

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	12	-41.7%	44	62	-29%
New Listing Volume	\$3,741,700	\$9,345,400	-60%	\$30,806,162	\$43,886,500	-29.8%
Active Listing Count	16	38	-57.9%	N/A	N/A	
Active Listing Volume	\$11,228,662	\$29,274,200	-61.6%	N/A	N/A	
Average Listing Price	\$701,791	\$770,374	-8.9%	\$792,753	\$794,770	-0.3%
Median Listing Price	\$699,950	\$686,000	+2%	\$693,533	\$706,990	-1.9%
Median Days in RPR	146	96.5	+51.3%	109.1	109.99	-0.8%
Months of Inventory	2.7	6.3	-57.9%	3.7	9.8	-62.7%
Absorption Rate	37.5%	15.79%	+21.7%	27.27%	10.19%	+17.1%
Sales Activity Charts Metrics						
New Pending Sales Count	10	9	+11.1%	44	48	-8.3%
New Pending Sales Volume	\$7,662,200	\$5,673,500	+35.1%	\$30,483,400	\$33,162,800	-8.1%
Pending Sales Count	15	12	+25%	N/A	N/A	
Pending Sales Volume	\$12,852,100	\$12,577,500	+2.2%	N/A	N/A	
Closed Sales Count	5	11	-54.5%	24	36	-33.3%
Closed Sales Volume	\$2,079,900	\$4,691,000	-55.7%	\$16,719,900	\$21,723,630	-23%
Average Sales Price	\$415,980	\$426,455	-2.5%	\$696,663	\$603,434	+15.4%
Median Sales Price	\$420,000	\$367,500	+14.3%	\$718,542	\$560,236	+28.3%

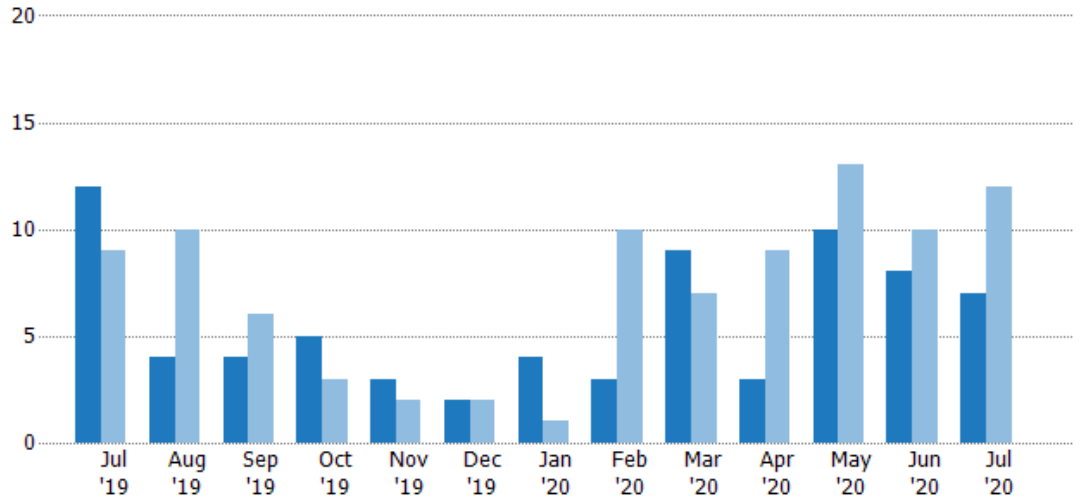
New Listings

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.
Jul '20	7	-41.7%
Jul '19	12	33.3%
Jul '18	9	-44.4%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	12	4	4	5	3	2	4	3	9	3	10	8	7
Prior Year	9	10	6	3	2	2	1	10	7	9	13	10	12
Percent Change from Prior Year	33%	-60%	-33%	67%	50%	0%	300%	-70%	29%	-67%	-23%	-20%	-42%

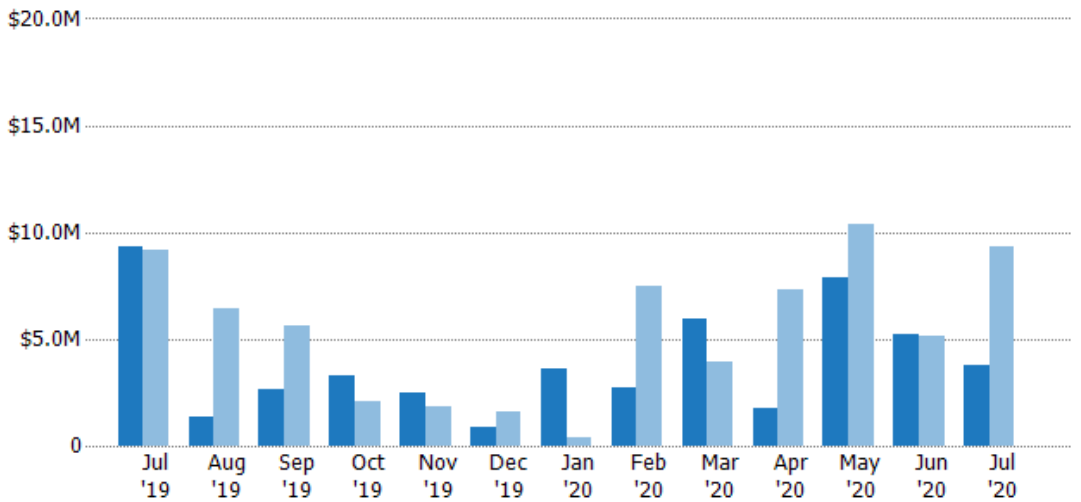
New Listing Volume

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.
Jul '20	\$3.74M	-60%
Jul '19	\$9.35M	1.8%
Jul '18	\$9.18M	-74.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$9.35M	\$1.34M	\$2.64M	\$3.31M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.94M	\$1.75M	\$7.86M	\$5.23M	\$3.74M
Prior Year	\$9.18M	\$6.42M	\$5.61M	\$2.05M	\$1.83M	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M
Percent Change from Prior Year	2%	-79%	-53%	62%	34%	-46%	798%	-64%	53%	-76%	-24%	2%	-60%

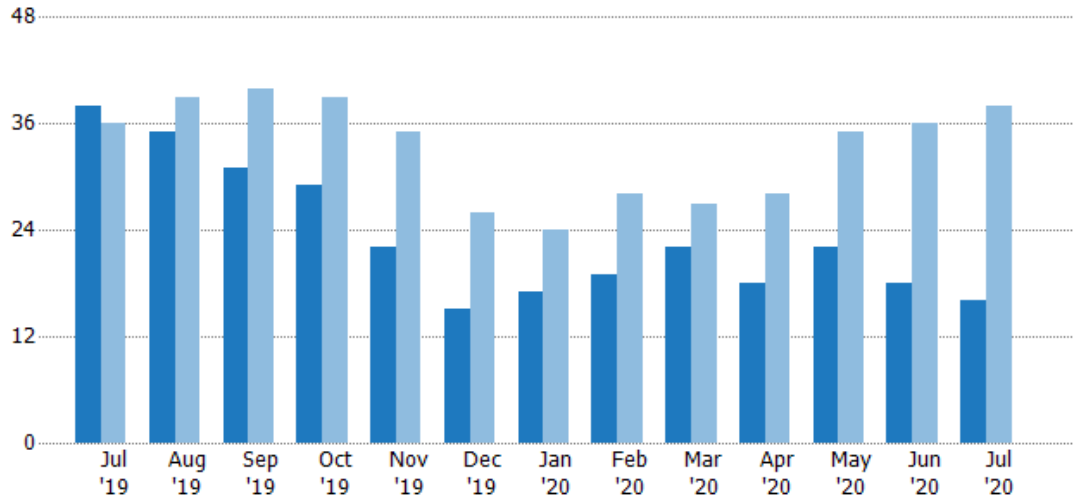
Active Listings

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.
Jul '20	16	-57.9%
Jul '19	38	5.6%
Jul '18	36	22.2%



Current Year	38	35	31	29	22	15	17	19	22	18	22	18	16
Prior Year	36	39	40	39	35	26	24	28	27	28	35	36	38
Percent Change from Prior Year	6%	-10%	-23%	-26%	-37%	-42%	-29%	-32%	-19%	-36%	-37%	-50%	-58%

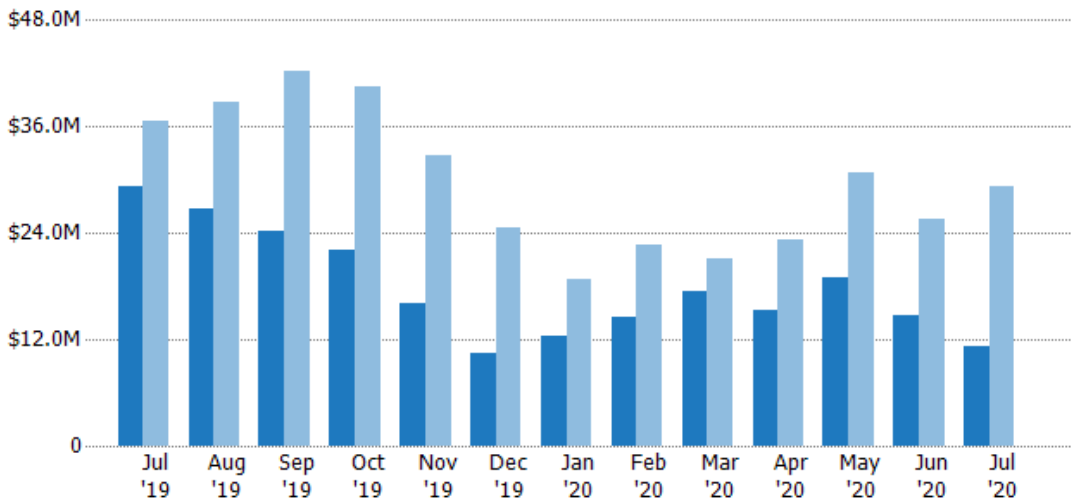
Active Listing Volume

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.
Jul '20	\$11.2M	-61.6%
Jul '19	\$29.3M	-20.2%
Jul '18	\$36.7M	-3.4%



Current Year	\$29.3M	\$26.7M	\$24.2M	\$22.1M	\$16.1M	\$10.4M	\$12.4M	\$14.6M	\$17.4M	\$15.2M	\$19.1M	\$14.7M	\$11.2M
Prior Year	\$36.7M	\$38.7M	\$42.3M	\$40.5M	\$32.8M	\$24.7M	\$18.9M	\$22.7M	\$21.1M	\$23.3M	\$30.8M	\$25.7M	\$29.3M
Percent Change from Prior Year	-20%	-31%	-43%	-46%	-51%	-58%	-34%	-36%	-18%	-34%	-38%	-43%	-62%

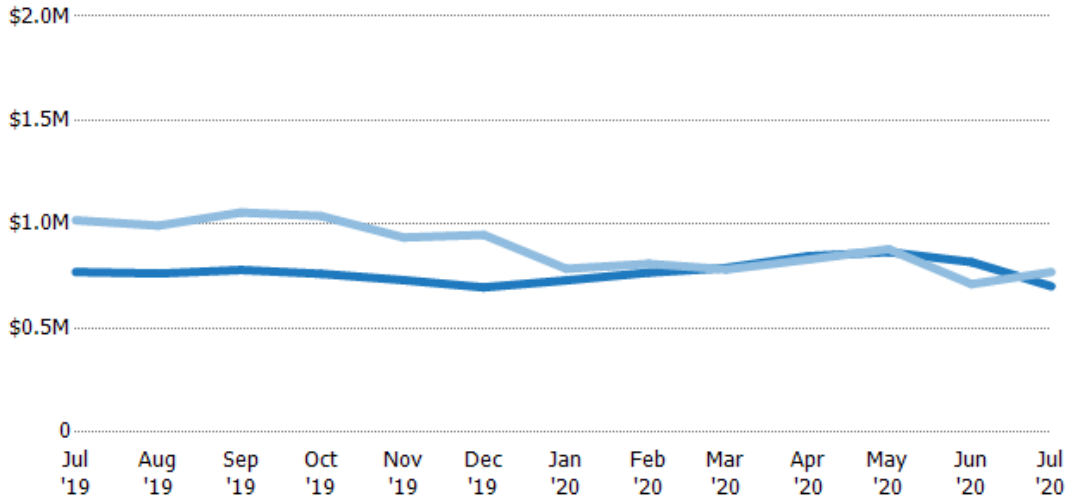
Average Listing Price

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.
Jul '20	\$702K	-8.9%
Jul '19	\$770K	-24.4%
Jul '18	\$1.02M	-20.9%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$770K	\$763K	\$780K	\$762K	\$731K	\$696K	\$730K	\$767K	\$790K	\$847K	\$867K	\$818K	\$702K
Prior Year	\$1.02M	\$993K	\$1.06M	\$1.04M	\$936K	\$950K	\$786K	\$810K	\$783K	\$831K	\$880K	\$713K	\$770K
Percent Change from Prior Year	-24%	-23%	-26%	-27%	-22%	-27%	-7%	-5%	1%	2%	-2%	15%	-9%

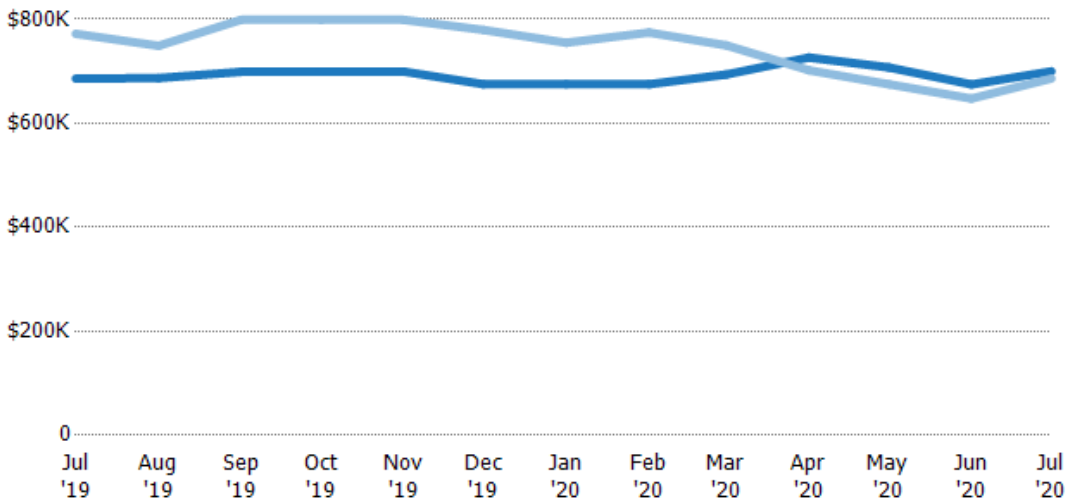
Median Listing Price

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.
Jul '20	\$700K	2%
Jul '19	\$686K	-11.1%
Jul '18	\$772K	-30.8%



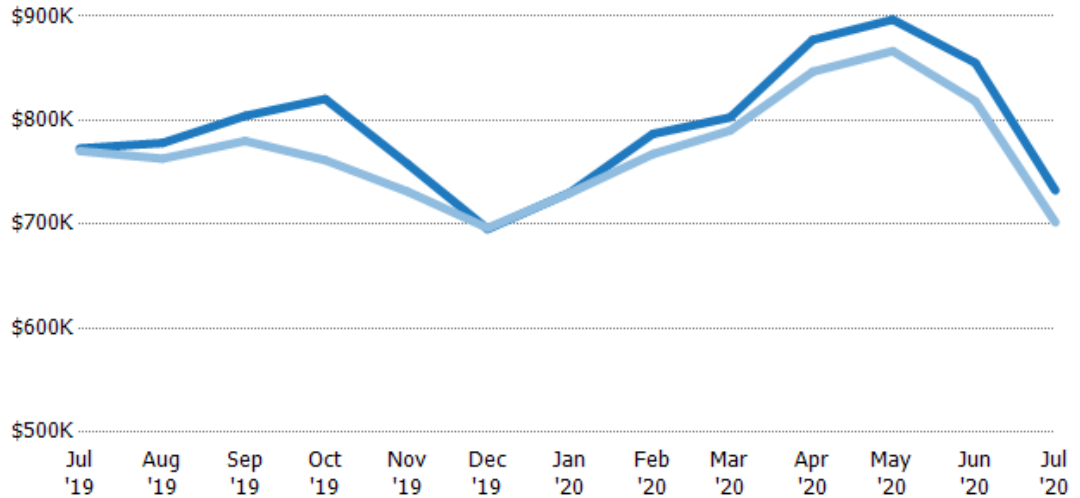
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$686K	\$687K	\$699K	\$699K	\$699K	\$675K	\$675K	\$675K	\$694K	\$726K	\$707K	\$675K	\$700K
Prior Year	\$772K	\$749K	\$799K	\$799K	\$799K	\$780K	\$755K	\$774K	\$750K	\$702K	\$675K	\$648K	\$686K
Percent Change from Prior Year	-11%	-8%	-13%	-13%	-12%	-13%	-11%	-13%	-7%	3%	5%	4%	2%

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



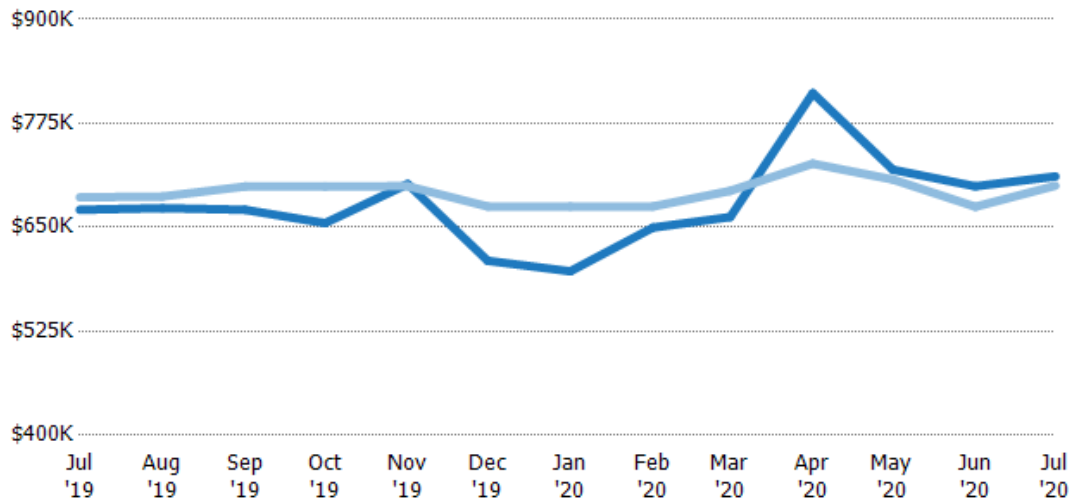
Avg Est Value	\$773K	\$778K	\$804K	\$821K	\$758K	\$695K	\$731K	\$787K	\$803K	\$877K	\$897K	\$855K	\$733K
Avg Listing Price	\$770K	\$763K	\$780K	\$762K	\$731K	\$696K	\$730K	\$767K	\$790K	\$847K	\$867K	\$818K	\$702K
Avg Listing Price as a % of Avg Est Value	100%	98%	97%	93%	96%	100%	100%	98%	98%	97%	97%	96%	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



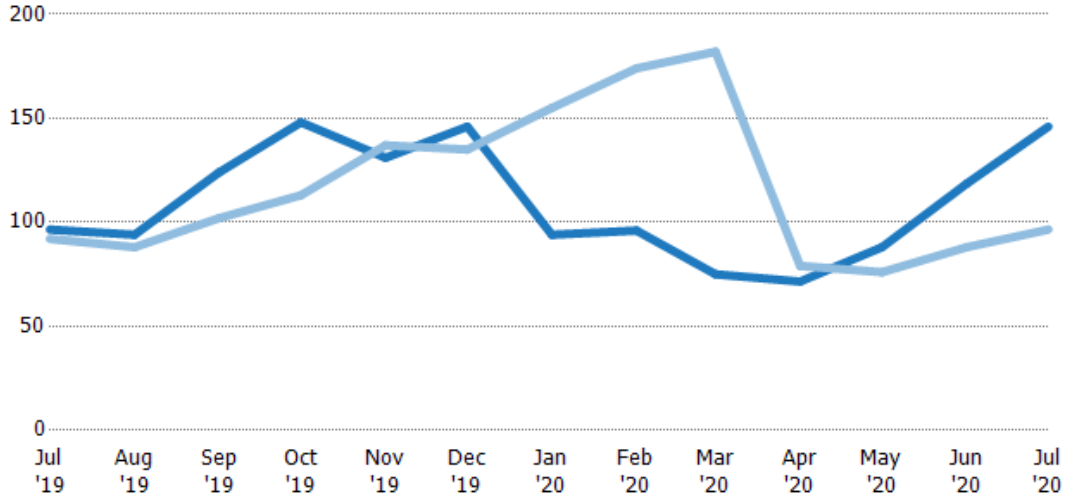
Median Est Value	\$671K	\$673K	\$671K	\$655K	\$702K	\$610K	\$597K	\$650K	\$662K	\$811K	\$719K	\$699K	\$711K
Median Listing Price	\$686K	\$687K	\$699K	\$699K	\$699K	\$675K	\$675K	\$675K	\$694K	\$726K	\$707K	\$675K	\$700K
Med Listing Price as a % of Med Est Value	102%	102%	104%	107%	100%	111%	113%	104%	105%	90%	98%	96%	98%

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



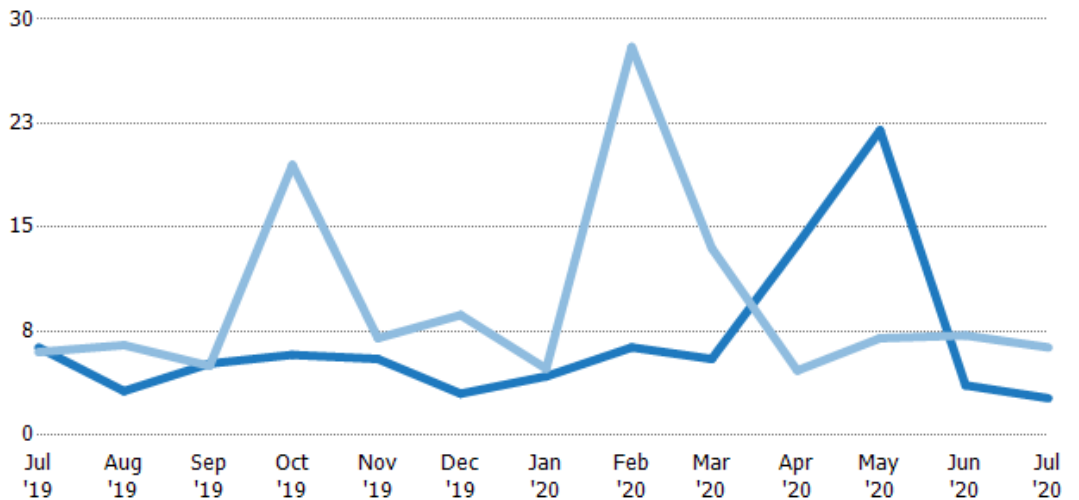
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	96.5	94	124	148	131	146	94	96	75	71.5	88	119	146
Prior Year	92	88	102	113	137	135	155	174	182	79	76	88	96.5
Percent Change from Prior Year	5%	7%	22%	31%	-4%	8%	-39%	-45%	-59%	-9%	16%	35%	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



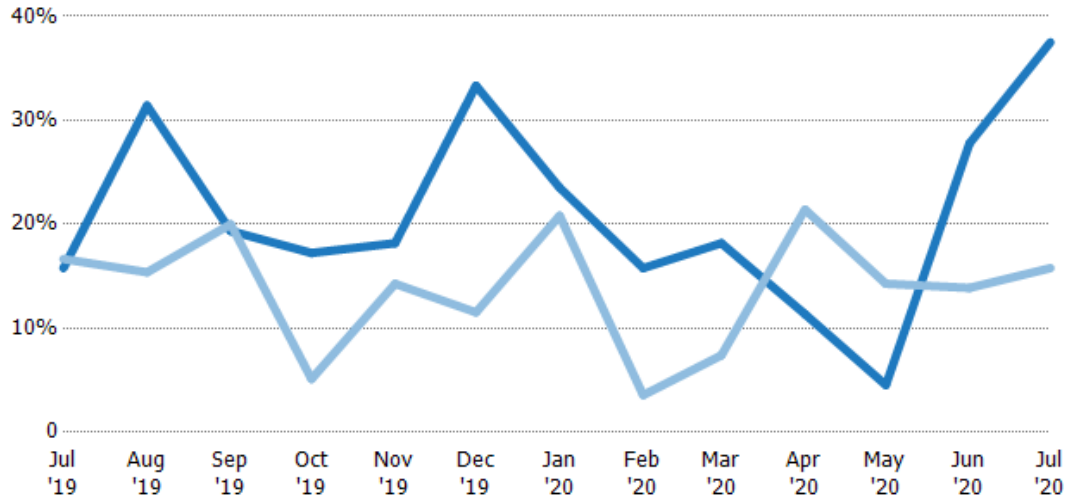
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	6.33	3.18	5.17	5.8	5.5	3	4.25	6.33	5.5	13.8	22	3.6	2.67
Prior Year	6	6.5	5	19.5	7	8.67	4.8	28	13.5	4.67	7	7.2	6.33
Percent Change from Prior Year	6%	-51%	3%	-70%	-21%	-65%	-11%	-77%	-59%	-100%	214%	-50%	-58%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



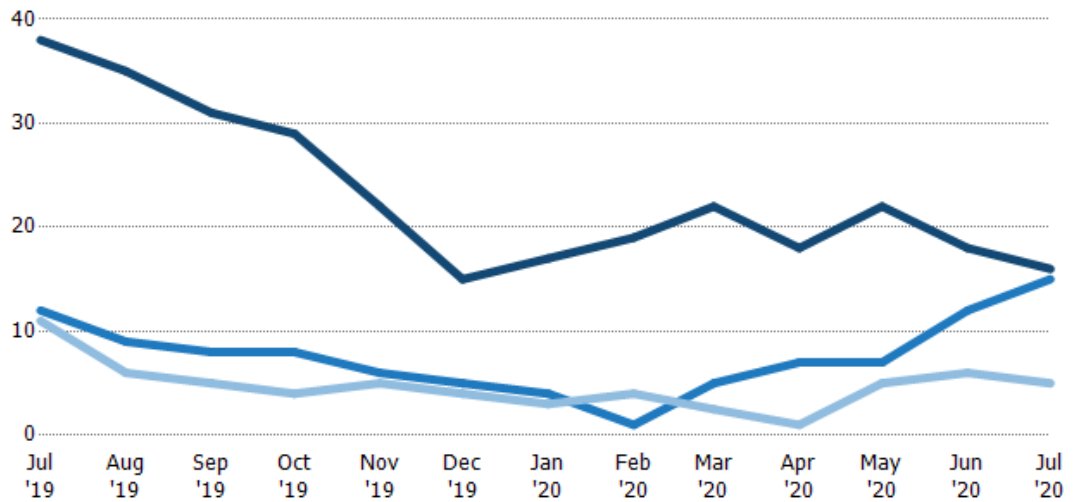
Current Year	16%	31%	19%	17%	18%	33%	24%	16%	18%	11%	5%	28%	38%
Prior Year	17%	15%	20%	5%	14%	12%	21%	4%	7%	21%	14%	14%	16%
Change from Prior Year	1%	-16%	1%	-12%	-4%	-22%	-3%	-12%	-11%	21%	10%	-14%	-22%

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



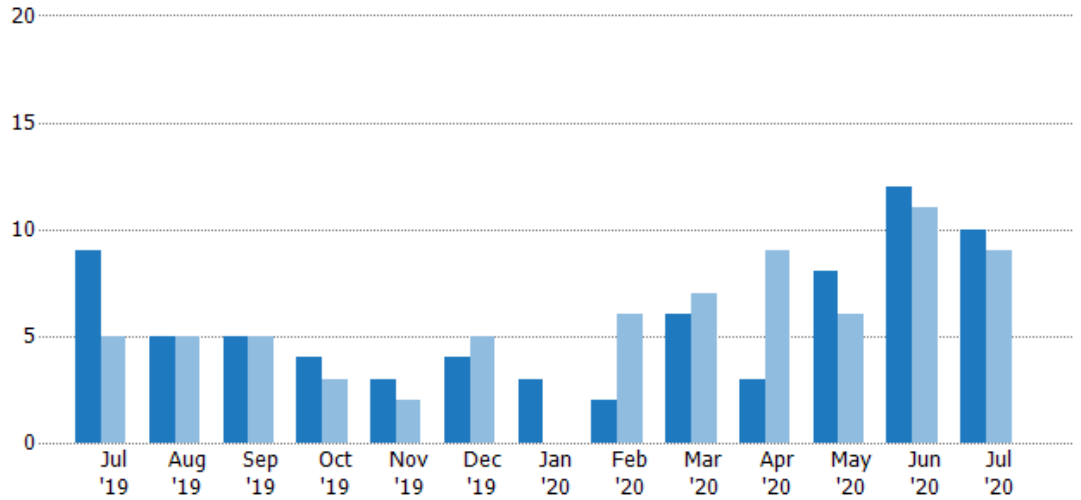
Active	38	35	31	29	22	15	17	19	22	18	22	18	16
Pending	12	9	8	8	6	5	4	1	5	7	7	12	15
Sold	11	6	5	4	5	4	3	4	2.5	1	5	6	5

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



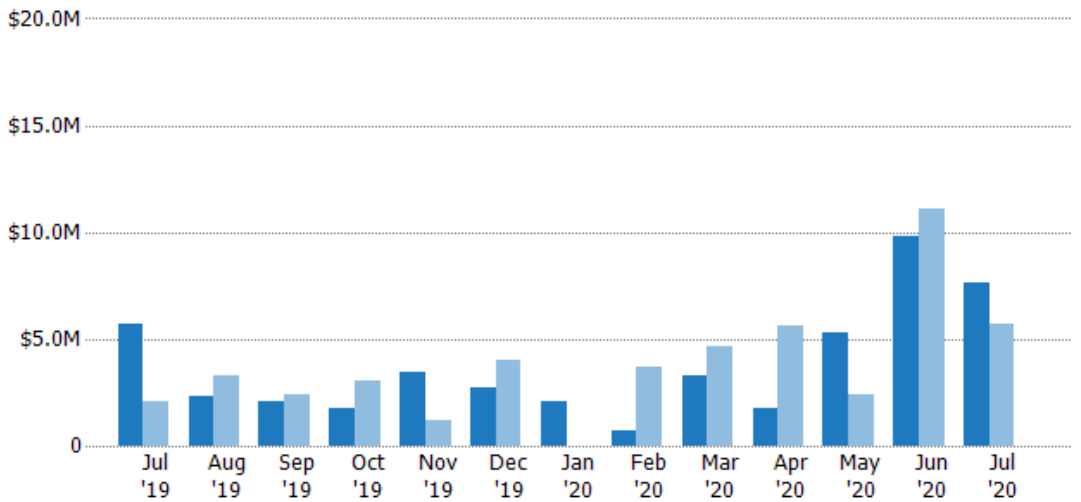
Current Year	9	5	5	4	3	4	3	2	6	3	8	12	10
Prior Year	5	5	5	3	2	5	-	6	7	9	6	11	9
Percent Change from Prior Year	80%	0%	0%	33%	50%	-20%	100%	-67%	-14%	-67%	33%	9%	11%

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	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M
Prior Year	\$2.07M	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M
Percent Change from Prior Year	174%	-30%	-14%	-42%	198%	-32%	100%	-81%	-30%	-69%	118%	-12%	35%

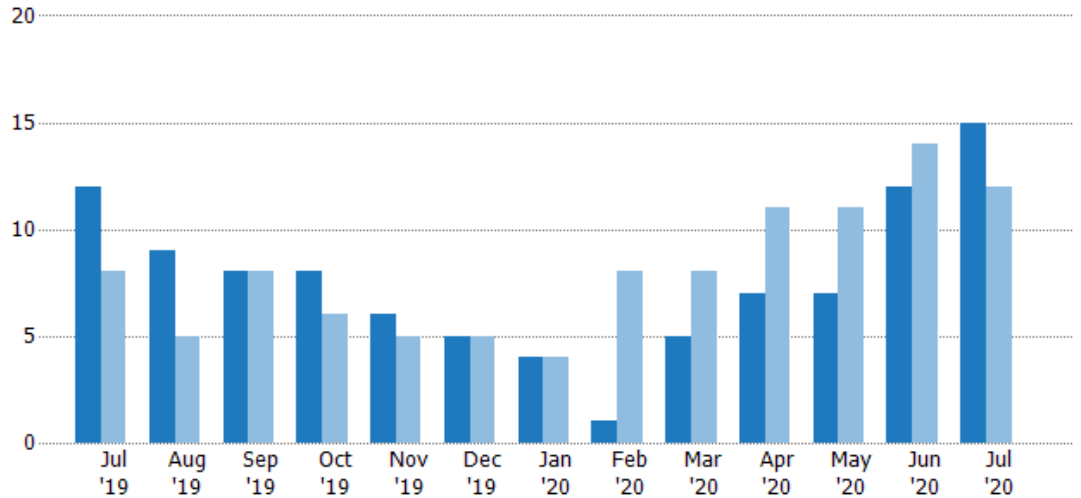
Pending Sales

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.
Jul '20	15	25%
Jul '19	12	50%
Jul '18	8	-37.5%



Current Year	12	9	8	8	6	5	4	1	5	7	7	12	15
Prior Year	8	5	8	6	5	5	4	8	8	11	11	14	12
Percent Change from Prior Year	50%	80%	0%	33%	20%	0%	0%	-88%	-38%	-36%	-36%	-14%	25%

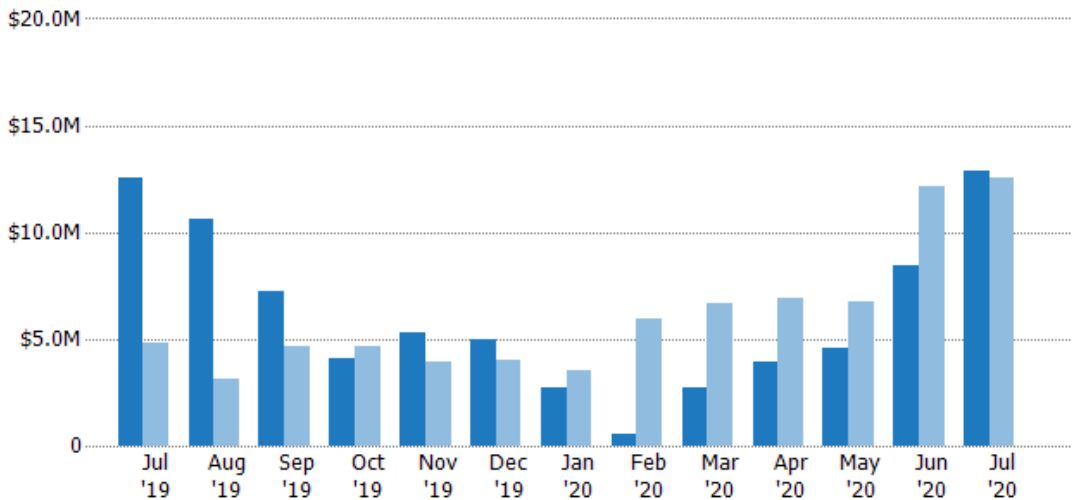
Pending Sales Volume

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.
Jul '20	\$12.9M	2.2%
Jul '19	\$12.6M	159.5%
Jul '18	\$4.85M	-4.8%



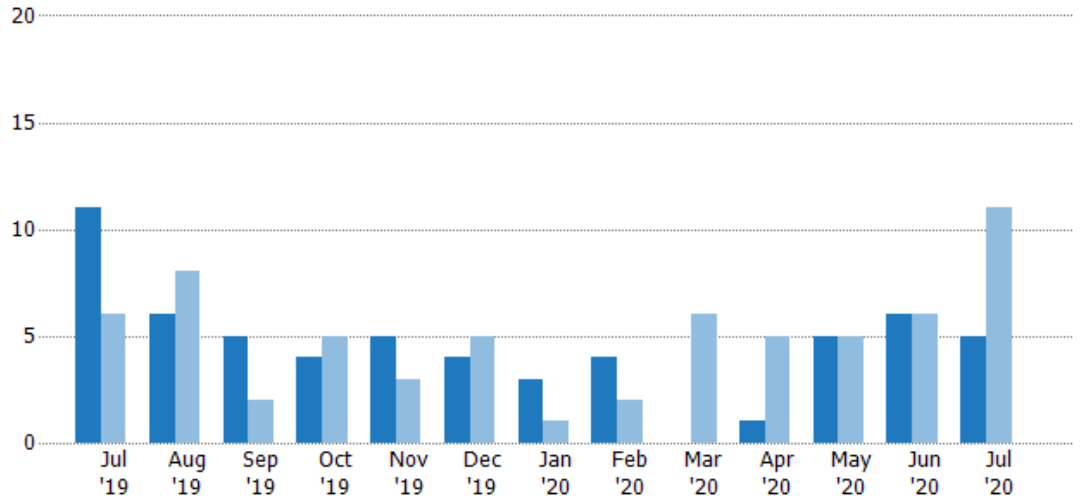
Current Year	\$12.6M	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$4.59M	\$8.41M	\$12.9M
Prior Year	\$4.85M	\$3.14M	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M
Percent Change from Prior Year	160%	238%	57%	-11%	35%	24%	-22%	-91%	-59%	-43%	-32%	-31%	2%

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



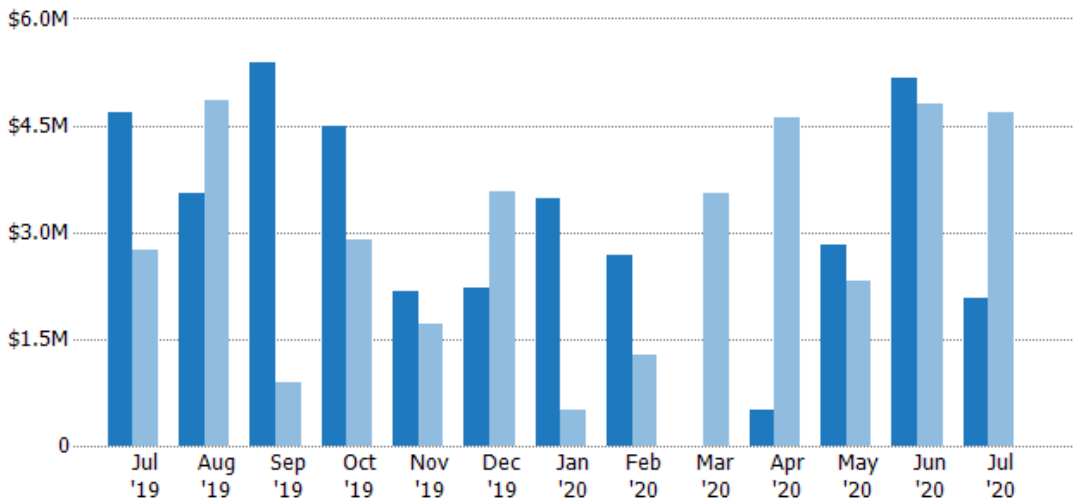
Current Year	11	6	5	4	5	4	3	4	-	1	5	6	5
Prior Year	6	8	2	5	3	5	1	2	6	5	5	6	11
Percent Change from Prior Year	83%	-25%	150%	-20%	67%	-20%	200%	100%	-100%	-80%	0%	0%	-55%

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



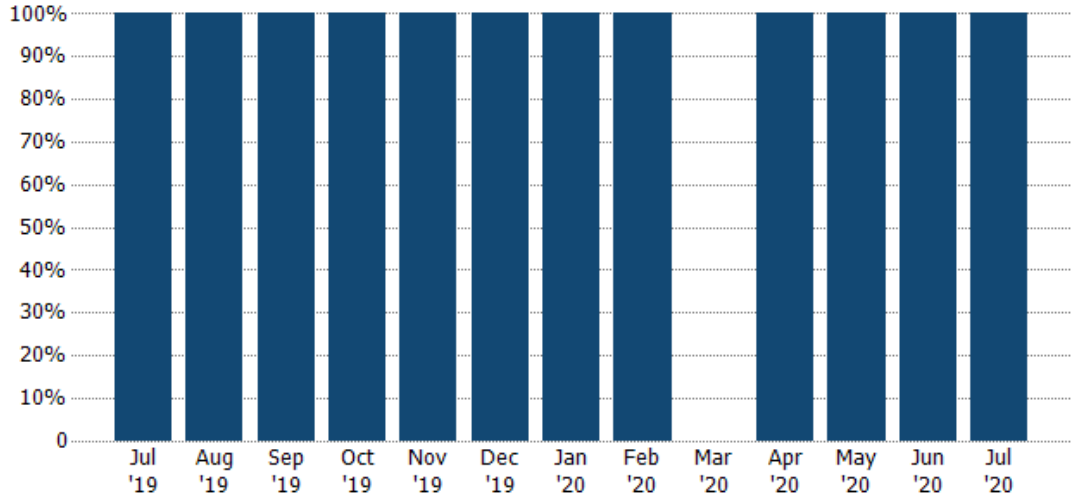
Current Year	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.08M
Prior Year	\$2.76M	\$4.85M	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M
Percent Change from Prior Year	70%	-27%	501%	55%	28%	-38%	601%	110%	-100%	-89%	22%	8%	-56%

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



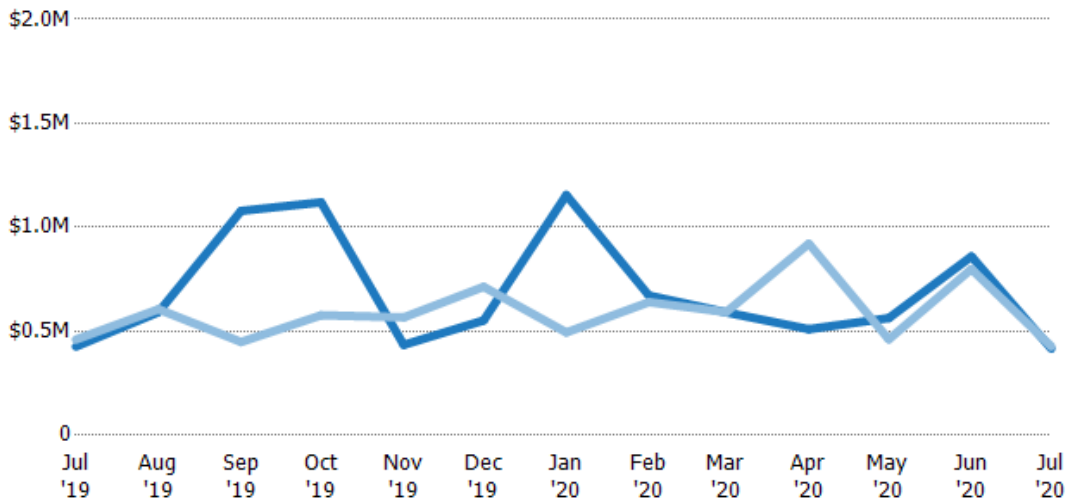
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%
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Average Sales Price

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



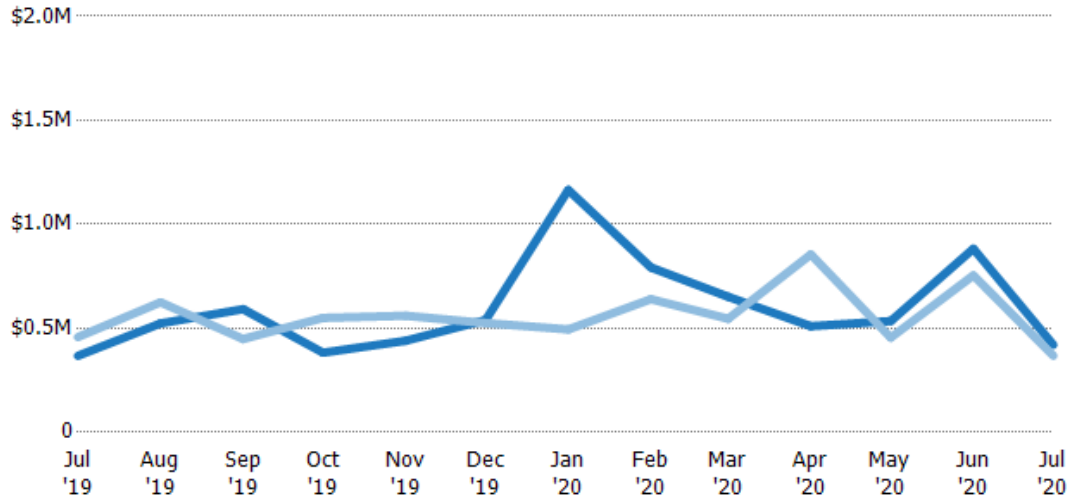
Current Year	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K
Prior Year	\$460K	\$606K	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K
Percent Change from Prior Year	-7%	-2%	141%	94%	-23%	-23%	134%	5%	-100%	-45%	22%	8%	-2%

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



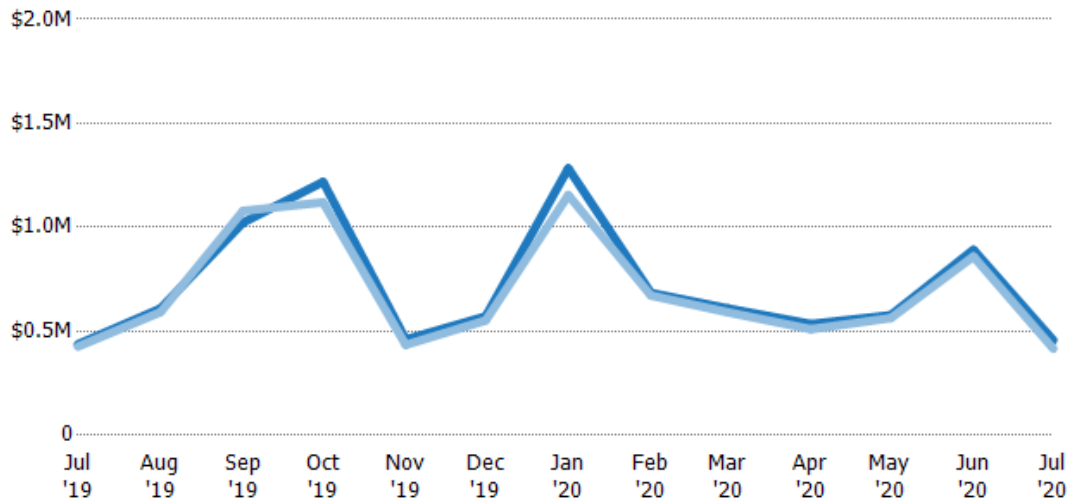
Current Year	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K
Prior Year	\$457K	\$625K	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K
Percent Change from Prior Year	-20%	-16%	32%	-30%	-21%	3%	136%	24%	-100%	-40%	18%	17%	14%

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



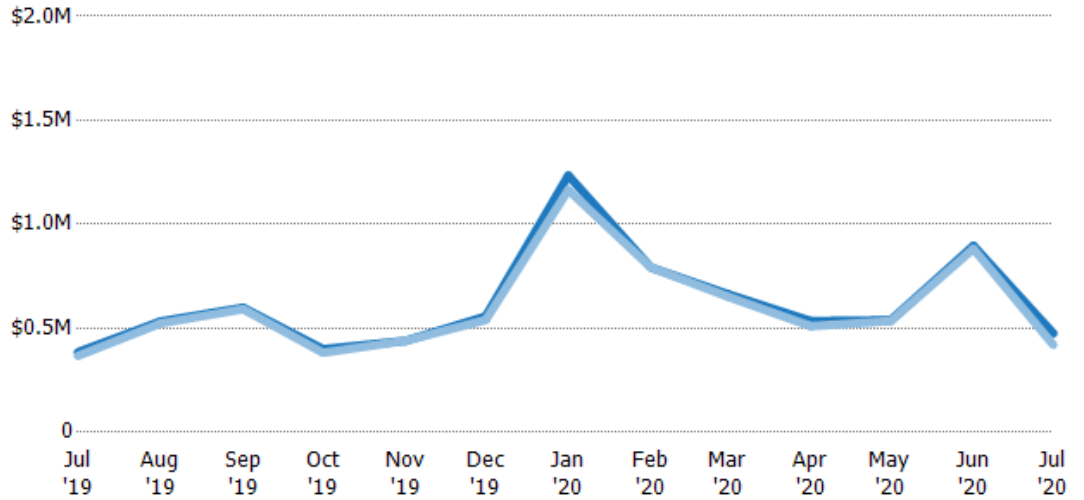
Avg List Price	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K
Avg Sales Price	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K
Avg Sales Price as a % of Avg List Price	97%	97%	105%	92%	94%	97%	90%	98%	97%	95%	98%	96%	91%

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



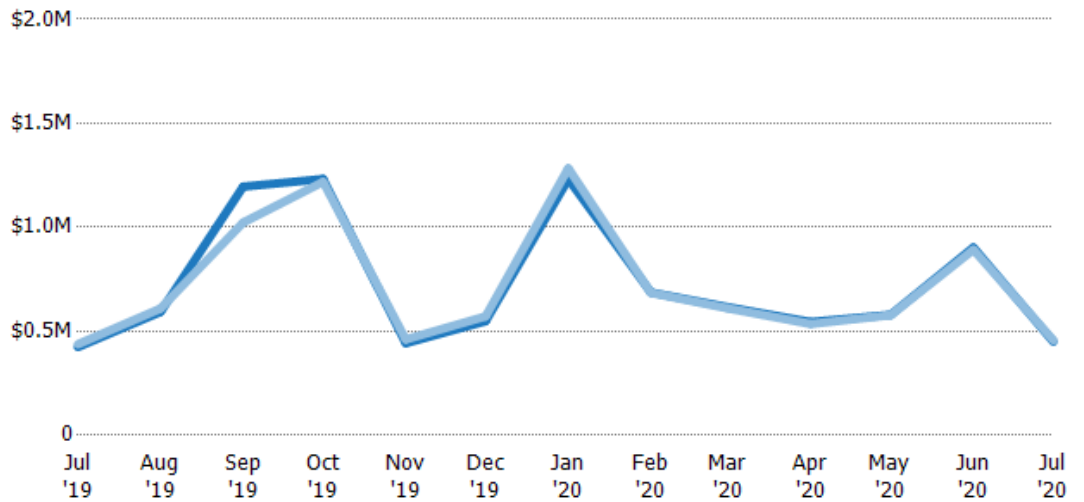
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K
Median Sales Price	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K
Med Sales Price as a % of Med List Price	95%	98%	99%	96%	100%	97%	94%	100%	98%	95%	99%	98%	88%

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



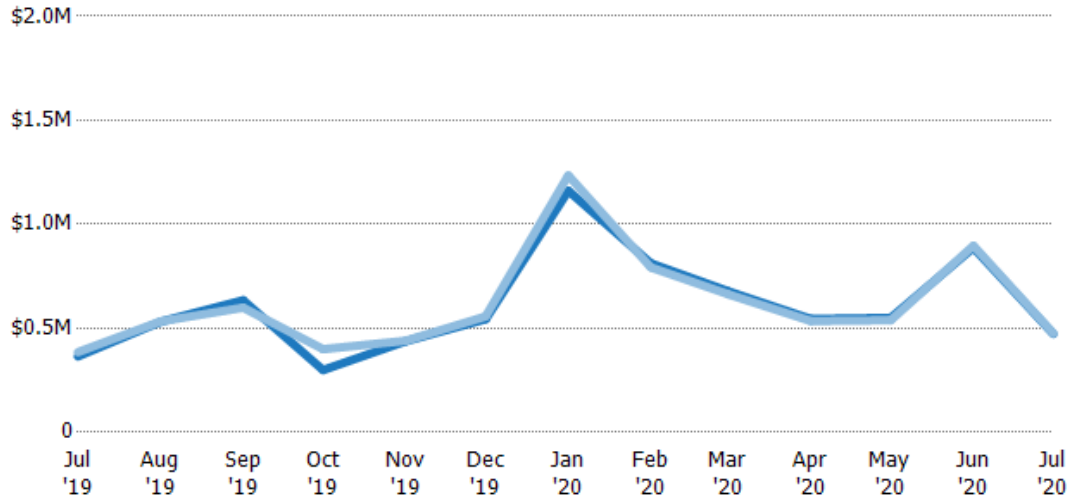
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$424K	\$593K	\$1.2M	\$1.23M	\$443K	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K	\$903K	\$449K
Avg Sales Price	\$438K	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K
Avg Sales Price as a % of Avg Est Value	103%	103%	86%	99%	104%	104%	104%	100%	99%	98%	100%	99%	102%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$365K	\$531K	\$635K	\$299K	\$437K	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K	\$887K	\$473K
Median Sales Price	\$385K	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K
Med Sales Price as a % of Med Est Value	105%	100%	94%	133%	101%	102%	106%	98%	98%	98%	98%	101%	100%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Burlington-South Burlington, VT	14	\$11,756,700	8	\$7,024,884	\$878,111	\$731,500	\$250	\$250	27