

## 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	+ / -	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+250%	2	7	+250%	2	7	New Listing Count
+531.6%	\$1,035,000	\$6,537,500	+531.6%	\$1,035,000	\$6,537,500	New Listing Volume
	NA	NA	-10.5%	38	34	Active Listing Count
	NA	NA	+10.2%	\$34,913,400	\$38,472,915	Active Listing Volume
+23.2%	\$918,774	\$1,131,556	+23.2%	\$918,774	\$1,131,556	Average Listing Price
+42.3%	\$562,000	\$799,900	+42.3%	\$562,000	\$799,900	Median Listing Price
-51.9%	155	74.5	-51.9%	155	74.5	Median Days in RPR
<del>-</del>	_	17	-		_	Months of Inventory
_	_	5.88%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	3	6	+100%	3	6	New Pending Sales Count
+93.3%	\$1,511,240	\$2,921,300	+93.3%	\$1,511,240	\$2,921,300	New Pending Sales Volume
	N/A	NA	+80%	5	9	Pending Sales Count
	N/A	NA	+112.8%	\$2,403,900	\$5,114,300	Pending Sales Volume
+_	2	2	+-	2	2	Closed Sales Count
+37.2%	\$654,000	\$897,000	+37.2%	\$654,000	\$897,000	Closed Sales Volume
+37.2%	\$327,000	\$448,500	+37.2%	\$327,000	\$448,500	Average Sales Price
+37.2%	\$327,000	\$448,500	+37.2%	\$327,000	\$448,500	Median Sales Price

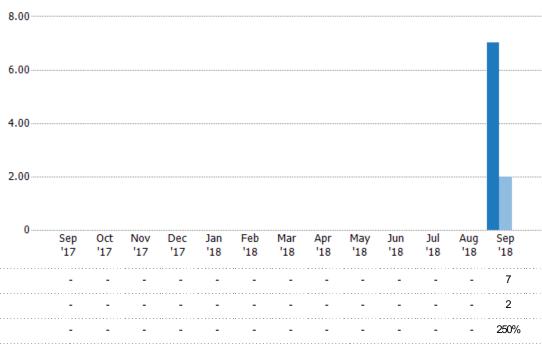




#### **New Listings**

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





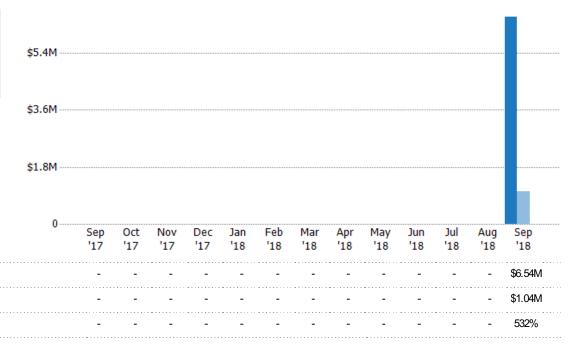
#### New Listing Volume

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

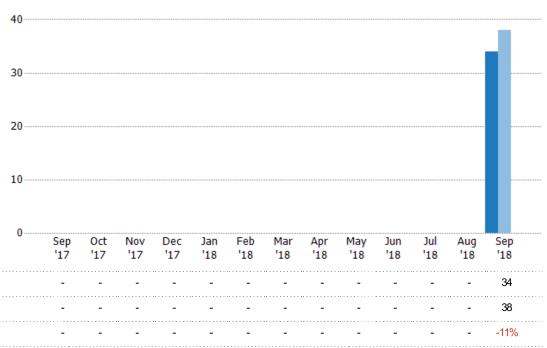
#### **Active Listings**

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

Filters Used

ZIP: Charlotte, VT 05445

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



#### **Active Listing Volume**

Percent Change from Prior Year

Current Year

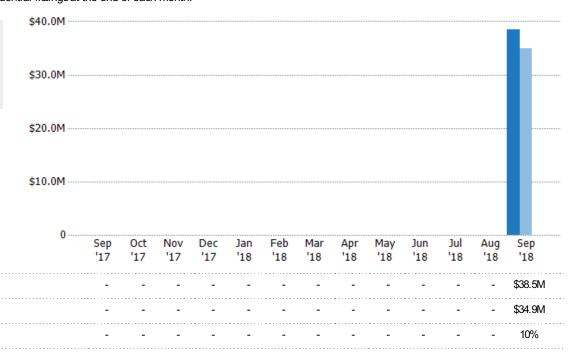
Prior Year

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

Eilters Used

ZIP: Charlotte, VT 05445

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



Current Year

Percent Change from 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.UM		 	 					
\$1.5M		 	 					
\$1.0M	 	 	 	 				
\$0.5M	 	 	 	 				
0		 	 	 				
				May '18		Jul		Sep '18
Sep					Jun '18 -	Jul '18 -	Aug	Sep
Sep					Jun '18 -	Jul	Aug	Sep '18

#### **Median Listing Price**

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

\$800K	
\$600K	
\$400K	
\$200K	

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$800K
Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	\$562K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	42%





#### 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.

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

.5M												
.0M												••••••
.5M												
	0ct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	
0 Sep	0ct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18

#### 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.

Filters Used

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

\$600K												
\$400V												
\$400K												
\$200K												
0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep '18



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.

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

200												
150												
100										•••••		
50												
0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	_	-	-	-	-	-	-	-	74.5
-	-	-	-	-	-	-	-	-	-	-	-	155
-	-	-	-	-	-	-	-	-	-	-	-	-52%

#### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

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

20 10 Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 4.25 7.6



Current Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

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

30%

20%

10%

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	24%
-	-	-	-	-	-	-	-	-	-	-	-	13%
_	_	_	_	_	_	_	_	_	_	_	_	-10%

#### 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

20

10

	0												
	Sep '17	Oct '17							May '18				Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	34
Pending Pending	-	-	-	-	-	-	-	-	-	-	-	-	9
Sold	-	-	-	-	-	-	-	-	-	-	-	-	2







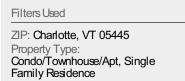
Current Year

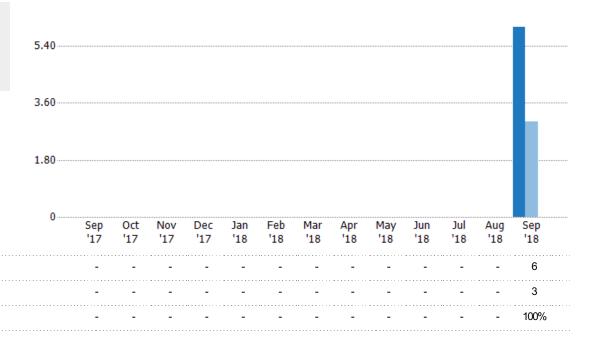
Prior Year

### Market Data Report

#### **New Pending Sales**

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



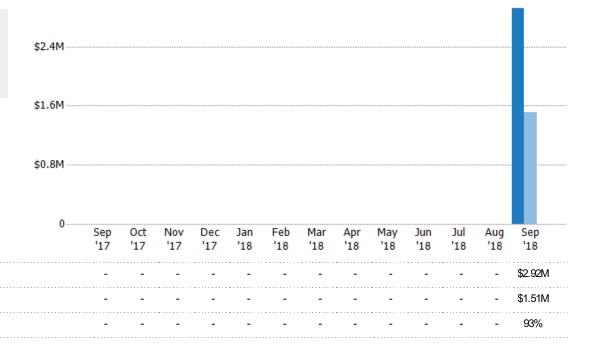


#### New Pending Sales Volume

Percent Change from Prior Year

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

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



Current Year

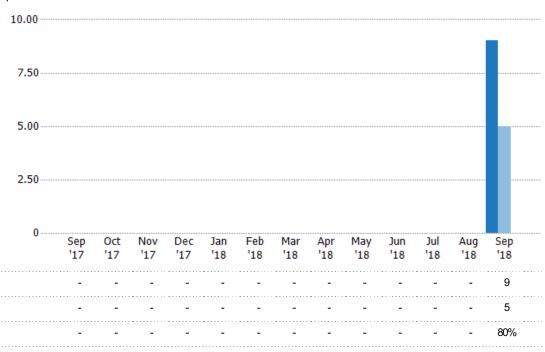
Percent Change from Prior Year



#### **Pending Sales**

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





#### Pending Sales Volume

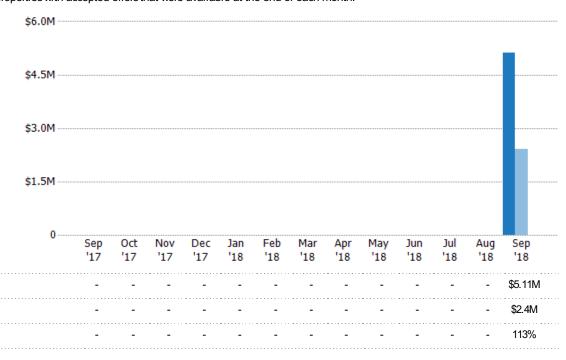
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available 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





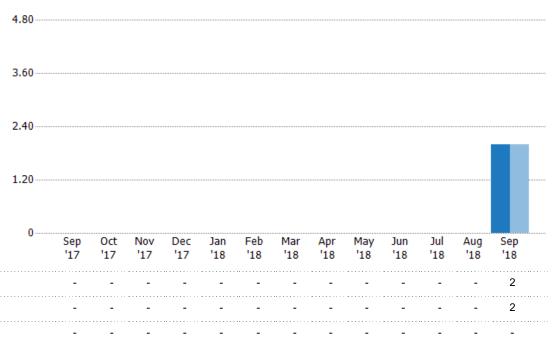
#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

ZIP: Charlotte, VT 05445

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



#### **Closed Sales Volume**

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

Filters Used
ZIP: Charlotte, VT 05445

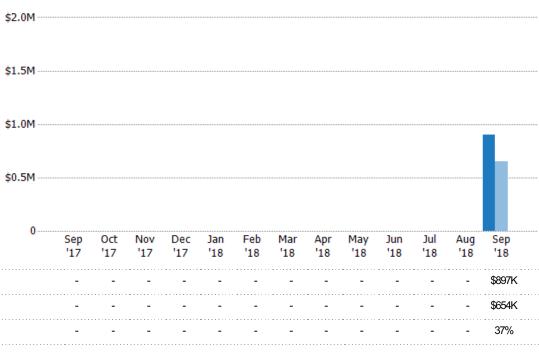
Current Year

PriorExtra Year

Prior Year

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

Percent Change from Prior Year



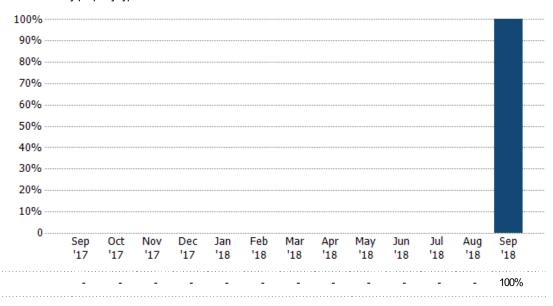
Current Year

#### 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
Property Type:

Current Year
Prior Year

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

Percent Change from Prior Year

0K										
5K	 						 			
0										
_		Dec								
_		Dec '17								
_		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Jun '18	Jul '18	Aug '18	Se '1





#### **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

500K	
150K	
800K	

\$150K

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	-	- -	-		-	-	-	-	-	-	-	-	\$449K
• • •	-	-	-	-	-		-			-	-	-	\$327K
	-	-	-	-	-	-	-	-	- -	-	-	-	37%

#### Average Sales Price vs Average Listing Price

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

\$125K

Filters Used
ZIP: Charlotte, VT 05445

Avg List Price

Avg Sales Price

Current Year
Prior Year

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$500K
\$375K
\$250K

Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$475K
 _	_	-	-	-	-	-	-	-	-	-	_	\$449K
 -	- -	- · · · · · · · · · · · · · · · · · · ·	_	_		_	-	- -	_		_	95%





95%



## Market Data Report

#### Median Sales Price vs Median Listing Price

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

Eilters Used

ZIP: Charlotte, VT 05445

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

\$500K ······												
\$375K												
\$250K												
\$125K												
0 Sep	0ct											
'17	'17		'17				'18	May '18	'18	'18	'18	'18
-	<b>-</b>		-	-	-	-		-	<b>-</b>	-	-	\$475K
-	-	-	-	-	-	-		-	-	-	-	\$449K

#### 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

\$500K													
\$375K									•••••				
\$250K		•••••							••••••				
\$125K													
0 - Se									May '18				
'1	7 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -	'18 -	'18 -	'18 -	'18 -	'18 -	'18 \$452K

	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	_	-	-	-	-	-	-	-	-	-	-	\$452K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$475K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%



105%



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

\$375K	 	 	 	 	 		
\$250K	 		 	 	 		······································
\$125K	 	 	 	 	 		
	 		 	 	 	Aug	Sep
0 Sep	 	 	 	 	 	Aug	Sep



