

Summary of Key Listing and Sales Metrics

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

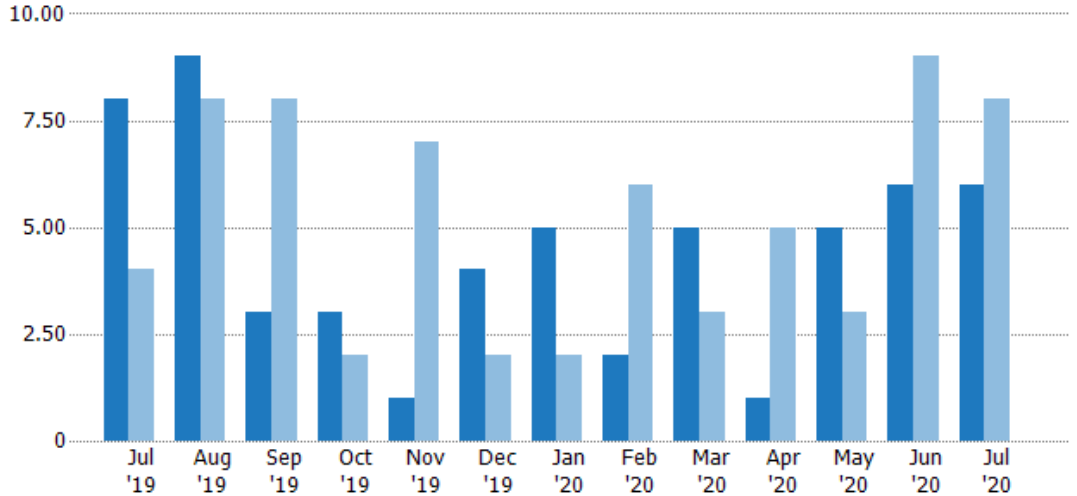
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	8	-25%	30	36	-16.7%
New Listing Volume	\$1,444,000	\$3,031,500	-52.4%	\$9,244,900	\$12,843,200	-28%
Active Listing Count	30	39	-23.1%	N/A	N/A	
Active Listing Volume	\$11,320,800	\$15,330,500	-26.2%	N/A	N/A	
Average Listing Price	\$377,360	\$393,090	-4%	\$468,344	\$429,802	+9%
Median Listing Price	\$289,000	\$323,000	-10.5%	\$365,467	\$350,959	+4.1%
Median Days in RPR	108.5	137	-20.8%	159.36	202.79	-21.4%
Months of Inventory	–	9.8	–	7	10.4	-33.3%
Absorption Rate	–	10.26%	-10.3%	14.36%	9.58%	+4.8%
Sales Activity Charts Metrics						
New Pending Sales Count	4	4	+–	24	34	-29.4%
New Pending Sales Volume	\$1,123,900	\$2,283,900	-50.8%	\$5,399,700	\$12,596,900	-57.1%
Pending Sales Count	4	5	-20%	N/A	N/A	
Pending Sales Volume	\$1,190,000	\$2,258,900	-47.3%	N/A	N/A	
Closed Sales Count	5	4	+25%	14	28	-50%
Closed Sales Volume	\$1,340,000	\$1,781,000	-24.8%	\$3,200,100	\$8,645,250	-63%
Average Sales Price	\$268,000	\$445,250	-39.8%	\$228,579	\$308,759	-26%
Median Sales Price	\$320,000	\$485,500	-34.1%	\$235,443	\$266,929	-11.8%

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



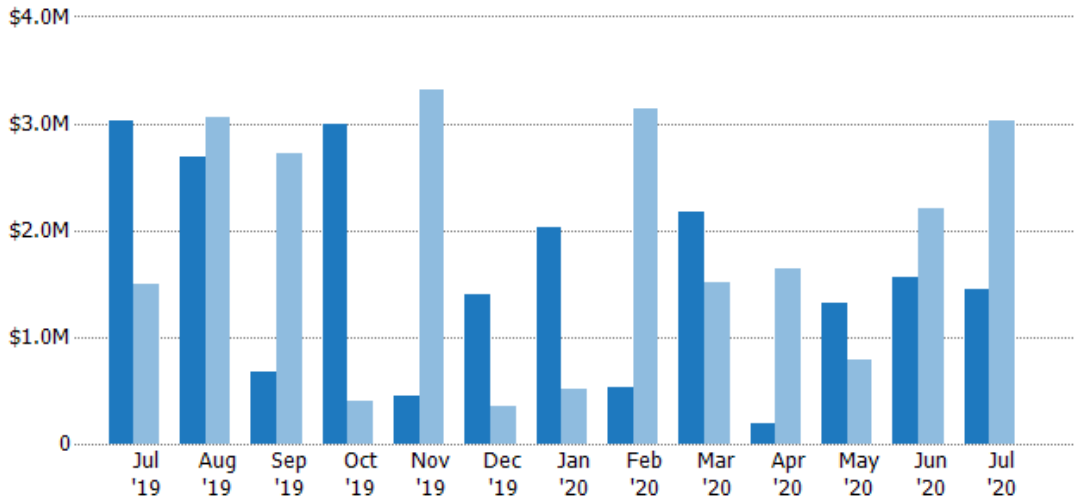
Month/Year	Count	% Chg.
Jul '20	6	-25%
Jul '19	8	100%
Jul '18	4	100%

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.
Jul '20	\$1.44M	-52.4%
Jul '19	\$3.03M	102.8%
Jul '18	\$1.49M	81%

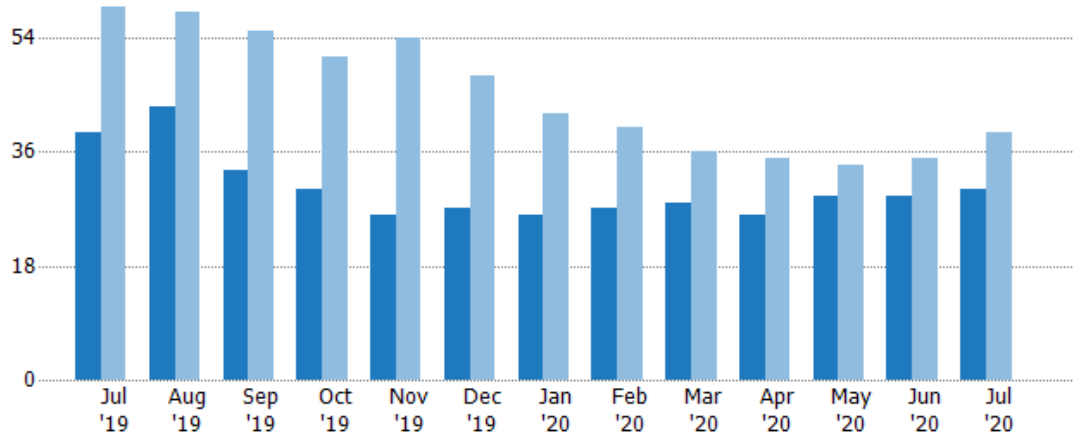
Active Listings

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.
Jul '20	30	-23.1%
Jul '19	39	-33.9%
Jul '18	59	15.3%



Current Year	39	43	33	30	26	27	26	27	28	26	29	29	30
Prior Year	59	58	55	51	54	48	42	40	36	35	34	35	39
Percent Change from Prior Year	-34%	-26%	-40%	-41%	-52%	-44%	-38%	-33%	-22%	-26%	-15%	-17%	-23%

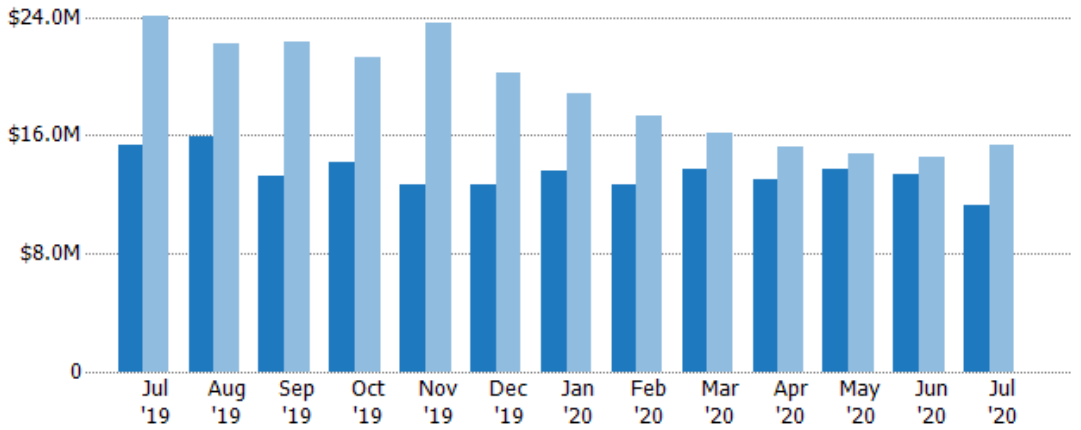
Active Listing Volume

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.
Jul '20	\$11.3M	-26.2%
Jul '19	\$15.3M	-36.3%
Jul '18	\$24.1M	12.3%



Current Year	\$15.3M	\$15.9M	\$13.2M	\$14.2M	\$12.6M	\$12.7M	\$13.5M	\$12.6M	\$13.8M	\$13M	\$13.8M	\$13.3M	\$11.3M
Prior Year	\$24.1M	\$22.2M	\$22.3M	\$21.3M	\$23.6M	\$20.3M	\$18.8M	\$17.3M	\$16.2M	\$15.2M	\$14.8M	\$14.6M	\$15.3M
Percent Change from Prior Year	-36%	-29%	-41%	-34%	-46%	-37%	-28%	-27%	-15%	-15%	-7%	-9%	-26%

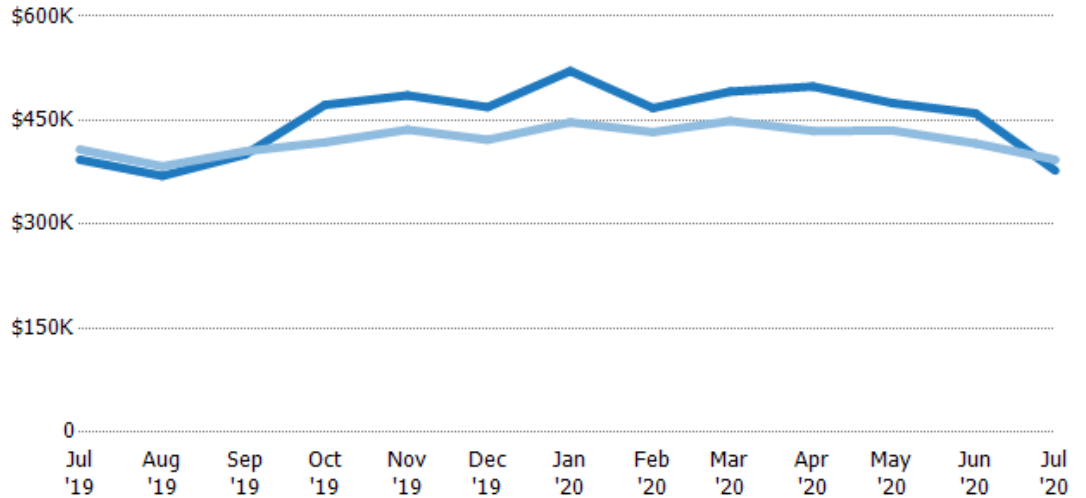
Average Listing Price

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.
Jul '20	\$377K	-4%
Jul '19	\$393K	-3.6%
Jul '18	\$408K	-2.6%



Current Year	\$393K	\$370K	\$401K	\$472K	\$486K	\$469K	\$521K	\$468K	\$491K	\$499K	\$475K	\$460K	\$377K
Prior Year	\$408K	\$384K	\$405K	\$418K	\$436K	\$422K	\$447K	\$433K	\$449K	\$435K	\$435K	\$417K	\$393K
Percent Change from Prior Year	-4%	-4%	-1%	13%	11%	11%	17%	8%	9%	15%	9%	10%	-4%

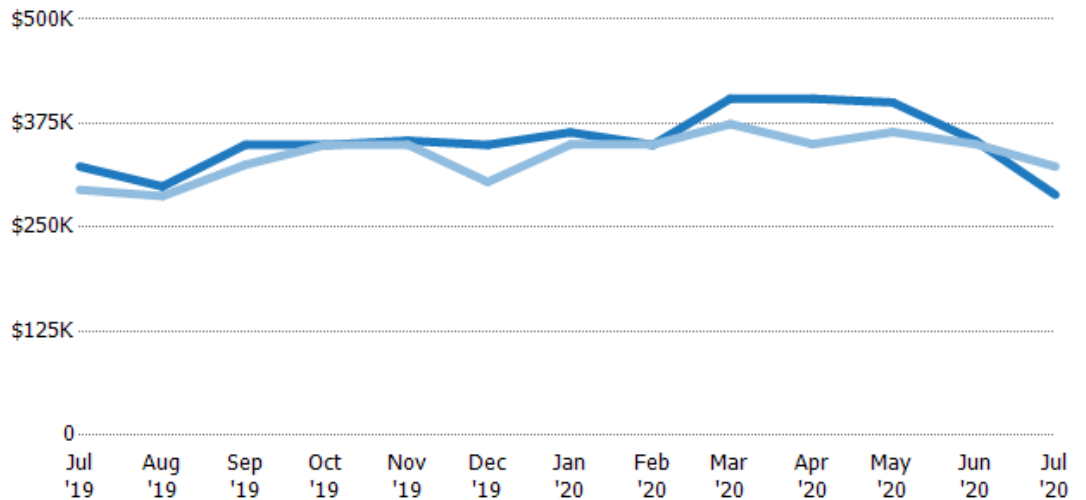
Median Listing Price

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.
Jul '20	\$289K	-10.5%
Jul '19	\$323K	9.5%
Jul '18	\$295K	-12.1%



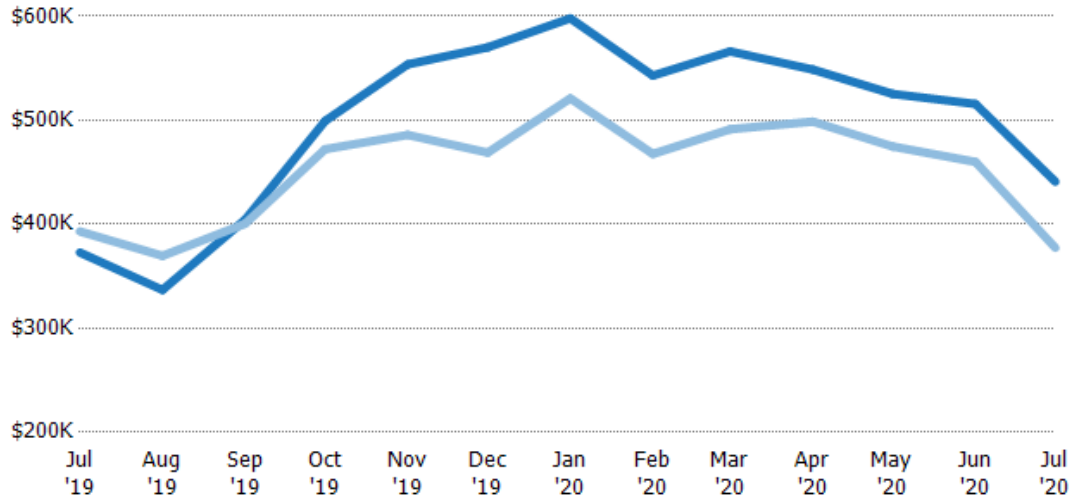
Current Year	\$323K	\$299K	\$349K	\$349K	\$354K	\$349K	\$364K	\$349K	\$405K	\$405K	\$400K	\$354K	\$289K
Prior Year	\$295K	\$287K	\$325K	\$349K	\$349K	\$304K	\$349K	\$349K	\$374K	\$350K	\$364K	\$350K	\$323K
Percent Change from Prior Year	9%	4%	7%	0%	1%	15%	4%	0%	8%	16%	10%	1%	-11%

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:
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Family Residence

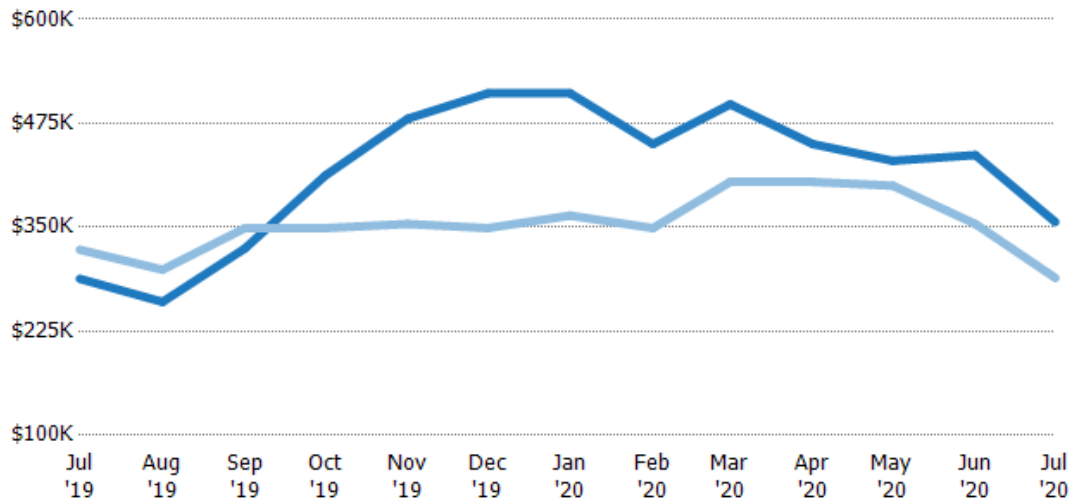


Median Listing Price vs Median Est Value

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,
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Property Type:
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Family Residence

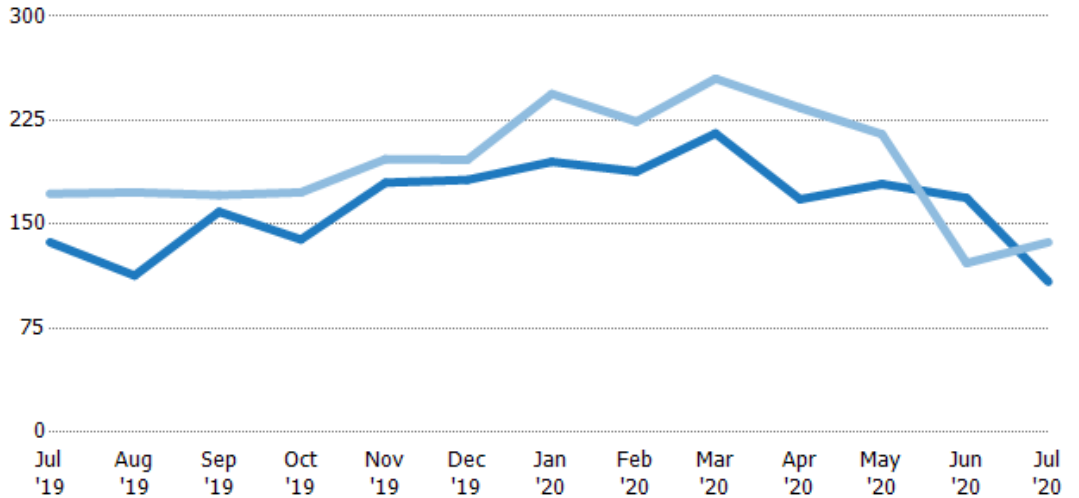


Median Days in RPR

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

ZIP: Ludlow, VT 05149,
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Property Type:
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Family Residence



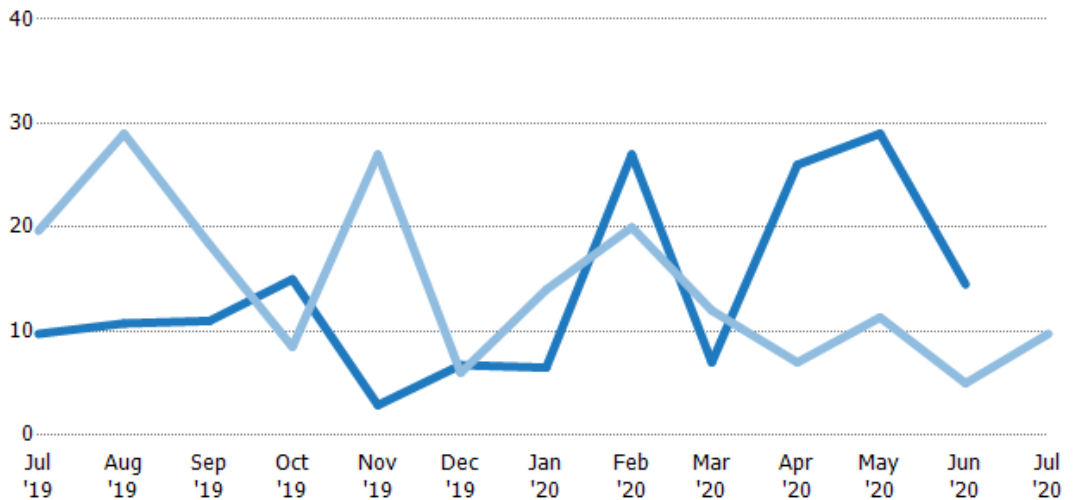
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	137	113	159	139	180	182	195	188	216	168	179	169	109
Prior Year	172	173	171	173	197	197	244	224	255	234	215	122	137
Percent Change from Prior Year	-20%	-35%	-7%	-20%	-9%	-7%	-20%	-16%	-15%	-28%	-17%	39%	-21%

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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Property Type:
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Family Residence



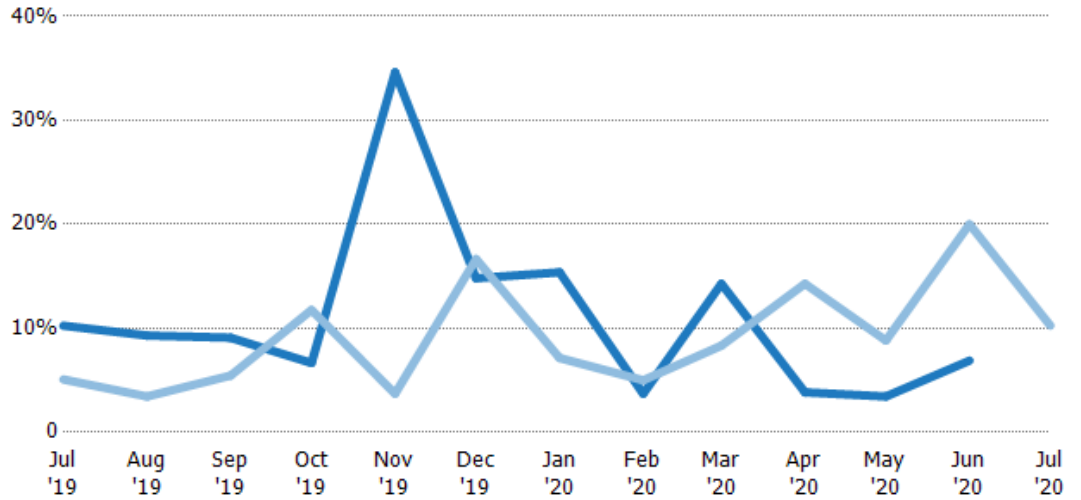
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	9.75	10.8	11	15	2.89	6.75	6.5	27	7	26	29	14.5	-
Prior Year	19.7	29	18.3	8.5	27	6	14	20	12	7	11.3	5	9.75
Percent Change from Prior Year	-50%	-63%	-40%	76%	-89%	13%	-54%	35%	-42%	271%	156%	190%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



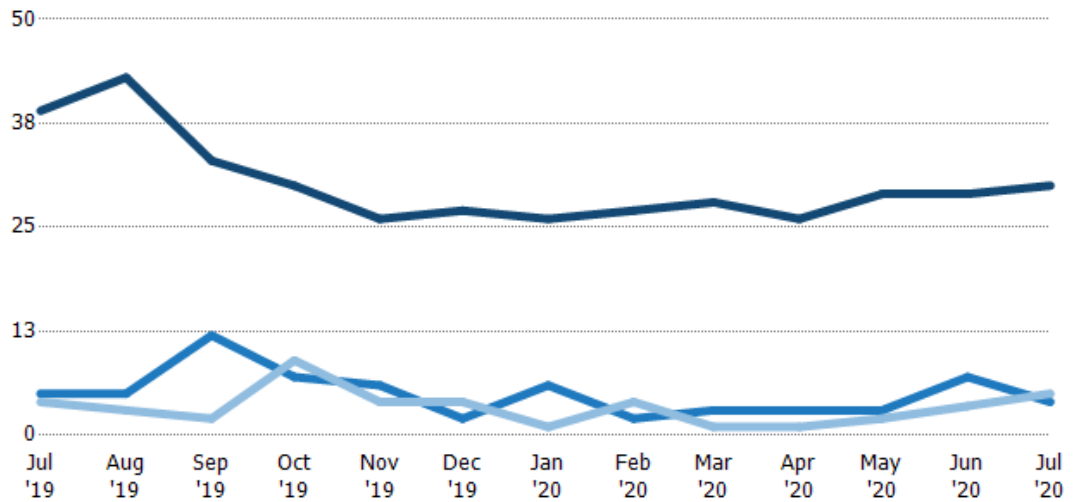
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	10%	9%	9%	7%	35%	15%	15%	4%	14%	4%	3%	7%	-
Prior Year	5%	3%	5%	12%	4%	17%	7%	5%	8%	14%	9%	20%	10%
Change from Prior Year	-5%	-6%	-4%	5%	-31%	2%	-8%	1%	-6%	10%	5%	13%	10%

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



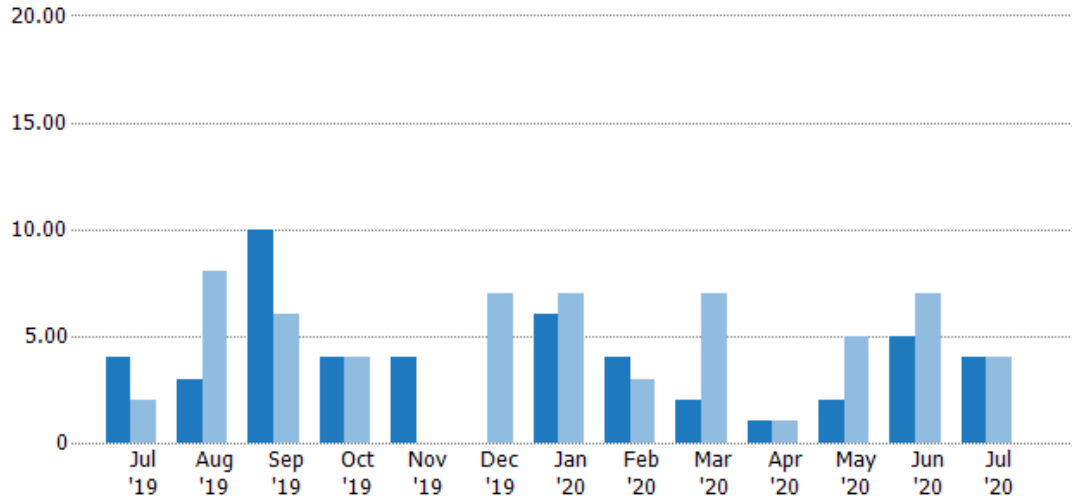
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	39	43	33	30	26	27	26	27	28	26	29	29	30
Pending	5	5	12	7	6	2	6	2	3	3	3	7	4
Sold	4	3	2	9	4	4	1	4	1	1	2	3.5	5

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:
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Family Residence



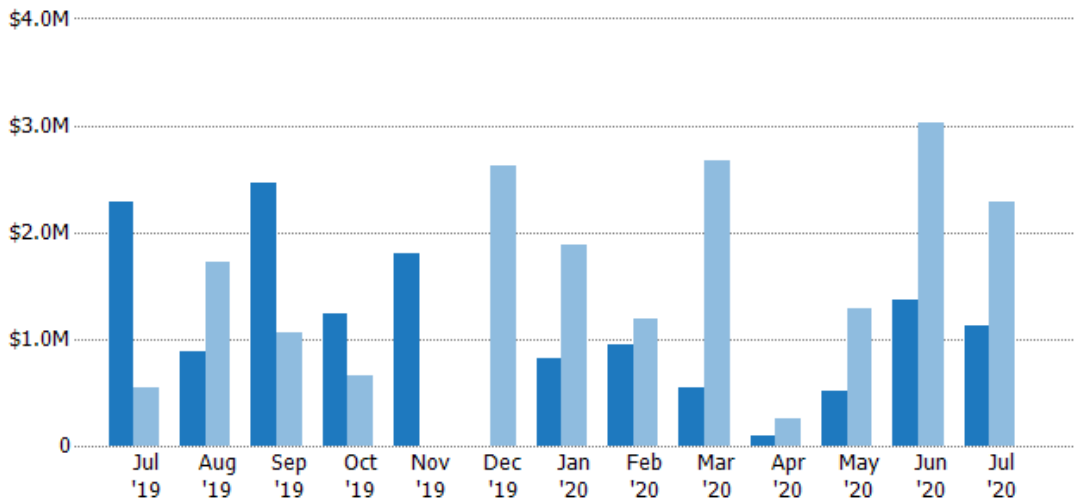
Current Year	4	3	10	4	4	-	6	4	2	1	2	5	4
Prior Year	2	8	6	4	-	7	7	3	7	1	5	7	4
Percent Change from Prior Year	100%	-63%	67%	0%	100%	-100%	-14%	33%	-71%	0%	-60%	-29%	0%

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	\$2.28M	\$882K	\$2.46M	\$1.24M	\$1.81M	-	\$814K	\$942K	\$538K	\$99K	\$515K	\$1.37M	\$1.12M
Prior Year	\$550K	\$1.73M	\$1.06M	\$665K	-	\$2.62M	\$1.89M	\$1.19M	\$2.68M	\$250K	\$1.29M	\$3.02M	\$2.28M
Percent Change from Prior Year	315%	-49%	132%	87%	100%	-100%	-57%	-21%	-80%	-60%	-60%	-55%	-51%

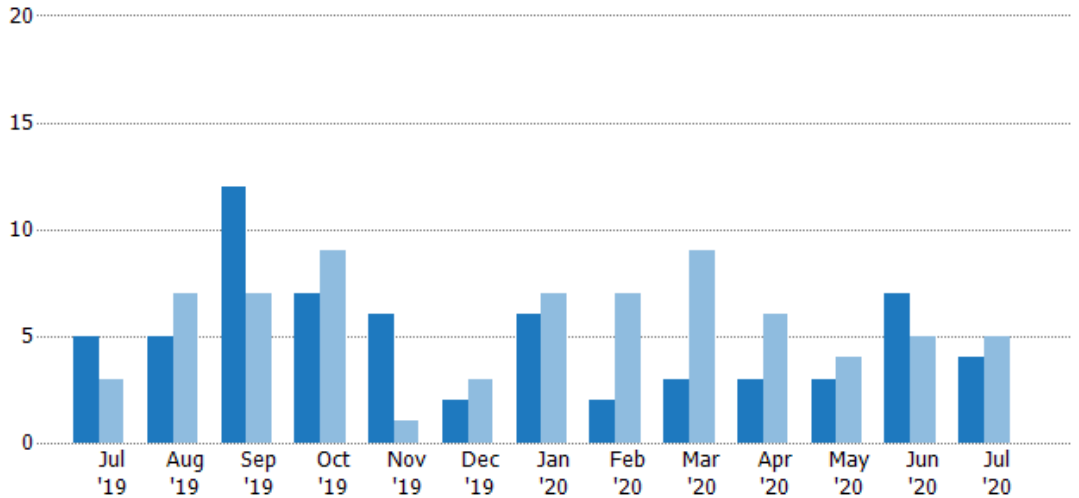
Pending Sales

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.
Jul '20	4	-20%
Jul '19	5	66.7%
Jul '18	3	-33.3%



Current Year	5	5	12	7	6	2	6	2	3	3	3	7	4
Prior Year	3	7	7	9	1	3	7	7	9	6	4	5	5
Percent Change from Prior Year	67%	-29%	71%	-22%	500%	-33%	-14%	-71%	-67%	-50%	-25%	40%	-20%

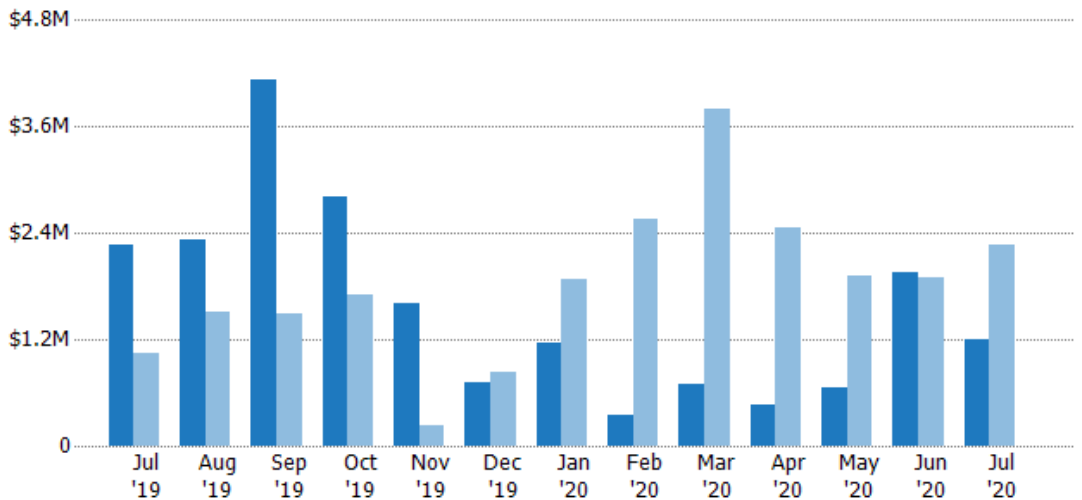
Pending Sales Volume

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	Volume	% Chg.
Jul '20	\$1.19M	-47.3%
Jul '19	\$2.26M	116.2%
Jul '18	\$1.04M	-54.6%



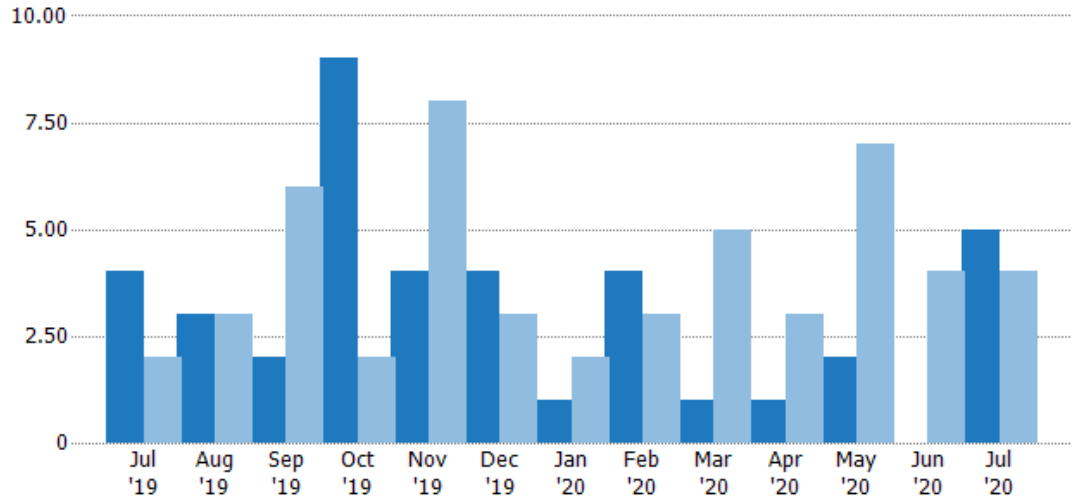
Current Year	\$2.26M	\$2.32M	\$4.13M	\$2.81M	\$1.61M	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K	\$1.95M	\$1.19M
Prior Year	\$1.04M	\$1.51M	\$1.49M	\$1.71M	\$225K	\$823K	\$1.89M	\$2.56M	\$3.79M	\$2.46M	\$1.92M	\$1.9M	\$2.26M
Percent Change from Prior Year	116%	54%	177%	64%	616%	-13%	-38%	-87%	-82%	-81%	-65%	2%	-47%

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



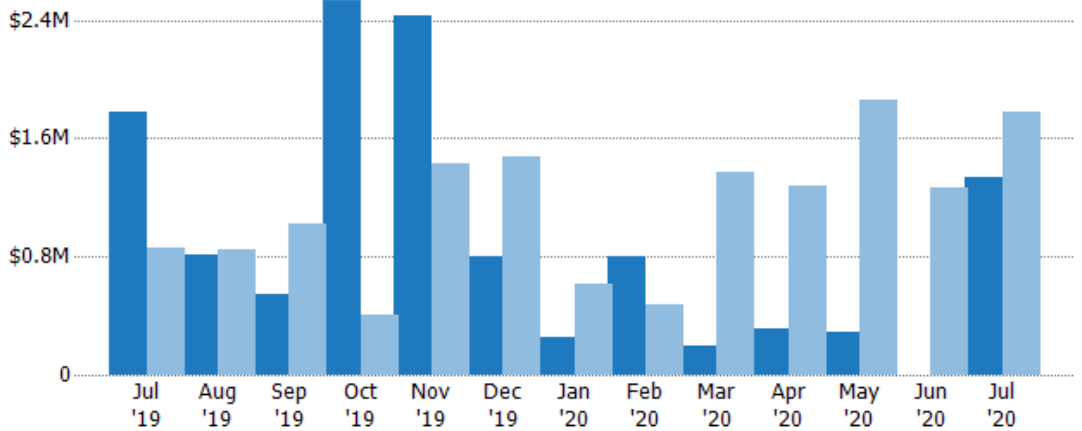
Current Year	4	3	2	9	4	4	1	4	1	1	2	-	5
Prior Year	2	3	6	2	8	3	2	3	5	3	7	4	4
Percent Change from Prior Year	100%	0%	-67%	350%	-50%	33%	-50%	33%	-80%	-67%	-71%	-100%	25%

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



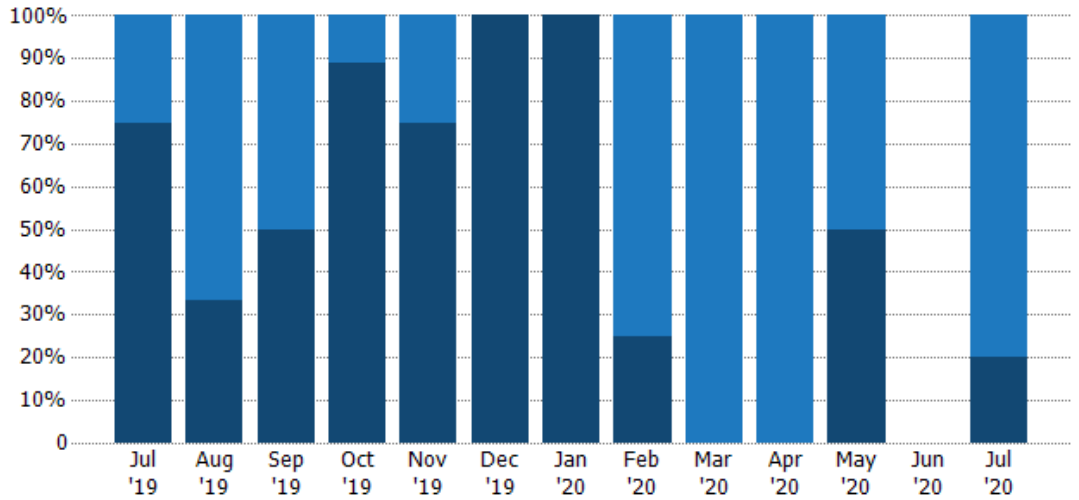
Current Year	\$1.78M	\$812K	\$544K	\$2.54M	\$2.43M	\$805K	\$260K	\$806K	\$195K	\$308K	\$292K	-	\$1.34M
Prior Year	\$859K	\$845K	\$1.03M	\$410K	\$1.43M	\$1.48M	\$620K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M	\$1.78M
Percent Change from Prior Year	107%	-4%	-47%	520%	70%	-45%	-58%	72%	-86%	-76%	-84%	-100%	-25%

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



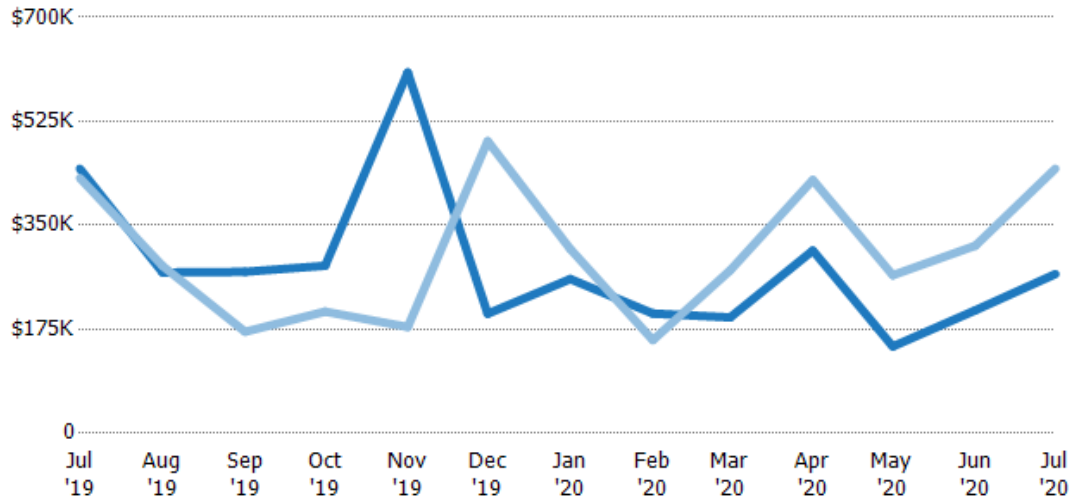
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	25%	67%	50%	11%	25%	-	-	75%	100%	100%	50%	-	80%
Single Family Residence	75%	33%	50%	89%	75%	100%	100%	25%	-	-	50%	-	20%

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



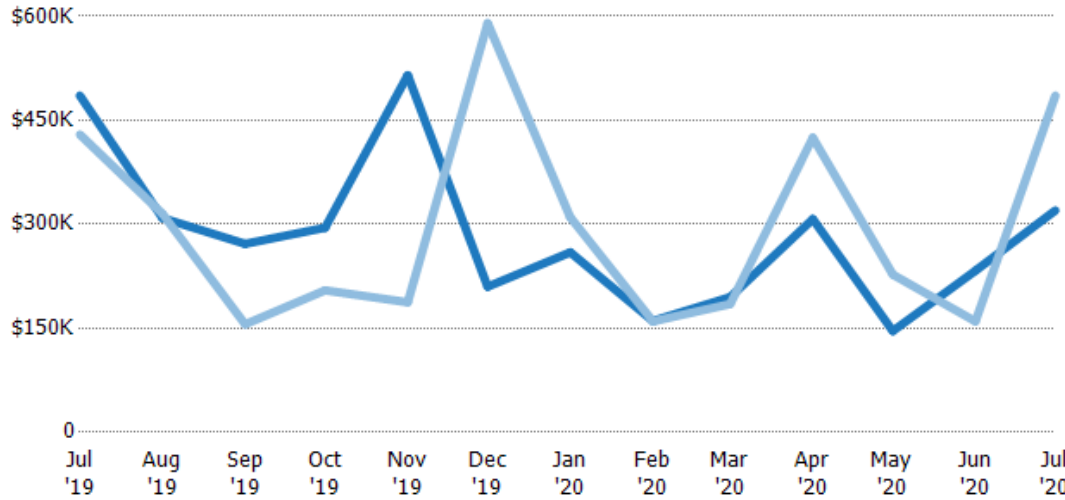
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$445K	\$271K	\$272K	\$282K	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K
Prior Year	\$430K	\$282K	\$171K	\$205K	\$179K	\$492K	\$310K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K
Percent Change from Prior Year	4%	-4%	59%	38%	240%	-59%	-16%	29%	-29%	-28%	-45%	-100%	-40%

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



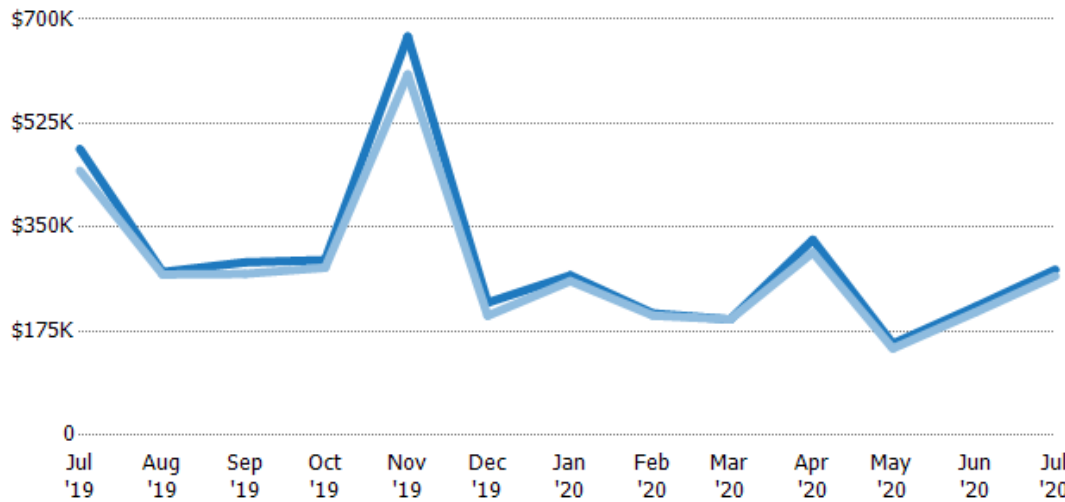
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$486K	\$309K	\$272K	\$295K	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K
Prior Year	\$430K	\$315K	\$156K	\$205K	\$188K	\$590K	\$310K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K
Percent Change from Prior Year	13%	-2%	74%	44%	175%	-64%	-16%	0%	5%	-28%	-36%	-100%	-34%

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

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Property Type:
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Family Residence



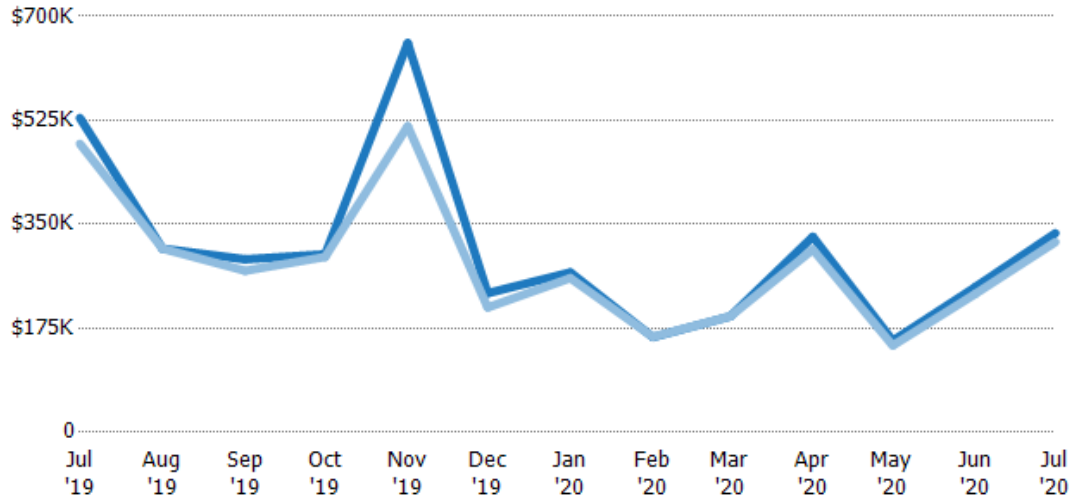
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$482K	\$275K	\$291K	\$295K	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K
Avg Sales Price	\$445K	\$271K	\$272K	\$282K	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K
Avg Sales Price as a % of Avg List Price	92%	99%	93%	96%	91%	90%	96%	98%	100%	93%	95%	96%	96%

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,
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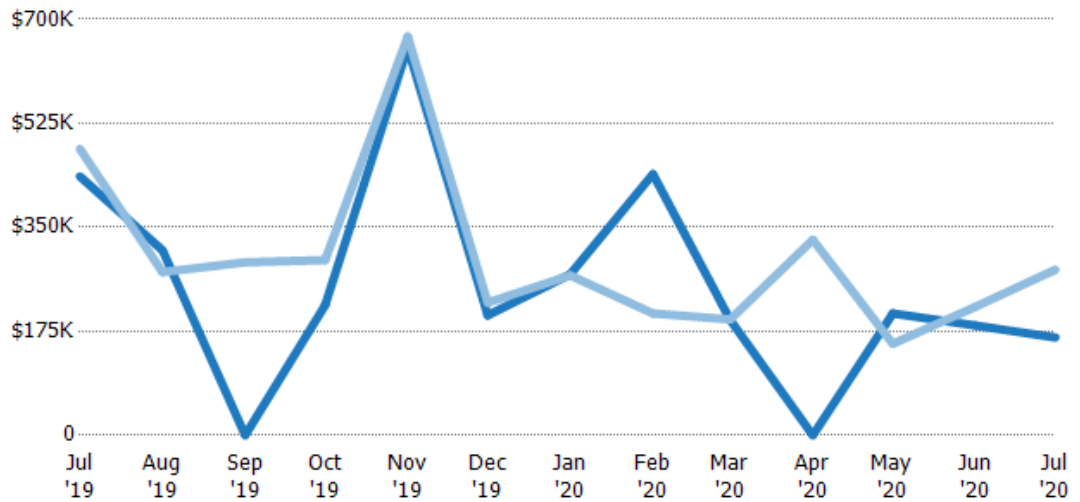
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$529K	\$309K	\$291K	\$300K	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K
Median Sales Price	\$486K	\$309K	\$272K	\$295K	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K
Med Sales Price as a % of Med List Price	92%	100%	93%	98%	79%	90%	96%	100%	100%	93%	95%	95%	96%

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



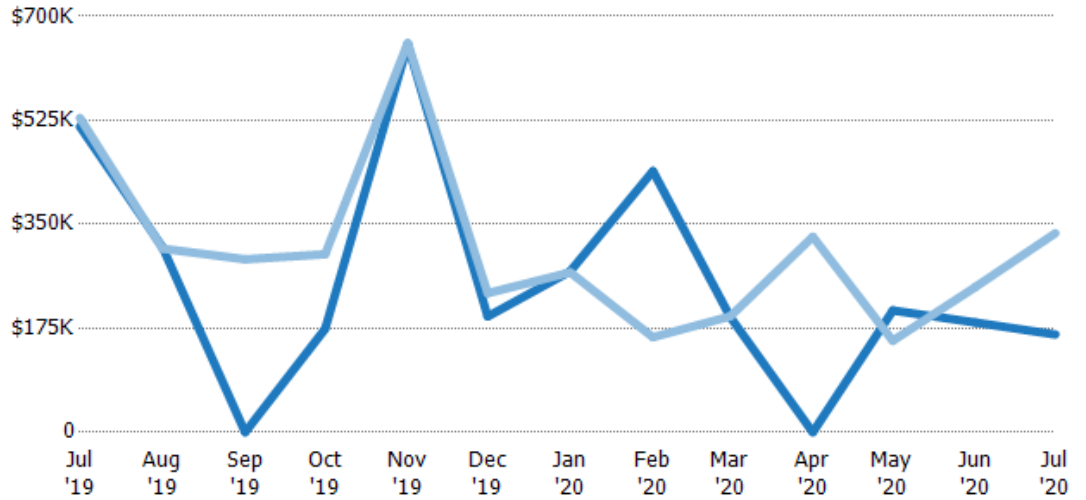
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$436K	\$311K	\$0	\$219K	\$652K	\$202K	\$271K	\$440K	\$194K	\$0	\$205K	\$185K	\$165K
Avg Sales Price	\$482K	\$275K	\$291K	\$295K	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K
Avg Sales Price as a % of Avg Est Value	111%	88%	100%	135%	103%	111%	99%	47%	101%	100%	75%	122%	169%

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	\$514K	\$311K	\$0	\$174K	\$652K	\$195K	\$271K	\$440K	\$194K	\$0	\$205K	\$185K	\$165K
Median Sales Price	\$529K	\$309K	\$291K	\$300K	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K
Med Sales Price as a % of Med Est Value	103%	99%	100%	172%	100%	120%	99%	36%	101%	100%	75%	139%	204%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Claremont-Lebanon, NH-VT	10	\$3,109,000	2	\$529,500	\$264,750	\$264,750	\$295	\$295	52