

Summary of Key Listing and Sales Metrics

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

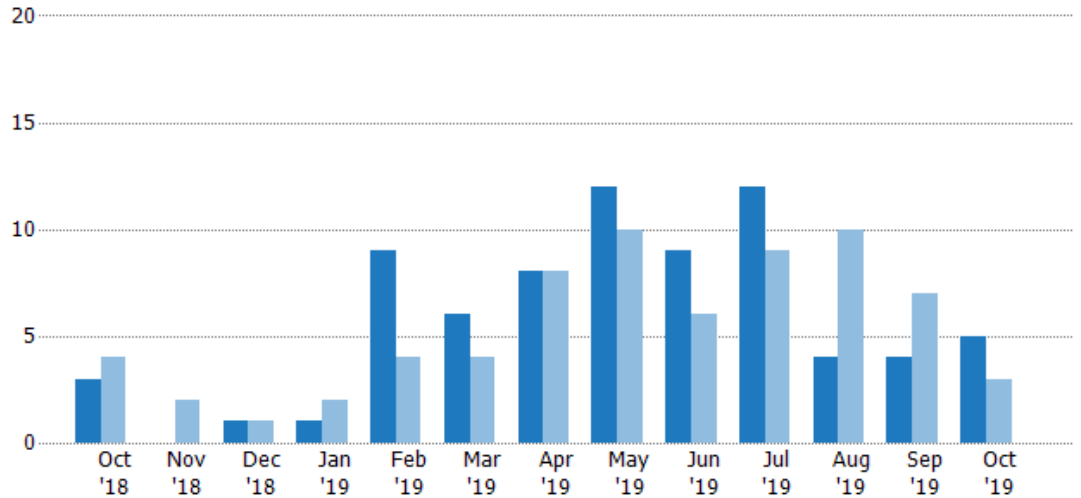
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	3	+66.7%	70	63	+11.1%
New Listing Volume	\$3,313,888	\$2,047,000	+61.9%	\$46,079,088	\$47,845,415	-3.7%
Active Listing Count	27	39	-30.8%	N/A	N/A	
Active Listing Volume	\$25,525,500	\$44,871,515	-43.1%	N/A	N/A	
Average Listing Price	\$945,389	\$1,150,552	-17.8%	\$931,172	\$1,101,425	-15.5%
Median Listing Price	\$749,900	\$849,000	-11.7%	\$737,865	\$773,559	-4.6%
Median Days in RPR	149	113	+31.9%	117.84	120.28	-2%
Months of Inventory	5.4	19.5	-72.3%	8.1	10.2	-20.3%
Absorption Rate	18.52%	5.13%	+13.4%	12.33%	9.82%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	4	3	+33.3%	63	42	+50%
New Pending Sales Volume	\$1,733,988	\$3,009,000	-42.4%	\$39,761,188	\$27,072,099	+46.9%
Pending Sales Count	10	7	+42.9%	N/A	N/A	
Pending Sales Volume	\$5,351,888	\$5,547,900	-3.5%	N/A	N/A	
Closed Sales Count	4	4	+/-	50	36	+38.9%
Closed Sales Volume	\$4,480,000	\$2,035,000	+120.1%	\$33,900,630	\$20,855,528	+62.5%
Average Sales Price	\$1,120,000	\$508,750	+120.1%	\$678,013	\$579,320	+17%
Median Sales Price	\$382,500	\$495,000	-22.7%	\$538,159	\$544,597	-1.2%

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



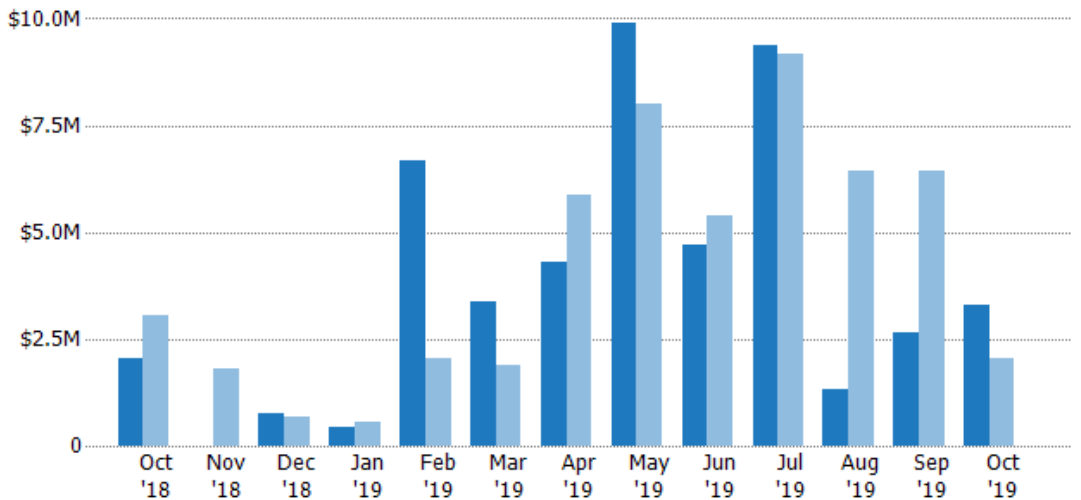
Current Year	3	-	1	1	9	6	8	12	9	12	4	4	5
Prior Year	4	2	1	2	4	4	8	10	6	9	10	7	3
Percent Change from Prior Year	-25%	-100%	0%	-50%	125%	50%	0%	20%	50%	33%	-60%	-43%	67%

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	\$2.05M	-	\$760K	\$424K	\$6.69M	\$3.39M	\$4.3M	\$9.88M	\$4.7M	\$9.38M	\$1.34M	\$2.65M	\$3.31M
Prior Year	\$3.04M	\$1.79M	\$695K	\$574K	\$2.05M	\$1.88M	\$5.87M	\$8.02M	\$5.39M	\$9.18M	\$6.42M	\$6.43M	\$2.05M
Percent Change from Prior Year	-33%	-100%	9%	-26%	227%	81%	-27%	23%	-13%	2%	-79%	-59%	62%

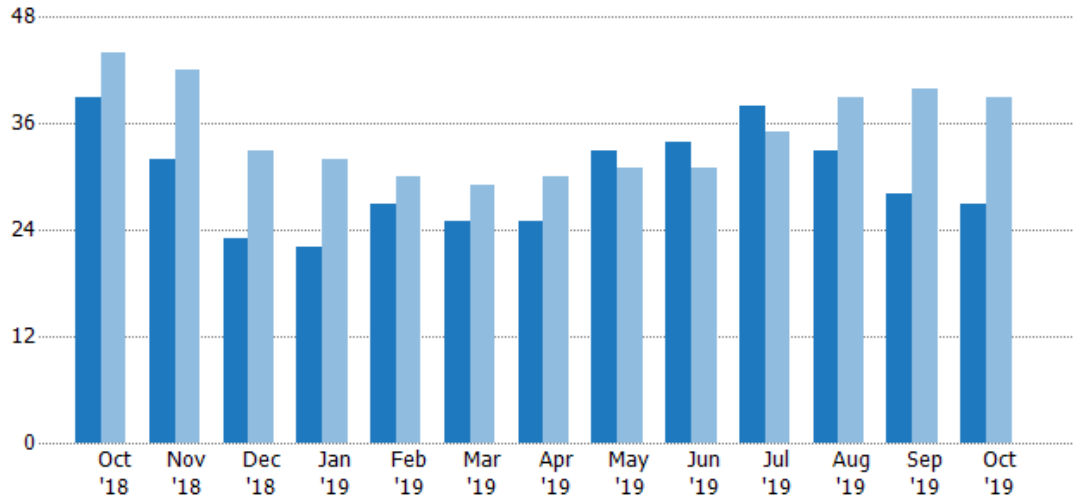
Active Listings

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.
Oct '19	27	-30.8%
Oct '18	39	-11.4%
Oct '17	44	-18.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	39	32	23	22	27	25	25	33	34	38	33	28	27
Prior Year	44	42	33	32	30	29	30	31	31	35	39	40	39
Percent Change from Prior Year	-11%	-24%	-30%	-31%	-10%	-14%	-17%	6%	10%	9%	-15%	-30%	-31%

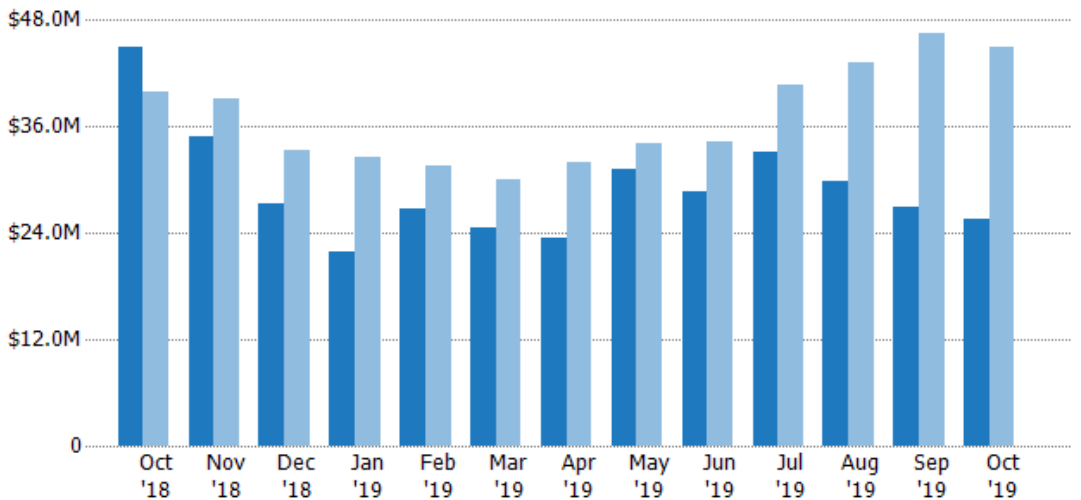
Active Listing Volume

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.
Oct '19	\$25.5M	-43.1%
Oct '18	\$44.9M	12.4%
Oct '17	\$39.9M	-29.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$44.9M	\$34.9M	\$27.3M	\$21.9M	\$26.7M	\$24.6M	\$23.4M	\$31.3M	\$28.7M	\$33.2M	\$29.8M	\$26.9M	\$25.5M
Prior Year	\$39.9M	\$39M	\$33.3M	\$32.6M	\$31.6M	\$30M	\$32M	\$34.1M	\$34.3M	\$40.7M	\$43.3M	\$46.6M	\$44.9M
Percent Change from Prior Year	12%	-11%	-18%	-33%	-16%	-18%	-27%	-8%	-16%	-19%	-31%	-42%	-43%

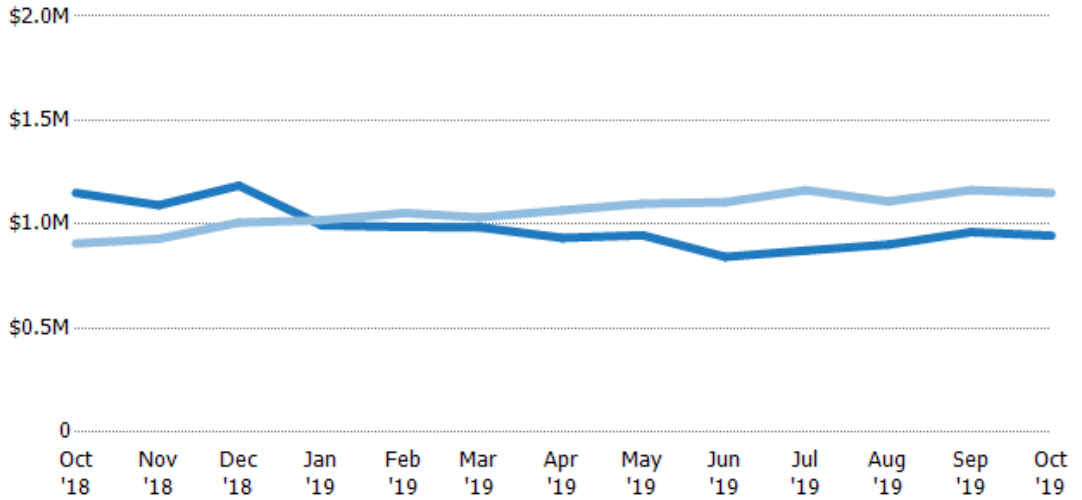
Average Listing Price

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.
Oct '19	\$945K	-17.8%
Oct '18	\$1.15M	26.8%
Oct '17	\$907K	-14%



Current Year	\$1.15M	\$1.09M	\$1.19M	\$995K	\$987K	\$986K	\$934K	\$947K	\$843K	\$873K	\$902K	\$962K	\$945K
Prior Year	\$907K	\$930K	\$1.01M	\$1.02M	\$1.05M	\$1.03M	\$1.07M	\$1.1M	\$1.11M	\$1.16M	\$1.11M	\$1.16M	\$1.15M
Percent Change from Prior Year	27%	17%	18%	-2%	-6%	-5%	-12%	-14%	-24%	-25%	-19%	-17%	-18%

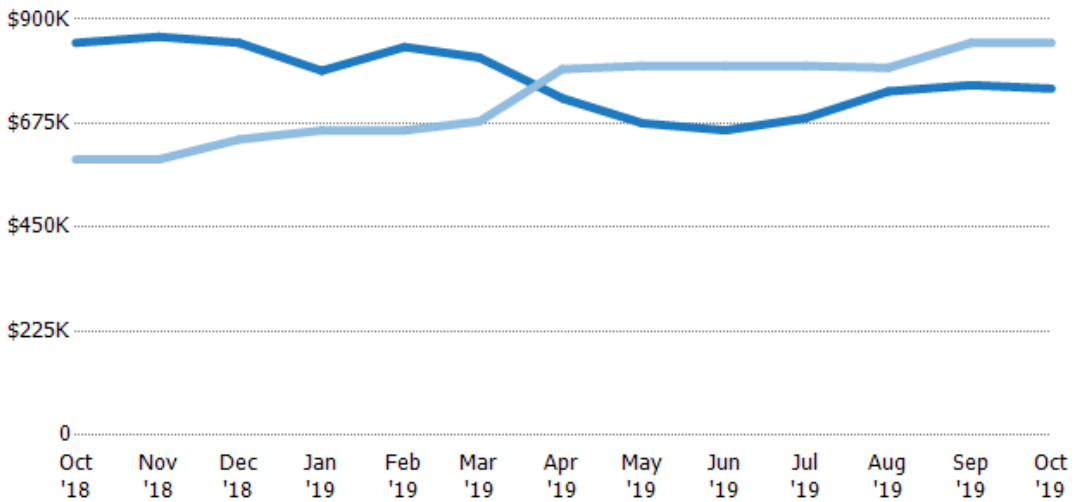
Median Listing Price

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.
Oct '19	\$750K	-11.7%
Oct '18	\$849K	42.3%
Oct '17	\$597K	8.6%



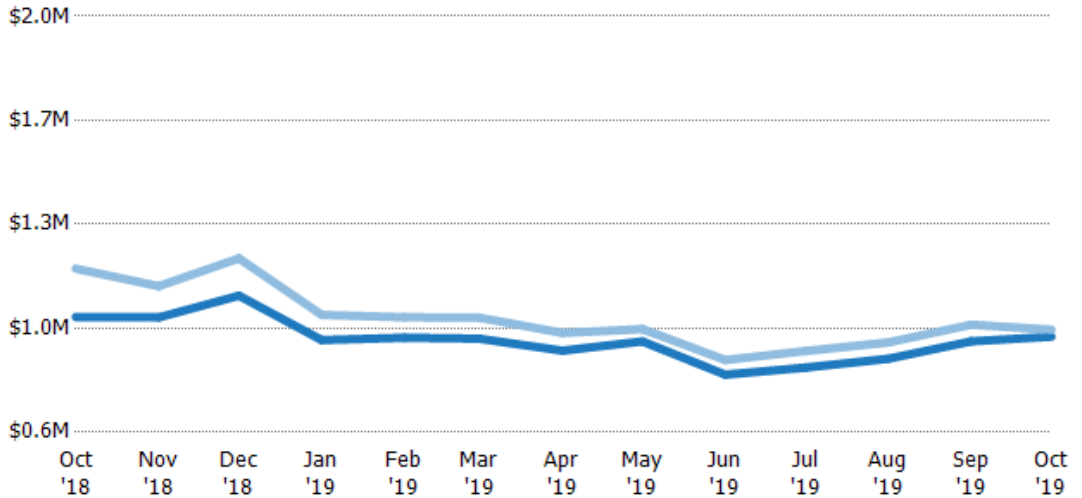
Current Year	\$849K	\$862K	\$849K	\$789K	\$840K	\$817K	\$729K	\$675K	\$660K	\$686K	\$744K	\$757K	\$750K
Prior Year	\$597K	\$597K	\$640K	\$659K	\$659K	\$679K	\$792K	\$799K	\$799K	\$799K	\$795K	\$849K	\$849K
Percent Change from Prior Year	42%	44%	33%	20%	27%	20%	-8%	-16%	-17%	-14%	-6%	-11%	-12%

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



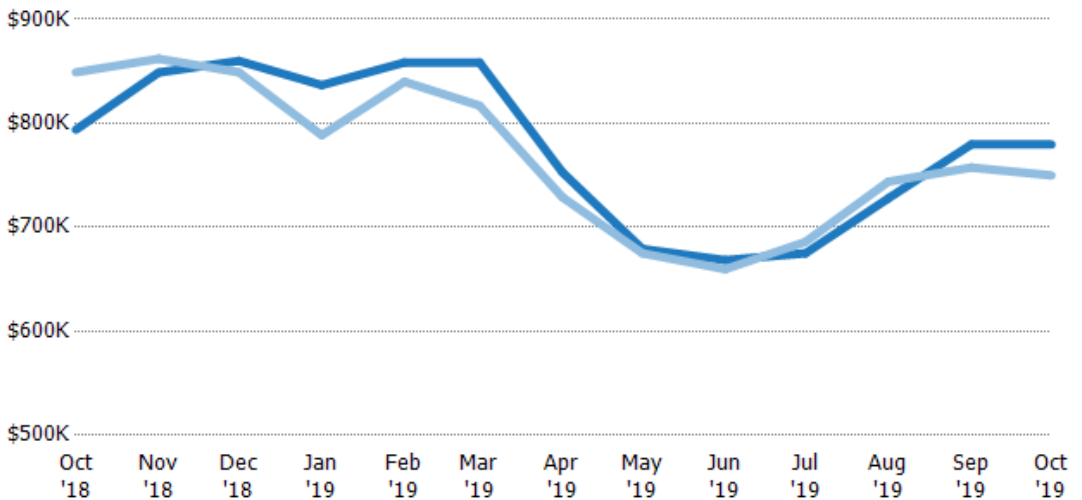
Avg Est Value	\$988K	\$987K	\$1.06M	\$910K	\$918K	\$915K	\$875K	\$906K	\$794K	\$818K	\$847K	\$906K	\$922K
Avg Listing Price	\$1.15M	\$1.09M	\$1.19M	\$995K	\$987K	\$986K	\$934K	\$947K	\$843K	\$873K	\$902K	\$962K	\$945K
Avg Listing Price as a % of Avg Est Value	116%	111%	112%	109%	107%	108%	107%	105%	106%	107%	106%	106%	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



Median Est Value	\$794K	\$849K	\$860K	\$837K	\$859K	\$859K	\$753K	\$679K	\$668K	\$675K	\$728K	\$780K	\$780K
Median Listing Price	\$849K	\$862K	\$849K	\$789K	\$840K	\$817K	\$729K	\$675K	\$660K	\$686K	\$744K	\$757K	\$750K
Med Listing Price as a % of Med Est Value	107%	102%	99%	94%	98%	95%	97%	99%	99%	102%	102%	97%	96%

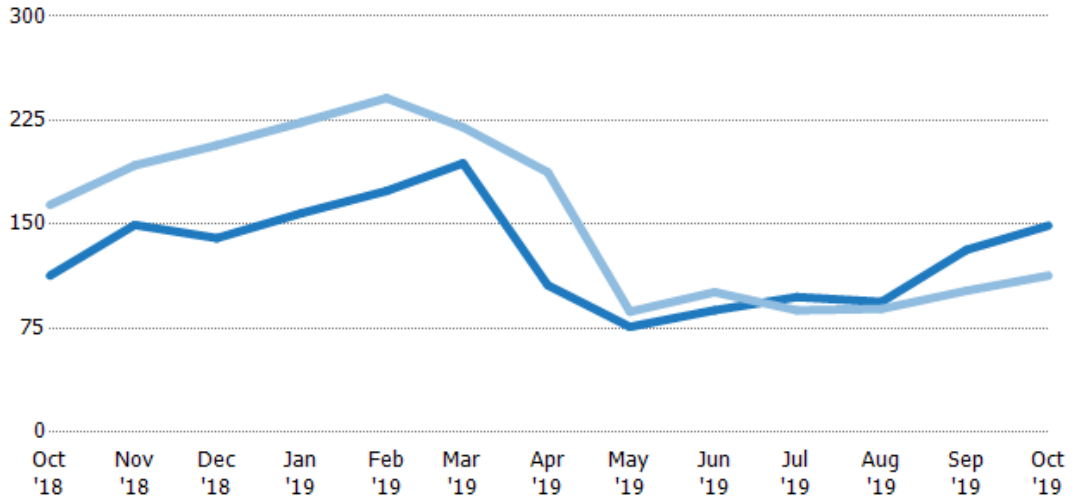
Median Days in RPR

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.
Oct '19	149	31.9%
Oct '18	113	-31.1%
Oct '17	164	23.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	113	150	140	158	174	194	106	76	88	97.5	94	132	149
Prior Year	164	193	207	224	241	220	188	87	101	88	89	102	113
Percent Change from Prior Year	-31%	-22%	-32%	-29%	-28%	-12%	-43%	-13%	-13%	11%	6%	29%	32%

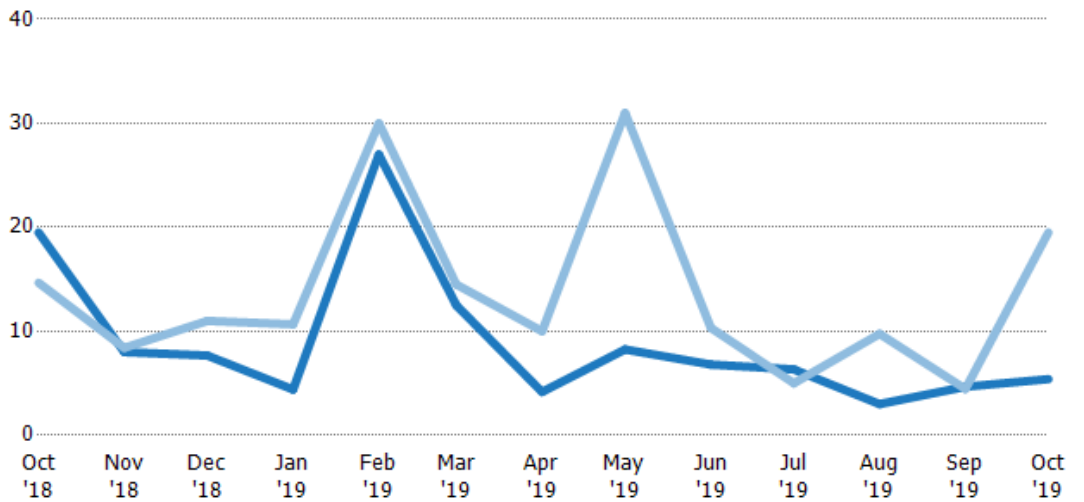
Months of Inventory

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.
Oct '19	5.4	-72.3%
Oct '18	19.5	33%
Oct '17	14.7	



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	19.5	8	7.67	4.4	27	12.5	4.17	8.25	6.8	6.33	3	4.67	5.4
Prior Year	14.7	8.4	11	10.7	30	14.5	10	31	10.3	5	9.75	4.44	19.5
Percent Change from Prior Year	33%	-5%	-30%	-59%	-10%	-14%	-58%	-73%	-34%	27%	-69%	5%	-72%

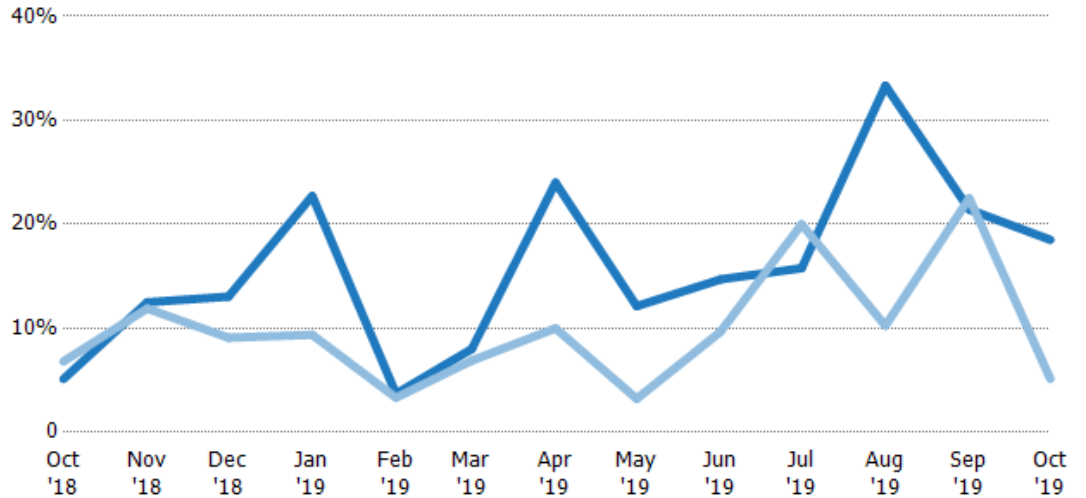
Absorption Rate

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.
Oct '19	19%	-13.4%
Oct '18	5%	1.7%
Oct '17	7%	



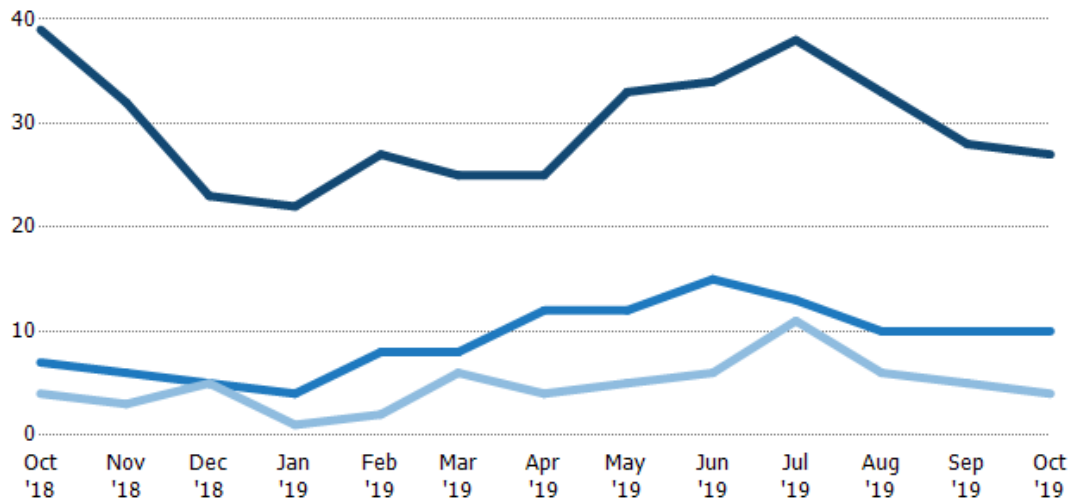
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5%	13%	13%	23%	4%	8%	24%	12%	15%	16%	33%	21%	19%
Prior Year	7%	12%	9%	9%	3%	7%	10%	3%	10%	20%	10%	23%	5%
Change from Prior Year	2%	-1%	-4%	-13%	0%	-1%	-14%	-9%	-5%	4%	-23%	1%	-13%

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



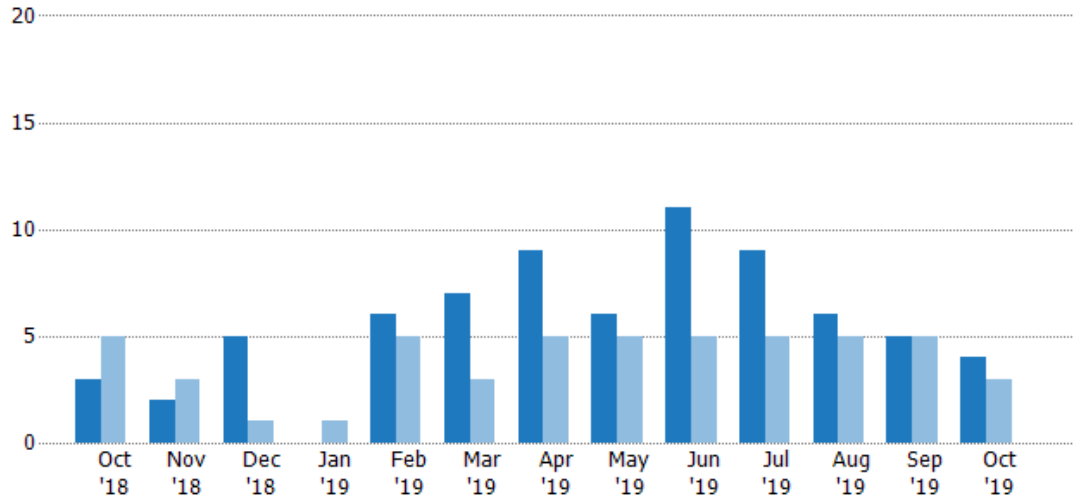
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	39	32	23	22	27	25	25	33	34	38	33	28	27
Pending	7	6	5	4	8	8	12	12	15	13	10	10	10
Sold	4	3	5	1	2	6	4	5	6	11	6	5	4

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



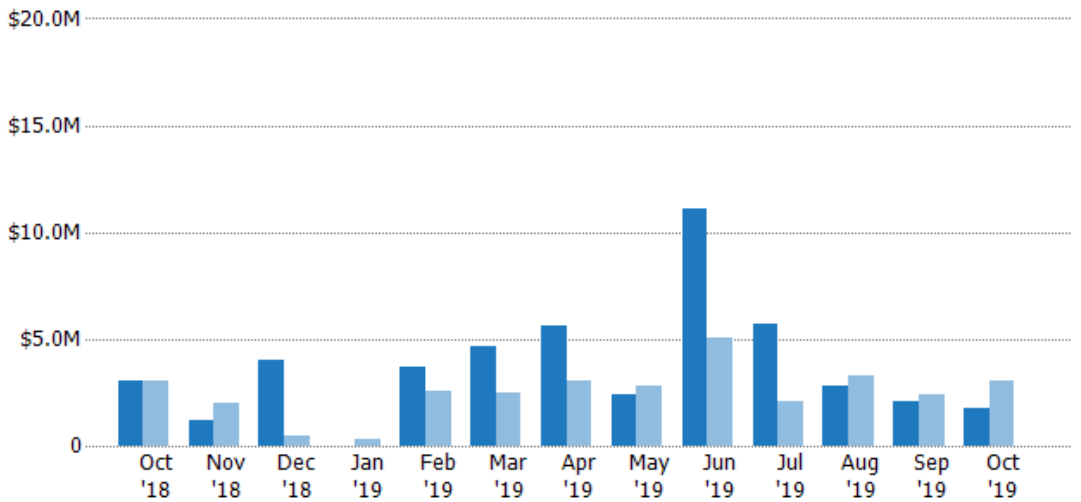
Current Year	3	2	5	-	6	7	9	6	11	9	6	5	4
Prior Year	5	3	1	1	5	3	5	5	5	5	5	5	3
Percent Change from Prior Year	-40%	-33%	400%	-100%	20%	133%	80%	20%	120%	80%	20%	0%	33%

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	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.78M	\$2.08M	\$1.73M
Prior Year	\$3.02M	\$1.98M	\$450K	\$305K	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M
Percent Change from Prior Year	0%	-41%	792%	-100%	42%	89%	87%	-14%	119%	174%	-16%	-14%	-42%

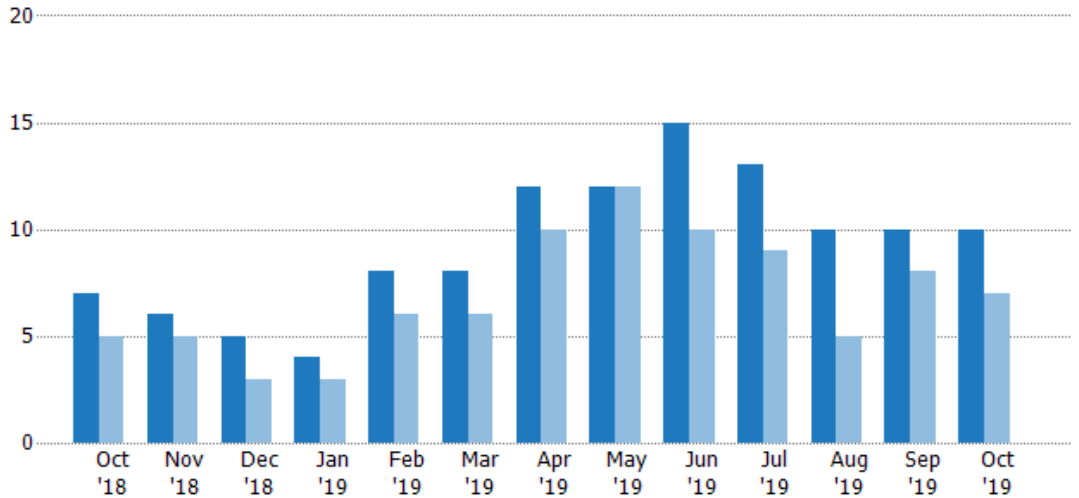
Pending Sales

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.
Oct '19	10	42.9%
Oct '18	7	40%
Oct '17	5	80%



Current Year	7	6	5	4	8	8	12	12	15	13	10	10	10
Prior Year	5	5	3	3	6	6	10	12	10	9	5	8	7
Percent Change from Prior Year	40%	20%	67%	33%	33%	33%	20%	0%	50%	44%	100%	25%	43%

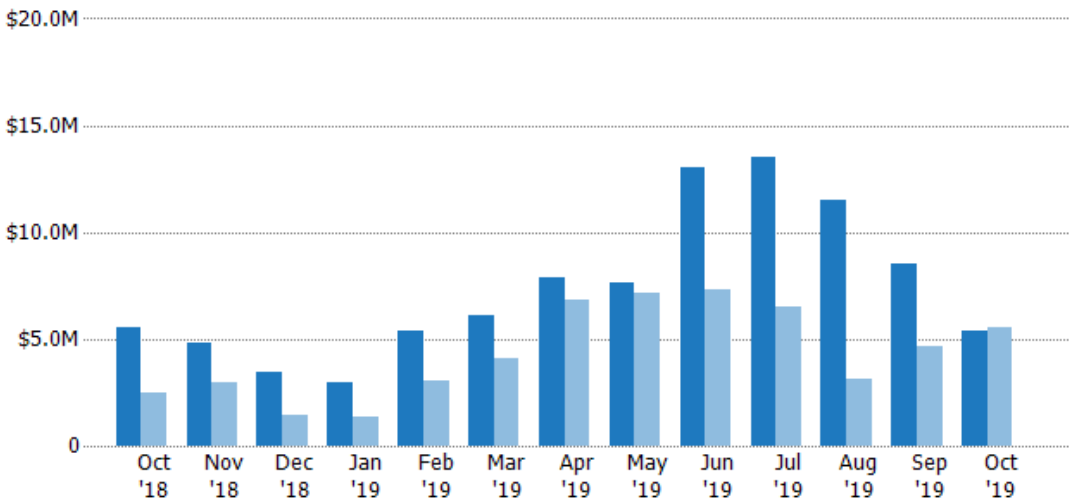
Pending Sales Volume

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.
Oct '19	\$5.35M	-3.5%
Oct '18	\$5.55M	125%
Oct '17	\$2.47M	121%



Current Year	\$5.55M	\$4.82M	\$3.47M	\$2.97M	\$5.38M	\$6.13M	\$7.84M	\$7.62M	\$13M	\$13.5M	\$11.5M	\$8.49M	\$5.35M
Prior Year	\$2.47M	\$3M	\$1.47M	\$1.32M	\$3.06M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$5.55M
Percent Change from Prior Year	125%	61%	137%	125%	75%	49%	15%	7%	78%	106%	267%	84%	-4%

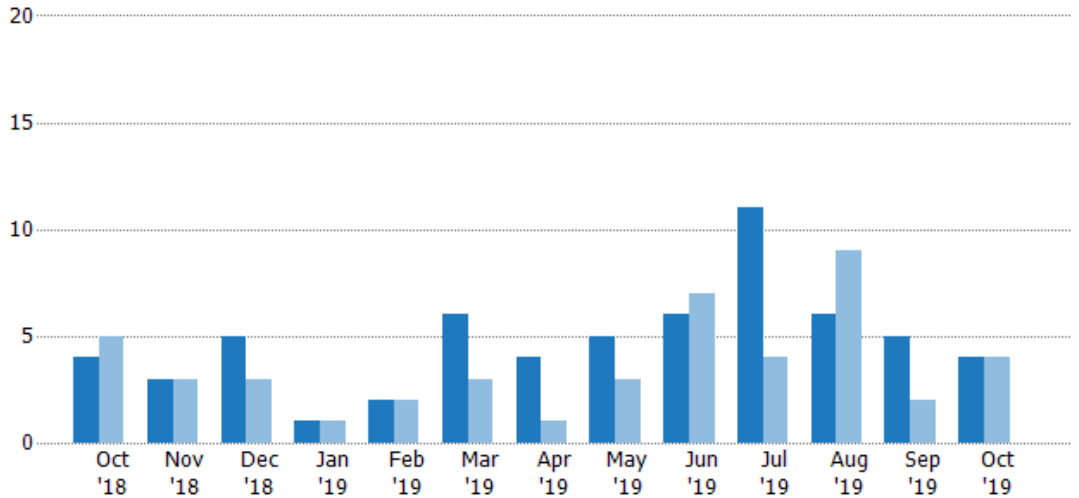
Closed Sales

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.
Oct '19	4	0%
Oct '18	4	-20%
Oct '17	5	60%



Current Year	4	3	5	1	2	6	4	5	6	11	6	5	4
Prior Year	5	3	3	1	2	3	1	3	7	4	9	2	4
Percent Change from Prior Year	-20%	0%	67%	0%	0%	100%	300%	67%	-14%	175%	-33%	150%	0%

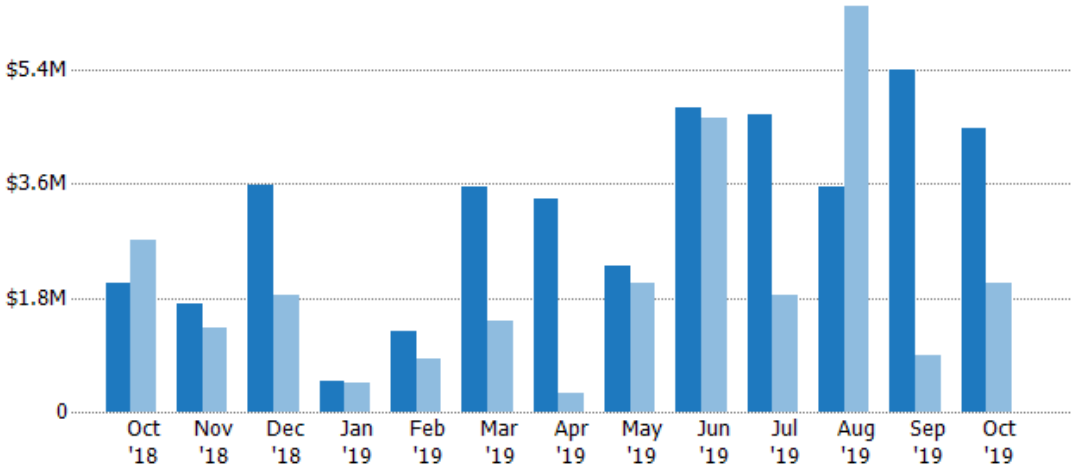
Closed Sales Volume

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.
Oct '19	\$4.48M	120.1%
Oct '18	\$2.04M	-25.3%
Oct '17	\$2.72M	130%



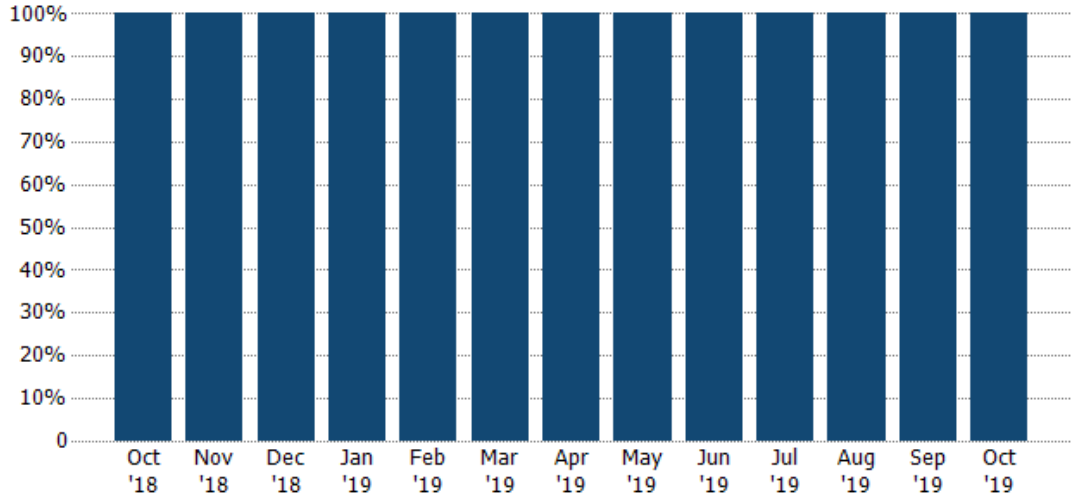
Current Year	\$2.04M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$3.36M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M
Prior Year	\$2.72M	\$1.33M	\$1.84M	\$451K	\$824K	\$1.43M	\$305K	\$2.02M	\$4.63M	\$1.85M	\$6.41M	\$897K	\$2.04M
Percent Change from Prior Year	-25%	28%	94%	10%	55%	148%	1,000%	14%	3%	154%	-45%	501%	120%

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

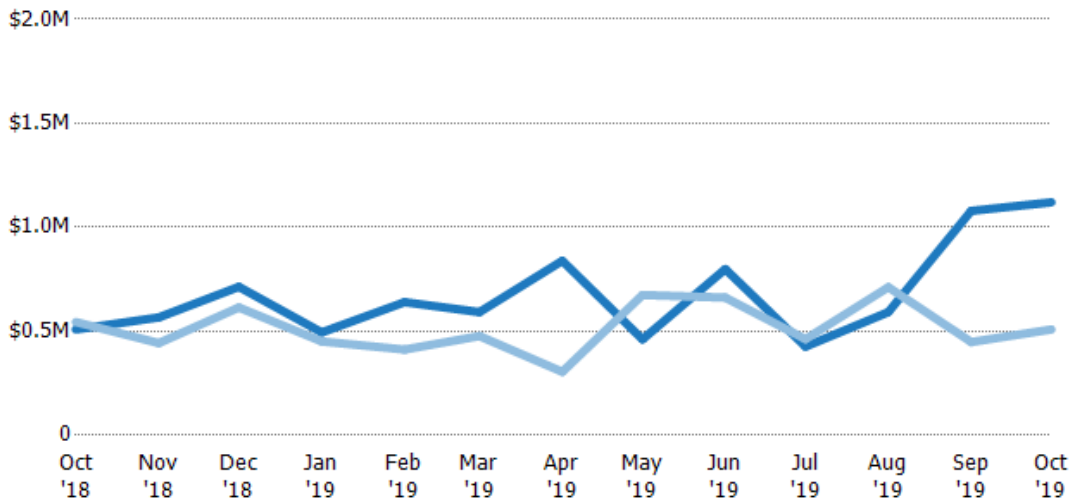
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



■ Current Year

\$509K \$567K \$714K \$495K \$640K \$592K \$839K \$461K \$799K \$426K \$592K \$1.08M \$1.12M

■ Prior Year

\$545K \$443K \$615K \$451K \$412K \$477K \$305K \$675K \$662K \$462K \$712K \$449K \$509K

Percent Change from Prior Year

-7% 28% 16% 10% 55% 24% 175% -32% 21% -8% -17% 141% 120%

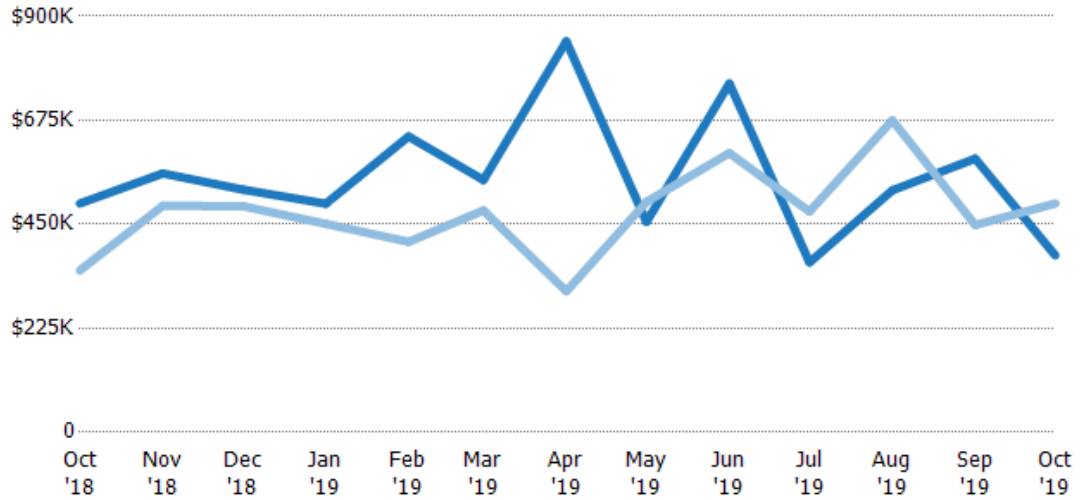
Median Sales Price

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.
Oct '19	\$383K	-22.7%
Oct '18	\$495K	41.4%
Oct '17	\$350K	38%



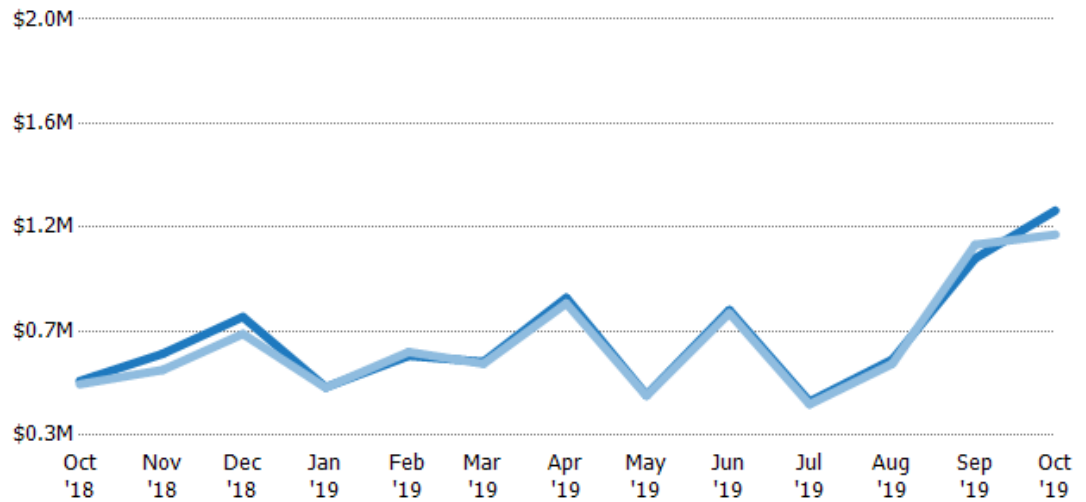
Current Year	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$846K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K
Prior Year	\$350K	\$490K	\$489K	\$451K	\$412K	\$480K	\$305K	\$499K	\$604K	\$477K	\$675K	\$449K	\$495K
Percent Change from Prior Year	41%	14%	7%	10%	55%	14%	177%	-9%	25%	-23%	-22%	32%	-23%

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



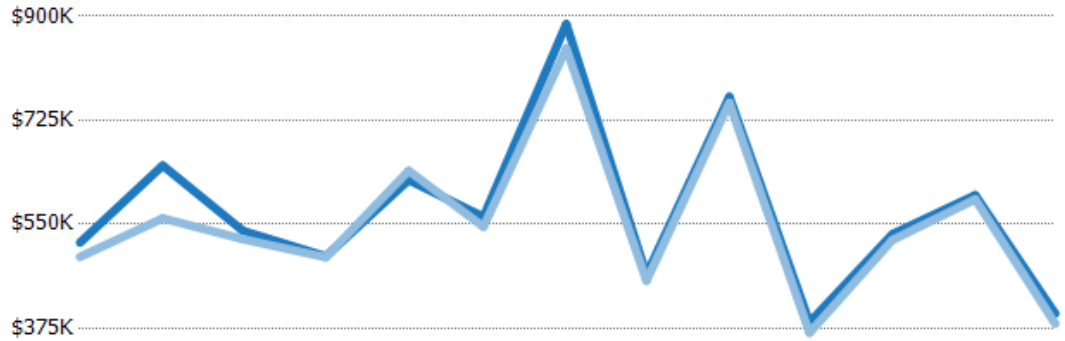
Avg List Price	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$862K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M
Avg Sales Price	\$509K	\$567K	\$714K	\$495K	\$640K	\$592K	\$839K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M
Avg Sales Price as a % of Avg List Price	97%	90%	91%	100%	102%	99%	97%	99%	98%	97%	97%	105%	92%

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



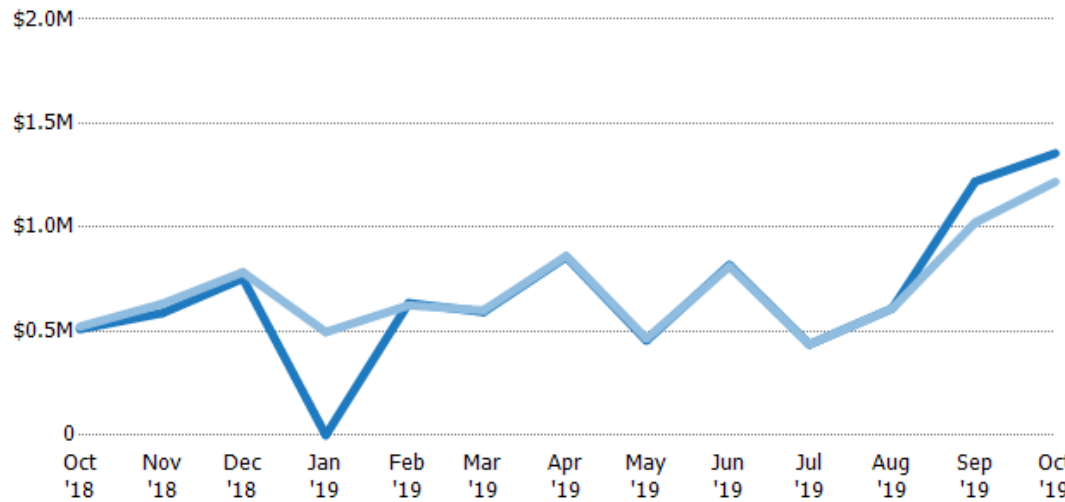
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$887K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K
Median Sales Price	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$846K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K
Med Sales Price as a % of Med List Price	95%	86%	97%	100%	102%	97%	95%	98%	99%	95%	98%	99%	96%

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



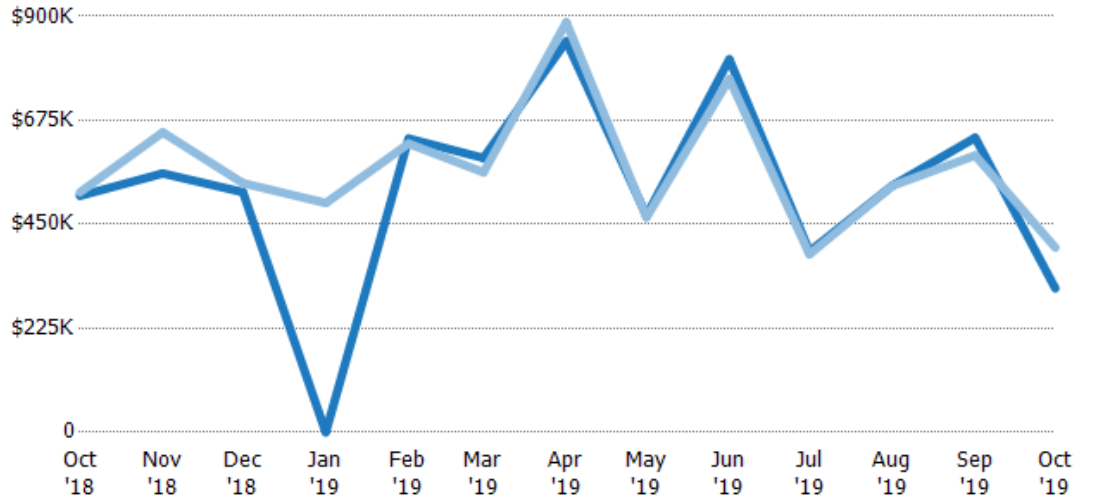
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$510K	\$588K	\$754K	\$0	\$635K	\$593K	\$857K	\$455K	\$819K	\$437K	\$610K	\$1.22M	\$1.36M
Avg Sales Price	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$862K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M
Avg Sales Price as a % of Avg Est Value	102%	108%	104%	100%	98%	101%	101%	102%	99%	100%	100%	84%	90%

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	\$512K	\$560K	\$520K	\$0	\$635K	\$593K	\$846K	\$469K	\$807K	\$391K	\$534K	\$637K	\$311K
Median Sales Price	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$887K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K
Med Sales Price as a % of Med Est Value	101%	116%	104%	100%	98%	95%	105%	99%	95%	98%	100%	94%	128%