

## 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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	4	-25%	27	15	+80%
New Listing Volume	\$3,674,000	\$1,088,000	+237.7%	\$13,625,000	\$5,728,000	+137.9%
Active Listing Count	–	26	–	N/A	N/A	
Active Listing Volume	–	\$14,615,000	–	N/A	N/A	
Average Listing Price	–	\$562,115	–	\$375,240	\$593,395	-36.8%
Median Listing Price	–	\$429,000	–	\$328,850	\$431,018	-23.7%
Median Days in RPR	–	182	–	100.78	196.86	-48.8%
Months of Inventory	–	26	-100%	7.1	6.3	+12.8%
Absorption Rate	–	3.85%	–	14%	15.79%	-1.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	1	+600%	28	9	+211.1%
New Pending Sales Volume	\$5,198,500	\$180,000	+2,788.1%	\$13,189,000	\$2,000,800	+559.2%
Pending Sales Count	4	1	+300%	N/A	N/A	
Pending Sales Volume	\$4,313,000	\$180,000	+2,296.1%	N/A	N/A	
Closed Sales Count	5	1	+400%	20	7	+185.7%
Closed Sales Volume	\$2,084,000	\$193,000	+979.8%	\$7,061,700	\$1,635,100	+331.9%
Average Sales Price	\$416,800	\$193,000	+116%	\$353,085	\$233,586	+51.2%
Median Sales Price	\$450,000	\$193,000	+133.2%	\$346,050	\$220,043	+57.3%

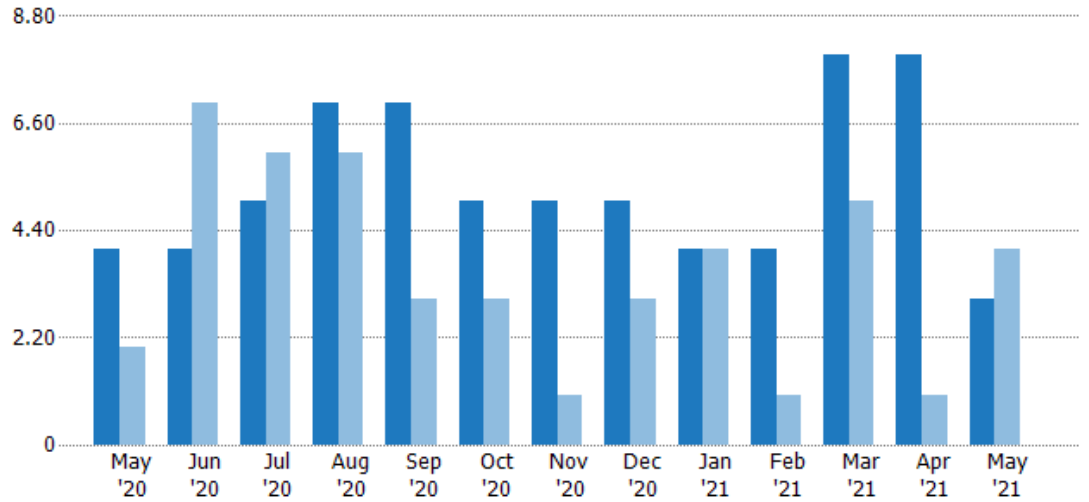
## New Listings

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.
May '21	3	-25%
May '20	4	100%
May '19	2	300%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	4	4	5	7	7	5	5	5	4	4	8	8	3
Prior Year	2	7	6	6	3	3	1	3	4	1	5	1	4
Percent Change from Prior Year	100%	-43%	-17%	17%	133%	67%	400%	67%	0%	300%	60%	700%	-25%

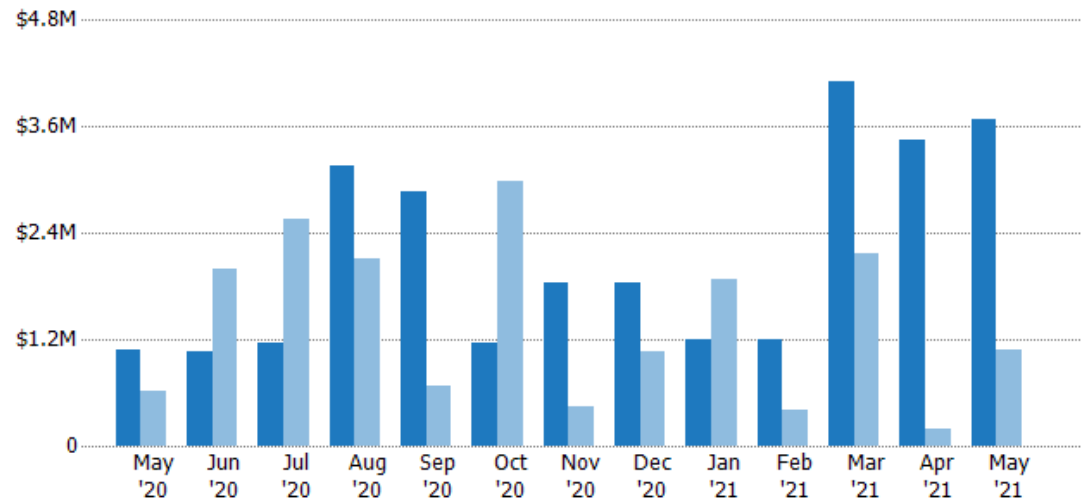
## New Listing Volume

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.
May '21	\$3.67M	237.7%
May '20	\$1.09M	76.9%
May '19	\$615K	406.8%



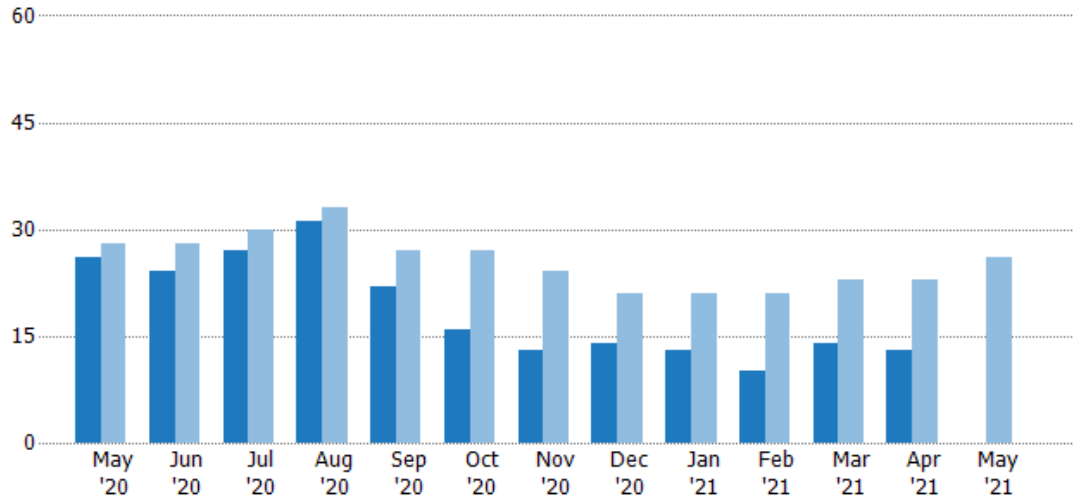
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$1.09M	\$1.07M	\$1.17M	\$3.16M	\$2.87M	\$1.16M	\$1.84M	\$1.84M	\$1.2M	\$1.19M	\$4.12M	\$3.44M	\$3.67M
Prior Year	\$615K	\$1.99M	\$2.56M	\$2.1M	\$679K	\$2.99M	\$450K	\$1.06M	\$1.88M	\$400K	\$2.17M	\$185K	\$1.09M
Percent Change from Prior Year	77%	-46%	-54%	50%	322%	-61%	308%	74%	-36%	198%	90%	1,761%	238%

## 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



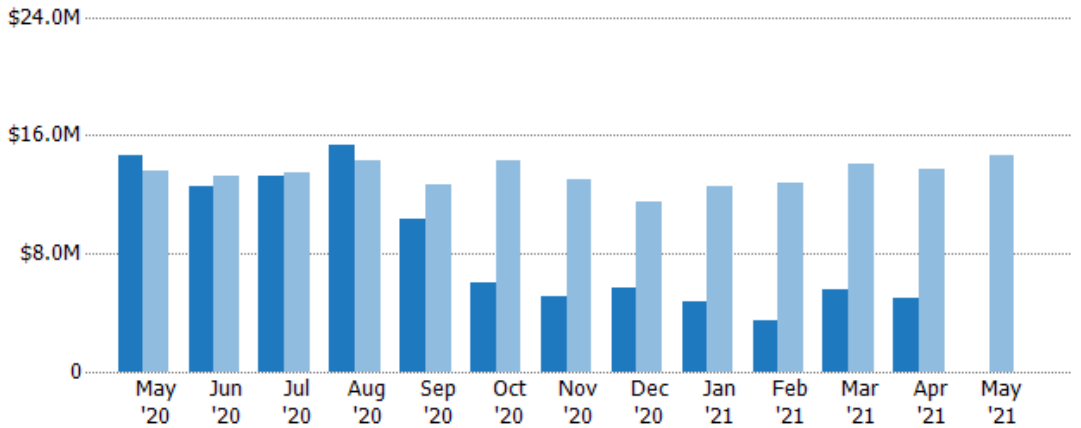
Current Year	26	24	27	31	22	16	13	14	13	10	14	13	-
Prior Year	28	28	30	33	27	27	24	21	21	21	23	23	26
Percent Change from Prior Year	-7%	-14%	-10%	-6%	-19%	-41%	-46%	-33%	-38%	-52%	-39%	-43%	-100%

## 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



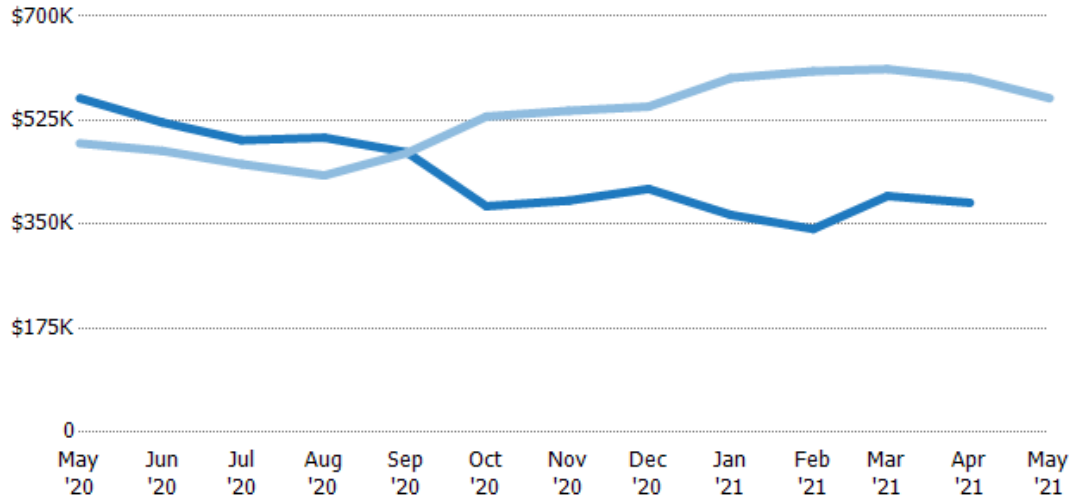
Current Year	\$14.6M	\$12.5M	\$13.3M	\$15.4M	\$10.4M	\$6.09M	\$5.07M	\$5.73M	\$4.76M	\$3.42M	\$5.56M	\$5.02M	-
Prior Year	\$13.6M	\$13.3M	\$13.5M	\$14.3M	\$12.7M	\$14.3M	\$13M	\$11.5M	\$12.5M	\$12.8M	\$14.1M	\$13.7M	\$14.6M
Percent Change from Prior Year	7%	-6%	-2%	8%	-18%	-58%	-61%	-50%	-62%	-73%	-60%	-63%	-100%

## 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



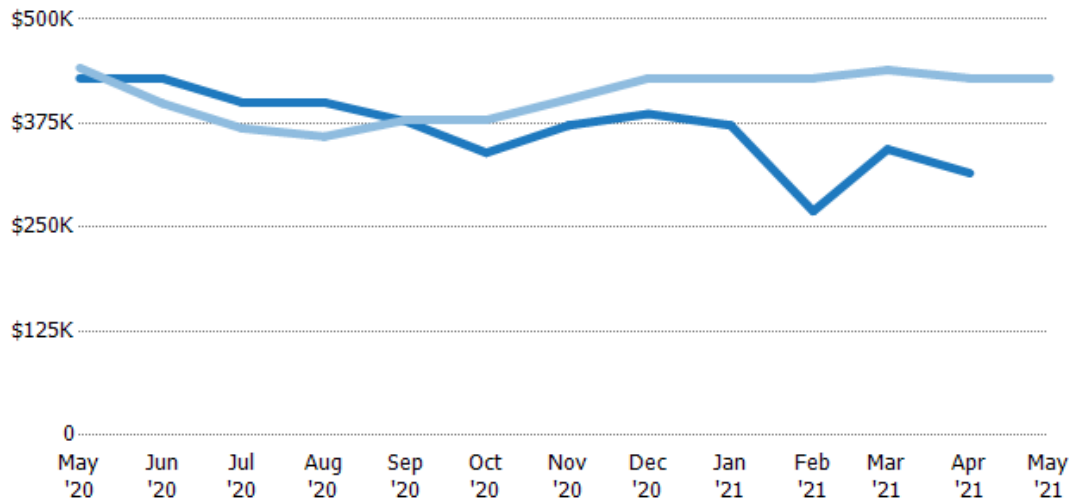
Current Year	\$562K	\$521K	\$491K	\$496K	\$471K	\$380K	\$390K	\$409K	\$366K	\$342K	\$397K	\$386K	-
Prior Year	\$486K	\$474K	\$451K	\$432K	\$470K	\$531K	\$541K	\$548K	\$596K	\$607K	\$611K	\$596K	\$562K
Percent Change from Prior Year	16%	10%	9%	15%	0%	-28%	-28%	-25%	-39%	-44%	-35%	-35%	-100%

## 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



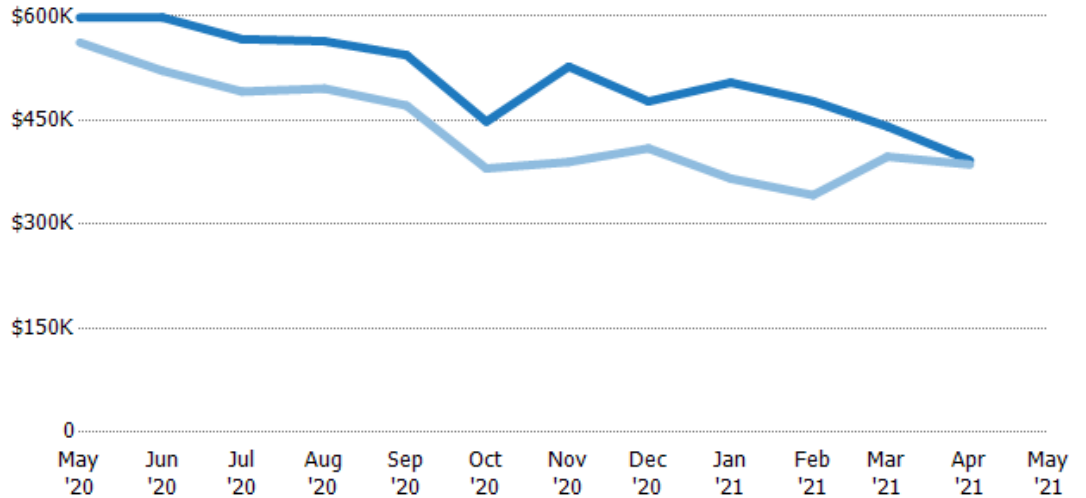
Current Year	\$429K	\$429K	\$400K	\$400K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K	\$344K	\$315K	-
Prior Year	\$441K	\$399K	\$369K	\$359K	\$379K	\$379K	\$404K	\$429K	\$429K	\$429K	\$439K	\$429K	\$429K
Percent Change from Prior Year	-3%	8%	8%	11%	-1%	-10%	-8%	-10%	-13%	-37%	-22%	-27%	-100%

## 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



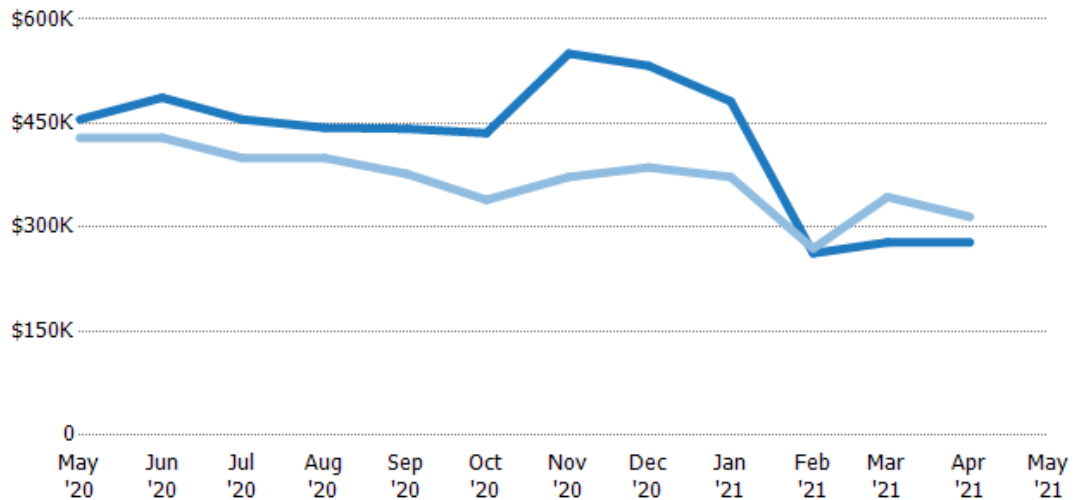
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$598K	\$598K	\$567K	\$564K	\$544K	\$448K	\$527K	\$477K	\$504K	\$478K	\$441K	\$392K	-
Avg Listing Price	\$562K	\$521K	\$491K	\$496K	\$471K	\$380K	\$390K	\$409K	\$366K	\$342K	\$397K	\$386K	-
Avg Listing Price as a % of Avg Est Value	94%	87%	87%	88%	87%	85%	74%	86%	73%	72%	90%	98%	-

## 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



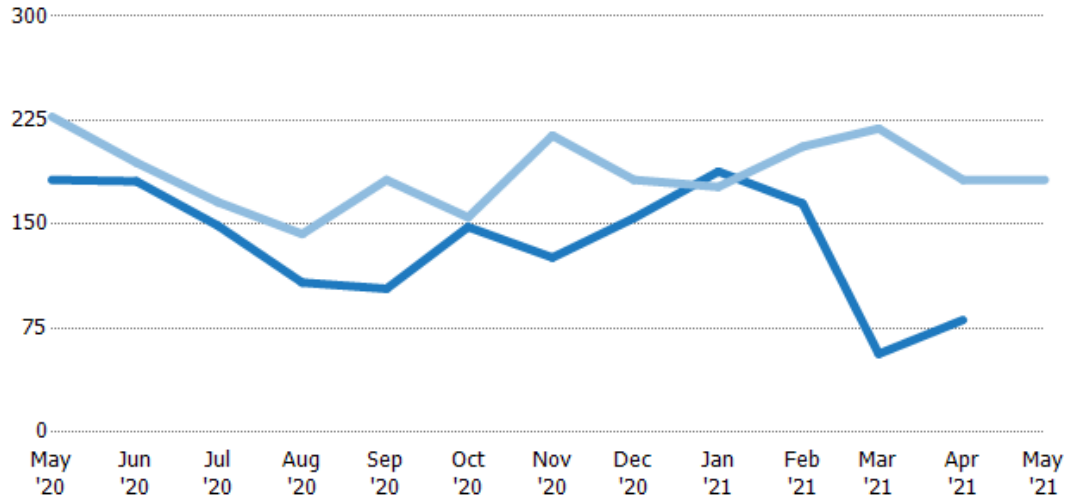
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$456K	\$487K	\$456K	\$444K	\$442K	\$436K	\$550K	\$533K	\$482K	\$262K	\$278K	\$278K	-
Median Listing Price	\$429K	\$429K	\$400K	\$400K	\$377K	\$340K	\$373K	\$386K	\$373K	\$269K	\$344K	\$315K	-
Med Listing Price as a % of Med Est Value	94%	88%	88%	90%	85%	78%	68%	72%	77%	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



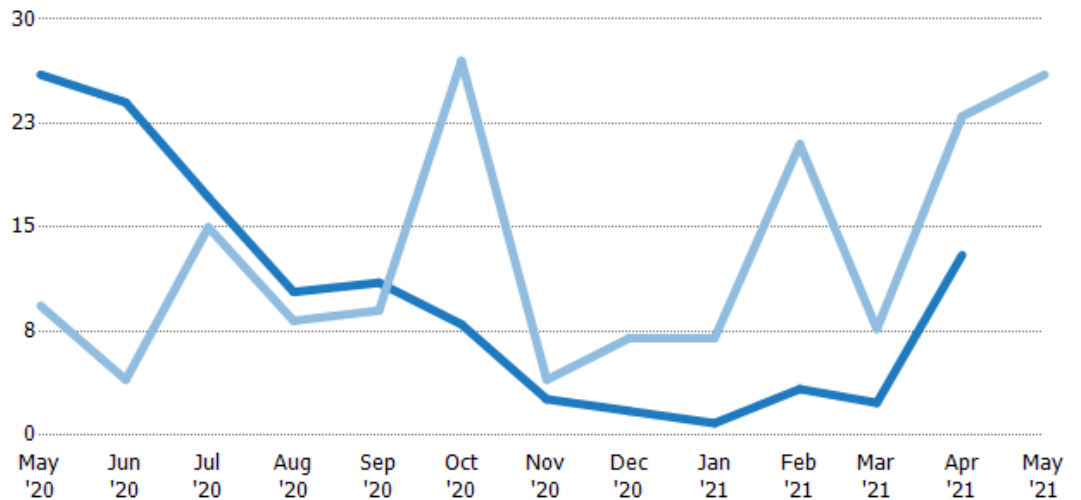
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	182	181	149	108	104	148	126	155	188	165	56.5	81	-
Prior Year	228	195	166	143	182	155	214	182	177	206	219	182	182
Percent Change from Prior Year	-20%	-7%	-10%	-24%	-43%	-5%	-41%	-15%	6%	-20%	-74%	-55%	-100%

## 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



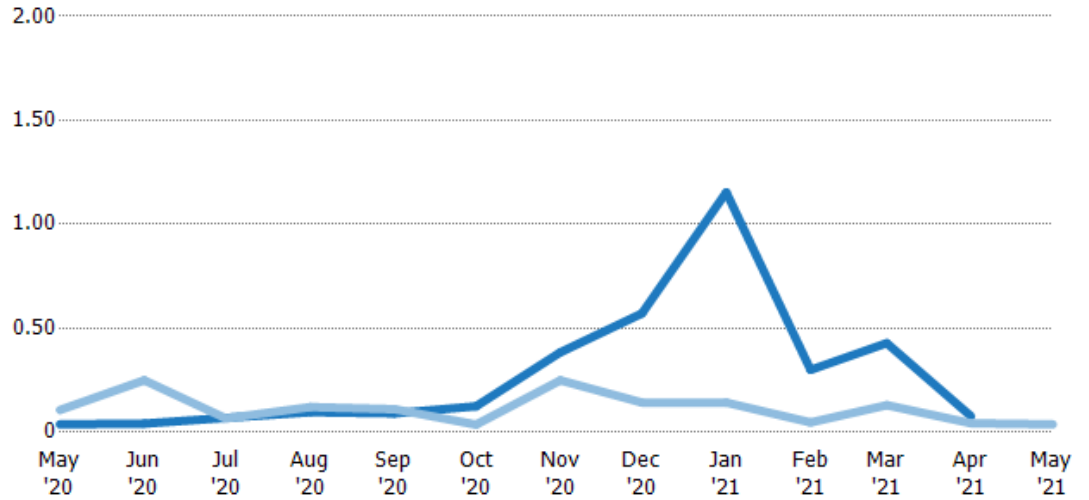
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	26	24	17.2	10.3	11	8	2.6	1.75	0	3.33	2.33	13	-
Prior Year	9.33	4	15	8.25	9	27	4	7	7	21	7.67	23	26
Percent Change from Prior Year	179%	500%	-100%	25%	22%	-70%	-35%	-75%	-88%	-84%	-70%	-43%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



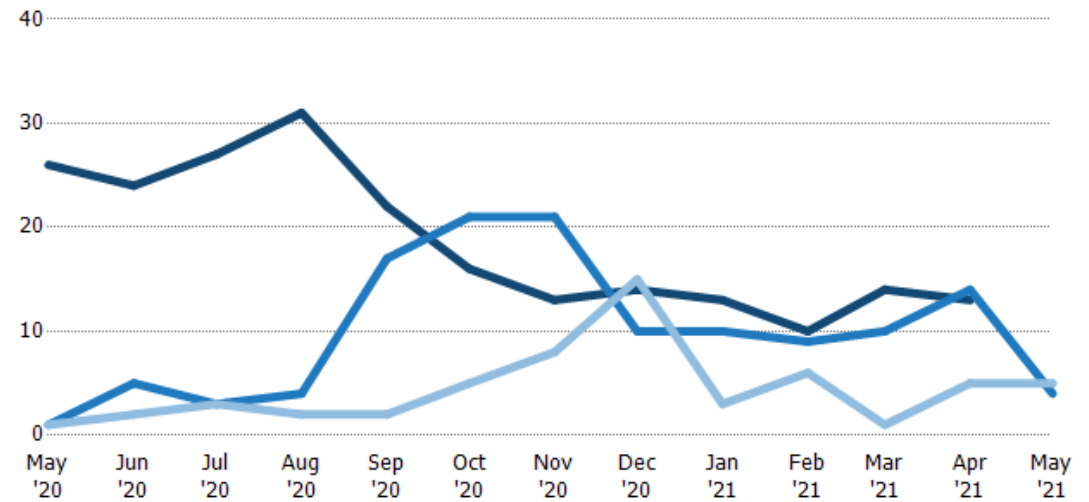
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	4%	4%	7%	10%	9%	13%	38%	57%	115%	30%	43%	8%	-
Prior Year	11%	25%	7%	12%	11%	4%	25%	14%	14%	5%	13%	4%	4%
Change from Prior Year	7%	21%	7%	2%	2%	-9%	-13%	-43%	-101%	-25%	-30%	-3%	4%

## 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



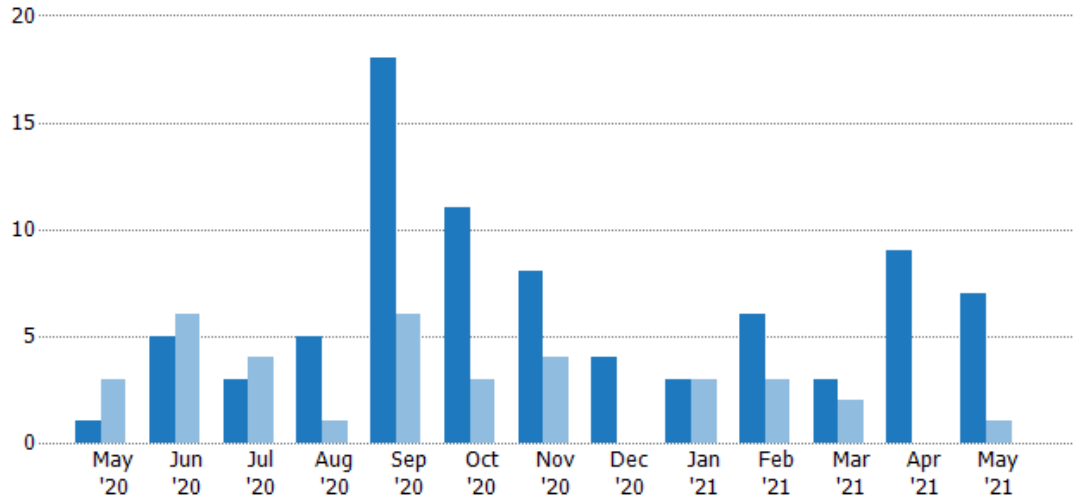
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	26	24	27	31	22	16	13	14	13	10	14	13	-
Pending	1	5	3	4	17	21	21	10	10	9	10	14	4
Sold	1	2	3	2	2	5	8	15	3	6	1	5	5

## 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



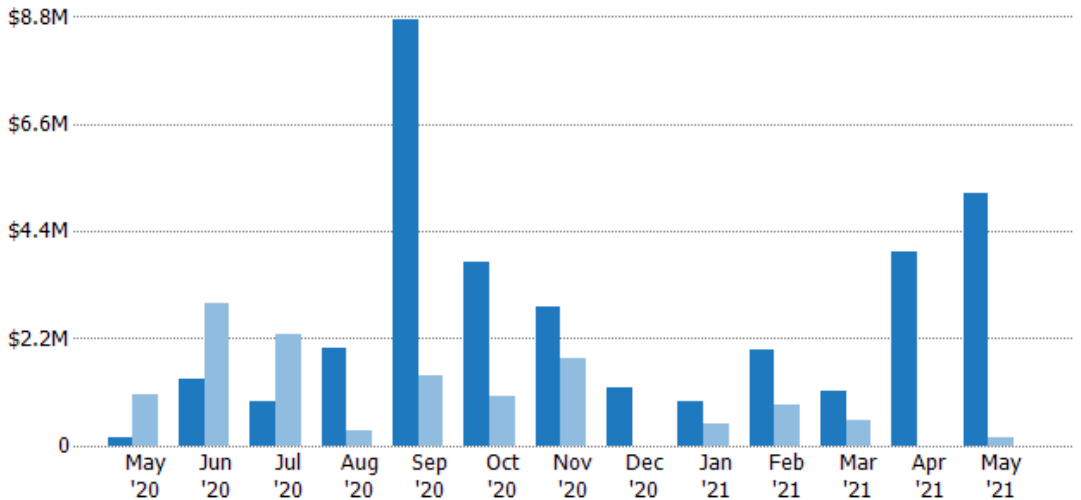
Current Year	1	5	3	5	18	11	8	4	3	6	3	9	7
Prior Year	3	6	4	1	6	3	4	-	3	3	2	-	1
Percent Change from Prior Year	-67%	-17%	-25%	400%	200%	267%	100%	100%	0%	100%	50%	100%	600%

## 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	\$5.2M
Prior Year	\$1.06M	\$2.93M	\$2.28M	\$323K	\$1.45M	\$1M	\$1.81M	-	\$440K	\$843K	\$538K	-	\$180K
Percent Change from Prior Year	-83%	-53%	-60%	522%	501%	277%	58%	100%	108%	133%	110%	100%	2,788%



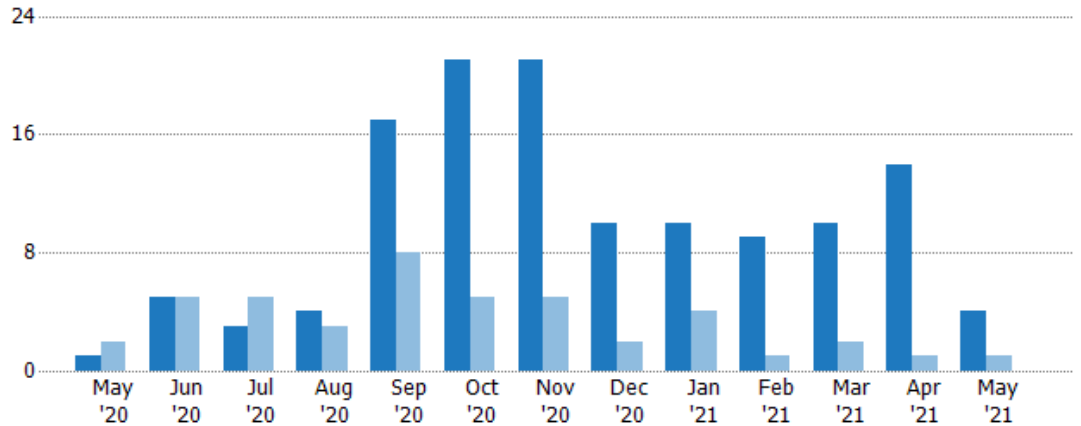
## Pending Sales

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.
May '21	4	300%
May '20	1	-50%
May '19	2	100%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	1	5	3	4	17	21	21	10	10	9	10	14	4
Prior Year	2	5	5	3	8	5	5	2	4	1	2	1	1
Percent Change from Prior Year	-50%	0%	-40%	33%	113%	320%	320%	400%	150%	800%	400%	1,300%	300%

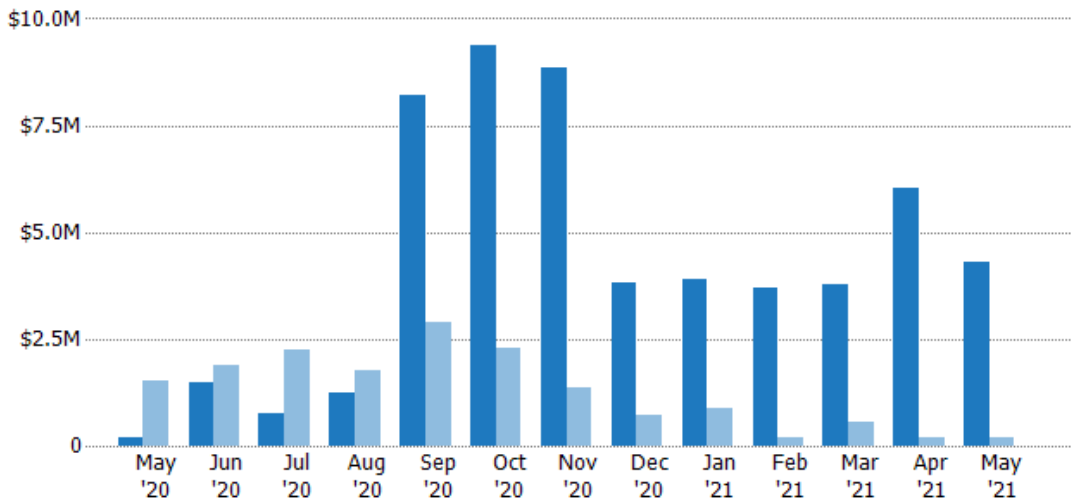
## Pending Sales Volume

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.
May '21	\$4.31M	2,296.1%
May '20	\$180K	-88.1%
May '19	\$1.52M	-8.5%



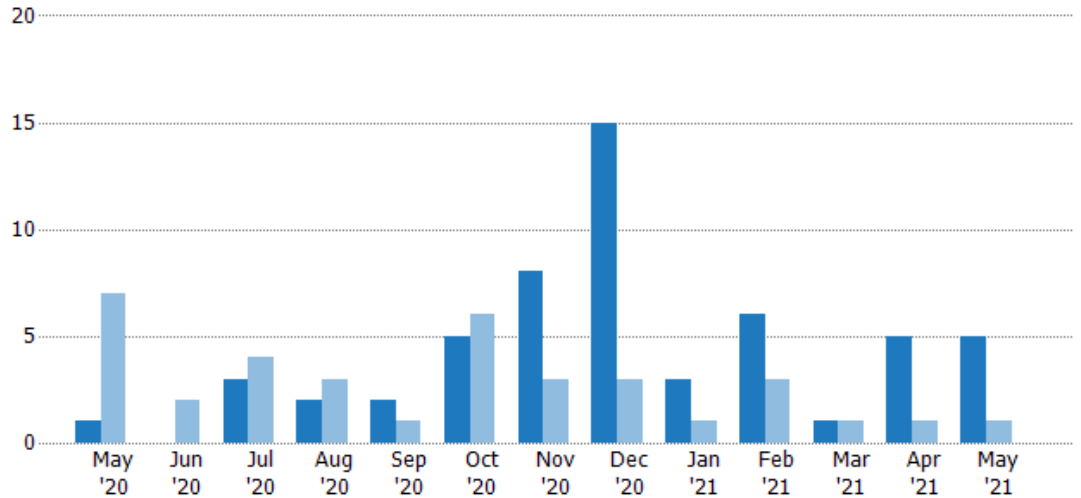
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$180K	\$1.46M	\$740K	\$1.25M	\$8.21M	\$9.38M	\$8.86M	\$3.82M	\$3.91M	\$3.7M	\$3.76M	\$6.05M	\$4.31M
Prior Year	\$1.52M	\$1.9M	\$2.26M	\$1.76M	\$2.89M	\$2.27M	\$1.37M	\$719K	\$890K	\$195K	\$538K	\$209K	\$180K
Percent Change from Prior Year	-88%	-23%	-67%	-29%	184%	313%	545%	431%	339%	1,795%	599%	2,794%	2,296%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



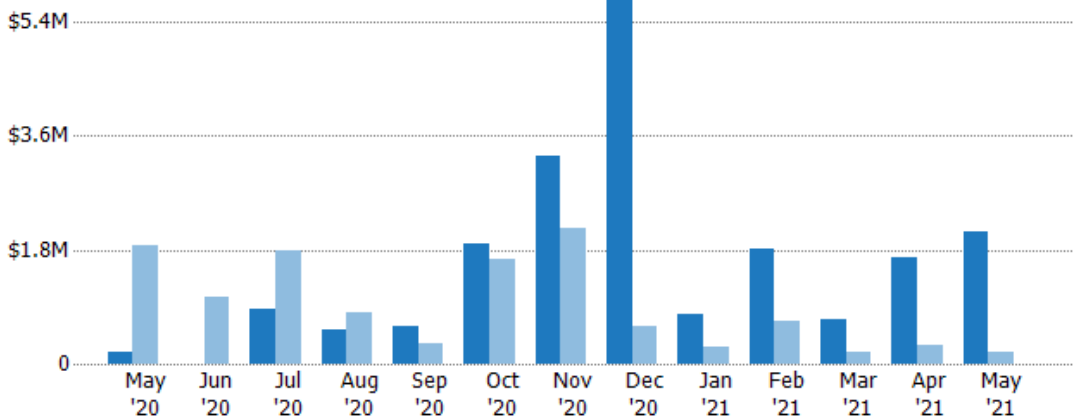
Current Year	1	-	3	2	2	5	8	15	3	6	1	5	5
Prior Year	7	2	4	3	1	6	3	3	1	3	1	1	1
Percent Change from Prior Year	-86%	-100%	-25%	-33%	100%	-17%	167%	400%	200%	100%	0%	400%	400%

## 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



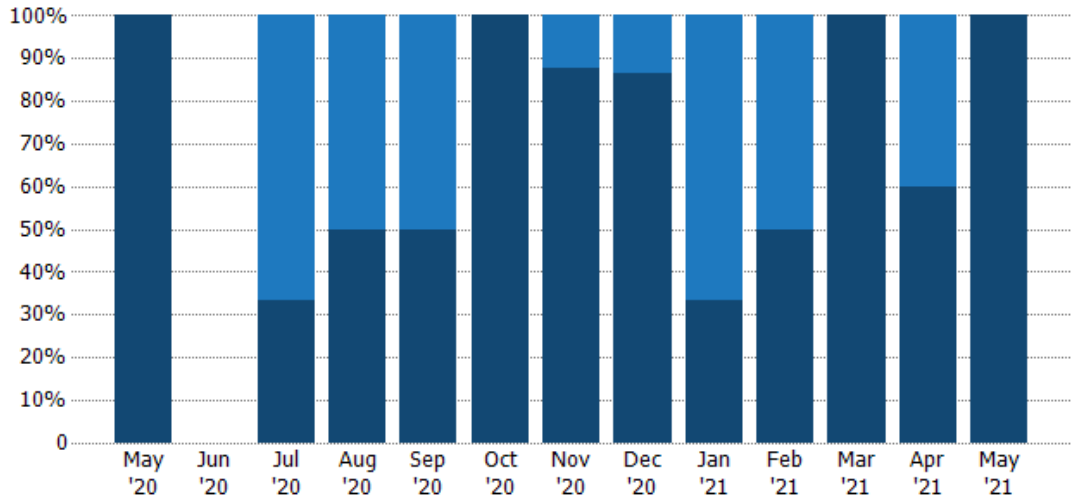
Current Year	\$193K	-	\$870K	\$530K	\$593K	\$1.89M	\$3.28M	\$6.04M	\$782K	\$1.81M	\$700K	\$1.69M	\$2.08M
Prior Year	\$1.86M	\$1.06M	\$1.78M	\$812K	\$310K	\$1.66M	\$2.13M	\$585K	\$260K	\$680K	\$195K	\$308K	\$193K
Percent Change from Prior Year	-90%	-100%	-51%	-35%	91%	14%	54%	933%	201%	166%	259%	449%	980%

## 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



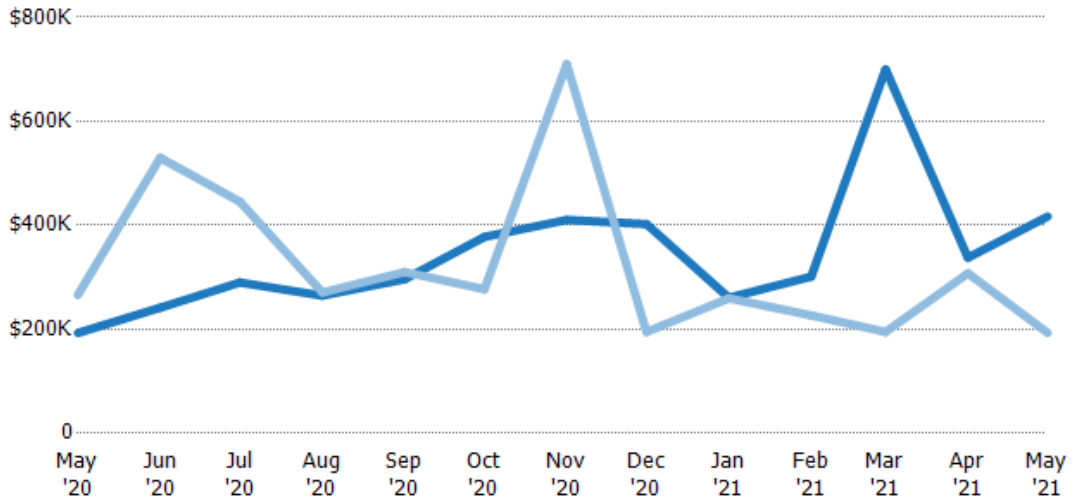
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	-	-	67%	50%	50%	-	13%	13%	67%	50%	-	40%	-
Single Family Residence	100%	-	33%	50%	50%	100%	88%	87%	33%	50%	100%	60%	100%

## 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



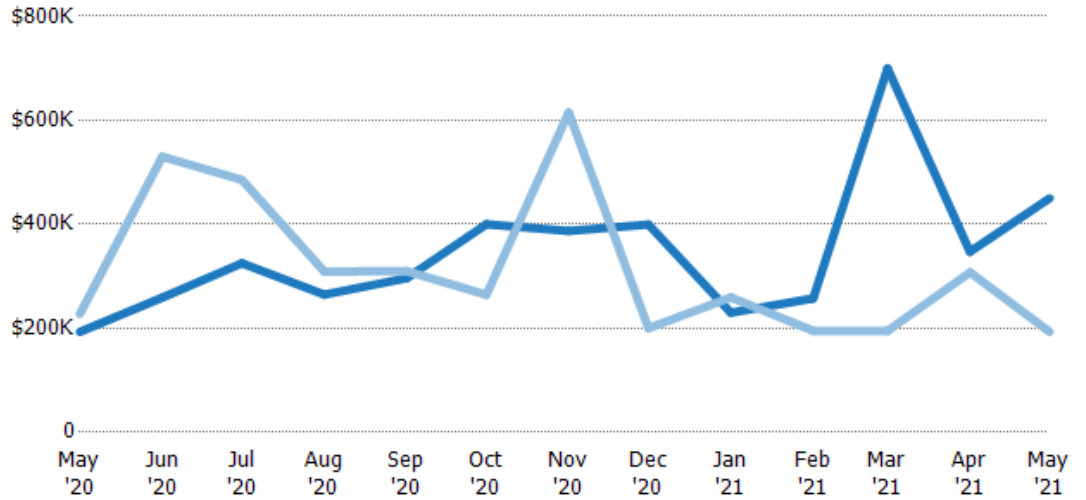
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$193K	\$242K	\$290K	\$265K	\$296K	\$378K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$417K
Prior Year	\$266K	\$530K	\$445K	\$271K	\$310K	\$277K	\$710K	\$195K	\$260K	\$227K	\$195K	\$308K	\$193K
Percent Change from Prior Year	-27%	-100%	-35%	-2%	-4%	36%	-42%	107%	0%	33%	259%	10%	116%

## 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



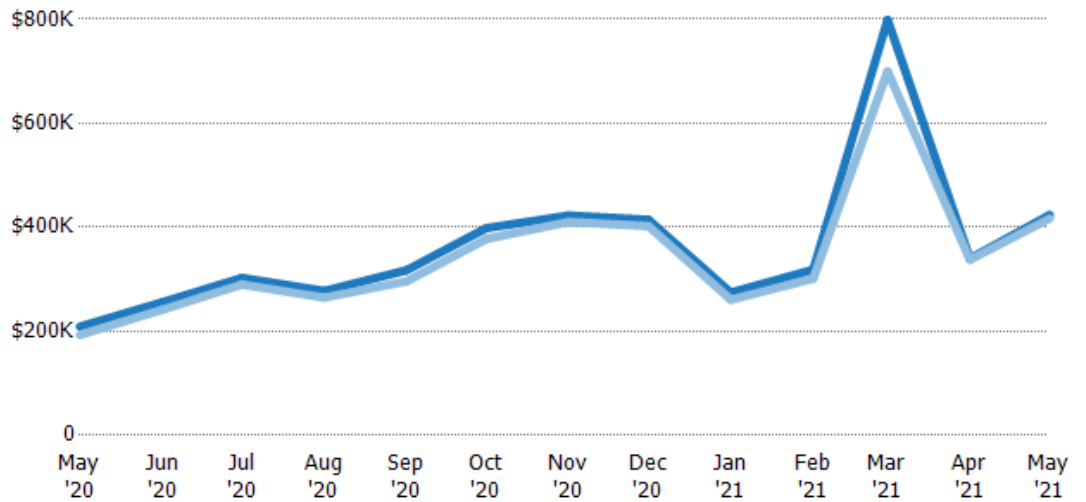
Current Year	\$193K	\$259K	\$325K	\$265K	\$296K	\$400K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$450K
Prior Year	\$228K	\$530K	\$486K	\$309K	\$310K	\$265K	\$615K	\$200K	\$260K	\$195K	\$195K	\$308K	\$193K
Percent Change from Prior Year	-15%	-100%	-33%	-14%	-4%	51%	-37%	100%	-11%	32%	259%	13%	133%

## 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



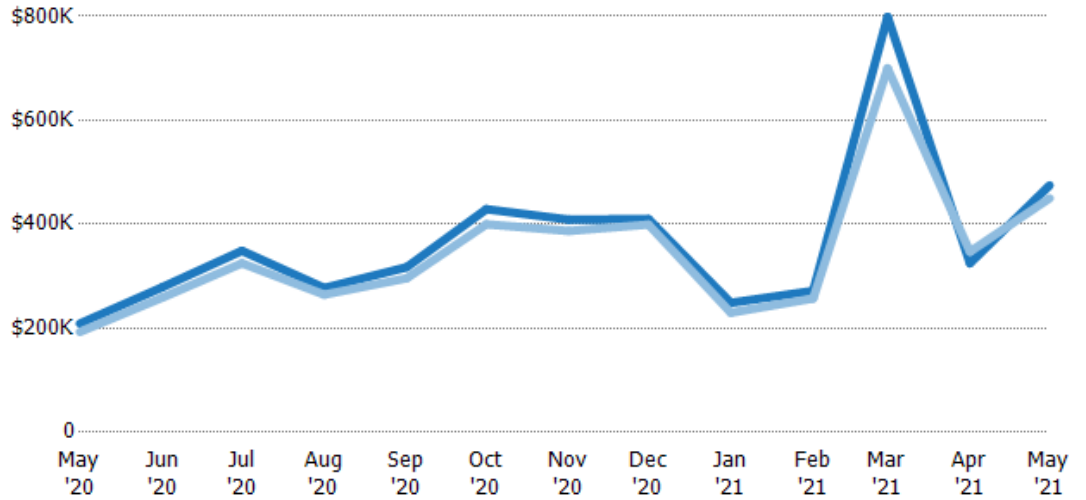
Avg List Price	\$209K	\$256K	\$303K	\$278K	\$318K	\$398K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$424K
Avg Sales Price	\$193K	\$242K	\$290K	\$265K	\$296K	\$378K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$417K
Avg Sales Price as a % of Avg List Price	92%	94%	96%	95%	93%	95%	97%	97%	95%	95%	88%	99%	98%

## 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



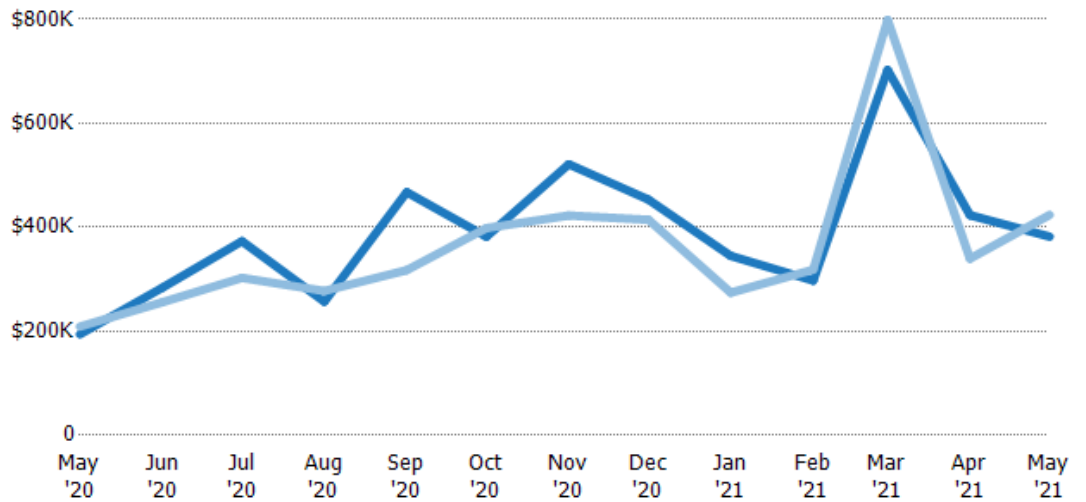
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$209K	\$279K	\$349K	\$278K	\$318K	\$429K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$475K
Median Sales Price	\$193K	\$259K	\$325K	\$265K	\$296K	\$400K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$450K
Med Sales Price as a % of Med List Price	92%	93%	93%	95%	93%	93%	95%	97%	92%	95%	88%	107%	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



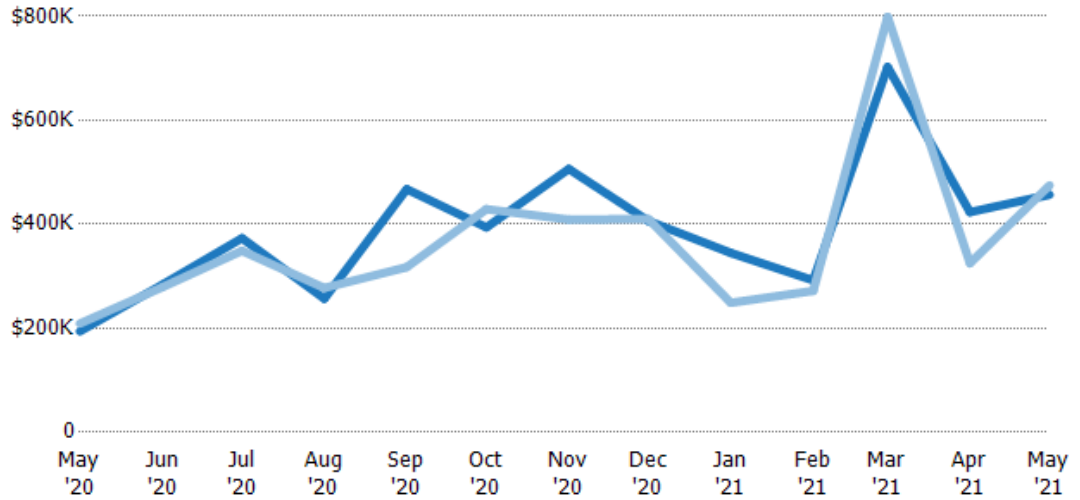
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$194K	\$284K	\$373K	\$257K	\$468K	\$382K	\$521K	\$453K	\$345K	\$297K	\$702K	\$423K	\$382K
Avg Sales Price	\$209K	\$256K	\$303K	\$278K	\$318K	\$398K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$424K
Avg Sales Price as a % of Avg Est Value	108%	94%	81%	108%	68%	104%	81%	91%	80%	107%	114%	80%	111%

## 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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$194K	\$284K	\$373K	\$257K	\$468K	\$394K	\$506K	\$406K	\$345K	\$292K	\$702K	\$423K	\$457K
Median Sales Price	\$209K	\$279K	\$349K	\$278K	\$318K	\$429K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$475K
Med Sales Price as a % of Med Est Value	108%	101%	94%	108%	68%	109%	81%	101%	72%	93%	114%	77%	104%