

Summary of Key Listing and Sales Metrics

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

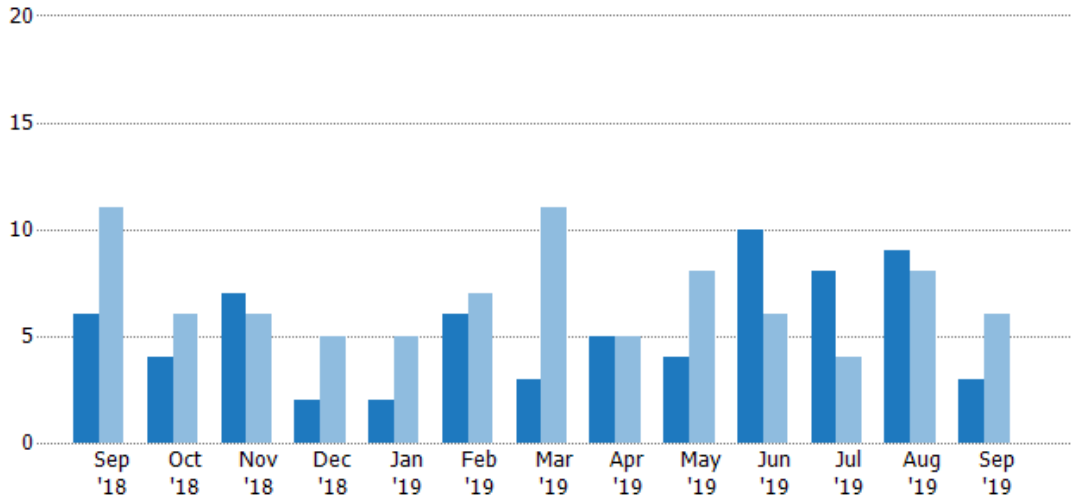
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	6	-50%	50	60	-16.7%
New Listing Volume	\$713,900	\$1,336,800	-46.6%	\$16,645,800	\$21,275,400	-21.8%
Active Listing Count	33	53	-37.7%	N/A	N/A	
Active Listing Volume	\$13,062,100	\$21,417,600	-39%	N/A	N/A	
Average Listing Price	\$395,821	\$404,106	-2.1%	\$425,140	\$404,785	+5%
Median Listing Price	\$325,000	\$349,000	-6.9%	\$361,525	\$321,663	+12.4%
Median Days in RPR	143	186	-23.1%	182.87	214.04	-14.6%
Months of Inventory	8.3	17.7	-53.3%	8.8	29.1	-69.7%
Absorption Rate	12.12%	5.66%	+6.5%	11.34%	3.44%	+7.9%
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	50	46	+8.7%
New Pending Sales Volume	\$2,461,700	\$1,262,200	+95%	\$17,439,100	\$11,895,700	+46.6%
Pending Sales Count	13	8	+62.5%	N/A	N/A	
Pending Sales Volume	\$4,326,300	\$1,691,600	+155.8%	N/A	N/A	
Closed Sales Count	2	8	-75%	35	38	-7.9%
Closed Sales Volume	\$543,500	\$1,628,000	-66.6%	\$10,588,250	\$9,628,070	+10%
Average Sales Price	\$271,750	\$203,500	+33.5%	\$302,521	\$253,370	+19.4%
Median Sales Price	\$271,750	\$198,000	+37.2%	\$271,943	\$230,264	+18.1%

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



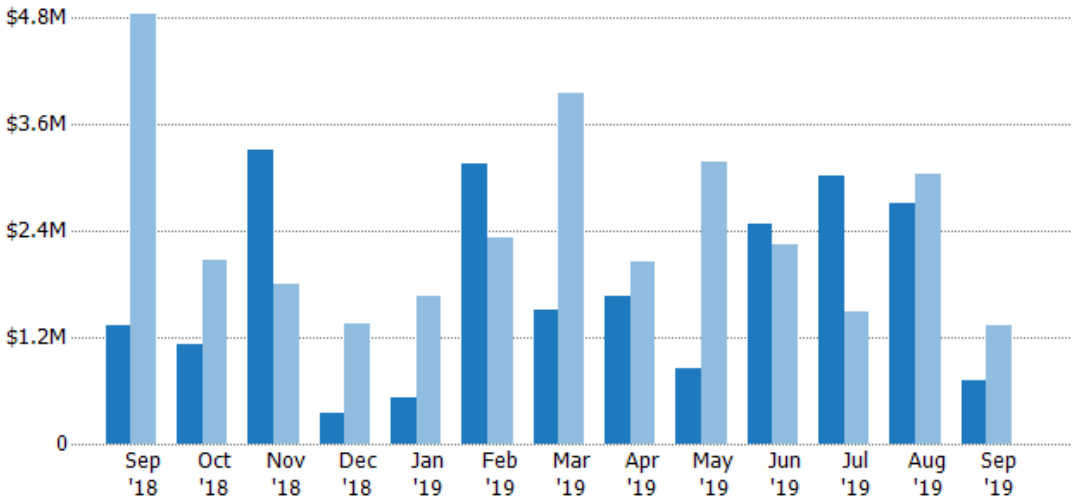
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6	4	7	2	2	6	3	5	4	10	8	9	3
Prior Year	11	6	6	5	5	7	11	5	8	6	4	8	6
Percent Change from Prior Year	-45%	-33%	17%	-60%	-60%	-14%	-73%	0%	-50%	67%	100%	13%	-50%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$1.34M	\$1.11M	\$3.32M	\$347K	\$512K	\$3.16M	\$1.52M	\$1.66M	\$854K	\$2.48M	\$3.03M	\$2.72M	\$714K
Prior Year	\$4.84M	\$2.08M	\$1.8M	\$1.35M	\$1.66M	\$2.31M	\$3.95M	\$2.06M	\$3.18M	\$2.24M	\$1.49M	\$3.05M	\$1.34M
Percent Change from Prior Year	-72%	-47%	84%	-74%	-69%	36%	-62%	-20%	-73%	11%	103%	-11%	-47%

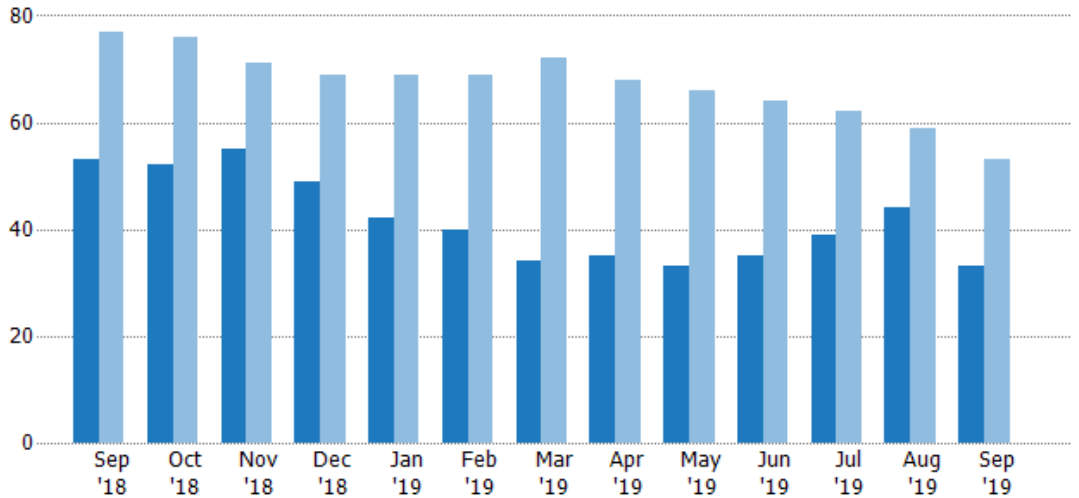
Active Listings

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.
Sep '19	33	-37.7%
Sep '18	53	-31.2%
Sep '17	77	-20.8%



Current Year	53	52	55	49	42	40	34	35	33	35	39	44	33
Prior Year	77	76	71	69	69	69	72	68	66	64	62	59	53
Percent Change from Prior Year	-31%	-32%	-23%	-29%	-39%	-42%	-53%	-49%	-50%	-45%	-37%	-25%	-38%

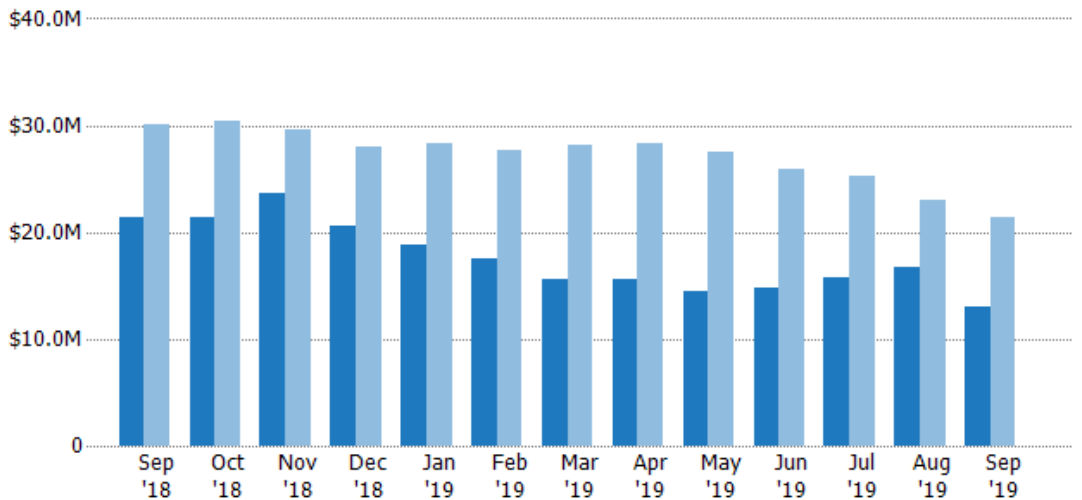
Active Listing Volume

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.
Sep '19	\$13.1M	-39%
Sep '18	\$21.4M	-28.6%
Sep '17	\$30M	-34.2%



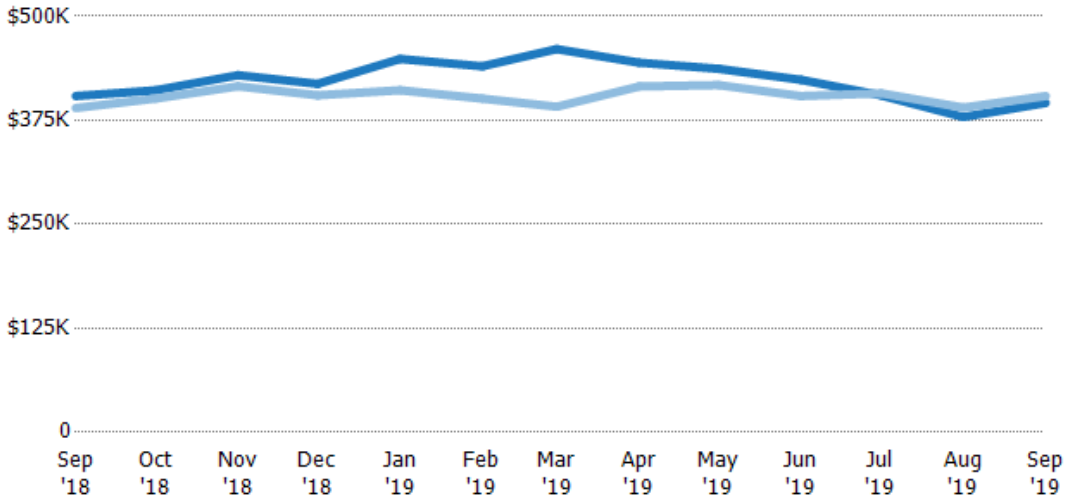
Current Year	\$21.4M	\$21.4M	\$23.6M	\$20.5M	\$18.8M	\$17.6M	\$15.7M	\$15.5M	\$14.4M	\$14.8M	\$15.8M	\$16.7M	\$13.1M
Prior Year	\$30M	\$30.5M	\$29.5M	\$27.9M	\$28.4M	\$27.7M	\$28.2M	\$28.3M	\$27.5M	\$25.9M	\$25.3M	\$23M	\$21.4M
Percent Change from Prior Year	-29%	-30%	-20%	-27%	-34%	-36%	-44%	-45%	-48%	-43%	-37%	-28%	-39%

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



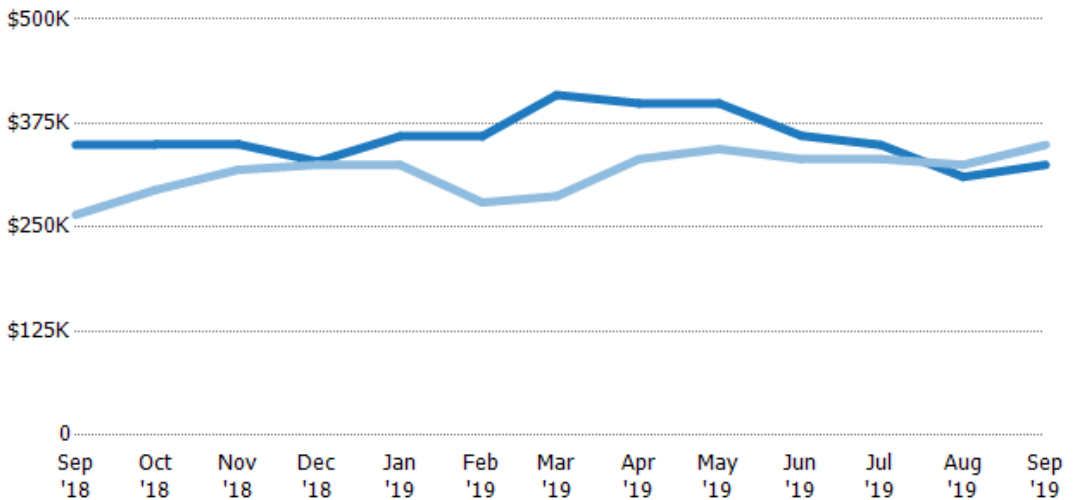
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$404K	\$390K	4%
Oct '18	\$411K	\$401K	2%
Nov '18	\$429K	\$416K	3%
Dec '18	\$419K	\$405K	3%
Jan '19	\$449K	\$411K	9%
Feb '19	\$440K	\$401K	10%
Mar '19	\$461K	\$391K	18%
Apr '19	\$444K	\$416K	7%
May '19	\$437K	\$417K	5%
Jun '19	\$424K	\$404K	5%
Jul '19	\$405K	\$407K	-1%
Aug '19	\$379K	\$390K	-3%
Sep '19	\$396K	\$404K	-2%

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



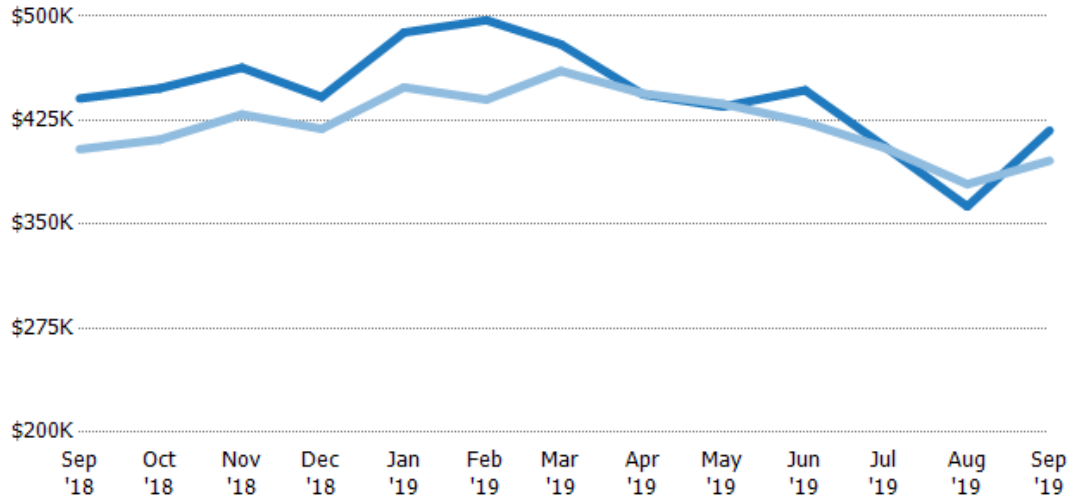
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$349K	\$265K	32%
Oct '18	\$349K	\$295K	18%
Nov '18	\$350K	\$319K	10%
Dec '18	\$329K	\$325K	1%
Jan '19	\$359K	\$325K	11%
Feb '19	\$359K	\$280K	28%
Mar '19	\$409K	\$287K	42%
Apr '19	\$399K	\$332K	20%
May '19	\$399K	\$344K	16%
Jun '19	\$360K	\$332K	8%
Jul '19	\$349K	\$332K	5%
Aug '19	\$311K	\$325K	-4%
Sep '19	\$325K	\$349K	-7%

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



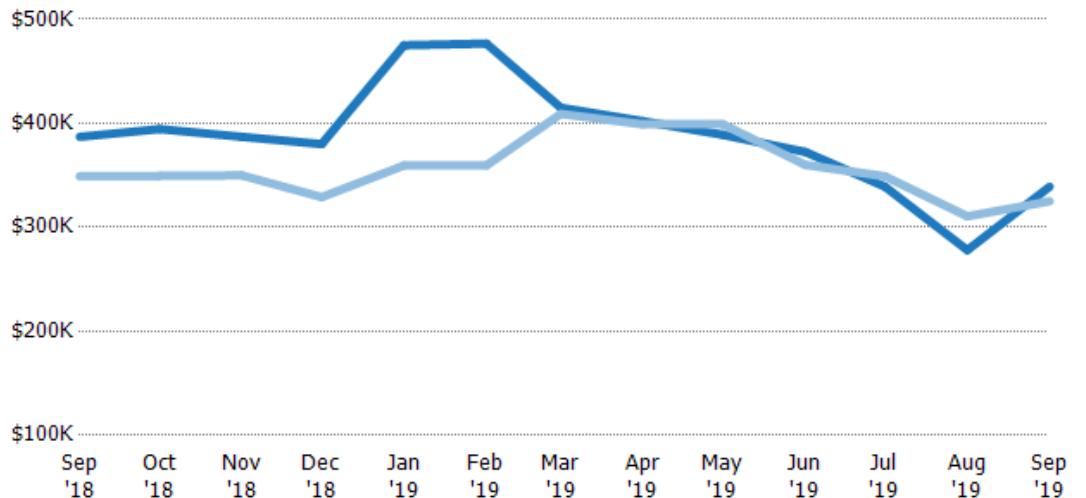
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$441K	\$448K	\$463K	\$442K	\$488K	\$497K	\$480K	\$444K	\$435K	\$447K	\$406K	\$363K	\$418K
Avg Listing Price	\$404K	\$411K	\$429K	\$419K	\$449K	\$440K	\$461K	\$444K	\$437K	\$424K	\$405K	\$379K	\$396K
Avg Listing Price as a % of Avg Est Value	92%	92%	93%	95%	92%	88%	96%	100%	100%	95%	100%	104%	95%

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



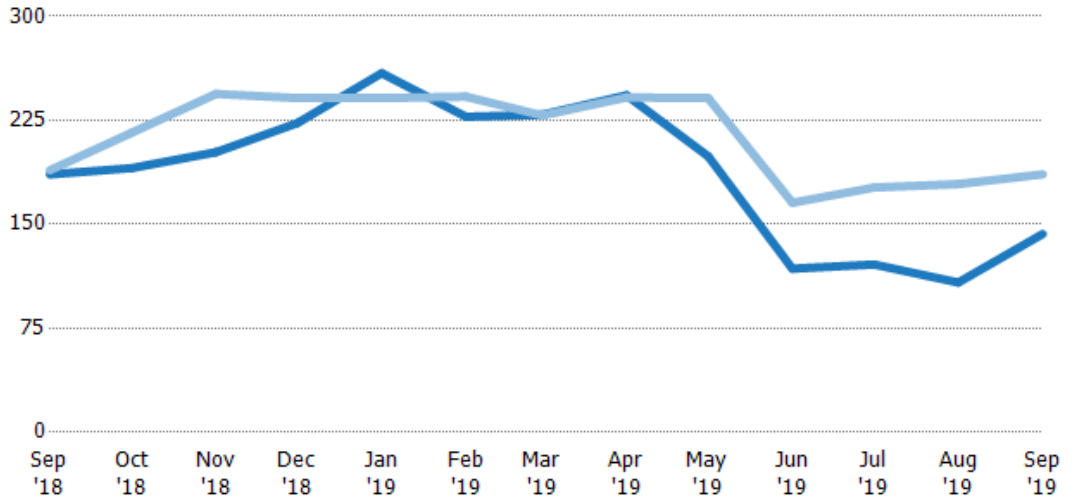
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$387K	\$394K	\$387K	\$380K	\$475K	\$477K	\$415K	\$402K	\$389K	\$372K	\$339K	\$278K	\$339K
Median Listing Price	\$349K	\$349K	\$350K	\$329K	\$359K	\$359K	\$409K	\$399K	\$399K	\$360K	\$349K	\$311K	\$325K
Med Listing Price as a % of Med Est Value	90%	89%	90%	87%	76%	75%	99%	99%	103%	97%	103%	112%	96%

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



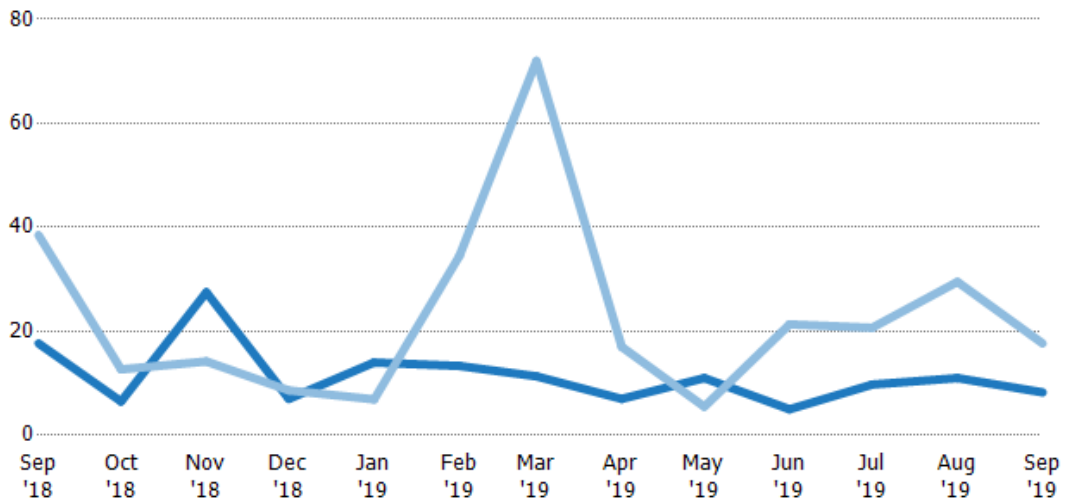
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	186	191	202	223	259	228	229	243	199	118	121	108	143
Prior Year	189	216	244	241	241	242	229	242	241	166	177	179	186
Percent Change from Prior Year	-2%	-12%	-17%	-7%	7%	-6%	0%	1%	-17%	-29%	-31%	-40%	-23%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	17.7	6.5	27.5	7	14	13.3	11.3	7	11	5	9.75	11	8.25
Prior Year	38.5	12.7	14.2	8.63	6.9	34.5	72	17	5.5	21.3	20.7	29.5	17.7
Percent Change from Prior Year	-54%	-49%	94%	-19%	103%	-61%	-84%	-59%	100%	-77%	-53%	-63%	-53%

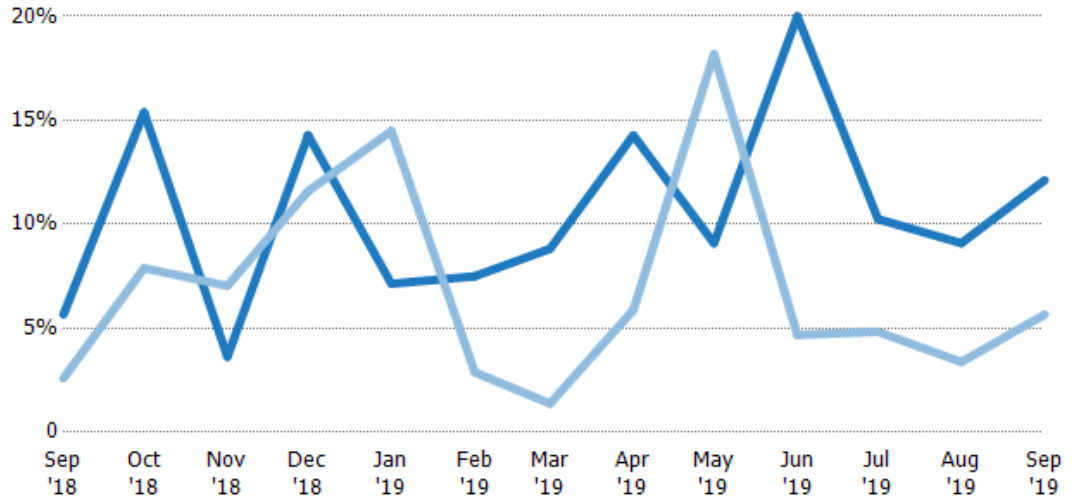
Absorption Rate

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.
Sep '19	12%	-6.5%
Sep '18	6%	-3.1%
Sep '17	3%	89.6%



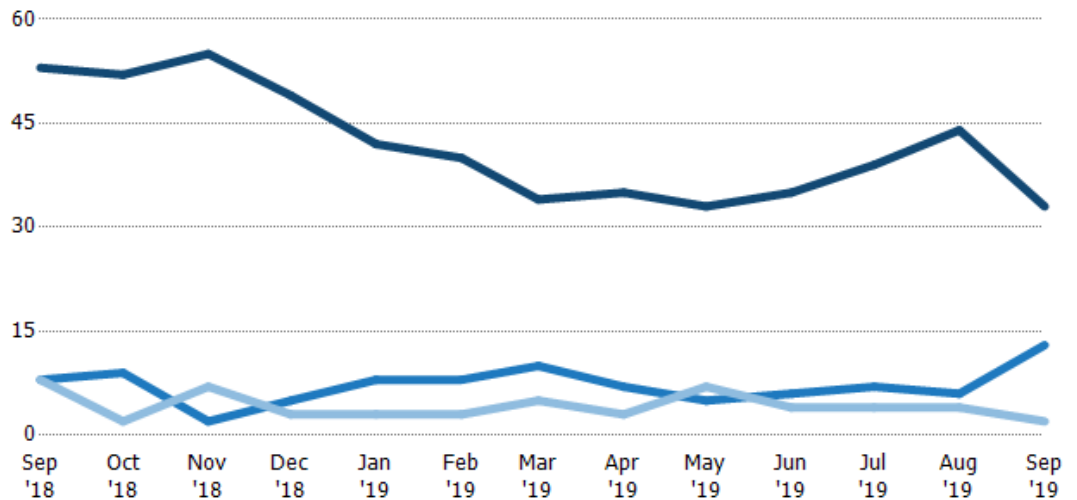
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6%	15%	4%	14%	7%	8%	9%	14%	9%	20%	10%	9%	12%
Prior Year	3%	8%	7%	12%	14%	3%	1%	6%	18%	5%	5%	3%	6%
Change from Prior Year	-3%	-7%	3%	-3%	7%	-5%	-7%	-8%	9%	-15%	-5%	-6%	-6%

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



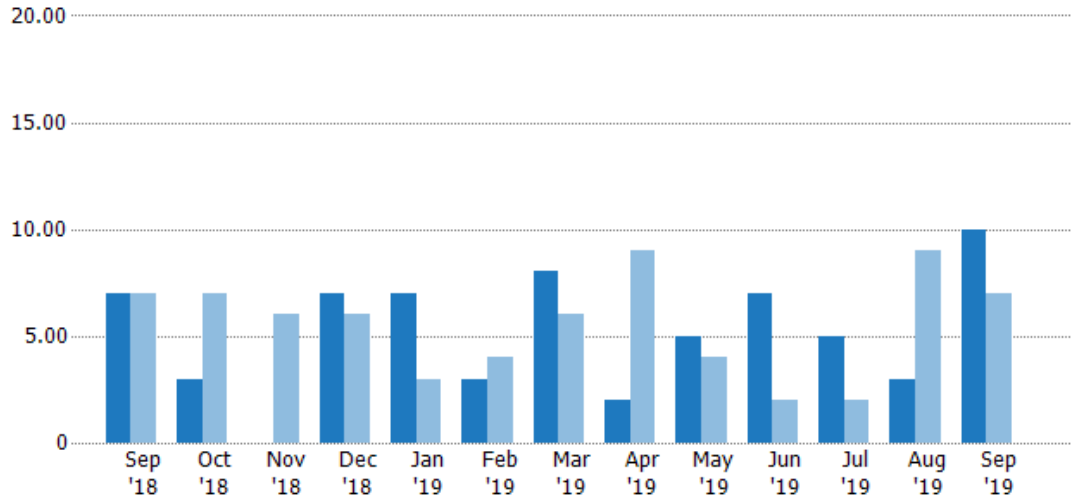
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	53	52	55	49	42	40	34	35	33	35	39	44	33
Pending	8	9	2	5	8	8	10	7	5	6	7	6	13
Sold	8	2	7	3	3	3	5	3	7	4	4	4	2

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



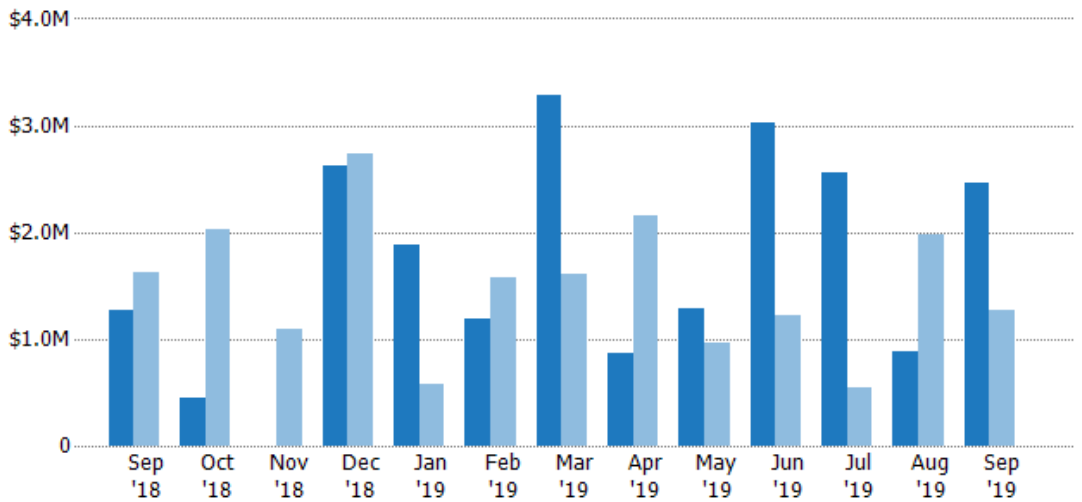
Current Year	7	3	-	7	7	3	8	2	5	7	5	3	10
Prior Year	7	7	6	6	3	4	6	9	4	2	2	9	7
Percent Change from Prior Year	0%	-57%	-100%	17%	133%	-25%	33%	-78%	25%	250%	150%	-67%	43%

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	\$1.26M	\$455K	-	\$2.62M	\$1.89M	\$1.19M	\$3.27M	\$875K	\$1.29M	\$3.02M	\$2.56M	\$882K	\$2.46M
Prior Year	\$1.63M	\$2.02M	\$1.09M	\$2.73M	\$579K	\$1.57M	\$1.61M	\$2.15M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.26M
Percent Change from Prior Year	-23%	-78%	-100%	-4%	226%	-24%	103%	-59%	33%	147%	365%	-55%	95%

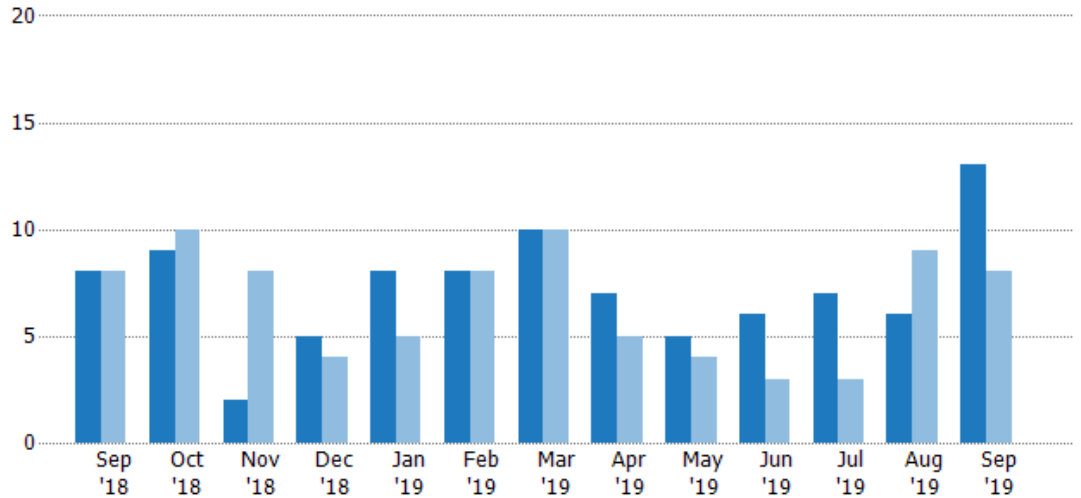
Pending Sales

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.
Sep '19	13	62.5%
Sep '18	8	0%
Sep '17	8	0%



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

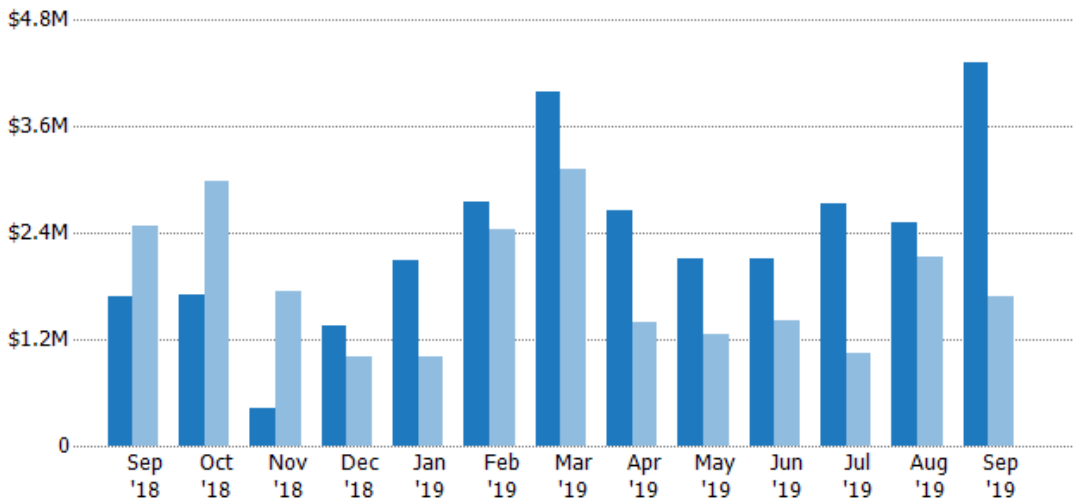
Pending Sales Volume

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.
Sep '19	\$4.33M	155.8%
Sep '18	\$1.69M	-31.9%
Sep '17	\$2.48M	6.3%



Current Year	\$1.69M	\$1.7M	\$424K	\$1.36M	\$2.09M	\$2.76M	\$3.99M	\$2.66M	\$2.12M	\$2.1M	\$2.73M	\$2.52M	\$4.33M
Prior Year	\$2.48M	\$2.98M	\$1.74M	\$1.01M	\$1.01M	\$2.44M	\$3.11M	\$1.38M	\$1.27M	\$1.42M	\$1.04M	\$2.13M	\$1.69M
Percent Change from Prior Year	-32%	-43%	-76%	35%	107%	13%	28%	92%	68%	48%	162%	18%	156%

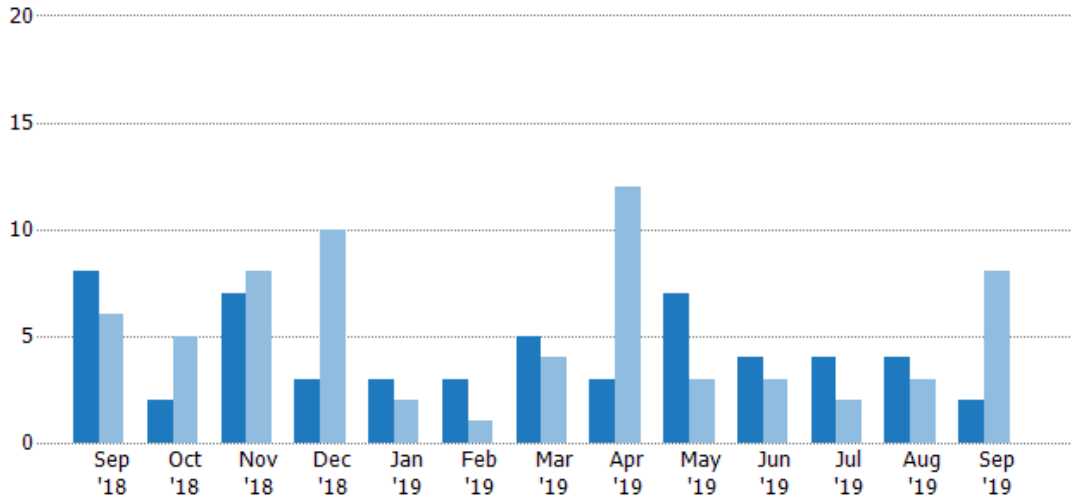
Closed Sales

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.
Sep '19	2	-75%
Sep '18	8	33.3%
Sep '17	6	-66.7%



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

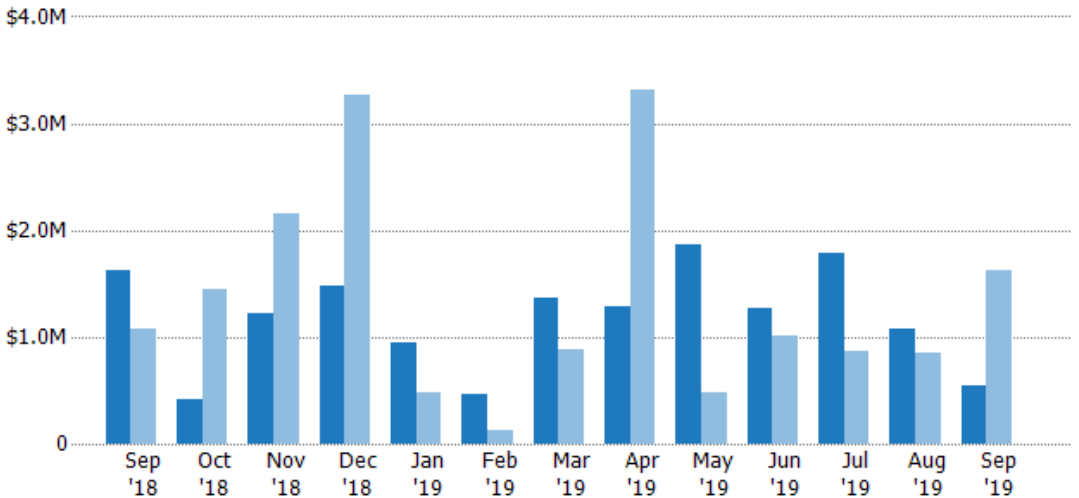
Closed Sales Volume

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.
Sep '19	\$544K	-66.6%
Sep '18	\$1.63M	51%
Sep '17	\$1.08M	-73.1%



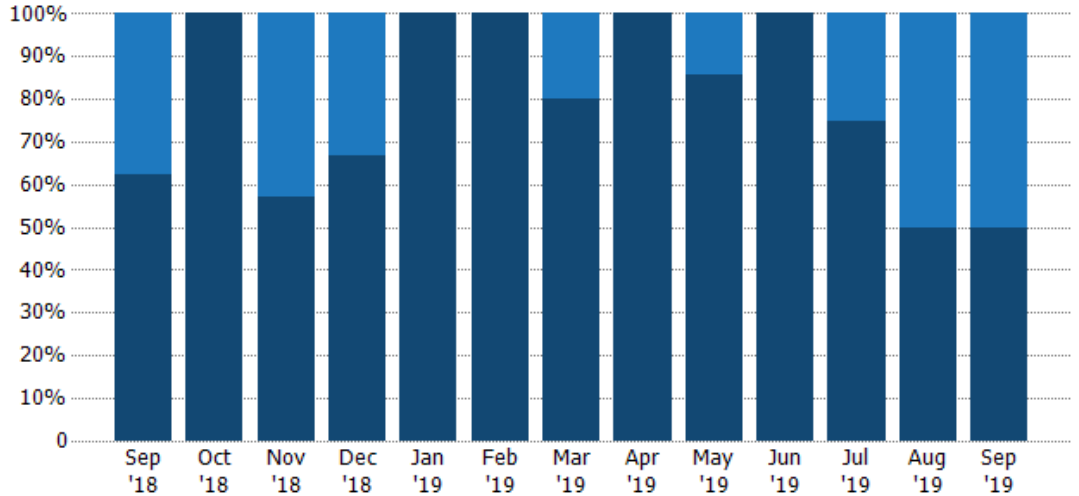
Current Year	\$1.63M	\$410K	\$1.22M	\$1.48M	\$948K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M	\$1.78M	\$1.07M	\$544K
Prior Year	\$1.08M	\$1.44M	\$2.15M	\$3.27M	\$481K	\$120K	\$886K	\$3.31M	\$483K	\$1.01M	\$859K	\$845K	\$1.63M
Percent Change from Prior Year	51%	-72%	-43%	-55%	97%	292%	55%	-61%	285%	25%	107%	27%	-67%

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



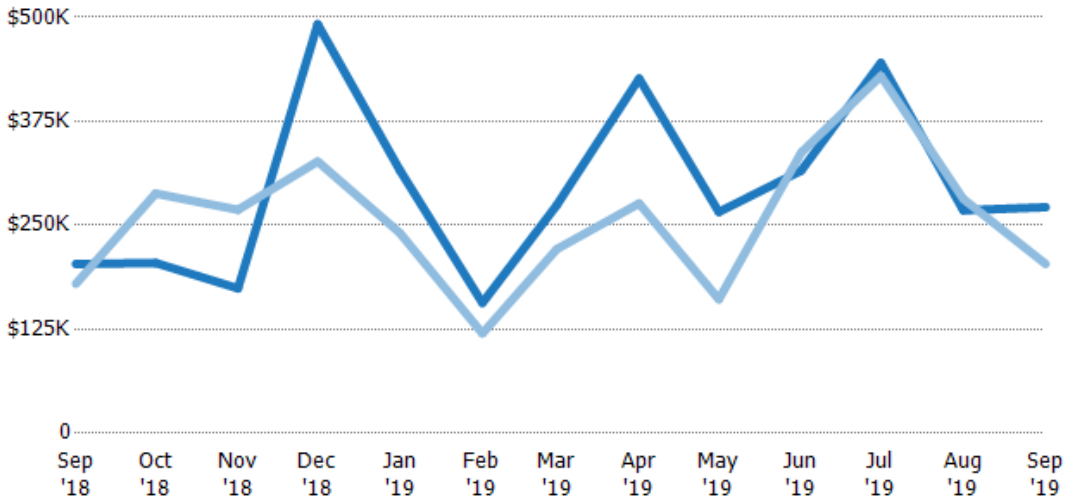
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	38%	-	43%	33%	-	-	20%	-	14%	-	25%	50%	50%
Single Family Residence	63%	100%	57%	67%	100%	100%	80%	100%	86%	100%	75%	50%	50%

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.
Sep '19	\$272K	33.5%
Sep '18	\$204K	13.3%
Sep '17	\$180K	-19.3%

Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$204K	\$205K	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K
Prior Year	\$180K	\$288K	\$269K	\$327K	\$241K	\$120K	\$221K	\$276K	\$161K	\$337K	\$430K	\$282K	\$204K
Percent Change from Prior Year	13%	-29%	-35%	50%	31%	31%	24%	54%	65%	-6%	4%	-5%	34%

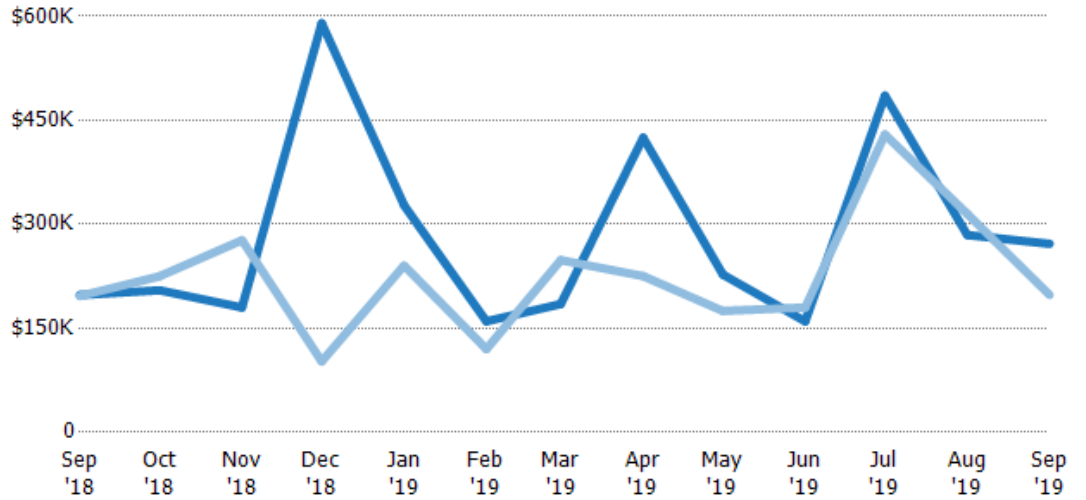
Median Sales Price

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.
Sep '19	\$272K	37.2%
Sep '18	\$198K	0.8%
Sep '17	\$197K	-26.2%



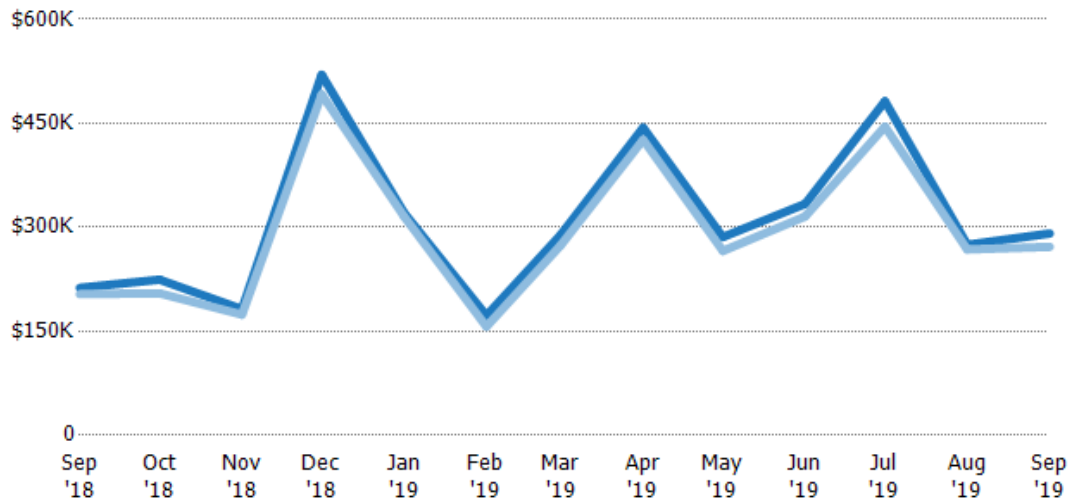
Current Year	\$198K	\$205K	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K
Prior Year	\$197K	\$225K	\$277K	\$102K	\$241K	\$120K	\$248K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K
Percent Change from Prior Year	1%	-9%	-35%	477%	36%	33%	-25%	89%	30%	-11%	13%	-10%	37%

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



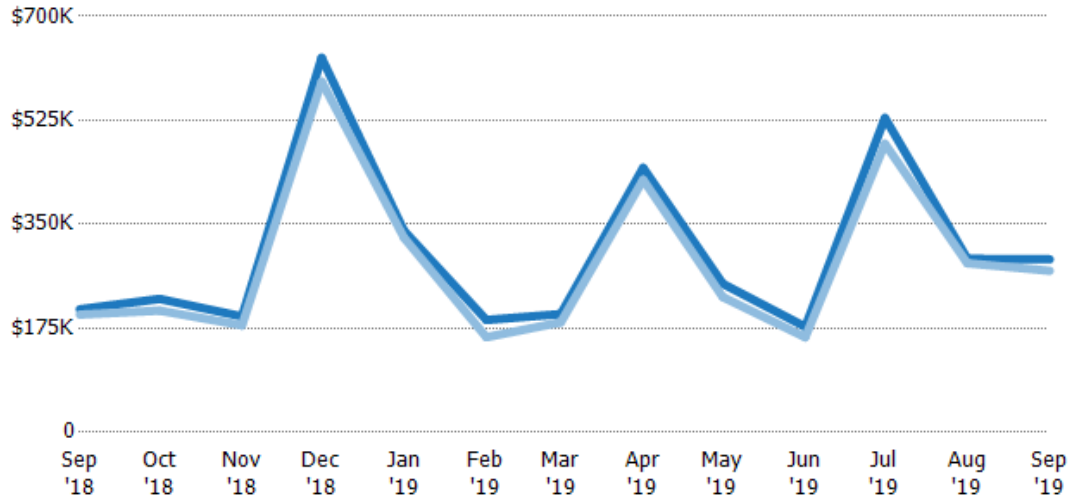
Avg List Price	\$213K	\$224K	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K
Avg Sales Price	\$204K	\$205K	\$174K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K
Avg Sales Price as a % of Avg List Price	96%	91%	96%	95%	98%	91%	95%	96%	93%	95%	92%	98%	93%

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



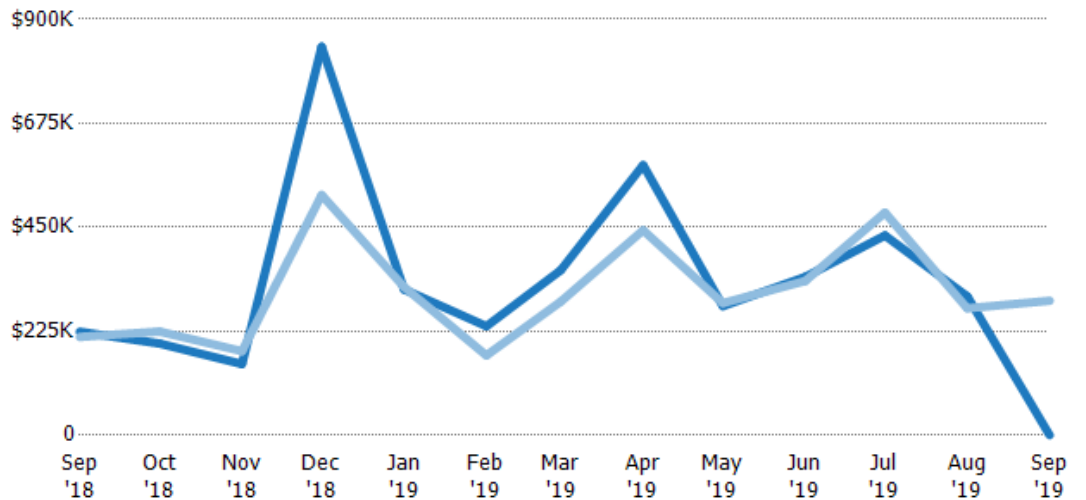
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$207K	\$224K	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K
Median Sales Price	\$198K	\$205K	\$180K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K
Med Sales Price as a % of Med List Price	96%	91%	92%	94%	97%	85%	93%	96%	91%	90%	92%	97%	93%

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



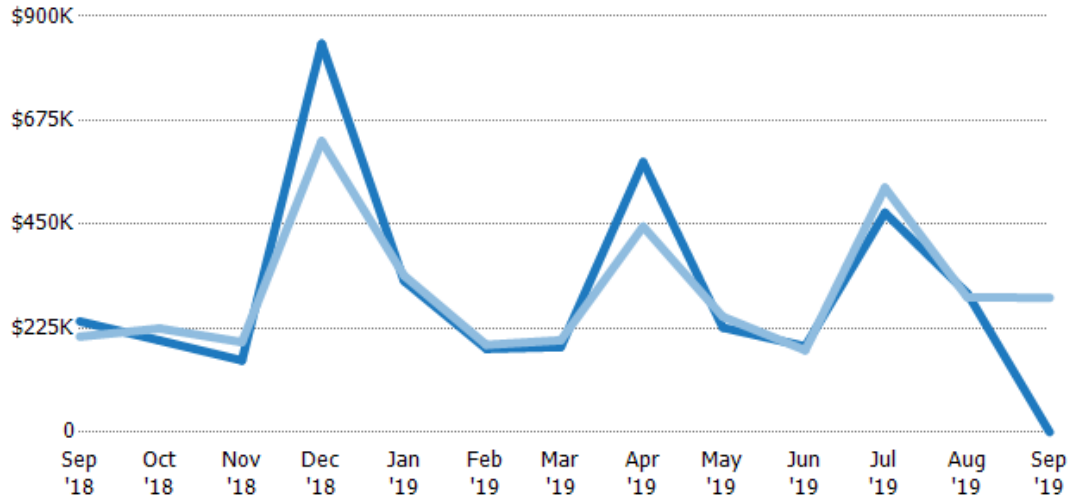
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$224K	\$198K	\$154K	\$841K	\$316K	\$236K	\$357K	\$585K	\$279K	\$343K	\$432K	\$301K	\$0
Avg Sales Price	\$213K	\$224K	\$182K	\$520K	\$321K	\$173K	\$289K	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K
Avg Sales Price as a % of Avg Est Value	95%	113%	118%	62%	102%	73%	81%	76%	102%	97%	111%	91%	100%

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	\$240K	\$198K	\$155K	\$841K	\$328K	\$181K	\$184K	\$585K	\$227K	\$186K	\$475K	\$301K	\$0
Median Sales Price	\$207K	\$224K	\$195K	\$630K	\$339K	\$189K	\$199K	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K
Med Sales Price as a % of Med Est Value	86%	113%	125%	75%	104%	105%	108%	76%	110%	96%	111%	97%	100%