

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	4	-75%	45	66	-31.8%
New Listing Volume	\$539,000	\$1,337,900	-59.7%	\$31,345,162	\$45,224,400	-30.7%
Active Listing Count	10	35	-71.4%	N/A	N/A	
Active Listing Volume	\$7,561,262	\$26,706,100	-71.7%	N/A	N/A	
Average Listing Price	\$756,126	\$763,031	-0.9%	\$790,173	\$790,344	0%
Median Listing Price	\$711,900	\$687,000	+3.6%	\$694,826	\$704,203	-1.3%
Median Days in RPR	143	94	+52.1%	117.58	107.7	+9.2%
Months of Inventory	2	3.2	-37.1%	3.4	8.4	-59.6%
Absorption Rate	50%	31.43%	+18.6%	29.58%	11.95%	+17.6%
Sales Activity Charts Metrics						
New Pending Sales Count	6	5	+20%	50	53	-5.7%
New Pending Sales Volume	\$4,652,500	\$2,297,000	+102.5%	\$35,135,900	\$35,459,800	-0.9%
Pending Sales Count	13	9	+44.4%	N/A	N/A	
Pending Sales Volume	\$10,561,700	\$10,624,000	-0.6%	N/A	N/A	
Closed Sales Count	8	6	+33.3%	32	42	-23.8%
Closed Sales Volume	\$7,024,884	\$3,553,000	+97.7%	\$23,744,784	\$25,276,630	-6.1%
Average Sales Price	\$878,111	\$592,167	+48.3%	\$742,025	\$601,825	+23.3%
Median Sales Price	\$731,500	\$523,500	+39.7%	\$721,781	\$554,988	+30.1%

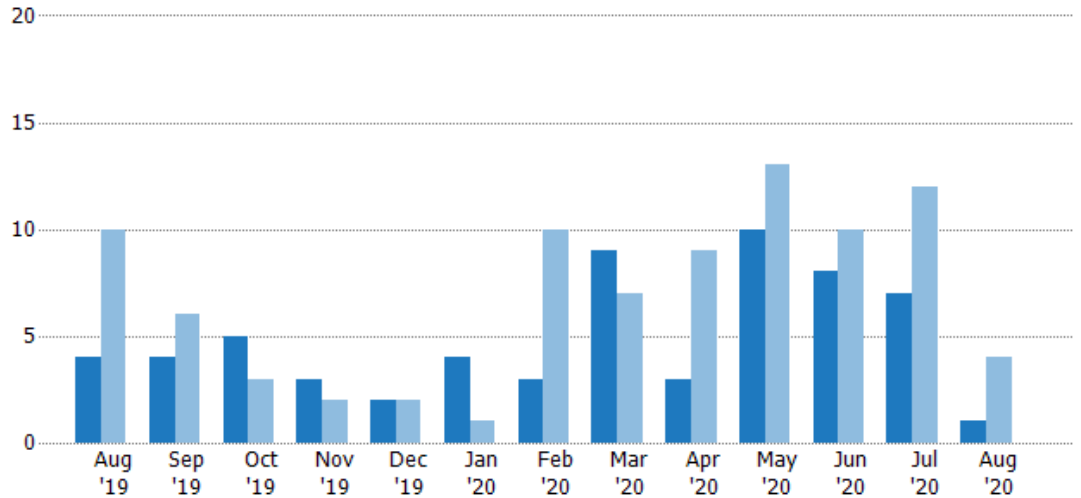
New Listings

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.
Aug '20	1	-75%
Aug '19	4	-60%
Aug '18	10	-40%



Current Year	4	4	5	3	2	4	3	9	3	10	8	7	1
Prior Year	10	6	3	2	2	1	10	7	9	13	10	12	4
Percent Change from Prior Year	-60%	-33%	67%	50%	0%	300%	-70%	29%	-67%	-23%	-20%	-42%	-75%

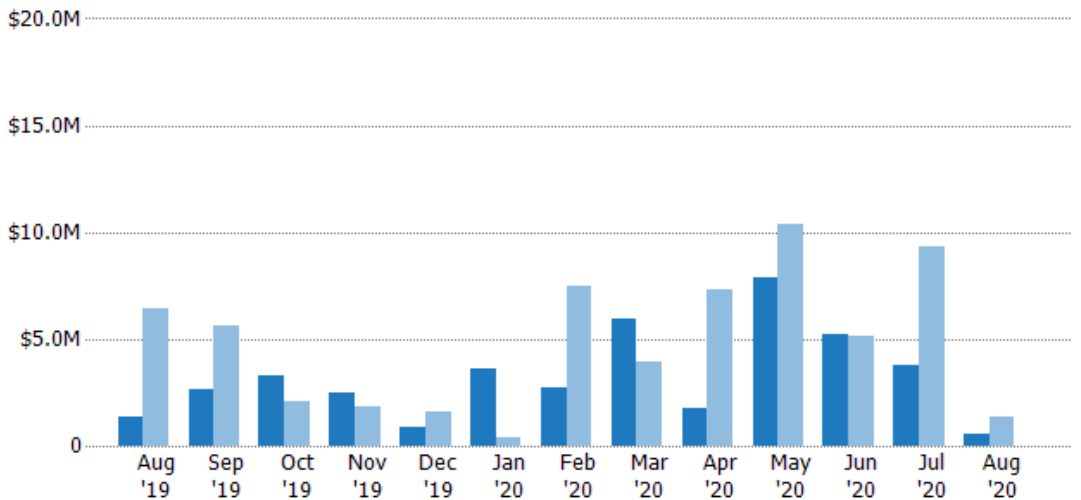
New Listing Volume

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.
Aug '20	\$539K	-59.7%
Aug '19	\$1.34M	-79.2%
Aug '18	\$6.42M	-45.9%



Current Year	\$1.34M	\$2.64M	\$3.31M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.94M	\$1.75M	\$7.86M	\$5.23M	\$3.74M	\$539K
Prior Year	\$6.42M	\$5.61M	\$2.05M	\$1.83M	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M
Percent Change from Prior Year	-79%	-53%	62%	34%	-46%	798%	-64%	53%	-76%	-24%	2%	-60%	-60%

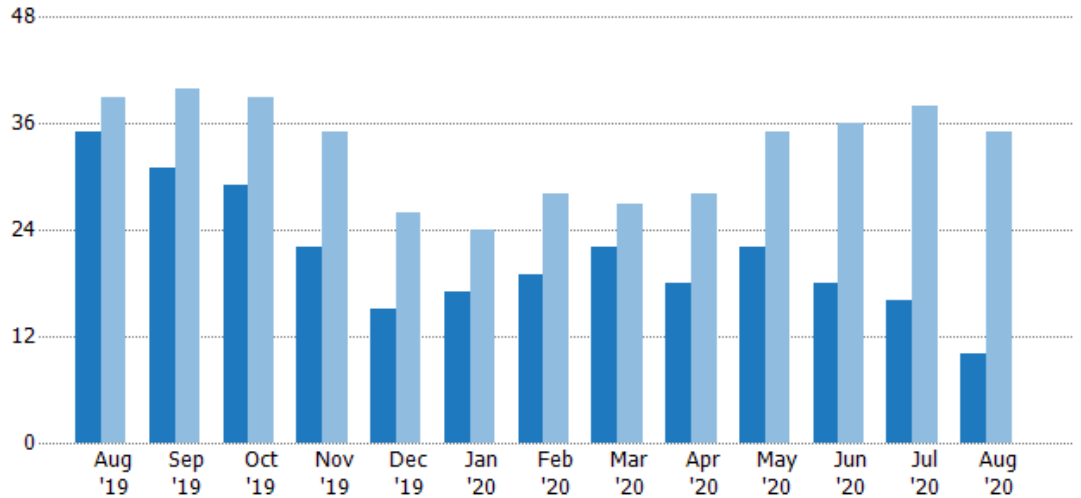
Active Listings

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.
Aug '20	10	-71.4%
Aug '19	35	-10.3%
Aug '18	39	15.4%



Current Year	35	31	29	22	15	17	19	22	18	22	18	16	10
Prior Year	39	40	39	35	26	24	28	27	28	35	36	38	35
Percent Change from Prior Year	-10%	-23%	-26%	-37%	-42%	-29%	-32%	-19%	-36%	-37%	-50%	-58%	-71%

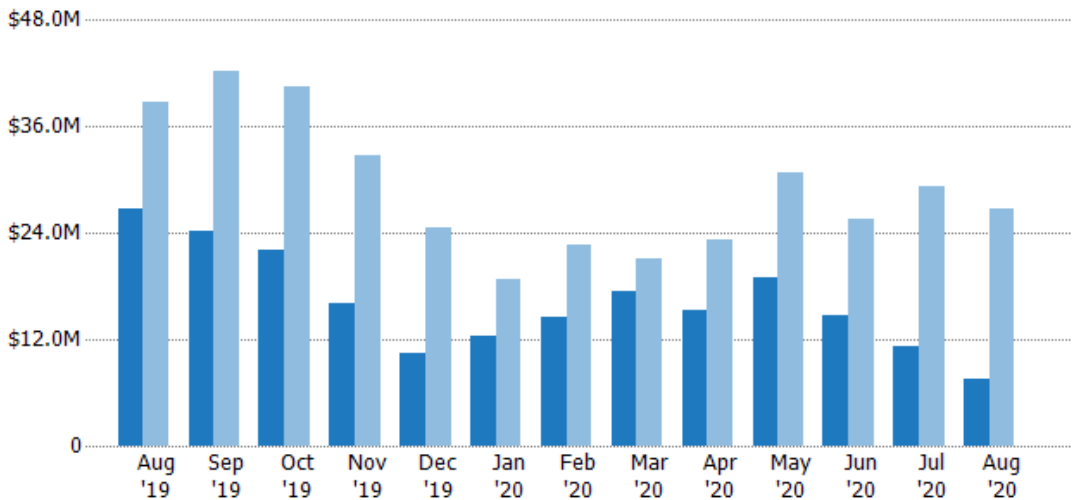
Active Listing Volume

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.
Aug '20	\$7.56M	-71.7%
Aug '19	\$26.7M	-31.1%
Aug '18	\$38.7M	-5.4%



Current Year	\$26.7M	\$24.2M	\$22.1M	\$16.1M	\$10.4M	\$12.4M	\$14.6M	\$17.4M	\$15.2M	\$19.1M	\$14.7M	\$11.2M	\$7.56M
Prior Year	\$38.7M	\$42.3M	\$40.5M	\$32.8M	\$24.7M	\$18.9M	\$22.7M	\$21.1M	\$23.3M	\$30.8M	\$25.7M	\$29.3M	\$26.7M
Percent Change from Prior Year	-31%	-43%	-46%	-51%	-58%	-34%	-36%	-18%	-34%	-38%	-43%	-62%	-72%

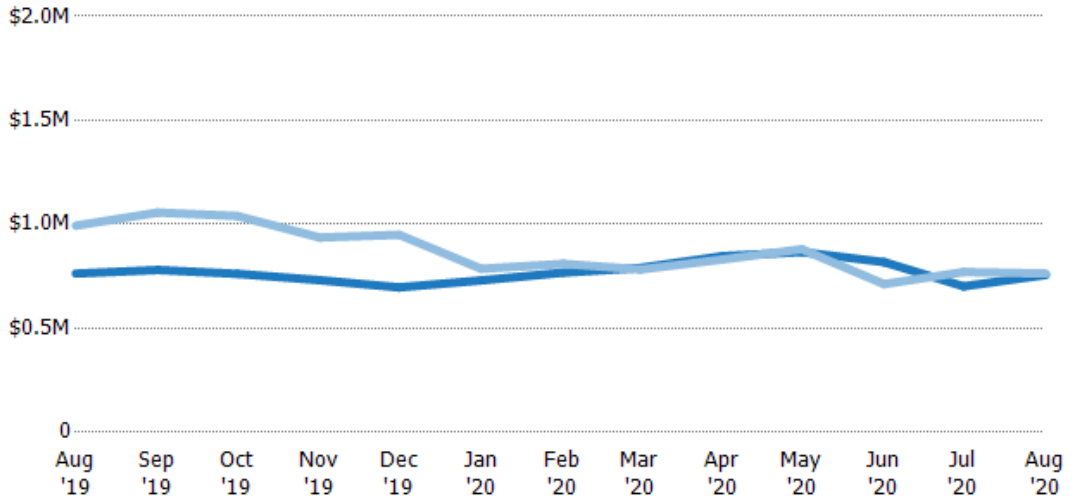
Average Listing Price

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.
Aug '20	\$756K	-0.9%
Aug '19	\$763K	-23.2%
Aug '18	\$993K	-18%



Current Year	\$763K	\$780K	\$762K	\$731K	\$696K	\$730K	\$767K	\$790K	\$847K	\$867K	\$818K	\$702K	\$756K
Prior Year	\$993K	\$1.06M	\$1.04M	\$936K	\$950K	\$786K	\$810K	\$783K	\$831K	\$880K	\$713K	\$770K	\$763K
Percent Change from Prior Year	-23%	-26%	-27%	-22%	-27%	-7%	-5%	1%	2%	-2%	15%	-9%	-1%

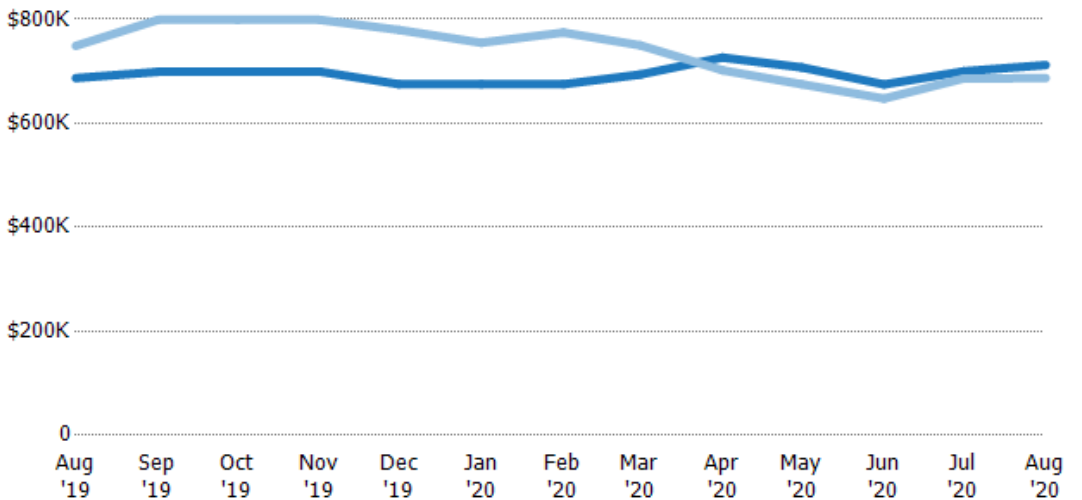
Median Listing Price

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.
Aug '20	\$712K	3.6%
Aug '19	\$687K	-8.3%
Aug '18	\$749K	-26.7%



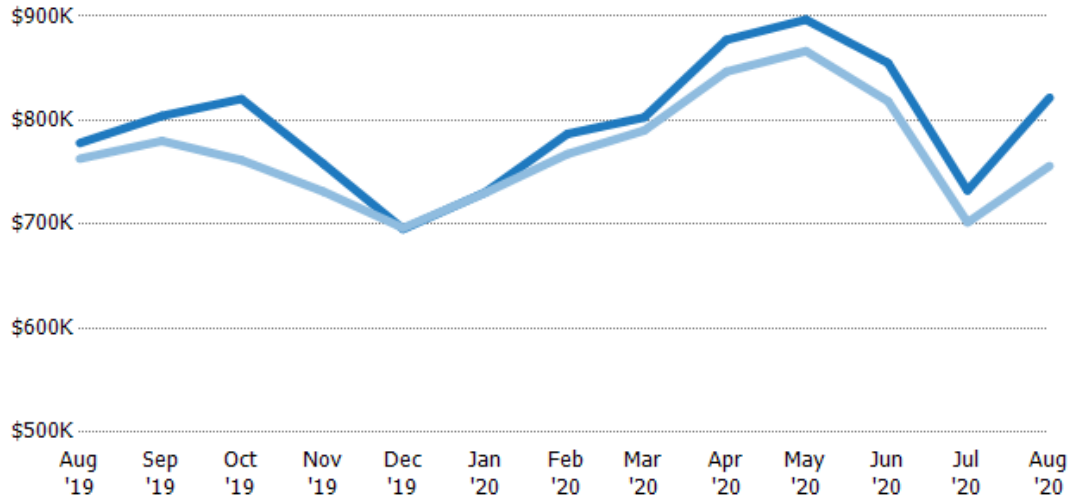
Current Year	\$687K	\$699K	\$699K	\$699K	\$675K	\$675K	\$675K	\$694K	\$726K	\$707K	\$675K	\$700K	\$712K
Prior Year	\$749K	\$799K	\$799K	\$799K	\$780K	\$755K	\$774K	\$750K	\$702K	\$675K	\$648K	\$686K	\$687K
Percent Change from Prior Year	-8%	-13%	-13%	-12%	-13%	-11%	-13%	-7%	3%	5%	4%	2%	4%

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



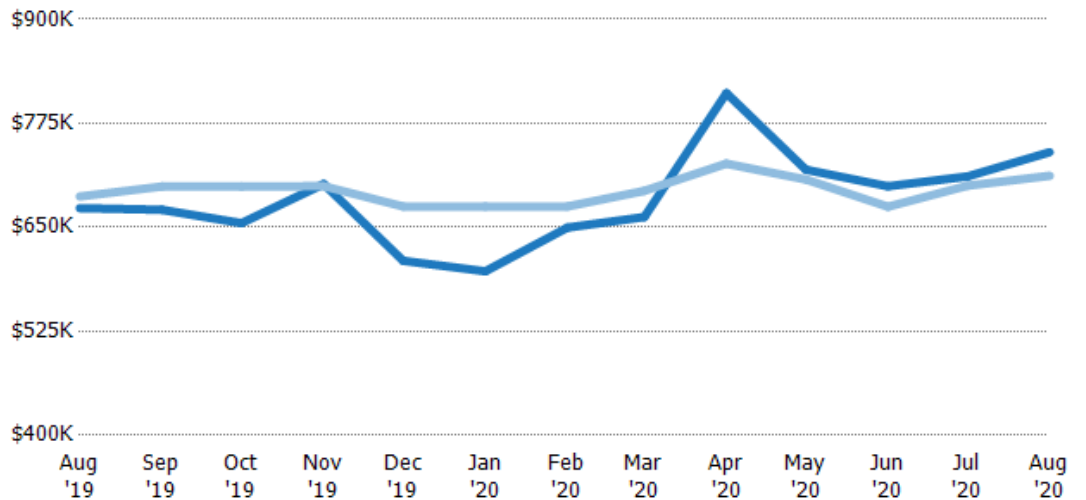
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$778K	\$804K	\$821K	\$758K	\$695K	\$731K	\$787K	\$803K	\$877K	\$897K	\$855K	\$733K	\$822K
Avg Listing Price	\$763K	\$780K	\$762K	\$731K	\$696K	\$730K	\$767K	\$790K	\$847K	\$867K	\$818K	\$702K	\$756K
Avg Listing Price as a % of Avg Est Value	98%	97%	93%	96%	100%	100%	98%	98%	97%	97%	96%	96%	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



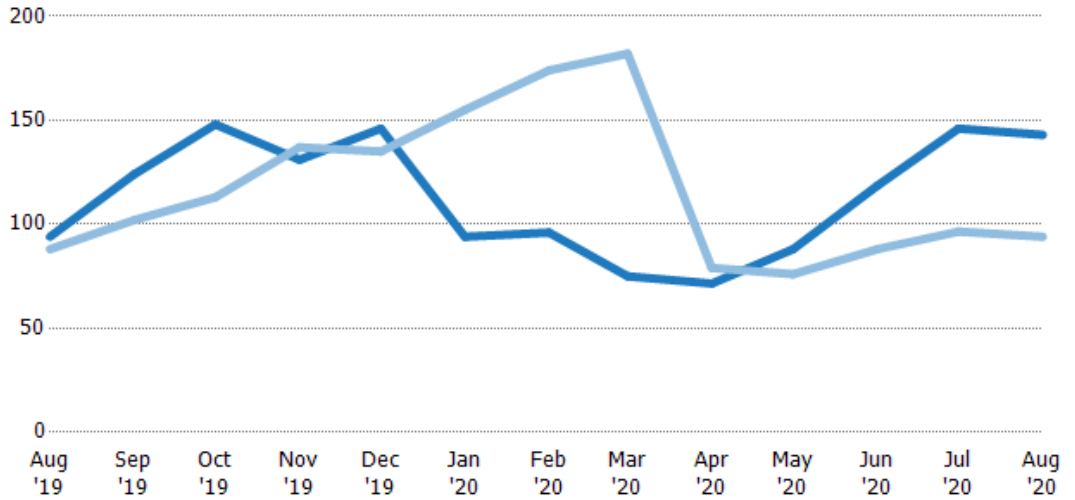
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$673K	\$671K	\$655K	\$702K	\$610K	\$597K	\$650K	\$662K	\$811K	\$719K	\$699K	\$711K	\$740K
Median Listing Price	\$687K	\$699K	\$699K	\$699K	\$675K	\$675K	\$675K	\$694K	\$726K	\$707K	\$675K	\$700K	\$712K
Med Listing Price as a % of Med Est Value	102%	104%	107%	100%	111%	113%	104%	105%	90%	98%	96%	98%	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.
Aug '20	143	52.1%
Aug '19	94	6.8%
Aug '18	88	45.5%

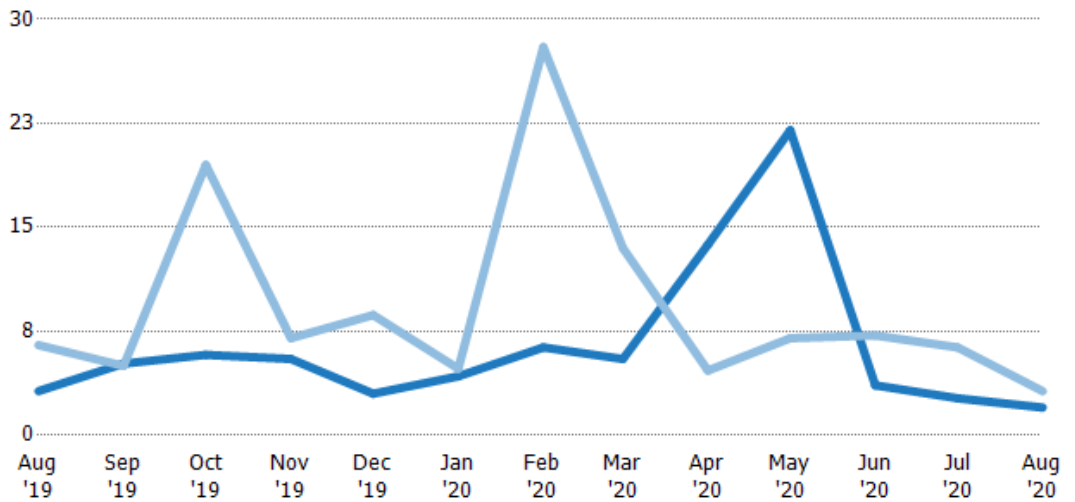
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	94	124	148	131	146	94	96	75	71.5	88	119	146	143
Prior Year	88	102	113	137	135	155	174	182	79	76	88	96.5	94
Percent Change from Prior Year	7%	22%	31%	-4%	8%	-39%	-45%	-59%	-9%	16%	35%	51%	52%

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



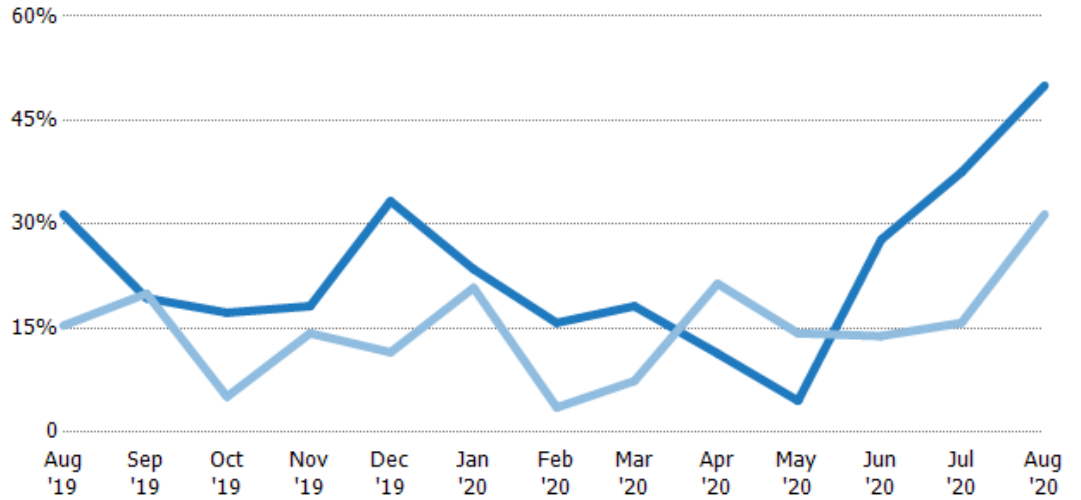
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.18	5.17	5.8	5.5	3	4.25	6.33	5.5	13.8	22	3.6	2.67	2
Prior Year	6.5	5	19.5	7	8.67	4.8	28	13.5	4.67	7	7.2	6.33	3.18
Percent Change from Prior Year	-51%	3%	-70%	-21%	-65%	-11%	-77%	-59%	-100%	214%	-50%	-58%	-37%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



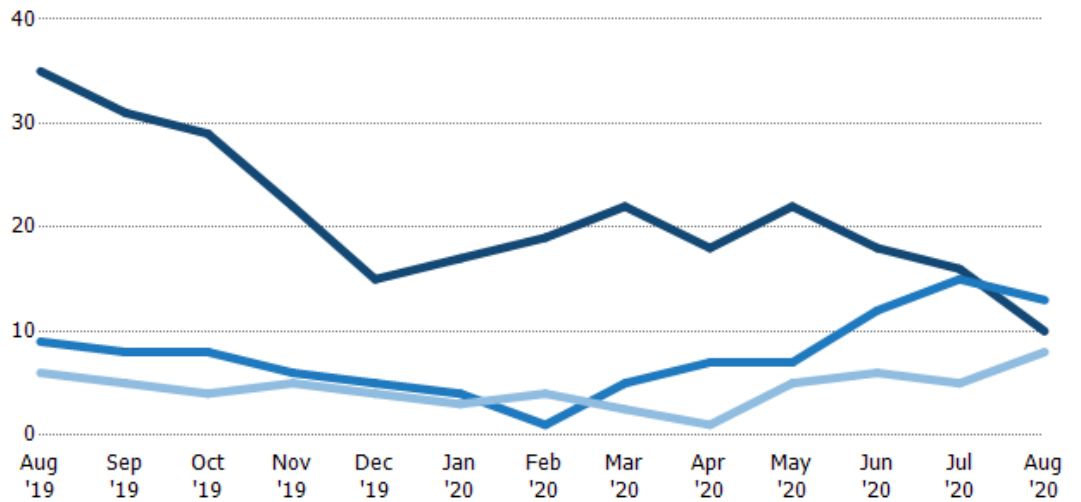
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	31%	19%	17%	18%	33%	24%	16%	18%	11%	5%	28%	38%	50%
Prior Year	15%	20%	5%	14%	12%	21%	4%	7%	21%	14%	14%	16%	31%
Change from Prior Year	-16%	1%	-12%	-4%	-22%	-3%	-12%	-11%	21%	10%	-14%	-22%	-19%

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



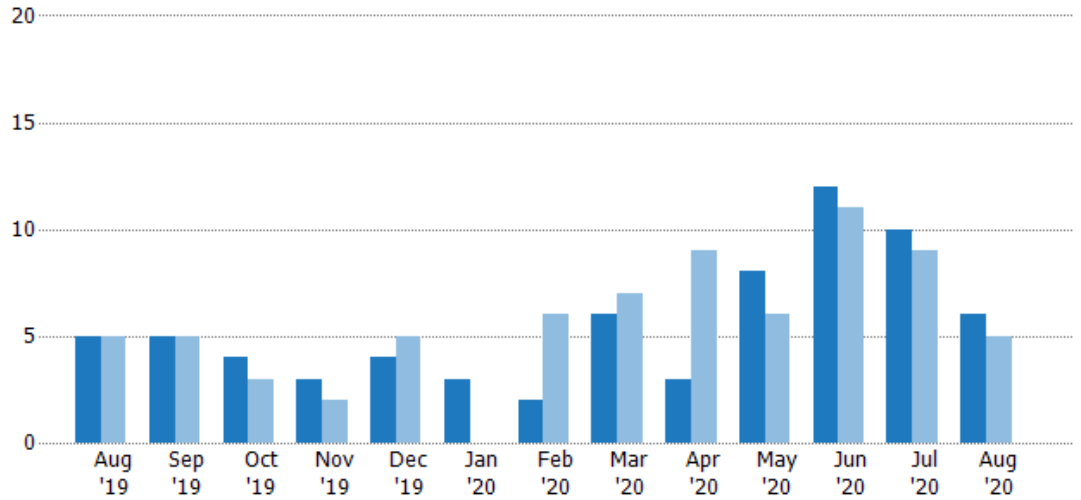
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	35	31	29	22	15	17	19	22	18	22	18	16	10
Pending	9	8	8	6	5	4	1	5	7	7	12	15	13
Sold	6	5	4	5	4	3	4	2.5	1	5	6	5	8

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



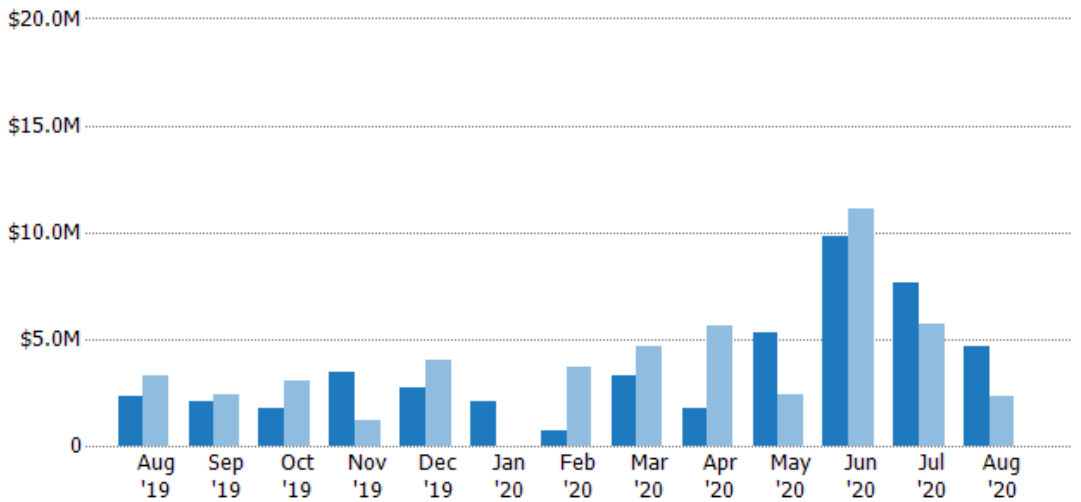
Current Year	5	5	4	3	4	3	2	6	3	8	12	10	6
Prior Year	5	5	3	2	5	-	6	7	9	6	11	9	5
Percent Change from Prior Year	0%	0%	33%	50%	-20%	100%	-67%	-14%	-67%	33%	9%	11%	20%

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	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M
Prior Year	\$3.3M	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M
Percent Change from Prior Year	-30%	-14%	-42%	198%	-32%	100%	-81%	-30%	-69%	118%	-12%	35%	103%

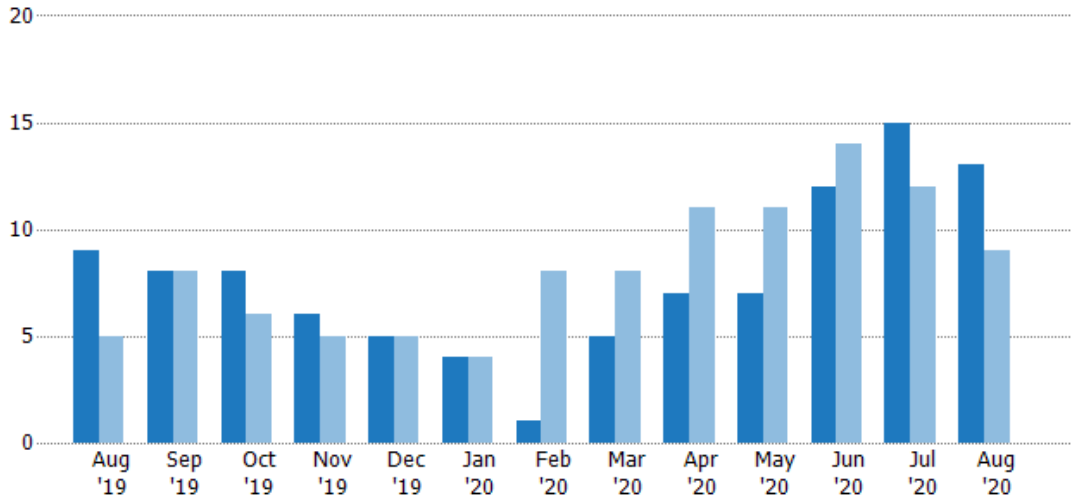
Pending Sales

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.
Aug '20	13	44.4%
Aug '19	9	80%
Aug '18	5	0%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	9	8	8	6	5	4	1	5	7	7	12	15	13
Prior Year	5	8	6	5	5	4	8	8	11	11	14	12	9
Percent Change from Prior Year	80%	0%	33%	20%	0%	0%	-88%	-38%	-36%	-36%	-14%	25%	44%

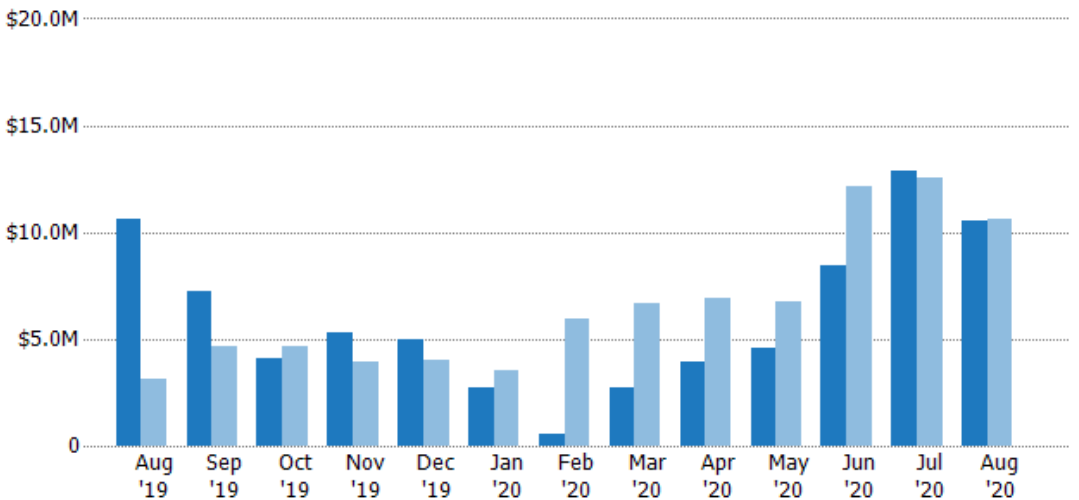
Pending Sales Volume

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.
Aug '20	\$10.6M	-0.6%
Aug '19	\$10.6M	238.1%
Aug '18	\$3.14M	-23.8%



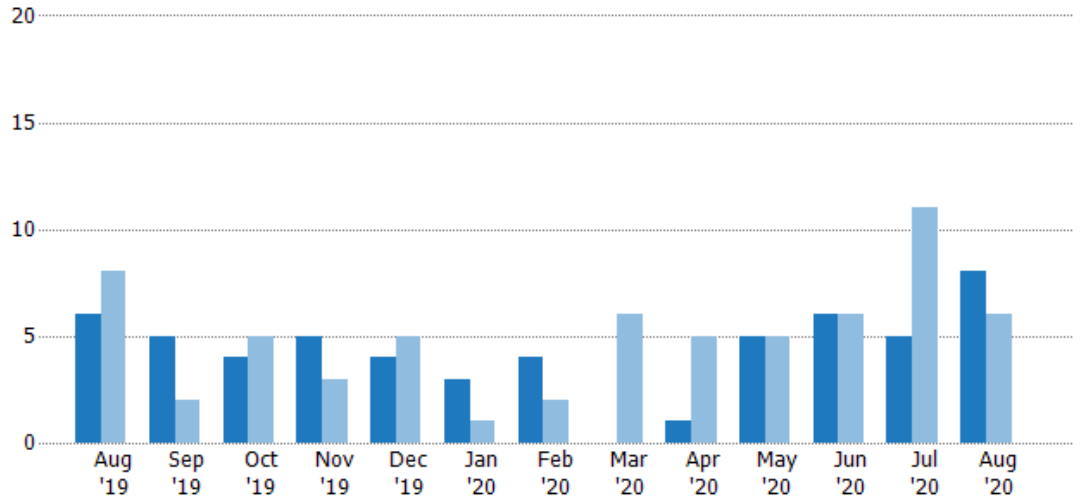
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$4.59M	\$8.41M	\$12.9M	\$10.6M
Prior Year	\$3.14M	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M
Percent Change from Prior Year	238%	57%	-11%	35%	24%	-22%	-91%	-59%	-43%	-32%	-31%	2%	-1%

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



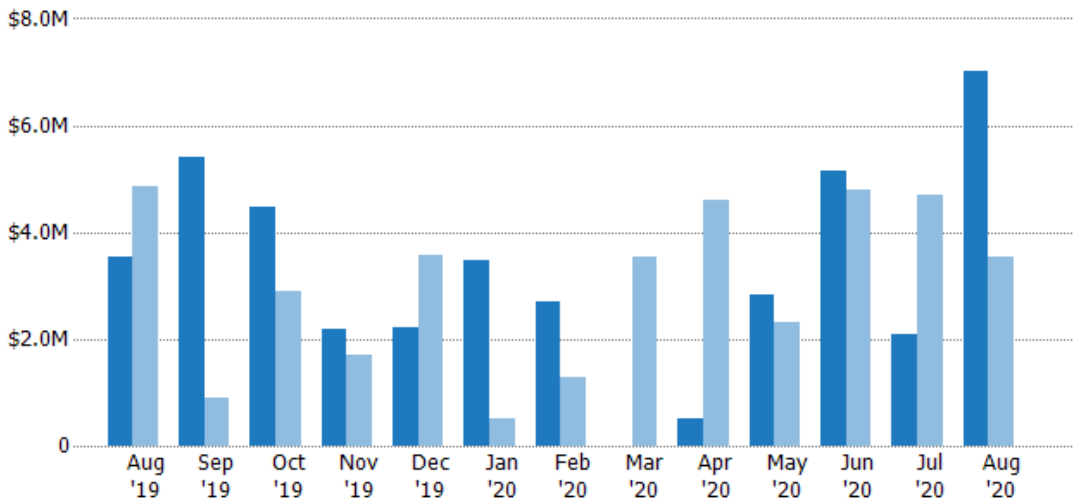
Current Year	6	5	4	5	4	3	4	-	1	5	6	5	8
Prior Year	8	2	5	3	5	1	2	6	5	5	6	11	6
Percent Change from Prior Year	-25%	150%	-20%	67%	-20%	200%	100%	-100%	-80%	0%	0%	-55%	33%

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



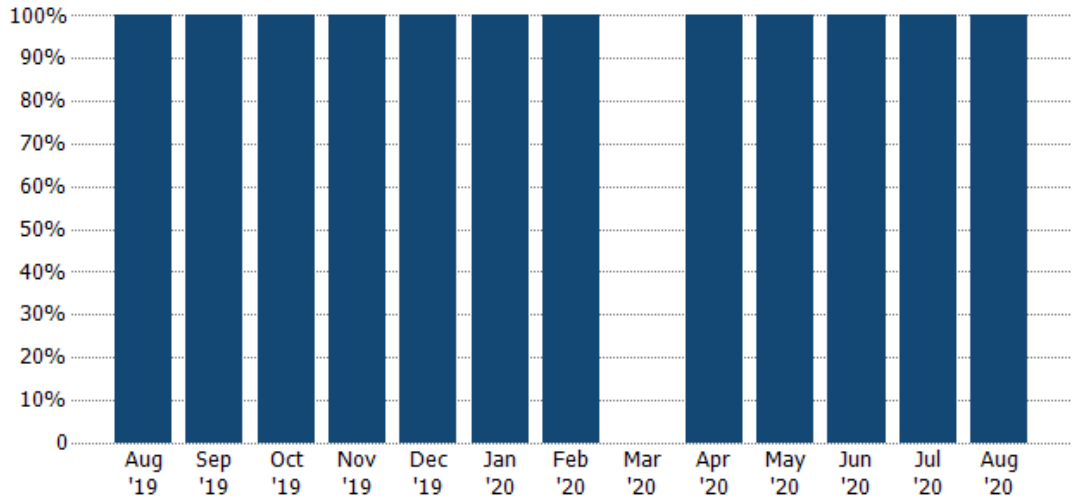
Current Year	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.08M	\$7.02M
Prior Year	\$4.85M	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M
Percent Change from Prior Year	-27%	501%	55%	28%	-38%	601%	110%	-100%	-89%	22%	8%	-56%	98%

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



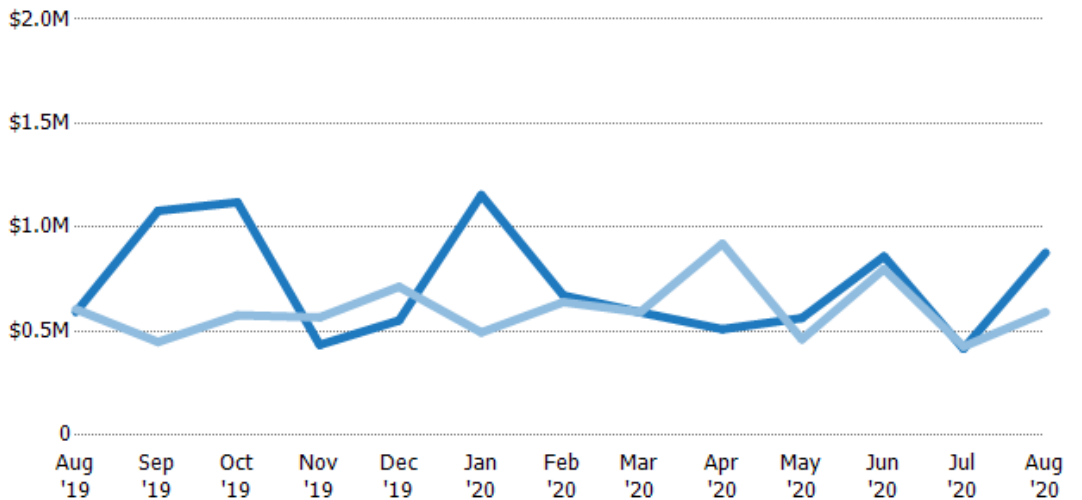
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
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Average Sales Price

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



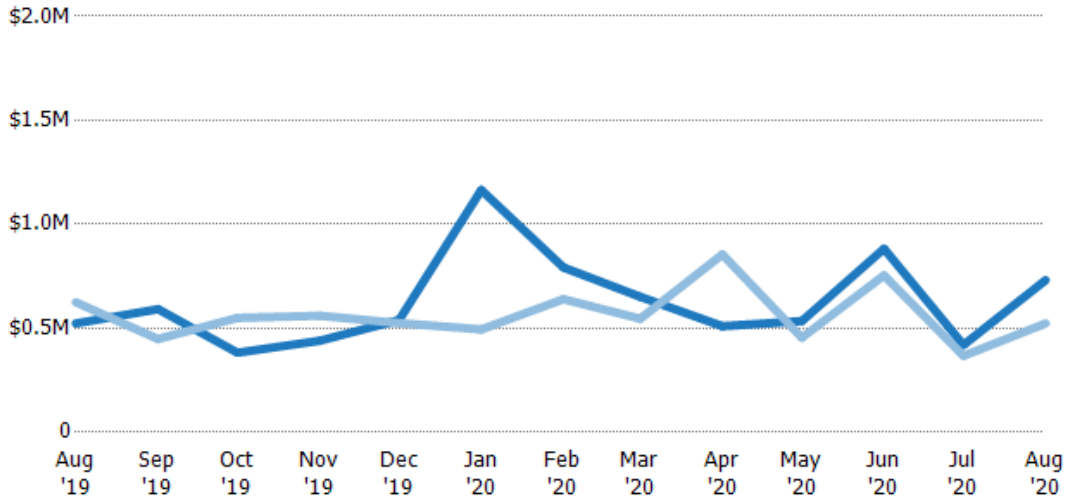
Current Year	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K
Prior Year	\$606K	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K
Percent Change from Prior Year	-2%	141%	94%	-23%	-23%	134%	5%	-100%	-45%	22%	8%	-2%	48%

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



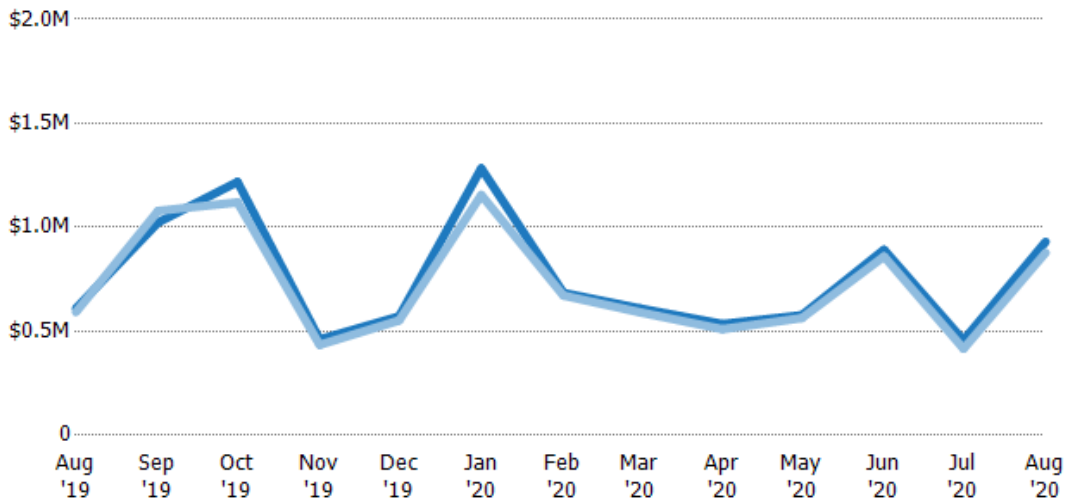
Current Year	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K
Prior Year	\$625K	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K
Percent Change from Prior Year	-16%	32%	-30%	-21%	3%	136%	24%	-100%	-40%	18%	17%	14%	40%

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



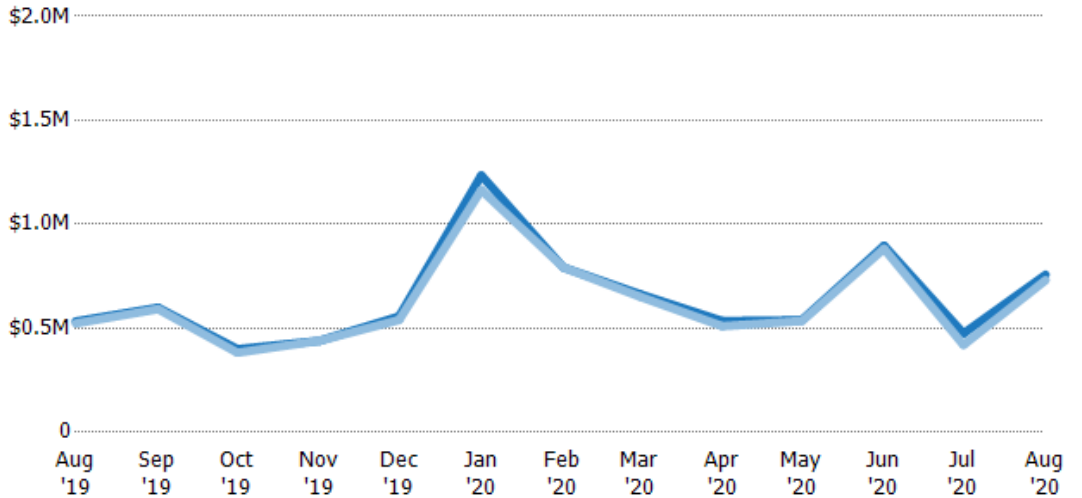
Avg List Price	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K	\$930K
Avg Sales Price	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K
Avg Sales Price as a % of Avg List Price	97%	105%	92%	94%	97%	90%	98%	97%	95%	98%	96%	91%	94%

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



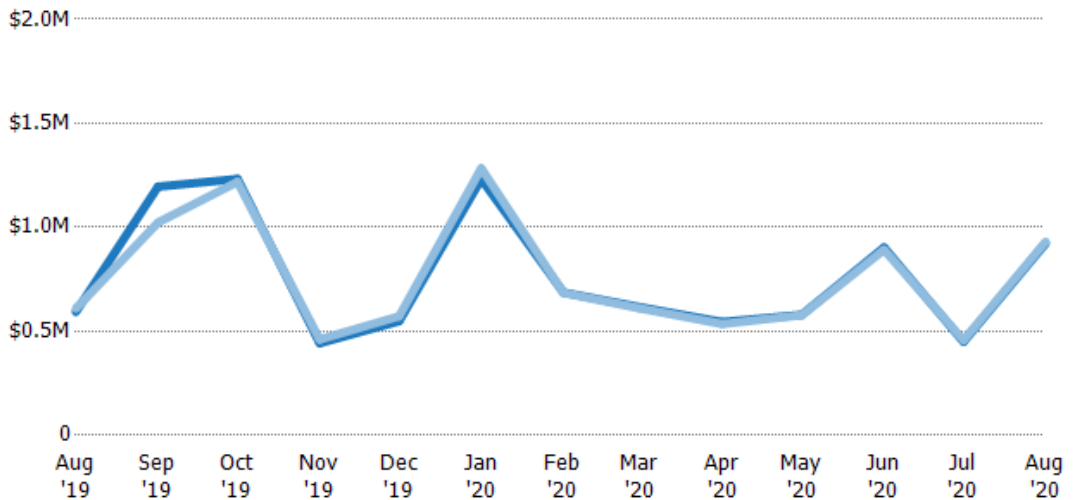
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K	\$757K
Median Sales Price	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K
Med Sales Price as a % of Med List Price	98%	99%	96%	100%	97%	94%	100%	98%	95%	99%	98%	88%	97%

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



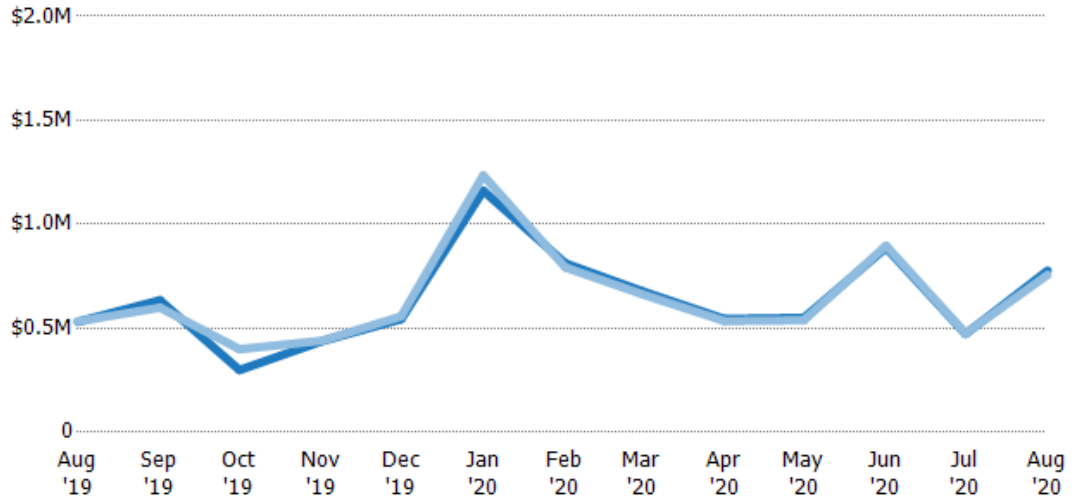
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$593K	\$1.2M	\$1.23M	\$443K	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K	\$903K	\$449K	\$923K
Avg Sales Price	\$609K	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K	\$930K
Avg Sales Price as a % of Avg Est Value	103%	86%	99%	104%	104%	104%	100%	99%	98%	100%	99%	102%	101%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$531K	\$635K	\$299K	\$437K	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K	\$887K	\$473K	\$778K
Median Sales Price	\$533K	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K	\$757K
Med Sales Price as a % of Med Est Value	100%	94%	133%	101%	102%	106%	98%	98%	98%	98%	101%	100%	97%