

## Summary of Key Listing and Sales Metrics

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

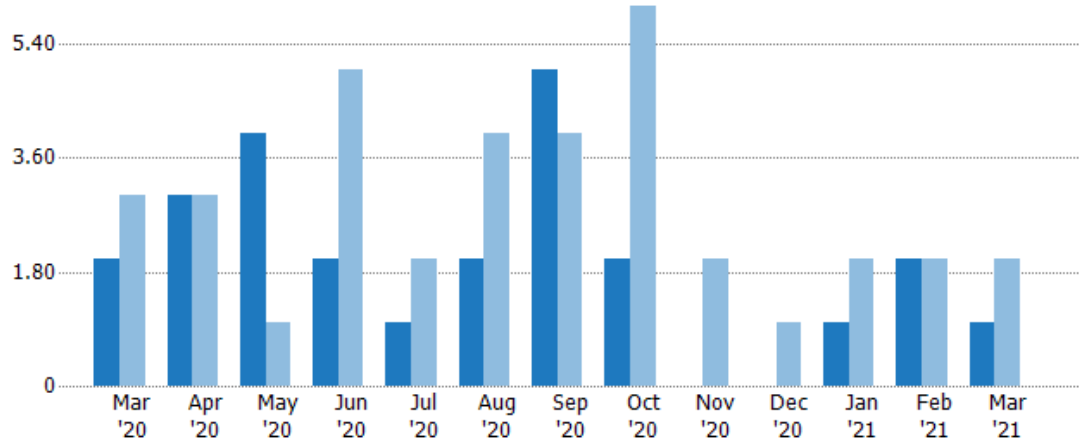
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	2	-50%	4	6	-33.3%
New Listing Volume	\$499,000	\$638,900	-21.9%	\$1,759,000	\$2,138,700	-17.8%
Active Listing Count	2	11	-81.8%	N/A	N/A	
Active Listing Volume	\$1,129,000	\$4,806,258	-76.5%	N/A	N/A	
Average Listing Price	\$564,500	\$436,933	+29.2%	\$504,829	\$439,967	+14.7%
Median Listing Price	\$564,500	\$404,275	+39.6%	\$520,557	\$411,119	+26.6%
Median Days in RPR	104	172	-39.5%	131	141.5	-7.4%
Months of Inventory	2	5.5	-63.6%	2.3	11.3	-79.4%
Absorption Rate	50%	18.18%	+31.8%	42.86%	8.82%	+34%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	2	-50%	5	8	-37.5%
New Pending Sales Volume	\$525,000	\$664,000	-20.9%	\$2,071,900	\$2,898,800	-28.5%
Pending Sales Count	3	5	-40%	N/A	N/A	
Pending Sales Volume	\$1,336,900	\$1,928,800	-30.7%	N/A	N/A	
Closed Sales Count	1	-	-	2	3	-33.3%
Closed Sales Volume	\$322,500	-	-	\$747,500	\$793,900	-5.8%
Average Sales Price	\$322,500	-	-	\$373,750	\$264,633	+41.2%
Median Sales Price	\$322,500	-	-	\$373,750	\$264,633	+41.2%

## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



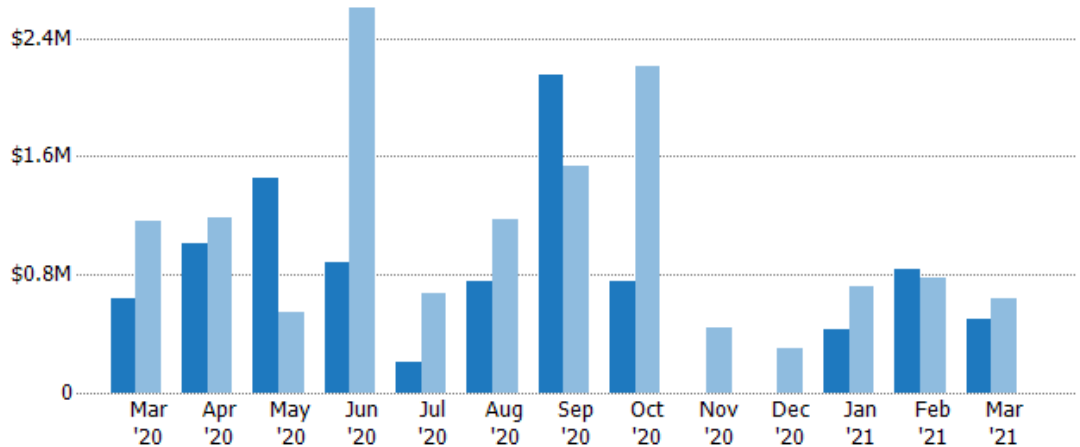
Current Year	2	3	4	2	1	2	5	2	-	-	1	2	1
Prior Year	3	3	1	5	2	4	4	6	2	1	2	2	2
Percent Change from Prior Year	-33%	0%	300%	-60%	-50%	-50%	25%	-67%	-100%	-100%	-50%	0%	-50%

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



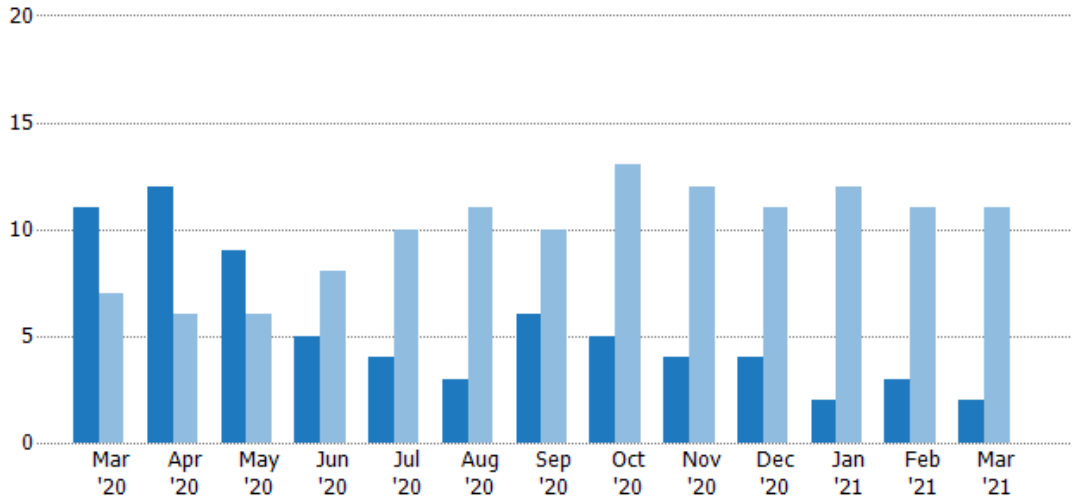
Current Year	\$639K	\$1.01M	\$1.45M	\$888K	\$209K	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K	\$499K
Prior Year	\$1.16M	\$1.19M	\$550K	\$2.61M	\$667K	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K
Percent Change from Prior Year	-45%	-15%	163%	-66%	-69%	-36%	40%	-66%	-100%	-100%	-41%	8%	-22%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



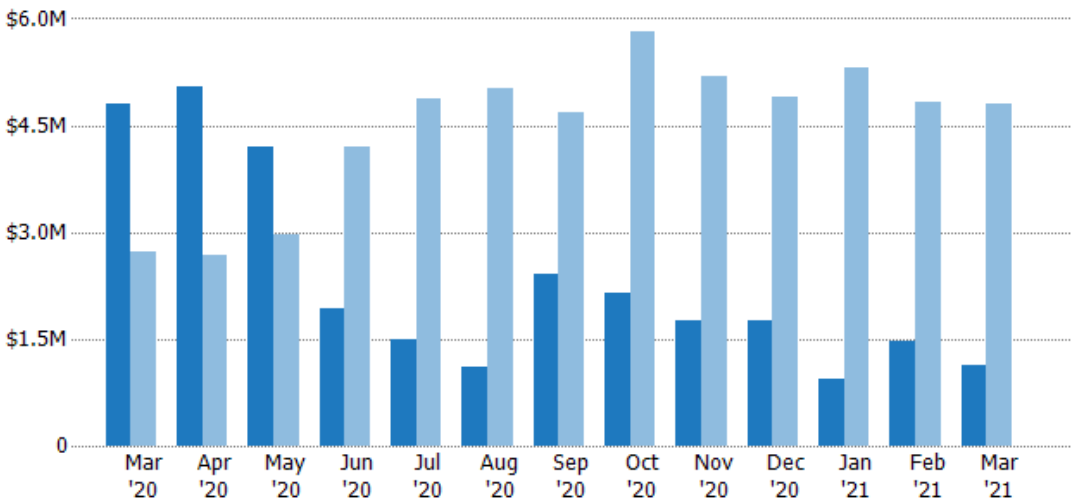
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	11	12	9	5	4	3	6	5	4	4	2	3	2
Prior Year	7	6	6	8	10	11	10	13	12	11	12	11	11
Percent Change from Prior Year	57%	100%	50%	-38%	-60%	-73%	-40%	-62%	-67%	-64%	-83%	-73%	-82%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$4.81M	\$5.04M	\$4.2M	\$1.93M	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.13M
Prior Year	\$2.73M	\$2.69M	\$2.96M	\$4.21M	\$4.88M	\$5.02M	\$4.69M	\$5.81M	\$5.2M	\$4.9M	\$5.32M	\$4.83M	\$4.81M
Percent Change from Prior Year	76%	87%	42%	-54%	-69%	-78%	-49%	-63%	-66%	-64%	-82%	-70%	-77%

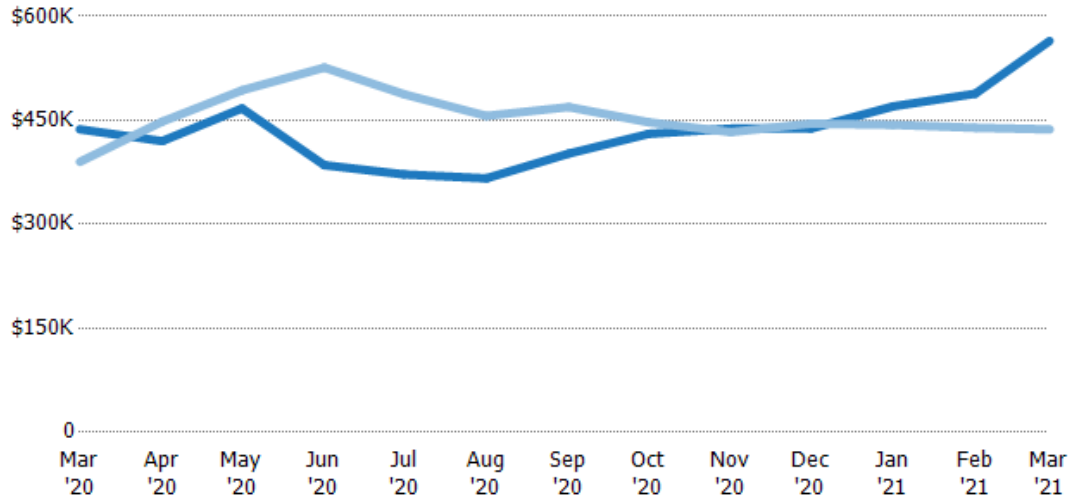
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/ Year	Price	% Chg.
Mar '21	\$565K	29.2%
Mar '20	\$437K	12%
Mar '19	\$390K	-13.8%



Current Year	\$437K	\$420K	\$467K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$565K
Prior Year	\$390K	\$448K	\$493K	\$526K	\$488K	\$456K	\$469K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K
Percent Change from Prior Year	12%	-6%	-5%	-27%	-24%	-20%	-14%	-4%	1%	-2%	6%	11%	29%

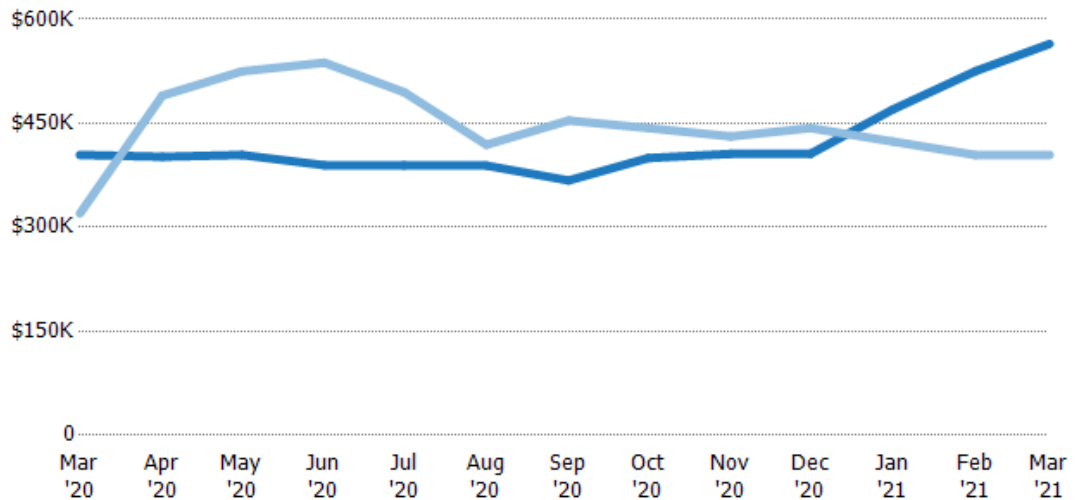
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/ Year	Price	% Chg.
Mar '21	\$565K	39.6%
Mar '20	\$404K	26.4%
Mar '19	\$320K	-4.1%



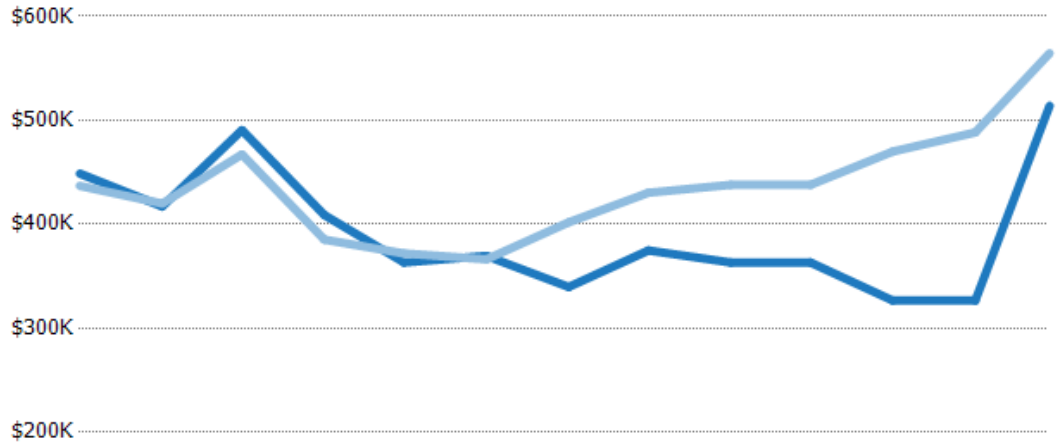
Current Year	\$404K	\$402K	\$404K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$565K
Prior Year	\$320K	\$490K	\$525K	\$537K	\$495K	\$419K	\$454K	\$443K	\$431K	\$443K	\$424K	\$404K	\$404K
Percent Change from Prior Year	26%	-18%	-23%	-28%	-21%	-7%	-19%	-10%	-6%	-8%	11%	30%	40%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



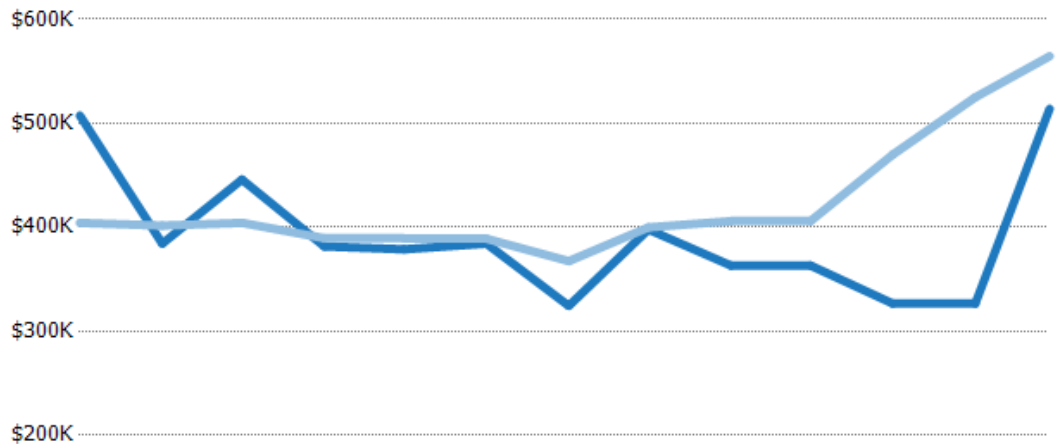
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$449K	\$417K	\$491K	\$409K	\$363K	\$370K	\$340K	\$375K	\$363K	\$363K	\$327K	\$327K	\$514K
Avg Listing Price	\$437K	\$420K	\$467K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$565K
Avg Listing Price as a % of Avg Est Value	97%	101%	95%	94%	102%	99%	118%	115%	121%	121%	144%	150%	110%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$507K	\$384K	\$446K	\$382K	\$379K	\$384K	\$324K	\$398K	\$363K	\$363K	\$327K	\$327K	\$514K
Median Listing Price	\$404K	\$402K	\$404K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$565K
Med Listing Price as a % of Med Est Value	80%	105%	91%	102%	103%	101%	113%	101%	112%	112%	144%	161%	110%

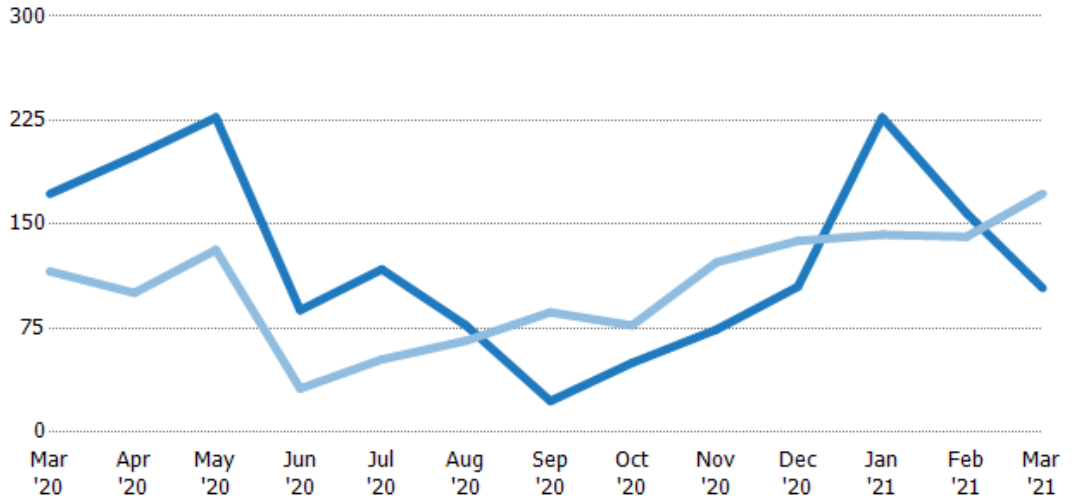
## Median Days in RPR

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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Days	% Chg.
Mar '21	104	-39.5%
Mar '20	172	48.3%
Mar '19	116	80.6%



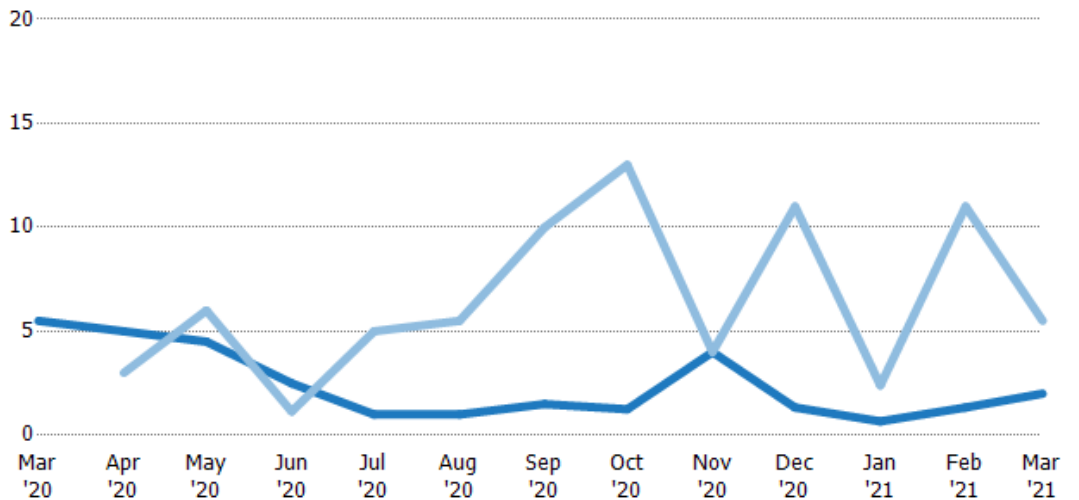
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	172	199	227	88	118	77	22.5	50	74	105	227	158	104
Prior Year	116	101	132	31.5	52.5	66	86.5	77	123	138	143	141	172
Percent Change from Prior Year	48%	98%	73%	179%	124%	17%	-74%	-35%	-40%	-24%	59%	12%	-40%

## Months of Inventory

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

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



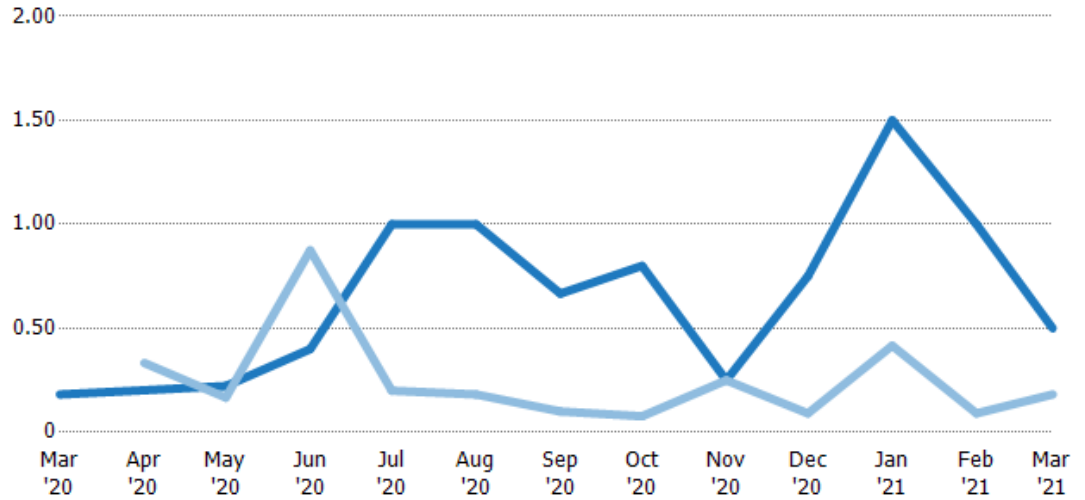
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	5.5	5	4.5	2.5	1	1	1.5	1.25	4	1.33	0.67	1.33	2
Prior Year	-	3	6	1.14	5	5.5	10	13	4	11	2.4	11	5.5
Percent Change from Prior Year	100%	-100%	-25%	119%	-80%	-82%	-85%	-90%	0%	-88%	-72%	-100%	-64%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



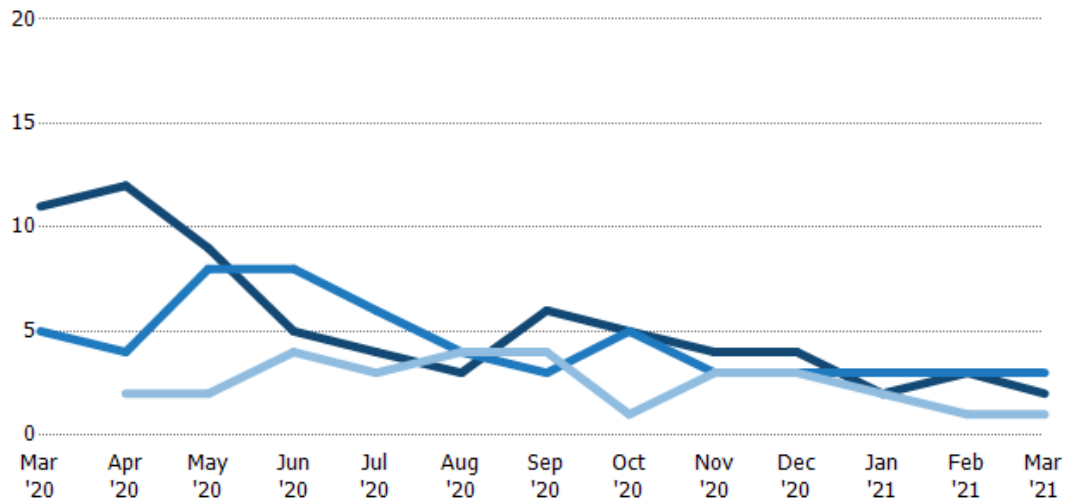
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	18%	20%	22%	40%	100%	100%	67%	80%	25%	75%	150%	100%	50%
Prior Year	-	33%	17%	88%	20%	18%	10%	8%	25%	9%	42%	9%	18%
Change from Prior Year	-18%	33%	-6%	48%	-80%	-82%	-57%	-72%	0%	-66%	-108%	9%	-32%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



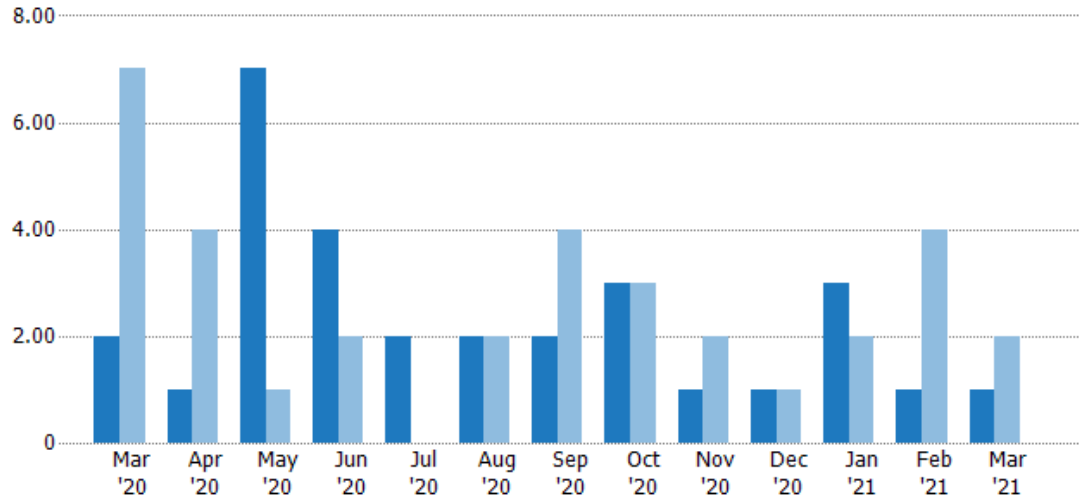
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	11	12	9	5	4	3	6	5	4	4	2	3	2
Pending	5	4	8	8	6	4	3	5	3	3	3	3	3
Sold	-	2	2	4	3	4	4	1	3	3	2	1	1

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

**Filters Used**

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



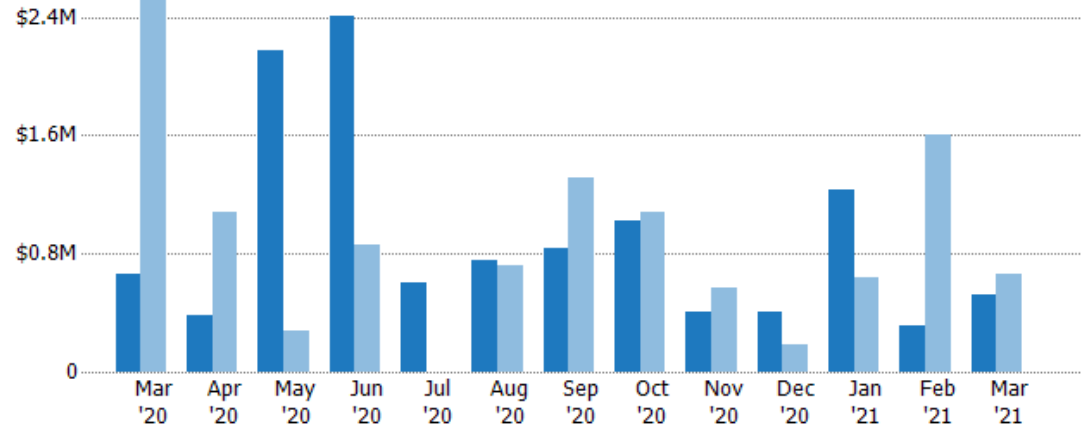
Current Year	2	1	7	4	2	2	2	3	1	1	3	1	1
Prior Year	7	4	1	2	-	2	4	3	2	1	2	4	2
Percent Change from Prior Year	-71%	-75%	600%	100%	100%	0%	-50%	0%	-50%	0%	50%	-75%	-50%

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

**Filters Used**

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



Current Year	\$664K	\$385K	\$2.17M	\$2.41M	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K
Prior Year	\$2.59M	\$1.08M	\$279K	\$859K	-	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K
Percent Change from Prior Year	-74%	-64%	679%	180%	100%	5%	-36%	-6%	-30%	122%	95%	-81%	-21%

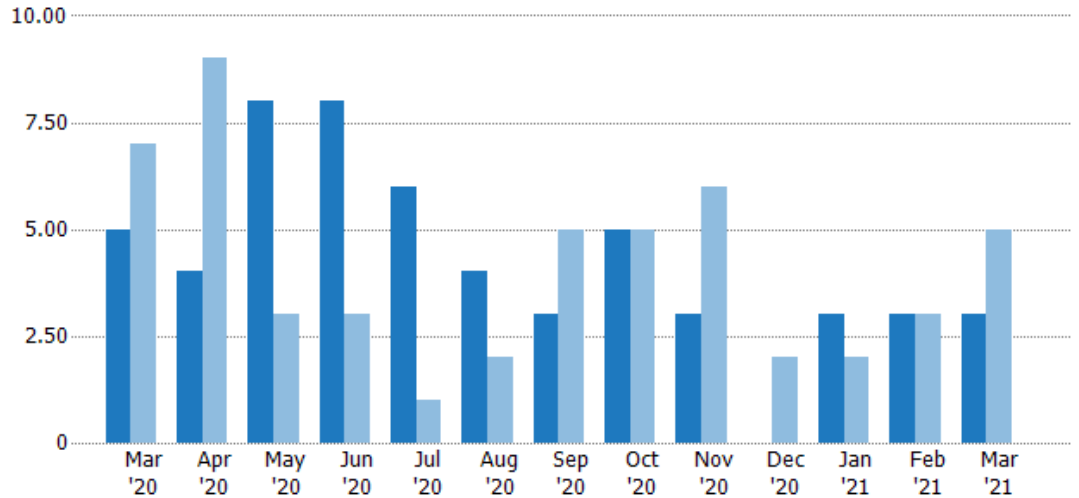


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



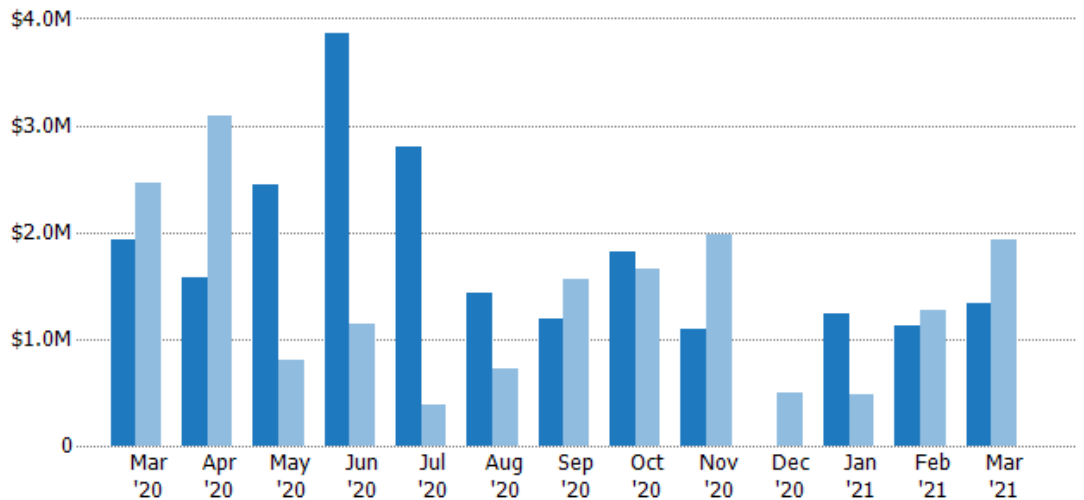
Current Year	5	4	8	8	6	4	3	5	3	-	3	3	3
Prior Year	7	9	3	3	1	2	5	5	6	2	2	3	5
Percent Change from Prior Year	-29%	-56%	167%	167%	500%	100%	-40%	0%	-50%	-100%	50%	0%	-40%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



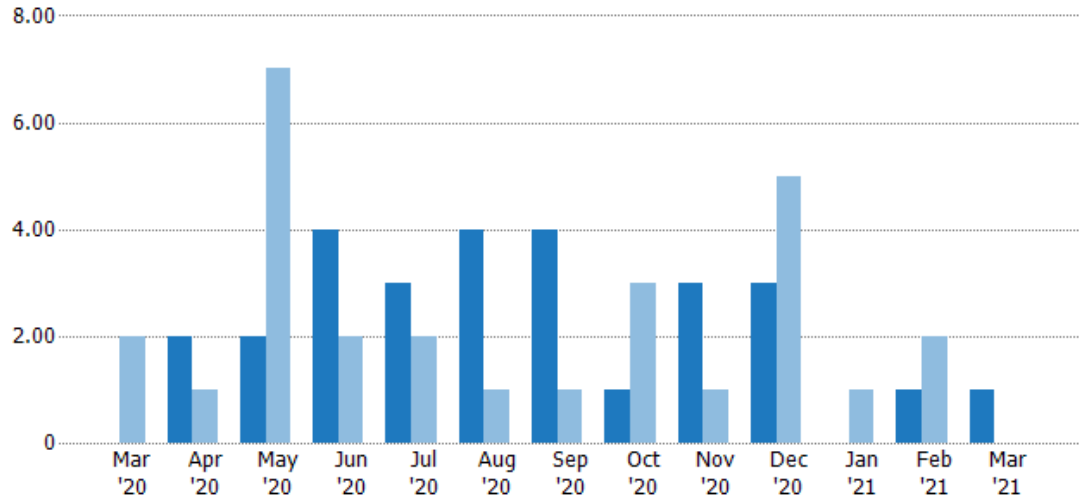
Current Year	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$2.8M	\$1.43M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M
Prior Year	\$2.45M	\$3.09M	\$801K	\$1.14M	\$379K	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M
Percent Change from Prior Year	-21%	-49%	206%	239%	639%	100%	-24%	9%	-45%	-100%	158%	-11%	-31%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

ZIP: Westford, VT 05494  
 Property Type: Condo/Townhouse/Apt., Single Family



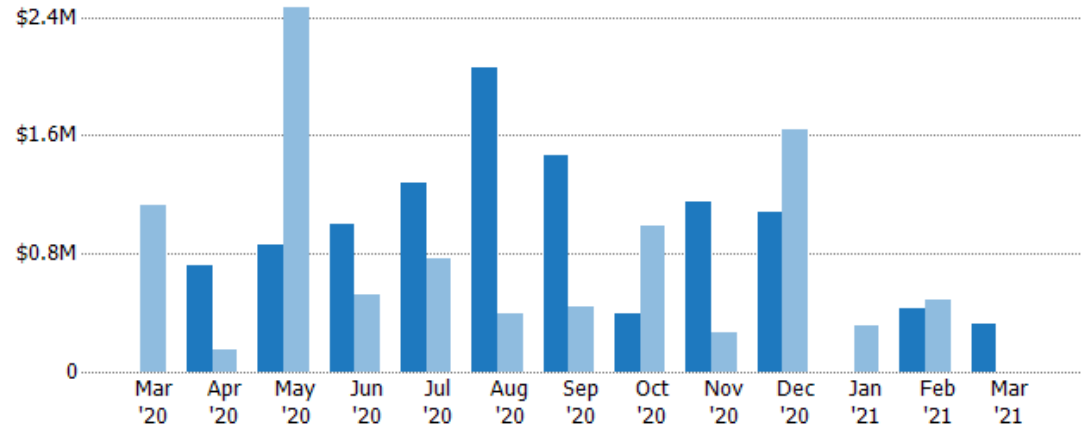
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	2	2	4	3	4	4	1	3	3	-	1	1
Prior Year	2	1	7	2	2	1	1	3	1	5	1	2	-
Percent Change from Prior Year	-100%	100%	-71%	100%	50%	300%	300%	-67%	200%	-40%	-100%	-50%	100%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

**Filters Used**

ZIP: Westford, VT 05494  
 Property Type: Condo/Townhouse/Apt., Single Family



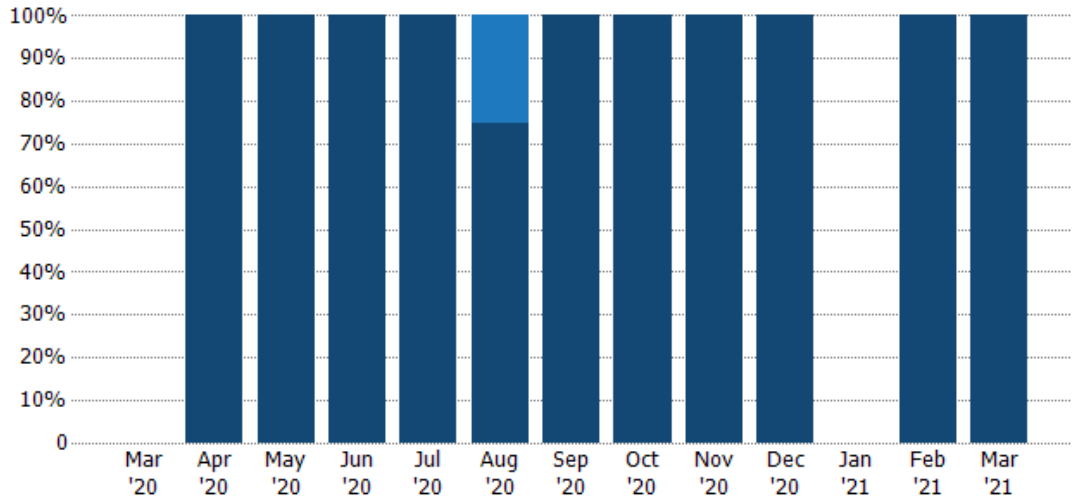
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	\$720K	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K
Prior Year	\$1.12M	\$150K	\$2.46M	\$521K	\$765K	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-
Percent Change from Prior Year	-100%	380%	-65%	91%	67%	429%	236%	-60%	341%	-34%	-100%	-12%	100%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



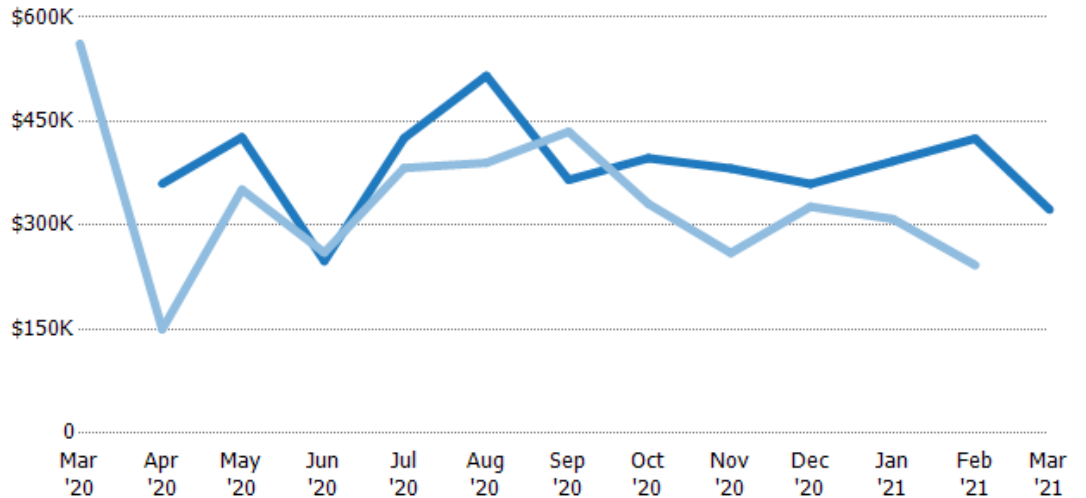
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	-	-	-	-	-	25%	-	-	-	-	-	-	-
Single Family Residence	-	100%	100%	100%	100%	75%	100%	100%	100%	100%	-	100%	100%

## Average Sales Price

The average sales price of the residential properties sold each month.

**Filters Used**

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



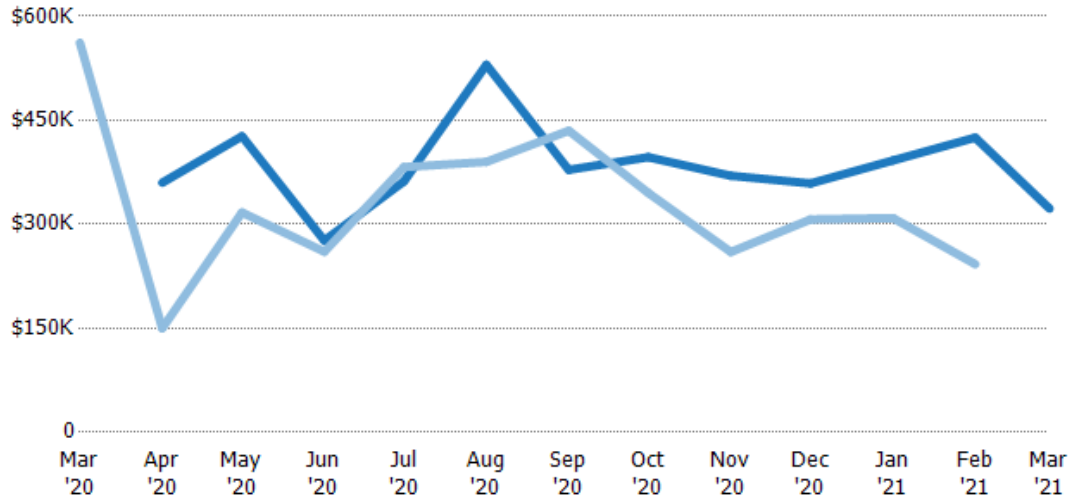
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K
Prior Year	\$562K	\$150K	\$351K	\$260K	\$383K	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K	-
Percent Change from Prior Year	-100%	140%	21%	-5%	11%	32%	-16%	20%	47%	10%	-100%	75%	100%

## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



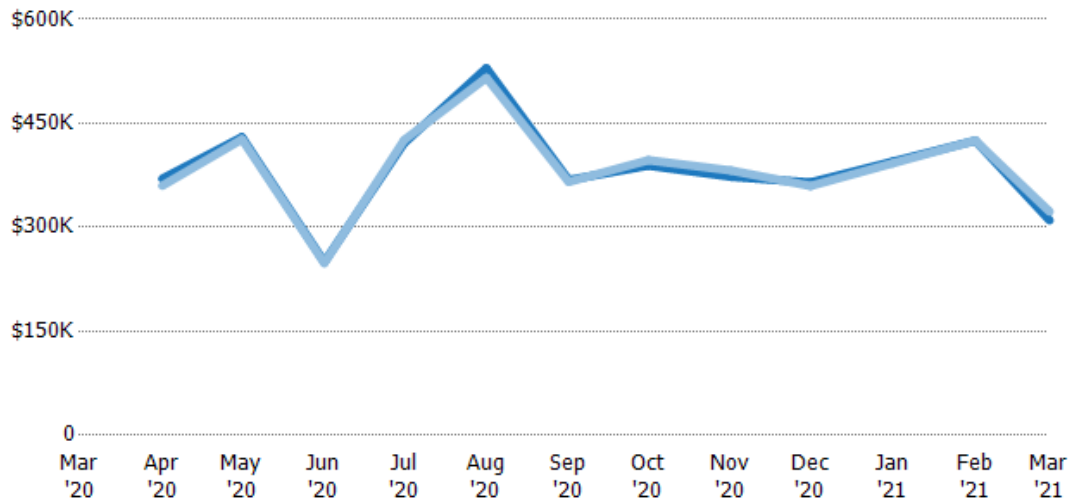
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K
Prior Year	\$562K	\$150K	\$317K	\$260K	\$383K	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	-
Percent Change from Prior Year	-100%	140%	35%	6%	-5%	36%	-13%	15%	42%	17%	-100%	75%	100%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



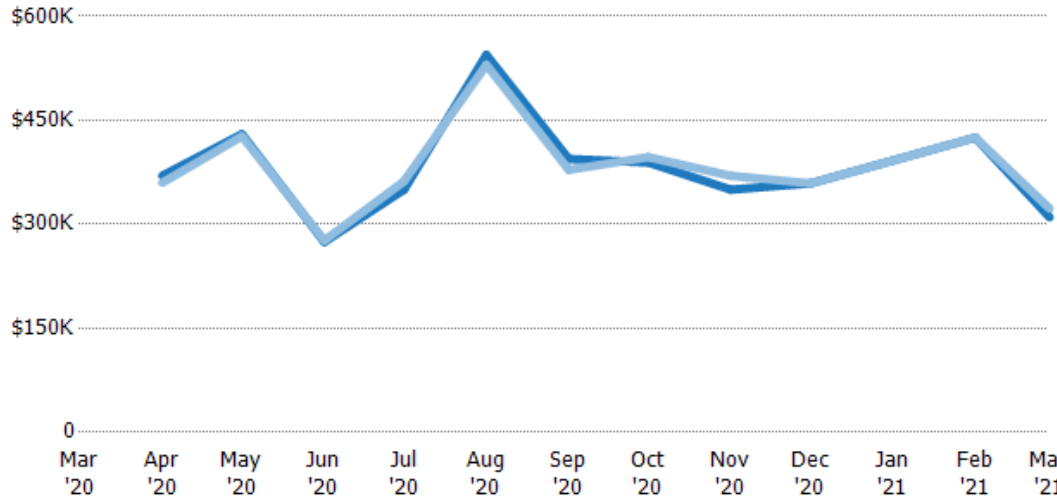
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	-	\$370K	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K
Avg Sales Price	-	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K
Avg Sales Price as a % of Avg List Price	-	97%	99%	99%	101%	97%	99%	102%	102%	99%	99%	100%	104%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



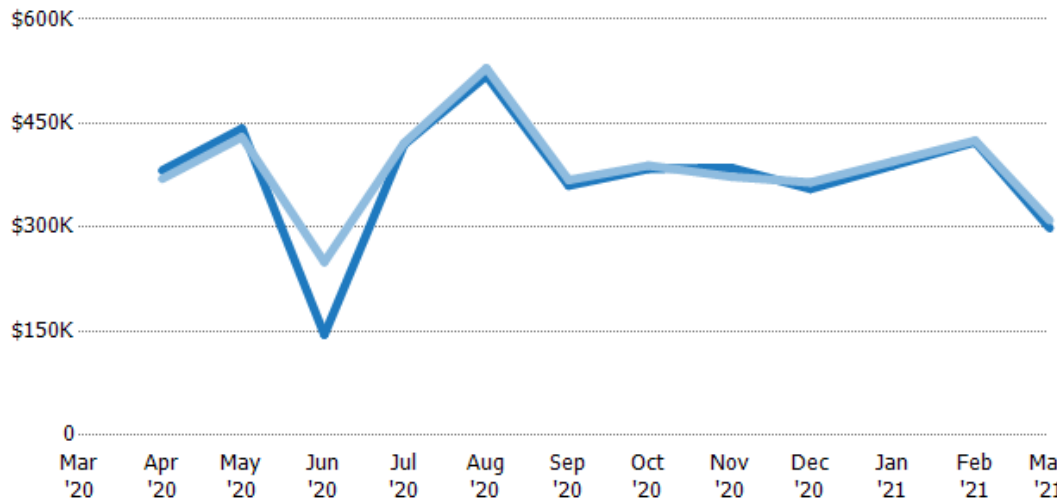
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	-	\$370K	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K
Median Sales Price	-	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K
Med Sales Price as a % of Med List Price	-	97%	99%	101%	103%	97%	96%	102%	106%	100%	100%	100%	104%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



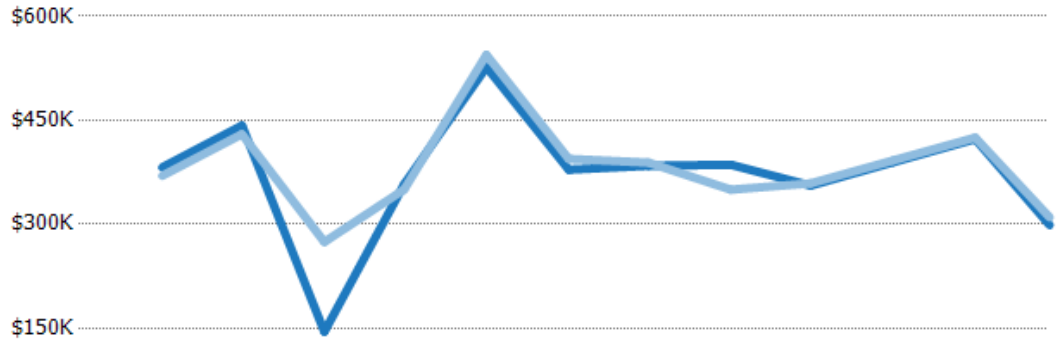
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	-	\$382K	\$442K	\$145K	\$419K	\$518K	\$360K	\$384K	\$386K	\$355K	\$389K	\$423K	\$299K
Avg Sales Price	-	\$370K	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K
Avg Sales Price as a % of Avg Est Value	-	97%	97%	172%	100%	102%	102%	101%	97%	103%	102%	101%	104%

## 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: Westford, VT 05494  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	-	\$382K	\$442K	\$145K	\$357K	\$527K	\$379K	\$384K	\$386K	\$356K	\$389K	\$423K	\$299K
Median Sales Price	-	\$370K	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K
Med Sales Price as a % of Med Est Value	-	97%	97%	189%	98%	103%	104%	101%	91%	101%	101%	101%	104%