

## 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                            | Jun 2019     | Jun 2018     | + / -   | YTD 2019     | YTD 2018     | + / -  |
|--|--------------|--------------|---------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |              |              |        |
| New Listing Count                      | 9            | 7            | +28.6%  | 49           | 37           | +32.4% |
| New Listing Volume                     | \$4,746,000  | \$5,875,415  | -19.2%  | \$34,313,900 | \$25,548,515 | +34.3% |
| Active Listing Count                   | 31           | 33           | -6.1%   | N/A          | N/A          |        |
| Active Listing Volume                  | \$27,141,200 | \$34,840,915 | -22.1%  | N/A          | N/A          |        |
| Average Listing Price                  | \$875,523    | \$1,055,785  | -17.1%  | \$976,146    | \$1,037,983  | -6%    |
| Median Listing Price                   | \$669,500    | \$795,000    | -15.8%  | \$743,717    | \$689,381    | +7.9%  |
| Median Days in RPR                     | 67           | 81           | -17.3%  | 103.64       | 135.94       | -23.8% |
| Months of Inventory                    | 6.2          | 11           | -43.6%  | 9.6          | 14.2         | -32.3% |
| Absorption Rate                        | 16.13%       | 9.09%        | +7%     | 10.43%       | 7.07%        | +3.4%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |              |              |        |
| New Pending Sales Count                | 11           | 5            | +120%   | 39           | 24           | +62.5% |
| New Pending Sales Volume               | \$11,120,000 | \$5,078,000  | +119%   | \$27,489,300 | \$16,259,299 | +69.1% |
| Pending Sales Count                    | 15           | 8            | +87.5%  | N/A          | N/A          |        |
| Pending Sales Volume                   | \$13,047,900 | \$6,379,500  | +104.5% | N/A          | N/A          |        |
| Closed Sales Count                     | 6            | 7            | -14.3%  | 25           | 17           | +47.1% |
| Closed Sales Volume                    | \$4,793,900  | \$4,633,000  | +3.5%   | \$17,032,630 | \$9,667,529  | +76.2% |
| Average Sales Price                    | \$798,983    | \$661,857    | +20.7%  | \$681,305    | \$568,678    | +19.8% |
| Median Sales Price                     | \$754,500    | \$604,000    | +24.9%  | \$645,040    | \$514,324    | +25.4% |

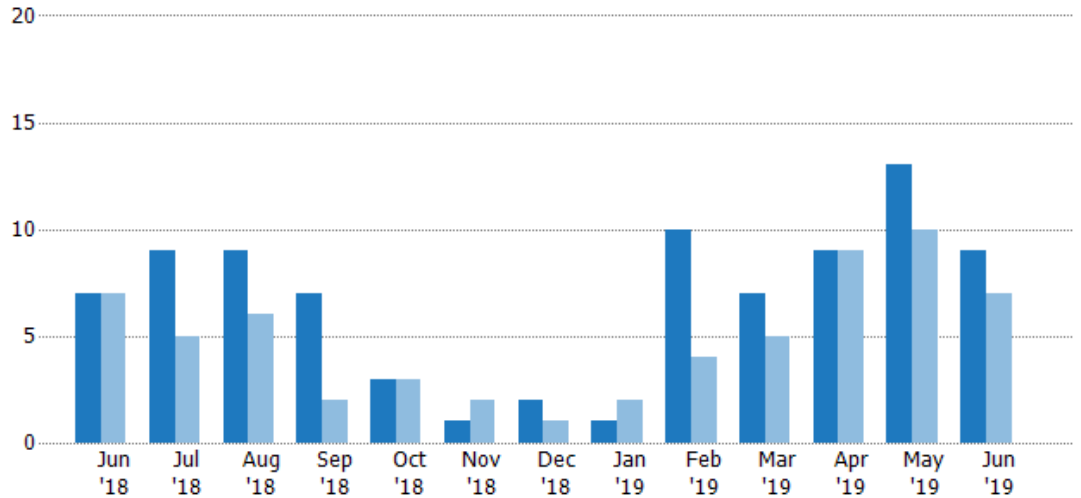
## New Listings

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. |
|------------|-------|--------|
| Jun '19    | 9     | 28.6%  |
| Jun '18    | 7     | 0%     |
| Jun '17    | 7     | -28.6% |



|                                |    |     |     |      |    |      |      |      |      |     |    |     |     |
|--------------------------------|----|-----|-----|------|----|------|------|------|------|-----|----|-----|-----|
| Current Year                   | 7  | 9   | 9   | 7    | 3  | 1    | 2    | 1    | 10   | 7   | 9  | 13  | 9   |
| Prior Year                     | 7  | 5   | 6   | 2    | 3  | 2    | 1    | 2    | 4    | 5   | 9  | 10  | 7   |
| Percent Change from Prior Year | 0% | 80% | 50% | 250% | 0% | -50% | 100% | -50% | 150% | 40% | 0% | 30% | 29% |

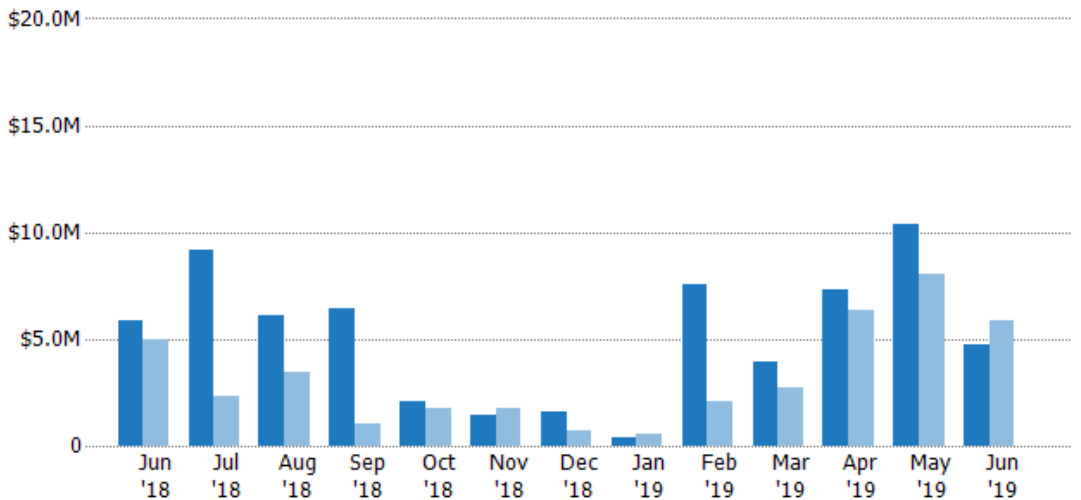
## New Listing Volume

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. |
|------------|---------|--------|
| Jun '19    | \$4.75M | -19.2% |
| Jun '18    | \$5.88M | 17.4%  |
| Jun '17    | \$5M    | -5.8%  |



|                                |         |         |         |         |         |         |         |        |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|--------|---------|---------|---------|---------|---------|
| Current Year                   | \$5.88M | \$9.18M | \$6.08M | \$6.43M | \$2.1M  | \$1.45M | \$1.64M | \$399K | \$7.53M | \$3.93M | \$7.31M | \$10.4M | \$4.75M |
| Prior Year                     | \$5M    | \$2.32M | \$3.48M | \$1.04M | \$1.74M | \$1.79M | \$695K  | \$574K | \$2.05M | \$2.73M | \$6.31M | \$8.02M | \$5.88M |
| Percent Change from Prior Year | 17%     | 295%    | 75%     | 521%    | 21%     | -19%    | 135%    | -30%   | 268%    | 44%     | 16%     | 30%     | -19%    |

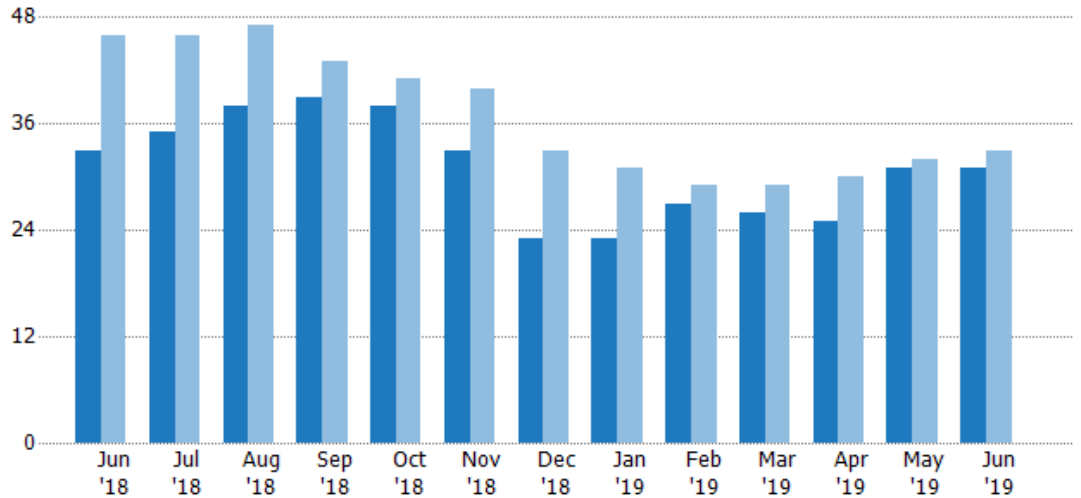
## Active Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jun '19        | 31    | -6.1%  |
| Jun '18        | 33    | -28.3% |
| Jun '17        | 46    | 0%     |



|                                | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 33      | 35      | 38      | 39      | 38      | 33      | 23      | 23      | 27      | 26      | 25      | 31      | 31      |
| Prior Year                     | 46      | 46      | 47      | 43      | 41      | 40      | 33      | 31      | 29      | 29      | 30      | 32      | 33      |
| Percent Change from Prior Year | -28%    | -24%    | -19%    | -9%     | -7%     | -18%    | -30%    | -26%    | -7%     | -10%    | -17%    | -3%     | -6%     |

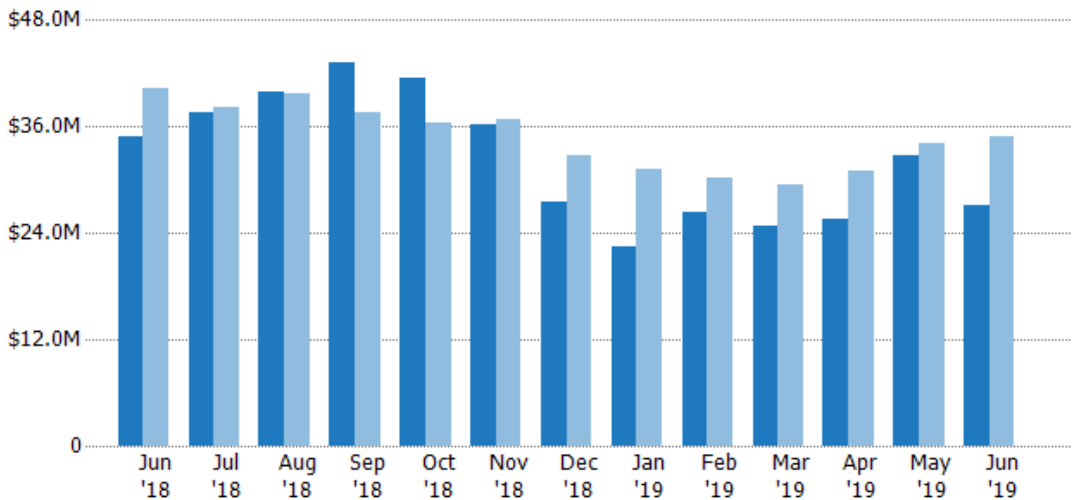
## Active Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jun '19        | \$27.1M | -22.1% |
| Jun '18        | \$34.8M | -13.7% |
| Jun '17        | \$40.4M | -9.4%  |



|                                | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$34.8M | \$37.6M | \$39.9M | \$43.1M | \$41.5M | \$36.2M | \$27.4M | \$22.5M | \$26.3M | \$24.9M | \$25.6M | \$32.7M | \$27.1M |
| Prior Year                     | \$40.4M | \$38.2M | \$39.6M | \$37.5M | \$36.4M | \$36.8M | \$32.8M | \$31.3M | \$30.2M | \$29.4M | \$31.1M | \$34.1M | \$34.8M |
| Percent Change from Prior Year | -14%    | -1%     | 1%      | 15%     | 14%     | -2%     | -16%    | -28%    | -13%    | -16%    | -18%    | -4%     | -22%    |

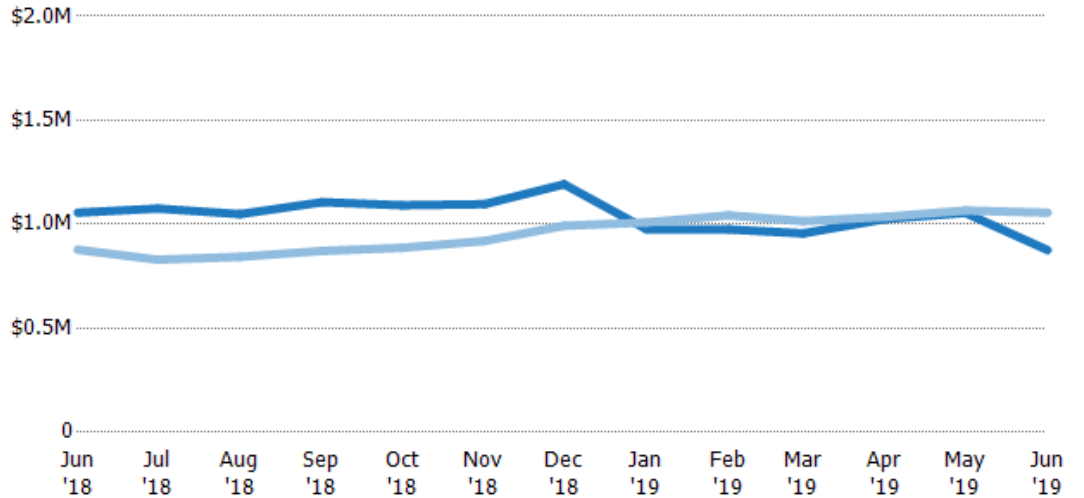
## Average Listing Price

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. |
|------------|---------|--------|
| Jun '19    | \$876K  | -17.1% |
| Jun '18    | \$1.06M | 20.3%  |
| Jun '17    | \$878K  | -9.4%  |



|                                |         |         |         |         |         |        |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|--------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$1.06M | \$1.08M | \$1.05M | \$1.11M | \$1.09M | \$1.1M | \$1.19M | \$976K  | \$975K  | \$956K  | \$1.03M | \$1.05M | \$876K  |
| Prior Year                     | \$878K  | \$830K  | \$843K  | \$872K  | \$887K  | \$919K | \$993K  | \$1.01M | \$1.04M | \$1.02M | \$1.04M | \$1.07M | \$1.06M |
| Percent Change from Prior Year | 20%     | 30%     | 24%     | 27%     | 23%     | 19%    | 20%     | -3%     | -6%     | -6%     | -1%     | -1%     | -17%    |

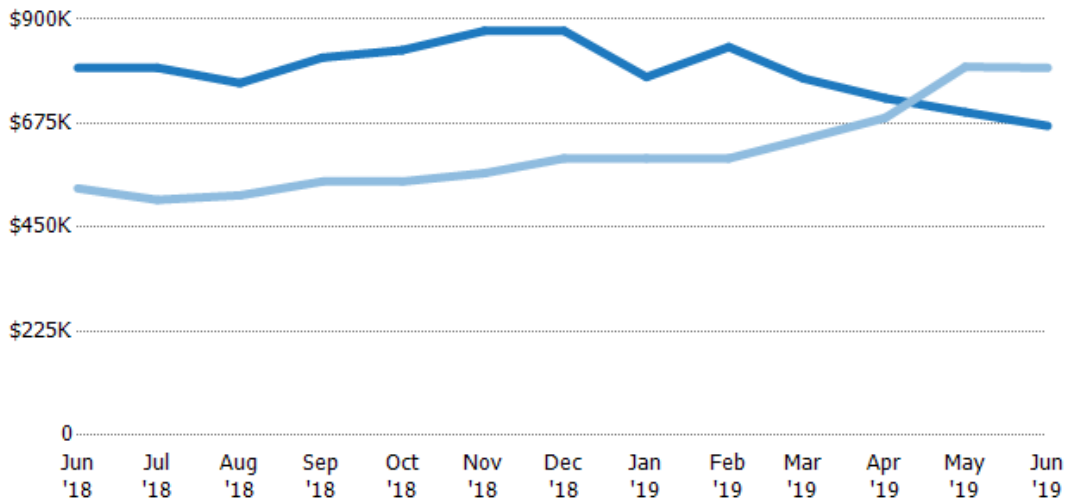
## Median Listing Price

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. |
|------------|--------|--------|
| Jun '19    | \$670K | -15.8% |
| Jun '18    | \$795K | 48.9%  |
| Jun '17    | \$534K | 12.2%  |



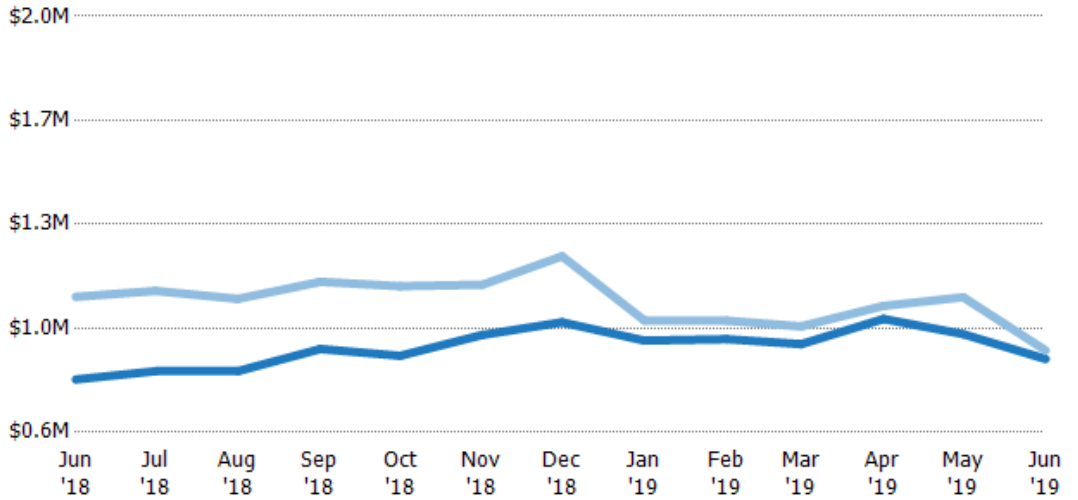
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$795K | \$795K | \$762K | \$817K | \$833K | \$875K | \$875K | \$775K | \$840K | \$772K | \$729K | \$699K | \$670K |
| Prior Year                     | \$534K | \$509K | \$519K | \$549K | \$549K | \$567K | \$599K | \$599K | \$599K | \$640K | \$687K | \$797K | \$795K |
| Percent Change from Prior Year | 49%    | 56%    | 47%    | 49%    | 52%    | 54%    | 46%    | 29%    | 40%    | 21%    | 6%     | -12%   | -16%   |

## 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



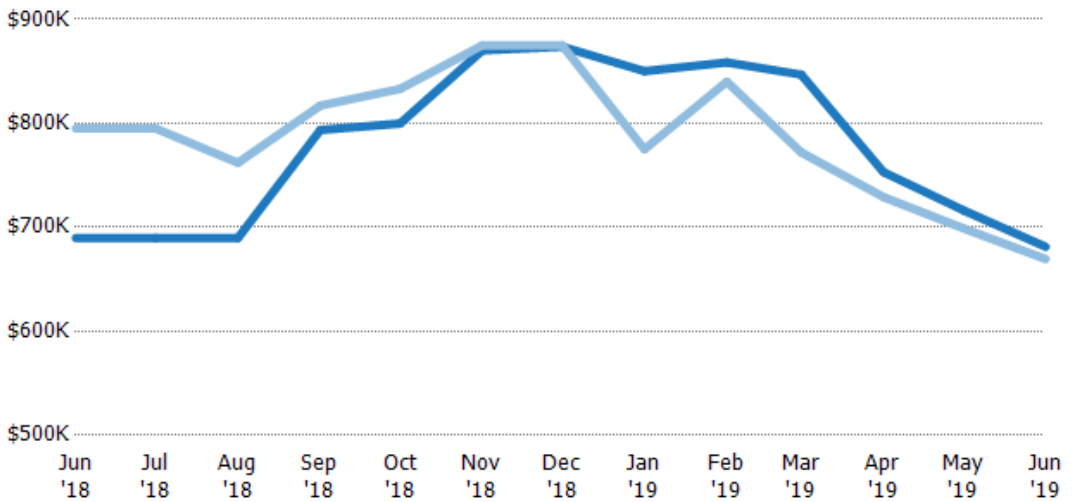
|   | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$778K  | \$806K  | \$806K  | \$880K  | \$857K  | \$928K  | \$970K  | \$909K  | \$913K  | \$897K  | \$982K  | \$930K  | \$846K  |
| Avg Listing Price                         | \$1.06M | \$1.08M | \$1.05M | \$1.11M | \$1.09M | \$1.1M  | \$1.19M | \$976K  | \$975K  | \$956K  | \$1.03M | \$1.05M | \$876K  |
| Avg Listing Price as a % of Avg Est Value | 136%    | 134%    | 130%    | 126%    | 127%    | 118%    | 123%    | 107%    | 107%    | 107%    | 104%    | 113%    | 103%    |

## 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



|   | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$690K  | \$690K  | \$690K  | \$794K  | \$800K  | \$870K  | \$874K  | \$850K  | \$859K  | \$847K  | \$753K  | \$716K  | \$681K  |
| Median Listing Price                      | \$795K  | \$795K  | \$762K  | \$817K  | \$833K  | \$875K  | \$875K  | \$775K  | \$840K  | \$772K  | \$729K  | \$699K  | \$670K  |
| Med Listing Price as a % of Med Est Value | 115%    | 115%    | 110%    | 103%    | 104%    | 101%    | 100%    | 91%     | 98%     | 91%     | 97%     | 98%     | 98%     |

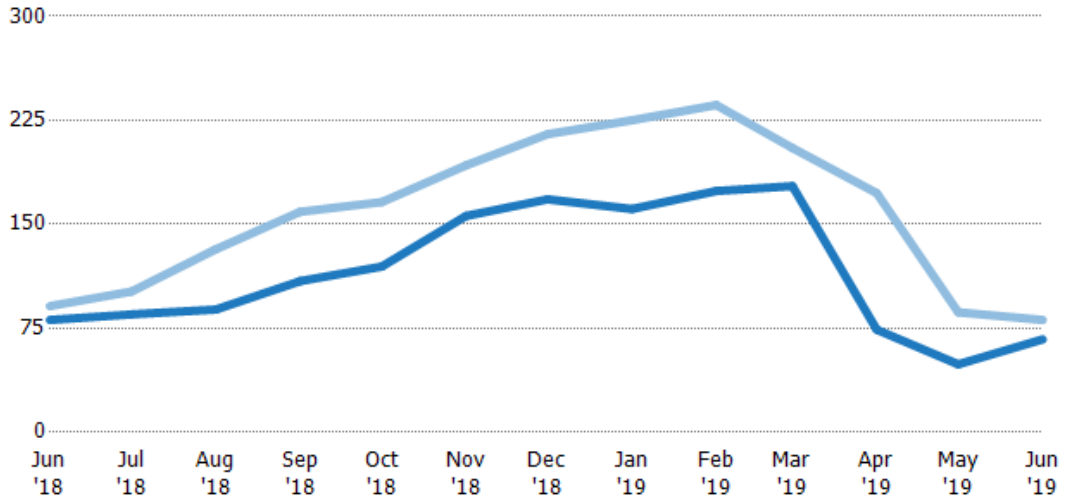
## Median Days in RPR

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. |
|------------|------|--------|
| Jun '19    | 67   | -17.3% |
| Jun '18    | 81   | -11%   |
| Jun '17    | 91   | 24.2%  |



|                                | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 81      | 85      | 88.5    | 109     | 120     | 156     | 168     | 161     | 174     | 178     | 74      | 49      | 67      |
| Prior Year                     | 91      | 102     | 132     | 159     | 166     | 193     | 215     | 225     | 236     | 205     | 173     | 86.5    | 81      |
| Percent Change from Prior Year | -11%    | -16%    | -33%    | -31%    | -28%    | -19%    | -22%    | -28%    | -26%    | -13%    | -57%    | -43%    | -17%    |

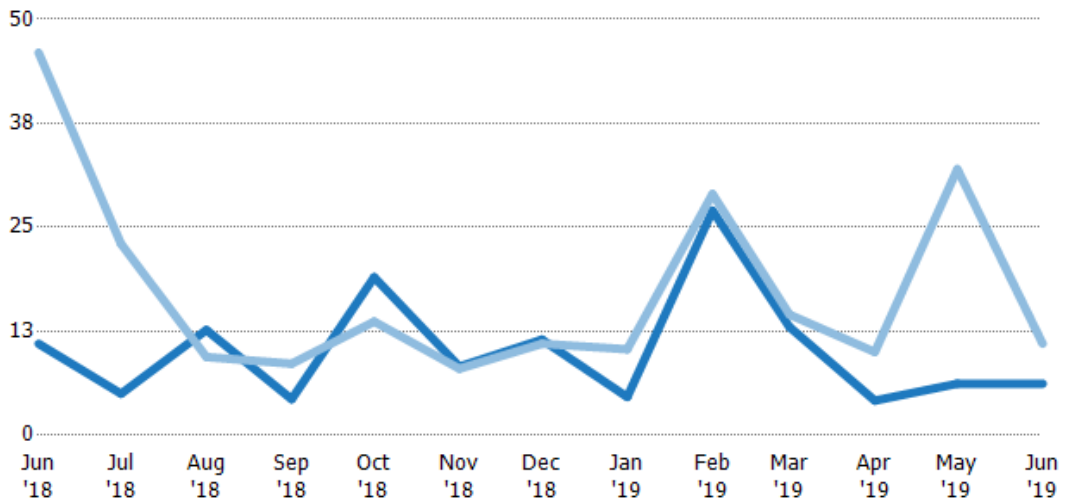
## Months of Inventory

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. |
|------------|--------|--------|
| Jun '19    | 6.2    | -43.6% |
| Jun '18    | 11     | -76.1% |
| Jun '17    | 46     | -66.7% |



|                                | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 11      | 5       | 12.7    | 4.33    | 19      | 8.25    | 11.5    | 4.6     | 27      | 13      | 4.17    | 6.2     | 6.2     |
| Prior Year                     | 46      | 23      | 9.4     | 8.6     | 13.7    | 8       | 11      | 10.3    | 29      | 14.5    | 10      | 32      | 11      |
| Percent Change from Prior Year | -76%    | -78%    | 35%     | -50%    | 39%     | 3%      | 5%      | -55%    | -7%     | -10%    | -58%    | -81%    | -44%    |

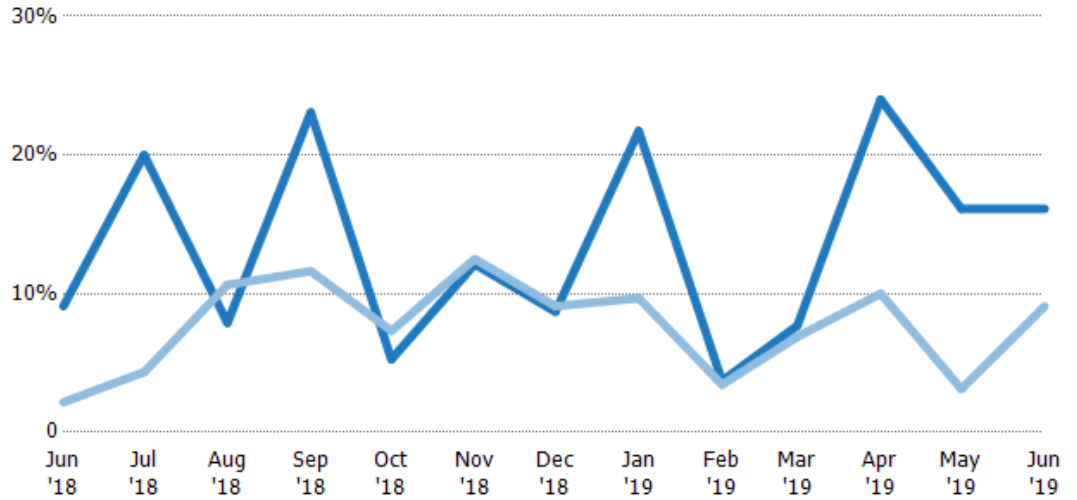
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

| Month/<br>Year | Rate | Chg.   |
|----------------|------|--------|
| Jun '19        | 16%  | -7%    |
| Jun '18        | 9%   | -6.9%  |
| Jun '17        | 2%   | 200.5% |



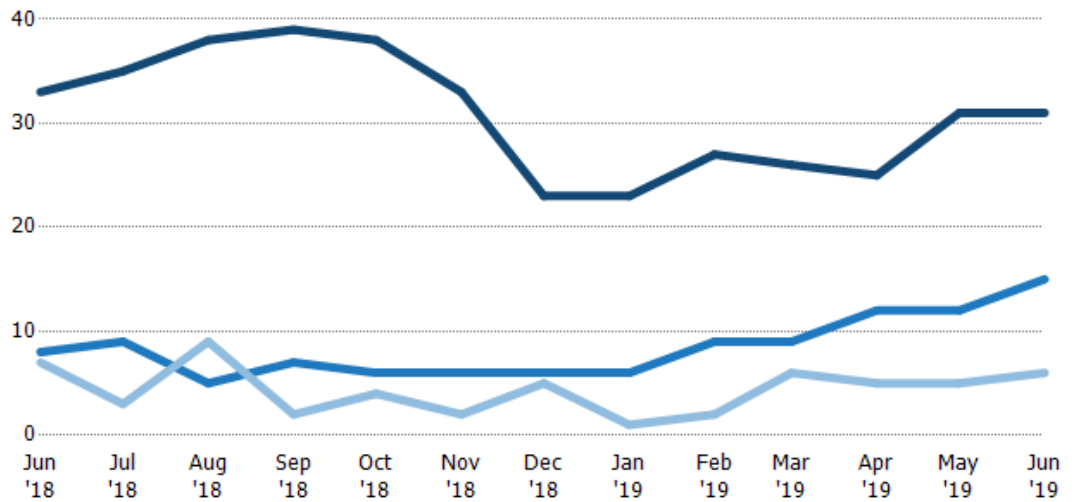
|                        |     |      |     |      |    |     |    |      |    |     |      |      |     |
|------------------------|-----|------|-----|------|----|-----|----|------|----|-----|------|------|-----|
| Current Year           | 9%  | 20%  | 8%  | 23%  | 5% | 12% | 9% | 22%  | 4% | 8%  | 24%  | 16%  | 16% |
| Prior Year             | 2%  | 4%   | 11% | 12%  | 7% | 13% | 9% | 10%  | 3% | 7%  | 10%  | 3%   | 9%  |
| Change from Prior Year | -7% | -16% | 3%  | -11% | 2% | 0%  | 0% | -12% | 0% | -1% | -14% | -13% | -7% |

## 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



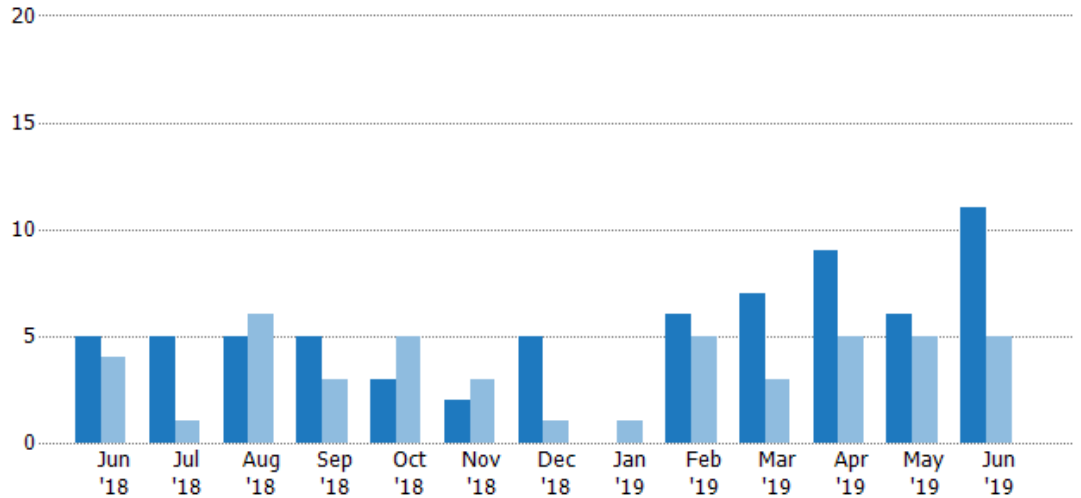
|         |    |    |    |    |    |    |    |    |    |    |    |    |    |
|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Active  | 33 | 35 | 38 | 39 | 38 | 33 | 23 | 23 | 27 | 26 | 25 | 31 | 31 |
| Pending | 8  | 9  | 5  | 7  | 6  | 6  | 6  | 6  | 9  | 9  | 12 | 12 | 15 |
| Sold    | 7  | 3  | 9  | 2  | 4  | 2  | 5  | 1  | 2  | 6  | 5  | 5  | 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



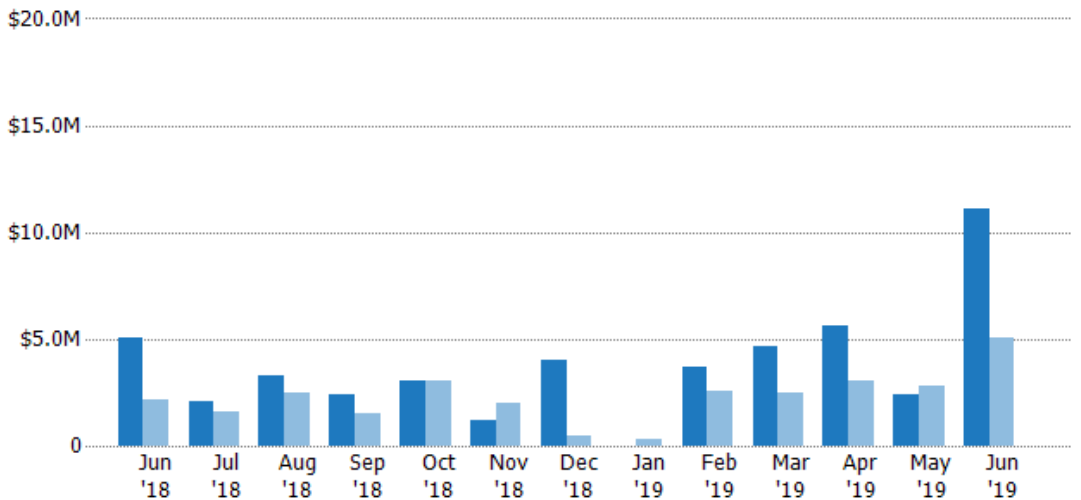
|                                |     |      |      |     |      |      |      |       |     |      |     |     |      |
|--------------------------------|-----|------|------|-----|------|------|------|-------|-----|------|-----|-----|------|
| Current Year                   | 5   | 5    | 5    | 5   | 3    | 2    | 5    | -     | 6   | 7    | 9   | 6   | 11   |
| Prior Year                     | 4   | 1    | 6    | 3   | 5    | 3    | 1    | 1     | 5   | 3    | 5   | 5   | 5    |
| Percent Change from Prior Year | 25% | 400% | -17% | 67% | -40% | -33% | 400% | -100% | 20% | 133% | 80% | 20% | 120% |

## 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                   | \$5.08M | \$2.07M | \$3.3M  | \$2.43M | \$3.01M | \$1.17M | \$4.02M | -      | \$3.65M | \$4.66M | \$5.64M | \$2.42M | \$11.1M |
| Prior Year                     | \$2.18M | \$1.6M  | \$2.49M | \$1.51M | \$3.02M | \$1.98M | \$450K  | \$305K | \$2.58M | \$2.46M | \$3.02M | \$2.82M | \$5.08M |
| Percent Change from Prior Year | 133%    | 29%     | 33%     | 61%     | 0%      | -41%    | 792%    | -100%  | 42%     | 89%     | 87%     | -14%    | 119%    |



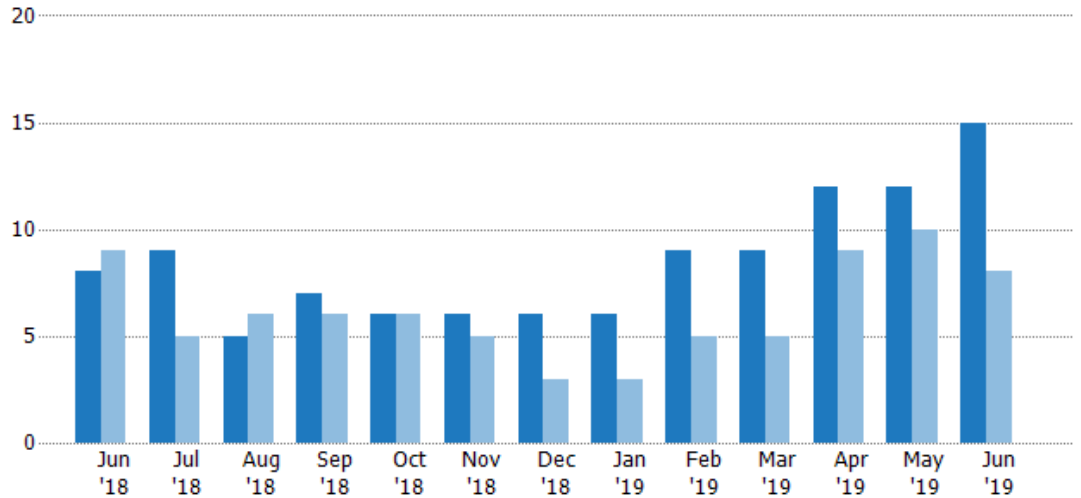
## Pending Sales

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. |
|------------|-------|--------|
| Jun '19    | 15    | 87.5%  |
| Jun '18    | 8     | -11.1% |
| Jun '17    | 9     | 22.2%  |



|                                |      |     |      |     |    |     |      |      |     |     |     |     |     |
|--------------------------------|------|-----|------|-----|----|-----|------|------|-----|-----|-----|-----|-----|
| Current Year                   | 8    | 9   | 5    | 7   | 6  | 6   | 6    | 6    | 9   | 9   | 12  | 12  | 15  |
| Prior Year                     | 9    | 5   | 6    | 6   | 6  | 5   | 3    | 3    | 5   | 5   | 9   | 10  | 8   |
| Percent Change from Prior Year | -11% | 80% | -17% | 17% | 0% | 20% | 100% | 100% | 80% | 80% | 33% | 20% | 88% |

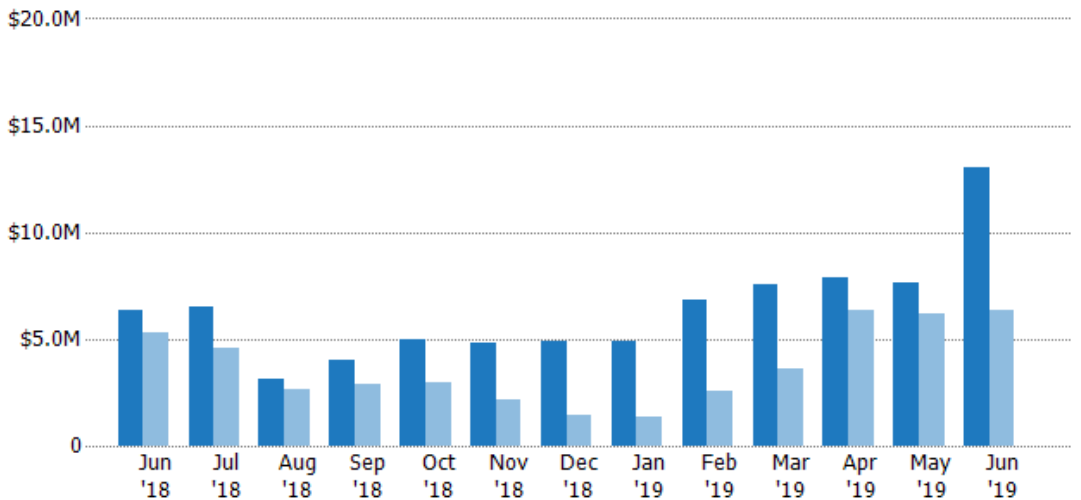
## Pending Sales Volume

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. |
|------------|---------|--------|
| Jun '19    | \$13M   | 104.5% |
| Jun '18    | \$6.38M | 20.7%  |
| Jun '17    | \$5.29M | 22.6%  |



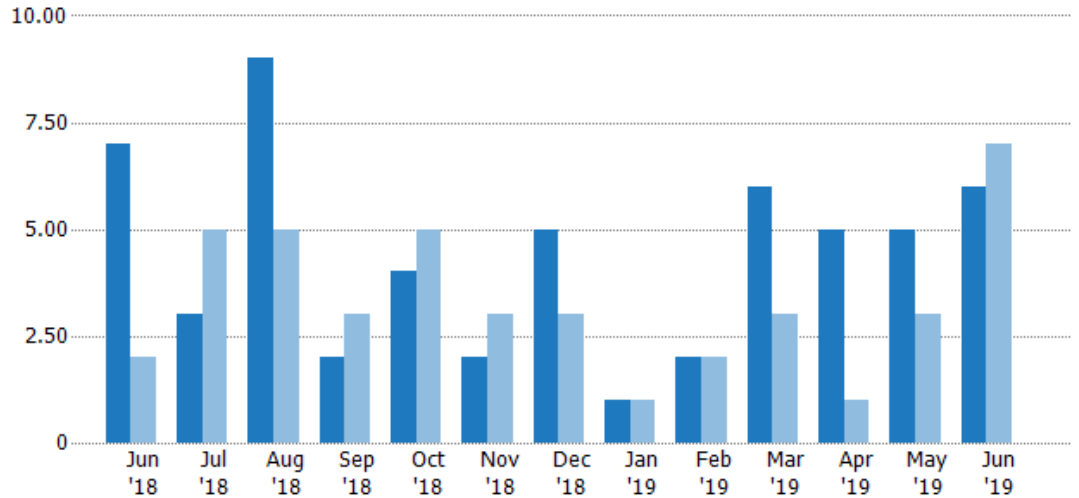
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.38M | \$6.54M | \$3.14M | \$4.05M | \$4.97M | \$4.82M | \$4.92M | \$4.92M | \$6.82M | \$7.58M | \$7.84M | \$7.62M | \$13M   |
| Prior Year                     | \$5.29M | \$4.61M | \$2.62M | \$2.86M | \$2.94M | \$2.18M | \$1.47M | \$1.32M | \$2.58M | \$3.62M | \$6.33M | \$6.2M  | \$6.38M |
| Percent Change from Prior Year | 21%     | 42%     | 20%     | 42%     | 69%     | 121%    | 235%    | 272%    | 165%    | 109%    | 24%     | 23%     | 105%    |

## 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



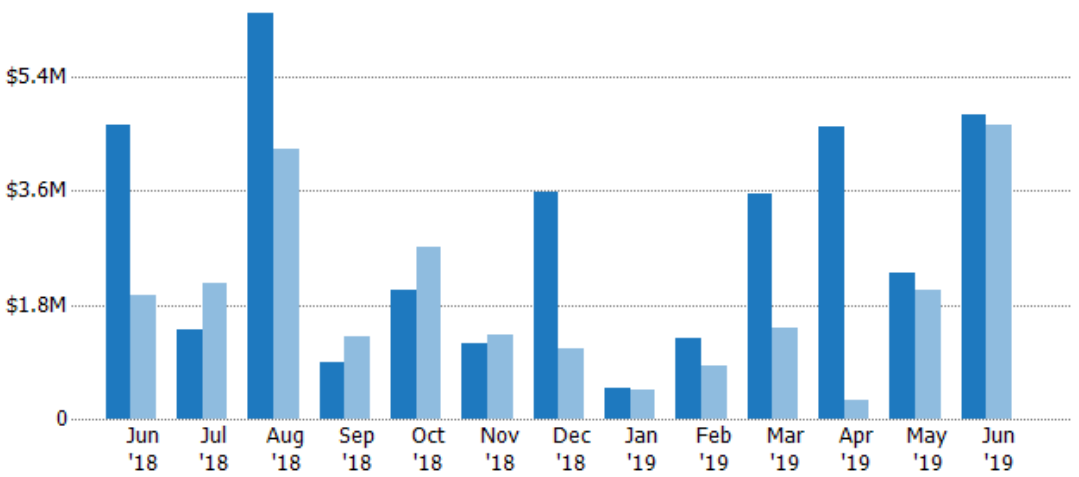
| Month/Year | Current Year | Prior Year | Percent Change from Prior Year |
|------------|--------------|------------|--------------------------------|
| Jun '18    | 7            | 2          | 250%                           |
| Jul '18    | 3            | 5          | -40%                           |
| Aug '18    | 9            | 5          | 80%                            |
| Sep '18    | 2            | 3          | -33%                           |
| Oct '18    | 4            | 5          | -20%                           |
| Nov '18    | 2            | 3          | -33%                           |
| Dec '18    | 5            | 3          | 67%                            |
| Jan '19    | 1            | 1          | 0%                             |
| Feb '19    | 2            | 2          | 0%                             |
| Mar '19    | 6            | 3          | 100%                           |
| Apr '19    | 5            | 1          | 400%                           |
| May '19    | 5            | 3          | 67%                            |
| Jun '19    | 6            | 7          | -14%                           |

## 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



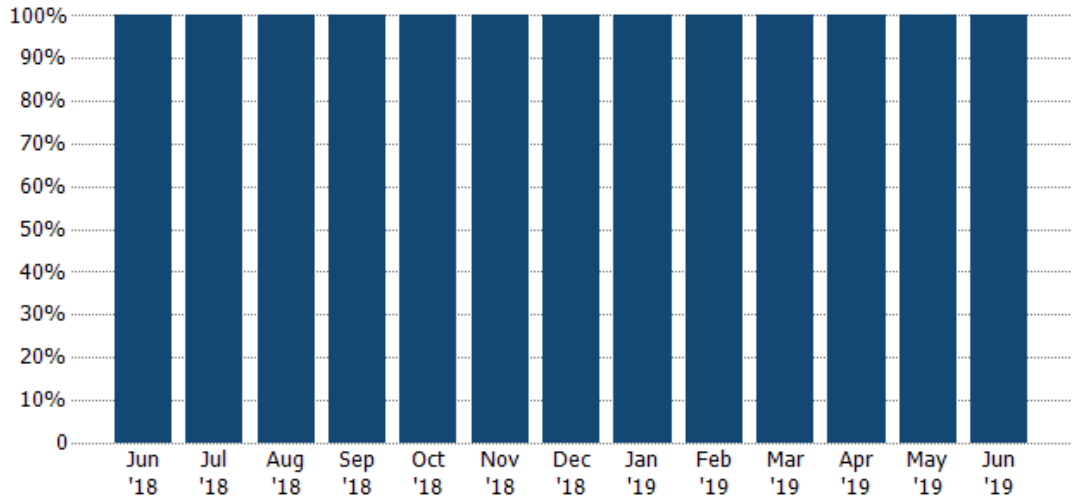
| Month/Year | Current Year | Prior Year | Percent Change from Prior Year |
|------------|--------------|------------|--------------------------------|
| Jun '18    | \$4.63M      | \$1.95M    | 138%                           |
| Jul '18    | \$1.4M       | \$2.15M    | -35%                           |
| Aug '18    | \$6.41M      | \$4.26M    | 50%                            |
| Sep '18    | \$897K       | \$1.29M    | -31%                           |
| Oct '18    | \$2.04M      | \$2.72M    | -25%                           |
| Nov '18    | \$1.19M      | \$1.33M    | -11%                           |
| Dec '18    | \$3.57M      | \$1.11M    | 222%                           |
| Jan '19    | \$495K       | \$451K     | 10%                            |
| Feb '19    | \$1.28M      | \$824K     | 55%                            |
| Mar '19    | \$3.55M      | \$1.43M    | 148%                           |
| Apr '19    | \$4.61M      | \$305K     | 1,410%                         |
| May '19    | \$2.31M      | \$2.02M    | 14%                            |
| Jun '19    | \$4.79M      | \$4.63M    | 3%                             |

## 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



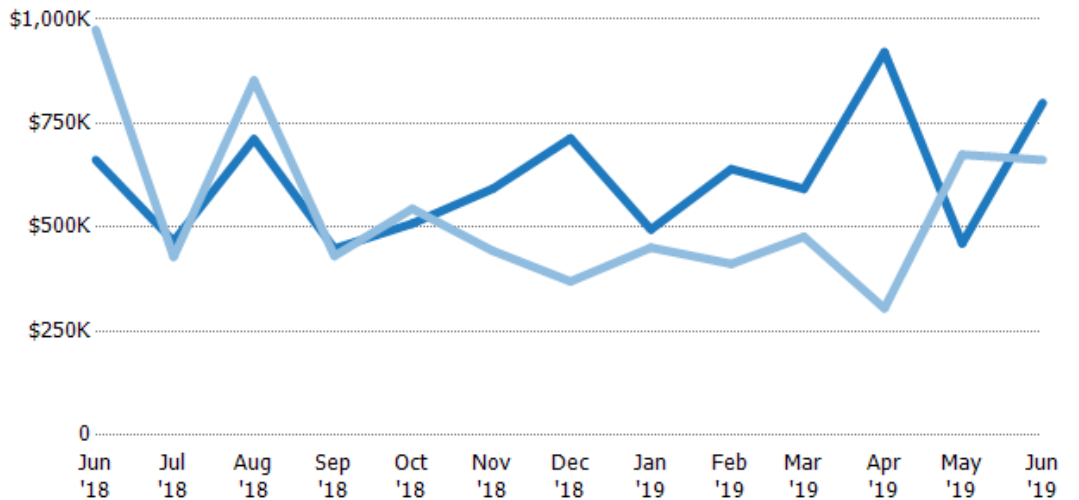
■ Single Family Residence

## 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

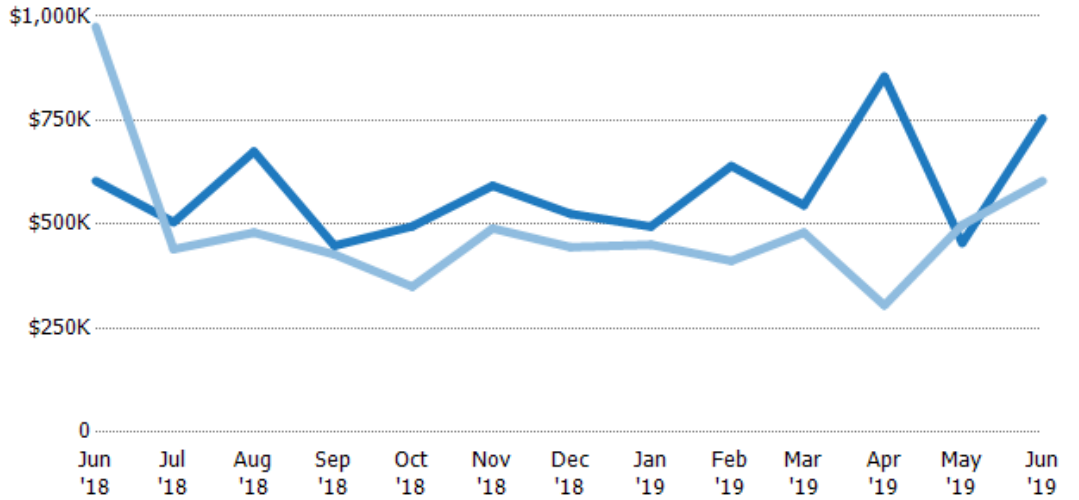
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|  | \$662K | \$466K | \$712K | \$449K | \$509K | \$593K | \$714K | \$495K | \$640K | \$592K | \$921K | \$461K | \$799K |
|  | \$975K | \$429K | \$853K | \$431K | \$545K | \$443K | \$370K | \$451K | \$412K | \$477K | \$305K | \$675K | \$662K |
|  | -32%   | 9%     | -17%   | 4%     | -7%    | 34%    | 93%    | 10%    | 55%    | 24%    | 202%   | -32%   | 21%    |

## 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. |
|------------|--------|--------|
| Jun '19    | \$755K | 24.9%  |
| Jun '18    | \$604K | -38%   |
| Jun '17    | \$975K | -52.3% |

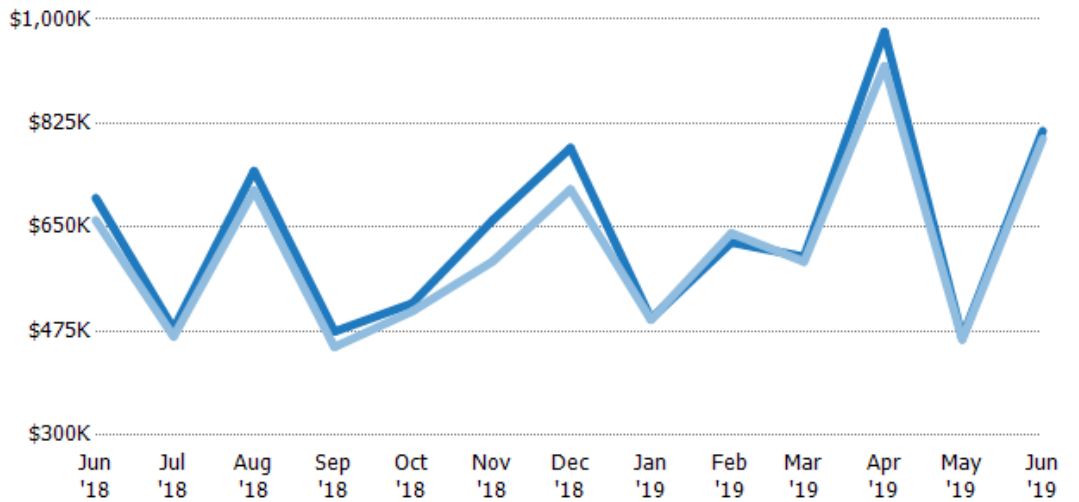
|                                | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$604K  | \$505K  | \$675K  | \$449K  | \$495K  | \$593K  | \$525K  | \$495K  | \$640K  | \$546K  | \$855K  | \$455K  | \$755K  |
| Prior Year                     | \$975K  | \$440K  | \$480K  | \$428K  | \$350K  | \$490K  | \$445K  | \$451K  | \$412K  | \$480K  | \$305K  | \$499K  | \$604K  |
| Percent Change from Prior Year | -38%    | 15%     | 41%     | 5%      | 41%     | 21%     | 18%     | 10%     | 55%     | 14%     | 180%    | -9%     | 25%     |

## 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



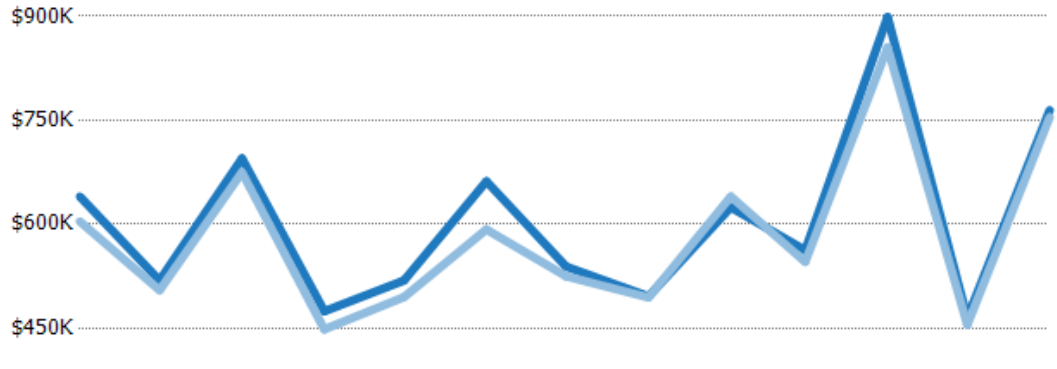
|  | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price                           | \$699K  | \$479K  | \$745K  | \$475K  | \$522K  | \$662K  | \$784K  | \$496K  | \$625K  | \$600K  | \$979K  | \$464K  | \$812K  |
| Avg Sales Price                          | \$662K  | \$466K  | \$712K  | \$449K  | \$509K  | \$593K  | \$714K  | \$495K  | \$640K  | \$592K  | \$921K  | \$461K  | \$799K  |
| Avg Sales Price as a % of Avg List Price | 95%     | 97%     | 96%     | 95%     | 97%     | 90%     | 91%     | 100%    | 102%    | 99%     | 94%     | 99%     | 98%     |

## 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



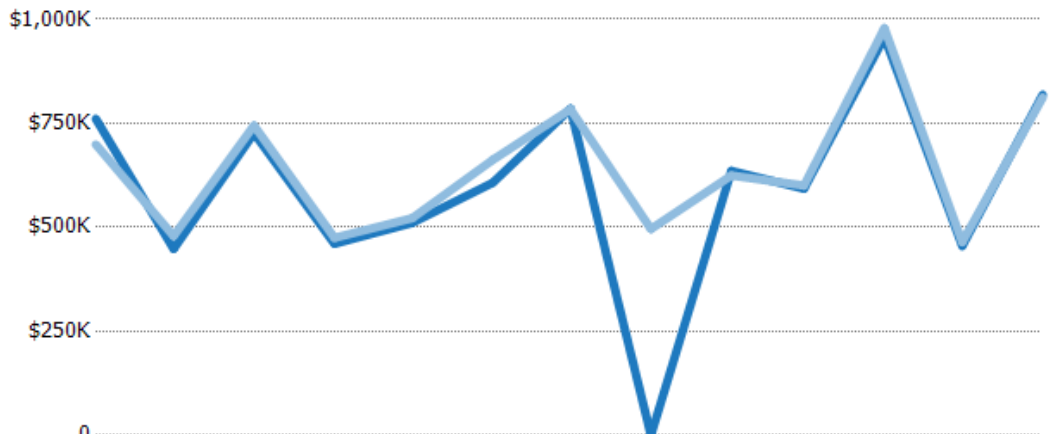
|  | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$640K  | \$519K  | \$695K  | \$475K  | \$519K  | \$662K  | \$539K  | \$496K  | \$625K  | \$563K  | \$899K  | \$465K  | \$765K  |
| Median Sales Price                       | \$604K  | \$505K  | \$675K  | \$449K  | \$495K  | \$593K  | \$525K  | \$495K  | \$640K  | \$546K  | \$855K  | \$455K  | \$755K  |
| Med Sales Price as a % of Med List Price | 94%     | 97%     | 97%     | 95%     | 95%     | 90%     | 97%     | 100%    | 102%    | 97%     | 95%     | 98%     | 99%     |

## 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



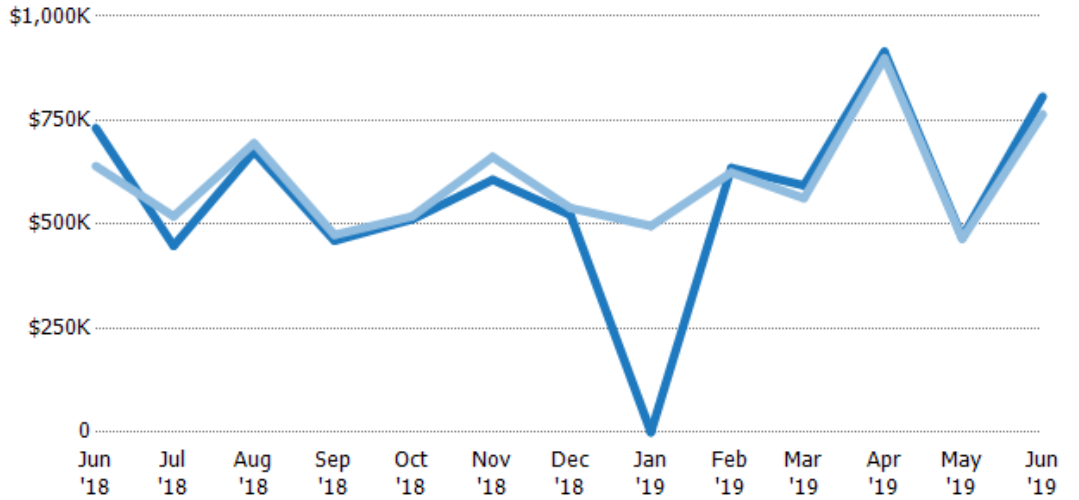
|   | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$761K  | \$448K  | \$727K  | \$460K  | \$511K  | \$607K  | \$785K  | \$0     | \$635K  | \$593K  | \$957K  | \$455K  | \$819K  |
| Avg Sales Price                         | \$699K  | \$479K  | \$745K  | \$475K  | \$522K  | \$662K  | \$784K  | \$496K  | \$625K  | \$600K  | \$979K  | \$464K  | \$812K  |
| Avg Sales Price as a % of Avg Est Value | 92%     | 107%    | 102%    | 103%    | 102%    | 109%    | 100%    | 100%    | 98%     | 101%    | 102%    | 102%    | 99%     |

## 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



|   | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$731K  | \$448K  | \$675K  | \$460K  | \$512K  | \$607K  | \$522K  | \$0     | \$635K  | \$593K  | \$915K  | \$469K  | \$807K  |
| Median Sales Price                      | \$640K  | \$519K  | \$695K  | \$475K  | \$519K  | \$662K  | \$539K  | \$496K  | \$625K  | \$563K  | \$899K  | \$465K  | \$765K  |
| Med Sales Price as a % of Med Est Value | 88%     | 116%    | 103%    | 103%    | 101%    | 109%    | 103%    | 100%    | 98%     | 95%     | 98%     | 99%     | 95%     |