

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

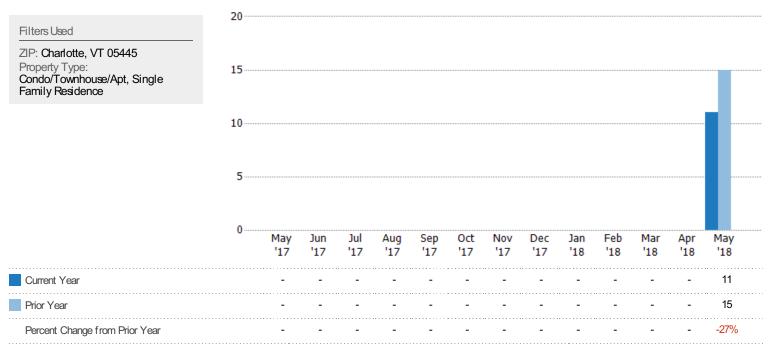
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-26.7%	15	11	-26.7%	15	11	New Listing Count
-53.7%	\$17,860,850	\$8,263,999	-53.7%	\$17,860,850	\$8,263,999	New Listing Volume
-39.2%	51	31	-39.2%	51	31	Active Listing Count
-31.4%	\$49,633,867	\$34,045,200	-31.4%	\$49,633,867	\$34,045,200	Active Listing Volume
+12.8%	\$973,213	\$1,098,232	+12.8%	\$973,213	\$1,098,232	Average Listing Price
+23.1%	\$649,000	\$799,000	+23.1%	\$649,000	\$799,000	Median Listing Price
-14%	100	86	-14%	100	86	Median Daysin RPR
+143.1%	12.8	31	-	_	_	Months of Inventory
-4.6%	7.84%	3.23%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+	5	5	+	5	5	New Pending Sales Count
-32.2%	\$4,164,500	\$2,821,999	-32.2%	\$4,164,500	\$2,821,999	New Pending Sales Volume
+9.1%	11	12	+9.1%	11	12	Pending Sales Count
-14.1%	\$8,300,900	\$7,130,399	-14.1%	\$8,300,900	\$7,130,399	Pending Sales Volume
+200%	1	3	+200%	1	3	Closed Sales Count
+161.1%	\$775,000	\$2,023,500	+161.1%	\$775,000	\$2,023,500	Closed Sales Volume
-13%	\$775,000	\$674,500	-13%	\$775,000	\$674,500	Average Sales Price
-35.7%	\$775,000	\$498,500	-35.7%	\$775,000	\$498,500	Median Sales Price





#### New Listings

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



#### New Listing Volume

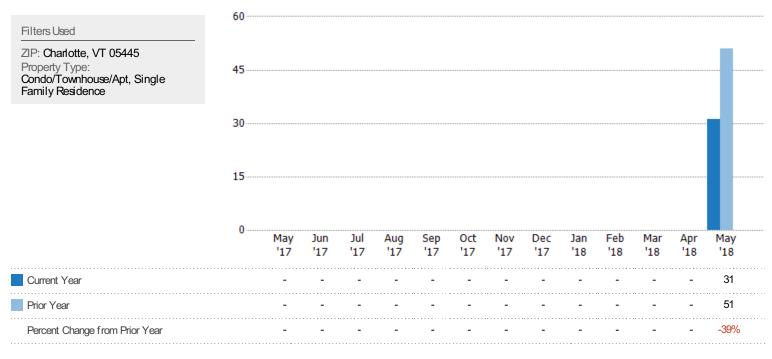
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used	\$20.0M													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.26M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-54%



#### Active Listings

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



#### Active Listing Volume

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

Filters Used	\$48.0M ······													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$34M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$49.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%



#### Average Listing Price

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

	\$2.0M											,	
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
	\$1.0M												
	\$0.5M												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$973K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

# Median Listing Price

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

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$649K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$799K
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$200K												
	\$400K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$600K												





# 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.

	\$2.0M ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
	\$1.0M												
	\$0.5M												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$779K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	141%

#### 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.

	\$800K												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
Family Residence	\$400K												
	\$200K												
	0		_							_			
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$656K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$799K
Med Listing Price as a % of Med Est Value	e -	-	-	-	-	-	-	-	-	-	-	-	122%





#### 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.

	200												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	•			A									Mass
	May '17	Jun '17	Jui '17	Aug '17	'17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	86
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	100
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

#### Months of Inventory

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

Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	22%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25.5
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	31
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	10												
	20												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Filters Used	40												





#### Absorption Rate

The percentage of inventory sold per month.

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

10%	 	 

5% ----

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

FiltersUsed	40												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
				Aug '17					Jan '18	Feb '18		Apr '18	Ma
Active	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Ma '11 31
Active Pending	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Ма '1



#### New Pending Sales

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

Filters Used	6.00														
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50														
	3.00														
	1.50														
	0	Max	hus	1	A	Con	0.+	Neur	Dec	1	<b>Fab</b>	Mar	Ann	May	
		Мау '17	Jun '17	Jul '17	Аид '17	Sep '17	'17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

#### New Pending Sales Volume

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

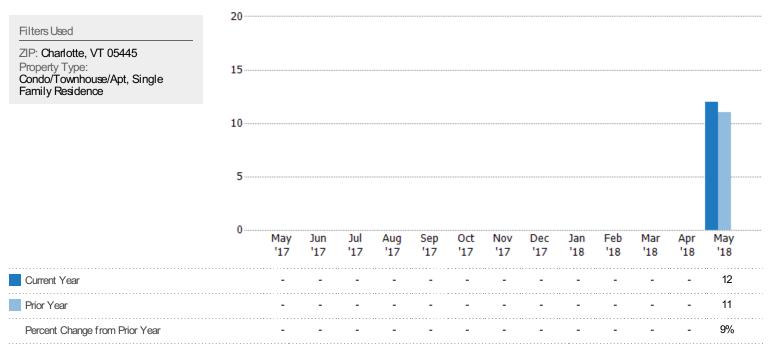
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-32%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.16M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.82M
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$1.2M													
Family Residence	\$2.4M													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
Filters Used	\$4.8M ······													





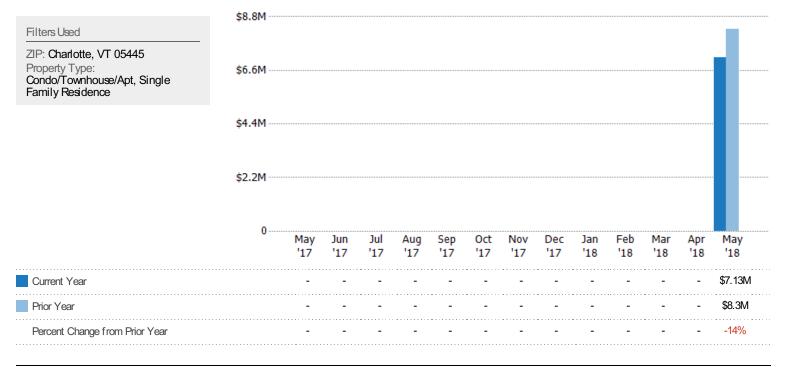
# Pending Sales

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



#### Pending Sales Volume

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.



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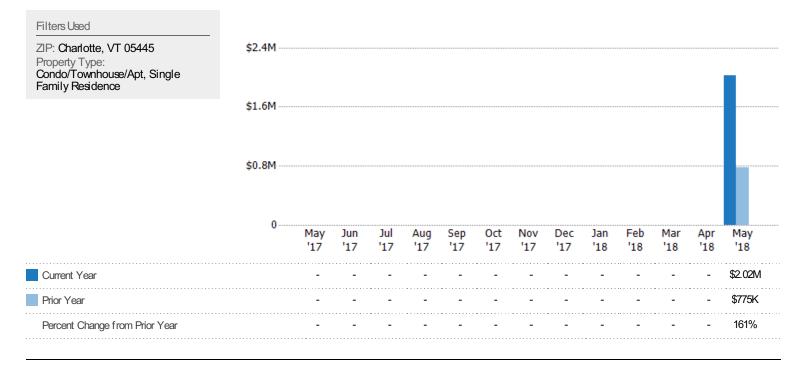
#### Closed Sales

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

Filters Used	4.00													
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00													
	2.00													
	1.00													
	0	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	Mar	Apr	May
		'17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	200%

#### **Closed Sales Volume**

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







#### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Charlotte, VT 05445 Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
Failing residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0		-										-		l
		Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	⊦eb '18	Mar '18	Apr '18	May '18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	)

### Average Sales Price

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

	\$800K												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$675K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$775K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%





#### Median Sales Price

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

	\$800K												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-		-	-	-	\$499K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$775K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-36%

#### 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	\$900K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
	\$450K												
	\$225K												
	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$836K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$675K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	81%





# Median Sales Price vs Median Listing Price

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

	\$600K ······												
Filters Used ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median List Price		-	-	-	-	-	-	-	-	-	-	-	\$549K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$499K
Med Sales Price as a % of Med List Pric		-	-	-	-	-	-	-	-	-	-	-	91%

#### 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	\$900K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
	\$450K												
	\$225K												
	0			_	_	~ .		_		- 1			
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$802K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$836K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%





# 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.

Median Sales Price													\$549K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$499K
	0 May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$150K												
	\$300K												
ZIP: Charlotte, VT 05445 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used													

