

Summary of Key Listing and Sales Metrics

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

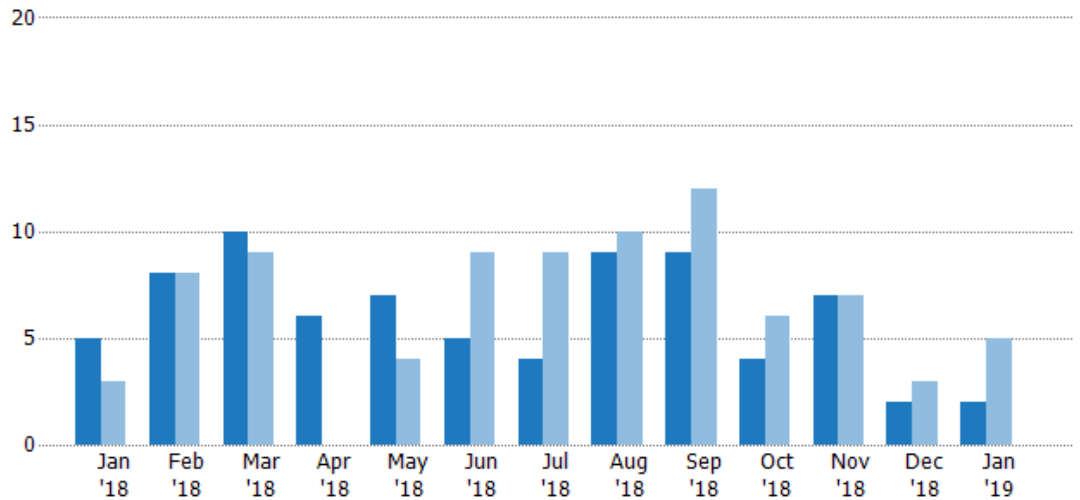
Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	78	85	-8.2%
New Listing Volume	\$552,900	\$1,506,000	-63.3%	\$27,861,000	\$30,002,699	-7.1%
Active Listing Count	41	63	-34.9%	N/A	N/A	
Active Listing Volume	\$18,456,699	\$26,264,499	-29.7%	N/A	N/A	
Average Listing Price	\$450,163	\$416,897	+8%	\$419,631	\$388,833	+7.9%
Median Listing Price	\$389,900	\$339,000	+15%	\$343,621	\$289,024	+18.9%
Median Days in RPR	221	214	+3.3%	190.51	203.66	-6.5%
Months of Inventory	13.7	6.3	+116.9%	20.5	63	-67.5%
Absorption Rate	7.32%	15.87%	-8.6%	4.88%	1.59%	+3.3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	3	+133.3%	65	49	+32.7%
New Pending Sales Volume	\$1,887,000	\$579,000	+225.9%	\$17,663,100	\$13,905,400	+27%
Pending Sales Count	9	4	+125%	N/A	N/A	
Pending Sales Volume	\$2,245,000	\$683,000	+228.7%	N/A	N/A	
Closed Sales Count	3	2	+50%	49	45	+8.9%
Closed Sales Volume	\$947,500	\$481,050	+97%	\$12,065,450	\$12,723,250	-5.2%
Average Sales Price	\$315,833	\$240,525	+31.3%	\$246,234	\$282,739	-12.9%
Median Sales Price	\$327,500	\$240,525	+36.2%	\$244,583	\$223,546	+9.4%

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



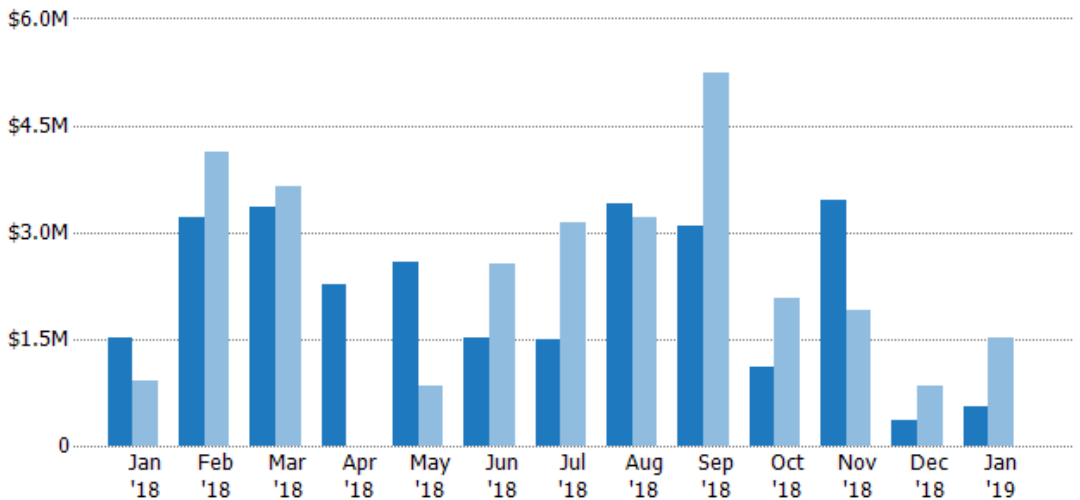
Current Year	5	8	10	6	7	5	4	9	9	4	7	2	2
Prior Year	3	8	9	-	4	9	9	10	12	6	7	3	5
Percent Change from Prior Year	67%	0%	11%	100%	75%	-44%	-56%	-10%	-25%	-33%	0%	-33%	-60%

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:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$1.51M	\$3.21M	\$3.35M	\$2.27M	\$2.58M	\$1.51M	\$1.49M	\$3.39M	\$3.09M	\$1.11M	\$3.45M	\$347K	\$553K
Prior Year	\$904K	\$4.12M	\$3.64M	-	\$853K	\$2.55M	\$3.14M	\$3.22M	\$5.24M	\$2.08M	\$1.91M	\$844K	\$1.51M
Percent Change from Prior Year	67%	-22%	-8%	100%	202%	-41%	-52%	5%	-41%	-47%	81%	-59%	-63%

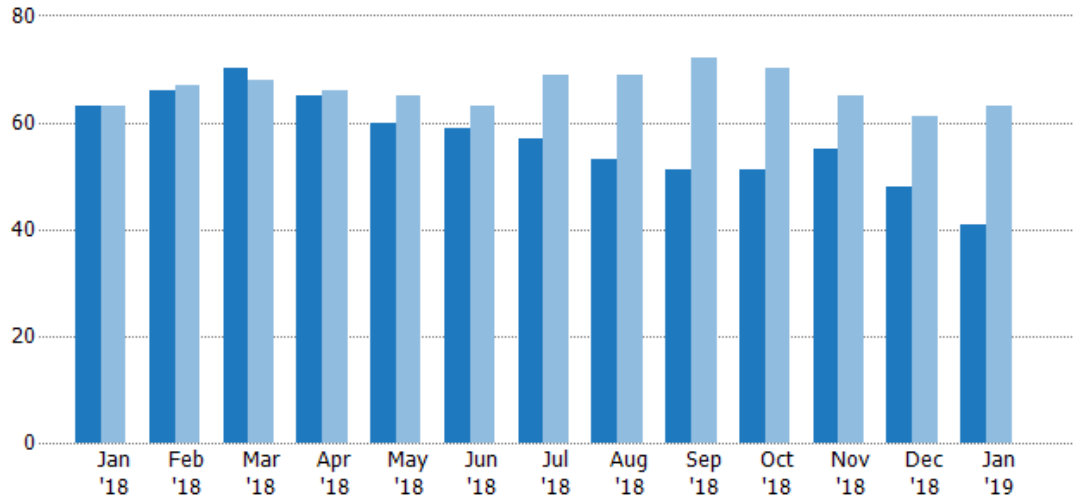
Active Listings

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

Month/ Year	Count	% Chg.
Jan '19	41	-34.9%
Jan '18	63	0%
Jan '17	63	3.2%



Current Year	63	66	70	65	60	59	57	53	51	51	55	48	41
Prior Year	63	67	68	66	65	63	69	69	72	70	65	61	63
Percent Change from Prior Year	0%	-1%	3%	-2%	-8%	-6%	-17%	-23%	-29%	-27%	-15%	-21%	-35%

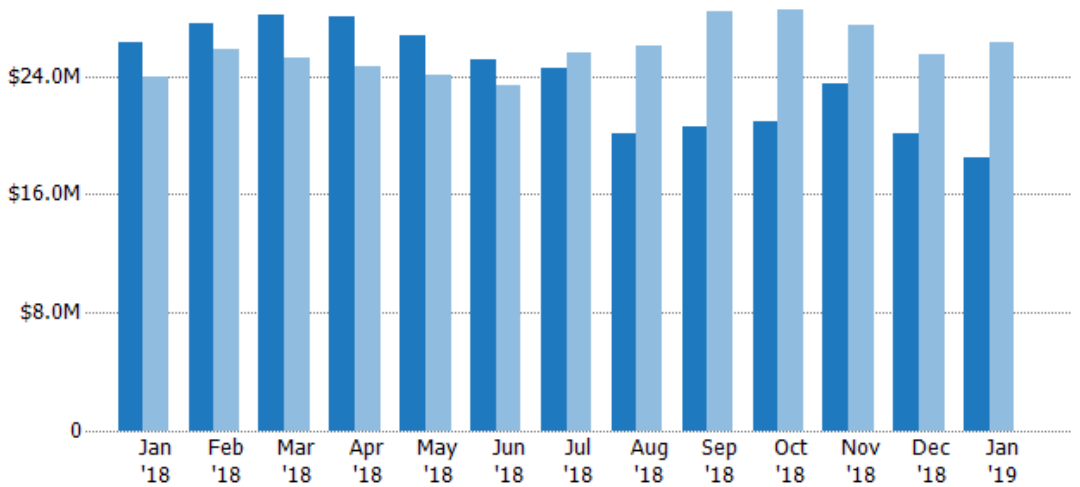
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$18.5M	-29.7%
Jan '18	\$26.3M	9.7%
Jan '17	\$23.9M	1.4%



Current Year	\$26.3M	\$27.5M	\$28.1M	\$28.1M	\$26.7M	\$25.1M	\$24.5M	\$20.2M	\$20.6M	\$21M	\$23.5M	\$20.1M	\$18.5M
Prior Year	\$23.9M	\$25.8M	\$25.2M	\$24.6M	\$24M	\$23.4M	\$25.6M	\$26.1M	\$28.4M	\$28.5M	\$27.4M	\$25.5M	\$26.3M
Percent Change from Prior Year	10%	7%	12%	14%	11%	7%	-4%	-23%	-27%	-27%	-14%	-21%	-30%

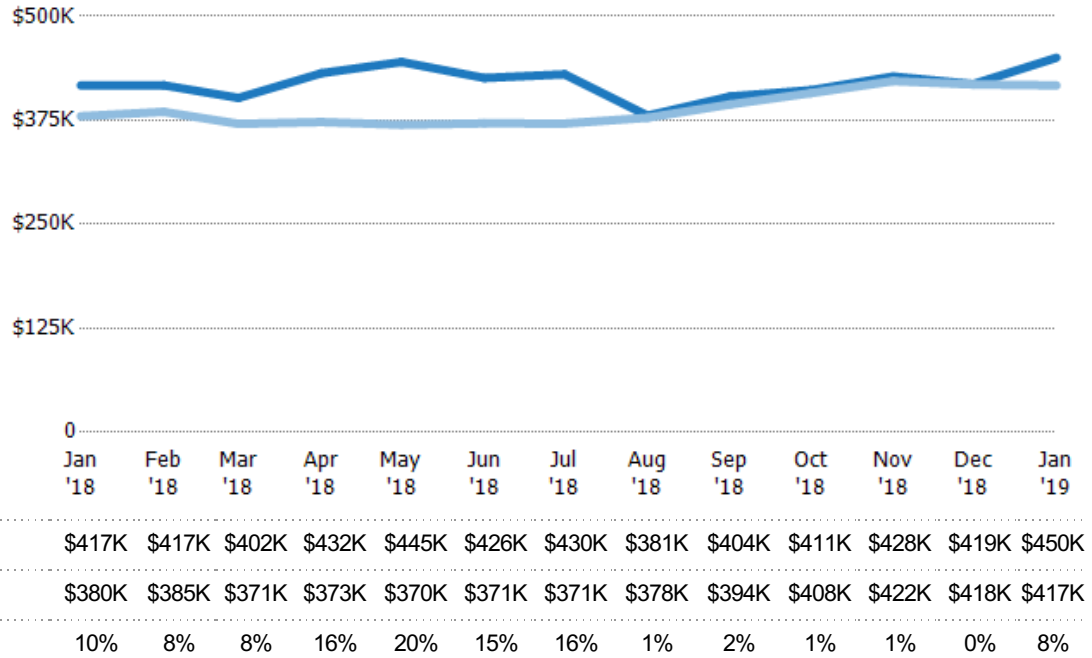
Average Listing Price

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

Month/ Year	Price	% Chg.
Jan '19	\$450K	8%
Jan '18	\$417K	9.7%
Jan '17	\$380K	-1.7%



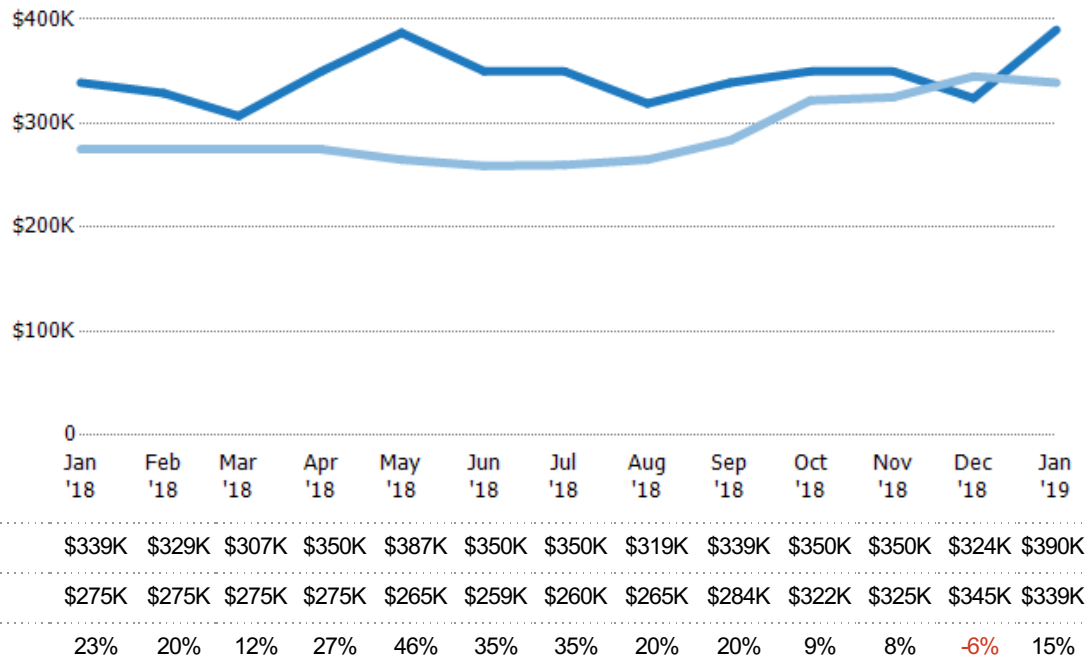
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Jan '19	\$390K	15%
Jan '18	\$339K	23.3%
Jan '17	\$275K	-3.6%

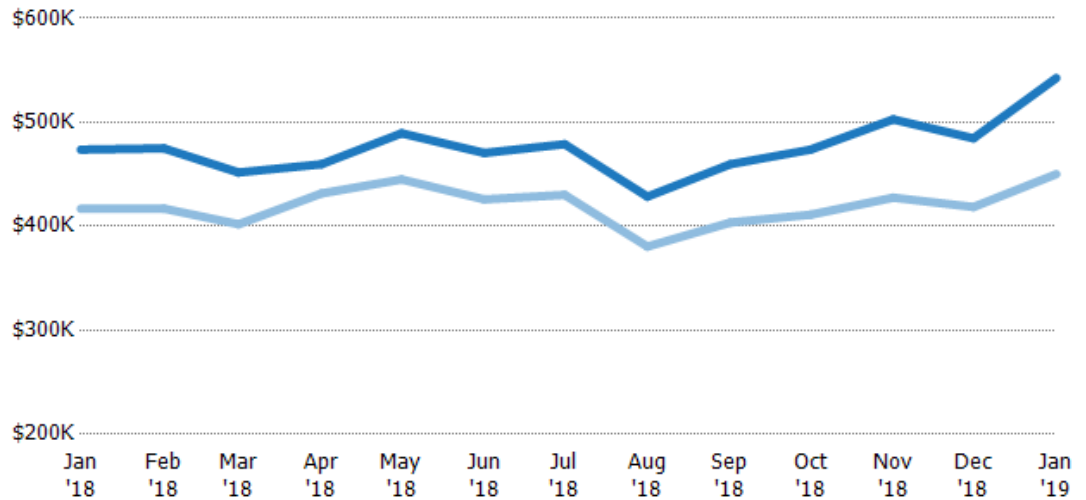


Average Listing Price vs Average Est Value

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



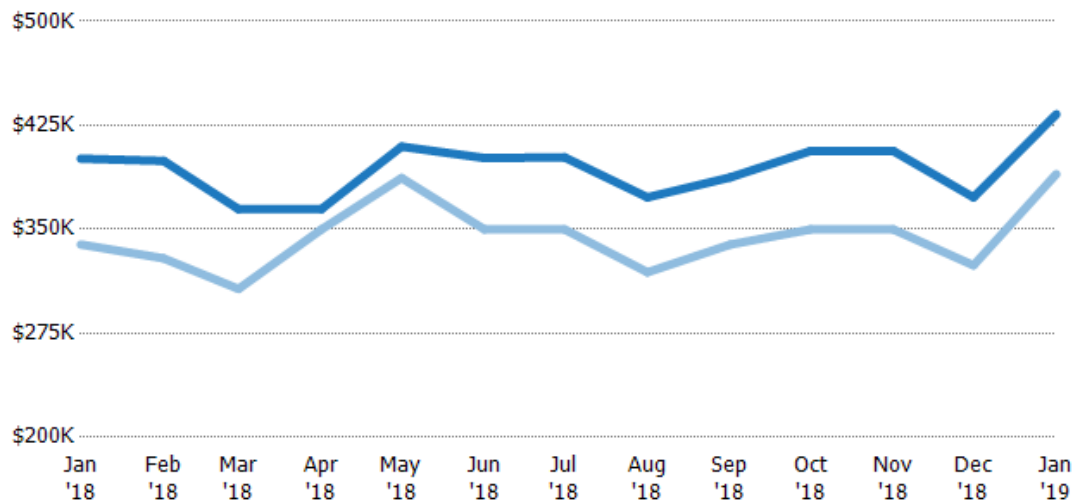
Avg Est Value	\$474K	\$475K	\$452K	\$460K	\$489K	\$470K	\$479K	\$429K	\$460K	\$474K	\$503K	\$485K	\$543K
Avg Listing Price	\$417K	\$417K	\$402K	\$432K	\$445K	\$426K	\$430K	\$381K	\$404K	\$411K	\$428K	\$419K	\$450K
Avg Listing Price as a % of Avg Est Value	88%	88%	89%	94%	91%	91%	90%	89%	88%	87%	85%	86%	83%

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

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



Median Est Value	\$401K	\$399K	\$365K	\$365K	\$410K	\$401K	\$402K	\$373K	\$387K	\$406K	\$406K	\$373K	\$433K
Median Listing Price	\$339K	\$329K	\$307K	\$350K	\$387K	\$350K	\$350K	\$319K	\$339K	\$350K	\$350K	\$324K	\$390K
Med Listing Price as a % of Med Est Value	85%	82%	84%	96%	94%	87%	87%	86%	87%	86%	86%	87%	90%

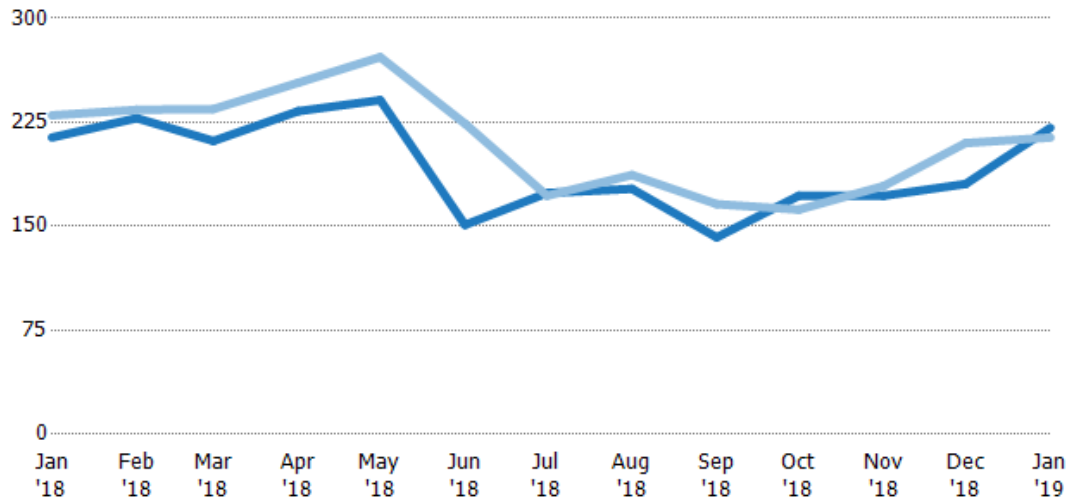
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '19	221	3.3%
Jan '18	214	-7%
Jan '17	230	-19.1%



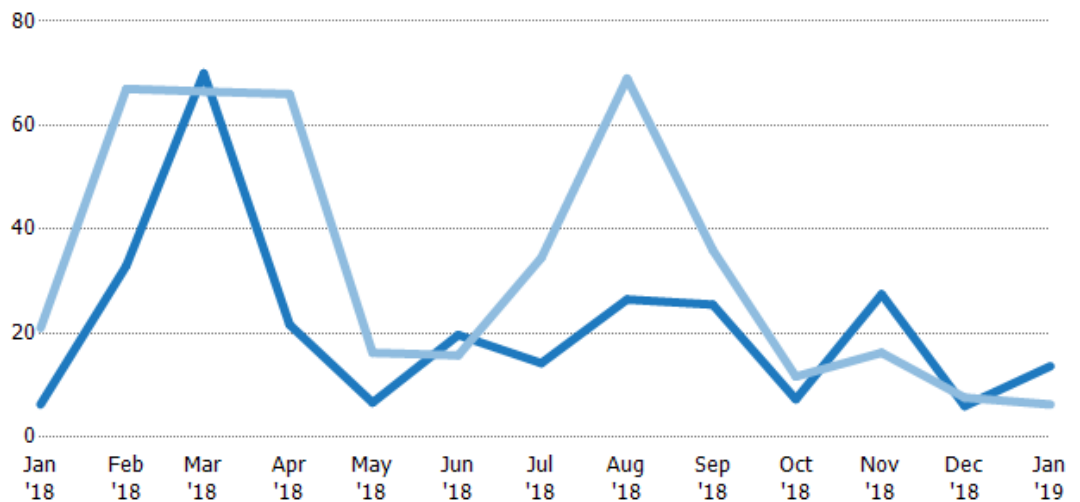
Current Year	214	228	212	233	241	151	174	177	142	172	172	181	221
Prior Year	230	234	235	254	272	224	172	187	166	162	179	210	214
Percent Change from Prior Year	-7%	-3%	-10%	-8%	-11%	-33%	1%	-5%	-14%	6%	-4%	-14%	3%

Months of Inventory

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

Filters Used

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



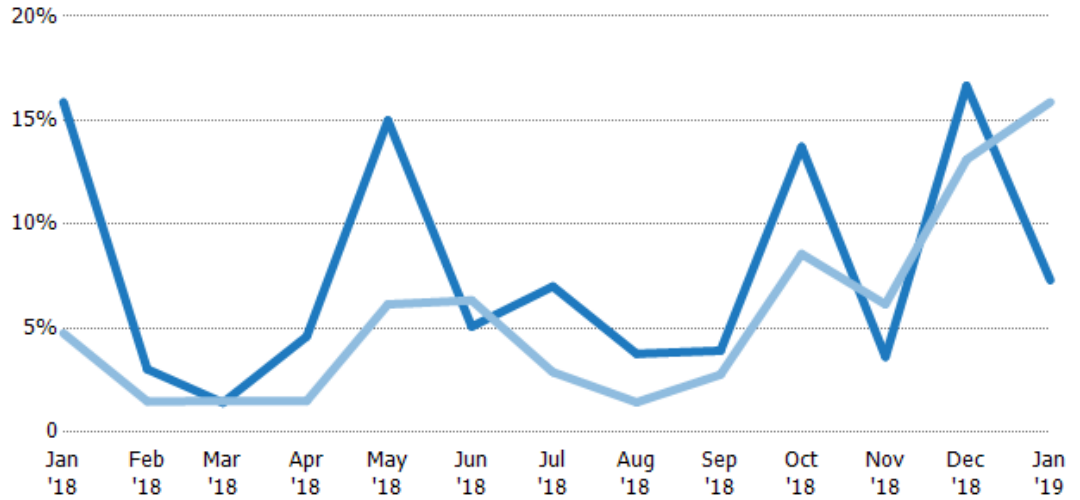
Current Year	6.3	33	70	21.7	6.67	19.7	14.3	26.5	25.5	7.29	27.5	6	13.7
Prior Year	21	67	66.5	66	16.3	15.8	34.5	69	36	11.7	16.3	7.63	6.3
Percent Change from Prior Year	-70%	-51%	100%	-67%	-59%	25%	-59%	-62%	-29%	-38%	69%	-21%	117%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Ludlow, VT 05149,
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Family Residence



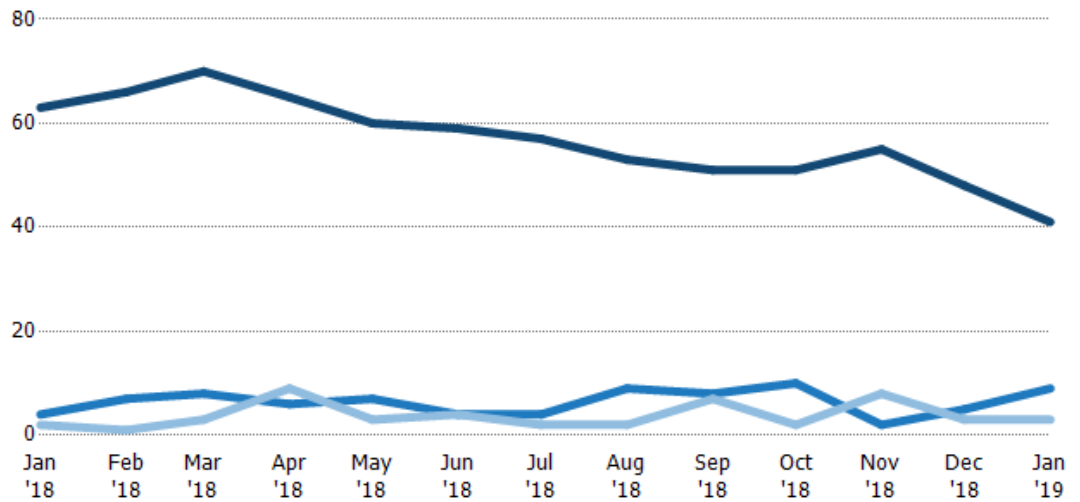
Current Year	16%	3%	1%	5%	15%	5%	7%	4%	4%	14%	4%	17%	7%
Prior Year	5%	1%	2%	2%	6%	6%	3%	1%	3%	9%	6%	13%	16%
Change from Prior Year	-11%	-2%	-1%	-3%	-9%	1%	-4%	-2%	-1%	-5%	3%	-4%	9%

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



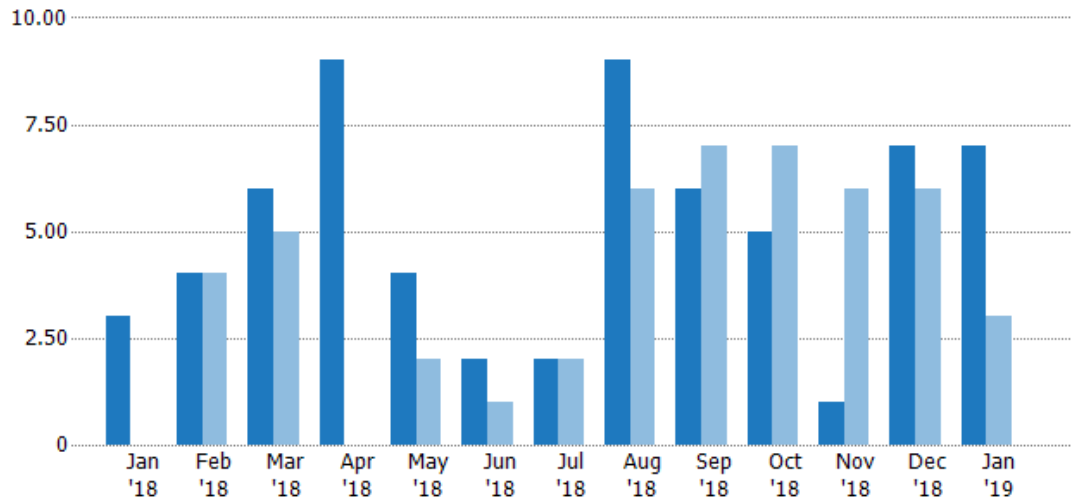
Active	63	66	70	65	60	59	57	53	51	51	55	48	41
Pending	4	7	8	6	7	4	4	9	8	10	2	5	9
Sold	2	1	3	9	3	4	2	2	7	2	8	3	3

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



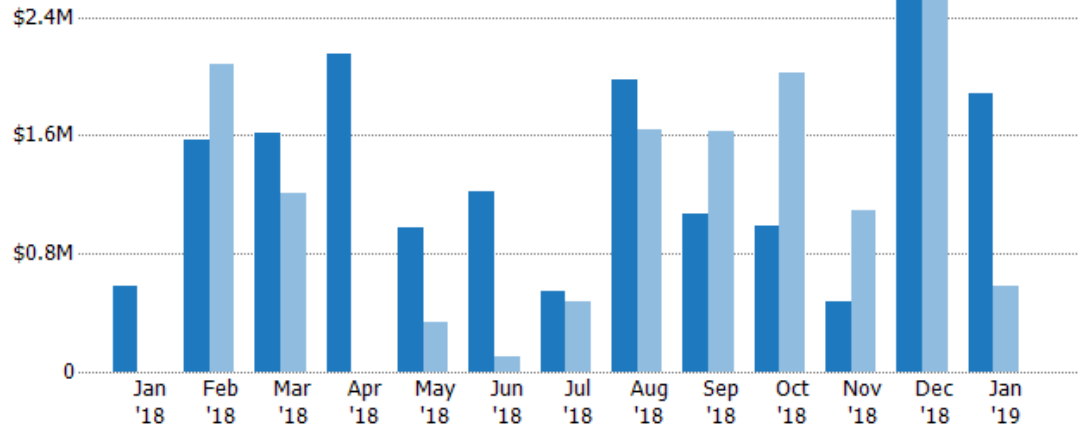
Current Year	3	4	6	9	4	2	2	9	6	5	1	7	7
Prior Year	-	4	5	-	2	1	2	6	7	7	6	6	3
Percent Change from Prior Year	100%	0%	20%	100%	100%	100%	0%	50%	-14%	-29%	-83%	17%	133%

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



Current Year	\$579K	\$1.57M	\$1.61M	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.06M	\$989K	\$475K	\$2.62M	\$1.89M
Prior Year	-	\$2.09M	\$1.21M	-	\$339K	\$100K	\$474K	\$1.64M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K
Percent Change from Prior Year	100%	-25%	34%	100%	186%	1,124%	16%	20%	-35%	-51%	-57%	-4%	226%

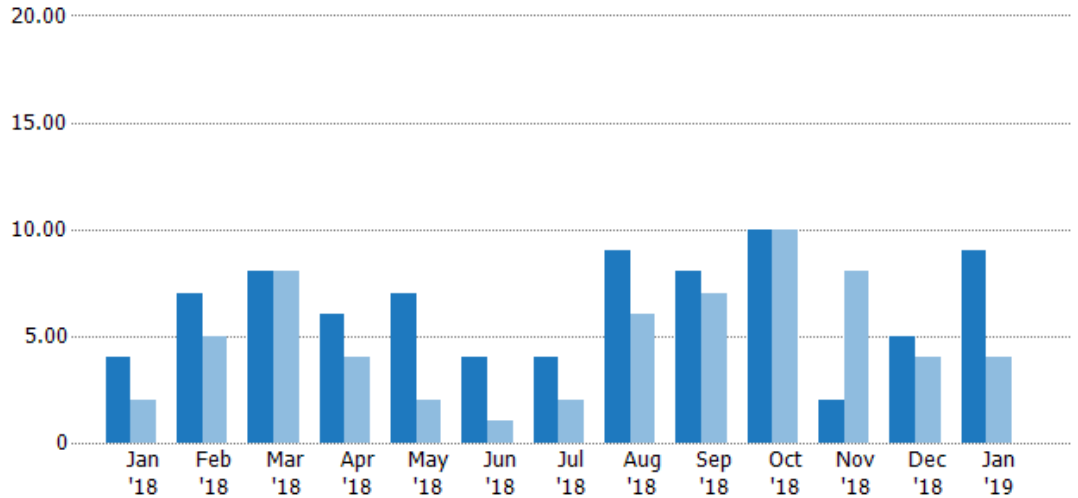
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	9	125%
Jan '18	4	100%
Jan '17	2	300%



Current Year	4	7	8	6	7	4	4	9	8	10	2	5	9
Prior Year	2	5	8	4	2	1	2	6	7	10	8	4	4
Percent Change from Prior Year	100%	40%	0%	50%	250%	300%	100%	50%	14%	0%	-75%	25%	125%

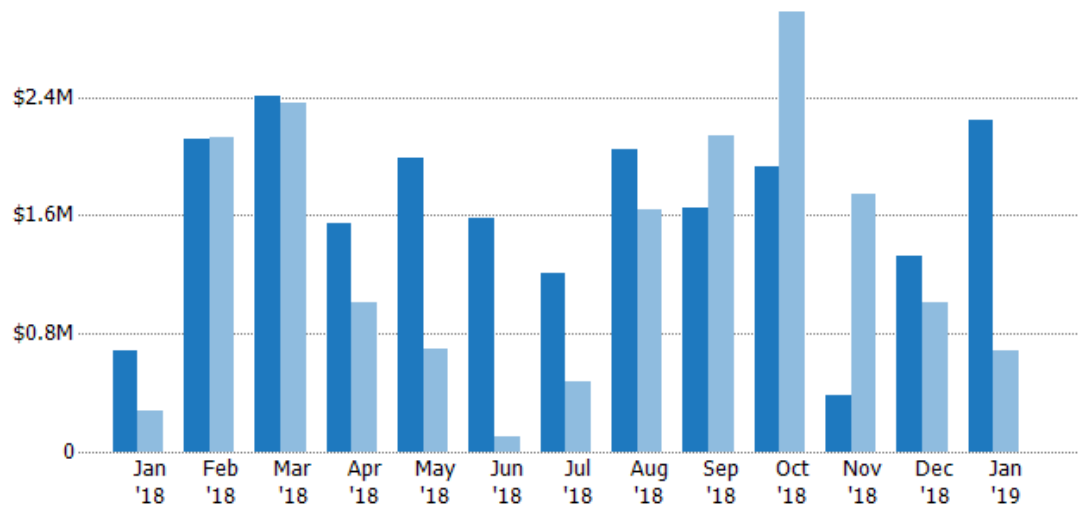
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$2.25M	228.7%
Jan '18	\$683K	148.5%
Jan '17	\$275K	611.9%



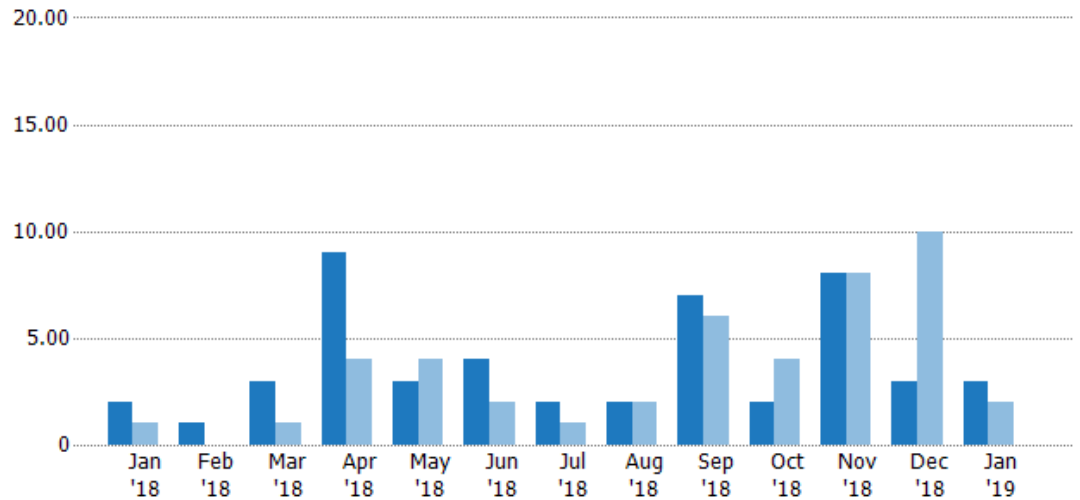
Current Year	\$683K	\$2.12M	\$2.4M	\$1.54M	\$1.98M	\$1.58M	\$1.2M	\$2.04M	\$1.65M	\$1.93M	\$384K	\$1.32M	\$2.25M
Prior Year	\$275K	\$2.12M	\$2.36M	\$1.01M	\$694K	\$100K	\$474K	\$1.64M	\$2.14M	\$2.98M	\$1.74M	\$1.01M	\$683K
Percent Change from Prior Year	149%	0%	2%	53%	186%	1,480%	154%	24%	-23%	-35%	-78%	31%	229%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



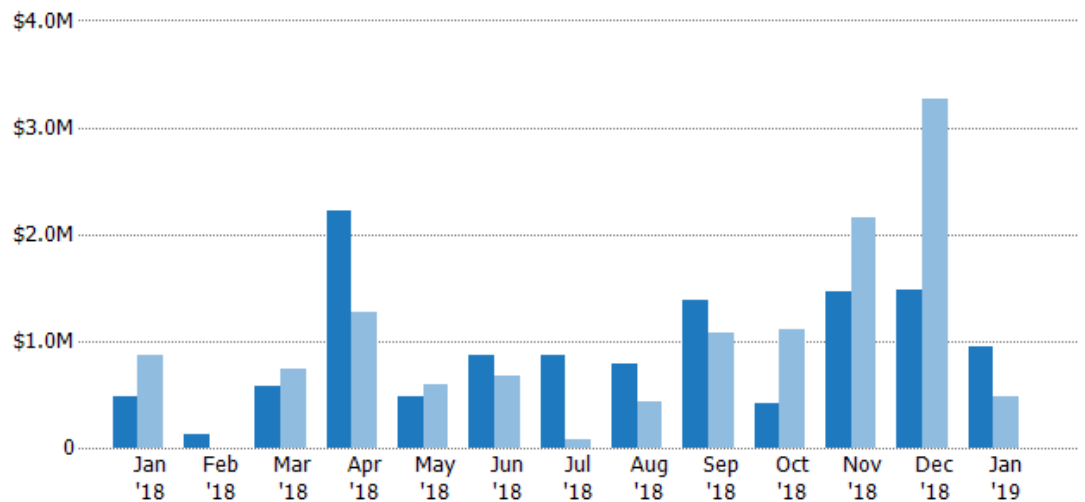
Current Year	2	1	3	9	3	4	2	2	7	2	8	3	3
Prior Year	1	-	1	4	4	2	1	2	6	4	8	10	2
Percent Change from Prior Year	100%	100%	200%	125%	-25%	100%	100%	0%	17%	-50%	0%	-70%	50%

Closed Sales Volume

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

Filters Used

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



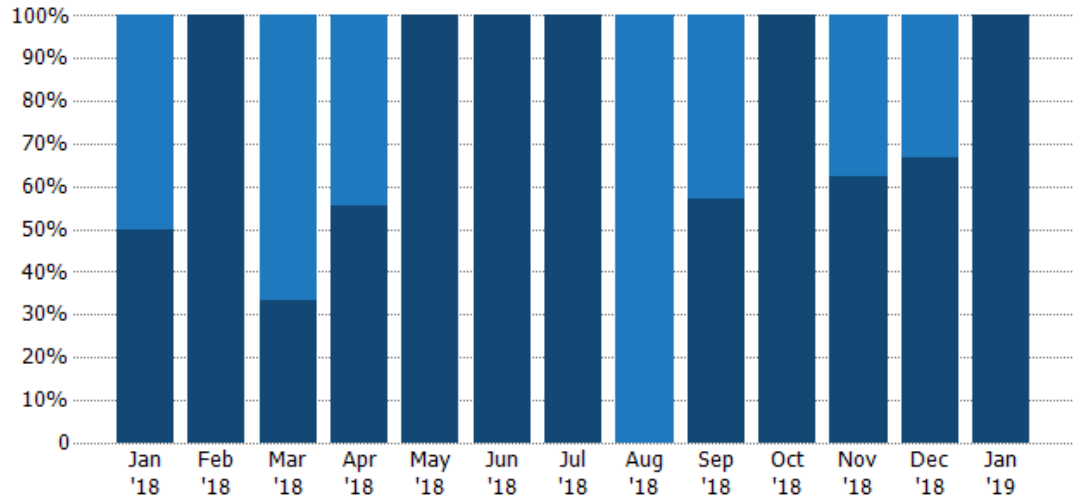
Current Year	\$481K	\$120K	\$571K	\$2.22M	\$483K	\$862K	\$859K	\$785K	\$1.39M	\$410K	\$1.47M	\$1.48M	\$948K
Prior Year	\$860K	-	\$735K	\$1.27M	\$599K	\$670K	\$81.5K	\$430K	\$1.08M	\$1.11M	\$2.15M	\$3.27M	\$481K
Percent Change from Prior Year	-44%	100%	-22%	75%	-19%	29%	954%	83%	28%	-63%	-32%	-55%	97%

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



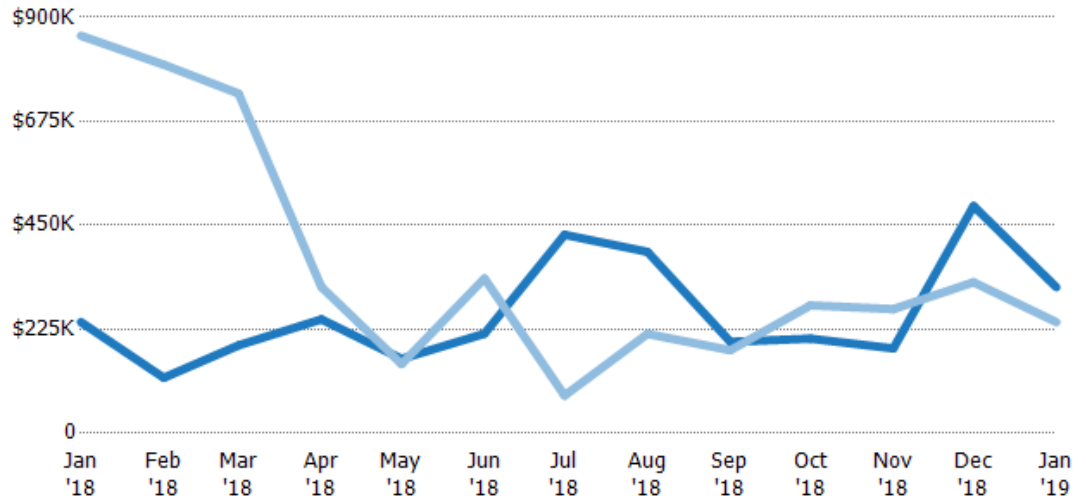
Condo/Townhouse	50%	-	67%	44%	-	-	-	100%	43%	-	38%	33%	-
Single Family Residence	50%	100%	33%	56%	100%	100%	100%	-	57%	100%	63%	67%	100%

Average Sales Price

The average 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



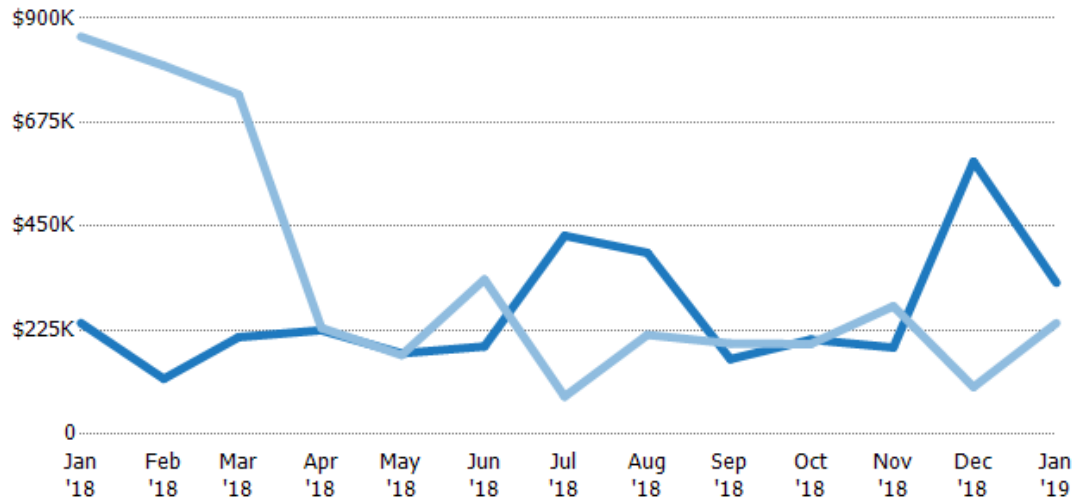
Current Year	\$241K	\$120K	\$190K	\$247K	\$161K	\$216K	\$430K	\$393K	\$198K	\$205K	\$184K	\$492K	\$316K
Prior Year	\$860K	\$798K	\$735K	\$316K	\$150K	\$335K	\$81.5K	\$215K	\$180K	\$277K	\$269K	\$327K	\$241K
Percent Change from Prior Year	-72%	100%	-74%	-22%	8%	-36%	427%	83%	10%	-26%	-32%	50%	31%

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



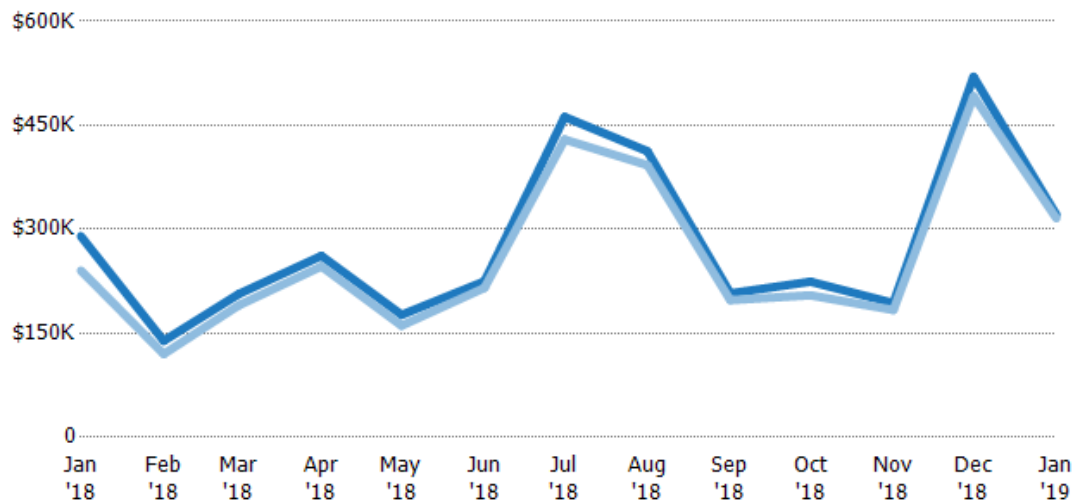
Current Year	\$241K	\$120K	\$210K	\$225K	\$175K	\$190K	\$430K	\$393K	\$163K	\$205K	\$188K	\$590K	\$328K
Prior Year	\$860K	\$798K	\$735K	\$230K	\$171K	\$335K	\$81.5K	\$215K	\$197K	\$195K	\$277K	\$102K	\$241K
Percent Change from Prior Year	-72%	100%	-71%	-2%	2%	-43%	427%	83%	-17%	5%	-32%	477%	36%

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:
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Family Residence



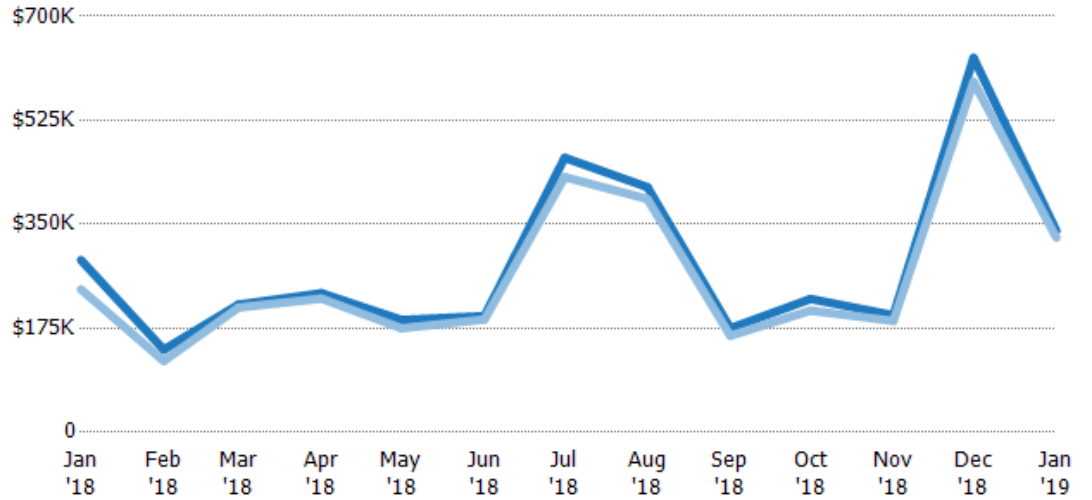
Avg List Price	\$290K	\$139K	\$207K	\$262K	\$177K	\$225K	\$462K	\$413K	\$208K	\$224K	\$194K	\$520K	\$321K
Avg Sales Price	\$241K	\$120K	\$190K	\$247K	\$161K	\$216K	\$430K	\$393K	\$198K	\$205K	\$184K	\$492K	\$316K
Avg Sales Price as a % of Avg List Price	83%	86%	92%	94%	91%	96%	93%	95%	95%	91%	95%	95%	98%

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

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



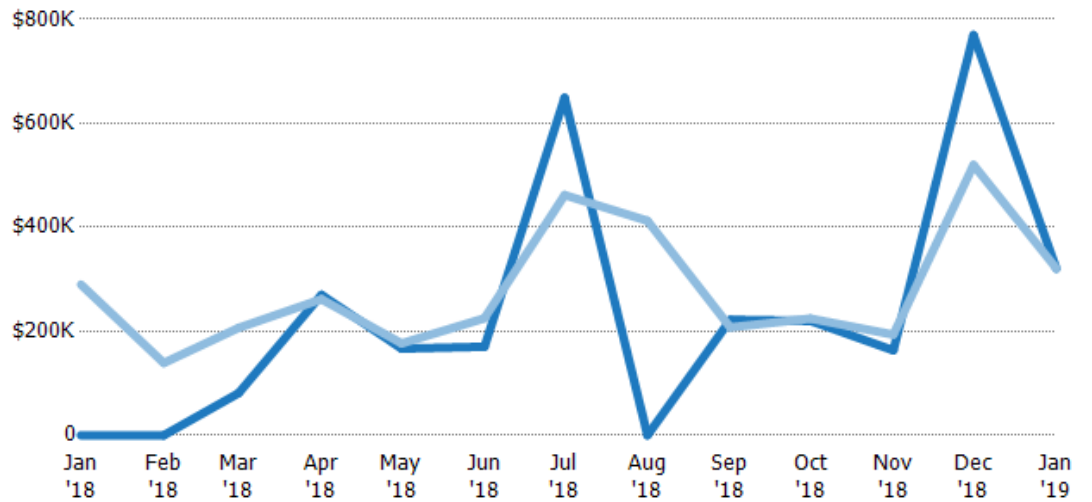
Median List Price	\$290K	\$139K	\$215K	\$234K	\$189K	\$196K	\$462K	\$413K	\$175K	\$224K	\$197K	\$630K	\$339K
Median Sales Price	\$241K	\$120K	\$210K	\$225K	\$175K	\$190K	\$430K	\$393K	\$163K	\$205K	\$188K	\$590K	\$328K
Med Sales Price as a % of Med List Price	83%	86%	98%	96%	93%	97%	93%	95%	93%	91%	95%	94%	97%

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

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



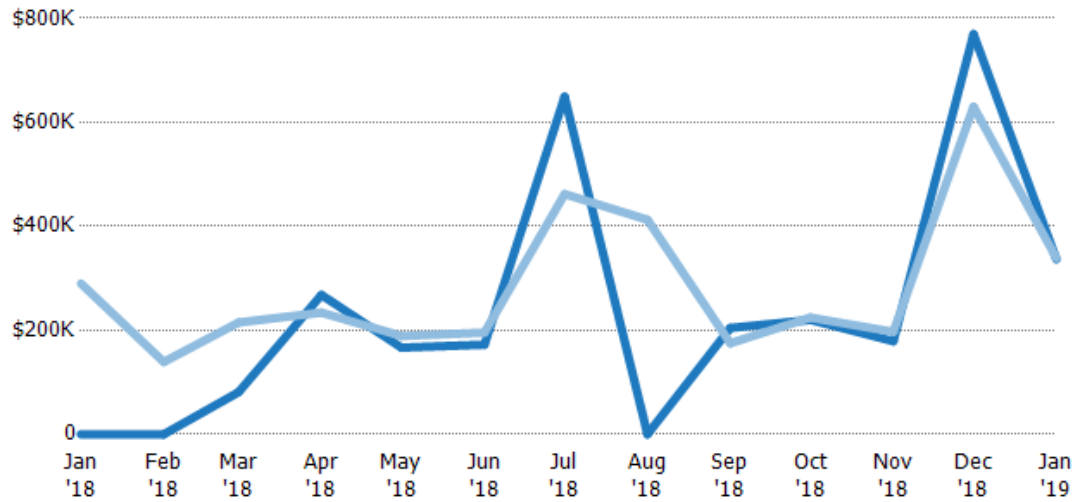
Avg Est Value	\$0	\$0	\$81K	\$270K	\$167K	\$170K	\$649K	\$0	\$222K	\$220K	\$163K	\$770K	\$320K
Avg Sales Price	\$290K	\$139K	\$207K	\$262K	\$177K	\$225K	\$462K	\$413K	\$208K	\$224K	\$194K	\$520K	\$321K
Avg Sales Price as a % of Avg Est Value	100%	100%	255%	97%	106%	132%	71%	100%	93%	102%	119%	68%	100%

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	\$0	\$0	\$81K	\$268K	\$167K	\$172K	\$649K	\$0	\$205K	\$220K	\$179K	\$770K	\$336K
Median Sales Price	\$290K	\$139K	\$215K	\$234K	\$189K	\$196K	\$462K	\$413K	\$175K	\$224K	\$197K	\$630K	\$339K
Med Sales Price as a % of Med Est Value	100%	100%	265%	87%	113%	113%	71%	100%	86%	102%	110%	82%	101%