

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	9	+33.3%	60	46	+30.4%
New Listing Volume	\$9,637,500	\$9,177,000	+5%	\$43,355,500	\$34,725,515	+24.9%
Active Listing Count	37	34	+8.8%	N/A	N/A	
Active Listing Volume	\$32,951,200	\$37,180,915	-11.4%	N/A	N/A	
Average Listing Price	\$890,573	\$1,093,556	-18.6%	\$944,156	\$1,062,999	-11.2%
Median Listing Price	\$687,000	\$797,000	-13.8%	\$730,863	\$716,598	+2%
Median Days in RPR	97	84.5	+14.8%	112.94	122.07	-7.5%
Months of Inventory	6.2	4.9	+27%	10	10.6	-5.7%
Absorption Rate	16.22%	20.59%	-4.4%	10%	9.43%	+0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	9	5	+80%	48	29	+65.5%
New Pending Sales Volume	\$5,673,500	\$2,068,000	+174.3%	\$33,162,800	\$18,327,299	+80.9%
Pending Sales Count	13	9	+44.4%	N/A	N/A	
Pending Sales Volume	\$13,476,500	\$6,541,500	+106%	N/A	N/A	
Closed Sales Count	11	4	+175%	36	21	+71.4%
Closed Sales Volume	\$4,691,000	\$1,848,999	+153.7%	\$21,723,630	\$11,516,528	+88.6%
Average Sales Price	\$426,455	\$462,250	-7.7%	\$603,434	\$548,406	+10%
Median Sales Price	\$367,500	\$477,500	-23%	\$560,236	\$507,309	+10.4%

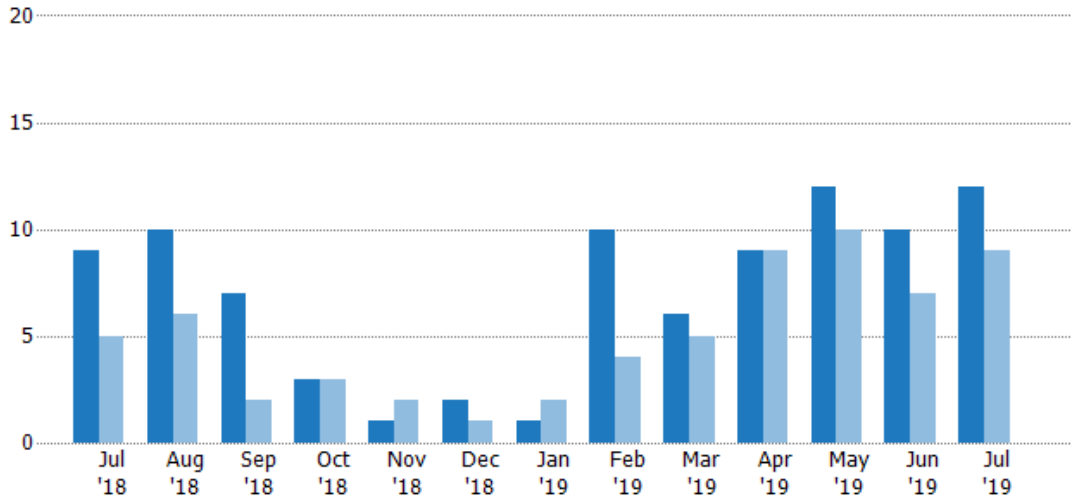
New Listings

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.
Jul '19	12	33.3%
Jul '18	9	80%
Jul '17	5	0%



Current Year	9	10	7	3	1	2	1	10	6	9	12	10	12
Prior Year	5	6	2	3	2	1	2	4	5	9	10	7	9
Percent Change from Prior Year	80%	67%	250%	0%	-50%	100%	-50%	150%	20%	0%	20%	43%	33%

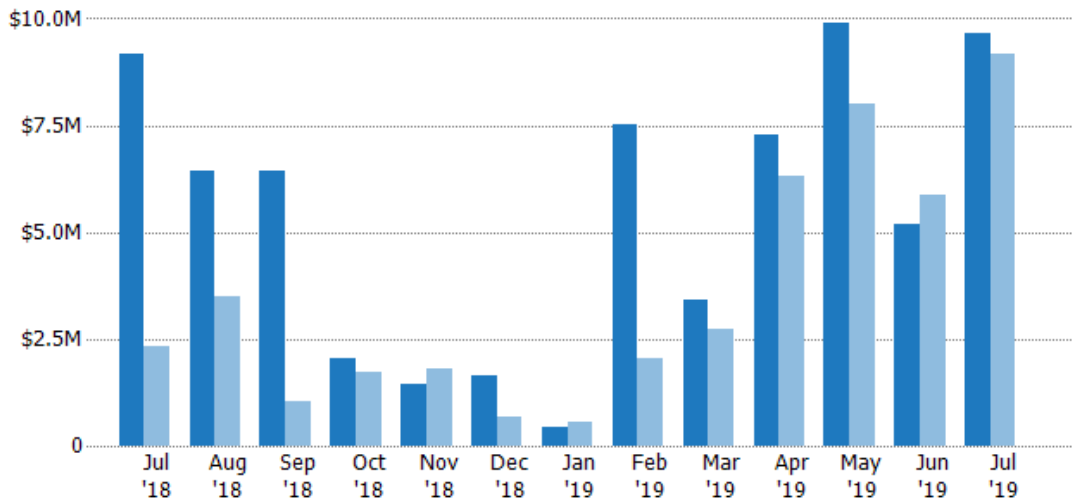
New Listing Volume

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.
Jul '19	\$9.64M	5%
Jul '18	\$9.18M	295.4%
Jul '17	\$2.32M	33%



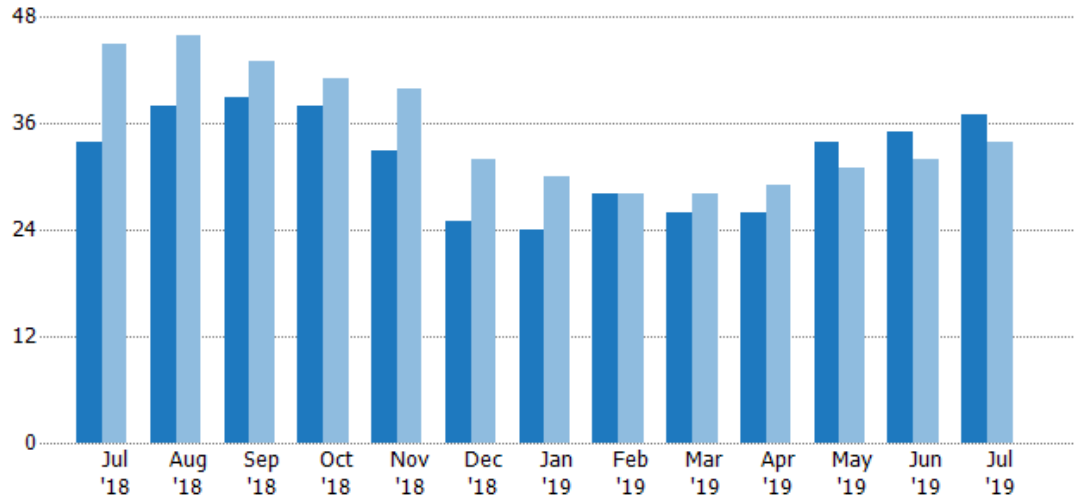
Current Year	\$9.18M	\$6.42M	\$6.43M	\$2.05M	\$1.45M	\$1.64M	\$424K	\$7.53M	\$3.4M	\$7.3M	\$9.88M	\$5.18M	\$9.64M
Prior Year	\$2.32M	\$3.48M	\$1.04M	\$1.74M	\$1.79M	\$695K	\$574K	\$2.05M	\$2.73M	\$6.31M	\$8.02M	\$5.88M	\$9.18M
Percent Change from Prior Year	295%	85%	521%	18%	-19%	135%	-26%	268%	25%	16%	23%	-12%	5%

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.
Jul '19	37	8.8%
Jul '18	34	-24.4%
Jul '17	45	-2.2%

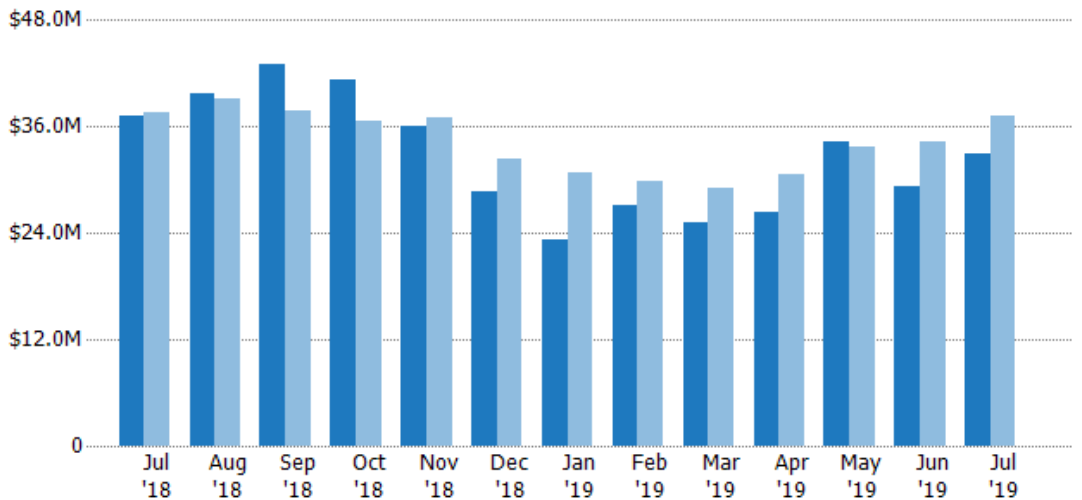
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	34	38	39	38	33	25	24	28	26	26	34	35	37
Prior Year	45	46	43	41	40	32	30	28	28	29	31	32	34
Percent Change from Prior Year	-24%	-17%	-9%	-7%	-18%	-22%	-20%	0%	-7%	-10%	10%	9%	9%

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.
Jul '19	\$33M	-11.4%
Jul '18	\$37.2M	-1.2%
Jul '17	\$37.6M	-7.3%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$37.2M	\$39.7M	\$43M	\$41.3M	\$36M	\$28.6M	\$23.3M	\$27.1M	\$25.1M	\$26.4M	\$34.3M	\$29.2M	\$33M
Prior Year	\$37.6M	\$39.1M	\$37.8M	\$36.7M	\$37.1M	\$32.3M	\$30.8M	\$29.8M	\$29M	\$30.6M	\$33.7M	\$34.4M	\$37.2M
Percent Change from Prior Year	-1%	2%	14%	13%	-3%	-11%	-25%	-9%	-13%	-14%	2%	-15%	-11%

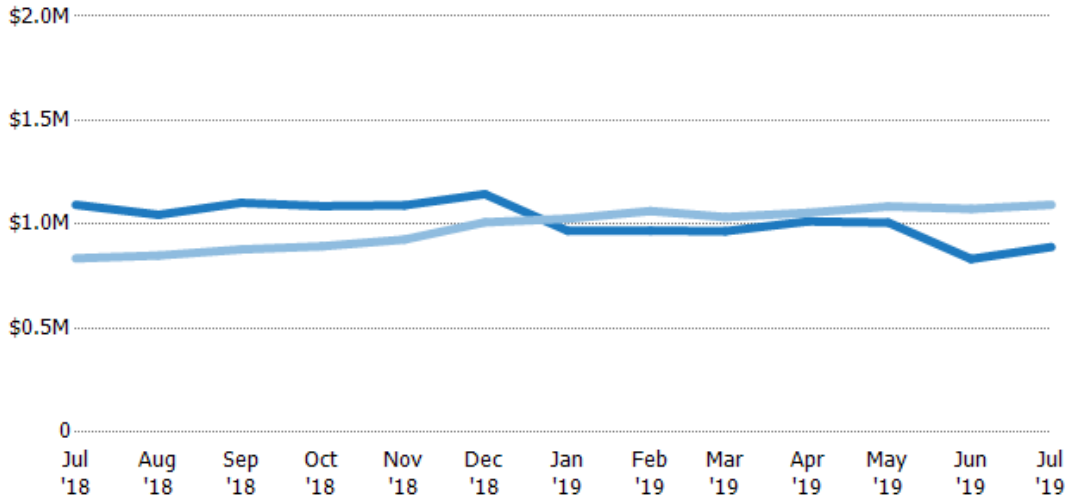
Average Listing Price

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.
Jul '19	\$891K	-18.6%
Jul '18	\$1.09M	30.8%
Jul '17	\$836K	-5.2%



Current Year	\$1.09M	\$1.05M	\$1.1M	\$1.09M	\$1.09M	\$1.15M	\$969K	\$969K	\$967K	\$1.01M	\$1.01M	\$833K	\$891K
Prior Year	\$836K	\$850K	\$879K	\$894K	\$927K	\$1.01M	\$1.03M	\$1.06M	\$1.03M	\$1.06M	\$1.09M	\$1.07M	\$1.09M
Percent Change from Prior Year	31%	23%	25%	22%	18%	13%	-6%	-9%	-7%	-4%	-7%	-22%	-19%

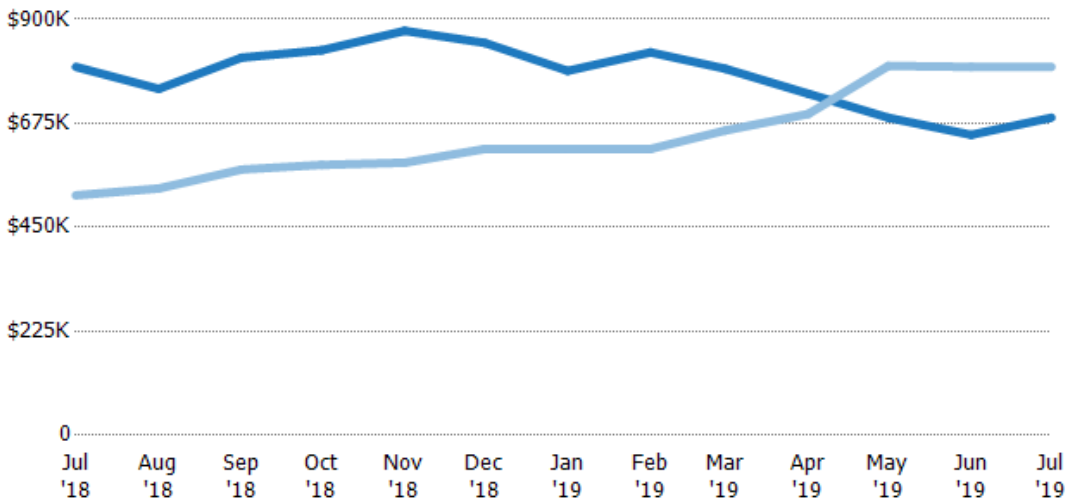
Median Listing Price

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.
Jul '19	\$687K	-13.8%
Jul '18	\$797K	53.6%
Jul '17	\$519K	24.9%



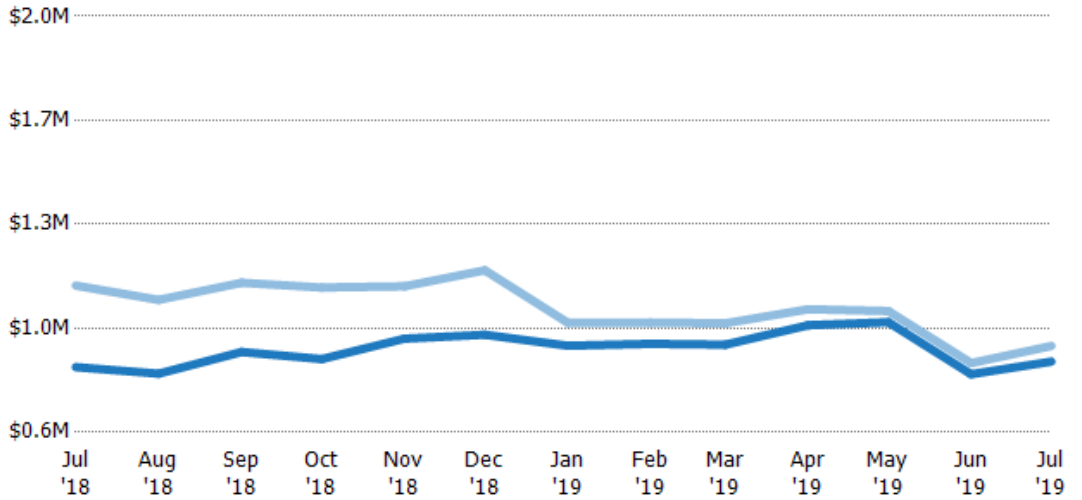
Current Year	\$797K	\$749K	\$817K	\$833K	\$875K	\$849K	\$789K	\$829K	\$793K	\$739K	\$687K	\$650K	\$687K
Prior Year	\$519K	\$534K	\$575K	\$585K	\$590K	\$619K	\$619K	\$619K	\$659K	\$695K	\$799K	\$797K	\$797K
Percent Change from Prior Year	54%	40%	42%	42%	48%	37%	27%	34%	20%	6%	-14%	-18%	-14%

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



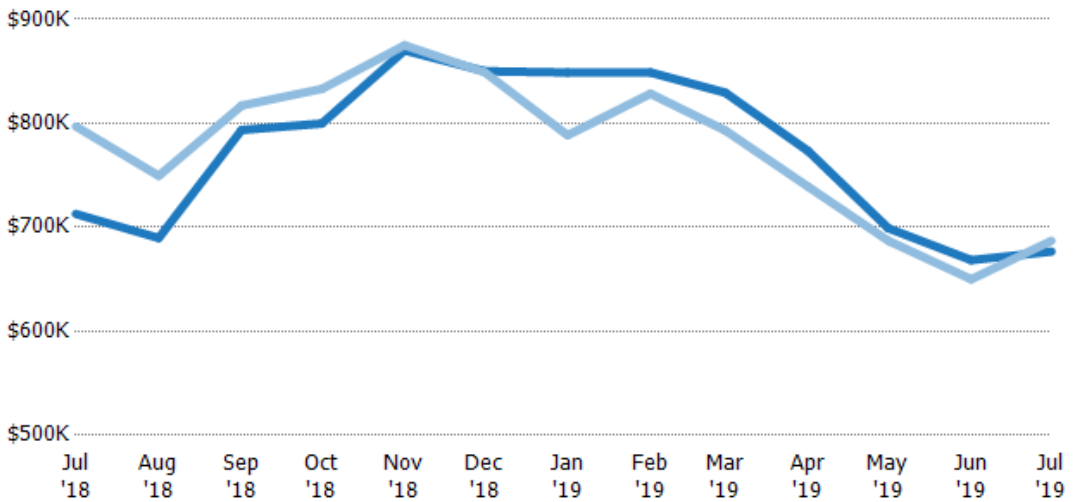
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$819K	\$797K	\$870K	\$846K	\$915K	\$928K	\$891K	\$898K	\$895K	\$960K	\$971K	\$795K	\$838K
Avg Listing Price	\$1.09M	\$1.05M	\$1.1M	\$1.09M	\$1.09M	\$1.15M	\$969K	\$969K	\$967K	\$1.01M	\$1.01M	\$833K	\$891K
Avg Listing Price as a % of Avg Est Value	133%	131%	127%	128%	119%	123%	109%	108%	108%	106%	104%	105%	106%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$713K	\$690K	\$794K	\$800K	\$870K	\$850K	\$849K	\$849K	\$829K	\$773K	\$699K	\$668K	\$677K
Median Listing Price	\$797K	\$749K	\$817K	\$833K	\$875K	\$849K	\$789K	\$829K	\$793K	\$739K	\$687K	\$650K	\$687K
Med Listing Price as a % of Med Est Value	112%	109%	103%	104%	101%	100%	93%	98%	96%	96%	98%	97%	102%

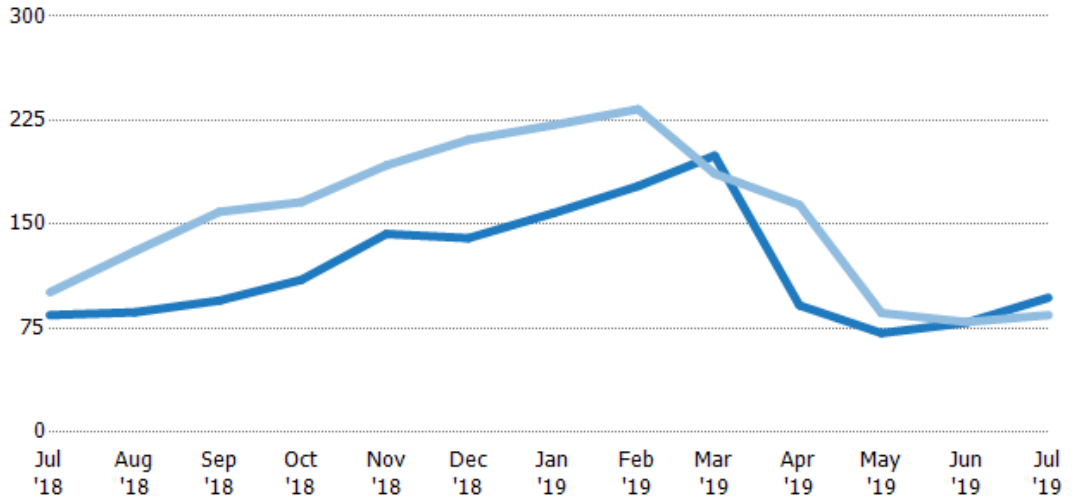
Median Days in RPR

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.
Jul '19	97	14.8%
Jul '18	84.5	-16.3%
Jul '17	101	29.2%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	84.5	86.5	95	110	143	140	158	178	200	91.5	71.5	79	97
Prior Year	101	131	159	166	193	211	222	233	187	164	86	79.5	84.5
Percent Change from Prior Year	-16%	-34%	-40%	-34%	-26%	-34%	-29%	-24%	7%	-44%	-17%	-1%	15%

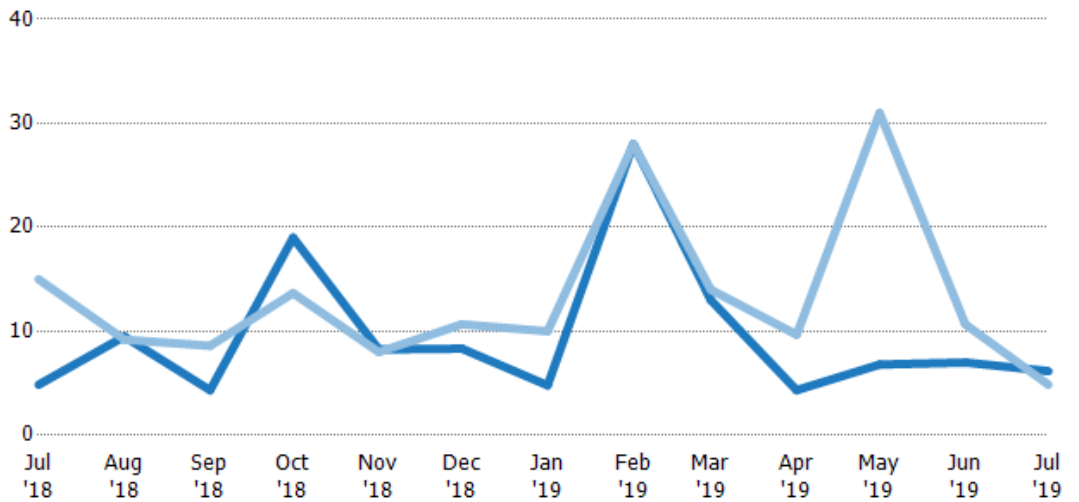
Months of Inventory

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.
Jul '19	6.17	27%
Jul '18	4.86	-67.6%
Jul '17	15	-26.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.86	9.5	4.33	19	8.25	8.33	4.8	28	13	4.33	6.8	7	6.17
Prior Year	15	9.2	8.6	13.7	8	10.7	10	28	14	9.67	31	10.7	4.86
Percent Change from Prior Year	-68%	3%	-50%	39%	3%	-22%	-52%	0%	-7%	-55%	-78%	-34%	27%

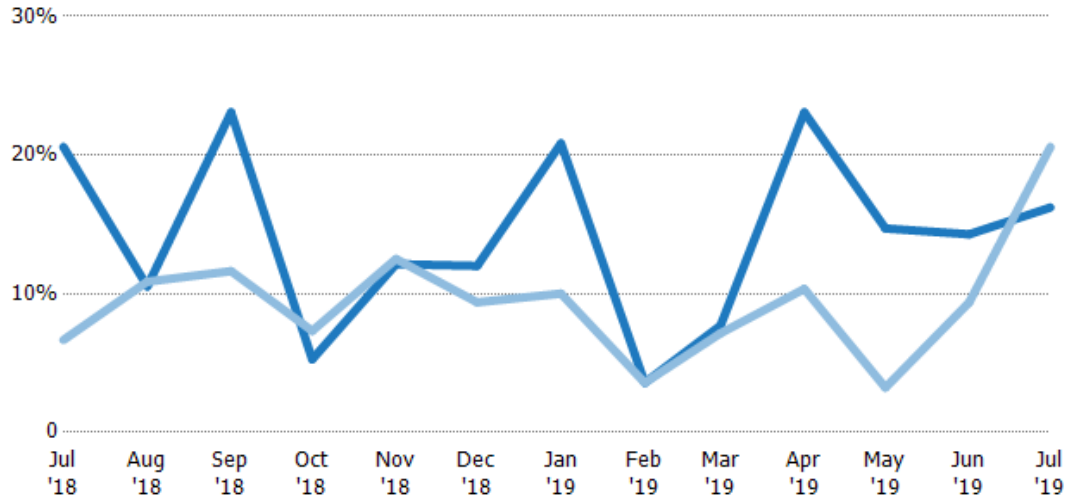
Absorption Rate

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.
Jul '19	16%	4.4%
Jul '18	21%	-13.9%
Jul '17	7%	36.5%



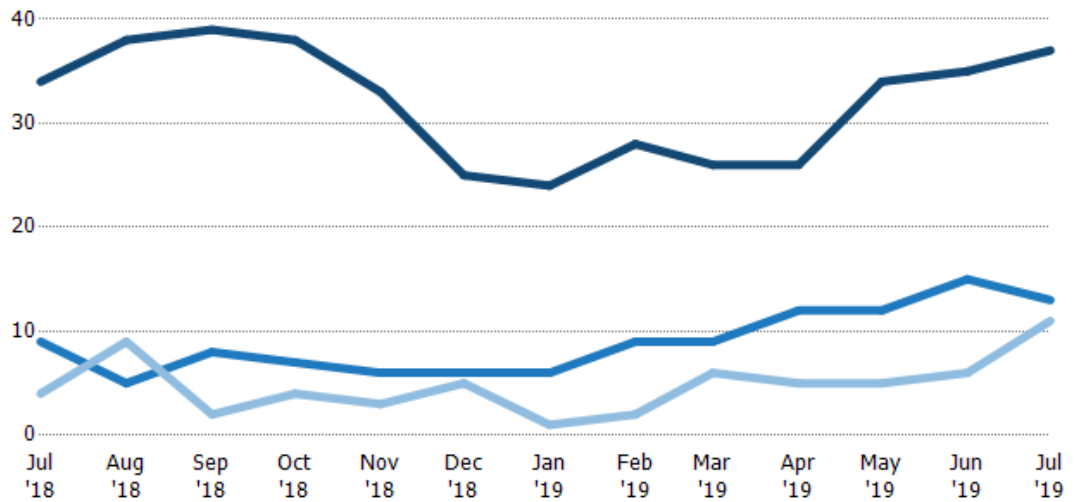
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	21%	11%	23%	5%	12%	12%	21%	4%	8%	23%	15%	14%	16%
Prior Year	7%	11%	12%	7%	13%	9%	10%	4%	7%	10%	3%	9%	21%
Change from Prior Year	-14%	0%	-11%	2%	0%	-3%	-11%	0%	-1%	-13%	-11%	-5%	4%

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



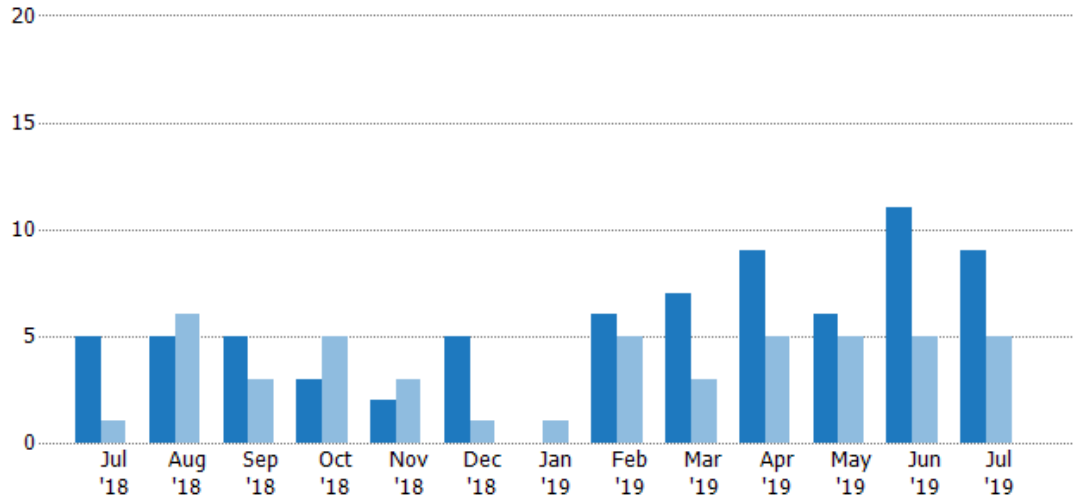
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	34	38	39	38	33	25	24	28	26	26	34	35	37
Pending	9	5	8	7	6	6	6	9	9	12	12	15	13
Sold	4	9	2	4	3	5	1	2	6	5	5	6	11

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



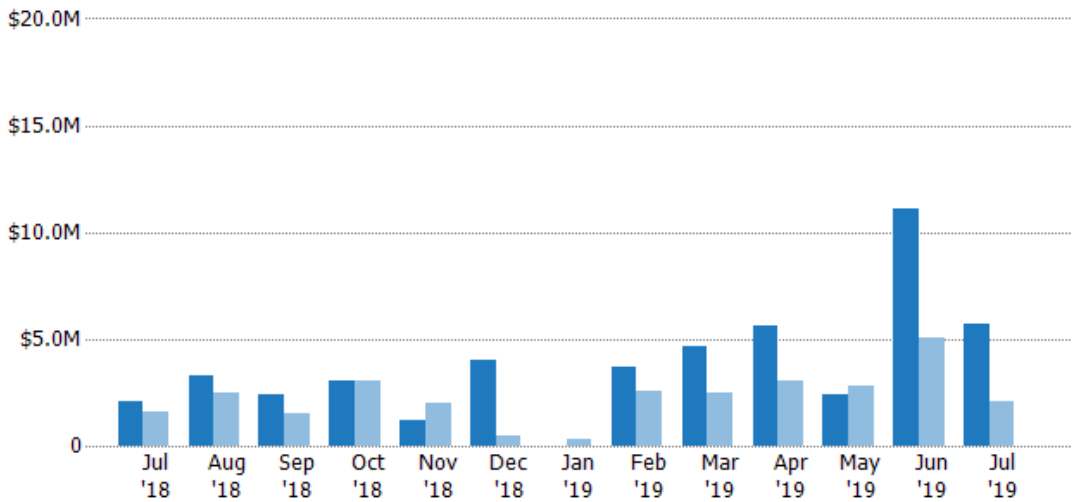
Current Year	5	5	5	3	2	5	-	6	7	9	6	11	9
Prior Year	1	6	3	5	3	1	1	5	3	5	5	5	5
Percent Change from Prior Year	400%	-17%	67%	-40%	-33%	400%	-100%	20%	133%	80%	20%	120%	80%

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	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M
Prior Year	\$1.6M	\$2.49M	\$1.51M	\$3.02M	\$1.98M	\$450K	\$305K	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M
Percent Change from Prior Year	29%	33%	61%	0%	-41%	792%	-100%	42%	89%	87%	-14%	119%	174%

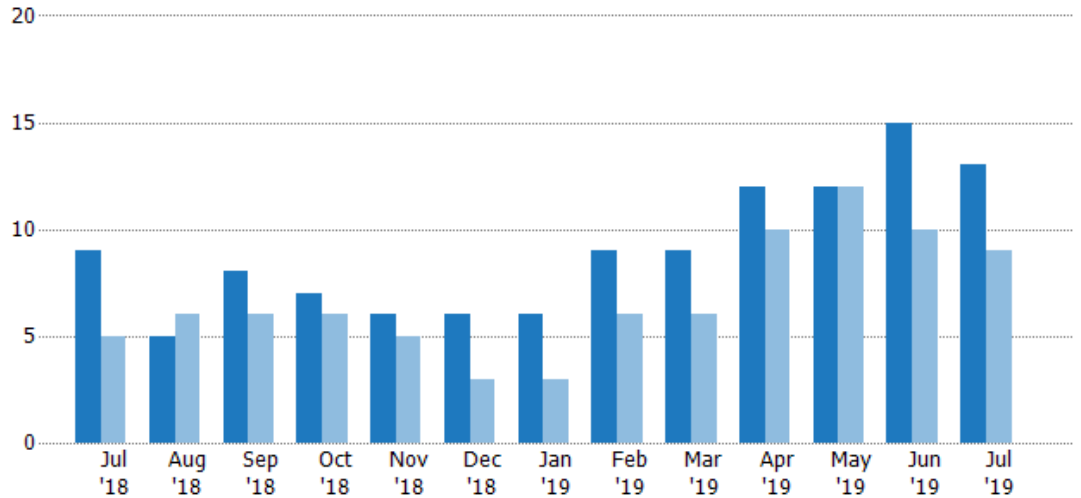
Pending Sales

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.
Jul '19	13	44.4%
Jul '18	9	80%
Jul '17	5	100%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9	5	8	7	6	6	6	9	9	12	12	15	13
Prior Year	5	6	6	6	5	3	3	6	6	10	12	10	9
Percent Change from Prior Year	80%	-17%	33%	17%	20%	100%	100%	50%	50%	20%	0%	50%	44%

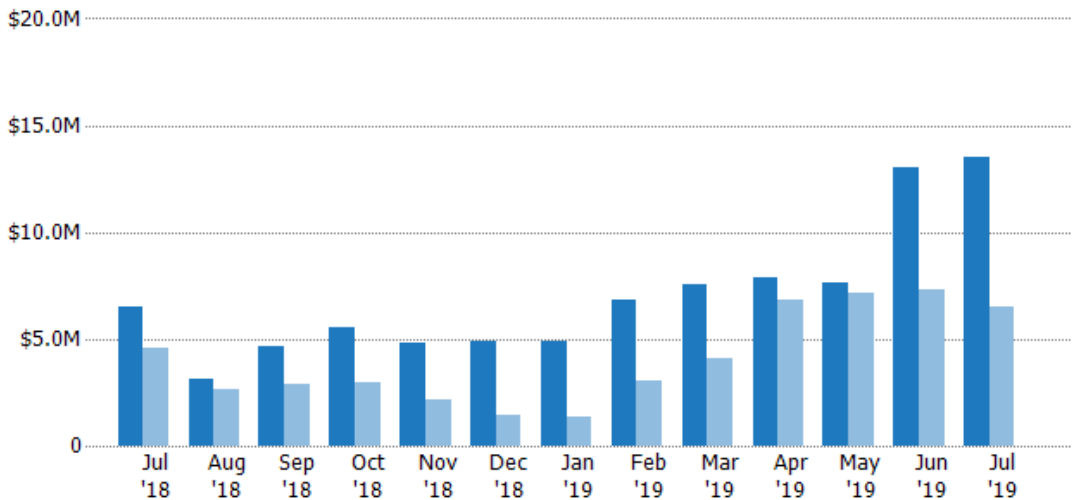
Pending Sales Volume

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.
Jul '19	\$13.5M	106%
Jul '18	\$6.54M	41.8%
Jul '17	\$4.61M	25.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$6.54M	\$3.14M	\$4.63M	\$5.55M	\$4.82M	\$4.92M	\$4.92M	\$6.82M	\$7.58M	\$7.84M	\$7.62M	\$13M	\$13.5M
Prior Year	\$4.61M	\$2.62M	\$2.86M	\$2.94M	\$2.18M	\$1.47M	\$1.32M	\$3.06M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M
Percent Change from Prior Year	42%	20%	62%	89%	121%	235%	272%	123%	85%	15%	7%	78%	106%

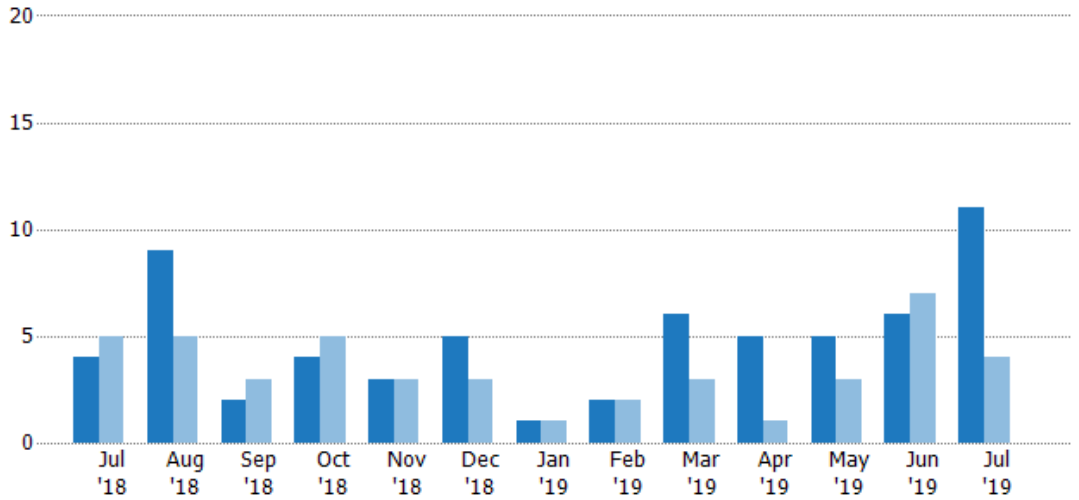
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jul '19	11	175%
Jul '18	4	-20%
Jul '17	5	20%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4	9	2	4	3	5	1	2	6	5	5	6	11
Prior Year	5	5	3	5	3	3	1	2	3	1	3	7	4
Percent Change from Prior Year	-20%	80%	-33%	-20%	0%	67%	0%	0%	100%	400%	67%	-14%	175%

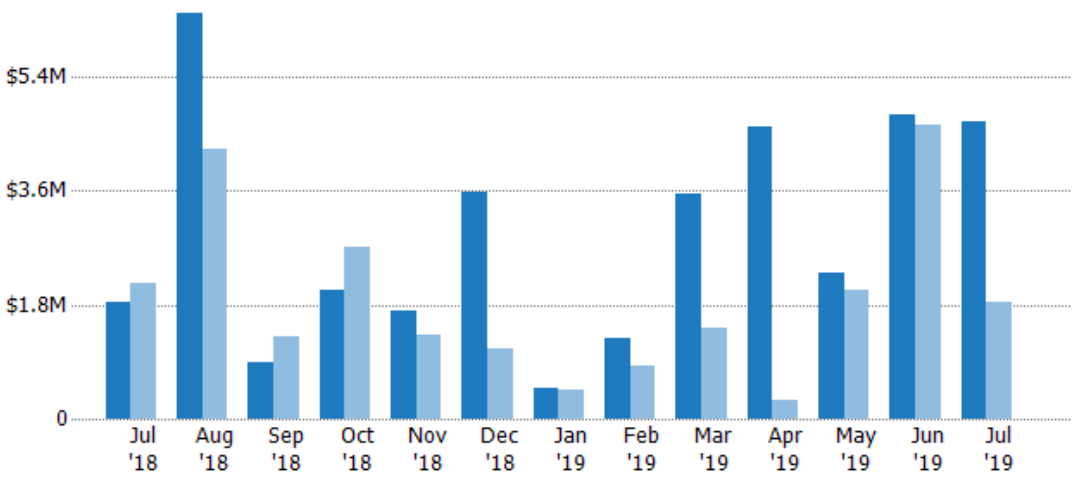
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Jul '19	\$4.69M	153.7%
Jul '18	\$1.85M	-13.8%
Jul '17	\$2.15M	70.1%



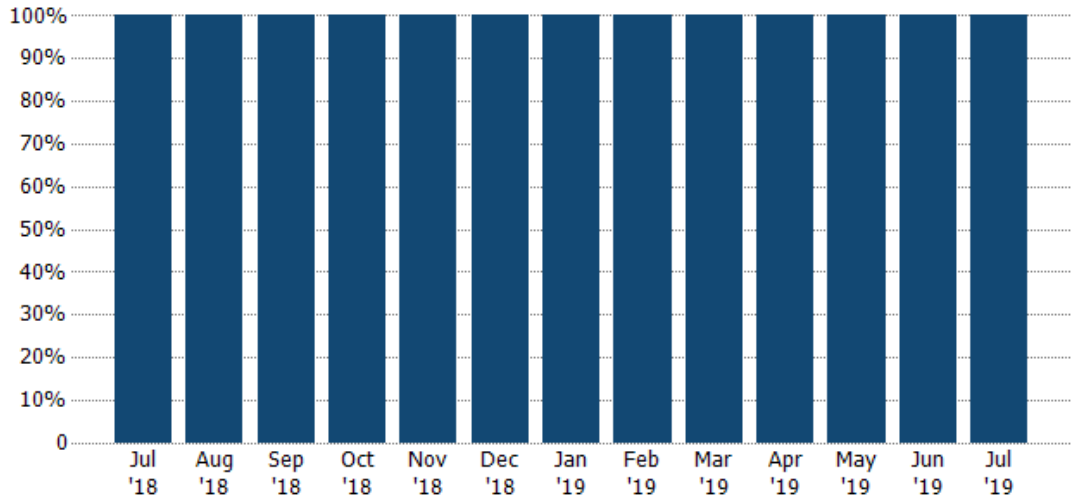
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.85M	\$6.41M	\$897K	\$2.04M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M
Prior Year	\$2.15M	\$4.26M	\$1.29M	\$2.72M	\$1.33M	\$1.11M	\$451K	\$824K	\$1.43M	\$305K	\$2.02M	\$4.63M	\$1.85M
Percent Change from Prior Year	-14%	50%	-31%	-25%	28%	222%	10%	55%	148%	1,410%	14%	3%	154%

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

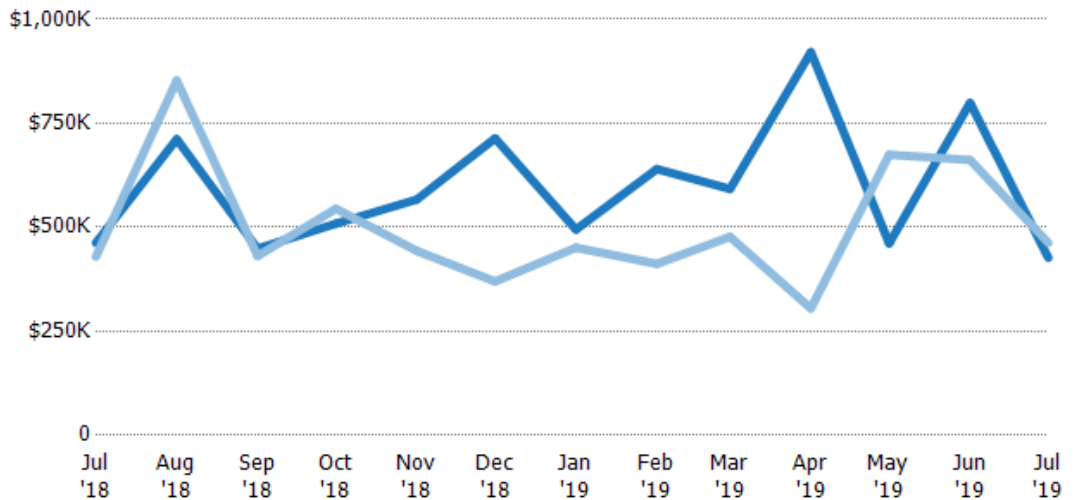
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Month/Year	Price	% Chg.
Jul '19	\$426K	-7.7%
Jul '18	\$462K	7.7%
Jul '17	\$429K	41.8%

■ Current Year	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K
■ Prior Year	\$429K	\$853K	\$431K	\$545K	\$443K	\$370K	\$451K	\$412K	\$477K	\$305K	\$675K	\$662K	\$462K
Percent Change from Prior Year	8%	-17%	4%	-7%	28%	93%	10%	55%	24%	202%	-32%	21%	-8%

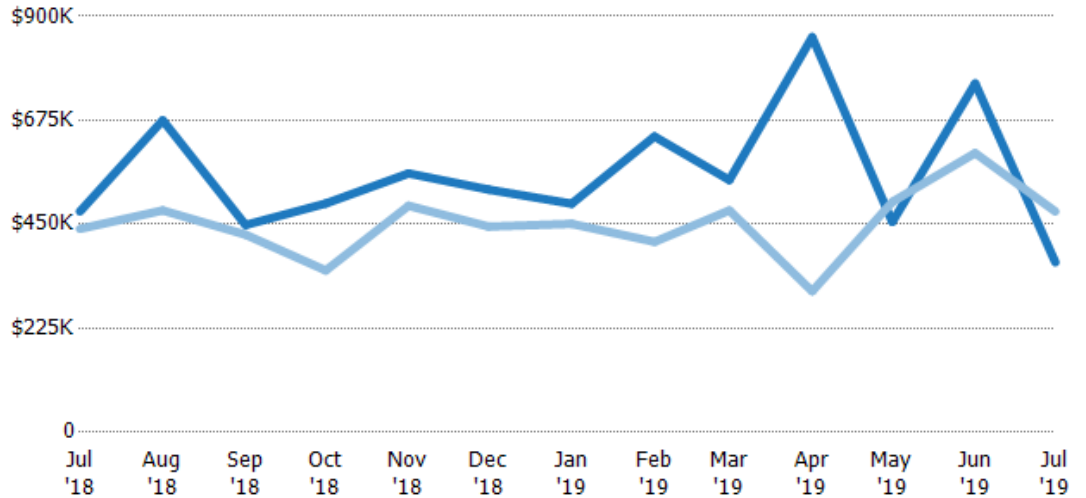
Median Sales Price

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.
Jul '19	\$368K	-23%
Jul '18	\$477K	8.5%
Jul '17	\$440K	21.6%



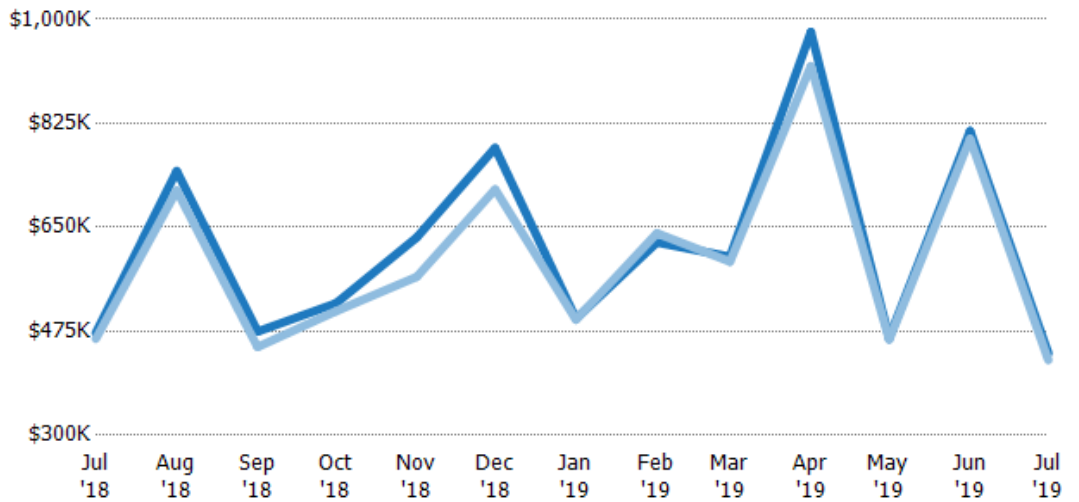
Current Year	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K
Prior Year	\$440K	\$480K	\$428K	\$350K	\$490K	\$445K	\$451K	\$412K	\$480K	\$305K	\$499K	\$604K	\$477K
Percent Change from Prior Year	9%	41%	5%	41%	14%	18%	10%	55%	14%	180%	-9%	25%	-23%

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



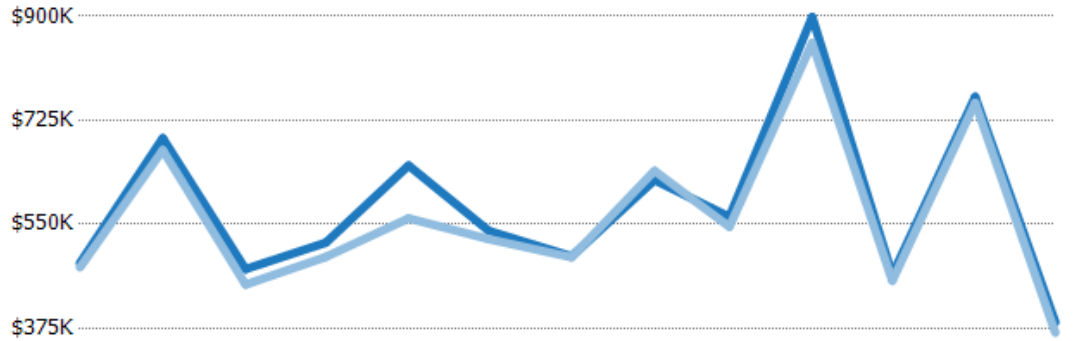
Avg List Price	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$979K	\$464K	\$812K	\$438K
Avg Sales Price	\$462K	\$712K	\$449K	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K
Avg Sales Price as a % of Avg List Price	98%	96%	95%	97%	90%	91%	100%	102%	99%	94%	99%	98%	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



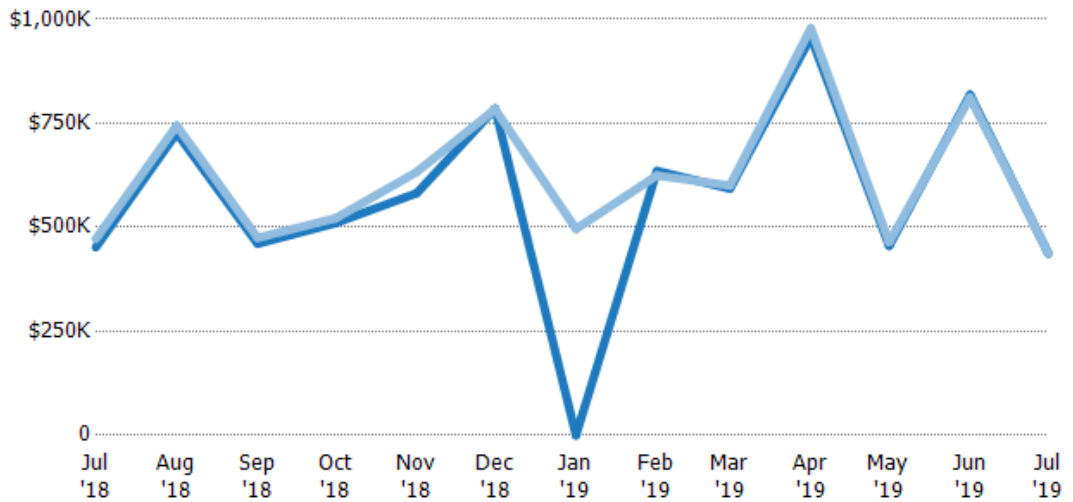
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$899K	\$465K	\$765K	\$385K
Median Sales Price	\$477K	\$675K	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K
Med Sales Price as a % of Med List Price	99%	97%	95%	95%	86%	97%	100%	102%	97%	95%	98%	99%	95%

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



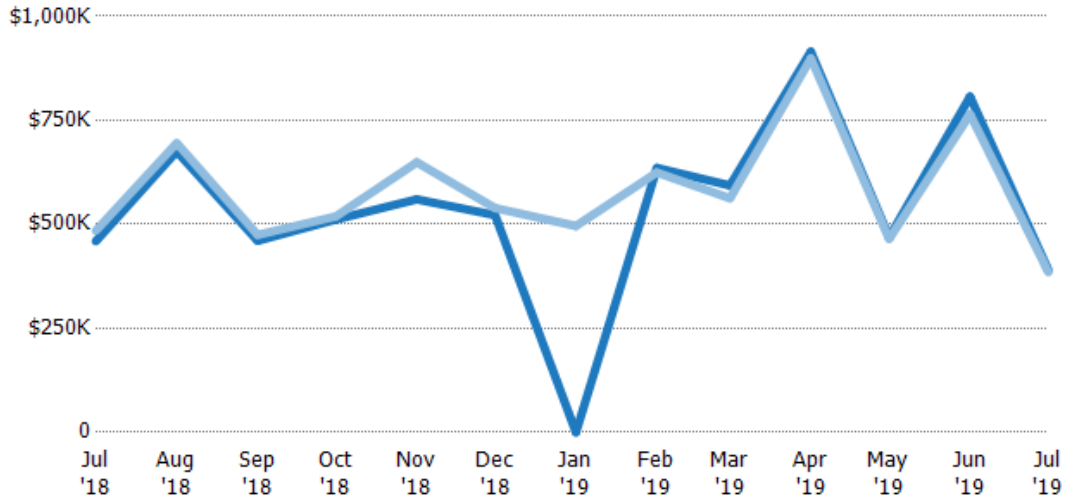
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$452K	\$727K	\$460K	\$510K	\$582K	\$785K	\$0	\$635K	\$593K	\$957K	\$455K	\$819K	\$437K
Avg Sales Price	\$472K	\$745K	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$979K	\$464K	\$812K	\$438K
Avg Sales Price as a % of Avg Est Value	104%	102%	103%	102%	109%	100%	100%	98%	101%	102%	102%	99%	100%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$459K	\$675K	\$460K	\$512K	\$560K	\$522K	\$0	\$635K	\$593K	\$915K	\$469K	\$807K	\$390K
Median Sales Price	\$484K	\$695K	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$899K	\$465K	\$765K	\$385K
Med Sales Price as a % of Med Est Value	106%	103%	103%	101%	116%	103%	100%	98%	95%	98%	99%	95%	99%