

## 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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	5	-60%	49	53	-7.5%
New Listing Volume	\$1,359,999	\$1,843,000	-26.2%	\$22,407,799	\$18,561,600	+20.7%
Active Listing Count	5	15	-66.7%	N/A	N/A	
Active Listing Volume	\$2,888,999	\$5,741,500	-49.7%	N/A	N/A	
Average Listing Price	\$577,800	\$382,767	+51%	\$426,867	\$507,424	-15.9%
Median Listing Price	\$695,000	\$365,000	+90.4%	\$418,851	\$394,981	+6%
Median Days in RPR	109	174	-37.4%	130.62	166.2	-21.4%
Months of Inventory	2.5	1.9	+33.3%	3.9	7.1	-45%
Absorption Rate	40%	53.33%	-13.3%	25.79%	14.18%	+11.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	4	-75%	51	63	-19%
New Pending Sales Volume	\$745,000	\$1,177,900	-36.8%	\$21,437,300	\$22,842,900	-6.2%
Pending Sales Count	1	10	-90%	N/A	N/A	
Pending Sales Volume	\$745,000	\$3,818,900	-80.5%	N/A	N/A	
Closed Sales Count	9	15	-40%	52	41	+26.8%
Closed Sales Volume	\$3,645,250	\$6,035,000	-39.6%	\$20,837,700	\$14,237,600	+46.4%
Average Sales Price	\$405,028	\$402,333	+0.7%	\$400,725	\$347,259	+15.4%
Median Sales Price	\$322,500	\$399,500	-19.3%	\$349,236	\$342,873	+1.9%

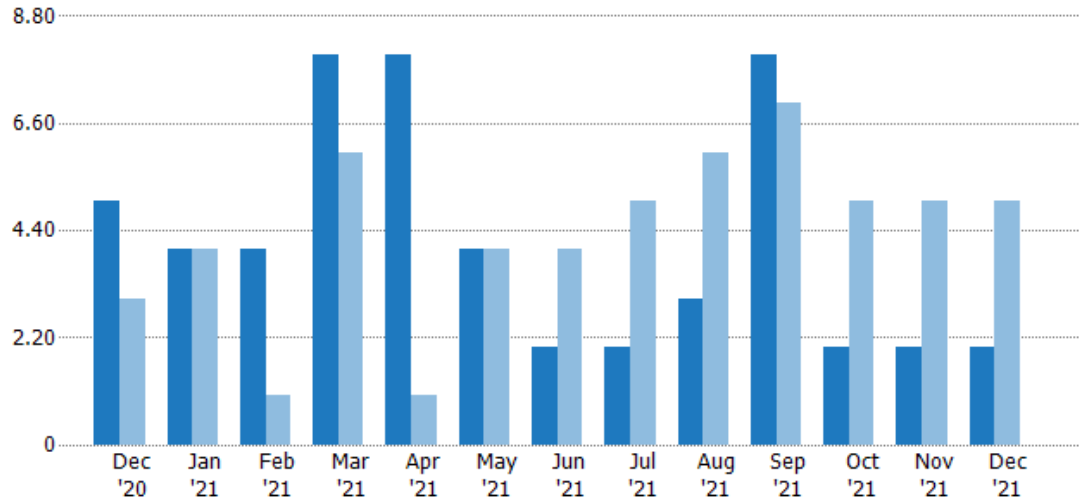
## New Listings

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.
Dec '21	2	-60%
Dec '20	5	66.7%
Dec '19	3	-33.3%



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

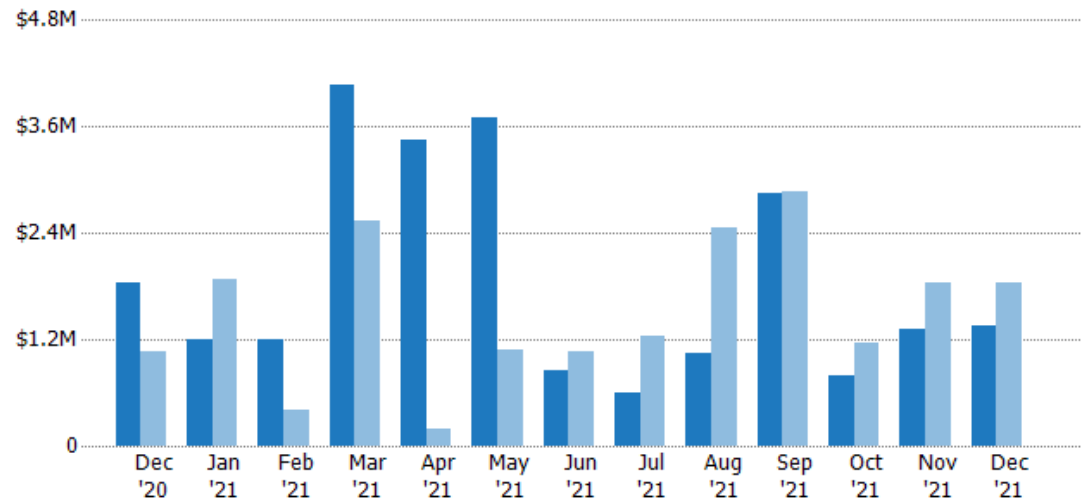
## New Listing Volume

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.
Dec '21	\$1.36M	-26.2%
Dec '20	\$1.84M	74.4%
Dec '19	\$1.06M	-67.2%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$1.84M	\$1.2M	\$1.19M	\$4.08M	\$3.44M	\$3.71M	\$849K	\$598K	\$1.04M	\$2.84M	\$784K	\$1.31M	\$1.36M
Prior Year	\$1.06M	\$1.88M	\$400K	\$2.54M	\$185K	\$1.09M	\$1.07M	\$1.24M	\$2.45M	\$2.87M	\$1.16M	\$1.84M	\$1.84M
Percent Change from Prior Year	74%	-36%	198%	61%	1,761%	241%	-21%	-52%	-58%	-1%	-32%	-29%	-26%

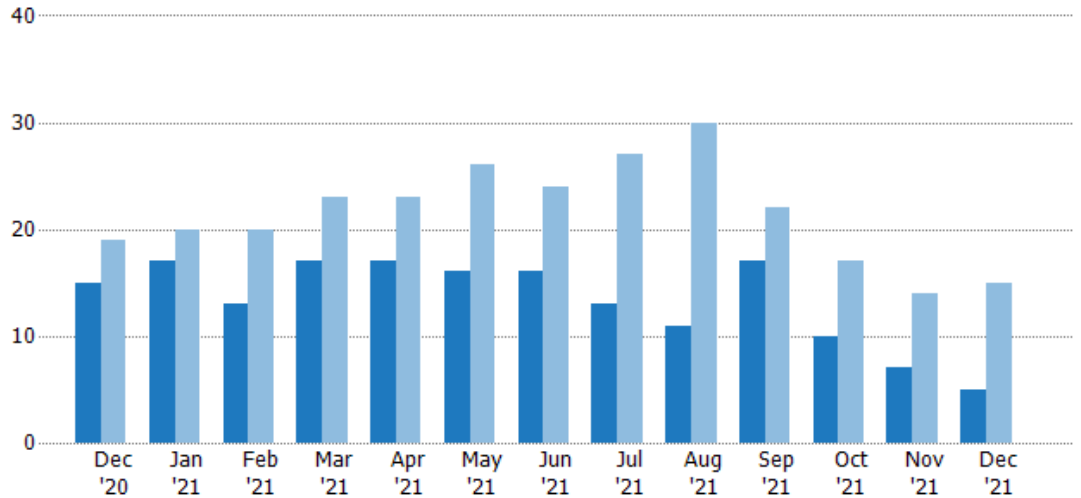
## Active Listings

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.
Dec '21	5	-66.7%
Dec '20	15	-21.1%
Dec '19	19	68.4%



Current Year	15	17	13	17	17	16	16	13	11	17	10	7	5
Prior Year	19	20	20	23	23	26	24	27	30	22	17	14	15
Percent Change from Prior Year	-21%	-15%	-35%	-26%	-26%	-38%	-33%	-52%	-63%	-23%	-41%	-50%	-67%

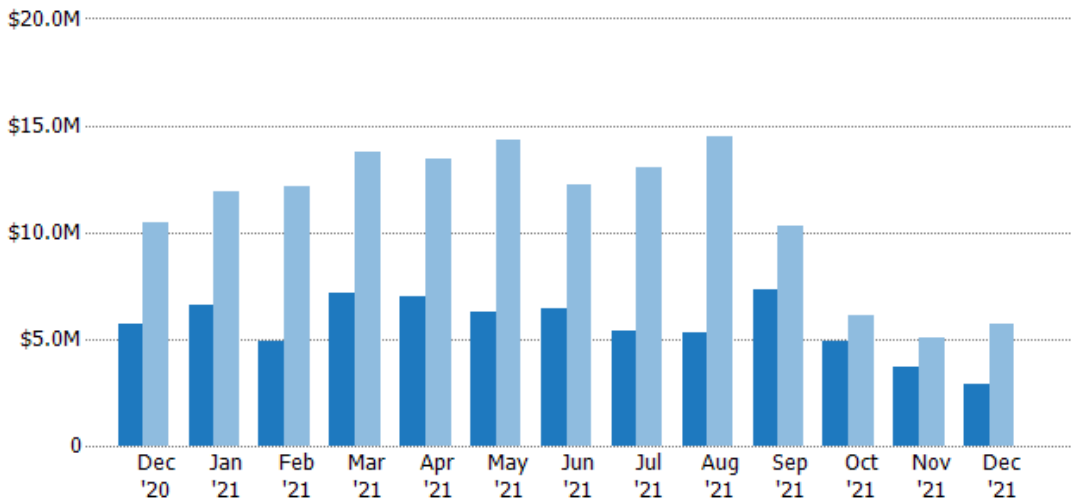
## Active Listing Volume

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.
Dec '21	\$2.89M	-49.7%
Dec '20	\$5.74M	-44.9%
Dec '19	\$10.4M	44.7%



Current Year	\$5.74M	\$6.61M	\$4.91M	\$7.16M	\$7.01M	\$6.28M	\$6.43M	\$5.37M	\$5.33M	\$7.32M	\$4.87M	\$3.69M	\$2.89M
Prior Year	\$10.4M	\$11.9M	\$12.1M	\$13.8M	\$13.4M	\$14.3M	\$12.2M	\$13.1M	\$14.4M	\$10.3M	\$6.09M	\$5.08M	\$5.74M
Percent Change from Prior Year	-45%	-44%	-59%	-48%	-48%	-56%	-47%	-59%	-63%	-29%	-20%	-27%	-50%

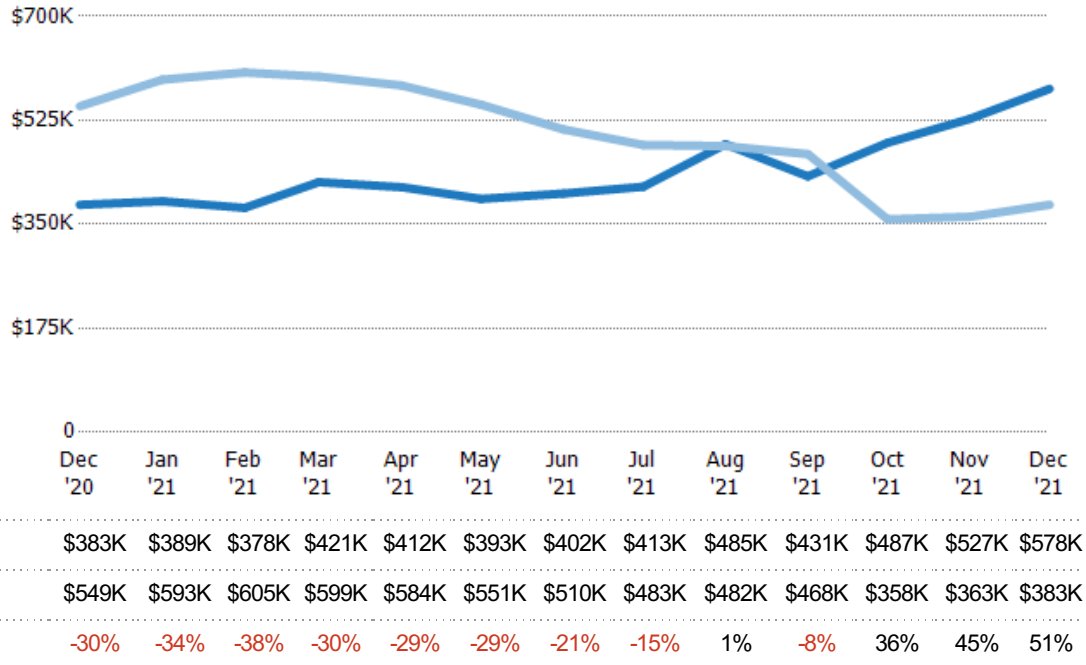
## Average Listing Price

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.
Dec '21	\$578K	51%
Dec '20	\$383K	-30.2%
Dec '19	\$549K	-14.1%



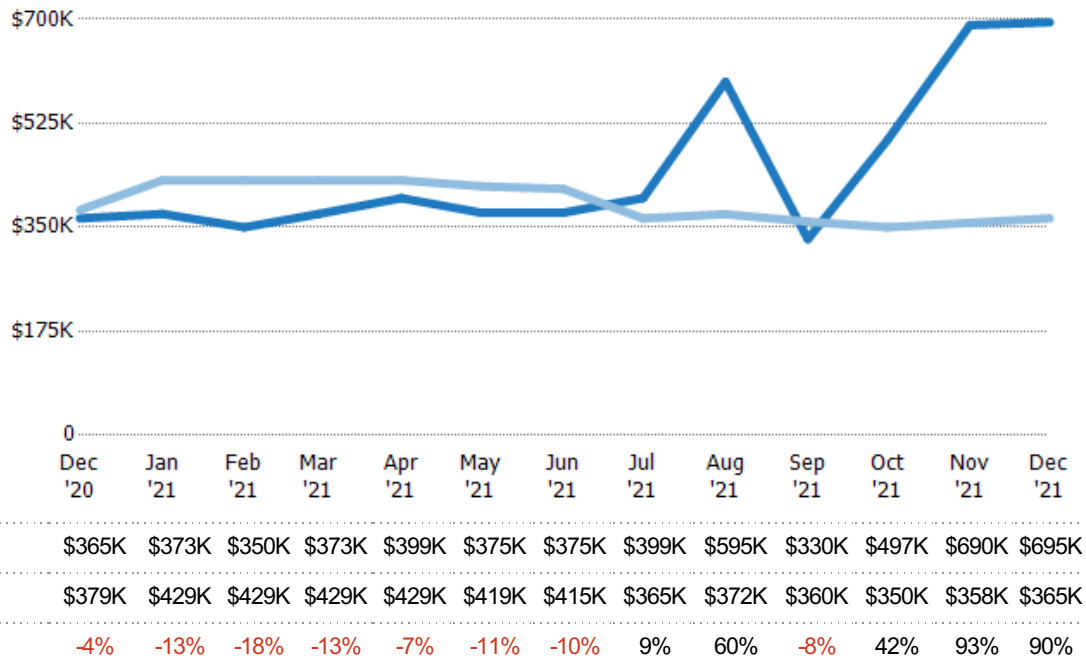
## Median Listing Price

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.
Dec '21	\$695K	90.4%
Dec '20	\$365K	-3.7%
Dec '19	\$379K	-5.2%

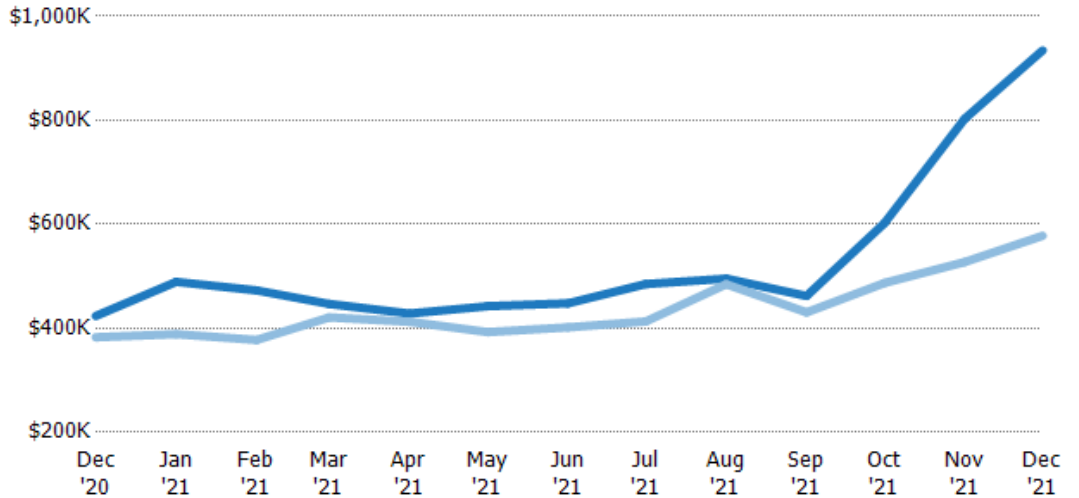


## Average Listing Price vs Average Est Value

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



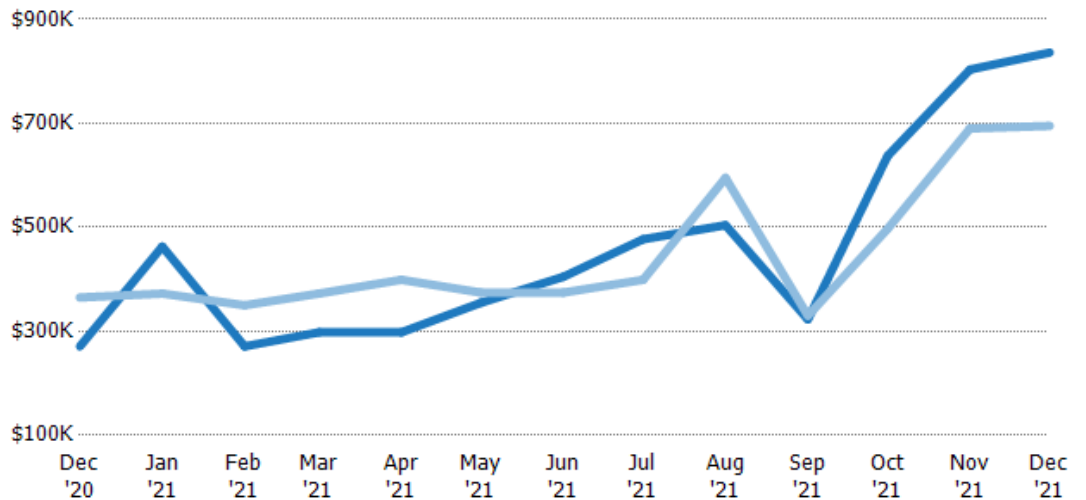
Avg Est Value	\$424K	\$489K	\$473K	\$447K	\$428K	\$442K	\$448K	\$485K	\$495K	\$462K	\$602K	\$803K	\$934K
Avg Listing Price	\$383K	\$389K	\$378K	\$421K	\$412K	\$393K	\$402K	\$413K	\$485K	\$431K	\$487K	\$527K	\$578K
Avg Listing Price as a % of Avg Est Value	90%	79%	80%	94%	96%	89%	90%	85%	98%	93%	81%	66%	62%

## 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	\$271K	\$463K	\$271K	\$298K	\$298K	\$355K	\$405K	\$477K	\$504K	\$323K	\$637K	\$803K	\$836K
Median Listing Price	\$365K	\$373K	\$350K	\$373K	\$399K	\$375K	\$375K	\$399K	\$595K	\$330K	\$497K	\$690K	\$695K
Med Listing Price as a % of Med Est Value	135%	80%	129%	125%	134%	106%	92%	84%	118%	102%	78%	86%	83%

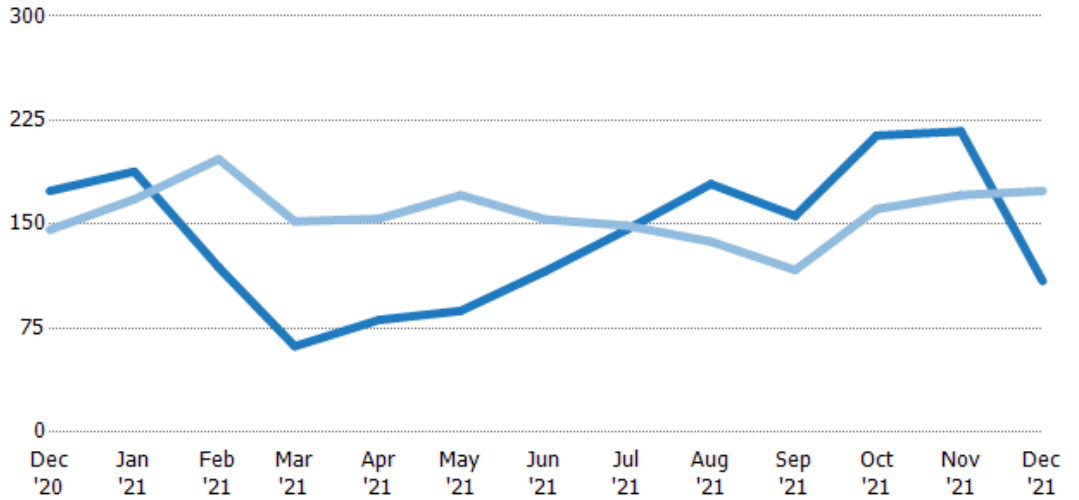
## Median Days in RPR

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.
Dec '21	109	-37.4%
Dec '20	174	19.2%
Dec '19	146	13%



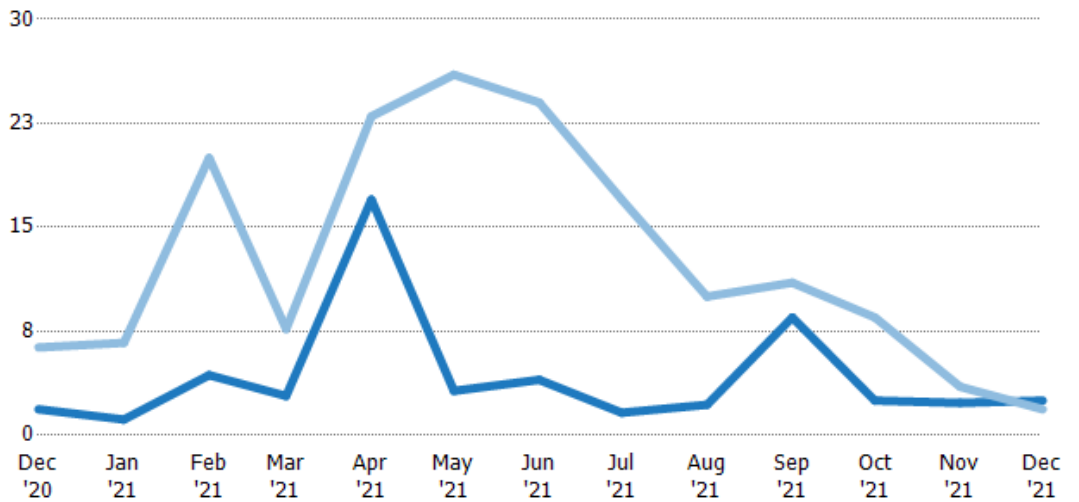
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	174	188	119	62	81	87.5	116	146	179	156	214	217	109
Prior Year	146	168	197	152	154	171	154	149	138	117	161	171	174
Percent Change from Prior Year	19%	12%	-40%	-59%	-47%	-49%	-24%	-2%	30%	33%	33%	27%	-37%

## 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



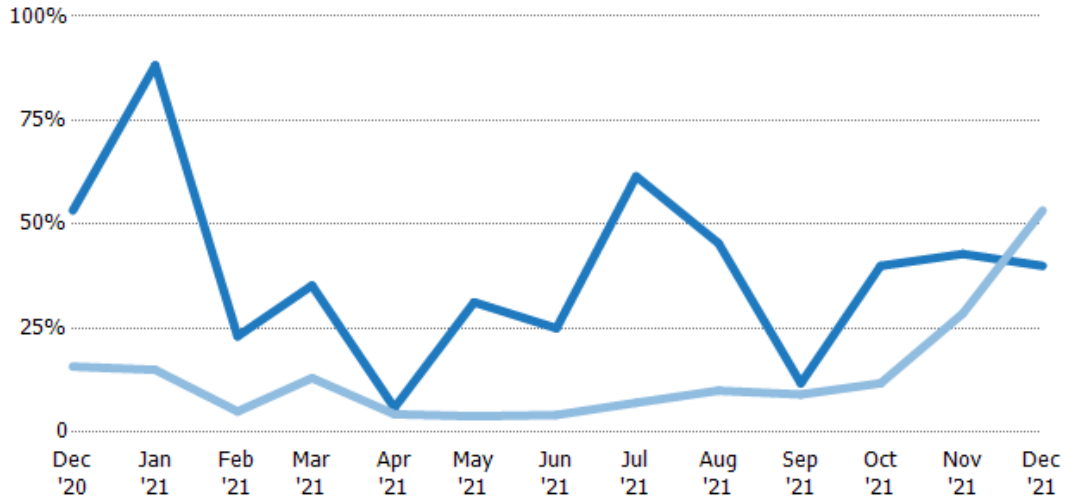
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	1.88	1.13	4.33	2.83	17	3.2	4	1.63	2.2	8.5	2.5	2.33	2.5
Prior Year	6.33	6.67	20	7.67	23	26	24	17	10	11	8.5	3.5	1.88
Percent Change from Prior Year	-70%	-83%	-78%	-63%	-26%	-88%	-83%	100%	-78%	-23%	-71%	-33%	33%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



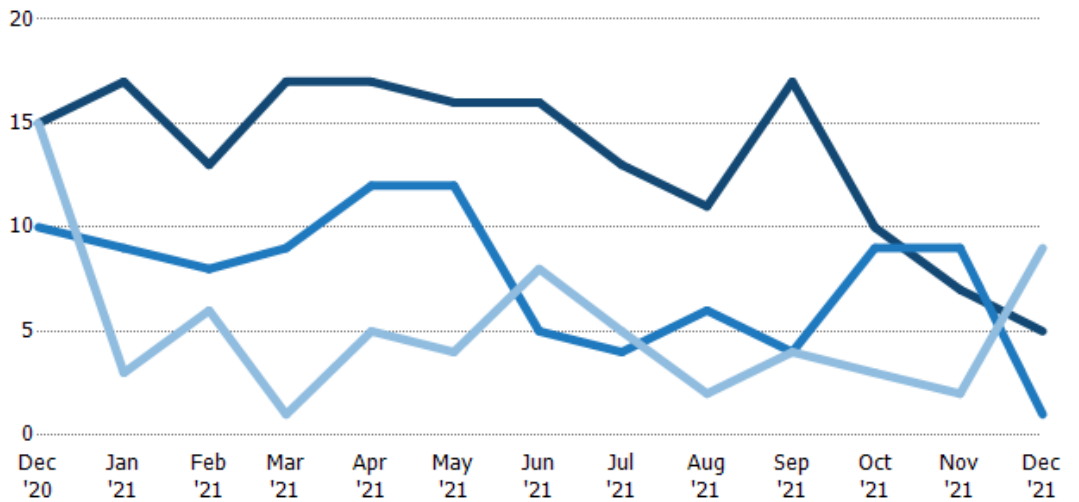
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	53%	88%	23%	35%	6%	31%	25%	62%	45%	12%	40%	43%	40%
Prior Year	16%	15%	5%	13%	4%	4%	4%	7%	10%	9%	12%	29%	53%
Change from Prior Year	-38%	-73%	-18%	-22%	-2%	-27%	-21%	-62%	-35%	-3%	-28%	-14%	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



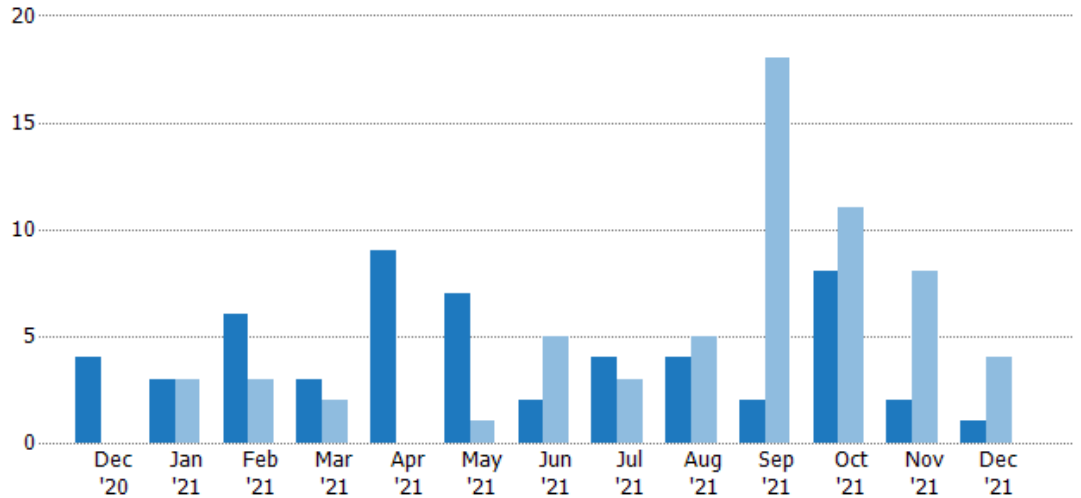
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	15	17	13	17	17	16	16	13	11	17	10	7	5
Pending	10	9	8	9	12	12	5	4	6	4	9	9	1
Sold	15	3	6	1	5	4	8	5	2	4	3	2	9

## 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



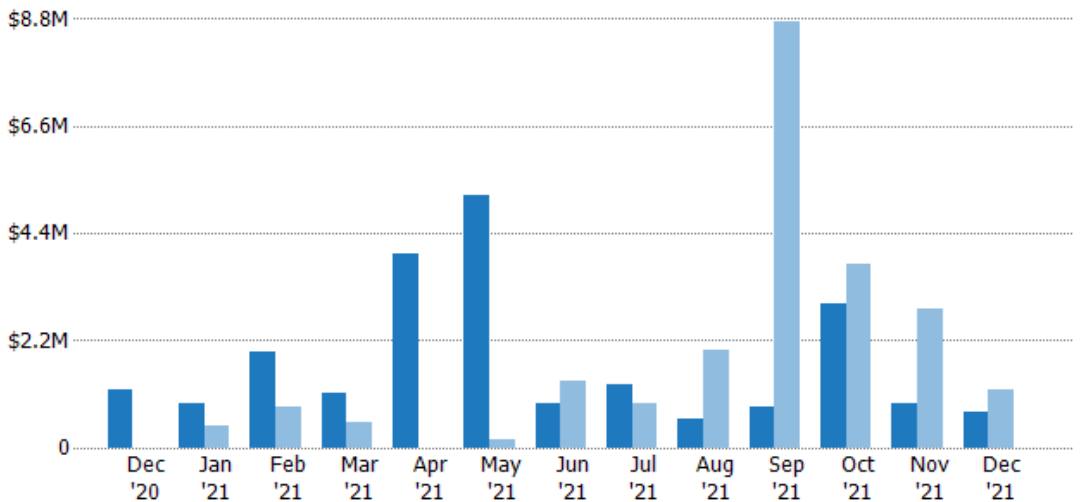
Current Year	4	3	6	3	9	7	2	4	4	2	8	2	1
Prior Year	-	3	3	2	-	1	5	3	5	18	11	8	4
Percent Change from Prior Year	100%	0%	100%	50%	100%	600%	-60%	33%	-20%	-89%	-27%	-75%	-75%

## 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	\$1.18M	\$913K	\$1.96M	\$1.13M	\$3.99M	\$5.2M	\$898K	\$1.29M	\$598K	\$855K	\$2.96M	\$908K	\$745K
Prior Year	-	\$440K	\$843K	\$538K	-	\$180K	\$1.37M	\$904K	\$2.01M	\$8.74M	\$3.79M	\$2.86M	\$1.18M
Percent Change from Prior Year	100%	108%	133%	110%	100%	2,788%	-34%	42%	-70%	-90%	-22%	-68%	-37%

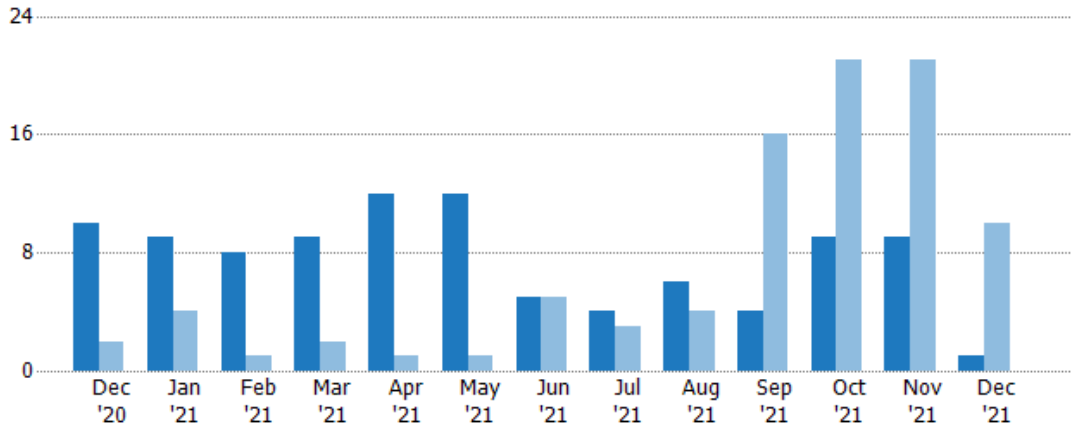


## Pending Sales

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



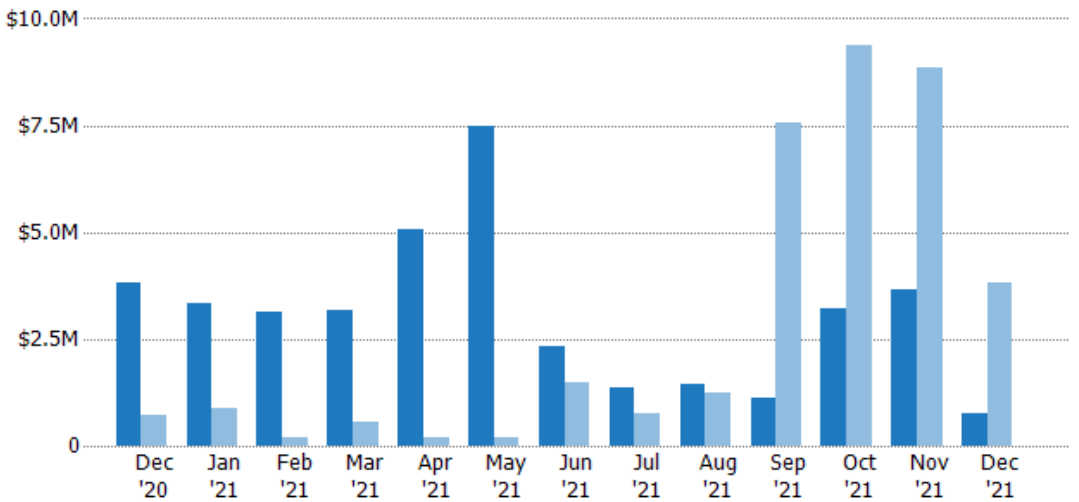
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	10	9	8	9	12	12	5	4	6	4	9	9	1
Prior Year	2	4	1	2	1	1	5	3	4	16	21	21	10
Percent Change from Prior Year	400%	125%	700%	350%	1,100%	1,100%	0%	33%	50%	-75%	-57%	-57%	-90%

## 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



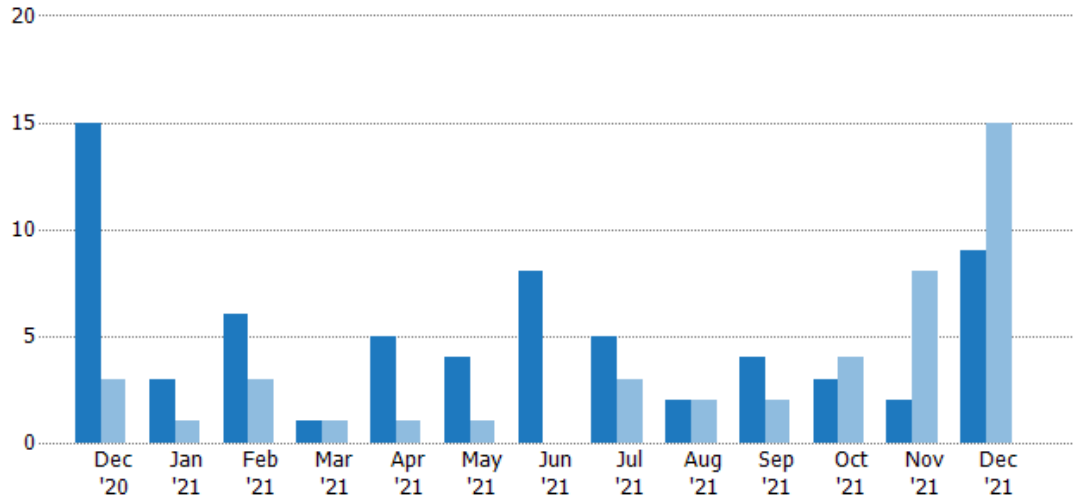
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$3.82M	\$3.33M	\$3.12M	\$3.18M	\$5.07M	\$7.5M	\$2.32M	\$1.36M	\$1.43M	\$1.11M	\$3.22M	\$3.66M	\$745K
Prior Year	\$719K	\$890K	\$195K	\$538K	\$209K	\$180K	\$1.46M	\$740K	\$1.25M	\$7.56M	\$9.38M	\$8.86M	\$3.82M
Percent Change from Prior Year	431%	274%	1,498%	491%	2,326%	4,066%	58%	84%	15%	-85%	-66%	-59%	-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



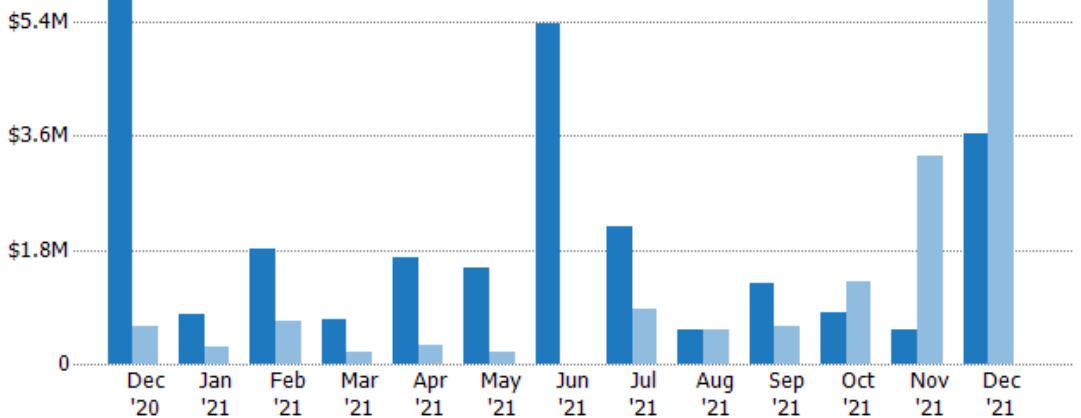
Current Year	15	3	6	1	5	4	8	5	2	4	3	2	9
Prior Year	3	1	3	1	1	1	-	3	2	2	4	8	15
Percent Change from Prior Year	400%	200%	100%	0%	400%	300%	100%	67%	0%	100%	-25%	-75%	-40%

## 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



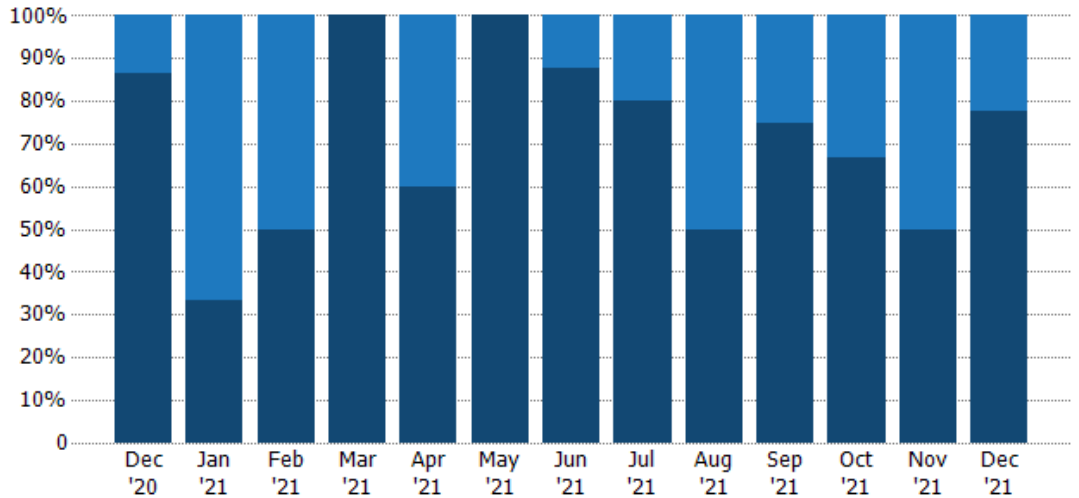
Current Year	\$6.04M	\$782K	\$1.81M	\$700K	\$1.69M	\$1.51M	\$5.36M	\$2.17M	\$529K	\$1.29M	\$812K	\$550K	\$3.65M
Prior Year	\$585K	\$260K	\$680K	\$195K	\$308K	\$193K	-	\$870K	\$530K	\$593K	\$1.29M	\$3.28M	\$6.04M
Percent Change from Prior Year	933%	201%	166%	259%	449%	680%	100%	149%	0%	117%	-37%	-83%	-40%

## 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



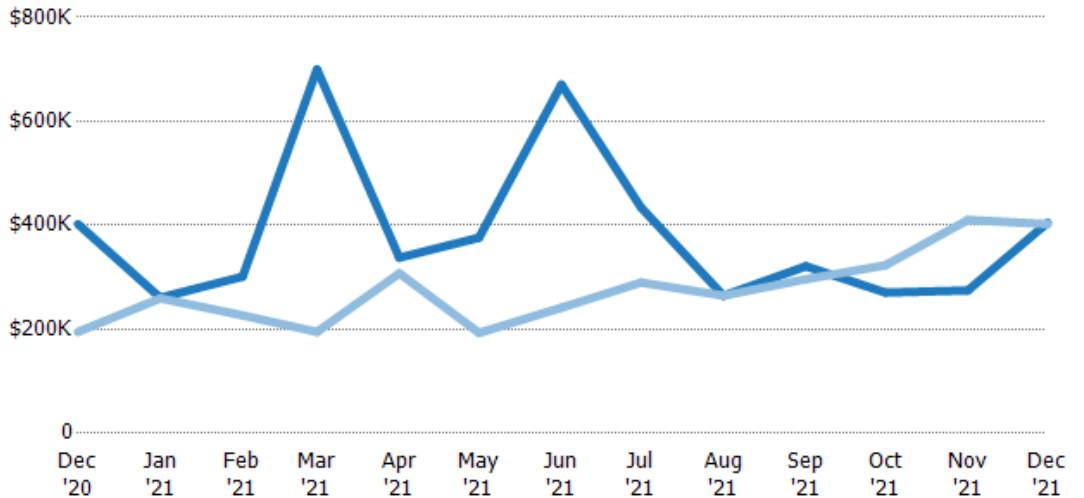
Condo/Townhouse	13%	67%	50%	-	40%	-	13%	20%	50%	25%	33%	50%	22%
Single Family Residence	87%	33%	50%	100%	60%	100%	88%	80%	50%	75%	67%	50%	78%

## 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



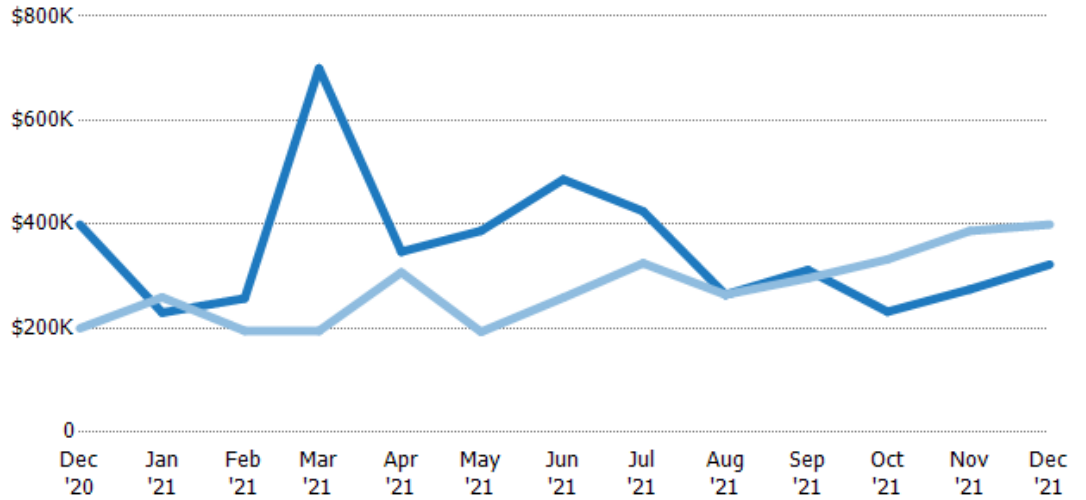
Current Year	\$402K	\$261K	\$301K	\$700K	\$338K	\$376K	\$671K	\$434K	\$265K	\$321K	\$271K	\$275K	\$405K
Prior Year	\$195K	\$260K	\$227K	\$195K	\$308K	\$193K	\$242K	\$290K	\$265K	\$296K	\$323K	\$410K	\$402K
Percent Change from Prior Year	107%	0%	33%	259%	10%	95%	100%	50%	0%	8%	-16%	-33%	1%

## 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



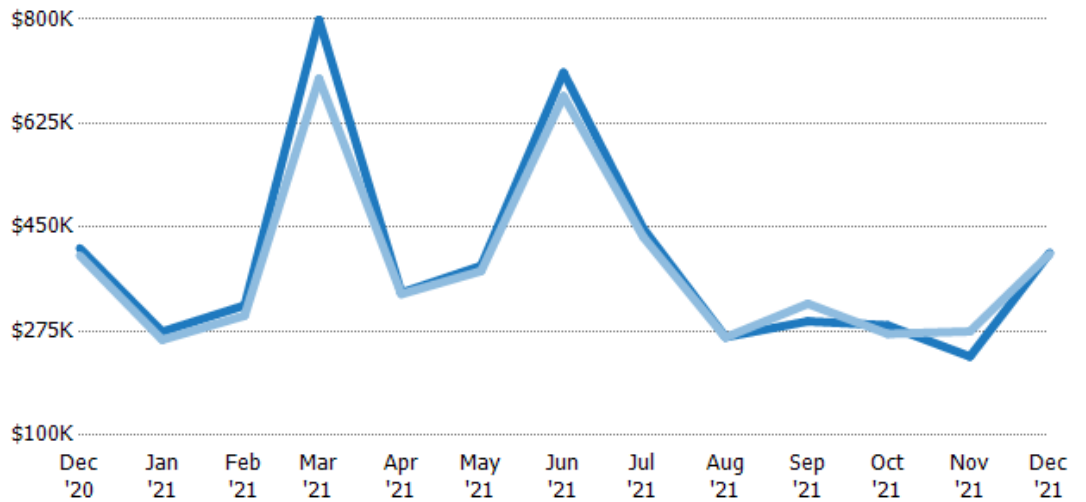
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$400K	\$230K	\$258K	\$700K	\$347K	\$388K	\$486K	\$425K	\$265K	\$312K	\$232K	\$275K	\$323K
Prior Year	\$200K	\$260K	\$195K	\$195K	\$308K	\$193K	\$259K	\$325K	\$265K	\$296K	\$333K	\$387K	\$400K
Percent Change from Prior Year	100%	-11%	32%	259%	13%	101%	100%	31%	0%	5%	-30%	-29%	-19%

## 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



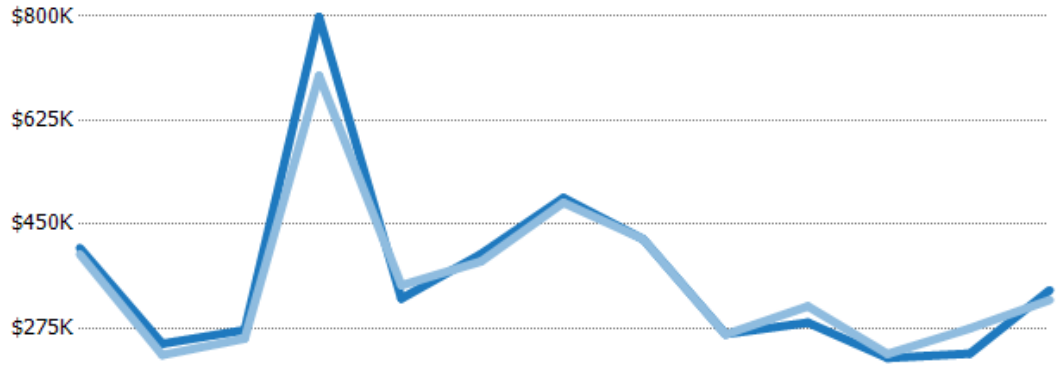
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg List Price	\$414K	\$274K	\$319K	\$799K	\$340K	\$385K	\$710K	\$448K	\$265K	\$292K	\$285K	\$232K	\$407K
Avg Sales Price	\$402K	\$261K	\$301K	\$700K	\$338K	\$376K	\$671K	\$434K	\$265K	\$321K	\$271K	\$275K	\$405K
Avg Sales Price as a % of Avg List Price	97%	95%	95%	88%	99%	98%	94%	97%	100%	110%	95%	118%	100%

## 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



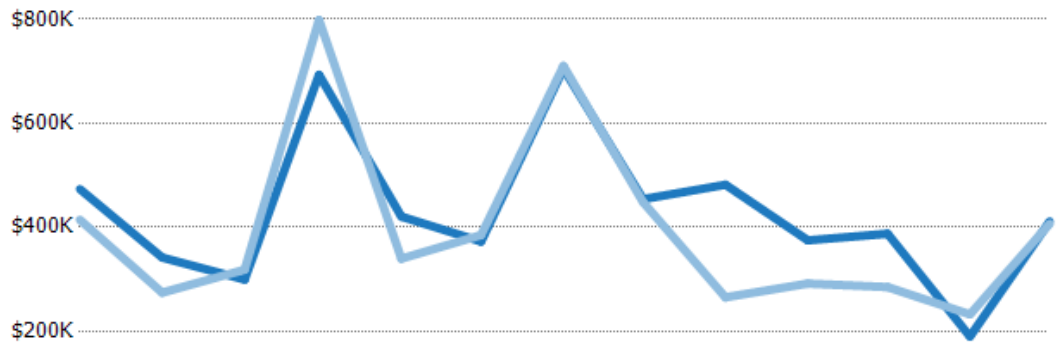
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$410K	\$249K	\$272K	\$799K	\$325K	\$400K	\$495K	\$425K	\$265K	\$285K	\$225K	\$232K	\$339K
Median Sales Price	\$400K	\$230K	\$258K	\$700K	\$347K	\$388K	\$486K	\$425K	\$265K	\$312K	\$232K	\$275K	\$323K
Med Sales Price as a % of Med List Price	97%	92%	95%	88%	107%	97%	98%	100%	100%	110%	103%	118%	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



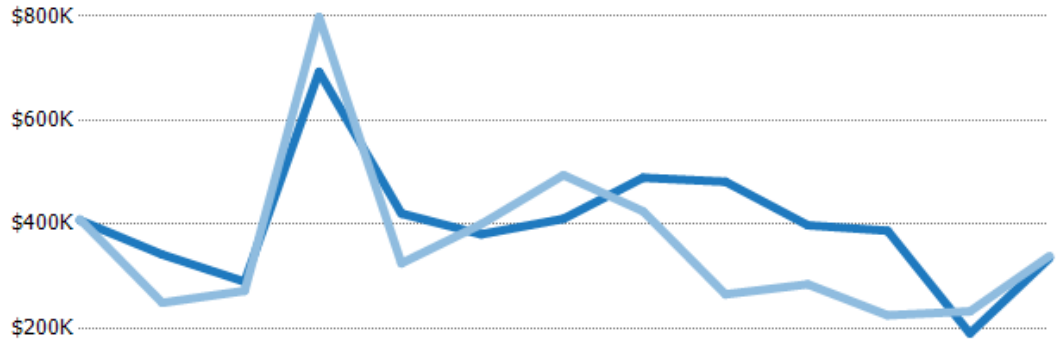
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$473K	\$342K	\$299K	\$693K	\$421K	\$373K	\$705K	\$454K	\$482K	\$375K	\$388K	\$190K	\$411K
Avg Sales Price	\$414K	\$274K	\$319K	\$799K	\$340K	\$385K	\$710K	\$448K	\$265K	\$292K	\$285K	\$232K	\$407K
Avg Sales Price as a % of Avg Est Value	88%	80%	106%	115%	81%	103%	101%	99%	55%	78%	74%	122%	99%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$408K	\$342K	\$290K	\$693K	\$421K	\$381K	\$410K	\$490K	\$482K	\$398K	\$388K	\$190K	\$336K
Median Sales Price	\$410K	\$249K	\$272K	\$799K	\$325K	\$400K	\$495K	\$425K	\$265K	\$285K	\$225K	\$232K	\$339K
Med Sales Price as a % of Med Est Value	101%	73%	94%	115%	77%	105%	120%	87%	55%	71%	58%	122%	101%