

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	13	-23.1%	29	40	-27.5%
New Listing Volume	\$8,078,300	\$10,343,500	-21.9%	\$22,184,562	\$29,396,100	-24.5%
Active Listing Count	20	36	-44.4%	N/A	N/A	
Active Listing Volume	\$18,532,262	\$32,199,800	-42.4%	N/A	N/A	
Average Listing Price	\$926,613	\$894,439	+3.6%	\$840,140	\$841,696	-0.2%
Median Listing Price	\$736,450	\$687,000	+7.2%	\$717,522	\$743,599	-3.5%
Median Days in RPR	85	76.5	+11.1%	84.81	127.29	-33.4%
Months of Inventory	20	7.2	+177.8%	4.8	14.7	-67.1%
Absorption Rate	5%	13.89%	-8.9%	20.65%	6.8%	+13.8%
Sales Activity Charts Metrics						
New Pending Sales Count	8	6	+33.3%	22	28	-21.4%
New Pending Sales Volume	\$5,265,900	\$2,417,800	+117.8%	\$13,031,800	\$16,369,300	-20.4%
Pending Sales Count	9	11	-18.2%	N/A	N/A	
Pending Sales Volume	\$5,471,700	\$6,724,800	-18.6%	N/A	N/A	
Closed Sales Count	5	5	+/-	13	19	-31.6%
Closed Sales Volume	\$2,817,500	\$2,305,500	+22.2%	\$9,480,000	\$12,238,730	-22.5%
Average Sales Price	\$563,500	\$461,100	+22.2%	\$729,231	\$644,144	+13.2%
Median Sales Price	\$535,000	\$455,000	+17.6%	\$757,692	\$610,474	+24.1%

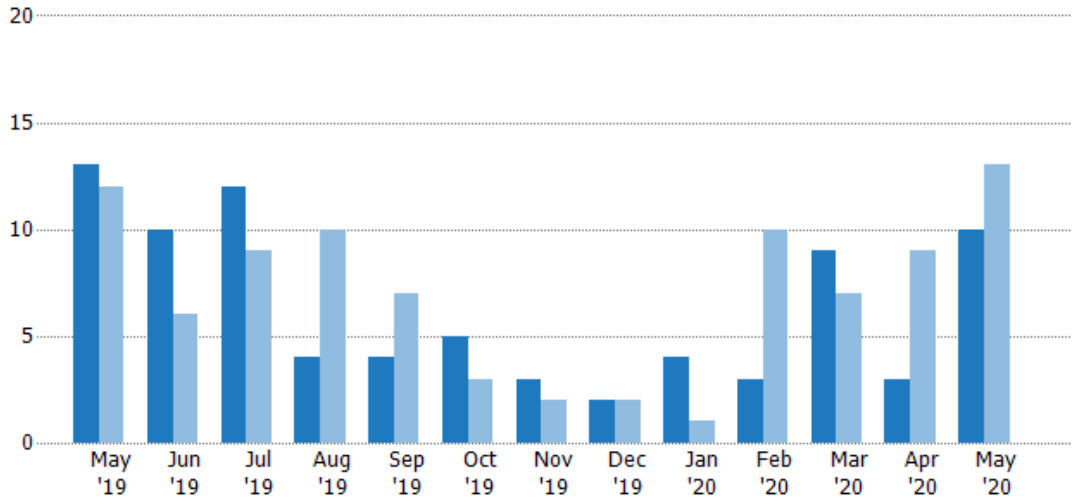
New Listings

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.
May '20	10	-23.1%
May '19	13	8.3%
May '18	12	25%



Current Year	13	10	12	4	4	5	3	2	4	3	9	3	10
Prior Year	12	6	9	10	7	3	2	2	1	10	7	9	13
Percent Change from Prior Year	8%	67%	33%	-60%	-43%	67%	50%	0%	300%	-70%	29%	-67%	-23%

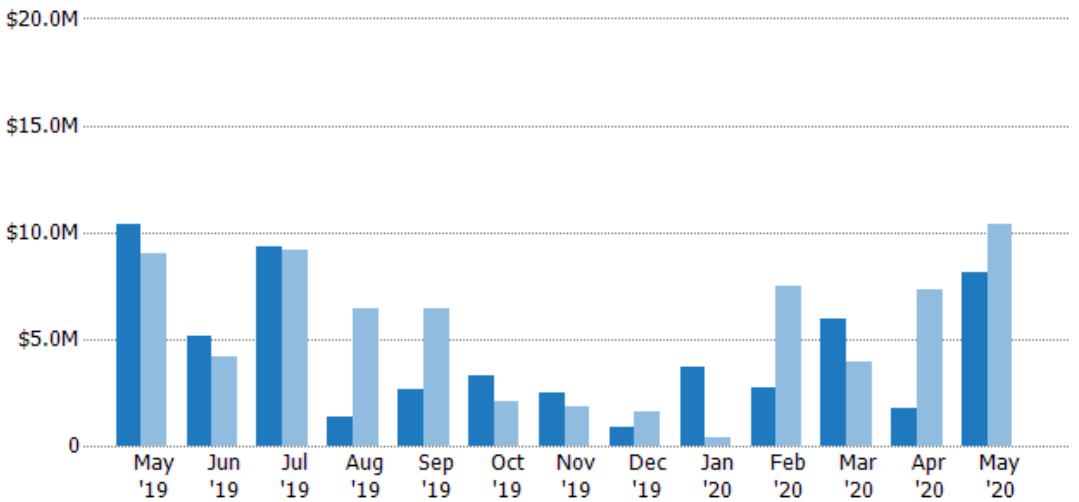
New Listing Volume

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.
May '20	\$8.08M	-21.9%
May '19	\$10.3M	14.4%
May '18	\$9.04M	97.6%



Current Year	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.31M	\$2.46M	\$890K	\$3.68M	\$2.7M	\$5.97M	\$1.75M	\$8.08M
Prior Year	\$9.04M	\$4.18M	\$9.18M	\$6.42M	\$6.43M	\$2.05M	\$1.83M	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M
Percent Change from Prior Year	14%	23%	2%	-79%	-59%	62%	34%	-46%	823%	-64%	53%	-76%	-22%

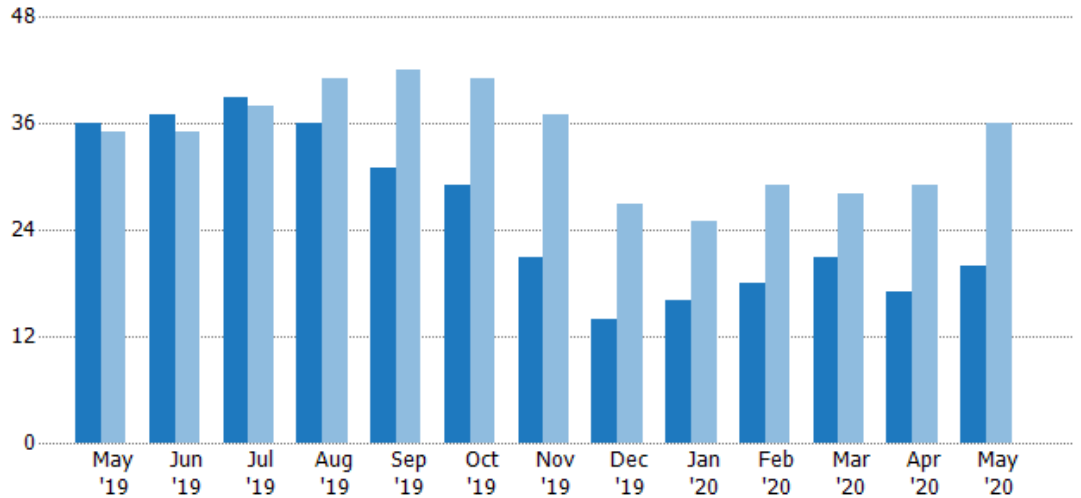
Active Listings

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.
May '20	20	-44.4%
May '19	36	2.9%
May '18	35	28.6%



Current Year	36	37	39	36	31	29	21	14	16	18	21	17	20
Prior Year	35	35	38	41	42	41	37	27	25	29	28	29	36
Percent Change from Prior Year	3%	6%	3%	-12%	-26%	-29%	-43%	-48%	-36%	-38%	-25%	-41%	-44%

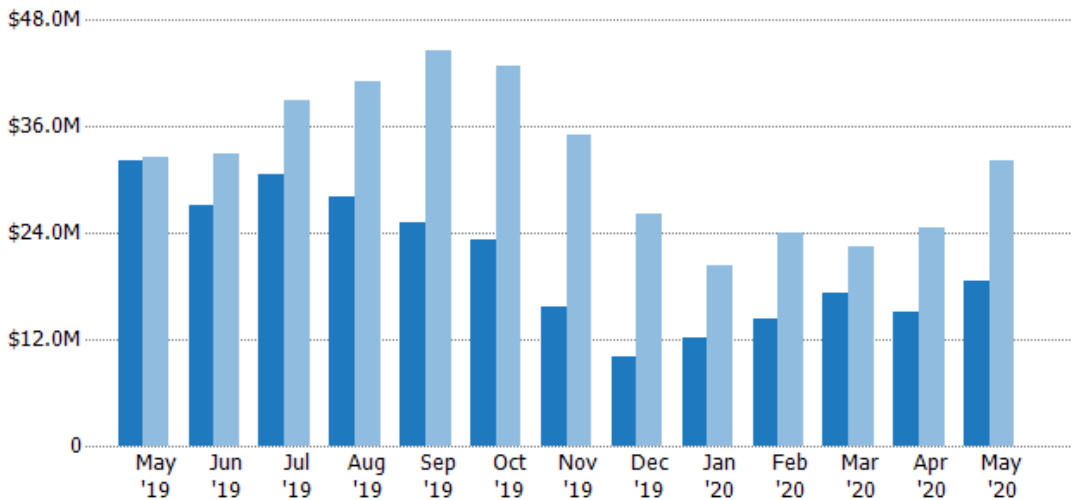
Active Listing Volume

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.
May '20	\$18.5M	-42.4%
May '19	\$32.2M	-1.1%
May '18	\$32.6M	20.5%



Current Year	\$32.2M	\$27M	\$30.7M	\$28.1M	\$25.3M	\$23.2M	\$15.8M	\$10.1M	\$12.2M	\$14.4M	\$17.2M	\$15M	\$18.5M
Prior Year	\$32.6M	\$33M	\$39M	\$41.1M	\$44.6M	\$42.9M	\$35.1M	\$26.1M	\$20.3M	\$24.1M	\$22.5M	\$24.7M	\$32.2M
Percent Change from Prior Year	-1%	-18%	-21%	-32%	-43%	-46%	-55%	-61%	-40%	-40%	-24%	-39%	-42%

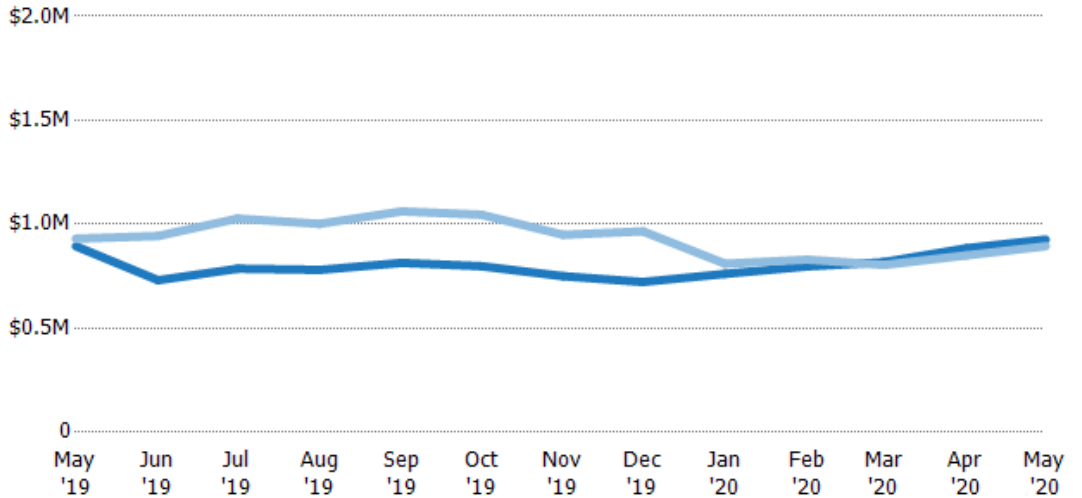
Average Listing Price

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.
May '20	\$927K	3.6%
May '19	\$894K	-3.9%
May '18	\$931K	-6.2%



Current Year	\$894K	\$731K	\$786K	\$781K	\$815K	\$799K	\$750K	\$723K	\$762K	\$797K	\$818K	\$885K	\$927K
Prior Year	\$931K	\$944K	\$1.03M	\$1M	\$1.06M	\$1.05M	\$949K	\$966K	\$811K	\$830K	\$805K	\$850K	\$894K
Percent Change from Prior Year	-4%	-23%	-23%	-22%	-23%	-24%	-21%	-25%	-6%	-4%	2%	4%	4%

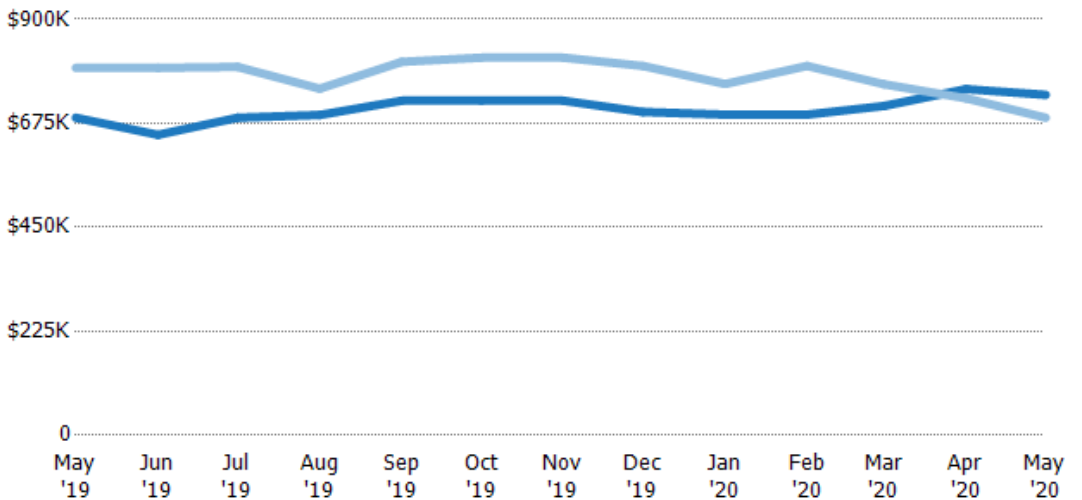
Median Listing Price

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.
May '20	\$736K	7.2%
May '19	\$687K	-13.6%
May '18	\$795K	-25.2%



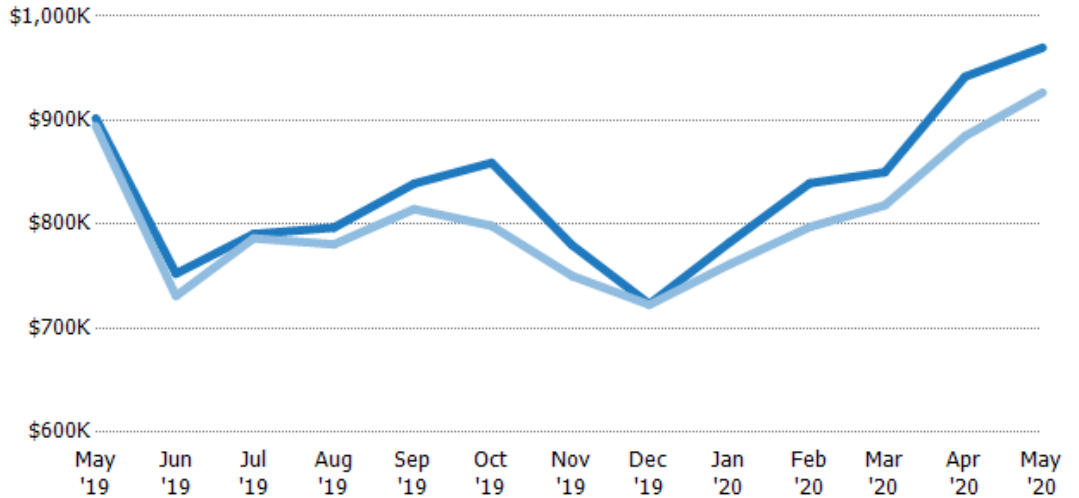
Current Year	\$687K	\$650K	\$687K	\$693K	\$724K	\$724K	\$724K	\$699K	\$694K	\$694K	\$713K	\$749K	\$736K
Prior Year	\$795K	\$795K	\$797K	\$750K	\$808K	\$817K	\$817K	\$799K	\$760K	\$799K	\$759K	\$729K	\$687K
Percent Change from Prior Year	-14%	-18%	-14%	-8%	-10%	-11%	-11%	-12%	-9%	-13%	-6%	3%	7%

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



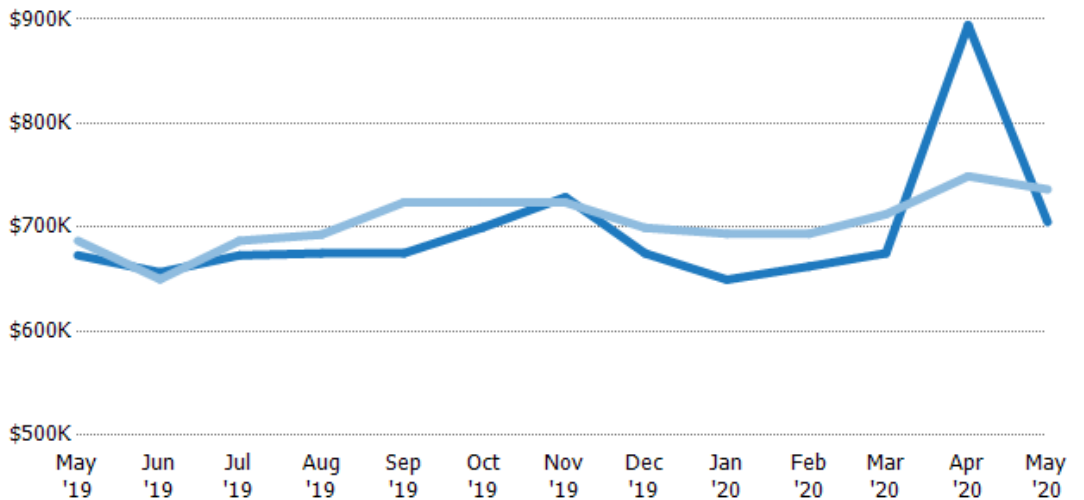
Avg Est Value	\$902K	\$752K	\$791K	\$797K	\$839K	\$859K	\$780K	\$723K	\$783K	\$839K	\$850K	\$942K	\$970K
Avg Listing Price	\$894K	\$731K	\$786K	\$781K	\$815K	\$799K	\$750K	\$723K	\$762K	\$797K	\$818K	\$885K	\$927K
Avg Listing Price as a % of Avg Est Value	99%	97%	99%	98%	97%	93%	96%	100%	97%	95%	96%	94%	96%

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	\$673K	\$657K	\$673K	\$675K	\$675K	\$700K	\$729K	\$675K	\$650K	\$662K	\$675K	\$895K	\$705K
Median Listing Price	\$687K	\$650K	\$687K	\$693K	\$724K	\$724K	\$724K	\$699K	\$694K	\$694K	\$713K	\$749K	\$736K
Med Listing Price as a % of Med Est Value	102%	99%	102%	103%	107%	103%	99%	104%	107%	105%	106%	84%	104%

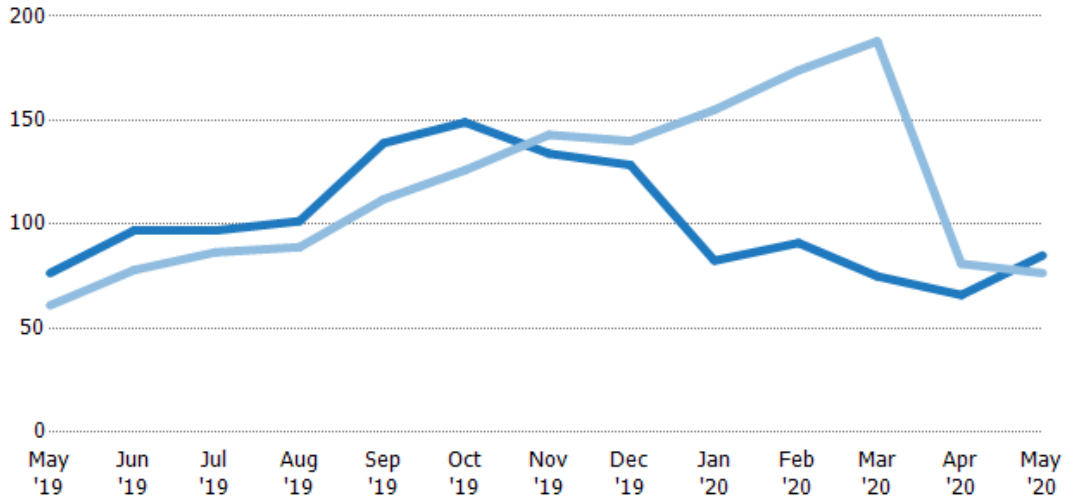
Median Days in RPR

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.
May '20	85	11.1%
May '19	76.5	25.4%
May '18	61	29.5%



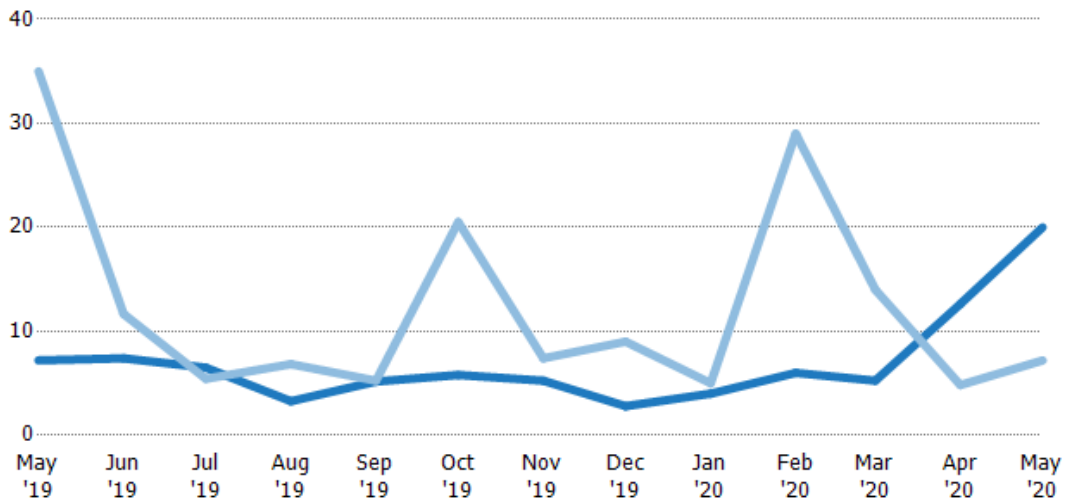
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	76.5	97	97	102	139	149	134	129	82.5	91	75	66	85
Prior Year	61	78	86.5	89	112	126	143	140	155	174	188	81	76.5
Percent Change from Prior Year	25%	24%	12%	14%	24%	18%	-6%	-8%	-47%	-48%	-60%	-19%	11%

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



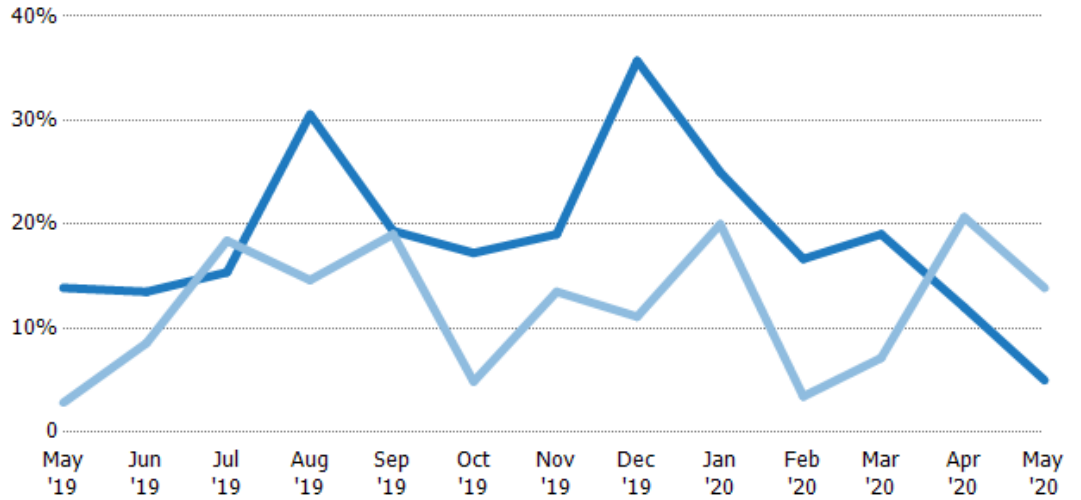
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7.2	7.4	6.5	3.27	5.17	5.8	5.25	2.8	4	6	5.25	12.6	20
Prior Year	35	11.7	5.43	6.83	5.25	20.5	7.4	9	5	29	14	4.83	7.2
Percent Change from Prior Year	-79%	-37%	20%	-52%	-2%	-72%	-29%	-69%	-20%	-79%	-63%	-100%	178%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



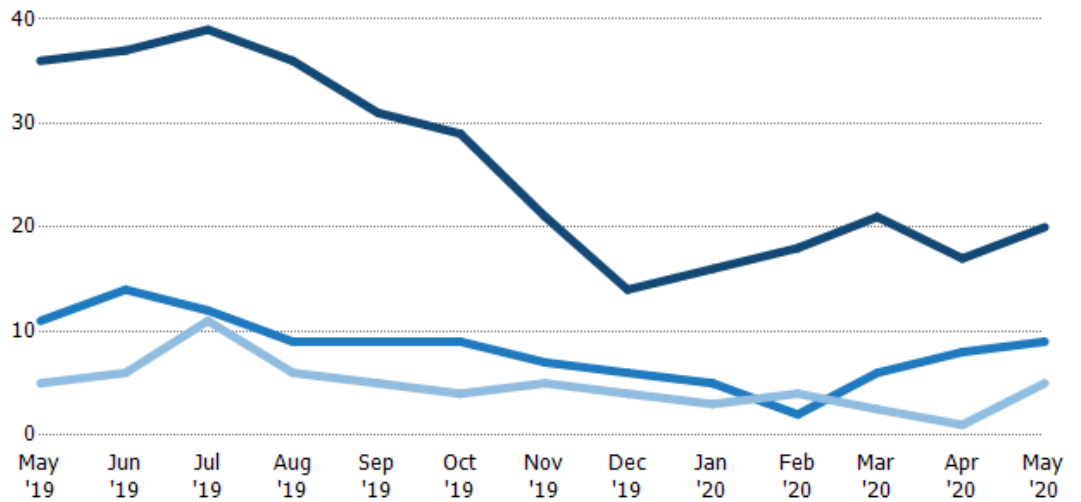
Current Year	14%	14%	15%	31%	19%	17%	19%	36%	25%	17%	19%	12%	5%
Prior Year	3%	9%	18%	15%	19%	5%	14%	11%	20%	3%	7%	21%	14%
Change from Prior Year	-11%	-5%	3%	-16%	0%	-12%	-6%	-25%	-5%	-13%	-12%	21%	9%

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



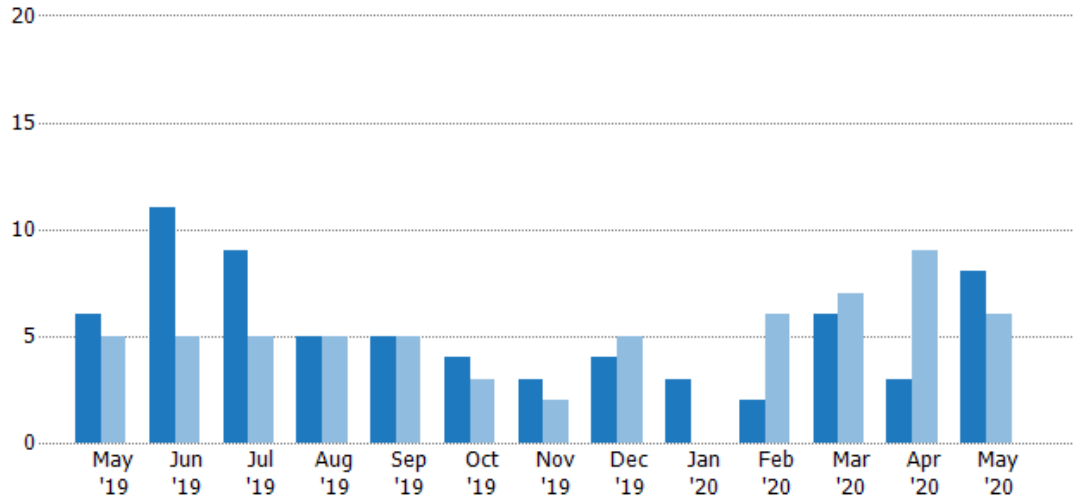
Active	36	37	39	36	31	29	21	14	16	18	21	17	20
Pending	11	14	12	9	9	9	7	6	5	2	6	8	9
Sold	5	6	11	6	5	4	5	4	3	4	2.5	1	5

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



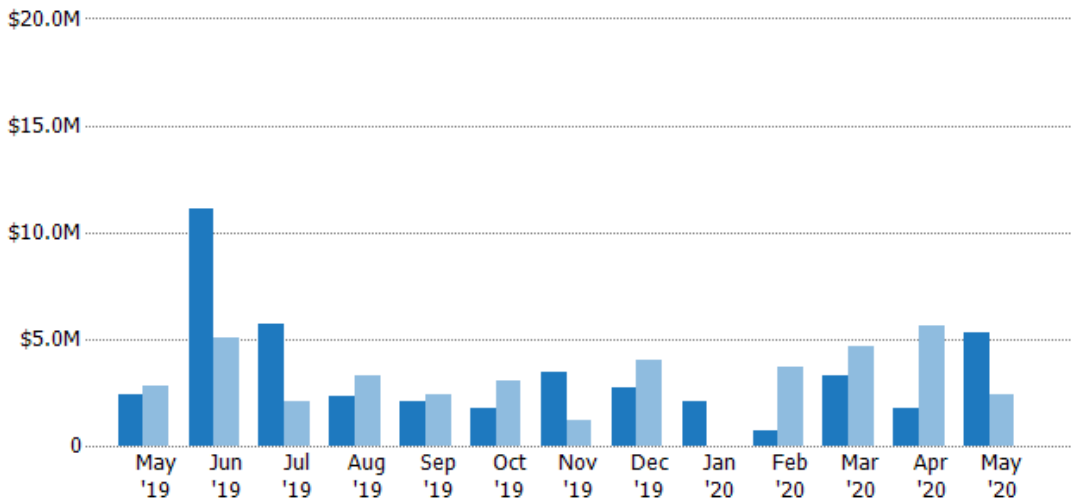
Current Year	6	11	9	5	5	4	3	4	3	2	6	3	8
Prior Year	5	5	5	5	5	3	2	5	-	6	7	9	6
Percent Change from Prior Year	20%	120%	80%	0%	0%	33%	50%	-20%	100%	-67%	-14%	-67%	33%

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	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M
Prior Year	\$2.82M	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M
Percent Change from Prior Year	-14%	119%	174%	-30%	-14%	-42%	198%	-32%	100%	-81%	-30%	-69%	118%

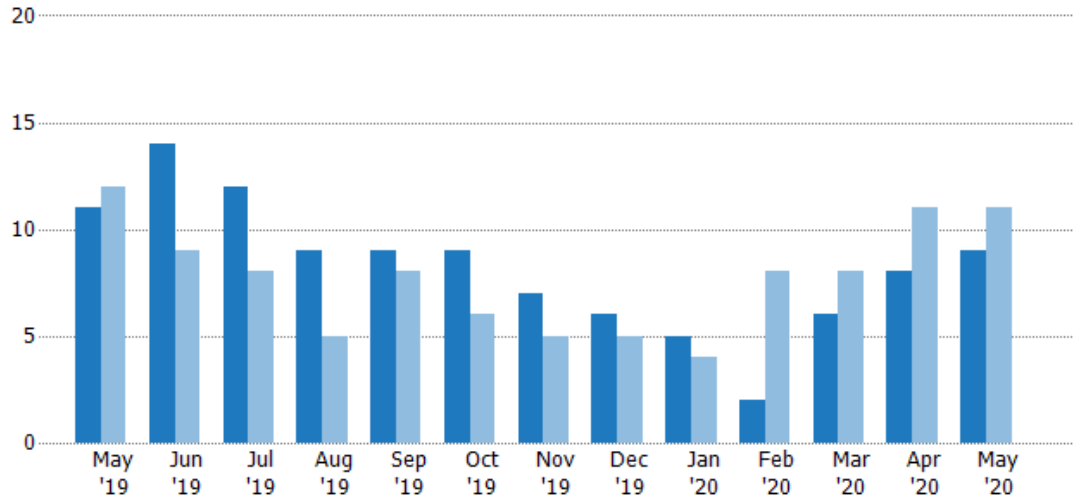
Pending Sales

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.
May '20	9	-18.2%
May '19	11	-8.3%
May '18	12	-16.7%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	11	14	12	9	9	9	7	6	5	2	6	8	9
Prior Year	12	9	8	5	8	6	5	5	4	8	8	11	11
Percent Change from Prior Year	-8%	56%	50%	80%	13%	50%	40%	20%	25%	-75%	-25%	-27%	-18%

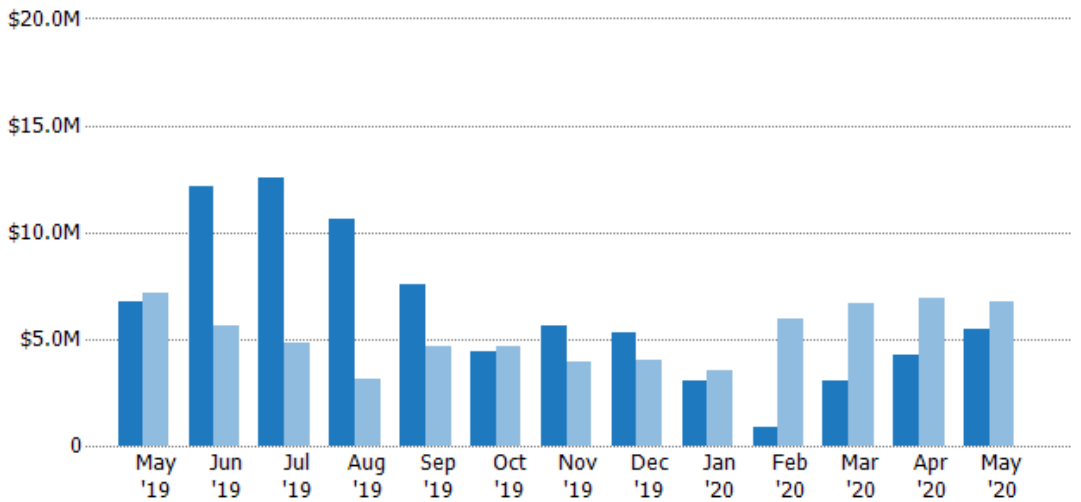
Pending Sales Volume

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.
May '20	\$5.47M	-18.6%
May '19	\$6.72M	-5.7%
May '18	\$7.13M	9.1%



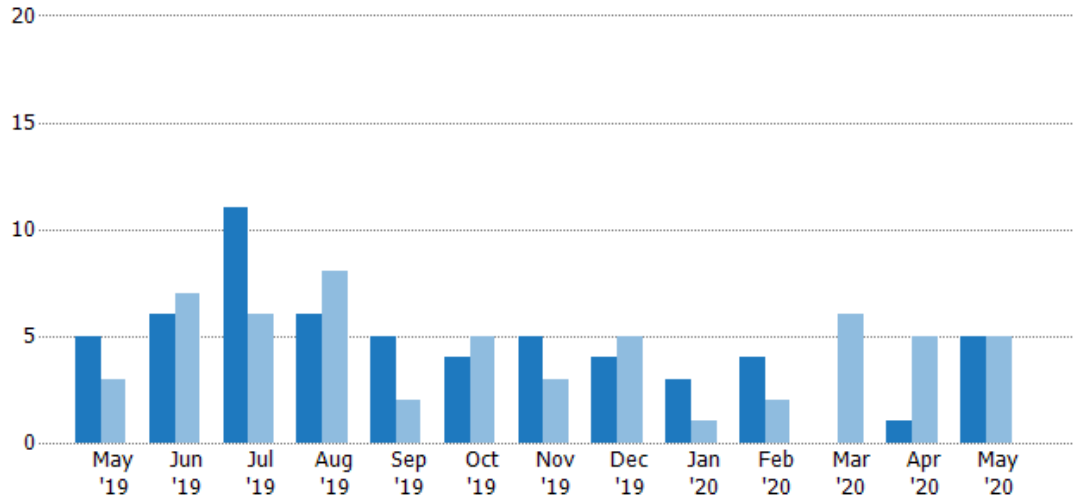
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.59M	\$4.45M	\$5.63M	\$5.3M	\$3.07M	\$865K	\$3.08M	\$4.29M	\$5.47M
Prior Year	\$7.13M	\$5.62M	\$4.85M	\$3.14M	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M
Percent Change from Prior Year	-6%	116%	160%	238%	64%	-4%	44%	32%	-13%	-85%	-54%	-38%	-19%

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



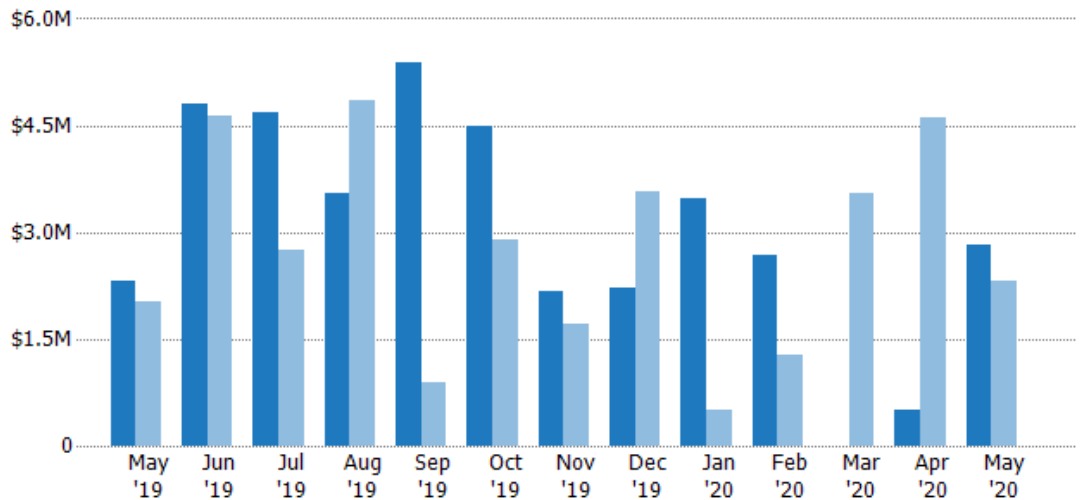
Current Year	5	6	11	6	5	4	5	4	3	4	-	1	5
Prior Year	3	7	6	8	2	5	3	5	1	2	6	5	5
Percent Change from Prior Year	67%	-14%	83%	-25%	150%	-20%	67%	-20%	200%	100%	-100%	-80%	0%

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



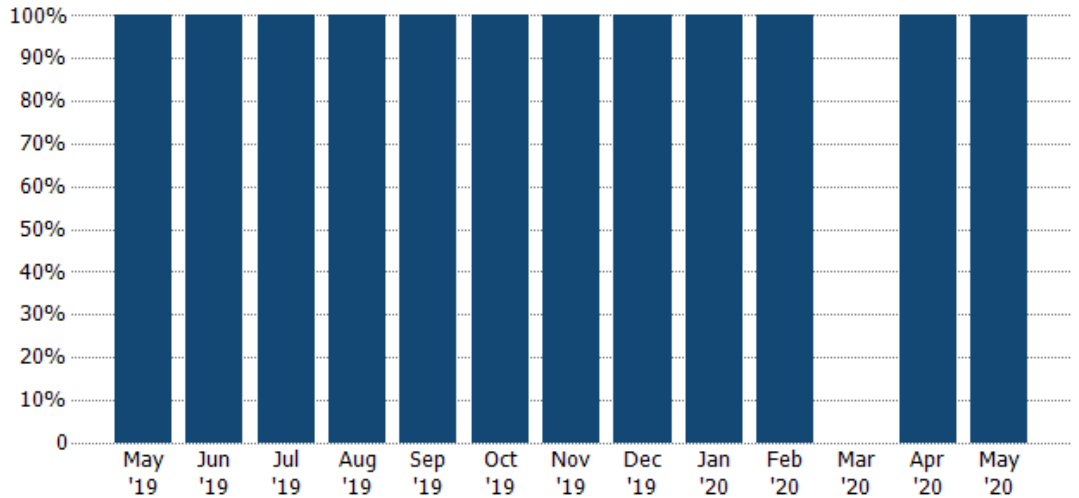
Current Year	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M
Prior Year	\$2.02M	\$4.63M	\$2.76M	\$4.85M	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M
Percent Change from Prior Year	14%	3%	70%	-27%	501%	55%	28%	-38%	601%	110%	-100%	-89%	22%

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

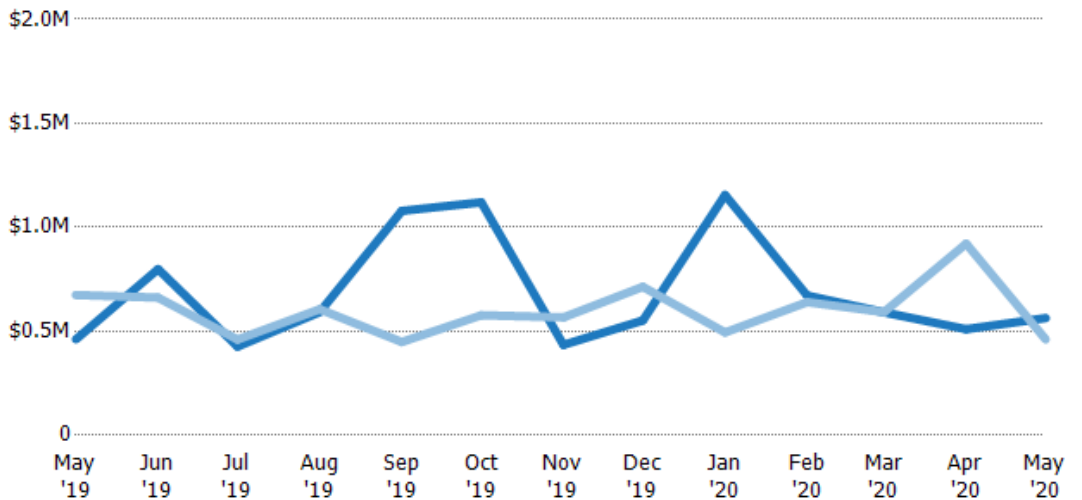
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% - 100% 100%

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

■ Prior Year

Percent Change from Prior Year

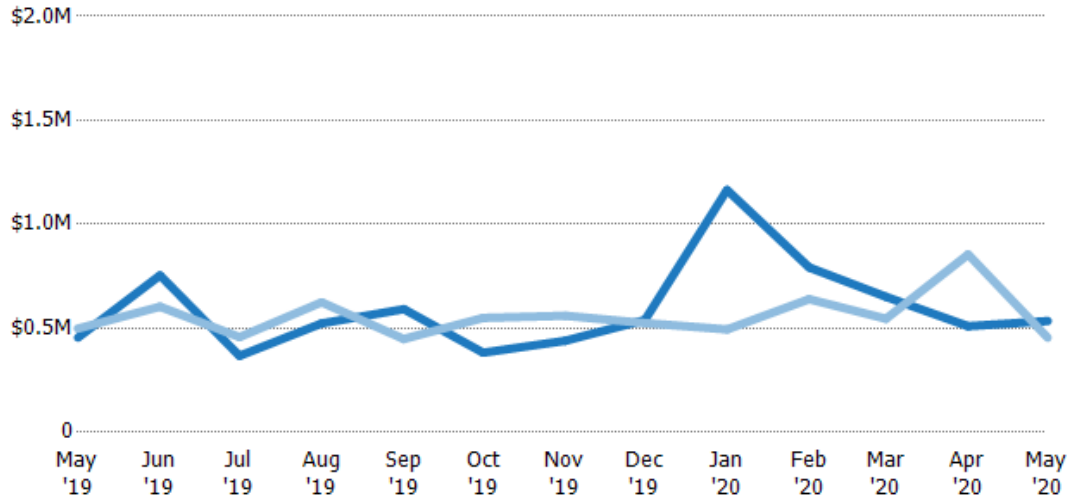
Current Year	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K
Prior Year	\$675K	\$662K	\$460K	\$606K	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K
Percent Change from Prior Year	-32%	21%	-7%	-2%	141%	94%	-23%	-23%	134%	5%	-100%	-45%	22%

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



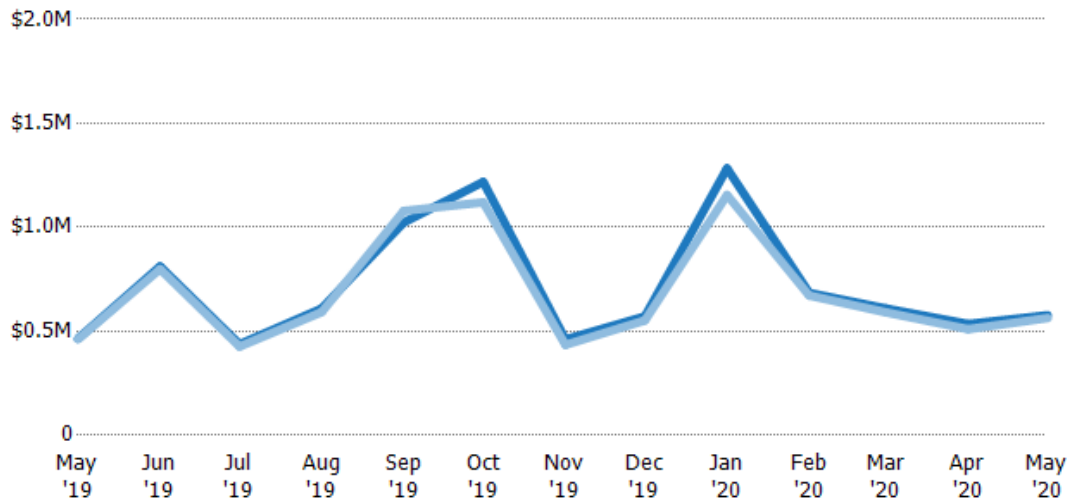
Current Year	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K
Prior Year	\$499K	\$604K	\$457K	\$625K	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K
Percent Change from Prior Year	-9%	25%	-20%	-16%	32%	-30%	-21%	3%	136%	24%	-100%	-40%	18%

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



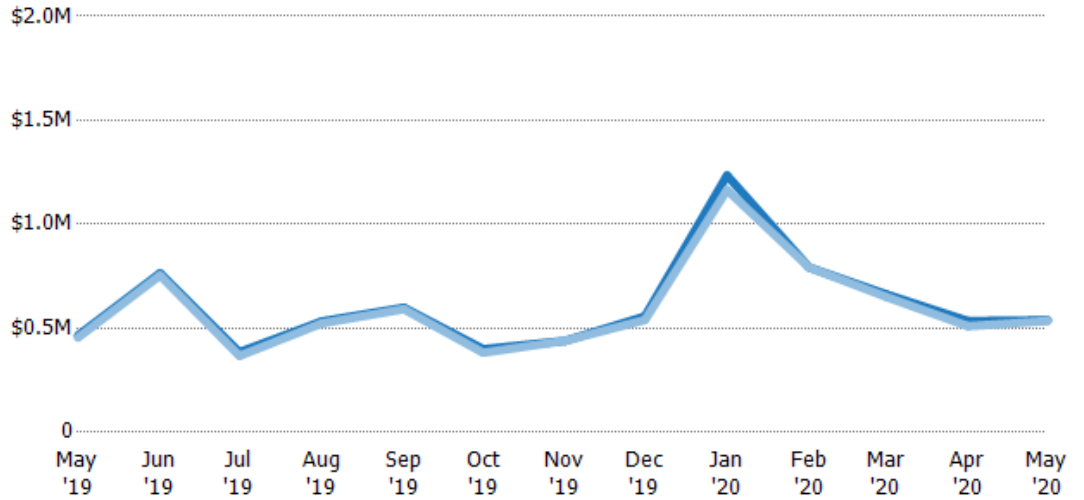
Avg List Price	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K
Avg Sales Price	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K
Avg Sales Price as a % of Avg List Price	99%	98%	97%	97%	105%	92%	94%	97%	90%	98%	97%	95%	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



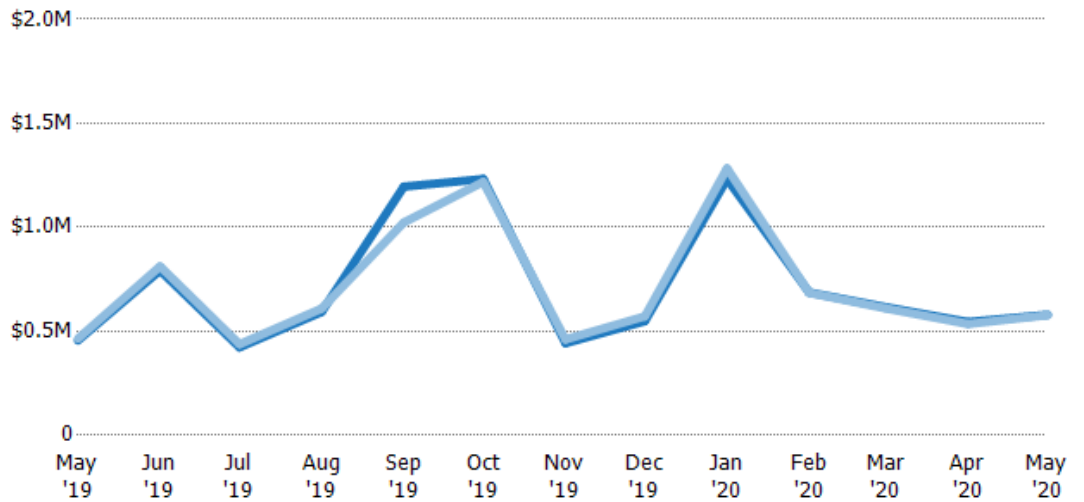
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K
Median Sales Price	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K
Med Sales Price as a % of Med List Price	98%	99%	95%	98%	99%	96%	100%	97%	94%	100%	98%	95%	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



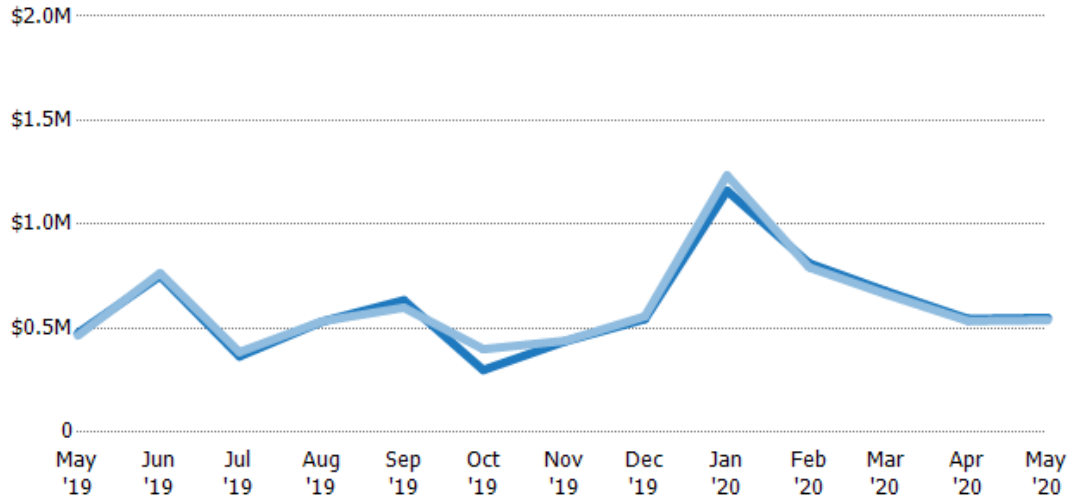
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$456K	\$793K	\$423K	\$593K	\$1.2M	\$1.23M	\$443K	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K
Avg Sales Price	\$464K	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K
Avg Sales Price as a % of Avg Est Value	102%	102%	104%	103%	86%	99%	104%	104%	104%	100%	99%	98%	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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$477K	\$752K	\$365K	\$531K	\$635K	\$299K	\$437K	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K
Median Sales Price	\$465K	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K
Med Sales Price as a % of Med Est Value	97%	102%	105%	100%	94%	133%	101%	102%	106%	98%	98%	98%	98%