

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	7	-85.7%	54	71	-23.9%
New Listing Volume	\$450,000	\$3,317,800	-86.4%	\$20,068,800	\$25,706,200	-21.9%
Active Listing Count	24	55	-56.4%	N/A	N/A	
Active Listing Volume	\$12,213,800	\$23,607,600	-48.3%	N/A	N/A	
Average Listing Price	\$508,908	\$429,229	+18.6%	\$433,754	\$407,208	+6.5%
Median Listing Price	\$382,000	\$349,900	+9.2%	\$362,584	\$326,014	+11.2%
Median Days in RPR	180	202	-10.9%	175.53	211.24	-16.9%
Months of Inventory	2.7	27.5	-90.3%	8.3	20.9	-60.3%
Absorption Rate	37.5%	3.64%	+33.9%	12.05%	4.79%	+7.3%
Sales Activity Charts Metrics						
New Pending Sales Count	5	-	-	59	49	+20.4%
New Pending Sales Volume	\$2,373,000	-	-	\$21,055,000	\$12,350,700	+70.5%
Pending Sales Count	8	2	+300%	N/A	N/A	
Pending Sales Volume	\$2,376,000	\$424,000	+460.4%	N/A	N/A	
Closed Sales Count	4	7	-42.9%	48	47	+2.1%
Closed Sales Volume	\$2,429,000	\$1,218,900	+99.3%	\$15,554,250	\$11,256,470	+38.2%
Average Sales Price	\$607,250	\$174,129	+248.7%	\$324,047	\$239,499	+35.3%
Median Sales Price	\$515,000	\$180,000	+186.1%	\$296,521	\$221,693	+33.8%

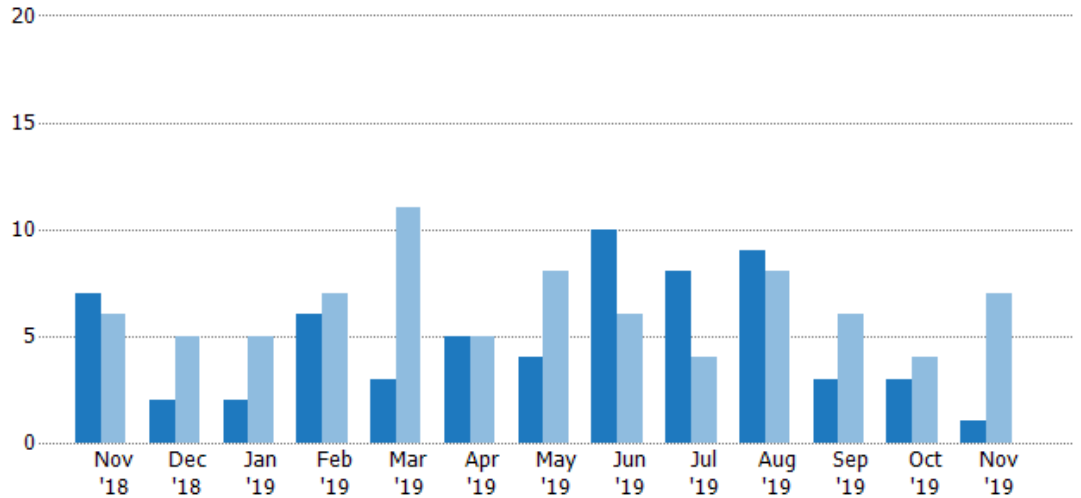
New Listings

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.
Nov '19	1	-85.7%
Nov '18	7	16.7%
Nov '17	6	0%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	7	2	2	6	3	5	4	10	8	9	3	3	1
Prior Year	6	5	5	7	11	5	8	6	4	8	6	4	7
Percent Change from Prior Year	17%	-60%	-60%	-14%	-73%	0%	-50%	67%	100%	13%	-50%	-25%	-86%

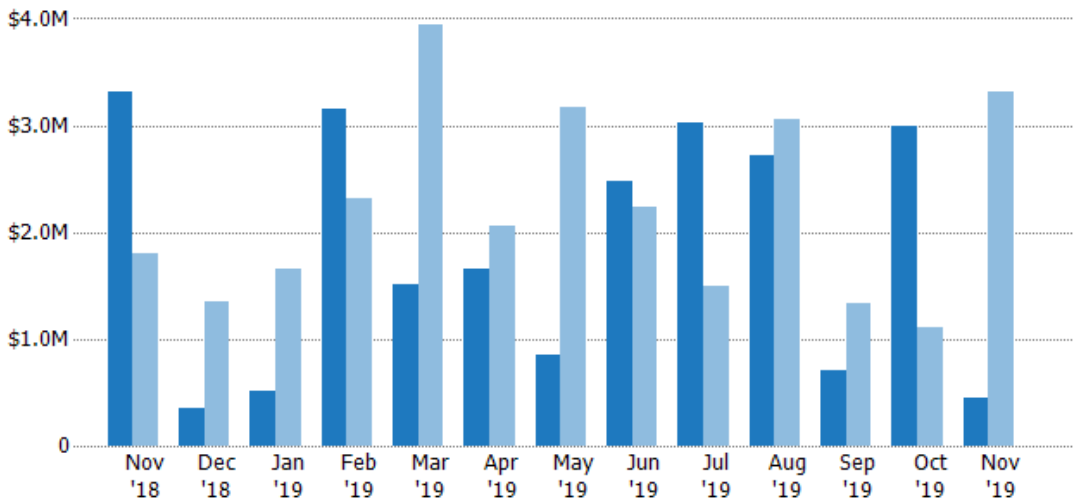
New Listing Volume

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.
Nov '19	\$450K	-86.4%
Nov '18	\$3.32M	84%
Nov '17	\$1.8M	15.2%



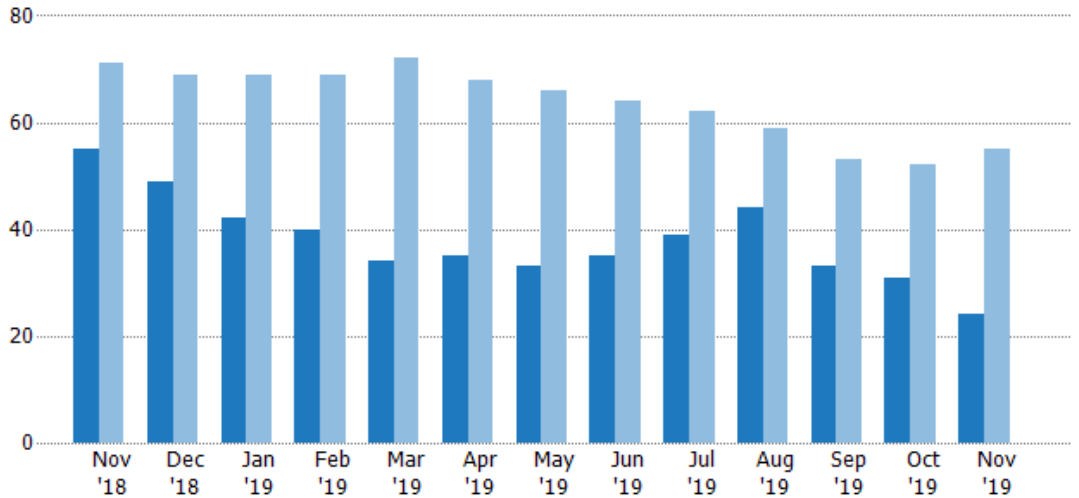
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.32M	\$347K	\$512K	\$3.16M	\$1.52M	\$1.66M	\$854K	\$2.48M	\$3.03M	\$2.72M	\$699K	\$2.99M	\$450K
Prior Year	\$1.8M	\$1.35M	\$1.66M	\$2.31M	\$3.95M	\$2.06M	\$3.18M	\$2.24M	\$1.49M	\$3.05M	\$1.34M	\$1.11M	\$3.32M
Percent Change from Prior Year	84%	-74%	-69%	36%	-62%	-20%	-73%	11%	103%	-11%	-48%	168%	-86%

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.
Nov '19	24	-56.4%
Nov '18	55	-22.5%
Nov '17	71	-15.5%

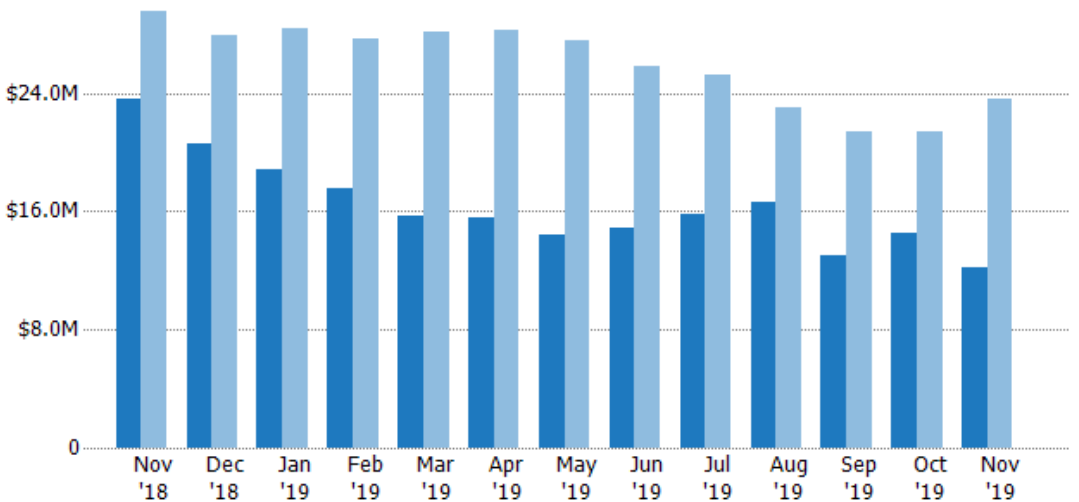
Month/Year	Count	% Chg.
Nov '19	24	-56.4%
Nov '18	55	-22.5%
Nov '17	71	-15.5%

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.
Nov '19	\$12.2M	-48.3%
Nov '18	\$23.6M	-20%
Nov '17	\$29.5M	-30.5%

Month/Year	Volume	% Chg.
Nov '19	\$12.2M	-48.3%
Nov '18	\$23.6M	-20%
Nov '17	\$29.5M	-30.5%

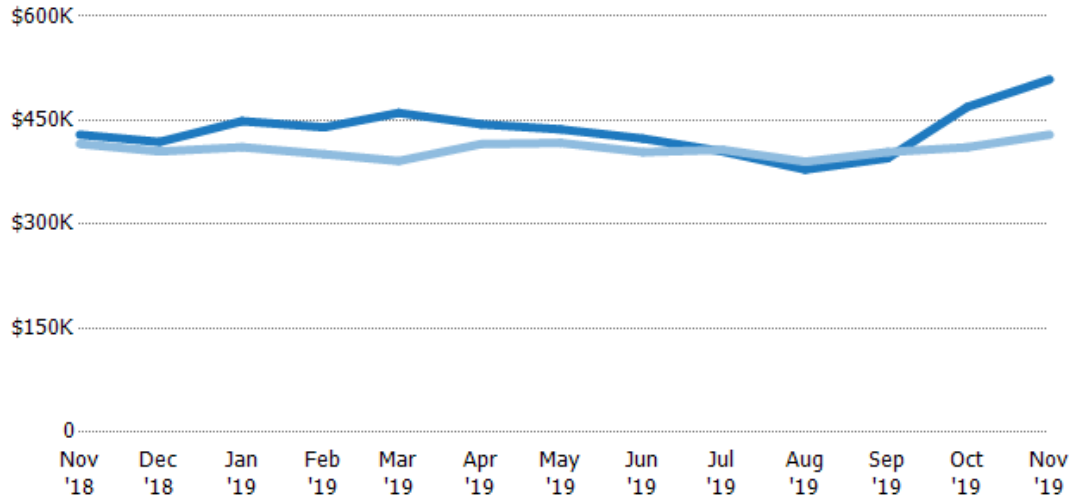
Average Listing Price

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.
Nov '19	\$509K	18.6%
Nov '18	\$429K	3.2%
Nov '17	\$416K	-17.7%



Current Year	\$429K	\$419K	\$449K	\$440K	\$461K	\$444K	\$437K	\$424K	\$405K	\$379K	\$395K	\$469K	\$509K
Prior Year	\$416K	\$405K	\$411K	\$401K	\$391K	\$416K	\$417K	\$404K	\$407K	\$390K	\$404K	\$411K	\$429K
Percent Change from Prior Year	3%	3%	9%	10%	18%	7%	5%	5%	-1%	-3%	-2%	14%	19%

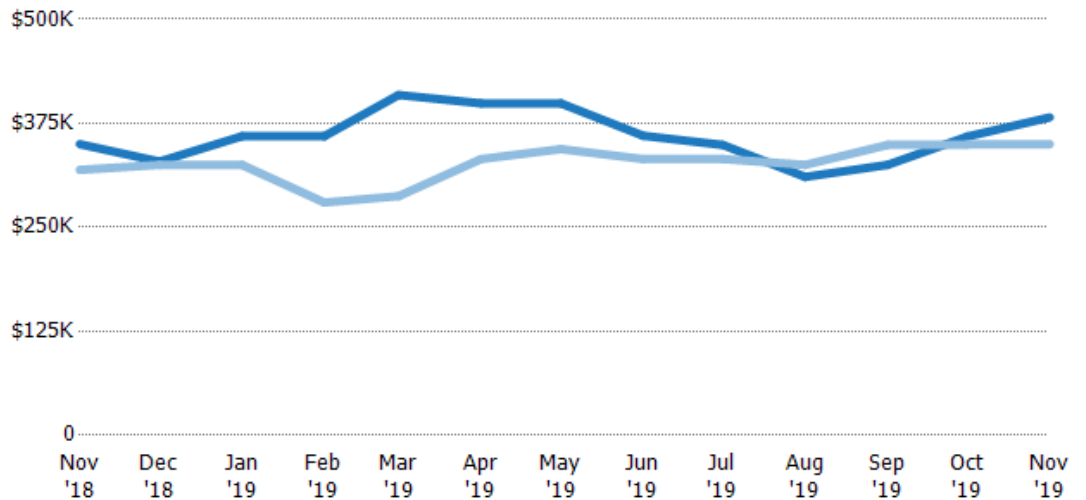
Median Listing Price

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.
Nov '19	\$382K	9.2%
Nov '18	\$350K	9.7%
Nov '17	\$319K	-20.2%



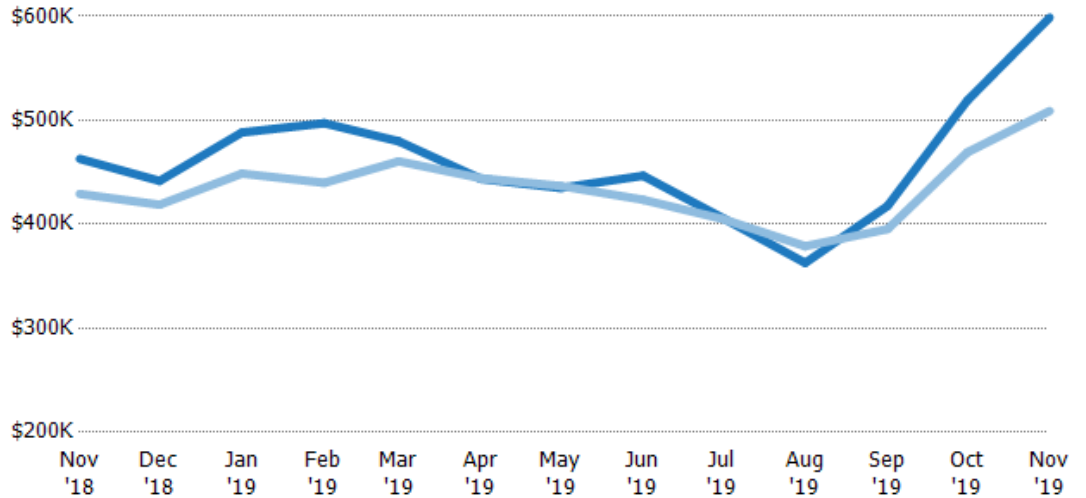
Current Year	\$350K	\$329K	\$359K	\$359K	\$409K	\$399K	\$399K	\$360K	\$349K	\$311K	\$325K	\$359K	\$382K
Prior Year	\$319K	\$325K	\$325K	\$280K	\$287K	\$332K	\$344K	\$332K	\$332K	\$325K	\$349K	\$349K	\$350K
Percent Change from Prior Year	10%	1%	11%	28%	42%	20%	16%	8%	5%	-4%	-7%	3%	9%

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



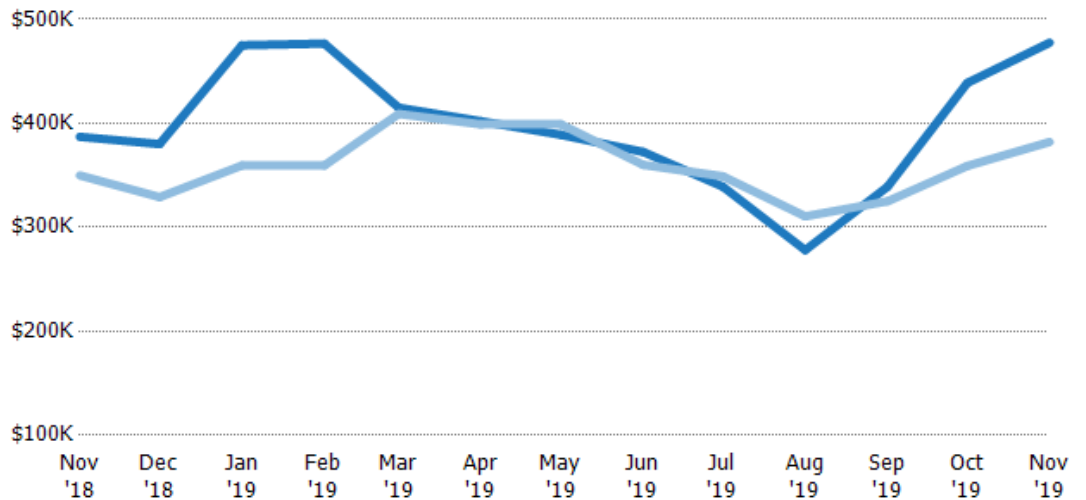
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$463K	\$442K	\$488K	\$497K	\$480K	\$444K	\$435K	\$447K	\$406K	\$363K	\$418K	\$519K	\$599K
Avg Listing Price	\$429K	\$419K	\$449K	\$440K	\$461K	\$444K	\$437K	\$424K	\$405K	\$379K	\$395K	\$469K	\$509K
Avg Listing Price as a % of Avg Est Value	93%	95%	92%	88%	96%	100%	100%	95%	100%	104%	95%	90%	85%

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



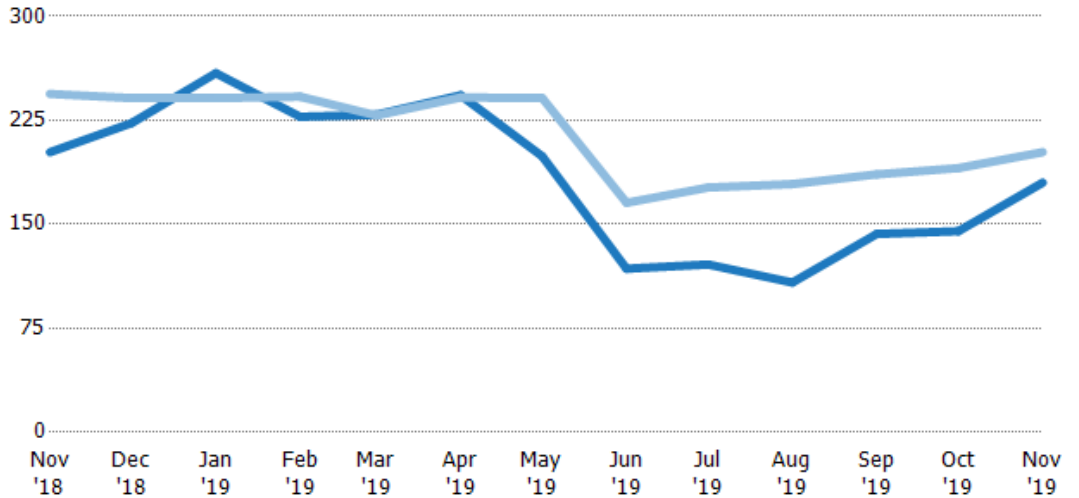
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$387K	\$380K	\$475K	\$477K	\$415K	\$402K	\$389K	\$372K	\$339K	\$278K	\$339K	\$439K	\$478K
Median Listing Price	\$350K	\$329K	\$359K	\$359K	\$409K	\$399K	\$399K	\$360K	\$349K	\$311K	\$325K	\$359K	\$382K
Med Listing Price as a % of Med Est Value	90%	87%	76%	75%	99%	99%	103%	97%	103%	112%	96%	82%	80%

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



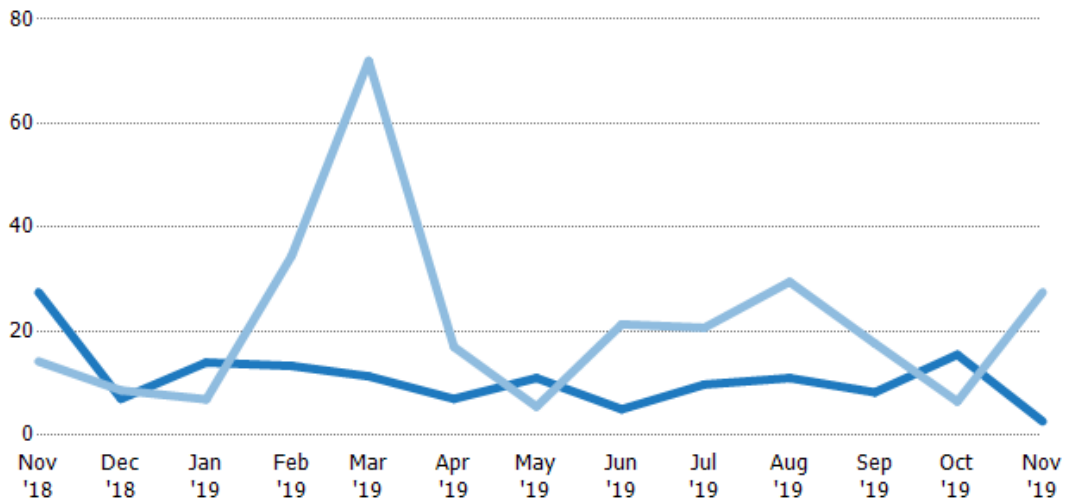
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	202	223	259	228	229	243	199	118	121	108	143	145	180
Prior Year	244	241	241	242	229	242	241	166	177	179	186	191	202
Percent Change from Prior Year	-17%	-7%	7%	-6%	0%	1%	-17%	-29%	-31%	-40%	-23%	-24%	-11%

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



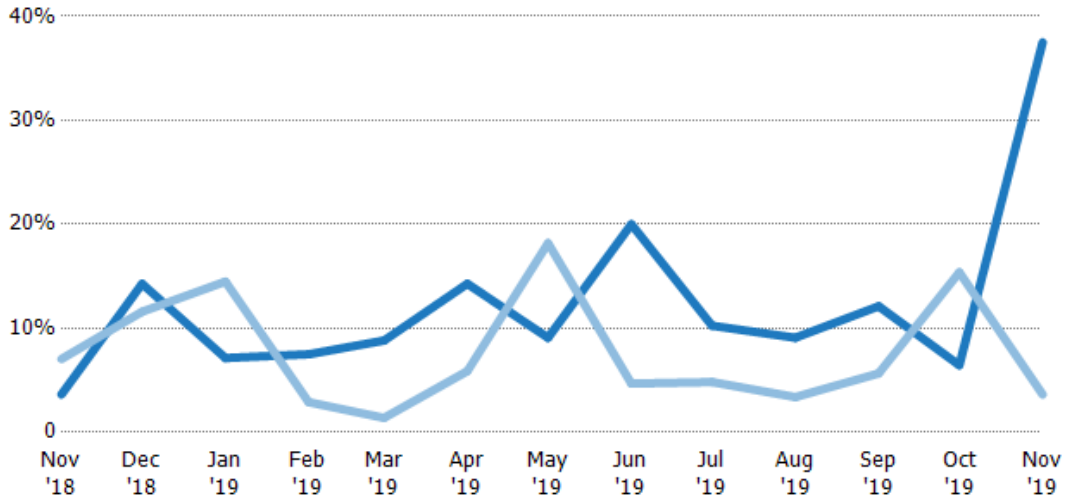
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	27.5	7	14	13.3	11.3	7	11	5	9.75	11	8.25	15.5	2.67
Prior Year	14.2	8.63	6.9	34.5	72	17	5.5	21.3	20.7	29.5	17.7	6.5	27.5
Percent Change from Prior Year	94%	-19%	103%	-61%	-84%	-59%	100%	-77%	-53%	-63%	-53%	138%	-90%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Ludlow, VT 05149,
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Property Type:
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Family Residence



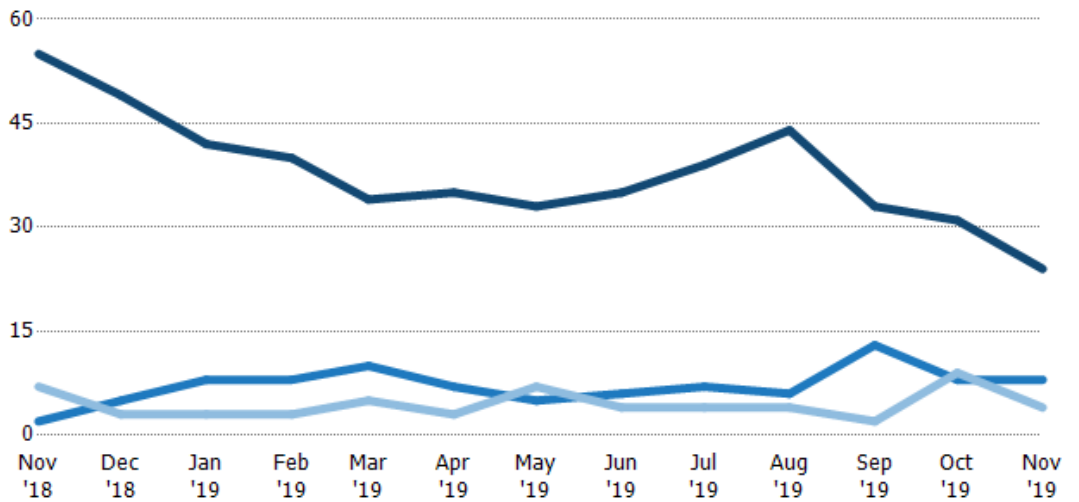
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4%	14%	7%	8%	9%	14%	9%	20%	10%	9%	12%	6%	38%
Prior Year	7%	12%	14%	3%	1%	6%	18%	5%	5%	3%	6%	15%	4%
Change from Prior Year	3%	-3%	7%	-5%	-7%	-8%	9%	-15%	-5%	-6%	-6%	9%	-34%

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



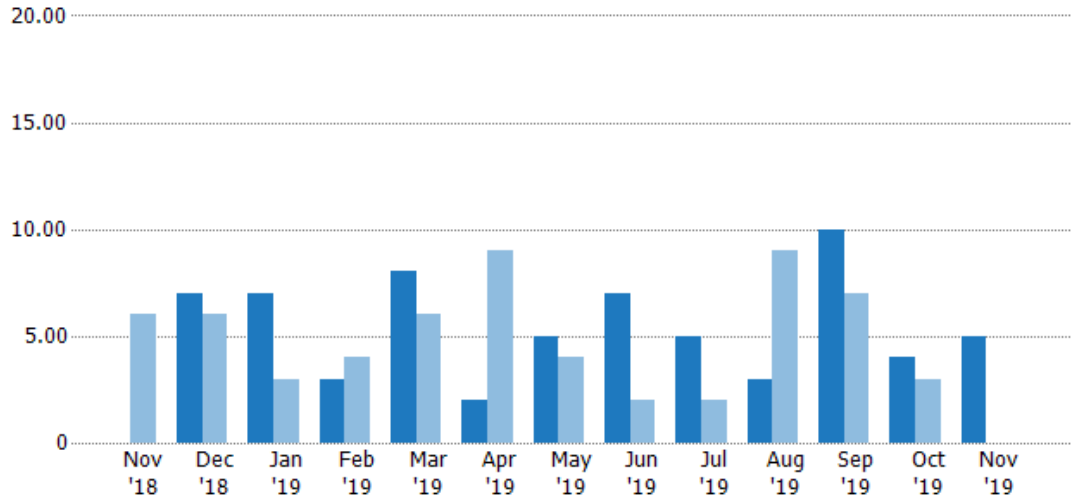
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	55	49	42	40	34	35	33	35	39	44	33	31	24
Pending	2	5	8	8	10	7	5	6	7	6	13	8	8
Sold	7	3	3	3	5	3	7	4	4	4	2	9	4

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



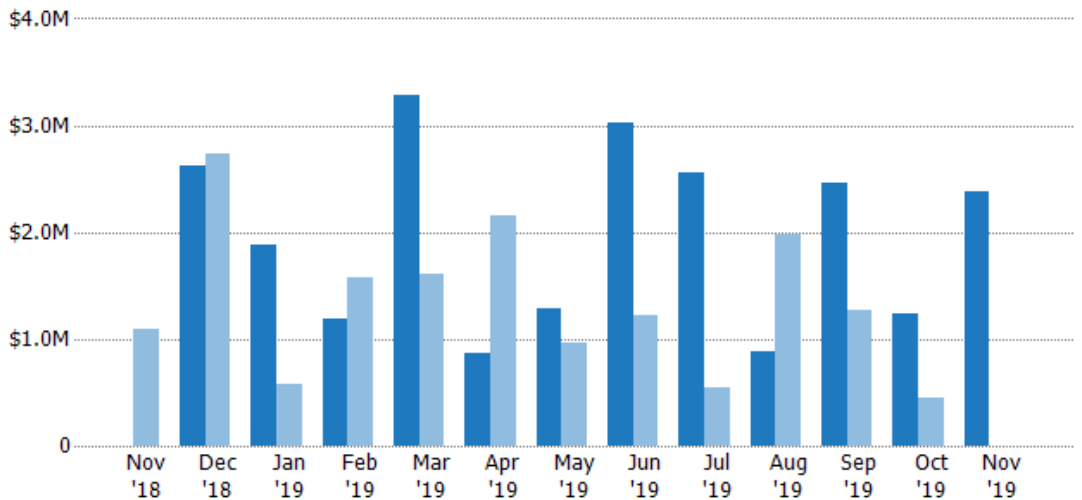
Current Year	-	7	7	3	8	2	5	7	5	3	10	4	5
Prior Year	6	6	3	4	6	9	4	2	2	9	7	3	-
Percent Change from Prior Year	-100%	17%	133%	-25%	33%	-78%	25%	250%	150%	-67%	43%	33%	100%

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



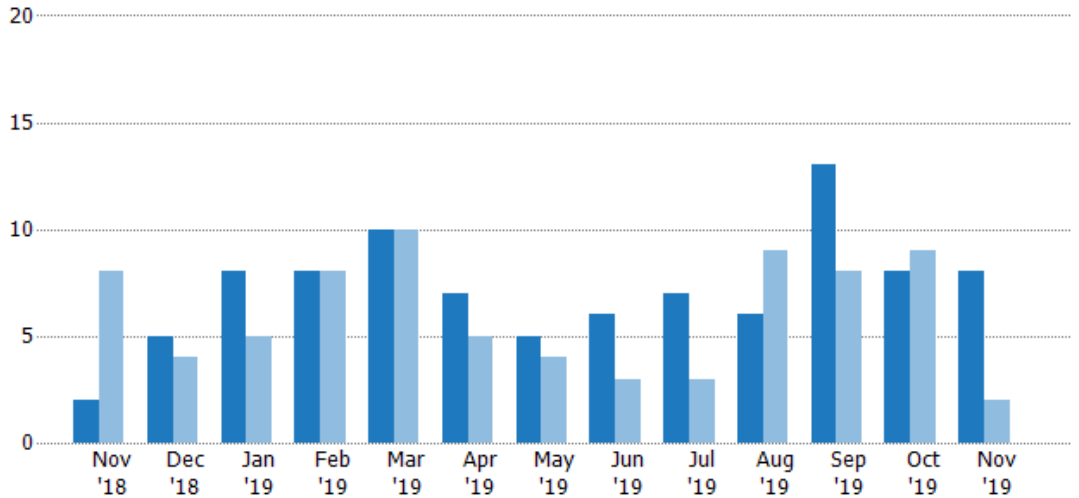
Current Year	-	\$2.62M	\$1.89M	\$1.19M	\$3.27M	\$875K	\$1.29M	\$3.02M	\$2.56M	\$882K	\$2.46M	\$1.24M	\$2.37M
Prior Year	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.26M	\$455K	-
Percent Change from Prior Year	-100%	-4%	226%	-24%	103%	-59%	33%	147%	365%	-55%	95%	173%	100%

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



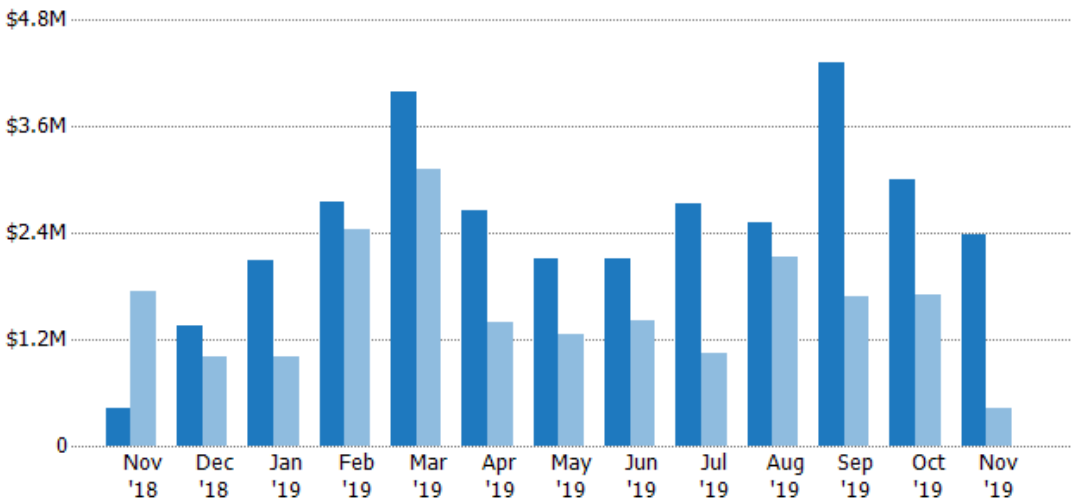
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	2	5	8	8	10	7	5	6	7	6	13	8	8
Prior Year	8	4	5	8	10	5	4	3	3	9	8	9	2
Percent Change from Prior Year	-75%	25%	60%	0%	0%	40%	25%	100%	133%	-33%	63%	-11%	300%

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



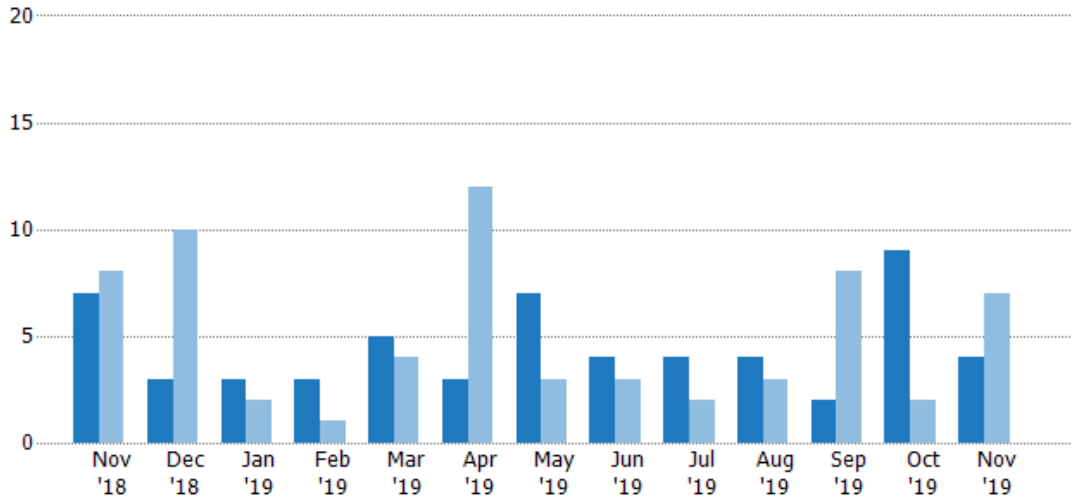
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$424K	\$1.36M	\$2.09M	\$2.76M	\$3.99M	\$2.66M	\$2.12M	\$2.1M	\$2.73M	\$2.52M	\$4.33M	\$3.01M	\$2.38M
Prior Year	\$1.74M	\$1.01M	\$1.01M	\$2.44M	\$3.11M	\$1.38M	\$1.27M	\$1.42M	\$1.04M	\$2.13M	\$1.69M	\$1.7M	\$424K
Percent Change from Prior Year	-76%	35%	107%	13%	28%	92%	68%	48%	162%	18%	156%	77%	460%

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.
Nov '19	4	-42.9%
Nov '18	7	-12.5%
Nov '17	8	-50%

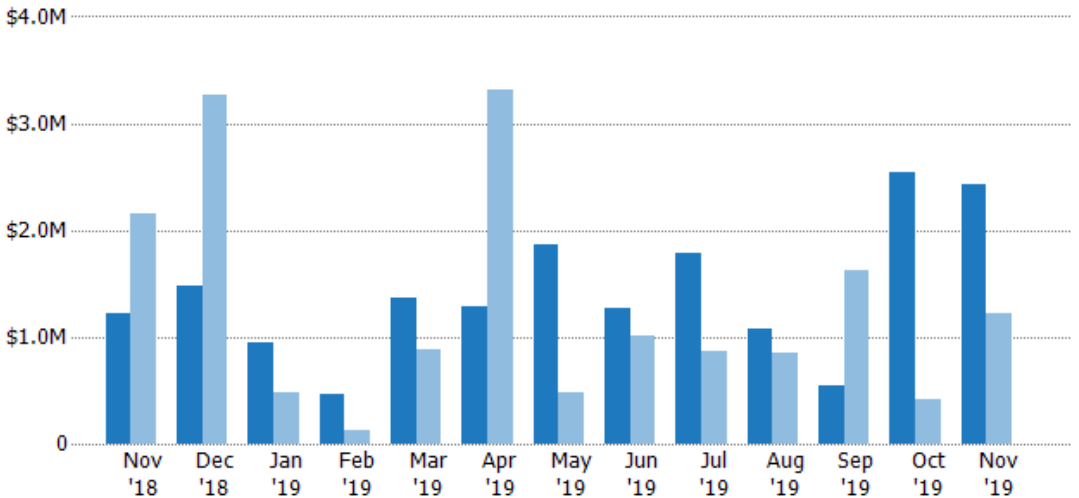
Month/Year	Count	% Chg.
Nov '19	4	-42.9%
Nov '18	7	-12.5%
Nov '17	8	-50%

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



Month/Year	Volume	% Chg.
Nov '19	\$2.43M	99.3%
Nov '18	\$1.22M	-43.3%
Nov '17	\$2.15M	-39.6%

Month/Year	Volume	% Chg.
Nov '19	\$2.43M	99.3%
Nov '18	\$1.22M	-43.3%
Nov '17	\$2.15M	-39.6%

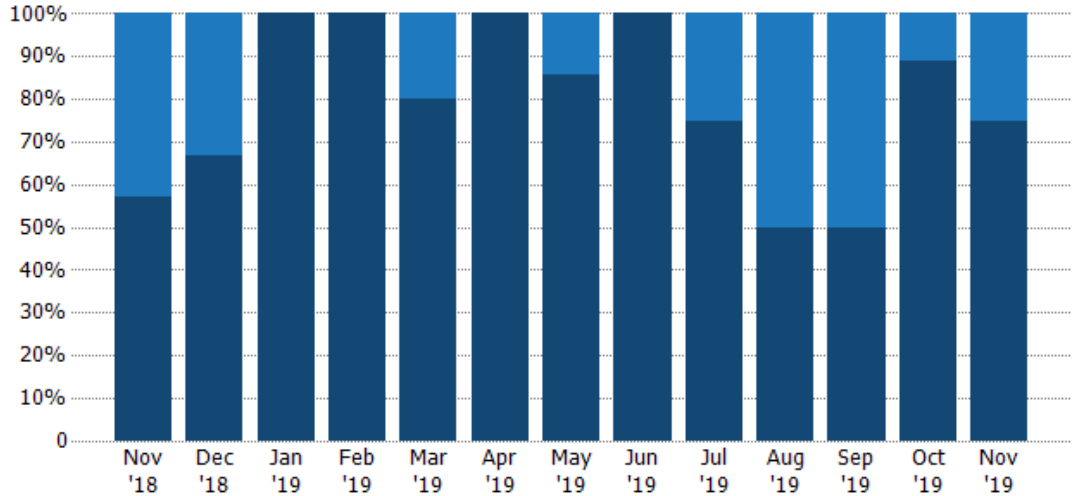
Closed Sales by Property Type

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	43%	33%	-	-	20%	-	14%	-	25%	50%	50%	11%	25%
Single Family Residence	57%	67%	100%	100%	80%	100%	86%	100%	75%	50%	50%	89%	75%

Average Sales Price

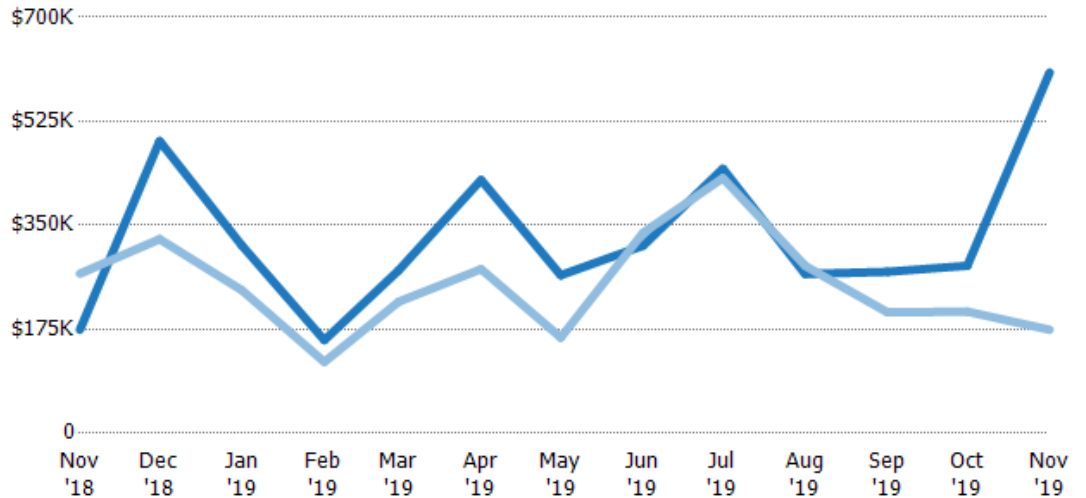
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

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

Month/Year	Price	% Chg.
Nov '19	\$607K	248.7%
Nov '18	\$174K	-35.2%
Nov '17	\$269K	20.7%



Current Year	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K	\$282K	\$607K
Prior Year	\$269K	\$327K	\$241K	\$120K	\$221K	\$276K	\$161K	\$337K	\$430K	\$282K	\$204K	\$205K	\$174K
Percent Change from Prior Year	-35%	50%	31%	31%	24%	54%	65%	-6%	4%	-5%	34%	38%	249%

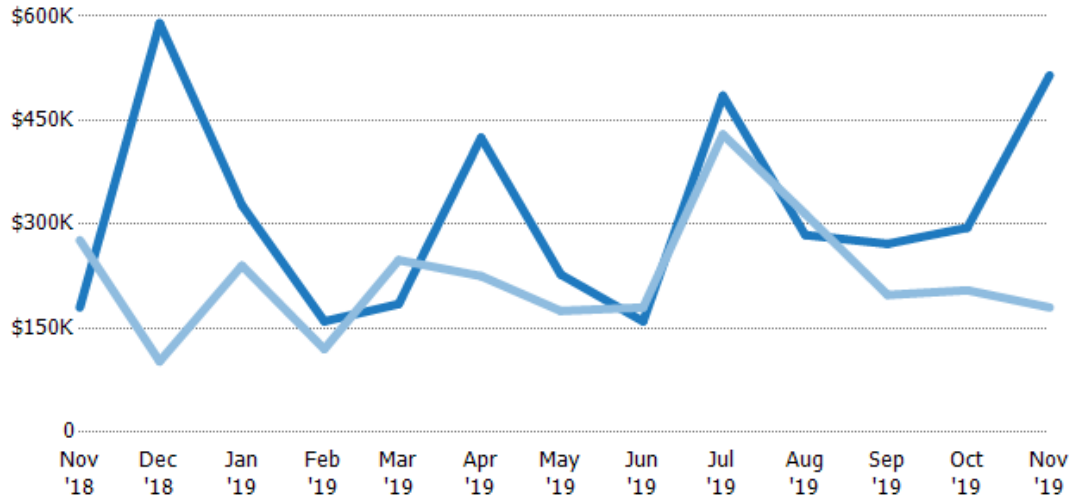
Median Sales Price

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.
Nov '19	\$515K	186.1%
Nov '18	\$180K	-35%
Nov '17	\$277K	-17.5%



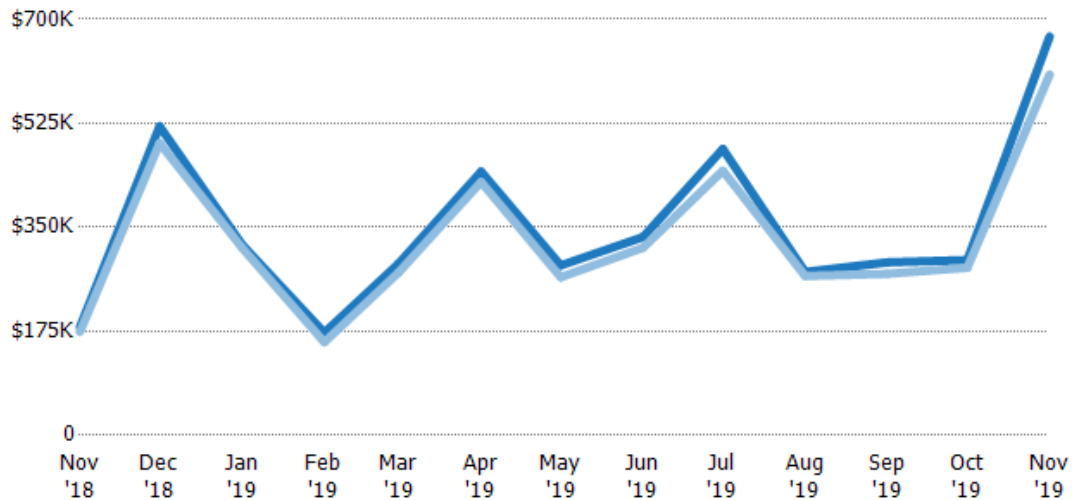
Current Year	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K	\$295K	\$515K
Prior Year	\$277K	\$102K	\$241K	\$120K	\$248K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$180K
Percent Change from Prior Year	-35%	477%	36%	33%	-25%	89%	30%	-11%	13%	-10%	37%	44%	186%

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



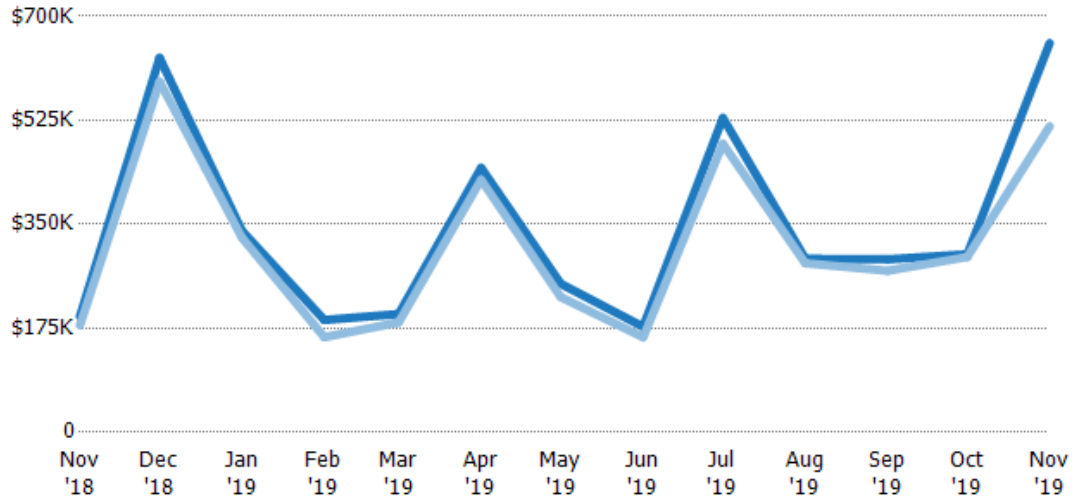
Avg List Price	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K
Avg Sales Price	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K	\$282K	\$607K
Avg Sales Price as a % of Avg List Price	96%	95%	98%	91%	95%	96%	93%	95%	92%	98%	93%	96%	91%

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



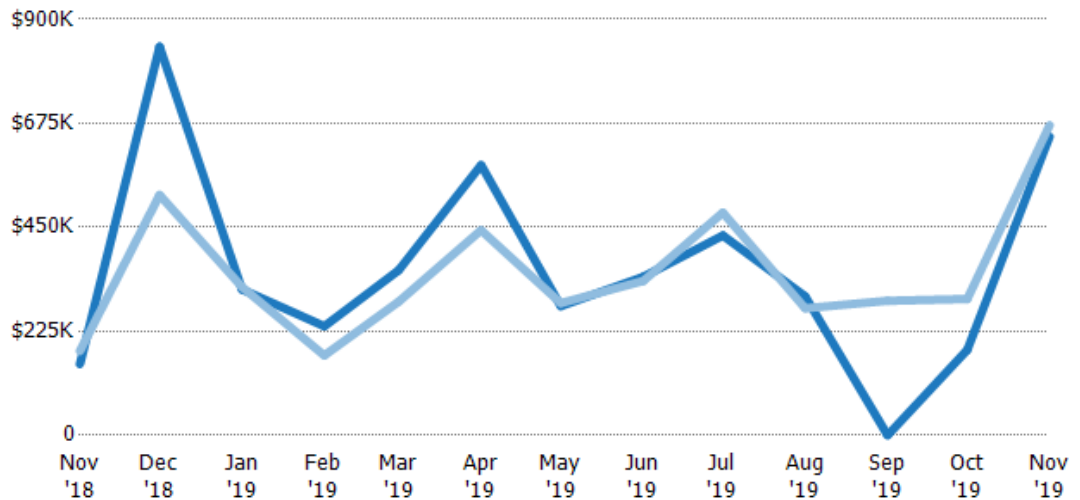
Median List Price	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K	\$300K	\$655K
Median Sales Price	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K	\$295K	\$515K
Med Sales Price as a % of Med List Price	92%	94%	97%	85%	93%	96%	91%	90%	92%	97%	93%	98%	79%

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



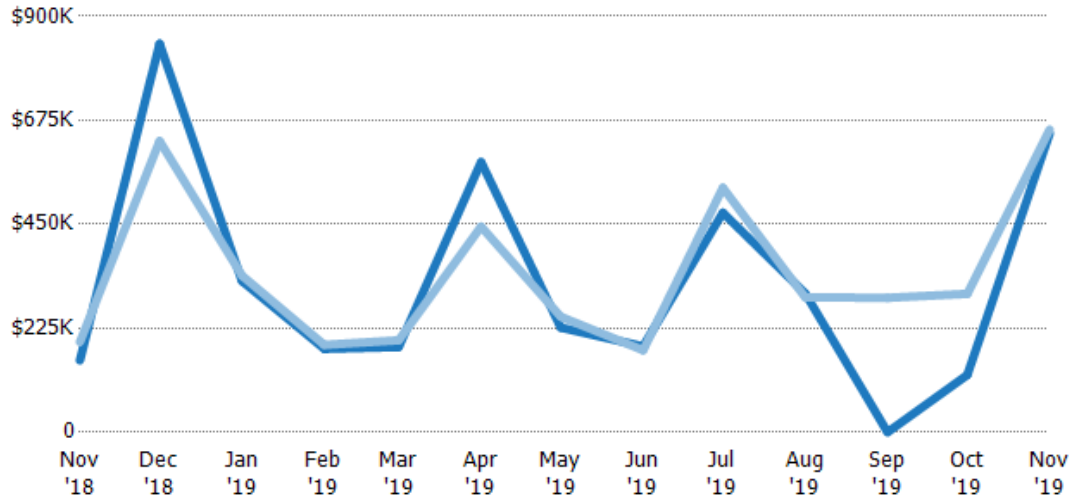
Avg Est Value	\$154K	\$841K	\$316K	\$236K	\$357K	\$585K	\$279K	\$343K	\$432K	\$301K	\$0	\$185K	\$646K
Avg Sales Price	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K
Avg Sales Price as a % of Avg Est Value	118%	62%	102%	73%	81%	76%	102%	97%	111%	91%	100%	160%	104%

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	\$155K	\$841K	\$328K	\$181K	\$184K	\$585K	\$227K	\$186K	\$475K	\$301K	\$0	\$124K	\$646K
Median Sales Price	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K	\$300K	\$655K
Med Sales Price as a % of Med Est Value	125%	75%	104%	105%	108%	76%	110%	96%	111%	97%	100%	242%	101%