

## 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                            | Oct 2020    | Oct 2019     | + / -   | YTD 2020     | YTD 2019     | + / -  |
|--|-------------|--------------|---------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |             |              |         |              |              |        |
| New Listing Count                      | 6           | 3            | +100%   | 52           | 52           | +/-    |
| New Listing Volume                     | \$1,280,900 | \$2,988,000  | -57.1%  | \$16,910,000 | \$19,282,800 | -12.3% |
| Active Listing Count                   | 16          | 31           | -48.4%  | N/A          | N/A          |        |
| Active Listing Volume                  | \$5,432,800 | \$13,947,100 | -61%    | N/A          | N/A          |        |
| Average Listing Price                  | \$339,550   | \$449,906    | -24.5%  | \$433,628    | \$415,677    | +4.3%  |
| Median Listing Price                   | \$274,000   | \$349,000    | -21.5%  | \$343,314    | \$338,809    | +1.3%  |
| Median Days in RPR                     | 93.5        | 133          | -29.7%  | 137.13       | 163.67       | -16.2% |
| Months of Inventory                    | 5.3         | 15.5         | -65.6%  | 6.9          | 10.8         | -36.7% |
| Absorption Rate                        | 18.75%      | 6.45%        | +12.3%  | 14.56%       | 9.22%        | +5.3%  |
| <b>Sales Activity Charts Metrics</b>   |             |              |         |              |              |        |
| New Pending Sales Count                | 11          | 4            | +175%   | 65           | 48           | +35.4% |
| New Pending Sales Volume               | \$3,505,000 | \$1,242,900  | +182%   | \$21,227,000 | \$16,160,500 | +31.4% |
| Pending Sales Count                    | 23          | 7            | +228.6% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$9,646,300 | \$2,809,900  | +243.3% | N/A          | N/A          |        |
| Closed Sales Count                     | 5           | 9            | -44.4%  | 24           | 38           | -36.8% |
| Closed Sales Volume                    | \$1,238,500 | \$2,537,000  | -51.2%  | \$5,795,600  | \$11,385,750 | -49.1% |
| Average Sales Price                    | \$247,700   | \$281,889    | -12.1%  | \$241,483    | \$299,625    | -19.4% |
| Median Sales Price                     | \$260,500   | \$295,000    | -11.7%  | \$243,050    | \$274,612    | -11.5% |

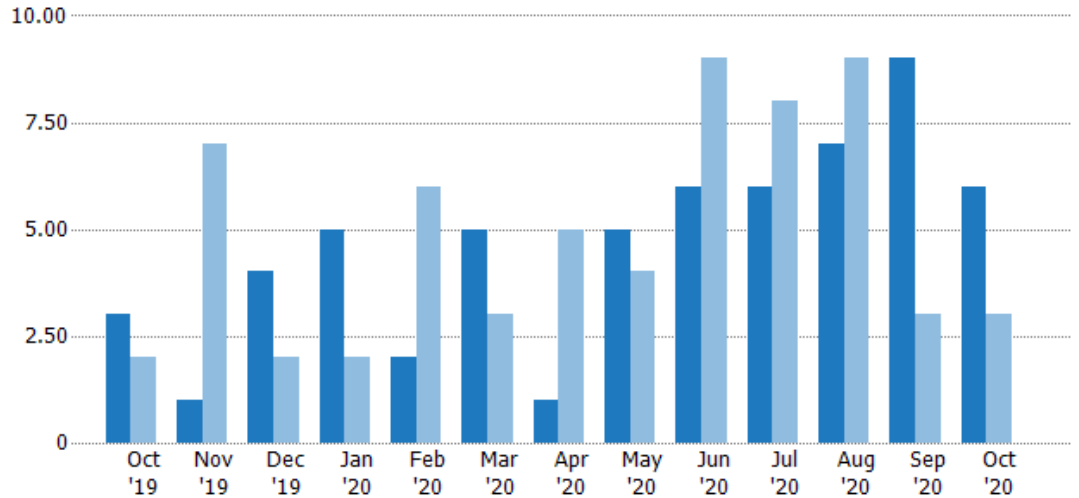
## New Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '20        | 6     | 100%   |
| Oct '19        | 3     | 50%    |
| Oct '18        | 2     | 250%   |



|                                |     |      |      |      |      |     |      |     |      |      |      |      |      |
|--------------------------------|-----|------|------|------|------|-----|------|-----|------|------|------|------|------|
| Current Year                   | 3   | 1    | 4    | 5    | 2    | 5   | 1    | 5   | 6    | 6    | 7    | 9    | 6    |
| Prior Year                     | 2   | 7    | 2    | 2    | 6    | 3   | 5    | 4   | 9    | 8    | 9    | 3    | 3    |
| Percent Change from Prior Year | 50% | -86% | 100% | 150% | -67% | 67% | -80% | 25% | -33% | -25% | -22% | 200% | 100% |

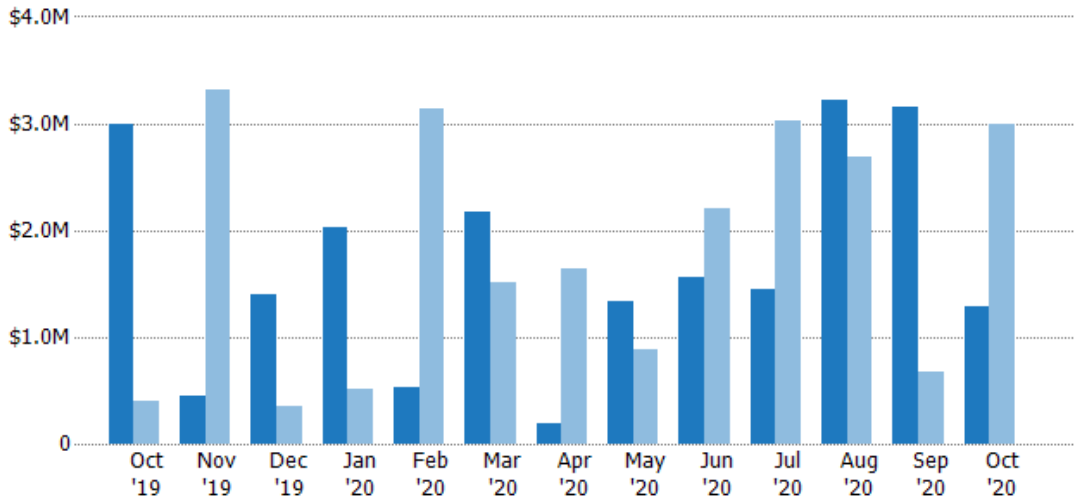
## New Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '20        | \$1.28M | -57.1% |
| Oct '19        | \$2.99M | 648.9% |
| Oct '18        | \$399K  | 545.6% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$2.99M | \$450K  | \$1.39M | \$2.03M | \$530K  | \$2.17M | \$185K  | \$1.34M | \$1.56M | \$1.44M | \$3.21M | \$3.15M | \$1.28M |
| Prior Year                     | \$399K  | \$3.32M | \$347K  | \$512K  | \$3.14M | \$1.52M | \$1.64M | \$879K  | \$2.21M | \$3.03M | \$2.69M | \$679K  | \$2.99M |
| Percent Change from Prior Year | 649%    | -86%    | 301%    | 297%    | -83%    | 43%     | -89%    | 52%     | -29%    | -52%    | 19%     | 364%    | -57%    |

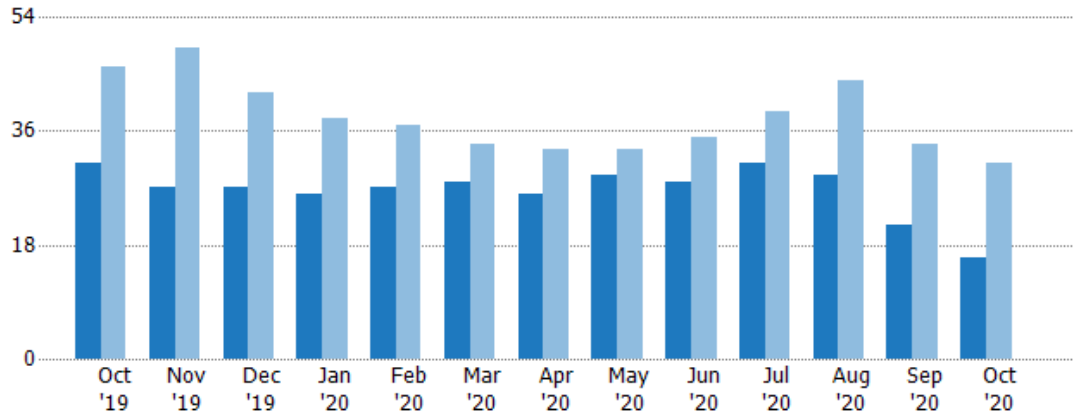
## Active Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '20        | 16    | -48.4% |
| Oct '19        | 31    | -32.6% |
| Oct '18        | 46    | 41.3%  |



|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 31   | 27   | 27   | 26   | 27   | 28   | 26   | 29   | 28   | 31   | 29   | 21   | 16   |
| Prior Year                     | 46   | 49   | 42   | 38   | 37   | 34   | 33   | 33   | 35   | 39   | 44   | 34   | 31   |
| Percent Change from Prior Year | -33% | -45% | -36% | -32% | -27% | -18% | -21% | -12% | -20% | -21% | -34% | -38% | -48% |

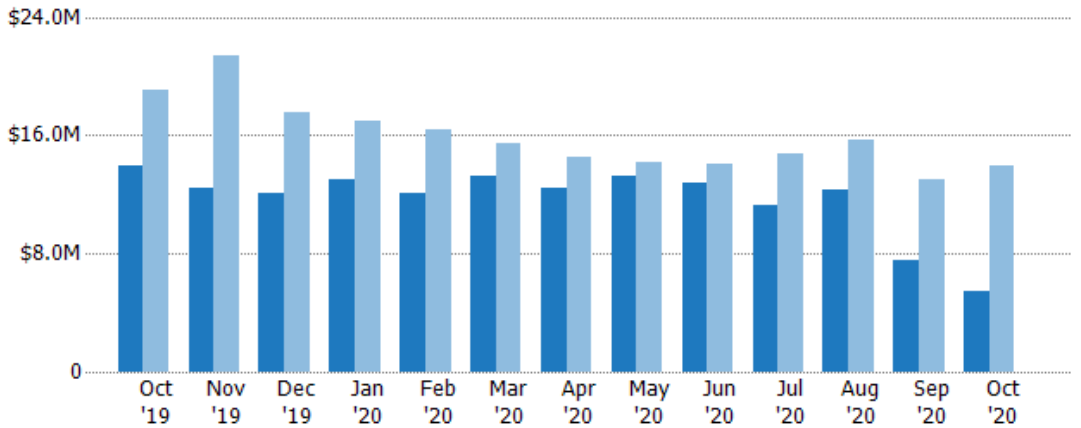
## Active Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '20        | \$5.43M | -61%   |
| Oct '19        | \$13.9M | -27%   |
| Oct '18        | \$19.1M | 47.4%  |



|                                |         |         |         |       |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|-------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$13.9M | \$12.4M | \$12.1M | \$13M | \$12.1M | \$13.2M | \$12.4M | \$13.2M | \$12.7M | \$11.2M | \$12.4M | \$7.55M | \$5.43M |
| Prior Year                     | \$19.1M | \$21.3M | \$17.5M | \$17M | \$16.4M | \$15.4M | \$14.5M | \$14.1M | \$14M   | \$14.8M | \$15.7M | \$13M   | \$13.9M |
| Percent Change from Prior Year | -27%    | -42%    | -31%    | -23%  | -26%    | -14%    | -14%    | -7%     | -9%     | -24%    | -21%    | -42%    | -61%    |

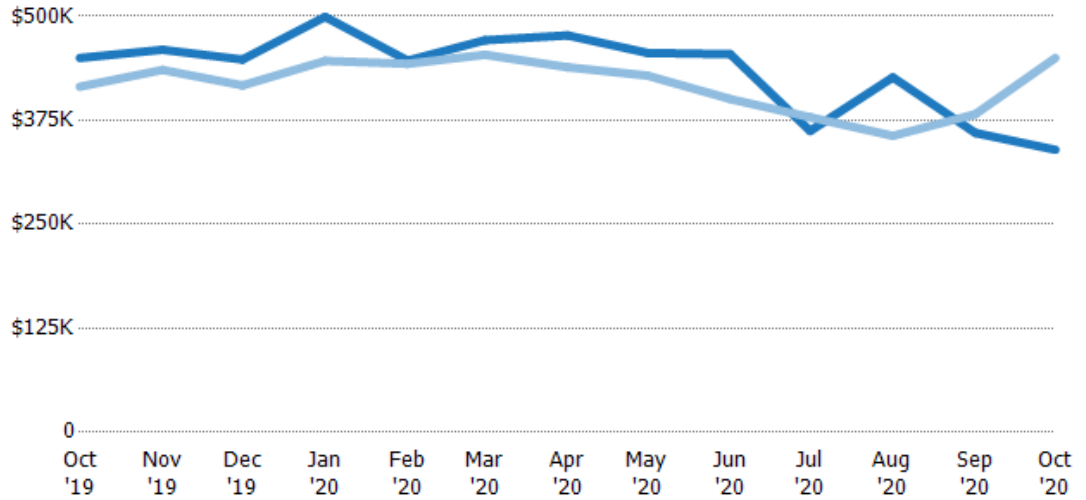
## Average Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Oct '20        | \$340K | -24.5% |
| Oct '19        | \$450K | 8.3%   |
| Oct '18        | \$415K | 4.3%   |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$450K | \$460K | \$448K | \$499K | \$447K | \$471K | \$477K | \$456K | \$454K | \$362K | \$427K | \$360K | \$340K |
| Prior Year                     | \$415K | \$436K | \$417K | \$446K | \$443K | \$454K | \$439K | \$429K | \$401K | \$379K | \$356K | \$382K | \$450K |
| Percent Change from Prior Year | 8%     | 6%     | 7%     | 12%    | 1%     | 4%     | 9%     | 6%     | 13%    | -4%    | 20%    | -6%    | -25%   |

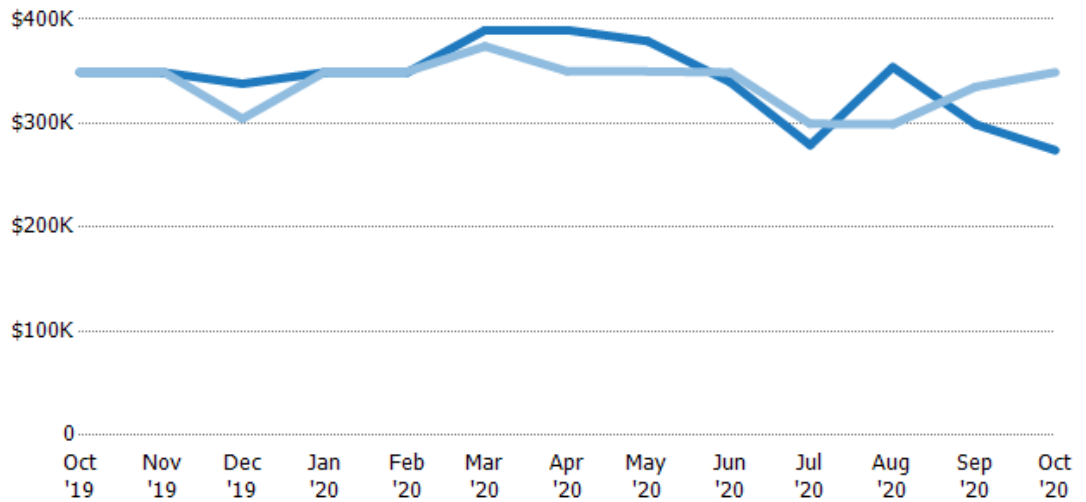
## Median Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Oct '20        | \$274K | -21.5% |
| Oct '19        | \$349K | -0.1%  |
| Oct '18        | \$349K | -7%    |



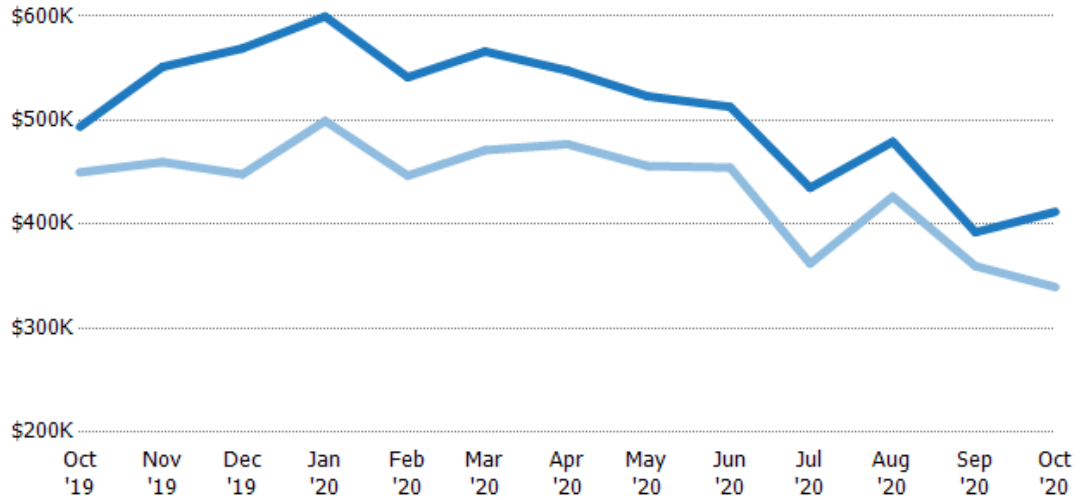
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|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

## 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

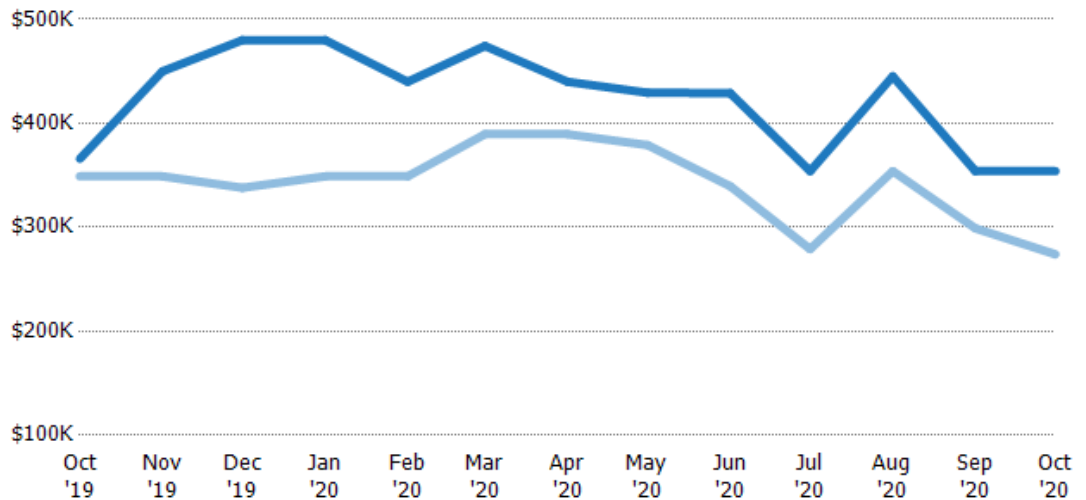


## Median Listing Price vs Median Est Value

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

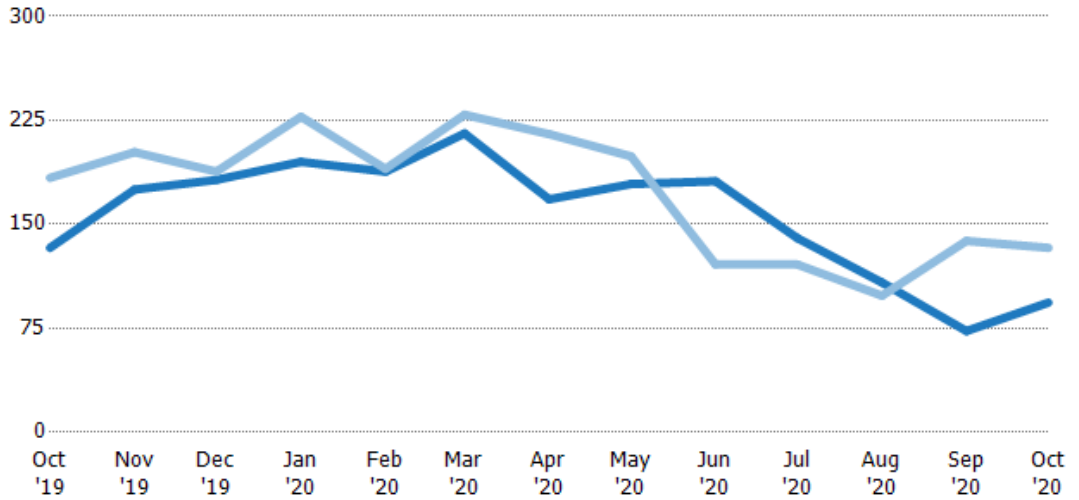


## Median Days in RPR

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



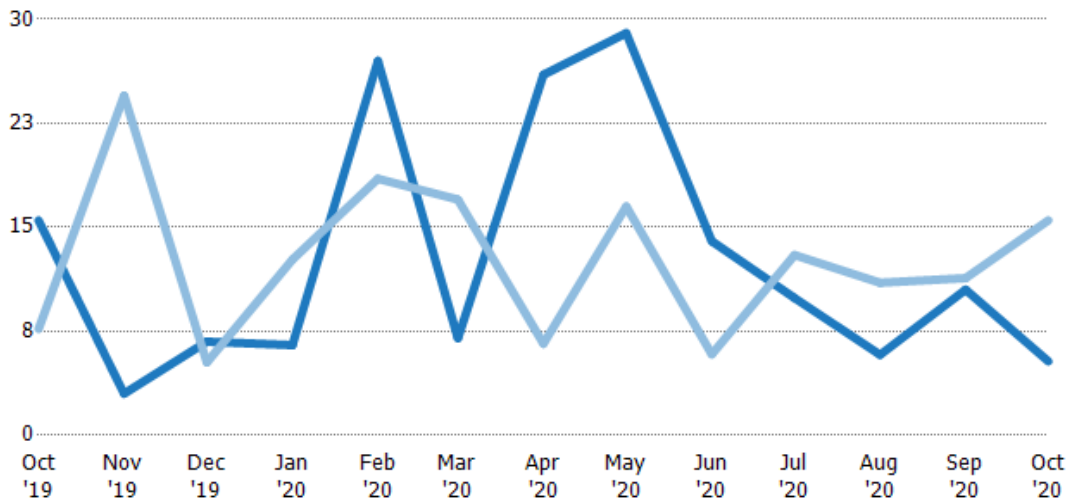
|                                | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 133     | 175     | 182     | 195     | 188     | 216     | 168     | 179     | 181     | 140     | 108     | 73      | 93.5    |
| Prior Year                     | 184     | 202     | 188     | 228     | 190     | 229     | 215     | 199     | 121     | 121     | 98.5    | 138     | 133     |
| Percent Change from Prior Year | -28%    | -13%    | -3%     | -14%    | -1%     | -6%     | -22%    | -10%    | 50%     | 16%     | 10%     | -47%    | -30%    |

## 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



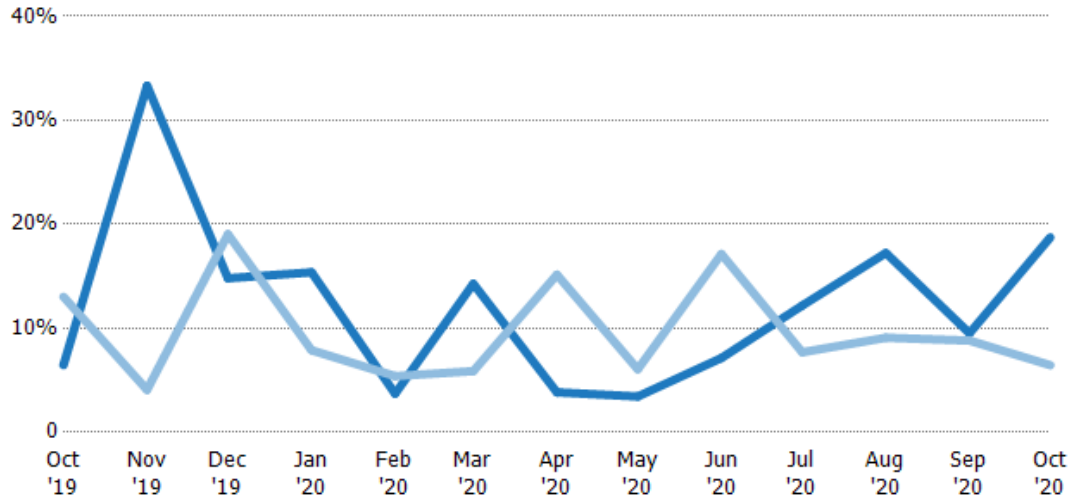
|                                | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 15.5    | 3       | 6.75    | 6.5     | 27      | 7       | 26      | 29      | 14      | 9.9     | 5.8     | 10.5    | 5.3     |
| Prior Year                     | 7.67    | 24.5    | 5.25    | 12.7    | 18.5    | 17      | 6.6     | 16.5    | 5.83    | 13      | 11      | 11.3    | 15.5    |
| Percent Change from Prior Year | 102%    | -88%    | 29%     | -49%    | 46%     | -59%    | 294%    | 76%     | 140%    | -100%   | -47%    | -7%     | -66%    |

## 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



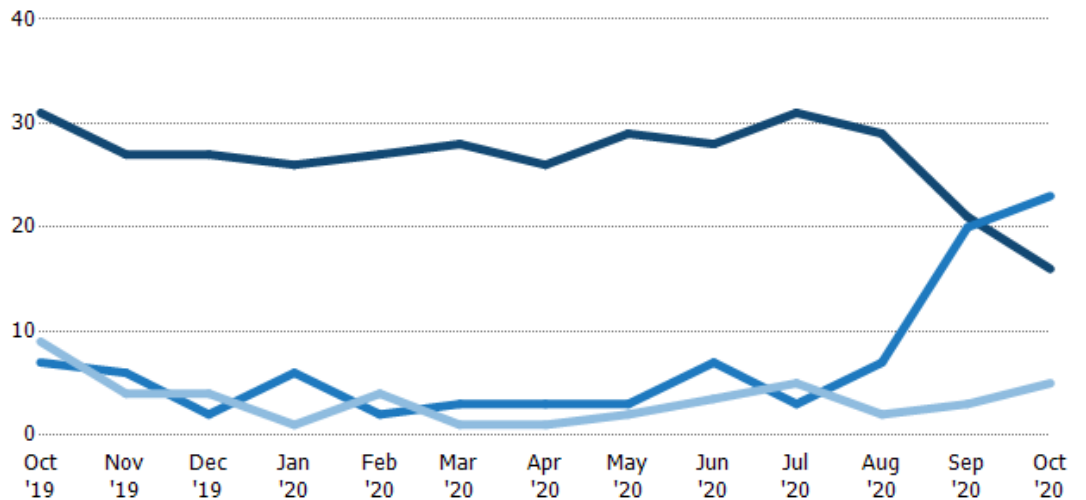
|                        | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 6%      | 33%     | 15%     | 15%     | 4%      | 14%     | 4%      | 3%      | 7%      | 12%     | 17%     | 10%     | 19%     |
| Prior Year             | 13%     | 4%      | 19%     | 8%      | 5%      | 6%      | 15%     | 6%      | 17%     | 8%      | 9%      | 9%      | 6%      |
| Change from Prior Year | 7%      | -29%    | 4%      | -7%     | 2%      | -8%     | 11%     | 3%      | 10%     | 8%      | -8%     | -1%     | -12%    |

## 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



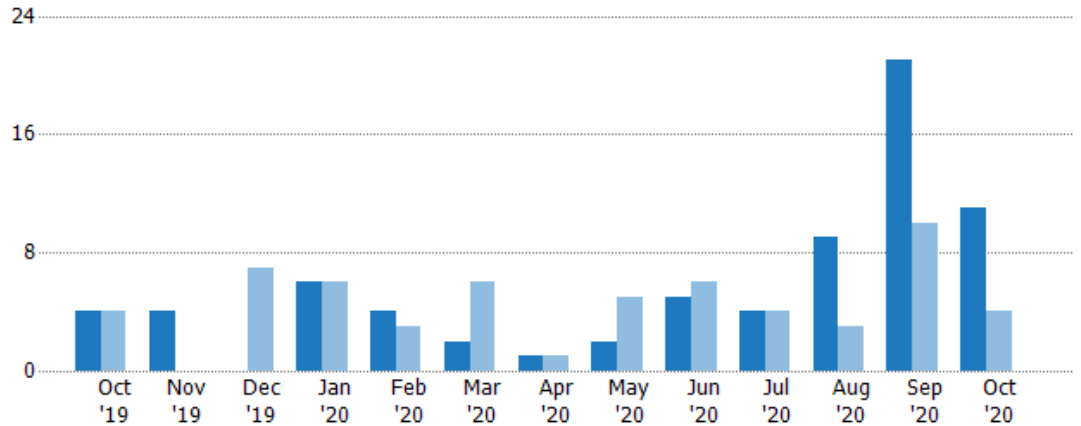
|         | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 31      | 27      | 27      | 26      | 27      | 28      | 26      | 29      | 28      | 31      | 29      | 21      | 16      |
| Pending | 7       | 6       | 2       | 6       | 2       | 3       | 3       | 3       | 7       | 3       | 7       | 20      | 23      |
| Sold    | 9       | 4       | 4       | 1       | 4       | 1       | 1       | 2       | 3.5     | 5       | 2       | 3       | 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:  
Condo/Townhouse/Apt, Single  
Family Residence



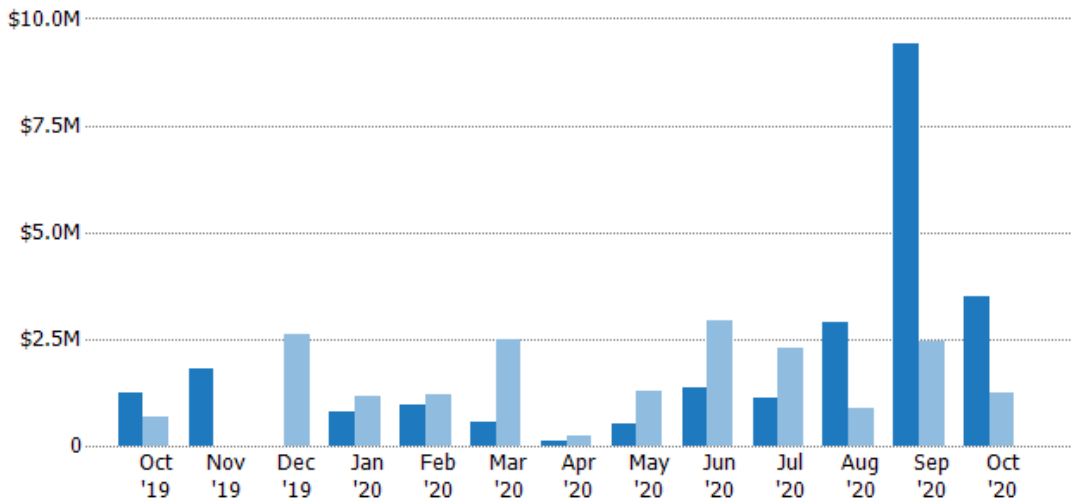
|                                |    |      |       |    |     |      |    |      |      |    |      |      |      |
|--------------------------------|----|------|-------|----|-----|------|----|------|------|----|------|------|------|
| Current Year                   | 4  | 4    | -     | 6  | 4   |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

## 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                   | \$1.24M | \$1.81M | -       | \$814K  | \$942K  | \$538K  | \$99K  | \$515K  | \$1.37M | \$1.12M | \$2.9M | \$9.42M | \$3.51M |
| Prior Year                     | \$665K  | -       | \$2.62M | \$1.15M | \$1.19M | \$2.48M | \$250K | \$1.29M | \$2.93M | \$2.28M | \$882K | \$2.46M | \$1.24M |
| Percent Change from Prior Year | 87%     | 100%    | -100%   | -29%    | -21%    | -78%    | -60%   | -60%    | -53%    | -51%    | 229%   | 283%    | 182%    |



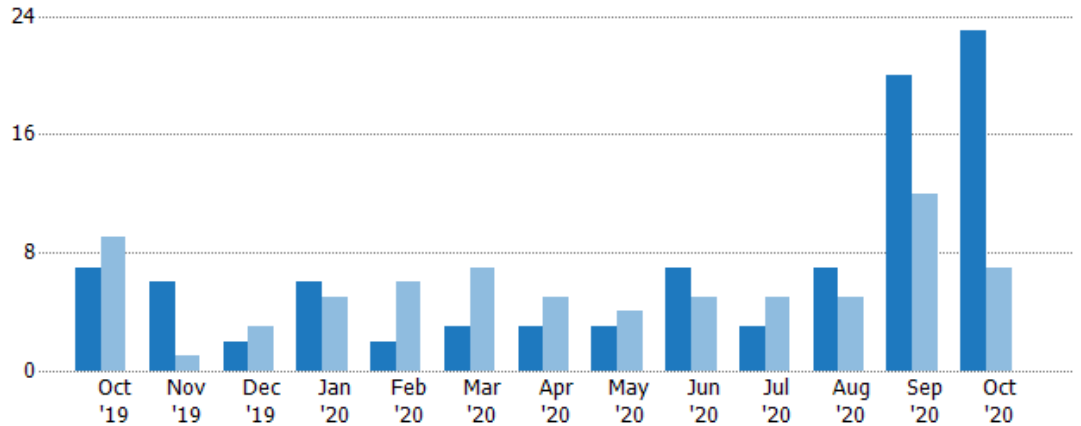
## Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '20        | 23    | 228.6% |
| Oct '19        | 7     | -22.2% |
| Oct '18        | 9     | 11.1%  |



|                                |      |      |      |     |      |      |      |      |     |      |     |     |      |
|--------------------------------|------|------|------|-----|------|------|------|------|-----|------|-----|-----|------|
| Current Year                   | 7    | 6    | 2    | 6   | 2    | 3    | 3    | 3    | 7   | 3    | 7   | 20  | 23   |
| Prior Year                     | 9    | 1    | 3    | 5   | 6    | 7    | 5    | 4    | 5   | 5    | 5   | 12  | 7    |
| Percent Change from Prior Year | -22% | 500% | -33% | 20% | -67% | -57% | -40% | -25% | 40% | -40% | 40% | 67% | 229% |

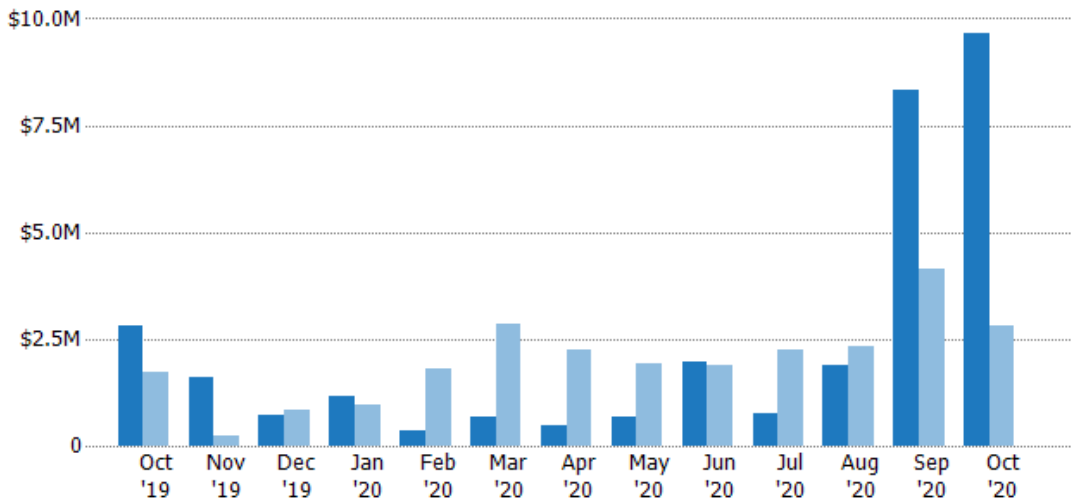
## Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '20        | \$9.65M | 243.3% |
| Oct '19        | \$2.81M | 64.5%  |
| Oct '18        | \$1.71M | 74.5%  |



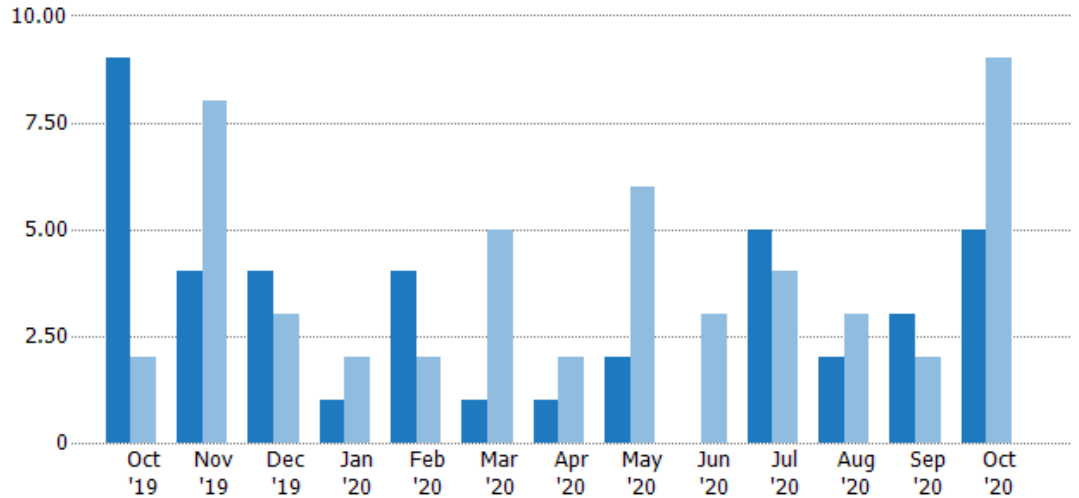
|                                |         |         |        |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$2.81M | \$1.61M | \$719K | \$1.16M | \$345K  | \$688K  | \$458K  | \$665K  | \$1.95M | \$740K  | \$1.89M | \$8.34M | \$9.65M |
| Prior Year                     | \$1.71M | \$225K  | \$823K | \$958K  | \$1.82M | \$2.85M | \$2.26M | \$1.92M | \$1.9M  | \$2.26M | \$2.32M | \$4.13M | \$2.81M |
| Percent Change from Prior Year | 64%     | 616%    | -13%   | 22%     | -81%    | -76%    | -80%    | -65%    | 2%      | -67%    | -18%    | 102%    | 243%    |

## 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



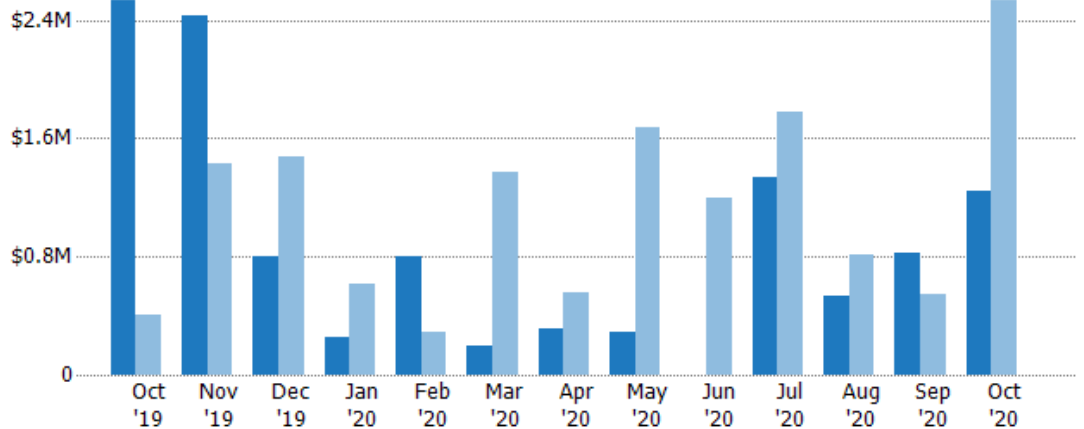
|                                |      |      |     |      |      |      |      |      |       |     |      |     |      |
|--------------------------------|------|------|-----|------|------|------|------|------|-------|-----|------|-----|------|
| Current Year                   | 9    | 4    | 4   | 1    | 4    | 1    | 1    | 2    | -     | 5   | 2    | 3   | 5    |
| Prior Year                     | 2    | 8    | 3   | 2    | 2    | 5    | 2    | 6    | 3     | 4   | 3    | 2   | 9    |
| Percent Change from Prior Year | 350% | -50% | 33% | -50% | 100% | -80% | -50% | -67% | -100% | 25% | -33% | 50% | -44% |

## 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



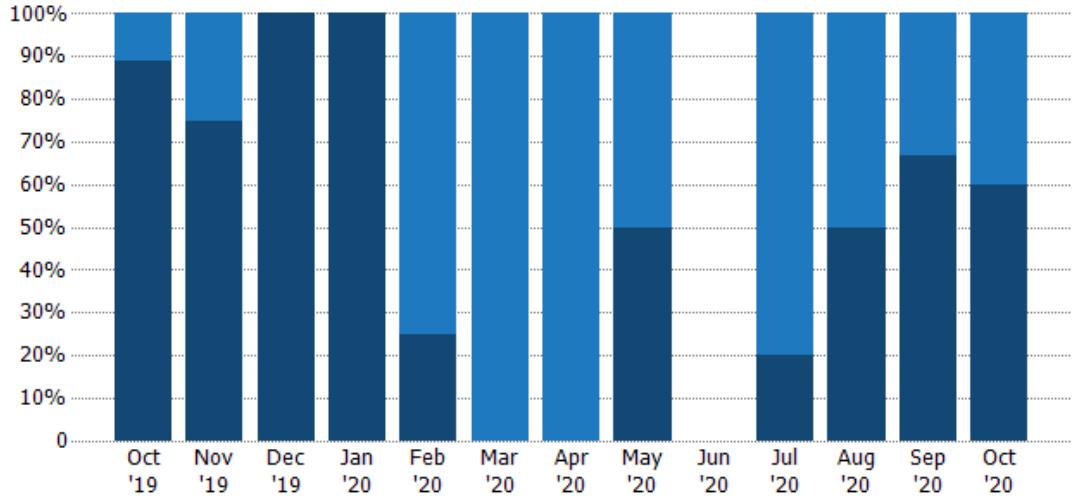
|                                |         |         |         |        |        |         |        |         |        |         |        |        |         |
|--------------------------------|---------|---------|---------|--------|--------|---------|--------|---------|--------|---------|--------|--------|---------|
| Current Year                   | \$2.54M | \$2.43M | \$805K  | \$260K | \$806K | \$195K  | \$308K | \$292K  | -      | \$1.34M | \$530K | \$828K | \$1.24M |
| Prior Year                     | \$410K  | \$1.43M | \$1.48M | \$620K | \$285K | \$1.37M | \$560K | \$1.68M | \$1.2M | \$1.78M | \$812K | \$544K | \$2.54M |
| Percent Change from Prior Year | 520%    | 70%     | -45%    | -58%   | 183%   | -86%    | -45%   | -83%    | -100%  | -25%    | -35%   | 52%    | -51%    |

## 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



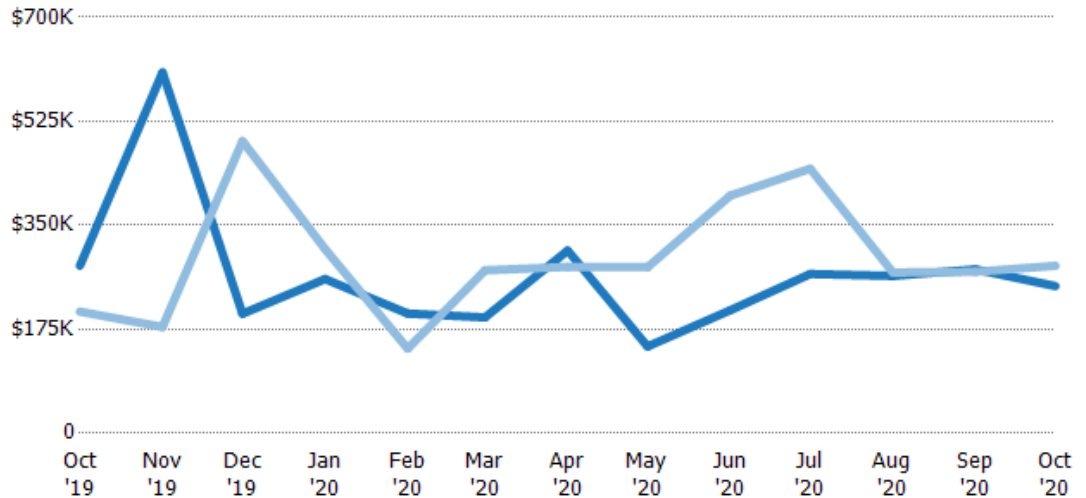
| Property Type           | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Condo/Townhouse         | 11%     | 25%     | -       | -       | 75%     | 100%    | 100%    | 50%     | -       | 80%     | 50%     | 33%     | 40%     |
| Single Family Residence | 89%     | 75%     | 100%    | 100%    | 25%     | -       | -       | 50%     | -       | 20%     | 50%     | 67%     | 60%     |

## 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



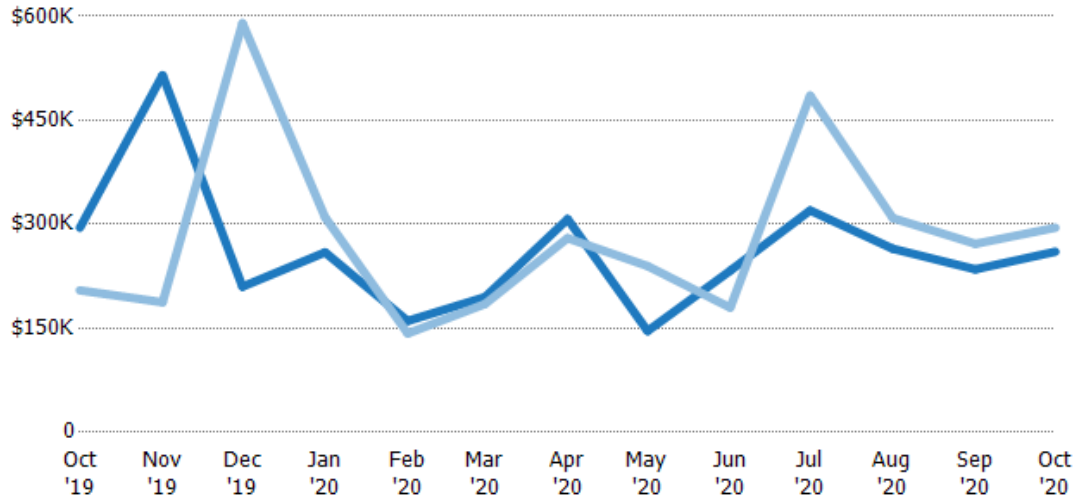
| Property Type                  | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$282K  | \$607K  | \$201K  | \$260K  | \$202K  | \$195K  | \$308K  | \$146K  | \$207K  | \$268K  | \$265K  | \$276K  | \$248K  |
| Prior Year                     | \$205K  | \$179K  | \$492K  | \$310K  | \$143K  | \$274K  | \$280K  | \$279K  | \$400K  | \$445K  | \$271K  | \$272K  | \$282K  |
| Percent Change from Prior Year | 38%     | 240%    | -59%    | -16%    | 41%     | -29%    | 10%     | -48%    | -100%   | -40%    | -2%     | 2%      | -12%    |

## 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

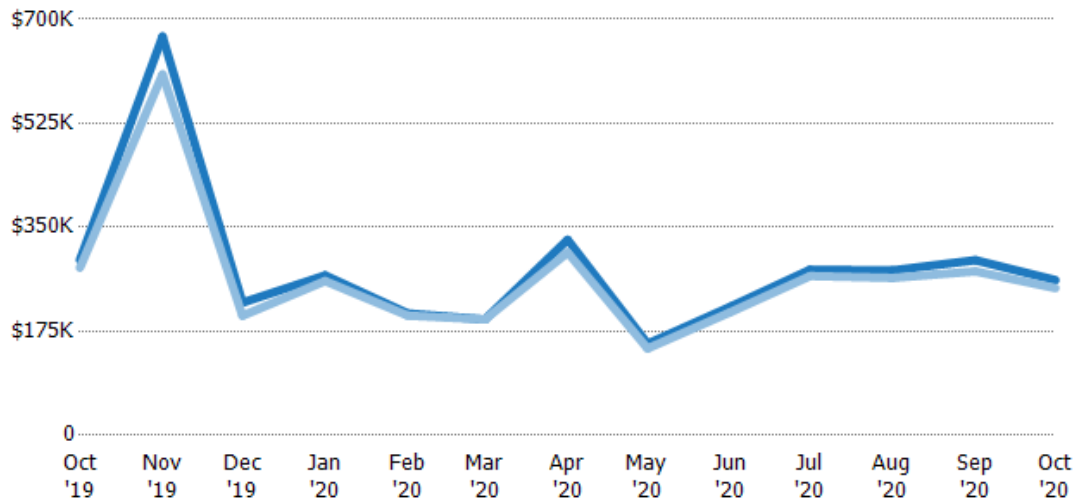


## Average Sales Price vs Average Listing Price

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

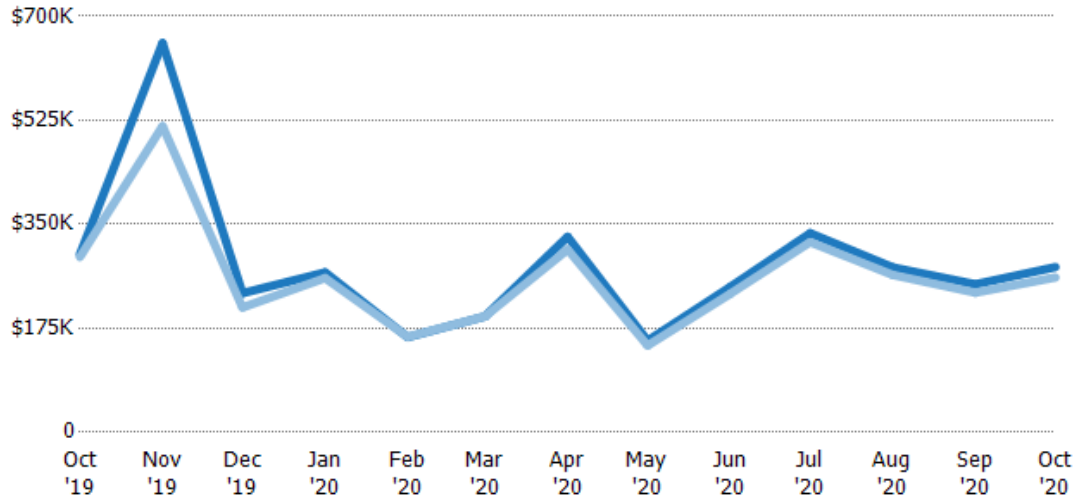


## Median Sales Price vs Median Listing Price

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



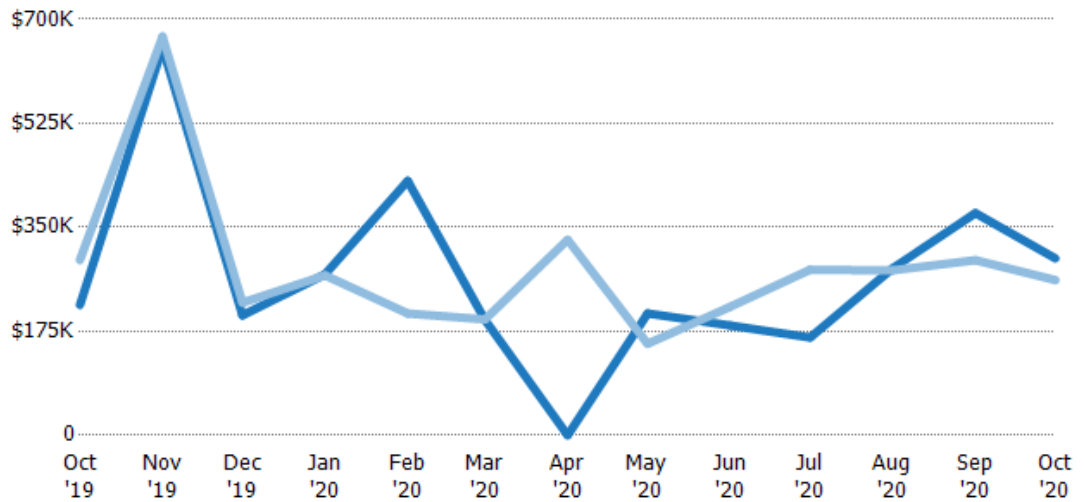
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Median List Price                        | \$300K | \$655K | \$234K | \$269K | \$160K | \$195K | \$329K | \$154K | \$245K | \$335K | \$278K | \$249K | \$278K |
| Median Sales Price                       | \$295K | \$515K | \$210K | \$260K | \$161K | \$195K | \$308K | \$146K | \$233K | \$320K | \$265K | \$235K | \$261K |
| Med Sales Price as a % of Med List Price | 98%    | 79%    | 90%    | 96%    | 100%   | 100%   | 93%    | 95%    | 95%    | 96%    | 95%    | 94%    | 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



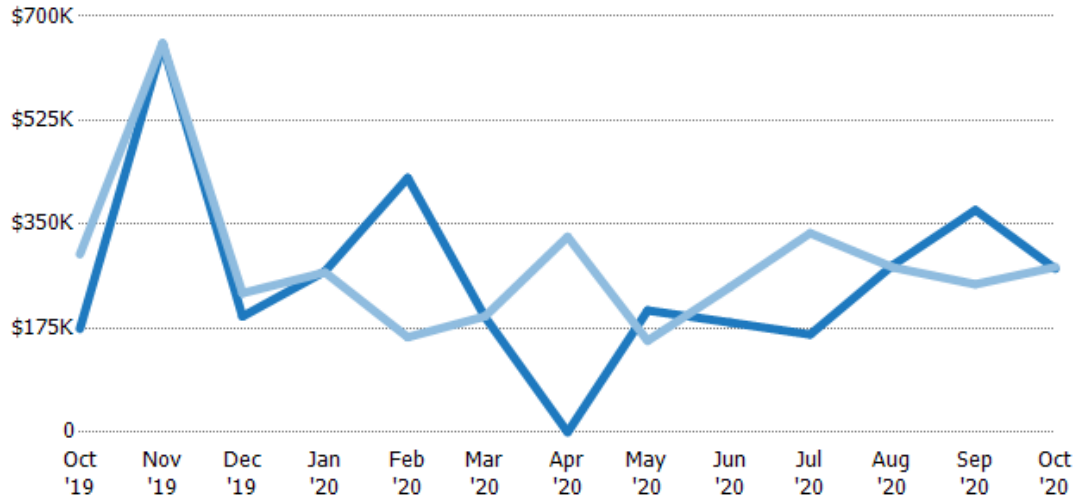
|   |        |        |        |        |        |        |        |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg Est Value                           | \$219K | \$652K | \$202K | \$271K | \$428K | \$194K | \$0    | \$205K | \$185K | \$165K | \$281K | \$374K | \$298K |
| Avg Sales Price                         | \$295K | \$671K | \$223K | \$269K | \$205K | \$195K | \$329K | \$154K | \$216K | \$279K | \$278K | \$295K | \$261K |
| Avg Sales Price as a % of Avg Est Value | 134%   | 103%   | 111%   | 99%    | 48%    | 101%   | 100%   | 75%    | 122%   | 169%   | 99%    | 79%    | 88%    |

## 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                        | \$174K | \$652K | \$195K | \$271K | \$428K | \$194K | \$0    | \$205K | \$185K | \$165K | \$281K | \$374K | \$275K |
| Median Sales Price                      | \$300K | \$655K | \$234K | \$269K | \$160K | \$195K | \$329K | \$154K | \$245K | \$335K | \$278K | \$249K | \$278K |
| Med Sales Price as a % of Med Est Value | 172%   | 100%   | 120%   | 99%    | 37%    | 101%   | 100%   | 75%    | 139%   | 204%   | 99%    | 67%    | 101%   |