

## Summary of Key Listing and Sales Metrics

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

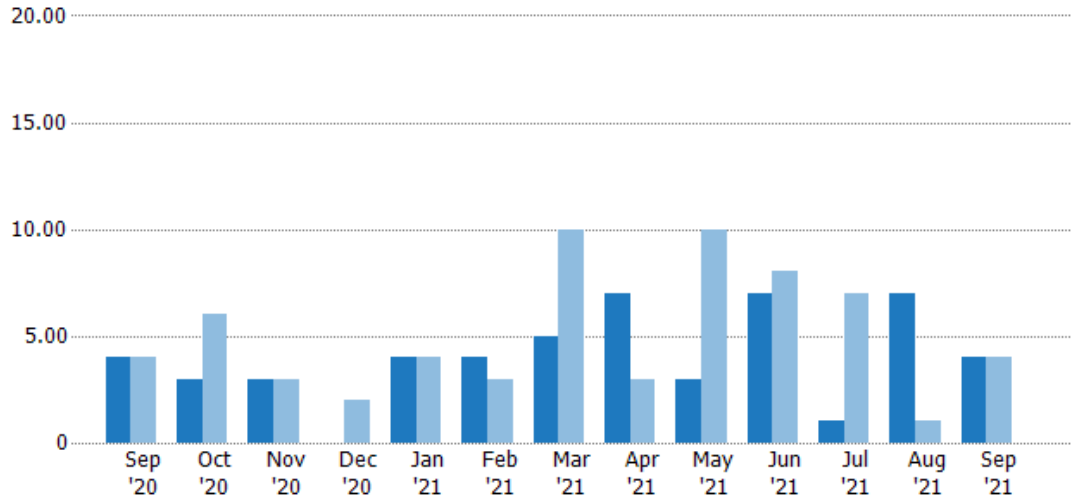
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	4	+/-	42	50	-16%
New Listing Volume	\$8,670,000	\$4,223,000	+105.3%	\$40,364,700	\$36,138,161	+11.7%
Active Listing Count	9	13	-30.8%	N/A	N/A	
Active Listing Volume	\$9,159,900	\$9,230,261	-0.8%	N/A	N/A	
Average Listing Price	\$1,017,767	\$710,020	+43.3%	\$787,813	\$743,929	+5.9%
Median Listing Price	\$749,000	\$519,000	+44.3%	\$627,794	\$621,262	+1.1%
Median Days in RPR	56	210	-73.3%	71.18	151.95	-53.2%
Months of Inventory	1.3	1.6	-20.9%	2	4.3	-53.4%
Absorption Rate	77.78%	61.54%	+16.2%	49.38%	23%	+26.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	7	-57.1%	42	57	-26.3%
New Pending Sales Volume	\$6,870,000	\$5,005,900	+37.2%	\$35,643,200	\$40,141,800	-11.2%
Pending Sales Count	4	11	-63.6%	N/A	N/A	
Pending Sales Volume	\$3,770,500	\$9,278,900	-59.4%	N/A	N/A	
Closed Sales Count	4	8	-50%	34	40	-15%
Closed Sales Volume	\$9,025,000	\$4,770,800	+89.2%	\$30,854,500	\$28,404,084	+8.6%
Average Sales Price	\$2,256,250	\$596,350	+278.3%	\$907,485	\$710,102	+27.8%
Median Sales Price	\$1,875,000	\$623,750	+200.6%	\$718,618	\$695,800	+3.3%

## 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



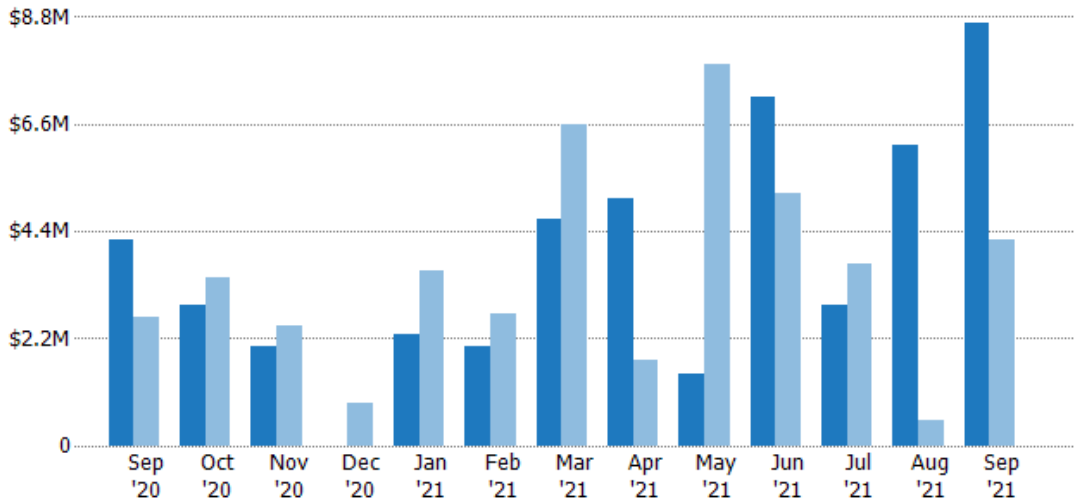
Current Year	4	3	3	-	4	4	5	7	3	7	1	7	4
Prior Year	4	6	3	2	4	3	10	3	10	8	7	1	4
Percent Change from Prior Year	0%	-50%	0%	-100%	0%	33%	-50%	133%	-70%	-13%	-86%	600%	0%

## 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



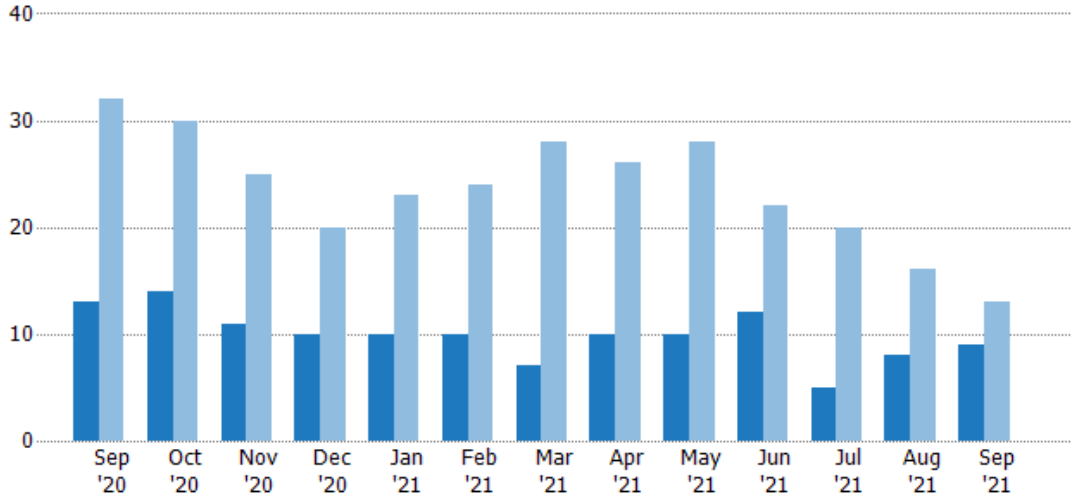
Current Year	\$4.22M	\$2.89M	\$2.04M	-	\$2.29M	\$2.03M	\$4.64M	\$5.07M	\$1.48M	\$7.14M	\$2.88M	\$6.17M	\$8.67M
Prior Year	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$6.59M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M
Percent Change from Prior Year	60%	-16%	-17%	-100%	-36%	-25%	-30%	189%	-81%	38%	-23%	1,044%	105%

## 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.
Sep '21	9	-30.8%
Sep '20	13	-59.4%
Sep '19	32	18.8%

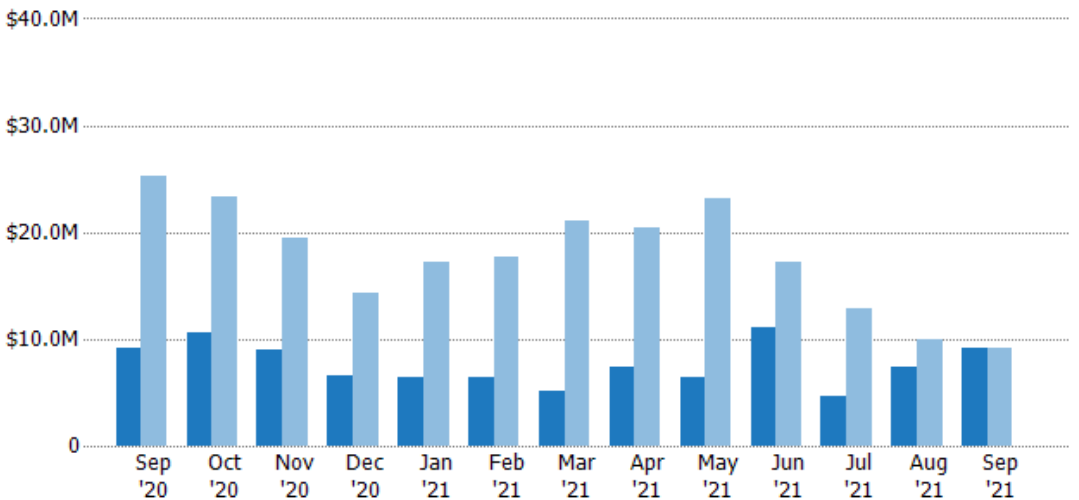
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	13	32	-59%
Oct '20	14	30	-53%
Nov '20	11	25	-56%
Dec '20	10	20	-50%
Jan '21	10	23	-57%
Feb '21	10	24	-58%
Mar '21	7	28	-75%
Apr '21	10	26	-62%
May '21	10	28	-64%
Jun '21	12	22	-45%
Jul '21	5	20	-75%
Aug '21	8	16	-50%
Sep '21	9	13	-31%

## 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.
Sep '21	\$9.16M	-0.8%
Sep '20	\$9.23M	-63.5%
Sep '19	\$25.3M	36.6%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	\$9.23M	\$25.3M	-64%
Oct '20	\$10.6M	\$23.3M	-55%
Nov '20	\$9M	\$19.4M	-54%
Dec '20	\$6.58M	\$14.4M	-54%
Jan '21	\$6.38M	\$17.2M	-63%
Feb '21	\$6.37M	\$17.6M	-64%
Mar '21	\$5.08M	\$21.1M	-76%
Apr '21	\$7.38M	\$20.5M	-64%
May '21	\$6.41M	\$23.1M	-72%
Jun '21	\$11.1M	\$17.2M	-35%
Jul '21	\$4.57M	\$12.8M	-64%
Aug '21	\$7.36M	\$10M	-27%
Sep '21	\$9.16M	\$9.23M	-1%

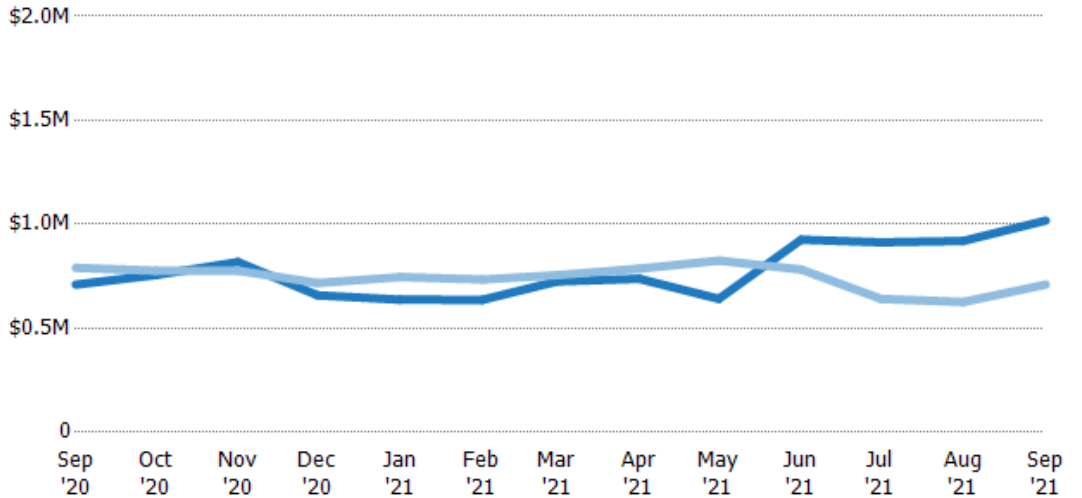
## Average Listing Price

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.
Sep '21	\$1.02M	43.3%
Sep '20	\$710K	-10.2%
Sep '19	\$790K	15%



Current Year	\$710K	\$756K	\$818K	\$658K	\$638K	\$637K	\$725K	\$738K	\$641K	\$926K	\$913K	\$920K	\$1.02M
Prior Year	\$790K	\$777K	\$777K	\$718K	\$746K	\$735K	\$755K	\$787K	\$825K	\$782K	\$641K	\$626K	\$710K
Percent Change from Prior Year	-10%	-3%	5%	-8%	-14%	-13%	-4%	-6%	-22%	18%	42%	47%	43%

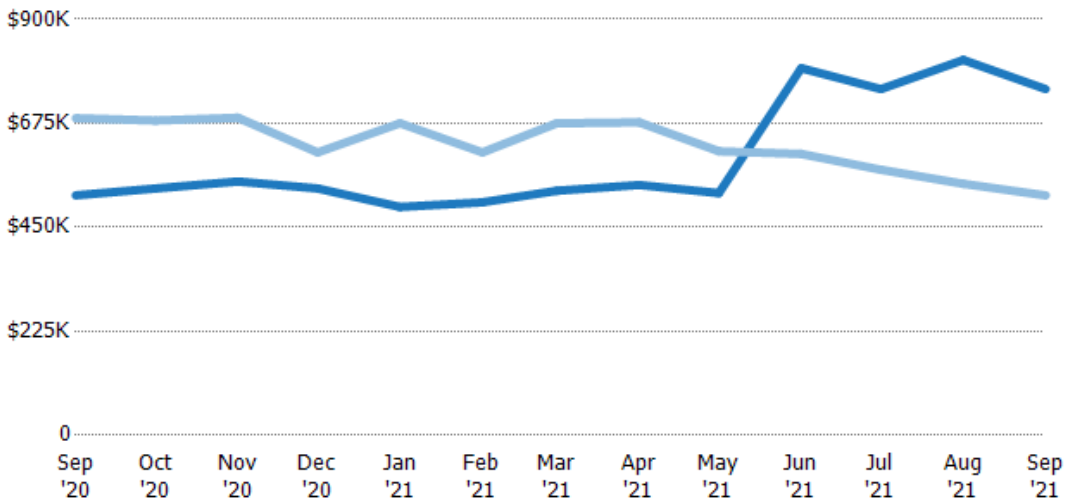
## Median Listing Price

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.
Sep '21	\$749K	44.3%
Sep '20	\$519K	-24.3%
Sep '19	\$686K	16.2%



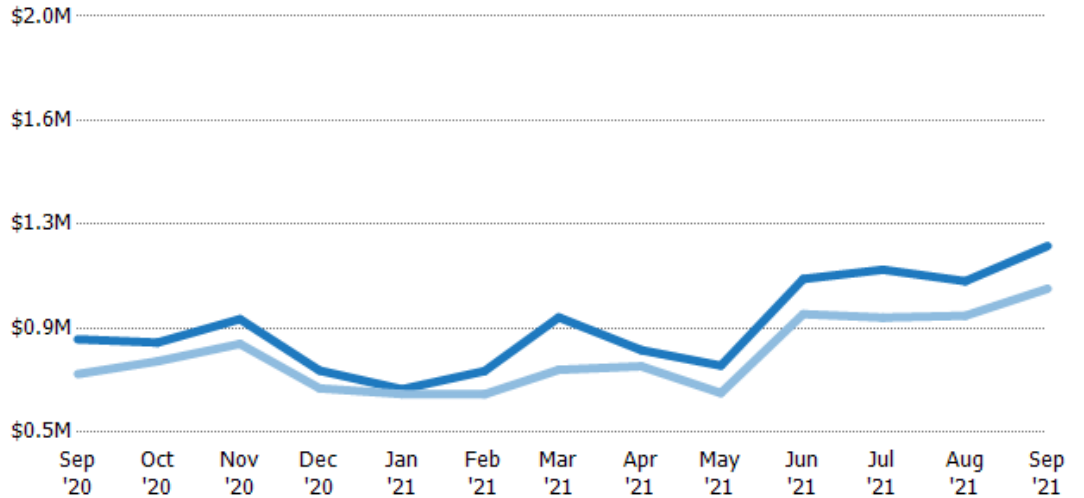
Current Year	\$519K	\$534K	\$549K	\$534K	\$494K	\$504K	\$529K	\$542K	\$524K	\$794K	\$749K	\$812K	\$749K
Prior Year	\$686K	\$681K	\$687K	\$612K	\$675K	\$612K	\$675K	\$677K	\$614K	\$609K	\$574K	\$544K	\$519K
Percent Change from Prior Year	-24%	-22%	-20%	-13%	-27%	-18%	-22%	-20%	-15%	30%	30%	49%	44%

## 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



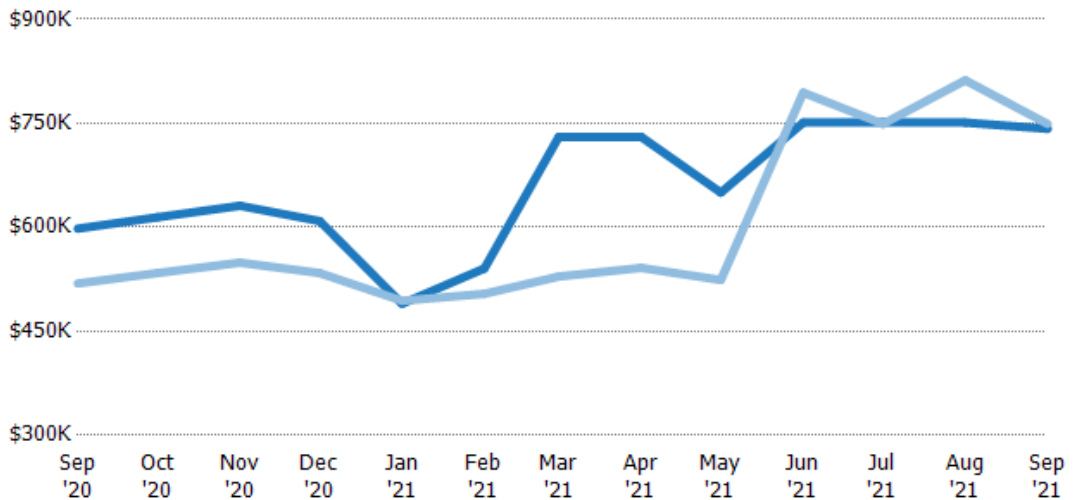
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$835K	\$823K	\$908K	\$722K	\$655K	\$720K	\$914K	\$796K	\$740K	\$1.05M	\$1.09M	\$1.04M	\$1.17M
Avg Listing Price	\$710K	\$756K	\$818K	\$658K	\$638K	\$637K	\$725K	\$738K	\$641K	\$926K	\$913K	\$920K	\$1.02M
Avg Listing Price as a % of Avg Est Value	85%	92%	90%	91%	97%	88%	79%	93%	87%	88%	84%	88%	87%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$598K	\$615K	\$631K	\$609K	\$490K	\$541K	\$730K	\$730K	\$650K	\$751K	\$751K	\$751K	\$742K
Median Listing Price	\$519K	\$534K	\$549K	\$534K	\$494K	\$504K	\$529K	\$542K	\$524K	\$794K	\$749K	\$812K	\$749K
Med Listing Price as a % of Med Est Value	87%	87%	87%	88%	101%	93%	72%	74%	81%	106%	100%	108%	101%

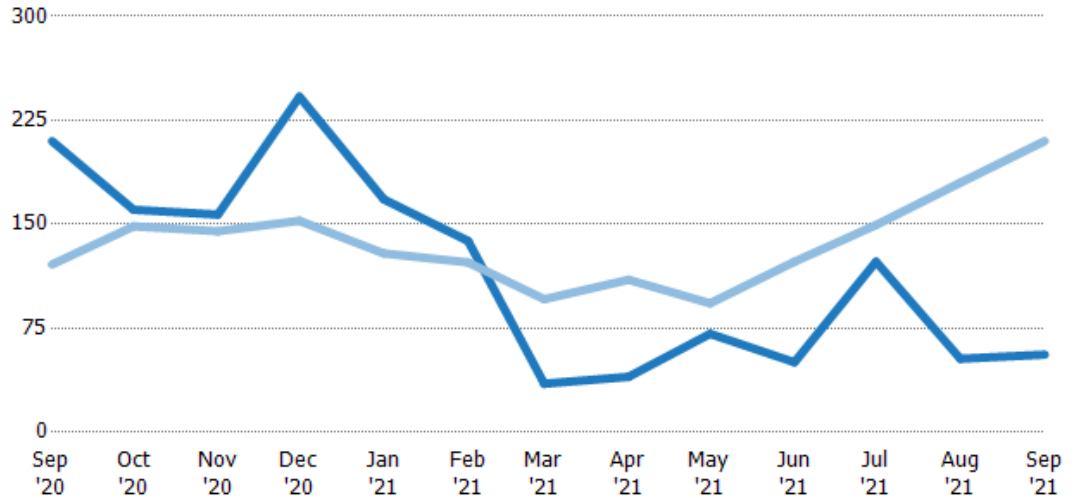
## Median Days in RPR

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.
Sep '21	56	-73.3%
Sep '20	210	73.6%
Sep '19	121	-26.9%



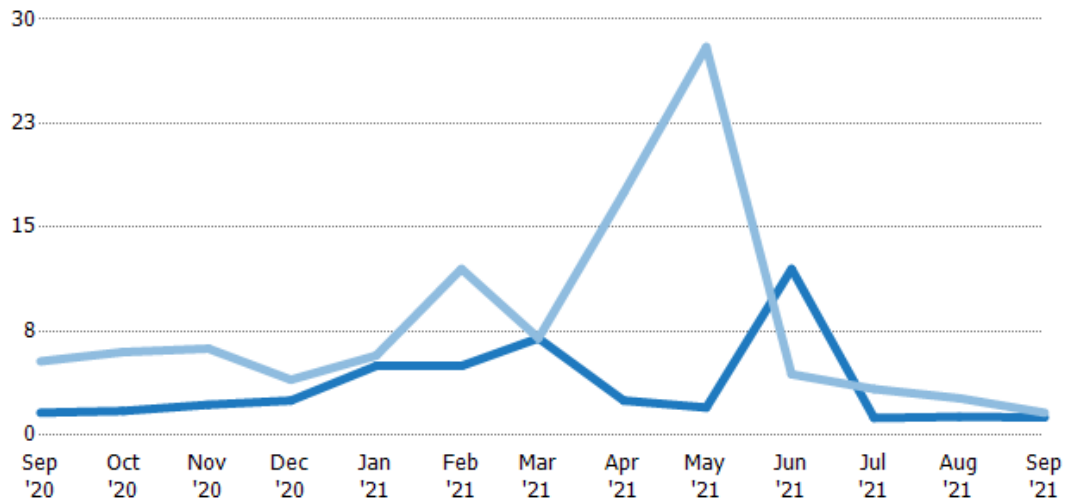
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	210	161	157	242	168	138	35	40	71	50.5	123	53	56
Prior Year	121	149	145	153	129	123	96	110	93	123	150	180	210
Percent Change from Prior Year	74%	8%	8%	59%	30%	13%	-64%	-64%	-24%	-59%	-18%	-71%	-73%

## 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



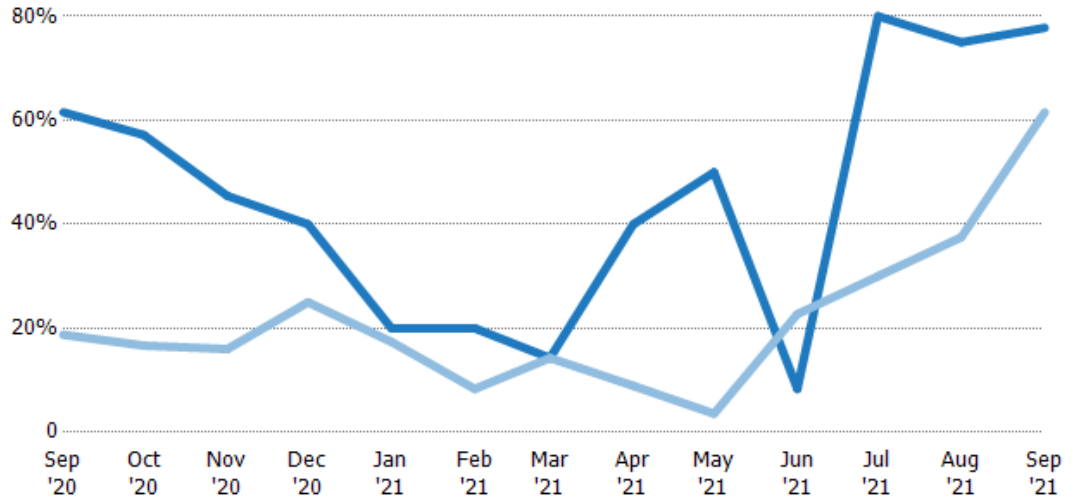
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	1.63	1.75	2.2	2.5	5	5	7	2.5	2	12	1.25	1.33	1.29
Prior Year	5.33	6	6.25	4	5.75	12	7	17.5	28	4.4	3.33	2.67	1.63
Percent Change from Prior Year	-70%	-71%	-65%	-38%	-13%	-58%	0%	100%	-93%	173%	-62%	-50%	-21%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



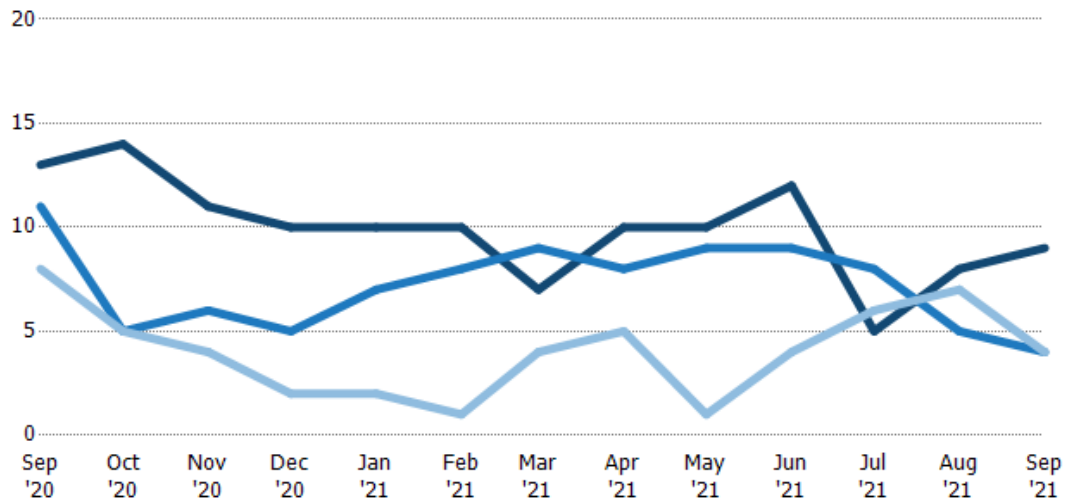
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	62%	57%	45%	40%	20%	20%	14%	40%	50%	8%	80%	75%	78%
Prior Year	19%	17%	16%	25%	17%	8%	14%	9%	4%	23%	30%	38%	62%
Change from Prior Year	-43%	-40%	-29%	-15%	-3%	-12%	0%	-40%	-46%	14%	-50%	-38%	-16%

## 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



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

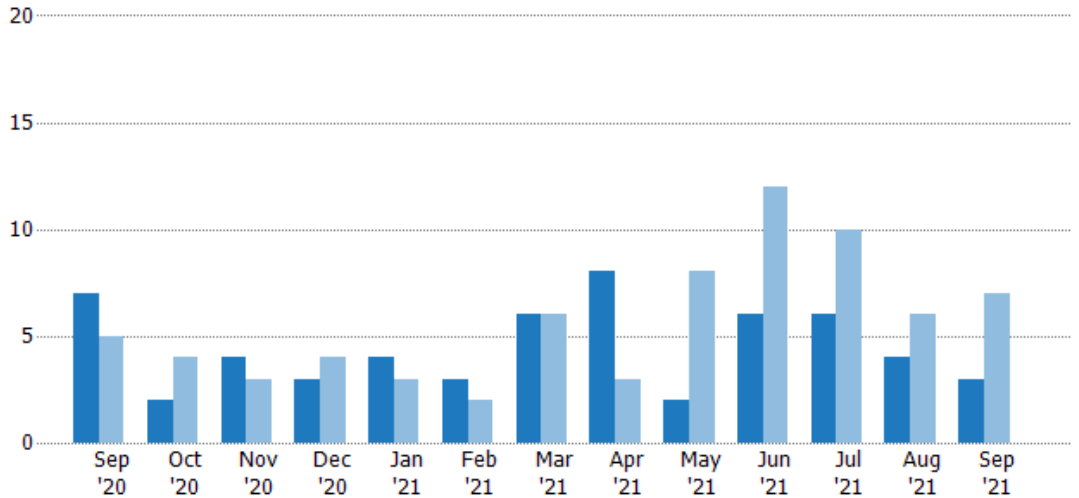
## New Pending Sales

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.
Sep '21	3	-57.1%
Sep '20	7	40%
Sep '19	5	0%



Current Year	7	2	4	3	4	3	6	8	2	6	6	4	3
Prior Year	5	4	3	4	3	2	6	3	8	12	10	6	7
Percent Change from Prior Year	40%	-50%	33%	-25%	33%	50%	0%	167%	-75%	-50%	-40%	-33%	-57%

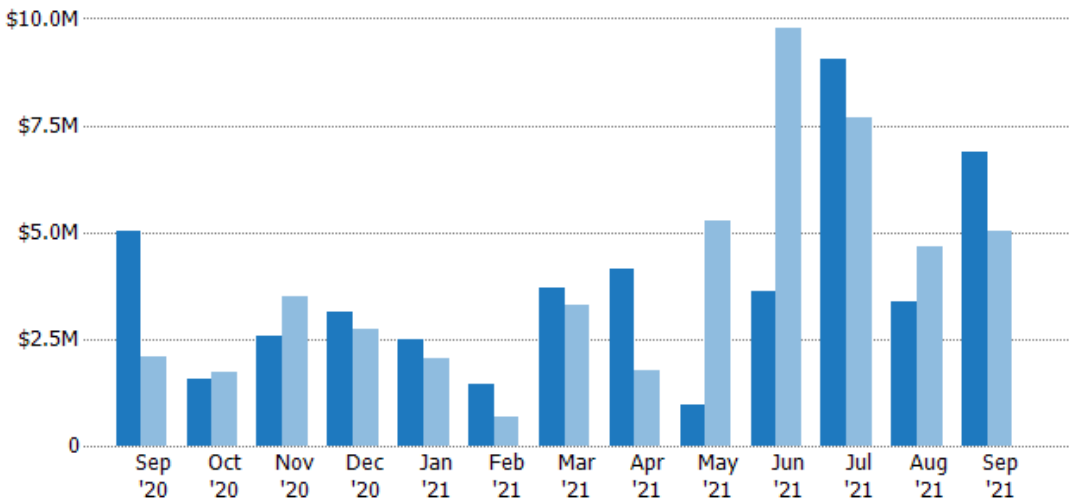
## New Pending Sales Volume

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.
Sep '21	\$6.87M	37.2%
Sep '20	\$5.01M	140.4%
Sep '19	\$2.08M	16.9%



Current Year	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$9.04M	\$3.38M	\$6.87M
Prior Year	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M
Percent Change from Prior Year	140%	-9%	-26%	14%	21%	111%	13%	137%	-82%	-63%	18%	-27%	37%

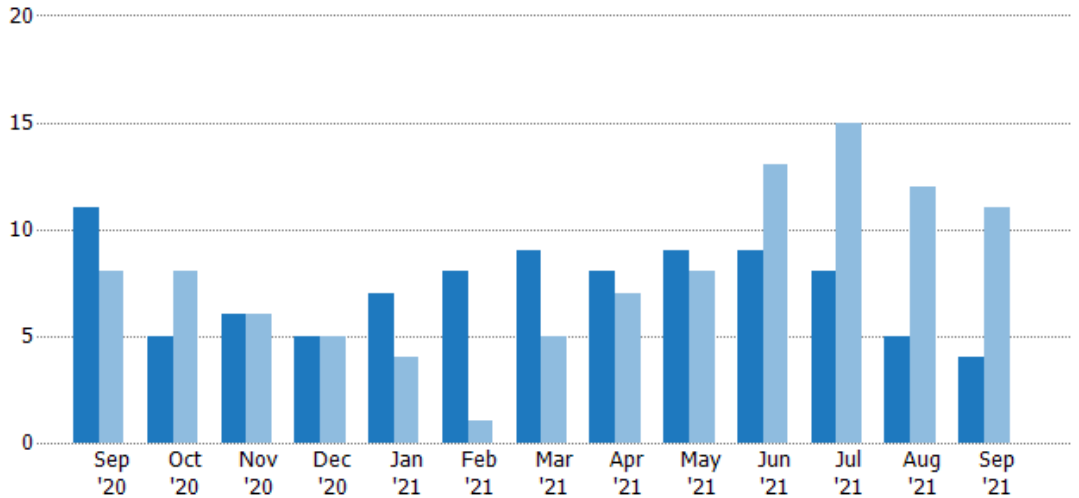


## Pending Sales

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



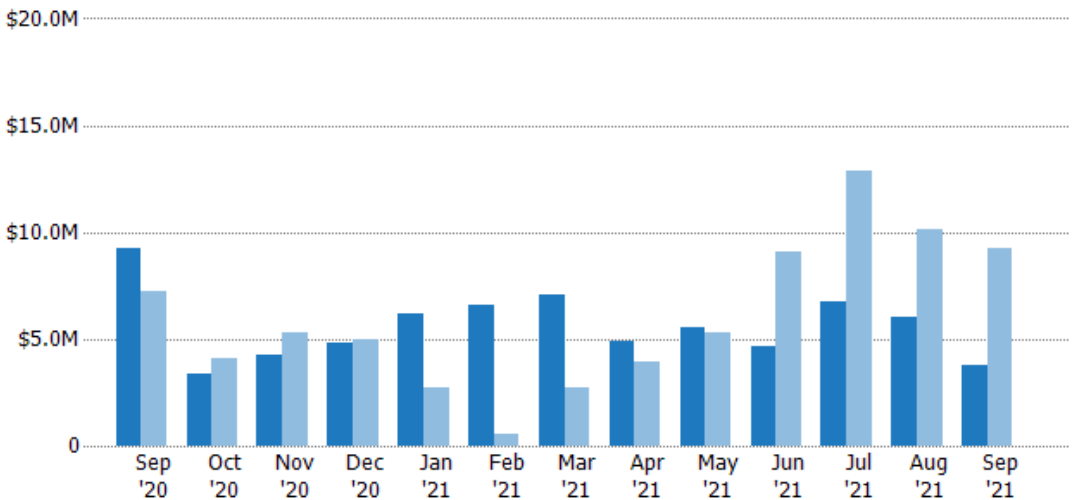
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	11	5	6	5	7	8	9	8	9	9	8	5	4
Prior Year	8	8	6	5	4	1	5	7	8	13	15	12	11
Percent Change from Prior Year	38%	-38%	0%	0%	75%	700%	80%	14%	13%	-31%	-47%	-58%	-64%

## 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



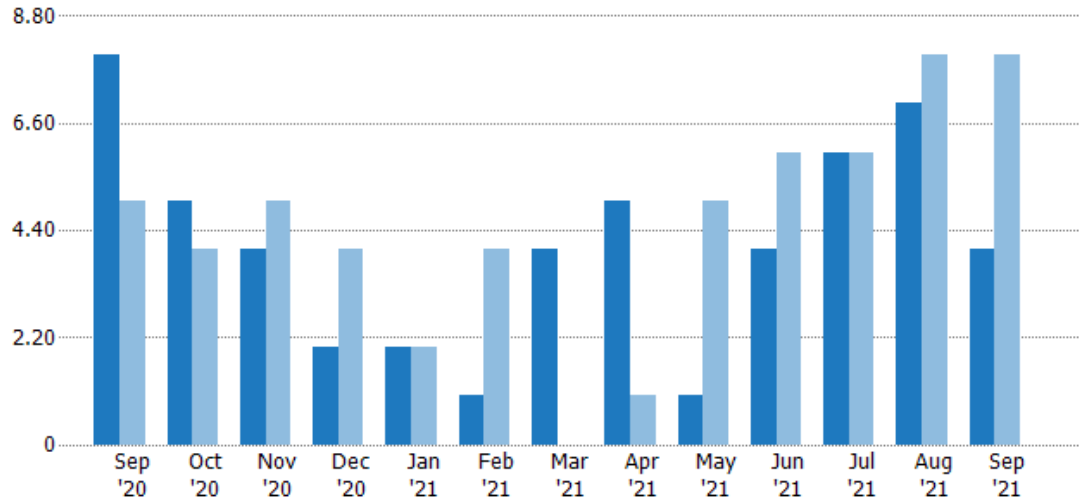
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$9.28M	\$3.36M	\$4.21M	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.92M	\$5.54M	\$4.63M	\$6.76M	\$6.02M	\$3.77M
Prior Year	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M	\$10.1M	\$9.28M
Percent Change from Prior Year	28%	-19%	-20%	-4%	126%	1,132%	159%	24%	5%	-49%	-47%	-41%	-59%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



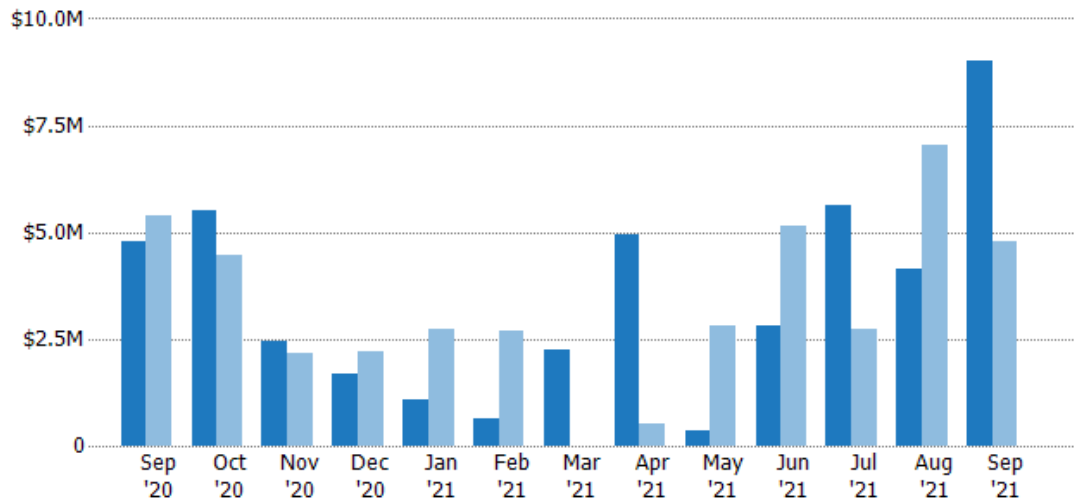
Current Year	8	5	4	2	2	1	4	5	1	4	6	7	4
Prior Year	5	4	5	4	2	4	-	1	5	6	6	8	8
Percent Change from Prior Year	60%	25%	-20%	-50%	0%	-75%	100%	400%	-80%	-33%	0%	-13%	-50%

## 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



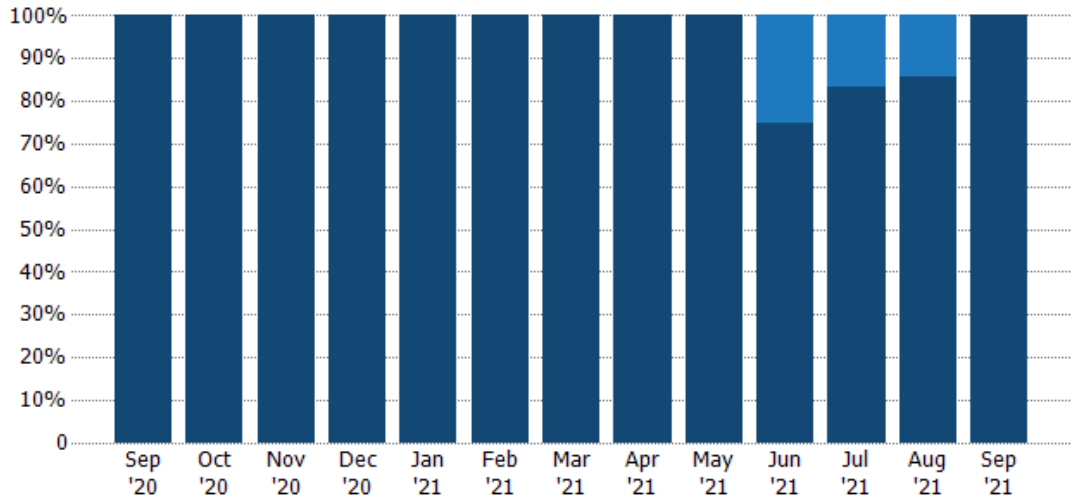
Current Year	\$4.77M	\$5.52M	\$2.45M	\$1.7M	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$5.62M	\$4.15M	\$9.03M
Prior Year	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$2.72M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M
Percent Change from Prior Year	-12%	23%	13%	-23%	-61%	-77%	100%	870%	-87%	-46%	107%	-41%	89%

## 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



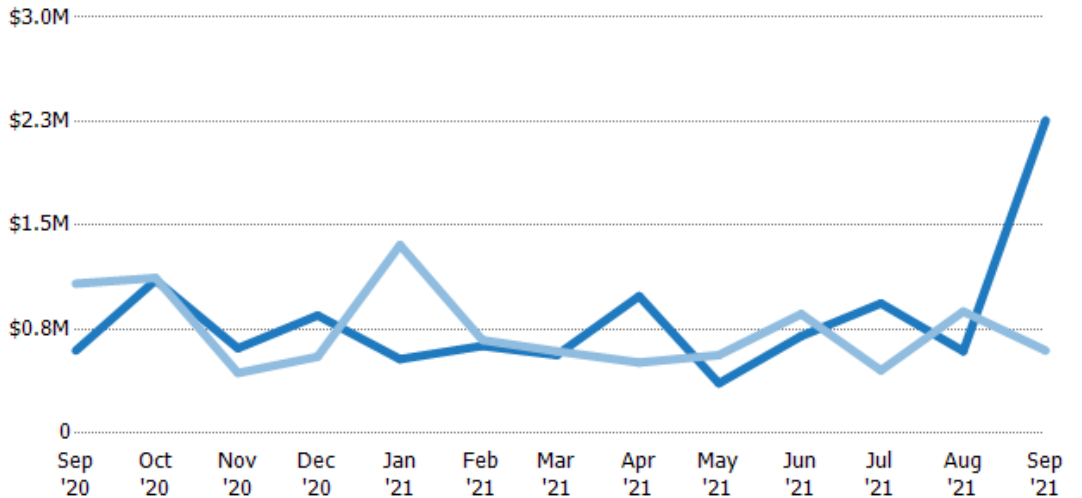
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	25%	17%	14%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	75%	83%	86%	100%

## 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



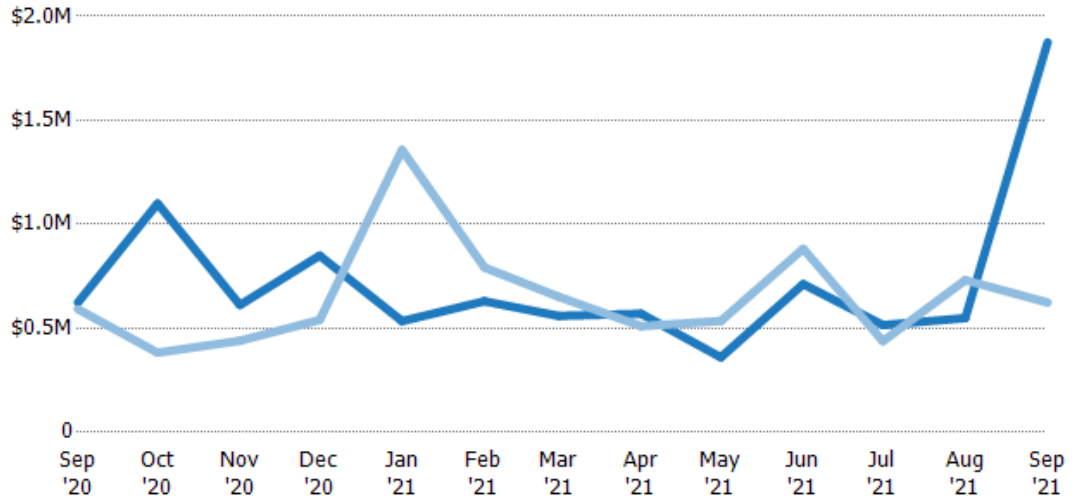
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M
Prior Year	\$1.08M	\$1.12M	\$435K	\$552K	\$1.36M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K
Percent Change from Prior Year	-45%	-1%	41%	54%	-61%	-6%	100%	94%	-36%	-19%	107%	-33%	278%

## 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



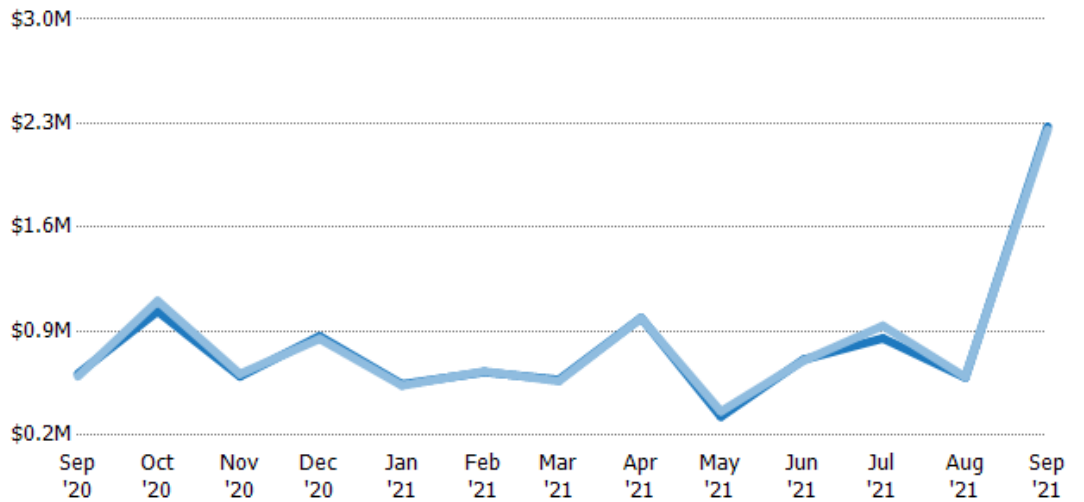
Current Year	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M
Prior Year	\$592K	\$383K	\$440K	\$540K	\$1.36M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K
Percent Change from Prior Year	5%	188%	39%	57%	-61%	-21%	100%	12%	-33%	-19%	18%	-25%	201%

## 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



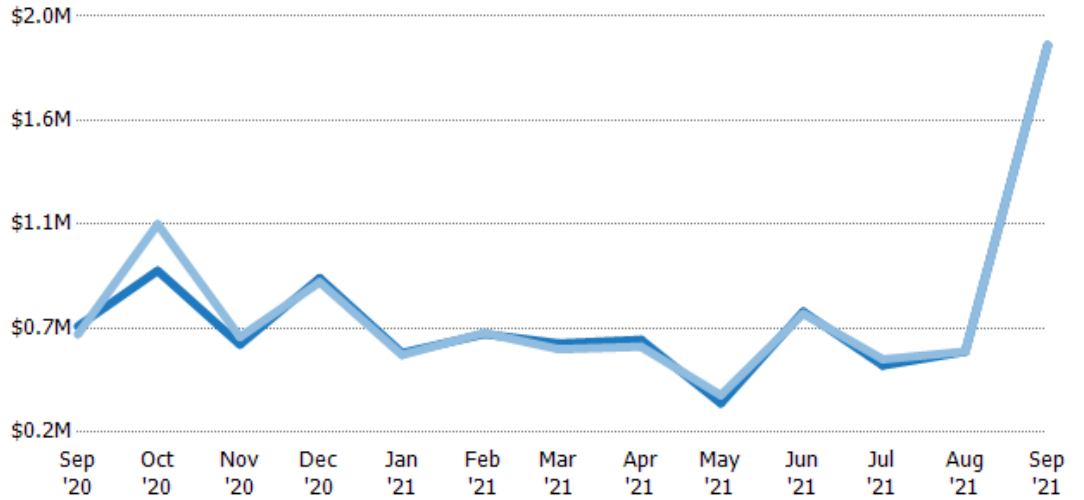
Avg List Price	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M
Avg Sales Price	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M
Avg Sales Price as a % of Avg List Price	97%	107%	103%	98%	98%	101%	98%	100%	111%	99%	110%	101%	99%

## 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



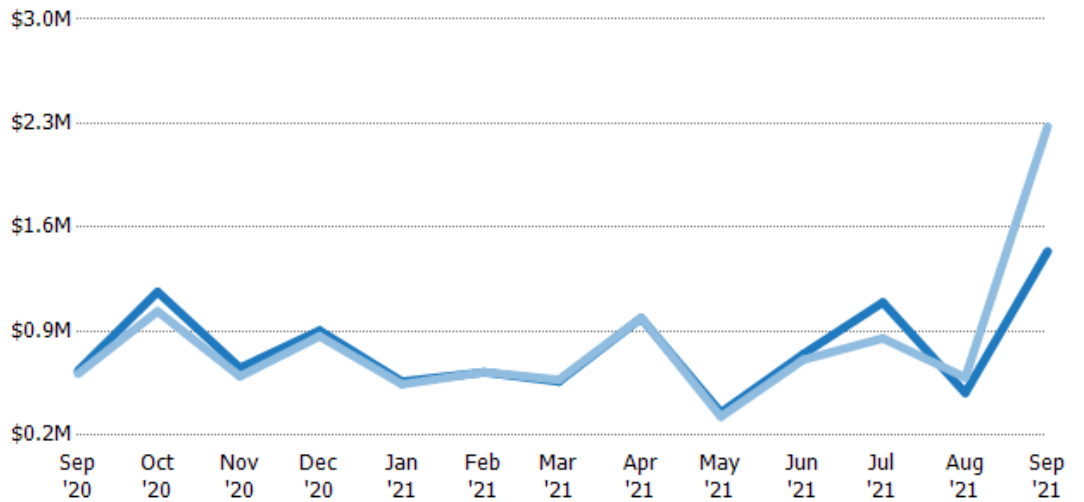
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M
Median Sales Price	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M
Med Sales Price as a % of Med List Price	95%	122%	106%	98%	98%	101%	96%	95%	111%	99%	105%	100%	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



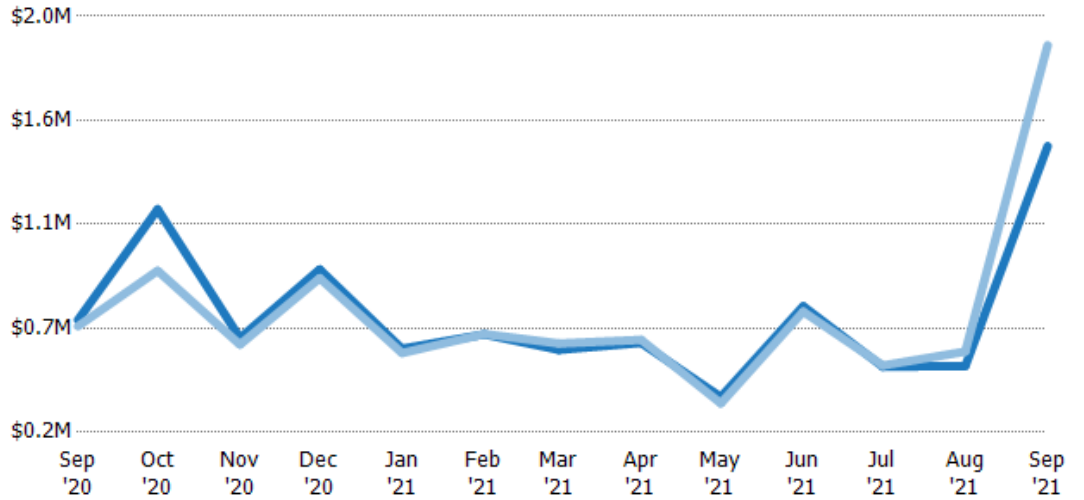
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$633K	\$1.17M	\$654K	\$905K	\$562K	\$624K	\$561K	\$989K	\$352K	\$746K	\$1.09M	\$485K	\$1.44M
Avg Sales Price	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M
Avg Sales Price as a % of Avg Est Value	97%	89%	91%	96%	97%	100%	102%	100%	92%	95%	78%	121%	158%

## 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	\$685K	\$1.17M	\$608K	\$905K	\$562K	\$624K	\$557K	\$587K	\$352K	\$746K	\$483K	\$487K	\$1.44M
Median Sales Price	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M
Med Sales Price as a % of Med Est Value	96%	77%	95%	96%	97%	100%	105%	102%	92%	97%	101%	113%	130%