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	+ / -	Dec 2017	Dec 2018	Key Metrics
						isting Activity Charts Metrics
+100%	1	2	+100%	1	2	New Listing Count
+139.6%	\$695,000	\$1,665,000	+139.6%	\$695,000	\$1,665,000	New Listing Volume
	N/A	NA	-32.3%	31	21	Active Listing Count
	N/A	NA	-19.2%	\$33,632,550	\$27,183,115	Active Listing Volume
+19.3%	\$1,084,921	\$1,294,434	+19.3%	\$1,084,921	\$1,294,434	Average Listing Price
+29.4%	\$695,000	\$899,000	+29.4%	\$695,000	\$899,000	Median Listing Price
-13.4%	194	168	-13.4%	194	168	Median Daysin RPR
-49.2%	10.3	5.3	-	_	_	Months of Inventory
+9.4%	9.68%	19.05%	+-	_	_	Absorption Rate
			: :			Sales Activity Charts Metrics
+400%	1	5	+400%	1	5	New Pending Sales Count
+792.4%	\$450,000	\$4,016,000	+792.4%	\$450,000	\$4,016,000	New Pending Sales Volume
	N/A	NA	+250%	2	7	Pending Sales Count
	N/A	N/A	+432.3%	\$1,015,000	\$5,402,500	Pending Sales Volume
+25%	4	5	+25%	4	5	Closed Sales Count
+55.9%	\$2,289,000	\$3,569,000	+55.9%	\$2,289,000	\$3,569,000	Closed Sales Volume
+24.7%	\$572,250	\$713,800	+24.7%	\$572,250	\$713,800	Average Sales Price
+12.4%	\$467,000	\$525,000	+12.4%	\$467,000	\$525,000	Median Sales Price





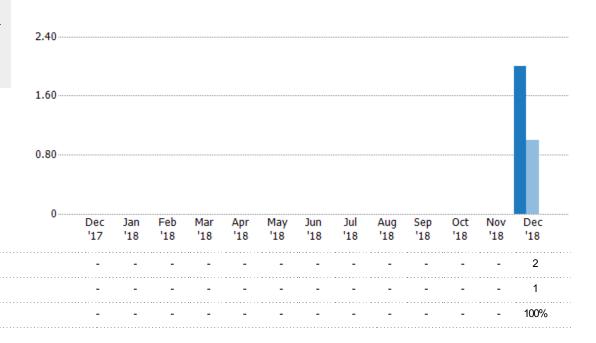
New Listings

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



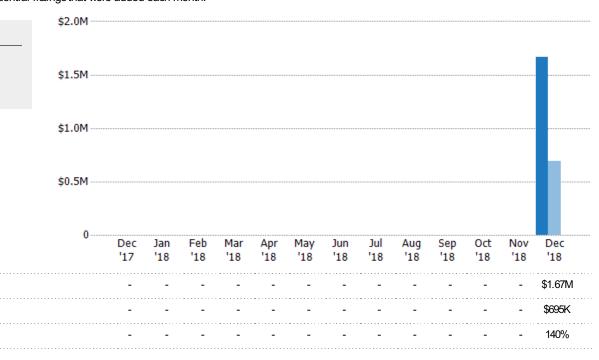
New Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

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

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



Current Year

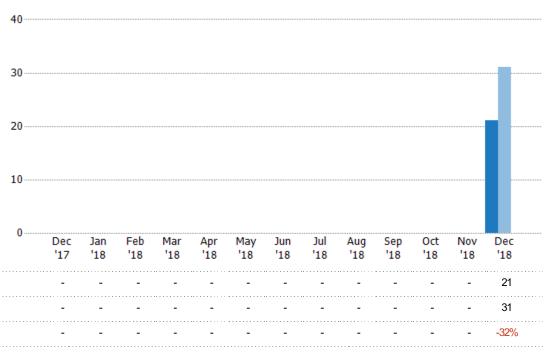
Percent Change from Prior Year



Active Listings

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

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



Active Listing Volume

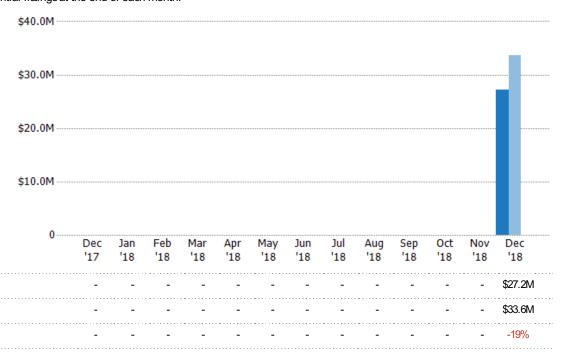
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





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

\$2.0M
A4 E34
\$1.5M
\$1.0M
\$0.5M
0

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18		Dec '18
Current Year	-	-	-	-	-	-		-		-	-	-	\$1.29M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.08M
Percent Change from Prior Year	-	-	-	-				-	-	-	-	-	19%

Median Listing Price

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

\$225K

Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single

Family Residence

\$900K \$675K \$450K

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	_	-	-	-	_	-	-	-	\$899K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$695K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	29%







Avg Est Value

Avg Listing Price

Market Data Report

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.

2.014									 	
1.5M	 								 	
1.0M	 								 •••••	
0.5M	 								 	
0 Dec	 								 	
0 Dec	 		Apr '18	May '18	Jun '18	Jul '18		Sep '18	 	Dec
0 Dec	 	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	 Nov '18	Dec '18

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.

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

Avg Listing Price as a % of Avg Est Value

00K												
50K												
0												
Dec	Jan	Feb	Mar	Apr	May	Jun					Nov	Dec
•	Jan	Feb	Mar	Apr		Jun		Aug '18				
Dec	Jan	Feb	Mar	Apr	May	Jun					Nov	Dec
Dec	Jan	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18 -		Sep '18	0ct '18	Nov '18	Dec



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



194



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.

· · · · · · · · · · · · · · · · · · ·	200												
Filters Used	200												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	- -	-	-	-	-	-	168

Months of Inventory

Percent Change from Prior Year

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

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

Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '18 7 15.5



Current Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

15%	

10%

%

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
 -	-	-	-	-	-	-		-	-	-	-	14%
 -	-	-	-	-	-	-	-	-	-	-	-	6%
 	- · · · · · · · · · · · · · · · · · · ·	-		-	_	_					_	-8%

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence 30

15------

8------

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
 -	-	-	-	-	-	-	-	-	-	-	-	21
 -	-	-	-	-	-	-	-	-	-	-	_	7
 -	-	-	-	-	-	-	-	-	-	-	-	5



Active Pending

Sold



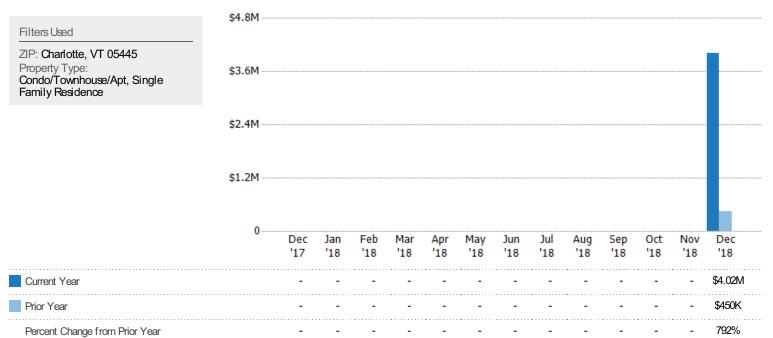
New Pending Sales

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



New Pending Sales Volume

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







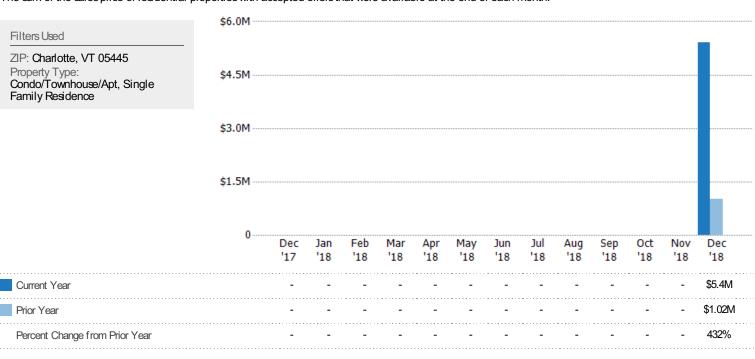
Pending Sales

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



Pending Sales Volume

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

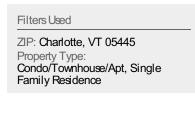


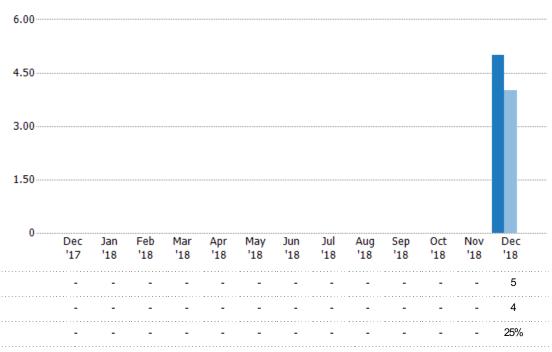




Closed Sales

The total number of residential properties sold each month.





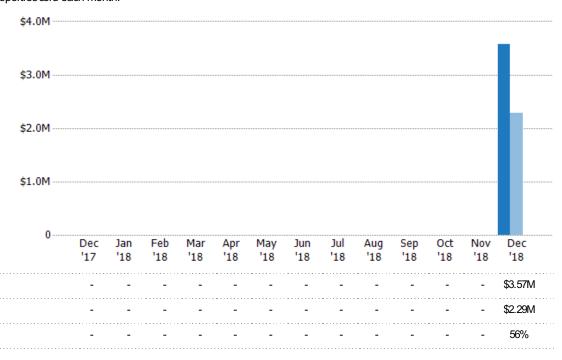
Closed Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

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

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





Current Year

Percent Change from Prior Year

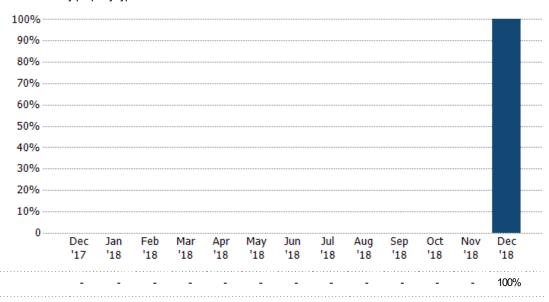


Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

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

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

\$800K \$600K \$400K \$200K 0 Dec Feb Apr May Jun Jul Aug Sep 0ct Nov Dec '18 '18 '18 '18 '18 '18 '18 '18 '18 \$714K \$572K 25%



Current Year

Percent Change from Prior Year





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

;	\$600K	
;	\$450K	
;	\$300K	
:	\$150K	

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug '18	Sep '18	0ct '18	Nov	Dec '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$525K
 -	-	-	-	-	-	-	-	-	-	-	-	\$467K
 -	-	-	-	-	-	-	-	-	-	-	-	12%

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

Current Year
Prior Year

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

Percent Change from Prior Year

0		\$400K \$200K							
\$200K									
\$200K		\$600K	\$400K	 	 	 	 	 	
			\$600K						
\$400K	\$400K								



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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

	0 Dec			May '18			Nov	 Dec
\$1	.50K	 	 		 		 	
\$3	800K	 	 		 	 	 	
\$4	50K	 	 		 	 	 	
φt	00K							

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

0K												
0												
			Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	De
Dec '17	Jan '18	Feb '18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
	Jan '18	'18	'18	'18 -	'18	'18 -		'18 -		'18 -	'18 -	'1! \$78
	Jan '18 -	'18 -	'18	'18	'18	'18 -				'18 -		



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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: Charlotte, VT 05445

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

450K												
300K												
:150K												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	- -	-	-	-	-	-	\$522k
-	-	-	-	-	-	-	-	-	-	-	-	\$539k
			_		_				-		_	103%



