Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+ / -	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
+100%	4	8	+100%	4	8	New Listing Count
+177.4%	\$1,127,000	\$3,126,800	+177.4%	\$1,127,000	\$3,126,800	New Listing Volume
-21.8%	78	61	-21.8%	78	61	Active Listing Count
-3.1%	\$28,605,999	\$27,714,898	-3.1%	\$28,605,999	\$27,714,898	Active Listing Volume
+23.9%	\$366,744	\$454,343	+23.9%	\$366,744	\$454,343	Average Listing Price
+52.7%	\$262,000	\$399,999	+52.7%	\$262,000	\$399,999	Median Listing Price
-17.2%	276.5	229	-17.2%	276.5	229	Median Daysin RPR
-21.8%	19.5	15.3	-	_	_	Months of Inventory
+1.4%	5.13%	6.56%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+150%	2	5	+150%	2	5	New Pending Sales Count
+222.7%	\$339,000	\$1,094,000	+222.7%	\$339,000	\$1,094,000	New Pending Sales Volume
+166.7%	3	8	+166.7%	3	8	Pending Sales Count
+148.2%	\$849,000	\$2,107,000	+148.2%	\$849,000	\$2,107,000	Pending Sales Volume
-25%	4	3	-25%	4	3	Closed Sales Count
-19.4%	\$599,000	\$483,000	-19.4%	\$599,000	\$483,000	Closed Sales Volume
+7.5%	\$149,750	\$161,000	+7.5%	\$149,750	\$161,000	Average Sales Price
+2.2%	\$171,250	\$175,000	+2.2%	\$171,250	\$175,000	Median Sales Price





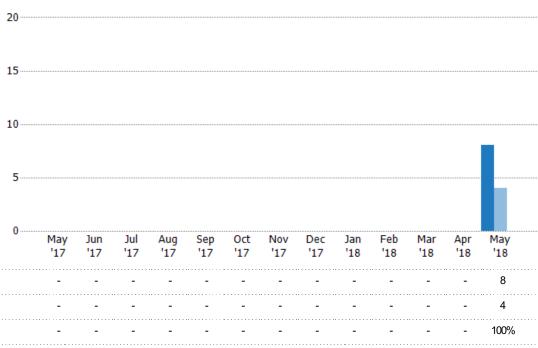


New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Listing Volume

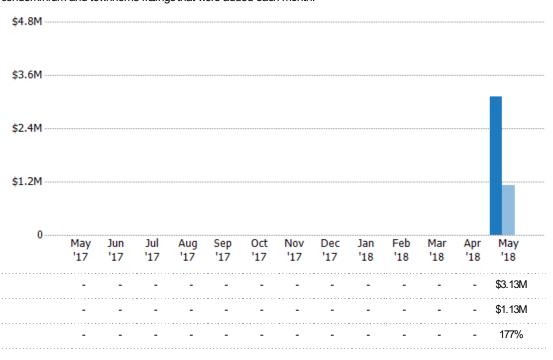
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year

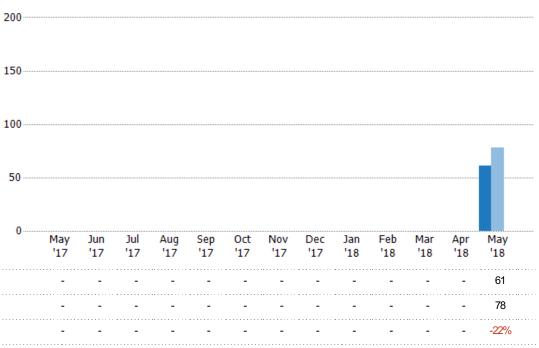




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence



Active Listing Volume

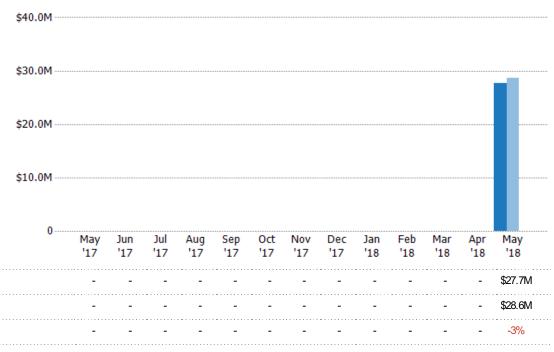
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$250K

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

\$375K

\$125K

0 May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr May '17 '17 '17 '17 '18 '18 '18 '17 '17 '17 '17 '18 '18 \$454K \$367K 24%

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$100K

Filters Used

Current Year

Prior Year

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence \$400K \$300K \$200K

0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '18 '18 \$400K \$262K 53%



Current Year

Percent Change from Prior Year



\$454K

98%



Market Data Report

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,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$500K \$375K \$250K \$125K 0 May Aug Sep 0ct Nov Feb Apr May '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 \$462K

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

Avg Est Value

Avg Listing Price

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

UIC								
_		Aug '17				Mar	Apr	 Ma '1
May		Aug '17				Mar		Ma
May			Sep '17			Mar	Apr	Ma '1



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



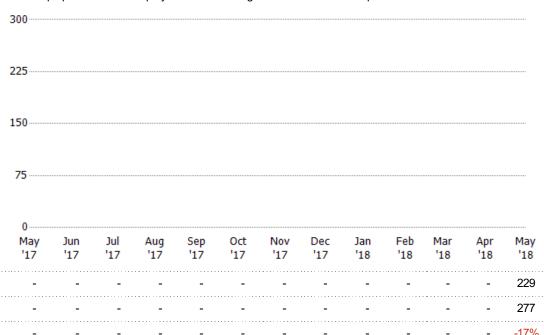


Median Days in RPR

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,
Proctors/ille, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Months of Inventory

Percent Change from Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Current Year

Prior Year

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

150												
100												
100												
50												
May	Jun										Apr	 May
-	Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
May	Jun '17	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
May	Jun '17	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17	Nov '17	Dec '17	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18	May '18 5.08 19.5



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

%	 		 		 		
%	 				 	 	
%	 		 	 	 	 	
%	 		 	 	 	 	
0	 	Aug '17	 	 	 	 	

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

70

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

53	 				 			
35	 		 	 	 			
18	 		 	 	 			
0	 		 		 			
0 May '17		Aug '17			Feb	Mar	Apr '18	May '18
May					Feb	Mar	Apr	
May					Feb	Mar	Apr	May '18



Active

Sold

Pending



150%

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

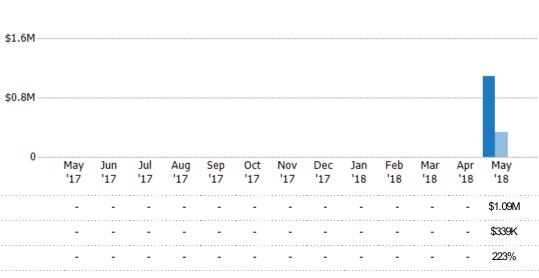


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.







Current Year

Percent Change from Prior Year



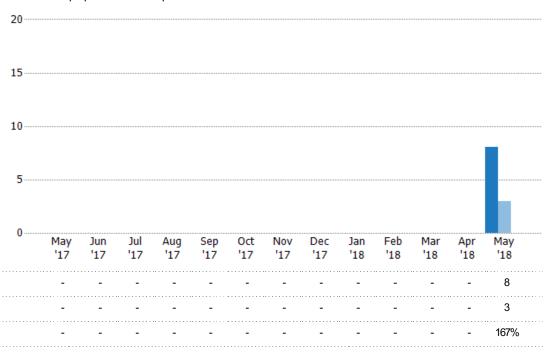


Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Pending Sales Volume

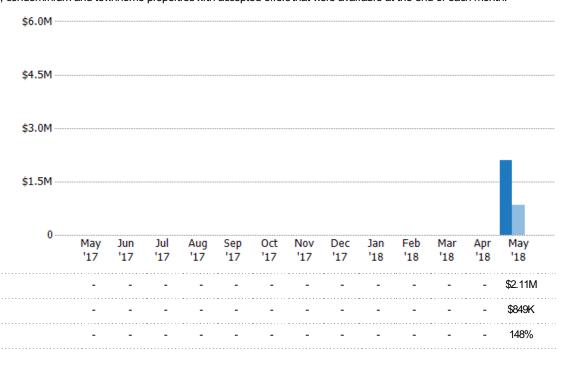
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year



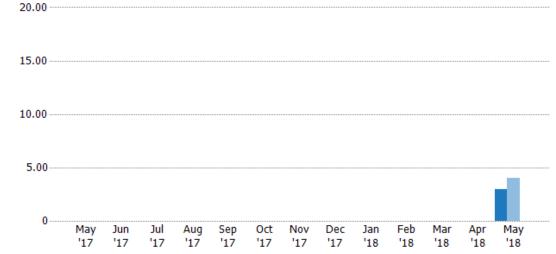


Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence



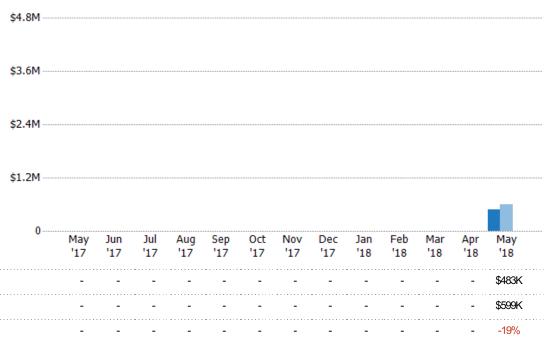
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4
 Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year

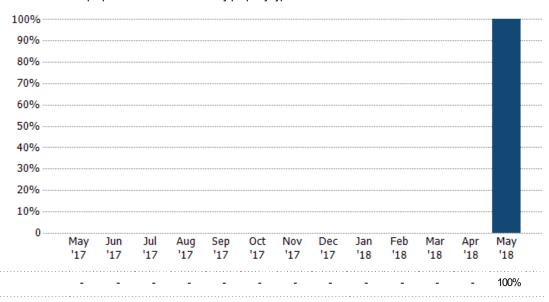


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

Current Year
Prior Year

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$500K \$375K \$250K \$125K May Jul Aug Sep 0ct Nov Dec Apr May '17 '17 '17 '17 '17 '18 '18 \$161K \$150K 8%







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

\$400K

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

\$300K
\$200K

\$100K

\$179 \$179	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
¢47.	 -	-	-	-	-	-	-	-		-	-	-	\$175K
	 -	-	-	-	-	-	-	-	-	-	-	-	\$171K

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

Current Year
Prior Year

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$150K \$100K \$50K
\$150K
\$200K

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	_	-	-	-	\$177K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$161K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	_	-	-	-	91%



\$175K

93%



Market Data Report

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,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

May '17	Jun '17		Aug '17								
D/I TAV	lun	Tol	Aug	Con	Oct	Nov	Doc	Eah	Marie	Ann	Ma
•											

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

Median List Price

Median Sales Price

ZIP: Ludlow, VT 05149, Proctorsville, VT 05153 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

)K												
0K												••••
0			Aug								Apr	N
May	Jun	Jul	Aug	Jep								
May '17	Jun '17	Jul '17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'18	
	Jun '17 -	Jul '17 -	'17	'17 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -		
	Jun '17 -	Jul '17 -	'17	'17	'17 -	'17 - -	'17 - -	'18 - -	'18 - -	'18 - -	'18	\$



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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.

\$100K

Filters Used

ZIP: Ludlow, VT 05149,
Proctorsville, VT 05153
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$200K	
\$150K	

\$50K

0												
May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18

Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$16/K
Median Sales Price	-	-	-	-	_	-	-	-	-	_	-	-	\$189K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%



