

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	45	43	+4.7%
New Listing Volume	\$784,000	\$1,155,900	-32.2%	\$19,733,800	\$14,878,100	+32.6%
Active Listing Count	16	17	-5.9%	N/A	N/A	
Active Listing Volume	\$6,938,900	\$6,092,800	+13.9%	N/A	N/A	
Average Listing Price	\$433,681	\$358,400	+21%	\$397,117	\$524,223	-24.2%
Median Listing Price	\$349,000	\$350,000	-0.3%	\$361,099	\$399,181	-9.5%
Median Days in RPR	117.5	161	-27%	126.48	157.56	-19.7%
Months of Inventory	4	8.5	-52.9%	8	8.3	-3.4%
Absorption Rate	25%	11.76%	+13.2%	12.5%	12.07%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	5	11	-54.5%	45	51	-11.8%
New Pending Sales Volume	\$1,581,000	\$3,786,000	-58.2%	\$18,406,400	\$18,808,100	-2.1%
Pending Sales Count	6	21	-71.4%	N/A	N/A	
Pending Sales Volume	\$1,840,900	\$9,382,300	-80.4%	N/A	N/A	
Closed Sales Count	3	4	-25%	41	18	+127.8%
Closed Sales Volume	\$811,750	\$1,293,000	-37.2%	\$16,642,950	\$4,920,100	+238.3%
Average Sales Price	\$270,583	\$323,250	-16.3%	\$405,926	\$273,339	+48.5%
Median Sales Price	\$231,750	\$332,500	-30.3%	\$358,738	\$275,961	+30%

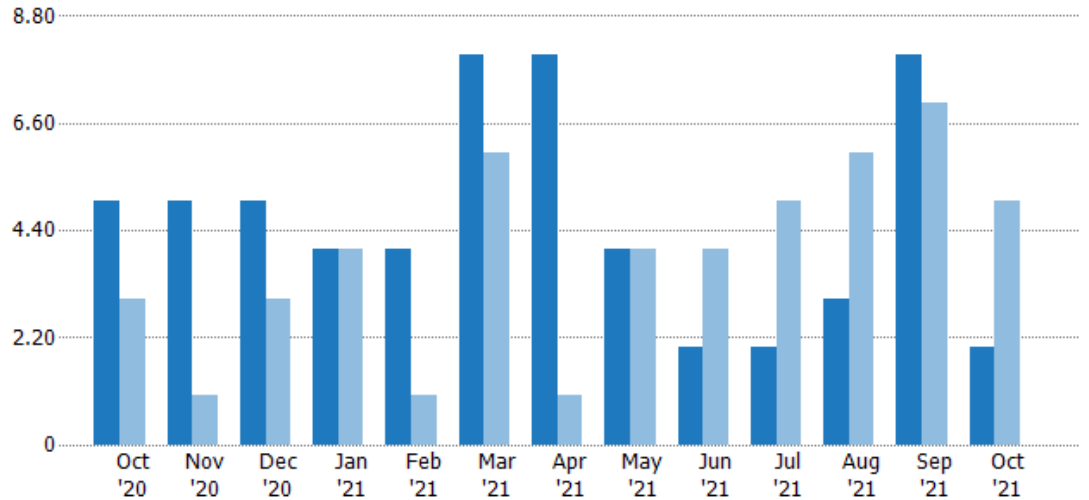
New Listings

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.
Oct '21	2	-60%
Oct '20	5	66.7%
Oct '19	3	0%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	5	5	5	4	4	8	8	4	2	2	3	8	2
Prior Year	3	1	3	4	1	6	1	4	4	5	6	7	5
Percent Change from Prior Year	67%	400%	67%	0%	300%	33%	700%	0%	-50%	-60%	-50%	14%	-60%

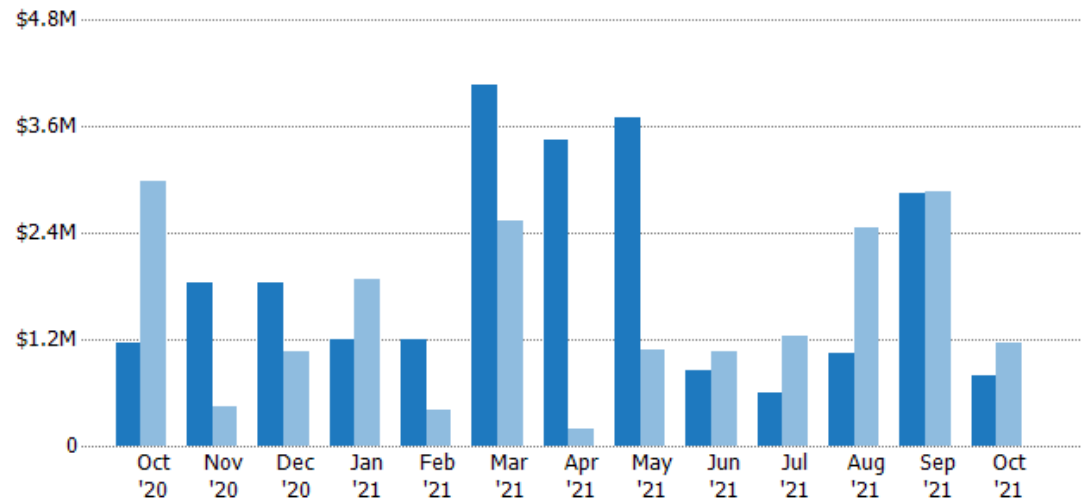
New Listing Volume

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.
Oct '21	\$784K	-32.2%
Oct '20	\$1.16M	-61.3%
Oct '19	\$2.99M	-65.9%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$1.16M	\$1.84M	\$1.84M	\$1.2M	\$1.19M	\$4.08M	\$3.44M	\$3.71M	\$849K	\$598K	\$1.04M	\$2.84M	\$784K
Prior Year	\$2.99M	\$450K	\$1.06M	\$1.88M	\$400K	\$2.54M	\$185K	\$1.09M	\$1.07M	\$1.24M	\$2.45M	\$2.87M	\$1.16M
Percent Change from Prior Year	-61%	310%	74%	-36%	198%	61%	1,761%	241%	-21%	-52%	-58%	-1%	-32%

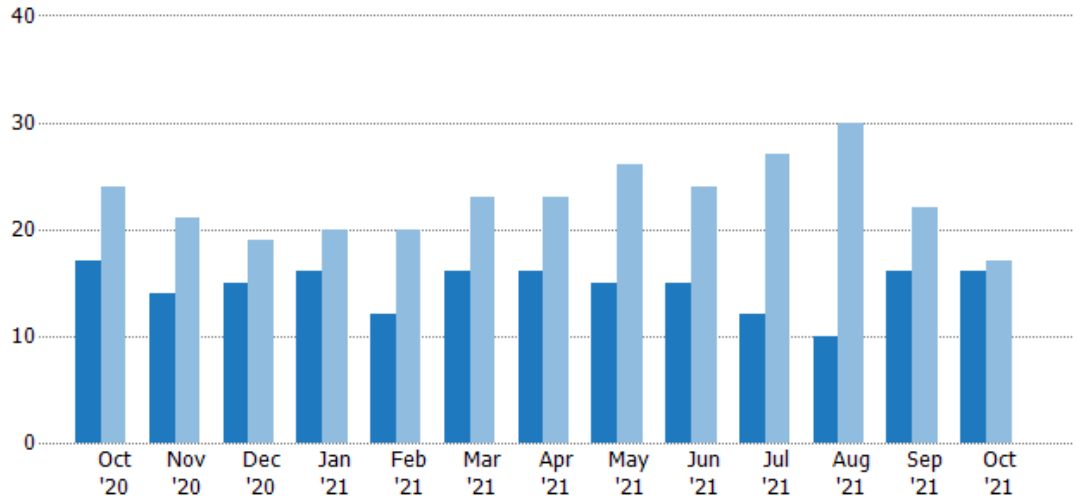
Active Listings

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.
Oct '21	16	-5.9%
Oct '20	17	-29.2%
Oct '19	24	29.2%



Current Year	17	14	15	16	12	16	16	15	15	12	10	16	16
Prior Year	24	21	19	20	20	23	23	26	24	27	30	22	17
Percent Change from Prior Year	-29%	-33%	-21%	-20%	-40%	-30%	-30%	-42%	-38%	-56%	-67%	-27%	-6%

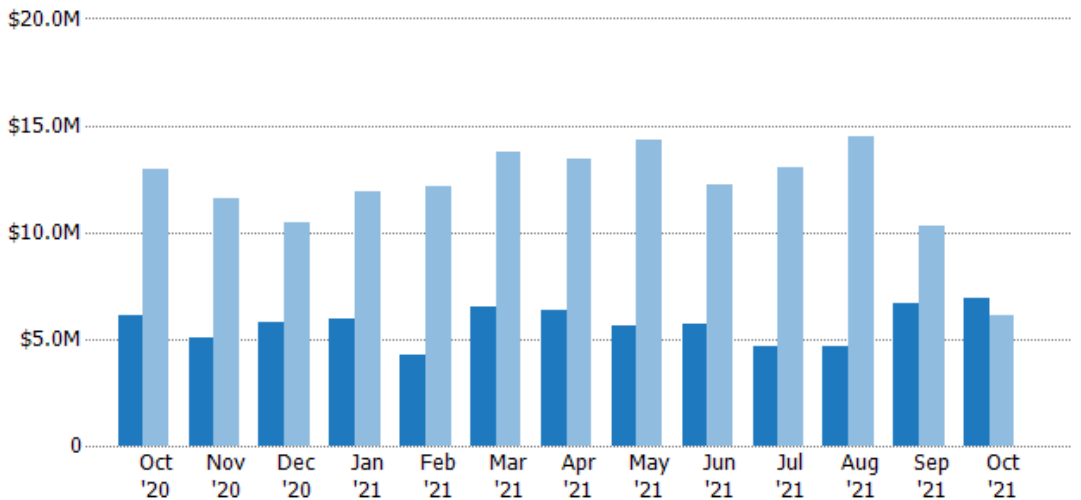
Active Listing Volume

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.
Oct '21	\$6.94M	13.9%
Oct '20	\$6.09M	-52.8%
Oct '19	\$12.9M	9.8%



Current Year	\$6.09M	\$5.08M	\$5.75M	\$5.92M	\$4.22M	\$6.47M	\$6.33M	\$5.6M	\$5.74M	\$4.68M	\$4.65M	\$6.63M	\$6.94M
Prior Year	\$12.9M	\$11.6M	\$10.4M	\$11.9M	\$12.1M	\$13.8M	\$13.4M	\$14.3M	\$12.2M	\$13.1M	\$14.4M	\$10.3M	\$6.09M
Percent Change from Prior Year	-53%	-56%	-45%	-50%	-65%	-53%	-53%	-61%	-53%	-64%	-68%	-36%	14%

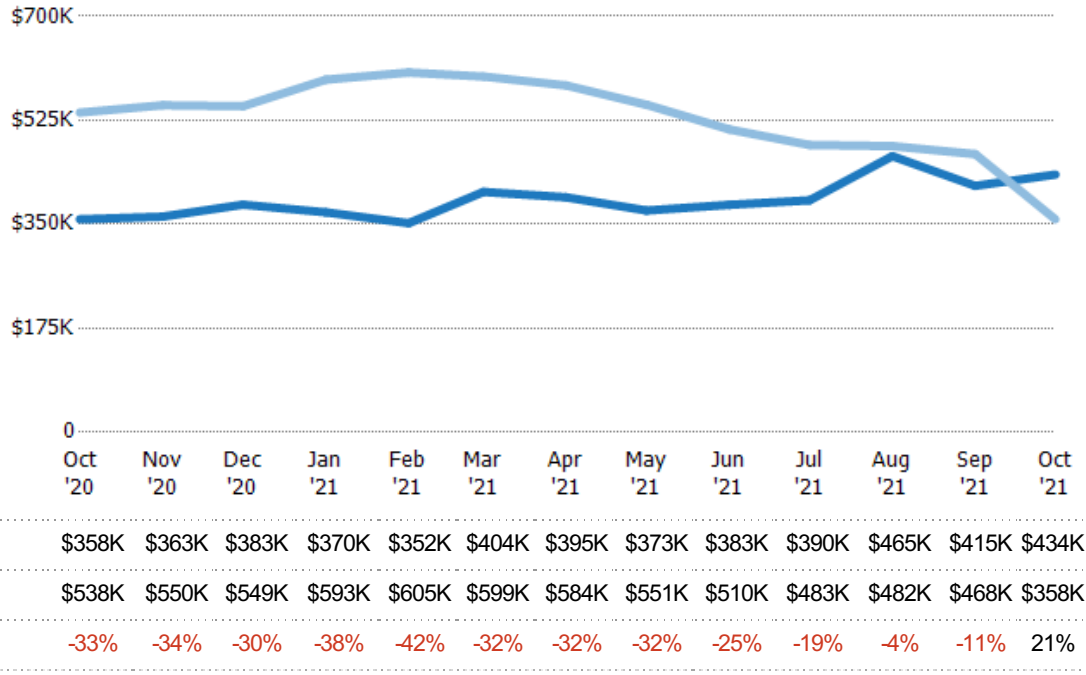
Average Listing Price

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.
Oct '21	\$434K	21%
Oct '20	\$358K	-33.4%
Oct '19	\$538K	-15%



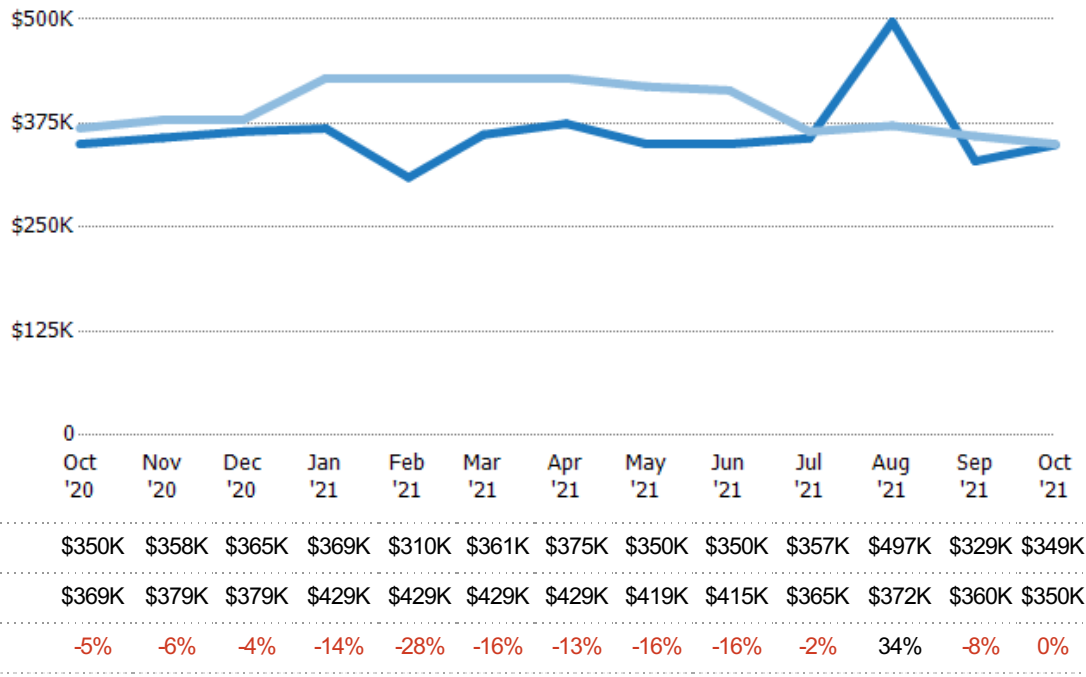
Median Listing Price

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.
Oct '21	\$349K	-0.3%
Oct '20	\$350K	-5.1%
Oct '19	\$369K	0%

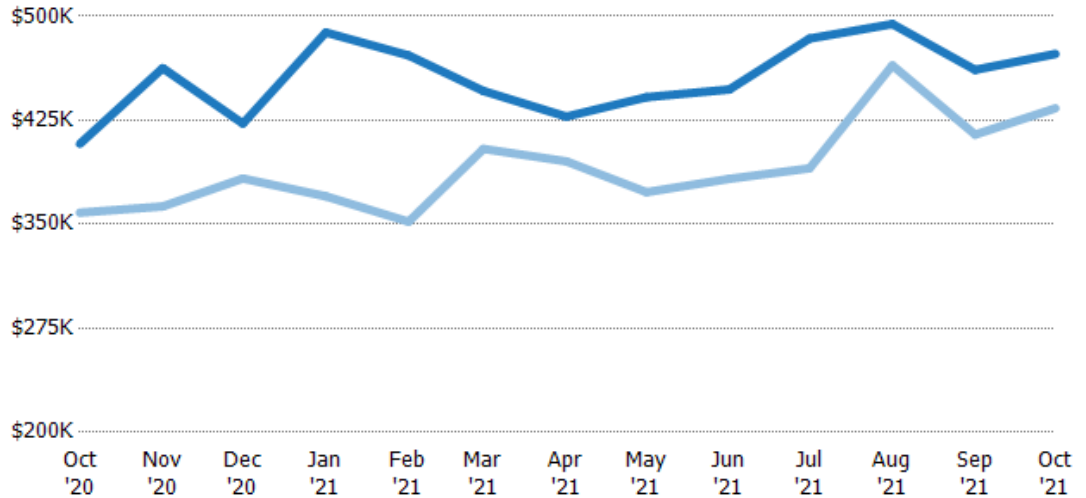


Average Listing Price vs Average Est Value

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

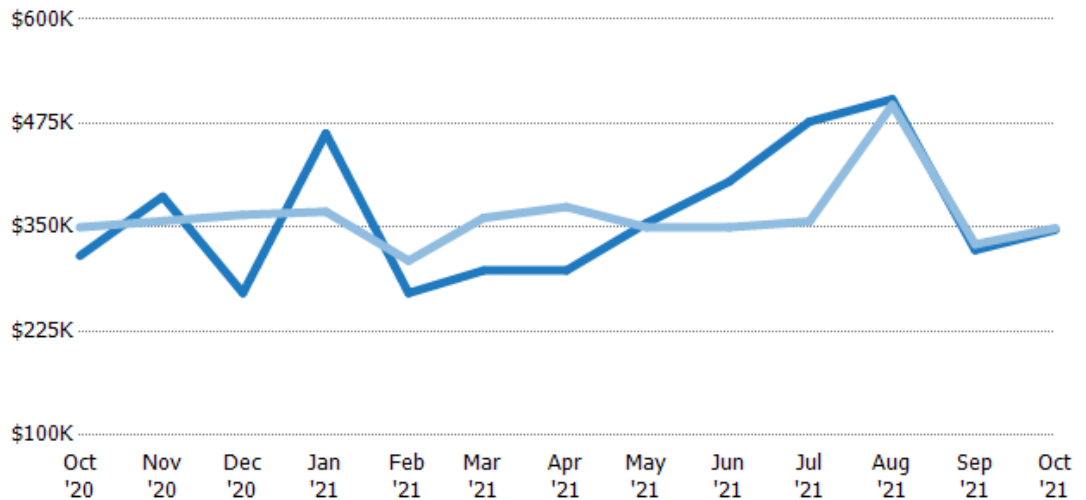


Median Listing Price vs Median Est Value

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



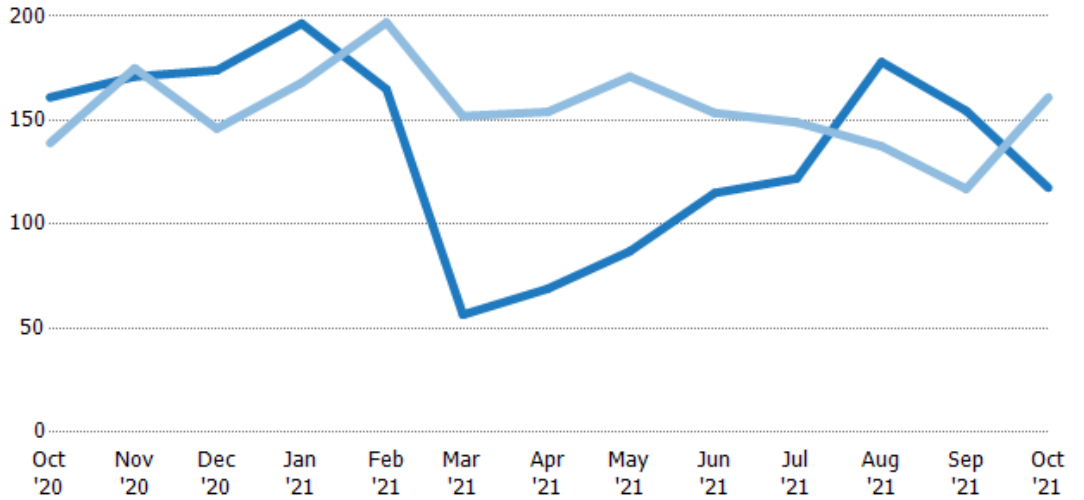
Median Days in RPR

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.
Oct '21	118	-27%
Oct '20	161	15.8%
Oct '19	139	16.5%



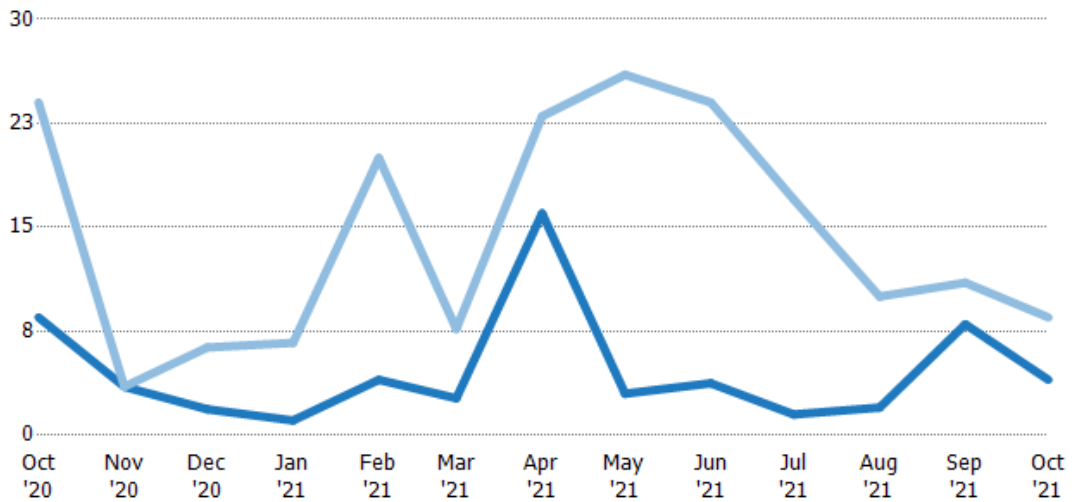
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	161	171	174	197	165	56.5	69	87	115	122	178	155	118
Prior Year	139	175	146	168	197	152	154	171	154	149	138	117	161
Percent Change from Prior Year	16%	-2%	19%	17%	-16%	-63%	-55%	-49%	-25%	-18%	29%	32%	-27%

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



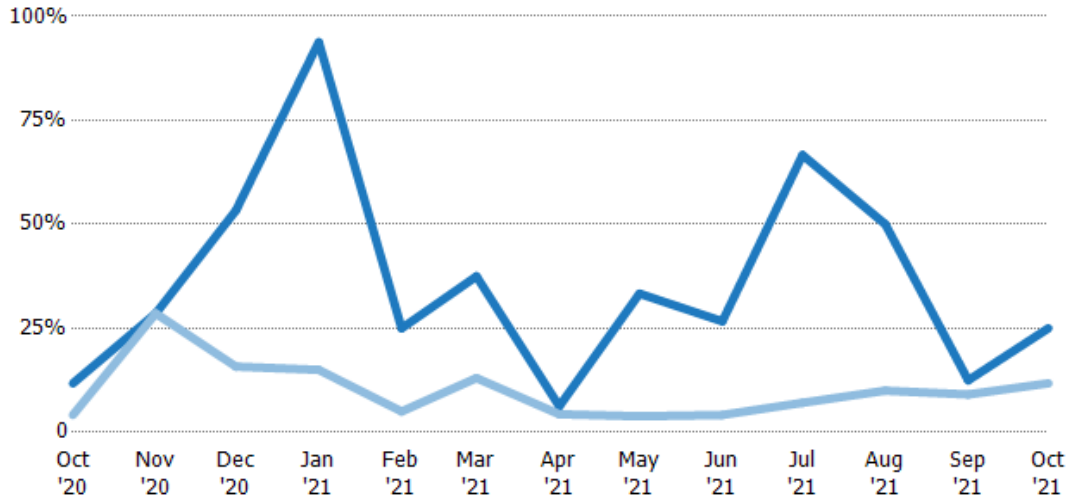
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	8.5	3.5	1.88	1.07	4	2.67	16	3	3.75	1.5	2	8	4
Prior Year	24	3.5	6.33	6.67	20	7.67	23	26	24	17	10	11	8.5
Percent Change from Prior Year	-65%	0%	-70%	-84%	-80%	-65%	-30%	-88%	-84%	100%	-80%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

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



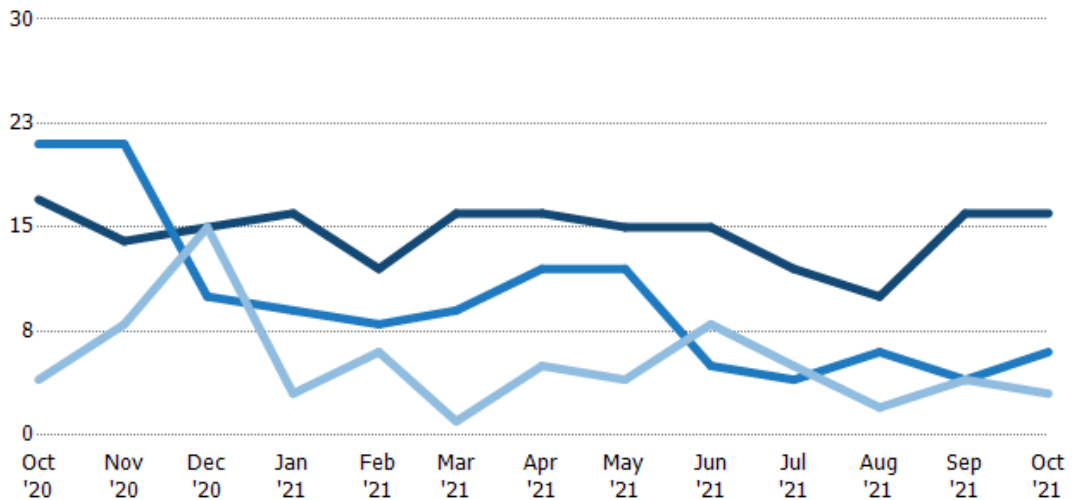
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	12%	29%	53%	94%	25%	38%	6%	33%	27%	67%	50%	13%	25%
Prior Year	4%	29%	16%	15%	5%	13%	4%	4%	4%	7%	10%	9%	12%
Change from Prior Year	-8%	0%	-38%	-79%	-20%	-24%	-2%	-29%	-23%	-67%	-40%	-3%	-13%

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



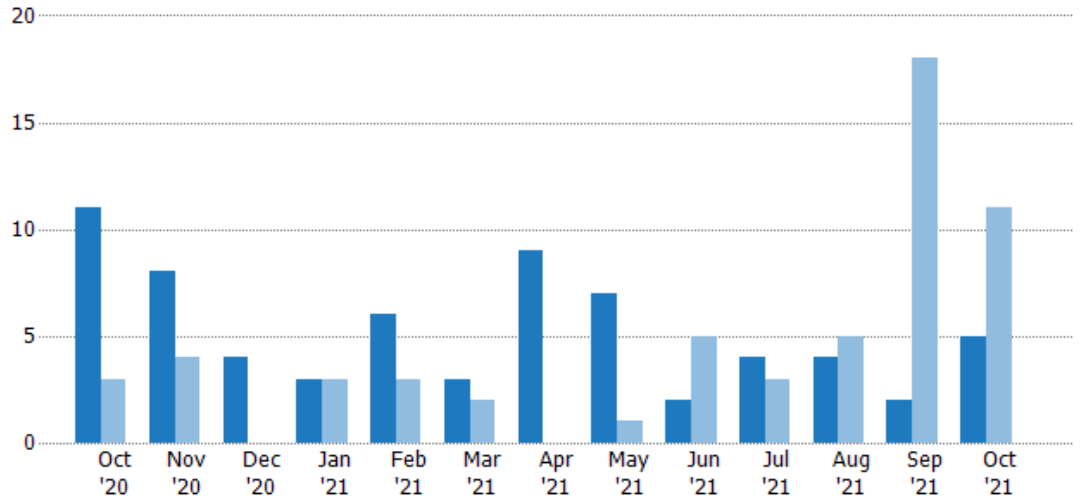
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	17	14	15	16	12	16	16	15	15	12	10	16	16
Pending	21	21	10	9	8	9	12	12	5	4	6	4	6
Sold	4	8	15	3	6	1	5	4	8	5	2	4	3

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



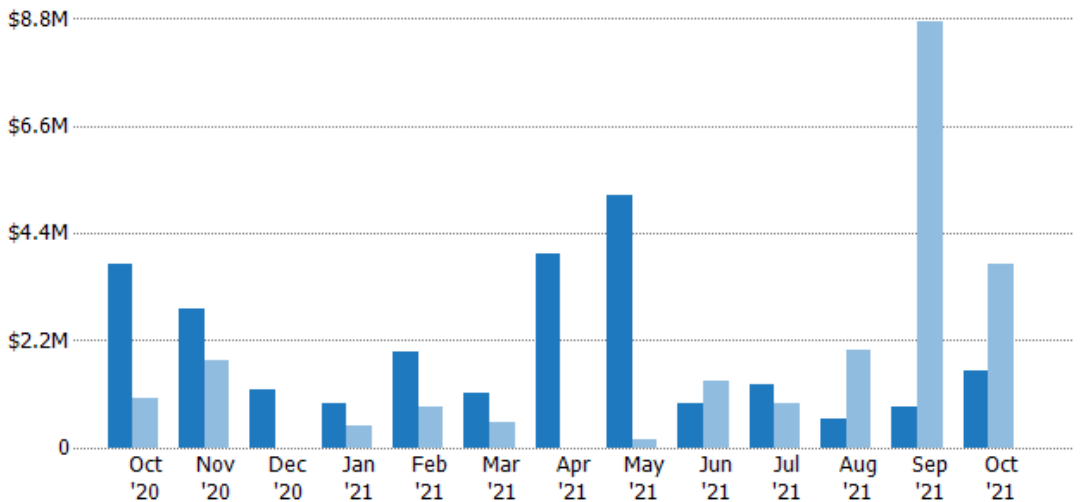
Current Year	11	8	4	3	6	3	9	7	2	4	4	2	5
Prior Year	3	4	-	3	3	2	-	1	5	3	5	18	11
Percent Change from Prior Year	267%	100%	100%	0%	100%	50%	100%	600%	-60%	33%	-20%	-89%	-55%

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	\$3.79M	\$2.86M	\$1.18M	\$913K	\$1.96M	\$1.13M	\$3.99M	\$5.2M	\$898K	\$1.29M	\$598K	\$855K	\$1.58M
Prior Year	\$1M	\$1.81M	-	\$440K	\$843K	\$538K	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.79M
Percent Change from Prior Year	277%	58%	100%	108%	133%	110%	100%	2,788%	-34%	42%	-70%	-90%	-58%

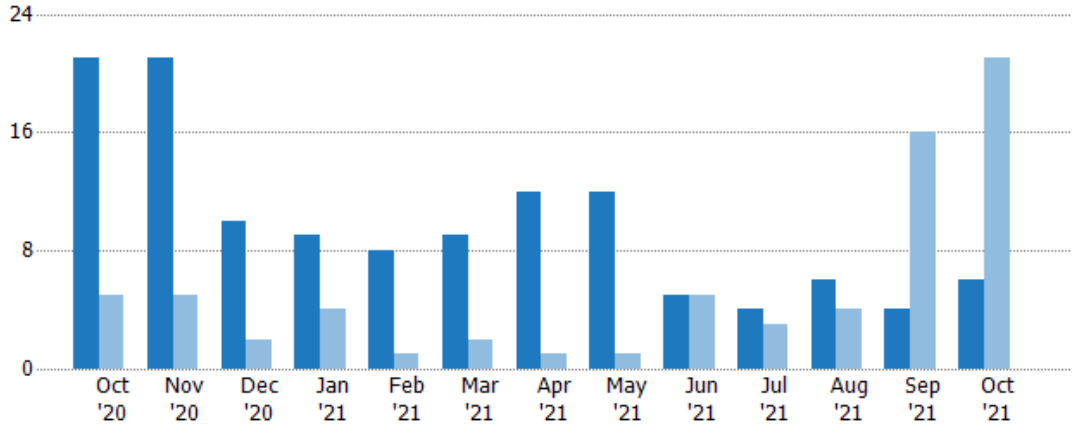
Pending Sales

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.
Oct '21	6	-71.4%
Oct '20	21	320%
Oct '19	5	40%



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

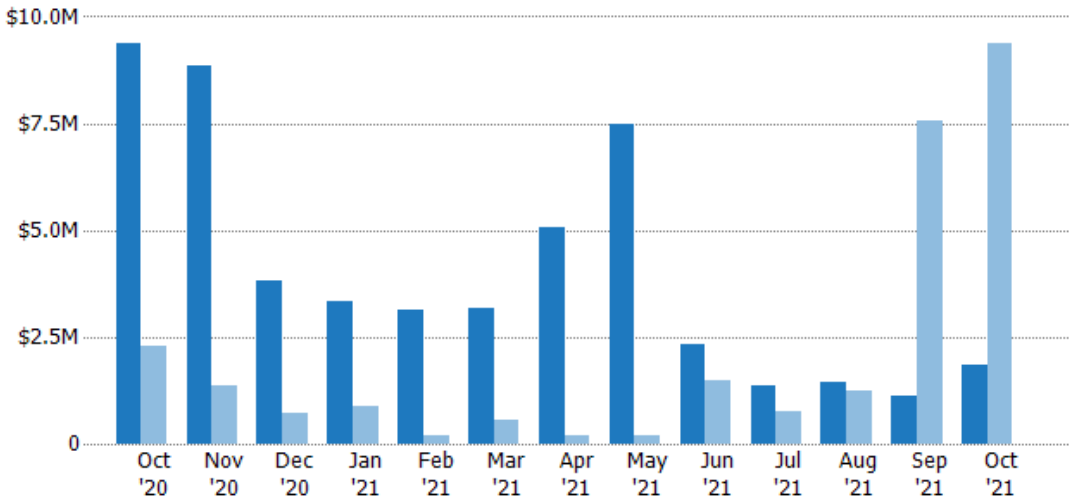
Pending Sales Volume

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.
Oct '21	\$1.84M	-80.4%
Oct '20	\$9.38M	313%
Oct '19	\$2.27M	-42.6%



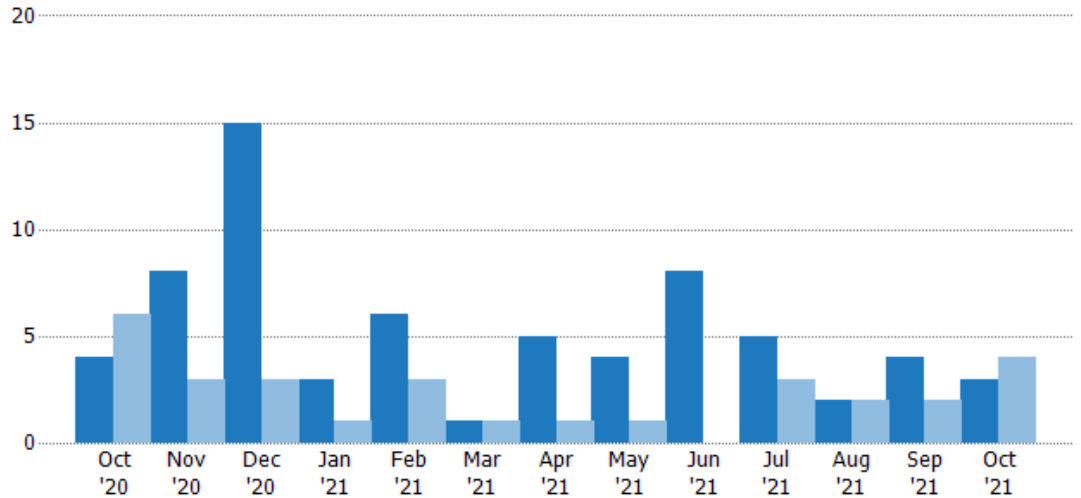
Current Year	\$9.38M	\$8.86M	\$3.82M	\$3.33M	\$3.12M	\$3.18M	\$5.07M	\$7.5M	\$2.32M	\$1.36M	\$1.43M	\$1.11M	\$1.84M
Prior Year	\$2.27M	\$1.37M	\$719K	\$890K	\$195K	\$538K	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$7.56M	\$9.38M
Percent Change from Prior Year	313%	545%	431%	274%	1,498%	491%	2,326%	4,066%	58%	84%	15%	-85%	-80%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



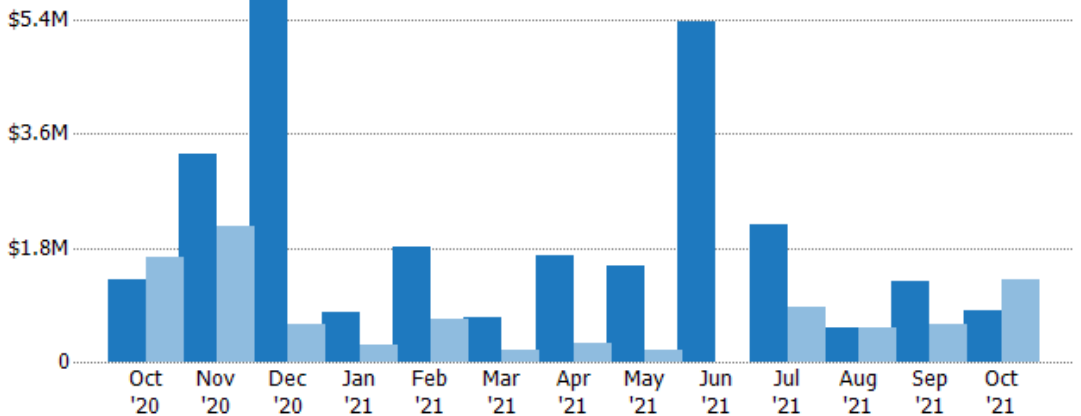
Current Year	4	8	15	3	6	1	5	4	8	5	2	4	3
Prior Year	6	3	3	1	3	1	1	1	-	3	2	2	4
Percent Change from Prior Year	-33%	167%	400%	200%	100%	0%	400%	300%	100%	67%	0%	100%	-25%

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



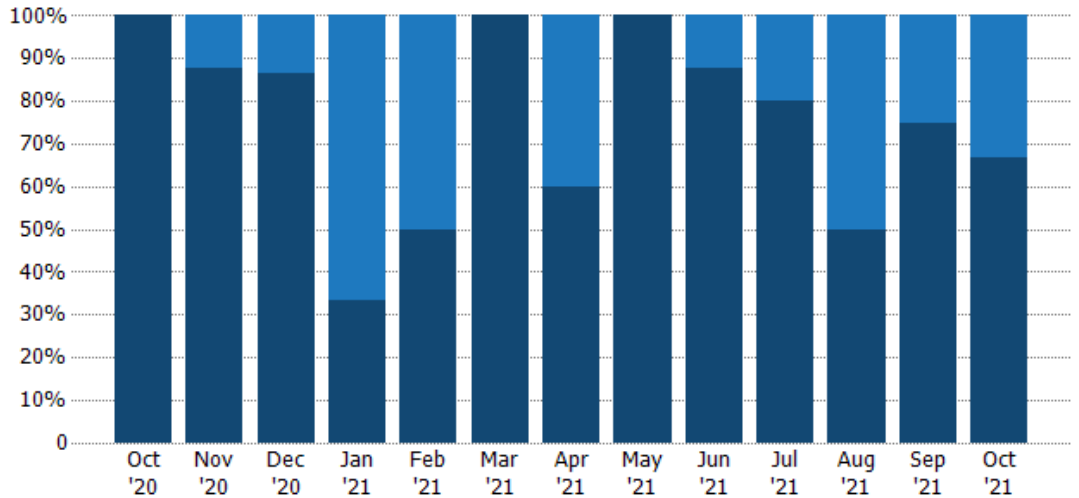
Current Year	\$1.29M	\$3.28M	\$6.04M	\$782K	\$1.81M	\$700K	\$1.69M	\$1.51M	\$5.36M	\$2.17M	\$529K	\$1.29M	\$812K
Prior Year	\$1.66M	\$2.13M	\$585K	\$260K	\$680K	\$195K	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$1.29M
Percent Change from Prior Year	-22%	54%	933%	201%	166%	259%	449%	680%	100%	149%	0%	117%	-37%

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



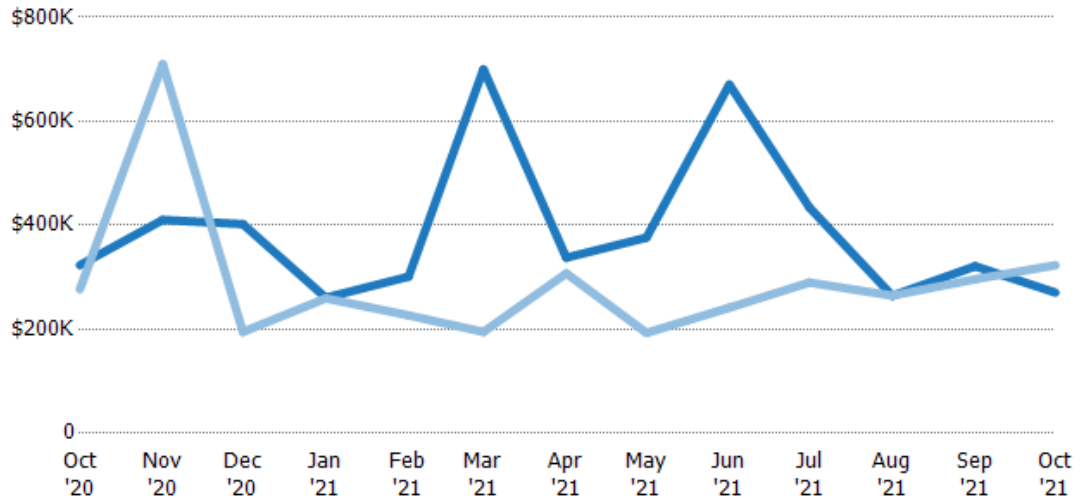
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Condo/Townhouse	-	13%	13%	67%	50%	-	40%	-	13%	20%	50%	25%	33%
Single Family Residence	100%	88%	87%	33%	50%	100%	60%	100%	88%	80%	50%	75%	67%

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



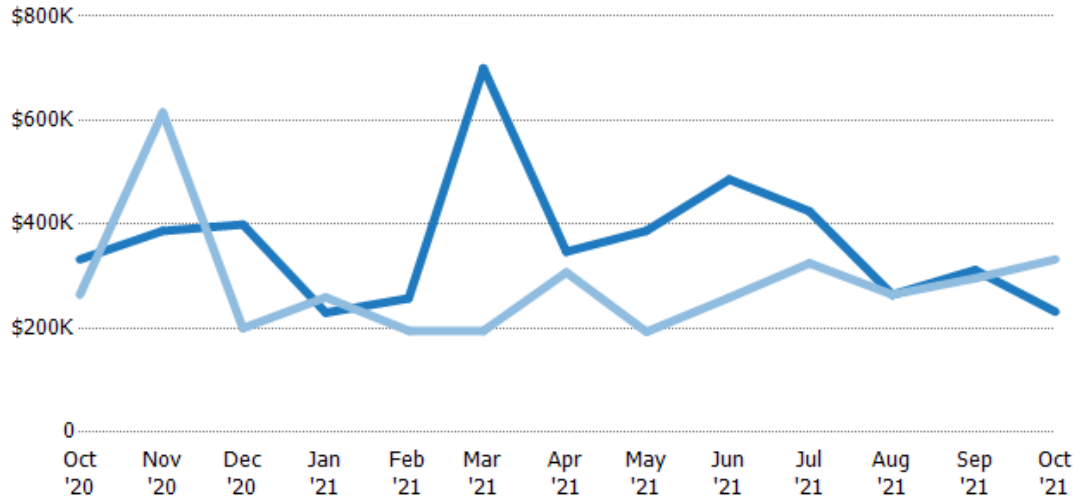
Current Year	\$323K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$376K	\$671K	\$434K	\$265K	\$321K	\$271K
Prior Year	\$277K	\$710K	\$195K	\$260K	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K
Percent Change from Prior Year	17%	-42%	107%	0%	33%	259%	10%	95%	100%	50%	0%	8%	-16%

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



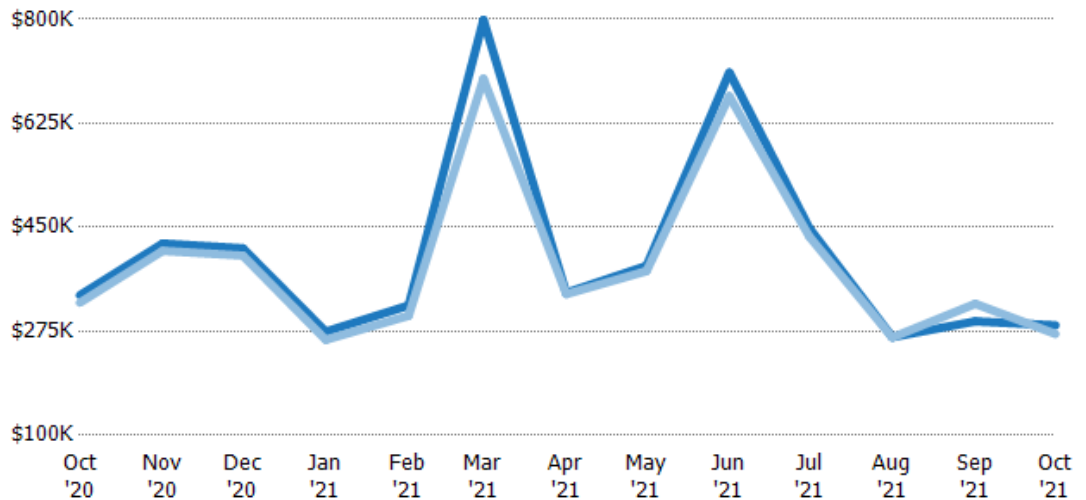
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$333K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$388K	\$486K	\$425K	\$265K	\$312K	\$232K
Prior Year	\$265K	\$615K	\$200K	\$260K	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K
Percent Change from Prior Year	26%	-37%	100%	-11%	32%	259%	13%	101%	100%	31%	0%	5%	-30%

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



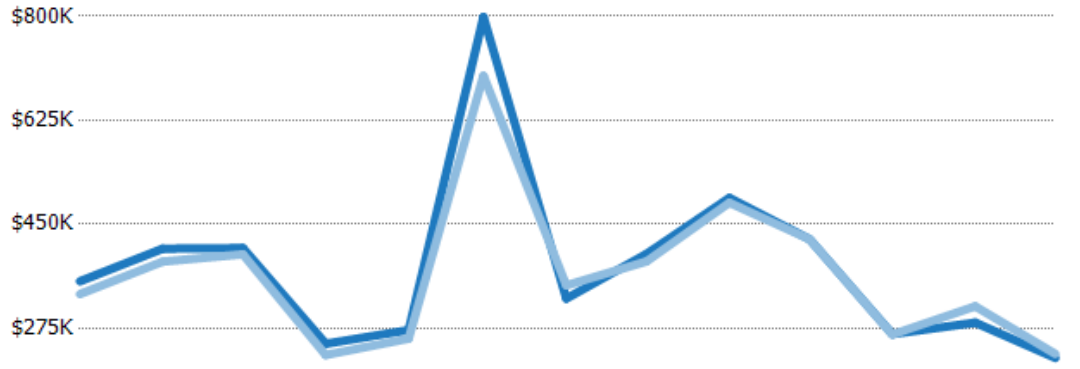
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$336K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$385K	\$710K	\$448K	\$265K	\$292K	\$285K
Avg Sales Price	\$323K	\$410K	\$402K	\$261K	\$301K	\$700K	\$338K	\$376K	\$671K	\$434K	\$265K	\$321K	\$271K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	95%	95%	88%	99%	98%	94%	97%	100%	110%	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



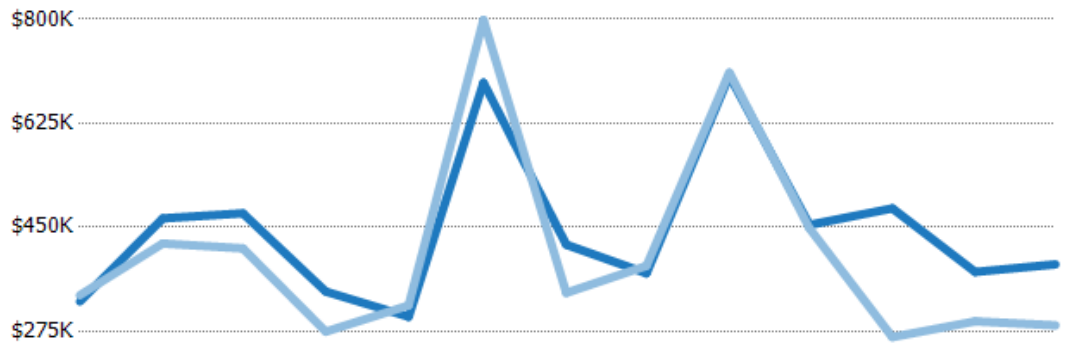
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$354K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$400K	\$495K	\$425K	\$265K	\$285K	\$225K
Median Sales Price	\$333K	\$387K	\$400K	\$230K	\$258K	\$700K	\$347K	\$388K	\$486K	\$425K	\$265K	\$312K	\$232K
Med Sales Price as a % of Med List Price	94%	95%	97%	92%	95%	88%	107%	97%	98%	100%	100%	110%	103%

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



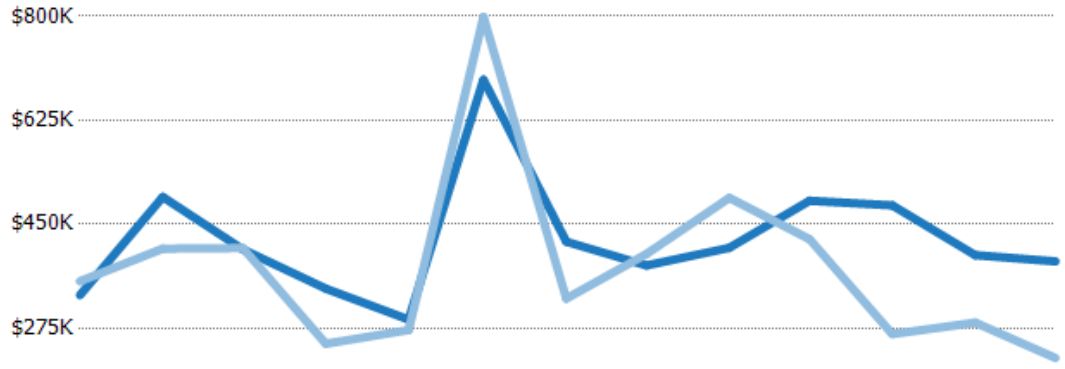
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$325K	\$465K	\$473K	\$342K	\$299K	\$693K	\$421K	\$373K	\$705K	\$454K	\$482K	\$375K	\$388K
Avg Sales Price	\$336K	\$423K	\$414K	\$274K	\$319K	\$799K	\$340K	\$385K	\$710K	\$448K	\$265K	\$292K	\$285K
Avg Sales Price as a % of Avg Est Value	103%	91%	88%	80%	106%	115%	81%	103%	101%	99%	55%	78%	74%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$331K	\$496K	\$408K	\$342K	\$290K	\$693K	\$421K	\$381K	\$410K	\$490K	\$482K	\$398K	\$388K
Median Sales Price	\$354K	\$409K	\$410K	\$249K	\$272K	\$799K	\$325K	\$400K	\$495K	\$425K	\$265K	\$285K	\$225K
Med Sales Price as a % of Med Est Value	107%	82%	101%	73%	94%	115%	77%	105%	120%	87%	55%	71%	58%