

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	47	48	-2.1%
New Listing Volume	\$1,314,000	\$1,844,500	-28.8%	\$21,047,800	\$16,722,600	+25.9%
Active Listing Count	15	14	+7.1%	N/A	N/A	
Active Listing Volume	\$6,667,900	\$5,080,400	+31.2%	N/A	N/A	
Average Listing Price	\$444,527	\$362,886	+22.5%	\$401,589	\$515,041	-22%
Median Listing Price	\$359,000	\$357,500	+0.4%	\$360,901	\$396,809	-9%
Median Days in RPR	68	171	-60.2%	123.76	161.69	-23.5%
Months of Inventory	5	3.5	+42.9%	6.1	7.9	-22.9%
Absorption Rate	20%	28.57%	-8.6%	16.35%	12.6%	+3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	–	8	–	45	59	-23.7%
New Pending Sales Volume	–	\$2,856,900	–	\$18,406,400	\$21,665,000	-15%
Pending Sales Count	4	21	-81%	N/A	N/A	
Pending Sales Volume	\$1,376,000	\$8,858,200	-84.5%	N/A	N/A	
Closed Sales Count	2	8	-75%	43	26	+65.4%
Closed Sales Volume	\$549,500	\$3,282,500	-83.3%	\$17,192,450	\$8,202,600	+109.6%
Average Sales Price	\$274,750	\$410,313	-33%	\$399,824	\$315,485	+26.7%
Median Sales Price	\$274,750	\$387,250	-29.1%	\$354,831	\$310,204	+14.4%

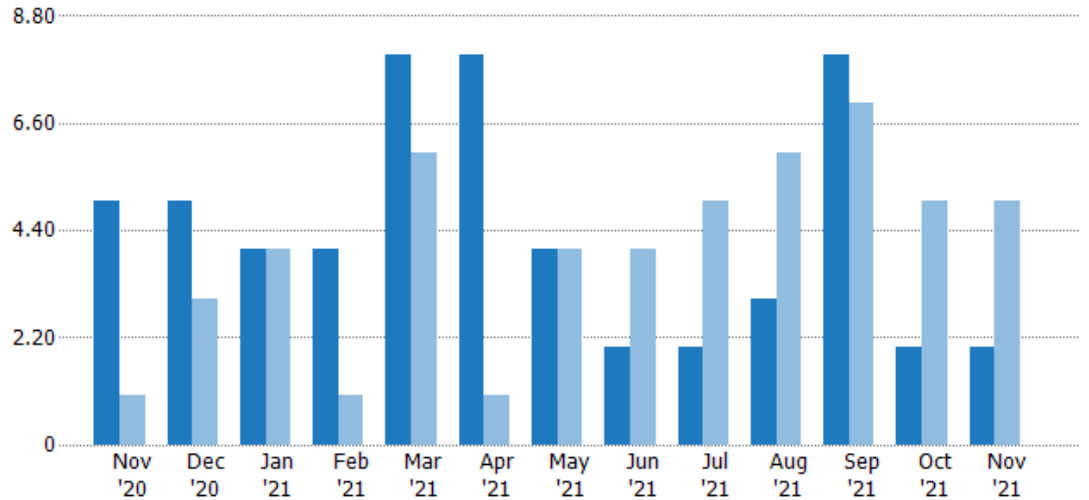
New Listings

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.
Nov '21	2	-60%
Nov '20	5	400%
Nov '19	1	400%



Current Year	5	5	4	4	8	8	4	2	2	3	8	2	2
Prior Year	1	3	4	1	6	1	4	4	5	6	7	5	5
Percent Change from Prior Year	400%	67%	0%	300%	33%	700%	0%	-50%	-60%	-50%	14%	-60%	-60%

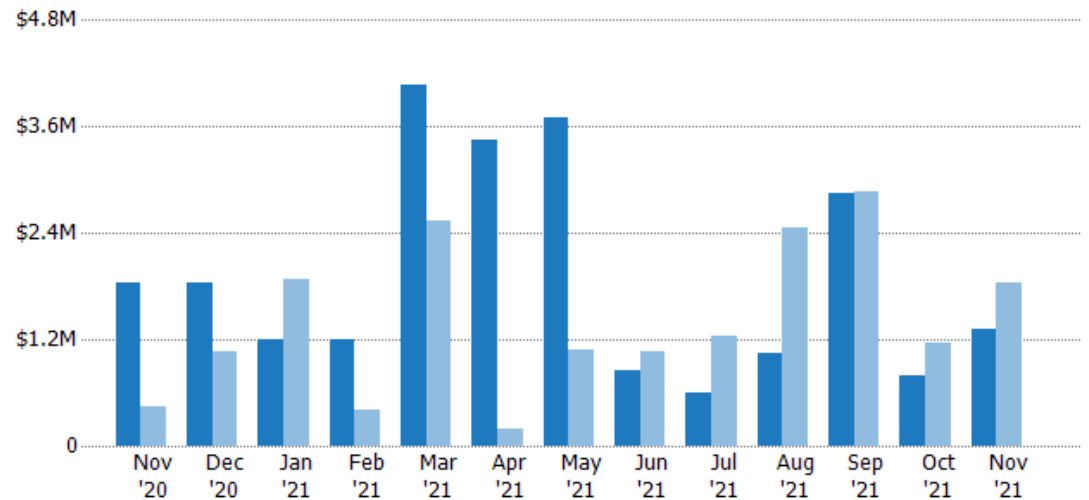
New Listing Volume

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.
Nov '21	\$1.31M	-28.8%
Nov '20	\$1.84M	309.9%
Nov '19	\$450K	574%



Current Year	\$1.84M	\$1.84M	\$1.2M	\$1.19M	\$4.08M	\$3.44M	\$3.71M	\$849K	\$598K	\$1.04M	\$2.84M	\$784K	\$1.31M
Prior Year	\$450K	\$1.06M	\$1.88M	\$400K	\$2.54M	\$185K	\$1.09M	\$1.07M	\$1.24M	\$2.45M	\$2.87M	\$1.16M	\$1.84M
Percent Change from Prior Year	310%	74%	-36%	198%	61%	1,761%	241%	-21%	-52%	-58%	-1%	-32%	-29%

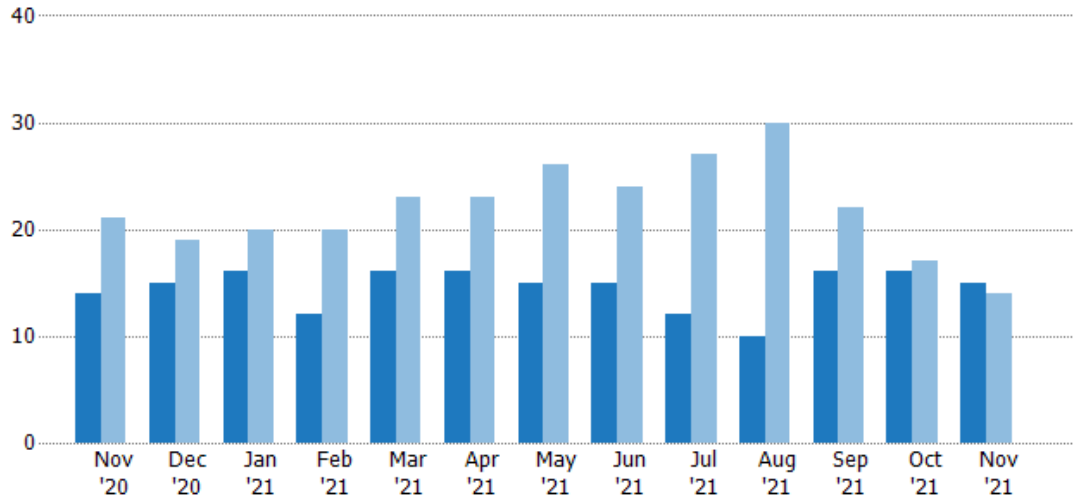
Active Listings

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.
Nov '21	15	7.1%
Nov '20	14	-33.3%
Nov '19	21	61.9%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	14	15	16	12	16	16	15	15	12	10	16	16	15
Prior Year	21	19	20	20	23	23	26	24	27	30	22	17	14
Percent Change from Prior Year	-33%	-21%	-20%	-40%	-30%	-30%	-42%	-38%	-56%	-67%	-27%	-6%	7%

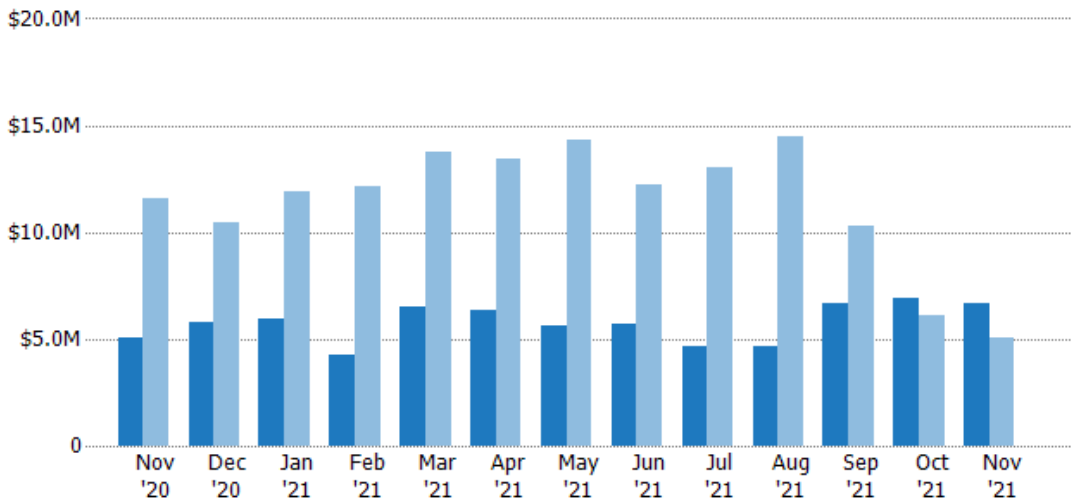
Active Listing Volume

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.
Nov '21	\$6.67M	31.2%
Nov '20	\$5.08M	-56%
Nov '19	\$11.6M	45.9%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$5.08M	\$5.75M	\$5.92M	\$4.22M	\$6.47M	\$6.33M	\$5.6M	\$5.74M	\$4.68M	\$4.65M	\$6.63M	\$6.94M	\$6.67M
Prior Year	\$11.6M	\$10.4M	\$11.9M	\$12.1M	\$13.8M	\$13.4M	\$14.3M	\$12.2M	\$13.1M	\$14.4M	\$10.3M	\$6.09M	\$5.08M
Percent Change from Prior Year	-56%	-45%	-50%	-65%	-53%	-53%	-61%	-53%	-64%	-68%	-36%	14%	31%

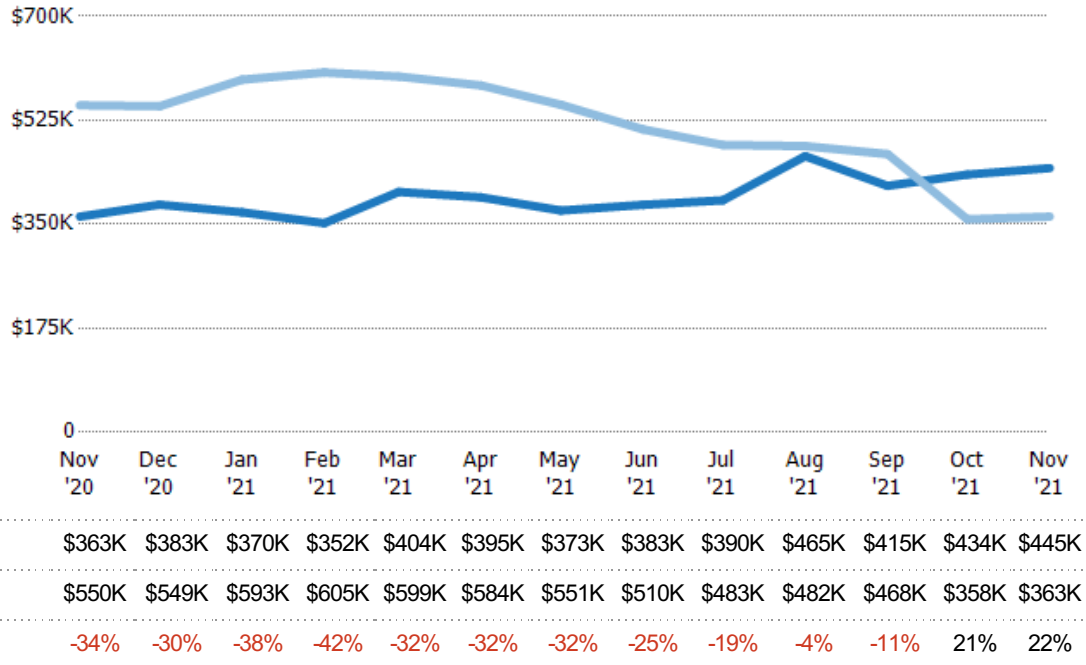
Average Listing Price

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.
Nov '21	\$445K	22.5%
Nov '20	\$363K	-34%
Nov '19	\$550K	-9.9%



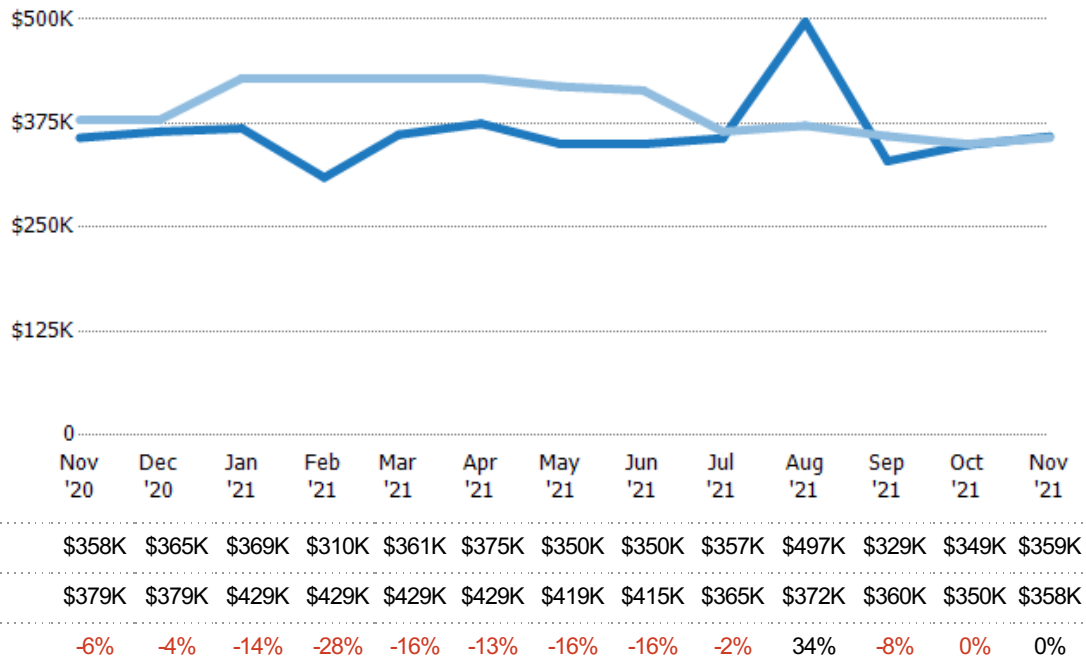
Median Listing Price

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.
Nov '21	\$359K	0.4%
Nov '20	\$358K	-5.7%
Nov '19	\$379K	12%

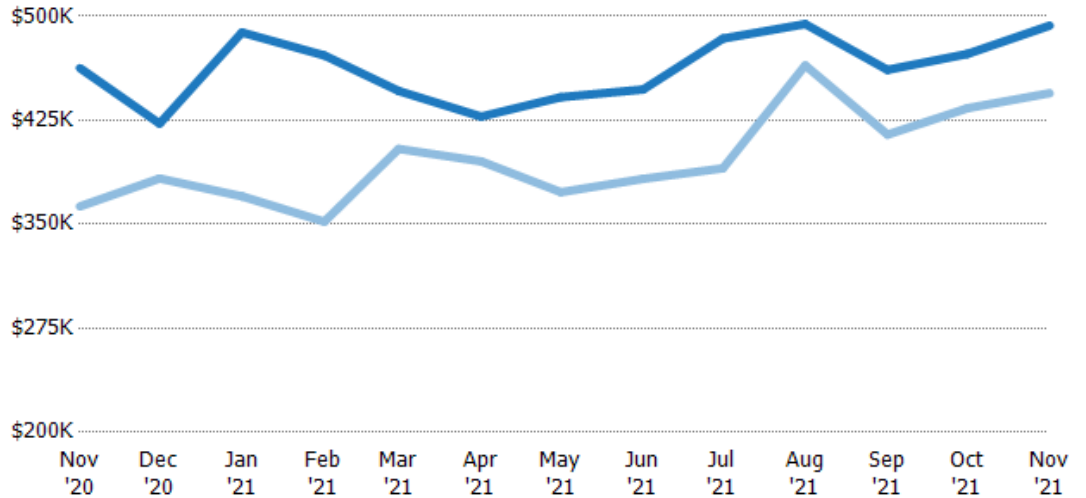


Average Listing Price vs Average Est Value

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



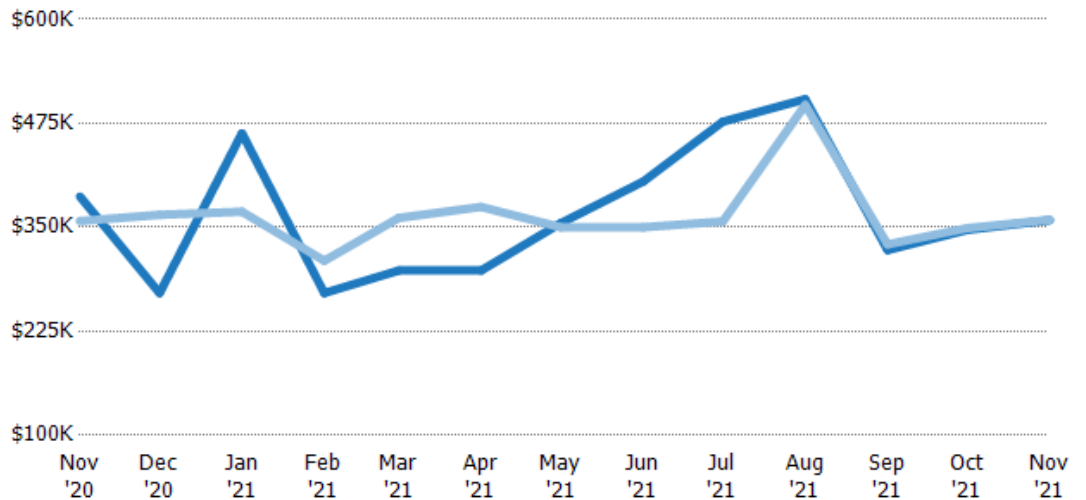
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$463K	\$423K	\$488K	\$472K	\$446K	\$428K	\$442K	\$447K	\$484K	\$494K	\$461K	\$473K	\$493K
Avg Listing Price	\$363K	\$383K	\$370K	\$352K	\$404K	\$395K	\$373K	\$383K	\$390K	\$465K	\$415K	\$434K	\$445K
Avg Listing Price as a % of Avg Est Value	78%	91%	76%	75%	91%	92%	85%	86%	81%	94%	90%	92%	90%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$387K	\$271K	\$463K	\$271K	\$298K	\$298K	\$355K	\$405K	\$477K	\$504K	\$323K	\$347K	\$359K
Median Listing Price	\$358K	\$365K	\$369K	\$310K	\$361K	\$375K	\$350K	\$350K	\$357K	\$497K	\$329K	\$349K	\$359K
Med Listing Price as a % of Med Est Value	92%	135%	80%	114%	121%	126%	99%	86%	75%	99%	102%	101%	100%

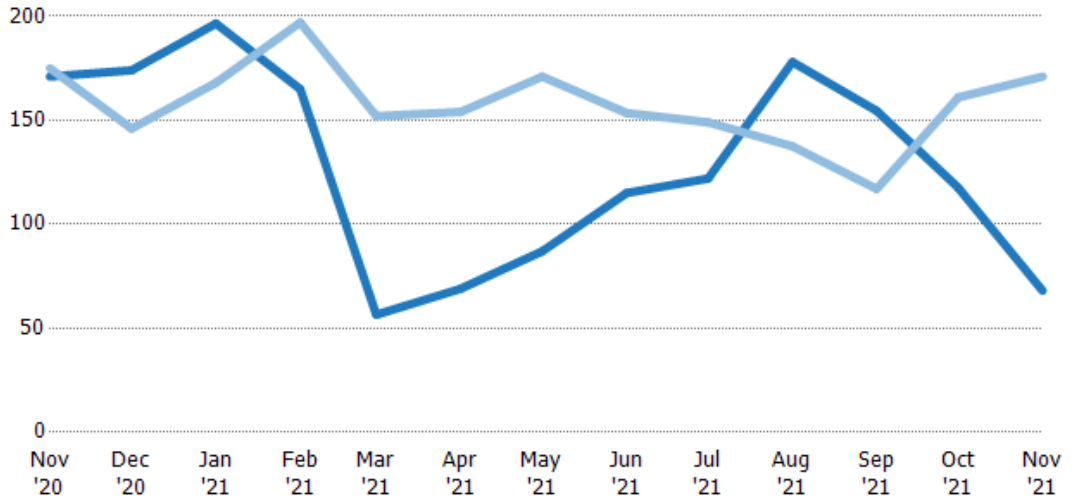
Median Days in RPR

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.
Nov '21	68	-60.2%
Nov '20	171	-2.3%
Nov '19	175	-10.3%



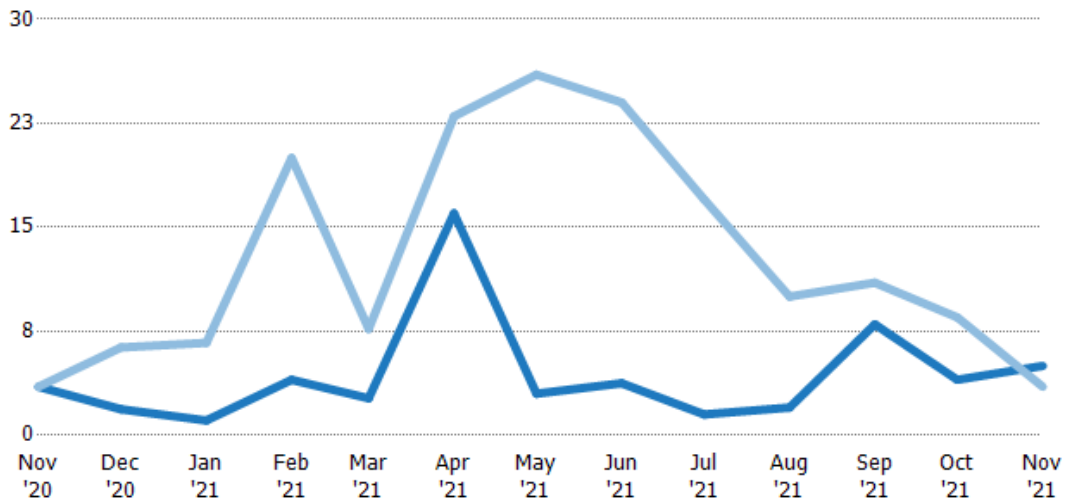
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	171	174	197	165	56.5	69	87	115	122	178	155	118	68
Prior Year	175	146	168	197	152	154	171	154	149	138	117	161	171
Percent Change from Prior Year	-2%	19%	17%	-16%	-63%	-55%	-49%	-25%	-18%	29%	32%	-27%	-60%

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



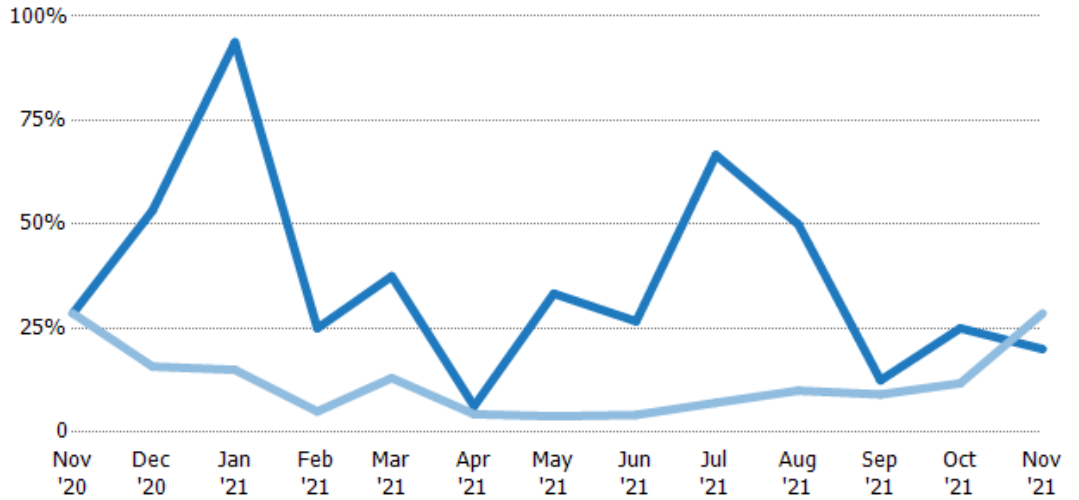
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	3.5	1.88	1.07	4	2.67	16	3	3.75	1.5	2	8	4	3.5
Prior Year	3.5	6.33	6.67	20	7.67	23	26	24	17	10	11	8.5	3.5
Percent Change from Prior Year	0%	-70%	-84%	-80%	-65%	-30%	-88%	-84%	100%	-80%	-27%	-53%	43%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



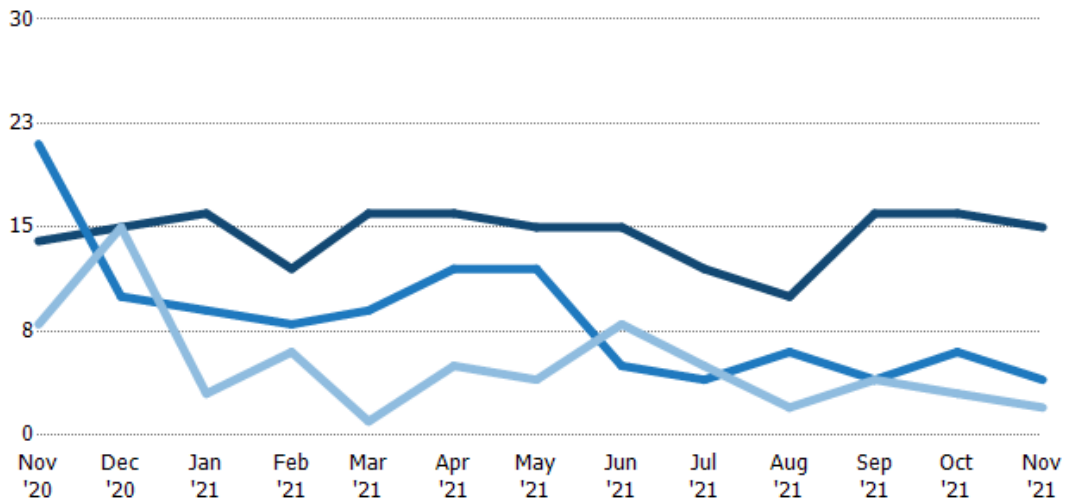
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	29%	53%	94%	25%	38%	6%	33%	27%	67%	50%	13%	25%	20%
Prior Year	29%	16%	15%	5%	13%	4%	4%	4%	7%	10%	9%	12%	29%
Change from Prior Year	0%	-38%	-79%	-20%	-24%	-2%	-29%	-23%	-67%	-40%	-3%	-13%	9%

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



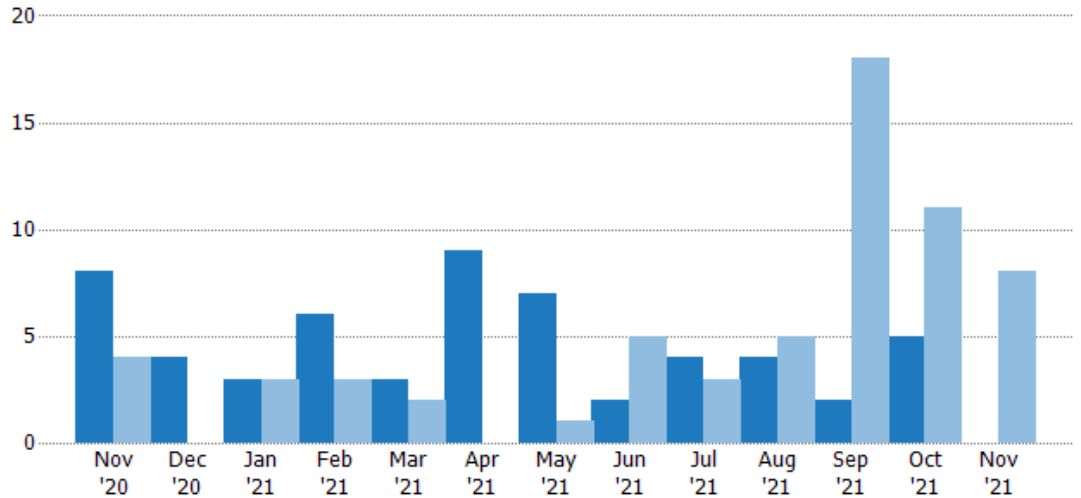
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	14	15	16	12	16	16	15	15	12	10	16	16	15
Pending	21	10	9	8	9	12	12	5	4	6	4	6	4
Sold	8	15	3	6	1	5	4	8	5	2	4	3	2

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



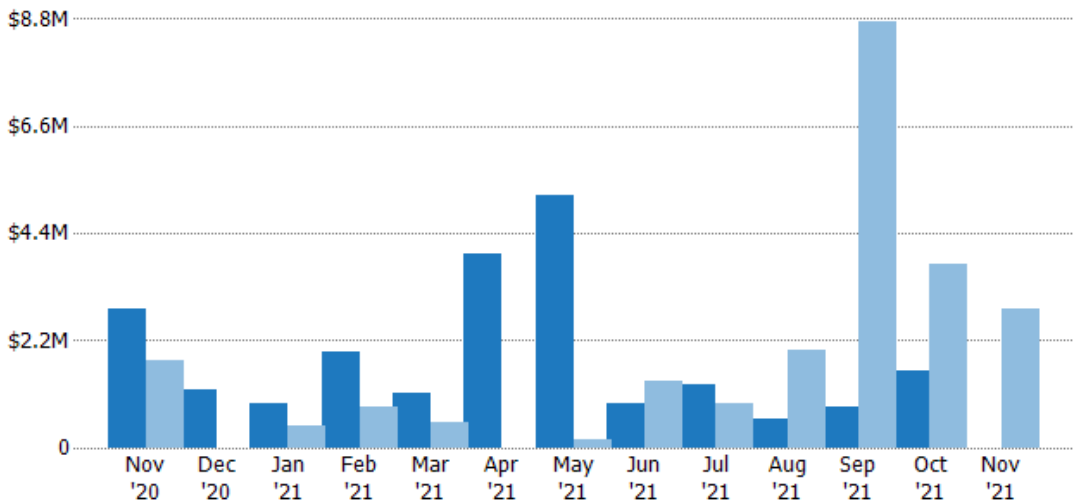
Current Year	8	4	3	6	3	9	7	2	4	4	2	5	-
Prior Year	4	-	3	3	2	-	1	5	3	5	18	11	8
Percent Change from Prior Year	100%	100%	0%	100%	50%	100%	600%	-60%	33%	-20%	-89%	-55%	-100%

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	\$2.86M	\$1.18M	\$913K	\$1.96M	\$1.13M	\$3.99M	\$5.2M	\$898K	\$1.29M	\$598K	\$855K	\$1.58M	-
Prior Year	\$1.81M	-	\$440K	\$843K	\$538K	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.79M	\$2.86M
Percent Change from Prior Year	58%	100%	108%	133%	110%	100%	2,788%	-34%	42%	-70%	-90%	-58%	-100%

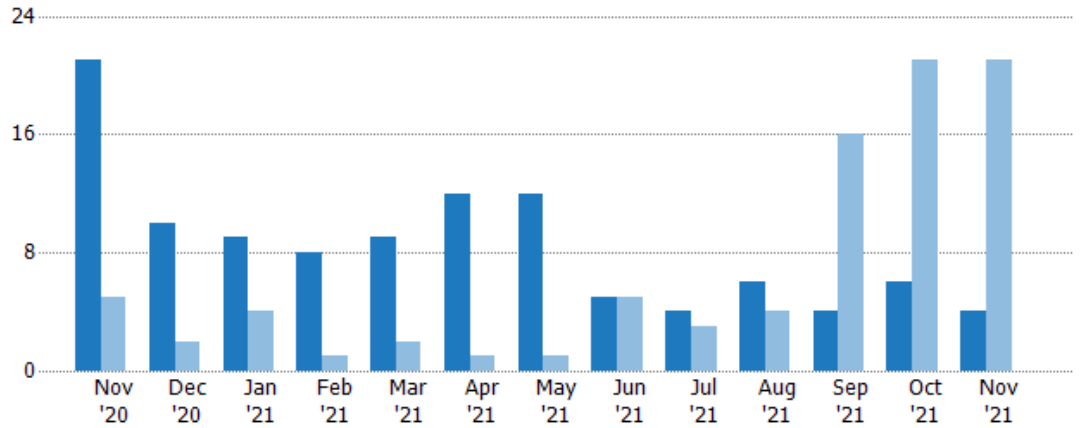
Pending Sales

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.
Nov '21	4	-81%
Nov '20	21	320%
Nov '19	5	-80%



Current Year	21	10	9	8	9	12	12	5	4	6	4	6	4
Prior Year	5	2	4	1	2	1	1	5	3	4	16	21	21
Percent Change from Prior Year	320%	400%	125%	700%	350%	1,100%	1,100%	0%	33%	50%	-75%	-71%	-81%

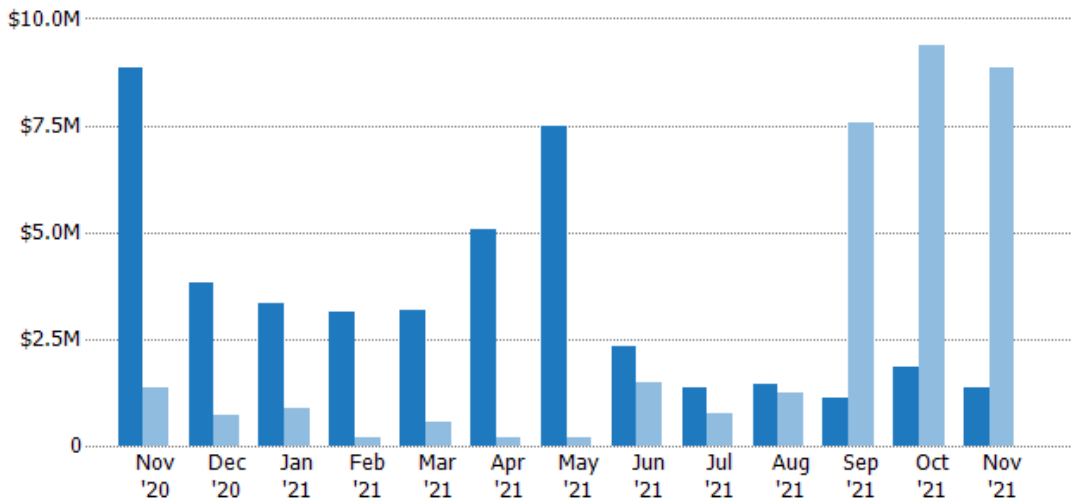
Pending Sales Volume

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.
Nov '21	\$1.38M	-84.5%
Nov '20	\$8.86M	545.2%
Nov '19	\$1.37M	-83.6%



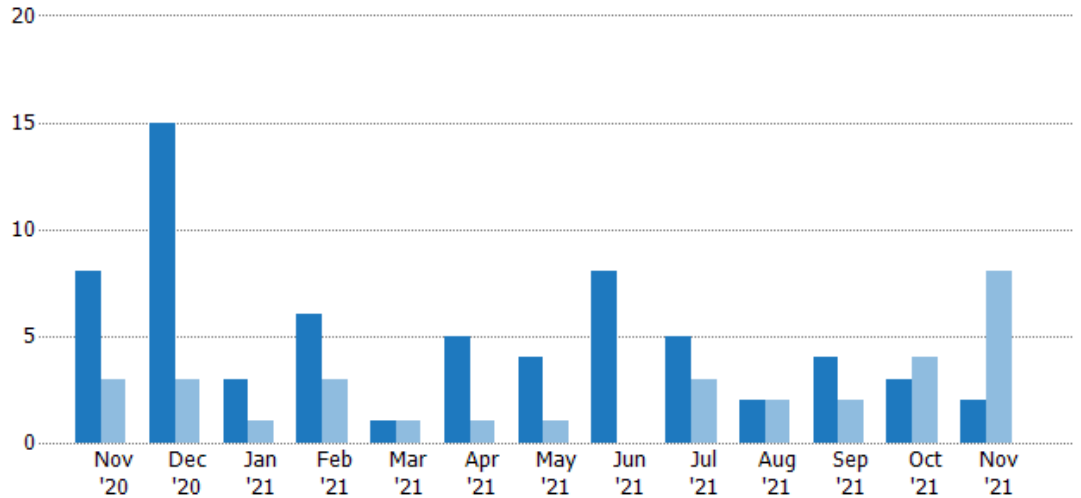
Current Year	\$8.86M	\$3.82M	\$3.33M	\$3.12M	\$3.18M	\$5.07M	\$7.5M	\$2.32M	\$1.36M	\$1.43M	\$1.11M	\$1.84M	\$1.38M
Prior Year	\$1.37M	\$719K	\$890K	\$195K	\$538K	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$7.56M	\$9.38M	\$8.86M
Percent Change from Prior Year	545%	431%	274%	1,498%	491%	2,326%	4,066%	58%	84%	15%	-85%	-80%	-84%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



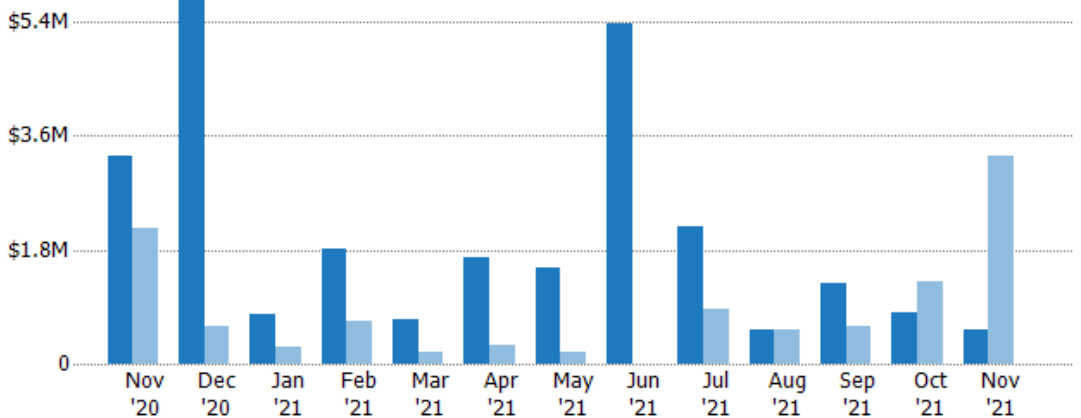
Current Year	8	15	3	6	1	5	4	8	5	2	4	3	2
Prior Year	3	3	1	3	1	1	1	-	3	2	2	4	8
Percent Change from Prior Year	167%	400%	200%	100%	0%	400%	300%	100%	67%	0%	100%	-25%	-75%

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



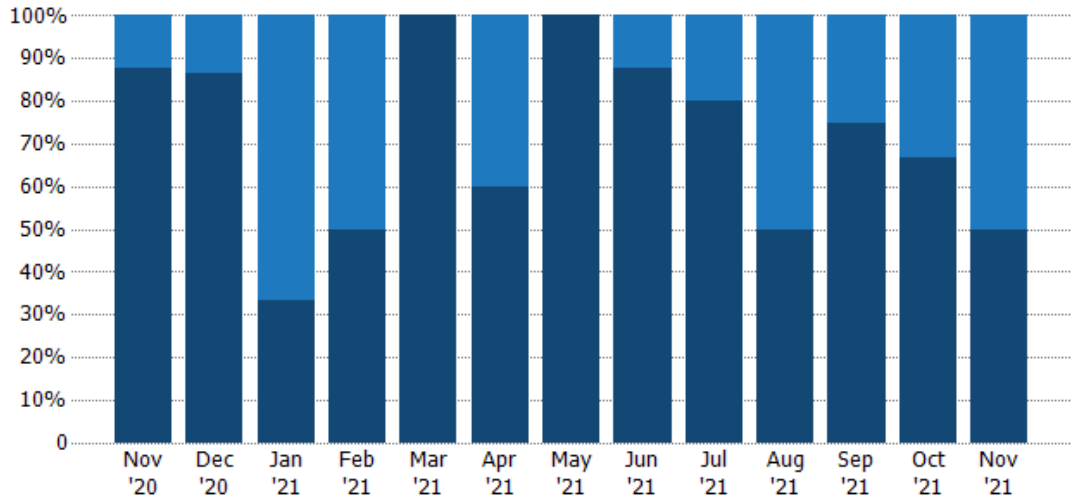
Current Year	\$3.28M	\$6.04M	\$782K	\$1.81M	\$700K	\$1.69M	\$1.51M	\$5.36M	\$2.17M	\$529K	\$1.29M	\$812K	\$550K
Prior Year	\$2.13M	\$585K	\$260K	\$680K	\$195K	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$1.29M	\$3.28M
Percent Change from Prior Year	54%	933%	201%	166%	259%	449%	680%	100%	149%	0%	117%	-37%	-83%

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



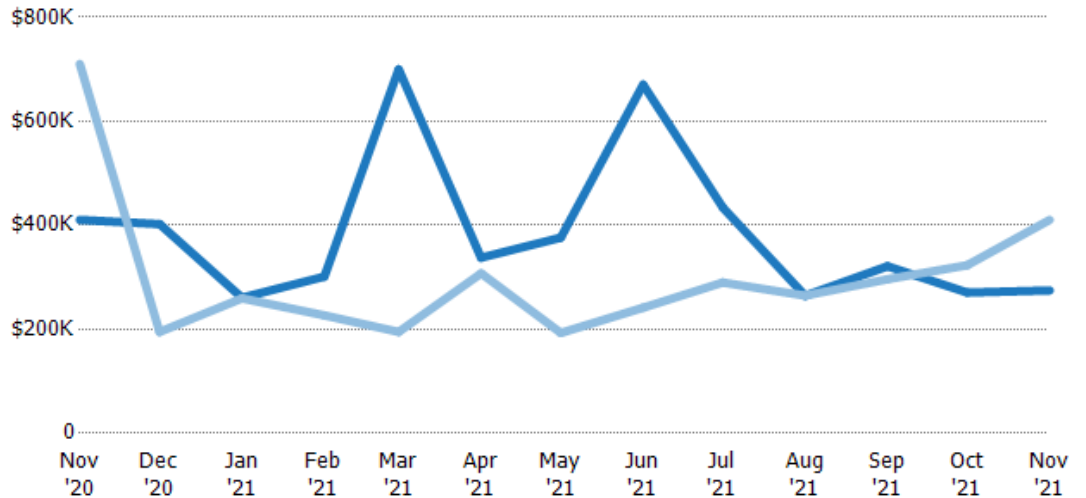
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	13%	13%	67%	50%	-	40%	-	13%	20%	50%	25%	33%	50%
Single Family Residence	88%	87%	33%	50%	100%	60%	100%	88%	80%	50%	75%	67%	50%

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



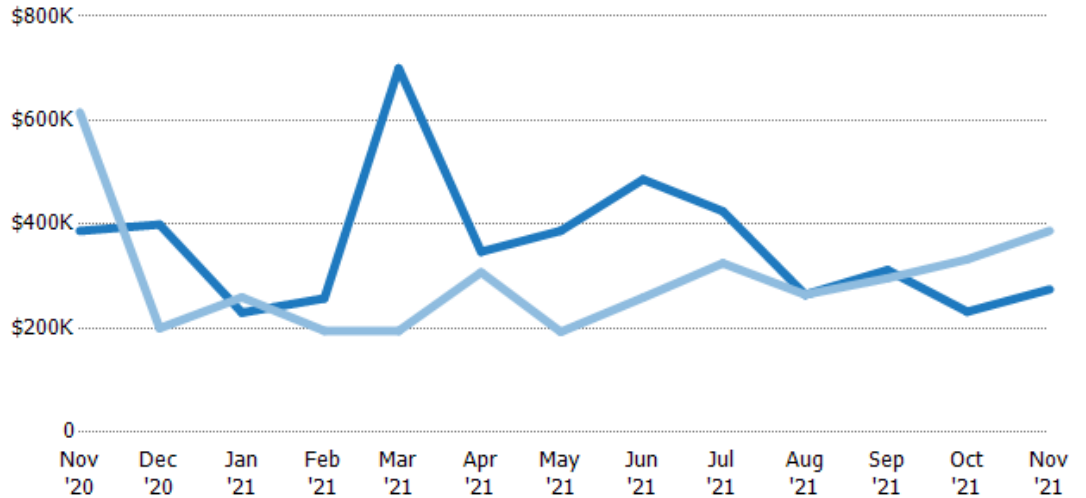
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$376K	\$671K	\$434K	\$265K	\$321K	\$271K	\$275K
Prior Year	\$710K	\$195K	\$260K	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K	\$410K
Percent Change from Prior Year	-42%	107%	0%	33%	259%	10%	95%	100%	50%	0%	8%	-16%	-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



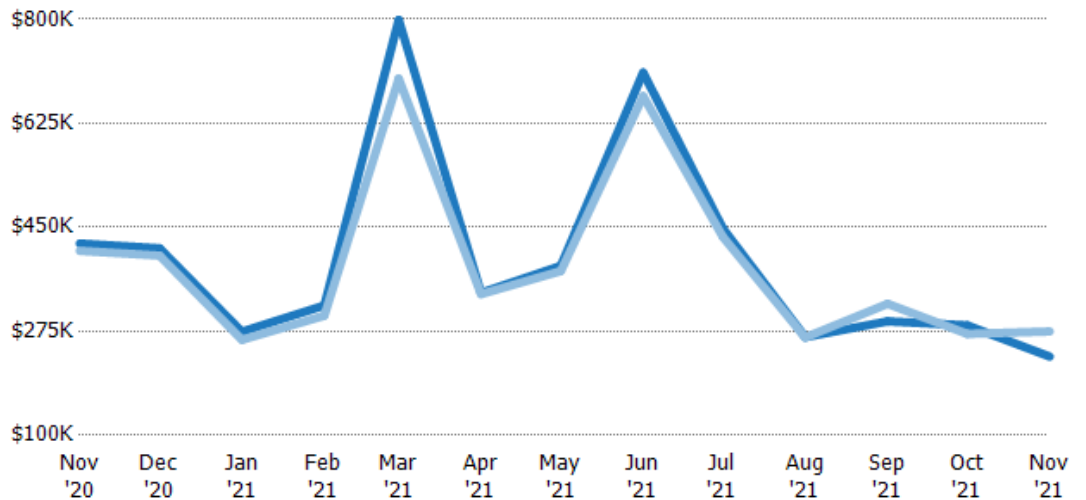
Current Year	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$388K	\$486K	\$425K	\$265K	\$312K	\$232K	\$275K
Prior Year	\$615K	\$200K	\$260K	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K	\$387K
Percent Change from Prior Year	-37%	100%	-11%	32%	259%	13%	101%	100%	31%	0%	5%	-30%	-29%

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



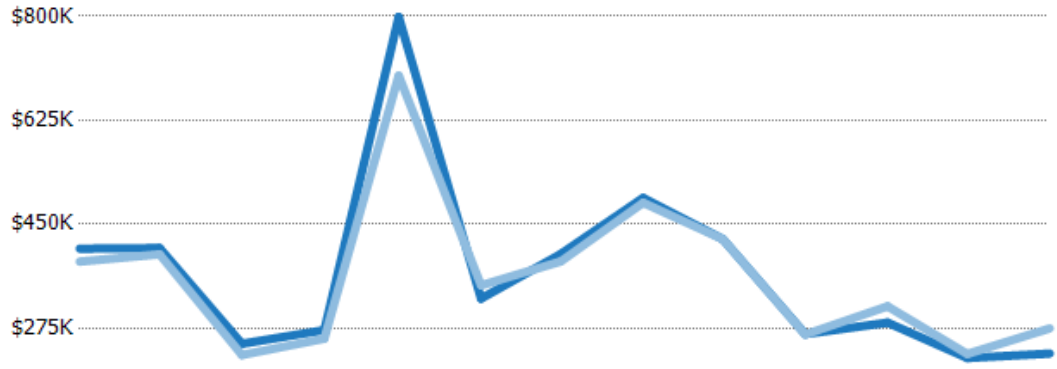
Avg List Price	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$385K	\$710K	\$448K	\$265K	\$292K	\$285K	\$232K
Avg Sales Price	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$376K	\$671K	\$434K	\$265K	\$321K	\$271K	\$275K
Avg Sales Price as a % of Avg List Price	97%	97%	95%	95%	88%	99%	98%	94%	97%	100%	110%	95%	118%

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



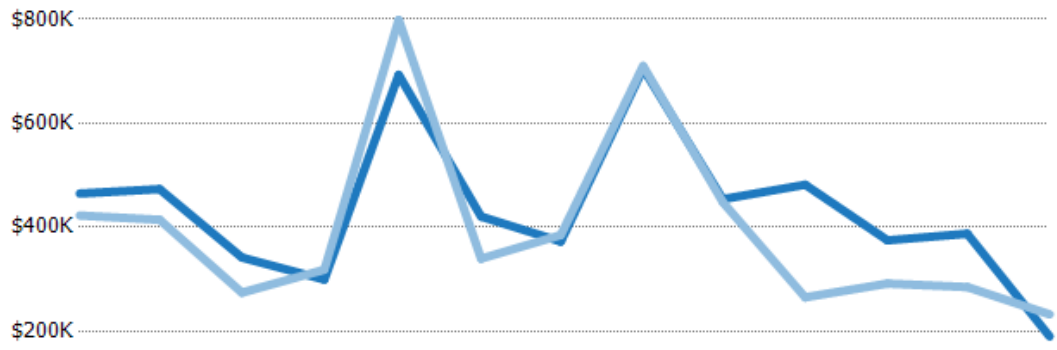
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$400K	\$495K	\$425K	\$265K	\$285K	\$225K	\$232K
Median Sales Price	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$388K	\$486K	\$425K	\$265K	\$312K	\$232K	\$275K
Med Sales Price as a % of Med List Price	95%	97%	92%	95%	88%	107%	97%	98%	100%	100%	110%	103%	118%

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



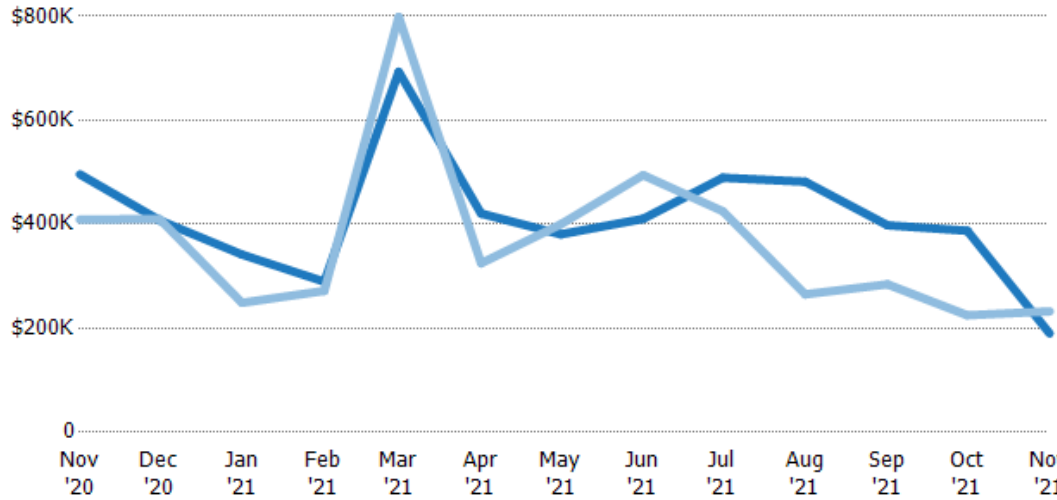
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$465K	\$473K	\$342K	\$299K	\$693K	\$421K	\$373K	\$705K	\$454K	\$482K	\$375K	\$388K	\$190K
Avg Sales Price	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$385K	\$710K	\$448K	\$265K	\$292K	\$285K	\$232K
Avg Sales Price as a % of Avg Est Value	91%	88%	80%	106%	115%	81%	103%	101%	99%	55%	78%	74%	122%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$496K	\$408K	\$342K	\$290K	\$693K	\$421K	\$381K	\$410K	\$490K	\$482K	\$398K	\$388K	\$190K
Median Sales Price	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$400K	\$495K	\$425K	\$265K	\$285K	\$225K	\$232K
Med Sales Price as a % of Med Est Value	82%	101%	73%	94%	115%	77%	105%	120%	87%	55%	71%	58%	122%