

## Summary of Key Listing and Sales Metrics

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

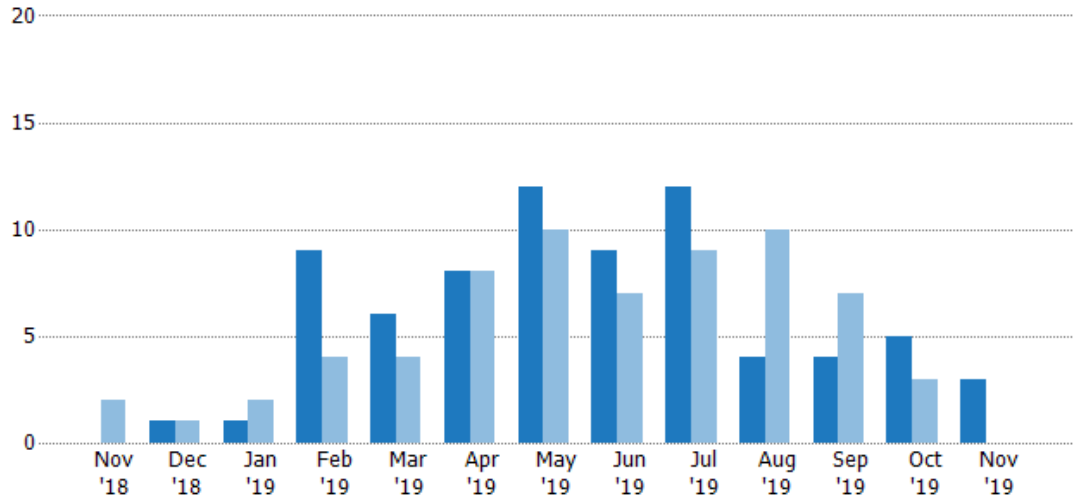
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	–	–	73	64	+14.1%
New Listing Volume	\$2,489,000	–	–	\$48,568,088	\$48,332,915	+0.5%
Active Listing Count	20	33	-39.4%	N/A	N/A	
Active Listing Volume	\$19,930,500	\$35,416,615	-43.7%	N/A	N/A	
Average Listing Price	\$996,525	\$1,073,231	-7.1%	\$931,096	\$1,089,121	-14.5%
Median Listing Price	\$770,000	\$849,000	-9.3%	\$735,557	\$776,363	-5.3%
Median Days in RPR	131	156	-16%	119.82	121.68	-1.5%
Months of Inventory	5	8.3	-39.4%	8.1	10.4	-22.5%
Absorption Rate	20%	12.12%	+7.9%	12.38%	9.6%	+2.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	2	+50%	66	44	+50%
New Pending Sales Volume	\$3,479,000	\$1,168,000	+197.9%	\$43,240,188	\$28,240,099	+53.1%
Pending Sales Count	8	6	+33.3%	N/A	N/A	
Pending Sales Volume	\$6,526,900	\$4,816,900	+35.5%	N/A	N/A	
Closed Sales Count	5	3	+66.7%	55	39	+41%
Closed Sales Volume	\$2,172,500	\$1,700,000	+27.8%	\$36,073,130	\$22,555,528	+59.9%
Average Sales Price	\$434,500	\$566,667	-23.3%	\$655,875	\$578,347	+13.4%
Median Sales Price	\$440,000	\$560,000	-21.4%	\$529,236	\$545,782	-3%

## 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



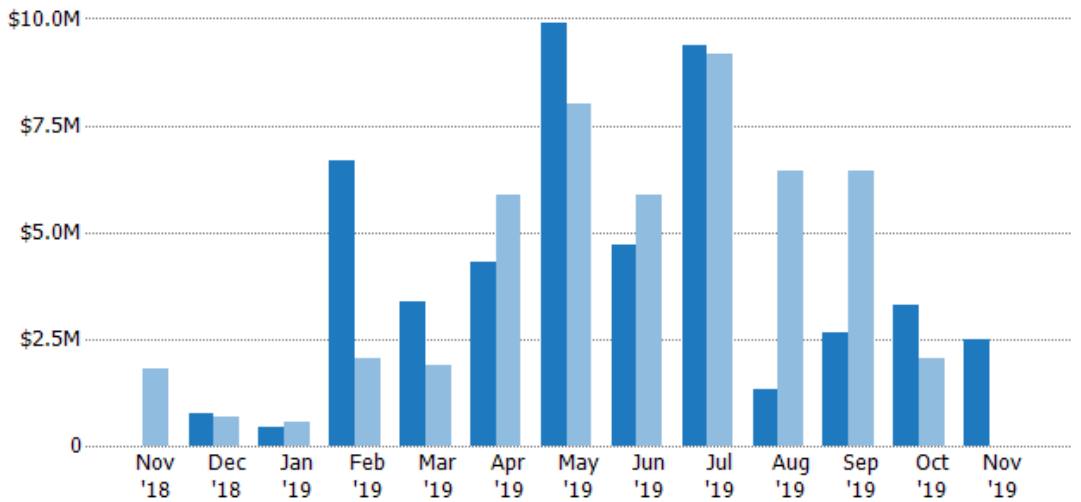
Current Year	-	1	1	9	6	8	12	9	12	4	4	5	3
Prior Year	2	1	2	4	4	8	10	7	9	10	7	3	-
Percent Change from Prior Year	-100%	0%	-50%	125%	50%	0%	20%	29%	33%	-60%	-43%	67%	100%

## 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



Current Year	-	\$760K	\$424K	\$6.69M	\$3.39M	\$4.3M	\$9.88M	\$4.7M	\$9.38M	\$1.34M	\$2.65M	\$3.31M	\$2.49M
Prior Year	\$1.79M	\$695K	\$574K	\$2.05M	\$1.88M	\$5.87M	\$8.02M	\$5.88M	\$9.18M	\$6.42M	\$6.43M	\$2.05M	-
Percent Change from Prior Year	-100%	9%	-26%	227%	81%	-27%	23%	-20%	2%	-79%	-59%	62%	100%

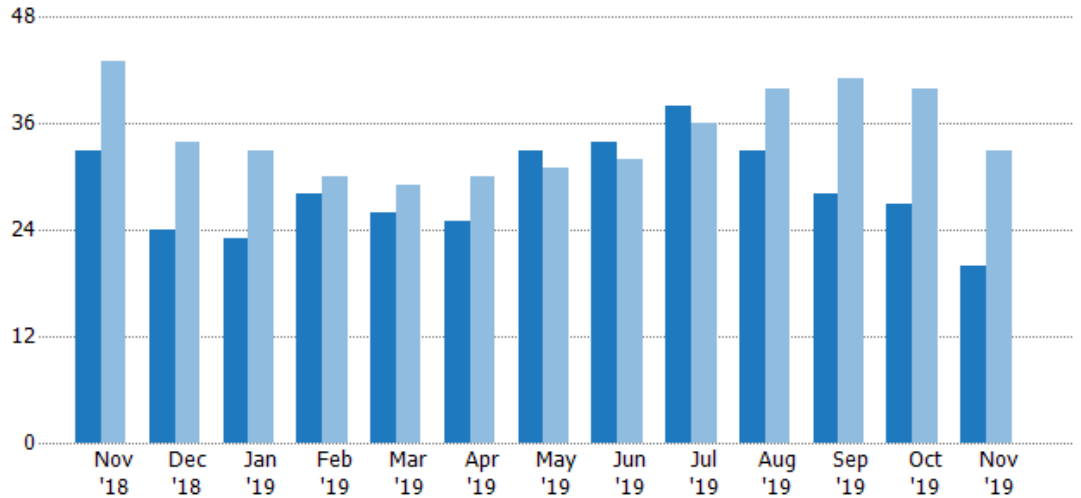
## Active Listings

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.
Nov '19	20	-39.4%
Nov '18	33	-23.3%
Nov '17	43	-18.6%



Current Year	33	24	23	28	26	25	33	34	38	33	28	27	20
Prior Year	43	34	33	30	29	30	31	32	36	40	41	40	33
Percent Change from Prior Year	-23%	-29%	-30%	-7%	-10%	-17%	6%	6%	6%	-18%	-32%	-33%	-39%

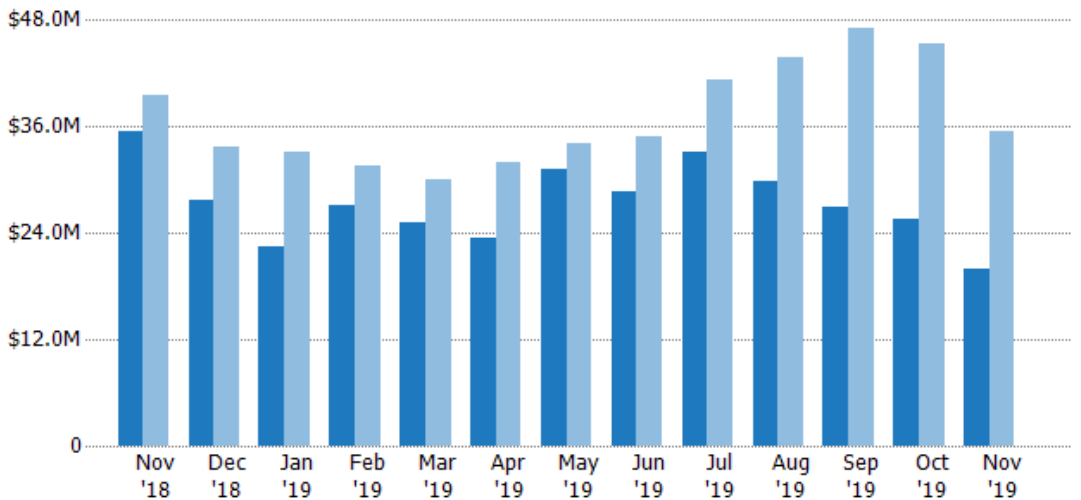
## Active Listing Volume

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.
Nov '19	\$19.9M	-43.7%
Nov '18	\$35.4M	-10.4%
Nov '17	\$39.5M	-29.8%



Current Year	\$35.4M	\$27.8M	\$22.4M	\$27.1M	\$25.1M	\$23.4M	\$31.3M	\$28.7M	\$33.2M	\$29.8M	\$26.9M	\$25.5M	\$19.9M
Prior Year	\$39.5M	\$33.8M	\$33.1M	\$31.6M	\$30M	\$32M	\$34.1M	\$34.8M	\$41.2M	\$43.8M	\$47.1M	\$45.4M	\$35.4M
Percent Change from Prior Year	-10%	-18%	-32%	-14%	-16%	-27%	-8%	-18%	-19%	-32%	-43%	-44%	-44%

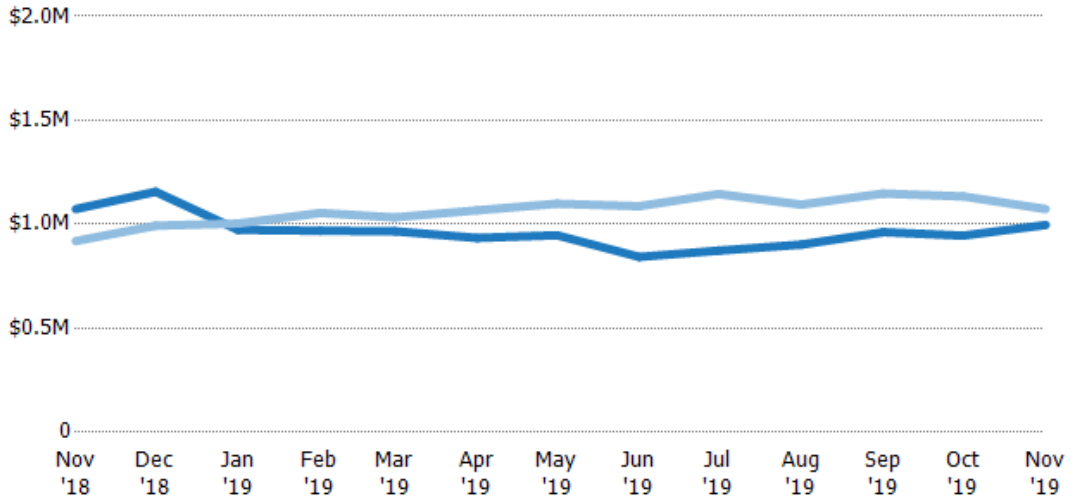
## Average Listing Price

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.
Nov '19	\$997K	-7.1%
Nov '18	\$1.07M	16.7%
Nov '17	\$919K	-13.7%



Current Year	\$1.07M	\$1.16M	\$973K	\$969K	\$966K	\$934K	\$947K	\$843K	\$873K	\$902K	\$962K	\$945K	\$997K
Prior Year	\$919K	\$993K	\$1M	\$1.05M	\$1.03M	\$1.07M	\$1.1M	\$1.09M	\$1.15M	\$1.09M	\$1.15M	\$1.13M	\$1.07M
Percent Change from Prior Year	17%	16%	-3%	-8%	-6%	-12%	-14%	-22%	-24%	-18%	-16%	-17%	-7%

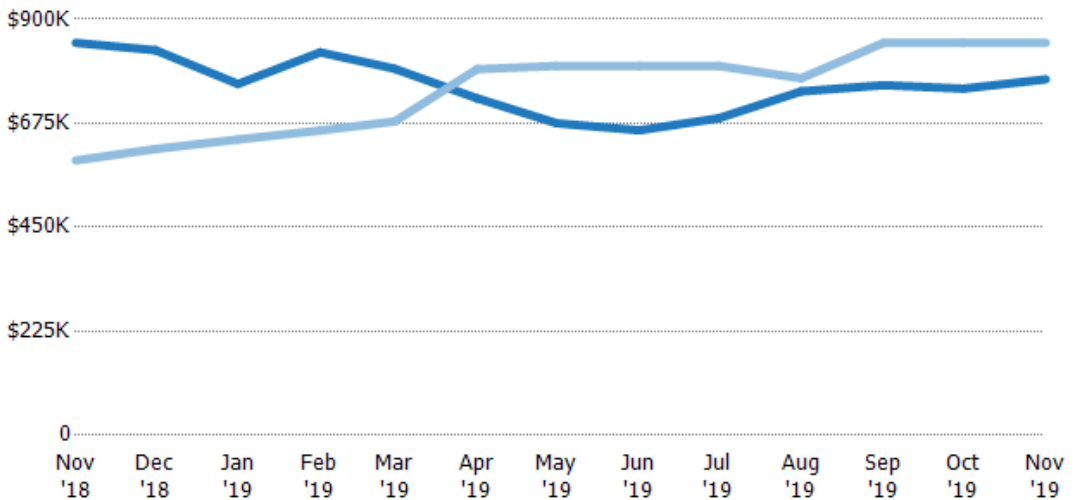
## Median Listing Price

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.
Nov '19	\$770K	-9.3%
Nov '18	\$849K	42.8%
Nov '17	\$595K	8.9%



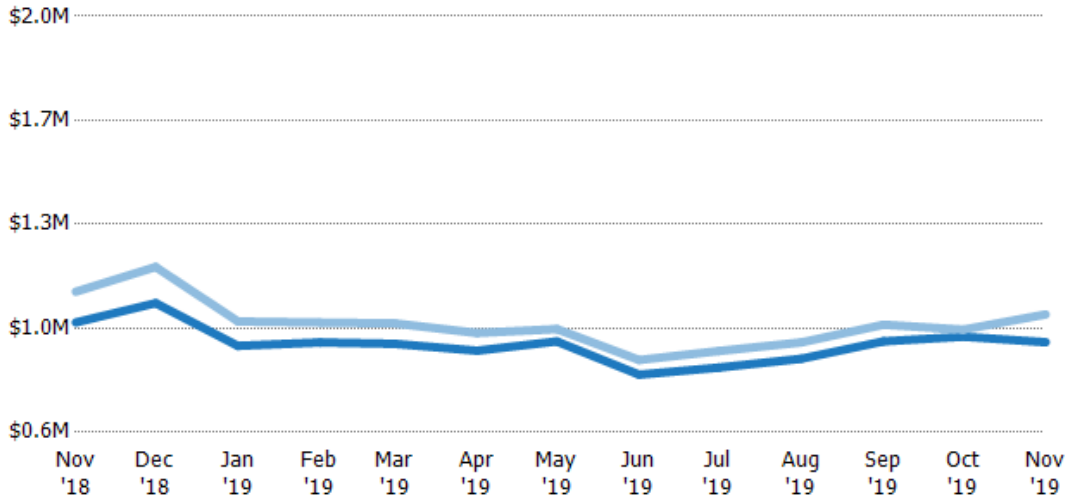
Current Year	\$849K	\$833K	\$760K	\$829K	\$793K	\$729K	\$675K	\$660K	\$686K	\$744K	\$757K	\$750K	\$770K
Prior Year	\$595K	\$619K	\$640K	\$659K	\$679K	\$792K	\$799K	\$799K	\$799K	\$772K	\$849K	\$849K	\$849K
Percent Change from Prior Year	43%	34%	19%	26%	17%	-8%	-16%	-17%	-14%	-4%	-11%	-12%	-9%

## 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



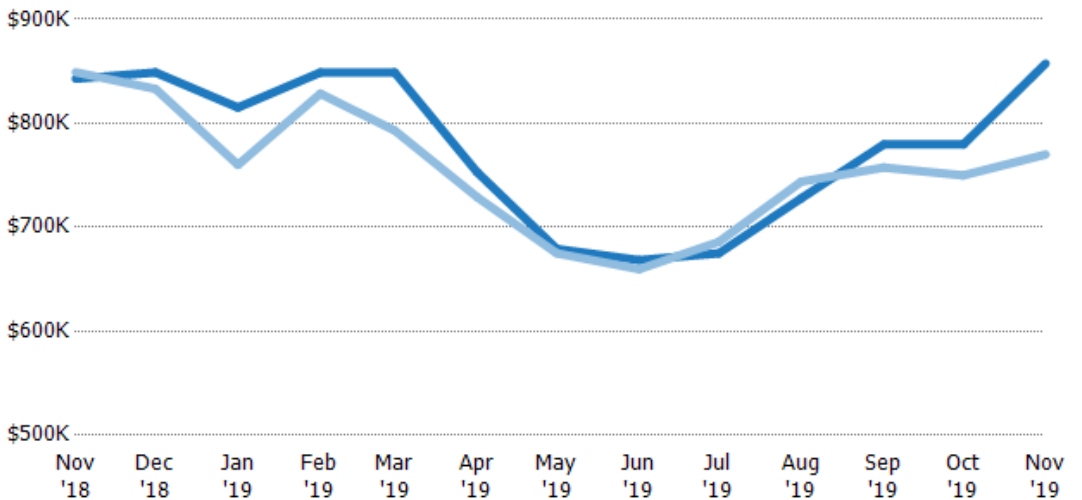
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$970K	\$1.03M	\$891K	\$902K	\$898K	\$875K	\$906K	\$794K	\$818K	\$847K	\$906K	\$922K	\$903K
Avg Listing Price	\$1.07M	\$1.16M	\$973K	\$969K	\$966K	\$934K	\$947K	\$843K	\$873K	\$902K	\$962K	\$945K	\$997K
Avg Listing Price as a % of Avg Est Value	111%	112%	109%	107%	108%	107%	105%	106%	107%	106%	106%	103%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$843K	\$849K	\$815K	\$849K	\$849K	\$753K	\$679K	\$668K	\$675K	\$728K	\$780K	\$780K	\$857K
Median Listing Price	\$849K	\$833K	\$760K	\$829K	\$793K	\$729K	\$675K	\$660K	\$686K	\$744K	\$757K	\$750K	\$770K
Med Listing Price as a % of Med Est Value	101%	98%	93%	98%	93%	97%	99%	99%	102%	102%	97%	96%	90%

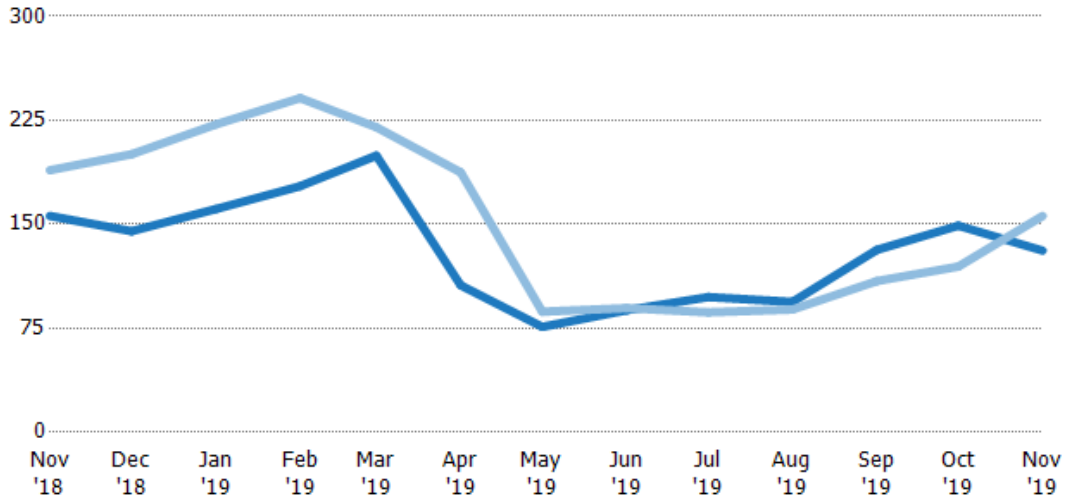
## Median Days in RPR

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.
Nov '19	131	-16%
Nov '18	156	-17.5%
Nov '17	189	23.3%



Current Year	156	145	161	178	200	106	76	88	97.5	94	132	149	131
Prior Year	189	201	222	241	220	188	87	89.5	86.5	88.5	109	120	156
Percent Change from Prior Year	-17%	-28%	-27%	-26%	-9%	-43%	-13%	-2%	13%	6%	21%	25%	-16%

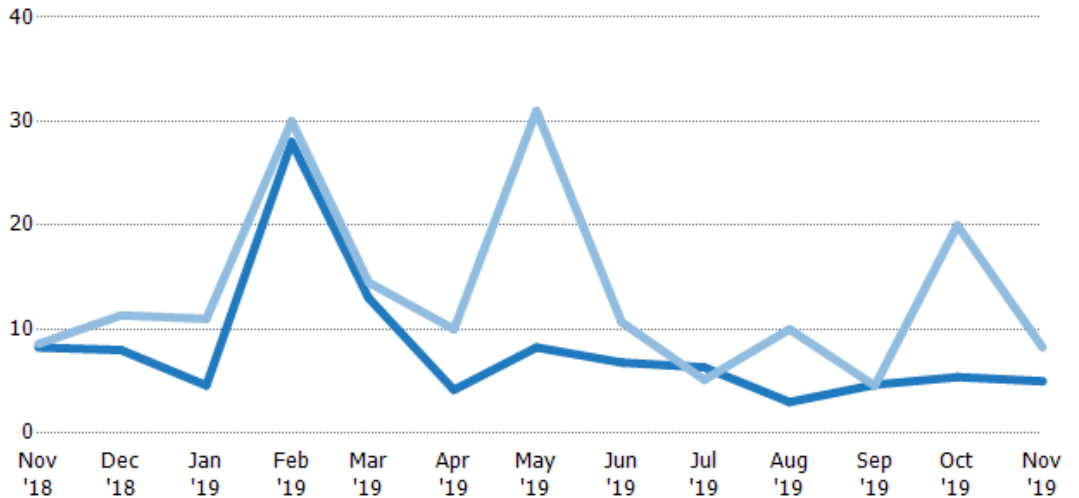
## Months of Inventory

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.
Nov '19	5	-39.4%
Nov '18	8.25	-4.1%
Nov '17	8.6	-49.1%



Current Year	8.25	8	4.6	28	13	4.17	8.25	6.8	6.33	3	4.67	5.4	5
Prior Year	8.6	11.3	11	30	14.5	10	31	10.7	5.14	10	4.56	20	8.25
Percent Change from Prior Year	-4%	-29%	-58%	-7%	-10%	-58%	-73%	-36%	23%	-70%	2%	-73%	-39%

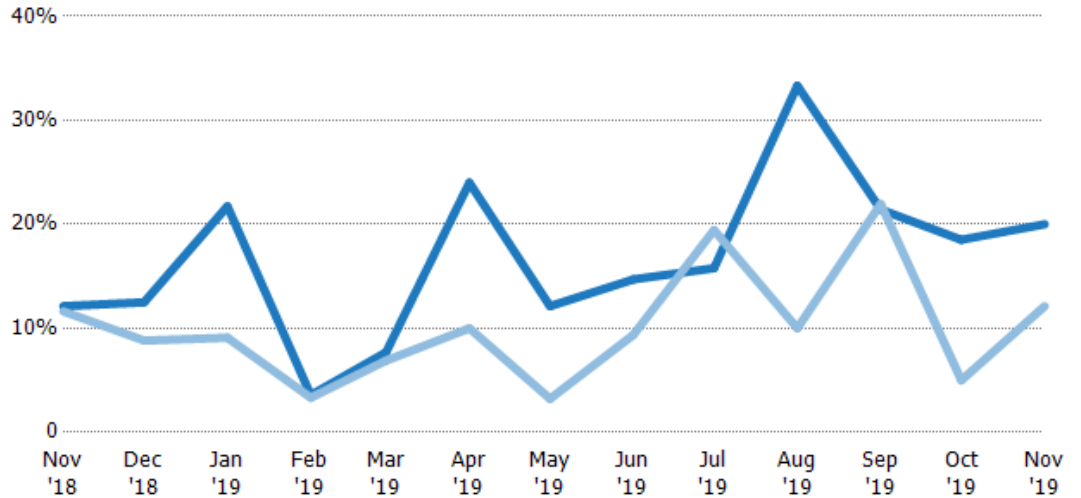
## Absorption Rate

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.
Nov '19	20%	-7.9%
Nov '18	12%	-0.5%
Nov '17	12%	96.6%



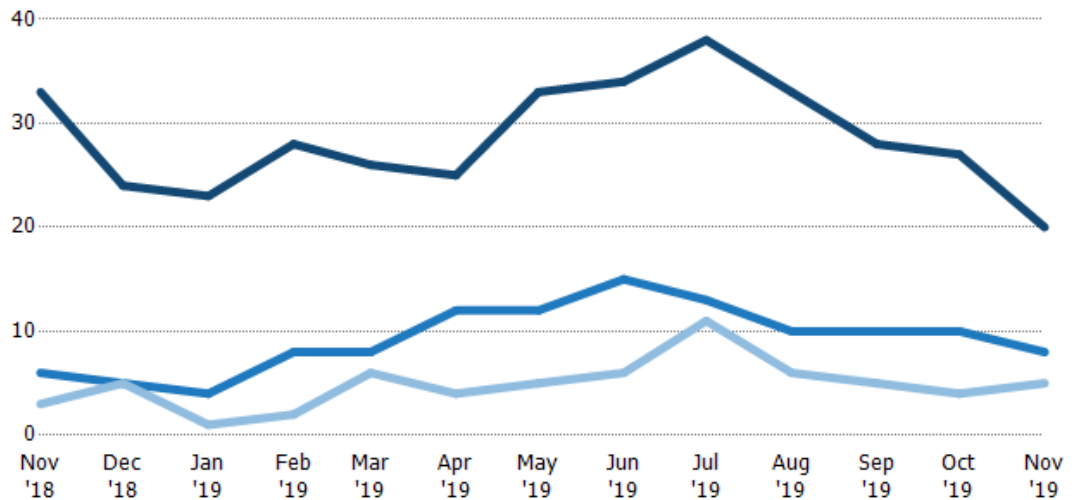
Current Year	12%	13%	22%	4%	8%	24%	12%	15%	16%	33%	21%	19%	20%
Prior Year	12%	9%	9%	3%	7%	10%	3%	9%	19%	10%	22%	5%	12%
Change from Prior Year	-1%	-4%	-13%	0%	-1%	-14%	-9%	-5%	4%	-23%	1%	-14%	-8%

## 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



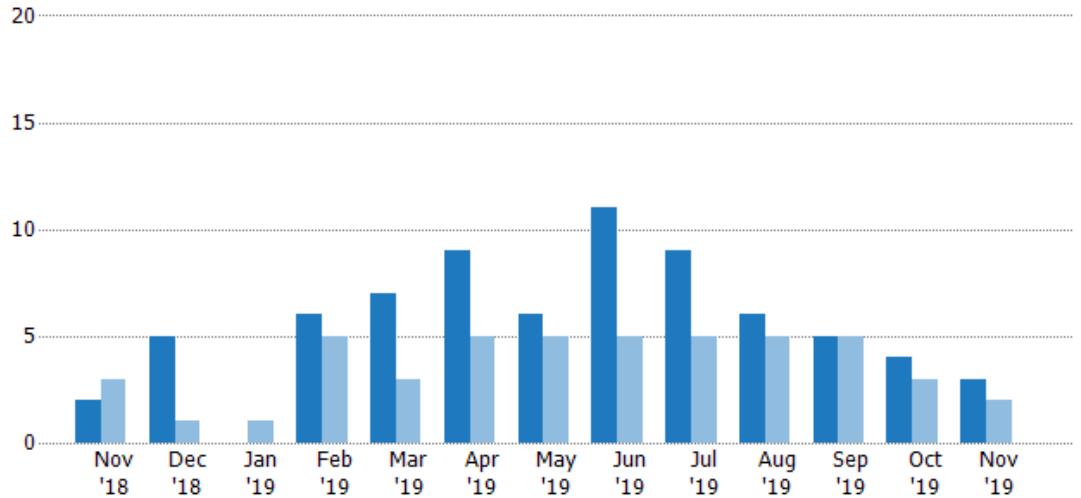
Active	33	24	23	28	26	25	33	34	38	33	28	27	20
Pending	6	5	4	8	8	12	12	15	13	10	10	10	8
Sold	3	5	1	2	6	4	5	6	11	6	5	4	5

## 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



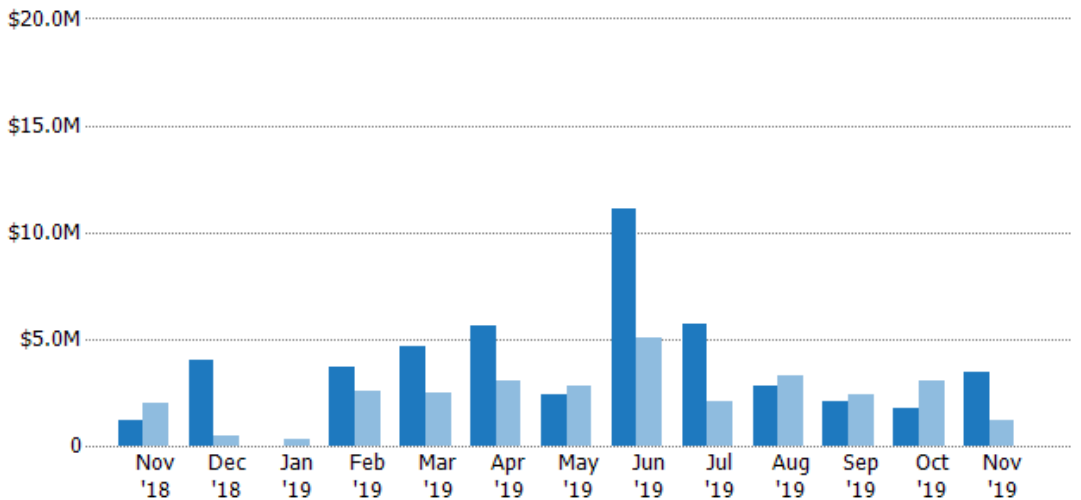
Current Year	2	5	-	6	7	9	6	11	9	6	5	4	3
Prior Year	3	1	1	5	3	5	5	5	5	5	5	3	2
Percent Change from Prior Year	-33%	400%	-100%	20%	133%	80%	20%	120%	80%	20%	0%	33%	50%

## 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	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.78M	\$2.08M	\$1.73M	\$3.48M
Prior Year	\$1.98M	\$450K	\$305K	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M
Percent Change from Prior Year	-41%	792%	-100%	42%	89%	87%	-14%	119%	174%	-16%	-14%	-42%	198%



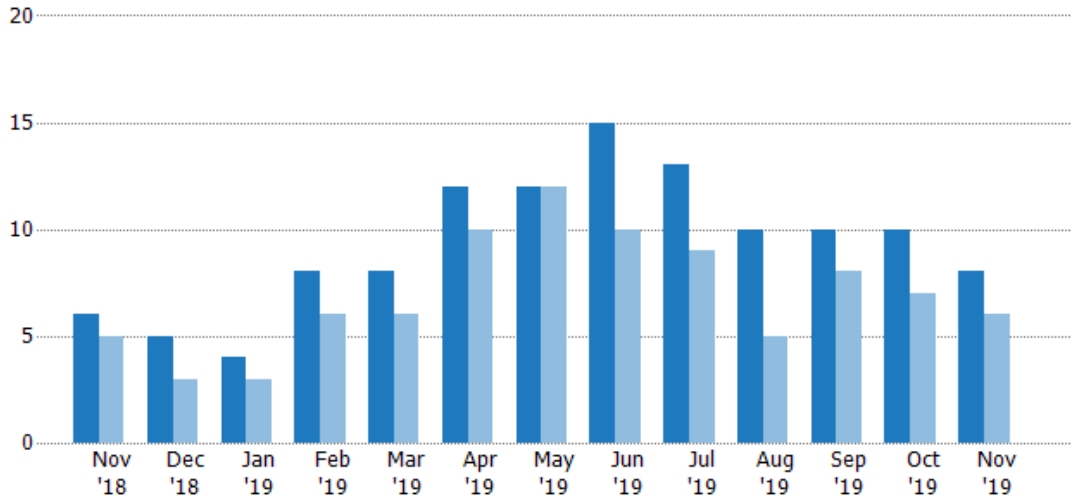
## Pending Sales

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.
Nov '19	8	33.3%
Nov '18	6	20%
Nov '17	5	80%



Current Year	6	5	4	8	8	12	12	15	13	10	10	10	8
Prior Year	5	3	3	6	6	10	12	10	9	5	8	7	6
Percent Change from Prior Year	20%	67%	33%	33%	33%	20%	0%	50%	44%	100%	25%	43%	33%

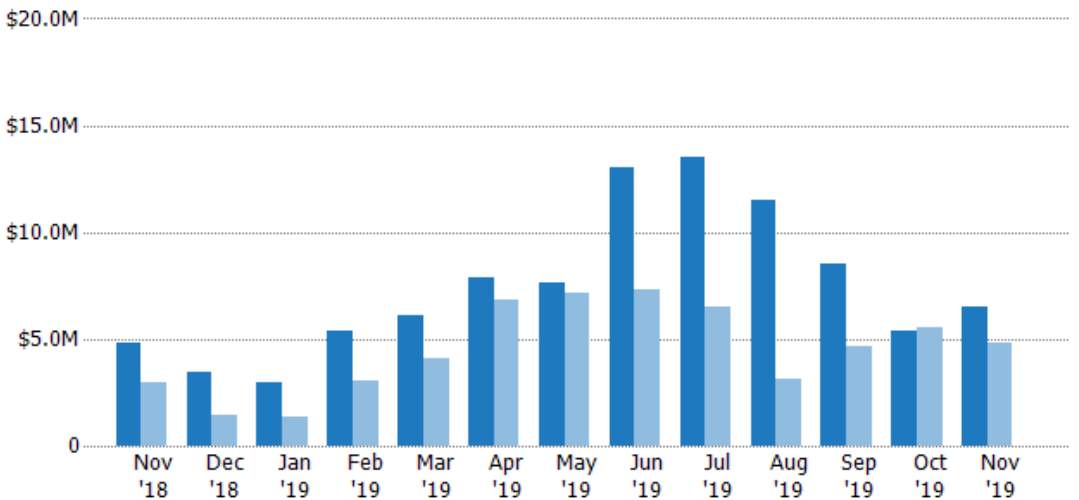
## Pending Sales Volume

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.
Nov '19	\$6.53M	35.5%
Nov '18	\$4.82M	60.6%
Nov '17	\$3M	72.9%



Current Year	\$4.82M	\$3.47M	\$2.97M	\$5.38M	\$6.13M	\$7.84M	\$7.62M	\$13M	\$13.5M	\$11.5M	\$8.49M	\$5.35M	\$6.53M
Prior Year	\$3M	\$1.47M	\$1.32M	\$3.06M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$5.55M	\$4.82M
Percent Change from Prior Year	61%	137%	125%	75%	49%	15%	7%	78%	106%	267%	84%	-4%	36%

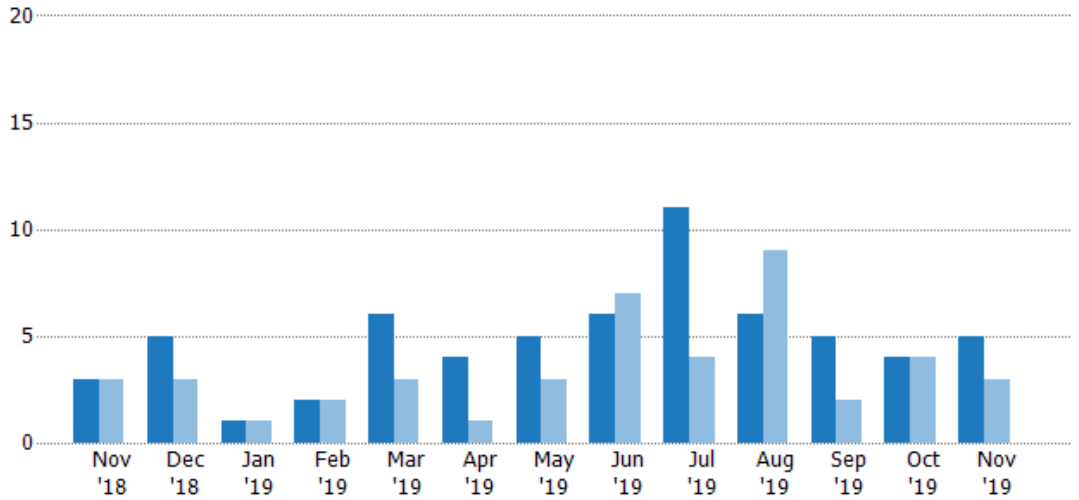
## Closed Sales

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.
Nov '19	5	66.7%
Nov '18	3	0%
Nov '17	3	33.3%



Current Year	3	5	1	2	6	4	5	6	11	6	5	4	5
Prior Year	3	3	1	2	3	1	3	7	4	9	2	4	3
Percent Change from Prior Year	0%	67%	0%	0%	100%	300%	67%	-14%	175%	-33%	150%	0%	67%

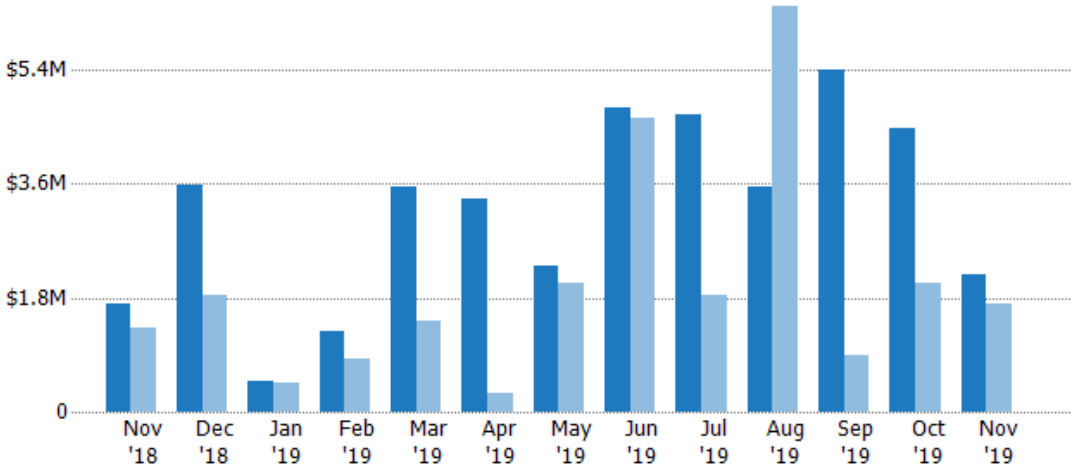
## Closed Sales Volume

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.
Nov '19	\$2.17M	27.8%
Nov '18	\$1.7M	27.8%
Nov '17	\$1.33M	52.3%



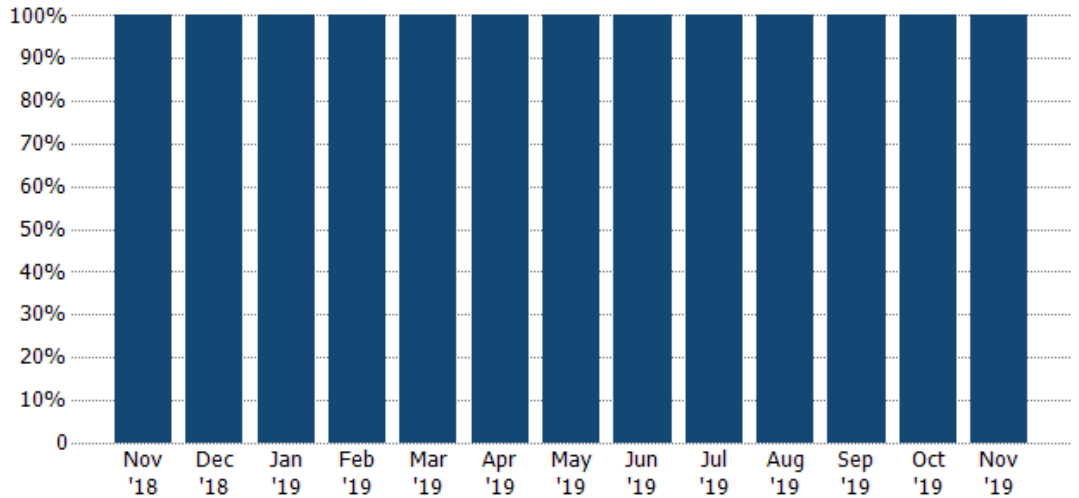
Current Year	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$3.36M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M
Prior Year	\$1.33M	\$1.84M	\$451K	\$824K	\$1.43M	\$305K	\$2.02M	\$4.63M	\$1.85M	\$6.41M	\$897K	\$2.04M	\$1.7M
Percent Change from Prior Year	28%	94%	10%	55%	148%	1,000%	14%	3%	154%	-45%	501%	120%	28%

## 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

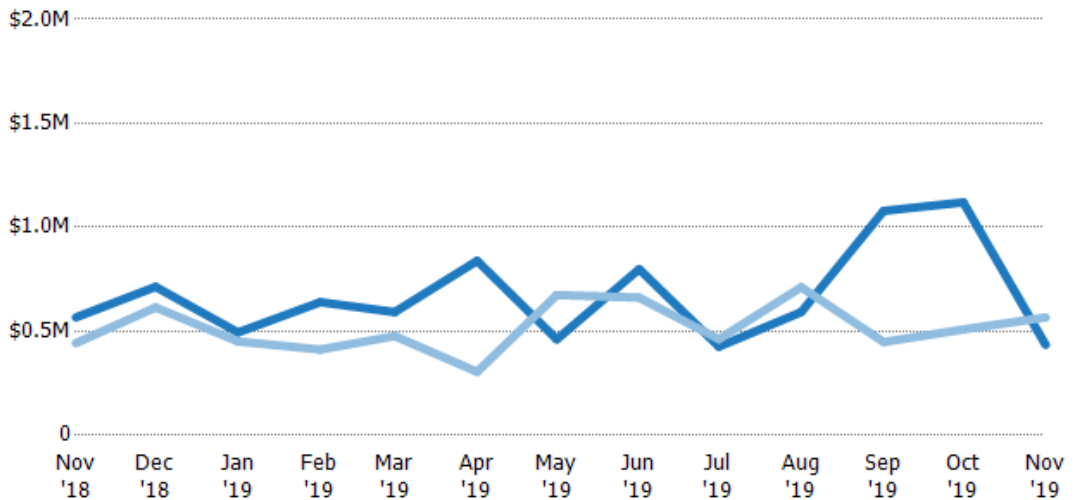
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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.
Nov '19	\$435K	-23.3%
Nov '18	\$567K	27.8%
Nov '17	\$443K	14.2%

■ Current Year	\$567K	\$714K	\$495K	\$640K	\$592K	\$839K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K
■ Prior Year	\$443K	\$615K	\$451K	\$412K	\$477K	\$305K	\$675K	\$662K	\$462K	\$712K	\$449K	\$509K	\$567K
Percent Change from Prior Year	28%	16%	10%	55%	24%	175%	-32%	21%	-8%	-17%	141%	120%	-23%

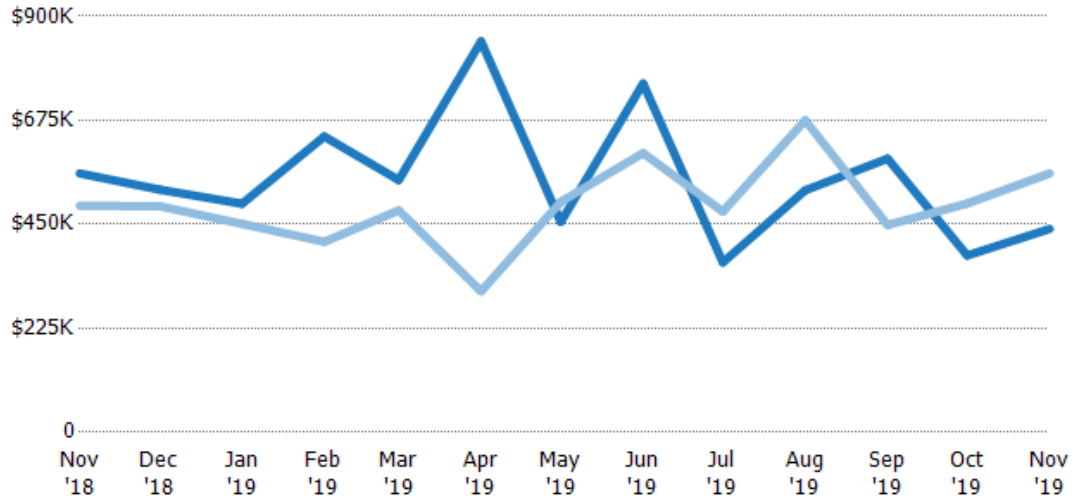
## Median Sales Price

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.
Nov '19	\$440K	-21.4%
Nov '18	\$560K	14.3%
Nov '17	\$490K	-24.2%



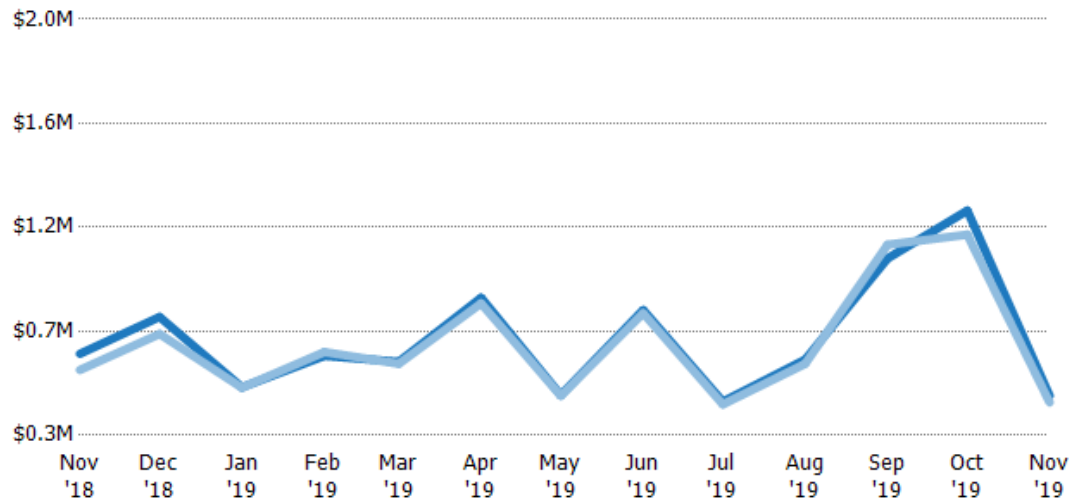
Current Year	\$560K	\$525K	\$495K	\$640K	\$546K	\$846K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K
Prior Year	\$490K	\$489K	\$451K	\$412K	\$480K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K	\$560K
Percent Change from Prior Year	14%	7%	10%	55%	14%	177%	-9%	25%	-23%	-22%	32%	-23%	-21%

## 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



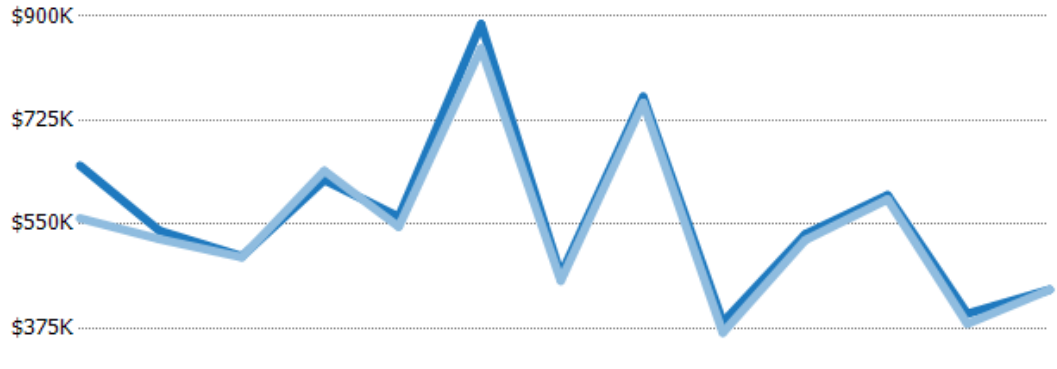
Avg List Price	\$633K	\$784K	\$496K	\$625K	\$600K	\$862K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K
Avg Sales Price	\$567K	\$714K	\$495K	\$640K	\$592K	\$839K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K
Avg Sales Price as a % of Avg List Price	90%	91%	100%	102%	99%	97%	99%	98%	97%	97%	105%	92%	94%

## 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



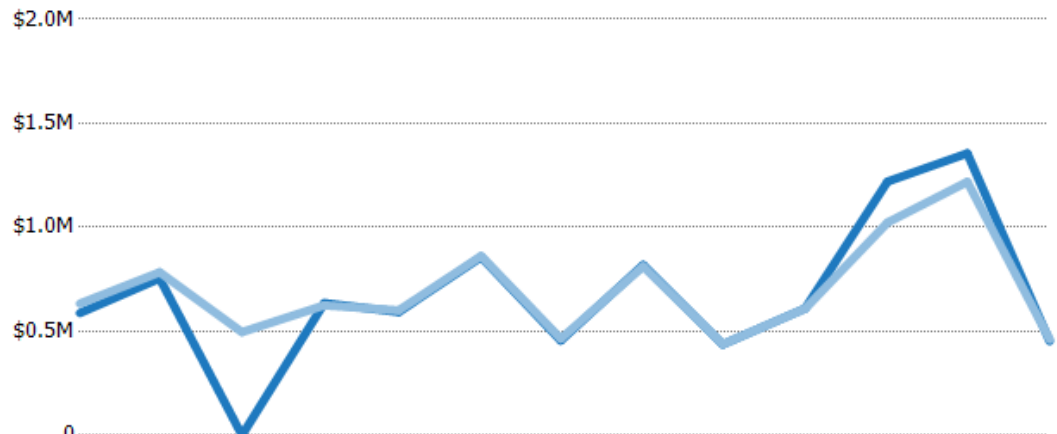
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$649K	\$539K	\$496K	\$625K	\$563K	\$887K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K
Median Sales Price	\$560K	\$525K	\$495K	\$640K	\$546K	\$846K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K
Med Sales Price as a % of Med List Price	86%	97%	100%	102%	97%	95%	98%	99%	95%	98%	99%	96%	100%

## 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



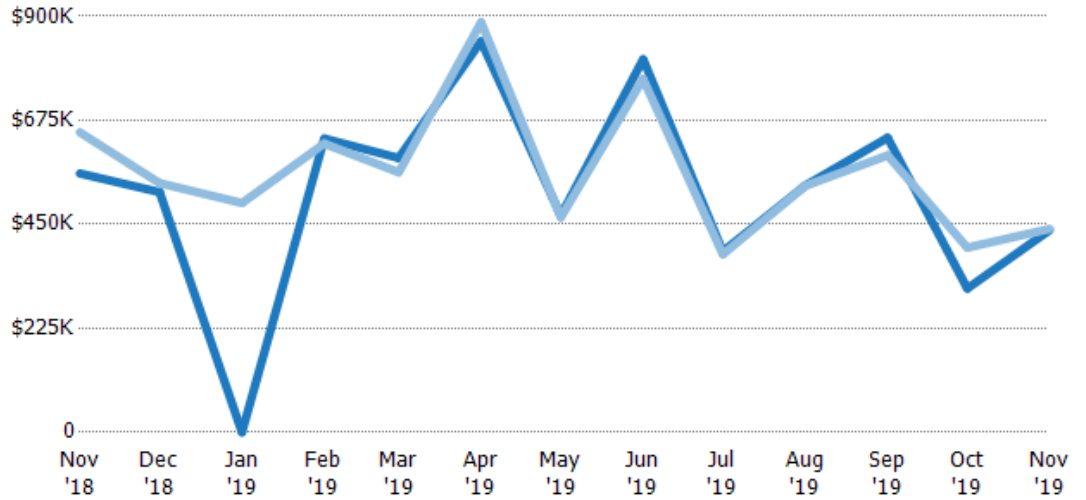
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$588K	\$754K	\$0	\$635K	\$593K	\$857K	\$455K	\$819K	\$437K	\$610K	\$1.22M	\$1.36M	\$453K
Avg Sales Price	\$633K	\$784K	\$496K	\$625K	\$600K	\$862K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K
Avg Sales Price as a % of Avg Est Value	108%	104%	100%	98%	101%	101%	102%	99%	100%	100%	84%	90%	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	\$560K	\$520K	\$0	\$635K	\$593K	\$846K	\$469K	\$807K	\$391K	\$534K	\$637K	\$311K	\$437K
Median Sales Price	\$649K	\$539K	\$496K	\$625K	\$563K	\$887K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K
Med Sales Price as a % of Med Est Value	116%	104%	100%	98%	95%	105%	99%	95%	98%	100%	94%	128%	101%