

## Summary of Key Listing and Sales Metrics

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

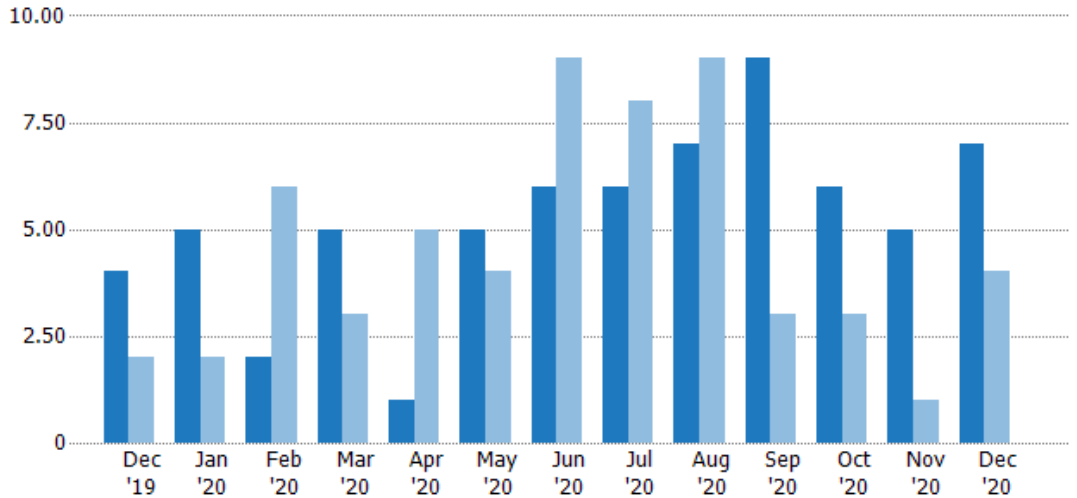
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	4	+75%	64	57	+12.3%
New Listing Volume	\$2,088,000	\$1,392,000	+50%	\$20,790,500	\$21,124,800	-1.6%
Active Listing Count	15	27	-44.4%	N/A	N/A	
Active Listing Volume	\$4,583,500	\$12,096,300	-62.1%	N/A	N/A	
Average Listing Price	\$305,567	\$448,011	-31.8%	\$421,124	\$420,686	+0.1%
Median Listing Price	\$225,000	\$338,000	-33.4%	\$332,616	\$339,424	-2%
Median Days in RPR	70	182	-61.5%	111.16	166.76	-33.3%
Months of Inventory	1.7	6.8	-75.3%	6.1	8.8	-30.1%
Absorption Rate	60%	14.81%	+45.2%	16.32%	11.41%	+4.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	-	-	76	52	+46.2%
New Pending Sales Volume	\$1,177,900	-	-	\$24,966,800	\$17,968,500	+38.9%
Pending Sales Count	11	2	+450%	N/A	N/A	
Pending Sales Volume	\$3,987,900	\$719,000	+454.6%	N/A	N/A	
Closed Sales Count	15	4	+275%	48	47	+2.1%
Closed Sales Volume	\$6,035,000	\$804,500	+650.2%	\$15,203,100	\$14,804,250	+2.7%
Average Sales Price	\$402,333	\$201,125	+100%	\$316,731	\$314,984	+0.6%
Median Sales Price	\$399,500	\$210,000	+90.2%	\$311,431	\$287,878	+8.2%

## 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



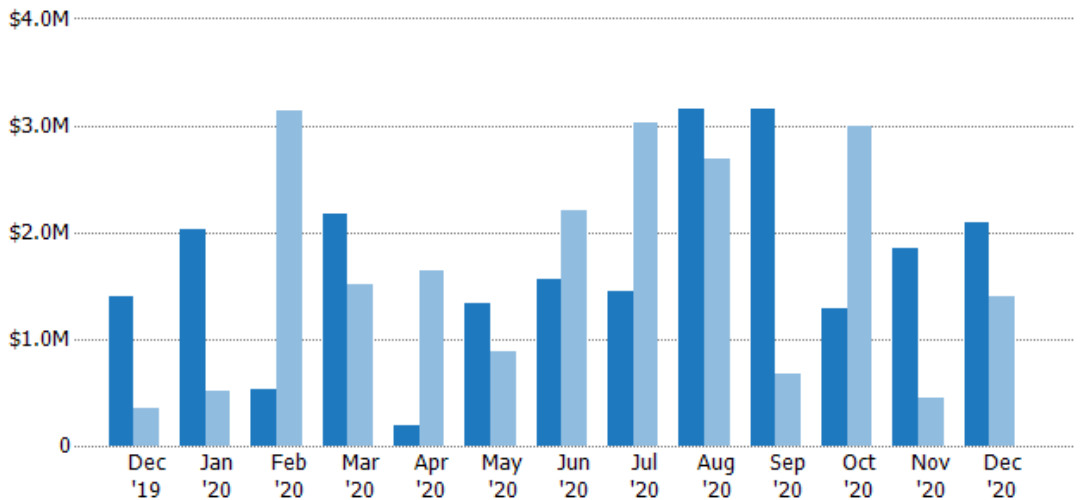
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	4	5	2	5	1	5	6	6	7	9	6	5	7
Prior Year	2	2	6	3	5	4	9	8	9	3	3	1	4
Percent Change from Prior Year	100%	150%	-67%	67%	-80%	25%	-33%	-25%	-22%	200%	100%	400%	75%

## 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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$1.39M	\$2.03M	\$530K	\$2.17M	\$185K	\$1.34M	\$1.56M	\$1.44M	\$3.16M	\$3.15M	\$1.28M	\$1.84M	\$2.09M
Prior Year	\$347K	\$512K	\$3.14M	\$1.52M	\$1.64M	\$879K	\$2.21M	\$3.03M	\$2.69M	\$679K	\$2.99M	\$450K	\$1.39M
Percent Change from Prior Year	301%	297%	-83%	43%	-89%	52%	-29%	-52%	18%	364%	-57%	309%	50%

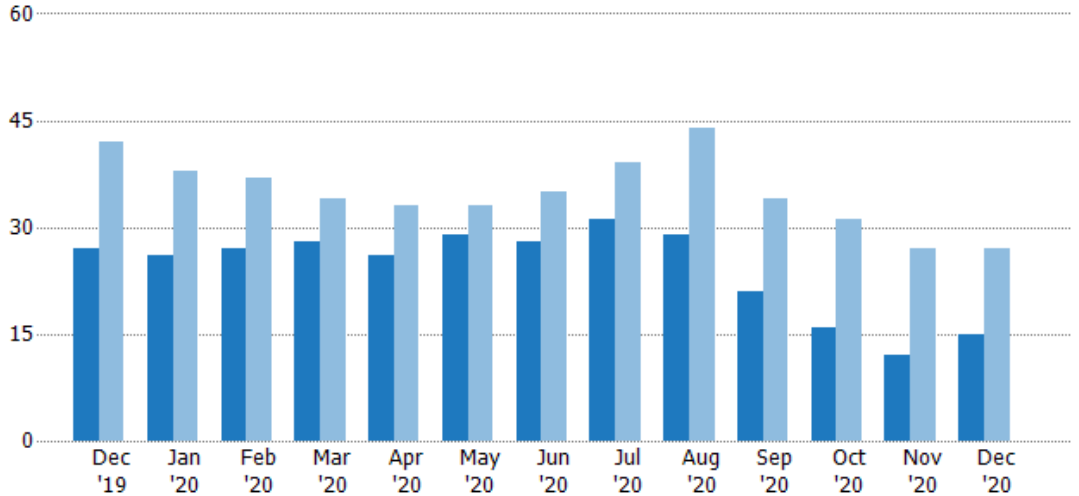
## Active Listings

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.
Dec '20	15	-44.4%
Dec '19	27	-35.7%
Dec '18	42	33.3%



Current Year	27	26	27	28	26	29	28	31	29	21	16	12	15
Prior Year	42	38	37	34	33	33	35	39	44	34	31	27	27
Percent Change from Prior Year	-36%	-32%	-27%	-18%	-21%	-12%	-20%	-21%	-34%	-38%	-48%	-56%	-44%

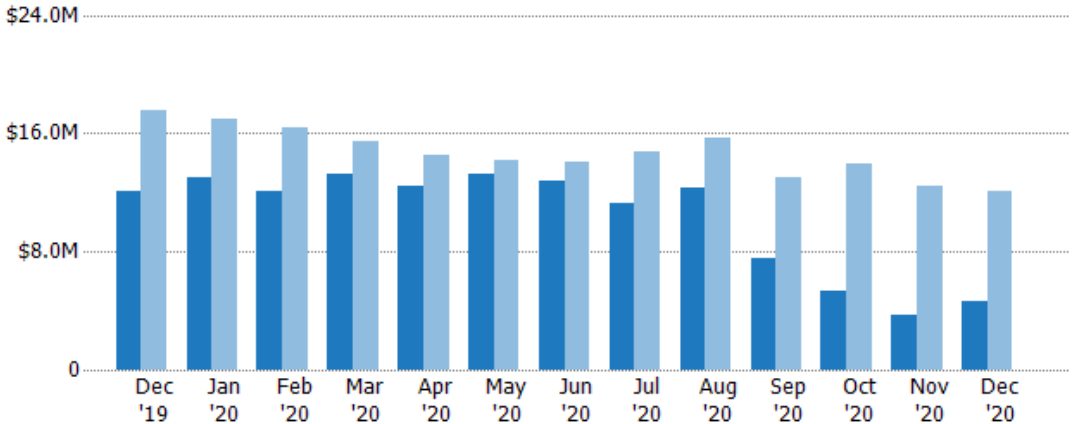
## Active Listing Volume

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.
Dec '20	\$4.58M	-62.1%
Dec '19	\$12.1M	-30.9%
Dec '18	\$17.5M	41%



Current Year	\$12.1M	\$13M	\$12.1M	\$13.2M	\$12.4M	\$13.2M	\$12.7M	\$11.2M	\$12.3M	\$7.5M	\$5.38M	\$3.67M	\$4.58M
Prior Year	\$17.5M	\$17M	\$16.4M	\$15.4M	\$14.5M	\$14.1M	\$14M	\$14.8M	\$15.7M	\$13M	\$13.9M	\$12.4M	\$12.1M
Percent Change from Prior Year	-31%	-23%	-26%	-14%	-14%	-7%	-9%	-24%	-21%	-42%	-61%	-70%	-62%

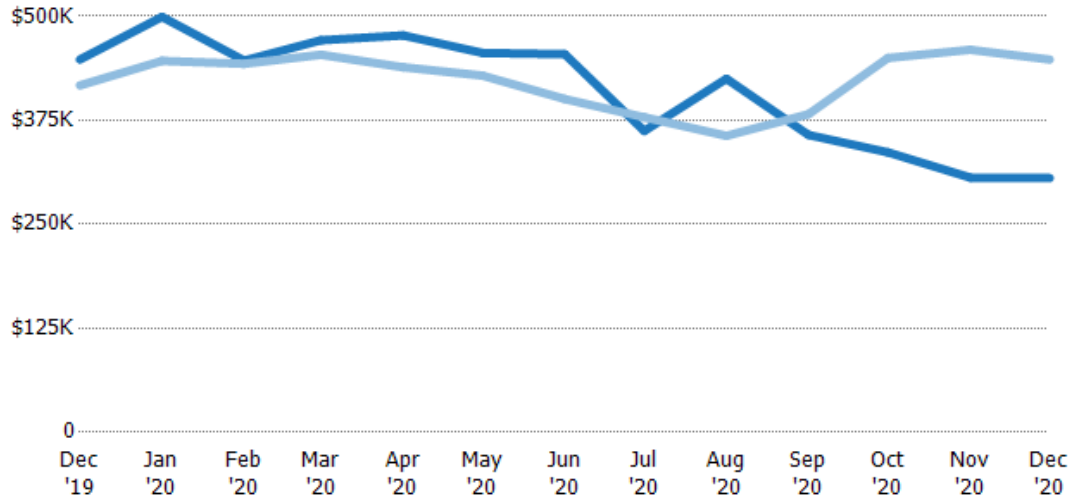
## Average Listing Price

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.
Dec '20	\$306K	-31.8%
Dec '19	\$448K	7.5%
Dec '18	\$417K	5.7%



Current Year	\$448K	\$499K	\$447K	\$471K	\$477K	\$456K	\$454K	\$362K	\$425K	\$357K	\$336K	\$306K	\$306K
Prior Year	\$417K	\$446K	\$443K	\$454K	\$439K	\$429K	\$401K	\$379K	\$356K	\$382K	\$450K	\$460K	\$448K
Percent Change from Prior Year	7%	12%	1%	4%	9%	6%	13%	-4%	19%	-7%	-25%	-33%	-32%

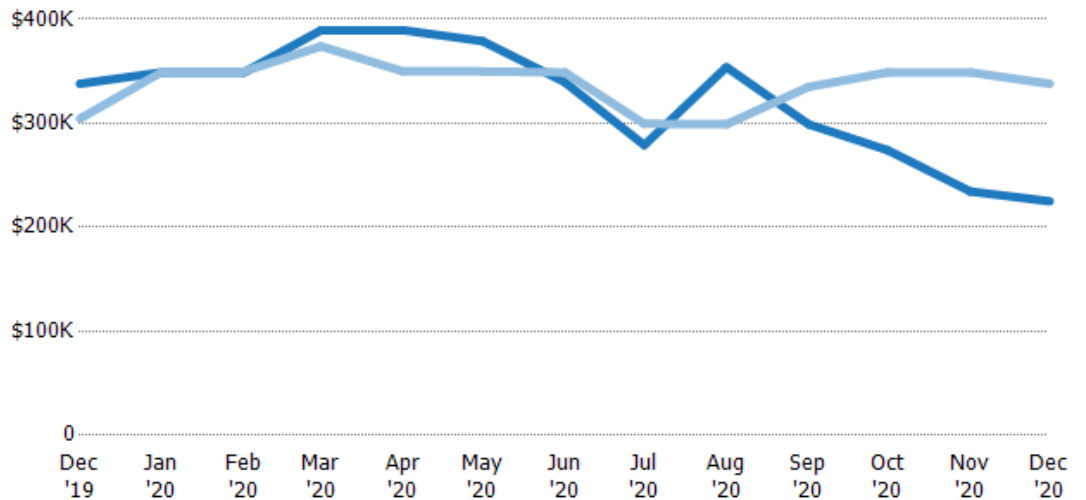
## Median Listing Price

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.
Dec '20	\$225K	-33.4%
Dec '19	\$338K	11%
Dec '18	\$304K	14.8%



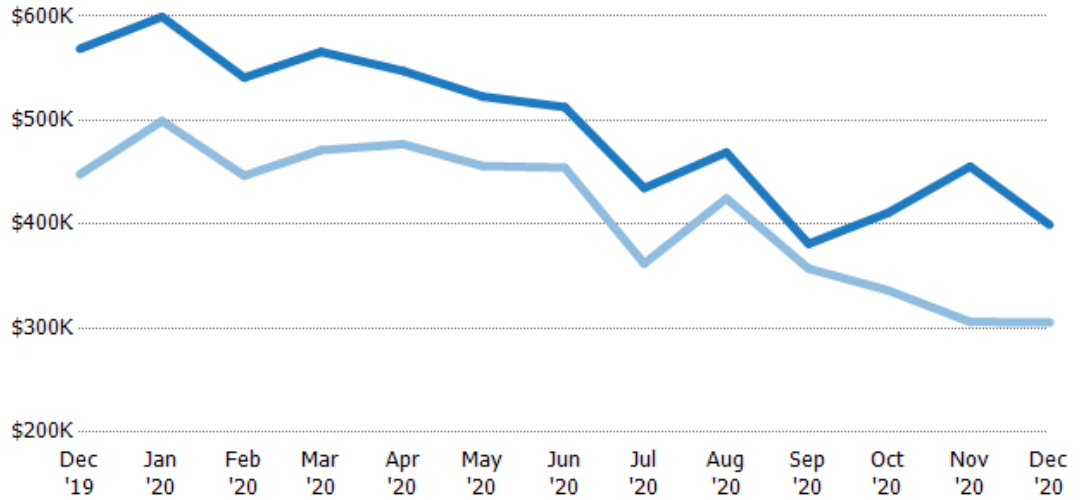
Current Year	\$338K	\$349K	\$349K	\$390K	\$390K	\$379K	\$340K	\$279K	\$354K	\$299K	\$274K	\$234K	\$225K
Prior Year	\$304K	\$349K	\$350K	\$374K	\$350K	\$350K	\$349K	\$300K	\$299K	\$335K	\$349K	\$349K	\$338K
Percent Change from Prior Year	11%	0%	0%	4%	11%	8%	-3%	-7%	18%	-11%	-21%	-33%	-33%

## 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



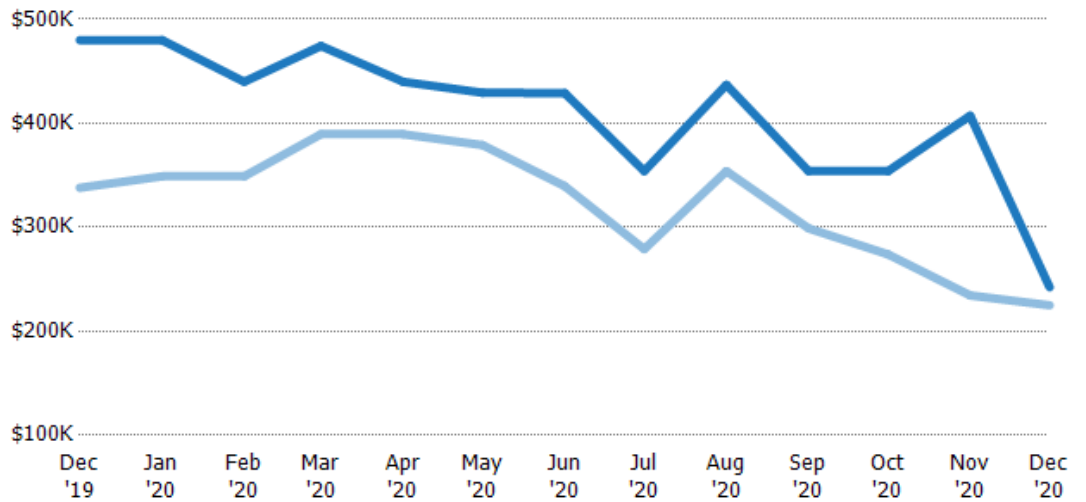
Avg Est Value	\$569K	\$600K	\$541K	\$566K	\$547K	\$523K	\$513K	\$435K	\$469K	\$381K	\$411K	\$455K	\$399K
Avg Listing Price	\$448K	\$499K	\$447K	\$471K	\$477K	\$456K	\$454K	\$362K	\$425K	\$357K	\$336K	\$306K	\$306K
Avg Listing Price as a % of Avg Est Value	79%	83%	83%	83%	87%	87%	89%	83%	91%	94%	82%	67%	77%

## 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



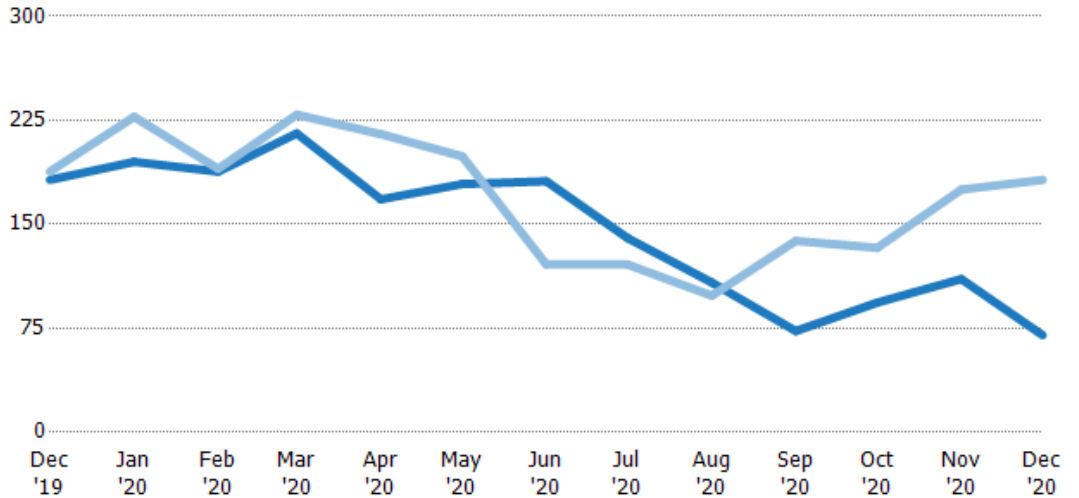
Median Est Value	\$480K	\$480K	\$440K	\$474K	\$440K	\$429K	\$429K	\$354K	\$437K	\$354K	\$354K	\$407K	\$242K
Median Listing Price	\$338K	\$349K	\$349K	\$390K	\$390K	\$379K	\$340K	\$279K	\$354K	\$299K	\$274K	\$234K	\$225K
Med Listing Price as a % of Med Est Value	70%	73%	79%	82%	89%	88%	79%	79%	81%	84%	77%	58%	93%

## 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



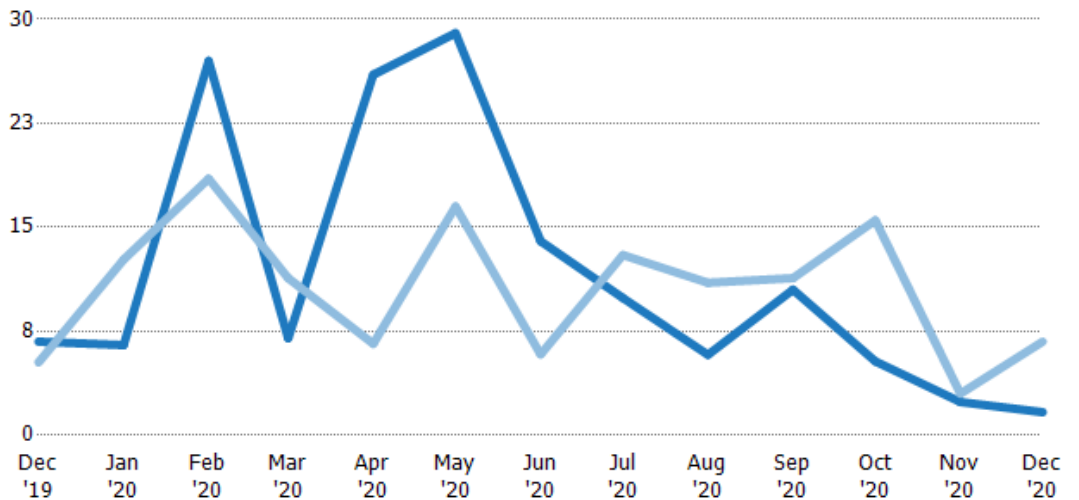
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	182	195	188	216	168	179	181	140	108	73	93.5	111	70
Prior Year	188	228	190	229	215	199	121	121	98.5	138	133	175	182
Percent Change from Prior Year	-3%	-14%	-1%	-6%	-22%	-10%	50%	16%	10%	-47%	-30%	-37%	-62%

## 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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Proctorsville, VT 05153  
Property Type:  
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Family Residence



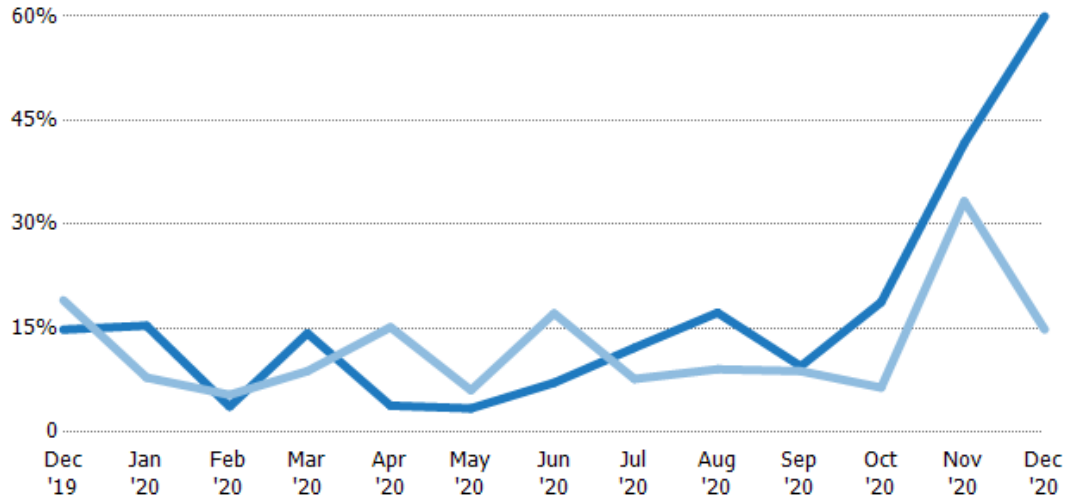
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	6.75	6.5	27	7	26	29	14	9.9	5.8	10.5	5.33	2.4	1.67
Prior Year	5.25	12.7	18.5	11.3	6.6	16.5	5.83	13	11	11.3	15.5	3	6.75
Percent Change from Prior Year	29%	-49%	46%	-38%	294%	76%	140%	-100%	-47%	-7%	-66%	-20%	-75%

## 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



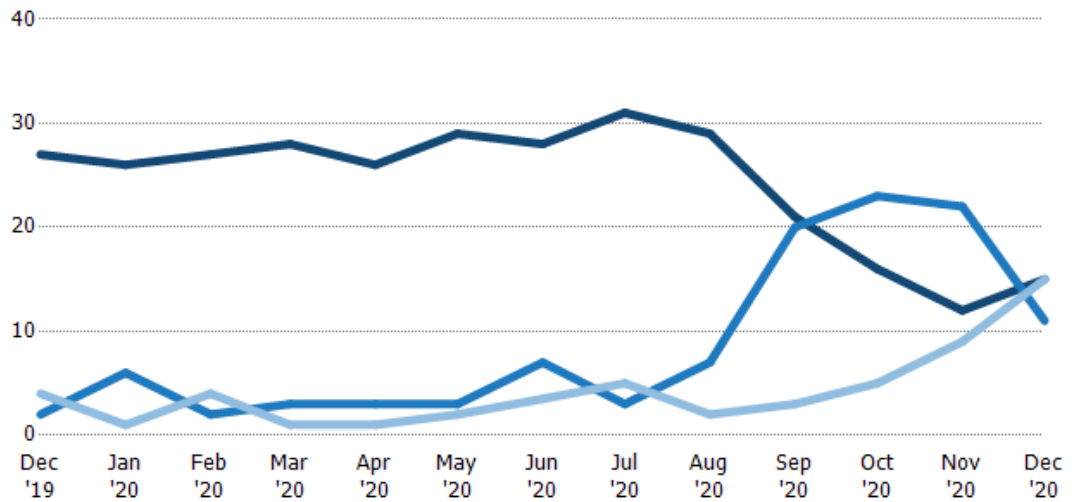
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	15%	15%	4%	14%	4%	3%	7%	12%	17%	10%	19%	42%	60%
Prior Year	19%	8%	5%	9%	15%	6%	17%	8%	9%	9%	6%	33%	15%
Change from Prior Year	4%	-7%	2%	-5%	11%	3%	10%	8%	-8%	-1%	-12%	-8%	-45%

## 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



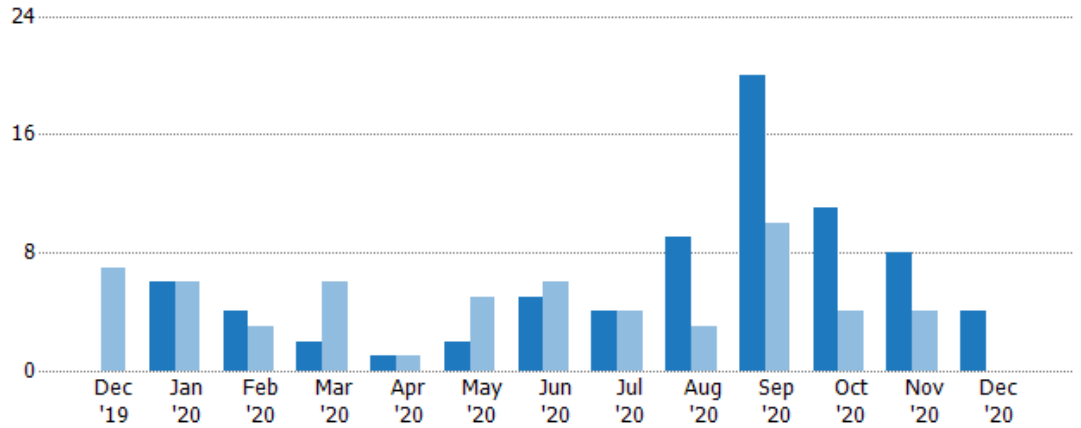
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	27	26	27	28	26	29	28	31	29	21	16	12	15
Pending	2	6	2	3	3	3	7	3	7	20	23	22	11
Sold	4	1	4	1	1	2	3.5	5	2	3	5	9	15

## 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



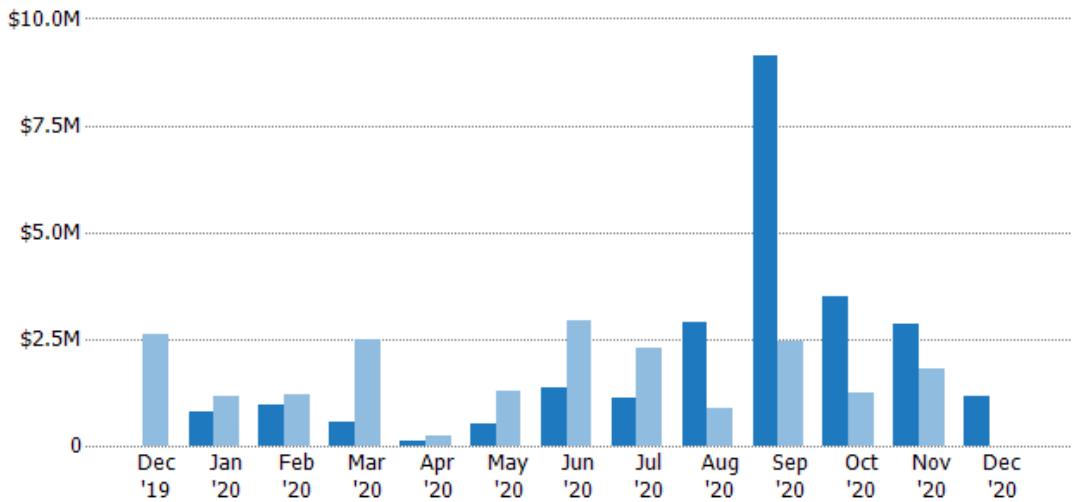
Current Year	-	6	4	2	1	2	5	4	9	20	11	8	4
Prior Year	7	6	3	6	1	5	6	4	3	10	4	4	-
Percent Change from Prior Year	-100%	0%	33%	-67%	0%	-60%	-17%	0%	200%	100%	175%	100%	100%

## 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	-	\$814K	\$942K	\$538K	\$99K	\$515K	\$1.37M	\$1.12M	\$2.9M	\$9.12M	\$3.51M	\$2.86M	\$1.18M
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%	-29%	-21%	-78%	-60%	-60%	-53%	-51%	229%	271%	182%	58%	100%

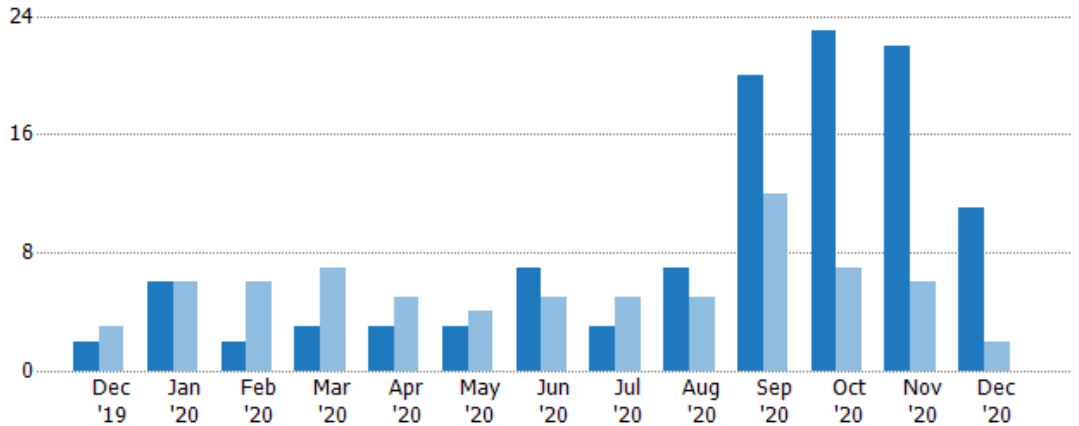


## Pending Sales

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



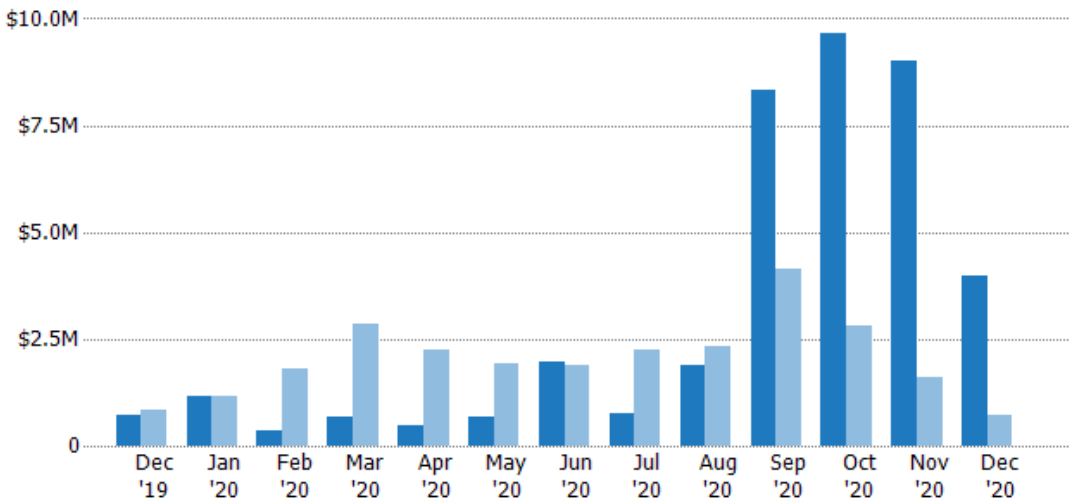
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	2	6	2	3	3	3	7	3	7	20	23	22	11
Prior Year	3	6	6	7	5	4	5	5	5	12	7	6	2
Percent Change from Prior Year	-33%	0%	-67%	-57%	-40%	-25%	40%	-40%	40%	67%	229%	267%	450%

## 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



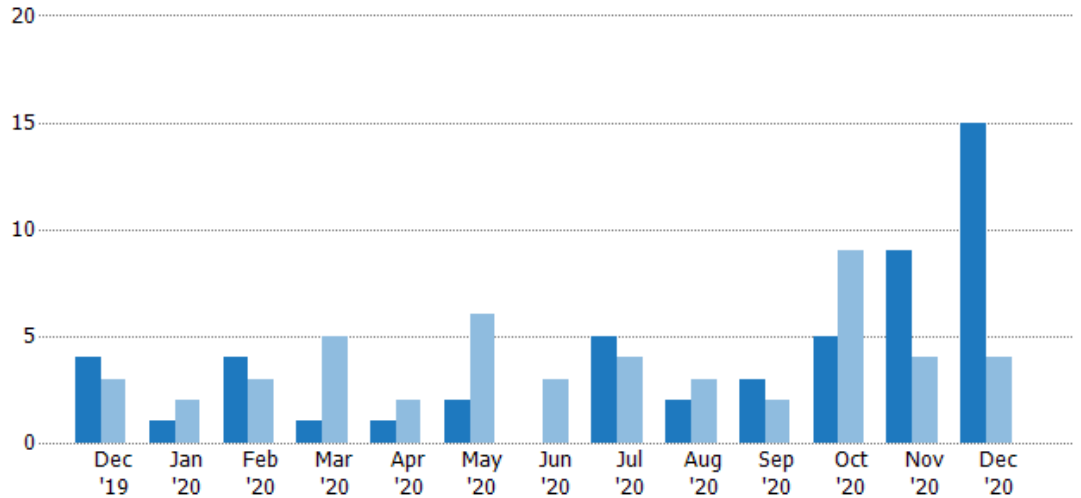
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$719K	\$1.16M	\$345K	\$688K	\$458K	\$665K	\$1.95M	\$740K	\$1.89M	\$8.34M	\$9.65M	\$9.03M	\$3.99M
Prior Year	\$823K	\$1.15M	\$1.82M	\$2.85M	\$2.26M	\$1.92M	\$1.9M	\$2.26M	\$2.32M	\$4.13M	\$2.81M	\$1.61M	\$719K
Percent Change from Prior Year	-13%	2%	-81%	-76%	-80%	-65%	2%	-67%	-18%	102%	243%	460%	455%

## 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



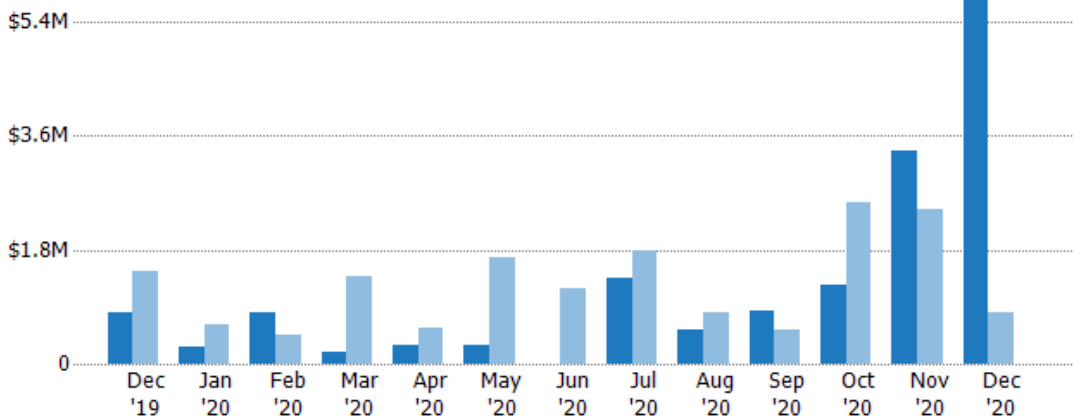
Current Year	4	1	4	1	1	2	-	5	2	3	5	9	15
Prior Year	3	2	3	5	2	6	3	4	3	2	9	4	4
Percent Change from Prior Year	33%	-50%	33%	-80%	-50%	-67%	-100%	25%	-33%	50%	-44%	125%	275%

## 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



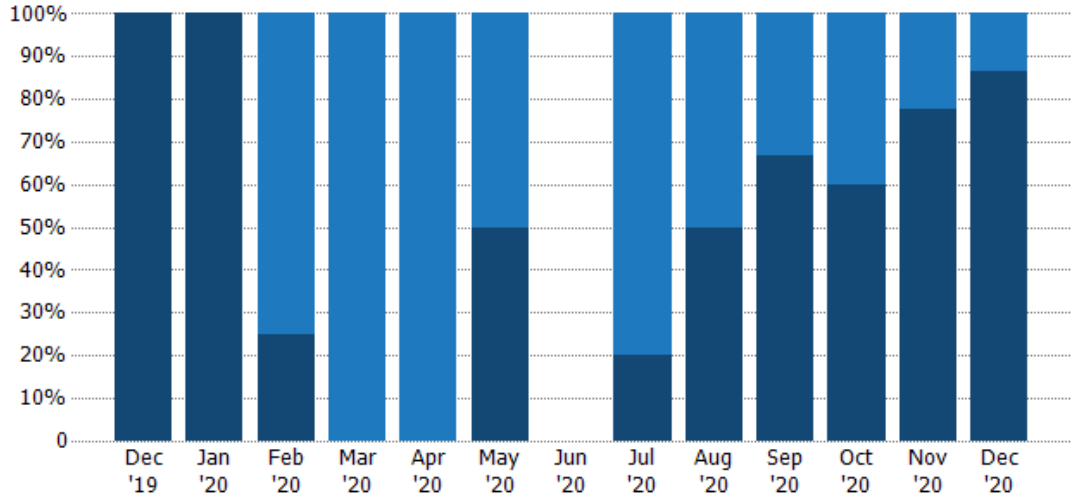
Current Year	\$805K	\$260K	\$806K	\$195K	\$308K	\$292K	-	\$1.34M	\$530K	\$828K	\$1.24M	\$3.37M	\$6.04M
Prior Year	\$1.48M	\$620K	\$470K	\$1.37M	\$560K	\$1.68M	\$1.2M	\$1.78M	\$812K	\$544K	\$2.54M	\$2.43M	\$805K
Percent Change from Prior Year	-45%	-58%	72%	-86%	-45%	-83%	-100%	-25%	-35%	52%	-51%	39%	650%

## 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



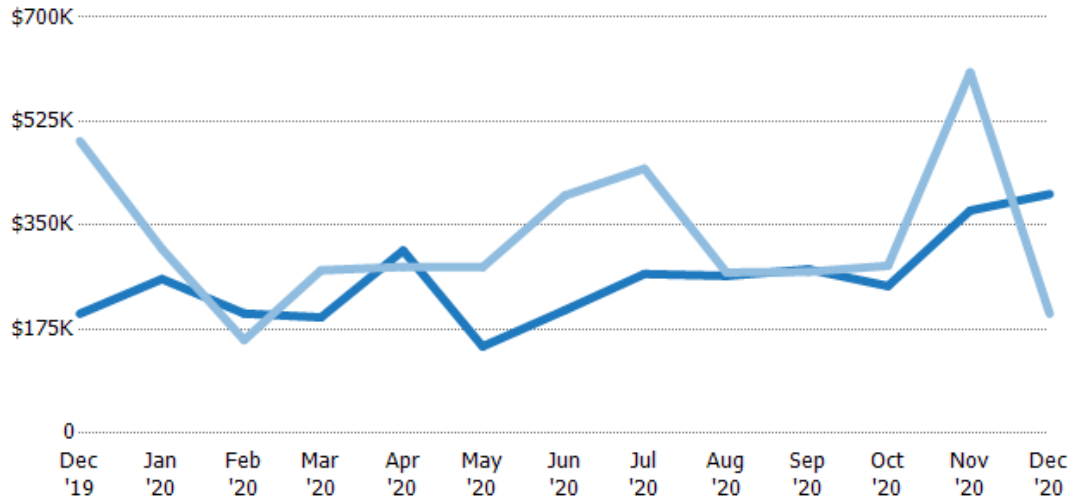
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	-	-	75%	100%	100%	50%	-	80%	50%	33%	40%	22%	13%
Single Family Residence	100%	100%	25%	-	-	50%	-	20%	50%	67%	60%	78%	87%

## 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



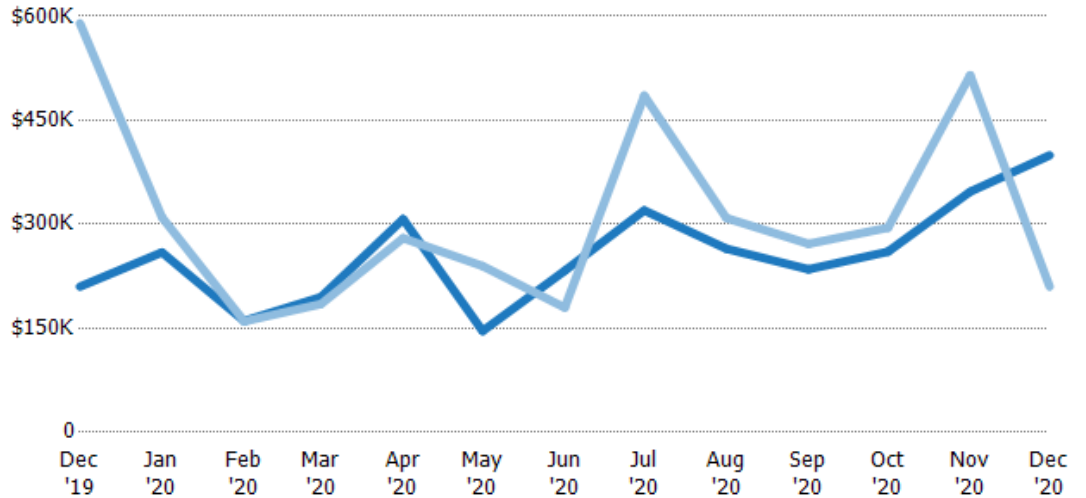
Current Year	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K	\$276K	\$248K	\$375K	\$402K
Prior Year	\$492K	\$310K	\$157K	\$274K	\$280K	\$279K	\$400K	\$445K	\$271K	\$272K	\$282K	\$607K	\$201K
Percent Change from Prior Year	-59%	-16%	29%	-29%	10%	-48%	-100%	-40%	-2%	2%	-12%	-38%	100%

## 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



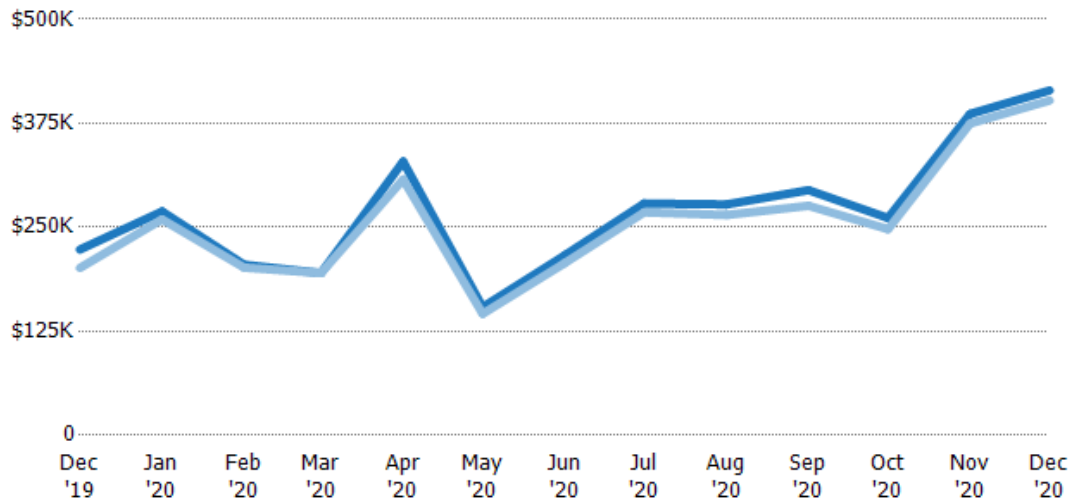
Current Year	\$210K	\$260K	\$161K	\$195K	\$308K	\$146K	\$233K	\$320K	\$265K	\$235K	\$261K	\$347K	\$400K
Prior Year	\$590K	\$310K	\$160K	\$185K	\$280K	\$240K	\$180K	\$486K	\$309K	\$272K	\$295K	\$515K	\$210K
Percent Change from Prior Year	-64%	-16%	0%	5%	10%	-39%	-100%	-34%	-14%	-14%	-12%	-33%	90%

## 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



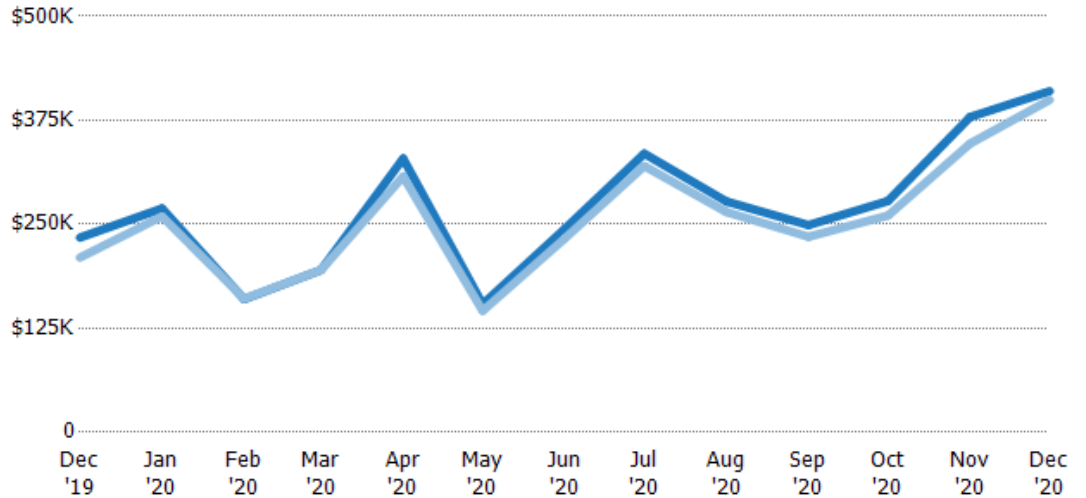
Avg List Price	\$223K	\$269K	\$205K	\$195K	\$329K	\$154K	\$216K	\$279K	\$278K	\$295K	\$261K	\$386K	\$414K
Avg Sales Price	\$201K	\$260K	\$202K	\$195K	\$308K	\$146K	\$207K	\$268K	\$265K	\$276K	\$248K	\$375K	\$402K
Avg Sales Price as a % of Avg List Price	90%	96%	98%	100%	93%	95%	96%	96%	95%	94%	95%	97%	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

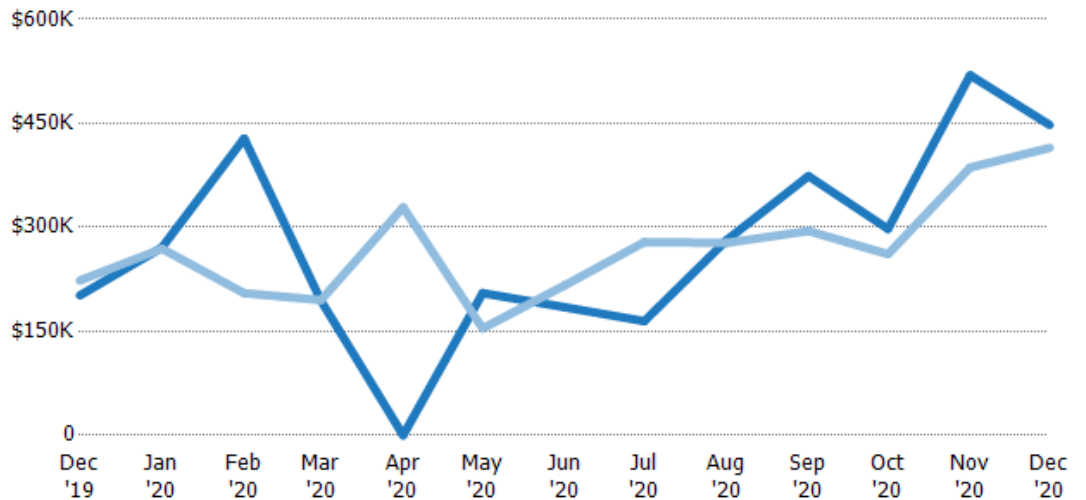


## Average Sales Price vs Average Est Value

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

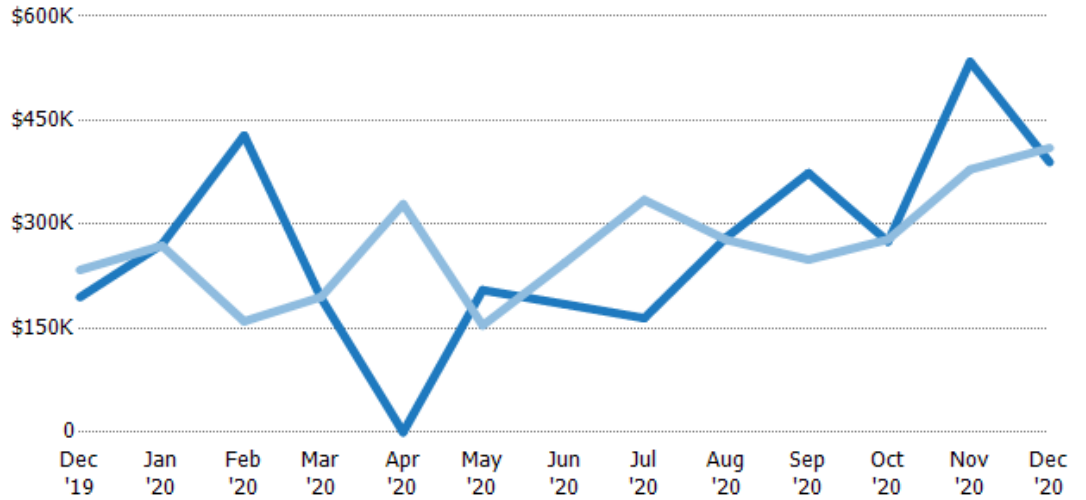


## Median Sales Price vs Median Est Value

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	\$195K	\$271K	\$428K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$374K	\$275K	\$534K	\$390K
Median Sales Price	\$234K	\$269K	\$160K	\$195K	\$329K	\$154K	\$245K	\$335K	\$278K	\$249K	\$278K	\$379K	\$410K
Med Sales Price as a % of Med Est Value	120%	99%	37%	101%	100%	75%	139%	204%	99%	67%	101%	71%	105%

## Sales Activity by ZIP

Dec 2020

ZIP	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
05149	10	\$3,818,900	15	\$6,035,000	\$402,333	\$399,500	\$199	\$217	25

## Sales Activity by Metro Area

Dec 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	11	\$3,987,900	15	\$6,035,000	\$402,333	\$399,500	\$199	\$217	25