

Summary of Key Listing and Sales Metrics

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

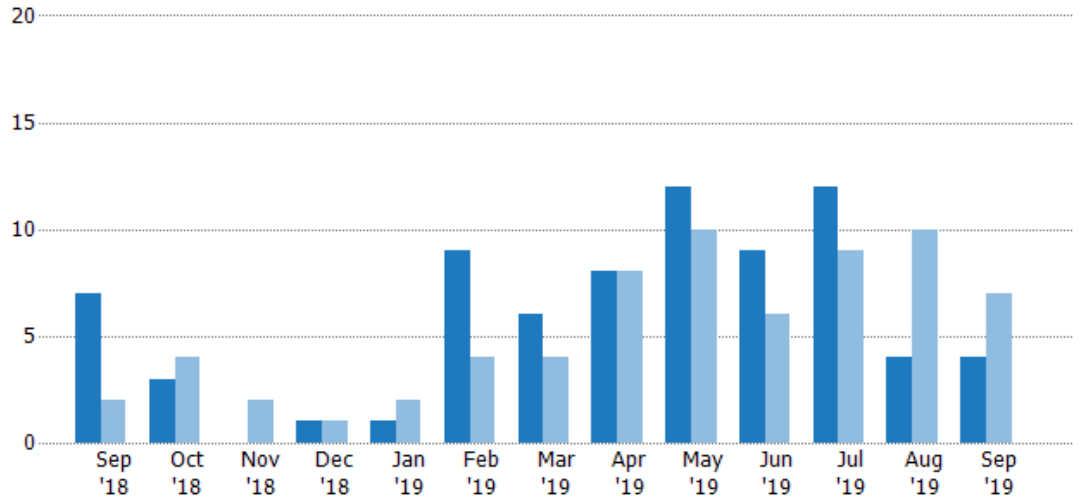
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	7	-42.9%	65	60	+8.3%
New Listing Volume	\$2,653,900	\$6,426,000	-58.7%	\$42,765,200	\$45,798,415	-6.6%
Active Listing Count	28	40	-30%	N/A	N/A	
Active Listing Volume	\$26,939,600	\$46,582,515	-42.2%	N/A	N/A	
Average Listing Price	\$962,129	\$1,164,563	-17.4%	\$929,724	\$1,094,974	-15.1%
Median Listing Price	\$757,450	\$849,000	-10.8%	\$736,638	\$763,653	-3.5%
Median Days in RPR	131.5	102	+28.9%	115.13	121.19	-5%
Months of Inventory	4.7	4.4	+5%	8.3	10.6	-21.9%
Absorption Rate	21.43%	22.5%	-1.1%	12.08%	9.43%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	5	5	+/-	59	39	+51.3%
New Pending Sales Volume	\$2,082,400	\$2,433,800	-14.4%	\$38,027,200	\$24,063,099	+58%
Pending Sales Count	10	8	+25%	N/A	N/A	
Pending Sales Volume	\$8,491,400	\$4,626,800	+83.5%	N/A	N/A	
Closed Sales Count	5	2	+150%	46	32	+43.8%
Closed Sales Volume	\$5,394,000	\$897,000	+501.3%	\$29,420,630	\$18,820,528	+56.3%
Average Sales Price	\$1,078,800	\$448,500	+140.5%	\$639,579	\$588,141	+8.7%
Median Sales Price	\$592,000	\$448,500	+32%	\$551,695	\$550,797	+0.2%

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



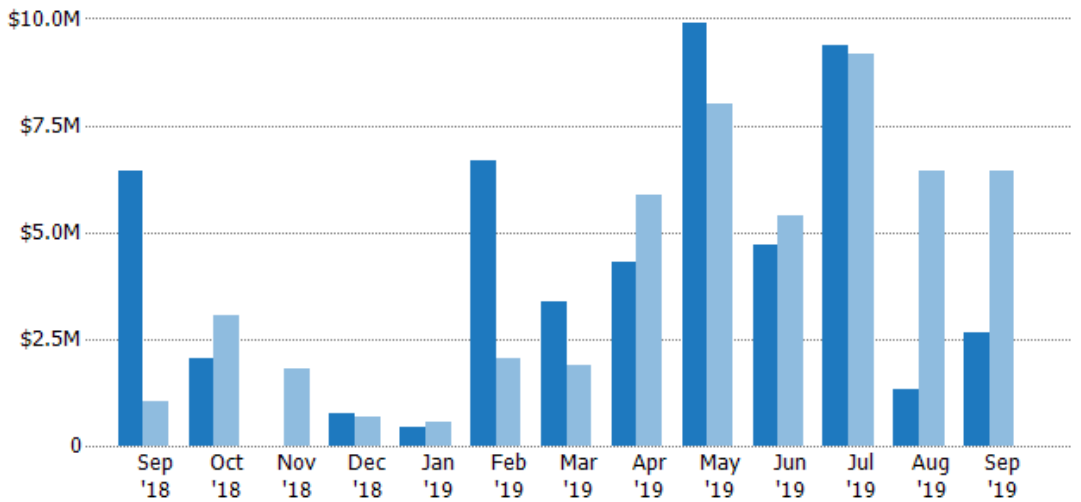
Current Year	7	3	-	1	1	9	6	8	12	9	12	4	4
Prior Year	2	4	2	1	2	4	4	8	10	6	9	10	7
Percent Change from Prior Year	250%	-25%	-100%	0%	-50%	125%	50%	0%	20%	50%	33%	-60%	-43%

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



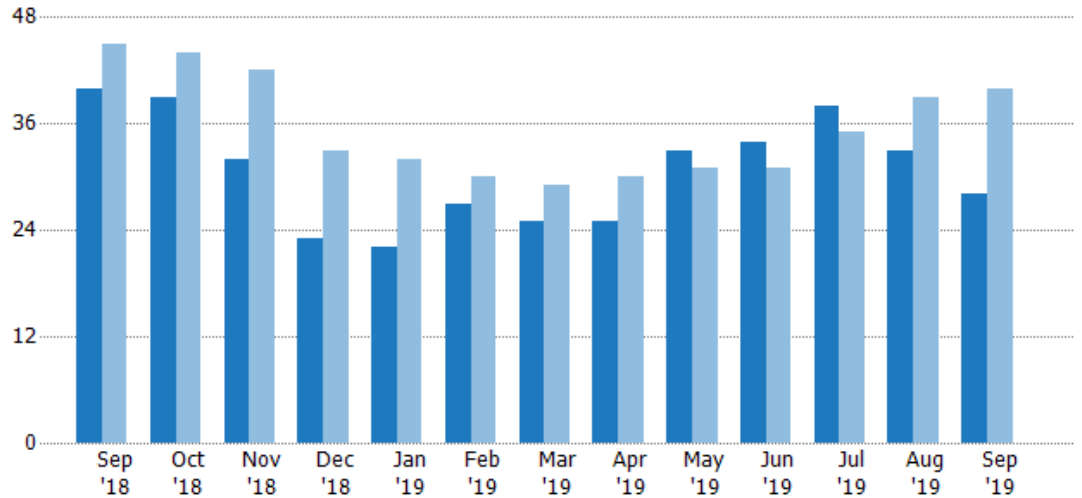
Current Year	\$6.43M	\$2.05M	-	\$760K	\$424K	\$6.69M	\$3.39M	\$4.3M	\$9.88M	\$4.7M	\$9.38M	\$1.34M	\$2.65M
Prior Year	\$1.04M	\$3.04M	\$1.79M	\$695K	\$574K	\$2.05M	\$1.88M	\$5.87M	\$8.02M	\$5.39M	\$9.18M	\$6.42M	\$6.43M
Percent Change from Prior Year	521%	-33%	-100%	9%	-26%	227%	81%	-27%	23%	-13%	2%	-79%	-59%

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



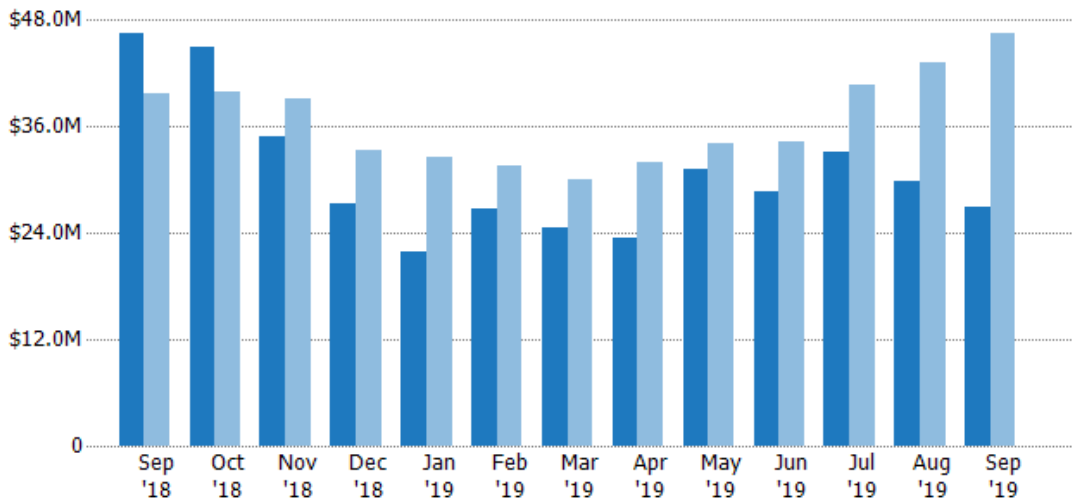
Month/Year	Count	% Chg.
Sep '19	28	-30%
Sep '18	40	-11.1%
Sep '17	45	-2.2%

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.
Sep '19	\$26.9M	-42.2%
Sep '18	\$46.6M	17.1%
Sep '17	\$39.8M	-15.5%

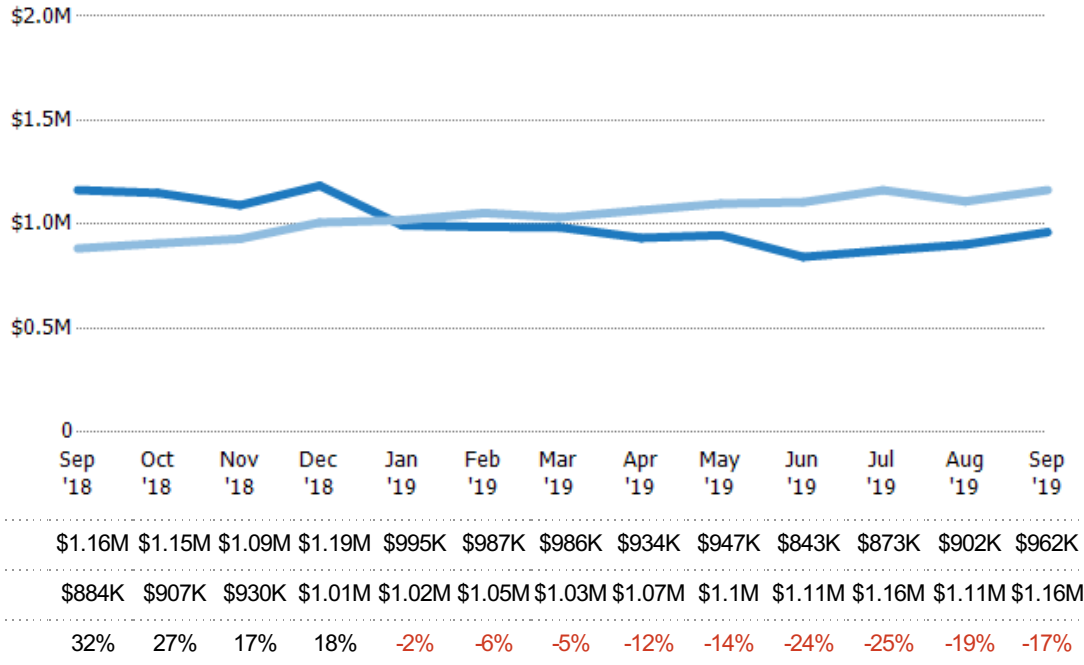
Average Listing Price

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.
Sep '19	\$962K	-17.4%
Sep '18	\$1.16M	31.8%
Sep '17	\$884K	-13.6%



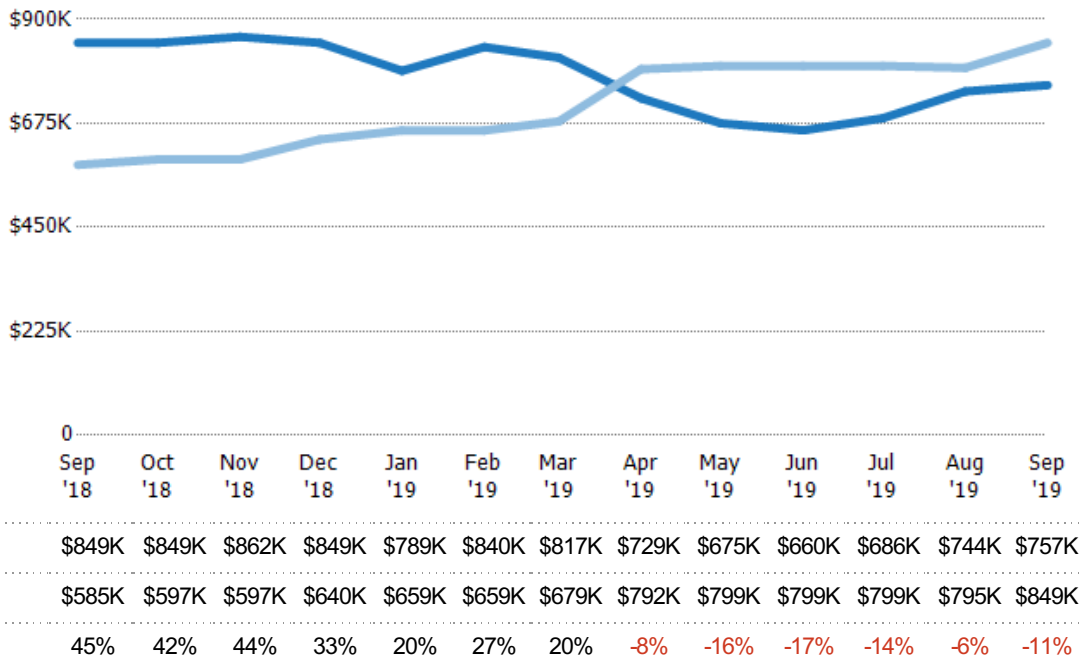
Median Listing Price

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.
Sep '19	\$757K	-10.8%
Sep '18	\$849K	45.1%
Sep '17	\$585K	10.8%

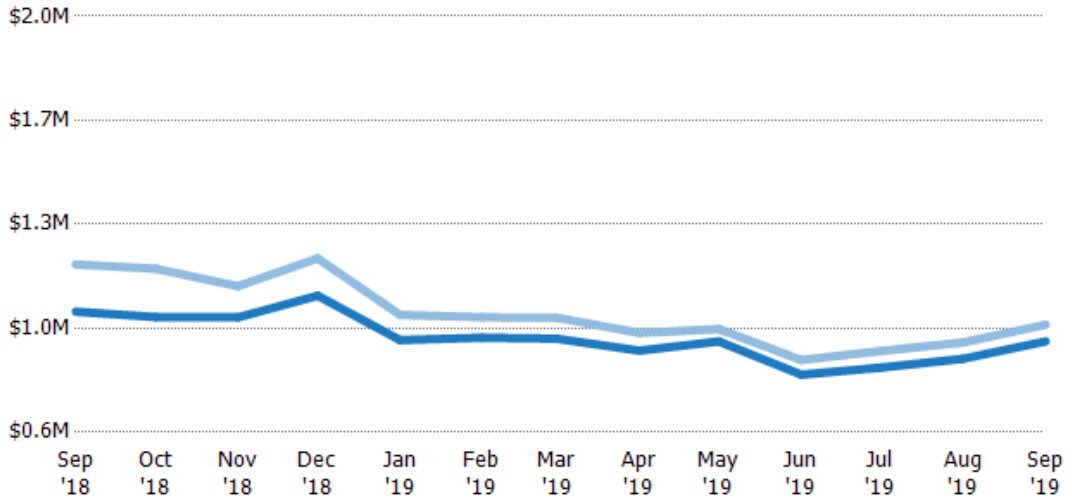


Average Listing Price vs Average Est Value

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



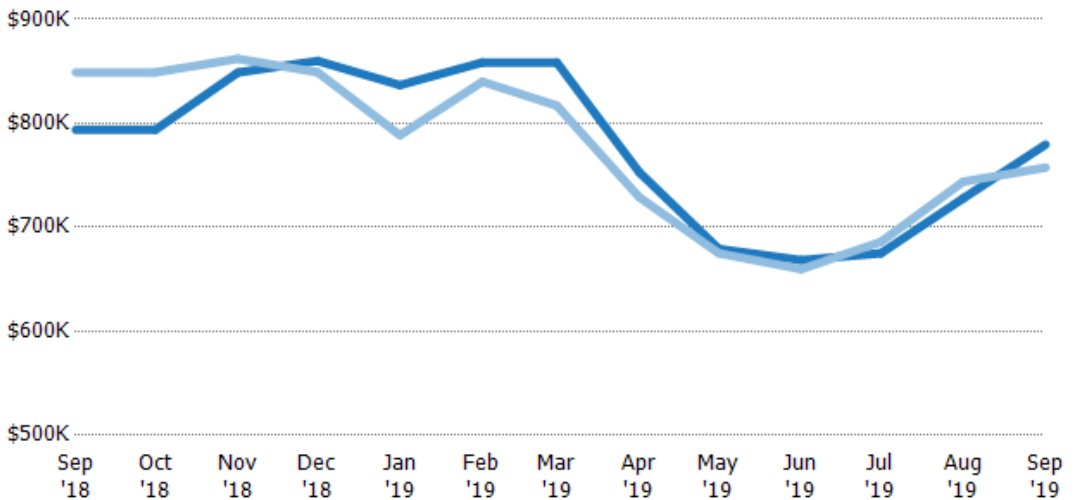
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$1.01M	\$988K	\$987K	\$1.06M	\$910K	\$918K	\$915K	\$875K	\$906K	\$794K	\$818K	\$847K	\$906K
Avg Listing Price	\$1.16M	\$1.15M	\$1.09M	\$1.19M	\$995K	\$987K	\$986K	\$934K	\$947K	\$843K	\$873K	\$902K	\$962K
Avg Listing Price as a % of Avg Est Value	116%	116%	111%	112%	109%	107%	108%	107%	105%	106%	107%	106%	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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$794K	\$794K	\$849K	\$860K	\$837K	\$859K	\$859K	\$753K	\$679K	\$668K	\$675K	\$728K	\$780K
Median Listing Price	\$849K	\$849K	\$862K	\$849K	\$789K	\$840K	\$817K	\$729K	\$675K	\$660K	\$686K	\$744K	\$757K
Med Listing Price as a % of Med Est Value	107%	107%	102%	99%	94%	98%	95%	97%	99%	99%	102%	102%	97%

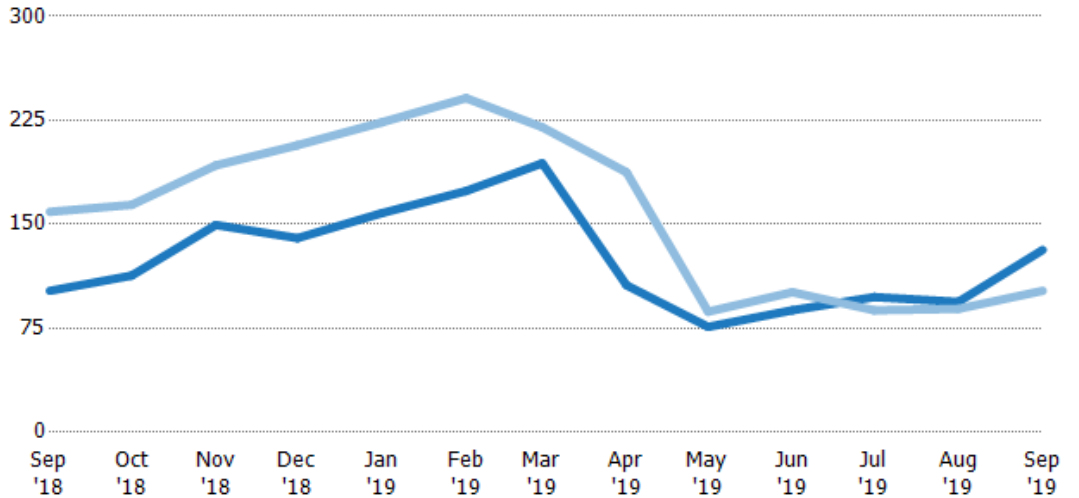
Median Days in RPR

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.
Sep '19	132	28.9%
Sep '18	102	-35.8%
Sep '17	159	7.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	102	113	150	140	158	174	194	106	76	88	97.5	94	132
Prior Year	159	164	193	207	224	241	220	188	87	101	88	89	102
Percent Change from Prior Year	-36%	-31%	-22%	-32%	-29%	-28%	-12%	-43%	-13%	-13%	11%	6%	29%

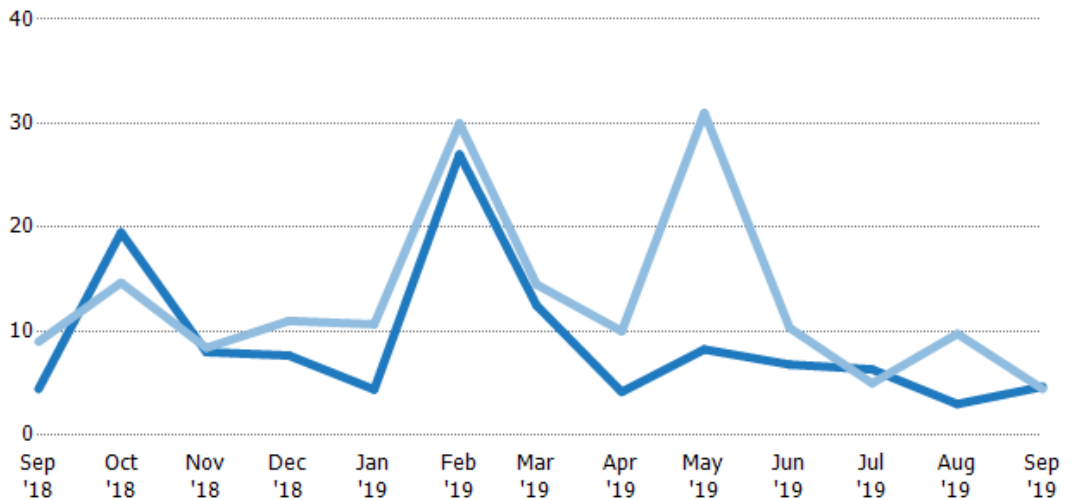
Months of Inventory

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.
Sep '19	4.67	5%
Sep '18	4.44	-50.6%
Sep '17	9	22.2%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	4.44	19.5	8	7.67	4.4	27	12.5	4.17	8.25	6.8	6.33	3	4.67
Prior Year	9	14.7	8.4	11	10.7	30	14.5	10	31	10.3	5	9.75	4.44
Percent Change from Prior Year	-51%	33%	-5%	-30%	-59%	-10%	-14%	-58%	-73%	-34%	27%	-69%	5%

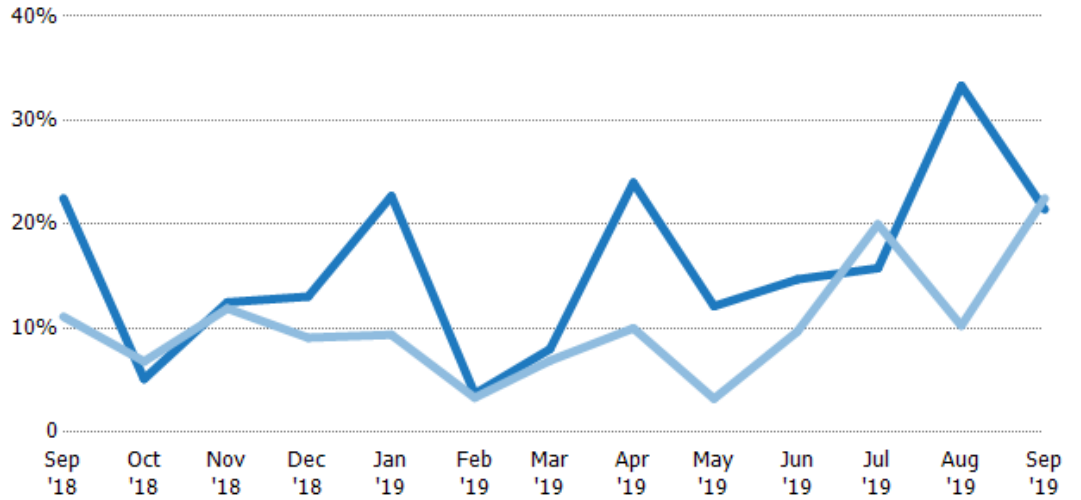
Absorption Rate

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.
Sep '19	21%	1.1%
Sep '18	23%	-11.4%
Sep '17	11%	-18.2%



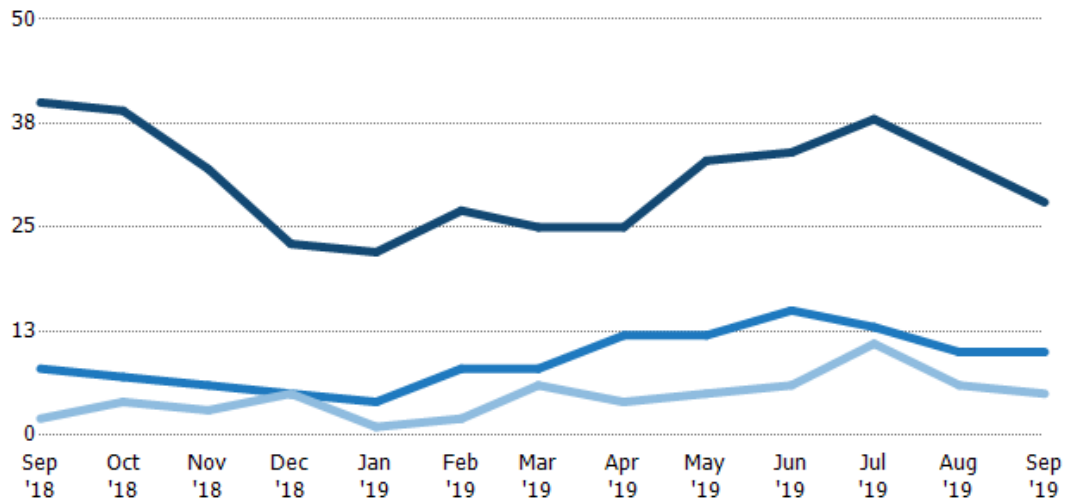
Current Year	23%	5%	13%	13%	23%	4%	8%	24%	12%	15%	16%	33%	21%
Prior Year	11%	7%	12%	9%	9%	3%	7%	10%	3%	10%	20%	10%	23%
Change from Prior Year	-11%	2%	-1%	-4%	-13%	0%	-1%	-14%	-9%	-5%	4%	-23%	1%

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



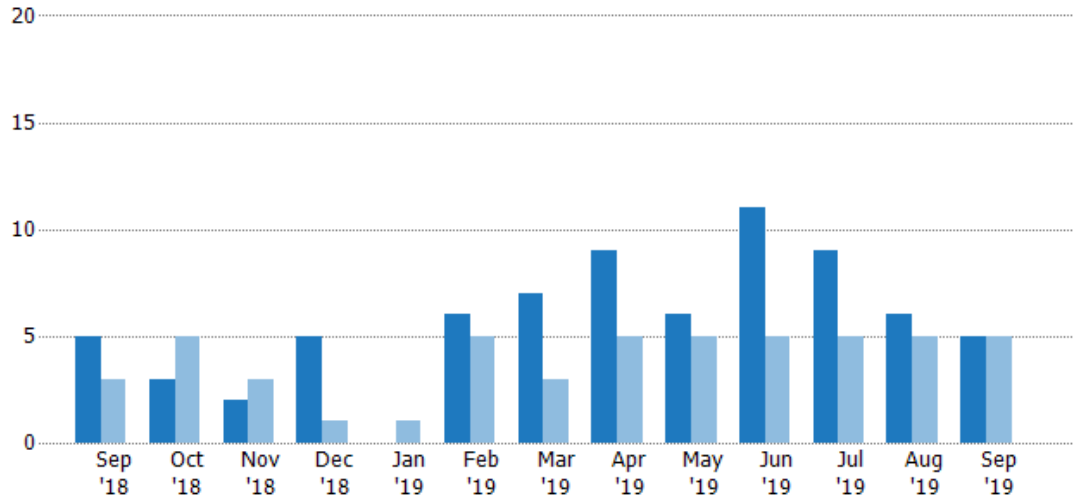
Active	40	39	32	23	22	27	25	25	33	34	38	33	28
Pending	8	7	6	5	4	8	8	12	12	15	13	10	10
Sold	2	4	3	5	1	2	6	4	5	6	11	6	5

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



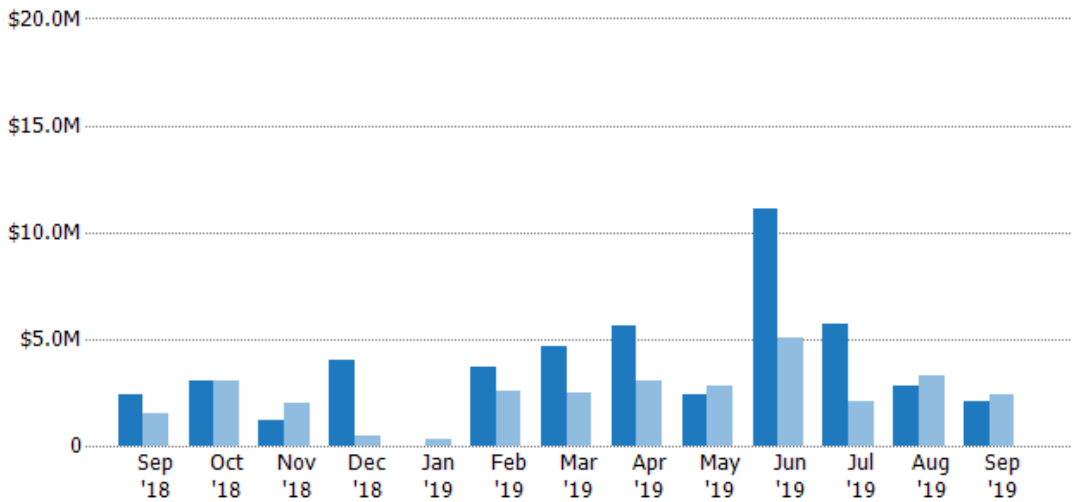
Current Year	5	3	2	5	-	6	7	9	6	11	9	6	5
Prior Year	3	5	3	1	1	5	3	5	5	5	5	5	5
Percent Change from Prior Year	67%	-40%	-33%	400%	-100%	20%	133%	80%	20%	120%	80%	20%	0%

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	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.78M	\$2.08M
Prior Year	\$1.51M	\$3.02M	\$1.98M	\$450K	\$305K	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M
Percent Change from Prior Year	61%	0%	-41%	792%	-100%	42%	89%	87%	-14%	119%	174%	-16%	-14%

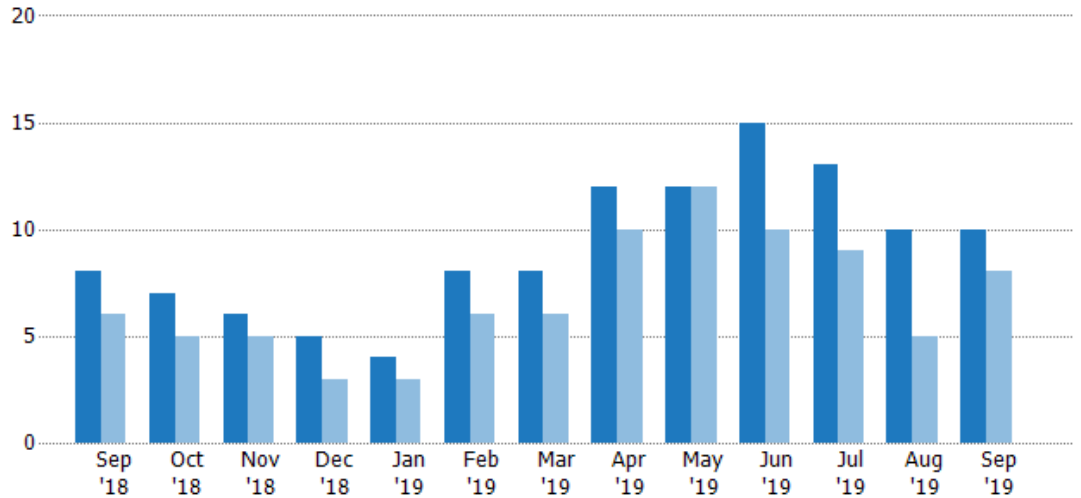
Pending Sales

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.
Sep '19	10	25%
Sep '18	8	33.3%
Sep '17	6	100%



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

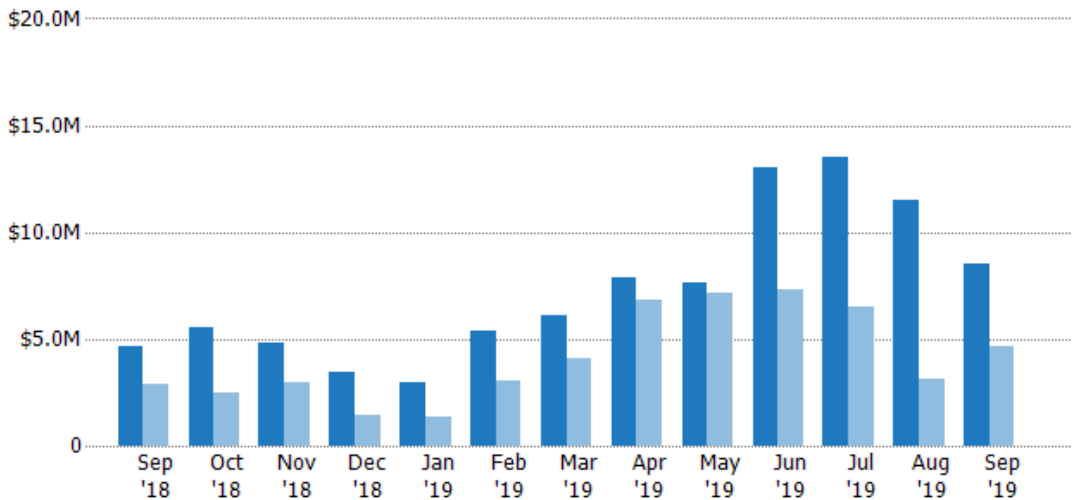
Pending Sales Volume

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.
Sep '19	\$8.49M	83.5%
Sep '18	\$4.63M	62.1%
Sep '17	\$2.86M	199.5%



Current Year	\$4.63M	\$5.55M	\$4.82M	\$3.47M	\$2.97M	\$5.38M	\$6.13M	\$7.84M	\$7.62M	\$13M	\$13.5M	\$11.5M	\$8.49M
Prior Year	\$2.86M	\$2.47M	\$3M	\$1.47M	\$1.32M	\$3.06M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M
Percent Change from Prior Year	62%	125%	61%	137%	125%	75%	49%	15%	7%	78%	106%	267%	84%

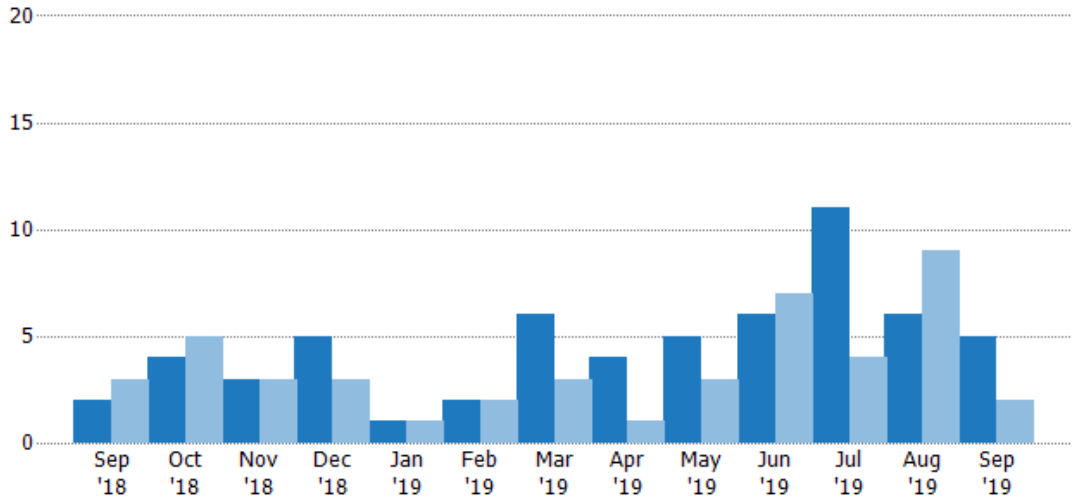
Closed Sales

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.
Sep '19	5	150%
Sep '18	2	-33.3%
Sep '17	3	



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	2	4	3	5	1	2	6	4	5	6	11	6	5
Prior Year	3	5	3	3	1	2	3	1	3	7	4	9	2
Percent Change from Prior Year	-33%	-20%	0%	67%	0%	0%	100%	300%	67%	-14%	175%	-33%	150%

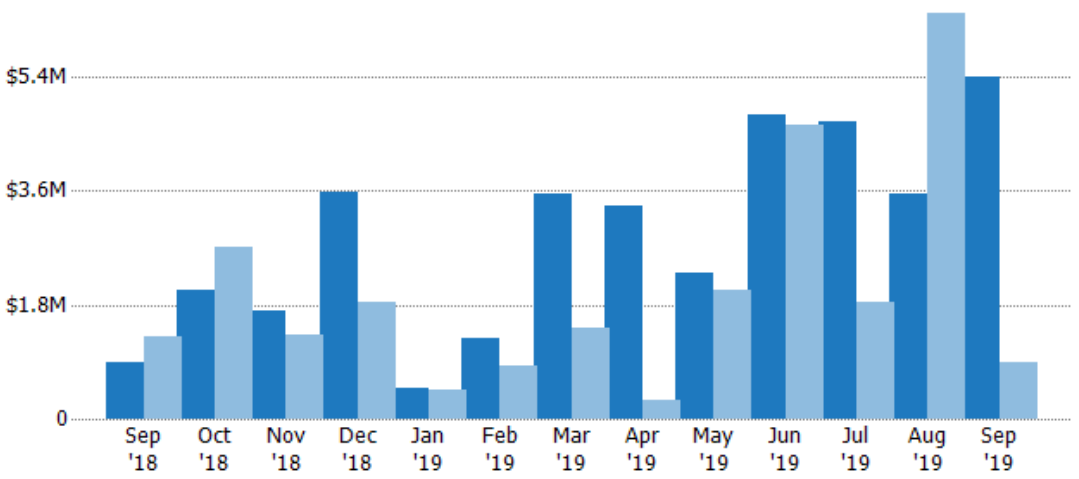
Closed Sales Volume

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.
Sep '19	\$5.39M	501.3%
Sep '18	\$897K	-30.6%
Sep '17	\$1.29M	



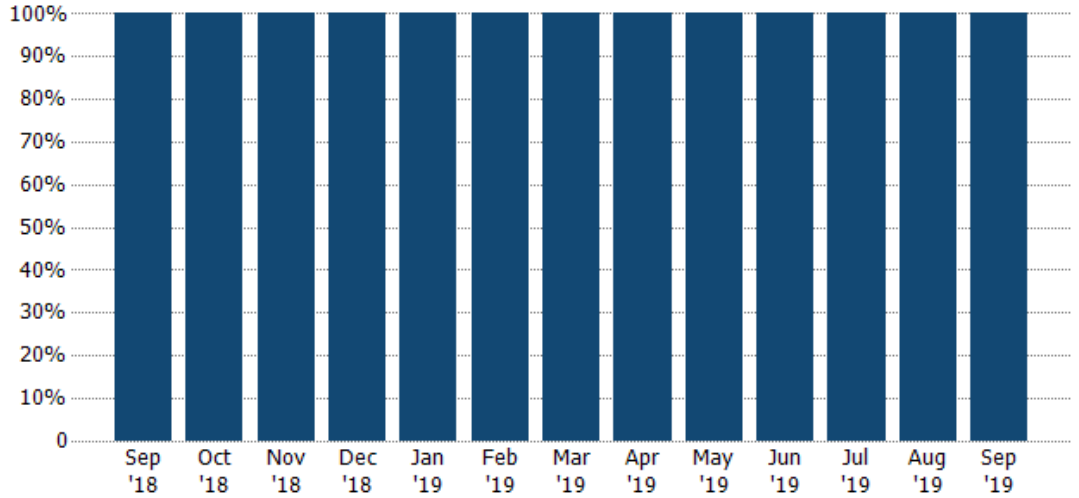
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$897K	\$2.04M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$3.36M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M
Prior Year	\$1.29M	\$2.72M	\$1.33M	\$1.84M	\$451K	\$824K	\$1.43M	\$305K	\$2.02M	\$4.63M	\$1.85M	\$6.41M	\$897K
Percent Change from Prior Year	-31%	-25%	28%	94%	10%	55%	148%	1,000%	14%	3%	154%	-45%	501%

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

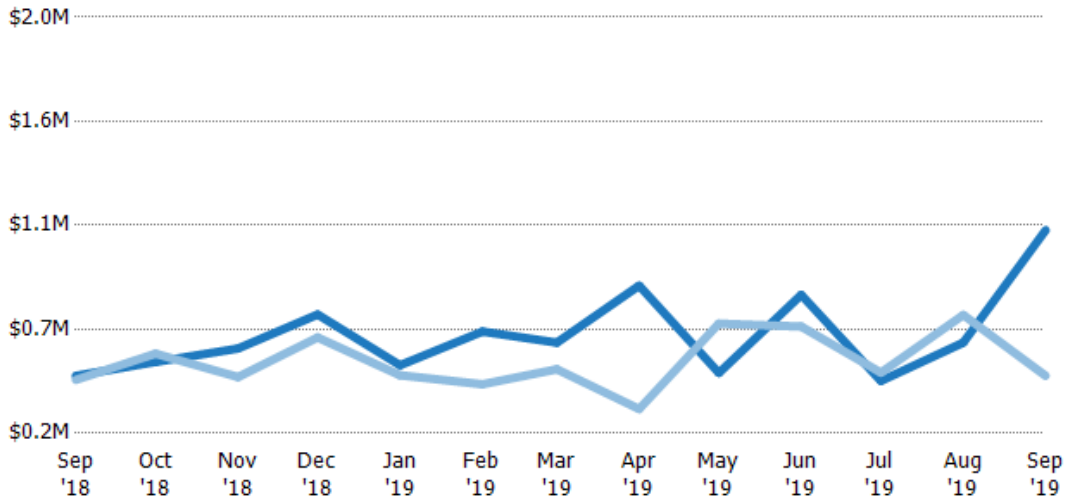
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

■ Prior Year

Percent Change from Prior Year: 4% -7% 28% 16% 10% 55% 24% 175% -32% 21% -8% -17% 141%

Month/Year	Price	% Chg.
Sep '19	\$1.08M	140.5%
Sep '18	\$449K	4.1%
Sep '17	\$431K	

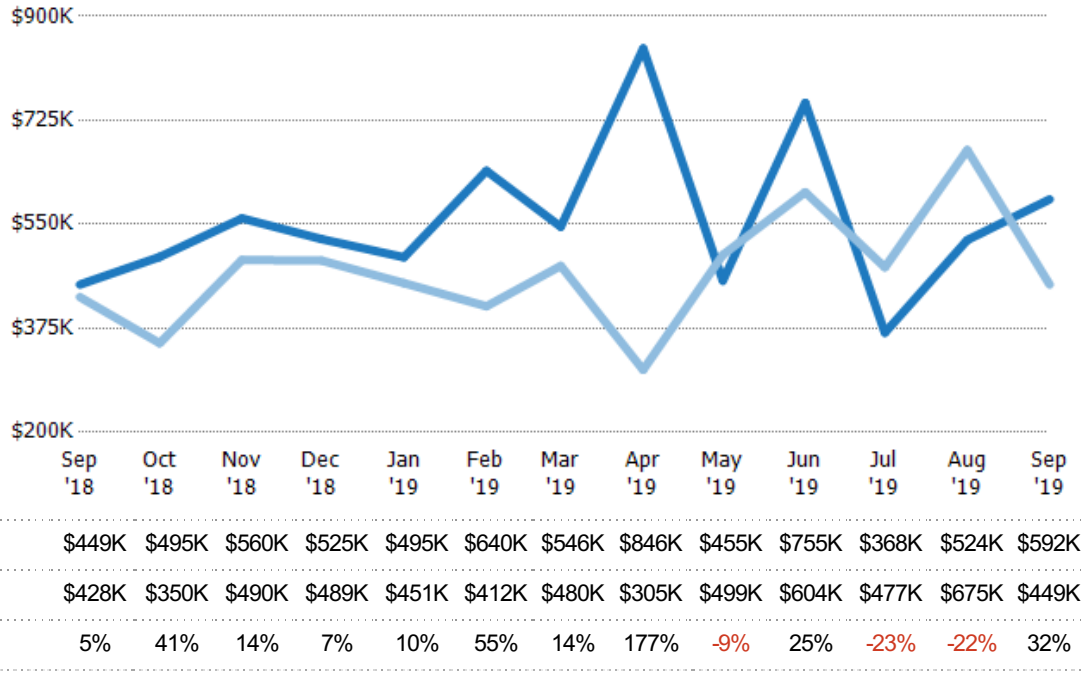
Median Sales Price

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.
Sep '19	\$592K	32%
Sep '18	\$449K	4.9%
Sep '17	\$428K	



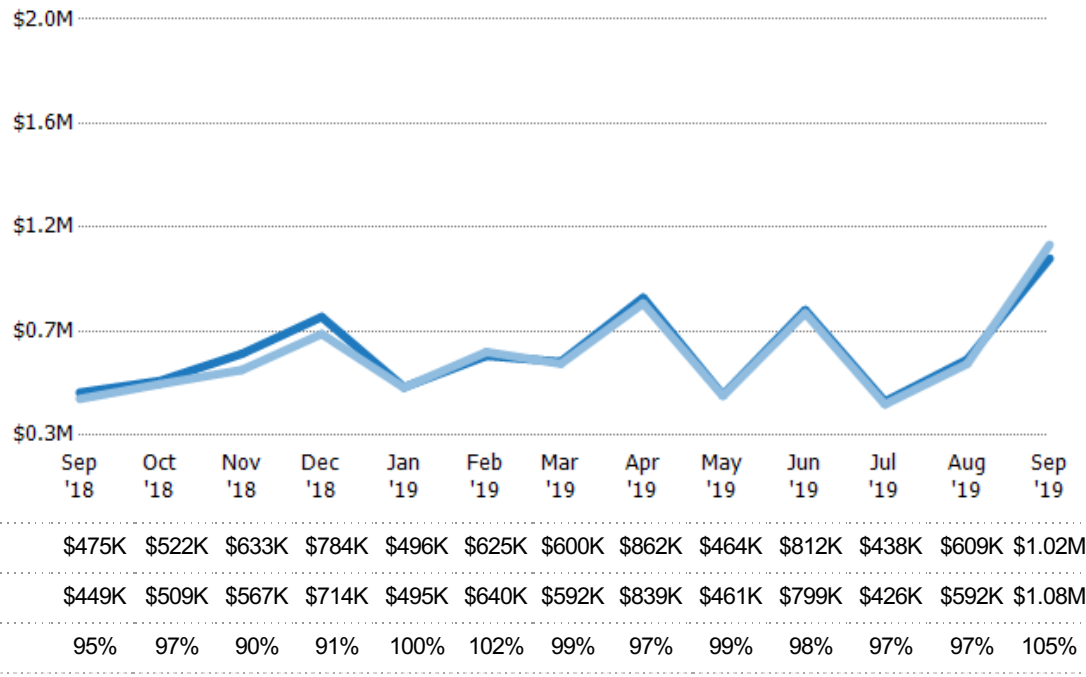
Average Sales Price vs Average Listing Price

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

Month/ Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Sep '19	\$1.02M	\$1.08M	105%
Sep '18	\$475K	\$449K	95%

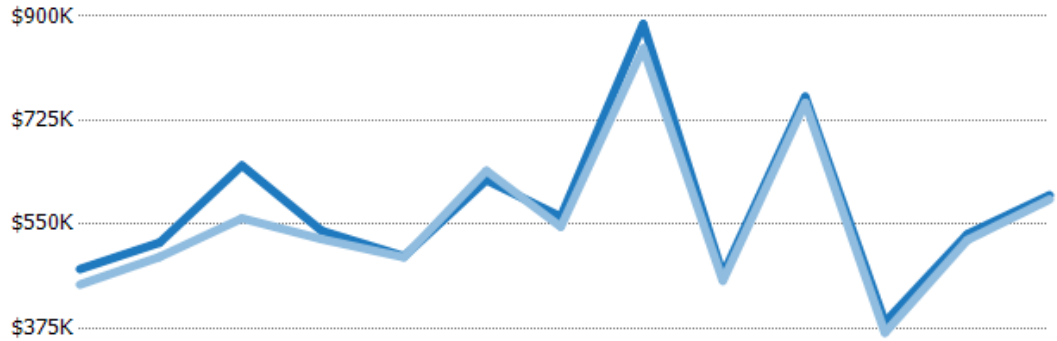


Median Sales Price vs Median Listing Price

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



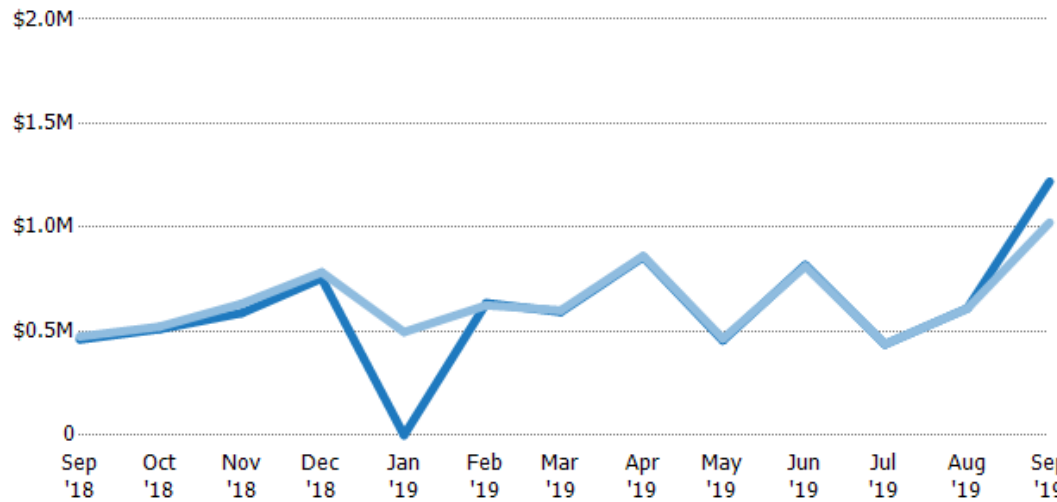
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$887K	\$465K	\$765K	\$385K	\$533K	\$599K
Median Sales Price	\$449K	\$495K	\$560K	\$525K	\$495K	\$640K	\$546K	\$846K	\$455K	\$755K	\$368K	\$524K	\$592K
Med Sales Price as a % of Med List Price	95%	95%	86%	97%	100%	102%	97%	95%	98%	99%	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



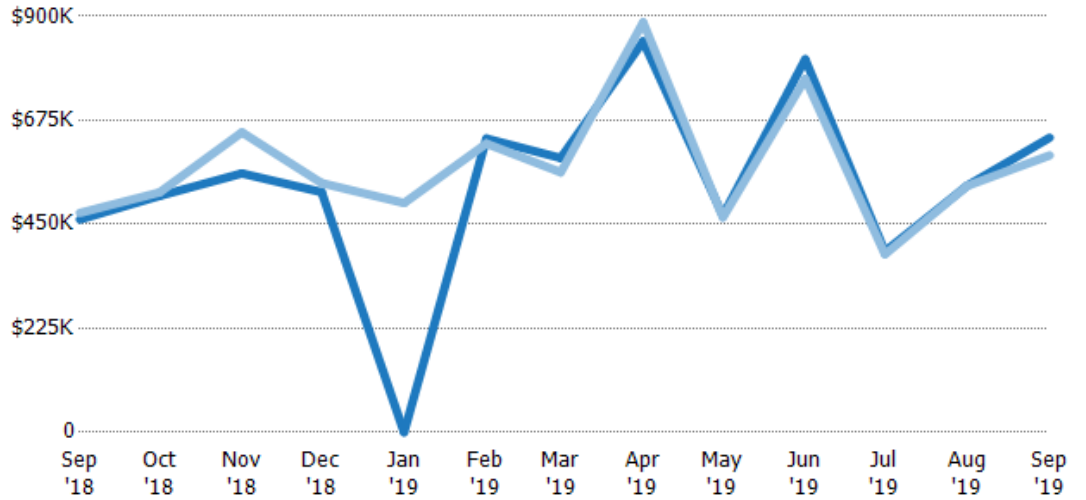
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$460K	\$510K	\$588K	\$754K	\$0	\$635K	\$593K	\$857K	\$455K	\$819K	\$437K	\$610K	\$1.22M
Avg Sales Price	\$475K	\$522K	\$633K	\$784K	\$496K	\$625K	\$600K	\$862K	\$464K	\$812K	\$438K	\$609K	\$1.02M
Avg Sales Price as a % of Avg Est Value	103%	102%	108%	104%	100%	98%	101%	101%	102%	99%	100%	100%	84%

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	\$460K	\$512K	\$560K	\$520K	\$0	\$635K	\$593K	\$846K	\$469K	\$807K	\$391K	\$534K	\$637K
Median Sales Price	\$475K	\$519K	\$649K	\$539K	\$496K	\$625K	\$563K	\$887K	\$465K	\$765K	\$385K	\$533K	\$599K
Med Sales Price as a % of Med Est Value	103%	101%	116%	104%	100%	98%	95%	105%	99%	95%	98%	100%	94%