

## Summary of Key Listing and Sales Metrics

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

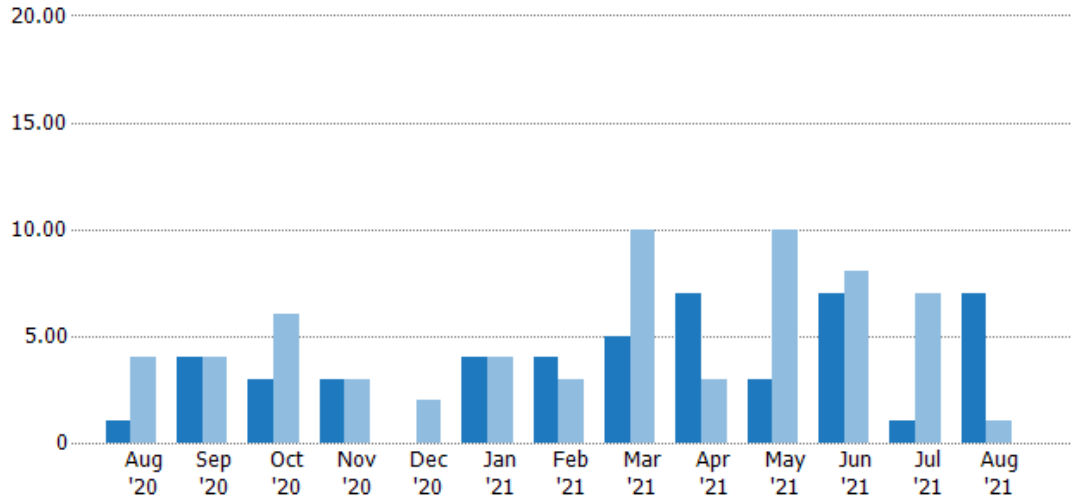
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	1	+600%	38	46	-17.4%
New Listing Volume	\$6,168,400	\$539,000	+1,044.4%	\$31,694,700	\$31,915,161	-0.7%
Active Listing Count	8	16	-50%	N/A	N/A	
Active Listing Volume	\$7,359,900	\$10,017,761	-26.5%	N/A	N/A	
Average Listing Price	\$919,988	\$626,110	+46.9%	\$759,069	\$746,286	+1.7%
Median Listing Price	\$812,000	\$544,000	+49.3%	\$612,643	\$628,371	-2.5%
Median Days in RPR	53	180	-70.6%	73.2	137.44	-46.7%
Months of Inventory	1.3	2.7	-50%	2.3	4.6	-50.7%
Absorption Rate	75%	37.5%	+37.5%	44.44%	21.93%	+22.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	6	-33.3%	39	50	-22%
New Pending Sales Volume	\$3,375,500	\$4,652,500	-27.4%	\$28,773,200	\$35,135,900	-18.1%
Pending Sales Count	5	12	-58.3%	N/A	N/A	
Pending Sales Volume	\$6,015,500	\$10,127,200	-40.6%	N/A	N/A	
Closed Sales Count	7	8	-12.5%	30	32	-6.3%
Closed Sales Volume	\$4,145,500	\$7,024,884	-41%	\$21,829,500	\$23,633,284	-7.6%
Average Sales Price	\$592,214	\$878,111	-32.6%	\$727,650	\$738,540	-1.5%
Median Sales Price	\$549,000	\$731,500	-24.9%	\$564,433	\$713,813	-20.9%

## 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



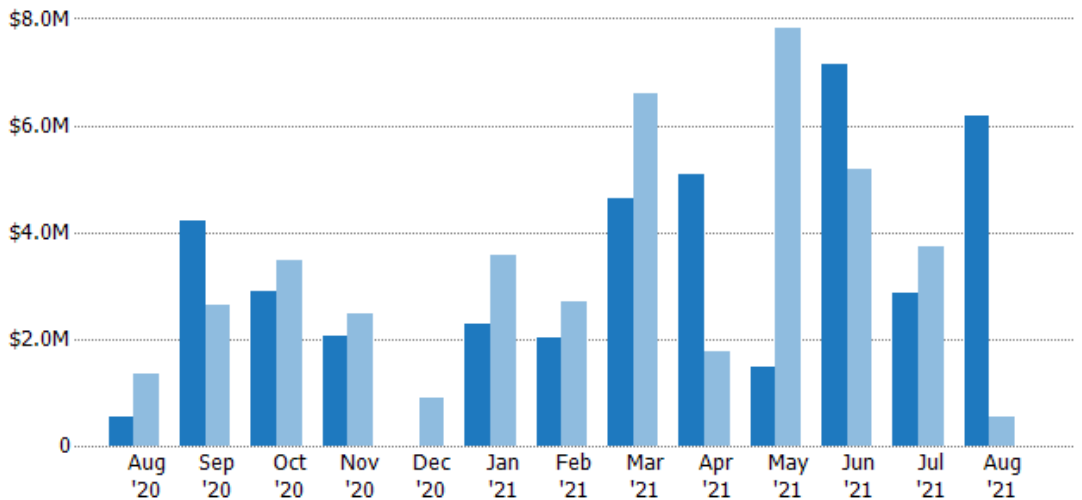
Current Year	1	4	3	3	-	4	4	5	7	3	7	1	7
Prior Year	4	4	6	3	2	4	3	10	3	10	8	7	1
Percent Change from Prior Year	-75%	0%	-50%	0%	-100%	0%	33%	-50%	133%	-70%	-13%	-86%	600%

## 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



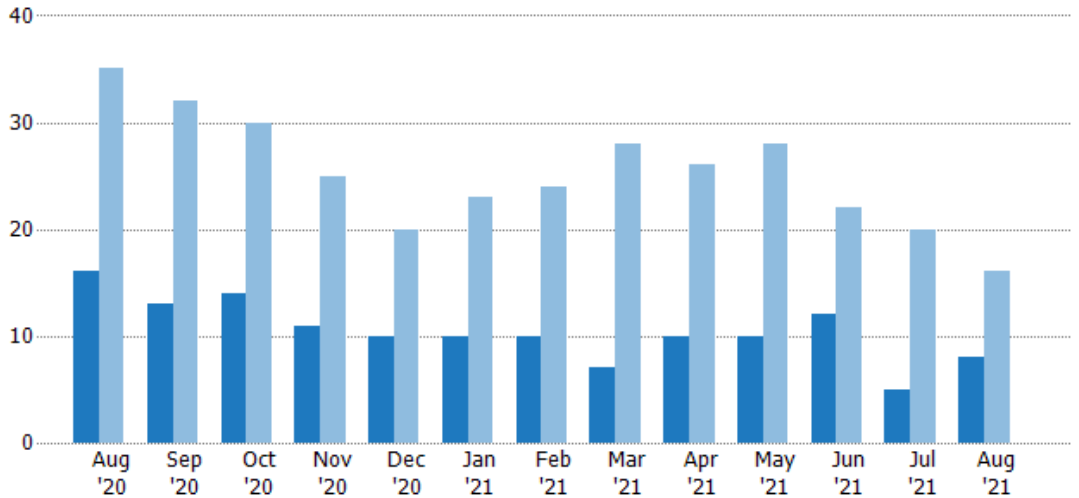
Current Year	\$539K	\$4.22M	\$2.89M	\$2.04M	-	\$2.29M	\$2.03M	\$4.64M	\$5.07M	\$1.48M	\$7.14M	\$2.88M	\$6.17M
Prior Year	\$1.34M	\$2.64M	\$3.46M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$6.59M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K
Percent Change from Prior Year	-60%	60%	-16%	-17%	-100%	-36%	-25%	-30%	189%	-81%	38%	-23%	1,044%

## 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



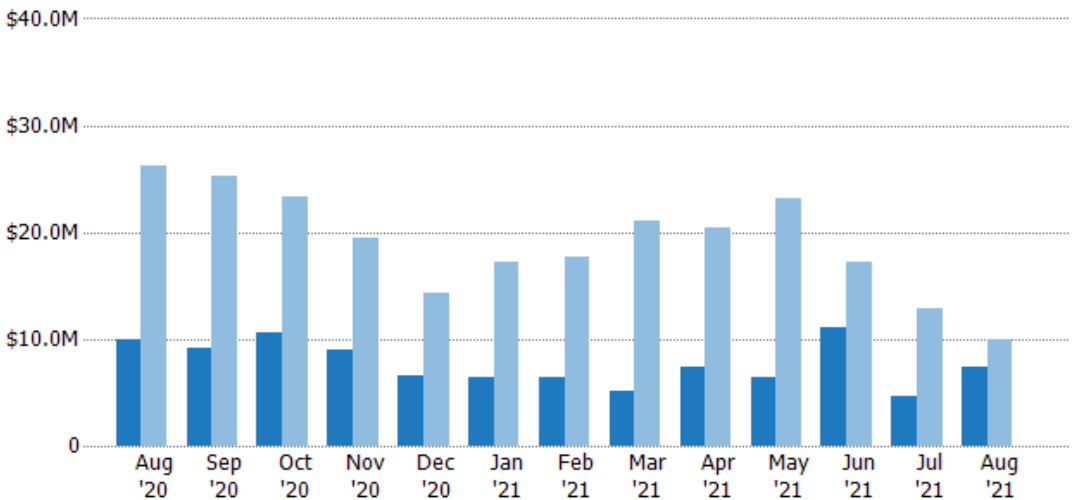
Month/Year	Count	% Chg.
Aug '21	8	-50%
Aug '20	16	-54.3%
Aug '19	35	5.7%

## 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



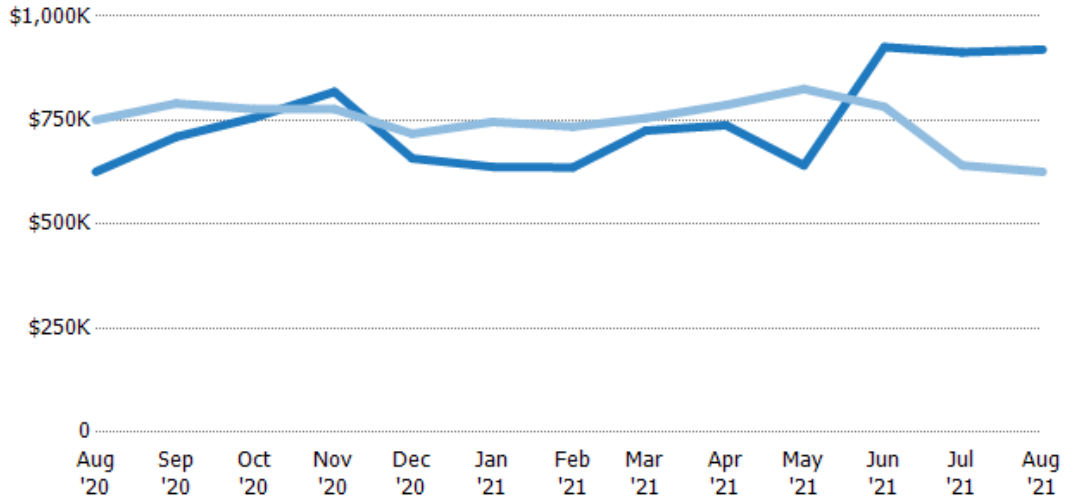
Month/Year	Volume	% Chg.
Aug '21	\$7.36M	-26.5%
Aug '20	\$10M	-61.9%
Aug '19	\$26.3M	18.2%

## 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



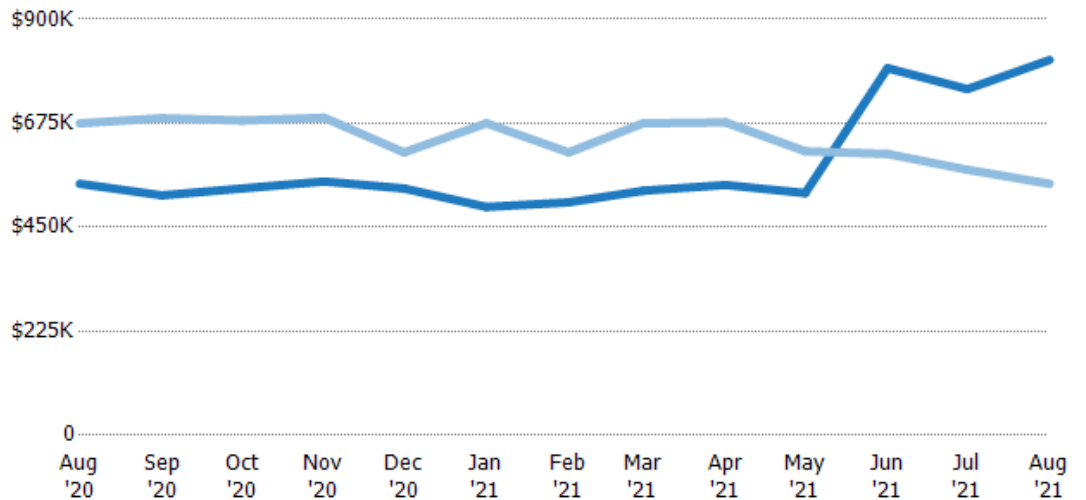
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	\$626K	\$750K	-17%
Sep '20	\$710K	\$790K	-10%
Oct '20	\$756K	\$777K	-3%
Nov '20	\$818K	\$777K	5%
Dec '20	\$658K	\$718K	-8%
Jan '21	\$638K	\$746K	-14%
Feb '21	\$637K	\$735K	-13%
Mar '21	\$725K	\$755K	-4%
Apr '21	\$738K	\$787K	-6%
May '21	\$641K	\$825K	-22%
Jun '21	\$926K	\$782K	18%
Jul '21	\$913K	\$641K	42%
Aug '21	\$920K	\$626K	47%

## 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



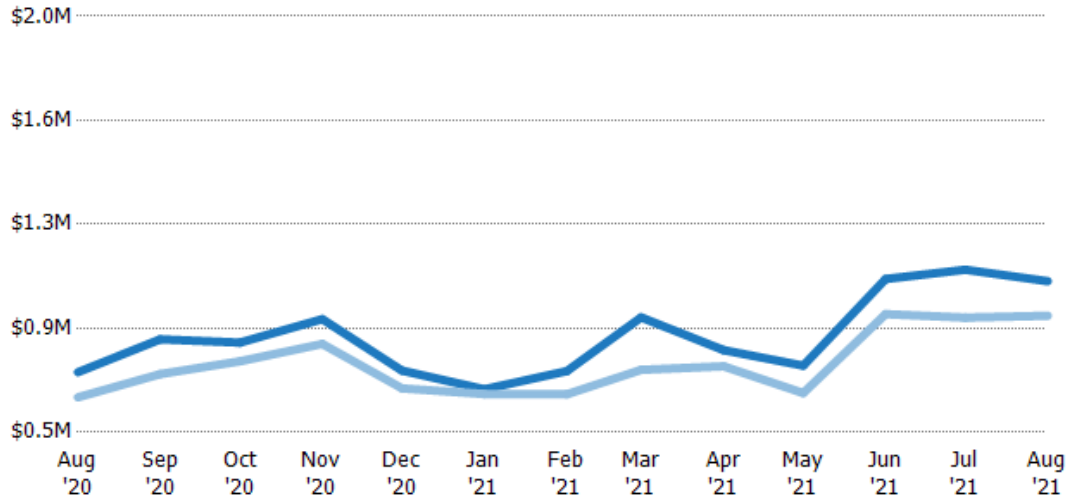
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	\$544K	\$675K	-19%
Sep '20	\$519K	\$686K	-24%
Oct '20	\$534K	\$681K	-22%
Nov '20	\$549K	\$687K	-20%
Dec '20	\$534K	\$612K	-13%
Jan '21	\$494K	\$675K	-27%
Feb '21	\$504K	\$612K	-18%
Mar '21	\$529K	\$675K	-22%
Apr '21	\$542K	\$677K	-20%
May '21	\$524K	\$614K	-15%
Jun '21	\$794K	\$609K	30%
Jul '21	\$749K	\$574K	30%
Aug '21	\$812K	\$544K	49%

## 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



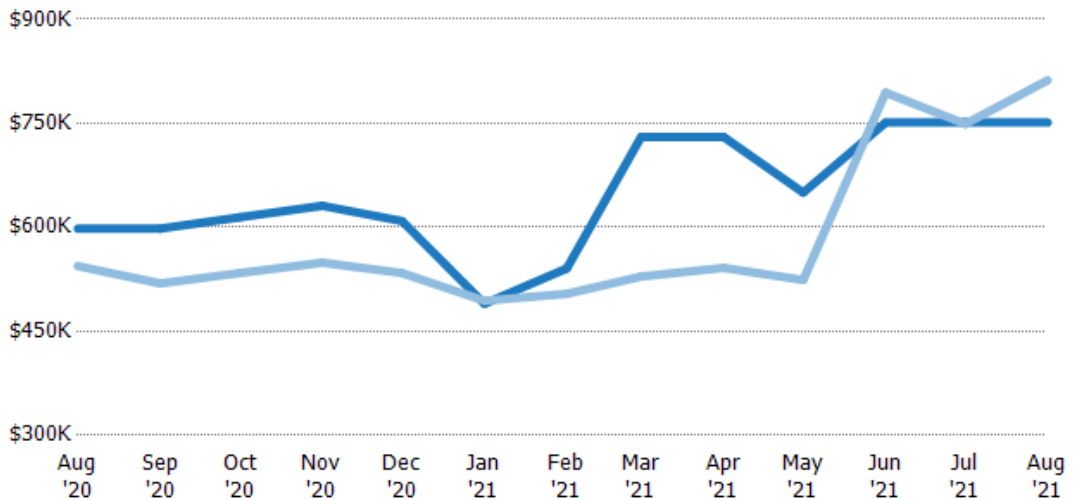
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$717K	\$835K	\$823K	\$908K	\$722K	\$655K	\$720K	\$914K	\$796K	\$740K	\$1.05M	\$1.09M	\$1.04M
Avg Listing Price	\$626K	\$710K	\$756K	\$818K	\$658K	\$638K	\$637K	\$725K	\$738K	\$641K	\$926K	\$913K	\$920K
Avg Listing Price as a % of Avg Est Value	87%	85%	92%	90%	91%	97%	88%	79%	93%	87%	88%	84%	88%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$598K	\$598K	\$615K	\$631K	\$609K	\$490K	\$541K	\$730K	\$730K	\$650K	\$751K	\$751K	\$751K
Median Listing Price	\$544K	\$519K	\$534K	\$549K	\$534K	\$494K	\$504K	\$529K	\$542K	\$524K	\$794K	\$749K	\$812K
Med Listing Price as a % of Med Est Value	91%	87%	87%	87%	88%	101%	93%	72%	74%	81%	106%	100%	108%

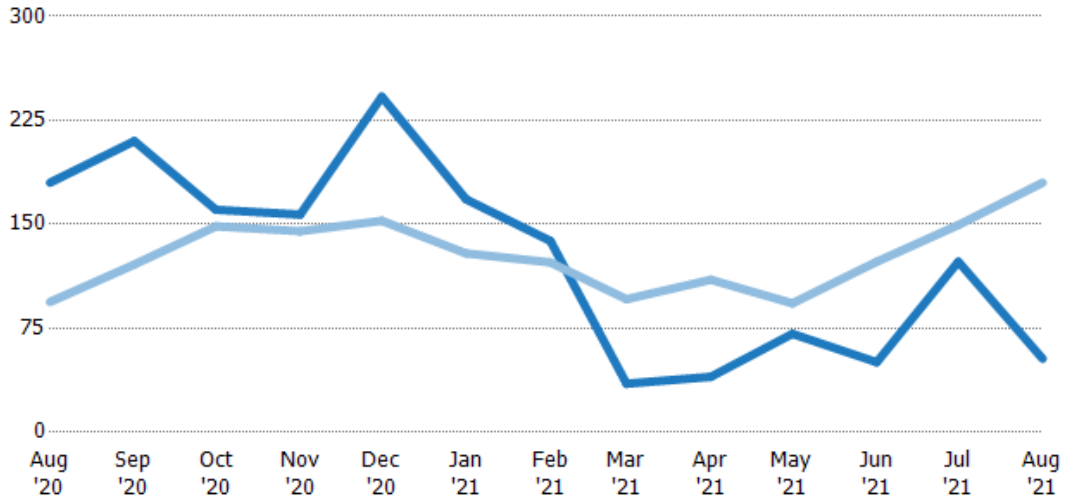
## Median Days in RPR

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.
Aug '21	53	-70.6%
Aug '20	180	91.5%
Aug '19	94	-9.6%



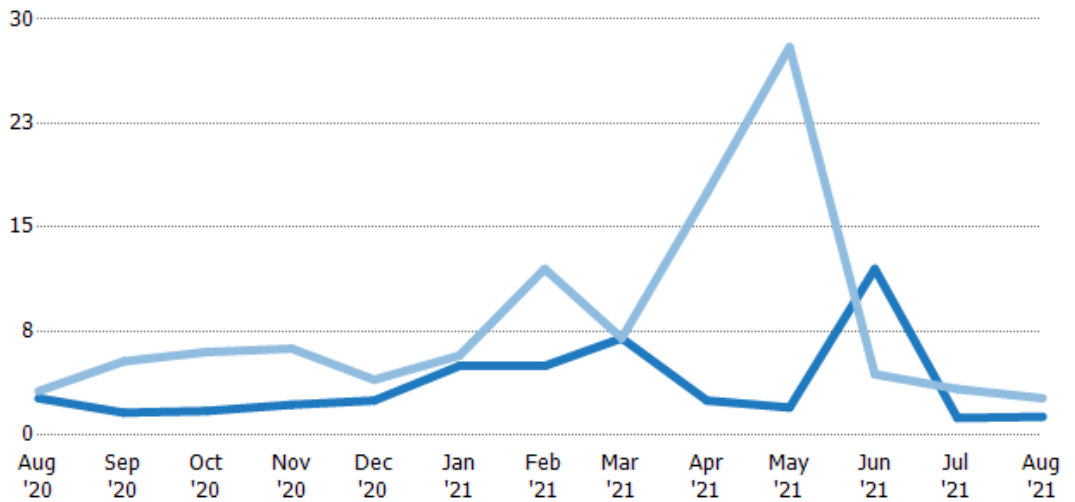
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	180	210	161	157	242	168	138	35	40	71	50.5	123	53
Prior Year	94	121	149	145	153	129	123	96	110	93	123	150	180
Percent Change from Prior Year	91%	74%	8%	8%	59%	30%	13%	-64%	-64%	-24%	-59%	-18%	-71%

## 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



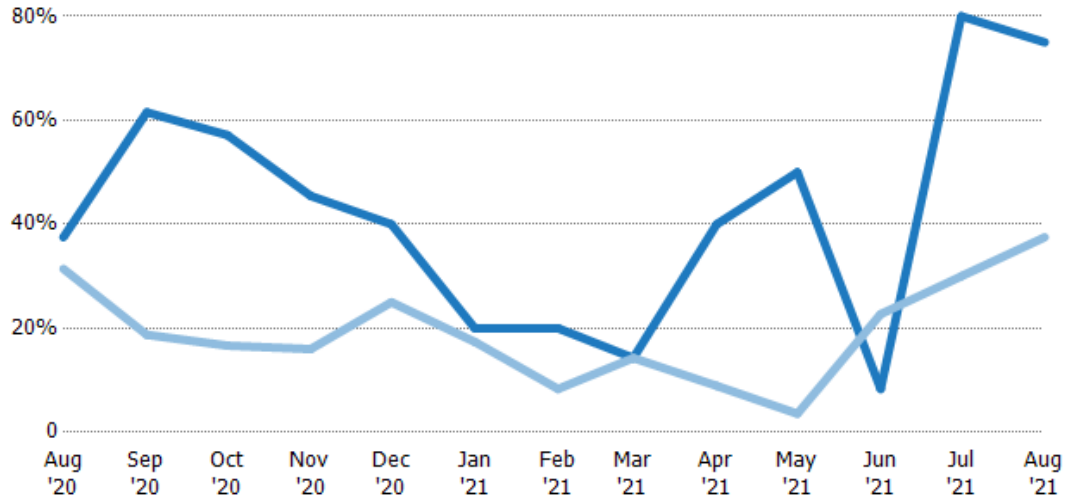
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	2.67	1.63	1.75	2.2	2.5	5	5	7	2.5	2	12	1.25	1.33
Prior Year	3.18	5.33	6	6.25	4	5.75	12	7	17.5	28	4.4	3.33	2.67
Percent Change from Prior Year	-16%	-70%	-71%	-65%	-38%	-13%	-58%	0%	100%	-93%	173%	-62%	-50%

## Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



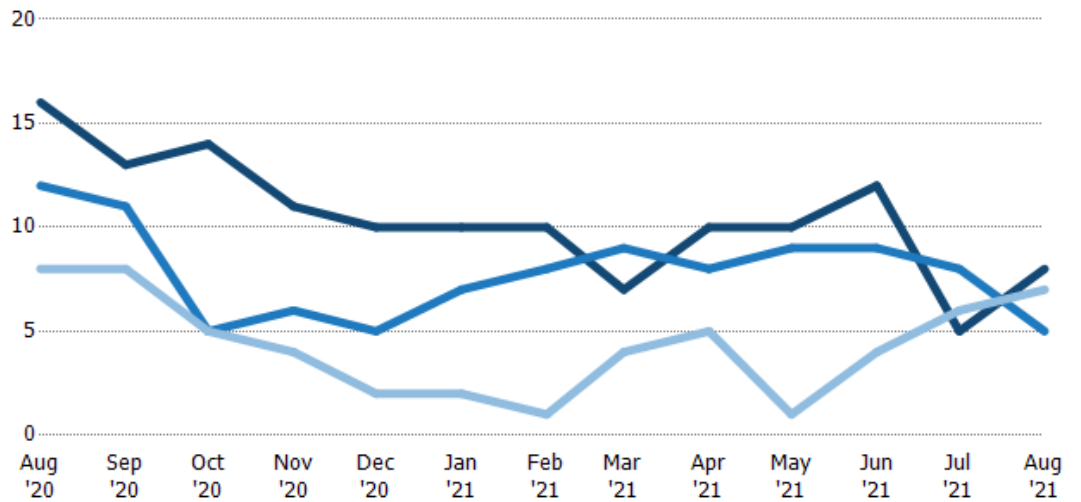
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	38%	62%	57%	45%	40%	20%	20%	14%	40%	50%	8%	80%	75%
Prior Year	31%	19%	17%	16%	25%	17%	8%	14%	9%	4%	23%	30%	38%
Change from Prior Year	-6%	-43%	-40%	-29%	-15%	-3%	-12%	0%	-40%	-46%	14%	-50%	-38%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	16	13	14	11	10	10	10	7	10	10	12	5	8
Pending	12	11	5	6	5	7	8	9	8	9	9	8	5
Sold	8	8	5	4	2	2	1	4	5	1	4	6	7

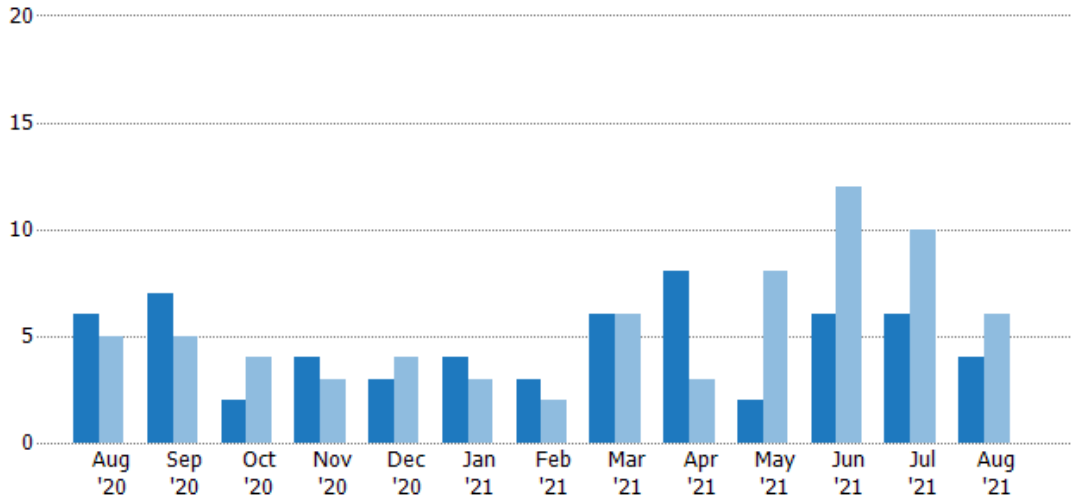
## New Pending Sales

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.
Aug '21	4	-33.3%
Aug '20	6	20%
Aug '19	5	0%



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

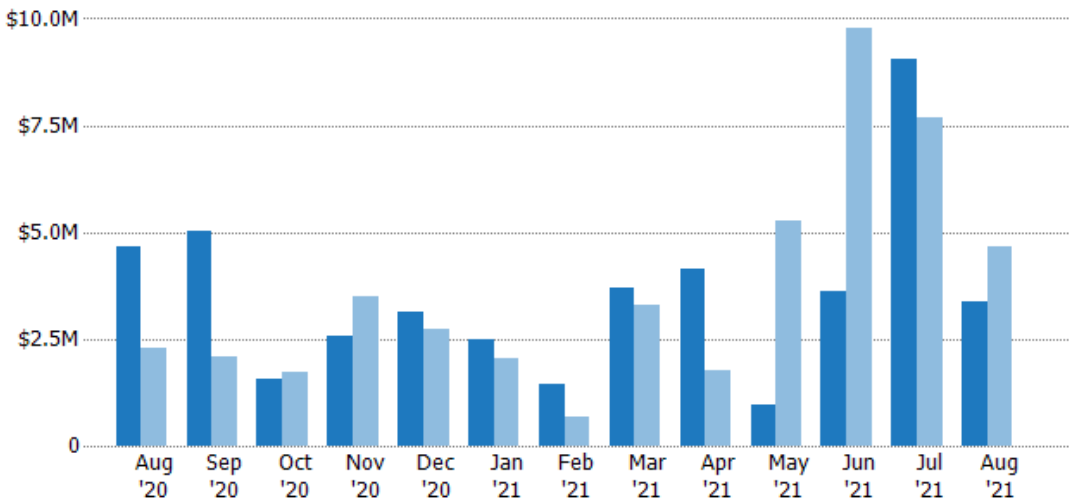
## New Pending Sales Volume

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.
Aug '21	\$3.38M	-27.4%
Aug '20	\$4.65M	102.5%
Aug '19	\$2.3M	43.8%



Current Year	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$9.04M	\$3.38M
Prior Year	\$2.3M	\$2.08M	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M
Percent Change from Prior Year	103%	140%	-9%	-26%	14%	21%	111%	13%	137%	-82%	-63%	18%	-27%

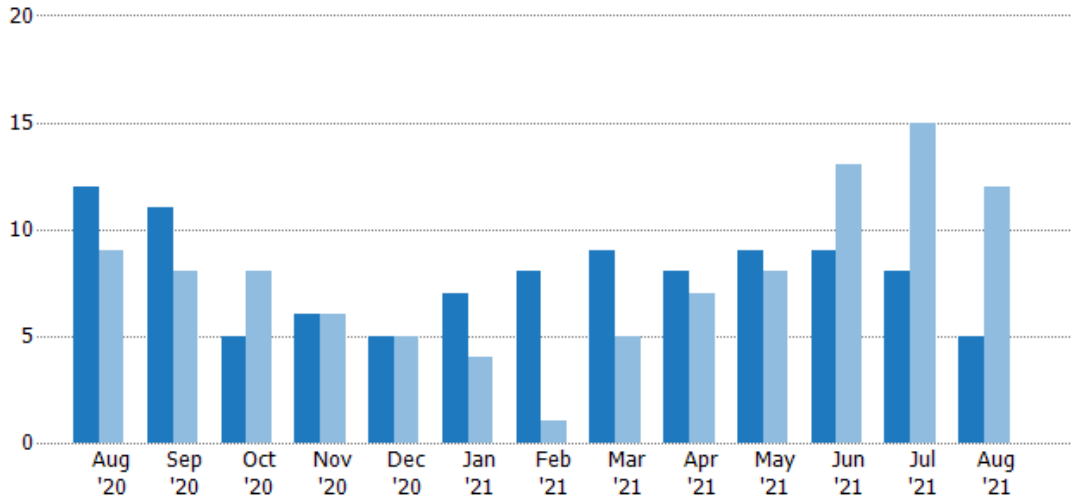


## Pending Sales

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.
Aug '21	5	-58.3%
Aug '20	12	33.3%
Aug '19	9	-44.4%

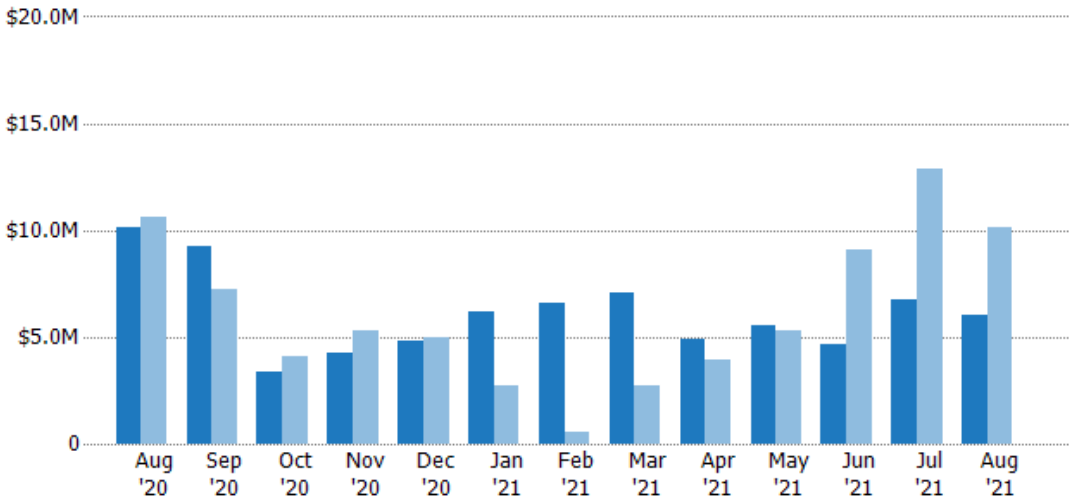
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	12	11	5	6	5	7	8	9	8	9	9	8	5
Prior Year	9	8	8	6	5	4	1	5	7	8	13	15	12
Percent Change from Prior Year	33%	38%	-38%	0%	0%	75%	700%	80%	14%	13%	-31%	-47%	-58%

## 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.
Aug '21	\$6.02M	-40.6%
Aug '20	\$10.1M	-4.7%
Aug '19	\$10.6M	-70.4%

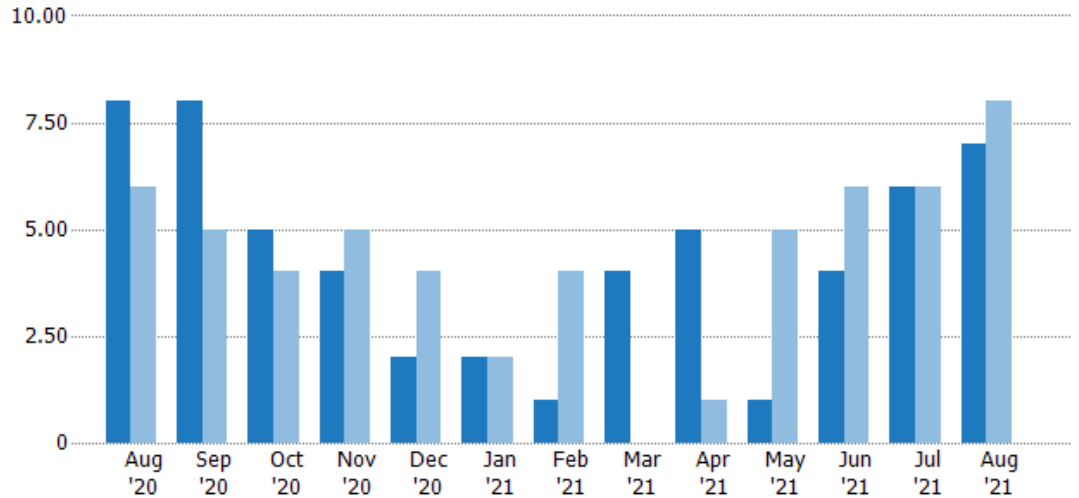
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$10.1M	\$9.28M	\$3.36M	\$4.21M	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.92M	\$5.54M	\$4.63M	\$6.76M	\$6.02M
Prior Year	\$10.6M	\$7.26M	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M	\$10.1M
Percent Change from Prior Year	-5%	28%	-19%	-20%	-4%	126%	1,132%	159%	24%	5%	-49%	-47%	-41%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



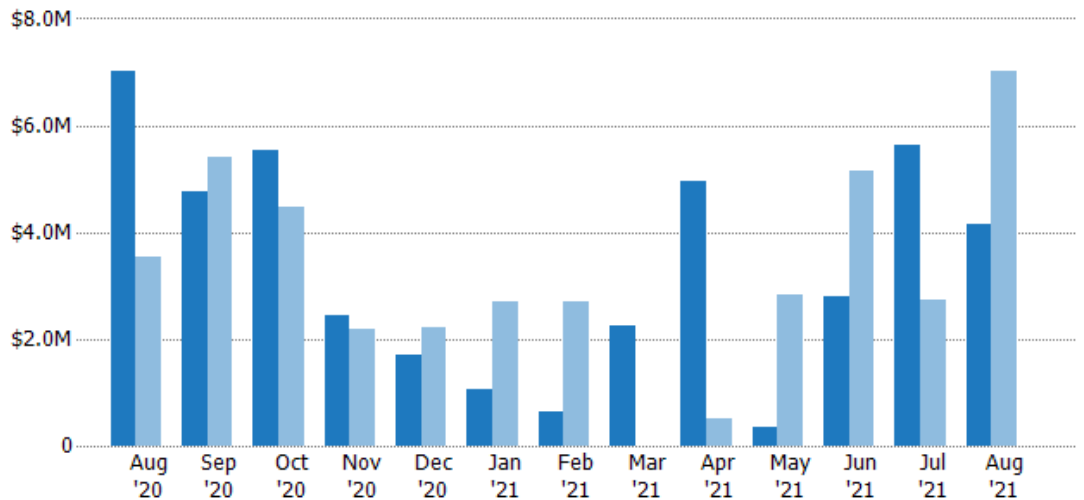
Current Year	8	8	5	4	2	2	1	4	5	1	4	6	7
Prior Year	6	5	4	5	4	2	4	-	1	5	6	6	8
Percent Change from Prior Year	33%	60%	25%	-20%	-50%	0%	-75%	100%	400%	-80%	-33%	0%	-13%

## 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



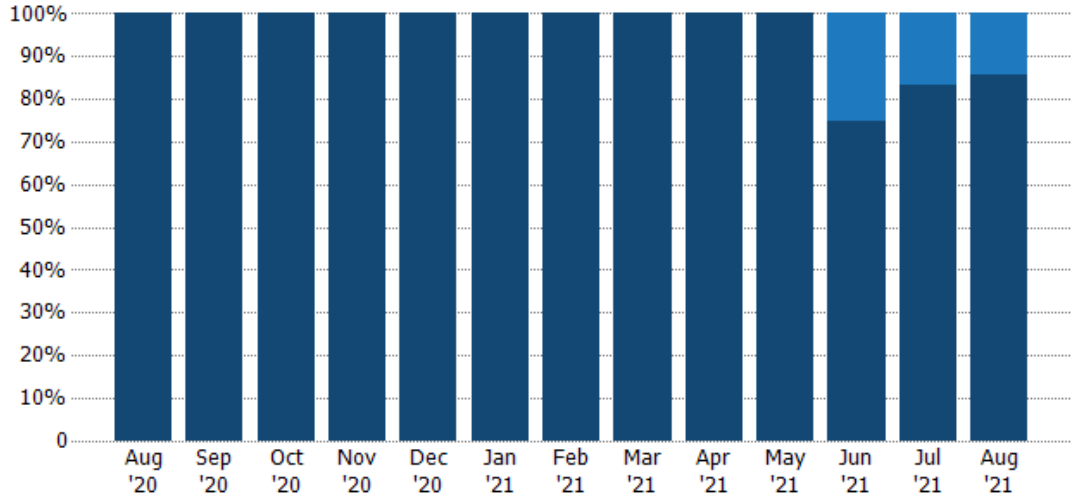
Current Year	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$1.7M	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$5.62M	\$4.15M
Prior Year	\$3.55M	\$5.39M	\$4.48M	\$2.17M	\$2.21M	\$2.72M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M
Percent Change from Prior Year	98%	-12%	23%	13%	-23%	-61%	-77%	100%	870%	-87%	-46%	107%	-41%

## 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



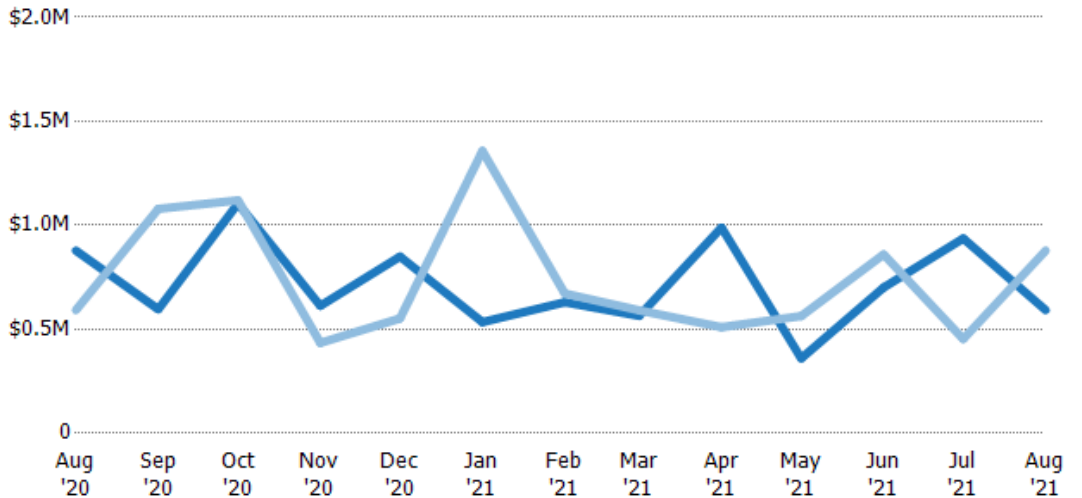
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	25%	17%	14%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	75%	83%	86%

## 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



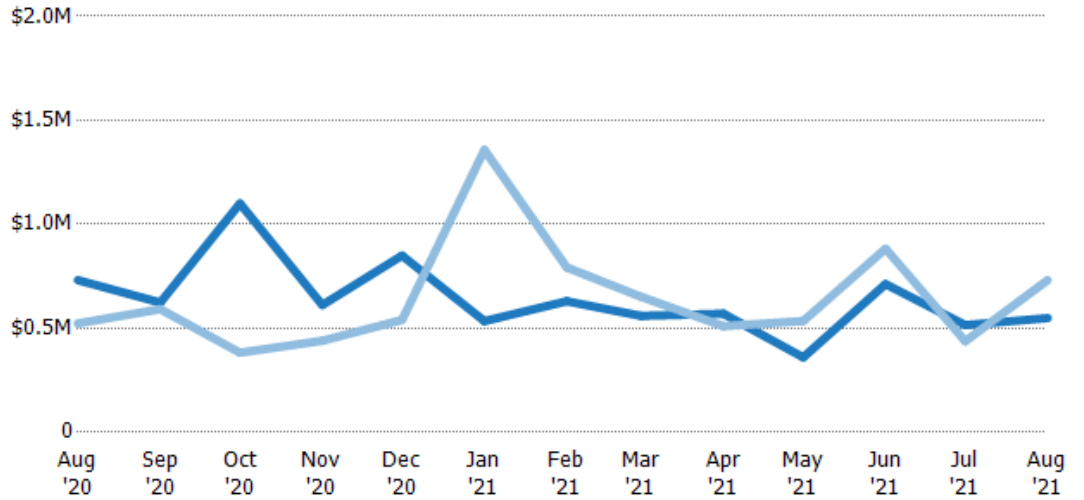
Current Year	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K
Prior Year	\$592K	\$1.08M	\$1.12M	\$435K	\$552K	\$1.36M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K
Percent Change from Prior Year	48%	-45%	-1%	41%	54%	-61%	-6%	100%	94%	-36%	-19%	107%	-33%

## 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



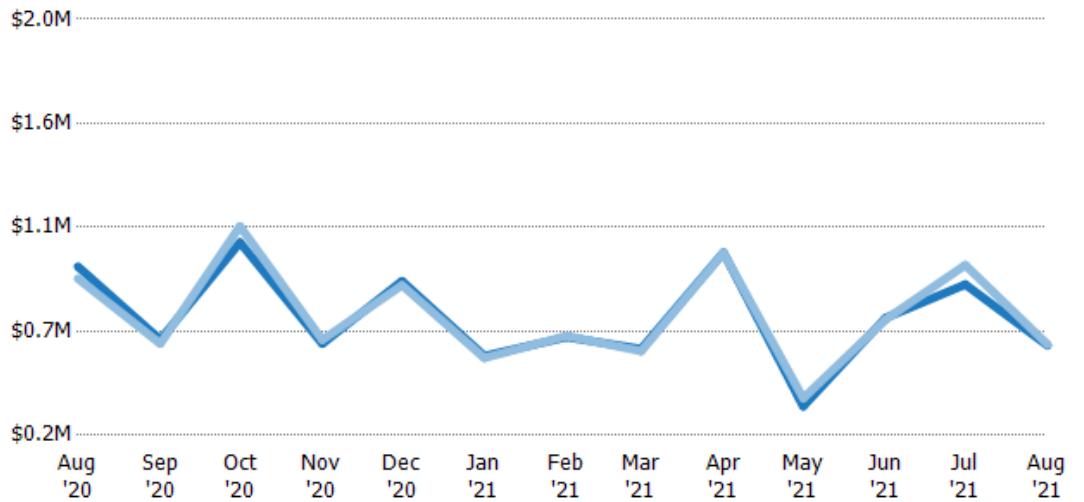
Current Year	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K
Prior Year	\$524K	\$592K	\$383K	\$440K	\$540K	\$1.36M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K
Percent Change from Prior Year	40%	5%	188%	39%	57%	-61%	-21%	100%	12%	-33%	-19%	18%	-25%

## 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



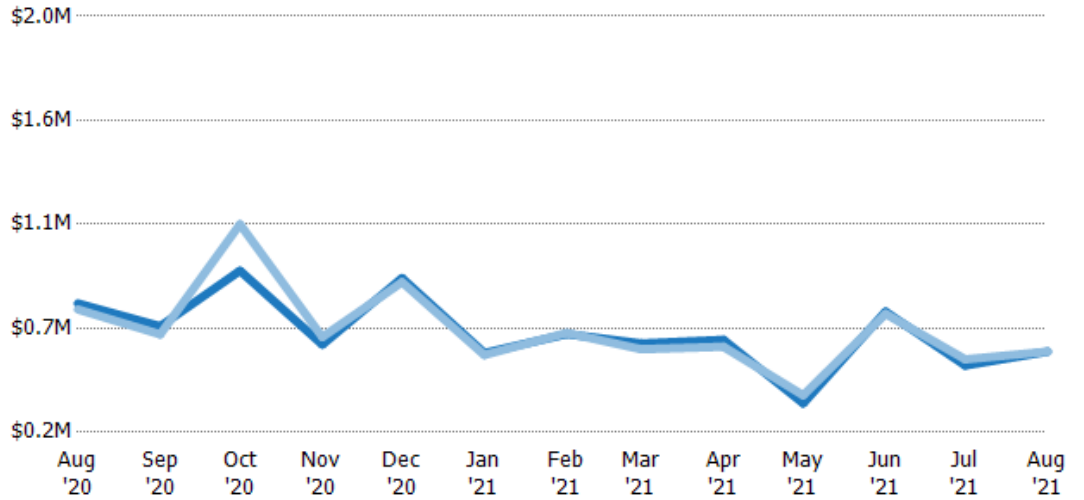
Avg List Price	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K
Avg Sales Price	\$878K	\$596K	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K
Avg Sales Price as a % of Avg List Price	94%	97%	107%	103%	98%	98%	101%	98%	100%	111%	99%	110%	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



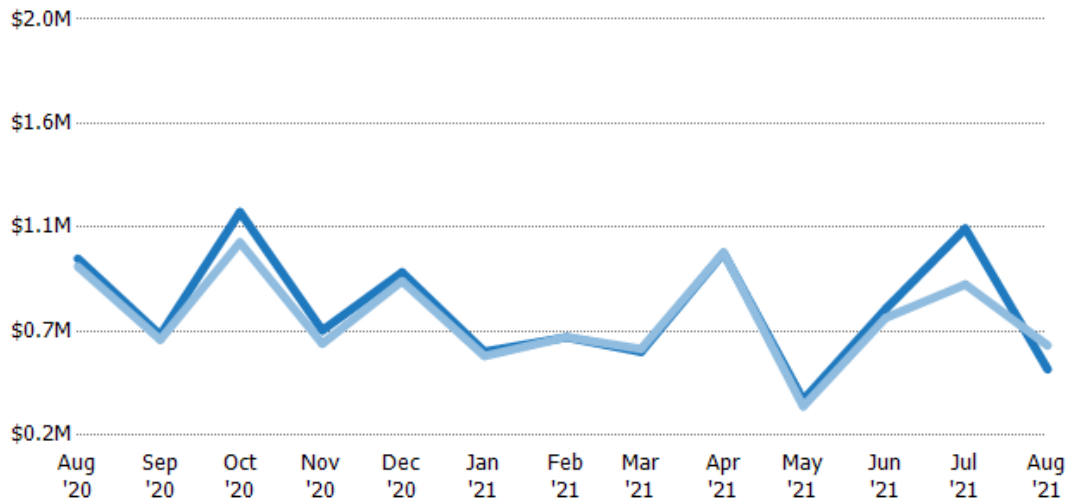
Median List Price	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K
Median Sales Price	\$732K	\$624K	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K
Med Sales Price as a % of Med List Price	97%	95%	122%	106%	98%	98%	101%	96%	95%	111%	99%	105%	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



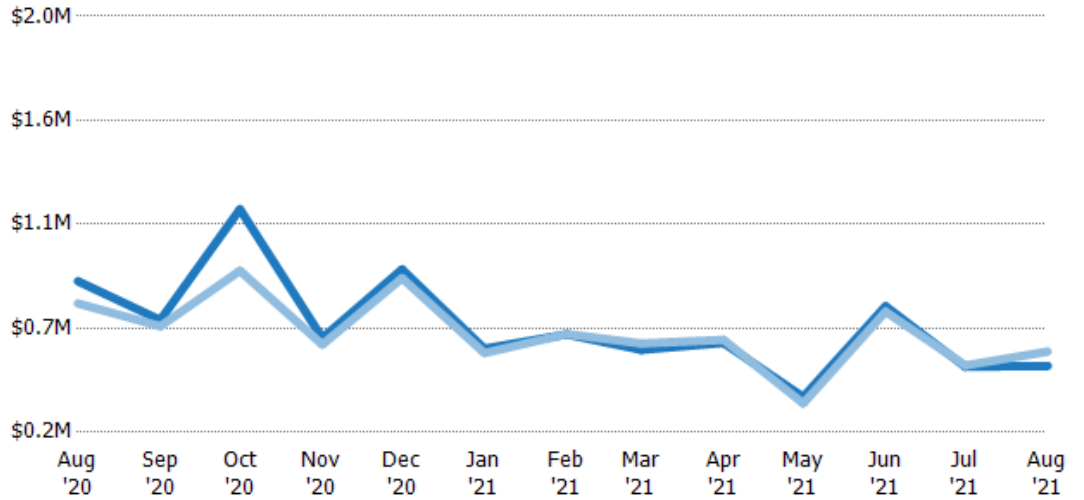
Avg Est Value	\$964K	\$633K	\$1.17M	\$654K	\$905K	\$562K	\$624K	\$561K	\$989K	\$352K	\$746K	\$1.09M	\$485K
Avg Sales Price	\$930K	\$614K	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K
Avg Sales Price as a % of Avg Est Value	96%	97%	89%	91%	96%	97%	100%	102%	100%	92%	95%	78%	121%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$854K	\$685K	\$1.17M	\$608K	\$905K	\$562K	\$624K	\$557K	\$587K	\$352K	\$746K	\$483K	\$487K
Median Sales Price	\$757K	\$659K	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K
Med Sales Price as a % of Med Est Value	89%	96%	77%	95%	96%	97%	100%	105%	102%	92%	97%	101%	113%