

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	11	9	+22.2%	11	9	+22.2%
New Listing Volume	\$4,054,500	\$3,653,400	+11%	\$4,054,500	\$3,653,400	+11%
Active Listing Count	70	82	-14.6%	70	82	-14.6%
Active Listing Volume	\$28,767,099	\$29,826,899	-3.6%	\$28,767,099	\$29,826,899	-3.6%
Average Listing Price	\$410,959	\$363,743	+13%	\$410,959	\$363,743	+13%
Median Listing Price	\$329,000	\$269,500	+22.1%	\$329,000	\$269,500	+22.1%
Median Daysin RPR	211.5	240	-11.9%	211.5	240	-11.9%
Months of Inventory	_	_	-	70	11.7	+497.6%
Absorption Rate	_	_	+-	1.43%	8.54%	-7.1%
Sales Activity Charts Metrics						
New Pending Sales Count	6	5	+20%	6	5	+20%
New Pending Sales Volume	\$1,611,400	\$1,206,000	+33.6%	\$1,611,400	\$1,206,000	+33.6%
Pending Sales Count	11	9	+22.2%	11	9	+22.2%
Pending Sales Volume	\$3,837,900	\$2,514,900	+52.6%	\$3,837,900	\$2,514,900	+52.6%
Closed Sales Count	4	1	+300%	4	1	+300%
Glosed Sales Volume	\$890,500	\$735,000	+21.2%	\$890,500	\$735,000	+21.2%
Average Sales Price	\$222,625	\$735,000	-69.7%	\$222,625	\$735,000	-69.7%
Median Sales Price	\$250,750	\$735,000	-65.9%	\$250,750	\$735,000	-65.9%





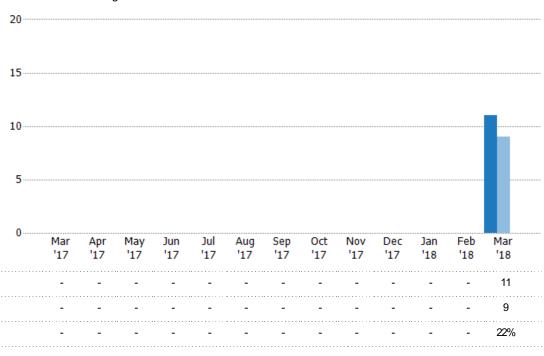


New Listings

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

Filters Used

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



New Listing Volume

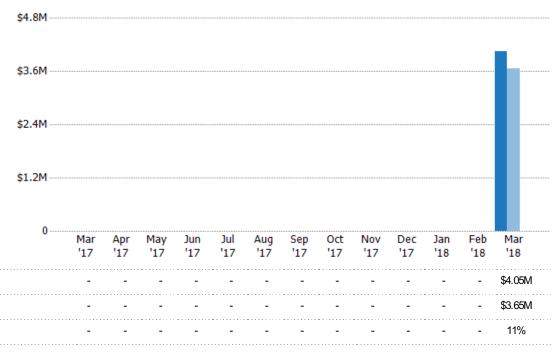
Percent Change from Prior Year

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





Active Listings

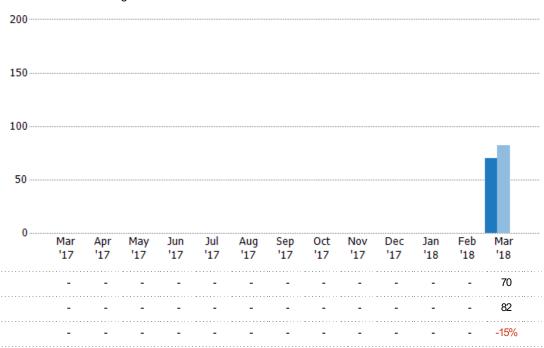
The number of active single-family, condominium and townhome listings at the end of each month.

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

Current Year

Prior Year

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

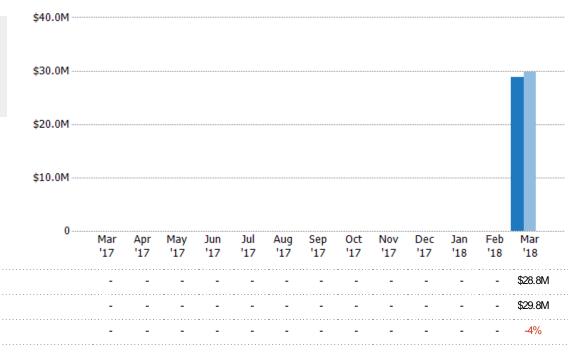


Active Listing Volume

Percent Change from 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





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

\$500K	
\$375K	
\$250K	
\$125K	

0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
 -	-	-	-	-	-	-	-	-		-	-	\$411K
 -	-	-	-	-	-	-	-	-	-	-	-	\$364K
 -	-	-	-	-	-	-	-	-	-	-	-	13%

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

Percent Change from Prior Year

\$400K												
\$300K												
\$200K												
\$100K												
		May '17										Mar '18
-	-	-	-	-	-	-	-	-	-		-	\$329K
-	-	-	-	-	-	-	-	-	-	-	-	\$270K
-	-	-	-	-	-	-	-	-	-	-	-	22%



Current Year
Prior Year





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. May Aug Sep 0ct Mar '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 \$439K \$411K 94%

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

0K		 								
0K		 								
•	Apr M		Aug	Sep	0ct	Nov	Dec	Jan	Feb	
•			Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18		
Mar			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

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

300												
225												
150												
75												
0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	212
-	-	-	-	-	-	-	-	-	-	-	-	240
-	-	-	-	-	-	-	-	-	-	-	-	-12%

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

,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,										
00	 	 								
:0										
-	May								Feb	Ma
Mar			Aug '17							
Mar		Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18 -	M '1 7
-		Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb	



Current Year
Prior Year





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

3%										
2%										
2/0										
1%		 					 			
1%							 			
0										
0										
0	Apr '17	 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Dec '17	Jan '18	Feb '18	

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year
Prior Year

Change from Prior Year

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

0	 								
0	 								
0	 	 	 						
0	 	 	 						
4ar							Jan	Feb	Ma
1ar				Oct '17	Nov '17	Dec '17	Jan '18		
1ar				Oct '17	Nov '17		Jan '18	Feb	M
_		Jul '17 -	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb	M '1



Active Pending

Sold



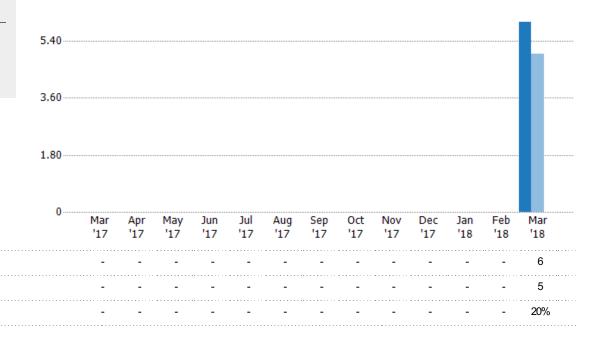


New Pending Sales

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



New Pending Sales Volume

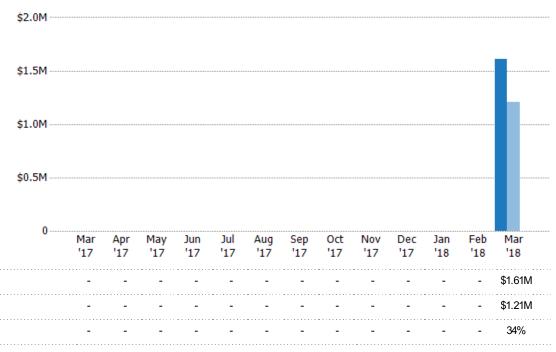
Percent Change from Prior Year

Current Year

Prior Year

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

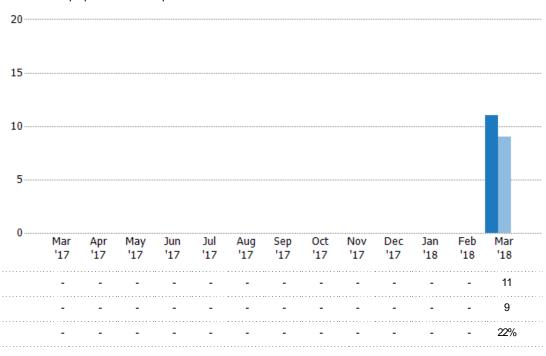




Pending Sales

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

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



Pending Sales Volume

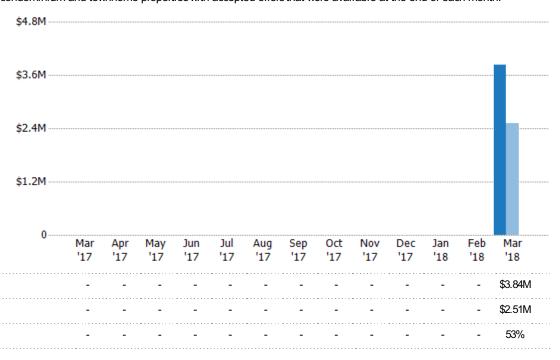
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year

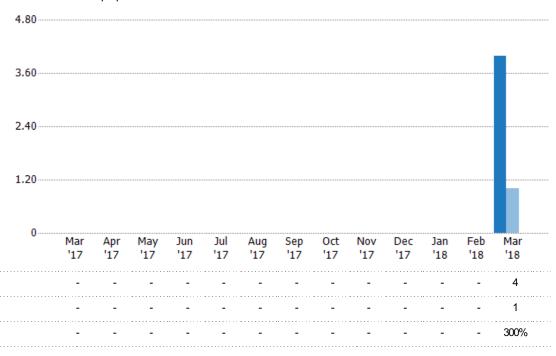




Closed Sales

The total number 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



Closed Sales Volume

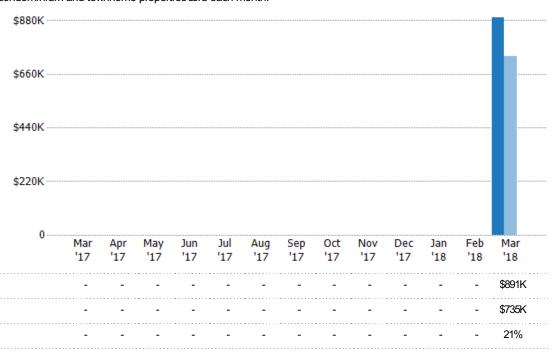
Percent Change from Prior Year

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



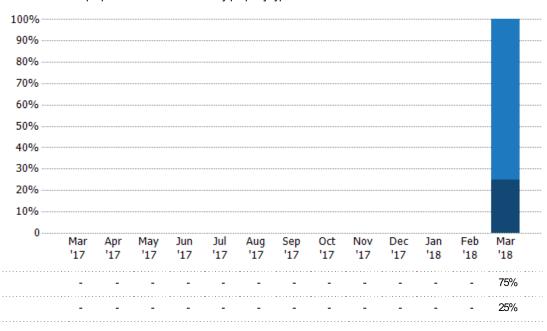


Closed Sales by Property Type

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

Condo/Townhouse

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

)K	 			 						
)K	 			 						
)K				 						
0	 			 						
0	 									Mar '18
0	 			 Sep '17	0ct '17	Nov '17	Dec '17			Mar
0	 May '17 -	Jun '17 -	Jul '17 - -	 Sep '17 -	0ct '17 - -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18	Mar '18







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

\$800K												
\$600K												
\$400K												•••••
\$200K												•••••
-					Aug '17						Feb '18	Mar '18
 	-	- -	-	-	-	-	-	-	-	-	-	\$251K
 -	-	-	-	-	-	-	-	-	-	-	-	\$735K
-	-	-	-	-	-	-	-	-	-	-	-	-66%

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

Current Year
Prior Year

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

Percent Change from Prior Year

0K												
5K												
[]					Διια						Feb	M
_	Apr	May	Jun	Jui	aug	200						
Mar	Apr '17	May '17	Jun '17	'17	'17	'17	'17	'17	'17	'18	'18	
Mar	Apr '17	May '17	Jun '17	'17	'17 -	'17 -	'17 -	'17 -	'17 -	'18		'1
Mar	Apr '17 -	May '17	'17 -	'17 -	'17	'17	'17 - -	'17 - -	'17 -	'18 - -		\$23 \$23



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$251K

93%



Market Data Report

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

225K												••••••
.50K												•••••
\$75K												
_		May										
•	Anr	i-iay	Juli	Jui	aug	Sep	000	1404	200	Jan		1,10
•	Apr '17	May '17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'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

Med Sales Price as a % of Med List Price

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

0K												
5K												
Λ					Λιια						Feb	M
_	Δnr	May	lun	1111								
Mar	Apr '17	May '17	Jun '17	'17	'17	'17	'17	'17	'17	'18	'18	'1
Mar	Apr '17	May '17	Jun '17	'17 -	'17	'17	'17	'17 -	'17	'18		
Mar	Apr '17 -	May '17	Jun '17 - -	'17 -	'17 -	'17 -	'17	'17 - -	'17	'18		'1



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	\$300K ······												
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Mar '17	Apr '17				Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$81K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	333%



