

Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
-33.3%	6	4	-33.3%	6	4	New Listing Count
-45.3%	\$2,081,000	\$1,139,000	-45.3%	\$2,081,000	\$1,139,000	New Listing Volume
	N/A	N⁄A	-31.9%	69	47	Active Listing Count
	N⁄A	N⁄A	-28.6%	\$28,274,099	\$20,180,400	Active Listing Volume
+4.8%	\$409,770	\$429,370	+4.8%	\$409,770	\$429,370	Average Listing Price
+13.8%	\$325,000	\$370,000	+13.8%	\$325,000	\$370,000	Median Listing Price
+3%	165	170	+3%	165	170	Median Days in RPR
+19.2%	9.9	11.8	-	_	_	Months of Inventory
-1.6%	10.14%	8.51%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-28.6%	7	5	-28.6%	7	5	New Pending Sales Count
-60.5%	\$2,023,300	\$799,000	-60.5%	\$2,023,300	\$799,000	New Pending Sales Volume
	N⁄A	N∕A	+	10	10	Pending Sales Count
	N⁄A	N⁄A	-35.7%	\$2,981,400	\$1,916,700	Pending Sales Volume
-50%	4	2	-50%	4	2	Cloæd Sales Count
-63%	\$1,107,000	\$409,500	-63%	\$1,107,000	\$409,500	Cloæd Sales Volume
-26%	\$276,750	\$204,750	-26%	\$276,750	\$204,750	Average Sales Price
+5%	\$195,000	\$204,750	+5%	\$195,000	\$204,750	Median Sales Price





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	5.40														
	1.80														
	0														
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
				1/		10	10	10	10	10		10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
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:	\$2.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
														el -
	\$0.8M													
	\$0.8M													
	\$0.8M 0	0ct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct
	\$0.8M 0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$0.8M 0													'18
Current Year Prior Year	\$0.8M 0													





Ludlow

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	54													
	18													
	Ū	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	47
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	69
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-32%

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	\$24.0M \$16.0M													
	\$8.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-		-	-	-	\$20.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%





Average Listing Price

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

	\$500K												
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K 0 Oct	Νον	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$429k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$410k
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	5%

Median Listing Price

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

\$400K ······												
\$300K												
\$200K												
\$100K												
0												
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$370K
-	-	-	-	-	-	-	-	-	-	-	-	\$325K
-	-	-	-	-	-	-	-	-	-	-	-	14%
	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0 Oct Nov Dec	\$300K \$200K \$100K 0 Oct Nov Dec Jan	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar Apr	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar Apr May	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar Apr May Jun	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug	\$300K \$200K \$100K 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep



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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.

	\$500K ······												
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence													
	\$250K ······												
	\$125K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$486K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$429K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	88%

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.

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Filters Used	\$500K ······												
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
													¢14012
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$442K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$370K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	84%





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.

	200												
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50 0 Oct	Nov	Dec						Jun	-		Con	
	17	17	'17	Jan '18	'18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	170
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	165
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

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	15												
	10												
	5												
	5												
	5 0												
	5 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0 '1
Current Year				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
Current Year Prior Year				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep '18	'1





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Property Type: Condo/Townhouœ/Apt, Single Family Residence	25												
	13												
	0												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Active				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
Active Pending				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	'18





New Pending Sales

The number of residential properties with accepted offers that were added each month.

FiltersUsed	20.00													
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year				-			-						-	5
		-												-
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%

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	\$2.4M													
Family Residence	\$1.6M													
	\$0.8M													
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$799K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.02M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-61%





Pending Sales

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

Filters Used	20.00														
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00														
	10.00														
	5.00														
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18			May '18	Jun '18	Jul '18		Sep '18	Oct '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

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	\$4.0M													
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
														¢4.00M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.92M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.98M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-36%





Ludlow

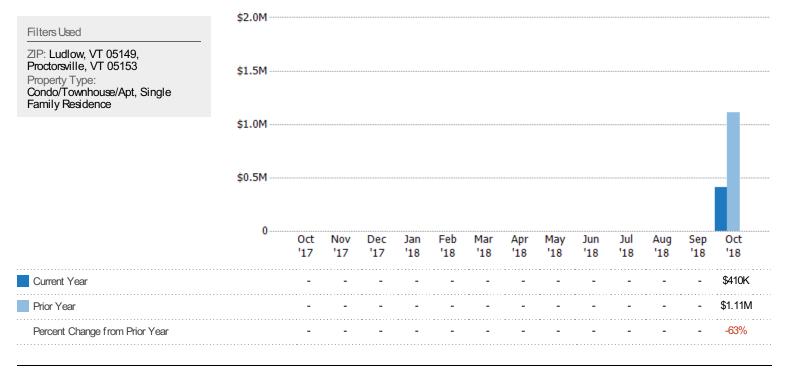
Closed Sales

The total number of residential properties sold each month.

	4.80														
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.60														
	2.40														
	1.20														
	, i i i i i i i i i i i i i i i i i i i	0ct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%	

Closed Sales Volume

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







Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0			_	_							-	_		
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

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

	\$500K
Filters Used	
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K
	\$250K
	\$125K

)ec Jan 17 '18	Feb	Mar	Apr	May	lun	11	A	C	
	1/ 10	'18	'18	'18	'18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	\$205K
Prior Year		-	-	-	-	-	-	-	-	\$277K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-26%





Median Sales Price

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

	\$500K ······												
Filters Used ZIP: Ludlow, VT 05149,													
Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence													
	\$250K												
	\$125K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Demonst Channe from Dian Van					**********								
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

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	\$300K												
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%





Median Sales Price vs Median Listing Price

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

Oct
'18
\$224K
\$205K
91%
Б. Б.

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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
	\$75K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Family Residence	\$150K												
ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Filters Used	\$300K												





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.

	\$300K ······												
Filters Used ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K												
	0												
	Öct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%

