

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

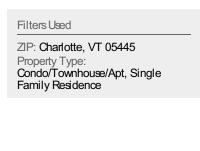
Key Metrics	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	5	-40%	3	5	-40%
New Listing Volume	\$2,347,900	\$3,619,900	-35.1%	\$2,347,900	\$3,619,900	-35.1%
Active Listing Count	36	40	-10%	NA	NA	
Active Listing Volume	\$40,273,915	\$38,569,450	+4.4%	NA	NA	
Average Listing Price	\$1,118,720	\$964,236	+16%	\$1,118,720	\$964,236	+16%
Median Listing Price	\$809,200	\$612,450	+32.1%	\$809,200	\$612,450	+32.1%
Median Daysin RPR	94	158.5	-40.7%	94	158.5	-40.7%
Months of Inventory	_	_	-	7.2	6.7	+8%
Absorption Rate	_	_	+_	13.89%	15%	-1.1%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •				
New Pending Sales Count	2	5	-60%	2	5	-60%
New Pending Sales Volume	\$2,644,000	\$3,018,950	-12.4%	\$2,644,000	\$3,018,950	-12.4%
Pending Sales Count	7	5	+40%	N/A	NA	
Pending Sales Volume	\$5,670,400	\$2,488,950	+127.8%	NA	NA	
Closed Sales Count	4	5	-20%	4	5	-20%
Closed Sales Volume	\$2,035,000	\$2,722,500	-25.3%	\$2,035,000	\$2,722,500	-25.3%
Average Sales Price	\$508,750	\$544,500	-6.6%	\$508,750	\$544,500	-6.6%
Median Sales Price	\$495,000	\$350,000	+41.4%	\$495,000	\$350,000	+41.4%

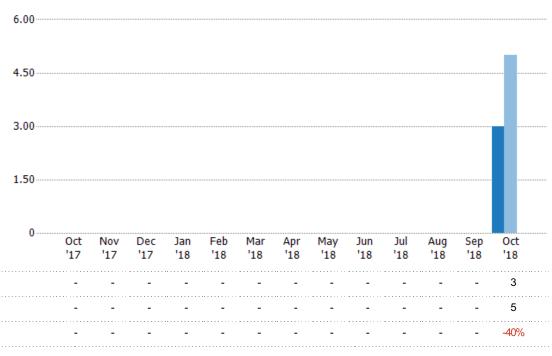




New Listings

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





New Listing Volume

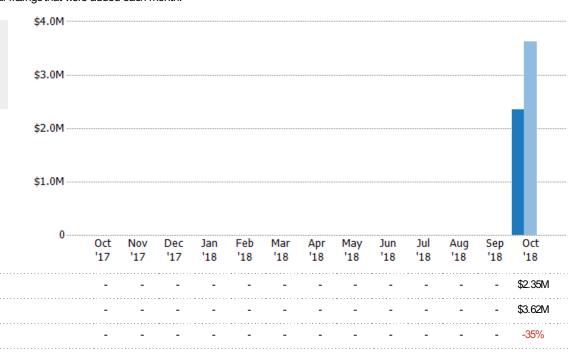
Percent Change from Prior Year

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

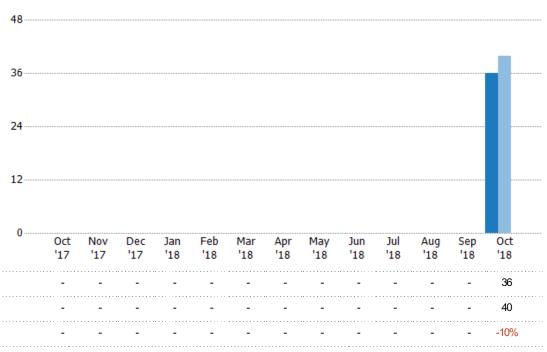
Prior Year



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

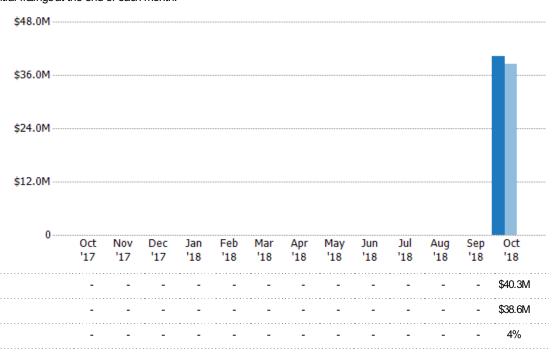
Percent Change from Prior Year

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

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

\$2.014
\$1.5M
\$1.0M
\$0.5M

Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-		-	-	-	-	-	-	\$1.12N
 -	-	-	-	-		-	-	-	-		-	\$964K
 _	_	_	_	_	_	_	_	_	_	_	_	16%

Median Listing Price

Percent Change from Prior Year

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

Filters Used
ZIP: Charlotte, VT 05445

Current Year
Prior Year

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

	0 Oct	Nov		Mar				
\$22	5K		 	 	 	 	 	
\$45	0K		 		 	 		
\$67	'5K		 	 	 	 	 	
\$90	0K		 	 	 	 	 	

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$809K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$612K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	32%





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.

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

Mo											
EM											
0											
Oct		Dec Jan '17 '18	n Feb 3 '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	00 '1
Oct	Nov E	Dec Jan '17 '18	n Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	00 '1

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.

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Filters Used
ZIP: Charlotte, VT 05445
Property Type:

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

Avg Listing Price as a % of Avg Est Value

Κ												
Κ												
0												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
_		Dec		Feb	Mar	Apr		Jun	Jul			(
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	\$8



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value





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

The median named of days between with	ion roadonia p	лоронио	Jaio ilia	aiqpia yo	a ao aoa i	o name	, .	ana mio	dooopto	a onoioi	1010 0001	i ilotod ii	
	200												
Filters Used													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	94
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	159

Months of Inventory

Percent Change from Prior Year

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

30 Filters Used ZIP: Cha Property Condo/ Family

ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												•••••
	8												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	18
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20







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%

%

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-		-	6%
 -	-	-	-	-	-	-	-	-	-	-	-	5%
 _	_	-	-	-	-	_		_		-	_	-1%

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-----

20

10------

0												
0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	36
 -	-	-	-	-	-	-	-	-	-	-	-	7
 -	-	-	-	-	-	-	-	-	-	-	-	4



Active Pending

Sold



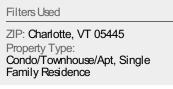
New Pending Sales

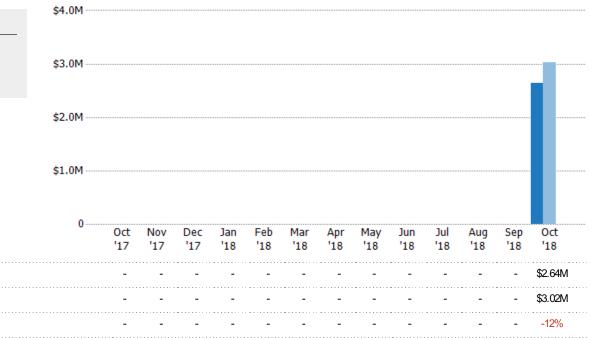
The number of residential properties with accepted offers that were added each month.



New Pending Sales Volume

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





Current Year

Percent Change from Prior Year

Prior Year

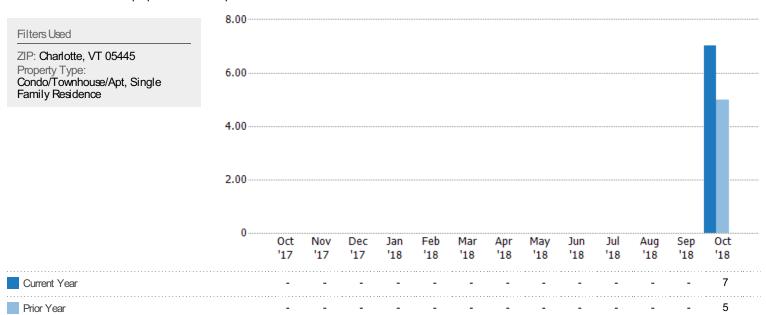
8 of 14

40%

Market Data Report

Pending Sales

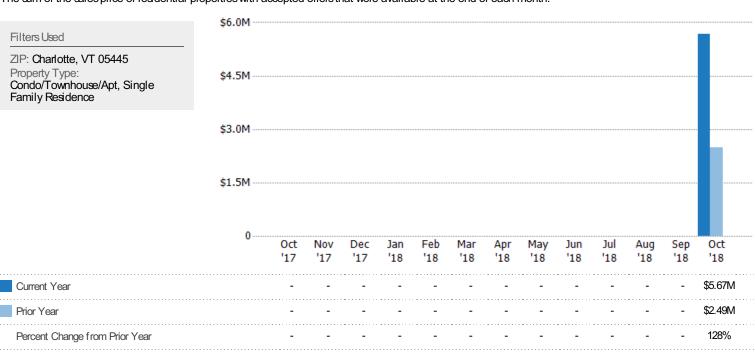
The number of residential properties with accepted offers that were available at the end each month.



Pending Sales Volume

Percent Change from Prior Year

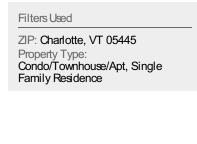
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

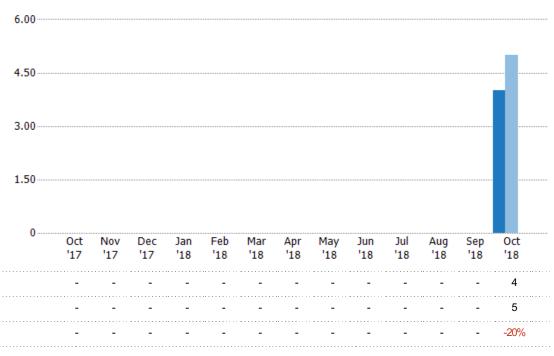




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

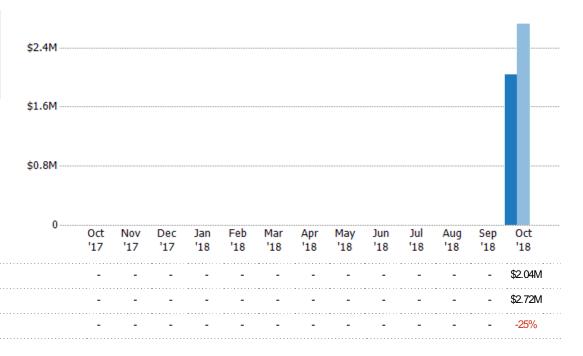
Percent Change from Prior Year

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

Prior Year

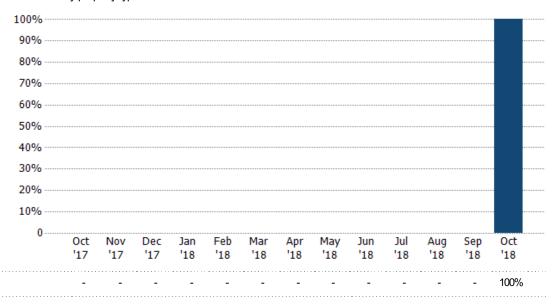


Closed Sales by Property Type

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.

Filters Used
ZIP: Charlotte, VT 05445

Current Year
Prior Year

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

Percent Change from Prior Year

\$450K												
\$300K												
\$150K												
0 Oct		Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan '18	Feb '18	Mar '18 -	Apr '18 -	May '18	Jun '18 -	Jul '18 -	Aug '18 -	Sep '18	0ct '18







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

\$375K \$250K

\$125K -----

0 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 \$495K \$350K 41%

Average Sales Price vs Average Listing Price

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

\$150K

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

\$450K \$300K

0 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18

Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$522K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$509K
 Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%





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

\$600K												
\$450K												
\$300K												
\$150K												
0												
Oct	Nov			Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
'17	'17	1/	'18	18	.18	.18	'18	.18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$519K

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

0



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



106%



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

Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	201		Sep	Oct
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18



