

## 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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	10	-20%	8	10	-20%
New Listing Volume	\$3,398,900	\$4,957,000	-31.4%	\$3,398,900	\$4,957,000	-31.4%
Active Listing Count	68	81	-16%	68	81	-16%
Active Listing Volume	\$28,758,799	\$30,569,299	-5.9%	\$28,758,799	\$30,569,299	-5.9%
Average Listing Price	\$422,924	\$377,399	+12.1%	\$422,924	\$377,399	+12.1%
Median Listing Price	\$329,000	\$265,000	+24.2%	\$329,000	\$265,000	+24.2%
Median Daysin RPR	229	234	-2.1%	229	234	-2.1%
Months of Inventory	_	_	-	68	40.5	+67.9%
Absorption Rate	_	_	+_	1.47%	2.47%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	6	4	+50%	6	4	+50%
New Pending Sales Volume	\$2,727,000	\$2,086,000	+30.7%	\$2,727,000	\$2,086,000	+30.7%
Pending Sales Count	9	6	+50%	9	6	+50%
Pending Sales Volume	\$3,481,000	\$2,278,800	+52.8%	\$3,481,000	\$2,278,800	+52.8%
Closed Sales Count	1	1	+-	1	1	+_
Closed Sales Volume	\$120,000	\$119,000	+0.8%	\$120,000	\$119,000	+0.8%
Average Sales Price	\$120,000	\$119,000	+0.8%	\$120,000	\$119,000	+0.8%
Median Sales Price	\$120,000	\$119,000	+0.8%	\$120,000	\$119,000	+0.8%





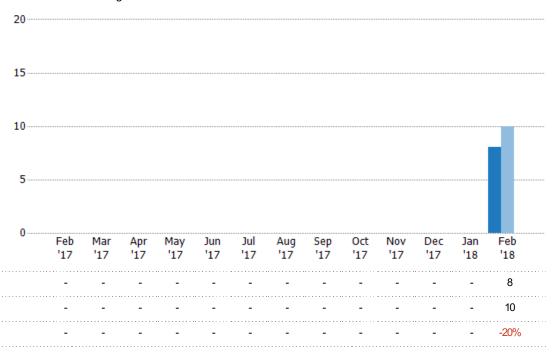


Ludlow February 2018

#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.

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



### **New Listing Volume**

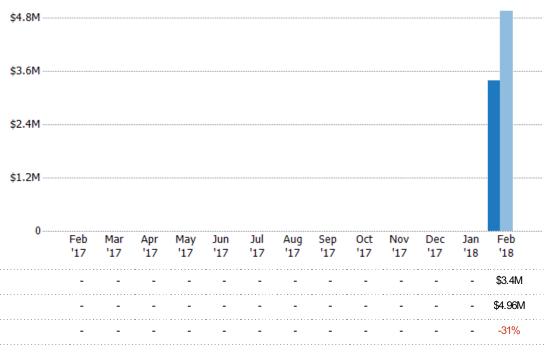
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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



Current Year

Percent Change from Prior Year

Prior Year

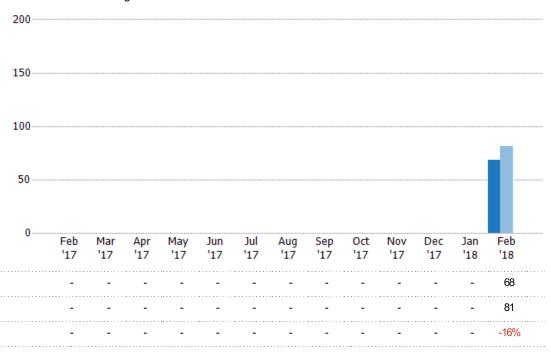




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





#### **Active Listing Volume**

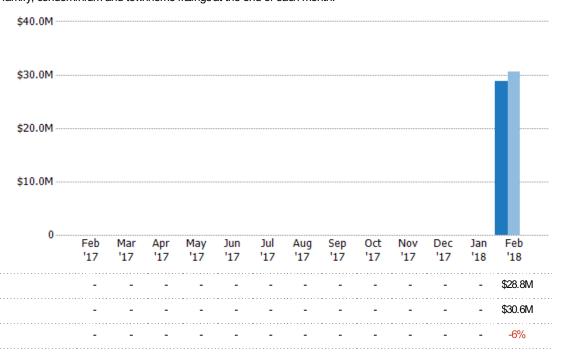
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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



Current Year

Percent Change from Prior Year

Prior Year





#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

′5K	 	 		 			
0K	 	 	 	 	 		•••••
25K	 	 	 	 	 		
25K	 	 	 	 	 		
0	 	 	 	 	 		
0 Feb	 	 	 	 	 	Jan	
0	 	 	 	 	 	Jan	
0 Feb	 	 	 	 	 	Jan	

### **Median Listing Price**

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Ellters Used
ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

Current Year
Prior Year

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

Percent Change from Prior Year

UK									
0K	 				 			 	
0K	 				 			 •••••	•••••
0K	 				 			 	
0	 	May '17			 				Feb
0	 	May '17	Jun '17 -	Jul '17 -	 				Feb
0	 Apr '17 -	May '17	Jun '17 -	Jul '17 - -	 Sep '17 -	0ct '17 -	Nov '17 - -	Jan '18	Feb '18

Current Year
Prior Year



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

\$500K									
\$375K	 	 		 					
\$250K		 							
\$125K	 	 		 					***********
0				 					
0				 				Jan	
0				 				Jan	Feb
0			Jul '17 -	 Sep '17 -	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18

#### 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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

00K	 										
00K	 										
00K	 										
0	 										
0 Feb										Jan	Feb
_		May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan	Feb
Feb		May '17	Jun '17	Jul '17		Sep '17	Oct '17	Nov '17	Dec '17	Jan	Feb '18
Feb	Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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	300												•••••
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	229
Prior Year	-	-	-	_	_	-	_	-	-	-	-	-	234
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

#### 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

50												
38												
25												
13												
٠.												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17		Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	34
-	-	-	-	-	-	-	-	-	-	-	-	40.5
-	-	-	-	-	-	-	-	-	-	_	-	-16%



Current Year
Prior Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Iters	
11015	

Elleration	5%												
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153	4%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	3%												
	2%												•••••
	1%												
	0												
	Feb	Mar	Apr		_	201			0-1	Mari			
	'17	'17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	'17 -		'17 -	Мау '17 <u>-</u>			'17	'17					
Current Year Prior Year	'17 - -		'17	мау '17 - -			Aug '17	'17 -					'18

### Active/Pending/Sold Units

The number of single-family, condominium and townhome 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

}					 		 		
		Mav						Jan	Fel
			Jun	Jul	Sep '17		Dec		
eb Mar	Apr		Jun '17	Jul '17	Sep '17	Oct '17	Dec	Jan	Fe



Active Pending

Sold





#### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

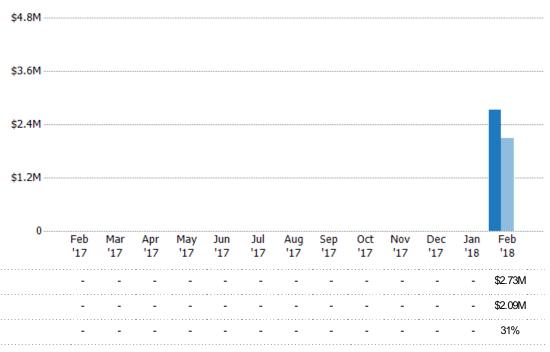


#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.







Current Year

Percent Change from Prior Year

Prior Year



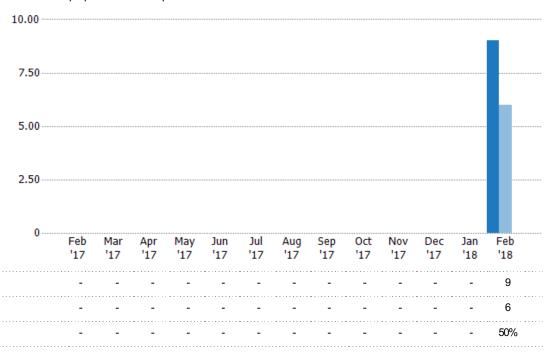
50%



#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





### Pending Sales Volume

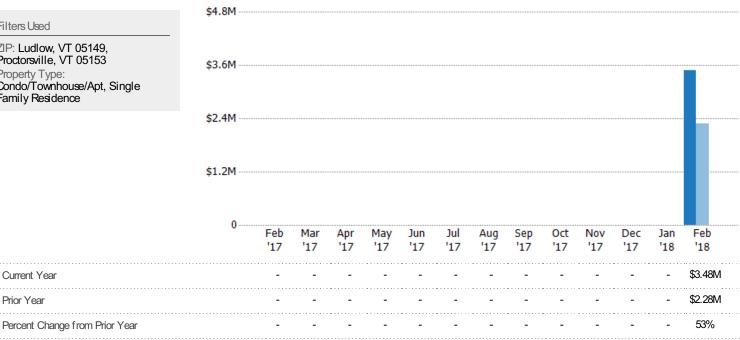
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Prior Year



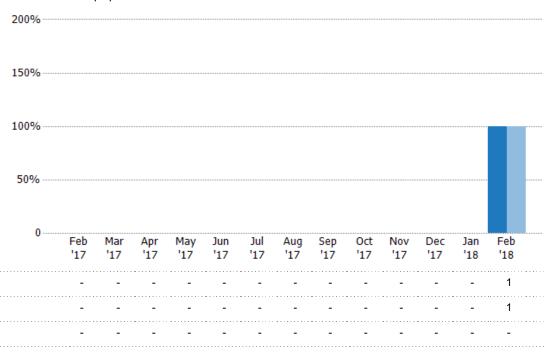


#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153

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



#### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

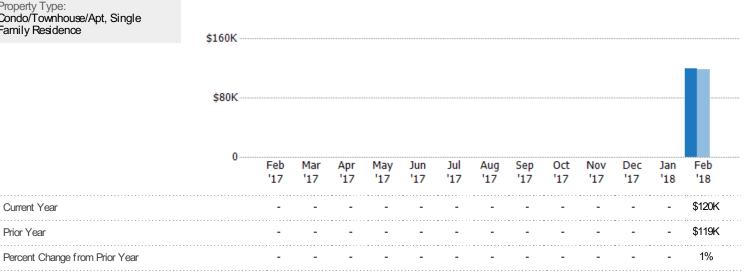
\$240K



Current Year Prior Year

PriorExtra Year

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





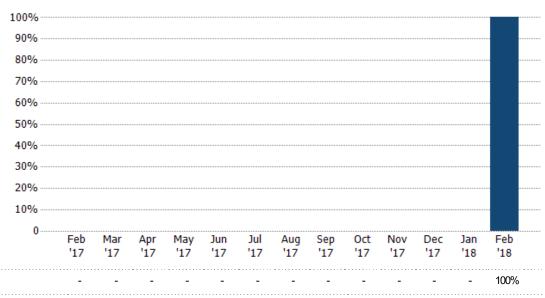


#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



#### **Average Sales Price**

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

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

0K									
0K									
′5K	 			 					
_									
_		May '17						Jan	Fe '18
_					0ct '17 -	Nov '17	Dec '17	Jan '18	Fe '18 \$12
_					0ct '17 -		Dec '17	Jan	Fe '18 \$12



Current Year
Prior Year

Percent Change from Prior Year





#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

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

\$300K												
\$225K												
\$150K												
\$75K												
0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$120K
-	-	-	-	-	-	-	-	-	-	-	-	\$119K
-	-	-	-	-	-	-	-	-	-	-	-	1%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type:

Percent Change from Prior Year

Current Year
Prior Year

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

Avg Sales Price as a % of Avg List Price

50K	
50K	
50K	
0Feb Mar Apr May Jun Jul Aug Sep Oct Nov Do	ec Jan I
,	.7 '18
	\$



Avg List Price

Avg Sales Price





#### 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

4200.1	 		 	 	 			
\$150K	 		 	 	 			
\$100K	 		 	 	 			
\$50K	 		 	 	 			
_								
_		May '17						Feb '18
_						Dec '17		Feb '18
_						Dec '17	Jan '18	Feb '18

#### 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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$200K												
\$150K												
\$100K												
\$50K												
•			May '17								Jan	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$0
-	-	-	-	-	-	-	-	-	-	-	-	\$139K
-	-	-	-	-	-	-	-	-	-	-	-	100%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





#### 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	\$200K												
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	17	'17	'17	'17	'17	17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%



