

Summary of Key Listing and Sales Metrics

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

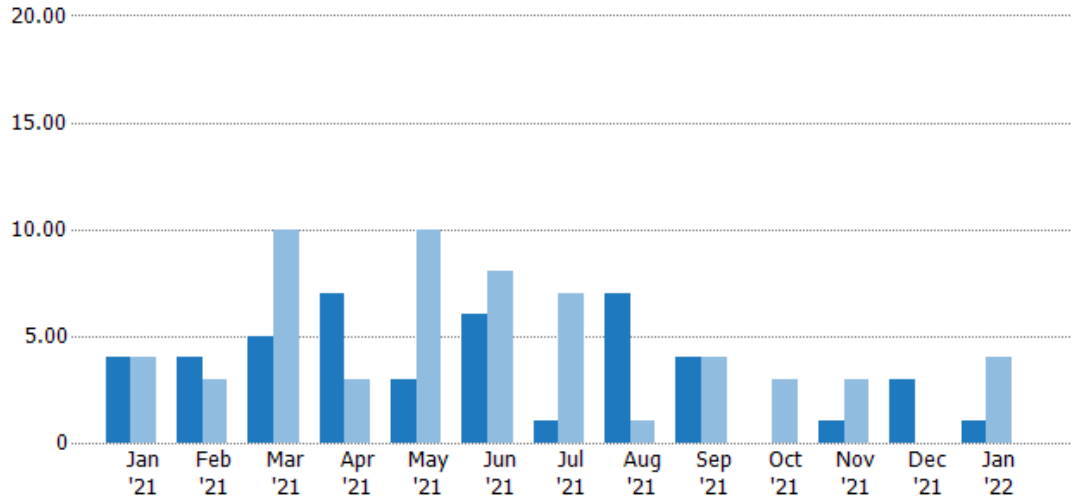
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	4	-75%	46	60	-23.3%
New Listing Volume	\$499,000	\$2,288,900	-78.2%	\$42,997,700	\$43,361,061	-0.8%
Active Listing Count	2	10	-80%	N/A	N/A	
Active Listing Volume	\$2,125,000	\$6,378,462	-66.7%	N/A	N/A	
Average Listing Price	\$1,062,500	\$637,846	+66.6%	\$752,154	\$723,618	+3.9%
Median Listing Price	\$1,062,500	\$494,031	+115.1%	\$619,848	\$582,026	+6.5%
Median Days in RPR	144	168	-14.3%	127.2	153.07	-16.9%
Months of Inventory	2	10	-80%	1	5	-80%
Absorption Rate	50%	10%	+40%	100%	20%	+80%
Sales Activity Charts Metrics						
New Pending Sales Count	1	4	-75%	48	70	-31.4%
New Pending Sales Volume	\$499,000	\$2,493,400	-80%	\$38,975,200	\$49,911,098	-21.9%
Pending Sales Count	2	7	-71.4%	N/A	N/A	
Pending Sales Volume	\$1,448,000	\$6,191,300	-76.6%	N/A	N/A	
Closed Sales Count	2	2	+/-	43	52	-17.3%
Closed Sales Volume	\$2,235,000	\$1,069,000	+109.1%	\$38,328,250	\$37,977,084	+0.9%
Average Sales Price	\$1,117,500	\$534,500	+109.1%	\$891,355	\$730,329	+22%
Median Sales Price	\$1,117,500	\$534,500	+109.1%	\$726,663	\$718,827	+1.1%

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



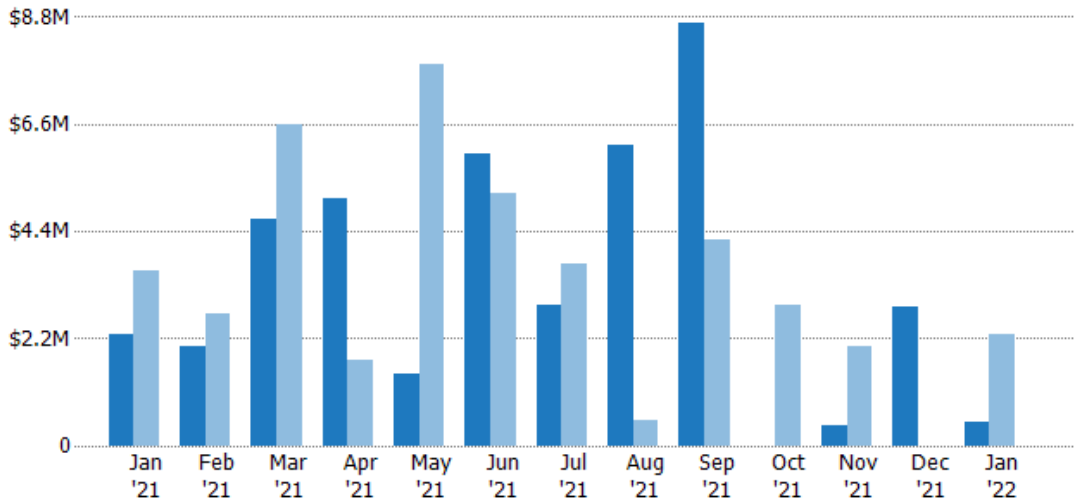
Current Year	4	4	5	7	3	6	1	7	4	-	1	3	1
Prior Year	4	3	10	3	10	8	7	1	4	3	3	-	4
Percent Change from Prior Year	0%	33%	-50%	133%	-70%	-25%	-86%	600%	0%	-100%	-67%	100%	-75%

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	\$5.99M	\$2.88M	\$6.17M	\$8.67M	-	\$435K	\$2.85M	\$499K
Prior Year	\$3.58M	\$2.7M	\$6.59M	\$1.75M	\$7.83M	\$5.18M	\$3.74M	\$539K	\$4.22M	\$2.89M	\$2.04M	-	\$2.29M
Percent Change from Prior Year	-36%	-25%	-30%	189%	-81%	16%	-23%	1,044%	105%	-100%	-79%	100%	-78%

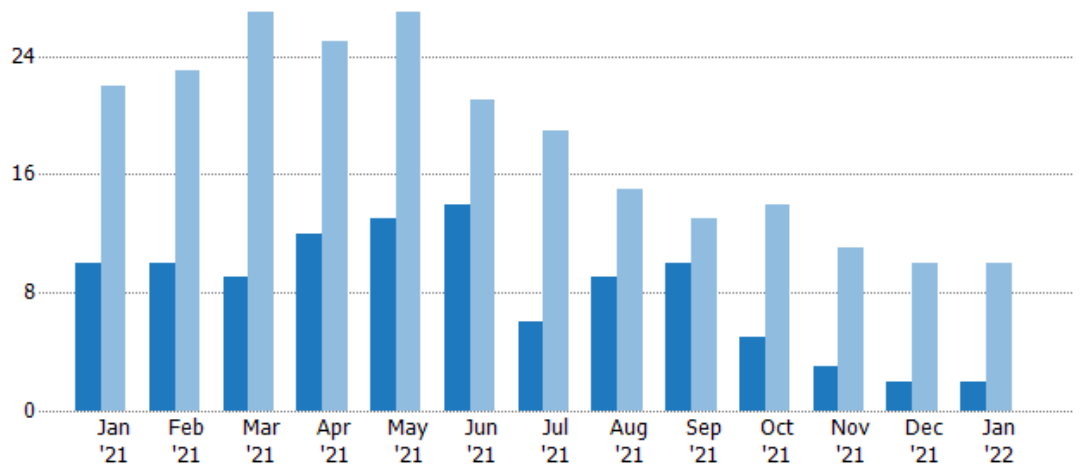
Active Listings

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.
Jan '22	2	-80%
Jan '21	10	-54.5%
Jan '20	22	4.5%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	10	10	9	12	13	14	6	9	10	5	3	2	2
Prior Year	22	23	27	25	27	21	19	15	13	14	11	10	10
Percent Change from Prior Year	-55%	-57%	-67%	-52%	-52%	-33%	-68%	-40%	-23%	-64%	-73%	-80%	-80%

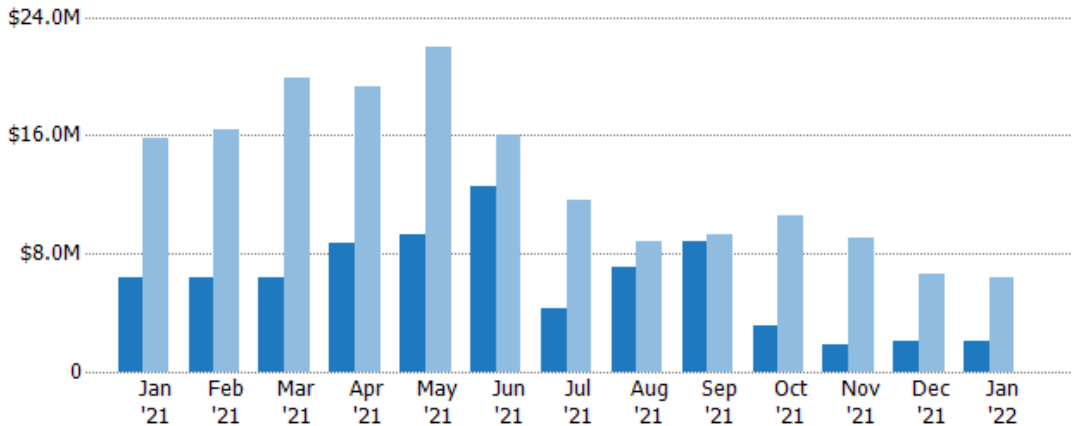
Active Listing Volume

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.
Jan '22	\$2.13M	-66.7%
Jan '21	\$6.38M	-59.8%
Jan '20	\$15.9M	10.4%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$6.38M	\$6.37M	\$6.41M	\$8.71M	\$9.24M	\$12.6M	\$4.25M	\$7.05M	\$8.85M	\$3.08M	\$1.81M	\$2.13M	\$2.13M
Prior Year	\$15.9M	\$16.3M	\$19.9M	\$19.3M	\$21.9M	\$16M	\$11.6M	\$8.82M	\$9.23M	\$10.6M	\$9.01M	\$6.58M	\$6.38M
Percent Change from Prior Year	-60%	-61%	-68%	-55%	-58%	-21%	-63%	-20%	-4%	-71%	-80%	-68%	-67%

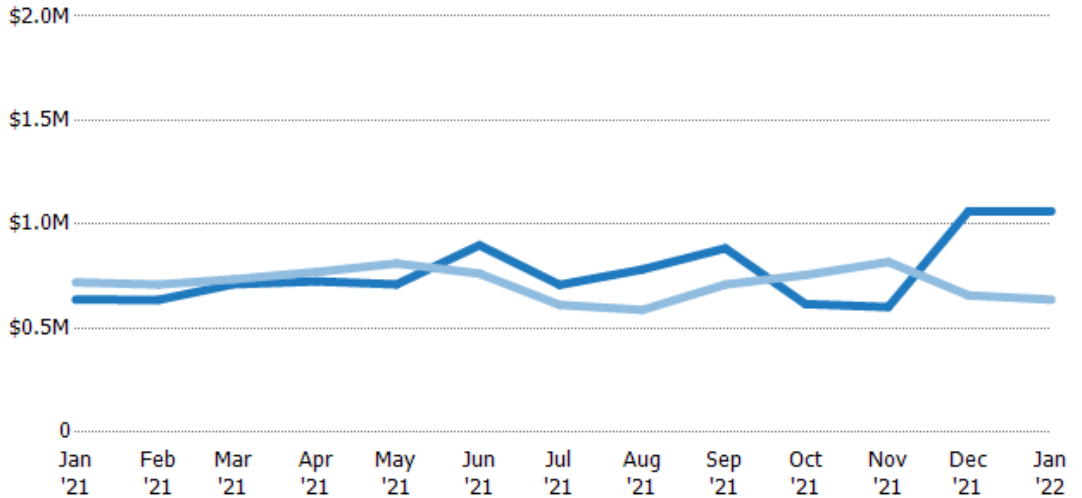
Average Listing Price

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.
Jan '22	\$1.06M	66.6%
Jan '21	\$638K	-11.5%
Jan '20	\$721K	5.6%



Current Year	\$638K	\$637K	\$712K	\$726K	\$711K	\$899K	\$709K	\$783K	\$885K	\$616K	\$602K	\$1.06M	\$1.06M
Prior Year	\$721K	\$710K	\$735K	\$770K	\$812K	\$763K	\$612K	\$588K	\$710K	\$756K	\$819K	\$658K	\$638K
Percent Change from Prior Year	-12%	-10%	-3%	-6%	-12%	18%	16%	33%	25%	-18%	-26%	61%	67%

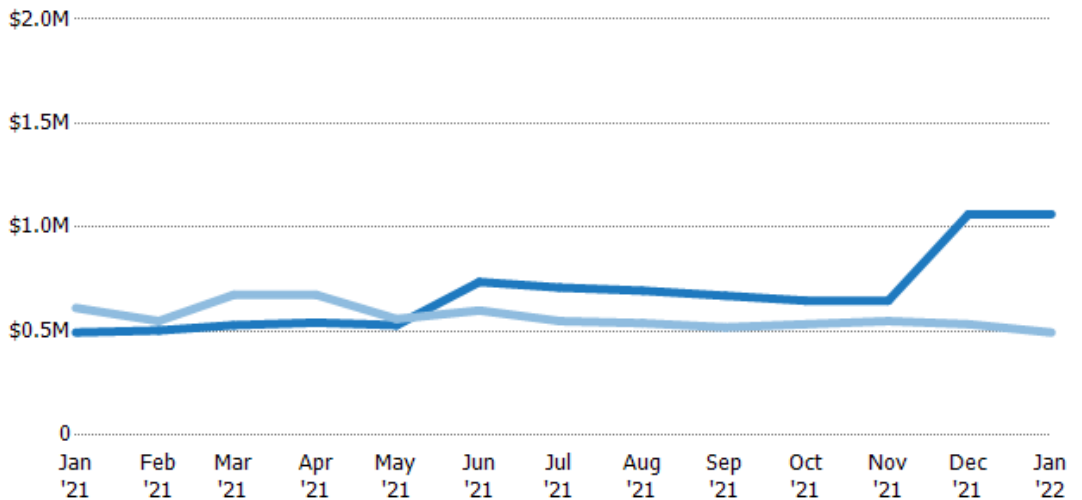
Median Listing Price

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.
Jan '22	\$1.06M	115.1%
Jan '21	\$494K	-19.3%
Jan '20	\$612K	19.1%



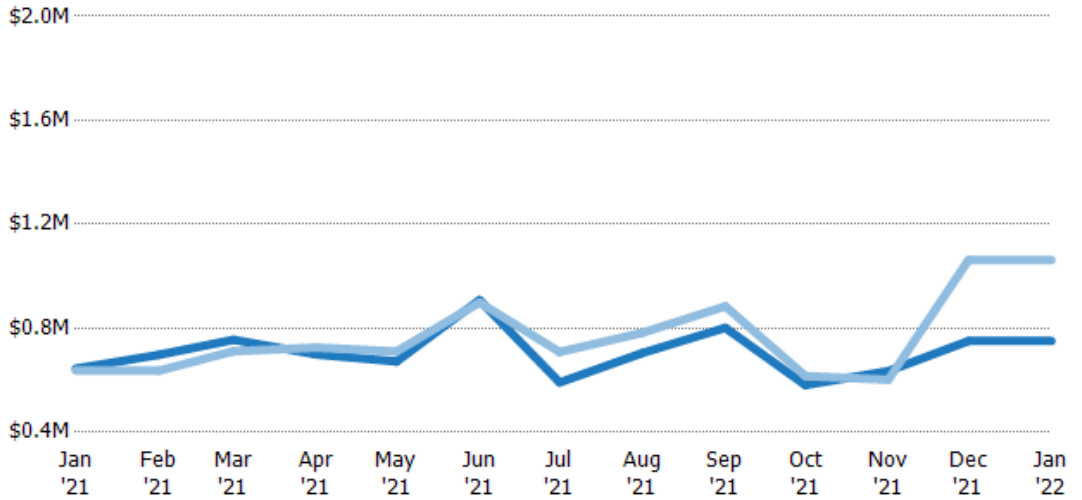
Current Year	\$494K	\$504K	\$529K	\$542K	\$529K	\$737K	\$710K	\$695K	\$671K	\$647K	\$647K	\$1.06M	\$1.06M
Prior Year	\$612K	\$549K	\$675K	\$675K	\$559K	\$600K	\$549K	\$539K	\$519K	\$534K	\$549K	\$534K	\$494K
Percent Change from Prior Year	-19%	-8%	-22%	-20%	-5%	23%	29%	29%	29%	21%	18%	99%	115%

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



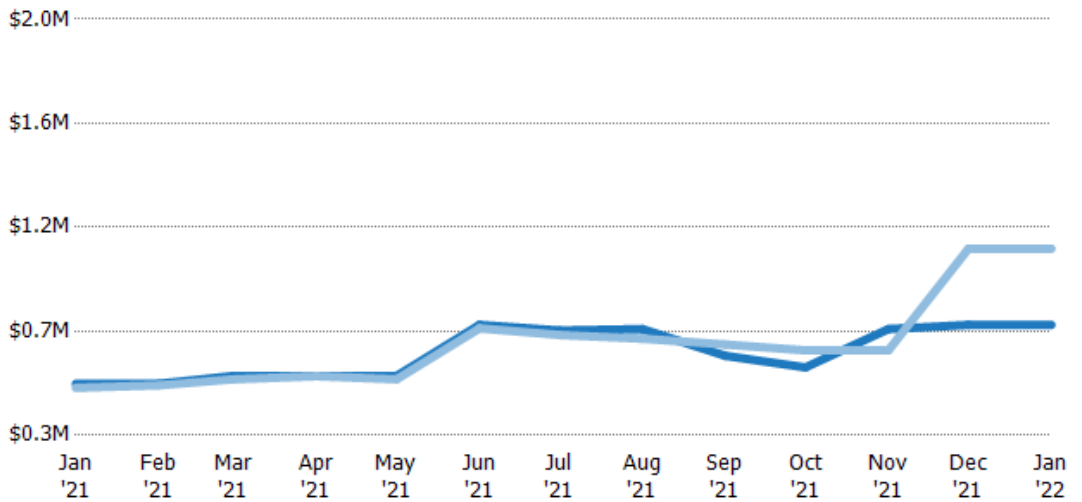
Avg Est Value	\$645K	\$698K	\$756K	\$699K	\$673K	\$908K	\$592K	\$705K	\$802K	\$581K	\$635K	\$751K	\$751K
Avg Listing Price	\$638K	\$637K	\$712K	\$726K	\$711K	\$899K	\$709K	\$783K	\$885K	\$616K	\$602K	\$1.06M	\$1.06M
Avg Listing Price as a % of Avg Est Value	99%	91%	94%	104%	106%	99%	120%	111%	110%	106%	95%	141%	141%

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



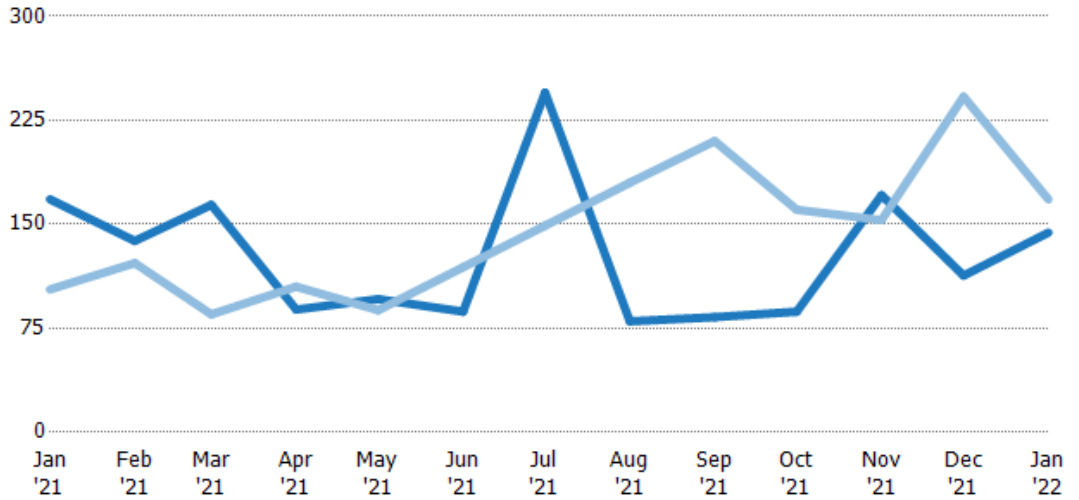
Median Est Value	\$510K	\$510K	\$543K	\$543K	\$543K	\$751K	\$728K	\$734K	\$625K	\$578K	\$734K	\$751K	\$751K
Median Listing Price	\$494K	\$504K	\$529K	\$542K	\$529K	\$737K	\$710K	\$695K	\$671K	\$647K	\$647K	\$1.06M	\$1.06M
Med Listing Price as a % of Med Est Value	97%	99%	98%	100%	98%	98%	97%	95%	107%	112%	88%	141%	141%

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.
Jan '22	144	-14.3%
Jan '21	168	63.1%
Jan '20	103	50.5%

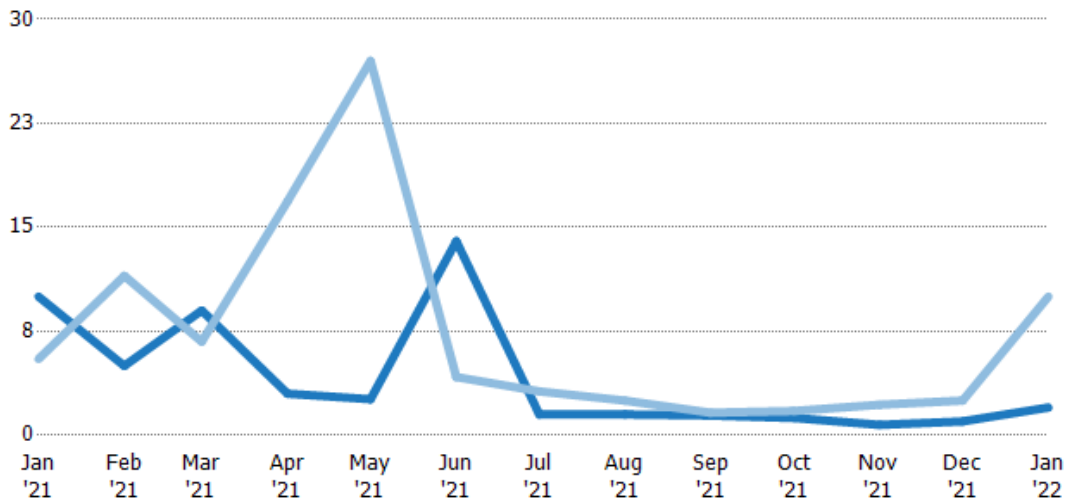
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	168	138	164	88.5	96	87	245	80	83	87	171	113	144
Prior Year	103	122	85	105	88	119	149	180	210	161	153	242	168
Percent Change from Prior Year	63%	13%	93%	-16%	9%	-27%	64%	-56%	-60%	-46%	12%	-53%	-14%

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



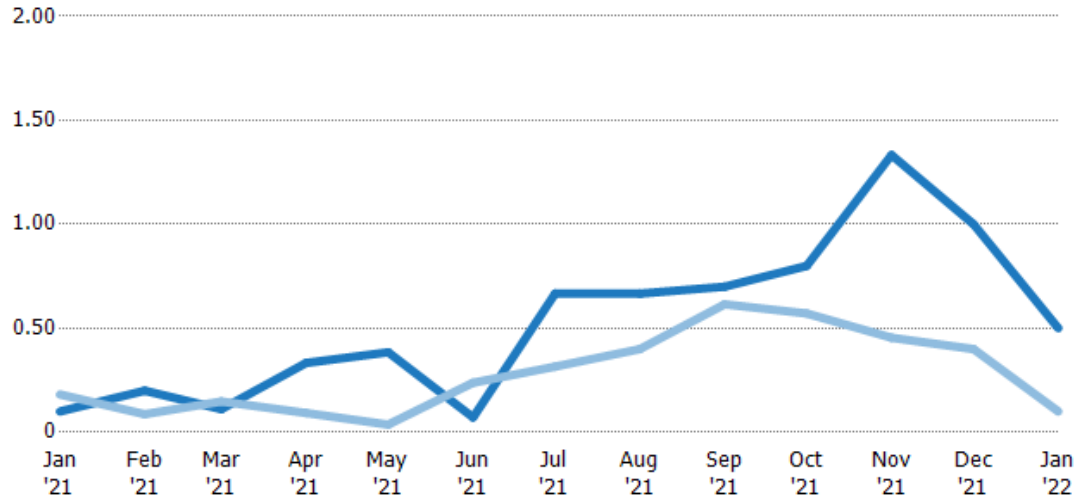
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	10	5	9	3	2.6	14	1.5	1.5	1.43	1.25	0	1	2
Prior Year	5.5	11.5	6.75	16.9	27	4.2	3.17	2.5	1.63	1.75	2.2	2.5	10
Percent Change from Prior Year	82%	-57%	33%	100%	-90%	233%	-53%	-40%	-12%	-29%	-66%	-60%	-80%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



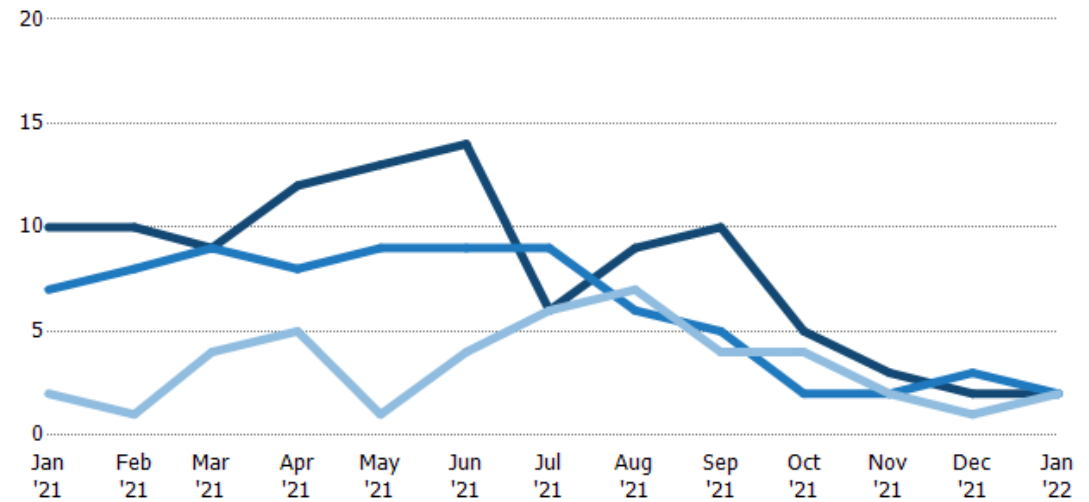
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	10%	20%	11%	33%	38%	7%	67%	67%	70%	80%	133%	100%	50%
Prior Year	18%	9%	15%	9%	4%	24%	32%	40%	62%	57%	45%	40%	10%
Change from Prior Year	8%	-11%	4%	-33%	-35%	17%	-35%	-27%	-8%	-23%	-88%	-60%	-40%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	10	10	9	12	13	14	6	9	10	5	3	2	2
Pending	7	8	9	8	9	9	9	6	5	2	2	3	2
Sold	2	1	4	5	1	4	6	7	4	4	2	1	2

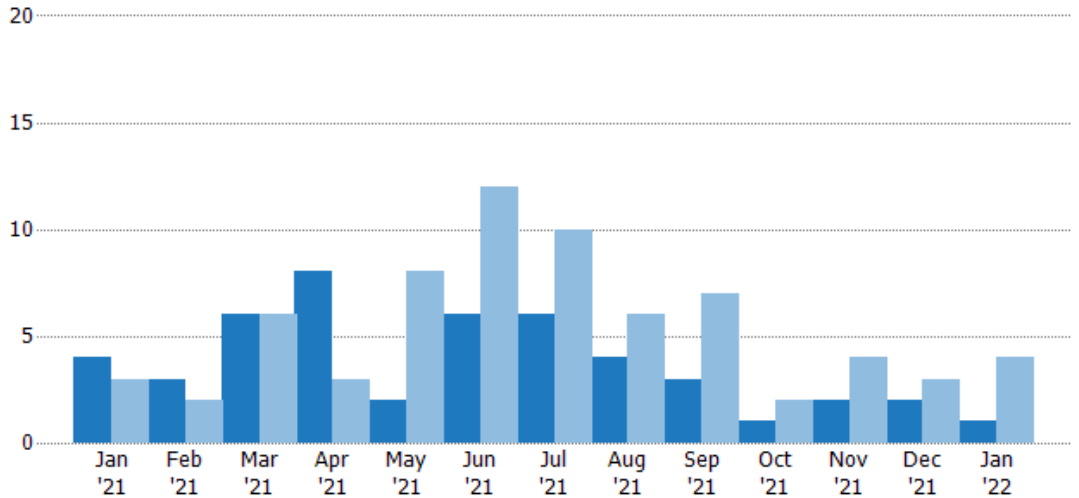
New Pending Sales

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.
Jan '22	1	-75%
Jan '21	4	33.3%
Jan '20	3	



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

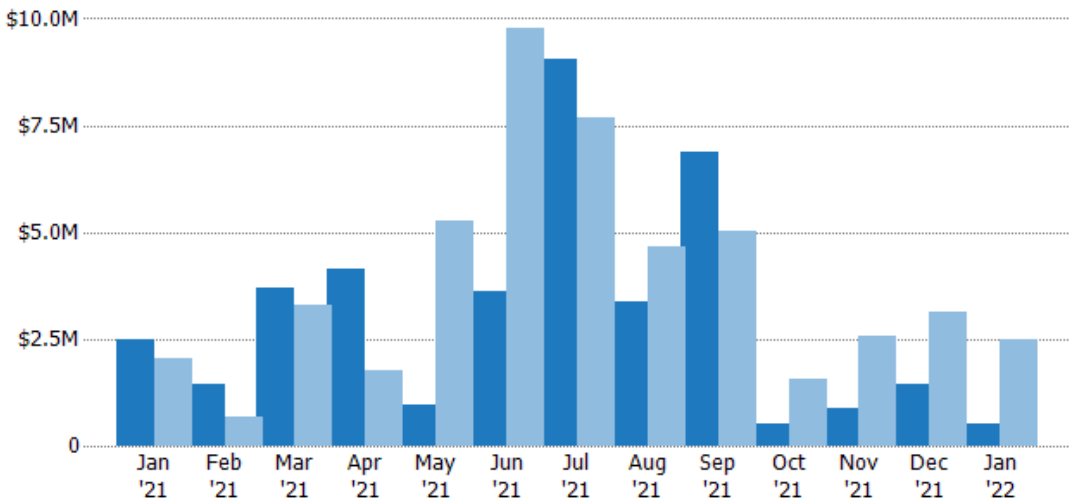
New Pending Sales Volume

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.
Jan '22	\$499K	-80%
Jan '21	\$2.49M	21.2%
Jan '20	\$2.06M	



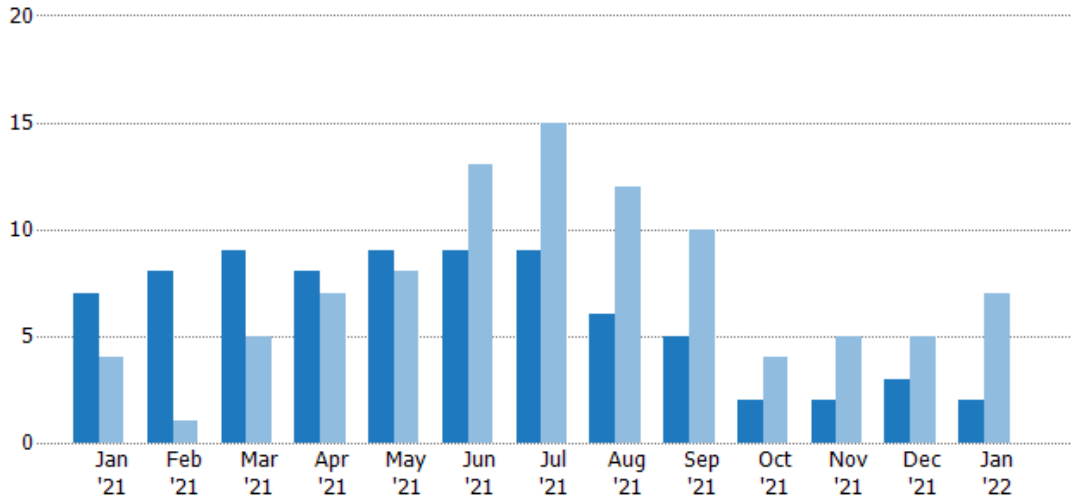
Current Year	\$2.49M	\$1.44M	\$3.7M	\$4.15M	\$943K	\$3.63M	\$9.04M	\$3.38M	\$6.87M	\$525K	\$860K	\$1.45M	\$499K
Prior Year	\$2.06M	\$684K	\$3.28M	\$1.75M	\$5.27M	\$9.79M	\$7.66M	\$4.65M	\$5.01M	\$1.58M	\$2.57M	\$3.12M	\$2.49M
Percent Change from Prior Year	21%	111%	13%	137%	-82%	-63%	18%	-27%	37%	-67%	-67%	-54%	-80%

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



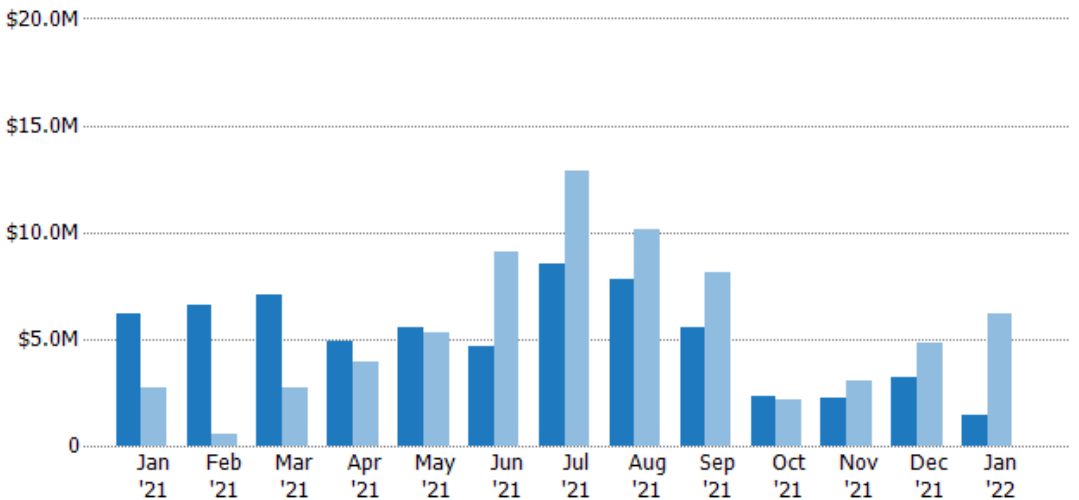
Month/Year	Count	% Chg.
Jan '22	2	-71.4%
Jan '21	7	75%
Jan '20	4	-25%

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



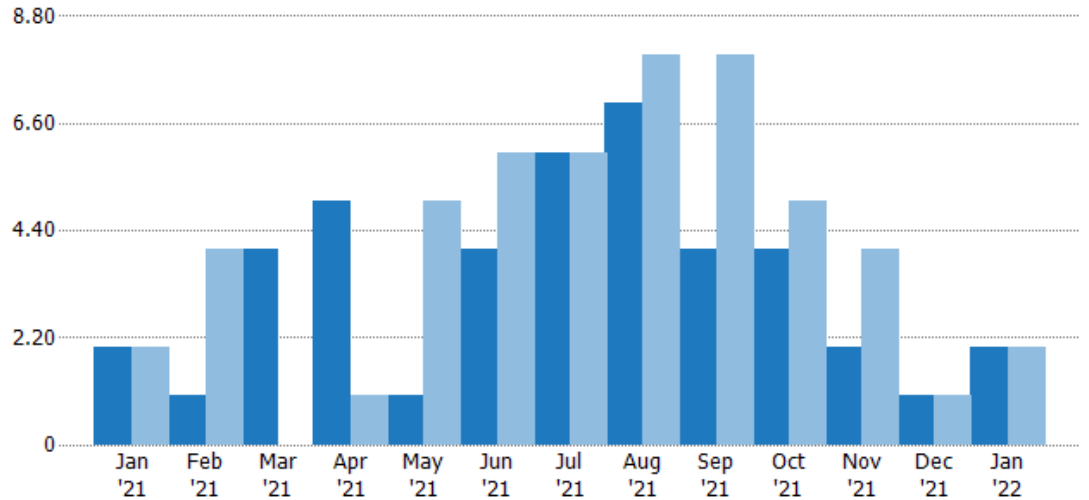
Month/Year	Volume	% Chg.
Jan '22	\$1.45M	-76.6%
Jan '21	\$6.19M	126%
Jan '20	\$2.74M	-24.2%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



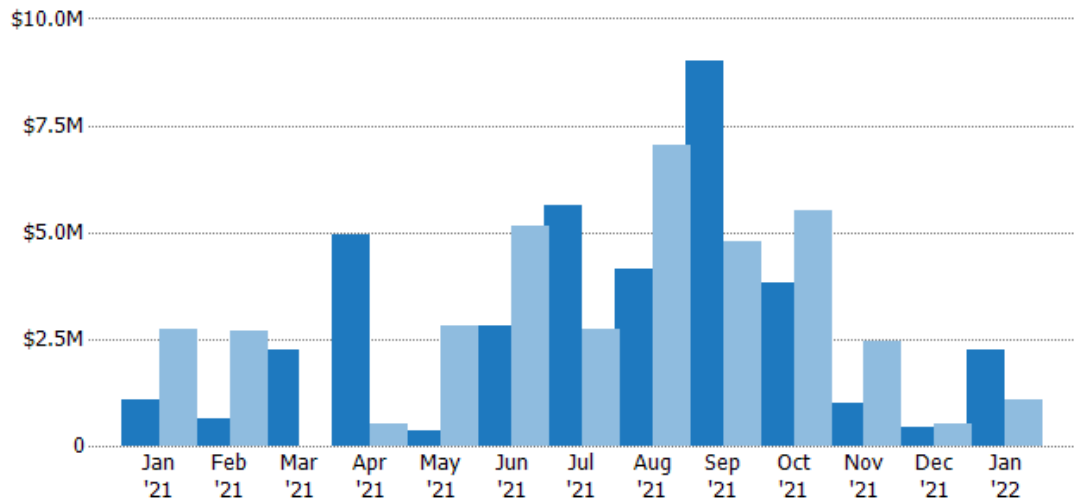
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	2	1	4	5	1	4	6	7	4	4	2	1	2
Prior Year	2	4	-	1	5	6	6	8	8	5	4	1	2
Percent Change from Prior Year	0%	-75%	100%	400%	-80%	-33%	0%	-13%	-50%	-20%	-50%	0%	0%

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



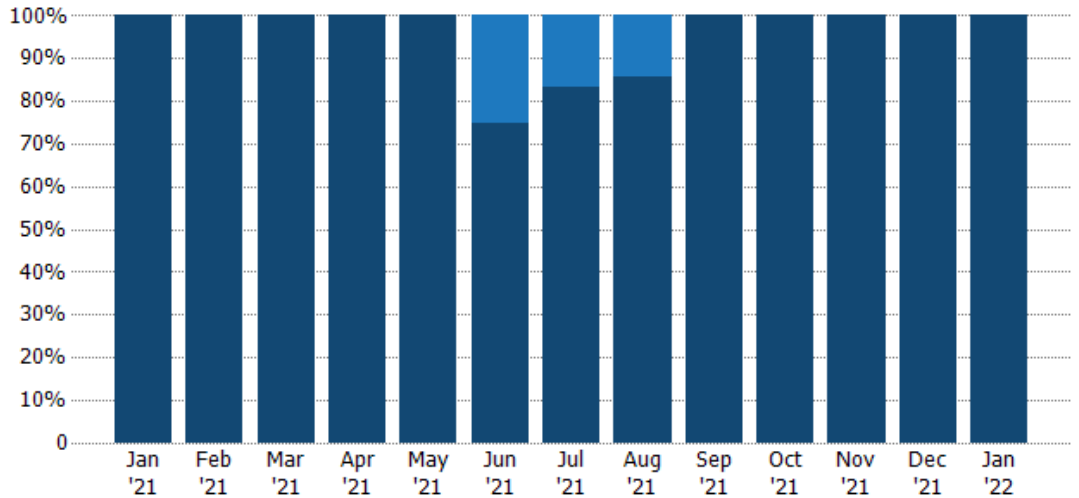
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$1.07M	\$630K	\$2.26M	\$4.95M	\$360K	\$2.8M	\$5.62M	\$4.15M	\$9.03M	\$3.83M	\$986K	\$425K	\$2.24M
Prior Year	\$2.72M	\$2.69M	-	\$510K	\$2.82M	\$5.16M	\$2.72M	\$7.02M	\$4.77M	\$5.52M	\$2.45M	\$530K	\$1.07M
Percent Change from Prior Year	-61%	-77%	100%	870%	-87%	-46%	107%	-41%	89%	-31%	-60%	-20%	109%

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



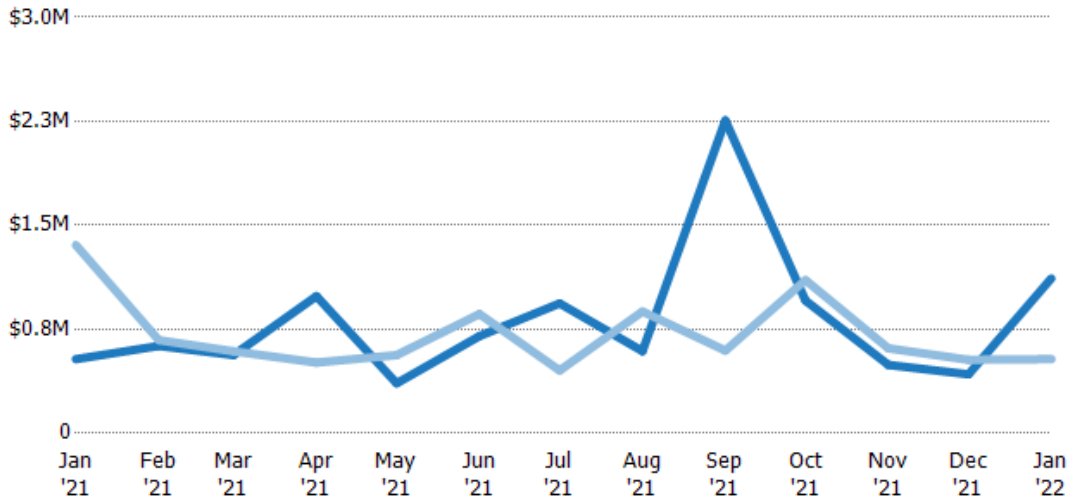
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Condo/Townhouse	-	-	-	-	-	25%	17%	14%	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	75%	83%	86%	100%	100%	100%	100%	100%

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



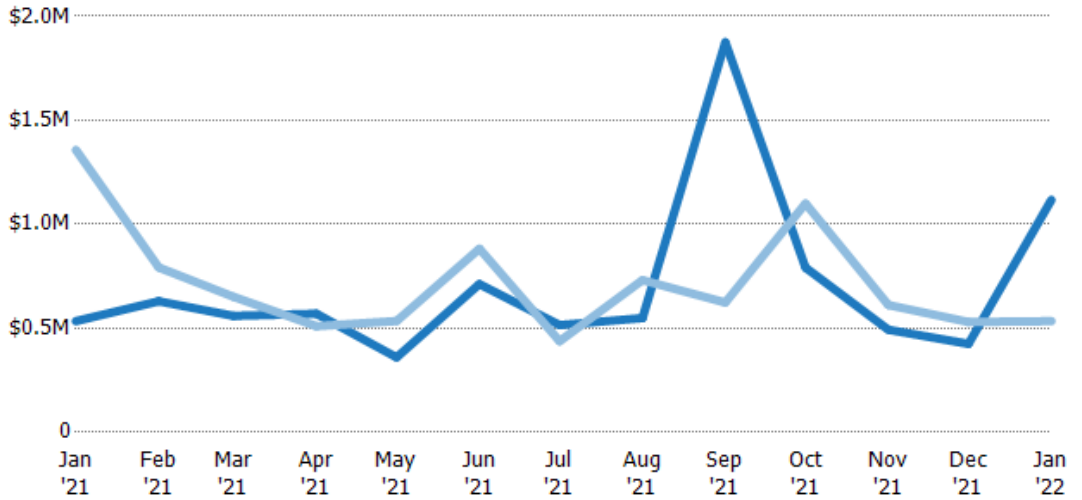
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K	\$493K	\$425K	\$1.12M
Prior Year	\$1.36M	\$672K	\$591K	\$510K	\$564K	\$860K	\$453K	\$878K	\$596K	\$1.1M	\$613K	\$530K	\$535K
Percent Change from Prior Year	-61%	-6%	100%	94%	-36%	-19%	107%	-33%	278%	-13%	-20%	-20%	109%

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



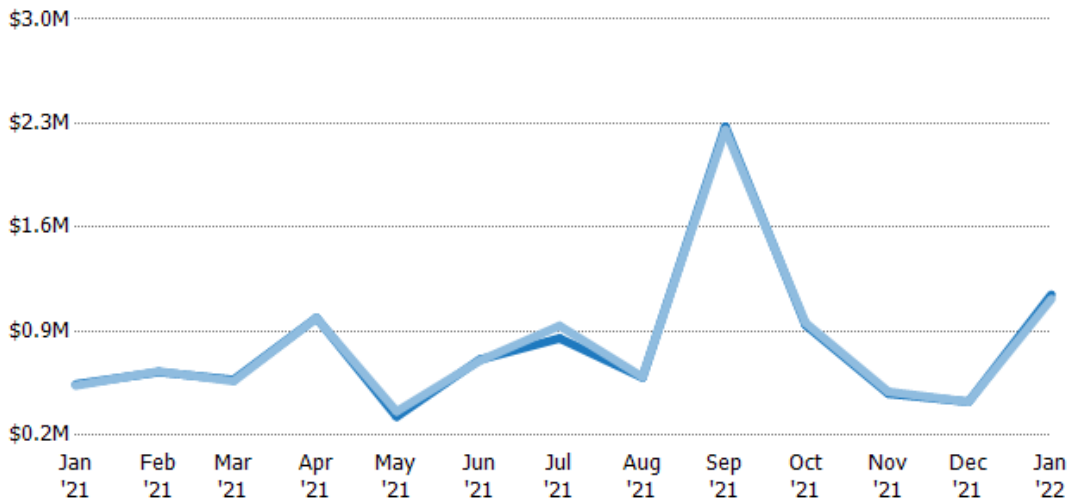
Current Year	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K	\$493K	\$425K	\$1.12M
Prior Year	\$1.36M	\$793K	\$651K	\$510K	\$535K	\$883K	\$438K	\$732K	\$624K	\$1.1M	\$612K	\$530K	\$535K
Percent Change from Prior Year	-61%	-21%	100%	12%	-33%	-19%	18%	-25%	201%	-28%	-19%	-20%	109%

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



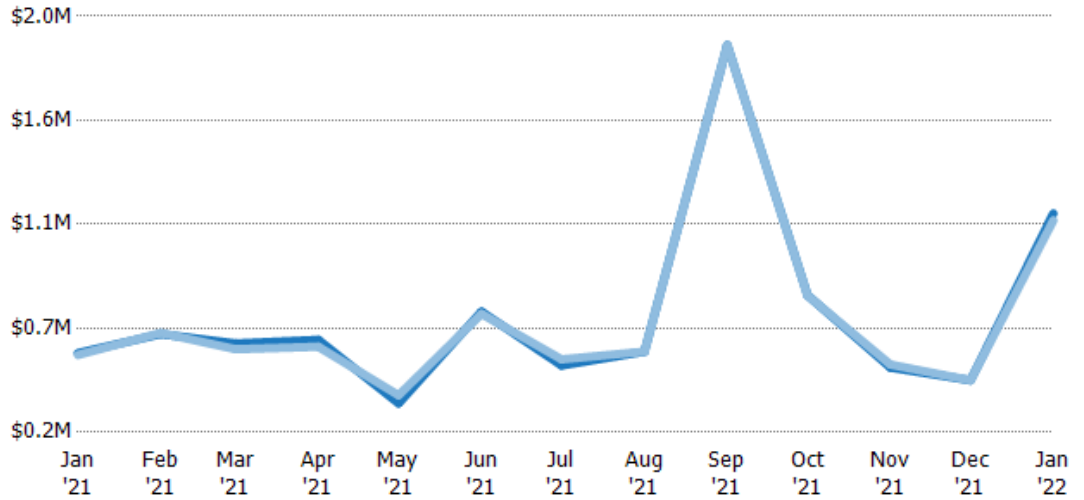
Avg List Price	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K	\$480K	\$425K	\$1.15M
Avg Sales Price	\$535K	\$630K	\$564K	\$989K	\$360K	\$701K	\$937K	\$592K	\$2.26M	\$957K	\$493K	\$425K	\$1.12M
Avg Sales Price as a % of Avg List Price	98%	101%	98%	100%	111%	99%	110%	101%	99%	102%	103%	100%	97%

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



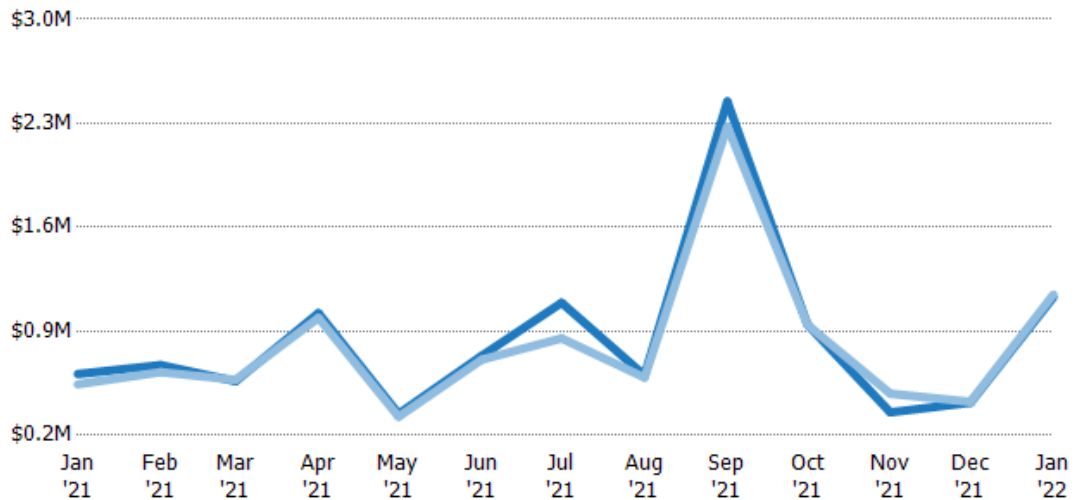
Median List Price	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K	\$480K	\$425K	\$1.15M
Median Sales Price	\$535K	\$630K	\$560K	\$570K	\$360K	\$713K	\$516K	\$549K	\$1.88M	\$792K	\$493K	\$425K	\$1.12M
Med Sales Price as a % of Med List Price	98%	101%	96%	95%	111%	99%	105%	100%	100%	100%	103%	100%	97%

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



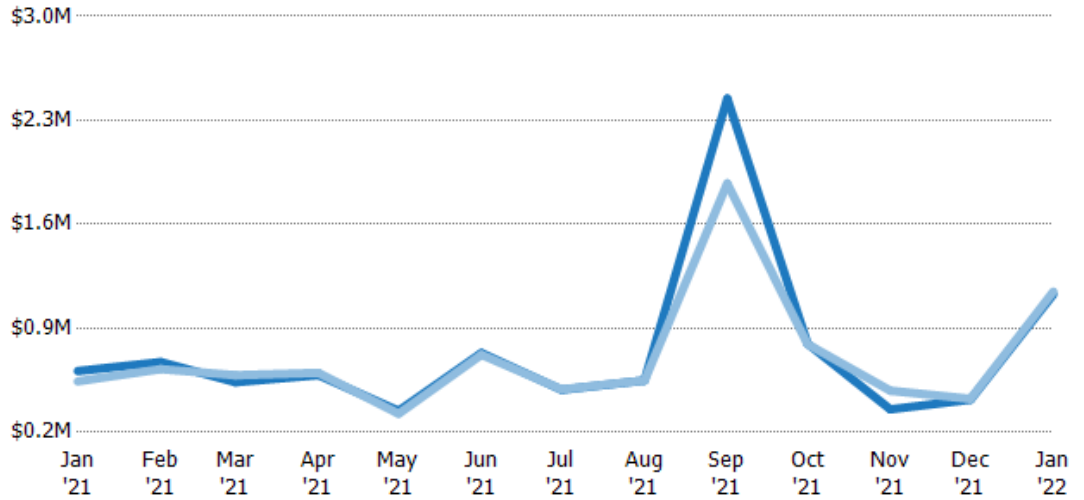
Avg Est Value	\$612K	\$673K	\$564K	\$1.02M	\$344K	\$734K	\$1.09M	\$603K	\$2.45M	\$945K	\$354K	\$420K	\$1.13M
Avg Sales Price	\$543K	\$625K	\$573K	\$991K	\$325K	\$708K	\$852K	\$589K	\$2.28M	\$943K	\$480K	\$425K	\$1.15M
Avg Sales Price as a % of Avg Est Value	89%	93%	102%	97%	94%	96%	78%	98%	93%	100%	135%	101%	102%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$612K	\$673K	\$537K	\$585K	\$344K	\$734K	\$486K	\$549K	\$2.45M	\$797K	\$354K	\$420K	\$1.13M
Median Sales Price	\$543K	\$625K	\$584K	\$600K	\$325K	\$722K	\$489K	\$549K	\$1.88M	\$793K	\$480K	\$425K	\$1.15M
Med Sales Price as a % of Med Est Value	89%	93%	109%	103%	94%	98%	101%	100%	77%	100%	135%	101%	102%