

## Summary of Key Listing and Sales Metrics

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

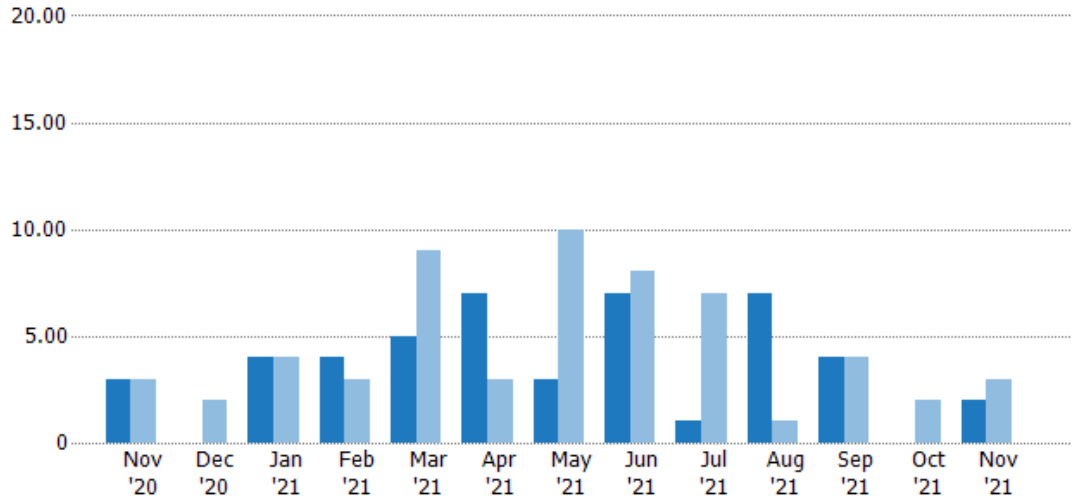
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	3	-33.3%	44	54	-18.5%
New Listing Volume	\$6,385,000	\$2,041,000	+212.8%	\$46,749,700	\$40,244,161	+16.2%
Active Listing Count	4	10	-60%	N/A	N/A	
Active Listing Volume	\$8,816,900	\$8,854,362	-0.4%	N/A	N/A	
Average Listing Price	\$2,204,225	\$885,436	+148.9%	\$937,571	\$780,076	+20.2%
Median Listing Price	\$1,220,950	\$574,450	+112.5%	\$703,801	\$633,958	+11%
Median Days in RPR	93.5	155	-39.7%	59.13	153	-61.4%
Months of Inventory	1	2	-50%	1.7	3.9	-57.5%
Absorption Rate	100%	50%	+50%	60%	25.47%	+34.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	4	-75%	44	63	-30.2%
New Pending Sales Volume	\$435,000	\$2,572,899	-83.1%	\$36,603,200	\$44,294,698	-17.4%
Pending Sales Count	-	6	-	N/A	N/A	
Pending Sales Volume	-	\$4,213,799	-	N/A	N/A	
Closed Sales Count	2	4	-50%	40	48	-16.7%
Closed Sales Volume	\$986,000	\$2,451,000	-59.8%	\$35,668,250	\$35,739,584	-0.2%
Average Sales Price	\$493,000	\$612,750	-19.5%	\$891,706	\$744,575	+19.8%
Median Sales Price	\$493,000	\$612,000	-19.4%	\$714,663	\$734,479	-2.7%

## 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



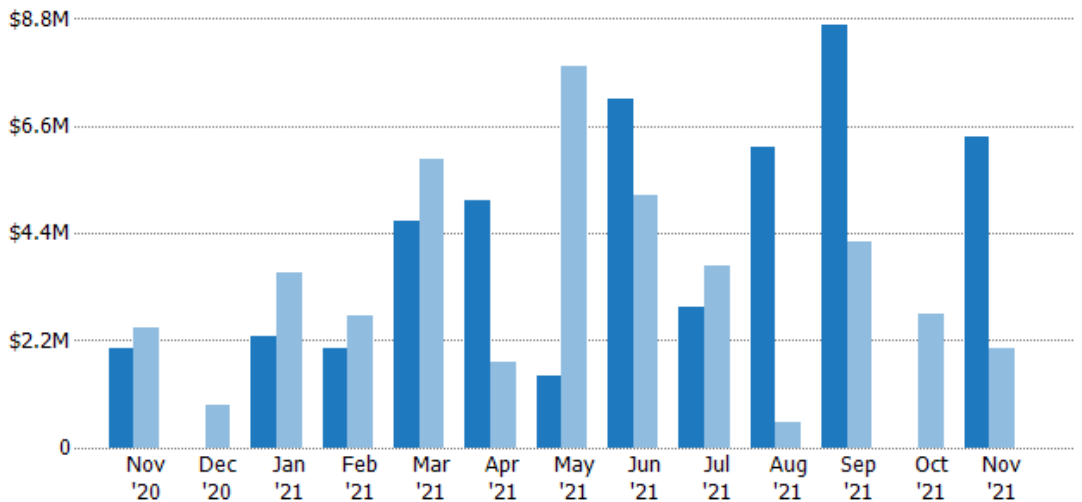
Current Year	3	-	4	4	5	7	3	7	1	7	4	-	2
Prior Year	3	2	4	3	9	3	10	8	7	1	4	2	3
Percent Change from Prior Year	0%	-100%	0%	33%	-44%	133%	-70%	-13%	-86%	600%	0%	-100%	-33%

## 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	\$2.04M	-	\$2.29M	\$2.03M	\$4.64M	\$5.07M	\$1.48M	\$7.14M	\$2.88M	\$6.17M	\$8.67M	-	\$6.39M
Prior Year	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.91M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.74M	\$2.04M
Percent Change from Prior Year	-17%	-100%	-36%	-25%	-21%	189%	-81%	38%	-23%	1,044%	105%	-100%	213%

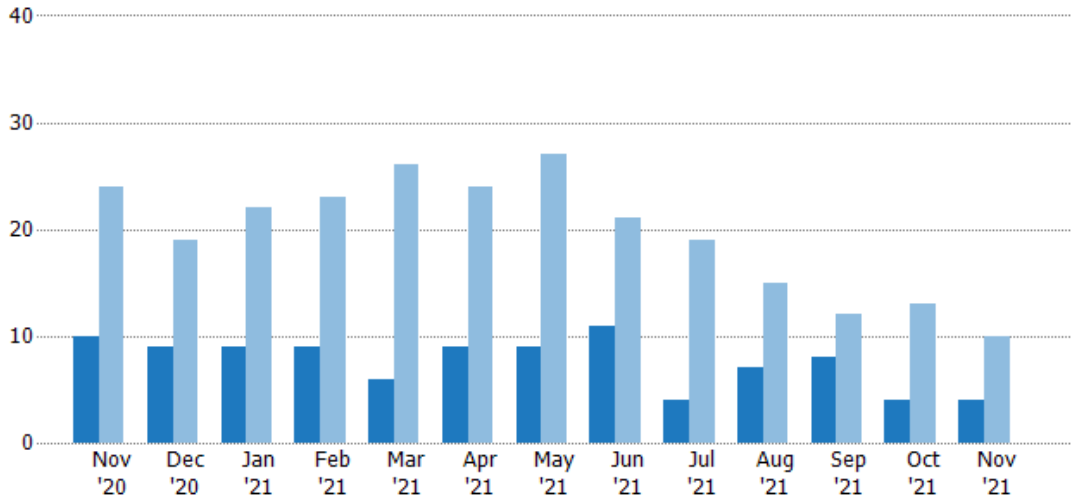
## Active Listings

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.
Nov '21	4	-60%
Nov '20	10	-58.3%
Nov '19	24	33.3%



Current Year	10	9	9	9	6	9	9	11	4	7	8	4	4
Prior Year	24	19	22	23	26	24	27	21	19	15	12	13	10
Percent Change from Prior Year	-58%	-53%	-59%	-61%	-77%	-63%	-67%	-48%	-79%	-53%	-33%	-69%	-60%

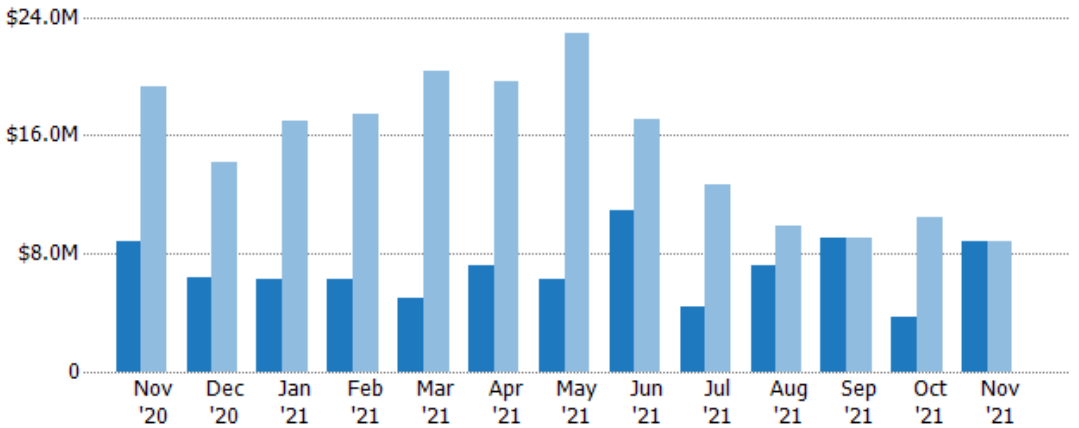
## Active Listing Volume

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.
Nov '21	\$8.82M	-0.4%
Nov '20	\$8.85M	-54.1%
Nov '19	\$19.3M	34.5%



Current Year	\$8.85M	\$6.43M	\$6.23M	\$6.22M	\$4.93M	\$7.23M	\$6.26M	\$11M	\$4.42M	\$7.21M	\$9.01M	\$3.72M	\$8.82M
Prior Year	\$19.3M	\$14.2M	\$17M	\$17.5M	\$20.3M	\$19.6M	\$23M	\$17.1M	\$12.7M	\$9.87M	\$9.08M	\$10.4M	\$8.85M
Percent Change from Prior Year	-54%	-55%	-63%	-64%	-76%	-63%	-73%	-36%	-65%	-27%	-1%	-64%	0%

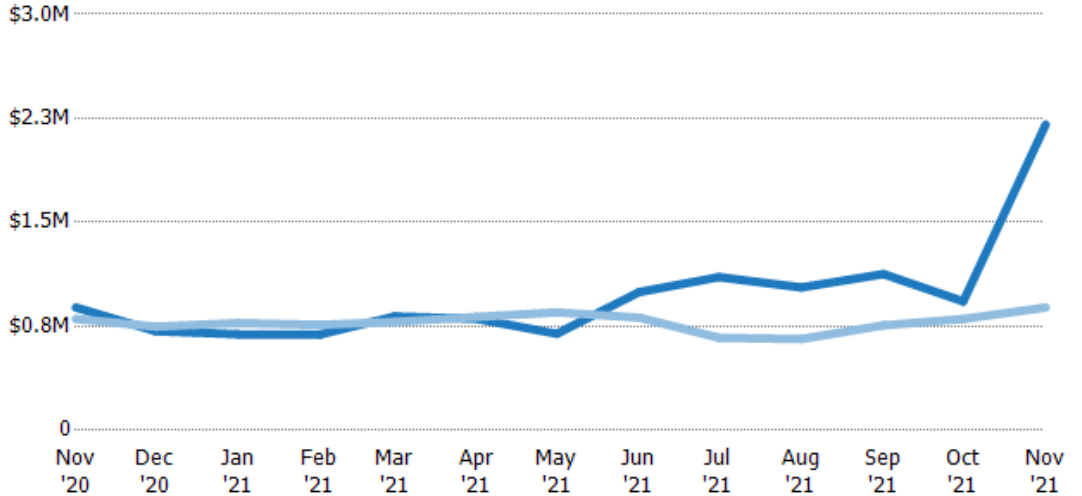
## Average Listing Price

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.
Nov '21	\$2.2M	148.9%
Nov '20	\$885K	10.3%
Nov '19	\$803K	0.9%



Current Year	\$885K	\$715K	\$692K	\$691K	\$821K	\$803K	\$696K	\$996K	\$1.1M	\$1.03M	\$1.13M	\$929K	\$2.2M
Prior Year	\$803K	\$747K	\$773K	\$760K	\$782K	\$818K	\$850K	\$813K	\$667K	\$658K	\$757K	\$803K	\$885K
Percent Change from Prior Year	10%	-4%	-10%	-9%	5%	-2%	-18%	23%	66%	57%	49%	16%	149%

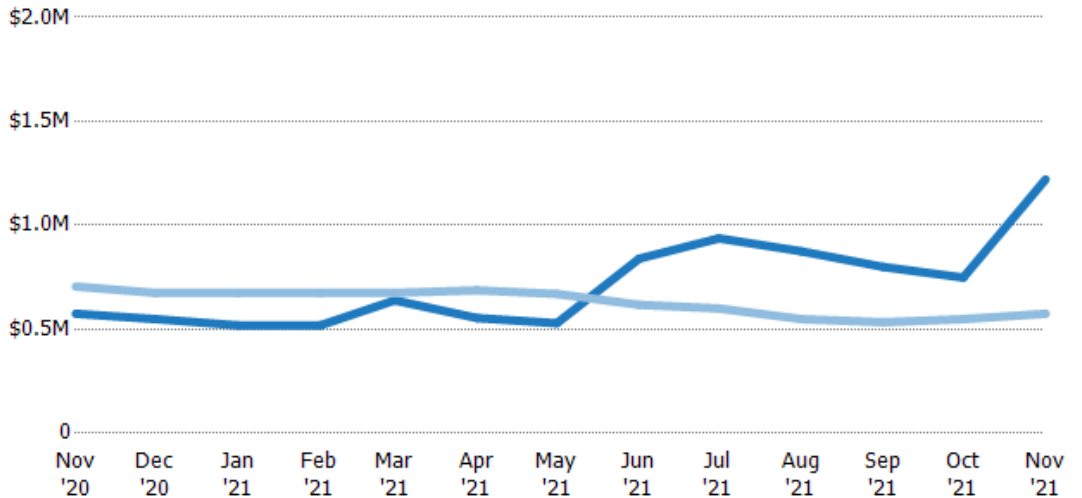
## Median Listing Price

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.
Nov '21	\$1.22M	112.5%
Nov '20	\$574K	-18.6%
Nov '19	\$705K	13%



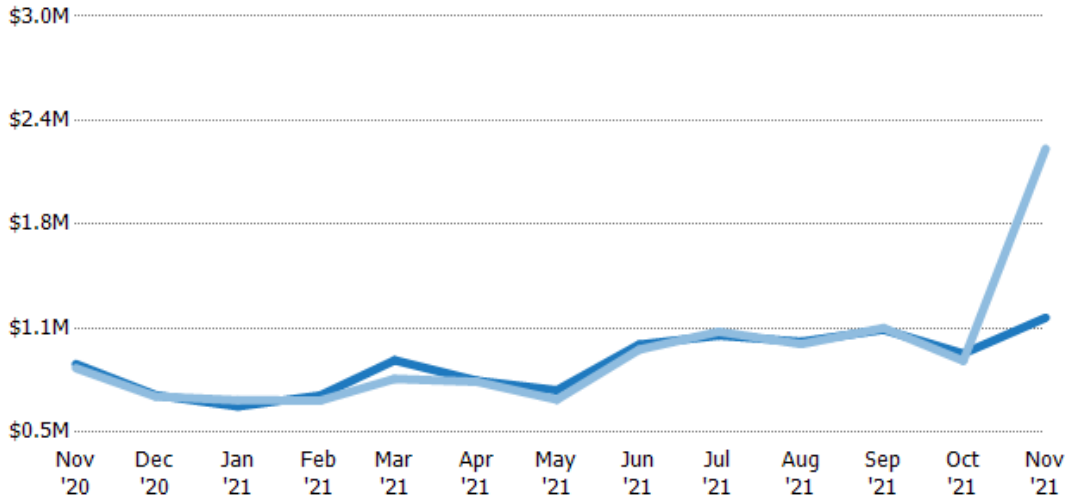
Current Year	\$574K	\$549K	\$519K	\$519K	\$639K	\$554K	\$529K	\$840K	\$937K	\$875K	\$800K	\$748K	\$1.22M
Prior Year	\$705K	\$675K	\$675K	\$675K	\$675K	\$687K	\$670K	\$618K	\$600K	\$549K	\$534K	\$549K	\$574K
Percent Change from Prior Year	-19%	-19%	-23%	-23%	-5%	-19%	-21%	36%	56%	59%	50%	36%	113%

## 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



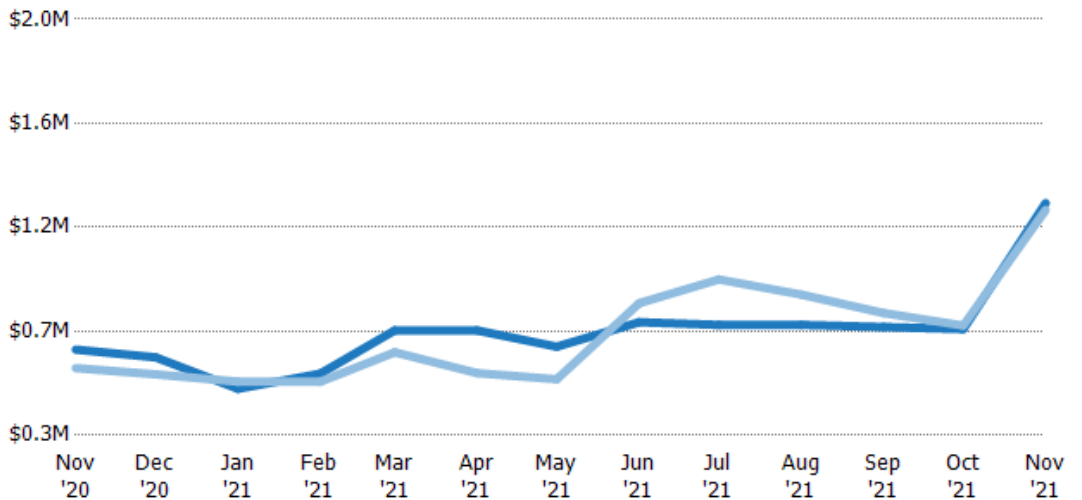
Avg Est Value	\$910K	\$723K	\$655K	\$721K	\$933K	\$809K	\$752K	\$1.03M	\$1.08M	\$1.04M	\$1.12M	\$972K	\$1.19M
Avg Listing Price	\$885K	\$715K	\$692K	\$691K	\$821K	\$803K	\$696K	\$996K	\$1.1M	\$1.03M	\$1.13M	\$929K	\$2.2M
Avg Listing Price as a % of Avg Est Value	97%	99%	106%	96%	88%	99%	93%	97%	102%	99%	101%	96%	185%

## 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	\$650K	\$618K	\$490K	\$552K	\$728K	\$728K	\$662K	\$762K	\$751K	\$751K	\$743K	\$734K	\$1.25M
Median Listing Price	\$574K	\$549K	\$519K	\$519K	\$639K	\$554K	\$529K	\$840K	\$937K	\$875K	\$800K	\$748K	\$1.22M
Med Listing Price as a % of Med Est Value	88%	89%	106%	94%	88%	76%	80%	110%	125%	117%	108%	102%	98%

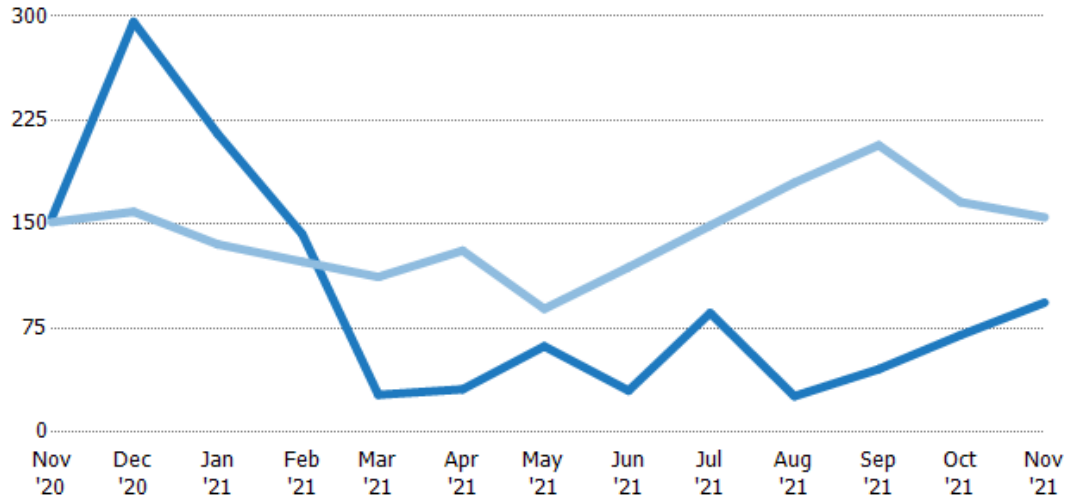
## Median Days in RPR

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.
Nov '21	93.5	-39.7%
Nov '20	155	2.3%
Nov '19	152	-15.5%



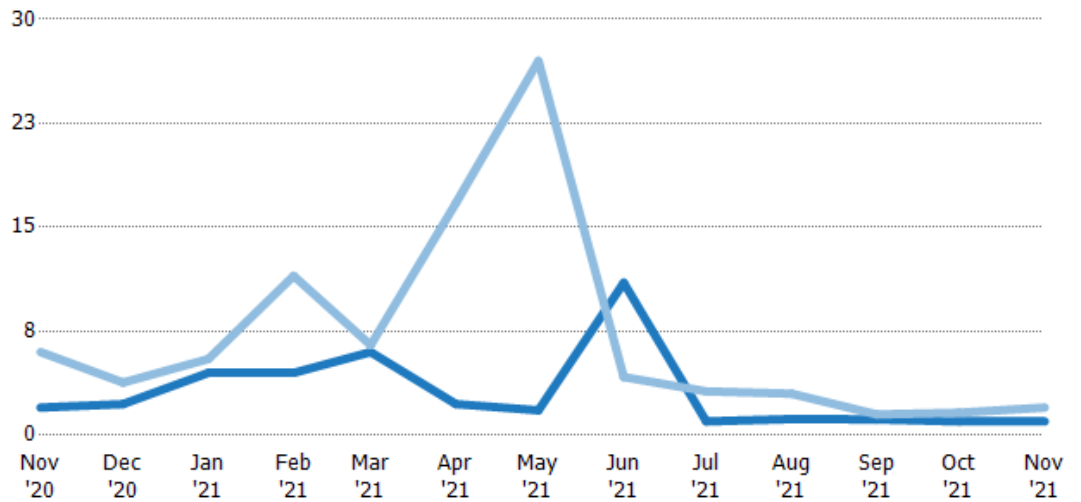
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	155	296	215	143	27	31	62	30	86	26	45.5	70	93.5
Prior Year	152	159	136	123	112	131	89	119	149	180	207	166	155
Percent Change from Prior Year	2%	86%	59%	16%	-76%	-76%	-30%	-75%	-42%	-86%	-78%	-58%	-40%

## 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



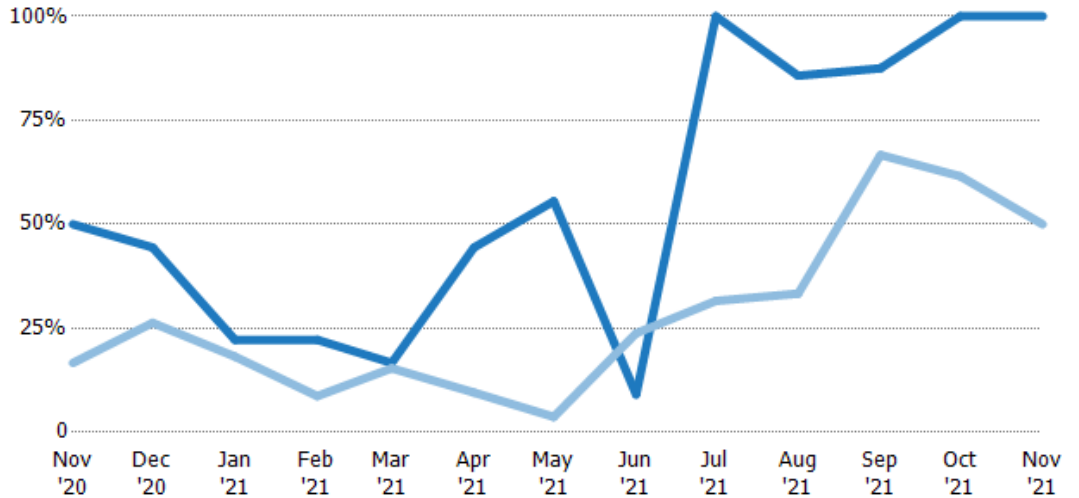
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2	2.25	4.5	4.5	6	2.25	1.8	11	1	1.17	1.14	1	1
Prior Year	6	3.8	5.5	11.5	6.5	16.8	27	4.2	3.17	3	1.5	1.63	2
Percent Change from Prior Year	-67%	-41%	-18%	-61%	-8%	100%	-93%	162%	-68%	-61%	-24%	-38%	-50%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



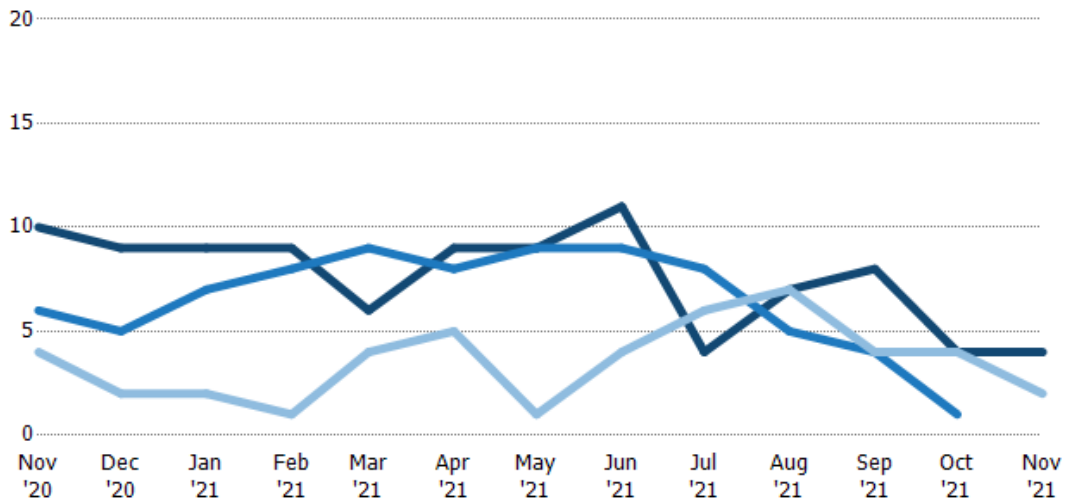
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	50%	44%	22%	22%	17%	44%	56%	9%	100%	86%	88%	100%	100%
Prior Year	17%	26%	18%	9%	15%	10%	4%	24%	32%	33%	67%	62%	50%
Change from Prior Year	-33%	-18%	-4%	-14%	-1%	-44%	-52%	15%	-68%	-52%	-21%	-38%	-50%

## 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



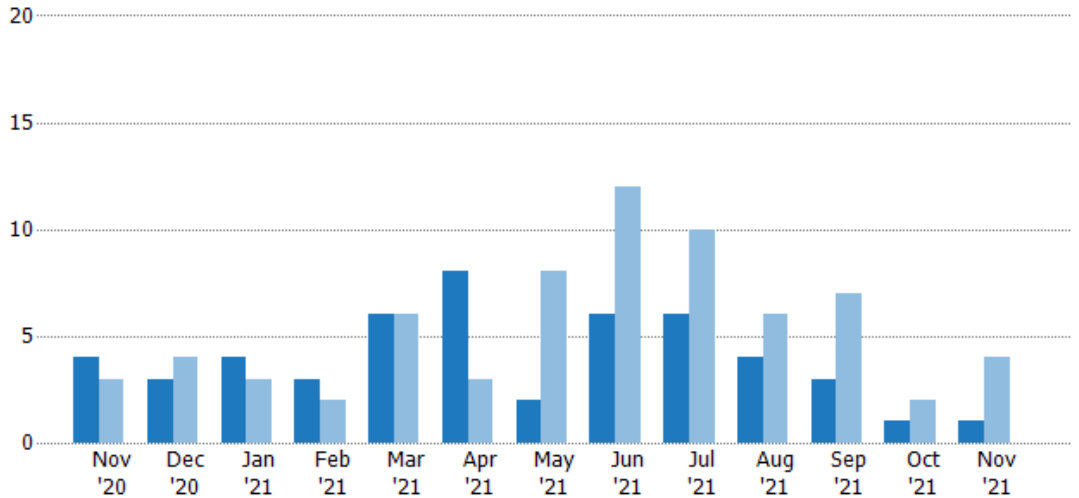
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	10	9	9	9	6	9	9	11	4	7	8	4	4
Pending	6	5	7	8	9	8	9	9	8	5	4	1	-
Sold	4	2	2	1	4	5	1	4	6	7	4	4	2

## 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.
Nov '21	1	-75%
Nov '20	4	33.3%
Nov '19	3	-33.3%

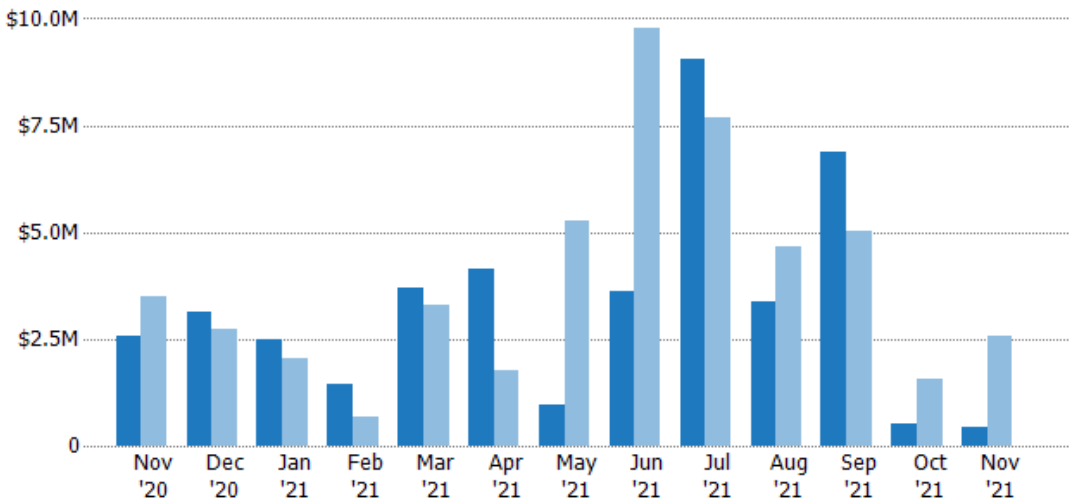
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	4	3	4	3	6	8	2	6	6	4	3	1	1
Prior Year	3	4	3	2	6	3	8	12	10	6	7	2	4
Percent Change from Prior Year	33%	-25%	33%	50%	0%	167%	-75%	-50%	-40%	-33%	-57%	-50%	-75%

## 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



Month/Year	Volume	% Chg.
Nov '21	\$435K	-83.1%
Nov '20	\$2.57M	-26%
Nov '19	\$3.48M	-66.4%

	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$2.57M	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$9.04M	\$3.38M	\$6.87M	\$525K	\$435K
Prior Year	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M
Percent Change from Prior Year	-26%	14%	21%	111%	13%	137%	-82%	-63%	18%	-27%	37%	-67%	-83%

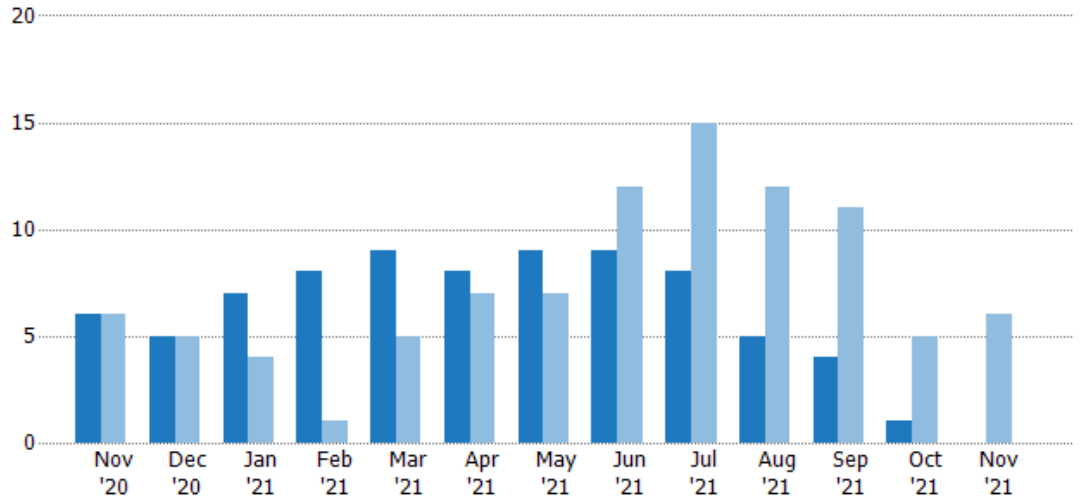


## Pending Sales

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



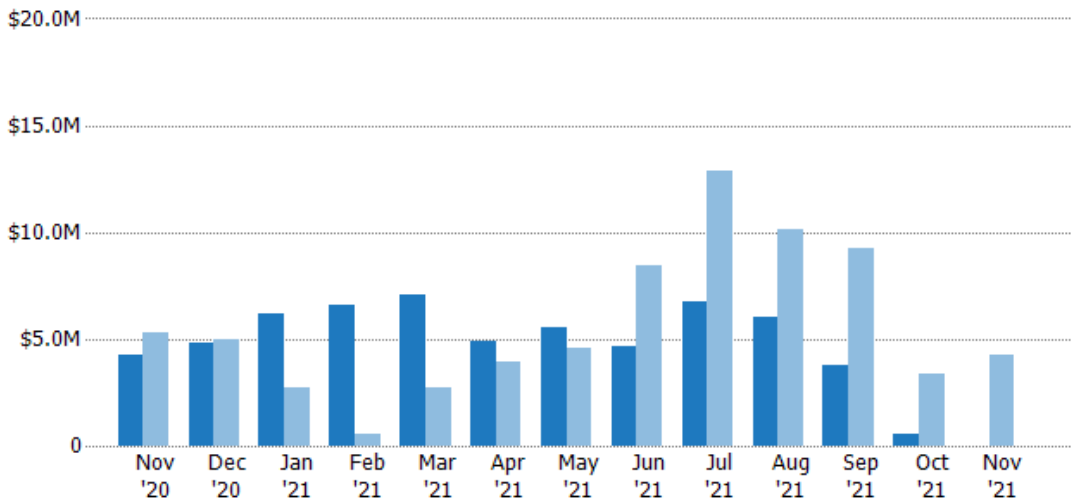
Current Year	6	5	7	8	9	8	9	9	8	5	4	1	-
Prior Year	6	5	4	1	5	7	7	12	15	12	11	5	6
Percent Change from Prior Year	0%	0%	75%	700%	80%	14%	29%	-25%	-47%	-58%	-64%	-80%	-100%

## 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



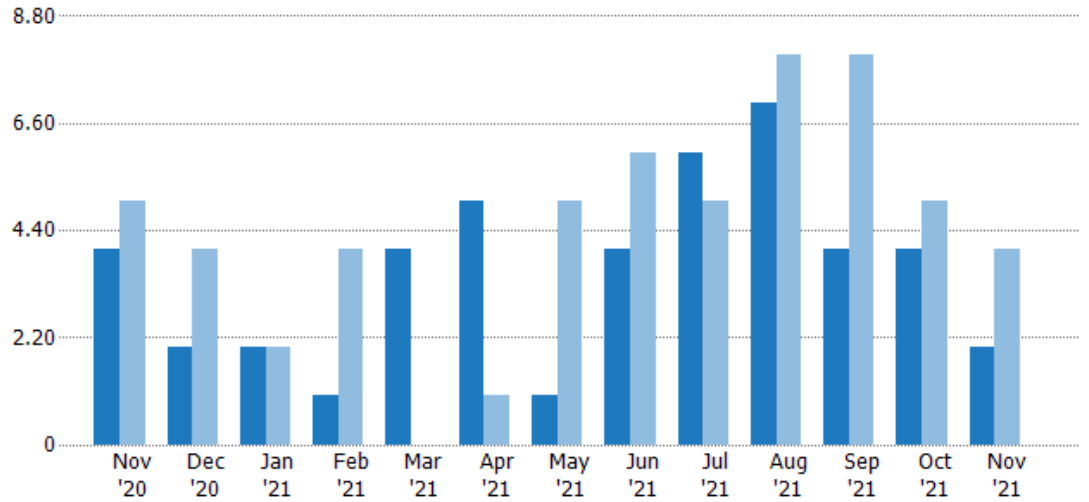
Current Year	\$4.21M	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.92M	\$5.54M	\$4.63M	\$6.76M	\$6.02M	\$3.77M	\$525K	-
Prior Year	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$4.59M	\$8.41M	\$12.9M	\$10.1M	\$9.28M	\$3.36M	\$4.21M
Percent Change from Prior Year	-20%	-4%	126%	1,132%	159%	24%	21%	-45%	-47%	-41%	-59%	-84%	-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



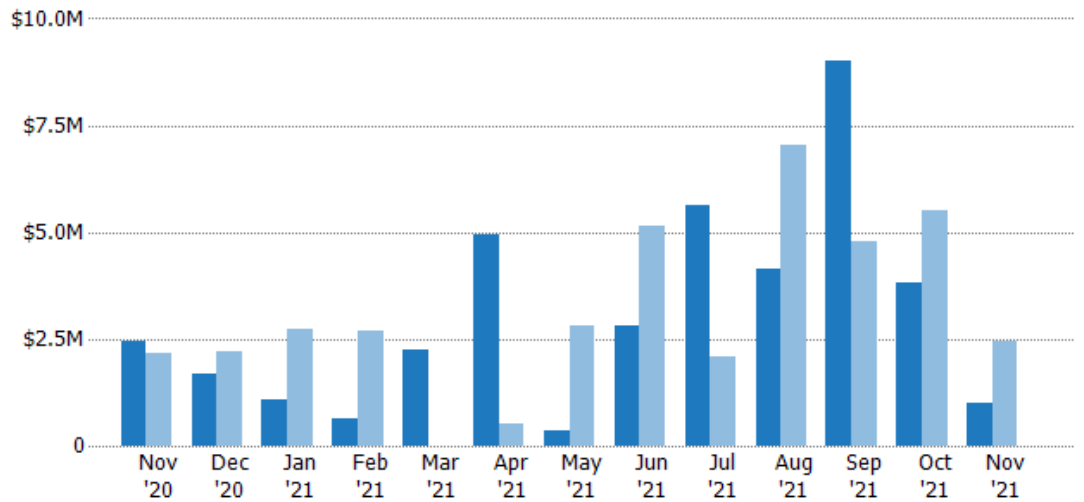
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	4	2	2	1	4	5	1	4	6	7	4	4	2
Prior Year	5	4	2	4	-	1	5	6	5	8	8	5	4
Percent Change from Prior Year	-20%	-50%	0%	-75%	100%	400%	-80%	-33%	20%	-13%	-50%	-20%	-50%

## 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



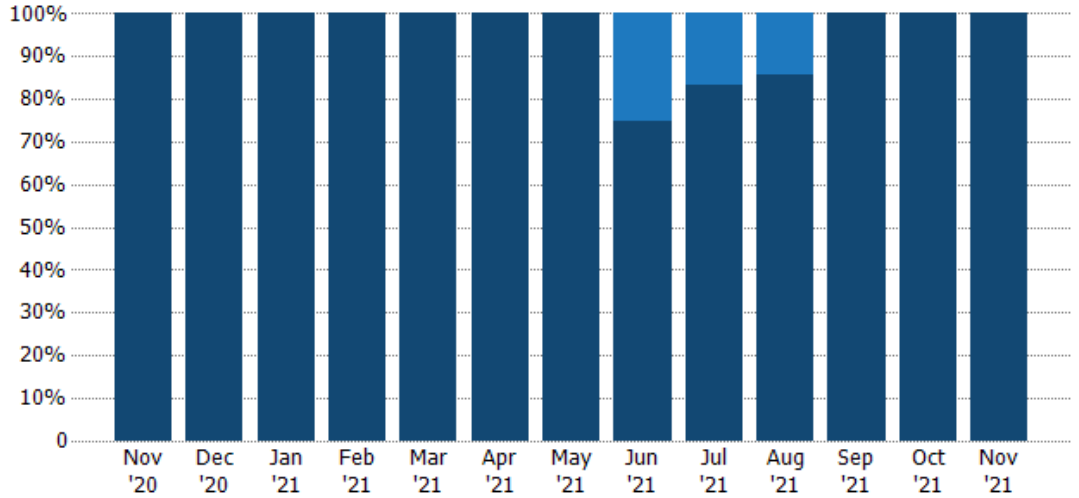
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$2.45M	\$1.7M	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$5.62M	\$4.15M	\$9.03M	\$3.83M	\$986K
Prior Year	\$2.17M	\$2.21M	\$2.72M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.08M	\$7.02M	\$4.77M	\$5.52M	\$2.45M
Percent Change from Prior Year	13%	-23%	-61%	-77%	100%	870%	-87%	-46%	170%	-41%	89%	-31%	-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



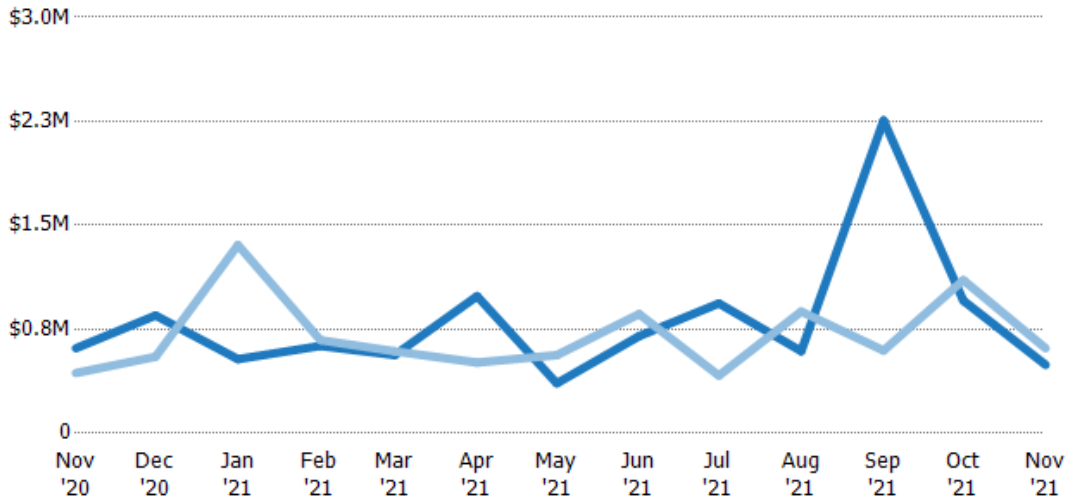
Condo/Townhouse	-	-	-	-	-	-	-	25%	17%	14%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	75%	83%	86%	100%	100%	100%

## 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



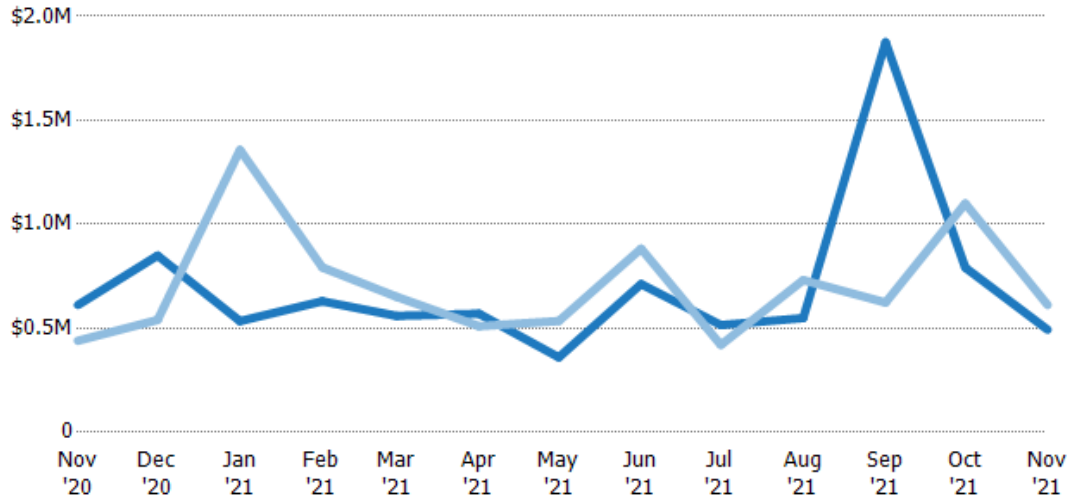
Current Year	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K	\$493K
Prior Year	\$435K	\$552K	\$1.36M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K	\$596K	\$1.1M	\$613K
Percent Change from Prior Year	41%	54%	-61%	-6%	100%	94%	-36%	-19%	125%	-33%	278%	-13%	-20%

## 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



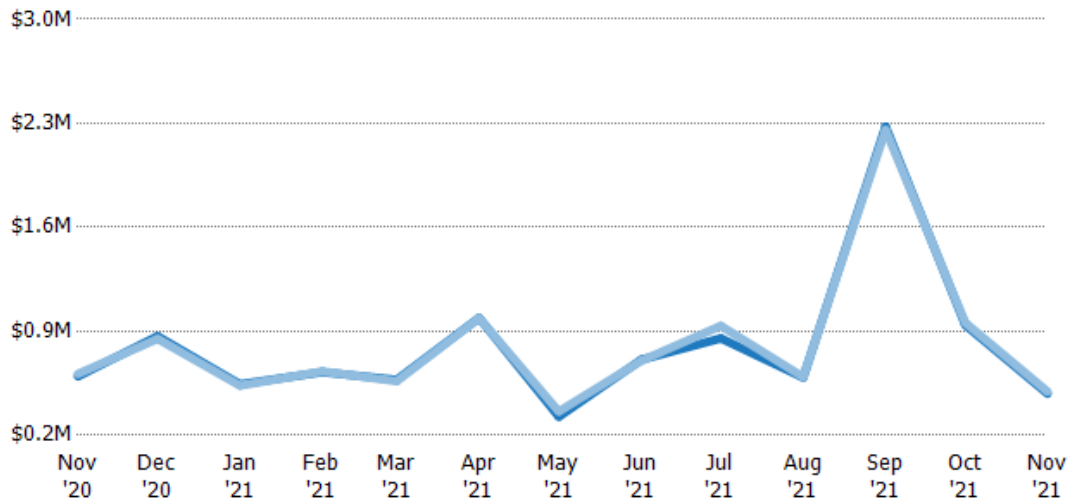
Current Year	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K	\$493K
Prior Year	\$440K	\$540K	\$1.36M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K	\$624K	\$1.1M	\$612K
Percent Change from Prior Year	39%	57%	-61%	-21%	100%	12%	-33%	-19%	23%	-25%	201%	-28%	-19%

## 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



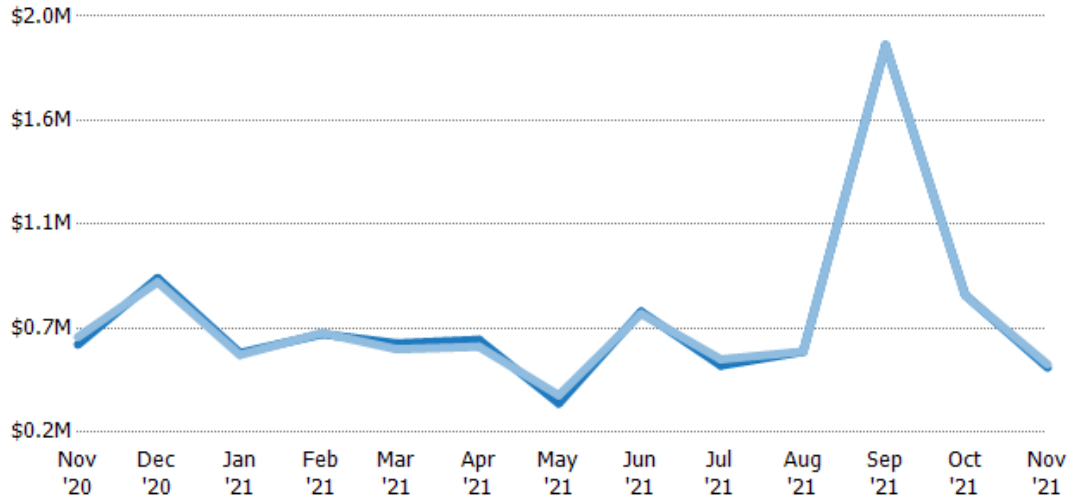
Avg List Price	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K	\$480K
Avg Sales Price	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K	\$493K
Avg Sales Price as a % of Avg List Price	103%	98%	98%	101%	98%	100%	111%	99%	110%	101%	99%	102%	103%

## 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



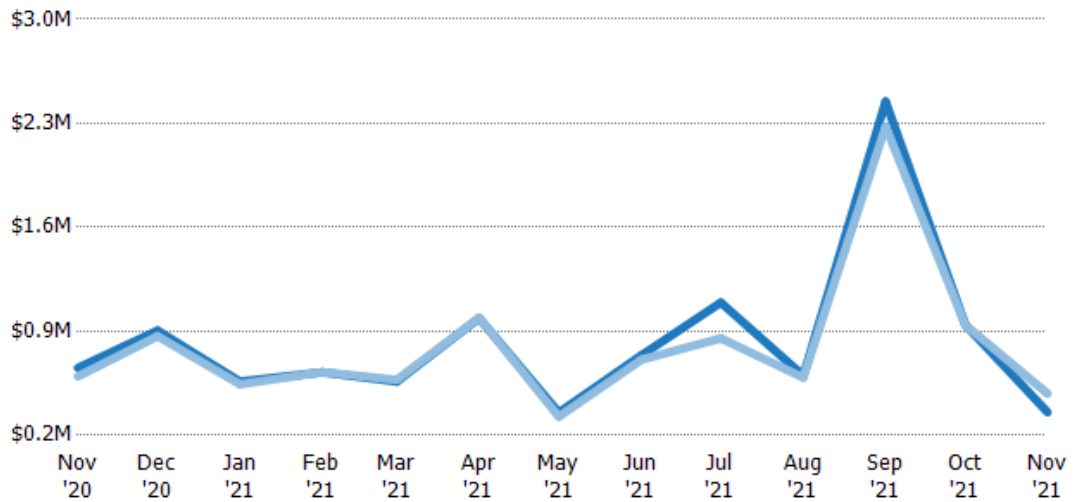
Median List Price	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K	\$480K
Median Sales Price	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K	\$493K
Med Sales Price as a % of Med List Price	106%	98%	98%	101%	96%	95%	111%	99%	105%	100%	100%	100%	103%

## 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



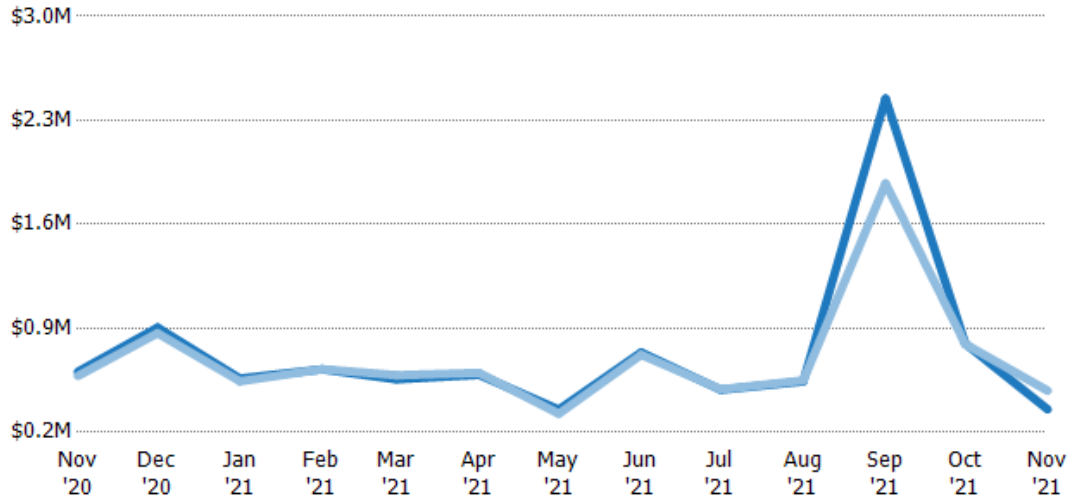
Avg Est Value	\$654K	\$905K	\$562K	\$624K	\$561K	\$989K	\$352K	\$737K	\$1.09M	\$601K	\$2.45M	\$945K	\$354K
Avg Sales Price	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K	\$480K
Avg Sales Price as a % of Avg Est Value	91%	96%	97%	100%	102%	100%	92%	96%	78%	98%	93%	100%	135%

## 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	\$608K	\$905K	\$562K	\$624K	\$557K	\$587K	\$352K	\$737K	\$486K	\$542K	\$2.45M	\$797K	\$354K
Median Sales Price	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K	\$480K
Med Sales Price as a % of Med Est Value	95%	96%	97%	100%	105%	102%	92%	98%	101%	101%	77%	100%	135%