

Summary of Key Listing and Sales Metrics

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

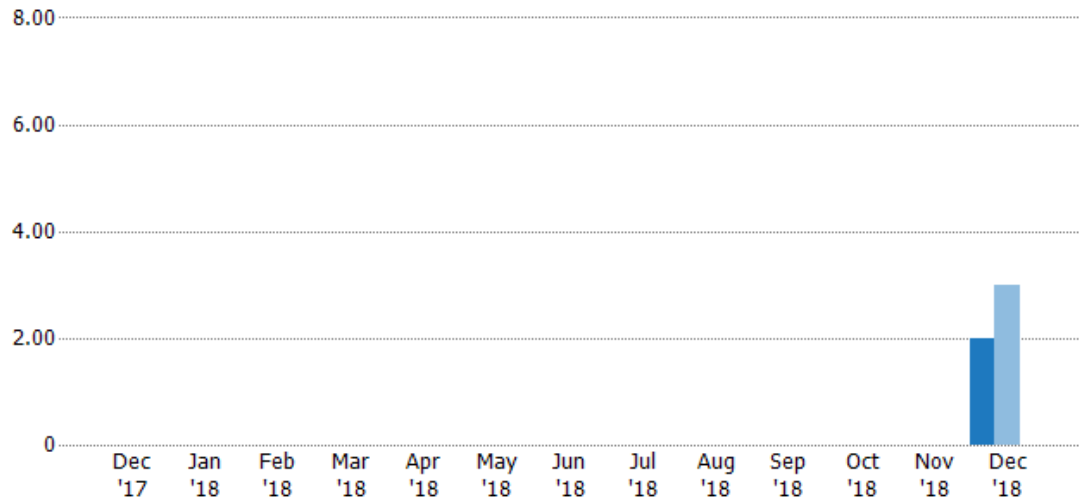
Key Metrics	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	3	-33.3%	2	3	-33.3%
New Listing Volume	\$346,900	\$844,000	-58.9%	\$346,900	\$844,000	-58.9%
Active Listing Count	44	60	-26.7%	N/A	N/A	
Active Listing Volume	\$18,931,599	\$25,227,699	-25%	N/A	N/A	
Average Listing Price	\$430,264	\$420,462	+2.3%	\$430,264	\$420,462	+2.3%
Median Listing Price	\$327,000	\$347,500	-5.9%	\$327,000	\$347,500	-5.9%
Median Days in RPR	147	212.5	-30.8%	147	212.5	-30.8%
Months of Inventory	—	—	—	4.4	20	-78%
Absorption Rate	—	—	+	22.73%	5%	+17.7%
Sales Activity Charts Metrics						
New Pending Sales Count	7	6	+16.7%	7	6	+16.7%
New Pending Sales Volume	\$2,615,400	\$2,734,000	-4.3%	\$2,615,400	\$2,734,000	-4.3%
Pending Sales Count	7	4	+75%	N/A	N/A	
Pending Sales Volume	\$1,914,500	\$1,009,000	+89.7%	N/A	N/A	
Closed Sales Count	3	10	-70%	3	10	-70%
Closed Sales Volume	\$1,475,000	\$3,266,900	-54.9%	\$1,475,000	\$3,266,900	-54.9%
Average Sales Price	\$491,667	\$326,690	+50.5%	\$491,667	\$326,690	+50.5%
Median Sales Price	\$590,000	\$102,200	+477.3%	\$590,000	\$102,200	+477.3%

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



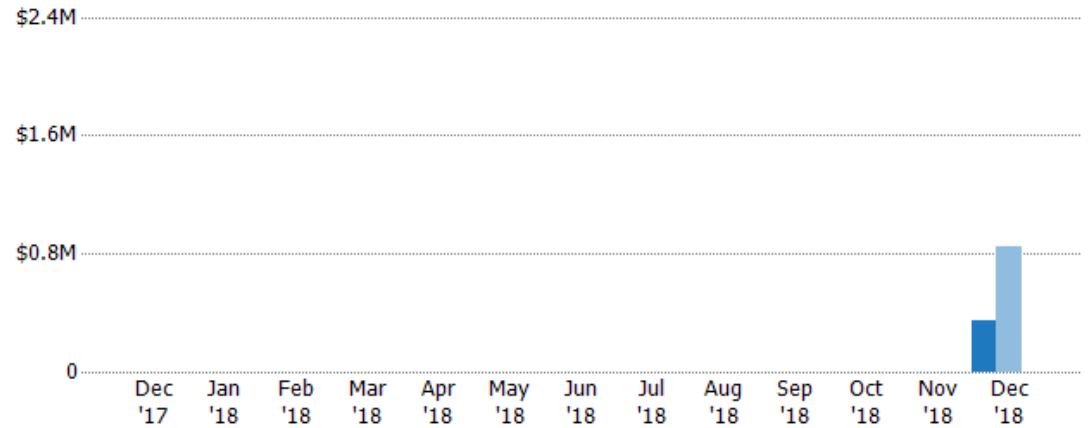
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-33%

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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$347K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$844K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-59%

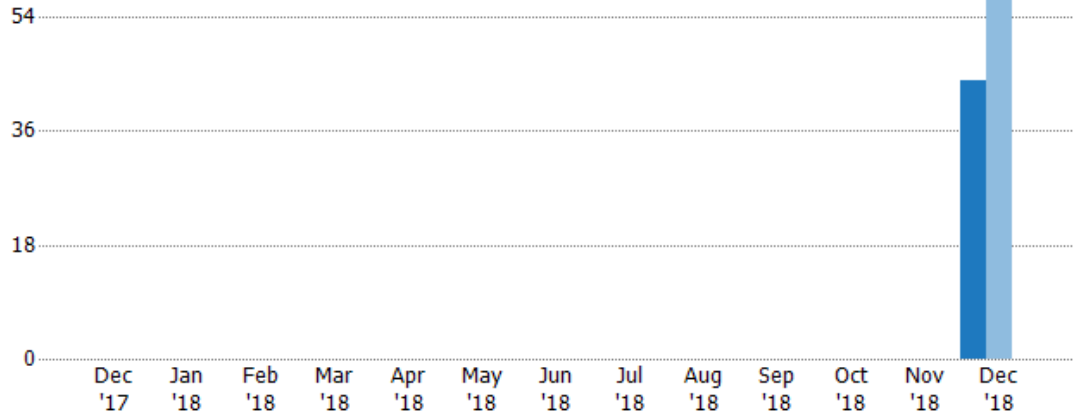
Active Listings

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	-	-	-	-	-	-	-	-	-	-	-	-	44
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	60
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-27%

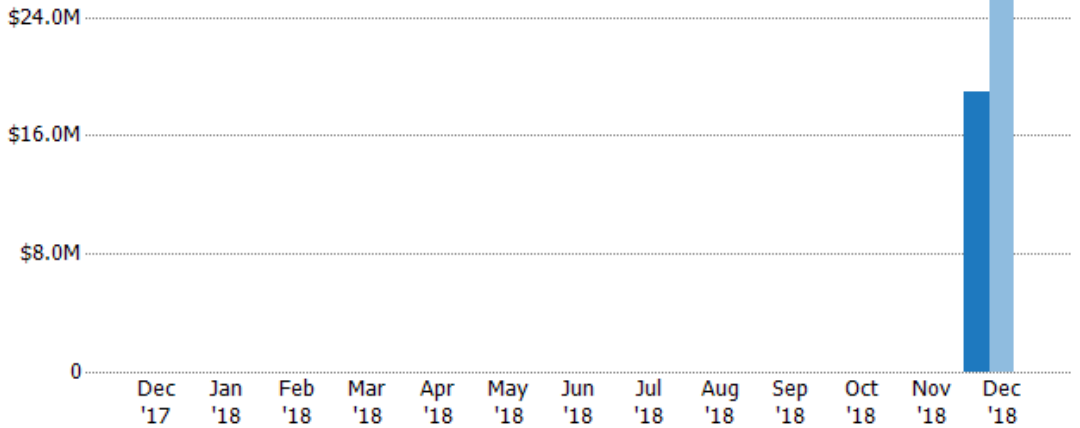
Active Listing Volume

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	-	-	-	-	-	-	-	-	-	-	-	-	\$18.9M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$25.2M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%

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

\$500K

\$375K

\$250K

\$125K

0

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$430K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$420K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	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

\$400K

\$300K

\$200K

\$100K

0

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
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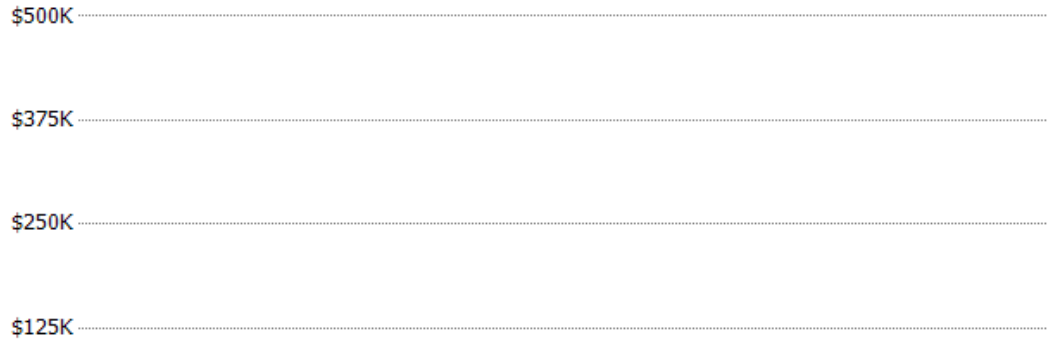
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$348K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

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



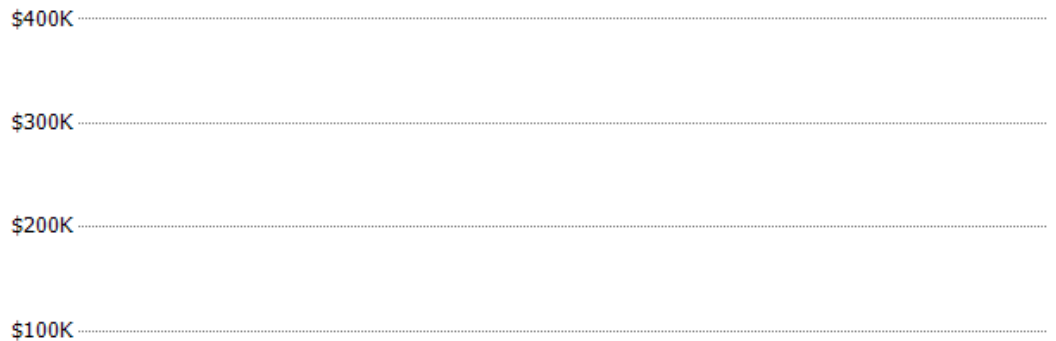
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	\$485K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$430K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	89%

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



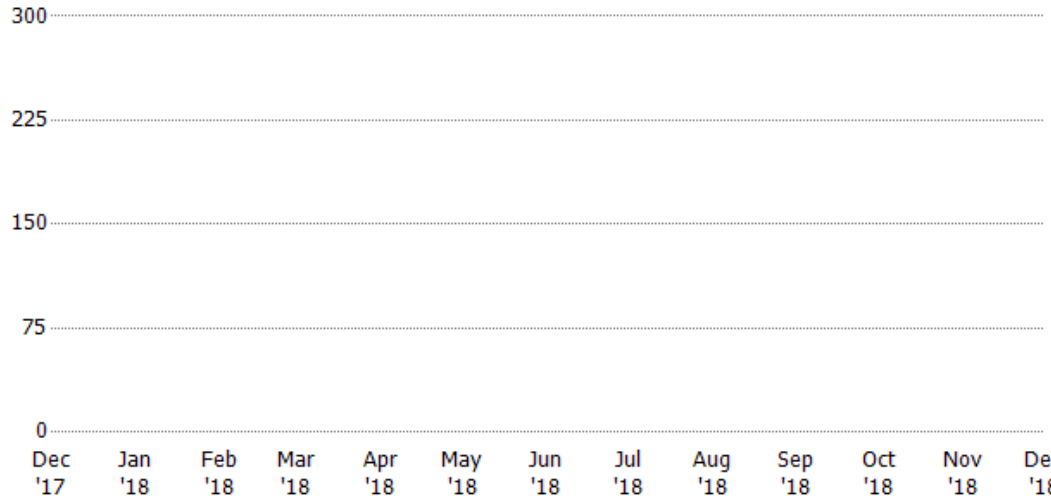
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	\$364K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	90%

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

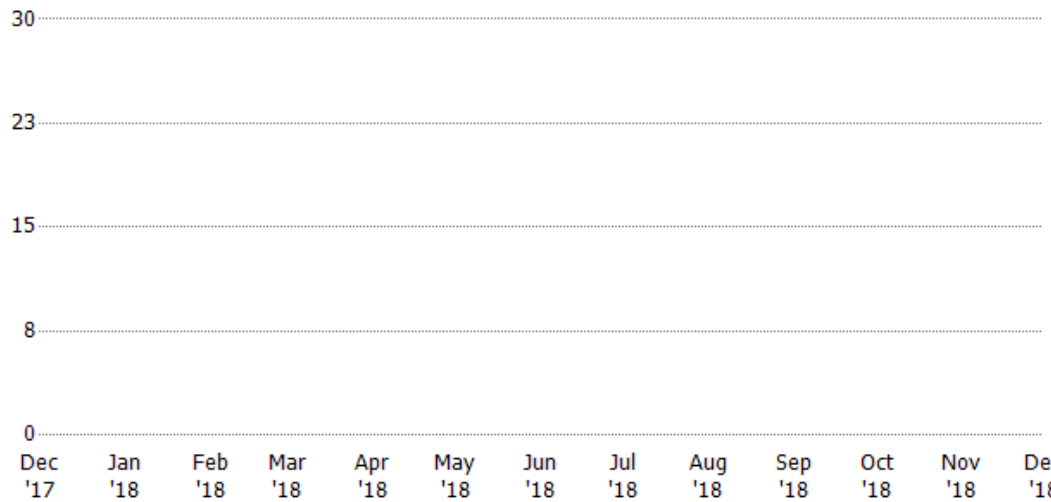


Months of Inventory

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

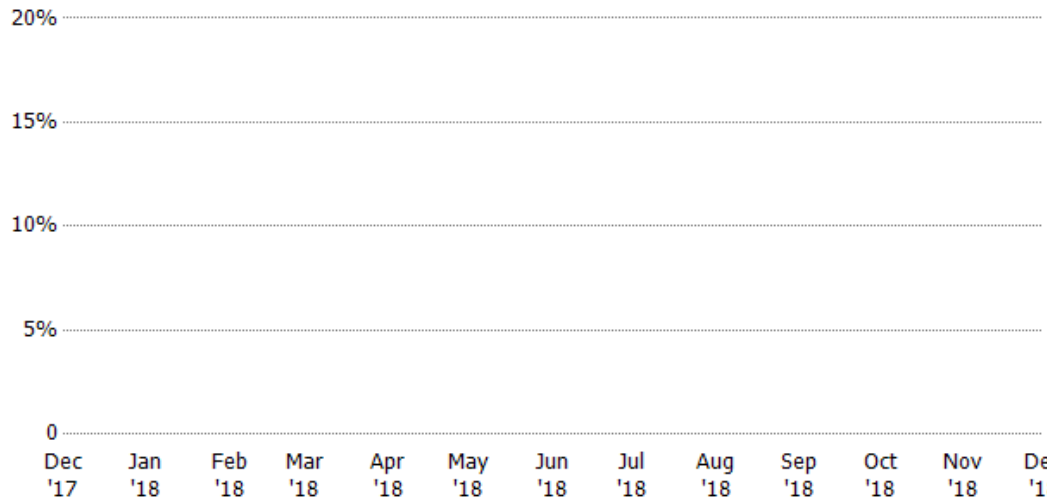


Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



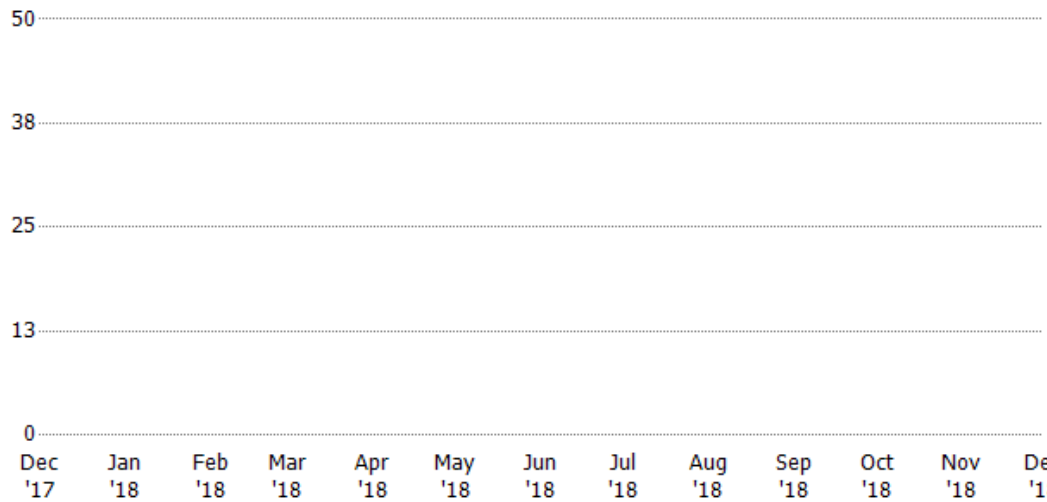
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	18%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

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



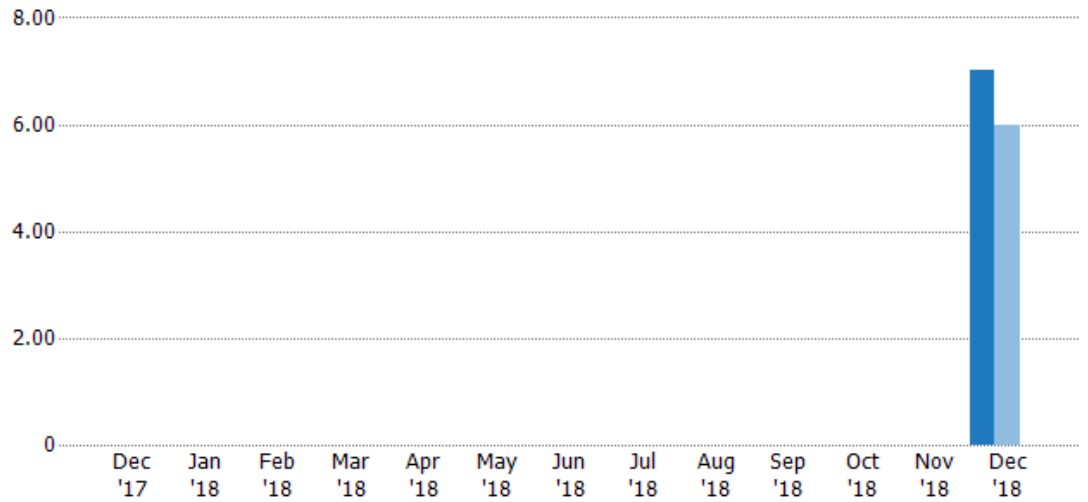
Active	-	-	-	-	-	-	-	-	-	-	-	-	44
Pending	-	-	-	-	-	-	-	-	-	-	-	-	7
Sold	-	-	-	-	-	-	-	-	-	-	-	-	3

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



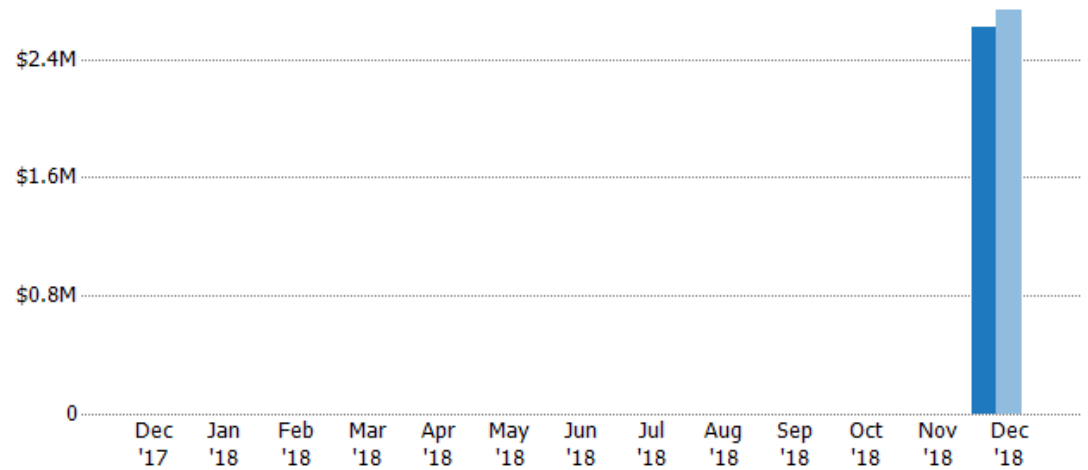
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%

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



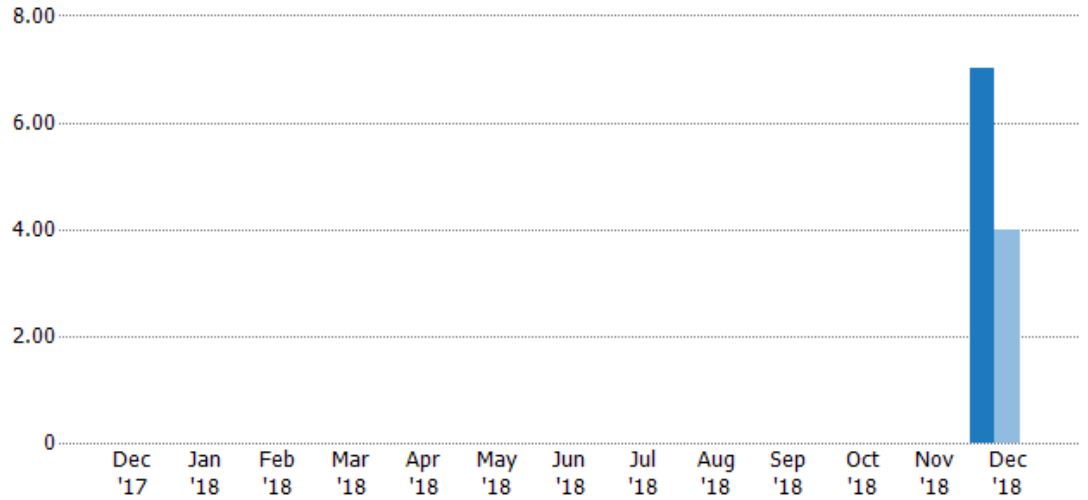
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$2.62M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$2.73M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

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



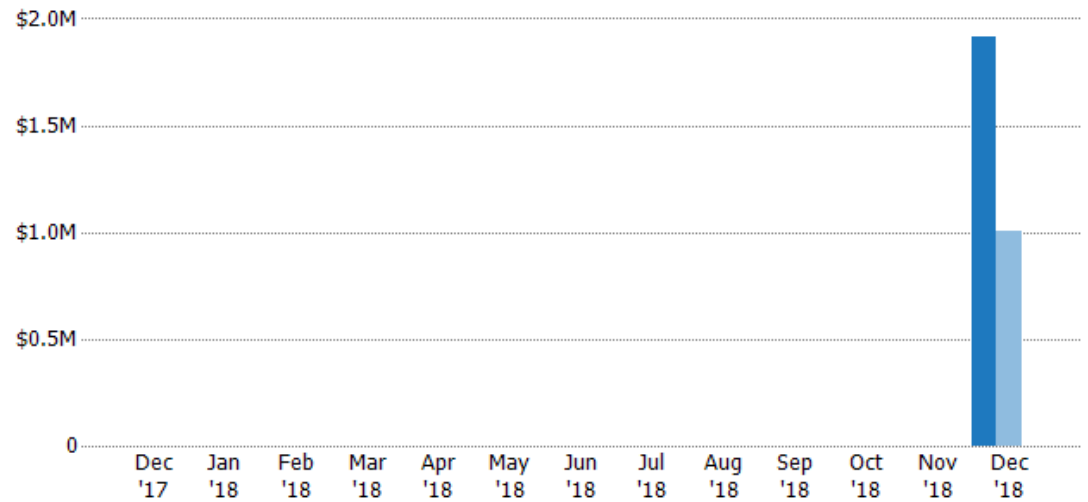
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	75%

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



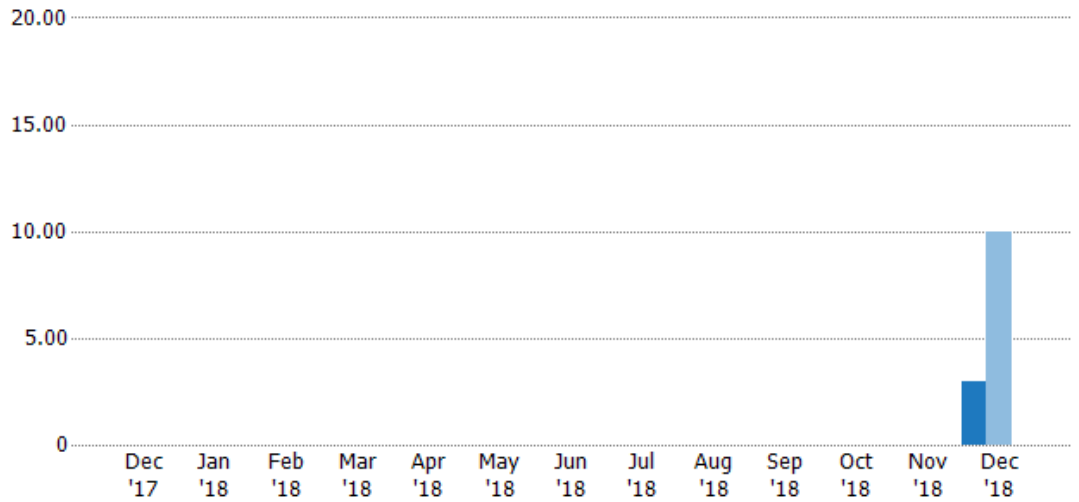
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.91M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.01M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	90%

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



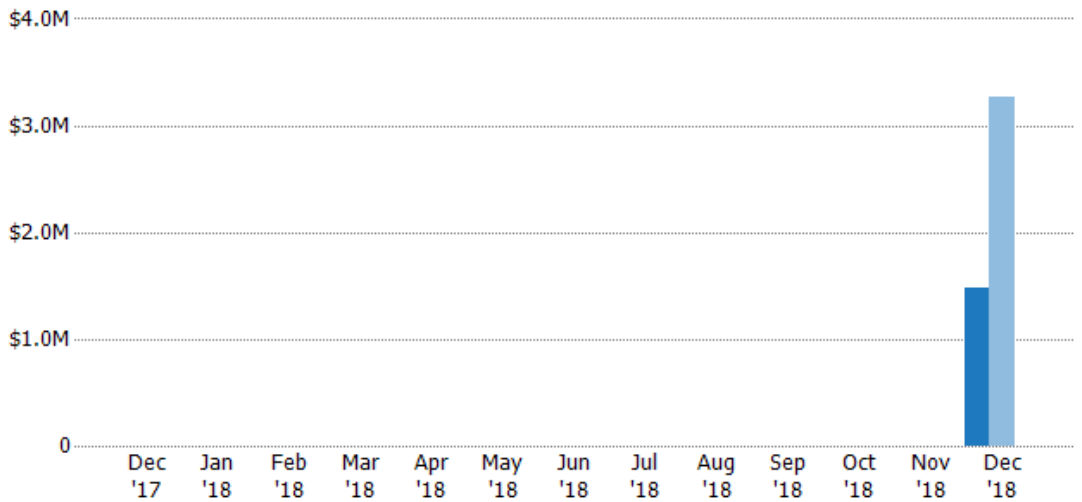
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-70%

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	-	-	-	-	-	-	-	-	-	-	-	-	\$1.48M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$3.27M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-55%

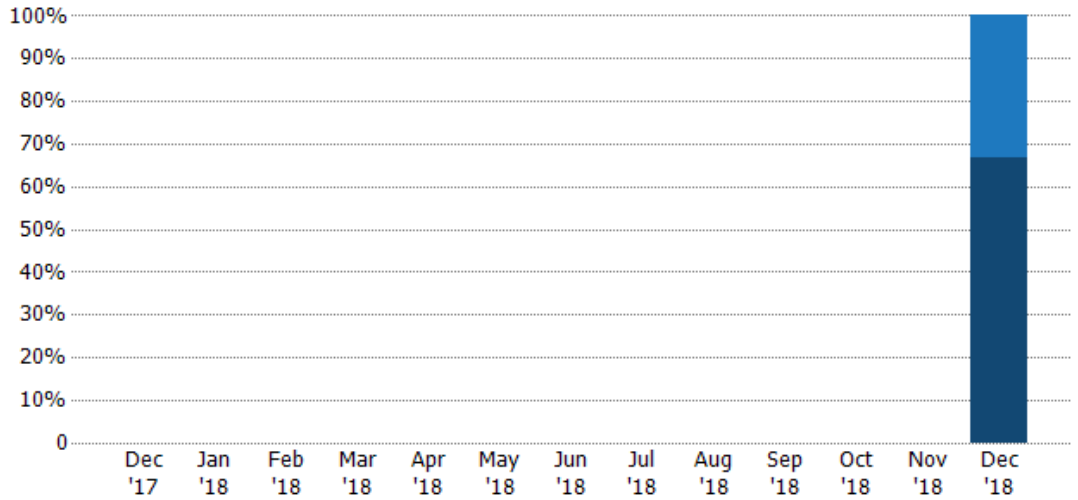
Closed Sales by Property Type

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	-	-	-	-	-	-	-	-	-	-	-	-	33%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	67%

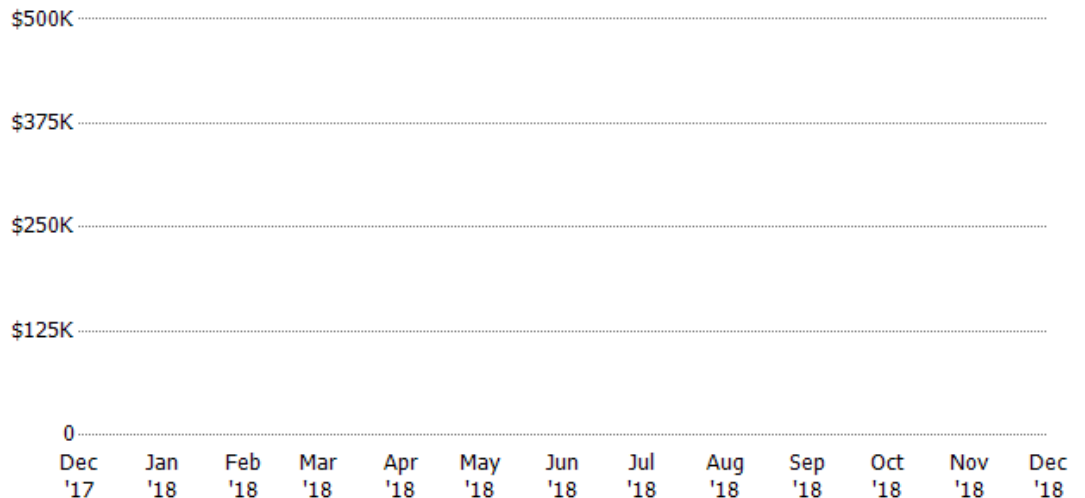
Average Sales Price

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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$492K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	50%

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

\$600K

\$450K

\$300K

\$150K

0

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$590K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$102K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	477%

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

\$600K

\$450K

\$300K

\$150K

0

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
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Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$520K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$492K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

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

\$700K

\$525K

\$350K

\$175K

0
Dec '17 Jan '18 Feb '18 Mar '18 Apr '18 May '18 Jun '18 Jul '18 Aug '18 Sep '18 Oct '18 Nov '18 Dec '18

Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$630K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$590K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

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

\$800K

\$600K

\$400K

\$200K

0
Dec '17 Jan '18 Feb '18 Mar '18 Apr '18 May '18 Jun '18 Jul '18 Aug '18 Sep '18 Oct '18 Nov '18 Dec '18

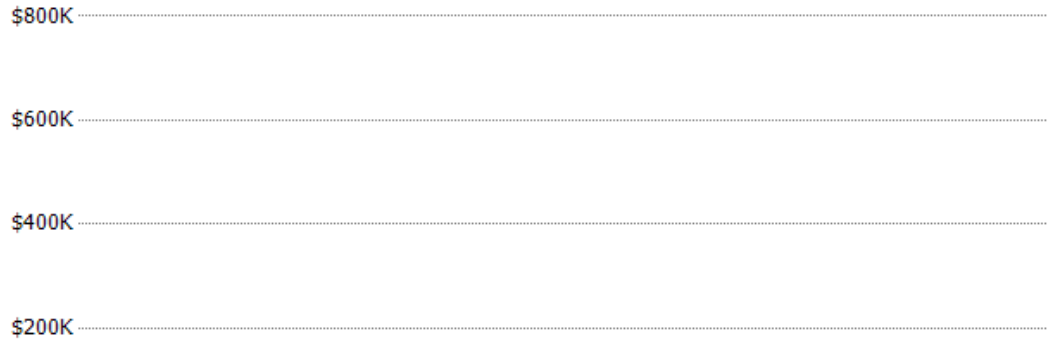
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$770K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$520K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	68%

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



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$770K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$630K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	82%