

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	10	-20%	37	50	-26%
New Listing Volume	\$5,277,900	\$5,145,000	+2.6%	\$27,217,462	\$34,541,100	-21.2%
Active Listing Count	18	36	-50%	N/A	N/A	
Active Listing Volume	\$14,702,262	\$25,651,800	-42.7%	N/A	N/A	
Average Listing Price	\$816,792	\$712,550	+14.6%	\$798,311	\$799,978	-0.2%
Median Listing Price	\$711,700	\$647,500	+9.9%	\$702,216	\$711,471	-1.3%
Median Days in RPR	118.5	88	+34.7%	99.39	115.92	-14.3%
Months of Inventory	3.6	7.2	-50%	4.6	10.5	-55.7%
Absorption Rate	27.78%	13.89%	+13.9%	21.55%	9.55%	+12%
Sales Activity Charts Metrics						
New Pending Sales Count	12	11	+9.1%	34	39	-12.8%
New Pending Sales Volume	\$9,789,400	\$11,120,000	-12%	\$22,821,200	\$27,489,300	-17%
Pending Sales Count	13	14	-7.1%	N/A	N/A	
Pending Sales Volume	\$8,741,600	\$12,148,900	-28%	N/A	N/A	
Closed Sales Count	6	6	+/-	19	25	-24%
Closed Sales Volume	\$5,160,000	\$4,793,900	+7.6%	\$14,640,000	\$17,032,630	-14%
Average Sales Price	\$860,000	\$798,983	+7.6%	\$770,526	\$681,305	+13.1%
Median Sales Price	\$882,500	\$754,500	+17%	\$797,105	\$645,040	+23.6%

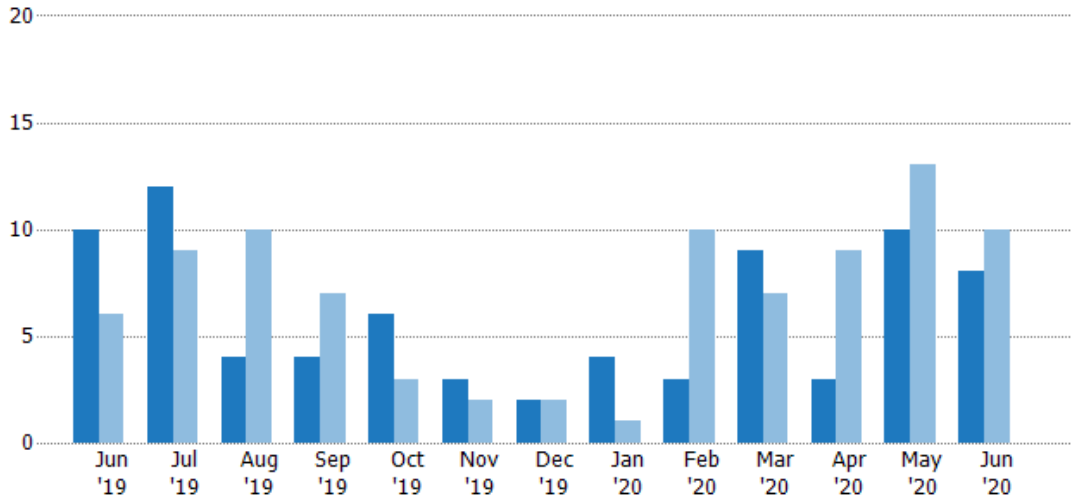
New Listings

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.
Jun '20	8	-20%
Jun '19	10	66.7%
Jun '18	6	33.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	10	12	4	4	6	3	2	4	3	9	3	10	8
Prior Year	6	9	10	7	3	2	2	1	10	7	9	13	10
Percent Change from Prior Year	67%	33%	-60%	-43%	100%	50%	0%	300%	-70%	29%	-67%	-23%	-20%

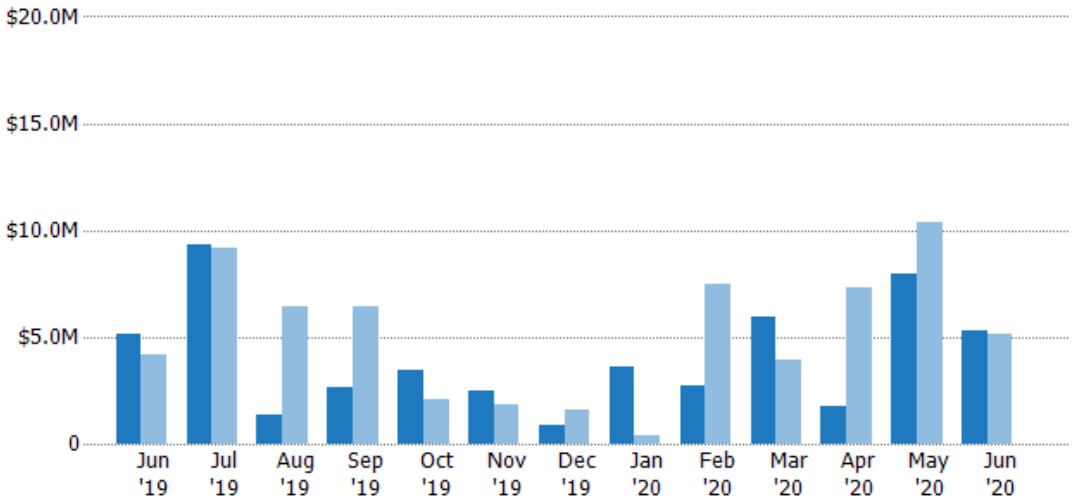
New Listing Volume

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.
Jun '20	\$5.28M	2.6%
Jun '19	\$5.15M	23.1%
Jun '18	\$4.18M	43.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.95M	\$1.75M	\$7.95M	\$5.28M
Prior Year	\$4.18M	\$9.18M	\$6.42M	\$6.43M	\$2.05M	\$1.83M	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M
Percent Change from Prior Year	23%	2%	-79%	-59%	69%	34%	-46%	798%	-64%	53%	-76%	-23%	3%

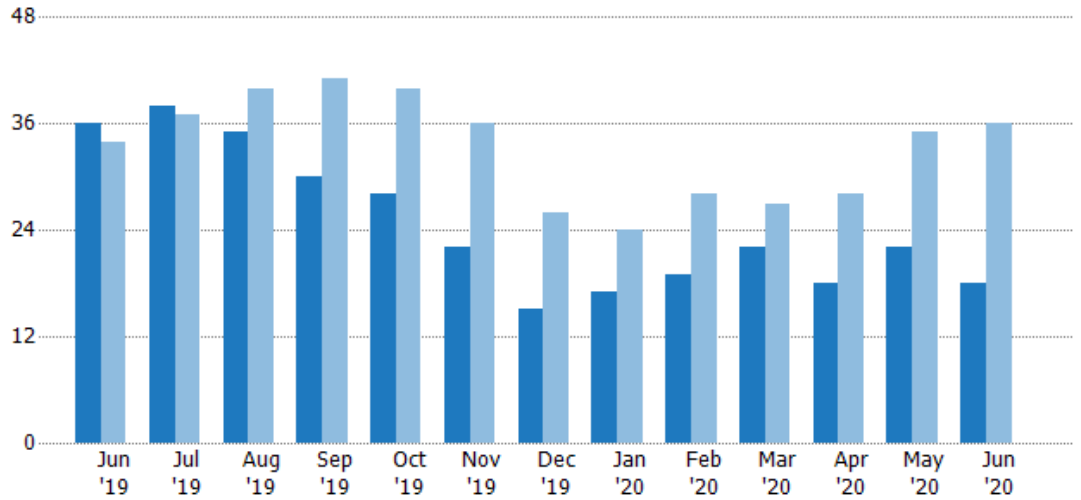
Active Listings

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.
Jun '20	18	-50%
Jun '19	36	5.9%
Jun '18	34	32.4%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	36	38	35	30	28	22	15	17	19	22	18	22	18
Prior Year	34	37	40	41	40	36	26	24	28	27	28	35	36
Percent Change from Prior Year	6%	3%	-13%	-27%	-30%	-39%	-42%	-29%	-32%	-19%	-36%	-37%	-50%

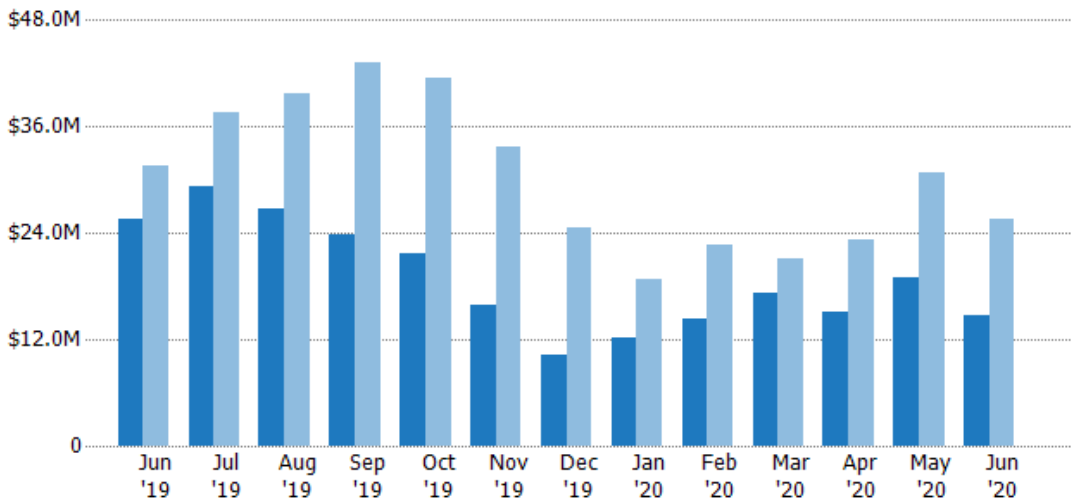
Active Listing Volume

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/Year	Volume	% Chg.
Jun '20	\$14.7M	-42.7%
Jun '19	\$25.7M	-18.9%
Jun '18	\$31.6M	21.9%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$25.7M	\$29.3M	\$26.7M	\$23.9M	\$21.8M	\$15.9M	\$10.3M	\$12.2M	\$14.4M	\$17.2M	\$15.1M	\$19M	\$14.7M
Prior Year	\$31.6M	\$37.6M	\$39.7M	\$43.2M	\$41.5M	\$33.7M	\$24.7M	\$18.9M	\$22.7M	\$21.1M	\$23.3M	\$30.8M	\$25.7M
Percent Change from Prior Year	-19%	-22%	-33%	-45%	-48%	-53%	-58%	-35%	-37%	-19%	-35%	-38%	-43%

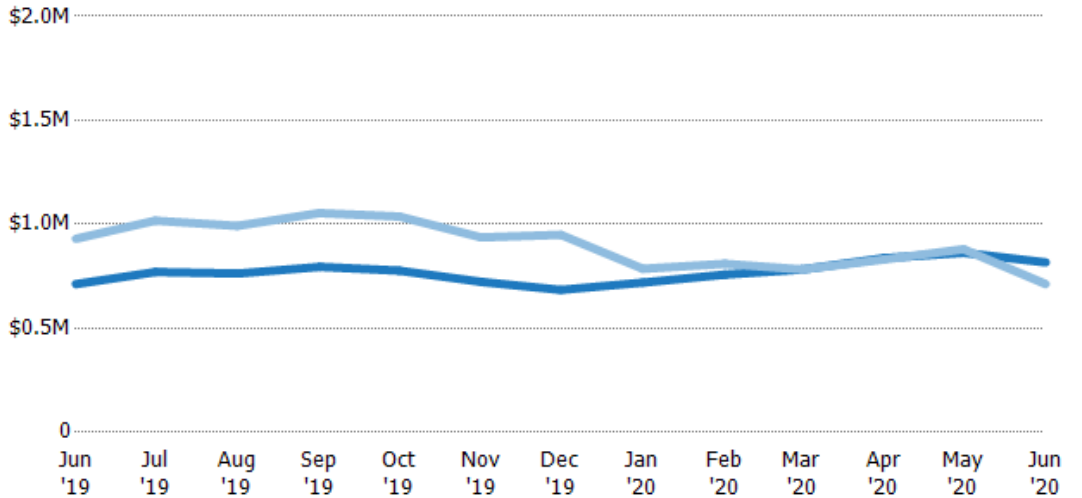
Average Listing Price

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.
Jun '20	\$817K	14.6%
Jun '19	\$713K	-23.4%
Jun '18	\$930K	-7.9%



Current Year	\$713K	\$770K	\$763K	\$795K	\$777K	\$723K	\$684K	\$720K	\$758K	\$782K	\$837K	\$863K	\$817K
Prior Year	\$930K	\$1.02M	\$992K	\$1.05M	\$1.04M	\$937K	\$950K	\$786K	\$810K	\$783K	\$831K	\$880K	\$713K
Percent Change from Prior Year	-23%	-24%	-23%	-25%	-25%	-23%	-28%	-8%	-6%	0%	1%	-2%	15%

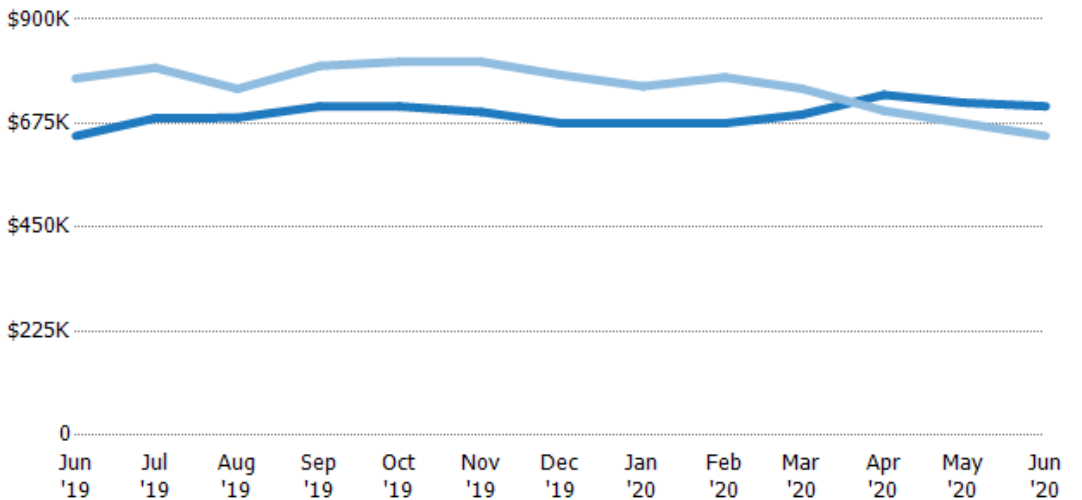
Median Listing Price

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.
Jun '20	\$712K	9.9%
Jun '19	\$648K	-16.1%
Jun '18	\$772K	-25.5%



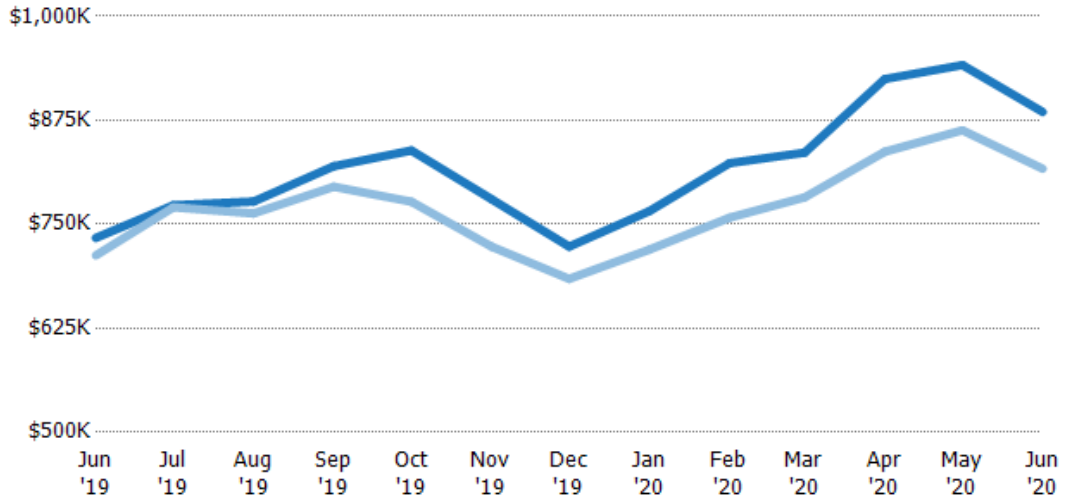
Current Year	\$648K	\$686K	\$687K	\$711K	\$711K	\$699K	\$675K	\$675K	\$675K	\$694K	\$736K	\$719K	\$712K
Prior Year	\$772K	\$795K	\$749K	\$799K	\$808K	\$808K	\$780K	\$755K	\$774K	\$750K	\$702K	\$675K	\$648K
Percent Change from Prior Year	-16%	-14%	-8%	-11%	-12%	-13%	-13%	-11%	-13%	-7%	5%	7%	10%

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



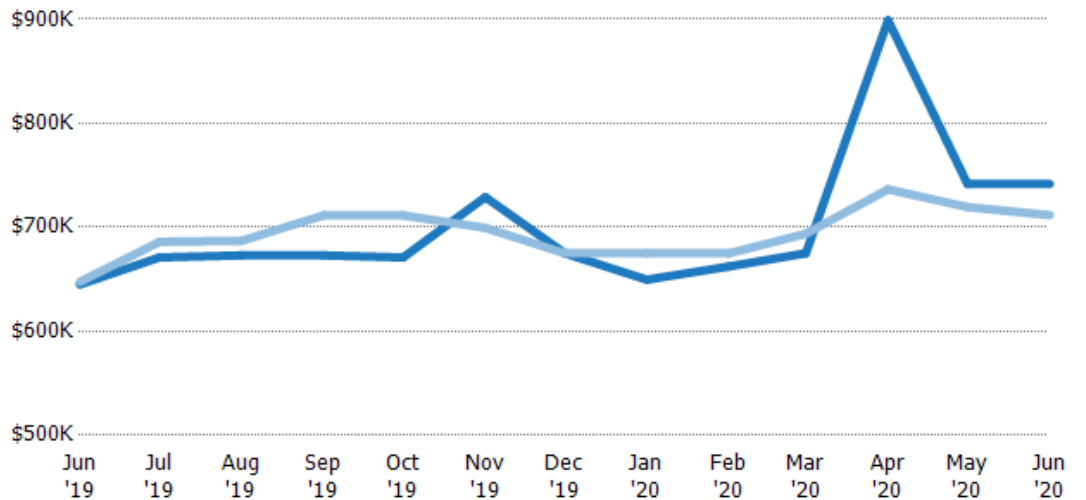
Avg Est Value	\$734K	\$773K	\$777K	\$820K	\$839K	\$780K	\$723K	\$766K	\$823K	\$836K	\$925K	\$941K	\$885K
Avg Listing Price	\$713K	\$770K	\$763K	\$795K	\$777K	\$723K	\$684K	\$720K	\$758K	\$782K	\$837K	\$863K	\$817K
Avg Listing Price as a % of Avg Est Value	97%	100%	98%	97%	93%	93%	95%	94%	92%	94%	91%	92%	92%

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	\$645K	\$671K	\$673K	\$673K	\$671K	\$729K	\$675K	\$650K	\$662K	\$675K	\$899K	\$742K	\$742K
Median Listing Price	\$648K	\$686K	\$687K	\$711K	\$711K	\$699K	\$675K	\$675K	\$675K	\$694K	\$736K	\$719K	\$712K
Med Listing Price as a % of Med Est Value	100%	102%	102%	106%	106%	96%	100%	104%	102%	103%	82%	97%	96%

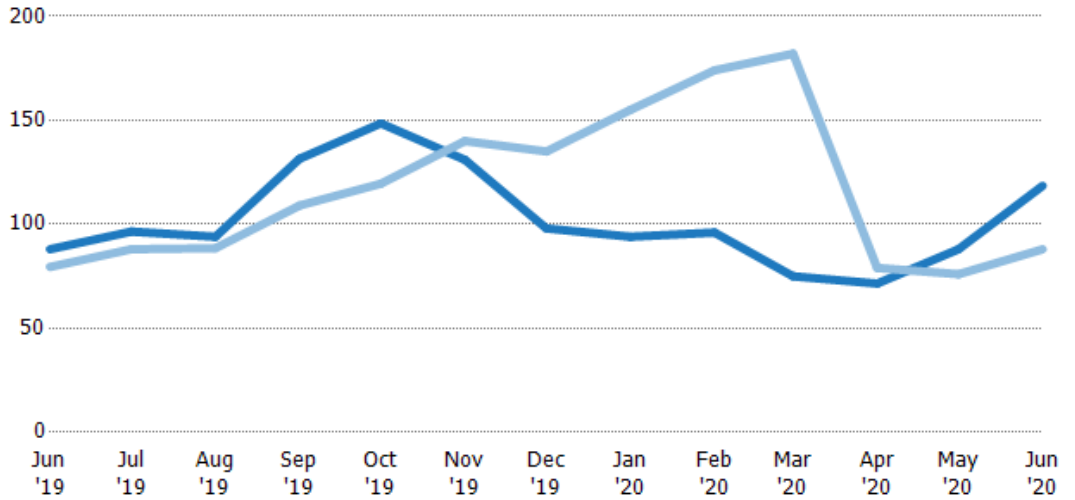
Median Days in RPR

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.
Jun '20	119	34.7%
Jun '19	88	10.7%
Jun '18	79.5	0.6%



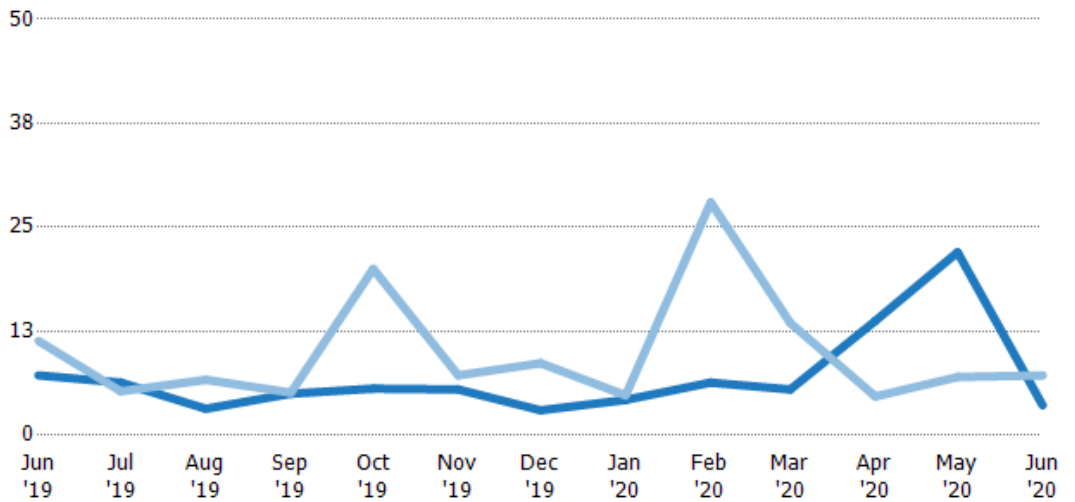
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	88	96.5	94	132	149	131	98	94	96	75	71.5	88	119
Prior Year	79.5	88	88.5	109	120	140	135	155	174	182	79	76	88
Percent Change from Prior Year	11%	10%	6%	21%	24%	-6%	-27%	-39%	-45%	-59%	-9%	16%	35%

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



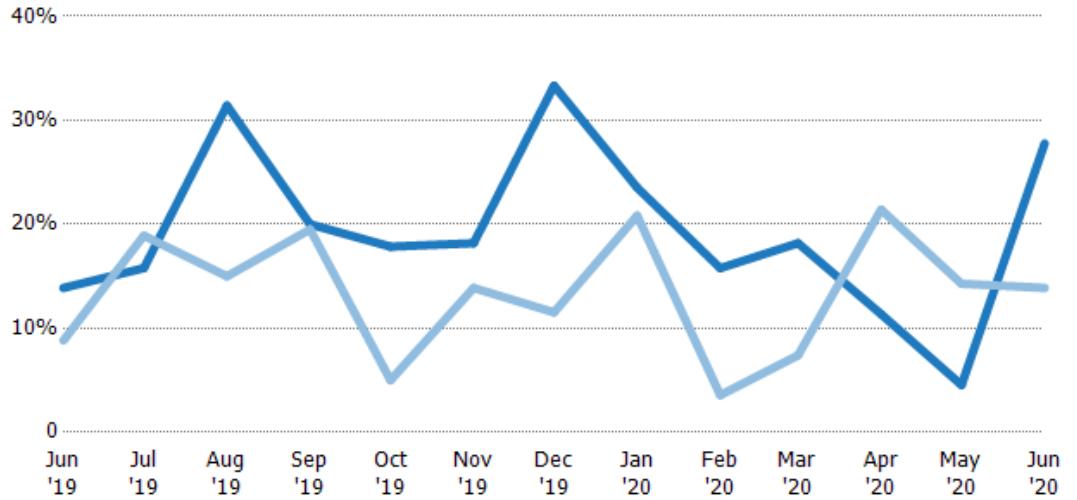
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7.2	6.33	3.18	5	5.6	5.5	3	4.25	6.33	5.5	13.8	22	3.6
Prior Year	11.3	5.29	6.67	5.13	20	7.2	8.67	4.8	28	13.5	4.67	7	7.2
Percent Change from Prior Year	-36%	20%	-52%	-2%	-72%	-24%	-65%	-11%	-77%	-59%	-100%	214%	-50%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



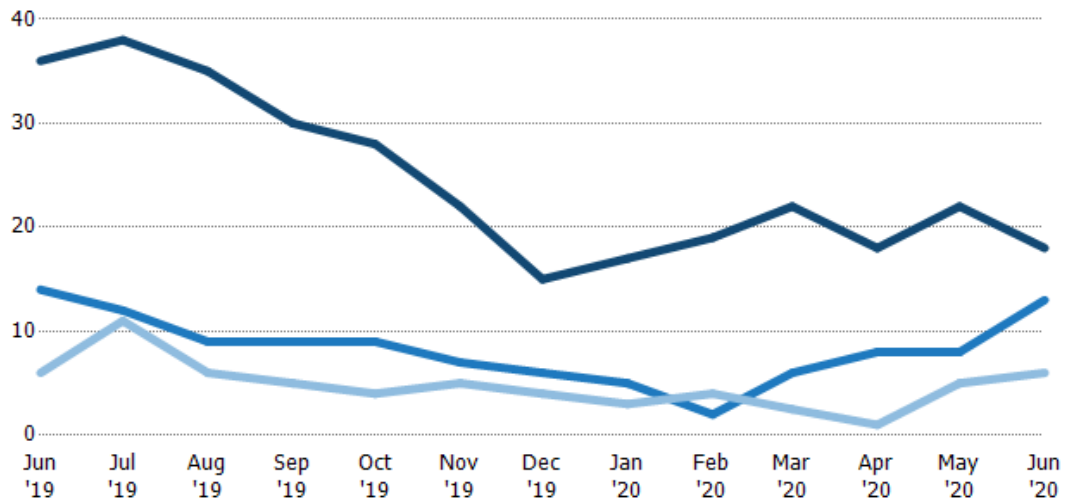
Current Year	14%	16%	31%	20%	18%	18%	33%	24%	16%	18%	11%	5%	28%
Prior Year	9%	19%	15%	20%	5%	14%	12%	21%	4%	7%	21%	14%	14%
Change from Prior Year	-5%	3%	-16%	0%	-13%	-4%	-22%	-3%	-12%	-11%	21%	10%	-14%

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



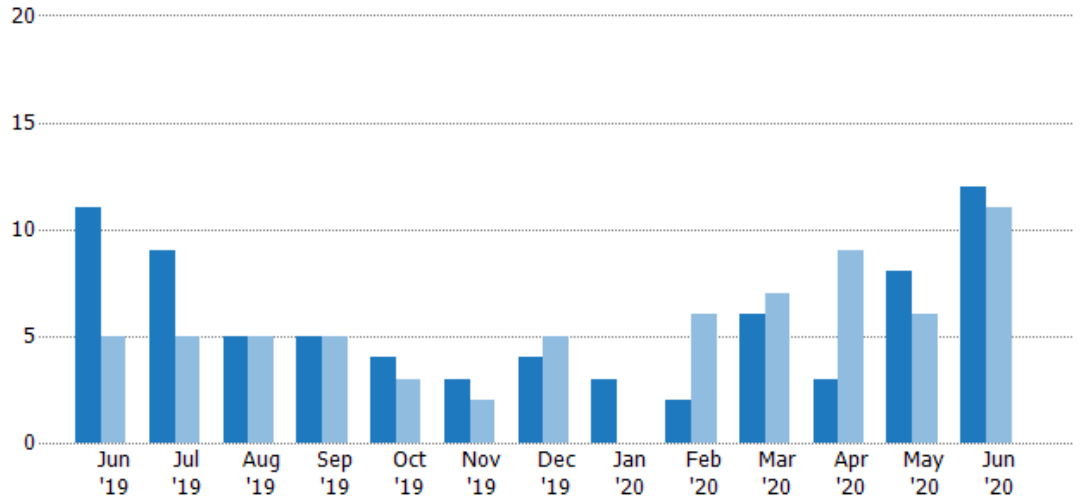
Active	36	38	35	30	28	22	15	17	19	22	18	22	18
Pending	14	12	9	9	9	7	6	5	2	6	8	8	13
Sold	6	11	6	5	4	5	4	3	4	2.5	1	5	6

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



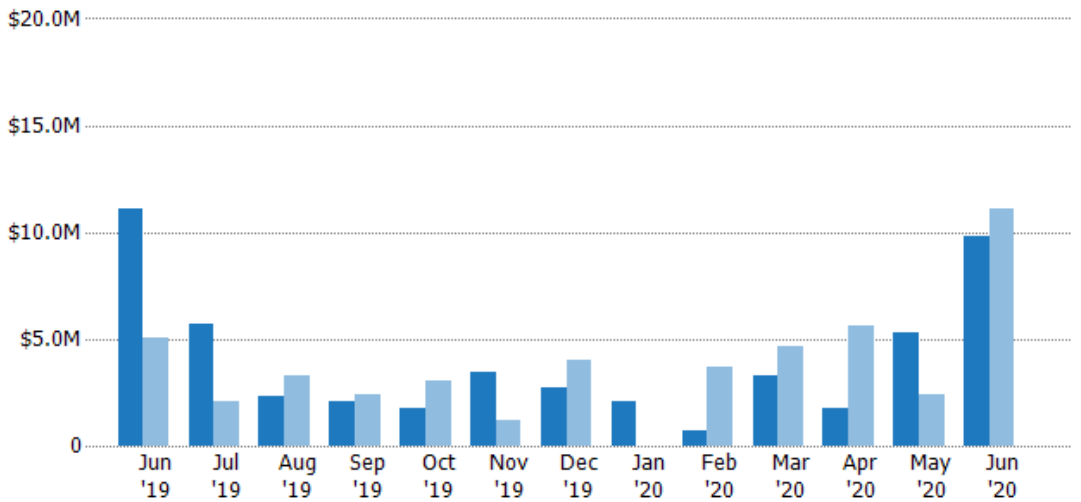
Current Year	11	9	5	5	4	3	4	3	2	6	3	8	12
Prior Year	5	5	5	5	3	2	5	-	6	7	9	6	11
Percent Change from Prior Year	120%	80%	0%	0%	33%	50%	-20%	100%	-67%	-14%	-67%	33%	9%

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	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M
Prior Year	\$5.08M	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M
Percent Change from Prior Year	119%	174%	-30%	-14%	-42%	198%	-32%	100%	-81%	-30%	-69%	118%	-12%

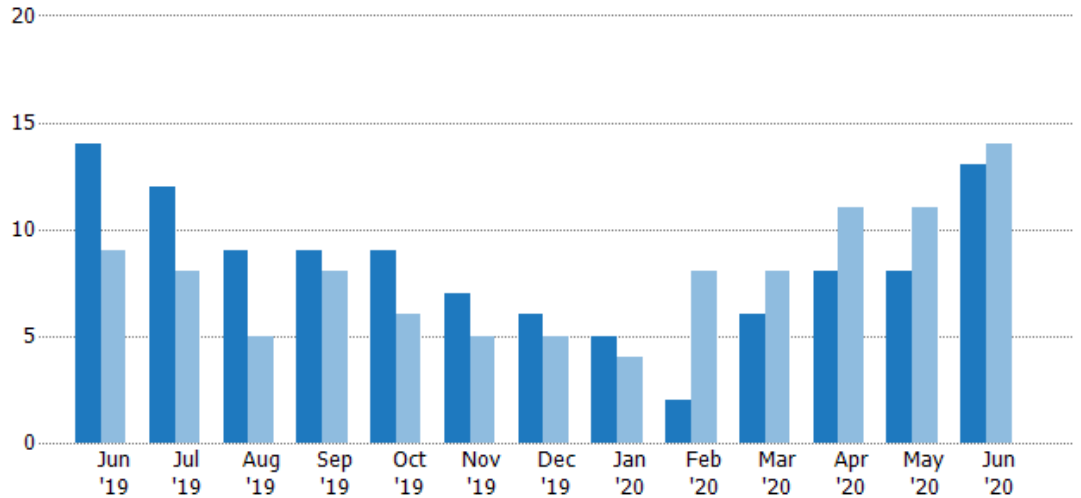
Pending Sales

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.
Jun '20	13	-7.1%
Jun '19	14	55.6%
Jun '18	9	11.1%



Current Year	14	12	9	9	9	7	6	5	2	6	8	8	13
Prior Year	9	8	5	8	6	5	5	4	8	8	11	11	14
Percent Change from Prior Year	56%	50%	80%	13%	50%	40%	20%	25%	-75%	-25%	-27%	-27%	-7%

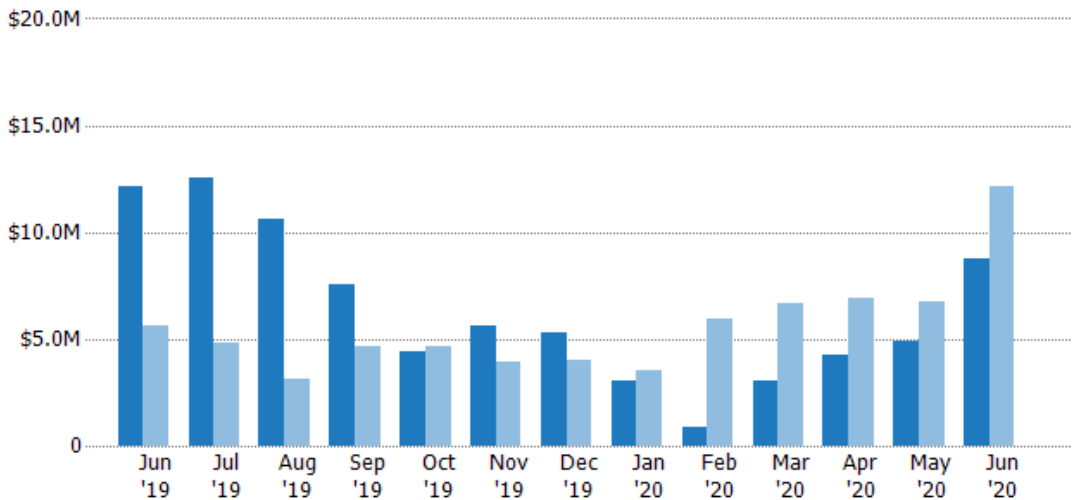
Pending Sales Volume

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.
Jun '20	\$8.74M	-28%
Jun '19	\$12.1M	116.2%
Jun '18	\$5.62M	5.4%



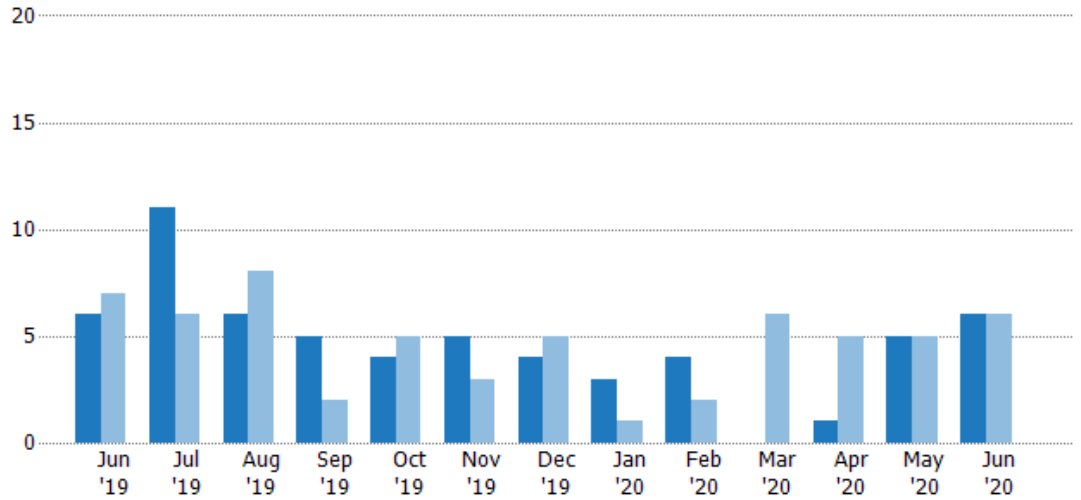
Current Year	\$12.1M	\$12.6M	\$10.6M	\$7.59M	\$4.45M	\$5.63M	\$5.3M	\$3.07M	\$865K	\$3.08M	\$4.29M	\$4.92M	\$8.74M
Prior Year	\$5.62M	\$4.85M	\$3.14M	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M
Percent Change from Prior Year	116%	160%	238%	64%	-4%	44%	32%	-13%	-85%	-54%	-38%	-27%	-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



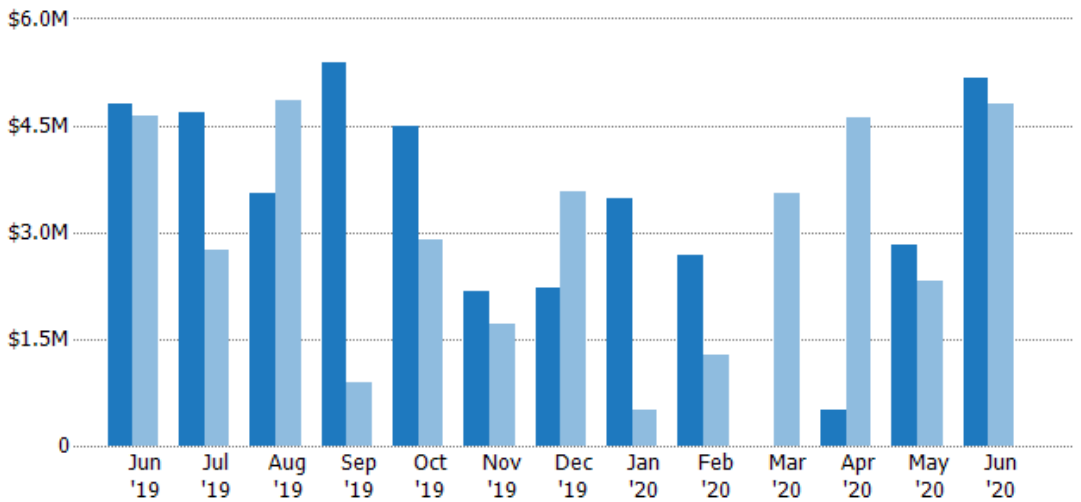
Current Year	6	11	6	5	4	5	4	3	4	-	1	5	6
Prior Year	7	6	8	2	5	3	5	1	2	6	5	5	6
Percent Change from Prior Year	-14%	83%	-25%	150%	-20%	67%	-20%	200%	100%	-100%	-80%	0%	0%

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



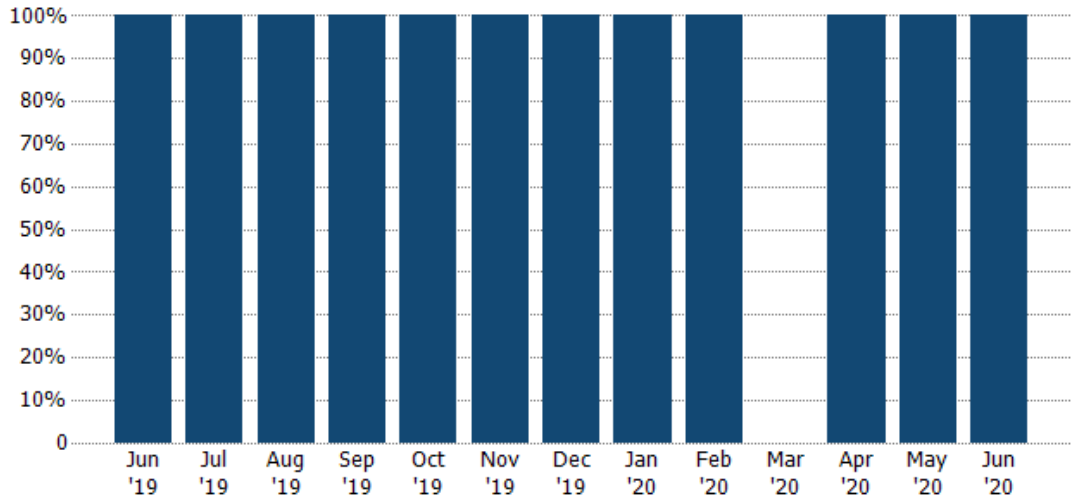
Current Year	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M
Prior Year	\$4.63M	\$2.76M	\$4.85M	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M
Percent Change from Prior Year	3%	70%	-27%	501%	55%	28%	-38%	601%	110%	-100%	-89%	22%	8%

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



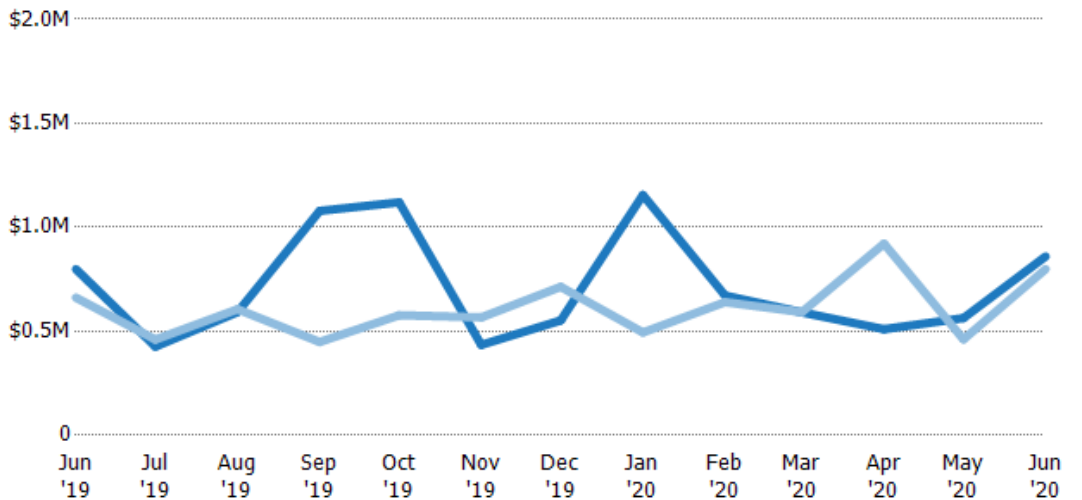
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
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Average Sales Price

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



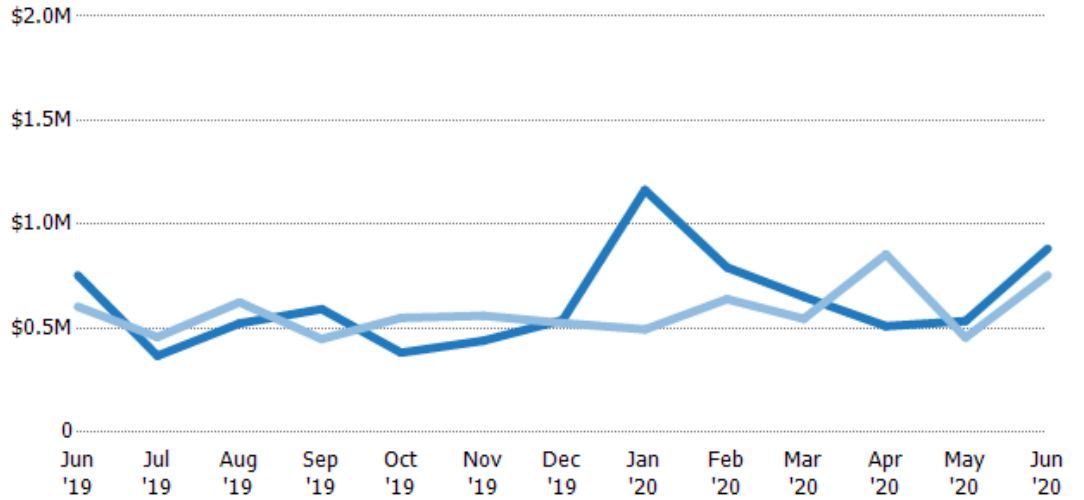
Current Year	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K
Prior Year	\$662K	\$460K	\$606K	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K
Percent Change from Prior Year	21%	-7%	-2%	141%	94%	-23%	-23%	134%	5%	-100%	-45%	22%	8%

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



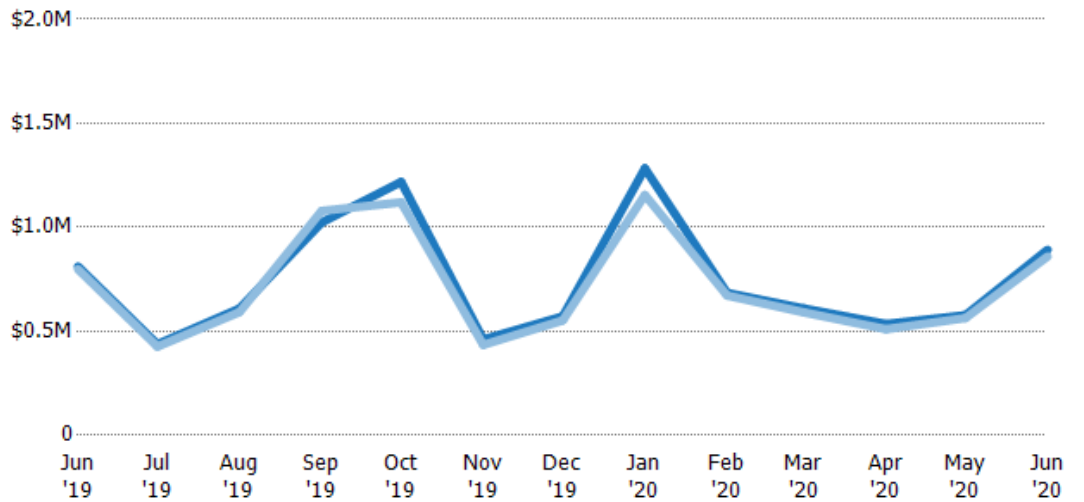
Current Year	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K
Prior Year	\$604K	\$457K	\$625K	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K
Percent Change from Prior Year	25%	-20%	-16%	32%	-30%	-21%	3%	136%	24%	-100%	-40%	18%	17%

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



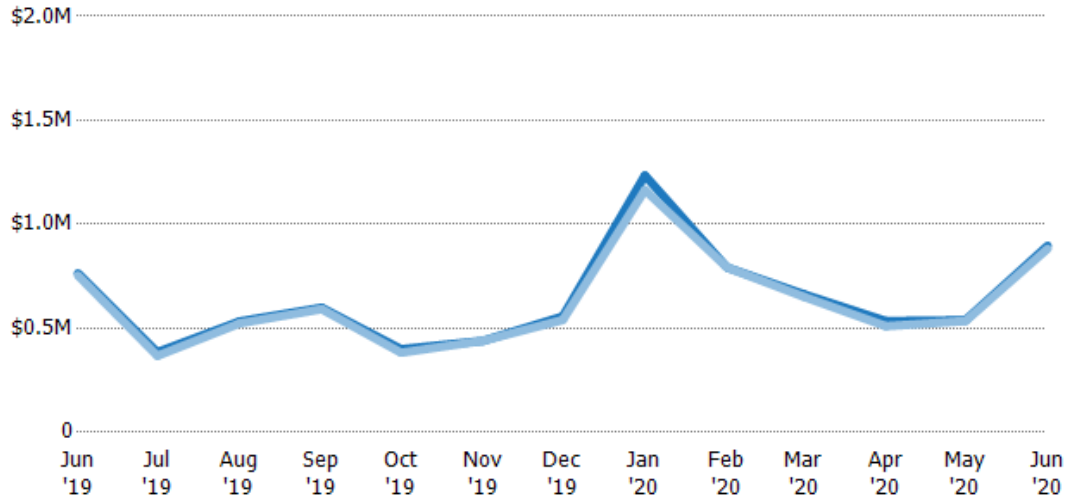
Avg List Price	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K
Avg Sales Price	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	105%	92%	94%	97%	90%	98%	97%	95%	98%	96%

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



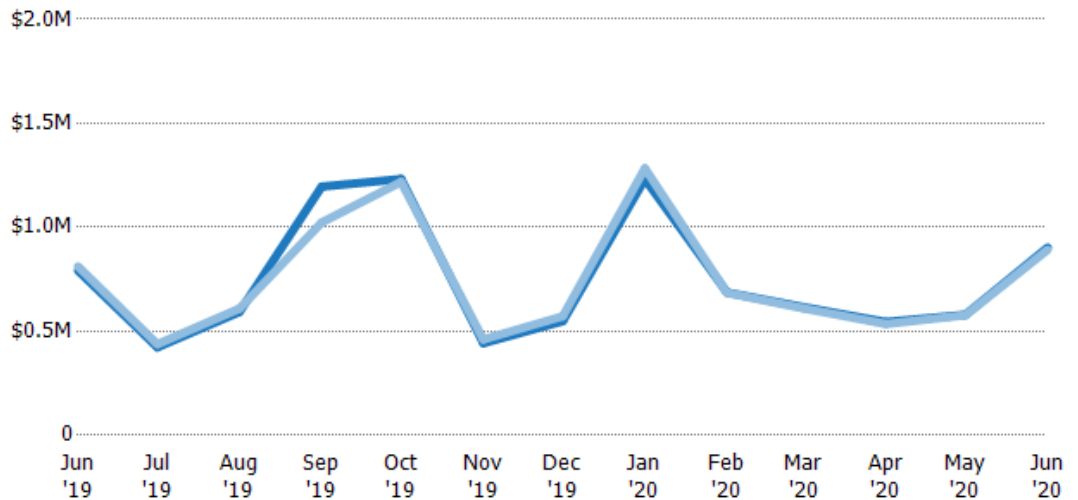
Median List Price	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K
Median Sales Price	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K
Med Sales Price as a % of Med List Price	99%	95%	98%	99%	96%	100%	97%	94%	100%	98%	95%	99%	98%

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



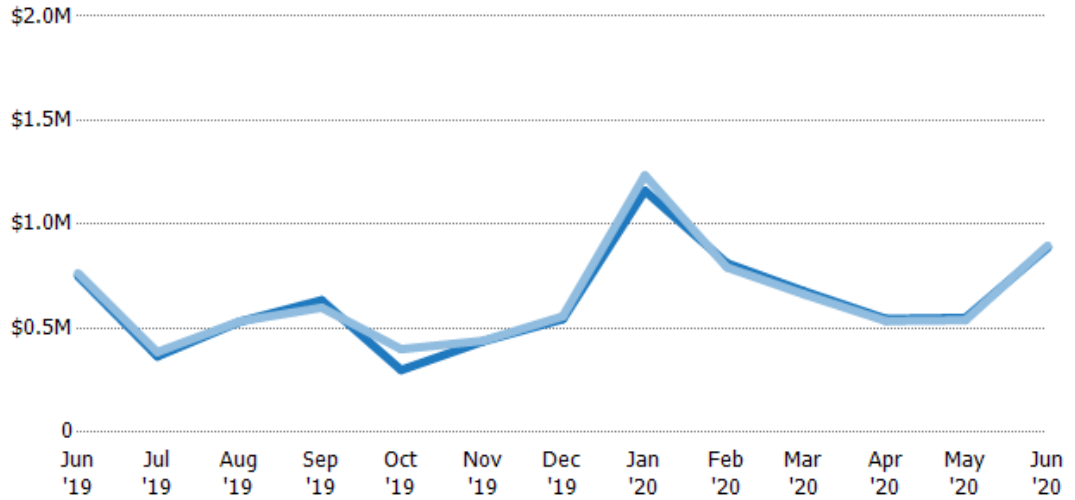
Avg Est Value	\$793K	\$423K	\$593K	\$1.2M	\$1.23M	\$443K	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K	\$903K
Avg Sales Price	\$812K	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K
Avg Sales Price as a % of Avg Est Value	102%	104%	103%	86%	99%	104%	104%	104%	100%	99%	98%	100%	99%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$752K	\$365K	\$531K	\$635K	\$299K	\$437K	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K	\$887K
Median Sales Price	\$765K	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K
Med Sales Price as a % of Med Est Value	102%	105%	100%	94%	133%	101%	102%	106%	98%	98%	98%	98%	101%