

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	9	-33.3%	24	29	-17.2%
New Listing Volume	\$1,578,900	\$2,209,000	-28.5%	\$7,830,900	\$9,896,700	-20.9%
Active Listing Count	27	37	-27%	N/A	N/A	
Active Listing Volume	\$12,674,900	\$15,202,900	-16.6%	N/A	N/A	
Average Listing Price	\$469,441	\$410,889	+14.2%	\$487,592	\$431,385	+13%
Median Listing Price	\$375,000	\$349,900	+7.2%	\$385,427	\$358,161	+7.6%
Median Days in RPR	138	122	+13.1%	188.44	203.52	-7.4%
Months of Inventory	13.5	5.3	+155.4%	6.3	9.3	-32.6%
Absorption Rate	7.41%	18.92%	-11.5%	15.92%	10.73%	+5.2%
Sales Activity Charts Metrics						
New Pending Sales Count	5	7	-28.6%	20	31	-35.5%
New Pending Sales Volume	\$1,368,000	\$3,017,000	-54.7%	\$4,275,800	\$10,938,000	-60.9%
Pending Sales Count	7	5	+40%	N/A	N/A	
Pending Sales Volume	\$1,948,000	\$1,902,000	+2.4%	N/A	N/A	
Closed Sales Count	–	4	–	9	25	-64%
Closed Sales Volume	–	\$1,262,750	–	\$1,860,100	\$7,191,750	-74.1%
Average Sales Price	–	\$315,688	–	\$206,678	\$287,670	-28.2%
Median Sales Price	–	\$159,875	–	\$188,467	\$235,780	-20.1%

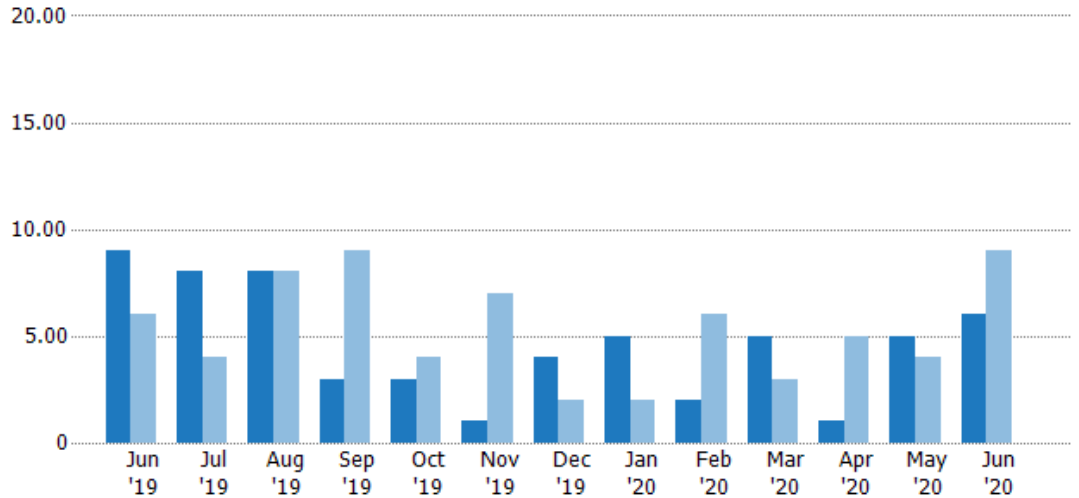
New Listings

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

Month/Year	Count	% Chg.
Jun '20	6	-33.3%
Jun '19	9	50%
Jun '18	6	66.7%



Current Year	9	8	8	3	3	1	4	5	2	5	1	5	6
Prior Year	6	4	8	9	4	7	2	2	6	3	5	4	9
Percent Change from Prior Year	50%	100%	0%	-67%	-25%	-86%	100%	150%	-67%	67%	-80%	25%	-33%

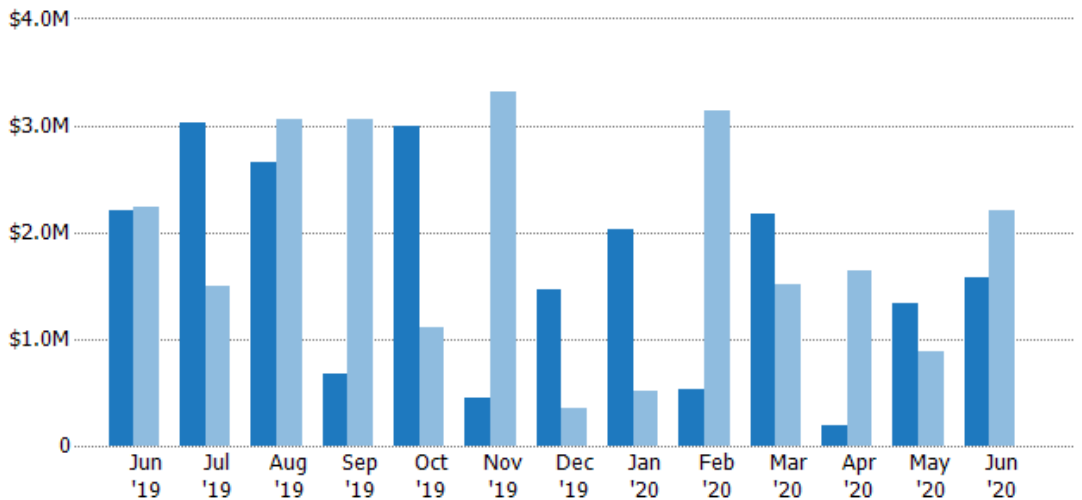
New Listing Volume

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.
Jun '20	\$1.58M	-28.5%
Jun '19	\$2.21M	-1.3%
Jun '18	\$2.24M	32.7%



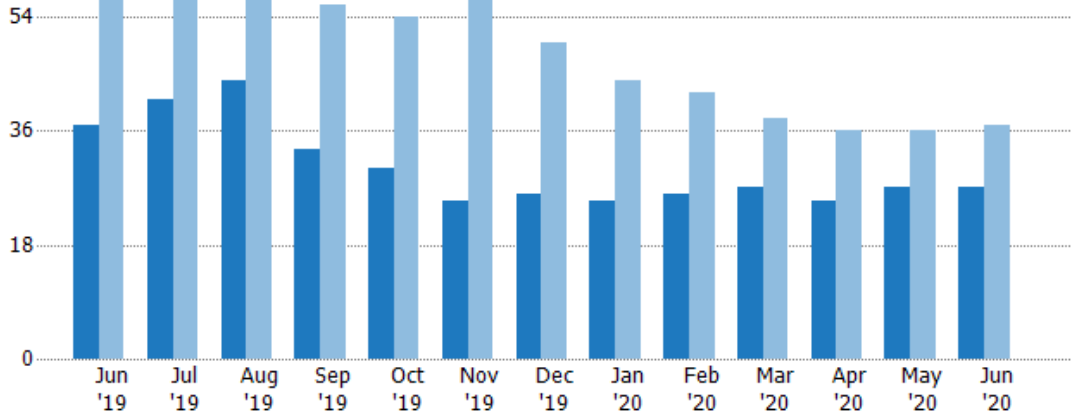
Current Year	\$2.21M	\$3.03M	\$2.65M	\$679K	\$2.99M	\$450K	\$1.47M	\$2.03M	\$530K	\$2.17M	\$185K	\$1.33M	\$1.58M
Prior Year	\$2.24M	\$1.49M	\$3.05M	\$3.05M	\$1.11M	\$3.32M	\$347K	\$512K	\$3.14M	\$1.52M	\$1.64M	\$879K	\$2.21M
Percent Change from Prior Year	-1%	103%	-13%	-78%	168%	-86%	323%	297%	-83%	43%	-89%	52%	-29%

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



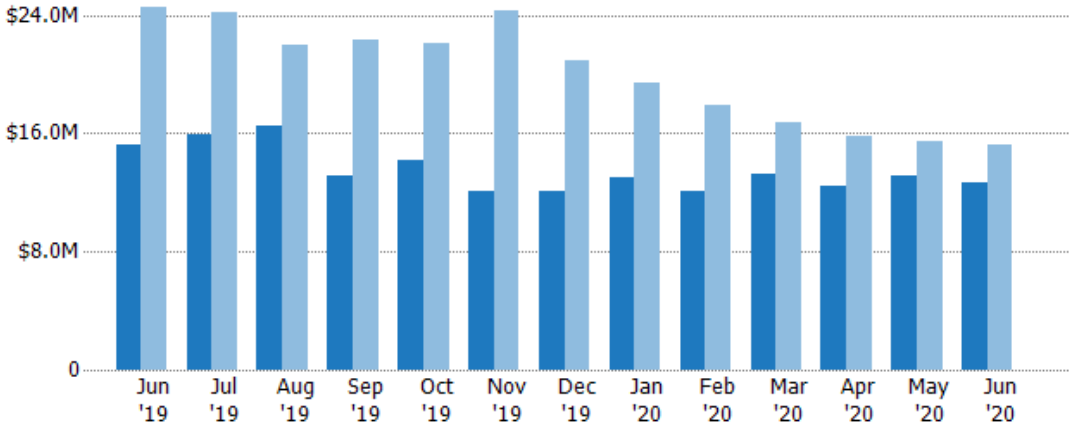
Month/Year	Count	% Chg.
Jun '20	27	-27%
Jun '19	37	-39.3%
Jun '18	61	9.8%

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.
Jun '20	\$12.7M	-16.6%
Jun '19	\$15.2M	-38%
Jun '18	\$24.5M	6.8%

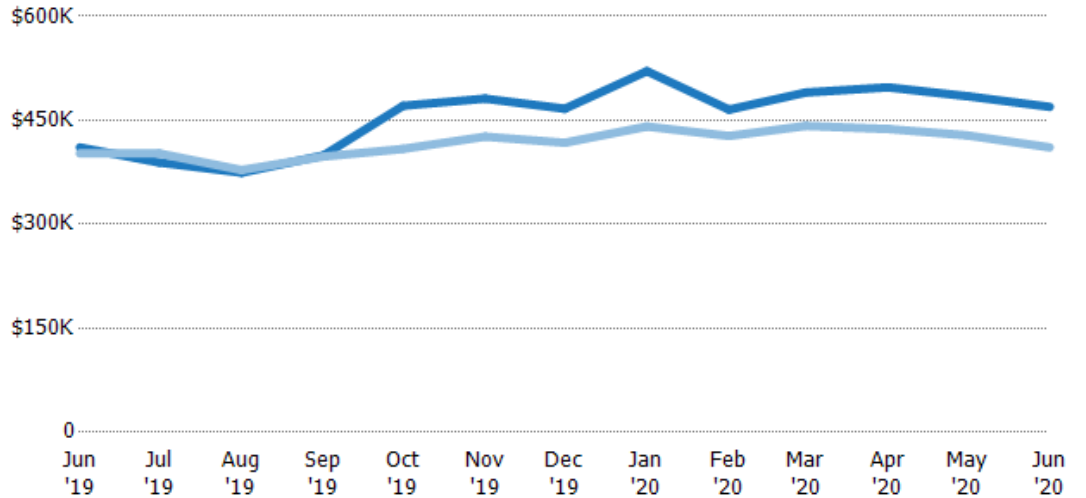
Average Listing Price

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.
Jun '20	\$469K	14.2%
Jun '19	\$411K	2.1%
Jun '18	\$402K	-2.8%



Current Year	\$411K	\$389K	\$374K	\$399K	\$471K	\$481K	\$467K	\$521K	\$465K	\$490K	\$498K	\$485K	\$469K
Prior Year	\$402K	\$402K	\$378K	\$398K	\$409K	\$426K	\$418K	\$441K	\$427K	\$442K	\$437K	\$428K	\$411K
Percent Change from Prior Year	2%	-3%	-1%	0%	15%	13%	12%	18%	9%	11%	14%	13%	14%

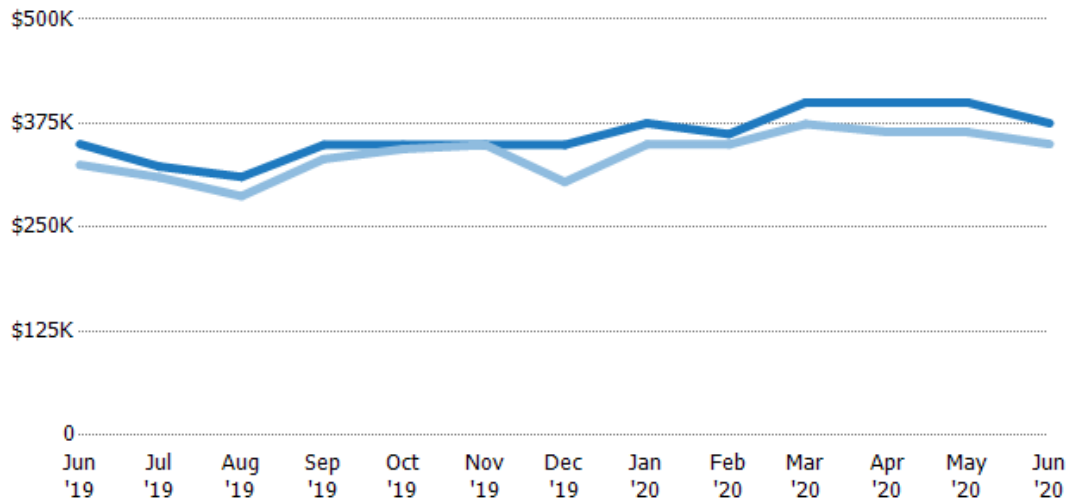
Median Listing Price

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.
Jun '20	\$375K	7.2%
Jun '19	\$350K	7.7%
Jun '18	\$325K	-23.4%



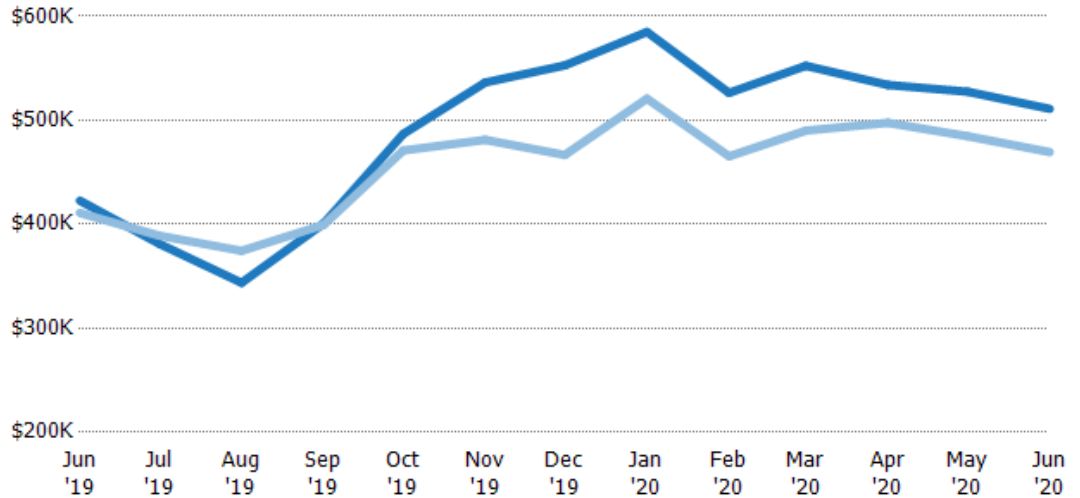
Current Year	\$350K	\$323K	\$311K	\$349K	\$349K	\$349K	\$349K	\$375K	\$362K	\$400K	\$400K	\$400K	\$375K
Prior Year	\$325K	\$310K	\$287K	\$332K	\$344K	\$349K	\$304K	\$349K	\$349K	\$374K	\$364K	\$364K	\$350K
Percent Change from Prior Year	8%	4%	8%	5%	1%	0%	15%	7%	4%	7%	10%	10%	7%

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

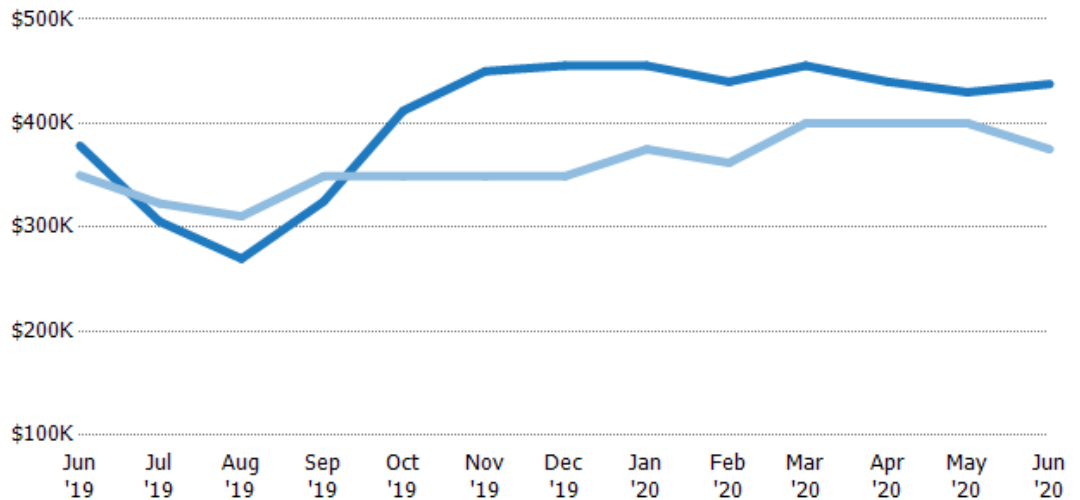


Median Listing Price vs Median Est Value

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



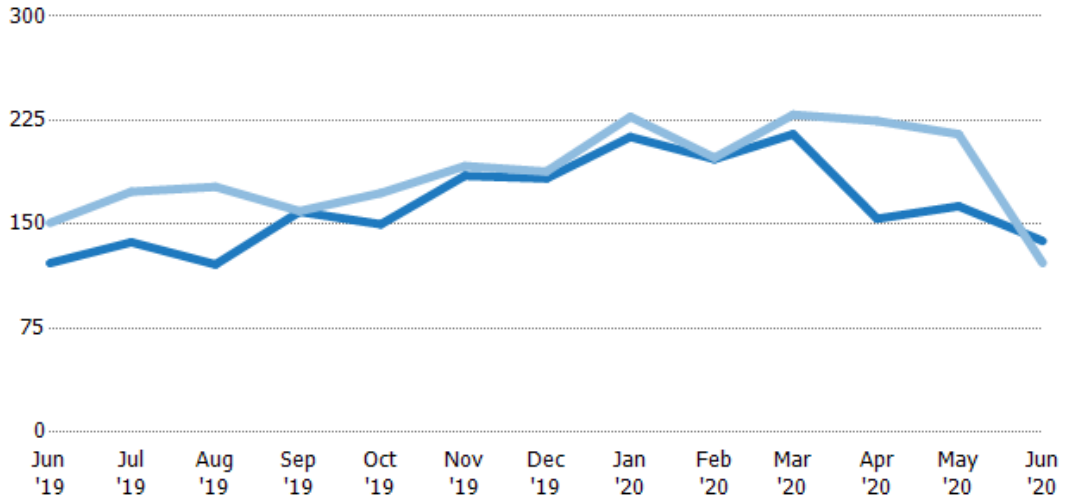
Median Days in RPR

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.
Jun '20	138	13.1%
Jun '19	122	-19.2%
Jun '18	151	29.1%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	122	137	121	159	150	185	183	213	197	215	154	163	138
Prior Year	151	174	177	160	173	192	188	228	198	229	225	215	122
Percent Change from Prior Year	-19%	-21%	-32%	0%	-13%	-4%	-3%	-6%	-1%	-6%	-31%	-24%	13%

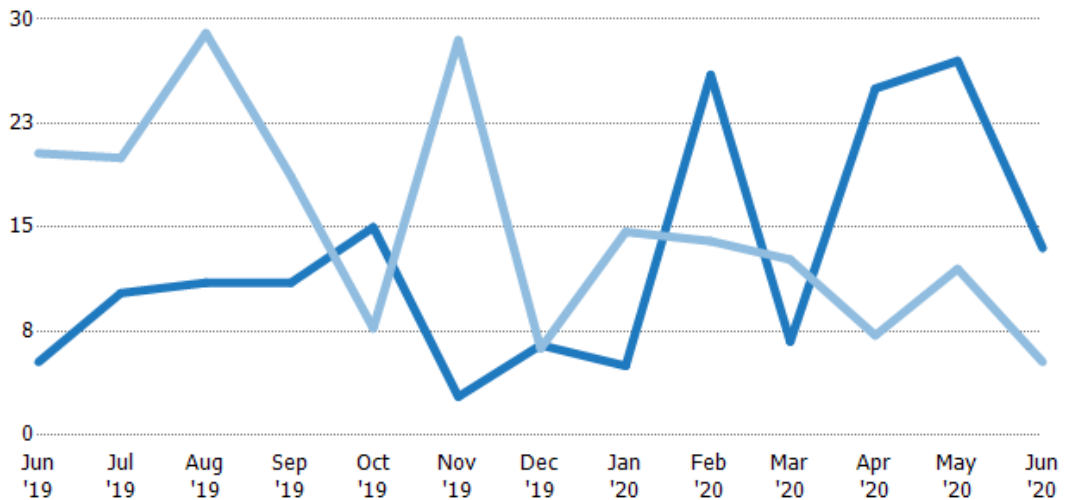
Months of Inventory

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.
Jun '20	13.5	155.4%
Jun '19	5.29	-74%
Jun '18	20.3	-17.6%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	5.29	10.3	11	11	15	2.78	6.5	5	26	6.75	25	27	13.5
Prior Year	20.3	20	29	18.7	7.71	28.5	6.25	14.7	14	12.7	7.2	12	5.29
Percent Change from Prior Year	-74%	-49%	-62%	-41%	94%	-90%	4%	-66%	86%	-47%	247%	125%	155%

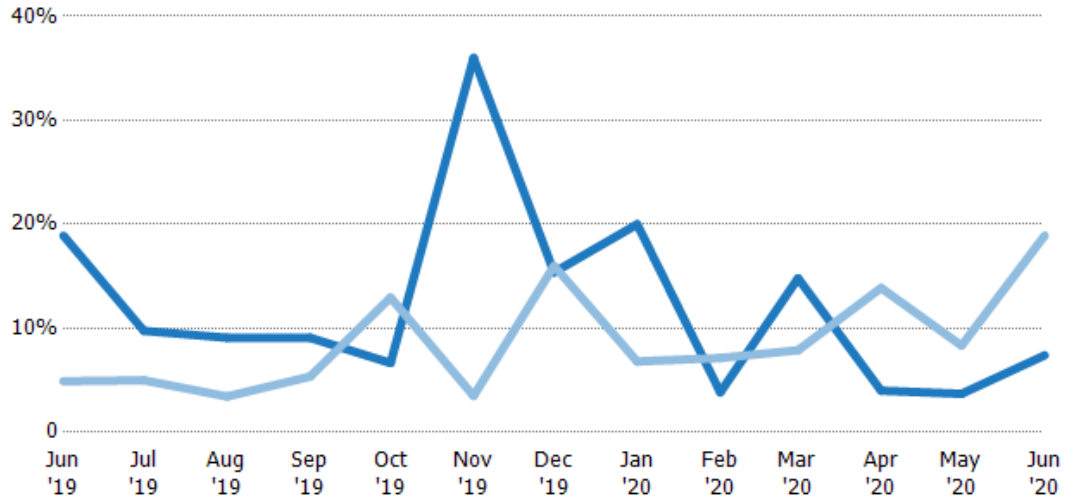
Absorption Rate

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.
Jun '20	7%	11.5%
Jun '19	19%	-14%
Jun '18	5%	21.6%



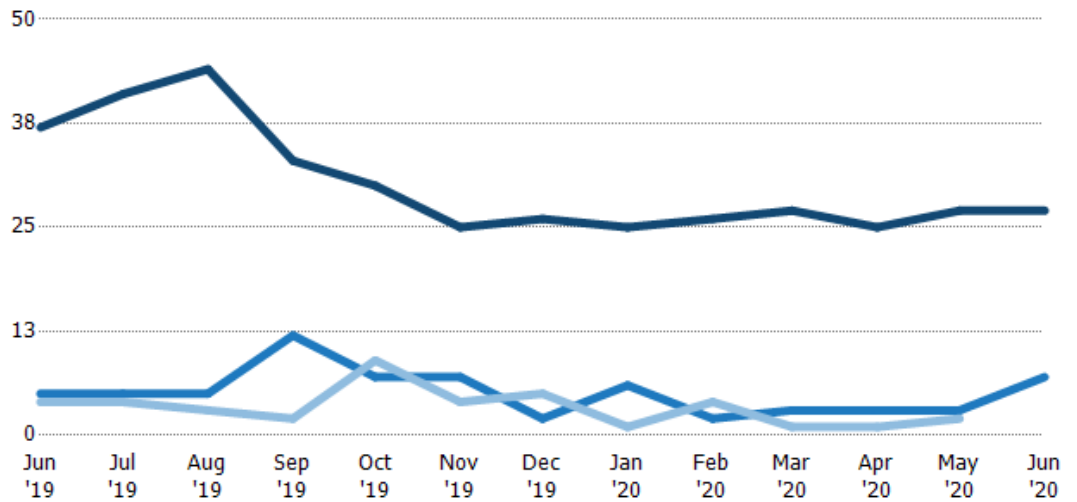
Current Year	19%	10%	9%	9%	7%	36%	15%	20%	4%	15%	4%	4%	7%
Prior Year	5%	5%	3%	5%	13%	4%	16%	7%	7%	8%	14%	8%	19%
Change from Prior Year	-14%	-5%	-6%	-4%	6%	-33%	1%	-13%	3%	-7%	10%	5%	12%

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



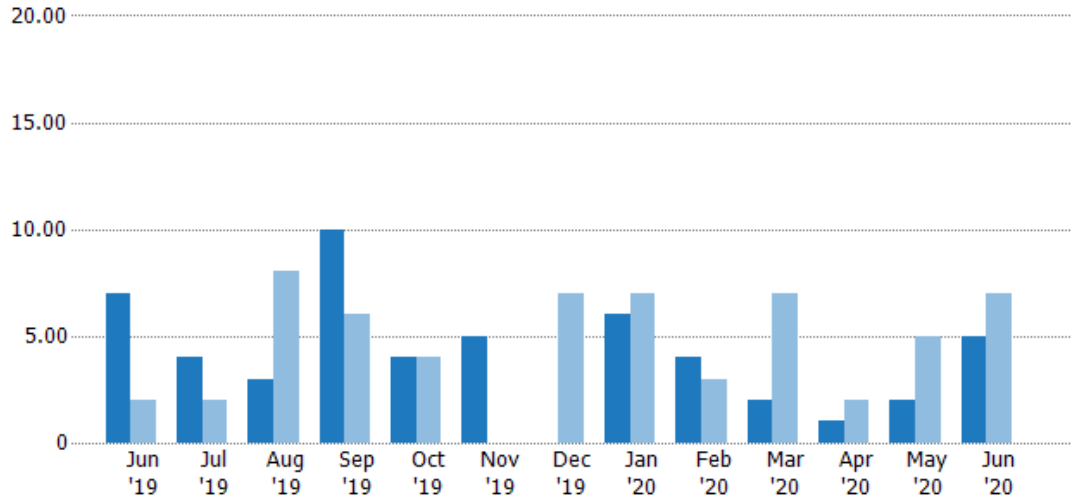
Active	37	41	44	33	30	25	26	25	26	27	25	27	27
Pending	5	5	5	12	7	7	2	6	2	3	3	3	7
Sold	4	4	3	2	9	4	5	1	4	1	1	2	-

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



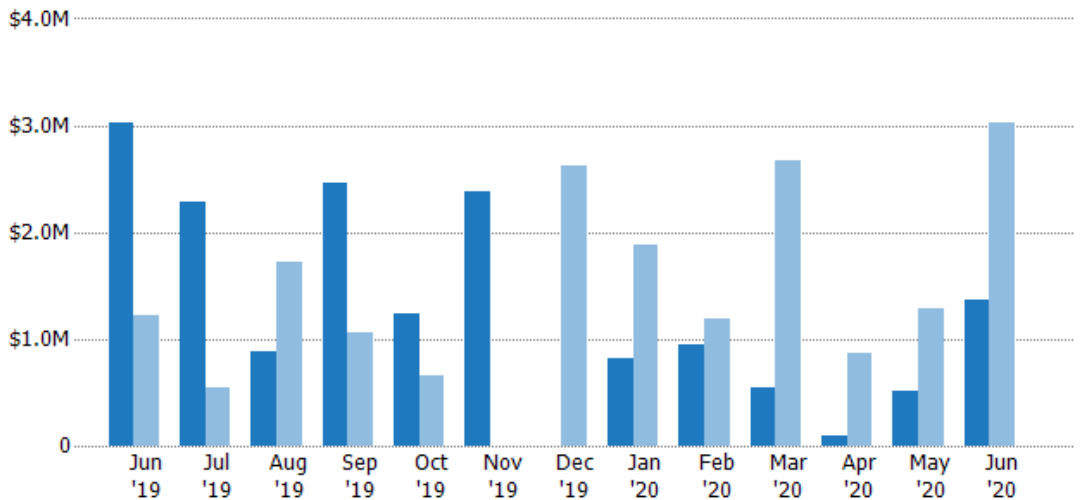
Current Year	7	4	3	10	4	5	-	6	4	2	1	2	5
Prior Year	2	2	8	6	4	-	7	7	3	7	2	5	7
Percent Change from Prior Year	250%	100%	-63%	67%	0%	100%	-100%	-14%	33%	-71%	-50%	-60%	-29%

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	\$3.02M	\$2.28M	\$882K	\$2.46M	\$1.24M	\$2.37M	-	\$814K	\$942K	\$538K	\$99K	\$515K	\$1.37M
Prior Year	\$1.22M	\$550K	\$1.73M	\$1.06M	\$665K	-	\$2.62M	\$1.89M	\$1.19M	\$2.68M	\$875K	\$1.29M	\$3.02M
Percent Change from Prior Year	147%	315%	-49%	132%	87%	100%	-100%	-57%	-21%	-80%	-89%	-60%	-55%

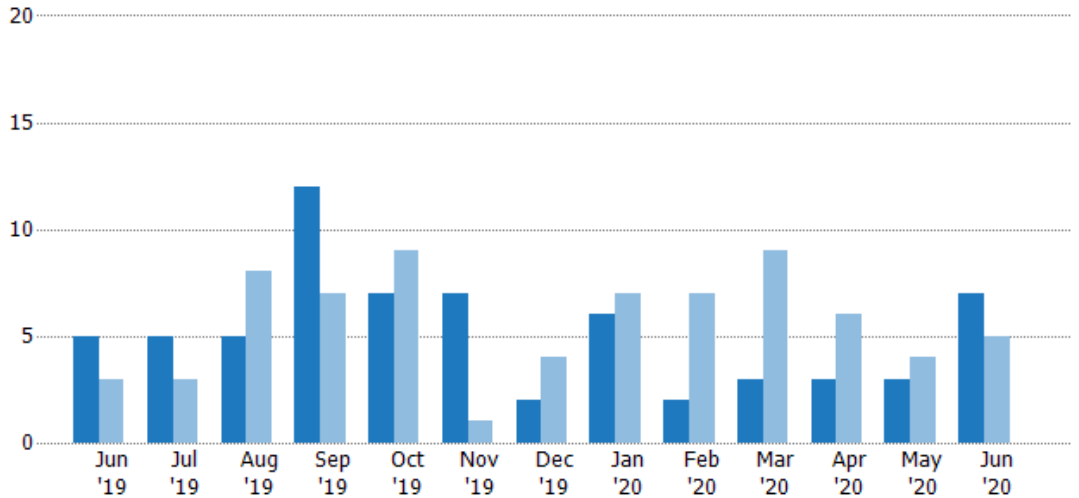
Pending Sales

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.
Jun '20	7	40%
Jun '19	5	66.7%
Jun '18	3	-66.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	5	5	5	12	7	7	2	6	2	3	3	3	7
Prior Year	3	3	8	7	9	1	4	7	7	9	6	4	5
Percent Change from Prior Year	67%	67%	-38%	71%	-22%	600%	-50%	-14%	-71%	-67%	-50%	-25%	40%

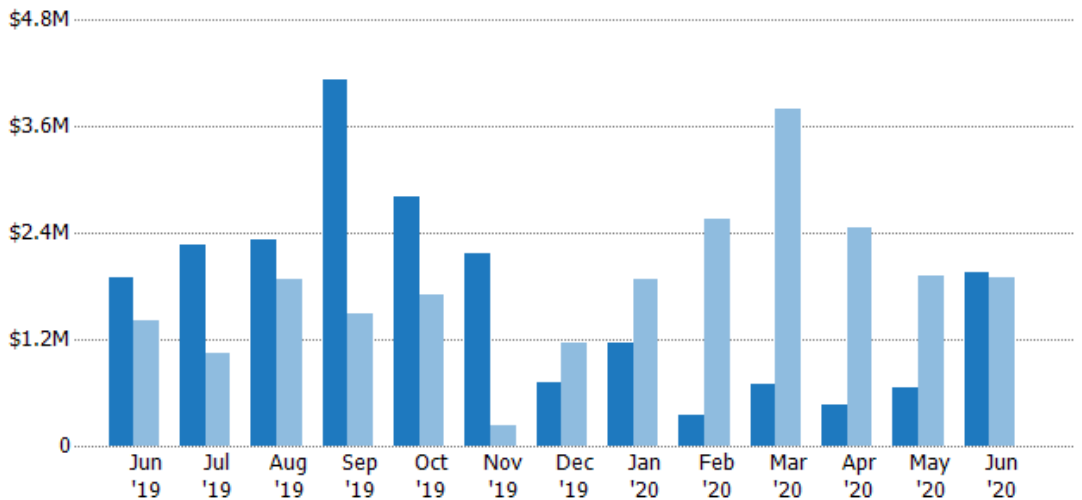
Pending Sales Volume

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.
Jun '20	\$1.95M	2.4%
Jun '19	\$1.9M	34%
Jun '18	\$1.42M	-93%



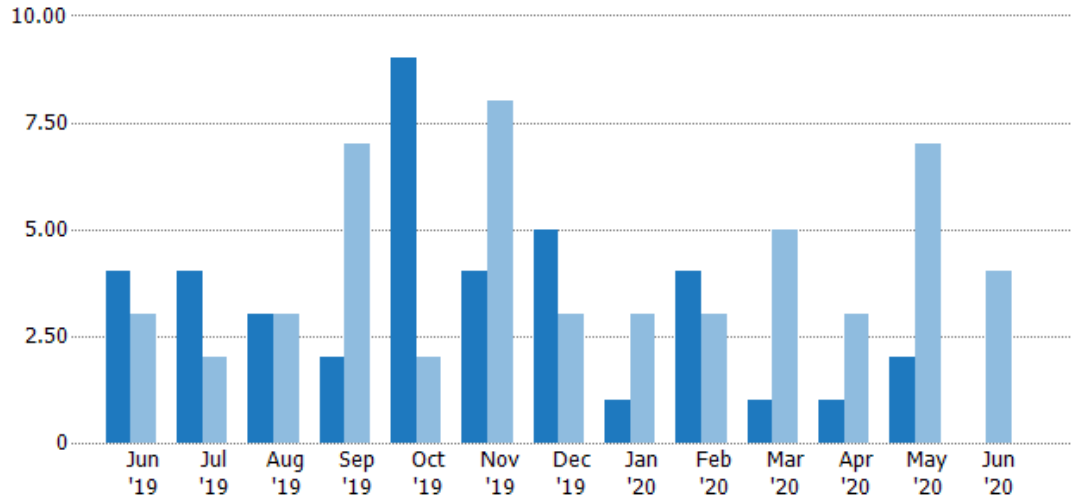
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$1.9M	\$2.26M	\$2.32M	\$4.13M	\$2.81M	\$2.18M	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K	\$1.95M
Prior Year	\$1.42M	\$1.04M	\$1.88M	\$1.49M	\$1.71M	\$225K	\$1.16M	\$1.89M	\$2.56M	\$3.79M	\$2.46M	\$1.92M	\$1.9M
Percent Change from Prior Year	34%	116%	23%	177%	64%	868%	-38%	-38%	-87%	-82%	-81%	-65%	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



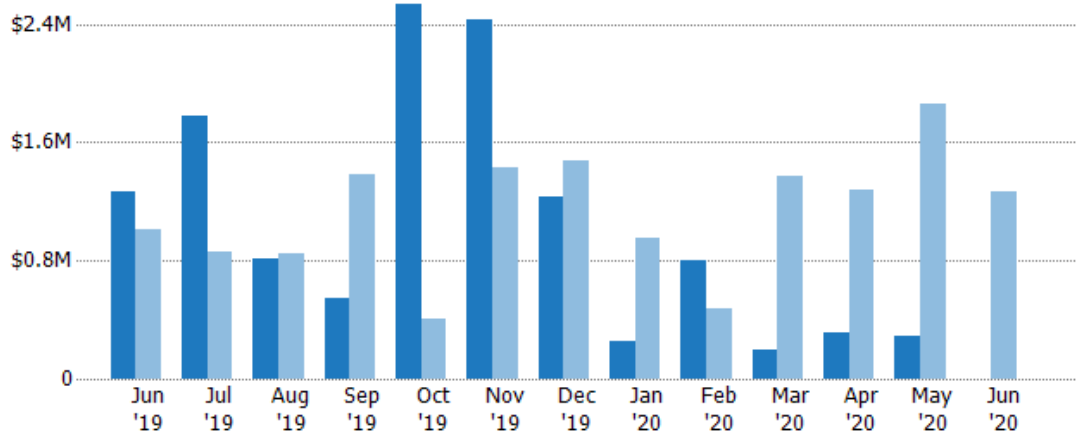
Current Year	4	4	3	2	9	4	5	1	4	1	1	2	-
Prior Year	3	2	3	7	2	8	3	3	3	5	3	7	4
Percent Change from Prior Year	33%	100%	0%	-71%	350%	-50%	67%	-67%	33%	-80%	-67%	-71%	-100%

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



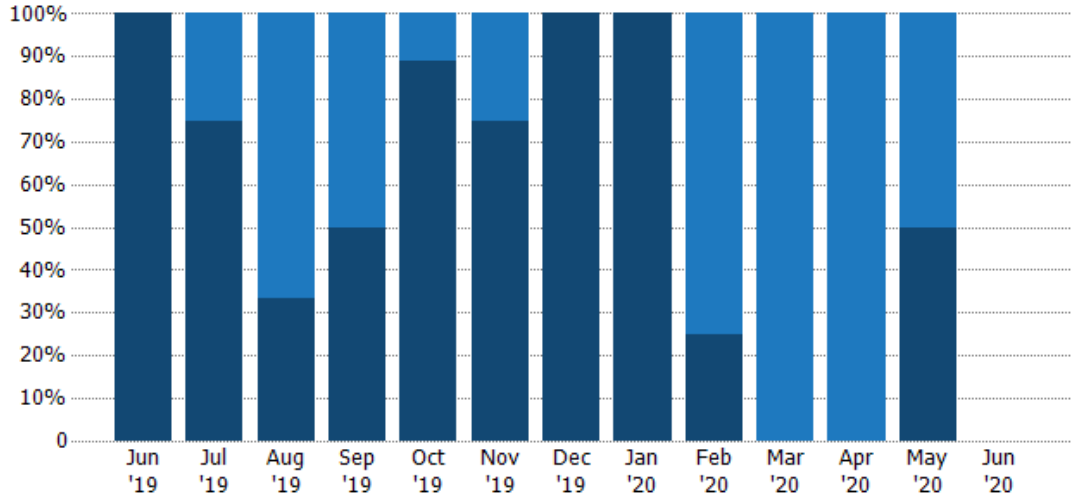
Current Year	\$1.26M	\$1.78M	\$812K	\$544K	\$2.54M	\$2.43M	\$1.23M	\$260K	\$806K	\$195K	\$308K	\$292K	-
Prior Year	\$1.01M	\$859K	\$845K	\$1.39M	\$410K	\$1.43M	\$1.48M	\$948K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M
Percent Change from Prior Year	25%	107%	-4%	-61%	520%	70%	-17%	-73%	72%	-86%	-76%	-84%	-100%

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



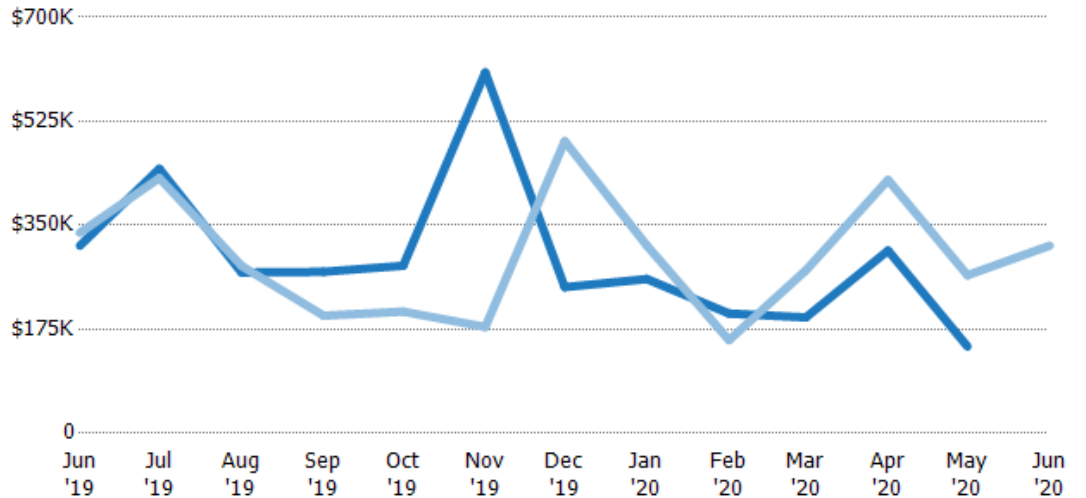
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	-	25%	67%	50%	11%	25%	-	-	75%	100%	100%	50%	-
Single Family Residence	100%	75%	33%	50%	89%	75%	100%	100%	25%	-	-	50%	-

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



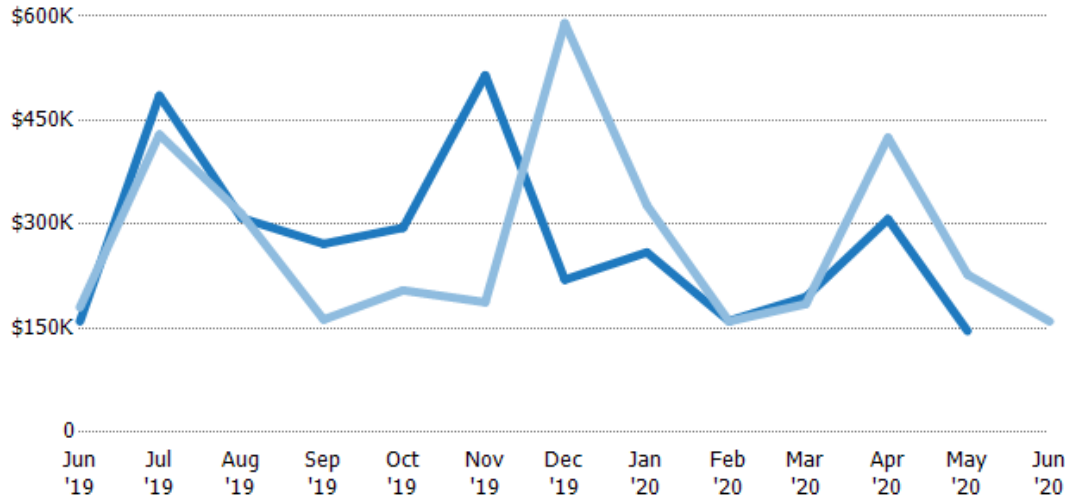
Current Year	\$316K	\$445K	\$271K	\$272K	\$282K	\$607K	\$246K	\$260K	\$202K	\$195K	\$308K	\$146K	-
Prior Year	\$337K	\$430K	\$282K	\$198K	\$205K	\$179K	\$492K	\$316K	\$157K	\$274K	\$426K	\$266K	\$316K
Percent Change from Prior Year	-6%	4%	-4%	37%	38%	240%	-50%	-18%	29%	-29%	-28%	-45%	-100%

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



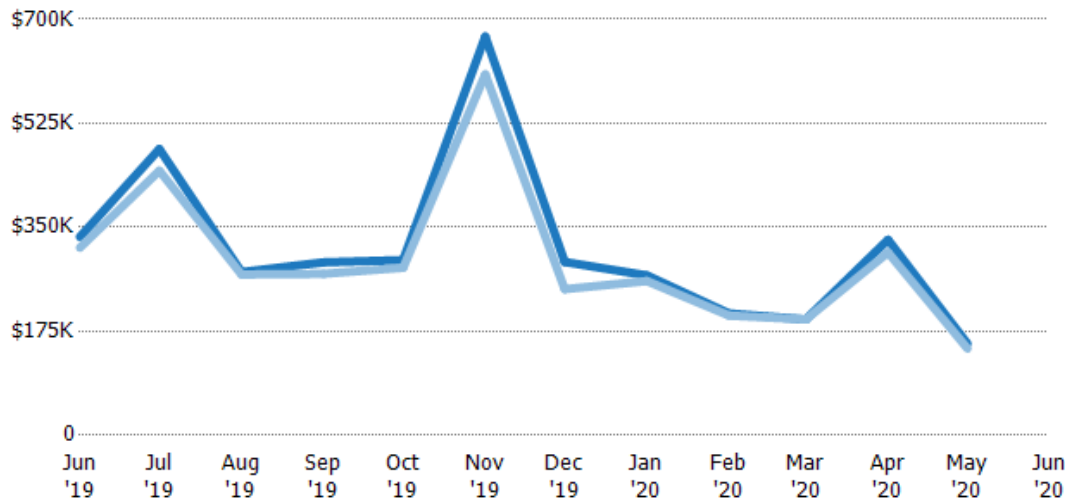
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$160K	\$486K	\$309K	\$272K	\$295K	\$515K	\$220K	\$260K	\$161K	\$195K	\$308K	\$146K	-
Prior Year	\$180K	\$430K	\$315K	\$163K	\$205K	\$188K	\$590K	\$328K	\$160K	\$185K	\$425K	\$228K	\$160K
Percent Change from Prior Year	-11%	13%	-2%	67%	44%	175%	-63%	-21%	0%	5%	-28%	-36%	-100%

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



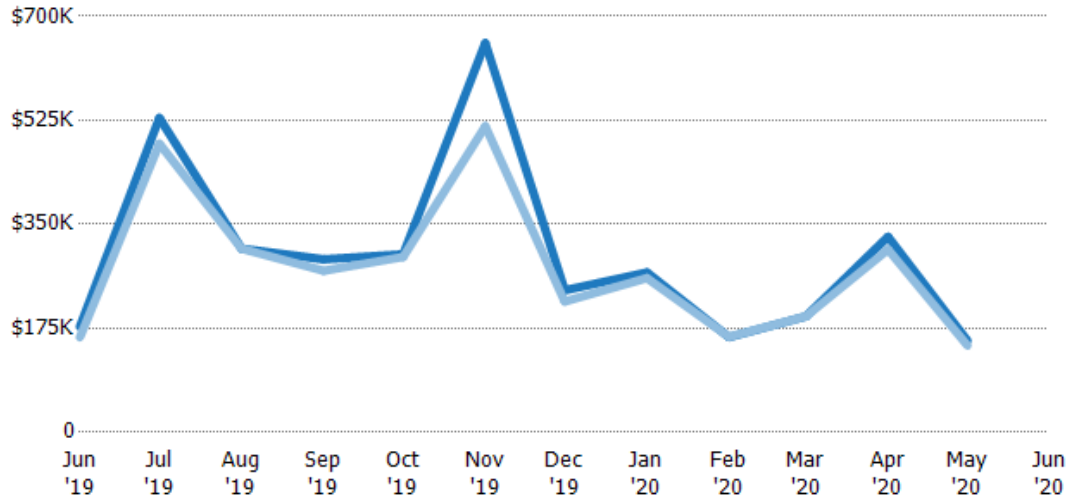
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K	\$292K	\$269K	\$205K	\$195K	\$329K	\$154K	-
Avg Sales Price	\$316K	\$445K	\$271K	\$272K	\$282K	\$607K	\$246K	\$260K	\$202K	\$195K	\$308K	\$146K	-
Avg Sales Price as a % of Avg List Price	95%	92%	99%	93%	96%	91%	84%	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



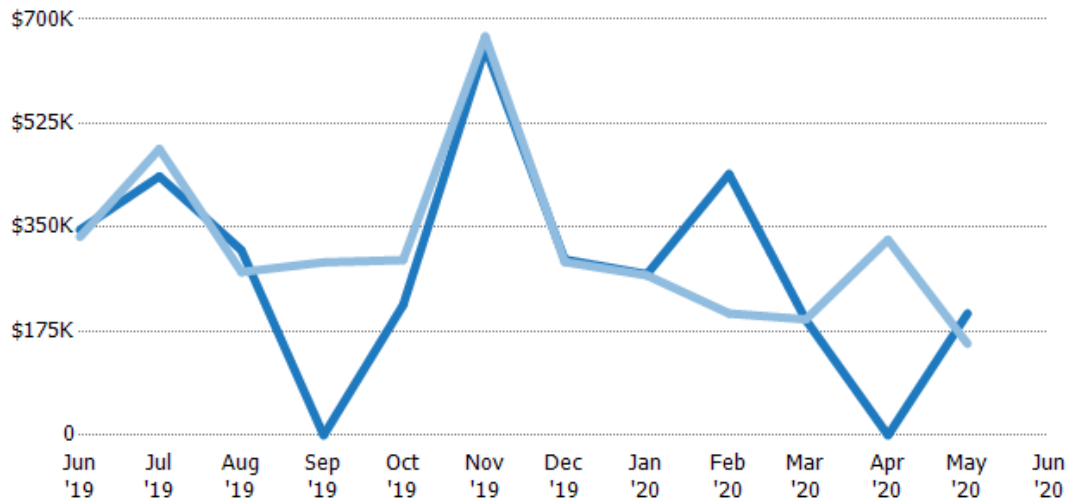
Median List Price	\$178K	\$529K	\$309K	\$291K	\$300K	\$655K	\$239K	\$269K	\$160K	\$195K	\$329K	\$154K	-
Median Sales Price	\$160K	\$486K	\$309K	\$272K	\$295K	\$515K	\$220K	\$260K	\$161K	\$195K	\$308K	\$146K	-
Med Sales Price as a % of Med List Price	90%	92%	100%	93%	98%	79%	92%	96%	100%	100%	93%	95%	-

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



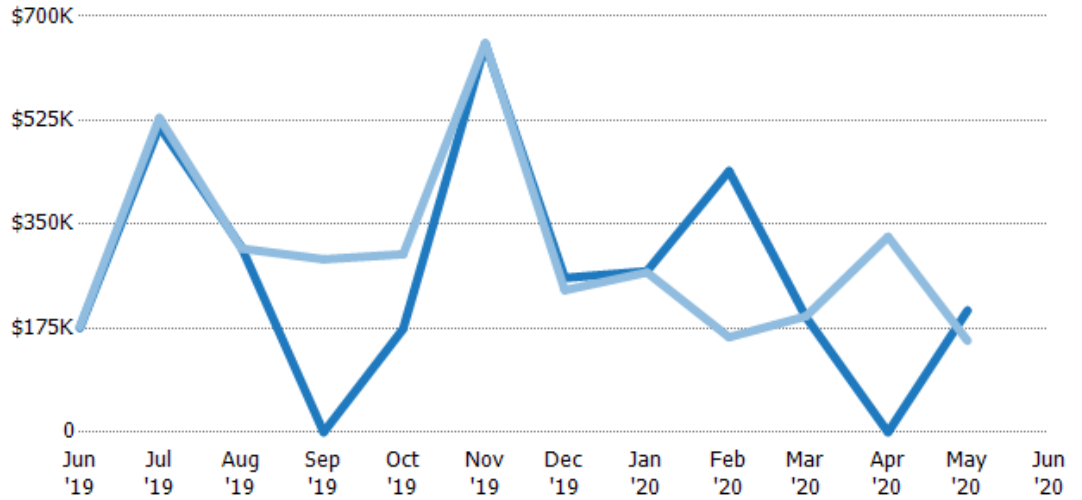
Avg Est Value	\$346K	\$436K	\$311K	\$0	\$219K	\$652K	\$296K	\$271K	\$440K	\$194K	\$0	\$205K	-
Avg Sales Price	\$334K	\$482K	\$275K	\$291K	\$295K	\$671K	\$292K	\$269K	\$205K	\$195K	\$329K	\$154K	-
Avg Sales Price as a % of Avg Est Value	97%	111%	88%	100%	135%	103%	99%	99%	47%	101%	100%	75%	-

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	\$175K	\$514K	\$311K	\$0	\$174K	\$652K	\$260K	\$271K	\$440K	\$194K	\$0	\$205K	-
Median Sales Price	\$178K	\$529K	\$309K	\$291K	\$300K	\$655K	\$239K	\$269K	\$160K	\$195K	\$329K	\$154K	-
Med Sales Price as a % of Med Est Value	101%	103%	99%	100%	172%	100%	92%	99%	36%	101%	100%	75%	-