

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	32	25	+28%
New Listing Volume	\$598,000	\$1,166,000	-48.7%	\$15,107,000	\$8,331,000	+81.3%
Active Listing Count	—	28	—	N/A	N/A	
Active Listing Volume	—	\$13,632,000	—	N/A	N/A	
Average Listing Price	—	\$486,857	—	\$377,167	\$560,318	-32.7%
Median Listing Price	—	\$382,500	—	\$358,131	\$422,047	-15.1%
Median Days in RPR	—	150.5	—	111.09	177.9	-37.6%
Months of Inventory	—	—	—	8.4	7.4	+13.6%
Absorption Rate	—	—	—	11.9%	13.53%	-1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	3	3	+—	33	17	+94.1%
New Pending Sales Volume	\$806,500	\$904,000	-10.8%	\$14,893,500	\$4,272,800	+248.6%
Pending Sales Count	—	3	—	N/A	N/A	
Pending Sales Volume	—	\$740,000	—	N/A	N/A	
Closed Sales Count	4	3	+33.3%	32	10	+220%
Closed Sales Volume	\$1,600,000	\$870,000	+83.9%	\$13,926,200	\$2,505,100	+455.9%
Average Sales Price	\$400,000	\$290,000	+37.9%	\$435,194	\$250,510	+73.7%
Median Sales Price	\$382,500	\$325,000	+17.7%	\$373,156	\$251,530	+48.4%

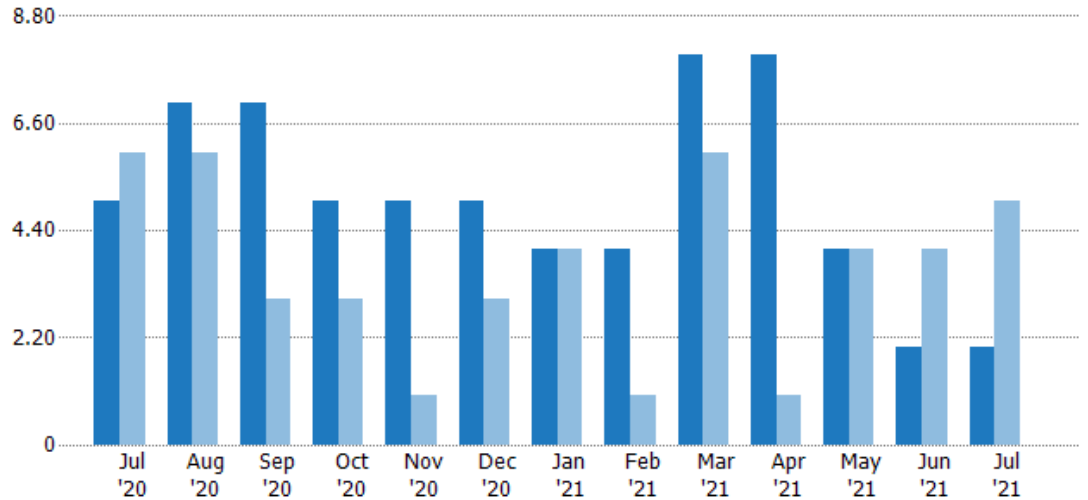
New Listings

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.
Jul '21	2	-60%
Jul '20	5	-16.7%
Jul '19	6	-66.7%



Current Year	5	7	7	5	5	5	4	4	8	8	4	2	2
Prior Year	6	6	3	3	1	3	4	1	6	1	4	4	5
Percent Change from Prior Year	-17%	17%	133%	67%	400%	67%	0%	300%	33%	700%	0%	-50%	-60%

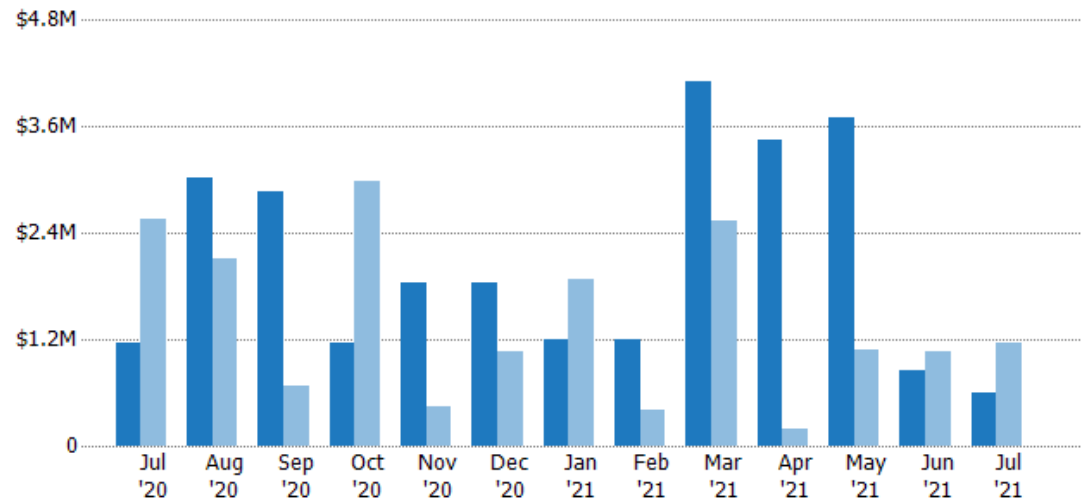
New Listing Volume

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.
Jul '21	\$598K	-48.7%
Jul '20	\$1.17M	-54.4%
Jul '19	\$2.56M	-59.9%



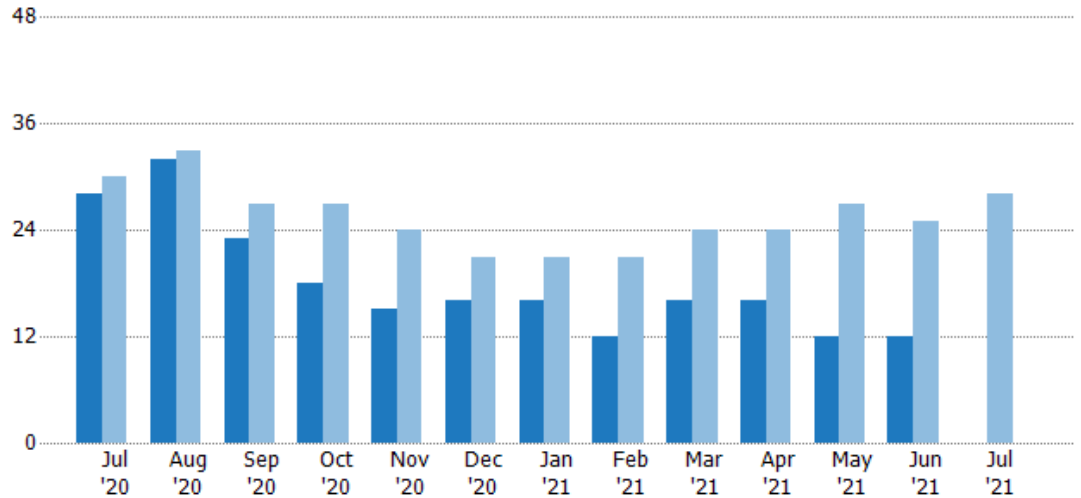
Current Year	\$1.17M	\$3.03M	\$2.87M	\$1.16M	\$1.84M	\$1.84M	\$1.2M	\$1.19M	\$4.12M	\$3.44M	\$3.71M	\$849K	\$598K
Prior Year	\$2.56M	\$2.1M	\$679K	\$2.99M	\$450K	\$1.06M	\$1.88M	\$400K	\$2.54M	\$185K	\$1.09M	\$1.07M	\$1.17M
Percent Change from Prior Year	-54%	44%	322%	-61%	308%	74%	-36%	198%	62%	1,761%	241%	-21%	-49%

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



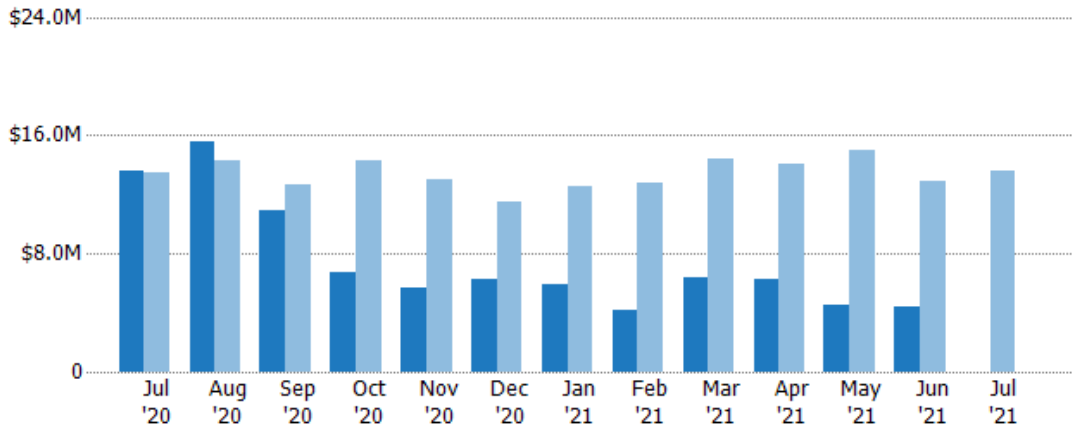
Current Year	28	32	23	18	15	16	16	12	16	16	12	12	-
Prior Year	30	33	27	27	24	21	21	21	24	24	27	25	28
Percent Change from Prior Year	-7%	-3%	-15%	-33%	-38%	-24%	-24%	-43%	-33%	-33%	-56%	-52%	-100%

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



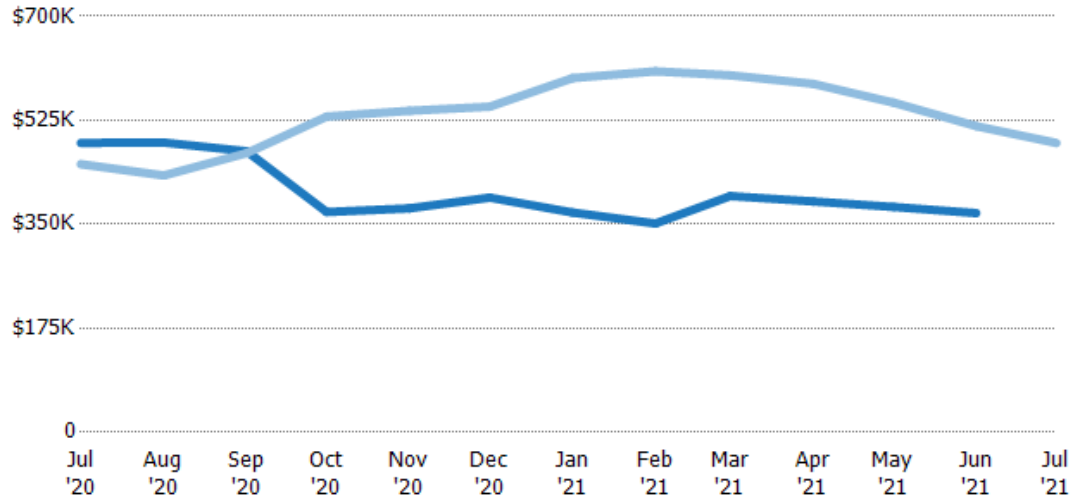
Current Year	\$13.6M	\$15.6M	\$10.9M	\$6.67M	\$5.65M	\$6.32M	\$5.92M	\$4.22M	\$6.36M	\$6.22M	\$4.55M	\$4.43M	-
Prior Year	\$13.5M	\$14.3M	\$12.7M	\$14.3M	\$13M	\$11.5M	\$12.5M	\$12.8M	\$14.4M	\$14.1M	\$15M	\$12.9M	\$13.6M
Percent Change from Prior Year	1%	9%	-14%	-53%	-56%	-45%	-53%	-67%	-56%	-56%	-70%	-66%	-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



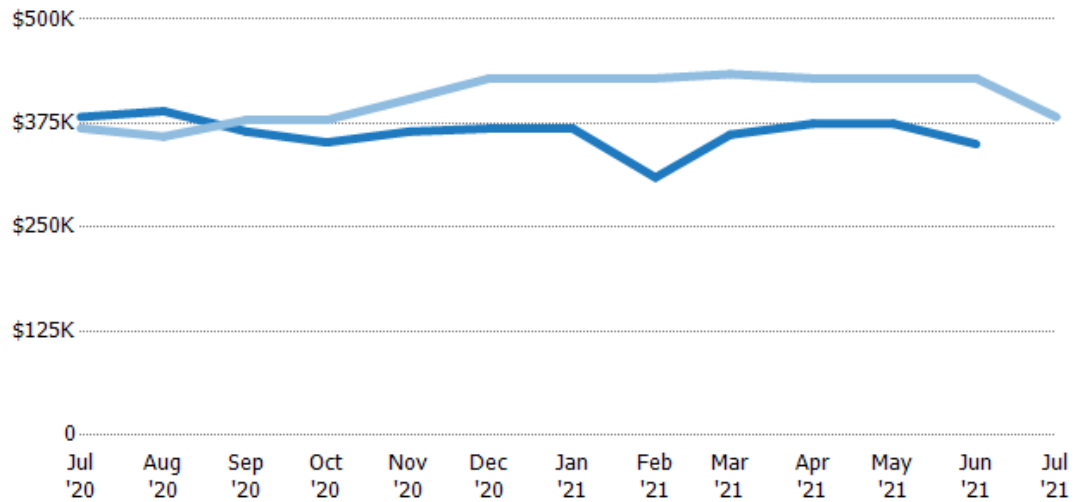
Current Year	\$487K	\$488K	\$473K	\$371K	\$377K	\$395K	\$370K	\$351K	\$397K	\$388K	\$379K	\$369K	-
Prior Year	\$451K	\$432K	\$470K	\$531K	\$541K	\$548K	\$596K	\$607K	\$601K	\$586K	\$555K	\$515K	\$487K
Percent Change from Prior Year	8%	13%	1%	-30%	-30%	-28%	-38%	-42%	-34%	-34%	-32%	-28%	-100%

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



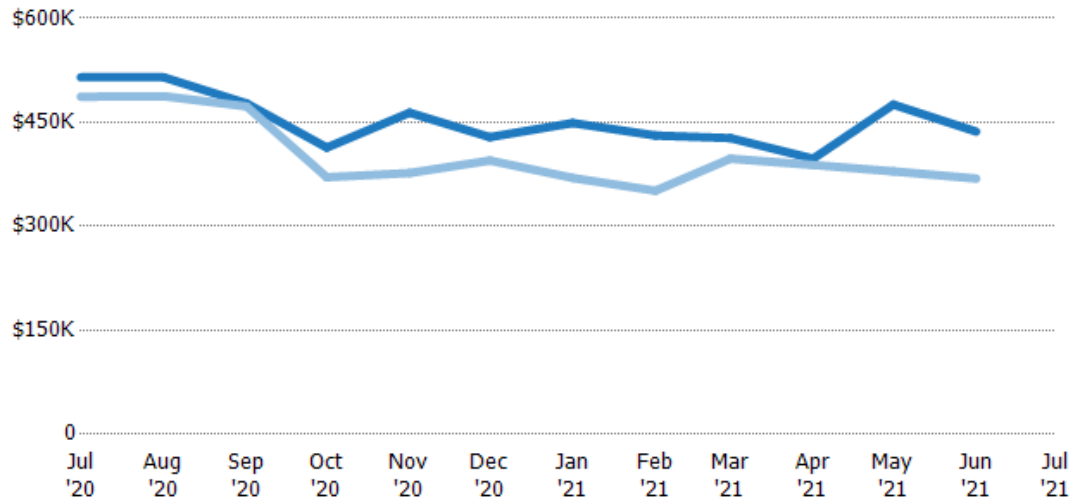
Current Year	\$383K	\$390K	\$365K	\$352K	\$365K	\$369K	\$369K	\$310K	\$361K	\$375K	\$375K	\$350K	-
Prior Year	\$369K	\$359K	\$379K	\$379K	\$404K	\$429K	\$429K	\$429K	\$434K	\$429K	\$429K	\$429K	\$383K
Percent Change from Prior Year	4%	8%	-4%	-7%	-10%	-14%	-14%	-28%	-17%	-13%	-13%	-18%	-100%

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



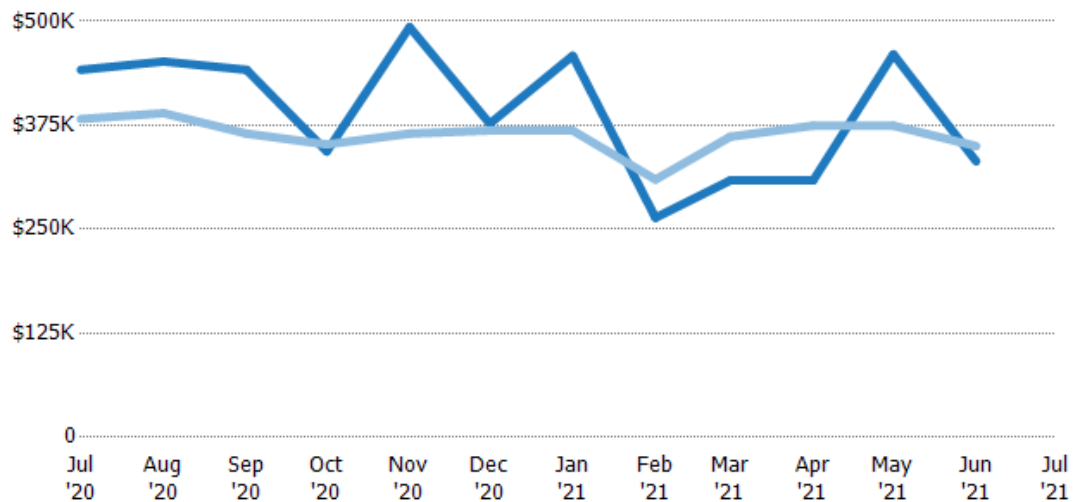
Avg Est Value	\$515K	\$515K	\$477K	\$413K	\$464K	\$429K	\$449K	\$431K	\$427K	\$398K	\$476K	\$437K	-
Avg Listing Price	\$487K	\$488K	\$473K	\$371K	\$377K	\$395K	\$370K	\$351K	\$397K	\$388K	\$379K	\$369K	-
Avg Listing Price as a % of Avg Est Value	95%	95%	99%	90%	81%	92%	82%	82%	93%	98%	80%	84%	-

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



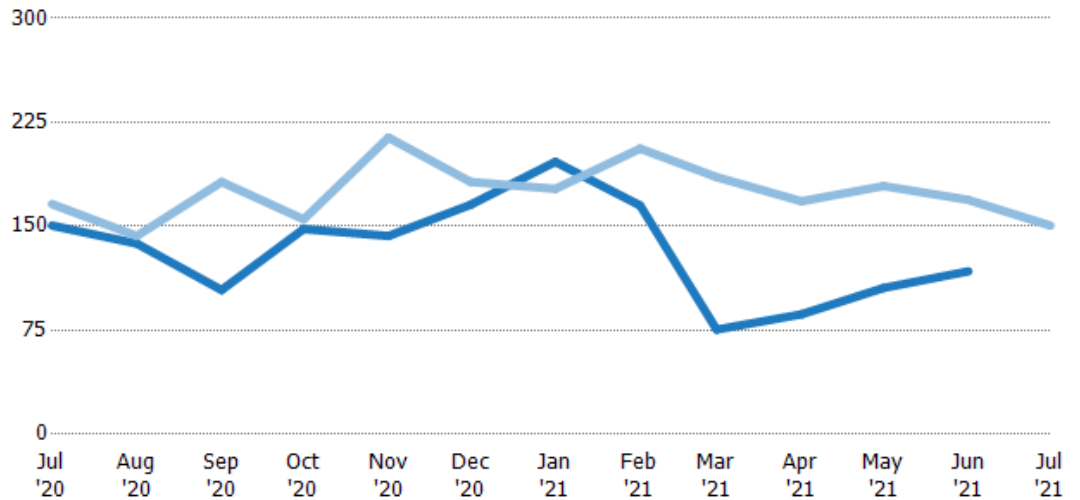
Median Est Value	\$442K	\$452K	\$442K	\$344K	\$493K	\$377K	\$459K	\$264K	\$309K	\$309K	\$460K	\$332K	-
Median Listing Price	\$383K	\$390K	\$365K	\$352K	\$365K	\$369K	\$369K	\$310K	\$361K	\$375K	\$375K	\$350K	-
Med Listing Price as a % of Med Est Value	87%	86%	83%	102%	74%	98%	80%	117%	117%	121%	81%	106%	-

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



Percent Change from Prior Year

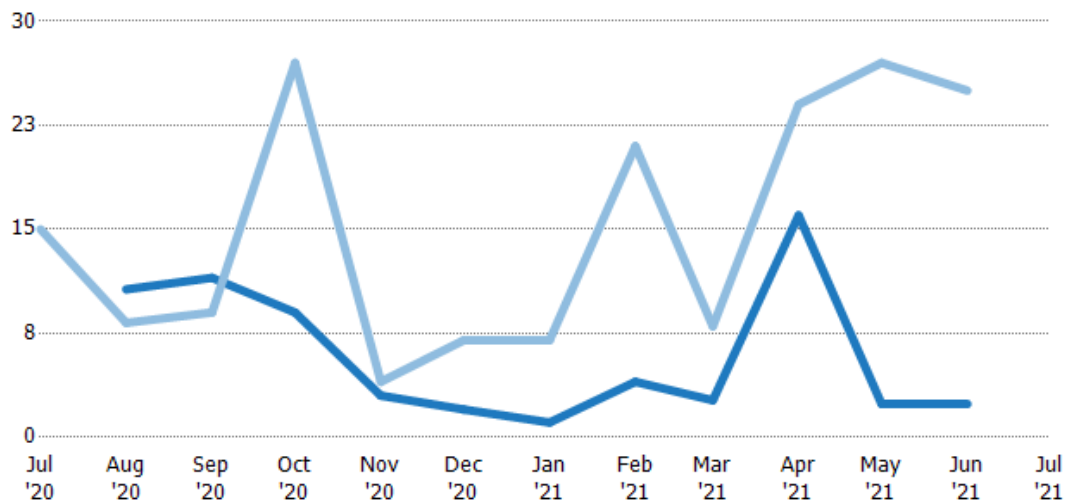
-9% -4% -43% -5% -33% -9% 11% -20% -59% -49% -41% -30% -100%

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



Percent Change from Prior Year

-100% 29% 28% -67% -25% -71% -85% -81% -67% -33% -91% -90% -

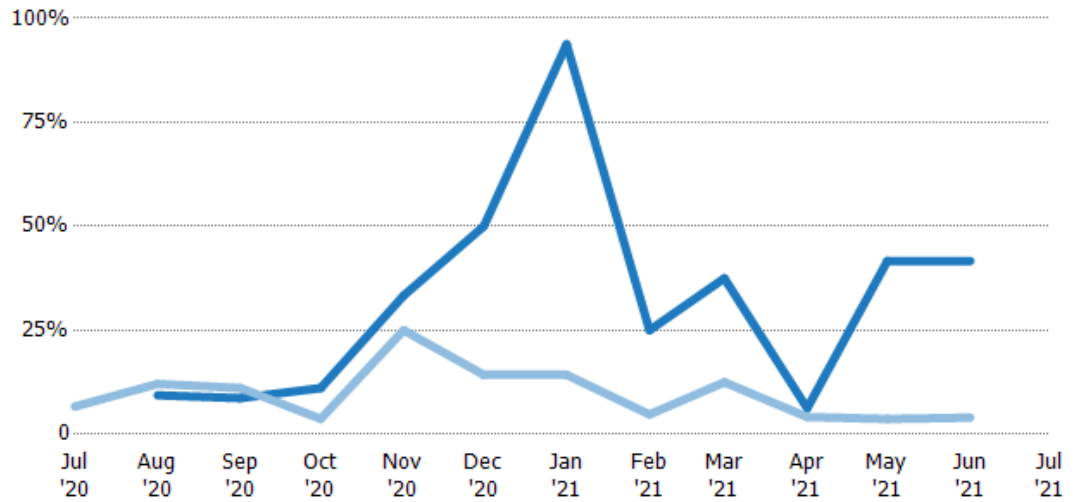
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Ludlow, VT 05149

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



Current Year	-	9%	9%	11%	33%	50%	94%	25%	38%	6%	42%	42%	-
Prior Year	7%	12%	11%	4%	25%	14%	14%	5%	13%	4%	4%	4%	-
Change from Prior Year	7%	3%	2%	-7%	-8%	-36%	-79%	-20%	-25%	-2%	-38%	-38%	-

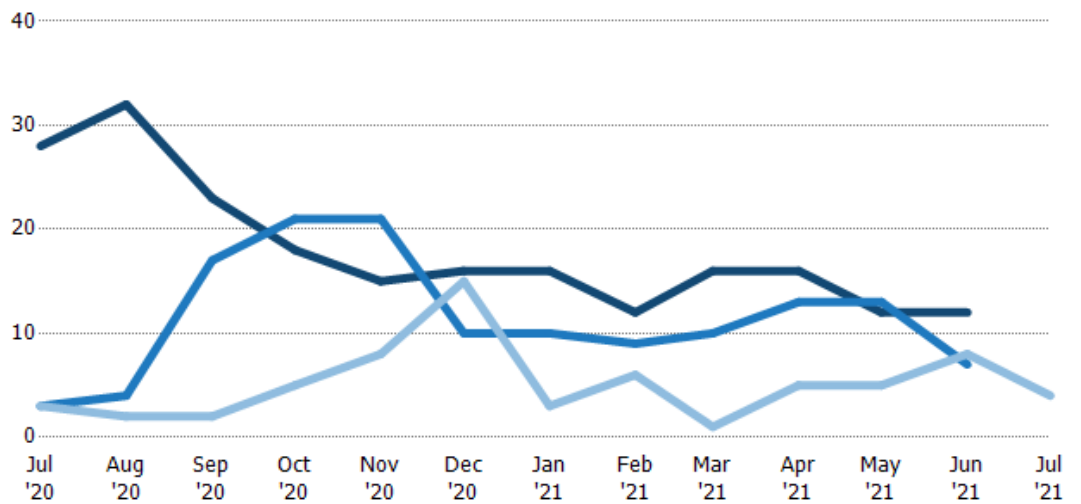
Active/Pending/Sold Units

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



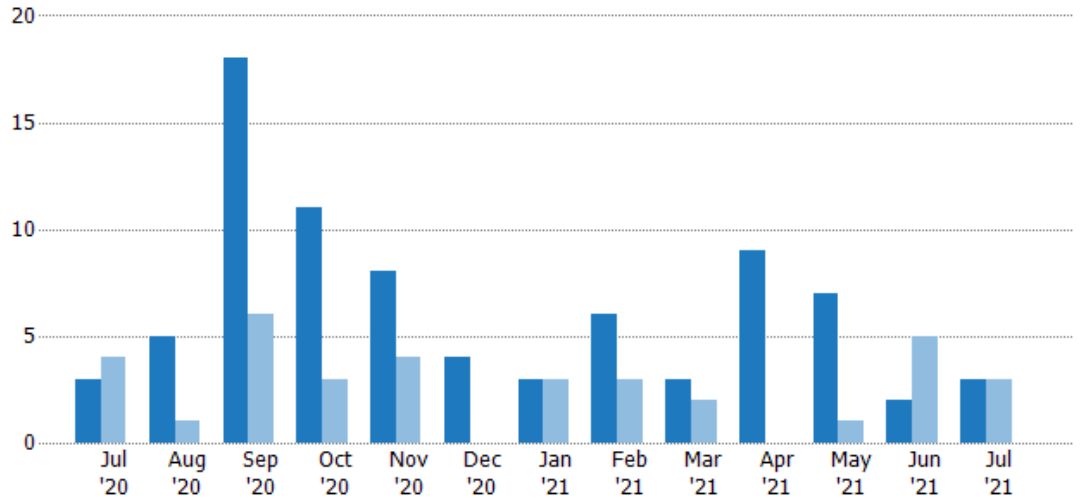
Active	28	32	23	18	15	16	16	12	16	16	12	12	-
Pending	3	4	17	21	21	10	10	9	10	13	13	7	-
Sold	3	2	2	5	8	15	3	6	1	5	5	8	4

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



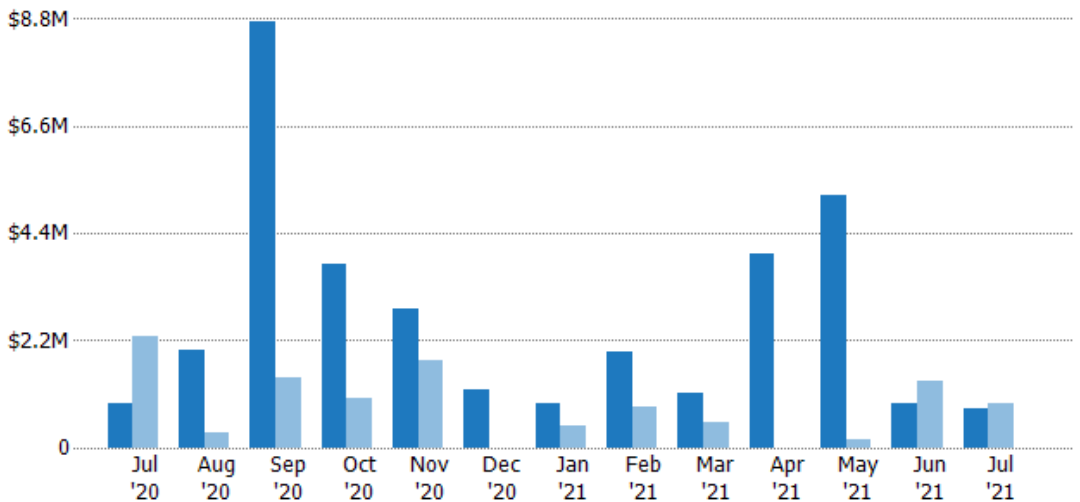
Current Year	3	5	18	11	8	4	3	6	3	9	7	2	3
Prior Year	4	1	6	3	4	-	3	3	2	-	1	5	3
Percent Change from Prior Year	-25%	400%	200%	267%	100%	100%	0%	100%	50%	100%	600%	-60%	0%

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



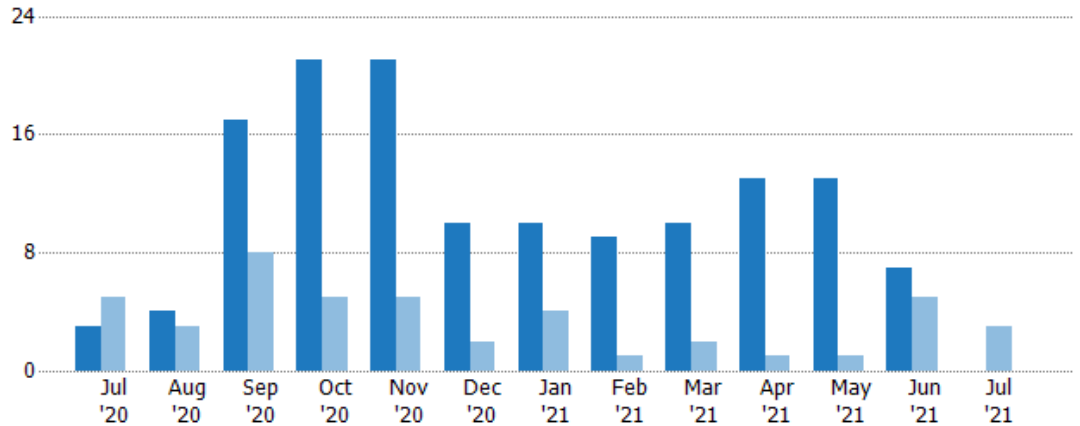
Current Year	\$904K	\$2.01M	\$8.74M	\$3.79M	\$2.86M	\$1.18M	\$913K	\$1.96M	\$1.13M	\$3.99M	\$5.2M	\$898K	\$807K
Prior Year	\$2.28M	\$323K	\$1.45M	\$1M	\$1.81M	-	\$440K	\$843K	\$538K	-	\$180K	\$1.37M	\$904K
Percent Change from Prior Year	-60%	522%	501%	277%	58%	100%	108%	133%	110%	100%	2,788%	-34%	-11%

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



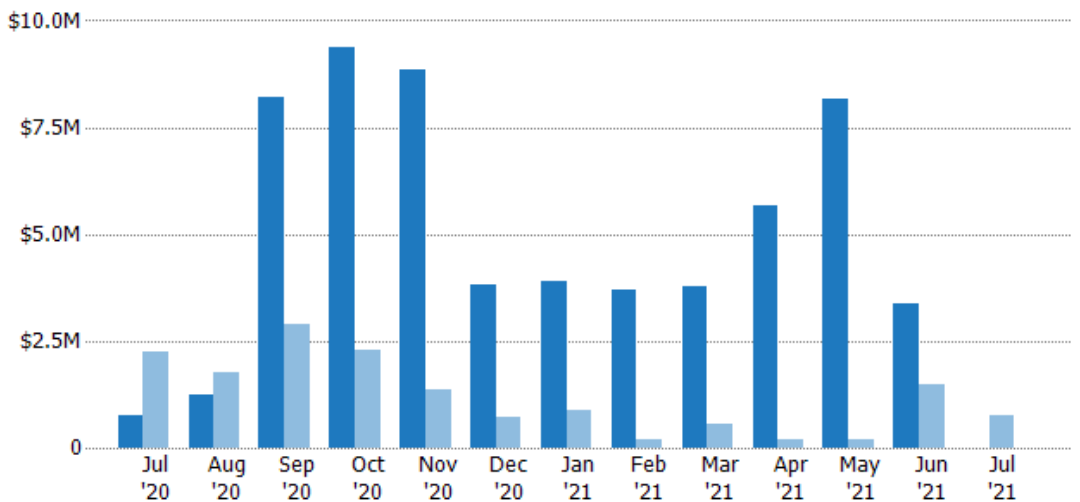
Current Year	3	4	17	21	21	10	10	9	10	13	13	7	-
Prior Year	5	3	8	5	5	2	4	1	2	1	1	5	3
Percent Change from Prior Year	-40%	33%	113%	320%	320%	400%	150%	800%	400%	1,200%	1,200%	40%	-100%

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



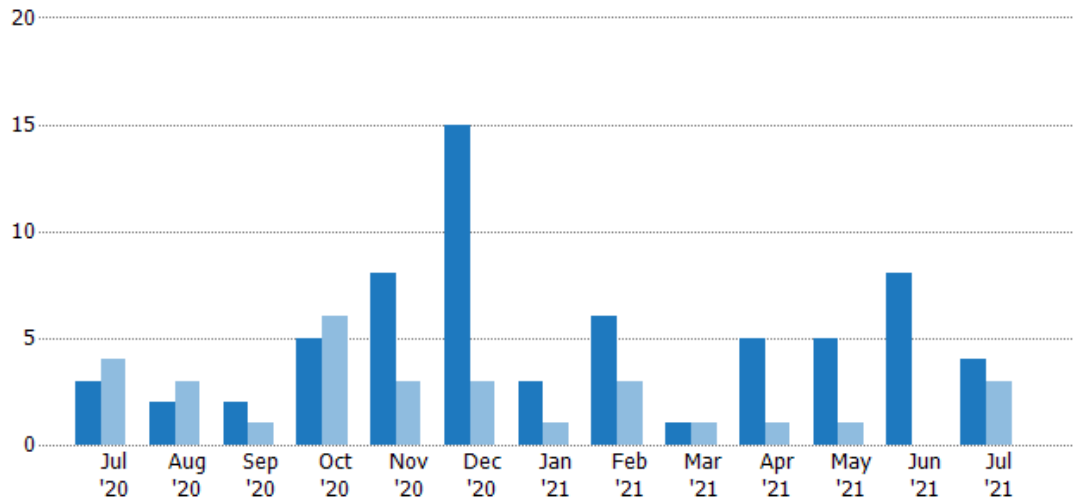
Current Year	\$740K	\$1.25M	\$8.21M	\$9.38M	\$8.86M	\$3.82M	\$3.91M	\$3.7M	\$3.76M	\$5.65M	\$8.17M	\$3.39M	-
Prior Year	\$2.26M	\$1.76M	\$2.89M	\$2.27M	\$1.37M	\$719K	\$890K	\$195K	\$538K	\$209K	\$180K	\$1.46M	\$740K
Percent Change from Prior Year	-67%	-29%	184%	313%	545%	431%	339%	1,795%	599%	2,603%	4,441%	132%	-100%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



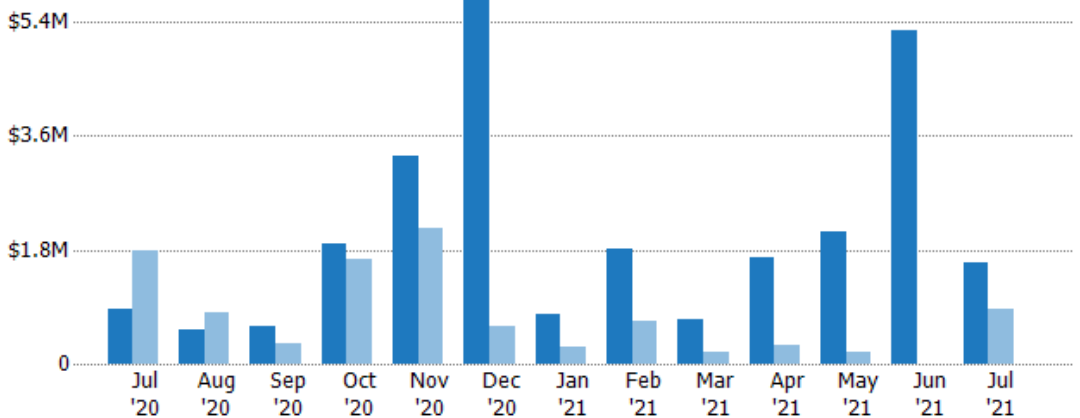
Current Year	3	2	2	5	8	15	3	6	1	5	5	8	4
Prior Year	4	3	1	6	3	3	1	3	1	1	1	-	3
Percent Change from Prior Year	-25%	-33%	100%	-17%	167%	400%	200%	100%	0%	400%	400%	100%	33%

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



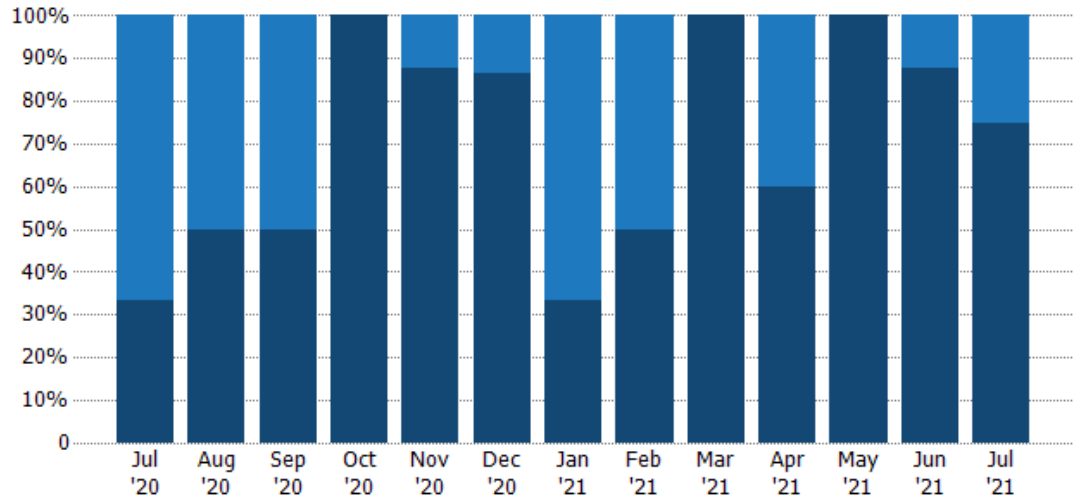
Current Year	\$870K	\$530K	\$593K	\$1.89M	\$3.28M	\$6.04M	\$782K	\$1.81M	\$700K	\$1.69M	\$2.08M	\$5.26M	\$1.6M
Prior Year	\$1.78M	\$812K	\$310K	\$1.66M	\$2.13M	\$585K	\$260K	\$680K	\$195K	\$308K	\$193K	-	\$870K
Percent Change from Prior Year	-51%	-35%	91%	14%	54%	933%	201%	166%	259%	449%	980%	100%	84%

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



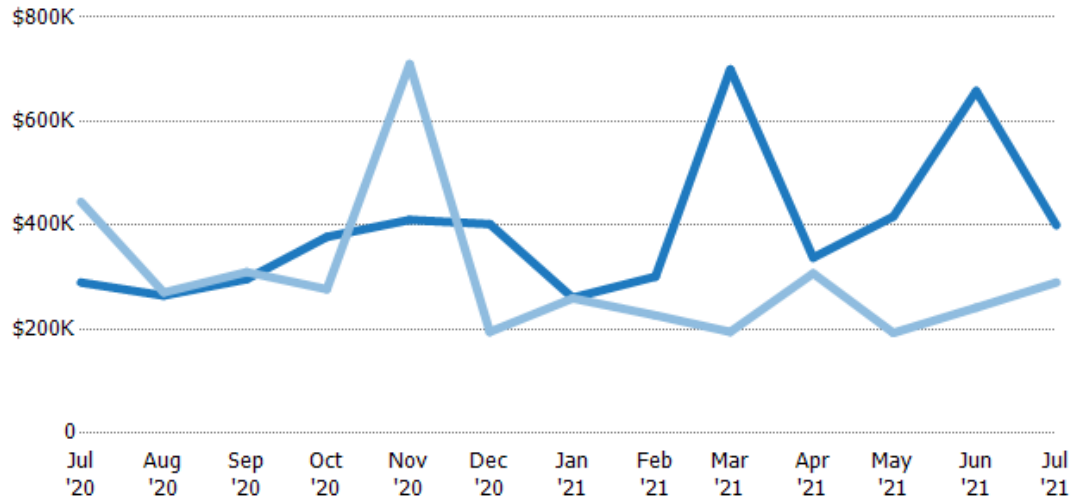
Condo/Townhouse	67%	50%	50%	-	13%	13%	67%	50%	-	40%	-	13%	25%
Single Family Residence	33%	50%	50%	100%	88%	87%	33%	50%	100%	60%	100%	88%	75%

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



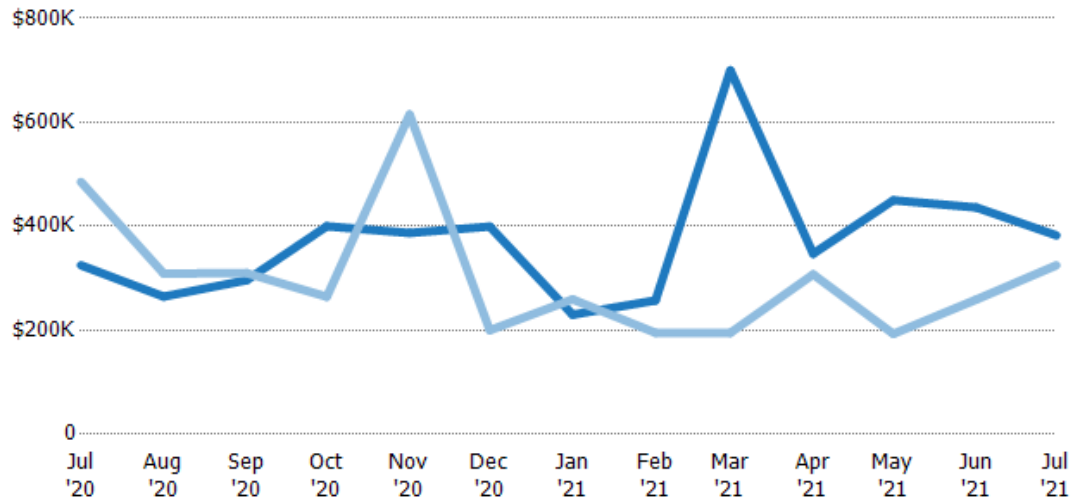
Current Year	\$290K	\$265K	\$296K	\$378K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$417K	\$658K	\$400K
Prior Year	\$445K	\$271K	\$310K	\$277K	\$710K	\$195K	\$260K	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K
Percent Change from Prior Year	-35%	-2%	-4%	36%	-42%	107%	0%	33%	259%	10%	116%	100%	38%

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



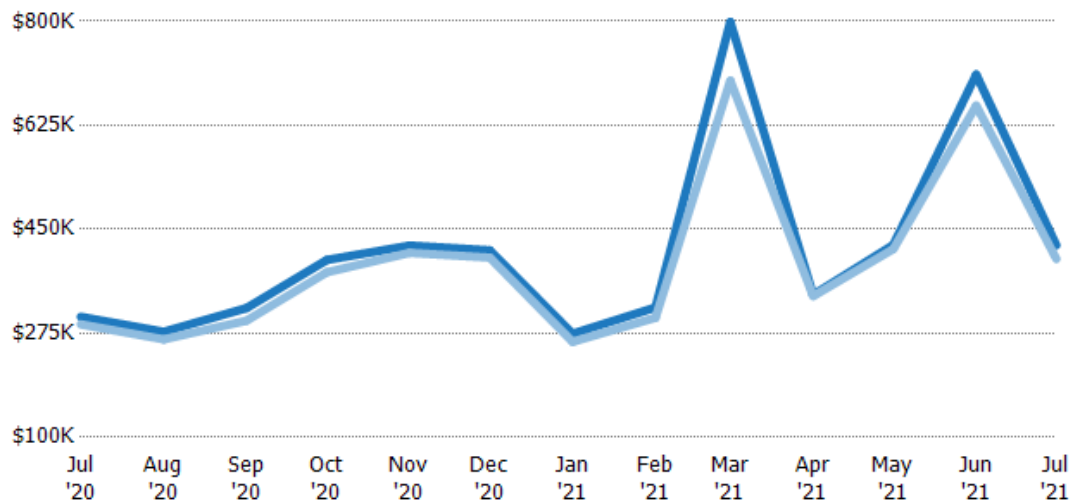
Current Year	\$325K	\$265K	\$296K	\$400K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$450K	\$436K	\$383K
Prior Year	\$486K	\$309K	\$310K	\$265K	\$615K	\$200K	\$260K	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K
Percent Change from Prior Year	-33%	-14%	-4%	51%	-37%	100%	-11%	32%	259%	13%	133%	100%	18%

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	\$303K	\$278K	\$318K	\$398K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$424K	\$710K	\$423K
Avg Sales Price	\$290K	\$265K	\$296K	\$378K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$417K	\$658K	\$400K
Avg Sales Price as a % of Avg List Price	96%	95%	93%	95%	97%	97%	95%	95%	88%	99%	98%	93%	95%

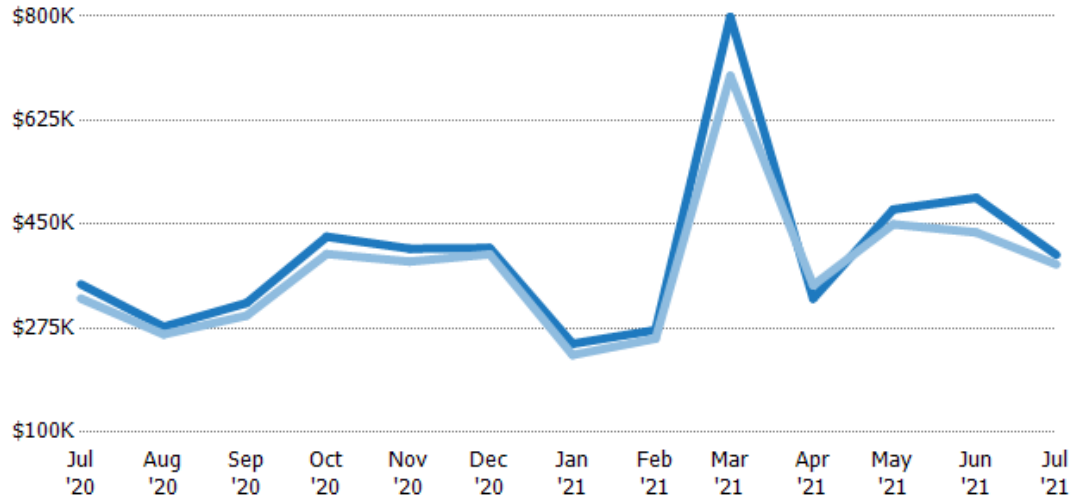
Median Sales Price vs Median Listing Price

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



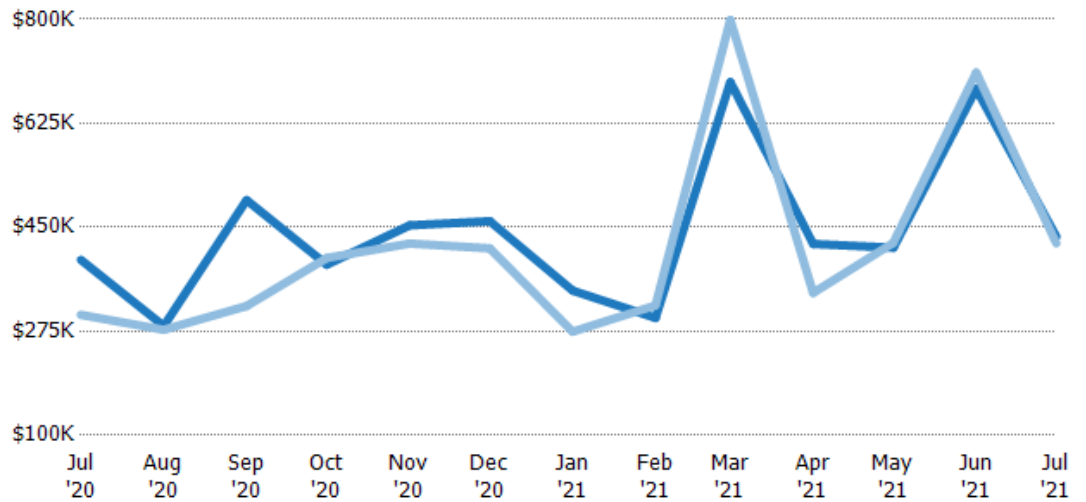
Average Sales Price vs Average Est Value

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



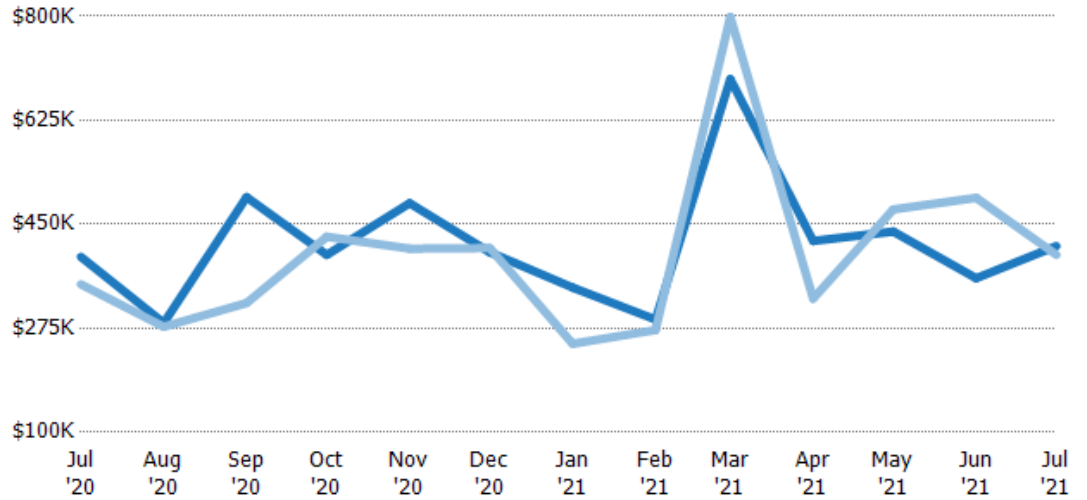
Median Sales Price vs Median Est Value

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	\$395K	\$284K	\$496K	\$399K	\$485K	\$403K	\$344K	\$290K	\$694K	\$422K	\$438K	\$359K	\$413K
Median Sales Price	\$349K	\$278K	\$318K	\$429K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$475K	\$495K	\$399K
Med Sales Price as a % of Med Est Value	88%	98%	64%	108%	84%	102%	72%	94%	115%	77%	109%	138%	96%