

Summary of Key Listing and Sales Metrics

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

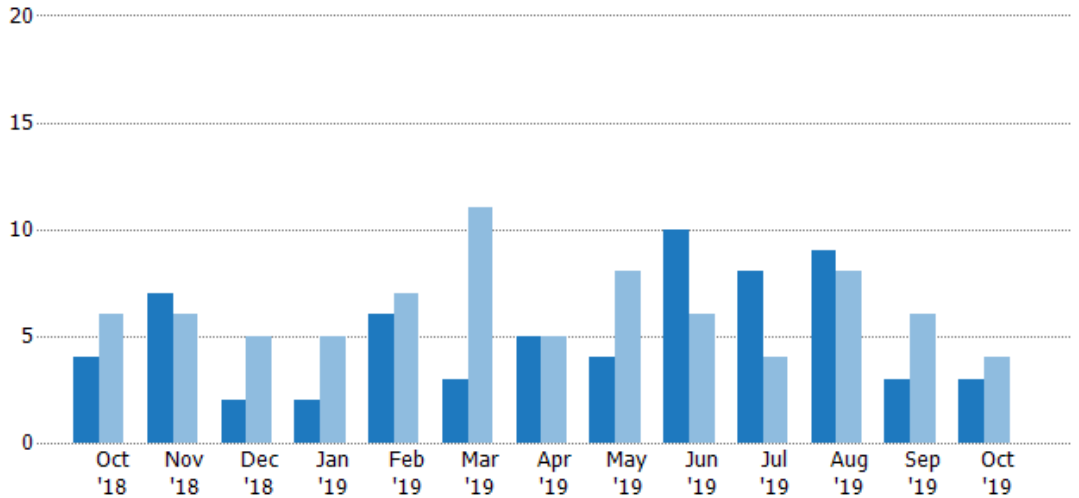
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	4	-25%	53	64	-17.2%
New Listing Volume	\$2,988,000	\$1,113,000	+168.5%	\$19,633,800	\$22,388,400	-12.3%
Active Listing Count	31	52	-40.4%	N/A	N/A	
Active Listing Volume	\$14,558,200	\$21,373,600	-31.9%	N/A	N/A	
Average Listing Price	\$469,619	\$411,031	+14.3%	\$428,907	\$405,297	+5.8%
Median Listing Price	\$359,000	\$349,450	+2.7%	\$361,311	\$323,942	+11.5%
Median Days in RPR	145	190.5	-23.9%	175.13	212.86	-17.7%
Months of Inventory	15.5	6.5	+138.5%	9.2	25.4	-63.9%
Absorption Rate	6.45%	15.38%	-8.9%	10.93%	3.94%	+7%
Sales Activity Charts Metrics						
New Pending Sales Count	4	3	+33.3%	54	49	+10.2%
New Pending Sales Volume	\$1,242,900	\$455,000	+173.2%	\$18,682,000	\$12,350,700	+51.3%
Pending Sales Count	8	9	-11.1%	N/A	N/A	
Pending Sales Volume	\$3,008,900	\$1,697,700	+77.2%	N/A	N/A	
Closed Sales Count	9	2	+350%	44	40	+10%
Closed Sales Volume	\$2,537,000	\$409,500	+519.5%	\$13,125,250	\$10,037,570	+30.8%
Average Sales Price	\$281,889	\$204,750	+37.7%	\$298,301	\$250,939	+18.9%
Median Sales Price	\$295,000	\$204,750	+44.1%	\$276,659	\$228,989	+20.8%

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.
Oct '19	3	-25%
Oct '18	4	-33.3%
Oct '17	6	-66.7%

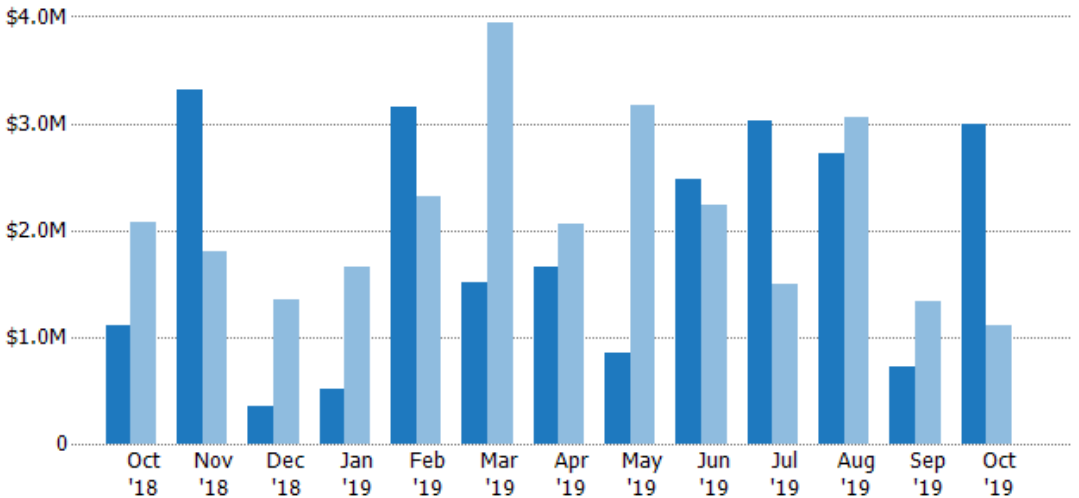
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	4	6	-33%
Nov '18	7	6	17%
Dec '18	2	5	-60%
Jan '19	2	5	-60%
Feb '19	6	7	-14%
Mar '19	3	11	-73%
Apr '19	5	5	0%
May '19	4	8	-50%
Jun '19	10	6	67%
Jul '19	8	4	100%
Aug '19	9	8	13%
Sep '19	3	6	-50%
Oct '19	3	4	-25%

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.
Oct '19	\$2.99M	168.5%
Oct '18	\$1.11M	-46.5%
Oct '17	\$2.08M	-81.6%

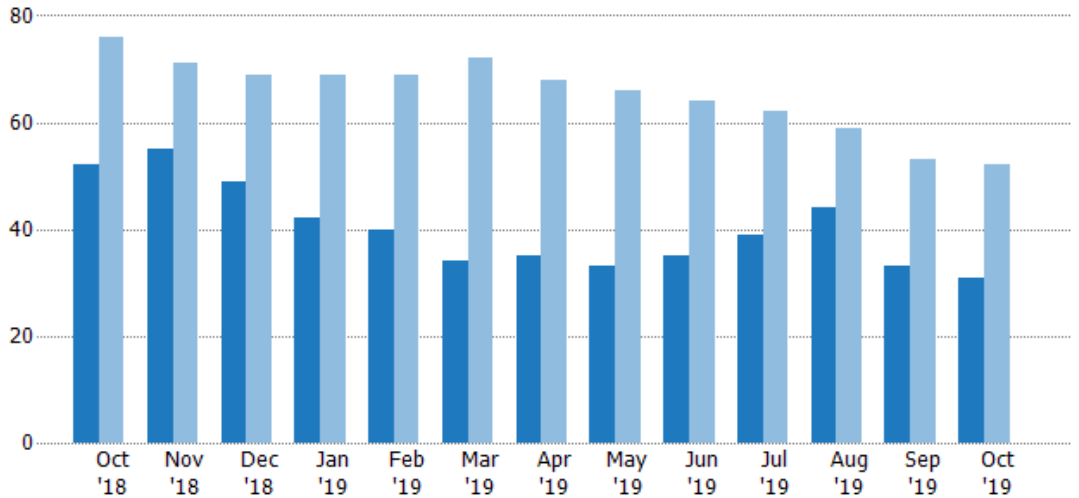
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	\$1.11M	\$2.08M	-47%
Nov '18	\$3.32M	\$1.8M	84%
Dec '18	\$347K	\$1.35M	-74%
Jan '19	\$512K	\$1.66M	-69%
Feb '19	\$3.16M	\$2.31M	36%
Mar '19	\$1.52M	\$3.95M	-62%
Apr '19	\$1.66M	\$2.06M	-20%
May '19	\$854K	\$3.18M	-73%
Jun '19	\$2.48M	\$2.24M	11%
Jul '19	\$3.03M	\$1.49M	103%
Aug '19	\$2.72M	\$3.05M	-11%
Sep '19	\$714K	\$1.34M	-47%
Oct '19	\$2.99M	\$1.11M	168%

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



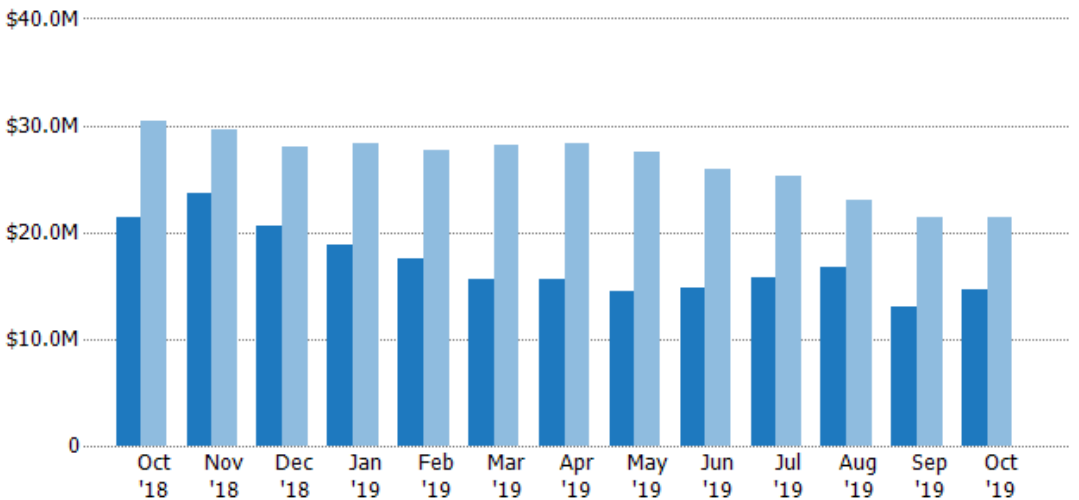
Month/Year	Count	% Chg.
Oct '19	31	-40.4%
Oct '18	52	-31.6%
Oct '17	76	-23.7%

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.
Oct '19	\$14.6M	-31.9%
Oct '18	\$21.4M	-29.9%
Oct '17	\$30.5M	-36.6%

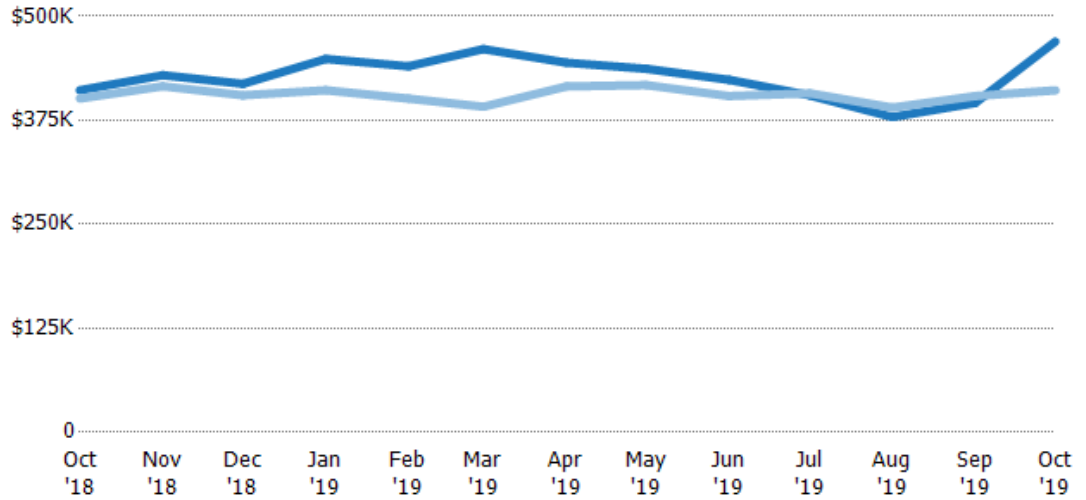
Average Listing Price

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.
Oct '19	\$470K	14.3%
Oct '18	\$411K	2.5%
Oct '17	\$401K	-16.9%



Current Year	\$411K	\$429K	\$419K	\$449K	\$440K	\$461K	\$444K	\$437K	\$424K	\$405K	\$379K	\$396K	\$470K
Prior Year	\$401K	\$416K	\$405K	\$411K	\$401K	\$391K	\$416K	\$417K	\$404K	\$407K	\$390K	\$404K	\$411K
Percent Change from Prior Year	2%	3%	3%	9%	10%	18%	7%	5%	5%	-1%	-3%	-2%	14%

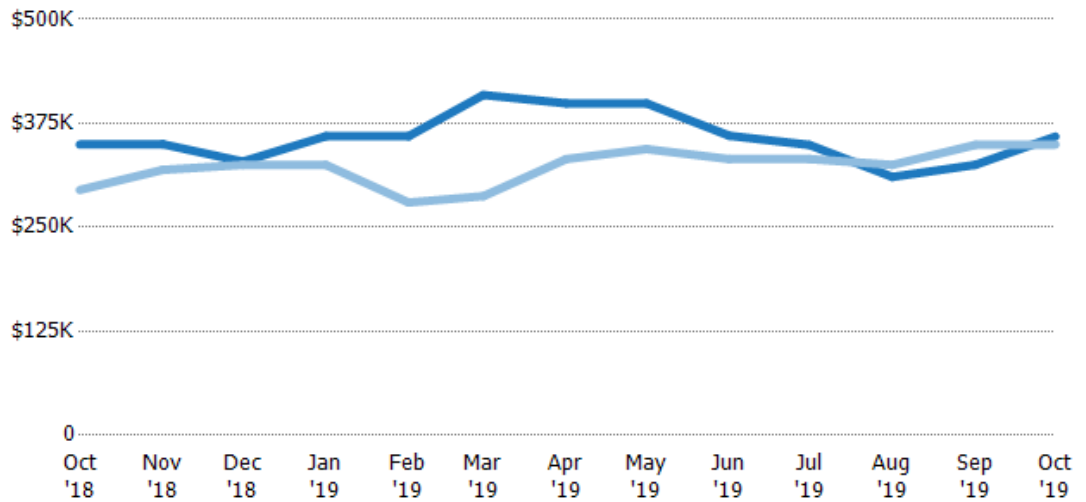
Median Listing Price

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.
Oct '19	\$359K	2.7%
Oct '18	\$349K	18.5%
Oct '17	\$295K	-15.6%



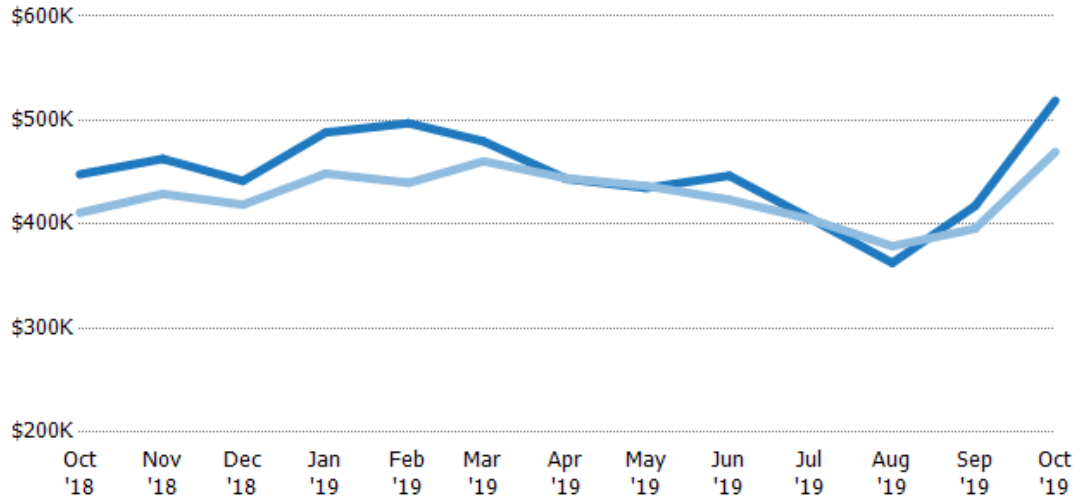
Current Year	\$349K	\$350K	\$329K	\$359K	\$359K	\$409K	\$399K	\$399K	\$360K	\$349K	\$311K	\$325K	\$359K
Prior Year	\$295K	\$319K	\$325K	\$325K	\$280K	\$287K	\$332K	\$344K	\$332K	\$332K	\$325K	\$349K	\$349K
Percent Change from Prior Year	18%	10%	1%	11%	28%	42%	20%	16%	8%	5%	-4%	-7%	3%

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

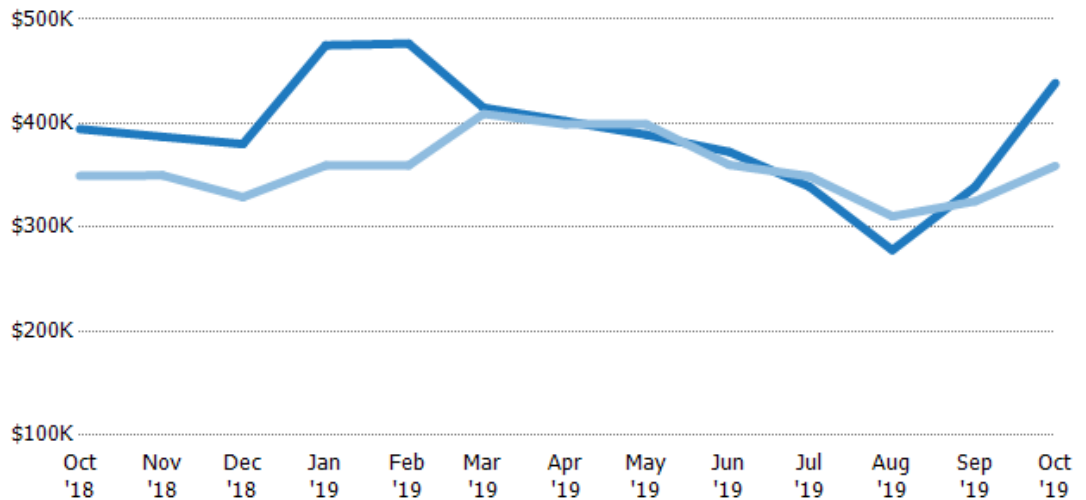


Median Listing Price vs Median Est Value

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

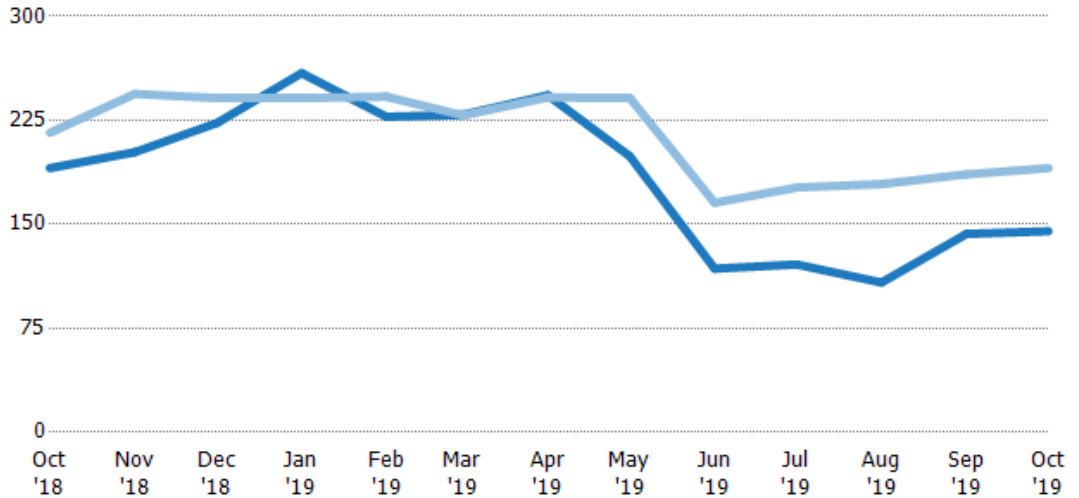


Median Days in RPR

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



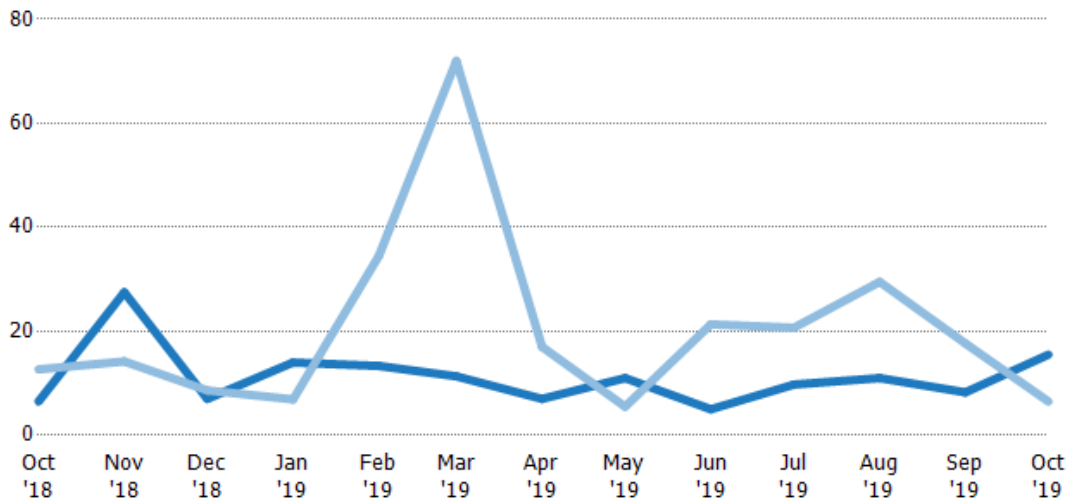
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	191	202	223	259	228	229	243	199	118	121	108	143	145
Prior Year	216	244	241	241	242	229	242	241	166	177	179	186	191
Percent Change from Prior Year	-12%	-17%	-7%	7%	-6%	0%	1%	-17%	-29%	-31%	-40%	-23%	-24%

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



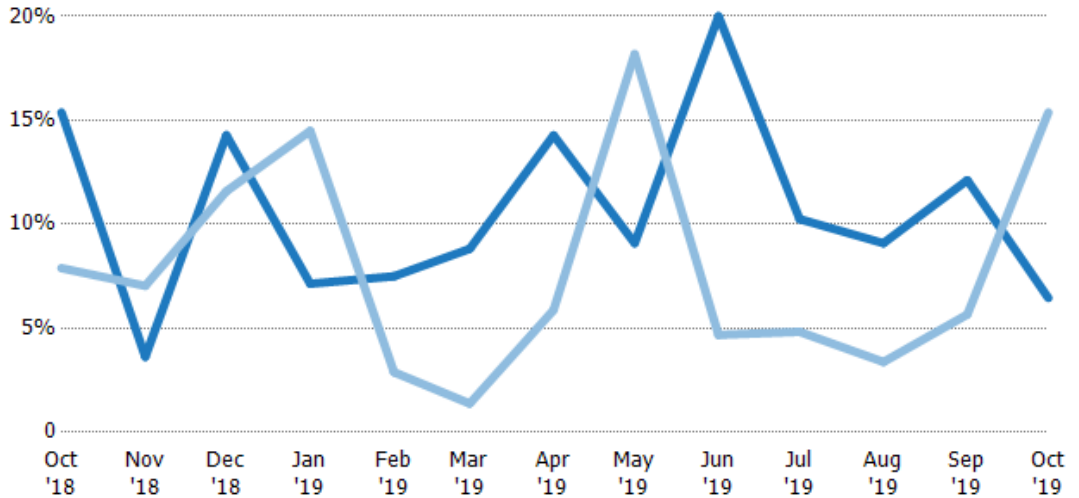
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6.5	27.5	7	14	13.3	11.3	7	11	5	9.75	11	8.25	15.5
Prior Year	12.7	14.2	8.63	6.9	34.5	72	17	5.5	21.3	20.7	29.5	17.7	6.5
Percent Change from Prior Year	-49%	94%	-19%	103%	-61%	-84%	-59%	100%	-77%	-53%	-63%	-53%	138%

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



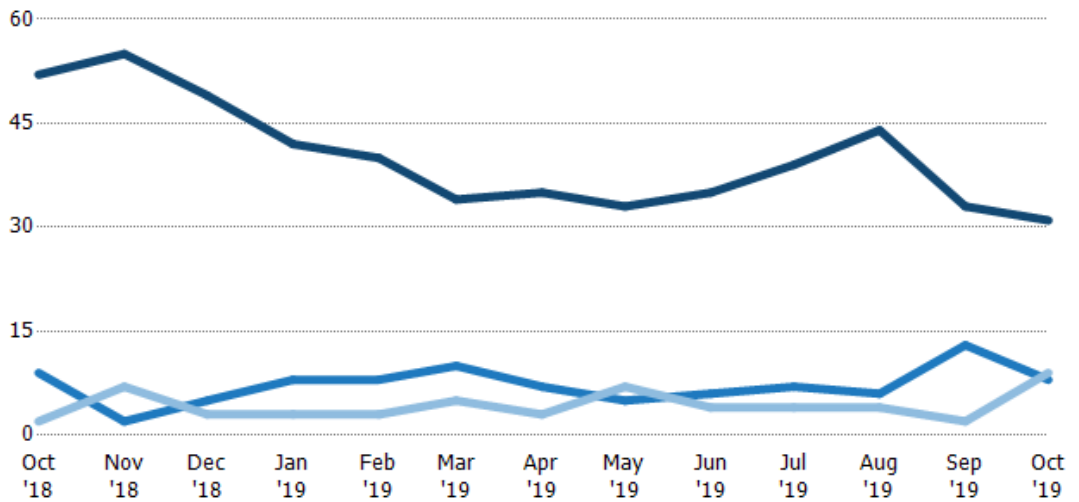
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	15%	4%	14%	7%	8%	9%	14%	9%	20%	10%	9%	12%	6%
Prior Year	8%	7%	12%	14%	3%	1%	6%	18%	5%	5%	3%	6%	15%
Change from Prior Year	-7%	3%	-3%	7%	-5%	-7%	-8%	9%	-15%	-5%	-6%	-6%	9%

Active/Pending/Sold Units

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

Filters Used

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



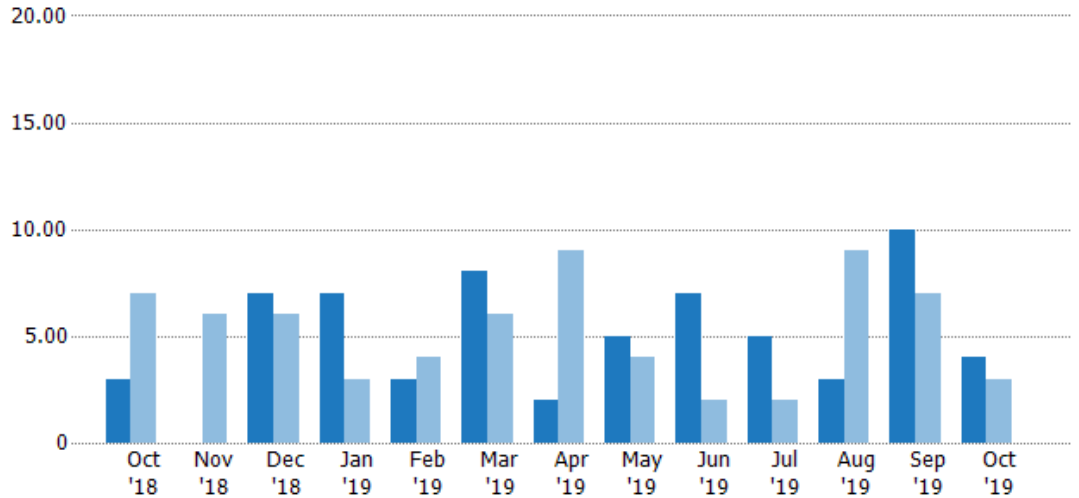
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	52	55	49	42	40	34	35	33	35	39	44	33	31
Pending	9	2	5	8	8	10	7	5	6	7	6	13	8
Sold	2	7	3	3	3	5	3	7	4	4	4	2	9

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



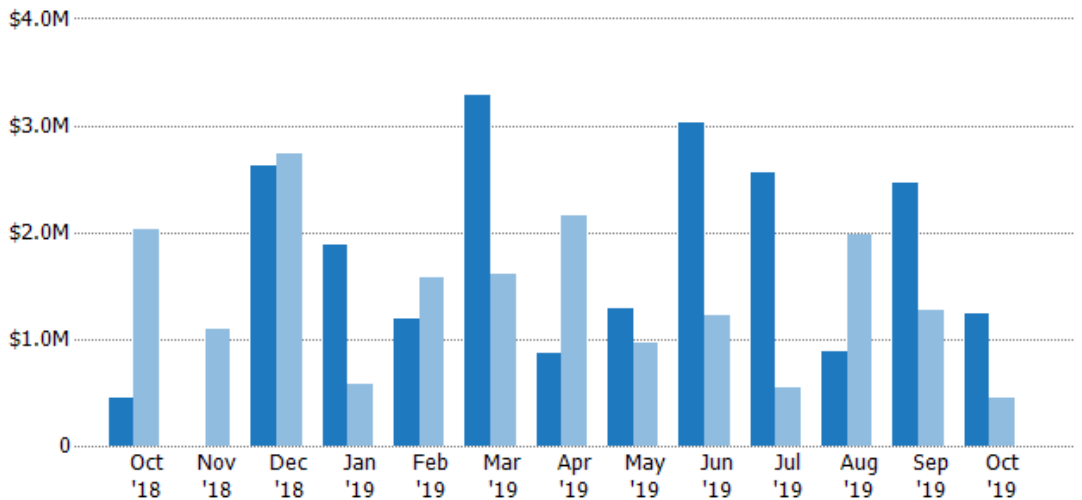
Current Year	3	-	7	7	3	8	2	5	7	5	3	10	4
Prior Year	7	6	6	3	4	6	9	4	2	2	9	7	3
Percent Change from Prior Year	-57%	-100%	17%	133%	-25%	33%	-78%	25%	250%	150%	-67%	43%	33%

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	\$455K	-	\$2.62M	\$1.89M	\$1.19M	\$3.27M	\$875K	\$1.29M	\$3.02M	\$2.56M	\$882K	\$2.46M	\$1.24M
Prior Year	\$2.02M	\$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	-78%	-100%	-4%	226%	-24%	103%	-59%	33%	147%	365%	-55%	95%	173%

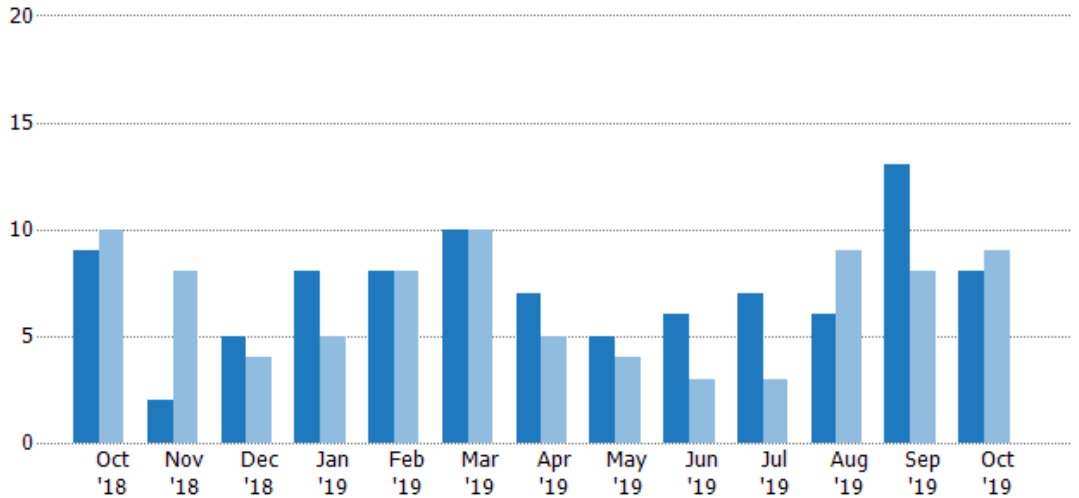
Pending Sales

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.
Oct '19	8	-11.1%
Oct '18	9	-10%
Oct '17	10	-50%



Current Year	9	2	5	8	8	10	7	5	6	7	6	13	8
Prior Year	10	8	4	5	8	10	5	4	3	3	9	8	9
Percent Change from Prior Year	-10%	-75%	25%	60%	0%	0%	40%	25%	100%	133%	-33%	63%	-11%

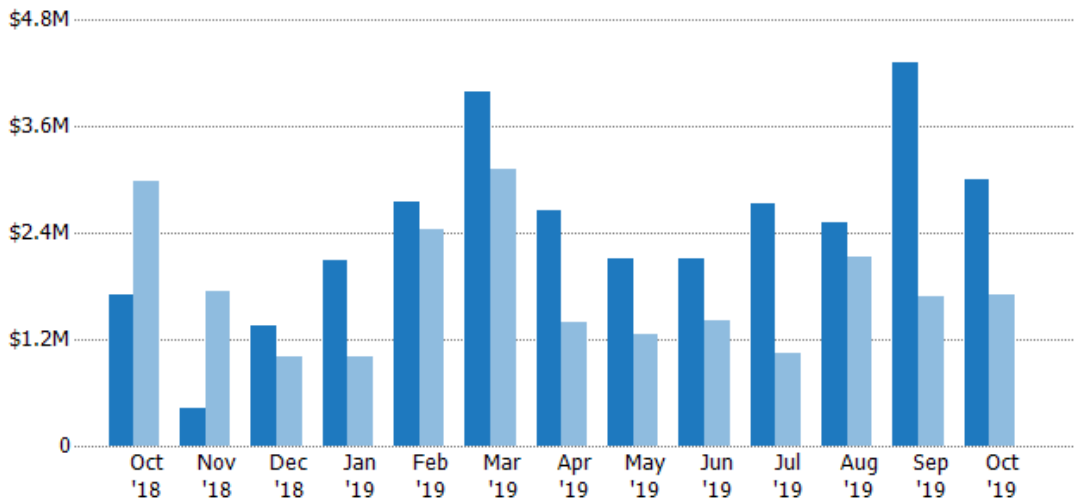
Pending Sales Volume

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.
Oct '19	\$3.01M	77.2%
Oct '18	\$1.7M	-43.1%
Oct '17	\$2.98M	-47.2%



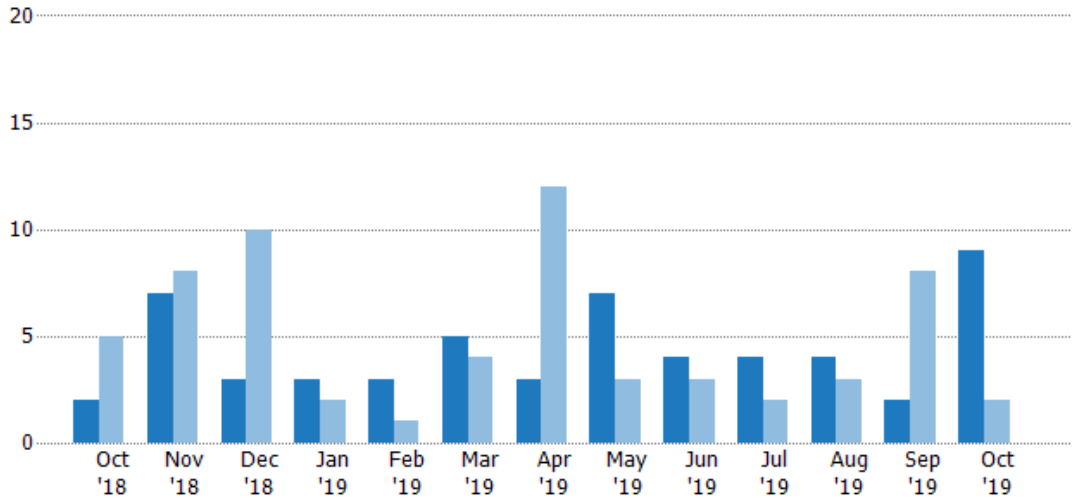
Current Year	\$1.7M	\$424K	\$1.36M	\$2.09M	\$2.76M	\$3.99M	\$2.66M	\$2.12M	\$2.1M	\$2.73M	\$2.52M	\$4.33M	\$3.01M
Prior Year	\$2.98M	\$1.74M	\$1.01M	\$1.01M	\$2.44M	\$3.11M	\$1.38M	\$1.27M	\$1.42M	\$1.04M	\$2.13M	\$1.69M	\$1.7M
Percent Change from Prior Year	-43%	-76%	35%	107%	13%	28%	92%	68%	48%	162%	18%	156%	77%

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.
Oct '19	9	350%
Oct '18	2	-60%
Oct '17	5	40%

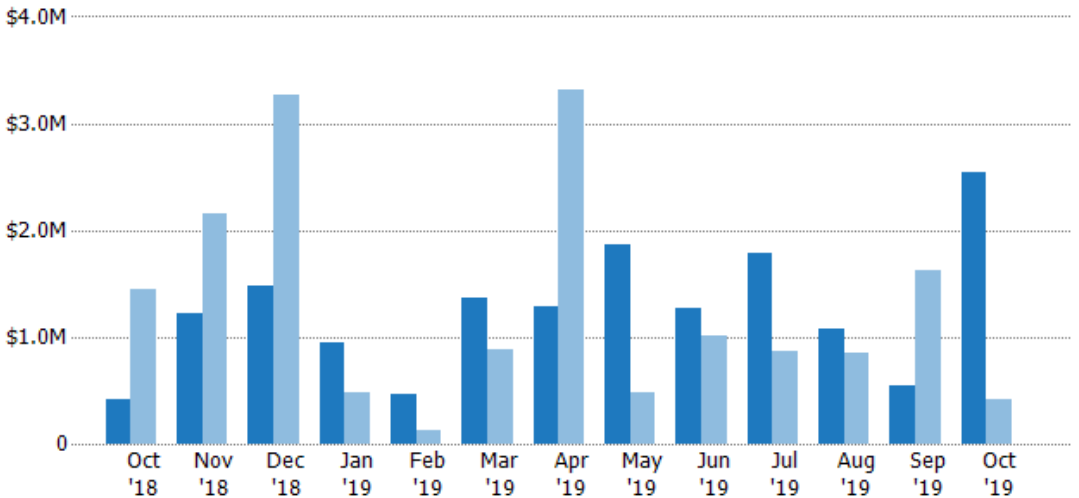
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	2	7	3	3	3	5	3	7	4	4	4	2	9
Prior Year	5	8	10	2	1	4	12	3	3	2	3	8	2
Percent Change from Prior Year	-60%	-13%	-70%	50%	200%	25%	-75%	133%	33%	100%	33%	-75%	350%

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.
Oct '19	\$2.54M	519.5%
Oct '18	\$410K	-71.6%
Oct '17	\$1.44M	-2.9%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$410K	\$1.22M	\$1.48M	\$948K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M	\$1.78M	\$1.07M	\$544K	\$2.54M
Prior Year	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$886K	\$3.31M	\$483K	\$1.01M	\$859K	\$845K	\$1.63M	\$410K
Percent Change from Prior Year	-72%	-43%	-55%	97%	292%	55%	-61%	285%	25%	107%	27%	-67%	520%

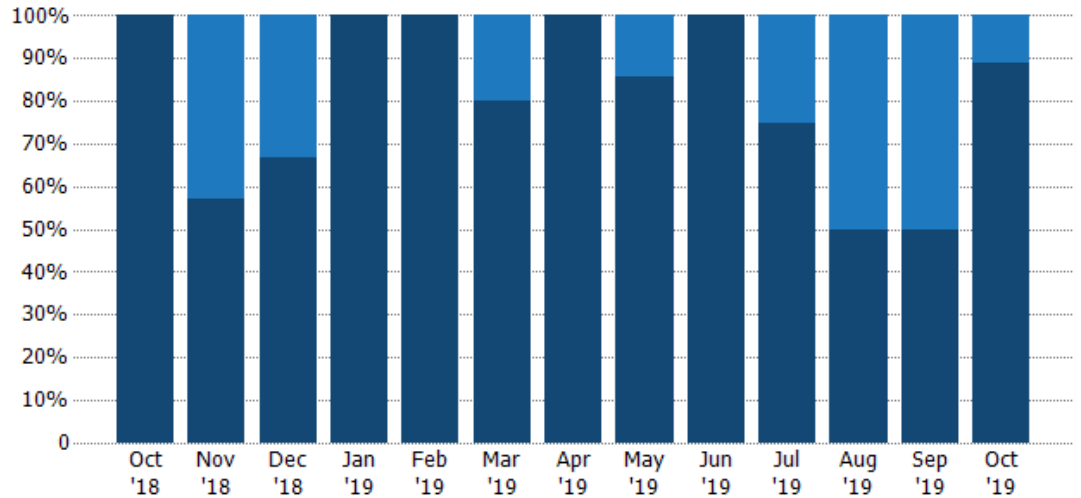
Closed Sales by Property Type

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	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	-	43%	33%	-	-	20%	-	14%	-	25%	50%	50%	11%
Single Family Residence	100%	57%	67%	100%	100%	80%	100%	86%	100%	75%	50%	50%	89%

Average Sales Price

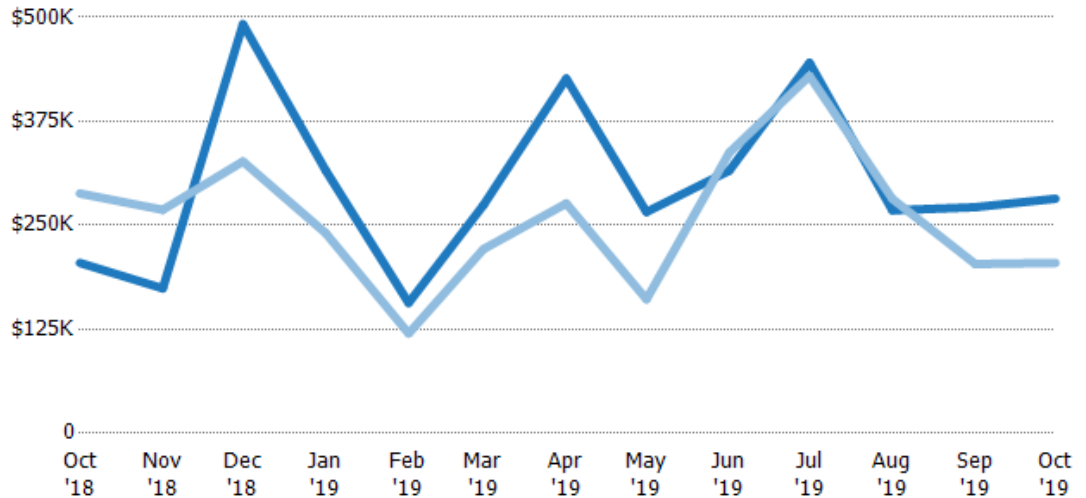
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

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

Month/Year	Price	% Chg.
Oct '19	\$282K	37.7%
Oct '18	\$205K	-29%
Oct '17	\$288K	-30.6%



Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$205K	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K	\$282K
Prior Year	\$288K	\$269K	\$327K	\$241K	\$120K	\$221K	\$276K	\$161K	\$337K	\$430K	\$282K	\$204K	\$205K
Percent Change from Prior Year	-29%	-35%	50%	31%	31%	24%	54%	65%	-6%	4%	-5%	34%	38%

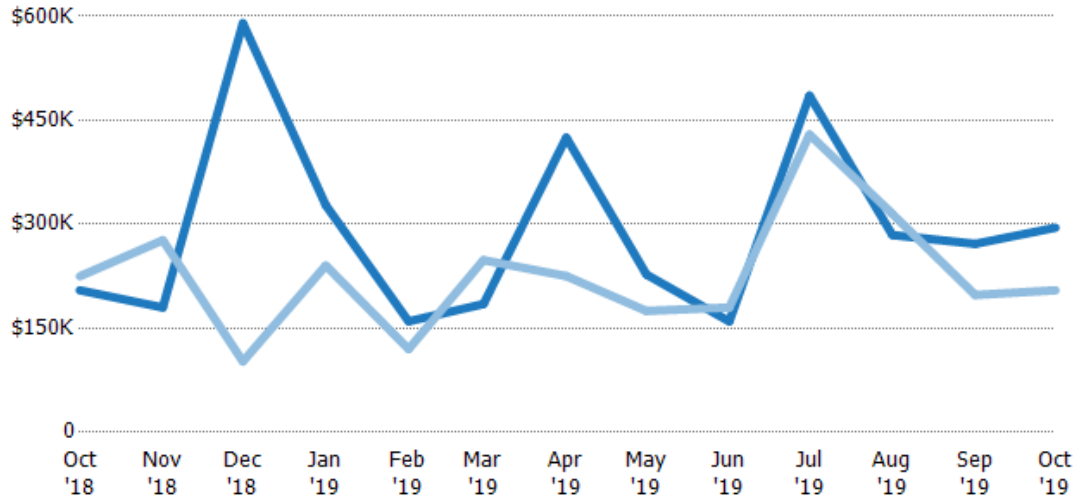
Median Sales Price

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.
Oct '19	\$295K	44.1%
Oct '18	\$205K	-9%
Oct '17	\$225K	-48.9%



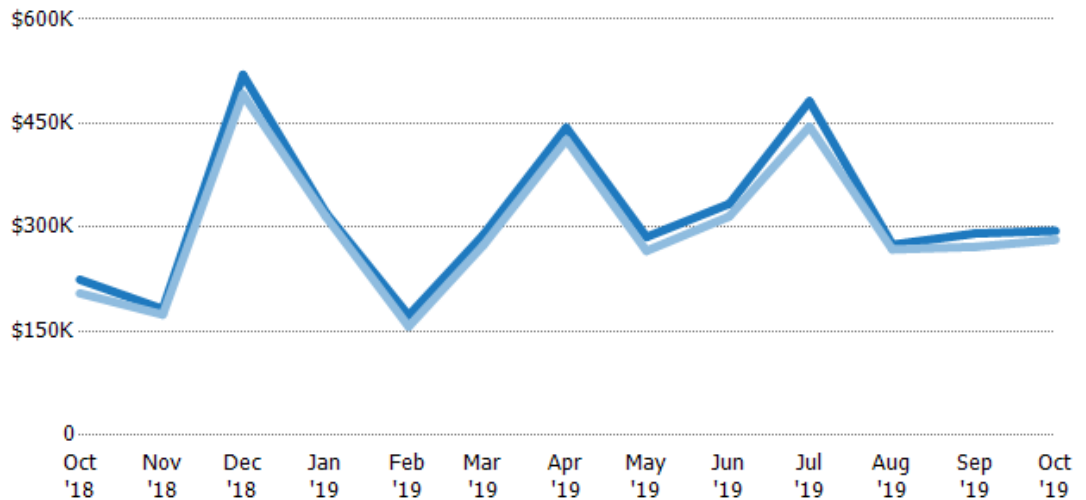
Current Year	\$205K	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K	\$295K
Prior Year	\$225K	\$277K	\$102K	\$241K	\$120K	\$248K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K
Percent Change from Prior Year	-9%	-35%	477%	36%	33%	-25%	89%	30%	-11%	13%	-10%	37%	44%

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



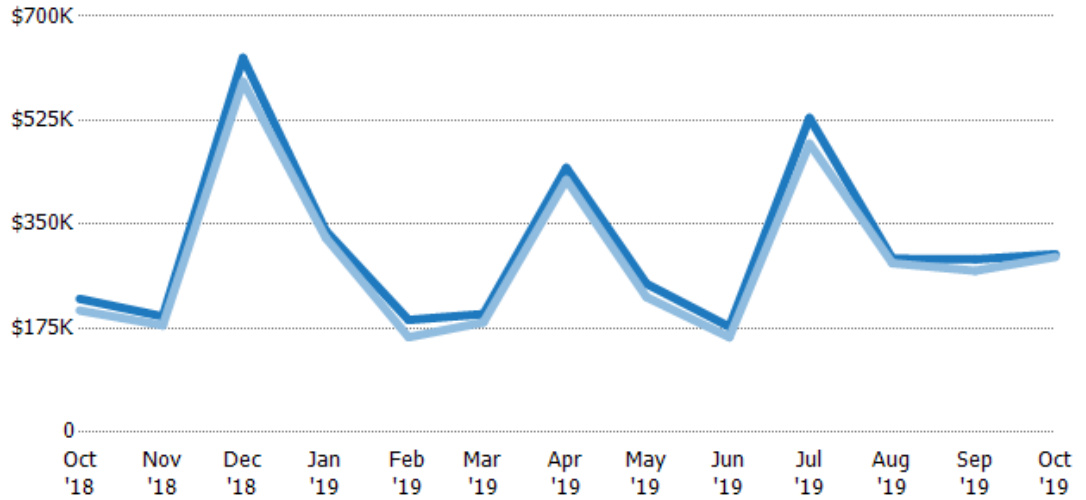
Avg List Price	\$224K	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K
Avg Sales Price	\$205K	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K	\$282K
Avg Sales Price as a % of Avg List Price	91%	96%	95%	98%	91%	95%	96%	93%	95%	92%	98%	93%	96%

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



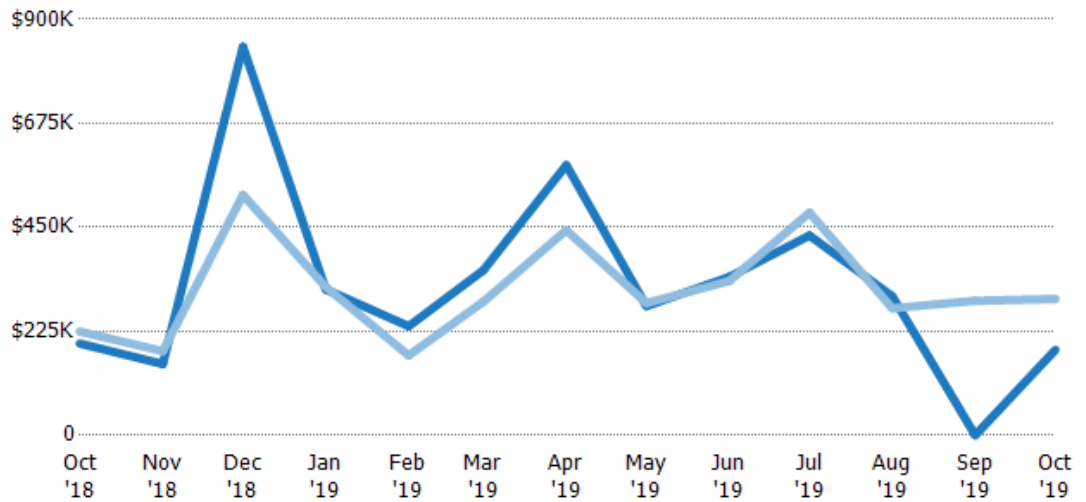
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$224K	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K	\$300K
Median Sales Price	\$205K	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K	\$295K
Med Sales Price as a % of Med List Price	91%	92%	94%	97%	85%	93%	96%	91%	90%	92%	97%	93%	98%

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



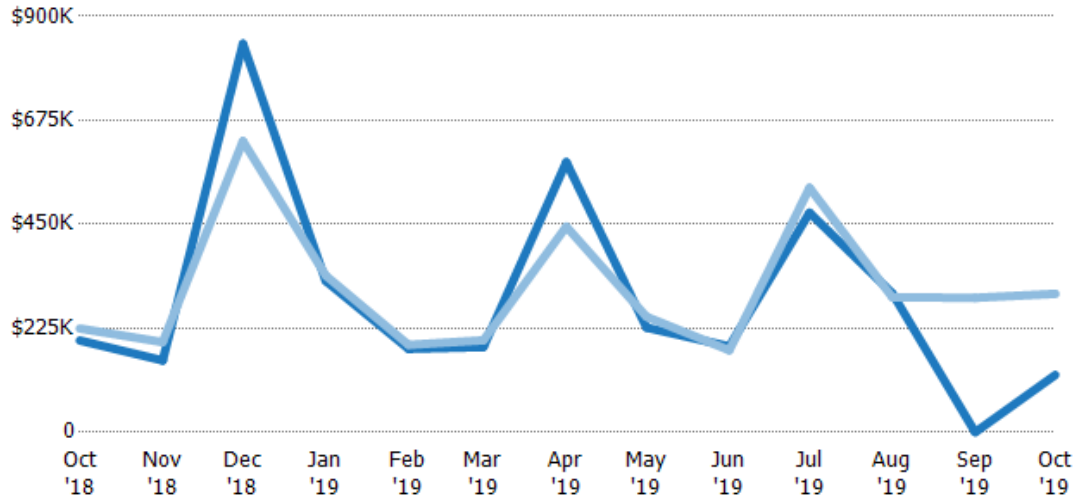
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$198K	\$154K	\$841K	\$316K	\$236K	\$357K	\$585K	\$279K	\$343K	\$432K	\$301K	\$0	\$185K
Avg Sales Price	\$224K	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K
Avg Sales Price as a % of Avg Est Value	113%	118%	62%	102%	73%	81%	76%	102%	97%	111%	91%	100%	160%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$198K	\$155K	\$841K	\$328K	\$181K	\$184K	\$585K	\$227K	\$186K	\$475K	\$301K	\$0	\$124K
Median Sales Price	\$224K	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K	\$300K
Med Sales Price as a % of Med Est Value	113%	125%	75%	104%	105%	108%	76%	110%	96%	111%	97%	100%	242%