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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	7	-14.3%	6	7	-14.3%
New Listing Volume	\$3,303,500	\$1,908,000	+73.1%	\$3,303,500	\$1,908,000	+73.1%
Active Listing Count	64	_	-	NA	N/A	
Active Listing Volume	\$27,181,599	_	-	NA	N/A	
Average Listing Price	\$424,712	_	-	\$424,712	_	_
Median Listing Price	\$332,000	_	-	\$332,000	_	_
Median Days in RPR	181.5	_	-	181.5	_	_
Months of Inventory	_	_	-	_	16	_
Absorption Rate	_	_	-	_	6.25%	_
Sales Activity Charts Metrics			1			
New Pending Sales Count	1	6	-83.3%	1	6	-83.3%
New Pending Sales Volume	\$475,000	\$1,094,500	-56.6%	\$475,000	\$1,094,500	-56.6%
Pending Sales Count	8	_	-	NA	N/A	
Pending Sales Volume	\$1,742,400	_	-	NA	N/A	
Closed Sales Count	7	8	-12.5%	7	8	-12.5%
Closed Sales Volume	\$1,218,900	\$2,149,000	-43.3%	\$1,218,900	\$2,149,000	-43.3%
Average Sales Price	\$174,129	\$268,625	-35.2%	\$174,129	\$268,625	-35.2%
Median Sales Price	\$180,000	\$277,000	-35%	\$180,000	\$277,000	-35%
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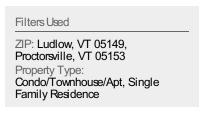


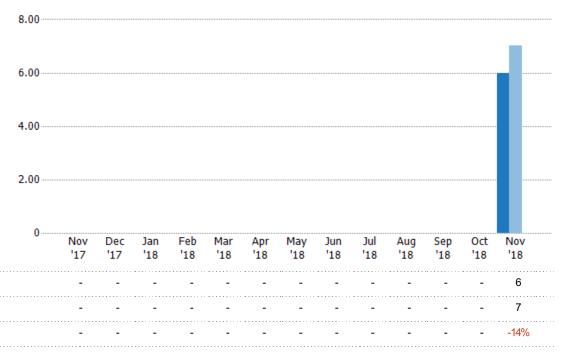




#### **New Listings**

The number of new residential listings that were added each month.





### **New Listing Volume**

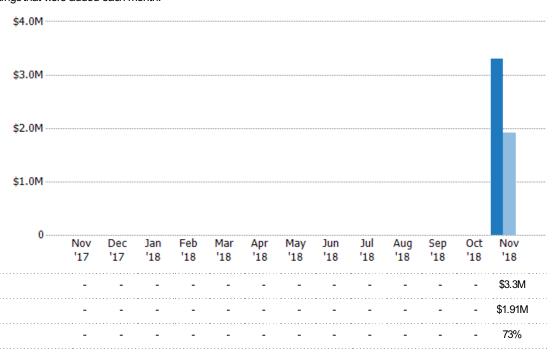
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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



Current Year

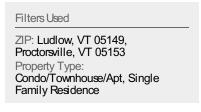
Percent Change from Prior Year

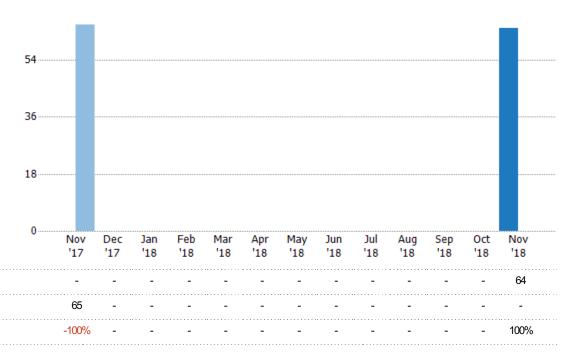




#### **Active Listings**

The number of active residential listings at the end of each month.





### **Active Listing Volume**

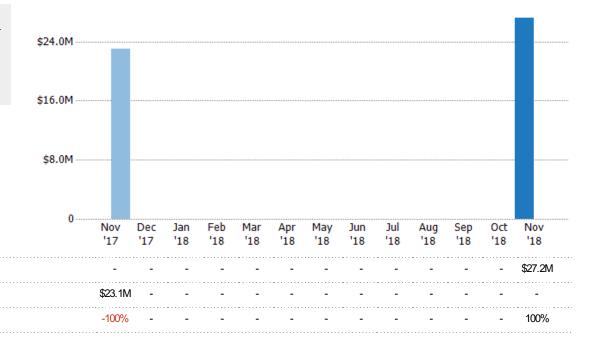
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential 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 residential listings at the end of each month.

\$250K

\$125K

\$400K

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

Family Residence

\$375K

0. Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$425K \$355K -100% -83% -67% -50% -33% 17% 33% 67% 100%

### **Median Listing Price**

Percent Change from Prior Year

The median listing price of active residential 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 

	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	_	-				-				-	\$332K
Prior Year	\$255K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%		-67%					17%		50%	67%	83%	100%



#### 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.

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

200	•											
150												
100												
50												
Nov	Dec	Jan	Feb		Apr	May	Jun '18	Jul	Aug '18	Sep	Oct	Nov '18
<u>-</u>	-	-	-	-	-		-	-	-	-	-	182
170	-	<b>-</b>	-		-	- -	-	- -	-	- -	-	-
-100%		-67%					17%		50%		83%	100%

### 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

40												
30												
20												
10												
0 Nov		Jan					Jun					 Nov
			'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	16
32.5	-	-	-	-	-	-	-	-	-	-	-	-
-100%												



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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	3%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	3%	2%	2%	1%	0%	-1%	-2%	-2%	-3%	-4%	-5%	-5%	-6%

### 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 

 8.00

 6.00

 4.00

 2.00

Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
-	-	-	-	-	-		-	-	-			7	



Sold





Current Year

Prior Year

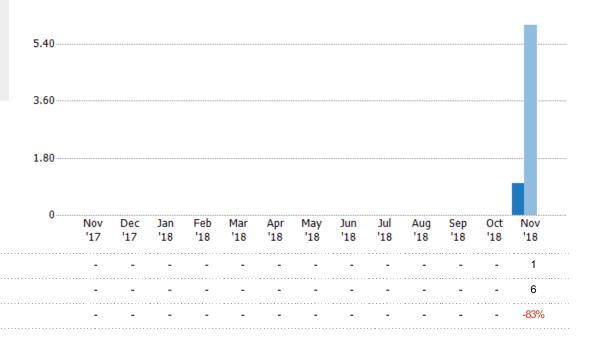
## Market Data Report

#### **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

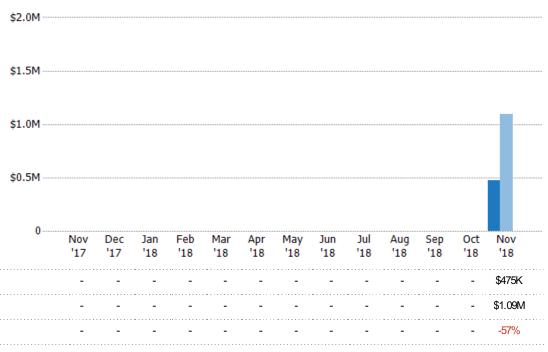


### New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

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

Percent Change from Prior Year





Current Year

Percent Change from Prior Year





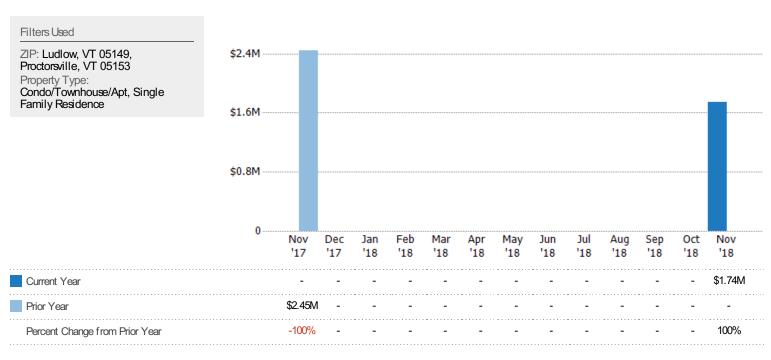
#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.



### Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.



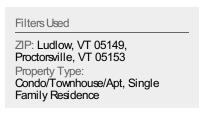


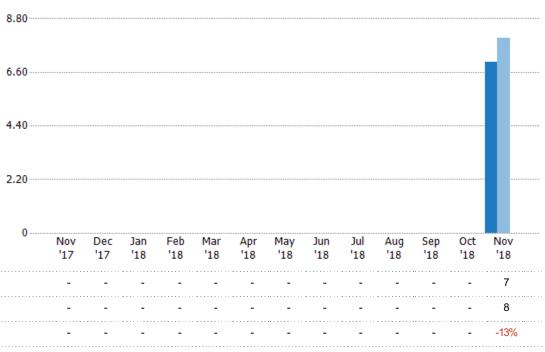




#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year Prior Year

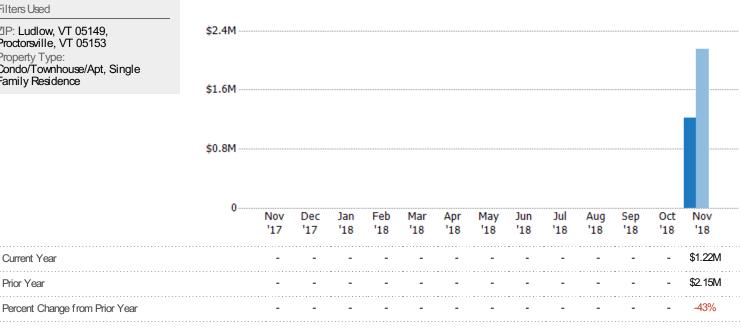
The sum of the sales price of residential properties sold each month.

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

Condo/Townhouse/Apt, Single

Family Residence

Filters Used



Current Year



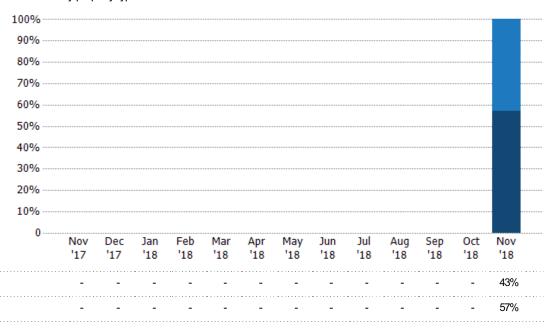


### Closed Sales by Property Type

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

The average sales price of the residential 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

300K												
225K												
150K												
\$75K												
0												
Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$174K
-	-	-	-	-	-	-	-	-	-	-	-	\$269K







#### **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

\$300K \$225K

0 Mar Apr May Aug 0ct Nov '18 '17 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$180K \$277K

### Average Sales Price vs Average Listing Price

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

\$150K

\$75K

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

\$200K												
\$150K												
\$100K												
\$50K												
									Aug			
'17	'17	'18	'18	'18	'18	'18	'18	'18	Aug '18	Sep '18	Oct '18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$182K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$174K

92%



## 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

150K	 										
15010											
100K	 										
\$50K											
\$50K											
0	 										
0	 										Nov
0	 		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
0	 	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '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												
0 Nov		Jan				May			Aug			 Nov
'17		'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
-	-	-	-	-	-	-	-	-	-	-	-	\$159K
-	-	-	-	-	-	-	-	-	-	-	-	<b>.</b>



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



117%



# 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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

0	00K  0  Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct 117 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18									
	50K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct 1 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	0K		 	 	 	 			
0	0	0K		 	 	 	 			
0	0									
	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct N '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18									
Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct N	'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	50K		 	 	 	 			•••••
\$1		0 Nov	Dec	 	 	 		Sep '18	Oct '18	



