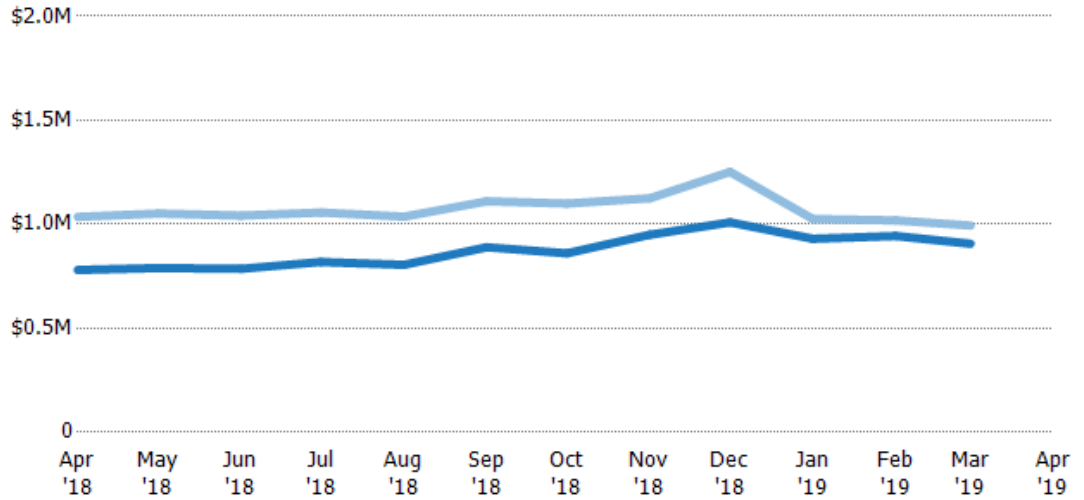
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$687K	\$795K	\$772K	\$749K	\$739K	\$808K	\$817K	\$875K	\$887K	\$824K	\$845K	\$800K	-
Prior Year	\$494K	\$534K	\$509K	\$500K	\$519K	\$549K	\$567K	\$585K	\$640K	\$640K	\$640K	\$640K	\$687K
Percent Change from Prior Year	39%	49%	52%	50%	42%	47%	44%	50%	39%	29%	32%	25%	-100%

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



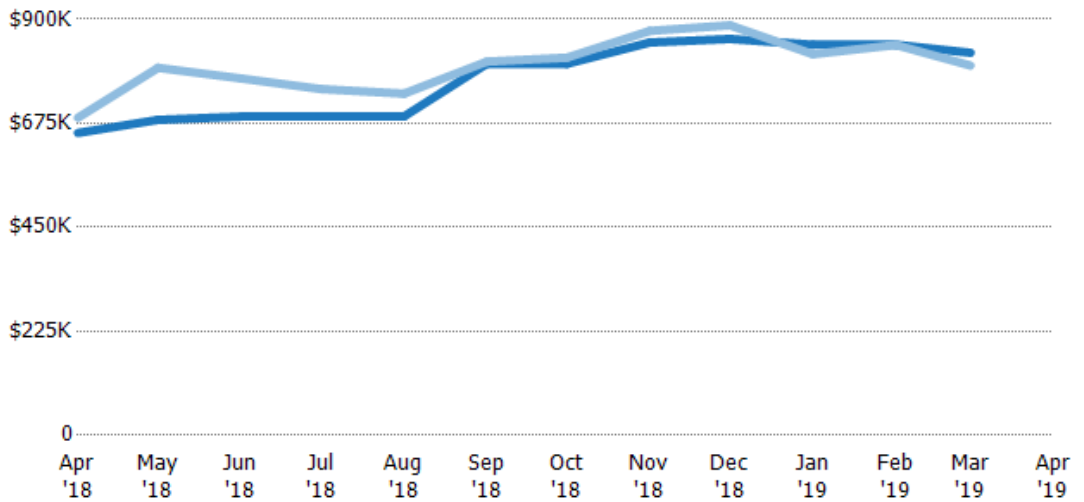
Avg Est Value	\$780K	\$790K	\$786K	\$819K	\$805K	\$890K	\$860K	\$950K	\$1.01M	\$930K	\$944K	\$906K	-
Avg Listing Price	\$1.04M	\$1.05M	\$1.04M	\$1.06M	\$1.04M	\$1.11M	\$1.1M	\$1.12M	\$1.25M	\$1.03M	\$1.02M	\$994K	-
Avg Listing Price as a % of Avg Est Value	133%	133%	133%	129%	129%	125%	128%	118%	124%	110%	108%	110%	-

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



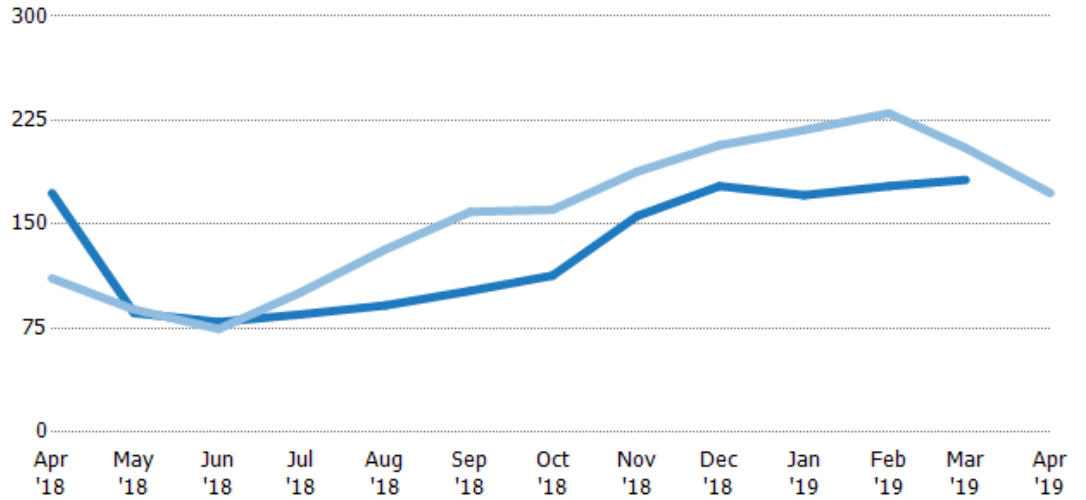
Median Est Value	\$654K	\$682K	\$690K	\$690K	\$690K	\$804K	\$804K	\$850K	\$858K	\$845K	\$845K	\$828K	-
Median Listing Price	\$687K	\$795K	\$772K	\$749K	\$739K	\$808K	\$817K	\$875K	\$887K	\$824K	\$845K	\$800K	-
Med Listing Price as a % of Med Est Value	105%	117%	112%	109%	107%	101%	102%	103%	103%	98%	100%	97%	-

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



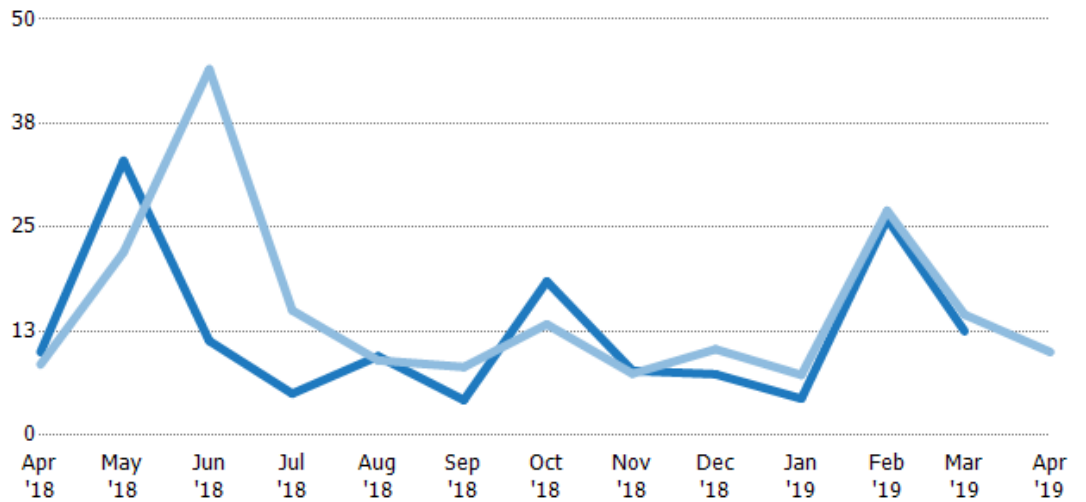
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	173	86	79.5	85	91.5	102	113	156	178	171	178	182	-
Prior Year	111	88.5	74.5	101	132	159	161	188	207	218	230	205	173
Percent Change from Prior Year	55%	-3%	7%	-16%	-31%	-36%	-30%	-17%	-14%	-22%	-23%	-11%	-100%

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



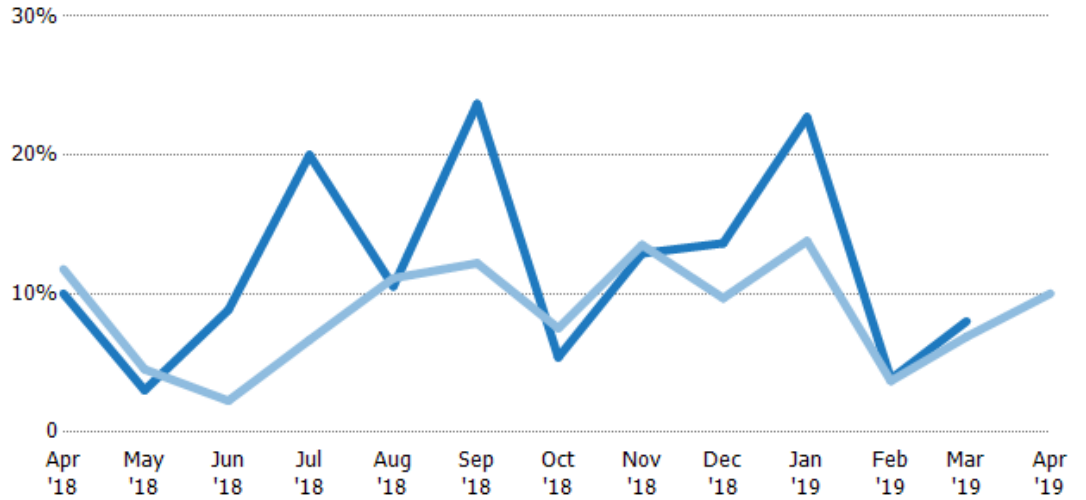
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	10	33	11.3	5	9.5	4.22	18.5	7.75	7.33	4.4	26	12.5	-
Prior Year	8.5	22	44	15	9	8.2	13.3	7.4	10.3	7.25	27	14.5	10
Percent Change from Prior Year	18%	50%	-74%	-67%	6%	-49%	39%	5%	-29%	-39%	-4%	-14%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



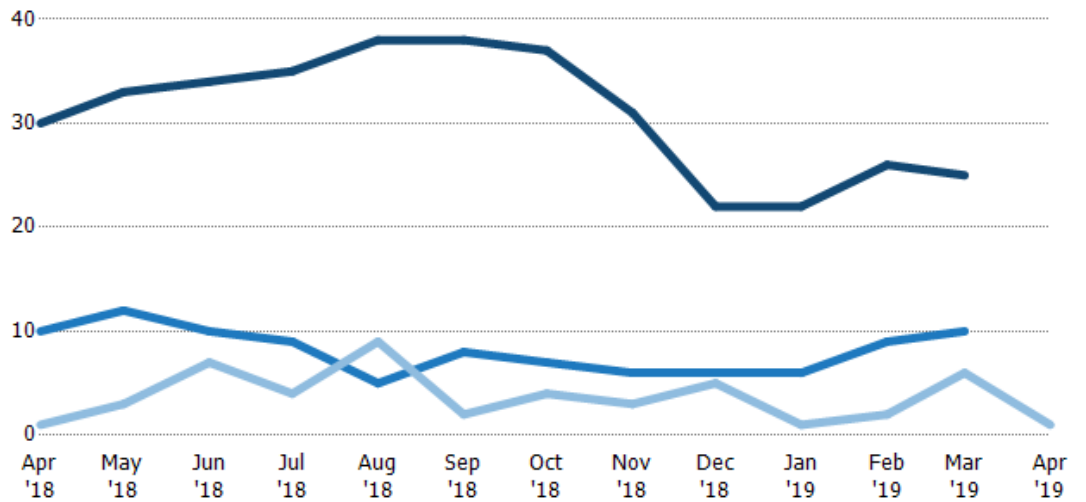
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	10%	3%	9%	20%	11%	24%	5%	13%	14%	23%	4%	8%	-
Prior Year	12%	5%	2%	7%	11%	12%	8%	14%	10%	14%	4%	7%	10%
Change from Prior Year	2%	2%	-7%	-13%	1%	-11%	2%	1%	-4%	-9%	0%	-1%	10%

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



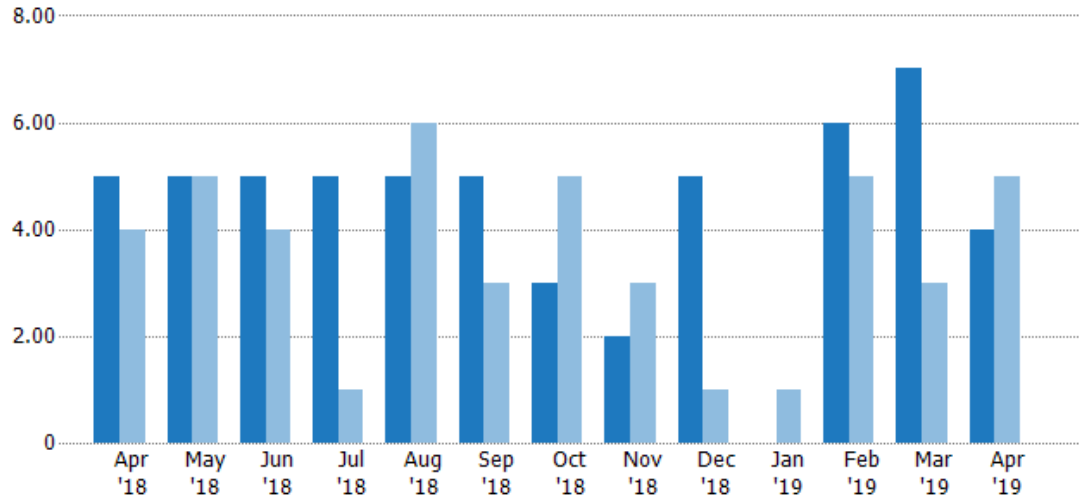
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	30	33	34	35	38	38	37	31	22	22	26	25	-
Pending	10	12	10	9	5	8	7	6	6	6	9	10	-
Sold	1	3	7	4	9	2	4	3	5	1	2	6	1

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



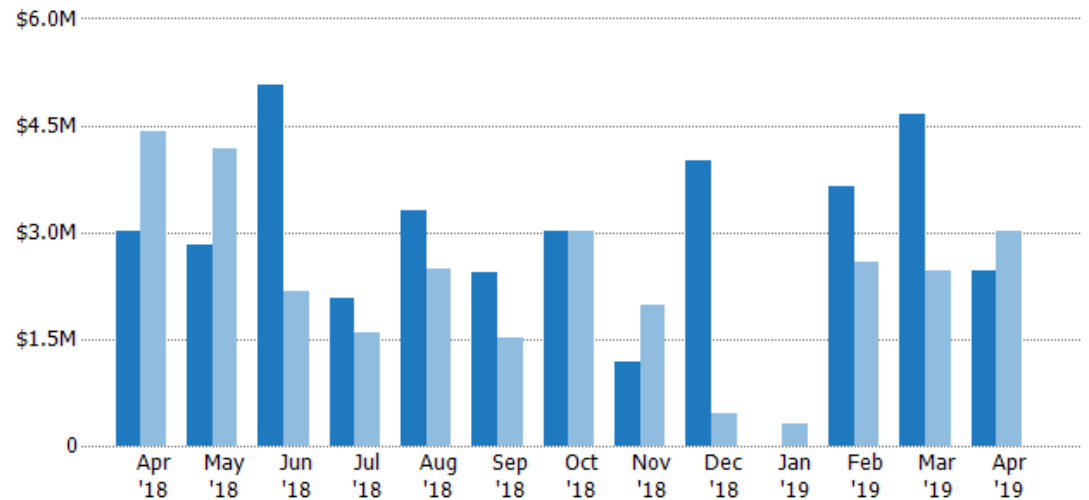
Current Year	5	5	5	5	5	5	3	2	5	-	6	7	4
Prior Year	4	5	4	1	6	3	5	3	1	1	5	3	5
Percent Change from Prior Year	25%	0%	25%	400%	-17%	67%	-40%	-33%	400%	-100%	20%	133%	-20%

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



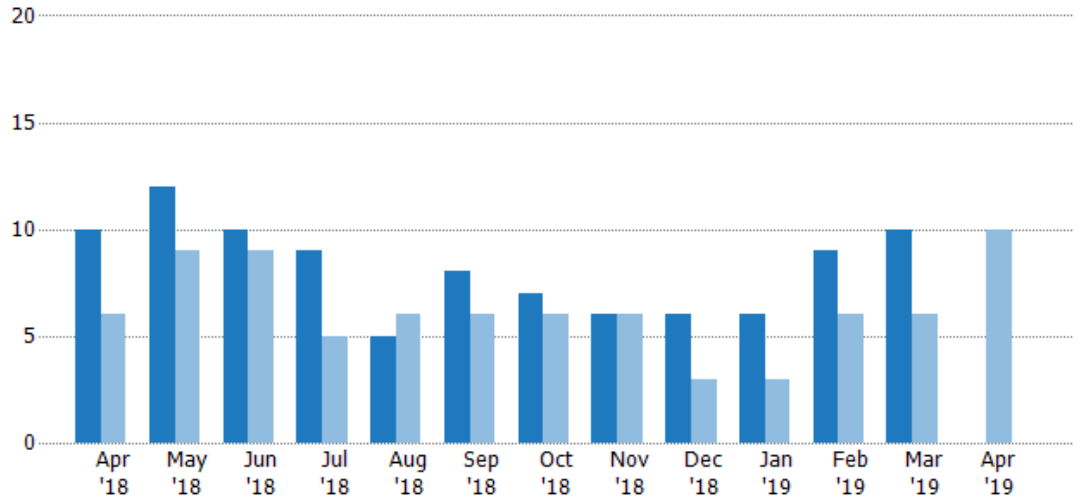
Current Year	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$2.45M
Prior Year	\$4.42M	\$4.16M	\$2.18M	\$1.6M	\$2.49M	\$1.51M	\$3.02M	\$1.98M	\$450K	\$305K	\$2.58M	\$2.46M	\$3.02M
Percent Change from Prior Year	-32%	-32%	133%	29%	33%	61%	0%	-41%	792%	-100%	42%	89%	-19%

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



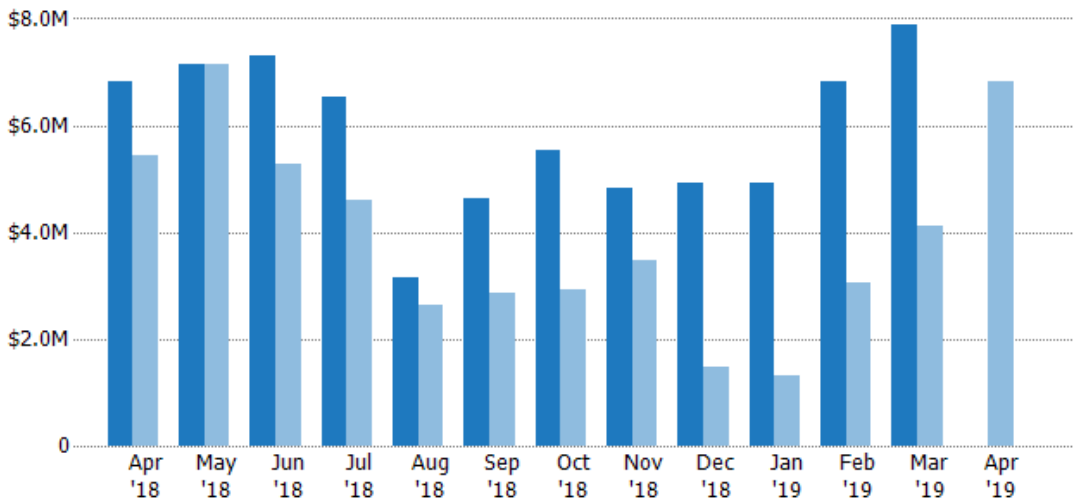
Current Year	10	12	10	9	5	8	7	6	6	6	9	10	-
Prior Year	6	9	9	5	6	6	6	6	3	3	6	6	10
Percent Change from Prior Year	67%	33%	11%	80%	-17%	33%	17%	0%	100%	100%	50%	67%	-100%

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



Current Year	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$5.55M	\$4.82M	\$4.92M	\$4.92M	\$6.82M	\$7.88M	-
Prior Year	\$5.45M	\$7.14M	\$5.29M	\$4.61M	\$2.62M	\$2.86M	\$2.94M	\$3.47M	\$1.47M	\$1.32M	\$3.06M	\$4.1M	\$6.82M
Percent Change from Prior Year	25%	0%	38%	42%	20%	62%	89%	39%	235%	272%	123%	92%	-100%

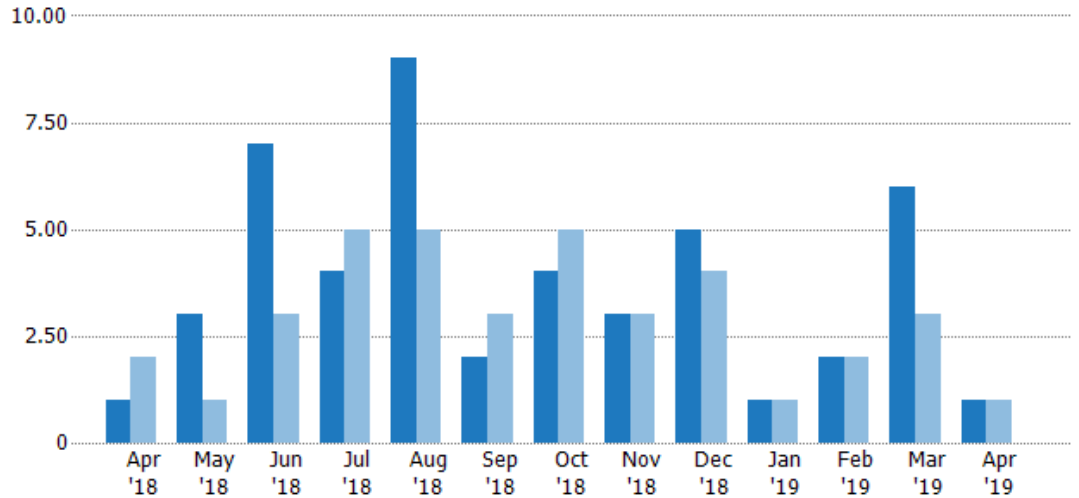
Closed Sales

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.
Apr '19	1	0%
Apr '18	1	-50%
Apr '17	2	-50%



Current Year	1	3	7	4	9	2	4	3	5	1	2	6	1
Prior Year	2	1	3	5	5	3	5	3	4	1	2	3	1
Percent Change from Prior Year	-50%	200%	133%	-20%	80%	-33%	-20%	0%	25%	0%	0%	100%	0%

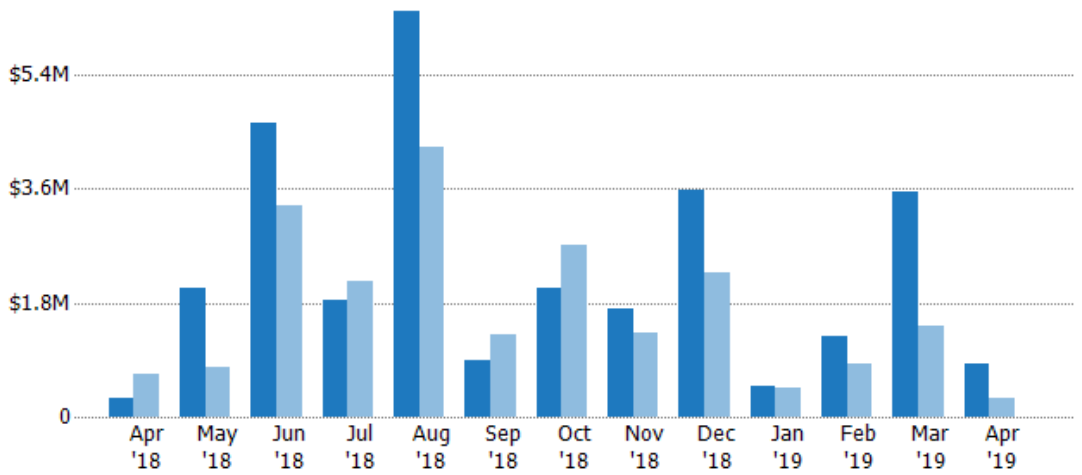
Closed Sales Volume

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.
Apr '19	\$837K	174.3%
Apr '18	\$305K	-55.1%
Apr '17	\$679K	-3.5%



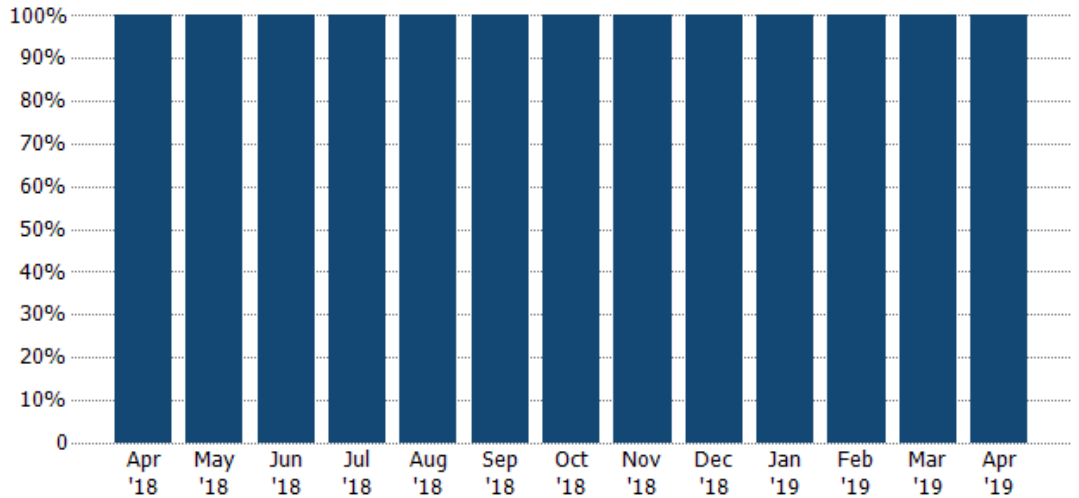
Current Year	\$305K	\$2.02M	\$4.63M	\$1.85M	\$6.41M	\$897K	\$2.04M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$837K
Prior Year	\$679K	\$775K	\$3.33M	\$2.15M	\$4.26M	\$1.29M	\$2.72M	\$1.33M	\$2.29M	\$451K	\$824K	\$1.43M	\$305K
Percent Change from Prior Year	-55%	161%	39%	-14%	50%	-31%	-25%	28%	56%	10%	55%	148%	174%

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



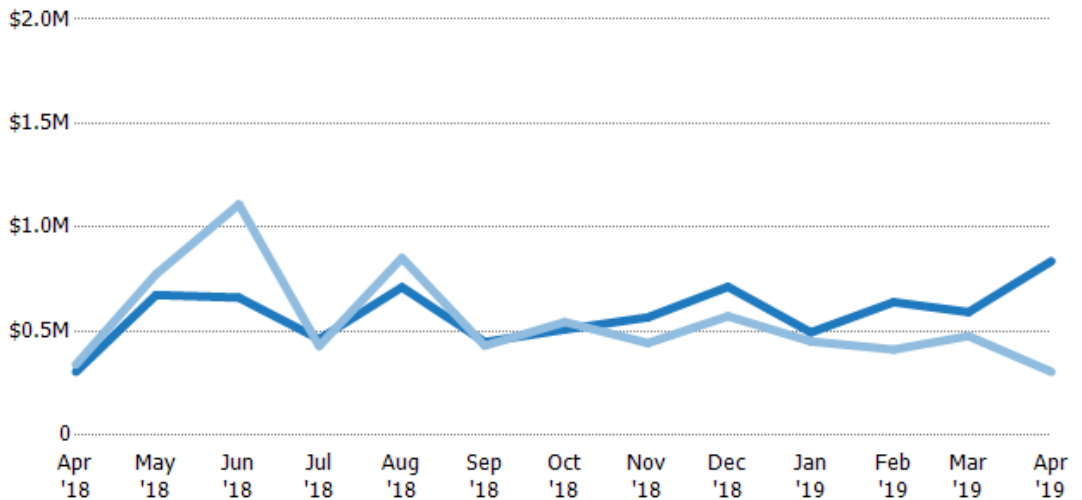
■ Single Family Residence

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	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K	\$837K
Prior Year	\$340K	\$775K	\$1.11M	\$429K	\$853K	\$431K	\$545K	\$443K	\$572K	\$451K	\$412K	\$477K	\$305K
Percent Change from Prior Year	-10%	-13%	-40%	8%	-17%	4%	-7%	28%	25%	10%	55%	24%	174%

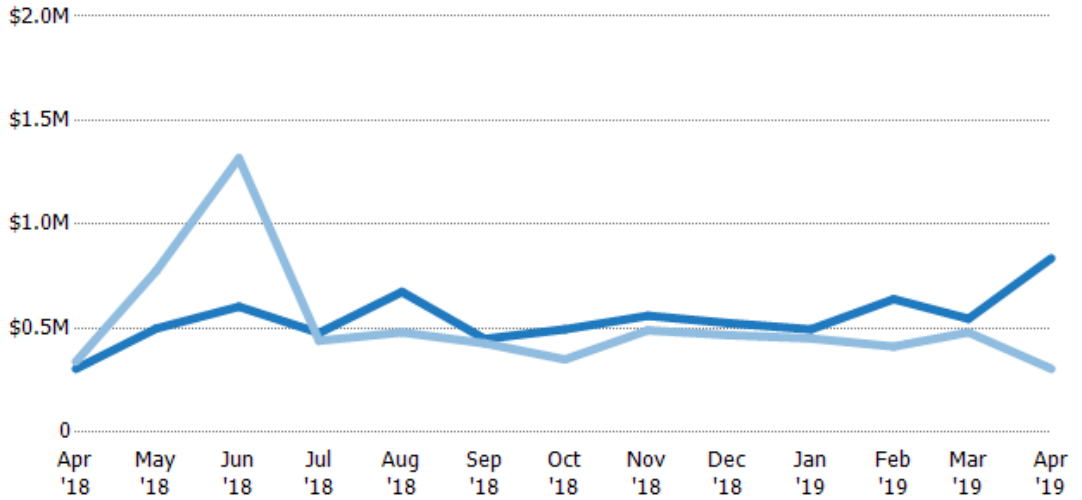
Median Sales Price

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.
Apr '19	\$837K	174.3%
Apr '18	\$305K	-10.2%
Apr '17	\$340K	92.9%



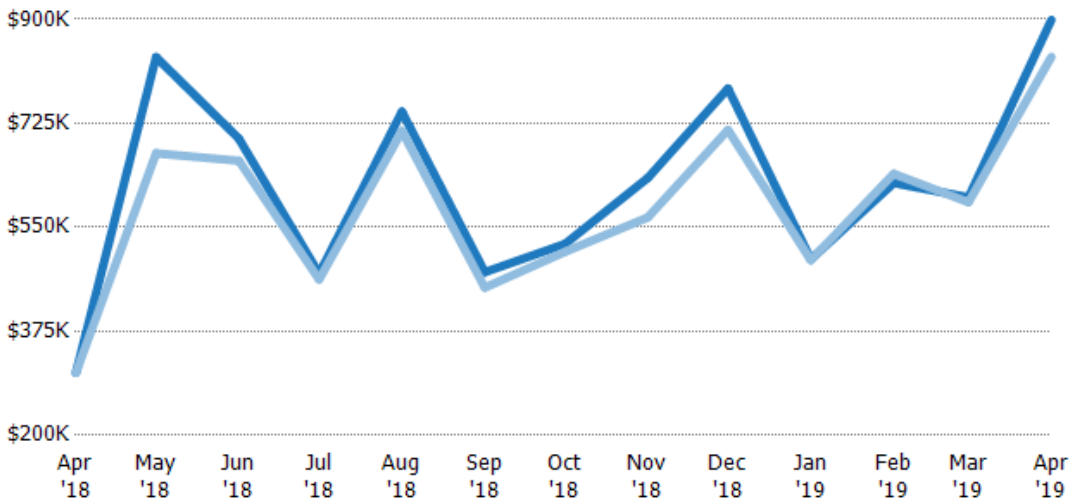
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$837K
Prior Year	\$340K	\$775K	\$1.32M	\$440K	\$480K	\$428K	\$350K	\$490K	\$467K	\$451K	\$412K	\$480K	\$305K
Percent Change from Prior Year	-10%	-36%	-54%	9%	41%	5%	41%	14%	12%	10%	55%	14%	174%

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



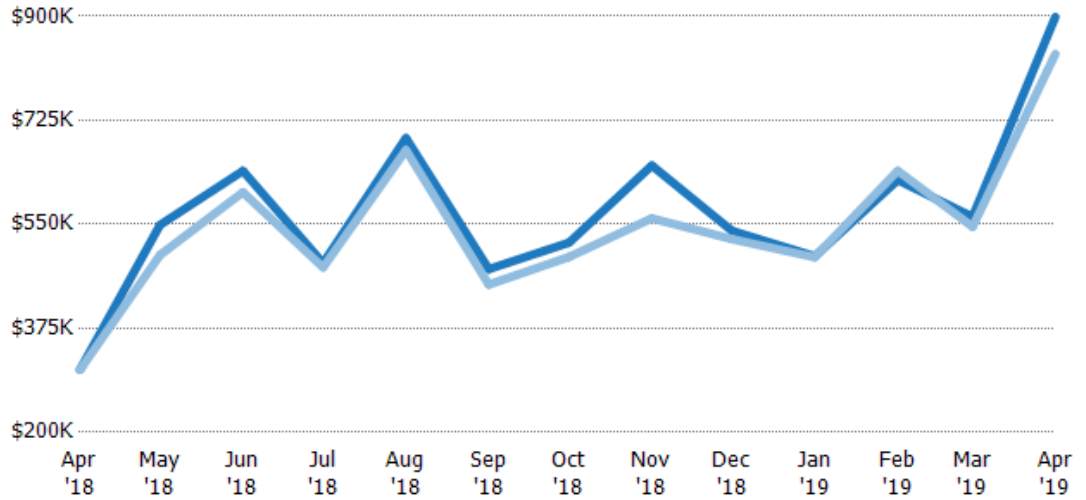
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg List Price	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$899K
Avg Sales Price	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K	\$837K
Avg Sales Price as a % of Avg List Price	100%	81%	95%	98%	96%	95%	97%	90%	91%	100%	102%	99%	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: Charlotte, VT 05445
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



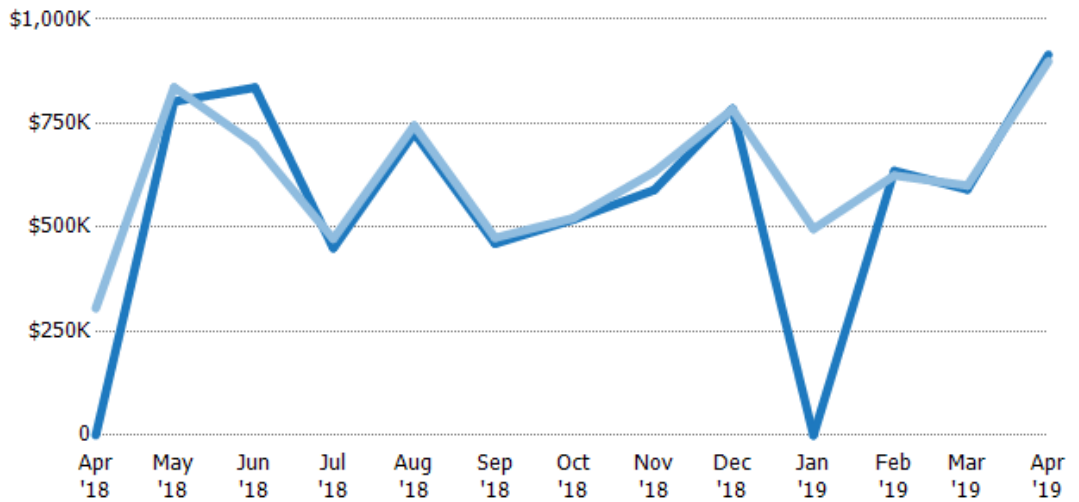
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$899K
Median Sales Price	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$837K
Med Sales Price as a % of Med List Price	100%	91%	94%	99%	97%	95%	95%	86%	97%	100%	102%	97%	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.

Filters Used

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



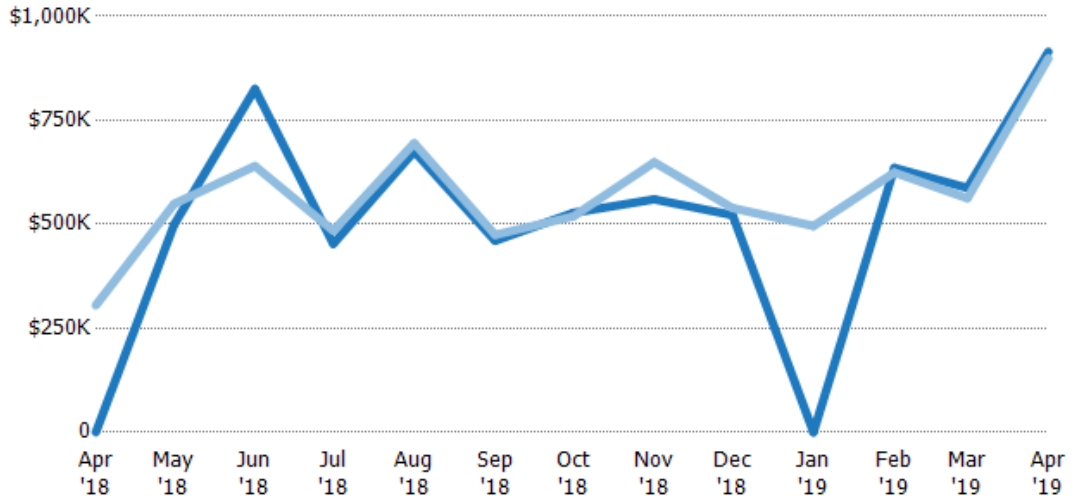
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$0	\$802K	\$836K	\$450K	\$727K	\$460K	\$518K	\$590K	\$785K	\$0	\$635K	\$591K	\$915K
Avg Sales Price	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$899K
Avg Sales Price as a % of Avg Est Value	100%	104%	84%	105%	102%	103%	101%	107%	100%	100%	98%	102%	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	\$0	\$499K	\$825K	\$453K	\$675K	\$460K	\$527K	\$560K	\$522K	\$0	\$635K	\$587K	\$915K
Median Sales Price	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$899K
Med Sales Price as a % of Med Est Value	100%	110%	78%	107%	103%	103%	98%	116%	103%	100%	98%	96%	98%