

## Summary of Key Listing and Sales Metrics

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

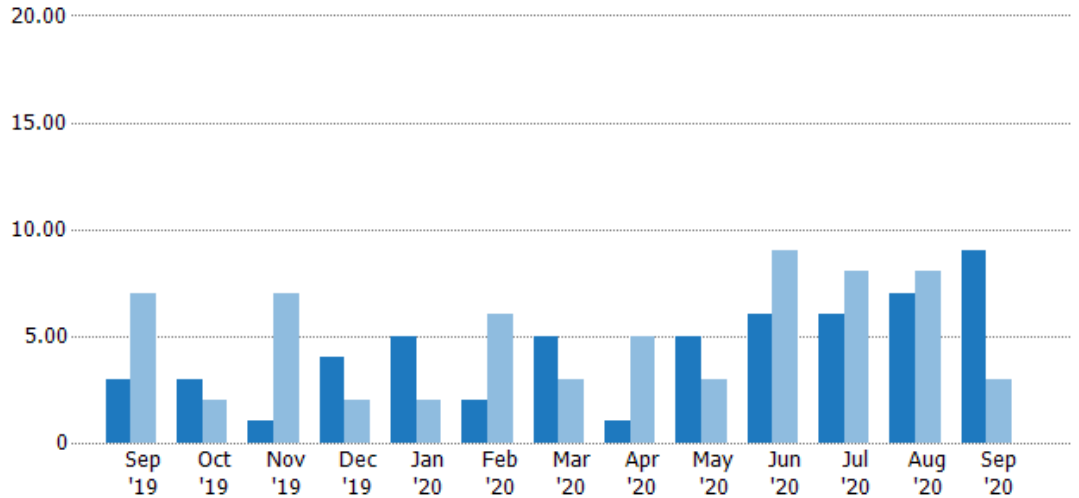
Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	3	+200%	46	47	-2.1%
New Listing Volume	\$3,153,200	\$678,900	+364.5%	\$15,609,100	\$16,130,900	-3.2%
Active Listing Count	21	32	-34.4%	N/A	N/A	
Active Listing Volume	\$7,554,900	\$12,586,200	-40%	N/A	N/A	
Average Listing Price	\$359,757	\$393,319	-8.5%	\$450,679	\$419,002	+7.6%
Median Listing Price	\$299,000	\$337,000	-11.3%	\$354,109	\$342,628	+3.4%
Median Days in RPR	73	151	-51.7%	141.55	171.83	-17.6%
Months of Inventory	10.5	10.7	-1.6%	7.9	9.6	-17.7%
Absorption Rate	9.52%	9.38%	+0.1%	12.61%	10.38%	+2.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	10	+110%	54	44	+22.7%
New Pending Sales Volume	\$9,419,300	\$2,461,700	+282.6%	\$17,722,000	\$14,917,600	+18.8%
Pending Sales Count	20	12	+66.7%	N/A	N/A	
Pending Sales Volume	\$8,343,300	\$4,127,300	+102.1%	N/A	N/A	
Closed Sales Count	3	2	+50%	19	30	-36.7%
Closed Sales Volume	\$827,500	\$543,500	+52.3%	\$4,557,100	\$9,033,750	-49.6%
Average Sales Price	\$275,833	\$271,750	+1.5%	\$239,847	\$301,125	-20.3%
Median Sales Price	\$235,000	\$271,750	-13.5%	\$238,458	\$265,842	-10.3%

## 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



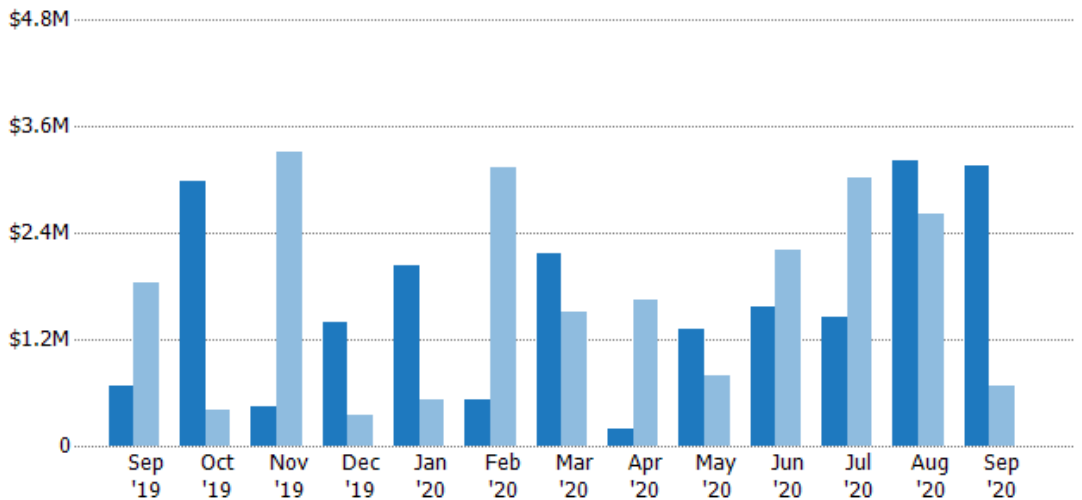
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	3	3	1	4	5	2	5	1	5	6	6	7	9
Prior Year	7	2	7	2	2	6	3	5	3	9	8	8	3
Percent Change from Prior Year	-57%	50%	-86%	100%	150%	-67%	67%	-80%	67%	-33%	-25%	-13%	200%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$679K	\$2.99M	\$450K	\$1.39M	\$2.03M	\$530K	\$2.17M	\$185K	\$1.32M	\$1.56M	\$1.44M	\$3.21M	\$3.15M
Prior Year	\$1.84M	\$399K	\$3.32M	\$347K	\$512K	\$3.14M	\$1.52M	\$1.64M	\$784K	\$2.21M	\$3.03M	\$2.62M	\$679K
Percent Change from Prior Year	-63%	649%	-86%	301%	297%	-83%	43%	-89%	68%	-29%	-52%	23%	364%

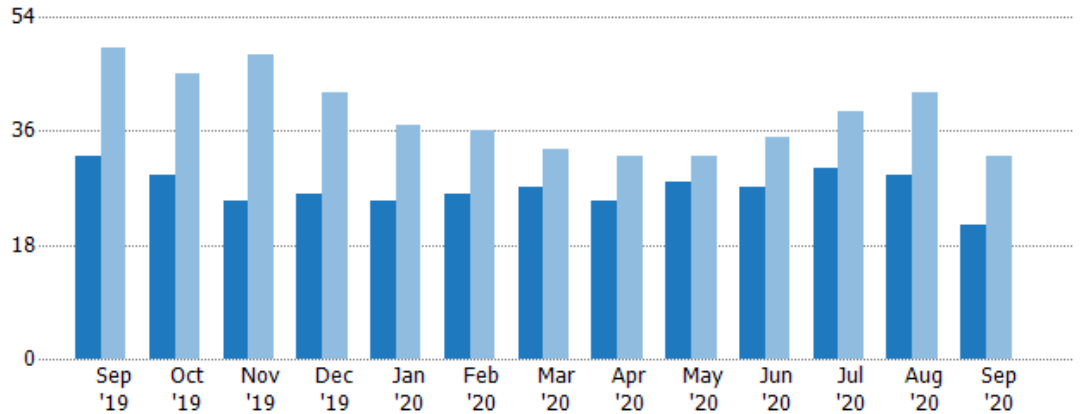
## Active Listings

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.
Sep '20	21	-34.4%
Sep '19	32	-34.7%
Sep '18	49	30.6%



Current Year	32	29	25	26	25	26	27	25	28	27	30	29	21
Prior Year	49	45	48	42	37	36	33	32	32	35	39	42	32
Percent Change from Prior Year	-35%	-36%	-48%	-38%	-32%	-28%	-18%	-22%	-13%	-23%	-23%	-31%	-34%

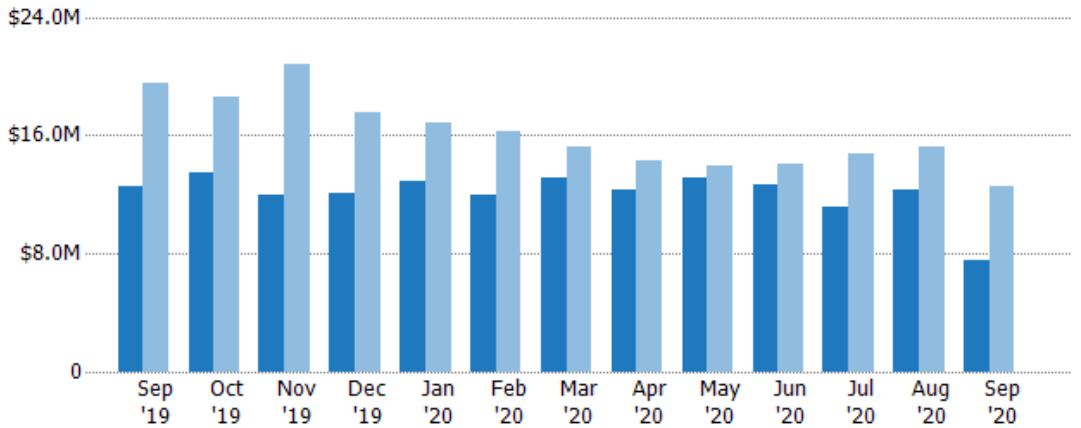
## Active Listing Volume

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.
Sep '20	\$7.55M	-40%
Sep '19	\$12.6M	-35.6%
Sep '18	\$19.5M	40.1%



Current Year	\$12.6M	\$13.5M	\$12M	\$12M	\$12.9M	\$12M	\$13.1M	\$12.3M	\$13.2M	\$12.7M	\$11.2M	\$12.4M	\$7.55M
Prior Year	\$19.5M	\$18.6M	\$20.9M	\$17.5M	\$16.8M	\$16.2M	\$15.3M	\$14.3M	\$14M	\$14M	\$14.8M	\$15.3M	\$12.6M
Percent Change from Prior Year	-36%	-27%	-42%	-31%	-23%	-26%	-14%	-14%	-6%	-10%	-24%	-19%	-40%

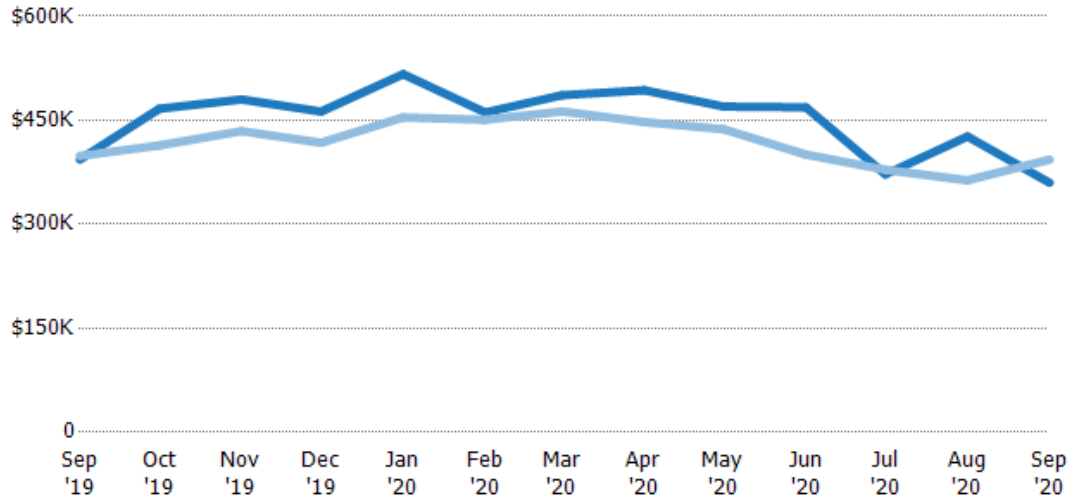
## Average Listing Price

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.
Sep '20	\$360K	-8.5%
Sep '19	\$393K	-1.3%
Sep '18	\$399K	7.3%



Current Year	\$393K	\$467K	\$480K	\$463K	\$517K	\$461K	\$486K	\$493K	\$470K	\$469K	\$372K	\$427K	\$360K
Prior Year	\$399K	\$414K	\$434K	\$418K	\$454K	\$451K	\$463K	\$447K	\$437K	\$401K	\$379K	\$363K	\$393K
Percent Change from Prior Year	-1%	13%	11%	11%	14%	2%	5%	10%	7%	17%	-2%	17%	-9%

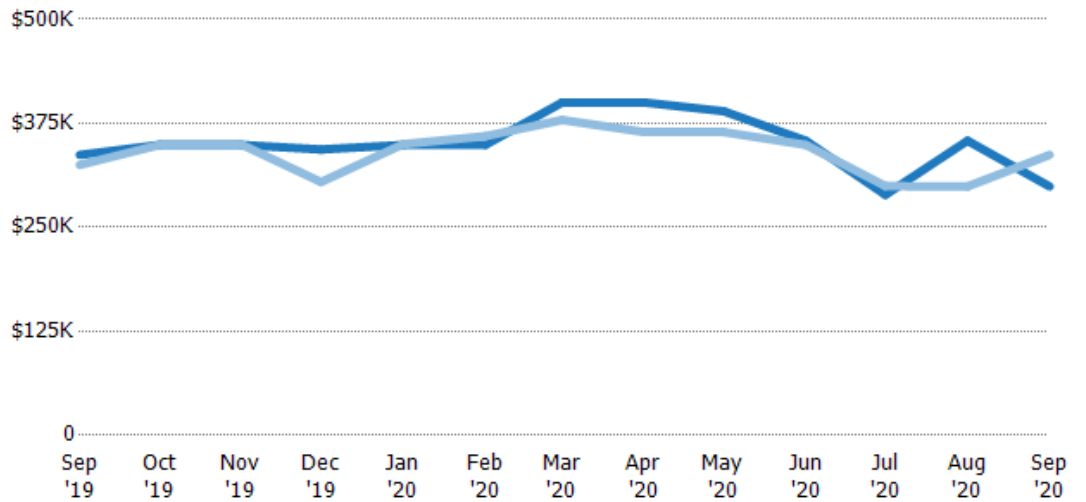
## Median Listing Price

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.
Sep '20	\$299K	-11.3%
Sep '19	\$337K	3.7%
Sep '18	\$325K	-6.7%



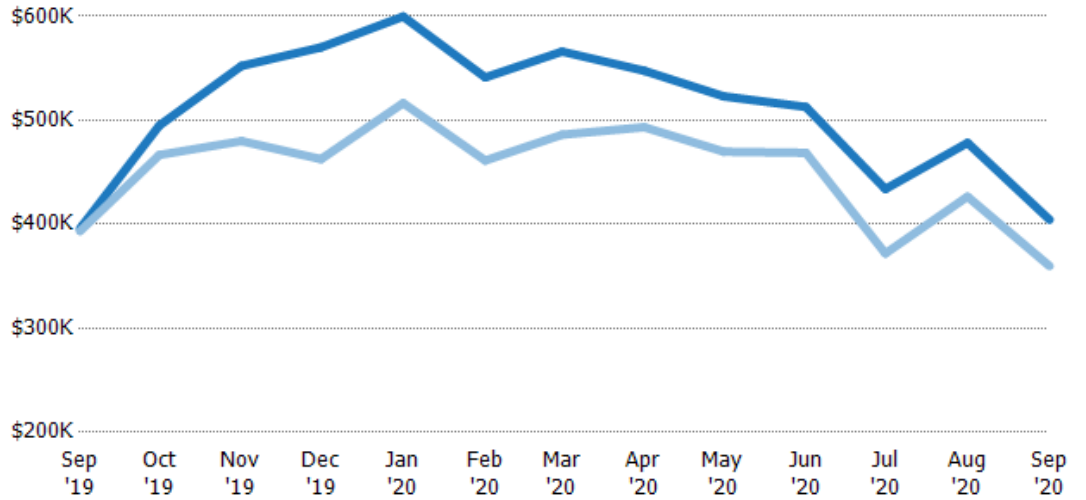
Current Year	\$337K	\$349K	\$349K	\$344K	\$349K	\$349K	\$400K	\$400K	\$390K	\$354K	\$289K	\$354K	\$299K
Prior Year	\$325K	\$349K	\$349K	\$304K	\$350K	\$359K	\$379K	\$364K	\$364K	\$349K	\$300K	\$299K	\$337K
Percent Change from Prior Year	4%	0%	0%	13%	0%	-3%	6%	10%	7%	1%	-4%	18%	-11%

## 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,  
Proctorsville, VT 05153  
Property Type:  
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Family Residence

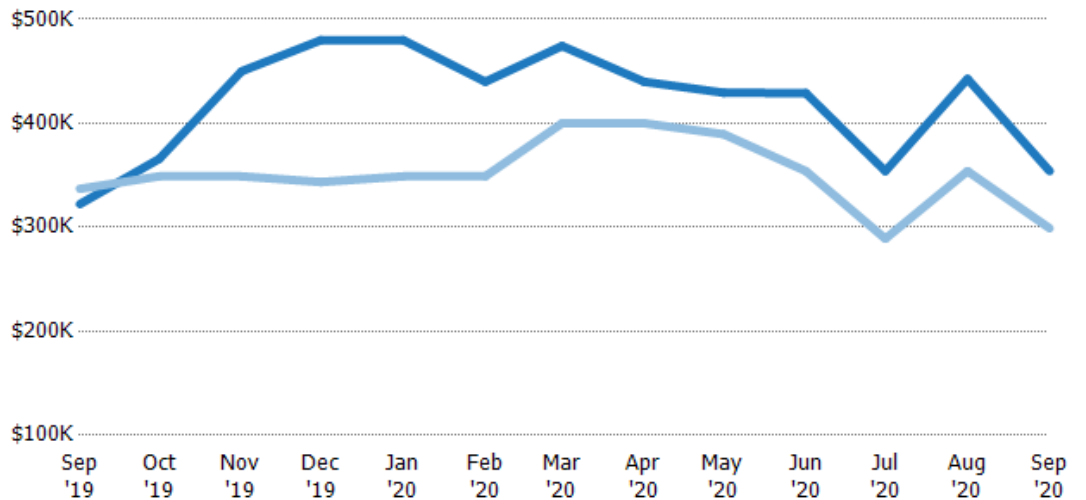


## Median Listing Price vs Median Est Value

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,  
Proctorsville, VT 05153  
Property Type:  
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Family Residence

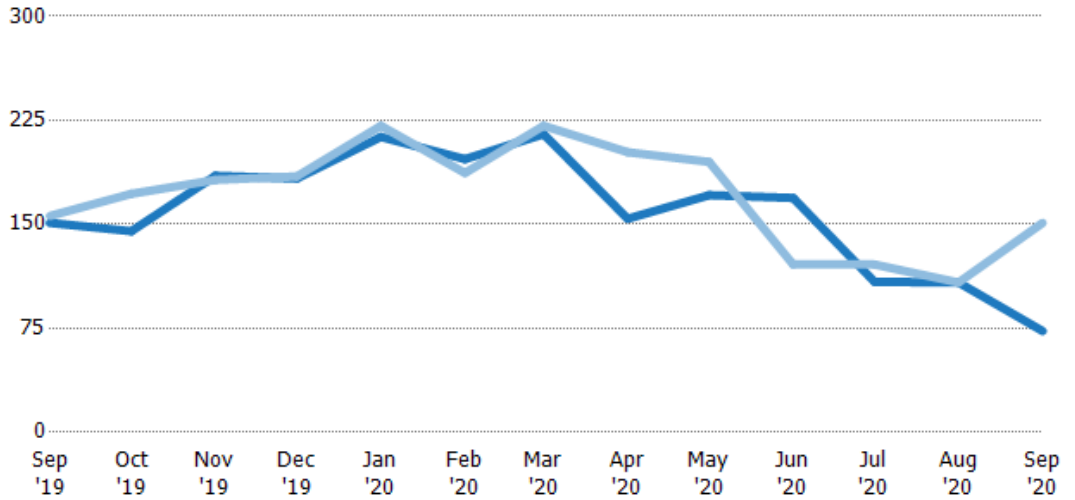


## Median Days in RPR

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,  
Proctorsville, VT 05153  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Days	% Chg.
Sep '20	73	-51.7%
Sep '19	151	-3.2%
Sep '18	156	-18.9%

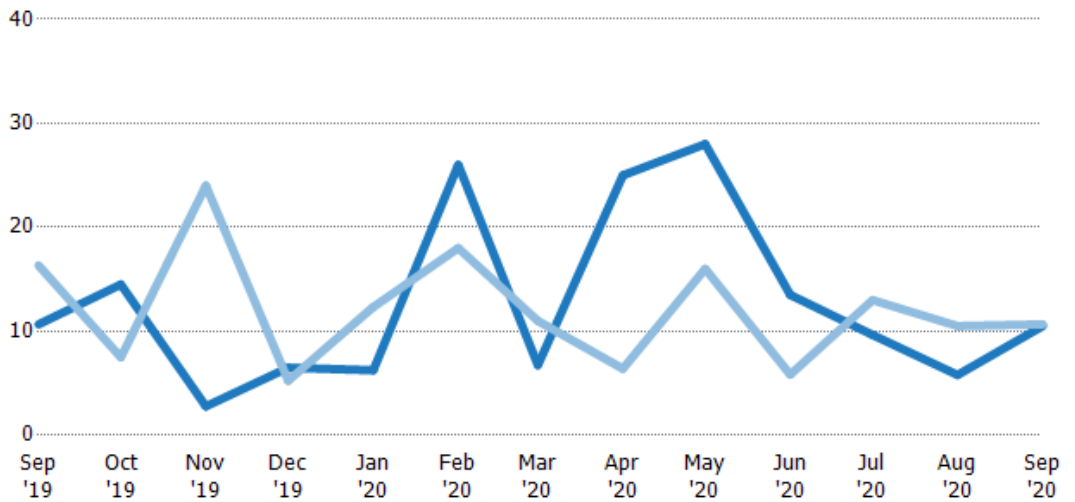
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	151	145	185	183	213	197	215	154	171	169	109	108	73
Prior Year	156	172	182	185	221	187	221	202	195	121	121	108	151
Percent Change from Prior Year	-3%	-16%	2%	-1%	-4%	5%	-3%	-24%	-12%	40%	-10%	0%	-52%

## 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



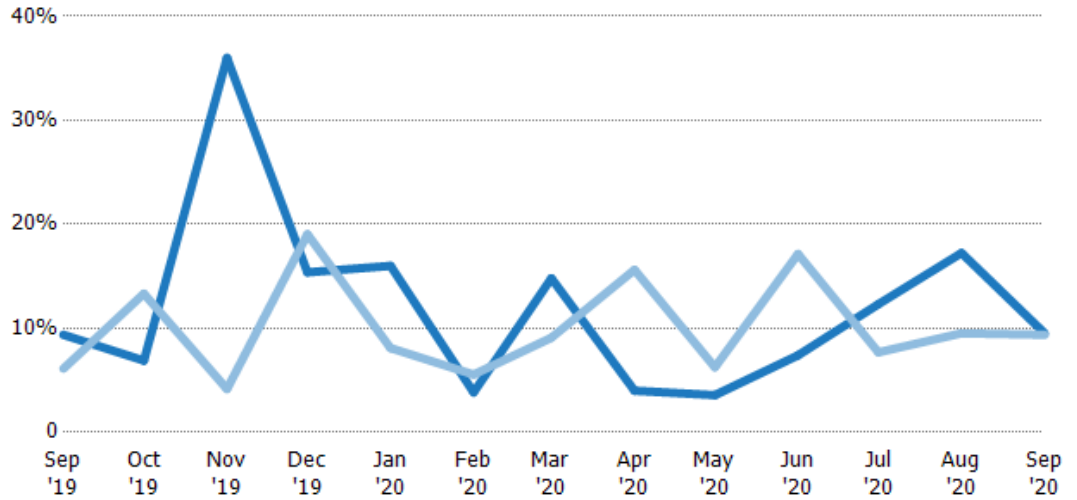
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	10.7	14.5	2.78	6.5	6.25	26	6.75	25	28	13.5	9.65	5.8	10.5
Prior Year	16.3	7.5	24	5.25	12.3	18	11	6.4	16	5.83	13	10.5	10.7
Percent Change from Prior Year	-35%	93%	-88%	24%	-49%	44%	-39%	291%	75%	131%	-100%	-45%	-2%

## 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



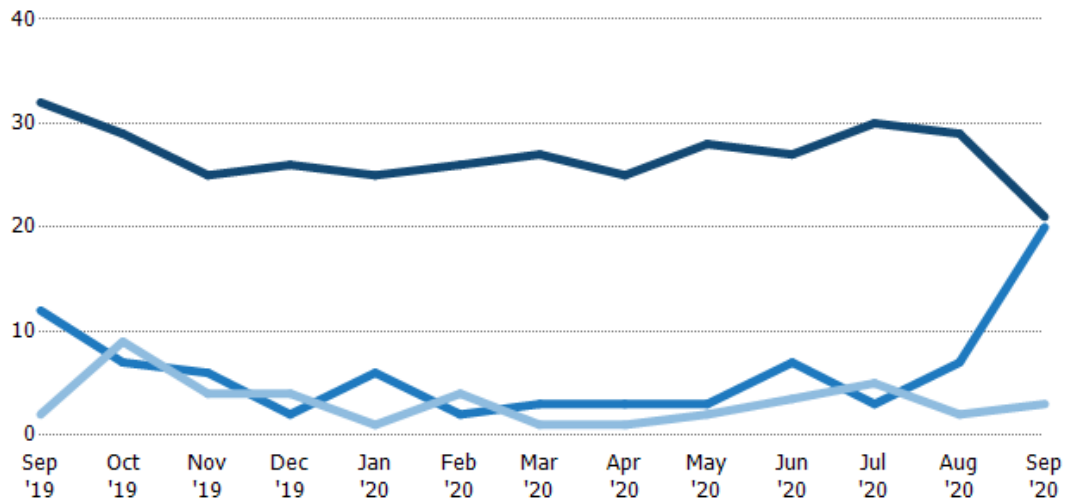
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	9%	7%	36%	15%	16%	4%	15%	4%	4%	7%	12%	17%	10%
Prior Year	6%	13%	4%	19%	8%	6%	9%	16%	6%	17%	8%	10%	9%
Change from Prior Year	-3%	6%	-32%	4%	-8%	2%	-6%	12%	3%	10%	8%	-8%	0%

## 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:  
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Family Residence



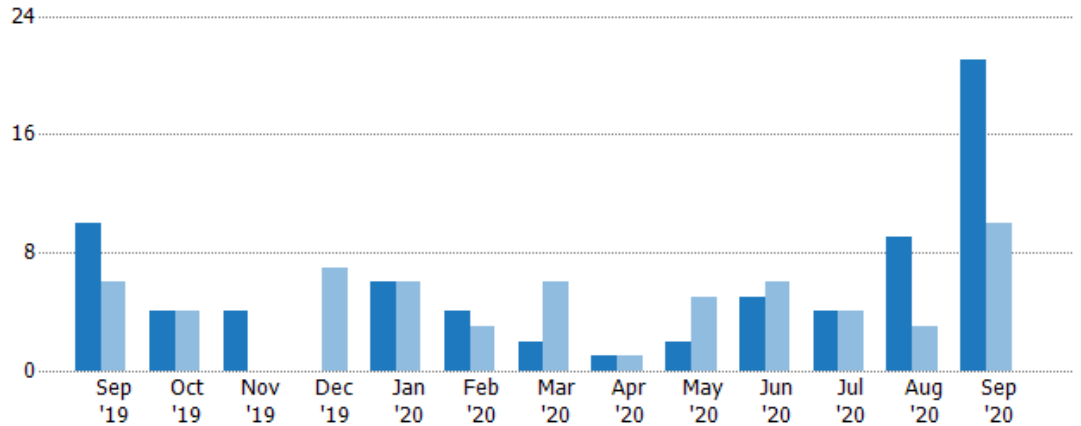
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	32	29	25	26	25	26	27	25	28	27	30	29	21
Pending	12	7	6	2	6	2	3	3	3	7	3	7	20
Sold	2	9	4	4	1	4	1	1	2	3.5	5	2	3

## 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



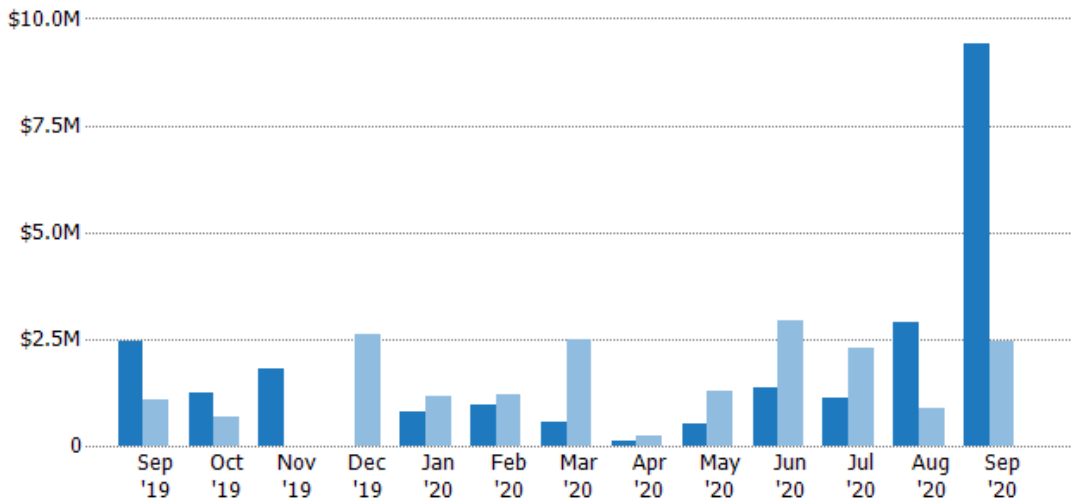
Current Year	10	4	4	-	6	4	2	1	2	5	4	9	21
Prior Year	6	4	-	7	6	3	6	1	5	6	4	3	10
Percent Change from Prior Year	67%	0%	100%	-100%	0%	33%	-67%	0%	-60%	-17%	0%	200%	110%

## 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	\$2.46M	\$1.24M	\$1.81M	-	\$814K	\$942K	\$538K	\$99K	\$515K	\$1.37M	\$1.12M	\$2.9M	\$9.42M
Prior Year	\$1.06M	\$665K	-	\$2.62M	\$1.15M	\$1.19M	\$2.48M	\$250K	\$1.29M	\$2.93M	\$2.28M	\$882K	\$2.46M
Percent Change from Prior Year	132%	87%	100%	-100%	-29%	-21%	-78%	-60%	-60%	-53%	-51%	229%	283%

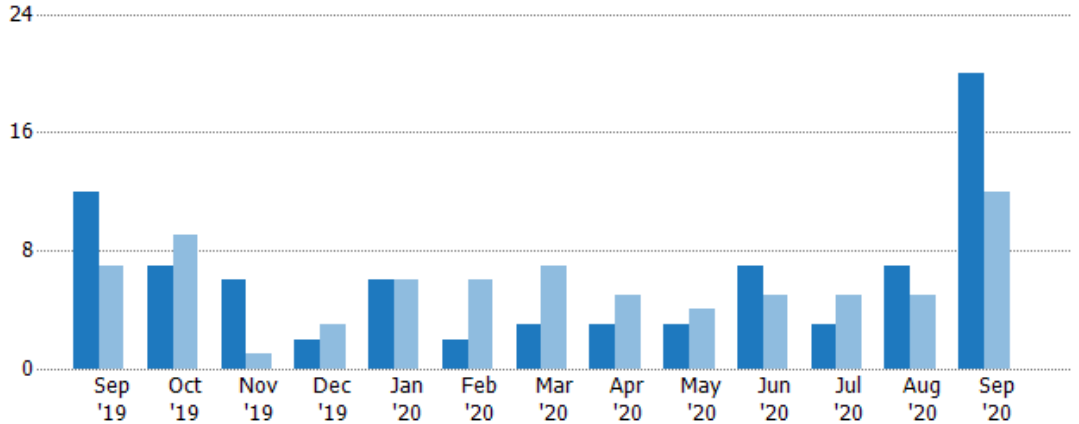


## Pending Sales

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



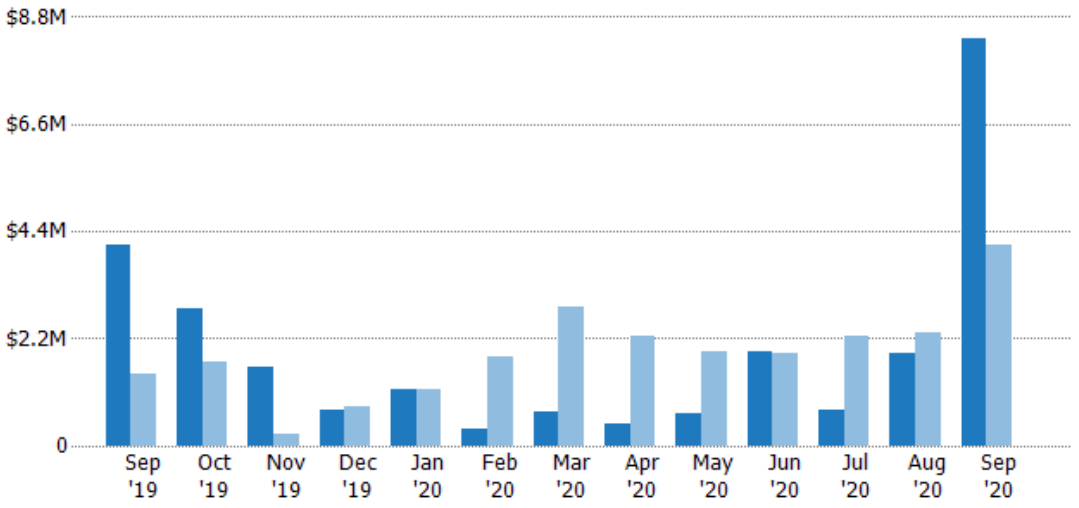
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	12	7	6	2	6	2	3	3	3	7	3	7	20
Prior Year	7	9	1	3	6	6	7	5	4	5	5	5	12
Percent Change from Prior Year	71%	-22%	500%	-33%	0%	-67%	-57%	-40%	-25%	40%	-40%	40%	67%

## 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



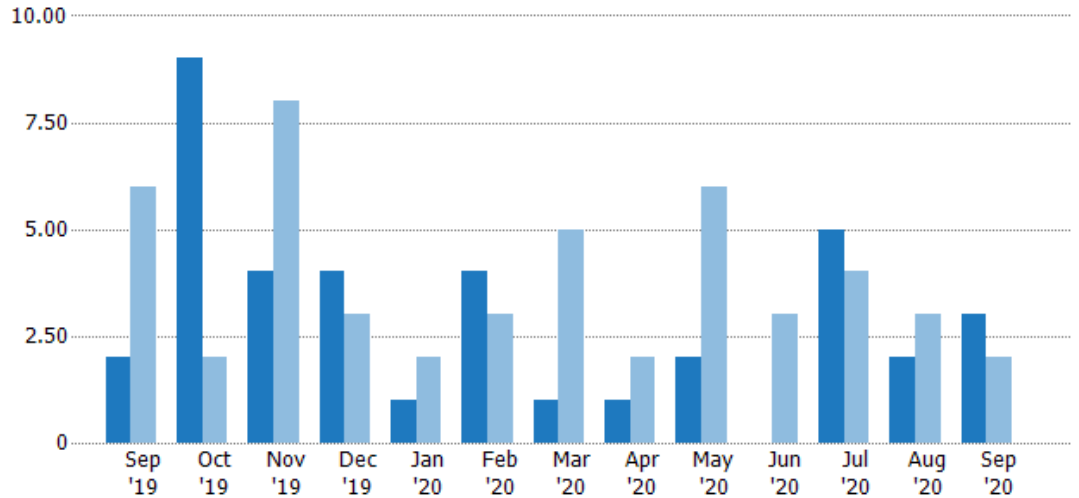
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$4.13M	\$2.81M	\$1.61M	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K	\$1.95M	\$740K	\$1.89M	\$8.34M
Prior Year	\$1.49M	\$1.71M	\$225K	\$823K	\$1.15M	\$1.82M	\$2.85M	\$2.26M	\$1.92M	\$1.9M	\$2.26M	\$2.32M	\$4.13M
Percent Change from Prior Year	177%	64%	616%	-13%	2%	-81%	-76%	-80%	-65%	2%	-67%	-18%	102%

## 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



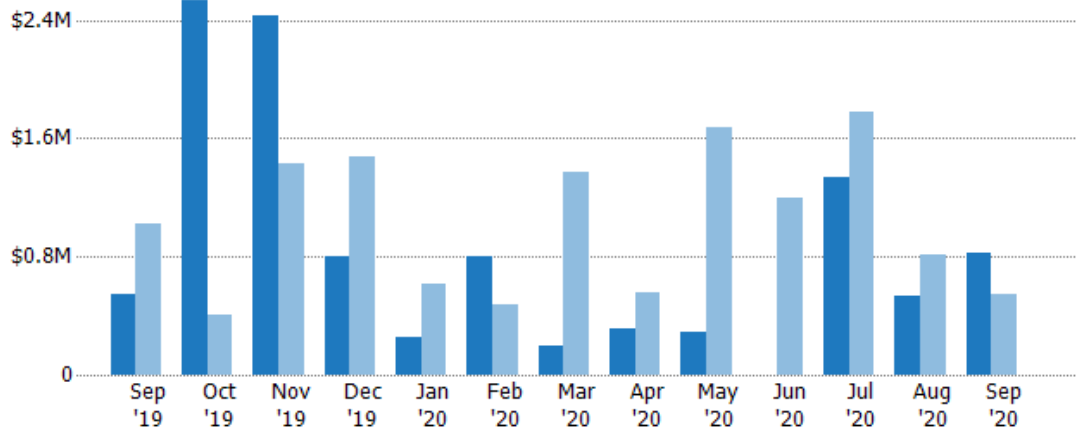
Current Year	2	9	4	4	1	4	1	1	2	-	5	2	3
Prior Year	6	2	8	3	2	3	5	2	6	3	4	3	2
Percent Change from Prior Year	-67%	350%	-50%	33%	-50%	33%	-80%	-50%	-67%	-100%	25%	-33%	50%

## 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	\$544K	\$2.54M	\$2.43M	\$805K	\$260K	\$806K	\$195K	\$308K	\$292K	-	\$1.34M	\$530K	\$828K
Prior Year	\$1.03M	\$410K	\$1.43M	\$1.48M	\$620K	\$470K	\$1.37M	\$560K	\$1.68M	\$1.2M	\$1.78M	\$812K	\$544K
Percent Change from Prior Year	-47%	520%	70%	-45%	-58%	72%	-86%	-45%	-83%	-100%	-25%	-35%	52%

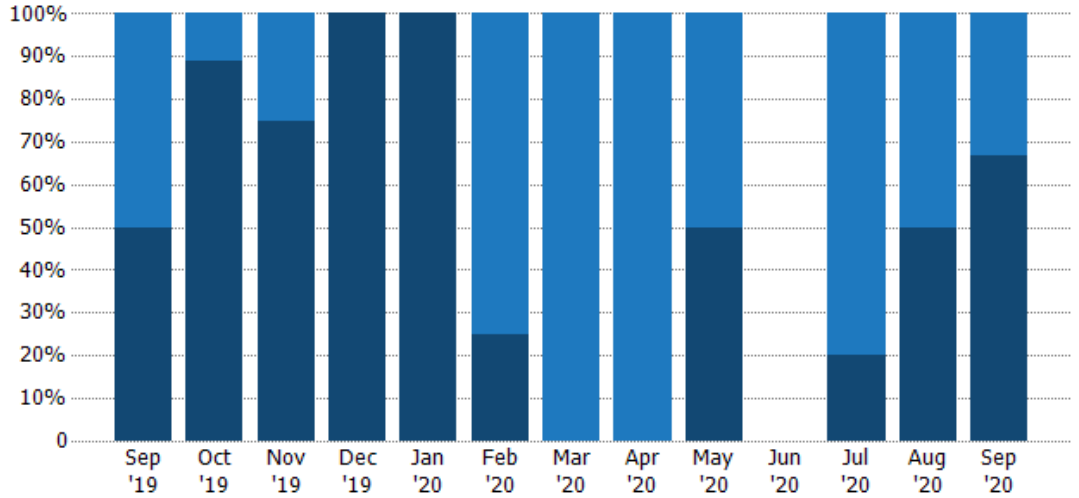
## Closed Sales by Property Type

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

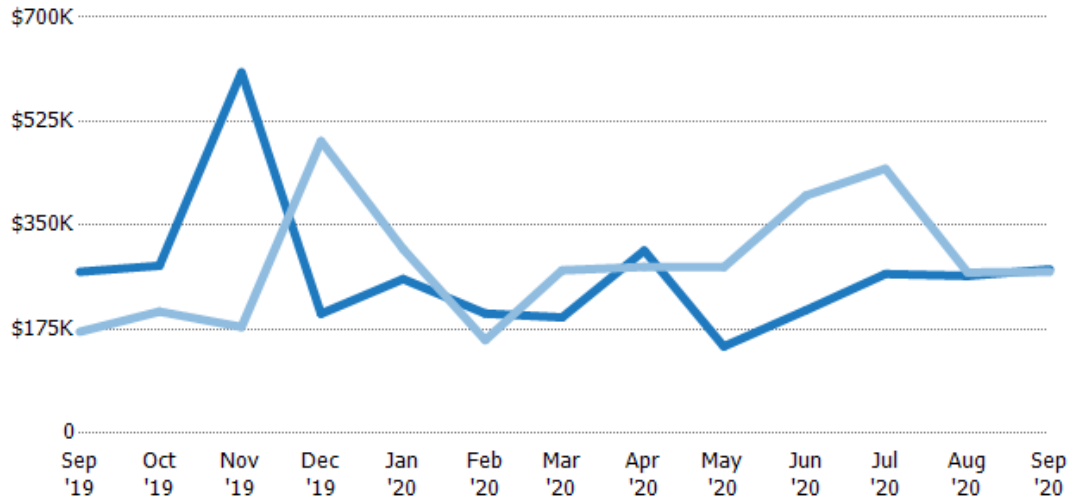
## Average Sales Price

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



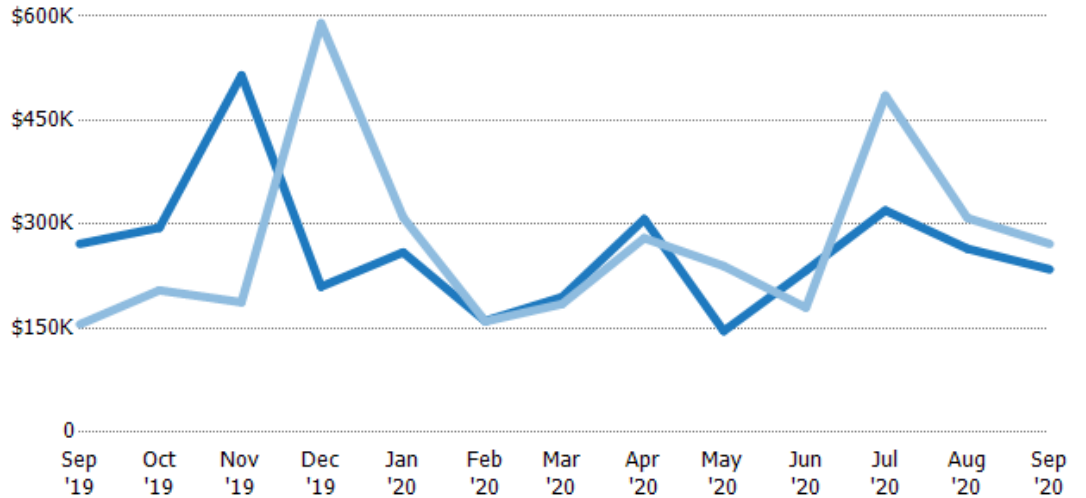
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$272K	\$282K	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K	\$276K
Prior Year	\$171K	\$205K	\$179K	\$492K	\$310K	\$157K	\$274K	\$280K	\$279K	\$400K	\$445K	\$271K	\$272K
Percent Change from Prior Year	59%	38%	240%	-59%	-16%	29%	-29%	10%	-48%	-100%	-40%	-2%	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:  
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Family Residence



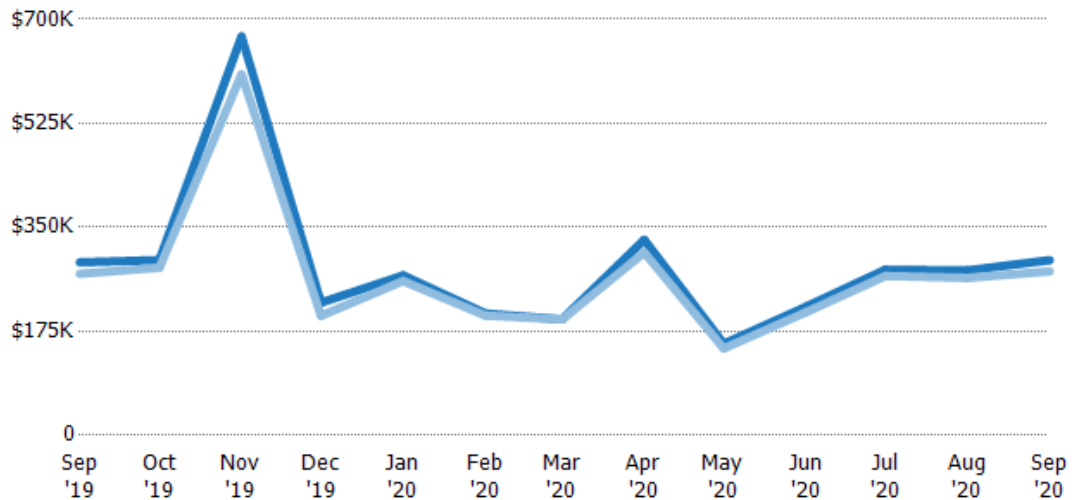
Current Year	\$272K	\$295K	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K	\$235K
Prior Year	\$156K	\$205K	\$188K	\$590K	\$310K	\$160K	\$185K	\$280K	\$240K	\$180K	\$486K	\$309K	\$272K
Percent Change from Prior Year	74%	44%	175%	-64%	-16%	0%	5%	10%	-39%	-100%	-34%	-14%	-14%

## 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



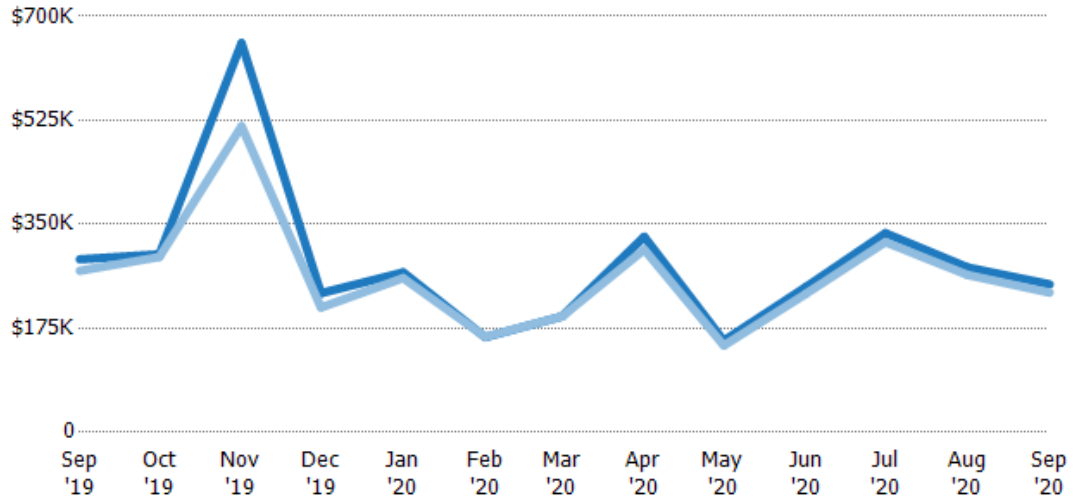
Avg List Price	\$291K	\$295K	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K	\$295K
Avg Sales Price	\$272K	\$282K	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K	\$276K
Avg Sales Price as a % of Avg List Price	93%	96%	91%	90%	96%	98%	100%	93%	95%	96%	96%	95%	94%

## 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



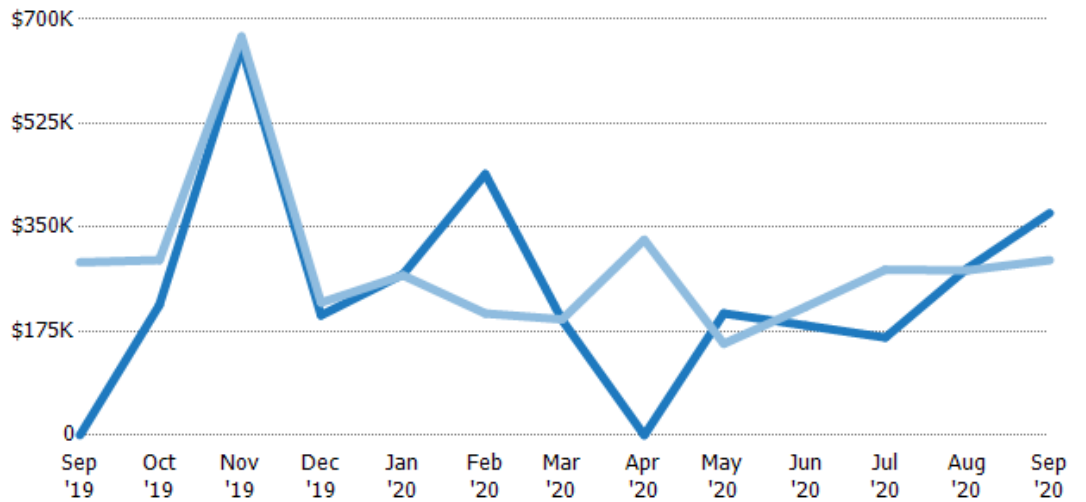
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$291K	\$300K	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K	\$249K
Median Sales Price	\$272K	\$295K	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K	\$235K
Med Sales Price as a % of Med List Price	93%	98%	79%	90%	96%	100%	100%	93%	95%	95%	96%	95%	94%

## 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



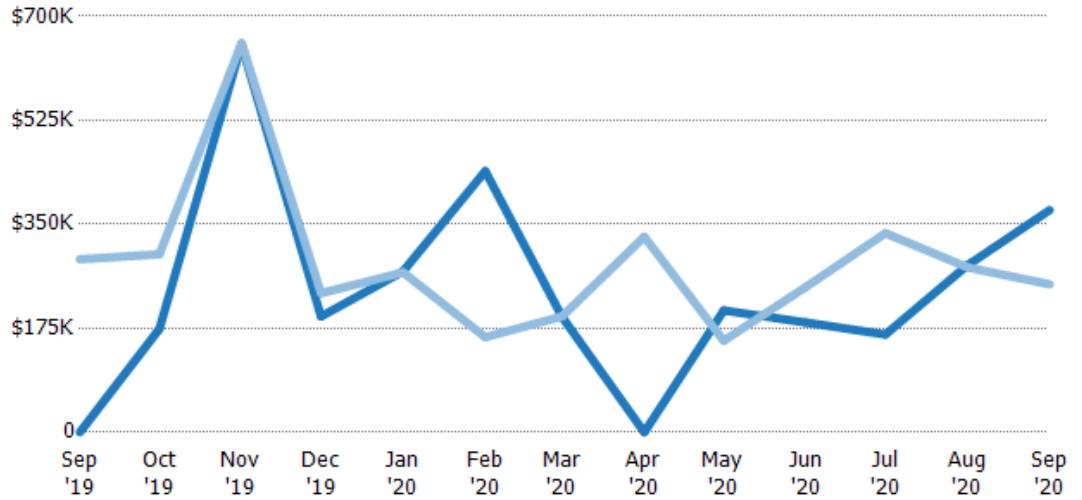
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$0	\$219K	\$652K	\$202K	\$271K	\$440K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$374K
Avg Sales Price	\$291K	\$295K	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K	\$295K
Avg Sales Price as a % of Avg Est Value	100%	134%	103%	111%	99%	47%	101%	100%	75%	122%	169%	99%	79%

## 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	\$0	\$174K	\$652K	\$195K	\$271K	\$440K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$374K
Median Sales Price	\$291K	\$300K	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K	\$249K
Med Sales Price as a % of Med Est Value	100%	172%	100%	120%	99%	36%	101%	100%	75%	139%	204%	99%	67%