

Summary of Key Listing and Sales Metrics

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

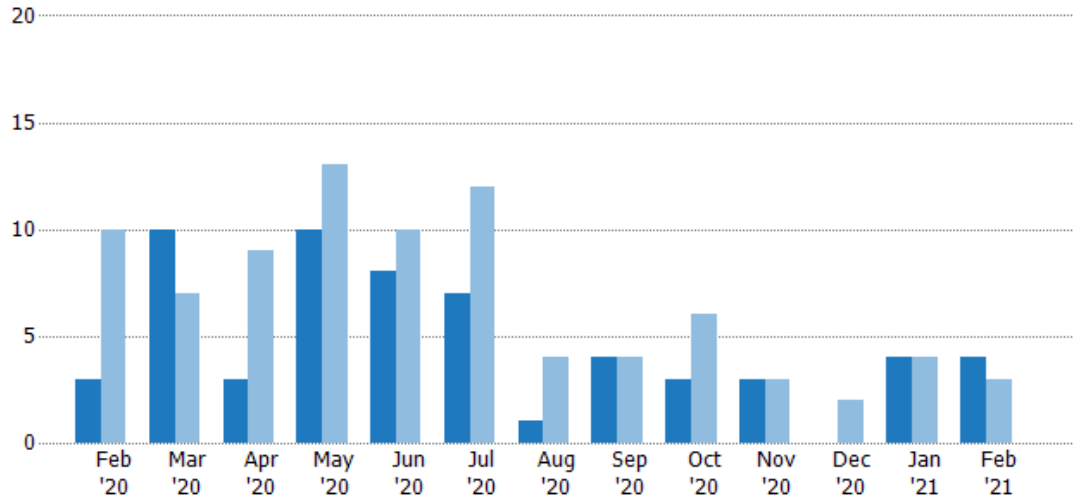
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	8	7	+14.3%
New Listing Volume	\$2,032,000	\$2,703,062	-24.8%	\$4,320,900	\$6,285,462	-31.3%
Active Listing Count	7	21	-66.7%	N/A	N/A	
Active Listing Volume	\$3,469,000	\$16,657,162	-79.2%	N/A	N/A	
Average Listing Price	\$495,571	\$793,198	-37.5%	\$496,354	\$801,006	-38%
Median Listing Price	\$489,000	\$675,000	-27.6%	\$479,031	\$684,146	-30%
Median Days in RPR	51	123	-58.5%	93.67	120.43	-22.2%
Months of Inventory	3.5	7	-50%	2	13.7	-85.4%
Absorption Rate	28.57%	14.29%	+14.3%	50%	7.32%	+42.7%
Sales Activity Charts Metrics						
New Pending Sales Count	3	2	+50%	7	5	+40%
New Pending Sales Volume	\$1,443,900	\$684,000	+111.1%	\$3,937,300	\$2,741,000	+43.6%
Pending Sales Count	8	1	+700%	N/A	N/A	
Pending Sales Volume	\$6,591,200	\$535,000	+1,132%	N/A	N/A	
Closed Sales Count	1	4	-75%	3	7	-57.1%
Closed Sales Volume	\$630,000	\$2,687,500	-76.6%	\$1,699,000	\$6,152,500	-72.4%
Average Sales Price	\$630,000	\$671,875	-6.2%	\$566,333	\$878,929	-35.6%
Median Sales Price	\$630,000	\$792,500	-20.5%	\$566,333	\$952,143	-40.5%

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



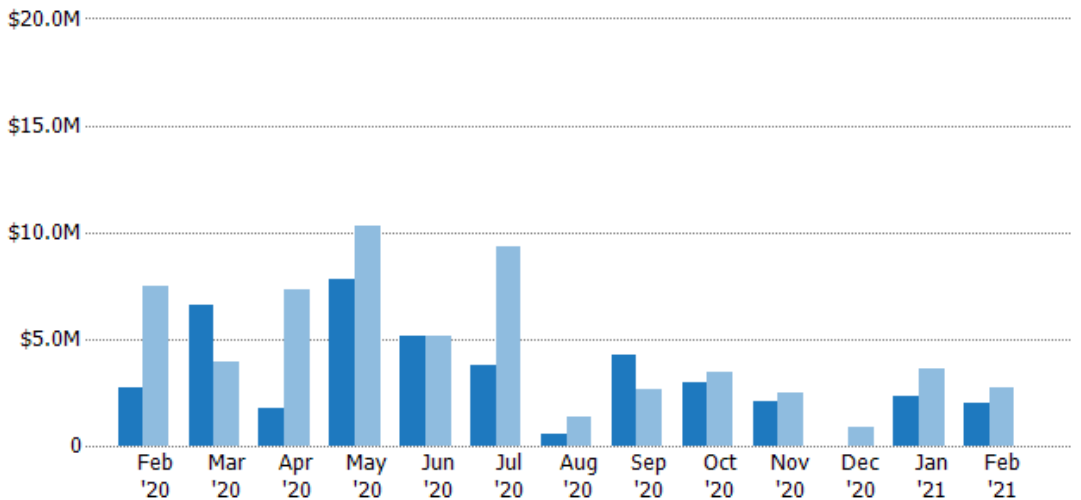
Current Year	3	10	3	10	8	7	1	4	3	3	-	4	4
Prior Year	10	7	9	13	10	12	4	4	6	3	2	4	3
Percent Change from Prior Year	-70%	43%	-67%	-23%	-20%	-42%	-75%	0%	-50%	0%	-100%	0%	33%

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



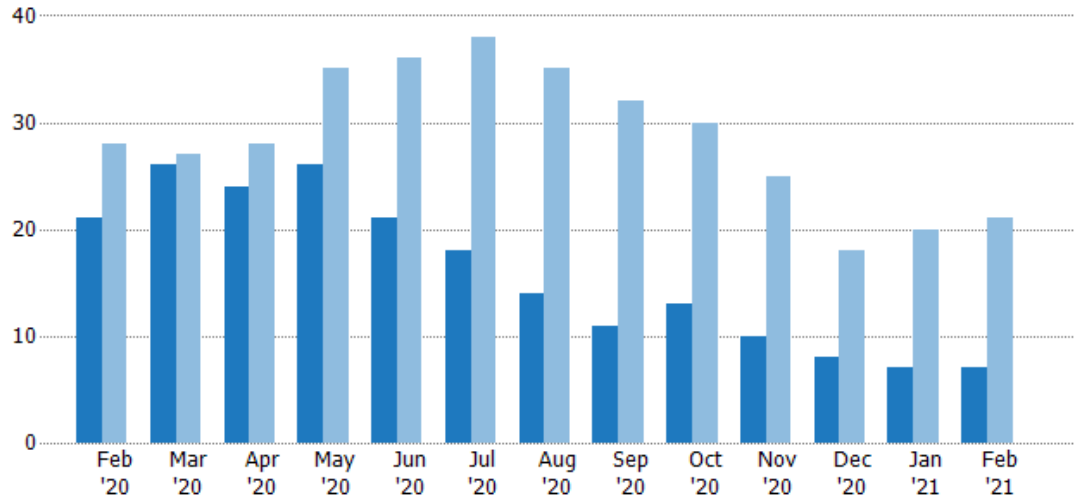
Current Year	\$2.7M	\$6.59M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.94M	\$2.04M	-	\$2.29M	\$2.03M
Prior Year	\$7.46M	\$3.89M	\$7.3M	\$10.3M	\$5.15M	\$9.35M	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M	\$2.7M
Percent Change from Prior Year	-64%	69%	-76%	-24%	1%	-60%	-60%	60%	-15%	-17%	-100%	-36%	-25%

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



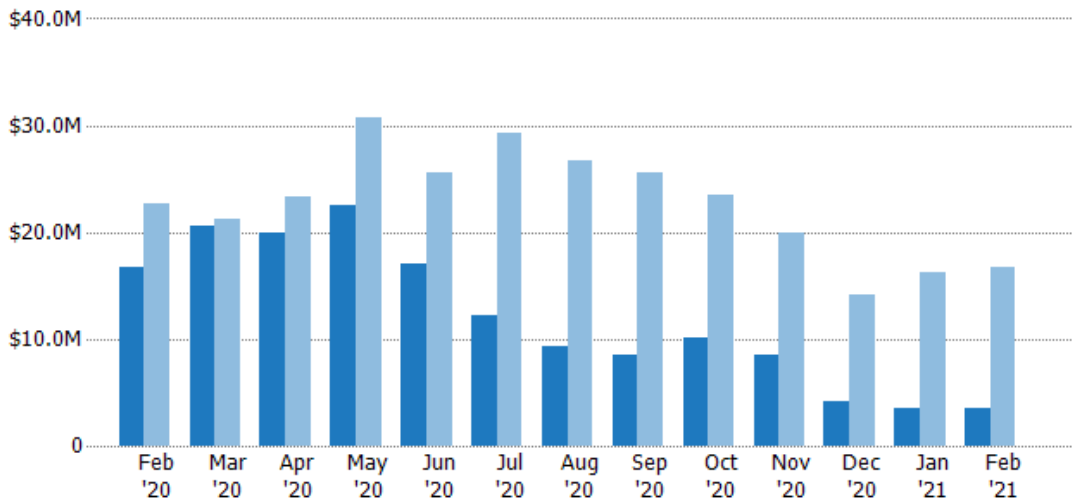
Month/Year	Count	% Chg.
Feb '21	7	-66.7%
Feb '20	21	-25%
Feb '19	28	-7.1%

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



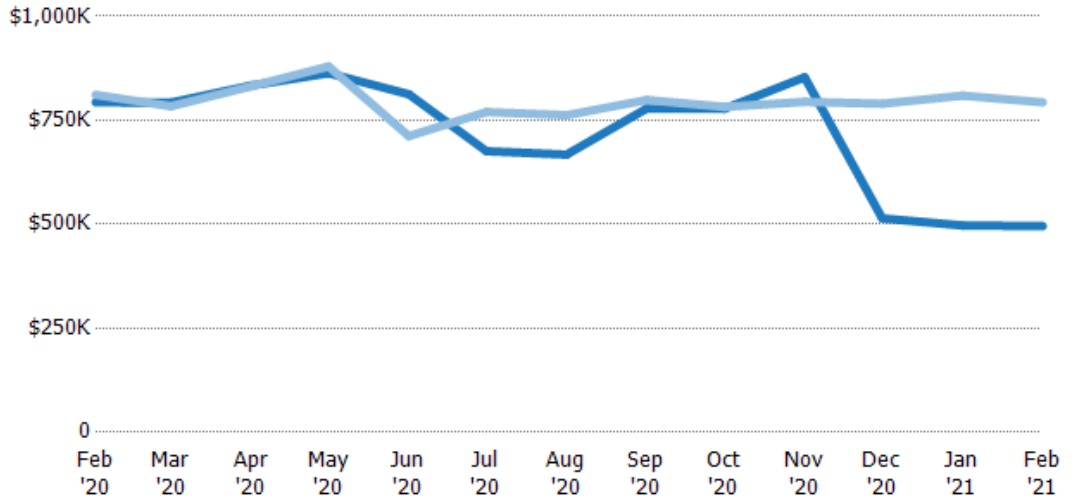
Month/Year	Volume	% Chg.
Feb '21	\$3.47M	-79.2%
Feb '20	\$16.7M	-26.6%
Feb '19	\$22.7M	14.3%

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



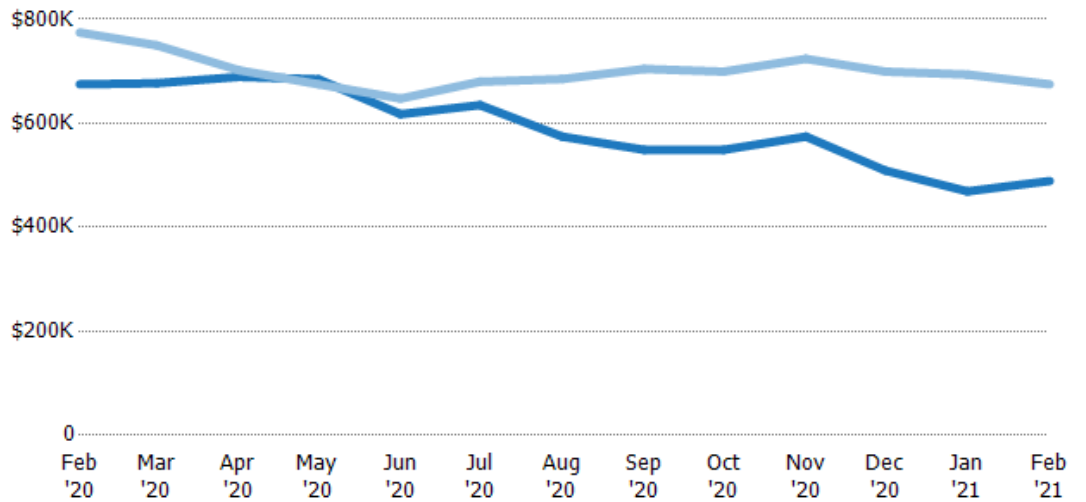
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Feb '21	\$496K	\$793K	-37.5%
Mar '21	\$792K	\$784K	1%
Apr '21	\$834K	\$832K	0%
May '21	\$863K	\$879K	-2%
Jun '21	\$813K	\$712K	14%
Jul '21	\$676K	\$770K	-12%
Aug '21	\$668K	\$762K	-12%
Sep '21	\$778K	\$799K	-3%
Oct '21	\$778K	\$782K	-1%
Nov '21	\$853K	\$794K	7%
Dec '21	\$514K	\$790K	-35%
Jan '21	\$497K	\$809K	-39%
Feb '21	\$496K	\$793K	-38%

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



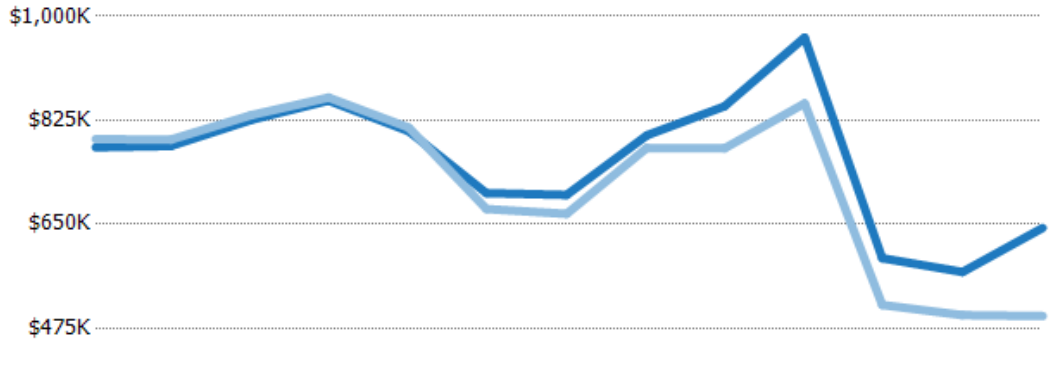
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Feb '21	\$489K	\$675K	-27.6%
Mar '21	\$677K	\$750K	-10%
Apr '21	\$689K	\$702K	-2%
May '21	\$685K	\$675K	1%
Jun '21	\$618K	\$648K	-5%
Jul '21	\$635K	\$680K	-7%
Aug '21	\$574K	\$685K	-16%
Sep '21	\$549K	\$704K	-22%
Oct '21	\$549K	\$699K	-22%
Nov '21	\$574K	\$724K	-21%
Dec '21	\$509K	\$699K	-27%
Jan '21	\$469K	\$694K	-32%
Feb '21	\$489K	\$675K	-28%

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



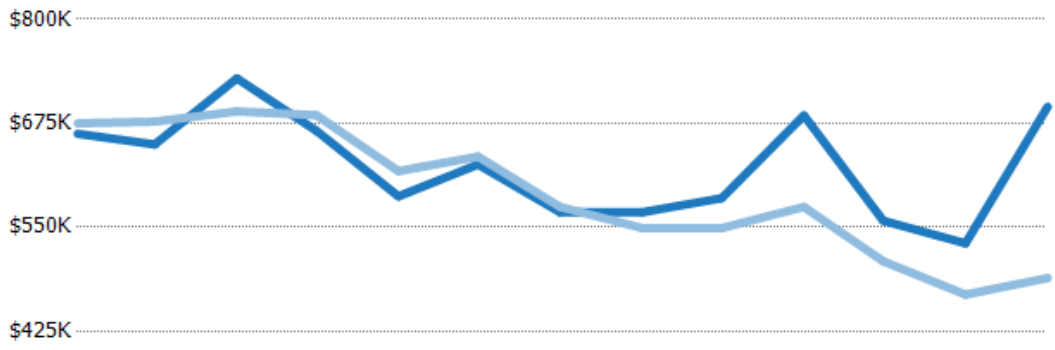
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$779K	\$782K	\$826K	\$858K	\$807K	\$702K	\$699K	\$800K	\$848K	\$964K	\$593K	\$570K	\$644K
Avg Listing Price	\$793K	\$792K	\$834K	\$863K	\$813K	\$676K	\$668K	\$778K	\$778K	\$853K	\$514K	\$497K	\$496K
Avg Listing Price as a % of Avg Est Value	102%	101%	101%	101%	101%	96%	95%	97%	92%	89%	87%	87%	77%

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



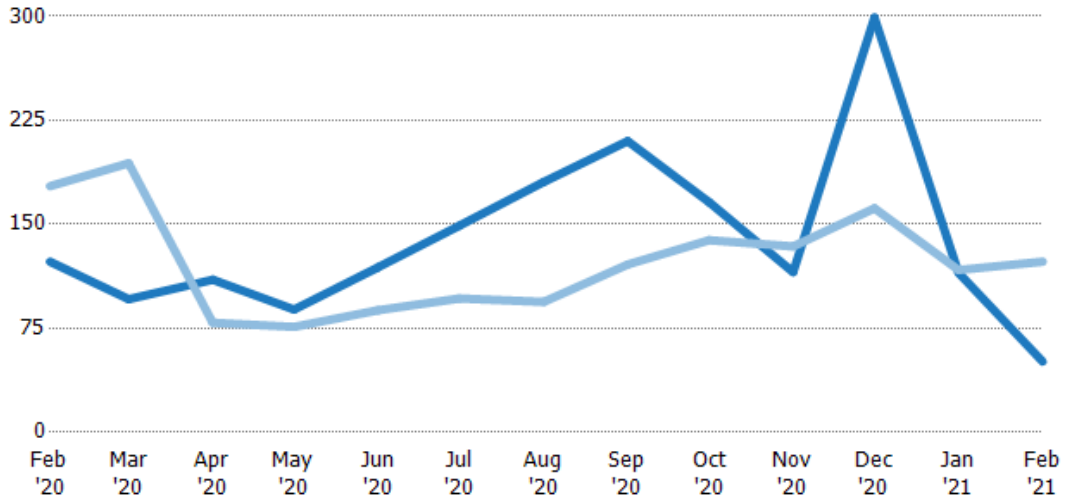
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$662K	\$650K	\$729K	\$666K	\$587K	\$626K	\$568K	\$568K	\$585K	\$685K	\$558K	\$531K	\$695K
Median Listing Price	\$675K	\$677K	\$689K	\$685K	\$618K	\$635K	\$574K	\$549K	\$549K	\$574K	\$509K	\$469K	\$489K
Med Listing Price as a % of Med Est Value	102%	104%	95%	103%	105%	102%	101%	97%	94%	84%	91%	88%	70%

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



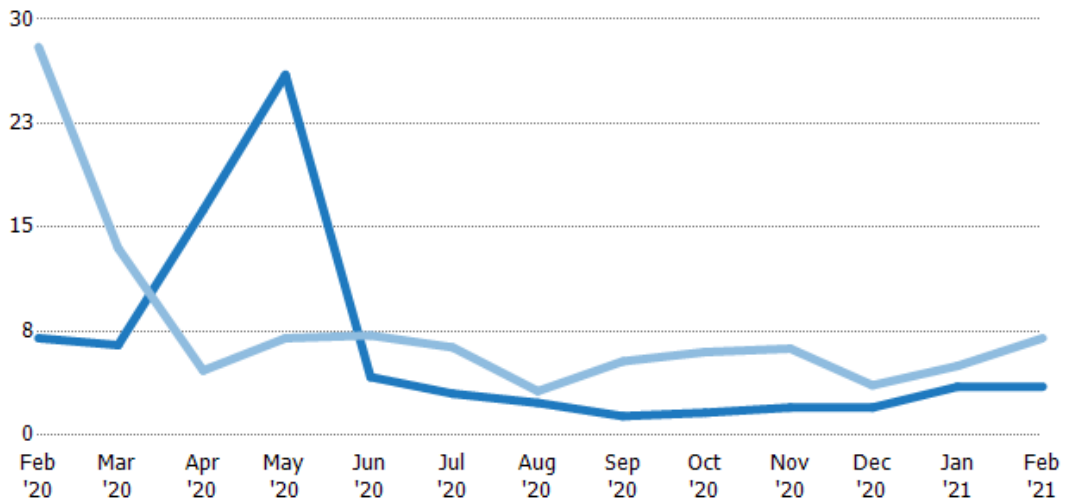
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	123	96	110	88.5	119	149	181	210	166	116	299	115	51
Prior Year	178	194	79	76	88	96.5	94	121	139	134	162	117	123
Percent Change from Prior Year	-31%	-51%	39%	16%	35%	54%	92%	74%	20%	-14%	85%	-2%	-59%

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



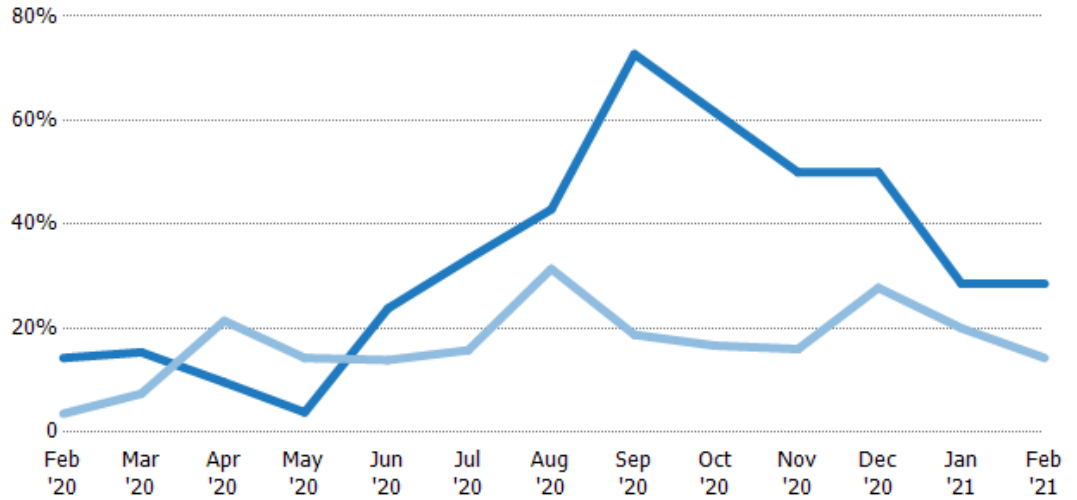
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	7	6.5	16.3	26	4.2	3	2.33	1.38	1.63	2	2	3.5	3.5
Prior Year	28	13.5	4.67	7	7.2	6.33	3.18	5.33	6	6.25	3.6	5	7
Percent Change from Prior Year	-75%	-52%	-100%	271%	-42%	-53%	-27%	-74%	-73%	-68%	-44%	-30%	-50%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



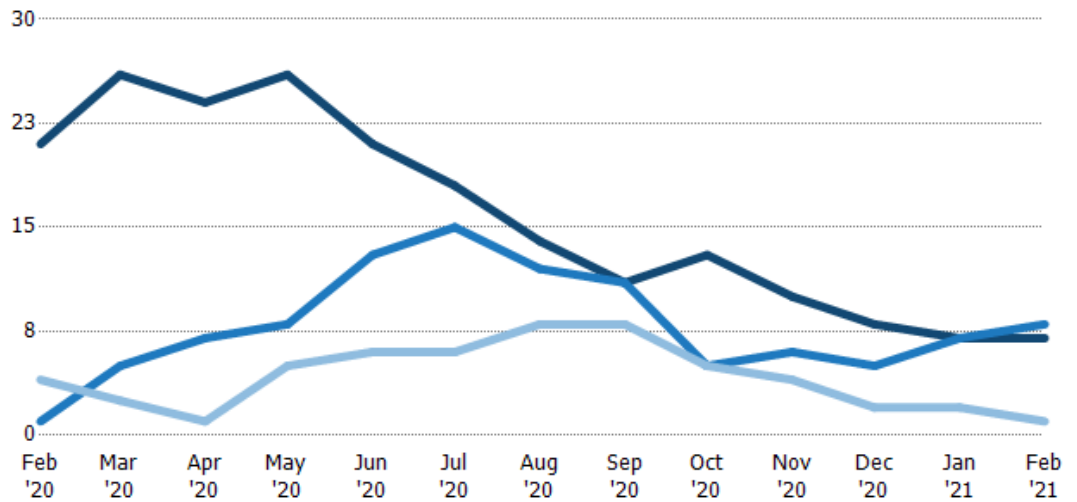
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	14%	15%	10%	4%	24%	33%	43%	73%	62%	50%	50%	29%	29%
Prior Year	4%	7%	21%	14%	14%	16%	31%	19%	17%	16%	28%	20%	14%
Change from Prior Year	-11%	-8%	21%	10%	-10%	-18%	-11%	-54%	-45%	-34%	-22%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

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	21	26	24	26	21	18	14	11	13	10	8	7	7
Pending	1	5	7	8	13	15	12	11	5	6	5	7	8
Sold	4	2.5	1	5	6	6	8	8	5	4	2	2	1

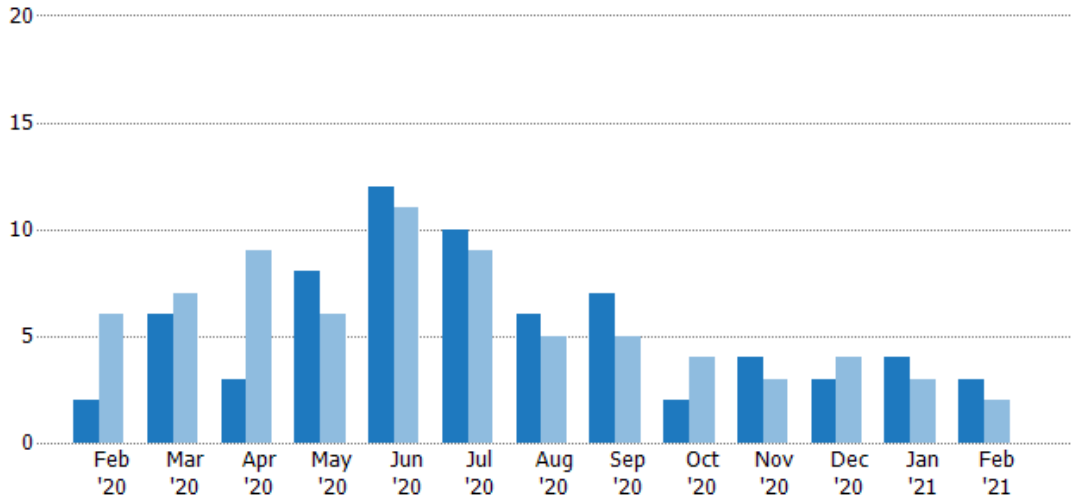
New Pending Sales

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.
Feb '21	3	50%
Feb '20	2	-66.7%
Feb '19	6	-16.7%



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

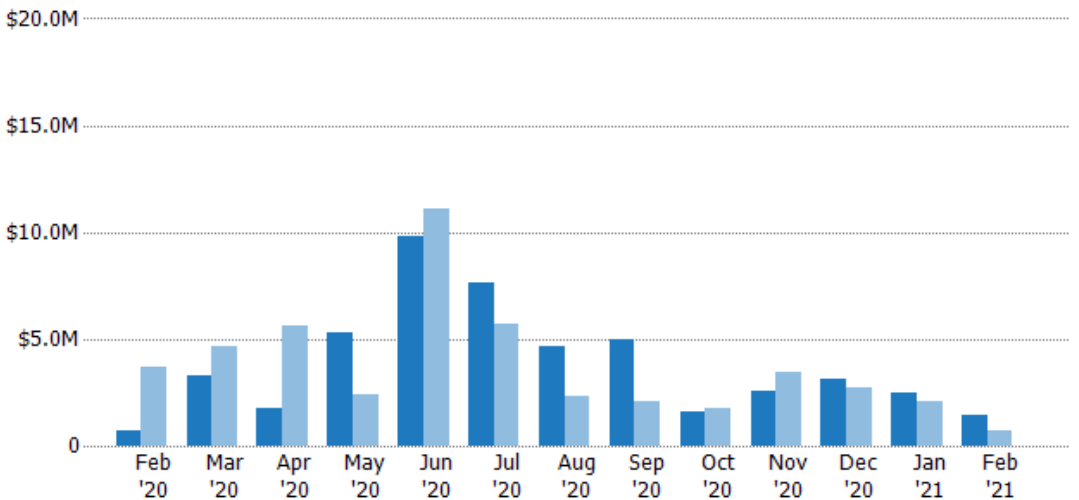
New Pending Sales Volume

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.
Feb '21	\$1.44M	111.1%
Feb '20	\$684K	-81.3%
Feb '19	\$3.65M	-29.4%



Current Year	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M	\$1.44M
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	\$684K
Percent Change from Prior Year	-81%	-30%	-69%	118%	-12%	35%	103%	140%	-9%	-26%	14%	21%	111%

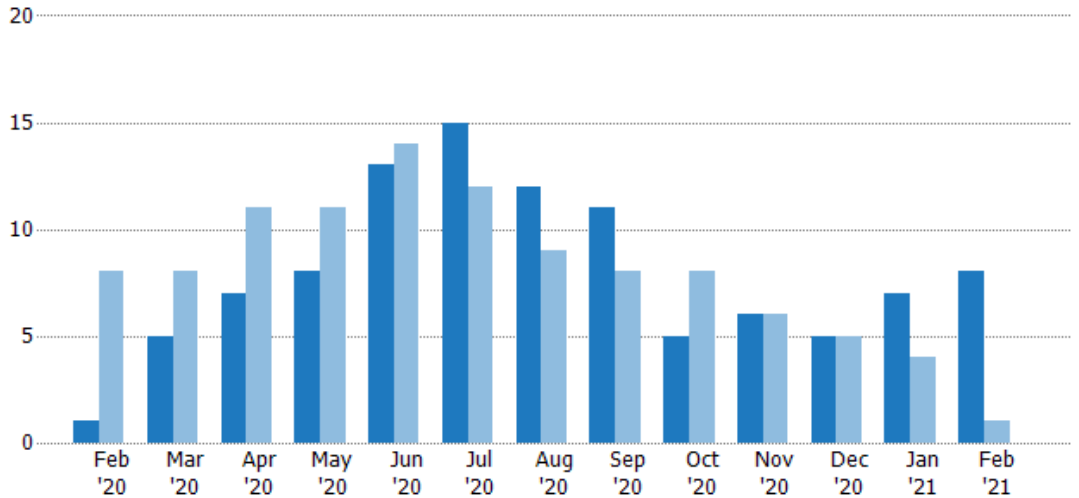
Pending Sales

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.
Feb '21	8	700%
Feb '20	1	-87.5%
Feb '19	8	-37.5%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	1	5	7	8	13	15	12	11	5	6	5	7	8
Prior Year	8	8	11	11	14	12	9	8	8	6	5	4	1
Percent Change from Prior Year	-88%	-38%	-36%	-27%	-7%	25%	33%	38%	-38%	0%	0%	75%	700%

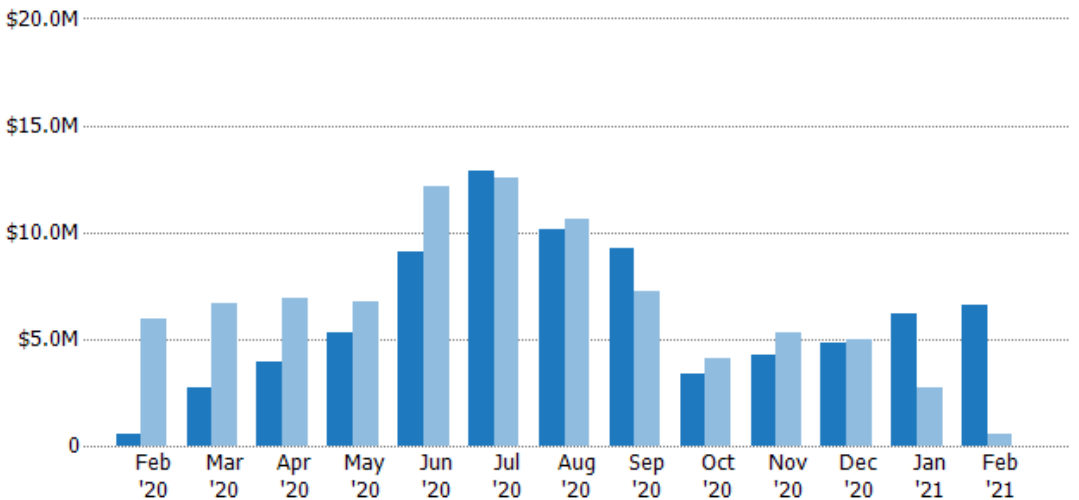
Pending Sales Volume

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.
Feb '21	\$6.59M	1,132%
Feb '20	\$535K	-91%
Feb '19	\$5.92M	-55.9%



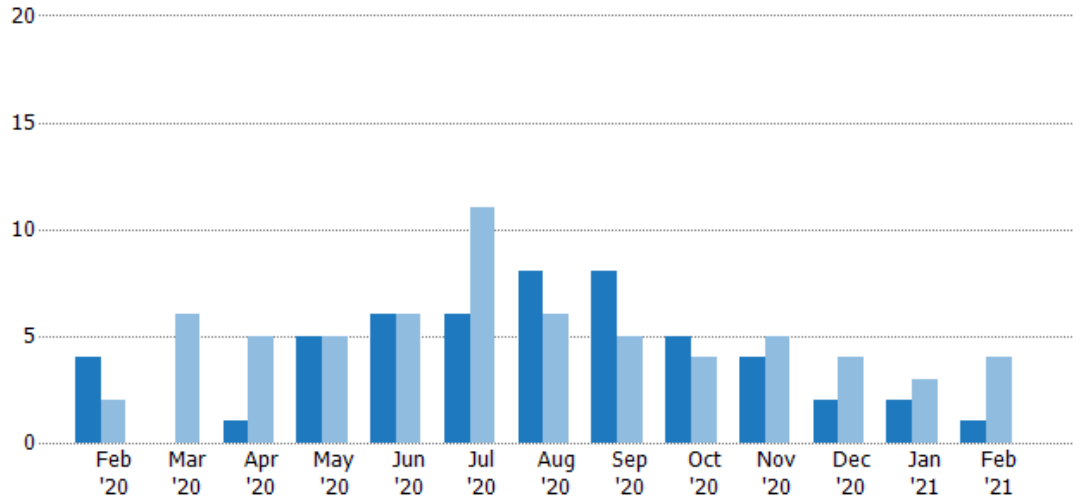
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M	\$10.1M	\$9.28M	\$3.36M	\$4.21M	\$4.78M	\$6.19M	\$6.59M
Prior Year	\$5.92M	\$6.68M	\$6.94M	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K
Percent Change from Prior Year	-91%	-59%	-43%	-22%	-25%	2%	-5%	28%	-19%	-20%	-4%	126%	1,132%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



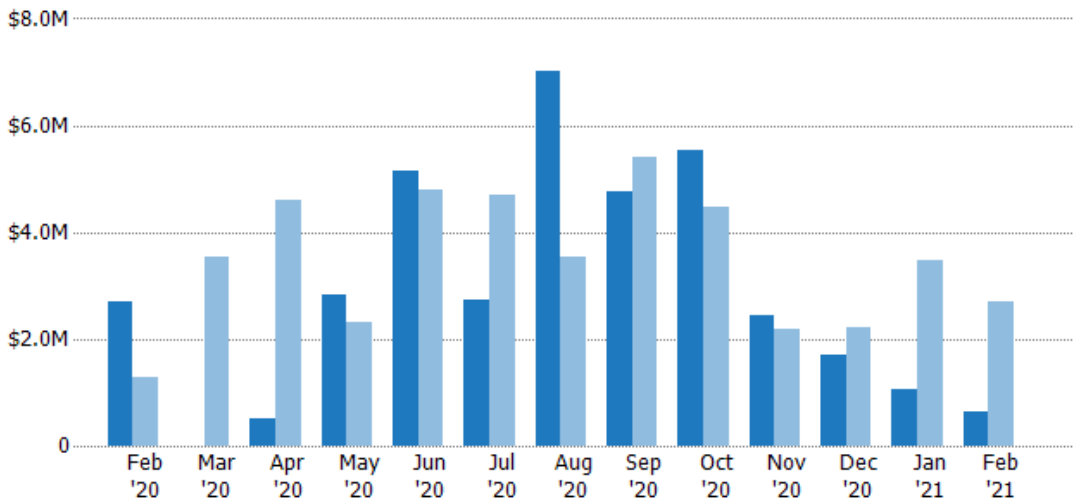
Current Year	4	-	1	5	6	6	8	8	5	4	2	2	1
Prior Year	2	6	5	5	6	11	6	5	4	5	4	3	4
Percent Change from Prior Year	100%	-100%	-80%	0%	0%	-45%	33%	60%	25%	-20%	-50%	-33%	-75%

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



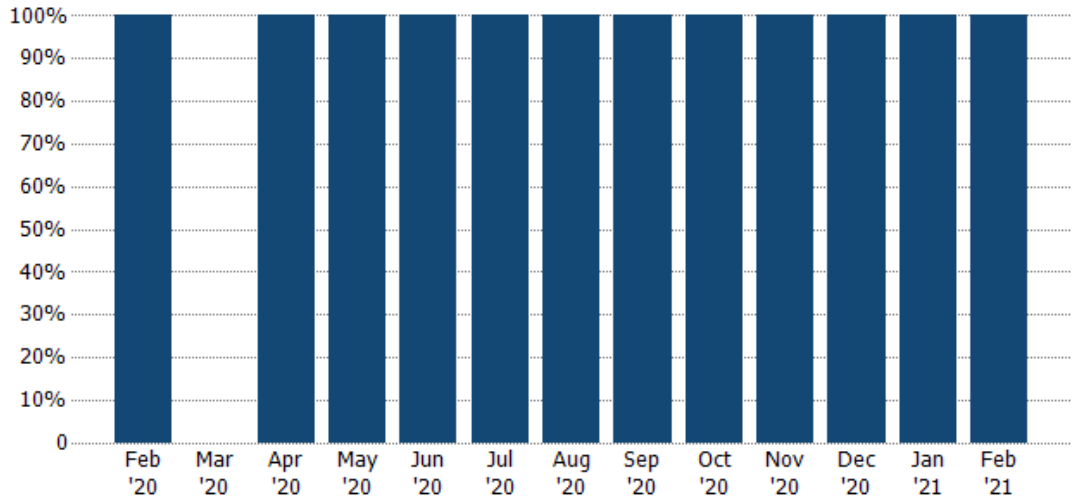
Current Year	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$1.7M	\$1.07M	\$630K
Prior Year	\$1.28M	\$3.55M	\$4.61M	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M
Percent Change from Prior Year	110%	-100%	-89%	22%	8%	-42%	98%	-12%	23%	13%	-23%	-69%	-77%

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



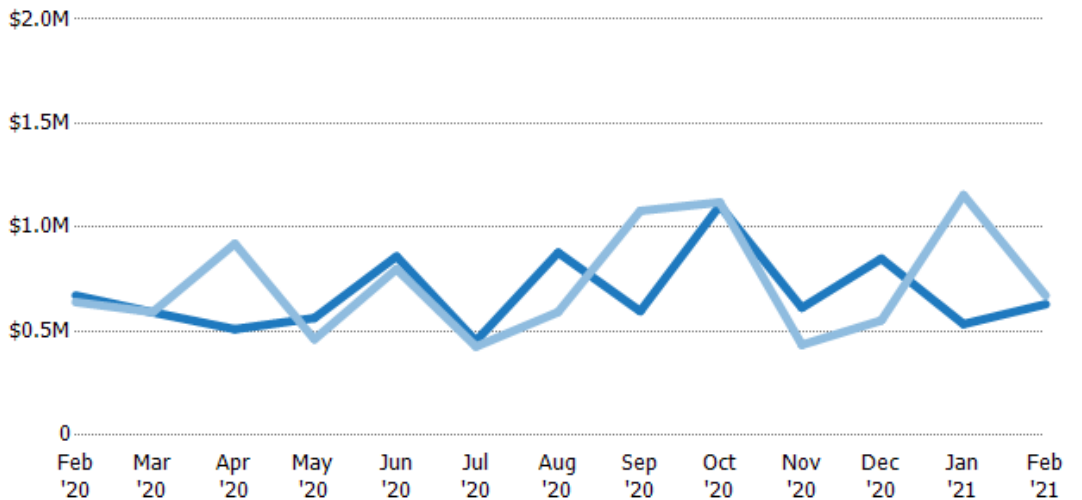
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Single Family Residence	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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



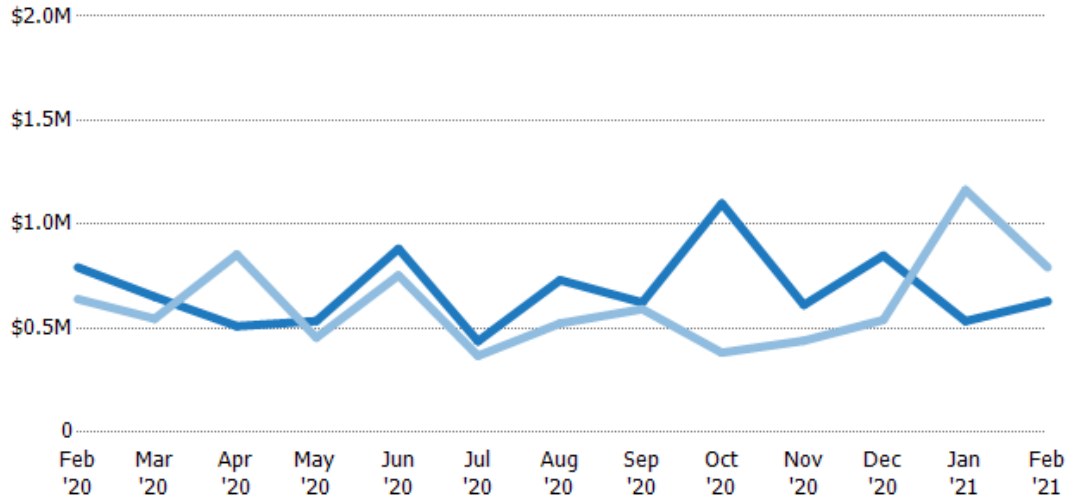
Current Year	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K
Prior Year	\$640K	\$592K	\$921K	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K
Percent Change from Prior Year	5%	-100%	-45%	22%	8%	6%	48%	-45%	-1%	41%	54%	-54%	-6%

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



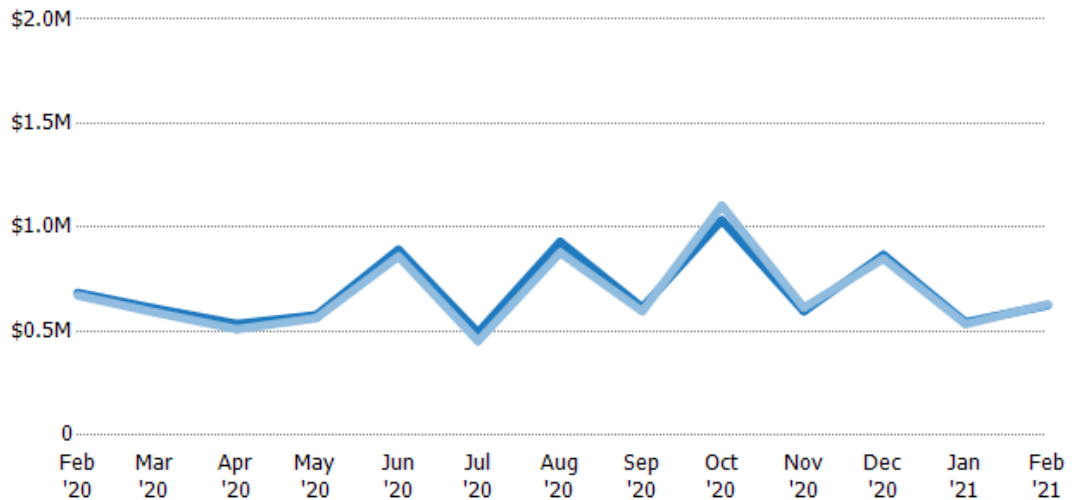
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K
Prior Year	\$640K	\$546K	\$855K	\$455K	\$755K	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K
Percent Change from Prior Year	24%	-100%	-40%	18%	17%	19%	40%	5%	188%	39%	57%	-54%	-21%

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



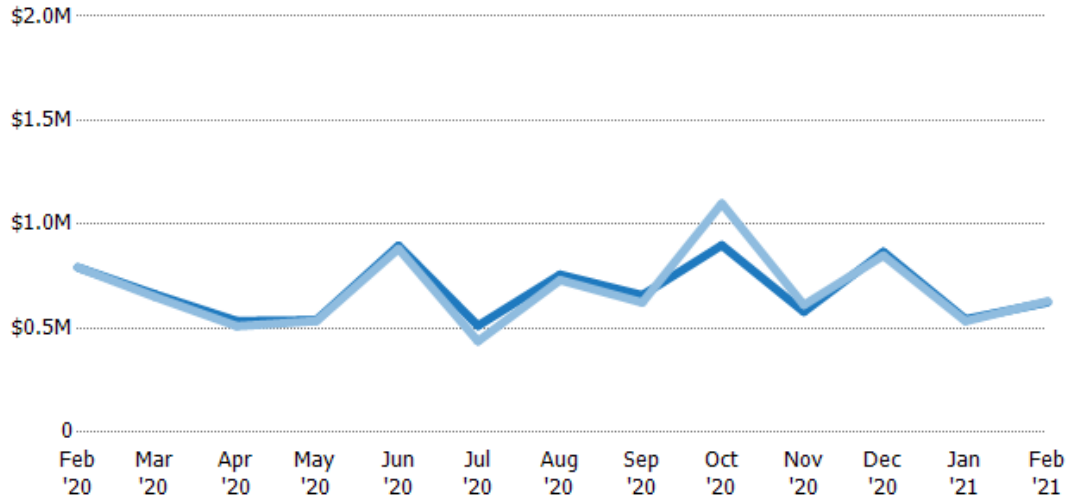
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg List Price	\$685K	\$610K	\$535K	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K
Avg Sales Price	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K
Avg Sales Price as a % of Avg List Price	98%	97%	95%	98%	96%	92%	94%	97%	107%	103%	98%	98%	101%

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



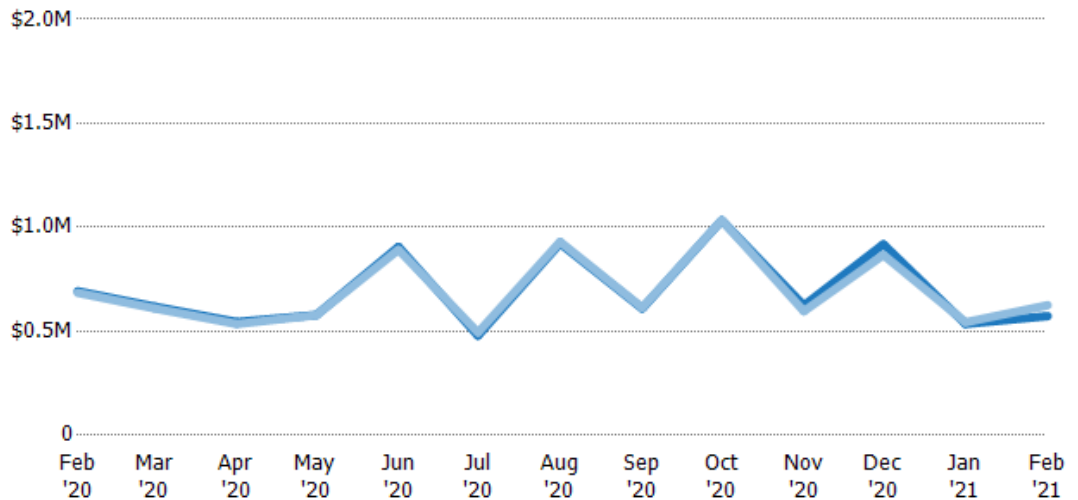
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$793K	\$664K	\$535K	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K
Median Sales Price	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K
Med Sales Price as a % of Med List Price	100%	98%	95%	99%	98%	85%	97%	95%	122%	106%	98%	98%	101%

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



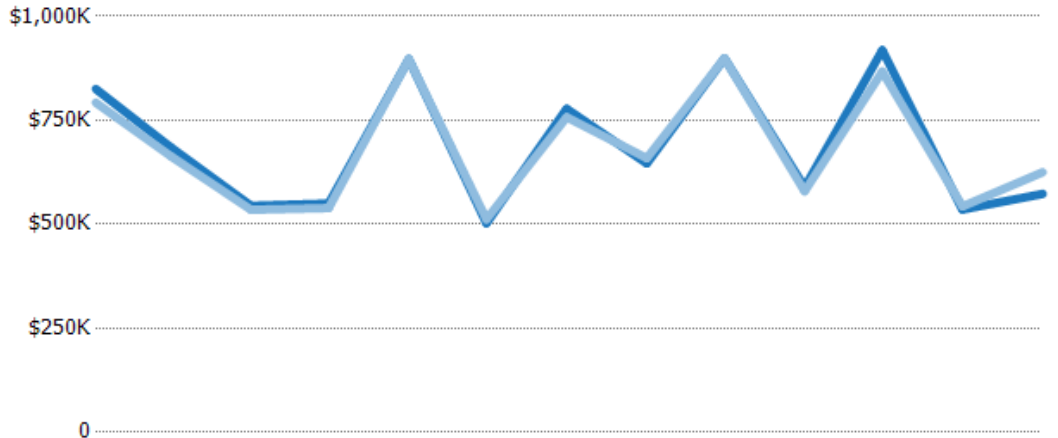
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$693K	\$619K	\$545K	\$578K	\$906K	\$479K	\$923K	\$610K	\$1.03M	\$624K	\$919K	\$536K	\$573K
Avg Sales Price	\$685K	\$610K	\$535K	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K
Avg Sales Price as a % of Avg Est Value	99%	99%	98%	100%	98%	103%	101%	101%	100%	96%	94%	101%	109%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$825K	\$685K	\$545K	\$550K	\$897K	\$502K	\$778K	\$646K	\$899K	\$589K	\$919K	\$536K	\$573K
Median Sales Price	\$793K	\$664K	\$535K	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K
Med Sales Price as a % of Med Est Value	96%	97%	98%	98%	100%	102%	97%	102%	100%	98%	94%	101%	109%