Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.
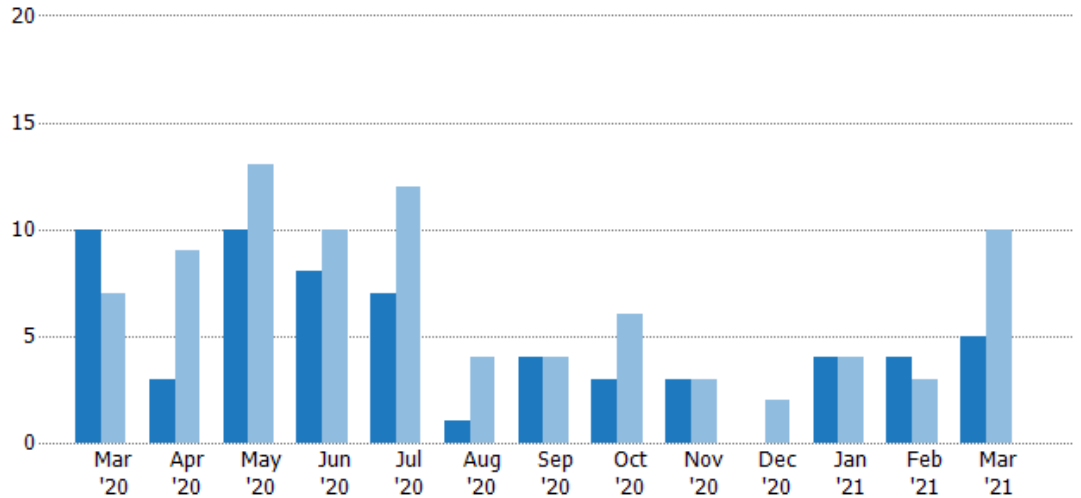
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	10	-50%	13	17	-23.5%
New Listing Volume	$4,839,900	$6,588,000	-26.5%	$9,160,800	$12,873,462	-28.8%
Active Listing Count	5	26	-80.8%	N/A	N/A	
Active Listing Volume	$3,911,900	$20,603,262	-81%	N/A	N/A	
Average Listing Price	$782,380	$792,433	-1.3%	$571,624	$797,679	-28.3%
Median Listing Price	$529,000	$677,000	-21.9%	$492,181	$681,373	-27.8%
Median Days in RPR	35	96	-63.5%	60.14	120.43	-50.1%
Months of Inventory	5	6.5	-23.1%	2.7	7.4	-63.5%
Absorption Rate	20%	15.38%	+4.6%	36.84%	13.43%	+23.4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	6	+—	13	11	+18.2%
New Pending Sales Volume	$3,702,000	$3,276,000	+13%	$7,639,300	$6,017,000	+27%
Pending Sales Count	9	5	+80%	N/A	N/A	
Pending Sales Volume	$7,104,800	$2,747,000	+158.6%	N/A	N/A	
Closed Sales Count	4	–	–	7	7	+—
Closed Sales Volume	$2,257,000	–	–	$3,956,000	$6,152,500	-35.7%
Average Sales Price	$564,250	–	–	$565,143	$878,929	-35.7%
Median Sales Price	$559,500	–	–	$562,429	$952,143	-40.9%

New Listings

The number of new residential listings that were added each month.

Filters Used

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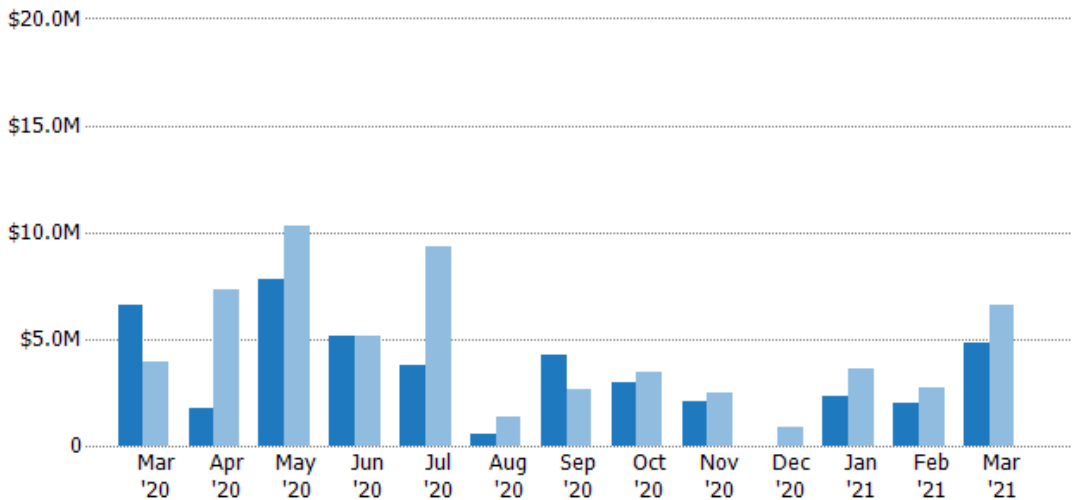Condo/Townhouse/Apt., Single
Family

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	10	3	10	8	7	1	4	3	3	-	4	4	5
Prior Year	7	9	13	10	12	4	4	6	3	2	4	3	10
Percent Change from Prior Year	43%	-67%	-23%	-20%	-42%	-75%	0%	-50%	0%	-100%	0%	33%	-50%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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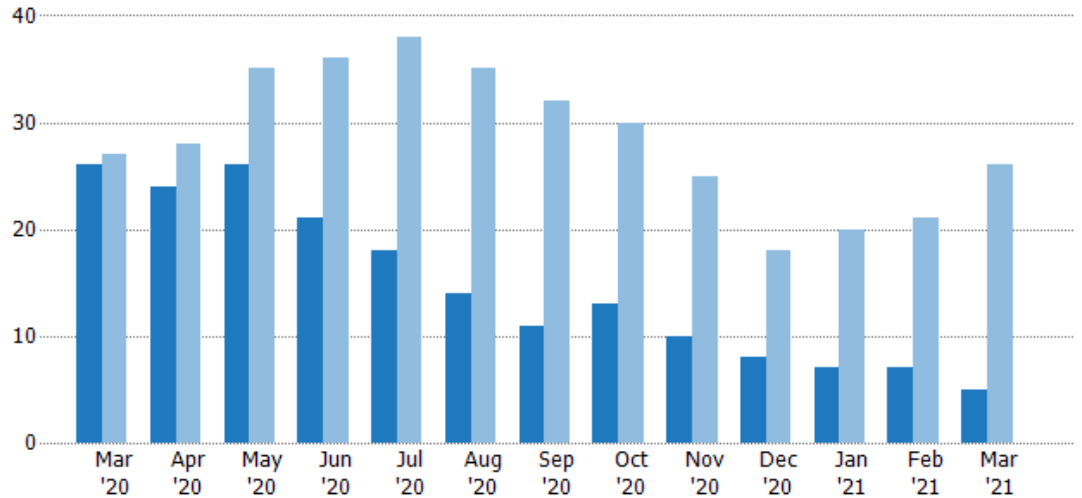Property Type:
Condo/Townhouse/Apt., Single
Family

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	$6.59M	$1.75M	$7.83M	$5.18M	$3.74M	$539K	$4.22M	$2.94M	$2.04M	-	$2.29M	$2.03M	$4.84M
Prior Year	$3.89M	$7.3M	$10.3M	$5.15M	$9.35M	$1.34M	$2.64M	$3.46M	$2.46M	$890K	$3.58M	$2.7M	$6.59M
Percent Change from Prior Year	69%	-76%	-24%	1%	-60%	-60%	60%	-15%	-17%	-100%	-36%	-25%	-27%

RPR

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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

Month/Year	Count	% Chg.
Mar '21	5	-80.8%
Mar '20	26	-3.7%
Mar '19	27	0%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	26	24	26	21	18	14	11	13	10	8	7	7	5
Prior Year	27	28	35	36	38	35	32	30	25	18	20	21	26
Percent Change from Prior Year	-4%	-14%	-26%	-42%	-53%	-60%	-66%	-57%	-60%	-56%	-65%	-67%	-81%

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
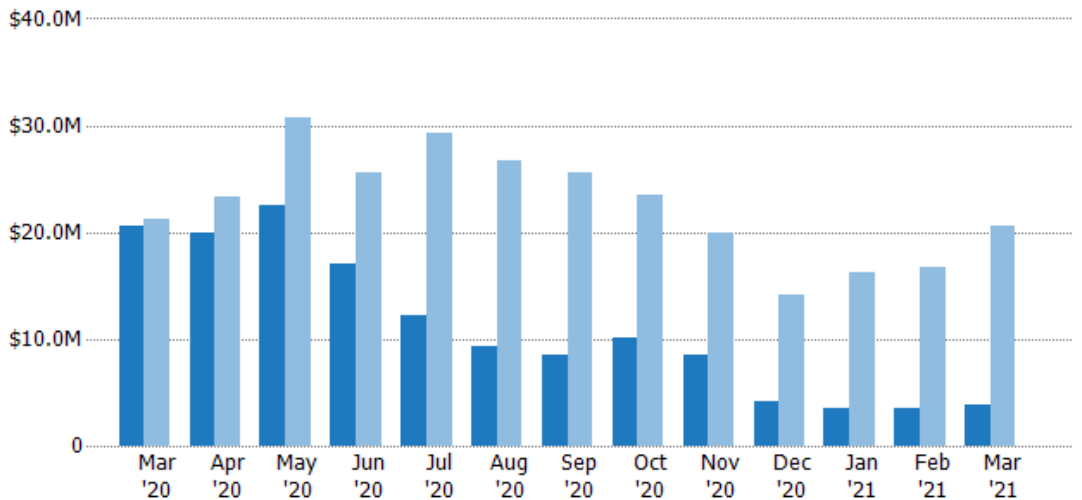
Month/Year	Volume	% Chg.
Mar '21	$3.91M	-81%
Mar '20	$20.6M	-2.6%
Mar '19	$21.2M	19.7%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	$20.6M	$20M	$22.4M	$17.1M	$12.2M	$9.35M	$8.56M	$10.1M	$8.53M	$4.11M	$3.48M	$3.47M	$3.91M
Prior Year	$21.2M	$23.3M	$30.8M	$25.6M	$29.3M	$26.7M	$25.6M	$23.5M	$19.9M	$14.2M	$16.2M	$16.7M	$20.6M
Percent Change from Prior Year	-3%	-14%	-27%	-33%	-58%	-65%	-67%	-57%	-57%	-71%	-78%	-79%	-81%

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
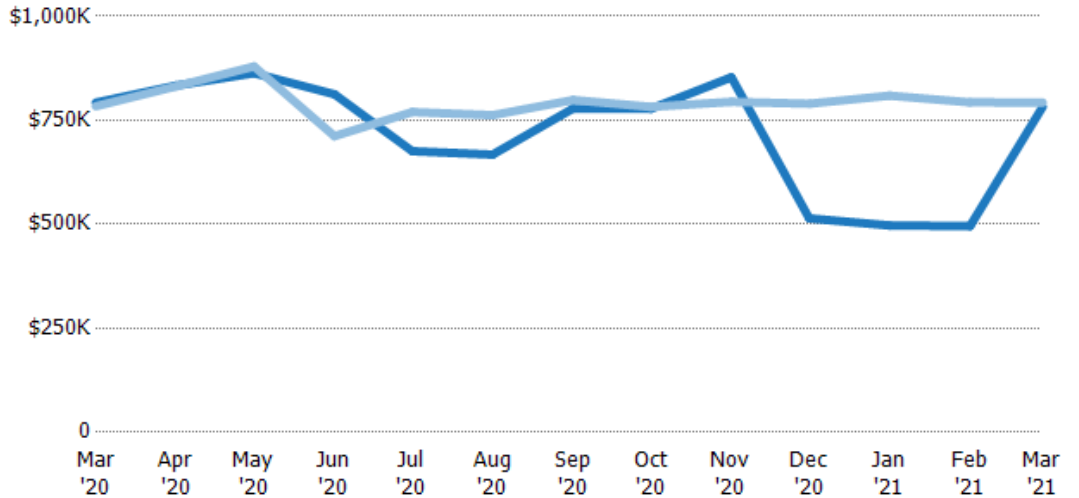
Month/Year	Price	% Chg.
Mar '21	$782K	-1.3%
Mar '20	$792K	1.1%
Mar '19	$784K	19.7%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	$792K	$834K	$863K	$813K	$676K	$668K	$778K	$778K	$853K	$514K	$497K	$496K	$782K
Prior Year	$784K	$832K	$879K	$712K	$770K	$762K	$799K	$782K	$794K	$790K	$809K	$793K	$792K
Percent Change from Prior Year	1%	0%	-2%	14%	-12%	-12%	-3%	-1%	7%	-35%	-39%	-38%	-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
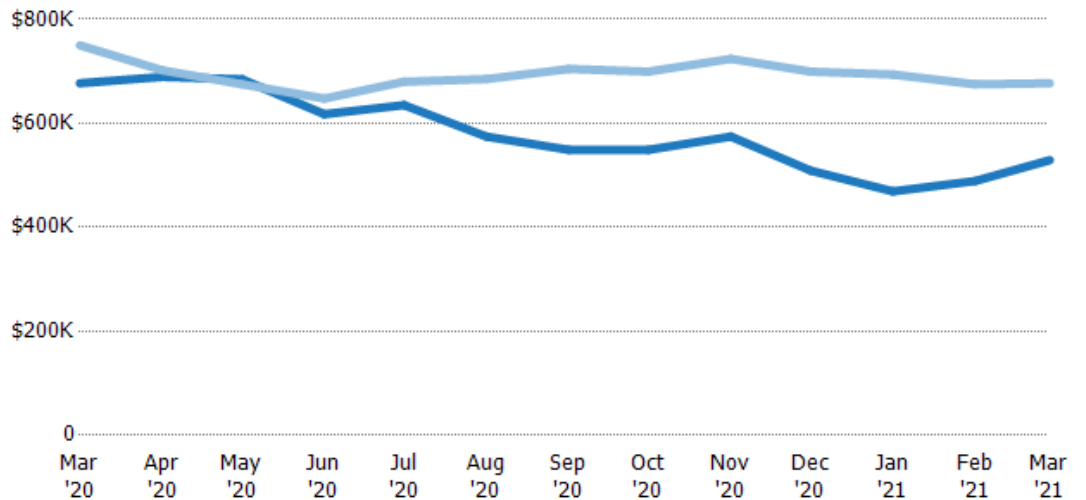
Month/Year	Price	% Chg.
Mar '21	$529K	-21.9%
Mar '20	$677K	-9.7%
Mar '19	$750K	-9.5%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	$677K	$689K	$685K	$618K	$635K	$574K	$549K	$549K	$574K	$509K	$469K	$489K	$529K
Prior Year	$750K	$702K	$675K	$648K	$680K	$685K	$704K	$699K	$724K	$699K	$694K	$675K	$677K
Percent Change from Prior Year	-10%	-2%	1%	-5%	-7%	-16%	-22%	-22%	-21%	-27%	-32%	-28%	-22%

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
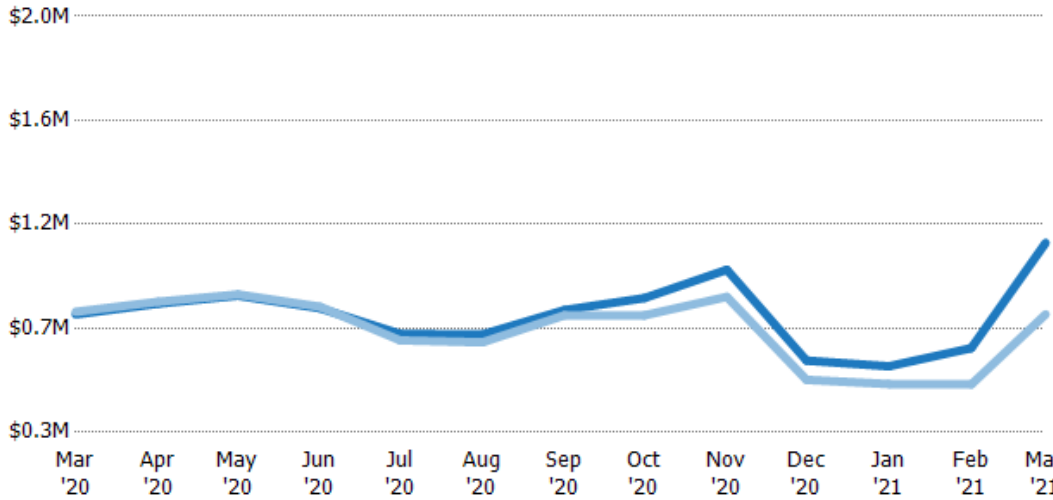
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	$782K	$826K	$858K	$807K	$702K	$699K	$800K	$848K	$964K	$593K	$570K	$644K	$1.07M
Avg Listing Price	$792K	$834K	$863K	$813K	$676K	$668K	$778K	$778K	$853K	$514K	$497K	$496K	$782K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	101%	96%	95%	97%	92%	89%	87%	87%	77%	73%

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
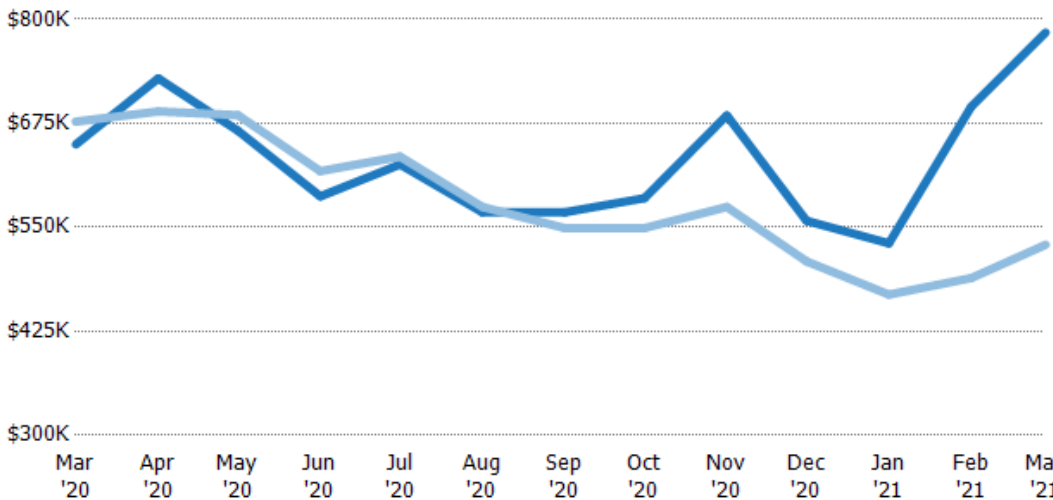
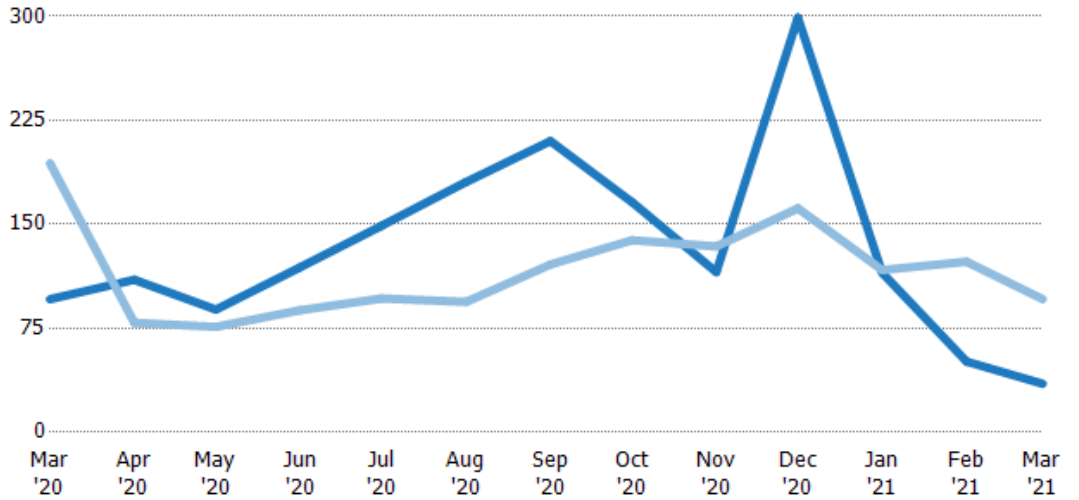|	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	$650K	$729K	$666K	$587K	$626K	$568K	$568K	$585K	$685K	$558K	$531K	$695K	$784K
Median Listing Price	$677K	$689K	$685K	$618K	$635K	$574K	$549K	$549K	$574K	$509K	$469K	$489K	$529K
Med Listing Price as a % of Med Est Value	104%	95%	103%	105%	102%	101%	97%	94%	84%	91%	88%	70%	67%

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

Month/Year	Days	% Chg.
Mar '21	35	-63.5%
Mar '20	96	-50.5%
Mar '19	194	12.9%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	96	110	88.5	119	149	181	210	166	116	299	115	51	35
Prior Year	194	79	76	88	96.5	94	121	139	134	162	117	123	96
Percent Change from Prior Year	-51%	39%	16%	35%	54%	92%	74%	20%	-14%	85%	-2%	-59%	-64%

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
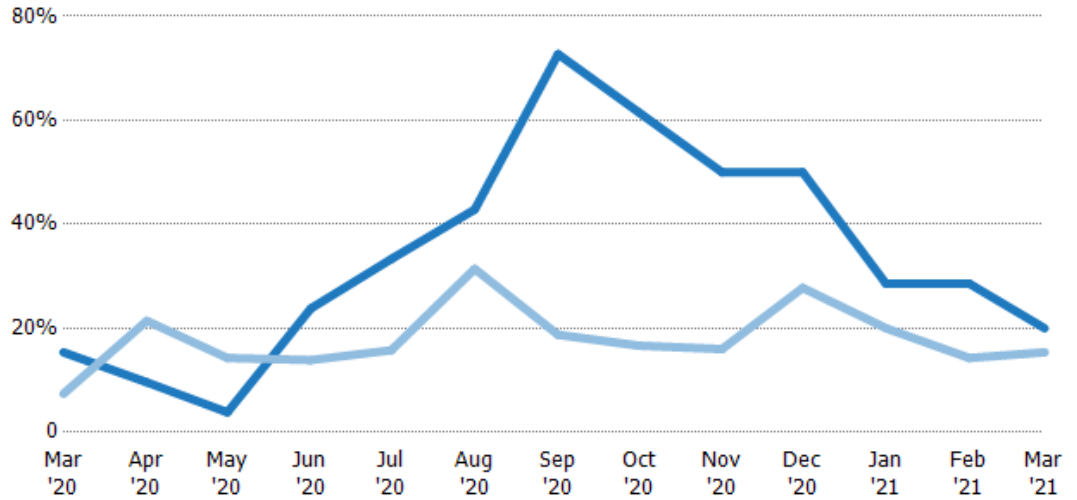Property Type:
Condo/Townhouse/Apt., Single
Family
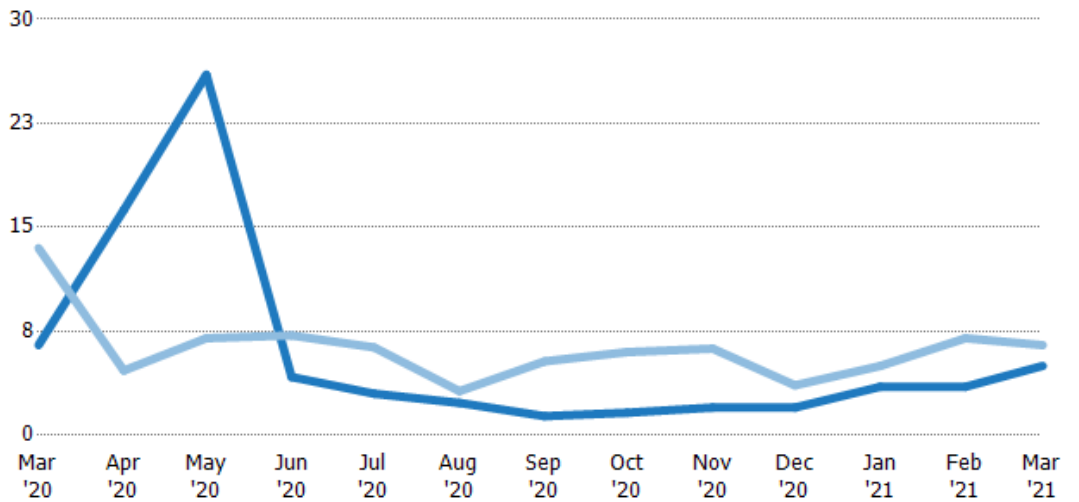
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	6.5	16.3	26	4.2	3	2.33	1.38	1.63	2	2	3.5	3.5	5
Prior Year	13.5	4.67	7	7.2	6.33	3.18	5.33	6	6.25	3.6	5	7	6.5
Percent Change from Prior Year	-52%	-100%	271%	-42%	-53%	-27%	-74%	-73%	-68%	-44%	-30%	-50%	-23%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	15%	10%	4%	24%	33%	43%	73%	62%	50%	50%	29%	29%	20%
Prior Year	7%	21%	14%	14%	16%	31%	19%	17%	16%	28%	20%	14%	15%
Change from Prior Year	-8%	21%	10%	-10%	-18%	-11%	-54%	-45%	-34%	-22%	-9%	-14%	-5%

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
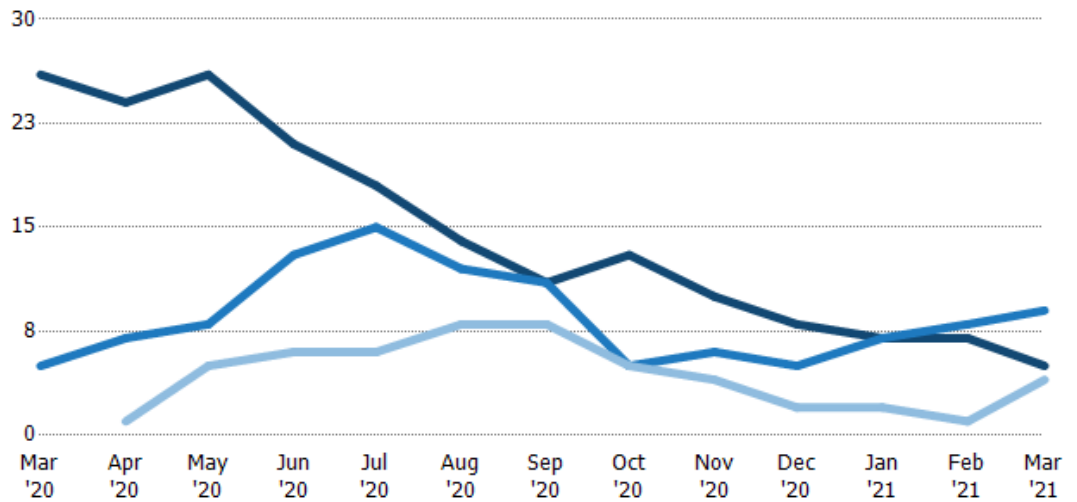
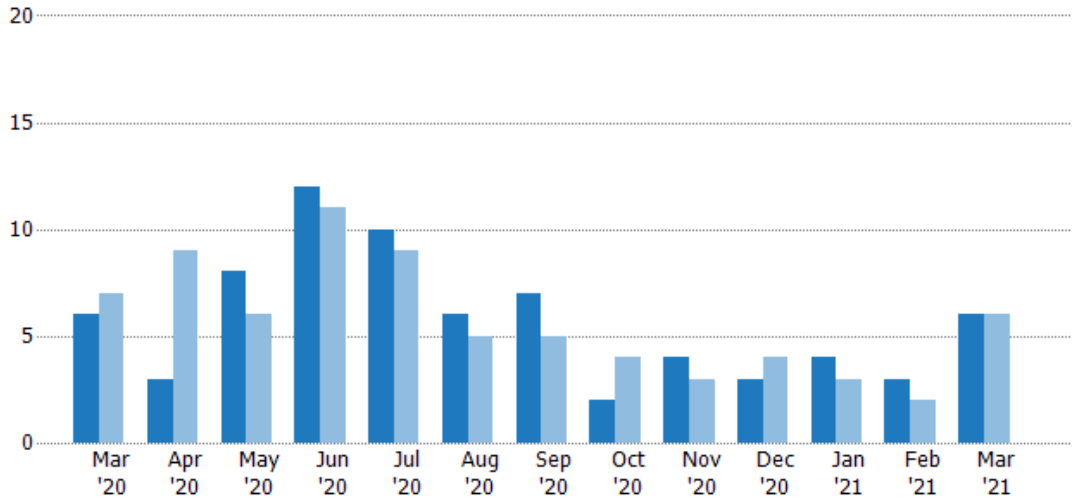|	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	26	24	26	21	18	14	11	13	10	8	7	7	5
Pending	5	7	8	13	15	12	11	5	6	5	7	8	9
Sold	-	1	5	6	6	8	8	5	4	2	2	1	4

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

Month/Year	Count	% Chg.
Mar '21	6	0%
Mar '20	6	-14.3%
Mar '19	7	-57.1%

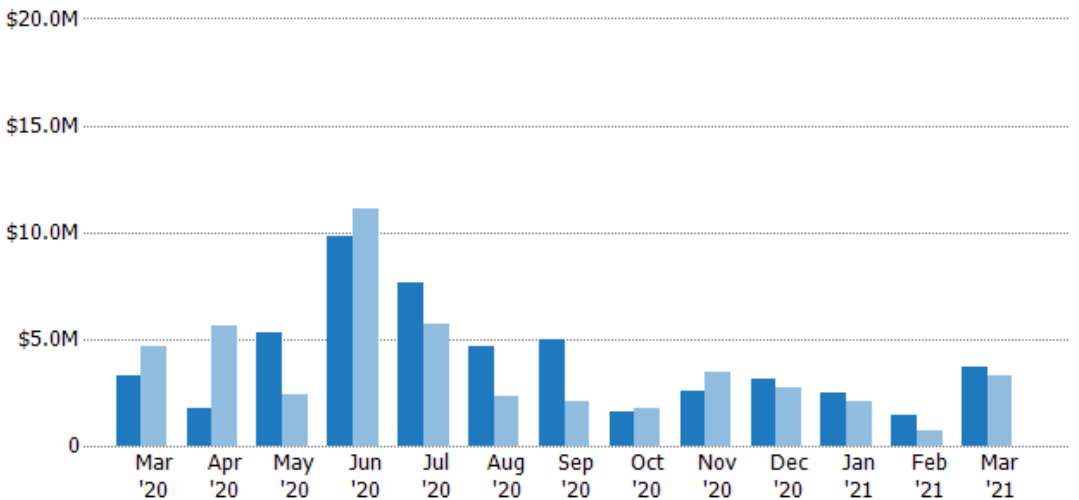| | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 6 | 3 | 8 | 12 | 10 | 6 | 7 | 2 | 4 | 3 | 4 | 3 | 6 |
| Prior Year | 7 | 9 | 6 | 11 | 9 | 5 | 5 | 4 | 3 | 4 | 3 | 2 | 6 |
| Percent Change from Prior Year | -14% | -67% | 33% | 9% | 11% | 20% | 40% | -50% | 33% | -25% | 33% | 50% | 0% |

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

Month/Year	Volume	% Chg.
Mar '21	$3.7M	13%
Mar '20	$3.28M	-29.7%
Mar '19	$4.66M	-47.2%

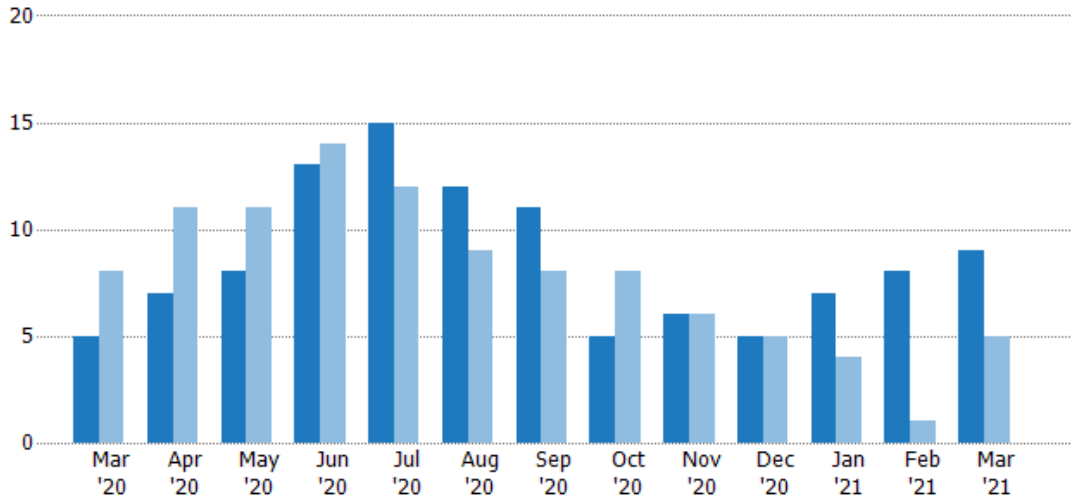|	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	$3.28M	$1.75M	$5.27M	$9.79M	$7.66M	$4.65M	$5.01M	$1.58M	$2.57M	$3.12M	$2.49M	$1.44M	$3.7M
Prior Year	$4.66M	$5.64M	$2.42M	$11.1M	$5.67M	$2.3M	$2.08M	$1.73M	$3.48M	$2.74M	$2.06M	$684K	$3.28M
Percent Change from Prior Year	-30%	-69%	118%	-12%	35%	103%	140%	-9%	-26%	14%	21%	111%	13%

Vermont Association of Realtors®

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

Month/Year	Count	% Chg.
Mar '21	9	80%
Mar '20	5	-37.5%
Mar '19	8	-37.5%

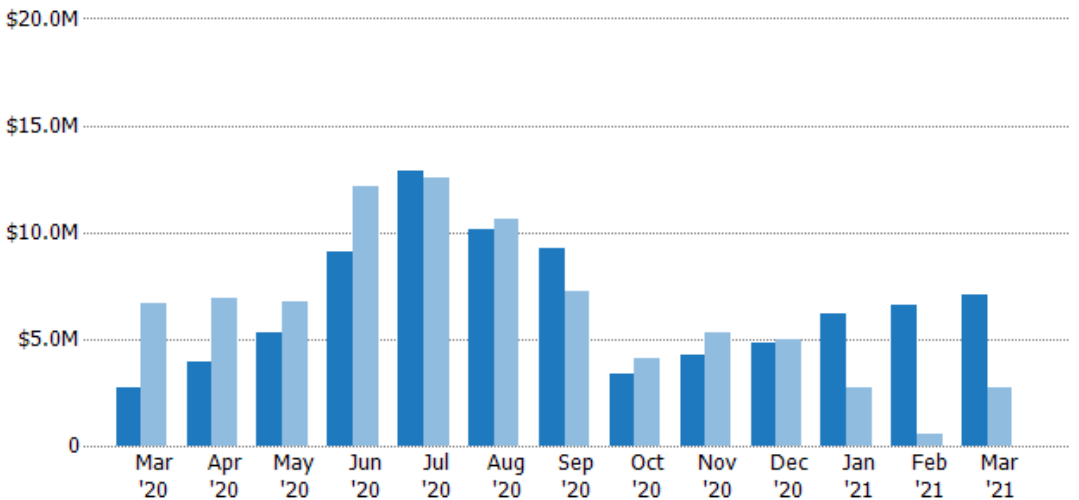| | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 5 | 7 | 8 | 13 | 15 | 12 | 11 | 5 | 6 | 5 | 7 | 8 | 9 |
| Prior Year | 8 | 11 | 11 | 14 | 12 | 9 | 8 | 8 | 6 | 5 | 4 | 1 | 5 |
| Percent Change from Prior Year | -38% | -36% | -27% | -7% | 25% | 33% | 38% | -38% | 0% | 0% | 75% | 700% | 80% |

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

Month/Year	Volume	% Chg.
Mar '21	$7.1M	158.6%
Mar '20	$2.75M	-58.9%
Mar '19	$6.68M	-45.3%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	$2.75M	$3.96M	$5.27M	$9.09M	$12.9M	$10.1M	$9.28M	$3.36M	$4.21M	$4.78M	$6.19M	$6.59M	$7.1M
Prior Year	$6.68M	$6.94M	$6.72M	$12.1M	$12.6M	$10.6M	$7.26M	$4.12M	$5.3M	$4.97M	$2.74M	$535K	$2.75M
Percent Change from Prior Year	-59%	-43%	-22%	-25%	2%	-5%	28%	-19%	-20%	-4%	126%	1,132%	159%

Closed Sales

The total number of residential properties sold each month.
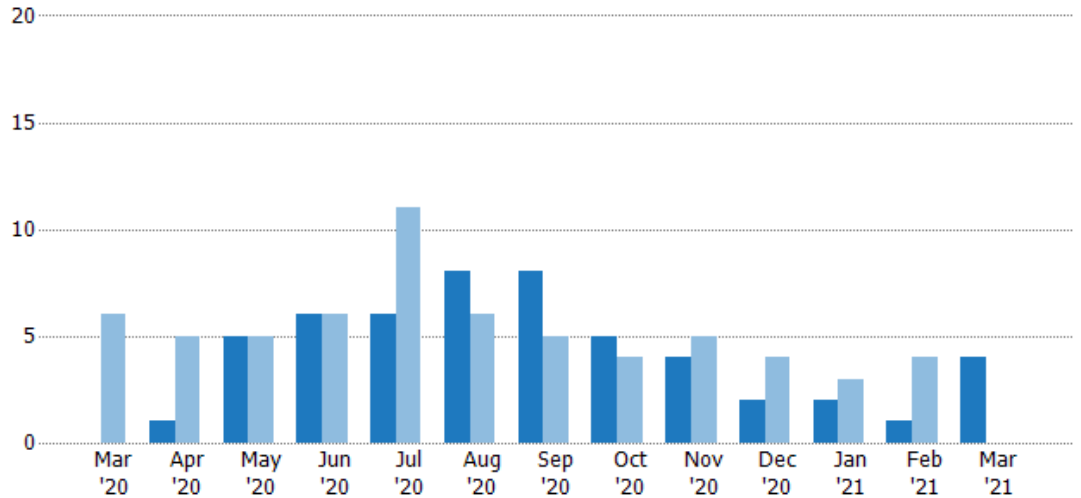
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	1	5	6	6	8	8	5	4	2	2	1	4
Prior Year	6	5	5	6	11	6	5	4	5	4	3	4	-
Percent Change from Prior Year	-100%	-80%	0%	0%	-45%	33%	60%	25%	-20%	-50%	-33%	-75%	100%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	$510K	$2.82M	$5.16M	$2.72M	$7.02M	$4.77M	$5.52M	$2.45M	$1.7M	$1.07M	$630K	$2.26M
Prior Year	$3.55M	$4.61M	$2.31M	$4.79M	$4.69M	$3.55M	$5.39M	$4.48M	$2.17M	$2.21M	$3.47M	$2.69M	-
Percent Change from Prior Year	-100%	-89%	22%	8%	-42%	98%	-12%	23%	13%	-23%	-69%	-77%	100%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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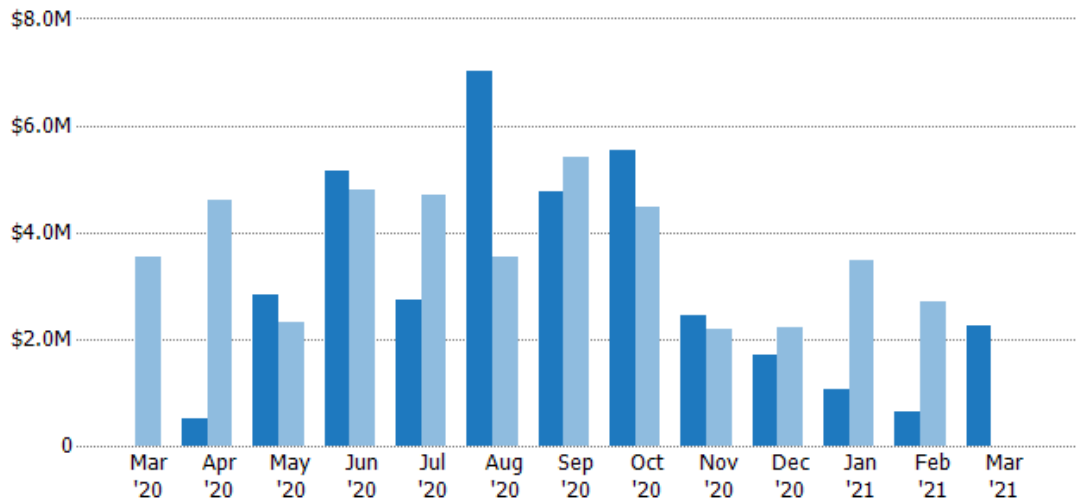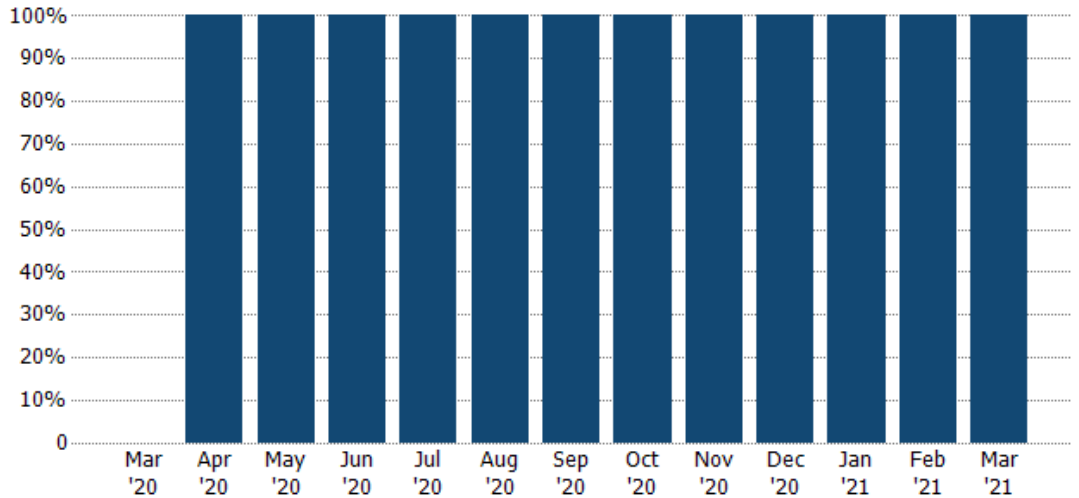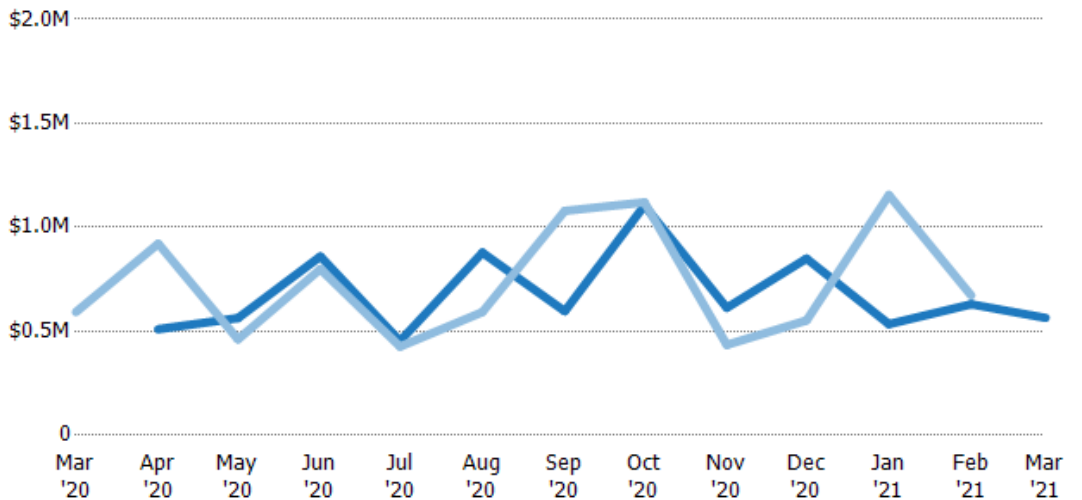Property Type:
Condo/Townhouse/Apt., Single
Family

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
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
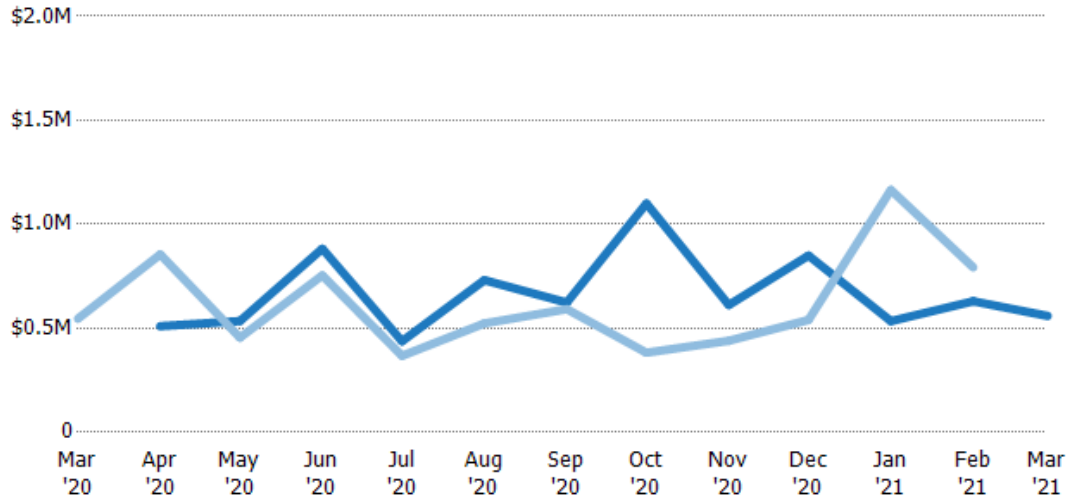Property Type:
Condo/Townhouse/Apt., Single
Family

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	$510K	$564K	$860K	$453K	$878K	$596K	$1.1M	$613K	$850K	$535K	$630K	$564K
Prior Year	$592K	$921K	$461K	$799K	$426K	$592K	$1.08M	$1.12M	$435K	$552K	$1.16M	$672K	-
Percent Change from Prior Year	-100%	-45%	22%	8%	6%	48%	-45%	-1%	41%	54%	-54%	-6%	100%

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

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	$510K	$535K	$883K	$438K	$732K	$624K	$1.1M	$612K	$850K	$535K	$630K	$560K
Prior Year	$546K	$855K	$455K	$755K	$368K	$524K	$592K	$383K	$440K	$540K	$1.17M	$793K	-
Percent Change from Prior Year	-100%	-40%	18%	17%	19%	40%	5%	188%	39%	57%	-54%	-21%	100%

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
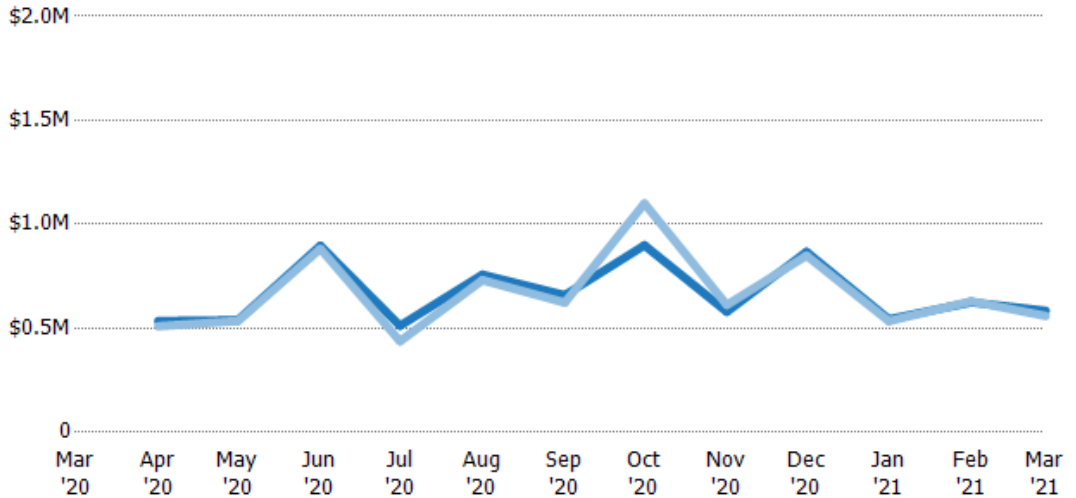Property Type:
Condo/Townhouse/Apt., Single Family
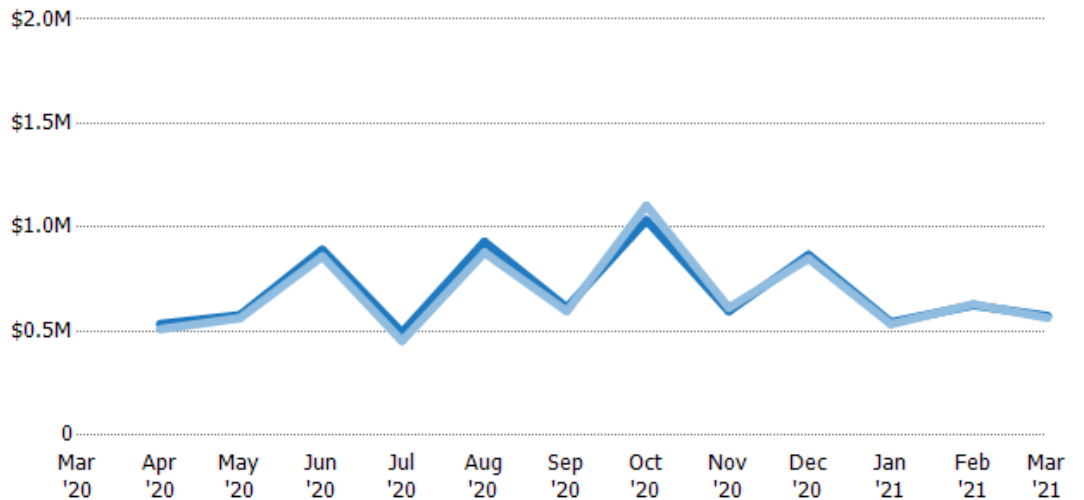
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	-	$535K	$577K	$892K	$494K	$930K	$614K	$1.03M	$596K	$867K	$543K	$625K	$573K
Avg Sales Price	-	$510K	$564K	$860K	$453K	$878K	$596K	$1.1M	$613K	$850K	$535K	$630K	$564K
Avg Sales Price as a % of Avg List Price	-	95%	98%	96%	92%	94%	97%	107%	103%	98%	98%	101%	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:
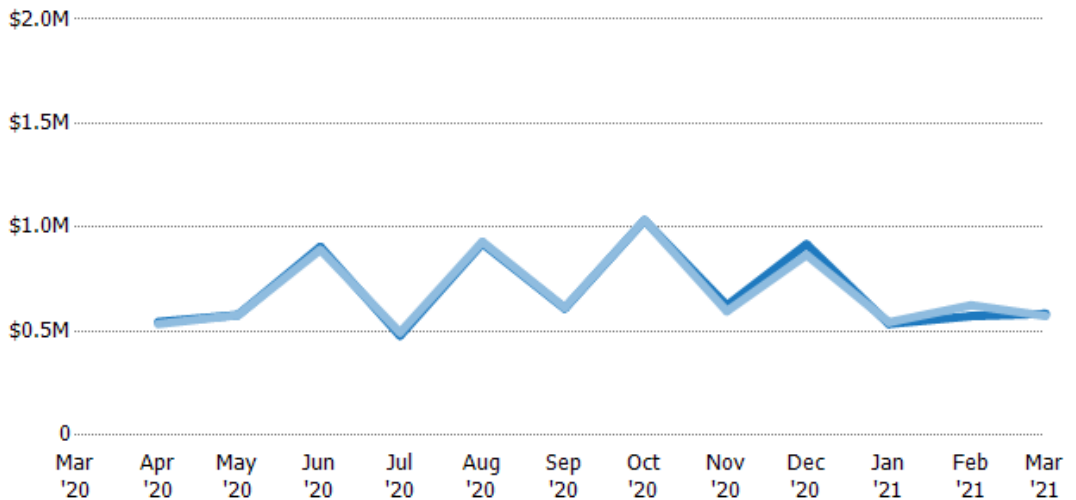Condo/Townhouse/Apt., Single
Family

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
■ Median List Price	-	$535K	$539K	$897K	$512K	$757K	$659K	$899K	$579K	$867K	$543K	$625K	$584K
■ Median Sales Price	-	$510K	$535K	$883K	$438K	$732K	$624K	$1.1M	$612K	$850K	$535K	$630K	$560K
Med Sales Price as a % of Med List Price	-	95%	99%	98%	85%	97%	95%	122%	106%	98%	98%	101%	96%

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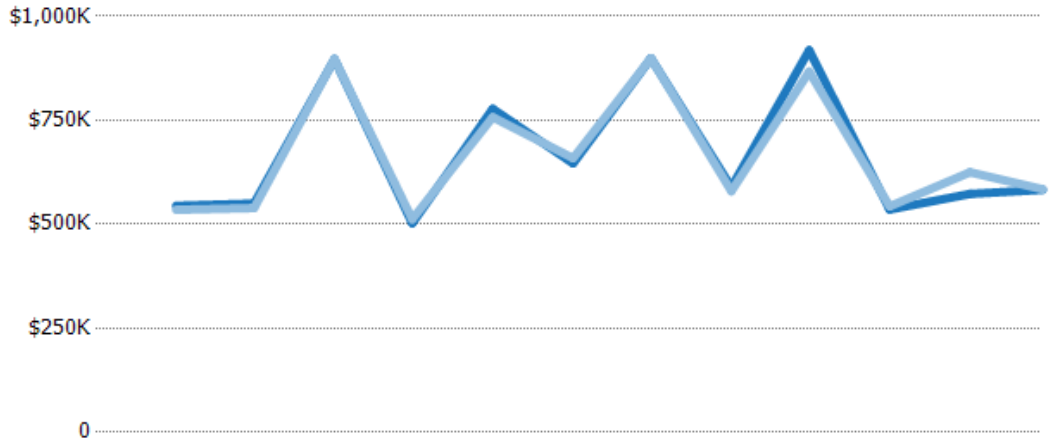Property Type:
Condo/Townhouse/Apt., Single
Family

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
■ Avg Est Value	-	$545K	$578K	$906K	$479K	$923K	$610K	$1.03M	$624K	$919K	$536K	$573K	$584K
■ Avg Sales Price	-	$535K	$577K	$892K	$494K	$930K	$614K	$1.03M	$596K	$867K	$543K	$625K	$573K
Avg Sales Price as a % of Avg Est Value	-	98%	100%	98%	103%	101%	101%	100%	96%	94%	101%	109%	98%

RPR®

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.

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
■ Median Est Value	-	$545K	$550K	$897K	$502K	$778K	$646K	$899K	$589K	$919K	$536K	$573K	$583K
■ Median Sales Price	-	$535K	$539K	$897K	$512K	$757K	$659K	$899K	$579K	$867K	$543K	$625K	$584K
Med Sales Price as a % of Med Est Value	-	98%	98%	100%	102%	97%	102%	100%	98%	94%	101%	109%	100%