

Summary of Key Listing and Sales Metrics

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

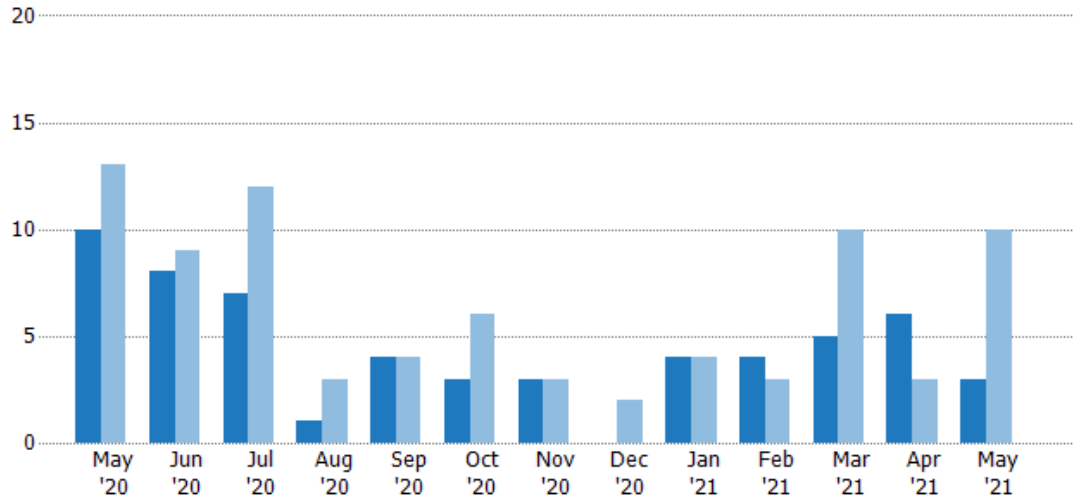
Key Metrics	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	10	-70%	22	30	-26.7%
New Listing Volume	\$1,477,000	\$7,829,799	-81.1%	\$15,125,800	\$22,456,161	-32.6%
Active Listing Count	5	28	-82.1%	N/A	N/A	
Active Listing Volume	\$2,885,000	\$23,110,761	-87.5%	N/A	N/A	
Average Listing Price	\$577,000	\$825,384	-30.1%	\$630,552	\$769,037	-18%
Median Listing Price	\$529,000	\$614,500	-13.9%	\$519,154	\$650,550	-20.2%
Median Days in RPR	96	88.5	+8.5%	82.38	104.38	-21.1%
Months of Inventory	1	28	-96.4%	2.8	6.8	-58.3%
Absorption Rate	100%	3.57%	+96.4%	35.29%	14.73%	+20.6%
Sales Activity Charts Metrics						
New Pending Sales Count	2	8	-75%	22	22	+/-
New Pending Sales Volume	\$943,000	\$5,265,900	-82.1%	\$12,159,200	\$13,031,800	-6.7%
Pending Sales Count	-	8	-	N/A	N/A	
Pending Sales Volume	-	\$5,271,800	-	N/A	N/A	
Closed Sales Count	1	5	-80%	13	12	+8.3%
Closed Sales Volume	\$360,000	\$2,817,500	-87.2%	\$9,261,000	\$8,730,000	+6.1%
Average Sales Price	\$360,000	\$563,500	-36.1%	\$712,385	\$727,500	-2.1%
Median Sales Price	\$360,000	\$535,000	-32.7%	\$549,769	\$755,833	-27.3%

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



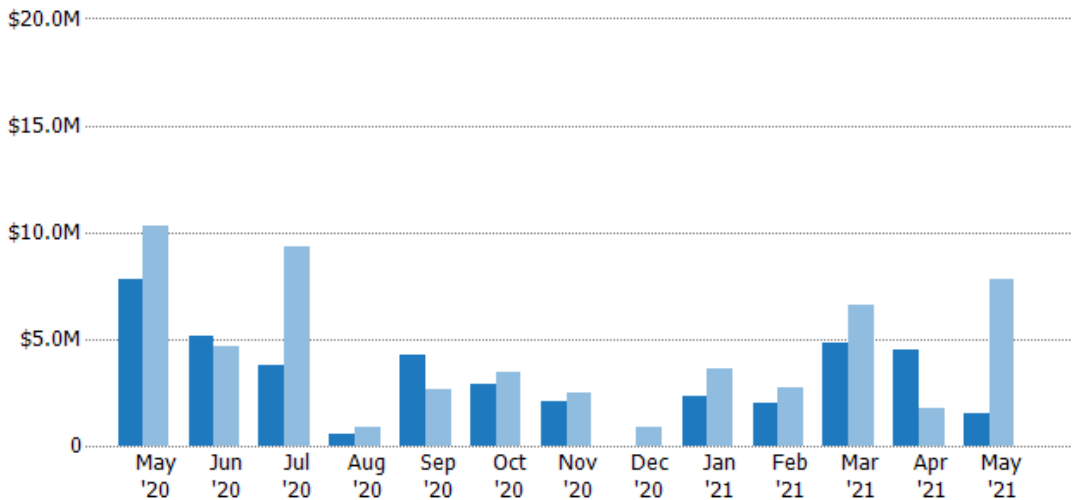
Current Year	10	8	7	1	4	3	3	-	4	4	5	6	3
Prior Year	13	9	12	3	4	6	3	2	4	3	10	3	10
Percent Change from Prior Year	-23%	-11%	-42%	-67%	0%	-50%	0%	-100%	0%	33%	-50%	100%	-70%

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



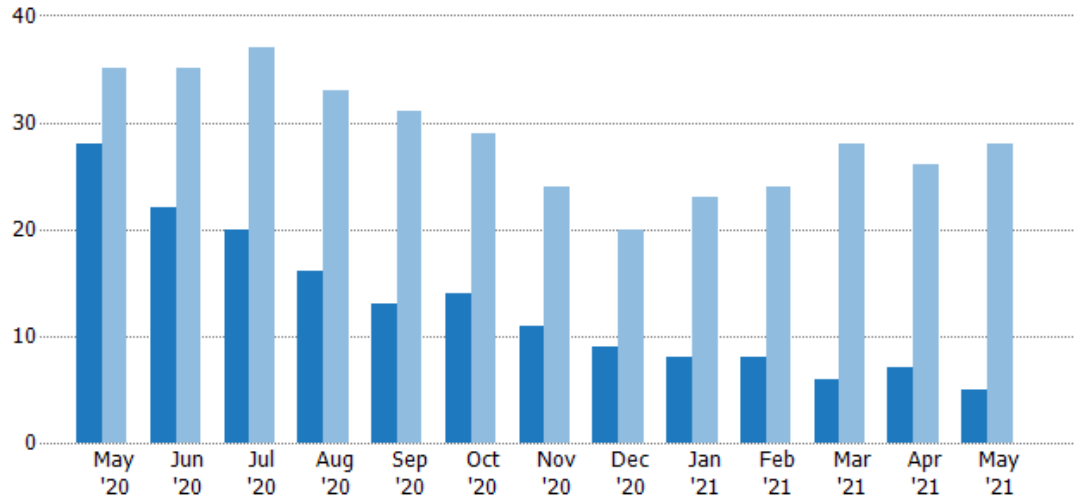
Current Year	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.89M	\$2.04M	-	\$2.29M	\$2.03M	\$4.84M	\$4.49M	\$1.48M
Prior Year	\$10.3M	\$4.67M	\$9.35M	\$859K	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$6.59M	\$1.75M	\$7.83M
Percent Change from Prior Year	-24%	11%	-60%	-37%	60%	-16%	-17%	-100%	-36%	-25%	-27%	156%	-81%

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



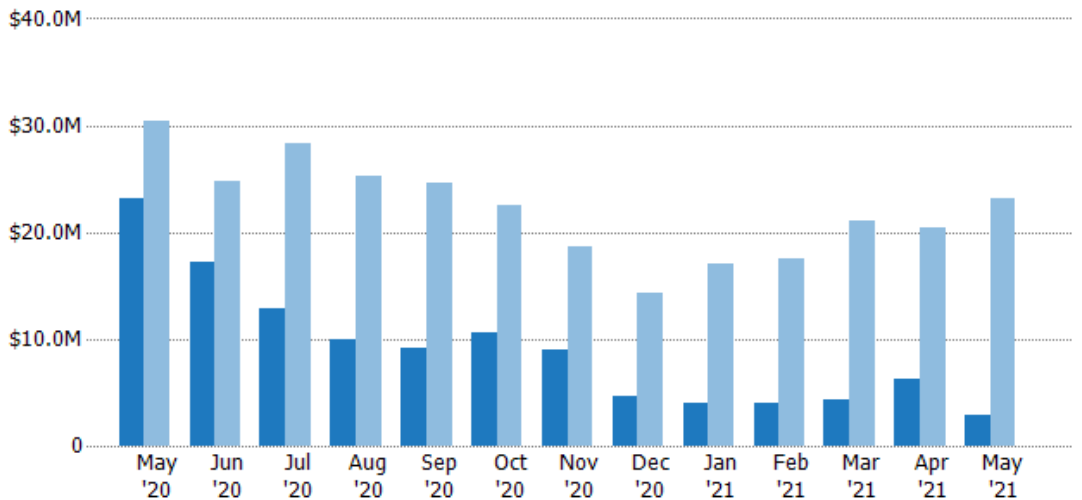
Month/Year	Count	% Chg.
May '21	5	-82.1%
May '20	28	-20%
May '19	35	-8.6%

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.
May '21	\$2.89M	-87.5%
May '20	\$23.1M	-23.9%
May '19	\$30.4M	-2.2%

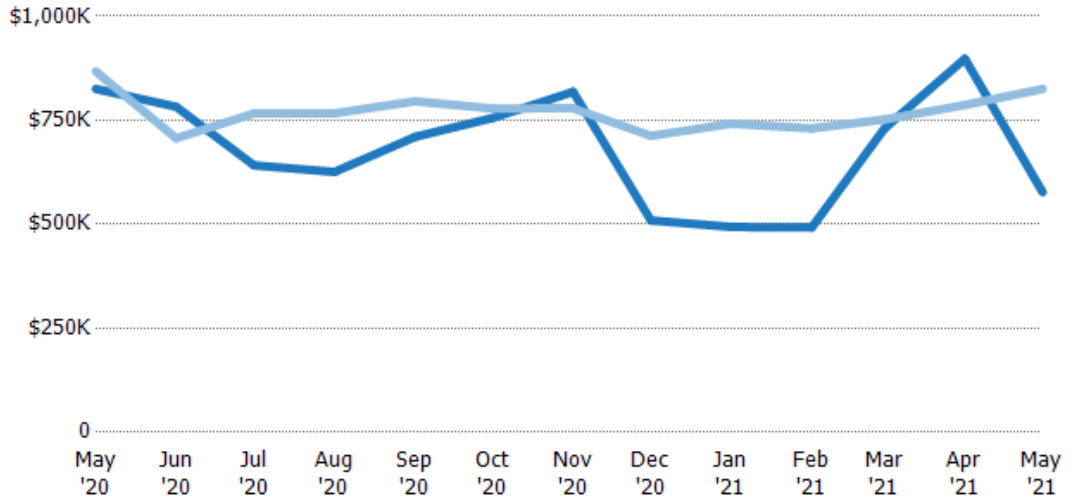
Average Listing Price

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.
May '21	\$577K	-30.1%
May '20	\$825K	-4.9%
May '19	\$868K	7%



Current Year	\$825K	\$782K	\$642K	\$626K	\$710K	\$756K	\$818K	\$509K	\$494K	\$492K	\$730K	\$898K	\$577K
Prior Year	\$868K	\$707K	\$766K	\$767K	\$796K	\$778K	\$779K	\$713K	\$742K	\$730K	\$752K	\$787K	\$825K
Percent Change from Prior Year	-5%	11%	-16%	-18%	-11%	-3%	5%	-29%	-33%	-33%	-3%	14%	-30%

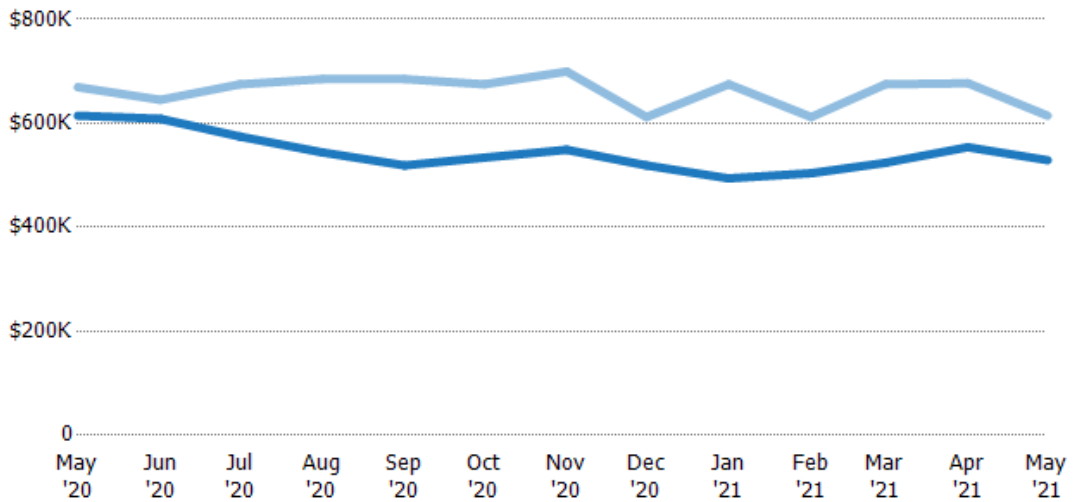
Median Listing Price

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.
May '21	\$529K	-13.9%
May '20	\$614K	-8.2%
May '19	\$670K	11.3%



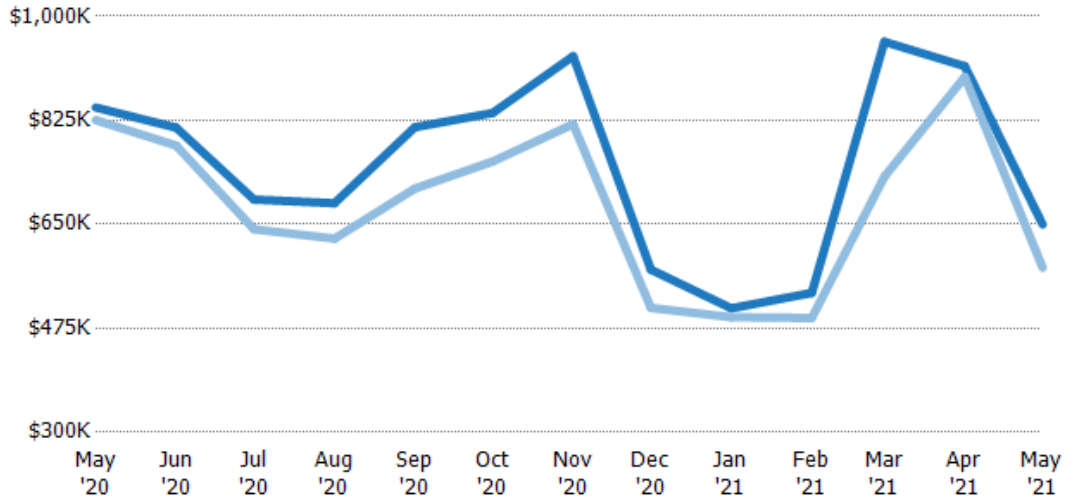
Current Year	\$614K	\$609K	\$574K	\$544K	\$519K	\$534K	\$549K	\$519K	\$494K	\$504K	\$524K	\$554K	\$529K
Prior Year	\$670K	\$645K	\$675K	\$685K	\$685K	\$675K	\$699K	\$612K	\$675K	\$612K	\$675K	\$677K	\$614K
Percent Change from Prior Year	-8%	-6%	-15%	-21%	-24%	-21%	-22%	-15%	-27%	-18%	-22%	-18%	-14%

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



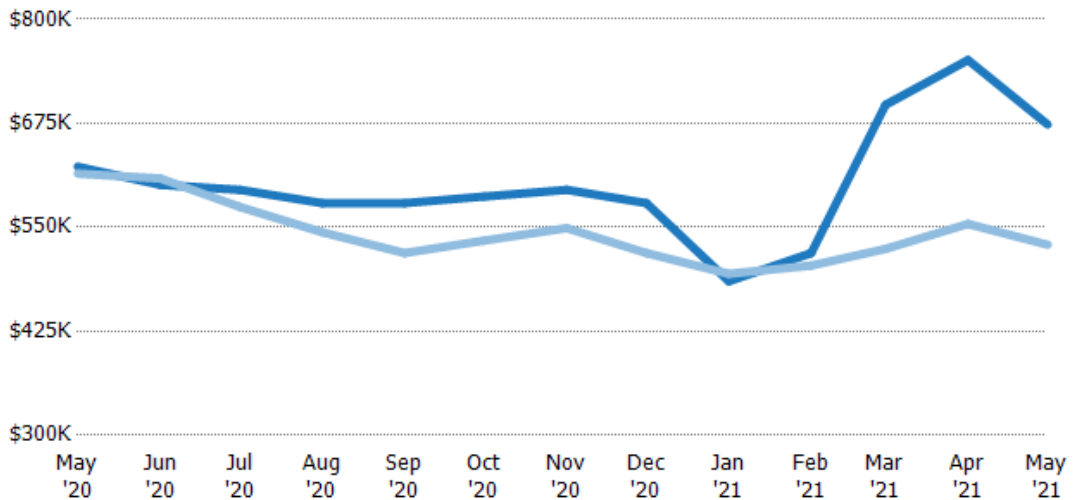
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$847K	\$813K	\$692K	\$685K	\$813K	\$837K	\$933K	\$574K	\$509K	\$535K	\$957K	\$916K	\$650K
Avg Listing Price	\$825K	\$782K	\$642K	\$626K	\$710K	\$756K	\$818K	\$509K	\$494K	\$492K	\$730K	\$898K	\$577K
Avg Listing Price as a % of Avg Est Value	97%	96%	93%	91%	87%	90%	88%	89%	97%	92%	76%	98%	89%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$623K	\$601K	\$595K	\$579K	\$579K	\$587K	\$595K	\$579K	\$485K	\$519K	\$697K	\$751K	\$674K
Median Listing Price	\$614K	\$609K	\$574K	\$544K	\$519K	\$534K	\$549K	\$519K	\$494K	\$504K	\$524K	\$554K	\$529K
Med Listing Price as a % of Med Est Value	99%	101%	97%	94%	90%	91%	92%	90%	102%	97%	75%	74%	79%

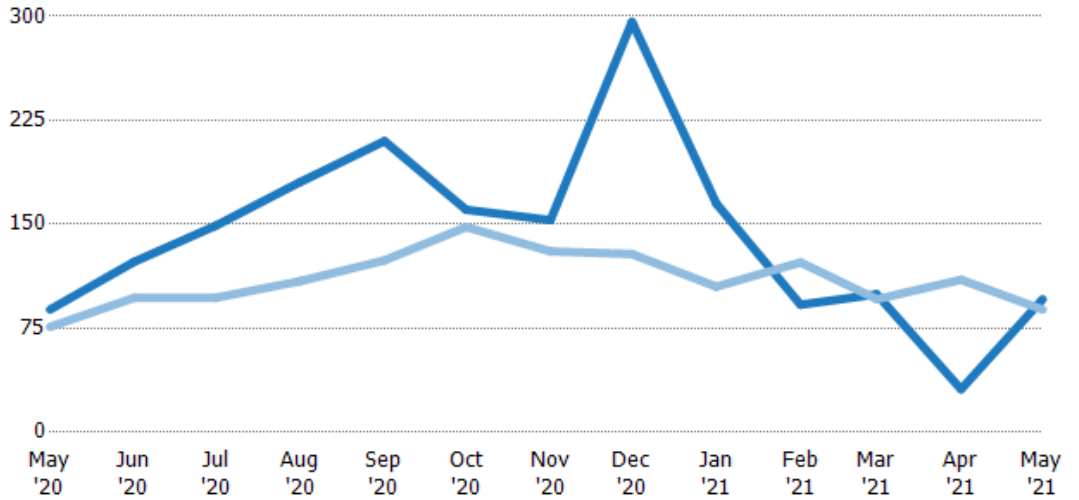
Median Days in RPR

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.
May '21	96	8.5%
May '20	88.5	16.4%
May '19	76	13.8%



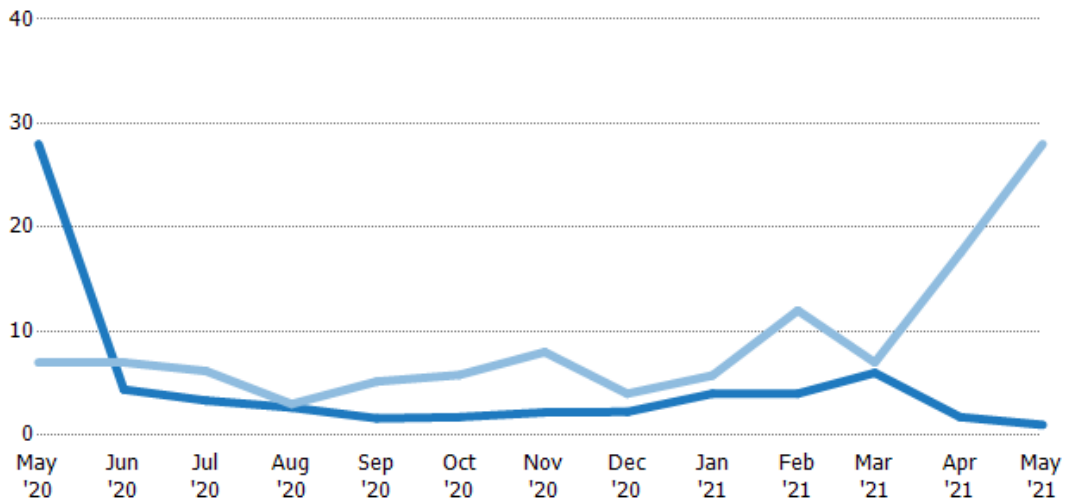
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	88.5	123	149	181	210	161	153	296	165	92	100	31	96
Prior Year	76	97	97	109	124	148	131	129	105	123	96	110	88.5
Percent Change from Prior Year	16%	27%	54%	66%	69%	8%	17%	130%	57%	-25%	4%	-72%	8%

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



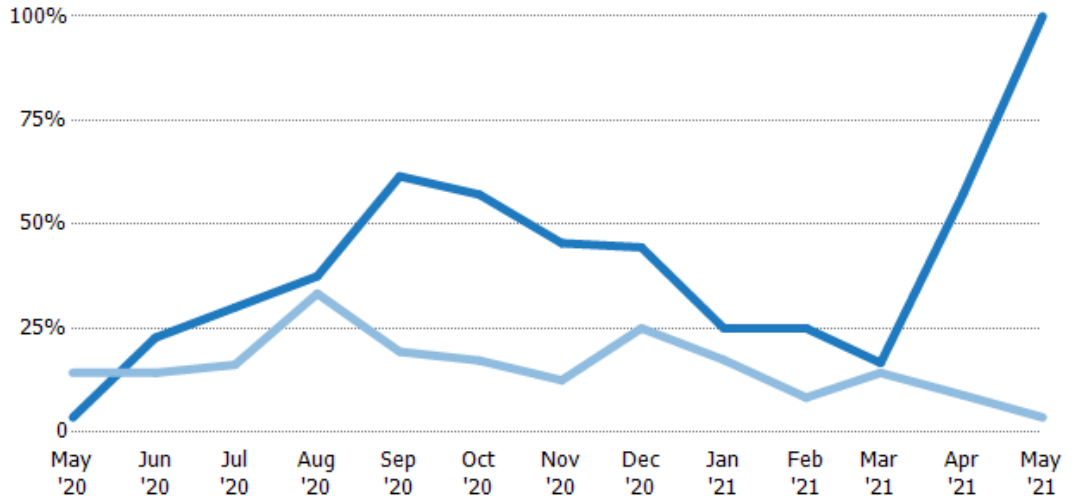
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	28	4.4	3.33	2.67	1.63	1.75	2.2	2.25	4	4	6	1.75	1
Prior Year	7	7	6.17	3	5.17	5.8	8	4	5.75	12	7	17.5	28
Percent Change from Prior Year	300%	-37%	-46%	-11%	-69%	-70%	-73%	-44%	-30%	-67%	-14%	100%	-96%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



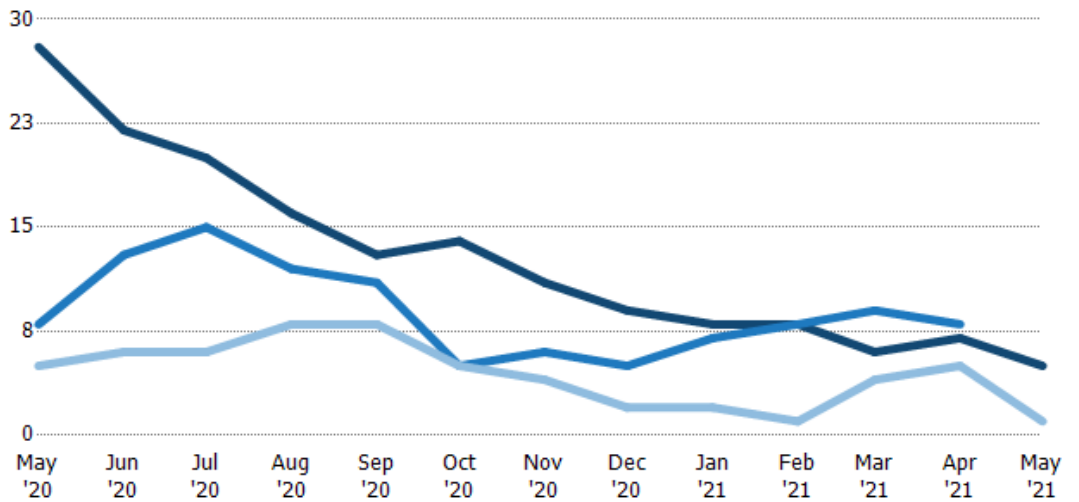
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	4%	23%	30%	38%	62%	57%	45%	44%	25%	25%	17%	57%	100%
Prior Year	14%	14%	16%	33%	19%	17%	13%	25%	17%	8%	14%	9%	4%
Change from Prior Year	11%	-8%	-14%	-4%	-42%	-40%	-33%	-19%	-8%	-17%	-2%	-57%	-96%

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



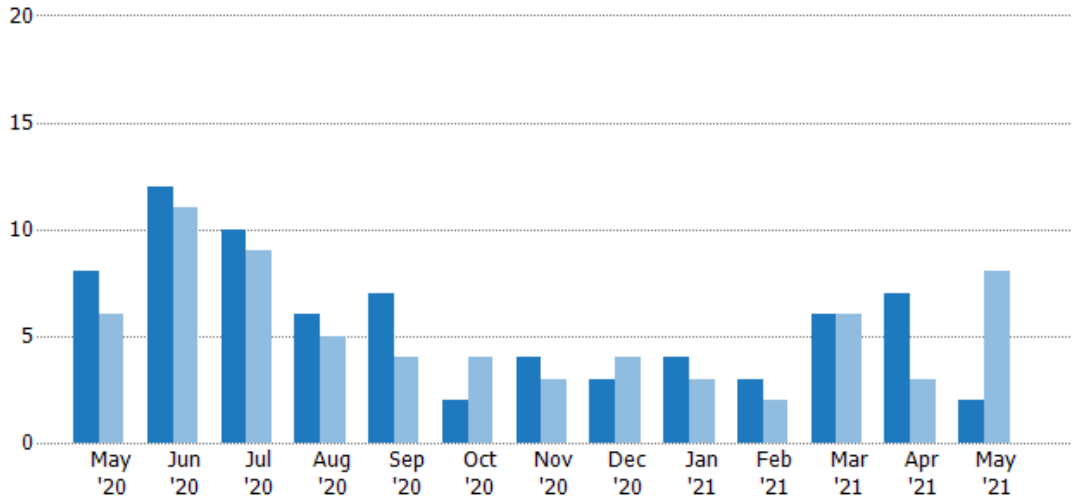
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	28	22	20	16	13	14	11	9	8	8	6	7	5
Pending	8	13	15	12	11	5	6	5	7	8	9	8	-
Sold	5	6	6	8	8	5	4	2	2	1	4	5	1

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



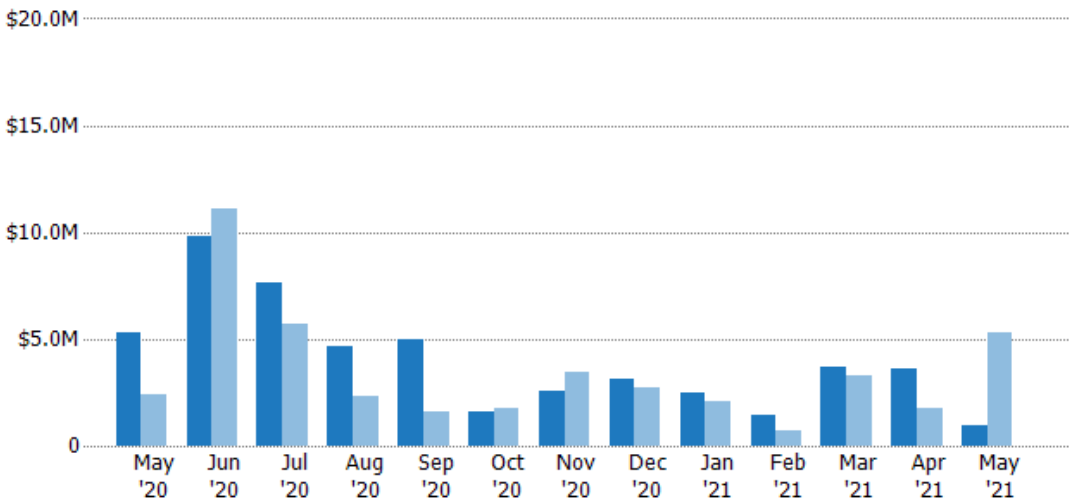
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	8	12	10	6	7	2	4	3	4	3	6	7	2
Prior Year	6	11	9	5	4	4	3	4	3	2	6	3	8
Percent Change from Prior Year	33%	9%	11%	20%	75%	-50%	33%	-25%	33%	50%	0%	133%	-75%

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



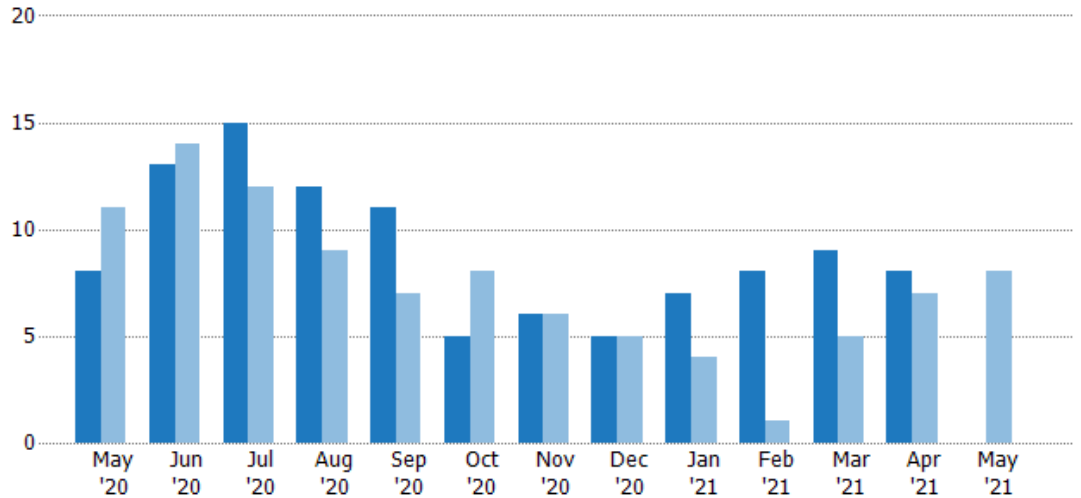
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$3.58M	\$943K
Prior Year	\$2.42M	\$11.1M	\$5.67M	\$2.3M	\$1.6M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M
Percent Change from Prior Year	118%	-12%	35%	103%	212%	-9%	-26%	14%	21%	111%	13%	105%	-82%

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



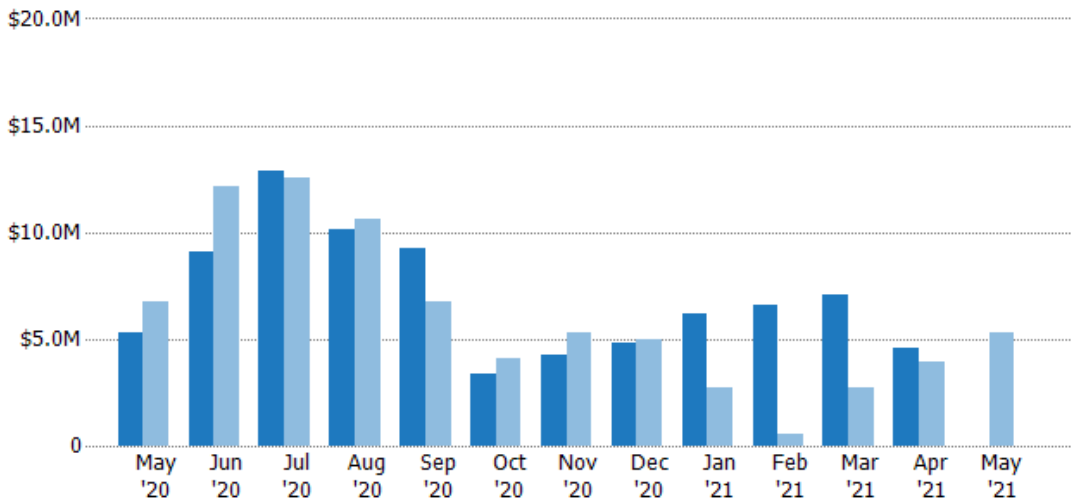
Current Year	8	13	15	12	11	5	6	5	7	8	9	8	-
Prior Year	11	14	12	9	7	8	6	5	4	1	5	7	8
Percent Change from Prior Year	-27%	-7%	25%	33%	57%	-38%	0%	0%	75%	700%	80%	14%	-100%

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



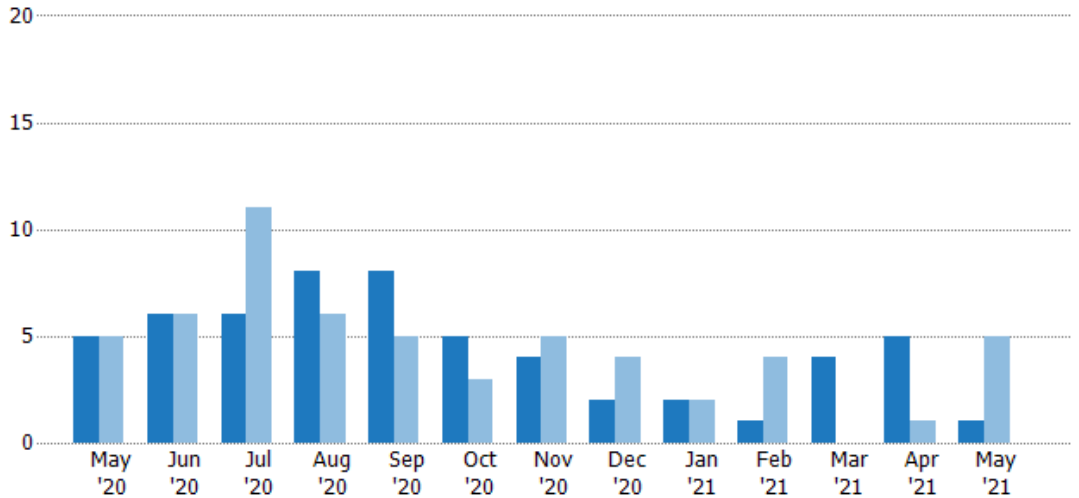
Current Year	\$5.27M	\$9.09M	\$12.9M	\$10.1M	\$9.28M	\$3.36M	\$4.21M	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.58M	-
Prior Year	\$6.72M	\$12.1M	\$12.6M	\$10.6M	\$6.78M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M
Percent Change from Prior Year	-22%	-25%	2%	-5%	37%	-19%	-20%	-4%	126%	1,132%	159%	16%	-100%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



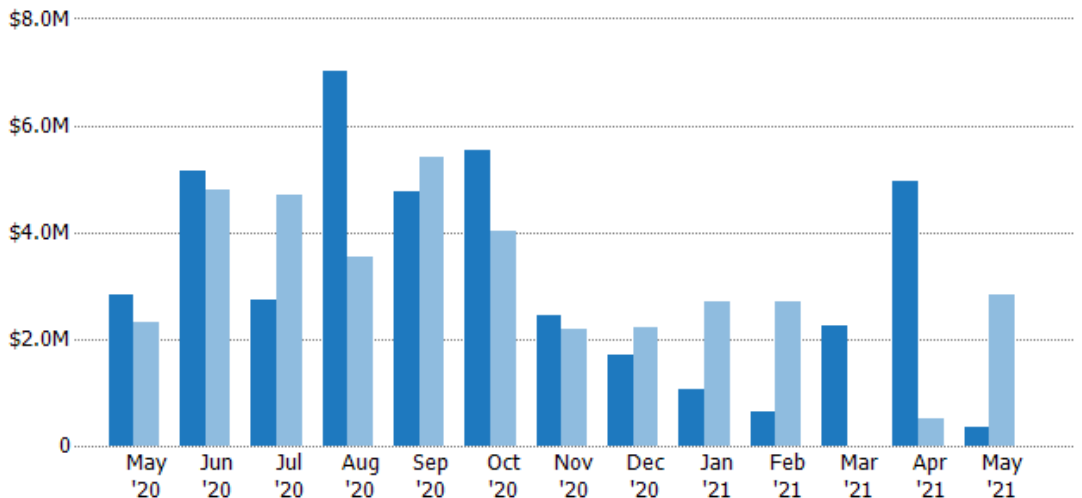
Current Year	5	6	6	8	8	5	4	2	2	1	4	5	1
Prior Year	5	6	11	6	5	3	5	4	2	4	-	1	5
Percent Change from Prior Year	0%	0%	-45%	33%	60%	67%	-20%	-50%	0%	-75%	100%	400%	-80%

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



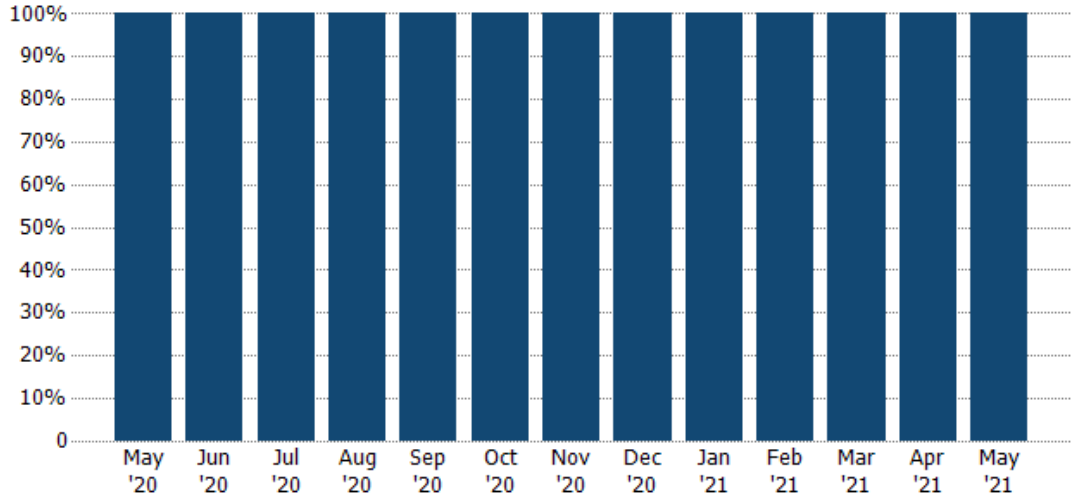
Current Year	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$1.7M	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K
Prior Year	\$2.31M	\$4.79M	\$4.69M	\$3.55M	\$5.39M	\$4.02M	\$2.17M	\$2.21M	\$2.72M	\$2.69M	-	\$510K	\$2.82M
Percent Change from Prior Year	22%	8%	-42%	98%	-12%	37%	13%	-23%	-61%	-77%	100%	870%	-87%

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



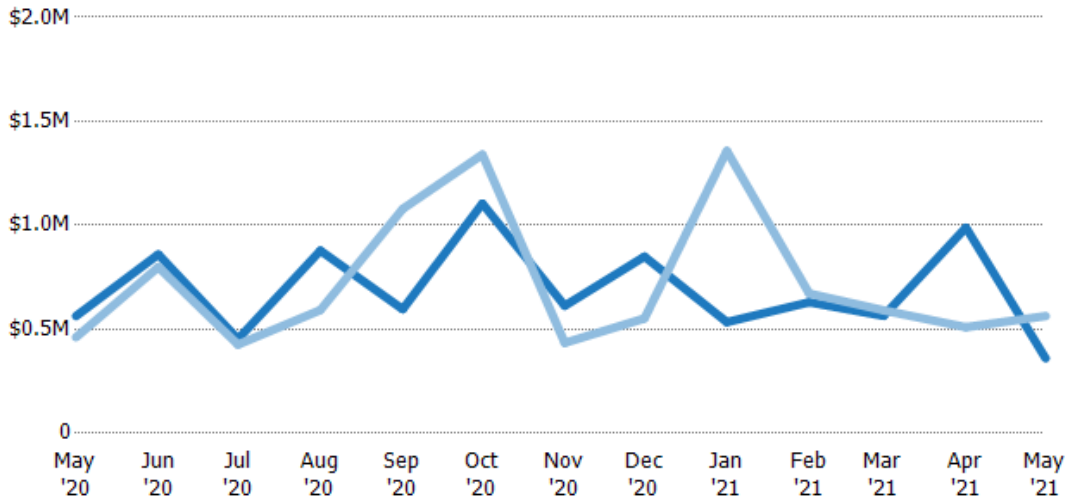
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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

Filters Used

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



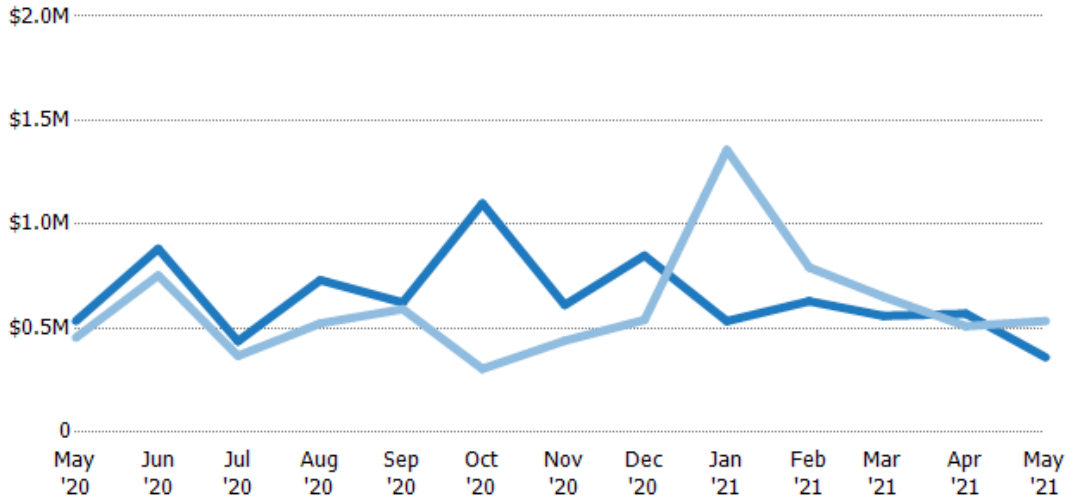
Current Year	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K
Prior Year	\$461K	\$799K	\$426K	\$592K	\$1.08M	\$1.34M	\$435K	\$552K	\$1.36M	\$672K	\$591K	\$510K	\$564K
Percent Change from Prior Year	22%	8%	6%	48%	-45%	-18%	41%	54%	-61%	-6%	100%	94%	-36%

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



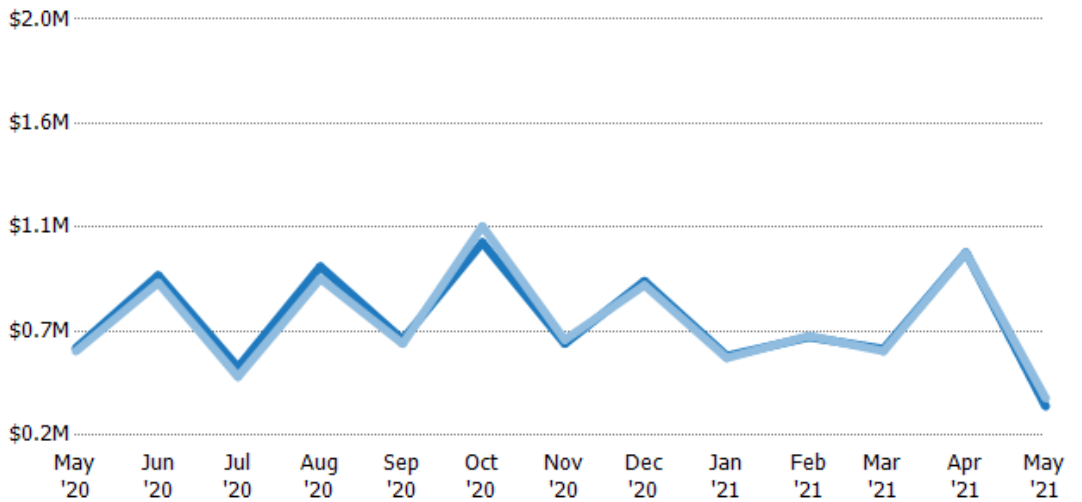
Current Year	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K
Prior Year	\$455K	\$755K	\$368K	\$524K	\$592K	\$305K	\$440K	\$540K	\$1.36M	\$793K	\$651K	\$510K	\$535K
Percent Change from Prior Year	18%	17%	19%	40%	5%	261%	39%	57%	-61%	-21%	100%	12%	-33%

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



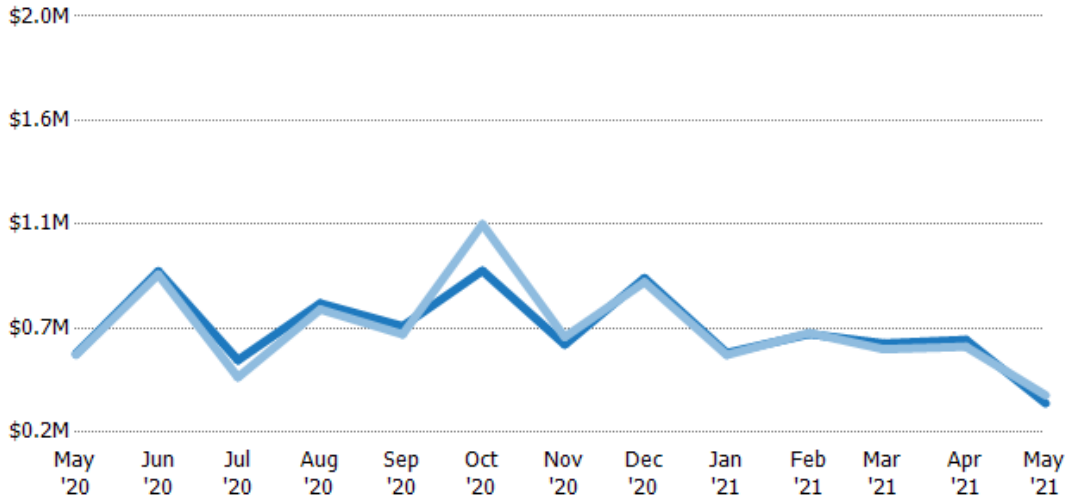
Avg List Price	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K
Avg Sales Price	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K
Avg Sales Price as a % of Avg List Price	98%	96%	92%	94%	97%	107%	103%	98%	98%	101%	98%	100%	111%

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



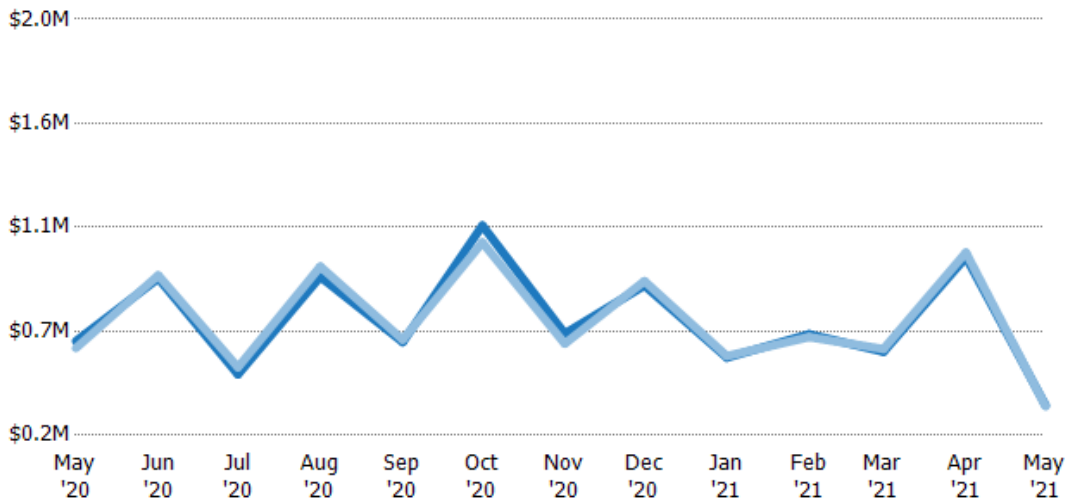
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K
Median Sales Price	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K
Med Sales Price as a % of Med List Price	99%	98%	85%	97%	95%	122%	106%	98%	98%	101%	96%	95%	111%

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



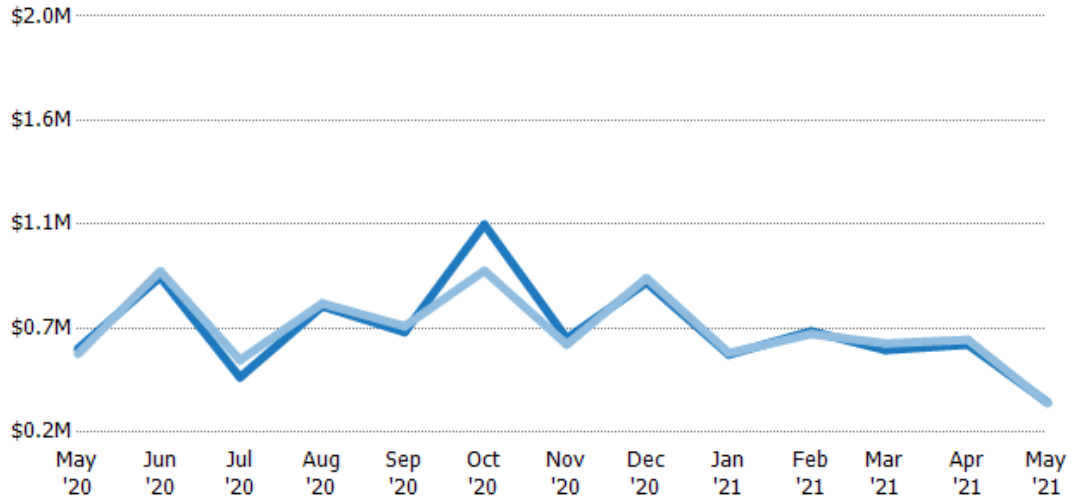
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$607K	\$879K	\$463K	\$886K	\$603K	\$1.11M	\$640K	\$848K	\$536K	\$637K	\$561K	\$970K	\$329K
Avg Sales Price	\$577K	\$892K	\$494K	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K
Avg Sales Price as a % of Avg Est Value	95%	101%	107%	105%	102%	93%	93%	102%	101%	98%	102%	102%	99%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$562K	\$872K	\$437K	\$745K	\$633K	\$1.1M	\$606K	\$848K	\$536K	\$637K	\$556K	\$579K	\$329K
Median Sales Price	\$539K	\$897K	\$512K	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K
Med Sales Price as a % of Med Est Value	96%	103%	117%	102%	104%	82%	96%	102%	101%	98%	105%	104%	99%