

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

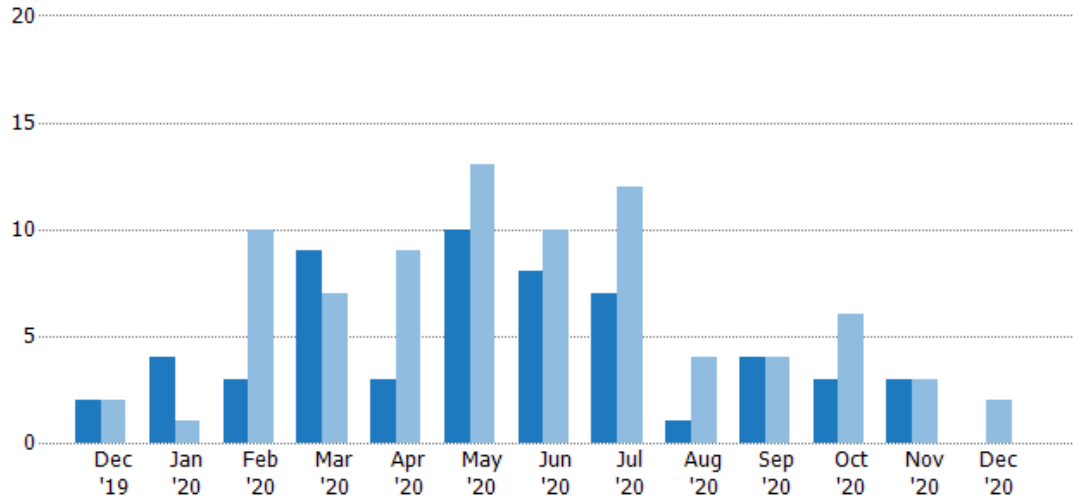
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	–	2	–	55	81	-32.1%
New Listing Volume	–	\$890,000	–	\$40,473,161	\$54,646,288	-25.9%
Active Listing Count	5	18	-72.2%	N/A	N/A	
Active Listing Volume	\$2,746,462	\$13,065,700	-79%	N/A	N/A	
Average Listing Price	\$549,292	\$725,872	-24.3%	\$764,738	\$781,889	-2.2%
Median Listing Price	\$599,900	\$675,000	-11.1%	\$654,296	\$695,740	-6%
Median Days in RPR	188	162	+16%	146.92	124.68	+17.8%
Months of Inventory	1.3	3.6	-65.3%	3.3	7.7	-57.8%
Absorption Rate	80%	27.78%	+52.2%	30.77%	12.99%	+17.8%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	66	69	-4.3%
New Pending Sales Volume	\$3,123,000	\$2,739,000	+14%	\$47,417,698	\$45,494,188	+4.2%
Pending Sales Count	6	5	+20%	N/A	N/A	
Pending Sales Volume	\$5,218,300	\$4,974,000	+4.9%	N/A	N/A	
Closed Sales Count	2	4	-50%	52	60	-13.3%
Closed Sales Volume	\$1,699,000	\$2,208,300	-23.1%	\$38,827,084	\$39,531,430	-1.8%
Average Sales Price	\$849,500	\$552,075	+53.9%	\$746,675	\$658,857	+13.3%
Median Sales Price	\$849,500	\$540,000	+57.3%	\$735,750	\$535,992	+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



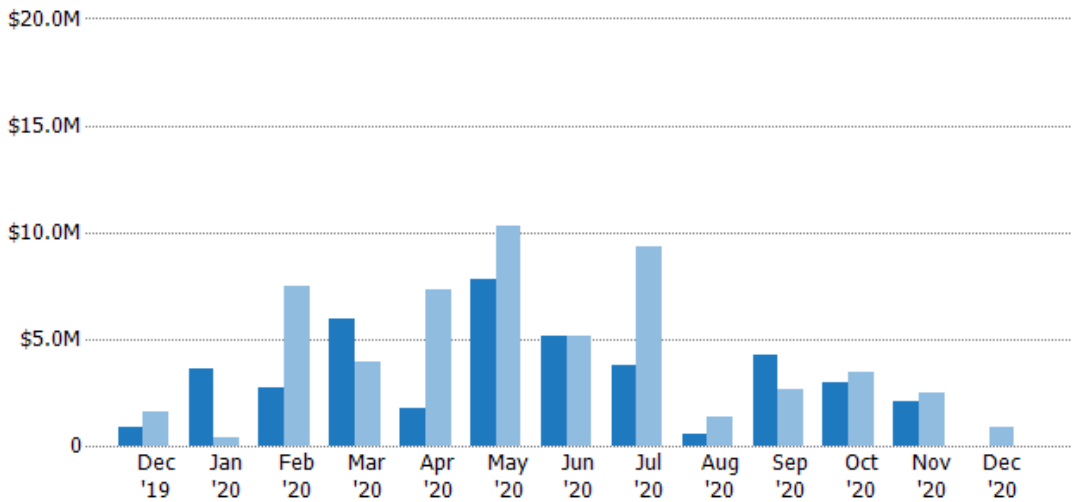
Current Year	2	4	3	9	3	10	8	7	1	4	3	3	-
Prior Year	2	1	10	7	9	13	10	12	4	4	6	3	2
Percent Change from Prior Year	0%	300%	-70%	29%	-67%	-23%	-20%	-42%	-75%	0%	-50%	0%	-100%

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



Current Year	\$890K	\$3.58M	\$2.7M	\$5.91M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.97M	\$2.04M	-
Prior Year	\$1.64M	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K
Percent Change from Prior Year	-46%	798%	-64%	52%	-76%	-24%	1%	-60%	-60%	60%	-14%	-17%	-100%

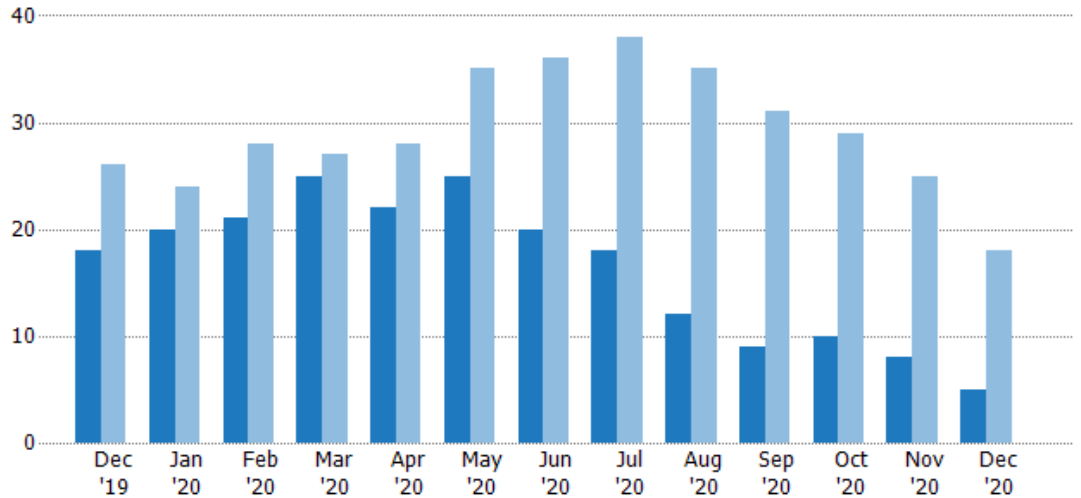
Active Listings

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.
Dec '20	5	-72.2%
Dec '19	18	-30.8%
Dec '18	26	26.9%



Current Year	18	20	21	25	22	25	20	18	12	9	10	8	5
Prior Year	26	24	28	27	28	35	36	38	35	31	29	25	18
Percent Change from Prior Year	-31%	-17%	-25%	-7%	-21%	-29%	-44%	-53%	-66%	-71%	-66%	-68%	-72%

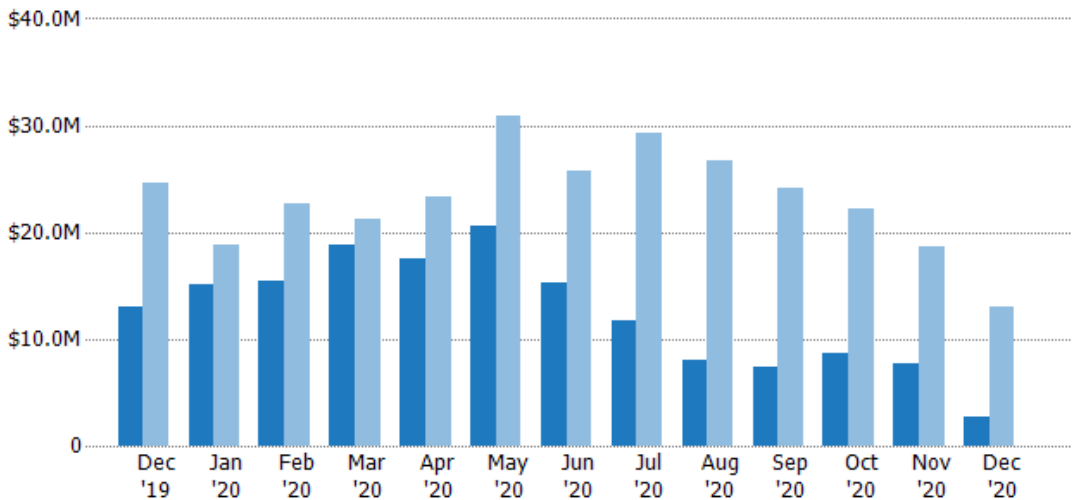
Active Listing Volume

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.
Dec '20	\$2.75M	-79%
Dec '19	\$13.1M	-47.1%
Dec '18	\$24.7M	20%



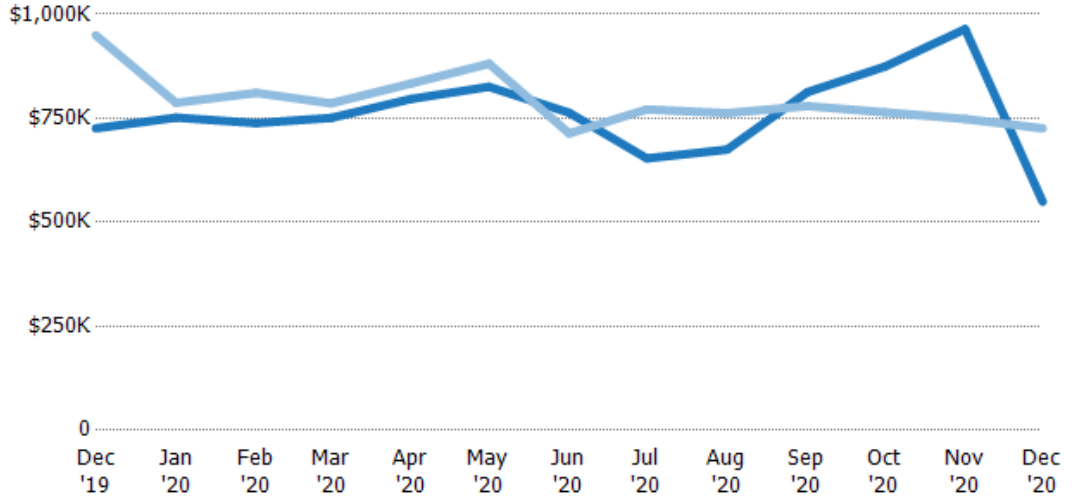
Current Year	\$13.1M	\$15M	\$15.5M	\$18.8M	\$17.5M	\$20.6M	\$15.3M	\$11.8M	\$8.1M	\$7.31M	\$8.74M	\$7.72M	\$2.75M
Prior Year	\$24.7M	\$18.9M	\$22.7M	\$21.2M	\$23.3M	\$30.8M	\$25.7M	\$29.3M	\$26.7M	\$24.2M	\$22.2M	\$18.7M	\$13.1M
Percent Change from Prior Year	-47%	-20%	-32%	-12%	-25%	-33%	-41%	-60%	-70%	-70%	-61%	-59%	-79%

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



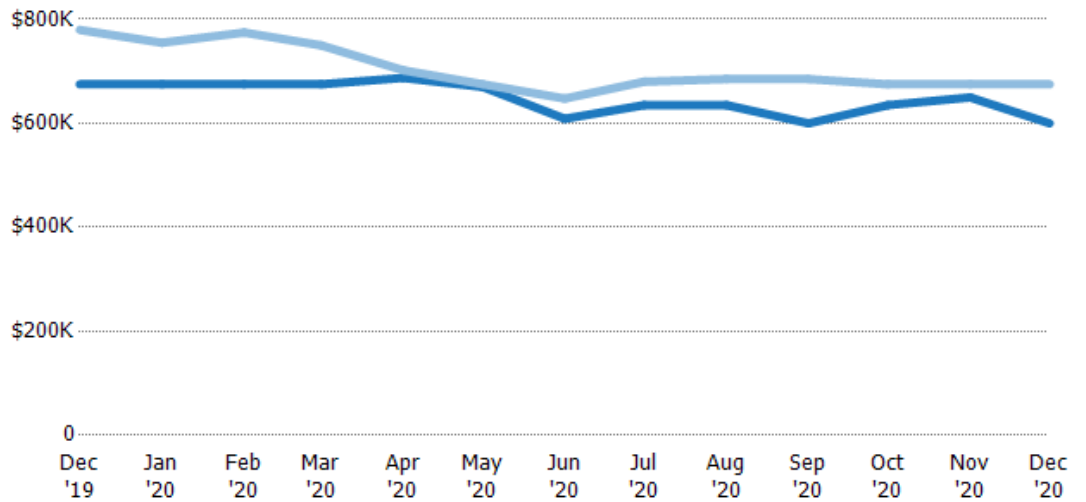
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Dec '20	\$549K	\$726K	-24.3%
Dec '19	\$726K	\$726K	-23.6%
Dec '18	\$950K	\$950K	-5.4%

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



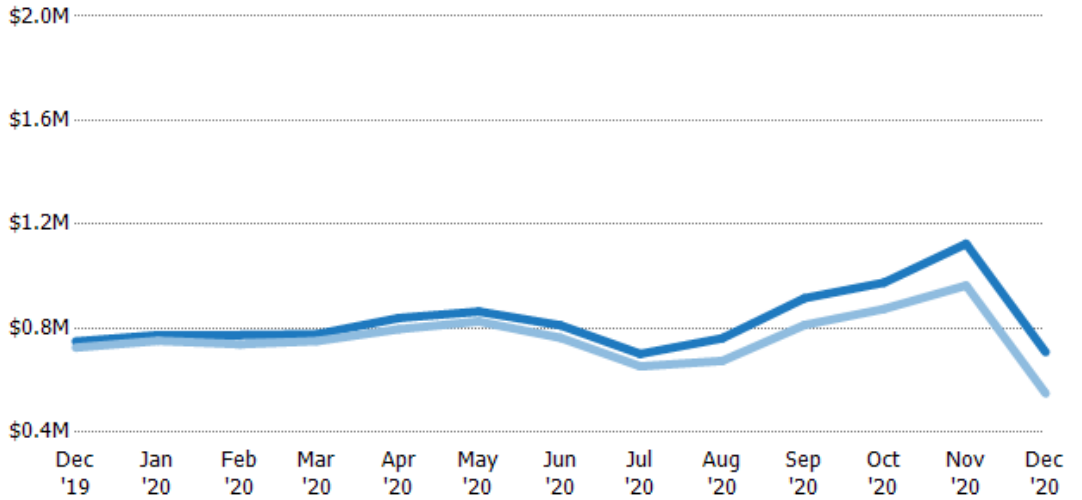
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Dec '20	\$600K	\$675K	-11.1%
Dec '19	\$675K	\$675K	-13.4%
Dec '18	\$780K	\$780K	-23.7%

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



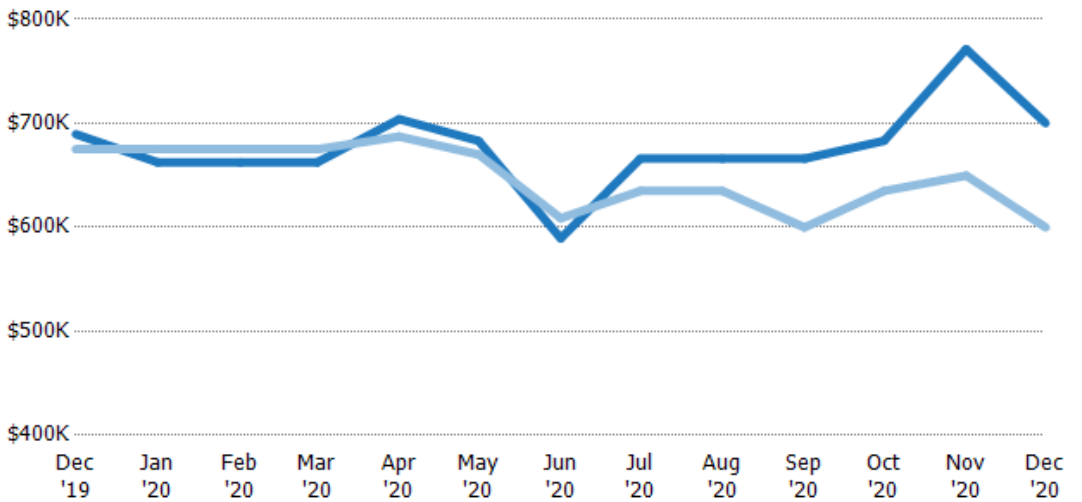
Avg Est Value	\$749K	\$774K	\$774K	\$777K	\$840K	\$864K	\$811K	\$701K	\$762K	\$915K	\$975K	\$1.12M	\$708K
Avg Listing Price	\$726K	\$752K	\$738K	\$751K	\$797K	\$826K	\$763K	\$654K	\$675K	\$813K	\$874K	\$964K	\$549K
Avg Listing Price as a % of Avg Est Value	97%	97%	95%	97%	95%	96%	94%	93%	89%	89%	90%	86%	78%

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	\$690K	\$662K	\$662K	\$662K	\$704K	\$683K	\$589K	\$666K	\$666K	\$666K	\$683K	\$771K	\$700K
Median Listing Price	\$675K	\$675K	\$675K	\$675K	\$687K	\$670K	\$609K	\$635K	\$635K	\$600K	\$635K	\$650K	\$600K
Med Listing Price as a % of Med Est Value	98%	102%	102%	102%	98%	98%	103%	95%	95%	90%	93%	84%	86%

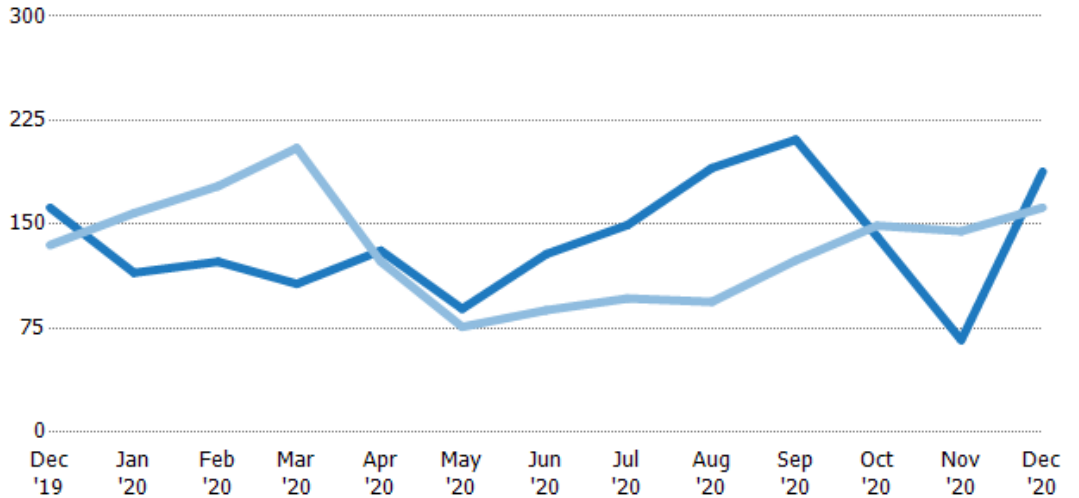
Median Days in RPR

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.
Dec '20	188	16%
Dec '19	162	20%
Dec '18	135	41.5%



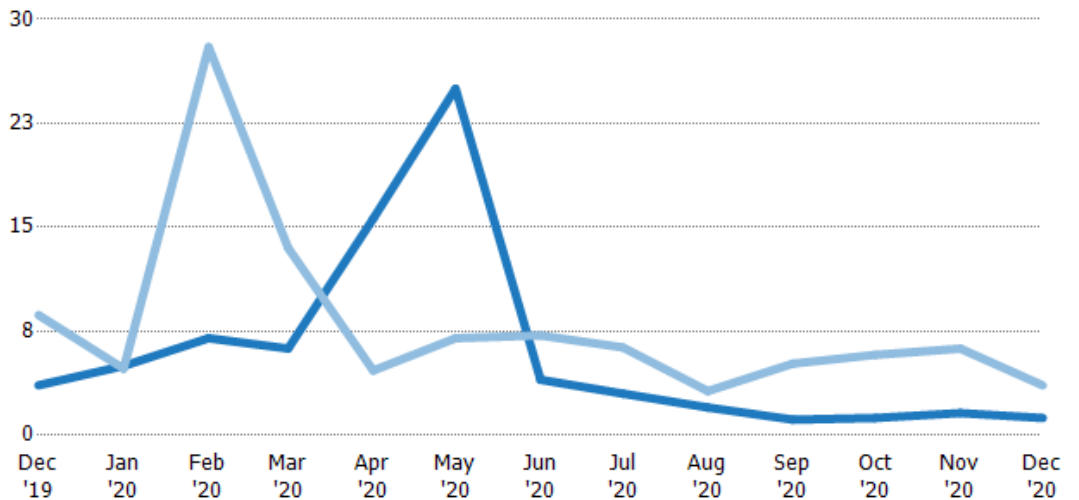
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	162	115	123	107	131	89	129	150	191	211	141	66.5	188
Prior Year	135	158	178	205	123	76	88	96.5	94	124	149	145	162
Percent Change from Prior Year	20%	-27%	-31%	-48%	7%	17%	46%	55%	103%	70%	-5%	-54%	16%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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 Family Residence



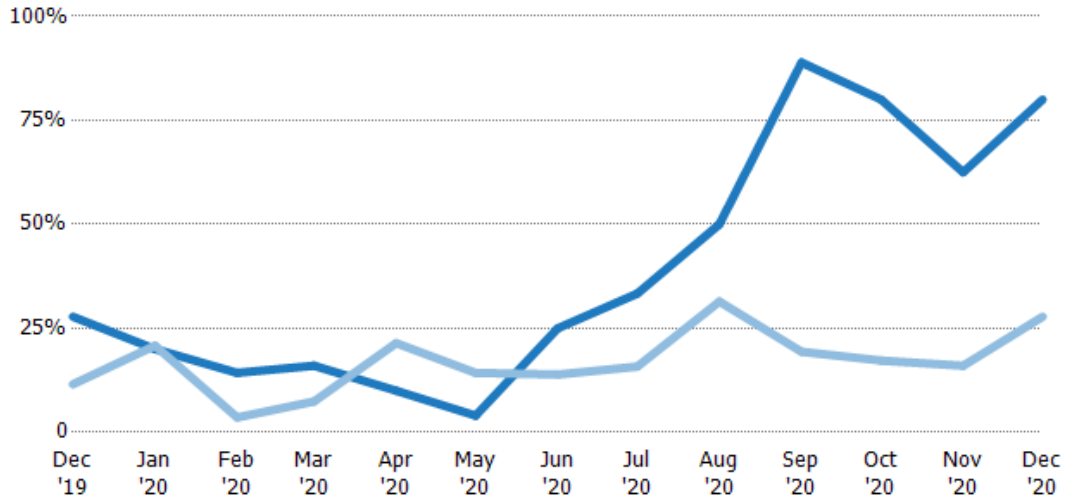
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	3.6	5	7	6.25	15.6	25	4	3	2	1.13	1.25	1.6	1.25
Prior Year	8.67	4.8	28	13.5	4.67	7	7.2	6.33	3.18	5.17	5.8	6.25	3.6
Percent Change from Prior Year	-58%	4%	-75%	-54%	-100%	257%	-44%	-53%	-37%	-78%	-78%	-74%	-65%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Charlotte, VT 05445
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 Family Residence



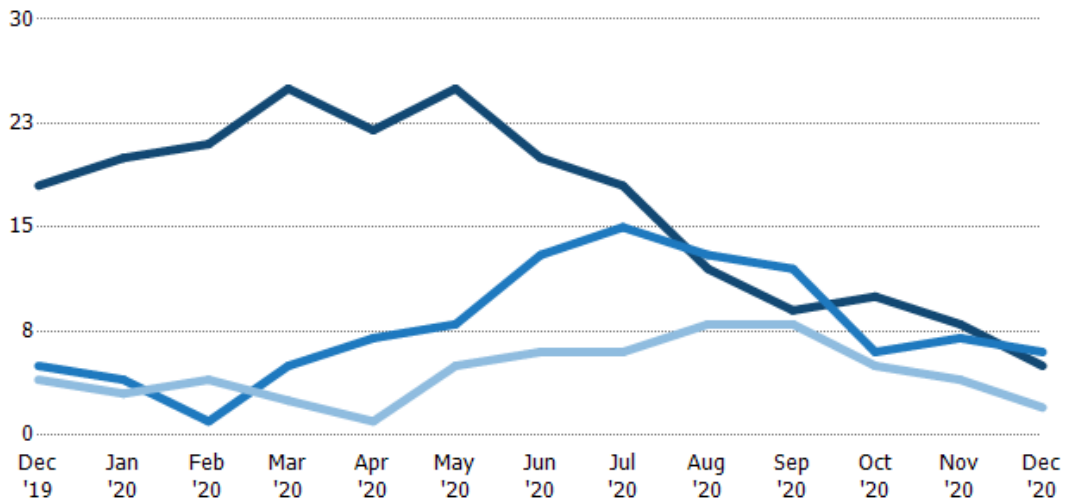
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	28%	20%	14%	16%	10%	4%	25%	33%	50%	89%	80%	63%	80%
Prior Year	12%	21%	4%	7%	21%	14%	14%	16%	31%	19%	17%	16%	28%
Change from Prior Year	-16%	1%	-11%	-9%	21%	10%	-11%	-18%	-19%	-70%	-63%	-47%	-52%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



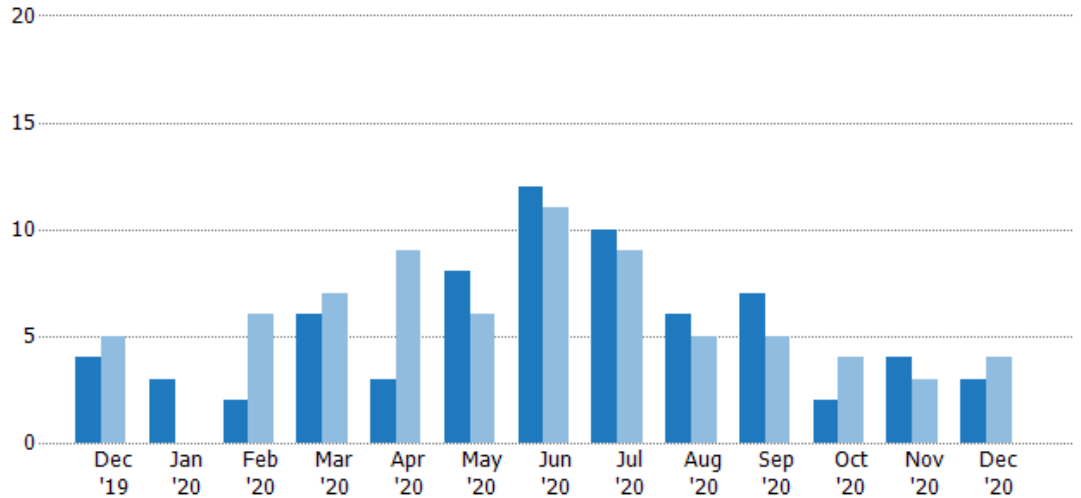
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	18	20	21	25	22	25	20	18	12	9	10	8	5
Pending	5	4	1	5	7	8	13	15	13	12	6	7	6
Sold	4	3	4	2.5	1	5	6	6	8	8	5	4	2

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



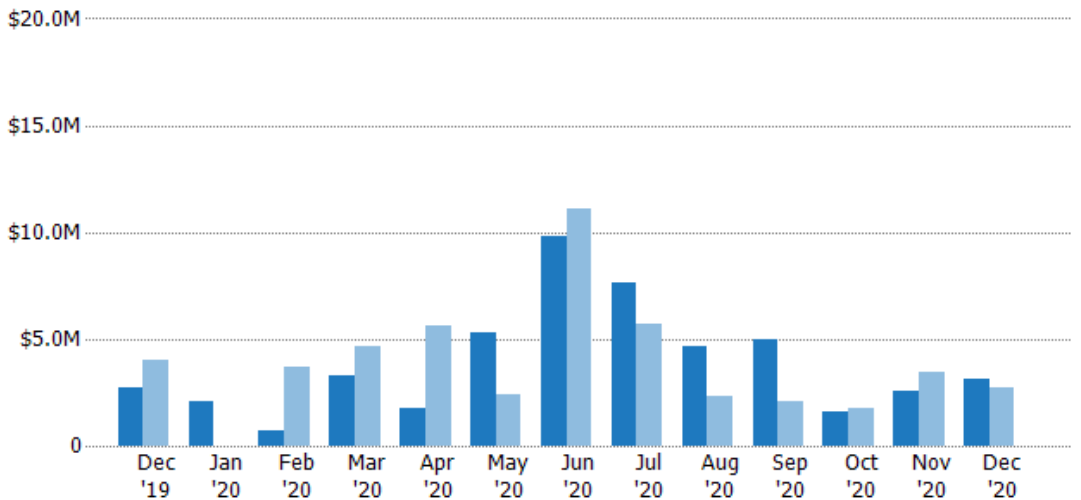
Current Year	4	3	2	6	3	8	12	10	6	7	2	4	3
Prior Year	5	-	6	7	9	6	11	9	5	5	4	3	4
Percent Change from Prior Year	-20%	100%	-67%	-14%	-67%	33%	9%	11%	20%	40%	-50%	33%	-25%

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	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M
Prior Year	\$4.02M	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M
Percent Change from Prior Year	-32%	100%	-81%	-30%	-69%	118%	-12%	35%	103%	140%	-9%	-26%	14%

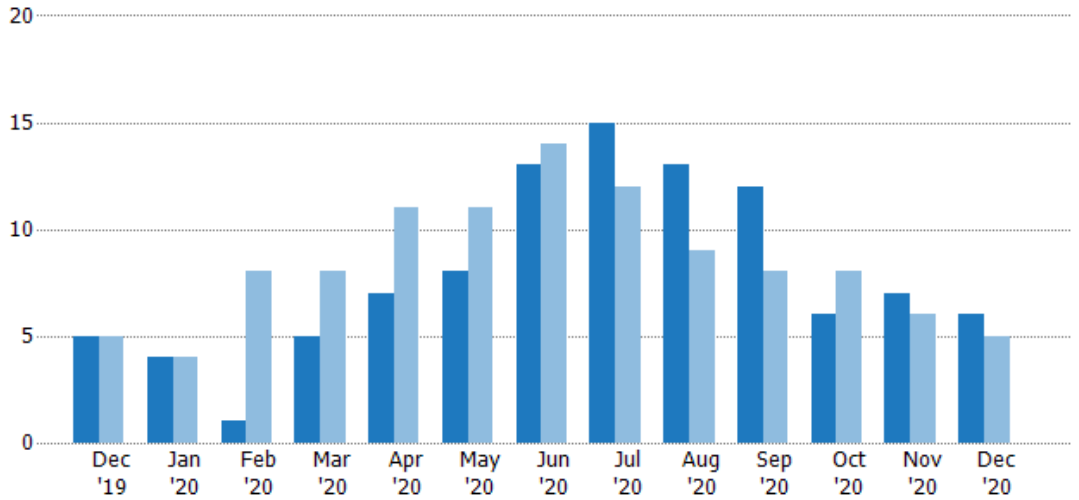
Pending Sales

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.
Dec '20	6	20%
Dec '19	5	0%
Dec '18	5	-40%



Current Year	5	4	1	5	7	8	13	15	13	12	6	7	6
Prior Year	5	4	8	8	11	11	14	12	9	8	8	6	5
Percent Change from Prior Year	0%	0%	-88%	-38%	-36%	-27%	-7%	25%	44%	50%	-25%	17%	20%

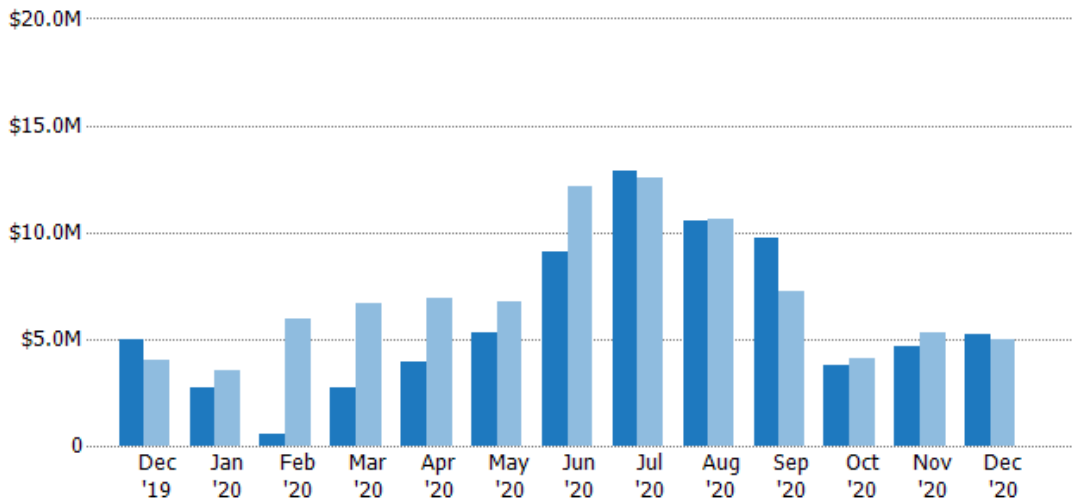
Pending Sales Volume

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.
Dec '20	\$5.22M	4.9%
Dec '19	\$4.97M	23.9%
Dec '18	\$4.02M	-63.5%



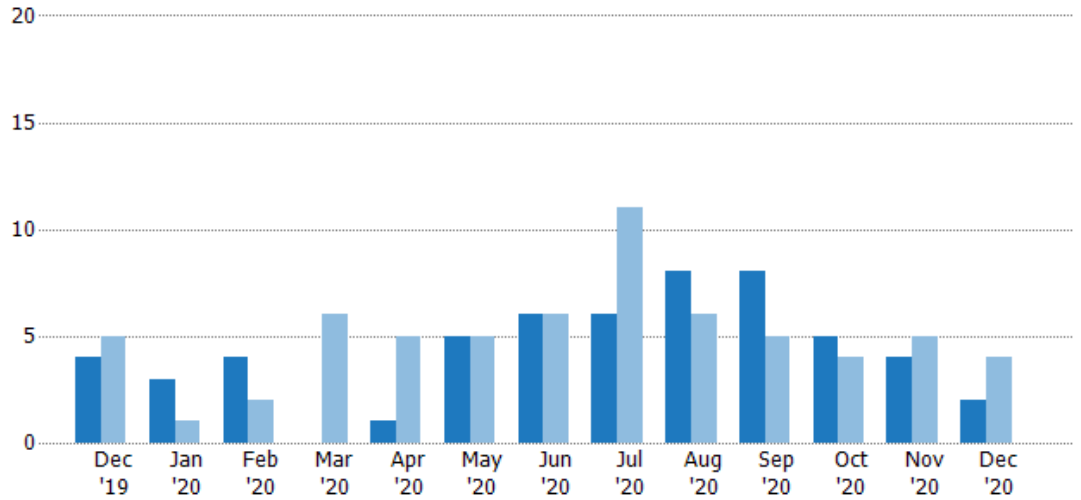
Current Year	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M	\$10.6M	\$9.71M	\$3.79M	\$4.65M	\$5.22M
Prior Year	\$4.02M	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M
Percent Change from Prior Year	24%	-22%	-91%	-59%	-43%	-22%	-25%	2%	-1%	34%	-8%	-12%	5%

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



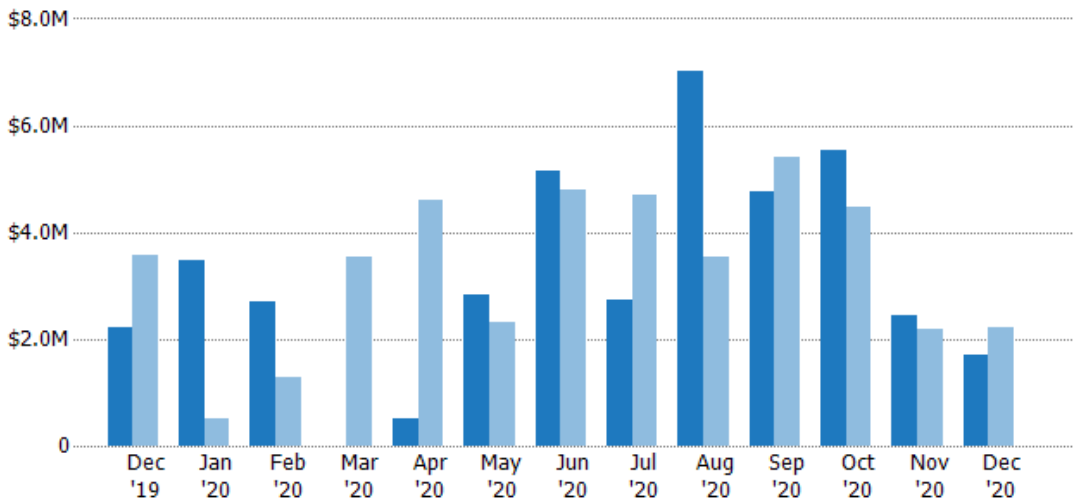
Current Year	4	3	4	-	1	5	6	6	8	8	5	4	2
Prior Year	5	1	2	6	5	5	6	11	6	5	4	5	4
Percent Change from Prior Year	-20%	200%	100%	-100%	-80%	0%	0%	-45%	33%	60%	25%	-20%	-50%

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



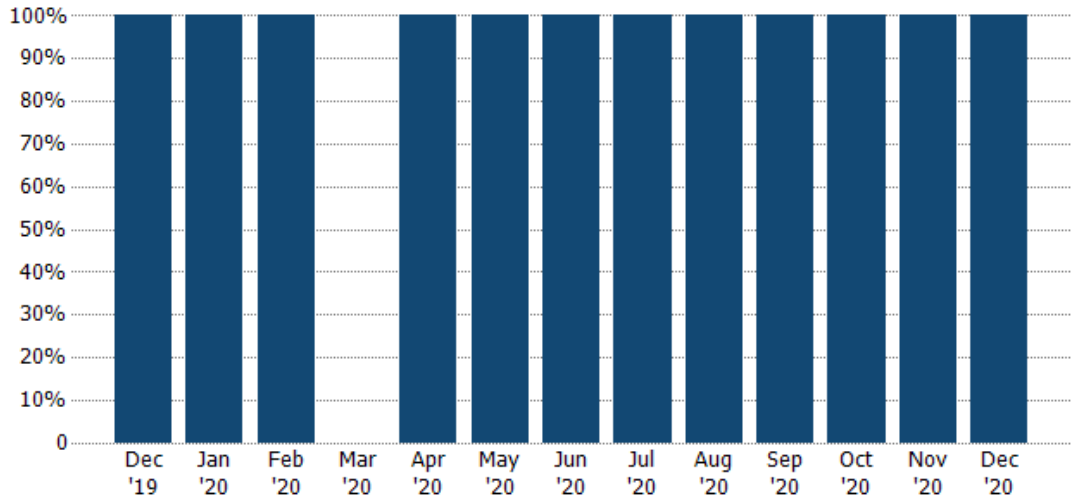
Current Year	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$1.7M
Prior Year	\$3.57M	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M
Percent Change from Prior Year	-38%	601%	110%	-100%	-89%	22%	8%	-42%	98%	-12%	23%	13%	-23%

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



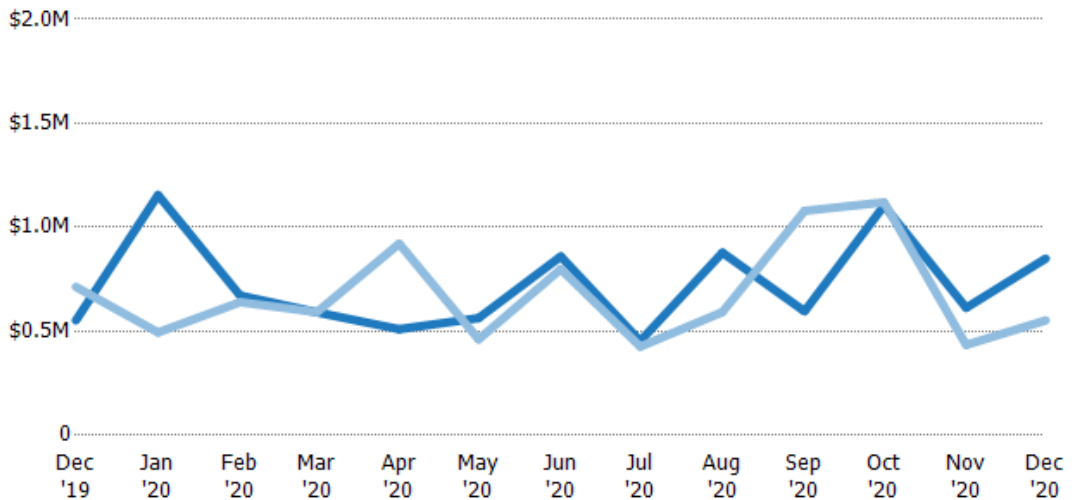
Single Family Residence	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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



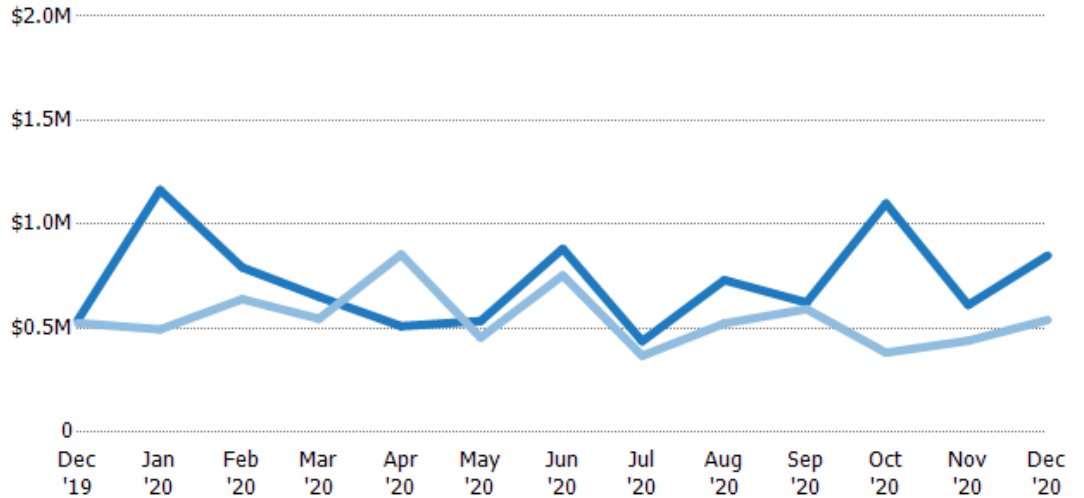
Current Year	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K
Prior Year	\$714K	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K
Percent Change from Prior Year	-23%	134%	5%	-100%	-45%	22%	8%	6%	48%	-45%	-1%	41%	54%

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



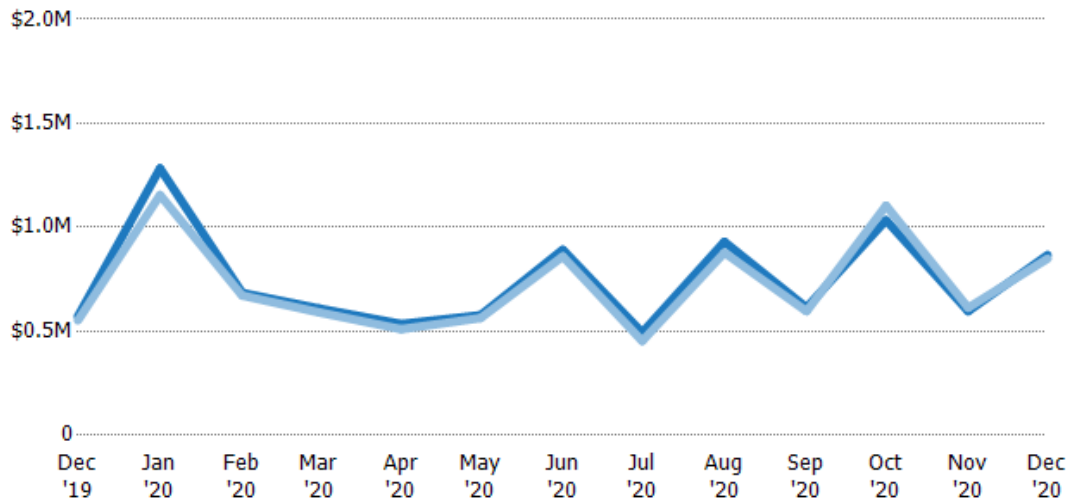
Current Year	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K
Prior Year	\$525K	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K
Percent Change from Prior Year	3%	136%	24%	-100%	-40%	18%	17%	19%	40%	5%	188%	39%	57%

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



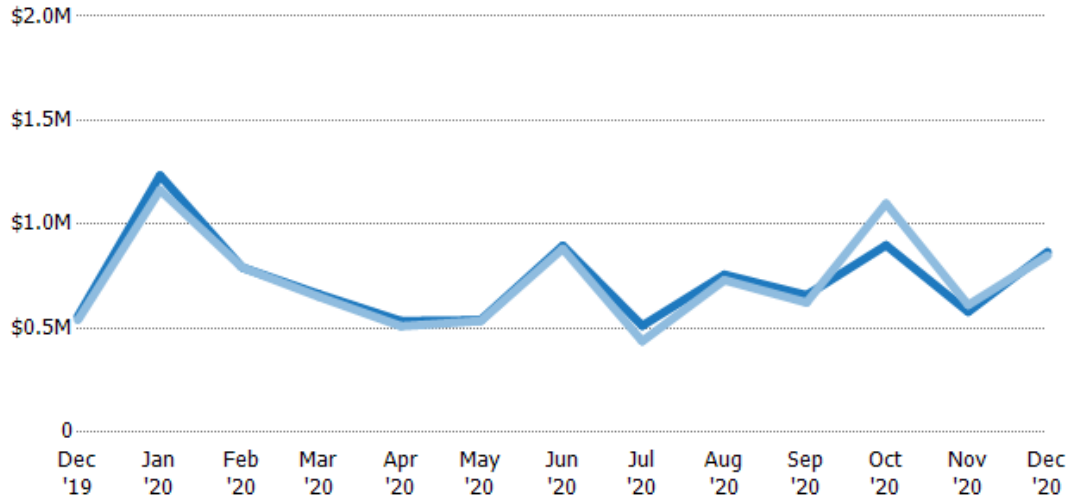
Avg List Price	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K
Avg Sales Price	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K
Avg Sales Price as a % of Avg List Price	97%	90%	98%	97%	95%	98%	96%	92%	94%	97%	107%	103%	98%

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

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 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



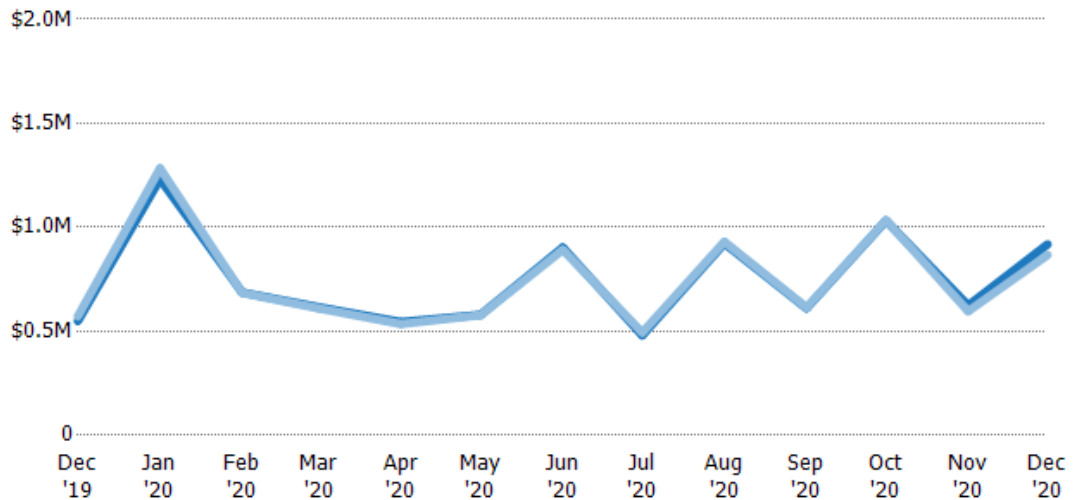
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K
Median Sales Price	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K
Med Sales Price as a % of Med List Price	97%	94%	100%	98%	95%	99%	98%	85%	97%	95%	122%	106%	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



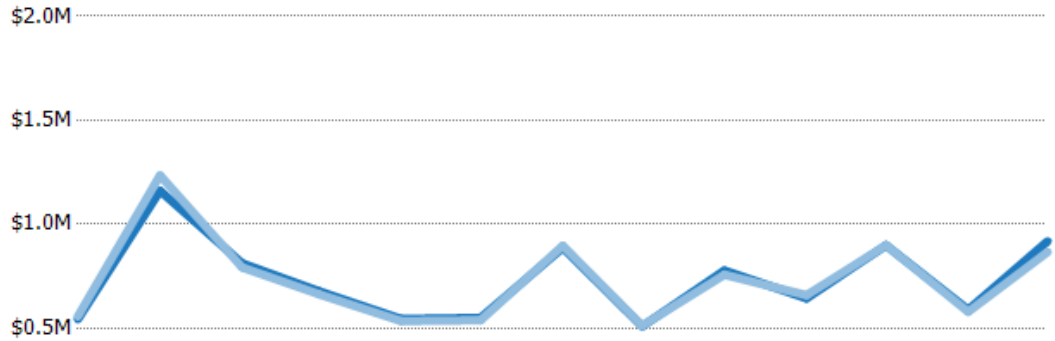
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$549K	\$1.23M	\$687K	\$616K	\$545K	\$580K	\$903K	\$480K	\$923K	\$611K	\$1.03M	\$624K	\$919K
Avg Sales Price	\$572K	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K
Avg Sales Price as a % of Avg Est Value	104%	104%	100%	99%	98%	100%	99%	103%	101%	100%	100%	96%	94%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$544K	\$1.16M	\$812K	\$678K	\$545K	\$550K	\$887K	\$509K	\$778K	\$644K	\$899K	\$589K	\$919K
Median Sales Price	\$557K	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K
Med Sales Price as a % of Med Est Value	102%	106%	98%	98%	98%	98%	101%	101%	97%	102%	100%	98%	94%

Sales Activity by ZIP

Dec 2020

ZIP	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
05445	6	\$5,218,300	2	\$1,699,000	\$849,500	\$849,500	\$229	\$229	311

Sales Activity by Metro Area

Dec 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	6	\$5,218,300	2	\$1,699,000	\$849,500	\$849,500	\$229	\$229	311