

## 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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	4	+/-	57	47	+21.3%
New Listing Volume	\$1,201,500	\$1,884,000	-36.2%	\$20,038,100	\$19,851,500	+0.9%
Active Listing Count	10	18	-44.4%	N/A	N/A	
Active Listing Volume	\$3,397,000	\$11,439,000	-70.3%	N/A	N/A	
Average Listing Price	\$339,700	\$635,500	-46.5%	\$494,503	\$490,990	+0.7%
Median Listing Price	\$335,750	\$434,000	-22.6%	\$404,698	\$393,674	+2.8%
Median Days in RPR	137	168	-18.5%	129.38	188.06	-31.2%
Months of Inventory	0.7	6	-88.9%	10	9	+11.1%
Absorption Rate	150%	16.67%	+133.3%	10%	11.11%	-1.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	3	+/-	65	45	+44.4%
New Pending Sales Volume	\$913,000	\$439,900	+107.5%	\$23,305,900	\$16,240,100	+43.5%
Pending Sales Count	10	4	+150%	N/A	N/A	
Pending Sales Volume	\$3,909,000	\$889,900	+339.3%	N/A	N/A	
Closed Sales Count	3	1	+200%	43	39	+10.3%
Closed Sales Volume	\$782,000	\$259,500	+201.3%	\$14,569,600	\$13,011,250	+12%
Average Sales Price	\$260,667	\$259,500	+0.4%	\$338,828	\$333,622	+1.6%
Median Sales Price	\$230,000	\$259,500	-11.4%	\$330,530	\$314,327	+5.2%

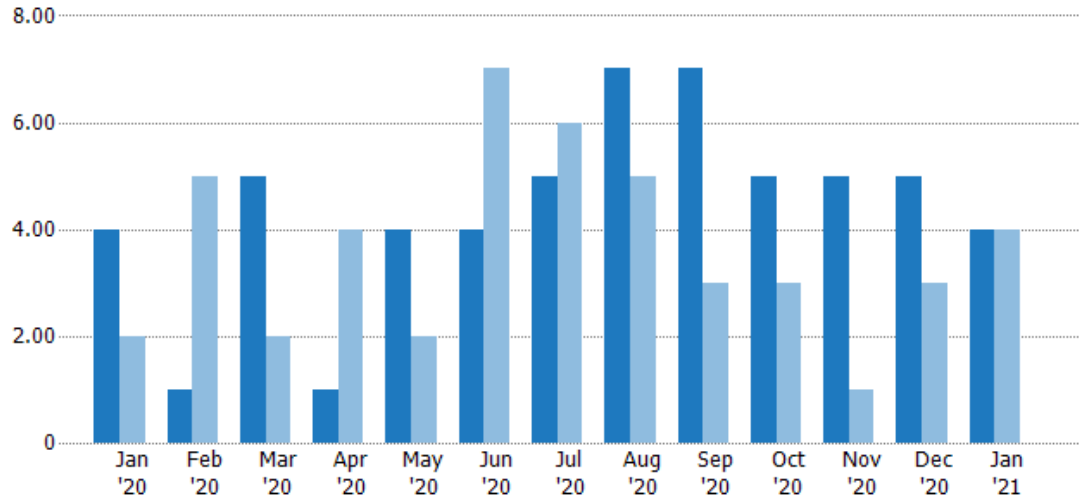
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Jan '21	4	0%
Jan '20	4	100%
Jan '19	2	100%



Current Year	4	1	5	1	4	4	5	7	7	5	5	5	4
Prior Year	2	5	2	4	2	7	6	5	3	3	1	3	4
Percent Change from Prior Year	100%	-80%	150%	-75%	100%	-43%	-17%	40%	133%	67%	400%	67%	0%

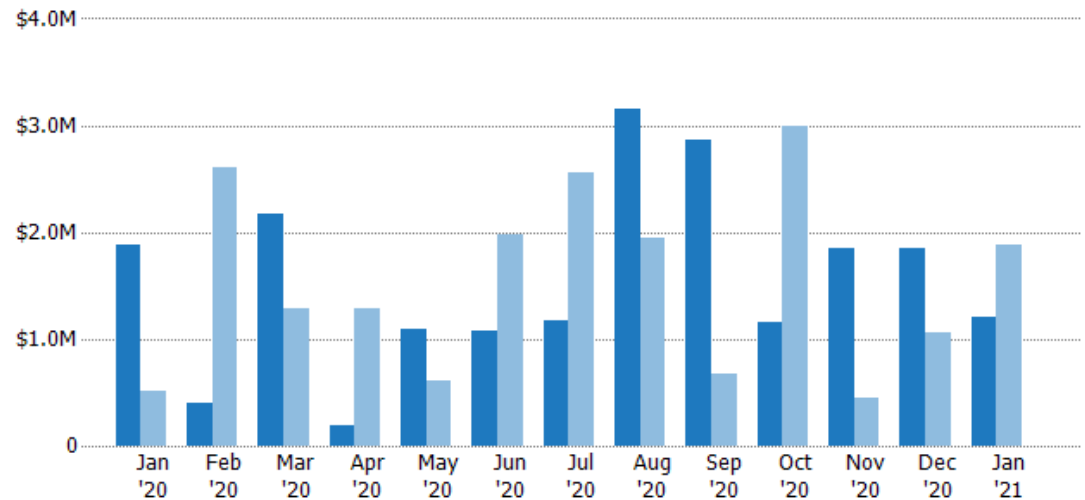
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$1.2M	-36.2%
Jan '20	\$1.88M	268%
Jan '19	\$512K	184.6%



Current Year	\$1.88M	\$400K	\$2.17M	\$185K	\$1.09M	\$1.07M	\$1.17M	\$3.16M	\$2.87M	\$1.16M	\$1.84M	\$1.84M	\$1.2M
Prior Year	\$512K	\$2.61M	\$1.28M	\$1.29M	\$615K	\$1.99M	\$2.56M	\$1.94M	\$679K	\$2.99M	\$450K	\$1.06M	\$1.88M
Percent Change from Prior Year	268%	-85%	70%	-86%	77%	-46%	-54%	63%	322%	-61%	309%	74%	-36%

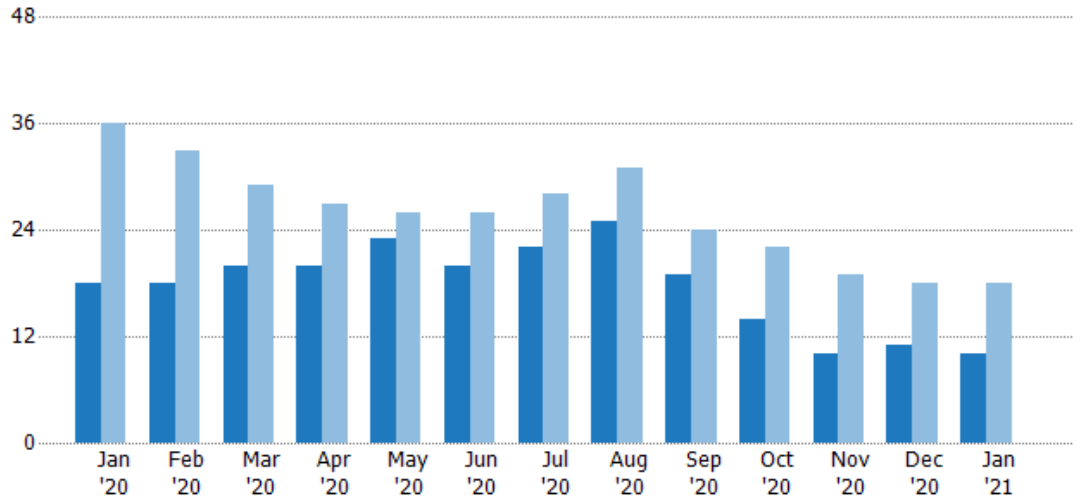
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Jan '21	10	-44.4%
Jan '20	18	-50%
Jan '19	36	36.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	18	18	20	20	23	20	22	25	19	14	10	11	10
Prior Year	36	33	29	27	26	26	28	31	24	22	19	18	18
Percent Change from Prior Year	-50%	-45%	-31%	-26%	-12%	-23%	-21%	-19%	-21%	-36%	-47%	-39%	-44%

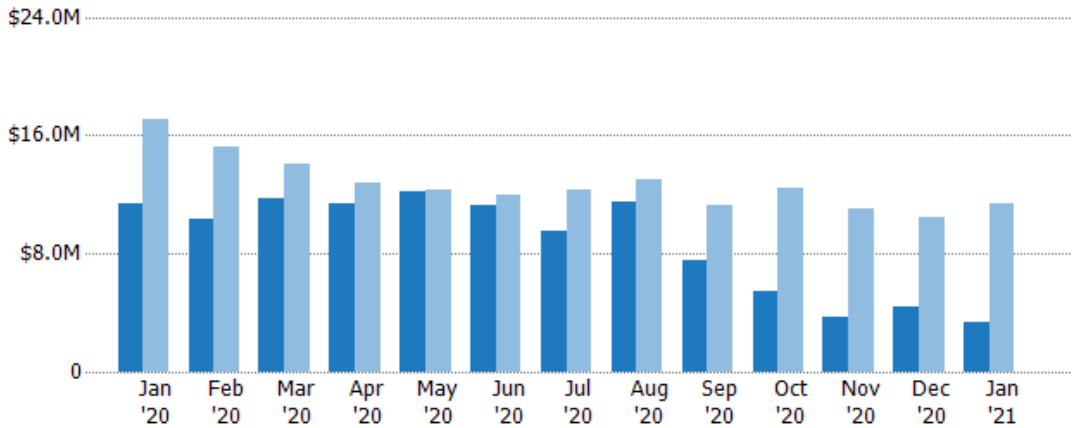
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$3.4M	-70.3%
Jan '20	\$11.4M	-33%
Jan '19	\$17.1M	38.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$11.4M	\$10.4M	\$11.7M	\$11.3M	\$12.2M	\$11.3M	\$9.48M	\$11.5M	\$7.5M	\$5.42M	\$3.71M	\$4.37M	\$3.4M
Prior Year	\$17.1M	\$15.3M	\$14.1M	\$12.8M	\$12.3M	\$12M	\$12.3M	\$13M	\$11.3M	\$12.4M	\$11.1M	\$10.4M	\$11.4M
Percent Change from Prior Year	-33%	-32%	-17%	-11%	-1%	-6%	-23%	-11%	-33%	-56%	-67%	-58%	-70%

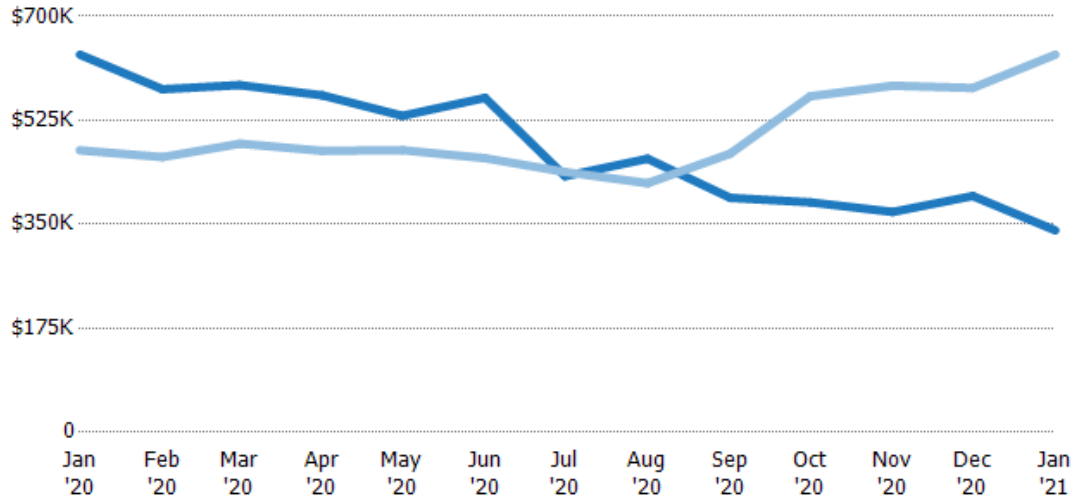
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$340K	-46.5%
Jan '20	\$636K	33.9%
Jan '19	\$474K	1.7%



Current Year	\$636K	\$577K	\$584K	\$567K	\$532K	\$563K	\$431K	\$460K	\$395K	\$387K	\$371K	\$398K	\$340K
Prior Year	\$474K	\$463K	\$486K	\$474K	\$475K	\$461K	\$438K	\$419K	\$469K	\$565K	\$583K	\$579K	\$636K
Percent Change from Prior Year	34%	25%	20%	20%	12%	22%	-2%	10%	-16%	-32%	-36%	-31%	-47%

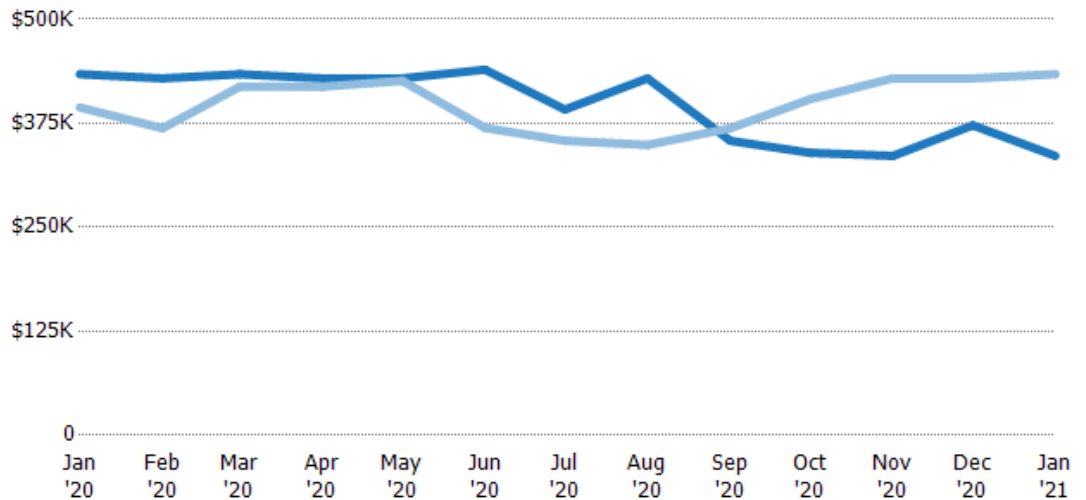
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$336K	-22.6%
Jan '20	\$434K	10.2%
Jan '19	\$394K	1.3%



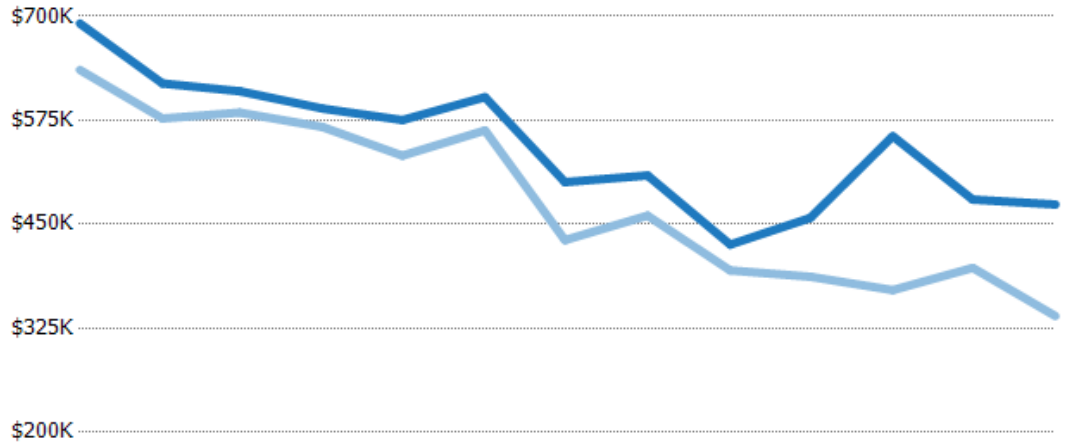
Current Year	\$434K	\$429K	\$434K	\$429K	\$429K	\$440K	\$392K	\$429K	\$354K	\$340K	\$336K	\$373K	\$336K
Prior Year	\$394K	\$369K	\$419K	\$419K	\$426K	\$370K	\$354K	\$349K	\$369K	\$404K	\$429K	\$429K	\$434K
Percent Change from Prior Year	10%	16%	4%	2%	1%	19%	11%	23%	-4%	-16%	-22%	-13%	-23%

## 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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



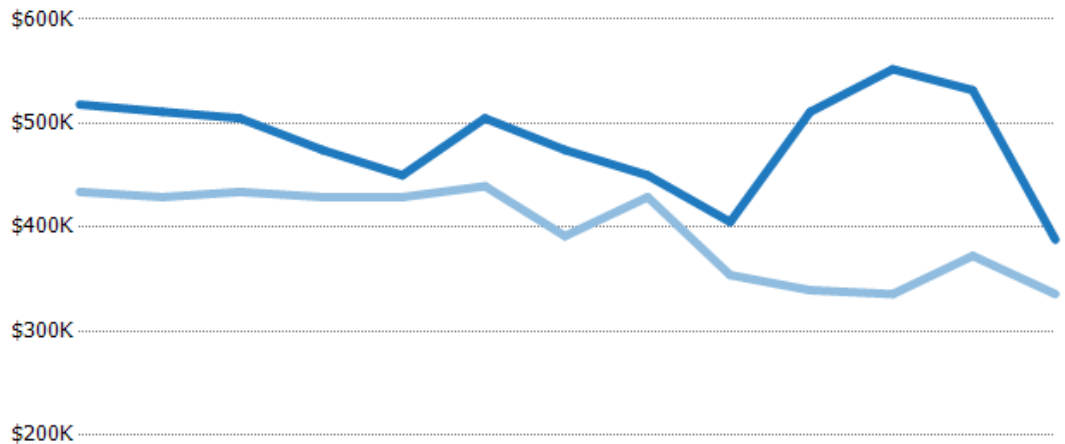
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$691K	\$619K	\$610K	\$589K	\$575K	\$603K	\$501K	\$509K	\$426K	\$458K	\$556K	\$480K	\$474K
Avg Listing Price	\$636K	\$577K	\$584K	\$567K	\$532K	\$563K	\$431K	\$460K	\$395K	\$387K	\$371K	\$398K	\$340K
Avg Listing Price as a % of Avg Est Value	92%	93%	96%	96%	93%	93%	86%	91%	93%	85%	67%	83%	72%

## 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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$518K	\$511K	\$505K	\$474K	\$450K	\$505K	\$474K	\$450K	\$405K	\$511K	\$552K	\$532K	\$388K
Median Listing Price	\$434K	\$429K	\$434K	\$429K	\$429K	\$440K	\$392K	\$429K	\$354K	\$340K	\$336K	\$373K	\$336K
Med Listing Price as a % of Med Est Value	84%	84%	86%	90%	95%	87%	83%	95%	87%	66%	61%	70%	87%

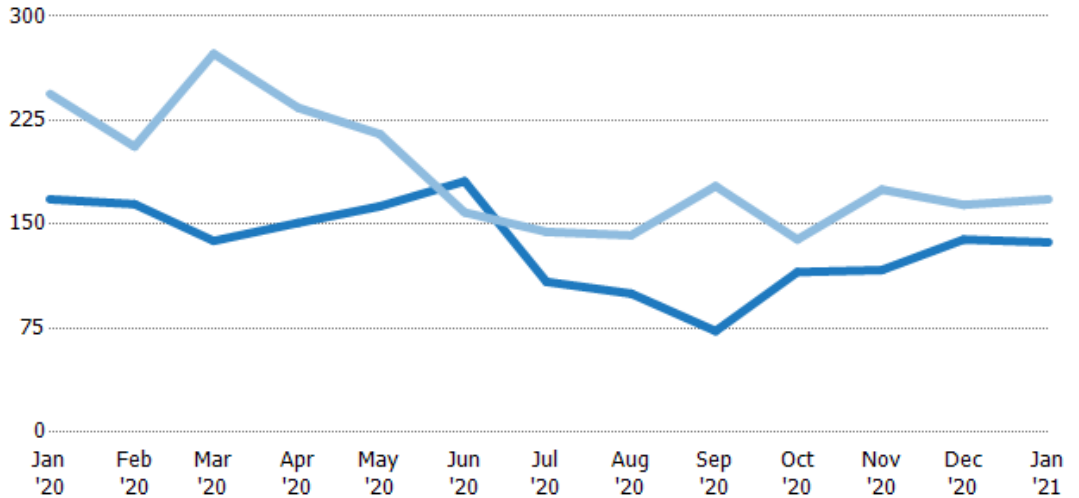
## Median Days in RPR

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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Days	% Chg.
Jan '21	137	-18.5%
Jan '20	168	-31.1%
Jan '19	244	-17.6%



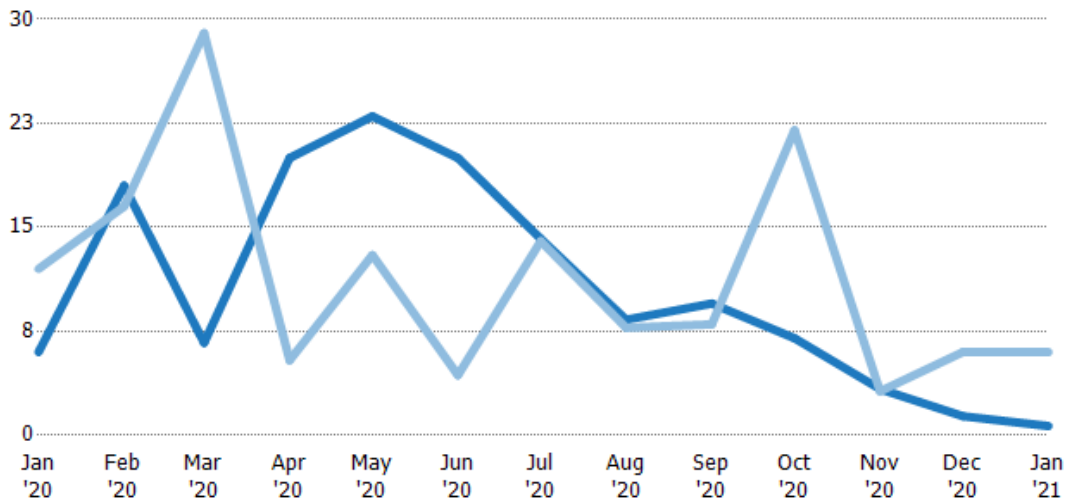
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	168	165	138	151	163	181	109	100	73	116	117	139	137
Prior Year	244	206	273	234	215	159	145	142	178	139	175	164	168
Percent Change from Prior Year	-31%	-20%	-49%	-35%	-24%	14%	-25%	-30%	-59%	-17%	-33%	-15%	-18%

## 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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



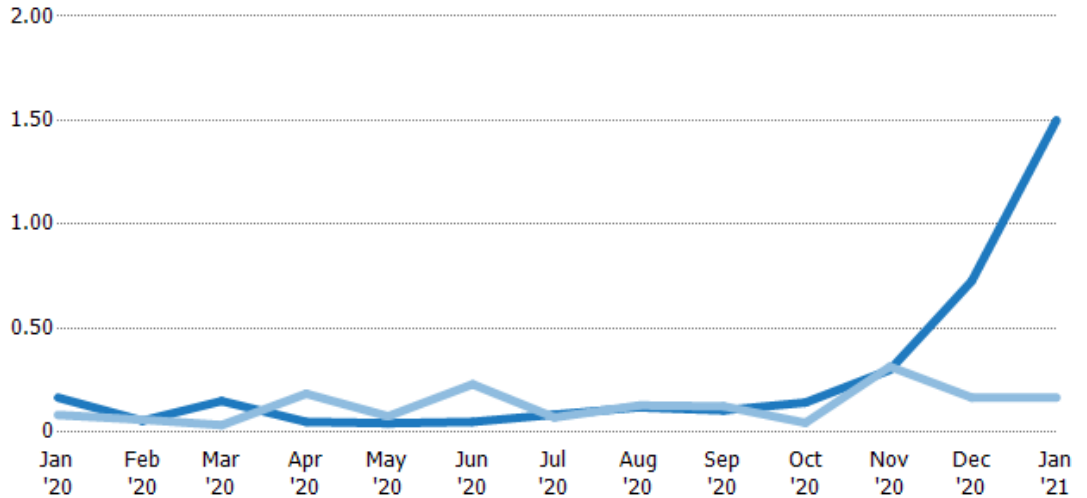
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6	18	6.67	20	23	20	14.2	8.33	9.5	7	3.33	1.38	0.67
Prior Year	12	16.5	29	5.4	13	4.33	14	7.75	8	22	3.17	6	6
Percent Change from Prior Year	-50%	9%	-77%	270%	77%	362%	-100%	8%	19%	-68%	5%	-77%	-89%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



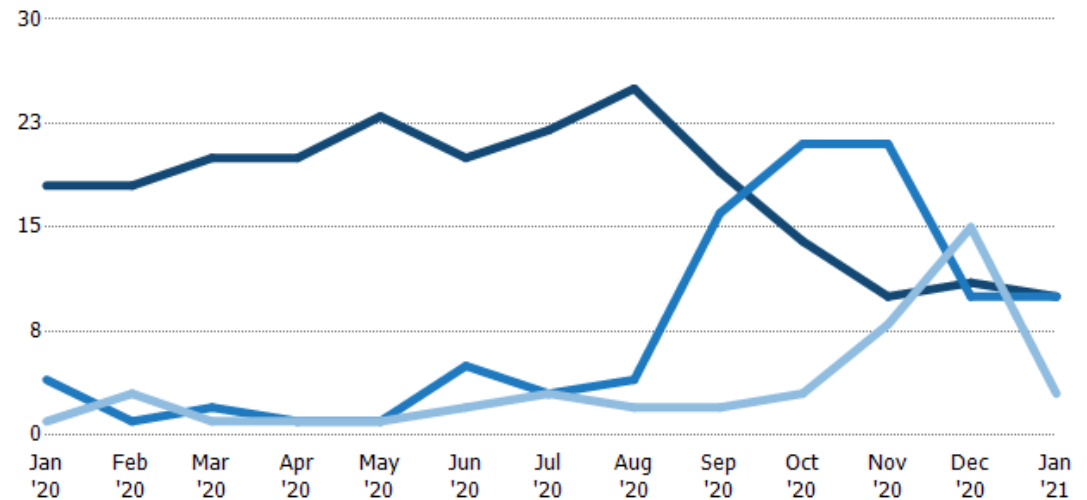
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	17%	6%	15%	5%	4%	5%	9%	12%	11%	14%	30%	73%	150%
Prior Year	8%	6%	3%	19%	8%	23%	7%	13%	13%	5%	32%	17%	17%
Change from Prior Year	-8%	1%	-12%	14%	3%	18%	7%	1%	2%	-10%	2%	-56%	-133%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



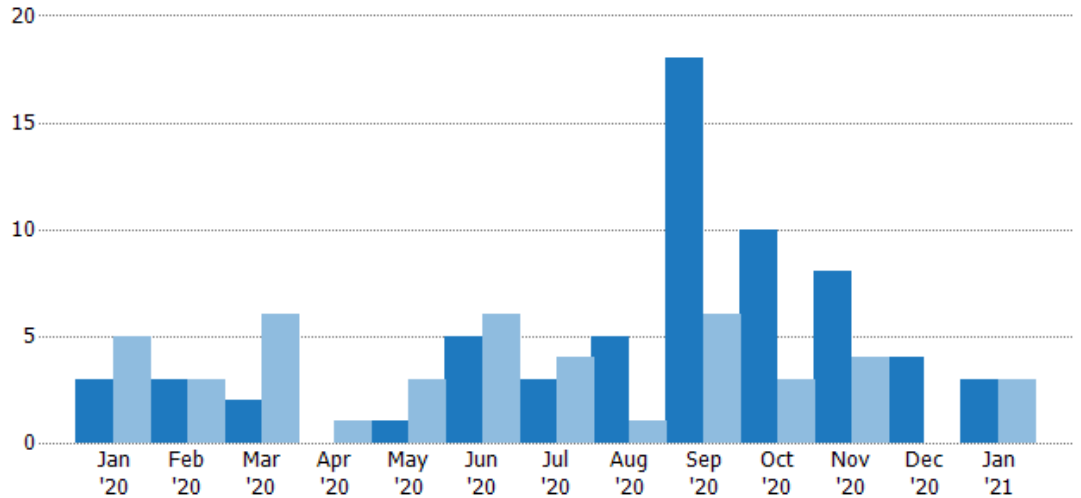
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	18	18	20	20	23	20	22	25	19	14	10	11	10
Pending	4	1	2	1	1	5	3	4	16	21	21	10	10
Sold	1	3	1	1	1	2	3	2	2	3	8	15	3

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



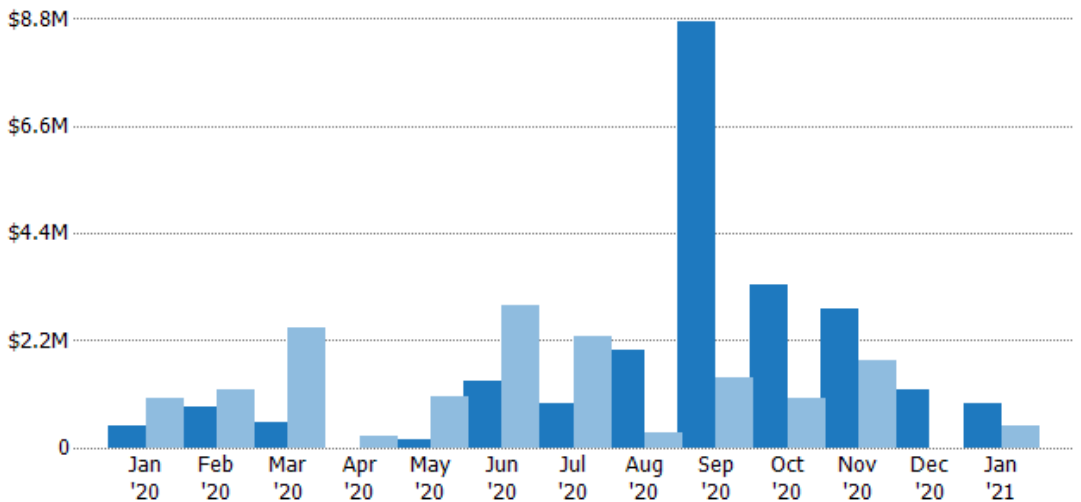
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3	3	2	-	1	5	3	5	18	10	8	4	3
Prior Year	5	3	6	1	3	6	4	1	6	3	4	-	3
Percent Change from Prior Year	-40%	0%	-67%	-100%	-67%	-17%	-25%	400%	200%	233%	100%	100%	0%

## 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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$440K	\$843K	\$538K	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.34M	\$2.86M	\$1.18M	\$913K
Prior Year	\$1.02M	\$1.19M	\$2.48M	\$250K	\$1.06M	\$2.93M	\$2.28M	\$323K	\$1.45M	\$1M	\$1.81M	-	\$440K
Percent Change from Prior Year	-57%	-29%	-78%	-100%	-83%	-53%	-60%	522%	501%	232%	58%	100%	108%



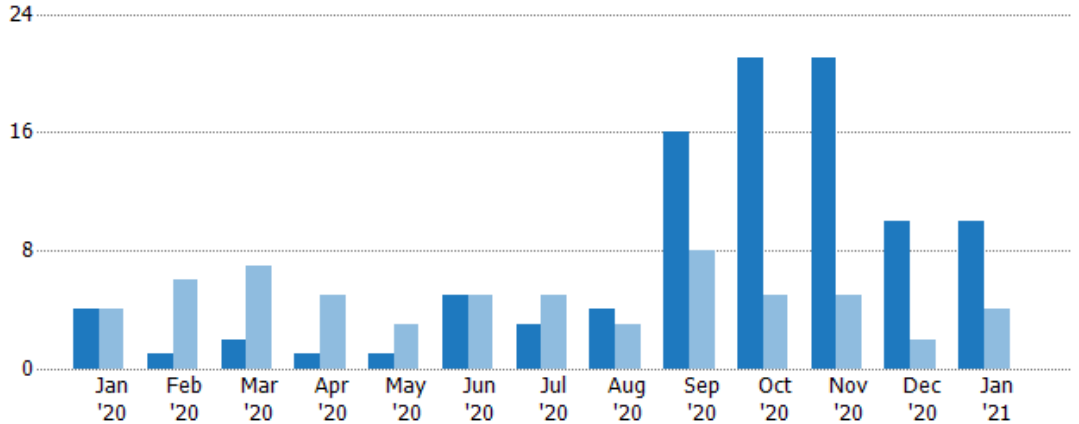
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Jan '21	10	150%
Jan '20	4	0%
Jan '19	4	-75%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4	1	2	1	1	5	3	4	16	21	21	10	10
Prior Year	4	6	7	5	3	5	5	3	8	5	5	2	4
Percent Change from Prior Year	0%	-83%	-71%	-80%	-67%	0%	-40%	33%	100%	320%	320%	400%	150%

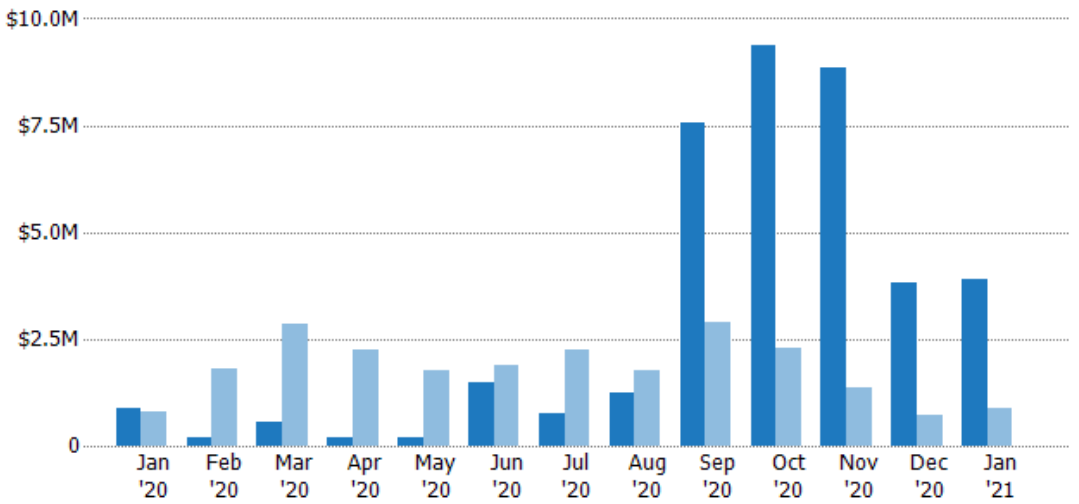
## Pending Sales Volume

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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$3.91M	339.3%
Jan '20	\$890K	8.8%
Jan '19	\$818K	-76.2%



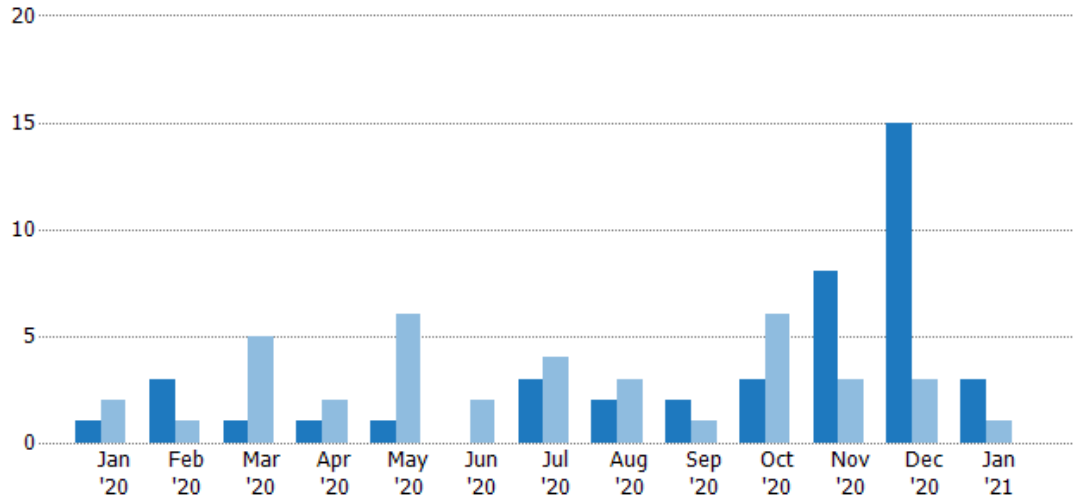
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$890K	\$195K	\$538K	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$7.56M	\$9.38M	\$8.86M	\$3.82M	\$3.91M
Prior Year	\$818K	\$1.82M	\$2.85M	\$2.26M	\$1.76M	\$1.9M	\$2.26M	\$1.76M	\$2.89M	\$2.27M	\$1.37M	\$719K	\$890K
Percent Change from Prior Year	9%	-89%	-81%	-91%	-90%	-23%	-67%	-29%	162%	313%	545%	431%	339%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



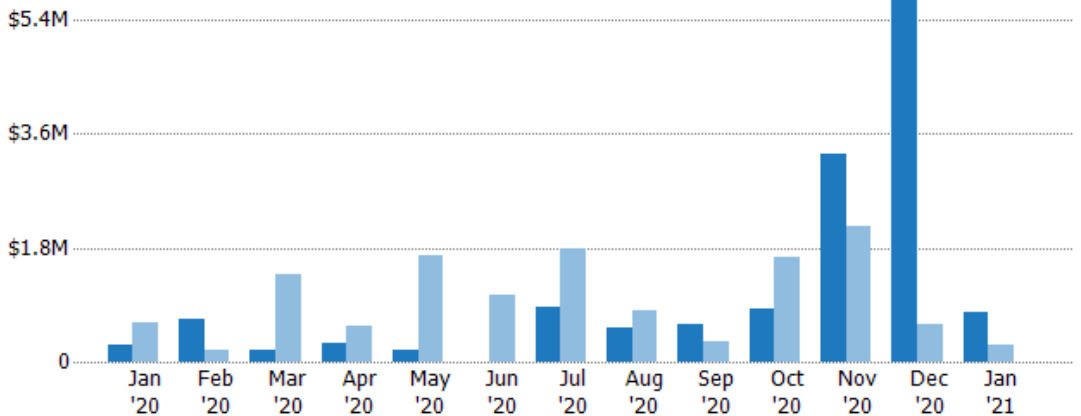
Current Year	1	3	1	1	1	-	3	2	2	3	8	15	3
Prior Year	2	1	5	2	6	2	4	3	1	6	3	3	1
Percent Change from Prior Year	-50%	200%	-80%	-50%	-83%	-100%	-25%	-33%	100%	-50%	167%	400%	200%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



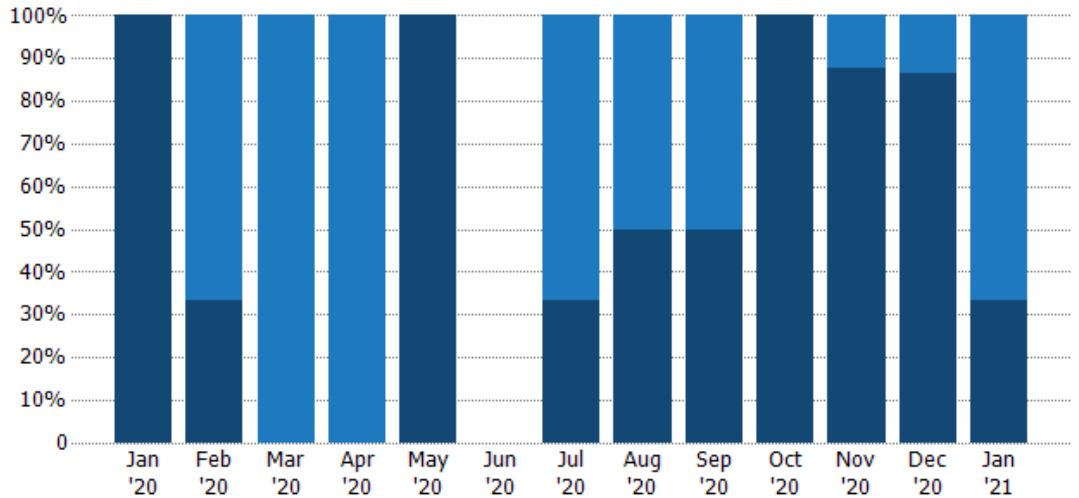
Current Year	\$260K	\$680K	\$195K	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$843K	\$3.28M	\$6.04M	\$782K
Prior Year	\$620K	\$185K	\$1.37M	\$560K	\$1.68M	\$1.06M	\$1.78M	\$812K	\$310K	\$1.66M	\$2.13M	\$585K	\$260K
Percent Change from Prior Year	-58%	268%	-86%	-45%	-88%	-100%	-51%	-35%	91%	-49%	54%	933%	201%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



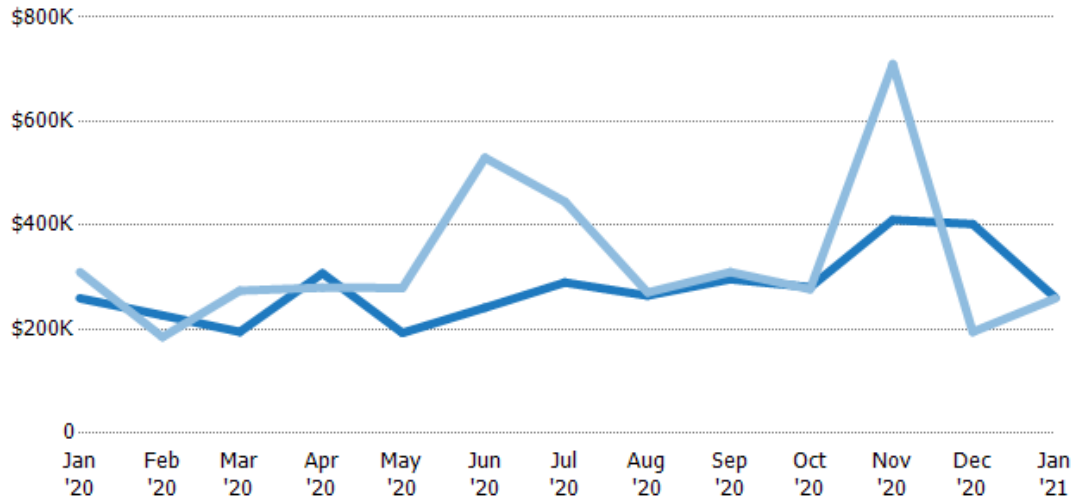
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	-	67%	100%	100%	-	-	67%	50%	50%	-	13%	13%	67%
Single Family Residence	100%	33%	-	-	100%	-	33%	50%	50%	100%	88%	87%	33%

## Average Sales Price

The average sales price of the residential properties sold each month.

**Filters Used**

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



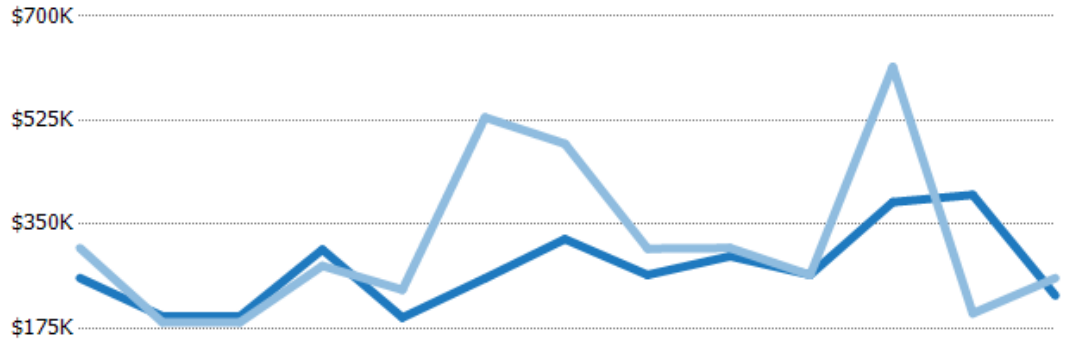
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$260K	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$281K	\$410K	\$402K	\$261K
Prior Year	\$310K	\$185K	\$274K	\$280K	\$279K	\$530K	\$445K	\$271K	\$310K	\$277K	\$710K	\$195K	\$260K
Percent Change from Prior Year	-16%	23%	-29%	10%	-31%	-100%	-35%	-2%	-4%	1%	-42%	107%	0%

## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Ludlow, VT 05149  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



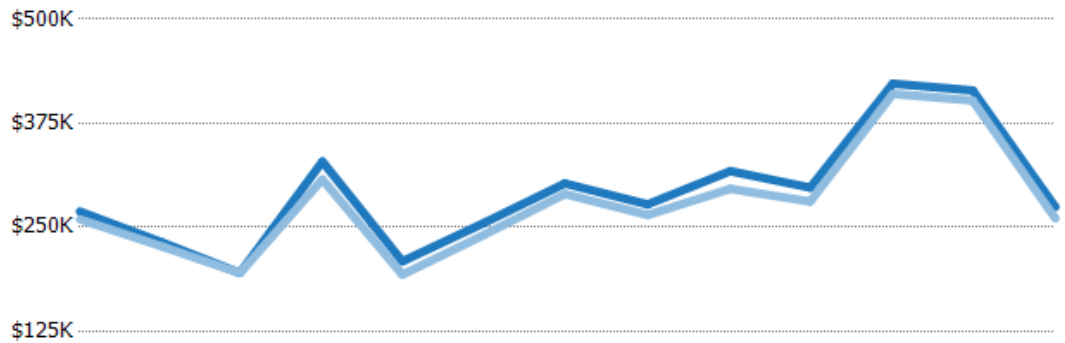
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$260K	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$265K	\$387K	\$400K	\$230K
Prior Year	\$310K	\$185K	\$185K	\$280K	\$240K	\$530K	\$486K	\$309K	\$310K	\$265K	\$615K	\$200K	\$260K
Percent Change from Prior Year	-16%	5%	5%	10%	-19%	-100%	-33%	-14%	-4%	0%	-37%	100%	-11%

## 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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



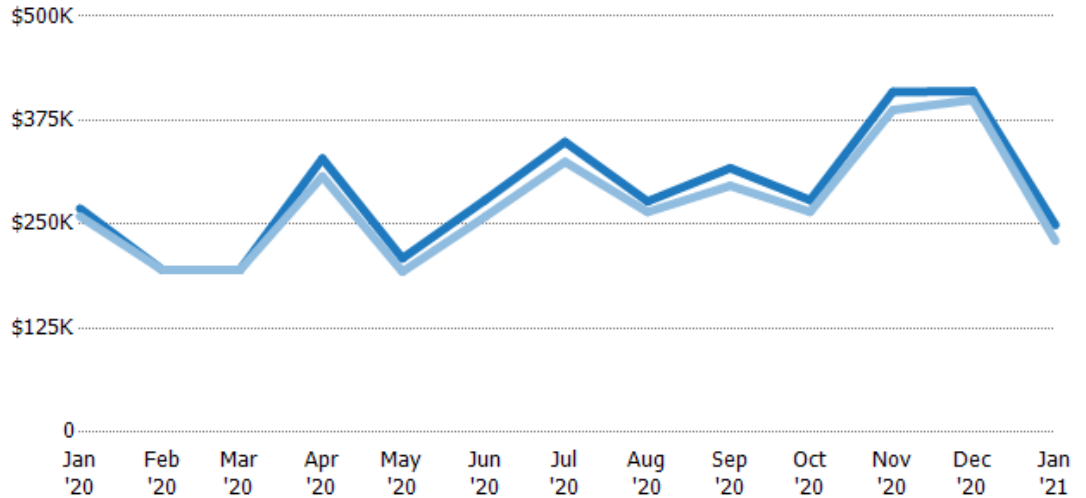
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$269K	\$232K	\$195K	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$298K	\$423K	\$414K	\$274K
Avg Sales Price	\$260K	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$281K	\$410K	\$402K	\$261K
Avg Sales Price as a % of Avg List Price	96%	98%	100%	93%	92%	94%	96%	95%	93%	94%	97%	97%	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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



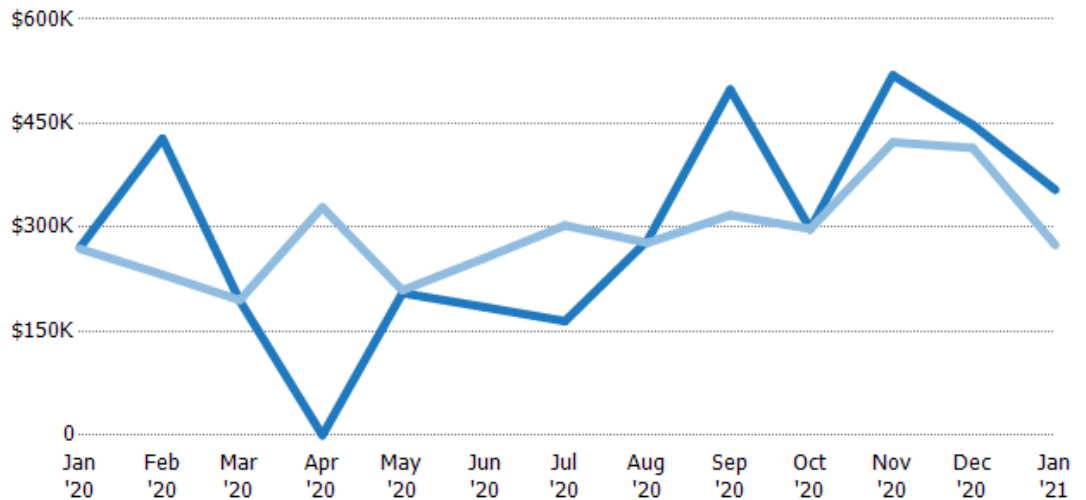
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$269K	\$195K	\$195K	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$279K	\$409K	\$410K	\$249K
Median Sales Price	\$260K	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$265K	\$387K	\$400K	\$230K
Med Sales Price as a % of Med List Price	96%	100%	100%	93%	92%	93%	93%	95%	93%	95%	95%	97%	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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



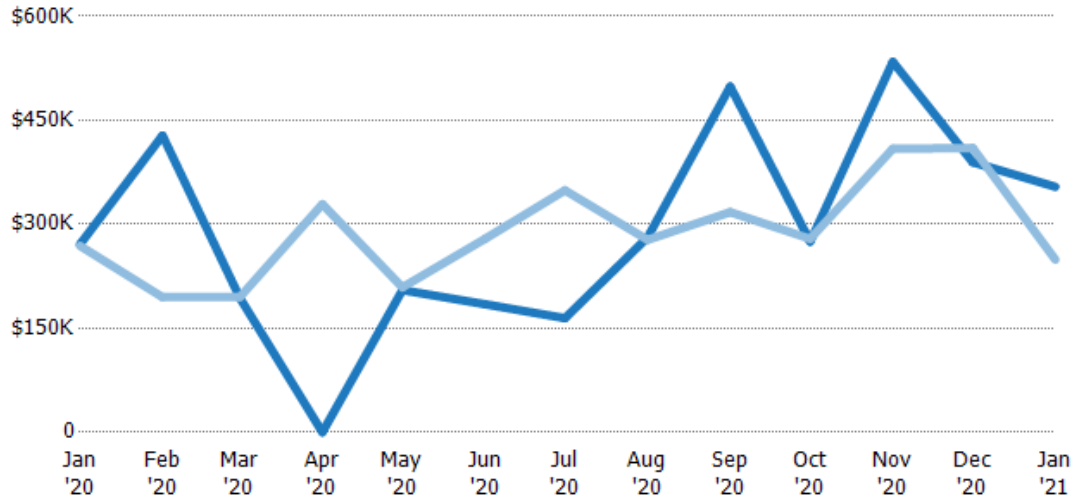
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$271K	\$428K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$499K	\$298K	\$519K	\$448K	\$354K
Avg Sales Price	\$269K	\$232K	\$195K	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$298K	\$423K	\$414K	\$274K
Avg Sales Price as a % of Avg Est Value	99%	54%	101%	100%	102%	143%	184%	99%	64%	100%	81%	93%	77%

## 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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Median Est Value	\$271K	\$428K	\$194K	\$0	\$205K	\$185K	\$165K	\$281K	\$499K	\$275K	\$534K	\$390K	\$354K
Median Sales Price	\$269K	\$195K	\$195K	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$279K	\$409K	\$410K	\$249K
Med Sales Price as a % of Med Est Value	99%	46%	101%	100%	102%	157%	212%	99%	64%	101%	77%	105%	70%