

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	+ / -	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+25%	4	5	+25%	4	5	New Listing Count
+35.9%	\$2,115,400	\$2,874,000	+35.9%	\$2,115,400	\$2,874,000	New Listing Volume
-29.7%	37	26	-29.7%	37	26	Active Listing Count
-15.8%	\$34,980,567	\$29,453,040	-15.8%	\$34,980,567	\$29,453,040	Active Listing Volume
+19.8%	\$945,421	\$1,132,809	+19.8%	\$945,421	\$1,132,809	Average Listing Price
+0.1%	\$669,000	\$669,450	+0.1%	\$669,000	\$669,450	Median Listing Price
-7.2%	201	186.5	-7.2%	201	186.5	Median Days in RPR
-64.9%	18.5	6.5	-	_	_	Months of Inventory
+10%	5.41%	15.38%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-	_	4	-	_	4	New Pending Sales Count
-	-	\$3,357,000	-	_	\$3,357,000	New Pending Sales Volume
+16.7%	6	7	+16.7%	6	7	Pending Sales Count
+71.7%	\$2,912,900	\$5,001,500	+71.7%	\$2,912,900	\$5,001,500	Pending Sales Volume
-25%	4	3	-25%	4	3	Cloæd Sales Count
-4.6%	\$1,500,000	\$1,431,029	-4.6%	\$1,500,000	\$1,431,029	Cloæd Sales Volume
+27.2%	\$375,000	\$477,010	+27.2%	\$375,000	\$477,010	Average Sales Price
+32%	\$363,500	\$480,000	+32%	\$363,500	\$480,000	Median Sales Price





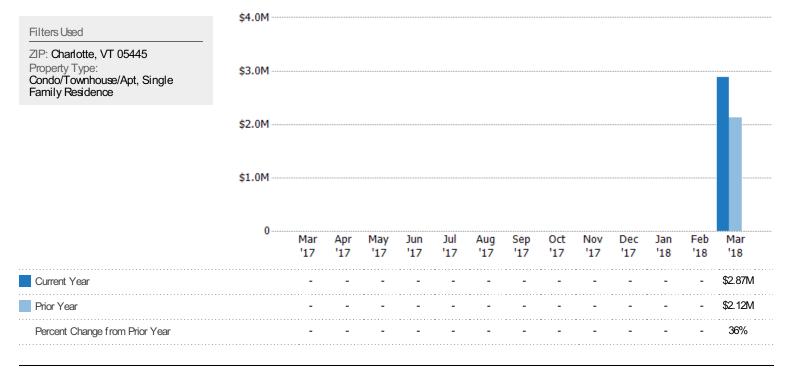
New Listings

The number of new single-family, condominium and townhome listings 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	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

New Listing Volume

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

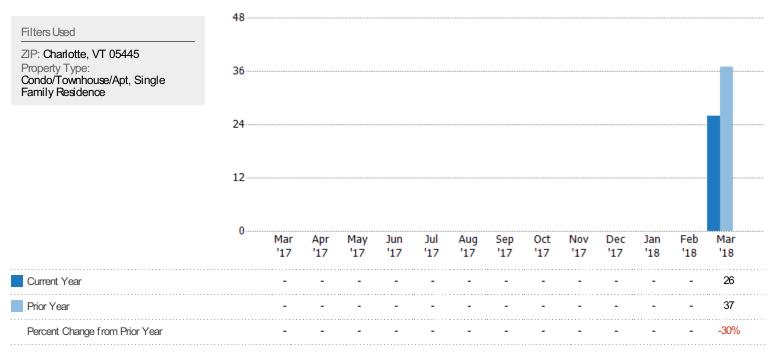






Active Listings

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.

Filters Used	\$40.0M ······													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year														\$29.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$35M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-16%



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	Ang	Maxi	1	21	A	Con	0.4	Nex	Dec	1	Fab	Mar
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.13N
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$945K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%

Median Listing Price

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

Filters Used	\$700K ······												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$669K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$669K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%





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 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$759K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.13N
Avg Listing Price as a % of Avg Est Value	; -	-	-	-	-	-	-	-	-	-	-	_	149%

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.

	\$700K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$689K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$669K
Med Listing Price as a % of Med Est Value			-		-	-	-	-	-	-	-	-	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.

ZIP: Charlotte, VT 05445													
Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17					
Current Year Prior Year		Apr '17 -	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17 -					'18

Months of Inventory

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

Filters Used	20												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	-												
	5												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%





Absorption Rate

The percentage of inventory sold per month.

Fil	Iters	1 km	hd
1 11	11013	Use	7U

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

10%	 	
5%	 	

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

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

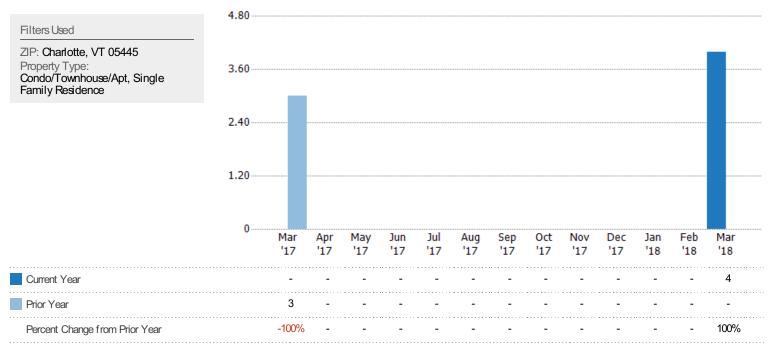
Filters Used									
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	23	 	 	 	 				
	15	 	 	 	 				
	8	 	 	 	 				
	8		 	 	 				
	0	May							
		May '17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	0 Mar				Nov	Dec	Jan	Feb	
Active Pending	0 Mar				Nov	Dec	Jan	Feb	'18





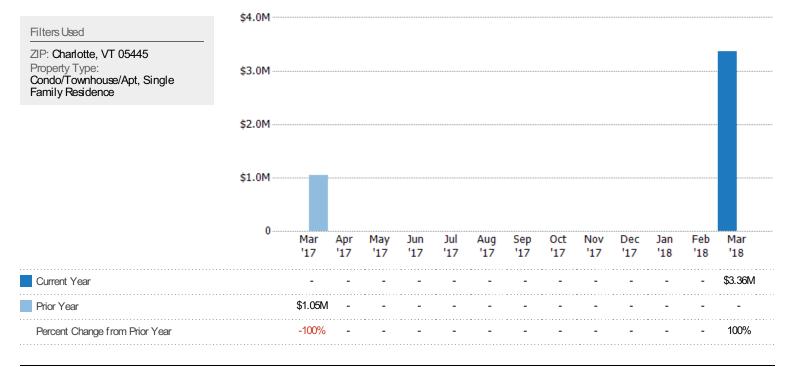
New Pending Sales

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



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.





Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end 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	Mar	4.0.0	Maxe	1	71	A	Con	0.+	Neu	Dec	1	Fab	Mar	
		Mar '17	Apr '17	May '17	'17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%	

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.

Filters Used	\$6.0M ······													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M													
	\$3.0M													
	\$1.5M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.91M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	72%



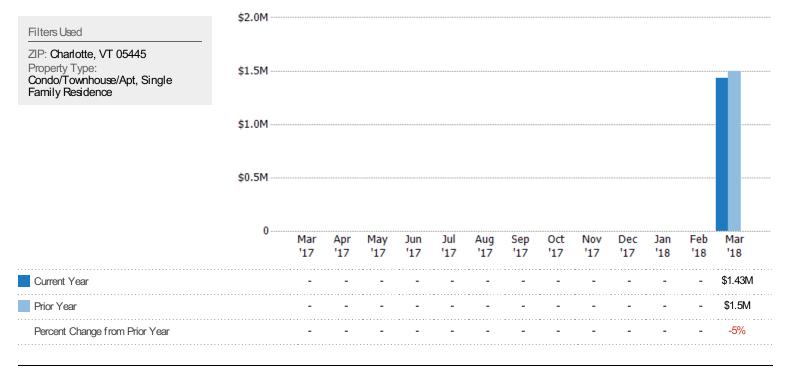
Closed Sales

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

Filters Used	4.80														
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.60														
	2.40														
	1.20														
	0	Mar	A	Mass	1	1	A	Can	0.+	Neur	Dec	1	Fab	Mar	
		Mar '17	Арг '17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%	

Closed Sales Volume

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





Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Charlotte, VT 05445 Property Type:	80%														
Property Type: Condo/Townhouœ/Apt, Single Family Residence	70%														
ramity residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '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		NA	1	21	A	C	<u></u>	N	D	7	5 -L	
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%





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												
	Mar	Apr	May	Jun	Jul	Aug '17	Sep	0ct '17	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$480K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$364K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	32%

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	-	-	-	-	-	-	-	-	-	-	-	-	101%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$473K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$125K												
·	\$250K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$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.

Filters Used	\$500K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$459K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$480K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	105%

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	\$500K ······												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$473K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%





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												
												- - L	
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Аид '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$477K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$459K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

