

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	5	+20%	17	11	+54.5%
New Listing Volume	\$3,258,900	\$2,725,000	+19.6%	\$11,225,100	\$5,346,400	+110%
Active Listing Count	25	29	-13.8%	N/A	N/A	
Active Listing Volume	\$24,850,515	\$29,436,050	-15.6%	N/A	N/A	
Average Listing Price	\$994,021	\$1,015,036	-2.1%	\$1,012,207	\$1,044,638	-3.1%
Median Listing Price	\$799,900	\$639,900	+25%	\$823,184	\$639,900	+28.6%
Median Days in RPR	182	205	-11.2%	179.78	215.5	-16.6%
Months of Inventory	12.5	14.5	-13.8%	12.2	8.5	+43.1%
Absorption Rate	8%	6.9%	+1.1%	8.22%	11.76%	-3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	7	3	+133.3%	13	9	+44.4%
New Pending Sales Volume	\$4,657,700	\$2,459,000	+89.4%	\$8,308,700	\$5,340,500	+55.6%
Pending Sales Count	10	6	+66.7%	N/A	N/A	
Pending Sales Volume	\$7,876,700	\$4,103,500	+92%	N/A	N/A	
Closed Sales Count	6	3	+100%	9	6	+50%
Closed Sales Volume	\$3,553,000	\$1,431,029	+148.3%	\$5,327,500	\$2,706,029	+96.9%
Average Sales Price	\$592,167	\$477,010	+24.1%	\$591,944	\$451,005	+31.3%
Median Sales Price	\$545,750	\$480,000	+13.7%	\$561,000	\$452,500	+24%

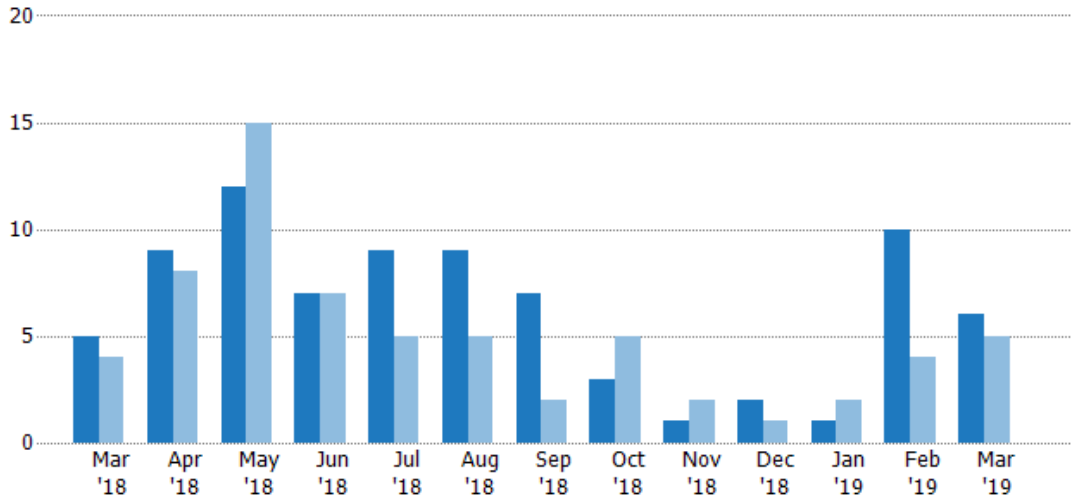
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	6	20%
Mar '18	5	25%
Mar '17	4	175%



Current Year	5	9	12	7	9	9	7	3	1	2	1	10	6
Prior Year	4	8	15	7	5	5	2	5	2	1	2	4	5
Percent Change from Prior Year	25%	13%	-20%	0%	80%	80%	250%	-40%	-50%	100%	-50%	150%	20%

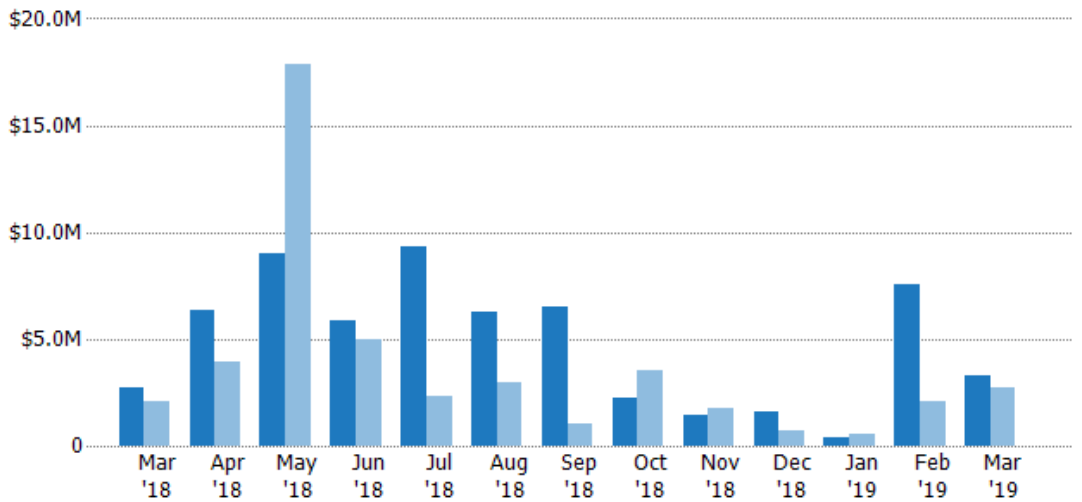
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$3.26M	19.6%
Mar '18	\$2.73M	28.8%
Mar '17	\$2.12M	230.9%



Current Year	\$2.73M	\$6.31M	\$9.04M	\$5.88M	\$9.36M	\$6.28M	\$6.53M	\$2.25M	\$1.45M	\$1.64M	\$399K	\$7.57M	\$3.26M
Prior Year	\$2.12M	\$3.96M	\$17.9M	\$5M	\$2.32M	\$2.99M	\$1.04M	\$3.52M	\$1.79M	\$695K	\$574K	\$2.05M	\$2.73M
Percent Change from Prior Year	29%	59%	-49%	17%	303%	110%	531%	-36%	-19%	135%	-30%	270%	20%

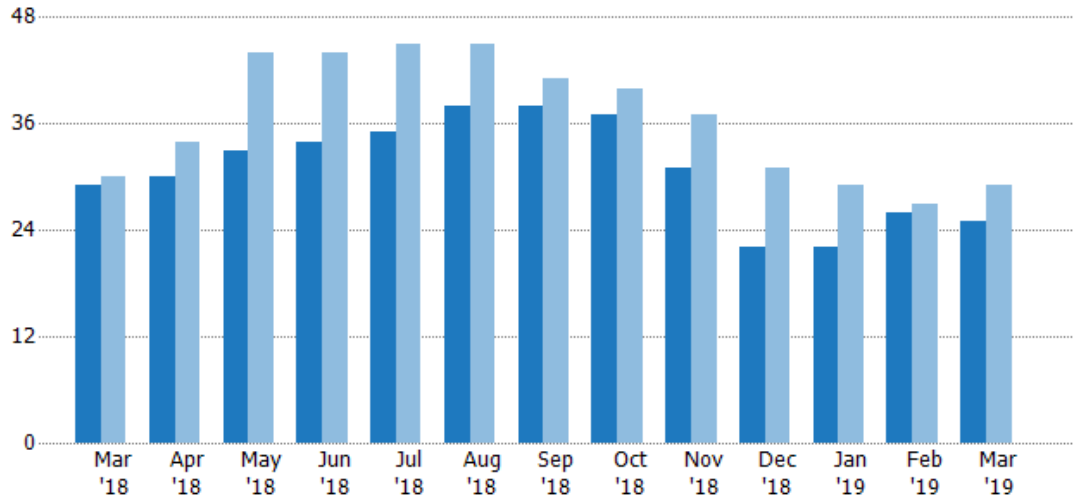
Active Listings

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

Month/ Year	Count	% Chg.
Mar '19	25	-13.8%
Mar '18	29	-3.3%
Mar '17	30	56.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	29	30	33	34	35	38	38	37	31	22	22	26	25
Prior Year	30	34	44	44	45	45	41	40	37	31	29	27	29
Percent Change from Prior Year	-3%	-12%	-25%	-23%	-22%	-16%	-7%	-8%	-16%	-29%	-24%	-4%	-14%

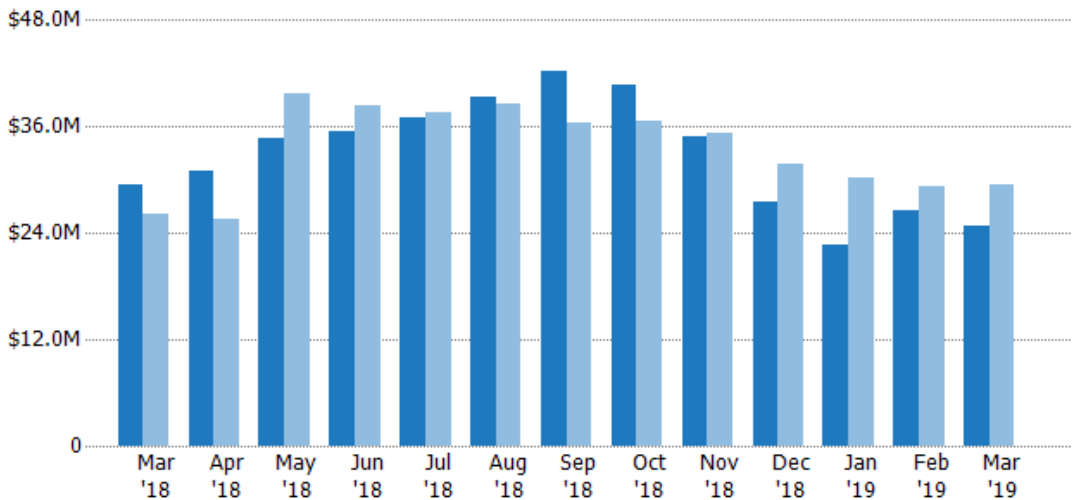
Active Listing Volume

The sum of the 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

Month/ Year	Volume	% Chg.
Mar '19	\$24.9M	-15.6%
Mar '18	\$29.4M	12.9%
Mar '17	\$26.1M	32.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$29.4M	\$31.1M	\$34.7M	\$35.4M	\$37M	\$39.4M	\$42.2M	\$40.7M	\$34.9M	\$27.5M	\$22.6M	\$26.5M	\$24.9M
Prior Year	\$26.1M	\$25.6M	\$39.6M	\$38.3M	\$37.6M	\$38.6M	\$36.4M	\$36.6M	\$35.2M	\$31.7M	\$30.2M	\$29.2M	\$29.4M
Percent Change from Prior Year	13%	21%	-12%	-8%	-2%	2%	16%	11%	-1%	-13%	-25%	-9%	-16%

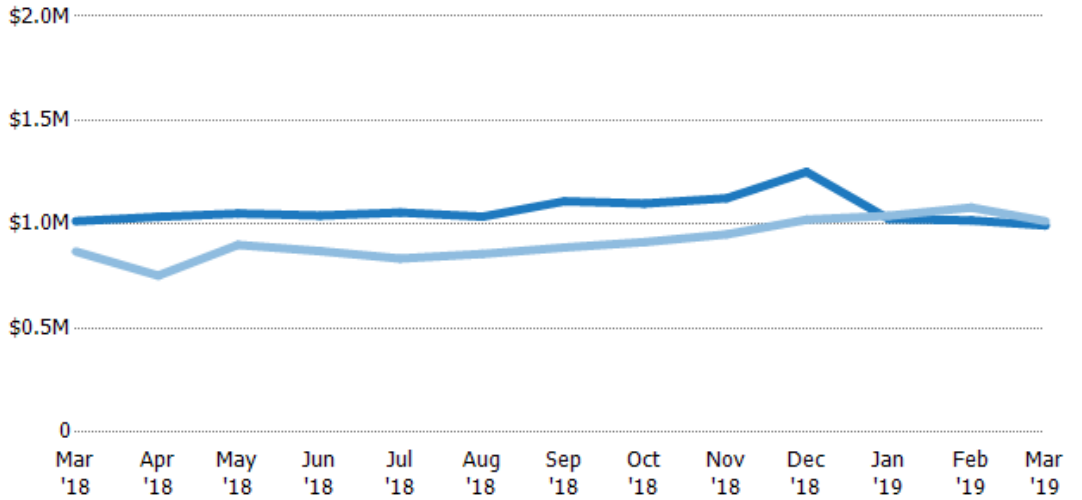
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$994K	-2.1%
Mar '18	\$1.02M	16.8%
Mar '17	\$869K	-15.3%



Current Year	\$1.02M	\$1.04M	\$1.05M	\$1.04M	\$1.06M	\$1.04M	\$1.11M	\$1.1M	\$1.12M	\$1.25M	\$1.03M	\$1.02M	\$994K
Prior Year	\$869K	\$753K	\$901K	\$871K	\$835K	\$857K	\$888K	\$914K	\$951K	\$1.02M	\$1.04M	\$1.08M	\$1.02M
Percent Change from Prior Year	17%	38%	17%	20%	26%	21%	25%	20%	18%	22%	-1%	-6%	-2%

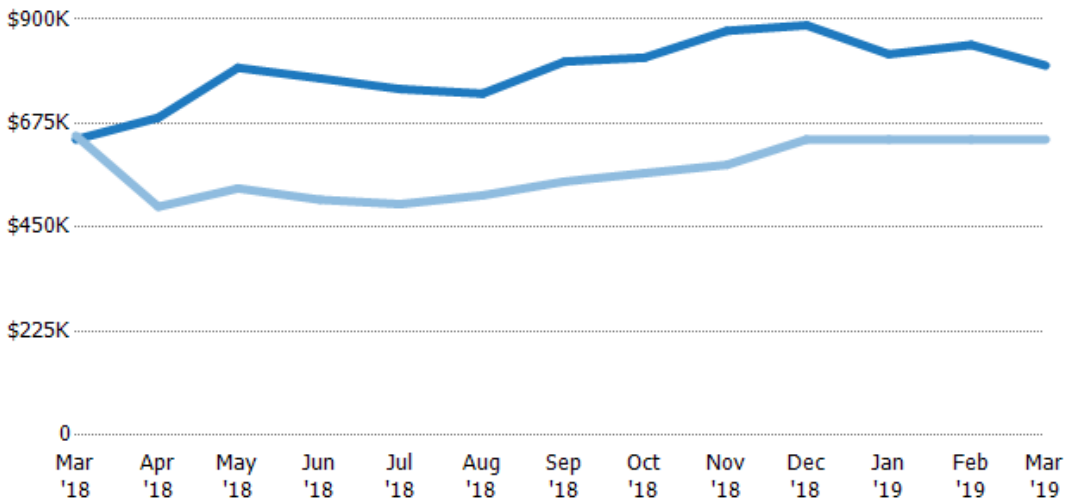
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Mar '19	\$800K	25%
Mar '18	\$640K	-1.3%
Mar '17	\$648K	-16.7%



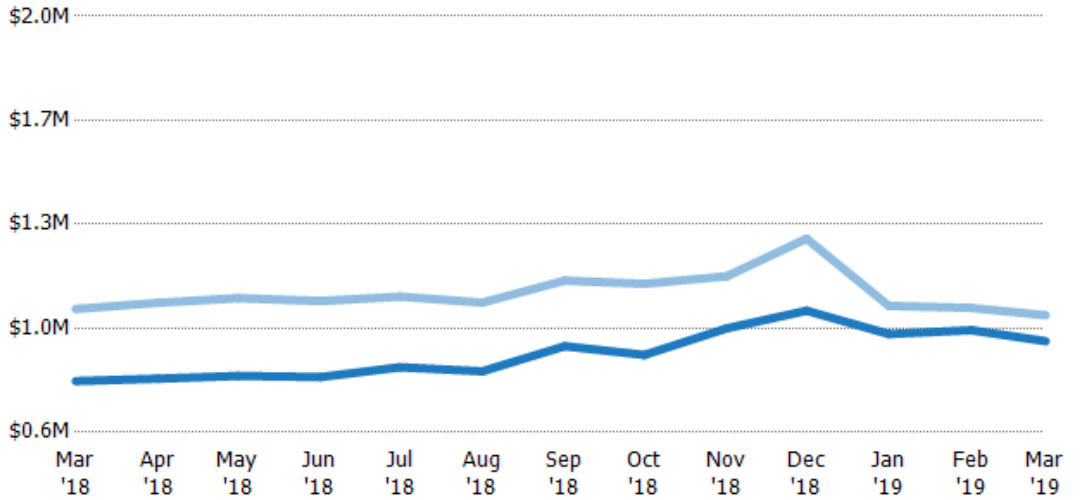
Current Year	\$640K	\$687K	\$795K	\$772K	\$749K	\$739K	\$808K	\$817K	\$875K	\$887K	\$824K	\$845K	\$800K
Prior Year	\$648K	\$494K	\$534K	\$509K	\$500K	\$519K	\$549K	\$567K	\$585K	\$640K	\$640K	\$640K	\$640K
Percent Change from Prior Year	-1%	39%	49%	52%	50%	42%	47%	44%	50%	39%	29%	32%	25%

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



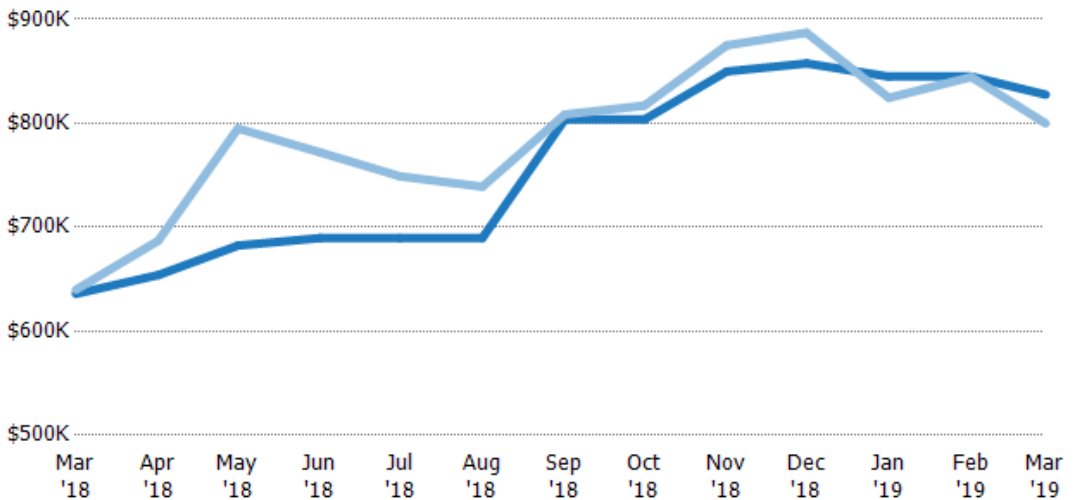
Avg Est Value	\$772K	\$780K	\$790K	\$786K	\$819K	\$805K	\$890K	\$860K	\$950K	\$1.01M	\$930K	\$944K	\$906K
Avg Listing Price	\$1.02M	\$1.04M	\$1.05M	\$1.04M	\$1.06M	\$1.04M	\$1.11M	\$1.1M	\$1.12M	\$1.25M	\$1.03M	\$1.02M	\$994K
Avg Listing Price as a % of Avg Est Value	131%	133%	133%	133%	129%	129%	125%	128%	118%	124%	110%	108%	110%

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

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



Median Est Value	\$636K	\$654K	\$682K	\$690K	\$690K	\$690K	\$804K	\$804K	\$850K	\$858K	\$845K	\$845K	\$828K
Median Listing Price	\$640K	\$687K	\$795K	\$772K	\$749K	\$739K	\$808K	\$817K	\$875K	\$887K	\$824K	\$845K	\$800K
Med Listing Price as a % of Med Est Value	101%	105%	117%	112%	109%	107%	101%	102%	103%	103%	98%	100%	97%

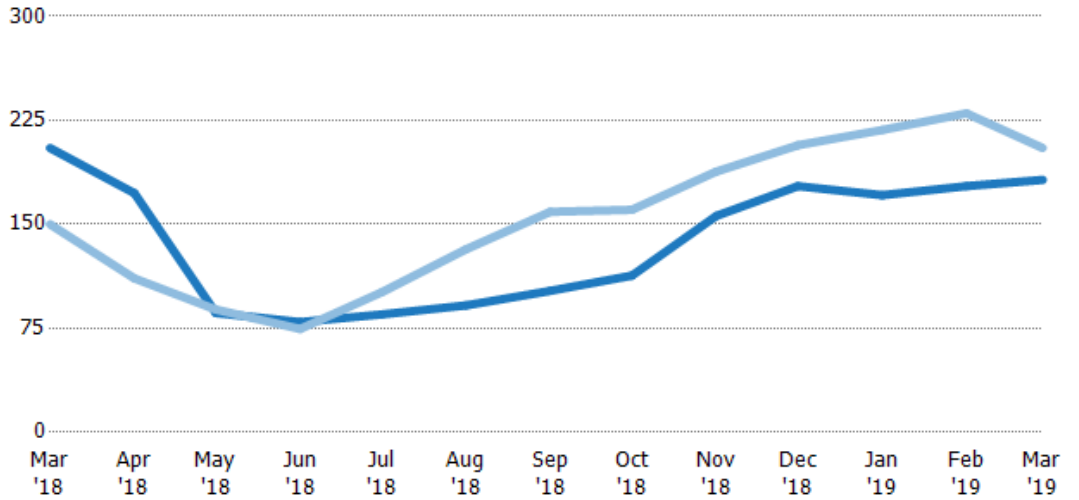
Median Days in RPR

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.

Filters Used

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

Month/ Year	Days	% Chg.
Mar '19	182	-11.2%
Mar '18	205	36.7%
Mar '17	150	8.7%



Current Year	205	173	86	79.5	85	91.5	102	113	156	178	171	178	182
Prior Year	150	111	88.5	74.5	101	132	159	161	188	207	218	230	205
Percent Change from Prior Year	37%	55%	-3%	7%	-16%	-31%	-36%	-30%	-17%	-14%	-22%	-23%	-11%

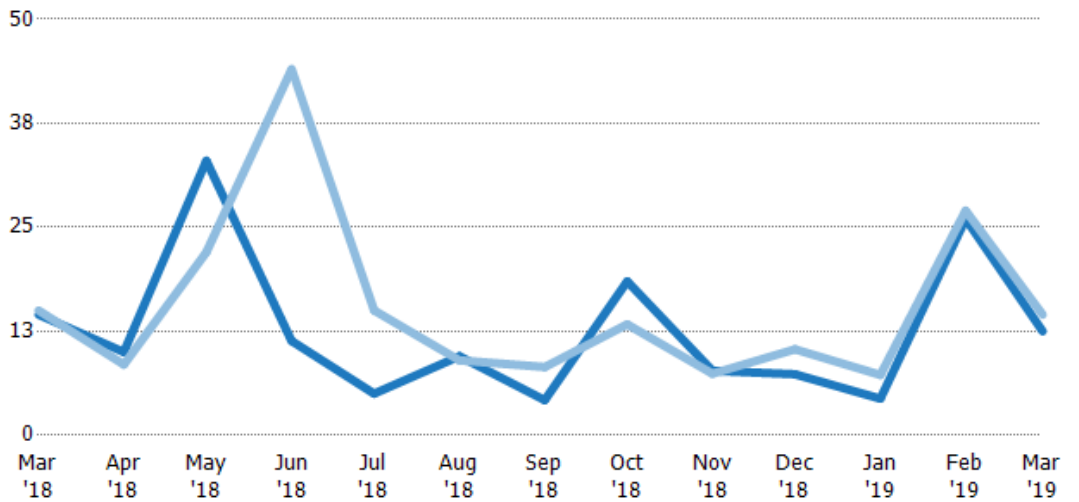
Months of Inventory

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

Month/ Year	Months	% Chg.
Mar '19	12.5	-13.8%
Mar '18	14.5	-3.3%
Mar '17	15	



Current Year	14.5	10	33	11.3	5	9.5	4.22	18.5	7.75	7.33	4.4	26	12.5
Prior Year	15	8.5	22	44	15	9	8.2	13.3	7.4	10.3	7.25	27	14.5
Percent Change from Prior Year	-3%	18%	50%	-74%	-67%	6%	-49%	39%	5%	-29%	-39%	-4%	-14%

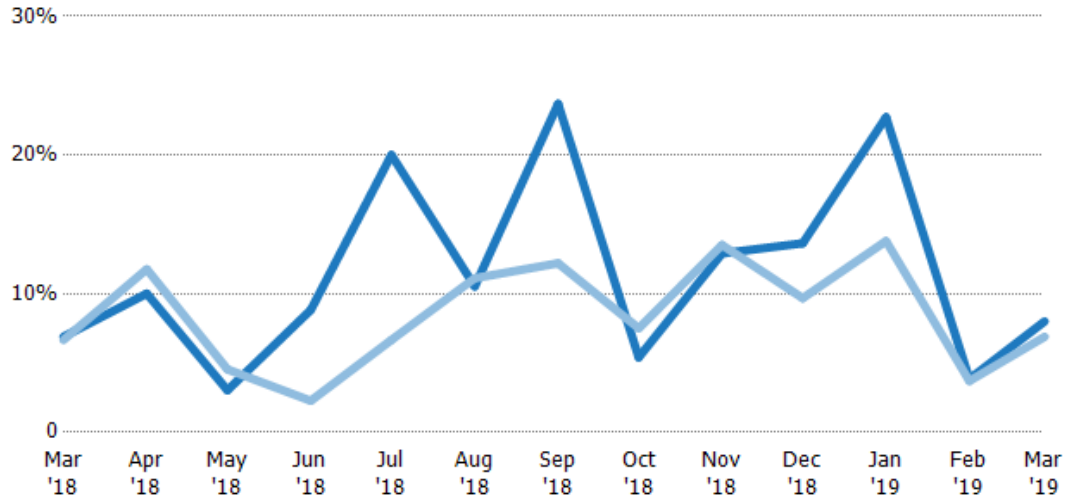
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	8%	-1.1%
Mar '18	7%	-0.2%
Mar '17	7%	



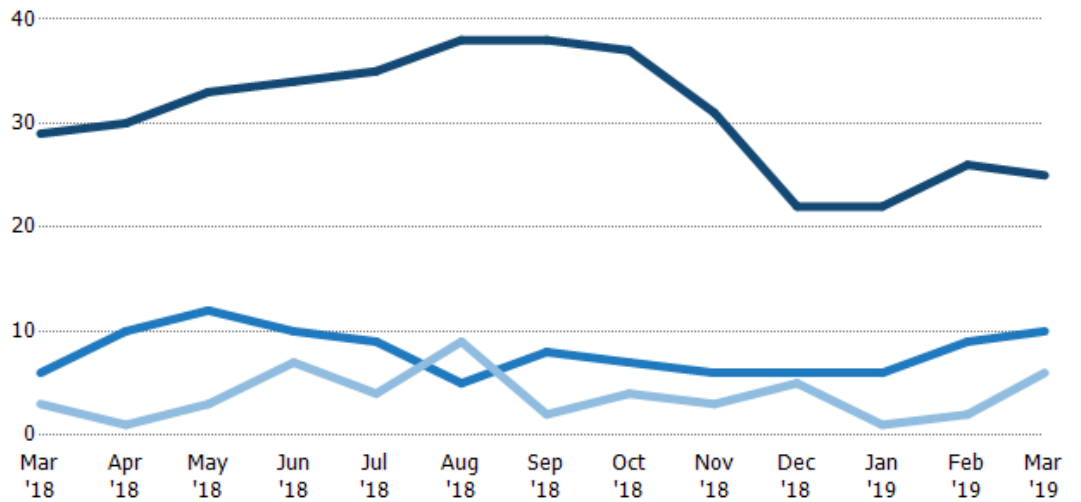
Current Year	7%	10%	3%	9%	20%	11%	24%	5%	13%	14%	23%	4%	8%
Prior Year	7%	12%	5%	2%	7%	11%	12%	8%	14%	10%	14%	4%	7%
Change from Prior Year	0%	2%	2%	-7%	-13%	1%	-11%	2%	1%	-4%	-9%	0%	-1%

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



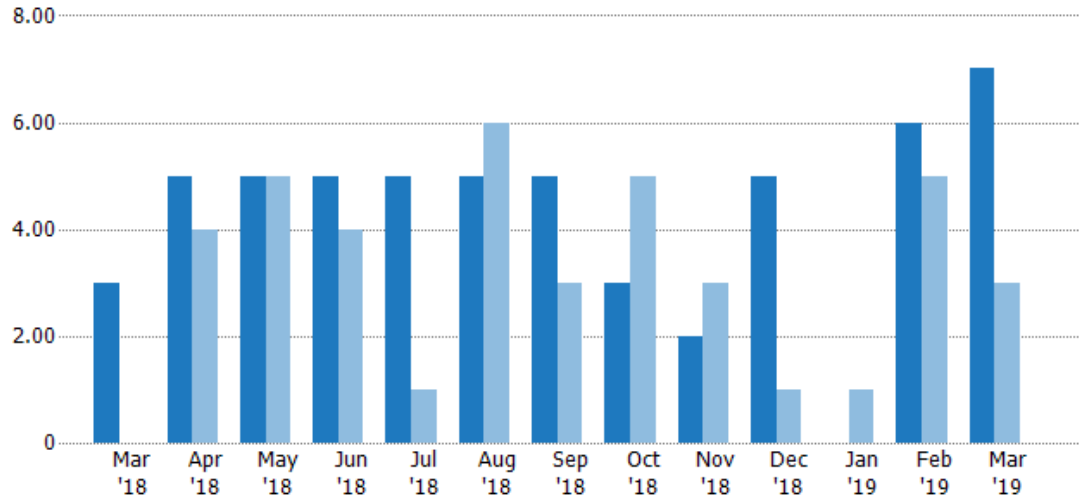
Active	29	30	33	34	35	38	38	37	31	22	22	26	25
Pending	6	10	12	10	9	5	8	7	6	6	6	9	10
Sold	3	1	3	7	4	9	2	4	3	5	1	2	6

New Pending Sales

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

Filters Used

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



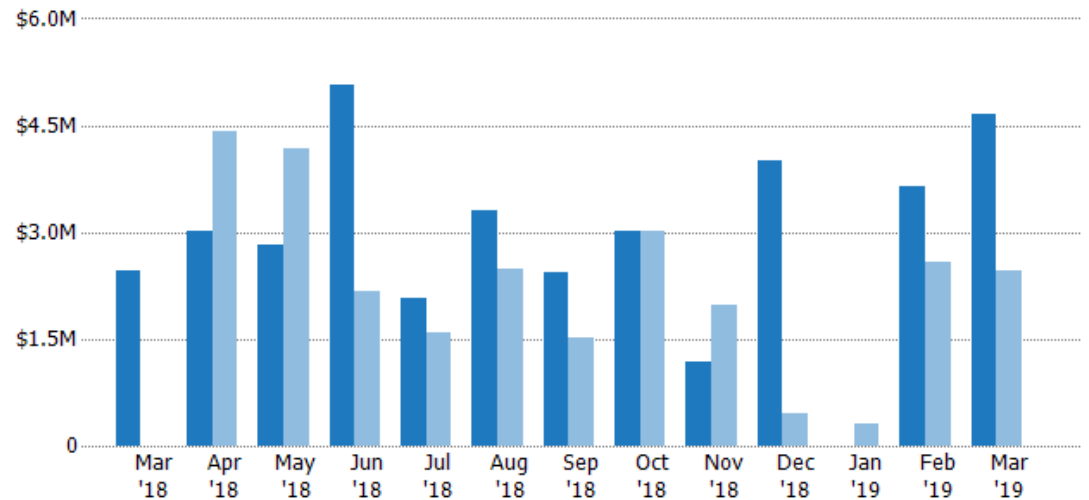
Current Year	3	5	5	5	5	5	5	3	2	5	-	6	7
Prior Year	-	4	5	4	1	6	3	5	3	1	1	5	3
Percent Change from Prior Year	100%	25%	0%	25%	400%	-17%	67%	-40%	-33%	400%	-100%	20%	133%

New Pending Sales Volume

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

Filters Used

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



Current Year	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M
Prior Year	-	\$4.42M	\$4.16M	\$2.18M	\$1.6M	\$2.49M	\$1.51M	\$3.02M	\$1.98M	\$450K	\$305K	\$2.58M	\$2.46M
Percent Change from Prior Year	100%	-32%	-32%	133%	29%	33%	61%	0%	-41%	792%	-100%	42%	89%

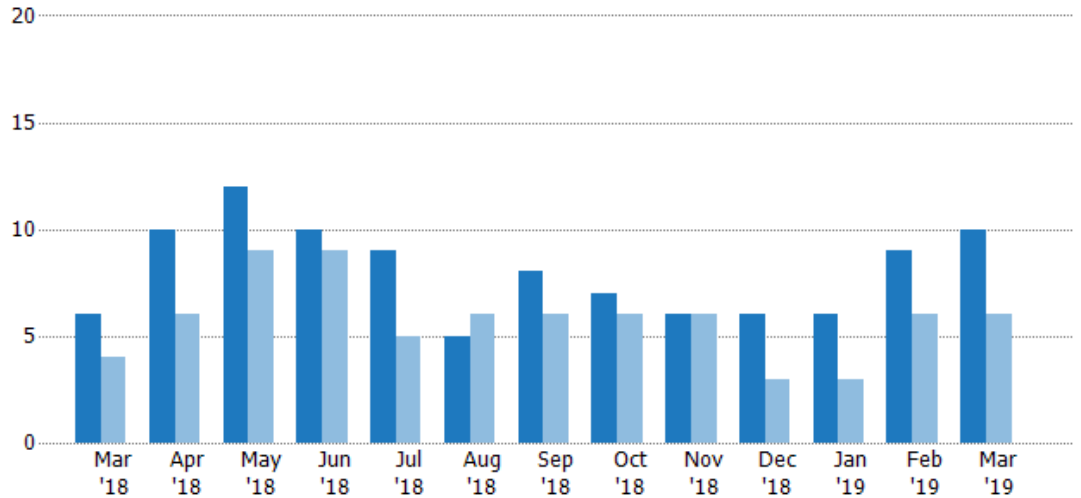
Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Mar '19	10	66.7%
Mar '18	6	50%
Mar '17	4	0%



Current Year	6	10	12	10	9	5	8	7	6	6	6	9	10
Prior Year	4	6	9	9	5	6	6	6	6	3	3	6	6
Percent Change from Prior Year	50%	67%	33%	11%	80%	-17%	33%	17%	0%	100%	100%	50%	67%

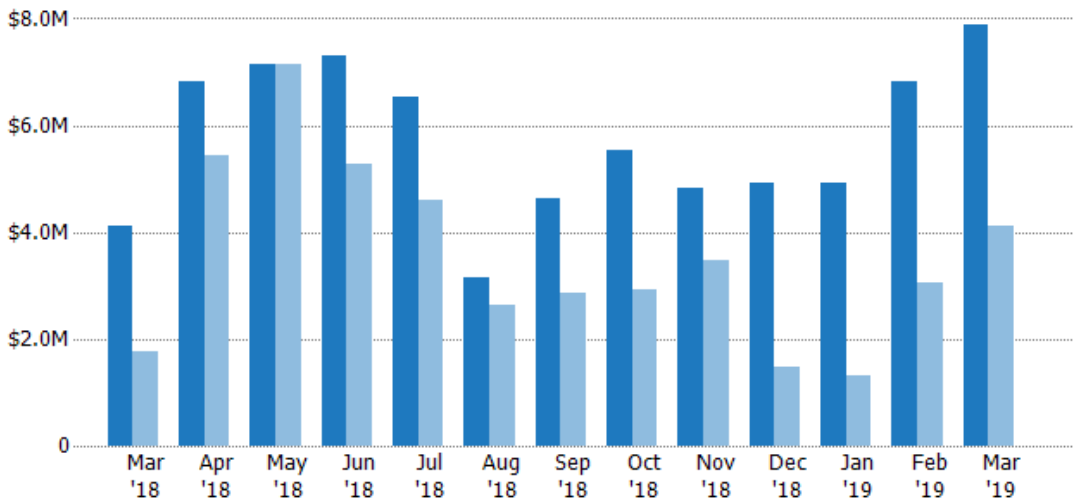
Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Mar '19	\$7.88M	92%
Mar '18	\$4.1M	134%
Mar '17	\$1.75M	-2.6%



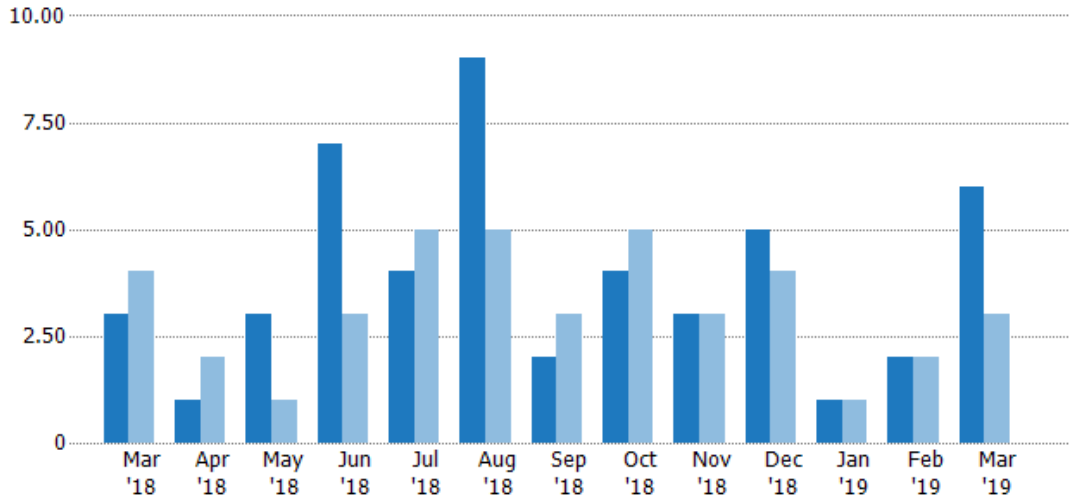
Current Year	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$5.55M	\$4.82M	\$4.92M	\$4.92M	\$6.82M	\$7.88M
Prior Year	\$1.75M	\$5.45M	\$7.14M	\$5.29M	\$4.61M	\$2.62M	\$2.86M	\$2.94M	\$3.47M	\$1.47M	\$1.32M	\$3.06M	\$4.1M
Percent Change from Prior Year	134%	25%	0%	38%	42%	20%	62%	89%	39%	235%	272%	123%	92%

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



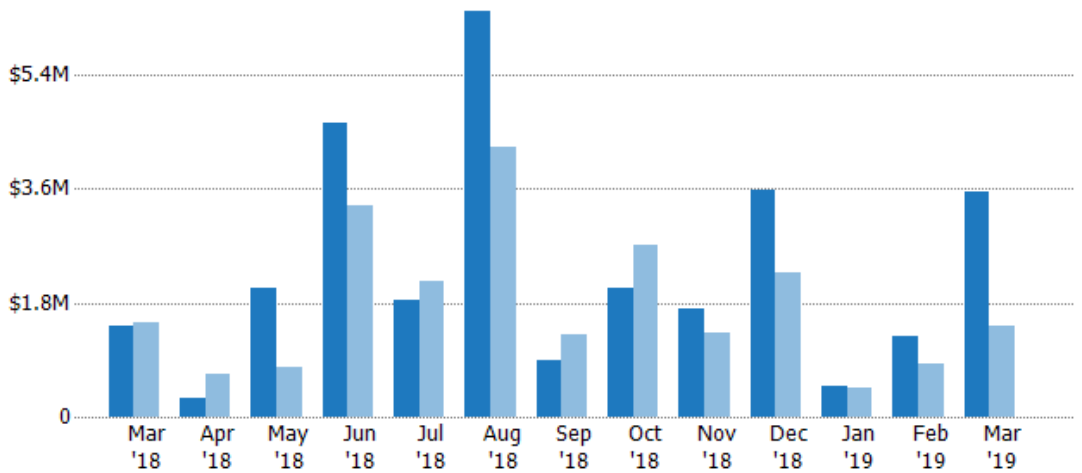
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	3	1	3	7	4	9	2	4	3	5	1	2	6
Prior Year	4	2	1	3	5	5	3	5	3	4	1	2	3
Percent Change from Prior Year	-25%	-50%	200%	133%	-20%	80%	-33%	-20%	0%	25%	0%	0%	100%

Closed Sales Volume

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

Filters Used

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



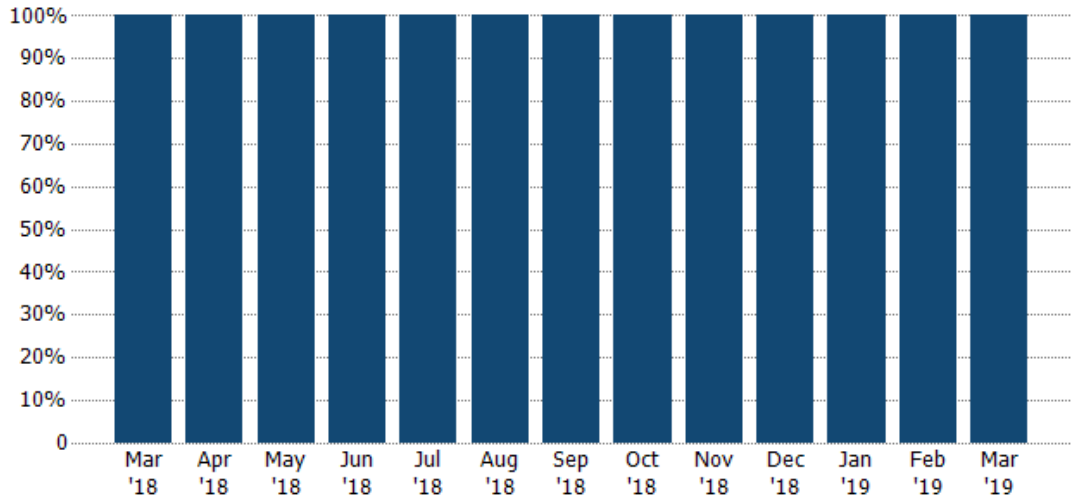
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$1.43M	\$305K	\$2.02M	\$4.63M	\$1.85M	\$6.41M	\$897K	\$2.04M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M
Prior Year	\$1.5M	\$679K	\$775K	\$3.33M	\$2.15M	\$4.26M	\$1.29M	\$2.72M	\$1.33M	\$2.29M	\$451K	\$824K	\$1.43M
Percent Change from Prior Year	-5%	-55%	161%	39%	-14%	50%	-31%	-25%	28%	56%	10%	55%	148%

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



■ Single Family Residence

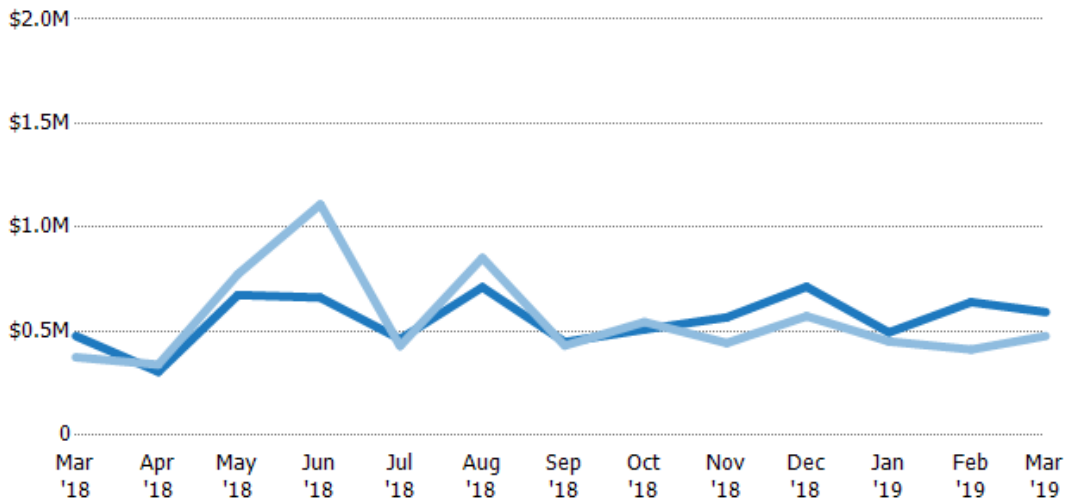
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

Current Year	\$477K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K
Prior Year	\$375K	\$340K	\$775K	\$1.11M	\$429K	\$853K	\$431K	\$545K	\$443K	\$572K	\$451K	\$412K	\$477K
Percent Change from Prior Year	27%	-10%	-13%	-40%	8%	-17%	4%	-7%	28%	25%	10%	55%	24%

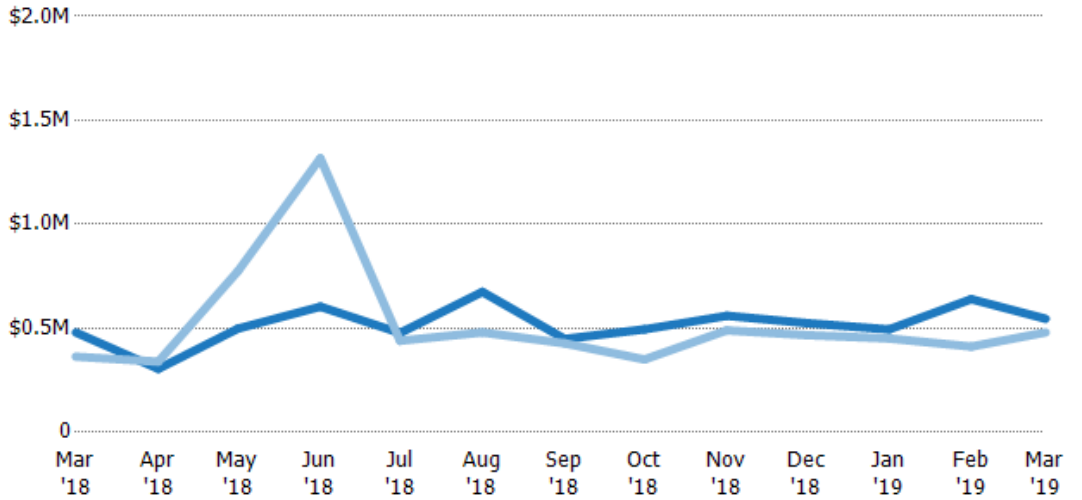
Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '19	\$546K	13.7%
Mar '18	\$480K	32%
Mar '17	\$364K	-29%



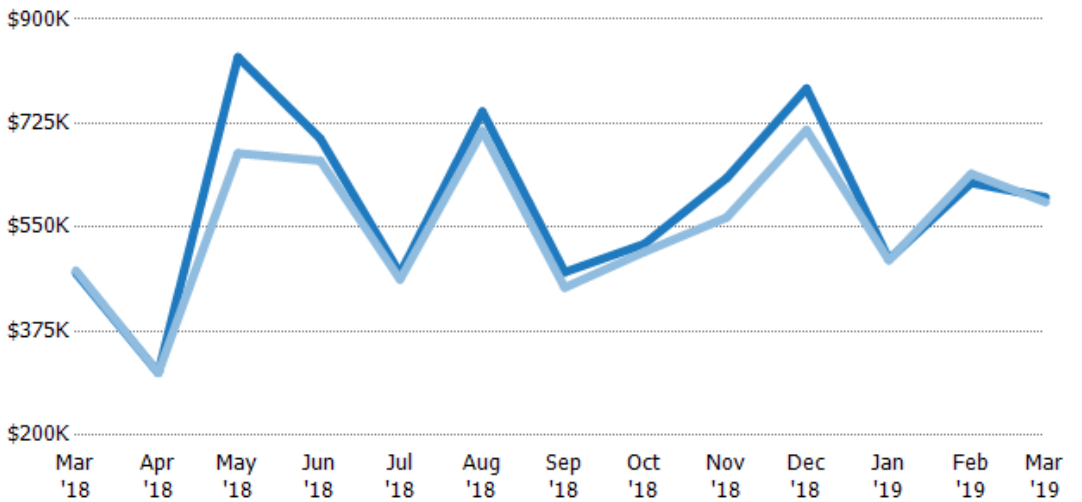
Current Year	\$480K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K
Prior Year	\$364K	\$340K	\$775K	\$1.32M	\$440K	\$480K	\$428K	\$350K	\$490K	\$467K	\$451K	\$412K	\$480K
Percent Change from Prior Year	32%	-10%	-36%	-54%	9%	41%	5%	41%	14%	12%	10%	55%	14%

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

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



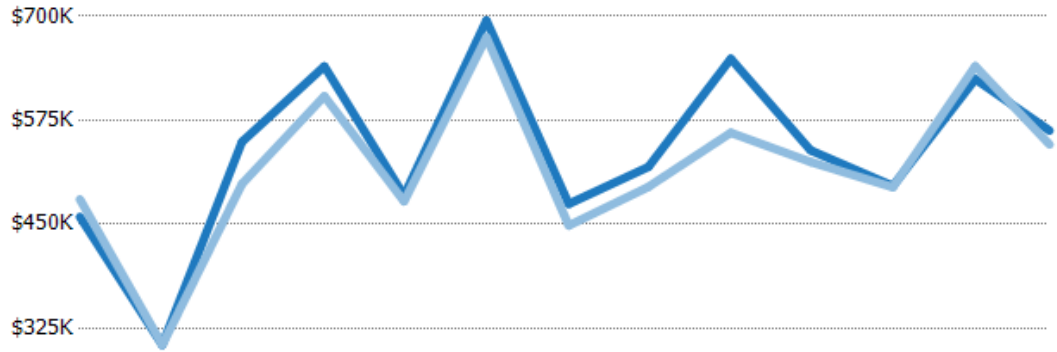
Avg List Price	\$473K	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K
Avg Sales Price	\$477K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K
Avg Sales Price as a % of Avg List Price	101%	100%	81%	95%	98%	96%	95%	97%	90%	91%	100%	102%	99%

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



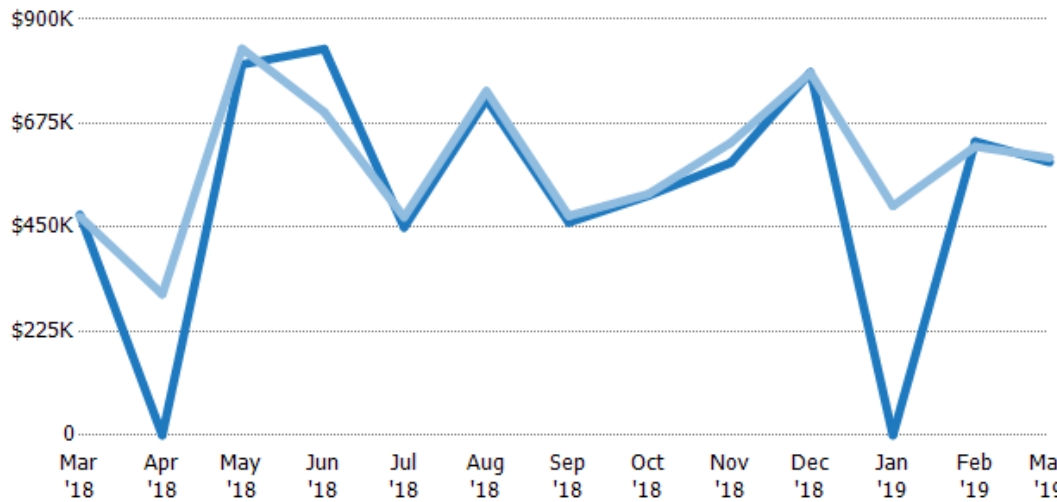
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$459K	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K
Median Sales Price	\$480K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K
Med Sales Price as a % of Med List Price	105%	100%	91%	94%	99%	97%	95%	95%	86%	97%	100%	102%	97%

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

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



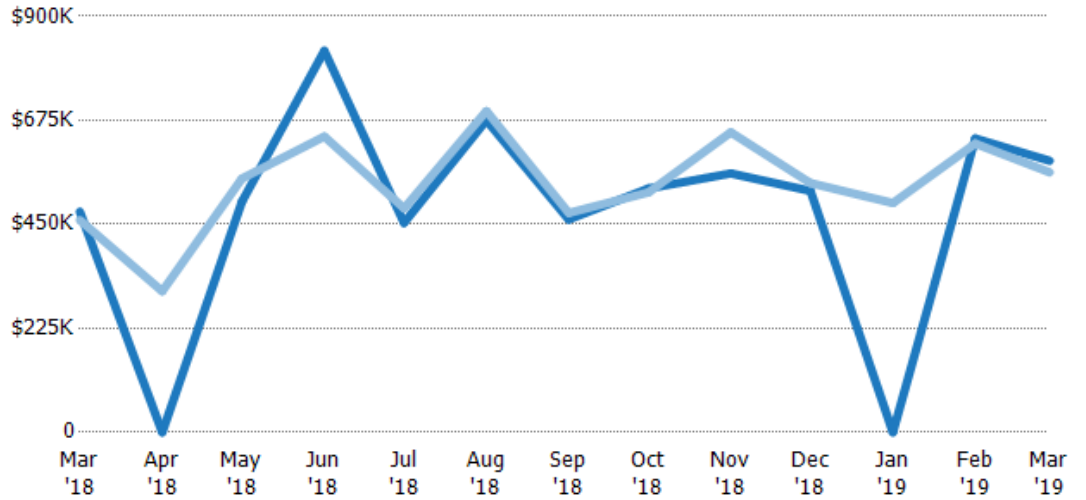
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$477K	\$0	\$802K	\$836K	\$450K	\$727K	\$460K	\$518K	\$590K	\$785K	\$0	\$635K	\$591K
Avg Sales Price	\$473K	\$305K	\$836K	\$699K	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K
Avg Sales Price as a % of Avg Est Value	99%	100%	104%	84%	105%	102%	103%	101%	107%	100%	100%	98%	102%

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	\$477K	\$0	\$499K	\$825K	\$453K	\$675K	\$460K	\$527K	\$560K	\$522K	\$0	\$635K	\$587K
Median Sales Price	\$459K	\$305K	\$549K	\$640K	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K
Med Sales Price as a % of Med Est Value	96%	100%	110%	78%	107%	103%	103%	98%	116%	103%	100%	98%	96%