

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	4	+/-	49	70	-30%
New Listing Volume	\$4,223,000	\$2,639,000	+60%	\$35,488,661	\$47,863,400	-25.9%
Active Listing Count	7	31	-77.4%	N/A	N/A	
Active Listing Volume	\$6,698,861	\$24,183,600	-72.3%	N/A	N/A	
Average Listing Price	\$956,980	\$780,116	+22.7%	\$800,828	\$790,670	+1.3%
Median Listing Price	\$669,999	\$699,000	-4.1%	\$689,175	\$703,631	-2.1%
Median Days in RPR	135	124	+8.9%	121.2	117.27	+3.4%
Months of Inventory	0.9	5.2	-83.1%	3.2	8.8	-63.5%
Absorption Rate	114.29%	19.35%	+94.9%	31.13%	11.35%	+19.8%
Sales Activity Charts Metrics						
New Pending Sales Count	7	5	+40%	57	58	-1.7%
New Pending Sales Volume	\$5,005,900	\$2,082,400	+140.4%	\$40,141,800	\$37,542,200	+6.9%
Pending Sales Count	12	8	+50%	N/A	N/A	
Pending Sales Volume	\$9,713,400	\$7,262,500	+33.7%	N/A	N/A	
Closed Sales Count	8	5	+60%	40	47	-14.9%
Closed Sales Volume	\$4,770,800	\$5,394,000	-11.6%	\$28,515,584	\$30,670,630	-7%
Average Sales Price	\$596,350	\$1,078,800	-44.7%	\$712,890	\$652,567	+9.2%
Median Sales Price	\$623,750	\$592,000	+5.4%	\$702,175	\$558,926	+25.6%

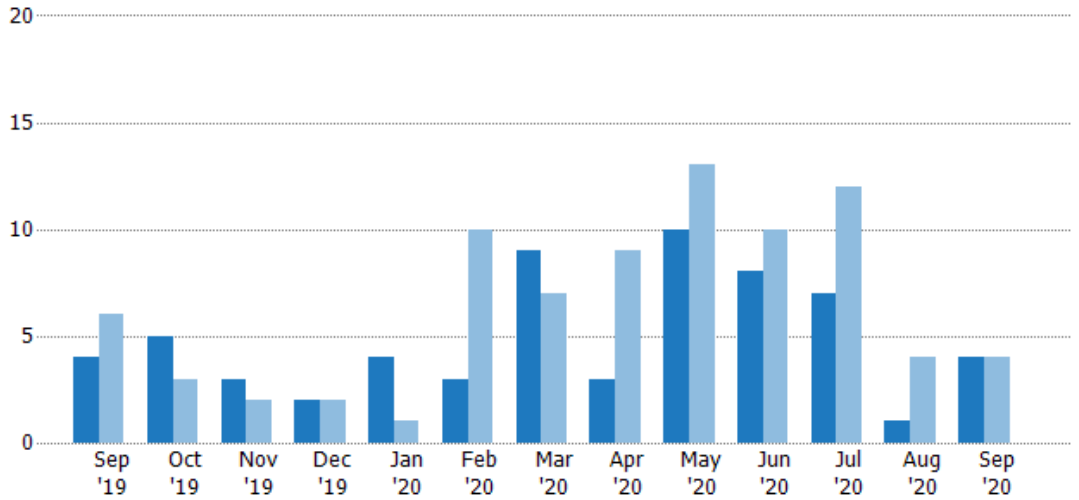
New Listings

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.
Sep '20	4	0%
Sep '19	4	-33.3%
Sep '18	6	-66.7%



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

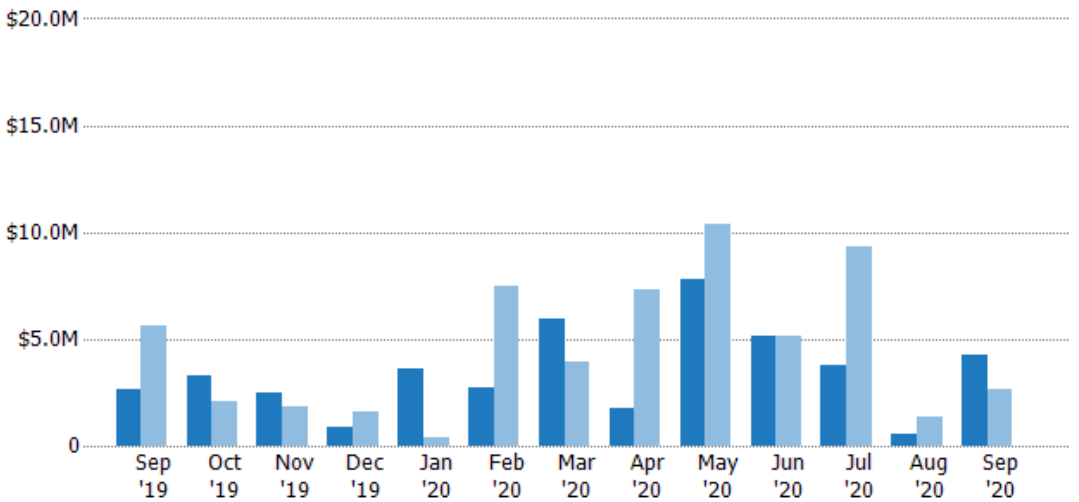
New Listing Volume

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.
Sep '20	\$4.22M	60%
Sep '19	\$2.64M	-53%
Sep '18	\$5.61M	-81.5%



Current Year	\$2.64M	\$3.31M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.94M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M
Prior Year	\$5.61M	\$2.05M	\$1.83M	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M
Percent Change from Prior Year	-53%	62%	34%	-46%	798%	-64%	53%	-76%	-24%	1%	-60%	-60%	60%

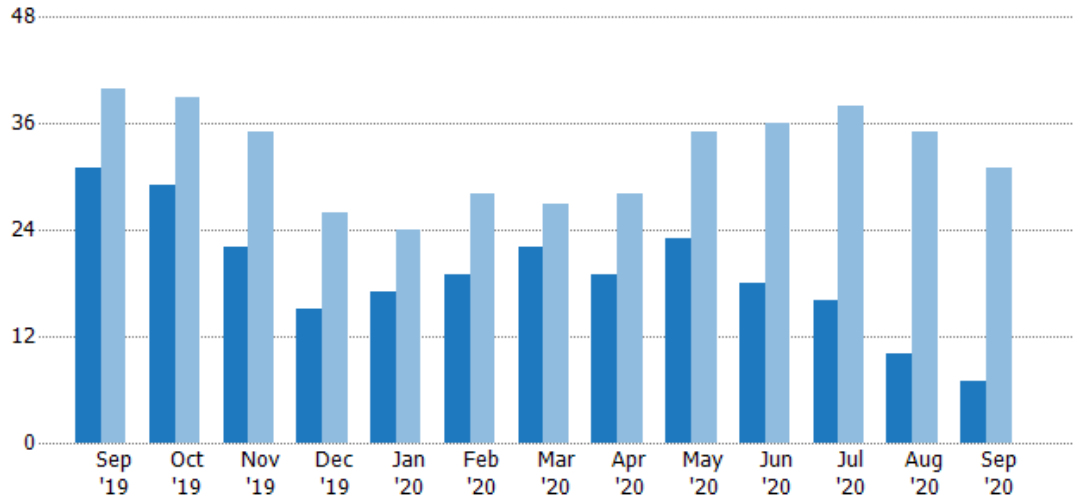
Active Listings

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.
Sep '20	7	-77.4%
Sep '19	31	-22.5%
Sep '18	40	-5%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	31	29	22	15	17	19	22	19	23	18	16	10	7
Prior Year	40	39	35	26	24	28	27	28	35	36	38	35	31
Percent Change from Prior Year	-23%	-26%	-37%	-42%	-29%	-32%	-19%	-32%	-34%	-50%	-58%	-71%	-77%

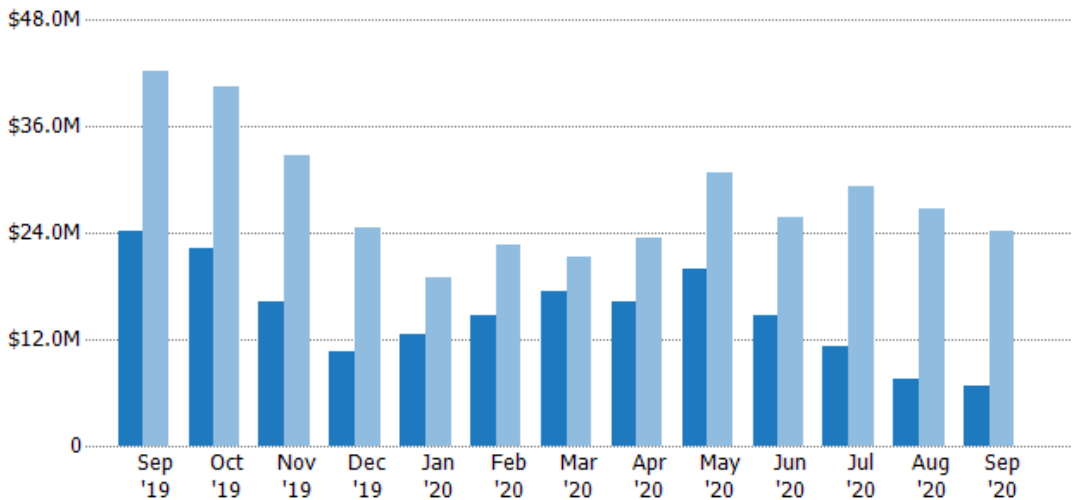
Active Listing Volume

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.
Sep '20	\$6.7M	-72.3%
Sep '19	\$24.2M	-42.8%
Sep '18	\$42.3M	-26%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$24.2M	\$22.2M	\$16.2M	\$10.5M	\$12.5M	\$14.7M	\$17.5M	\$16.2M	\$20M	\$14.7M	\$11.1M	\$7.48M	\$6.7M
Prior Year	\$42.3M	\$40.5M	\$32.8M	\$24.7M	\$18.9M	\$22.7M	\$21.2M	\$23.3M	\$30.9M	\$25.7M	\$29.3M	\$26.7M	\$24.2M
Percent Change from Prior Year	-43%	-45%	-51%	-57%	-34%	-35%	-18%	-30%	-35%	-43%	-62%	-72%	-72%

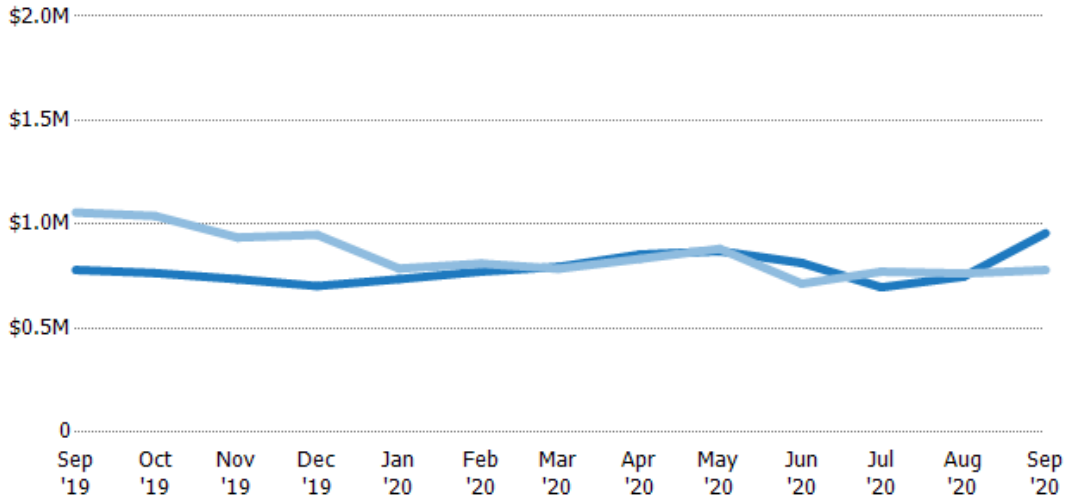
Average Listing Price

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.
Sep '20	\$957K	22.7%
Sep '19	\$780K	-26.2%
Sep '18	\$1.06M	-22.1%



Current Year	\$780K	\$765K	\$736K	\$703K	\$736K	\$773K	\$795K	\$855K	\$871K	\$814K	\$697K	\$748K	\$957K
Prior Year	\$1.06M	\$1.04M	\$936K	\$950K	\$787K	\$811K	\$786K	\$834K	\$882K	\$714K	\$772K	\$763K	\$780K
Percent Change from Prior Year	-26%	-26%	-21%	-26%	-6%	-5%	1%	2%	-1%	14%	-10%	-2%	23%

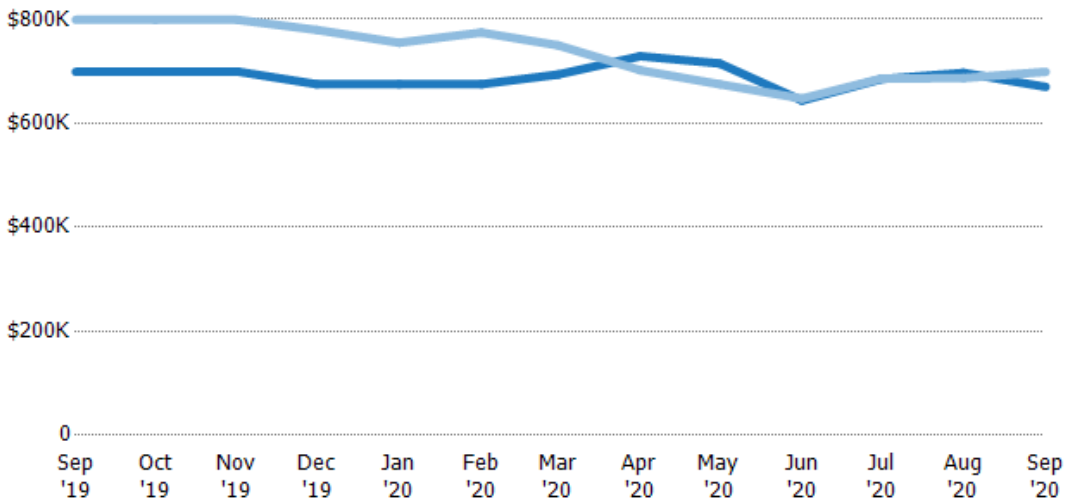
Median Listing Price

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.
Sep '20	\$670K	-4.1%
Sep '19	\$699K	-12.5%
Sep '18	\$799K	-33.2%



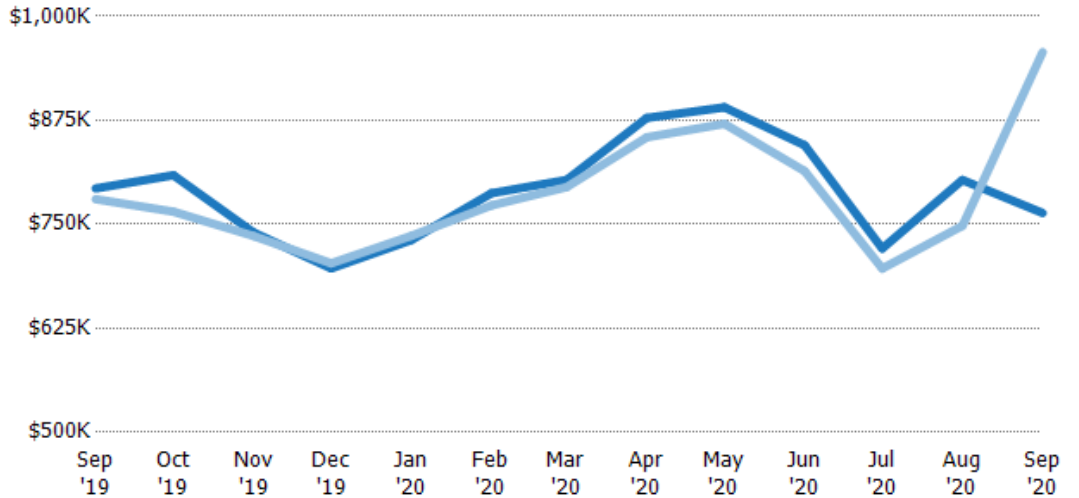
Current Year	\$699K	\$699K	\$699K	\$675K	\$675K	\$675K	\$694K	\$729K	\$715K	\$644K	\$685K	\$697K	\$670K
Prior Year	\$799K	\$799K	\$799K	\$780K	\$755K	\$774K	\$750K	\$702K	\$675K	\$648K	\$686K	\$687K	\$699K
Percent Change from Prior Year	-13%	-13%	-12%	-13%	-11%	-13%	-7%	4%	6%	-1%	0%	1%	-4%

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



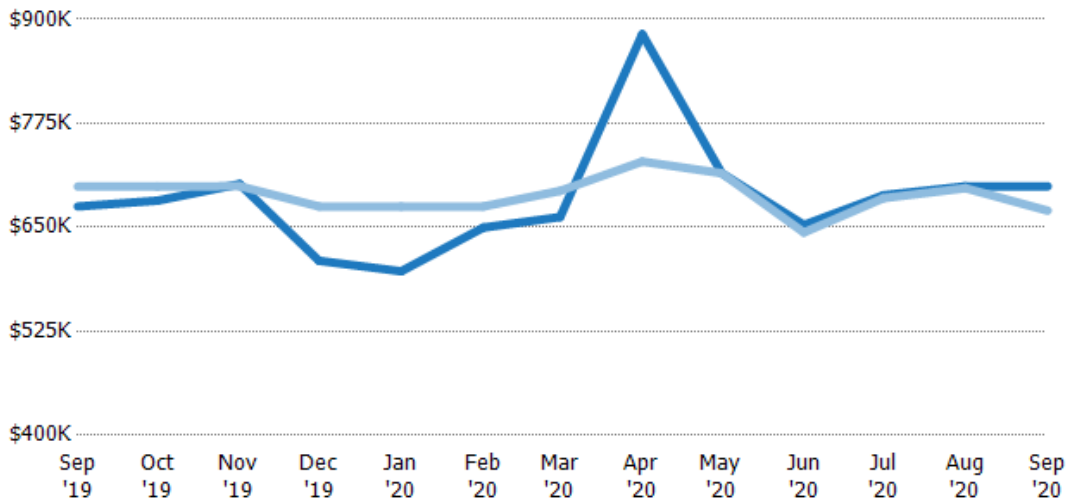
Avg Est Value	\$793K	\$809K	\$740K	\$697K	\$731K	\$787K	\$803K	\$878K	\$891K	\$845K	\$721K	\$803K	\$764K
Avg Listing Price	\$780K	\$765K	\$736K	\$703K	\$736K	\$773K	\$795K	\$855K	\$871K	\$814K	\$697K	\$748K	\$957K
Avg Listing Price as a % of Avg Est Value	98%	95%	99%	101%	101%	98%	99%	97%	98%	96%	97%	93%	125%

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	\$675K	\$682K	\$702K	\$610K	\$597K	\$650K	\$662K	\$882K	\$715K	\$653K	\$688K	\$699K	\$699K
Median Listing Price	\$699K	\$699K	\$699K	\$675K	\$675K	\$675K	\$694K	\$729K	\$715K	\$644K	\$685K	\$697K	\$670K
Med Listing Price as a % of Med Est Value	104%	102%	100%	111%	113%	104%	105%	83%	100%	99%	99%	100%	96%

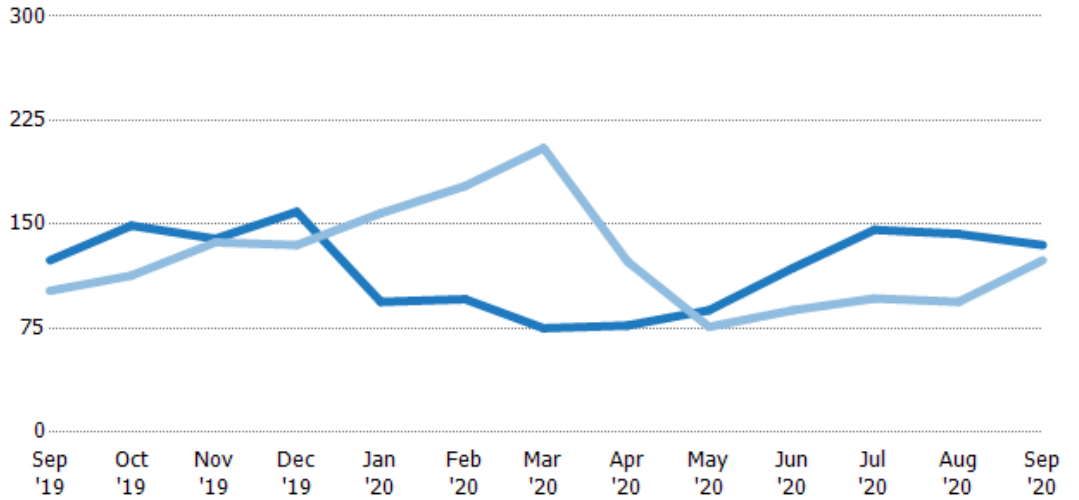
Median Days in RPR

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.
Sep '20	135	8.9%
Sep '19	124	21.6%
Sep '18	102	30.4%



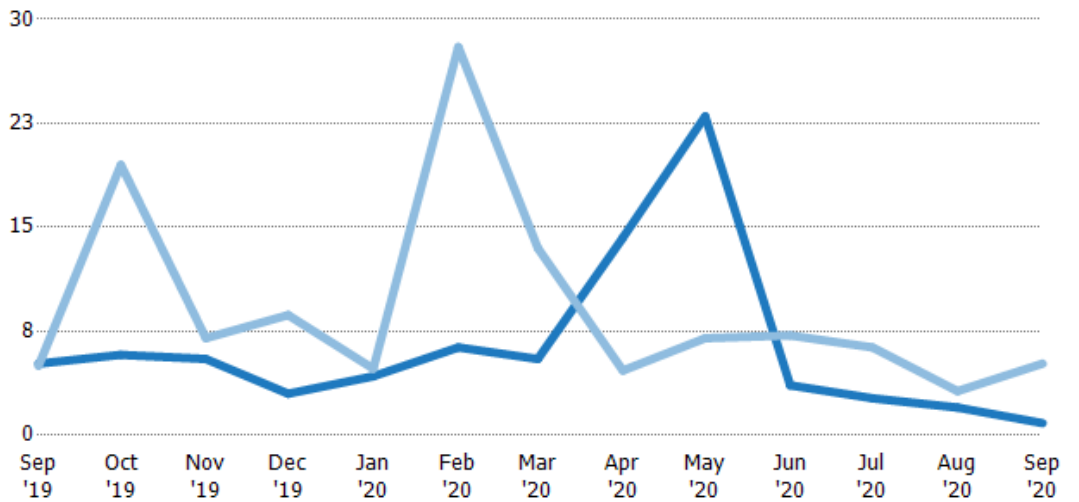
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	124	149	140	159	94	96	75	77	88	119	146	143	135
Prior Year	102	113	137	135	158	178	205	123	76	88	96.5	94	124
Percent Change from Prior Year	22%	32%	2%	18%	-41%	-46%	-63%	-37%	16%	35%	51%	52%	9%

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



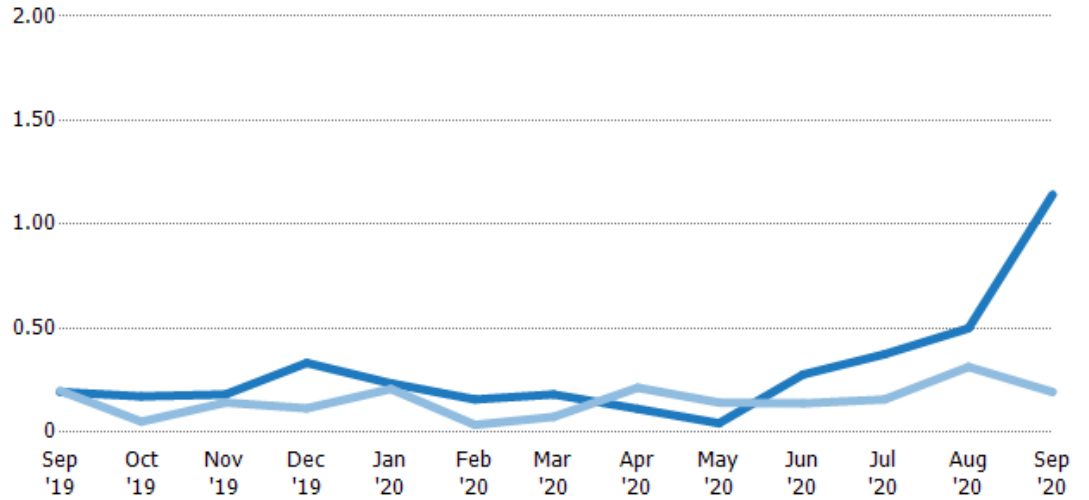
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	5.17	5.8	5.5	3	4.25	6.33	5.5	14.3	23	3.6	2.67	2	0.88
Prior Year	5	19.5	7	8.67	4.8	28	13.5	4.67	7	7.2	6.33	3.18	5.17
Percent Change from Prior Year	3%	-70%	-21%	-65%	-11%	-77%	-59%	-100%	229%	-50%	-58%	-37%	-83%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



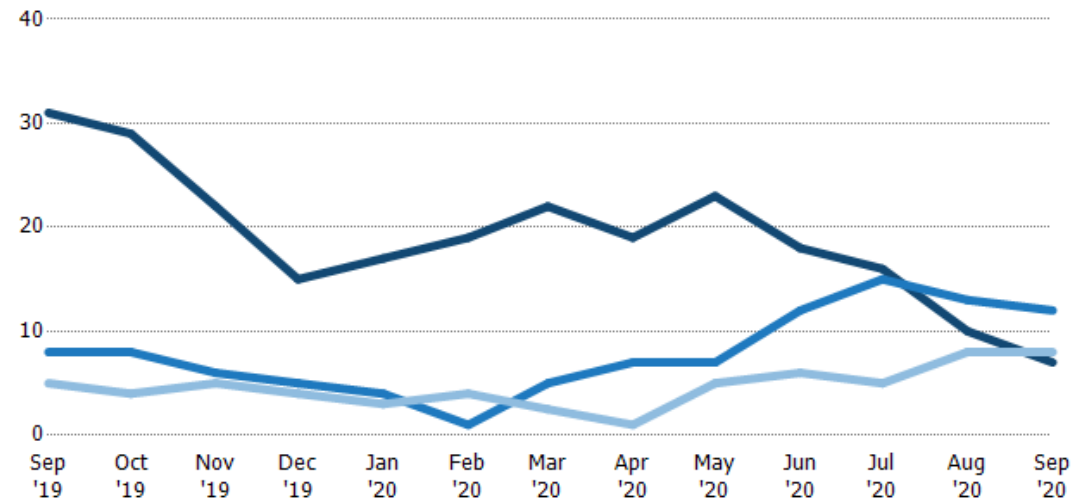
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	19%	17%	18%	33%	24%	16%	18%	11%	4%	28%	38%	50%	114%
Prior Year	20%	5%	14%	12%	21%	4%	7%	21%	14%	14%	16%	31%	19%
Change from Prior Year	1%	-12%	-4%	-22%	-3%	-12%	-11%	21%	10%	-14%	-22%	-19%	-95%

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



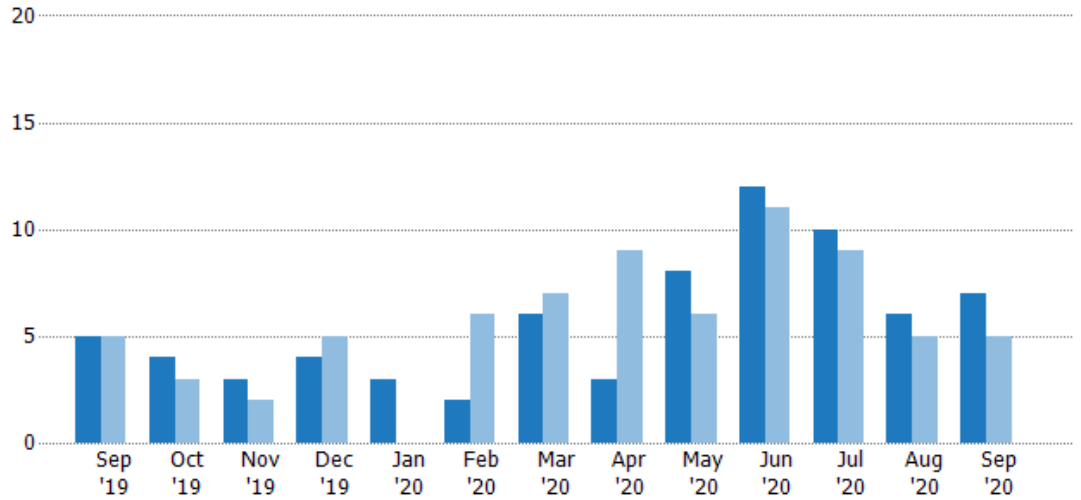
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	31	29	22	15	17	19	22	19	23	18	16	10	7
Pending	8	8	6	5	4	1	5	7	7	12	15	13	12
Sold	5	4	5	4	3	4	2.5	1	5	6	5	8	8

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



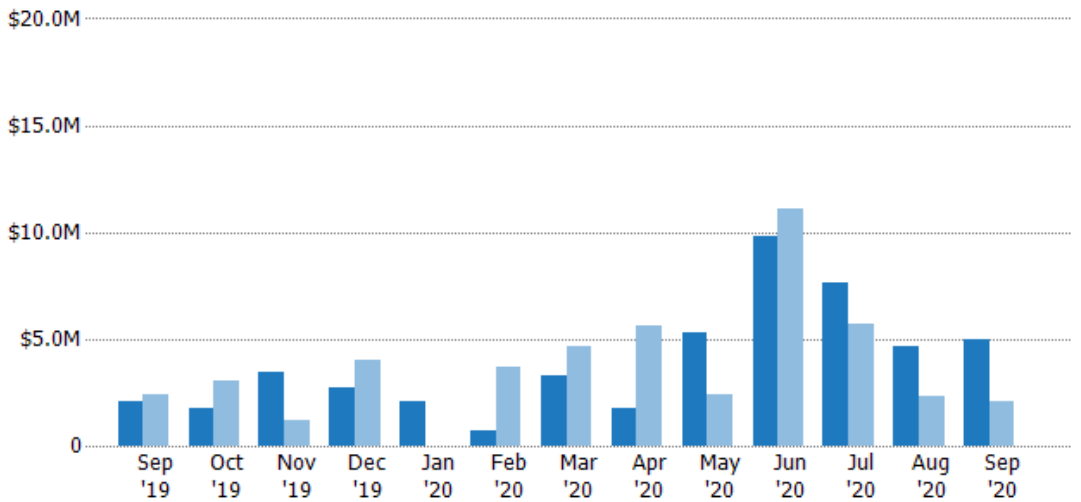
Current Year	5	4	3	4	3	2	6	3	8	12	10	6	7
Prior Year	5	3	2	5	-	6	7	9	6	11	9	5	5
Percent Change from Prior Year	0%	33%	50%	-20%	100%	-67%	-14%	-67%	33%	9%	11%	20%	40%

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	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M
Prior Year	\$2.43M	\$3.01M	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M
Percent Change from Prior Year	-14%	-42%	198%	-32%	100%	-81%	-30%	-69%	118%	-12%	35%	103%	140%

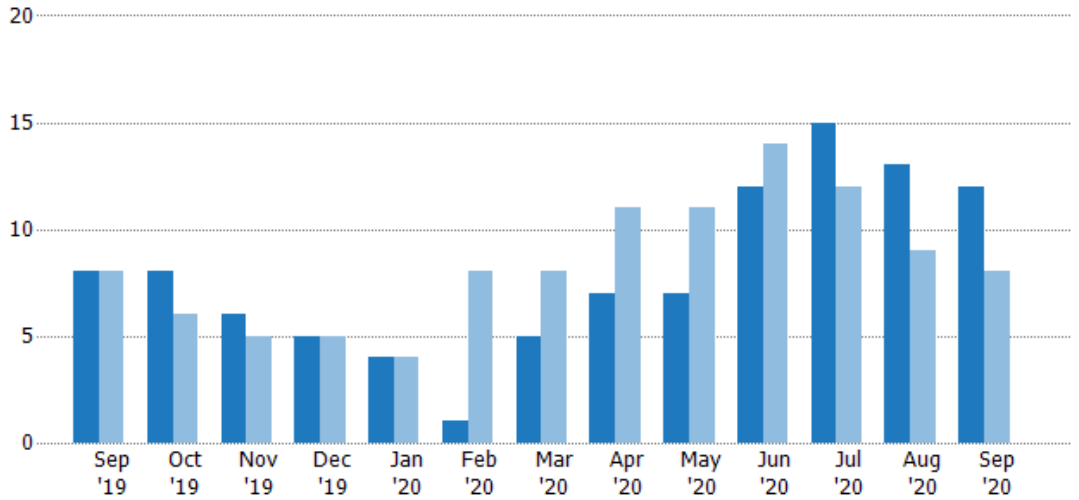
Pending Sales

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.
Sep '20	12	50%
Sep '19	8	0%
Sep '18	8	-37.5%



Current Year	8	8	6	5	4	1	5	7	7	12	15	13	12
Prior Year	8	6	5	5	4	8	8	11	11	14	12	9	8
Percent Change from Prior Year	0%	33%	20%	0%	0%	-88%	-38%	-36%	-36%	-14%	25%	44%	50%

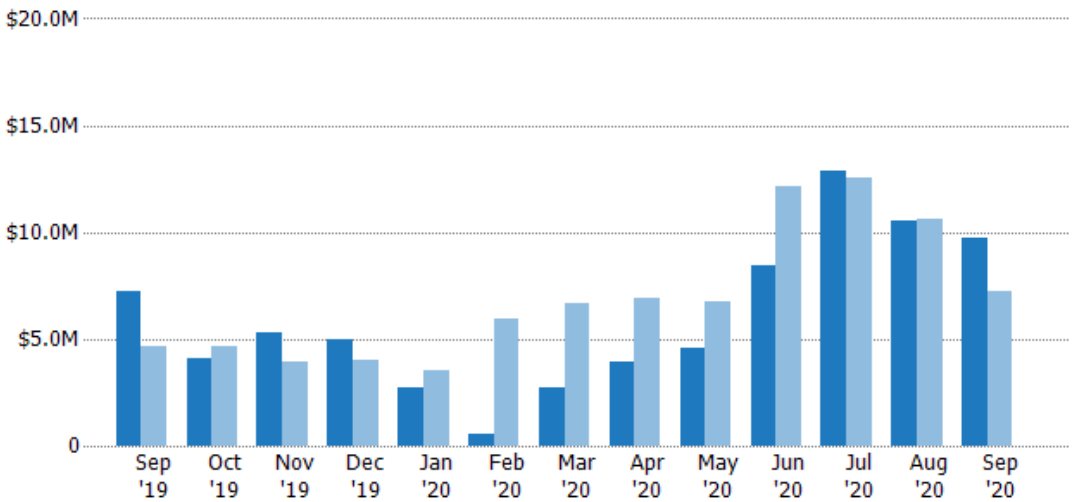
Pending Sales Volume

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.
Sep '20	\$9.71M	33.7%
Sep '19	\$7.26M	57%
Sep '18	\$4.63M	-43.2%



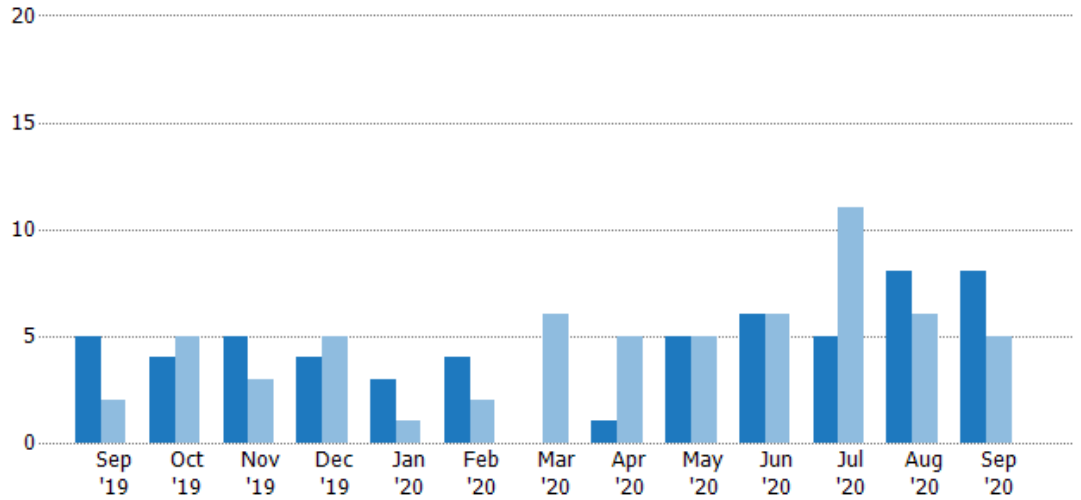
Current Year	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$4.59M	\$8.41M	\$12.9M	\$10.6M	\$9.71M
Prior Year	\$4.63M	\$4.65M	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.26M
Percent Change from Prior Year	57%	-11%	35%	24%	-22%	-91%	-59%	-43%	-32%	-31%	2%	-1%	34%

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



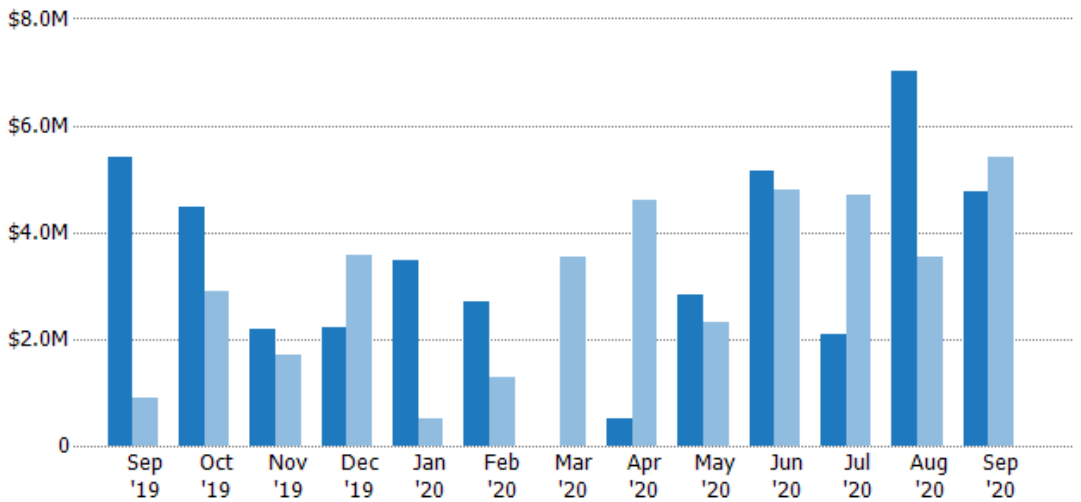
Current Year	5	4	5	4	3	4	-	1	5	6	5	8	8
Prior Year	2	5	3	5	1	2	6	5	5	6	11	6	5
Percent Change from Prior Year	150%	-20%	67%	-20%	200%	100%	-100%	-80%	0%	0%	-55%	33%	60%

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



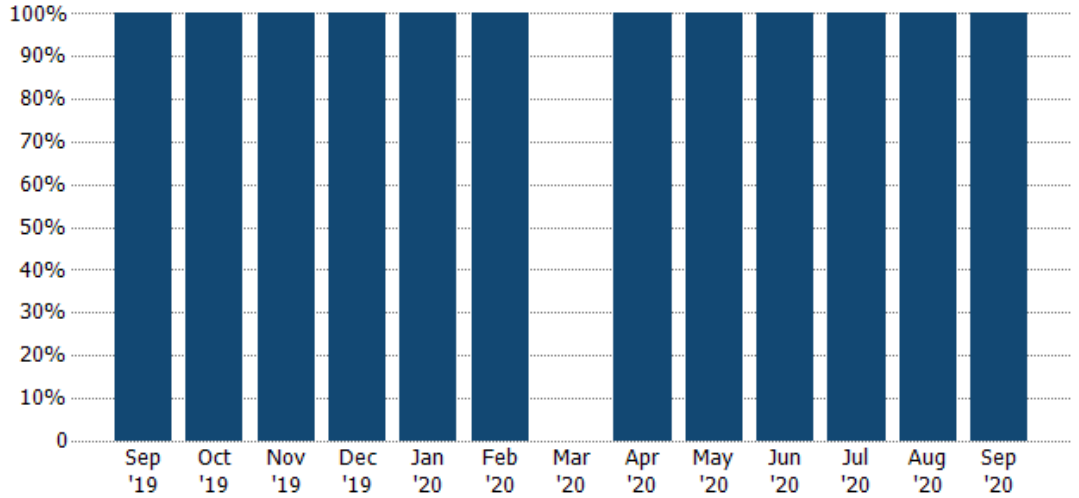
Current Year	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.08M	\$7.02M	\$4.77M
Prior Year	\$897K	\$2.89M	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M
Percent Change from Prior Year	501%	55%	28%	-38%	601%	110%	-100%	-89%	22%	8%	-56%	98%	-12%

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



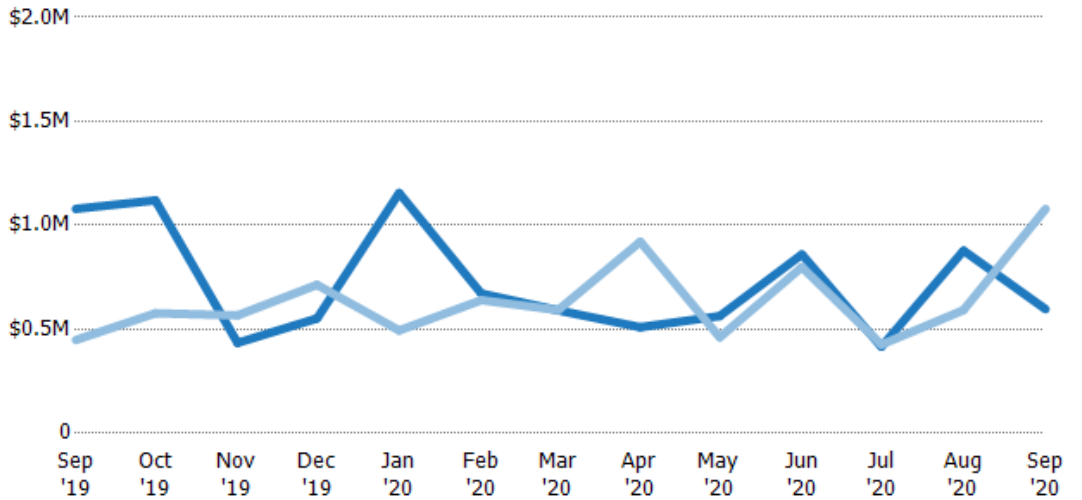
Single Family Residence	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%
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Average Sales Price

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



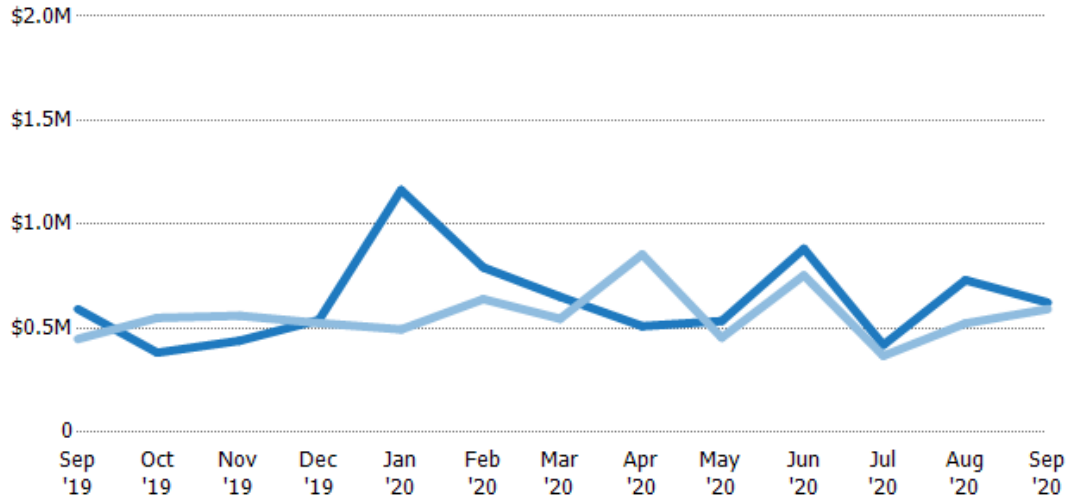
Current Year	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K	\$596K
Prior Year	\$449K	\$577K	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M
Percent Change from Prior Year	141%	94%	-23%	-23%	134%	5%	-100%	-45%	22%	8%	-2%	48%	-45%

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



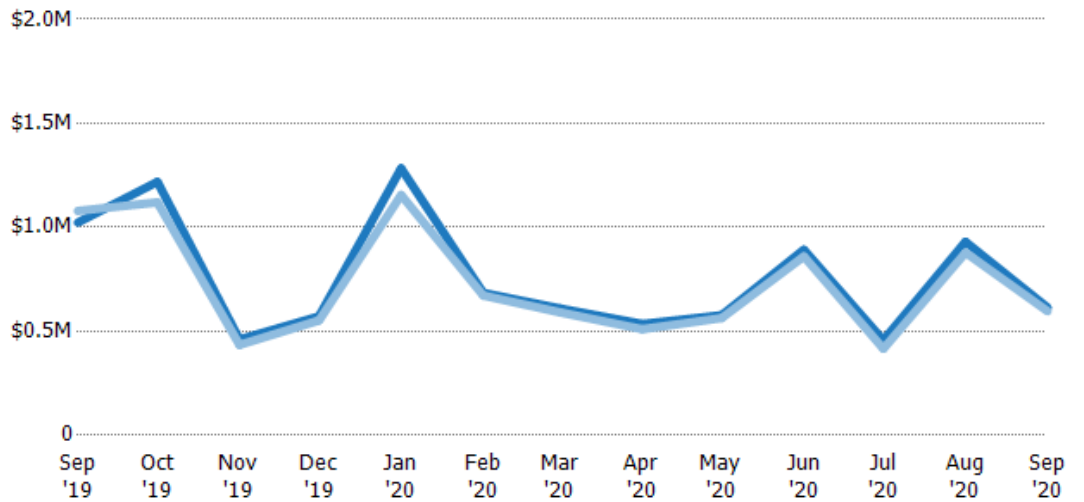
Current Year	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K	\$624K
Prior Year	\$449K	\$550K	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K
Percent Change from Prior Year	32%	-30%	-21%	3%	136%	24%	-100%	-40%	18%	17%	14%	40%	5%

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



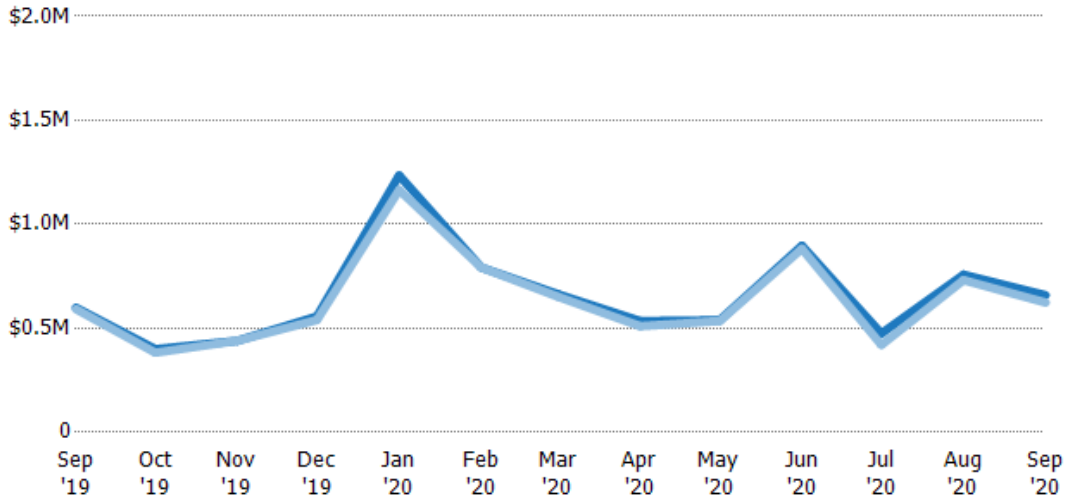
Avg List Price	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K	\$930K	\$614K
Avg Sales Price	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K	\$596K
Avg Sales Price as a % of Avg List Price	105%	92%	94%	97%	90%	98%	97%	95%	98%	96%	91%	94%	97%

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



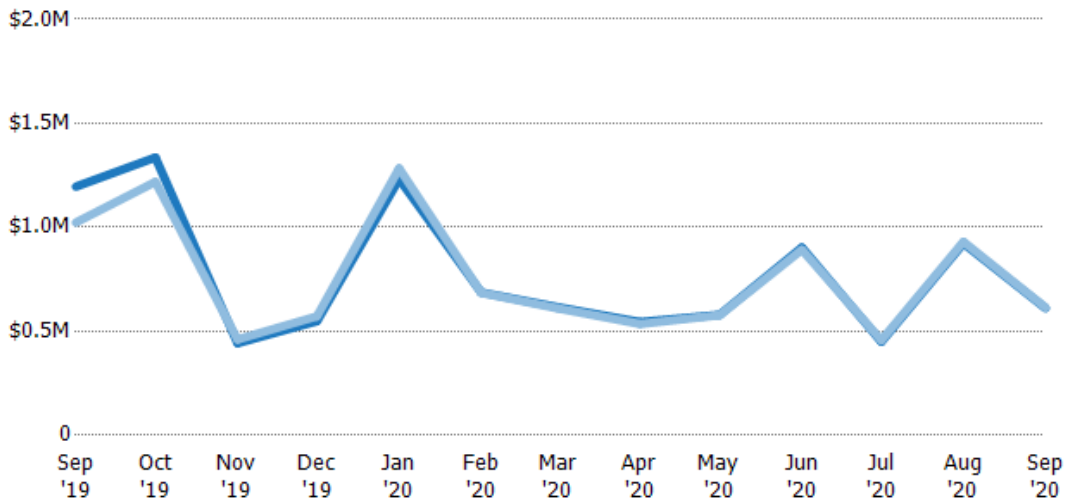
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K	\$757K	\$659K
Median Sales Price	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K	\$624K
Med Sales Price as a % of Med List Price	99%	96%	100%	97%	94%	100%	98%	95%	99%	98%	88%	97%	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



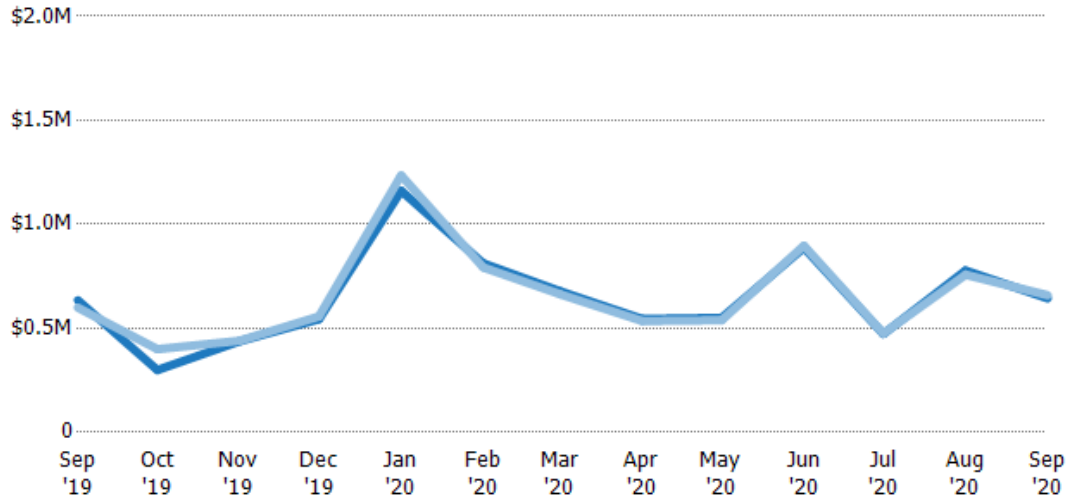
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$1.2M	\$1.34M	\$443K	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K	\$903K	\$449K	\$923K	\$611K
Avg Sales Price	\$1.02M	\$1.22M	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K	\$930K	\$614K
Avg Sales Price as a % of Avg Est Value	86%	91%	104%	104%	104%	100%	99%	98%	100%	99%	102%	101%	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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$635K	\$299K	\$437K	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K	\$887K	\$473K	\$778K	\$644K
Median Sales Price	\$599K	\$400K	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K	\$757K	\$659K
Med Sales Price as a % of Med Est Value	94%	133%	101%	102%	106%	98%	98%	98%	98%	101%	100%	97%	102%