

Summary of Key Listing and Sales Metrics

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

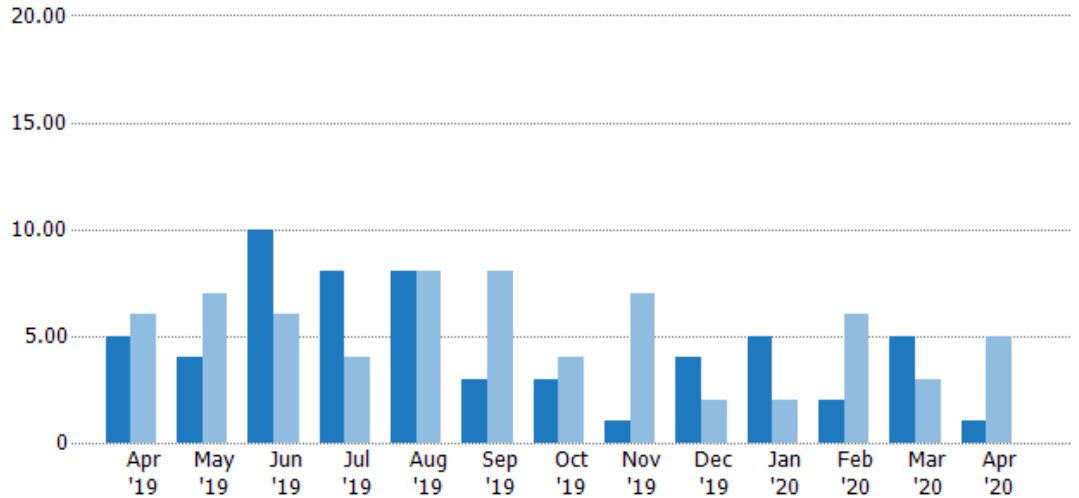
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	5	-80%	13	16	-18.8%
New Listing Volume	\$189,000	\$1,641,900	-88.5%	\$4,924,000	\$6,808,800	-27.7%
Active Listing Count	24	36	-33.3%	N/A	N/A	
Active Listing Volume	\$11,903,000	\$15,471,900	-23.1%	N/A	N/A	
Average Listing Price	\$495,958	\$429,775	+15.4%	\$491,253	\$436,343	+12.6%
Median Listing Price	\$404,500	\$364,450	+11%	\$390,384	\$360,094	+8.4%
Median Days in RPR	152.5	224.5	-32.1%	183.29	226.5	-19.1%
Months of Inventory	24	7.2	+233.3%	7.6	8.7	-12.7%
Absorption Rate	4.17%	13.89%	-9.7%	13.13%	11.46%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	1	2	-50%	13	20	-35%
New Pending Sales Volume	\$99,000	\$874,900	-88.7%	\$2,392,800	\$7,229,100	-66.9%
Pending Sales Count	3	6	-50%	N/A	N/A	
Pending Sales Volume	\$458,000	\$2,459,300	-81.4%	N/A	N/A	
Closed Sales Count	1	3	-66.7%	7	13	-46.2%
Closed Sales Volume	\$307,500	\$1,279,000	-76%	\$1,568,100	\$3,740,000	-58.1%
Average Sales Price	\$307,500	\$426,333	-27.9%	\$224,014	\$287,692	-22.1%
Median Sales Price	\$307,500	\$425,000	-27.6%	\$200,600	\$253,846	-21%

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



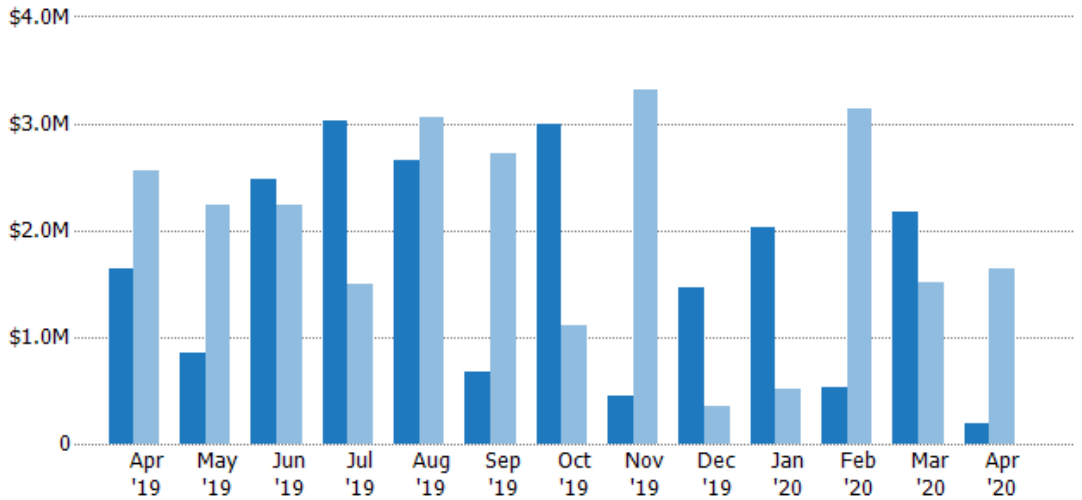
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5	4	10	8	8	3	3	1	4	5	2	5	1
Prior Year	6	7	6	4	8	8	4	7	2	2	6	3	5
Percent Change from Prior Year	-17%	-43%	67%	100%	0%	-63%	-25%	-86%	100%	150%	-67%	67%	-80%

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



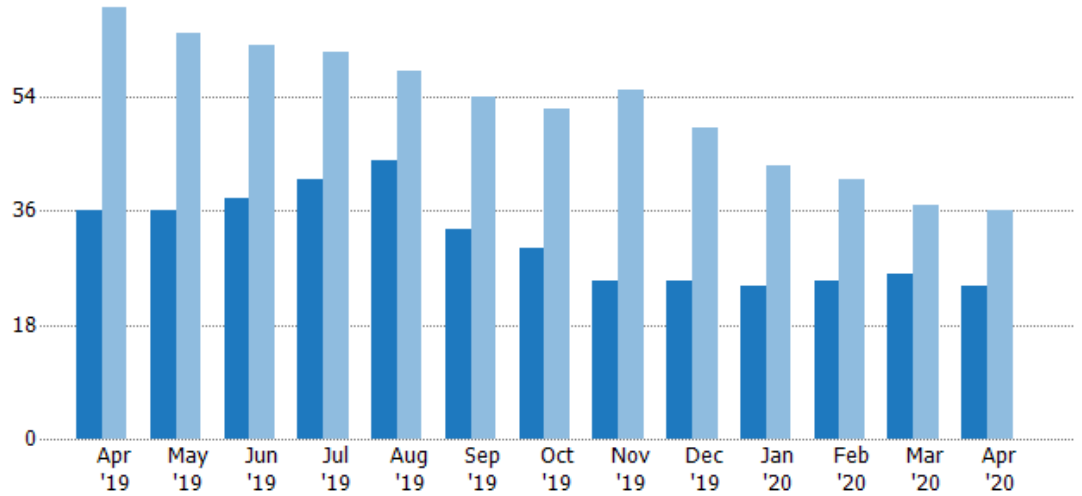
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$1.64M	\$844K	\$2.48M	\$3.03M	\$2.65M	\$679K	\$2.99M	\$450K	\$1.47M	\$2.03M	\$530K	\$2.17M	\$189K
Prior Year	\$2.56M	\$2.24M	\$2.24M	\$1.49M	\$3.05M	\$2.72M	\$1.11M	\$3.32M	\$347K	\$512K	\$3.14M	\$1.52M	\$1.64M
Percent Change from Prior Year	-36%	-62%	11%	103%	-13%	-75%	168%	-86%	323%	297%	-83%	43%	-88%

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.
Apr '20	24	-33.3%
Apr '19	36	-47.1%
Apr '18	68	-1.5%

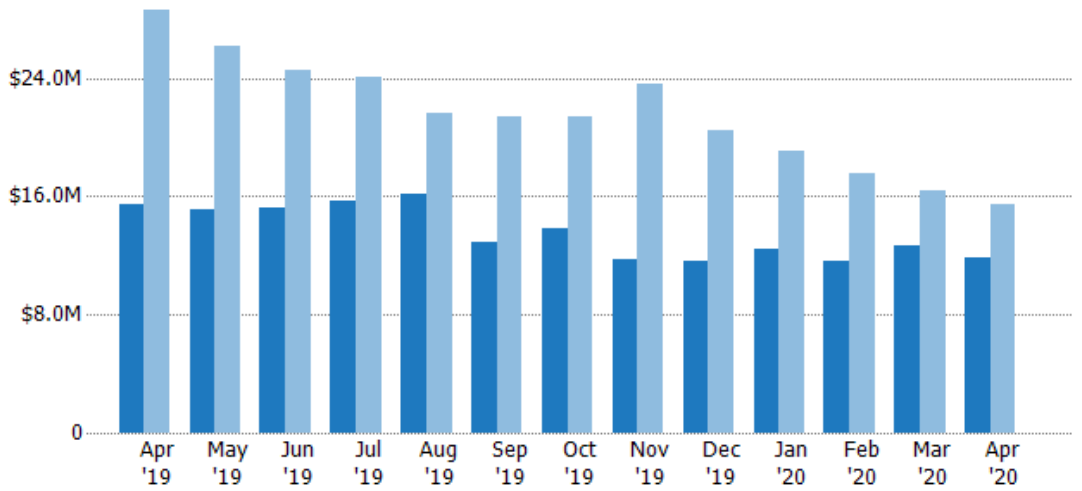
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	36	68	-47%
May '19	36	64	-44%
Jun '19	38	62	-39%
Jul '19	41	61	-33%
Aug '19	44	58	-24%
Sep '19	33	54	-39%
Oct '19	30	52	-42%
Nov '19	25	55	-55%
Dec '19	25	49	-49%
Jan '20	24	43	-44%
Feb '20	25	41	-39%
Mar '20	26	37	-30%
Apr '20	24	36	-33%

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.
Apr '20	\$11.9M	-23.1%
Apr '19	\$15.5M	-45.9%
Apr '18	\$28.6M	-9.5%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$15.5M	\$28.6M	-46%
May '19	\$15.1M	\$26.2M	-42%
Jun '19	\$15.2M	\$24.5M	-38%
Jul '19	\$15.6M	\$24.1M	-35%
Aug '19	\$16.2M	\$21.7M	-25%
Sep '19	\$12.9M	\$21.4M	-40%
Oct '19	\$13.8M	\$21.4M	-35%
Nov '19	\$11.7M	\$23.6M	-50%
Dec '19	\$11.6M	\$20.5M	-43%
Jan '20	\$12.5M	\$19M	-34%
Feb '20	\$11.6M	\$17.6M	-34%
Mar '20	\$12.7M	\$16.4M	-23%
Apr '20	\$11.9M	\$15.5M	-23%

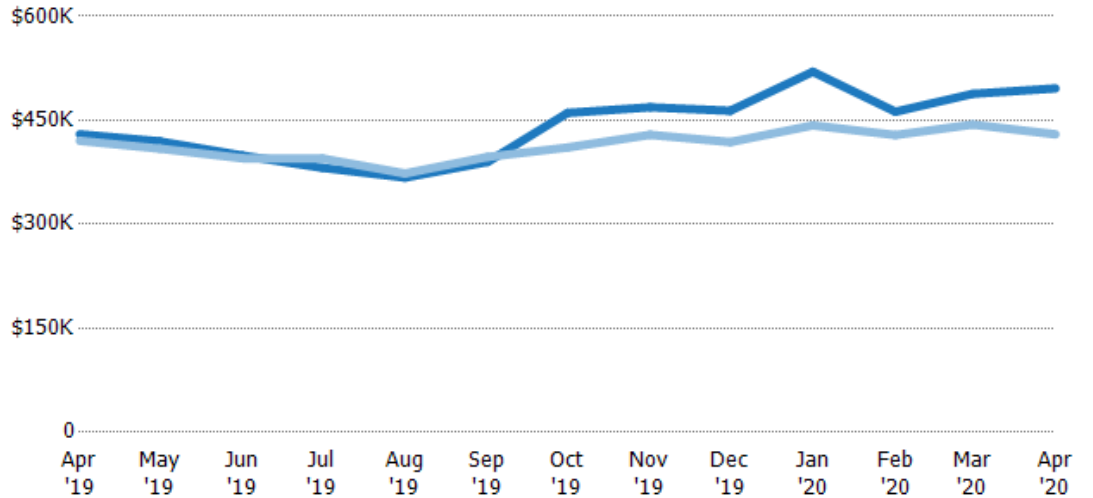
Average Listing Price

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.
Apr '20	\$496K	15.4%
Apr '19	\$430K	2.2%
Apr '18	\$420K	-8.2%



Current Year	\$430K	\$420K	\$399K	\$381K	\$367K	\$390K	\$461K	\$469K	\$464K	\$520K	\$462K	\$488K	\$496K
Prior Year	\$420K	\$409K	\$395K	\$395K	\$373K	\$397K	\$411K	\$429K	\$419K	\$443K	\$429K	\$444K	\$430K
Percent Change from Prior Year	2%	3%	1%	-3%	-2%	-2%	12%	9%	11%	17%	8%	10%	15%

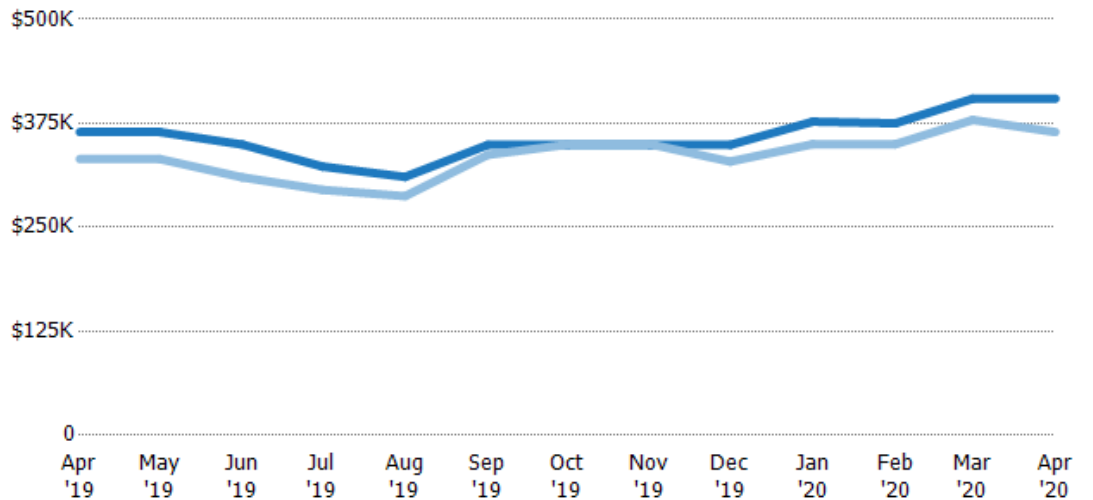
Median Listing Price

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.
Apr '20	\$405K	11%
Apr '19	\$364K	9.8%
Apr '18	\$332K	-25%



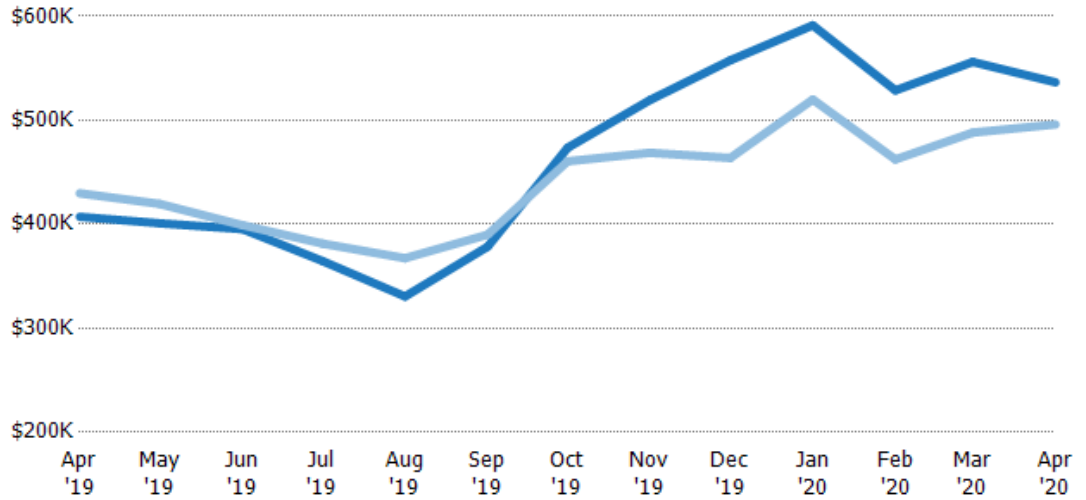
Current Year	\$364K	\$364K	\$349K	\$323K	\$311K	\$349K	\$349K	\$349K	\$349K	\$377K	\$375K	\$405K	\$405K
Prior Year	\$332K	\$332K	\$310K	\$295K	\$287K	\$337K	\$349K	\$350K	\$329K	\$350K	\$350K	\$379K	\$364K
Percent Change from Prior Year	10%	10%	13%	9%	8%	4%	0%	0%	6%	8%	7%	7%	11%

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

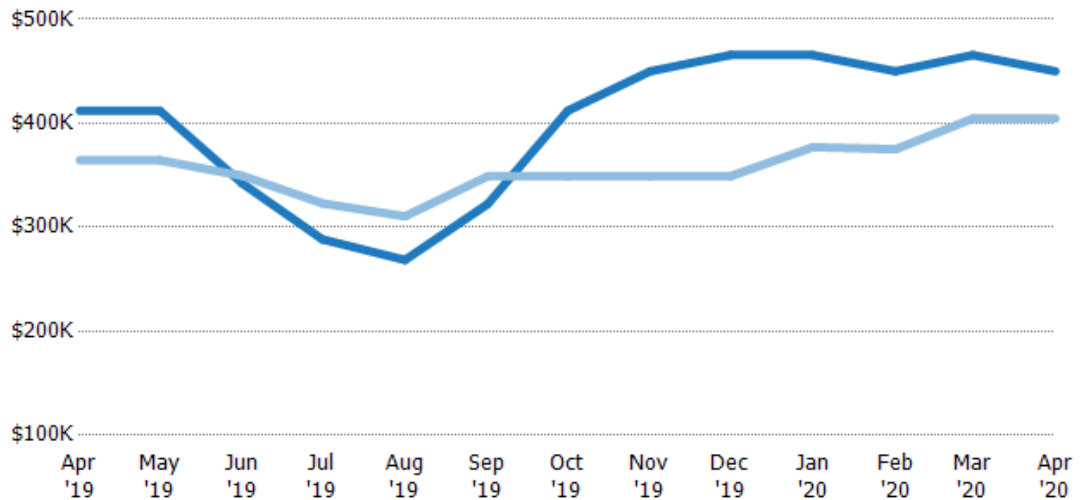


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

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Property Type:
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Family Residence

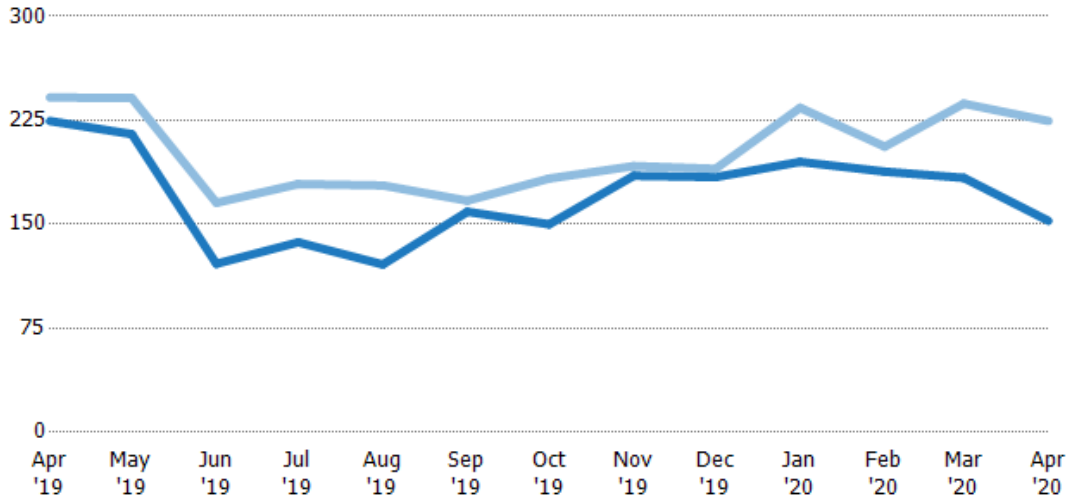


Median Days in RPR

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

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Family Residence



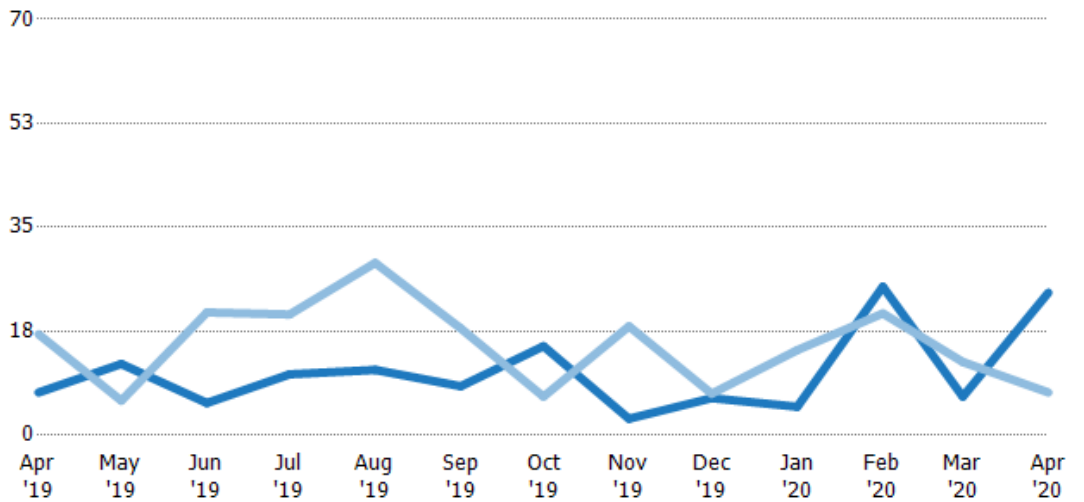
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	225	215	122	137	121	159	150	185	184	195	188	184	153
Prior Year	242	241	166	179	178	167	183	192	190	234	206	237	225
Percent Change from Prior Year	-7%	-11%	-27%	-23%	-32%	-5%	-18%	-4%	-3%	-17%	-9%	-23%	-32%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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Family Residence



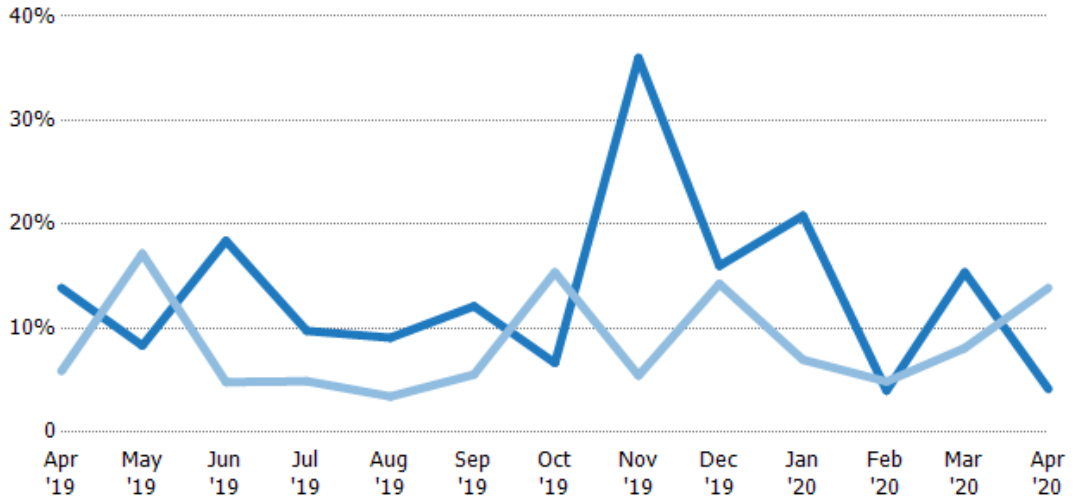
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	7.2	12	5.43	10.3	11	8.25	15	2.78	6.25	4.8	25	6.5	24
Prior Year	17	5.82	20.7	20.3	29	18	6.5	18.3	7	14.3	20.5	12.3	7.2
Percent Change from Prior Year	-58%	106%	-74%	-50%	-62%	-54%	131%	-85%	-11%	-67%	22%	-47%	233%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



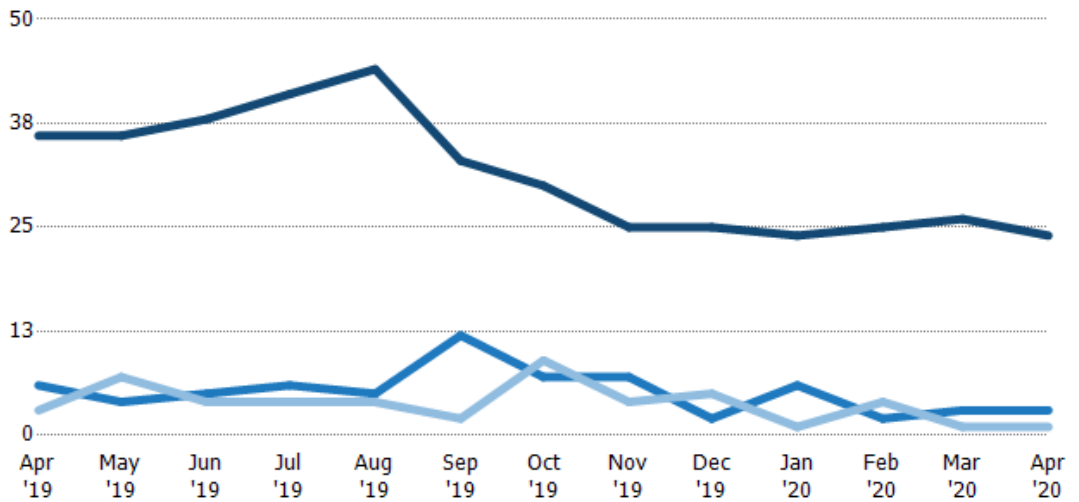
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	14%	8%	18%	10%	9%	12%	7%	36%	16%	21%	4%	15%	4%
Prior Year	6%	17%	5%	5%	3%	6%	15%	5%	14%	7%	5%	8%	14%
Change from Prior Year	-8%	9%	-14%	-5%	-6%	-7%	9%	-31%	-2%	-14%	1%	-7%	10%

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:
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Family Residence



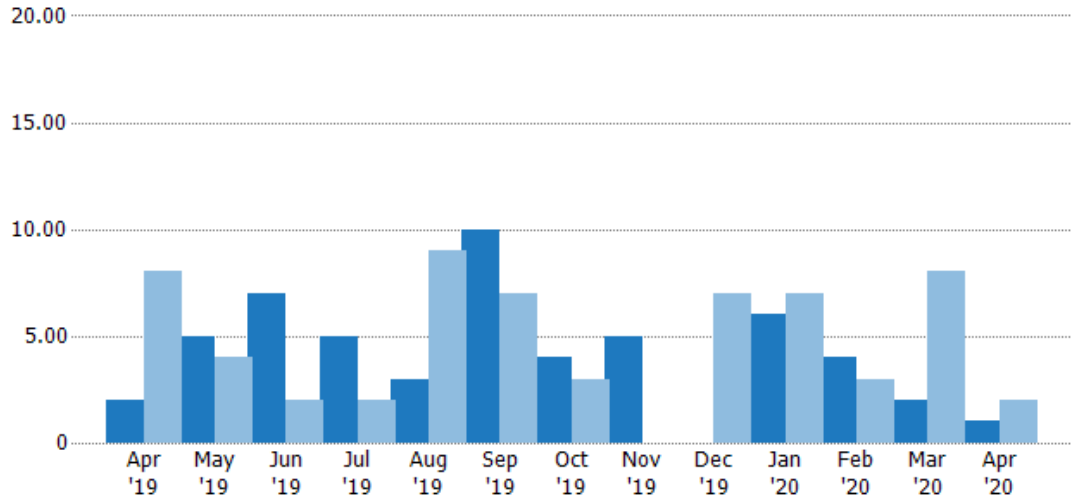
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	36	36	38	41	44	33	30	25	25	24	25	26	24
Pending	6	4	5	6	5	12	7	7	2	6	2	3	3
Sold	3	7	4	4	4	2	9	4	5	1	4	1	1

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



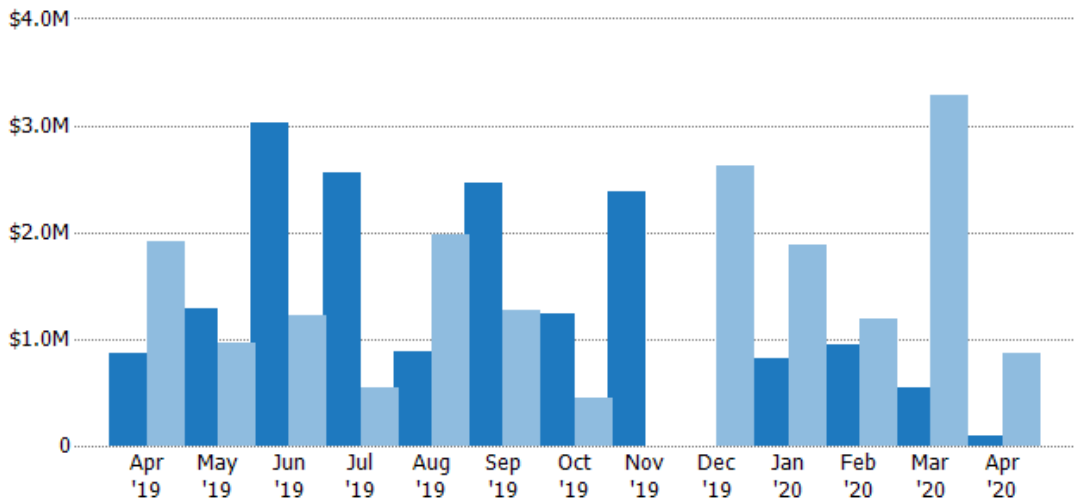
Current Year	2	5	7	5	3	10	4	5	-	6	4	2	1
Prior Year	8	4	2	2	9	7	3	-	7	7	3	8	2
Percent Change from Prior Year	-75%	25%	250%	150%	-67%	43%	33%	100%	-100%	-14%	33%	-75%	-50%

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



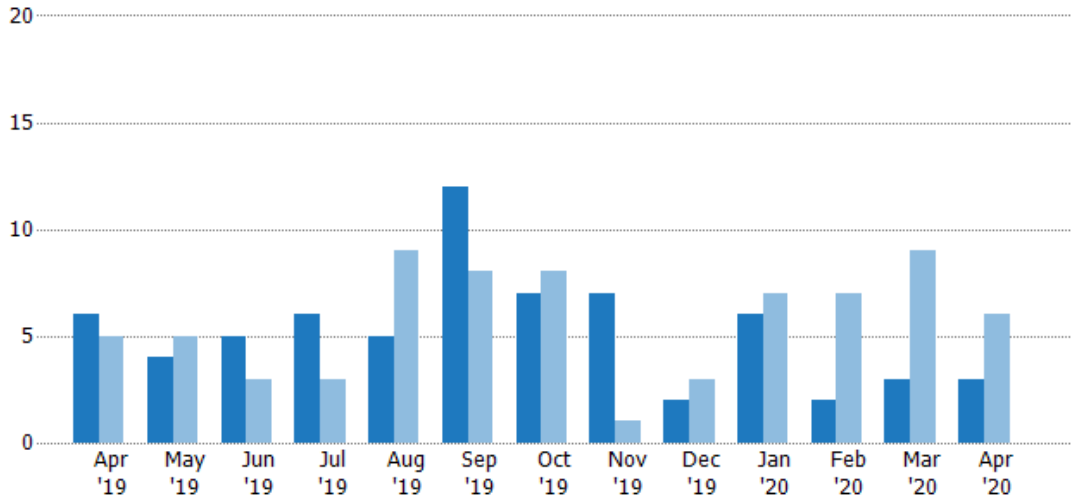
Current Year	\$875K	\$1.29M	\$3.02M	\$2.56M	\$882K	\$2.46M	\$1.24M	\$2.37M	-	\$814K	\$942K	\$538K	\$99K
Prior Year	\$1.92M	\$970K	\$1.22M	\$550K	\$1.98M	\$1.26M	\$455K	-	\$2.62M	\$1.89M	\$1.19M	\$3.27M	\$875K
Percent Change from Prior Year	-54%	33%	147%	365%	-55%	95%	173%	100%	-100%	-57%	-21%	-84%	-89%

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



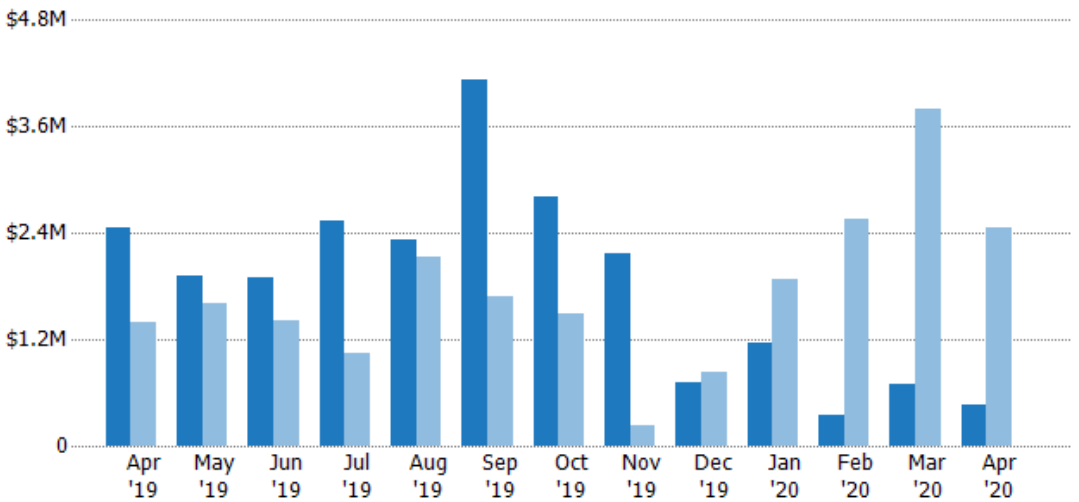
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	3	6	-50%
Apr '19	6	6	20%
Apr '18	5	5	-20%

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



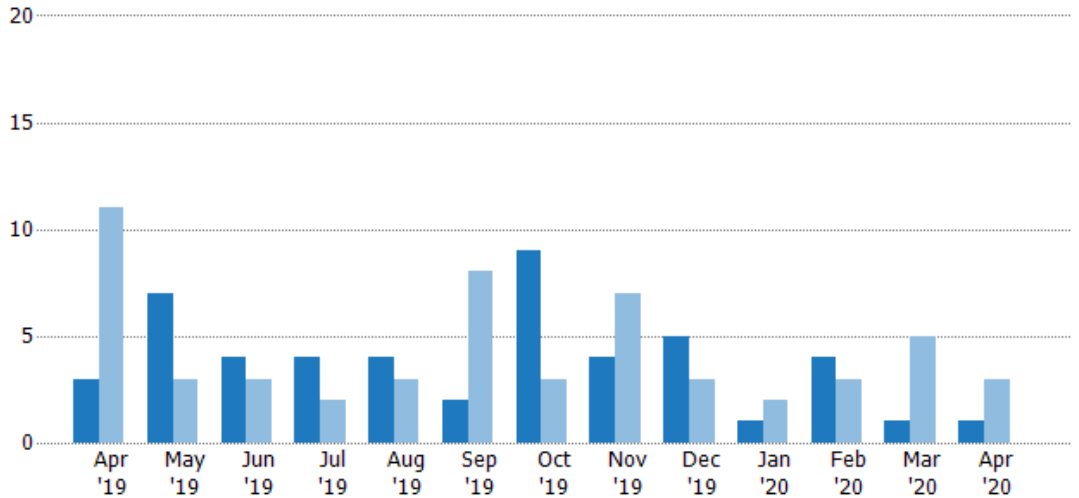
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$458K	\$2.46M	-81.4%
Apr '19	\$2.46M	\$2.46M	77.7%
Apr '18	\$1.38M	\$1.38M	-27.2%

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



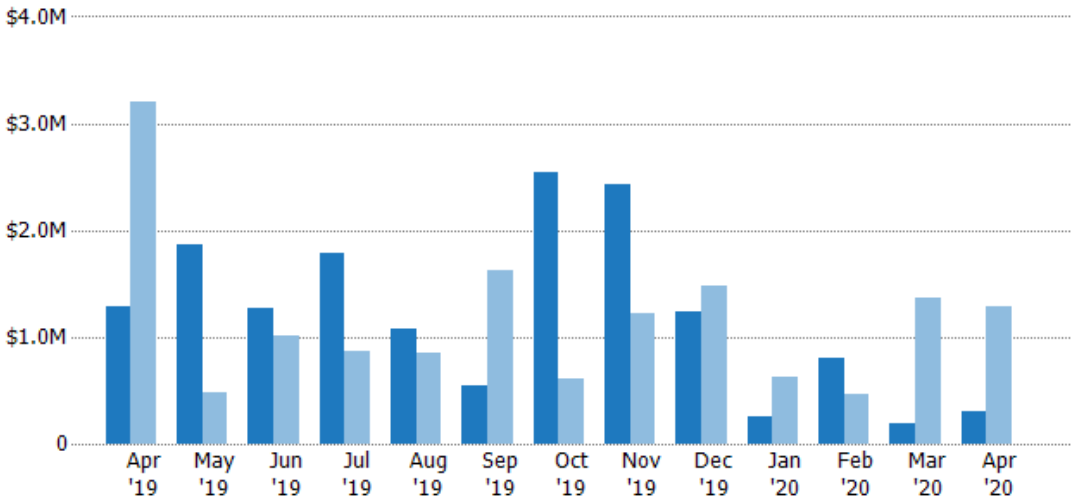
Month/Year	Count	% Chg.
Apr '20	1	-66.7%
Apr '19	3	-72.7%
Apr '18	11	-72.7%

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



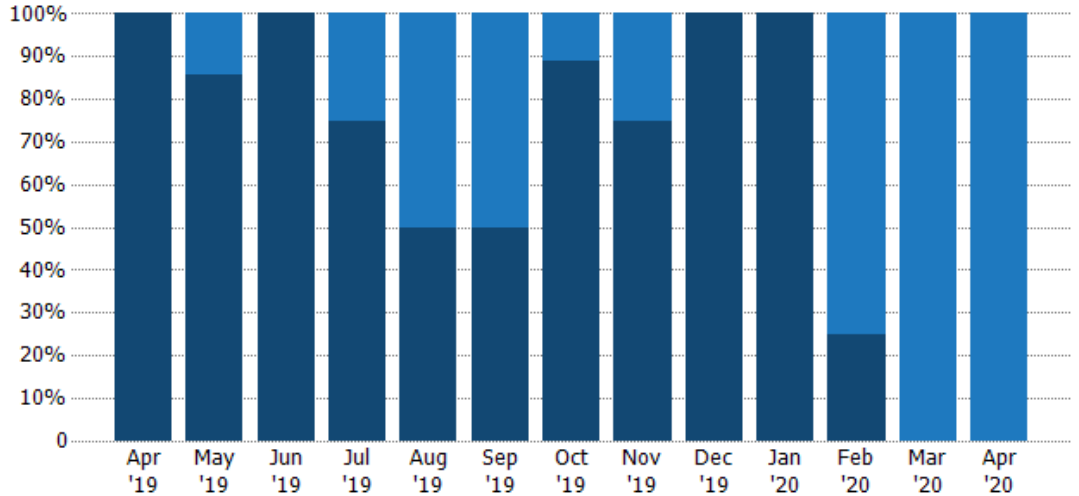
Month/Year	Volume	% Chg.
Apr '20	\$308K	-76%
Apr '19	\$1.28M	-60.1%
Apr '18	\$3.2M	-63.3%

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



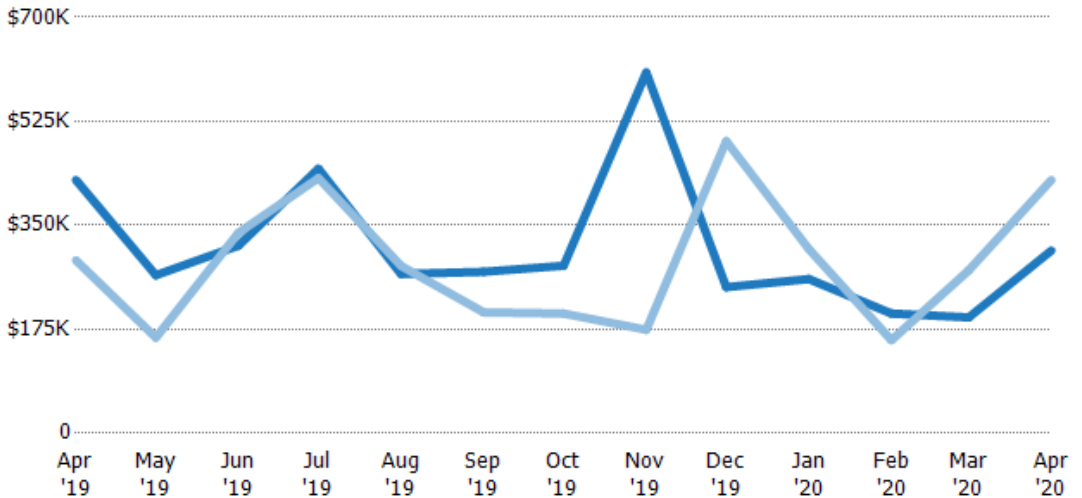
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	-	14%	-	25%	50%	50%	11%	25%	-	-	75%	100%	100%
Single Family Residence	100%	86%	100%	75%	50%	50%	89%	75%	100%	100%	25%	-	-

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.
Apr '20	\$308K	-27.9%
Apr '19	\$426K	46.4%
Apr '18	\$291K	34.6%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K	\$282K	\$607K	\$246K	\$260K	\$202K	\$195K	\$308K
Prior Year	\$291K	\$161K	\$337K	\$430K	\$282K	\$204K	\$202K	\$174K	\$492K	\$310K	\$157K	\$274K	\$426K
Percent Change from Prior Year	46%	65%	-6%	4%	-5%	34%	40%	249%	-50%	-16%	29%	-29%	-28%

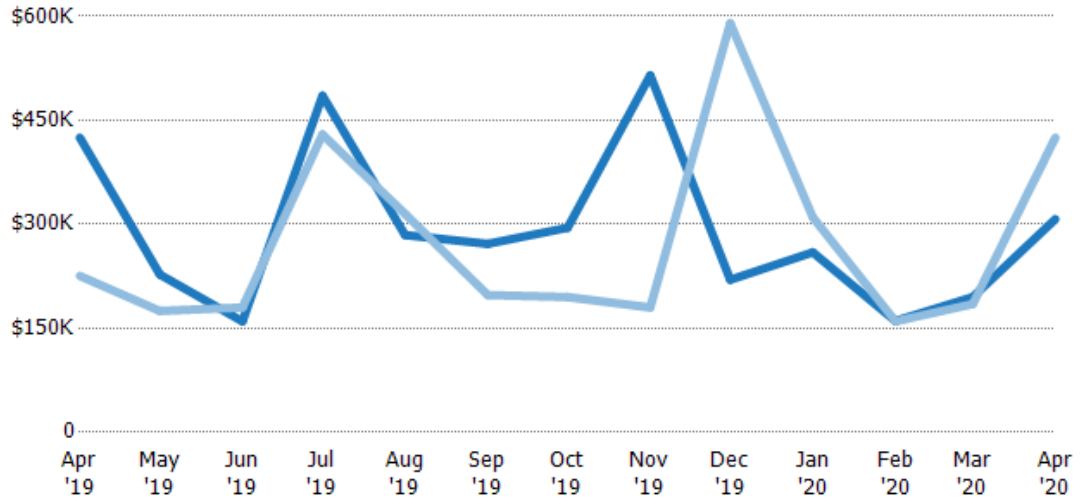
Median Sales Price

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.
Apr '20	\$308K	-27.6%
Apr '19	\$425K	88.5%
Apr '18	\$226K	28.6%



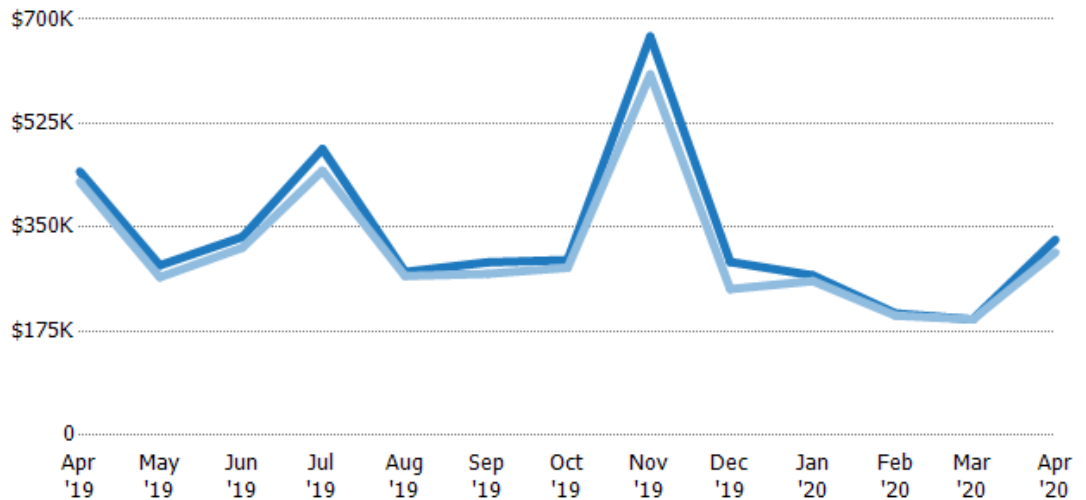
Current Year	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K	\$295K	\$515K	\$220K	\$260K	\$161K	\$195K	\$308K
Prior Year	\$226K	\$175K	\$180K	\$430K	\$315K	\$198K	\$195K	\$180K	\$590K	\$310K	\$160K	\$185K	\$425K
Percent Change from Prior Year	88%	30%	-11%	13%	-10%	37%	51%	186%	-63%	-16%	0%	5%	-28%

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,
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Property Type:
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Family Residence



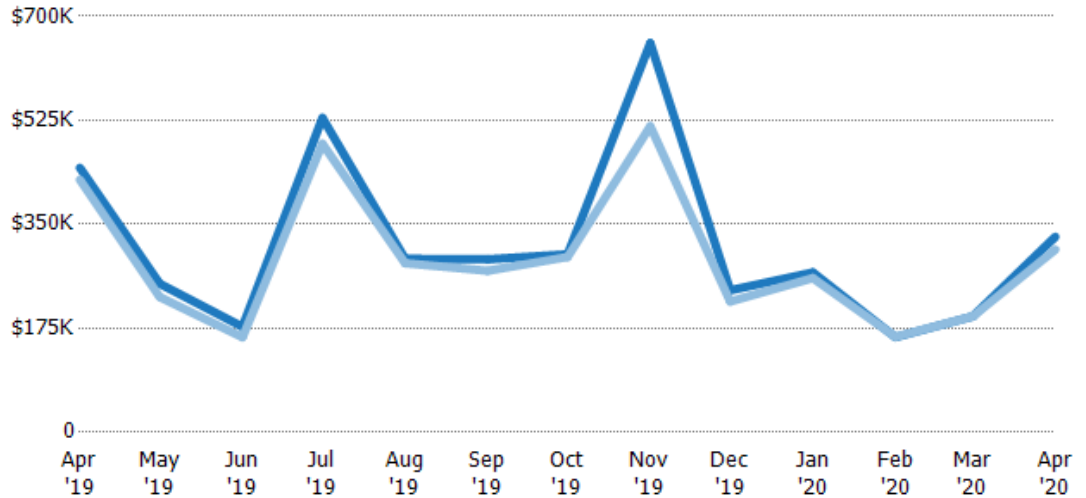
Avg List Price	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K	\$292K	\$269K	\$205K	\$195K	\$329K
Avg Sales Price	\$426K	\$266K	\$316K	\$445K	\$268K	\$272K	\$282K	\$607K	\$246K	\$260K	\$202K	\$195K	\$308K
Avg Sales Price as a % of Avg List Price	96%	93%	95%	92%	98%	93%	96%	91%	84%	96%	98%	100%	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

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



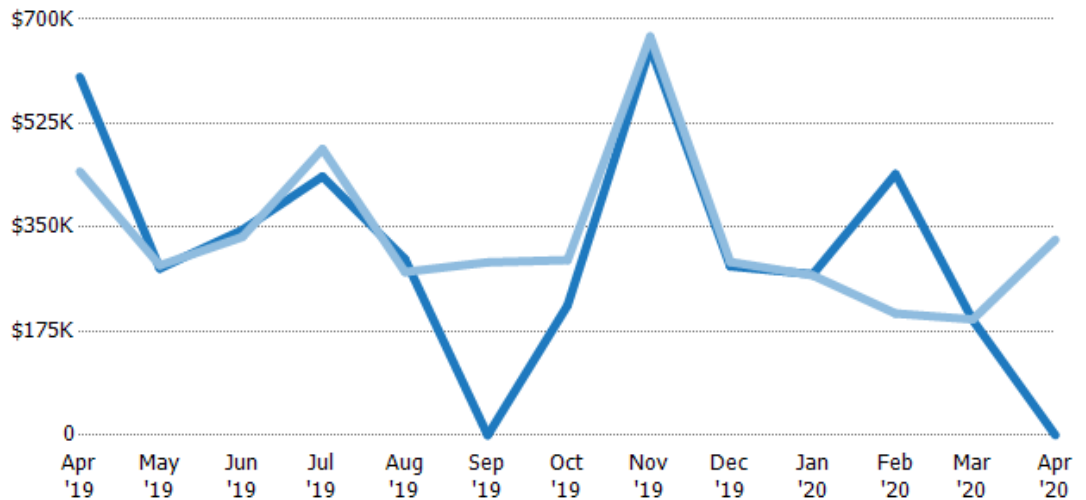
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K	\$300K	\$655K	\$239K	\$269K	\$160K	\$195K	\$329K
Median Sales Price	\$425K	\$228K	\$160K	\$486K	\$285K	\$272K	\$295K	\$515K	\$220K	\$260K	\$161K	\$195K	\$308K
Med Sales Price as a % of Med List Price	96%	91%	90%	92%	97%	93%	98%	79%	92%	96%	100%	100%	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



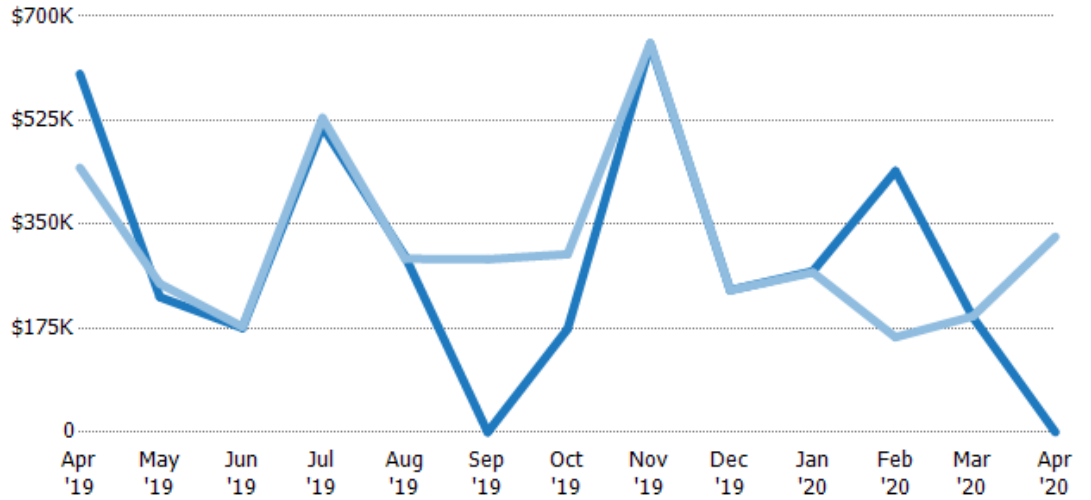
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$603K	\$281K	\$346K	\$436K	\$296K	\$0	\$219K	\$652K	\$284K	\$271K	\$440K	\$194K	\$0
Avg Sales Price	\$444K	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K	\$292K	\$269K	\$205K	\$195K	\$329K
Avg Sales Price as a % of Avg Est Value	74%	102%	97%	111%	93%	100%	135%	103%	103%	99%	47%	101%	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	\$603K	\$228K	\$175K	\$514K	\$296K	\$0	\$174K	\$652K	\$239K	\$271K	\$440K	\$194K	\$0
Median Sales Price	\$445K	\$250K	\$178K	\$529K	\$292K	\$291K	\$300K	\$655K	\$239K	\$269K	\$160K	\$195K	\$329K
Med Sales Price as a % of Med Est Value	74%	110%	101%	103%	99%	100%	172%	100%	100%	99%	36%	101%	100%