

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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	1	+300%	8	5	+60%
New Listing Volume	\$1,258,500	\$400,000	+214.6%	\$2,460,000	\$2,284,000	+7.7%
Active Listing Count	9	20	-55%	N/A	N/A	
Active Listing Volume	\$3,018,500	\$12,108,000	-75.1%	N/A	N/A	
Average Listing Price	\$335,389	\$605,400	-44.6%	\$353,386	\$610,667	-42.1%
Median Listing Price	\$269,000	\$429,000	-37.3%	\$330,159	\$429,000	-23%
Median Days in RPR	119	197	-39.6%	142	192	-26%
Months of Inventory	3	20	-85%	5.5	13	-57.7%
Absorption Rate	33.33%	5%	+28.3%	18.18%	7.69%	+10.5%
Sales Activity Charts Metrics						
New Pending Sales Count	6	3	+100%	9	6	+50%
New Pending Sales Volume	\$1,963,000	\$842,900	+132.9%	\$2,876,000	\$1,282,800	+124.2%
Pending Sales Count	9	1	+800%	N/A	N/A	
Pending Sales Volume	\$3,696,000	\$195,000	+1,795.4%	N/A	N/A	
Closed Sales Count	6	3	+100%	9	4	+125%
Closed Sales Volume	\$1,807,500	\$680,100	+165.8%	\$2,589,500	\$939,600	+175.6%
Average Sales Price	\$301,250	\$226,700	+32.9%	\$287,722	\$234,900	+22.5%
Median Sales Price	\$257,500	\$195,100	+32%	\$248,333	\$211,200	+17.6%

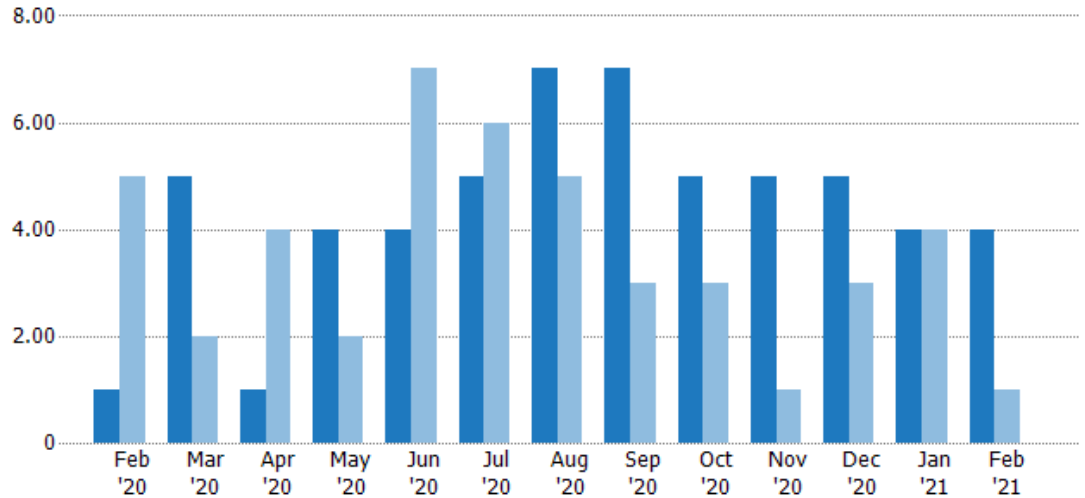
New Listings

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.
Feb '21	4	300%
Feb '20	1	-80%
Feb '19	5	20%



Current Year	1	5	1	4	4	5	7	7	5	5	5	4	4
Prior Year	5	2	4	2	7	6	5	3	3	1	3	4	1
Percent Change from Prior Year	-80%	150%	-75%	100%	-43%	-17%	40%	133%	67%	400%	67%	0%	300%

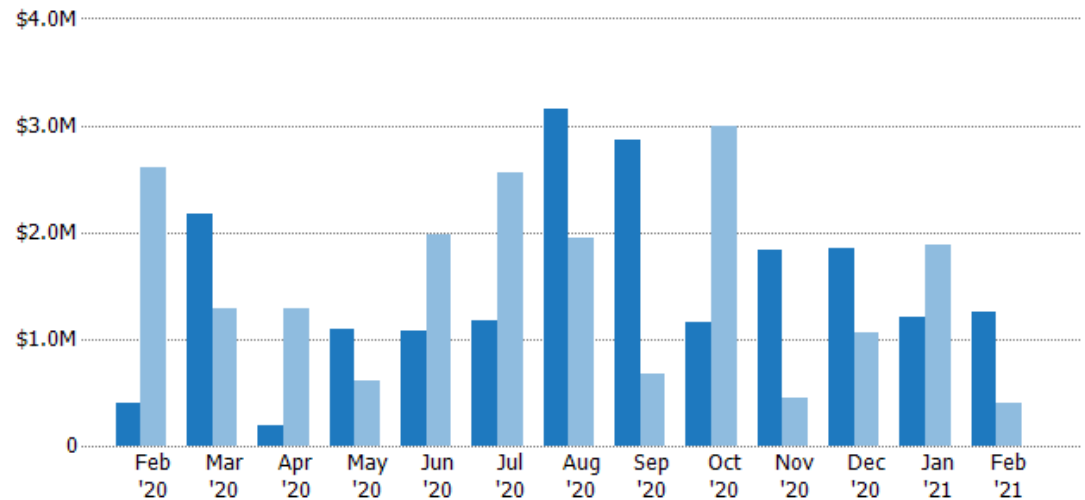
New Listing Volume

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.
Feb '21	\$1.26M	214.6%
Feb '20	\$400K	-84.7%
Feb '19	\$2.61M	-18.7%



Current Year	\$400K	\$2.17M	\$185K	\$1.09M	\$1.07M	\$1.17M	\$3.16M	\$2.87M	\$1.16M	\$1.84M	\$1.84M	\$1.2M	\$1.26M
Prior Year	\$2.61M	\$1.28M	\$1.29M	\$615K	\$1.99M	\$2.56M	\$1.94M	\$679K	\$2.99M	\$450K	\$1.06M	\$1.88M	\$400K
Percent Change from Prior Year	-85%	70%	-86%	77%	-46%	-54%	63%	322%	-61%	308%	74%	-36%	215%

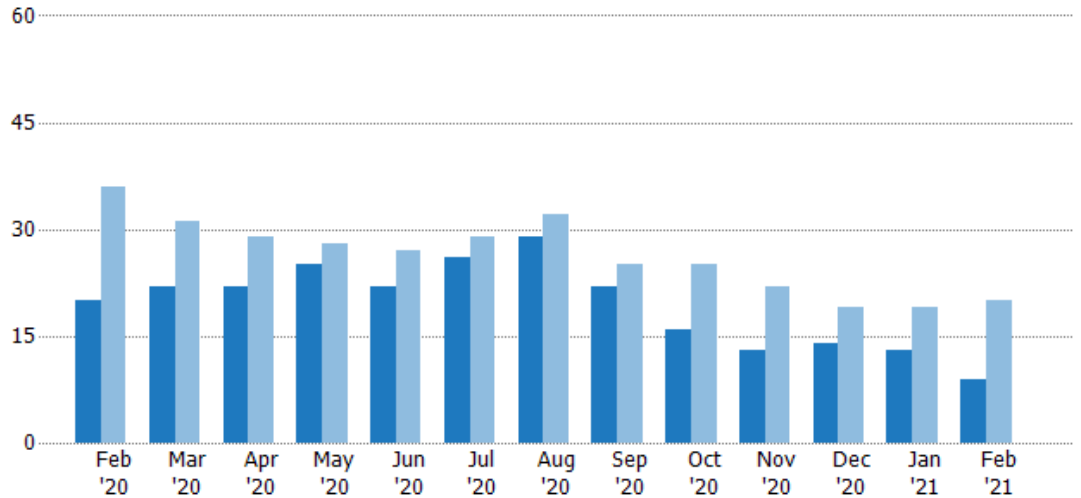
Active Listings

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.
Feb '21	9	-55%
Feb '20	20	-44.4%
Feb '19	36	44.4%



Current Year	20	22	22	25	22	26	29	22	16	13	14	13	9
Prior Year	36	31	29	28	27	29	32	25	25	22	19	19	20
Percent Change from Prior Year	-44%	-29%	-24%	-11%	-19%	-10%	-9%	-12%	-36%	-41%	-26%	-32%	-55%

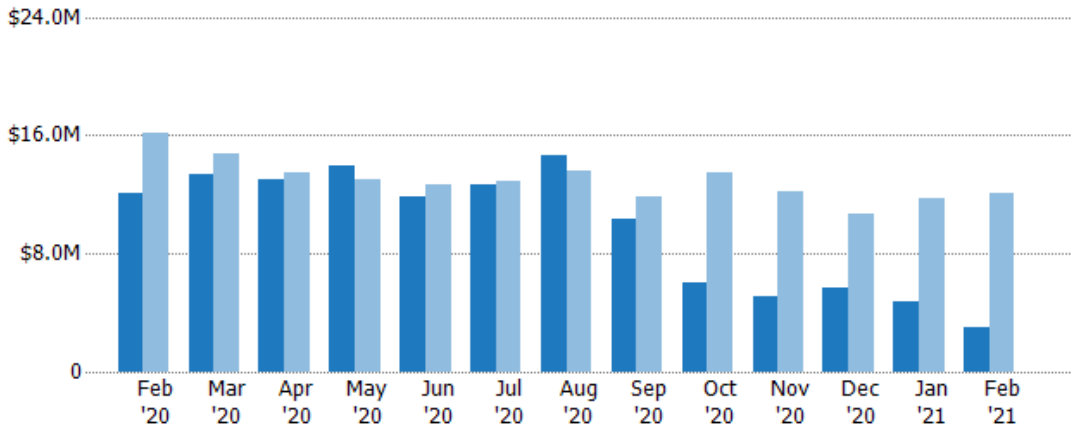
Active Listing Volume

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.
Feb '21	\$3.02M	-75.1%
Feb '20	\$12.1M	-25.2%
Feb '19	\$16.2M	49.4%



Current Year	\$12.1M	\$13.4M	\$13.1M	\$14M	\$11.8M	\$12.6M	\$14.6M	\$10.4M	\$6.09M	\$5.07M	\$5.73M	\$4.76M	\$3.02M
Prior Year	\$16.2M	\$14.8M	\$13.5M	\$13M	\$12.6M	\$12.9M	\$13.6M	\$11.9M	\$13.5M	\$12.2M	\$10.7M	\$11.7M	\$12.1M
Percent Change from Prior Year	-25%	-9%	-3%	7%	-6%	-2%	8%	-13%	-55%	-58%	-46%	-59%	-75%

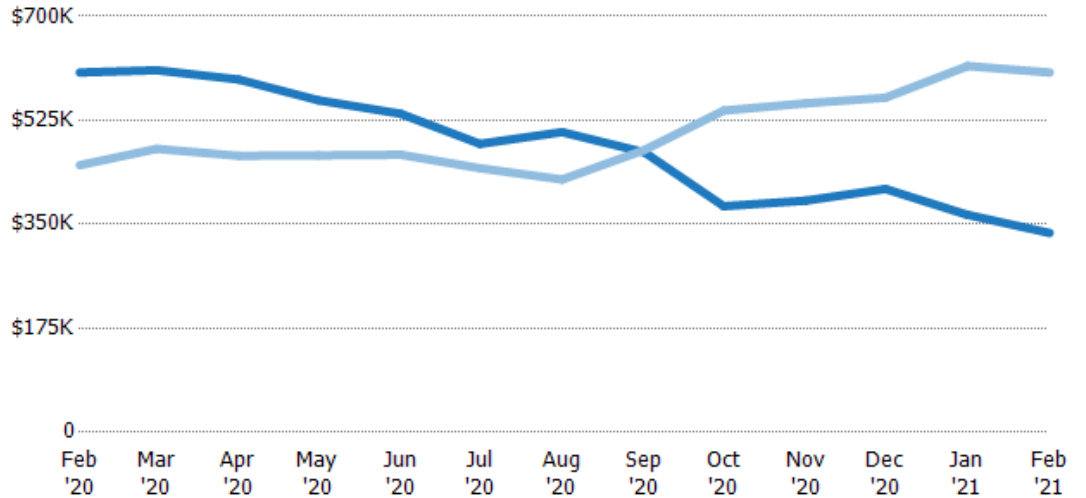
Average Listing Price

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.
Feb '21	\$335K	-44.6%
Feb '20	\$605K	34.7%
Feb '19	\$450K	3.4%



Current Year	\$605K	\$609K	\$594K	\$559K	\$536K	\$485K	\$505K	\$471K	\$380K	\$390K	\$409K	\$366K	\$335K
Prior Year	\$450K	\$477K	\$465K	\$466K	\$467K	\$444K	\$425K	\$475K	\$541K	\$554K	\$563K	\$616K	\$605K
Percent Change from Prior Year	35%	28%	28%	20%	15%	9%	19%	-1%	-30%	-30%	-27%	-41%	-45%

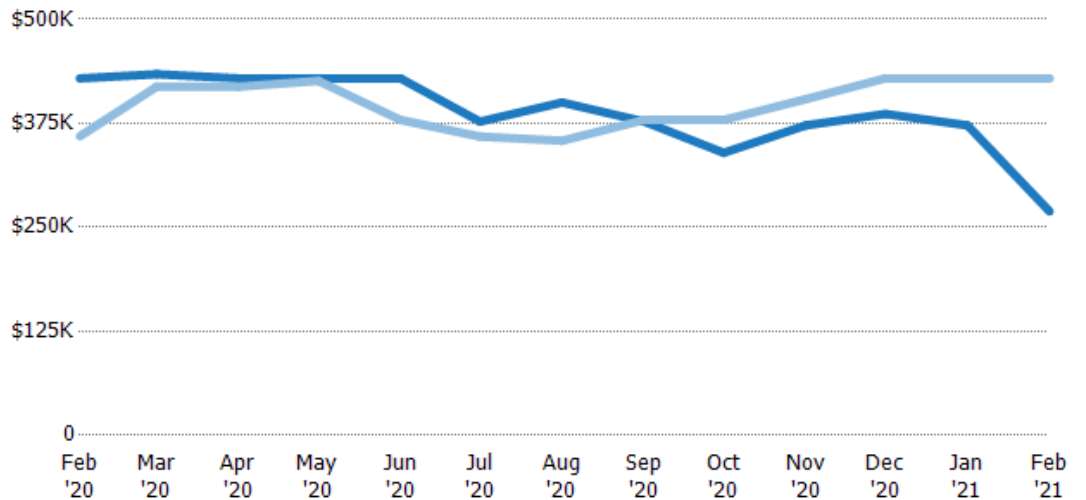
Median Listing Price

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.
Feb '21	\$269K	-37.3%
Feb '20	\$429K	19.3%
Feb '19	\$359K	7.7%



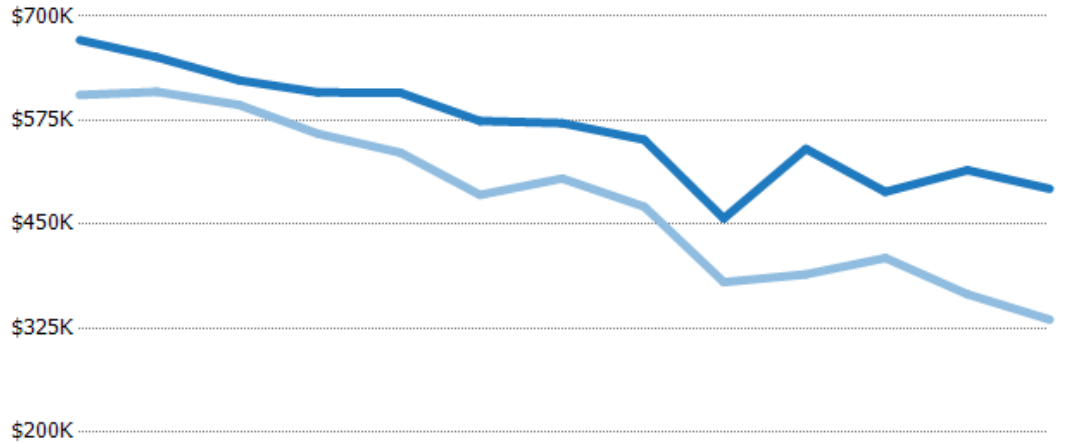
Current Year	\$429K	\$434K	\$429K	\$429K	\$429K	\$377K	\$400K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K
Prior Year	\$359K	\$419K	\$419K	\$426K	\$379K	\$359K	\$354K	\$379K	\$379K	\$404K	\$429K	\$429K	\$429K
Percent Change from Prior Year	19%	4%	2%	1%	13%	5%	13%	-1%	-10%	-8%	-10%	-13%	-37%

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



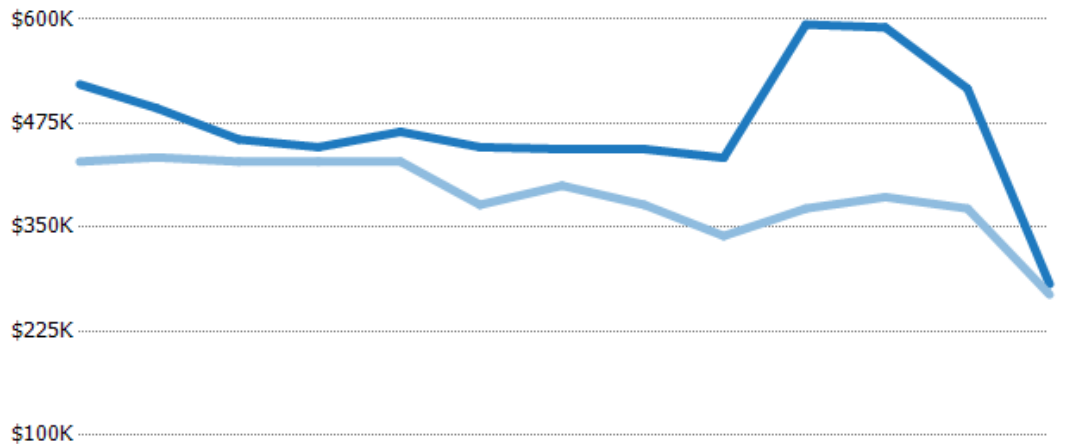
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$671K	\$651K	\$623K	\$608K	\$608K	\$574K	\$572K	\$552K	\$457K	\$541K	\$489K	\$515K	\$493K
Avg Listing Price	\$605K	\$609K	\$594K	\$559K	\$536K	\$485K	\$505K	\$471K	\$380K	\$390K	\$409K	\$366K	\$335K
Avg Listing Price as a % of Avg Est Value	90%	94%	95%	92%	88%	85%	88%	85%	83%	72%	84%	71%	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
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$522K	\$493K	\$455K	\$446K	\$465K	\$446K	\$444K	\$444K	\$433K	\$594K	\$590K	\$517K	\$282K
Median Listing Price	\$429K	\$434K	\$429K	\$429K	\$429K	\$377K	\$400K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K
Med Listing Price as a % of Med Est Value	82%	88%	94%	96%	92%	84%	90%	85%	78%	63%	65%	72%	96%

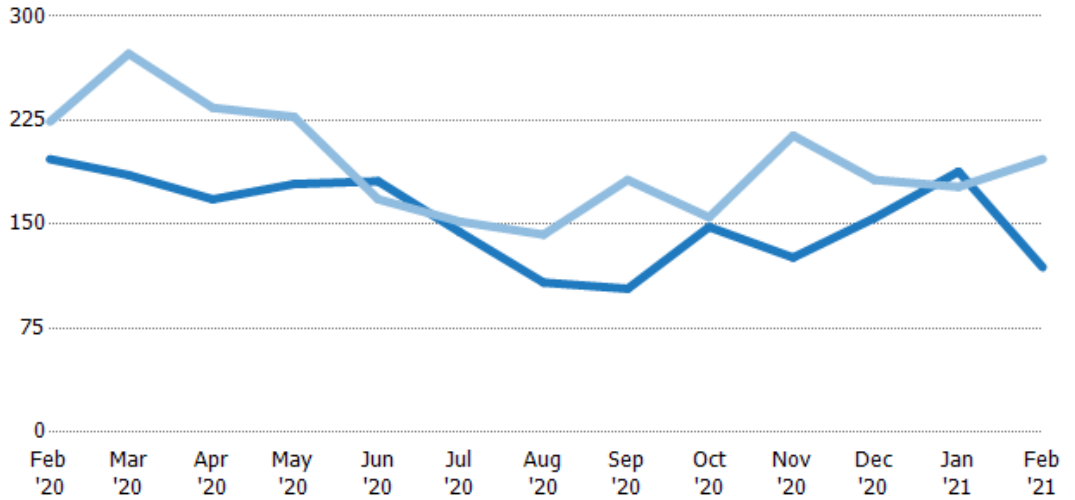
Median Days in RPR

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.
Feb '21	119	-39.6%
Feb '20	197	-12.1%
Feb '19	224	0.9%



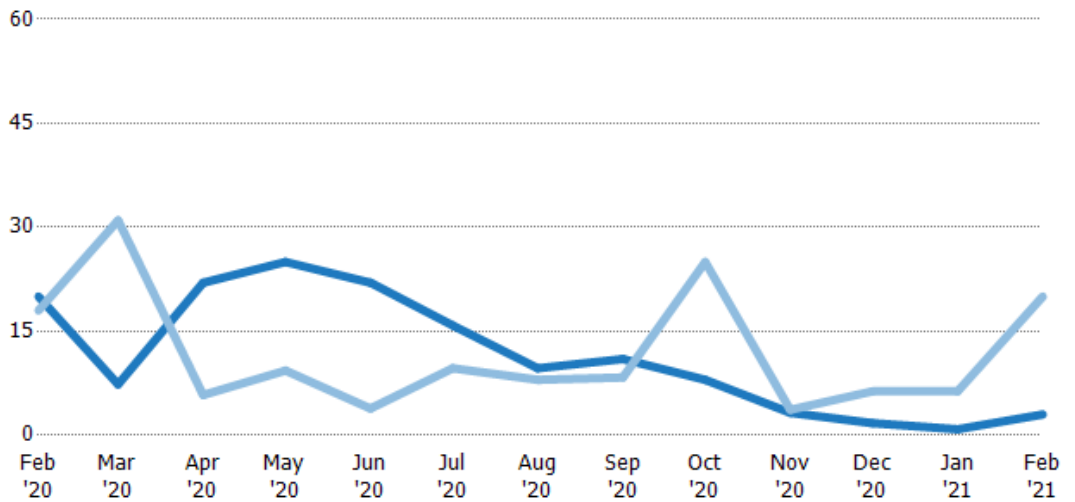
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	197	186	168	179	181	145	108	104	148	126	155	188	119
Prior Year	224	273	234	228	168	152	143	182	155	214	182	177	197
Percent Change from Prior Year	-12%	-32%	-28%	-21%	8%	-5%	-24%	-43%	-5%	-41%	-15%	6%	-40%

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



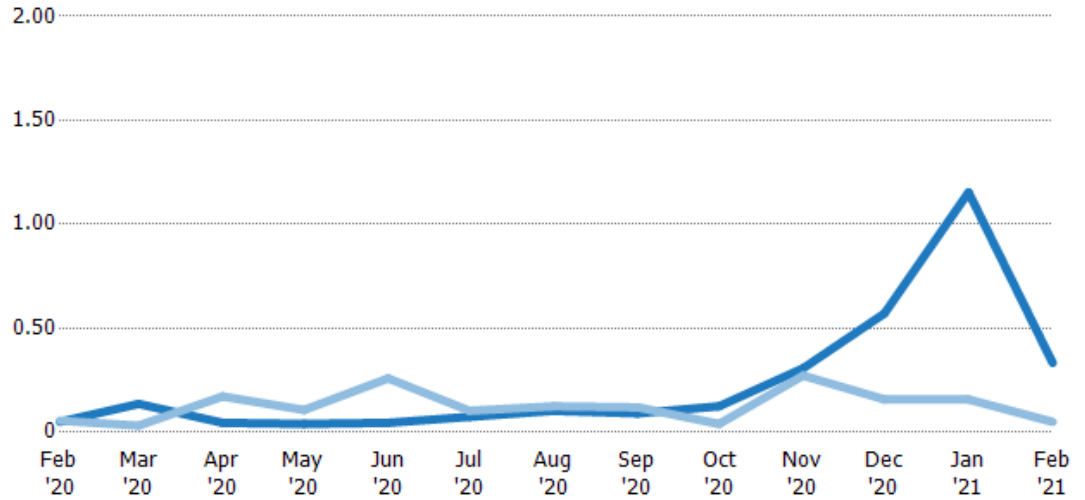
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	20	7.33	22	25	22	15.8	9.67	11	8	3.25	1.75	0.87	3
Prior Year	18	31	5.8	9.33	3.86	9.67	8	8.33	25	3.67	6.33	6.33	20
Percent Change from Prior Year	11%	-76%	279%	168%	470%	-100%	21%	32%	-68%	-11%	-72%	-86%	-85%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



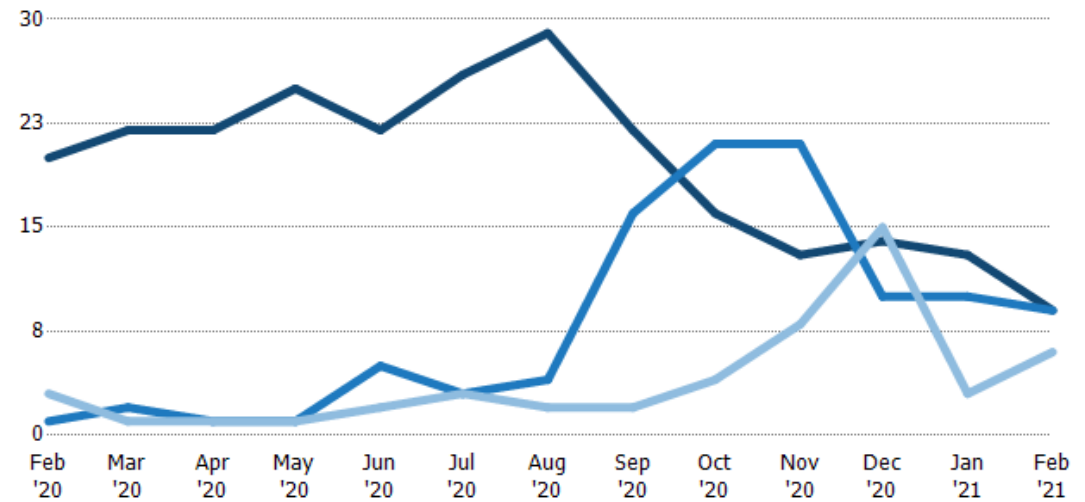
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	5%	14%	5%	4%	5%	7%	10%	9%	13%	31%	57%	115%	33%
Prior Year	6%	3%	17%	11%	26%	10%	13%	12%	4%	27%	16%	16%	5%
Change from Prior Year	1%	-10%	13%	7%	21%	10%	2%	3%	-9%	-3%	-41%	-100%	-28%

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



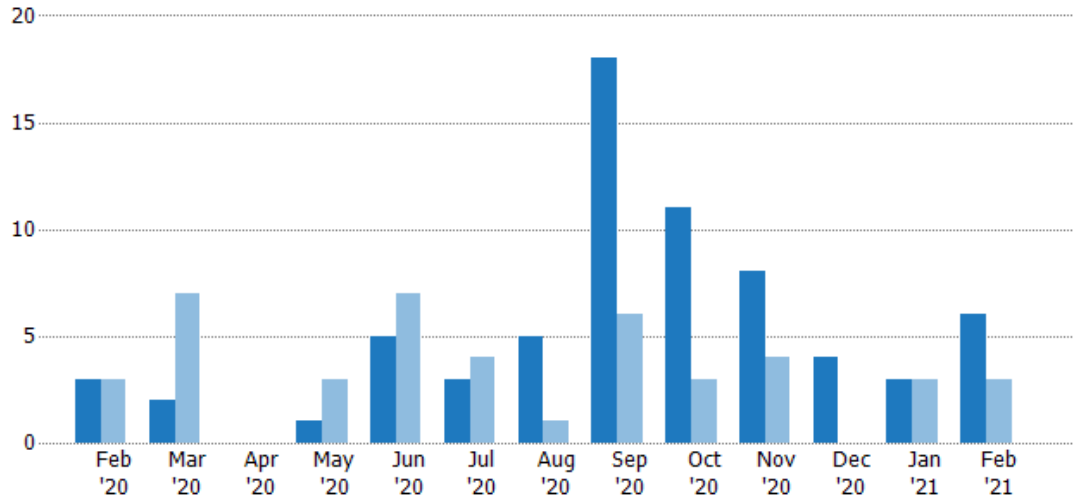
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	20	22	22	25	22	26	29	22	16	13	14	13	9
Pending	1	2	1	1	5	3	4	16	21	21	10	10	9
Sold	3	1	1	1	2	3	2	2	4	8	15	3	6

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



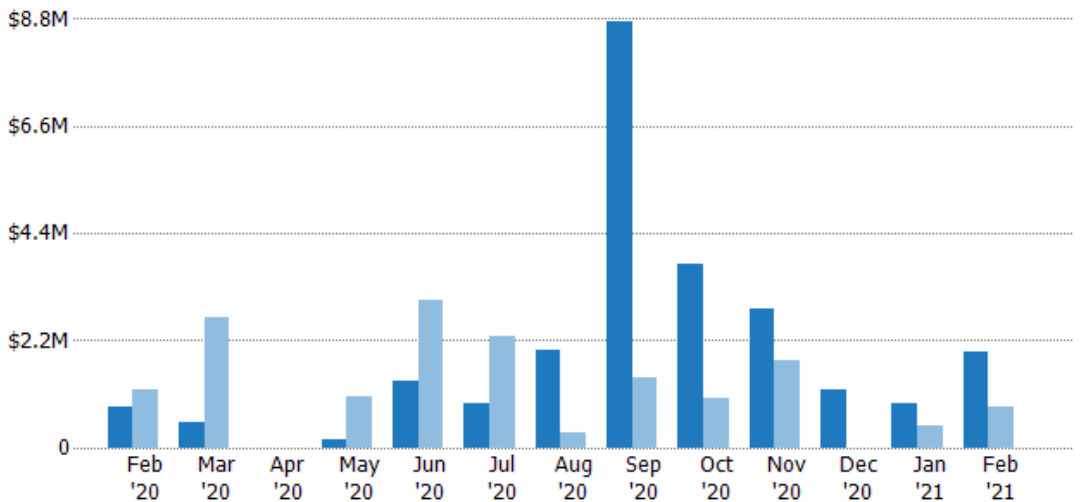
Current Year	3	2	-	1	5	3	5	18	11	8	4	3	6
Prior Year	3	7	-	3	7	4	1	6	3	4	-	3	3
Percent Change from Prior Year	0%	-71%	-	-67%	-29%	-25%	400%	200%	267%	100%	100%	0%	100%

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



Current Year	\$843K	\$538K	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.79M	\$2.86M	\$1.18M	\$913K	\$1.96M
Prior Year	\$1.19M	\$2.68M	-	\$1.06M	\$3.02M	\$2.28M	\$323K	\$1.45M	\$1M	\$1.81M	-	\$440K	\$843K
Percent Change from Prior Year	-29%	-80%	-	-83%	-55%	-60%	522%	501%	277%	58%	100%	108%	133%

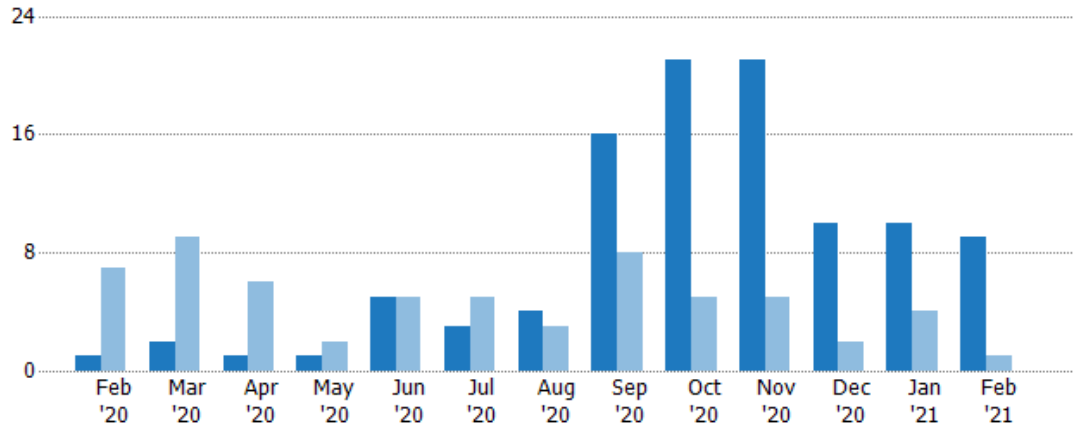
Pending Sales

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.
Feb '21	9	800%
Feb '20	1	-85.7%
Feb '19	7	-57.1%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	1	2	1	1	5	3	4	16	21	21	10	10	9
Prior Year	7	9	6	2	5	5	3	8	5	5	2	4	1
Percent Change from Prior Year	-86%	-78%	-83%	-50%	0%	-40%	33%	100%	320%	320%	400%	150%	800%

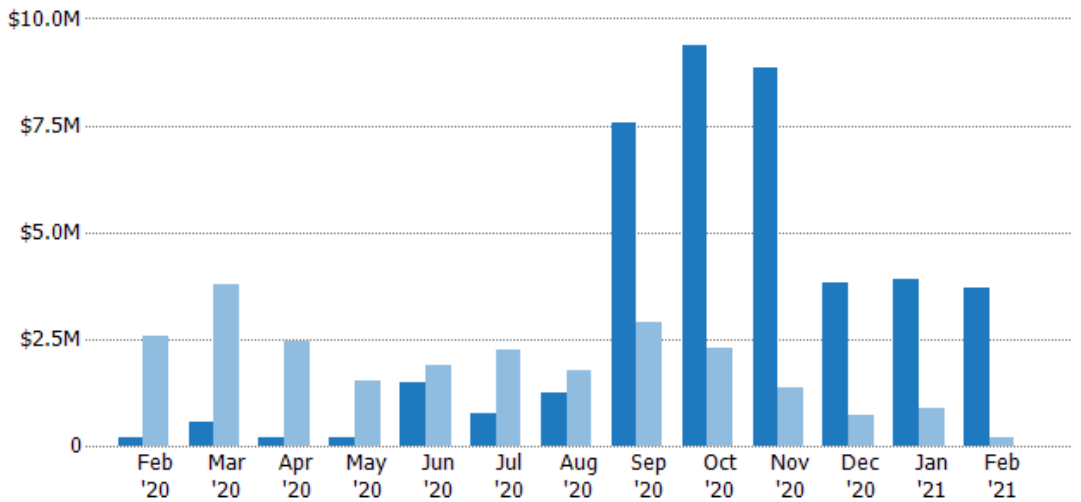
Pending Sales Volume

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.
Feb '21	\$3.7M	1,795.4%
Feb '20	\$195K	-92.4%
Feb '19	\$2.56M	-54.2%



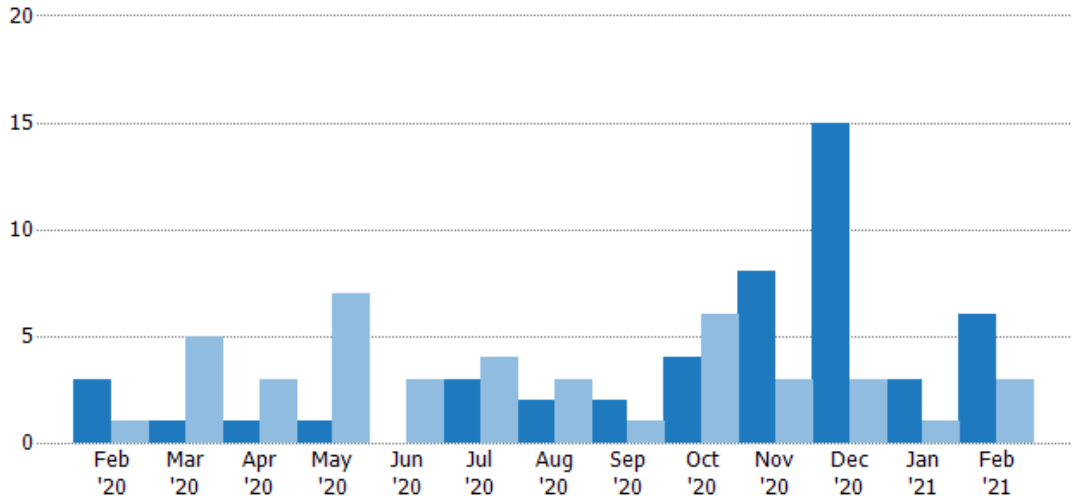
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$195K	\$538K	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$7.56M	\$9.38M	\$8.86M	\$3.82M	\$3.91M	\$3.7M
Prior Year	\$2.56M	\$3.79M	\$2.46M	\$1.52M	\$1.9M	\$2.26M	\$1.76M	\$2.89M	\$2.27M	\$1.37M	\$719K	\$890K	\$195K
Percent Change from Prior Year	-92%	-86%	-92%	-88%	-23%	-67%	-29%	162%	313%	545%	431%	339%	1,795%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



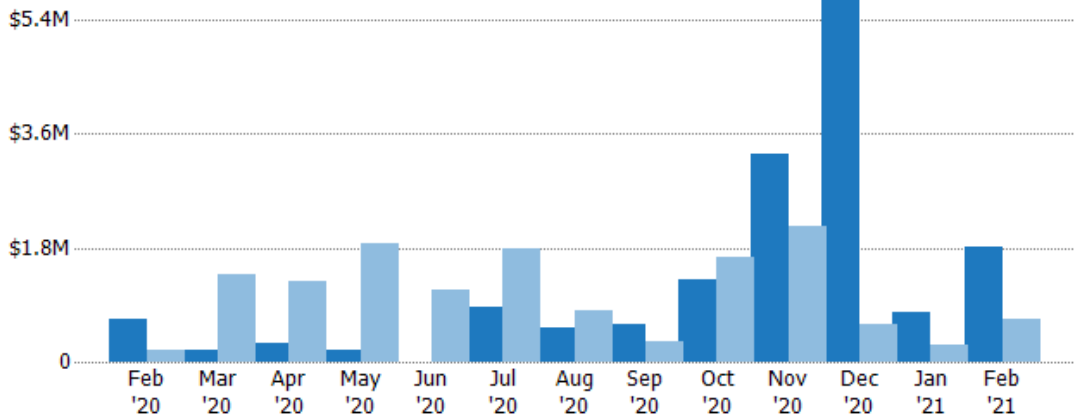
Current Year	3	1	1	1	-	3	2	2	4	8	15	3	6
Prior Year	1	5	3	7	3	4	3	1	6	3	3	1	3
Percent Change from Prior Year	200%	-80%	-67%	-86%	-100%	-25%	-33%	100%	-33%	167%	400%	200%	100%

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



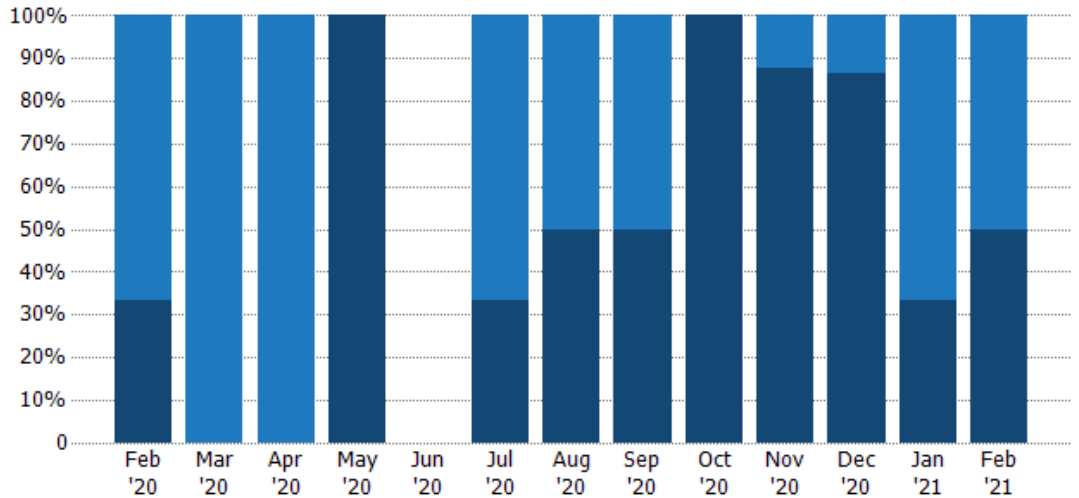
Current Year	\$680K	\$195K	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$1.29M	\$3.28M	\$6.04M	\$782K	\$1.81M
Prior Year	\$185K	\$1.37M	\$1.28M	\$1.86M	\$1.12M	\$1.78M	\$812K	\$310K	\$1.66M	\$2.13M	\$585K	\$260K	\$680K
Percent Change from Prior Year	268%	-86%	-76%	-90%	-100%	-51%	-35%	91%	-22%	54%	933%	201%	166%

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



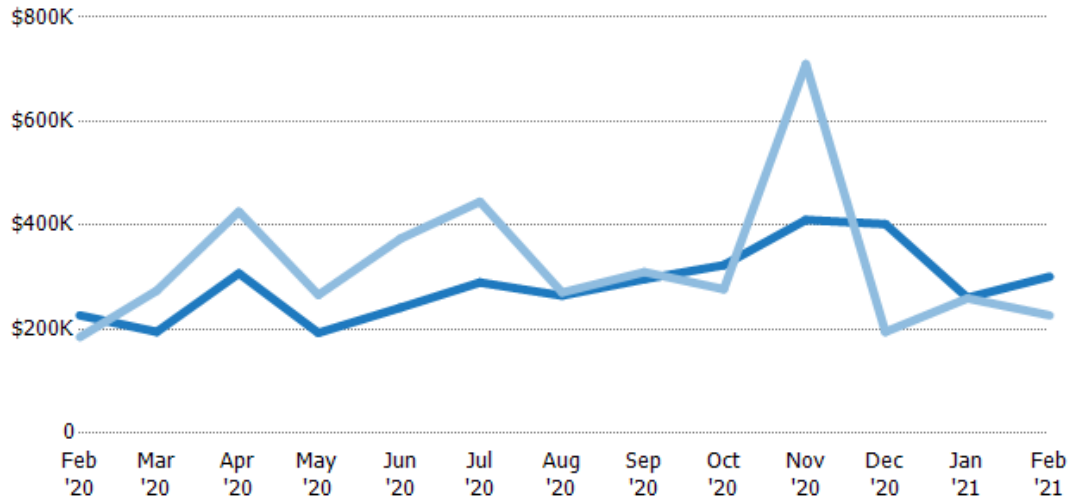
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	67%	100%	100%	-	-	67%	50%	50%	-	13%	13%	67%	50%
Single Family Residence	33%	-	-	100%	-	33%	50%	50%	100%	88%	87%	33%	50%

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



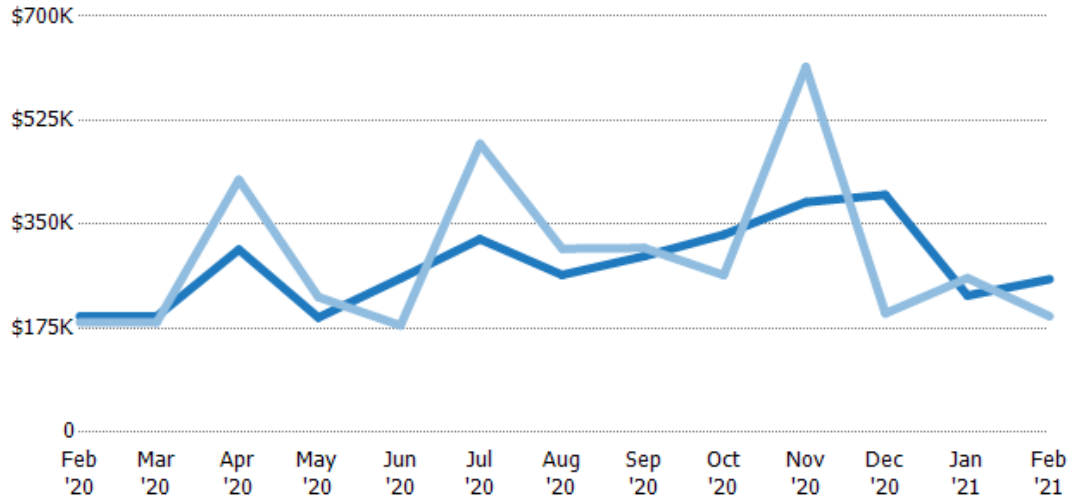
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K	\$410K	\$402K	\$261K	\$301K
Prior Year	\$185K	\$274K	\$426K	\$266K	\$374K	\$445K	\$271K	\$310K	\$277K	\$710K	\$195K	\$260K	\$227K
Percent Change from Prior Year	23%	-29%	-28%	-27%	-100%	-35%	-2%	-4%	17%	-42%	107%	0%	33%

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



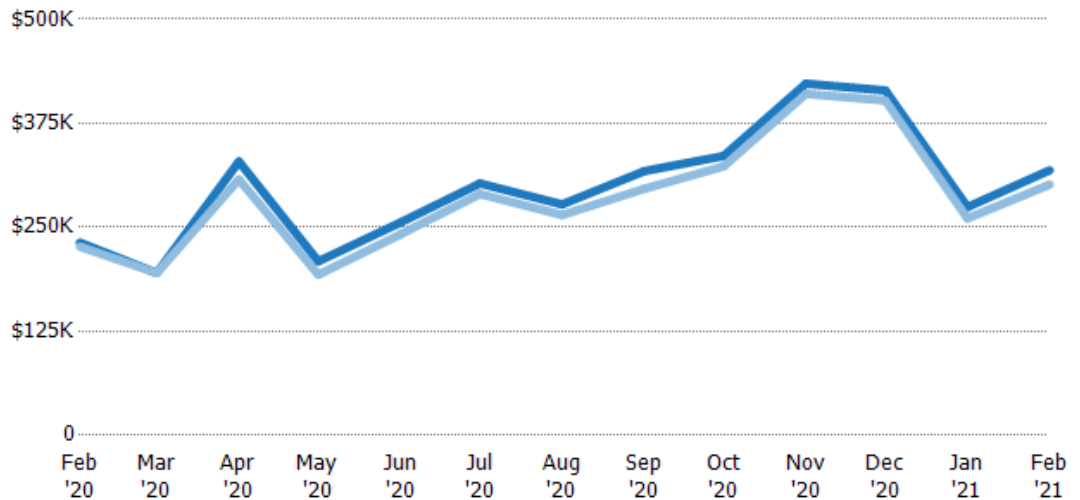
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K	\$387K	\$400K	\$230K	\$258K
Prior Year	\$185K	\$185K	\$425K	\$228K	\$180K	\$486K	\$309K	\$310K	\$265K	\$615K	\$200K	\$260K	\$195K
Percent Change from Prior Year	5%	5%	-28%	-15%	-100%	-33%	-14%	-4%	26%	-37%	100%	-11%	32%

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



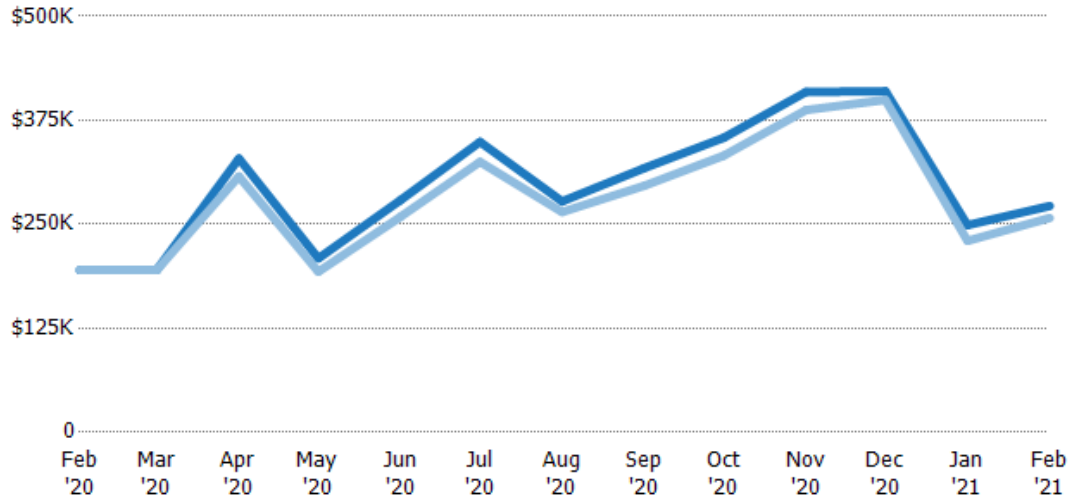
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg List Price	\$232K	\$195K	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$336K	\$423K	\$414K	\$274K	\$319K
Avg Sales Price	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K	\$410K	\$402K	\$261K	\$301K
Avg Sales Price as a % of Avg List Price	98%	100%	93%	92%	94%	96%	95%	93%	96%	97%	97%	95%	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



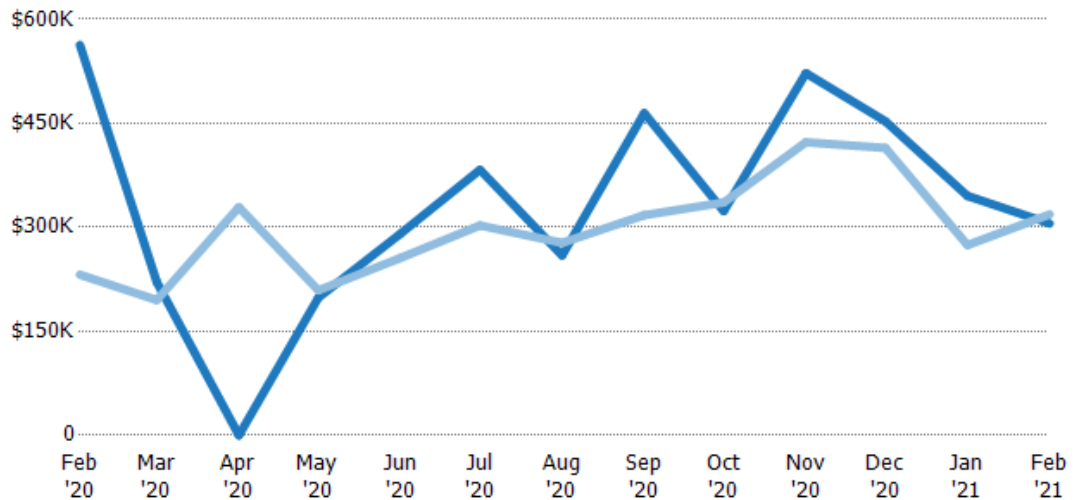
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$195K	\$195K	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$354K	\$409K	\$410K	\$249K	\$272K
Median Sales Price	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K	\$387K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

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



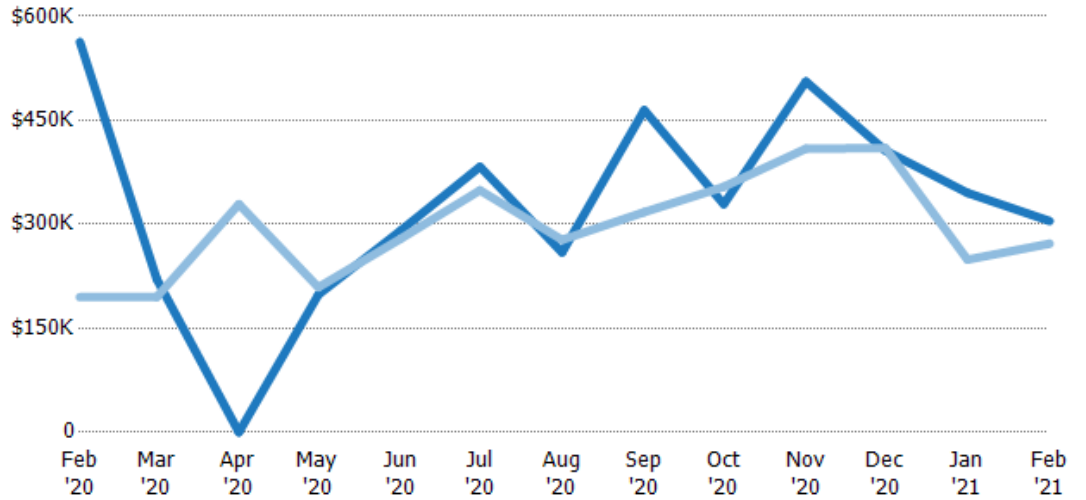
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$563K	\$221K	\$0	\$198K	\$291K	\$383K	\$259K	\$465K	\$323K	\$522K	\$453K	\$345K	\$305K
Avg Sales Price	\$232K	\$195K	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$336K	\$423K	\$414K	\$274K	\$319K
Avg Sales Price as a % of Avg Est Value	41%	88%	100%	105%	92%	79%	107%	68%	104%	81%	92%	79%	104%

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	\$563K	\$221K	\$0	\$198K	\$291K	\$383K	\$259K	\$465K	\$329K	\$506K	\$406K	\$345K	\$305K
Median Sales Price	\$195K	\$195K	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$354K	\$409K	\$410K	\$249K	\$272K
Med Sales Price as a % of Med Est Value	35%	88%	100%	105%	98%	91%	107%	68%	108%	81%	101%	72%	89%