

Summary of Key Listing and Sales Metrics

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

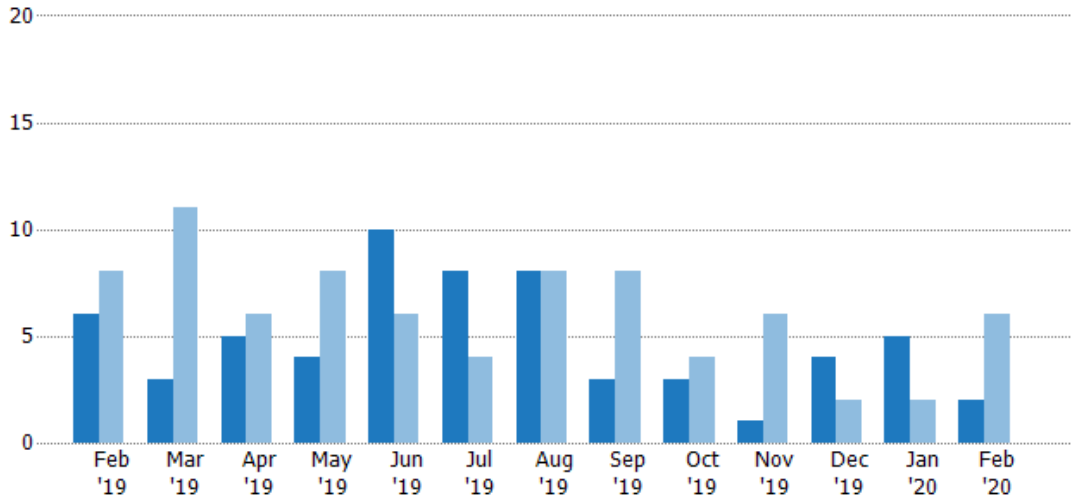
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	6	-66.7%	7	8	-12.5%
New Listing Volume	\$530,000	\$3,136,900	-83.1%	\$2,564,000	\$3,648,900	-29.7%
Active Listing Count	24	41	-41.5%	N/A	N/A	
Active Listing Volume	\$11,786,500	\$18,298,200	-35.6%	N/A	N/A	
Average Listing Price	\$491,104	\$446,298	+10%	\$513,082	\$455,859	+12.6%
Median Listing Price	\$389,500	\$369,000	+5.6%	\$384,143	\$381,941	+0.6%
Median Days in RPR	195	242	-19.4%	198.6	246.8	-19.5%
Months of Inventory	24	20.5	+17.1%	9.8	28.3	-65.4%
Absorption Rate	4.17%	4.88%	-0.7%	10.2%	3.53%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	4	3	+33.3%	10	10	+/-
New Pending Sales Volume	\$941,900	\$1,193,000	-21%	\$1,755,800	\$3,080,000	-43%
Pending Sales Count	4	7	-42.9%	N/A	N/A	
Pending Sales Volume	\$993,000	\$2,561,000	-61.2%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	5	5	+/-
Closed Sales Volume	\$806,100	\$470,000	+71.5%	\$1,065,600	\$1,090,000	-2.2%
Average Sales Price	\$201,525	\$156,667	+28.6%	\$213,120	\$218,000	-2.2%
Median Sales Price	\$160,550	\$160,000	+0.3%	\$180,340	\$220,000	-18%

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



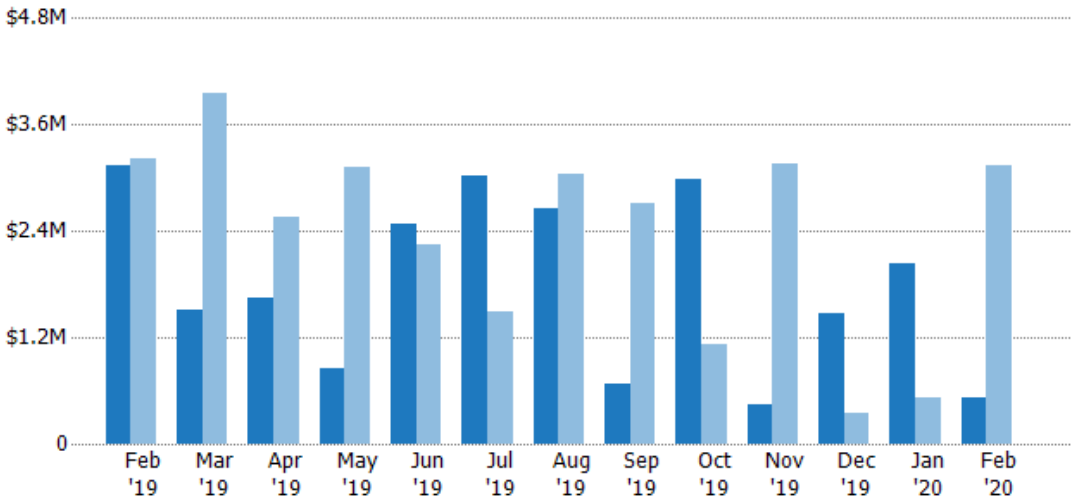
Month/Year	Count	% Chg.
Feb '20	2	-66.7%
Feb '19	6	-25%
Feb '18	8	25%

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



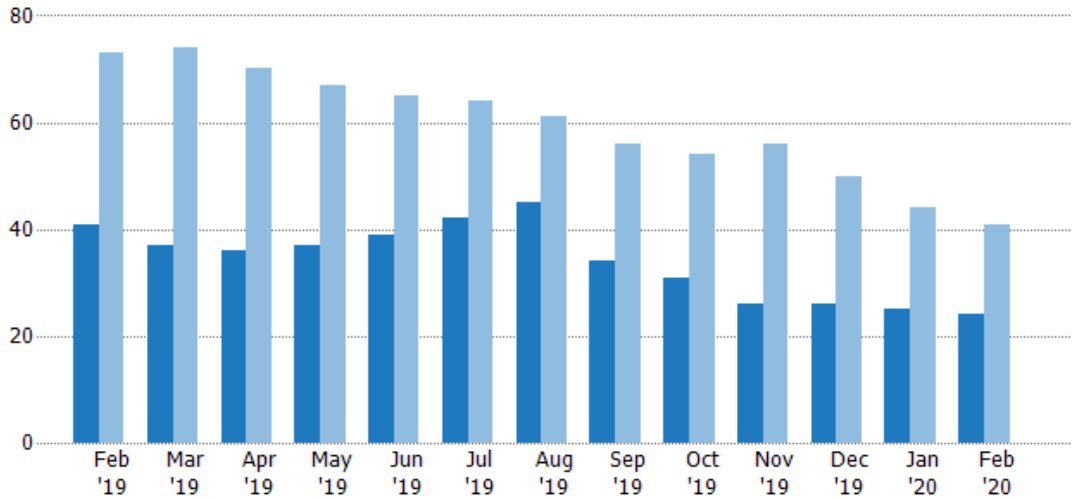
Month/Year	Volume	% Chg.
Feb '20	\$530K	-83.1%
Feb '19	\$3.14M	-2.4%
Feb '18	\$3.21M	54.2%

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



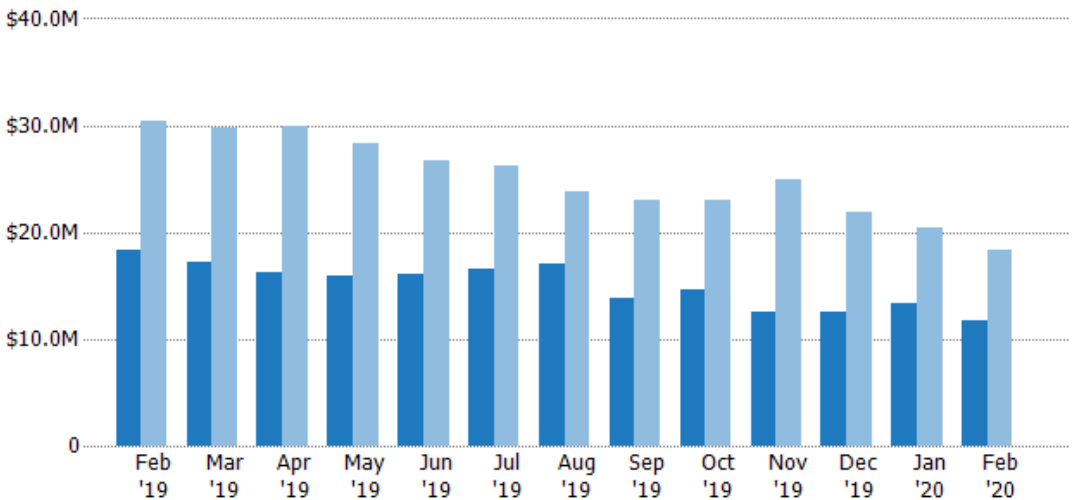
Month/Year	Count	% Chg.
Feb '20	24	-41.5%
Feb '19	41	-43.8%
Feb '18	73	-4.1%

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.
Feb '20	\$11.8M	-35.6%
Feb '19	\$18.3M	-39.8%
Feb '18	\$30.4M	-14.8%

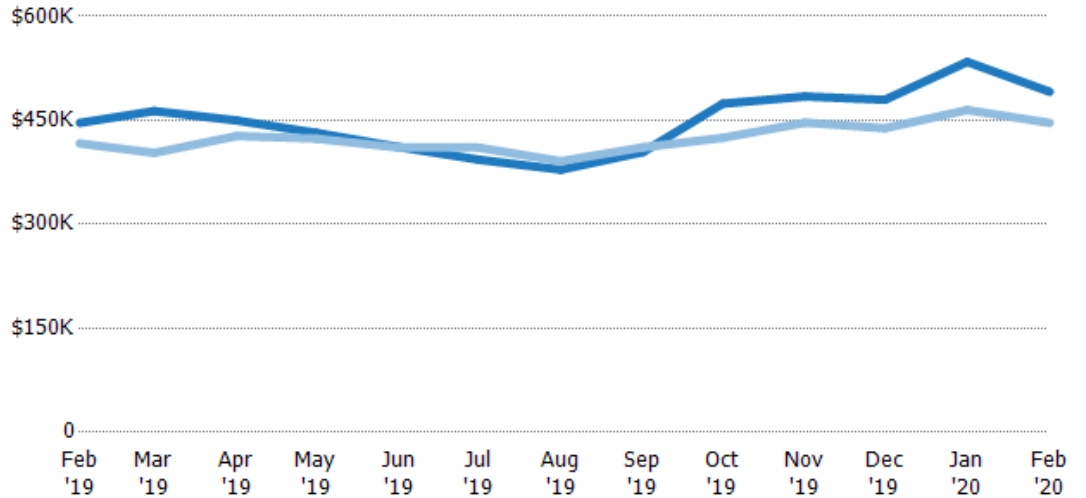
Average Listing Price

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.
Feb '20	\$491K	10%
Feb '19	\$446K	7.1%
Feb '18	\$417K	-11.2%



Current Year	\$446K	\$463K	\$450K	\$432K	\$411K	\$393K	\$379K	\$404K	\$474K	\$484K	\$480K	\$534K	\$491K
Prior Year	\$417K	\$403K	\$427K	\$424K	\$411K	\$411K	\$391K	\$411K	\$425K	\$447K	\$438K	\$465K	\$446K
Percent Change from Prior Year	7%	15%	5%	2%	0%	-4%	-3%	-2%	12%	8%	9%	15%	10%

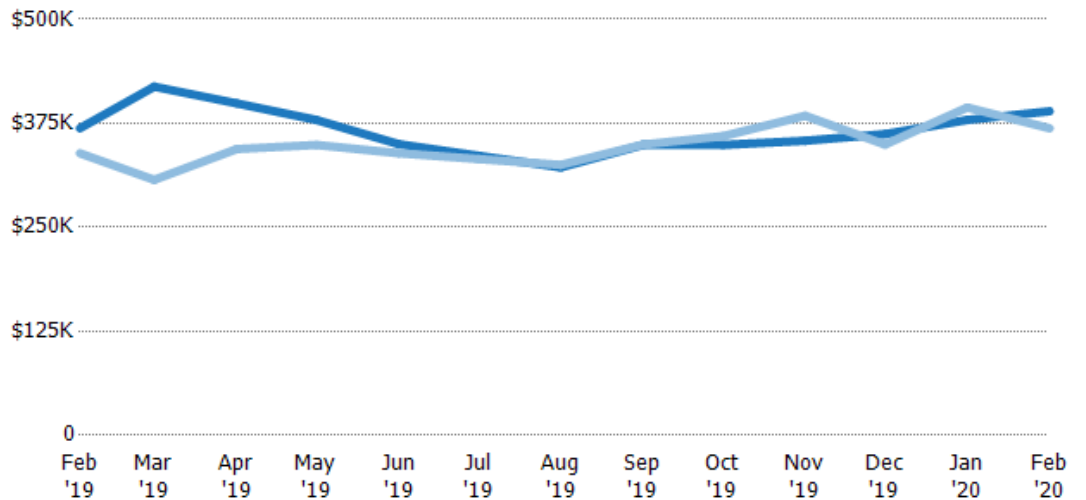
Median Listing Price

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.
Feb '20	\$390K	5.6%
Feb '19	\$369K	8.8%
Feb '18	\$339K	-24.9%



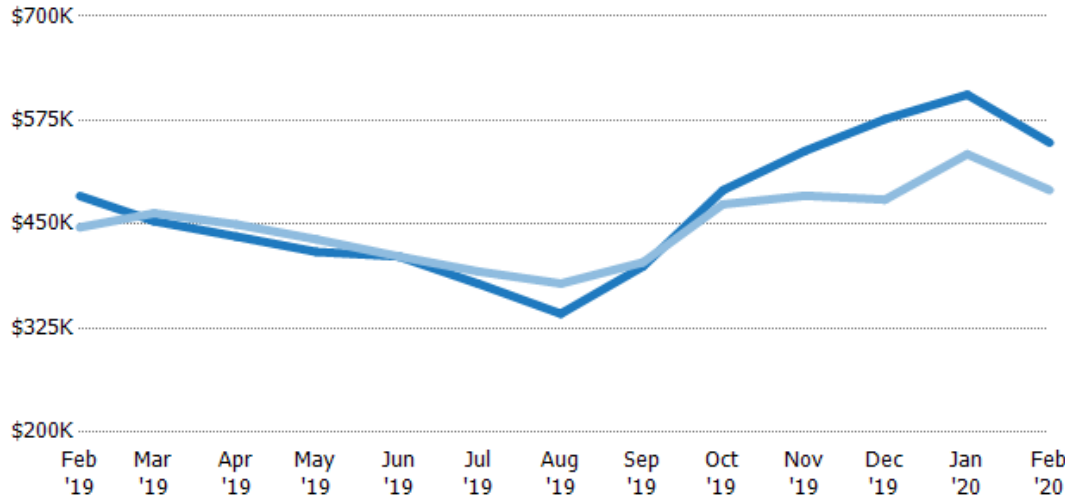
Current Year	\$369K	\$419K	\$399K	\$379K	\$350K	\$336K	\$322K	\$349K	\$349K	\$354K	\$362K	\$379K	\$390K
Prior Year	\$339K	\$307K	\$344K	\$349K	\$339K	\$332K	\$325K	\$349K	\$359K	\$384K	\$349K	\$394K	\$369K
Percent Change from Prior Year	9%	36%	16%	9%	3%	1%	-1%	0%	-3%	-8%	4%	-4%	6%

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



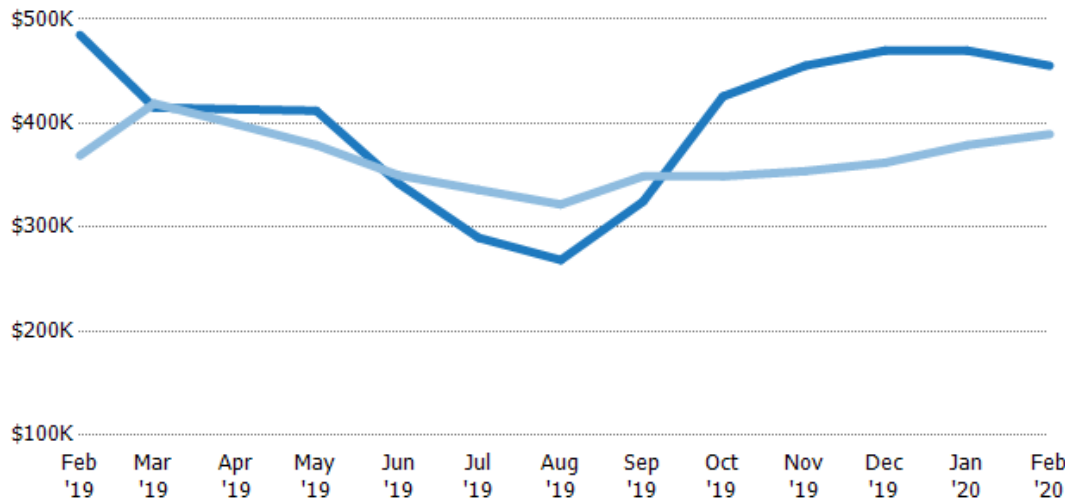
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$484K	\$454K	\$435K	\$417K	\$411K	\$378K	\$342K	\$399K	\$491K	\$538K	\$576K	\$606K	\$548K
Avg Listing Price	\$446K	\$463K	\$450K	\$432K	\$411K	\$393K	\$379K	\$404K	\$474K	\$484K	\$480K	\$534K	\$491K
Avg Listing Price as a % of Avg Est Value	92%	102%	103%	104%	100%	104%	111%	101%	97%	90%	83%	88%	90%

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



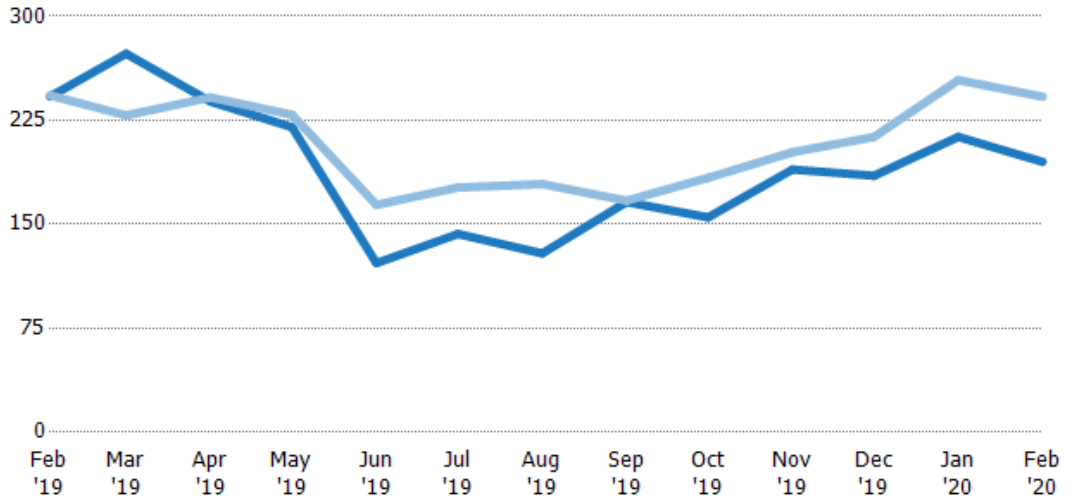
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$485K	\$415K	\$414K	\$412K	\$342K	\$290K	\$269K	\$325K	\$426K	\$455K	\$470K	\$470K	\$455K
Median Listing Price	\$369K	\$419K	\$399K	\$379K	\$350K	\$336K	\$322K	\$349K	\$349K	\$354K	\$362K	\$379K	\$390K
Med Listing Price as a % of Med Est Value	76%	101%	96%	92%	102%	116%	120%	107%	82%	78%	77%	81%	86%

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.
Feb '20	195	-19.4%
Feb '19	242	-0.4%
Feb '18	243	-14%

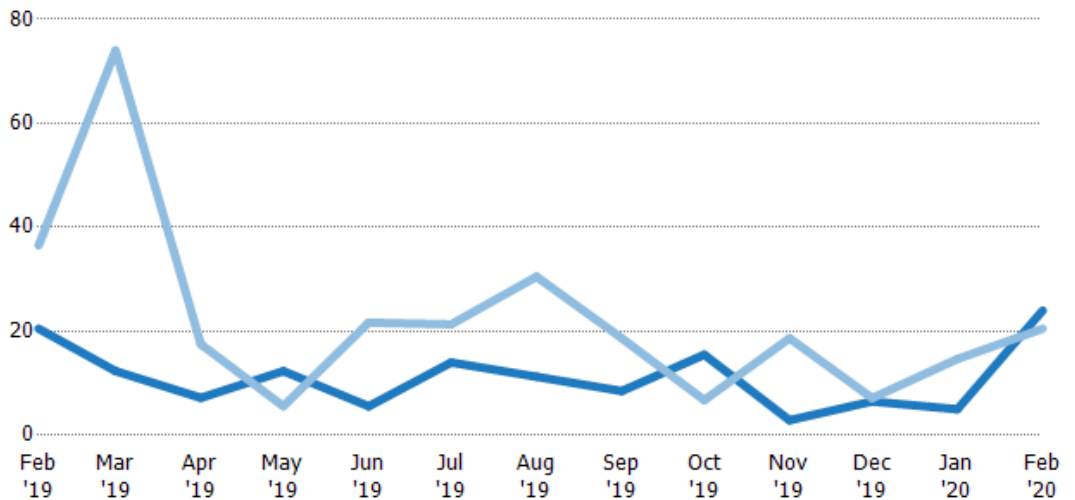
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	242	273	239	220	122	143	129	166	155	190	185	213	195
Prior Year	243	229	242	229	164	177	179	167	184	202	213	254	242
Percent Change from Prior Year	0%	19%	-1%	-4%	-26%	-19%	-28%	-1%	-16%	-6%	-13%	-16%	-19%

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.
Feb '20	24	17.1%
Feb '19	20.5	-43.8%
Feb '18	36.5	91.8%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	20.5	12.3	7.2	12.3	5.57	14	11.3	8.5	15.5	2.89	6.5	5	24
Prior Year	36.5	74	17.5	5.58	21.7	21.3	30.5	18.7	6.75	18.7	7.14	14.7	20.5
Percent Change from Prior Year	-44%	-83%	-59%	121%	-74%	-34%	-63%	-54%	130%	-85%	-9%	-66%	17%

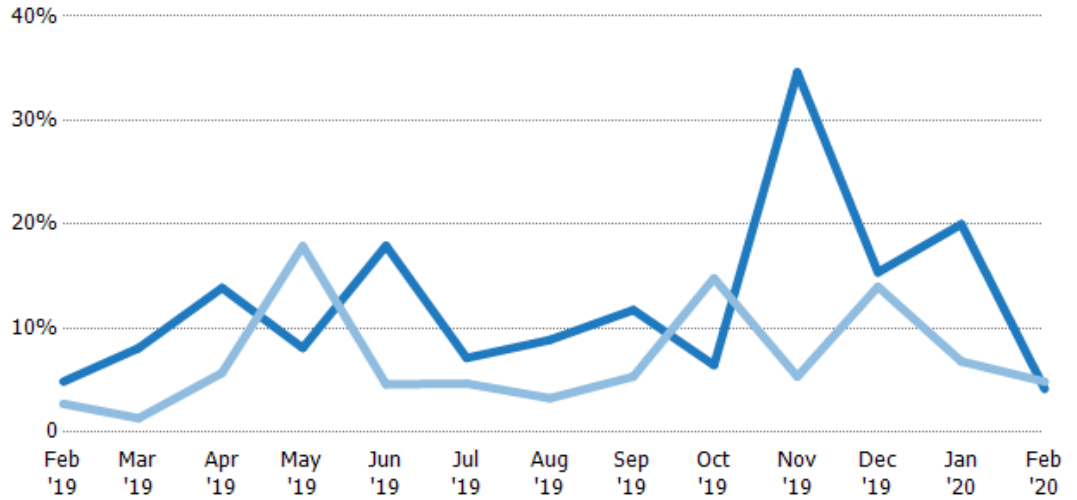
Absorption Rate

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.
Feb '20	4%	0.7%
Feb '19	5%	-2.1%
Feb '18	3%	-48%



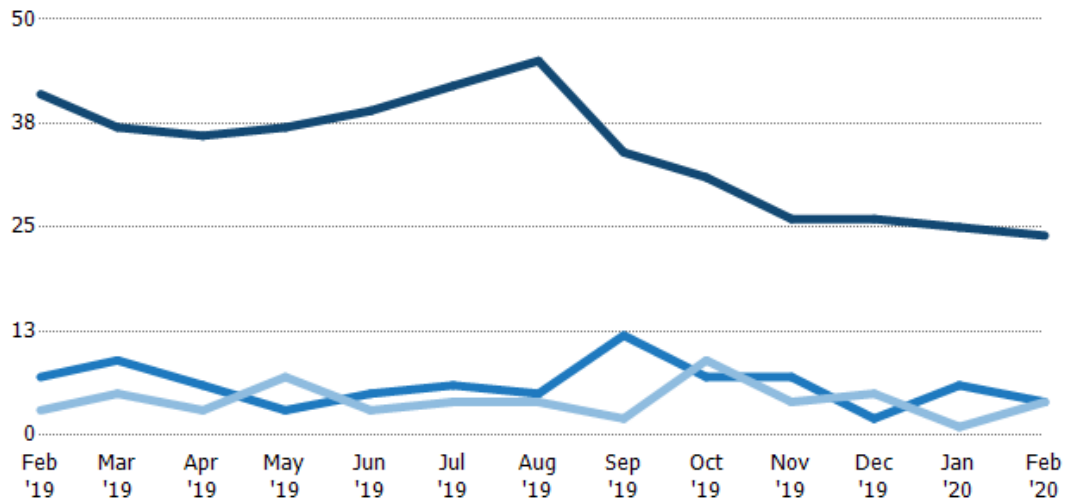
Current Year	5%	8%	14%	8%	18%	7%	9%	12%	6%	35%	15%	20%	4%
Prior Year	3%	1%	6%	18%	5%	5%	3%	5%	15%	5%	14%	7%	5%
Change from Prior Year	-2%	-7%	-8%	10%	-13%	-2%	-6%	-6%	8%	-29%	-1%	-13%	1%

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



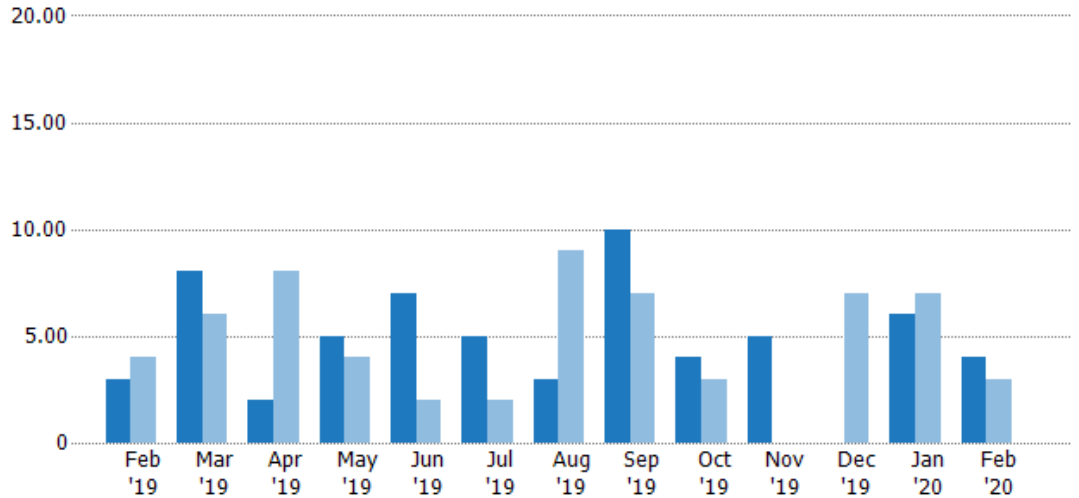
Active	41	37	36	37	39	42	45	34	31	26	26	25	24
Pending	7	9	6	3	5	6	5	12	7	7	2	6	4
Sold	3	5	3	7	3	4	4	2	9	4	5	1	4

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



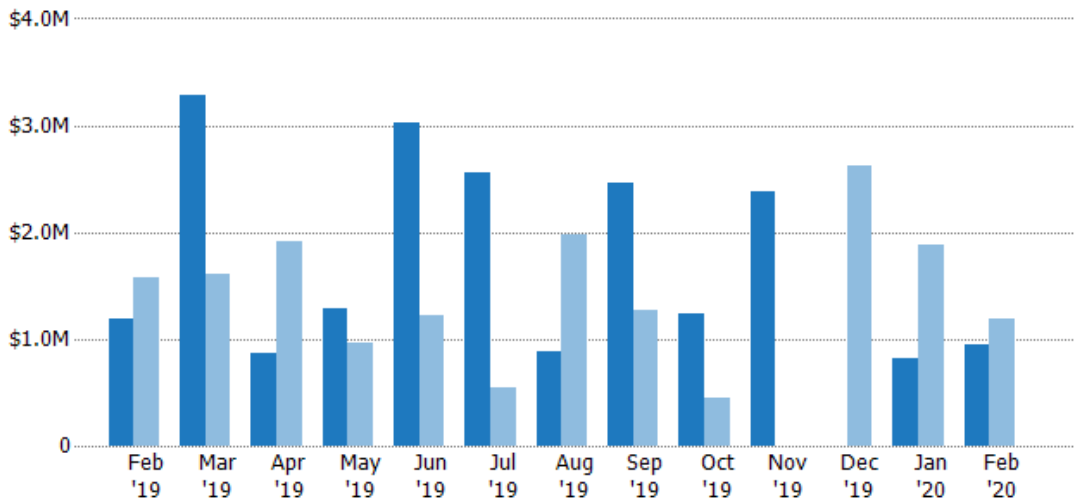
Current Year	3	8	2	5	7	5	3	10	4	5	-	6	4
Prior Year	4	6	8	4	2	2	9	7	3	-	7	7	3
Percent Change from Prior Year	-25%	33%	-75%	25%	250%	150%	-67%	43%	33%	100%	-100%	-14%	33%

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	\$1.19M	\$3.27M	\$875K	\$1.29M	\$3.02M	\$2.56M	\$882K	\$2.46M	\$1.24M	\$2.37M	-	\$814K	\$942K
Prior Year	\$1.57M	\$1.61M	\$1.92M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.26M	\$455K	-	\$2.62M	\$1.89M	\$1.19M
Percent Change from Prior Year	-24%	103%	-54%	33%	147%	365%	-55%	95%	173%	100%	-100%	-57%	-21%

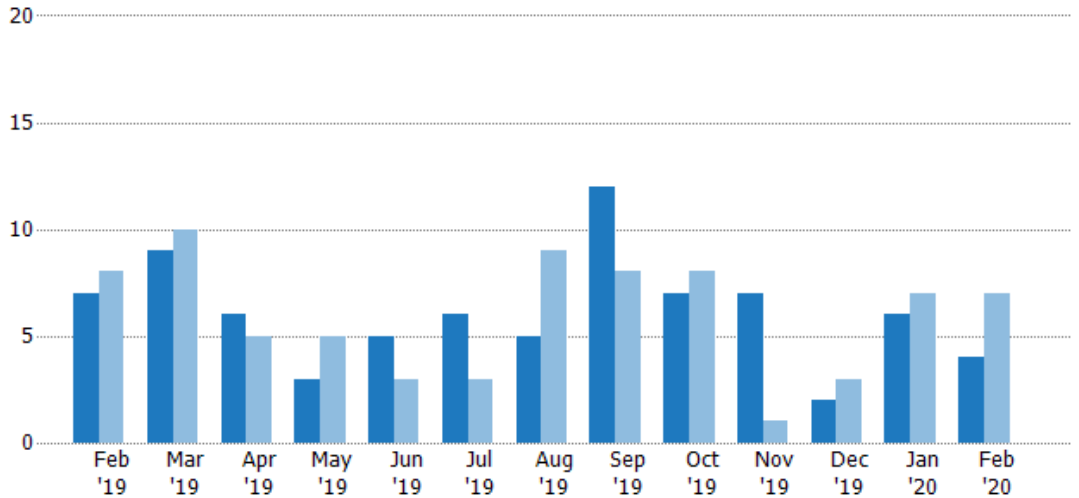
Pending Sales

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.
Feb '20	4	-42.9%
Feb '19	7	-12.5%
Feb '18	8	-50%



Current Year	7	9	6	3	5	6	5	12	7	7	2	6	4
Prior Year	8	10	5	5	3	3	9	8	8	1	3	7	7
Percent Change from Prior Year	-13%	-10%	20%	-40%	67%	100%	-44%	50%	-13%	600%	-33%	-14%	-43%

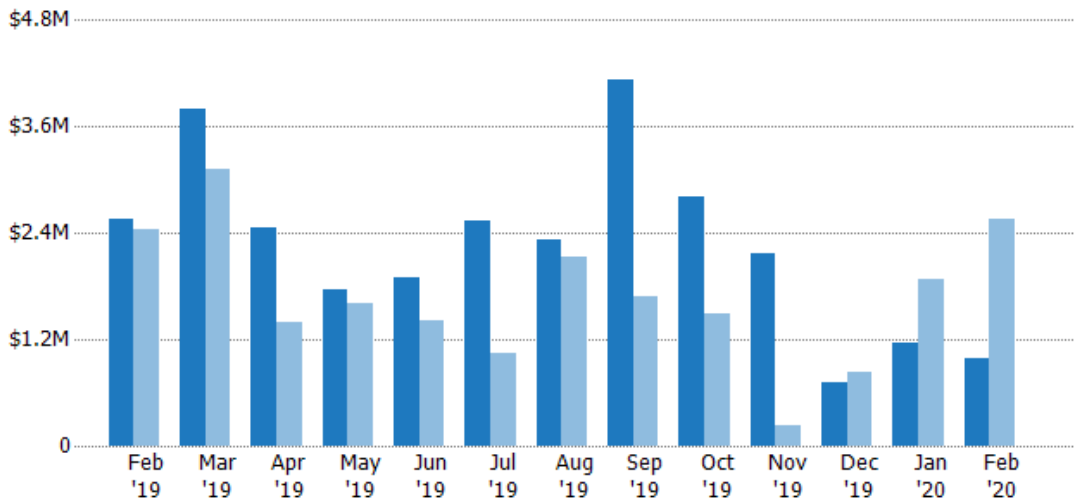
Pending Sales Volume

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.
Feb '20	\$993K	-61.2%
Feb '19	\$2.56M	4.8%
Feb '18	\$2.44M	-43.8%



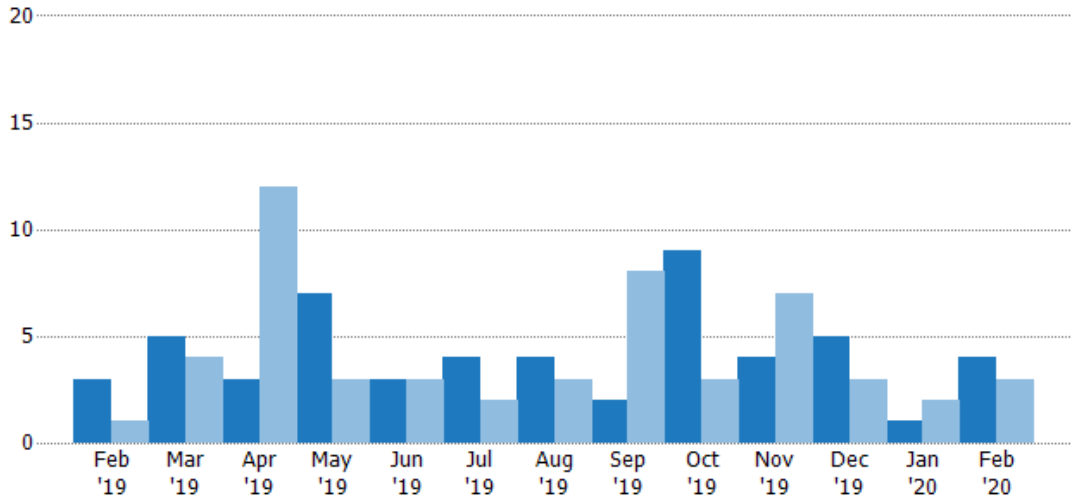
Current Year	\$2.56M	\$3.79M	\$2.46M	\$1.76M	\$1.9M	\$2.53M	\$2.32M	\$4.13M	\$2.81M	\$2.18M	\$719K	\$1.16M	\$993K
Prior Year	\$2.44M	\$3.11M	\$1.38M	\$1.62M	\$1.42M	\$1.04M	\$2.13M	\$1.69M	\$1.5M	\$225K	\$823K	\$1.89M	\$2.56M
Percent Change from Prior Year	5%	22%	78%	9%	34%	143%	9%	144%	87%	868%	-13%	-38%	-61%

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



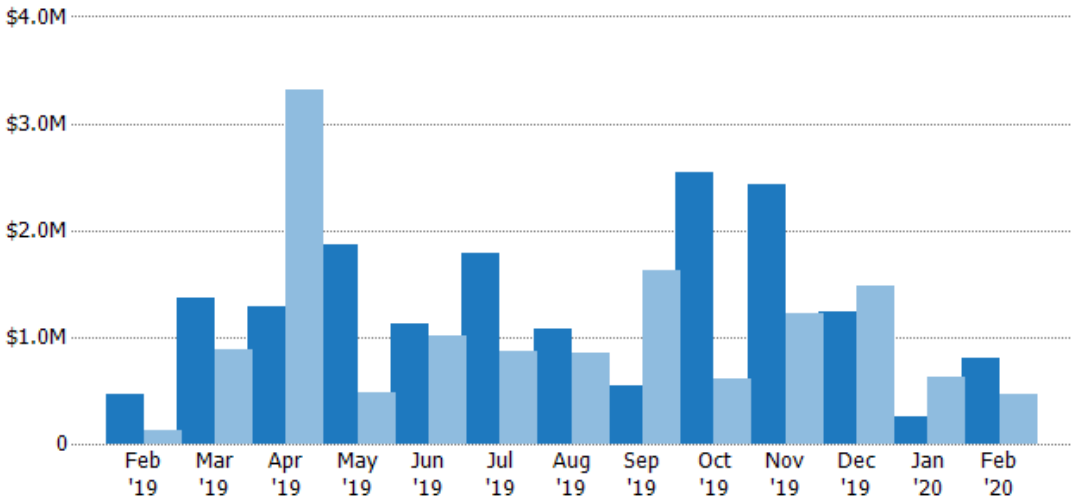
Month/Year	Count	% Chg.
Feb '20	4	33.3%
Feb '19	3	200%
Feb '18	1	

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.
Feb '20	\$806K	71.5%
Feb '19	\$470K	291.7%
Feb '18	\$120K	

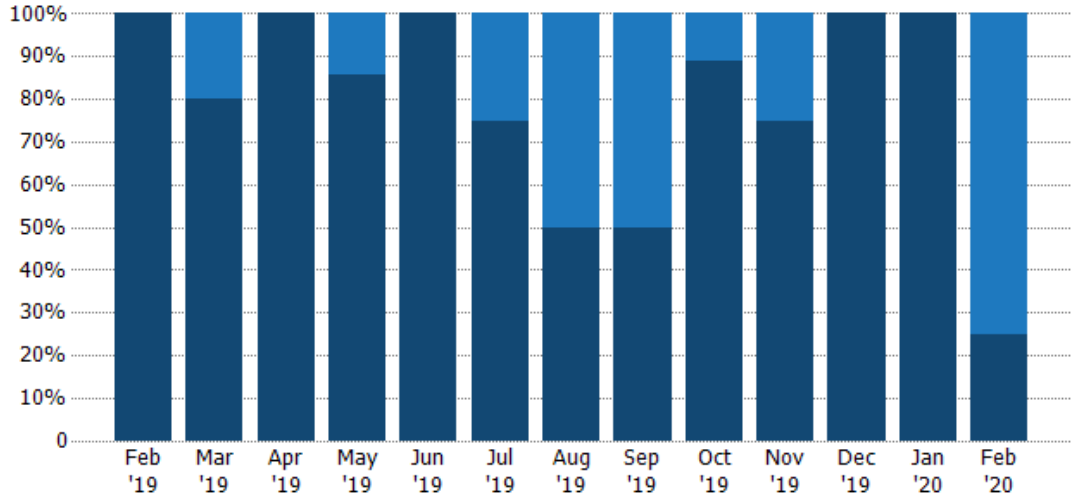
Closed Sales by Property Type

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

Average Sales Price

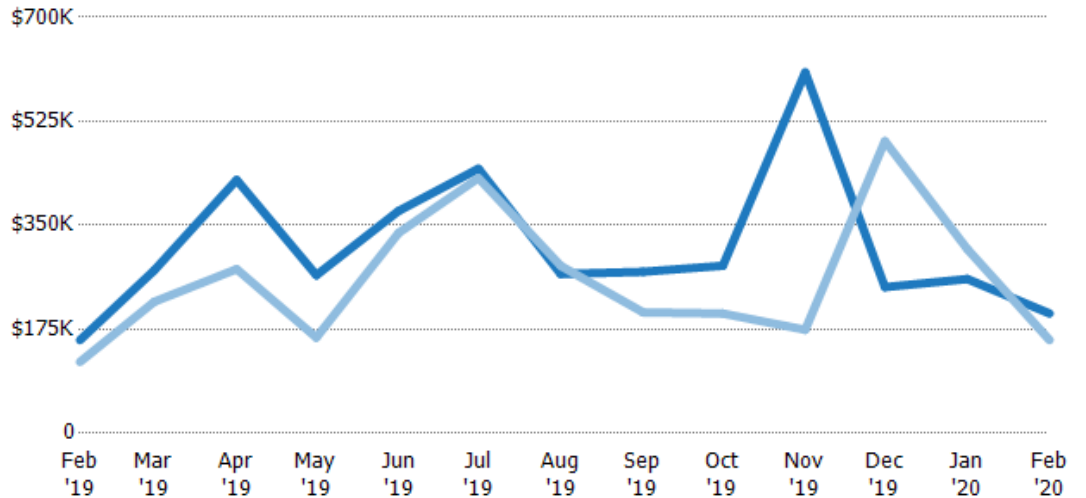
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153

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

Month/Year	Price	% Chg.
Feb '20	\$202K	28.6%
Feb '19	\$157K	30.6%
Feb '18	\$120K	



Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$157K	\$274K	\$426K	\$266K	\$374K	\$445K	\$268K	\$272K	\$282K	\$607K	\$246K	\$260K	\$202K
Prior Year	\$120K	\$221K	\$276K	\$161K	\$337K	\$430K	\$282K	\$204K	\$202K	\$174K	\$492K	\$310K	\$157K
Percent Change from Prior Year	31%	24%	54%	65%	11%	4%	-5%	34%	40%	249%	-50%	-16%	29%

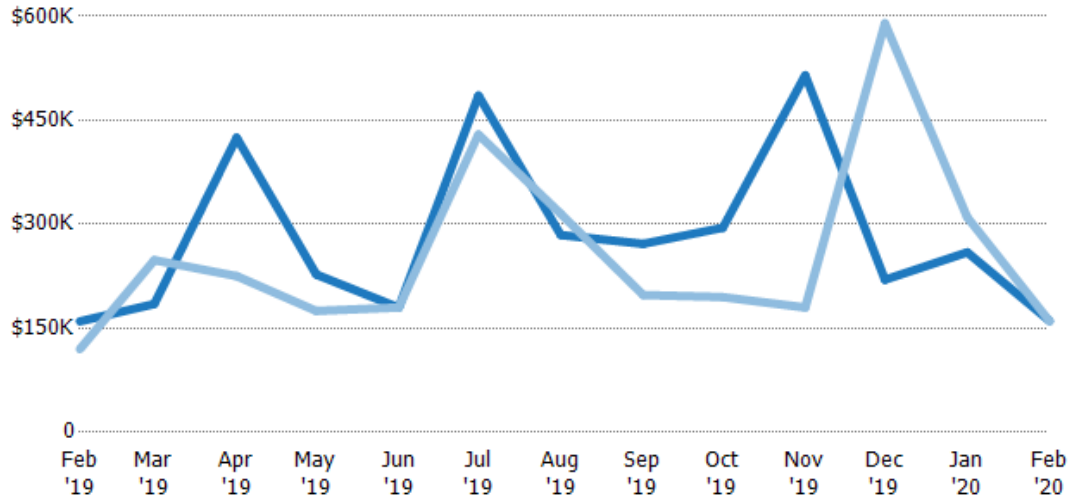
Median Sales Price

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.
Feb '20	\$161K	0.3%
Feb '19	\$160K	33.3%
Feb '18	\$120K	



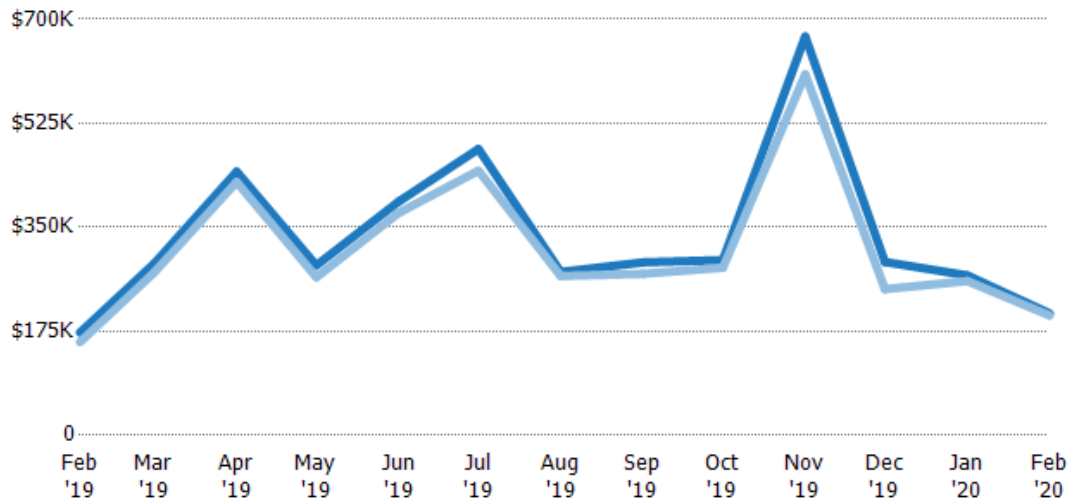
Current Year	\$160K	\$185K	\$425K	\$228K	\$180K	\$486K	\$285K	\$272K	\$295K	\$515K	\$220K	\$260K	\$161K
Prior Year	\$120K	\$248K	\$225K	\$175K	\$180K	\$430K	\$315K	\$198K	\$195K	\$180K	\$590K	\$310K	\$160K
Percent Change from Prior Year	33%	-25%	89%	30%	0%	13%	-10%	37%	51%	186%	-63%	-16%	0%

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



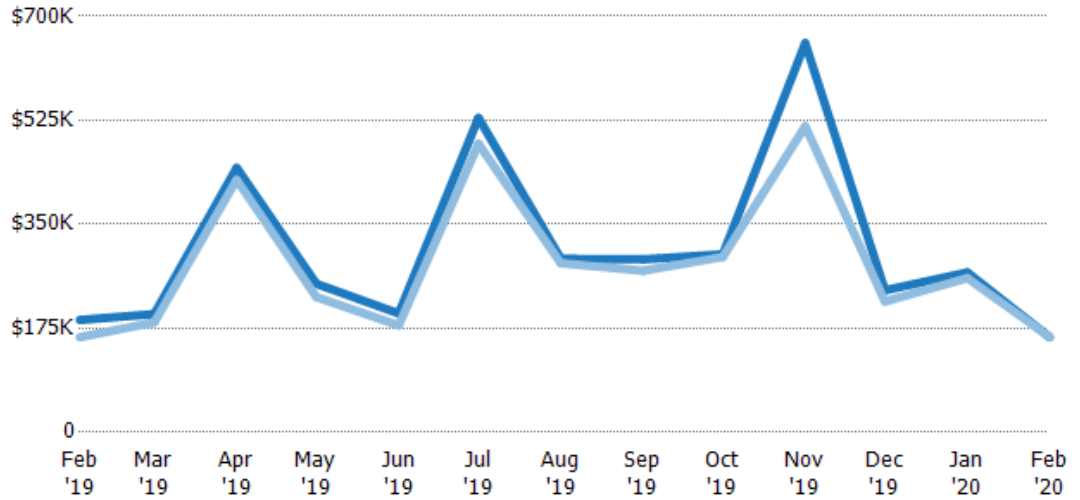
Avg List Price	\$173K	\$289K	\$444K	\$286K	\$393K	\$482K	\$275K	\$291K	\$295K	\$671K	\$292K	\$269K	\$205K
Avg Sales Price	\$157K	\$274K	\$426K	\$266K	\$374K	\$445K	\$268K	\$272K	\$282K	\$607K	\$246K	\$260K	\$202K
Avg Sales Price as a % of Avg List Price	91%	95%	96%	93%	95%	92%	98%	93%	96%	91%	84%	96%	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



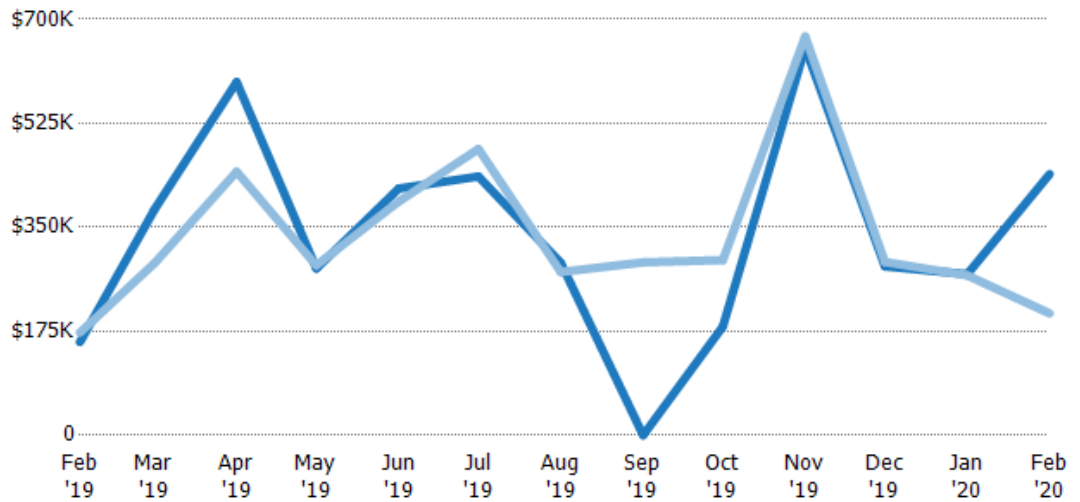
Median List Price	\$189K	\$199K	\$445K	\$250K	\$200K	\$529K	\$292K	\$291K	\$300K	\$655K	\$239K	\$269K	\$160K
Median Sales Price	\$160K	\$185K	\$425K	\$228K	\$180K	\$486K	\$285K	\$272K	\$295K	\$515K	\$220K	\$260K	\$161K
Med Sales Price as a % of Med List Price	85%	93%	96%	91%	90%	92%	97%	93%	98%	79%	92%	96%	100%

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



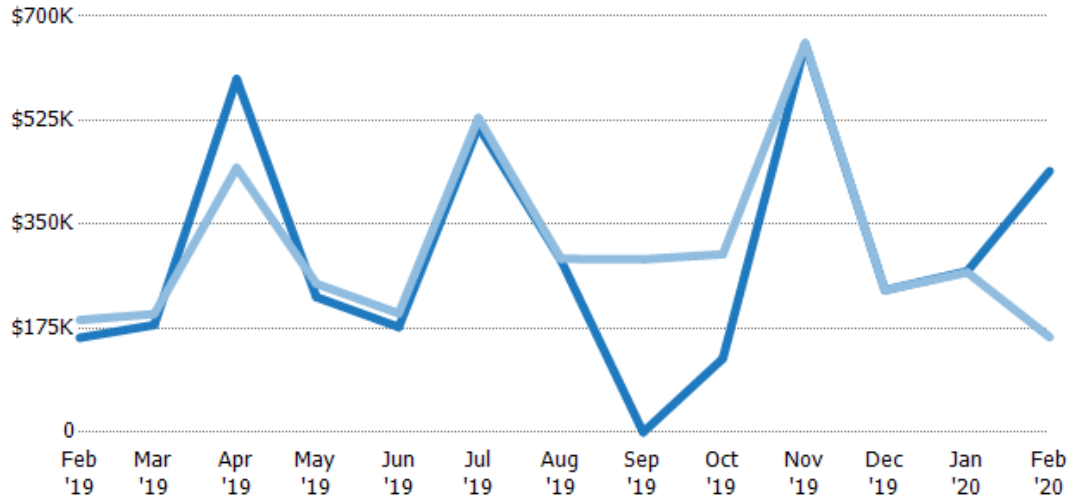
Avg Est Value	\$157K	\$379K	\$594K	\$281K	\$415K	\$436K	\$290K	\$0	\$183K	\$652K	\$284K	\$271K	\$440K
Avg Sales Price	\$173K	\$289K	\$444K	\$286K	\$393K	\$482K	\$275K	\$291K	\$295K	\$671K	\$292K	\$269K	\$205K
Avg Sales Price as a % of Avg Est Value	110%	76%	75%	102%	95%	111%	95%	100%	161%	103%	103%	99%	47%

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	\$159K	\$181K	\$594K	\$228K	\$177K	\$514K	\$290K	\$0	\$124K	\$652K	\$239K	\$271K	\$440K
Median Sales Price	\$189K	\$199K	\$445K	\$250K	\$200K	\$529K	\$292K	\$291K	\$300K	\$655K	\$239K	\$269K	\$160K
Med Sales Price as a % of Med Est Value	119%	110%	75%	110%	113%	103%	101%	100%	242%	100%	100%	99%	36%