

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	3	+/-	54	78	-30.8%
New Listing Volume	\$2,041,000	\$2,459,000	-17%	\$40,373,661	\$53,631,288	-24.7%
Active Listing Count	7	23	-69.6%	N/A	N/A	
Active Listing Volume	\$7,615,962	\$17,884,500	-57.4%	N/A	N/A	
Average Listing Price	\$1,087,995	\$777,587	+39.9%	\$813,394	\$787,554	+3.3%
Median Listing Price	\$729,000	\$723,900	+0.7%	\$678,237	\$704,625	-3.7%
Median Days in RPR	74	145	-49%	135.69	122.01	+11.2%
Months of Inventory	1.4	5.8	-75.7%	3.1	8.4	-62.6%
Absorption Rate	71.43%	17.39%	+54%	32%	11.98%	+20%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	3	+33.3%	63	65	-3.1%
New Pending Sales Volume	\$2,572,899	\$3,479,000	-26%	\$44,294,698	\$42,755,188	+3.6%
Pending Sales Count	7	6	+16.7%	N/A	N/A	
Pending Sales Volume	\$4,648,299	\$5,298,000	-12.3%	N/A	N/A	
Closed Sales Count	4	5	-20%	49	56	-12.5%
Closed Sales Volume	\$2,451,000	\$2,172,500	+12.8%	\$36,489,584	\$37,323,130	-2.2%
Average Sales Price	\$612,750	\$434,500	+41%	\$744,685	\$666,484	+11.7%
Median Sales Price	\$612,000	\$440,000	+39.1%	\$735,408	\$535,705	+37.3%

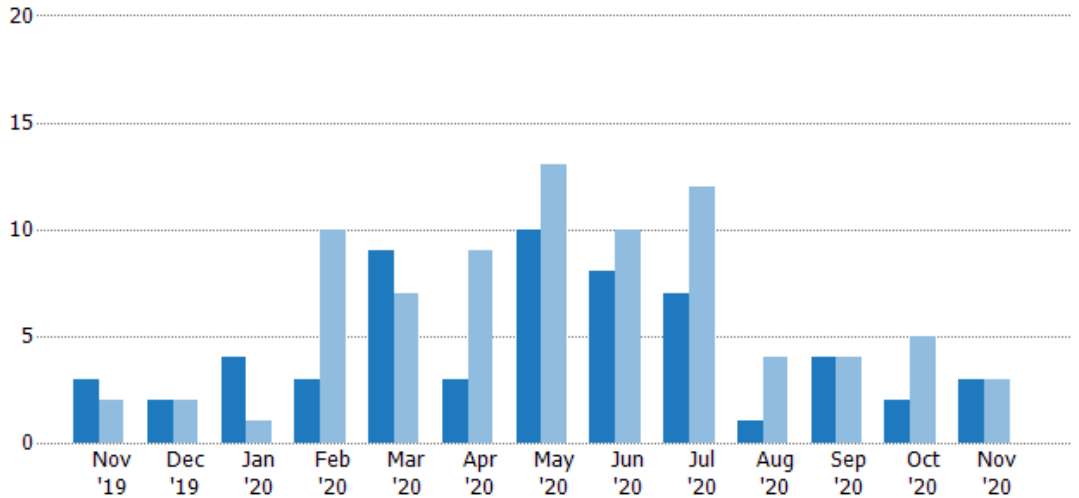
## New Listings

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.
Nov '20	3	0%
Nov '19	3	50%
Nov '18	2	0%



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

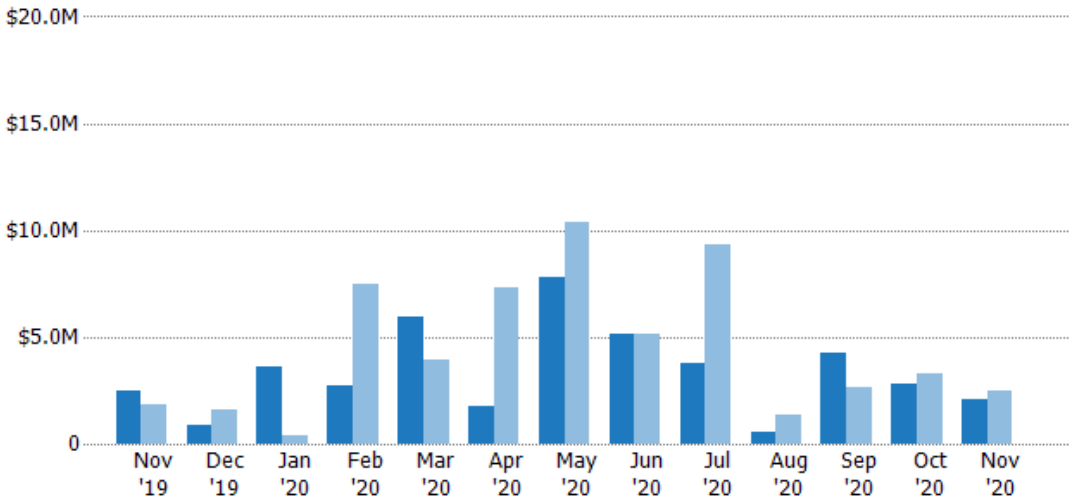
## New Listing Volume

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.
Nov '20	\$2.04M	-17%
Nov '19	\$2.46M	34.1%
Nov '18	\$1.83M	-2.2%



Current Year	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.94M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.84M	\$2.04M
Prior Year	\$1.83M	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.31M	\$2.46M
Percent Change from Prior Year	34%	-46%	798%	-64%	53%	-76%	-24%	1%	-60%	-60%	60%	-14%	-17%

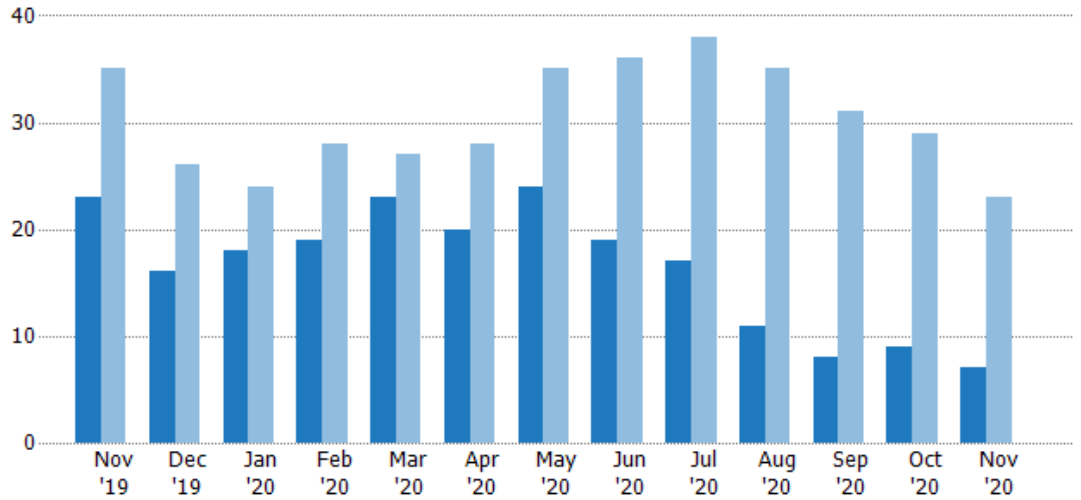
## Active Listings

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.
Nov '20	7	-69.6%
Nov '19	23	-34.3%
Nov '18	35	11.4%



Current Year	23	16	18	19	23	20	24	19	17	11	8	9	7
Prior Year	35	26	24	28	27	28	35	36	38	35	31	29	23
Percent Change from Prior Year	-34%	-38%	-25%	-32%	-15%	-29%	-31%	-47%	-55%	-69%	-74%	-69%	-70%

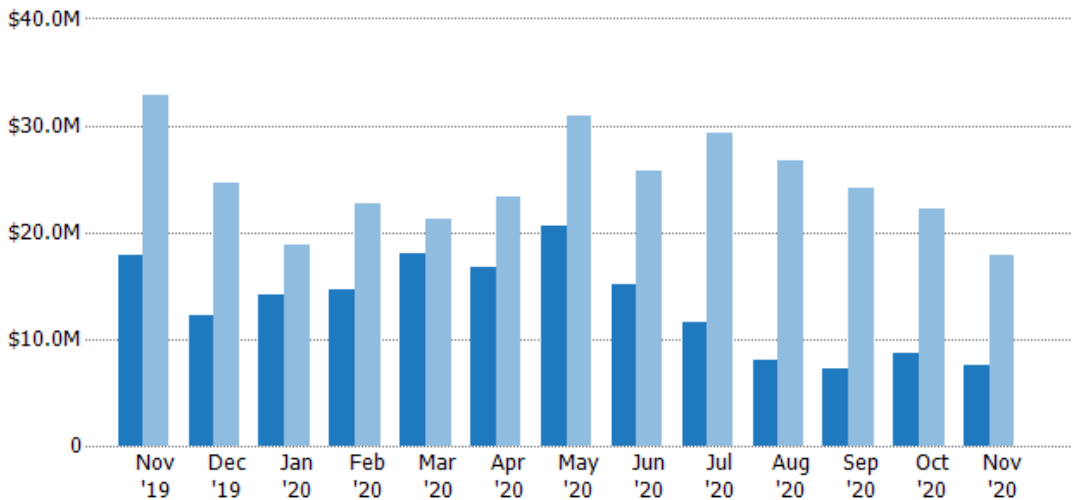
## Active Listing Volume

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.
Nov '20	\$7.62M	-57.4%
Nov '19	\$17.9M	-45.4%
Nov '18	\$32.8M	1.5%



Current Year	\$17.9M	\$12.2M	\$14.2M	\$14.7M	\$18M	\$16.7M	\$20.5M	\$15.1M	\$11.6M	\$7.98M	\$7.19M	\$8.64M	\$7.62M
Prior Year	\$32.8M	\$24.7M	\$18.9M	\$22.7M	\$21.2M	\$23.3M	\$30.9M	\$25.7M	\$29.3M	\$26.7M	\$24.2M	\$22.2M	\$17.9M
Percent Change from Prior Year	-45%	-50%	-25%	-35%	-15%	-28%	-34%	-41%	-60%	-70%	-70%	-61%	-57%

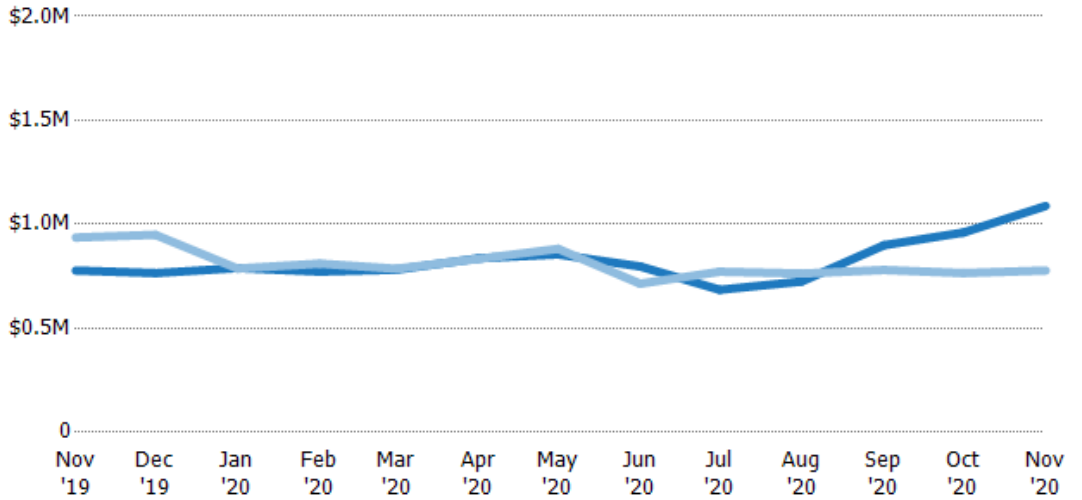
## Average Listing Price

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.
Nov '20	\$1.09M	39.9%
Nov '19	\$778K	-17%
Nov '18	\$936K	-8.9%



Current Year	\$778K	\$765K	\$789K	\$773K	\$782K	\$837K	\$855K	\$797K	\$685K	\$725K	\$899K	\$960K	\$1.09M
Prior Year	\$936K	\$950K	\$787K	\$811K	\$786K	\$834K	\$882K	\$714K	\$772K	\$763K	\$780K	\$765K	\$778K
Percent Change from Prior Year	-17%	-19%	0%	-5%	-1%	0%	-3%	12%	-11%	-5%	15%	26%	40%

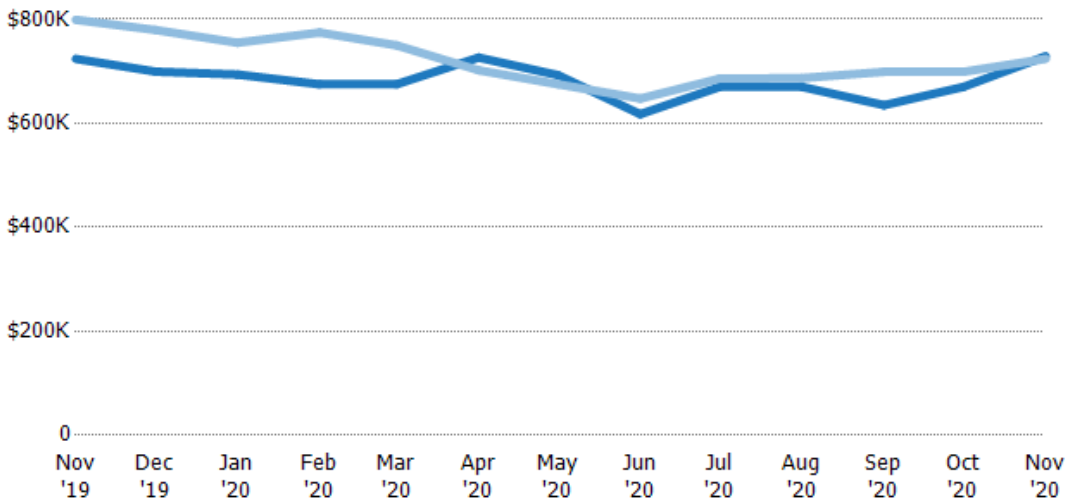
## Median Listing Price

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.
Nov '20	\$729K	0.7%
Nov '19	\$724K	-9.4%
Nov '18	\$799K	-31.3%



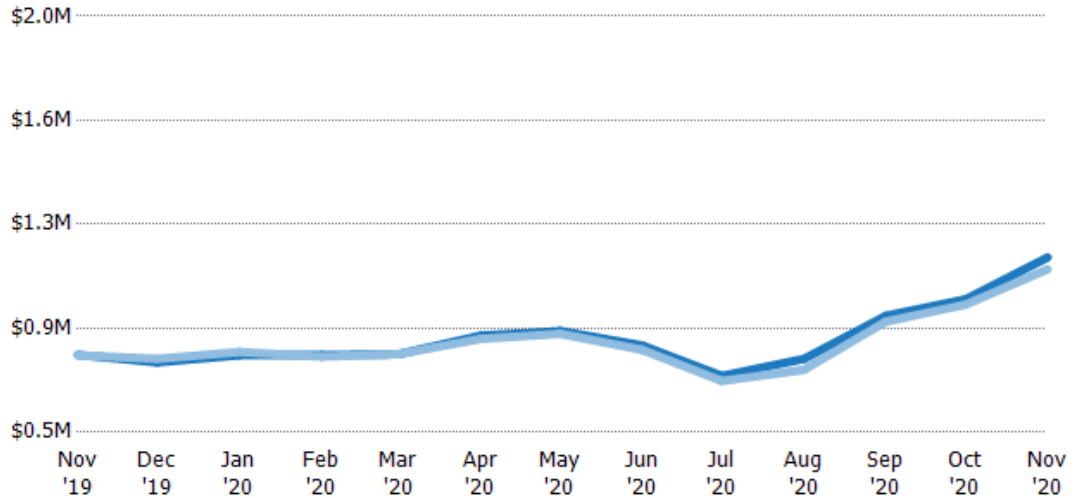
Current Year	\$724K	\$699K	\$694K	\$675K	\$675K	\$726K	\$692K	\$618K	\$670K	\$670K	\$635K	\$670K	\$729K
Prior Year	\$799K	\$780K	\$755K	\$774K	\$750K	\$702K	\$675K	\$648K	\$686K	\$687K	\$699K	\$699K	\$724K
Percent Change from Prior Year	-9%	-10%	-8%	-13%	-10%	3%	3%	-5%	-2%	-2%	-9%	-4%	1%

## 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



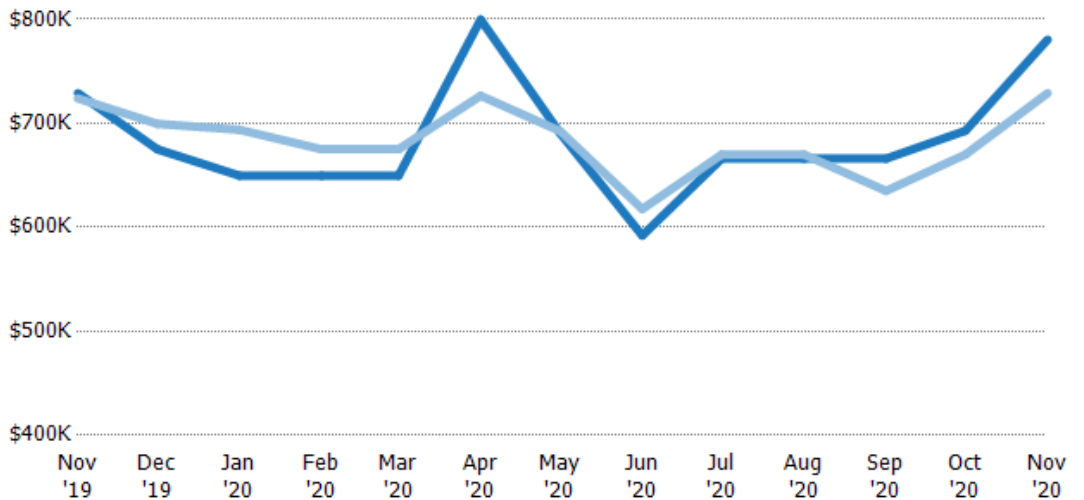
Avg Est Value	\$779K	\$752K	\$778K	\$778K	\$781K	\$848K	\$865K	\$813K	\$703K	\$765K	\$920K	\$979K	\$1.13M
Avg Listing Price	\$778K	\$765K	\$789K	\$773K	\$782K	\$837K	\$855K	\$797K	\$685K	\$725K	\$899K	\$960K	\$1.09M
Avg Listing Price as a % of Avg Est Value	100%	102%	101%	99%	100%	99%	99%	98%	97%	95%	98%	98%	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	\$729K	\$675K	\$650K	\$650K	\$650K	\$800K	\$690K	\$592K	\$666K	\$666K	\$666K	\$693K	\$781K
Median Listing Price	\$724K	\$699K	\$694K	\$675K	\$675K	\$726K	\$692K	\$618K	\$670K	\$670K	\$635K	\$670K	\$729K
Med Listing Price as a % of Med Est Value	99%	104%	107%	104%	104%	91%	100%	104%	101%	101%	95%	97%	93%

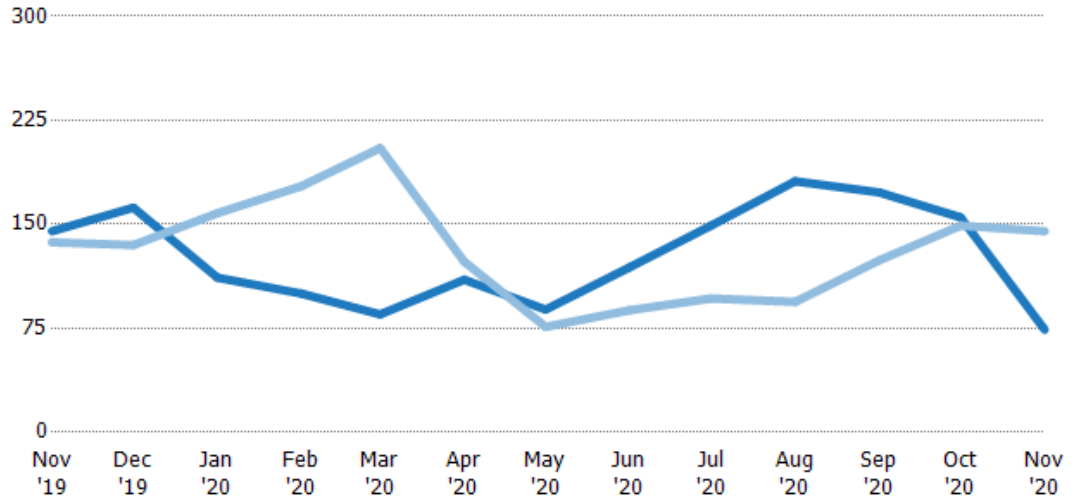
## Median Days in RPR

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.
Nov '20	74	-49%
Nov '19	145	5.8%
Nov '18	137	28.5%



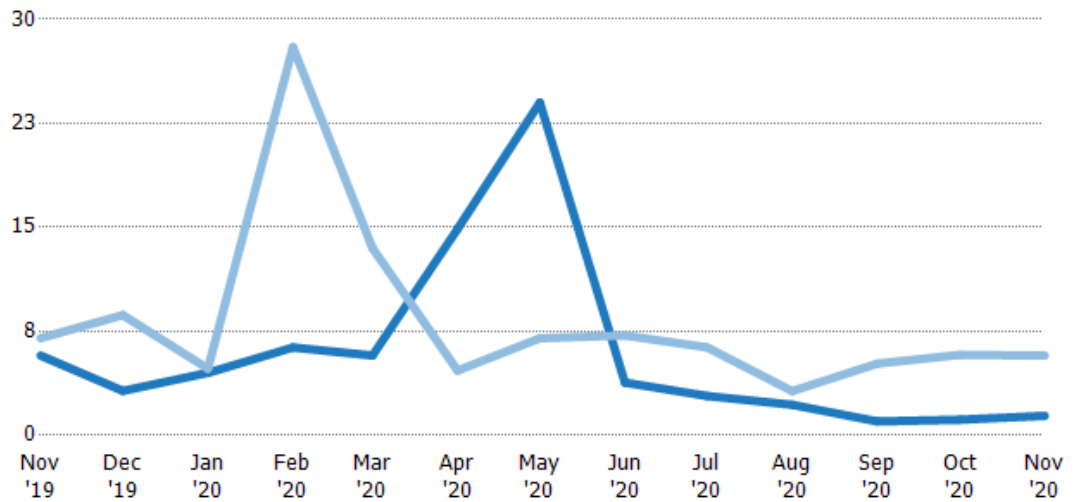
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	145	162	112	100	85	110	88.5	119	149	181	173	155	74
Prior Year	137	135	158	178	205	123	76	88	96.5	94	124	149	145
Percent Change from Prior Year	6%	20%	-29%	-44%	-59%	-11%	16%	35%	54%	93%	40%	4%	-49%

## 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



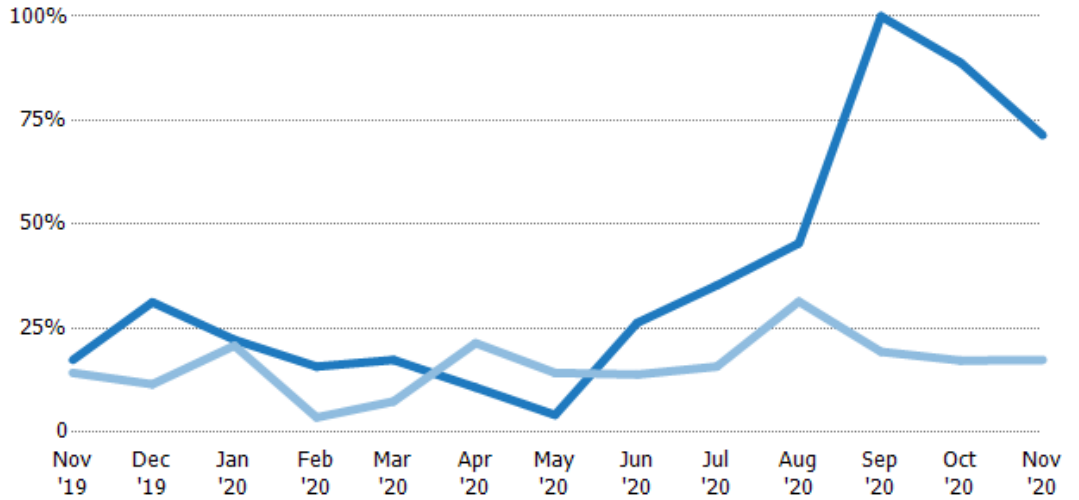
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5.75	3.2	4.5	6.33	5.75	14.9	24	3.8	2.83	2.2	1	1.13	1.4
Prior Year	7	8.67	4.8	28	13.5	4.67	7	7.2	6.33	3.18	5.17	5.8	5.75
Percent Change from Prior Year	-18%	-63%	-6%	-77%	-57%	-100%	243%	-47%	-55%	-31%	-81%	-81%	-76%

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

ZIP: Charlotte, VT 05445  
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 Family Residence



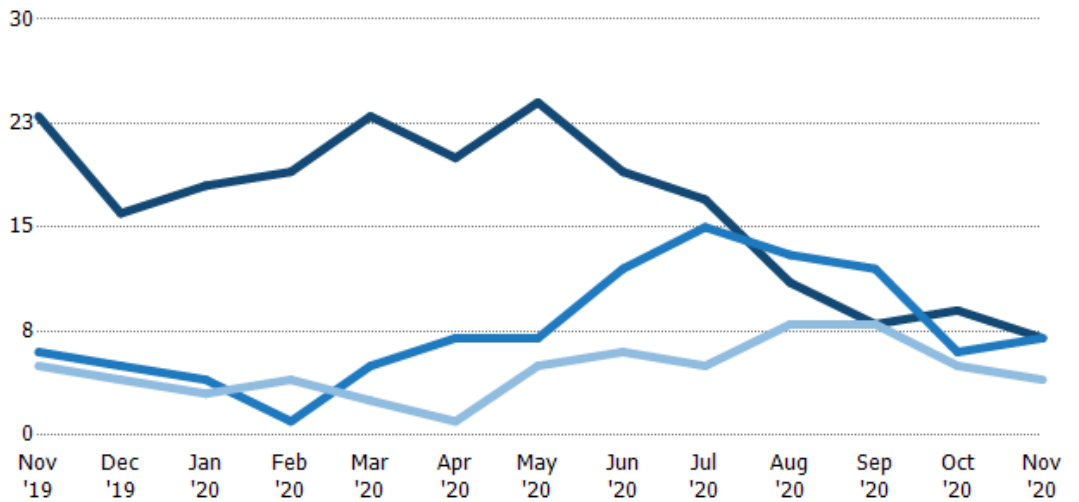
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	17%	31%	22%	16%	17%	11%	4%	26%	35%	45%	100%	89%	71%
Prior Year	14%	12%	21%	4%	7%	21%	14%	14%	16%	31%	19%	17%	17%
Change from Prior Year	-3%	-20%	-1%	-12%	-10%	21%	10%	-12%	-20%	-14%	-81%	-72%	-54%

## 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



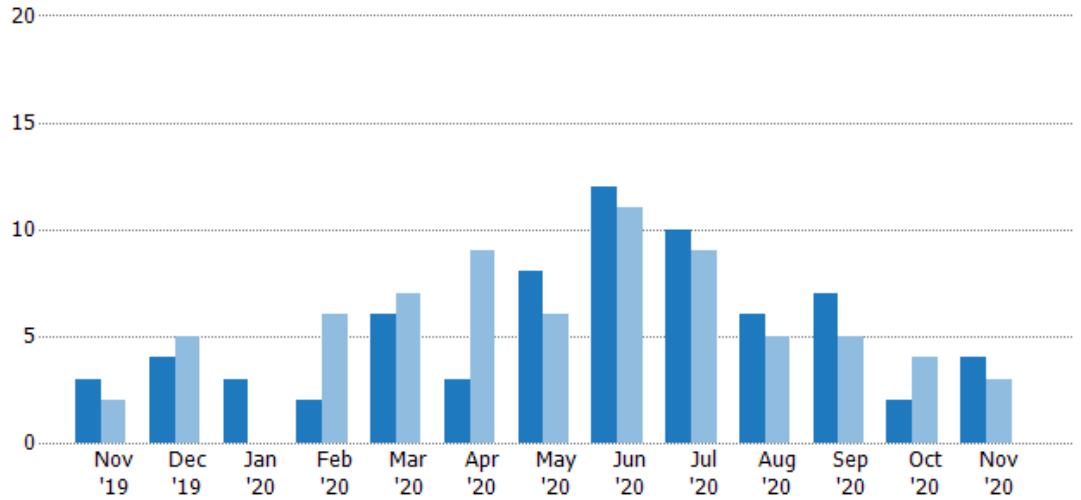
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	23	16	18	19	23	20	24	19	17	11	8	9	7
Pending	6	5	4	1	5	7	7	12	15	13	12	6	7
Sold	5	4	3	4	2.5	1	5	6	5	8	8	5	4

## 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



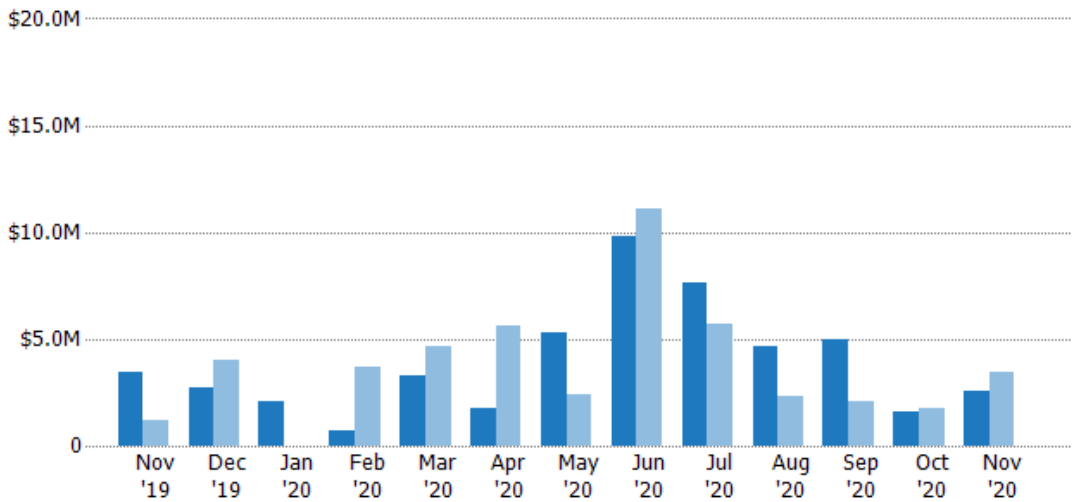
Current Year	3	4	3	2	6	3	8	12	10	6	7	2	4
Prior Year	2	5	-	6	7	9	6	11	9	5	5	4	3
Percent Change from Prior Year	50%	-20%	100%	-67%	-14%	-67%	33%	9%	11%	20%	40%	-50%	33%

## 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	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M
Prior Year	\$1.17M	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M
Percent Change from Prior Year	198%	-32%	100%	-81%	-30%	-69%	118%	-12%	35%	103%	140%	-9%	-26%



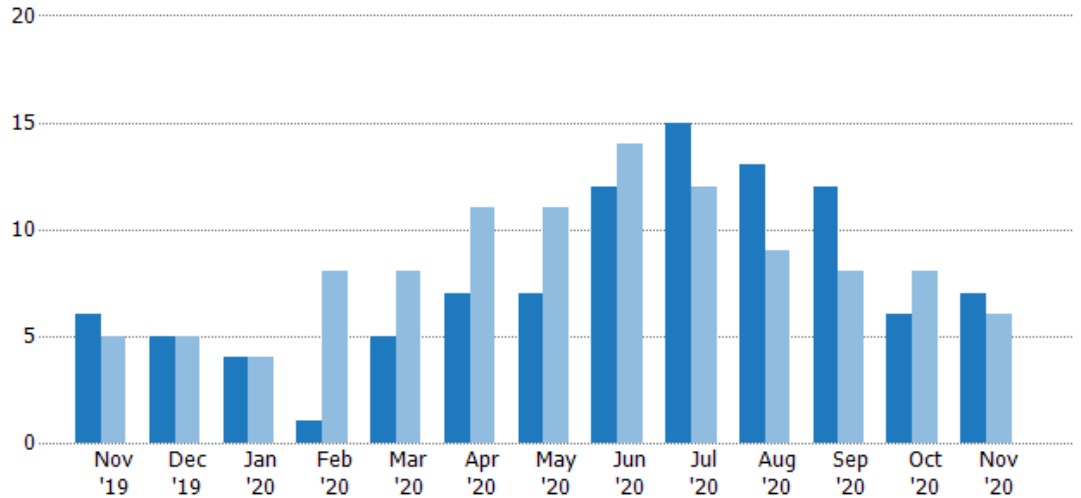
## Pending Sales

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.
Nov '20	7	16.7%
Nov '19	6	20%
Nov '18	5	0%



Current Year	6	5	4	1	5	7	7	12	15	13	12	6	7
Prior Year	5	5	4	8	8	11	11	14	12	9	8	8	6
Percent Change from Prior Year	20%	0%	0%	-88%	-38%	-36%	-36%	-14%	25%	44%	50%	-25%	17%

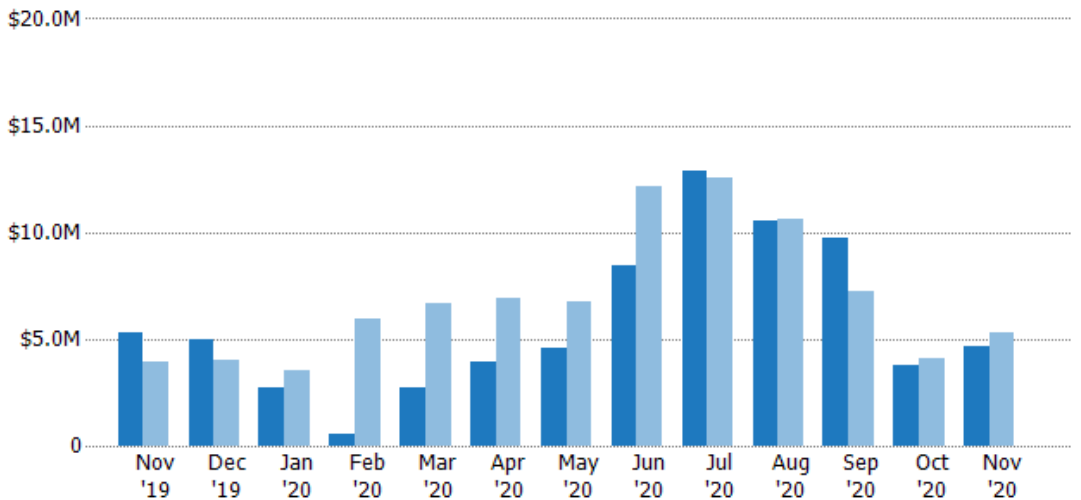
## Pending Sales Volume

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.
Nov '20	\$4.65M	-12.3%
Nov '19	\$5.3M	35.2%
Nov '18	\$3.92M	-23.5%



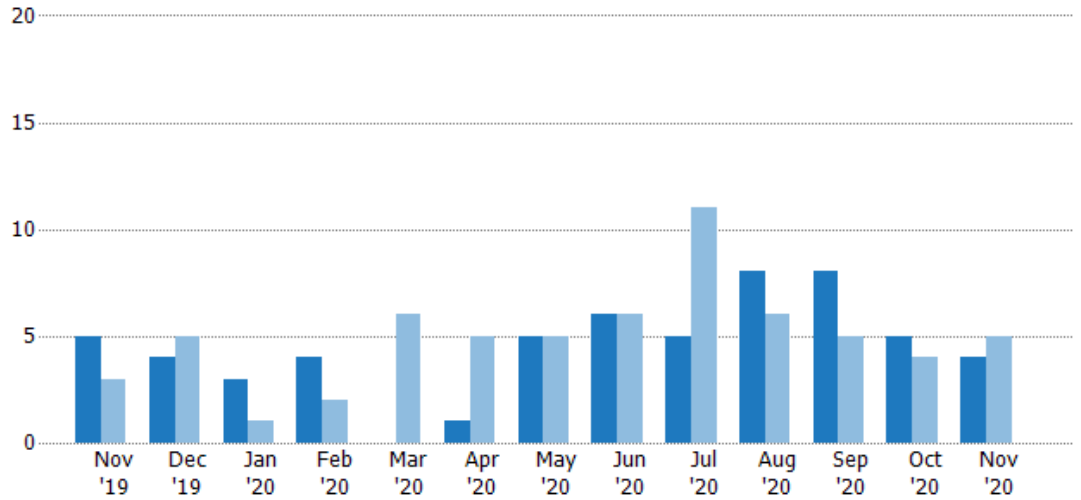
Current Year	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$4.59M	\$8.41M	\$12.9M	\$10.6M	\$9.71M	\$3.79M	\$4.65M
Prior Year	\$3.92M	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.26M	\$4.12M	\$5.3M
Percent Change from Prior Year	35%	24%	-22%	-91%	-59%	-43%	-32%	-31%	2%	-1%	34%	-8%	-12%

## 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



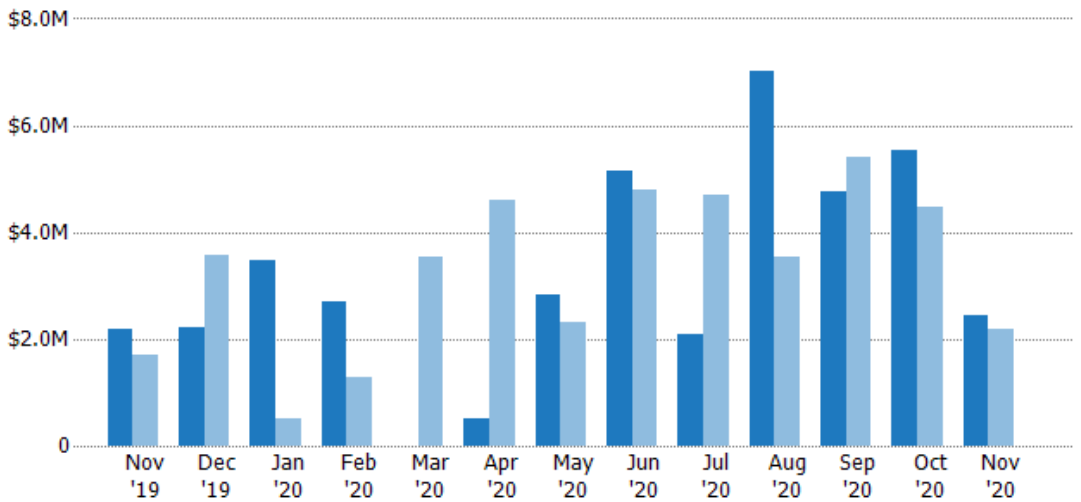
Current Year	5	4	3	4	-	1	5	6	5	8	8	5	4
Prior Year	3	5	1	2	6	5	5	6	11	6	5	4	5
Percent Change from Prior Year	67%	-20%	200%	100%	-100%	-80%	0%	0%	-55%	33%	60%	25%	-20%

## 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



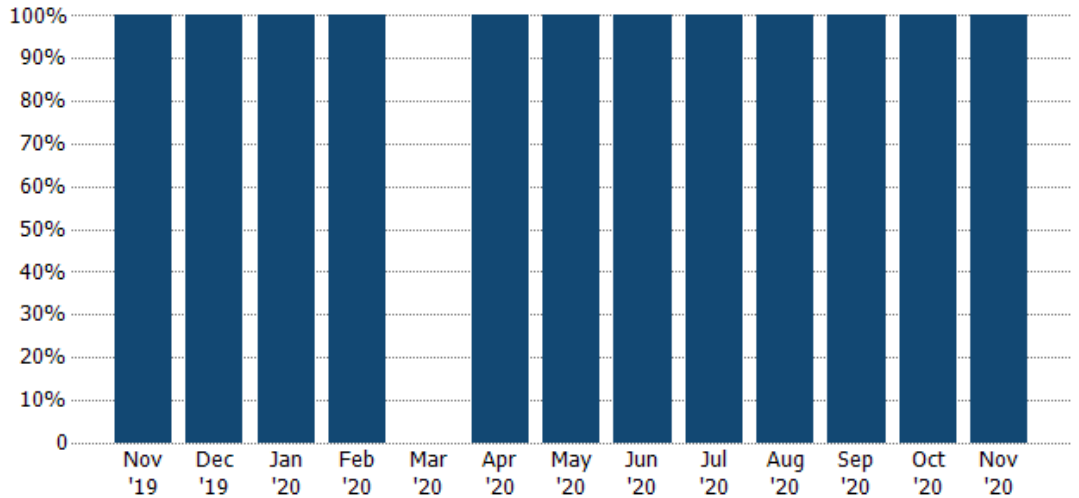
Current Year	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.08M	\$7.02M	\$4.77M	\$5.52M	\$2.45M
Prior Year	\$1.7M	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M
Percent Change from Prior Year	28%	-38%	601%	110%	-100%	-89%	22%	8%	-56%	98%	-12%	23%	13%

## 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



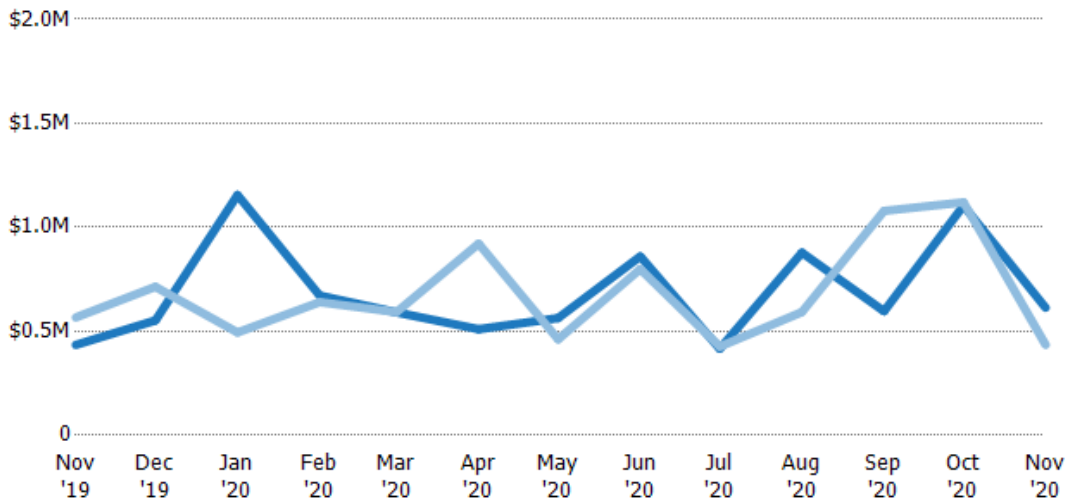
Single Family Residence	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%
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## Average Sales Price

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



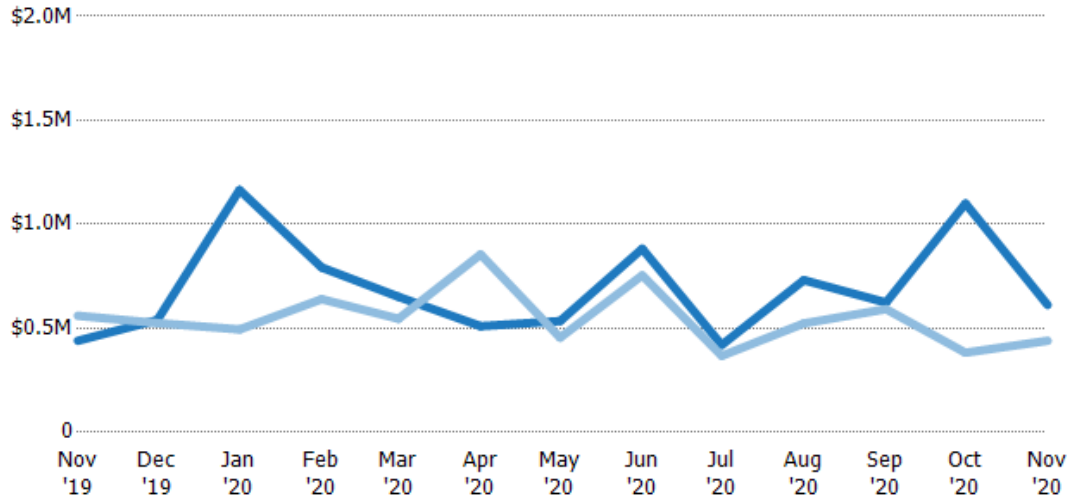
Current Year	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K	\$596K	\$1.1M	\$613K
Prior Year	\$567K	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K
Percent Change from Prior Year	-23%	-23%	134%	5%	-100%	-45%	22%	8%	-2%	48%	-45%	-1%	41%

## 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



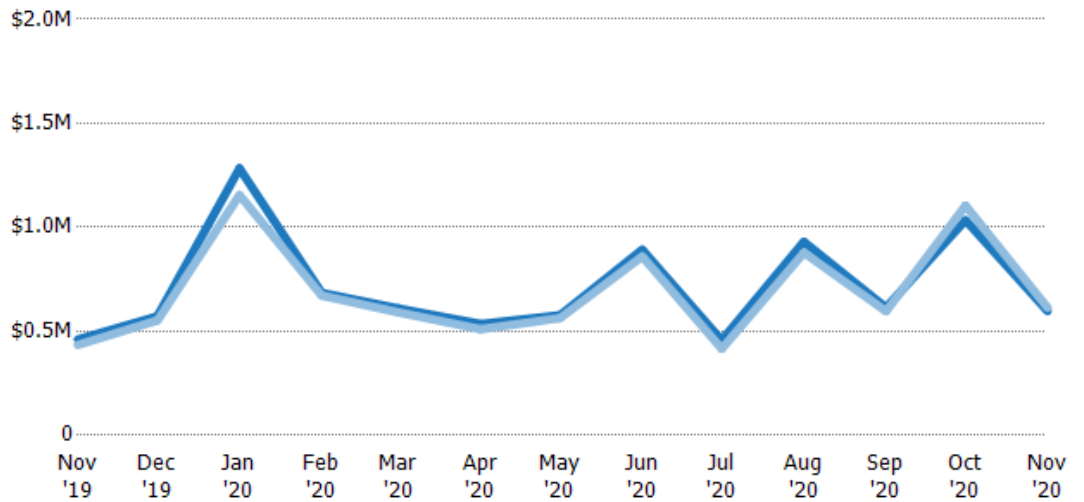
Current Year	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K	\$624K	\$1.1M	\$612K
Prior Year	\$560K	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K
Percent Change from Prior Year	-21%	3%	136%	24%	-100%	-40%	18%	17%	14%	40%	5%	188%	39%

## 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



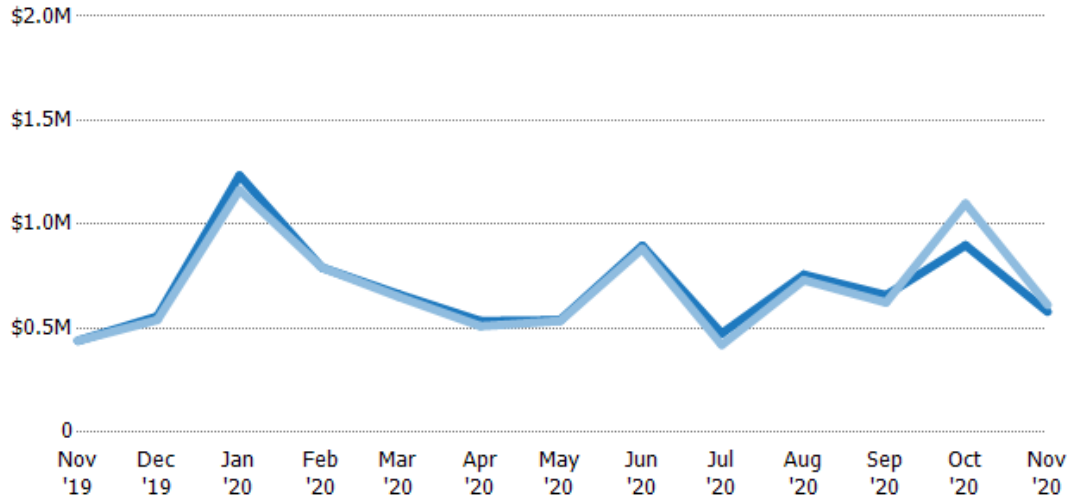
Avg List Price	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K	\$930K	\$614K	\$1.03M	\$596K
Avg Sales Price	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K	\$596K	\$1.1M	\$613K
Avg Sales Price as a % of Avg List Price	94%	97%	90%	98%	97%	95%	98%	96%	91%	94%	97%	107%	103%

## 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



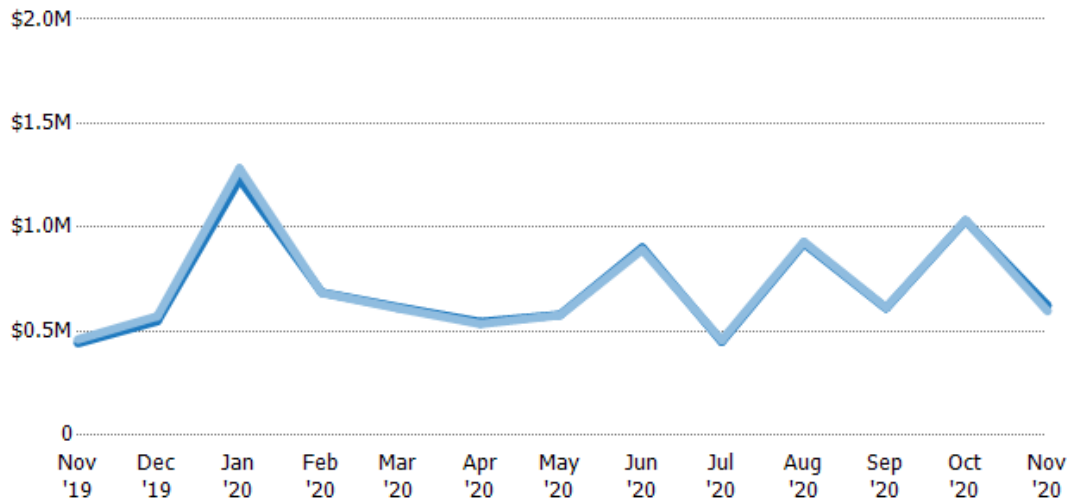
Median List Price	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K	\$757K	\$659K	\$899K	\$579K
Median Sales Price	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K	\$624K	\$1.1M	\$612K
Med Sales Price as a % of Med List Price	100%	97%	94%	100%	98%	95%	99%	98%	88%	97%	95%	122%	106%

## 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



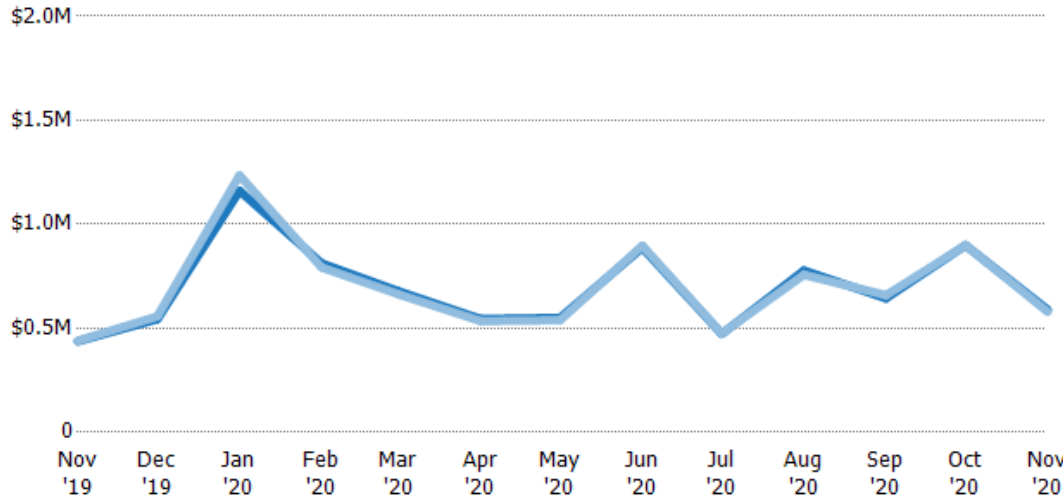
Avg Est Value	\$443K	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K	\$903K	\$449K	\$923K	\$611K	\$1.03M	\$624K
Avg Sales Price	\$461K	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$457K	\$930K	\$614K	\$1.03M	\$596K
Avg Sales Price as a % of Avg Est Value	104%	104%	104%	100%	99%	98%	100%	99%	102%	101%	100%	100%	96%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$437K	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K	\$887K	\$473K	\$778K	\$644K	\$899K	\$589K
Median Sales Price	\$440K	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$475K	\$757K	\$659K	\$899K	\$579K
Med Sales Price as a % of Med Est Value	101%	102%	106%	98%	98%	98%	98%	101%	100%	97%	102%	100%	98%