

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	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-33.3%	6	4	-33.3%	6	4	New Listing Count
-33.9%	\$3,136,800	\$2,074,300	-33.9%	\$3,136,800	\$2,074,300	New Listing Volume
-30.6%	36	25	-30.6%	36	25	Active Listing Count
-13.2%	\$34,956,667	\$30,343,940	-13.2%	\$34,956,667	\$30,343,940	Active Listing Volume
+25%	\$971,019	\$1,213,758	+25%	\$971,019	\$1,213,758	Average Listing Price
+2.1%	\$710,000	\$725,000	+2.1%	\$710,000	\$725,000	Median Listing Price
-17.4%	278.5	230	-17.4%	278.5	230	Median Daysin RPR
_	_	12.5	-	_	_	Months of Inventory
_	_	8%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+66.7%	3	5	+66.7%	3	5	New Pending Sales Count
+127.2%	\$1,134,000	\$2,576,500	+127.2%	\$1,134,000	\$2,576,500	New Pending Sales Volume
-45.5%	11	6	-45.5%	11	6	Pending Sales Count
-36.7%	\$4,838,300	\$3,063,740	-36.7%	\$4,838,300	\$3,063,740	Pending Sales Volume
-50%	2	1	-50%	2	1	Closed Sales Count
-44.8%	\$487,000	\$269,000	-44.8%	\$487,000	\$269,000	Closed Sales Volume
+10.5%	\$243,500	\$269,000	+10.5%	\$243,500	\$269,000	Average Sales Price
+10.5%	\$243,500	\$269,000	+10.5%	\$243,500	\$269,000	Median Sales Price





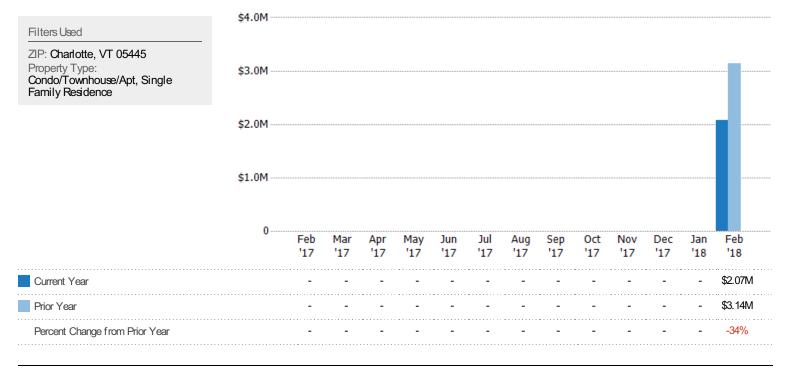
New Listings

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

Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	5.40														
	3.60														
	1.80														
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%	6

New Listing Volume

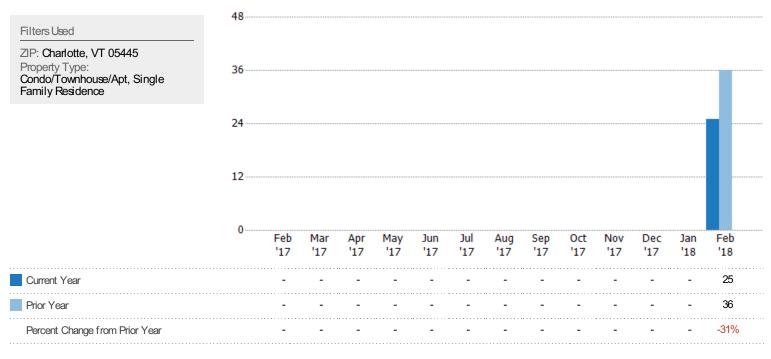
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





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		-	-	-	-	-	-	-	-	-	-	-	-	-13%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$35M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$30.3M
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$10.0M													
	\$20.0M													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
Filters Used	\$40.0M ······													



Average Listing Price

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

Filters Used	\$2.0M ······												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
	\$1.0M												
	\$0.5M												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.21N
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$971K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%

Median Listing Price

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

	\$800K												
Filters Used													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$725K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$710K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%





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.

	\$2.0M												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
	\$1.0M												
	\$0.5M												
	0 Feb '17	Mar '17	Apr '17	May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$779K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.21N
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	156%

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.

	\$800K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0												
	Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$667K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$725K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





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.

	75												
	75												
	75												
	0												
	0 Feb									Nov	Dec	Jan	Feb
	· · ·			Мау '17								Jan '18	Feb '18
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		'18
Current Year	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
Current Year Prior Year	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		'18

Months of Inventory

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

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	25
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	25												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
	50												





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

Active/Pending/Sold Units

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

	8				 		 				
	0										
	0				 		 				
	0 Feb '17	Mar '17	Apr '17	May '17		Aug '17	0ct	Nov '17	Dec '17	Jan '18	Feb '18
Active			Apr '17	May			0ct	Nov	Dec		
Active Pending			Apr '17 -	May			0ct	Nov	Dec		'18





New Pending Sales

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

Filters Used	6.00													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50													
	3.00													
	1.50													
	0													
		Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67%

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														_
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.58M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.13M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	127%



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: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0													
	Ŭ	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
														6
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-45%

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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-37%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.84M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.06M
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$1.2M													
Family Residence	\$2.4M													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
Filters Used	\$4.8M ······													



Closed Sales

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

Filters Used	4.00													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00													
	2.00													
	1.00													
	0													
	Ŭ	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%

Closed Sales Volume

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

Filters Used	\$2.0M ······													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$487K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-45%



Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Feb '17			May '17		•		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
raminy headence	60%														
Property Type: Condo/Townhouæ/Apt, Single Family Residence	70%														
ZIP: Charlotte, VT 05445 Property Type:	80%														
Filters Used	90%														
	100%														

Average Sales Price

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

	\$500K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Feb '17	Mar '17		May '17		Jul '17			0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%





Median Sales Price

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

	\$500K												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	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	\$300K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$300K ······												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17		Jul '17			0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

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Filters Used	\$300K ······												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%





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: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

