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 Jul 2	018	Jul 2017	+/-	YTD 2018	YTD 2017	+ / -
g Activity Charts Metrics						
New Listing Count	3	9	-66.7%	3	9	-66.7%
New Listing Volume \$1,164,	900	\$3,166,400	-63.2%	\$1,164,900	\$3,166,400	-63.2%
Active Listing Count	54	80	-32.5%	54	80	-32.5%
Active Listing Volume \$23,149,	298	\$28,969,599	-20.1%	\$23,149,298	\$28,969,599	-20.1%
Average Listing Price \$428,	691	\$362,120	+18.4%	\$428,691	\$362,120	+18.4%
Median Listing Price \$354,	500	\$259,000	+36.9%	\$354,500	\$259,000	+36.9%
Median Days in RPR	167	176.5	-5.4%	167	176.5	-5.4%
Months of Inventory	_	_	-	54	26.7	+102.5%
Absorption Rate	_	_	+-	1.85%	3.75%	-1.9%
Activity Charts Metrics			1		• • • • • • • • • • • • • • • • • • • •	
New Pending Sales Count	2	2	+-	2	2	+
New Pending Sales Volume \$339,	400	\$474,000	-28.4%	\$339,400	\$474,000	-28.4%
Pending Sales Count	4	2	+100%	4	2	+100%
Pending Sales Volume \$993,	400	\$474,000	+109.6%	\$993,400	\$474,000	+109.6%
Closed Sales Count	2	1	+100%	2	1	+100%
Closed Sales Volume \$859,	000	\$81,500	+954%	\$859,000	\$81,500	+954%
Average Sales Price \$429,	500	\$81,500	+427%	\$429,500	\$81,500	+427%
Median Sales Price \$429,	500	\$81,500	+427%	\$429,500	\$81,500	+427%



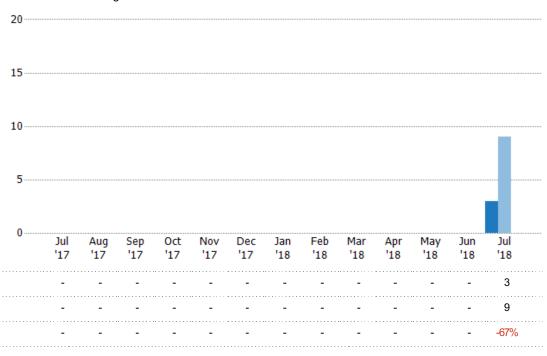




New Listings

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

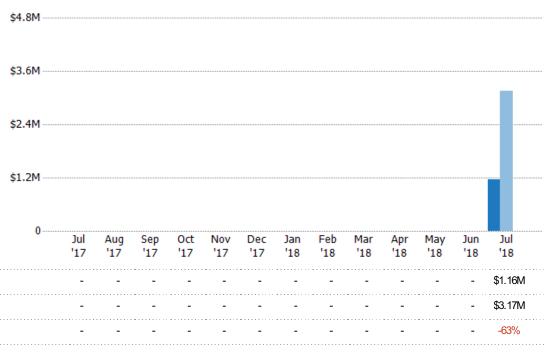
Percent Change from Prior Year

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

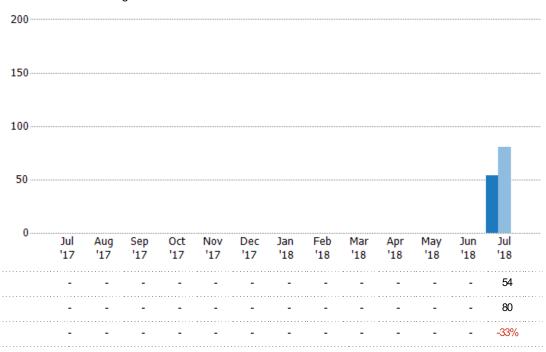




Active Listings

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





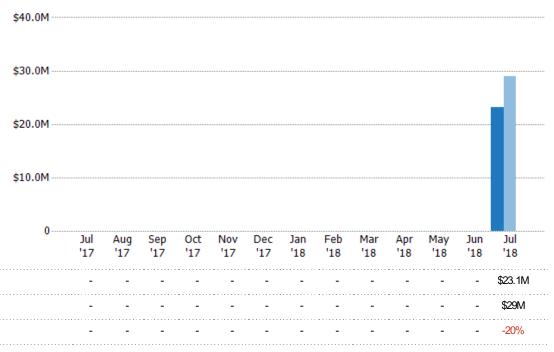
Active Listing Volume

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.

\$500K

\$250K

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

\$375K

\$125K

0 Jul Aug Sep Dec Feb Apr May Jul '17 '17 '17 '17 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$429K \$362K

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.

Filters Used

Current Year

Prior Year

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

\$400K \$300K \$200K

\$100K

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$355K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259K	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	37%	





\$449K

\$429K



Market Data Report

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.

Eilters Used

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

\$500K		 	 	 	 	 	
\$375K		 	 	 	 	 	
\$250K		 	 	 	 	 	
\$125K		 	 	 	 	 	
	Aug '17						

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

375K	 	 								
250K	 	 								•••••
.25K	 									
0	 	 								
Jul								May '18		Jul
Jul		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
Jul		Nov '17	Dec '17	Jan '18	Feb '18 -	Mar '18	Apr '18		Jun '18	Jul '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

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) '1
'17											
'17 -	-	-	-	-	-	-	-	-	-	-	16
											Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

38	 										
0											
0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18
0	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18 - -	Feb '18 -	Mar '18 -	Apr '18 -	May '18	Jun '18	Jul '18



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

10%	

5%------

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

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

60	
45	
30	
15	

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	54
Pending	-	-	-	-	-	-	-	-	-	-	-	-	4
Sold	-	-	-	-	-	-	-	-	-	-	-	_	2







New Pending Sales

The number of single-family, condominium and townhome 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



	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-										-	2	
PriorExtra Year	-		-		-			-		-	-	-	-	

New Pending Sales Volume

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

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153

Filters Used

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

\$2.4M													
\$1.6M													
\$0.8M													
0	Jul '17	Aug '17	Sep '17	Oct	Nov	Dec '17	Jan		Mar	Apr '18	May '18	Jun '18	Jul '18
	- -	-	-		· · · · · · · · · · · · · · · · · ·	-	-	- -	-	-	-		\$339K

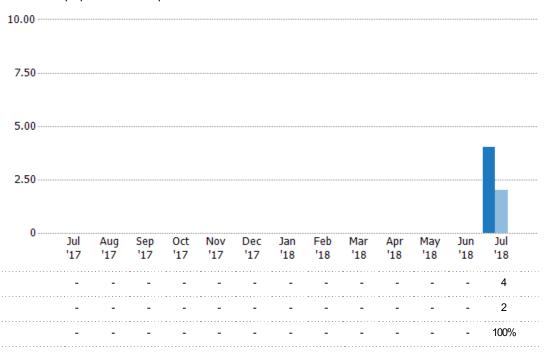
	0	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$474K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-28%



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

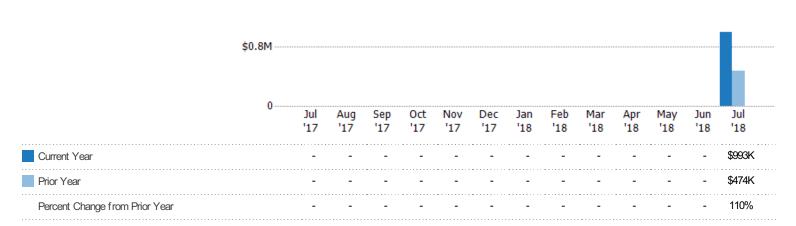
Percent Change from Prior Year

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.





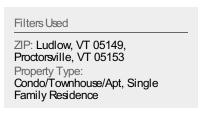


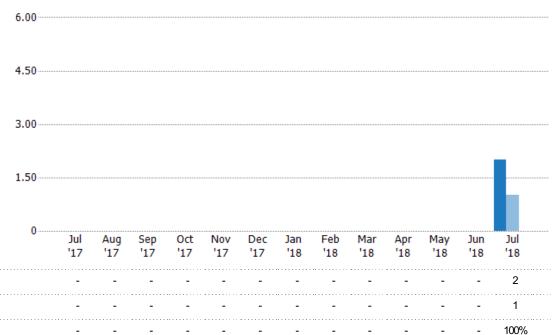




Closed Sales

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





Closed Sales Volume

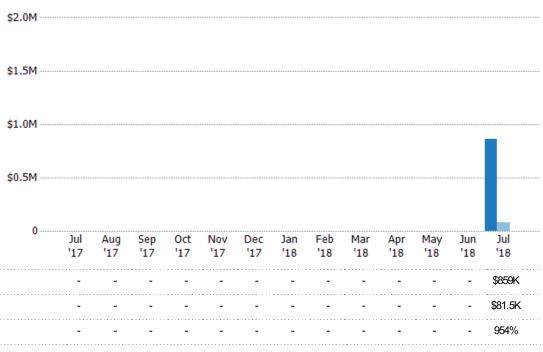
Percent Change from Prior Year

Current Year

Prior Year

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

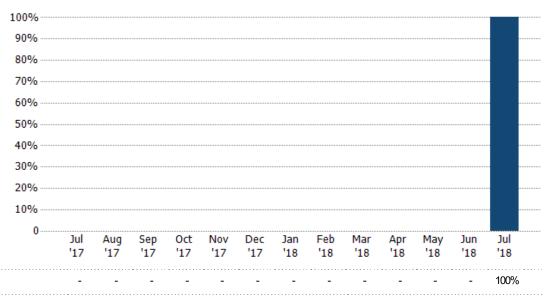


Closed Sales by Property Type

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

Filters Used

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.

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

50K												
25K												
0 Jul <i>A</i>												
17	Aug '17	'17	'17	'17	Dec '17	'18	'18	'18	Apr '18	'18	Jun '18	_
-	-	-	-	-	-	-	-	-	-	-	-	\$4
				_		- -	-	-	- -	-	-	\$8







Median Sales Price

The median 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

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	_	-	-	-	-	-	-	-	-	-	-	\$430K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$81.5K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	427%

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

\$500K													
\$375K													
\$250K													
\$125K													
_) Jul								Mar		May	Jun	 Jul
		Aug '17	'17	'17	Nov '17	'17	'18		'18	Apr '18	May '18	'18	'18
	-	-	-	-	-	-	-	-	-	-	-	-	\$462K
	-	-	-	-	-	-	-	-	-	-	-	-	\$430K
	-	-	-	-	-	-	-	-	-	-	-	-	93%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List 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. \$500K

\$250K

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

Family Residence

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

\$375K

\$125K

0 Aug Dec Feb May Jul '17 '17 '17 '17 '18 '18 '17 '17 '18 '18 '18 '18 '18 \$462K \$430K 93%

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.

\$175K

Filters Used

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

\$700K	
\$525K	
\$350K	

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$649K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$462K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	71%





71%



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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

25K	 	 	 			 	
350K			 				
.75K	 	 	 			 	
0	 	 	 			 	
0 Jul	 	 	 				
0 Jul	 	 Nov '17	 Jan '18	Feb '18	Mar '18	 	 Jul



