

Summary of Key Listing and Sales Metrics

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

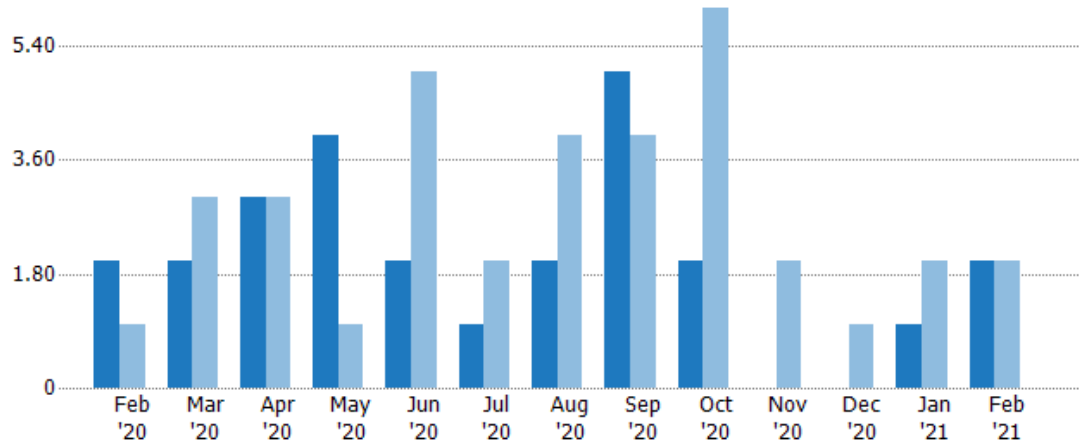
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	2	+—	3	4	-25%
New Listing Volume	\$835,000	\$774,900	+7.8%	\$1,260,000	\$1,499,800	-16%
Active Listing Count	3	11	-72.7%	N/A	N/A	
Active Listing Volume	\$1,464,900	\$4,831,358	-69.7%	N/A	N/A	
Average Listing Price	\$488,300	\$439,214	+11.2%	\$480,960	\$441,418	+9%
Median Listing Price	\$525,000	\$404,275	+29.9%	\$502,980	\$414,392	+21.4%
Median Days in RPR	158	141	+12.1%	158	141.5	+11.7%
Months of Inventory	—	11	—	1.7	23	-92.8%
Absorption Rate	—	9.09%	-9.1%	60%	4.35%	+55.7%
Sales Activity Charts Metrics						
New Pending Sales Count	1	4	-75%	4	6	-33.3%
New Pending Sales Volume	\$310,000	\$1,599,800	-80.6%	\$1,546,900	\$2,234,800	-30.8%
Pending Sales Count	3	3	+—	N/A	N/A	
Pending Sales Volume	\$1,121,900	\$1,264,800	-11.3%	N/A	N/A	
Closed Sales Count	1	2	-50%	1	3	-66.7%
Closed Sales Volume	\$425,000	\$484,900	-12.4%	\$425,000	\$793,900	-46.5%
Average Sales Price	\$425,000	\$242,450	+75.3%	\$425,000	\$264,633	+60.6%
Median Sales Price	\$425,000	\$242,450	+75.3%	\$425,000	\$264,633	+60.6%

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



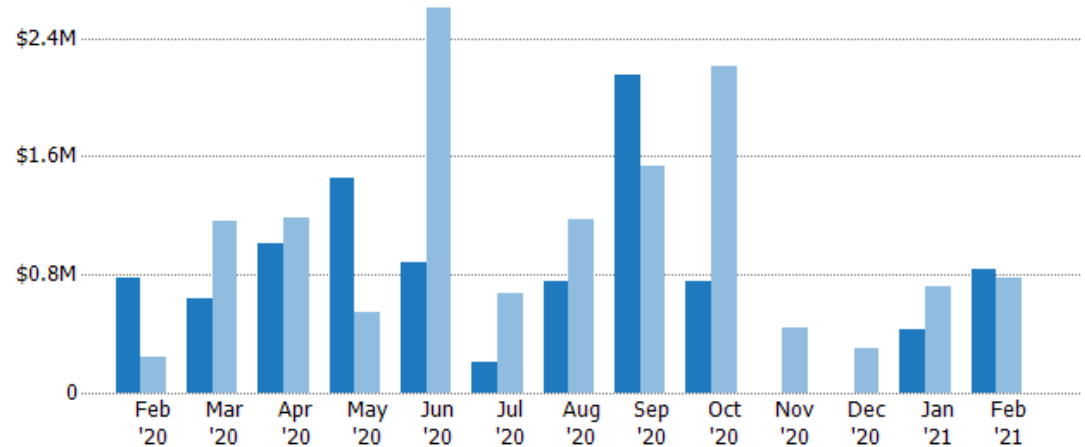
Current Year	2	2	3	4	2	1	2	5	2	-	-	1	2
Prior Year	1	3	3	1	5	2	4	4	6	2	1	2	2
Percent Change from Prior Year	100%	-33%	0%	300%	-60%	-50%	-50%	25%	-67%	-100%	-100%	-50%	0%

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	\$775K	\$639K	\$1.01M	\$1.45M	\$888K	\$209K	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K
Prior Year	\$245K	\$1.16M	\$1.19M	\$550K	\$2.61M	\$667K	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K
Percent Change from Prior Year	217%	-45%	-15%	163%	-66%	-69%	-36%	40%	-66%	-100%	-100%	-41%	8%

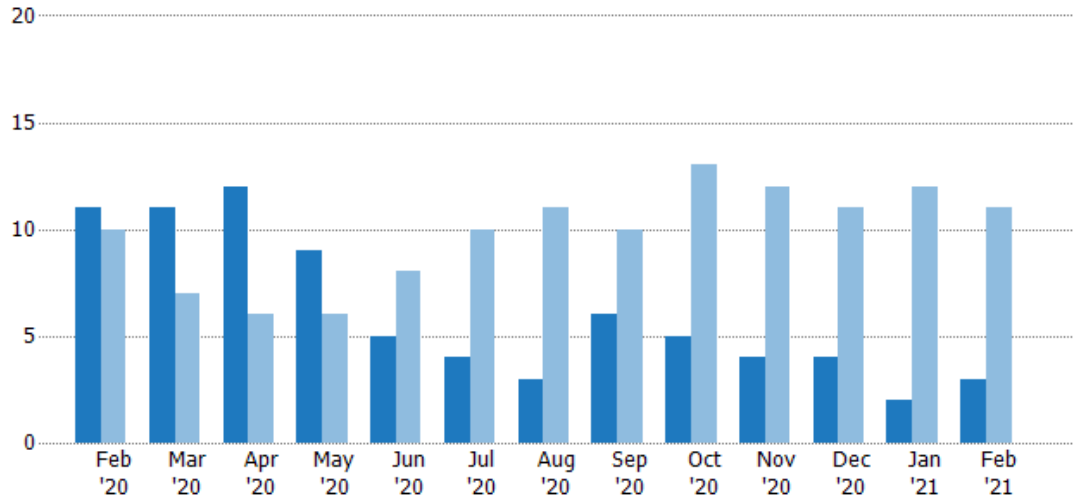
Active Listings

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

Month/Year	Count	% Chg.
Feb '21	3	-72.7%
Feb '20	11	10%
Feb '19	10	-30%



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

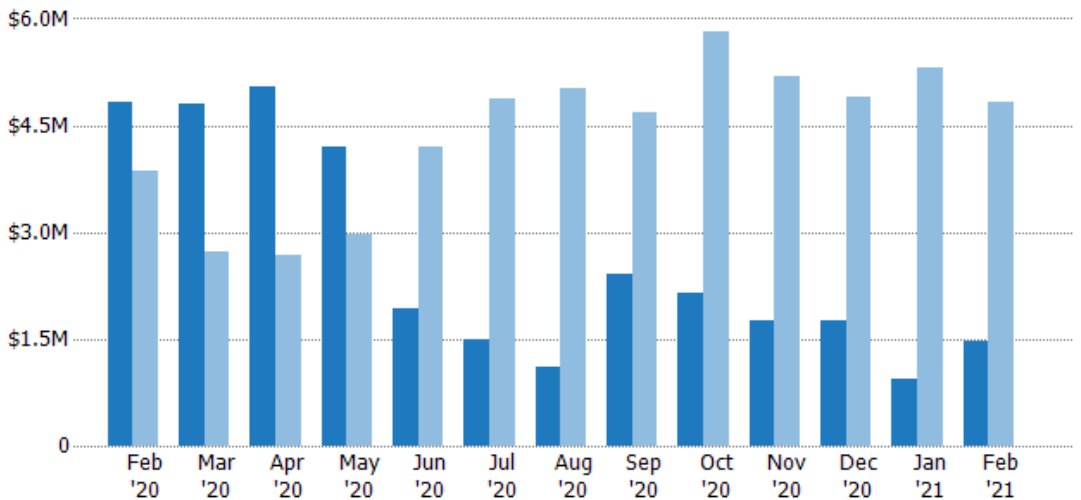
Active Listing Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$1.46M	-69.7%
Feb '20	\$4.83M	25.1%
Feb '19	\$3.86M	-42.6%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$4.83M	\$4.81M	\$5.04M	\$4.2M	\$1.93M	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M
Prior Year	\$3.86M	\$2.73M	\$2.69M	\$2.96M	\$4.21M	\$4.88M	\$5.02M	\$4.69M	\$5.81M	\$5.2M	\$4.9M	\$5.32M	\$4.83M
Percent Change from Prior Year	25%	76%	87%	42%	-54%	-69%	-78%	-49%	-63%	-66%	-64%	-82%	-70%

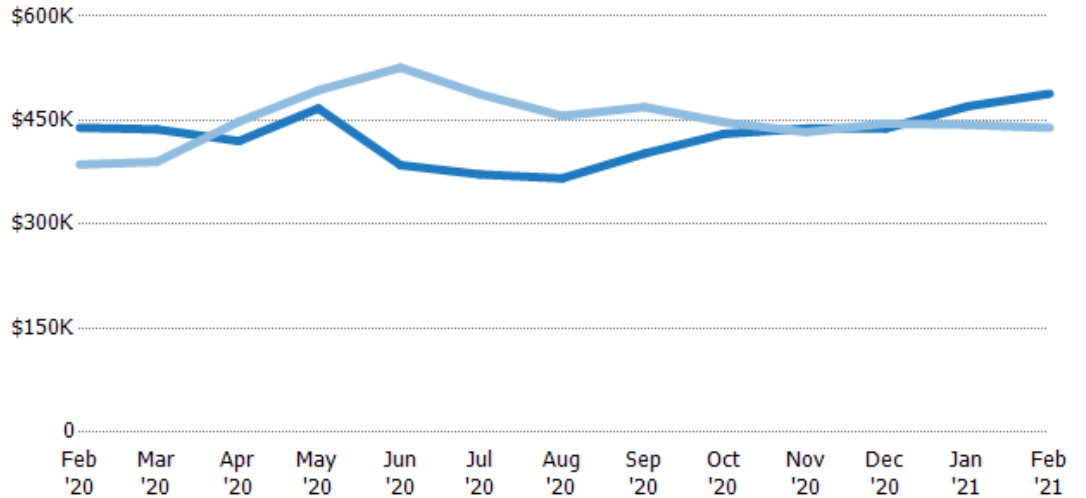
Average Listing Price

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.
Feb '21	\$488K	11.2%
Feb '20	\$439K	13.8%
Feb '19	\$386K	-18%



Current Year	\$439K	\$437K	\$420K	\$467K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K
Prior Year	\$386K	\$390K	\$448K	\$493K	\$526K	\$488K	\$456K	\$469K	\$447K	\$433K	\$445K	\$443K	\$439K
Percent Change from Prior Year	14%	12%	-6%	-5%	-27%	-24%	-20%	-14%	-4%	1%	-2%	6%	11%

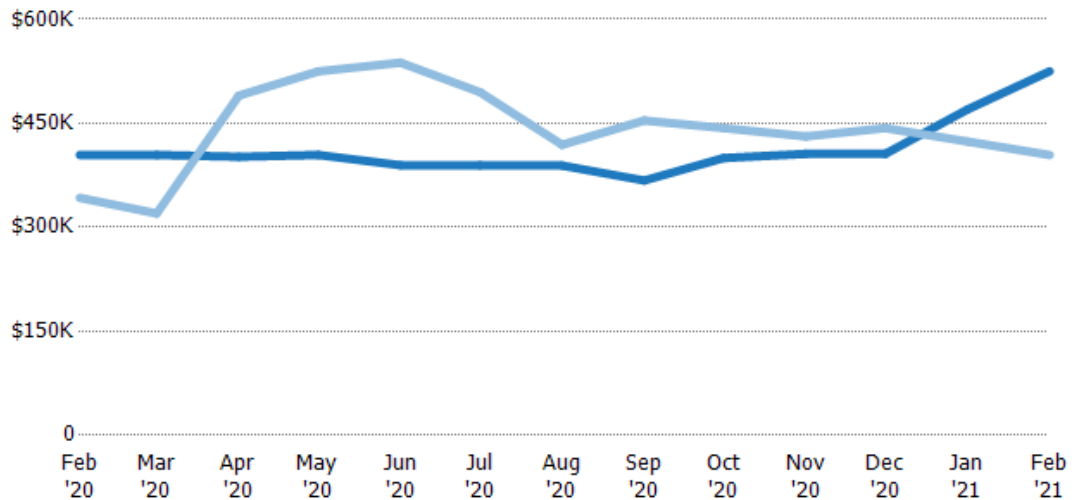
Median Listing Price

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.
Feb '21	\$525K	29.9%
Feb '20	\$404K	18.1%
Feb '19	\$342K	-15.8%



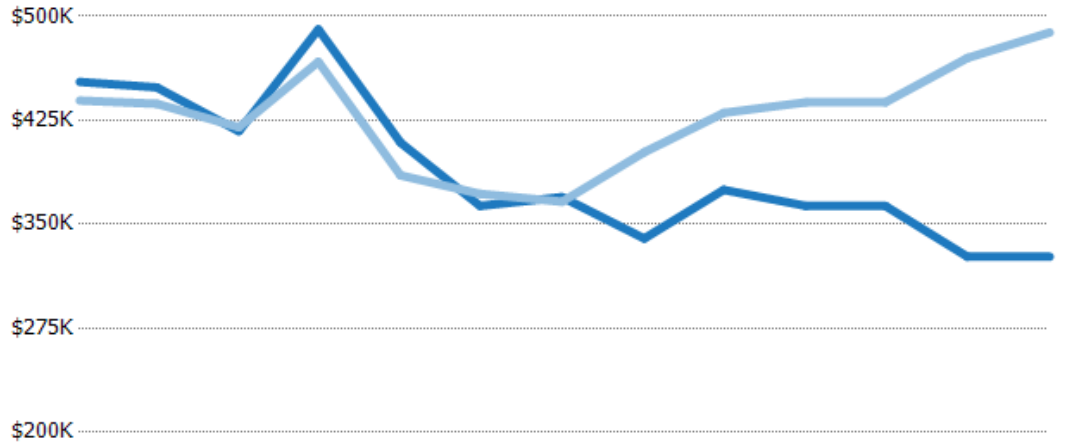
Current Year	\$404K	\$404K	\$402K	\$404K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K
Prior Year	\$342K	\$320K	\$490K	\$525K	\$537K	\$495K	\$419K	\$454K	\$443K	\$431K	\$443K	\$424K	\$404K
Percent Change from Prior Year	18%	26%	-18%	-23%	-28%	-21%	-7%	-19%	-10%	-6%	-8%	11%	30%

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



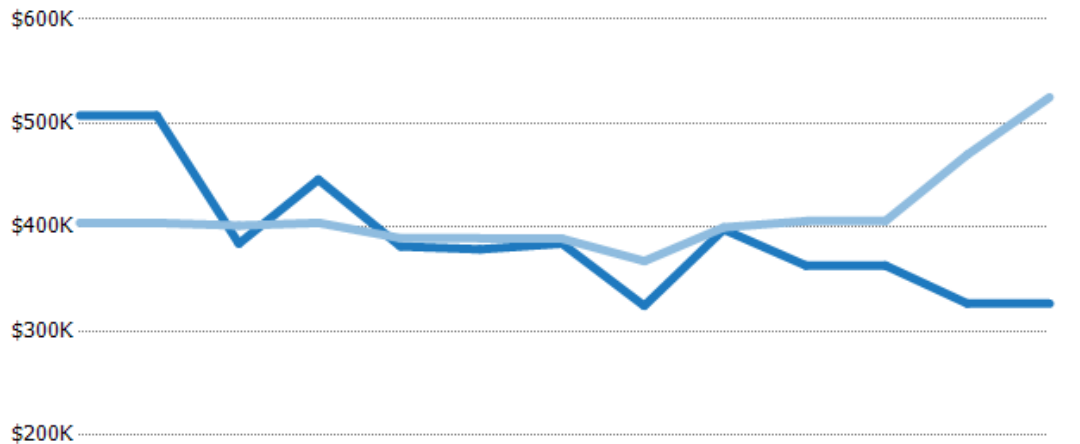
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$453K	\$449K	\$417K	\$491K	\$409K	\$363K	\$370K	\$340K	\$375K	\$363K	\$363K	\$327K	\$327K
Avg Listing Price	\$439K	\$437K	\$420K	\$467K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K
Avg Listing Price as a % of Avg Est Value	97%	97%	101%	95%	94%	102%	99%	118%	115%	121%	121%	144%	150%

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



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

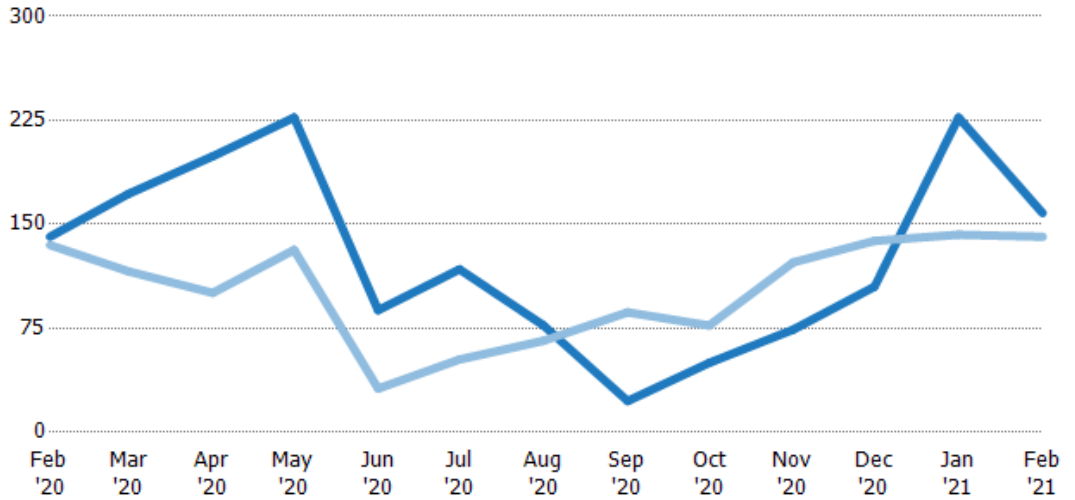
Median Days in RPR

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.
Feb '21	158	12.1%
Feb '20	141	4.4%
Feb '19	135	35.6%



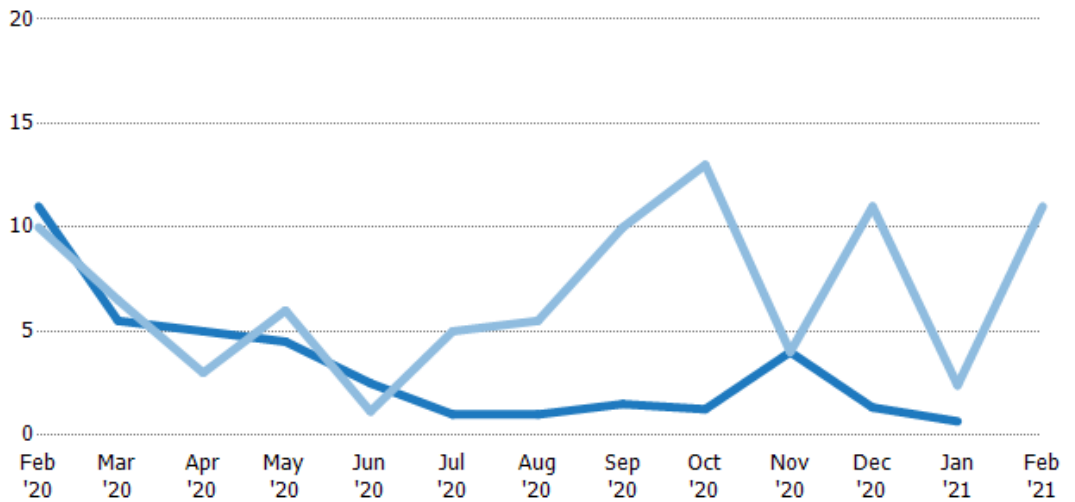
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	141	172	199	227	88	118	77	22.5	50	74	105	227	158
Prior Year	135	116	101	132	31.5	52.5	66	86.5	77	123	138	143	141
Percent Change from Prior Year	4%	48%	98%	73%	179%	124%	17%	-74%	-35%	-40%	-24%	59%	12%

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



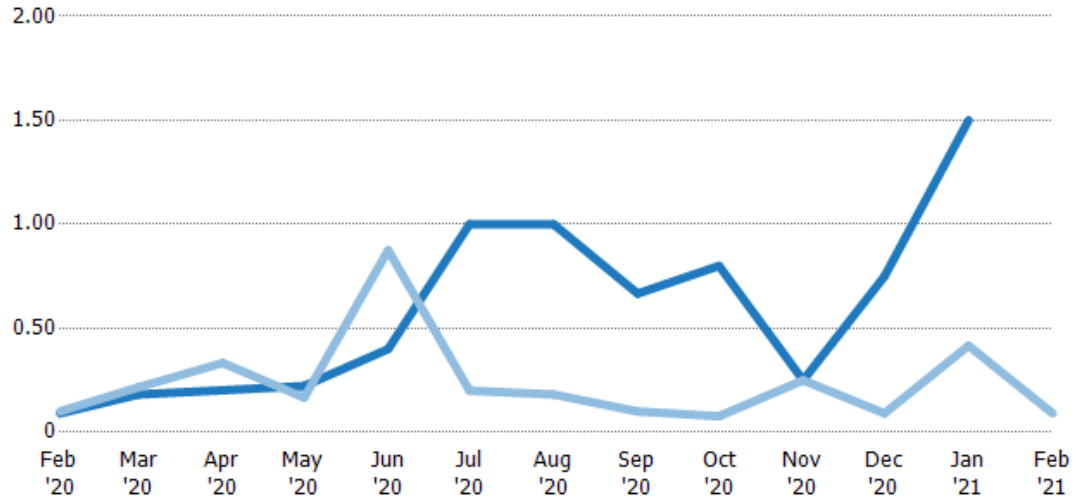
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	11	5.5	5	4.5	2.5	1	1	1.5	1.25	4	1.33	0.67	-
Prior Year	10	6.5	3	6	1.14	5	5.5	10	13	4	11	2.4	11
Percent Change from Prior Year	10%	100%	-100%	-25%	119%	-80%	-82%	-85%	-90%	0%	-88%	-72%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



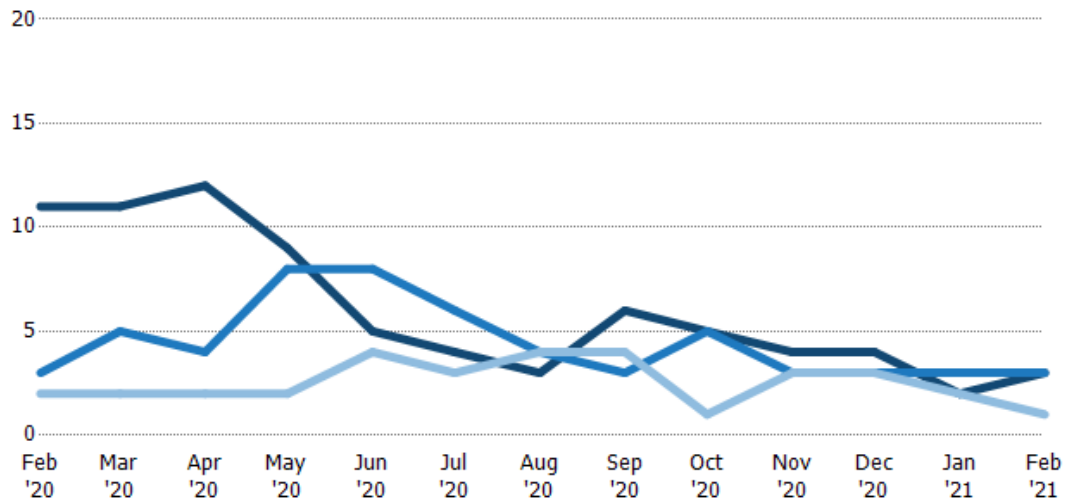
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	9%	18%	20%	22%	40%	100%	100%	67%	80%	25%	75%	150%	-
Prior Year	10%	22%	33%	17%	88%	20%	18%	10%	8%	25%	9%	42%	9%
Change from Prior Year	1%	-18%	33%	-6%	48%	-80%	-82%	-57%	-72%	0%	-66%	-108%	9%

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



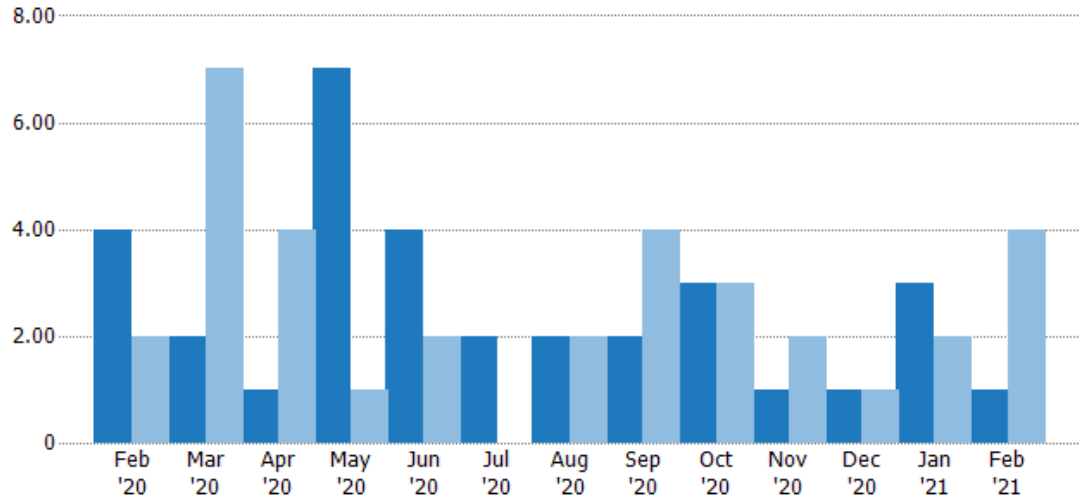
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	11	11	12	9	5	4	3	6	5	4	4	2	3
Pending	3	5	4	8	8	6	4	3	5	3	3	3	3
Sold	2	2	2	2	4	3	4	4	1	3	3	2	1

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



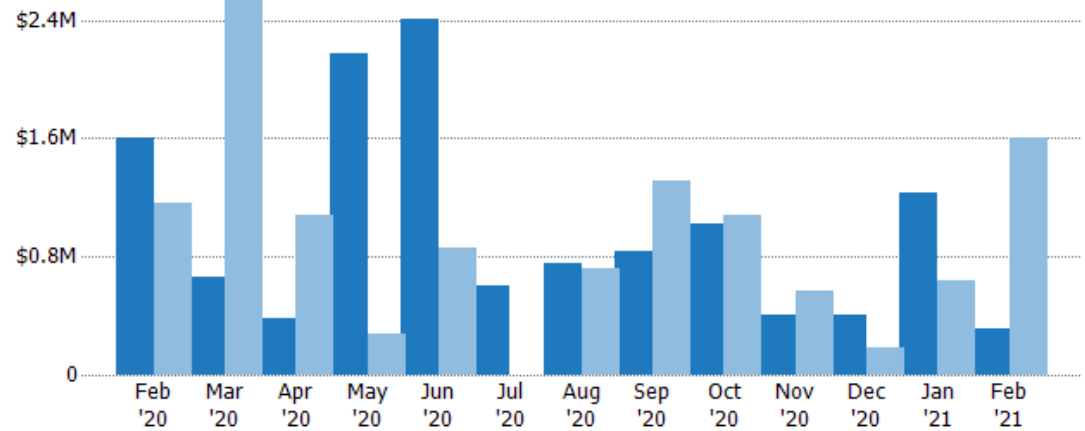
Current Year	4	2	1	7	4	2	2	2	3	1	1	3	1
Prior Year	2	7	4	1	2	-	2	4	3	2	1	2	4
Percent Change from Prior Year	100%	-71%	-75%	600%	100%	100%	0%	-50%	0%	-50%	0%	50%	-75%

New Pending Sales Volume

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

Filters Used

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



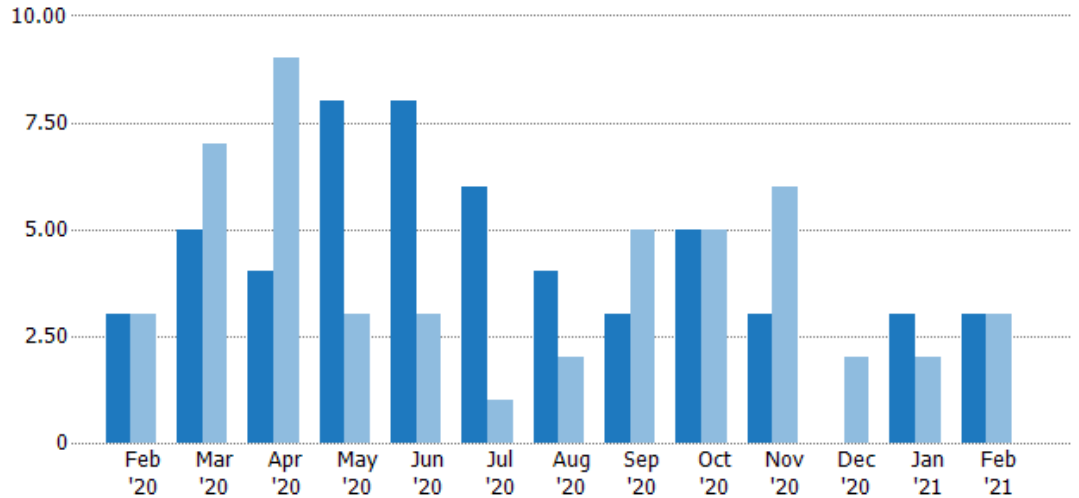
Current Year	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K
Prior Year	\$1.16M	\$2.59M	\$1.08M	\$279K	\$859K	-	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M
Percent Change from Prior Year	38%	-74%	-64%	679%	180%	100%	5%	-36%	-6%	-30%	122%	95%	-81%

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



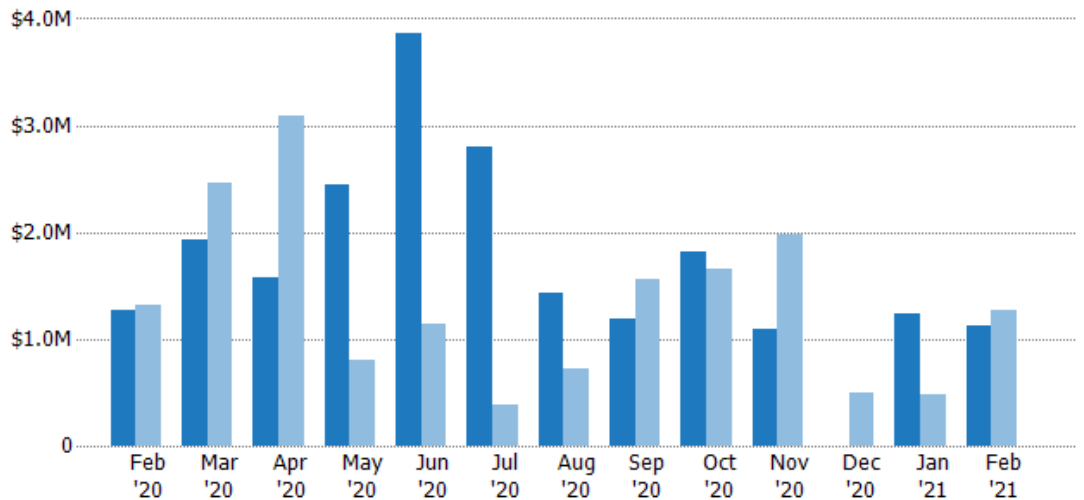
Current Year	3	5	4	8	8	6	4	3	5	3	-	3	3
Prior Year	3	7	9	3	3	1	2	5	5	6	2	2	3
Percent Change from Prior Year	0%	-29%	-56%	167%	167%	500%	100%	-40%	0%	-50%	-100%	50%	0%

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



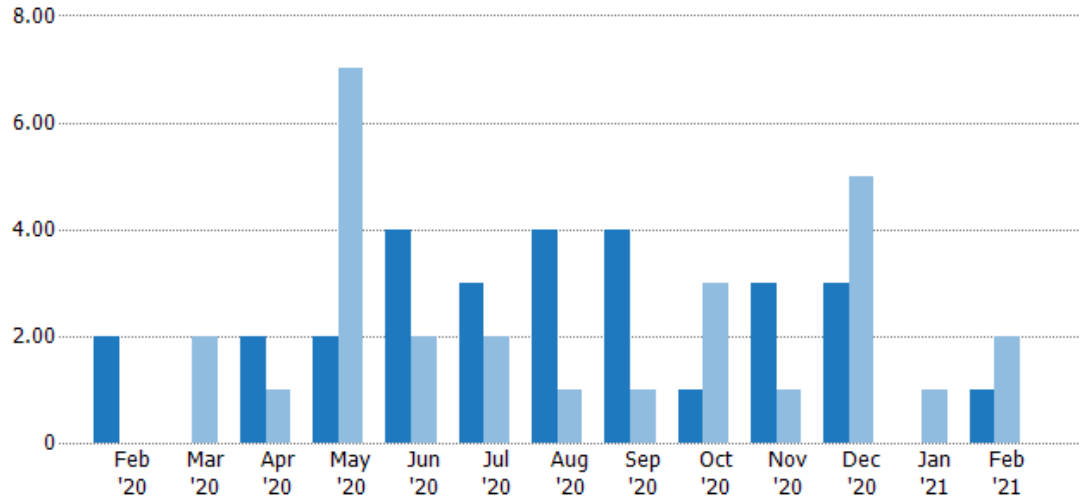
Current Year	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$2.8M	\$1.43M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M
Prior Year	\$1.32M	\$2.45M	\$3.09M	\$801K	\$1.14M	\$379K	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M
Percent Change from Prior Year	-4%	-21%	-49%	206%	239%	639%	100%	-24%	9%	-45%	-100%	158%	-11%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



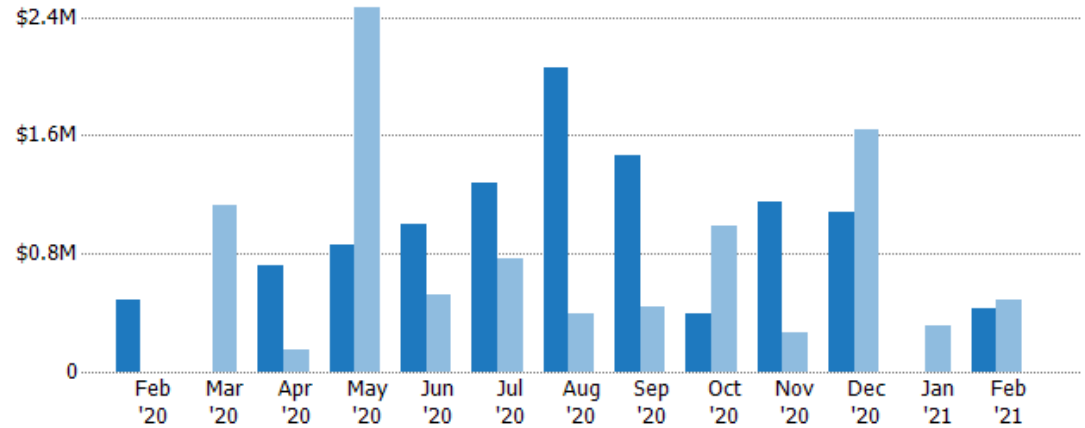
Current Year	2	-	2	2	4	3	4	4	1	3	3	-	1
Prior Year	-	2	1	7	2	2	1	1	3	1	5	1	2
Percent Change from Prior Year	100%	-100%	100%	-71%	100%	50%	300%	300%	-67%	200%	-40%	-100%	-50%

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



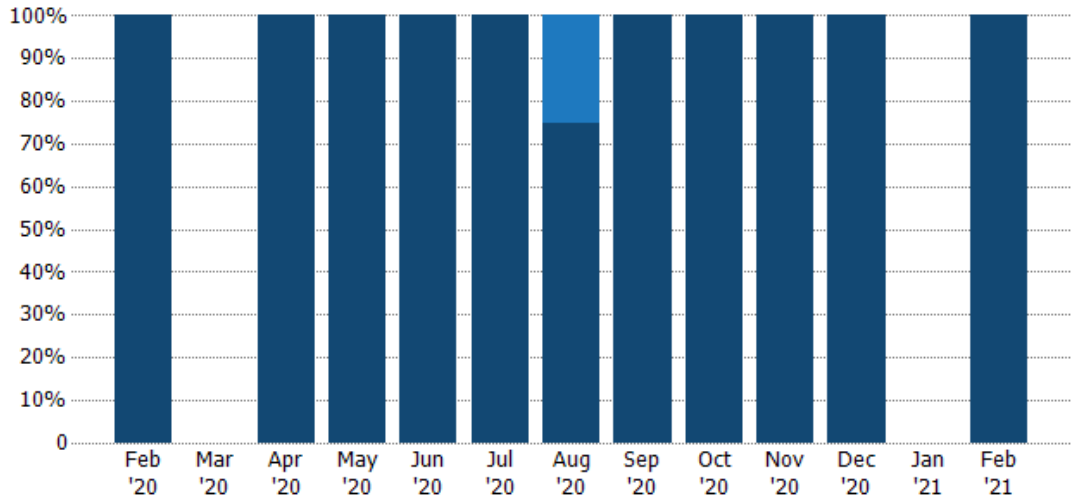
Current Year	\$485K	-	\$720K	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K
Prior Year	-	\$1.12M	\$150K	\$2.46M	\$521K	\$765K	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K
Percent Change from Prior Year	100%	-100%	380%	-65%	91%	67%	429%	236%	-60%	341%	-34%	-100%	-12%

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



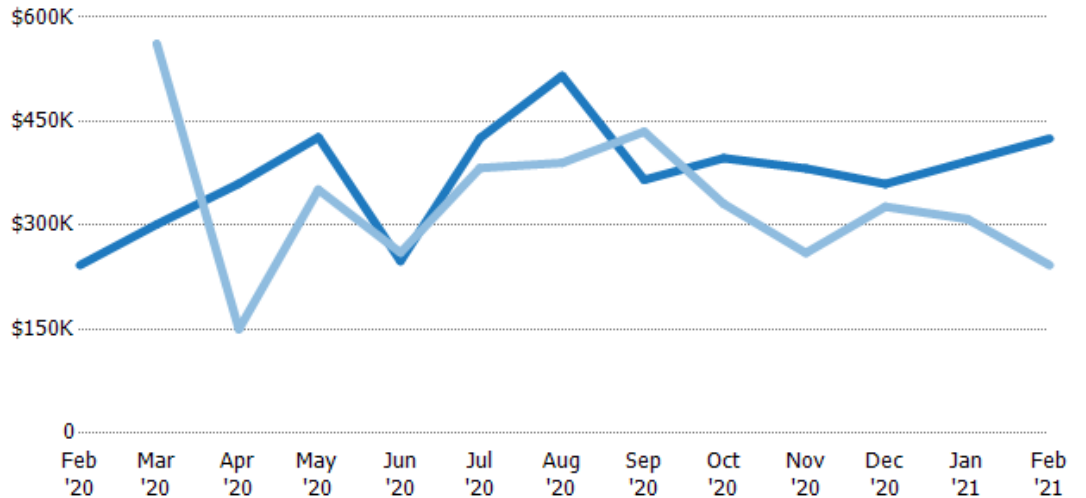
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	-	-	-	-	-	-	25%	-	-	-	-	-	-
Single Family Residence	100%	-	100%	100%	100%	100%	75%	100%	100%	100%	100%	-	100%

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



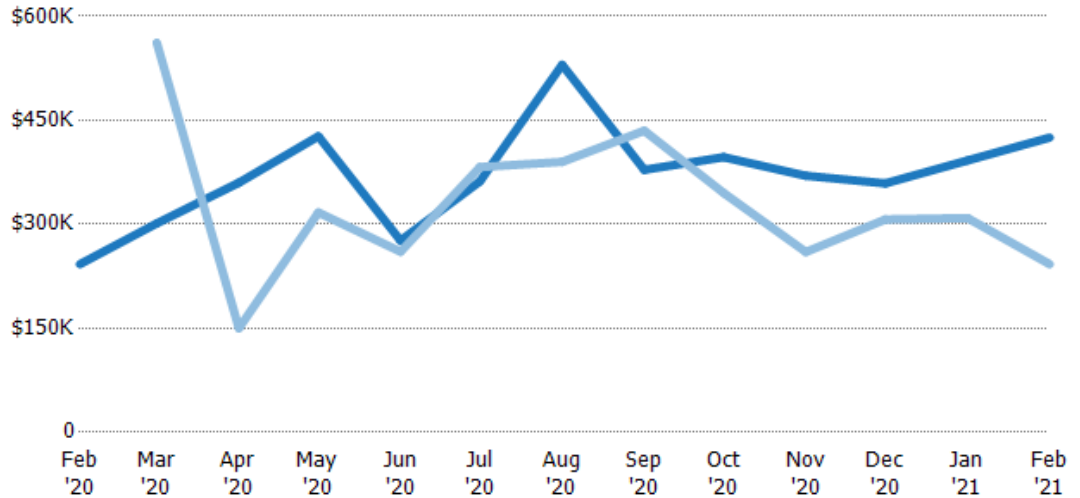
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$242K	\$301K	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K
Prior Year	-	\$562K	\$150K	\$351K	\$260K	\$383K	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K
Percent Change from Prior Year	100%	-100%	140%	21%	-5%	11%	32%	-16%	20%	47%	10%	-100%	75%

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



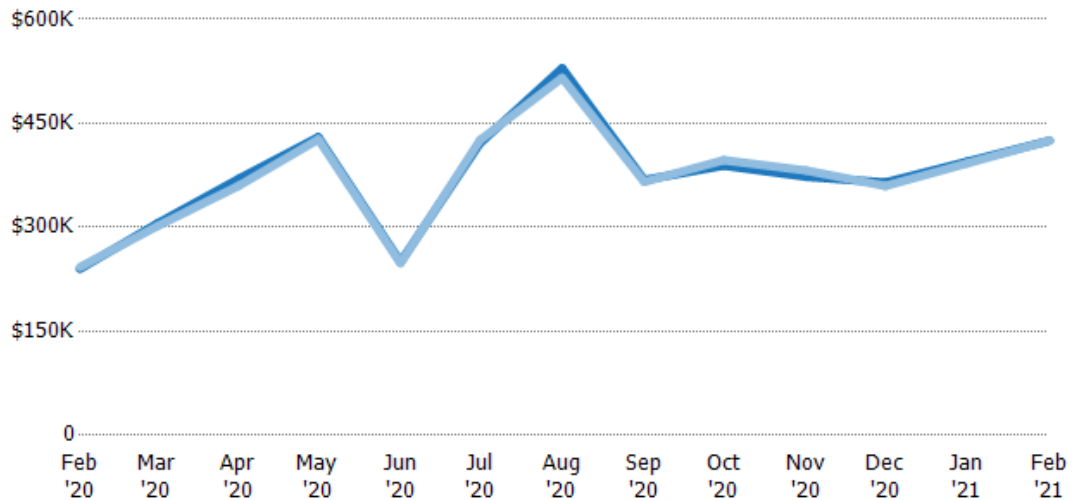
Current Year	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K
Prior Year	-	\$562K	\$150K	\$317K	\$260K	\$383K	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K
Percent Change from Prior Year	100%	-100%	140%	35%	6%	-5%	36%	-13%	15%	42%	17%	-100%	75%

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



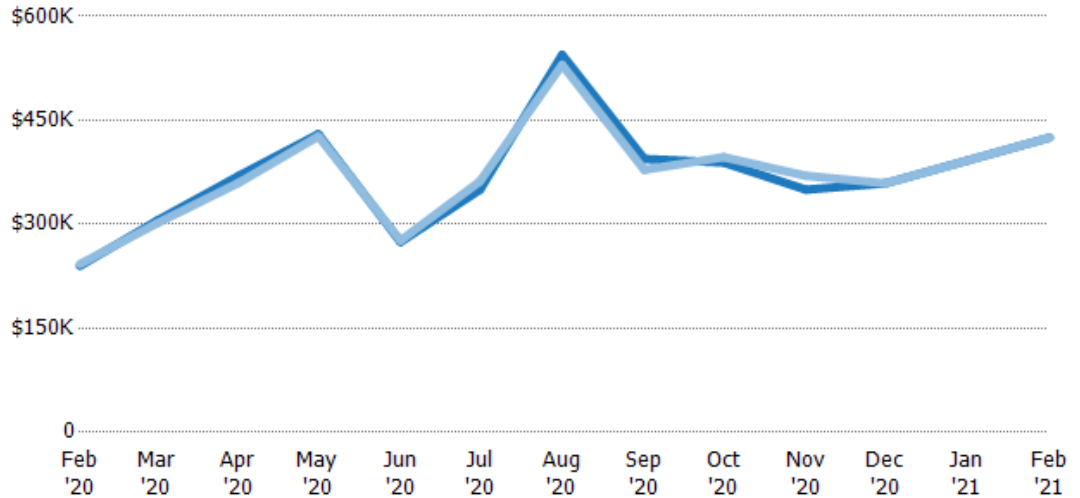
Avg List Price	\$240K	\$305K	\$370K	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K
Avg Sales Price	\$242K	\$301K	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K
Avg Sales Price as a % of Avg List Price	101%	99%	97%	99%	99%	101%	97%	99%	102%	102%	99%	99%	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: Westford, VT 05494
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



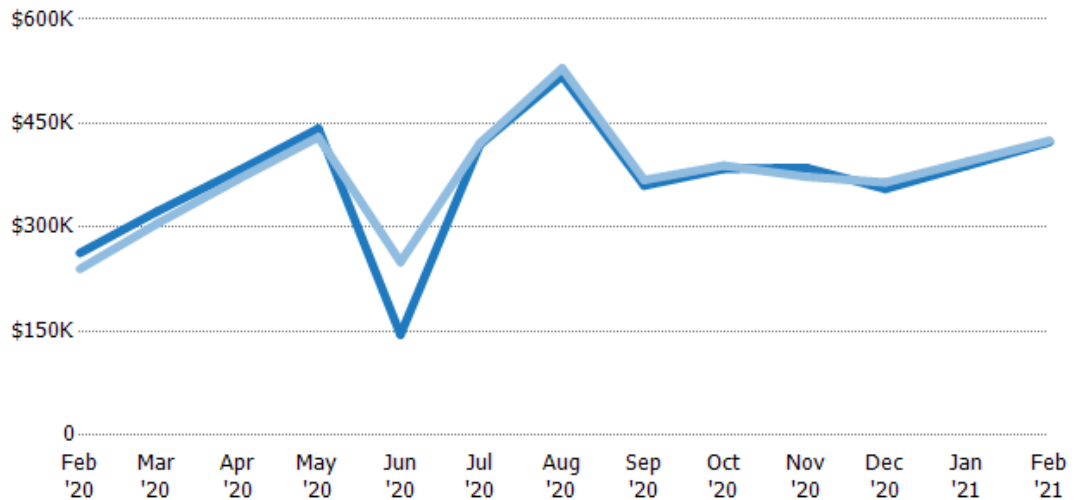
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$240K	\$305K	\$370K	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K
Median Sales Price	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K
Med Sales Price as a % of Med List Price	101%	99%	97%	99%	101%	103%	97%	96%	102%	106%	100%	100%	100%

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



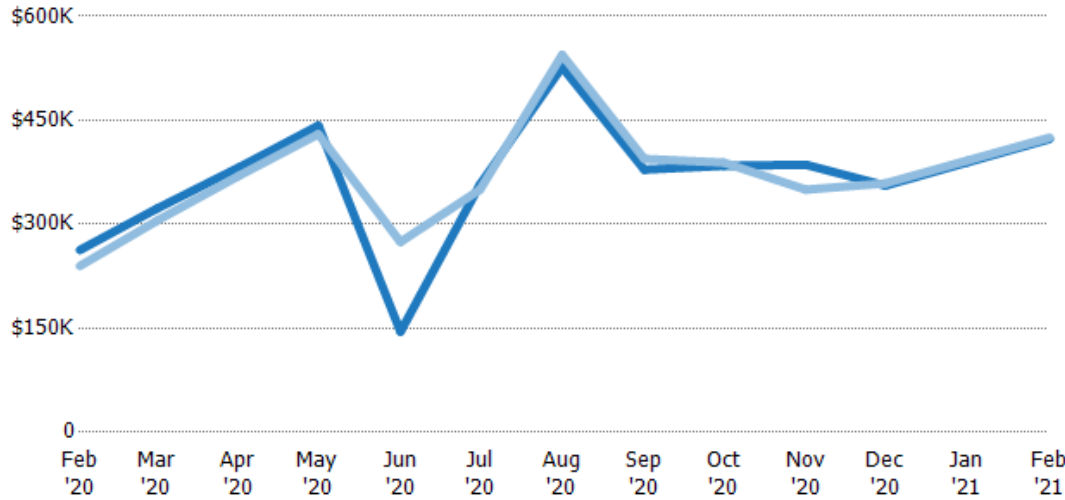
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$263K	\$322K	\$382K	\$442K	\$145K	\$419K	\$518K	\$360K	\$384K	\$386K	\$355K	\$389K	\$423K
Avg Sales Price	\$240K	\$305K	\$370K	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K
Avg Sales Price as a % of Avg Est Value	91%	94%	97%	97%	172%	100%	102%	102%	101%	97%	103%	102%	101%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$263K	\$322K	\$382K	\$442K	\$145K	\$357K	\$527K	\$379K	\$384K	\$386K	\$356K	\$389K	\$423K
Median Sales Price	\$240K	\$305K	\$370K	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K
Med Sales Price as a % of Med Est Value	91%	94%	97%	97%	189%	98%	103%	104%	101%	91%	101%	101%	101%