

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	8	+25%	48	55	-12.7%
New Listing Volume	\$2,906,700	\$3,050,800	-4.7%	\$16,130,400	\$20,838,600	-22.6%
Active Listing Count	43	56	-23.2%	N/A	N/A	
Active Listing Volume	\$16,288,600	\$20,665,000	-21.2%	N/A	N/A	
Average Listing Price	\$378,805	\$369,018	+2.7%	\$427,656	\$397,336	+7.6%
Median Listing Price	\$322,000	\$287,400	+12%	\$372,640	\$308,815	+20.7%
Median Days in RPR	103	177	-41.8%	179.75	219.02	-17.9%
Months of Inventory	10.8	28	-61.6%	9.9	34.5	-71.4%
Absorption Rate	9.3%	3.57%	+5.7%	10.13%	2.9%	+7.2%
Sales Activity Charts Metrics						
New Pending Sales Count	3	9	-66.7%	40	39	+2.6%
New Pending Sales Volume	\$881,500	\$1,975,900	-55.4%	\$14,977,400	\$10,633,500	+40.9%
Pending Sales Count	6	9	-33.3%	N/A	N/A	
Pending Sales Volume	\$2,515,500	\$2,130,900	+18%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	32	31	+3.2%
Closed Sales Volume	\$1,072,000	\$845,000	+26.9%	\$9,717,250	\$8,340,070	+16.5%
Average Sales Price	\$268,000	\$281,667	-4.9%	\$303,664	\$269,035	+12.9%
Median Sales Price	\$284,500	\$315,000	-9.7%	\$269,125	\$247,292	+8.8%

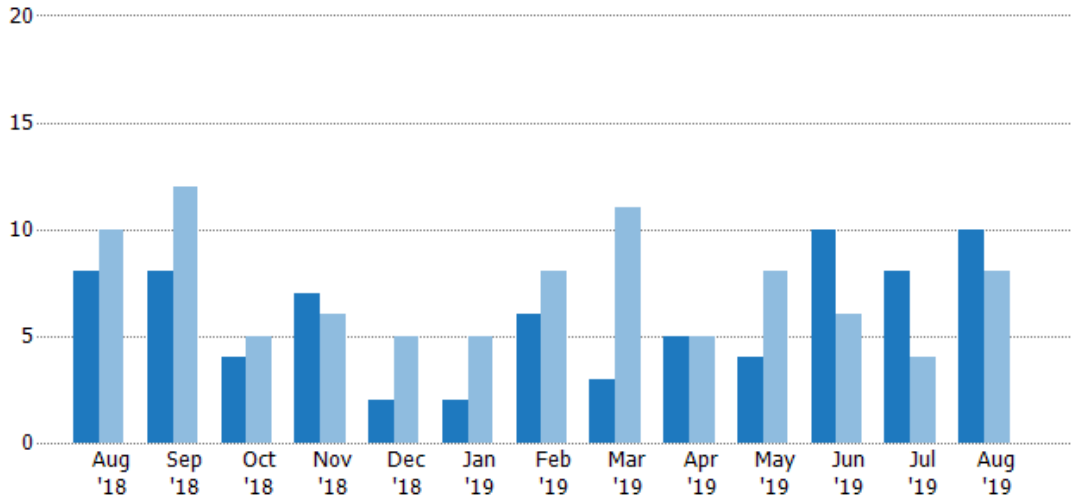
New Listings

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.
Aug '19	10	25%
Aug '18	8	-20%
Aug '17	10	10%



Current Year	8	8	4	7	2	2	6	3	5	4	10	8	10
Prior Year	10	12	5	6	5	5	8	11	5	8	6	4	8
Percent Change from Prior Year	-20%	-33%	-20%	17%	-60%	-60%	-25%	-73%	0%	-50%	67%	100%	25%

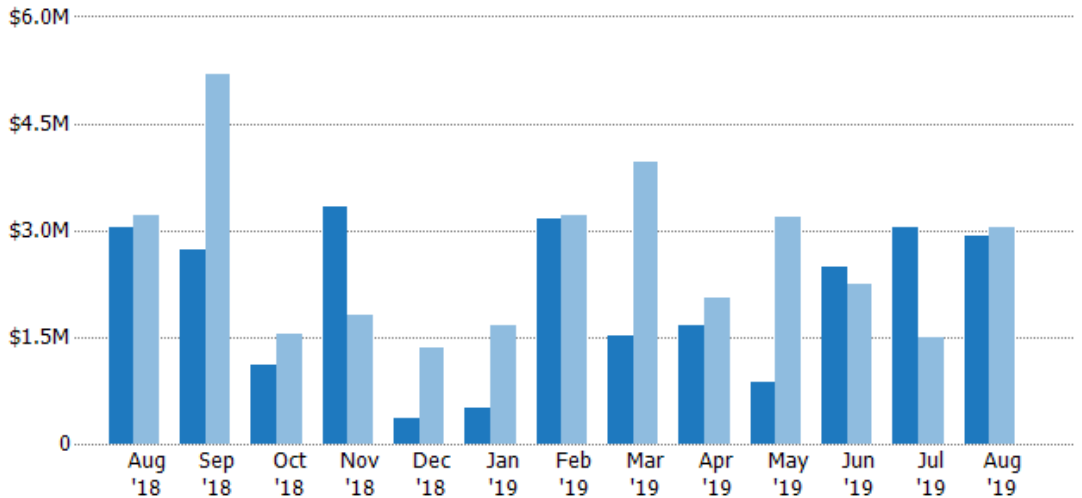
New Listing Volume

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.
Aug '19	\$2.91M	-4.7%
Aug '18	\$3.05M	-5.2%
Aug '17	\$3.22M	67.1%



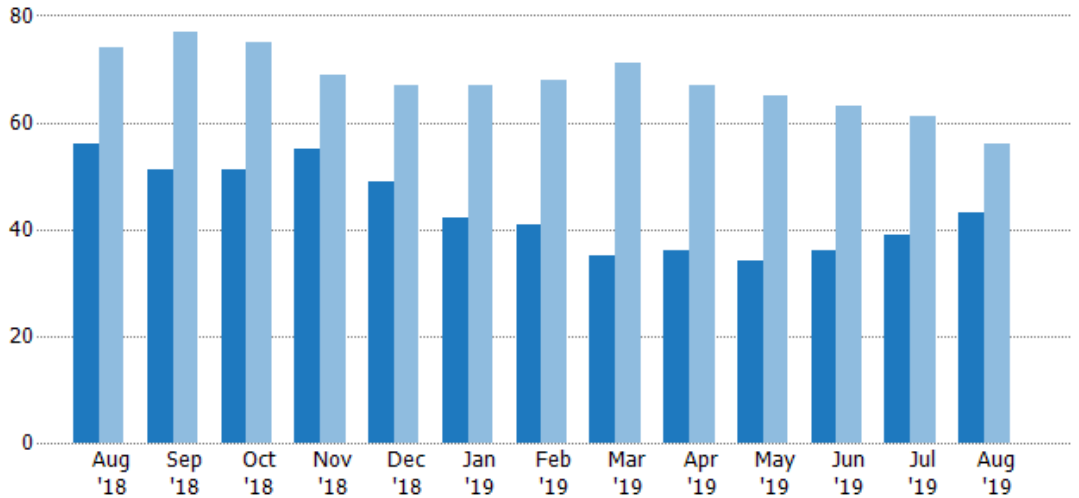
Current Year	\$3.05M	\$2.72M	\$1.11M	\$3.33M	\$347K	\$512K	\$3.16M	\$1.52M	\$1.66M	\$854K	\$2.48M	\$3.04M	\$2.91M
Prior Year	\$3.22M	\$5.19M	\$1.53M	\$1.8M	\$1.35M	\$1.66M	\$3.21M	\$3.95M	\$2.06M	\$3.18M	\$2.24M	\$1.49M	\$3.05M
Percent Change from Prior Year	-5%	-48%	-27%	85%	-74%	-69%	-2%	-62%	-20%	-73%	11%	103%	-5%

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



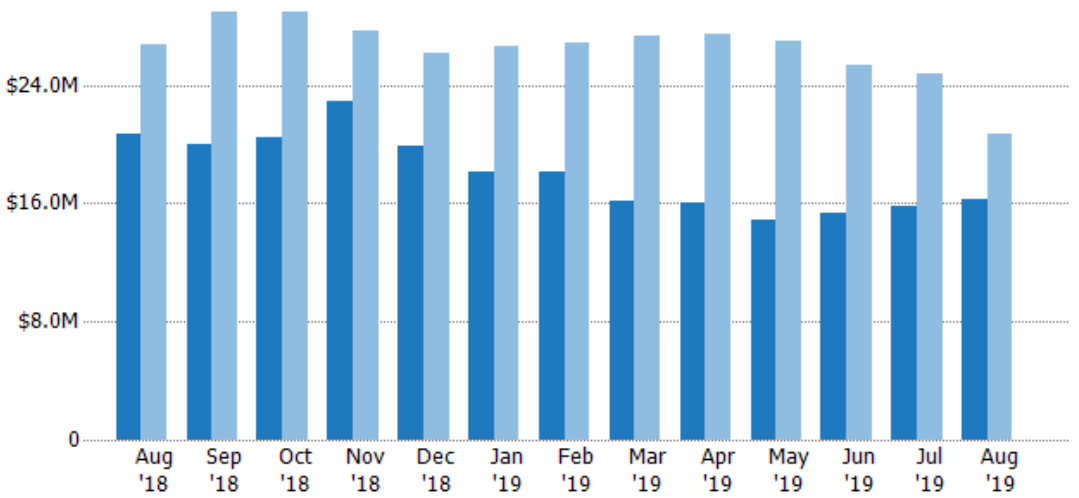
Month/Year	Count	% Chg.
Aug '19	43	-23.2%
Aug '18	56	-24.3%
Aug '17	74	-9.5%

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.
Aug '19	\$16.3M	-21.2%
Aug '18	\$20.7M	-22.8%
Aug '17	\$26.8M	-22.3%

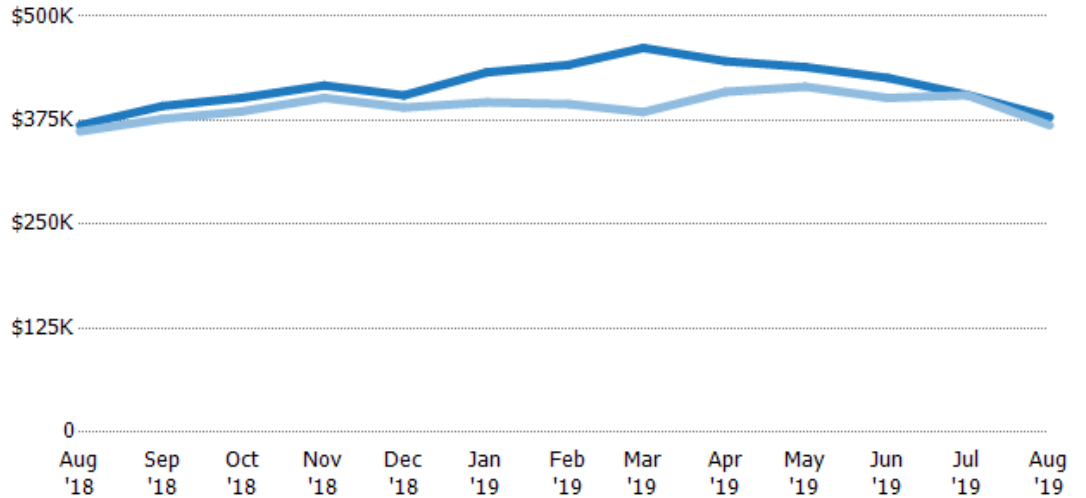
Average Listing Price

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.
Aug '19	\$379K	2.7%
Aug '18	\$369K	2%
Aug '17	\$362K	-14.2%



Current Year	\$369K	\$392K	\$402K	\$417K	\$405K	\$433K	\$442K	\$462K	\$446K	\$439K	\$426K	\$406K	\$379K
Prior Year	\$362K	\$377K	\$386K	\$402K	\$390K	\$397K	\$394K	\$385K	\$409K	\$415K	\$402K	\$405K	\$369K
Percent Change from Prior Year	2%	4%	4%	4%	4%	9%	12%	20%	9%	6%	6%	0%	3%

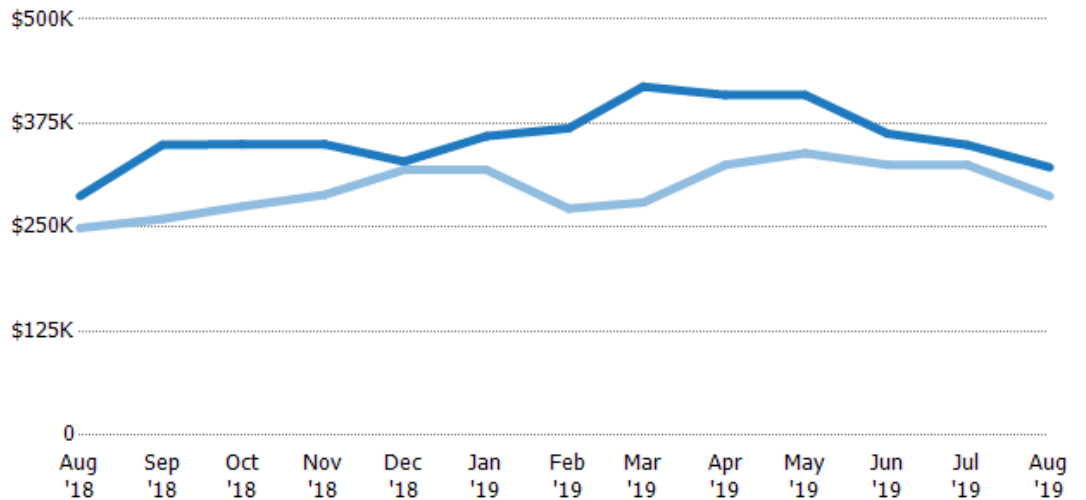
Median Listing Price

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.
Aug '19	\$322K	12%
Aug '18	\$287K	15.4%
Aug '17	\$249K	0%



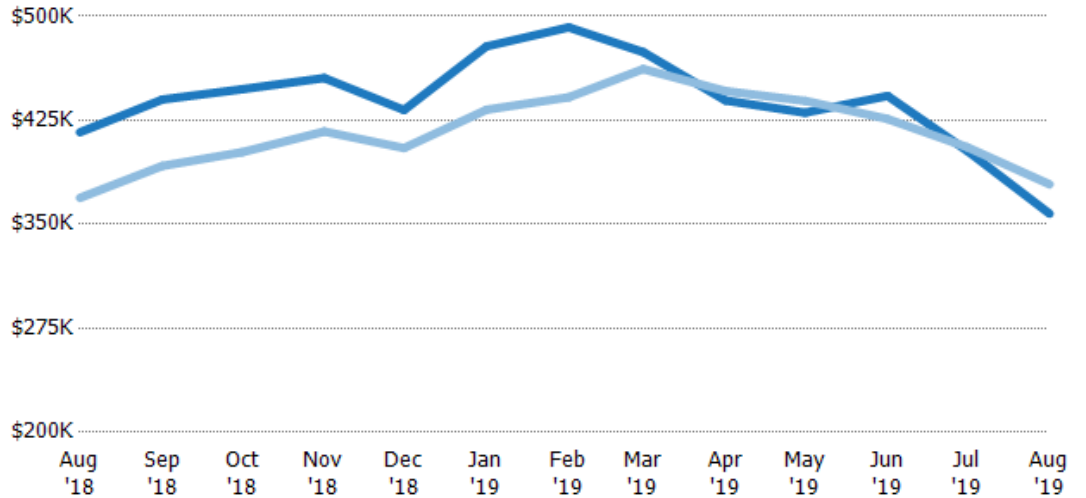
Current Year	\$287K	\$349K	\$350K	\$350K	\$329K	\$359K	\$369K	\$419K	\$409K	\$409K	\$363K	\$349K	\$322K
Prior Year	\$249K	\$260K	\$275K	\$289K	\$319K	\$319K	\$272K	\$280K	\$325K	\$339K	\$325K	\$325K	\$287K
Percent Change from Prior Year	15%	34%	27%	21%	3%	13%	35%	50%	26%	21%	12%	7%	12%

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

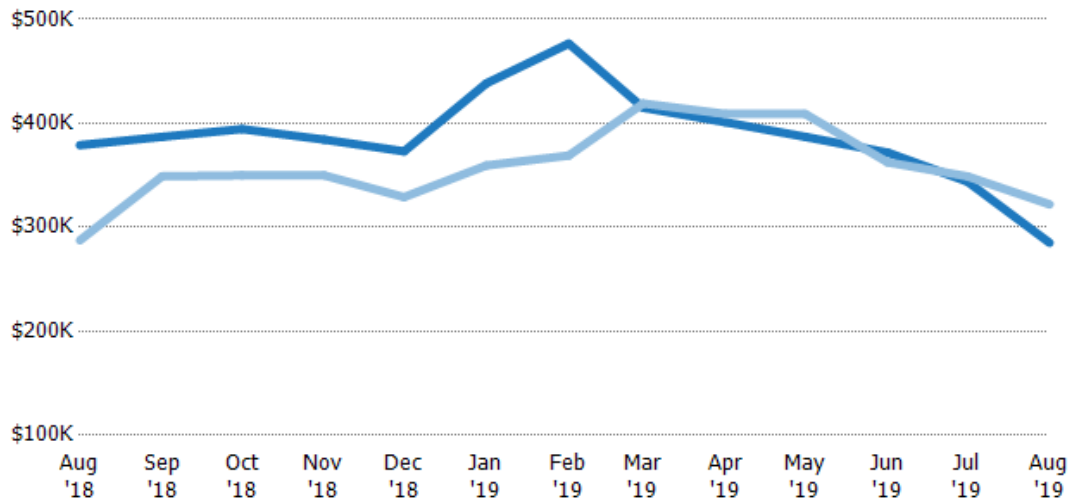


Median Listing Price vs Median Est Value

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

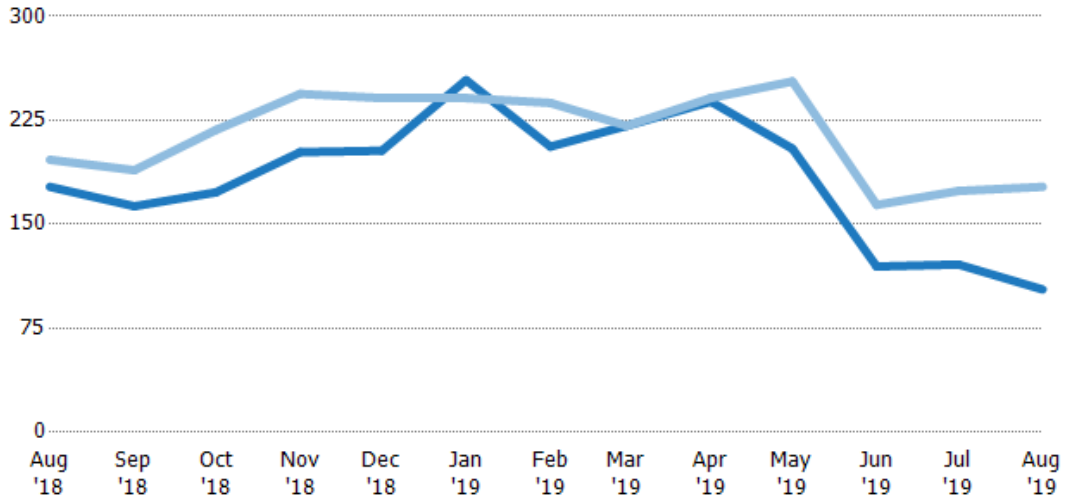


Median Days in RPR

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.
Aug '19	103	-41.8%
Aug '18	177	-9.9%
Aug '17	197	-29.8%

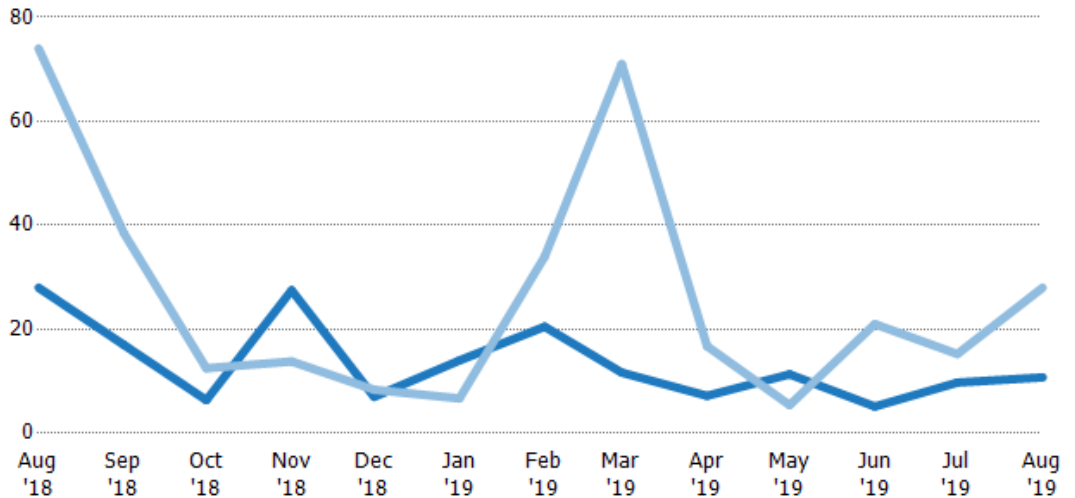
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	177	163	173	202	203	254	206	221	239	205	120	121	103
Prior Year	197	189	218	244	241	241	238	221	241	253	164	174	177
Percent Change from Prior Year	-10%	-14%	-21%	-17%	-16%	5%	-13%	0%	-1%	-19%	-27%	-30%	-42%

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.
Aug '19	10.8	-61.6%
Aug '18	28	-62.2%
Aug '17	74	-69.8%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	28	17	6.38	27.5	7	14	20.5	11.7	7.2	11.3	5.14	9.75	10.8
Prior Year	74	38.5	12.5	13.8	8.38	6.7	34	71	16.8	5.42	21	15.3	28
Percent Change from Prior Year	-62%	-56%	-49%	99%	-16%	109%	-40%	-84%	-57%	109%	-76%	-36%	-62%

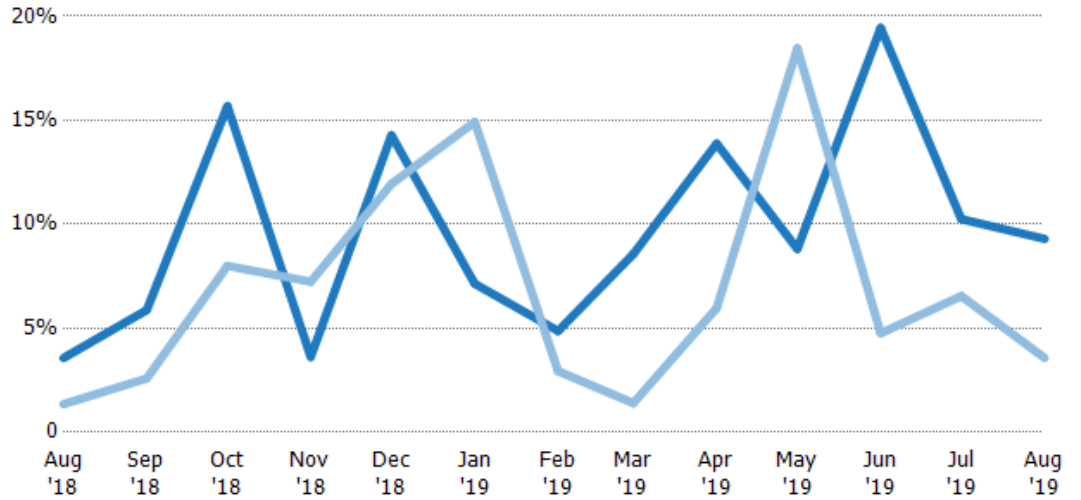
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Aug '19	9%	-5.7%
Aug '18	4%	-2.2%
Aug '17	1%	231.1%



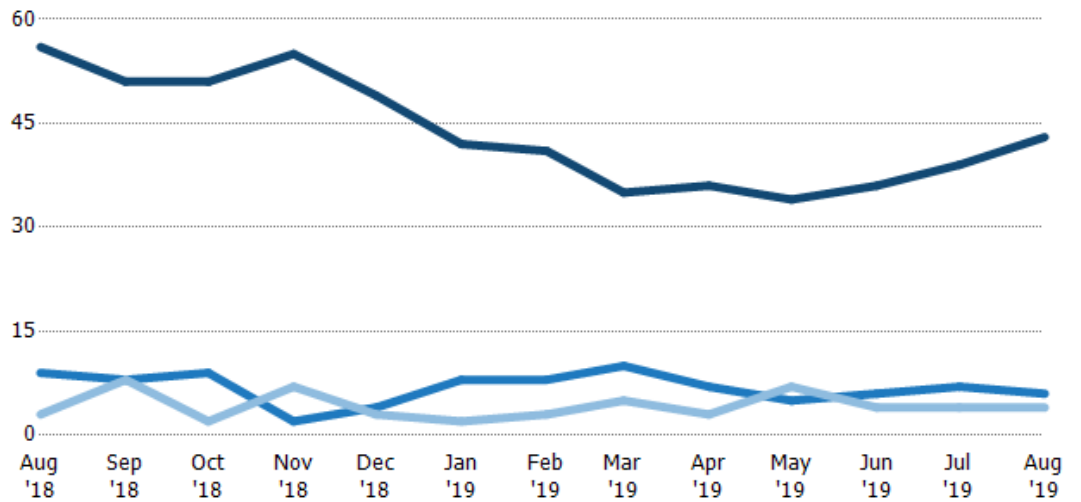
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4%	6%	16%	4%	14%	7%	5%	9%	14%	9%	19%	10%	9%
Prior Year	1%	3%	8%	7%	12%	15%	3%	1%	6%	18%	5%	7%	4%
Change from Prior Year	-2%	-3%	-8%	4%	-2%	8%	-2%	-7%	-8%	10%	-15%	-4%	-6%

Active/Pending/Sold Units

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

Filters Used

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



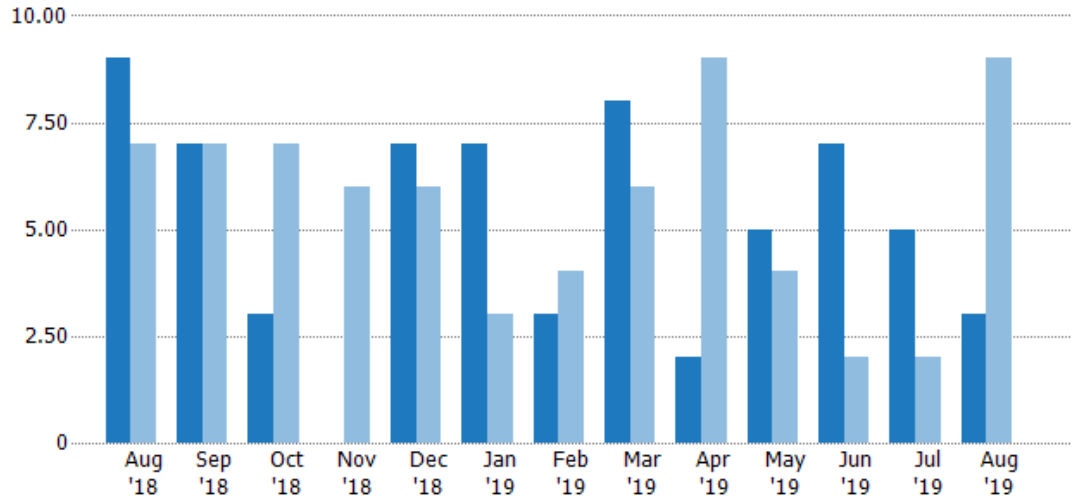
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	56	51	51	55	49	42	41	35	36	34	36	39	43
Pending	9	8	9	2	4	8	8	10	7	5	6	7	6
Sold	3	8	2	7	3	2	3	5	3	7	4	4	4

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



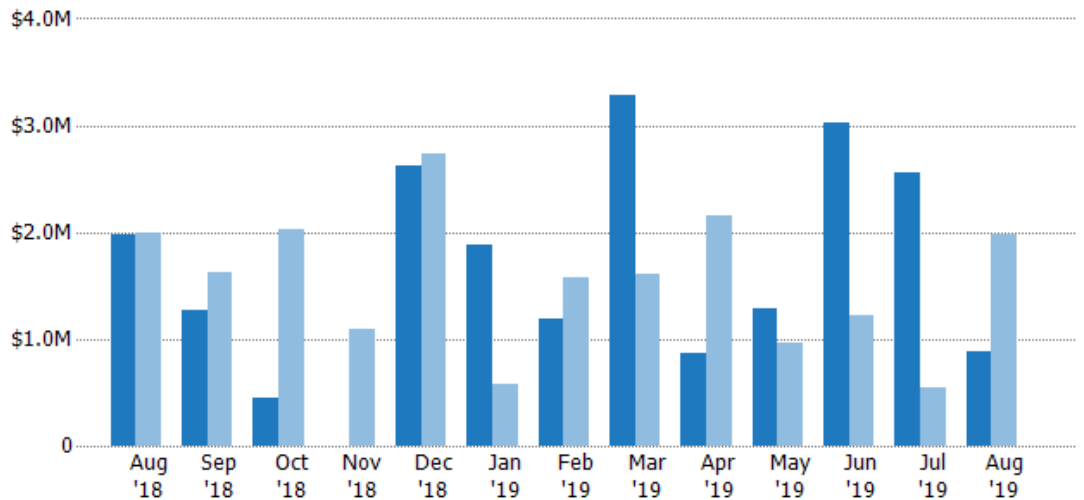
Current Year	9	7	3	-	7	7	3	8	2	5	7	5	3
Prior Year	7	7	7	6	6	3	4	6	9	4	2	2	9
Percent Change from Prior Year	29%	0%	-57%	-100%	17%	133%	-25%	33%	-78%	25%	250%	150%	-67%

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



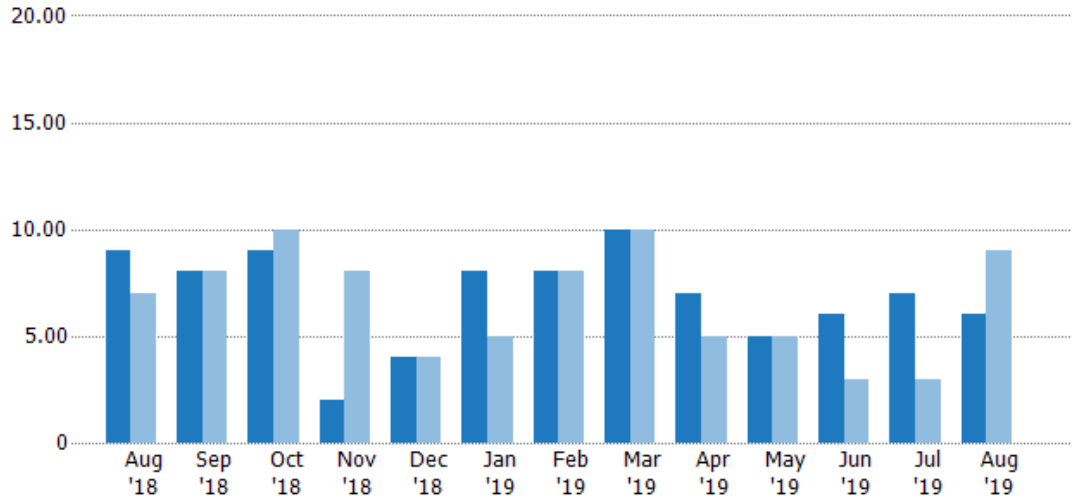
Current Year	\$1.98M	\$1.26M	\$455K	-	\$2.62M	\$1.89M	\$1.19M	\$3.27M	\$875K	\$1.29M	\$3.02M	\$2.56M	\$882K
Prior Year	\$1.99M	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M
Percent Change from Prior Year	-1%	-23%	-78%	-100%	-4%	226%	-24%	103%	-59%	33%	147%	365%	-55%

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.
Aug '19	6	-33.3%
Aug '18	9	28.6%
Aug '17	7	-14.3%

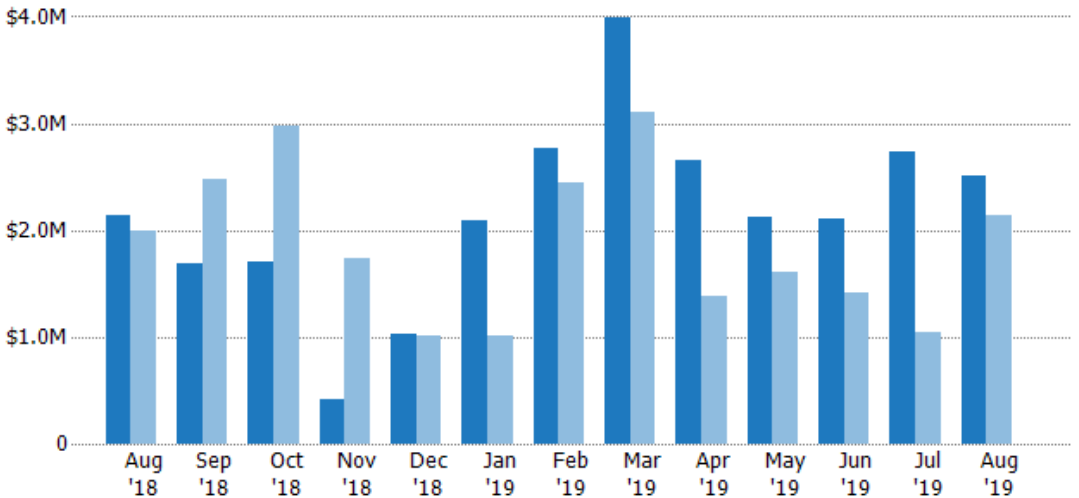
Month/Year	Count	% Chg.
Aug '19	6	-33.3%
Aug '18	9	28.6%
Aug '17	7	-14.3%

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.
Aug '19	\$2.52M	18%
Aug '18	\$2.13M	7.2%
Aug '17	\$1.99M	5.8%

Month/Year	Volume	% Chg.
Aug '19	\$2.52M	18%
Aug '18	\$2.13M	7.2%
Aug '17	\$1.99M	5.8%

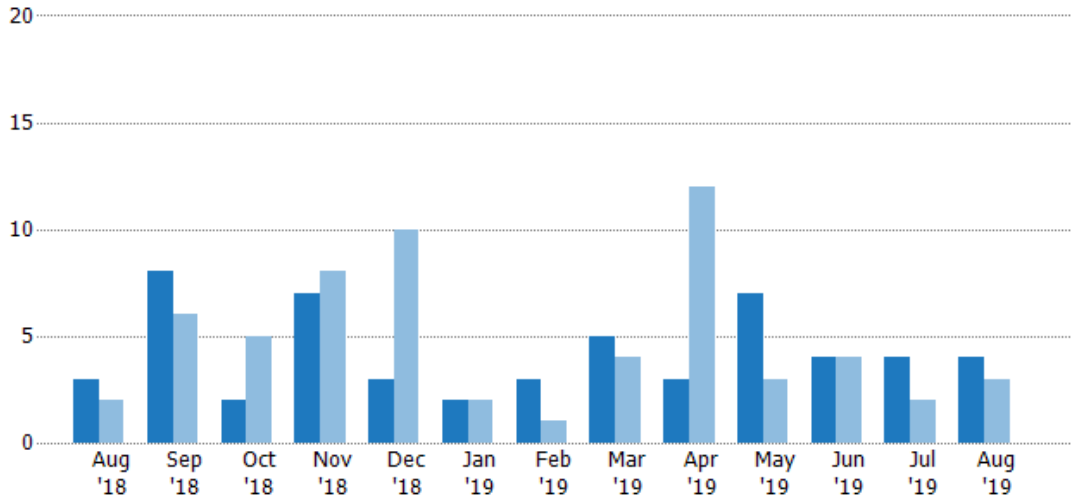
Closed Sales

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



Current Year	3	8	2	7	3	2	3	5	3	7	4	4	4
Prior Year	2	6	5	8	10	2	1	4	12	3	4	2	3
Percent Change from Prior Year	50%	33%	-60%	-13%	-70%	0%	200%	25%	-75%	133%	0%	100%	33%

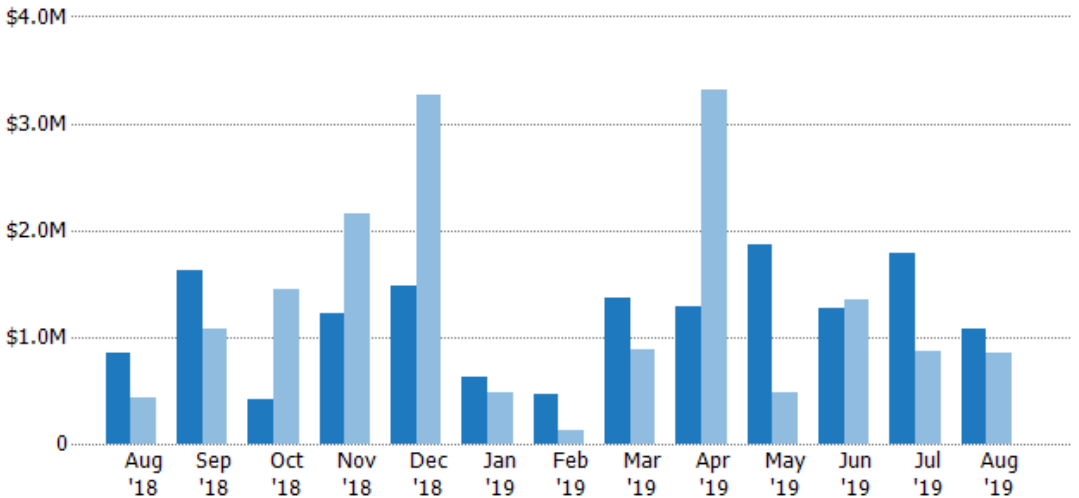
Closed Sales Volume

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.
Aug '19	\$1.07M	26.9%
Aug '18	\$845K	96.5%
Aug '17	\$430K	0.7%



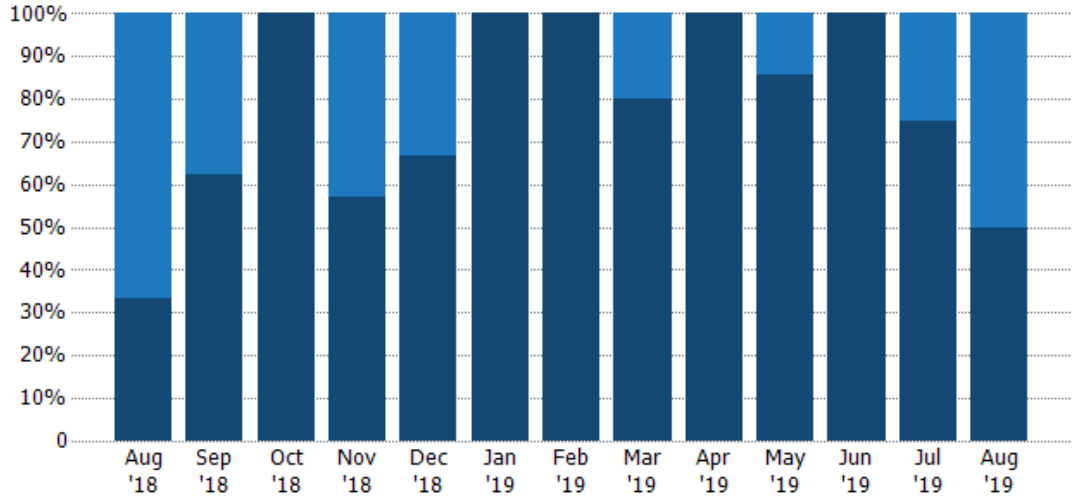
Current Year	\$845K	\$1.63M	\$410K	\$1.22M	\$1.48M	\$620K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M	\$1.78M	\$1.07M
Prior Year	\$430K	\$1.08M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$886K	\$3.31M	\$483K	\$1.35M	\$859K	\$845K
Percent Change from Prior Year	97%	51%	-72%	-43%	-55%	29%	292%	55%	-61%	285%	-7%	107%	27%

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



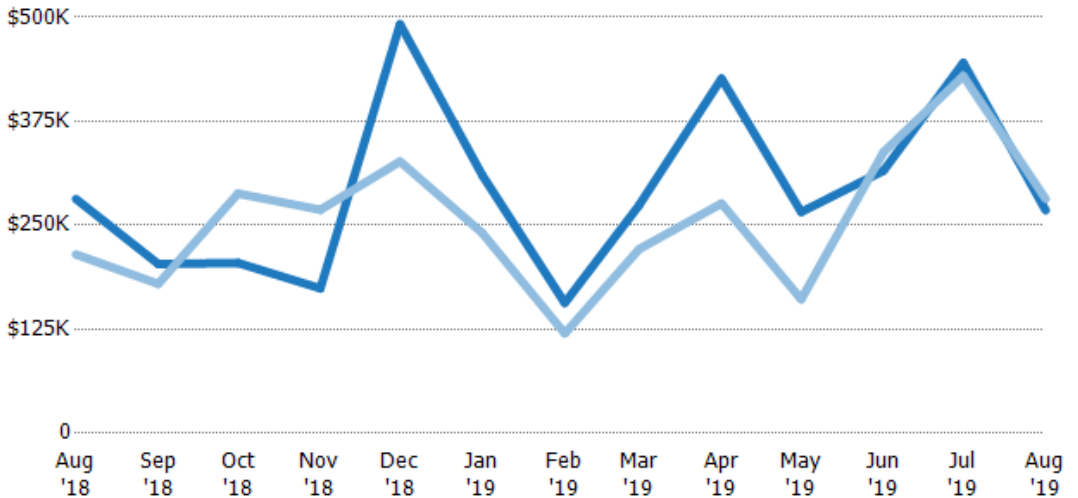
Condo/Townhouse	67%	38%	-	43%	33%	-	-	20%	-	14%	-	25%	50%
Single Family Residence	33%	63%	100%	57%	67%	100%	100%	80%	100%	86%	100%	75%	50%

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.
Aug '19	\$268K	-4.9%
Aug '18	\$282K	31%
Aug '17	\$215K	-32.9%

Current Year	\$282K	\$204K	\$205K	\$174K	\$492K	\$310K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K
Prior Year	\$215K	\$180K	\$288K	\$269K	\$327K	\$241K	\$120K	\$221K	\$276K	\$161K	\$338K	\$430K	\$282K
Percent Change from Prior Year	31%	13%	-29%	-35%	50%	29%	31%	24%	54%	65%	-7%	4%	-5%

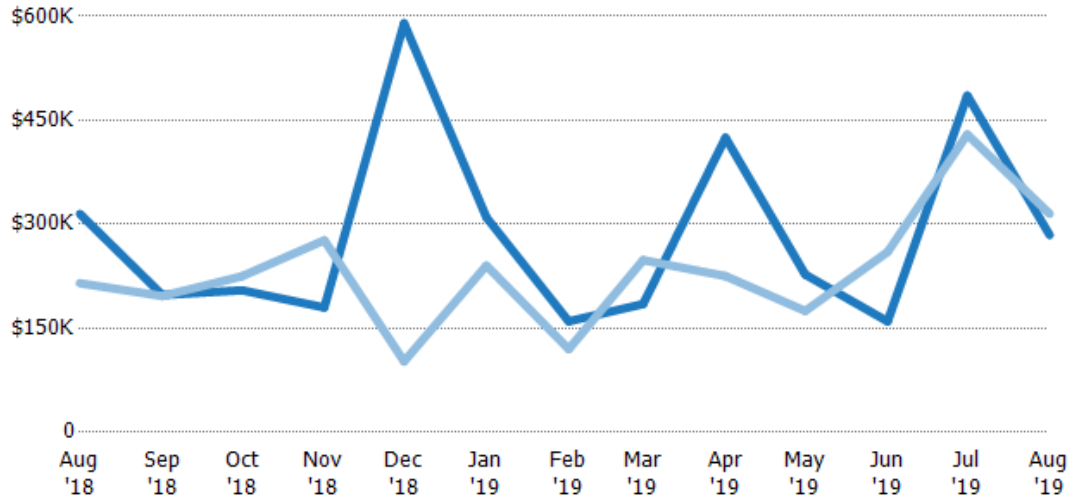
Median Sales Price

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.
Aug '19	\$285K	-9.7%
Aug '18	\$315K	46.5%
Aug '17	\$215K	-18.6%



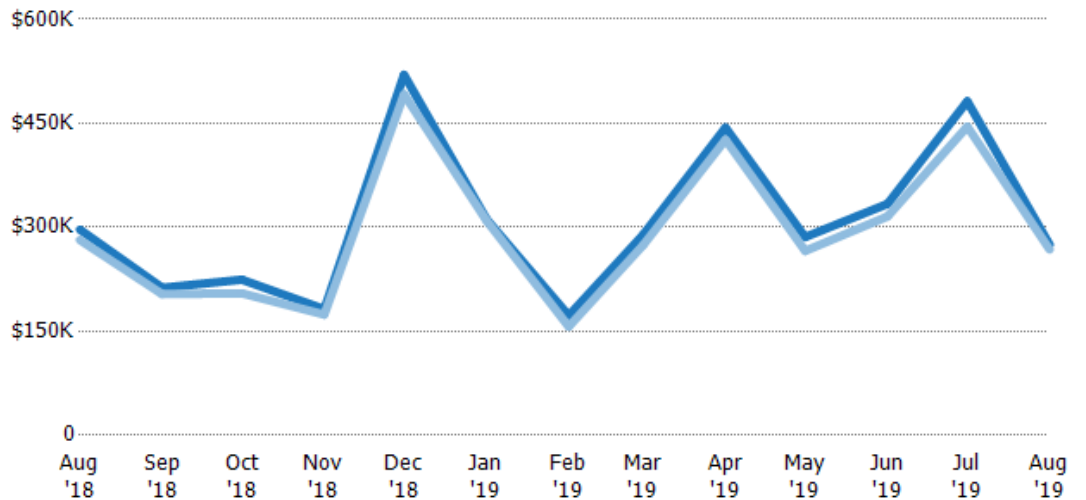
Current Year	\$315K	\$198K	\$205K	\$180K	\$590K	\$310K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K
Prior Year	\$215K	\$197K	\$225K	\$277K	\$102K	\$241K	\$120K	\$248K	\$225K	\$175K	\$260K	\$430K	\$315K
Percent Change from Prior Year	47%	1%	-9%	-35%	477%	29%	33%	-25%	89%	30%	-39%	13%	-10%

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



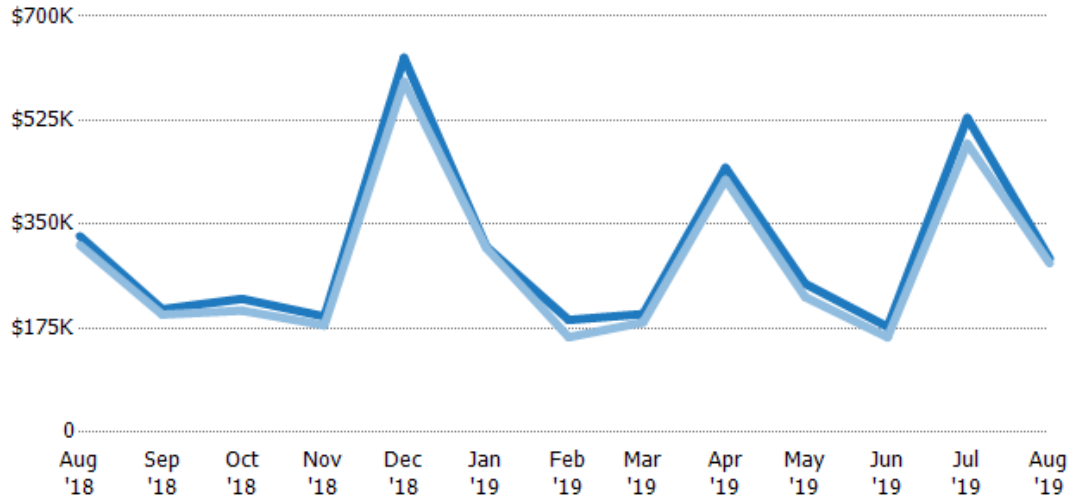
Avg List Price	\$297K	\$213K	\$224K	\$182K	\$520K	\$312K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K
Avg Sales Price	\$282K	\$204K	\$205K	\$174K	\$492K	\$310K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K
Avg Sales Price as a % of Avg List Price	95%	96%	91%	96%	95%	99%	91%	95%	96%	93%	95%	92%	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

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



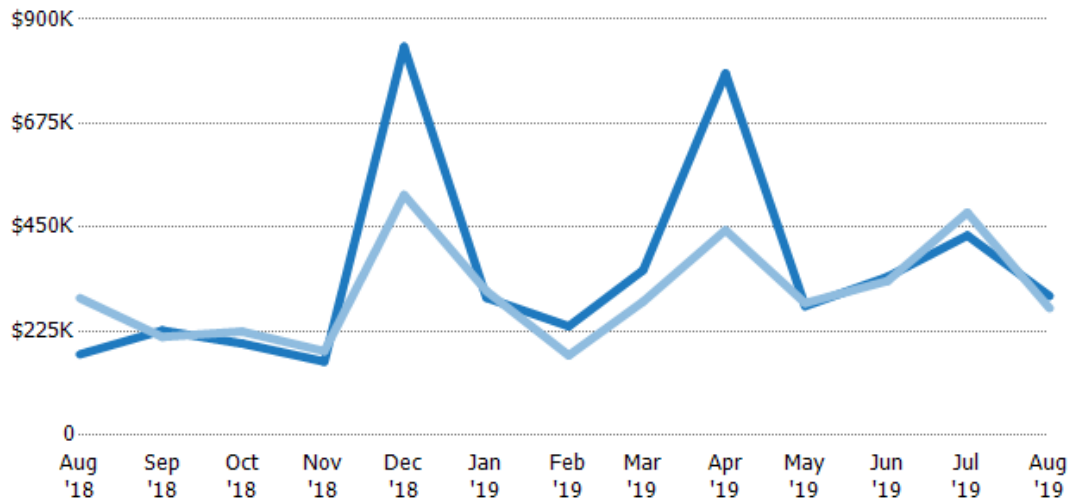
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$330K	\$207K	\$224K	\$195K	\$630K	\$312K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K
Median Sales Price	\$315K	\$198K	\$205K	\$180K	\$590K	\$310K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K
Med Sales Price as a % of Med List Price	95%	96%	91%	92%	94%	99%	85%	93%	96%	91%	90%	92%	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



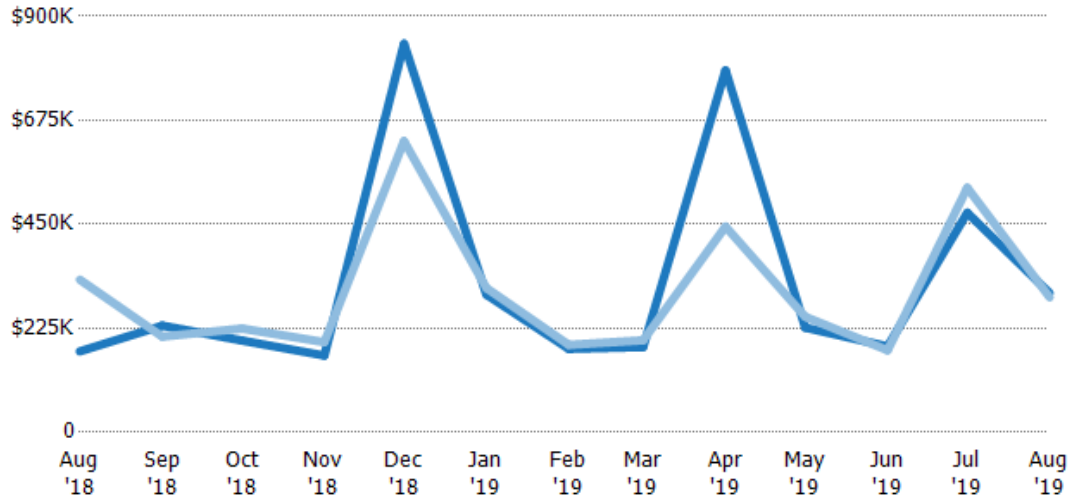
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$175K	\$227K	\$198K	\$159K	\$841K	\$298K	\$236K	\$357K	\$783K	\$279K	\$343K	\$432K	\$301K
Avg Sales Price	\$297K	\$213K	\$224K	\$182K	\$520K	\$312K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K
Avg Sales Price as a % of Avg Est Value	169%	94%	113%	114%	62%	105%	73%	81%	57%	102%	97%	111%	91%

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	\$175K	\$231K	\$198K	\$166K	\$841K	\$298K	\$181K	\$184K	\$783K	\$227K	\$186K	\$475K	\$301K
Median Sales Price	\$330K	\$207K	\$224K	\$195K	\$630K	\$312K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K
Med Sales Price as a % of Med Est Value	188%	90%	113%	117%	75%	105%	105%	108%	57%	110%	96%	111%	97%