

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	1	+700%	24	11	+118.2%
New Listing Volume	\$3,442,000	\$185,000	+1,760.5%	\$9,951,000	\$4,640,000	+114.5%
Active Listing Count	13	23	-43.5%	N/A	N/A	
Active Listing Volume	\$5,021,000	\$13,707,000	-63.4%	N/A	N/A	
Average Listing Price	\$386,231	\$595,957	-35.2%	\$375,240	\$607,736	-38.3%
Median Listing Price	\$315,000	\$429,000	-26.6%	\$328,850	\$432,793	-24%
Median Days in RPR	81	182	-55.5%	134.37	202.33	-33.6%
Months of Inventory	13	23	-43.5%	8.3	7.9	+5.4%
Absorption Rate	7.69%	4.35%	+3.3%	12%	12.64%	-0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	9	—	—	21	8	+162.5%
New Pending Sales Volume	\$3,985,500	—	—	\$7,990,500	\$1,820,800	+338.8%
Pending Sales Count	14	1	+1,300%	N/A	N/A	
Pending Sales Volume	\$6,048,500	\$209,000	+2,794%	N/A	N/A	
Closed Sales Count	5	1	+400%	15	6	+150%
Closed Sales Volume	\$1,688,200	\$307,500	+449%	\$4,977,700	\$1,442,100	+245.2%
Average Sales Price	\$337,640	\$307,500	+9.8%	\$331,847	\$240,350	+38.1%
Median Sales Price	\$347,200	\$307,500	+12.9%	\$311,400	\$224,550	+38.7%

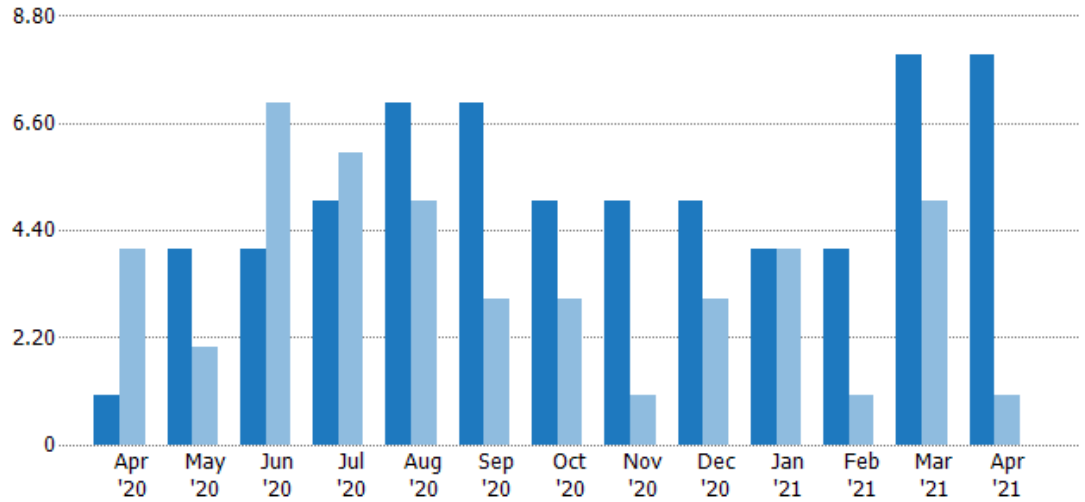
New Listings

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.
Apr '21	8	700%
Apr '20	1	-75%
Apr '19	4	25%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	1	4	4	5	7	7	5	5	5	4	4	8	8
Prior Year	4	2	7	6	5	3	3	1	3	4	1	5	1
Percent Change from Prior Year	-75%	100%	-43%	-17%	40%	133%	67%	400%	67%	0%	300%	60%	700%

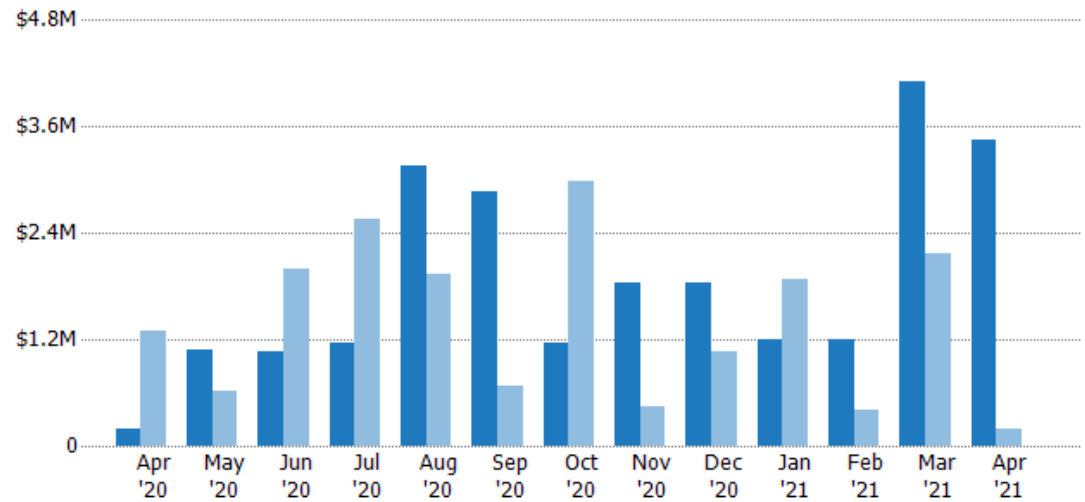
New Listing Volume

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.
Apr '21	\$3.44M	1,760.5%
Apr '20	\$185K	-85.7%
Apr '19	\$1.29M	80%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$185K	\$1.09M	\$1.07M	\$1.17M	\$3.16M	\$2.87M	\$1.16M	\$1.84M	\$1.84M	\$1.2M	\$1.19M	\$4.12M	\$3.44M
Prior Year	\$1.29M	\$615K	\$1.99M	\$2.56M	\$1.94M	\$679K	\$2.99M	\$450K	\$1.06M	\$1.88M	\$400K	\$2.17M	\$185K
Percent Change from Prior Year	-86%	77%	-46%	-54%	63%	322%	-61%	308%	74%	-36%	198%	90%	1,761%

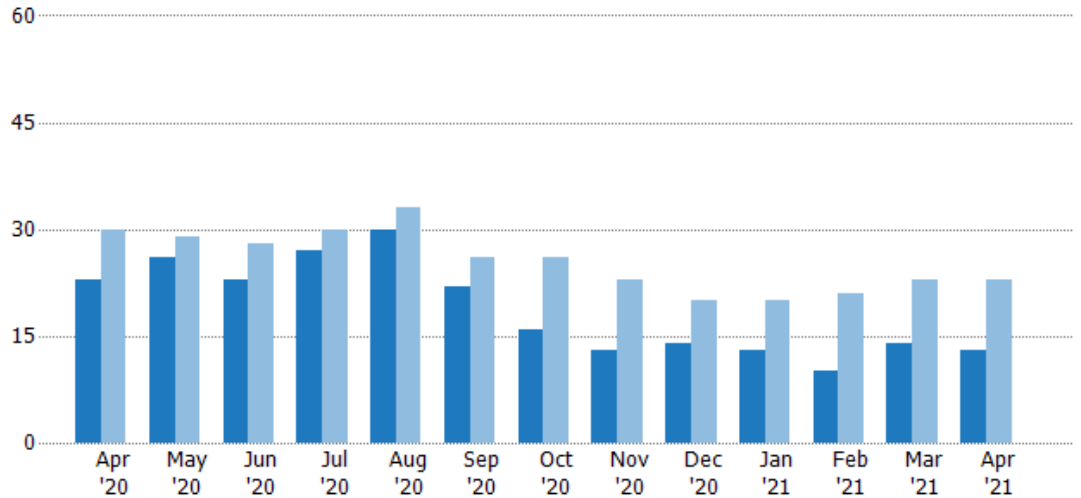
Active Listings

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.
Apr '21	13	-43.5%
Apr '20	23	-23.3%
Apr '19	30	80%



Current Year	23	26	23	27	30	22	16	13	14	13	10	14	13
Prior Year	30	29	28	30	33	26	26	23	20	20	21	23	23
Percent Change from Prior Year	-23%	-10%	-18%	-10%	-9%	-15%	-38%	-43%	-30%	-35%	-52%	-39%	-43%

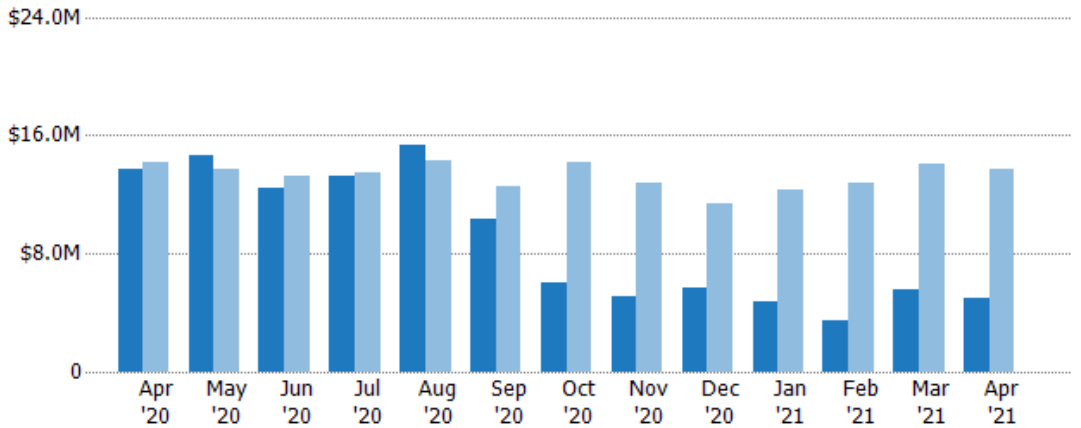
Active Listing Volume

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.
Apr '21	\$5.02M	-63.4%
Apr '20	\$13.7M	-3.1%
Apr '19	\$14.1M	75.2%



Current Year	\$13.7M	\$14.6M	\$12.4M	\$13.3M	\$15.3M	\$10.4M	\$6.09M	\$5.07M	\$5.73M	\$4.76M	\$3.42M	\$5.56M	\$5.02M
Prior Year	\$14.1M	\$13.7M	\$13.3M	\$13.5M	\$14.3M	\$12.5M	\$14.2M	\$12.8M	\$11.3M	\$12.4M	\$12.8M	\$14.1M	\$13.7M
Percent Change from Prior Year	-3%	7%	-6%	-2%	7%	-17%	-57%	-60%	-49%	-62%	-73%	-60%	-63%

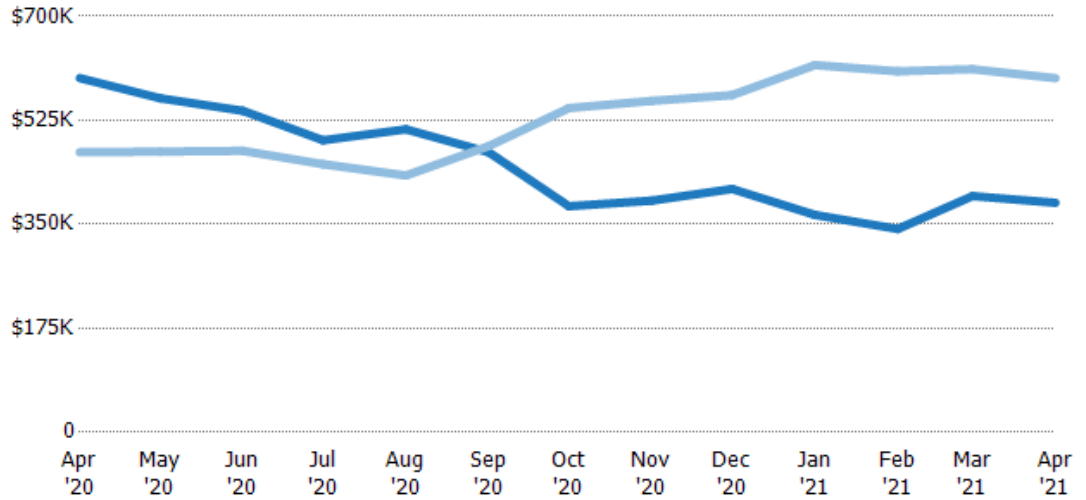
Average Listing Price

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.
Apr '21	\$386K	-35.2%
Apr '20	\$596K	26.5%
Apr '19	\$471K	-2.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$596K	\$562K	\$541K	\$491K	\$510K	\$471K	\$380K	\$390K	\$409K	\$366K	\$342K	\$397K	\$386K
Prior Year	\$471K	\$472K	\$474K	\$451K	\$432K	\$482K	\$546K	\$558K	\$567K	\$618K	\$607K	\$611K	\$596K
Percent Change from Prior Year	26%	19%	14%	9%	18%	-2%	-30%	-30%	-28%	-41%	-44%	-35%	-35%

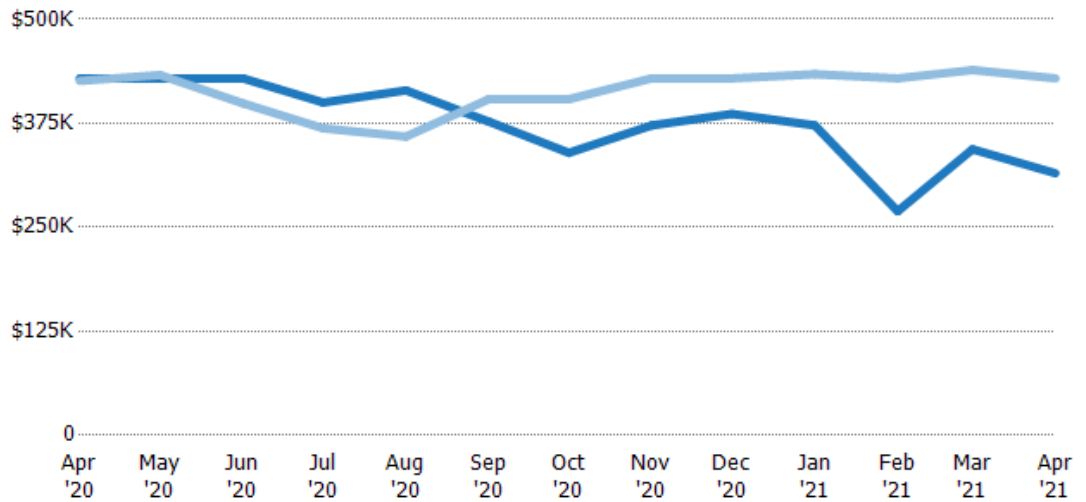
Median Listing Price

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.
Apr '21	\$315K	-26.6%
Apr '20	\$429K	0.7%
Apr '19	\$426K	-2.8%



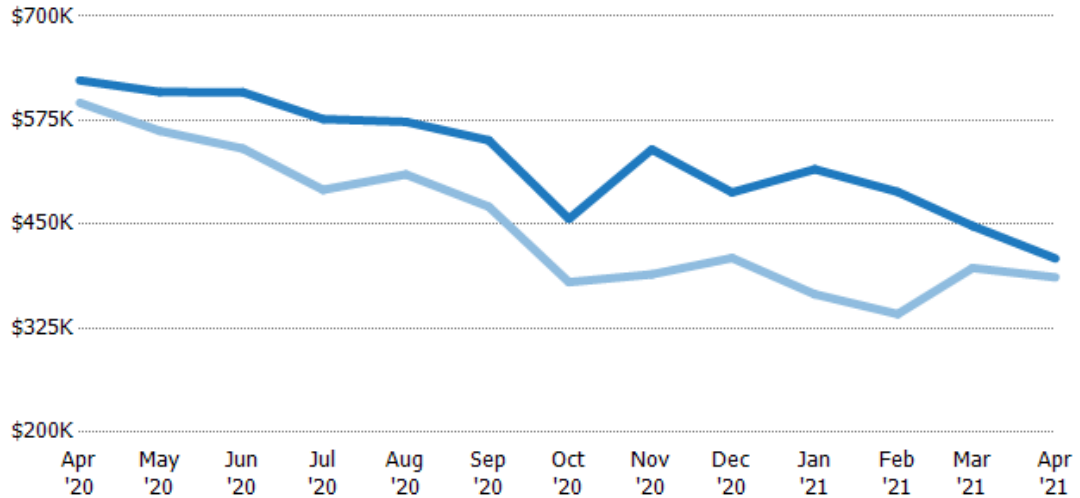
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$429K	\$429K	\$429K	\$400K	\$415K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K	\$344K	\$315K
Prior Year	\$426K	\$433K	\$399K	\$369K	\$359K	\$404K	\$404K	\$429K	\$429K	\$434K	\$429K	\$439K	\$429K
Percent Change from Prior Year	1%	-1%	8%	8%	15%	-7%	-16%	-13%	-10%	-14%	-37%	-22%	-27%

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



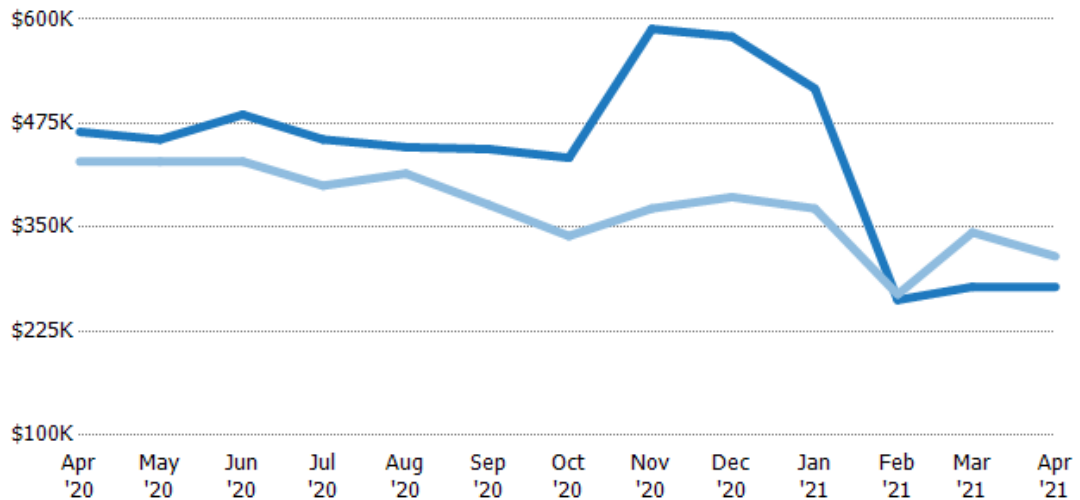
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$623K	\$609K	\$609K	\$576K	\$573K	\$551K	\$456K	\$540K	\$488K	\$516K	\$489K	\$448K	\$409K
Avg Listing Price	\$596K	\$562K	\$541K	\$491K	\$510K	\$471K	\$380K	\$390K	\$409K	\$366K	\$342K	\$397K	\$386K
Avg Listing Price as a % of Avg Est Value	96%	92%	89%	85%	89%	86%	83%	72%	84%	71%	70%	89%	94%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$465K	\$455K	\$485K	\$455K	\$446K	\$444K	\$433K	\$588K	\$579K	\$517K	\$263K	\$278K	\$278K
Median Listing Price	\$429K	\$429K	\$429K	\$400K	\$415K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K	\$344K	\$315K
Med Listing Price as a % of Med Est Value	92%	94%	88%	88%	93%	85%	78%	63%	67%	72%	103%	124%	113%

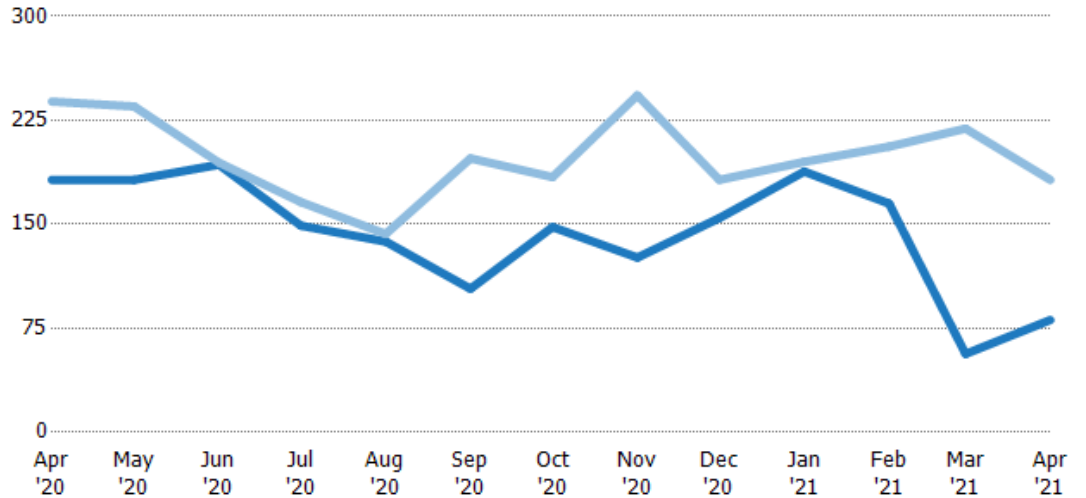
Median Days in RPR

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.
Apr '21	81	-55.5%
Apr '20	182	-23.7%
Apr '19	239	-2.1%



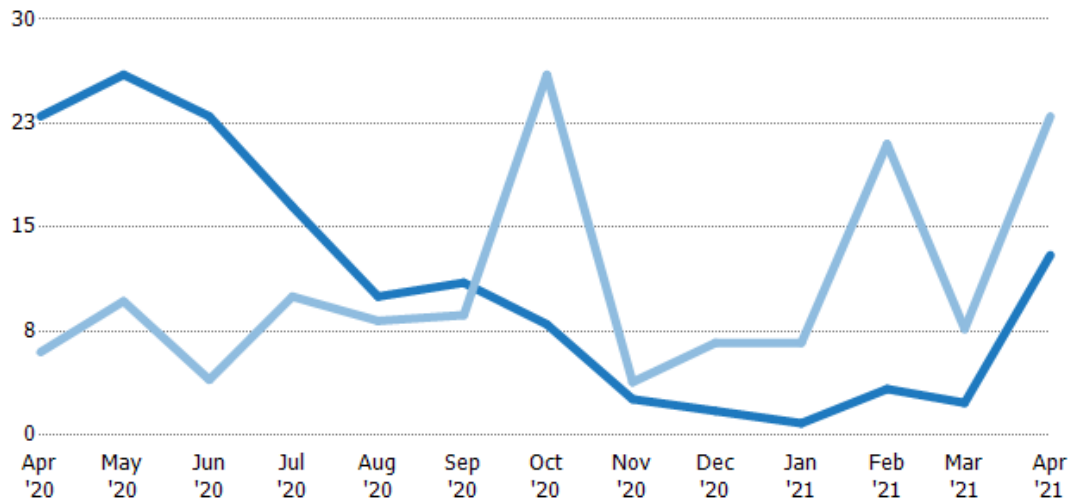
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	182	182	193	149	138	104	148	126	155	188	165	56.5	81
Prior Year	239	235	195	166	143	198	184	243	182	195	206	219	182
Percent Change from Prior Year	-24%	-23%	-1%	-10%	-4%	-48%	-20%	-48%	-15%	-4%	-20%	-74%	-55%

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



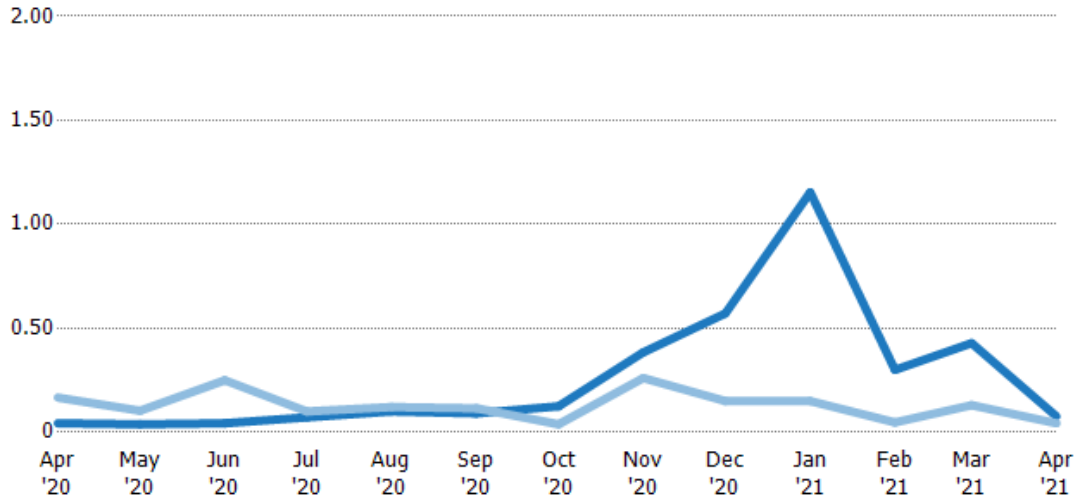
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	23	26	23	16.5	10	11	8	2.6	1.75	0	3.33	2.33	13
Prior Year	6	9.67	4	10	8.25	8.67	26	3.83	6.67	6.67	21	7.67	23
Percent Change from Prior Year	283%	169%	475%	-100%	21%	27%	-69%	-32%	-74%	-87%	-84%	-70%	-43%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



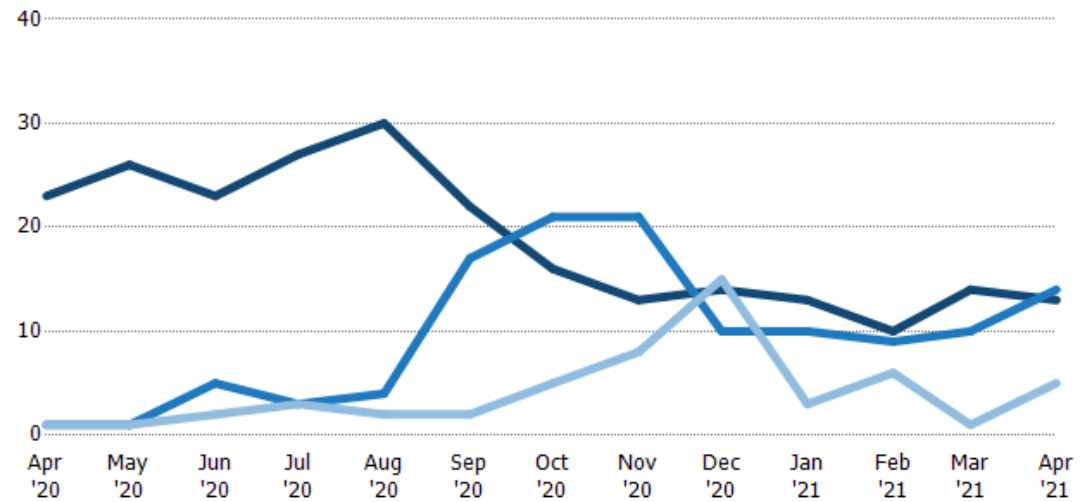
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	4%	4%	4%	7%	10%	9%	13%	38%	57%	115%	30%	43%	8%
Prior Year	17%	10%	25%	10%	12%	12%	4%	26%	15%	15%	5%	13%	4%
Change from Prior Year	12%	7%	21%	10%	2%	2%	-9%	-12%	-42%	-100%	-25%	-30%	-3%

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



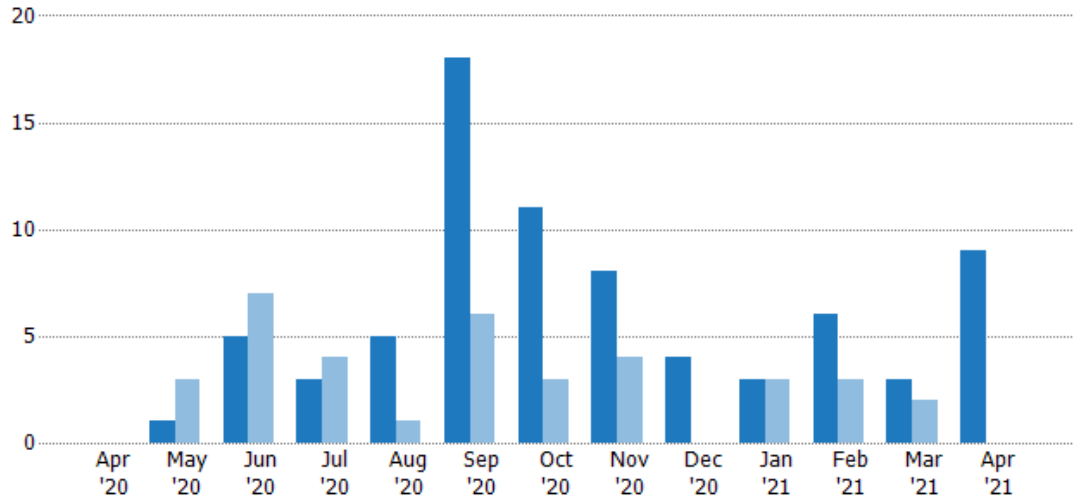
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	23	26	23	27	30	22	16	13	14	13	10	14	13
Pending	1	1	5	3	4	17	21	21	10	10	9	10	14
Sold	1	1	2	3	2	2	5	8	15	3	6	1	5

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



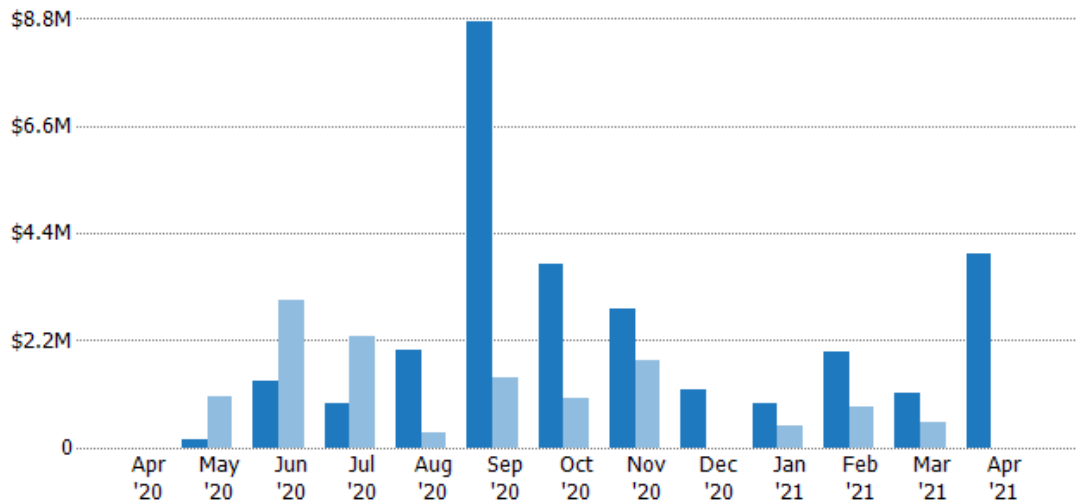
Current Year	-	1	5	3	5	18	11	8	4	3	6	3	9
Prior Year	-	3	7	4	1	6	3	4	-	3	3	2	-
Percent Change from Prior Year	-	-67%	-29%	-25%	400%	200%	267%	100%	100%	0%	100%	50%	100%

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	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.79M	\$2.86M	\$1.18M	\$913K	\$1.96M	\$1.13M	\$3.99M
Prior Year	-	\$1.06M	\$3.02M	\$2.28M	\$323K	\$1.45M	\$1M	\$1.81M	-	\$440K	\$843K	\$538K	-
Percent Change from Prior Year	-	-83%	-55%	-60%	522%	501%	277%	58%	100%	108%	133%	110%	100%

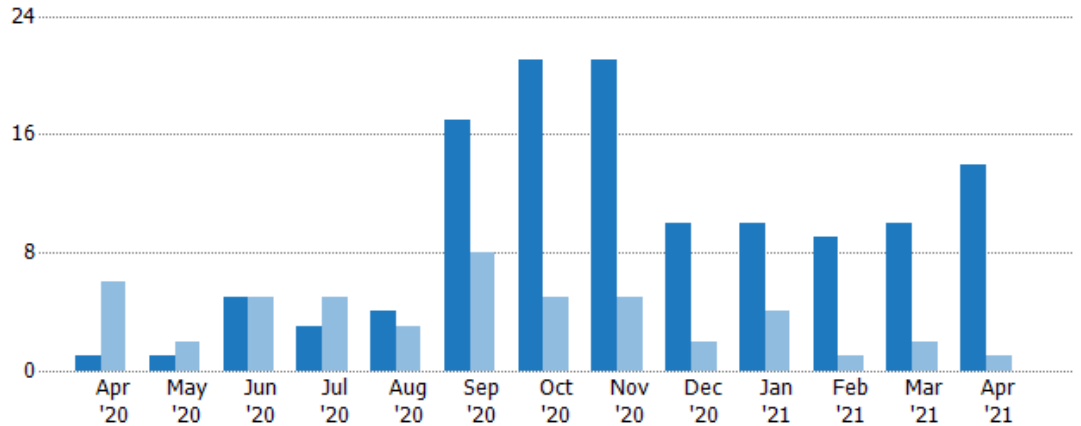
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Apr '21	14	1,300%
Apr '20	1	-83.3%
Apr '19	6	-50%



Current Year	1	1	5	3	4	17	21	21	10	10	9	10	14
Prior Year	6	2	5	5	3	8	5	5	2	4	1	2	1
Percent Change from Prior Year	-83%	-50%	0%	-40%	33%	113%	320%	320%	400%	150%	800%	400%	1,300%

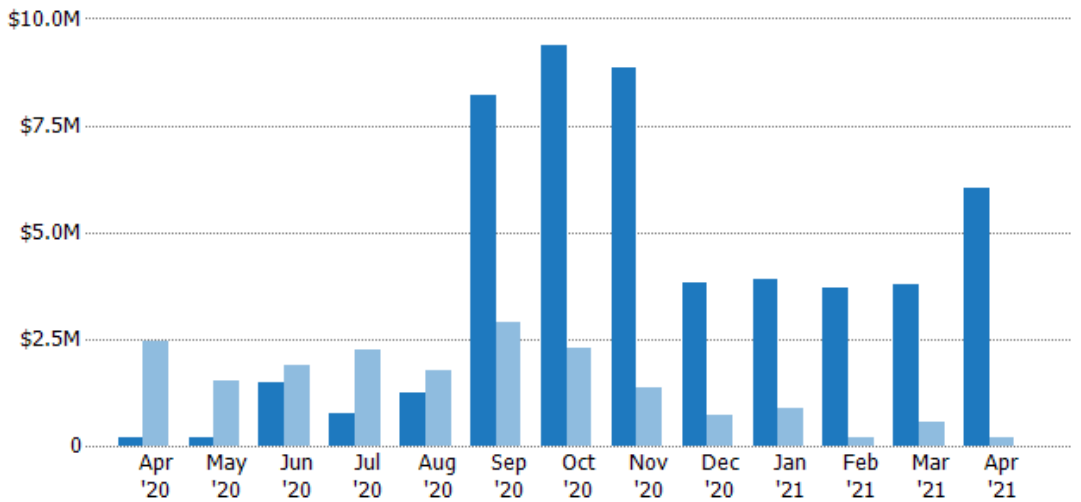
Pending Sales Volume

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.
Apr '21	\$6.05M	2,794%
Apr '20	\$209K	-91.5%
Apr '19	\$2.46M	-57.3%



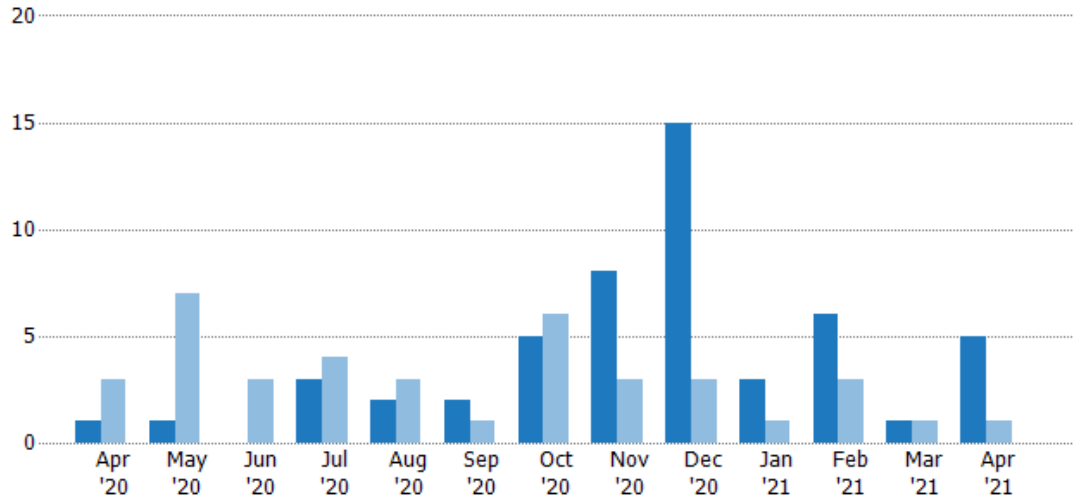
Current Year	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$8.21M	\$9.38M	\$8.86M	\$3.82M	\$3.91M	\$3.7M	\$3.76M	\$6.05M
Prior Year	\$2.46M	\$1.52M	\$1.9M	\$2.26M	\$1.76M	\$2.89M	\$2.27M	\$1.37M	\$719K	\$890K	\$195K	\$538K	\$209K
Percent Change from Prior Year	-92%	-88%	-23%	-67%	-29%	184%	313%	545%	431%	339%	1,795%	599%	2,794%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



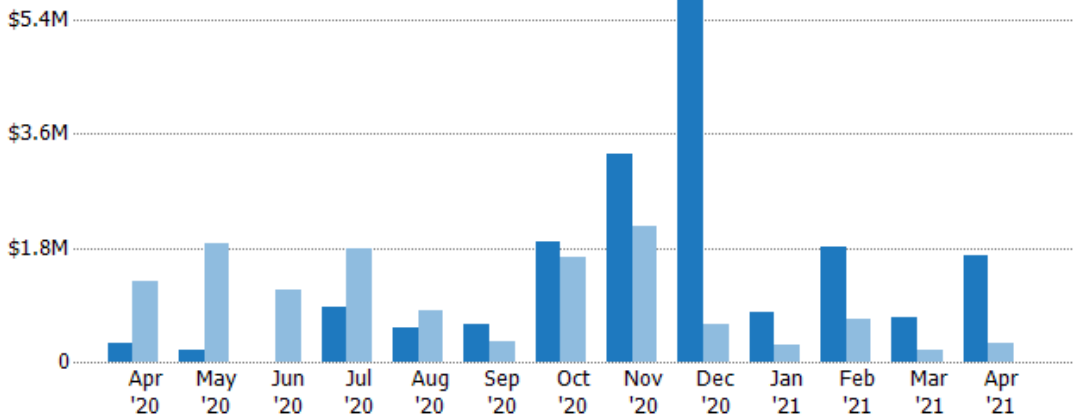
Current Year	1	1	-	3	2	2	5	8	15	3	6	1	5
Prior Year	3	7	3	4	3	1	6	3	3	1	3	1	1
Percent Change from Prior Year	-67%	-86%	-100%	-25%	-33%	100%	-17%	167%	400%	200%	100%	0%	400%

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



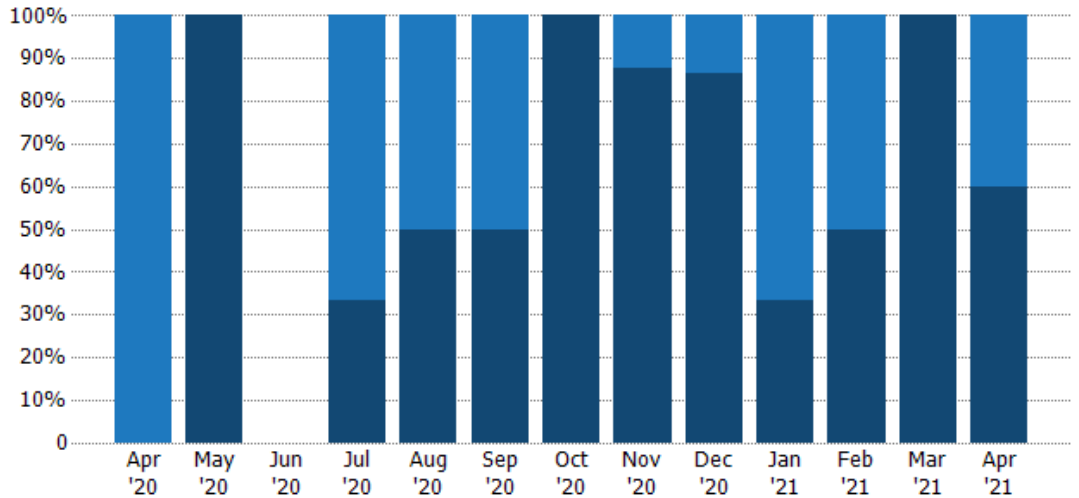
Current Year	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$1.89M	\$3.28M	\$6.04M	\$782K	\$1.81M	\$700K	\$1.69M
Prior Year	\$1.28M	\$1.86M	\$1.12M	\$1.78M	\$812K	\$310K	\$1.66M	\$2.13M	\$585K	\$260K	\$680K	\$195K	\$308K
Percent Change from Prior Year	-76%	-90%	-100%	-51%	-35%	91%	14%	54%	933%	201%	166%	259%	449%

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



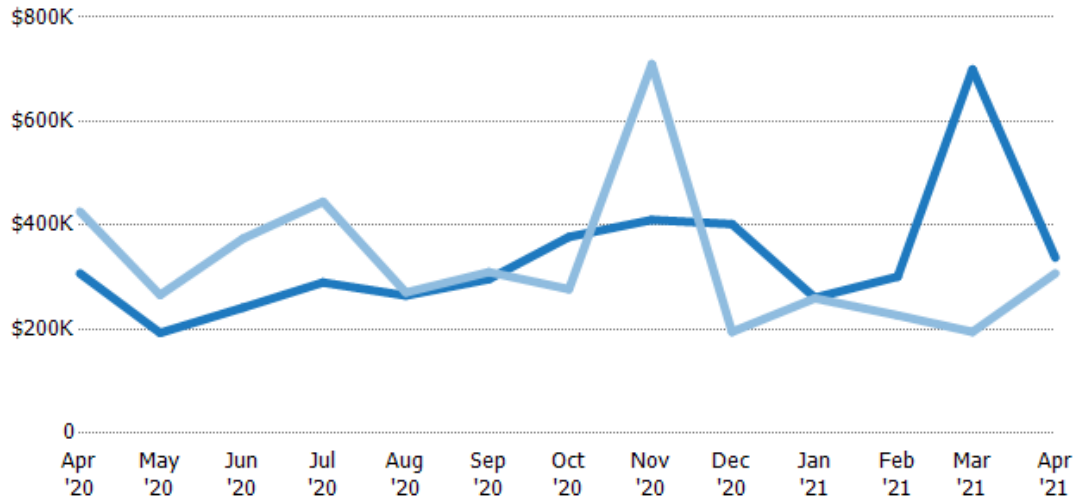
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Condo/Townhouse	100%	-	-	67%	50%	50%	-	13%	13%	67%	50%	-	40%
Single Family Residence	-	100%	-	33%	50%	50%	100%	88%	87%	33%	50%	100%	60%

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



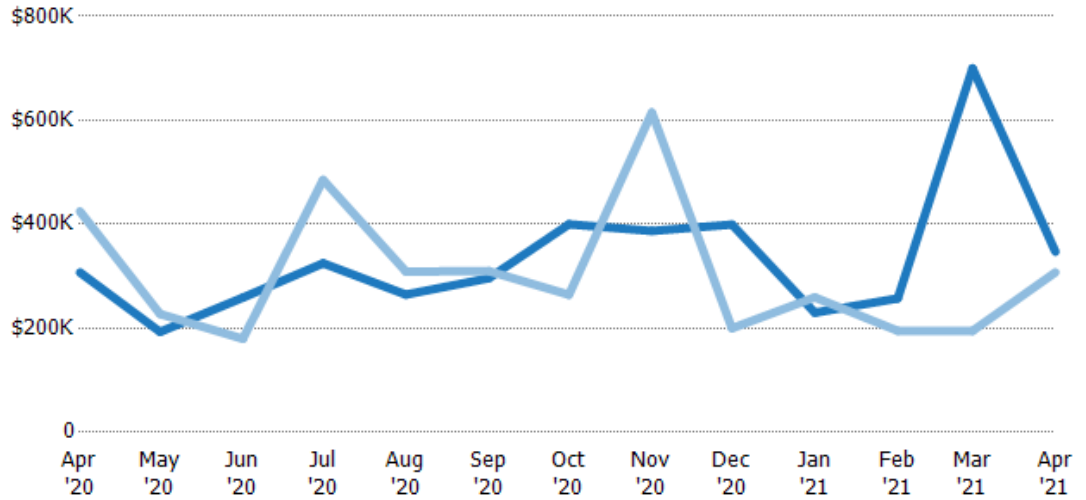
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$378K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K
Prior Year	\$426K	\$266K	\$374K	\$445K	\$271K	\$310K	\$277K	\$710K	\$195K	\$260K	\$227K	\$195K	\$308K
Percent Change from Prior Year	-28%	-27%	-100%	-35%	-2%	-4%	36%	-42%	107%	0%	33%	259%	10%

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



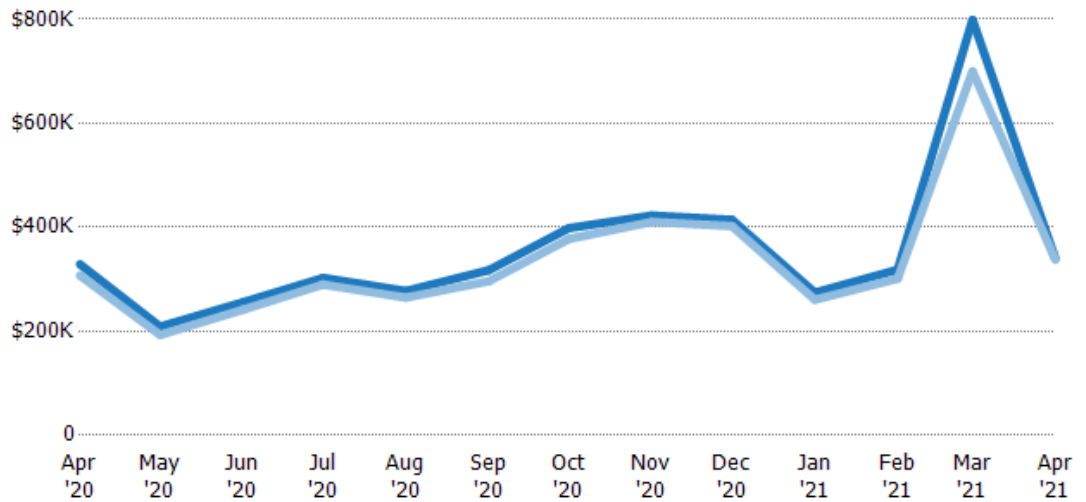
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$400K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K
Prior Year	\$425K	\$228K	\$180K	\$486K	\$309K	\$310K	\$265K	\$615K	\$200K	\$260K	\$195K	\$195K	\$308K
Percent Change from Prior Year	-28%	-15%	-100%	-33%	-14%	-4%	51%	-37%	100%	-11%	32%	259%	13%

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



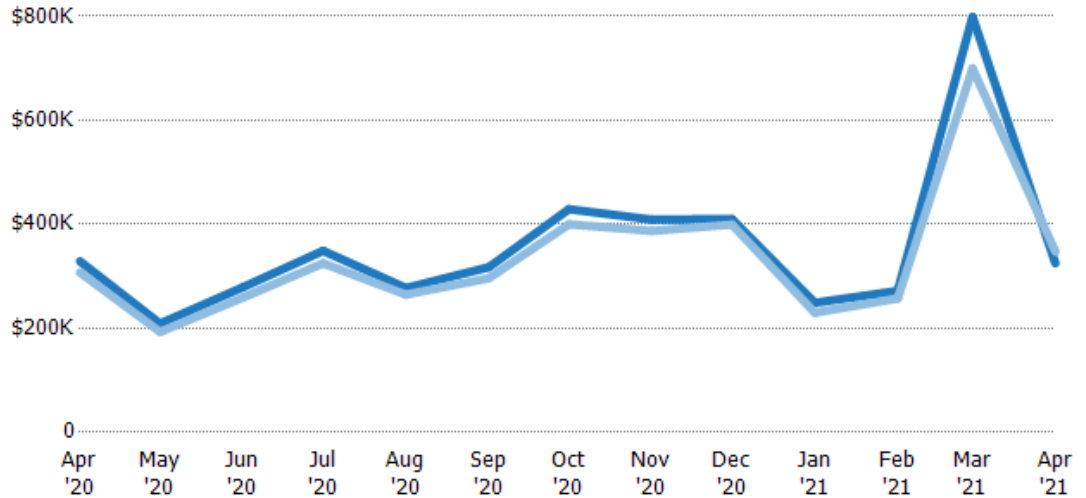
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg List Price	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$398K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K
Avg Sales Price	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$378K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K
Avg Sales Price as a % of Avg List Price	93%	92%	94%	96%	95%	93%	95%	97%	97%	95%	95%	88%	99%

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



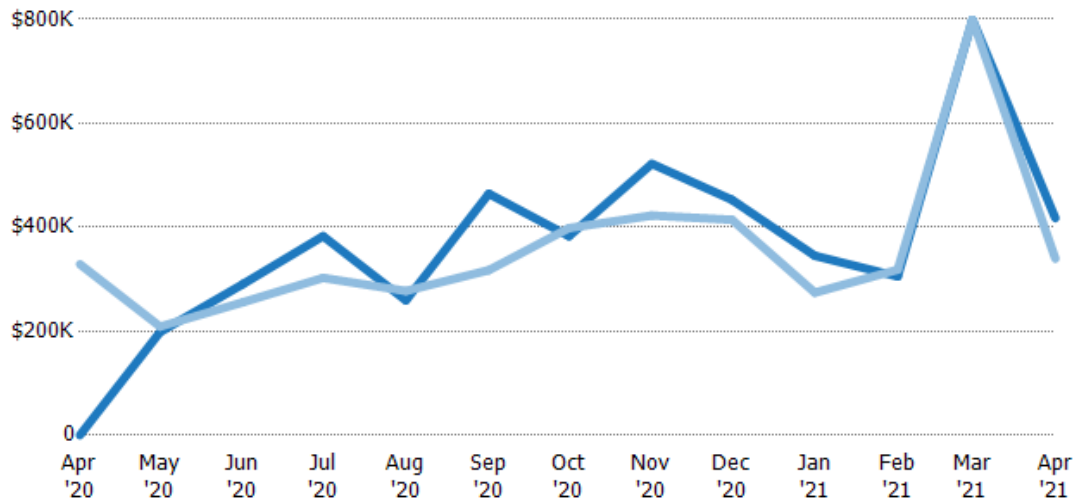
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$429K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K
Median Sales Price	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$400K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K
Med Sales Price as a % of Med List Price	93%	92%	93%	93%	95%	93%	93%	95%	97%	92%	95%	88%	107%

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



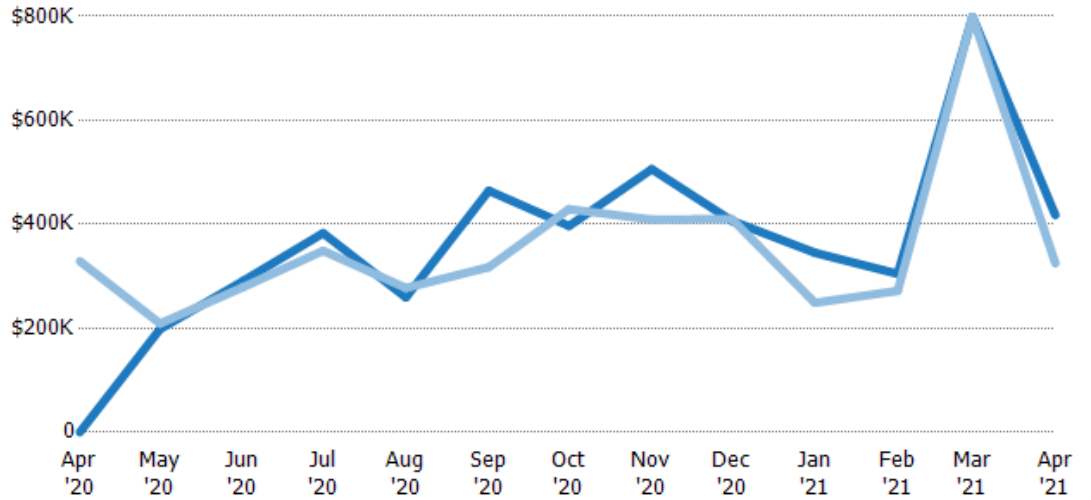
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$0	\$198K	\$291K	\$383K	\$259K	\$465K	\$383K	\$522K	\$453K	\$345K	\$305K	\$799K	\$417K
Avg Sales Price	\$329K	\$209K	\$256K	\$303K	\$278K	\$318K	\$398K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K
Avg Sales Price as a % of Avg Est Value	100%	105%	92%	79%	107%	68%	104%	81%	92%	79%	104%	100%	81%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$0	\$198K	\$291K	\$383K	\$259K	\$465K	\$397K	\$506K	\$407K	\$345K	\$305K	\$799K	\$417K
Median Sales Price	\$329K	\$209K	\$279K	\$349K	\$278K	\$318K	\$429K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K
Med Sales Price as a % of Med Est Value	100%	105%	98%	91%	107%	68%	108%	81%	101%	72%	89%	100%	78%