

# 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	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+28.6%	7	9	+28.6%	7	9	New Listing Count
+244.8%	\$2,792,400	\$9,627,000	+244.8%	\$2,792,400	\$9,627,000	New Listing Volume
-37%	54	34	-37%	54	34	Active Listing Count
-22.7%	\$47,578,967	\$36,781,805	-22.7%	\$47,578,967	\$36,781,805	Active Listing Volume
+22.8%	\$881,092	\$1,081,818	+22.8%	\$881,092	\$1,081,818	Average Listing Price
+29.7%	\$570,000	\$739,008	+29.7%	\$570,000	\$739,008	Median Listing Price
-17.6%	105	86.5	-17.6%	105	86.5	Median Daysin RPR
-11.9%	7.7	6.8	-	_	_	Months of Inventory
+1.7%	12.96%	14.71%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+400%	1	5	+400%	1	5	New Pending Sales Count
+29.4%	\$1,598,000	\$2,068,000	+29.4%	\$1,598,000	\$2,068,000	New Pending Sales Volume
+33.3%	6	8	+33.3%	6	8	Pending Sales Count
+5.9%	\$5,112,500	\$5,416,500	+5.9%	\$5,112,500	\$5,416,500	Pending Sales Volume
-20%	5	4	-20%	5	4	Closed Sales Count
-13.8%	\$2,145,500	\$1,848,999	-13.8%	\$2,145,500	\$1,848,999	Closed Sales Volume
+7.7%	\$429,100	\$462,250	+7.7%	\$429,100	\$462,250	Average Sales Price
+8.5%	\$440,000	\$477,500	+8.5%	\$440,000	\$477,500	Median Sales Price





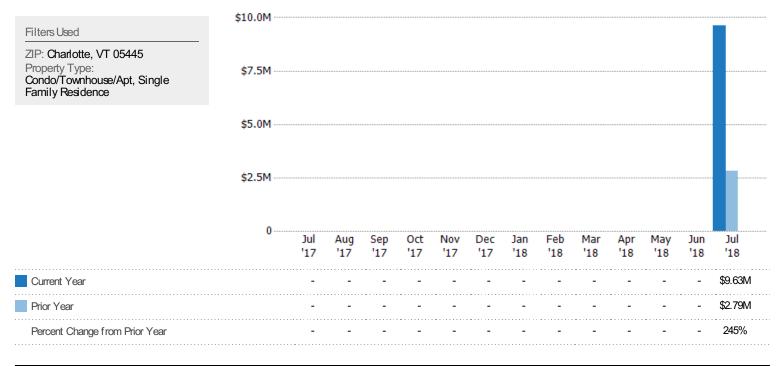
## New Listings

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

Filters Used	20.00													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	29%

#### New Listing Volume

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

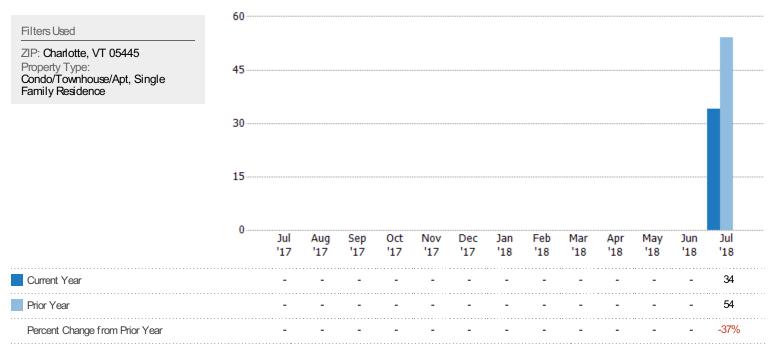


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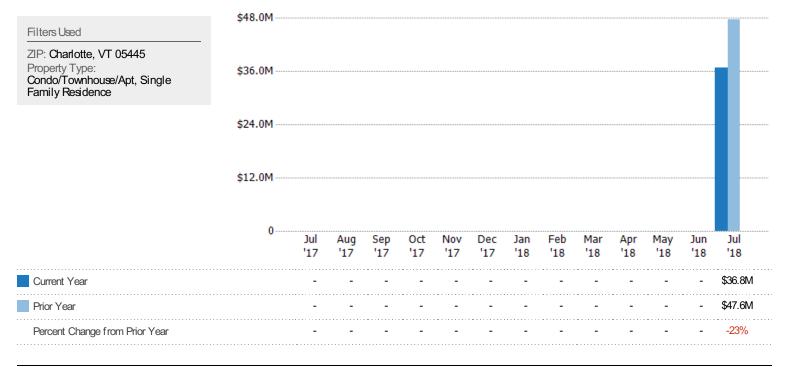
## Active Listings

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.





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#### Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of 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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.08N
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$881K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%

## 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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$739K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$570K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%





## 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 Jul '17	Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$742K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.08N
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	146%

#### 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	_	_			_	_			-		_	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$645K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$739K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	115%





## 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.

Current Year Prior Year	'17 	'17 _	'17 - -	'17 - -	'17 - -	'17 - -	'18 - -	'18	'18 - -	'18 - -	'18 - -	'18 - -	Jul '18 86.5 105
Current Year	'17 -	'17 _	'17 -	-	'17 -	'17 -	-18	'18 -	'18 _	'18 -	'18 -	'18 -	'18
	'17	'17	'17	'17	'17	'17	18	'18	'18	'18	'18	'18	
	Jul	Aug	Sep	Oct	Nov			Feb	Mar	Apr	May	Jun	
	100 50												
Family Residence													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Filters Used													

#### Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-73%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.86
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	8												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
Filters Used	30												





## Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
Family Residence													
	10%												
	0	•	_	~ •		-	-	- 1					
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
		±/	±/				10					10	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	
													6%
Change from Prior Year	-	-	-	-		-	-	-	-	-	-	-	6% -15%

## Active/Pending/Sold Units

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

	40												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	10												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	34
Pending	-	-	-	-	-	-	-	-	-	-	-	-	8
Sold	-	-	-	-	-	-	-	-	-	-	-	-	4



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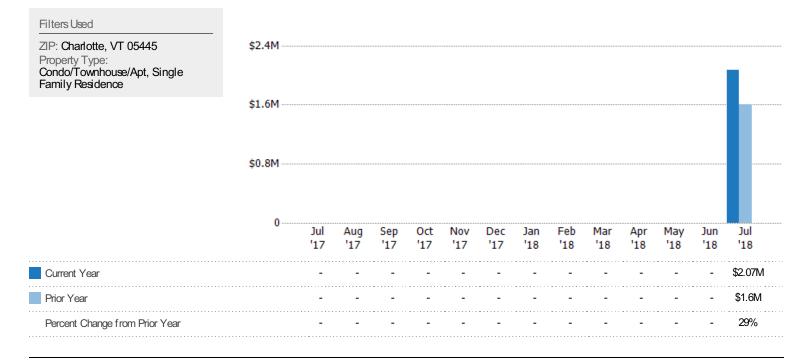
#### New Pending Sales

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

Filters Used	8.00													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	400%

#### 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.



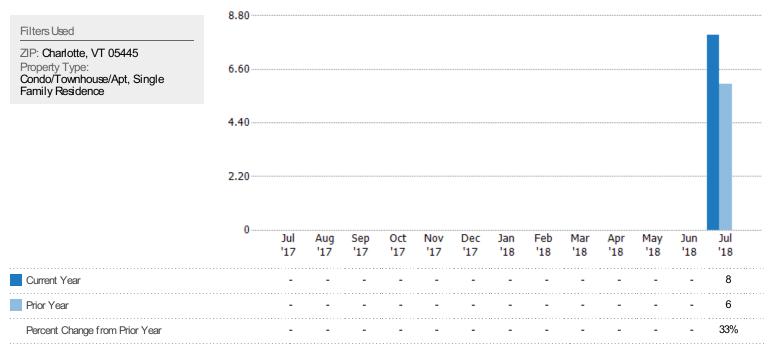


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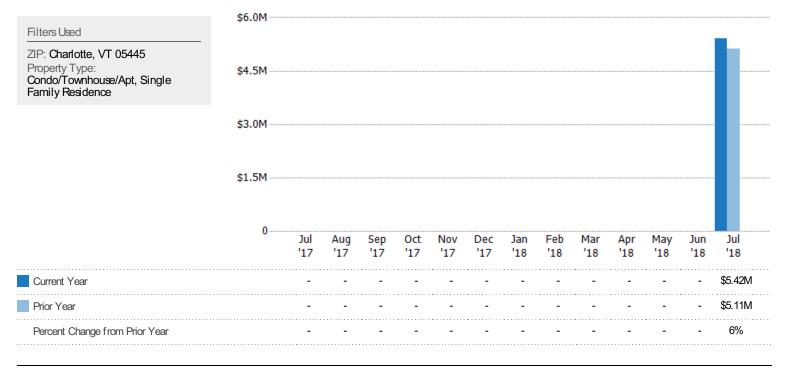
## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



## 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.

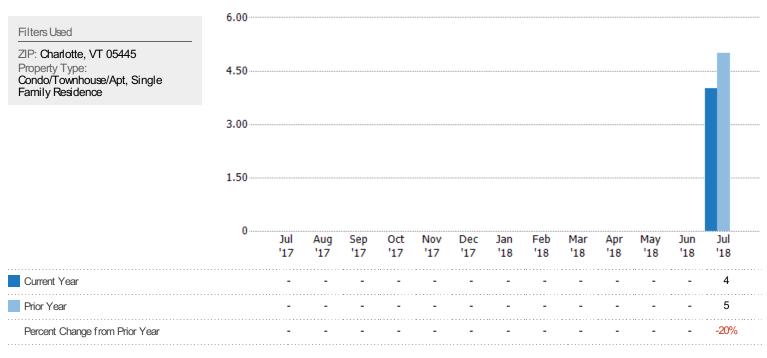






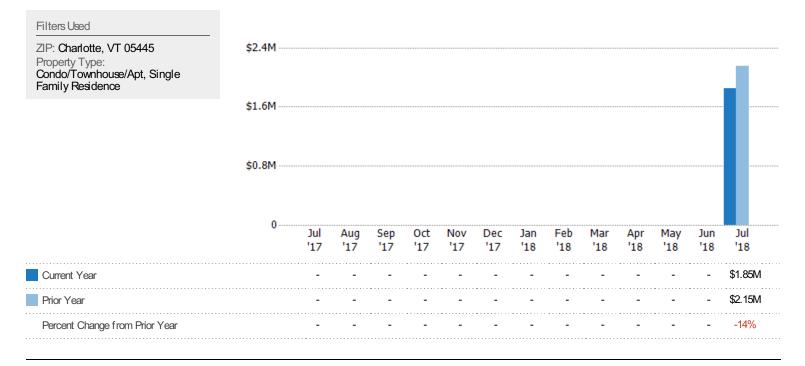
## Closed Sales

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



## **Closed Sales Volume**

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



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## Closed Sales by Property Type

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

Filters Used	100%														
	90%														
ZIP: Charlotte, VT 05445 Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul					Dec			Mar	Apr		Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18		'18	'18	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$462K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$429K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%





## 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												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$440K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$462K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$472K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	4105V												
Family Residence	\$250K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Filters Used	\$500K												





## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$500K												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price		-	-	-	-	-	-	-	-	-	-	-	\$484K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
Med Sales Price as a % of Med List Price		-	-	-	-	-	-	-	-	-	-	-	99%

#### 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.

	\$500K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-		-	-	-	-	-	-		-	-	\$450K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$472K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%





## 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.

	\$500K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Jul '17	Aug '17		0ct '17	Nov '17	Dec '17			Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$453K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$484K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%

