

Summary of Key Listing and Sales Metrics

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

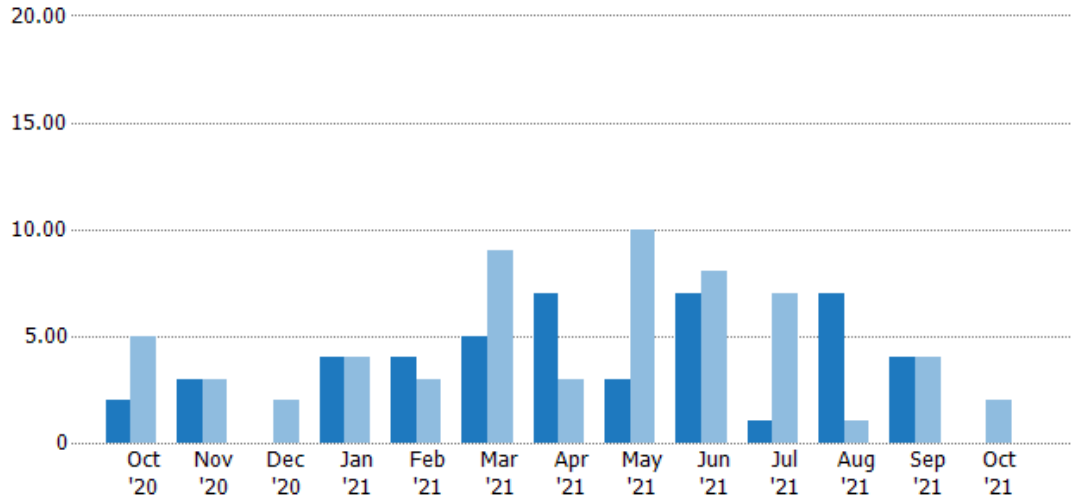
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	–	2	–	42	51	-17.6%
New Listing Volume	–	\$2,744,000	–	\$40,364,700	\$38,203,161	+5.7%
Active Listing Count	4	13	-69.2%	N/A	N/A	
Active Listing Volume	\$3,716,900	\$10,434,861	-64.4%	N/A	N/A	
Average Listing Price	\$929,225	\$802,682	+15.8%	\$870,905	\$774,860	+12.4%
Median Listing Price	\$748,450	\$549,000	+36.3%	\$676,583	\$636,904	+6.2%
Median Days in RPR	70	166	-57.8%	57.32	152.82	-62.5%
Months of Inventory	1	1.6	-38.5%	1.7	4.1	-58.1%
Absorption Rate	100%	61.54%	+38.5%	57.89%	24.26%	+33.6%
Sales Activity Charts Metrics						
New Pending Sales Count	1	2	-50%	43	59	-27.1%
New Pending Sales Volume	\$525,000	\$1,579,999	-66.8%	\$36,168,200	\$41,721,799	-13.3%
Pending Sales Count	1	5	-80%	N/A	N/A	
Pending Sales Volume	\$525,000	\$3,356,900	-84.4%	N/A	N/A	
Closed Sales Count	4	5	-20%	38	44	-13.6%
Closed Sales Volume	\$3,827,750	\$5,523,000	-30.7%	\$34,682,250	\$33,288,584	+4.2%
Average Sales Price	\$956,938	\$1,104,600	-13.4%	\$912,691	\$756,559	+20.6%
Median Sales Price	\$791,875	\$1,100,000	-28%	\$726,329	\$745,614	-2.6%

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



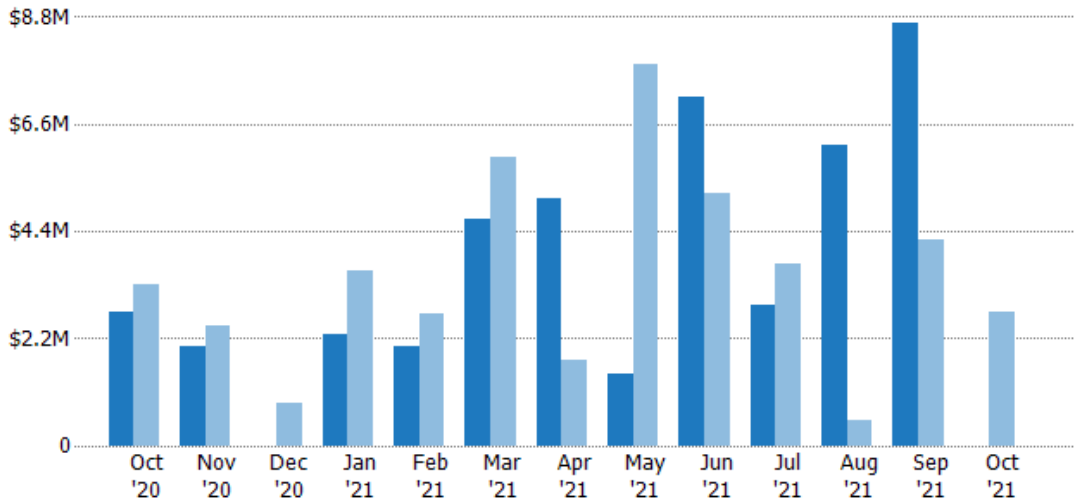
Current Year	2	3	-	4	4	5	7	3	7	1	7	4	-
Prior Year	5	3	2	4	3	9	3	10	8	7	1	4	2
Percent Change from Prior Year	-60%	0%	-100%	0%	33%	-44%	133%	-70%	-13%	-86%	600%	0%	-100%

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	\$2.74M	\$2.04M	-	\$2.29M	\$2.03M	\$4.64M	\$5.07M	\$1.48M	\$7.14M	\$2.88M	\$6.17M	\$8.67M	-
Prior Year	\$3.31M	\$2.46M	\$890K	\$3.58M	\$2.7M	\$5.91M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.74M
Percent Change from Prior Year	-17%	-17%	-100%	-36%	-25%	-21%	189%	-81%	38%	-23%	1,044%	105%	-100%

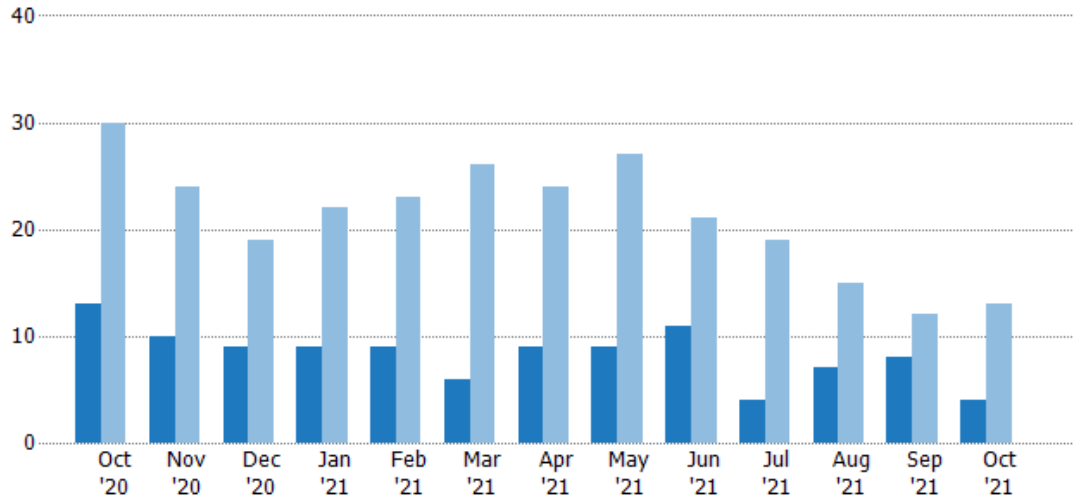
Active Listings

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.
Oct '21	4	-69.2%
Oct '20	13	-56.7%
Oct '19	30	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	Oct '21
Current Year	13	10	9	9	9	6	9	9	11	4	7	8	4
Prior Year	30	24	19	22	23	26	24	27	21	19	15	12	13
Percent Change from Prior Year	-57%	-58%	-53%	-59%	-61%	-77%	-63%	-67%	-48%	-79%	-53%	-33%	-69%

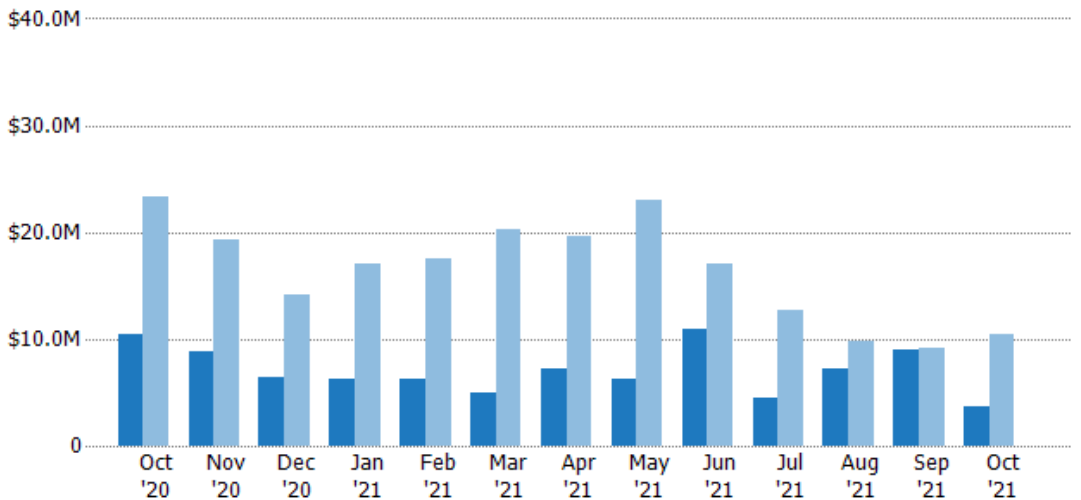
Active Listing Volume

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.
Oct '21	\$3.72M	-64.4%
Oct '20	\$10.4M	-55.2%
Oct '19	\$23.3M	37.1%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$10.4M	\$8.85M	\$6.43M	\$6.23M	\$6.22M	\$4.93M	\$7.23M	\$6.26M	\$11M	\$4.42M	\$7.21M	\$9.01M	\$3.72M
Prior Year	\$23.3M	\$19.3M	\$14.2M	\$17M	\$17.5M	\$20.3M	\$19.6M	\$23M	\$17.1M	\$12.7M	\$9.87M	\$9.08M	\$10.4M
Percent Change from Prior Year	-55%	-54%	-55%	-63%	-64%	-76%	-63%	-73%	-36%	-65%	-27%	-1%	-64%

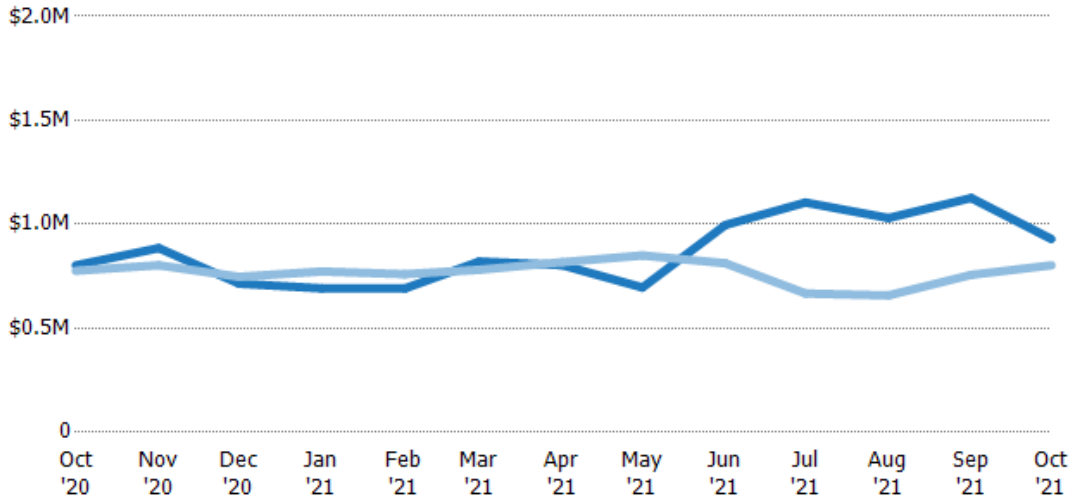
Average Listing Price

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.
Oct '21	\$929K	15.8%
Oct '20	\$803K	3.3%
Oct '19	\$777K	14.3%



Current Year	\$803K	\$885K	\$715K	\$692K	\$691K	\$821K	\$803K	\$696K	\$996K	\$1.1M	\$1.03M	\$1.13M	\$929K
Prior Year	\$777K	\$803K	\$747K	\$773K	\$760K	\$782K	\$818K	\$850K	\$813K	\$667K	\$658K	\$757K	\$803K
Percent Change from Prior Year	3%	10%	-4%	-10%	-9%	5%	-2%	-18%	23%	66%	57%	49%	16%

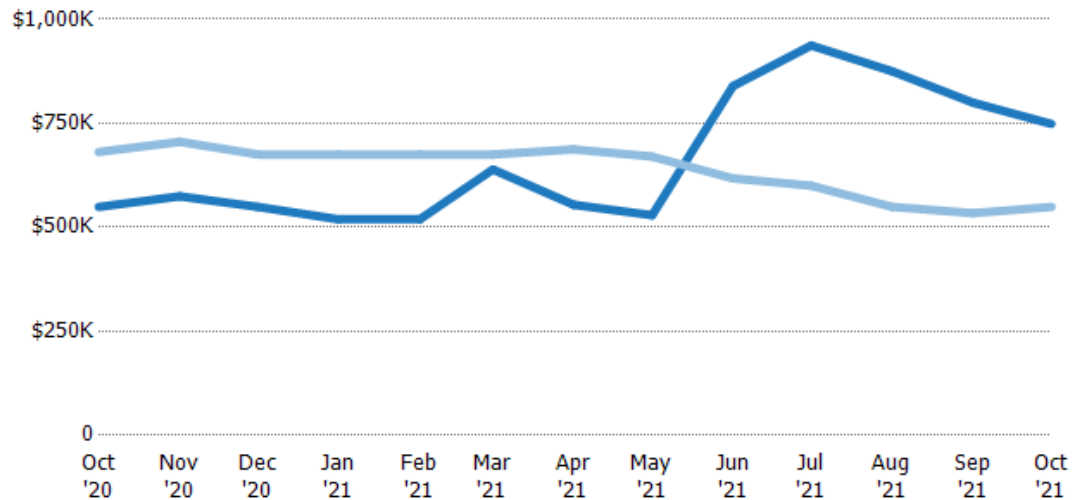
Median Listing Price

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.
Oct '21	\$748K	36.3%
Oct '20	\$549K	-19.4%
Oct '19	\$681K	17%



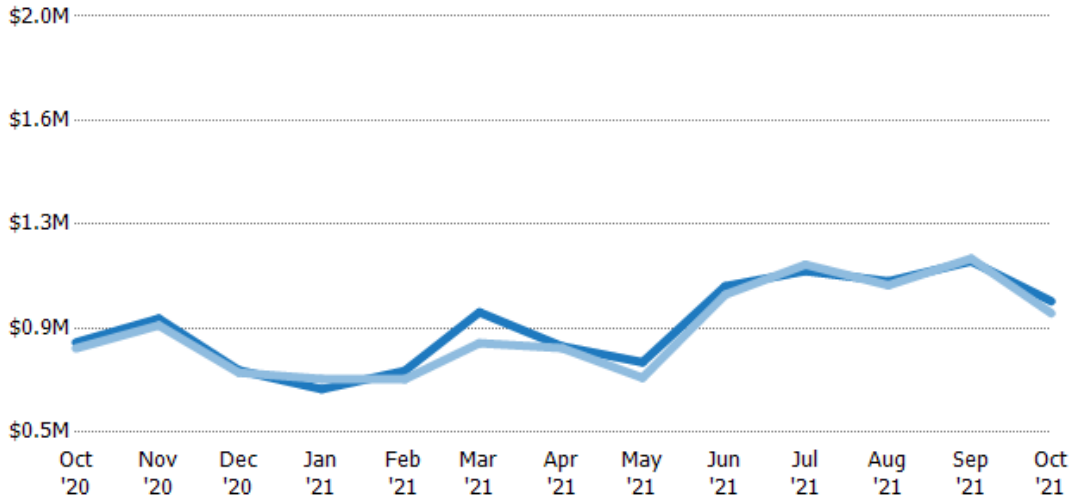
Current Year	\$549K	\$574K	\$549K	\$519K	\$519K	\$639K	\$554K	\$529K	\$840K	\$937K	\$875K	\$800K	\$748K
Prior Year	\$681K	\$705K	\$675K	\$675K	\$675K	\$675K	\$687K	\$670K	\$618K	\$600K	\$549K	\$534K	\$549K
Percent Change from Prior Year	-19%	-19%	-19%	-23%	-23%	-5%	-19%	-21%	36%	56%	59%	50%	36%

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



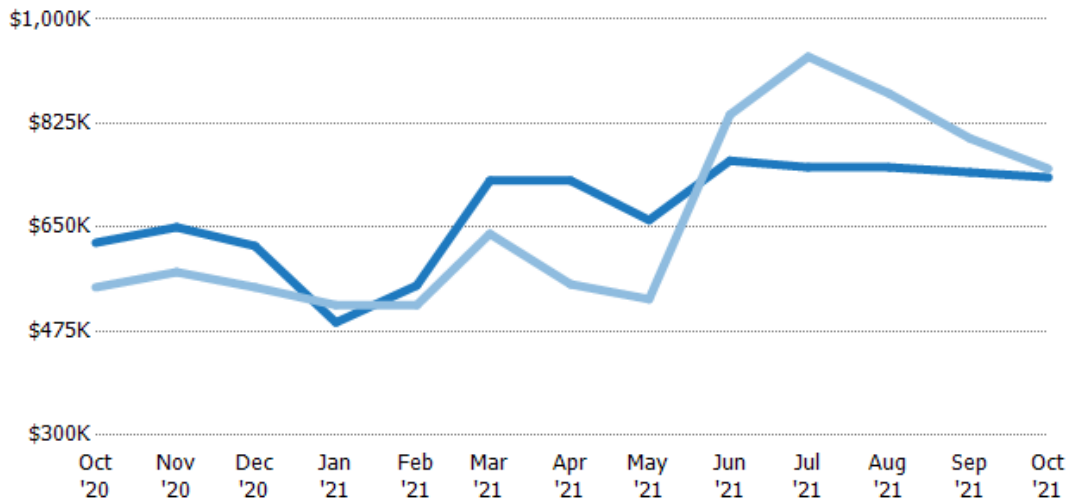
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$824K	\$910K	\$723K	\$655K	\$721K	\$933K	\$809K	\$752K	\$1.03M	\$1.08M	\$1.04M	\$1.12M	\$972K
Avg Listing Price	\$803K	\$885K	\$715K	\$692K	\$691K	\$821K	\$803K	\$696K	\$996K	\$1.1M	\$1.03M	\$1.13M	\$929K
Avg Listing Price as a % of Avg Est Value	97%	97%	99%	106%	96%	88%	99%	93%	97%	102%	99%	101%	96%

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



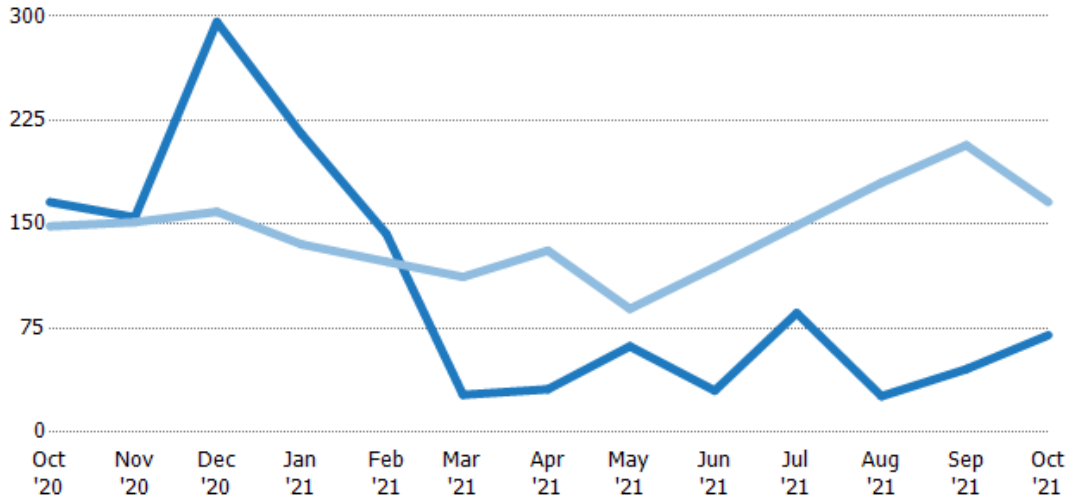
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$624K	\$650K	\$618K	\$490K	\$552K	\$728K	\$728K	\$662K	\$762K	\$751K	\$751K	\$743K	\$734K
Median Listing Price	\$549K	\$574K	\$549K	\$519K	\$519K	\$639K	\$554K	\$529K	\$840K	\$937K	\$875K	\$800K	\$748K
Med Listing Price as a % of Med Est Value	88%	88%	89%	106%	94%	88%	76%	80%	110%	125%	117%	108%	102%

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



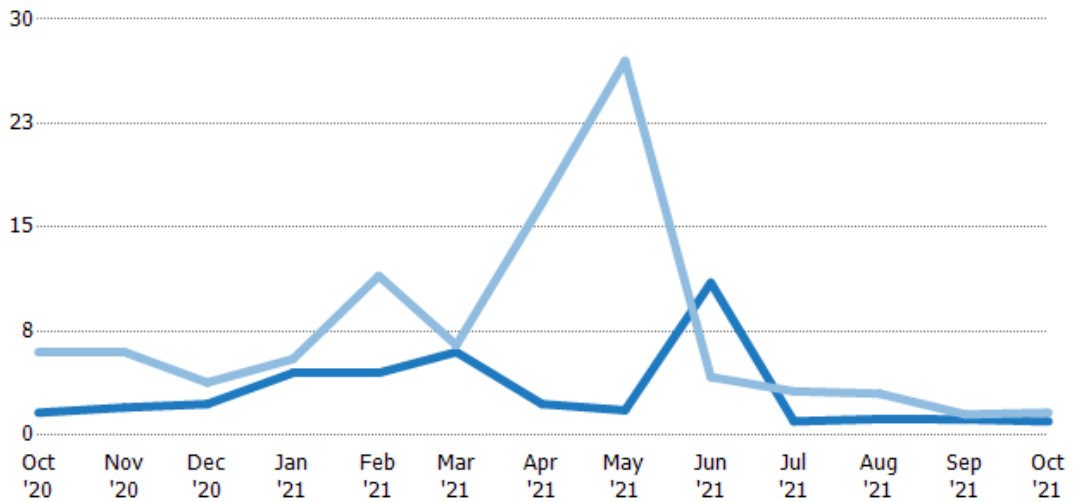
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	166	149	12%
Nov '20	155	152	2%
Dec '20	296	159	86%
Jan '21	215	136	59%
Feb '21	143	123	16%
Mar '21	27	112	-76%
Apr '21	31	131	-76%
May '21	62	89	-30%
Jun '21	30	119	-75%
Jul '21	86	149	-42%
Aug '21	26	180	-86%
Sep '21	45.5	207	-78%
Oct '21	70	166	-58%

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



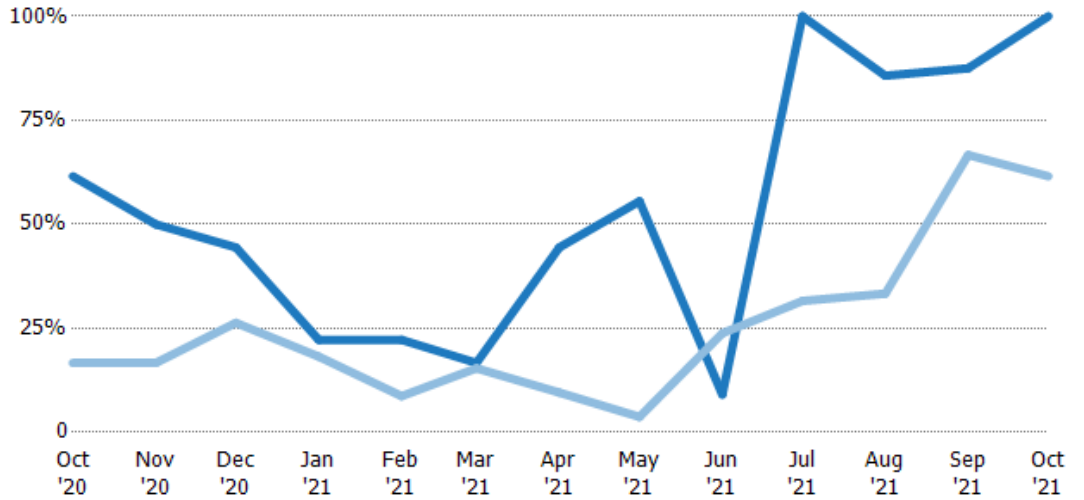
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	1.63	6	-73%
Nov '20	2	6	-67%
Dec '20	2.25	3.8	-41%
Jan '21	4.5	5.5	-18%
Feb '21	4.5	11.5	-61%
Mar '21	6	6.5	-8%
Apr '21	2.25	16.8	100%
May '21	1.8	27	-93%
Jun '21	11	4.2	162%
Jul '21	1	3.17	-68%
Aug '21	1.17	3	-61%
Sep '21	1.14	1.5	-24%
Oct '21	1	1.63	-38%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



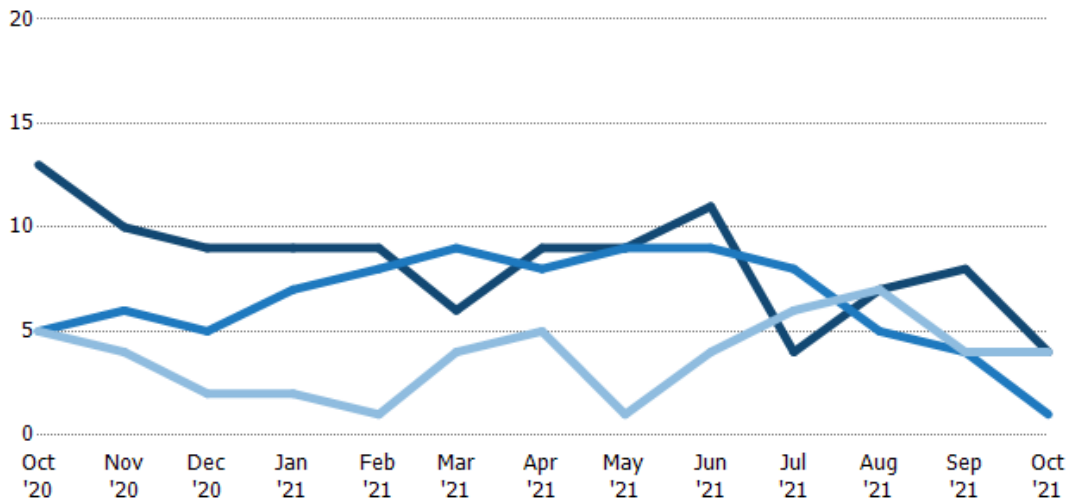
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	62%	50%	44%	22%	22%	17%	44%	56%	9%	100%	86%	88%	100%
Prior Year	17%	17%	26%	18%	9%	15%	10%	4%	24%	32%	33%	67%	62%
Change from Prior Year	-45%	-33%	-18%	-4%	-14%	-1%	-44%	-52%	15%	-68%	-52%	-21%	-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



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

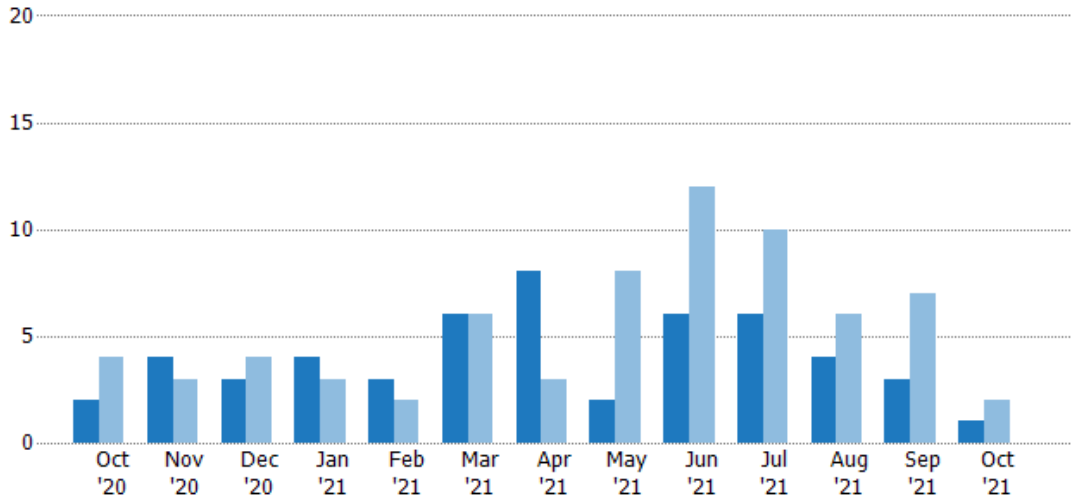
New Pending Sales

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.
Oct '21	1	-50%
Oct '20	2	-50%
Oct '19	4	-25%



Current Year	2	4	3	4	3	6	8	2	6	6	4	3	1
Prior Year	4	3	4	3	2	6	3	8	12	10	6	7	2
Percent Change from Prior Year	-50%	33%	-25%	33%	50%	0%	167%	-75%	-50%	-40%	-33%	-57%	-50%

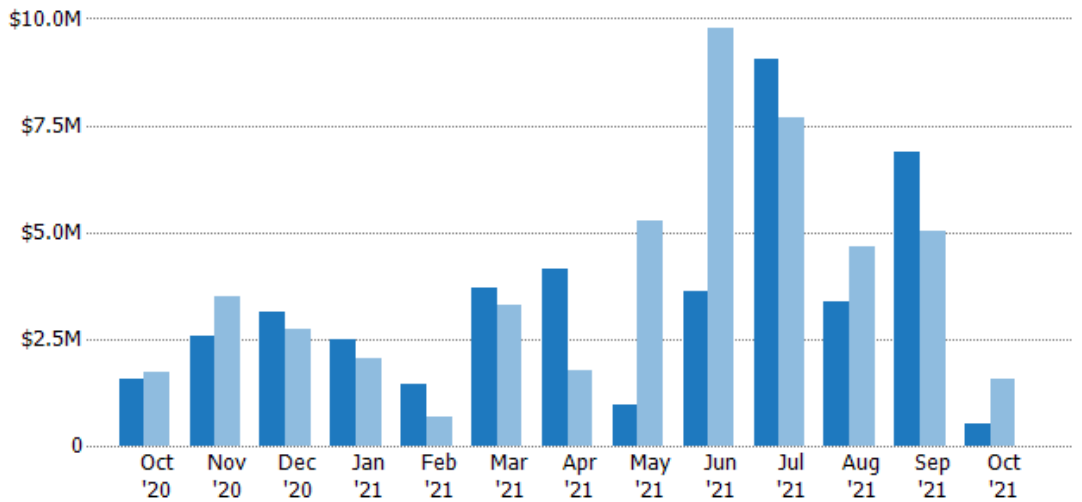
New Pending Sales Volume

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.
Oct '21	\$525K	-66.8%
Oct '20	\$1.58M	-8.9%
Oct '19	\$1.73M	73.5%



Current Year	\$1.58M	\$2.57M	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$9.04M	\$3.38M	\$6.87M	\$525K
Prior Year	\$1.73M	\$3.48M	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M
Percent Change from Prior Year	-9%	-26%	14%	21%	111%	13%	137%	-82%	-63%	18%	-27%	37%	-67%

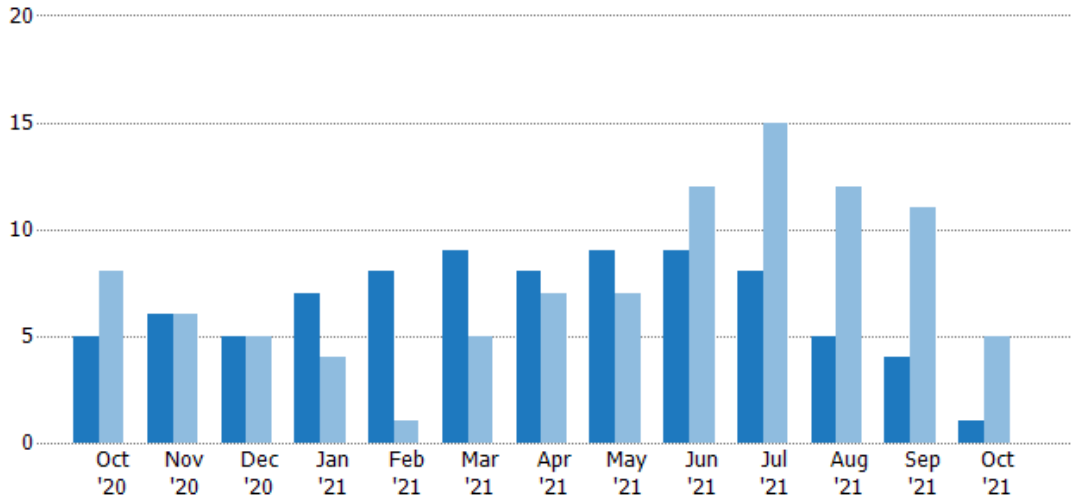
Pending Sales

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.
Oct '21	1	-80%
Oct '20	5	-37.5%
Oct '19	8	-25%



Current Year	5	6	5	7	8	9	8	9	9	8	5	4	1
Prior Year	8	6	5	4	1	5	7	7	12	15	12	11	5
Percent Change from Prior Year	-38%	0%	0%	75%	700%	80%	14%	29%	-25%	-47%	-58%	-64%	-80%

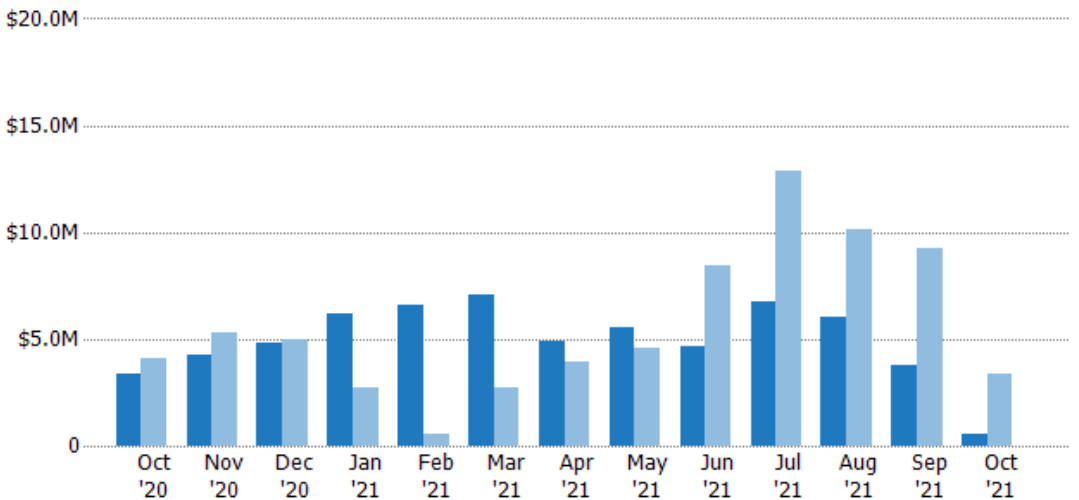
Pending Sales Volume

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.
Oct '21	\$525K	-84.4%
Oct '20	\$3.36M	-18.6%
Oct '19	\$4.12M	12.8%



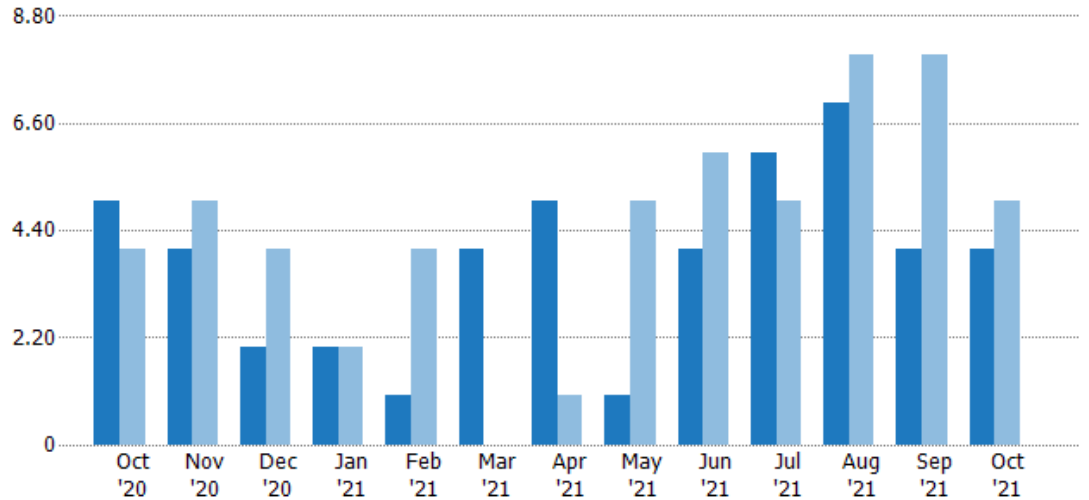
Current Year	\$3.36M	\$4.21M	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.92M	\$5.54M	\$4.63M	\$6.76M	\$6.02M	\$3.77M	\$525K
Prior Year	\$4.12M	\$5.3M	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$4.59M	\$8.41M	\$12.9M	\$10.1M	\$9.28M	\$3.36M
Percent Change from Prior Year	-19%	-20%	-4%	126%	1,132%	159%	24%	21%	-45%	-47%	-41%	-59%	-84%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



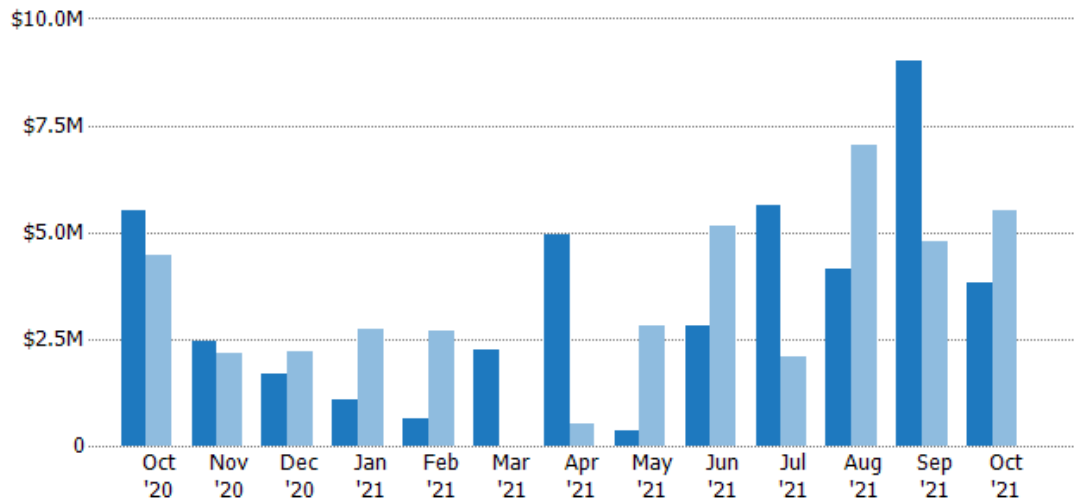
Current Year	5	4	2	2	1	4	5	1	4	6	7	4	4
Prior Year	4	5	4	2	4	-	1	5	6	5	8	8	5
Percent Change from Prior Year	25%	-20%	-50%	0%	-75%	100%	400%	-80%	-33%	20%	-13%	-50%	-20%

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



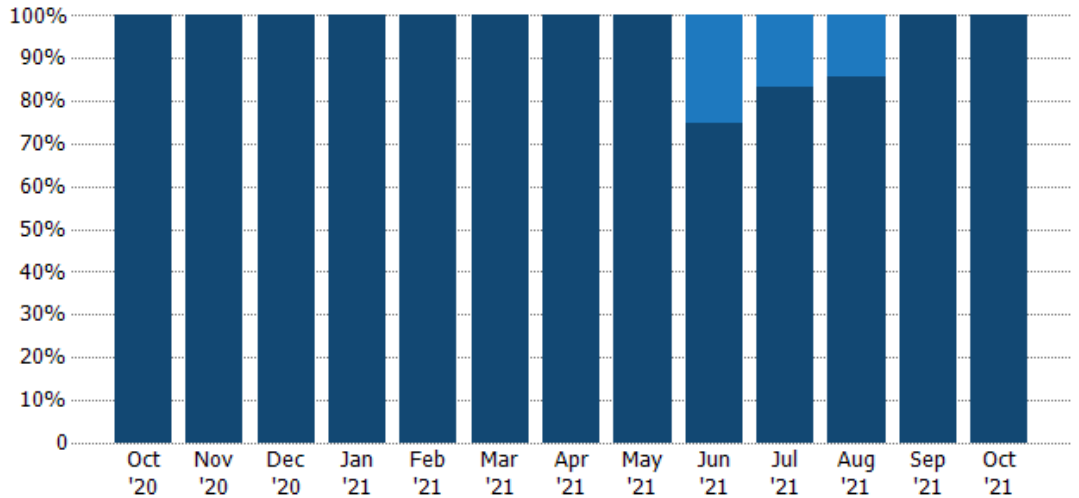
Current Year	\$5.52M	\$2.45M	\$1.7M	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$5.62M	\$4.15M	\$9.03M	\$3.83M
Prior Year	\$4.48M	\$2.17M	\$2.21M	\$2.72M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.08M	\$7.02M	\$4.77M	\$5.52M
Percent Change from Prior Year	23%	13%	-23%	-61%	-77%	100%	870%	-87%	-46%	170%	-41%	89%	-31%

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



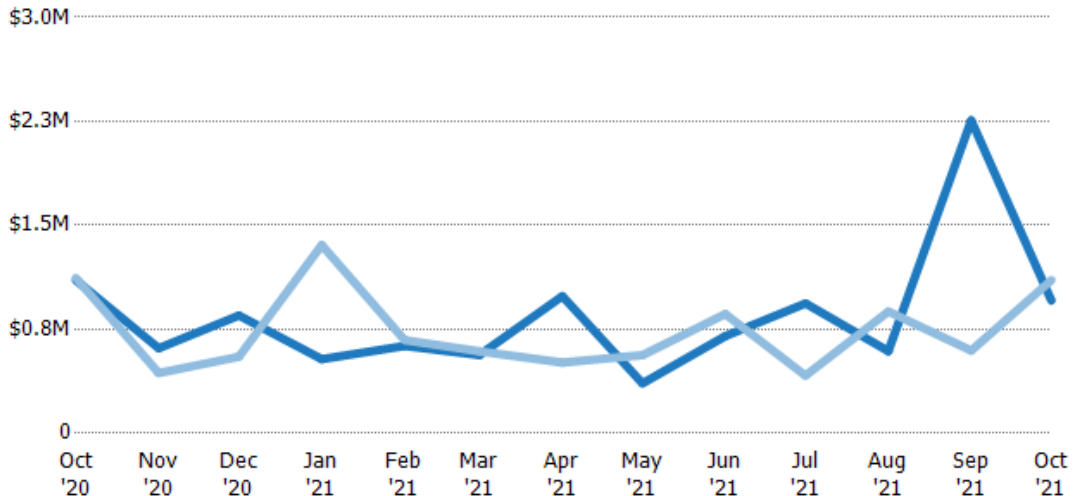
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Condo/Townhouse	-	-	-	-	-	-	-	-	25%	17%	14%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	75%	83%	86%	100%	100%

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



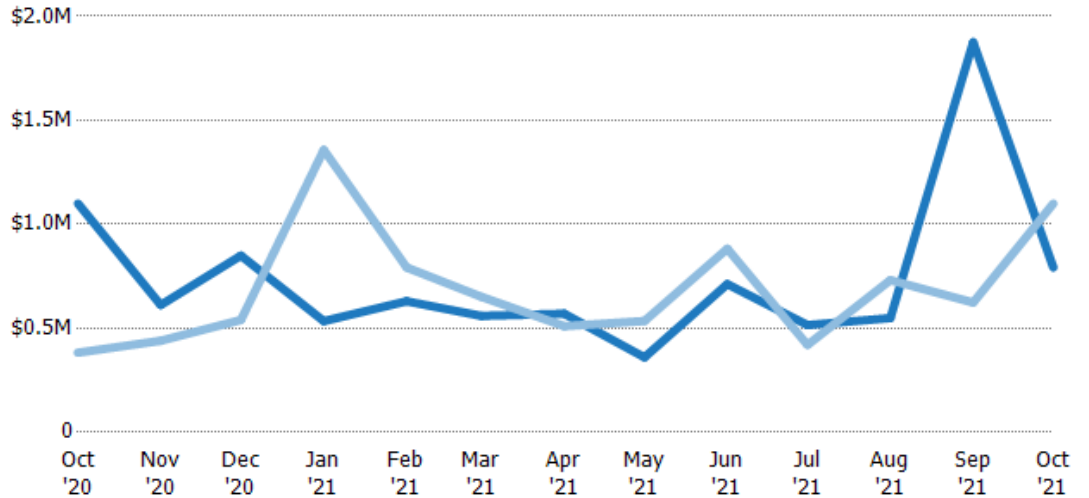
Current Year	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K
Prior Year	\$1.12M	\$435K	\$552K	\$1.36M	\$672K	\$591K	\$510K	\$564K	\$860K	\$416K	\$878K	\$596K	\$1.1M
Percent Change from Prior Year	-1%	41%	54%	-61%	-6%	100%	94%	-36%	-19%	125%	-33%	278%	-13%

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



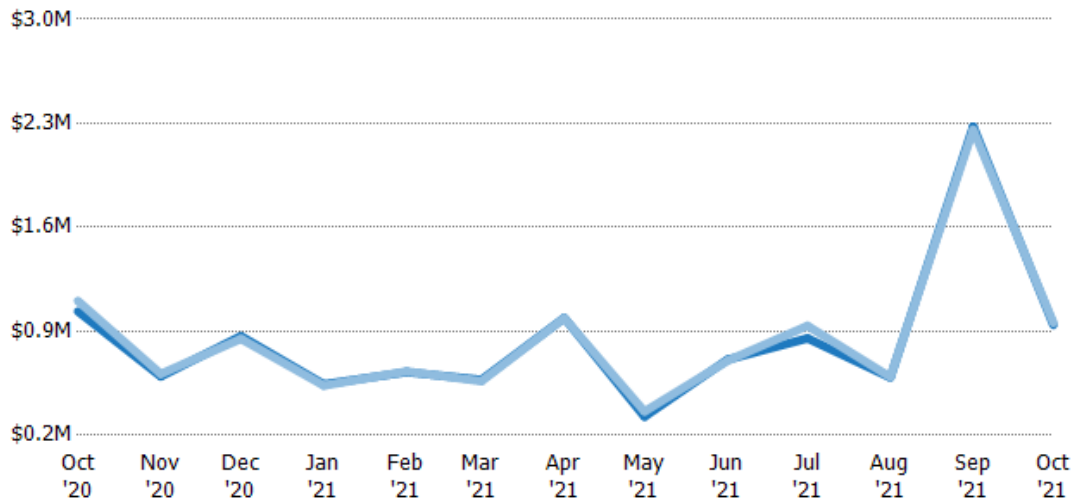
Current Year	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K
Prior Year	\$383K	\$440K	\$540K	\$1.36M	\$793K	\$651K	\$510K	\$535K	\$883K	\$420K	\$732K	\$624K	\$1.1M
Percent Change from Prior Year	188%	39%	57%	-61%	-21%	100%	12%	-33%	-19%	23%	-25%	201%	-28%

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



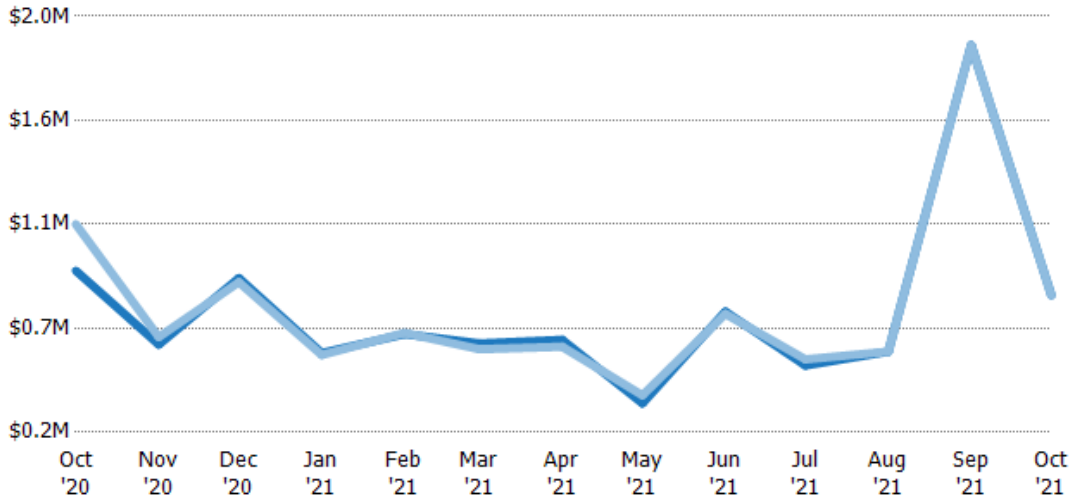
Avg List Price	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K
Avg Sales Price	\$1.1M	\$613K	\$850K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K
Avg Sales Price as a % of Avg List Price	107%	103%	98%	98%	101%	98%	100%	111%	99%	110%	101%	99%	102%

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



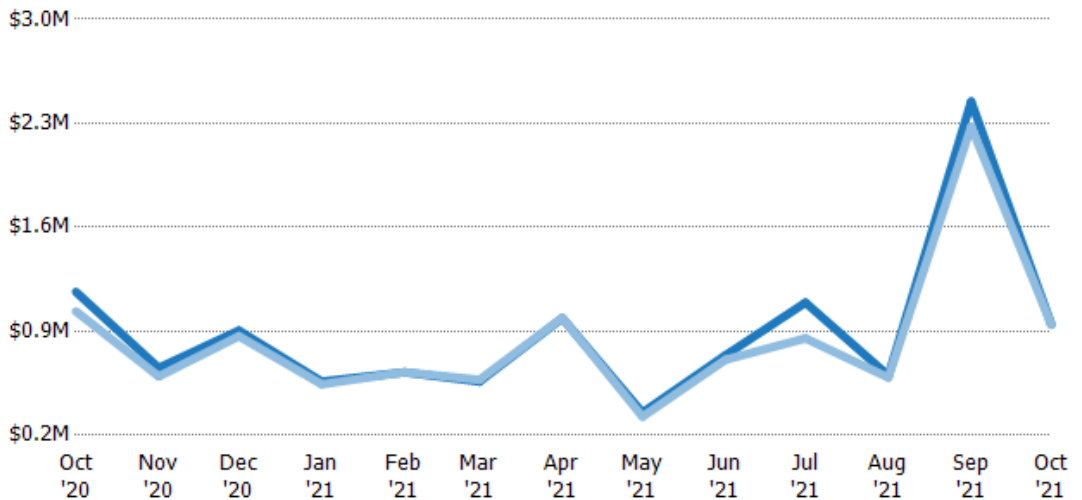
Median List Price	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K
Median Sales Price	\$1.1M	\$612K	\$850K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K
Med Sales Price as a % of Med List Price	122%	106%	98%	98%	101%	96%	95%	111%	99%	105%	100%	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



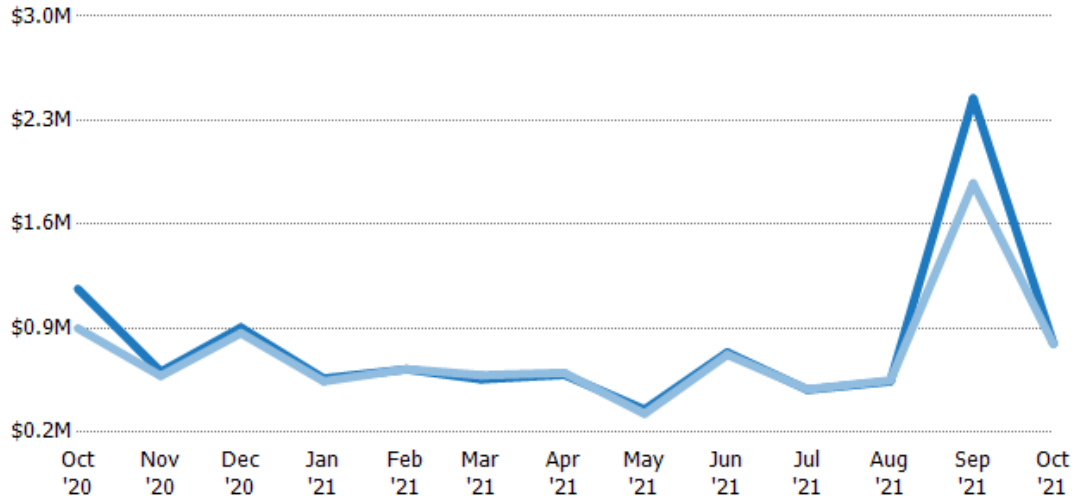
Avg Est Value	\$1.17M	\$654K	\$905K	\$562K	\$624K	\$561K	\$989K	\$352K	\$737K	\$1.09M	\$601K	\$2.45M	\$945K
Avg Sales Price	\$1.03M	\$596K	\$867K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K
Avg Sales Price as a % of Avg Est Value	89%	91%	96%	97%	100%	102%	100%	92%	96%	78%	98%	93%	100%

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	\$1.17M	\$608K	\$905K	\$562K	\$624K	\$557K	\$587K	\$352K	\$737K	\$486K	\$542K	\$2.45M	\$797K
Median Sales Price	\$899K	\$579K	\$867K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K
Med Sales Price as a % of Med Est Value	77%	95%	96%	97%	100%	105%	102%	92%	98%	101%	101%	77%	100%