

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	5	+60%	16	10	+60%
New Listing Volume	\$4,216,000	\$2,171,000	+94.2%	\$6,676,000	\$4,455,000	+49.9%
Active Listing Count	11	22	-50%	N/A	N/A	
Active Listing Volume	\$4,446,500	\$13,403,000	-66.8%	N/A	N/A	
Average Listing Price	\$404,227	\$609,227	-33.6%	\$370,333	\$610,148	-39.3%
Median Listing Price	\$315,000	\$434,000	-27.4%	\$325,106	\$430,803	-24.5%
Median Days in RPR	51	185.5	-72.5%	132.9	190.7	-30.3%
Months of Inventory	1.8	7.3	-75%	6.6	7.6	-13.4%
Absorption Rate	54.55%	13.64%	+40.9%	15.15%	13.11%	+2%
Sales Activity Charts Metrics						
New Pending Sales Count	3	2	+50%	12	8	+50%
New Pending Sales Volume	\$1,129,000	\$538,000	+109.9%	\$4,005,000	\$1,820,800	+120%
Pending Sales Count	11	2	+450%	N/A	N/A	
Pending Sales Volume	\$4,026,000	\$538,000	+648.3%	N/A	N/A	
Closed Sales Count	1	1	+/-	10	5	+100%
Closed Sales Volume	\$700,000	\$195,000	+259%	\$3,289,500	\$1,134,600	+189.9%
Average Sales Price	\$700,000	\$195,000	+259%	\$328,950	\$226,920	+45%
Median Sales Price	\$700,000	\$195,000	+259%	\$293,500	\$207,960	+41.1%

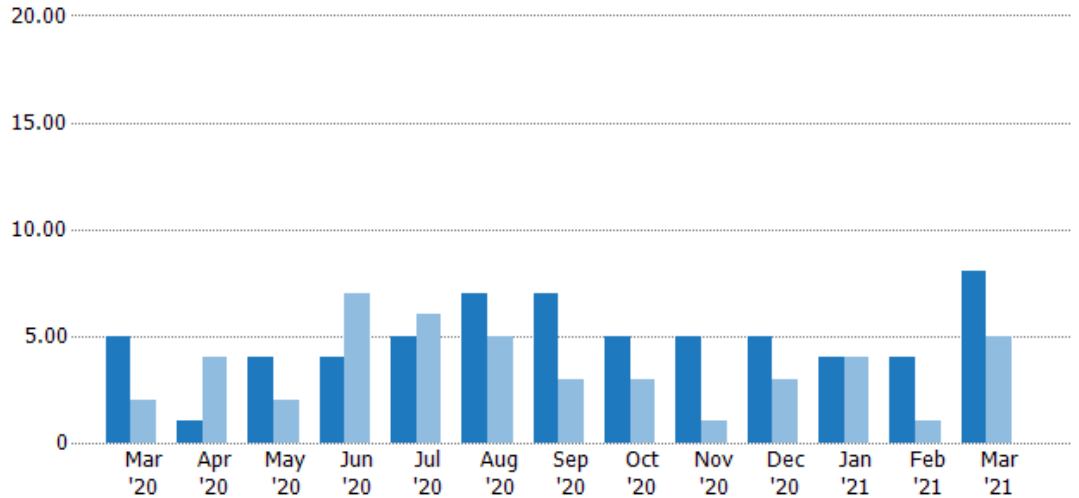
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Mar '21	8	60%
Mar '20	5	150%
Mar '19	2	400%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	5	1	4	4	5	7	7	5	5	5	4	4	8
Prior Year	2	4	2	7	6	5	3	3	1	3	4	1	5
Percent Change from Prior Year	150%	-75%	100%	-43%	-17%	40%	133%	67%	400%	67%	0%	300%	60%

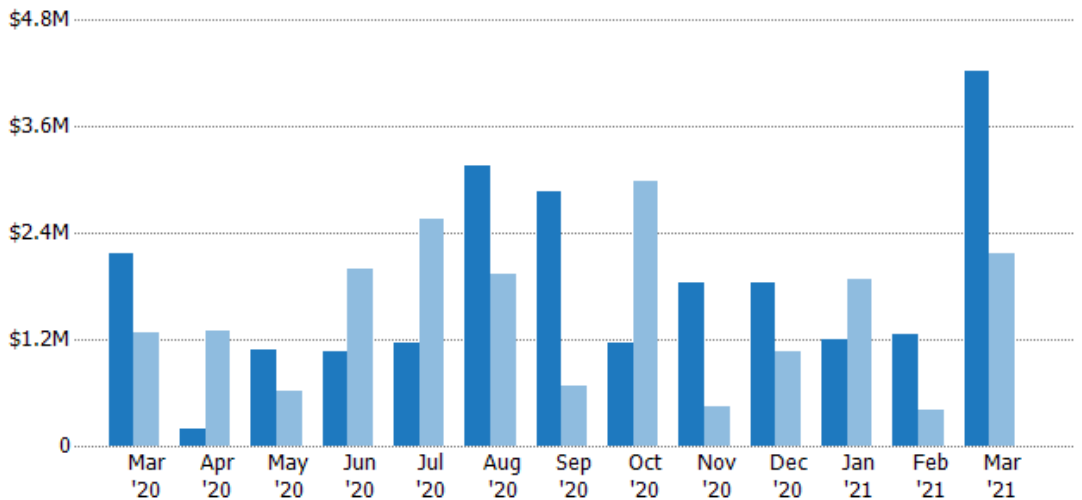
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$4.22M	94.2%
Mar '20	\$2.17M	69.7%
Mar '19	\$1.28M	195.8%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$2.17M	\$185K	\$1.09M	\$1.07M	\$1.17M	\$3.16M	\$2.87M	\$1.16M	\$1.84M	\$1.84M	\$1.2M	\$1.26M	\$4.22M
Prior Year	\$1.28M	\$1.29M	\$615K	\$1.99M	\$2.56M	\$1.94M	\$679K	\$2.99M	\$450K	\$1.06M	\$1.88M	\$400K	\$2.17M
Percent Change from Prior Year	70%	-86%	77%	-46%	-54%	63%	322%	-61%	308%	74%	-36%	215%	94%

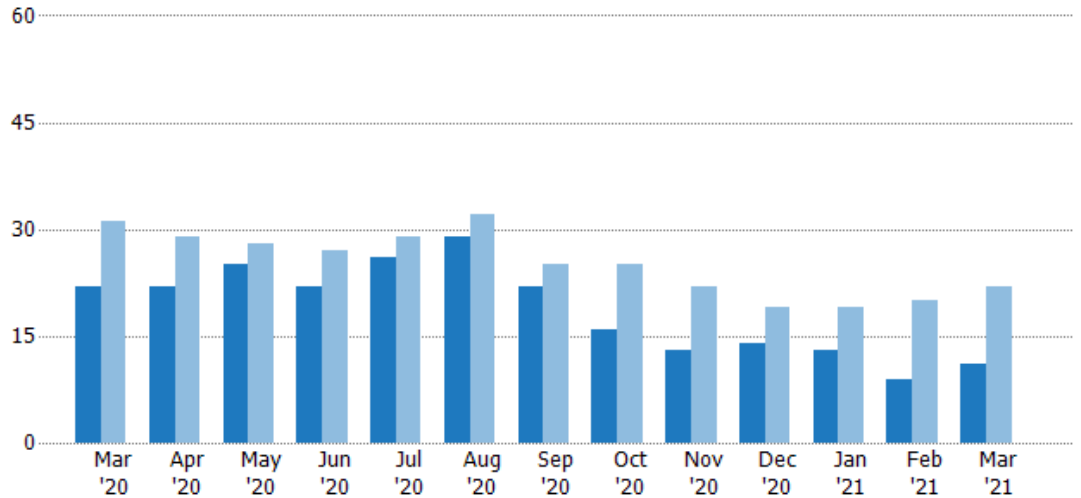
Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	11	-50%
Mar '20	22	-29%
Mar '19	31	80.6%



Current Year	22	22	25	22	26	29	22	16	13	14	13	9	11
Prior Year	31	29	28	27	29	32	25	25	22	19	19	20	22
Percent Change from Prior Year	-29%	-24%	-11%	-19%	-10%	-9%	-12%	-36%	-41%	-26%	-32%	-55%	-50%

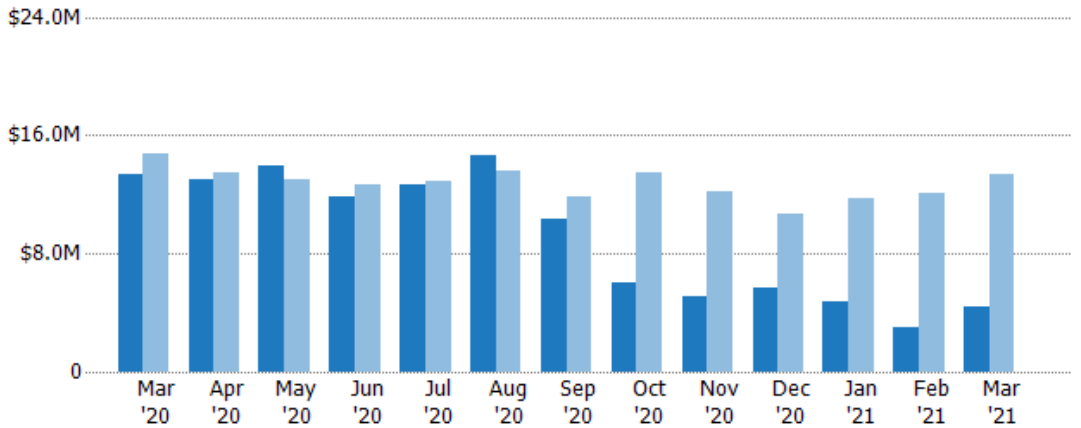
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$4.45M	-66.8%
Mar '20	\$13.4M	-9.4%
Mar '19	\$14.8M	66.3%



Current Year	\$13.4M	\$13.1M	\$14M	\$11.8M	\$12.6M	\$14.6M	\$10.4M	\$6.09M	\$5.07M	\$5.73M	\$4.76M	\$3.02M	\$4.45M
Prior Year	\$14.8M	\$13.5M	\$13M	\$12.6M	\$12.9M	\$13.6M	\$11.9M	\$13.5M	\$12.2M	\$10.7M	\$11.7M	\$12.1M	\$13.4M
Percent Change from Prior Year	-9%	-3%	7%	-6%	-2%	8%	-13%	-55%	-58%	-46%	-59%	-75%	-67%

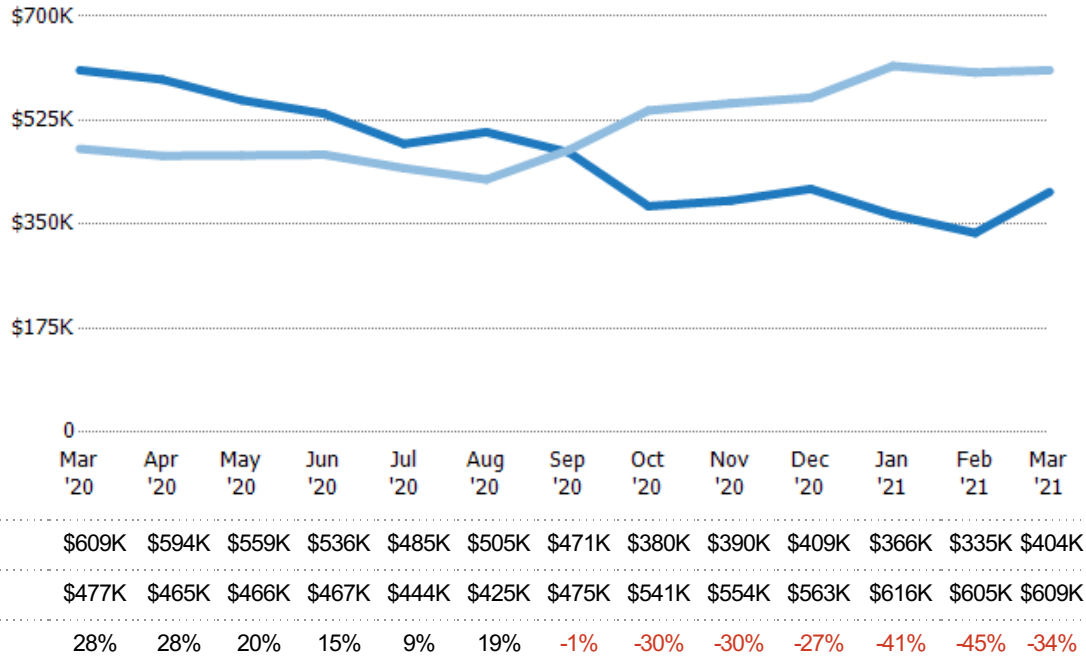
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$404K	-33.6%
Mar '20	\$609K	27.7%
Mar '19	\$477K	-8%



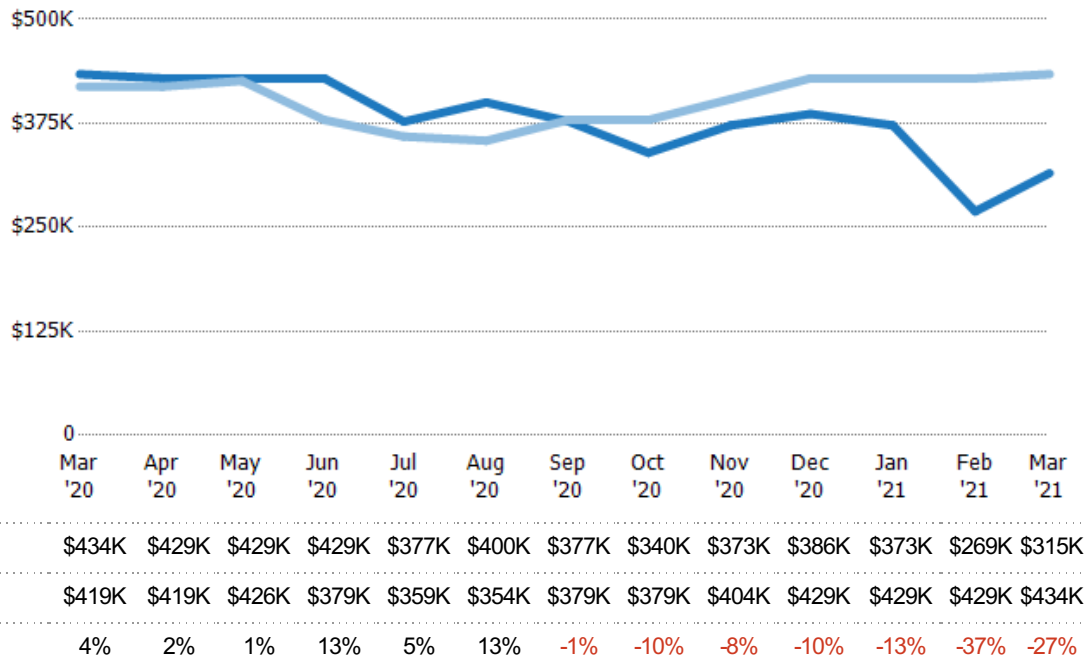
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$315K	-27.4%
Mar '20	\$434K	3.6%
Mar '19	\$419K	-13.5%

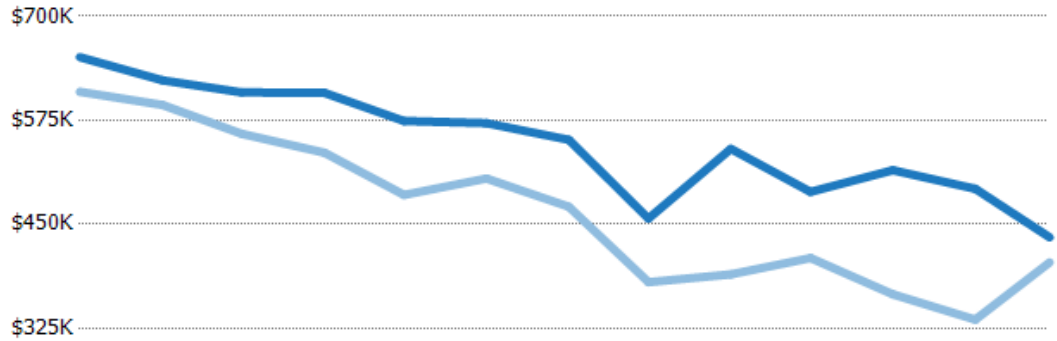


Average Listing Price vs Average Est Value

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



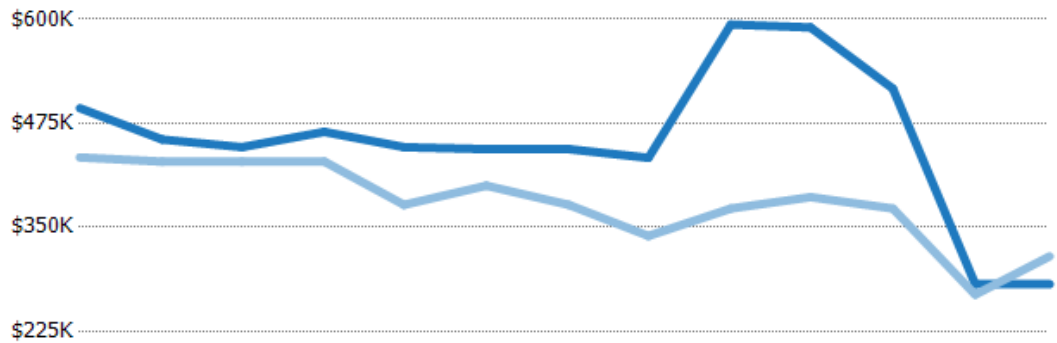
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$651K	\$623K	\$608K	\$608K	\$574K	\$572K	\$552K	\$457K	\$541K	\$489K	\$515K	\$493K	\$434K
Avg Listing Price	\$609K	\$594K	\$559K	\$536K	\$485K	\$505K	\$471K	\$380K	\$390K	\$409K	\$366K	\$335K	\$404K
Avg Listing Price as a % of Avg Est Value	94%	95%	92%	88%	85%	88%	85%	83%	72%	84%	71%	68%	93%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$493K	\$455K	\$446K	\$465K	\$446K	\$444K	\$444K	\$433K	\$594K	\$590K	\$517K	\$282K	\$282K
Median Listing Price	\$434K	\$429K	\$429K	\$429K	\$377K	\$400K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K	\$315K
Med Listing Price as a % of Med Est Value	88%	94%	96%	92%	84%	90%	85%	78%	63%	65%	72%	96%	112%

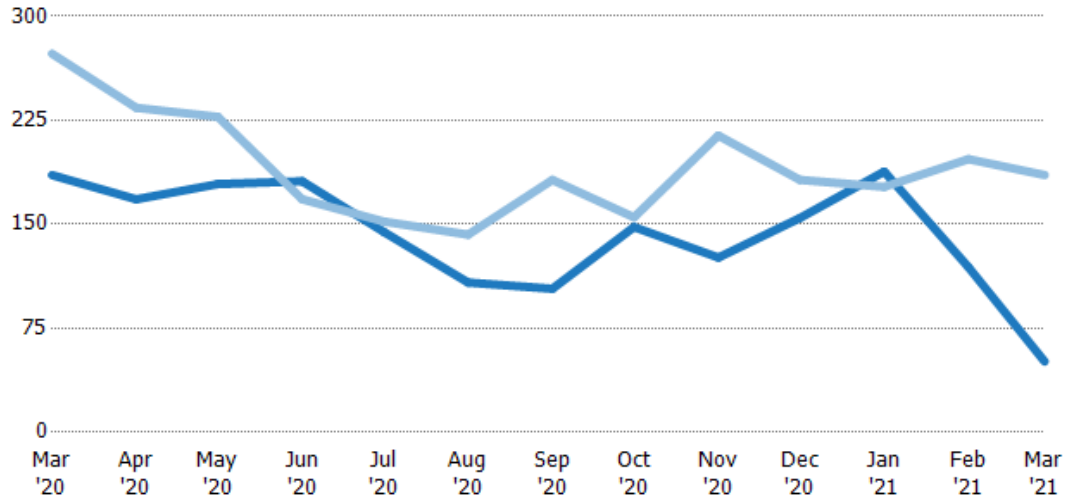
Median Days in RPR

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

Month/Year	Days	% Chg.
Mar '21	51	-72.5%
Mar '20	186	-32.1%
Mar '19	273	-24%



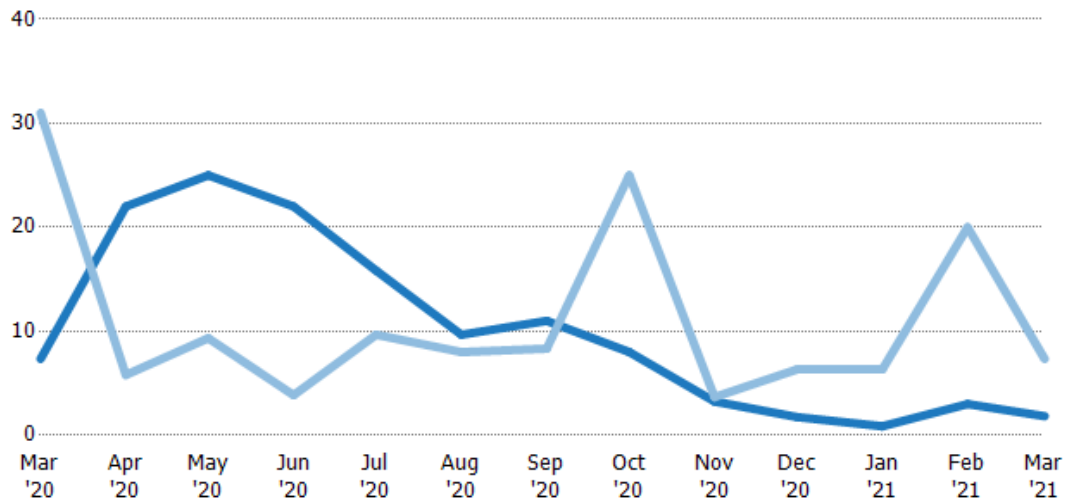
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	186	168	179	181	145	108	104	148	126	155	188	119	51
Prior Year	273	234	228	168	152	143	182	155	214	182	177	197	186
Percent Change from Prior Year	-32%	-28%	-21%	8%	-5%	-24%	-43%	-5%	-41%	-15%	6%	-40%	-73%

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



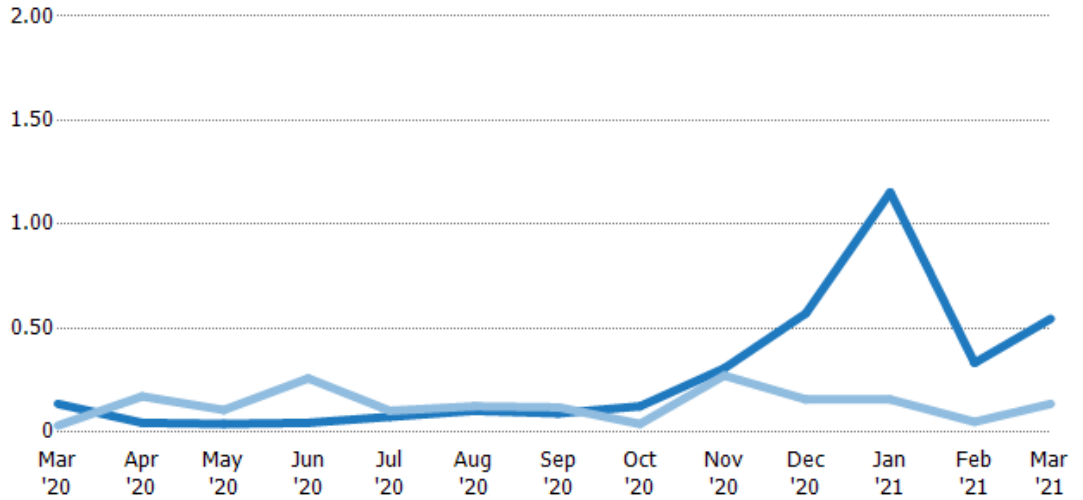
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7.33	22	25	22	15.8	9.67	11	8	3.25	1.75	0.87	3	1.83
Prior Year	31	5.8	9.33	3.86	9.67	8	8.33	25	3.67	6.33	6.33	20	7.33
Percent Change from Prior Year	-76%	279%	168%	470%	-100%	21%	32%	-68%	-11%	-72%	-86%	-85%	-75%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



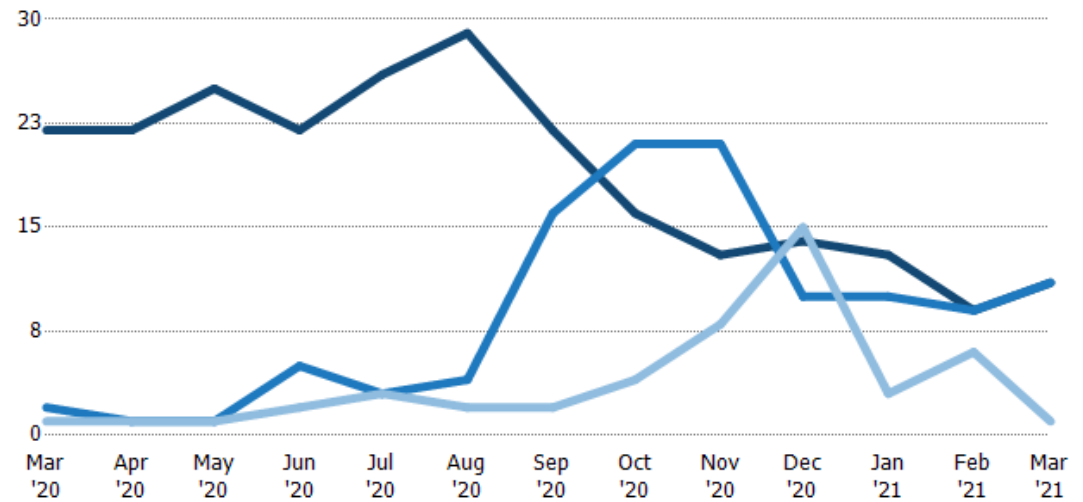
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	14%	5%	4%	5%	7%	10%	9%	13%	31%	57%	115%	33%	55%
Prior Year	3%	17%	11%	26%	10%	13%	12%	4%	27%	16%	16%	5%	14%
Change from Prior Year	-10%	13%	7%	21%	10%	2%	3%	-9%	-3%	-41%	-100%	-28%	-41%

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



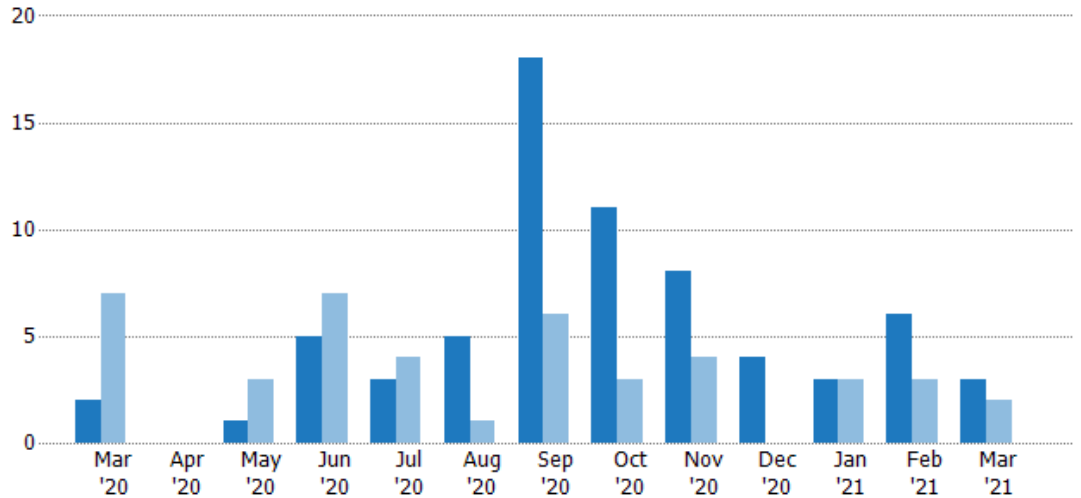
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	22	22	25	22	26	29	22	16	13	14	13	9	11
Pending	2	1	1	5	3	4	16	21	21	10	10	9	11
Sold	1	1	1	2	3	2	2	4	8	15	3	6	1

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



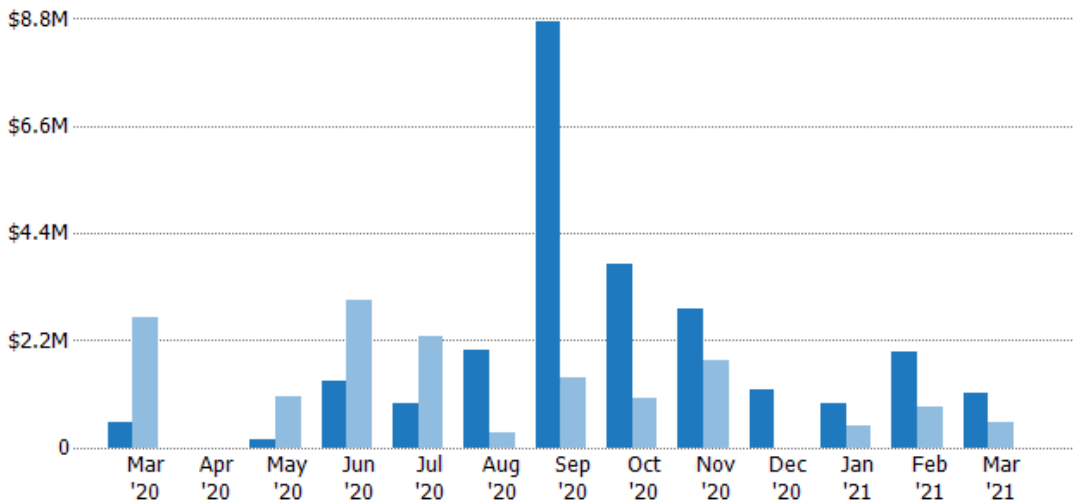
Current Year	2	-	1	5	3	5	18	11	8	4	3	6	3
Prior Year	7	-	3	7	4	1	6	3	4	-	3	3	2
Percent Change from Prior Year	-71%	-	-67%	-29%	-25%	400%	200%	267%	100%	100%	0%	100%	50%

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



Current Year	\$538K	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.79M	\$2.86M	\$1.18M	\$913K	\$1.96M	\$1.13M
Prior Year	\$2.68M	-	\$1.06M	\$3.02M	\$2.28M	\$323K	\$1.45M	\$1M	\$1.81M	-	\$440K	\$843K	\$538K
Percent Change from Prior Year	-80%	-	-83%	-55%	-60%	522%	501%	277%	58%	100%	108%	133%	110%

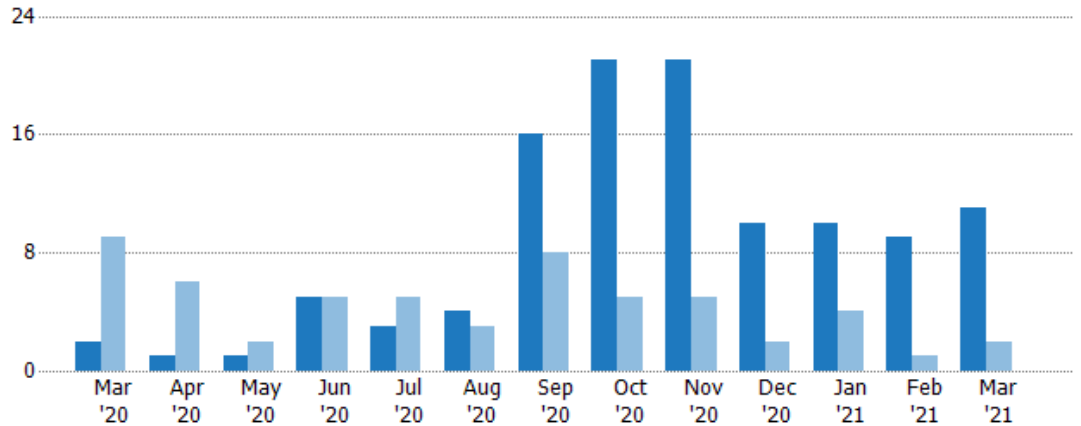
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	11	450%
Mar '20	2	-77.8%
Mar '19	9	-22.2%



Current Year	2	1	1	5	3	4	16	21	21	10	10	9	11
Prior Year	9	6	2	5	5	3	8	5	5	2	4	1	2
Percent Change from Prior Year	-78%	-83%	-50%	0%	-40%	33%	100%	320%	320%	400%	150%	800%	450%

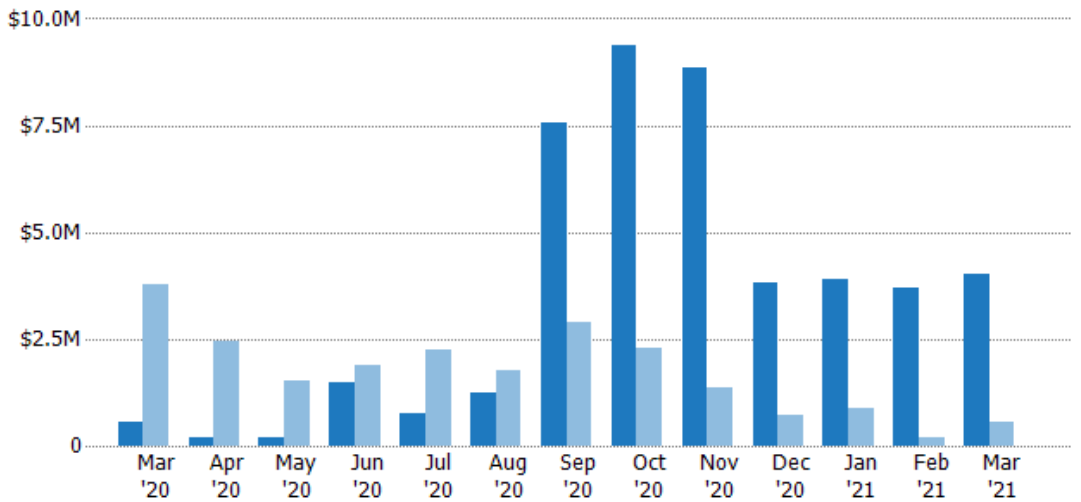
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$4.03M	648.3%
Mar '20	\$538K	-85.8%
Mar '19	\$3.79M	-31.1%



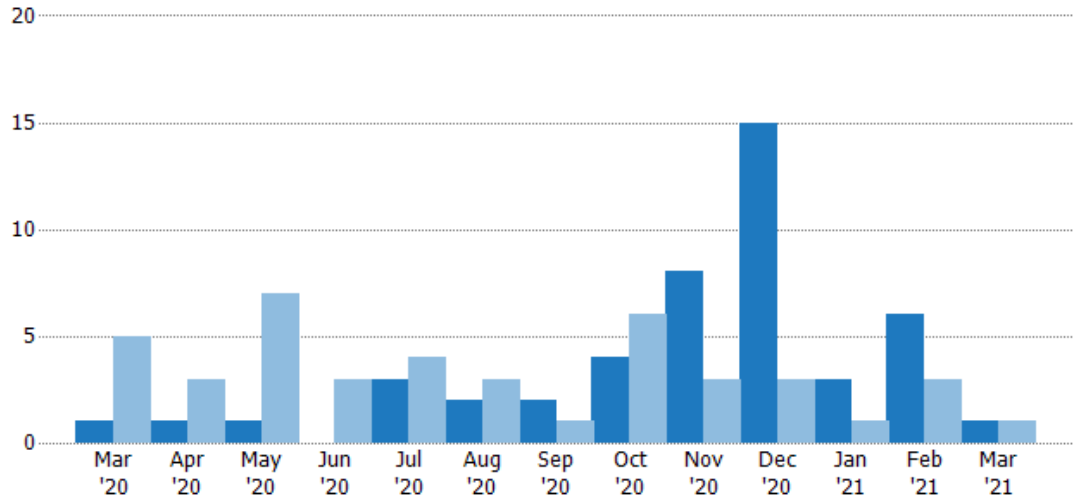
Current Year	\$538K	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$7.56M	\$9.38M	\$8.86M	\$3.82M	\$3.91M	\$3.7M	\$4.03M
Prior Year	\$3.79M	\$2.46M	\$1.52M	\$1.9M	\$2.26M	\$1.76M	\$2.89M	\$2.27M	\$1.37M	\$719K	\$890K	\$195K	\$538K
Percent Change from Prior Year	-86%	-92%	-88%	-23%	-67%	-29%	162%	313%	545%	431%	339%	1,795%	648%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



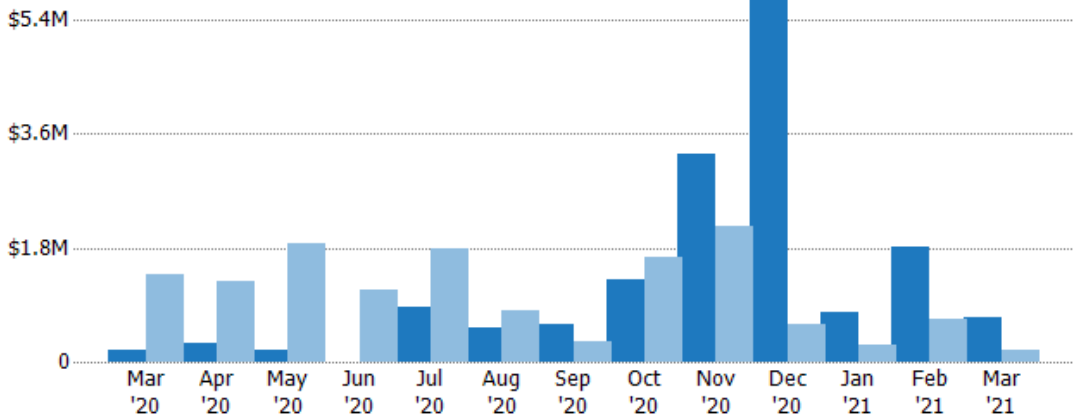
Current Year	1	1	1	-	3	2	2	4	8	15	3	6	1
Prior Year	5	3	7	3	4	3	1	6	3	3	1	3	1
Percent Change from Prior Year	-80%	-67%	-86%	-100%	-25%	-33%	100%	-33%	167%	400%	200%	100%	0%

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



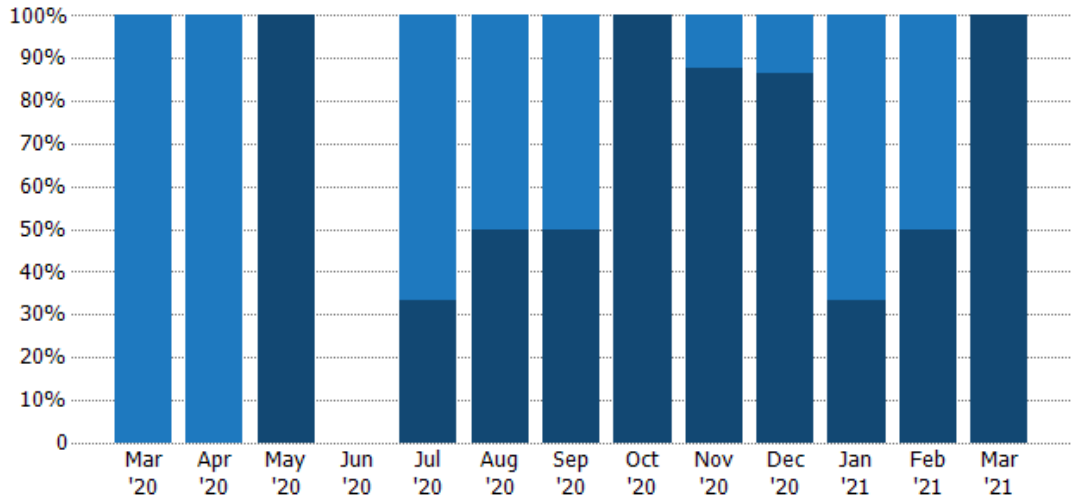
Current Year	\$195K	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$1.29M	\$3.28M	\$6.04M	\$782K	\$1.81M	\$700K
Prior Year	\$1.37M	\$1.28M	\$1.86M	\$1.12M	\$1.78M	\$812K	\$310K	\$1.66M	\$2.13M	\$585K	\$260K	\$680K	\$195K
Percent Change from Prior Year	-86%	-76%	-90%	-100%	-51%	-35%	91%	-22%	54%	933%	201%	166%	259%

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



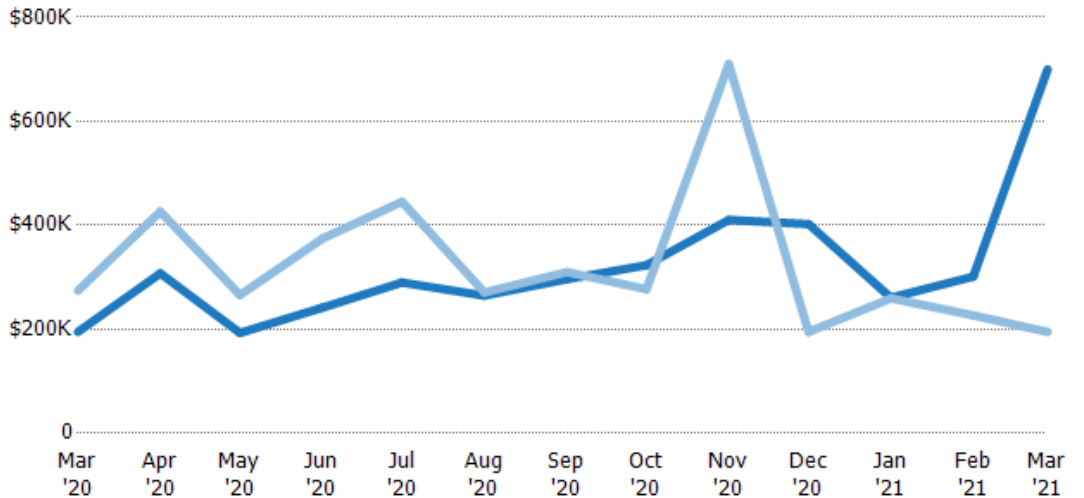
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	100%	100%	-	-	67%	50%	50%	-	13%	13%	67%	50%	-
Single Family Residence	-	-	100%	-	33%	50%	50%	100%	88%	87%	33%	50%	100%

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



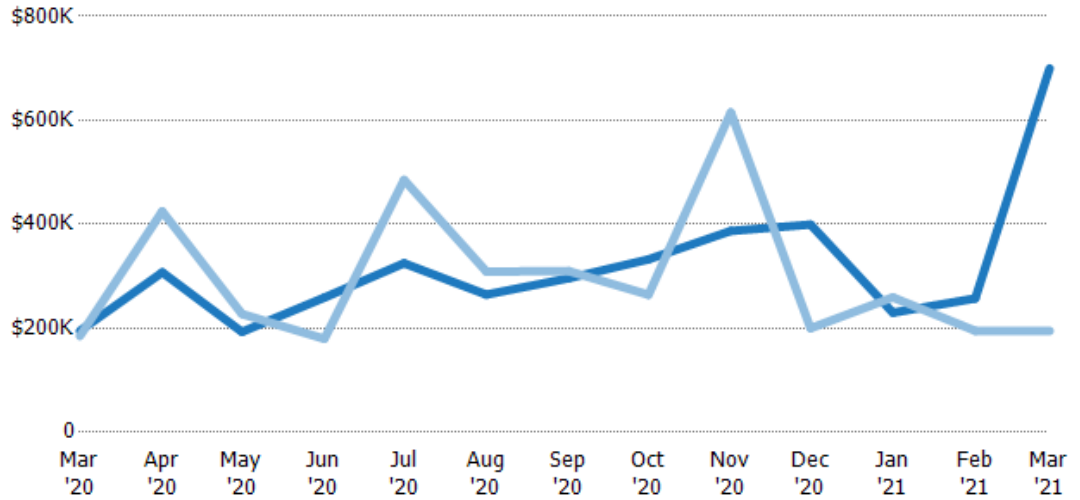
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K	\$410K	\$402K	\$261K	\$301K	\$700K
Prior Year	\$274K	\$426K	\$266K	\$374K	\$445K	\$271K	\$310K	\$277K	\$710K	\$195K	\$260K	\$227K	\$195K
Percent Change from Prior Year	-29%	-28%	-27%	-100%	-35%	-2%	-4%	17%	-42%	107%	0%	33%	259%

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



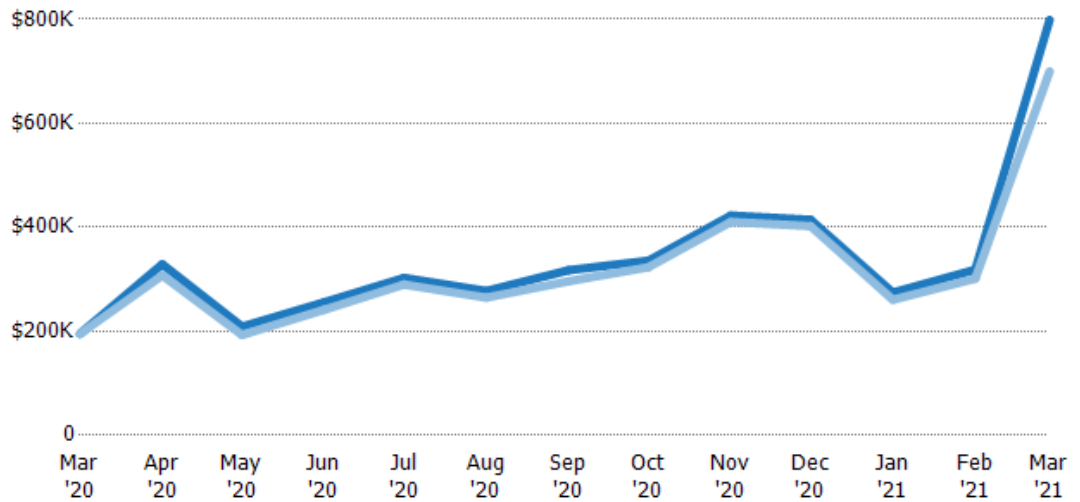
Current Year	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K	\$387K	\$400K	\$230K	\$258K	\$700K
Prior Year	\$185K	\$425K	\$228K	\$180K	\$486K	\$309K	\$310K	\$265K	\$615K	\$200K	\$260K	\$195K	\$195K
Percent Change from Prior Year	5%	-28%	-15%	-100%	-33%	-14%	-4%	26%	-37%	100%	-11%	32%	259%

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



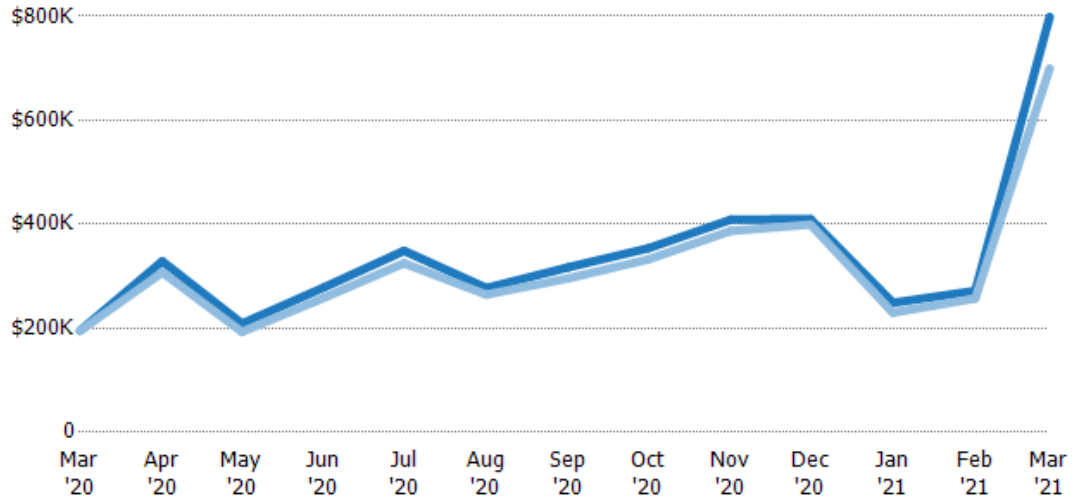
Avg List Price	\$195K	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$336K	\$423K	\$414K	\$274K	\$319K	\$799K
Avg Sales Price	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K	\$410K	\$402K	\$261K	\$301K	\$700K
Avg Sales Price as a % of Avg List Price	100%	93%	92%	94%	96%	95%	93%	96%	97%	97%	95%	95%	88%

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



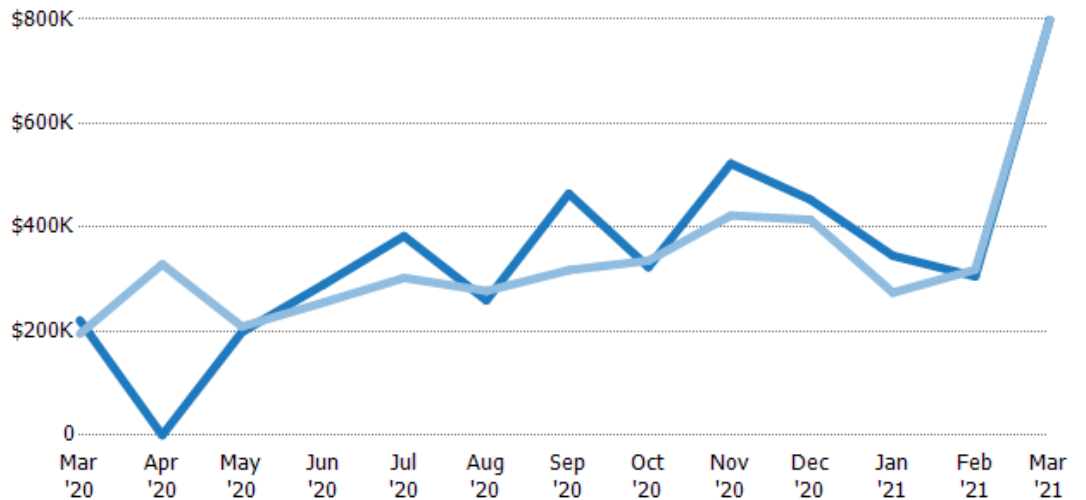
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$195K	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$354K	\$409K	\$410K	\$249K	\$272K	\$799K
Median Sales Price	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K	\$387K	\$400K	\$230K	\$258K	\$700K
Med Sales Price as a % of Med List Price	100%	93%	92%	93%	93%	95%	93%	94%	95%	97%	92%	95%	88%

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



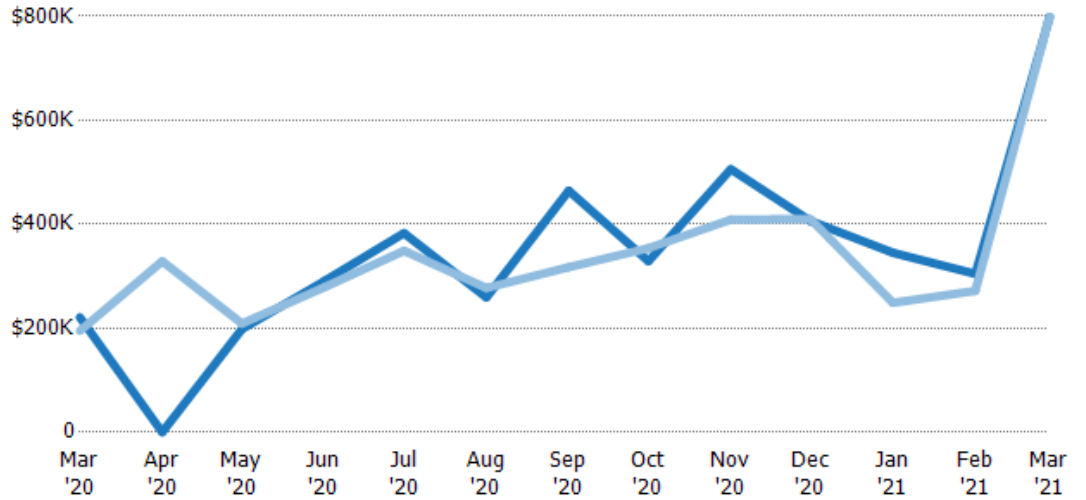
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$221K	\$0	\$198K	\$291K	\$383K	\$259K	\$465K	\$323K	\$522K	\$453K	\$345K	\$305K	\$799K
Avg Sales Price	\$195K	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$336K	\$423K	\$414K	\$274K	\$319K	\$799K
Avg Sales Price as a % of Avg Est Value	88%	100%	105%	92%	79%	107%	68%	104%	81%	92%	79%	104%	100%

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



Median Est Value	\$221K	\$0	\$198K	\$291K	\$383K	\$259K	\$465K	\$329K	\$506K	\$406K	\$345K	\$305K	\$799K
Median Sales Price	\$195K	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$354K	\$409K	\$410K	\$249K	\$272K	\$799K
Med Sales Price as a % of Med Est Value	88%	100%	105%	98%	91%	107%	68%	108%	81%	101%	72%	89%	100%