

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	7	+28.6%	16	19	-15.8%
New Listing Volume	\$5,661,900	\$3,893,000	+45.4%	\$12,347,362	\$12,283,200	+0.5%
Active Listing Count	21	30	-30%	N/A	N/A	
Active Listing Volume	\$19,423,662	\$27,124,215	-28.4%	N/A	N/A	
Average Listing Price	\$924,936	\$904,141	+2.3%	\$919,350	\$915,273	+0.4%
Median Listing Price	\$679,000	\$759,450	-10.6%	\$676,474	\$773,551	-12.5%
Median Days in RPR	75	188	-60.1%	98.14	181.22	-45.8%
Months of Inventory	5.3	15	-65%	6.3	14.7	-56.8%
Absorption Rate	19.05%	6.67%	+12.4%	15.79%	6.82%	+9%
Sales Activity Charts Metrics						
New Pending Sales Count	6	7	-14.3%	11	13	-15.4%
New Pending Sales Volume	\$3,276,000	\$4,657,700	-29.7%	\$6,017,000	\$8,308,700	-27.6%
Pending Sales Count	7	8	-12.5%	N/A	N/A	
Pending Sales Volume	\$3,751,900	\$6,677,800	-43.8%	N/A	N/A	
Closed Sales Count	-	6	-	7	9	-22.2%
Closed Sales Volume	-	\$3,553,000	-	\$6,152,500	\$5,327,500	+15.5%
Average Sales Price	-	\$592,167	-	\$878,929	\$591,944	+48.5%
Median Sales Price	-	\$545,750	-	\$952,143	\$561,000	+69.7%

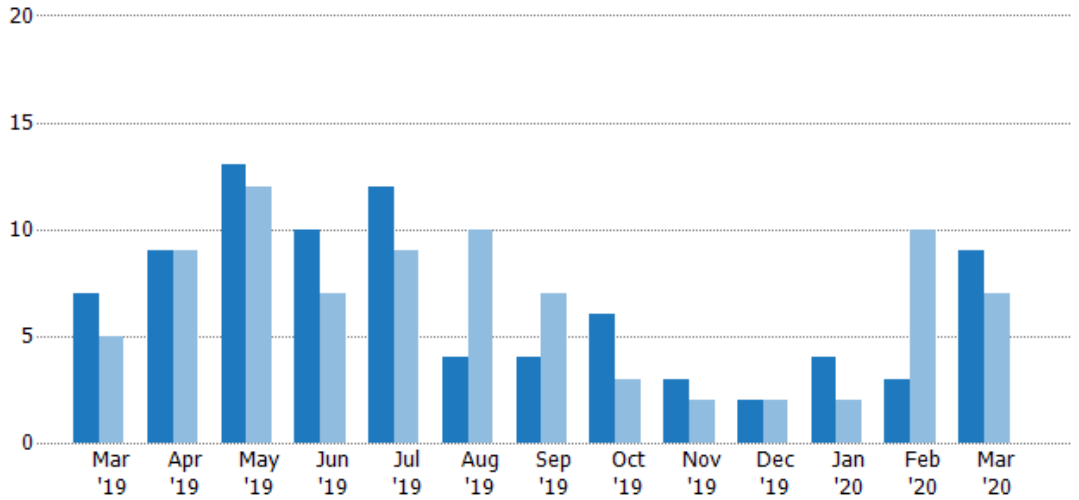
New Listings

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.
Mar '20	9	28.6%
Mar '19	7	40%
Mar '18	5	-20%



Current Year	7	9	13	10	12	4	4	6	3	2	4	3	9
Prior Year	5	9	12	7	9	10	7	3	2	2	2	10	7
Percent Change from Prior Year	40%	0%	8%	43%	33%	-60%	-43%	100%	50%	0%	100%	-70%	29%

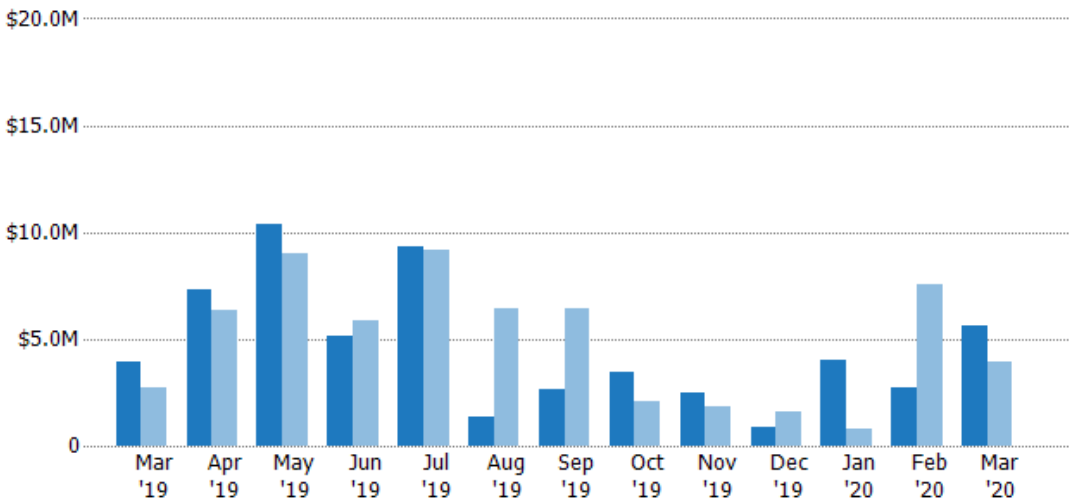
New Listing Volume

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.
Mar '20	\$5.66M	45.4%
Mar '19	\$3.89M	42.9%
Mar '18	\$2.73M	-22.4%



Current Year	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.98M	\$2.7M	\$5.66M
Prior Year	\$2.73M	\$6.31M	\$9.04M	\$5.88M	\$9.18M	\$6.42M	\$6.43M	\$2.05M	\$1.83M	\$1.64M	\$823K	\$7.57M	\$3.89M
Percent Change from Prior Year	43%	16%	14%	-12%	2%	-79%	-59%	69%	34%	-46%	384%	-64%	45%

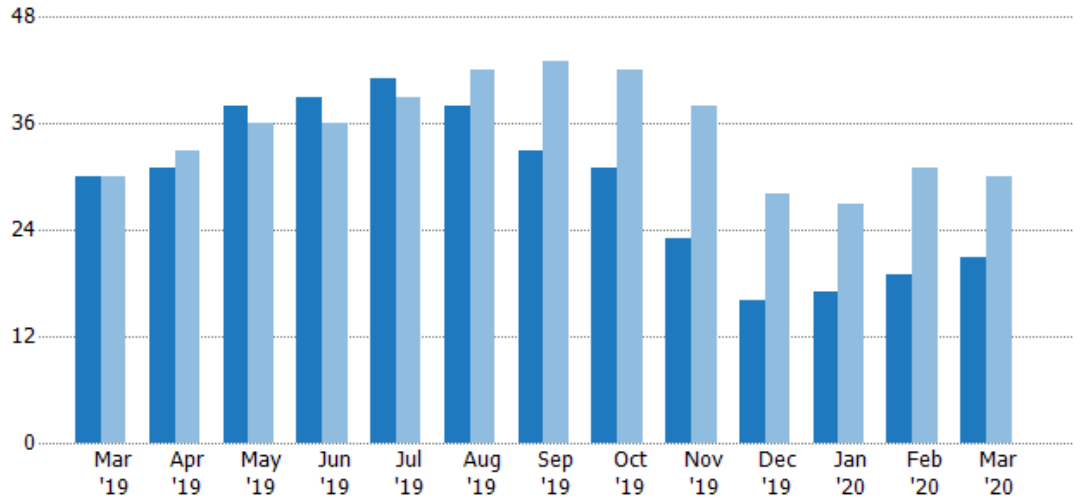
Active Listings

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.
Mar '20	21	-30%
Mar '19	30	0%
Mar '18	30	6.7%



Current Year	30	31	38	39	41	38	33	31	23	16	17	19	21
Prior Year	30	33	36	36	39	42	43	42	38	28	27	31	30
Percent Change from Prior Year	0%	-6%	6%	8%	5%	-10%	-23%	-26%	-39%	-43%	-37%	-39%	-30%

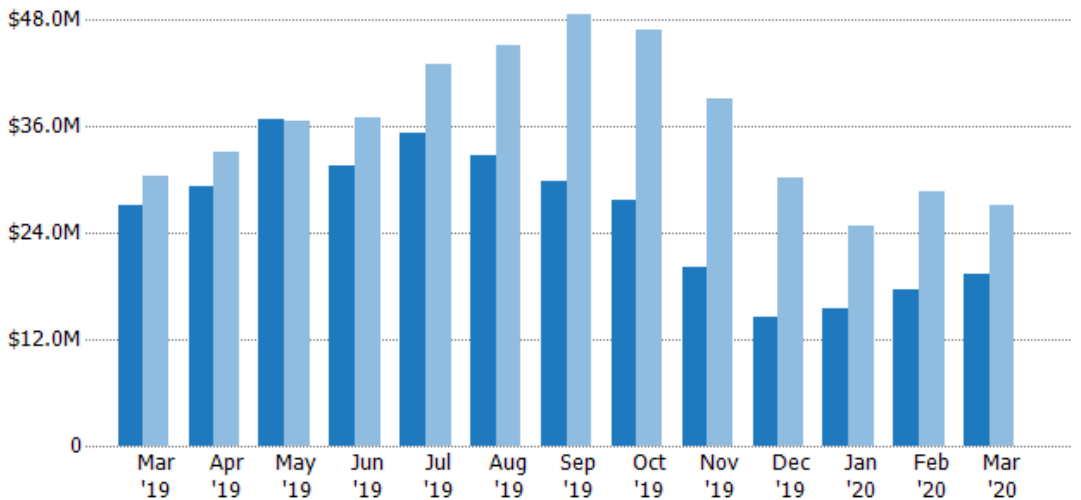
Active Listing Volume

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.
Mar '20	\$19.4M	-28.4%
Mar '19	\$27.1M	-11%
Mar '18	\$30.5M	-5.8%



Current Year	\$27.1M	\$29.2M	\$36.8M	\$31.6M	\$35.3M	\$32.7M	\$29.8M	\$27.7M	\$20.1M	\$14.4M	\$15.4M	\$17.6M	\$19.4M
Prior Year	\$30.5M	\$33.2M	\$36.6M	\$37.1M	\$43.1M	\$45.2M	\$48.7M	\$47M	\$39.2M	\$30.2M	\$24.8M	\$28.7M	\$27.1M
Percent Change from Prior Year	-11%	-12%	0%	-15%	-18%	-28%	-39%	-41%	-49%	-52%	-38%	-39%	-28%

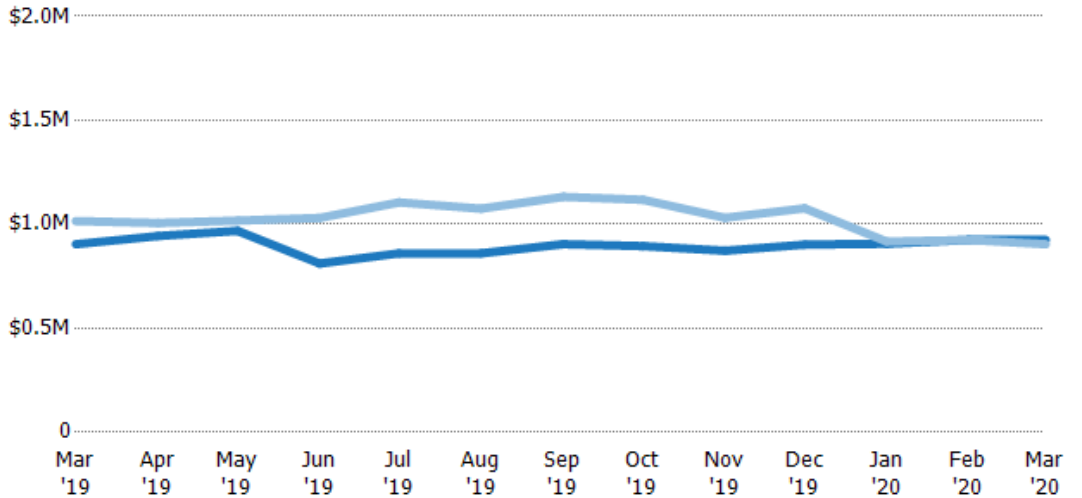
Average Listing Price

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.
Mar '20	\$925K	2.3%
Mar '19	\$904K	-11%
Mar '18	\$1.02M	-11.7%



Current Year	\$904K	\$944K	\$968K	\$811K	\$860K	\$860K	\$904K	\$895K	\$873K	\$902K	\$906K	\$925K	\$925K
Prior Year	\$1.02M	\$1.01M	\$1.02M	\$1.03M	\$1.11M	\$1.08M	\$1.13M	\$1.12M	\$1.03M	\$1.08M	\$917K	\$925K	\$904K
Percent Change from Prior Year	-11%	-6%	-5%	-21%	-22%	-20%	-20%	-20%	-15%	-16%	-1%	0%	2%

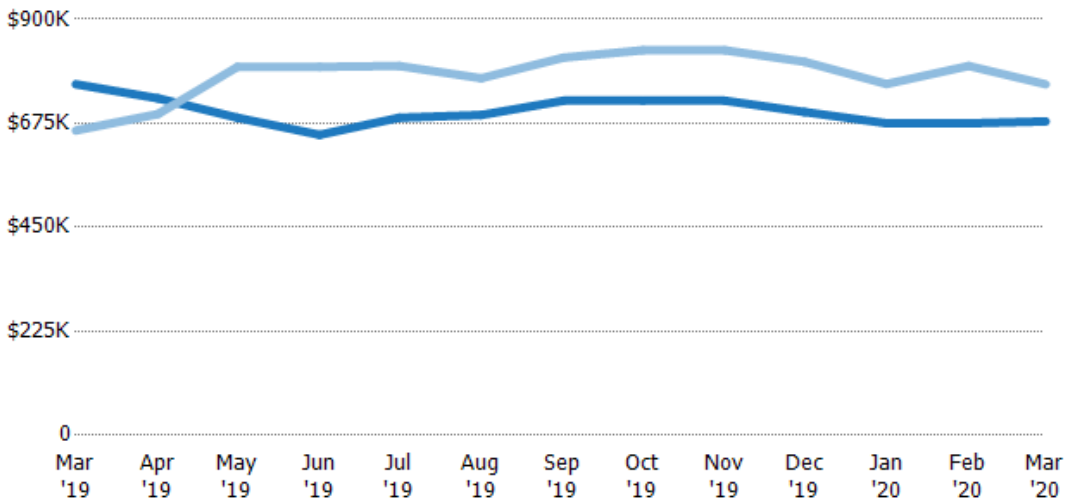
Median Listing Price

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.
Mar '20	\$679K	-10.6%
Mar '19	\$759K	15.2%
Mar '18	\$659K	-



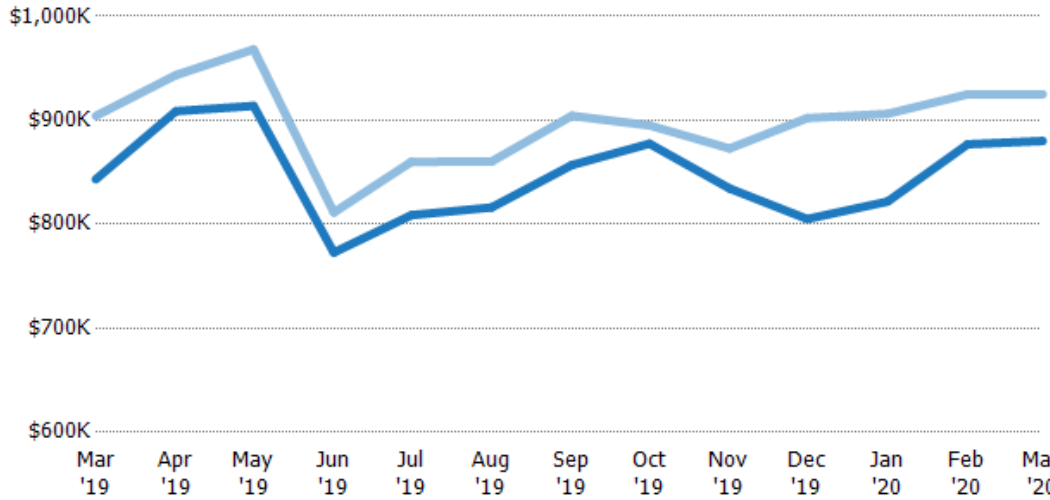
Current Year	\$759K	\$729K	\$687K	\$650K	\$687K	\$693K	\$724K	\$724K	\$724K	\$699K	\$675K	\$675K	\$679K
Prior Year	\$659K	\$695K	\$797K	\$797K	\$799K	\$772K	\$817K	\$833K	\$833K	\$808K	\$760K	\$799K	\$759K
Percent Change from Prior Year	15%	5%	-14%	-18%	-14%	-10%	-11%	-13%	-13%	-13%	-11%	-16%	-11%

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



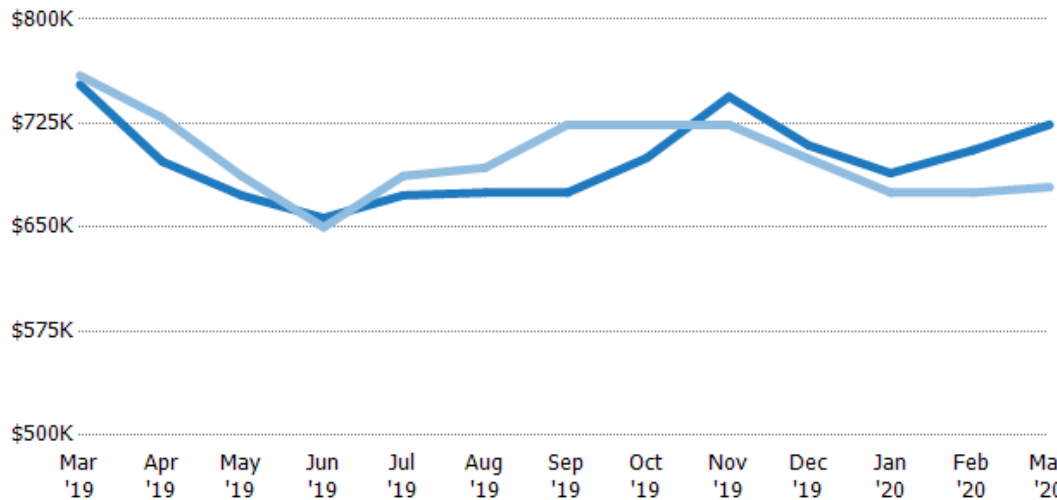
Avg Est Value	\$843K	\$909K	\$914K	\$773K	\$809K	\$816K	\$857K	\$878K	\$834K	\$805K	\$822K	\$877K	\$880K
Avg Listing Price	\$904K	\$944K	\$968K	\$811K	\$860K	\$860K	\$904K	\$895K	\$873K	\$902K	\$906K	\$925K	\$925K
Avg Listing Price as a % of Avg Est Value	107%	104%	106%	105%	106%	105%	106%	102%	105%	112%	110%	105%	105%

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	\$753K	\$698K	\$673K	\$657K	\$673K	\$675K	\$675K	\$700K	\$744K	\$709K	\$689K	\$706K	\$724K
Median Listing Price	\$759K	\$729K	\$687K	\$650K	\$687K	\$693K	\$724K	\$724K	\$724K	\$699K	\$675K	\$675K	\$679K
Med Listing Price as a % of Med Est Value	101%	105%	102%	99%	102%	103%	107%	103%	97%	99%	98%	96%	94%

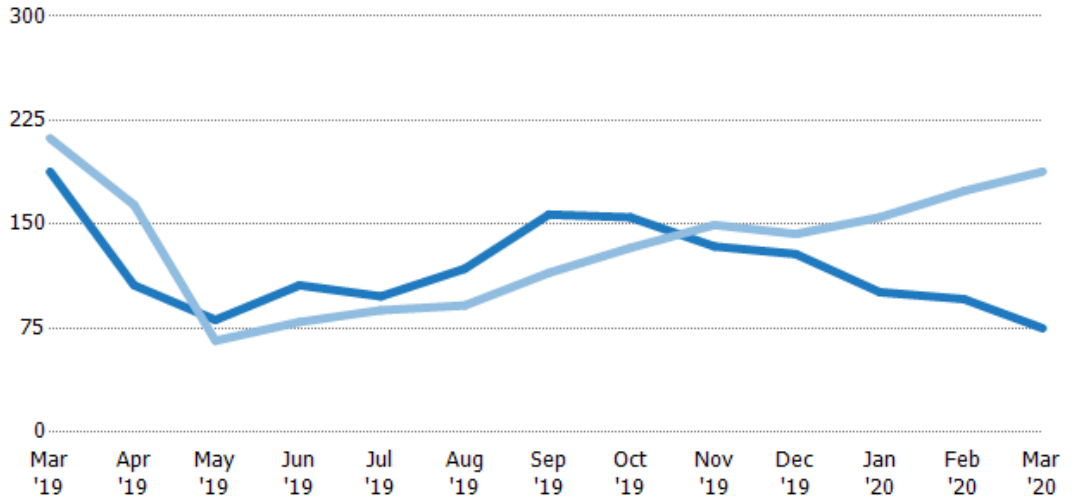
Median Days in RPR

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.
Mar '20	75	-60.1%
Mar '19	188	-11.3%
Mar '18	212	-7.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	188	106	81	106	98	118	157	155	134	129	101	96	75
Prior Year	212	164	66	79.5	88	91.5	115	133	150	143	155	174	188
Percent Change from Prior Year	-11%	-35%	23%	33%	11%	29%	37%	17%	-10%	-10%	-35%	-45%	-60%

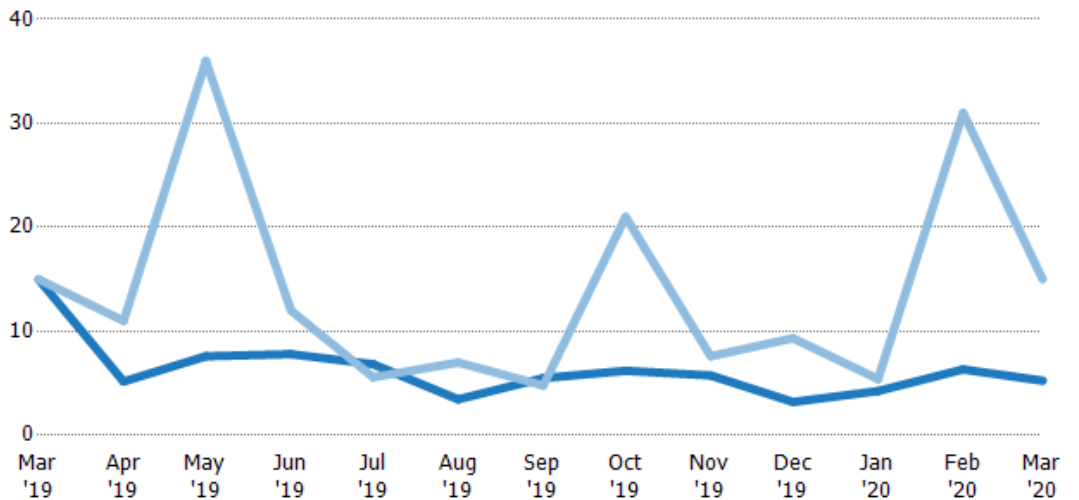
Months of Inventory

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.
Mar '20	5.25	-65%
Mar '19	15	0%
Mar '18	15	6.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	15	5.17	7.6	7.8	6.83	3.45	5.5	6.2	5.75	3.2	4.25	6.33	5.25
Prior Year	15	11	36	12	5.57	7	4.78	21	7.6	9.33	5.4	31	15
Percent Change from Prior Year	0%	-53%	-79%	-35%	23%	-51%	15%	-70%	-24%	-66%	-21%	-80%	-65%

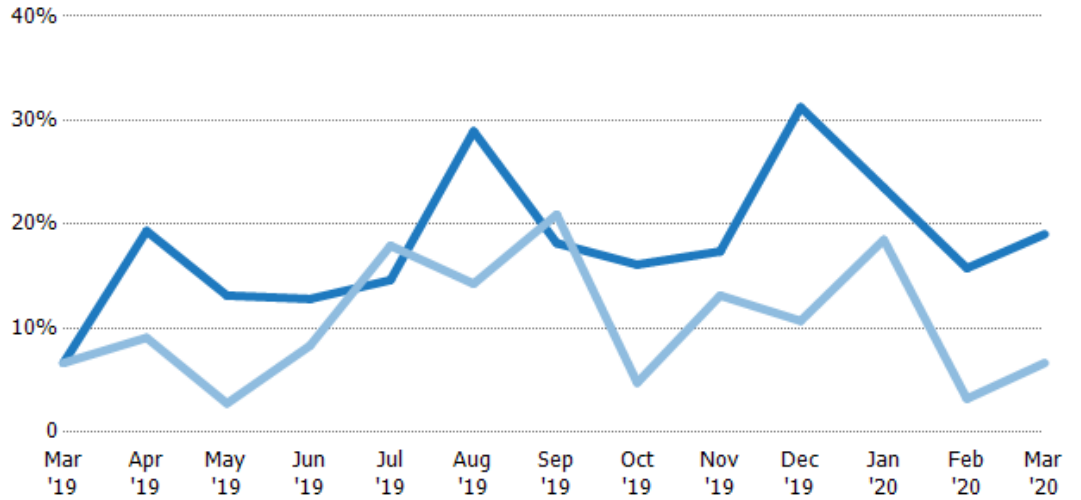
Absorption Rate

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.
Mar '20	19%	-12.4%
Mar '19	7%	0%
Mar '18	7%	-6.2%



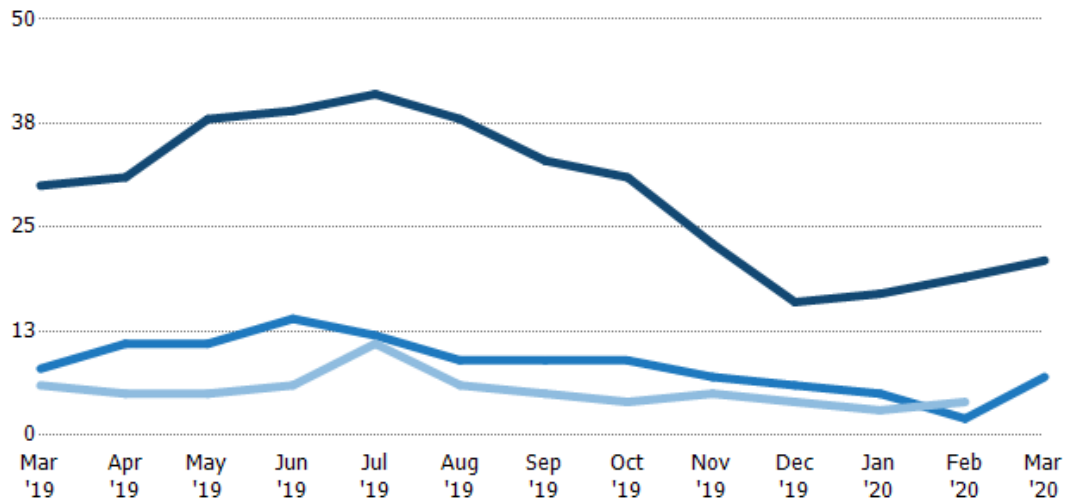
Current Year	7%	19%	13%	13%	15%	29%	18%	16%	17%	31%	24%	16%	19%
Prior Year	7%	9%	3%	8%	18%	14%	21%	5%	13%	11%	19%	3%	7%
Change from Prior Year	0%	-10%	-10%	-4%	3%	-15%	3%	-11%	-4%	-21%	-5%	-13%	-12%

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



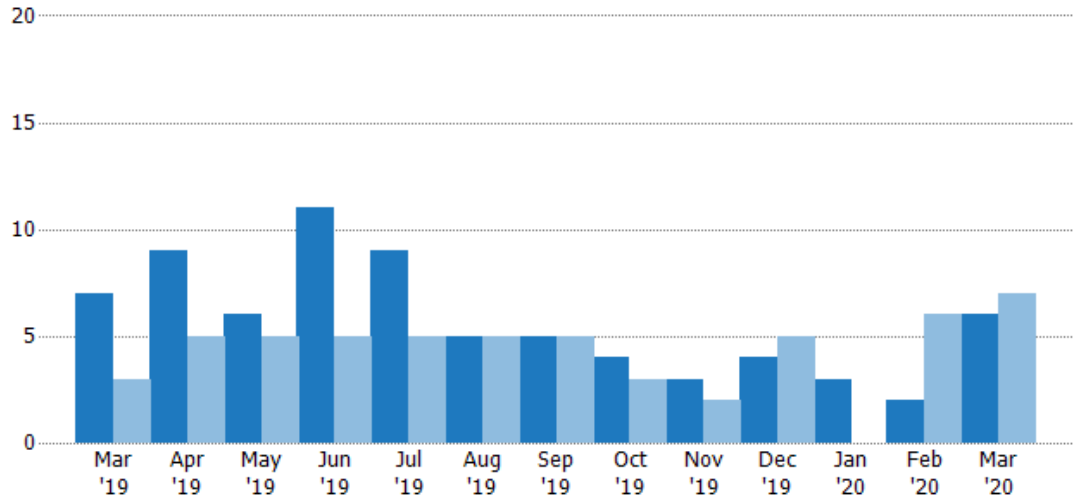
Active	30	31	38	39	41	38	33	31	23	16	17	19	21
Pending	8	11	11	14	12	9	9	9	7	6	5	2	7
Sold	6	5	5	6	11	6	5	4	5	4	3	4	-

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



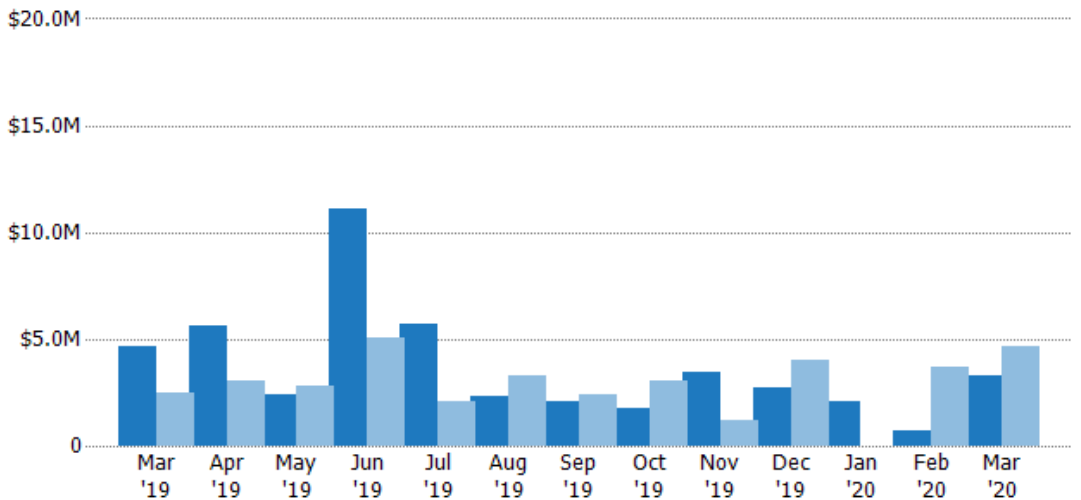
Current Year	7	9	6	11	9	5	5	4	3	4	3	2	6
Prior Year	3	5	5	5	5	5	5	3	2	5	-	6	7
Percent Change from Prior Year	133%	80%	20%	120%	80%	0%	0%	33%	50%	-20%	100%	-67%	-14%

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



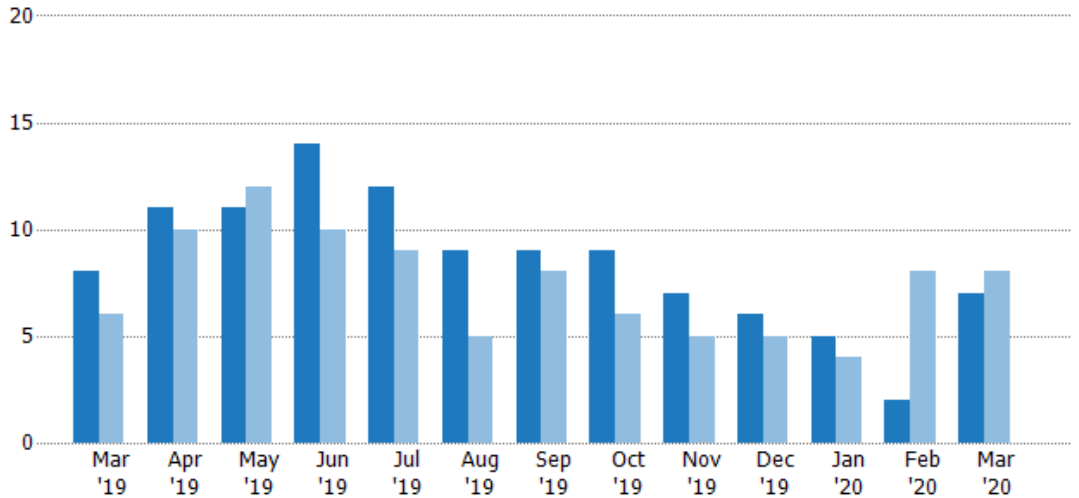
Current Year	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M
Prior Year	\$2.46M	\$3.02M	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M
Percent Change from Prior Year	89%	87%	-14%	119%	174%	-30%	-14%	-42%	198%	-32%	100%	-81%	-30%

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.
Mar '20	7	-12.5%
Mar '19	8	33.3%
Mar '18	6	-16.7%

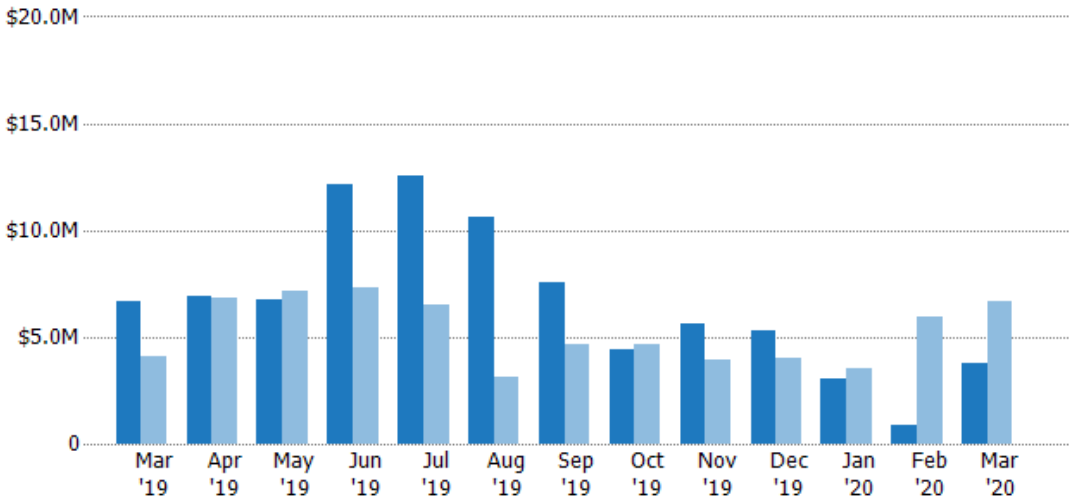
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8	11	11	14	12	9	9	9	7	6	5	2	7
Prior Year	6	10	12	10	9	5	8	6	5	5	4	8	8
Percent Change from Prior Year	33%	10%	-8%	40%	33%	80%	13%	50%	40%	20%	25%	-75%	-13%

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.
Mar '20	\$3.75M	-43.8%
Mar '19	\$6.68M	62.7%
Mar '18	\$4.1M	-41.7%

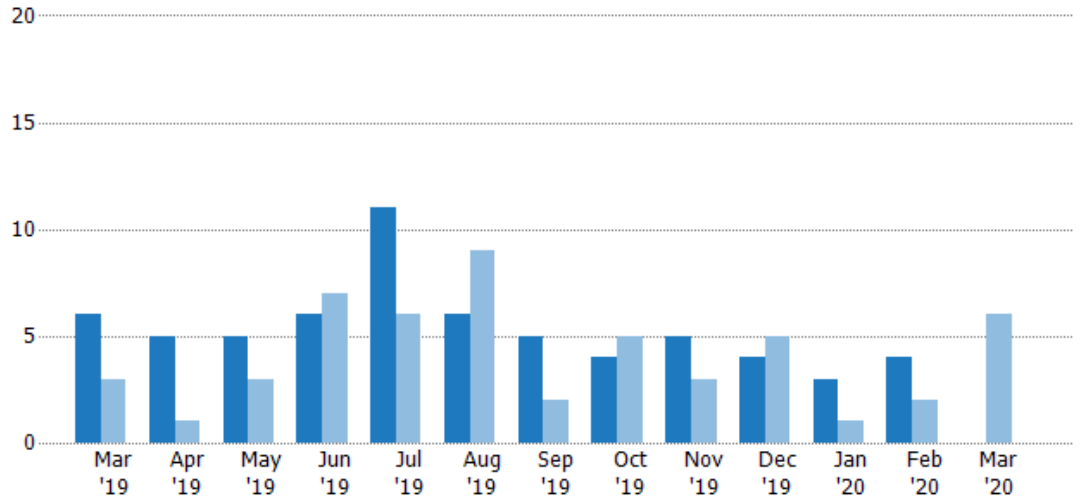
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.59M	\$4.45M	\$5.63M	\$5.3M	\$3.07M	\$865K	\$3.75M
Prior Year	\$4.1M	\$6.82M	\$7.13M	\$7.31M	\$6.54M	\$3.14M	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M
Percent Change from Prior Year	63%	2%	-6%	66%	92%	238%	64%	-4%	44%	32%	-13%	-85%	-44%

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



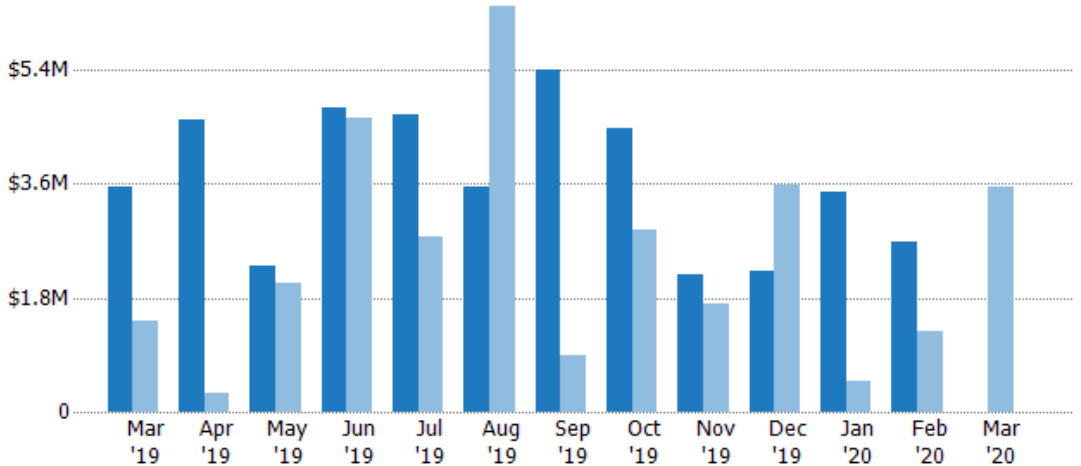
Current Year	6	5	5	6	11	6	5	4	5	4	3	4	-
Prior Year	3	1	3	7	6	9	2	5	3	5	1	2	6
Percent Change from Prior Year	100%	400%	67%	-14%	83%	-33%	150%	-20%	67%	-20%	200%	100%	-100%

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



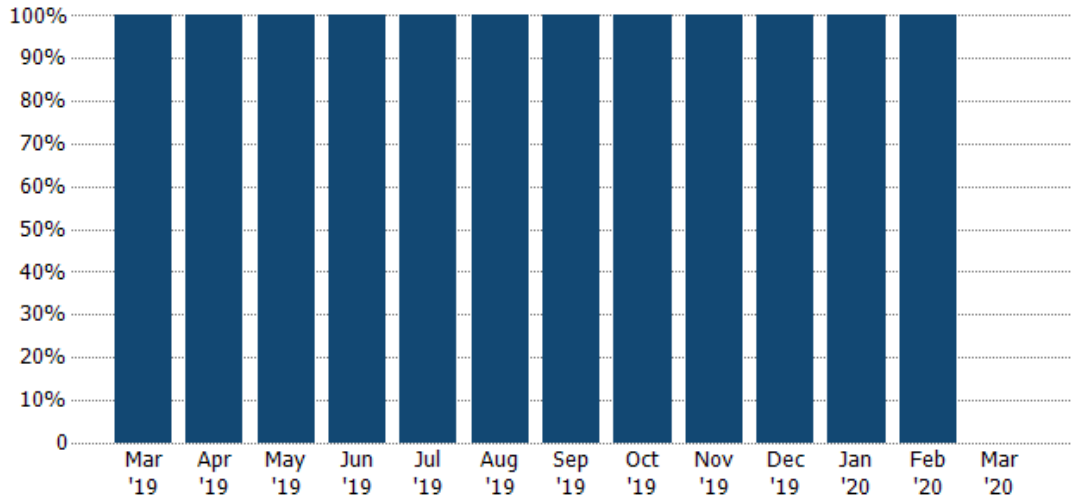
Current Year	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-
Prior Year	\$1.43M	\$305K	\$2.02M	\$4.63M	\$2.76M	\$6.41M	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M
Percent Change from Prior Year	148%	1,410%	14%	3%	70%	-45%	501%	55%	28%	-38%	601%	110%	-100%

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



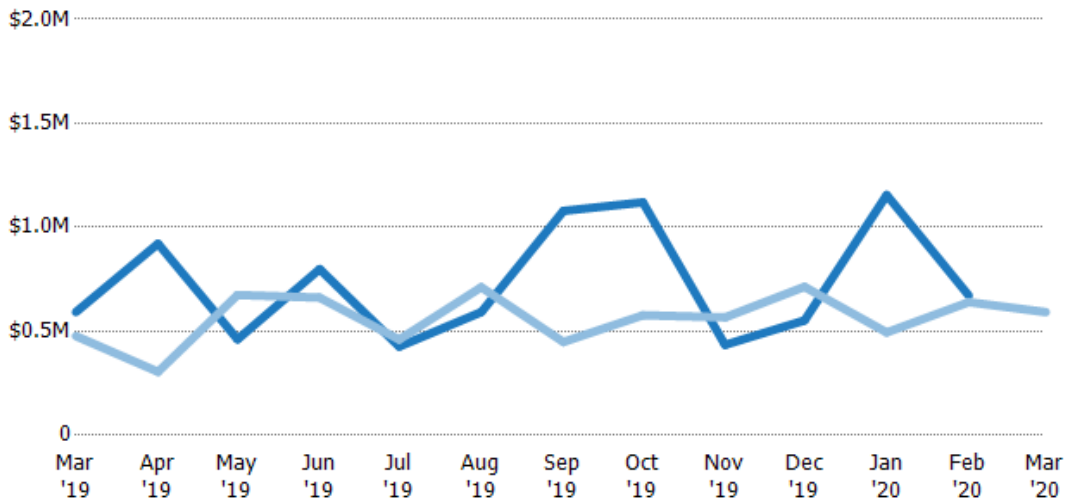
■ Single Family Residence

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

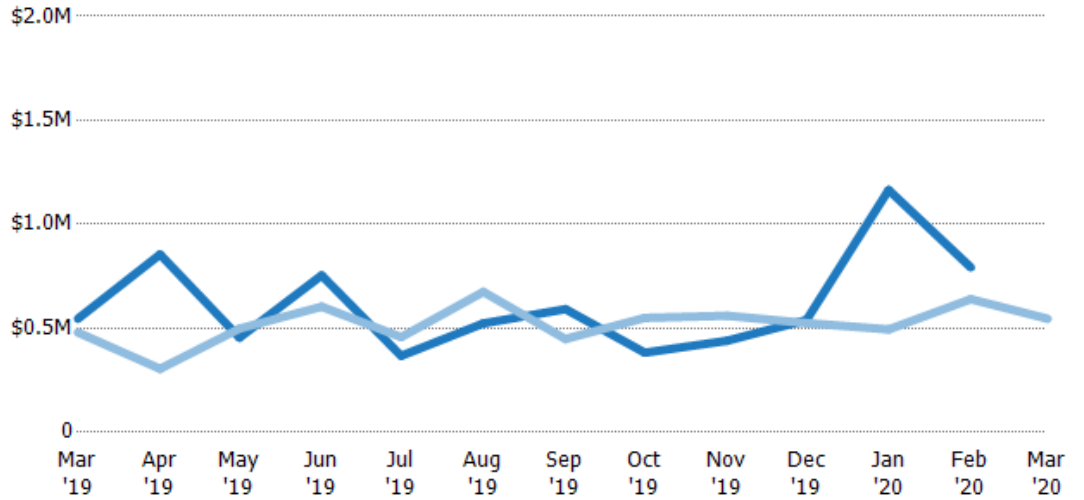
Current Year	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	-
Prior Year	\$477K	\$305K	\$675K	\$662K	\$460K	\$712K	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K	\$592K
Percent Change from Prior Year	24%	202%	-32%	21%	-7%	-17%	141%	94%	-23%	-23%	134%	5%	-100%

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



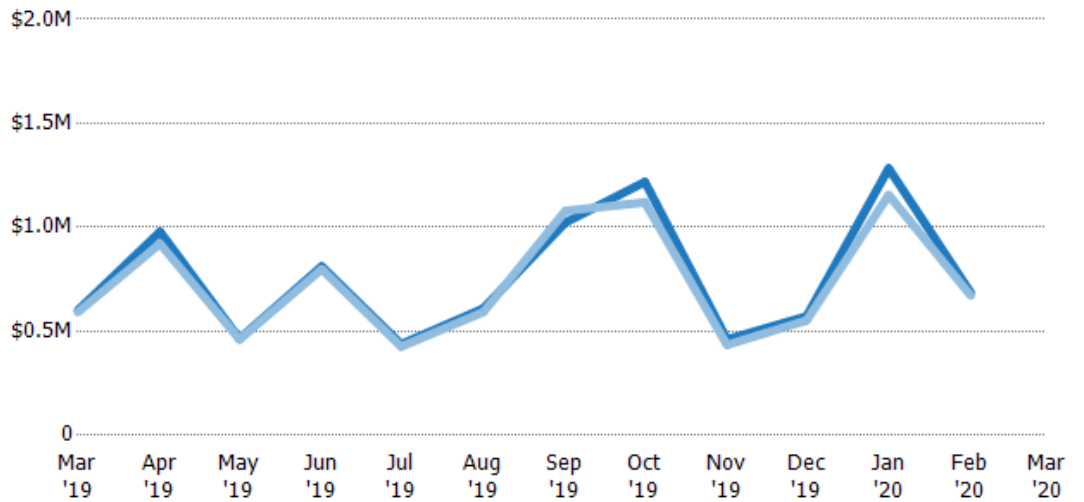
Current Year	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	-
Prior Year	\$480K	\$305K	\$499K	\$604K	\$457K	\$675K	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K	\$546K
Percent Change from Prior Year	14%	180%	-9%	25%	-20%	-22%	32%	-30%	-21%	3%	136%	24%	-100%

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



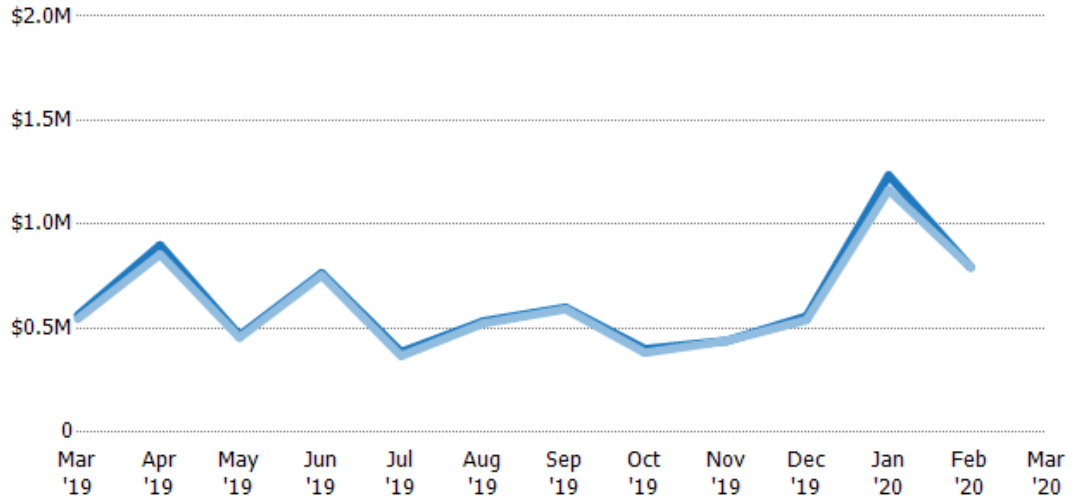
Avg List Price	\$600K	\$979K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	-
Avg Sales Price	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	-
Avg Sales Price as a % of Avg List Price	99%	94%	99%	98%	97%	97%	105%	92%	94%	97%	90%	98%	-

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



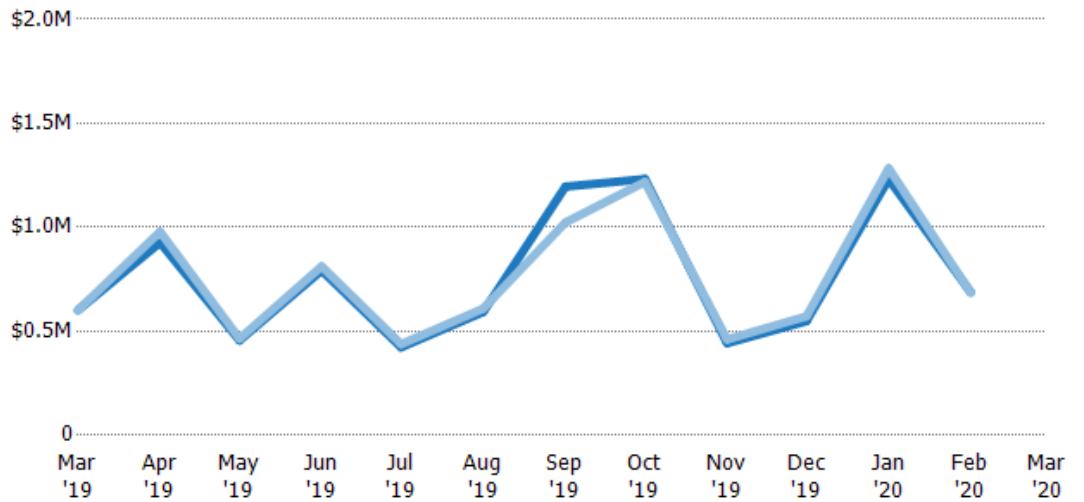
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$563K	\$899K	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	-
Median Sales Price	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	-
Med Sales Price as a % of Med List Price	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



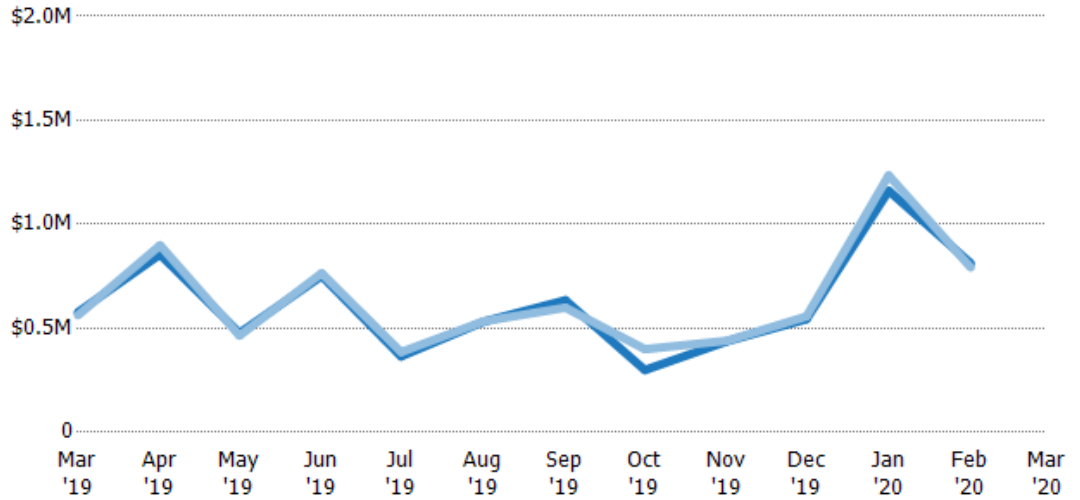
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$601K	\$927K	\$456K	\$793K	\$423K	\$593K	\$1.2M	\$1.23M	\$443K	\$549K	\$1.23M	\$687K	-
Avg Sales Price	\$600K	\$979K	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	-
Avg Sales Price as a % of Avg Est Value	100%	106%	102%	102%	104%	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



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