

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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	4	6	-33.3%	4	6	-33.3%
New Listing Volume	\$2,047,400	\$3,136,800	-34.7%	\$2,047,400	\$3,136,800	-34.7%
Active Listing Count	27	28	-3.6%	NA	NA	
Active Listing Volume	\$29,170,050	\$25,393,667	+14.9%	NA	NA	
Average Listing Price	\$1,080,372	\$906,917	+19.1%	\$1,080,372	\$906,917	+19.1%
Median Listing Price	\$639,900	\$649,500	-1.5%	\$639,900	\$649,500	-1.5%
Median Daysin RPR	230	203.5	+13%	230	203.5	+13%
Months of Inventory	_	_	-	13.5	_	_
Absorption Rate	_	_	+-	7.41%	_	
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	5	3	+66.7%
New Pending Sales Volume	\$2,576,500	\$1,134,000	+127.2%	\$2,576,500	\$1,134,000	+127.2%
Pending Sales Count	6	9	-33.3%	N/A	N/A	
Pending Sales Volume	\$3,063,740	\$3,679,400	-16.7%	N/A	NA	
Closed Sales Count	2	2	+-	2	2	+-
Closed Sales Volume	\$824,000	\$487,000	+69.2%	\$824,000	\$487,000	+69.2%
Average Sales Price	\$412,000	\$243,500	+69.2%	\$412,000	\$243,500	+69.2%
Median Sales Price	\$412,000	\$243,500	+69.2%	\$412,000	\$243,500	+69.2%

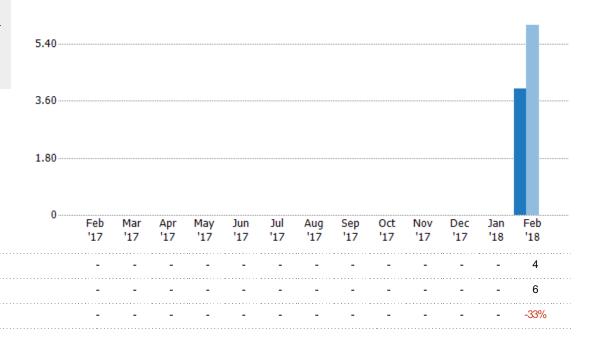




New Listings

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



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.

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



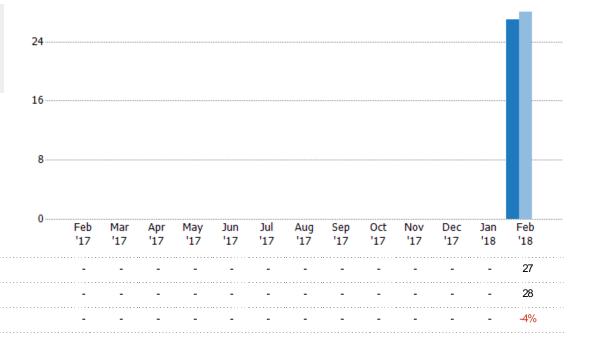
Current Year



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

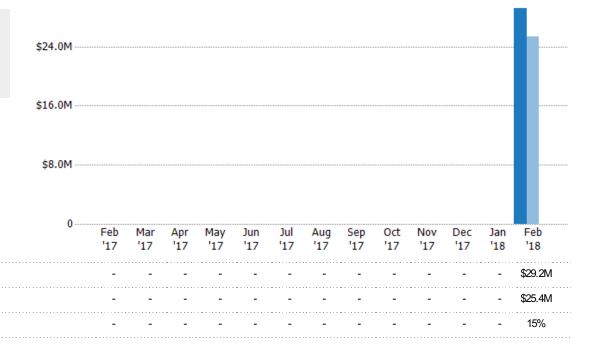
Prior Year

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

Filters Used

ZIP: Charlotte, VT 05445

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



Current Year

Percent Change from Prior Year



19%



Market Data Report

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

.5M	 	 			 		••••••
M0.	 	 	 	 	 		
.5M	 	 	 	 	 		
0Feb	 	 	 	 	 		Fe
0	 		 	 	 Dec '17	Jan '18	Fe '1
0Feb	 	 	 	 	 Dec '17		Fe '1

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

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$640K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$650K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%







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

\$1.5M		 	 	 			
\$1.0M ······	 	 	 	 	 		
\$0.5M							
\$0.514							
	 	 	 Aug '17	 	 Dec	Jan	
0 Feb	 	 	 	 	 Dec	Jan	Feb
0 Feb	 	 	 	 	 Dec	Jan	Feb '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

\$525K												
\$350K												
\$175K												
0			May	lun	1ul	Δυσ	Sep	Oct	Nov	Dec	Jan	Feb
•	Mar '17	17	'17									'18
•	Mar '17	'17	'17			'17						'18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



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.

Filters Used	300												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	230
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	204
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

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

15

8

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	27
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	93%







Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

ZIP: Charlotte, VT 05445

0%

5%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	_	_	-	-	-	-	-	-	-	_	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

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 23

15

8------

Feb	Mar '17	Apr	May '17	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb '18
 -	-	-	-	-	-	-		-	-	-	-	27
 -	-	-	-	-	-	-	-	-	-	-	-	6
-	-	-	-	-	-	-	-	-	-	-	-	2



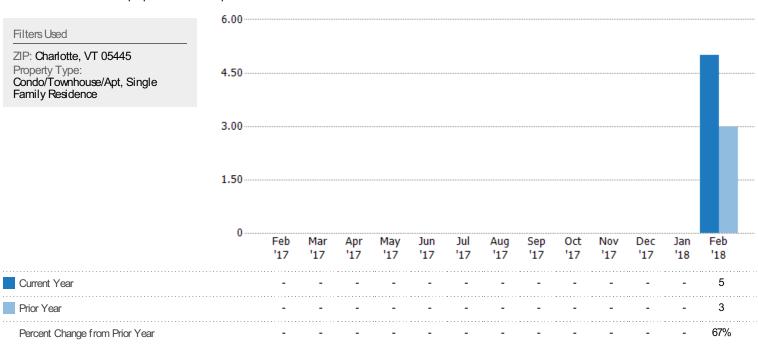
Active Pending

Sold



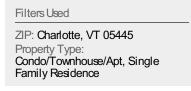
New Pending Sales

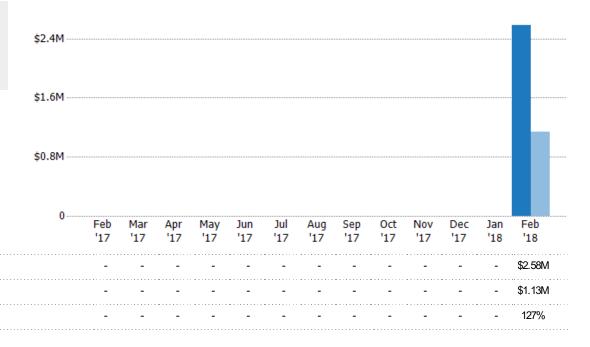
The number of residential properties with accepted offers that were added each month.



New Pending Sales Volume

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







Current Year

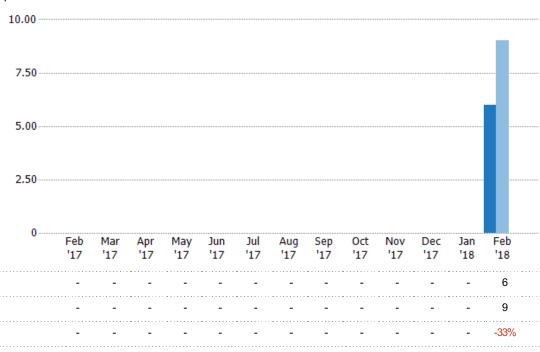
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

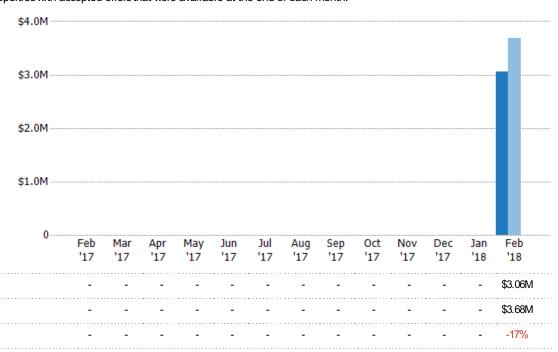
Percent Change from Prior Year

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

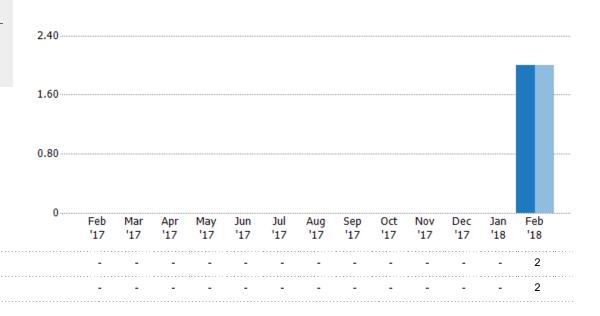
The total number of residential properties sold each month.

Filters Used
ZIP: Charlotte, VT 05445

Current Year

Prior Year

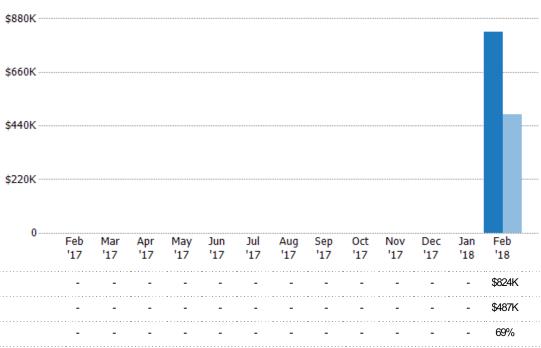
Property Type: Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

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
Prior Year

Percent Change from Prior Year

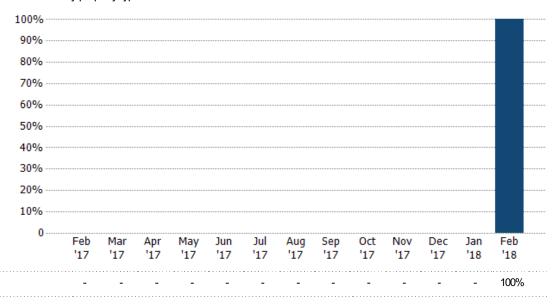


Closed Sales by Property Type

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

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

\$500K \$375K \$250K \$125K 0 Feb Mar Apr May Jun Jul Aug Sep Dec Jan Feb '17 '17 '17 '17 '17 '18 '18 \$412K \$244K 69%



Current Year
Prior Year

Percent Change from Prior Year





Current Year

Prior Year

Market Data Report

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	
\$375K	
\$250K	

Average Sales Price vs Average Listing Price

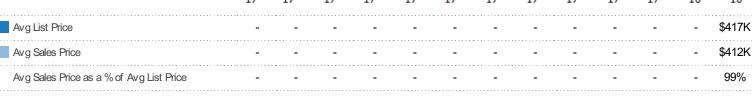
The average sales price as a percentage of the average listing price for properties sold each month.

\$125K

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

Percent Change from Prior Year

\$500K												
\$375K												
\$250K												
\$250K												
\$125K												
•												
Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
'17	'17											
-	-	-	-	-	-	-	-	-	-	-	-	\$417K
-	-	-	-	-	-	-	-	-	-	-	-	\$412K





\$412K

99%



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.

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

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

Med Sales Price as a % of Med List Price

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

\$500K												
\$375K												
\$250K												
\$125K												
0												
Feb	Mar '17	Apr		Jun '17								Feb
Feb '17 -	Mar '17 -		May '17		Jul '17		Sep '17	0ct '17	Nov '17	Dec '17		Feb '18
Feb '17 -	Mar '17 -	-	May '17	- - -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



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

\$375K												
\$250K												
\$125K												
0												
Feb '17	Mar '17		May '17									Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$446K
-	-	-	-	-	-	-	-	-	-	-	-	\$417K
_	-	- -	-	- -	- -	- -	-	_	-	-	-	94%



