

## Summary of Key Listing and Sales Metrics

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

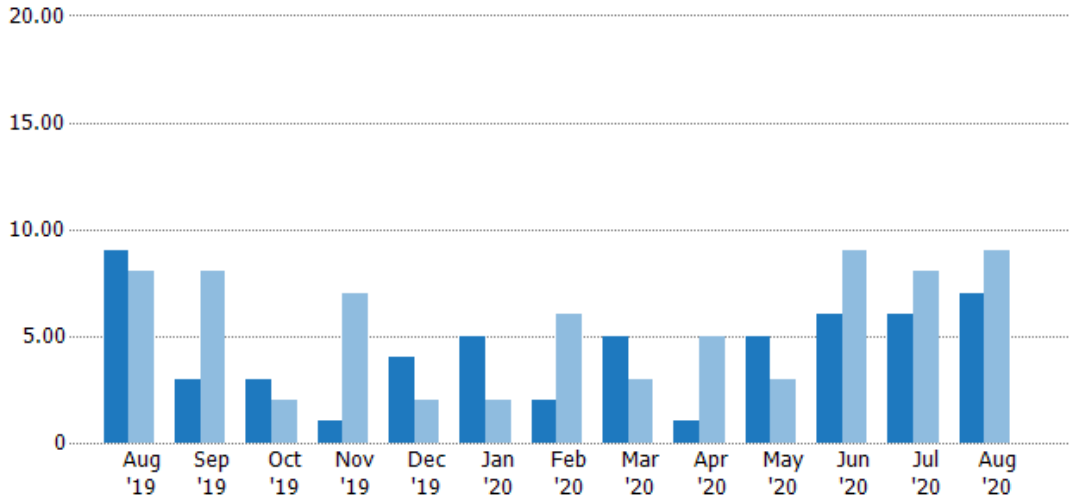
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	9	-22.2%	37	45	-17.8%
New Listing Volume	\$3,231,000	\$2,687,700	+20.2%	\$12,475,900	\$15,530,900	-19.7%
Active Listing Count	30	43	-30.2%	N/A	N/A	
Active Listing Volume	\$12,583,000	\$15,896,000	-20.8%	N/A	N/A	
Average Listing Price	\$419,433	\$369,674	+13.5%	\$461,770	\$421,297	+9.6%
Median Listing Price	\$339,500	\$299,000	+13.5%	\$363,053	\$343,609	+5.7%
Median Days in RPR	105	113	-7.1%	162.41	194.1	-16.3%
Months of Inventory	6	10.8	-44.2%	7.3	10.9	-32.9%
Absorption Rate	16.67%	9.3%	+7.4%	13.72%	9.21%	+4.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	3	+200%	33	37	-10.8%
New Pending Sales Volume	\$2,903,000	\$881,500	+229.3%	\$8,302,700	\$13,478,400	-38.4%
Pending Sales Count	8	5	+60%	N/A	N/A	
Pending Sales Volume	\$2,410,000	\$2,316,500	+4%	N/A	N/A	
Closed Sales Count	2	3	-33.3%	16	31	-48.4%
Closed Sales Volume	\$529,500	\$812,000	-34.8%	\$3,729,600	\$9,457,250	-60.6%
Average Sales Price	\$264,750	\$270,667	-2.2%	\$233,100	\$305,073	-23.6%
Median Sales Price	\$264,750	\$309,000	-14.3%	\$239,106	\$271,000	-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



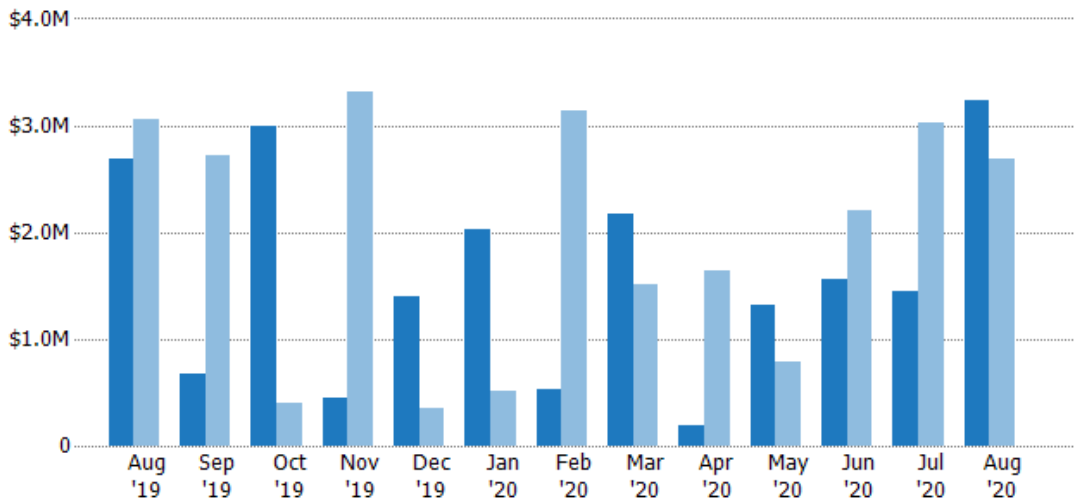
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	9	3	3	1	4	5	2	5	1	5	6	6	7
Prior Year	8	8	2	7	2	2	6	3	5	3	9	8	9
Percent Change from Prior Year	13%	-63%	50%	-86%	100%	150%	-67%	67%	-80%	67%	-33%	-25%	-22%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$2.69M	\$679K	\$2.99M	\$450K	\$1.39M	\$2.03M	\$530K	\$2.17M	\$185K	\$1.32M	\$1.56M	\$1.44M	\$3.23M
Prior Year	\$3.05M	\$2.72M	\$399K	\$3.32M	\$347K	\$512K	\$3.14M	\$1.52M	\$1.64M	\$794K	\$2.21M	\$3.03M	\$2.69M
Percent Change from Prior Year	-12%	-75%	649%	-86%	301%	297%	-83%	43%	-89%	66%	-29%	-52%	20%

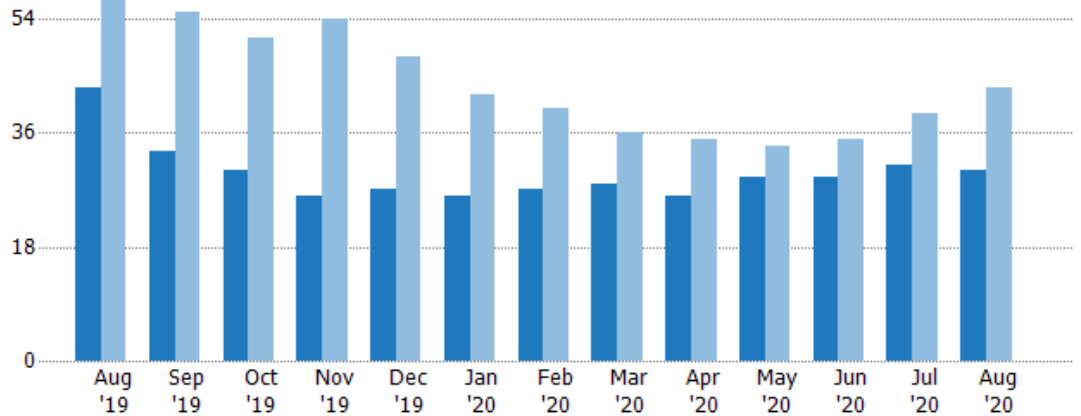
## Active Listings

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.
Aug '20	30	-30.2%
Aug '19	43	-25.9%
Aug '18	58	15.5%



Current Year	43	33	30	26	27	26	27	28	26	29	29	31	30
Prior Year	58	55	51	54	48	42	40	36	35	34	35	39	43
Percent Change from Prior Year	-26%	-40%	-41%	-52%	-44%	-38%	-33%	-22%	-26%	-15%	-17%	-21%	-30%

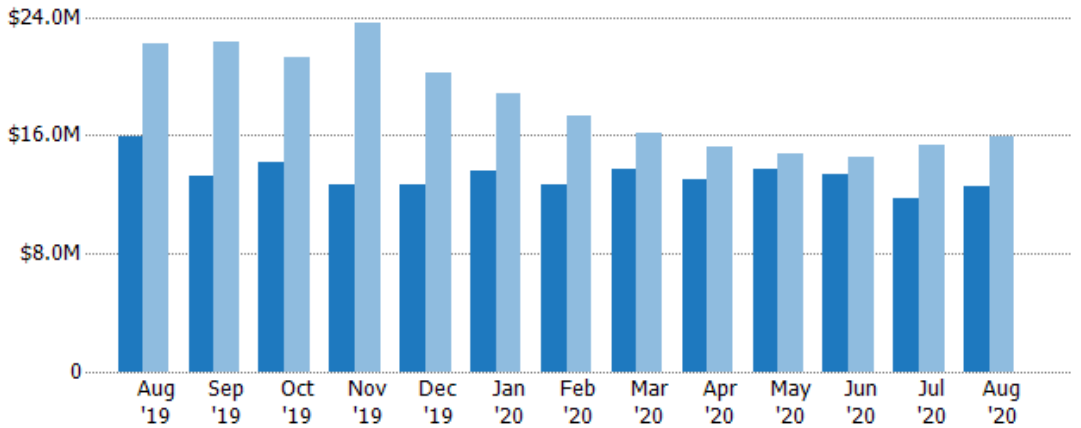
## Active Listing Volume

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.
Aug '20	\$12.6M	-20.8%
Aug '19	\$15.9M	-28.5%
Aug '18	\$22.2M	20.3%



Current Year	\$15.9M	\$13.2M	\$14.2M	\$12.6M	\$12.7M	\$13.5M	\$12.6M	\$13.8M	\$13M	\$13.8M	\$13.3M	\$11.8M	\$12.6M
Prior Year	\$22.2M	\$22.3M	\$21.3M	\$23.6M	\$20.3M	\$18.8M	\$17.3M	\$16.2M	\$15.2M	\$14.8M	\$14.6M	\$15.3M	\$15.9M
Percent Change from Prior Year	-29%	-41%	-34%	-46%	-37%	-28%	-27%	-15%	-15%	-7%	-9%	-23%	-21%

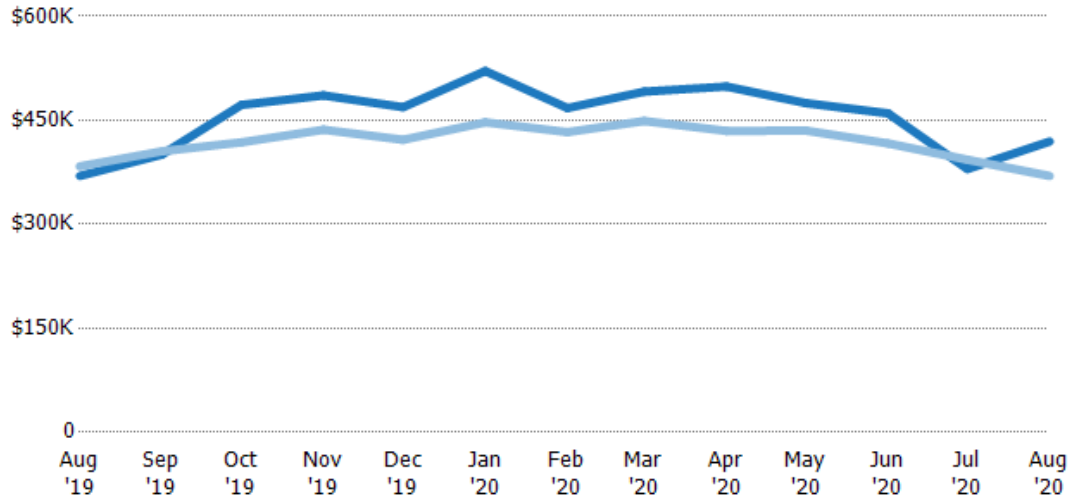
## Average Listing Price

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.
Aug '20	\$419K	13.5%
Aug '19	\$370K	-3.6%
Aug '18	\$384K	4.1%



Current Year	\$370K	\$401K	\$472K	\$486K	\$469K	\$521K	\$468K	\$491K	\$499K	\$475K	\$460K	\$380K	\$419K
Prior Year	\$384K	\$405K	\$418K	\$436K	\$422K	\$447K	\$433K	\$449K	\$435K	\$435K	\$417K	\$393K	\$370K
Percent Change from Prior Year	-4%	-1%	13%	11%	11%	17%	8%	9%	15%	9%	10%	-3%	13%

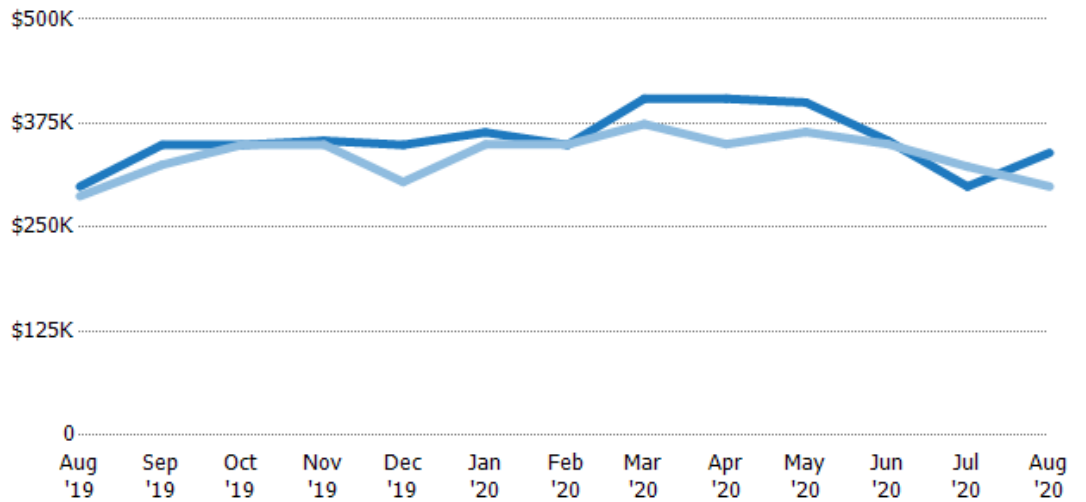
## Median Listing Price

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.
Aug '20	\$340K	13.5%
Aug '19	\$299K	4%
Aug '18	\$287K	-9.6%



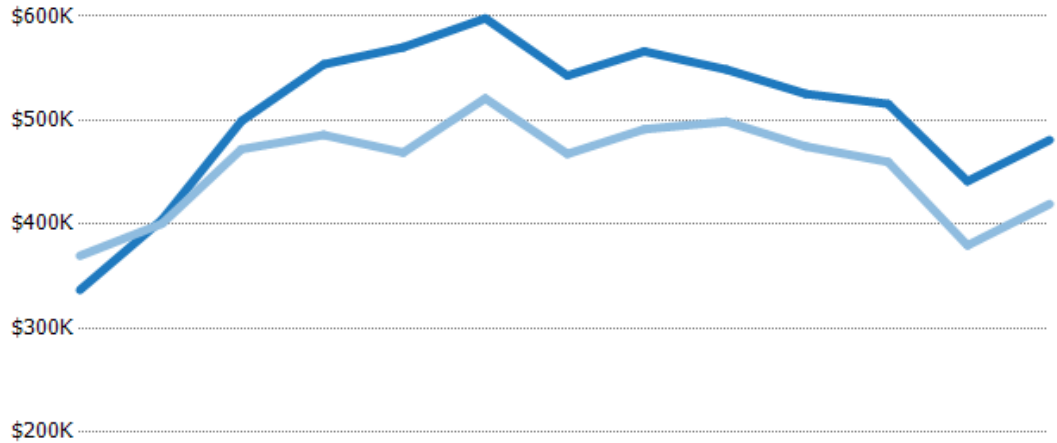
Current Year	\$299K	\$349K	\$349K	\$354K	\$349K	\$364K	\$349K	\$405K	\$405K	\$400K	\$354K	\$299K	\$340K
Prior Year	\$287K	\$325K	\$349K	\$349K	\$304K	\$349K	\$349K	\$374K	\$350K	\$364K	\$350K	\$323K	\$299K
Percent Change from Prior Year	4%	7%	0%	1%	15%	4%	0%	8%	16%	10%	1%	-7%	14%

## 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



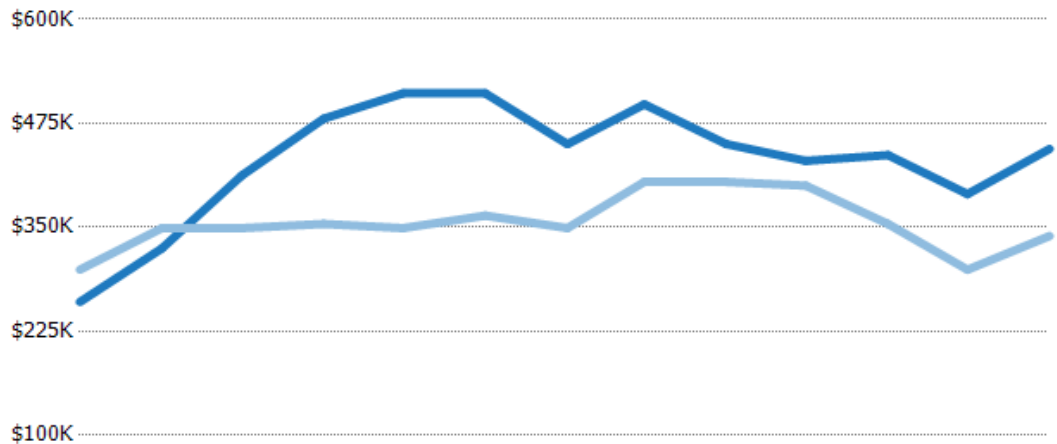
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$337K	\$404K	\$499K	\$554K	\$570K	\$598K	\$543K	\$566K	\$549K	\$525K	\$516K	\$441K	\$481K
Avg Listing Price	\$370K	\$401K	\$472K	\$486K	\$469K	\$521K	\$468K	\$491K	\$499K	\$475K	\$460K	\$380K	\$419K
Avg Listing Price as a % of Avg Est Value	110%	99%	95%	88%	82%	87%	86%	87%	91%	90%	89%	86%	87%

## 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



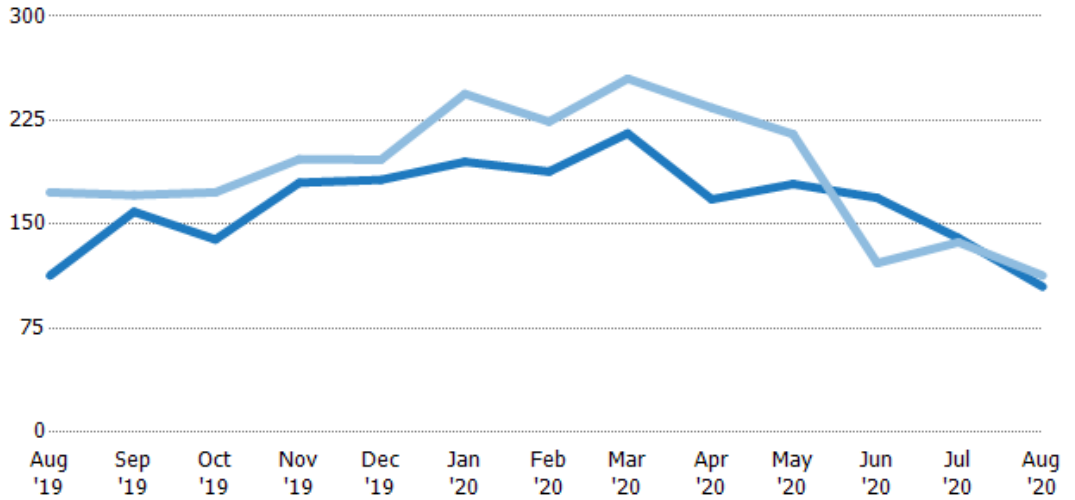
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$260K	\$325K	\$412K	\$480K	\$511K	\$511K	\$450K	\$498K	\$450K	\$430K	\$437K	\$390K	\$444K
Median Listing Price	\$299K	\$349K	\$349K	\$354K	\$349K	\$364K	\$349K	\$405K	\$405K	\$400K	\$354K	\$299K	\$340K
Med Listing Price as a % of Med Est Value	115%	107%	85%	74%	68%	71%	78%	81%	90%	93%	81%	77%	76%

## 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



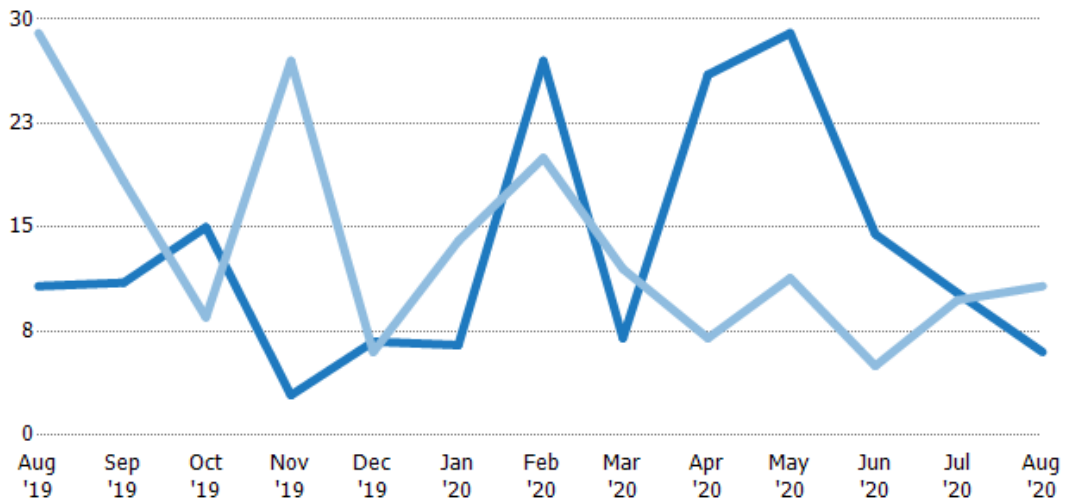
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	113	159	139	180	182	195	188	216	168	179	169	140	105
Prior Year	173	171	173	197	197	244	224	255	234	215	122	137	113
Percent Change from Prior Year	-35%	-7%	-20%	-9%	-7%	-20%	-16%	-15%	-28%	-17%	39%	2%	-7%

## 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:  
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Family Residence



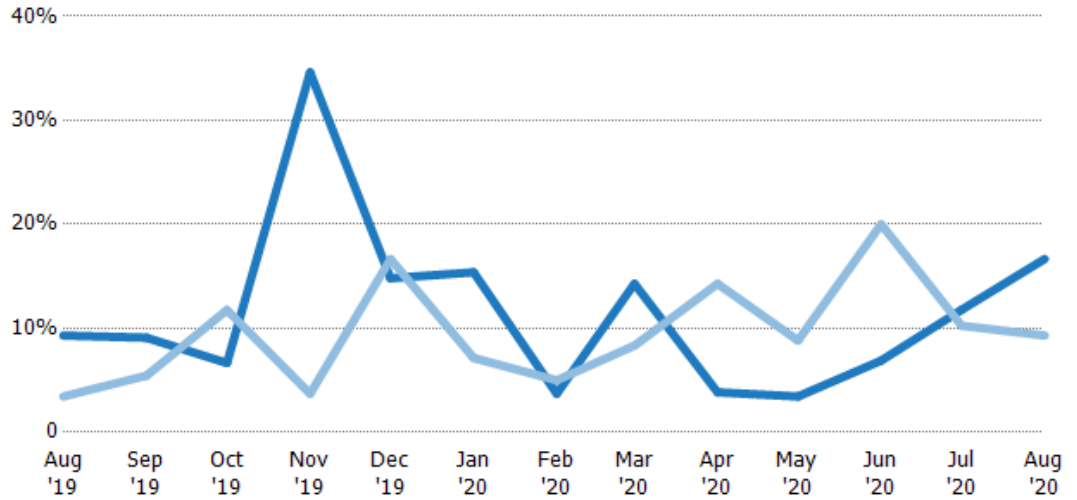
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	10.8	11	15	2.89	6.75	6.5	27	7	26	29	14.5	10.3	6
Prior Year	29	18.3	8.5	27	6	14	20	12	7	11.3	5	9.75	10.8
Percent Change from Prior Year	-63%	-40%	76%	-89%	13%	-54%	35%	-42%	271%	156%	190%	-100%	-44%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Ludlow, VT 05149,  
Proctorsville, VT 05153  
Property Type:  
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Family Residence



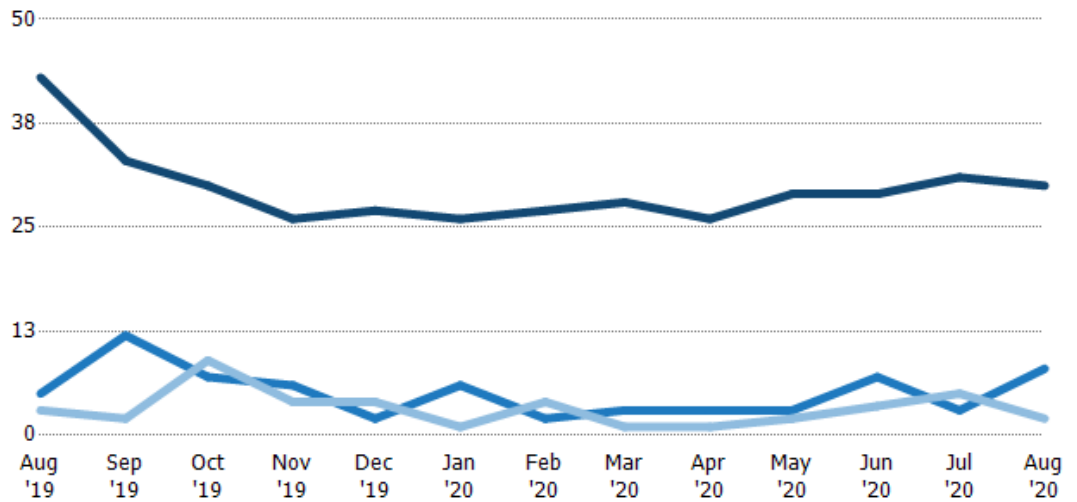
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	9%	9%	7%	35%	15%	15%	4%	14%	4%	3%	7%	12%	17%
Prior Year	3%	5%	12%	4%	17%	7%	5%	8%	14%	9%	20%	10%	9%
Change from Prior Year	-6%	-4%	5%	-31%	2%	-8%	1%	-6%	10%	5%	13%	10%	-7%

## 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



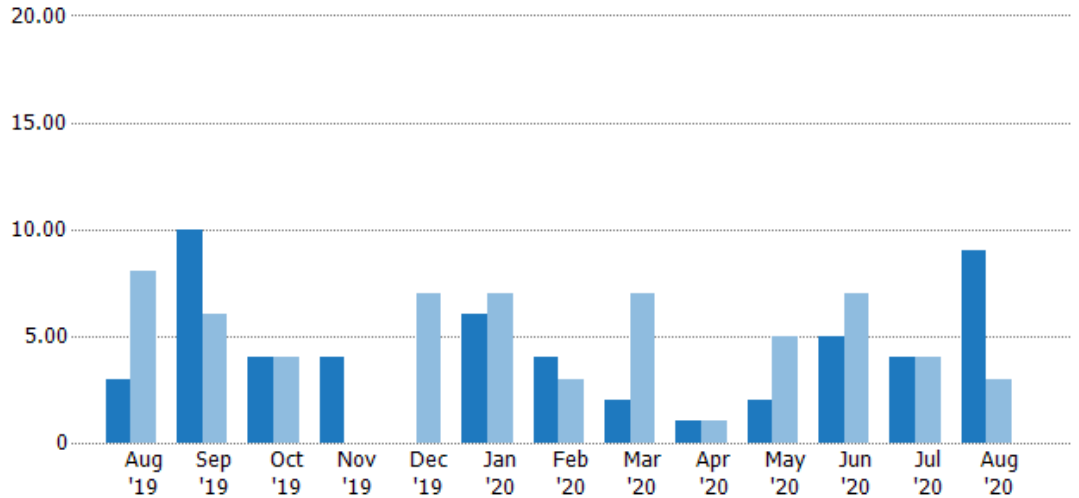
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	43	33	30	26	27	26	27	28	26	29	29	31	30
Pending	5	12	7	6	2	6	2	3	3	3	7	3	8
Sold	3	2	9	4	4	1	4	1	1	2	3.5	5	2

## 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



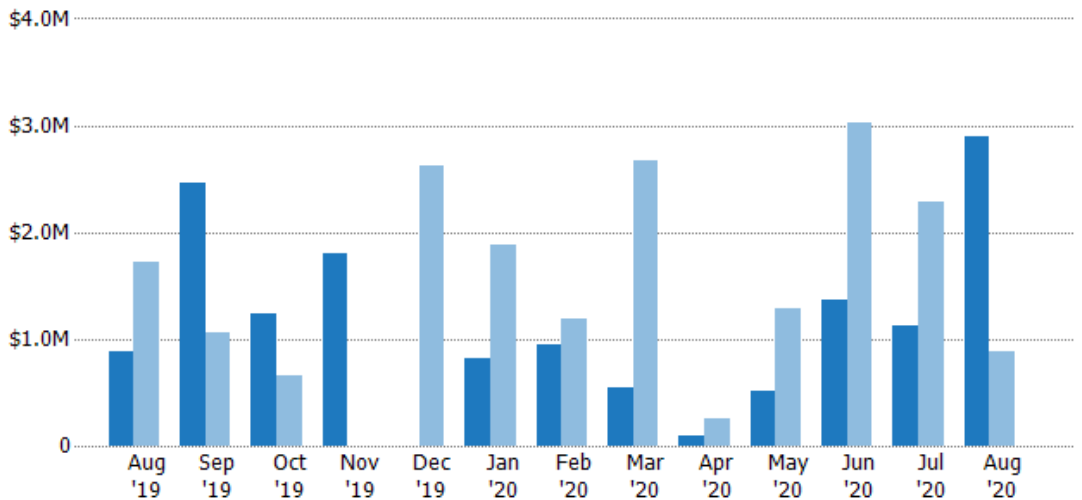
Current Year	3	10	4	4	-	6	4	2	1	2	5	4	9
Prior Year	8	6	4	-	7	7	3	7	1	5	7	4	3
Percent Change from Prior Year	-63%	67%	0%	100%	-100%	-14%	33%	-71%	0%	-60%	-29%	0%	200%

## 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	\$882K	\$2.46M	\$1.24M	\$1.81M	-	\$814K	\$942K	\$538K	\$99K	\$515K	\$1.37M	\$1.12M	\$2.9M
Prior Year	\$1.73M	\$1.06M	\$665K	-	\$2.62M	\$1.89M	\$1.19M	\$2.68M	\$250K	\$1.29M	\$3.02M	\$2.28M	\$882K
Percent Change from Prior Year	-49%	132%	87%	100%	-100%	-57%	-21%	-80%	-60%	-60%	-55%	-51%	229%



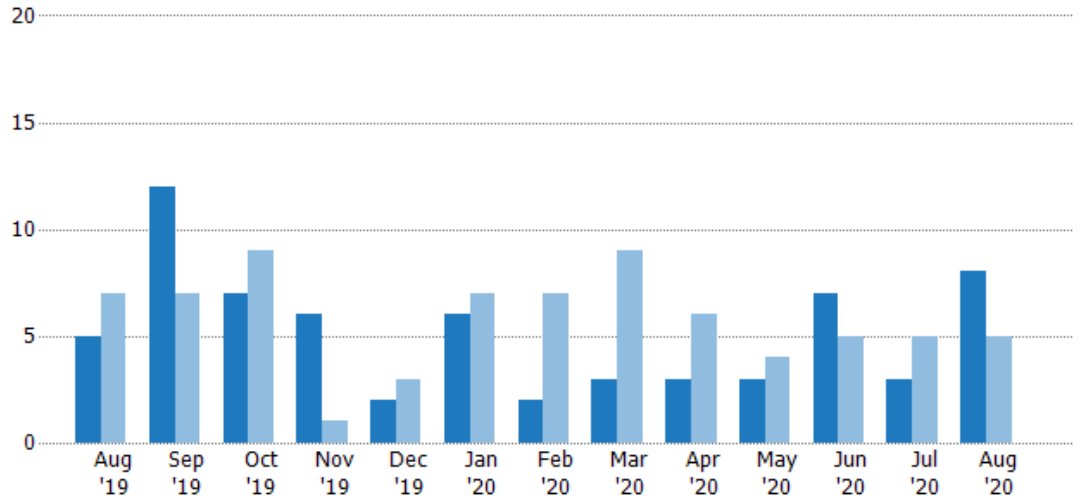
## Pending Sales

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.
Aug '20	8	60%
Aug '19	5	-28.6%
Aug '18	7	0%



Current Year	5	12	7	6	2	6	2	3	3	3	7	3	8
Prior Year	7	7	9	1	3	7	7	9	6	4	5	5	5
Percent Change from Prior Year	-29%	71%	-22%	500%	-33%	-14%	-71%	-67%	-50%	-25%	40%	-40%	60%

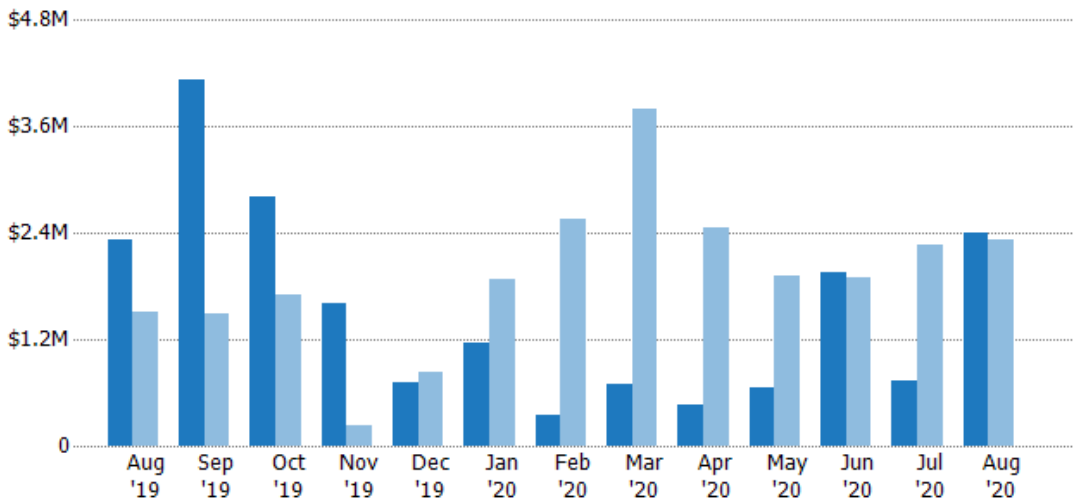
## Pending Sales Volume

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.
Aug '20	\$2.41M	4%
Aug '19	\$2.32M	53.7%
Aug '18	\$1.51M	31.9%



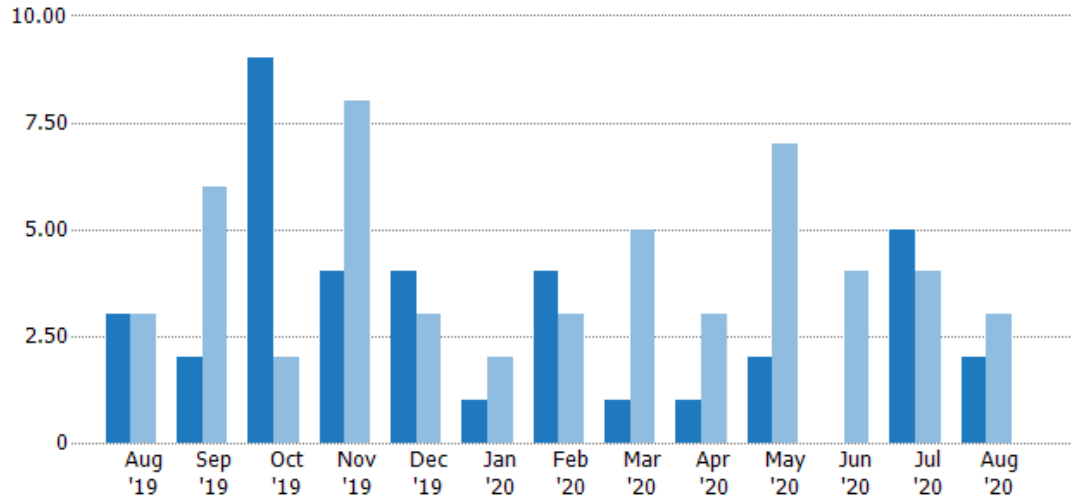
Current Year	\$2.32M	\$4.13M	\$2.81M	\$1.61M	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K	\$1.95M	\$740K	\$2.41M
Prior Year	\$1.51M	\$1.49M	\$1.71M	\$225K	\$823K	\$1.89M	\$2.56M	\$3.79M	\$2.46M	\$1.92M	\$1.9M	\$2.26M	\$2.32M
Percent Change from Prior Year	54%	177%	64%	616%	-13%	-38%	-87%	-82%	-81%	-65%	2%	-67%	4%

## 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



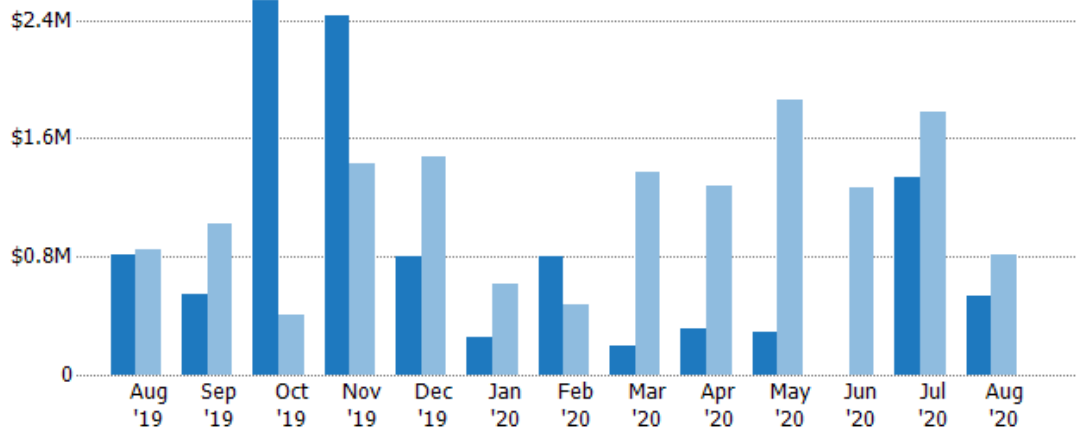
Current Year	3	2	9	4	4	1	4	1	1	2	-	5	2
Prior Year	3	6	2	8	3	2	3	5	3	7	4	4	3
Percent Change from Prior Year	0%	-67%	350%	-50%	33%	-50%	33%	-80%	-67%	-71%	-100%	25%	-33%

## 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



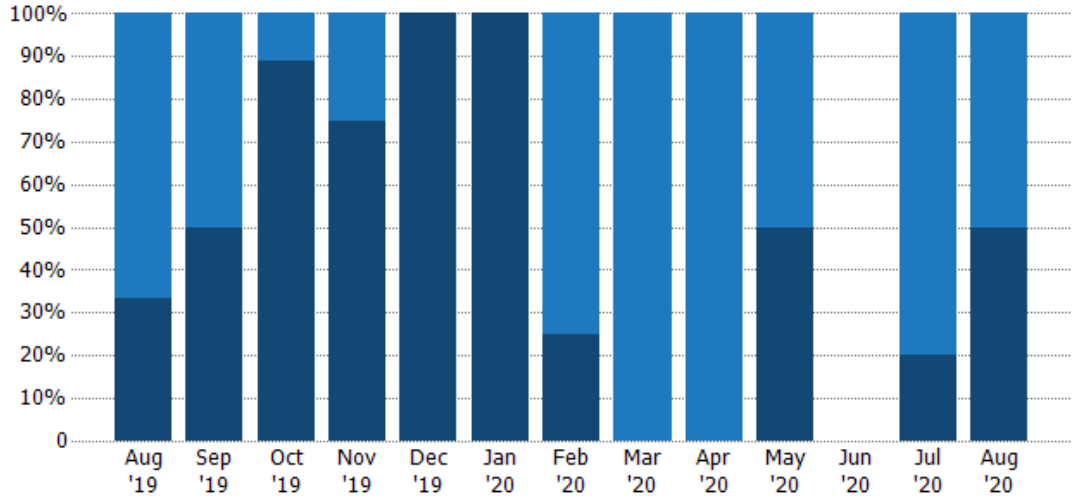
Current Year	\$812K	\$544K	\$2.54M	\$2.43M	\$805K	\$260K	\$806K	\$195K	\$308K	\$292K	-	\$1.34M	\$530K
Prior Year	\$845K	\$1.03M	\$410K	\$1.43M	\$1.48M	\$620K	\$470K	\$1.37M	\$1.28M	\$1.86M	\$1.26M	\$1.78M	\$812K
Percent Change from Prior Year	-4%	-47%	520%	70%	-45%	-58%	72%	-86%	-76%	-84%	-100%	-25%	-35%

## 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



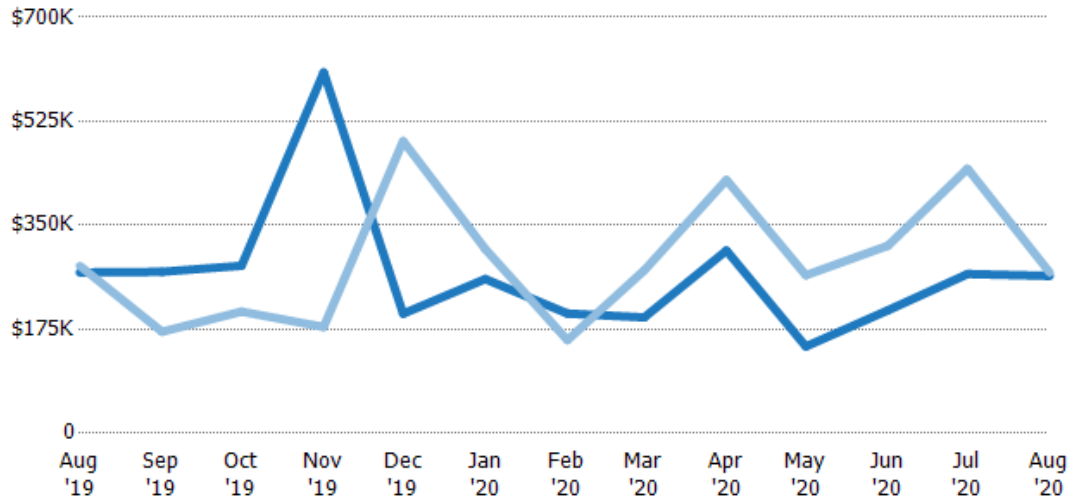
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	67%	50%	11%	25%	-	-	75%	100%	100%	50%	-	80%	50%
Single Family Residence	33%	50%	89%	75%	100%	100%	25%	-	-	50%	-	20%	50%

## 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



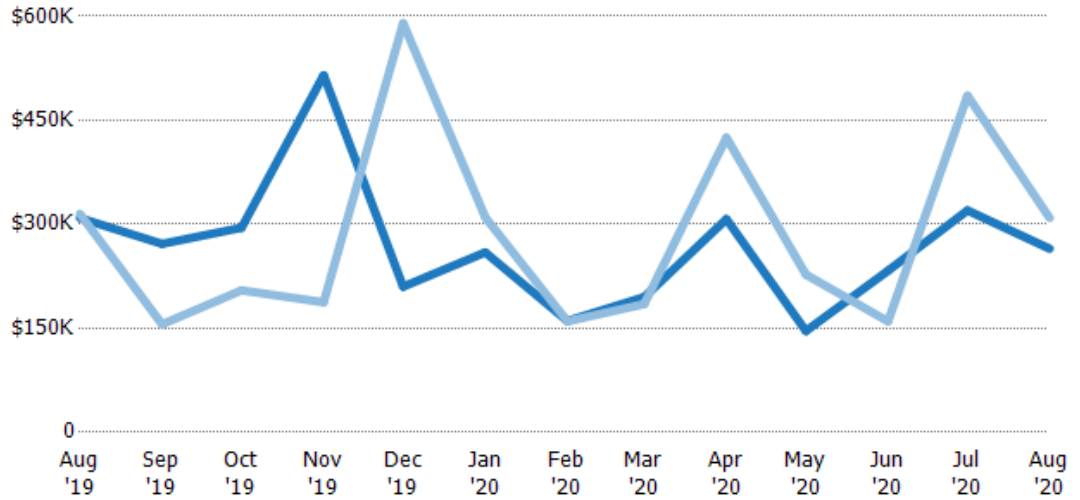
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$271K	\$272K	\$282K	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K
Prior Year	\$282K	\$171K	\$205K	\$179K	\$492K	\$310K	\$157K	\$274K	\$426K	\$266K	\$316K	\$445K	\$271K
Percent Change from Prior Year	-4%	59%	38%	240%	-59%	-16%	29%	-29%	-28%	-45%	-100%	-40%	-2%

## 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



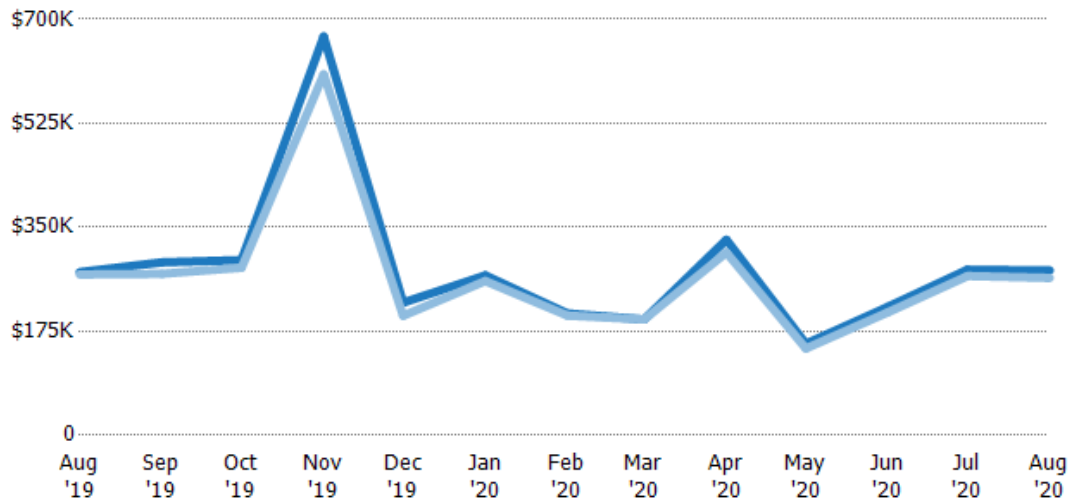
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$309K	\$272K	\$295K	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K
Prior Year	\$315K	\$156K	\$205K	\$188K	\$590K	\$310K	\$160K	\$185K	\$425K	\$228K	\$160K	\$486K	\$309K
Percent Change from Prior Year	-2%	74%	44%	175%	-64%	-16%	0%	5%	-28%	-36%	-100%	-34%	-14%

## 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



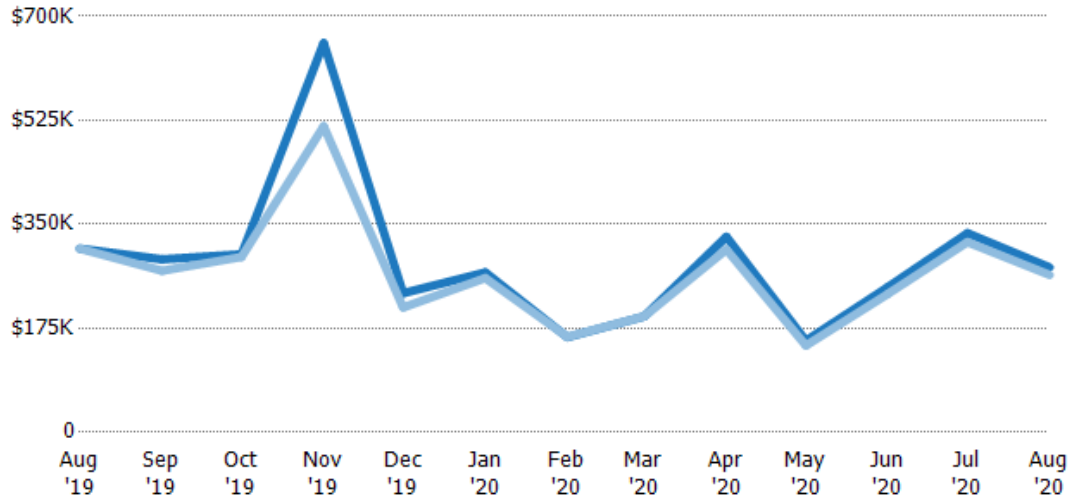
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$275K	\$291K	\$295K	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K
Avg Sales Price	\$271K	\$272K	\$282K	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K
Avg Sales Price as a % of Avg List Price	99%	93%	96%	91%	90%	96%	98%	100%	93%	95%	96%	96%	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



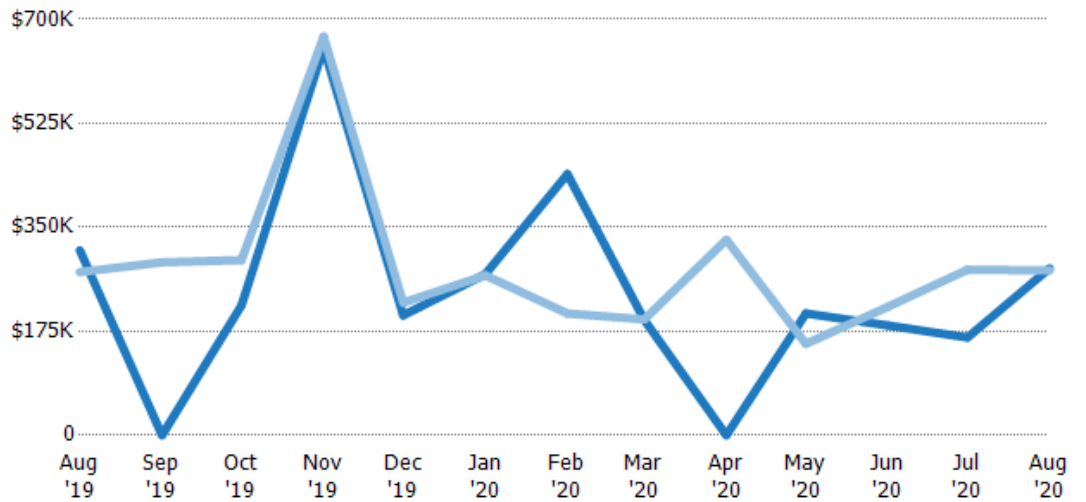
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$309K	\$291K	\$300K	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K
Median Sales Price	\$309K	\$272K	\$295K	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K
Med Sales Price as a % of Med List Price	100%	93%	98%	79%	90%	96%	100%	100%	93%	95%	95%	96%	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



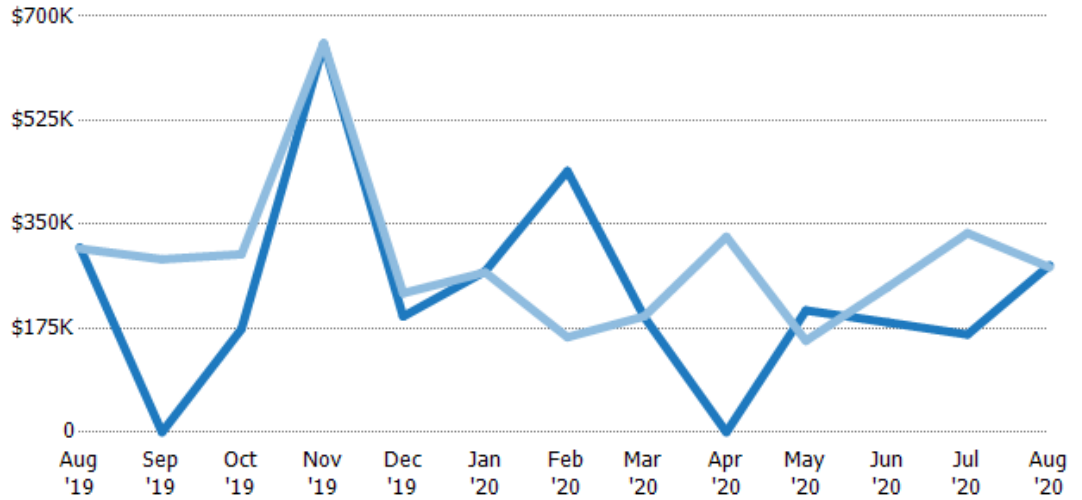
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$311K	\$0	\$219K	\$652K	\$202K	\$271K	\$440K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K
Avg Sales Price	\$275K	\$291K	\$295K	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K
Avg Sales Price as a % of Avg Est Value	88%	100%	135%	103%	111%	99%	47%	101%	100%	75%	122%	169%	99%

## 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	\$311K	\$0	\$174K	\$652K	\$195K	\$271K	\$440K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K
Median Sales Price	\$309K	\$291K	\$300K	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K
Med Sales Price as a % of Med Est Value	99%	100%	172%	100%	120%	99%	36%	101%	100%	75%	139%	204%	99%