

## Summary of Key Listing and Sales Metrics

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

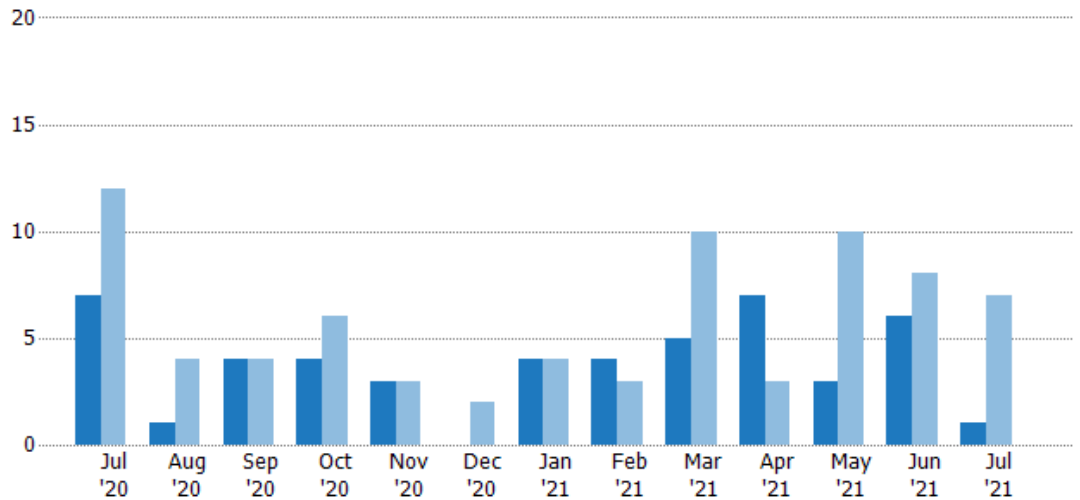
Key Metrics	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	7	-85.7%	30	45	-33.3%
New Listing Volume	\$2,875,000	\$3,741,700	-23.2%	\$24,547,300	\$31,376,161	-21.8%
Active Listing Count	—	20	—	N/A	N/A	
Active Listing Volume	—	\$12,827,061	—	N/A	N/A	
Average Listing Price	—	\$641,353	—	\$751,437	\$755,776	-0.6%
Median Listing Price	—	\$574,450	—	\$585,864	\$636,265	-7.9%
Median Days in RPR	—	149.5	—	76.48	120.6	-36.6%
Months of Inventory	—	3.3	-100%	2.2	4.8	-53.7%
Absorption Rate	—	30%	—	45.45%	21.05%	+24.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	10	-50%	34	44	-22.7%
New Pending Sales Volume	\$8,174,000	\$7,662,200	+6.7%	\$24,532,700	\$30,483,400	-19.5%
Pending Sales Count	—	15	—	N/A	N/A	
Pending Sales Volume	—	\$12,852,100	—	N/A	N/A	
Closed Sales Count	4	6	-33.3%	21	25	-16%
Closed Sales Volume	\$4,340,000	\$2,718,400	+59.7%	\$16,404,000	\$17,358,400	-5.5%
Average Sales Price	\$1,085,000	\$453,067	+139.5%	\$781,143	\$694,336	+12.5%
Median Sales Price	\$460,000	\$437,500	+5.1%	\$563,667	\$710,800	-20.7%

## 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



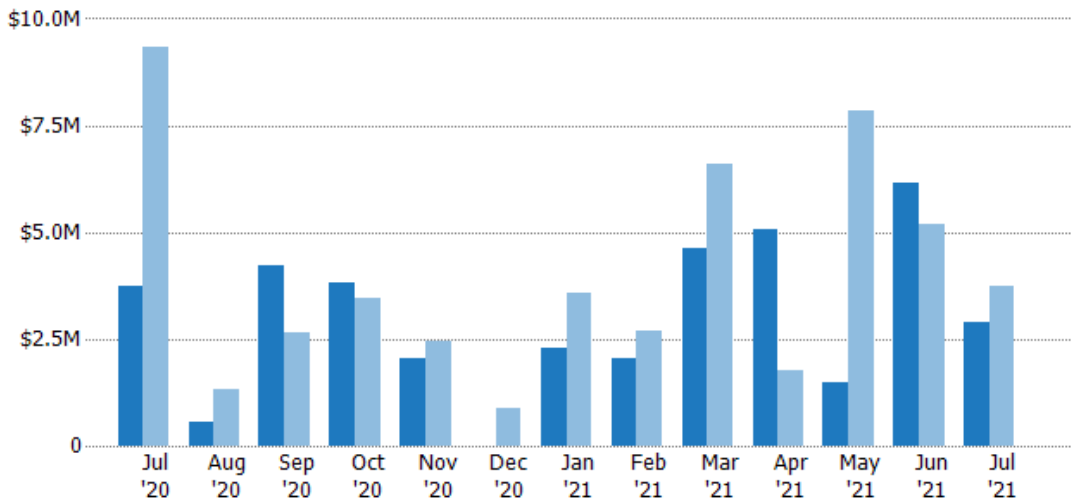
Current Year	7	1	4	4	3	-	4	4	5	7	3	6	1
Prior Year	12	4	4	6	3	2	4	3	10	3	10	8	7
Percent Change from Prior Year	-42%	-75%	0%	-33%	0%	-100%	0%	33%	-50%	133%	-70%	-25%	-86%

## 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



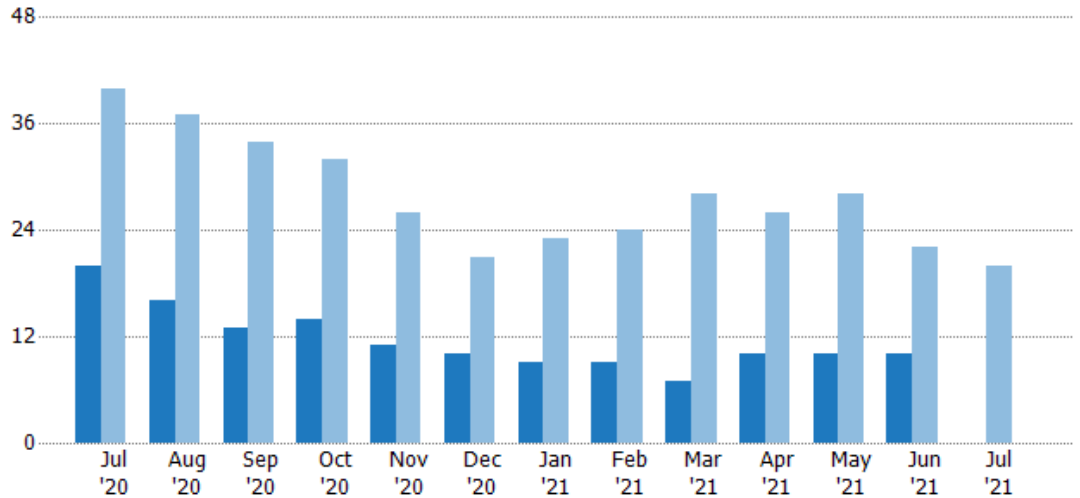
Current Year	\$3.74M	\$539K	\$4.22M	\$3.8M	\$2.04M	-	\$2.29M	\$2.03M	\$4.64M	\$5.07M	\$1.48M	\$6.16M	\$2.88M
Prior Year	\$9.35M	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$6.59M	\$1.75M	\$7.83M	\$5.18M	\$3.74M
Percent Change from Prior Year	-60%	-60%	60%	10%	-17%	-100%	-36%	-25%	-30%	189%	-81%	19%	-23%

## 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



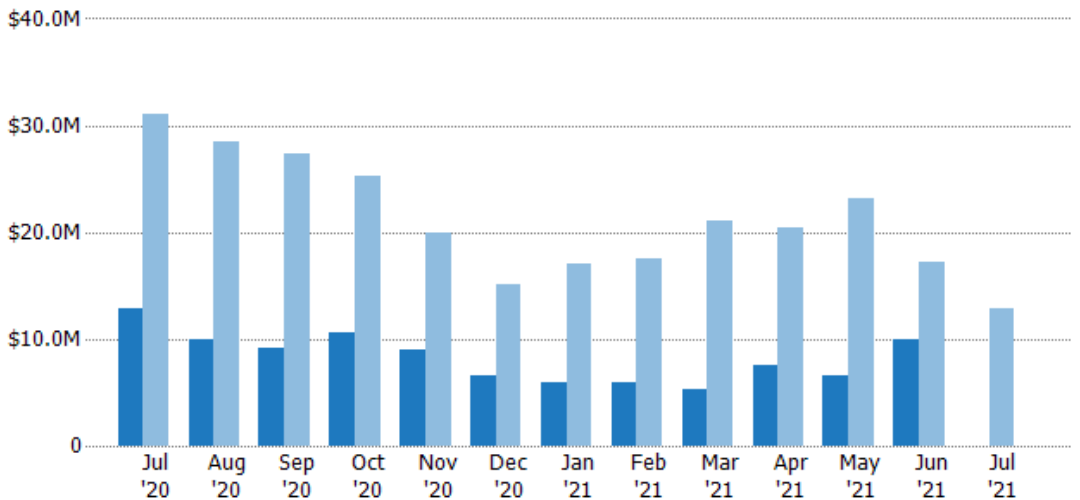
Current Year	20	16	13	14	11	10	9	9	7	10	10	10	-
Prior Year	40	37	34	32	26	21	23	24	28	26	28	22	20
Percent Change from Prior Year	-50%	-57%	-62%	-56%	-58%	-52%	-61%	-63%	-75%	-62%	-64%	-55%	-100%

## 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



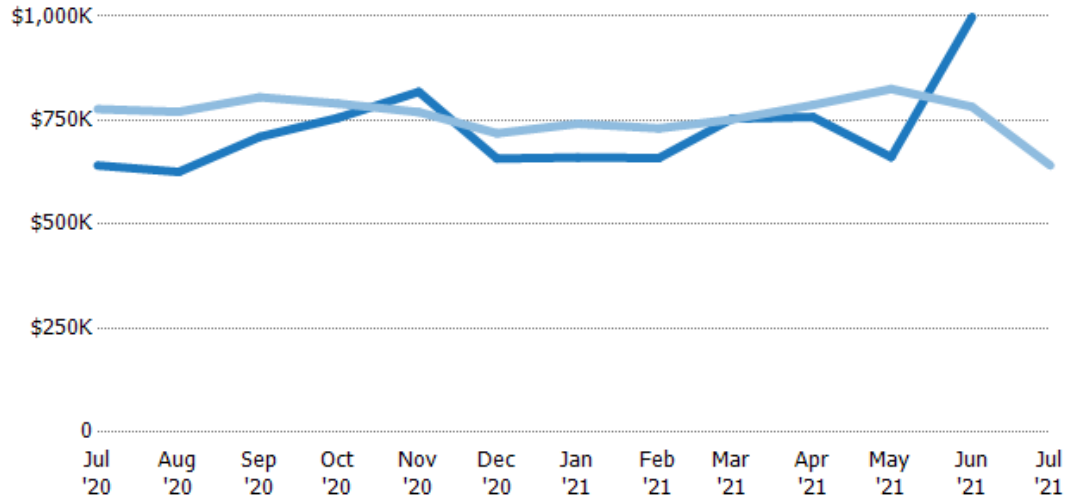
Current Year	\$12.8M	\$10M	\$9.23M	\$10.6M	\$9M	\$6.58M	\$5.94M	\$5.93M	\$5.28M	\$7.58M	\$6.61M	\$9.98M	-
Prior Year	\$31.1M	\$28.5M	\$27.4M	\$25.3M	\$20M	\$15.1M	\$17.1M	\$17.5M	\$21M	\$20.5M	\$23.1M	\$17.2M	\$12.8M
Percent Change from Prior Year	-59%	-65%	-66%	-58%	-55%	-56%	-65%	-66%	-75%	-63%	-71%	-42%	-100%

## 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



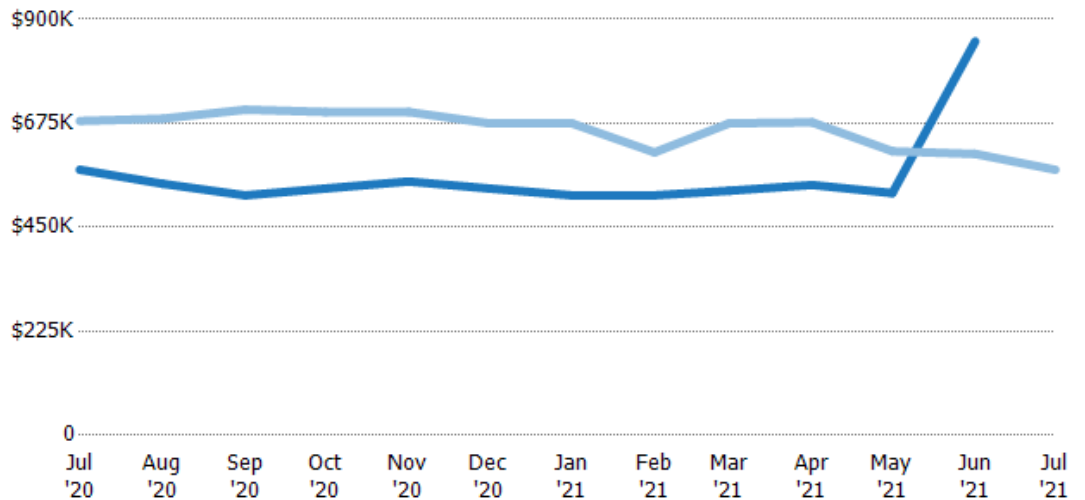
Current Year	\$641K	\$626K	\$710K	\$756K	\$818K	\$658K	\$660K	\$659K	\$754K	\$758K	\$661K	\$998K	-
Prior Year	\$777K	\$770K	\$805K	\$790K	\$770K	\$719K	\$742K	\$730K	\$752K	\$787K	\$825K	\$782K	\$641K
Percent Change from Prior Year	-17%	-19%	-12%	-4%	6%	-8%	-11%	-10%	0%	-4%	-20%	28%	-100%

## 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



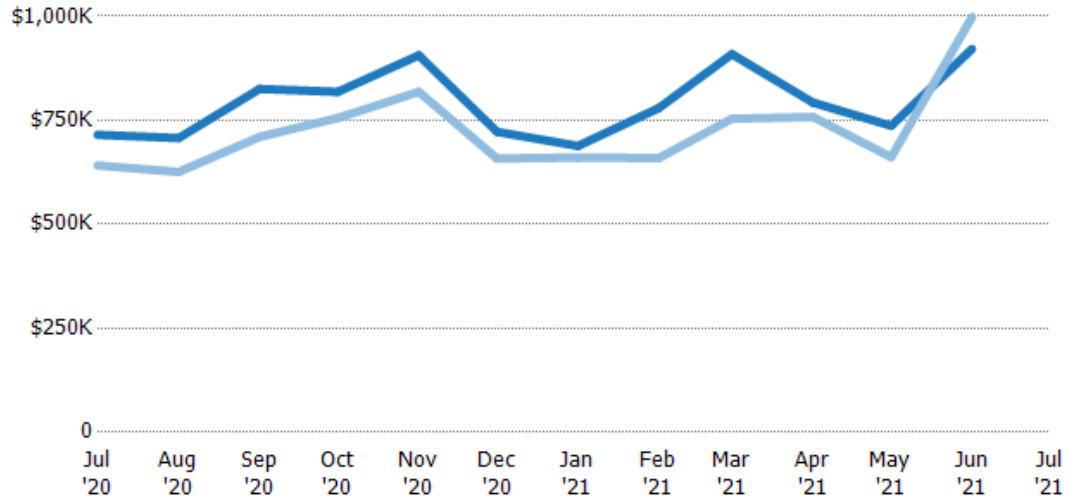
Current Year	\$574K	\$544K	\$519K	\$534K	\$549K	\$534K	\$519K	\$519K	\$529K	\$542K	\$524K	\$852K	-
Prior Year	\$680K	\$685K	\$704K	\$699K	\$699K	\$675K	\$675K	\$612K	\$675K	\$677K	\$614K	\$609K	\$574K
Percent Change from Prior Year	-16%	-21%	-26%	-24%	-22%	-21%	-23%	-15%	-22%	-20%	-15%	40%	-100%

## 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



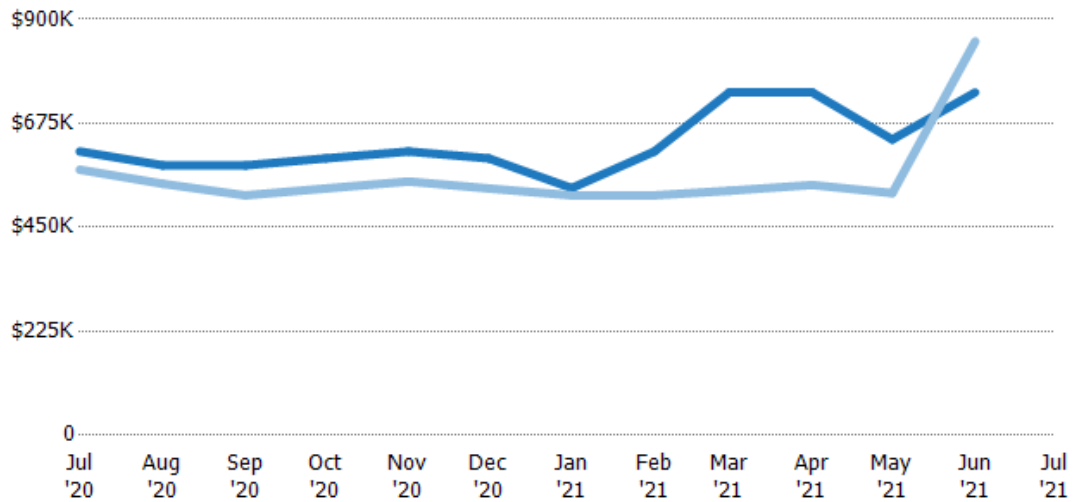
Avg Est Value	\$715K	\$707K	\$825K	\$818K	\$906K	\$722K	\$688K	\$779K	\$909K	\$793K	\$737K	\$922K	-
Avg Listing Price	\$641K	\$626K	\$710K	\$756K	\$818K	\$658K	\$660K	\$659K	\$754K	\$758K	\$661K	\$998K	-
Avg Listing Price as a % of Avg Est Value	90%	88%	86%	92%	90%	91%	96%	85%	83%	96%	90%	108%	-

## 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



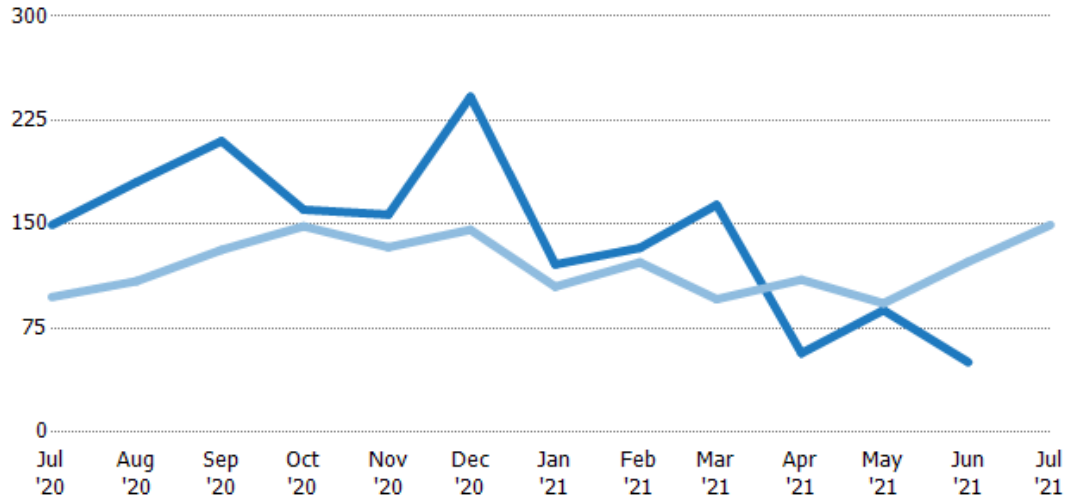
Median Est Value	\$614K	\$584K	\$584K	\$599K	\$614K	\$599K	\$535K	\$614K	\$742K	\$742K	\$640K	\$742K	-
Median Listing Price	\$574K	\$544K	\$519K	\$534K	\$549K	\$534K	\$519K	\$519K	\$529K	\$542K	\$524K	\$852K	-
Med Listing Price as a % of Med Est Value	94%	93%	89%	89%	89%	89%	97%	85%	71%	73%	82%	115%	-

## 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



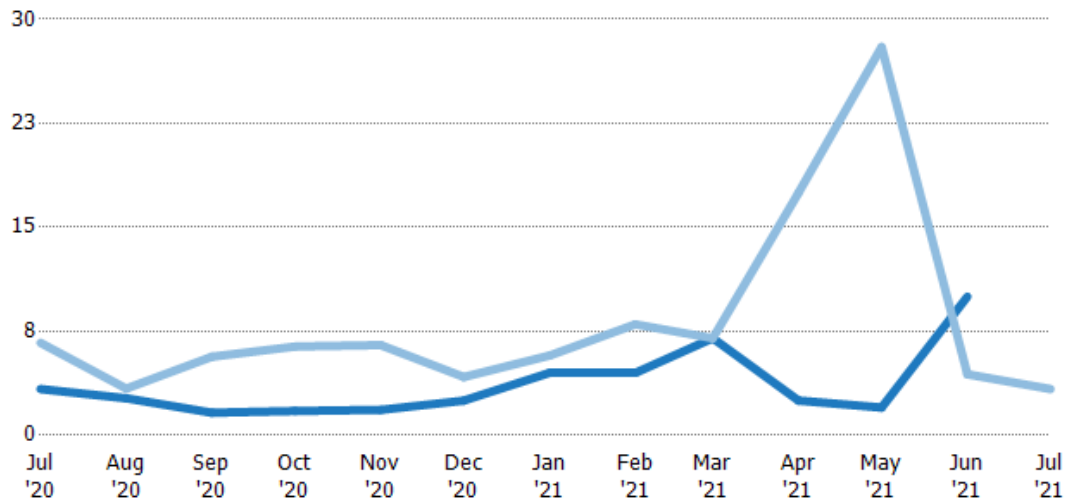
Current Year	150	181	210	161	157	242	121	133	164	57	88	50.5	-
Prior Year	97.5	109	132	149	134	146	105	123	96	110	93	123	150
Percent Change from Prior Year	53%	66%	60%	8%	18%	66%	15%	9%	71%	-48%	-5%	-59%	-100%

## 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



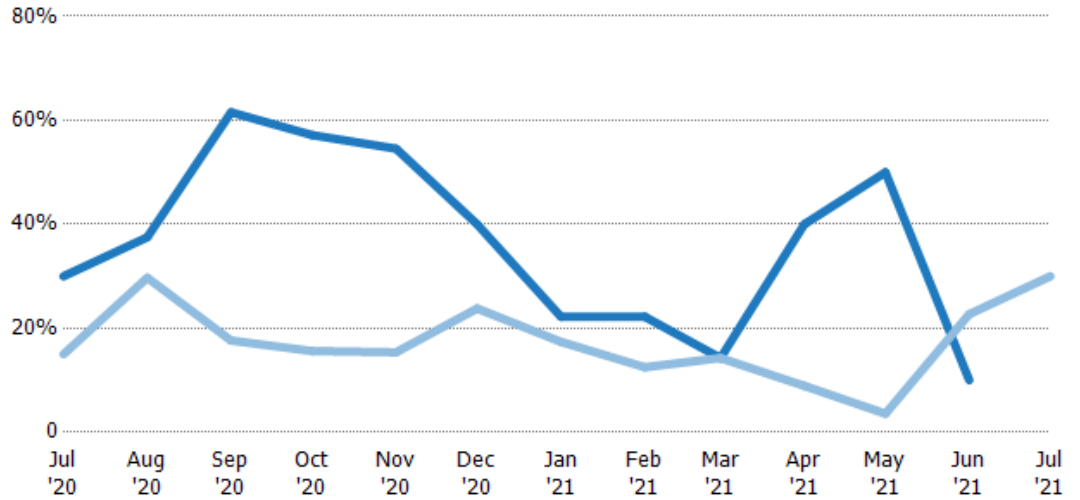
Current Year	3.33	2.67	1.63	1.75	1.83	2.5	4.5	4.5	7	2.5	2	10	-
Prior Year	6.67	3.36	5.67	6.4	6.5	4.2	5.75	8	7	17.5	28	4.4	3.33
Percent Change from Prior Year	-50%	-21%	-71%	-73%	-72%	-40%	-22%	-44%	0%	100%	-93%	127%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



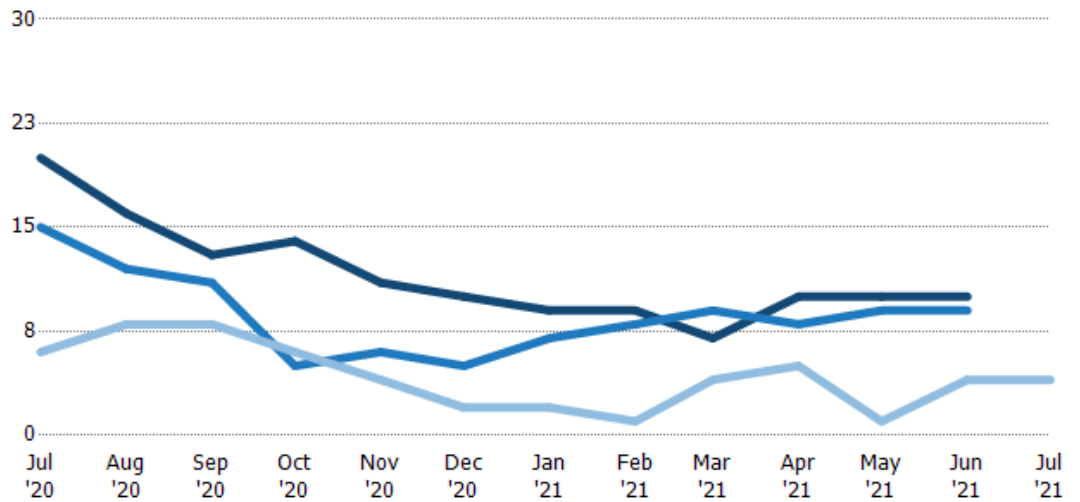
Current Year	30%	38%	62%	57%	55%	40%	22%	22%	14%	40%	50%	10%	-
Prior Year	15%	30%	18%	16%	15%	24%	17%	13%	14%	9%	4%	23%	30%
Change from Prior Year	-15%	-8%	-44%	-42%	-39%	-16%	-5%	-10%	0%	-40%	-46%	13%	30%

## 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



Active	20	16	13	14	11	10	9	9	7	10	10	10	-
Pending	15	12	11	5	6	5	7	8	9	8	9	9	-
Sold	6	8	8	6	4	2	2	1	4	5	1	4	4

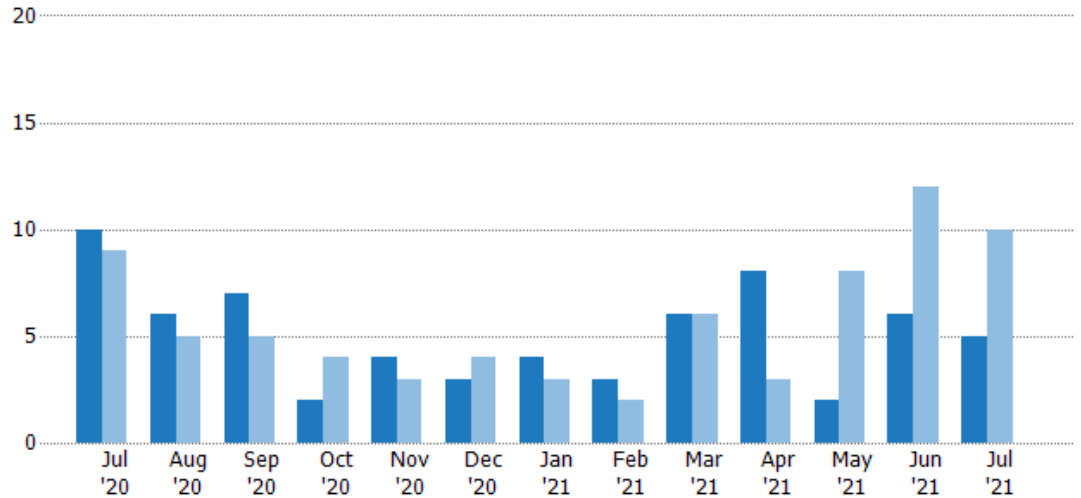
## New Pending Sales

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.
Jul '21	5	-50%
Jul '20	10	11.1%
Jul '19	9	-44.4%



Current Year	10	6	7	2	4	3	4	3	6	8	2	6	5
Prior Year	9	5	5	4	3	4	3	2	6	3	8	12	10
Percent Change from Prior Year	11%	20%	40%	-50%	33%	-25%	33%	50%	0%	167%	-75%	-50%	-50%

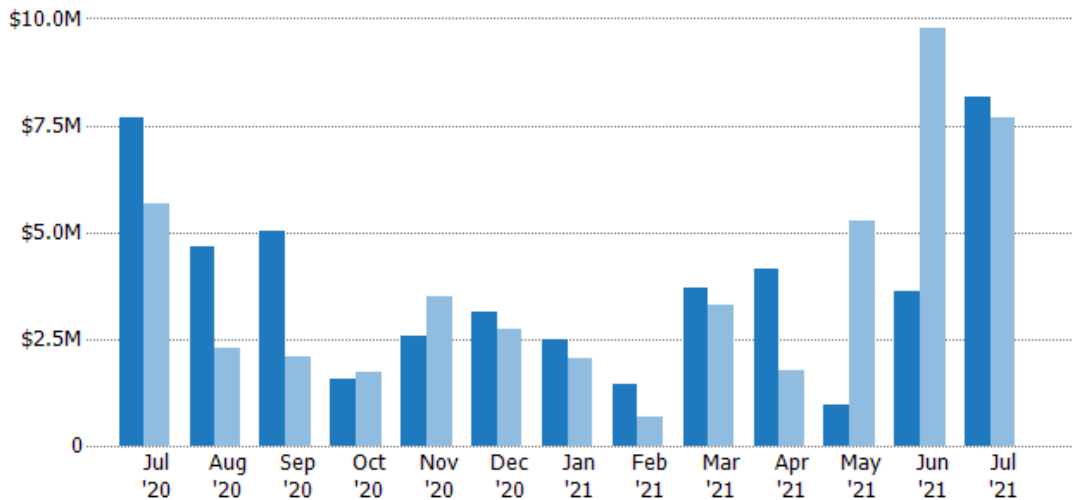
## New Pending Sales Volume

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.
Jul '21	\$8.17M	6.7%
Jul '20	\$7.66M	35.1%
Jul '19	\$5.67M	-63.5%



Current Year	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$8.17M
Prior Year	\$5.67M	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M
Percent Change from Prior Year	35%	103%	140%	-9%	-26%	14%	21%	111%	13%	137%	-82%	-63%	7%

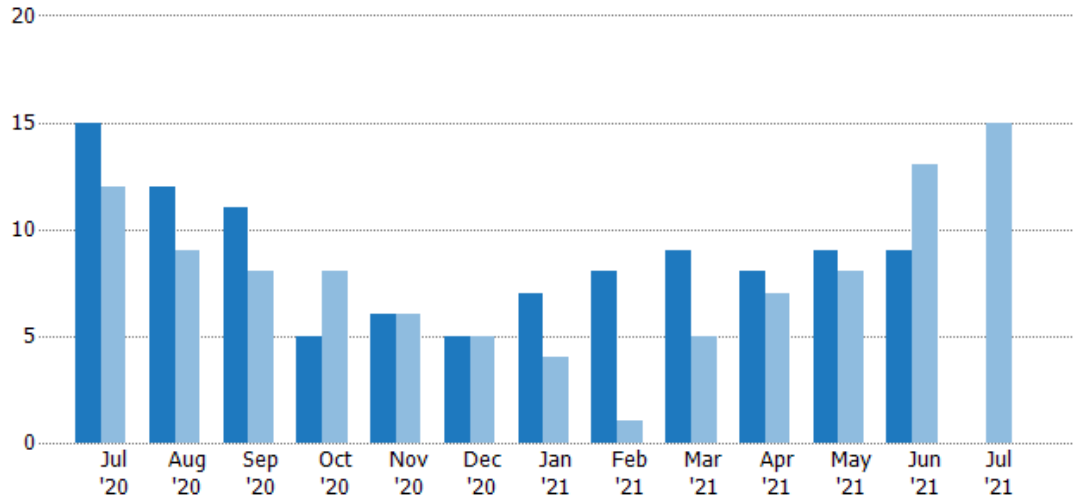


## Pending Sales

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



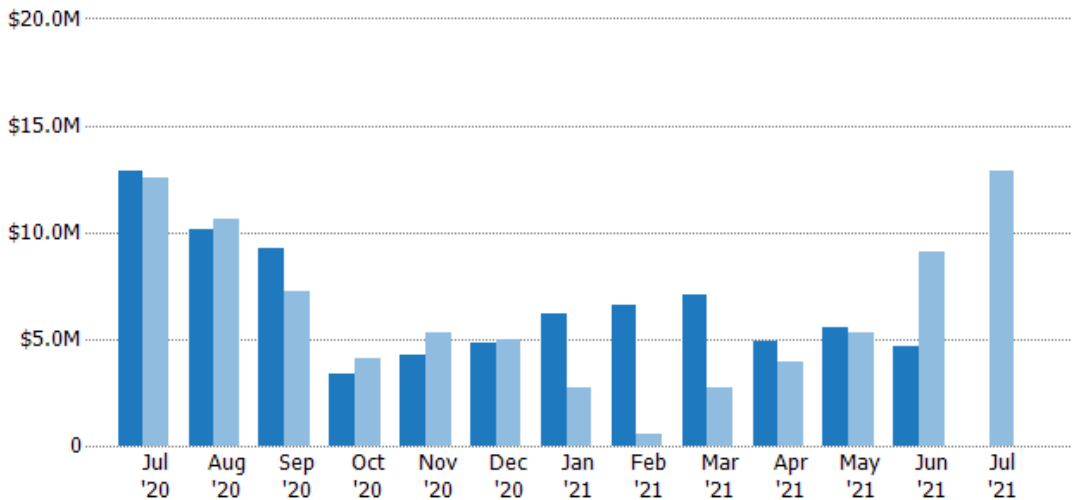
Current Year	15	12	11	5	6	5	7	8	9	8	9	9	-
Prior Year	12	9	8	8	6	5	4	1	5	7	8	13	15
Percent Change from Prior Year	25%	33%	38%	-38%	0%	0%	75%	700%	80%	14%	13%	-31%	-100%

## 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



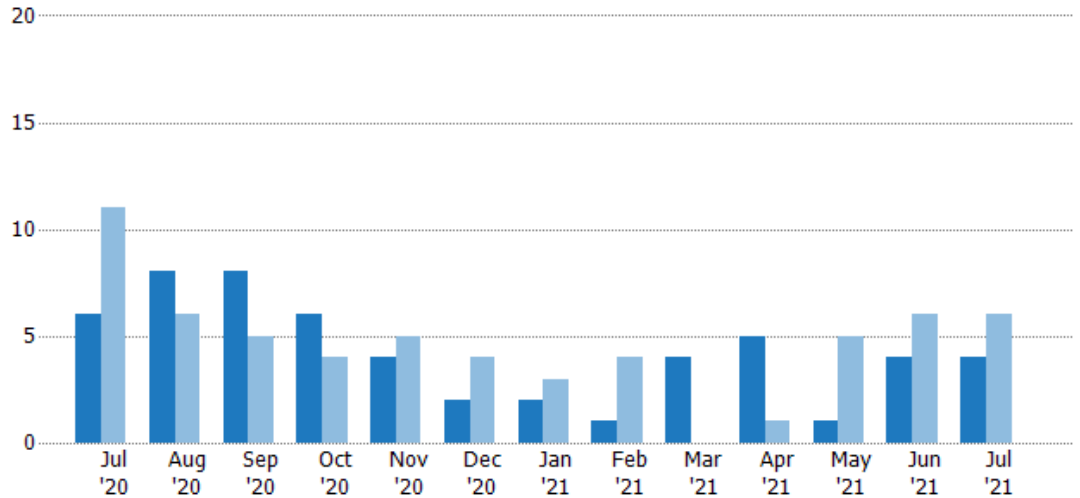
Current Year	\$12.9M	\$10.1M	\$9.28M	\$3.36M	\$4.21M	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.92M	\$5.54M	\$4.63M	-
Prior Year	\$12.6M	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M
Percent Change from Prior Year	2%	-5%	28%	-19%	-20%	-4%	126%	1,132%	159%	24%	5%	-49%	-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



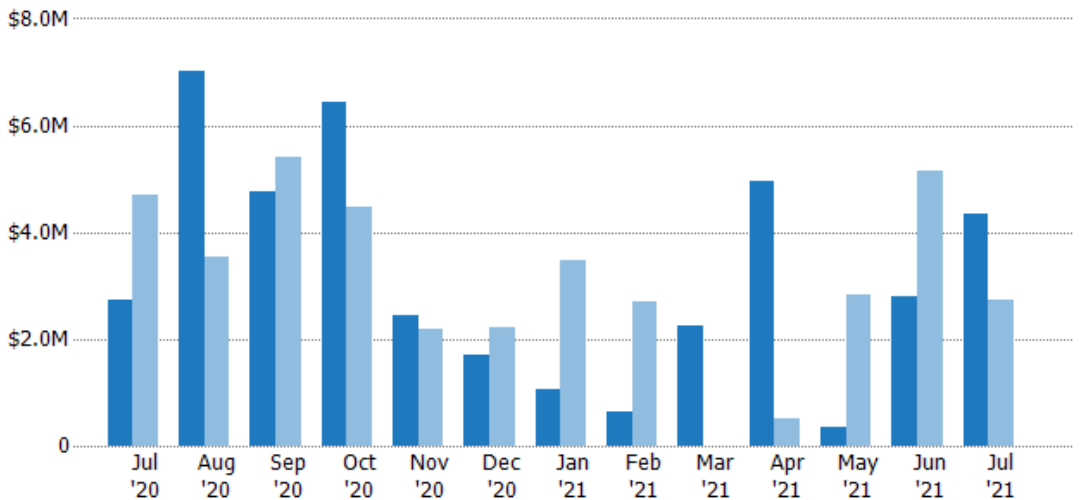
Current Year	6	8	8	6	4	2	2	1	4	5	1	4	4
Prior Year	11	6	5	4	5	4	3	4	-	1	5	6	6
Percent Change from Prior Year	-45%	33%	60%	50%	-20%	-50%	-33%	-75%	100%	400%	-80%	-33%	-33%

## 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



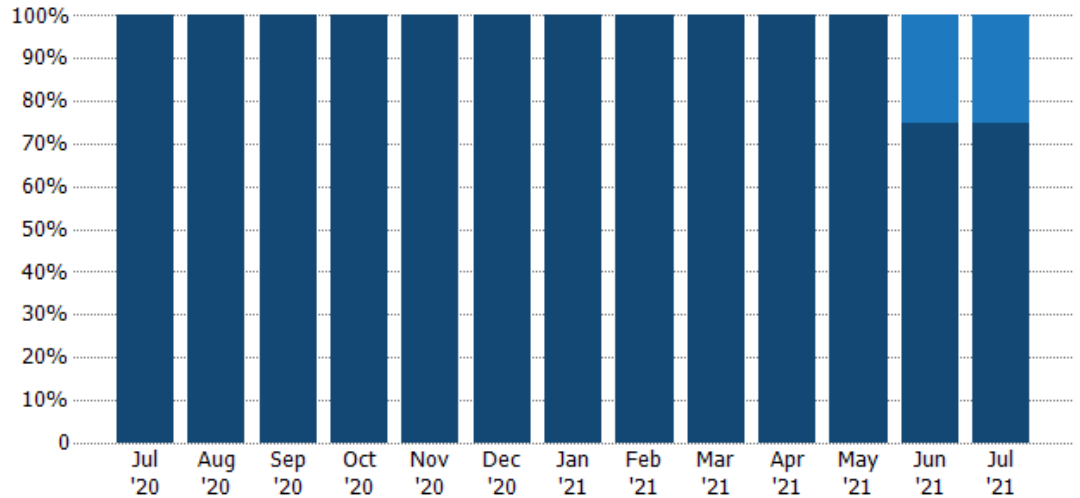
Current Year	\$2.72M	\$7.02M	\$4.77M	\$6.43M	\$2.45M	\$1.7M	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$4.34M
Prior Year	\$4.69M	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$3.47M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M
Percent Change from Prior Year	-42%	98%	-12%	44%	13%	-23%	-69%	-77%	100%	870%	-87%	-46%	60%

## 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



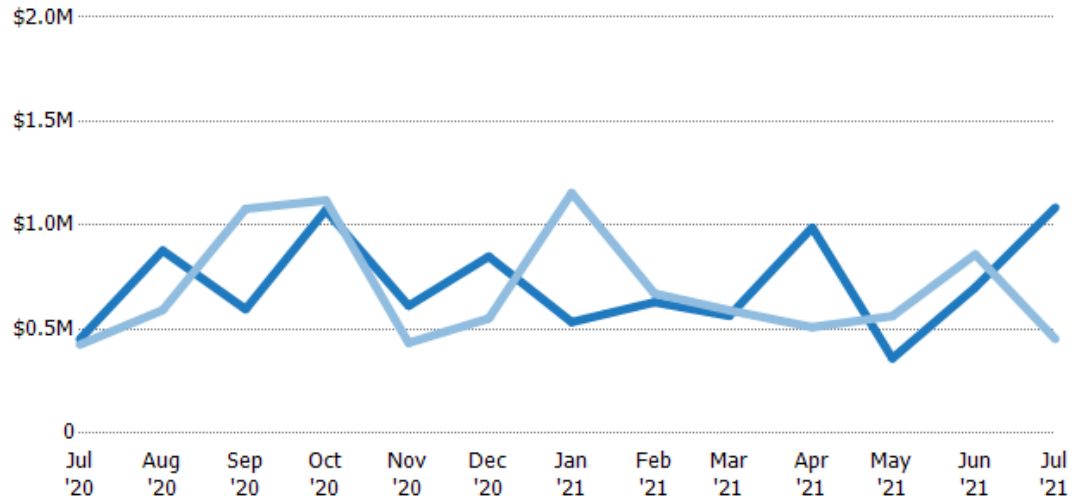
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	25%	25%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	75%	75%

## 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



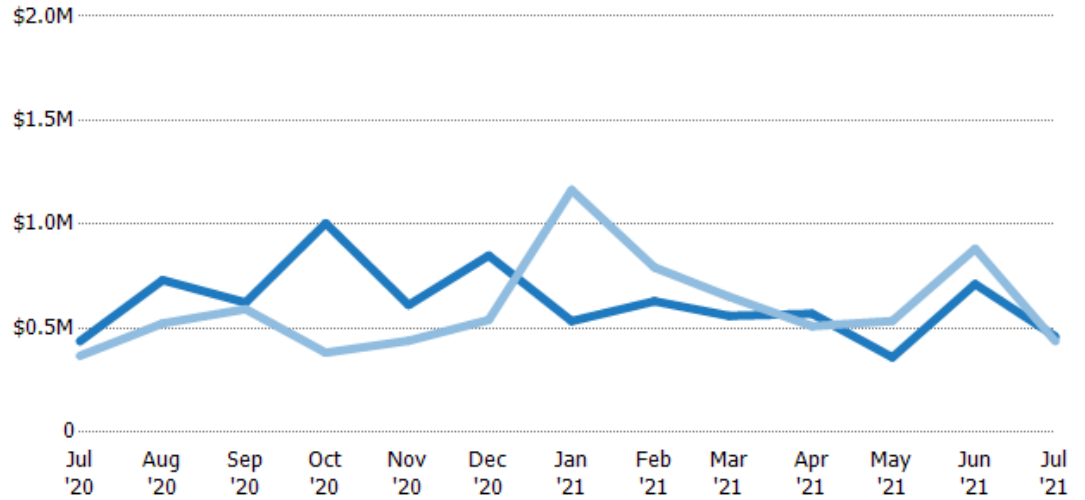
Current Year	\$453K	\$878K	\$596K	\$1.07M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$1.09M
Prior Year	\$426K	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.16M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K
Percent Change from Prior Year	6%	48%	-45%	-4%	41%	54%	-54%	-6%	100%	94%	-36%	-19%	139%

## 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



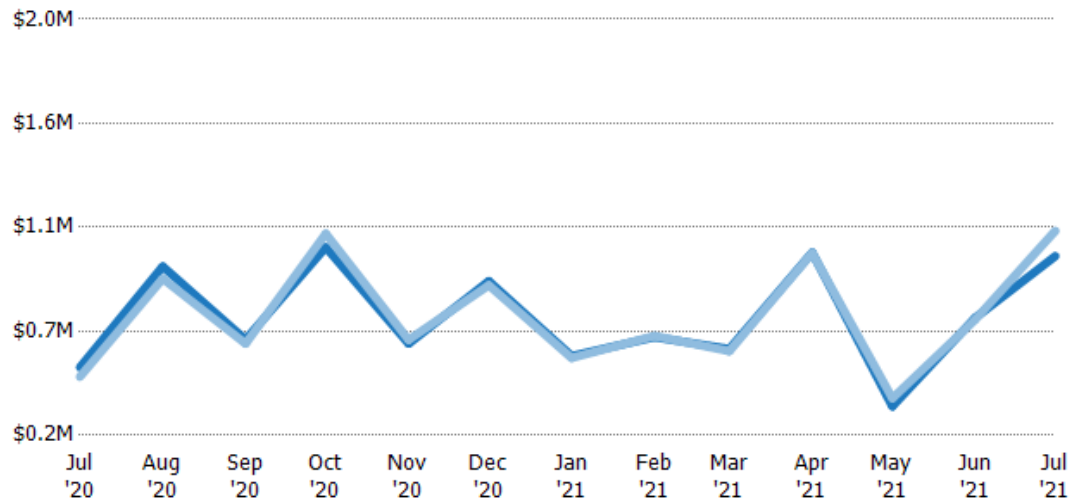
Current Year	\$438K	\$732K	\$624K	\$1.01M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$460K
Prior Year	\$368K	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.17M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K
Percent Change from Prior Year	19%	40%	5%	163%	39%	57%	-54%	-21%	100%	12%	-33%	-19%	5%

## 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



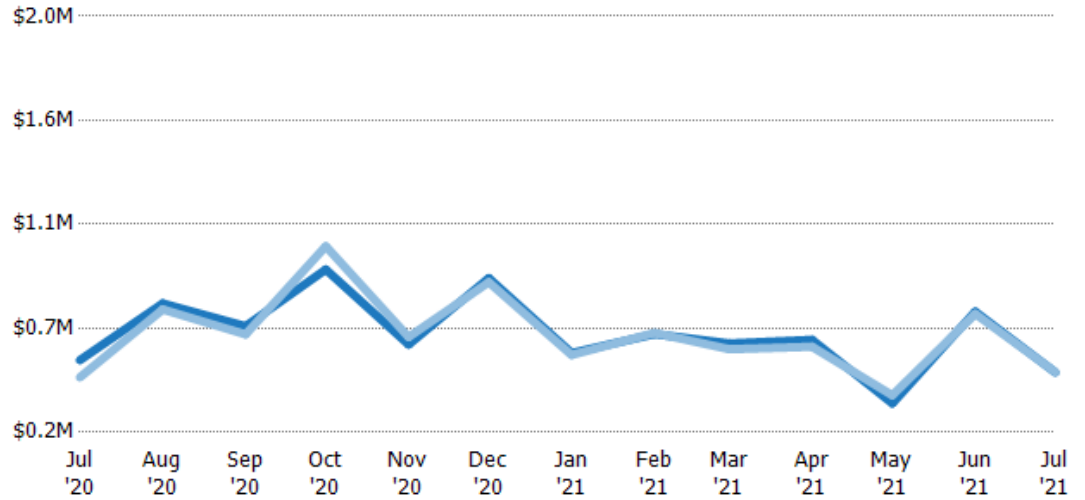
Avg List Price	\$494K	\$930K	\$614K	\$1.01M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$976K
Avg Sales Price	\$453K	\$878K	\$596K	\$1.07M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$1.09M
Avg Sales Price as a % of Avg List Price	92%	94%	97%	106%	103%	98%	98%	101%	98%	100%	111%	99%	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



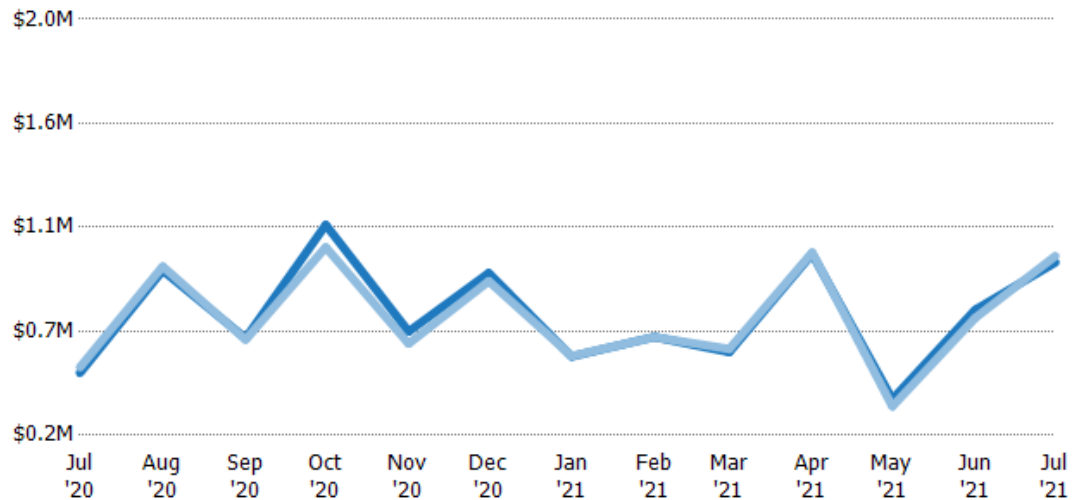
Median List Price	\$512K	\$757K	\$659K	\$905K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$459K
Median Sales Price	\$438K	\$732K	\$624K	\$1.01M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$460K
Med Sales Price as a % of Med List Price	85%	97%	95%	111%	106%	98%	98%	101%	96%	95%	111%	99%	100%

## 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



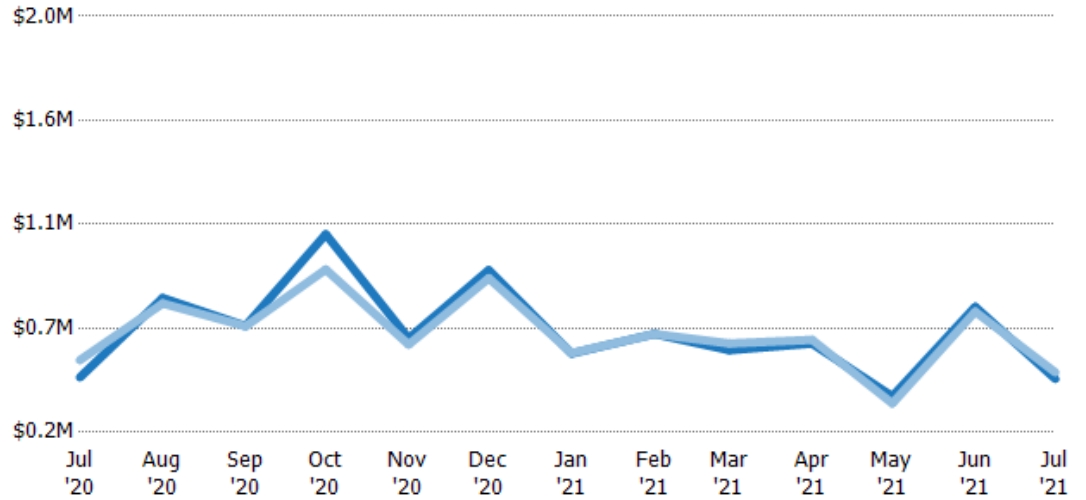
Avg Est Value	\$470K	\$913K	\$620K	\$1.11M	\$649K	\$902K	\$541K	\$625K	\$560K	\$985K	\$356K	\$743K	\$948K
Avg Sales Price	\$494K	\$930K	\$614K	\$1.01M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$976K
Avg Sales Price as a % of Avg Est Value	105%	102%	99%	91%	92%	96%	100%	100%	102%	101%	91%	95%	103%

## 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



Median Est Value	\$437K	\$781K	\$660K	\$1.06M	\$607K	\$902K	\$541K	\$625K	\$555K	\$584K	\$356K	\$743K	\$431K
Median Sales Price	\$512K	\$757K	\$659K	\$905K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$459K
Med Sales Price as a % of Med Est Value	117%	97%	100%	86%	96%	96%	100%	100%	105%	103%	91%	97%	107%