

# 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	Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	1	2	-50%	1	2	-50%
New Listing Volume	\$1,445,000	\$1,793,400	-19.4%	\$1,445,000	\$1,793,400	-19.4%
Active Listing Count	36	-	-	NA	N⁄A	
Active Listing Volume	\$36,682,450	_	-	N⁄A	N⁄A	
Average Listing Price	\$1,018,957	_	-	\$1,018,957	_	-
Median Listing Price	\$654,450	_	-	\$654,450	_	-
Median Days in RPR	180	_	-	180	_	-
Months of Inventory	_	_	-	_	9	-
Absorption Rate	_	-	-	_	11.11%	_
Sales Activity Charts Metrics						
New Pending Sales Count	2	4	-50%	2	4	-50%
New Pending Sales Volume	\$1,168,000	\$2,407,500	-51.5%	\$1,168,000	\$2,407,500	-51.5%
Pending Sales Count	5	-	-	N/A	N∕A	
Pending Sales Volume	\$3,022,450	-	-	N/A	N∕A	
Closed Sales Count	2	3	-33.3%	2	3	-33.3%
Cloæd Sales Volume	\$1,075,000	\$1,330,000	-19.2%	\$1,075,000	\$1,330,000	-19.2%
Average Sales Price	\$537,500	\$443,333	+21.2%	\$537,500	\$443,333	+21.2%
Median Sales Price	\$537,500	\$490,000	+9.7%	\$537,500	\$490,000	+9.7%





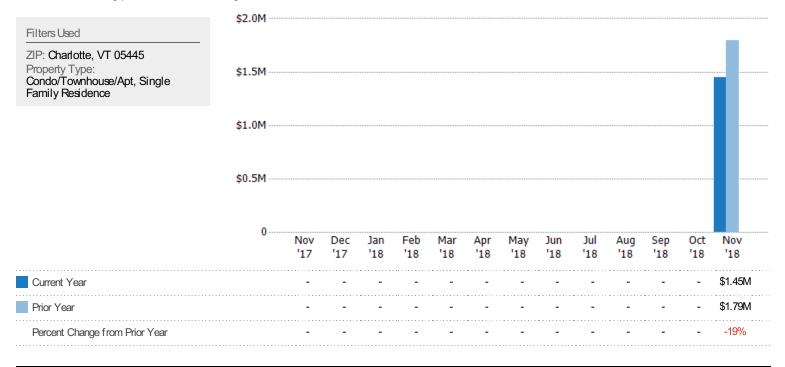
### New Listings

The number of new residential listings that were added each month.

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

### New Listing Volume

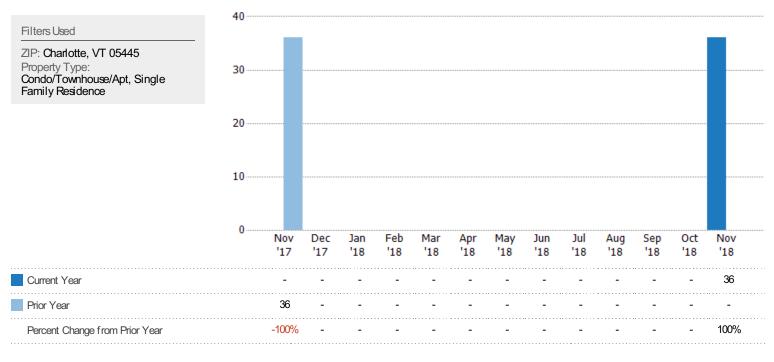
The sum of the listing price of residential listings that were added each month.





### Active Listings

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



### Active Listing Volume

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





### Average Listing Price

The average listing price of active residential 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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-		-	-	-	-	-	-	\$1.02M
Prior Year	\$835K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

#### Median Listing Price

The median listing price of active residential 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 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$654K
Prior Year	\$612K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





### 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 ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Nov	Dec	Jan		Mar	Apr	May			Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	180
Prior Year	165	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%		0	17%	33%	50%	67%	83%	100%
		-83%	-67%	-50%	-33%				33%	50%	67%	83%	100%

### Months of Inventory

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

Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
Prior Year	18	-	-	-	-	-	-	-	-	-	-	-	-
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.2
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
	5												
	10												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





### 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 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	6%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	6%	4%	2%	1%	-1%	-3%	-4%	-6%	-7%			-12%	

### 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	2.25				 	 					
	1.50				 	 					
	0.75				 	 					
	0				 	 					
	Nov '17	Dec '17	Jan '18	Feb '18	Apr '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18





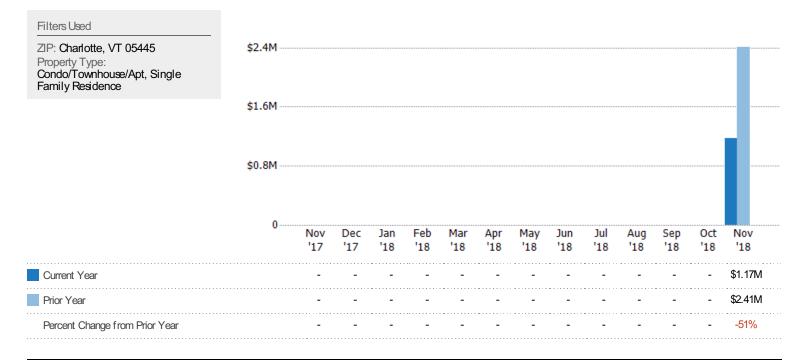
### New Pending Sales

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

6.
Nov
'18
2
4
-50%

### New Pending Sales Volume

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







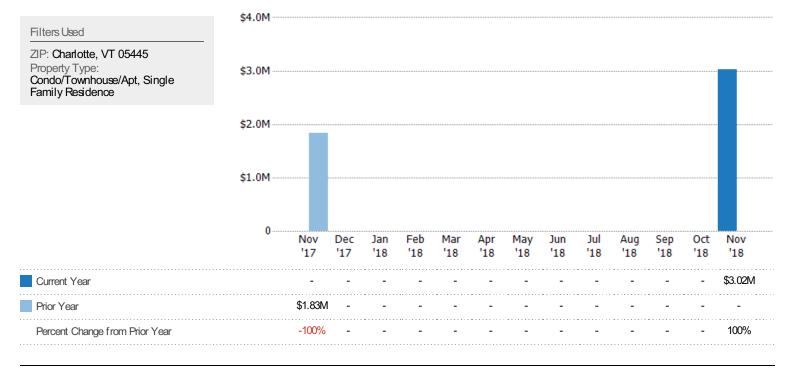
### Pending Sales

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.





Charlotte

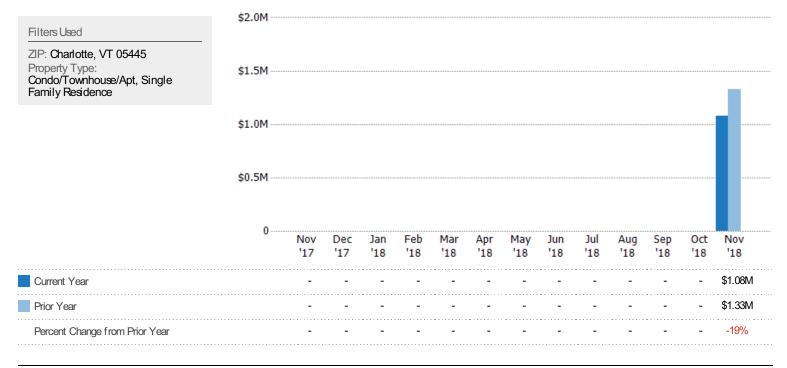
### Closed Sales

The total number of residential properties sold each month.

Eltern Line d	4.00													
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00													
	2.00													_
	1.00													
	0	Nov	Dec	lan	Foh	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
		'17	'17	'18	'18	'18	18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

### **Closed Sales Volume**

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





### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	, i i i i i i i i i i i i i i i i i i i	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18		May '18		Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
	60%														
Condo/Townhouse/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 residential properties sold each month.

	\$700K												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$538K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$443K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





### Median Sales Price

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

	\$700K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	41 7EV												
	\$175K												
	0 Nov	Dec	Jan	Feb	Mar			Jun	Jul	Δυσ	Sep	0ct	Nov
	'17	'17	'18	'18	'18	Apr '18	'18	'18	18	Aug '18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$538K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$490K
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	\$700K ······												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$625K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$538K
Avg Sales Price as a % of Avg List Price		-		-	-	-	-	-	-	-	-	-	86%

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## Median Sales Price vs Median Listing Price

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

\$700K ······												
\$525K												
\$350K												
\$175K												
0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18			Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$625K
-	-	-	-	-	-	-	-	-	-	-	-	\$538K
-	-	-	-	-	-	-	-	-	-	-	-	86%
	\$525K \$350K \$175K 0 Nov '17 - - -	\$525K \$350K \$175K 0 Nov Dec '17 '17  	\$525K \$350K \$175K 0 Nov Dec Jan '17 '17 '18 	\$525K \$350K \$175K 0 Nov Dec Jan Feb '17 '17 '18 '18 	\$525K \$350K \$175K 0 0 Nov Dec Jan Feb Mar '17 '17 '18 '18 '18 	\$525K \$350K \$175K 0 Nov Dec Jan Feb Mar Apr '17 '17 '18 '18 '18 '18 	\$525K \$350K \$175K 0 Nov Dec Jan Feb Mar Apr May '17 '17 '18 '18 '18 '18 '18 	\$525K \$350K \$175K 0 Nov Dec Jan Feb Mar Apr May Jun '17 '17 '18 '18 '18 '18 '18 '18 '18 	\$525K \$350K \$175K 0 Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$525K \$350K \$175K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 	\$525K \$350K \$175K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$350K \$175K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

#### 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.

	\$700K ······												
Filters Used													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$604K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$625K
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.

	\$700K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18			Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$604K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$625K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

