

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	8	-62.5%	20	38	-47.4%
New Listing Volume	\$358,900	\$2,642,200	-86.4%	\$7,545,700	\$13,794,900	-45.3%
Active Listing Count	31	65	-52.3%	N/A	N/A	
Active Listing Volume	\$13,342,100	\$27,445,600	-51.4%	N/A	N/A	
Average Listing Price	\$430,390	\$422,240	+1.9%	\$443,552	\$406,227	+9.2%
Median Listing Price	\$379,900	\$339,000	+12.1%	\$379,160	\$310,676	+22%
Median Days in RPR	199	253	-21.3%	211.89	231.64	-8.5%
Months of Inventory	10.3	5.4	+90.8%	8.6	30.8	-72%
Absorption Rate	9.68%	18.46%	-8.8%	11.6%	3.24%	+8.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	4	+25%	27	26	+3.8%
New Pending Sales Volume	\$1,290,900	\$970,000	+33.1%	\$9,416,000	\$6,884,700	+36.8%
Pending Sales Count	5	5	±	N/A	N/A	
Pending Sales Volume	\$2,119,900	\$1,615,000	+31.3%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	23	21	+9.5%
Closed Sales Volume	\$1,861,500	\$483,000	+285.4%	\$6,774,000	\$4,969,070	+36.3%
Average Sales Price	\$265,929	\$161,000	+65.2%	\$294,522	\$236,622	+24.5%
Median Sales Price	\$227,500	\$175,000	+30%	\$256,739	\$212,336	+20.9%

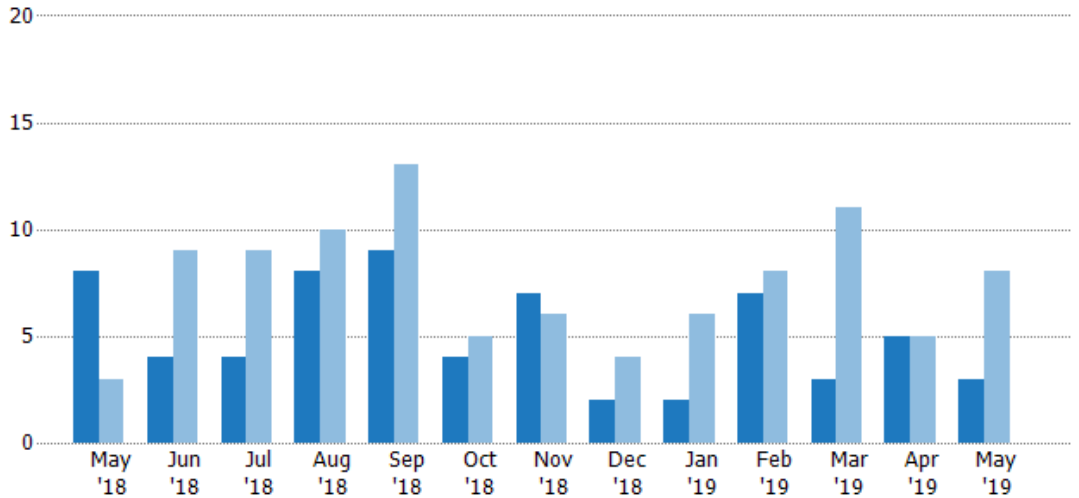
## New Listings

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.
May '19	3	-62.5%
May '18	8	166.7%
May '17	3	200%



Current Year	8	4	4	8	9	4	7	2	2	7	3	5	3
Prior Year	3	9	9	10	13	5	6	4	6	8	11	5	8
Percent Change from Prior Year	167%	-56%	-56%	-20%	-31%	-20%	17%	-50%	-67%	-13%	-73%	0%	-63%

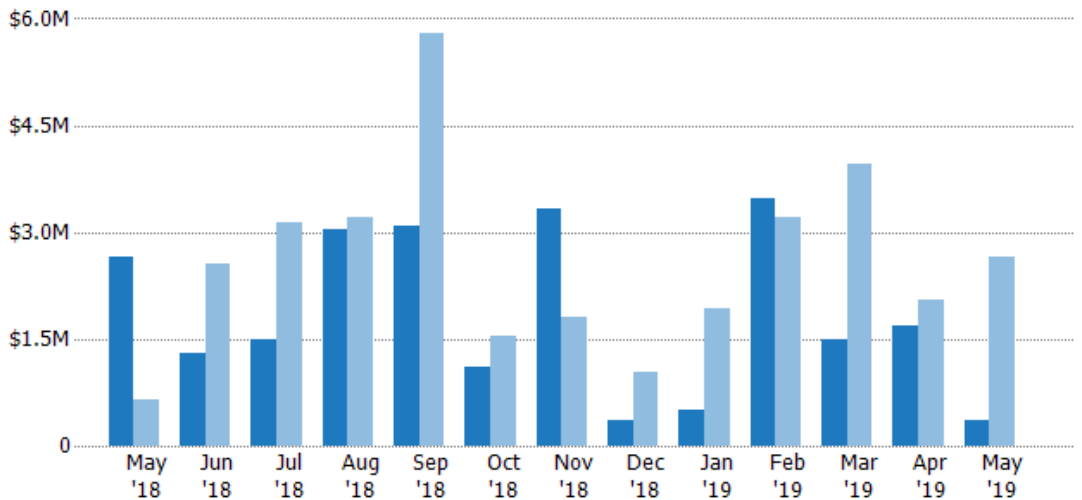
## New Listing Volume

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.
May '19	\$359K	-86.4%
May '18	\$2.64M	310.9%
May '17	\$643K	317.1%



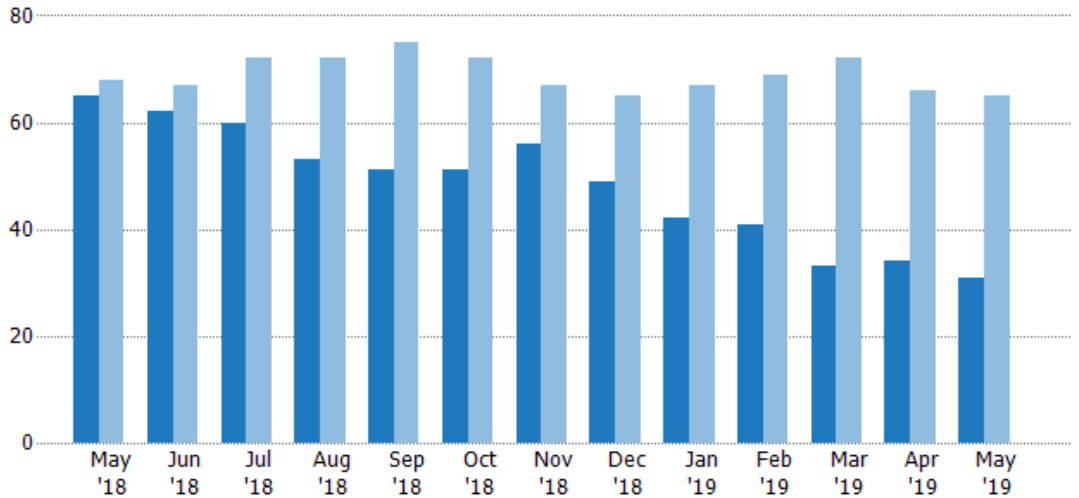
Current Year	\$2.64M	\$1.31M	\$1.49M	\$3.05M	\$3.09M	\$1.11M	\$3.33M	\$347K	\$512K	\$3.48M	\$1.49M	\$1.7M	\$359K
Prior Year	\$643K	\$2.55M	\$3.14M	\$3.22M	\$5.79M	\$1.53M	\$1.8M	\$1.03M	\$1.93M	\$3.21M	\$3.95M	\$2.06M	\$2.64M
Percent Change from Prior Year	311%	-49%	-52%	-5%	-47%	-27%	85%	-66%	-73%	8%	-62%	-18%	-86%

## 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



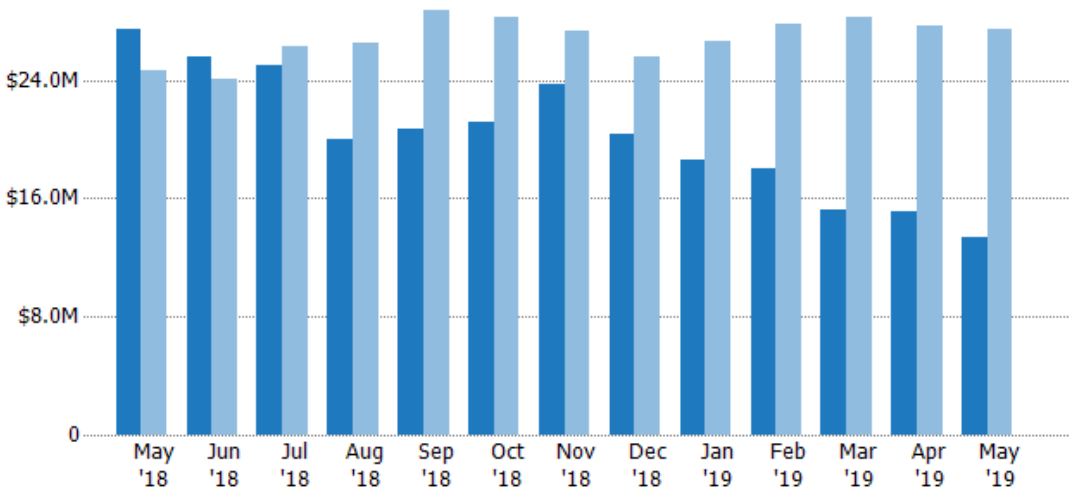
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	65	62	60	53	51	51	56	49	42	41	33	34	31
Prior Year	68	67	72	72	75	72	67	65	67	69	72	66	65
Percent Change from Prior Year	-4%	-7%	-17%	-26%	-32%	-29%	-16%	-25%	-37%	-41%	-54%	-48%	-52%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$27.4M	\$25.6M	\$25M	\$20M	\$20.7M	\$21.1M	\$23.7M	\$20.3M	\$18.6M	\$18M	\$15.2M	\$15.1M	\$13.3M
Prior Year	\$24.7M	\$24.1M	\$26.3M	\$26.5M	\$28.7M	\$28.3M	\$27.3M	\$25.6M	\$26.6M	\$27.7M	\$28.2M	\$27.7M	\$27.4M
Percent Change from Prior Year	11%	6%	-5%	-25%	-28%	-25%	-13%	-21%	-30%	-35%	-46%	-45%	-51%

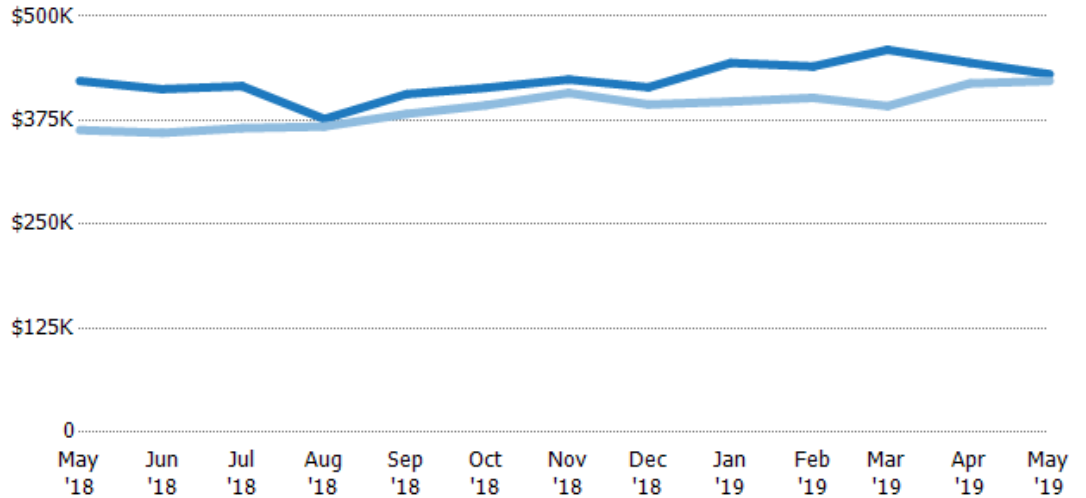
## Average Listing Price

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.
May '19	\$430K	1.9%
May '18	\$422K	16.3%
May '17	\$363K	-9.1%



Current Year	\$422K	\$412K	\$416K	\$376K	\$407K	\$414K	\$424K	\$415K	\$444K	\$440K	\$460K	\$444K	\$430K
Prior Year	\$363K	\$360K	\$365K	\$367K	\$383K	\$393K	\$408K	\$394K	\$397K	\$402K	\$392K	\$419K	\$422K
Percent Change from Prior Year	16%	15%	14%	2%	6%	5%	4%	5%	12%	9%	17%	6%	2%

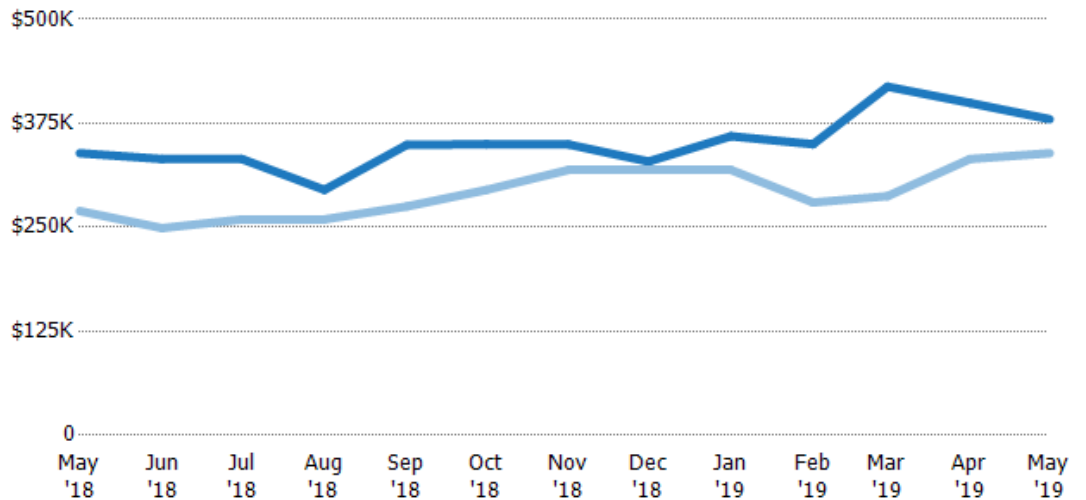
## Median Listing Price

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.
May '19	\$380K	12.1%
May '18	\$339K	25.8%
May '17	\$270K	2%



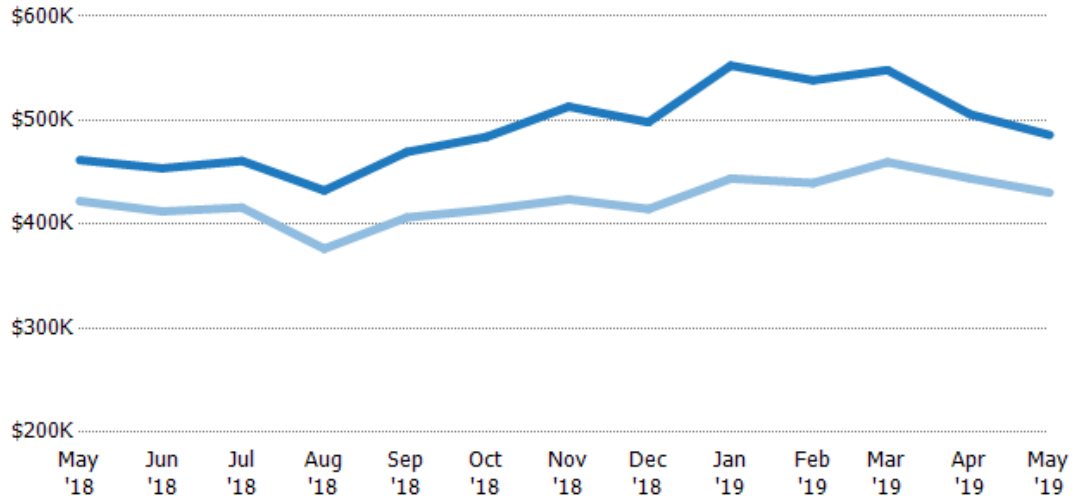
Current Year	\$339K	\$332K	\$332K	\$295K	\$349K	\$350K	\$349K	\$329K	\$359K	\$350K	\$419K	\$399K	\$380K
Prior Year	\$270K	\$249K	\$259K	\$259K	\$275K	\$295K	\$319K	\$319K	\$319K	\$280K	\$287K	\$332K	\$339K
Percent Change from Prior Year	26%	33%	28%	14%	27%	19%	10%	3%	13%	25%	46%	20%	12%

## 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

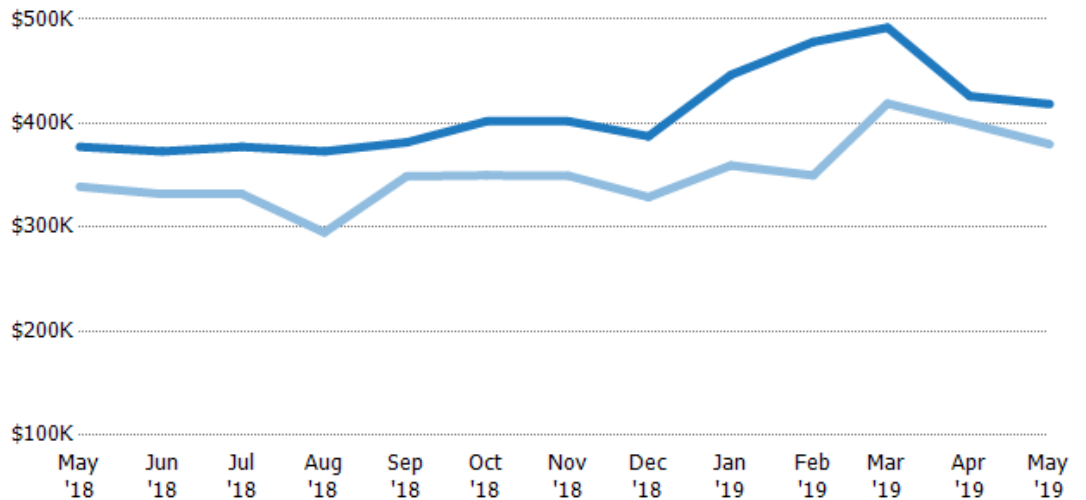


## Median Listing Price vs Median Est Value

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

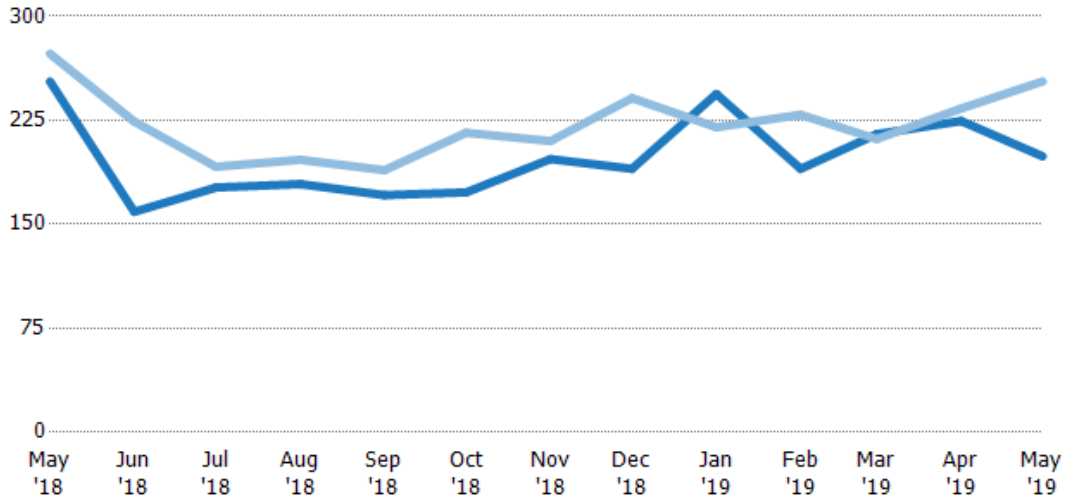


## Median Days in RPR

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



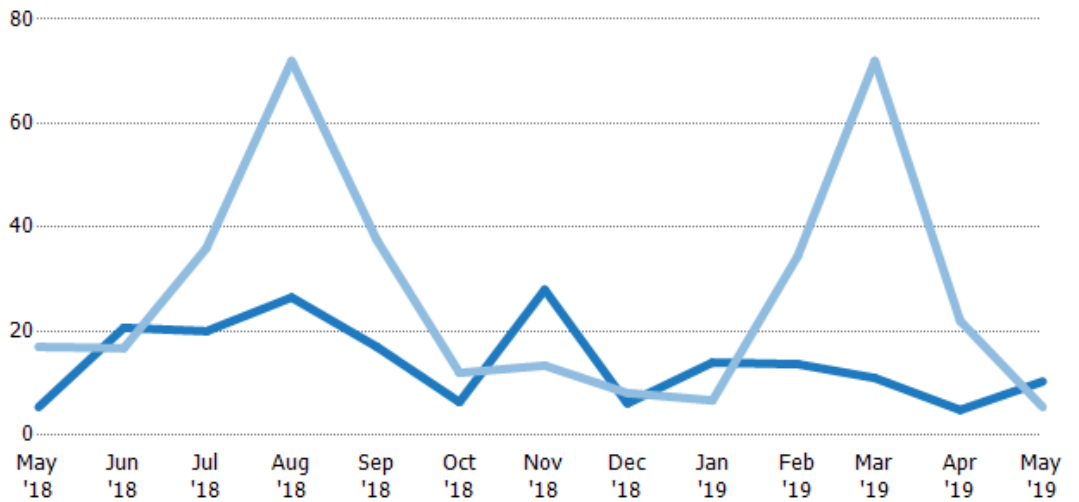
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	253	159	177	179	171	173	197	190	244	190	215	225	199
Prior Year	273	224	192	197	189	216	210	241	220	229	212	234	253
Percent Change from Prior Year	-7%	-29%	-8%	-9%	-10%	-20%	-6%	-21%	11%	-17%	2%	-4%	-21%

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



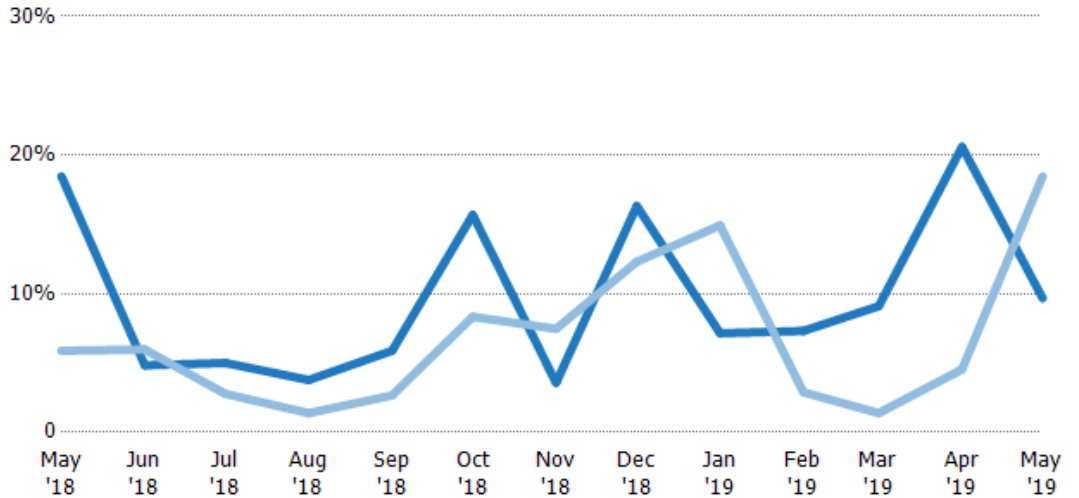
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	5.42	20.7	20	26.5	17	6.38	28	6.13	14	13.7	11	4.86	10.3
Prior Year	17	16.8	36	72	37.5	12	13.4	8.13	6.7	34.5	72	22	5.42
Percent Change from Prior Year	-68%	23%	-44%	-63%	-55%	-47%	109%	-25%	109%	-60%	-85%	-78%	91%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



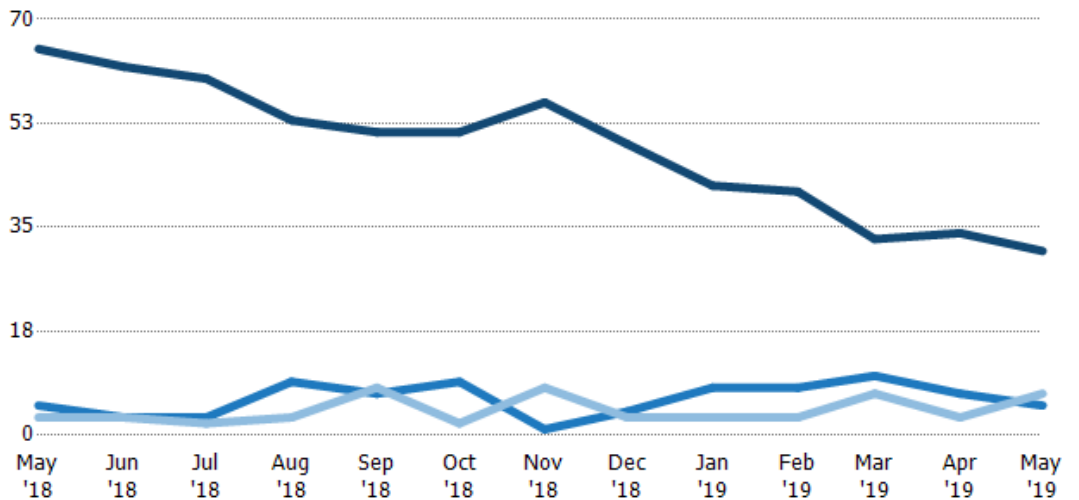
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	18%	5%	5%	4%	6%	16%	4%	16%	7%	7%	9%	21%	10%
Prior Year	6%	6%	3%	1%	3%	8%	7%	12%	15%	3%	1%	5%	18%
Change from Prior Year	-13%	1%	-2%	-2%	-3%	-7%	4%	-4%	8%	-4%	-8%	-16%	9%

## Active/Pending/Sold Units

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

### Filters Used

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



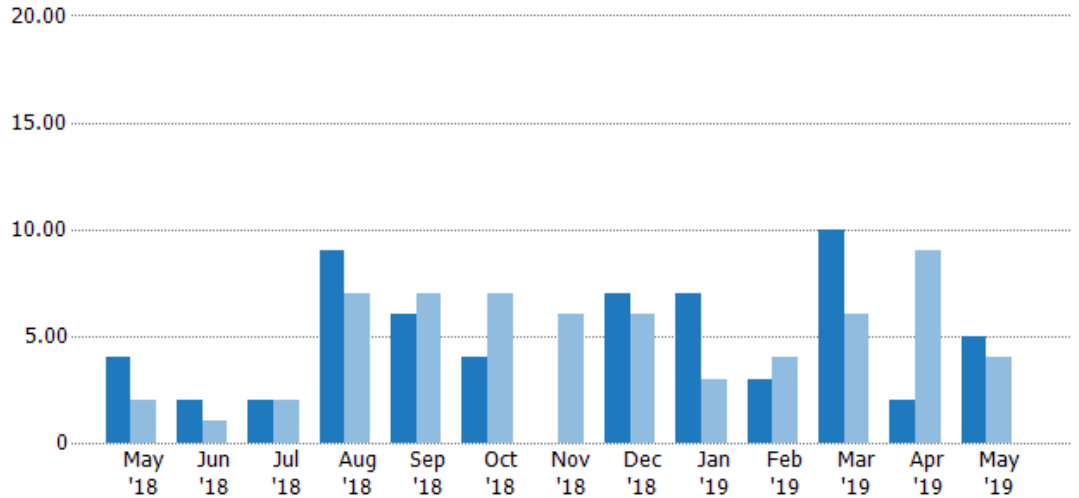
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	65	62	60	53	51	51	56	49	42	41	33	34	31
Pending	5	3	3	9	7	9	1	4	8	8	10	7	5
Sold	3	3	2	3	8	2	8	3	3	3	7	3	7

## 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



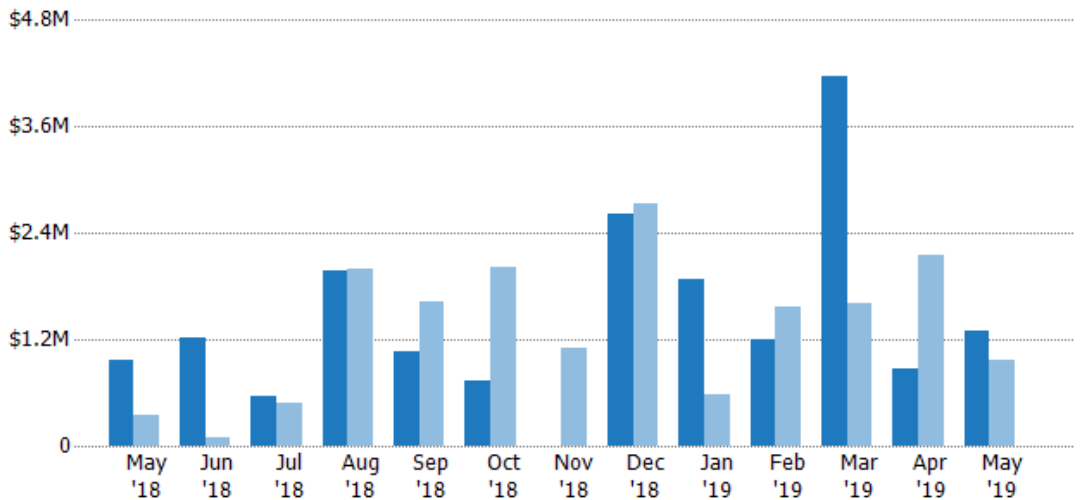
Current Year	4	2	2	9	6	4	-	7	7	3	10	2	5
Prior Year	2	1	2	7	7	7	6	6	3	4	6	9	4
Percent Change from Prior Year	100%	100%	0%	29%	-14%	-43%	-100%	17%	133%	-25%	67%	-78%	25%

## 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	\$970K	\$1.22M	\$550K	\$1.98M	\$1.06M	\$730K	-	\$2.62M	\$1.89M	\$1.19M	\$4.17M	\$875K	\$1.29M
Prior Year	\$339K	\$100K	\$474K	\$1.99M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M	\$2.15M	\$970K
Percent Change from Prior Year	186%	1,124%	16%	-1%	-35%	-64%	-100%	-4%	226%	-24%	159%	-59%	33%

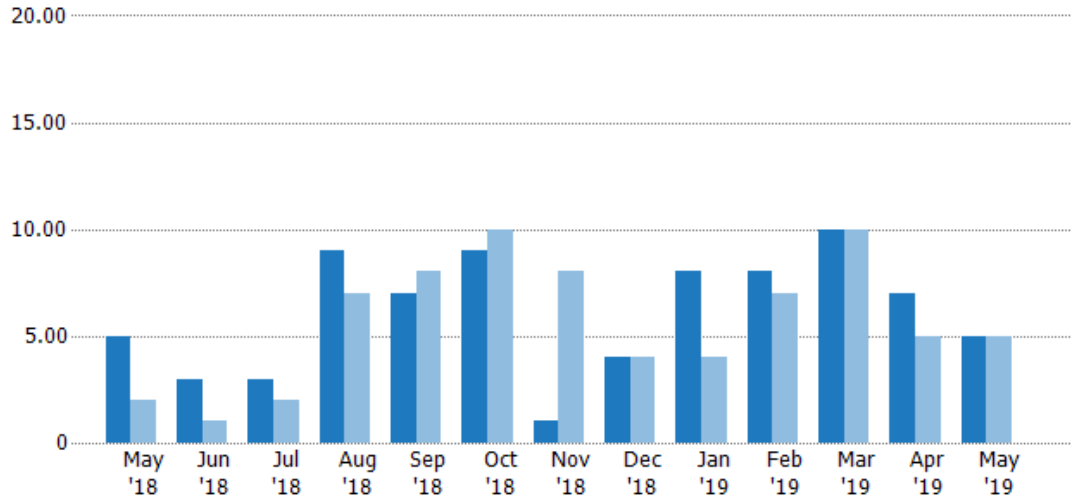


## Pending Sales

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



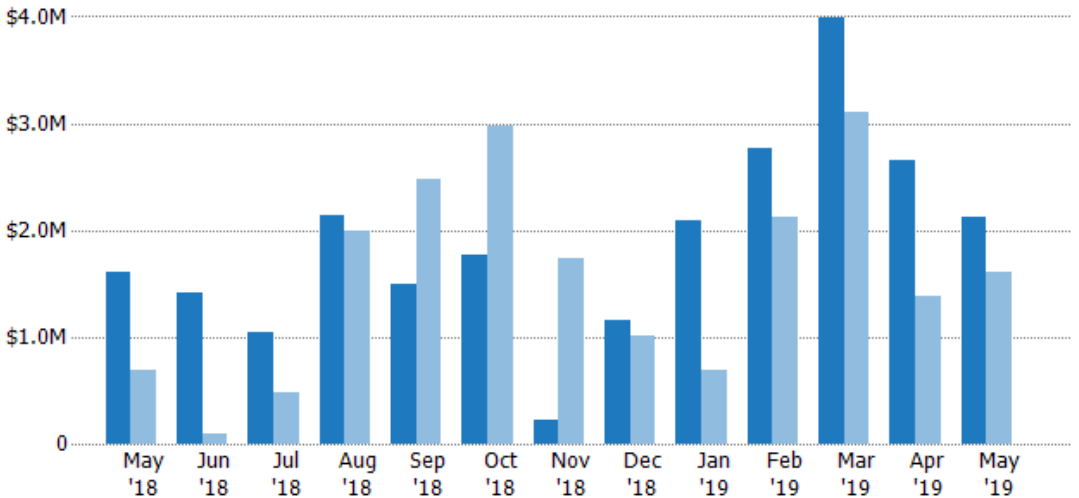
Month/Year	Count	% Chg.
May '19	5	0%
May '18	5	150%
May '17	2	200%

## 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



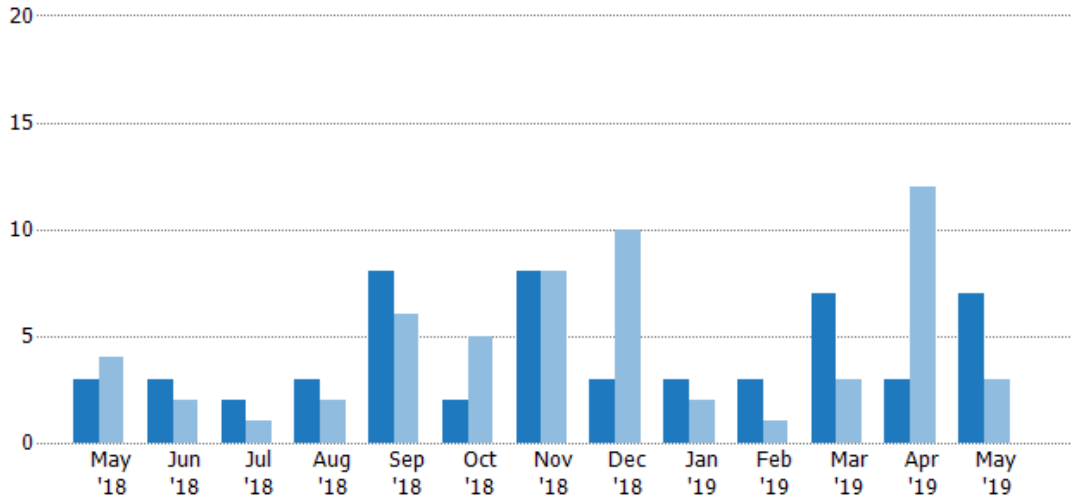
Month/Year	Volume	% Chg.
May '19	\$2.12M	31.3%
May '18	\$1.62M	132.7%
May '17	\$694K	94.7%

## 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



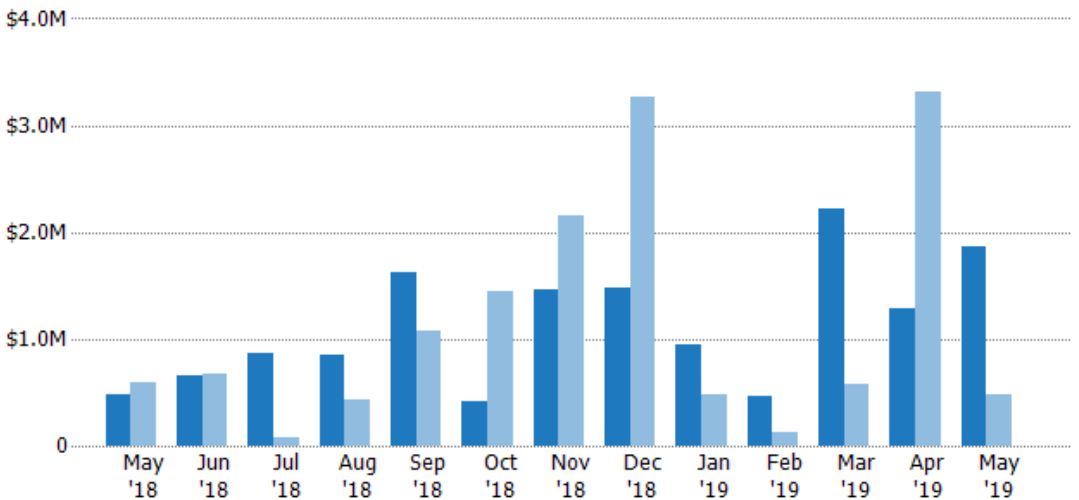
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	3	3	2	3	8	2	8	3	3	3	7	3	7
Prior Year	4	2	1	2	6	5	8	10	2	1	3	12	3
Percent Change from Prior Year	-25%	50%	100%	50%	33%	-60%	0%	-70%	50%	200%	133%	-75%	133%

## 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



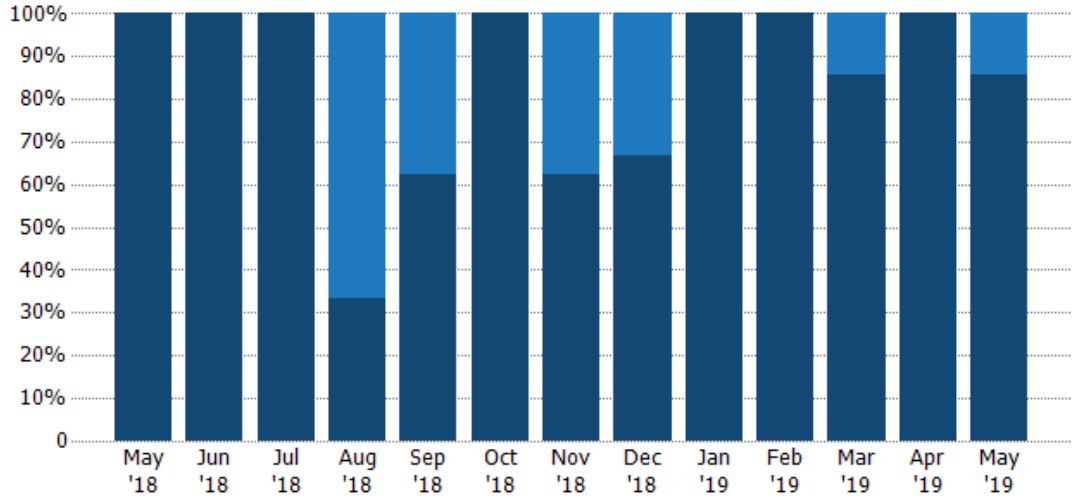
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$483K	\$662K	\$859K	\$845K	\$1.63M	\$410K	\$1.47M	\$1.48M	\$948K	\$470K	\$2.22M	\$1.28M	\$1.86M
Prior Year	\$599K	\$670K	\$81.5K	\$430K	\$1.08M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$571K	\$3.31M	\$483K
Percent Change from Prior Year	-19%	-1%	954%	97%	51%	-72%	-32%	-55%	97%	292%	288%	-61%	285%

## 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



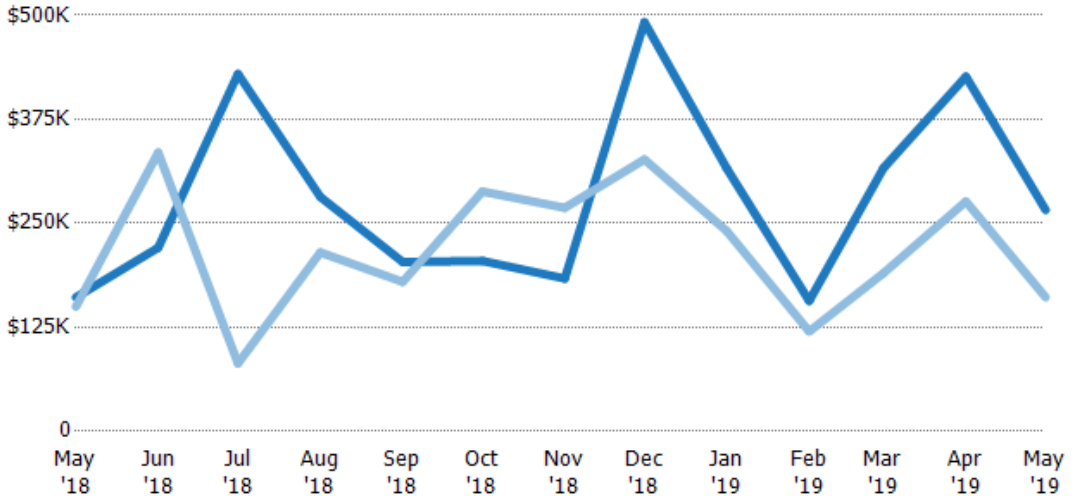
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	-	-	-	67%	38%	-	38%	33%	-	-	14%	-	14%
Single Family Residence	100%	100%	100%	33%	63%	100%	63%	67%	100%	100%	86%	100%	86%

## 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.
May '19	\$266K	65.2%
May '18	\$161K	7.5%
May '17	\$150K	27.3%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K	\$317K	\$426K	\$266K
Prior Year	\$150K	\$335K	\$81.5K	\$215K	\$180K	\$288K	\$269K	\$327K	\$241K	\$120K	\$190K	\$276K	\$161K
Percent Change from Prior Year	8%	-34%	427%	31%	13%	-29%	-32%	50%	31%	31%	66%	54%	65%

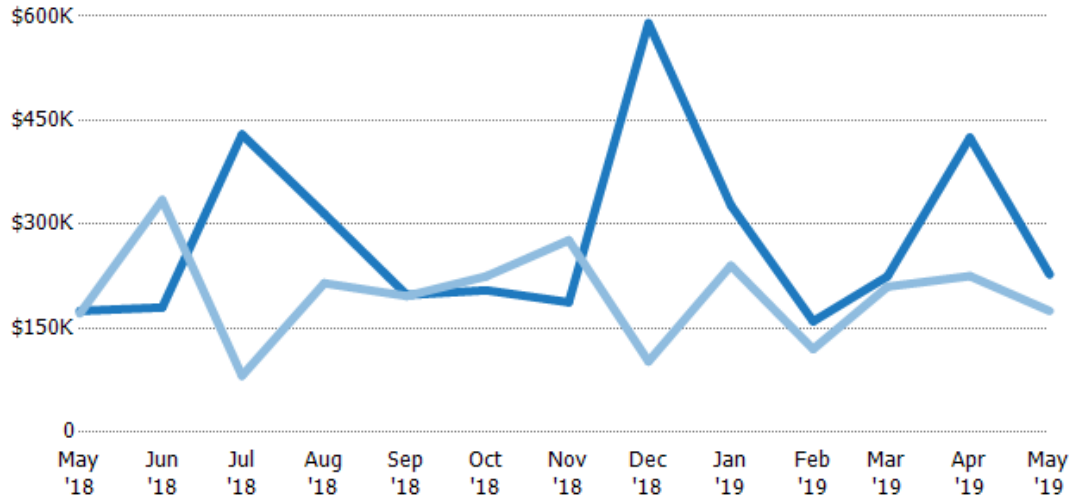
## Median Sales Price

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.
May '19	\$228K	30%
May '18	\$175K	2.2%
May '17	\$171K	37.8%



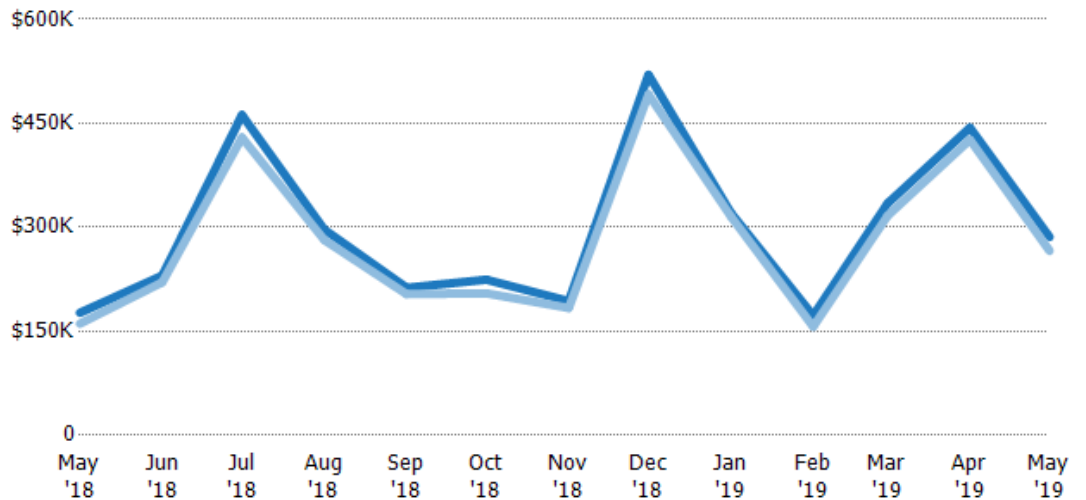
Current Year	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K	\$225K	\$425K	\$228K
Prior Year	\$171K	\$335K	\$81.5K	\$215K	\$197K	\$225K	\$277K	\$102K	\$241K	\$120K	\$210K	\$225K	\$175K
Percent Change from Prior Year	2%	-46%	427%	47%	1%	-9%	-32%	477%	36%	33%	7%	89%	30%

## 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



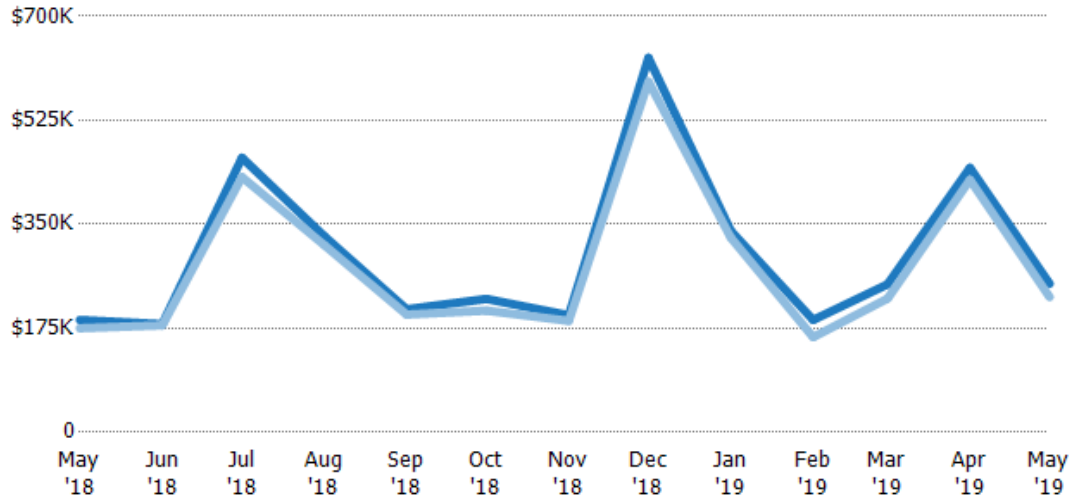
Avg List Price	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K	\$335K	\$444K	\$286K
Avg Sales Price	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K	\$317K	\$426K	\$266K
Avg Sales Price as a % of Avg List Price	91%	96%	93%	95%	96%	91%	95%	95%	98%	91%	95%	96%	93%

## 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



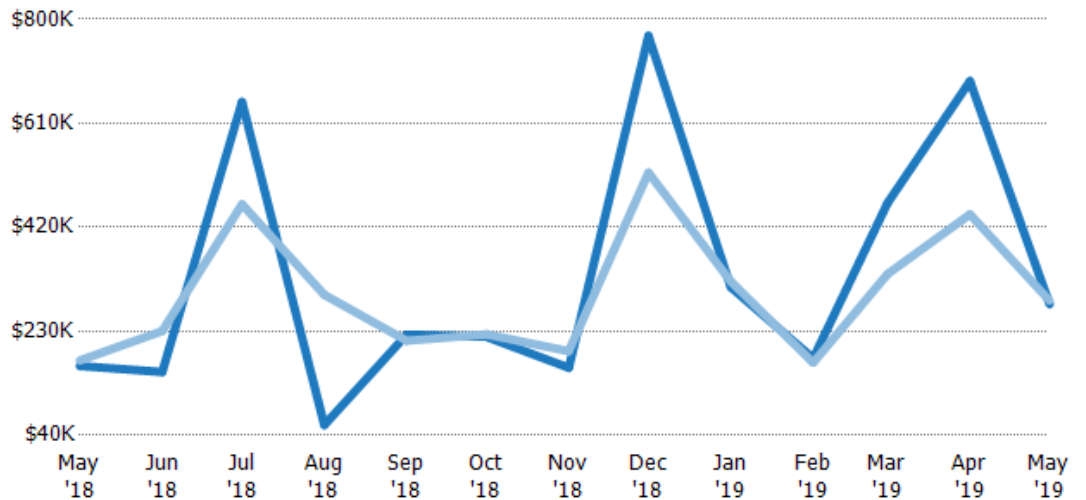
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K	\$249K	\$445K	\$250K
Median Sales Price	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K	\$225K	\$425K	\$228K
Med Sales Price as a % of Med List Price	93%	99%	93%	95%	96%	91%	95%	94%	97%	85%	90%	96%	91%

## 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



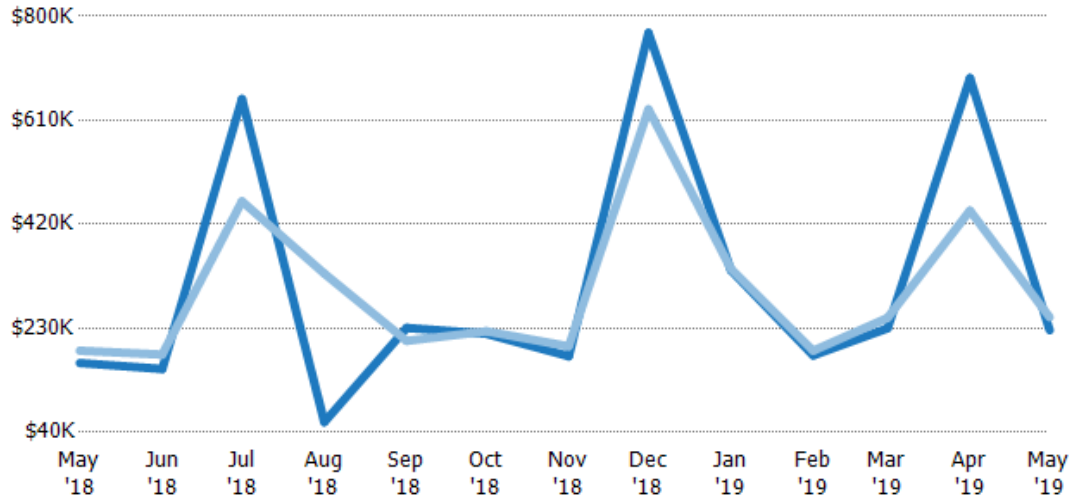
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$167K	\$156K	\$649K	\$58.7K	\$224K	\$220K	\$163K	\$770K	\$311K	\$181K	\$464K	\$687K	\$279K
Avg Sales Price	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K	\$335K	\$444K	\$286K
Avg Sales Price as a % of Avg Est Value	106%	148%	71%	506%	95%	102%	119%	68%	103%	96%	72%	65%	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: Ludlow, VT 05149,  
Proctorsville, VT 05153  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Median Est Value	\$167K	\$156K	\$649K	\$58.7K	\$231K	\$220K	\$179K	\$770K	\$336K	\$181K	\$230K	\$687K	\$227K
Median Sales Price	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K	\$249K	\$445K	\$250K
Med Sales Price as a % of Med Est Value	113%	117%	71%	563%	90%	102%	110%	82%	101%	105%	108%	65%	110%