

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	4	+150%	28	38	-26.3%
New Listing Volume	\$2,484,000	\$1,311,000	+89.5%	\$9,453,700	\$13,756,100	-31.3%
Active Listing Count	34	59	-42.4%	N/A	N/A	
Active Listing Volume	\$14,266,100	\$23,930,300	-40.4%	N/A	N/A	
Average Listing Price	\$419,591	\$405,598	+3.4%	\$435,892	\$397,297	+9.7%
Median Listing Price	\$359,500	\$325,000	+10.6%	\$372,104	\$301,751	+23.3%
Median Days in RPR	119.5	189	-36.8%	198.4	232.98	-14.8%
Months of Inventory	4.9	19.7	-75.3%	8.8	29.9	-70.5%
Absorption Rate	20.59%	5.08%	+15.5%	11.32%	3.34%	+8%
Sales Activity Charts Metrics						
New Pending Sales Count	7	2	+250%	32	28	+14.3%
New Pending Sales Volume	\$3,017,000	\$1,223,000	+146.7%	\$11,537,000	\$8,107,700	+42.3%
Pending Sales Count	6	3	+100%	N/A	N/A	
Pending Sales Volume	\$2,101,000	\$1,419,000	+48.1%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	25	24	+4.2%
Closed Sales Volume	\$1,262,750	\$662,000	+90.7%	\$7,191,750	\$5,631,070	+27.7%
Average Sales Price	\$315,688	\$220,667	+43.1%	\$287,670	\$234,628	+22.6%
Median Sales Price	\$159,875	\$180,000	-11.2%	\$235,780	\$208,294	+13.2%

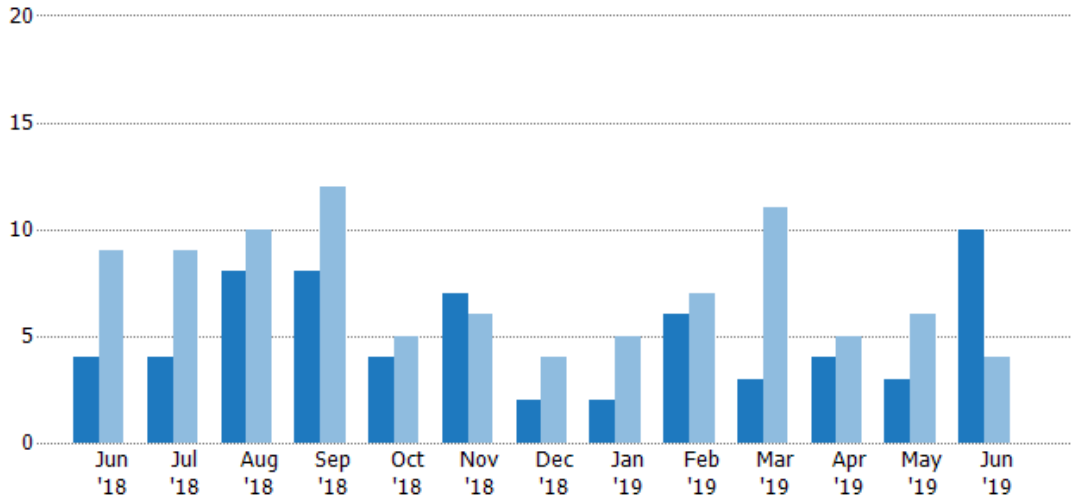
New Listings

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

Month/ Year	Count	% Chg.
Jun '19	10	150%
Jun '18	4	-55.6%
Jun '17	9	33.3%



Current Year	4	4	8	8	4	7	2	2	6	3	4	3	10
Prior Year	9	9	10	12	5	6	4	5	7	11	5	6	4
Percent Change from Prior Year	-56%	-56%	-20%	-33%	-20%	17%	-50%	-60%	-14%	-73%	-20%	-50%	150%

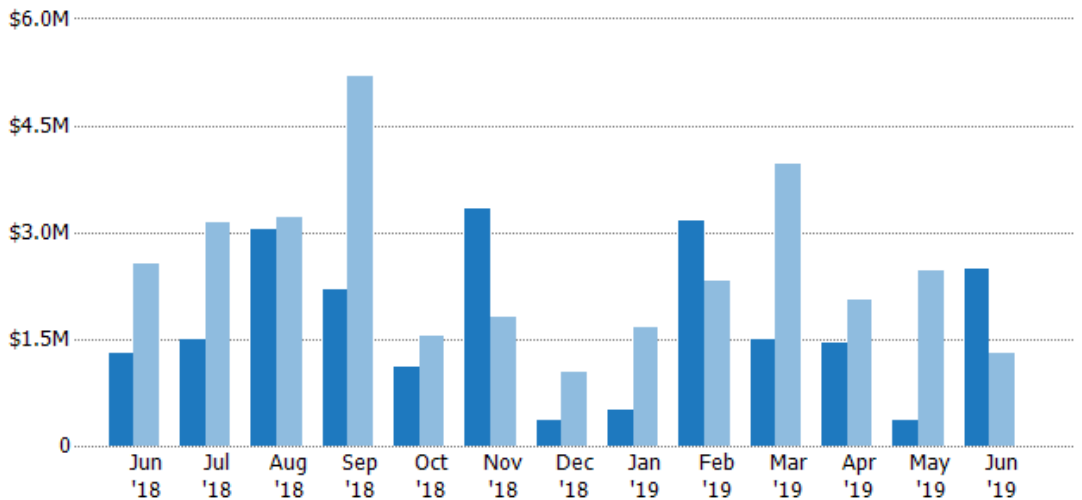
New Listing Volume

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

Month/ Year	Volume	% Chg.
Jun '19	\$2.48M	89.5%
Jun '18	\$1.31M	-48.5%
Jun '17	\$2.55M	13.4%



Current Year	\$1.31M	\$1.49M	\$3.05M	\$2.21M	\$1.11M	\$3.33M	\$347K	\$512K	\$3.17M	\$1.48M	\$1.45M	\$359K	\$2.48M
Prior Year	\$2.55M	\$3.14M	\$3.22M	\$5.19M	\$1.53M	\$1.8M	\$1.03M	\$1.66M	\$2.31M	\$3.95M	\$2.06M	\$2.47M	\$1.31M
Percent Change from Prior Year	-49%	-52%	-5%	-58%	-27%	85%	-66%	-69%	37%	-62%	-30%	-85%	89%

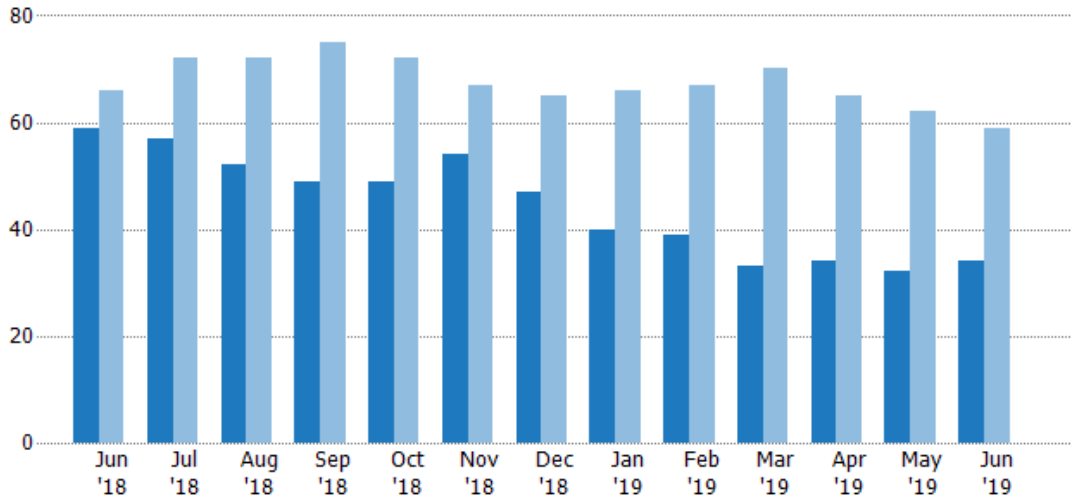
Active Listings

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.
Jun '19	34	-42.4%
Jun '18	59	-10.6%
Jun '17	66	4.5%



Current Year	59	57	52	49	49	54	47	40	39	33	34	32	34
Prior Year	66	72	72	75	72	67	65	66	67	70	65	62	59
Percent Change from Prior Year	-11%	-21%	-28%	-35%	-32%	-19%	-28%	-39%	-42%	-53%	-48%	-48%	-42%

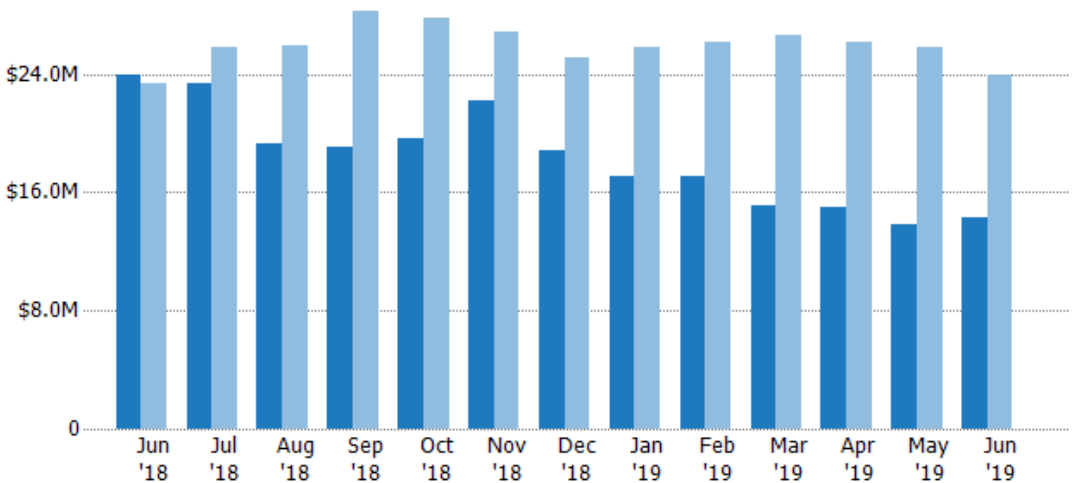
Active Listing Volume

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.
Jun '19	\$14.3M	-40.4%
Jun '18	\$23.9M	2.5%
Jun '17	\$23.3M	-5.4%



Current Year	\$23.9M	\$23.3M	\$19.3M	\$19.1M	\$19.6M	\$22.2M	\$18.8M	\$17.1M	\$17.1M	\$15.1M	\$15M	\$13.9M	\$14.3M
Prior Year	\$23.3M	\$25.8M	\$26M	\$28.2M	\$27.8M	\$26.8M	\$25.1M	\$25.9M	\$26.1M	\$26.6M	\$26.2M	\$25.8M	\$23.9M
Percent Change from Prior Year	3%	-10%	-26%	-32%	-30%	-17%	-25%	-34%	-35%	-43%	-43%	-46%	-40%

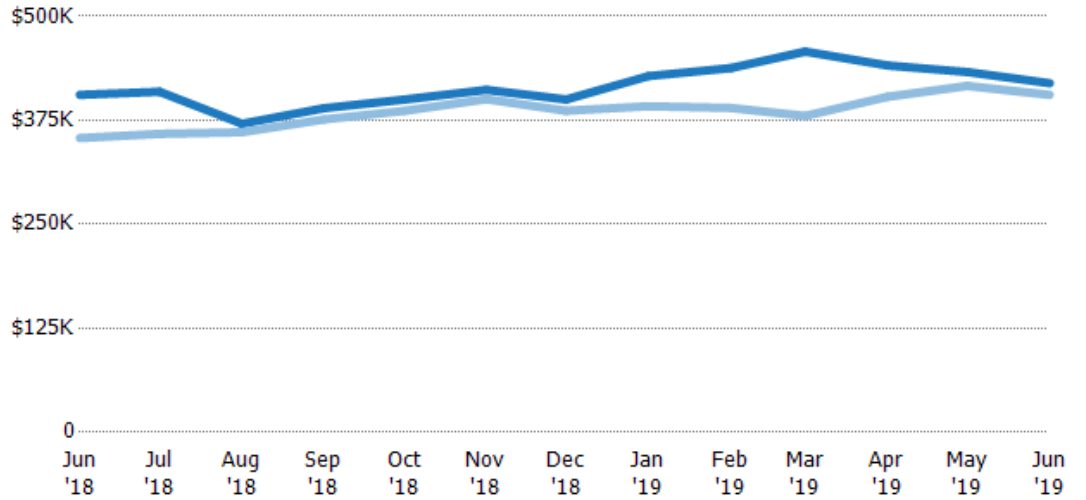
Average Listing Price

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.
Jun '19	\$420K	3.4%
Jun '18	\$406K	14.7%
Jun '17	\$354K	-9.5%



Current Year	\$406K	\$409K	\$371K	\$390K	\$400K	\$412K	\$400K	\$428K	\$438K	\$458K	\$441K	\$433K	\$420K
Prior Year	\$354K	\$359K	\$361K	\$376K	\$386K	\$400K	\$386K	\$392K	\$390K	\$380K	\$403K	\$416K	\$406K
Percent Change from Prior Year	15%	14%	3%	4%	4%	3%	4%	9%	12%	20%	9%	4%	3%

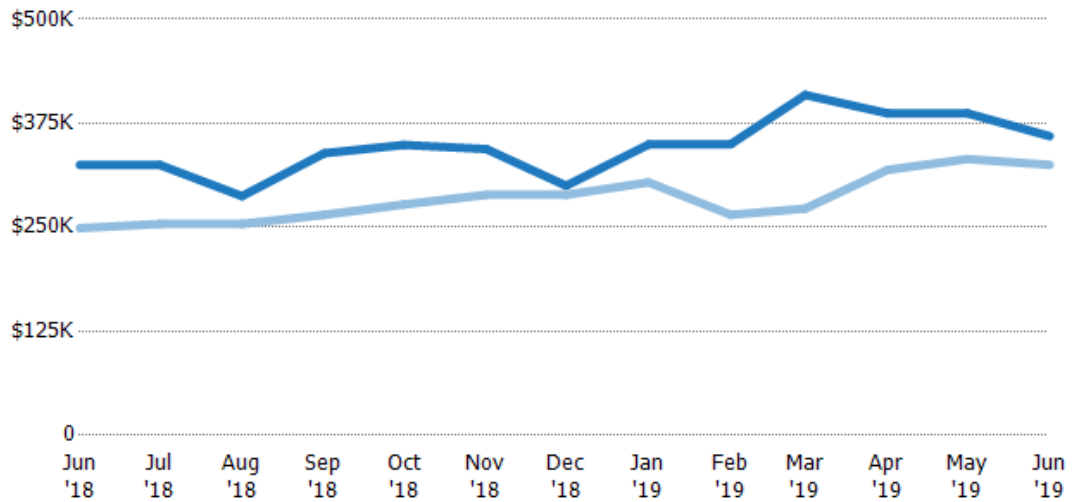
Median Listing Price

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.
Jun '19	\$360K	10.6%
Jun '18	\$325K	30.5%
Jun '17	\$249K	8%



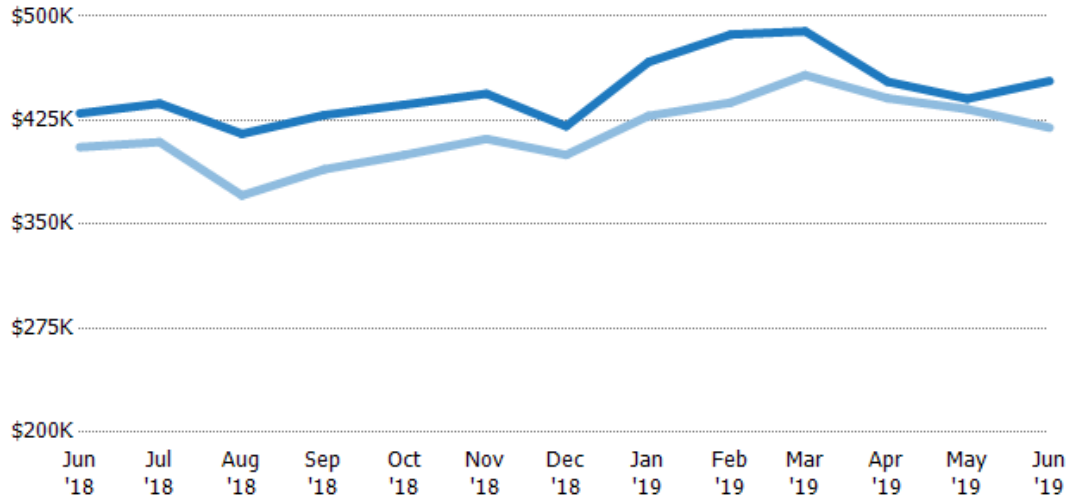
Current Year	\$325K	\$325K	\$287K	\$339K	\$349K	\$344K	\$300K	\$349K	\$350K	\$409K	\$387K	\$387K	\$360K
Prior Year	\$249K	\$254K	\$254K	\$265K	\$277K	\$289K	\$289K	\$304K	\$265K	\$272K	\$319K	\$332K	\$325K
Percent Change from Prior Year	31%	28%	13%	28%	26%	19%	4%	15%	32%	50%	21%	17%	11%

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



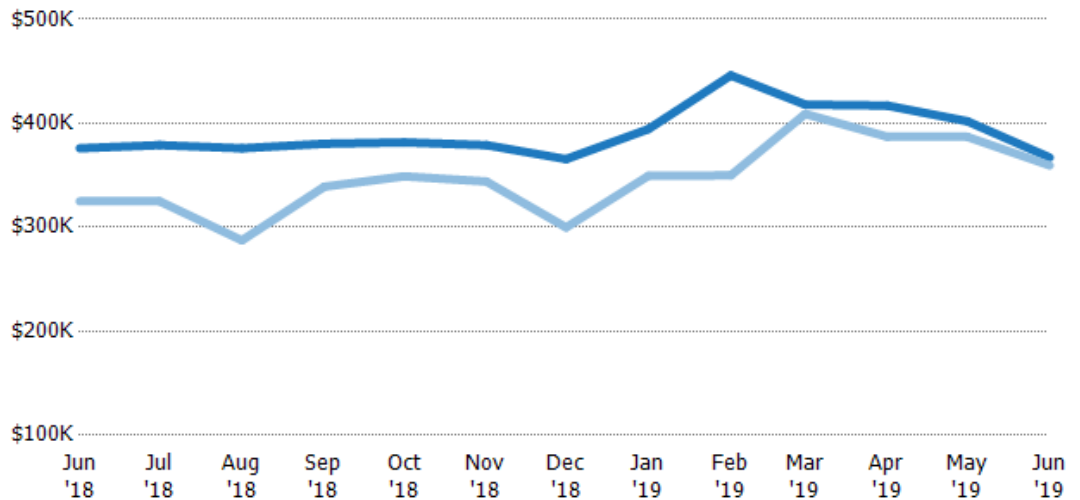
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$430K	\$437K	\$415K	\$429K	\$436K	\$444K	\$421K	\$467K	\$487K	\$489K	\$453K	\$441K	\$453K
Avg Listing Price	\$406K	\$409K	\$371K	\$390K	\$400K	\$412K	\$400K	\$428K	\$438K	\$458K	\$441K	\$433K	\$420K
Avg Listing Price as a % of Avg Est Value	94%	94%	89%	91%	92%	93%	95%	92%	90%	94%	97%	98%	93%

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



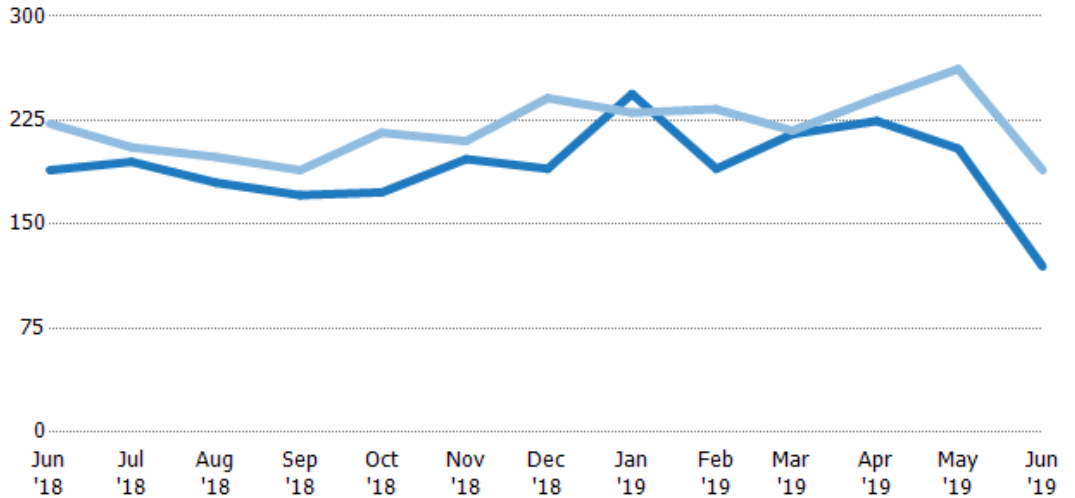
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$376K	\$379K	\$376K	\$380K	\$382K	\$379K	\$366K	\$394K	\$446K	\$418K	\$417K	\$402K	\$367K
Median Listing Price	\$325K	\$325K	\$287K	\$339K	\$349K	\$344K	\$300K	\$349K	\$350K	\$409K	\$387K	\$387K	\$360K
Med Listing Price as a % of Med Est Value	86%	86%	76%	89%	91%	91%	82%	89%	78%	98%	93%	96%	98%

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.
Jun '19	120	-36.8%
Jun '18	189	-15.1%
Jun '17	223	-36.6%

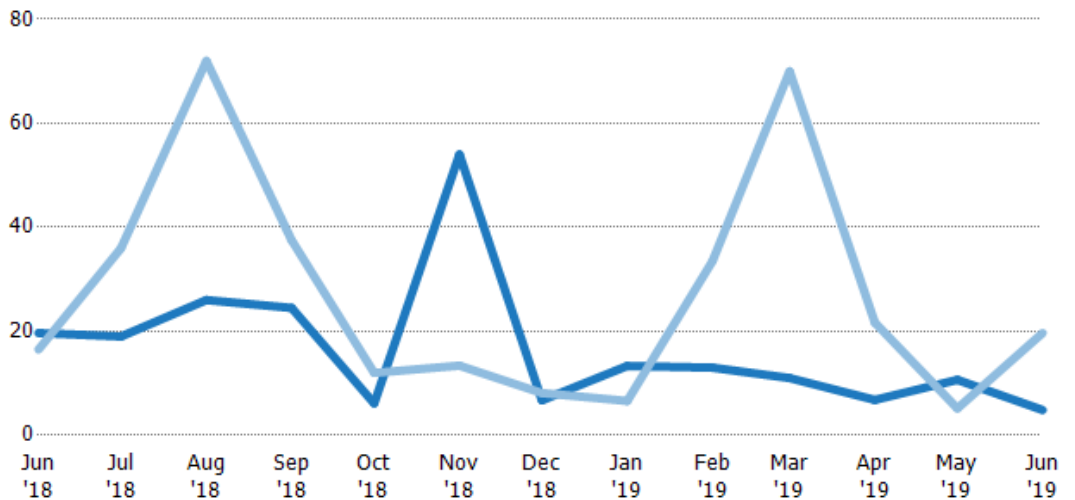
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	189	195	180	171	173	197	190	244	190	215	225	205	120
Prior Year	223	206	199	189	216	210	241	231	233	218	241	262	189
Percent Change from Prior Year	-15%	-5%	-9%	-10%	-20%	-6%	-21%	6%	-18%	-1%	-7%	-22%	-37%

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



Month/Year	Months	% Chg.
Jun '19	4.86	-75.3%
Jun '18	19.7	19.2%
Jun '17	16.5	39.4%

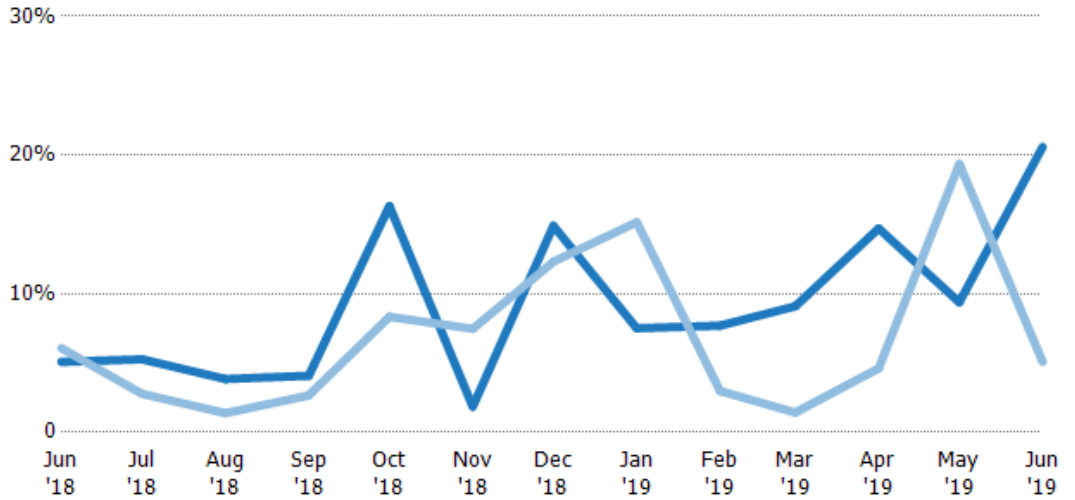
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	19.7	19	26	24.5	6.13	54	6.71	13.3	13	11	6.8	10.7	4.86
Prior Year	16.5	36	72	37.5	12	13.4	8.13	6.6	33.5	70	21.7	5.17	19.7
Percent Change from Prior Year	19%	-47%	-64%	-35%	-49%	303%	-17%	102%	-61%	-84%	-69%	106%	-75%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



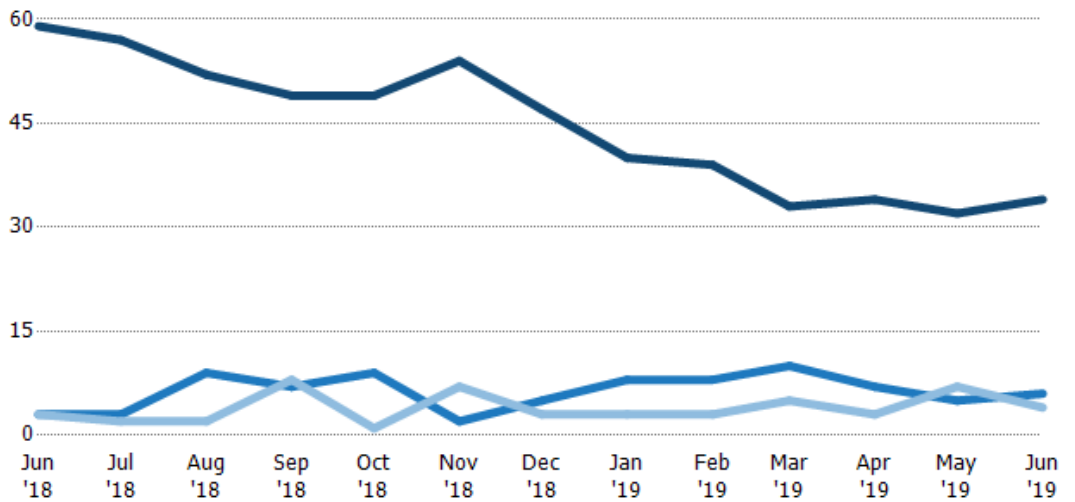
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	5%	5%	4%	4%	16%	2%	15%	8%	8%	9%	15%	9%	21%
Prior Year	6%	3%	1%	3%	8%	7%	12%	15%	3%	1%	5%	19%	5%
Change from Prior Year	1%	-2%	-2%	-1%	-8%	6%	-3%	8%	-5%	-8%	-10%	10%	-16%

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



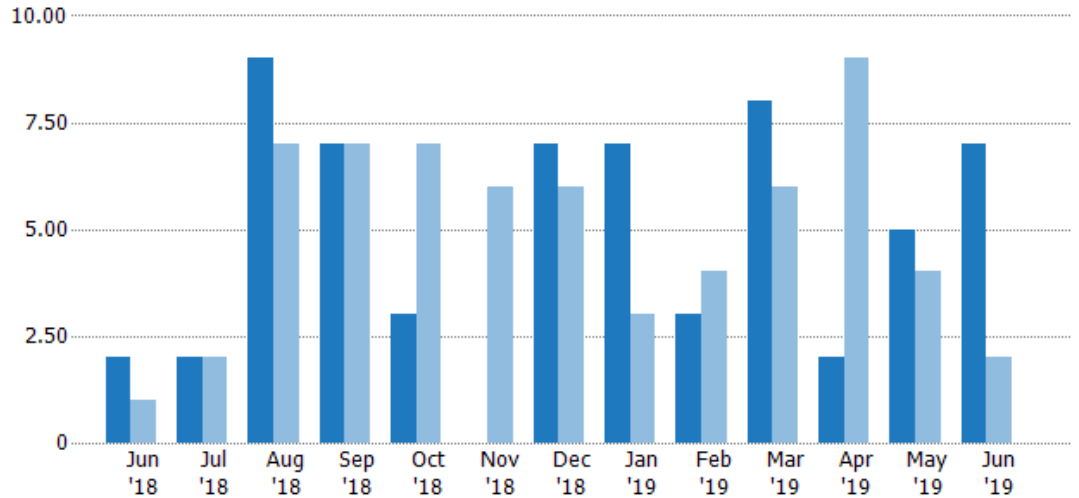
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	59	57	52	49	49	54	47	40	39	33	34	32	34
Pending	3	3	9	7	9	2	5	8	8	10	7	5	6
Sold	3	2	2	8	1	7	3	3	3	5	3	7	4

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



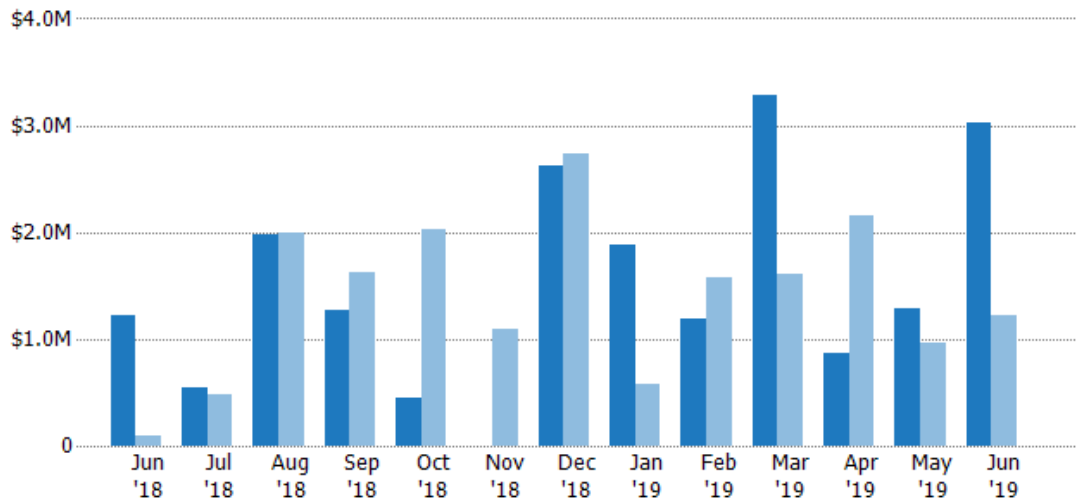
Current Year	2	2	9	7	3	-	7	7	3	8	2	5	7
Prior Year	1	2	7	7	7	6	6	3	4	6	9	4	2
Percent Change from Prior Year	100%	0%	29%	0%	-57%	-100%	17%	133%	-25%	33%	-78%	25%	250%

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



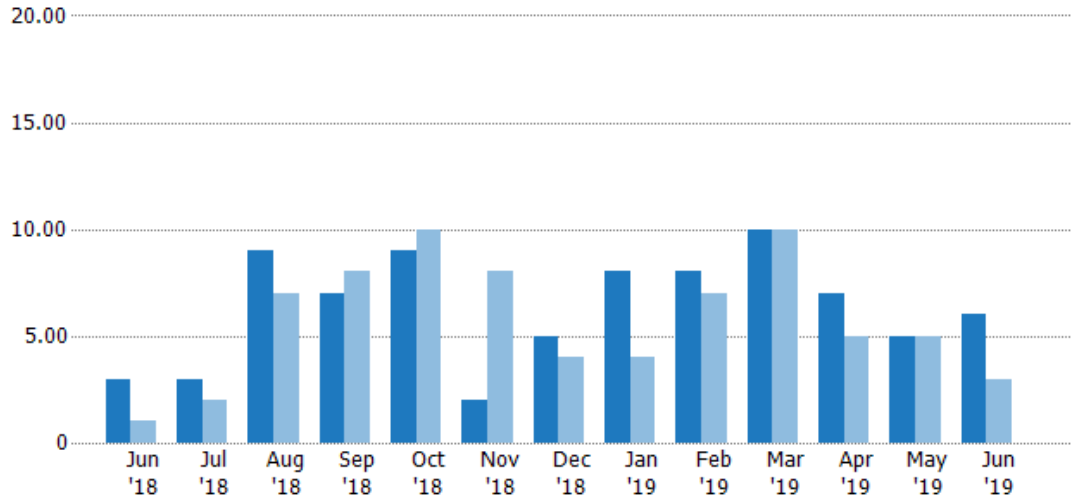
Current Year	\$1.22M	\$550K	\$1.98M	\$1.26M	\$455K	-	\$2.62M	\$1.89M	\$1.19M	\$3.27M	\$875K	\$1.29M	\$3.02M
Prior Year	\$100K	\$474K	\$1.99M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M	\$2.15M	\$970K	\$1.22M
Percent Change from Prior Year	1,124%	16%	-1%	-23%	-78%	-100%	-4%	226%	-24%	103%	-59%	33%	147%

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



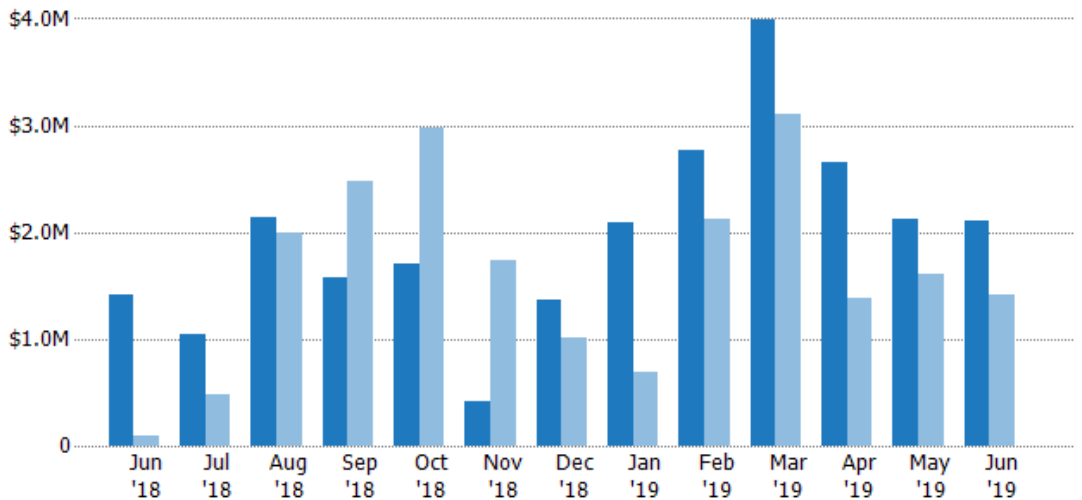
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	6	3	100%
Jun '18	3	1	200%
Jun '17	1	1	700%

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	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$2.1M	\$1.42M	48.1%
Jun '18	\$1.42M	\$100K	1,320.4%
Jun '17	\$100K	\$100K	1,451.9%

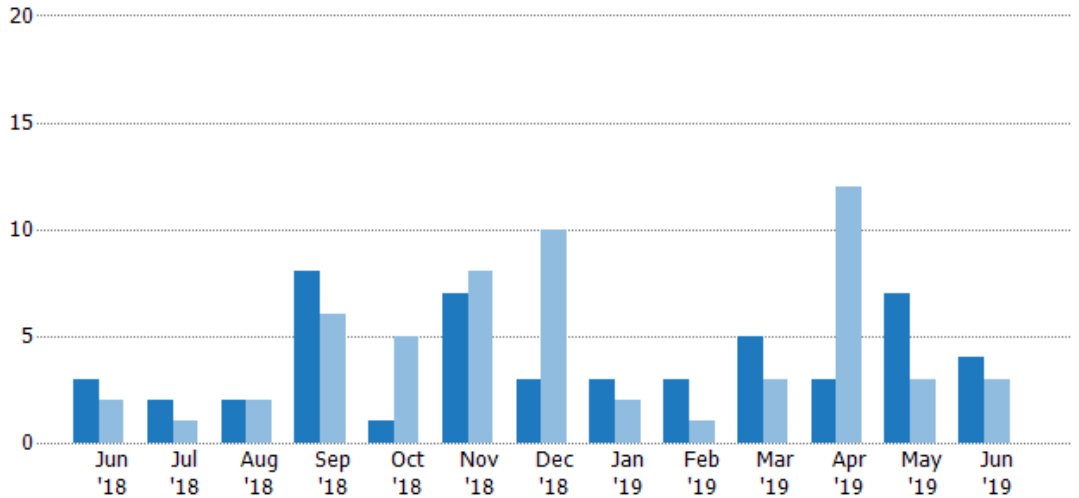
Closed Sales

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.
Jun '19	4	33.3%
Jun '18	3	50%
Jun '17	2	50%



Current Year	3	2	2	8	1	7	3	3	3	5	3	7	4
Prior Year	2	1	2	6	5	8	10	2	1	3	12	3	3
Percent Change from Prior Year	50%	100%	0%	33%	-80%	-13%	-70%	50%	200%	67%	-75%	133%	33%

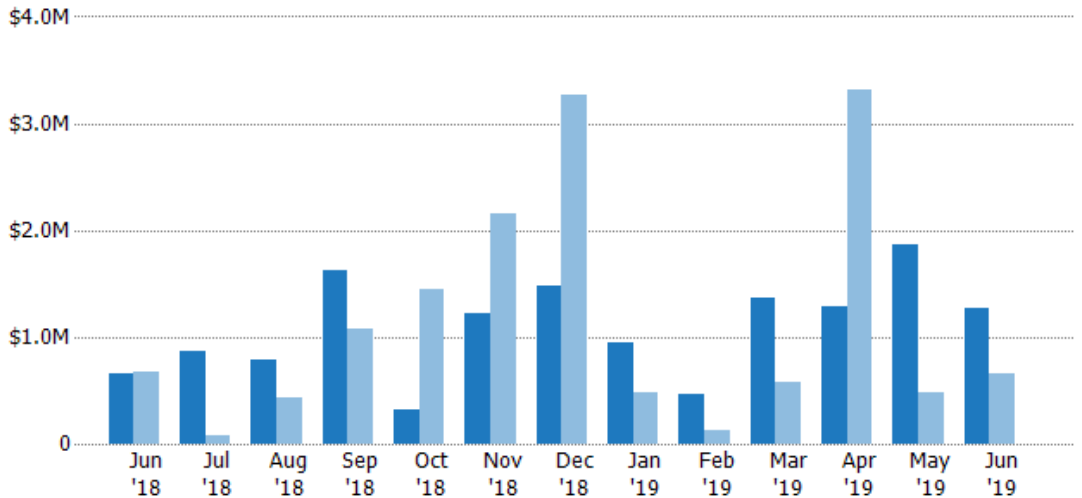
Closed Sales Volume

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.
Jun '19	\$1.26M	90.7%
Jun '18	\$662K	-1.2%
Jun '17	\$670K	14.4%



Current Year	\$662K	\$859K	\$785K	\$1.63M	\$319K	\$1.22M	\$1.48M	\$948K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M
Prior Year	\$670K	\$81.5K	\$430K	\$1.08M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$571K	\$3.31M	\$483K	\$662K
Percent Change from Prior Year	-1%	954%	83%	51%	-78%	-43%	-55%	97%	292%	140%	-61%	285%	91%

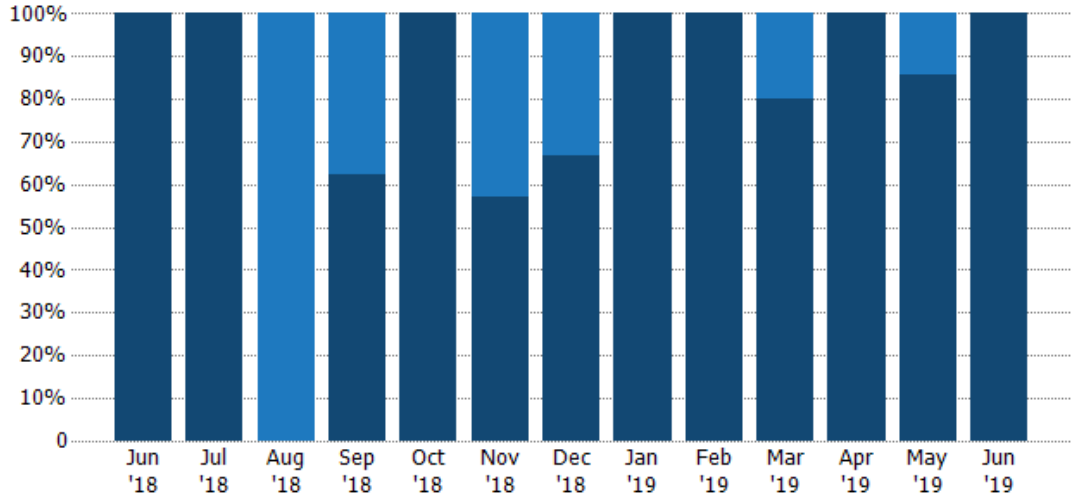
Closed Sales by Property Type

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



Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	-	-	100%	38%	-	43%	33%	-	-	20%	-	14%	-
Single Family Residence	100%	100%	-	63%	100%	57%	67%	100%	100%	80%	100%	86%	100%

Average Sales Price

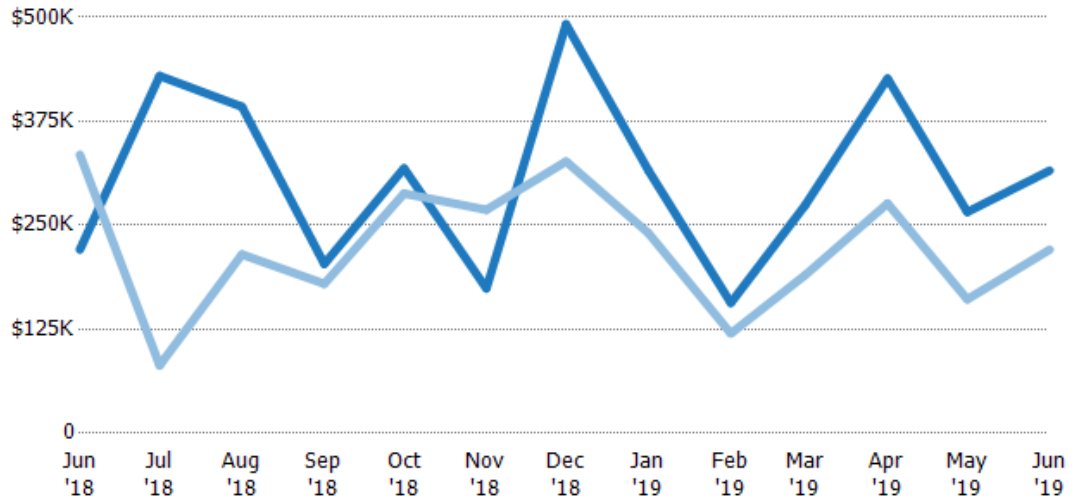
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

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

Month/Year	Price	% Chg.
Jun '19	\$316K	43.1%
Jun '18	\$221K	-34.1%
Jun '17	\$335K	-23.7%



Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$221K	\$430K	\$393K	\$204K	\$319K	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K
Prior Year	\$335K	\$81.5K	\$215K	\$180K	\$288K	\$269K	\$327K	\$241K	\$120K	\$190K	\$276K	\$161K	\$221K
Percent Change from Prior Year	-34%	427%	83%	13%	11%	-35%	50%	31%	31%	44%	54%	65%	43%

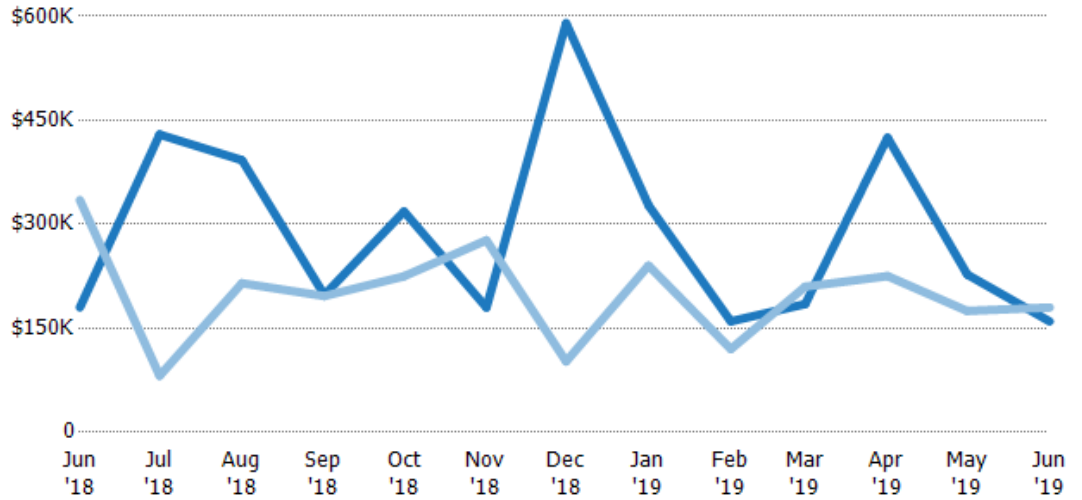
Median Sales Price

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.
Jun '19	\$160K	-11.2%
Jun '18	\$180K	-46.3%
Jun '17	\$335K	-35.8%



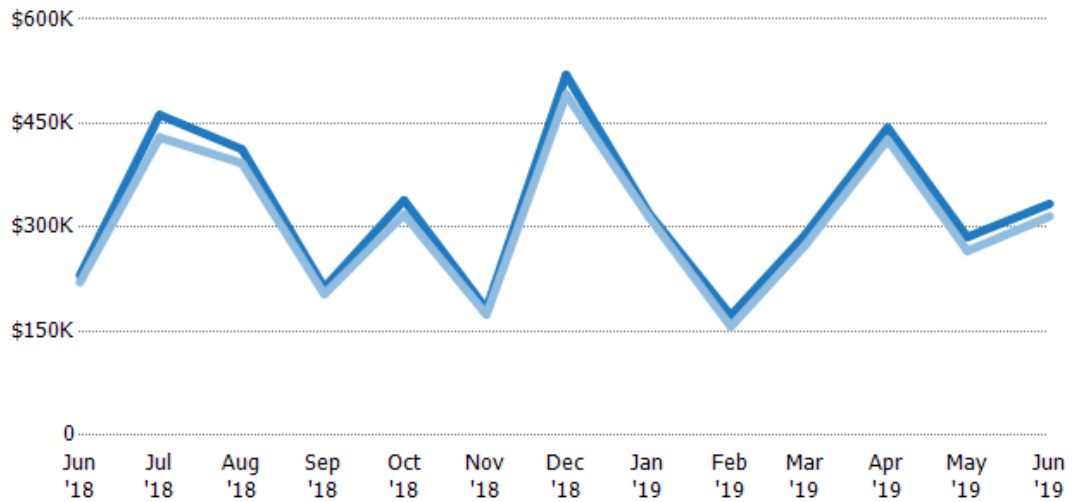
Current Year	\$180K	\$430K	\$393K	\$198K	\$319K	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K
Prior Year	\$335K	\$81.5K	\$215K	\$197K	\$225K	\$277K	\$102K	\$241K	\$120K	\$210K	\$225K	\$175K	\$180K
Percent Change from Prior Year	-46%	427%	83%	1%	42%	-35%	477%	36%	33%	-12%	89%	30%	-11%

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



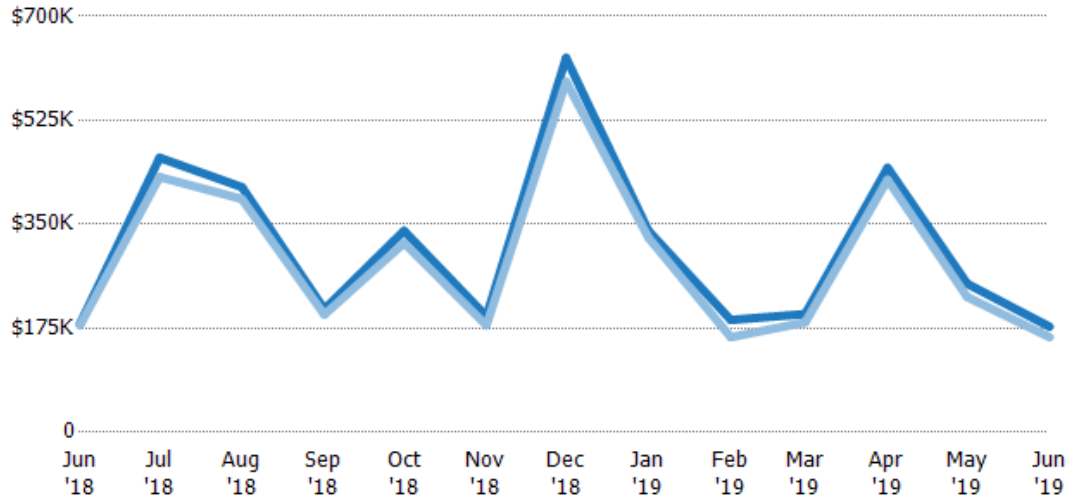
Avg List Price	\$230K	\$462K	\$413K	\$213K	\$339K	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K
Avg Sales Price	\$221K	\$430K	\$393K	\$204K	\$319K	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K
Avg Sales Price as a % of Avg List Price	96%	93%	95%	96%	94%	96%	95%	98%	91%	95%	96%	93%	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



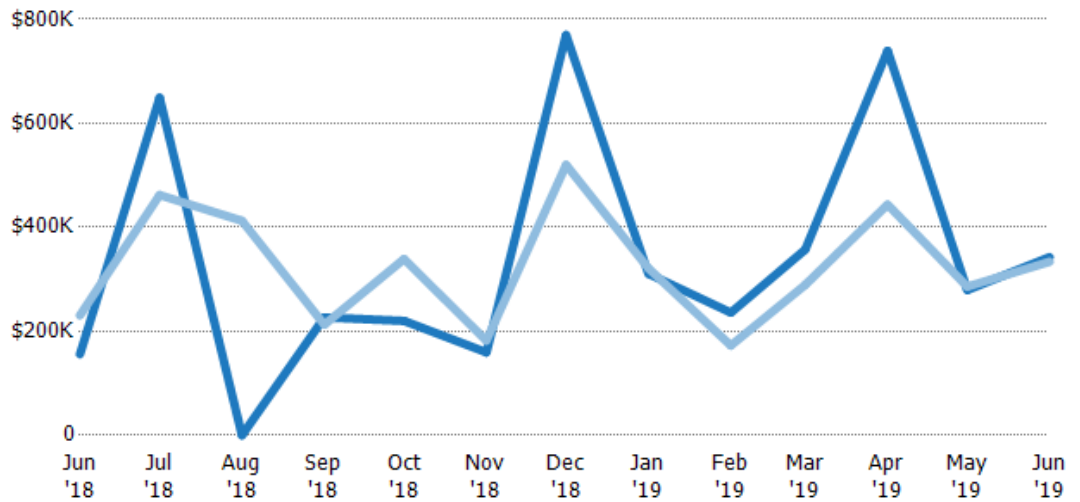
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$182K	\$462K	\$413K	\$207K	\$339K	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K
Median Sales Price	\$180K	\$430K	\$393K	\$198K	\$319K	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K
Med Sales Price as a % of Med List Price	99%	93%	95%	96%	94%	92%	94%	97%	85%	93%	96%	91%	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



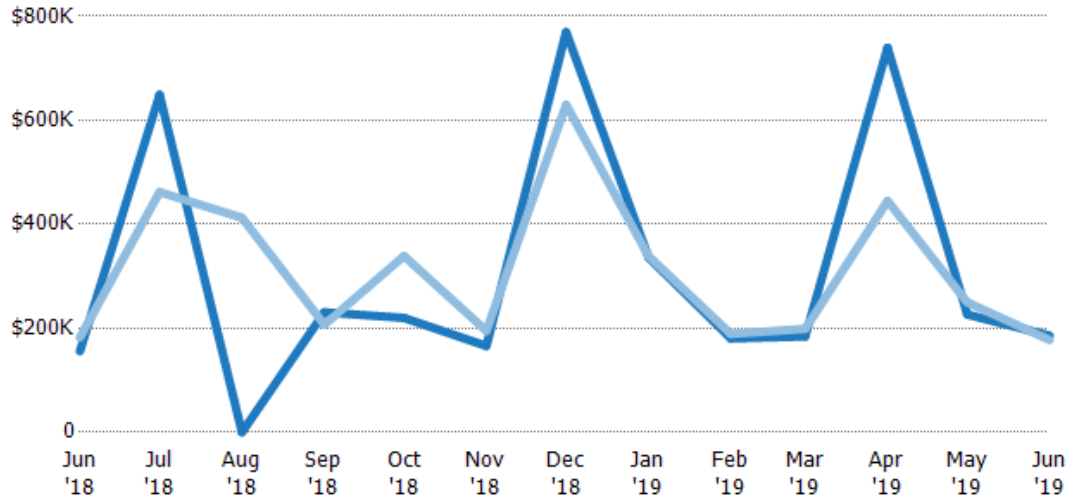
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$156K	\$649K	\$0	\$227K	\$220K	\$159K	\$770K	\$311K	\$236K	\$357K	\$740K	\$279K	\$343K
Avg Sales Price	\$230K	\$462K	\$413K	\$213K	\$339K	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K
Avg Sales Price as a % of Avg Est Value	148%	71%	100%	94%	154%	114%	68%	103%	73%	81%	60%	102%	97%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$156K	\$649K	\$0	\$231K	\$220K	\$166K	\$770K	\$336K	\$181K	\$184K	\$740K	\$227K	\$186K
Median Sales Price	\$182K	\$462K	\$413K	\$207K	\$339K	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K
Med Sales Price as a % of Med Est Value	117%	71%	100%	90%	154%	117%	82%	101%	105%	108%	60%	110%	96%