

Summary of Key Listing and Sales Metrics

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

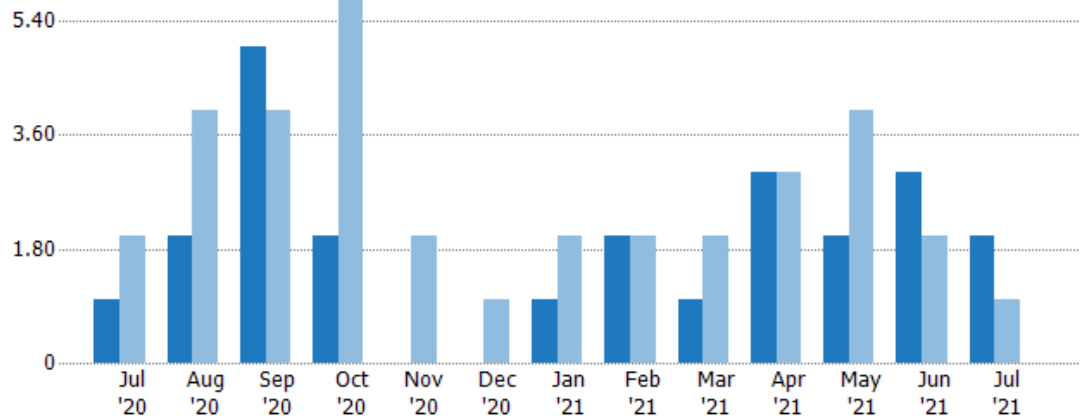
Key Metrics	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	1	+100%	14	16	-12.5%
New Listing Volume	\$824,000	\$209,000	+294.3%	\$5,521,597	\$5,693,150	-3%
Active Listing Count	—	4	—	N/A	N/A	
Active Listing Volume	—	\$1,487,800	—	N/A	N/A	
Average Listing Price	—	\$371,950	—	\$513,621	\$432,065	+18.9%
Median Listing Price	—	\$389,450	—	\$515,636	\$417,443	+23.5%
Median Days in RPR	—	117.5	—	113.33	144.82	-21.7%
Months of Inventory	—	1	—	1	4.6	-78.3%
Absorption Rate	—	100%	—	100%	21.74%	+78.3%
Sales Activity Charts Metrics						
New Pending Sales Count	1	2	-50%	14	22	-36.4%
New Pending Sales Volume	\$389,000	\$598,500	-35%	\$5,429,497	\$8,463,578	-35.8%
Pending Sales Count	—	7	—	N/A	N/A	
Pending Sales Volume	—	\$3,191,400	—	N/A	N/A	
Closed Sales Count	1	3	-66.7%	9	14	-35.7%
Closed Sales Volume	\$392,000	\$1,277,000	-69.3%	\$3,524,951	\$4,637,800	-24%
Average Sales Price	\$392,000	\$425,667	-7.9%	\$391,661	\$331,271	+18.2%
Median Sales Price	\$392,000	\$362,000	+8.3%	\$372,383	\$325,700	+14.3%

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



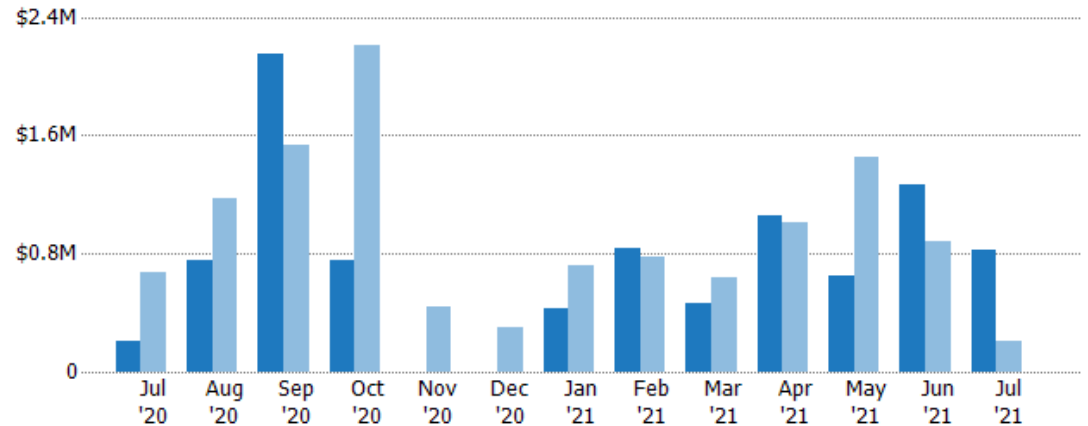
Current Year	1	2	5	2	-	-	1	2	1	3	2	3	2
Prior Year	2	4	4	6	2	1	2	2	2	3	4	2	1
Percent Change from Prior Year	-50%	-50%	25%	-67%	-100%	-100%	-50%	0%	-50%	0%	-50%	50%	100%

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	\$209K	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K	\$469K	\$1.06M	\$645K	\$1.26M	\$824K
Prior Year	\$667K	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M	\$888K	\$209K
Percent Change from Prior Year	-69%	-36%	40%	-66%	-100%	-100%	-41%	8%	-27%	5%	-55%	42%	294%

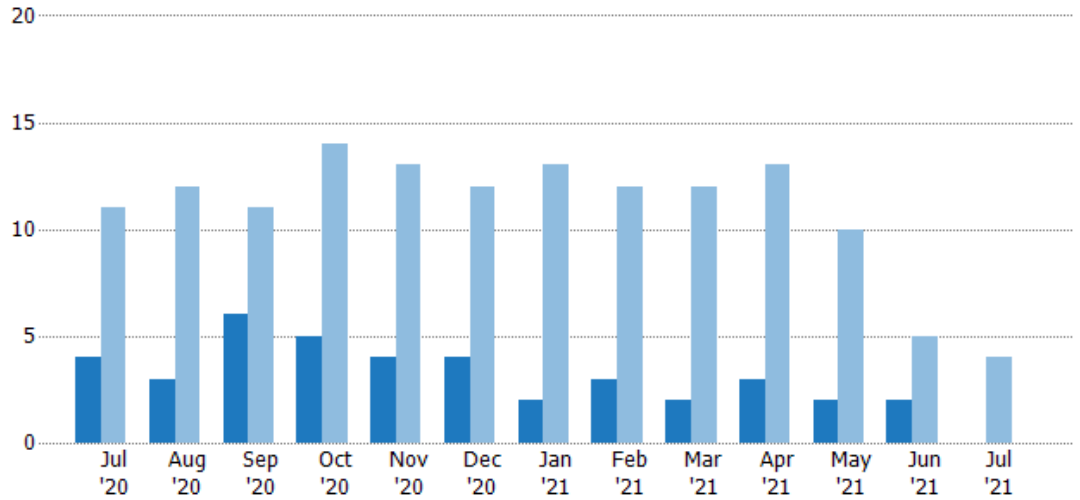
Active Listings

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



Current Year	4	3	6	5	4	4	2	3	2	3	2	2	-
Prior Year	11	12	11	14	13	12	13	12	12	13	10	5	4
Percent Change from Prior Year	-64%	-75%	-45%	-64%	-69%	-67%	-85%	-75%	-83%	-77%	-80%	-60%	-100%

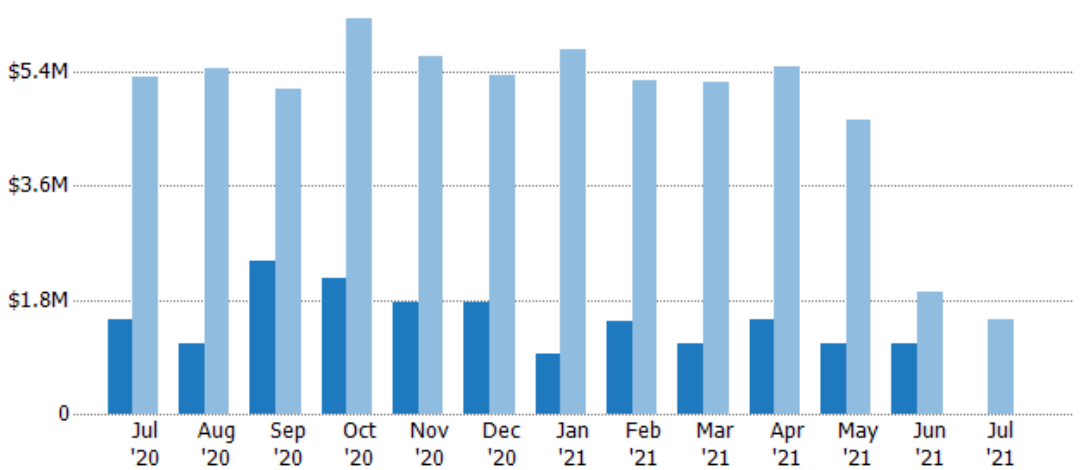
Active Listing Volume

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



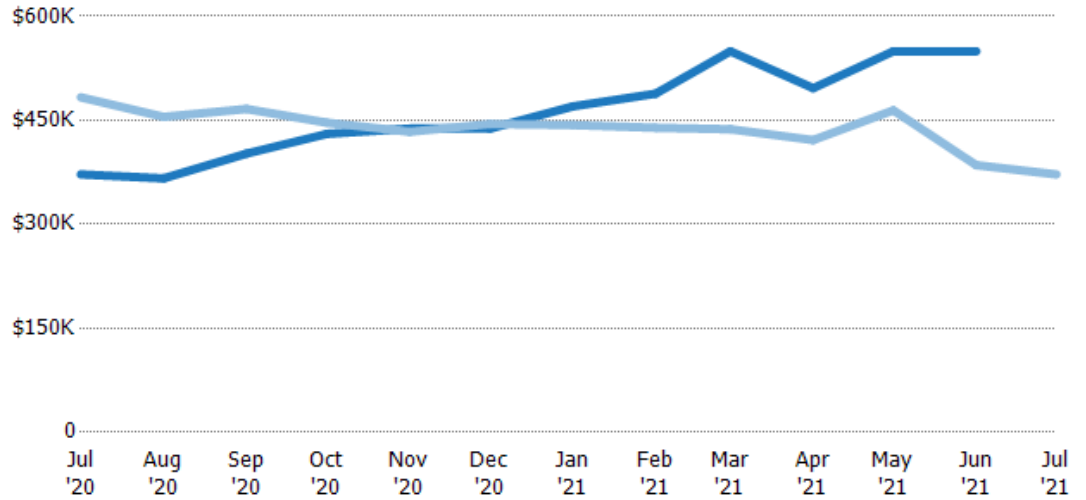
Current Year	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.1M	\$1.49M	\$1.1M	\$1.1M	-
Prior Year	\$5.31M	\$5.46M	\$5.13M	\$6.25M	\$5.63M	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M	\$4.64M	\$1.93M	\$1.49M
Percent Change from Prior Year	-72%	-80%	-53%	-66%	-69%	-67%	-84%	-72%	-79%	-73%	-76%	-43%	-100%

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



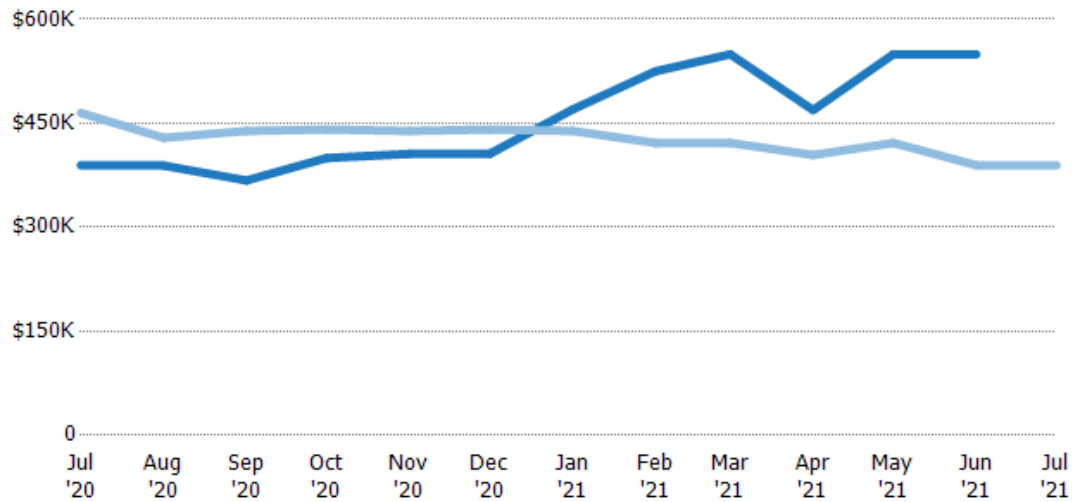
Current Year	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	-
Prior Year	\$483K	\$455K	\$466K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K	\$385K	\$372K
Percent Change from Prior Year	-23%	-19%	-14%	-4%	1%	-1%	6%	11%	26%	18%	18%	43%	-100%

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



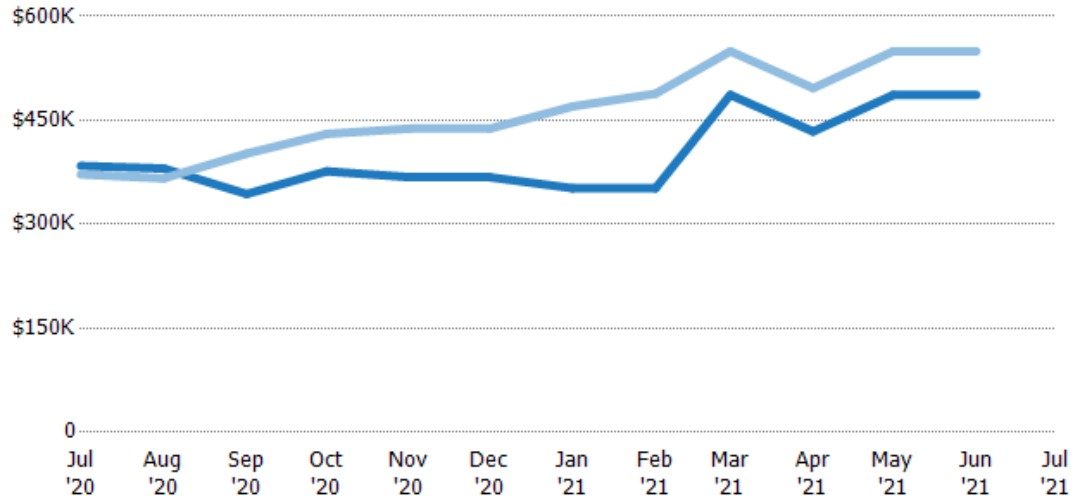
Current Year	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	-
Prior Year	\$465K	\$429K	\$439K	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K	\$390K	\$389K
Percent Change from Prior Year	-16%	-9%	-16%	-9%	-8%	-8%	7%	25%	30%	16%	30%	41%	-100%

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

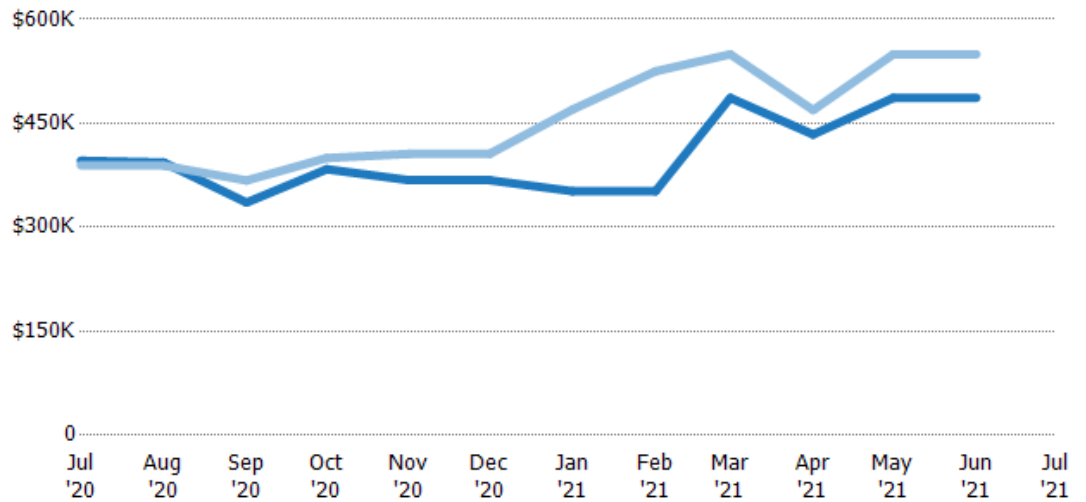


Median Listing Price vs Median Est Value

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

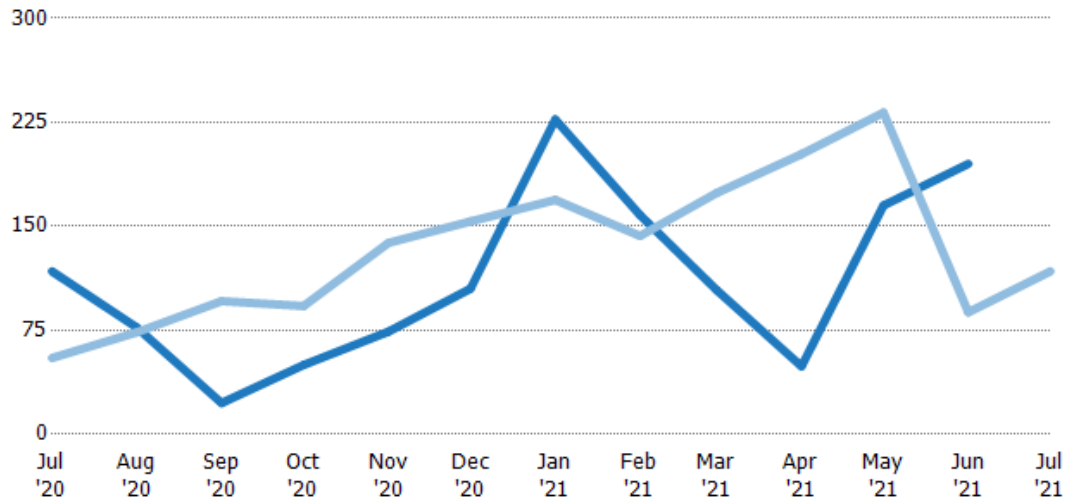


Median Days in RPR

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



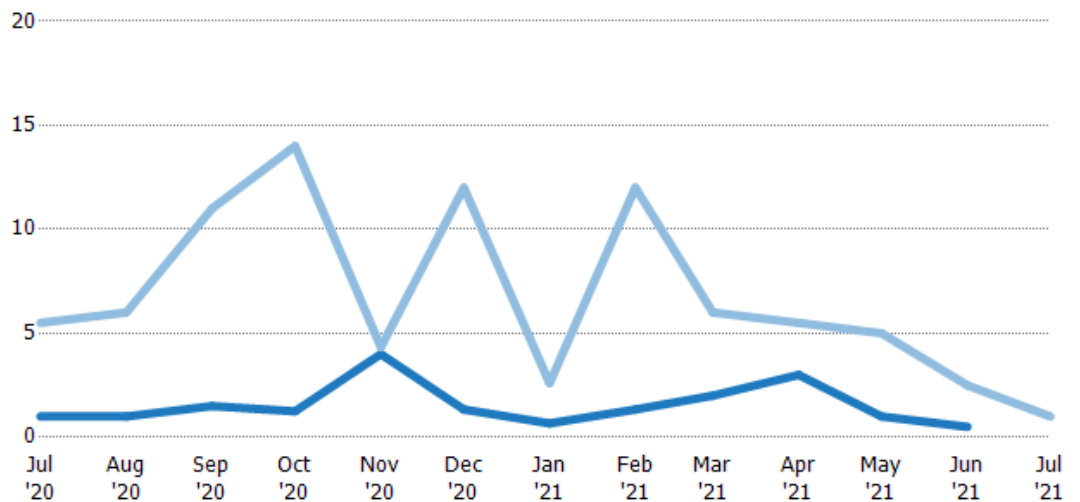
Current Year	118	77	22.5	50	74	105	227	158	104	49	165	195	-
Prior Year	55	73.5	96	92.5	138	154	169	143	174	202	232	88	118
Percent Change from Prior Year	114%	5%	-77%	-46%	-46%	-32%	34%	10%	-40%	-76%	-29%	122%	-100%

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



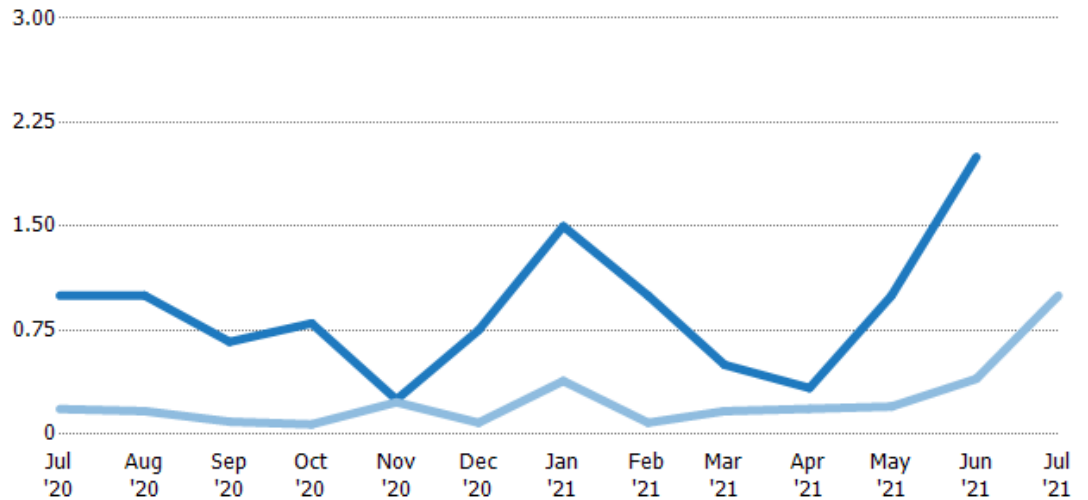
Current Year	1	1	1.5	1.25	4	1.33	0	1.33	2	3	1	0	-
Prior Year	5.5	6	11	14	4.33	12	2.6	12	6	5.5	5	2.5	1
Percent Change from Prior Year	-82%	-83%	-86%	-91%	-8%	-89%	-74%	-100%	-67%	100%	-80%	-80%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



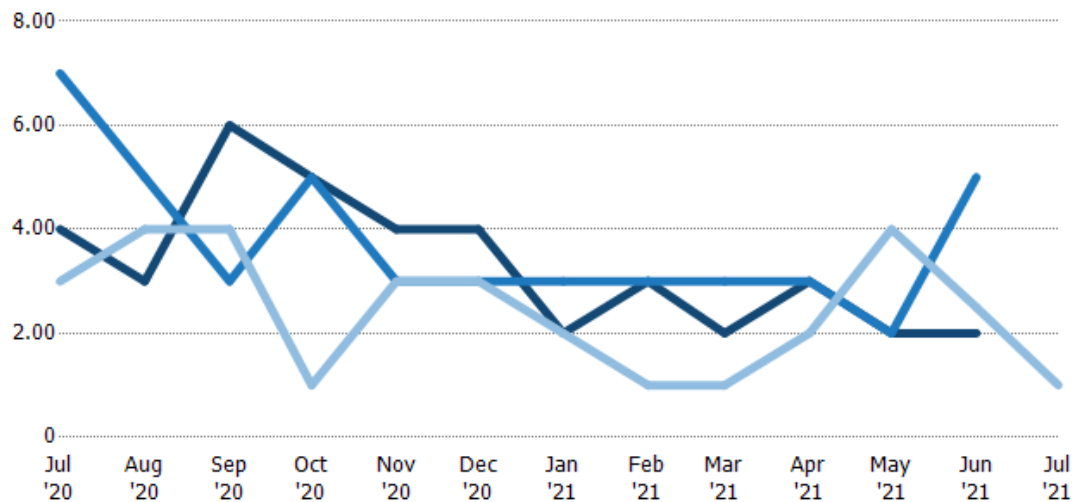
Current Year	100%	100%	67%	80%	25%	75%	150%	100%	50%	33%	100%	200%	-
Prior Year	18%	17%	9%	7%	23%	8%	38%	8%	17%	18%	20%	40%	100%
Change from Prior Year	-82%	-83%	-58%	-73%	-2%	-67%	-112%	8%	-33%	-33%	-80%	-160%	100%

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



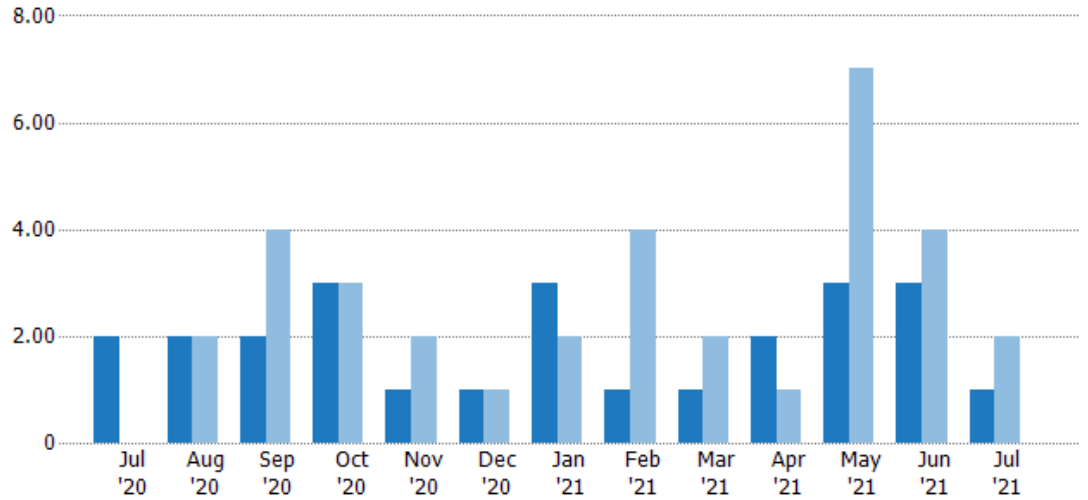
Active	4	3	6	5	4	4	2	3	2	3	2	2	-
Pending	7	5	3	5	3	3	3	3	3	3	2	5	-
Sold	3	4	4	1	3	3	2	1	1	2	4	2.5	1

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



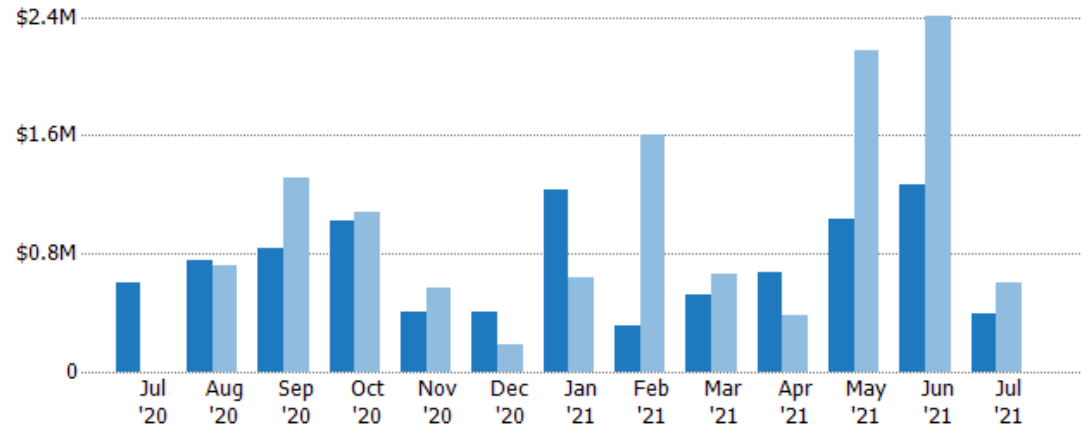
Current Year	2	2	2	3	1	1	3	1	1	2	3	3	1
Prior Year	-	2	4	3	2	1	2	4	2	1	7	4	2
Percent Change from Prior Year	100%	0%	-50%	0%	-50%	0%	50%	-75%	-50%	100%	-57%	-25%	-50%

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	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M	\$1.26M	\$389K
Prior Year	-	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M	\$599K
Percent Change from Prior Year	100%	5%	-36%	-6%	-30%	122%	95%	-81%	-21%	74%	-52%	-47%	-35%

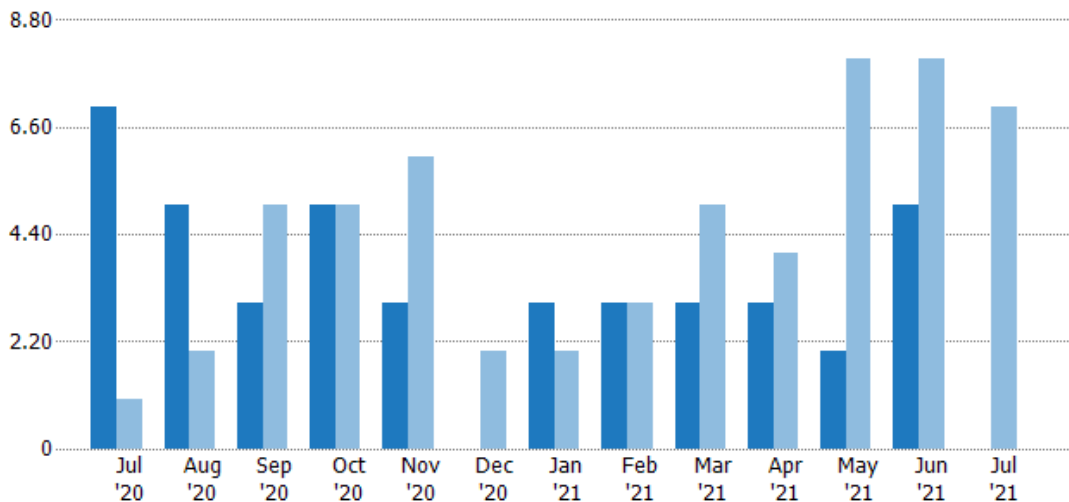
Pending Sales

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

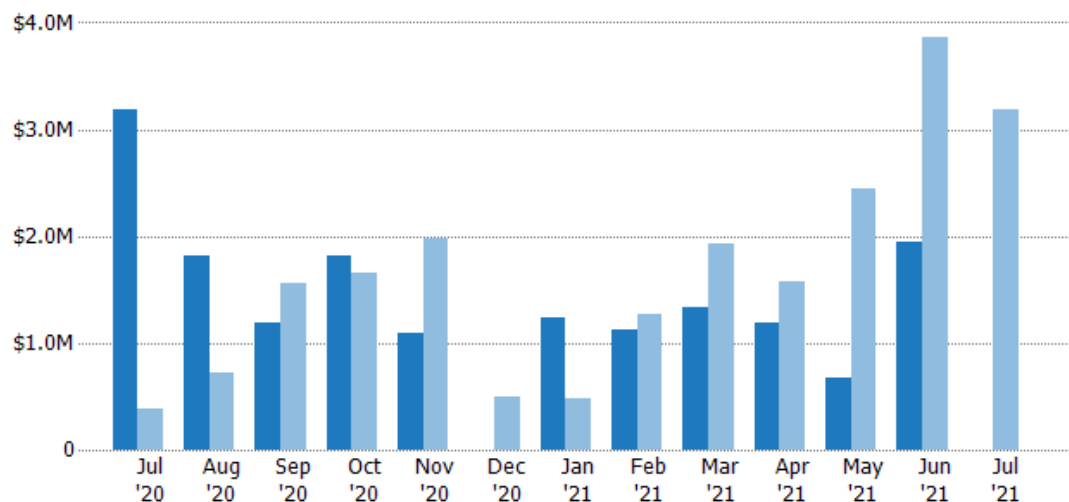
Pending Sales Volume

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



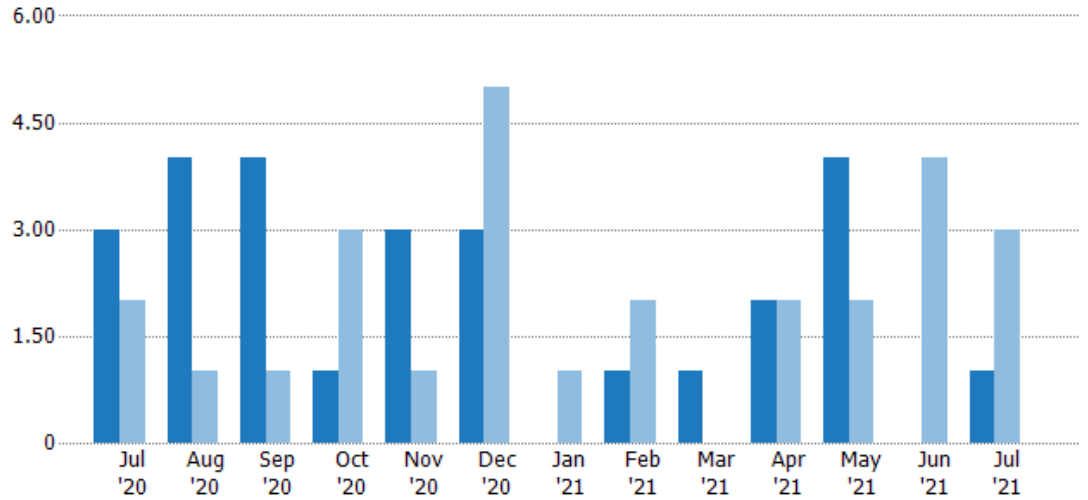
Current Year	\$3.19M	\$1.82M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$680K	\$1.94M	-
Prior Year	\$379K	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$3.19M
Percent Change from Prior Year	742%	155%	-24%	9%	-45%	-100%	158%	-11%	-31%	-24%	-72%	-50%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

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



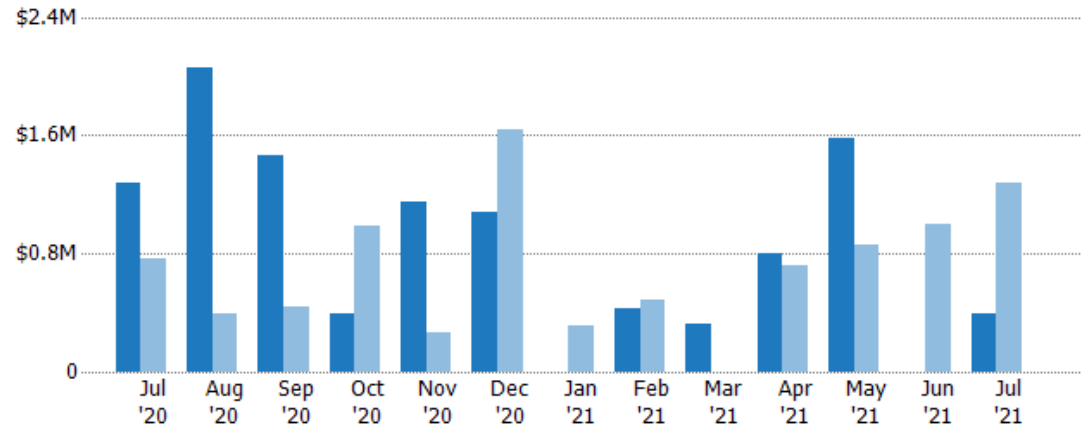
Current Year	3	4	4	1	3	3	-	1	1	2	4	-	1
Prior Year	2	1	1	3	1	5	1	2	-	2	2	4	3
Percent Change from Prior Year	50%	300%	300%	-67%	200%	-40%	-100%	-50%	100%	0%	100%	-100%	-67%

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	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M	-	\$392K
Prior Year	\$765K	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K	\$854K	\$993K	\$1.28M
Percent Change from Prior Year	67%	429%	236%	-60%	341%	-34%	-100%	-12%	100%	12%	85%	-100%	-69%

Closed Sales by Property Type

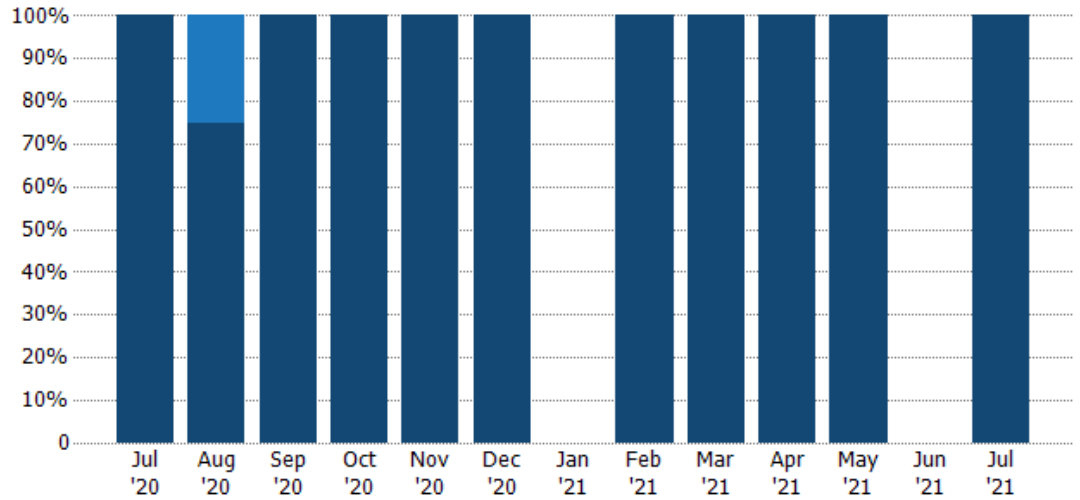
The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Westford, VT 05494

Property Type:

Condo/Townhouse/Apt., Single
Family



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

Average Sales Price

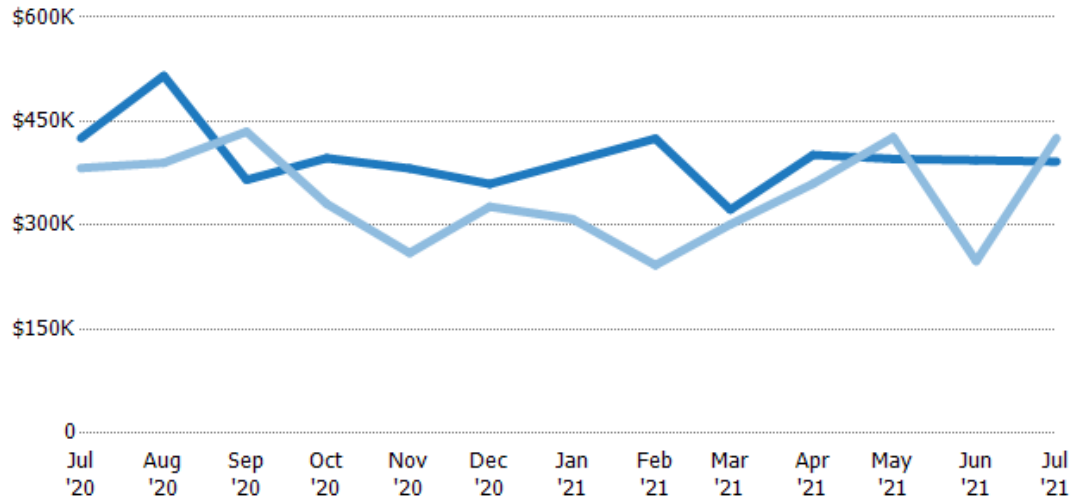
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Westford, VT 05494

Property Type:

Condo/Townhouse/Apt., Single
Family



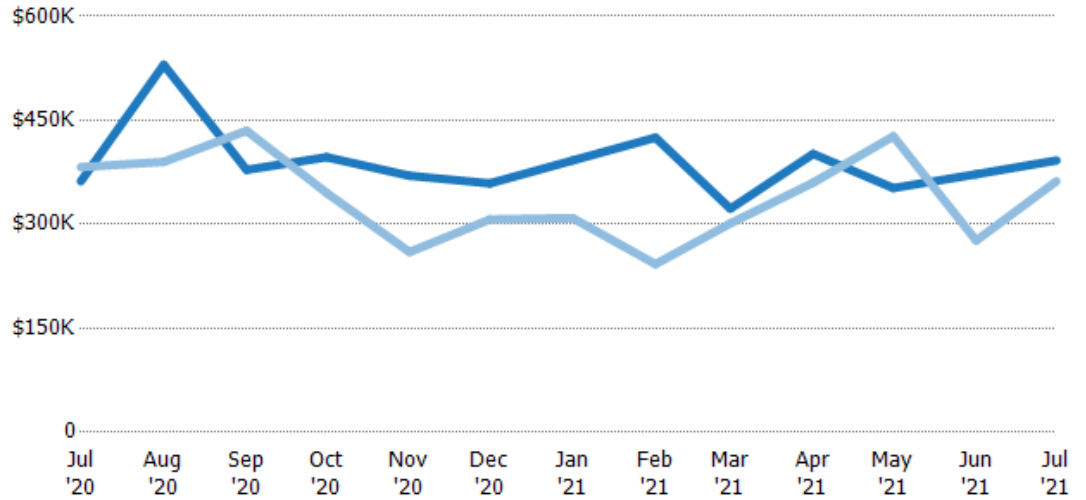
Current Year	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$394K	\$392K
Prior Year	\$383K	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K	\$301K	\$360K	\$427K	\$248K	\$426K
Percent Change from Prior Year	11%	32%	-16%	20%	47%	10%	-100%	75%	100%	12%	-7%	-100%	-8%

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



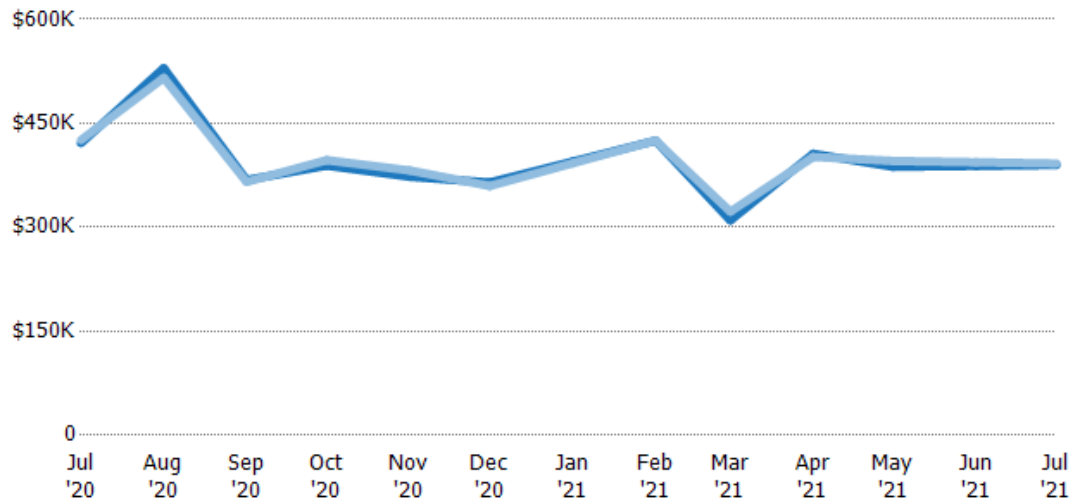
Current Year	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$372K	\$392K
Prior Year	\$383K	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K
Percent Change from Prior Year	-5%	36%	-13%	15%	42%	17%	-100%	75%	100%	12%	-17%	-100%	8%

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



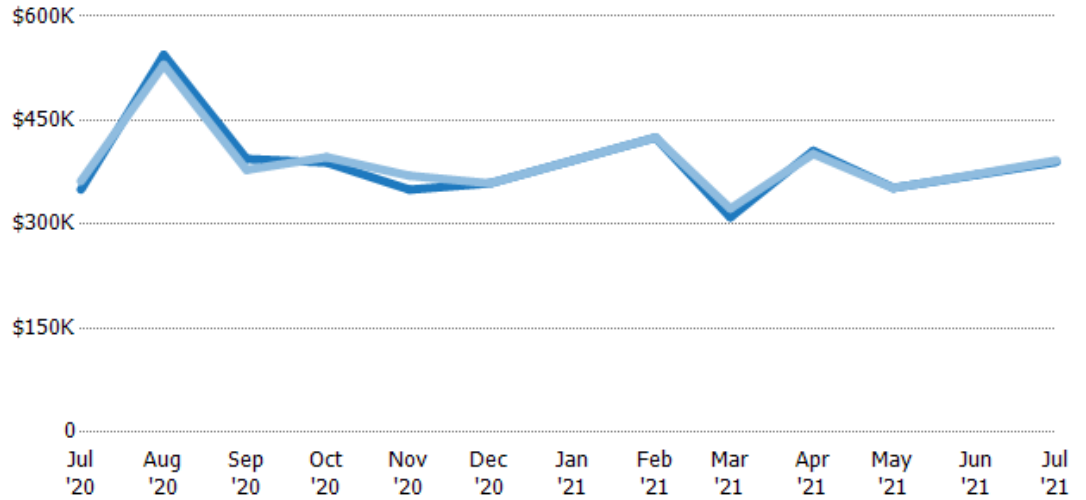
Avg List Price	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$389K	\$390K
Avg Sales Price	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$394K	\$392K
Avg Sales Price as a % of Avg List Price	101%	97%	99%	102%	102%	99%	99%	100%	104%	99%	102%	101%	101%

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



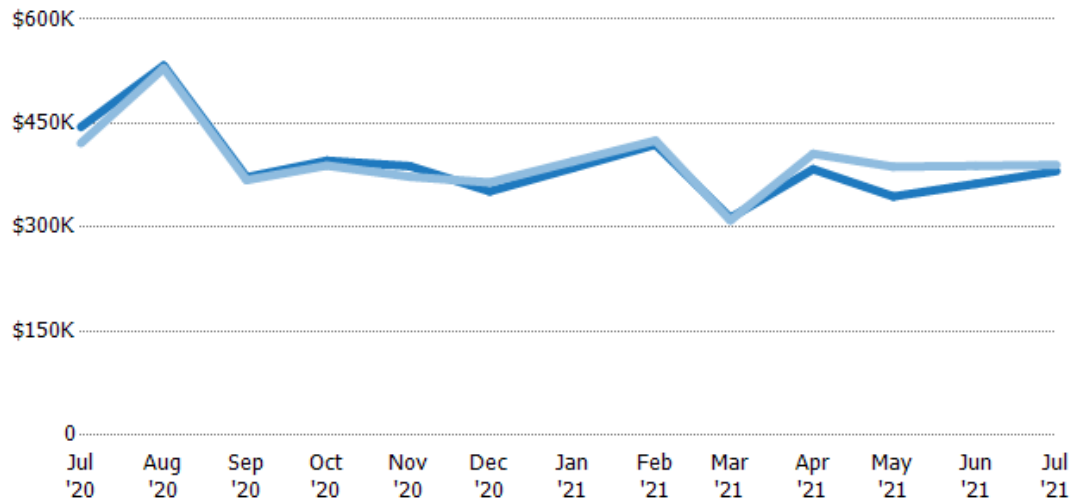
Median List Price	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$371K	\$390K
Median Sales Price	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$372K	\$392K
Med Sales Price as a % of Med List Price	103%	97%	96%	102%	106%	100%	100%	100%	104%	99%	100%	100%	101%

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



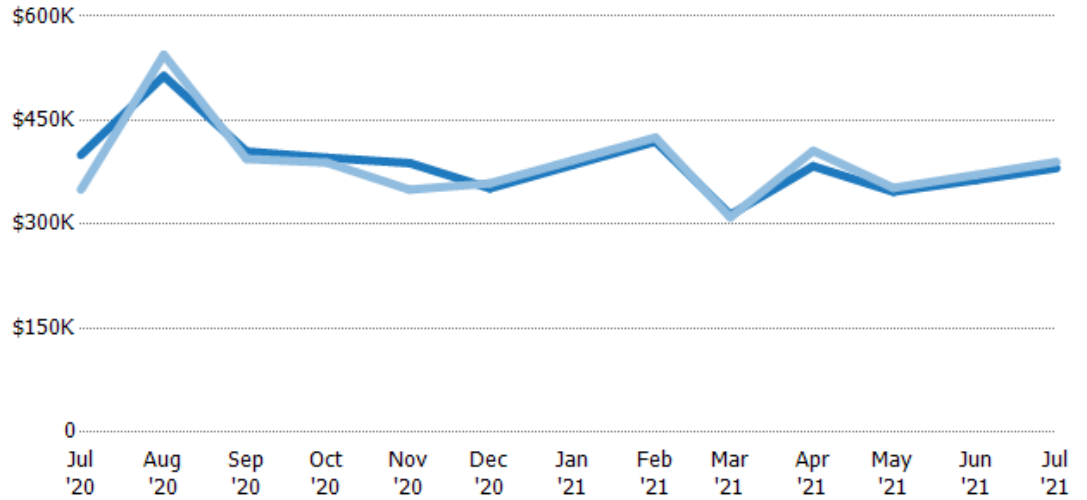
Avg Est Value	\$445K	\$533K	\$372K	\$396K	\$388K	\$352K	\$386K	\$419K	\$314K	\$384K	\$344K	\$363K	\$381K
Avg Sales Price	\$421K	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$389K	\$390K
Avg Sales Price as a % of Avg Est Value	95%	99%	99%	98%	96%	104%	103%	101%	99%	106%	112%	107%	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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median Est Value	\$400K	\$514K	\$405K	\$396K	\$388K	\$352K	\$386K	\$419K	\$314K	\$384K	\$347K	\$364K	\$381K
Median Sales Price	\$350K	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$371K	\$390K
Med Sales Price as a % of Med Est Value	88%	106%	97%	98%	90%	102%	102%	101%	99%	106%	102%	102%	102%