

Summary of Key Listing and Sales Metrics

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

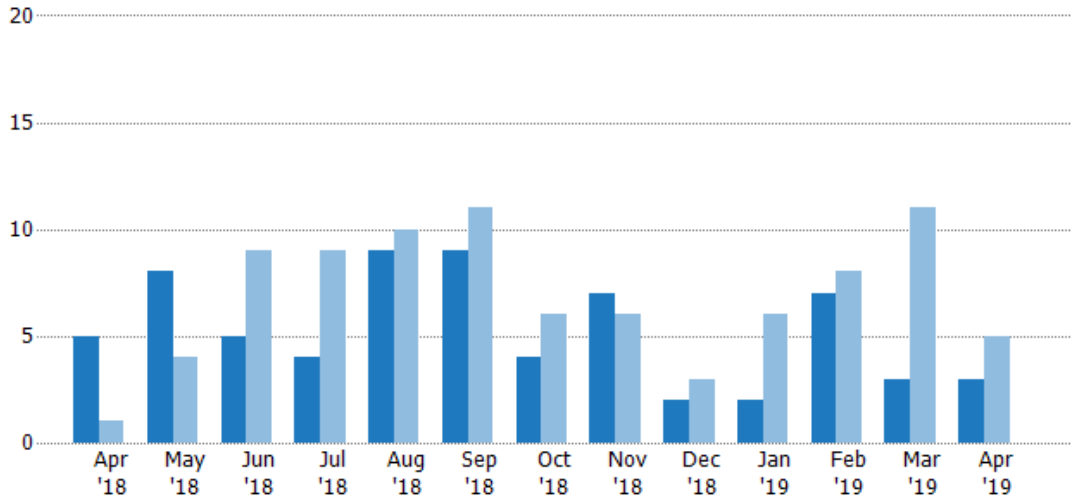
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	5	-40%	15	30	-50%
New Listing Volume	\$973,000	\$2,061,000	-52.8%	\$6,536,900	\$11,152,700	-41.4%
Active Listing Count	–	68	–	N/A	N/A	
Active Listing Volume	–	\$29,016,399	–	N/A	N/A	
Average Listing Price	–	\$426,712	–	\$449,059	\$410,076	+9.5%
Median Listing Price	–	\$344,450	–	\$380,571	\$323,456	+17.7%
Median Days in RPR	–	233.5	–	201.46	228.08	-11.7%
Months of Inventory	–	22.7	-100%	6.6	40.3	-83.6%
Absorption Rate	–	4.41%	–	15.13%	2.48%	+12.6%
Sales Activity Charts Metrics						
New Pending Sales Count	2	9	-77.8%	22	22	+–
New Pending Sales Volume	\$874,900	\$2,150,300	-59.3%	\$8,125,100	\$5,914,700	+37.4%
Pending Sales Count	–	5	–	N/A	N/A	
Pending Sales Volume	–	\$1,383,900	–	N/A	N/A	
Closed Sales Count	1	12	-91.7%	14	18	-22.2%
Closed Sales Volume	\$425,000	\$3,314,520	-87.2%	\$4,058,500	\$4,486,070	-9.5%
Average Sales Price	\$425,000	\$276,210	+53.9%	\$289,893	\$249,226	+16.3%
Median Sales Price	\$425,000	\$225,250	+88.7%	\$247,321	\$218,558	+13.2%

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



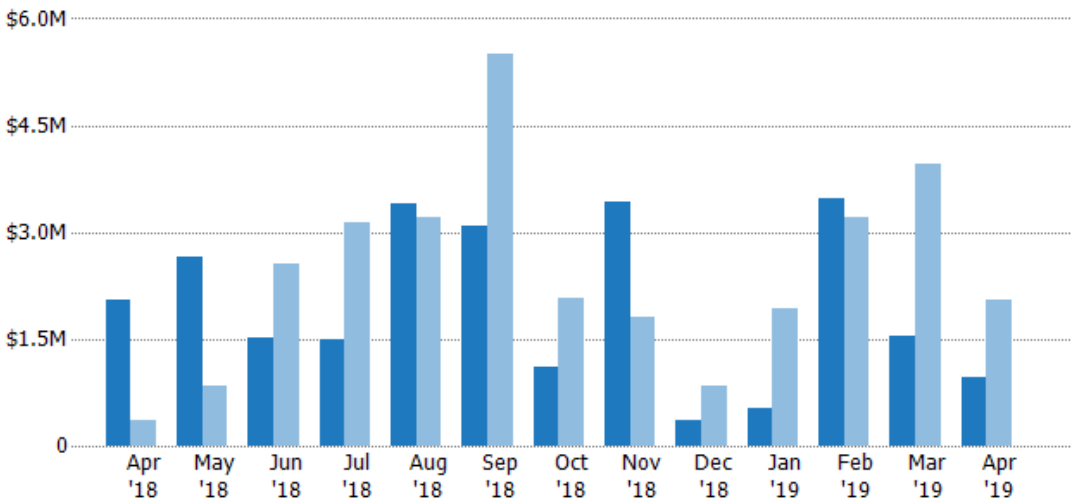
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	5	8	5	4	9	9	4	7	2	2	7	3	3
Prior Year	1	4	9	9	10	11	6	6	3	6	8	11	5
Percent Change from Prior Year	400%	100%	-44%	-56%	-10%	-18%	-33%	17%	-33%	-67%	-13%	-73%	-40%

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



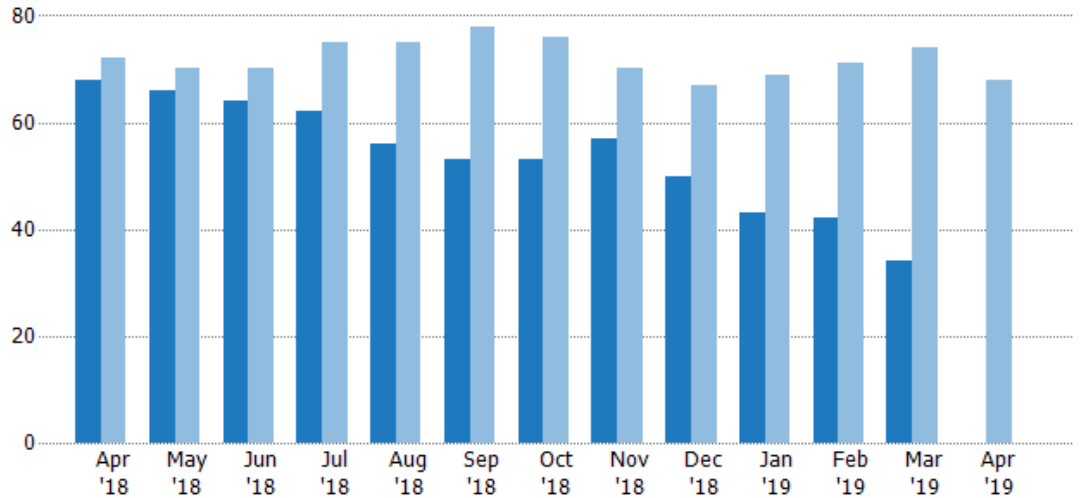
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$2.06M	\$2.64M	\$1.51M	\$1.49M	\$3.39M	\$3.09M	\$1.11M	\$3.43M	\$347K	\$532K	\$3.48M	\$1.55M	\$973K
Prior Year	\$348K	\$853K	\$2.55M	\$3.14M	\$3.22M	\$5.5M	\$2.08M	\$1.8M	\$844K	\$1.93M	\$3.21M	\$3.95M	\$2.06M
Percent Change from Prior Year	492%	210%	-41%	-52%	5%	-44%	-47%	90%	-59%	-72%	8%	-61%	-53%

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



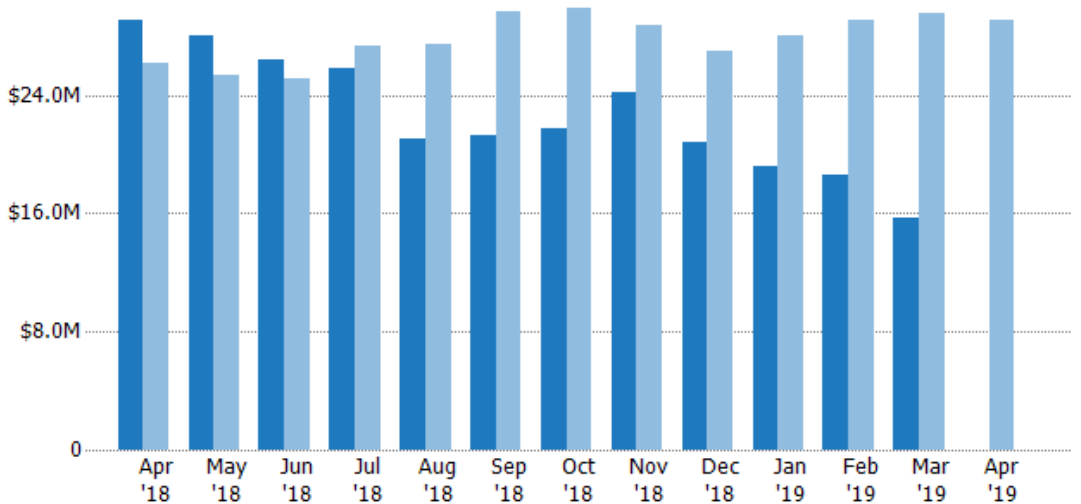
Current Year	68	66	64	62	56	53	53	57	50	43	42	34	-
Prior Year	72	70	70	75	75	78	76	70	67	69	71	74	68
Percent Change from Prior Year	-6%	-6%	-9%	-17%	-25%	-32%	-30%	-19%	-25%	-38%	-41%	-54%	-100%

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



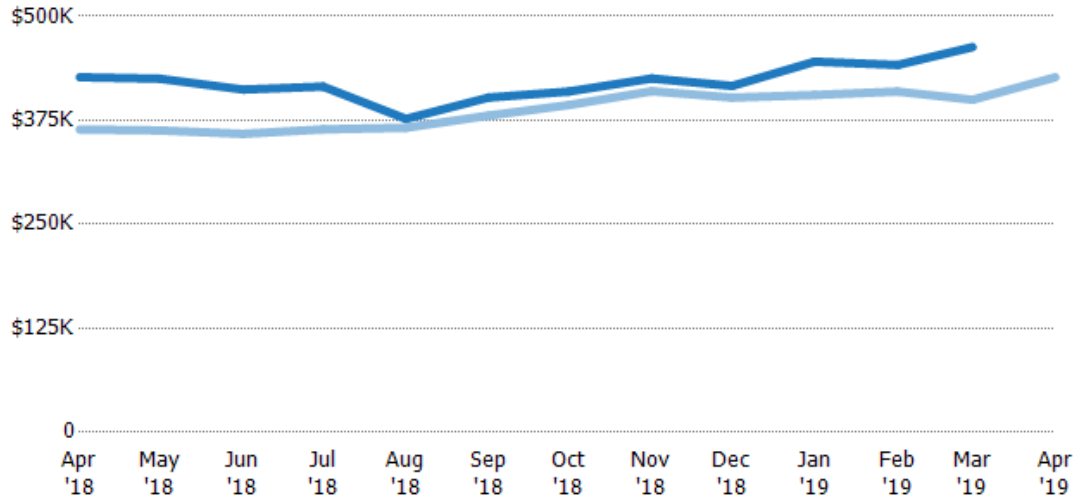
Current Year	\$29M	\$28M	\$26.4M	\$25.8M	\$21.1M	\$21.3M	\$21.7M	\$24.2M	\$20.8M	\$19.2M	\$18.5M	\$15.7M	-
Prior Year	\$26.2M	\$25.4M	\$25.1M	\$27.3M	\$27.5M	\$29.7M	\$29.9M	\$28.7M	\$27M	\$28M	\$29.1M	\$29.6M	\$29M
Percent Change from Prior Year	11%	10%	5%	-6%	-23%	-28%	-27%	-16%	-23%	-32%	-36%	-47%	-100%

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



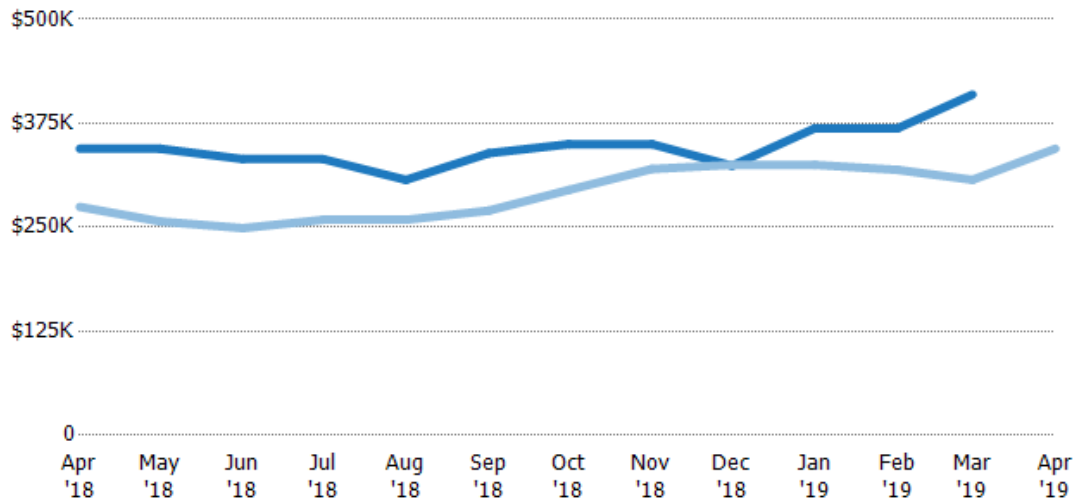
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$427K	\$425K	\$412K	\$416K	\$377K	\$402K	\$410K	\$425K	\$416K	\$446K	\$441K	\$463K	-
Prior Year	\$364K	\$363K	\$359K	\$364K	\$366K	\$381K	\$393K	\$410K	\$402K	\$405K	\$410K	\$400K	\$427K
Percent Change from Prior Year	17%	17%	15%	14%	3%	6%	4%	4%	3%	10%	8%	16%	-100%

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



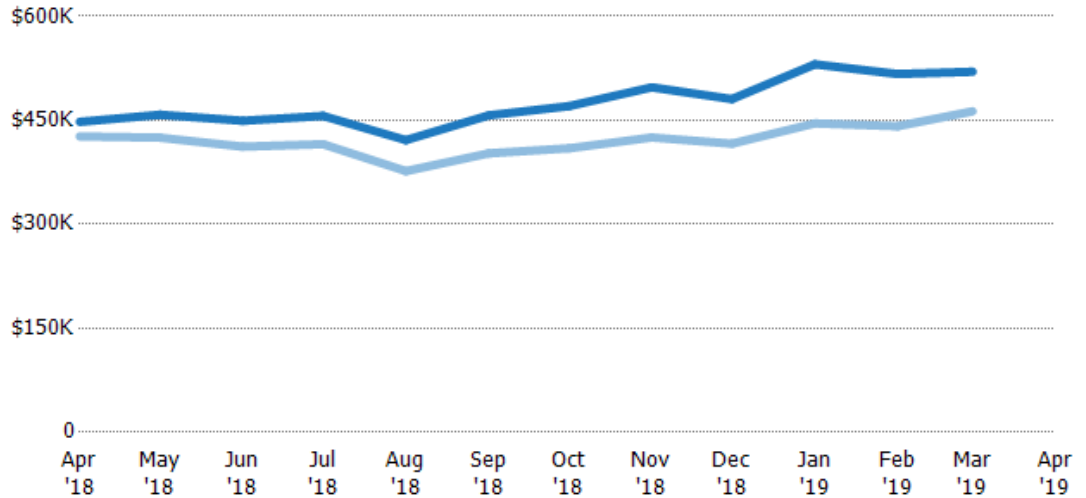
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$344K	\$344K	\$332K	\$332K	\$307K	\$339K	\$350K	\$350K	\$324K	\$369K	\$369K	\$409K	-
Prior Year	\$275K	\$257K	\$249K	\$259K	\$259K	\$270K	\$295K	\$320K	\$325K	\$325K	\$319K	\$307K	\$344K
Percent Change from Prior Year	25%	34%	33%	28%	19%	26%	19%	9%	0%	14%	16%	33%	-100%

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



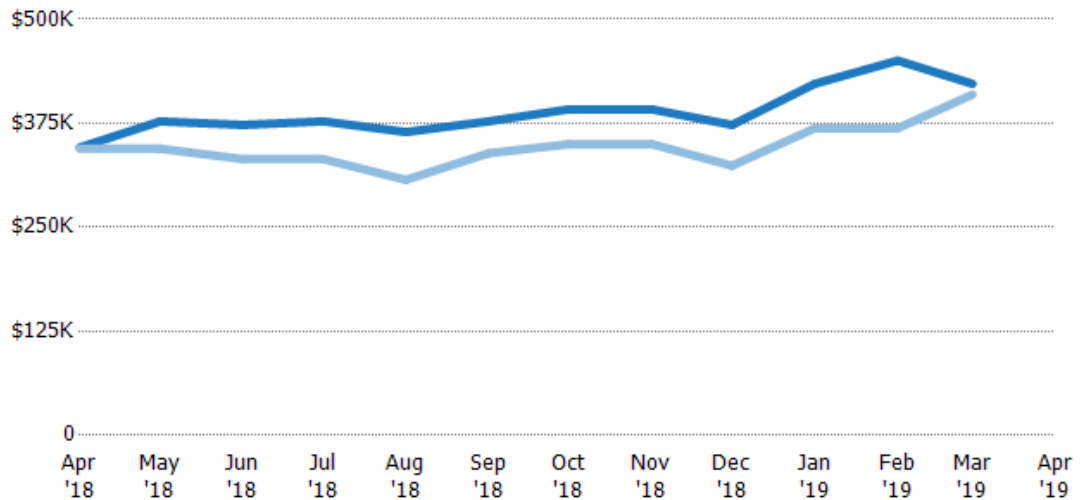
Avg Est Value	\$448K	\$458K	\$449K	\$456K	\$421K	\$457K	\$470K	\$498K	\$481K	\$531K	\$517K	\$520K	-
Avg Listing Price	\$427K	\$425K	\$412K	\$416K	\$377K	\$402K	\$410K	\$425K	\$416K	\$446K	\$441K	\$463K	-
Avg Listing Price as a % of Avg Est Value	95%	93%	92%	91%	89%	88%	87%	85%	87%	84%	85%	89%	-

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



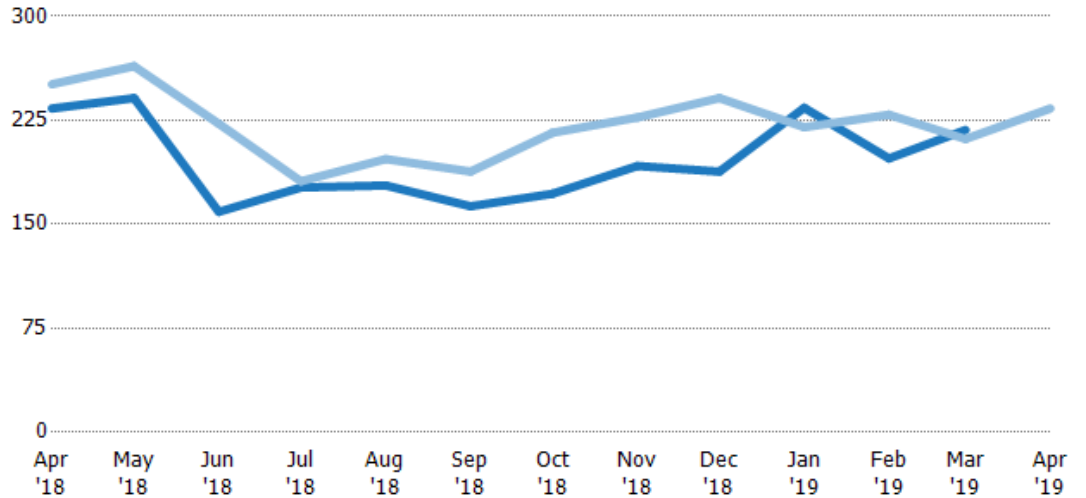
Median Est Value	\$346K	\$377K	\$373K	\$377K	\$365K	\$377K	\$392K	\$392K	\$373K	\$422K	\$450K	\$422K	-
Median Listing Price	\$344K	\$344K	\$332K	\$332K	\$307K	\$339K	\$350K	\$350K	\$324K	\$369K	\$369K	\$409K	-
Med Listing Price as a % of Med Est Value	100%	91%	89%	88%	84%	90%	89%	89%	87%	87%	82%	97%	-

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



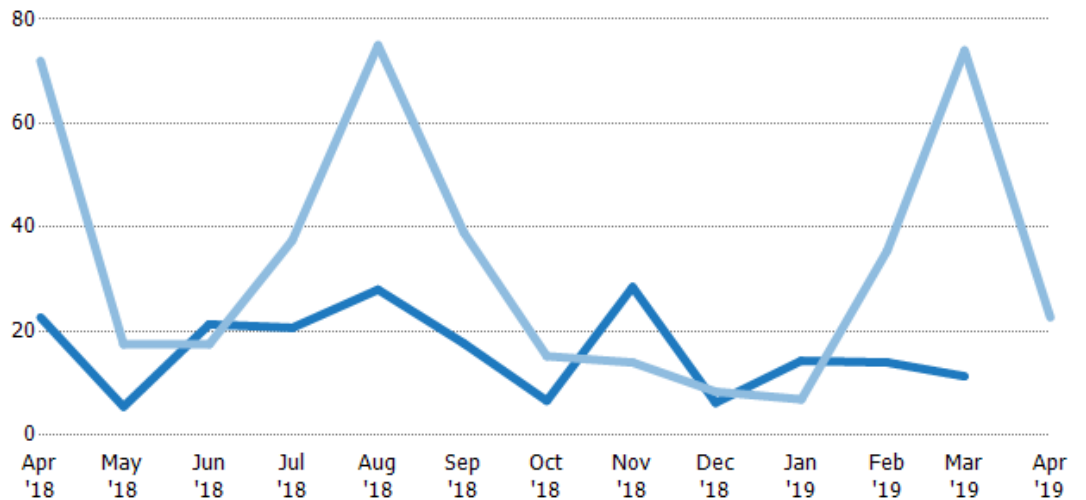
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	234	241	159	177	178	163	172	192	188	234	198	218	-
Prior Year	251	264	223	181	197	188	216	227	241	220	229	212	234
Percent Change from Prior Year	-7%	-9%	-29%	-2%	-10%	-13%	-20%	-15%	-22%	6%	-14%	3%	-100%

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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Family Residence



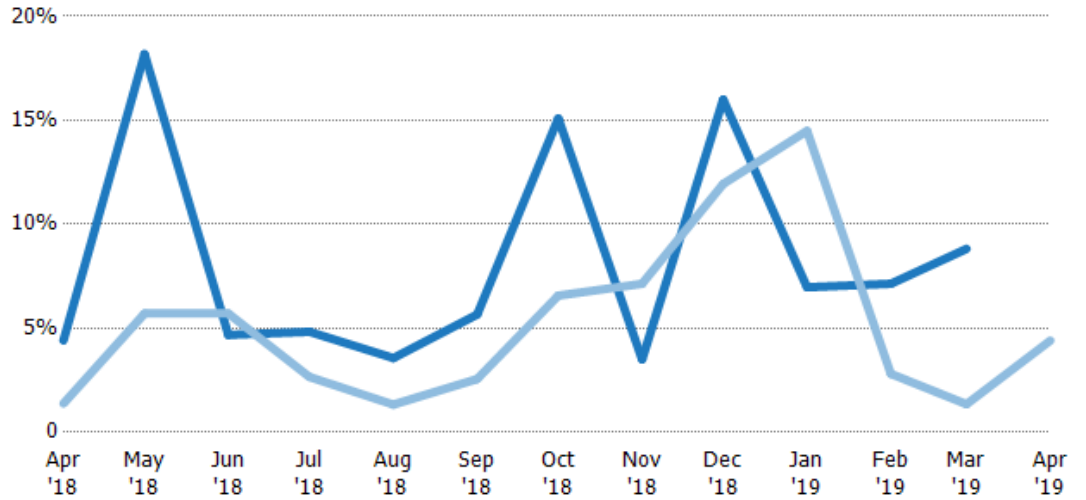
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	22.7	5.5	21.3	20.7	28	17.7	6.63	28.5	6.25	14.3	14	11.3	-
Prior Year	72	17.5	17.5	37.5	75	39	15.2	14	8.38	6.9	35.5	74	22.7
Percent Change from Prior Year	-69%	-69%	22%	-45%	-63%	-55%	-56%	104%	-25%	108%	-61%	-85%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



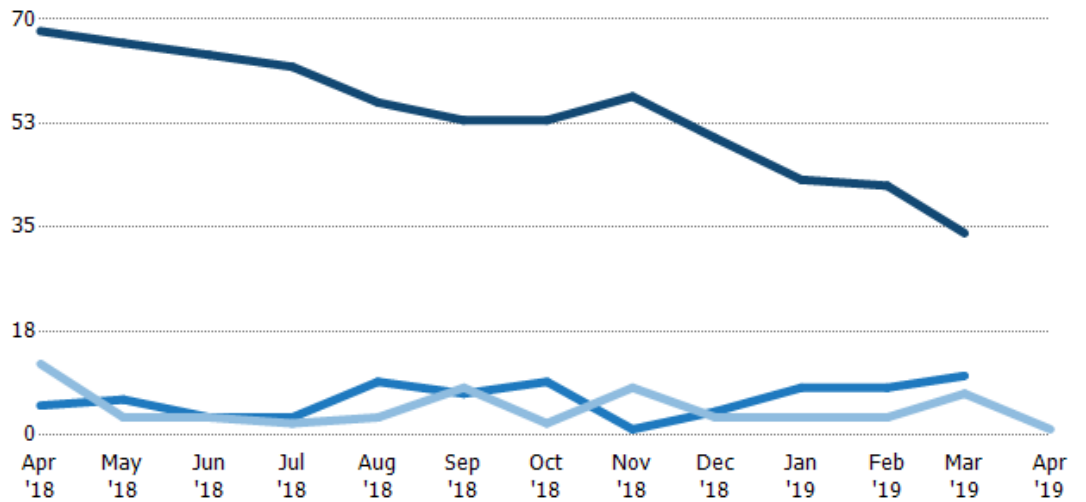
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	4%	18%	5%	5%	4%	6%	15%	4%	16%	7%	7%	9%	-
Prior Year	1%	6%	6%	3%	1%	3%	7%	7%	12%	14%	3%	1%	4%
Change from Prior Year	-3%	-12%	1%	-2%	-2%	-3%	-9%	4%	-4%	8%	-4%	-7%	4%

Active/Pending/Sold Units

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

Filters Used

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



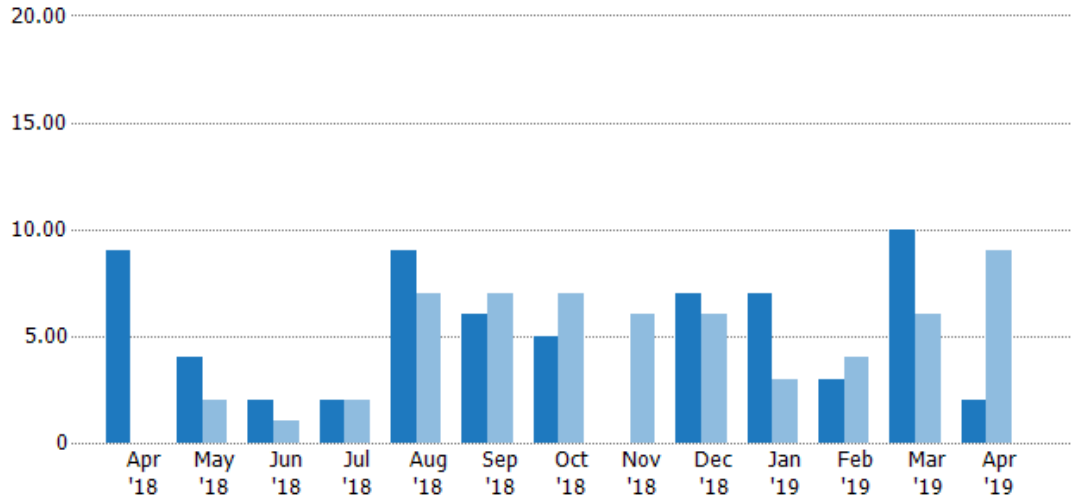
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	68	66	64	62	56	53	53	57	50	43	42	34	-
Pending	5	6	3	3	9	7	9	1	4	8	8	10	-
Sold	12	3	3	2	3	8	2	8	3	3	3	7	1

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



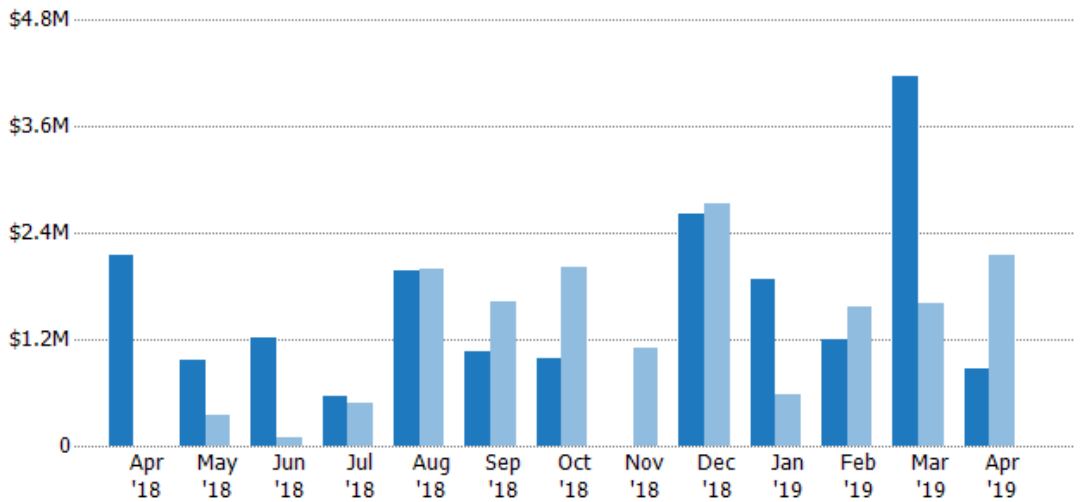
Current Year	9	4	2	2	9	6	5	-	7	7	3	10	2
Prior Year	-	2	1	2	7	7	7	6	6	3	4	6	9
Percent Change from Prior Year	100%	100%	100%	0%	29%	-14%	-29%	-100%	17%	133%	-25%	67%	-78%

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



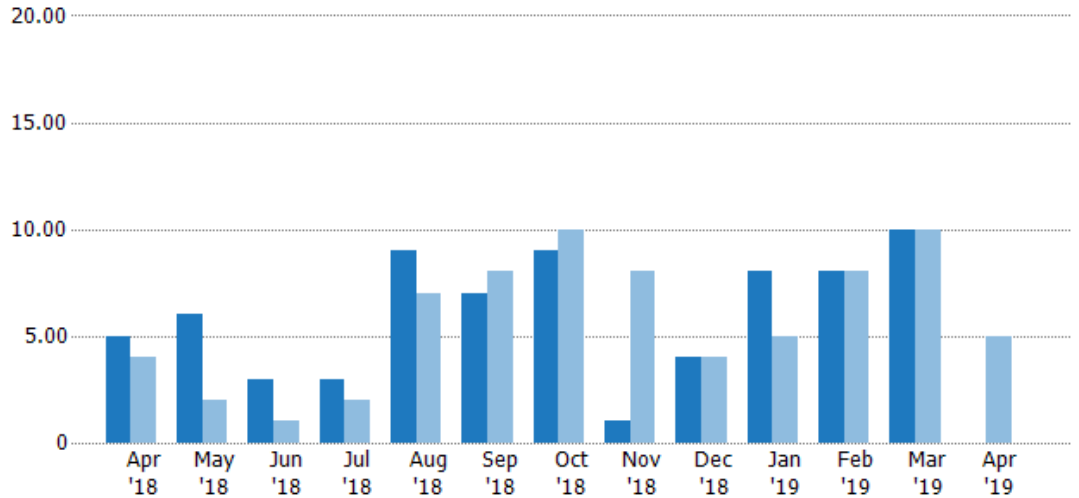
Current Year	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.06M	\$989K	-	\$2.62M	\$1.89M	\$1.19M	\$4.17M	\$875K
Prior Year	-	\$339K	\$100K	\$474K	\$1.99M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M	\$2.15M
Percent Change from Prior Year	100%	186%	1,124%	16%	-1%	-35%	-51%	-100%	-4%	226%	-24%	159%	-59%

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



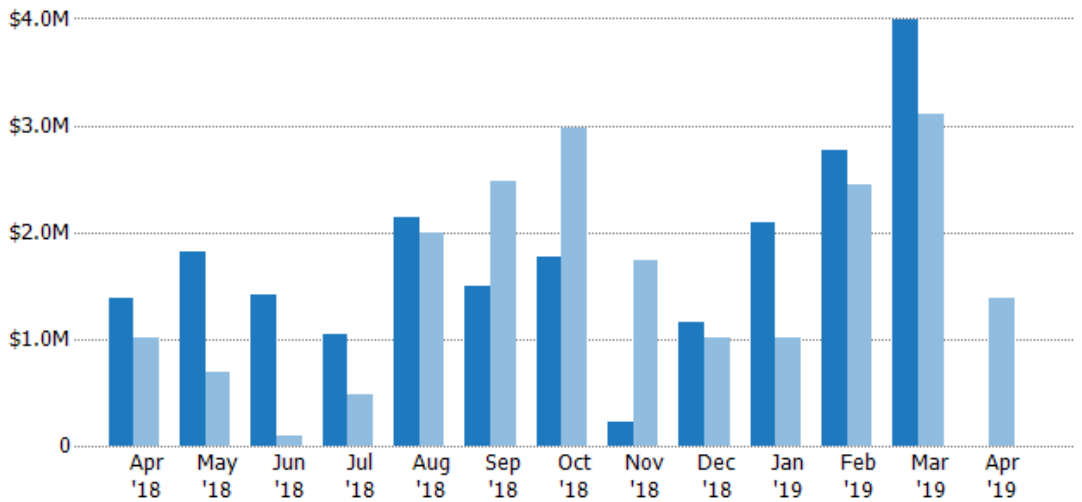
Current Year	5	6	3	3	9	7	9	1	4	8	8	10	-
Prior Year	4	2	1	2	7	8	10	8	4	5	8	10	5
Percent Change from Prior Year	25%	200%	200%	50%	29%	-13%	-10%	-88%	0%	60%	0%	0%	-100%

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



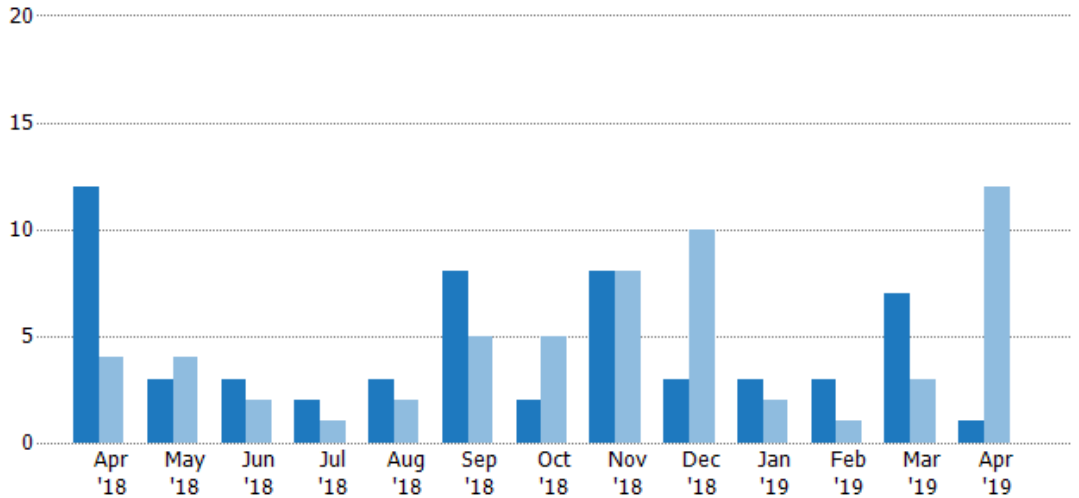
Current Year	\$1.38M	\$1.82M	\$1.42M	\$1.04M	\$2.13M	\$1.49M	\$1.77M	\$225K	\$1.16M	\$2.09M	\$2.76M	\$3.99M	-
Prior Year	\$1.01M	\$694K	\$100K	\$474K	\$1.99M	\$2.48M	\$2.98M	\$1.74M	\$1.01M	\$1.01M	\$2.44M	\$3.11M	\$1.38M
Percent Change from Prior Year	37%	163%	1,320%	120%	7%	-40%	-41%	-87%	15%	107%	13%	28%	-100%

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



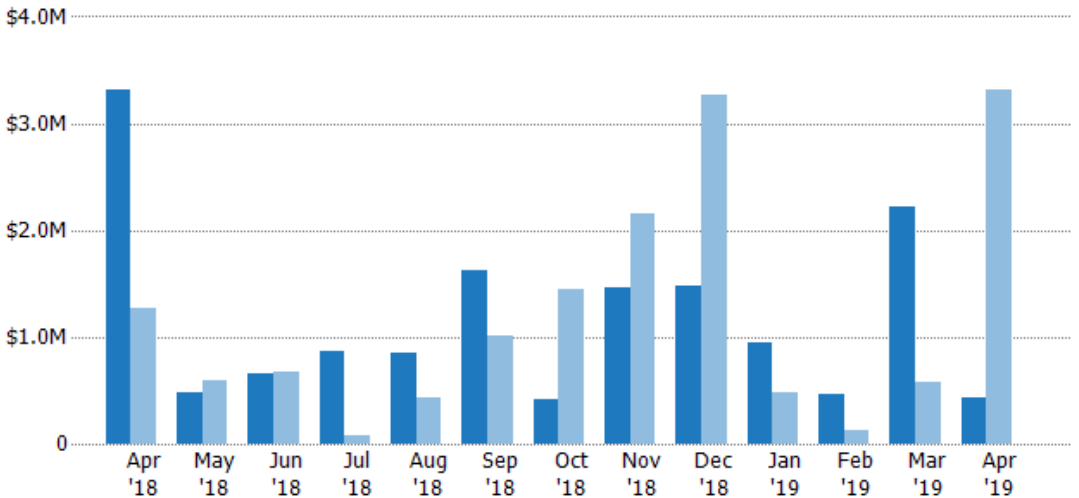
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	12	3	3	2	3	8	2	8	3	3	3	7	1
Prior Year	4	4	2	1	2	5	5	8	10	2	1	3	12
Percent Change from Prior Year	200%	-25%	50%	100%	50%	60%	-60%	0%	-70%	50%	200%	133%	-92%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$3.31M	\$483K	\$662K	\$859K	\$845K	\$1.63M	\$410K	\$1.47M	\$1.48M	\$948K	\$470K	\$2.22M	\$425K
Prior Year	\$1.27M	\$599K	\$670K	\$81.5K	\$430K	\$1.02M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$571K	\$3.31M
Percent Change from Prior Year	162%	-19%	-1%	954%	97%	60%	-72%	-32%	-55%	97%	292%	288%	-87%

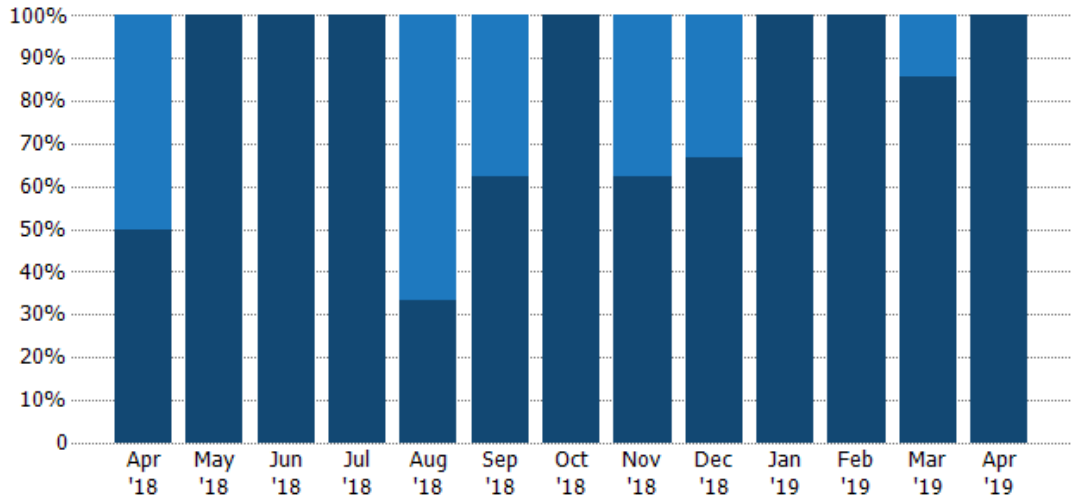
Closed Sales by Property Type

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



Condo/Townhouse	50%	-	-	-	67%	38%	-	38%	33%	-	-	14%	-
Single Family Residence	50%	100%	100%	100%	33%	63%	100%	63%	67%	100%	100%	86%	100%

Average Sales Price

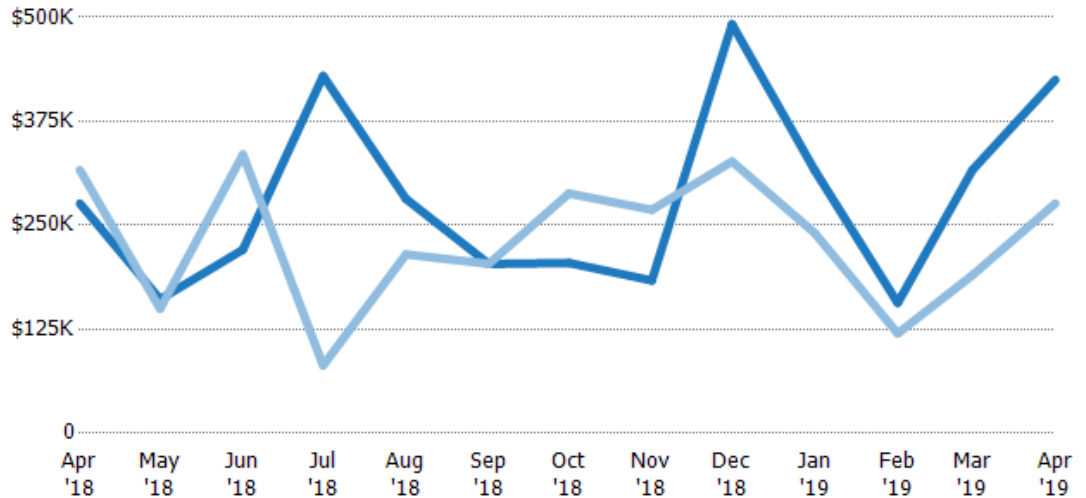
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

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

Month/Year	Price	% Chg.
Apr '19	\$425K	53.9%
Apr '18	\$276K	-12.7%
Apr '17	\$316K	-50%



Current Year	\$276K	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K	\$317K	\$425K
Prior Year	\$316K	\$150K	\$335K	\$81.5K	\$215K	\$204K	\$288K	\$269K	\$327K	\$241K	\$120K	\$190K	\$276K
Percent Change from Prior Year	-13%	8%	-34%	427%	31%	0%	-29%	-32%	50%	31%	31%	66%	54%

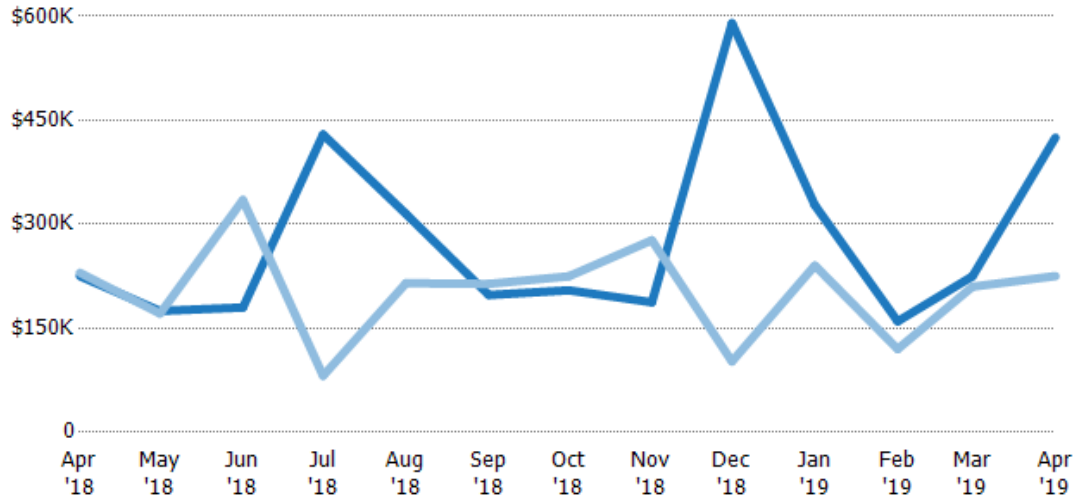
Median Sales Price

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

Month/ Year	Price	% Chg.
Apr '19	\$425K	88.7%
Apr '18	\$225K	-2.1%
Apr '17	\$230K	-31.3%



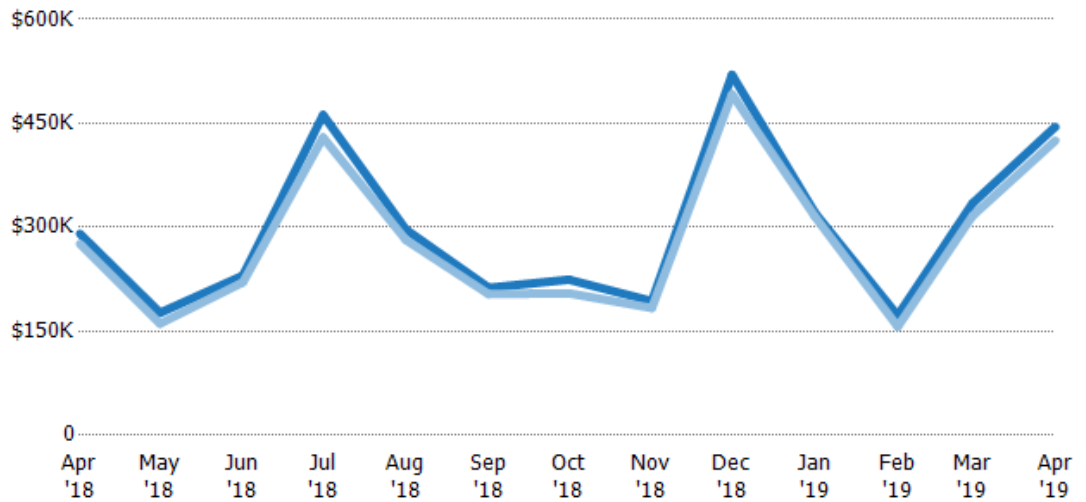
Current Year	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K	\$225K	\$425K
Prior Year	\$230K	\$171K	\$335K	\$81.5K	\$215K	\$214K	\$225K	\$277K	\$102K	\$241K	\$120K	\$210K	\$225K
Percent Change from Prior Year	-2%	2%	-46%	427%	47%	-7%	-9%	-32%	477%	36%	33%	7%	89%

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



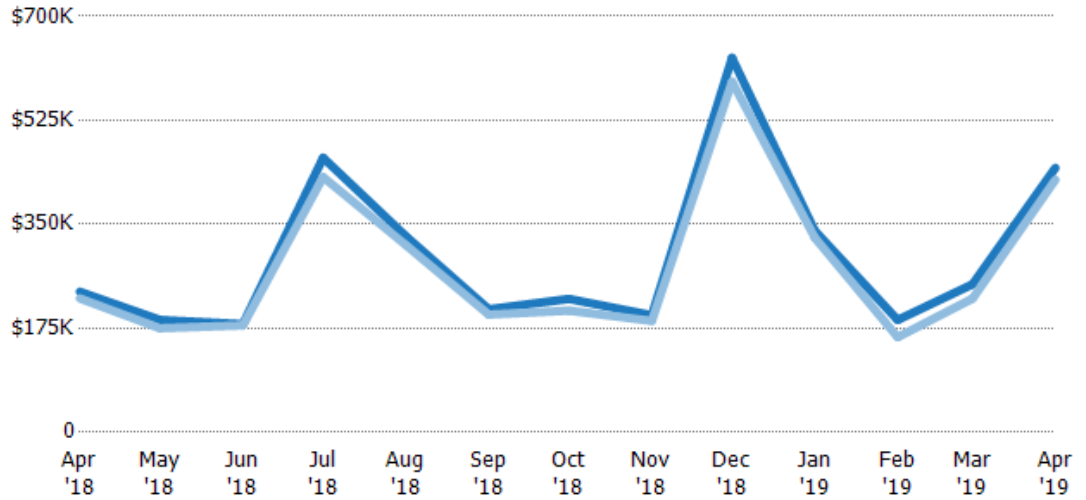
Avg List Price	\$291K	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K	\$335K	\$445K
Avg Sales Price	\$276K	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K	\$317K	\$425K
Avg Sales Price as a % of Avg List Price	95%	91%	96%	93%	95%	96%	91%	95%	95%	98%	91%	95%	96%

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



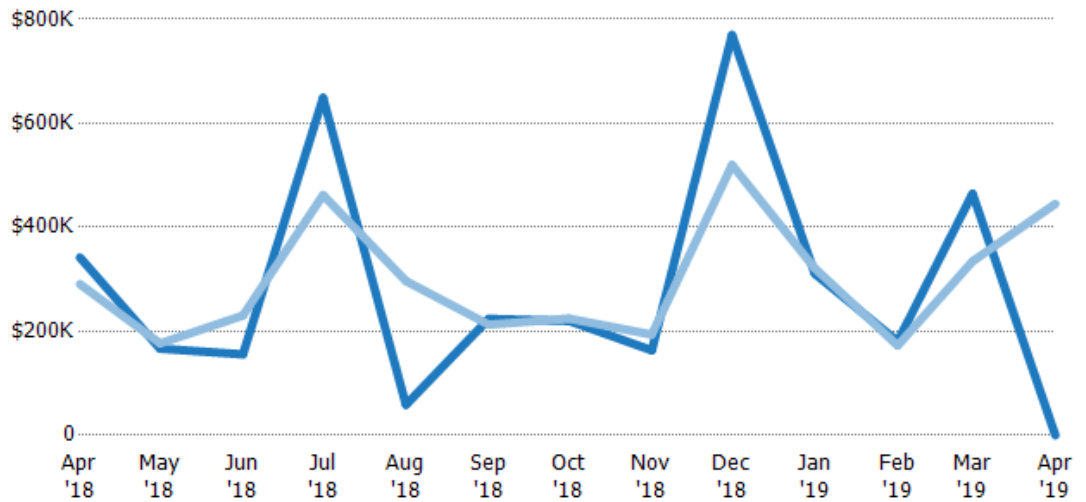
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$237K	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K	\$249K	\$445K
Median Sales Price	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K	\$225K	\$425K
Med Sales Price as a % of Med List Price	95%	93%	99%	93%	95%	96%	91%	95%	94%	97%	85%	90%	96%

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



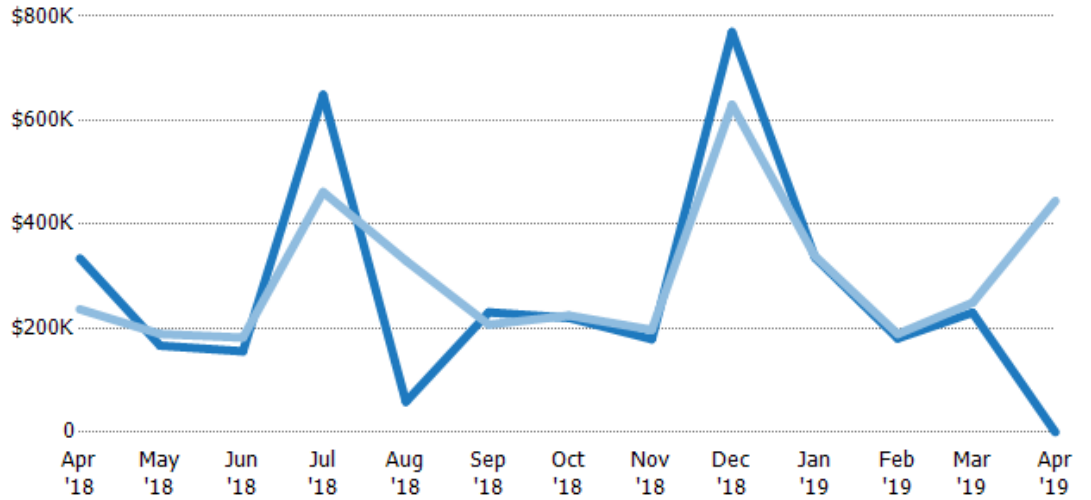
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$342K	\$167K	\$156K	\$649K	\$58.7K	\$224K	\$220K	\$163K	\$770K	\$311K	\$181K	\$464K	\$0
Avg Sales Price	\$291K	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K	\$335K	\$445K
Avg Sales Price as a % of Avg Est Value	85%	106%	148%	71%	506%	95%	102%	119%	68%	103%	96%	72%	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: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$335K	\$167K	\$156K	\$649K	\$58.7K	\$231K	\$220K	\$179K	\$770K	\$336K	\$181K	\$230K	\$0
Median Sales Price	\$237K	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K	\$249K	\$445K
Med Sales Price as a % of Med Est Value	71%	113%	117%	71%	563%	90%	102%	110%	82%	101%	105%	108%	100%