

Summary of Key Listing and Sales Metrics

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

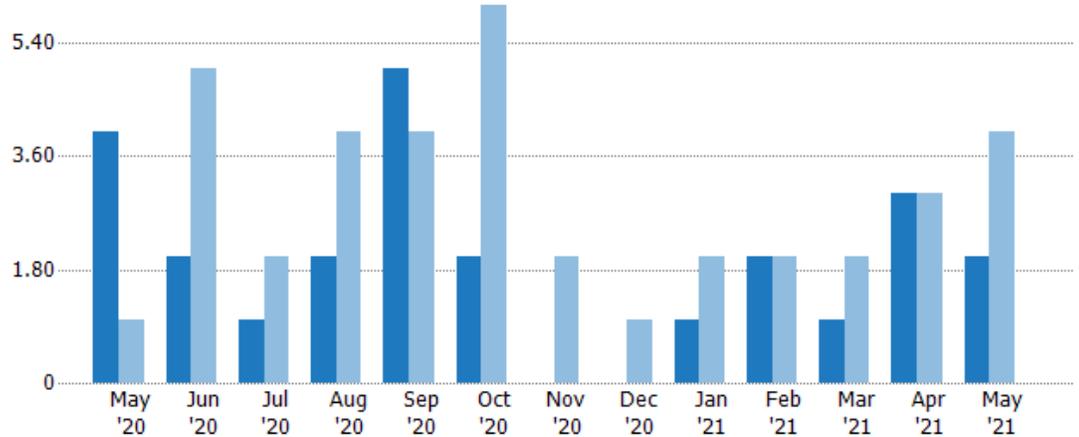
Key Metrics	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	4	-50%	9	13	-30.8%
New Listing Volume	\$644,900	\$1,448,950	-55.5%	\$3,462,700	\$4,596,150	-24.7%
Active Listing Count	1	10	-90%	N/A	N/A	
Active Listing Volume	\$630,000	\$4,643,530	-86.4%	N/A	N/A	
Average Listing Price	\$630,000	\$464,353	+35.7%	\$516,609	\$439,971	+17.4%
Median Listing Price	\$630,000	\$421,638	+49.4%	\$524,627	\$421,638	+24.4%
Median Days in RPR	250	232	+7.8%	170	189	-10.1%
Months of Inventory	0.5	5	-90%	1.6	5.5	-71.2%
Absorption Rate	200%	20%	+180%	63.64%	18.33%	+45.3%
Sales Activity Charts Metrics						
New Pending Sales Count	3	7	-57.1%	10	16	-37.5%
New Pending Sales Volume	\$1,034,800	\$2,173,378	-52.4%	\$3,775,600	\$5,457,178	-30.8%
Pending Sales Count	1	8	-87.5%	N/A	N/A	
Pending Sales Volume	\$289,900	\$2,448,378	-88.2%	N/A	N/A	
Closed Sales Count	4	2	+100%	8	7	+14.3%
Closed Sales Volume	\$1,582,500	\$853,900	+85.3%	\$3,132,951	\$2,367,800	+32.3%
Average Sales Price	\$395,625	\$426,950	-7.3%	\$391,619	\$338,257	+15.8%
Median Sales Price	\$352,250	\$426,950	-17.5%	\$369,931	\$338,257	+9.4%

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



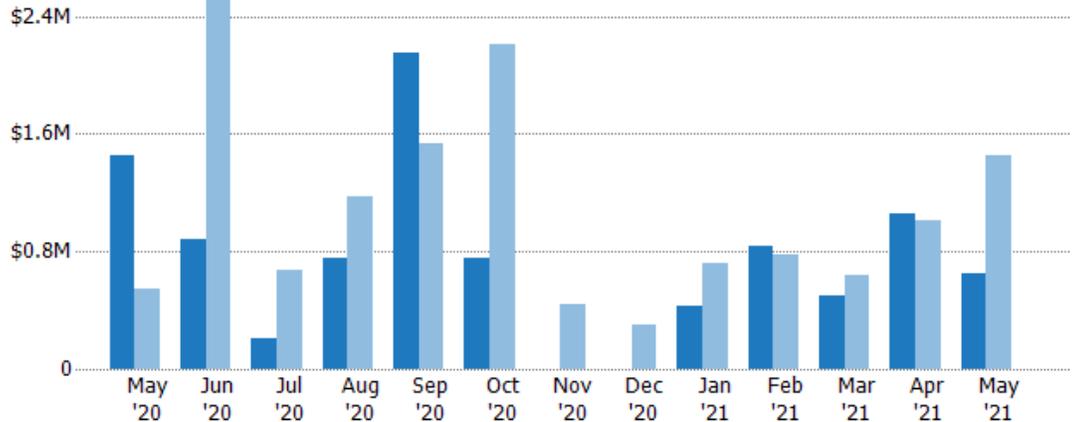
Current Year	4	2	1	2	5	2	-	-	1	2	1	3	2
Prior Year	1	5	2	4	4	6	2	1	2	2	2	3	4
Percent Change from Prior Year	300%	-60%	-50%	-50%	25%	-67%	-100%	-100%	-50%	0%	-50%	0%	-50%

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



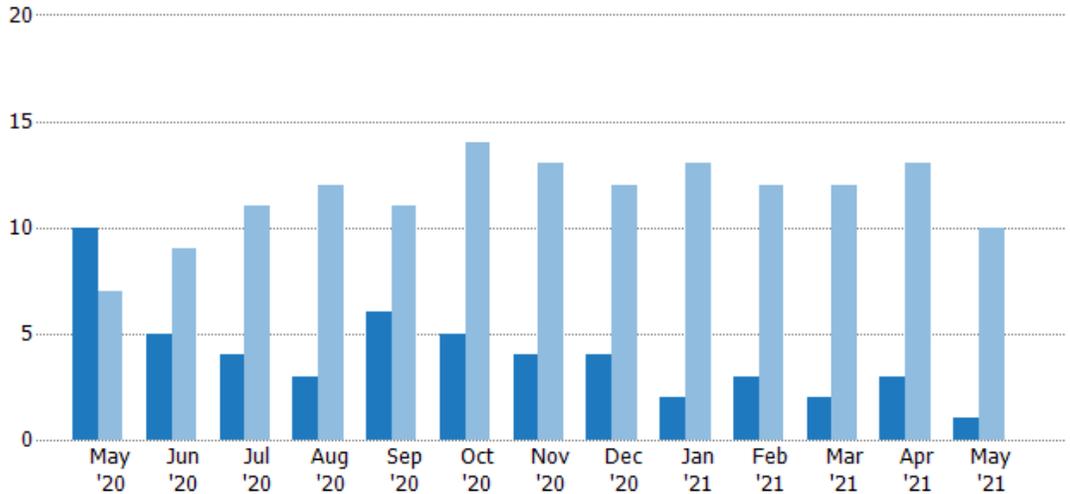
Current Year	\$1.45M	\$888K	\$209K	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K	\$499K	\$1.06M	\$645K
Prior Year	\$550K	\$2.61M	\$667K	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M
Percent Change from Prior Year	163%	-66%	-69%	-36%	40%	-66%	-100%	-100%	-41%	8%	-22%	5%	-55%

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



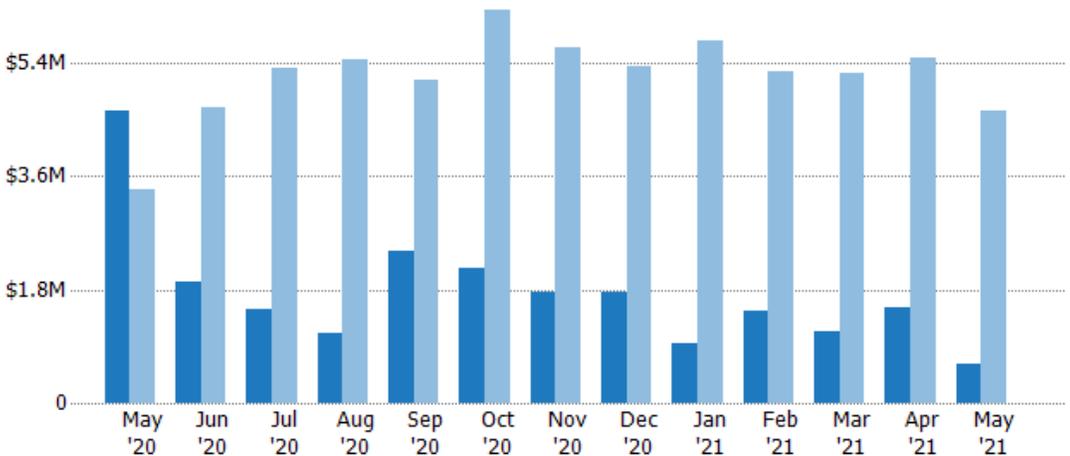
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	10	5	4	3	6	5	4	4	2	3	2	3	1
Prior Year	7	9	11	12	11	14	13	12	13	12	12	13	10
Percent Change from Prior Year	43%	-44%	-64%	-75%	-45%	-64%	-69%	-67%	-85%	-75%	-83%	-77%	-90%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$4.64M	\$1.93M	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.13M	\$1.52M	\$630K
Prior Year	\$3.4M	\$4.68M	\$5.31M	\$5.46M	\$5.13M	\$6.25M	\$5.63M	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M	\$4.64M
Percent Change from Prior Year	37%	-59%	-72%	-80%	-53%	-66%	-69%	-67%	-84%	-72%	-78%	-72%	-86%

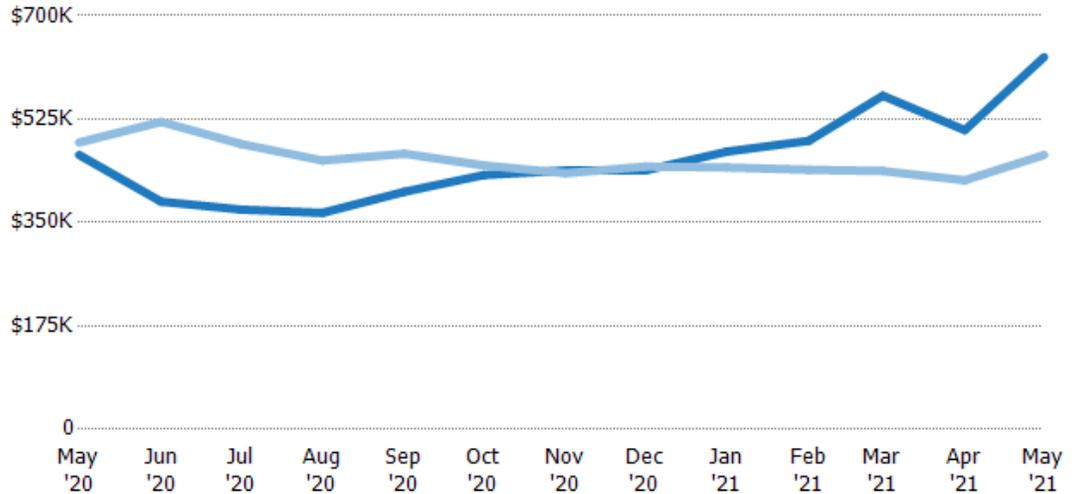
Average Listing Price

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.
May '21	\$630K	35.7%
May '20	\$464K	-4.4%
May '19	\$485K	-38.1%



Current Year	\$464K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$565K	\$506K	\$630K
Prior Year	\$485K	\$520K	\$483K	\$455K	\$466K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K
Percent Change from Prior Year	-4%	-26%	-23%	-19%	-14%	-4%	1%	-1%	6%	11%	29%	20%	36%

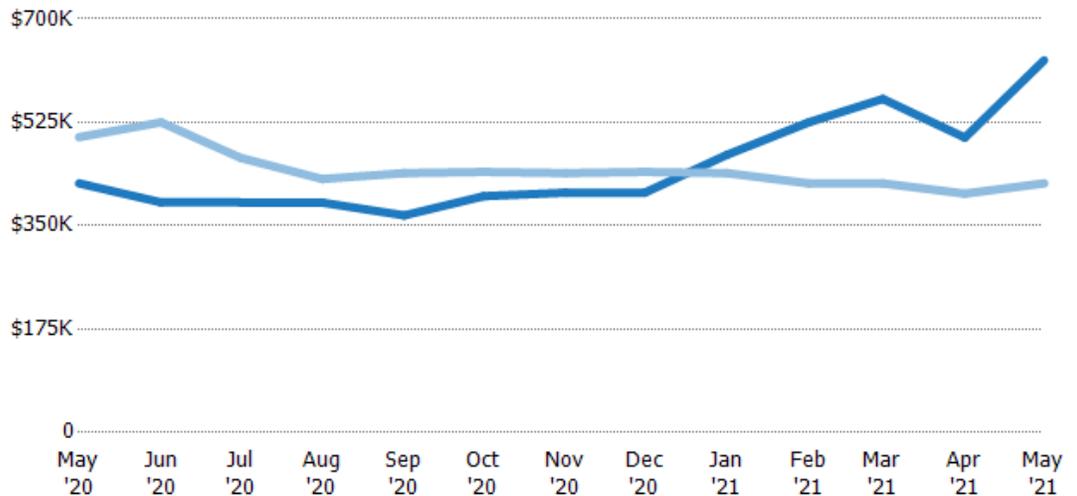
Median Listing Price

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.
May '21	\$630K	49.4%
May '20	\$422K	-15.7%
May '19	\$500K	-46.5%



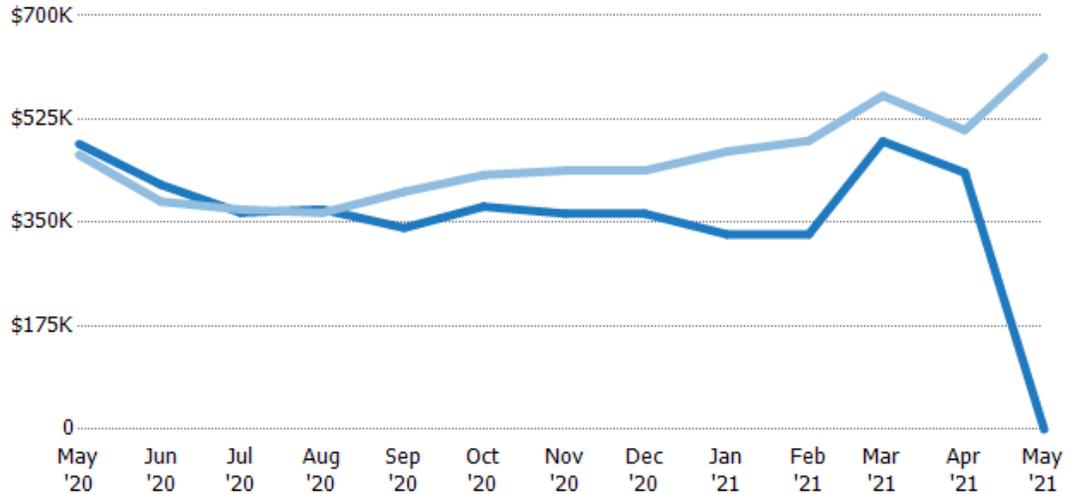
Current Year	\$422K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$565K	\$499K	\$630K
Prior Year	\$500K	\$525K	\$465K	\$429K	\$439K	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K
Percent Change from Prior Year	-16%	-26%	-16%	-9%	-16%	-9%	-8%	-8%	7%	25%	34%	23%	49%

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



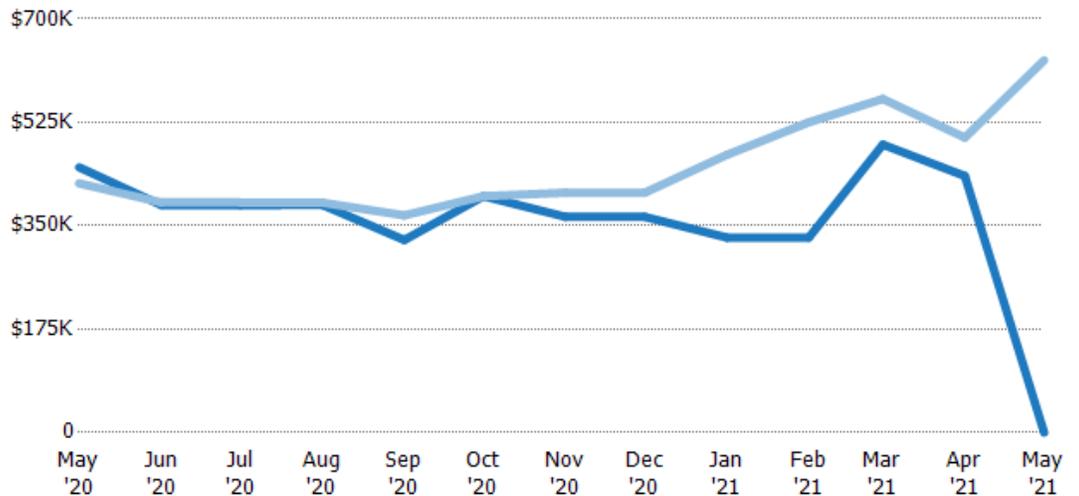
Avg Est Value	\$483K	\$414K	\$367K	\$372K	\$341K	\$377K	\$365K	\$365K	\$330K	\$330K	\$487K	\$434K	\$0
Avg Listing Price	\$464K	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$565K	\$506K	\$630K
Avg Listing Price as a % of Avg Est Value	96%	93%	101%	98%	118%	114%	120%	120%	142%	148%	116%	117%	100%

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 Est Value	\$449K	\$385K	\$385K	\$385K	\$326K	\$400K	\$365K	\$365K	\$330K	\$330K	\$487K	\$434K	\$0
Median Listing Price	\$422K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$565K	\$499K	\$630K
Med Listing Price as a % of Med Est Value	94%	101%	101%	101%	113%	100%	111%	111%	142%	159%	116%	115%	100%

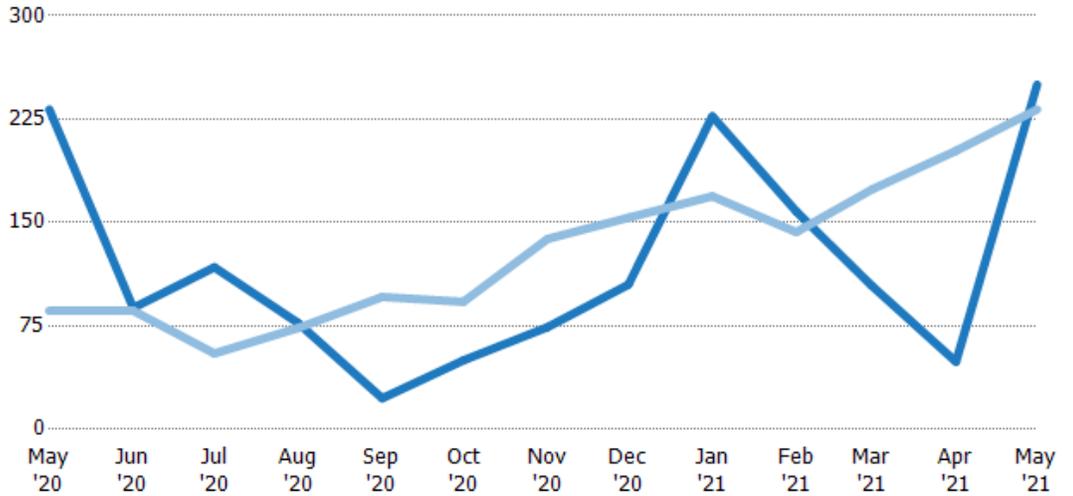
Median Days in RPR

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.
May '21	250	7.8%
May '20	232	169.8%
May '19	86	-59.3%



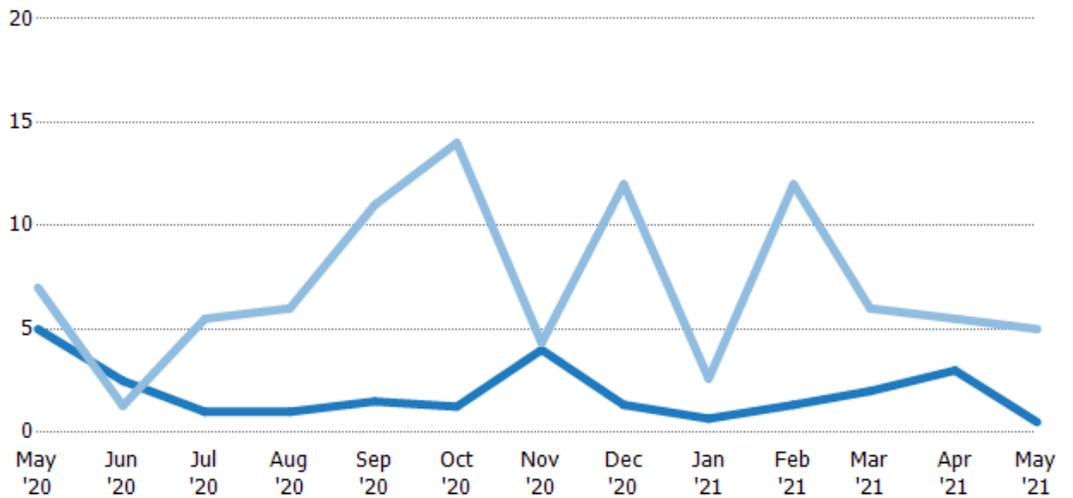
Current Year	232	88	118	77	22.5	50	74	105	227	158	104	49	250
Prior Year	86	86	55	73.5	96	92.5	138	154	169	143	174	202	232
Percent Change from Prior Year	170%	2%	114%	5%	-77%	-46%	-46%	-32%	34%	10%	-40%	-76%	8%

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



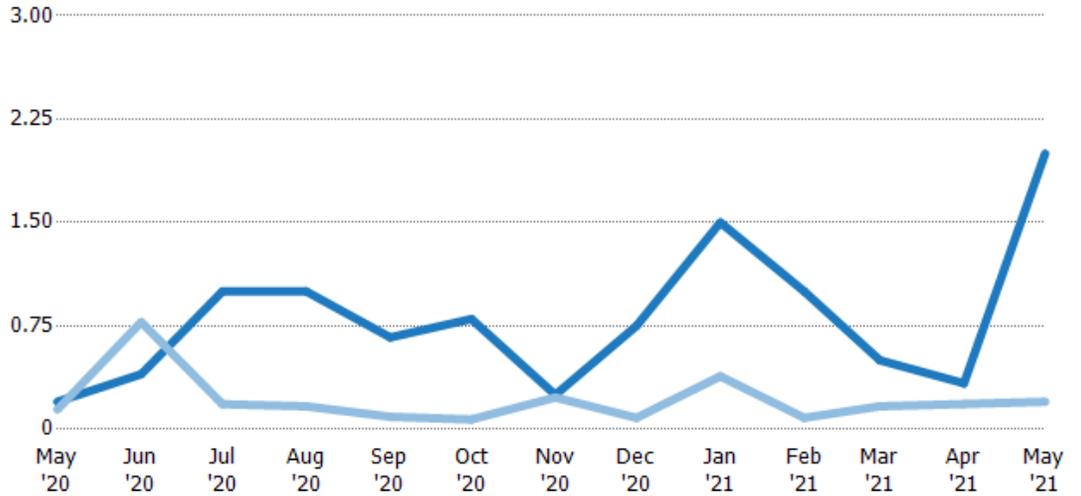
Current Year	5	2.5	1	1	1.5	1.25	4	1.33	0	1.33	2	3	0
Prior Year	7	1.29	5.5	6	11	14	4.33	12	2.6	12	6	5.5	5
Percent Change from Prior Year	-29%	94%	-82%	-83%	-86%	-91%	-8%	-89%	-74%	-100%	-67%	100%	-90%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



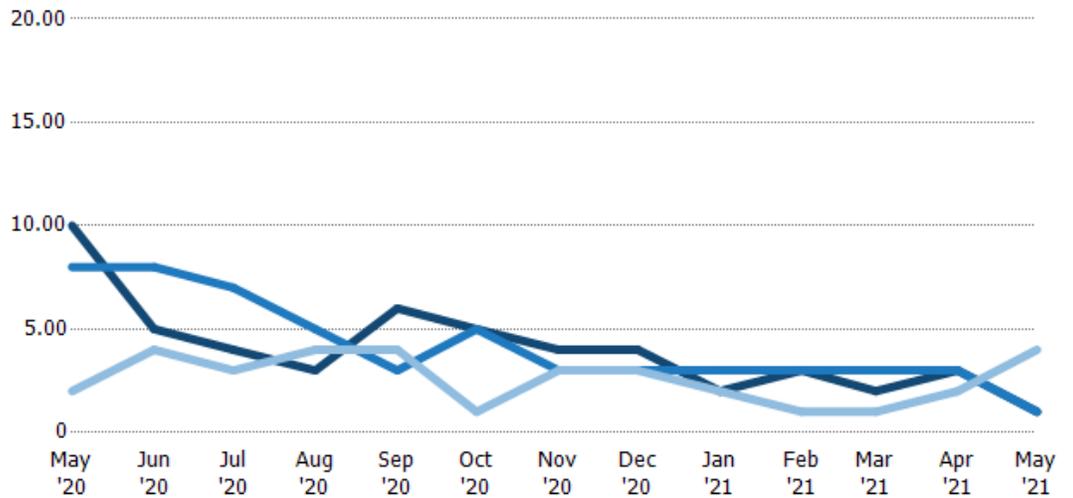
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	20%	40%	100%	100%	67%	80%	25%	75%	150%	100%	50%	33%	200%
Prior Year	14%	78%	18%	17%	9%	7%	23%	8%	38%	8%	17%	18%	20%
Change from Prior Year	-6%	38%	-82%	-83%	-58%	-73%	-2%	-67%	-112%	8%	-33%	-33%	-180%

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



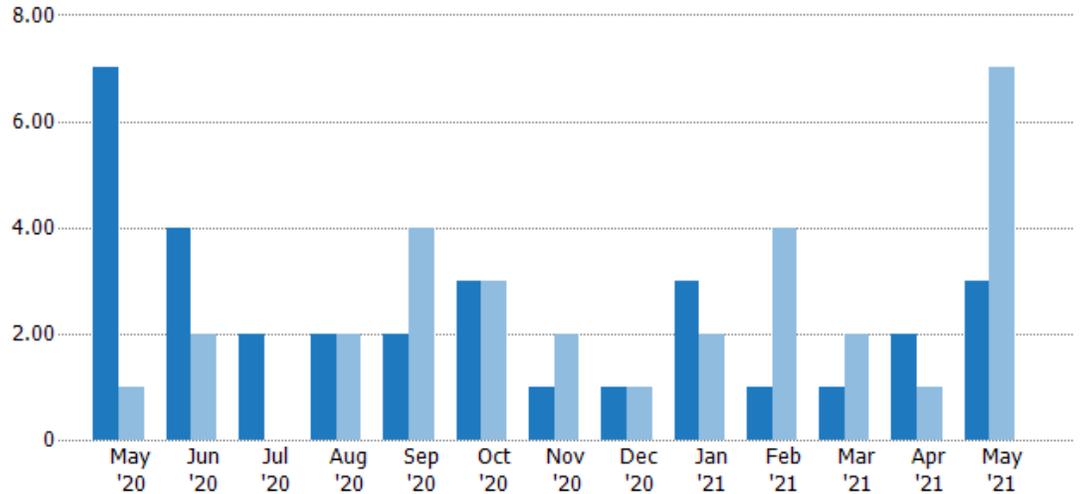
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	10	5	4	3	6	5	4	4	2	3	2	3	1
Pending	8	8	7	5	3	5	3	3	3	3	3	3	1
Sold	2	4	3	4	4	1	3	3	2	1	1	2	4

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



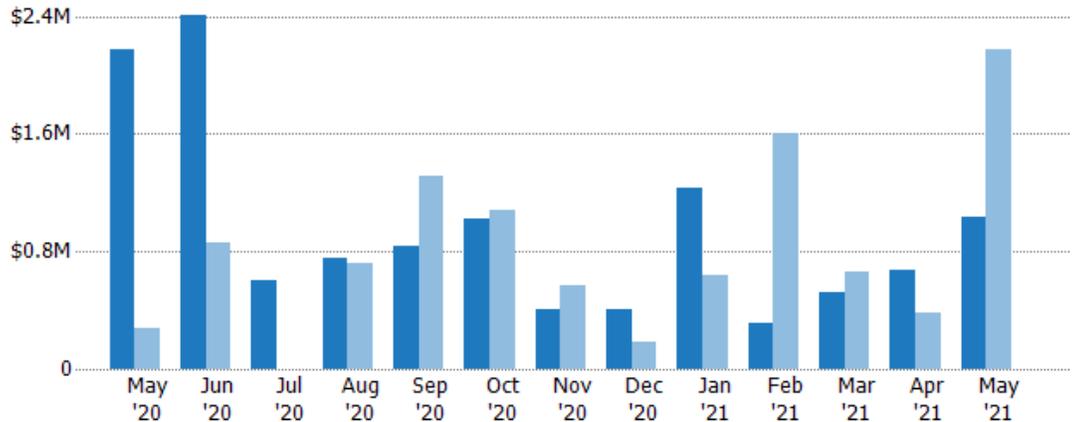
Current Year	7	4	2	2	2	3	1	1	3	1	1	2	3
Prior Year	1	2	-	2	4	3	2	1	2	4	2	1	7
Percent Change from Prior Year	600%	100%	100%	0%	-50%	0%	-50%	0%	50%	-75%	-50%	100%	-57%

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



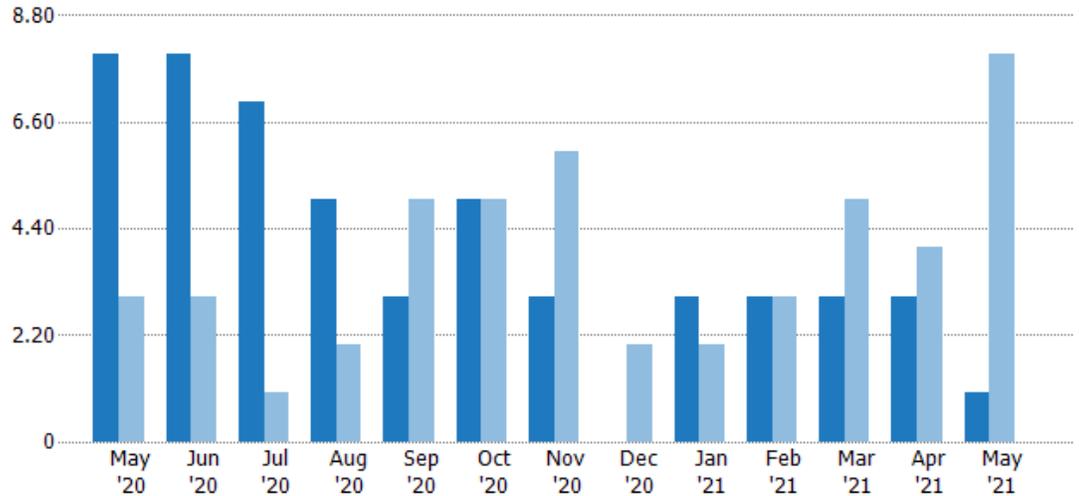
Current Year	\$2.17M	\$2.41M	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M
Prior Year	\$279K	\$859K	-	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M
Percent Change from Prior Year	679%	180%	100%	5%	-36%	-6%	-30%	122%	95%	-81%	-21%	74%	-52%

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



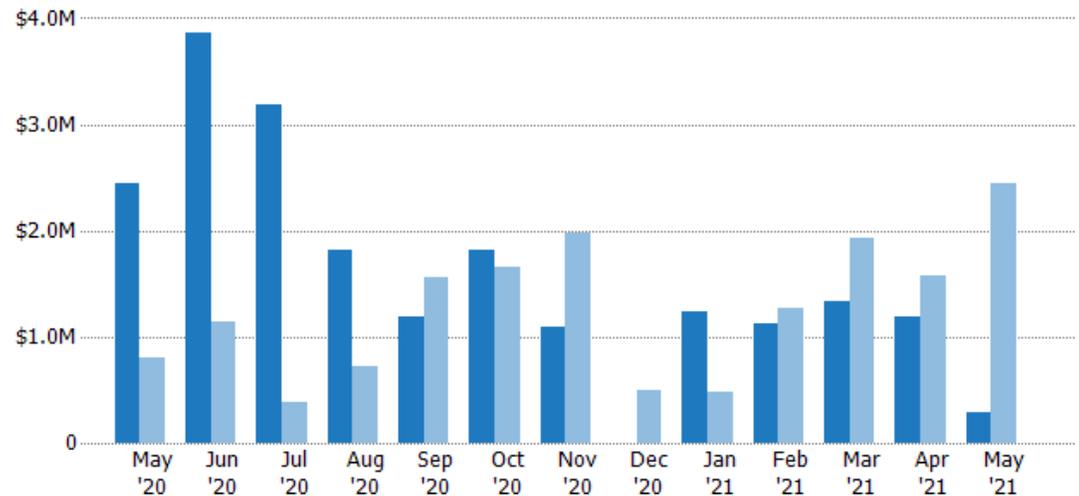
Current Year	8	8	7	5	3	5	3	-	3	3	3	3	3	1
Prior Year	3	3	1	2	5	5	6	2	2	3	5	4	8	
Percent Change from Prior Year	167%	167%	600%	150%	-40%	0%	-50%	-100%	50%	0%	-40%	-25%	-88%	

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



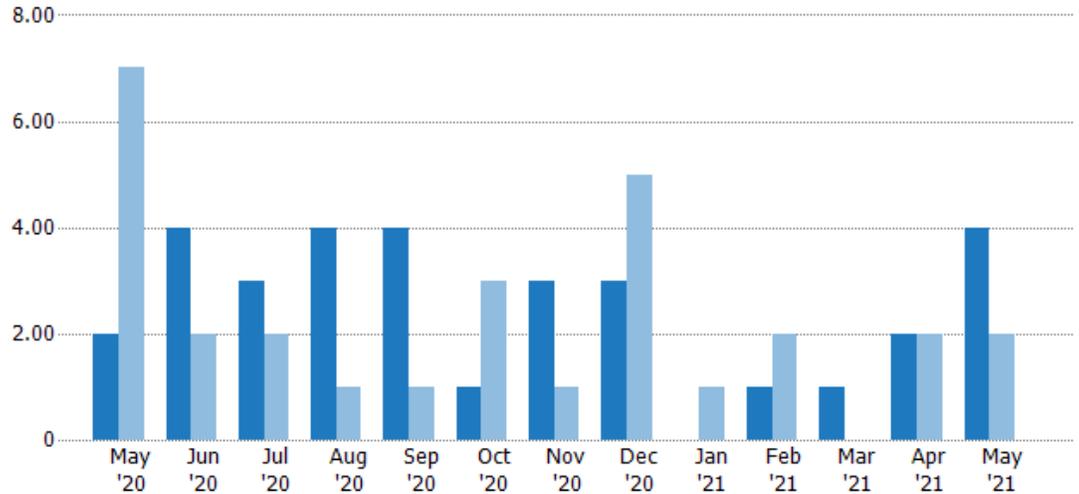
Current Year	\$2.45M	\$3.86M	\$3.19M	\$1.82M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$290K
Prior Year	\$801K	\$1.14M	\$379K	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M
Percent Change from Prior Year	206%	239%	742%	155%	-24%	9%	-45%	-100%	158%	-11%	-31%	-24%	-88%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



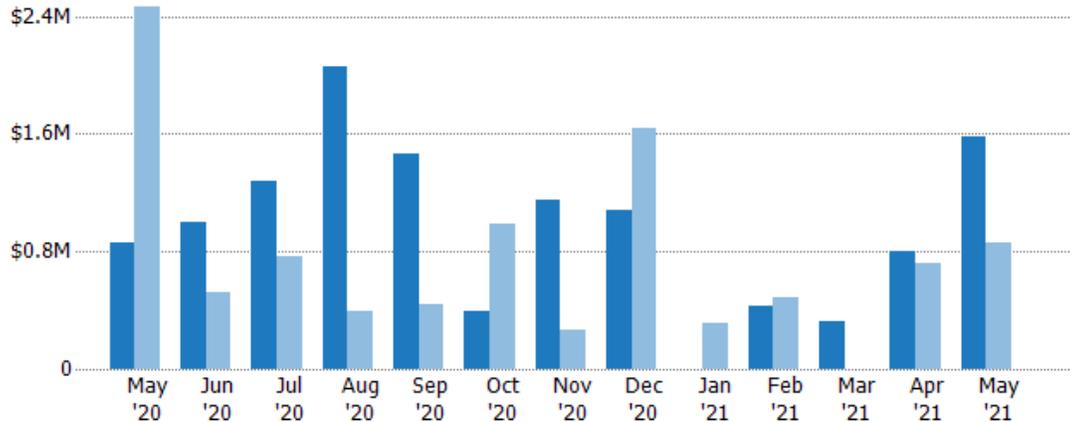
Current Year	2	4	3	4	4	1	3	3	-	1	1	2	4
Prior Year	7	2	2	1	1	3	1	5	1	2	-	2	2
Percent Change from Prior Year	-71%	100%	50%	300%	300%	-67%	200%	-40%	-100%	-50%	100%	0%	100%

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



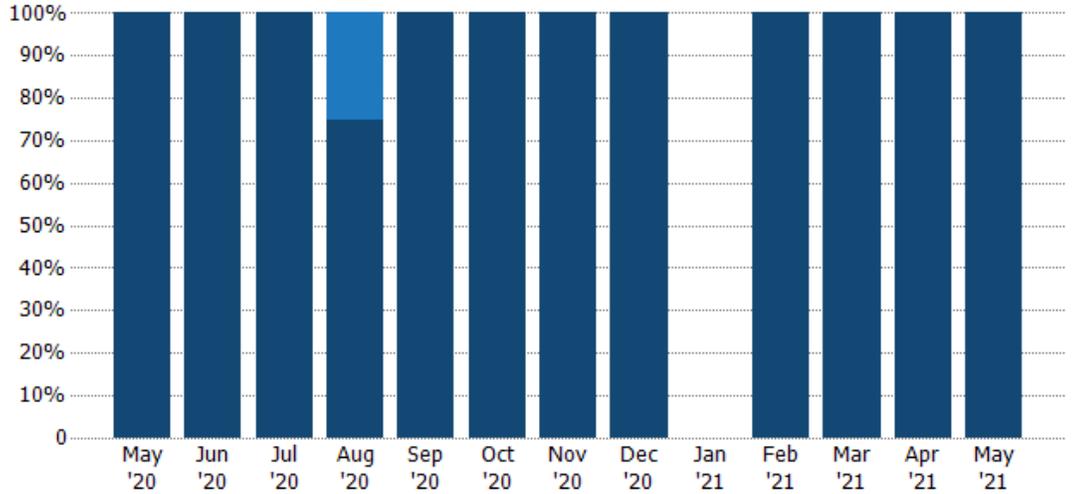
Current Year	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M
Prior Year	\$2.46M	\$521K	\$765K	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K	\$854K
Percent Change from Prior Year	-65%	91%	67%	429%	236%	-60%	341%	-34%	-100%	-12%	100%	12%	85%

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



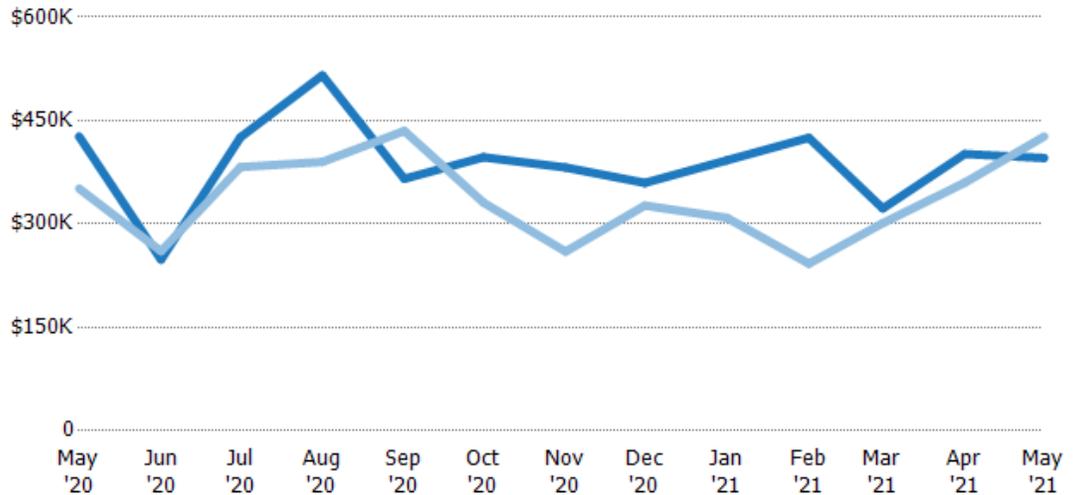
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	-	-	-	25%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	75%	100%	100%	100%	100%	-	100%	100%	100%	100%

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



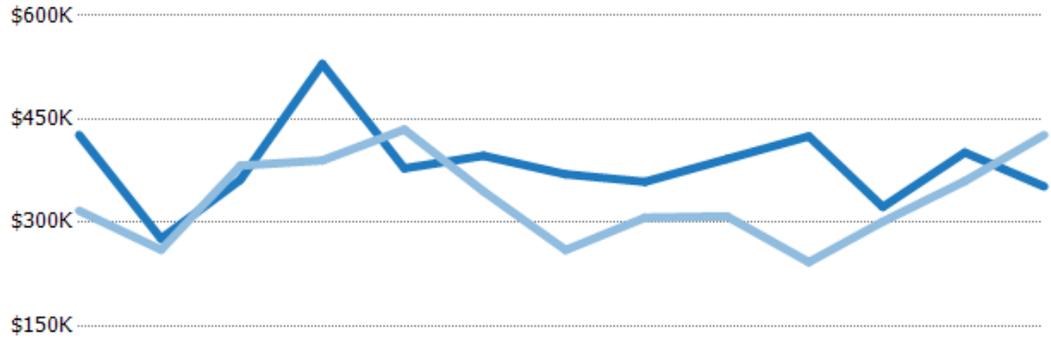
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K
Prior Year	\$351K	\$260K	\$383K	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K	\$301K	\$360K	\$427K
Percent Change from Prior Year	21%	-5%	11%	32%	-16%	20%	47%	10%	-100%	75%	100%	12%	-7%

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



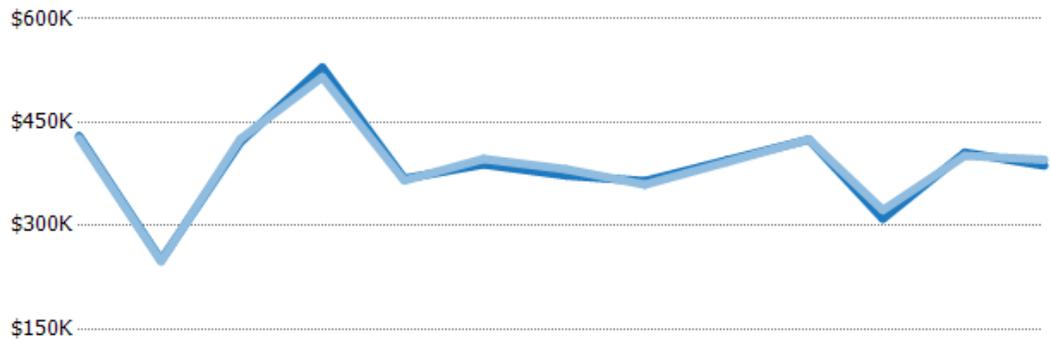
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K
Prior Year	\$317K	\$260K	\$383K	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K
Percent Change from Prior Year	35%	6%	-5%	36%	-13%	15%	42%	17%	-100%	75%	100%	12%	-17%

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



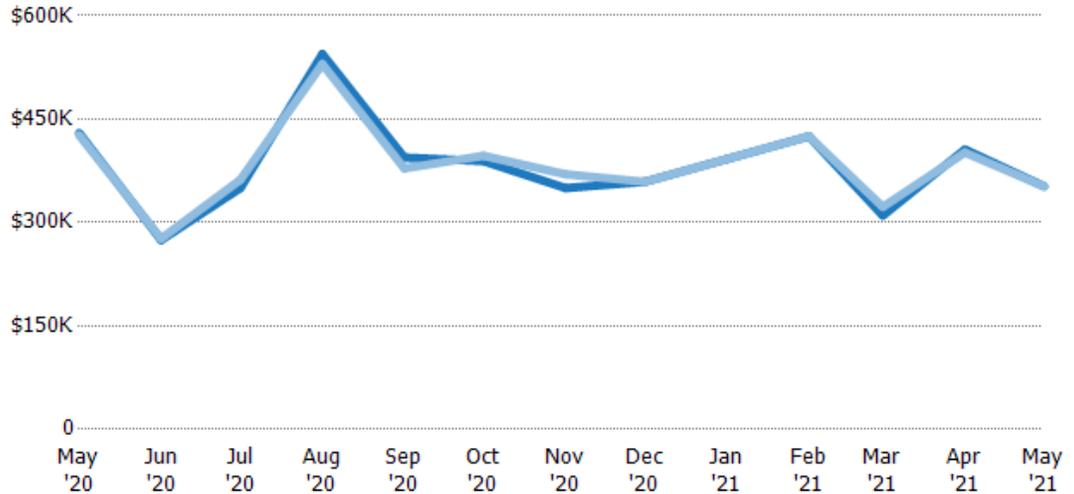
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg List Price	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K
Avg Sales Price	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K
Avg Sales Price as a % of Avg List Price	99%	99%	101%	97%	99%	102%	102%	99%	99%	100%	104%	99%	102%

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



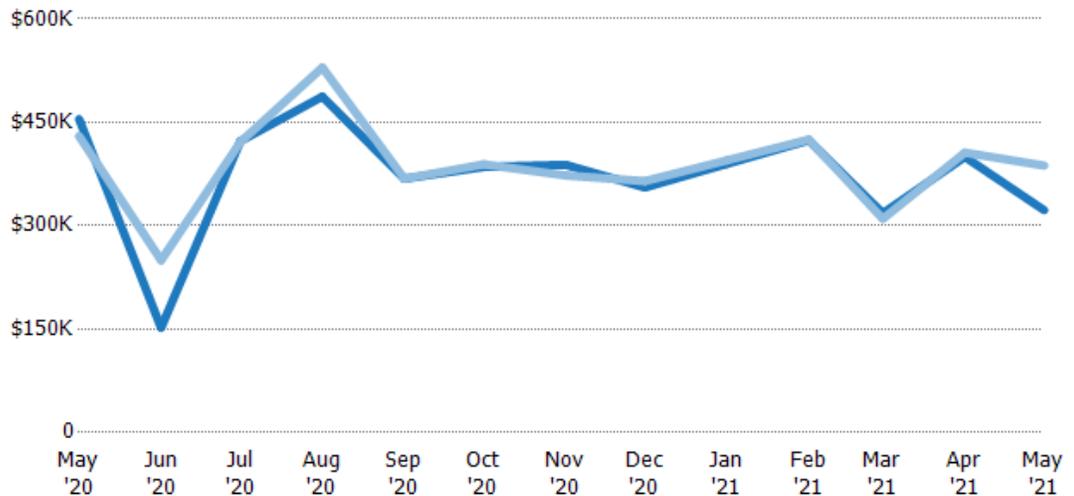
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K
Median Sales Price	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K
Med Sales Price as a % of Med List Price	99%	101%	103%	97%	96%	102%	106%	100%	100%	100%	104%	99%	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



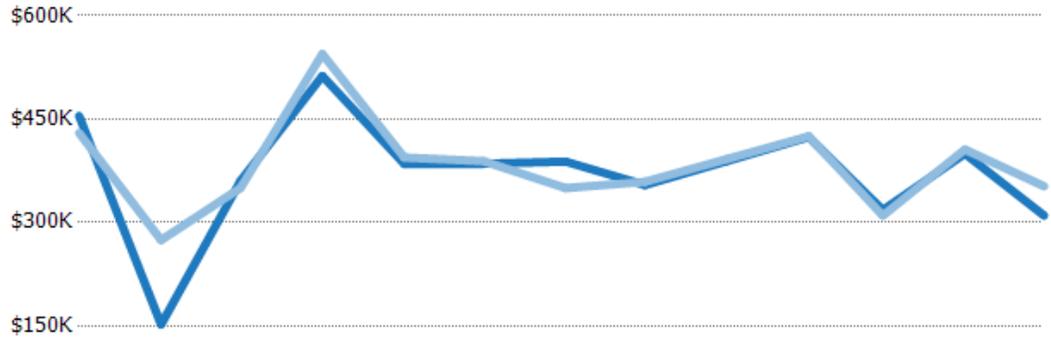
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$455K	\$152K	\$423K	\$487K	\$368K	\$385K	\$388K	\$355K	\$390K	\$424K	\$318K	\$400K	\$322K
Avg Sales Price	\$430K	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K
Avg Sales Price as a % of Avg Est Value	95%	164%	100%	109%	100%	101%	96%	103%	101%	100%	97%	102%	120%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$455K	\$152K	\$360K	\$513K	\$385K	\$385K	\$388K	\$354K	\$389K	\$424K	\$318K	\$400K	\$310K
Median Sales Price	\$430K	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K
Med Sales Price as a % of Med Est Value	95%	181%	97%	106%	102%	101%	90%	101%	101%	100%	97%	102%	114%