

Summary of Key Listing and Sales Metrics

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

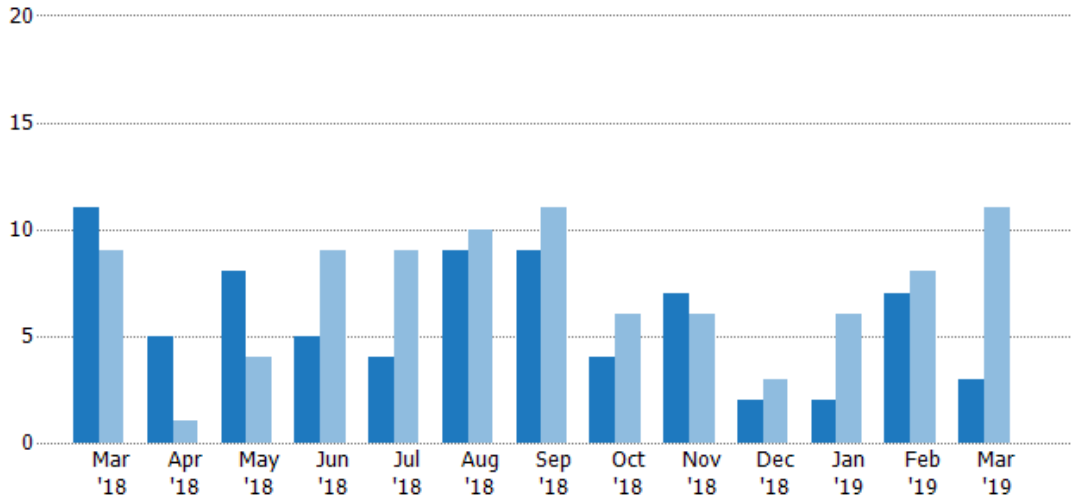
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	11	-72.7%	12	25	-52%
New Listing Volume	\$1,548,000	\$3,945,800	-60.8%	\$5,563,900	\$9,091,700	-38.8%
Active Listing Count	34	74	-54.1%	N/A	N/A	
Active Listing Volume	\$15,738,999	\$29,575,199	-46.8%	N/A	N/A	
Average Listing Price	\$462,912	\$399,665	+15.8%	\$449,059	\$404,789	+10.9%
Median Listing Price	\$409,500	\$307,000	+33.4%	\$380,571	\$316,785	+20.1%
Median Days in RPR	218	211.5	+3.1%	216.96	217.25	-0.1%
Months of Inventory	11.3	74	-84.7%	19.8	71.3	-72.2%
Absorption Rate	8.82%	1.35%	+7.5%	5.04%	1.4%	+3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	10	6	+66.7%	20	13	+53.8%
New Pending Sales Volume	\$4,170,200	\$1,611,400	+158.8%	\$7,250,200	\$3,764,400	+92.6%
Pending Sales Count	10	10	±	N/A	N/A	
Pending Sales Volume	\$3,990,300	\$3,109,900	+28.3%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	13	6	+116.7%
Closed Sales Volume	\$2,216,000	\$570,500	+288.4%	\$3,633,500	\$1,171,550	+210.1%
Average Sales Price	\$316,571	\$190,167	+66.5%	\$279,500	\$195,258	+43.1%
Median Sales Price	\$225,000	\$210,000	+7.1%	\$233,654	\$205,175	+13.9%

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



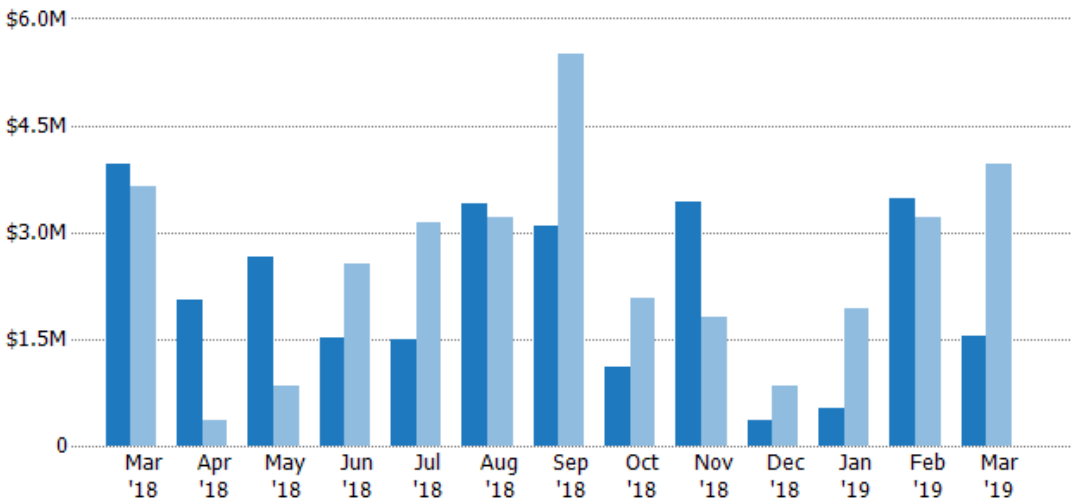
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	11	5	8	5	4	9	9	4	7	2	2	7	3
Prior Year	9	1	4	9	9	10	11	6	6	3	6	8	11
Percent Change from Prior Year	22%	400%	100%	-44%	-56%	-10%	-18%	-33%	17%	-33%	-67%	-13%	-73%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$3.95M	\$2.06M	\$2.64M	\$1.51M	\$1.49M	\$3.39M	\$3.09M	\$1.11M	\$3.43M	\$347K	\$532K	\$3.48M	\$1.55M
Prior Year	\$3.64M	\$348K	\$853K	\$2.55M	\$3.14M	\$3.22M	\$5.5M	\$2.08M	\$1.8M	\$844K	\$1.93M	\$3.21M	\$3.95M
Percent Change from Prior Year	8%	492%	210%	-41%	-52%	5%	-44%	-47%	90%	-59%	-72%	8%	-61%

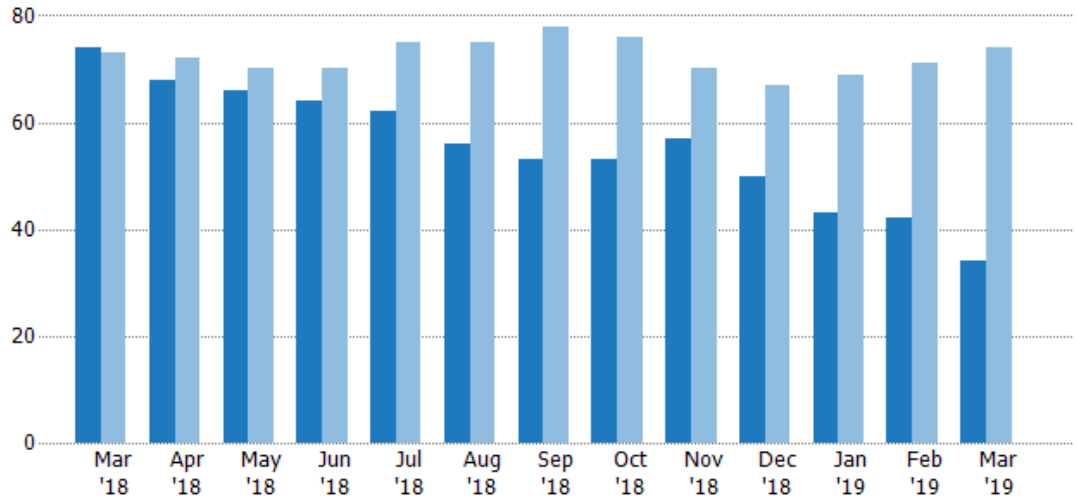
Active Listings

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.
Mar '19	34	-54.1%
Mar '18	74	1.4%
Mar '17	73	1.4%



Current Year	74	68	66	64	62	56	53	53	57	50	43	42	34
Prior Year	73	72	70	70	75	75	78	76	70	67	69	71	74
Percent Change from Prior Year	1%	-6%	-6%	-9%	-17%	-25%	-32%	-30%	-19%	-25%	-38%	-41%	-54%

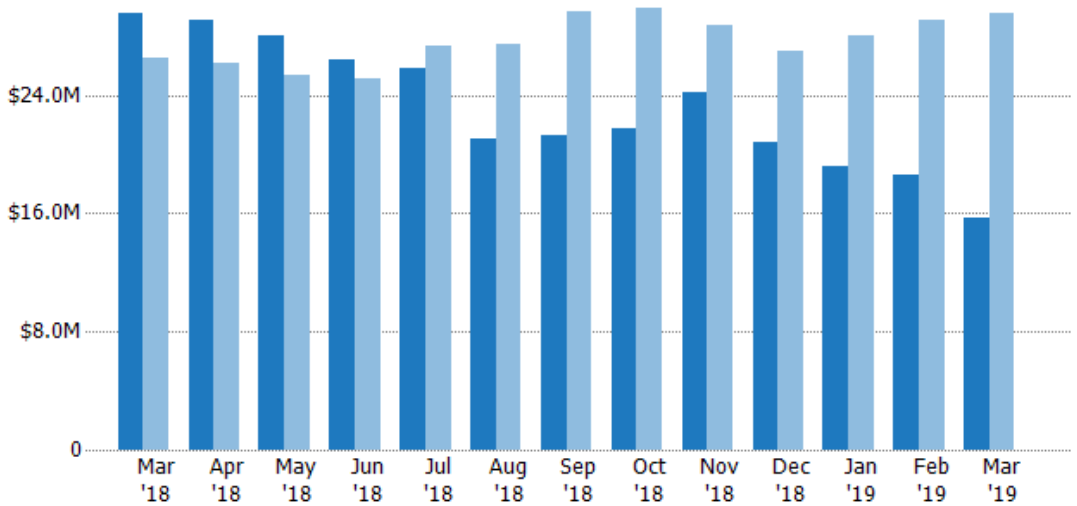
Active Listing Volume

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.
Mar '19	\$15.7M	-46.8%
Mar '18	\$29.6M	11.8%
Mar '17	\$26.5M	4.4%



Current Year	\$29.6M	\$29M	\$28M	\$26.4M	\$25.8M	\$21.1M	\$21.3M	\$21.7M	\$24.2M	\$20.8M	\$19.2M	\$18.5M	\$15.7M
Prior Year	\$26.5M	\$26.2M	\$25.4M	\$25.1M	\$27.3M	\$27.5M	\$29.7M	\$29.9M	\$28.7M	\$27M	\$28M	\$29.1M	\$29.6M
Percent Change from Prior Year	12%	11%	10%	5%	-6%	-23%	-28%	-27%	-16%	-23%	-32%	-36%	-47%

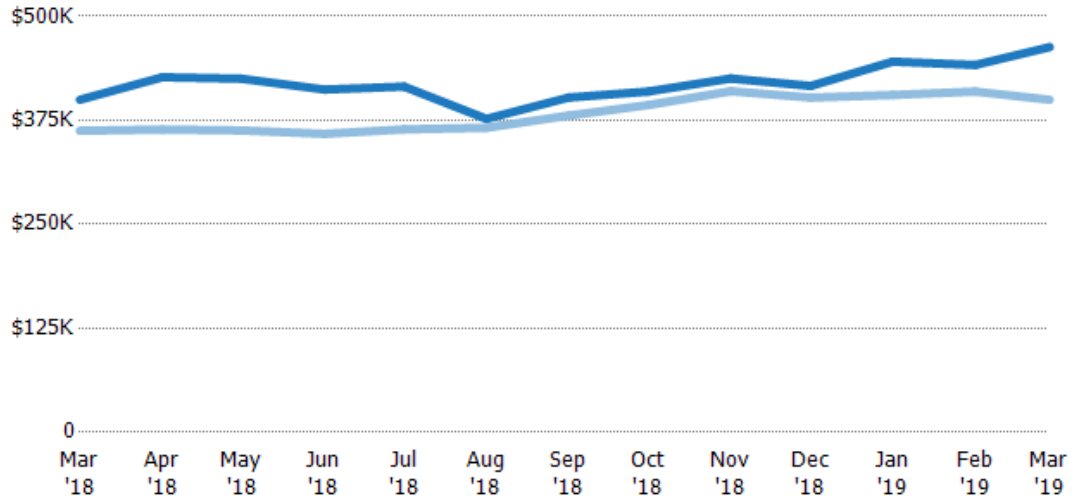
Average Listing Price

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.
Mar '19	\$463K	15.8%
Mar '18	\$400K	10.3%
Mar '17	\$362K	3%



Current Year	\$400K	\$427K	\$425K	\$412K	\$416K	\$377K	\$402K	\$410K	\$425K	\$416K	\$446K	\$441K	\$463K
Prior Year	\$362K	\$364K	\$363K	\$359K	\$364K	\$366K	\$381K	\$393K	\$410K	\$402K	\$405K	\$410K	\$400K
Percent Change from Prior Year	10%	17%	17%	15%	14%	3%	6%	4%	4%	3%	10%	8%	16%

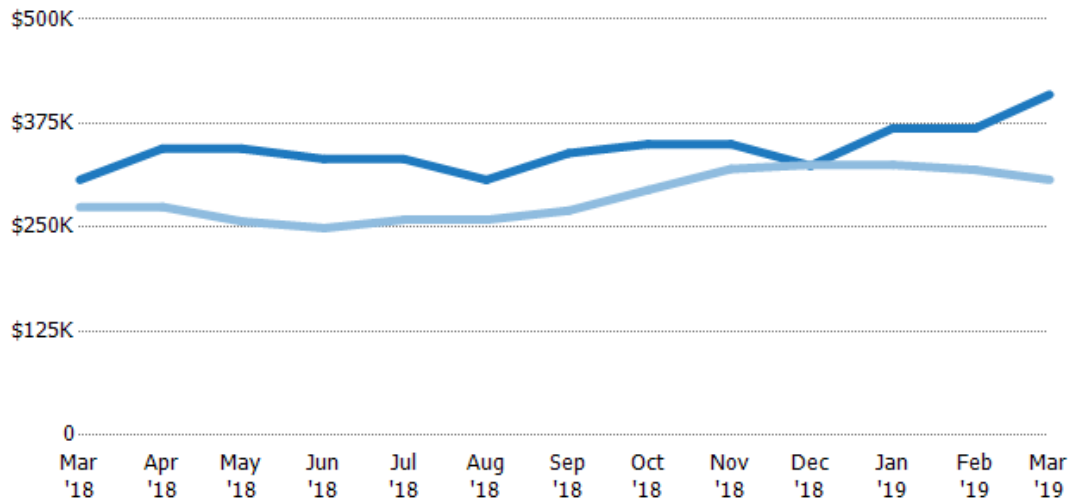
Median Listing Price

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.
Mar '19	\$409K	33.4%
Mar '18	\$307K	12%
Mar '17	\$274K	0.4%



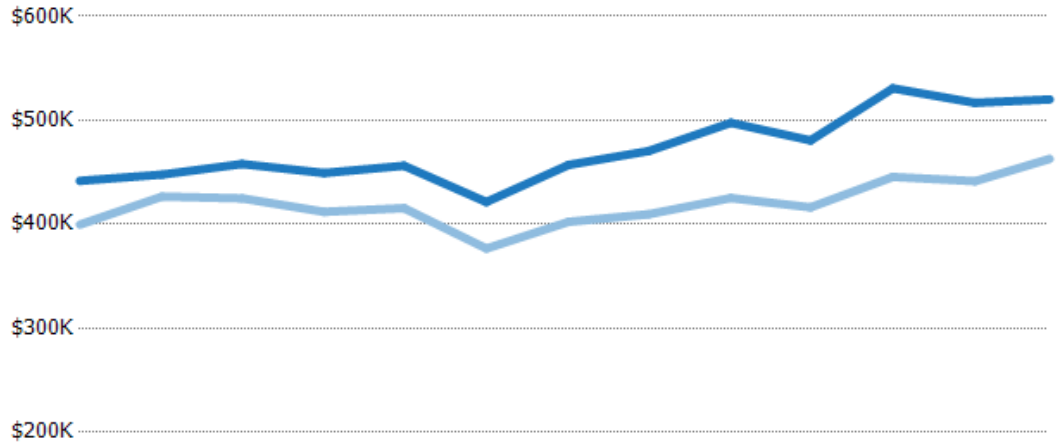
Current Year	\$307K	\$344K	\$344K	\$332K	\$332K	\$307K	\$339K	\$350K	\$350K	\$324K	\$369K	\$369K	\$409K
Prior Year	\$274K	\$275K	\$257K	\$249K	\$259K	\$259K	\$270K	\$295K	\$320K	\$325K	\$325K	\$319K	\$307K
Percent Change from Prior Year	12%	25%	34%	33%	28%	19%	26%	19%	9%	0%	14%	16%	33%

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



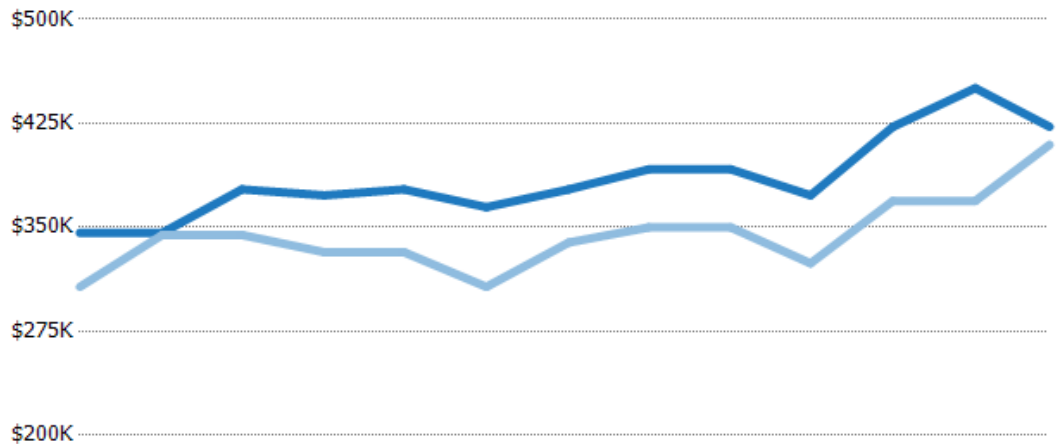
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$442K	\$448K	\$458K	\$449K	\$456K	\$421K	\$457K	\$470K	\$498K	\$481K	\$531K	\$517K	\$520K
Avg Listing Price	\$400K	\$427K	\$425K	\$412K	\$416K	\$377K	\$402K	\$410K	\$425K	\$416K	\$446K	\$441K	\$463K
Avg Listing Price as a % of Avg Est Value	90%	95%	93%	92%	91%	89%	88%	87%	85%	87%	84%	85%	89%

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



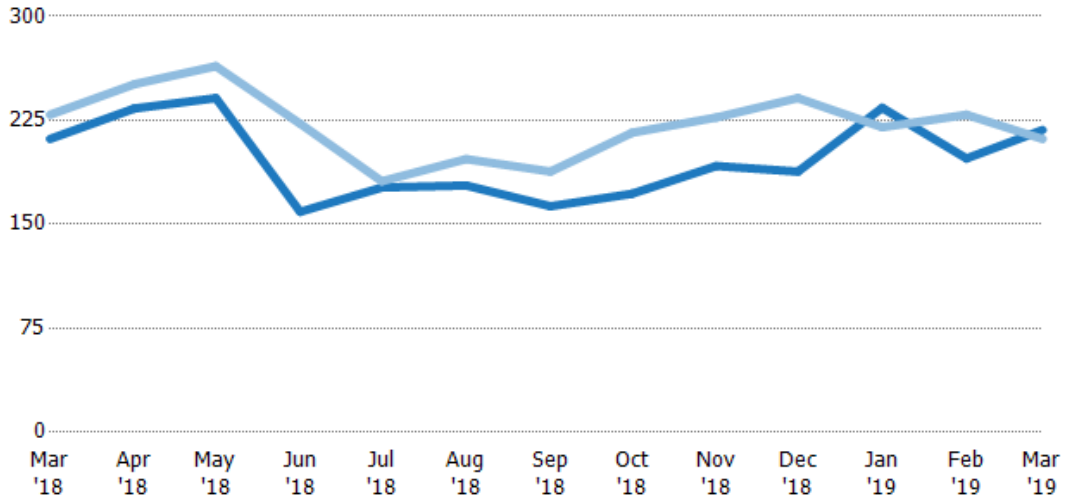
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$346K	\$346K	\$377K	\$373K	\$377K	\$365K	\$377K	\$392K	\$392K	\$373K	\$422K	\$450K	\$422K
Median Listing Price	\$307K	\$344K	\$344K	\$332K	\$332K	\$307K	\$339K	\$350K	\$350K	\$324K	\$369K	\$369K	\$409K
Med Listing Price as a % of Med Est Value	89%	100%	91%	89%	88%	84%	90%	89%	89%	87%	87%	82%	97%

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

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



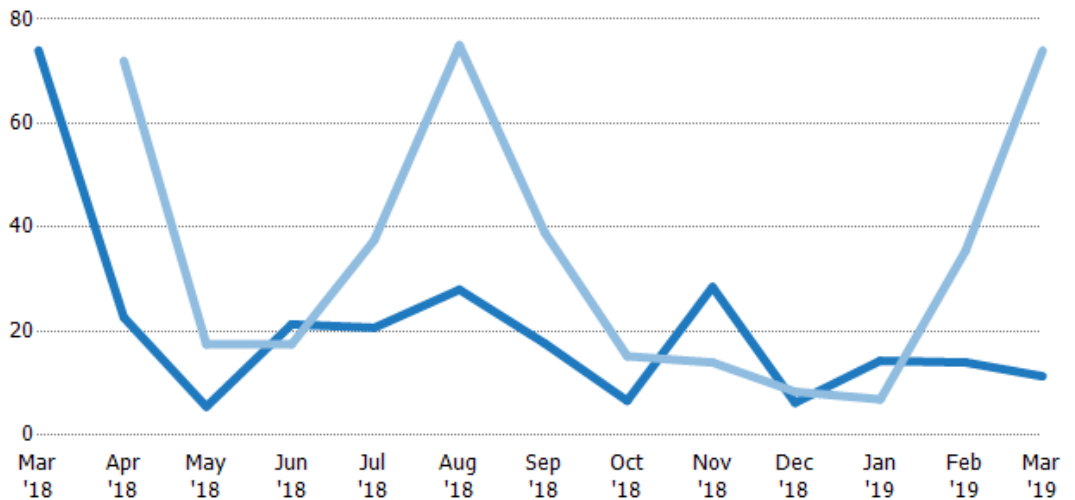
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	212	234	241	159	177	178	163	172	192	188	234	198	218
Prior Year	229	251	264	223	181	197	188	216	227	241	220	229	212
Percent Change from Prior Year	-8%	-7%	-9%	-29%	-2%	-10%	-13%	-20%	-15%	-22%	6%	-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:
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Family Residence



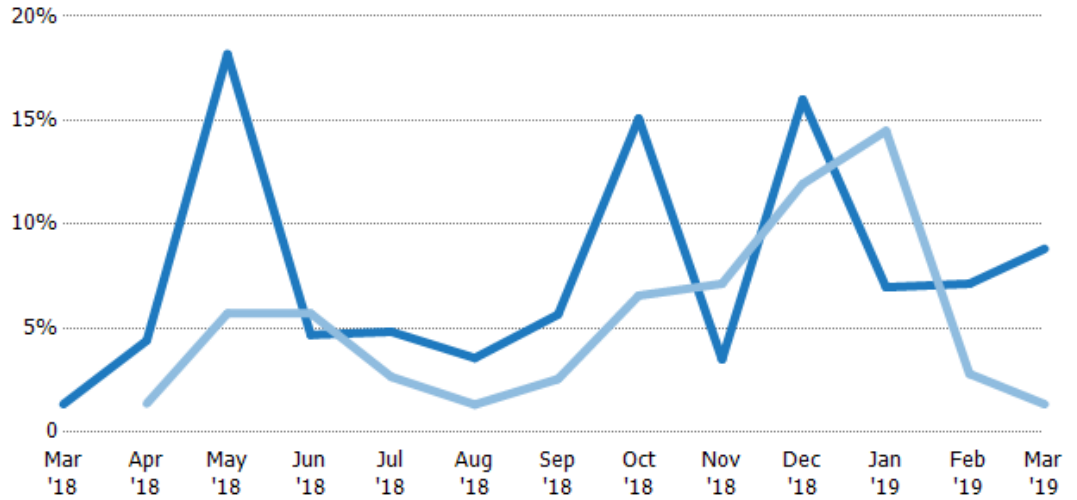
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	74	22.7	5.5	21.3	20.7	28	17.7	6.63	28.5	6.25	14.3	14	11.3
Prior Year	-	72	17.5	17.5	37.5	75	39	15.2	14	8.38	6.9	35.5	74
Percent Change from Prior Year	100%	-69%	-69%	22%	-45%	-63%	-55%	-56%	104%	-25%	108%	-61%	-85%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



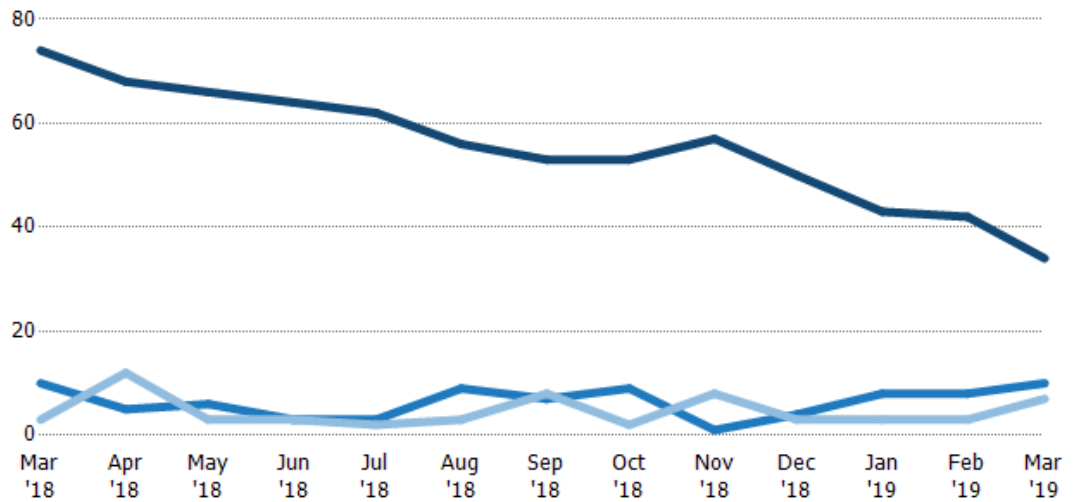
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	1%	4%	18%	5%	5%	4%	6%	15%	4%	16%	7%	7%	9%
Prior Year	-	1%	6%	6%	3%	1%	3%	7%	7%	12%	14%	3%	1%
Change from Prior Year	-1%	-3%	-12%	1%	-2%	-2%	-3%	-9%	4%	-4%	8%	-4%	-7%

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



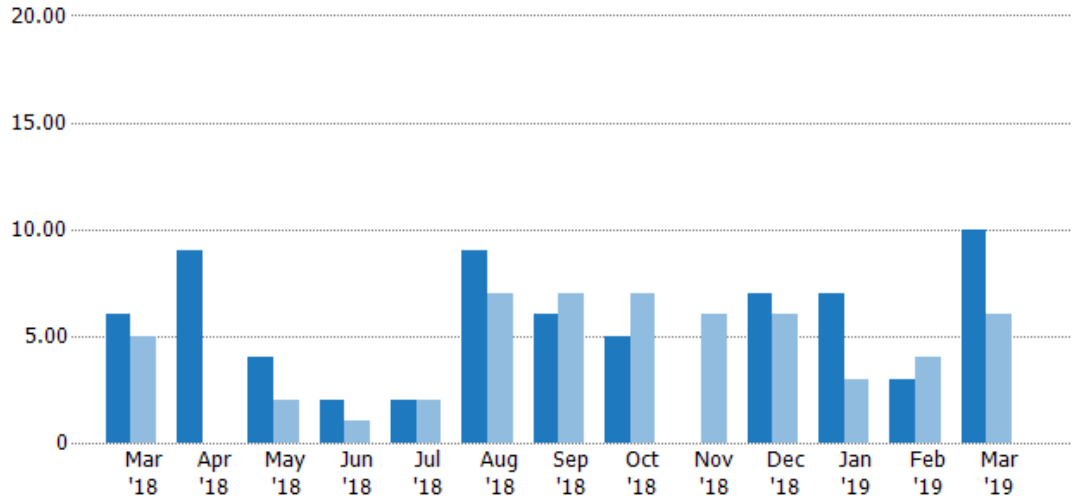
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	74	68	66	64	62	56	53	53	57	50	43	42	34
Pending	10	5	6	3	3	9	7	9	1	4	8	8	10
Sold	3	12	3	3	2	3	8	2	8	3	3	3	7

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



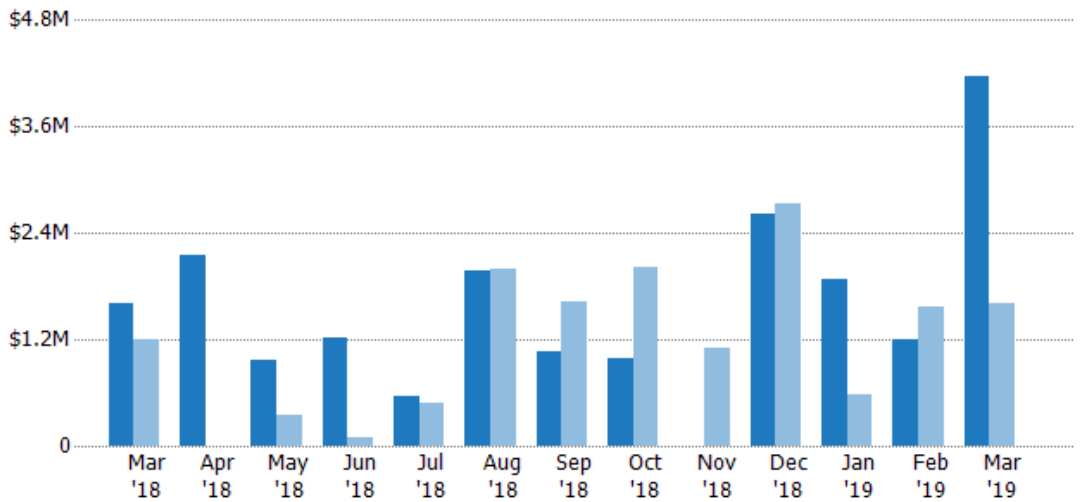
Current Year	6	9	4	2	2	9	6	5	-	7	7	3	10
Prior Year	5	-	2	1	2	7	7	7	6	6	3	4	6
Percent Change from Prior Year	20%	100%	100%	100%	0%	29%	-14%	-29%	-100%	17%	133%	-25%	67%

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



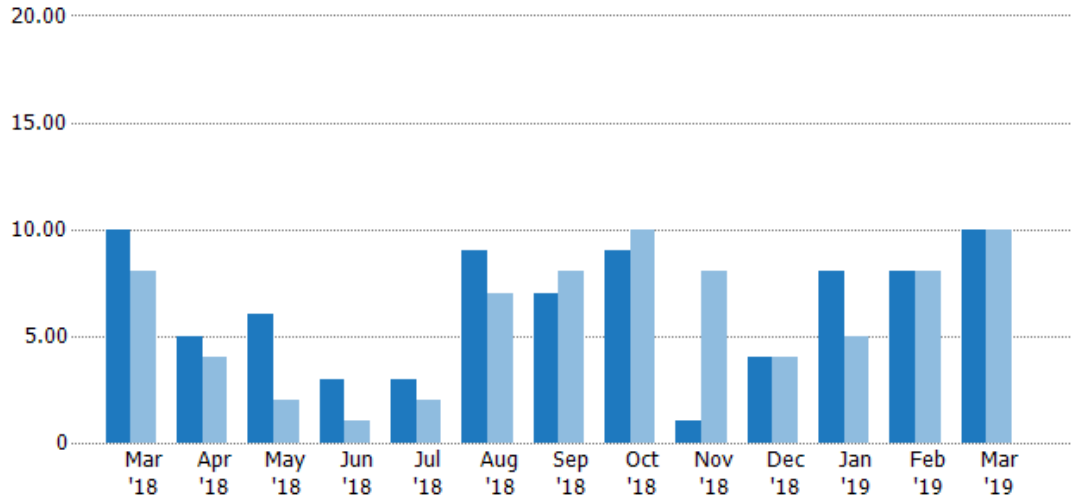
Current Year	\$1.61M	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.06M	\$989K	-	\$2.62M	\$1.89M	\$1.19M	\$4.17M
Prior Year	\$1.21M	-	\$339K	\$100K	\$474K	\$1.99M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M
Percent Change from Prior Year	34%	100%	186%	1,124%	16%	-1%	-35%	-51%	-100%	-4%	226%	-24%	159%

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



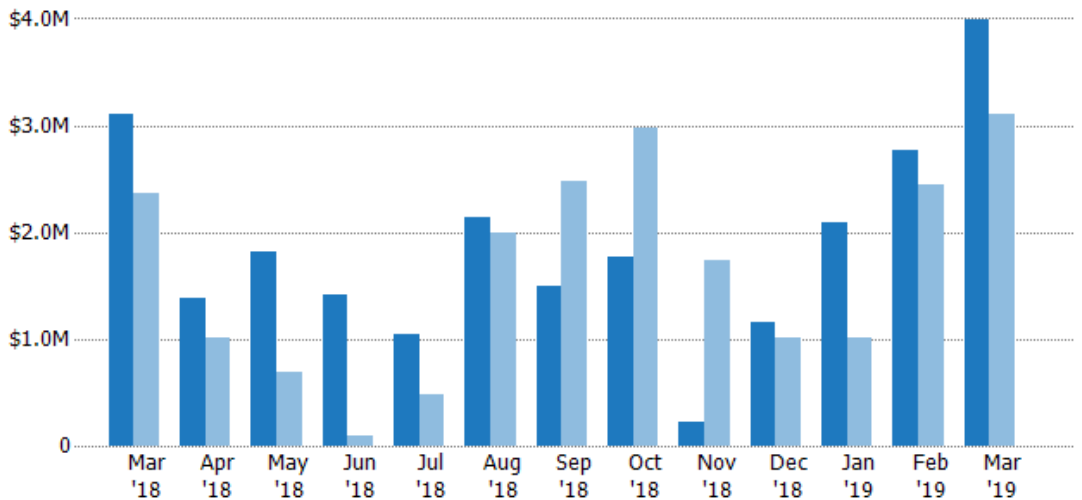
Month/Year	Count	% Chg.
Mar '19	10	0%
Mar '18	10	25%
Mar '17	8	-12.5%

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.
Mar '19	\$3.99M	28.3%
Mar '18	\$3.11M	31.8%
Mar '17	\$2.36M	-26.3%

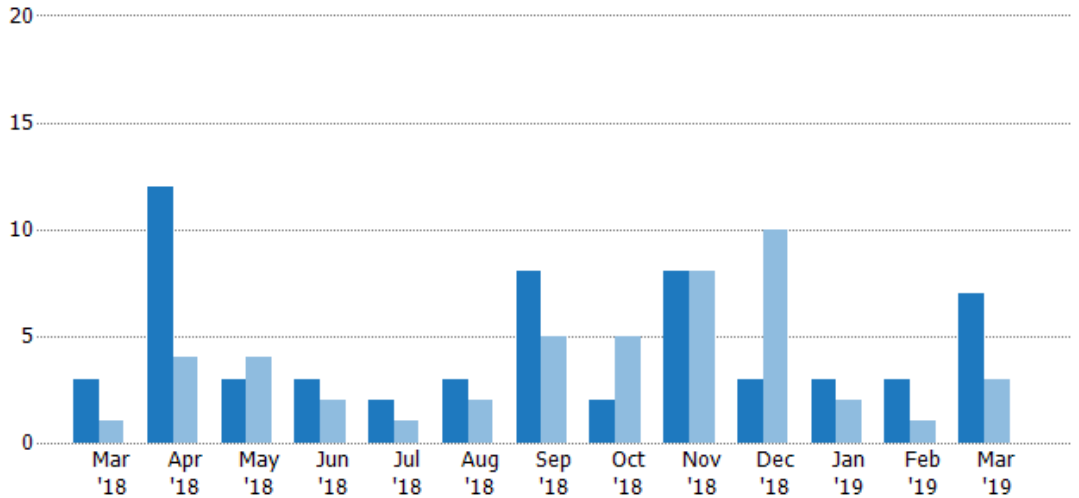
Closed Sales

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

Month/ Year	Count	% Chg.
Mar '19	7	133.3%
Mar '18	3	200%
Mar '17	1	500%



Current Year	3	12	3	3	2	3	8	2	8	3	3	3	7
Prior Year	1	4	4	2	1	2	5	5	8	10	2	1	3
Percent Change from Prior Year	200%	200%	-25%	50%	100%	50%	60%	-60%	0%	-70%	50%	200%	133%

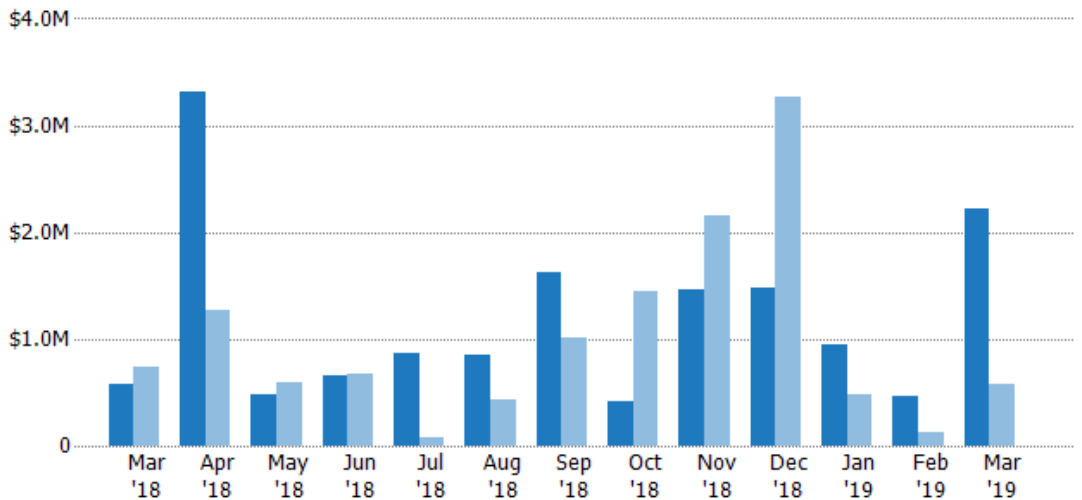
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$2.22M	288.4%
Mar '18	\$571K	-22.4%
Mar '17	\$735K	94.5%



Current Year	\$571K	\$3.31M	\$483K	\$662K	\$859K	\$845K	\$1.63M	\$410K	\$1.47M	\$1.48M	\$948K	\$470K	\$2.22M
Prior Year	\$735K	\$1.27M	\$599K	\$670K	\$81.5K	\$430K	\$1.02M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$571K
Percent Change from Prior Year	-22%	162%	-19%	-1%	954%	97%	60%	-72%	-32%	-55%	97%	292%	288%

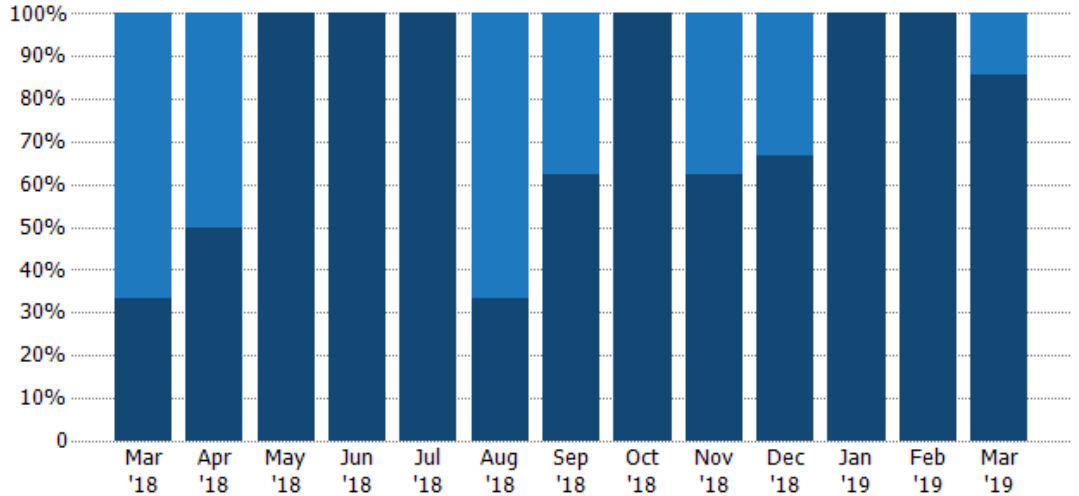
Closed Sales by Property Type

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	67%	50%	-	-	-	67%	38%	-	38%	33%	-	-	14%
Single Family Residence	33%	50%	100%	100%	100%	33%	63%	100%	63%	67%	100%	100%	86%

Average Sales Price

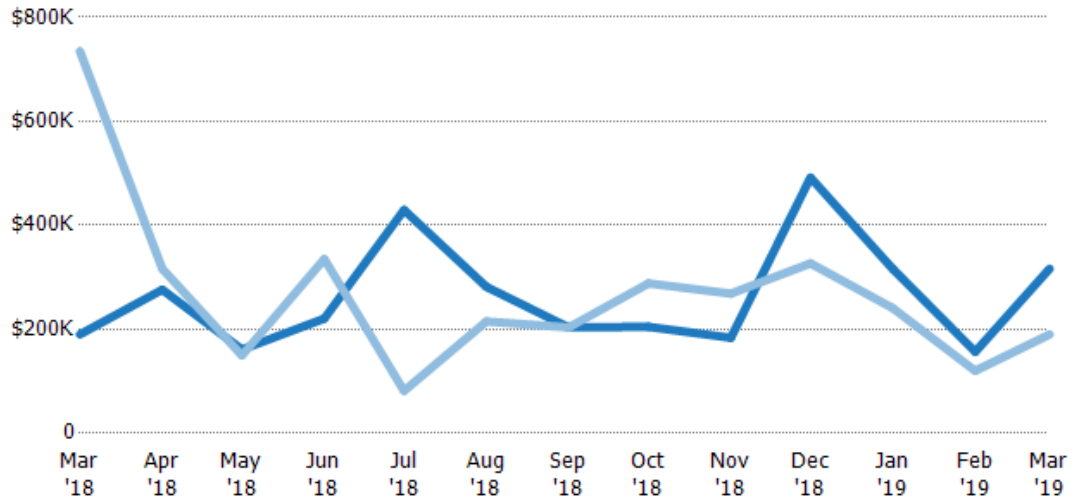
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

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

Month/Year	Price	% Chg.
Mar '19	\$317K	66.5%
Mar '18	\$190K	-74.1%
Mar '17	\$735K	-67.6%



Current Year	\$190K	\$276K	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K	\$317K
Prior Year	\$735K	\$316K	\$150K	\$335K	\$81.5K	\$215K	\$204K	\$288K	\$269K	\$327K	\$241K	\$120K	\$190K
Percent Change from Prior Year	-74%	-13%	8%	-34%	427%	31%	0%	-29%	-32%	50%	31%	31%	66%

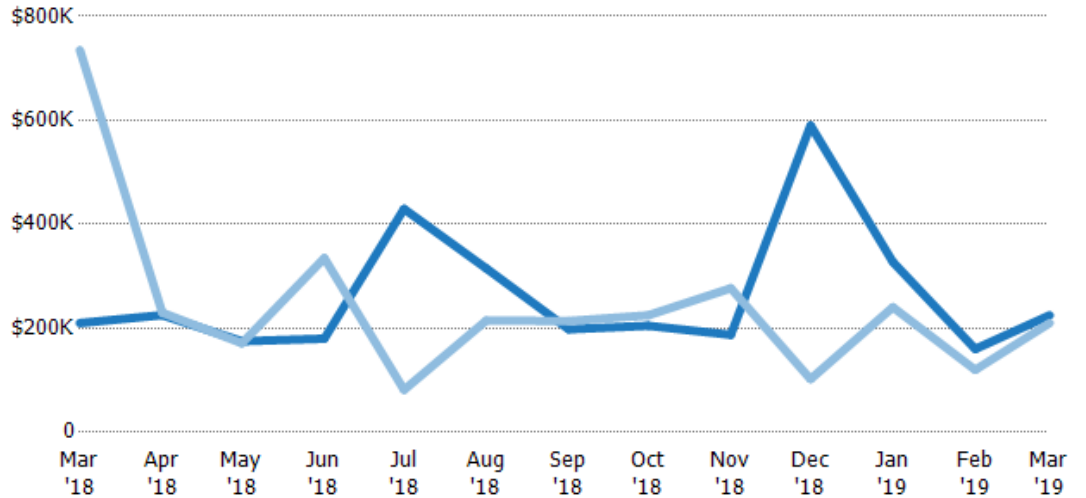
Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '19	\$225K	7.1%
Mar '18	\$210K	-71.4%
Mar '17	\$735K	-76.1%



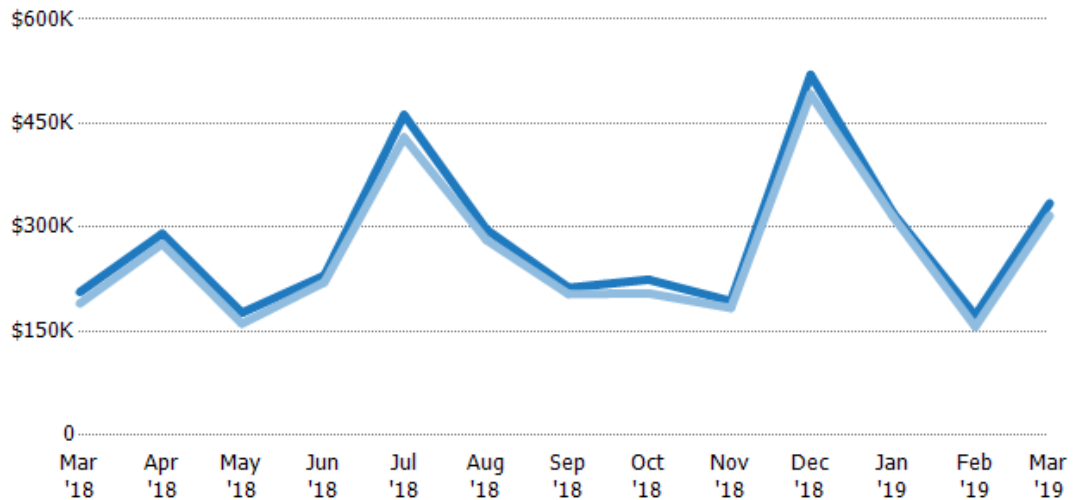
Current Year	\$210K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K	\$225K
Prior Year	\$735K	\$230K	\$171K	\$335K	\$81.5K	\$215K	\$214K	\$225K	\$277K	\$102K	\$241K	\$120K	\$210K
Percent Change from Prior Year	-71%	-2%	2%	-46%	427%	47%	-7%	-9%	-32%	477%	36%	33%	7%

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



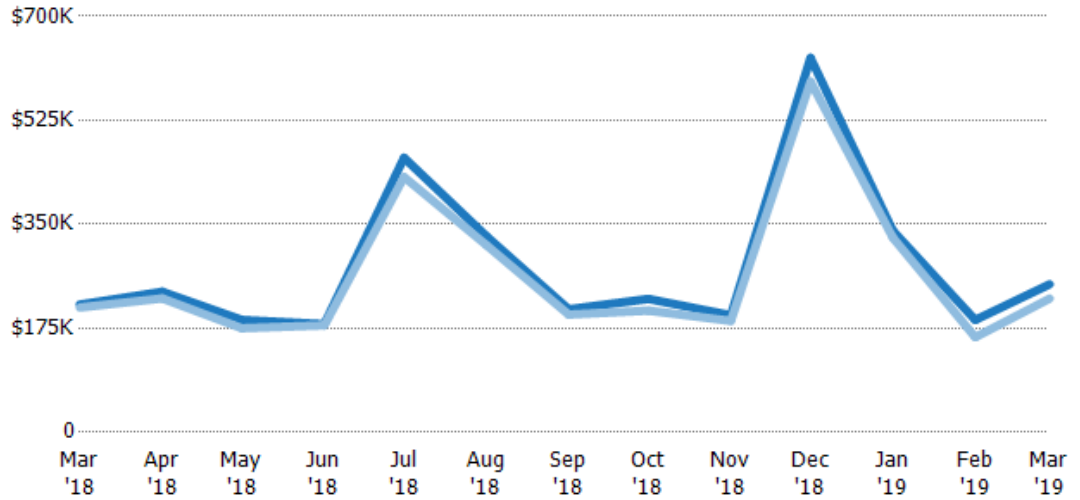
Avg List Price	\$207K	\$291K	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K	\$335K
Avg Sales Price	\$190K	\$276K	\$161K	\$221K	\$430K	\$282K	\$204K	\$205K	\$184K	\$492K	\$316K	\$157K	\$317K
Avg Sales Price as a % of Avg List Price	92%	95%	91%	96%	93%	95%	96%	91%	95%	95%	98%	91%	95%

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



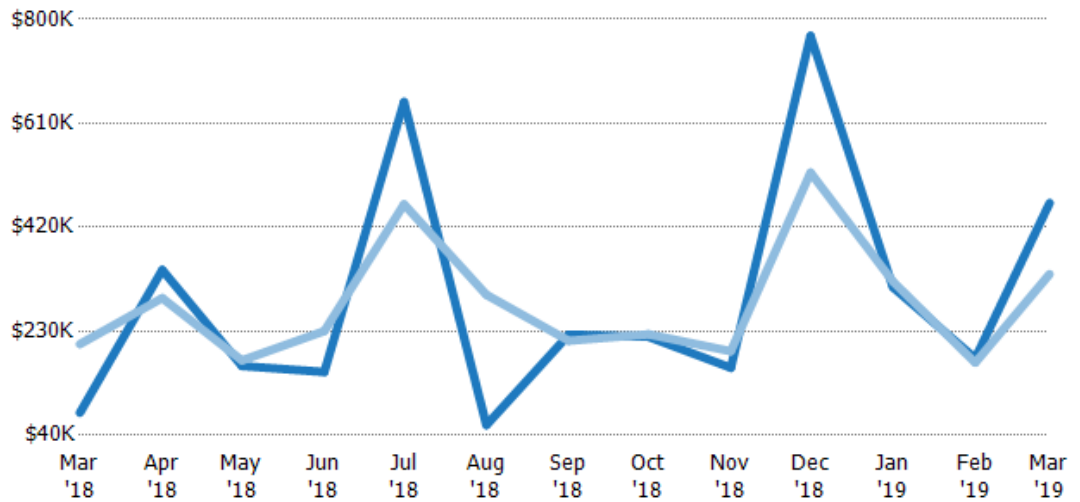
Median List Price	\$215K	\$237K	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K	\$249K
Median Sales Price	\$210K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$328K	\$160K	\$225K
Med Sales Price as a % of Med List Price	98%	95%	93%	99%	93%	95%	96%	91%	95%	94%	97%	85%	90%

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



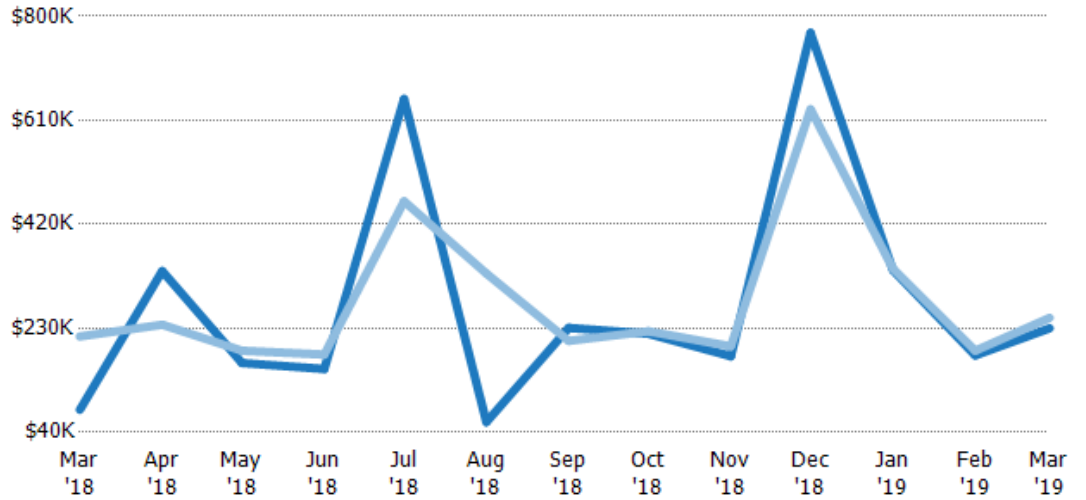
Avg Est Value	\$81K	\$342K	\$167K	\$156K	\$649K	\$58.7K	\$224K	\$220K	\$163K	\$770K	\$311K	\$181K	\$464K
Avg Sales Price	\$207K	\$291K	\$177K	\$230K	\$462K	\$297K	\$213K	\$224K	\$194K	\$520K	\$321K	\$173K	\$335K
Avg Sales Price as a % of Avg Est Value	255%	85%	106%	148%	71%	506%	95%	102%	119%	68%	103%	96%	72%

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	\$81K	\$335K	\$167K	\$156K	\$649K	\$58.7K	\$231K	\$220K	\$179K	\$770K	\$336K	\$181K	\$230K
Median Sales Price	\$215K	\$237K	\$189K	\$182K	\$462K	\$330K	\$207K	\$224K	\$197K	\$630K	\$339K	\$189K	\$249K
Med Sales Price as a % of Med Est Value	265%	71%	113%	117%	71%	563%	90%	102%	110%	82%	101%	105%	108%