

## Summary of Key Listing and Sales Metrics

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

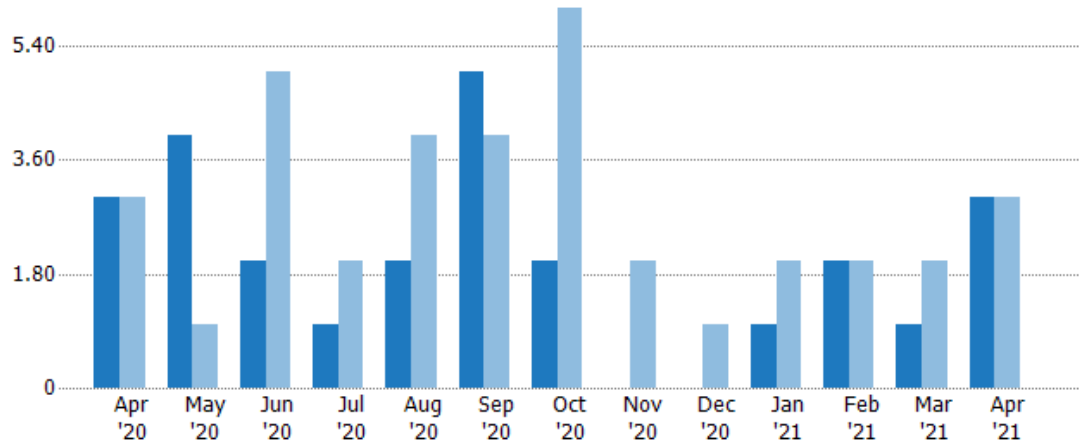
Key Metrics	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	3	+—	7	9	-22.2%
New Listing Volume	\$1,058,800	\$1,008,500	+5%	\$2,817,800	\$3,147,200	-10.5%
Active Listing Count	3	13	-76.9%	N/A	N/A	
Active Listing Volume	\$1,518,900	\$5,478,858	-72.3%	N/A	N/A	
Average Listing Price	\$506,300	\$421,451	+20.1%	\$505,270	\$435,095	+16.1%
Median Listing Price	\$499,000	\$404,275	+23.4%	\$514,090	\$421,638	+21.9%
Median Days in RPR	49	202	-75.7%	90	171.8	-47.6%
Months of Inventory	3	—	—	2	12.5	-84%
Absorption Rate	33.33%	—	+33.3%	50%	8%	+42%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	1	+100%	7	9	-22.2%
New Pending Sales Volume	\$668,900	\$385,000	+73.7%	\$2,740,800	\$3,283,800	-16.5%
Pending Sales Count	3	4	-25%	N/A	N/A	
Pending Sales Volume	\$1,193,900	\$1,573,900	-24.1%	N/A	N/A	
Closed Sales Count	2	2	+—	4	5	-20%
Closed Sales Volume	\$802,951	\$720,000	+11.5%	\$1,550,451	\$1,513,900	+2.4%
Average Sales Price	\$401,476	\$360,000	+11.5%	\$387,613	\$302,780	+28%
Median Sales Price	\$401,476	\$360,000	+11.5%	\$387,613	\$302,780	+28%

## 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



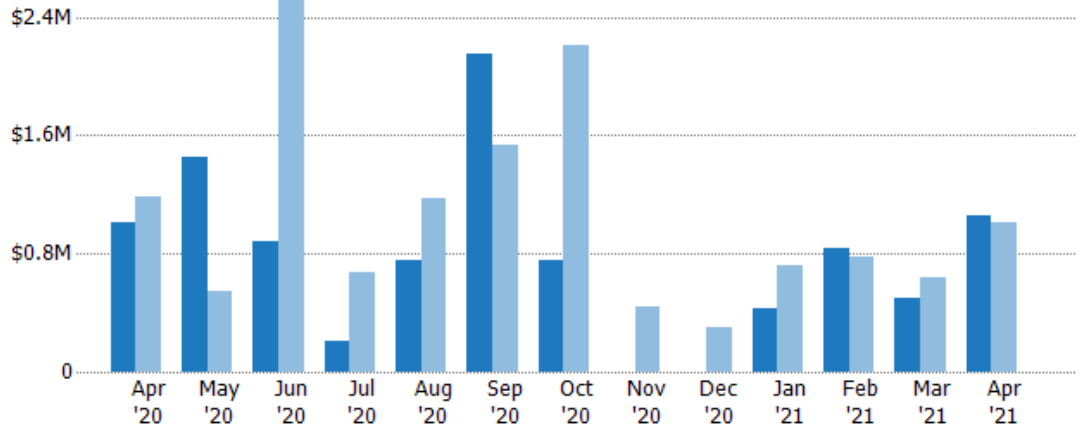
Current Year	3	4	2	1	2	5	2	-	-	1	2	1	3
Prior Year	3	1	5	2	4	4	6	2	1	2	2	2	3
Percent Change from Prior Year	0%	300%	-60%	-50%	-50%	25%	-67%	-100%	-100%	-50%	0%	-50%	0%

## 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



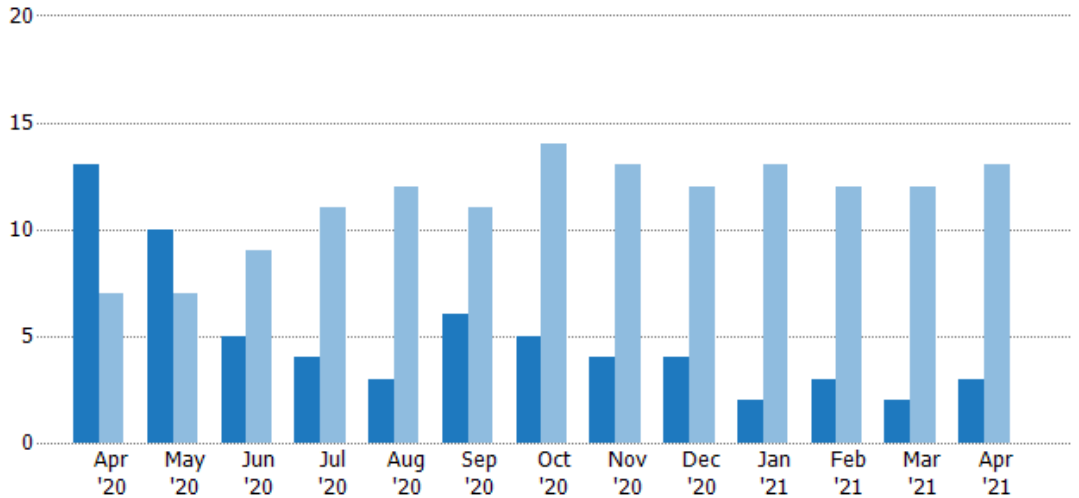
Current Year	\$1.01M	\$1.45M	\$888K	\$209K	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K	\$499K	\$1.06M
Prior Year	\$1.19M	\$550K	\$2.61M	\$667K	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M
Percent Change from Prior Year	-15%	163%	-66%	-69%	-36%	40%	-66%	-100%	-100%	-41%	8%	-22%	5%

## 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.
Apr '21	3	-76.9%
Apr '20	13	85.7%
Apr '19	7	0%

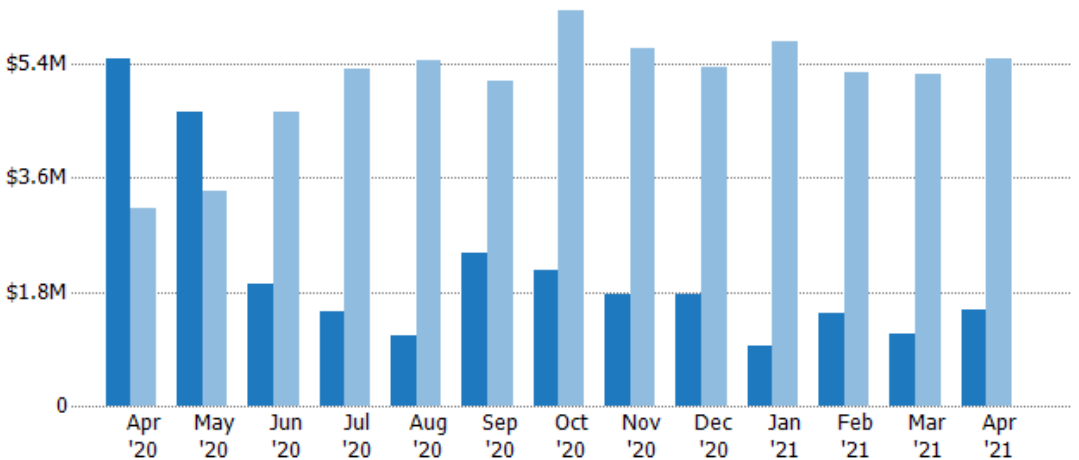
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	13	10	5	4	3	6	5	4	4	2	3	2	3
Prior Year	7	7	9	11	12	11	14	13	12	13	12	12	13
Percent Change from Prior Year	86%	43%	-44%	-64%	-75%	-45%	-64%	-69%	-67%	-85%	-75%	-83%	-77%

## 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.
Apr '21	\$1.52M	-72.3%
Apr '20	\$5.48M	75.2%
Apr '19	\$3.13M	-29.5%

	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$5.48M	\$4.64M	\$1.93M	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.13M	\$1.52M
Prior Year	\$3.13M	\$3.4M	\$4.65M	\$5.31M	\$5.46M	\$5.13M	\$6.25M	\$5.63M	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M
Percent Change from Prior Year	75%	37%	-59%	-72%	-80%	-53%	-66%	-69%	-67%	-84%	-72%	-78%	-72%

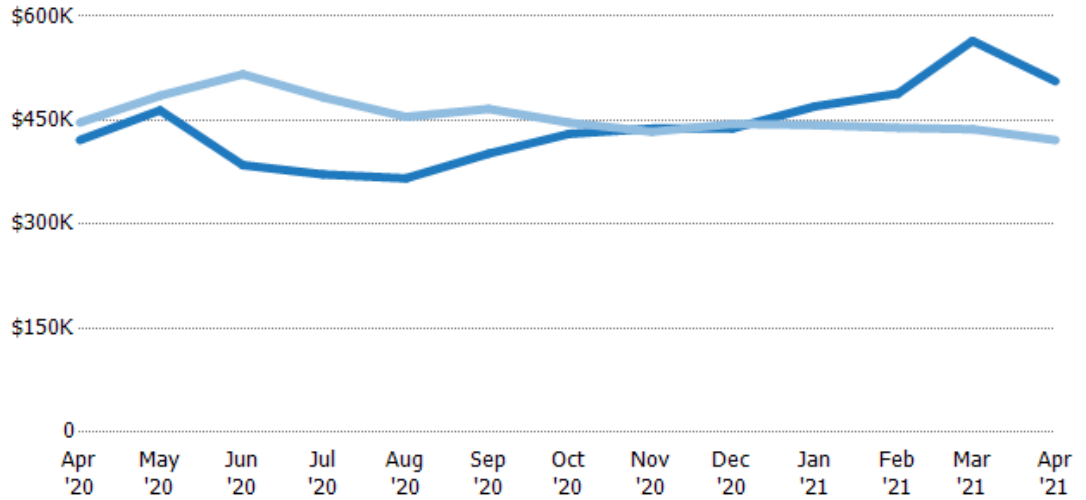
## Average Listing Price

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.
Apr '21	\$506K	20.1%
Apr '20	\$421K	-5.7%
Apr '19	\$447K	-29.5%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$421K	\$464K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$565K	\$506K
Prior Year	\$447K	\$485K	\$516K	\$483K	\$455K	\$466K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K
Percent Change from Prior Year	-6%	-4%	-25%	-23%	-19%	-14%	-4%	1%	-1%	6%	11%	29%	20%

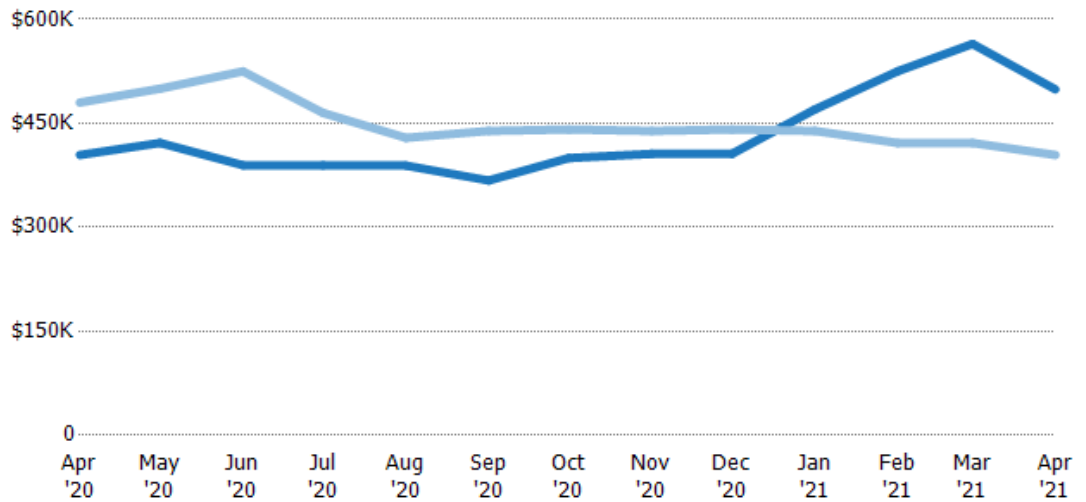
## Median Listing Price

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.
Apr '21	\$499K	23.4%
Apr '20	\$404K	-15.8%
Apr '19	\$480K	-39.9%



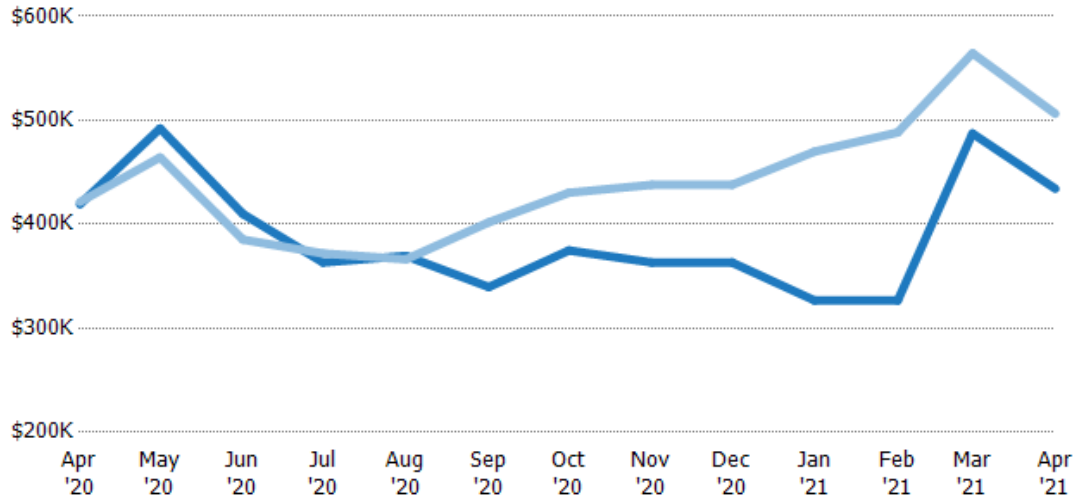
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$404K	\$422K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$565K	\$499K
Prior Year	\$480K	\$500K	\$525K	\$465K	\$429K	\$439K	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K
Percent Change from Prior Year	-16%	-16%	-26%	-16%	-9%	-16%	-9%	-8%	-8%	7%	25%	34%	23%

## 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

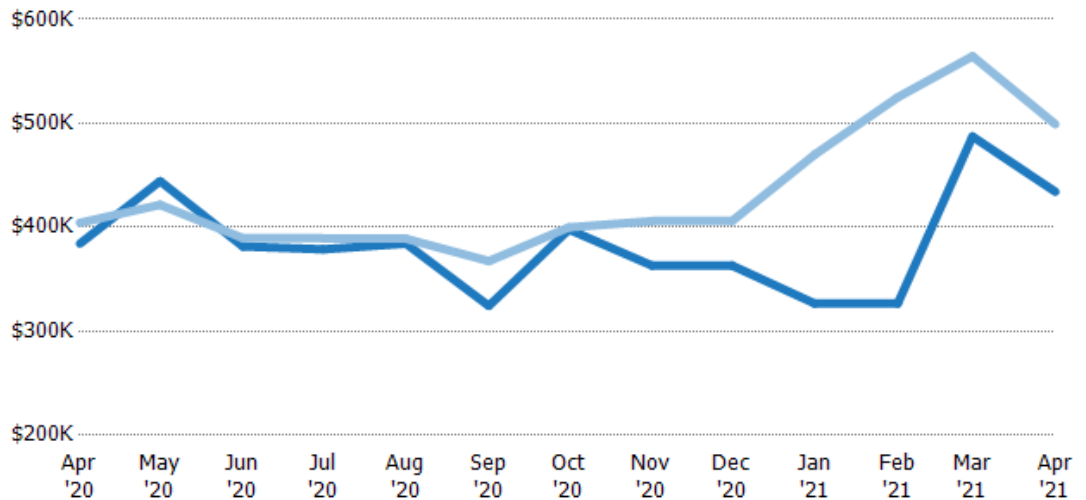


## Median Listing Price vs Median Est Value

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



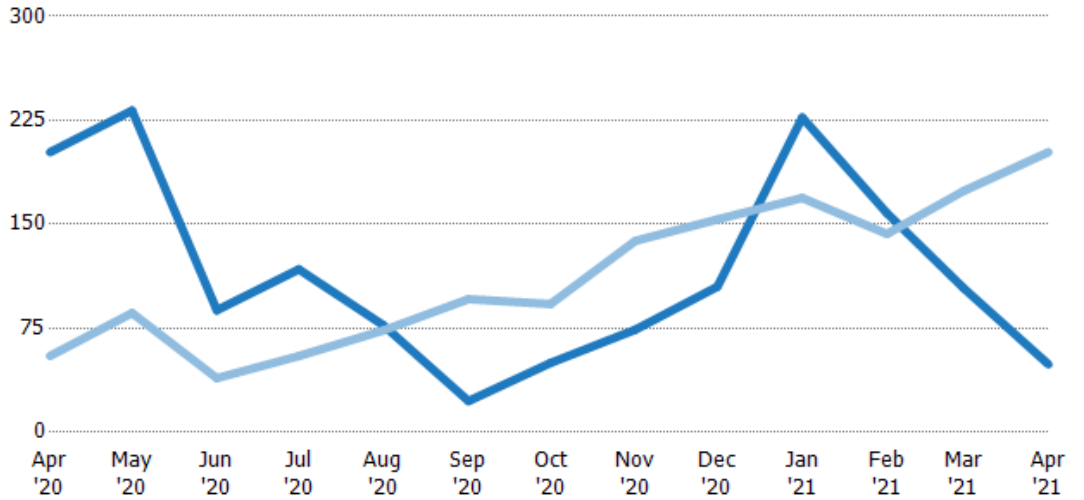
## Median Days in RPR

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.
Apr '21	49	-75.7%
Apr '20	202	267.3%
Apr '19	55	101.8%



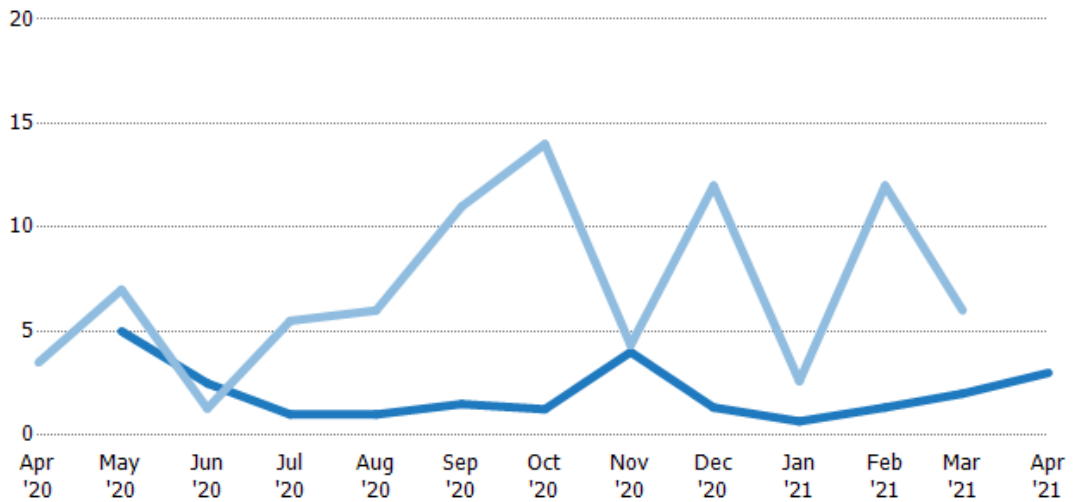
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	202	232	88	118	77	22.5	50	74	105	227	158	104	49
Prior Year	55	86	39	55	73.5	96	92.5	138	154	169	143	174	202
Percent Change from Prior Year	267%	170%	126%	114%	5%	-77%	-46%	-46%	-32%	34%	10%	-40%	-76%

## 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



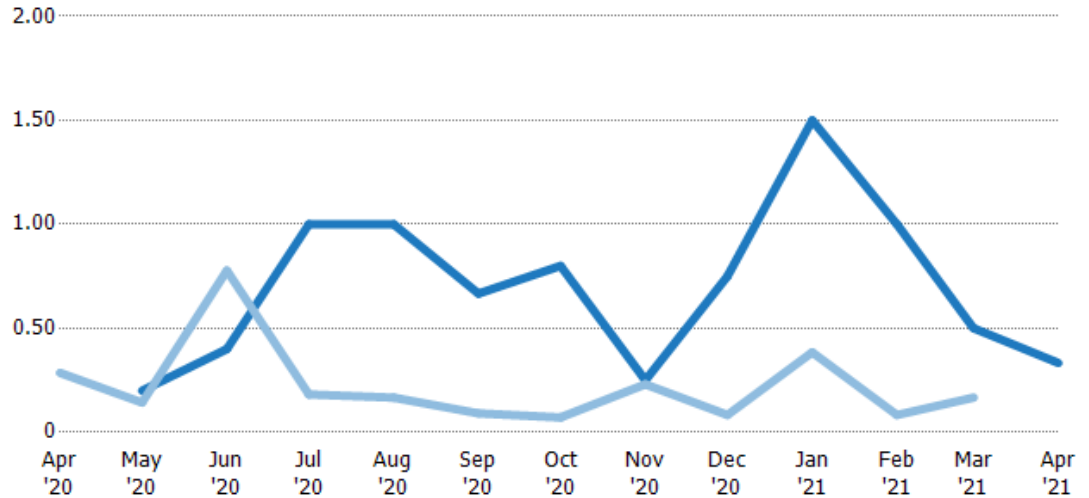
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	-	5	2.5	1	1	1.5	1.25	4	1.33	0	1.33	2	3
Prior Year	3.5	7	1.29	5.5	6	11	14	4.33	12	2.6	12	6	-
Percent Change from Prior Year	-100%	-29%	94%	-82%	-83%	-86%	-91%	-8%	-89%	-74%	-100%	-67%	100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



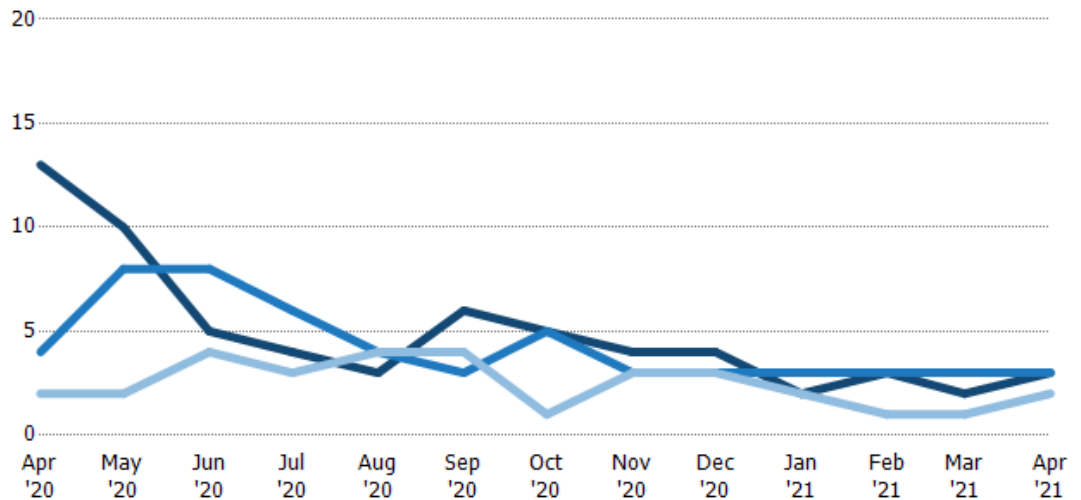
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	-	20%	40%	100%	100%	67%	80%	25%	75%	150%	100%	50%	33%
Prior Year	29%	14%	78%	18%	17%	9%	7%	23%	8%	38%	8%	17%	-
Change from Prior Year	29%	-6%	38%	-82%	-83%	-58%	-73%	-2%	-67%	-112%	8%	-33%	-33%

## 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



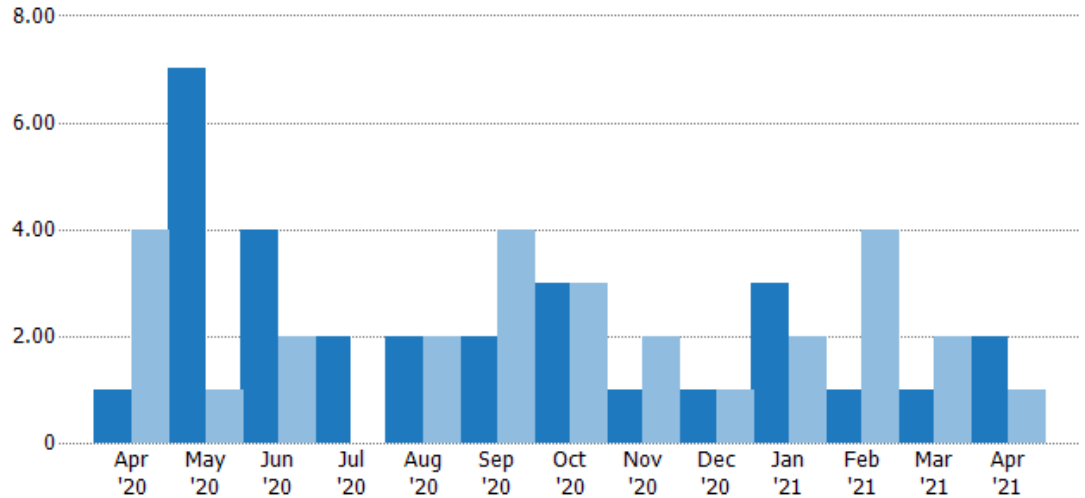
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	13	10	5	4	3	6	5	4	4	2	3	2	3
Pending	4	8	8	6	4	3	5	3	3	3	3	3	3
Sold	2	2	4	3	4	4	1	3	3	2	1	1	2

## 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



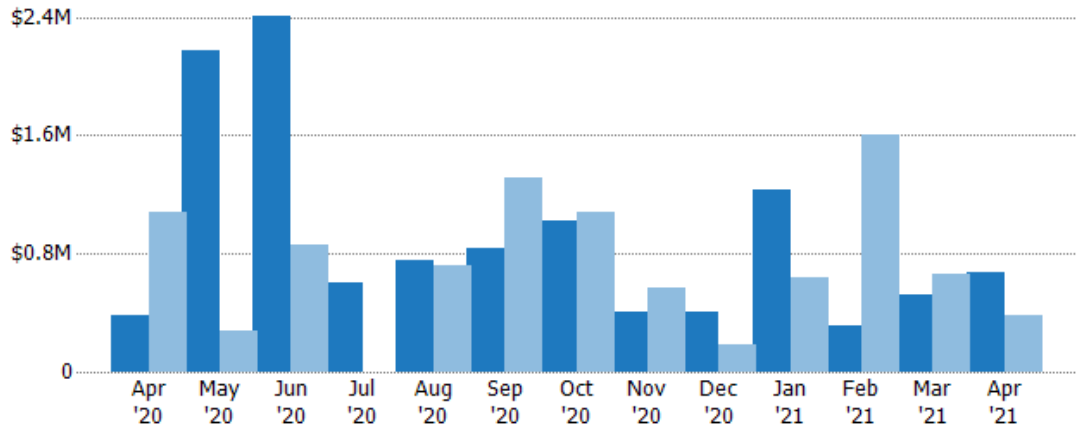
Current Year	1	7	4	2	2	2	3	1	1	3	1	1	2
Prior Year	4	1	2	-	2	4	3	2	1	2	4	2	1
Percent Change from Prior Year	-75%	600%	100%	100%	0%	-50%	0%	-50%	0%	50%	-75%	-50%	100%

## 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	\$385K	\$2.17M	\$2.41M	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K
Prior Year	\$1.08M	\$279K	\$859K	-	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K
Percent Change from Prior Year	-64%	679%	180%	100%	5%	-36%	-6%	-30%	122%	95%	-81%	-21%	74%

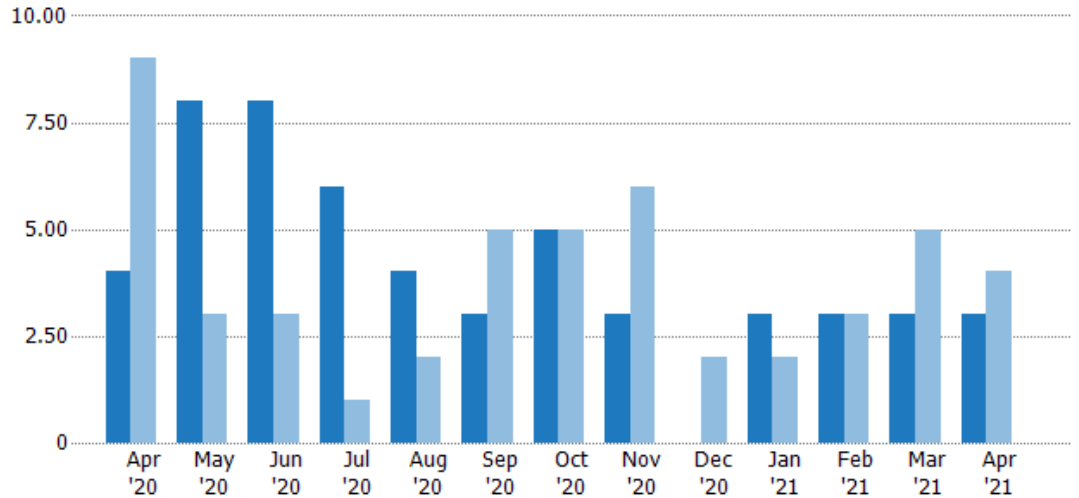


## Pending Sales

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



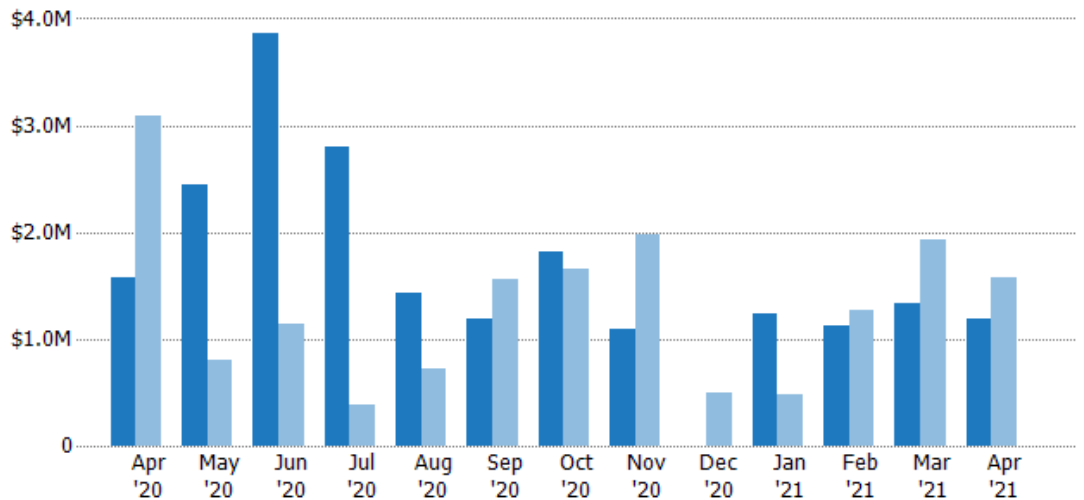
Current Year	4	8	8	6	4	3	5	3	-	3	3	3	3
Prior Year	9	3	3	1	2	5	5	6	2	2	3	5	4
Percent Change from Prior Year	-56%	167%	167%	500%	100%	-40%	0%	-50%	-100%	50%	0%	-40%	-25%

## 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



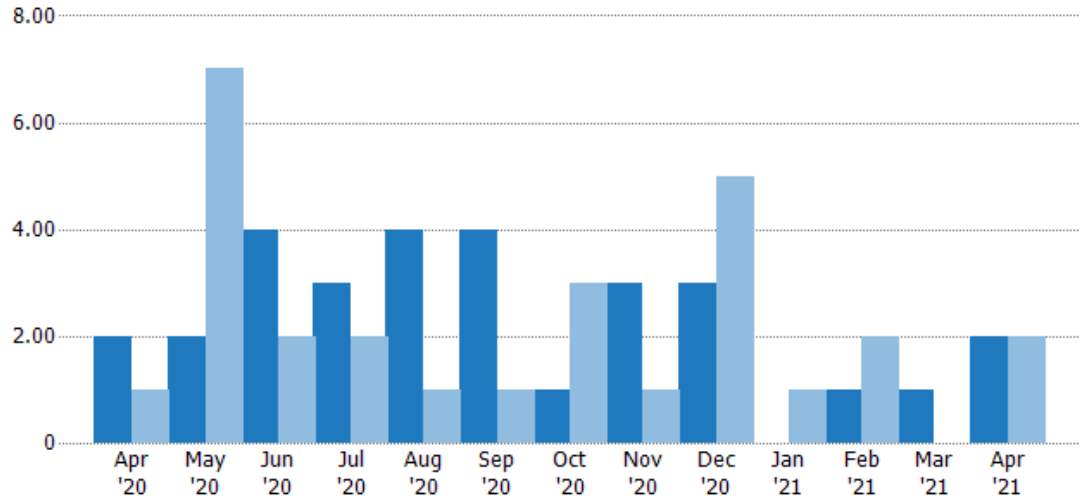
Current Year	\$1.57M	\$2.45M	\$3.86M	\$2.8M	\$1.43M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M
Prior Year	\$3.09M	\$801K	\$1.14M	\$379K	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M
Percent Change from Prior Year	-49%	206%	239%	639%	100%	-24%	9%	-45%	-100%	158%	-11%	-31%	-24%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



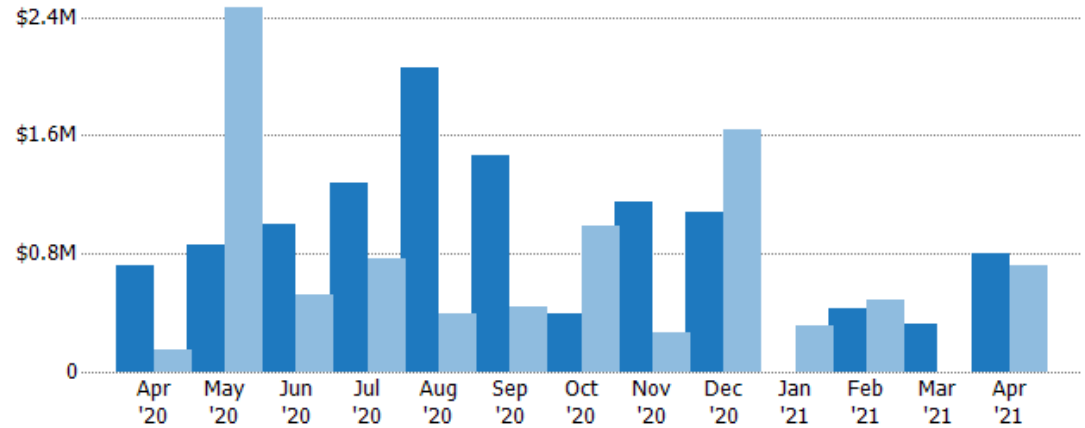
Current Year	2	2	4	3	4	4	1	3	3	-	1	1	2
Prior Year	1	7	2	2	1	1	3	1	5	1	2	-	2
Percent Change from Prior Year	100%	-71%	100%	50%	300%	300%	-67%	200%	-40%	-100%	-50%	100%	0%

## 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



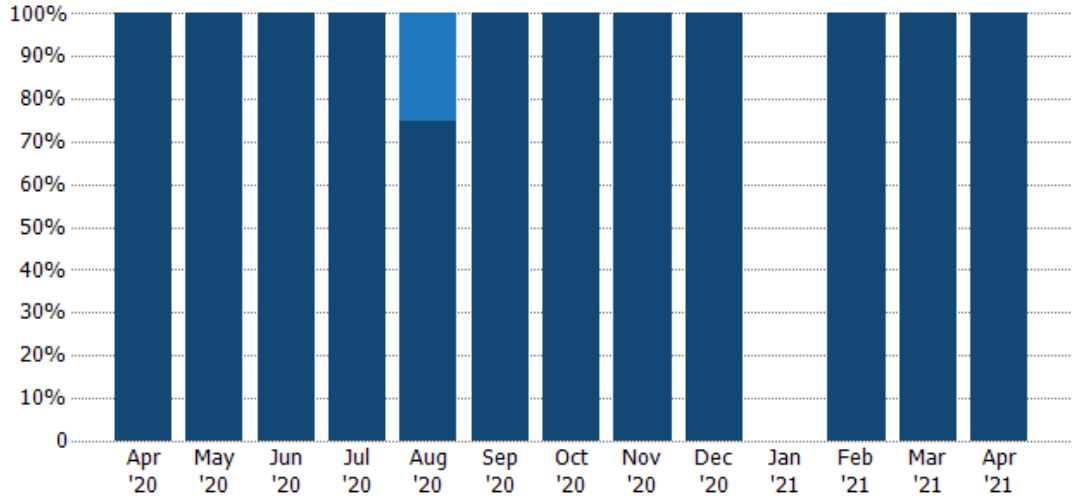
Current Year	\$720K	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K
Prior Year	\$150K	\$2.46M	\$521K	\$765K	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K
Percent Change from Prior Year	380%	-65%	91%	67%	429%	236%	-60%	341%	-34%	-100%	-12%	100%	12%

## 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



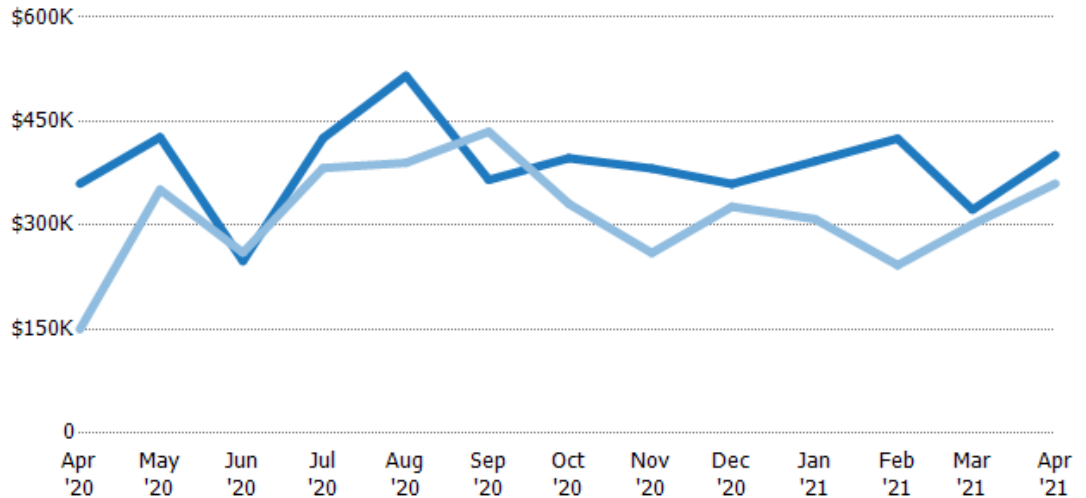
Condo/Townhouse	-	-	-	-	25%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	75%	100%	100%	100%	100%	-	100%	100%	100%

## 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



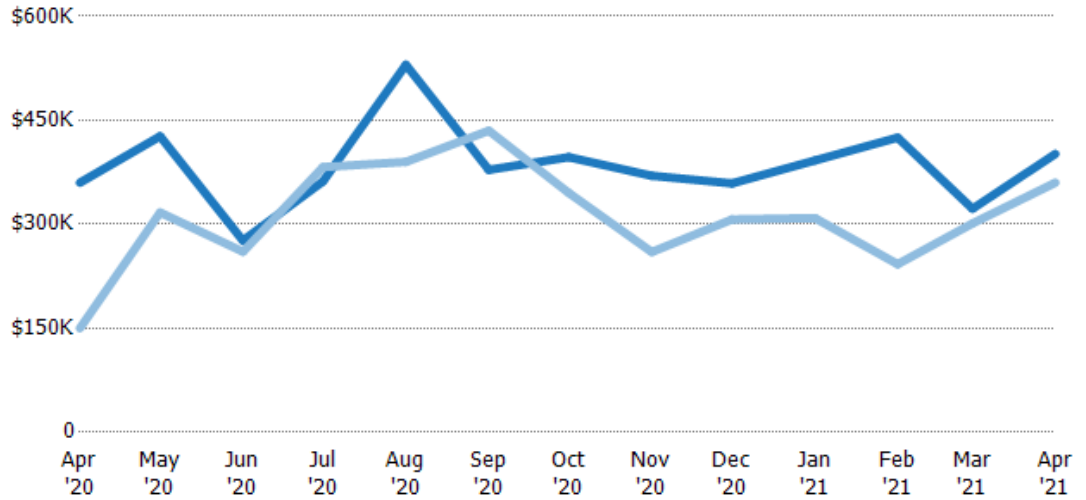
Current Year	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K
Prior Year	\$150K	\$351K	\$260K	\$383K	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K	\$301K	\$360K
Percent Change from Prior Year	140%	21%	-5%	11%	32%	-16%	20%	47%	10%	-100%	75%	100%	12%

## 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



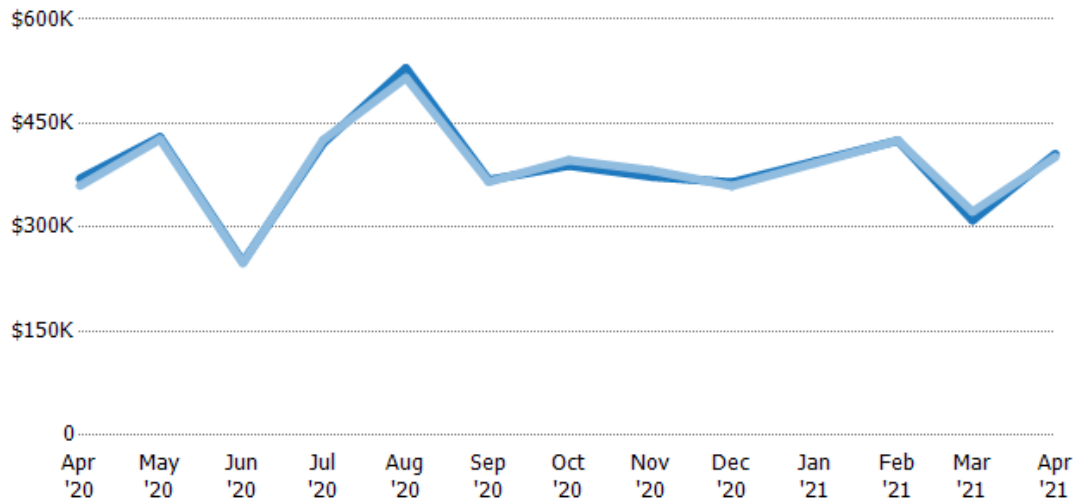
Current Year	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K
Prior Year	\$150K	\$317K	\$260K	\$383K	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K
Percent Change from Prior Year	140%	35%	6%	-5%	36%	-13%	15%	42%	17%	-100%	75%	100%	12%

## 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



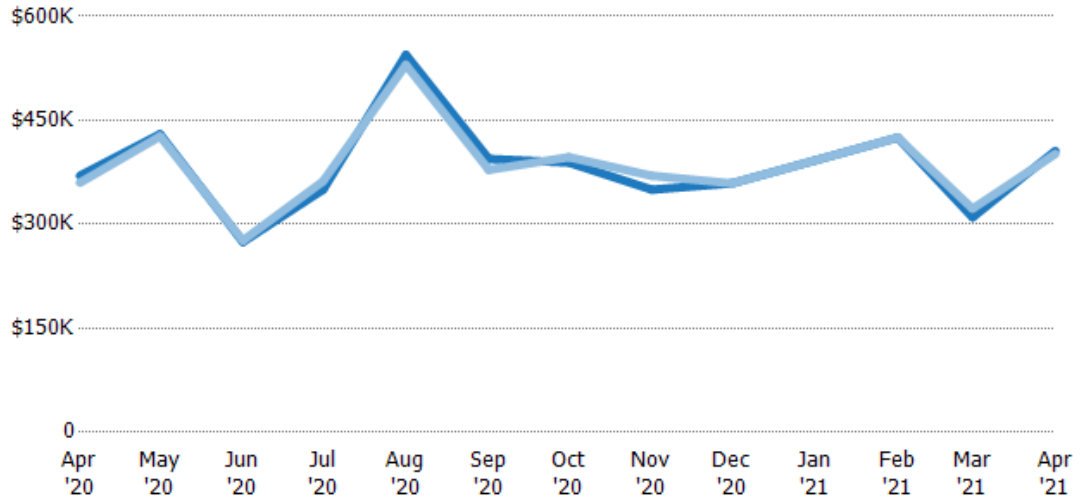
Avg List Price	\$370K	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K
Avg Sales Price	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K
Avg Sales Price as a % of Avg List Price	97%	99%	99%	101%	97%	99%	102%	102%	99%	99%	100%	104%	99%

## 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



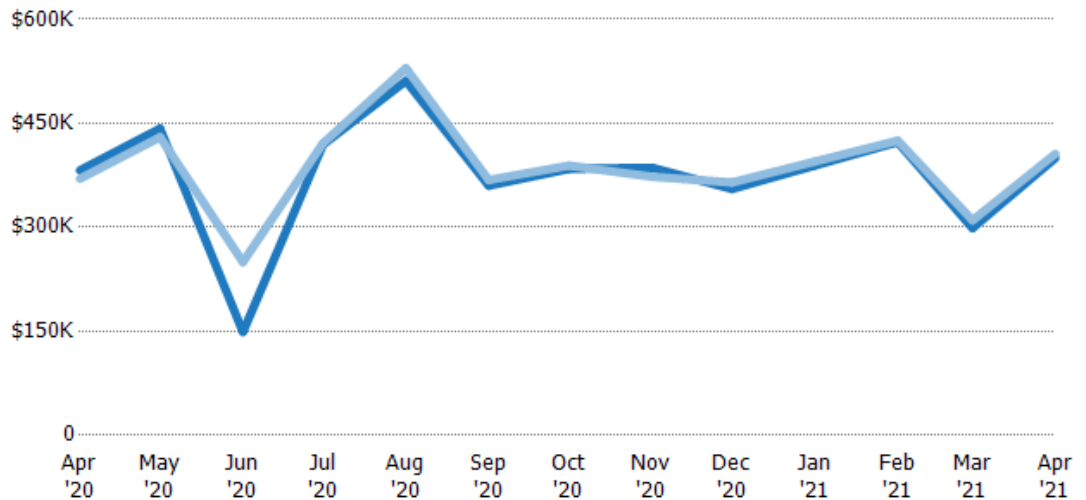
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$370K	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K
Median Sales Price	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K
Med Sales Price as a % of Med List Price	97%	99%	101%	103%	97%	96%	102%	106%	100%	100%	100%	104%	99%

## 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



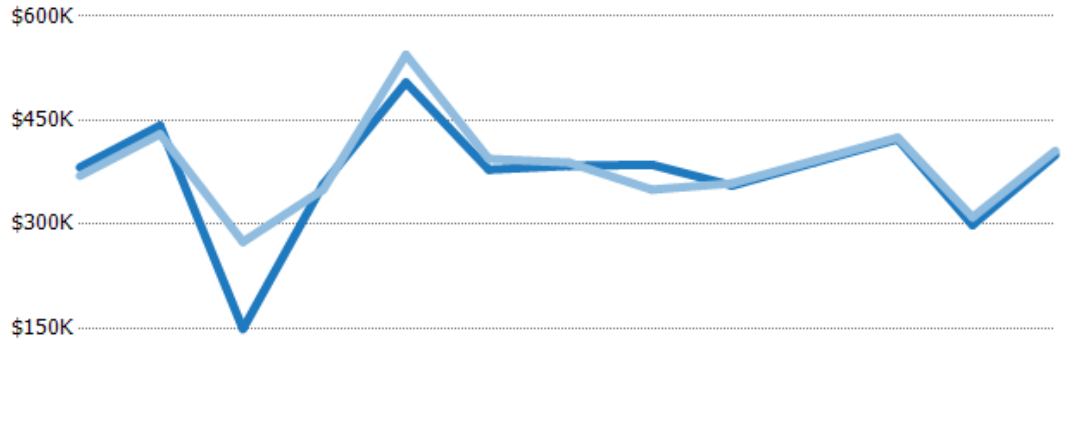
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$382K	\$442K	\$149K	\$419K	\$511K	\$360K	\$384K	\$386K	\$355K	\$389K	\$423K	\$299K	\$400K
Avg Sales Price	\$370K	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K
Avg Sales Price as a % of Avg Est Value	97%	97%	168%	100%	104%	102%	101%	97%	103%	102%	101%	104%	102%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$382K	\$442K	\$149K	\$357K	\$504K	\$379K	\$384K	\$386K	\$356K	\$389K	\$423K	\$299K	\$400K
Median Sales Price	\$370K	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K
Med Sales Price as a % of Med Est Value	97%	97%	184%	98%	108%	104%	101%	91%	101%	101%	101%	104%	102%