# 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    | + / -  | Sep 2017     | Sep 2018     | Key Metrics                     |
|--------|-------------|-------------|--------|--------------|--------------|---------------------------------|
|        |             |             |        |              |              | Listing Activity Charts Metrics |
| -18.2% | 11          | 9           | -18.2% | 11           | 9            | New Listing Count               |
| -37.3% | \$4,963,799 | \$3,110,800 | -37.3% | \$4,963,799  | \$3,110,800  | New Listing Volume              |
|        | NA          | N/A         | -31.9% | 69           | 47           | Active Listing Count            |
|        | NA          | N/A         | -29.6% | \$27,586,398 | \$19,429,400 | Active Listing Volume           |
| +3.4%  | \$399,803   | \$413,391   | +3.4%  | \$399,803    | \$413,391    | Average Listing Price           |
| +28.3% | \$287,500   | \$369,000   | +28.3% | \$287,500    | \$369,000    | Median Listing Price            |
| -23%   | 183         | 141         | -23%   | 183          | 141          | Median Daysin RPR               |
| -77.3% | 34.5        | 7.8         | -      | _            | _            | Months of Inventory             |
| +9.9%  | 2.9%        | 12.77%      | +-     | _            | _            | Absorption Rate                 |
|        | •••••       |             |        |              |              | Sales Activity Charts Metrics   |
| -14.3% | 7           | 6           | -14.3% | 7            | 6            | New Pending Sales Count         |
| -34.8% | \$1,629,800 | \$1,063,200 | -34.8% | \$1,629,800  | \$1,063,200  | New Pending Sales Volume        |
|        | NA          | N/A         | +14.3% | 7            | 8            | Pending Sales Count             |
|        | NA          | N/A         | -22.7% | \$2,135,400  | \$1,651,600  | Pending Sales Volume            |
| +16.7% | 6           | 7           | +16.7% | 6            | 7            | Closed Sales Count              |
| +28.5% | \$1,077,900 | \$1,385,000 | +28.5% | \$1,077,900  | \$1,385,000  | Cloæd Sales Volume              |
| +10.1% | \$179,650   | \$197,857   | +10.1% | \$179,650    | \$197,857    | Average Sales Price             |
| -17.3% | \$196,500   | \$162,500   | -17.3% | \$196,500    | \$162,500    | Median Sales Price              |





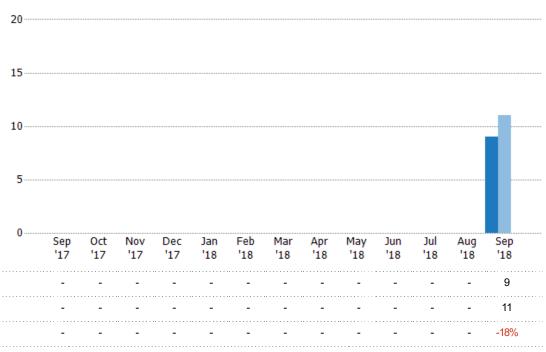


#### **New Listings**

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



## New Listing Volume

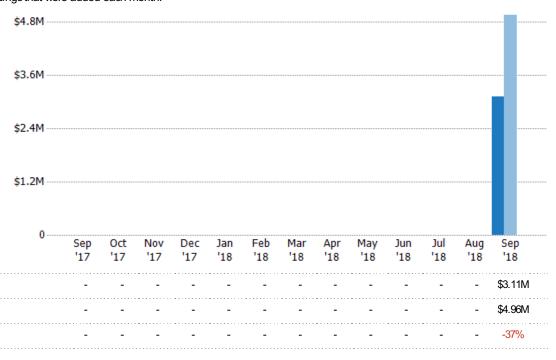
Percent Change from Prior Year

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**

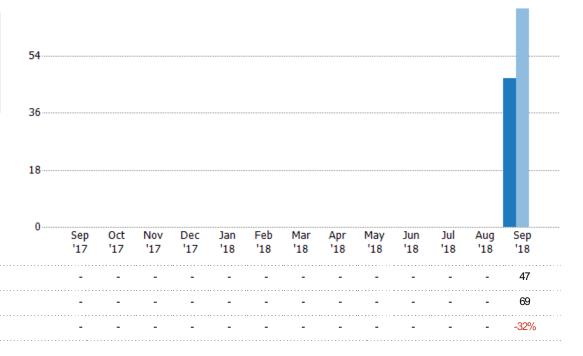
Family Residence

Current Year

Prior Year

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

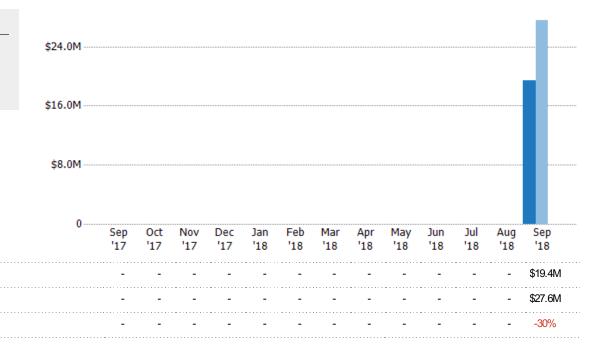


### **Active Listing Volume**

Percent Change from 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.

Filters Used

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

| \$500K |  |
|--------|--|
| \$375K |  |
| \$250K |  |
| \$125K |  |

| Sep | 0ct | Nov<br>'17 | Dec | Jan | Feb | Mar | Apr | May<br>'18 | Jun | Jul | Aug | Sep    |
|-----|-----|------------|-----|-----|-----|-----|-----|------------|-----|-----|-----|--------|
| -   | -   | -          | -   | -   | -   | -   | -   | -          | -   | -   | -   | \$413K |
| _   | -   | -          | -   | -   | -   | -   | -   | -          | -   | -   | -   | \$400K |
| -   | -   | -          | -   | -   | -   | -   | -   | -          | -   | -   | -   | 3%     |

## **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

Percent Change from Prior Year

| 0K              |      |            |      |      |      |      |                 |
|-----------------|------|------------|------|------|------|------|-----------------|
|                 | <br> |            | <br> | <br> | <br> | <br> |                 |
| 0K              | <br> |            | <br> | <br> | <br> | <br> | •••••           |
|                 |      |            |      |      |      |      |                 |
| 0               |      |            |      |      |      |      |                 |
| 0<br>Sep<br>'17 |      | Dec<br>'17 |      |      |      | Aug  | Se <sub> </sub> |
| Sep             |      |            |      |      |      | Aug  | Se              |



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 |   |   |            |   |   |   |   |   |   |     |   |            |
| _      |   |   | Dec<br>'17 |   |   |   |   |   |   | Jul |   | Sep<br>'18 |
| -      | - | - | -          | - | - | - | - | - | - | -   | - | \$468K     |
| -      | - | - | -          | - | - | - | - | - | - | -   | - | \$413K     |
| -      | - | - | -          | - | - | - | - | - | - | -   | - | 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.

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  | <br> |     |      |     |     |     |     |     |            |            |
|-----|------|-----|------|-----|-----|-----|-----|-----|------------|------------|
|     |      |     | <br> |     |     |     |     |     |            |            |
|     |      |     |      |     |     |     |     |     |            |            |
|     |      |     |      |     |     |     |     |     |            |            |
| 5K  | <br> |     | <br> |     |     |     |     |     |            |            |
|     |      |     |      |     |     |     |     |     |            |            |
|     |      |     |      |     |     |     |     |     |            |            |
| 0   |      |     |      |     |     |     |     |     |            |            |
| _   |      | Dec |      |     | Apr |     |     |     |            |            |
| _   |      |     |      | Mar | Apr |     | Jun |     | Aug<br>'18 | Ser<br>'18 |
| Sep |      |     |      | Mar | Apr | May | Jun | Jul | Aug        | Sep        |



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



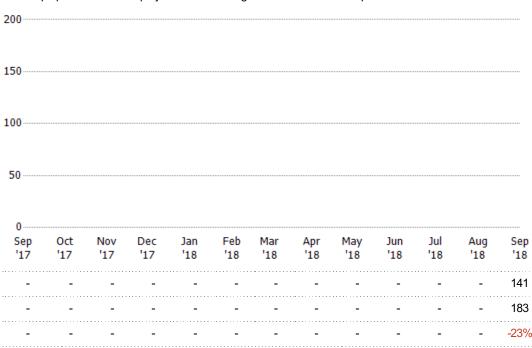


#### Median Days in RPR

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



## 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

| 70         |     |            |     |     |     |     |     |            |     |     |            |            |
|------------|-----|------------|-----|-----|-----|-----|-----|------------|-----|-----|------------|------------|
| 53         |     |            |     |     |     |     |     |            |     |     |            |            |
| 35         |     |            |     |     |     |     |     |            |     |     |            |            |
| 18         |     |            |     |     |     |     |     |            |     |     |            |            |
| •          |     |            |     |     |     |     |     | May        |     |     |            |            |
| Sep<br>'17 | '17 | Nov<br>'17 | '17 | '18 | '18 | '18 | '18 | May<br>'18 | '18 | '18 | Aug<br>'18 | Sep<br>'18 |
| -          | -   | -          | -   | -   | -   | -   | -   | -          | -   | -   | -          | 23.5       |
| -          | -   | -          | -   | -   | -   | -   | -   | -          | -   | -   | -          | 34.5       |
| -          | -   | -          | -   | -   | -   | -   | -   | -          | -   | -   | -          | -32%       |



Current Year
Prior Year

Percent Change from 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

| 5%         |     |     |   |     |     |     |   |     |     |     |   |     |
|------------|-----|-----|---|-----|-----|-----|---|-----|-----|-----|---|-----|
| 4%         |     |     |   |     |     |     |   |     |     |     |   |     |
| 3%         |     |     |   |     |     |     |   |     |     |     |   |     |
| 2%         |     |     |   |     |     |     |   |     |     |     |   |     |
| 1%         |     |     |   |     |     |     |   |     |     |     |   |     |
| -          |     |     |   |     |     |     |   |     |     |     |   |     |
| Sep<br>'17 | 17' | '17 |   | '18 | '18 | '18 |   | '18 | '18 | '18 |   | '18 |
| -          | -   | -   | - | -   | -   | -   | - | -   | -   | -   | - | 4%  |
| -          | -   | -   | - | -   | -   | -   | - | -   | -   | -   | - | 3%  |
| -          |     |     |   |     |     |     |   |     |     |     |   | -1% |

## Active/Pending/Sold Units

The number of residential 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

| 25  |     |     |            |            |            |            |            |            |            |            |            |            |
|-----|-----|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|     |     |     |            |            |            |            |            |            |            |            |            |            |
| 3   |     |     |            |            |            |            |            |            |            |            |            |            |
|     |     |     |            |            |            |            |            |            |            |            |            |            |
| 0   |     |     |            |            |            |            |            |            |            |            |            |            |
| Sep | 0ct | Nov | Dec        | Jan        | Feb        | Mar        | Apr        | May        | Jun        | Jul        |            | Sep        |
| Sep | 0ct |     | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Бер | 0ct | Nov | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug        | Sep<br>'18 |
| Sep | 0ct | Nov | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |



Active Pending

Sold



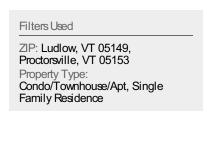
Current Year

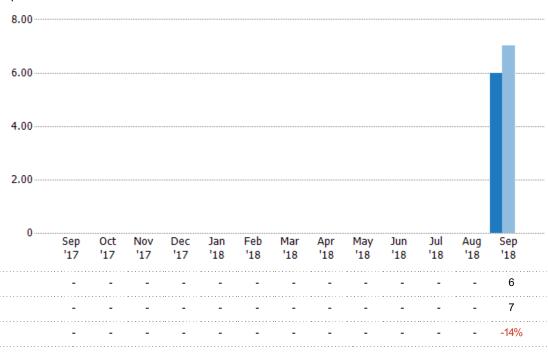
Prior Year

# Market Data Report

#### **New Pending Sales**

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



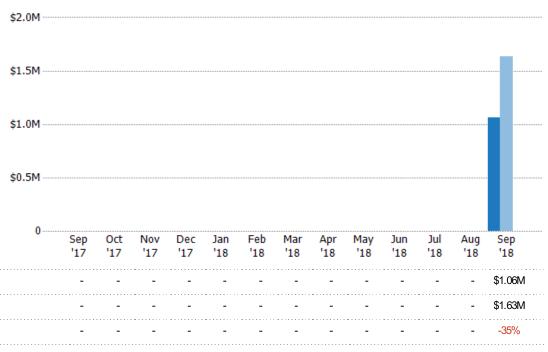


## New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of 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





Current Year

Percent Change from Prior Year





#### **Pending Sales**

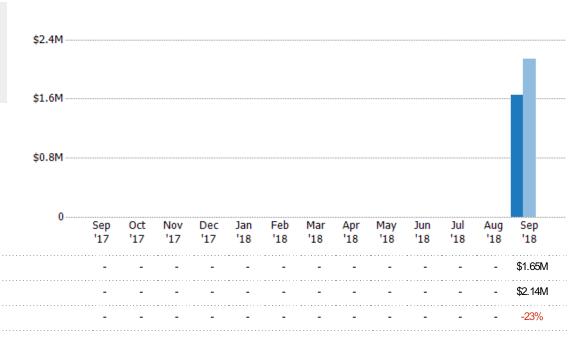
The number of residential properties with accepted offers that were available at the end each month.



## Pending Sales Volume

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







Current Year

Percent Change from Prior Year

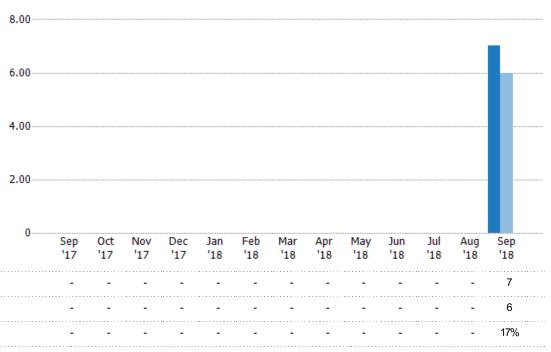




#### **Closed Sales**

The total number of residential properties sold each month.





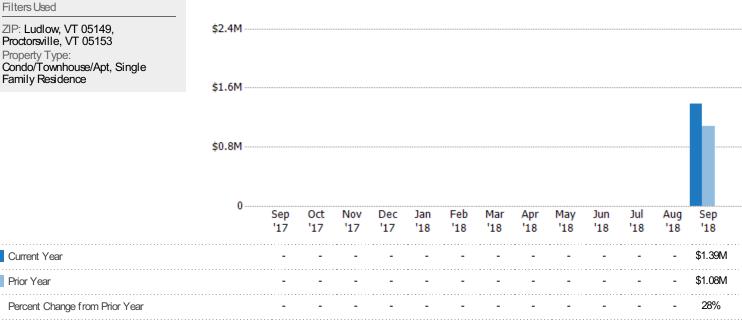
#### **Closed Sales Volume**

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





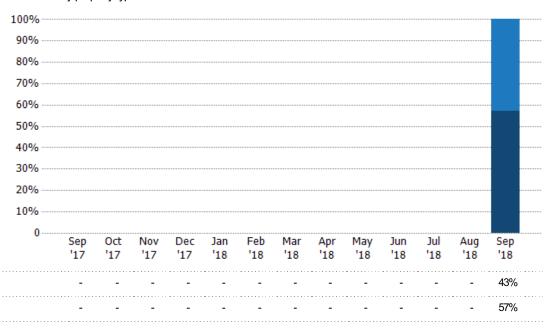
#### Closed Sales by Property Type

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

Filters Used

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

ZIP: Ludlow, VT 05149,



## **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

Percent Change from Prior Year

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

| \$5 | 00K        |            |            |            |            |            |            |            |            |            |            |            |            |
|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$3 | 75K        |            |            |            |            |            |            |            |            |            |            |            |            |
| \$2 | 50K        |            |            |            |            |            |            |            |            |            |            |            |            |
| \$1 | 25K        |            |            |            |            |            |            |            |            |            |            |            |            |
|     | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|     | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
|     | -          | -          | _          | -          | _          | -          | -          | -          | -          | -          | -          | -          | \$198K     |
|     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$180K     |
|     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 10%        |







#### **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

|                                | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year                   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$163K     |
| Prior Year                     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$197K     |
| Percent Change from Prior Year | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -17%       |

## 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

| .50K            |  |            |            |            |            |            |            |            |            |            |
|-----------------|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| .50K            |  |            |            |            |            |            |            |            |            |            |
|                 |  |            |            |            |            |            |            |            |            |            |
| +75V            |  |            |            |            |            |            |            |            |            |            |
| \$/3K           |  |            |            |            |            |            |            |            |            |            |
|                 |  |            |            |            |            |            |            |            |            |            |
| 0               |  |            |            |            |            |            |            |            |            |            |
| 0<br>Sep<br>'17 |  | Dec<br>'17 |            |            |            |            |            |            | Aug        | Sep<br>'18 |
| Sep             |  |            |            |            |            |            |            |            | Aug        | Sep        |
| Sep             |  | Dec<br>'17 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |



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.

Filters Used

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

| \$150K          |            |            |            |            |            |            |            |      |            |            |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------|------------|------------|
| \$100K          | <br>       |            |            |            |            |            |            | <br> |            |            |
| \$50K           | <br>       |            |            |            |            |            |            | <br> |            |            |
|                 |            |            |            |            |            |            |            |      |            |            |
|                 |            |            |            |            |            |            |            |      |            |            |
| 0<br>Sep<br>'17 | Nov<br>'17 |            |            |            |            |            |            | Jul  | Aug<br>'18 | Sep<br>'18 |
| Sep             |            | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jul  | Aug        | Sep        |
| Sep             |            | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 |            | Apr<br>'18 | May<br>'18 | Jul  | Aug<br>'18 | Sep<br>'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

| \$300K |            |     |            |     |          |          |            |            |            |   |            |            |
|--------|------------|-----|------------|-----|----------|----------|------------|------------|------------|---|------------|------------|
|        |            |     |            |     |          |          |            |            |            |   |            |            |
| \$225K |            |     |            |     |          |          |            |            |            |   |            |            |
| ¢1E0V  |            |     |            |     |          |          |            |            |            |   |            |            |
| \$150K |            |     |            |     |          |          |            |            |            |   |            |            |
| \$75K  |            |     |            |     |          |          |            |            |            |   |            |            |
|        |            |     |            |     |          |          |            |            |            |   |            |            |
| _      |            |     |            |     |          |          |            | Mari       |            |   |            |            |
| '17    | 0ct<br>'17 | '17 | Dec<br>'17 | '18 | '18      | '18      | Apr<br>'18 | May<br>'18 | Jun<br>'18 |   | Aug<br>'18 | Sep<br>'18 |
| -      | -          | -   | -          | -   | -        | -<br>-   | -          | -          | -          | - | -          | \$222K     |
| -      | <b>-</b>   | -   | -          | -   | <b>-</b> | <b>-</b> | -          | <b>-</b>   | -          | - | -          | \$208K     |
| -      | -          | -   | -          | -   | -        | -        | -          | -          | -          | - | -          | 93%        |



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



86%



# 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 \

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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

| \$225K   | <br> | <br> | <br> | <br> | <br> |     |
|----------|------|------|------|------|------|-----|
|          |      |      |      |      |      |     |
| \$150K   | <br> | <br> | <br> | <br> | <br> |     |
|          |      |      |      |      |      |     |
|          |      |      |      |      |      |     |
| \$75K    | <br> |      | <br> | <br> | <br> |     |
| \$75K    | <br> | <br> | <br> | <br> | <br> |     |
|          |      |      |      |      |      |     |
| 0<br>Sep | <br> |      |      |      |      | Aug |
| 0        | <br> |      |      |      |      |     |
| 0<br>Sep | <br> |      |      |      |      | Aug |



