

Summary of Key Listing and Sales Metrics

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

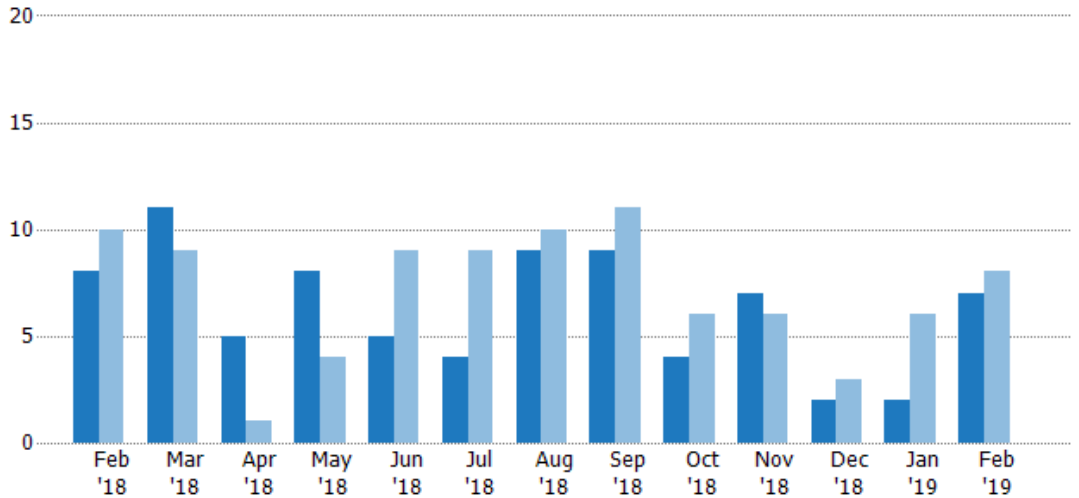
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	9	14	-35.7%
New Listing Volume	\$3,483,900	\$3,214,900	+8.4%	\$4,015,900	\$5,145,900	-22%
Active Listing Count	42	71	-40.8%	N/A	N/A	
Active Listing Volume	\$18,541,199	\$29,075,799	-36.2%	N/A	N/A	
Average Listing Price	\$441,457	\$409,518	+7.8%	\$443,518	\$407,498	+8.8%
Median Listing Price	\$369,000	\$319,000	+15.7%	\$369,000	\$321,957	+14.6%
Median Days in RPR	197.5	229	-13.8%	215.75	223	-3.3%
Months of Inventory	14	35.5	-60.6%	28.3	70	-59.5%
Absorption Rate	7.14%	2.82%	+4.3%	3.53%	1.43%	+2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	10	7	+42.9%
New Pending Sales Volume	\$1,193,000	\$1,574,000	-24.2%	\$3,080,000	\$2,153,000	+43.1%
Pending Sales Count	8	8	±	N/A	N/A	
Pending Sales Volume	\$2,761,000	\$2,443,000	+13%	N/A	N/A	
Closed Sales Count	3	1	+200%	6	3	+100%
Closed Sales Volume	\$470,000	\$120,000	+291.7%	\$1,417,500	\$601,050	+135.8%
Average Sales Price	\$156,667	\$120,000	+30.6%	\$236,250	\$200,350	+17.9%
Median Sales Price	\$160,000	\$120,000	+33.3%	\$243,750	\$200,350	+21.7%

New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



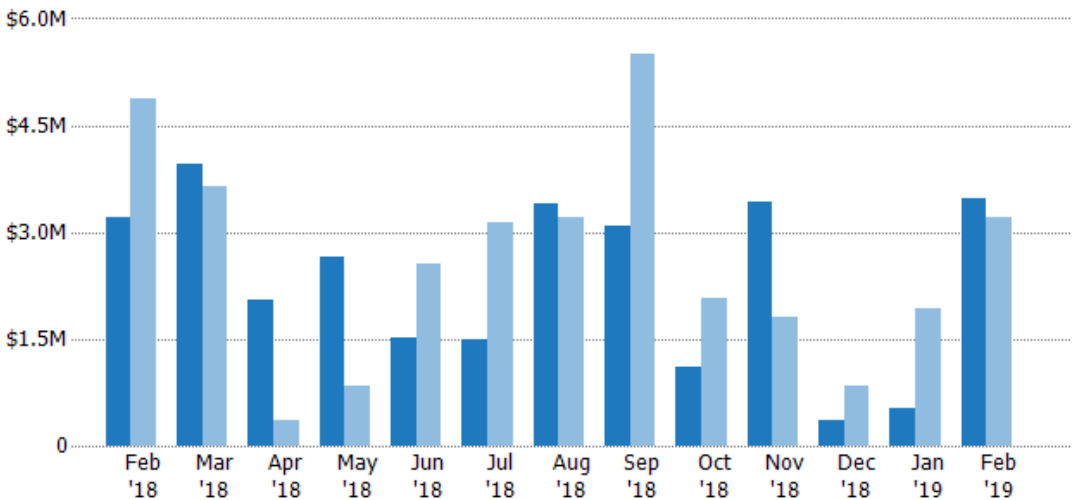
Month/Year	Count	% Chg.
Feb '19	7	-12.5%
Feb '18	8	-20%
Feb '17	10	-10%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Volume	% Chg.
Feb '19	\$3.48M	8.4%
Feb '18	\$3.21M	-34.1%
Feb '17	\$4.88M	-43.5%

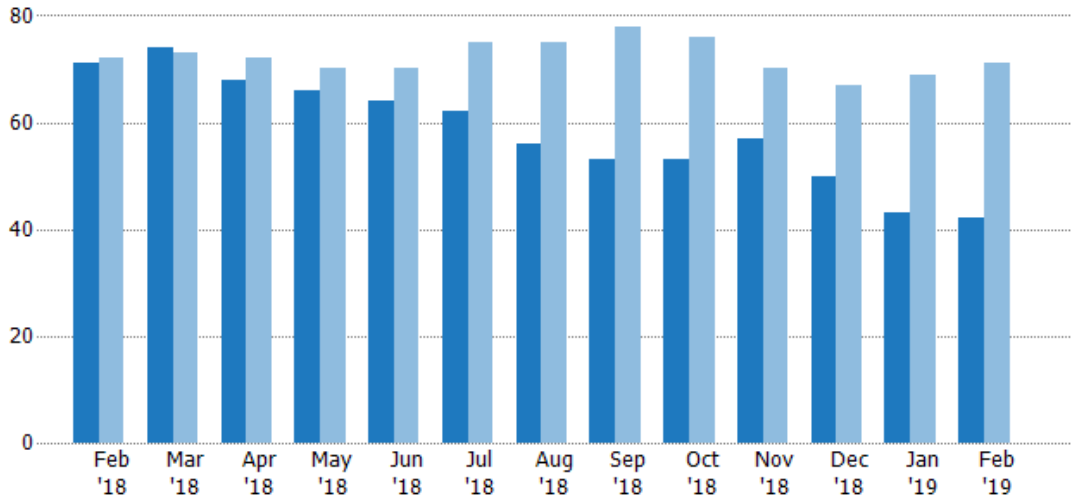
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Feb '19	42	-40.8%
Feb '18	71	-1.4%
Feb '17	72	1.4%



Current Year	71	74	68	66	64	62	56	53	53	57	50	43	42
Prior Year	72	73	72	70	70	75	75	78	76	70	67	69	71
Percent Change from Prior Year	-1%	1%	-6%	-6%	-9%	-17%	-25%	-32%	-30%	-19%	-25%	-38%	-41%

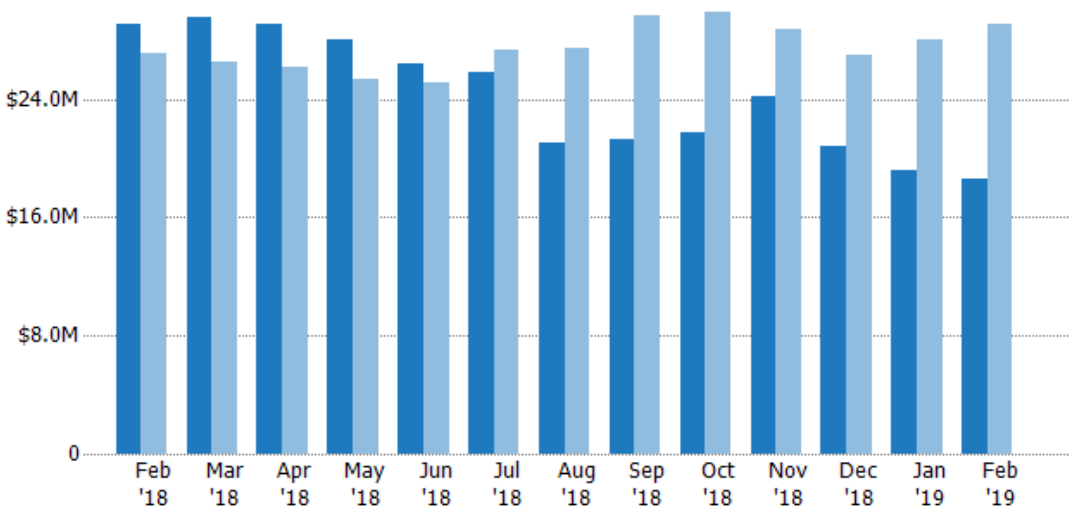
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$18.5M	-36.2%
Feb '18	\$29.1M	7.5%
Feb '17	\$27M	0.9%



Current Year	\$29.1M	\$29.6M	\$29M	\$28M	\$26.4M	\$25.8M	\$21.1M	\$21.3M	\$21.7M	\$24.2M	\$20.8M	\$19.2M	\$18.5M
Prior Year	\$27M	\$26.5M	\$26.2M	\$25.4M	\$25.1M	\$27.3M	\$27.5M	\$29.7M	\$29.9M	\$28.7M	\$27M	\$28M	\$29.1M
Percent Change from Prior Year	7%	12%	11%	10%	5%	-6%	-23%	-28%	-27%	-16%	-23%	-32%	-36%

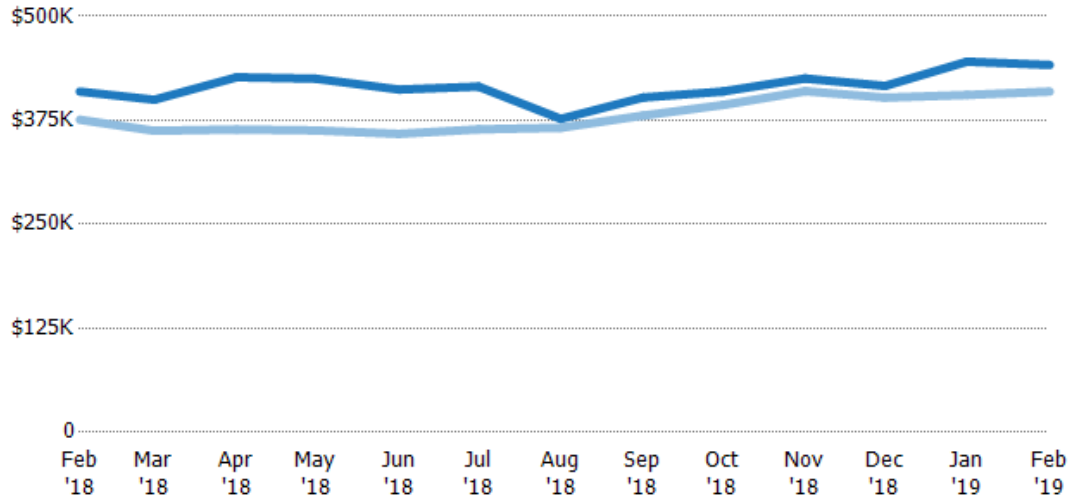
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$441K	7.8%
Feb '18	\$410K	9%
Feb '17	\$376K	-0.5%



Current Year	\$410K	\$400K	\$427K	\$425K	\$412K	\$416K	\$377K	\$402K	\$410K	\$425K	\$416K	\$446K	\$441K
Prior Year	\$376K	\$362K	\$364K	\$363K	\$359K	\$364K	\$366K	\$381K	\$393K	\$410K	\$402K	\$405K	\$410K
Percent Change from Prior Year	9%	10%	17%	17%	15%	14%	3%	6%	4%	4%	3%	10%	8%

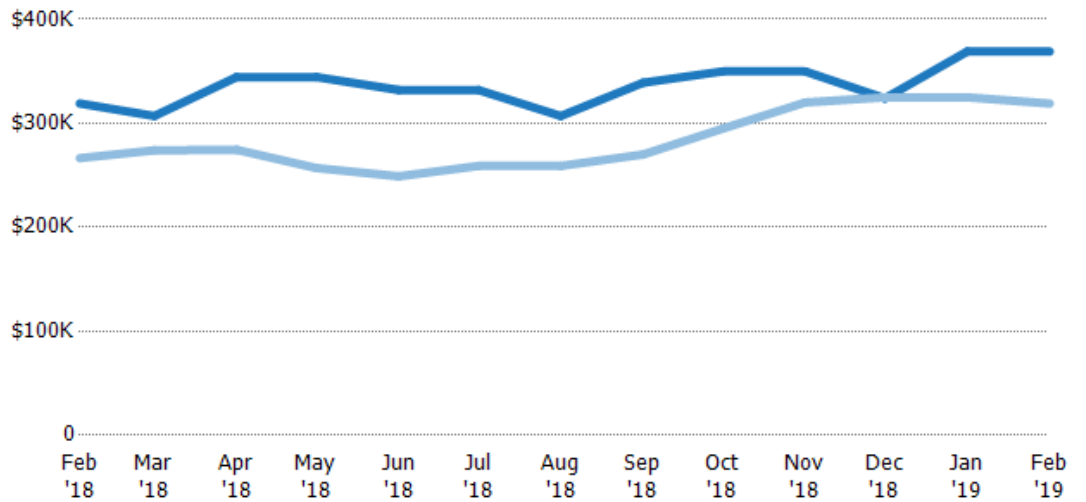
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$369K	15.7%
Feb '18	\$319K	19.7%
Feb '17	\$267K	3.2%



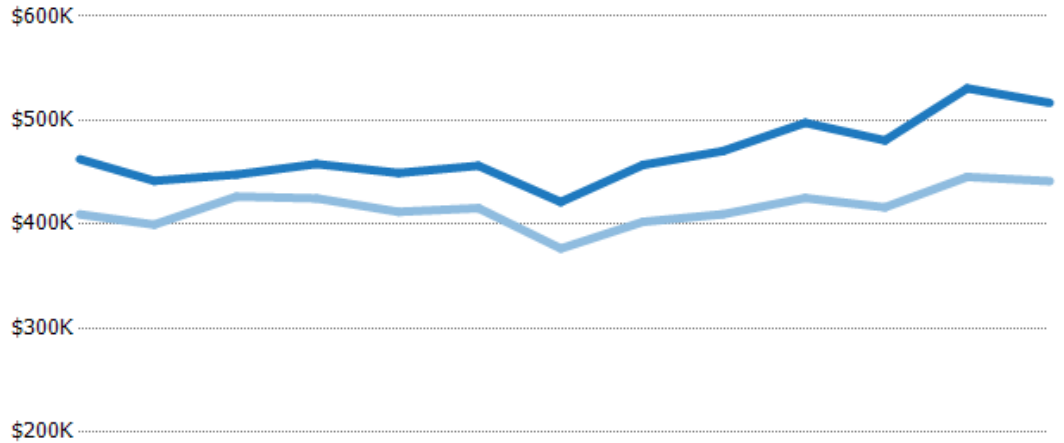
Current Year	\$319K	\$307K	\$344K	\$344K	\$332K	\$332K	\$307K	\$339K	\$350K	\$350K	\$324K	\$369K	\$369K
Prior Year	\$267K	\$274K	\$275K	\$257K	\$249K	\$259K	\$259K	\$270K	\$295K	\$320K	\$325K	\$325K	\$319K
Percent Change from Prior Year	20%	12%	25%	34%	33%	28%	19%	26%	19%	9%	0%	14%	16%

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: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



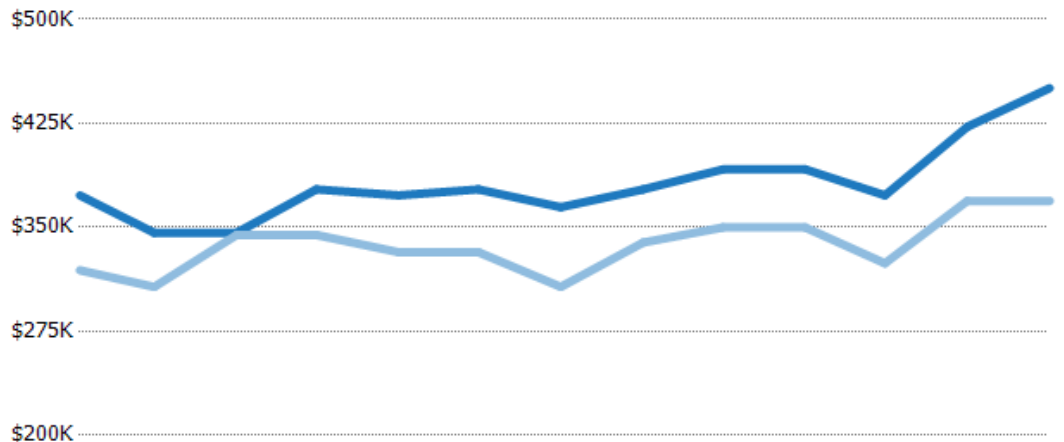
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$463K	\$442K	\$448K	\$458K	\$449K	\$456K	\$421K	\$457K	\$470K	\$498K	\$481K	\$531K	\$517K
Avg Listing Price	\$410K	\$400K	\$427K	\$425K	\$412K	\$416K	\$377K	\$402K	\$410K	\$425K	\$416K	\$446K	\$441K
Avg Listing Price as a % of Avg Est Value	89%	90%	95%	93%	92%	91%	89%	88%	87%	85%	87%	84%	85%

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: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



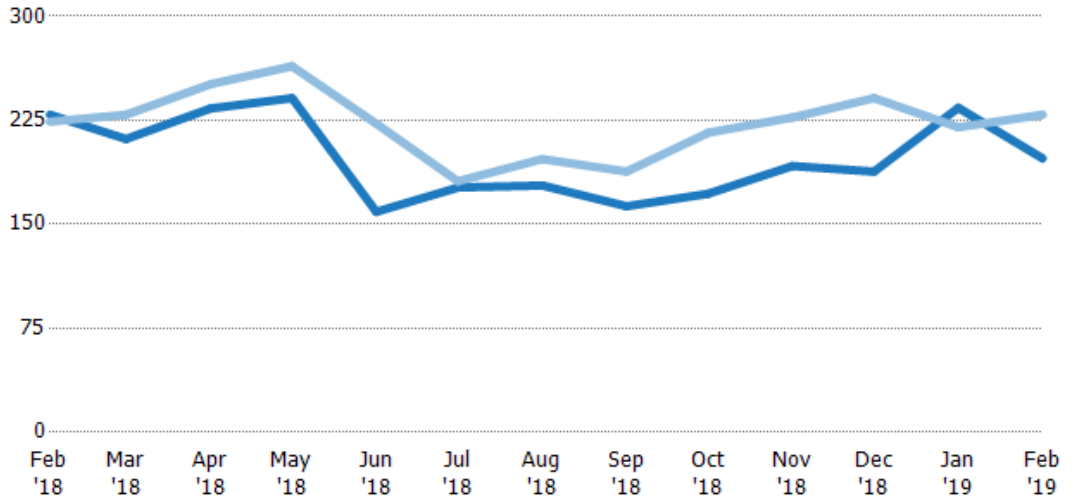
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$373K	\$346K	\$346K	\$377K	\$373K	\$377K	\$365K	\$377K	\$392K	\$392K	\$373K	\$422K	\$450K
Median Listing Price	\$319K	\$307K	\$344K	\$344K	\$332K	\$332K	\$307K	\$339K	\$350K	\$350K	\$324K	\$369K	\$369K
Med Listing Price as a % of Med Est Value	86%	89%	100%	91%	89%	88%	84%	90%	89%	89%	87%	87%	82%

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

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Property Type:
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Family Residence



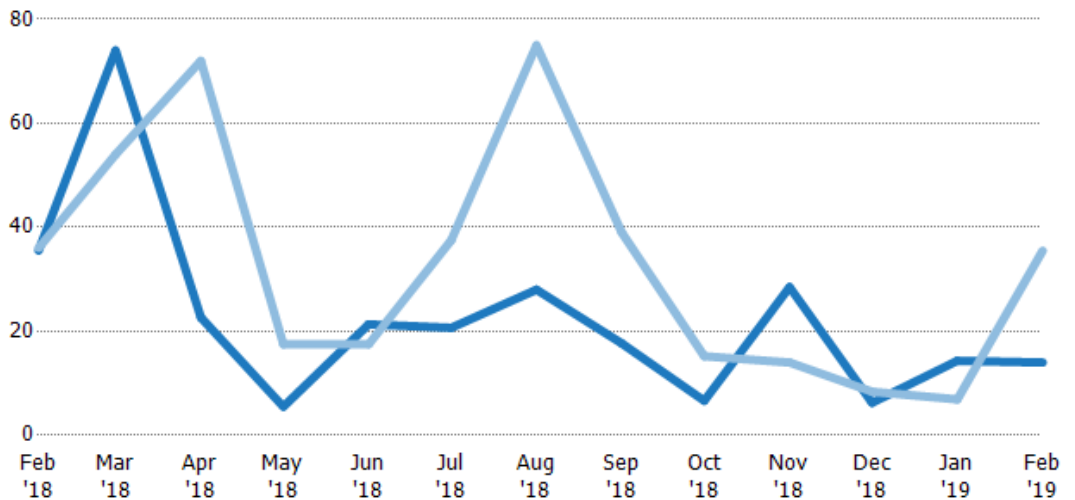
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	229	212	234	241	159	177	178	163	172	192	188	234	198
Prior Year	224	229	251	264	223	181	197	188	216	227	241	220	229
Percent Change from Prior Year	2%	-8%	-7%	-9%	-29%	-2%	-10%	-13%	-20%	-15%	-22%	6%	-14%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Ludlow, VT 05149,
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Property Type:
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Family Residence



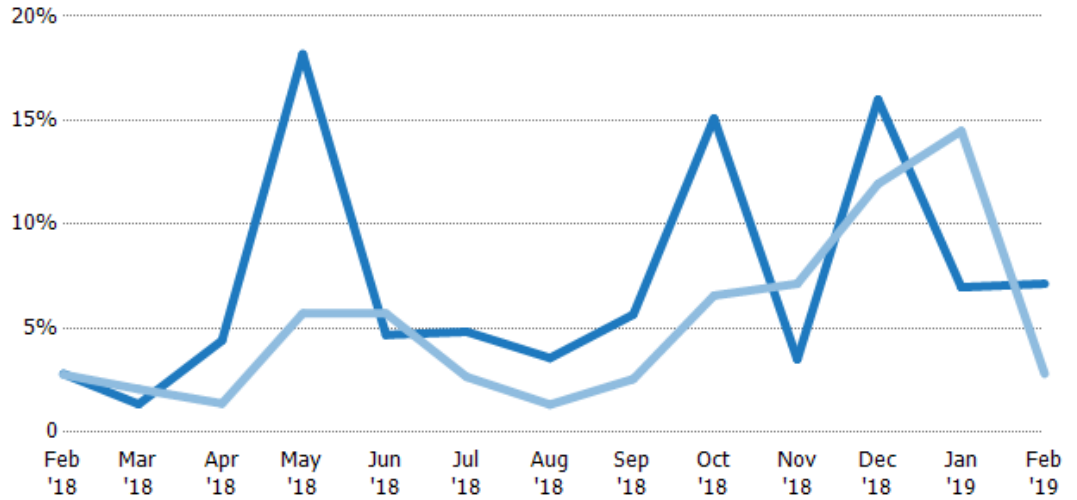
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	35.5	74	22.7	5.5	21.3	20.7	28	17.7	6.63	28.5	6.25	14.3	14
Prior Year	36	54	72	17.5	17.5	37.5	75	39	15.2	14	8.38	6.9	35.5
Percent Change from Prior Year	-1%	100%	-69%	-69%	22%	-45%	-63%	-55%	-56%	104%	-25%	108%	-61%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Property Type:
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Family Residence



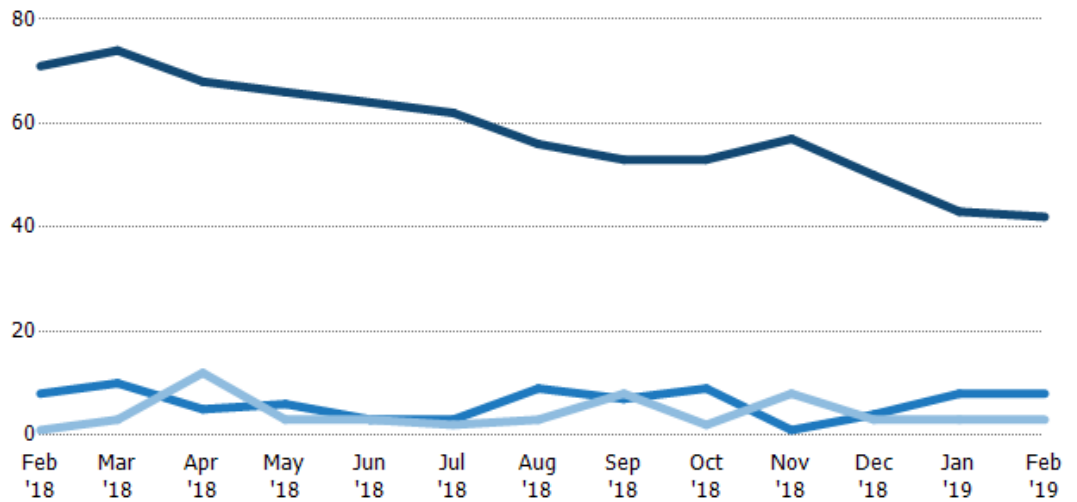
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	3%	1%	4%	18%	5%	5%	4%	6%	15%	4%	16%	7%	7%
Prior Year	3%	2%	1%	6%	6%	3%	1%	3%	7%	7%	12%	14%	3%
Change from Prior Year	0%	-1%	-3%	-12%	1%	-2%	-2%	-3%	-9%	4%	-4%	8%	-4%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



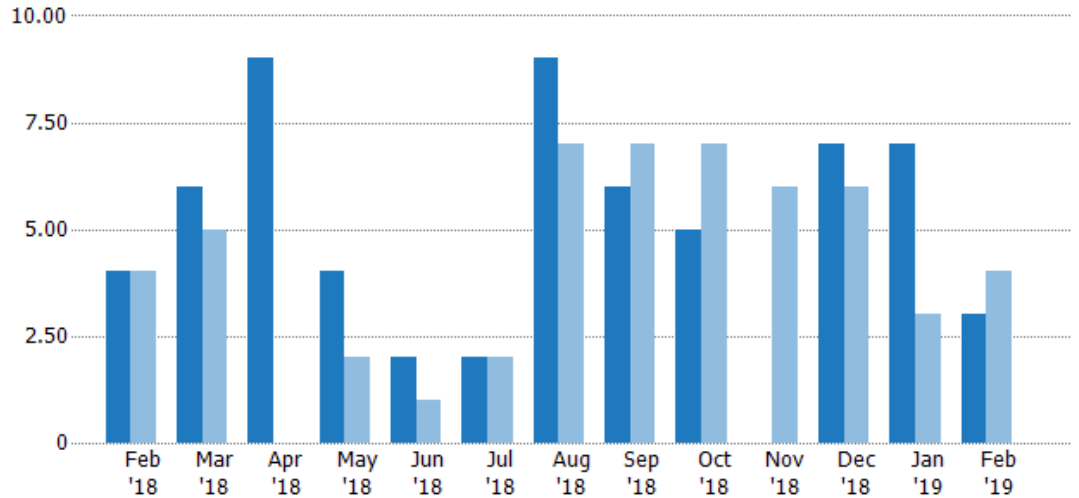
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	71	74	68	66	64	62	56	53	53	57	50	43	42
Pending	8	10	5	6	3	3	9	7	9	1	4	8	8
Sold	1	3	12	3	3	2	3	8	2	8	3	3	3

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



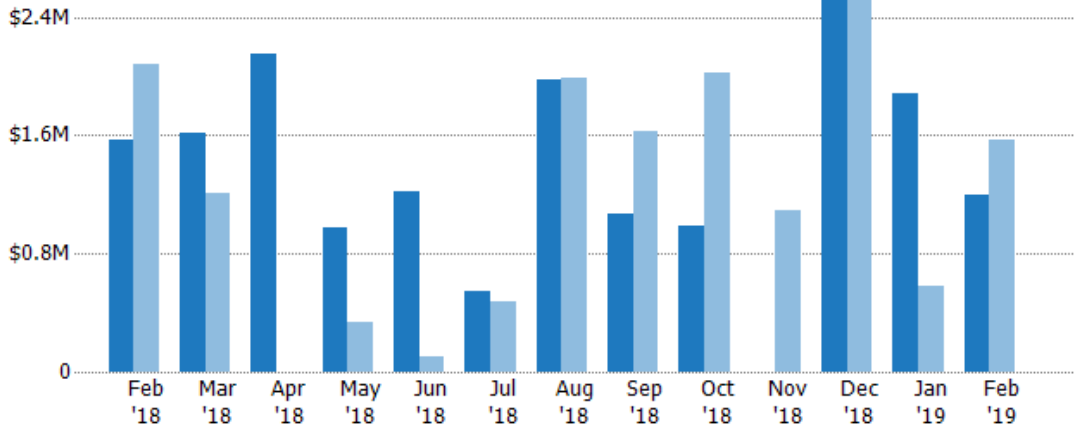
Current Year	4	6	9	4	2	2	9	6	5	-	7	7	3
Prior Year	4	5	-	2	1	2	7	7	7	6	6	3	4
Percent Change from Prior Year	0%	20%	100%	100%	100%	0%	29%	-14%	-29%	-100%	17%	133%	-25%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$1.57M	\$1.61M	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.06M	\$989K	-	\$2.62M	\$1.89M	\$1.19M
Prior Year	\$2.09M	\$1.21M	-	\$339K	\$100K	\$474K	\$1.99M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M
Percent Change from Prior Year	-25%	34%	100%	186%	1,124%	16%	-1%	-35%	-51%	-100%	-4%	226%	-24%

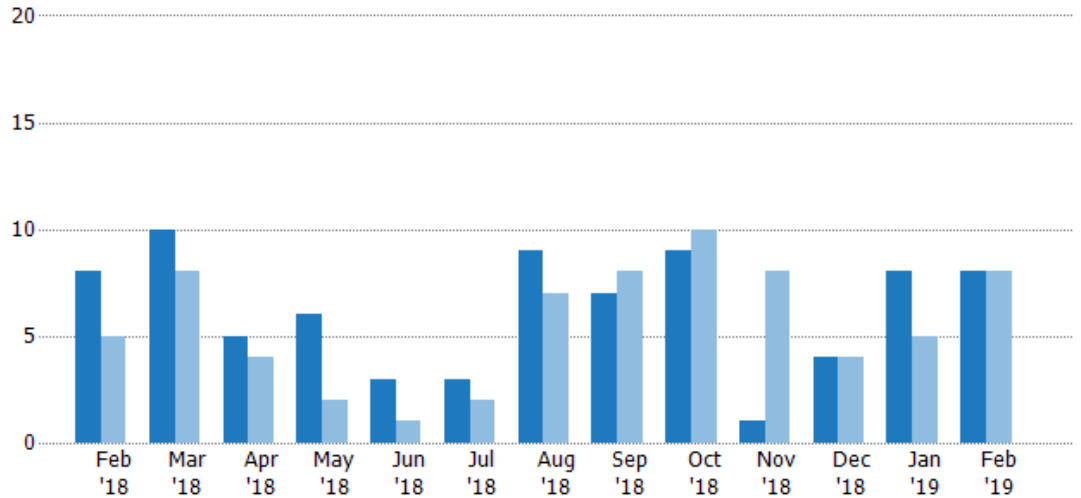
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Feb '19	8	0%
Feb '18	8	60%
Feb '17	5	120%



Current Year	8	10	5	6	3	3	9	7	9	1	4	8	8
Prior Year	5	8	4	2	1	2	7	8	10	8	4	5	8
Percent Change from Prior Year	60%	25%	25%	200%	200%	50%	29%	-13%	-10%	-88%	0%	60%	0%

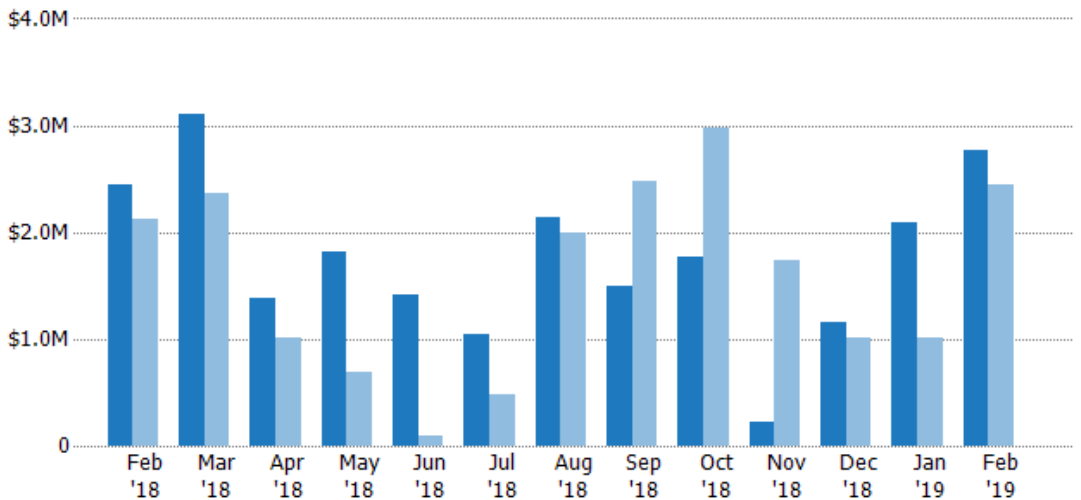
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$2.76M	13%
Feb '18	\$2.44M	15%
Feb '17	\$2.12M	18.4%



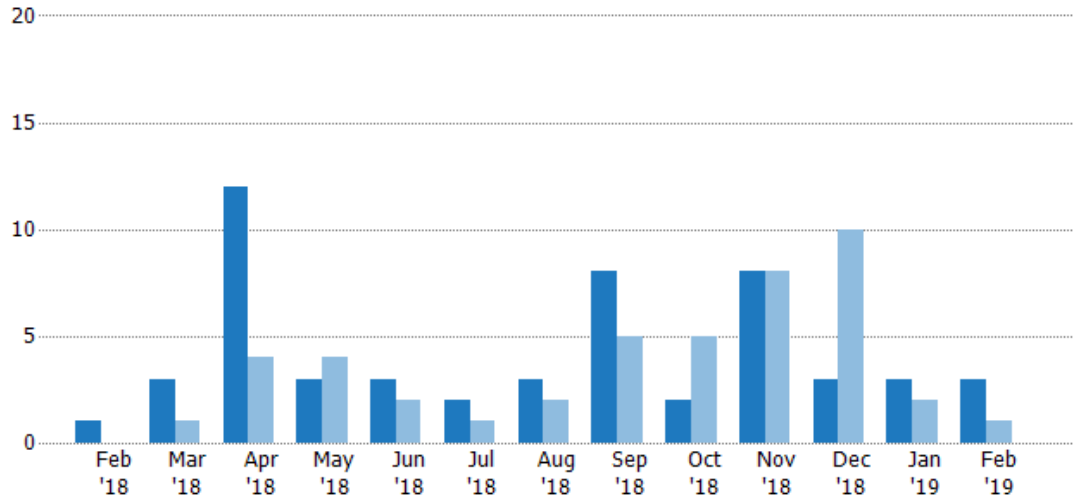
Current Year	\$2.44M	\$3.11M	\$1.38M	\$1.82M	\$1.42M	\$1.04M	\$2.13M	\$1.49M	\$1.77M	\$225K	\$1.16M	\$2.09M	\$2.76M
Prior Year	\$2.12M	\$2.36M	\$1.01M	\$694K	\$100K	\$474K	\$1.99M	\$2.48M	\$2.98M	\$1.74M	\$1.01M	\$1.01M	\$2.44M
Percent Change from Prior Year	15%	32%	37%	163%	1,320%	120%	7%	-40%	-41%	-87%	15%	107%	13%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



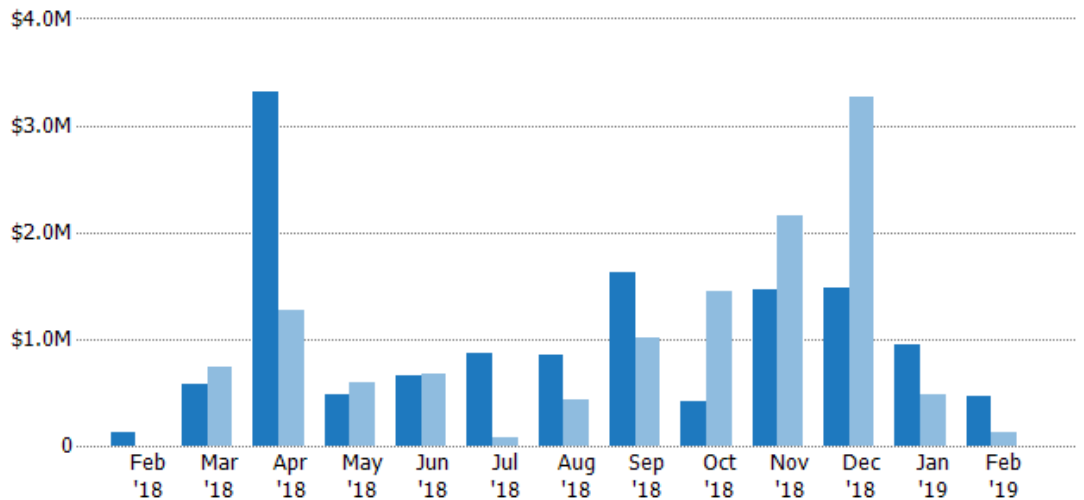
Current Year	1	3	12	3	3	2	3	8	2	8	3	3	3
Prior Year	-	1	4	4	2	1	2	5	5	8	10	2	1
Percent Change from Prior Year	100%	200%	200%	-25%	50%	100%	50%	60%	-60%	0%	-70%	50%	200%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



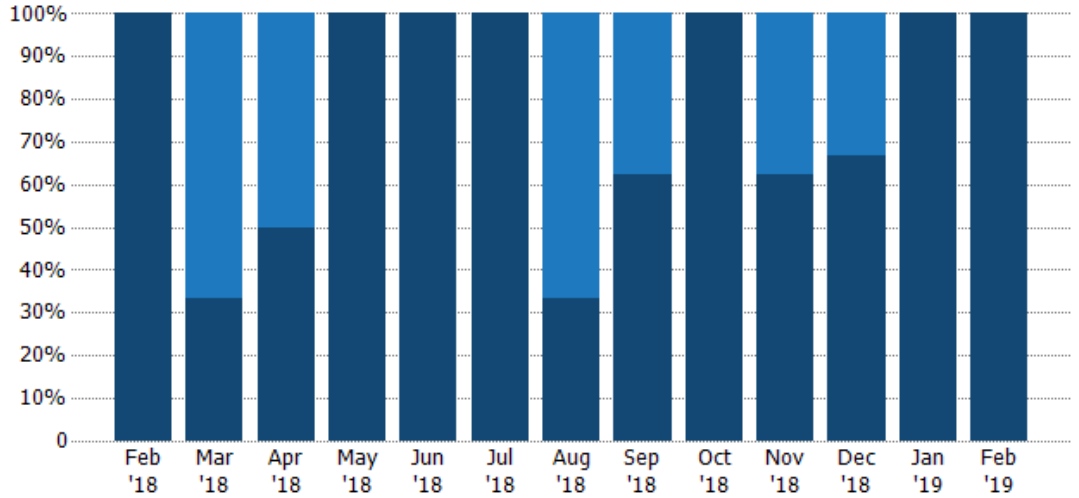
Current Year	\$120K	\$571K	\$3.31M	\$483K	\$662K	\$859K	\$845K	\$1.63M	\$410K	\$1.47M	\$1.48M	\$948K	\$470K
Prior Year	-	\$735K	\$1.27M	\$599K	\$670K	\$81.5K	\$430K	\$1.02M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K
Percent Change from Prior Year	100%	-22%	162%	-19%	-1%	954%	97%	60%	-72%	-32%	-55%	97%	292%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



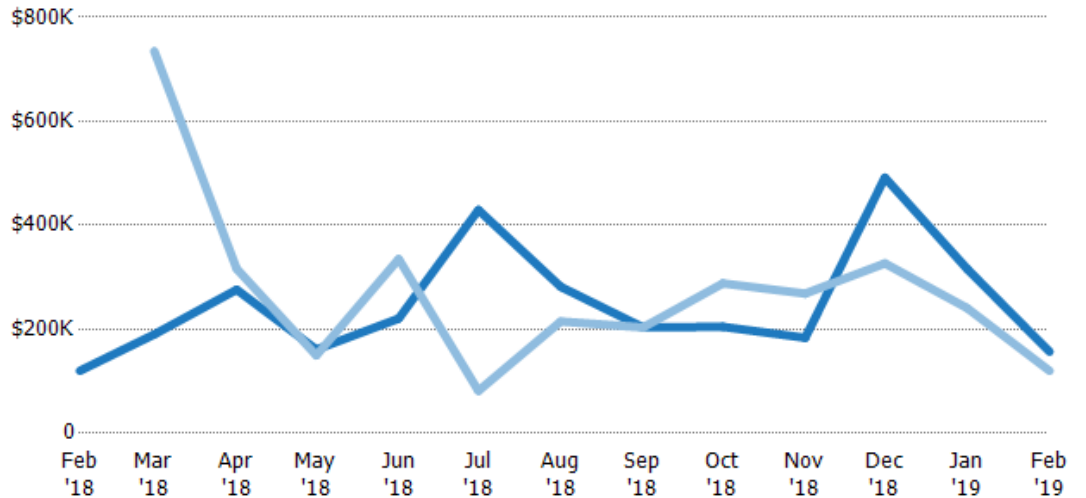
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	-	67%	50%	-	-	-	67%	38%	-	38%	33%	-	-
Single Family Residence	100%	33%	50%	100%	100%	100%	33%	63%	100%	63%	67%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



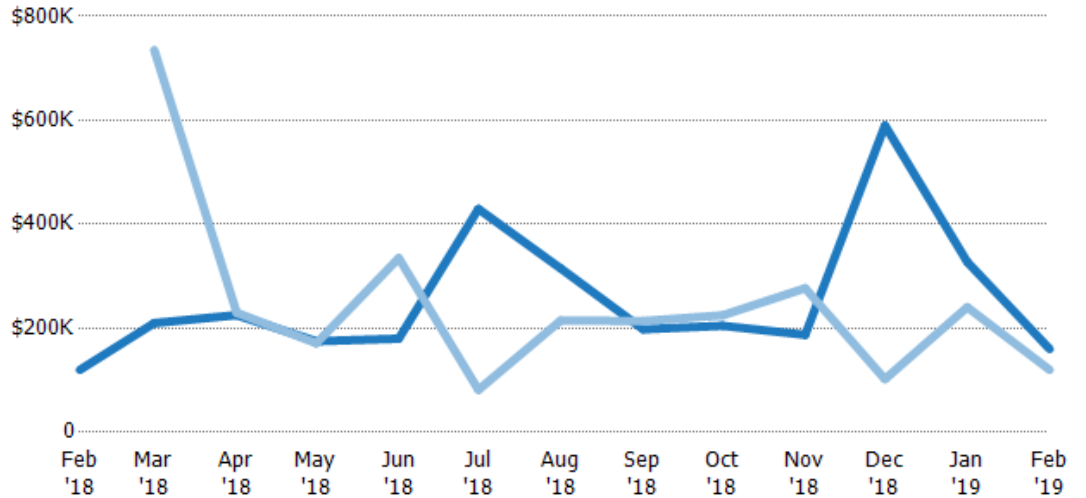
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$120K	\$190K	\$276K	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K
Prior Year	-	\$735K	\$316K	\$150K	\$335K	\$81.5K	\$215K	\$204K	\$288K	\$269K	\$327K	\$241K	\$120K
Percent Change from Prior Year	100%	-74%	-13%	8%	-34%	427%	31%	0%	-29%	-32%	50%	31%	31%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



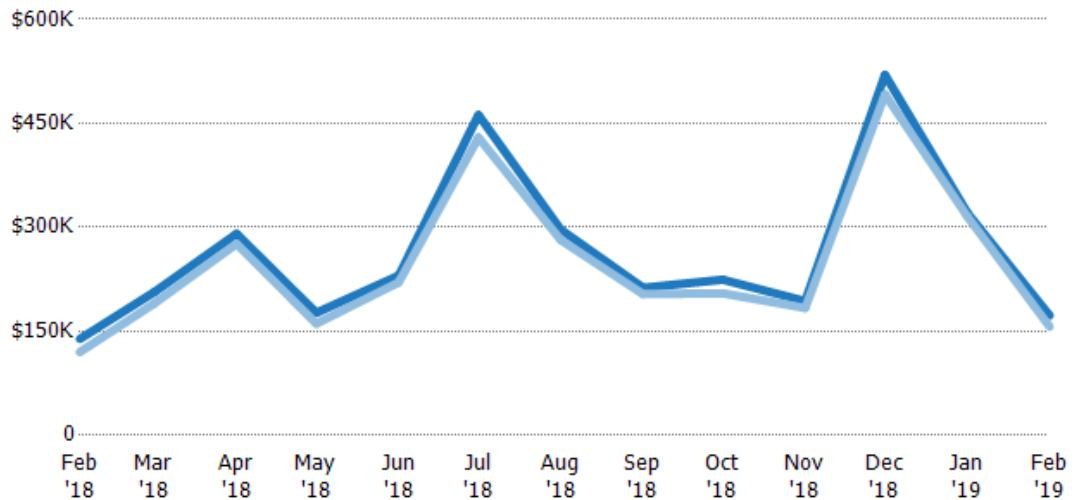
Current Year	\$120K	\$210K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K
Prior Year	-	\$735K	\$230K	\$171K	\$335K	\$81.5K	\$215K	\$214K	\$225K	\$277K	\$102K	\$241K	\$120K
Percent Change from Prior Year	100%	-71%	-2%	2%	-46%	427%	47%	-7%	-9%	-32%	477%	36%	33%

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: Ludlow, VT 05149,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



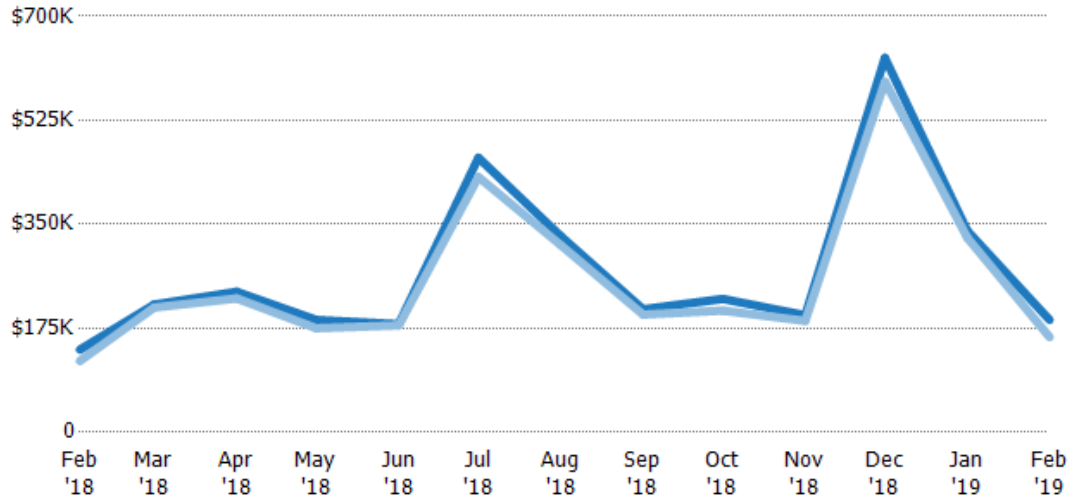
Avg List Price	\$139K	\$207K	\$291K	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K
Avg Sales Price	\$120K	\$190K	\$276K	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K
Avg Sales Price as a % of Avg List Price	86%	92%	95%	91%	96%	93%	95%	96%	91%	95%	95%	98%	91%

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: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



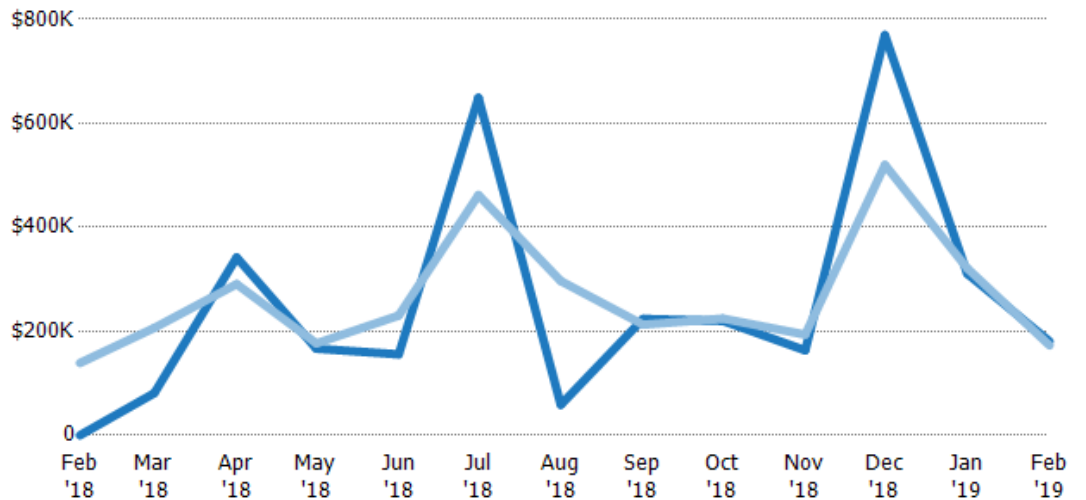
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$139K	\$215K	\$237K	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K
Median Sales Price	\$120K	\$210K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K
Med Sales Price as a % of Med List Price	86%	98%	95%	93%	99%	93%	95%	96%	91%	95%	94%	97%	85%

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: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



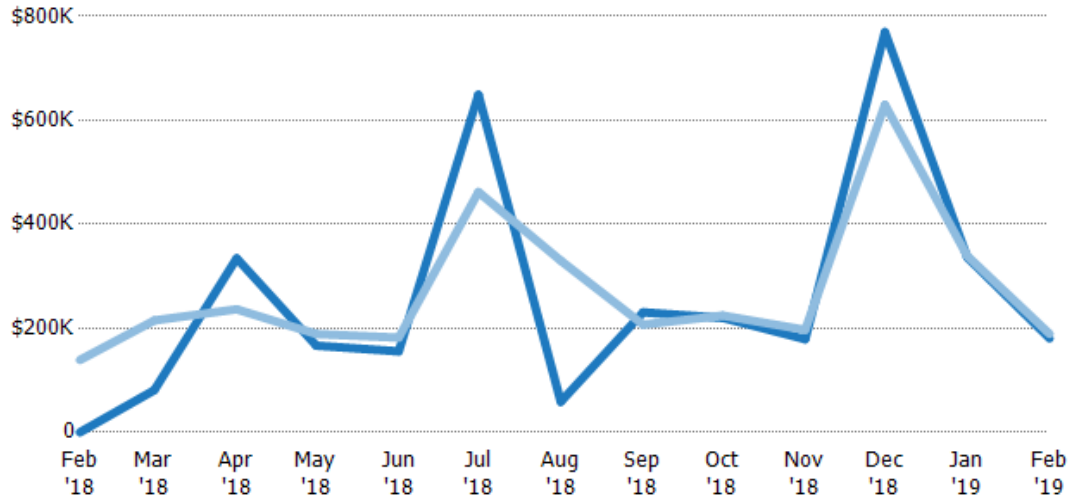
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$0	\$81K	\$342K	\$167K	\$156K	\$649K	\$58.7K	\$224K	\$220K	\$163K	\$770K	\$311K	\$181K
Avg Sales Price	\$139K	\$207K	\$291K	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K
Avg Sales Price as a % of Avg Est Value	100%	255%	85%	106%	148%	71%	506%	95%	102%	119%	68%	103%	96%

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: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$0	\$81K	\$335K	\$167K	\$156K	\$649K	\$58.7K	\$231K	\$220K	\$179K	\$770K	\$336K	\$181K
Median Sales Price	\$139K	\$215K	\$237K	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K
Med Sales Price as a % of Med Est Value	100%	265%	71%	113%	117%	71%	563%	90%	102%	110%	82%	101%	105%