

Summary of Key Listing and Sales Metrics

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

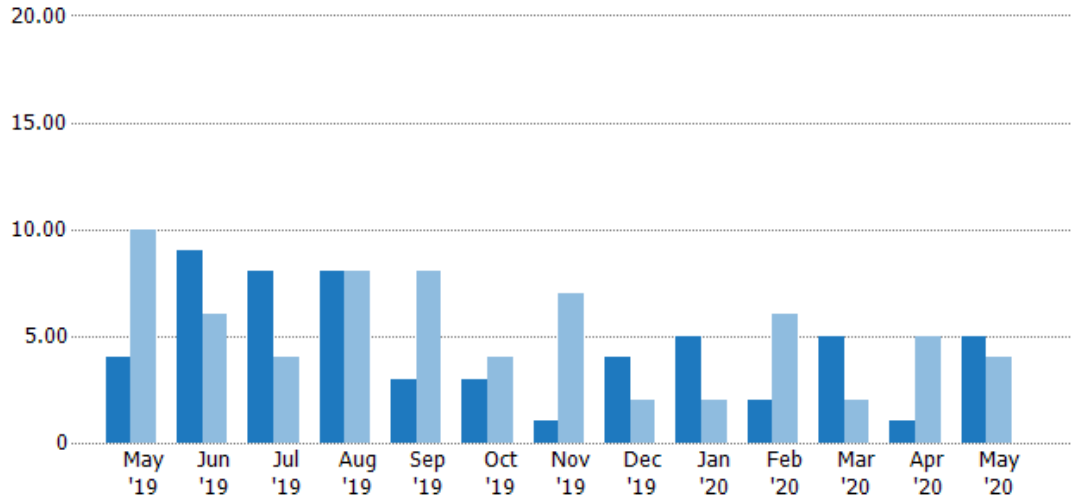
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	18	19	-5.3%
New Listing Volume	\$1,332,000	\$878,900	+51.6%	\$6,256,000	\$7,448,700	-16%
Active Listing Count	28	37	-24.3%	N/A	N/A	
Active Listing Volume	\$13,609,000	\$15,922,900	-14.5%	N/A	N/A	
Average Listing Price	\$486,036	\$430,349	+12.9%	\$492,407	\$440,214	+11.9%
Median Listing Price	\$404,500	\$379,000	+6.7%	\$393,304	\$369,996	+6.3%
Median Days in RPR	171	235	-27.2%	196.22	249.53	-21.4%
Months of Inventory	28	12.3	+127%	6.8	9.1	-25.8%
Absorption Rate	3.57%	8.11%	-4.5%	14.81%	11%	+3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	2	5	-60%	15	24	-37.5%
New Pending Sales Volume	\$515,000	\$1,290,900	-60.1%	\$2,907,800	\$7,921,000	-63.3%
Pending Sales Count	3	4	-25%	N/A	N/A	
Pending Sales Volume	\$665,000	\$1,919,900	-65.4%	N/A	N/A	
Closed Sales Count	2	7	-71.4%	9	20	-55%
Closed Sales Volume	\$292,000	\$1,861,500	-84.3%	\$1,860,100	\$5,601,500	-66.8%
Average Sales Price	\$146,000	\$265,929	-45.1%	\$206,678	\$280,075	-26.2%
Median Sales Price	\$146,000	\$227,500	-35.8%	\$188,467	\$244,625	-23%

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



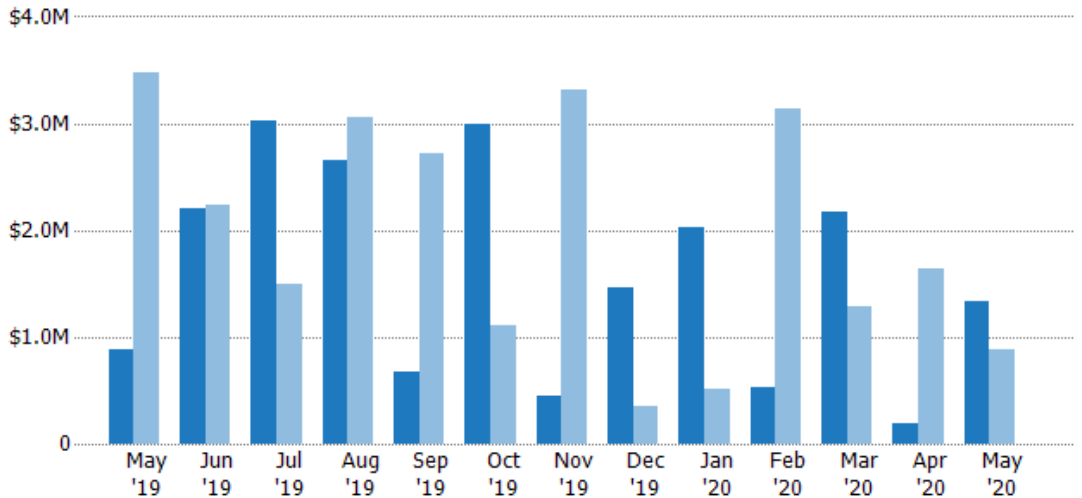
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4	9	8	8	3	3	1	4	5	2	5	1	5
Prior Year	10	6	4	8	8	4	7	2	2	6	2	5	4
Percent Change from Prior Year	-60%	50%	100%	0%	-63%	-25%	-86%	100%	150%	-67%	150%	-80%	25%

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



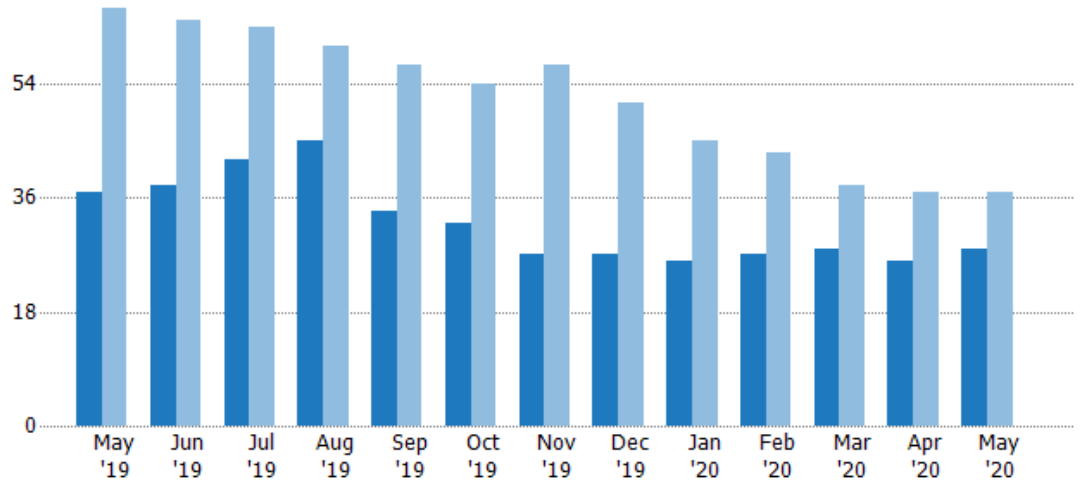
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$879K	\$2.21M	\$3.03M	\$2.65M	\$679K	\$2.99M	\$450K	\$1.47M	\$2.03M	\$530K	\$2.17M	\$189K	\$1.33M
Prior Year	\$3.47M	\$2.24M	\$1.49M	\$3.05M	\$2.72M	\$1.11M	\$3.32M	\$347K	\$512K	\$3.14M	\$1.28M	\$1.64M	\$879K
Percent Change from Prior Year	-75%	-1%	103%	-13%	-75%	168%	-86%	323%	297%	-83%	70%	-88%	52%

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.
May '20	28	-24.3%
May '19	37	-43.9%
May '18	66	-3%

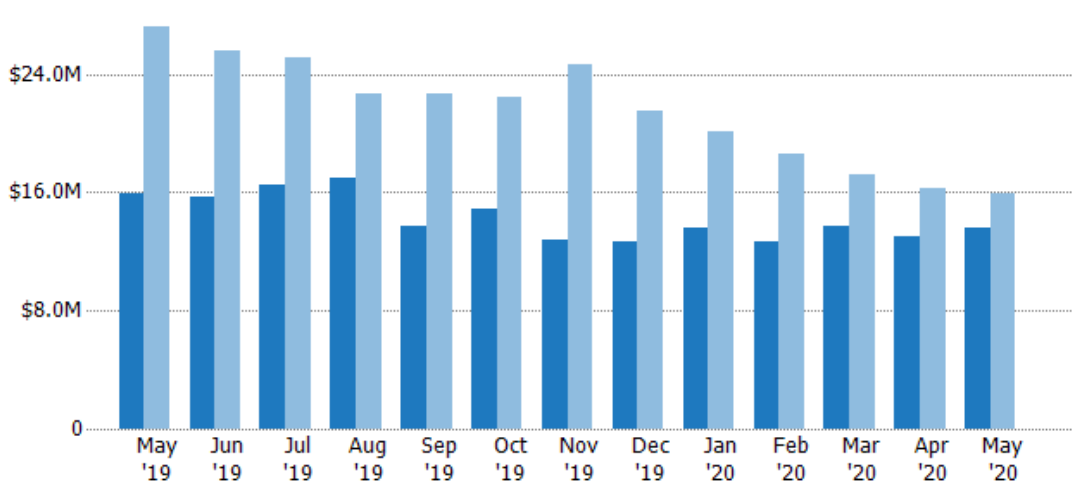
Month/Year	Count	% Chg.
May '20	28	-24.3%
May '19	37	-43.9%
May '18	66	-3%

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.
May '20	\$13.6M	-14.5%
May '19	\$15.9M	-41.5%
May '18	\$27.2M	-7.9%

Month/Year	Volume	% Chg.
May '20	\$13.6M	-14.5%
May '19	\$15.9M	-41.5%
May '18	\$27.2M	-7.9%

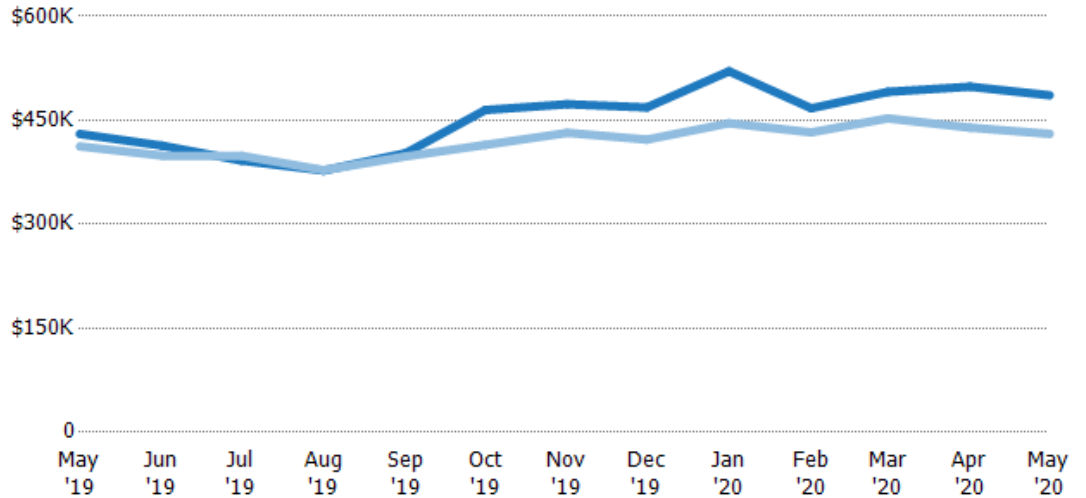
Average Listing Price

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.
May '20	\$486K	12.9%
May '19	\$430K	4.4%
May '18	\$412K	-5%



Current Year	\$430K	\$413K	\$392K	\$377K	\$403K	\$465K	\$473K	\$469K	\$521K	\$467K	\$491K	\$499K	\$486K
Prior Year	\$412K	\$399K	\$399K	\$378K	\$398K	\$415K	\$432K	\$422K	\$446K	\$433K	\$453K	\$439K	\$430K
Percent Change from Prior Year	4%	4%	-2%	0%	1%	12%	10%	11%	17%	8%	8%	13%	13%

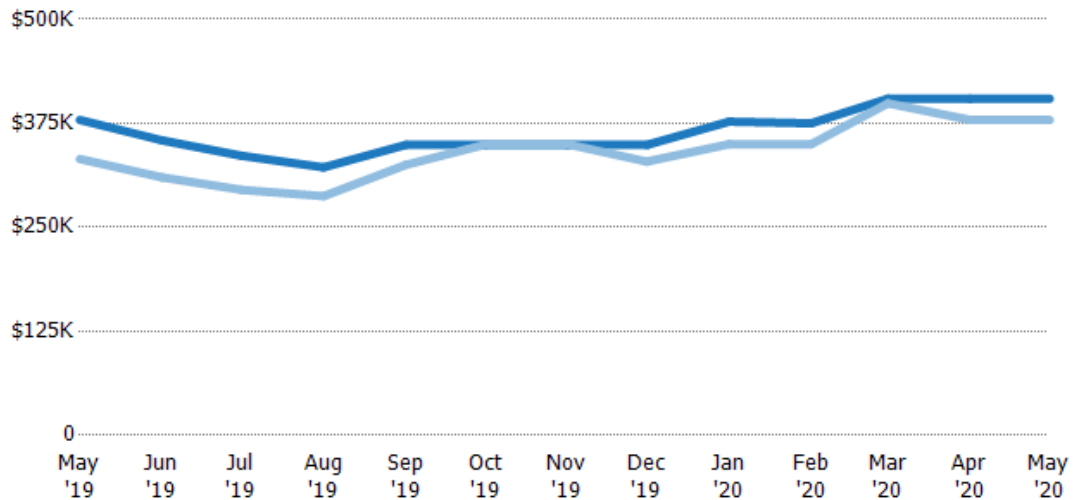
Median Listing Price

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.
May '20	\$405K	6.7%
May '19	\$379K	14.2%
May '18	\$332K	-25%



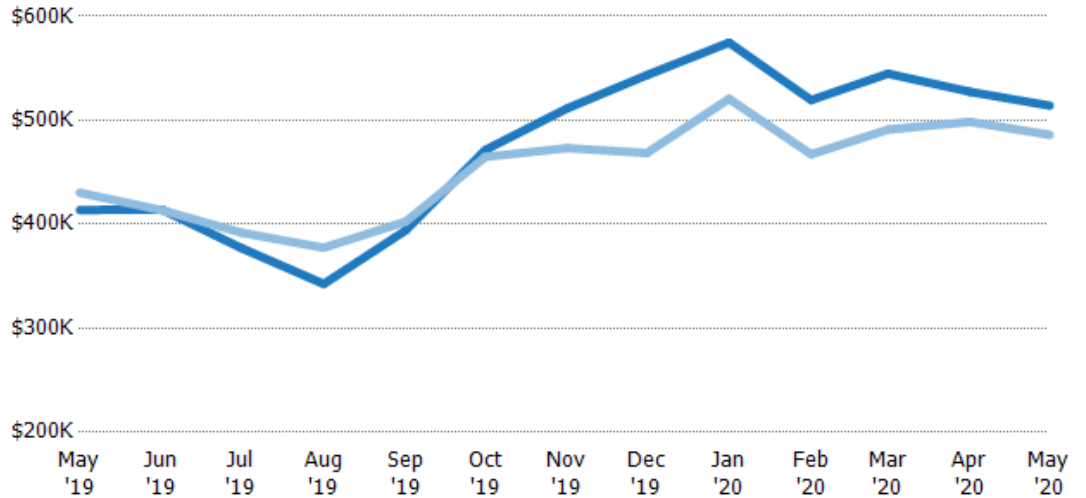
Current Year	\$379K	\$354K	\$336K	\$322K	\$349K	\$349K	\$349K	\$349K	\$377K	\$375K	\$405K	\$405K	\$405K
Prior Year	\$332K	\$310K	\$295K	\$287K	\$325K	\$349K	\$350K	\$329K	\$350K	\$350K	\$399K	\$379K	\$379K
Percent Change from Prior Year	14%	14%	14%	12%	7%	0%	0%	6%	8%	7%	1%	7%	7%

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



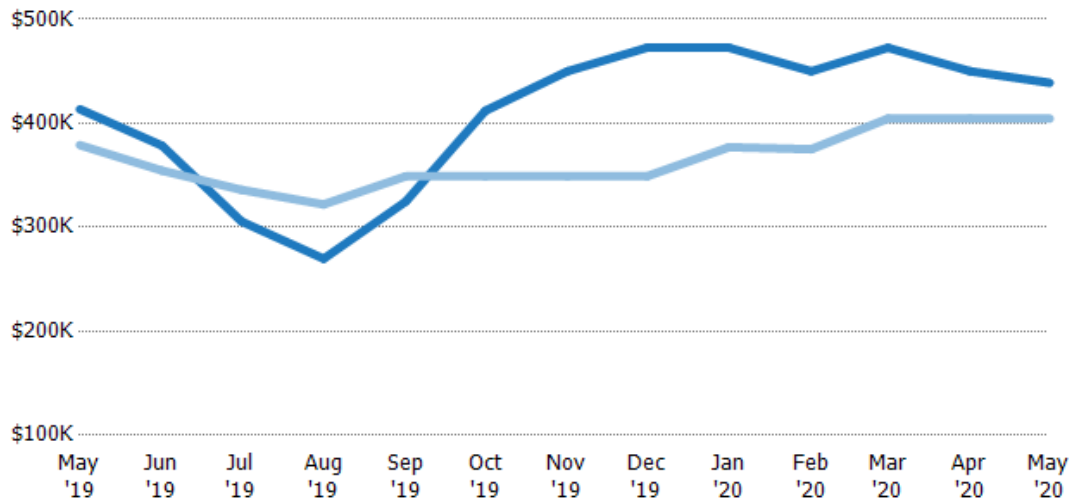
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$414K	\$414K	\$377K	\$343K	\$394K	\$471K	\$512K	\$543K	\$575K	\$519K	\$545K	\$527K	\$514K
Avg Listing Price	\$430K	\$413K	\$392K	\$377K	\$403K	\$465K	\$473K	\$469K	\$521K	\$467K	\$491K	\$499K	\$486K
Avg Listing Price as a % of Avg Est Value	104%	100%	104%	110%	102%	99%	93%	86%	91%	90%	90%	95%	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



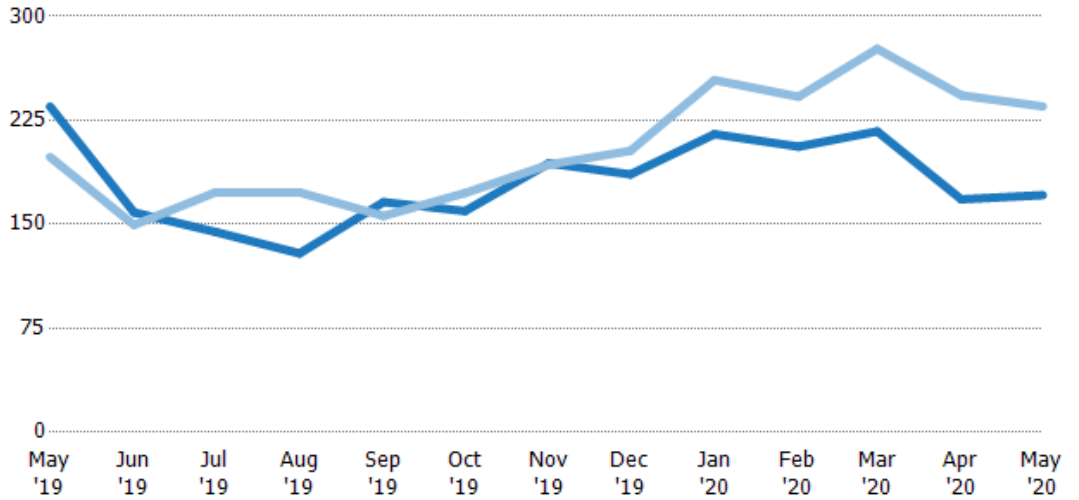
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$414K	\$379K	\$306K	\$270K	\$325K	\$412K	\$450K	\$473K	\$473K	\$450K	\$473K	\$450K	\$439K
Median Listing Price	\$379K	\$354K	\$336K	\$322K	\$349K	\$349K	\$349K	\$349K	\$377K	\$375K	\$405K	\$405K	\$405K
Med Listing Price as a % of Med Est Value	92%	94%	110%	119%	107%	85%	78%	74%	80%	83%	86%	90%	92%

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



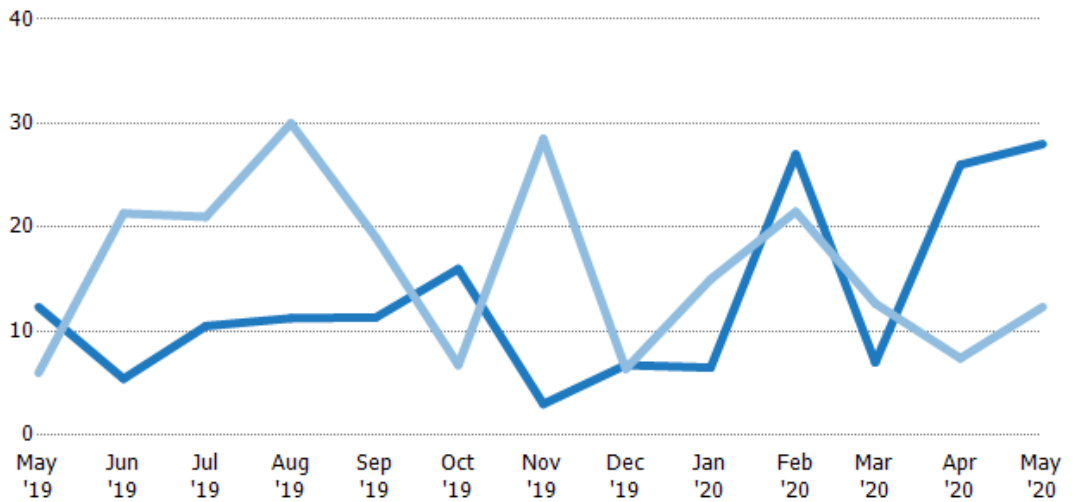
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	235	159	145	129	166	160	194	186	215	206	217	168	171
Prior Year	199	150	173	173	156	173	193	203	254	242	277	243	235
Percent Change from Prior Year	18%	6%	-16%	-25%	6%	-8%	1%	-8%	-15%	-15%	-22%	-31%	-27%

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



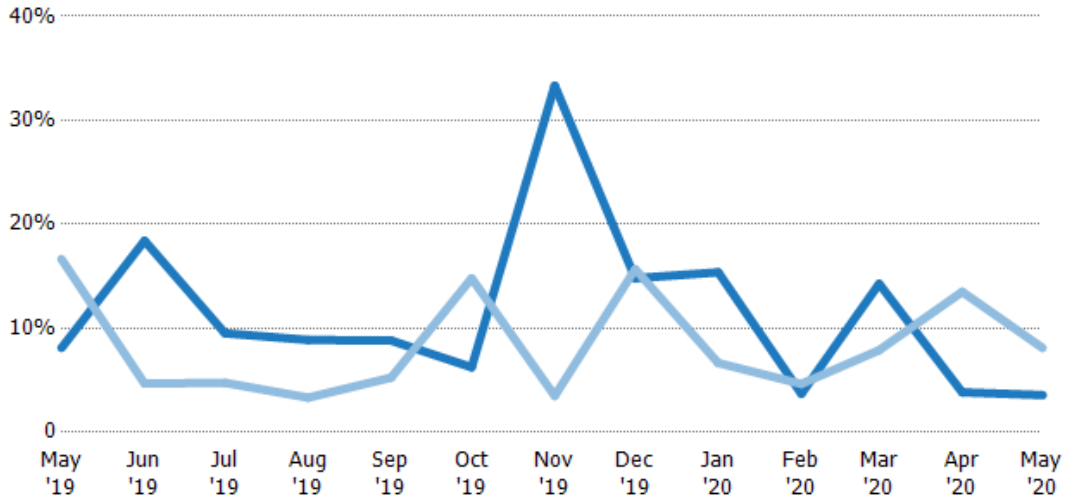
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	12.3	5.43	10.5	11.3	11.3	16	3	6.75	6.5	27	7	26	28
Prior Year	6	21.3	21	30	19	6.75	28.5	6.38	15	21.5	12.7	7.4	12.3
Percent Change from Prior Year	106%	-75%	-50%	-63%	-40%	137%	-89%	6%	-57%	26%	-45%	251%	127%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



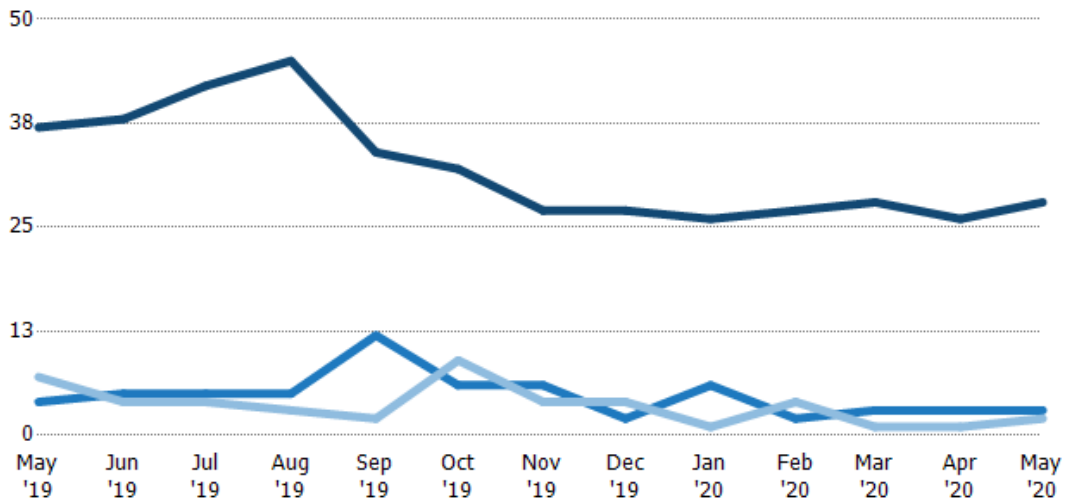
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	8%	18%	10%	9%	9%	6%	33%	15%	15%	4%	14%	4%	4%
Prior Year	17%	5%	5%	3%	5%	15%	4%	16%	7%	5%	8%	14%	8%
Change from Prior Year	9%	-14%	-5%	-6%	-4%	9%	-30%	1%	-9%	1%	-6%	10%	5%

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



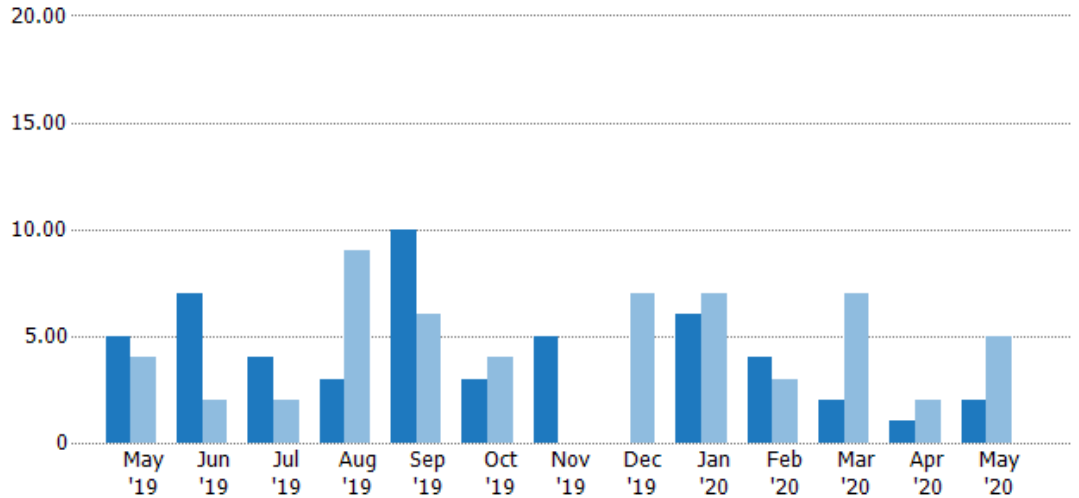
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	37	38	42	45	34	32	27	27	26	27	28	26	28
Pending	4	5	5	5	12	6	6	2	6	2	3	3	3
Sold	7	4	4	3	2	9	4	4	1	4	1	1	2

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



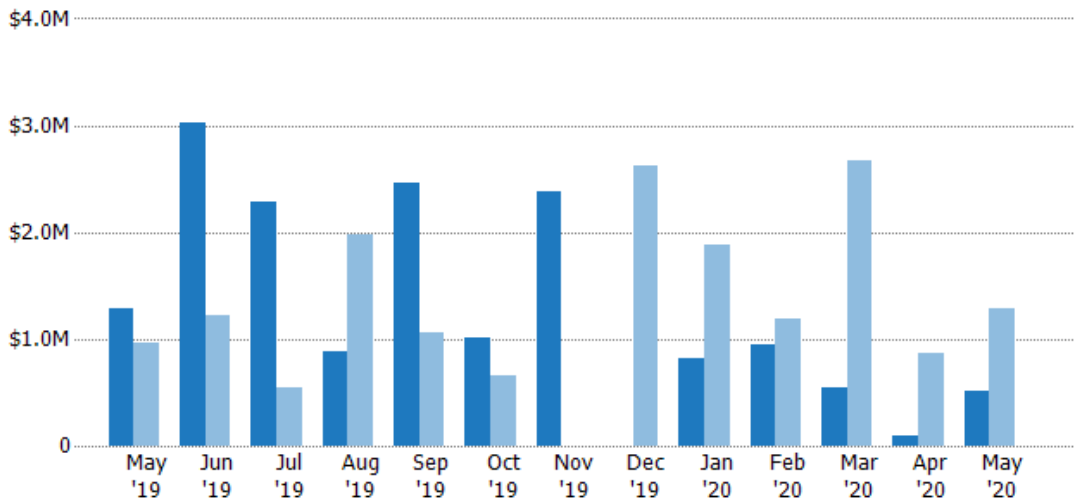
Current Year	5	7	4	3	10	3	5	-	6	4	2	1	2
Prior Year	4	2	2	9	6	4	-	7	7	3	7	2	5
Percent Change from Prior Year	25%	250%	100%	-67%	67%	-25%	100%	-100%	-14%	33%	-71%	-50%	-60%

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



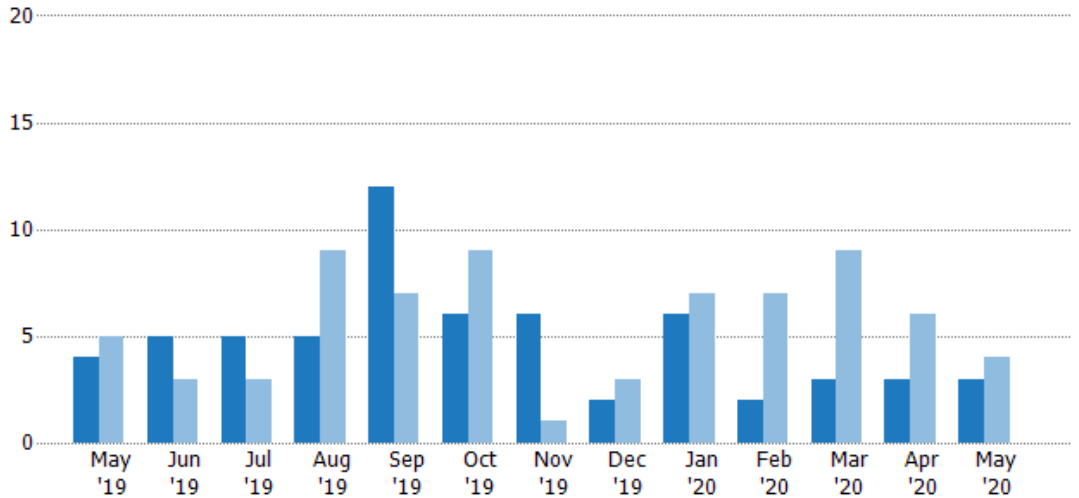
Current Year	\$1.29M	\$3.02M	\$2.28M	\$882K	\$2.46M	\$1M	\$2.37M	-	\$814K	\$942K	\$538K	\$99K	\$515K
Prior Year	\$970K	\$1.22M	\$550K	\$1.98M	\$1.06M	\$665K	-	\$2.62M	\$1.89M	\$1.19M	\$2.68M	\$875K	\$1.29M
Percent Change from Prior Year	33%	147%	315%	-55%	132%	51%	100%	-100%	-57%	-21%	-80%	-89%	-60%

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



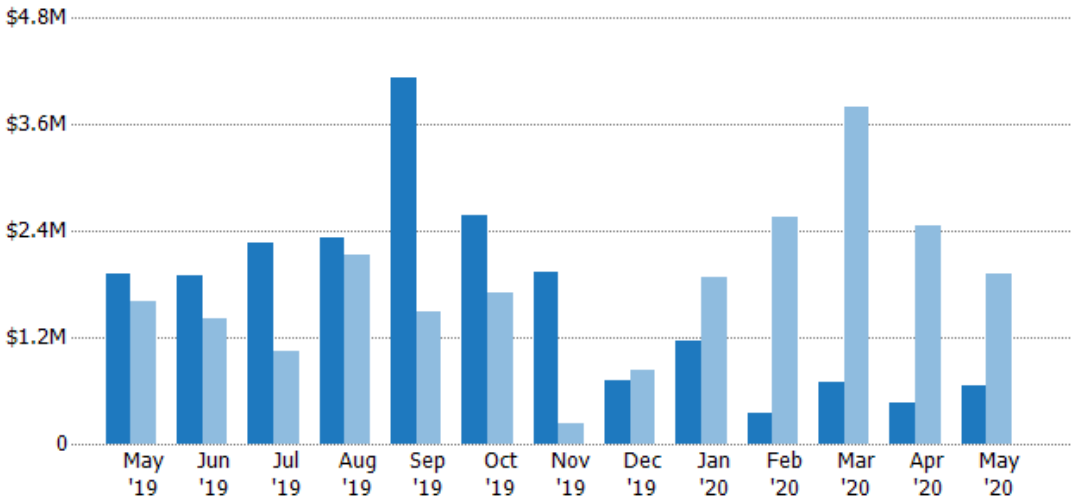
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4	5	5	5	12	6	6	2	6	2	3	3	3
Prior Year	5	3	3	9	7	9	1	3	7	7	9	6	4
Percent Change from Prior Year	-20%	67%	67%	-44%	71%	-33%	500%	-33%	-14%	-71%	-67%	-50%	-25%

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



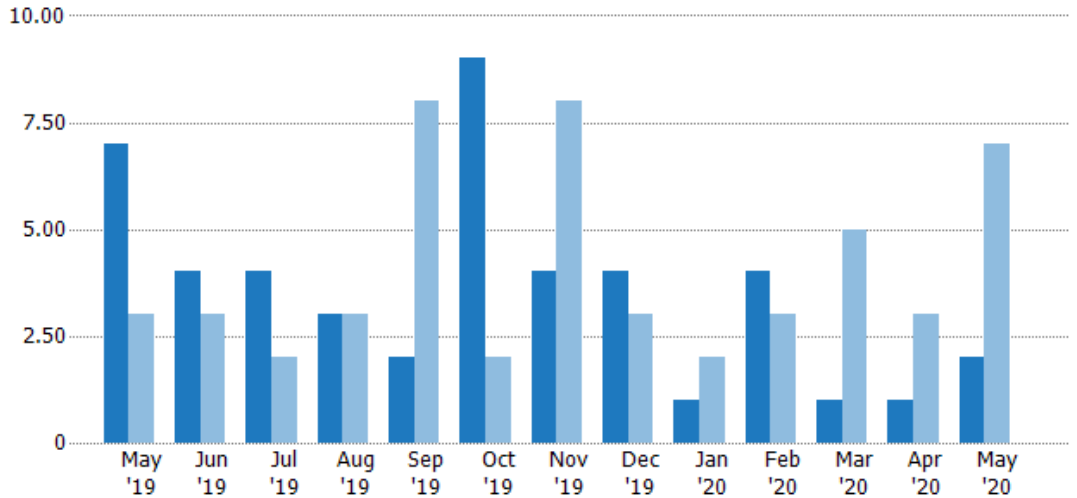
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.92M	\$1.9M	\$2.26M	\$2.32M	\$4.13M	\$2.57M	\$1.94M	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K
Prior Year	\$1.62M	\$1.42M	\$1.04M	\$2.13M	\$1.49M	\$1.71M	\$225K	\$823K	\$1.89M	\$2.56M	\$3.79M	\$2.46M	\$1.92M
Percent Change from Prior Year	19%	34%	116%	9%	177%	50%	761%	-13%	-38%	-87%	-82%	-81%	-65%

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



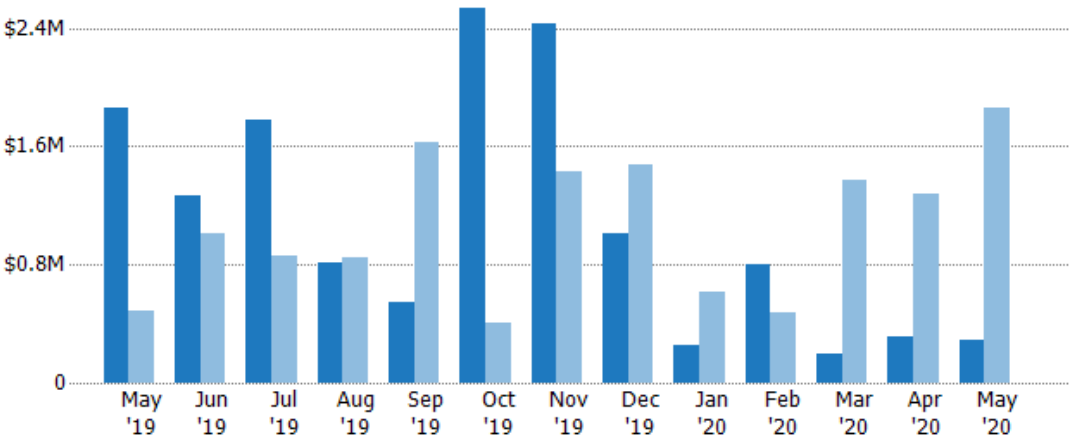
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7	4	4	3	2	9	4	4	1	4	1	1	2
Prior Year	3	3	2	3	8	2	8	3	2	3	5	3	7
Percent Change from Prior Year	133%	33%	100%	0%	-75%	350%	-50%	33%	-50%	33%	-80%	-67%	-71%

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



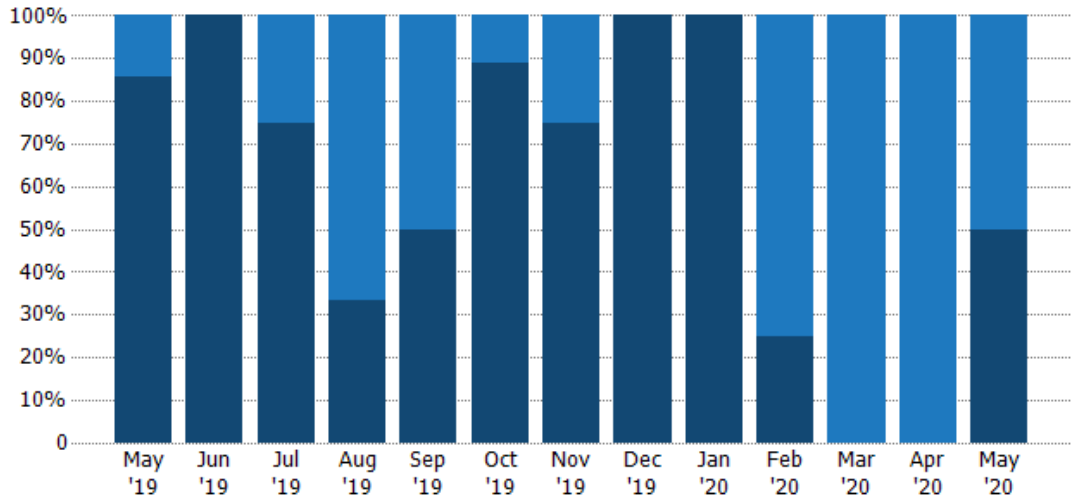
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.86M	\$1.26M	\$1.78M	\$812K	\$544K	\$2.54M	\$2.43M	\$1.01M	\$260K	\$806K	\$195K	\$308K	\$292K
Prior Year	\$483K	\$1.01M	\$859K	\$845K	\$1.63M	\$410K	\$1.43M	\$1.48M	\$620K	\$470K	\$1.37M	\$1.28M	\$1.86M
Percent Change from Prior Year	285%	25%	107%	-4%	-67%	520%	70%	-32%	-58%	72%	-86%	-76%	-84%

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



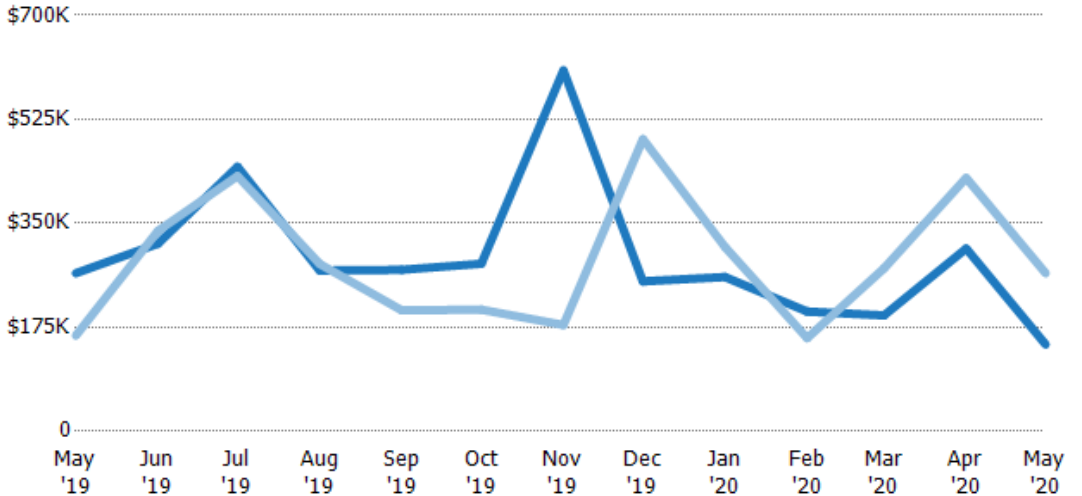
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	14%	-	25%	67%	50%	11%	25%	-	-	75%	100%	100%	50%
Single Family Residence	86%	100%	75%	33%	50%	89%	75%	100%	100%	25%	-	-	50%

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.
May '20	\$146K	-45.1%
May '19	\$266K	65.2%
May '18	\$161K	-7%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$266K	\$316K	\$445K	\$271K	\$272K	\$282K	\$607K	\$252K	\$260K	\$202K	\$195K	\$308K	\$146K
Prior Year	\$161K	\$337K	\$430K	\$282K	\$204K	\$205K	\$179K	\$492K	\$310K	\$157K	\$274K	\$426K	\$266K
Percent Change from Prior Year	65%	-6%	4%	-4%	34%	38%	240%	-49%	-16%	29%	-29%	-28%	-45%

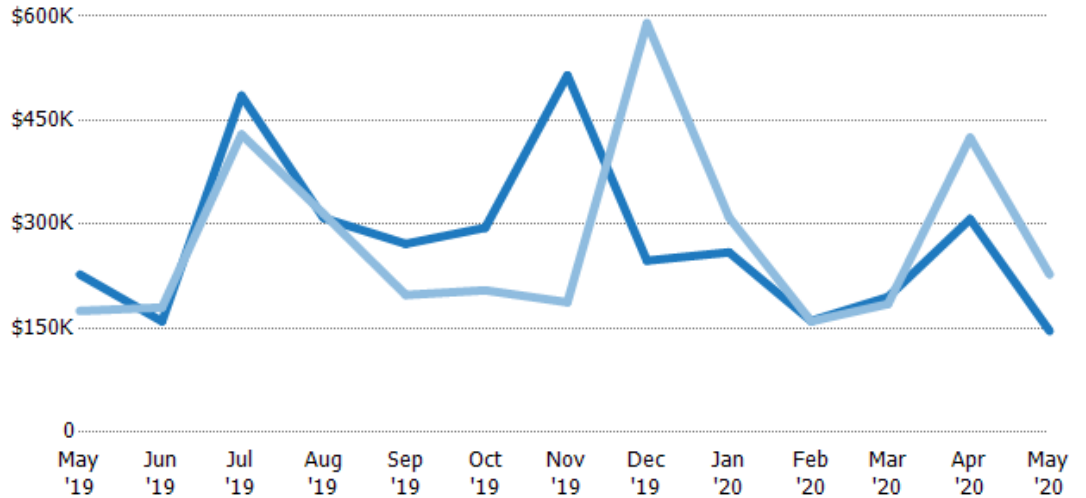
Median Sales Price

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.
May '20	\$146K	-35.8%
May '19	\$228K	30%
May '18	\$175K	-2.1%



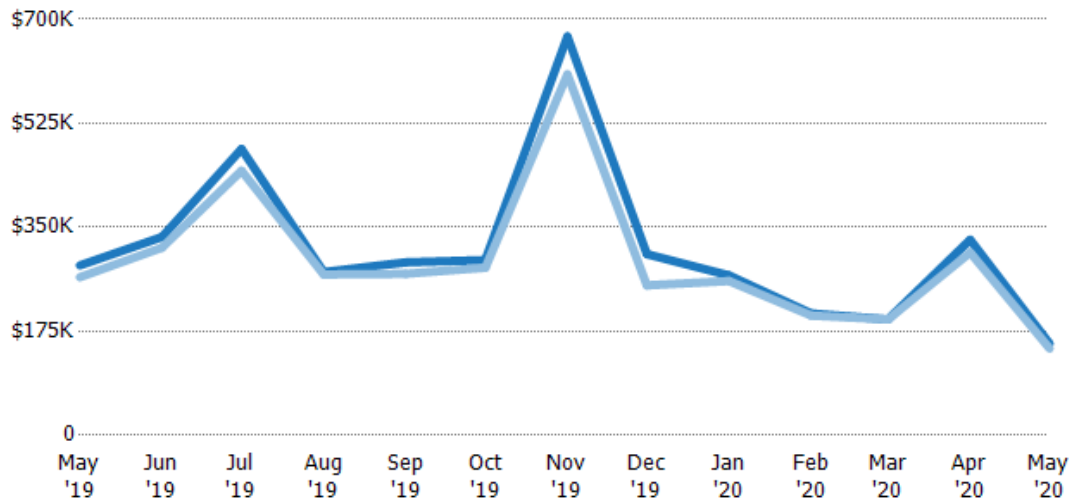
Current Year	\$228K	\$160K	\$486K	\$309K	\$272K	\$295K	\$515K	\$248K	\$260K	\$161K	\$195K	\$308K	\$146K
Prior Year	\$175K	\$180K	\$430K	\$315K	\$198K	\$205K	\$188K	\$590K	\$310K	\$160K	\$185K	\$425K	\$228K
Percent Change from Prior Year	30%	-11%	13%	-2%	37%	44%	175%	-58%	-16%	0%	5%	-28%	-36%

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



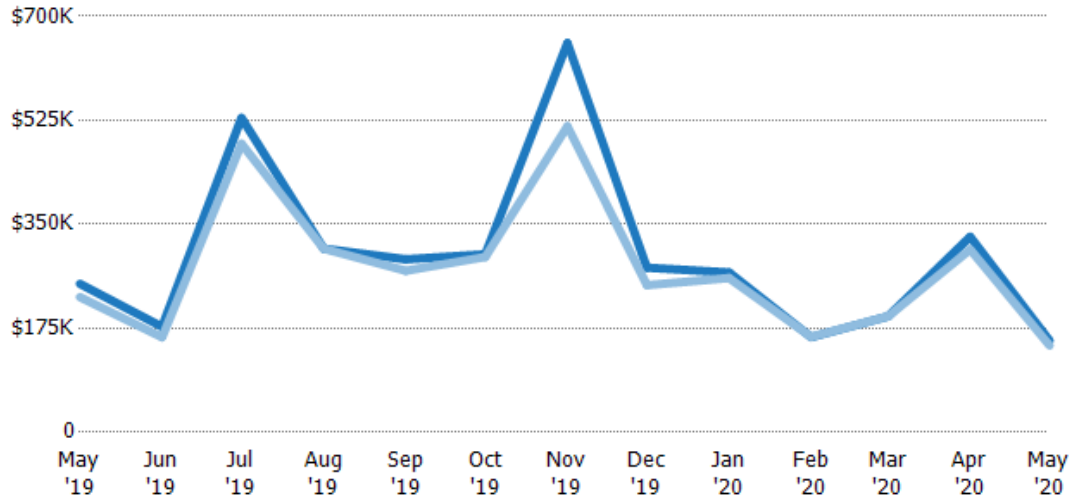
Avg List Price	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K	\$305K	\$269K	\$205K	\$195K	\$329K	\$154K
Avg Sales Price	\$266K	\$316K	\$445K	\$271K	\$272K	\$282K	\$607K	\$252K	\$260K	\$202K	\$195K	\$308K	\$146K
Avg Sales Price as a % of Avg List Price	93%	95%	92%	99%	93%	96%	91%	83%	96%	98%	100%	93%	95%

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



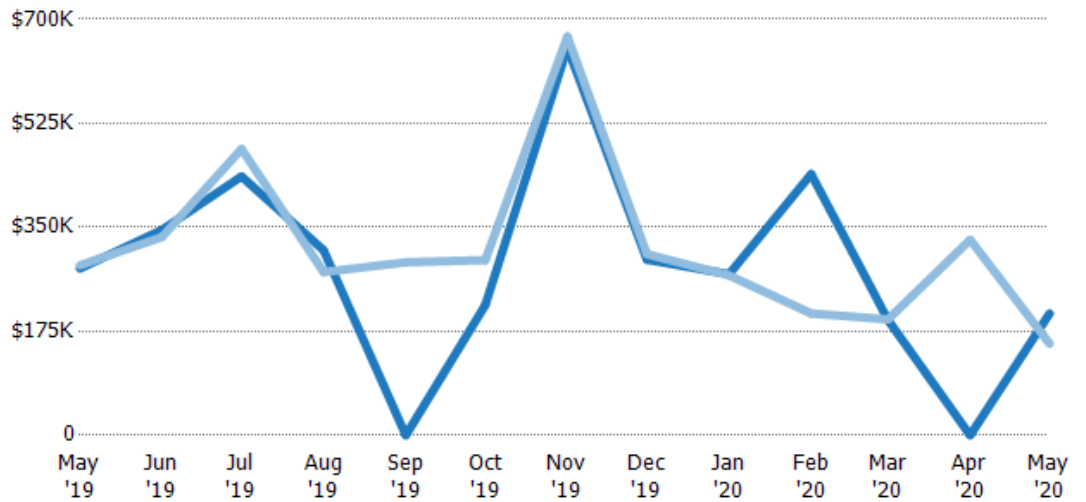
Median List Price	\$250K	\$178K	\$529K	\$309K	\$291K	\$300K	\$655K	\$277K	\$269K	\$160K	\$195K	\$329K	\$154K
Median Sales Price	\$228K	\$160K	\$486K	\$309K	\$272K	\$295K	\$515K	\$248K	\$260K	\$161K	\$195K	\$308K	\$146K
Med Sales Price as a % of Med List Price	91%	90%	92%	100%	93%	98%	79%	89%	96%	100%	100%	93%	95%

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



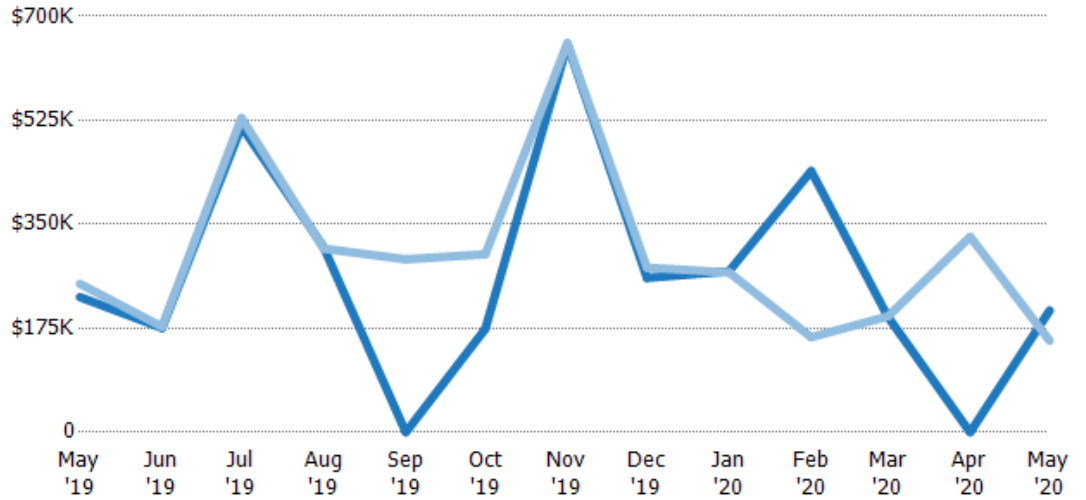
Avg Est Value	\$281K	\$346K	\$436K	\$311K	\$0	\$219K	\$652K	\$296K	\$271K	\$440K	\$194K	\$0	\$205K
Avg Sales Price	\$286K	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K	\$305K	\$269K	\$205K	\$195K	\$329K	\$154K
Avg Sales Price as a % of Avg Est Value	102%	97%	111%	88%	100%	135%	103%	103%	99%	47%	101%	100%	75%

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	\$228K	\$175K	\$514K	\$311K	\$0	\$174K	\$652K	\$260K	\$271K	\$440K	\$194K	\$0	\$205K
Median Sales Price	\$250K	\$178K	\$529K	\$309K	\$291K	\$300K	\$655K	\$277K	\$269K	\$160K	\$195K	\$329K	\$154K
Med Sales Price as a % of Med Est Value	110%	101%	103%	99%	100%	172%	100%	107%	99%	36%	101%	100%	75%