

## 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                            | Apr 2020     | Apr 2019     | + / -  | YTD 2020     | YTD 2019     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 3            | 9            | -66.7% | 18           | 27           | -33.3% |
| New Listing Volume                     | \$1,752,900  | \$7,295,800  | -76%   | \$13,421,262 | \$19,052,600 | -29.6% |
| Active Listing Count                   | 15           | 30           | -50%   | N/A          | N/A          |        |
| Active Listing Volume                  | \$16,350,862 | \$28,722,215 | -43.1% | N/A          | N/A          |        |
| Average Listing Price                  | \$1,090,057  | \$957,407    | +13.9% | \$990,009    | \$937,300    | +5.6%  |
| Median Listing Price                   | \$749,000    | \$739,008    | +1.4%  | \$711,176    | \$773,724    | -8.1%  |
| Median Days in RPR                     | 66           | 99.5         | -33.7% | 86.75        | 155.32       | -44.1% |
| Months of Inventory                    | -            | 5            | -      | 4.9          | 16.4         | -70.4% |
| Absorption Rate                        | -            | 20%          | -20%   | 20.59%       | 6.09%        | +14.5% |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 3            | 9            | -66.7% | 14           | 22           | -36.4% |
| New Pending Sales Volume               | \$1,748,900  | \$5,642,800  | -69%   | \$7,765,900  | \$13,951,500 | -44.3% |
| Pending Sales Count                    | 9            | 11           | -18.2% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$4,965,800  | \$6,937,700  | -28.4% | N/A          | N/A          |        |
| Closed Sales Count                     | 1            | 5            | -80%   | 8            | 14           | -42.9% |
| Closed Sales Volume                    | \$510,000    | \$4,605,730  | -88.9% | \$6,662,500  | \$9,933,230  | -32.9% |
| Average Sales Price                    | \$510,000    | \$921,146    | -44.6% | \$832,813    | \$709,516    | +17.4% |
| Median Sales Price                     | \$510,000    | \$855,000    | -40.4% | \$896,875    | \$666,000    | +34.7% |

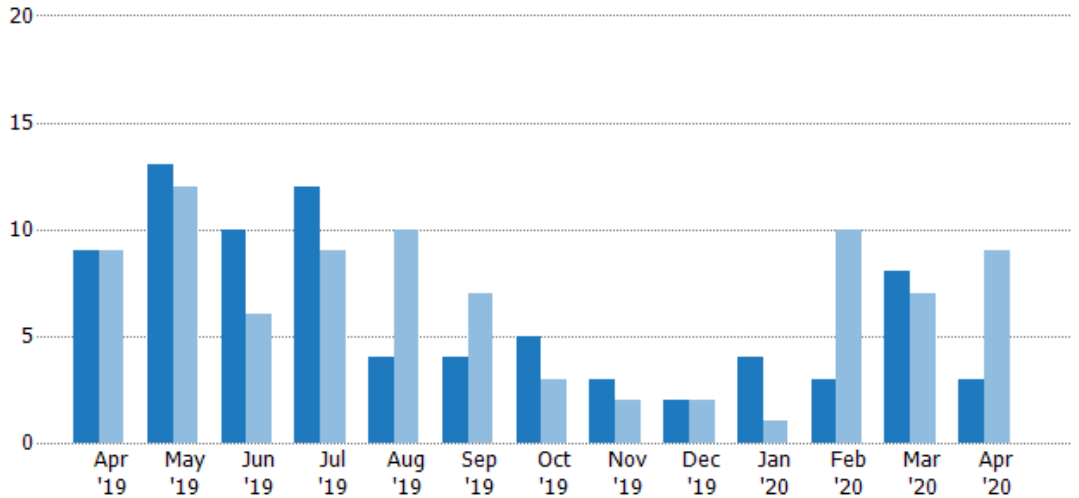
## New Listings

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. |
|------------|-------|--------|
| Apr '20    | 3     | -66.7% |
| Apr '19    | 9     | 0%     |
| Apr '18    | 9     | -11.1% |



|                                |    |    |     |     |      |      |     |     |    |      |      |     |      |
|--------------------------------|----|----|-----|-----|------|------|-----|-----|----|------|------|-----|------|
| Current Year                   | 9  | 13 | 10  | 12  | 4    | 4    | 5   | 3   | 2  | 4    | 3    | 8   | 3    |
| Prior Year                     | 9  | 12 | 6   | 9   | 10   | 7    | 3   | 2   | 2  | 1    | 10   | 7   | 9    |
| Percent Change from Prior Year | 0% | 8% | 67% | 33% | -60% | -43% | 67% | 50% | 0% | 300% | -70% | 14% | -67% |

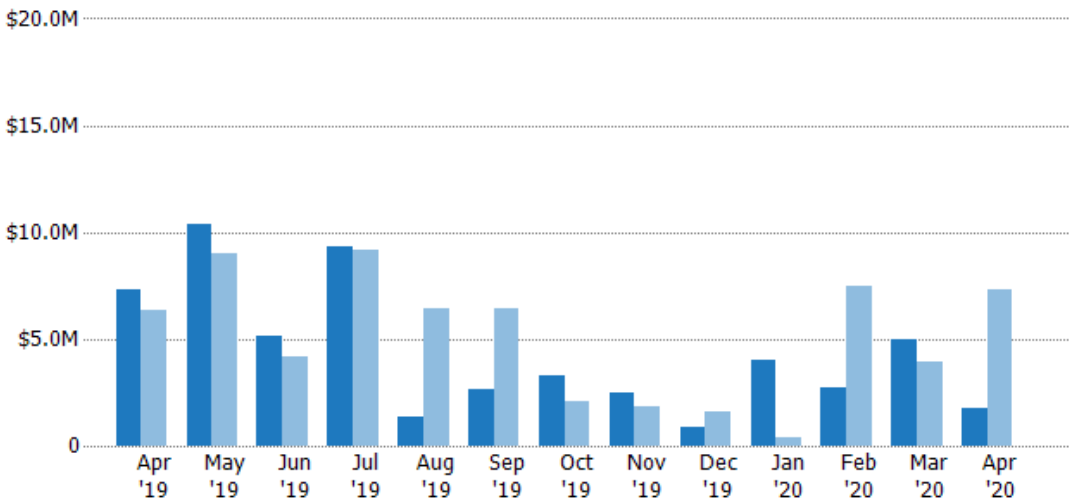
## New Listing Volume

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

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Apr '20    | \$1.75M | -76%   |
| Apr '19    | \$7.3M  | 15.6%  |
| Apr '18    | \$6.31M | -30.9% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.3M  | \$10.3M | \$5.15M | \$9.35M | \$1.34M | \$2.64M | \$3.31M | \$2.46M | \$890K  | \$3.98M | \$2.7M  | \$4.98M | \$1.75M |
| Prior Year                     | \$6.31M | \$9.04M | \$4.18M | \$9.18M | \$6.42M | \$6.43M | \$2.05M | \$1.83M | \$1.64M | \$399K  | \$7.46M | \$3.89M | \$7.3M  |
| Percent Change from Prior Year | 16%     | 14%     | 23%     | 2%      | -79%    | -59%    | 62%     | 34%     | -46%    | 898%    | -64%    | 28%     | -76%    |

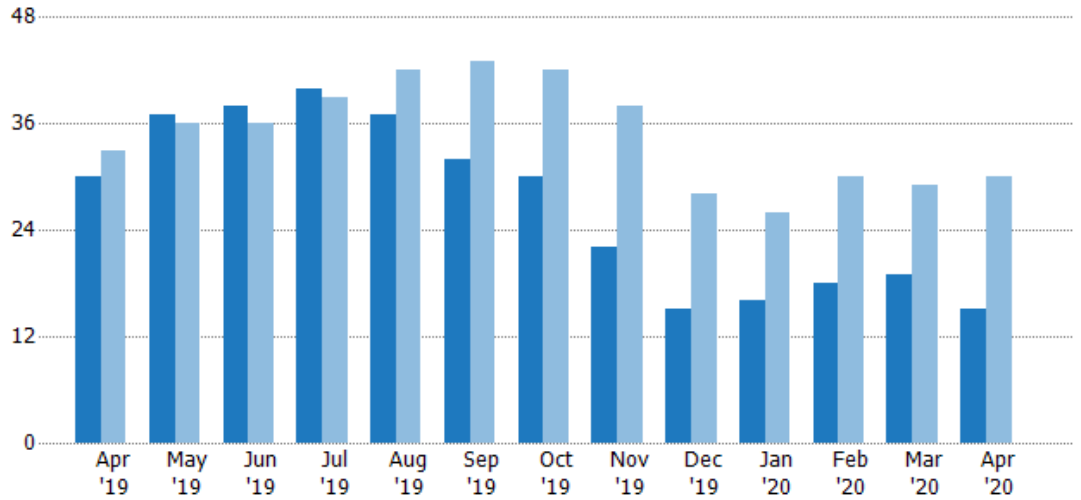
## Active Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Apr '20        | 15    | -50%   |
| Apr '19        | 30    | -9.1%  |
| Apr '18        | 33    | 12.1%  |



|                                |     |    |    |    |      |      |      |      |      |      |      |      |      |
|--------------------------------|-----|----|----|----|------|------|------|------|------|------|------|------|------|
| Current Year                   | 30  | 37 | 38 | 40 | 37   | 32   | 30   | 22   | 15   | 16   | 18   | 19   | 15   |
| Prior Year                     | 33  | 36 | 36 | 39 | 42   | 43   | 42   | 38   | 28   | 26   | 30   | 29   | 30   |
| Percent Change from Prior Year | -9% | 3% | 6% | 3% | -12% | -26% | -29% | -42% | -46% | -38% | -40% | -34% | -50% |

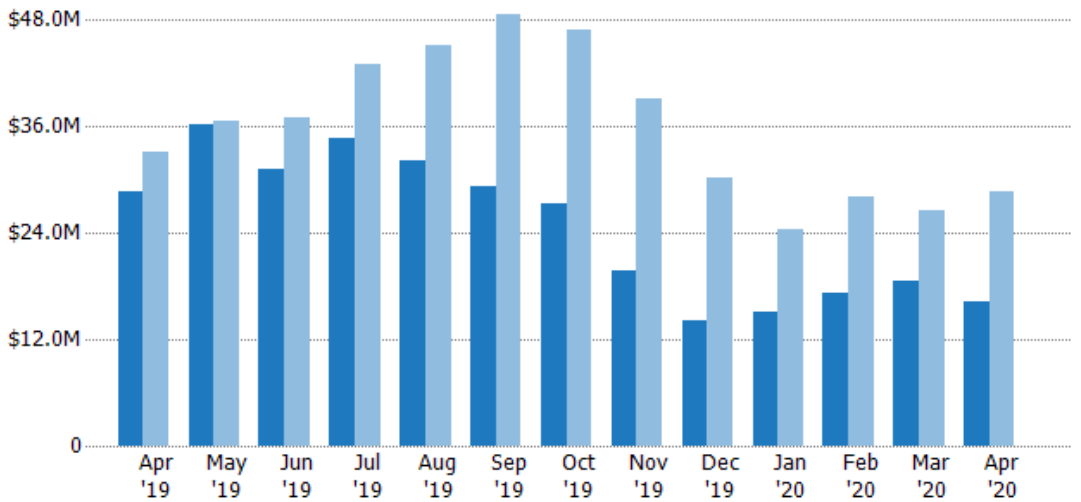
## Active Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Apr '20        | \$16.4M | -43.1% |
| Apr '19        | \$28.7M | -13.5% |
| Apr '18        | \$33.2M | -9.7%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$28.7M | \$36.3M | \$31.1M | \$34.7M | \$32.2M | \$29.3M | \$27.2M | \$19.8M | \$14.2M | \$15.2M | \$17.3M | \$18.5M | \$16.4M |
| Prior Year                     | \$33.2M | \$36.6M | \$37.1M | \$43.1M | \$45.2M | \$48.7M | \$47M   | \$39.2M | \$30.2M | \$24.3M | \$28.1M | \$26.6M | \$28.7M |
| Percent Change from Prior Year | -14%    | -1%     | -16%    | -19%    | -29%    | -40%    | -42%    | -49%    | -53%    | -38%    | -38%    | -30%    | -43%    |

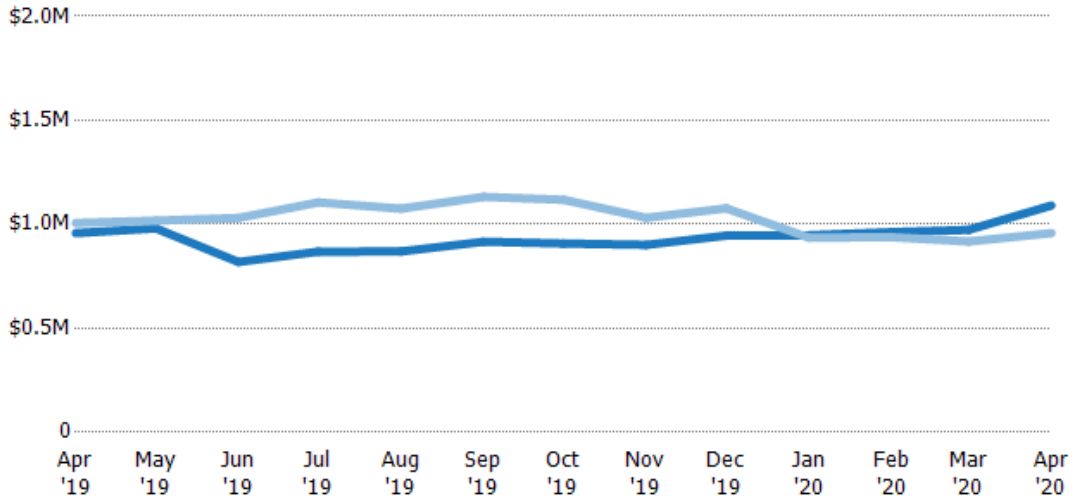
## Average Listing Price

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. |
|------------|---------|--------|
| Apr '20    | \$1.09M | 13.9%  |
| Apr '19    | \$957K  | -4.9%  |
| Apr '18    | \$1.01M | -19.4% |



|                                |         |         |         |         |         |         |         |         |         |        |        |        |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|--------|--------|---------|
| Current Year                   | \$957K  | \$980K  | \$819K  | \$868K  | \$869K  | \$916K  | \$907K  | \$901K  | \$945K  | \$947K | \$962K | \$973K | \$1.09M |
| Prior Year                     | \$1.01M | \$1.02M | \$1.03M | \$1.11M | \$1.08M | \$1.13M | \$1.12M | \$1.03M | \$1.08M | \$936K | \$938K | \$917K | \$957K  |
| Percent Change from Prior Year | -5%     | -4%     | -21%    | -21%    | -19%    | -19%    | -19%    | -13%    | -12%    | 1%     | 3%     | 6%     | 14%     |

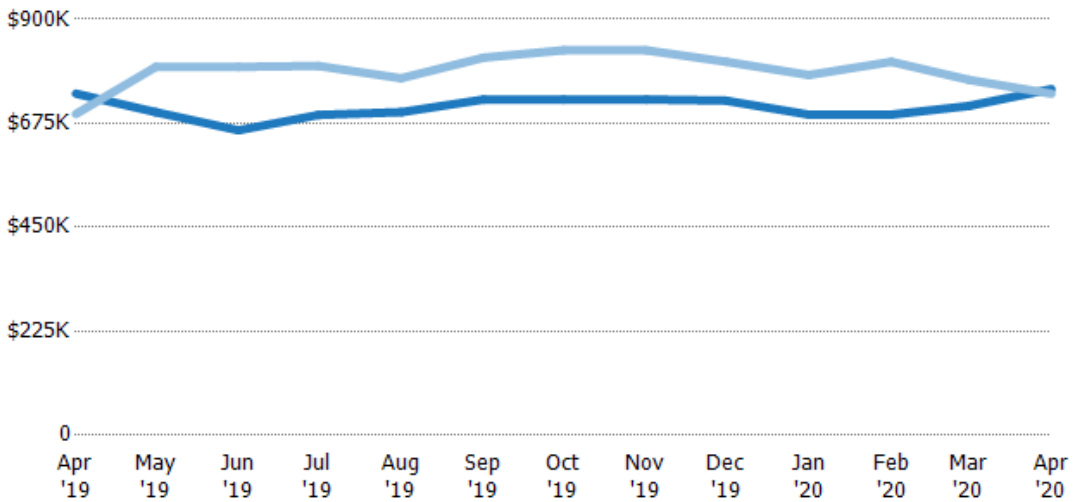
## Median Listing Price

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. |
|------------|--------|--------|
| Apr '20    | \$749K | 1.4%   |
| Apr '19    | \$739K | 6.3%   |
| Apr '18    | \$695K | -14.5% |



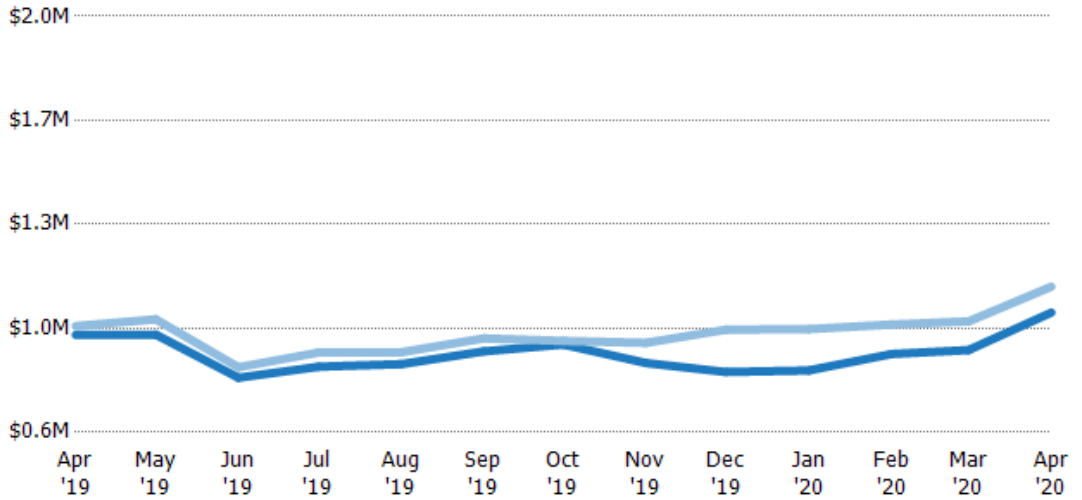
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$739K | \$699K | \$660K | \$693K | \$699K | \$726K | \$726K | \$726K | \$724K | \$694K | \$694K | \$713K | \$749K |
| Prior Year                     | \$695K | \$797K | \$797K | \$799K | \$772K | \$817K | \$833K | \$833K | \$808K | \$780K | \$808K | \$769K | \$739K |
| Percent Change from Prior Year | 6%     | -12%   | -17%   | -13%   | -10%   | -11%   | -13%   | -13%   | -10%   | -11%   | -14%   | -7%    | 1%     |

## 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



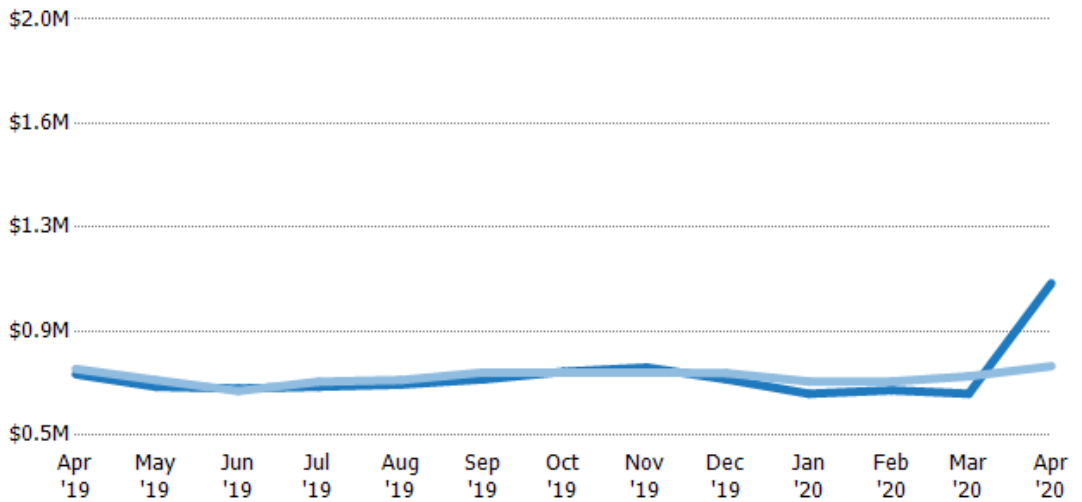
|   | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$928K  | \$929K  | \$783K  | \$820K  | \$829K  | \$872K  | \$895K  | \$833K  | \$803K  | \$808K  | \$863K  | \$877K  | \$1M    |
| Avg Listing Price                         | \$957K  | \$980K  | \$819K  | \$868K  | \$869K  | \$916K  | \$907K  | \$901K  | \$945K  | \$947K  | \$962K  | \$973K  | \$1.09M |
| Avg Listing Price as a % of Avg Est Value | 103%    | 106%    | 105%    | 106%    | 105%    | 105%    | 101%    | 108%    | 118%    | 117%    | 111%    | 111%    | 109%    |

## 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



|   | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$720K  | \$675K  | \$668K  | \$675K  | \$683K  | \$702K  | \$729K  | \$744K  | \$702K  | \$650K  | \$662K  | \$650K  | \$1.05M |
| Median Listing Price                      | \$739K  | \$699K  | \$660K  | \$693K  | \$699K  | \$726K  | \$726K  | \$726K  | \$724K  | \$694K  | \$694K  | \$713K  | \$749K  |
| Med Listing Price as a % of Med Est Value | 103%    | 104%    | 99%     | 103%    | 102%    | 103%    | 100%    | 98%     | 103%    | 107%    | 105%    | 110%    | 71%     |

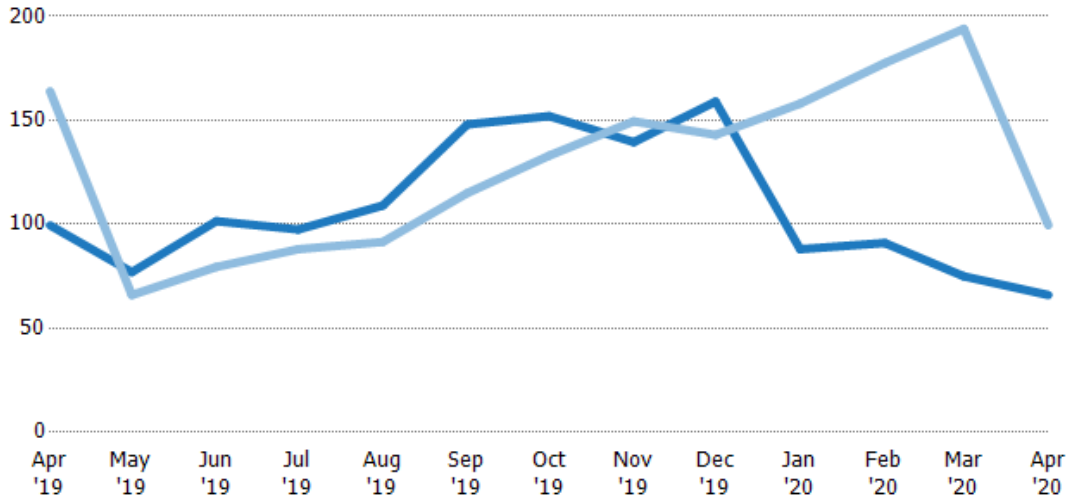
## Median Days in RPR

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/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Apr '20        | 66   | -33.7% |
| Apr '19        | 100  | -39.3% |
| Apr '18        | 164  | -29.9% |



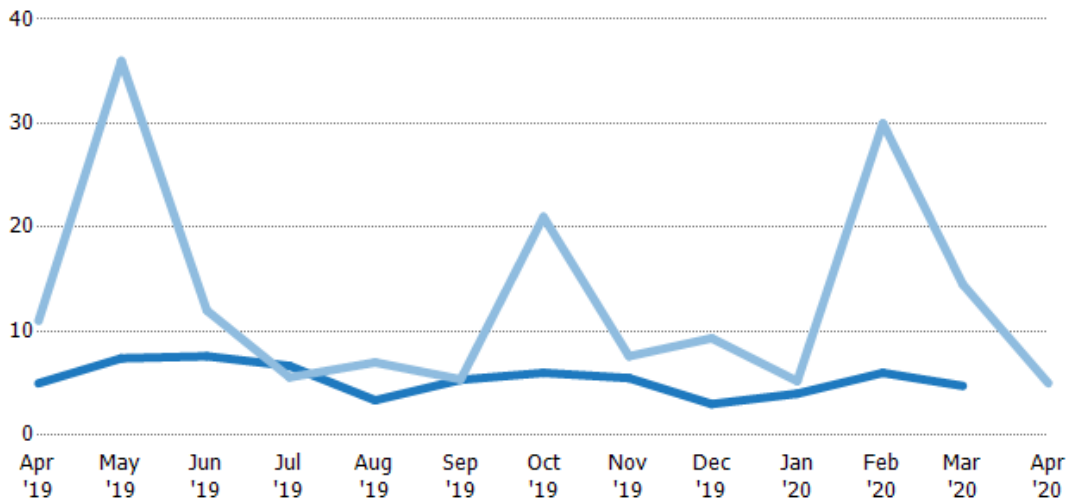
|                                | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 100     | 77      | 102     | 97.5    | 109     | 148     | 152     | 140     | 159     | 88      | 91      | 75      | 66      |
| Prior Year                     | 164     | 66      | 79.5    | 88      | 91.5    | 115     | 133     | 150     | 143     | 158     | 178     | 194     | 100     |
| Percent Change from Prior Year | -39%    | 17%     | 28%     | 11%     | 19%     | 29%     | 14%     | -7%     | 11%     | -44%    | -49%    | -61%    | -34%    |

## 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



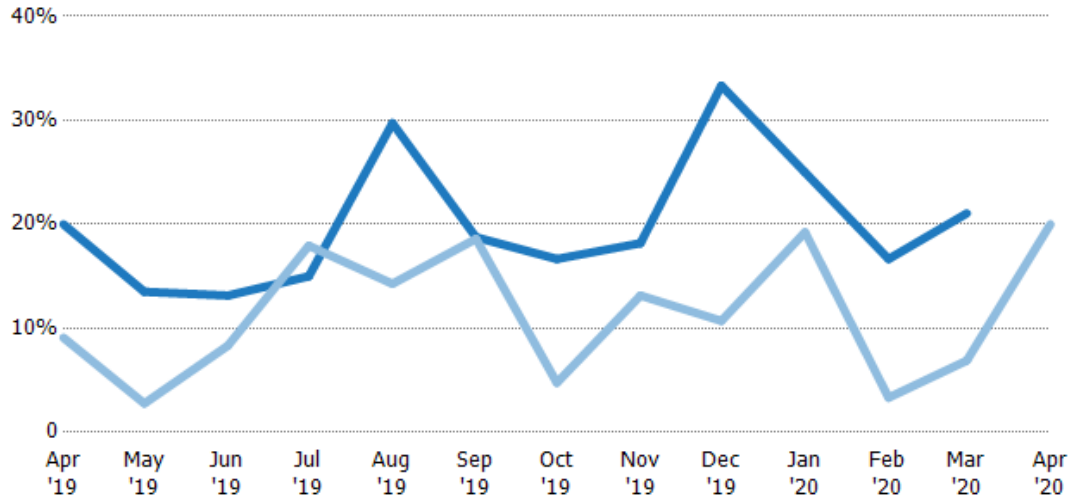
|                                | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 5       | 7.4     | 7.6     | 6.67    | 3.36    | 5.33    | 6       | 5.5     | 3       | 4       | 6       | 4.75    | -       |
| Prior Year                     | 11      | 36      | 12      | 5.57    | 7       | 5.38    | 21      | 7.6     | 9.33    | 5.2     | 30      | 14.5    | 5       |
| Percent Change from Prior Year | -55%    | -79%    | -37%    | 20%     | -52%    | -1%     | -71%    | -28%    | -68%    | -23%    | -80%    | -67%    | -100%   |

## Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Charlotte, VT 05445  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



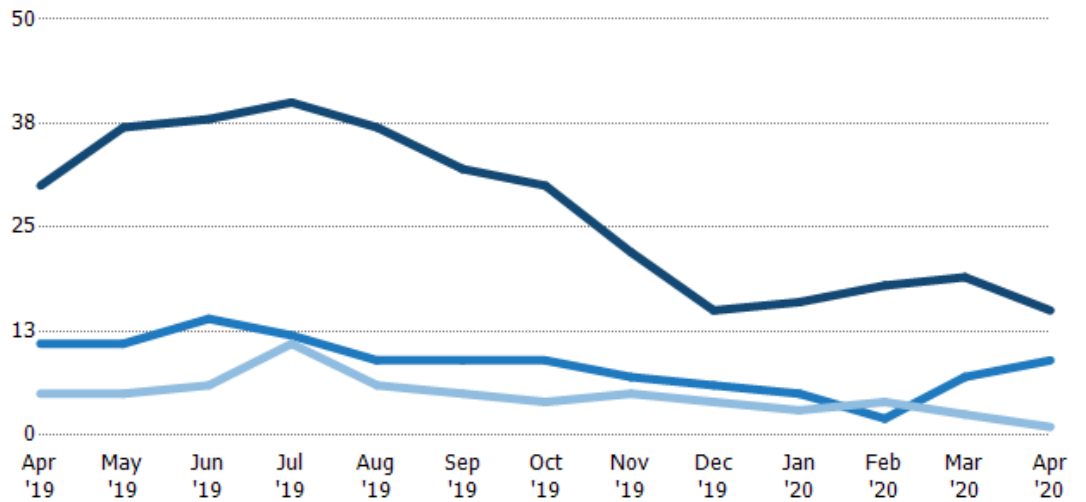
|                        | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 20%     | 14%     | 13%     | 15%     | 30%     | 19%     | 17%     | 18%     | 33%     | 25%     | 17%     | 21%     | -       |
| Prior Year             | 9%      | 3%      | 8%      | 18%     | 14%     | 19%     | 5%      | 13%     | 11%     | 19%     | 3%      | 7%      | 20%     |
| Change from Prior Year | -11%    | -11%    | -5%     | 3%      | -15%    | 0%      | -12%    | -5%     | -23%    | -6%     | -13%    | -14%    | 20%     |

## 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



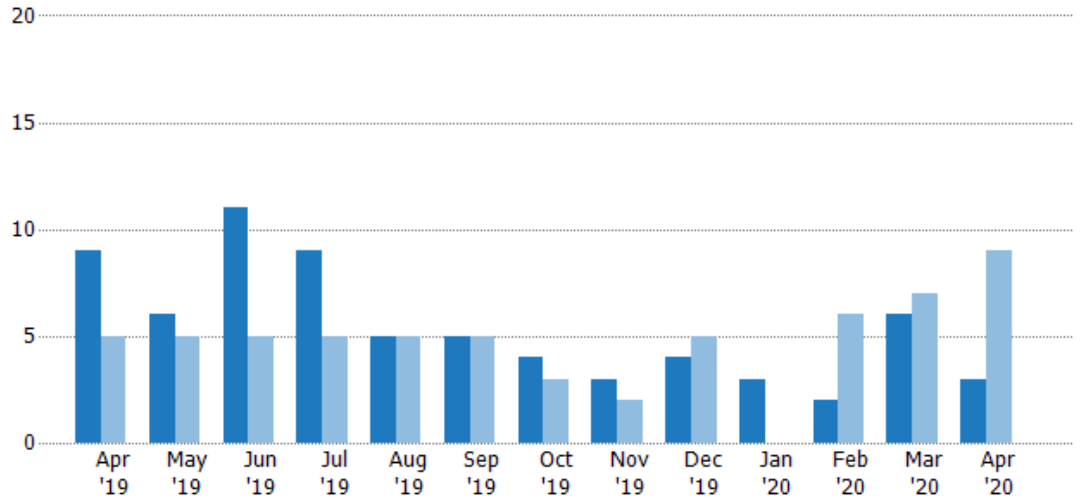
|         | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 30      | 37      | 38      | 40      | 37      | 32      | 30      | 22      | 15      | 16      | 18      | 19      | 15      |
| Pending | 11      | 11      | 14      | 12      | 9       | 9       | 9       | 7       | 6       | 5       | 2       | 7       | 9       |
| Sold    | 5       | 5       | 6       | 11      | 6       | 5       | 4       | 5       | 4       | 3       | 4       | 2.5     | 1       |

## 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



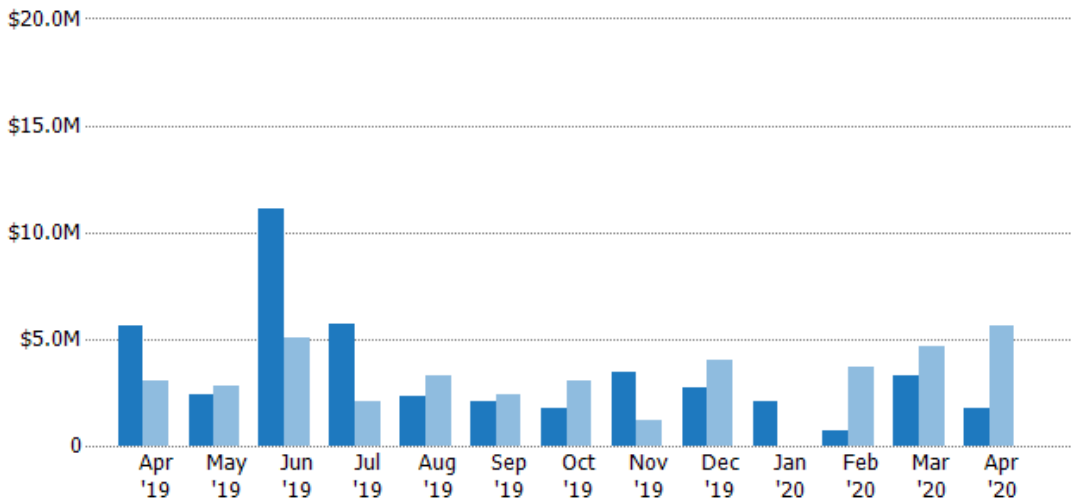
|                                |     |     |      |     |    |    |     |     |      |      |      |      |      |
|--------------------------------|-----|-----|------|-----|----|----|-----|-----|------|------|------|------|------|
| Current Year                   | 9   | 6   | 11   | 9   | 5  | 5  | 4   | 3   | 4    | 3    | 2    | 6    | 3    |
| Prior Year                     | 5   | 5   | 5    | 5   | 5  | 5  | 3   | 2   | 5    | -    | 6    | 7    | 9    |
| Percent Change from Prior Year | 80% | 20% | 120% | 80% | 0% | 0% | 33% | 50% | -20% | 100% | -67% | -14% | -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                   | \$5.64M | \$2.42M | \$11.1M | \$5.67M | \$2.3M | \$2.08M | \$1.73M | \$3.48M | \$2.74M | \$2.06M | \$684K  | \$3.28M | \$1.75M |
| Prior Year                     | \$3.02M | \$2.82M | \$5.08M | \$2.07M | \$3.3M | \$2.43M | \$3.01M | \$1.17M | \$4.02M | -       | \$3.65M | \$4.66M | \$5.64M |
| Percent Change from Prior Year | 87%     | -14%    | 119%    | 174%    | -30%   | -14%    | -42%    | 198%    | -32%    | 100%    | -81%    | -30%    | -69%    |



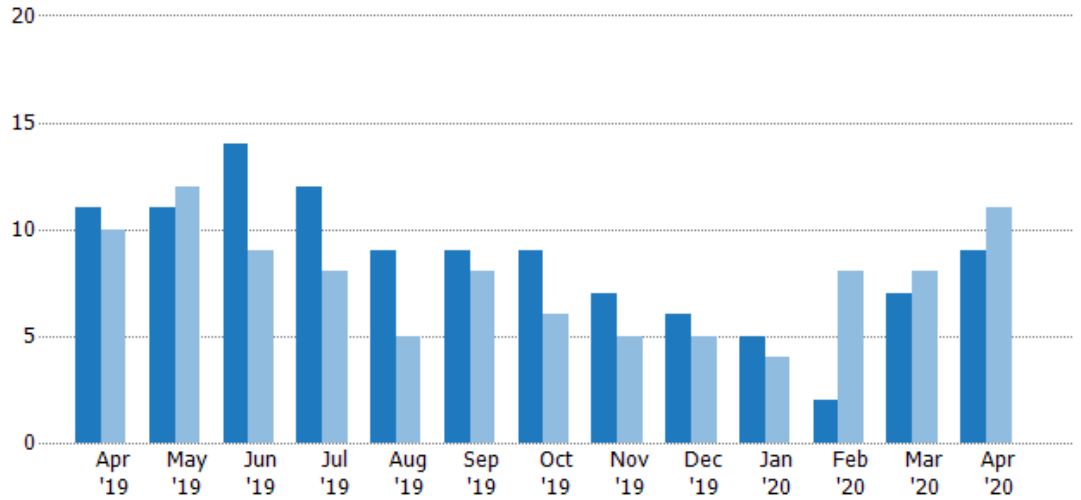
## Pending Sales

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. |
|------------|-------|--------|
| Apr '20    | 9     | -18.2% |
| Apr '19    | 11    | 10%    |
| Apr '18    | 10    | -30%   |



|                                | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 11      | 11      | 14      | 12      | 9       | 9       | 9       | 7       | 6       | 5       | 2       | 7       | 9       |
| Prior Year                     | 10      | 12      | 9       | 8       | 5       | 8       | 6       | 5       | 5       | 4       | 8       | 8       | 11      |
| Percent Change from Prior Year | 10%     | -8%     | 56%     | 50%     | 80%     | 13%     | 50%     | 40%     | 20%     | 25%     | -75%    | -13%    | -18%    |

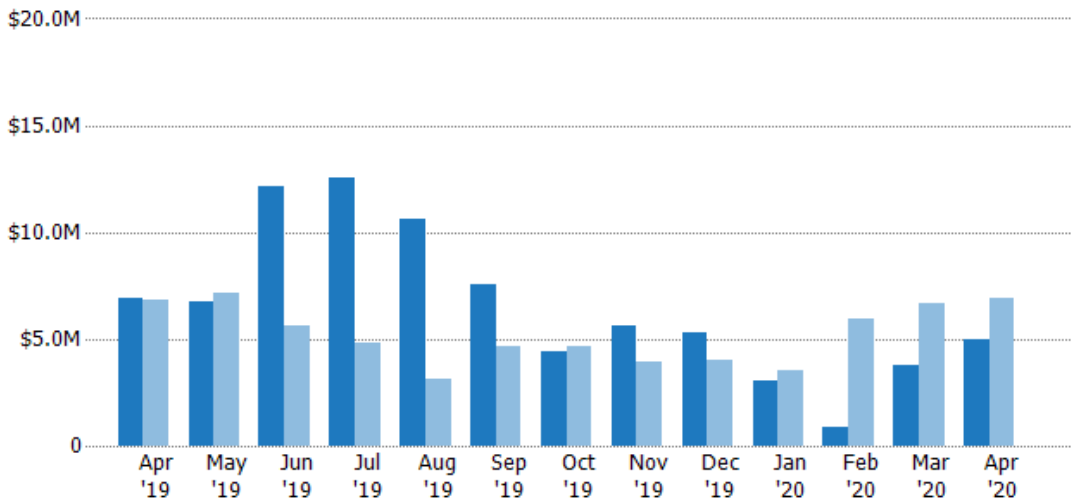
## Pending Sales Volume

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. |
|------------|---------|--------|
| Apr '20    | \$4.97M | -28.4% |
| Apr '19    | \$6.94M | 1.8%   |
| Apr '18    | \$6.82M | -10.7% |



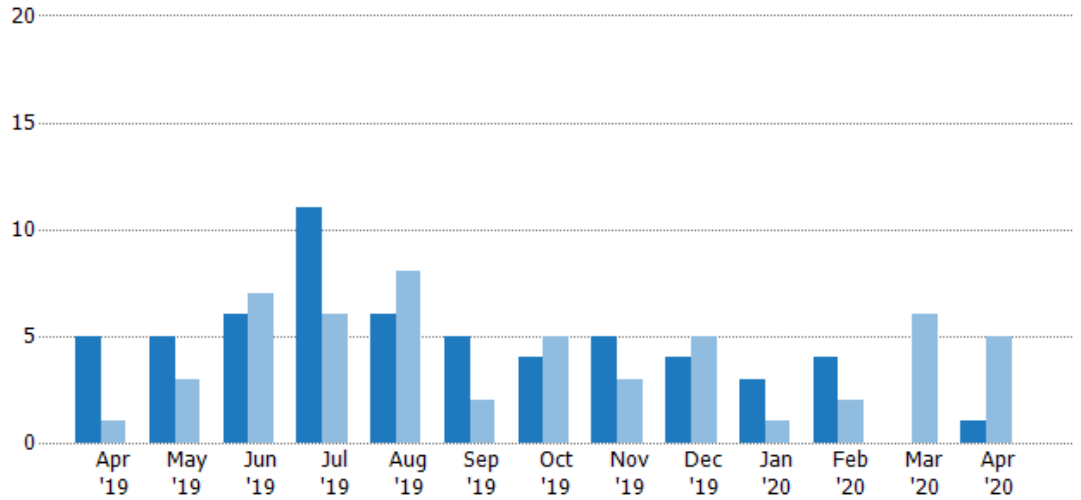
|                                | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.94M | \$6.72M | \$12.1M | \$12.6M | \$10.6M | \$7.59M | \$4.45M | \$5.63M | \$5.3M  | \$3.07M | \$865K  | \$3.75M | \$4.97M |
| Prior Year                     | \$6.82M | \$7.13M | \$5.62M | \$4.85M | \$3.14M | \$4.63M | \$4.65M | \$3.92M | \$4.02M | \$3.52M | \$5.92M | \$6.68M | \$6.94M |
| Percent Change from Prior Year | 2%      | -6%     | 116%    | 160%    | 238%    | 64%     | -4%     | 44%     | 32%     | -13%    | -85%    | -44%    | -28%    |

## 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



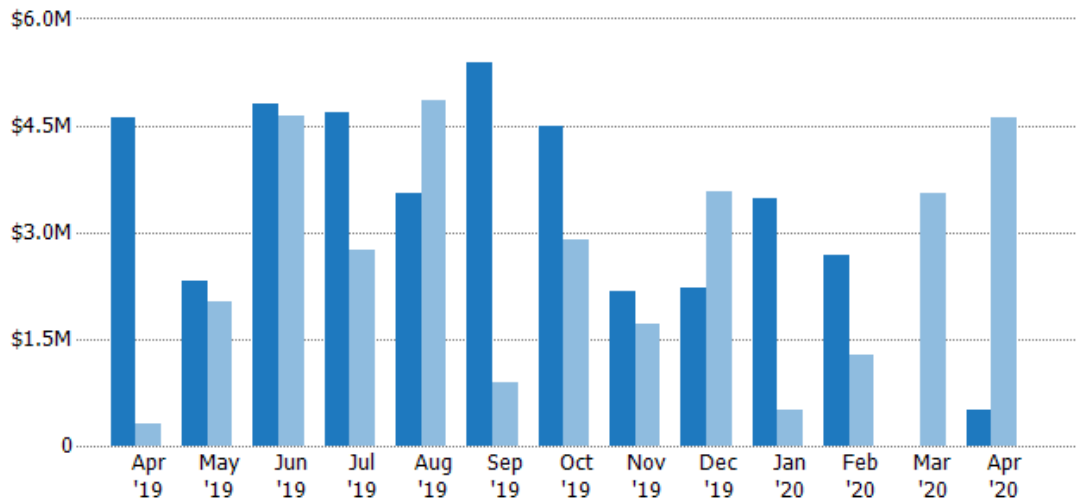
|                                |      |     |      |     |      |      |      |     |      |      |      |       |      |
|--------------------------------|------|-----|------|-----|------|------|------|-----|------|------|------|-------|------|
| Current Year                   | 5    | 5   | 6    | 11  | 6    | 5    | 4    | 5   | 4    | 3    | 4    | -     | 1    |
| Prior Year                     | 1    | 3   | 7    | 6   | 8    | 2    | 5    | 3   | 5    | 1    | 2    | 6     | 5    |
| Percent Change from Prior Year | 400% | 67% | -14% | 83% | -25% | 150% | -20% | 67% | -20% | 200% | 100% | -100% | -80% |

## 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



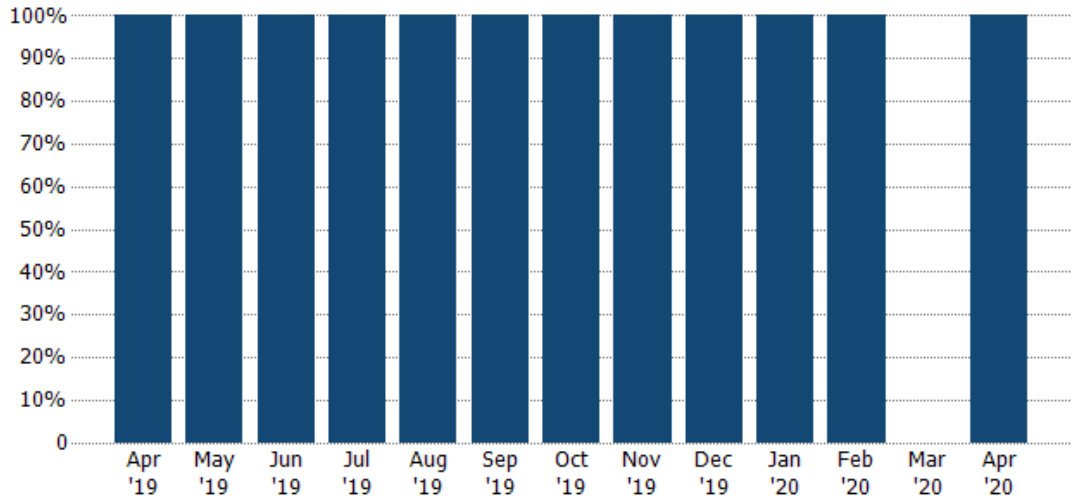
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$4.61M | \$2.31M | \$4.79M | \$4.69M | \$3.55M | \$5.39M | \$4.48M | \$2.17M | \$2.21M | \$3.47M | \$2.69M | -       | \$510K  |
| Prior Year                     | \$305K  | \$2.02M | \$4.63M | \$2.76M | \$4.85M | \$897K  | \$2.89M | \$1.7M  | \$3.57M | \$495K  | \$1.28M | \$3.55M | \$4.61M |
| Percent Change from Prior Year | 1,410%  | 14%     | 3%      | 70%     | -27%    | 501%    | 55%     | 28%     | -38%    | 601%    | 110%    | -100%   | -89%    |

## 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



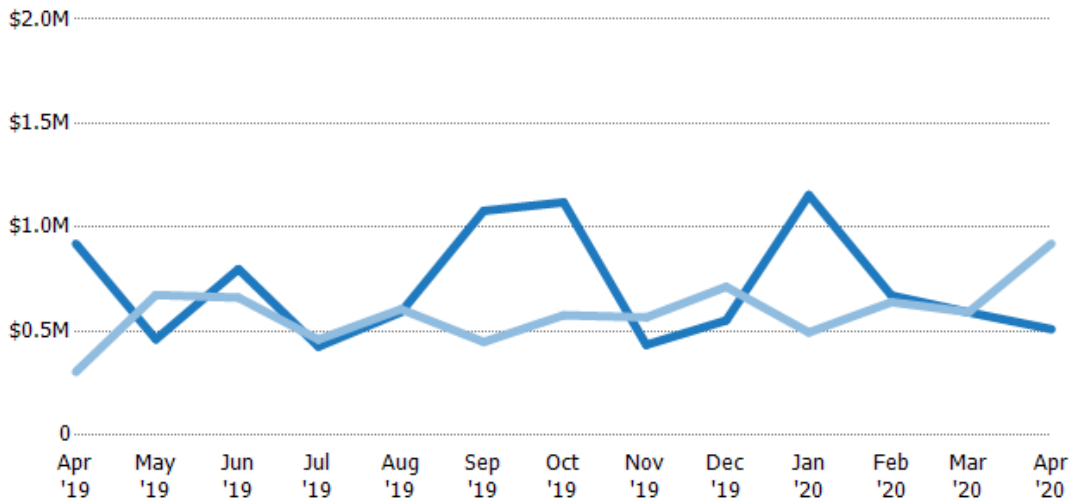
|                         |      |      |      |      |      |      |      |      |      |      |      |   |      |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|---|------|
| Single Family Residence | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | - | 100% |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|---|------|

## 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



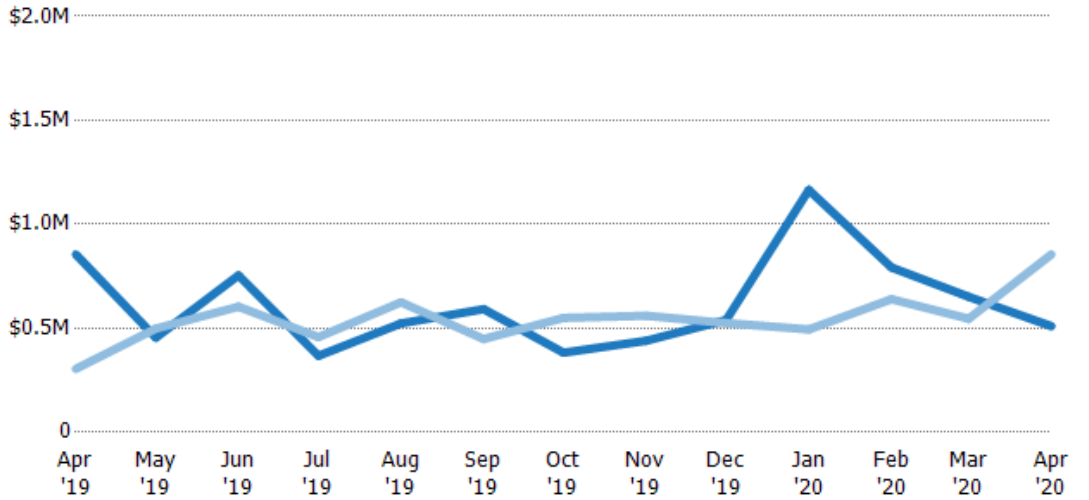
|                                |        |        |        |        |        |         |         |        |        |         |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|---------|---------|--------|--------|---------|--------|--------|--------|
| Current Year                   | \$921K | \$461K | \$799K | \$426K | \$592K | \$1.08M | \$1.12M | \$435K | \$552K | \$1.16M | \$672K | \$591K | \$510K |
| Prior Year                     | \$305K | \$675K | \$662K | \$460K | \$606K | \$449K  | \$577K  | \$567K | \$714K | \$495K  | \$640K | \$592K | \$921K |
| Percent Change from Prior Year | 202%   | -32%   | 21%    | -7%    | -2%    | 141%    | 94%     | -23%   | -23%   | 134%    | 5%     | -100%  | -45%   |

## 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



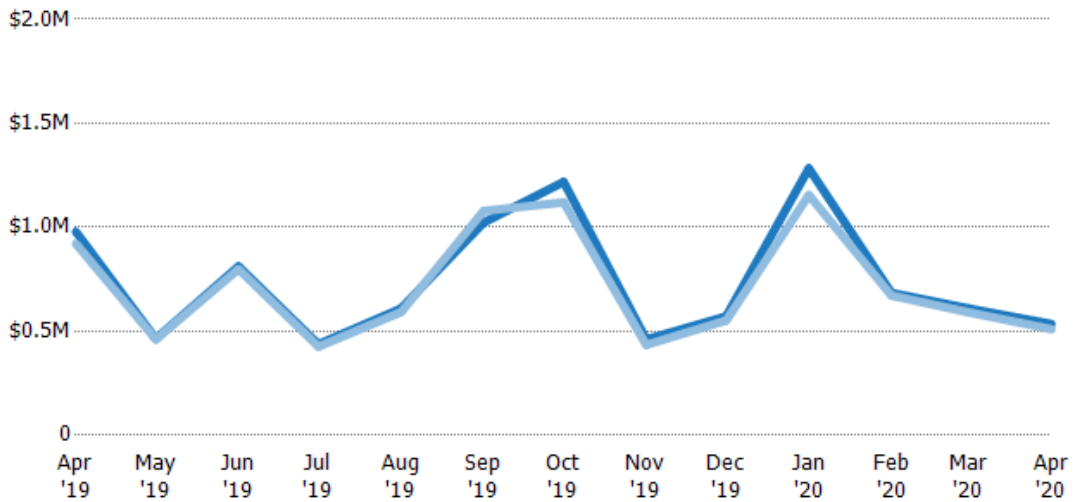
|                                |        |        |        |        |        |        |        |        |        |         |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|
| Current Year                   | \$855K | \$455K | \$755K | \$368K | \$524K | \$592K | \$383K | \$440K | \$540K | \$1.17M | \$793K | \$651K | \$510K |
| Prior Year                     | \$305K | \$499K | \$604K | \$457K | \$625K | \$449K | \$550K | \$560K | \$525K | \$495K  | \$640K | \$546K | \$855K |
| Percent Change from Prior Year | 180%   | -9%    | 25%    | -20%   | -16%   | 32%    | -30%   | -21%   | 3%     | 136%    | 24%    | -100%  | -40%   |

## 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



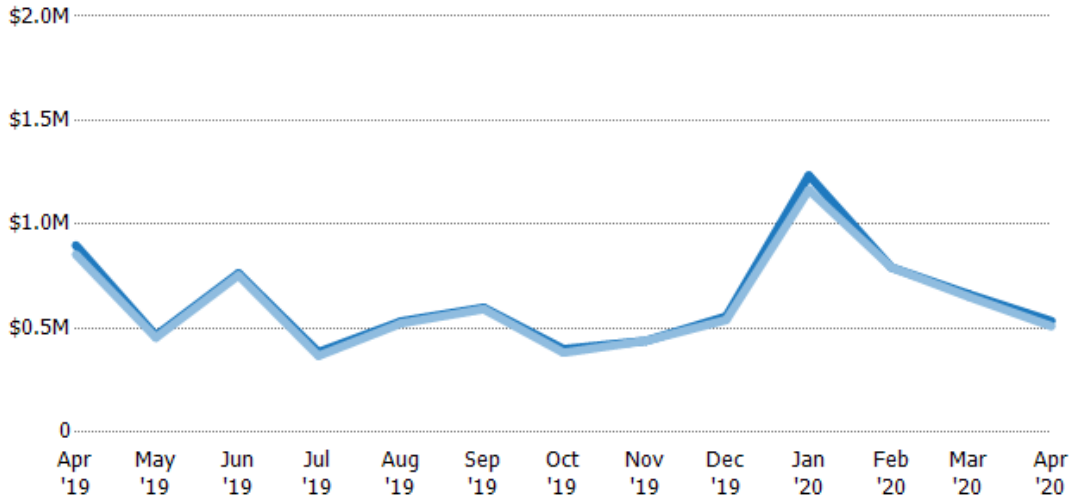
|  |        |        |        |        |        |         |         |        |        |         |        |        |        |
|--|--------|--------|--------|--------|--------|---------|---------|--------|--------|---------|--------|--------|--------|
| Avg List Price                           | \$979K | \$464K | \$812K | \$438K | \$609K | \$1.02M | \$1.22M | \$461K | \$572K | \$1.28M | \$685K | \$610K | \$535K |
| Avg Sales Price                          | \$921K | \$461K | \$799K | \$426K | \$592K | \$1.08M | \$1.12M | \$435K | \$552K | \$1.16M | \$672K | \$591K | \$510K |
| Avg Sales Price as a % of Avg List Price | 94%    | 99%    | 98%    | 97%    | 97%    | 105%    | 92%     | 94%    | 97%    | 90%     | 98%    | 97%    | 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



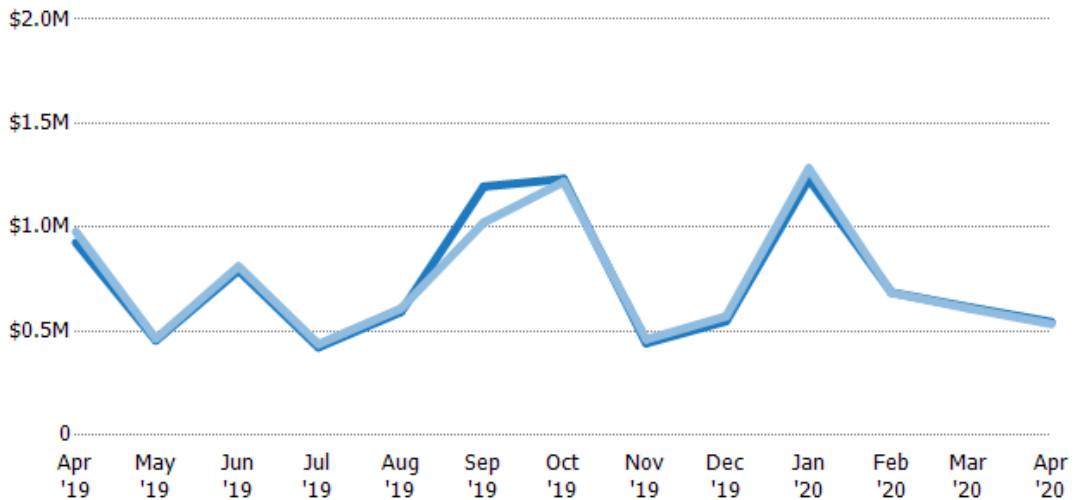
|  | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$899K  | \$465K  | \$765K  | \$385K  | \$533K  | \$599K  | \$400K  | \$440K  | \$557K  | \$1.24M | \$793K  | \$664K  | \$535K  |
| Median Sales Price                       | \$855K  | \$455K  | \$755K  | \$368K  | \$524K  | \$592K  | \$383K  | \$440K  | \$540K  | \$1.17M | \$793K  | \$651K  | \$510K  |
| Med Sales Price as a % of Med List Price | 95%     | 98%     | 99%     | 95%     | 98%     | 99%     | 96%     | 100%    | 97%     | 94%     | 100%    | 98%     | 95%     |

## 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



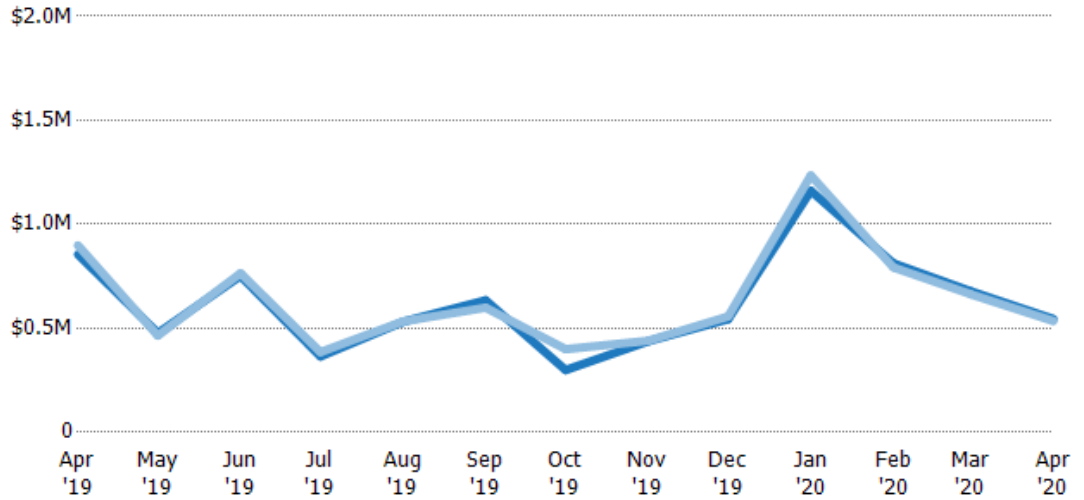
|   | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$927K  | \$456K  | \$793K  | \$423K  | \$593K  | \$1.2M  | \$1.23M | \$443K  | \$549K  | \$1.23M | \$687K  | \$616K  | \$545K  |
| Avg Sales Price                         | \$979K  | \$464K  | \$812K  | \$438K  | \$609K  | \$1.02M | \$1.22M | \$461K  | \$572K  | \$1.28M | \$685K  | \$610K  | \$535K  |
| Avg Sales Price as a % of Avg Est Value | 106%    | 102%    | 102%    | 104%    | 103%    | 86%     | 99%     | 104%    | 104%    | 104%    | 100%    | 99%     | 98%     |

## 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



|   | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$855K  | \$477K  | \$752K  | \$365K  | \$531K  | \$635K  | \$299K  | \$437K  | \$544K  | \$1.16M | \$812K  | \$678K  | \$545K  |
| Median Sales Price                      | \$899K  | \$465K  | \$765K  | \$385K  | \$533K  | \$599K  | \$400K  | \$440K  | \$557K  | \$1.24M | \$793K  | \$664K  | \$535K  |
| Med Sales Price as a % of Med Est Value | 105%    | 97%     | 102%    | 105%    | 100%    | 94%     | 133%    | 101%    | 102%    | 106%    | 98%     | 98%     | 98%     |