

Summary of Key Listing and Sales Metrics

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

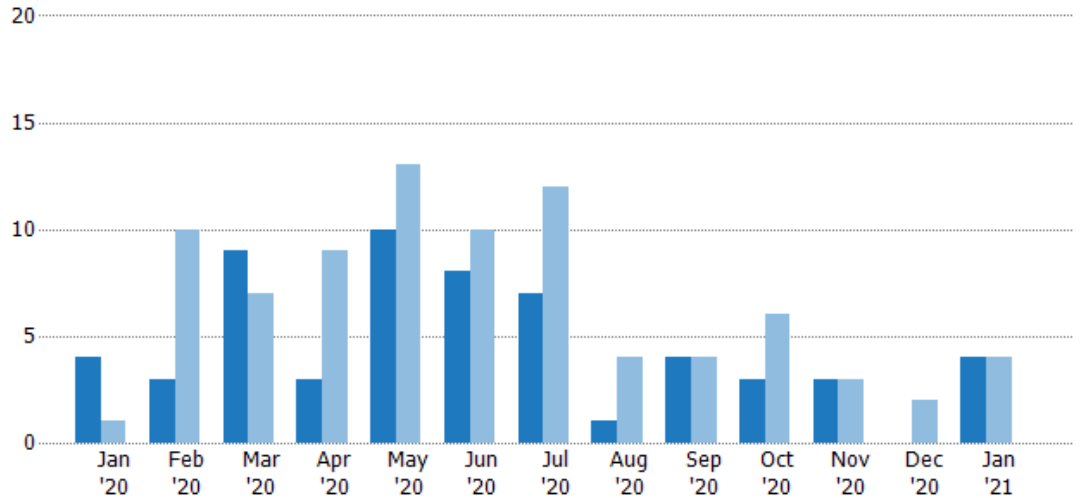
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	4	+/-	59	85	-30.6%
New Listing Volume	\$2,288,900	\$3,582,400	-36.1%	\$42,732,061	\$58,228,688	-26.6%
Active Listing Count	7	20	-65%	N/A	N/A	
Active Listing Volume	\$3,479,962	\$15,033,100	-76.9%	N/A	N/A	
Average Listing Price	\$497,137	\$751,655	-33.9%	\$739,539	\$780,272	-5.2%
Median Listing Price	\$469,062	\$675,000	-30.5%	\$621,155	\$694,631	-10.6%
Median Days in RPR	115	115	+/-	155.17	124.21	+24.9%
Months of Inventory	3.5	5	-30%	2.3	20	-88.3%
Absorption Rate	28.57%	20%	+8.6%	42.86%	5%	+37.9%
Sales Activity Charts Metrics						
New Pending Sales Count	4	3	+33.3%	70	72	-2.8%
New Pending Sales Volume	\$2,493,400	\$2,057,000	+21.2%	\$49,911,098	\$47,551,188	+5%
Pending Sales Count	8	4	+100%	N/A	N/A	
Pending Sales Volume	\$6,625,800	\$2,739,000	+141.9%	N/A	N/A	
Closed Sales Count	2	3	-33.3%	54	63	-14.3%
Closed Sales Volume	\$1,069,000	\$3,465,000	-69.1%	\$39,896,084	\$42,996,430	-7.2%
Average Sales Price	\$534,500	\$1,155,000	-53.7%	\$738,816	\$682,483	+8.3%
Median Sales Price	\$534,500	\$1,165,000	-54.1%	\$728,296	\$565,944	+28.7%

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



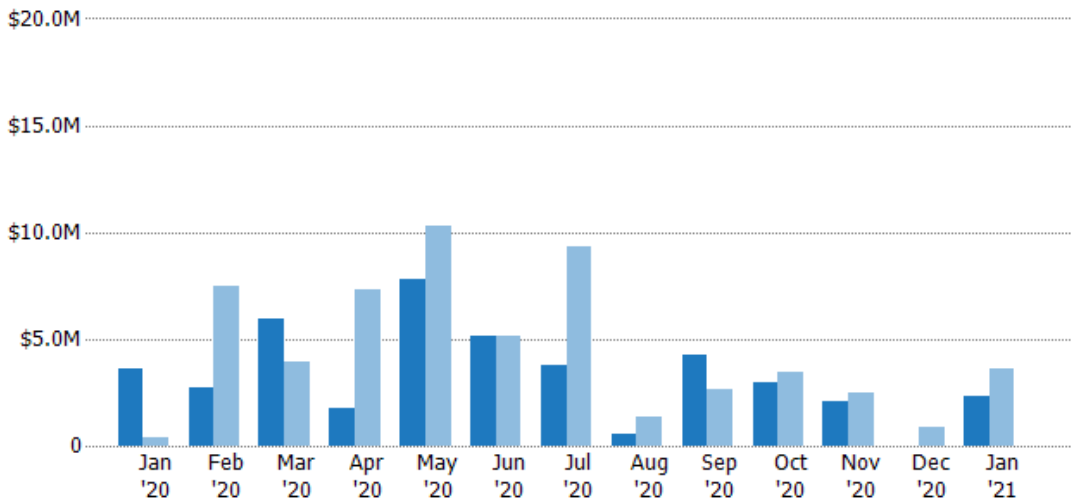
Current Year	4	3	9	3	10	8	7	1	4	3	3	-	4
Prior Year	1	10	7	9	13	10	12	4	4	6	3	2	4
Percent Change from Prior Year	300%	-70%	29%	-67%	-23%	-20%	-42%	-75%	0%	-50%	0%	-100%	0%

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



Current Year	\$3.58M	\$2.7M	\$5.91M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.94M	\$2.04M	-	\$2.29M
Prior Year	\$399K	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M
Percent Change from Prior Year	798%	-64%	52%	-76%	-24%	1%	-60%	-60%	60%	-15%	-17%	-100%	-36%

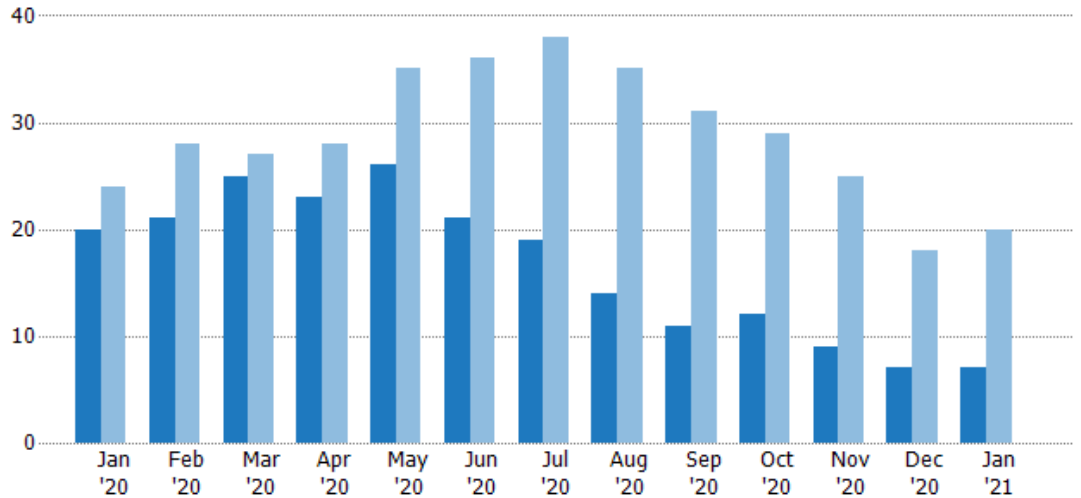
Active Listings

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.
Jan '21	7	-65%
Jan '20	20	-16.7%
Jan '19	24	33.3%



Current Year	20	21	25	23	26	21	19	14	11	12	9	7	7
Prior Year	24	28	27	28	35	36	38	35	31	29	25	18	20
Percent Change from Prior Year	-17%	-25%	-7%	-18%	-26%	-42%	-50%	-60%	-65%	-59%	-64%	-61%	-65%

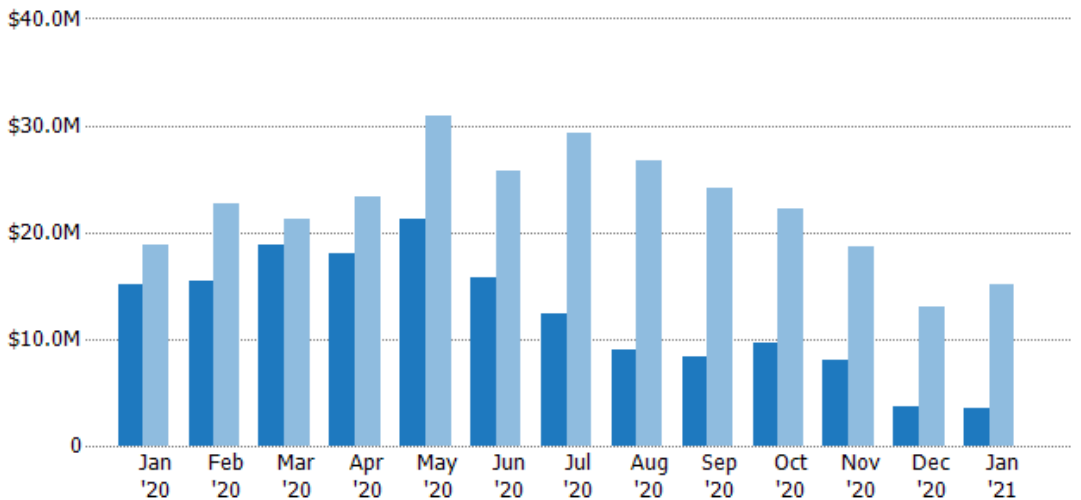
Active Listing Volume

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.
Jan '21	\$3.48M	-76.9%
Jan '20	\$15M	-20.4%
Jan '19	\$18.9M	53.4%



Current Year	\$15M	\$15.5M	\$18.8M	\$18.1M	\$21.2M	\$15.8M	\$12.3M	\$9.06M	\$8.28M	\$9.68M	\$8.1M	\$3.68M	\$3.48M
Prior Year	\$18.9M	\$22.7M	\$21.2M	\$23.3M	\$30.8M	\$25.7M	\$29.3M	\$26.7M	\$24.2M	\$22.2M	\$18.7M	\$13.1M	\$15M
Percent Change from Prior Year	-20%	-32%	-12%	-23%	-31%	-38%	-58%	-66%	-66%	-56%	-57%	-72%	-77%

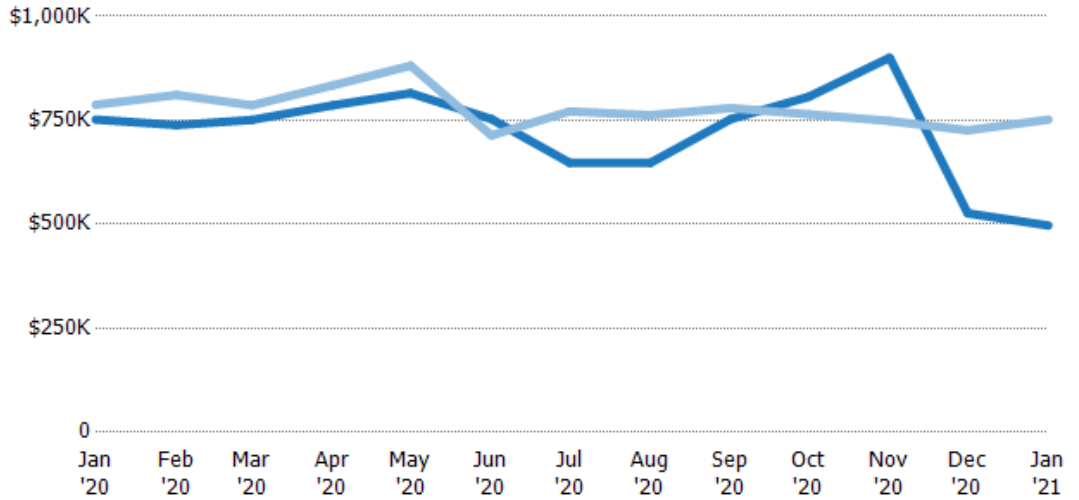
Average Listing Price

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.
Jan '21	\$497K	-33.9%
Jan '20	\$752K	-4.5%
Jan '19	\$787K	15.1%



Current Year	\$752K	\$738K	\$751K	\$786K	\$815K	\$753K	\$648K	\$647K	\$753K	\$807K	\$900K	\$526K	\$497K
Prior Year	\$787K	\$811K	\$786K	\$834K	\$881K	\$714K	\$771K	\$762K	\$779K	\$764K	\$748K	\$726K	\$752K
Percent Change from Prior Year	-5%	-9%	-4%	-6%	-7%	6%	-16%	-15%	-3%	6%	20%	-27%	-34%

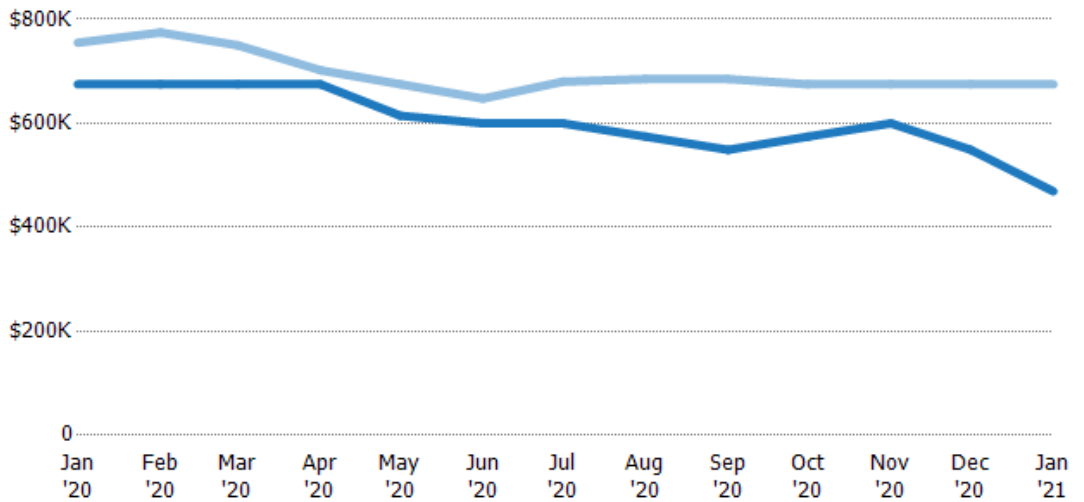
Median Listing Price

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.
Jan '21	\$469K	-30.5%
Jan '20	\$675K	-10.6%
Jan '19	\$755K	-18.2%



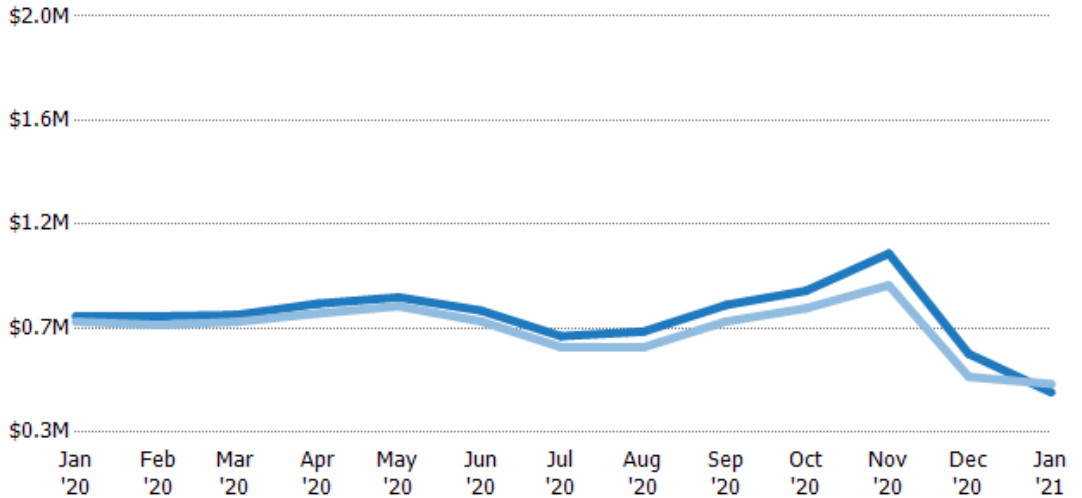
Current Year	\$675K	\$675K	\$675K	\$675K	\$614K	\$600K	\$600K	\$574K	\$549K	\$574K	\$600K	\$549K	\$469K
Prior Year	\$755K	\$774K	\$750K	\$702K	\$675K	\$648K	\$680K	\$685K	\$685K	\$675K	\$675K	\$675K	\$675K
Percent Change from Prior Year	-11%	-13%	-10%	-4%	-9%	-7%	-12%	-16%	-20%	-15%	-11%	-19%	-31%

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



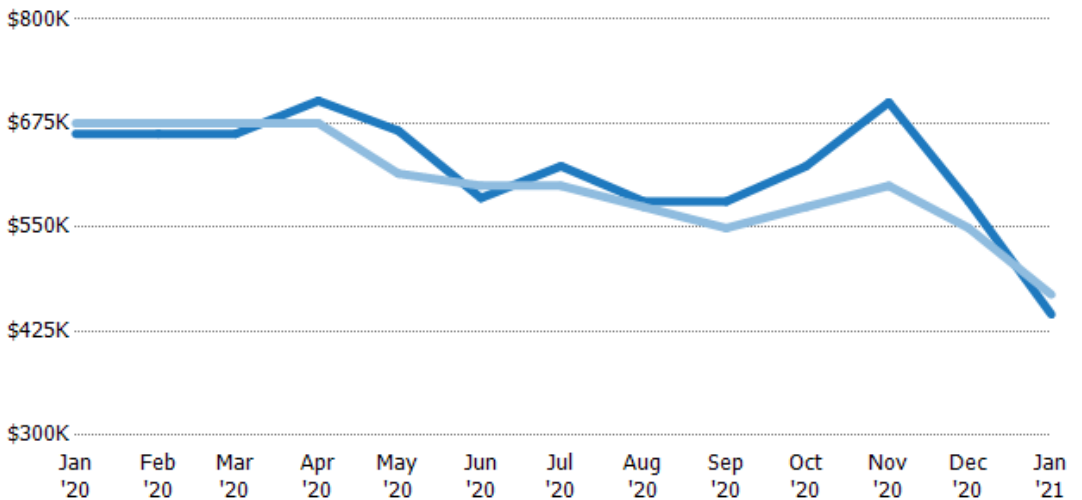
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$774K	\$774K	\$779K	\$826K	\$851K	\$797K	\$693K	\$712K	\$820K	\$878K	\$1.03M	\$620K	\$463K
Avg Listing Price	\$752K	\$738K	\$751K	\$786K	\$815K	\$753K	\$648K	\$647K	\$753K	\$807K	\$900K	\$526K	\$497K
Avg Listing Price as a % of Avg Est Value	97%	95%	96%	95%	96%	94%	94%	91%	92%	92%	87%	85%	107%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$662K	\$662K	\$662K	\$702K	\$666K	\$585K	\$624K	\$581K	\$581K	\$624K	\$700K	\$581K	\$445K
Median Listing Price	\$675K	\$675K	\$675K	\$675K	\$614K	\$600K	\$600K	\$574K	\$549K	\$574K	\$600K	\$549K	\$469K
Med Listing Price as a % of Med Est Value	102%	102%	102%	96%	92%	103%	96%	99%	94%	92%	86%	94%	105%

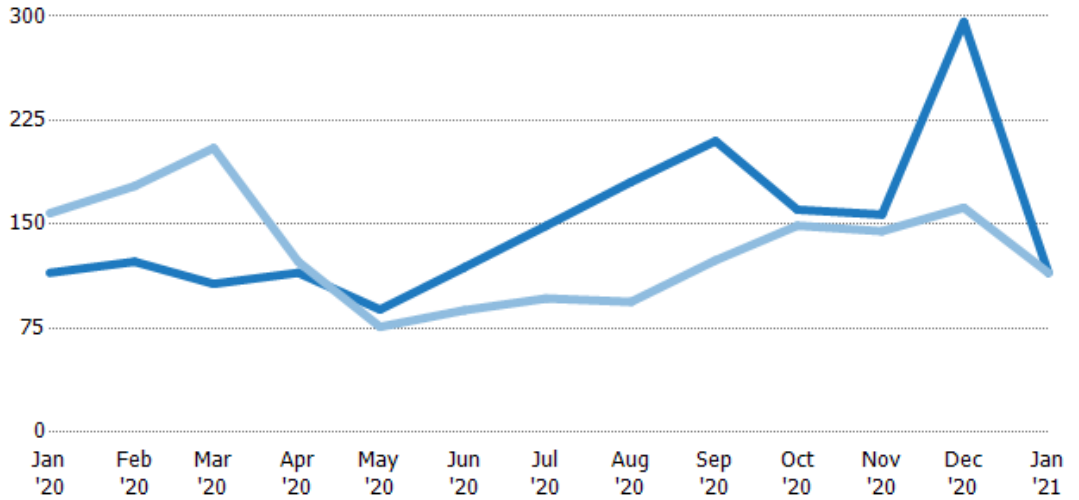
Median Days in RPR

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.
Jan '21	115	0%
Jan '20	115	-27.2%
Jan '19	158	34.8%



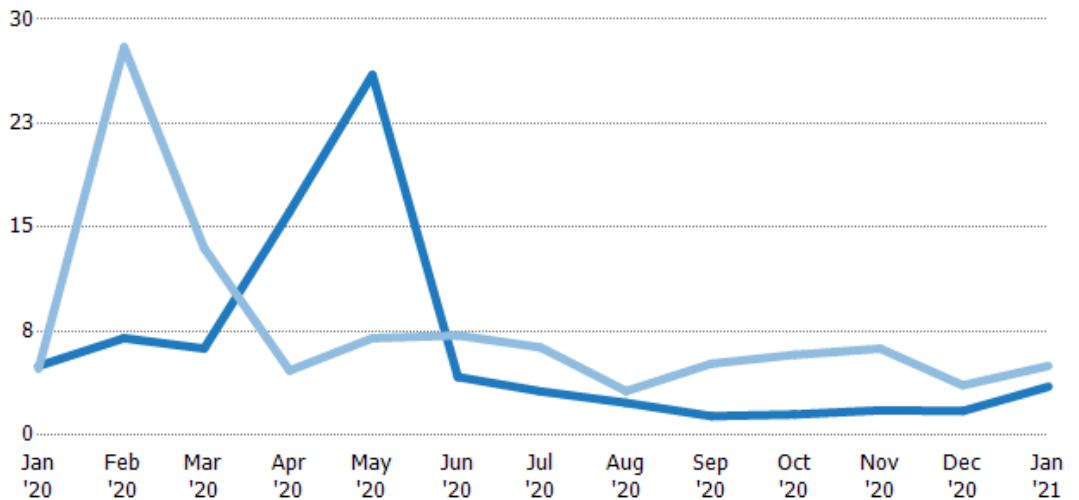
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	115	123	107	115	88.5	119	149	181	210	161	157	296	115
Prior Year	158	178	205	123	76	88	96.5	94	124	149	145	162	115
Percent Change from Prior Year	-27%	-31%	-48%	-7%	16%	35%	54%	92%	69%	8%	8%	83%	0%

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



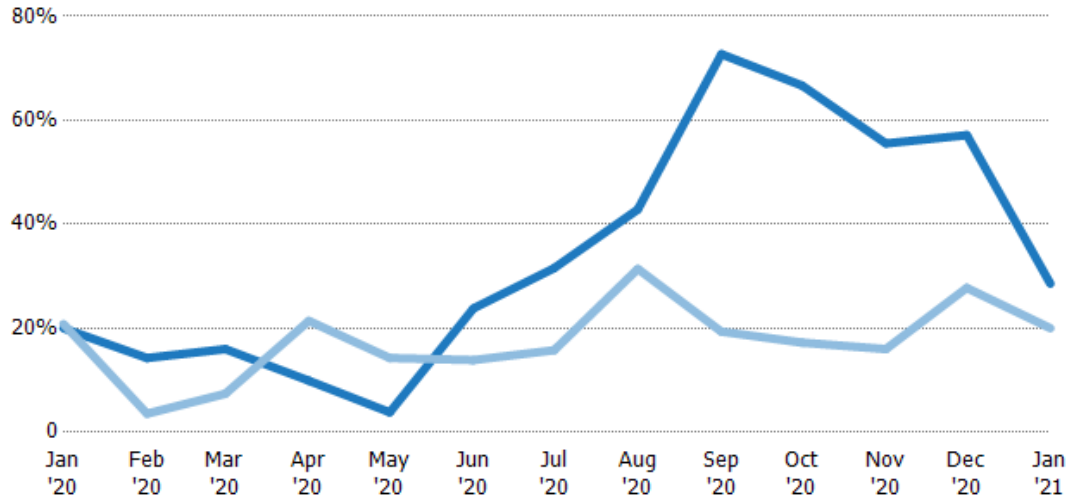
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5	7	6.25	16.1	26	4.2	3.17	2.33	1.38	1.5	1.8	1.75	3.5
Prior Year	4.8	28	13.5	4.67	7	7.2	6.33	3.18	5.17	5.8	6.25	3.6	5
Percent Change from Prior Year	4%	-75%	-54%	-100%	271%	-42%	-50%	-27%	-73%	-74%	-71%	-51%	-30%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



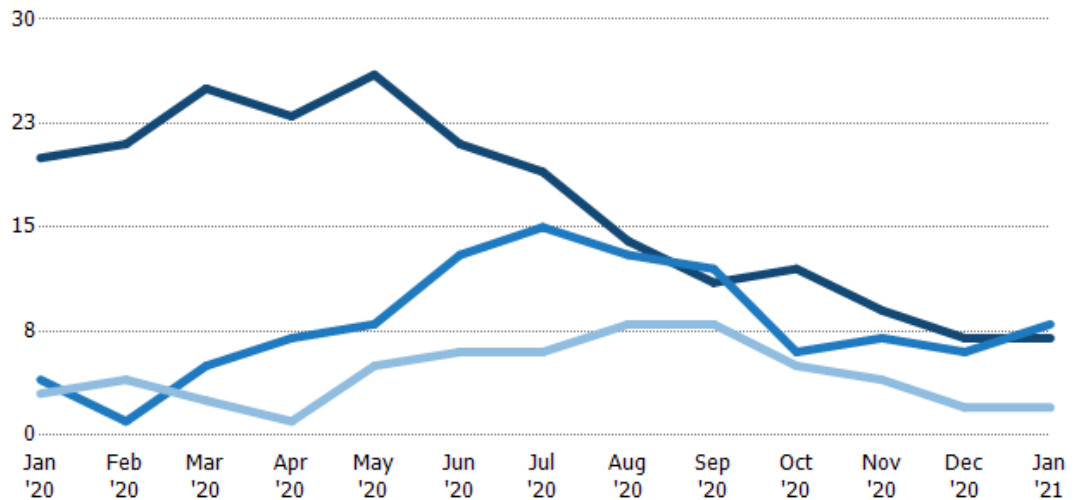
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	20%	14%	16%	10%	4%	24%	32%	43%	73%	67%	56%	57%	29%
Prior Year	21%	4%	7%	21%	14%	14%	16%	31%	19%	17%	16%	28%	20%
Change from Prior Year	1%	-11%	-9%	21%	10%	-10%	-16%	-11%	-53%	-49%	-40%	-29%	-9%

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



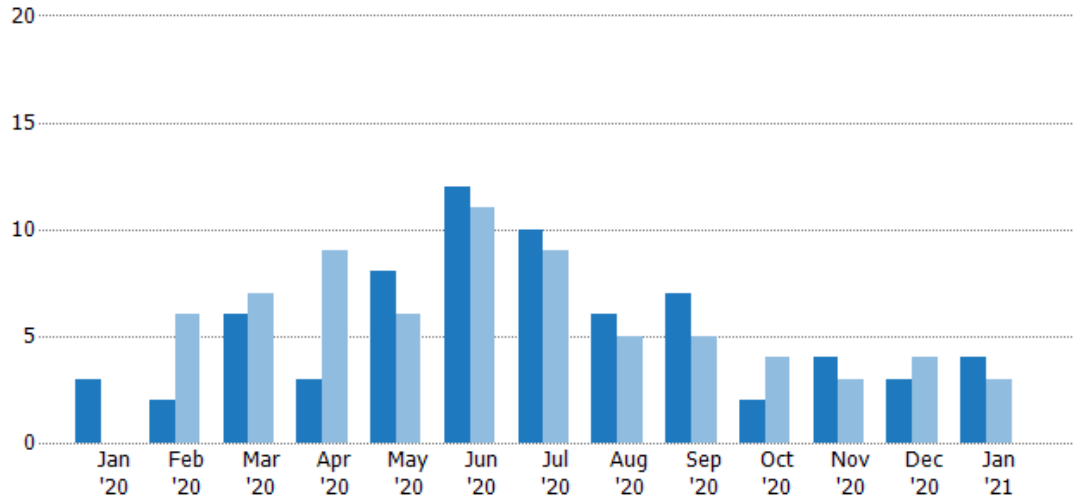
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	20	21	25	23	26	21	19	14	11	12	9	7	7
Pending	4	1	5	7	8	13	15	13	12	6	7	6	8
Sold	3	4	2.5	1	5	6	6	8	8	5	4	2	2

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



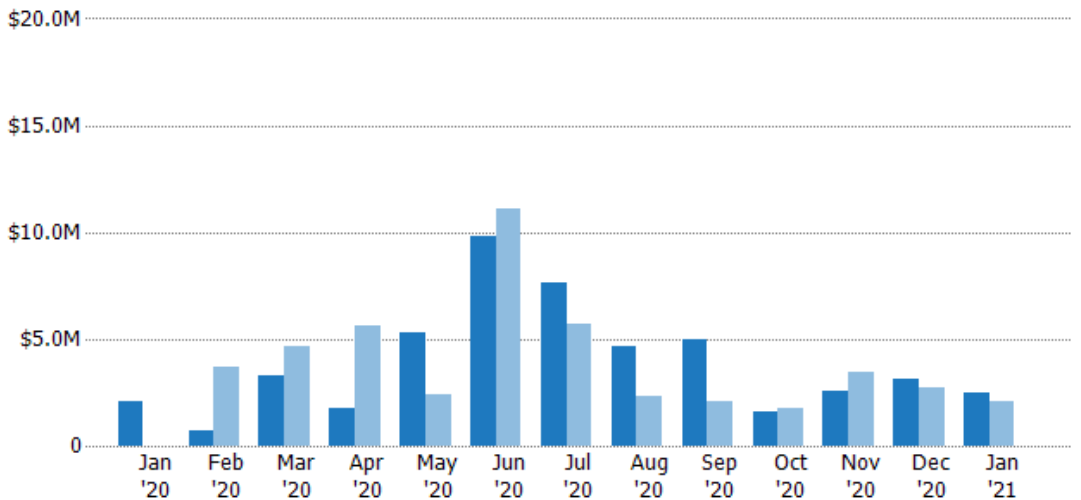
Current Year	3	2	6	3	8	12	10	6	7	2	4	3	4
Prior Year	-	6	7	9	6	11	9	5	5	4	3	4	3
Percent Change from Prior Year	100%	-67%	-14%	-67%	33%	9%	11%	20%	40%	-50%	33%	-25%	33%

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	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M
Prior Year	-	\$3.65M	\$4.66M	\$5.64M	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M
Percent Change from Prior Year	100%	-81%	-30%	-69%	118%	-12%	35%	103%	140%	-9%	-26%	14%	21%

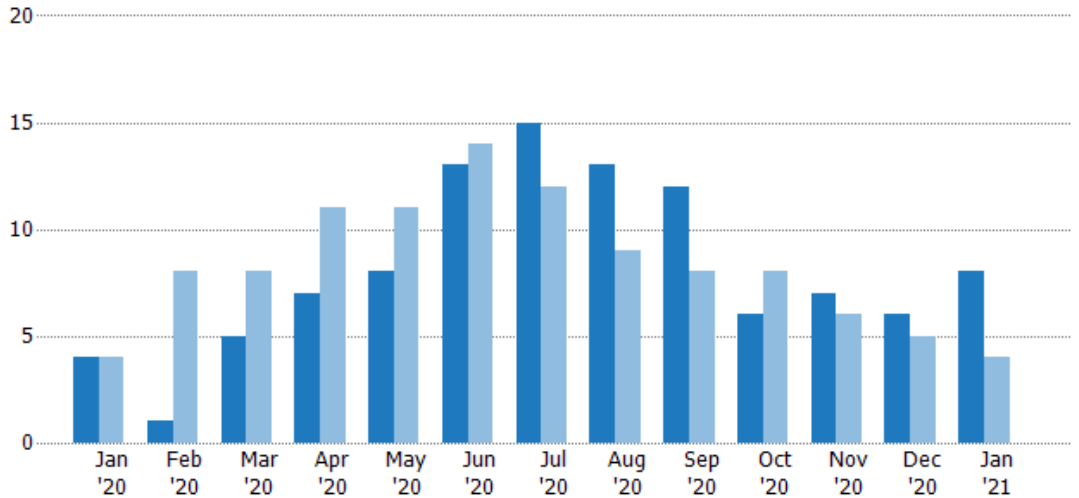
Pending Sales

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.
Jan '21	8	100%
Jan '20	4	0%
Jan '19	4	-25%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4	1	5	7	8	13	15	13	12	6	7	6	8
Prior Year	4	8	8	11	11	14	12	9	8	8	6	5	4
Percent Change from Prior Year	0%	-88%	-38%	-36%	-27%	-7%	25%	44%	50%	-25%	17%	20%	100%

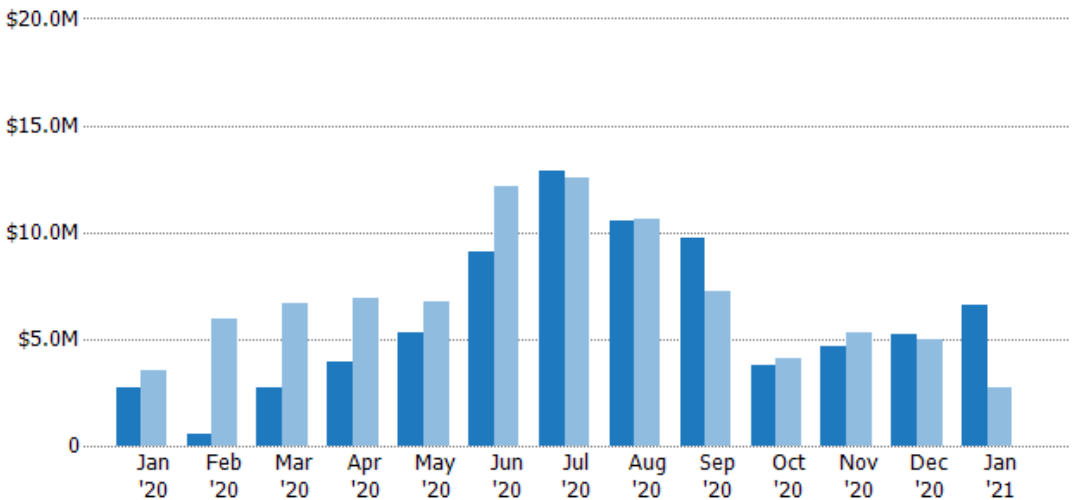
Pending Sales Volume

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.
Jan '21	\$6.63M	141.9%
Jan '20	\$2.74M	-22.2%
Jan '19	\$3.52M	-62.5%



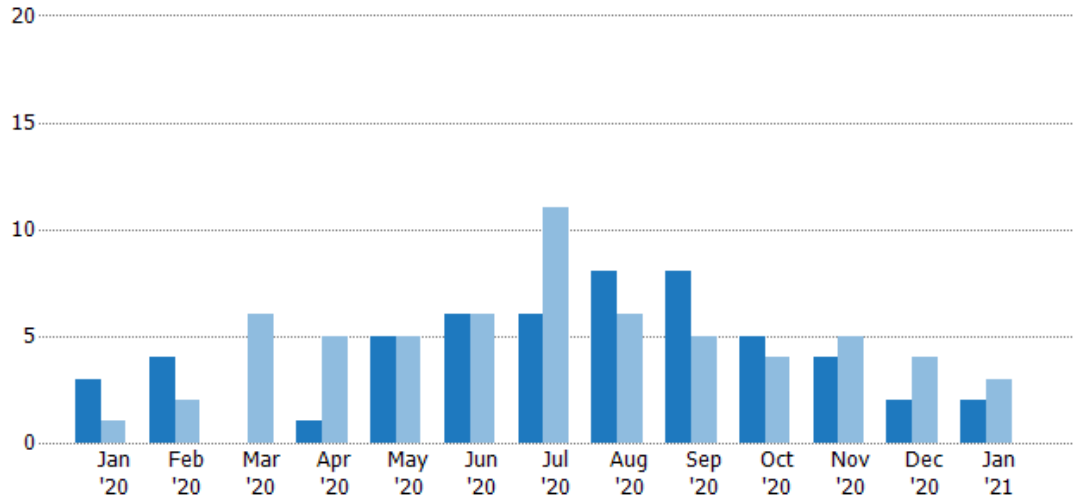
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M	\$10.6M	\$9.71M	\$3.79M	\$4.65M	\$5.22M	\$6.63M
Prior Year	\$3.52M	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M
Percent Change from Prior Year	-22%	-91%	-59%	-43%	-22%	-25%	2%	-1%	34%	-8%	-12%	5%	142%

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



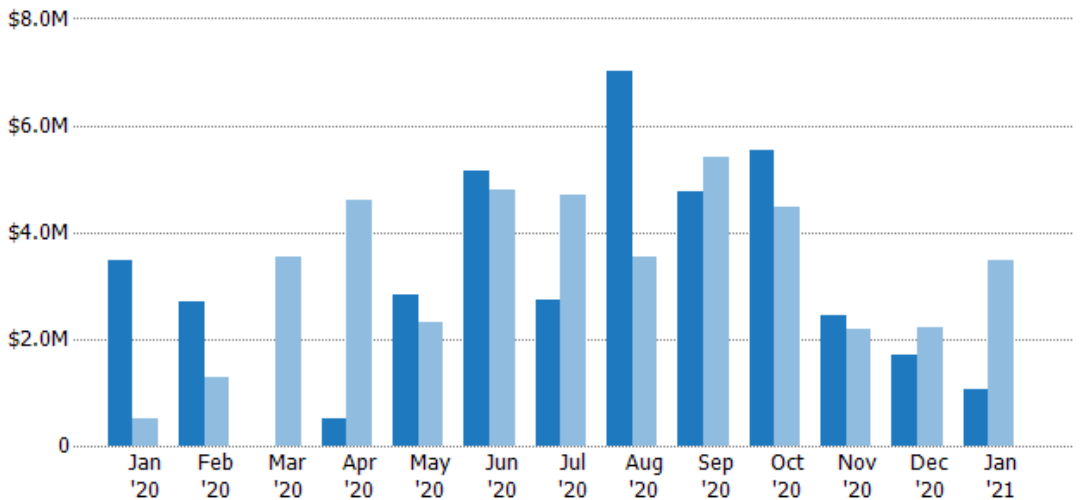
Current Year	3	4	-	1	5	6	6	8	8	5	4	2	2
Prior Year	1	2	6	5	5	6	11	6	5	4	5	4	3
Percent Change from Prior Year	200%	100%	-100%	-80%	0%	0%	-45%	33%	60%	25%	-20%	-50%	-33%

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



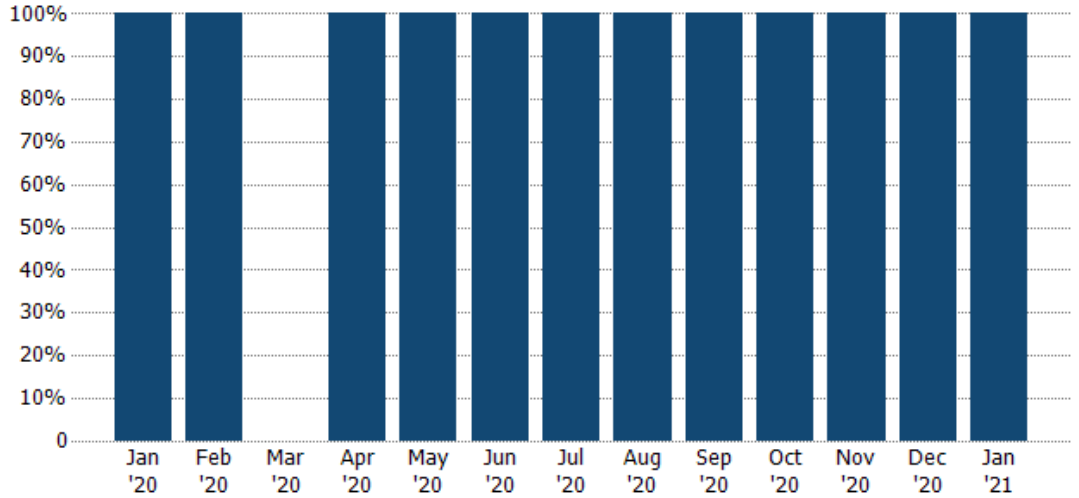
Current Year	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$1.7M	\$1.07M
Prior Year	\$495K	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M
Percent Change from Prior Year	601%	110%	-100%	-89%	22%	8%	-42%	98%	-12%	23%	13%	-23%	-69%

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



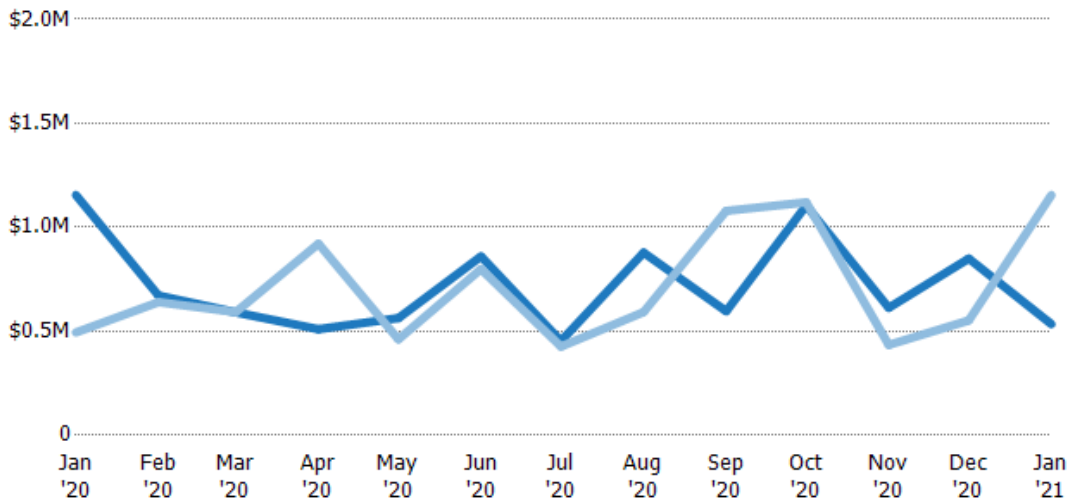
Single Family Residence	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
-------------------------	------	------	---	------	------	------	------	------	------	------	------	------	------

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



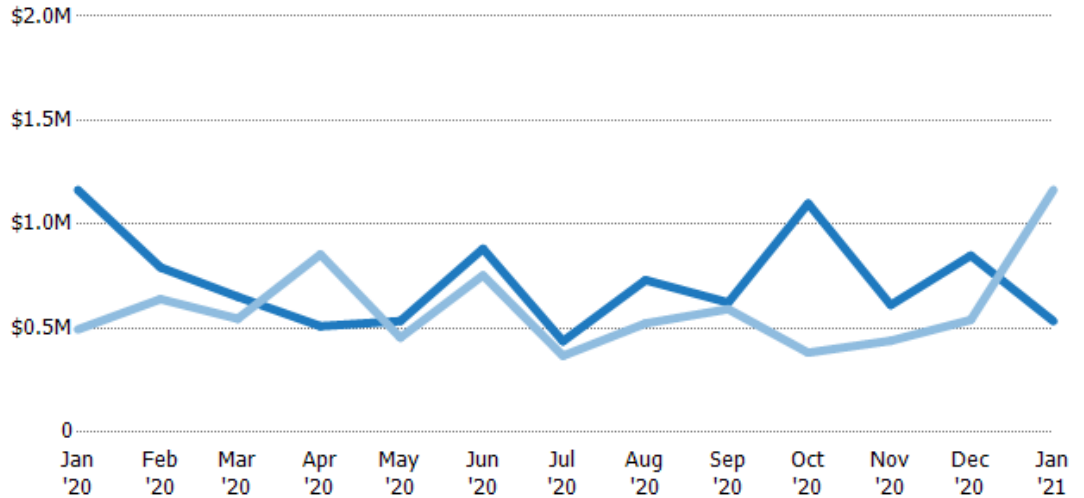
Current Year	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K
Prior Year	\$495K	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M
Percent Change from Prior Year	134%	5%	-100%	-45%	22%	8%	6%	48%	-45%	-1%	41%	54%	-54%

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



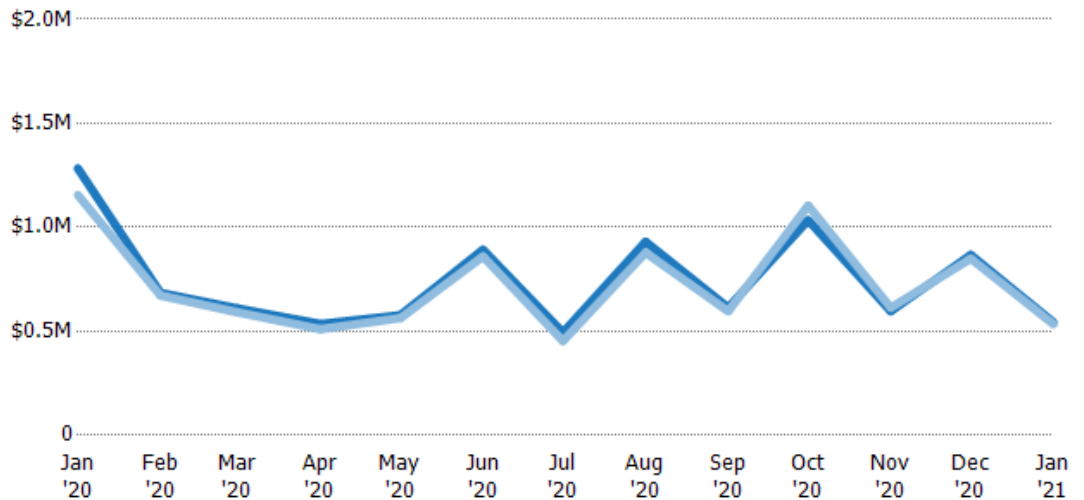
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K
Prior Year	\$495K	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M
Percent Change from Prior Year	136%	24%	-100%	-40%	18%	17%	19%	40%	5%	188%	39%	57%	-54%

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



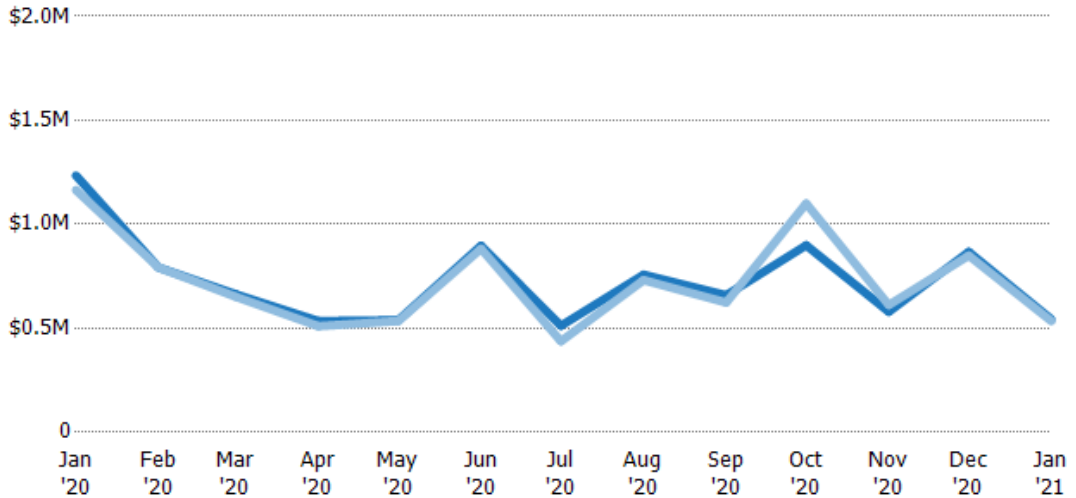
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K
Avg Sales Price	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K
Avg Sales Price as a % of Avg List Price	90%	98%	97%	95%	98%	96%	92%	94%	97%	107%	103%	98%	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

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



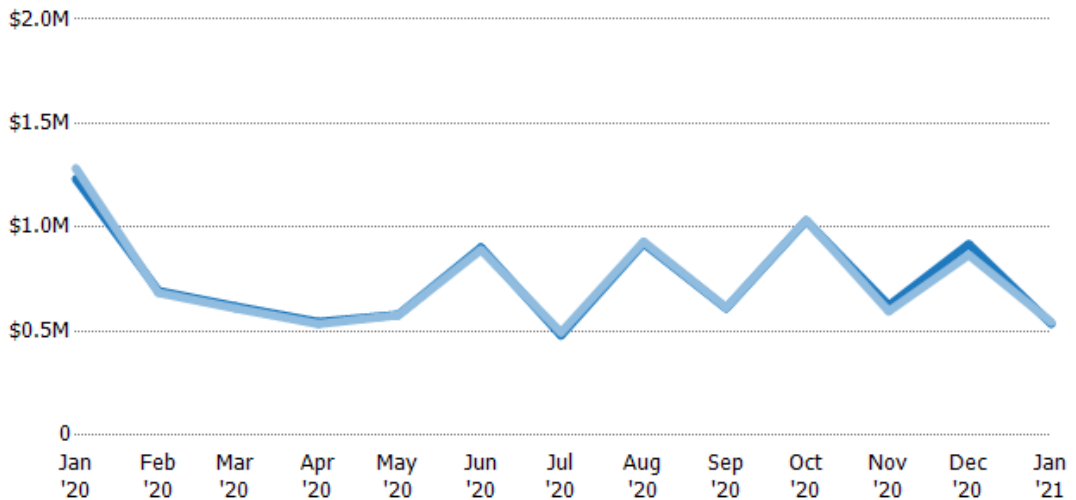
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K
Median Sales Price	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K
Med Sales Price as a % of Med List Price	94%	100%	98%	95%	99%	98%	85%	97%	95%	122%	106%	98%	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



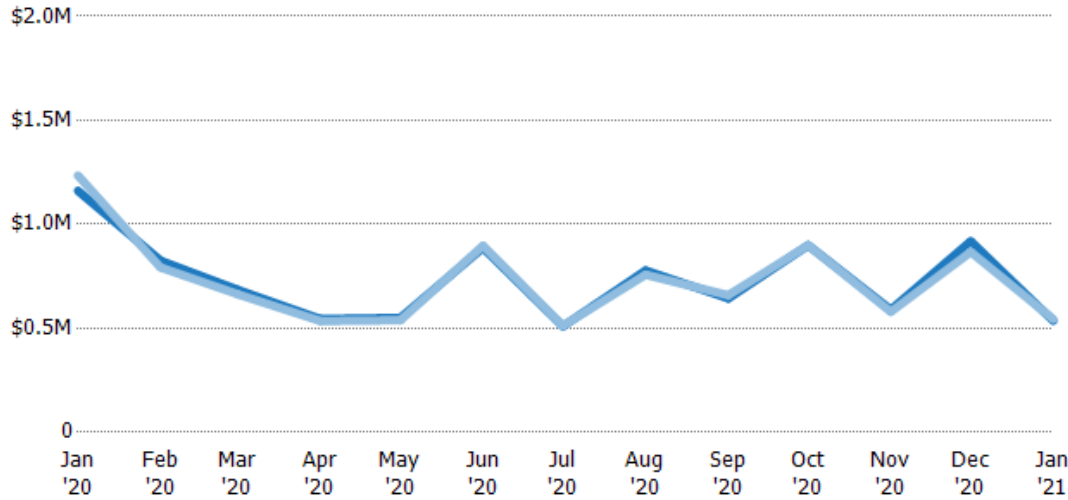
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$1.23M	\$693K	\$619K	\$545K	\$580K	\$903K	\$480K	\$923K	\$611K	\$1.03M	\$624K	\$919K	\$536K
Avg Sales Price	\$1.28M	\$685K	\$610K	\$535K	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K
Avg Sales Price as a % of Avg Est Value	104%	99%	98%	98%	100%	99%	103%	101%	100%	100%	96%	94%	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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$1.16M	\$825K	\$685K	\$545K	\$550K	\$887K	\$509K	\$778K	\$644K	\$899K	\$589K	\$919K	\$536K
Median Sales Price	\$1.24M	\$793K	\$664K	\$535K	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K
Med Sales Price as a % of Med Est Value	106%	96%	97%	98%	98%	101%	101%	97%	102%	100%	98%	94%	101%