

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	9	-11.1%	8	9	-11.1%
New Listing Volume	\$5,472,900	\$4,834,950	+13.2%	\$5,472,900	\$4,834,950	+13.2%
Active Listing Count	29	42	-31%	29	42	-31%
Active Listing Volume	\$32,694,040	\$36,502,517	-10.4%	\$32,694,040	\$36,502,517	-10.4%
Average Listing Price	\$1,127,381	\$869,108	+29.7%	\$1,127,381	\$869,108	+29.7%
Median Listing Price	\$785,000	\$649,000	+21%	\$785,000	\$649,000	+21%
Median Daysin RPR	164	150.5	+9%	164	150.5	+9%
Months of Inventory	_	_	-	14.5	42	-65.5%
Absorption Rate	_	_	+-	6.9%	2.38%	+4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	5	4	+25%	5	4	+25%
New Pending Sales Volume	\$3,018,800	\$4,417,500	-31.7%	\$3,018,800	\$4,417,500	-31.7%
Pending Sales Count	10	8	+25%	10	8	+25%
Pending Sales Volume	\$6,817,300	\$6,606,400	+3.2%	\$6,817,300	\$6,606,400	+3.2%
Closed Sales Count	1	2	-50%	1	2	-50%
Closed Sales Volume	\$305,000	\$679,000	-55.1%	\$305,000	\$679,000	-55.1%
Average Sales Price	\$305,000	\$339,500	-10.2%	\$305,000	\$339,500	-10.2%
Median Sales Price	\$305,000	\$339,500	-10.2%	\$305,000	\$339,500	-10.2%



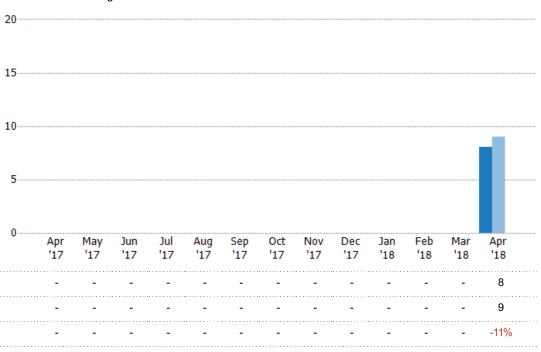




New Listings

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

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



New Listing Volume

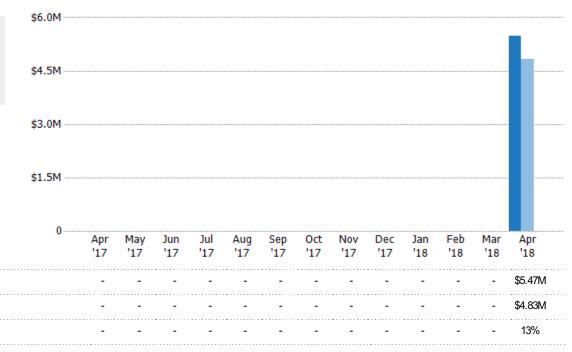
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year

Prior Year





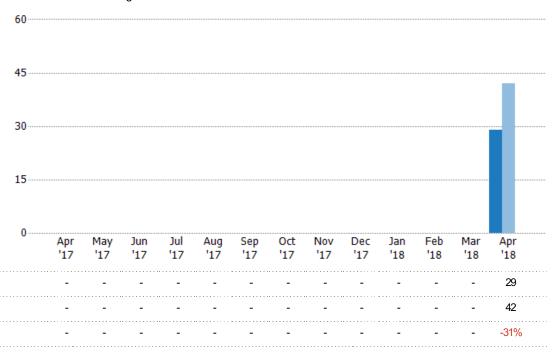
Active Listings

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

Filters Used

ZIP: Charlotte, VT 05445

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



Active Listing Volume

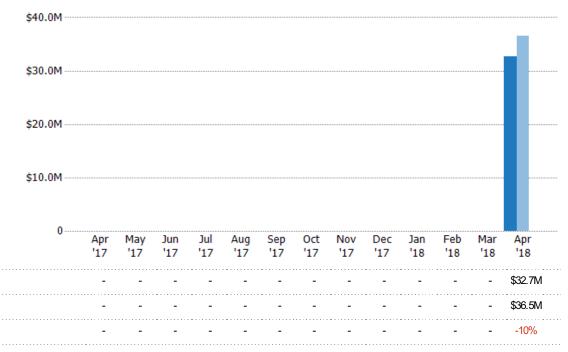
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome 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



\$869K

30%



Market Data Report

Average Listing Price

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

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

M0.		 	 	 	 	 	
5M		 					
5M		 	 	 	 	 	
5M			 	 		 	
_	May						

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

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

)0K								
0K								
0K								
•	Mav	 	 		 		 	
0 Apr '17		 			 		 Mar '18	A '1
Apr		 	 	0ct '17	 	Jan '18	 Mar	А



Current Year
Prior Year

Percent Change from Prior Year





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

\$2.0M ······												
\$1.5M												
\$1.0M												
\$0.5M												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-		-		\$778K
-	-	-	-	-	-	-	-	-	-	-	-	\$1.13M
-	-	-	-	-	-	-	-	-	-	-	-	145%

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	 										
\$400K	 										
\$200K	 										
0	 										
0											Apr
0	 			Sep '17		Nov '17		Jan '18		Mar '18	Apr '18
0	 	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr



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	300												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-		164
Prior Year	-	-	_	-	-	_	_	-	-	-	-		151

Months of Inventory

Filters Used	30												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ар '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.





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%

5% ------

0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	10%
-	-	-	-	-	-	-	-	-	-	-	-	10%
-	-	-		-	-	-	- -	-	-	-	-	-1%

Active/Pending/Sold Units

The number of single-family, condominium and townhome 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 23

15

Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-		-	-	-	-	-	-	-	29
-	-	-	-	-	-	-	-	-	-	-	-	10
-	-	-	-	-	-	-	-	-	-	-	-	1



Active Pending

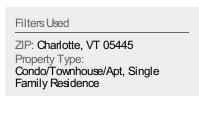
Sold

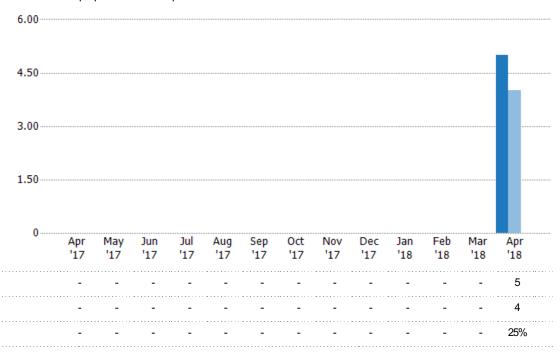




New Pending Sales

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





New Pending Sales Volume

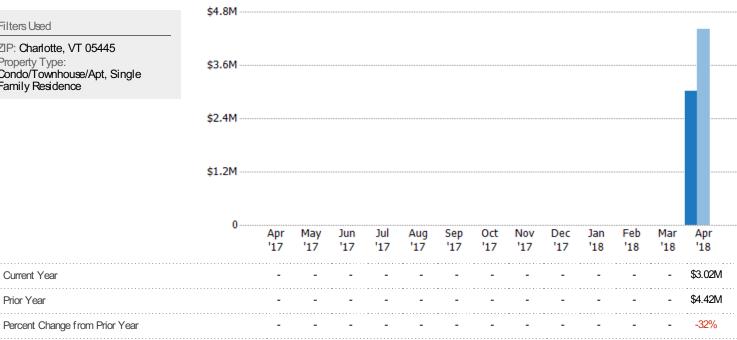
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





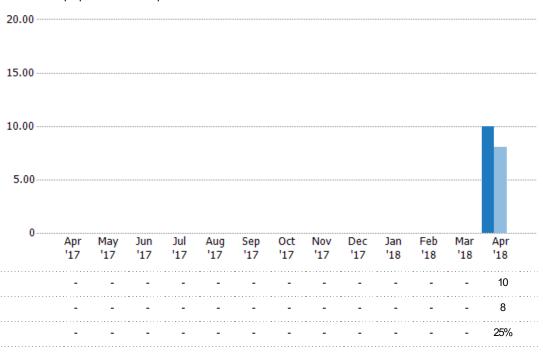




Pending Sales

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





Pending Sales Volume

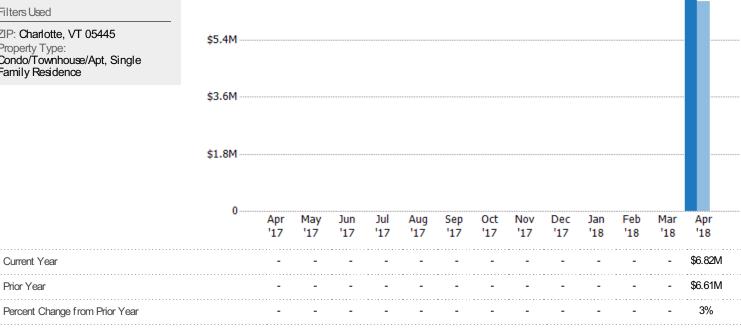
Percent Change from Prior Year

Current Year

Prior Year

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.









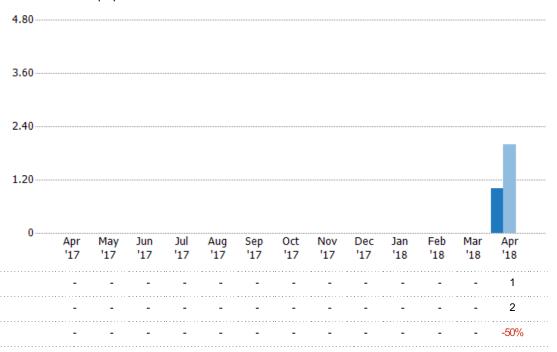
Closed Sales

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

Filters Used

ZIP: Charlotte, VT 05445

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



Closed Sales Volume

Percent Change from Prior Year

Current Year

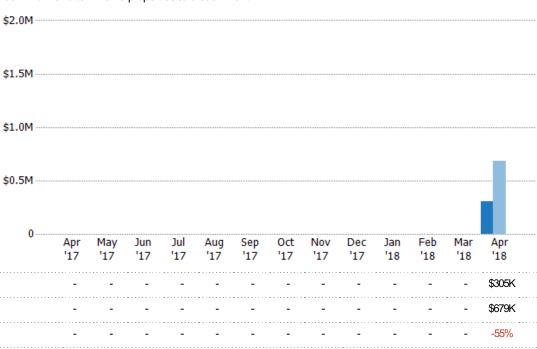
Prior Year

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

Filters Used
ZIP: Charlotte, VT 05445

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

Percent Change from Prior Year





Current Year

Prior Year



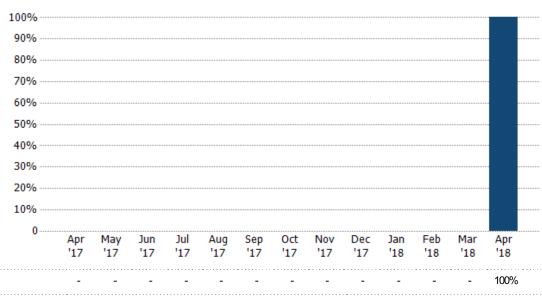


Closed Sales by Property Type

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

Eilters Used

ZIP: Charlotte, VT 05445

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

\$400K \$300K \$200K \$100K Apr May Aug Sep 0ct Nov Apr '17 '17 '17 '17 '17 '17 '18 \$305K \$340K -10%



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

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

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

φισοιτ					 	 	
\$300K		 	 	 	 	 	•••••
\$200K		 	 	 	 	 	
\$100K		 	 		 	 	
	May '17						Apr '18
							Apr
							Apr '18

Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Current Year
Prior Year

φ10010											
\$300K	 										
\$200K	 										
\$100K	 										
0	 										
0											Apr '18
0	 			Sep '17							Apr
0	 	Jul '17	Aug '17	Sep '17 -	Oct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18 -	Mar '18	Apr '18



Avg List Price

Avg Sales Price





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

300K		 		 	 			
200K		 		 	 		 	•••••
100K		 		 	 		 	•••••
0		 		 	 		 Mar '18	Apr '18
0 Apr	May	 	Aug '17	 0ct '17	 Dec '17	Jan '18	 Mar	Арг

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

\$400	0K												
\$300	0K												
\$200	0K												
\$100	0K												
	-				Aua							Mar	Apr
	17	'17	'17	'17	Aug '17	17	'17	'17	'17	'18	'18	'18	'18
	-	-	-	-	-	-	-	-	-	-	-	-	\$0
	-	-	-	-	-	-	-	-	-	-	-	-	\$305K
	-	-	-	-	-	-	-	-	-	-	-	-	100%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$400K	,											
\$300K												•••••
\$200K												
\$100K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
						- -	-	-	-	-	_	ው ሰ
-	-	-	-	-								\$0
-	- -	- -	- -	- -	-	-	-	-	-	-	-	\$305K



