

Summary of Key Listing and Sales Metrics

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

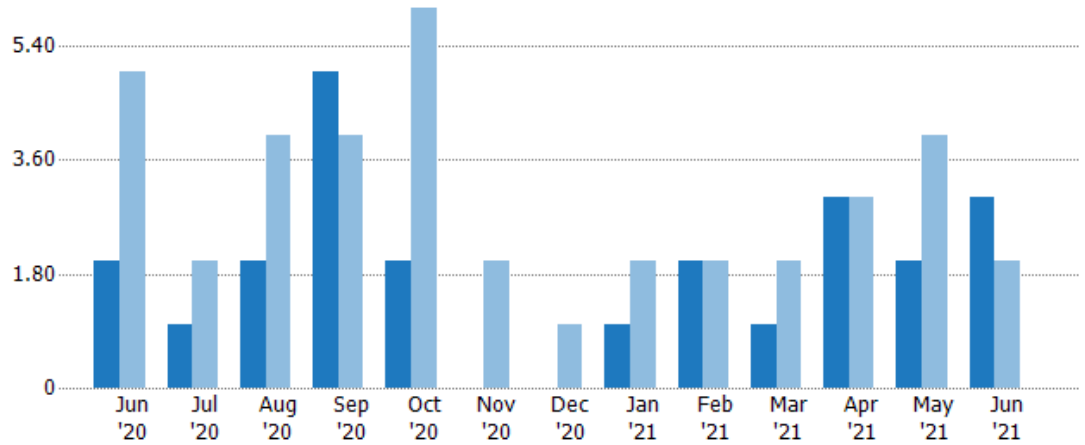
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	2	+50%	12	15	-20%
New Listing Volume	\$1,264,897	\$888,000	+42.4%	\$4,697,597	\$5,484,150	-14.3%
Active Listing Count	2	5	-60%	N/A	N/A	
Active Listing Volume	\$1,099,000	\$1,926,400	-43%	N/A	N/A	
Average Listing Price	\$549,500	\$385,280	+42.6%	\$513,621	\$435,764	+17.9%
Median Listing Price	\$549,500	\$389,500	+41.1%	\$515,636	\$419,165	+23%
Median Days in RPR	195	88	+121.6%	127.5	152.27	-16.3%
Months of Inventory	0.5	2.5	-80%	1.3	5	-74.5%
Absorption Rate	200%	40%	+160%	78.57%	20%	+58.6%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	13	20	-35%
New Pending Sales Volume	\$1,264,897	\$2,407,900	-47.5%	\$5,040,497	\$7,865,078	-35.9%
Pending Sales Count	5	8	-37.5%	N/A	N/A	
Pending Sales Volume	\$1,944,697	\$3,856,850	-49.6%	N/A	N/A	
Closed Sales Count	–	4	–	8	11	-27.3%
Closed Sales Volume	–	\$993,000	–	\$3,132,951	\$3,360,800	-6.8%
Average Sales Price	–	\$248,250	–	\$391,619	\$305,527	+28.2%
Median Sales Price	–	\$276,500	–	\$369,931	\$315,800	+17.1%

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



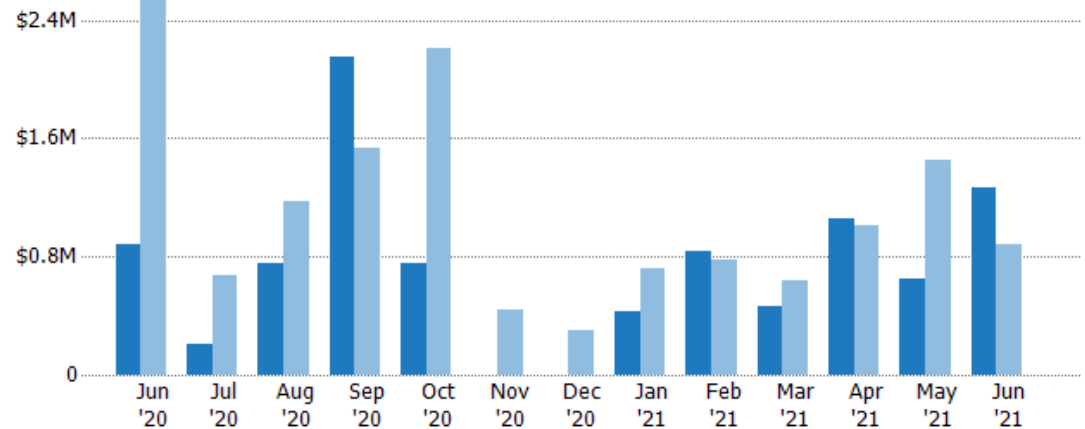
Current Year	2	1	2	5	2	-	-	1	2	1	3	2	3
Prior Year	5	2	4	4	6	2	1	2	2	2	3	4	2
Percent Change from Prior Year	-60%	-50%	-50%	25%	-67%	-100%	-100%	-50%	0%	-50%	0%	-50%	50%

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



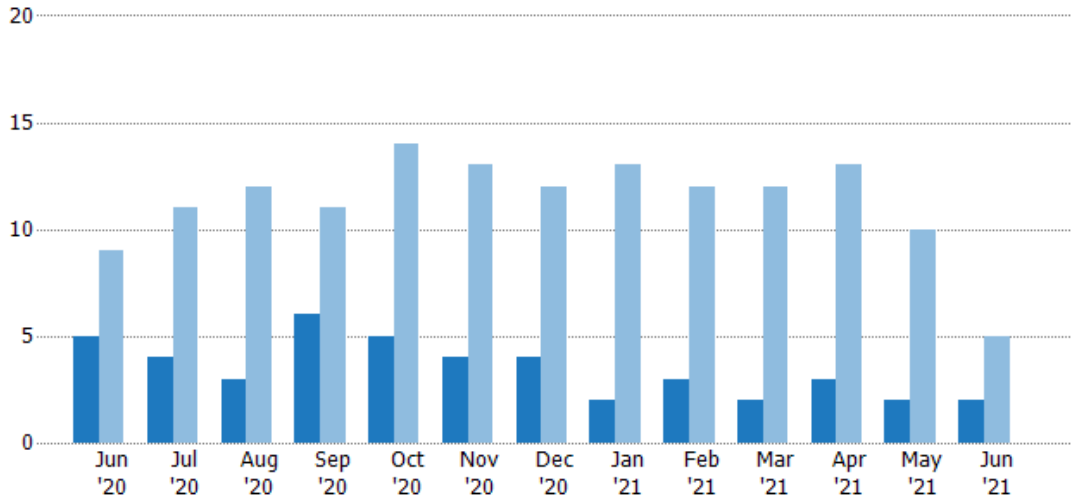
Current Year	\$888K	\$209K	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K	\$469K	\$1.06M	\$645K	\$1.26M
Prior Year	\$2.61M	\$667K	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M	\$888K
Percent Change from Prior Year	-66%	-69%	-36%	40%	-66%	-100%	-100%	-41%	8%	-27%	5%	-55%	42%

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.
Jun '21	2	-60%
Jun '20	5	-44.4%
Jun '19	9	-22.2%

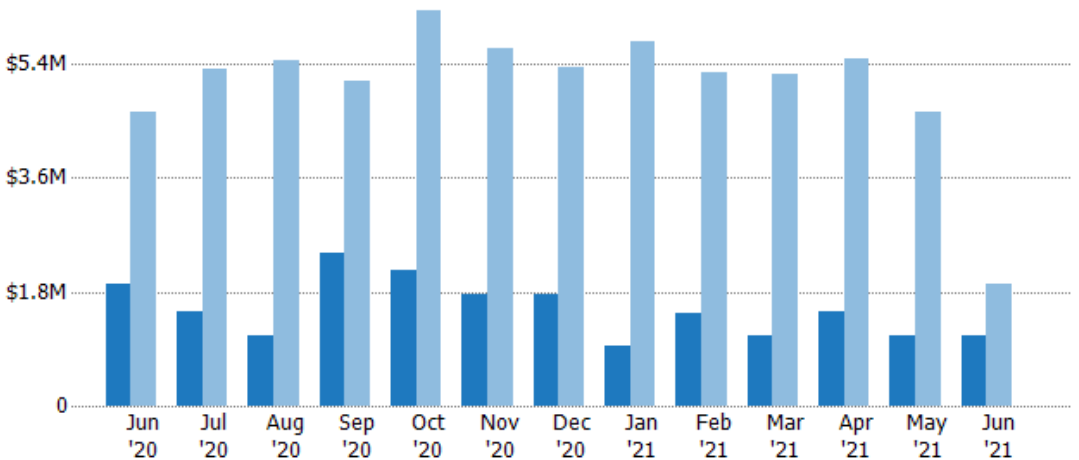
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	5	4	3	6	5	4	4	2	3	2	3	2	2
Prior Year	9	11	12	11	14	13	12	13	12	12	13	10	5
Percent Change from Prior Year	-44%	-64%	-75%	-45%	-64%	-69%	-67%	-85%	-75%	-83%	-77%	-80%	-60%

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.
Jun '21	\$1.1M	-43%
Jun '20	\$1.93M	-58.5%
Jun '19	\$4.65M	-51.5%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$1.93M	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.1M	\$1.49M	\$1.1M	\$1.1M
Prior Year	\$4.65M	\$5.31M	\$5.46M	\$5.13M	\$6.25M	\$5.63M	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M	\$4.64M	\$1.93M
Percent Change from Prior Year	-59%	-72%	-80%	-53%	-66%	-69%	-67%	-84%	-72%	-79%	-73%	-76%	-43%

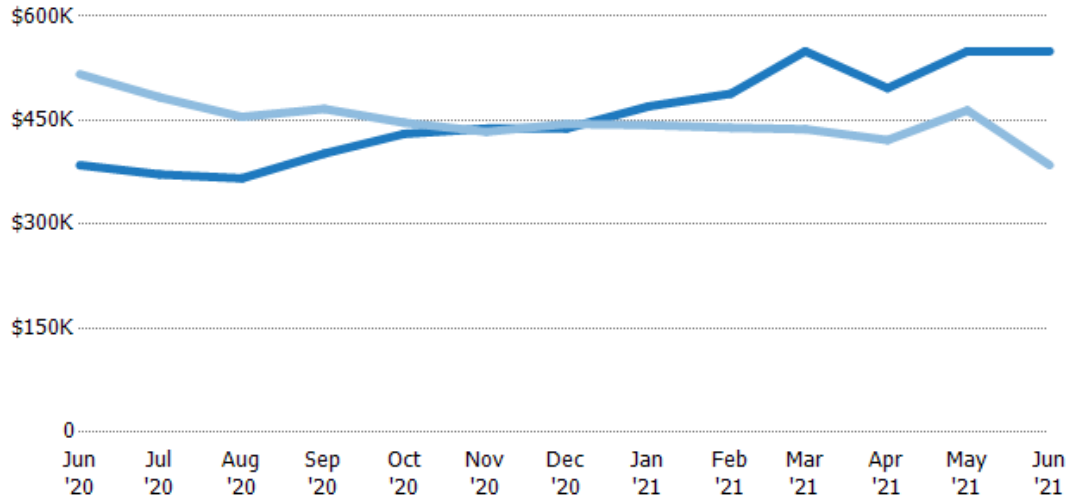
Average Listing Price

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.
Jun '21	\$550K	42.6%
Jun '20	\$385K	-25.4%
Jun '19	\$516K	-37.6%



Current Year	\$385K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K
Prior Year	\$516K	\$483K	\$455K	\$466K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K	\$385K
Percent Change from Prior Year	-25%	-23%	-19%	-14%	-4%	1%	-1%	6%	11%	26%	18%	18%	43%

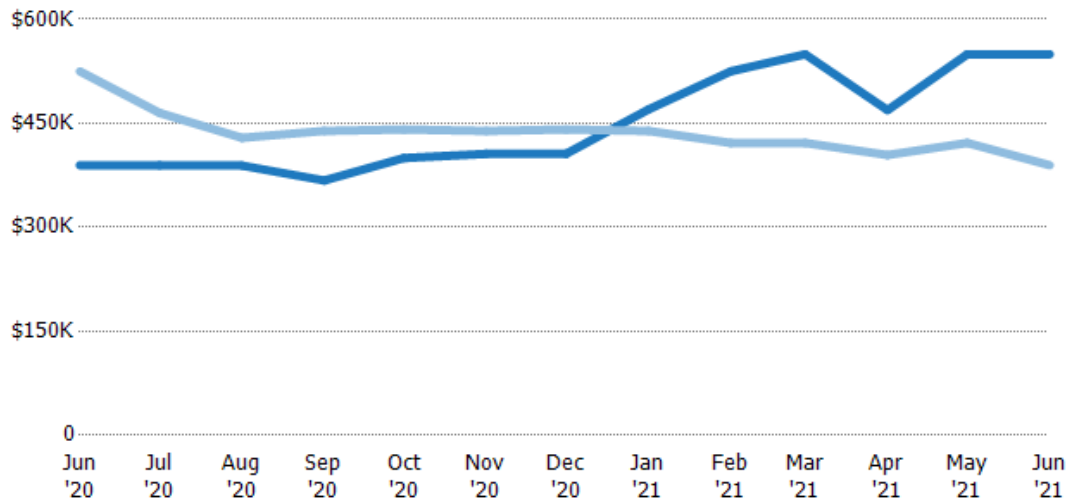
Median Listing Price

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.
Jun '21	\$550K	41.1%
Jun '20	\$390K	-25.8%
Jun '19	\$525K	-49%



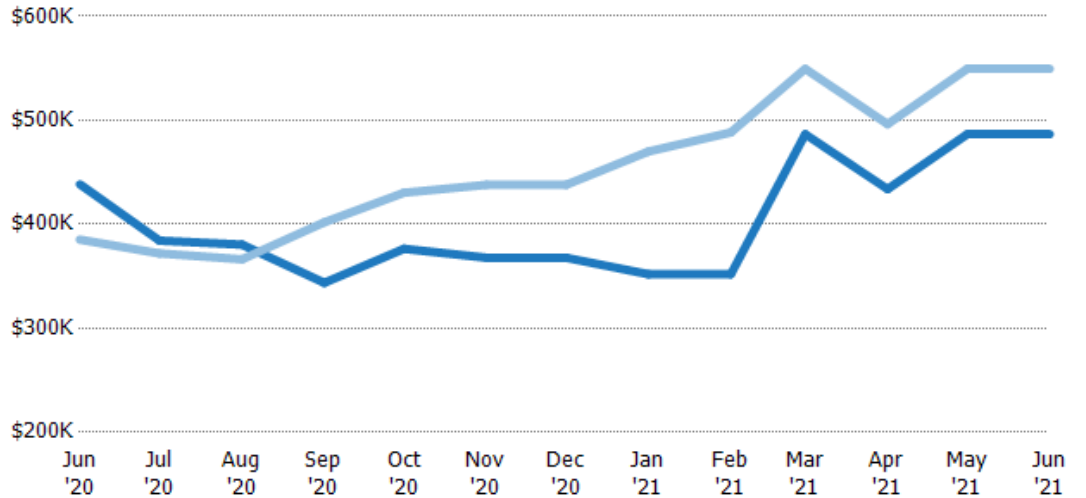
Current Year	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K
Prior Year	\$525K	\$465K	\$429K	\$439K	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K	\$390K
Percent Change from Prior Year	-26%	-16%	-9%	-16%	-9%	-8%	-8%	7%	25%	30%	16%	30%	41%

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

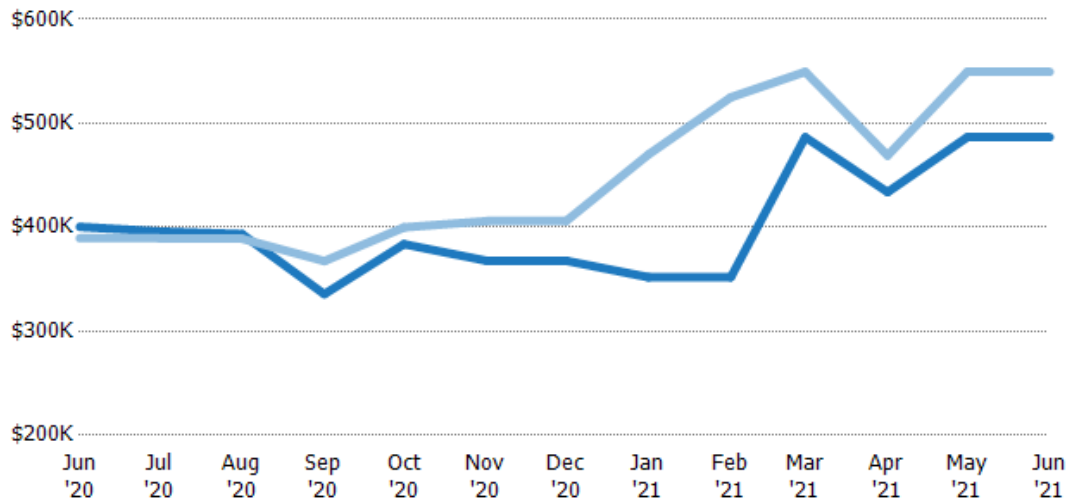


Median Listing Price vs Median Est Value

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



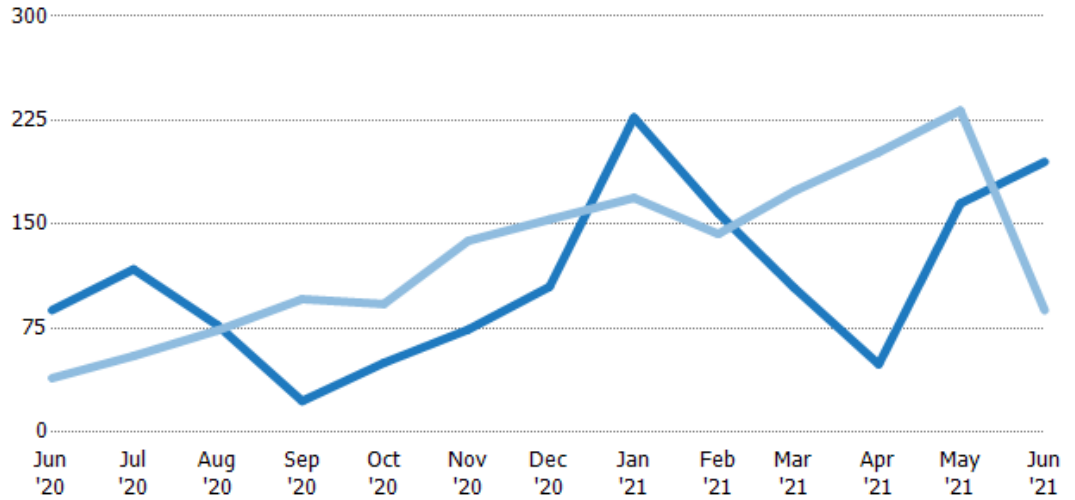
Median Days in RPR

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.
Jun '21	195	121.6%
Jun '20	88	125.6%
Jun '19	39	33.3%



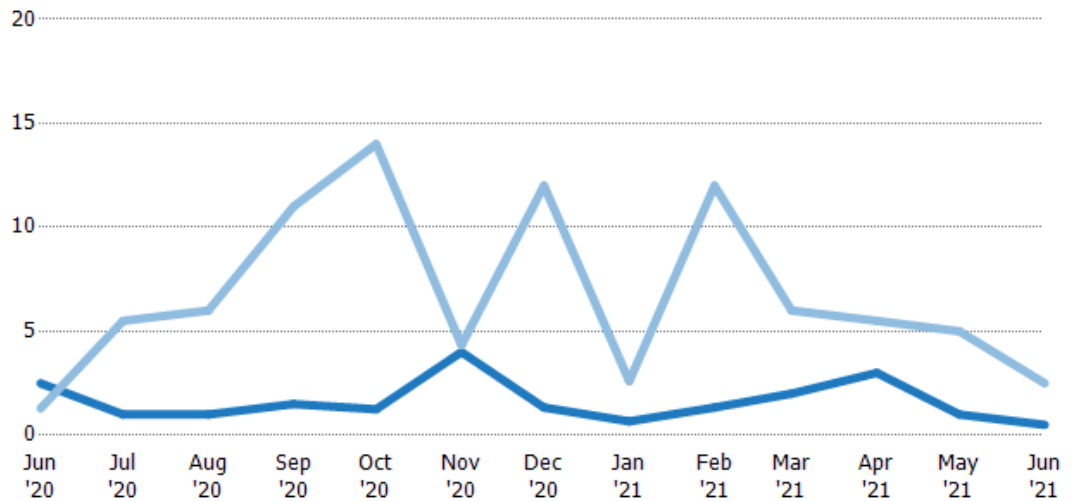
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	88	118	77	22.5	50	74	105	227	158	104	49	165	195
Prior Year	39	55	73.5	96	92.5	138	154	169	143	174	202	232	88
Percent Change from Prior Year	126%	114%	5%	-77%	-46%	-46%	-32%	34%	10%	-40%	-76%	-29%	122%

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



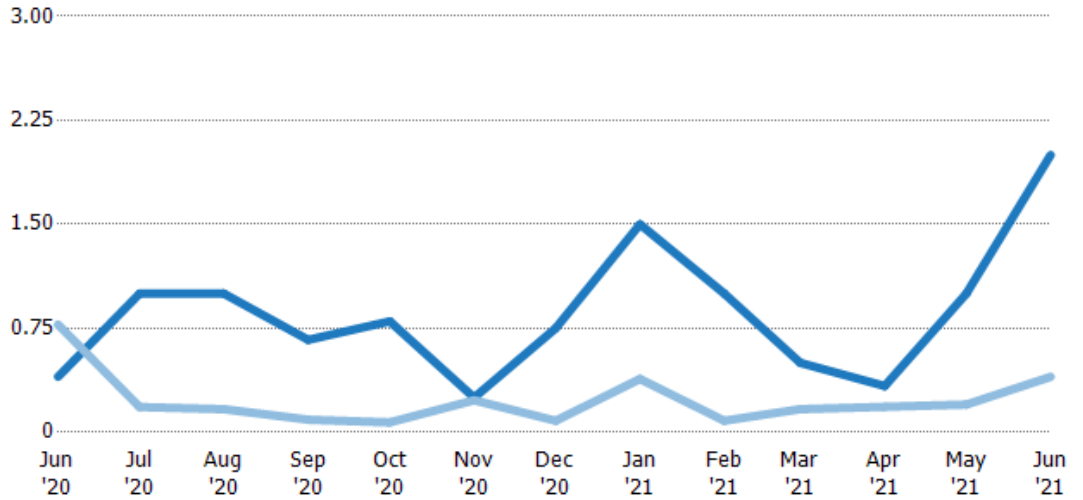
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	2.5	1	1	1.5	1.25	4	1.33	0	1.33	2	3	1	0
Prior Year	1.29	5.5	6	11	14	4.33	12	2.6	12	6	5.5	5	2.5
Percent Change from Prior Year	94%	-82%	-83%	-86%	-91%	-8%	-89%	-74%	-100%	-67%	100%	-80%	-80%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



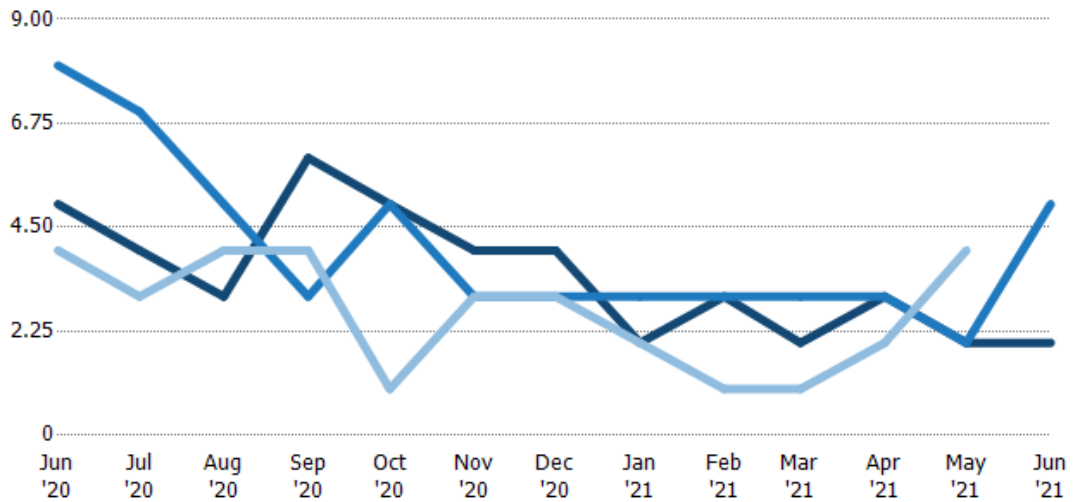
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	40%	100%	100%	67%	80%	25%	75%	150%	100%	50%	33%	100%	200%
Prior Year	78%	18%	17%	9%	7%	23%	8%	38%	8%	17%	18%	20%	40%
Change from Prior Year	38%	-82%	-83%	-58%	-73%	-2%	-67%	-112%	8%	-33%	-33%	-80%	-160%

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



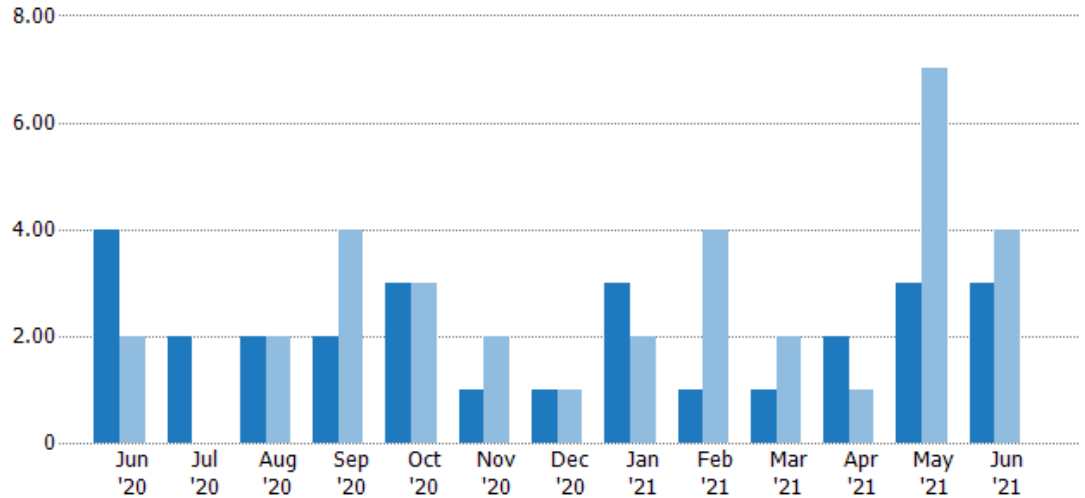
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	5	4	3	6	5	4	4	2	3	2	3	2	2
Pending	8	7	5	3	5	3	3	3	3	3	3	2	5
Sold	4	3	4	4	1	3	3	2	1	1	2	4	-

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



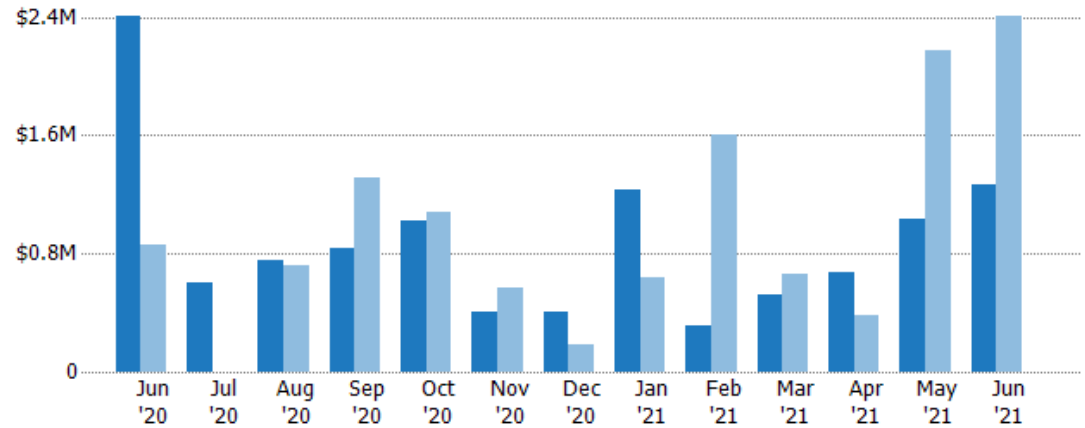
Current Year	4	2	2	2	3	1	1	3	1	1	2	3	3
Prior Year	2	-	2	4	3	2	1	2	4	2	1	7	4
Percent Change from Prior Year	100%	100%	0%	-50%	0%	-50%	0%	50%	-75%	-50%	100%	-57%	-25%

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



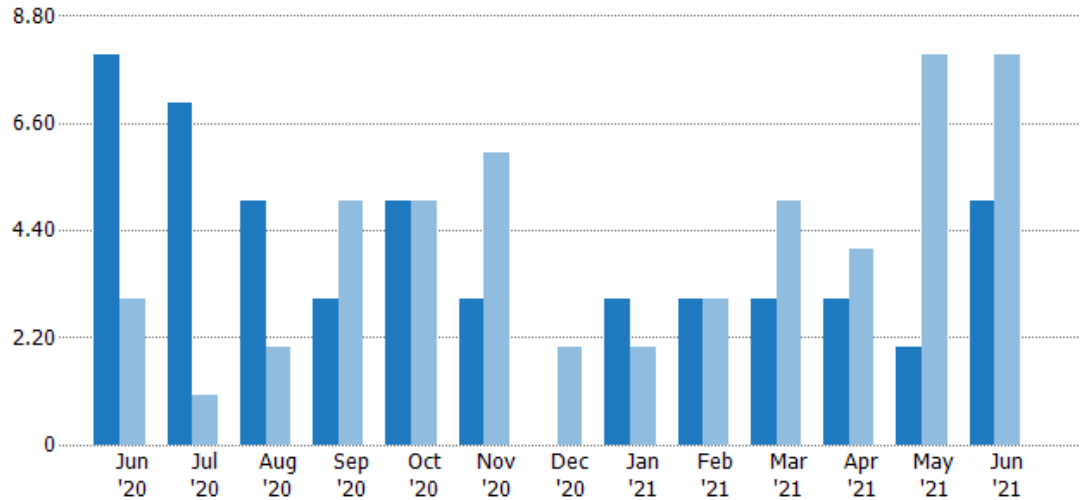
Current Year	\$2.41M	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M	\$1.26M
Prior Year	\$859K	-	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M
Percent Change from Prior Year	180%	100%	5%	-36%	-6%	-30%	122%	95%	-81%	-21%	74%	-52%	-47%

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



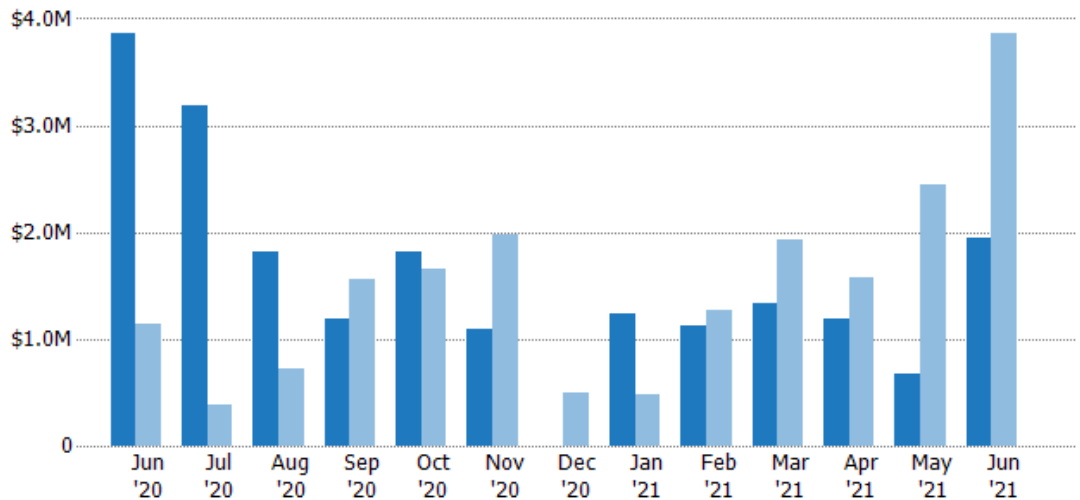
Current Year	8	7	5	3	5	3	-	3	3	3	3	2	5
Prior Year	3	1	2	5	5	6	2	2	3	5	4	8	8
Percent Change from Prior Year	167%	600%	150%	-40%	0%	-50%	-100%	50%	0%	-40%	-25%	-75%	-38%

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



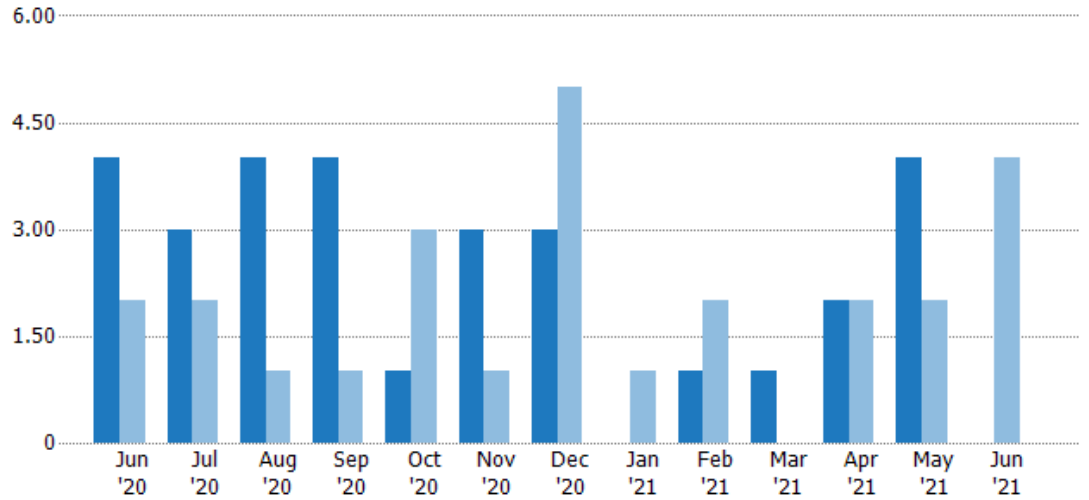
Current Year	\$3.86M	\$3.19M	\$1.82M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$680K	\$1.94M
Prior Year	\$1.14M	\$379K	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M
Percent Change from Prior Year	239%	742%	155%	-24%	9%	-45%	-100%	158%	-11%	-31%	-24%	-72%	-50%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



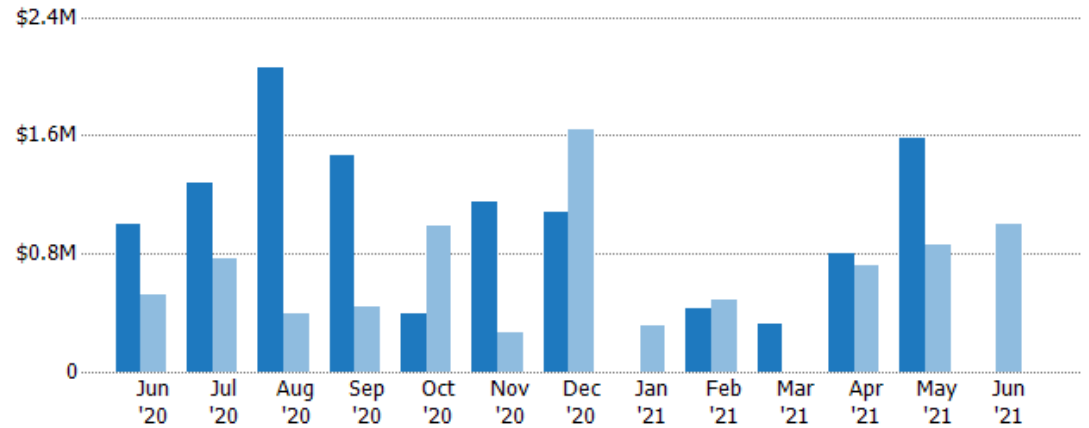
Current Year	4	3	4	4	1	3	3	-	1	1	2	4	-
Prior Year	2	2	1	1	3	1	5	1	2	-	2	2	4
Percent Change from Prior Year	100%	50%	300%	300%	-67%	200%	-40%	-100%	-50%	100%	0%	100%	-100%

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



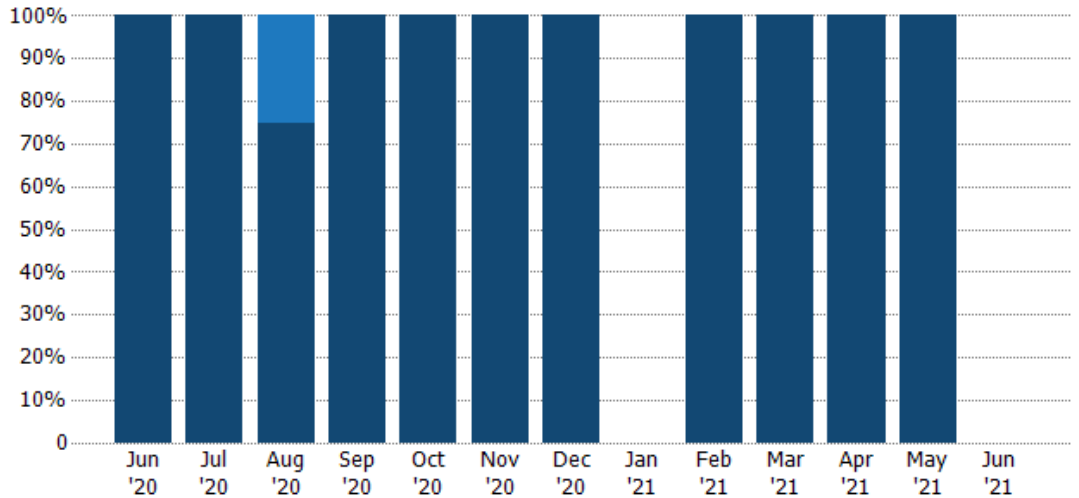
Current Year	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M	-
Prior Year	\$521K	\$765K	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K	\$854K	\$993K
Percent Change from Prior Year	91%	67%	429%	236%	-60%	341%	-34%	-100%	-12%	100%	12%	85%	-100%

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



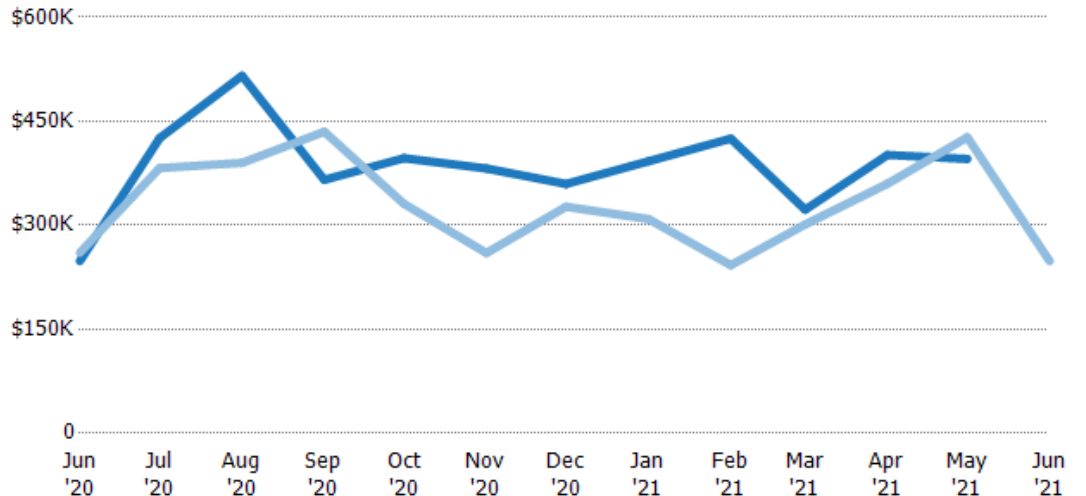
Condo/Townhouse	-	-	25%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	75%	100%	100%	100%	100%	-	100%	100%	100%	100%	-

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



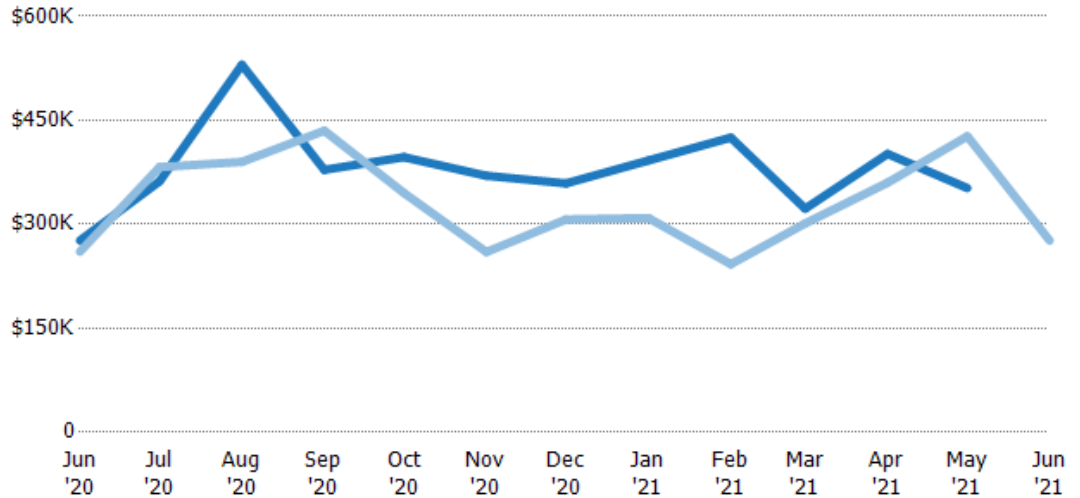
Current Year	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	-
Prior Year	\$260K	\$383K	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K	\$301K	\$360K	\$427K	\$248K
Percent Change from Prior Year	-5%	11%	32%	-16%	20%	47%	10%	-100%	75%	100%	12%	-7%	-100%

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



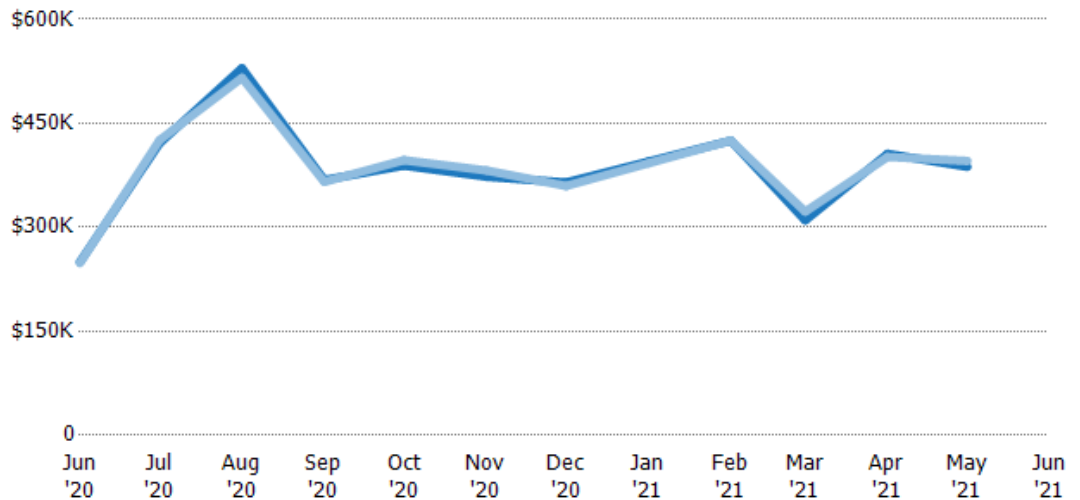
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	-
Prior Year	\$260K	\$383K	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K	\$277K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



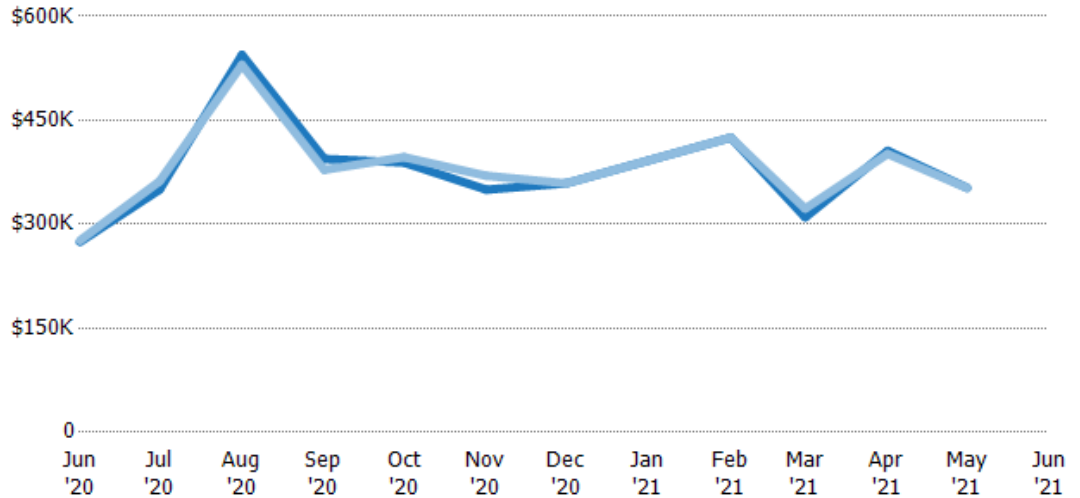
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg List Price	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	-
Avg Sales Price	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K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



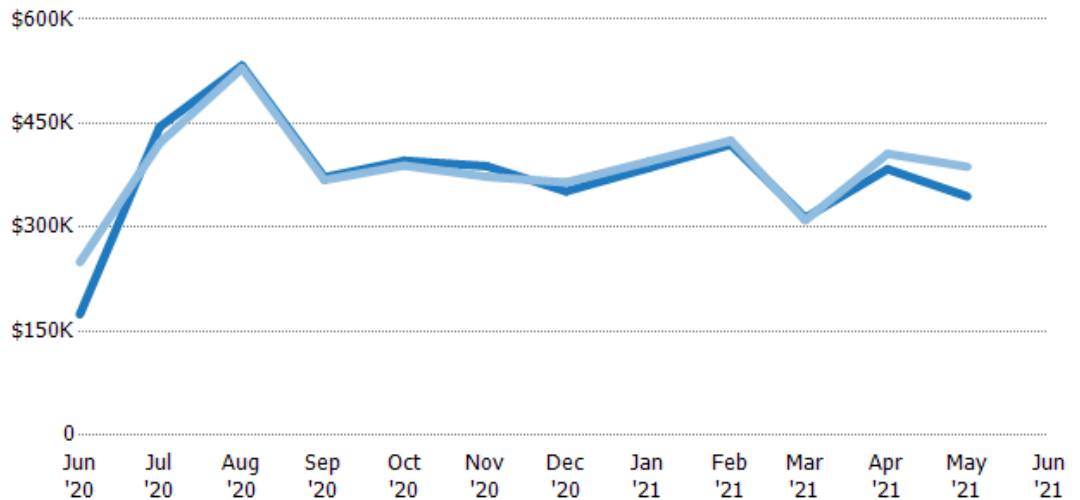
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	-
Median Sales Price	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	-
Med Sales Price as a % of Med List Price	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



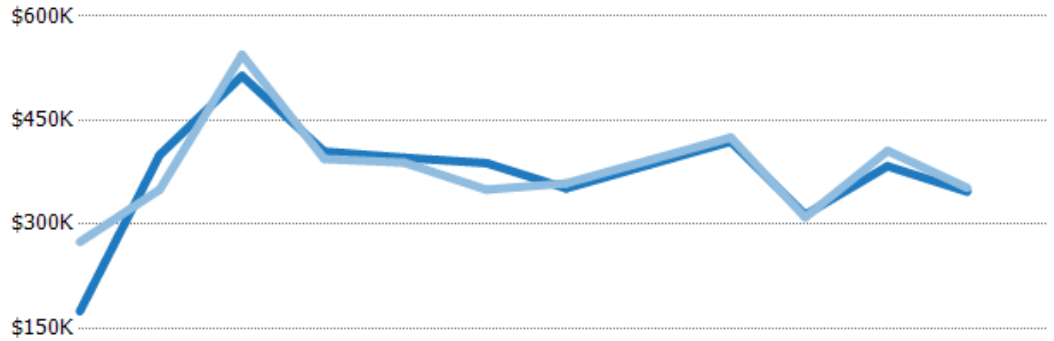
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$174K	\$445K	\$533K	\$372K	\$396K	\$388K	\$352K	\$386K	\$419K	\$314K	\$384K	\$344K	-
Avg Sales Price	\$250K	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	-
Avg Sales Price as a % of Avg Est Value	143%	95%	99%	99%	98%	96%	104%	103%	101%	99%	106%	112%	-

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$174K	\$400K	\$514K	\$405K	\$396K	\$388K	\$352K	\$386K	\$419K	\$314K	\$384K	\$347K	-
Median Sales Price	\$275K	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	-
Med Sales Price as a % of Med Est Value	157%	88%	106%	97%	98%	90%	102%	102%	101%	99%	106%	102%	-