

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	1	+400%	57	53	+7.5%
New Listing Volume	\$1,844,500	\$450,000	+309.9%	\$18,754,500	\$19,732,800	-5%
Active Listing Count	12	27	-55.6%	N/A	N/A	
Active Listing Volume	\$3,725,400	\$12,414,100	-70%	N/A	N/A	
Average Listing Price	\$310,450	\$459,781	-32.5%	\$428,213	\$418,770	+2.3%
Median Listing Price	\$234,450	\$349,000	-32.8%	\$338,529	\$339,524	-0.3%
Median Days in RPR	110.5	175	-36.9%	129.86	164.75	-21.2%
Months of Inventory	2.4	3	-20%	6.5	9.4	-30.8%
Absorption Rate	41.67%	33.33%	+8.3%	15.38%	10.65%	+4.7%
Sales Activity Charts Metrics						
New Pending Sales Count	8	4	+100%	73	52	+40.4%
New Pending Sales Volume	\$2,856,900	\$1,808,000	+58%	\$24,083,900	\$17,968,500	+34%
Pending Sales Count	22	6	+266.7%	N/A	N/A	
Pending Sales Volume	\$9,027,200	\$1,612,000	+460%	N/A	N/A	
Closed Sales Count	9	4	+125%	33	42	-21.4%
Closed Sales Volume	\$3,372,500	\$2,429,000	+38.8%	\$9,168,100	\$13,814,750	-33.6%
Average Sales Price	\$374,722	\$607,250	-38.3%	\$277,821	\$328,923	-15.5%
Median Sales Price	\$347,000	\$515,000	-32.6%	\$271,400	\$297,506	-8.8%

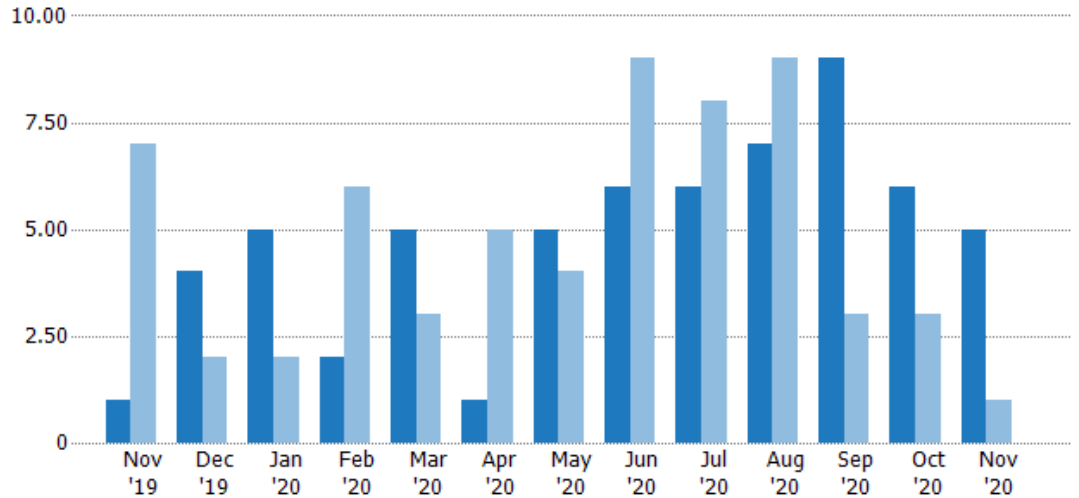
New Listings

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.
Nov '20	5	400%
Nov '19	1	-85.7%
Nov '18	7	0%



Current Year	1	4	5	2	5	1	5	6	6	7	9	6	5
Prior Year	7	2	2	6	3	5	4	9	8	9	3	3	1
Percent Change from Prior Year	-86%	100%	150%	-67%	67%	-80%	25%	-33%	-25%	-22%	200%	100%	400%

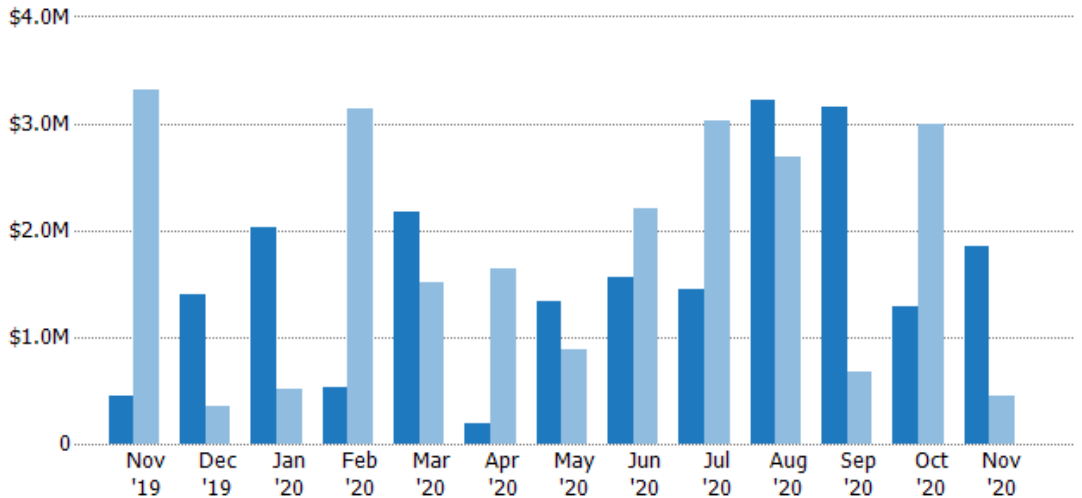
New Listing Volume

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.
Nov '20	\$1.84M	309.9%
Nov '19	\$450K	-86.4%
Nov '18	\$3.32M	-45.2%



Current Year	\$450K	\$1.39M	\$2.03M	\$530K	\$2.17M	\$185K	\$1.34M	\$1.56M	\$1.44M	\$3.21M	\$3.15M	\$1.28M	\$1.84M
Prior Year	\$3.32M	\$347K	\$512K	\$3.14M	\$1.52M	\$1.64M	\$879K	\$2.21M	\$3.03M	\$2.69M	\$679K	\$2.99M	\$450K
Percent Change from Prior Year	-86%	301%	297%	-83%	43%	-89%	52%	-29%	-52%	19%	364%	-57%	310%

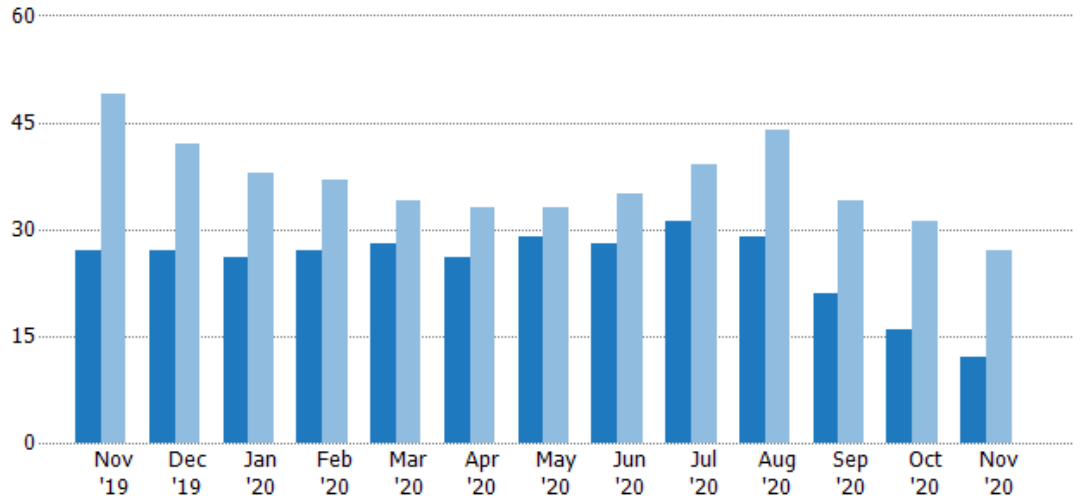
Active Listings

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.
Nov '20	12	-55.6%
Nov '19	27	-44.9%
Nov '18	49	20.4%



Current Year	27	27	26	27	28	26	29	28	31	29	21	16	12
Prior Year	49	42	38	37	34	33	33	35	39	44	34	31	27
Percent Change from Prior Year	-45%	-36%	-32%	-27%	-18%	-21%	-12%	-20%	-21%	-34%	-38%	-48%	-56%

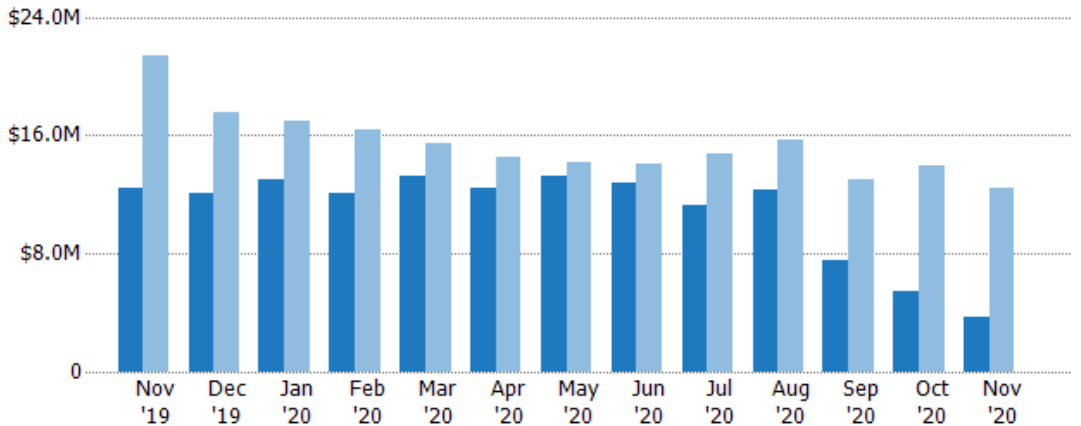
Active Listing Volume

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.
Nov '20	\$3.73M	-70%
Nov '19	\$12.4M	-41.8%
Nov '18	\$21.3M	25.5%



Current Year	\$12.4M	\$12.1M	\$13M	\$12.1M	\$13.2M	\$12.4M	\$13.2M	\$12.7M	\$11.2M	\$12.4M	\$7.55M	\$5.43M	\$3.73M
Prior Year	\$21.3M	\$17.5M	\$17M	\$16.4M	\$15.4M	\$14.5M	\$14.1M	\$14M	\$14.8M	\$15.7M	\$13M	\$13.9M	\$12.4M
Percent Change from Prior Year	-42%	-31%	-23%	-26%	-14%	-14%	-7%	-9%	-24%	-21%	-42%	-61%	-70%

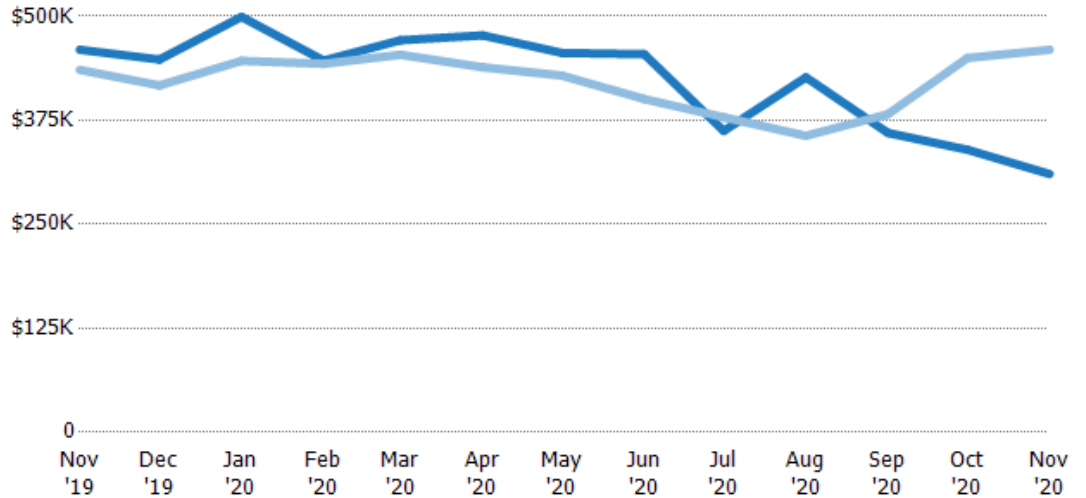
Average Listing Price

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.
Nov '20	\$310K	-32.5%
Nov '19	\$460K	5.6%
Nov '18	\$436K	4.2%



Current Year	\$460K	\$448K	\$499K	\$447K	\$471K	\$477K	\$456K	\$454K	\$362K	\$427K	\$360K	\$340K	\$310K
Prior Year	\$436K	\$417K	\$446K	\$443K	\$454K	\$439K	\$429K	\$401K	\$379K	\$356K	\$382K	\$450K	\$460K
Percent Change from Prior Year	6%	7%	12%	1%	4%	9%	6%	13%	-4%	20%	-6%	-25%	-32%

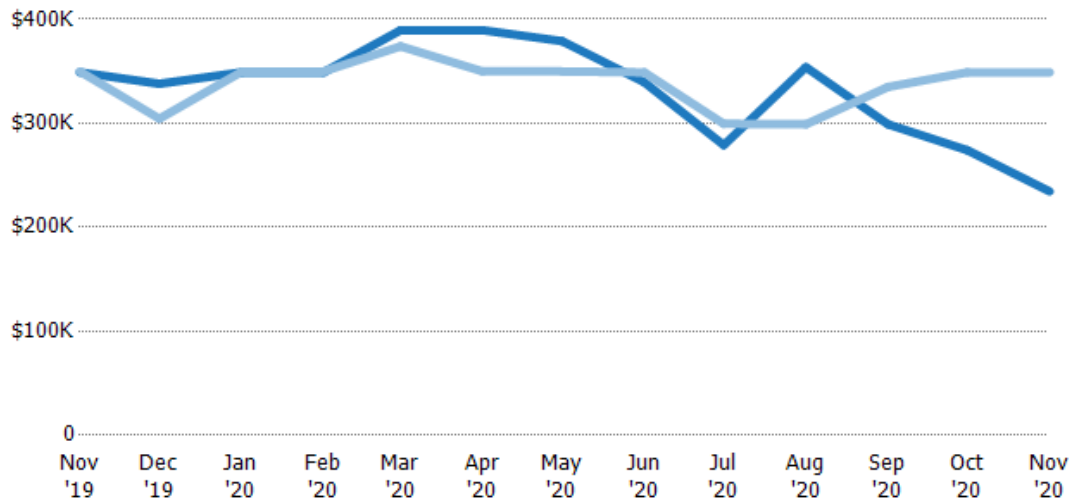
Median Listing Price

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.
Nov '20	\$234K	-32.8%
Nov '19	\$349K	-0.3%
Nov '18	\$350K	-3.1%



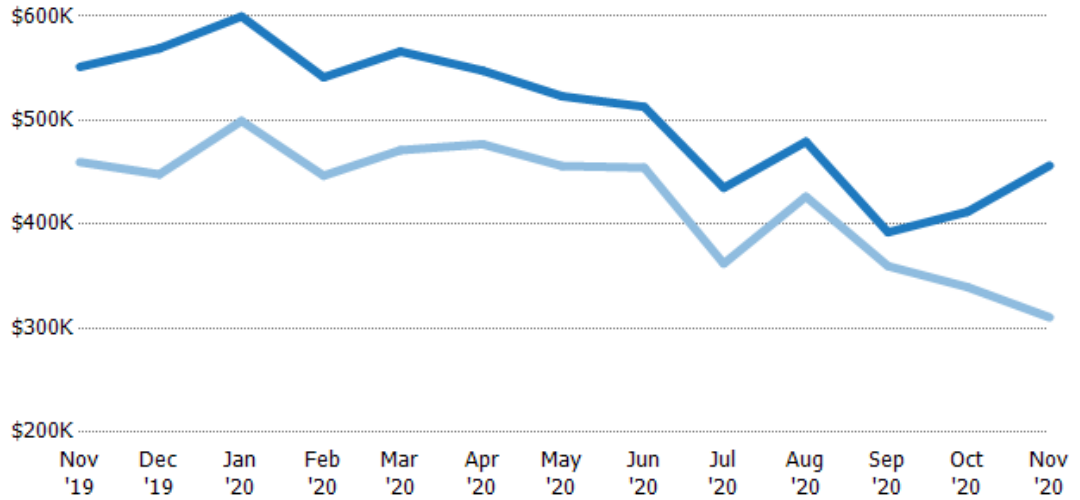
Current Year	\$349K	\$338K	\$349K	\$349K	\$390K	\$390K	\$379K	\$340K	\$279K	\$354K	\$299K	\$274K	\$234K
Prior Year	\$350K	\$304K	\$349K	\$350K	\$374K	\$350K	\$350K	\$349K	\$300K	\$299K	\$335K	\$349K	\$349K
Percent Change from Prior Year	0%	11%	0%	0%	4%	11%	8%	-3%	-7%	18%	-11%	-21%	-33%

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



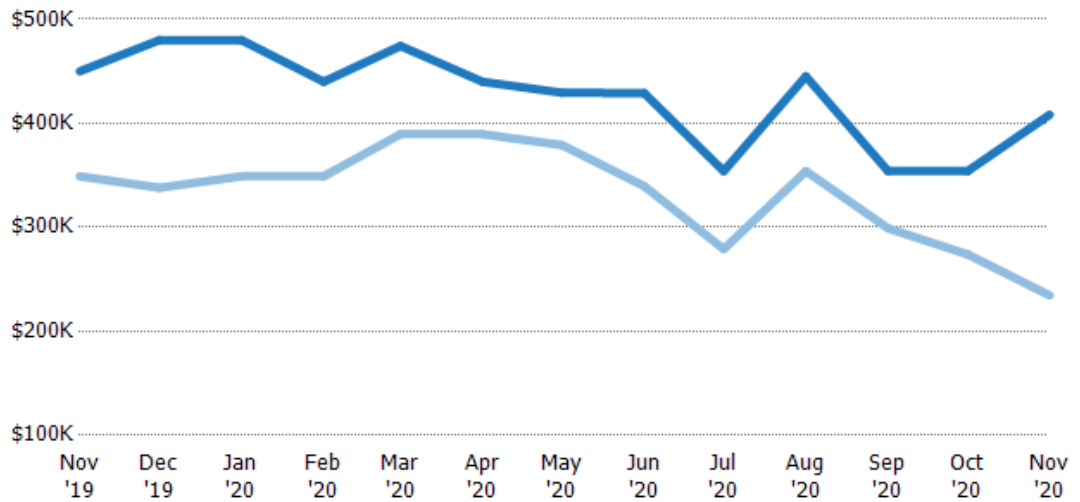
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$551K	\$569K	\$600K	\$541K	\$566K	\$548K	\$523K	\$513K	\$435K	\$479K	\$392K	\$412K	\$456K
Avg Listing Price	\$460K	\$448K	\$499K	\$447K	\$471K	\$477K	\$456K	\$454K	\$362K	\$427K	\$360K	\$340K	\$310K
Avg Listing Price as a % of Avg Est Value	83%	79%	83%	83%	83%	87%	87%	89%	83%	89%	92%	82%	68%

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



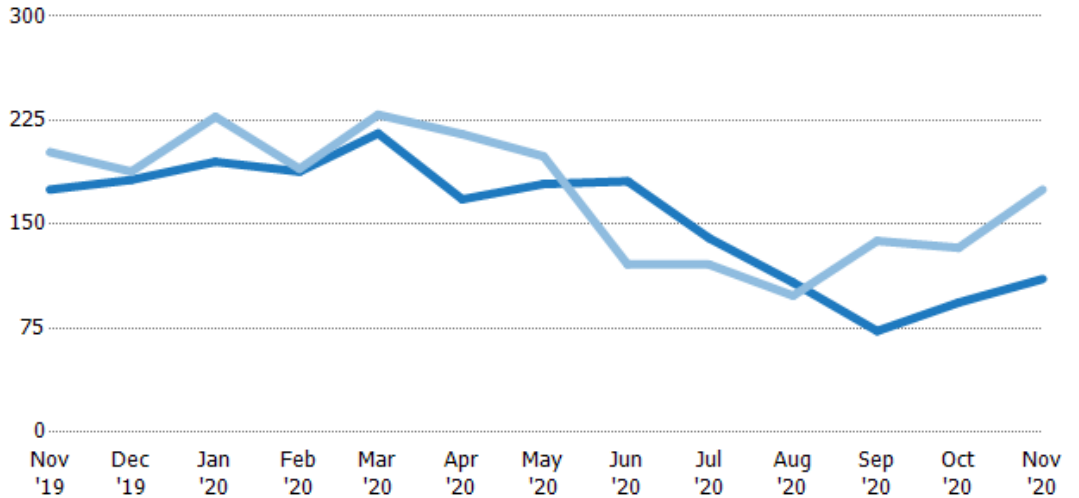
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$450K	\$480K	\$480K	\$440K	\$474K	\$440K	\$429K	\$429K	\$354K	\$445K	\$354K	\$354K	\$408K
Median Listing Price	\$349K	\$338K	\$349K	\$349K	\$390K	\$390K	\$379K	\$340K	\$279K	\$354K	\$299K	\$274K	\$234K
Med Listing Price as a % of Med Est Value	78%	70%	73%	79%	82%	89%	88%	79%	79%	80%	84%	77%	57%

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:
Condo/Townhouse/Apt, Single
Family Residence



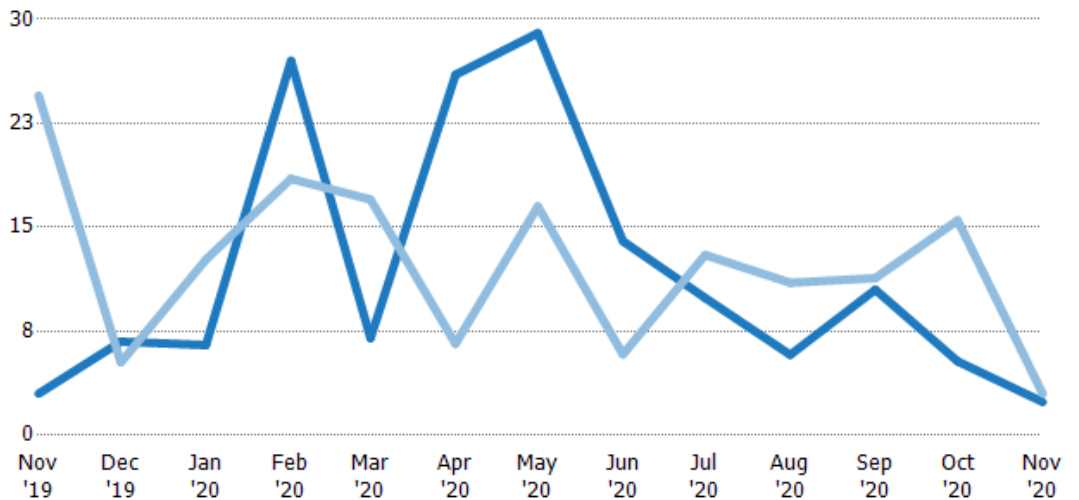
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	175	182	195	188	216	168	179	181	140	108	73	93.5	111
Prior Year	202	188	228	190	229	215	199	121	121	98.5	138	133	175
Percent Change from Prior Year	-13%	-3%	-14%	-1%	-6%	-22%	-10%	50%	16%	10%	-47%	-30%	-37%

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



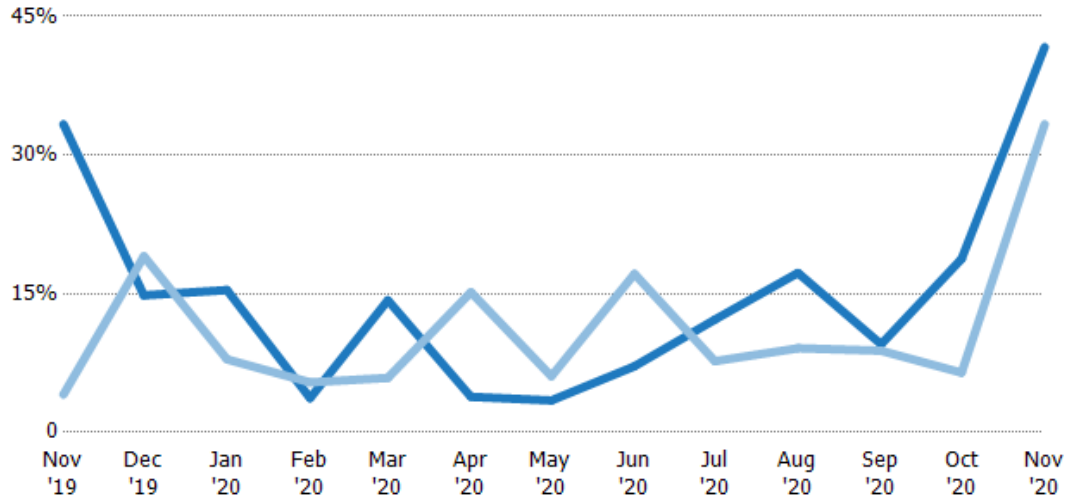
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	3	6.75	6.5	27	7	26	29	14	9.9	5.8	10.5	5.33	2.4
Prior Year	24.5	5.25	12.7	18.5	17	6.6	16.5	5.83	13	11	11.3	15.5	3
Percent Change from Prior Year	-88%	29%	-49%	46%	-59%	294%	76%	140%	-100%	-47%	-7%	-66%	-20%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



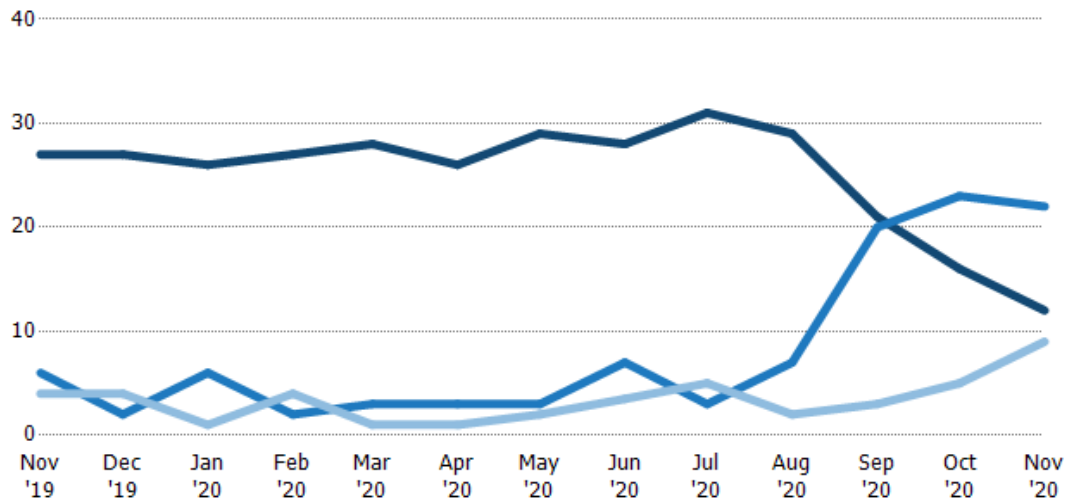
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	33%	15%	15%	4%	14%	4%	3%	7%	12%	17%	10%	19%	42%
Prior Year	4%	19%	8%	5%	6%	15%	6%	17%	8%	9%	9%	6%	33%
Change from Prior Year	-29%	4%	-7%	2%	-8%	11%	3%	10%	8%	-8%	-1%	-12%	-8%

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



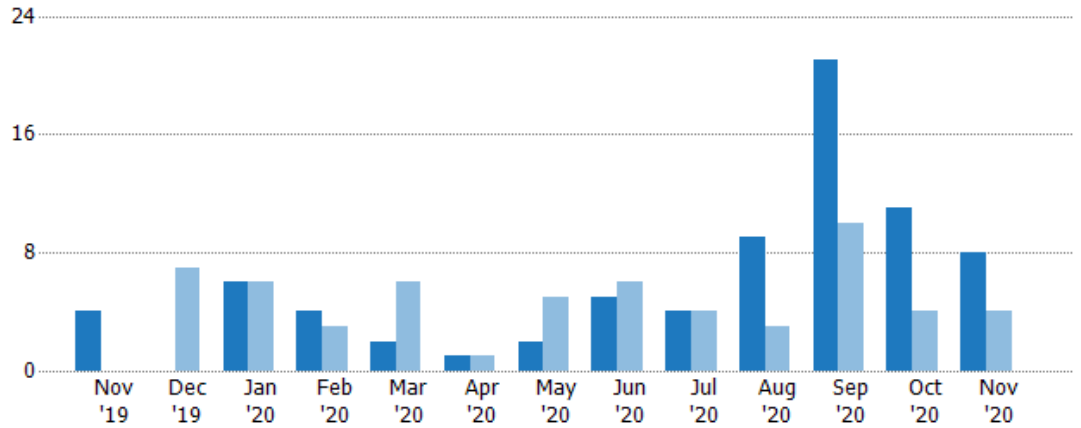
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	27	27	26	27	28	26	29	28	31	29	21	16	12
Pending	6	2	6	2	3	3	3	7	3	7	20	23	22
Sold	4	4	1	4	1	1	2	3.5	5	2	3	5	9

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



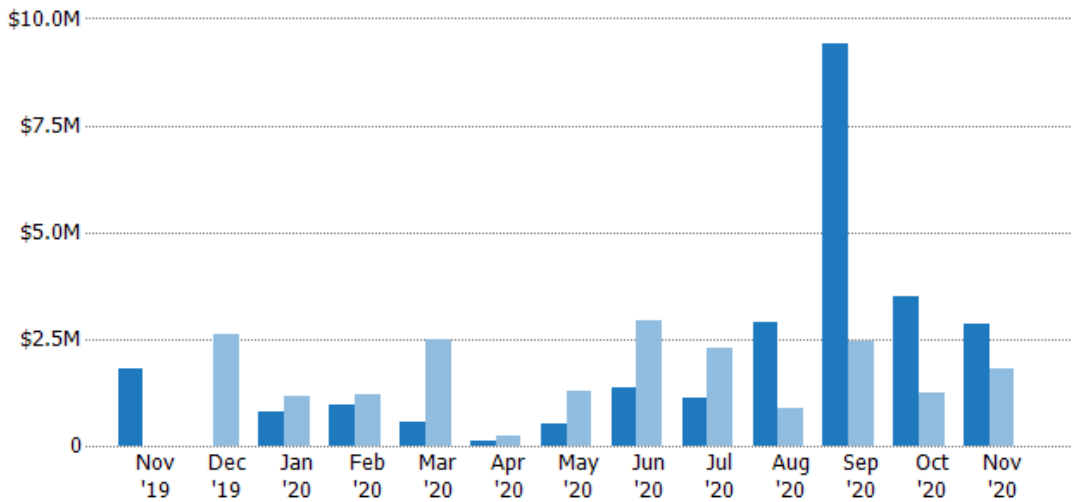
Current Year	4	-	6	4	2	1	2	5	4	9	21	11	8
Prior Year	-	7	6	3	6	1	5	6	4	3	10	4	4
Percent Change from Prior Year	100%	-100%	0%	33%	-67%	0%	-60%	-17%	0%	200%	110%	175%	100%

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



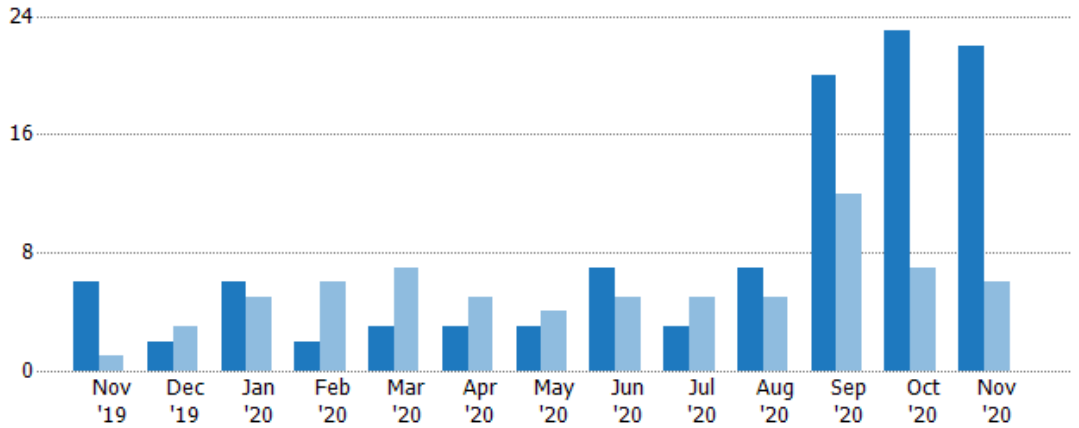
Current Year	\$1.81M	-	\$814K	\$942K	\$538K	\$99K	\$515K	\$1.37M	\$1.12M	\$2.9M	\$9.42M	\$3.51M	\$2.86M
Prior Year	-	\$2.62M	\$1.15M	\$1.19M	\$2.48M	\$250K	\$1.29M	\$2.93M	\$2.28M	\$882K	\$2.46M	\$1.24M	\$1.81M
Percent Change from Prior Year	100%	-100%	-29%	-21%	-78%	-60%	-60%	-53%	-51%	229%	283%	182%	58%

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



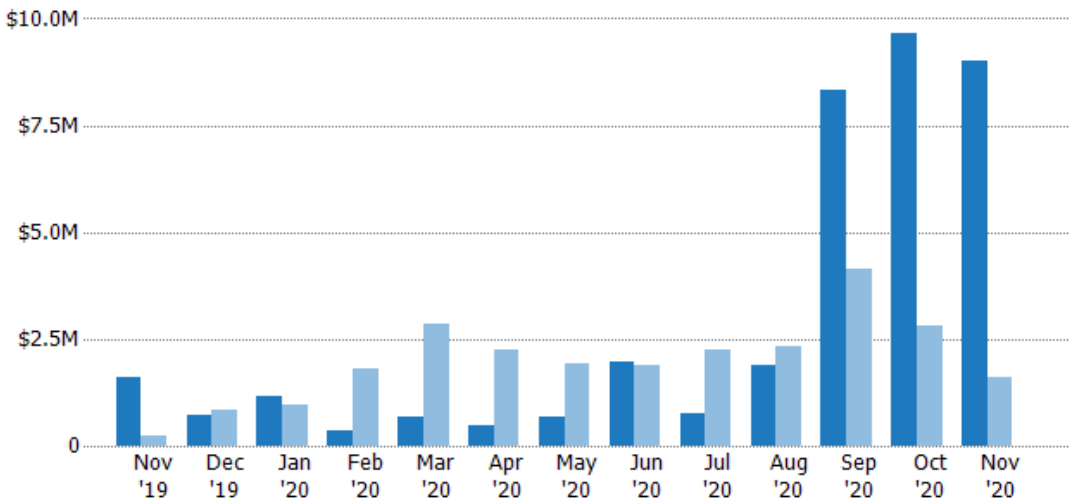
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	6	2	6	2	3	3	3	7	3	7	20	23	22
Prior Year	1	3	5	6	7	5	4	5	5	5	12	7	6
Percent Change from Prior Year	500%	-33%	20%	-67%	-57%	-40%	-25%	40%	-40%	40%	67%	229%	267%

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



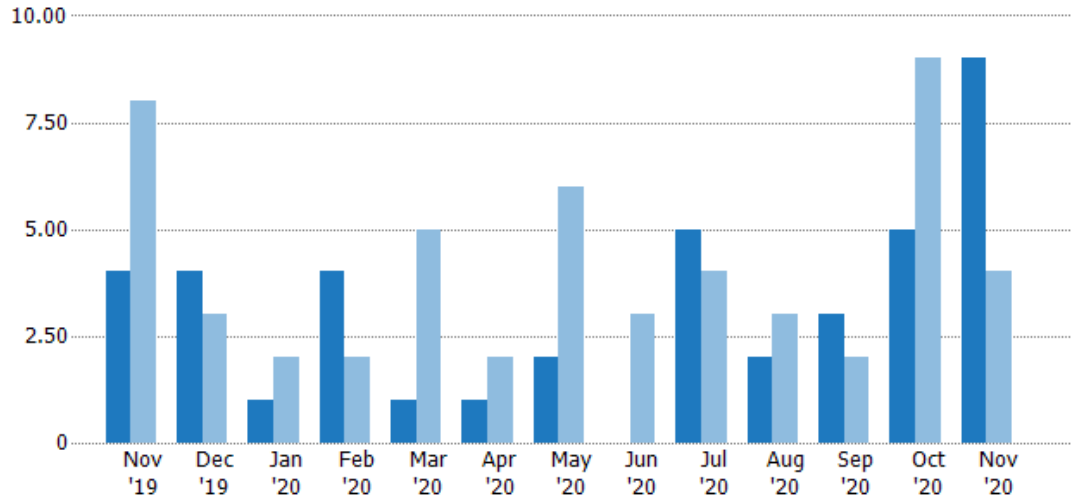
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$1.61M	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K	\$1.95M	\$740K	\$1.89M	\$8.34M	\$9.65M	\$9.03M
Prior Year	\$225K	\$823K	\$958K	\$1.82M	\$2.85M	\$2.26M	\$1.92M	\$1.9M	\$2.26M	\$2.32M	\$4.13M	\$2.81M	\$1.61M
Percent Change from Prior Year	616%	-13%	22%	-81%	-76%	-80%	-65%	2%	-67%	-18%	102%	243%	460%

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



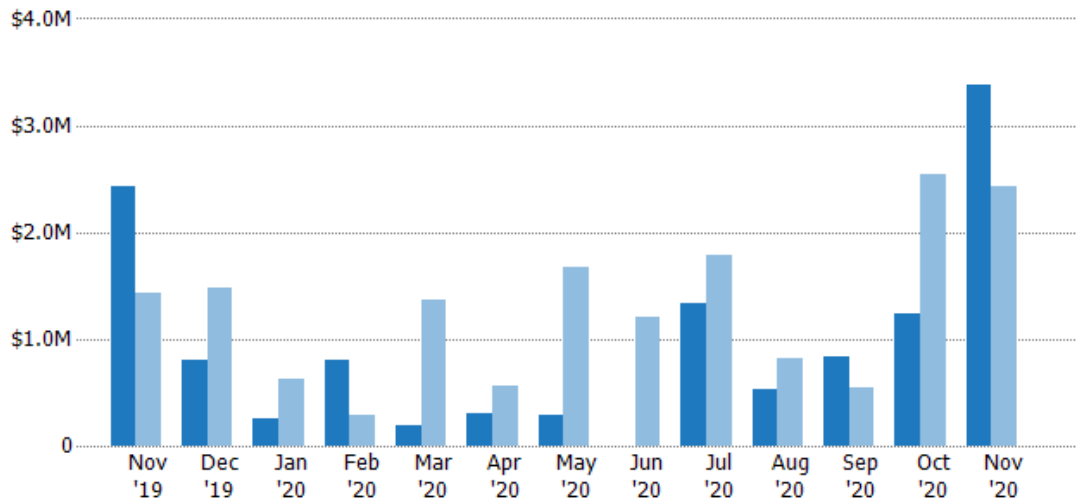
Current Year	4	4	1	4	1	1	2	-	5	2	3	5	9
Prior Year	8	3	2	2	5	2	6	3	4	3	2	9	4
Percent Change from Prior Year	-50%	33%	-50%	100%	-80%	-50%	-67%	-100%	25%	-33%	50%	-44%	125%

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



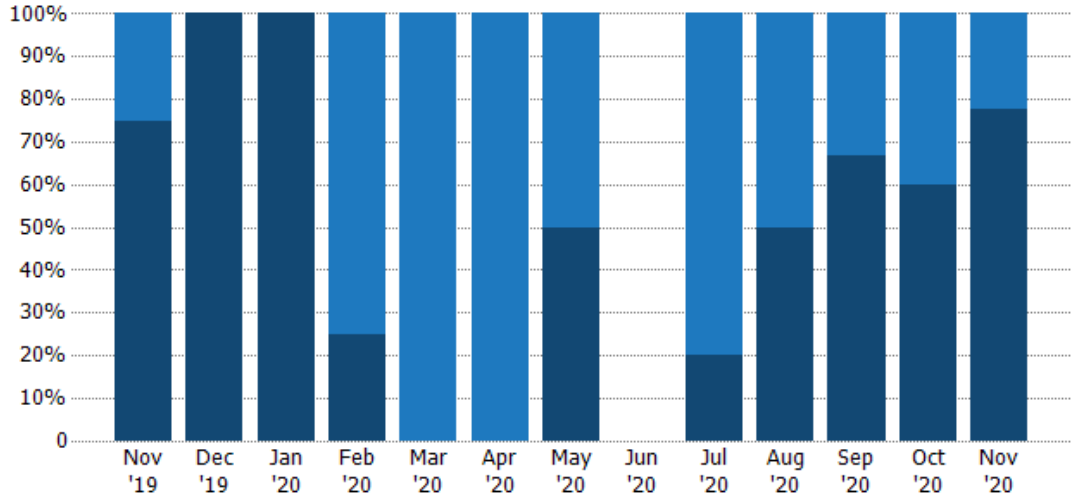
Current Year	\$2.43M	\$805K	\$260K	\$806K	\$195K	\$308K	\$292K	-	\$1.34M	\$530K	\$828K	\$1.24M	\$3.37M
Prior Year	\$1.43M	\$1.48M	\$620K	\$285K	\$1.37M	\$560K	\$1.68M	\$1.2M	\$1.78M	\$812K	\$544K	\$2.54M	\$2.43M
Percent Change from Prior Year	70%	-45%	-58%	183%	-86%	-45%	-83%	-100%	-25%	-35%	52%	-51%	39%

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



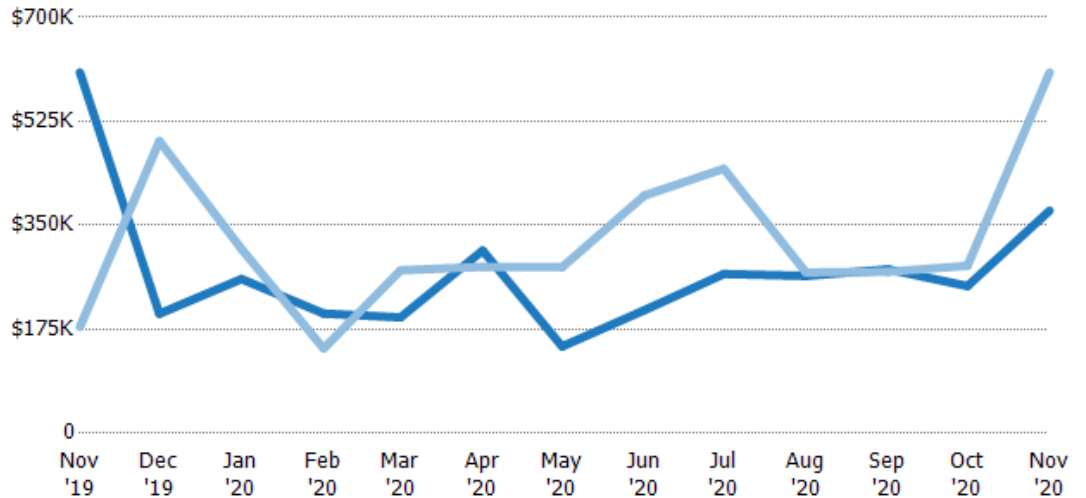
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	25%	-	-	75%	100%	100%	50%	-	80%	50%	33%	40%	22%
Single Family Residence	75%	100%	100%	25%	-	-	50%	-	20%	50%	67%	60%	78%

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



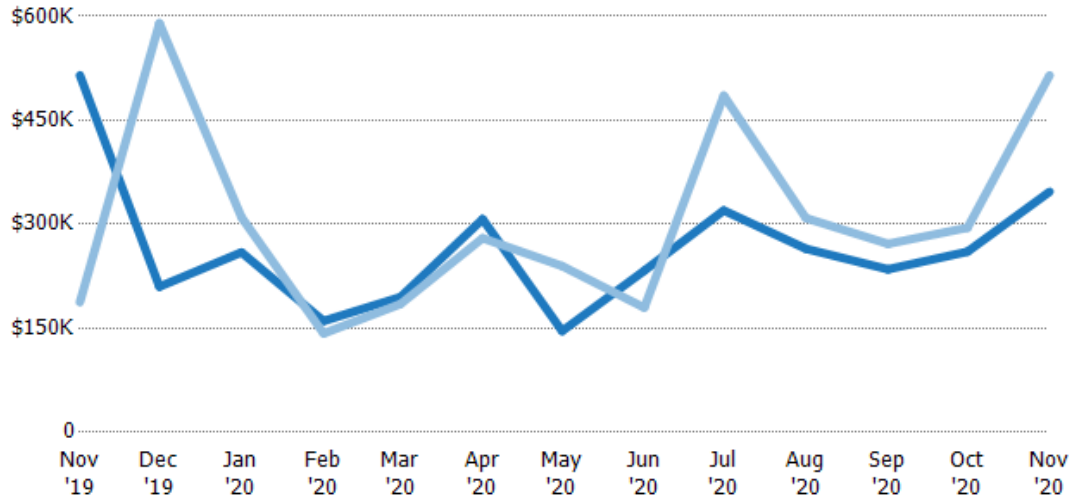
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K	\$276K	\$248K	\$375K
Prior Year	\$179K	\$492K	\$310K	\$143K	\$274K	\$280K	\$279K	\$400K	\$445K	\$271K	\$272K	\$282K	\$607K
Percent Change from Prior Year	240%	-59%	-16%	41%	-29%	10%	-48%	-100%	-40%	-2%	2%	-12%	-38%

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



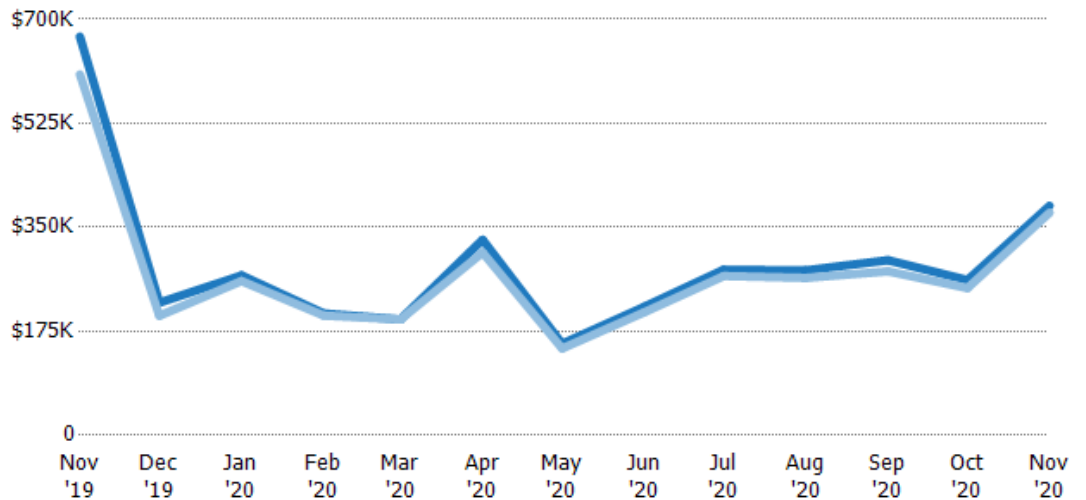
Current Year	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K	\$235K	\$261K	\$347K
Prior Year	\$188K	\$590K	\$310K	\$143K	\$185K	\$280K	\$240K	\$180K	\$486K	\$309K	\$272K	\$295K	\$515K
Percent Change from Prior Year	175%	-64%	-16%	13%	5%	10%	-39%	-100%	-34%	-14%	-14%	-12%	-33%

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



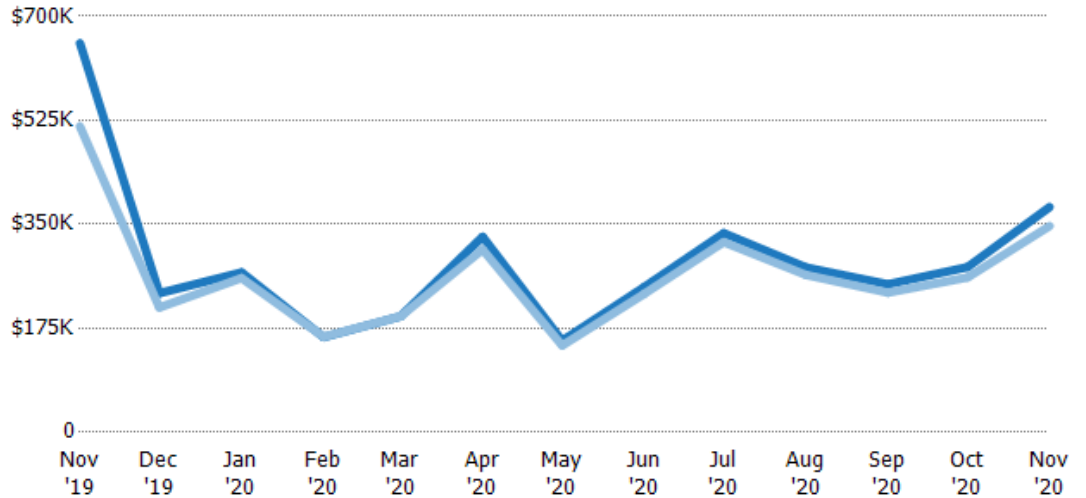
Avg List Price	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K	\$295K	\$261K	\$386K
Avg Sales Price	\$607K	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K	\$276K	\$248K	\$375K
Avg Sales Price as a % of Avg List Price	91%	90%	96%	98%	100%	93%	95%	96%	96%	95%	94%	95%	97%

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



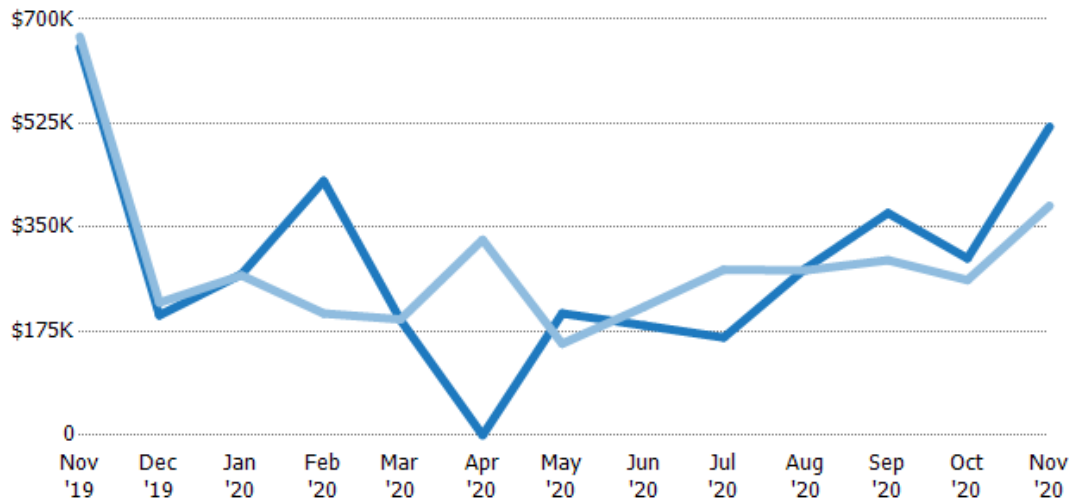
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K	\$249K	\$278K	\$379K
Median Sales Price	\$515K	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K	\$235K	\$261K	\$347K
Med Sales Price as a % of Med List Price	79%	90%	96%	100%	100%	93%	95%	95%	96%	95%	94%	94%	92%

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



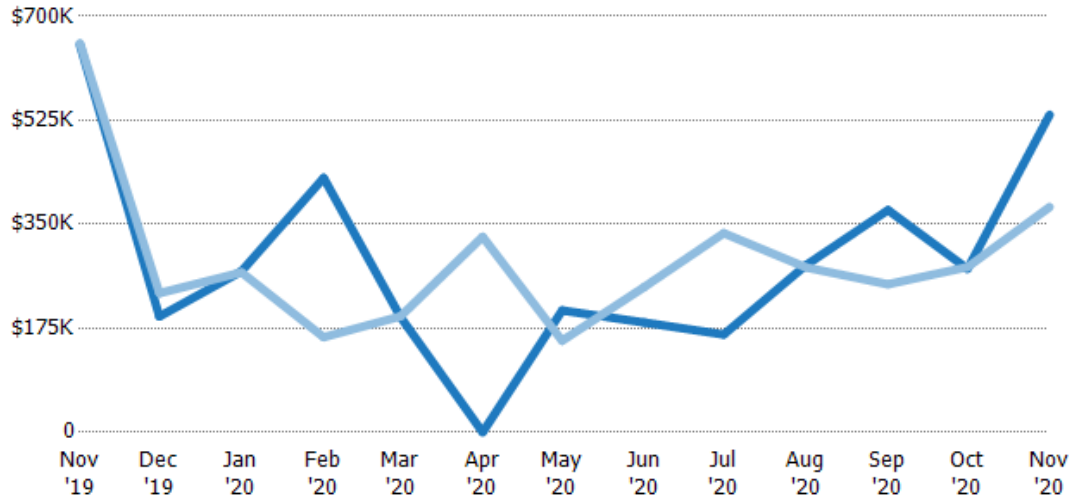
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$652K	\$202K	\$271K	\$428K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$374K	\$298K	\$519K
Avg Sales Price	\$671K	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K	\$295K	\$261K	\$386K
Avg Sales Price as a % of Avg Est Value	103%	111%	99%	48%	101%	100%	75%	122%	169%	99%	79%	88%	74%

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	\$652K	\$195K	\$271K	\$428K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$374K	\$275K	\$534K
Median Sales Price	\$655K	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K	\$249K	\$278K	\$379K
Med Sales Price as a % of Med Est Value	100%	120%	99%	37%	101%	100%	75%	139%	204%	99%	67%	101%	71%