

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	10	-70%	7	12	-41.7%
New Listing Volume	\$2,703,062	\$7,567,200	-64.3%	\$6,685,462	\$8,390,200	-20.3%
Active Listing Count	17	30	-43.3%	N/A	N/A	
Active Listing Volume	\$13,359,662	\$24,603,015	-45.7%	N/A	N/A	
Average Listing Price	\$785,862	\$820,101	-4.2%	\$767,227	\$808,747	-5.1%
Median Listing Price	\$675,000	\$774,450	-12.8%	\$675,000	\$765,396	-11.8%
Median Days in RPR	86	174	-50.6%	79.57	167.67	-52.5%
Months of Inventory	5.7	30	-81.1%	10.7	18.7	-42.9%
Absorption Rate	17.65%	3.33%	+14.3%	9.38%	5.36%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	2	6	-66.7%	5	6	-16.7%
New Pending Sales Volume	\$684,000	\$3,651,000	-81.3%	\$2,741,000	\$3,651,000	-24.9%
Pending Sales Count	2	8	-75%	N/A	N/A	
Pending Sales Volume	\$864,900	\$5,922,000	-85.4%	N/A	N/A	
Closed Sales Count	4	2	+100%	7	3	+133.3%
Closed Sales Volume	\$2,687,500	\$1,280,000	+110%	\$6,152,500	\$1,774,500	+246.7%
Average Sales Price	\$671,875	\$640,000	+5%	\$878,929	\$591,500	+48.6%
Median Sales Price	\$792,500	\$640,000	+23.8%	\$952,143	\$591,500	+61%

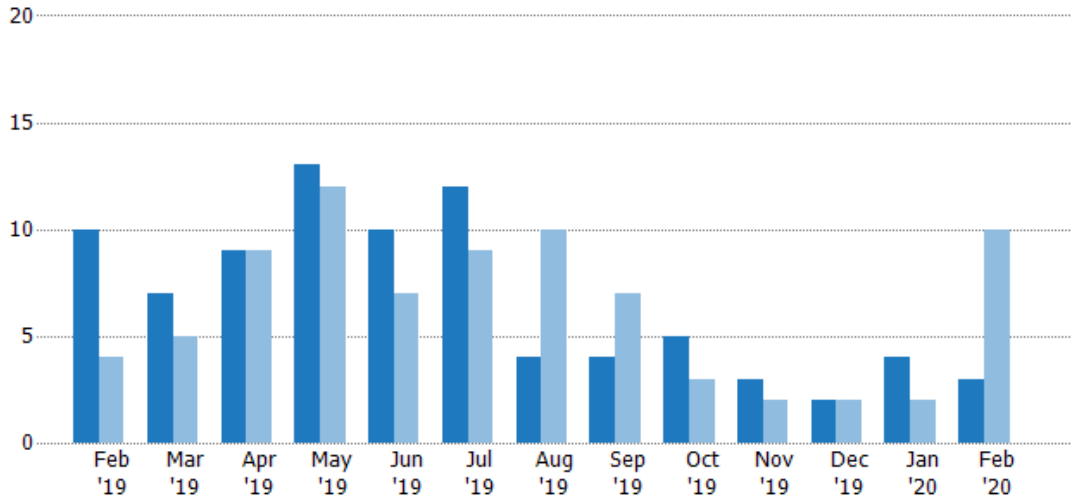
New Listings

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.
Feb '20	3	-70%
Feb '19	10	150%
Feb '18	4	50%



Current Year	10	7	9	13	10	12	4	4	5	3	2	4	3
Prior Year	4	5	9	12	7	9	10	7	3	2	2	2	10
Percent Change from Prior Year	150%	40%	0%	8%	43%	33%	-60%	-43%	67%	50%	0%	100%	-70%

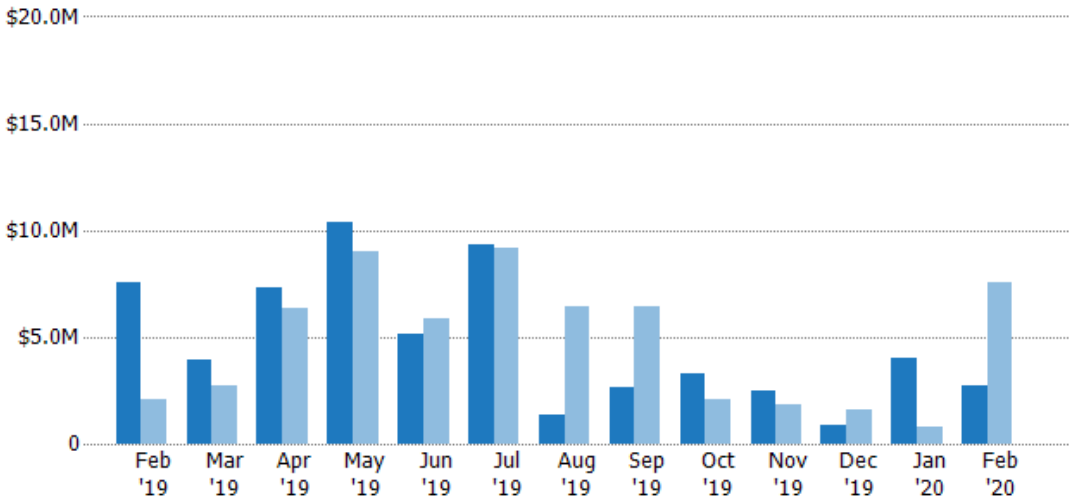
New Listing Volume

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.
Feb '20	\$2.7M	-64.3%
Feb '19	\$7.57M	269.6%
Feb '18	\$2.05M	53.2%



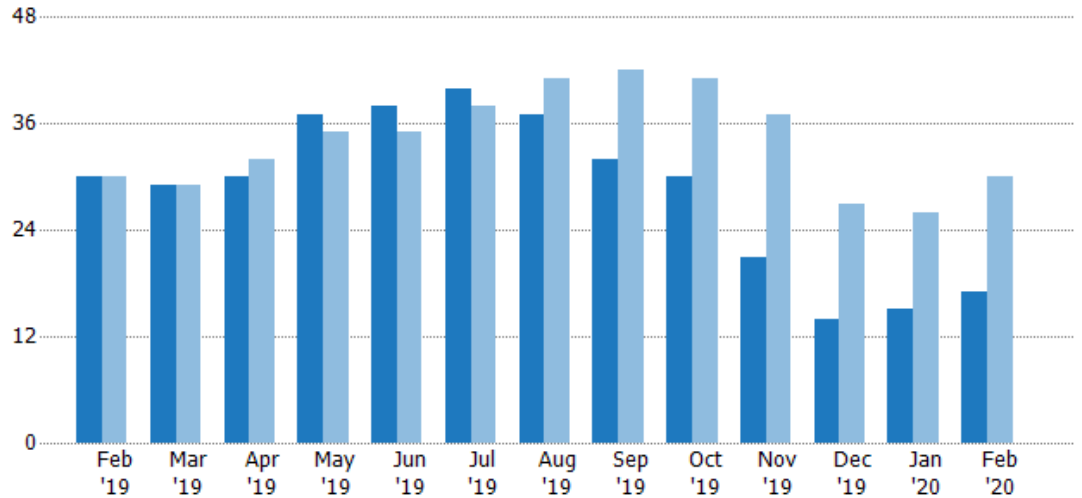
Current Year	\$7.57M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.31M	\$2.46M	\$890K	\$3.98M	\$2.7M
Prior Year	\$2.05M	\$2.73M	\$6.31M	\$9.04M	\$5.88M	\$9.18M	\$6.42M	\$6.43M	\$2.05M	\$1.83M	\$1.64M	\$823K	\$7.57M
Percent Change from Prior Year	270%	43%	16%	14%	-12%	2%	-79%	-59%	62%	34%	-46%	384%	-64%

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.
Feb '20	17	-43.3%
Feb '19	30	0%
Feb '18	30	-6.7%

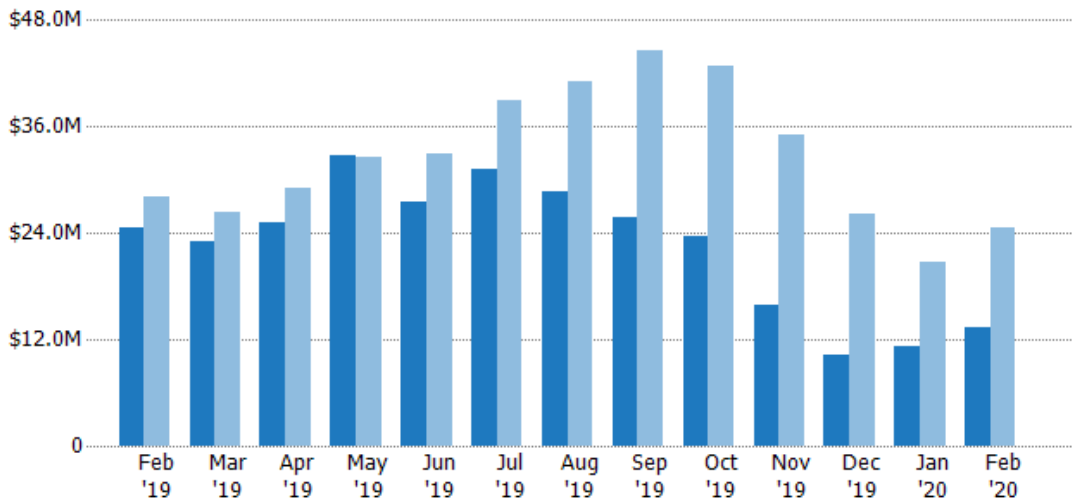
Current Year	30	29	30	37	38	40	37	32	30	21	14	15	17
Prior Year	30	29	32	35	35	38	41	42	41	37	27	26	30
Percent Change from Prior Year	0%	0%	-6%	6%	9%	5%	-10%	-24%	-27%	-43%	-48%	-42%	-43%

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.
Feb '20	\$13.4M	-45.7%
Feb '19	\$24.6M	-12.3%
Feb '18	\$28.1M	-16.9%

Current Year	\$24.6M	\$23.1M	\$25.2M	\$32.7M	\$27.6M	\$31.2M	\$28.6M	\$25.8M	\$23.7M	\$15.9M	\$10.2M	\$11.2M	\$13.4M
Prior Year	\$28.1M	\$26.4M	\$29.1M	\$32.6M	\$33M	\$39M	\$41.1M	\$44.6M	\$42.9M	\$35.1M	\$26.1M	\$20.7M	\$24.6M
Percent Change from Prior Year	-12%	-13%	-14%	0%	-17%	-20%	-30%	-42%	-45%	-55%	-61%	-46%	-46%

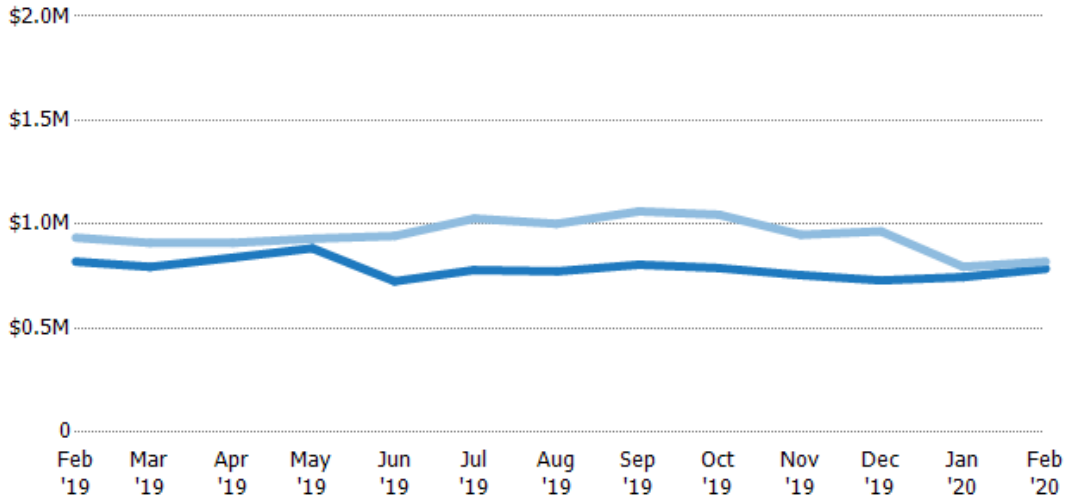
Average Listing Price

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.
Feb '20	\$786K	-4.2%
Feb '19	\$820K	-12.3%
Feb '18	\$935K	-11%



Current Year	\$820K	\$795K	\$839K	\$884K	\$726K	\$780K	\$774K	\$806K	\$789K	\$755K	\$730K	\$746K	\$786K
Prior Year	\$935K	\$910K	\$911K	\$931K	\$944K	\$1.03M	\$1M	\$1.06M	\$1.05M	\$949K	\$966K	\$796K	\$820K
Percent Change from Prior Year	-12%	-13%	-8%	-5%	-23%	-24%	-23%	-24%	-25%	-20%	-24%	-6%	-4%

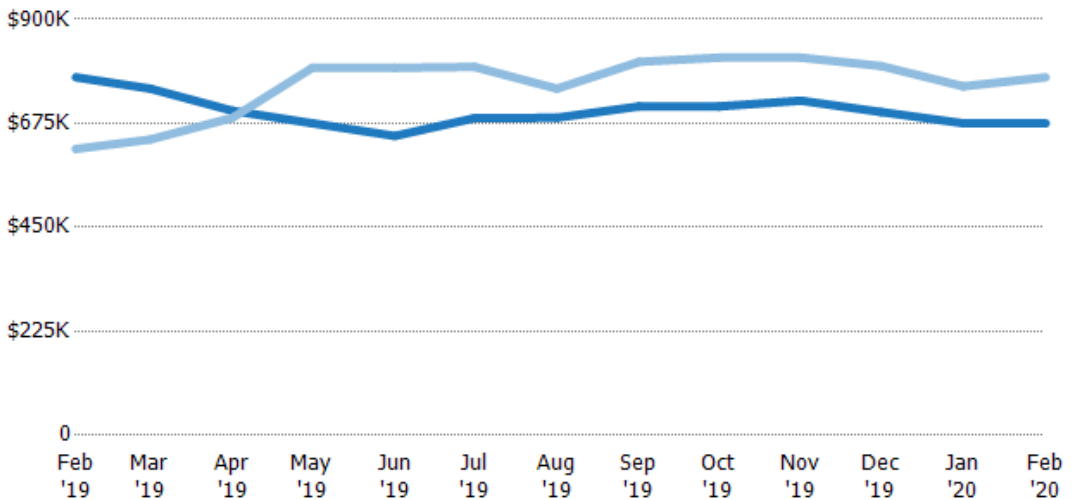
Median Listing Price

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.
Feb '20	\$675K	-12.8%
Feb '19	\$774K	25%
Feb '18	\$619K	14.6%



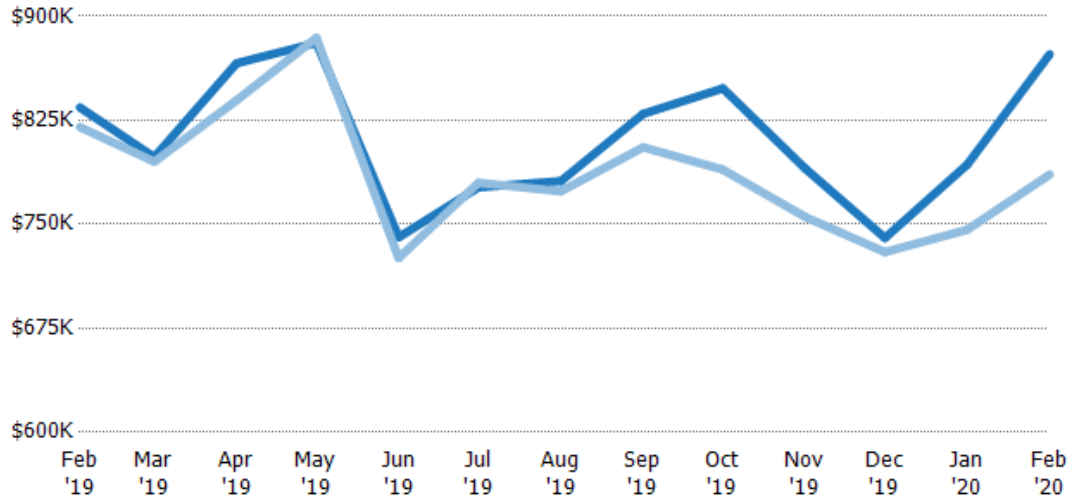
Current Year	\$774K	\$750K	\$702K	\$675K	\$648K	\$686K	\$687K	\$711K	\$711K	\$724K	\$699K	\$675K	\$675K
Prior Year	\$619K	\$640K	\$687K	\$795K	\$795K	\$797K	\$750K	\$808K	\$817K	\$817K	\$799K	\$755K	\$774K
Percent Change from Prior Year	25%	17%	2%	-15%	-19%	-14%	-8%	-12%	-13%	-11%	-12%	-11%	-13%

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



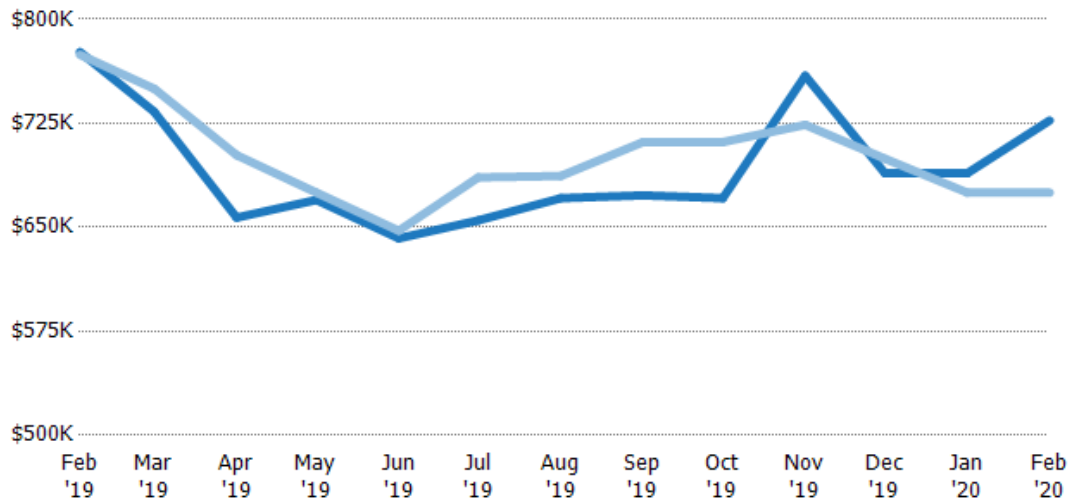
Avg Est Value	\$834K	\$798K	\$866K	\$881K	\$741K	\$777K	\$781K	\$830K	\$848K	\$790K	\$740K	\$793K	\$873K
Avg Listing Price	\$820K	\$795K	\$839K	\$884K	\$726K	\$780K	\$774K	\$806K	\$789K	\$755K	\$730K	\$746K	\$786K
Avg Listing Price as a % of Avg Est Value	98%	100%	97%	100%	98%	100%	99%	97%	93%	96%	99%	94%	90%

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	\$776K	\$733K	\$657K	\$670K	\$642K	\$655K	\$671K	\$673K	\$671K	\$759K	\$689K	\$689K	\$727K
Median Listing Price	\$774K	\$750K	\$702K	\$675K	\$648K	\$686K	\$687K	\$711K	\$711K	\$724K	\$699K	\$675K	\$675K
Med Listing Price as a % of Med Est Value	100%	102%	107%	101%	101%	105%	102%	106%	106%	95%	102%	98%	93%

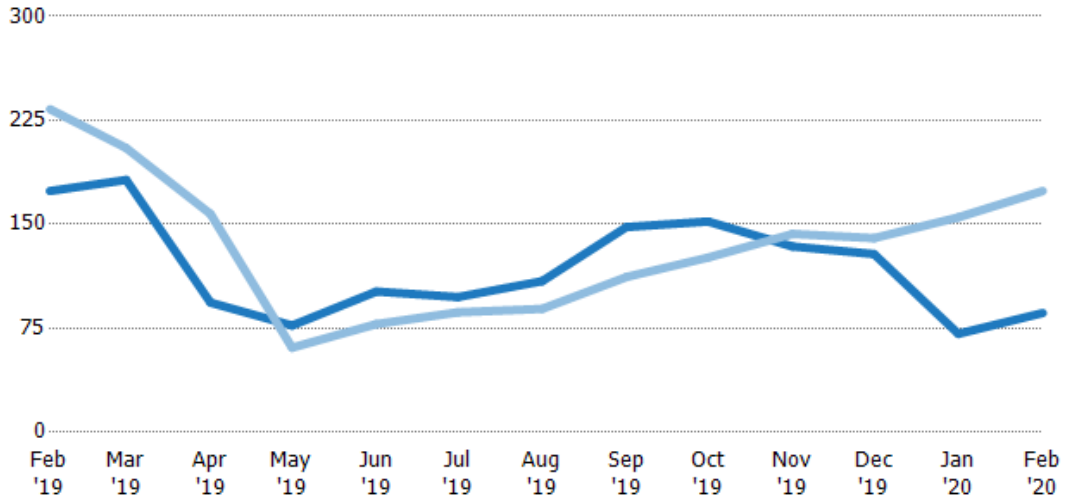
Median Days in RPR

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.
Feb '20	86	-50.6%
Feb '19	174	-25.3%
Feb '18	233	-12.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	174	182	93.5	77	102	97.5	109	148	152	134	129	71	86
Prior Year	233	205	158	61	78	86.5	89	112	126	143	140	155	174
Percent Change from Prior Year	-25%	-11%	-41%	26%	30%	13%	22%	32%	21%	-6%	-8%	-54%	-51%

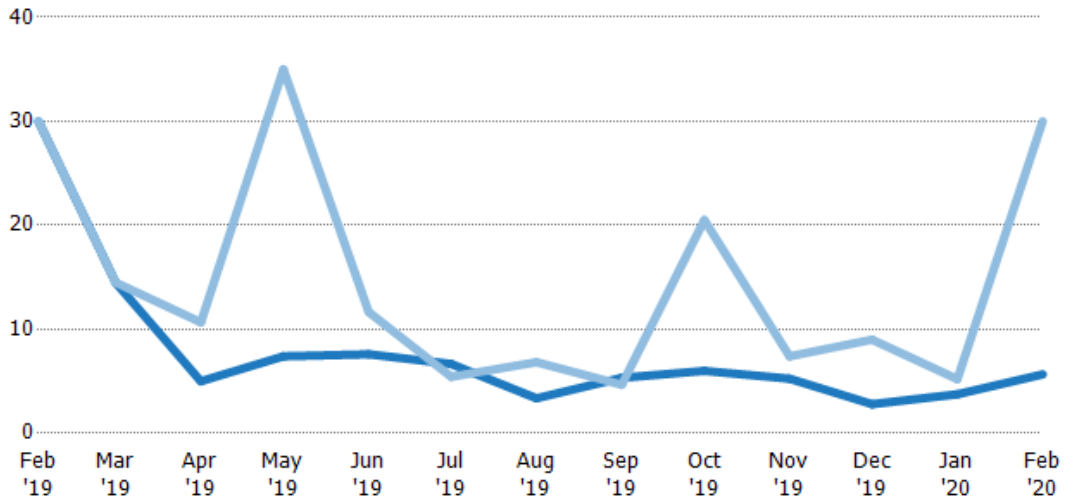
Months of Inventory

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.
Feb '20	5.67	-81.1%
Feb '19	30	0%
Feb '18	30	-68.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	30	14.5	5	7.4	7.6	6.67	3.36	5.33	6	5.25	2.8	3.75	5.67
Prior Year	30	14.5	10.7	35	11.7	5.43	6.83	4.67	20.5	7.4	9	5.2	30
Percent Change from Prior Year	0%	0%	-53%	-79%	-35%	23%	-51%	14%	-71%	-29%	-69%	-28%	-81%

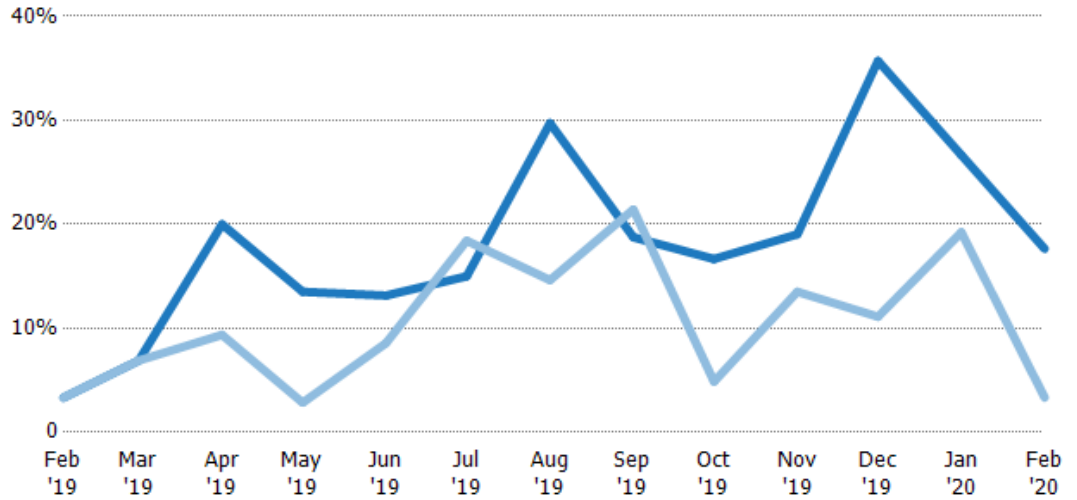
Absorption Rate

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.
Feb '20	18%	-14.3%
Feb '19	3%	0%
Feb '18	3%	221.6%



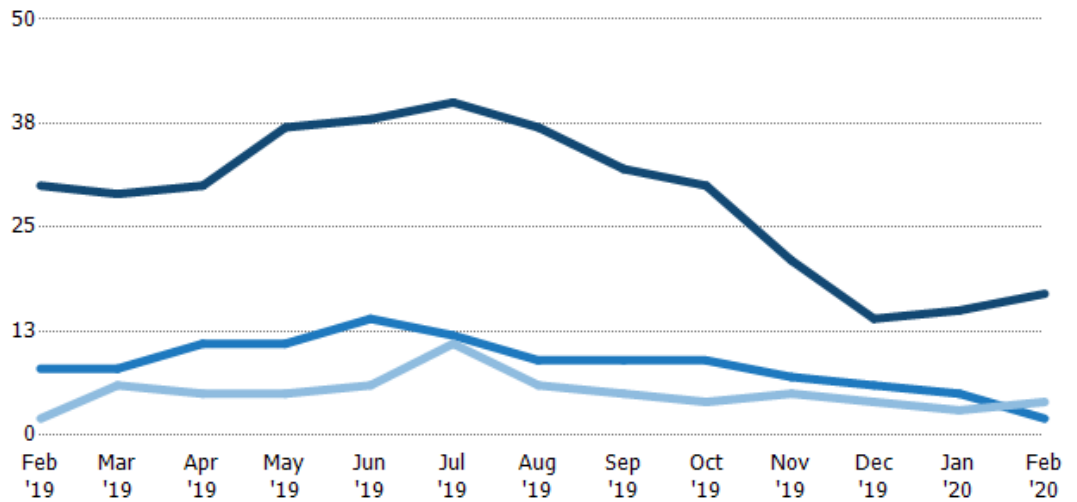
Current Year	3%	7%	20%	14%	13%	15%	30%	19%	17%	19%	36%	27%	18%
Prior Year	3%	7%	9%	3%	9%	18%	15%	21%	5%	14%	11%	19%	3%
Change from Prior Year	0%	0%	-11%	-11%	-5%	3%	-15%	3%	-12%	-6%	-25%	-7%	-14%

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



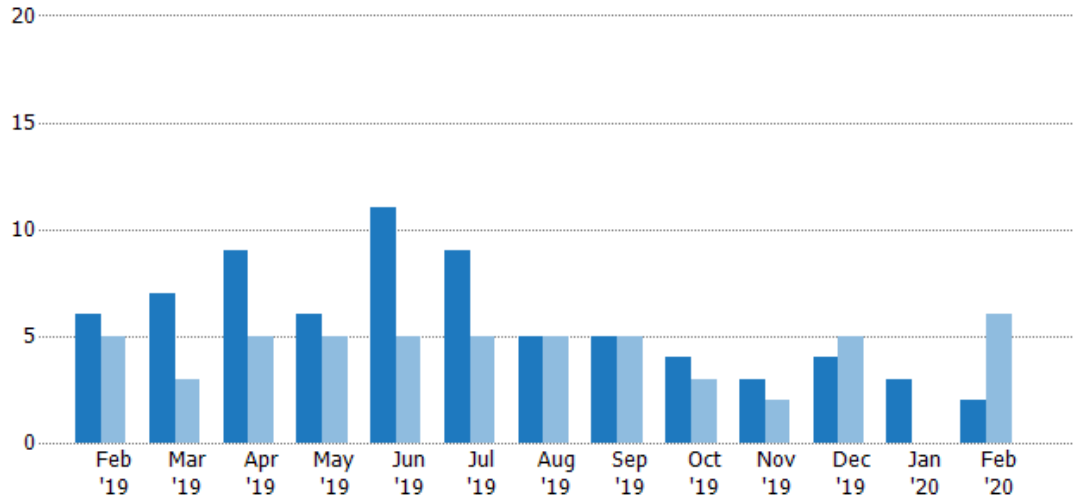
Active	30	29	30	37	38	40	37	32	30	21	14	15	17
Pending	8	8	11	11	14	12	9	9	9	7	6	5	2
Sold	2	6	5	5	6	11	6	5	4	5	4	3	4

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



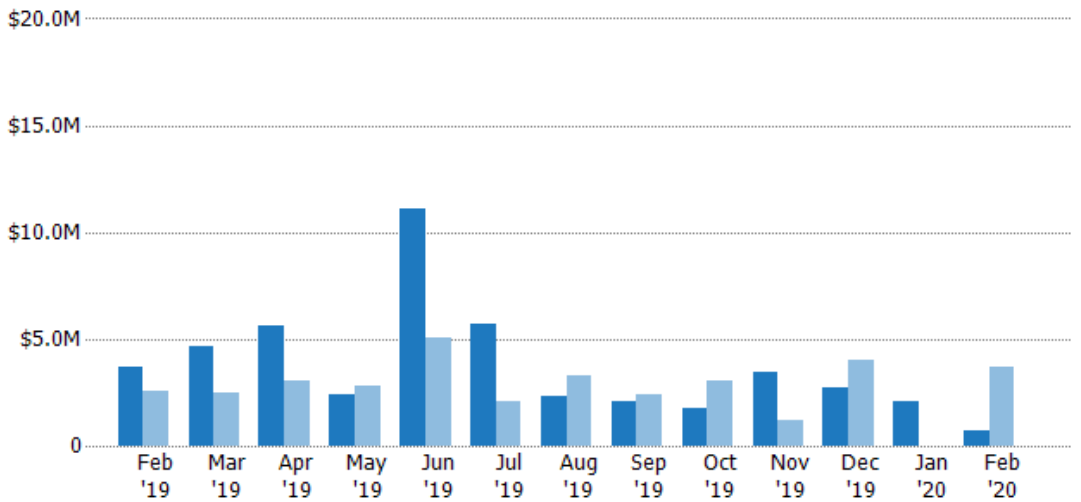
Current Year	6	7	9	6	11	9	5	5	4	3	4	3	2
Prior Year	5	3	5	5	5	5	5	5	3	2	5	-	6
Percent Change from Prior Year	20%	133%	80%	20%	120%	80%	0%	0%	33%	50%	-20%	100%	-67%

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	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K
Prior Year	\$2.58M	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M
Percent Change from Prior Year	42%	89%	87%	-14%	119%	174%	-30%	-14%	-42%	198%	-32%	100%	-81%

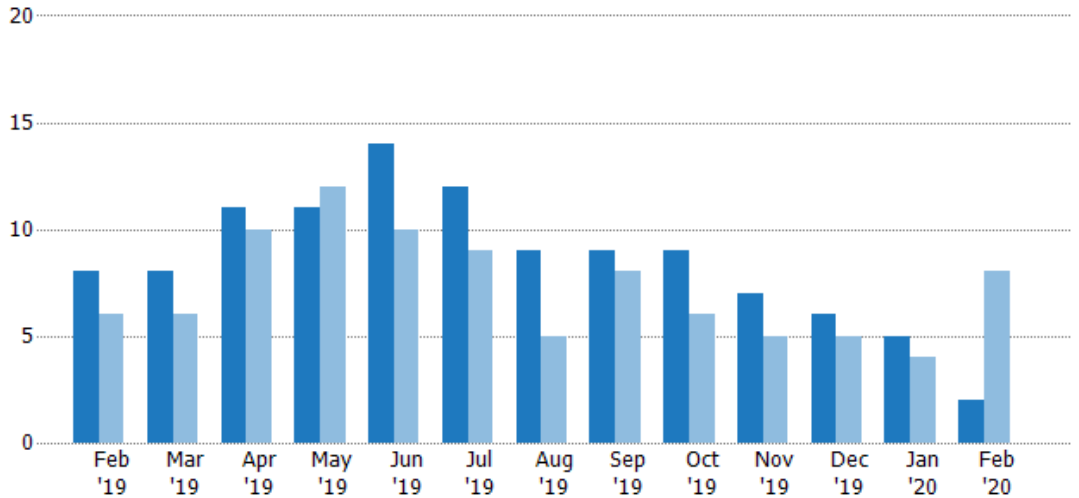
Pending Sales

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.
Feb '20	2	-75%
Feb '19	8	33.3%
Feb '18	6	66.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	8	8	11	11	14	12	9	9	9	7	6	5	2
Prior Year	6	6	10	12	10	9	5	8	6	5	5	4	8
Percent Change from Prior Year	33%	33%	10%	-8%	40%	33%	80%	13%	50%	40%	20%	25%	-75%

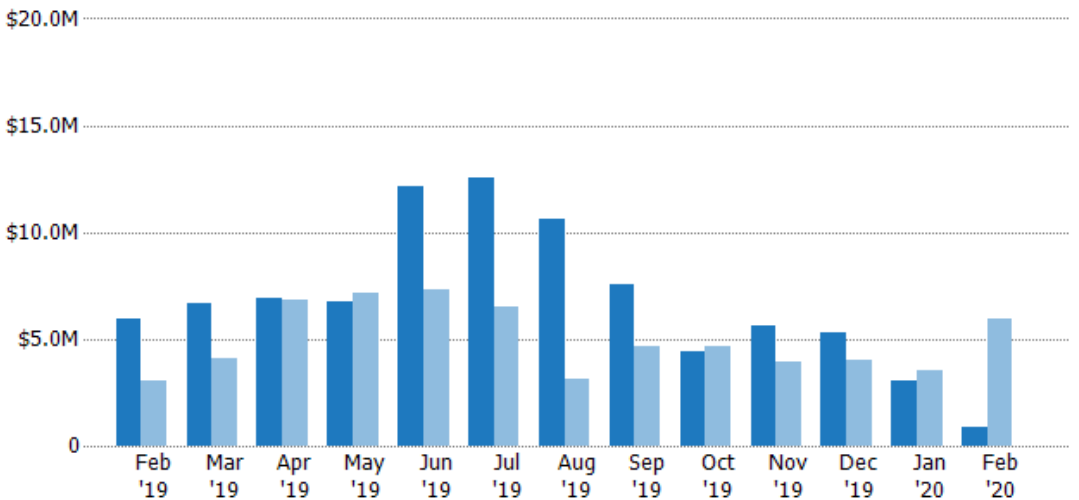
Pending Sales Volume

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.
Feb '20	\$865K	-85.4%
Feb '19	\$5.92M	93.3%
Feb '18	\$3.06M	41%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.59M	\$4.45M	\$5.63M	\$5.3M	\$3.07M	\$865K
Prior Year	\$3.06M	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M
Percent Change from Prior Year	93%	63%	2%	-6%	66%	92%	238%	64%	-4%	44%	32%	-13%	-85%

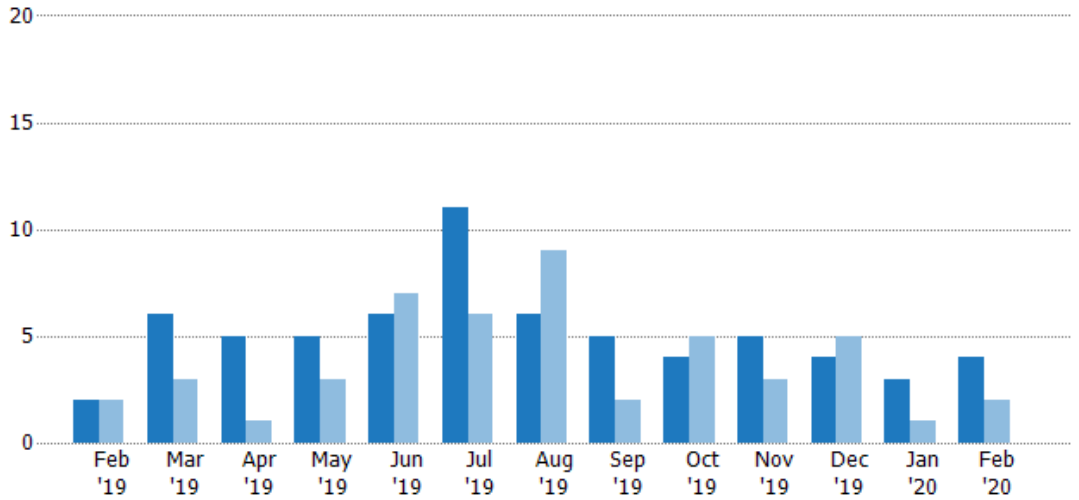
Closed Sales

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.
Feb '20	4	100%
Feb '19	2	0%
Feb '18	2	0%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	2	6	5	5	6	11	6	5	4	5	4	3	4
Prior Year	2	3	1	3	7	6	9	2	5	3	5	1	2
Percent Change from Prior Year	0%	100%	400%	67%	-14%	83%	-33%	150%	-20%	67%	-20%	200%	100%

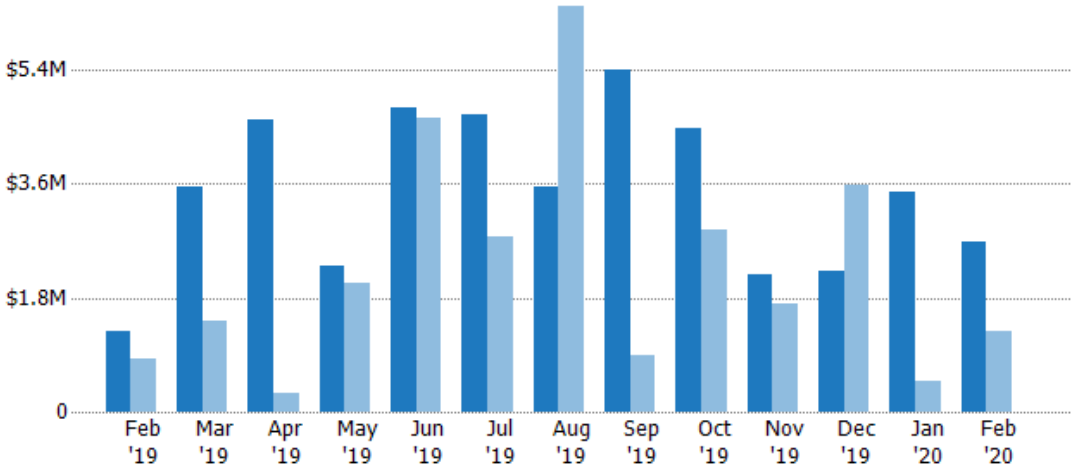
Closed Sales Volume

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.
Feb '20	\$2.69M	110%
Feb '19	\$1.28M	55.3%
Feb '18	\$824K	-40.9%



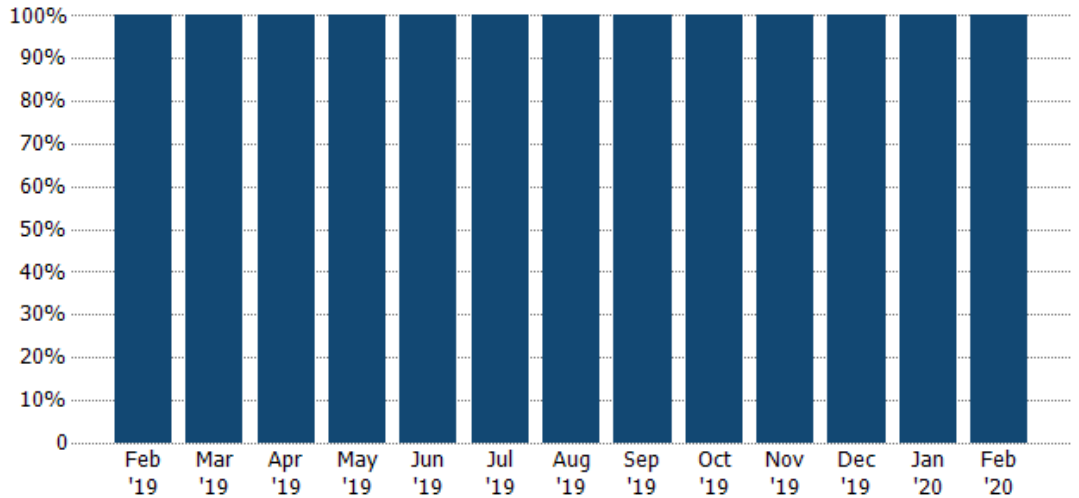
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M
Prior Year	\$824K	\$1.43M	\$305K	\$2.02M	\$4.63M	\$2.76M	\$6.41M	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M
Percent Change from Prior Year	55%	148%	1,410%	14%	3%	70%	-45%	501%	55%	28%	-38%	601%	110%

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

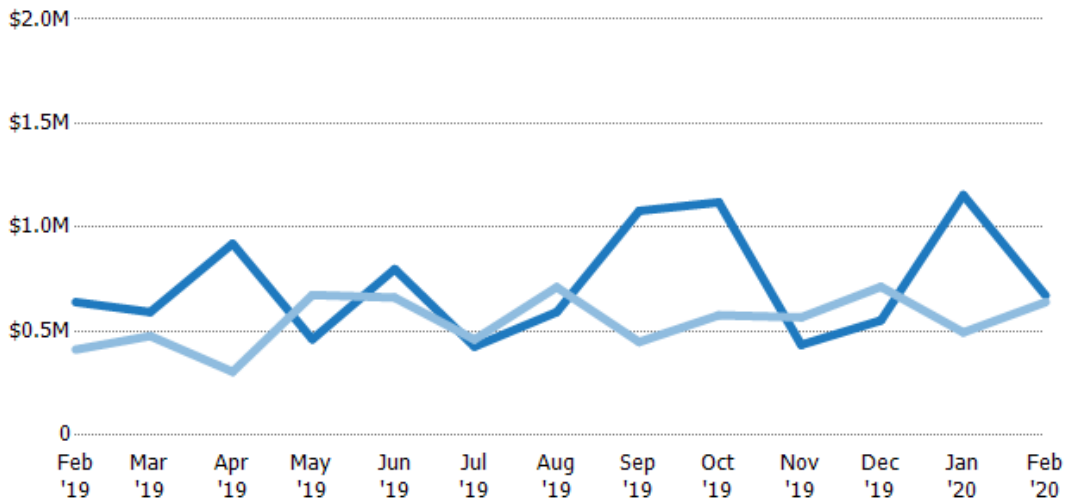
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

Current Year	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K
Prior Year	\$412K	\$477K	\$305K	\$675K	\$662K	\$460K	\$712K	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K
Percent Change from Prior Year	55%	24%	202%	-32%	21%	-7%	-17%	141%	94%	-23%	-23%	134%	5%

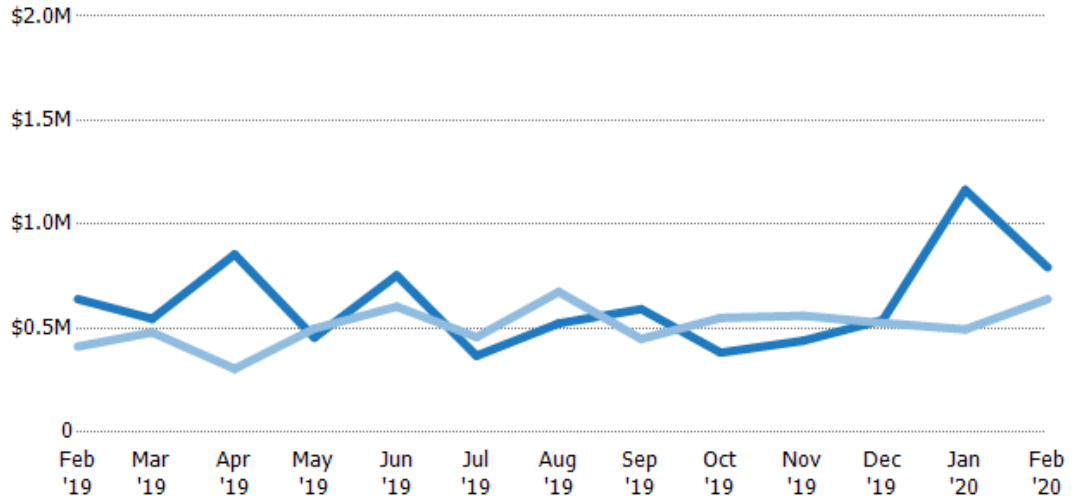
Median Sales Price

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.
Feb '20	\$793K	23.8%
Feb '19	\$640K	55.3%
Feb '18	\$412K	-40.9%



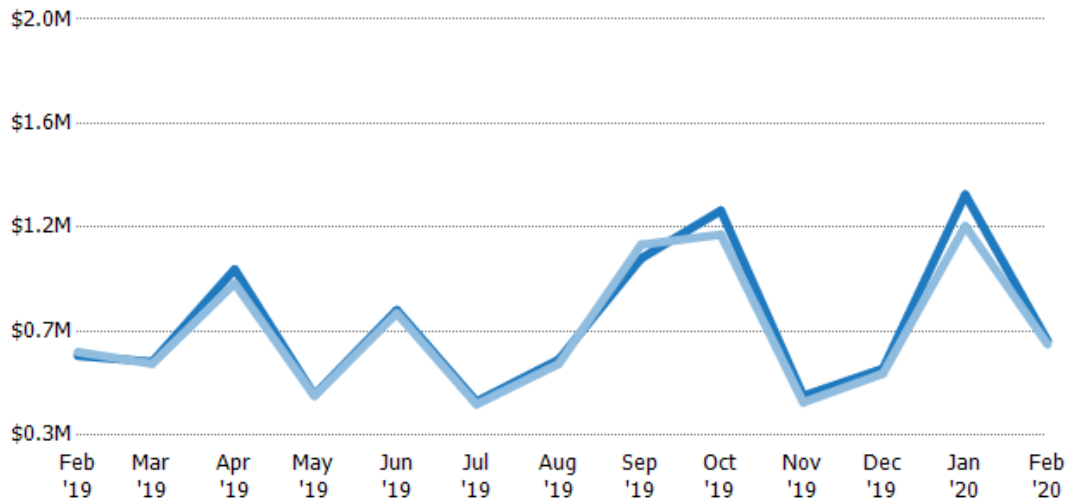
Current Year	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K
Prior Year	\$412K	\$480K	\$305K	\$499K	\$604K	\$457K	\$675K	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K
Percent Change from Prior Year	55%	14%	180%	-9%	25%	-20%	-22%	32%	-30%	-21%	3%	136%	24%

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



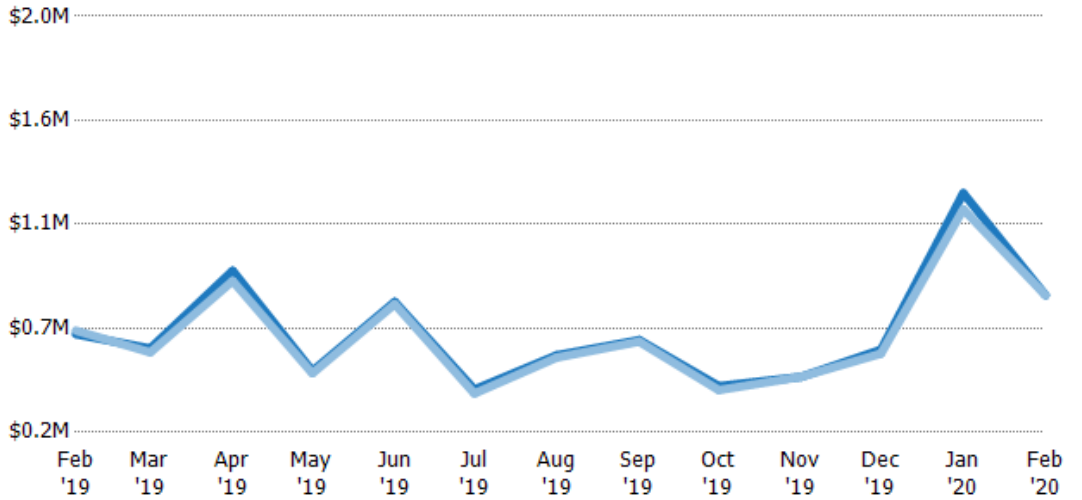
Avg List Price	\$625K	\$600K	\$979K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K
Avg Sales Price	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K
Avg Sales Price as a % of Avg List Price	102%	99%	94%	99%	98%	97%	97%	105%	92%	94%	97%	90%	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



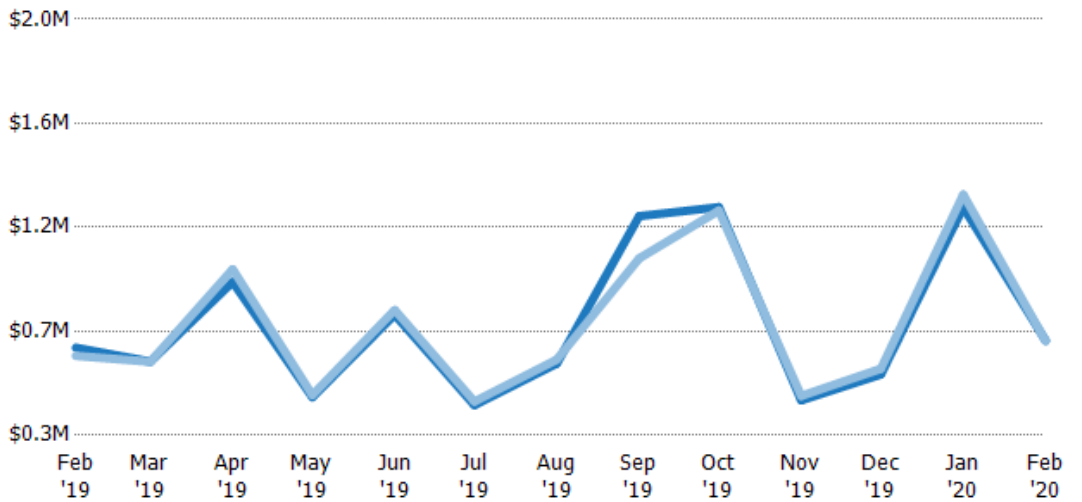
Median List Price	\$625K	\$563K	\$899K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K
Median Sales Price	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K
Med Sales Price as a % of Med List Price	102%	97%	95%	98%	99%	95%	98%	99%	96%	100%	97%	94%	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



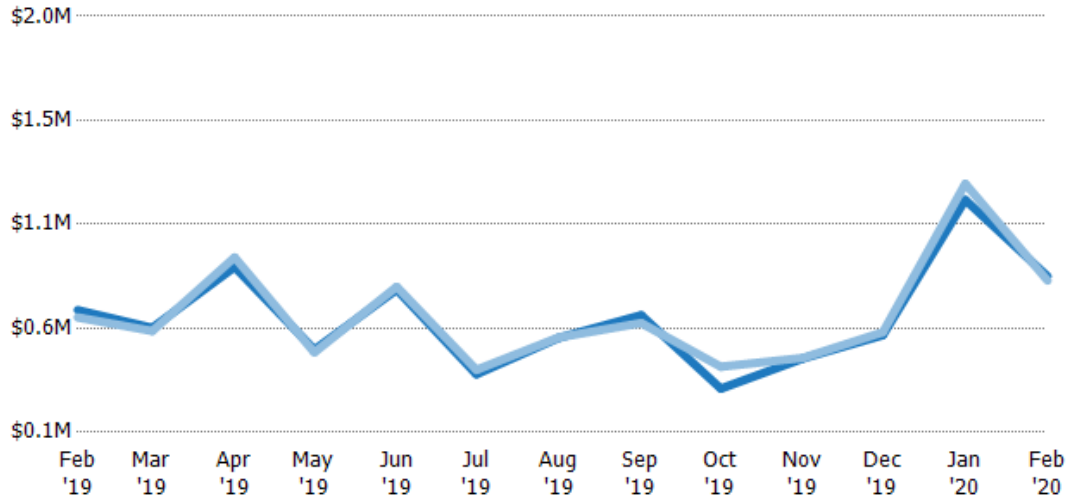
Avg Est Value	\$658K	\$601K	\$927K	\$456K	\$793K	\$423K	\$593K	\$1.2M	\$1.23M	\$443K	\$549K	\$1.23M	\$687K
Avg Sales Price	\$625K	\$600K	\$979K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K
Avg Sales Price as a % of Avg Est Value	95%	100%	106%	102%	102%	103%	103%	86%	99%	104%	104%	104%	100%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$658K	\$577K	\$855K	\$477K	\$752K	\$365K	\$531K	\$635K	\$299K	\$437K	\$544K	\$1.16M	\$812K
Median Sales Price	\$625K	\$563K	\$899K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K
Med Sales Price as a % of Med Est Value	95%	97%	105%	97%	102%	105%	100%	94%	133%	101%	102%	106%	98%