

## Summary of Key Listing and Sales Metrics

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

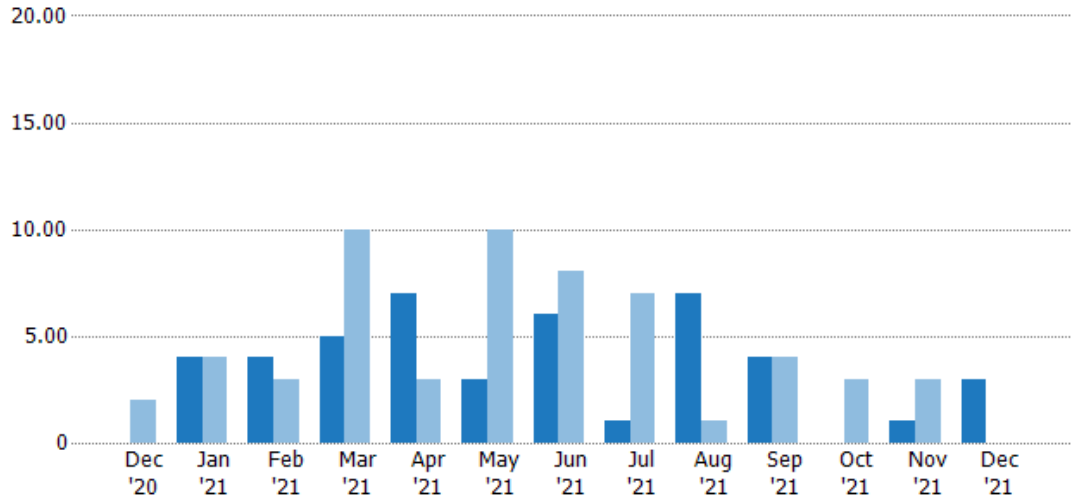
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	—	—	45	56	-19.6%
New Listing Volume	\$2,848,000	—	—	\$42,522,700	\$41,072,161	+3.5%
Active Listing Count	3	10	-70%	N/A	N/A	
Active Listing Volume	\$3,098,000	\$6,582,962	-52.9%	N/A	N/A	
Average Listing Price	\$1,032,667	\$658,296	+56.9%	\$736,056	\$728,617	+1%
Median Listing Price	\$949,000	\$534,000	+77.7%	\$609,337	\$585,903	+4%
Median Days in RPR	24	242	-90.1%	92.57	153.33	-39.6%
Months of Inventory	1.5	2.5	-40%	1.7	4	-58.3%
Absorption Rate	66.67%	40%	+26.7%	60.24%	25.11%	+35.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	3	-66.7%	46	66	-30.3%
New Pending Sales Volume	\$499,000	\$3,123,000	-84%	\$37,527,200	\$47,417,698	-20.9%
Pending Sales Count	2	5	-60%	N/A	N/A	
Pending Sales Volume	\$2,294,000	\$4,783,800	-52%	N/A	N/A	
Closed Sales Count	1	1	+—	41	50	-18%
Closed Sales Volume	\$425,000	\$530,000	-19.8%	\$36,093,250	\$36,908,084	-2.2%
Average Sales Price	\$425,000	\$530,000	-19.8%	\$880,323	\$738,162	+19.3%
Median Sales Price	\$425,000	\$530,000	-19.8%	\$707,598	\$726,200	-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



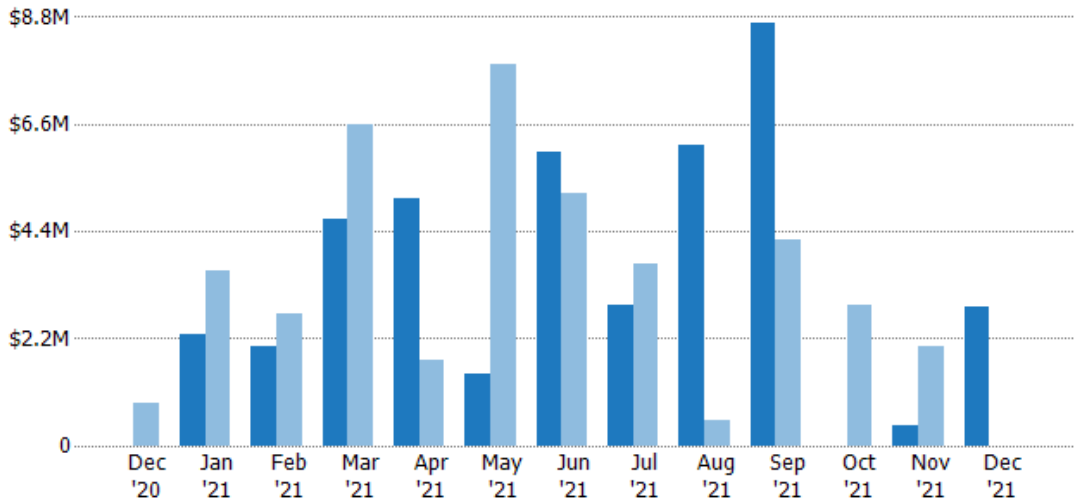
Current Year	-	4	4	5	7	3	6	1	7	4	-	1	3
Prior Year	2	4	3	10	3	10	8	7	1	4	3	3	-
Percent Change from Prior Year	-100%	0%	33%	-50%	133%	-70%	-25%	-86%	600%	0%	-100%	-67%	100%

## 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



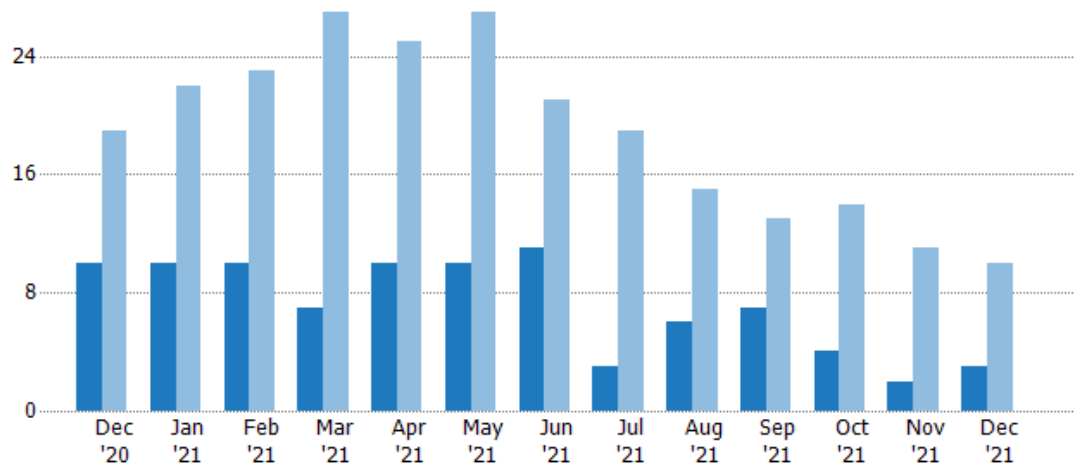
Current Year	-	\$2.29M	\$2.03M	\$4.64M	\$5.07M	\$1.48M	\$6.02M	\$2.88M	\$6.17M	\$8.67M	-	\$435K	\$2.85M
Prior Year	\$890K	\$3.58M	\$2.7M	\$6.59M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.89M	\$2.04M	-
Percent Change from Prior Year	-100%	-36%	-25%	-30%	189%	-81%	16%	-23%	1,044%	105%	-100%	-79%	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



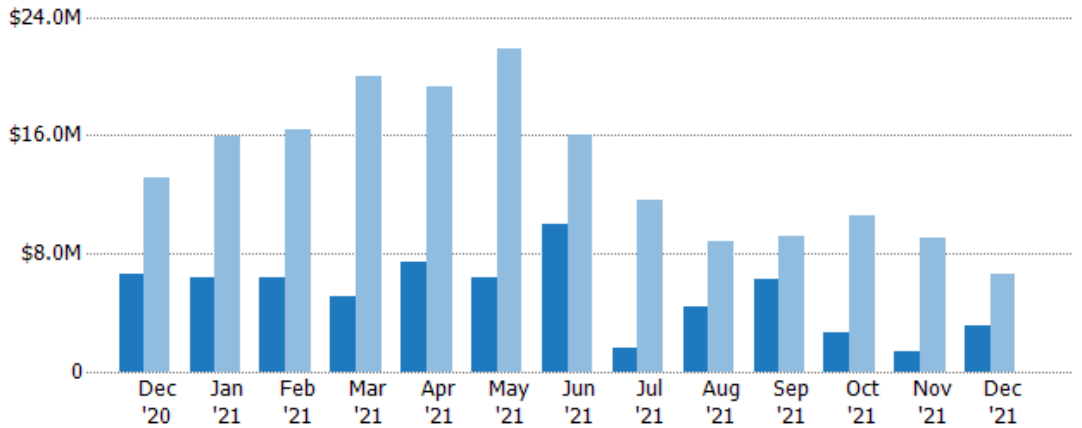
Month/Year	Count	% Chg.
Dec '21	3	-70%
Dec '20	10	-47.4%
Dec '19	19	21.1%

## 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.
Dec '21	\$3.1M	-52.9%
Dec '20	\$6.58M	-50%
Dec '19	\$13.2M	40%

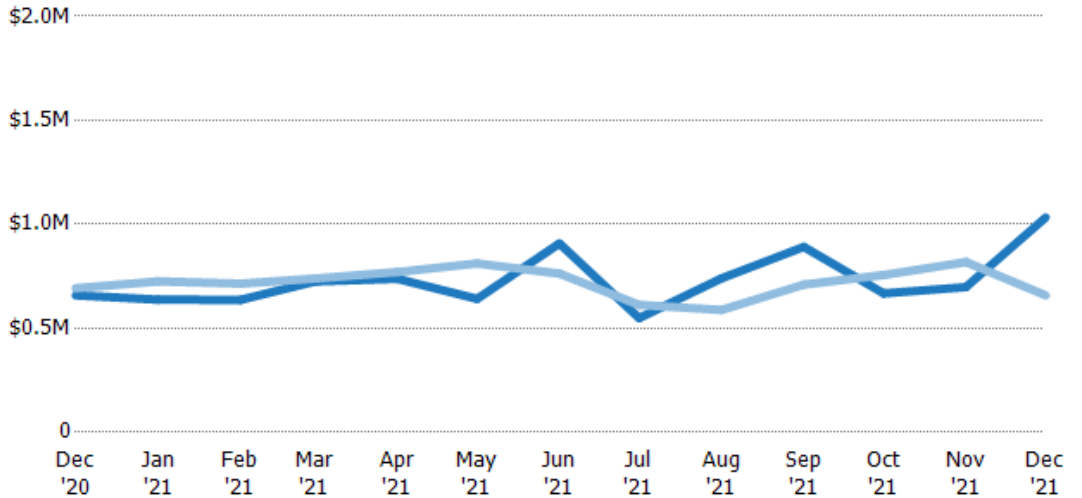
## Average Listing Price

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.
Dec '21	\$1.03M	56.9%
Dec '20	\$658K	-4.9%
Dec '19	\$692K	15.6%



Current Year	\$658K	\$638K	\$637K	\$725K	\$738K	\$641K	\$908K	\$549K	\$740K	\$891K	\$668K	\$698K	\$1.03M
Prior Year	\$692K	\$726K	\$715K	\$739K	\$770K	\$812K	\$763K	\$612K	\$588K	\$710K	\$756K	\$818K	\$658K
Percent Change from Prior Year	-5%	-12%	-11%	-2%	-4%	-21%	19%	-10%	26%	26%	-12%	-15%	57%

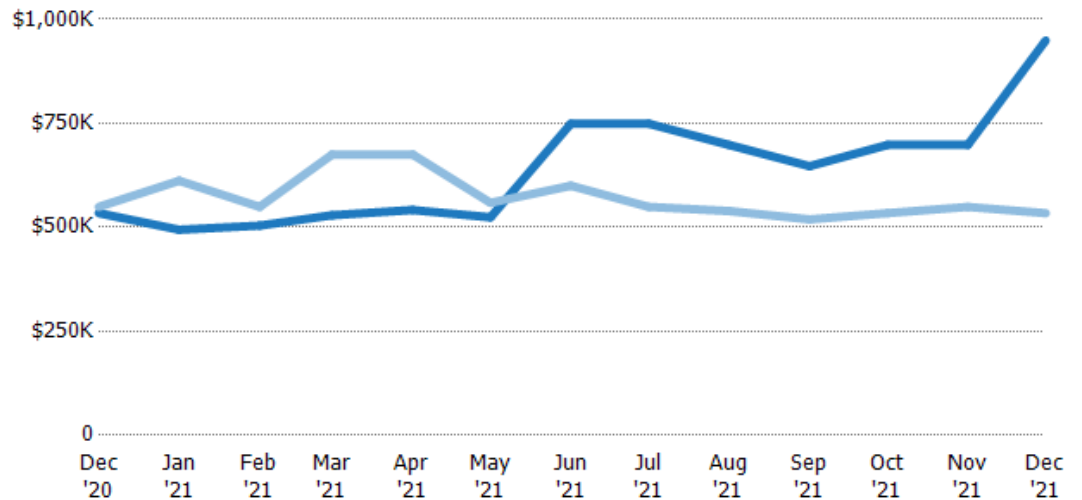
## Median Listing Price

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.
Dec '21	\$949K	77.7%
Dec '20	\$534K	-2.7%
Dec '19	\$549K	36.6%



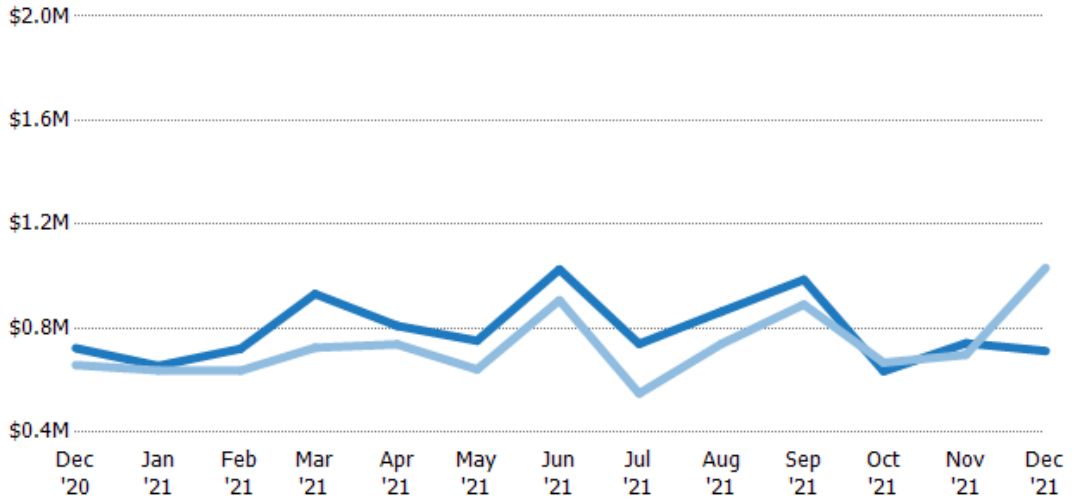
Current Year	\$534K	\$494K	\$504K	\$529K	\$542K	\$524K	\$749K	\$749K	\$698K	\$647K	\$698K	\$698K	\$949K
Prior Year	\$549K	\$612K	\$549K	\$675K	\$675K	\$559K	\$600K	\$549K	\$539K	\$519K	\$534K	\$549K	\$534K
Percent Change from Prior Year	-3%	-19%	-8%	-22%	-20%	-6%	25%	36%	29%	25%	31%	27%	78%

## 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



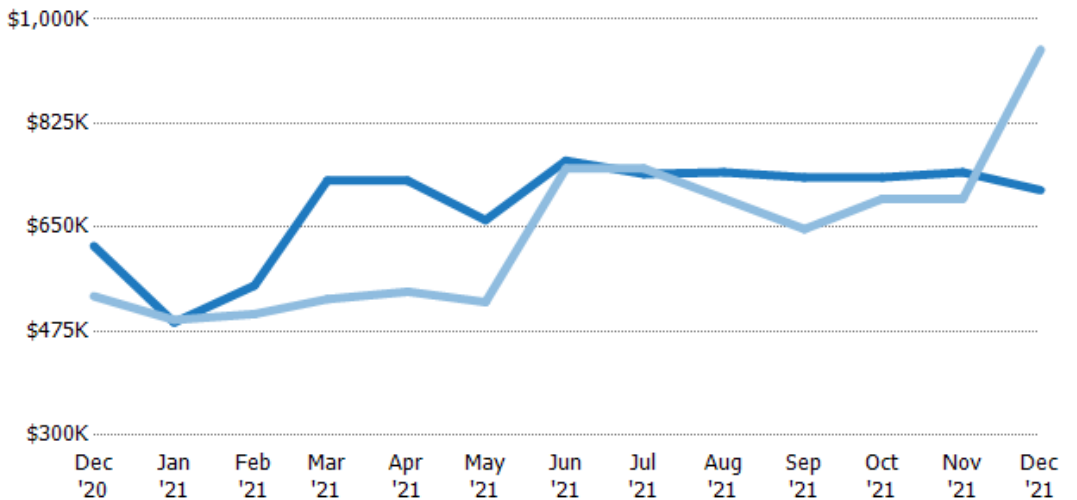
Avg Est Value	\$723K	\$655K	\$721K	\$932K	\$809K	\$752K	\$1.03M	\$740K	\$864K	\$987K	\$635K	\$743K	\$712K
Avg Listing Price	\$658K	\$638K	\$637K	\$725K	\$738K	\$641K	\$908K	\$549K	\$740K	\$891K	\$668K	\$698K	\$1.03M
Avg Listing Price as a % of Avg Est Value	91%	97%	88%	78%	91%	85%	88%	74%	86%	90%	105%	94%	145%

## 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	\$618K	\$490K	\$552K	\$728K	\$728K	\$662K	\$762K	\$740K	\$743K	\$734K	\$734K	\$743K	\$712K
Median Listing Price	\$534K	\$494K	\$504K	\$529K	\$542K	\$524K	\$749K	\$749K	\$698K	\$647K	\$698K	\$698K	\$949K
Med Listing Price as a % of Med Est Value	86%	101%	91%	73%	74%	79%	98%	101%	94%	88%	95%	94%	133%

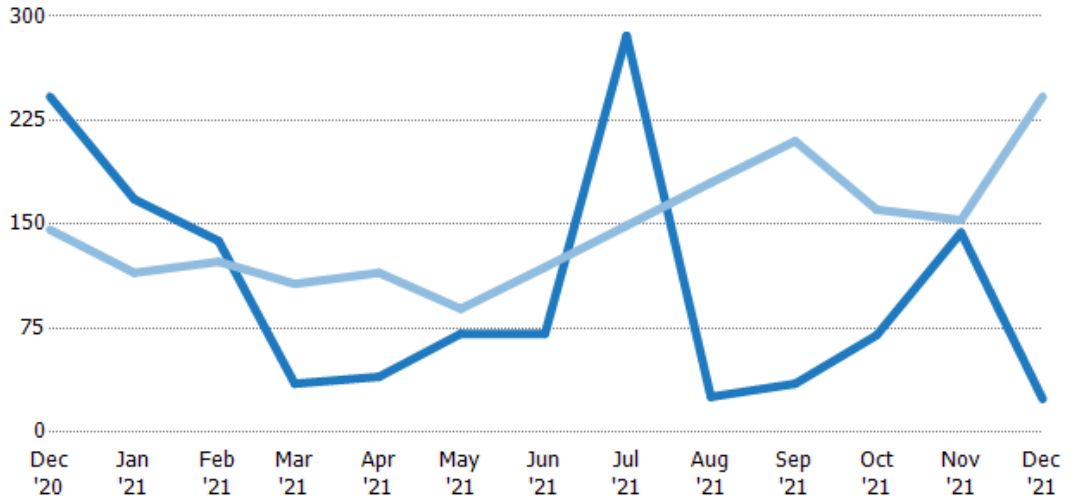
## Median Days in RPR

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.
Dec '21	24	-90.1%
Dec '20	242	65.8%
Dec '19	146	-11%



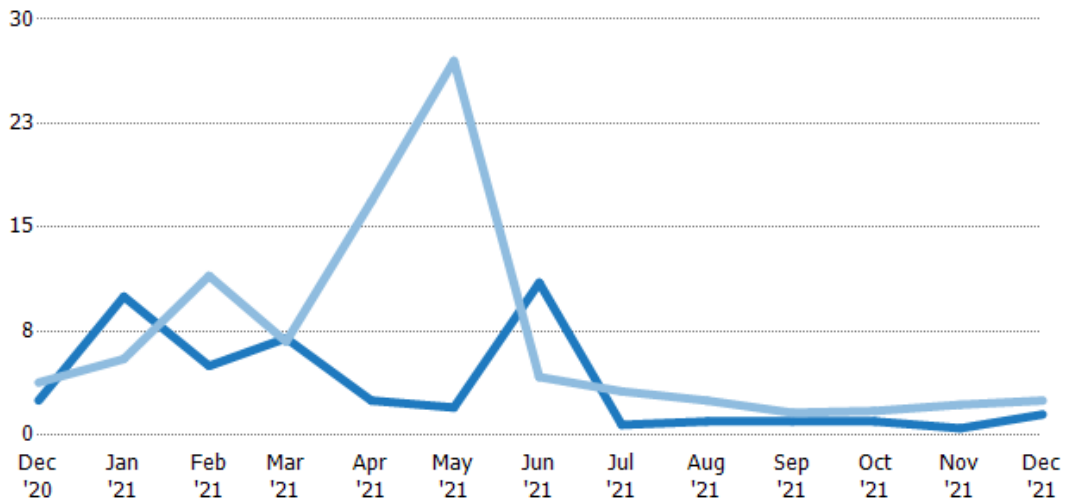
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	242	168	138	35	40	71	71	286	25.5	35	70	144	24
Prior Year	146	115	123	107	115	89	119	149	180	210	161	153	242
Percent Change from Prior Year	66%	46%	12%	-67%	-65%	-20%	-40%	92%	-86%	-83%	-56%	-6%	-90%

## 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



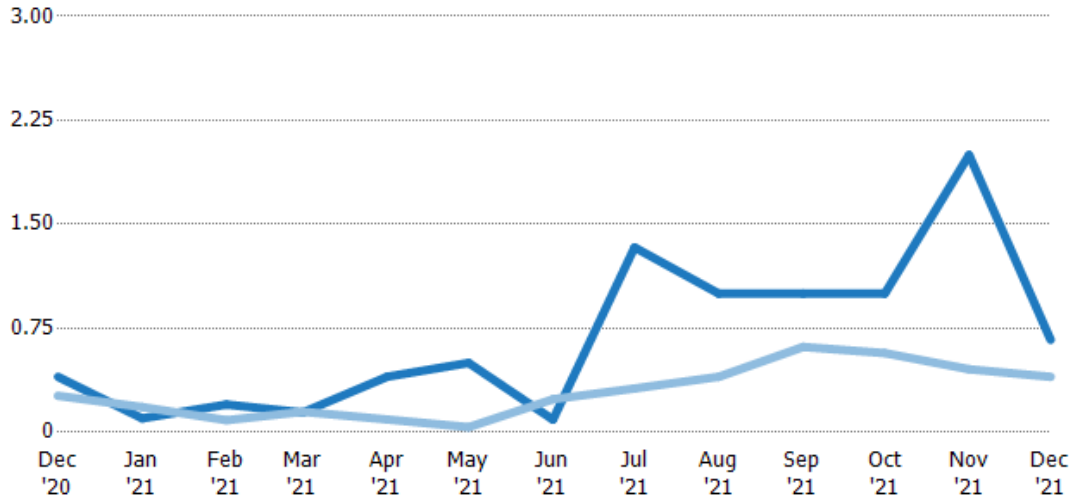
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	2.5	10	5	7	2.5	2	11	0	1	1	1	0	1.5
Prior Year	3.8	5.5	11.5	6.75	16.9	27	4.2	3.17	2.5	1.63	1.75	2.2	2.5
Percent Change from Prior Year	-34%	82%	-57%	4%	100%	-93%	162%	-76%	-60%	-38%	-43%	-77%	-40%

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



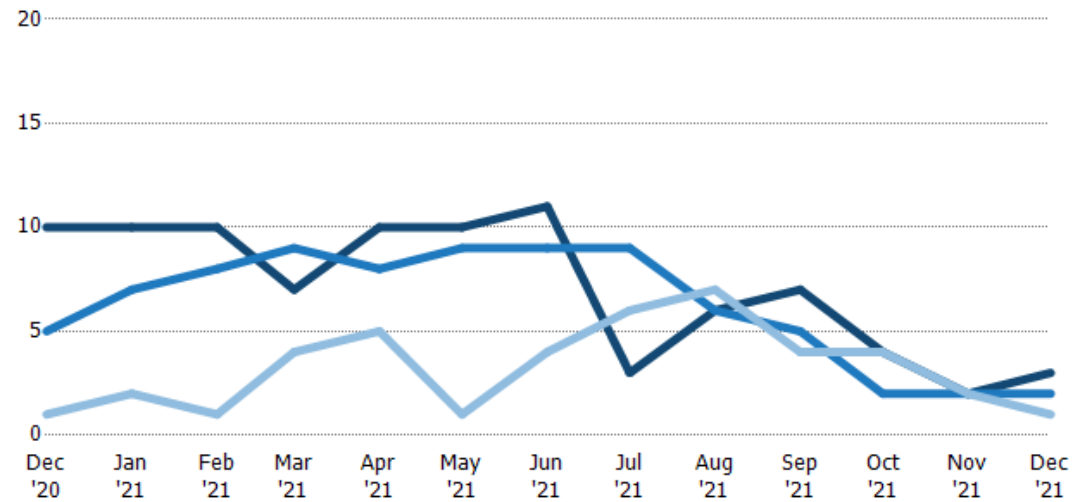
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	40%	10%	20%	14%	40%	50%	9%	133%	100%	100%	100%	200%	67%
Prior Year	26%	18%	9%	15%	9%	4%	24%	32%	40%	62%	57%	45%	40%
Change from Prior Year	-14%	8%	-11%	1%	-40%	-46%	15%	-102%	-60%	-38%	-43%	-155%	-27%

## 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



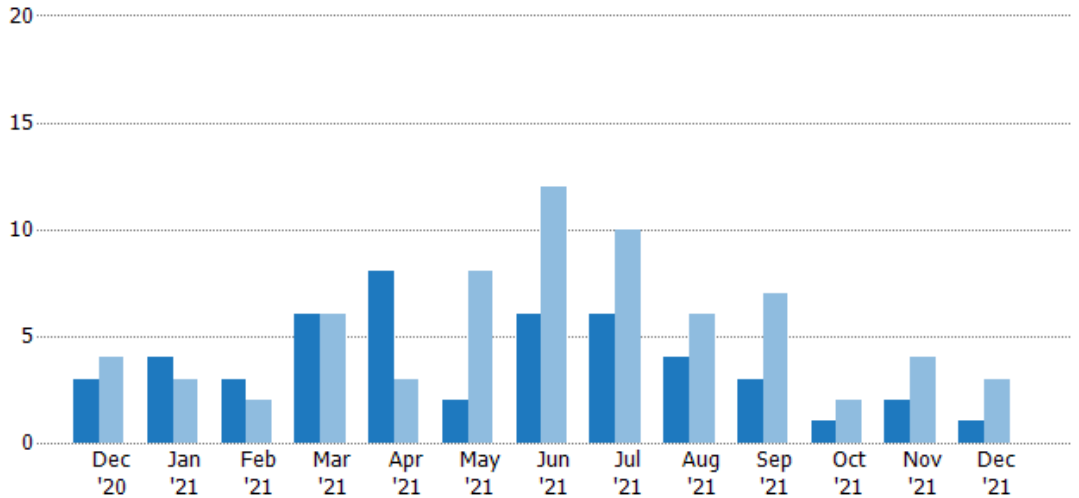
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	10	10	10	7	10	10	11	3	6	7	4	2	3
Pending	5	7	8	9	8	9	9	9	6	5	2	2	2
Sold	1	2	1	4	5	1	4	6	7	4	4	2	1

## 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



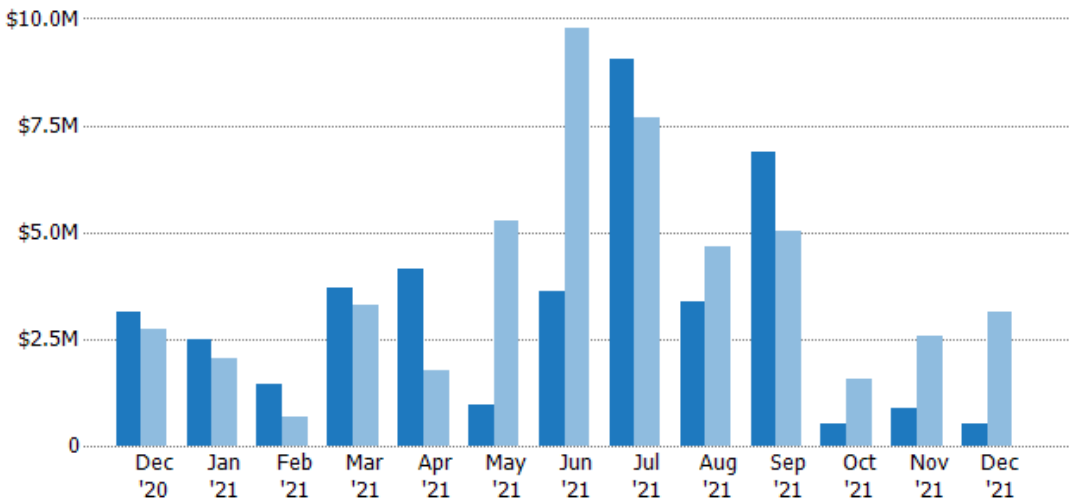
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	3	4	3	6	8	2	6	6	4	3	1	2	1
Prior Year	4	3	2	6	3	8	12	10	6	7	2	4	3
Percent Change from Prior Year	-25%	33%	50%	0%	167%	-75%	-50%	-40%	-33%	-57%	-50%	-50%	-67%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$3.12M	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$9.04M	\$3.38M	\$6.87M	\$525K	\$860K	\$499K
Prior Year	\$2.74M	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M
Percent Change from Prior Year	14%	21%	111%	13%	137%	-82%	-63%	18%	-27%	37%	-67%	-67%	-84%



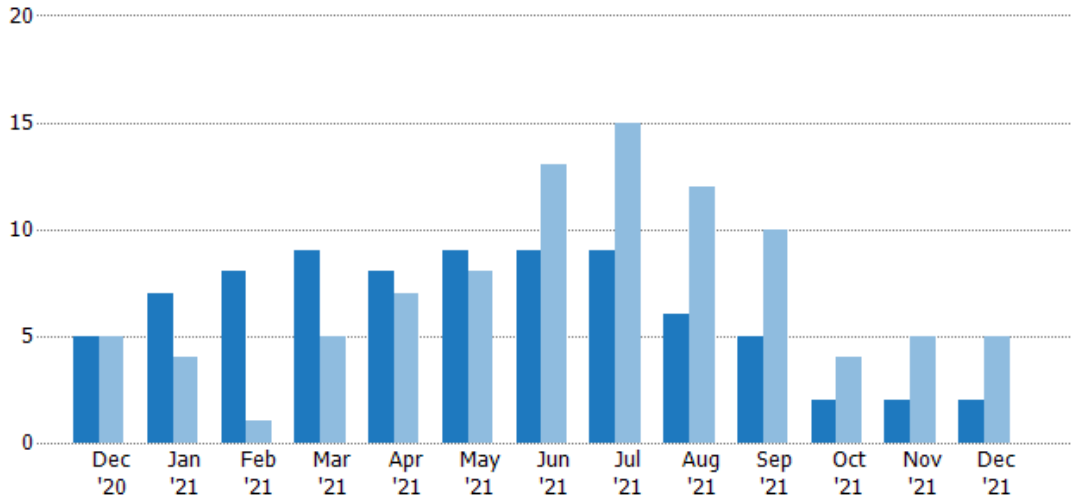
## Pending Sales

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.
Dec '21	2	-60%
Dec '20	5	0%
Dec '19	5	-40%



Current Year	5	7	8	9	8	9	9	9	6	5	2	2	2
Prior Year	5	4	1	5	7	8	13	15	12	10	4	5	5
Percent Change from Prior Year	0%	75%	700%	80%	14%	13%	-31%	-40%	-50%	-50%	-50%	-60%	-60%

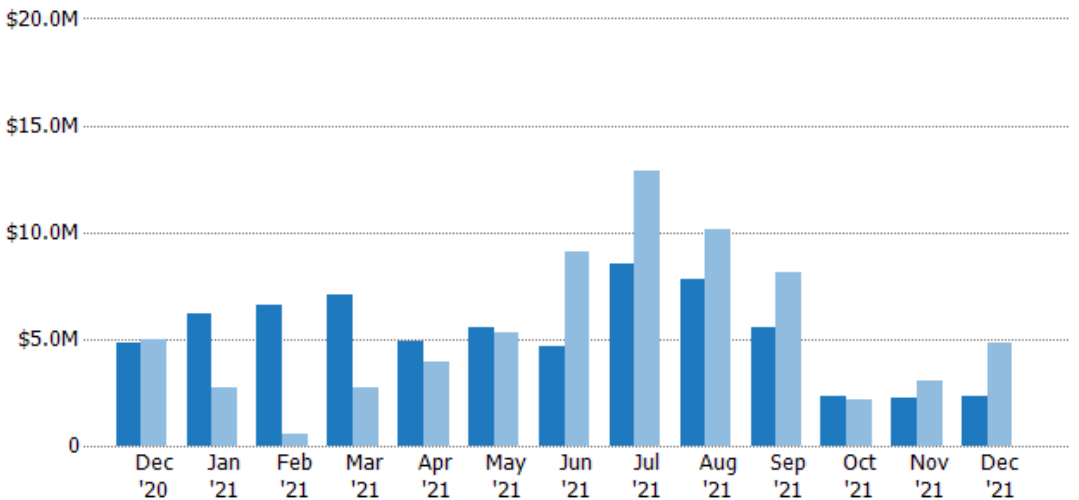
## Pending Sales Volume

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.
Dec '21	\$2.29M	-52%
Dec '20	\$4.78M	-3.8%
Dec '19	\$4.97M	-58.3%



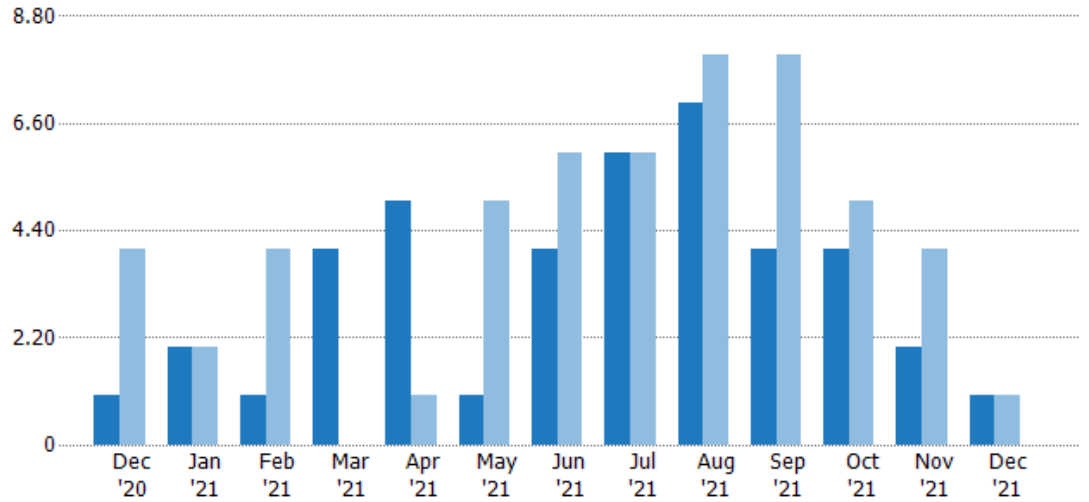
Current Year	\$4.78M	\$6.19M	\$6.59M	\$7.1M	\$4.92M	\$5.54M	\$4.63M	\$8.56M	\$7.81M	\$5.57M	\$2.32M	\$2.22M	\$2.29M
Prior Year	\$4.97M	\$2.74M	\$535K	\$2.75M	\$3.96M	\$5.27M	\$9.09M	\$12.9M	\$10.1M	\$8.08M	\$2.16M	\$3.02M	\$4.78M
Percent Change from Prior Year	-4%	126%	1,132%	159%	24%	5%	-49%	-33%	-23%	-31%	7%	-26%	-52%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



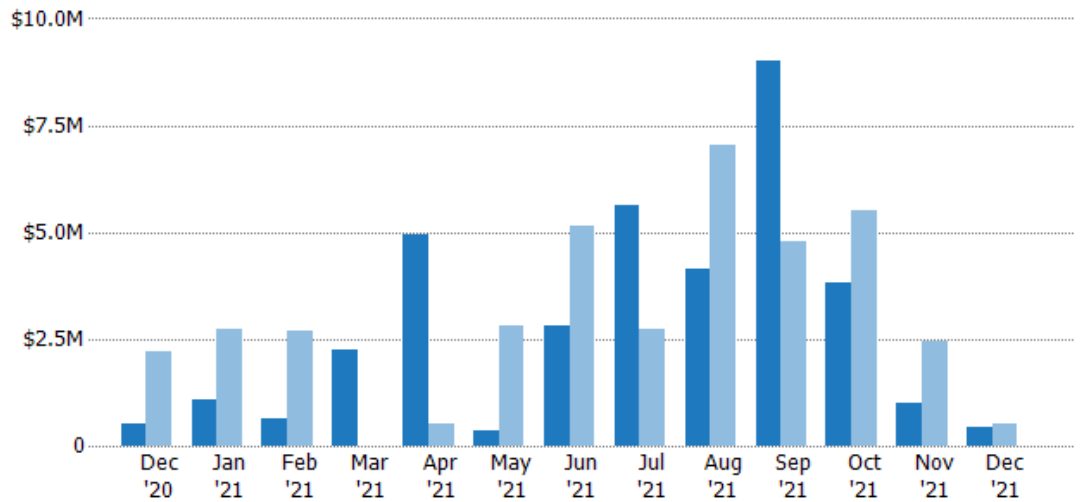
Current Year	1	2	1	4	5	1	4	6	7	4	4	2	1
Prior Year	4	2	4	-	1	5	6	6	8	8	5	4	1
Percent Change from Prior Year	-75%	0%	-75%	100%	400%	-80%	-33%	0%	-13%	-50%	-20%	-50%	0%

## 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



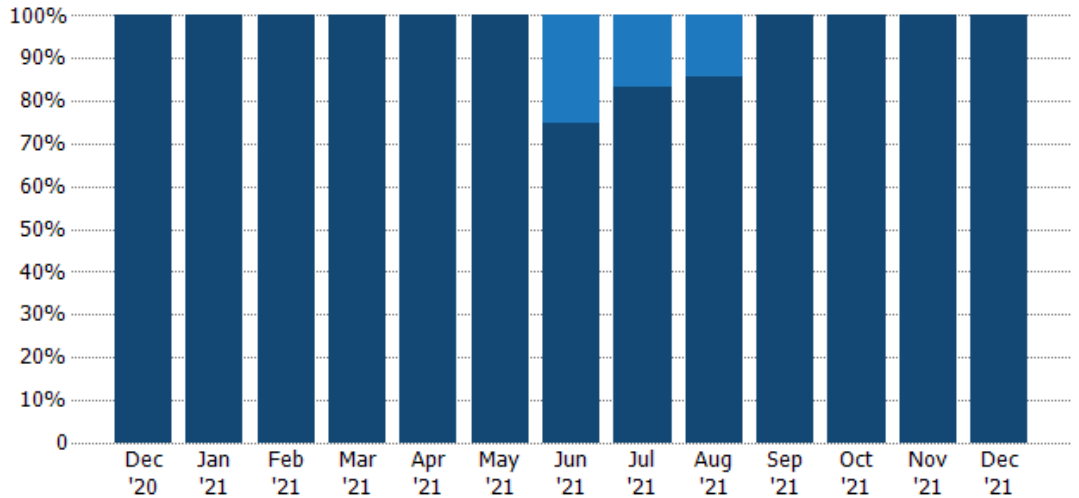
Current Year	\$530K	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$5.62M	\$4.15M	\$9.03M	\$3.83M	\$986K	\$425K
Prior Year	\$2.21M	\$2.72M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$530K
Percent Change from Prior Year	-76%	-61%	-77%	100%	870%	-87%	-46%	107%	-41%	89%	-31%	-60%	-20%

## 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



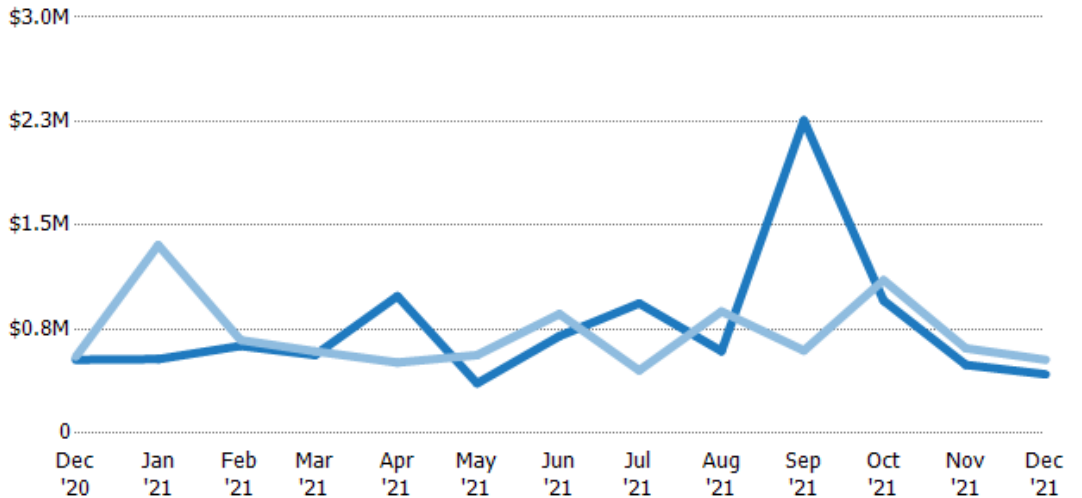
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	-	-	-	-	-	-	25%	17%	14%	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	75%	83%	86%	100%	100%	100%	100%

## 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



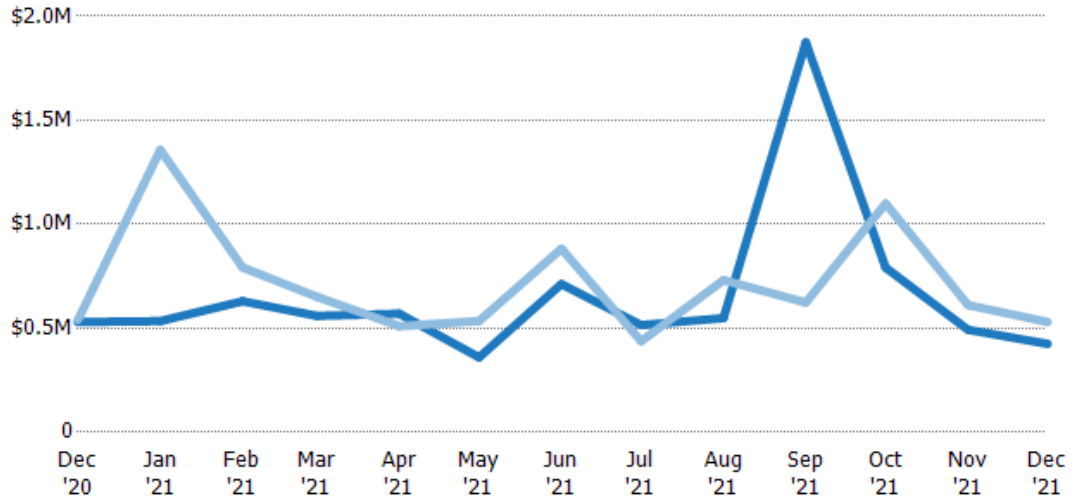
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$530K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K	\$493K	\$425K
Prior Year	\$552K	\$1.36M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$530K
Percent Change from Prior Year	-4%	-61%	-6%	100%	94%	-36%	-19%	107%	-33%	278%	-13%	-20%	-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



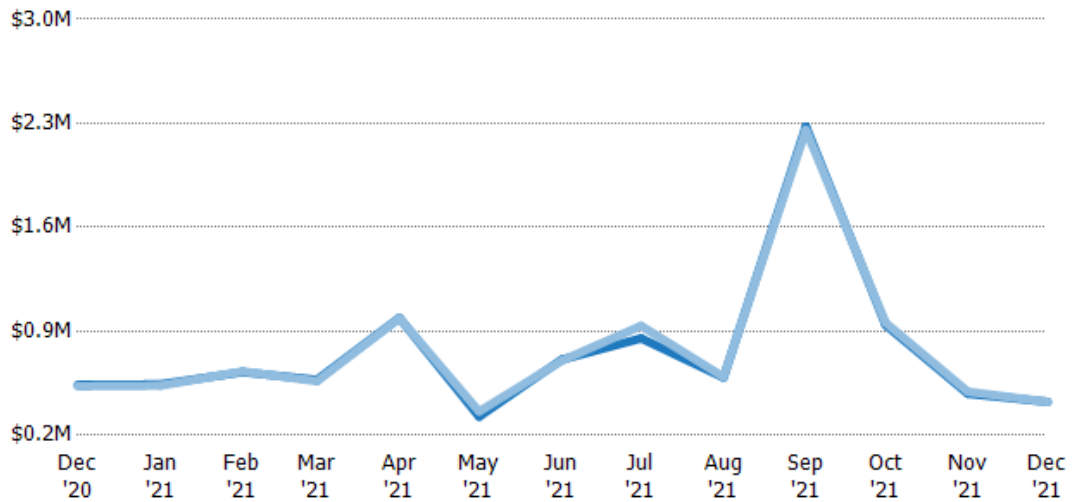
Current Year	\$530K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K	\$493K	\$425K
Prior Year	\$540K	\$1.36M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$530K
Percent Change from Prior Year	-2%	-61%	-21%	100%	12%	-33%	-19%	18%	-25%	201%	-28%	-19%	-20%

## 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



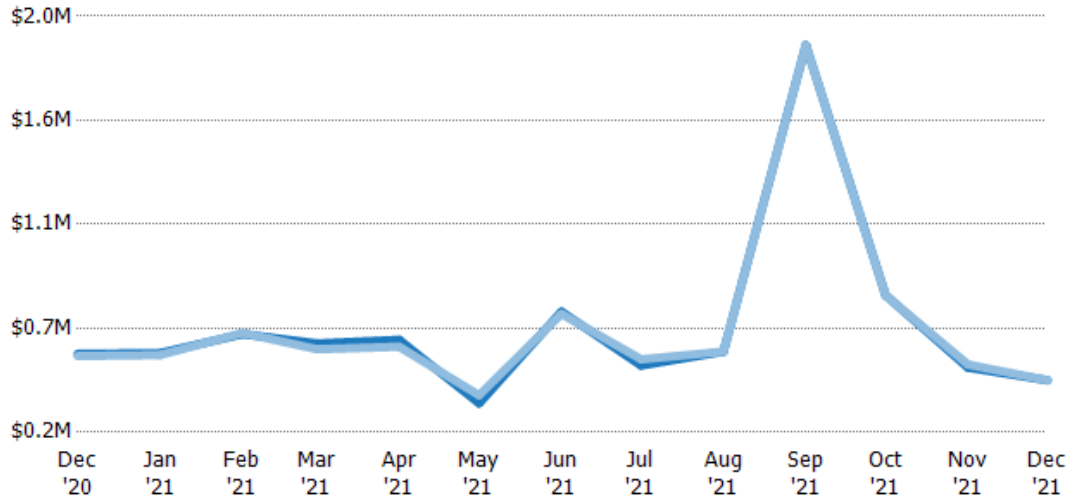
Avg List Price	\$539K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K	\$480K	\$425K
Avg Sales Price	\$530K	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K	\$493K	\$425K
Avg Sales Price as a % of Avg List Price	98%	98%	101%	98%	100%	111%	99%	110%	101%	99%	102%	103%	100%

## 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



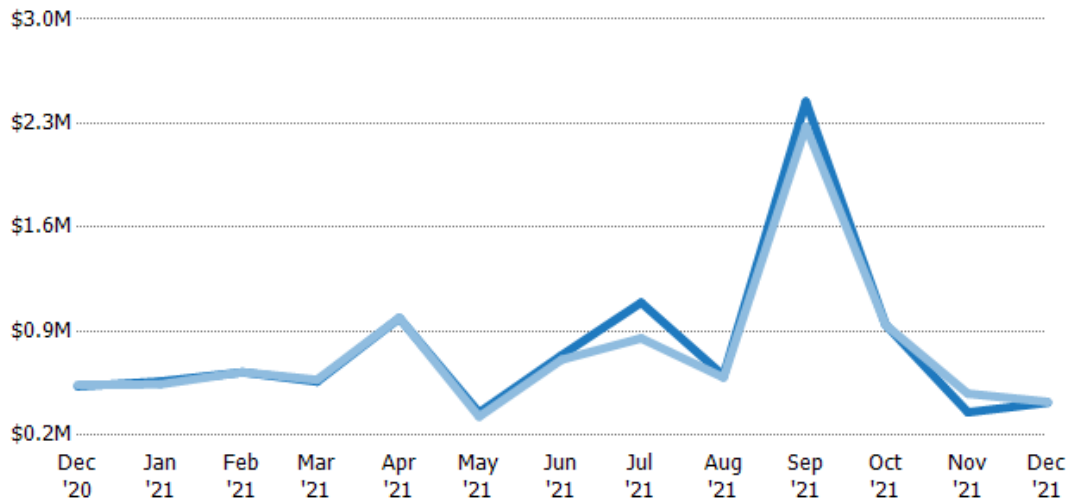
Median List Price	\$539K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K	\$480K	\$425K
Median Sales Price	\$530K	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K	\$493K	\$425K
Med Sales Price as a % of Med List Price	98%	98%	101%	96%	95%	111%	99%	105%	100%	100%	100%	103%	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



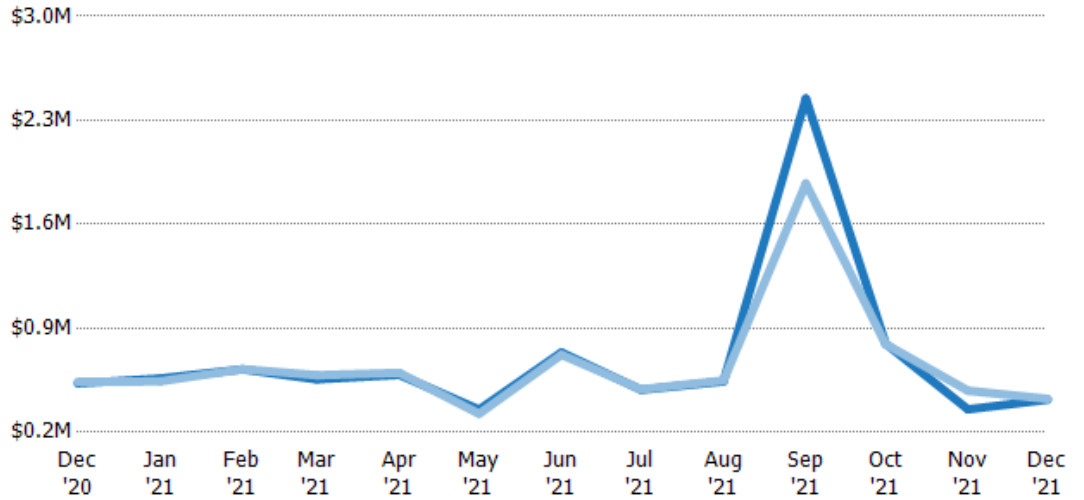
Avg Est Value	\$529K	\$562K	\$624K	\$561K	\$989K	\$352K	\$737K	\$1.09M	\$601K	\$2.45M	\$945K	\$354K	\$420K
Avg Sales Price	\$539K	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K	\$480K	\$425K
Avg Sales Price as a % of Avg Est Value	102%	97%	100%	102%	100%	92%	96%	78%	98%	93%	100%	135%	101%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$529K	\$562K	\$624K	\$557K	\$587K	\$352K	\$737K	\$486K	\$542K	\$2.45M	\$797K	\$354K	\$420K
Median Sales Price	\$539K	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K	\$480K	\$425K
Med Sales Price as a % of Med Est Value	102%	97%	100%	105%	102%	92%	98%	101%	101%	77%	100%	135%	101%