

## Summary of Key Listing and Sales Metrics

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

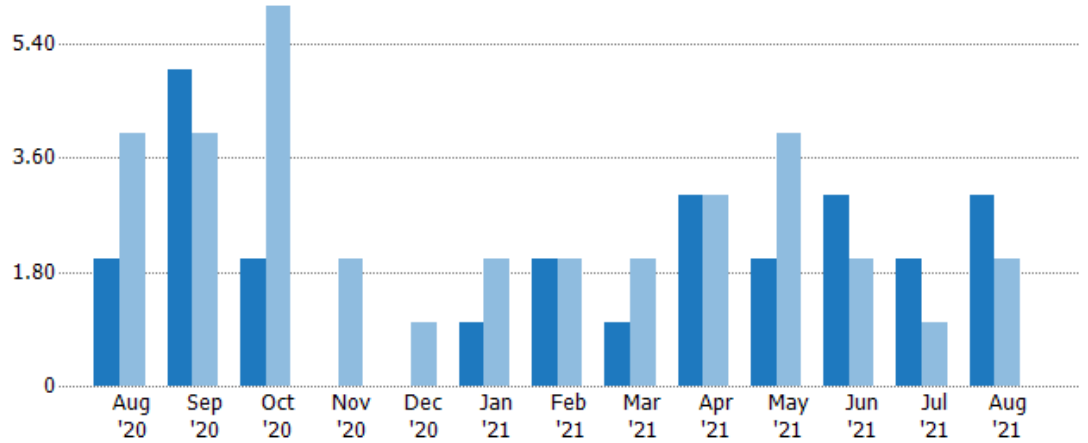
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	2	+50%	17	18	-5.6%
New Listing Volume	\$1,564,000	\$749,800	+108.6%	\$7,085,597	\$6,442,950	+10%
Active Listing Count	2	3	-33.3%	N/A	N/A	
Active Listing Volume	\$1,099,000	\$1,098,800	+0%	N/A	N/A	
Average Listing Price	\$549,500	\$366,267	+50%	\$517,037	\$429,323	+20.4%
Median Listing Price	\$549,500	\$389,000	+41.3%	\$511,837	\$416,258	+23%
Median Days in RPR	257	77	+233.8%	151.33	129.75	+16.6%
Months of Inventory	1	1	+/-	1.1	4.5	-76.5%
Absorption Rate	100%	100%	+/-	94.74%	22.22%	+72.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	2	+50%	18	24	-25%
New Pending Sales Volume	\$1,564,000	\$748,900	+108.8%	\$7,428,497	\$9,212,478	-19.4%
Pending Sales Count	6	5	+20%	N/A	N/A	
Pending Sales Volume	\$2,677,900	\$1,822,400	+46.9%	N/A	N/A	
Closed Sales Count	2	4	-50%	12	18	-33.3%
Closed Sales Volume	\$765,002	\$2,062,625	-62.9%	\$4,855,508	\$6,700,425	-27.5%
Average Sales Price	\$382,501	\$515,656	-25.8%	\$404,626	\$372,246	+8.7%
Median Sales Price	\$382,501	\$530,063	-27.8%	\$390,167	\$371,114	+5.1%

## 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



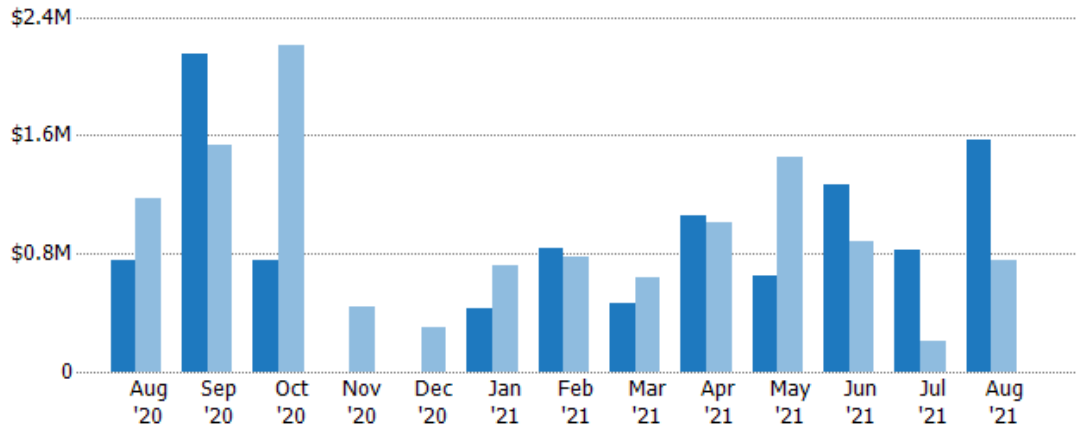
Current Year	2	5	2	-	-	1	2	1	3	2	3	2	3
Prior Year	4	4	6	2	1	2	2	2	3	4	2	1	2
Percent Change from Prior Year	-50%	25%	-67%	-100%	-100%	-50%	0%	-50%	0%	-50%	50%	100%	50%

## 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	\$750K	\$2.15M	\$759K	-	-	\$425K	\$835K	\$469K	\$1.06M	\$645K	\$1.26M	\$824K	\$1.56M
Prior Year	\$1.18M	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M	\$888K	\$209K	\$750K
Percent Change from Prior Year	-36%	40%	-66%	-100%	-100%	-41%	8%	-27%	5%	-55%	42%	294%	109%

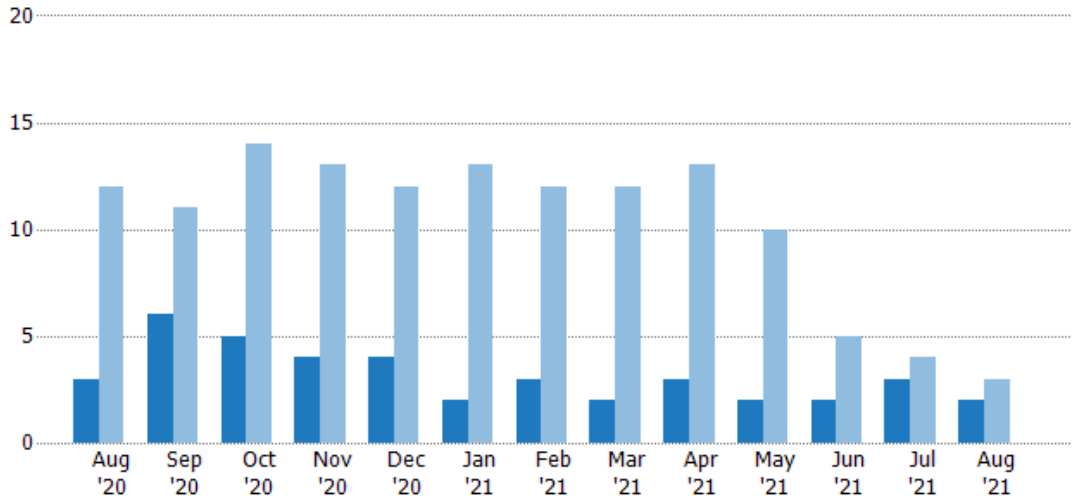
## Active Listings

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.
Aug '21	2	-33.3%
Aug '20	3	-75%
Aug '19	12	-8.3%



Current Year	3	6	5	4	4	2	3	2	3	2	2	3	2
Prior Year	12	11	14	13	12	13	12	12	13	10	5	4	3
Percent Change from Prior Year	-75%	-45%	-64%	-69%	-67%	-85%	-75%	-83%	-77%	-80%	-60%	-25%	-33%

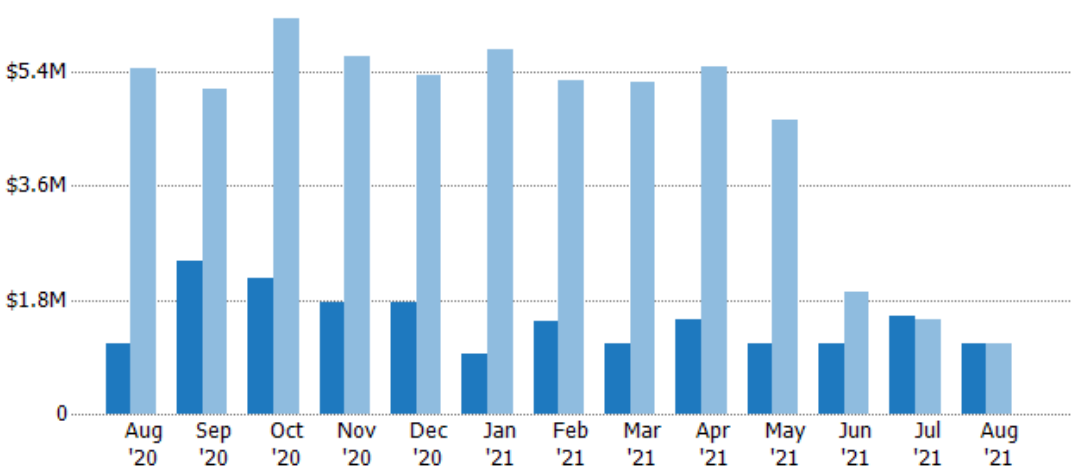
## Active Listing Volume

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.
Aug '21	\$1.1M	0%
Aug '20	\$1.1M	-79.9%
Aug '19	\$5.46M	-40.2%



Current Year	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.1M	\$1.49M	\$1.1M	\$1.1M	\$1.53M	\$1.1M
Prior Year	\$5.46M	\$5.13M	\$6.25M	\$5.63M	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M	\$4.64M	\$1.93M	\$1.49M	\$1.1M
Percent Change from Prior Year	-80%	-53%	-66%	-69%	-67%	-84%	-72%	-79%	-73%	-76%	-43%	3%	0%

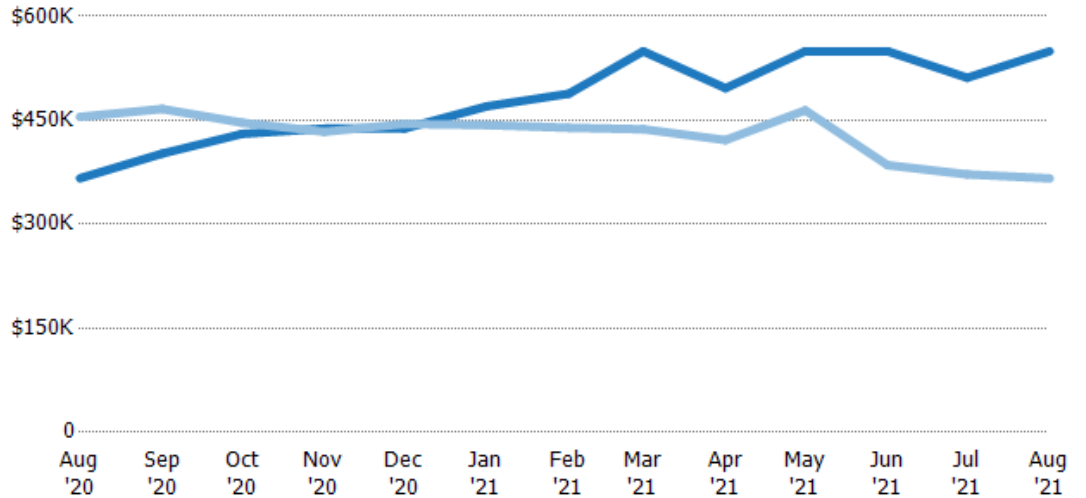
## Average Listing Price

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.
Aug '21	\$550K	50%
Aug '20	\$366K	-19.5%
Aug '19	\$455K	-34.7%



Current Year	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$550K
Prior Year	\$455K	\$466K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K	\$385K	\$372K	\$366K
Percent Change from Prior Year	-19%	-14%	-4%	1%	-1%	6%	11%	26%	18%	18%	43%	37%	50%

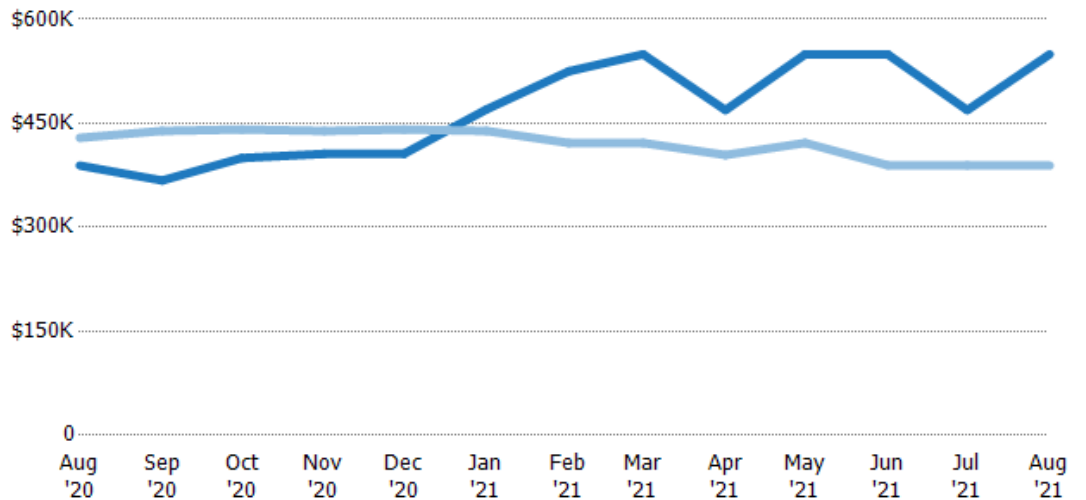
## Median Listing Price

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.
Aug '21	\$550K	41.3%
Aug '20	\$389K	-9.3%
Aug '19	\$429K	-34.7%



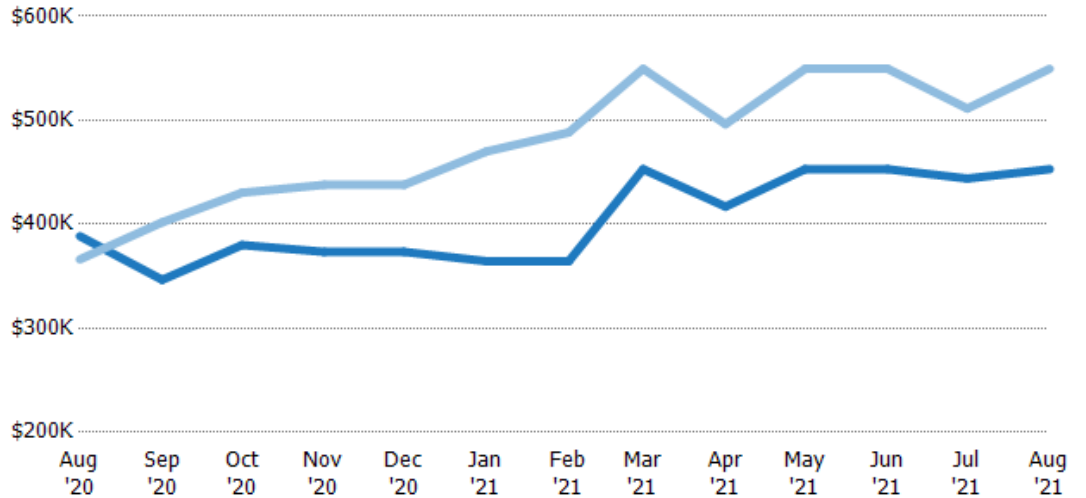
Current Year	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$550K
Prior Year	\$429K	\$439K	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K	\$390K	\$389K	\$389K
Percent Change from Prior Year	-9%	-16%	-9%	-8%	-8%	7%	25%	30%	16%	30%	41%	20%	41%

## 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



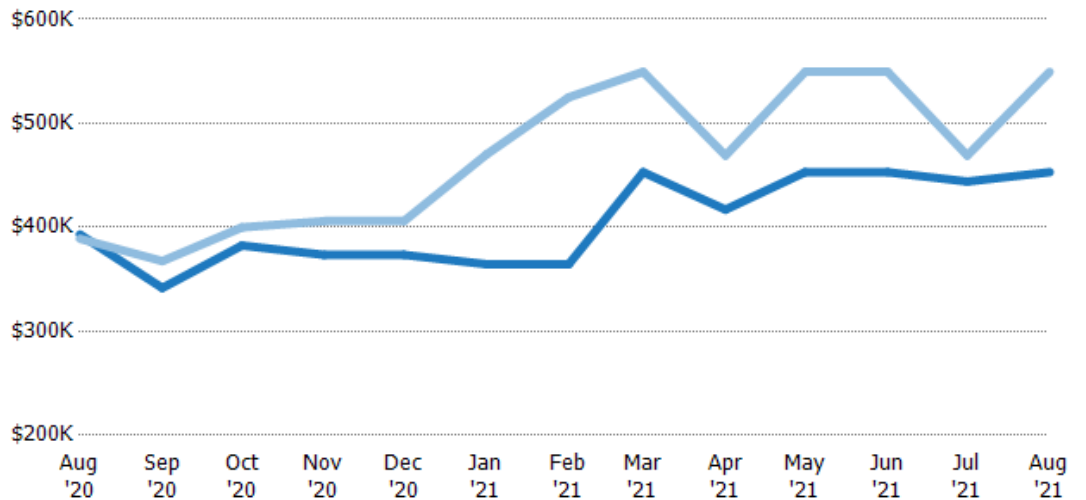
Avg Est Value	\$389K	\$347K	\$380K	\$373K	\$373K	\$364K	\$364K	\$453K	\$417K	\$453K	\$453K	\$444K	\$453K
Avg Listing Price	\$366K	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$550K
Avg Listing Price as a % of Avg Est Value	94%	116%	113%	117%	117%	129%	134%	121%	119%	121%	121%	115%	121%

## 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	\$393K	\$342K	\$382K	\$373K	\$373K	\$364K	\$364K	\$453K	\$417K	\$453K	\$453K	\$444K	\$453K
Median Listing Price	\$389K	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$550K
Med Listing Price as a % of Med Est Value	99%	108%	105%	109%	109%	129%	144%	121%	112%	121%	121%	106%	121%

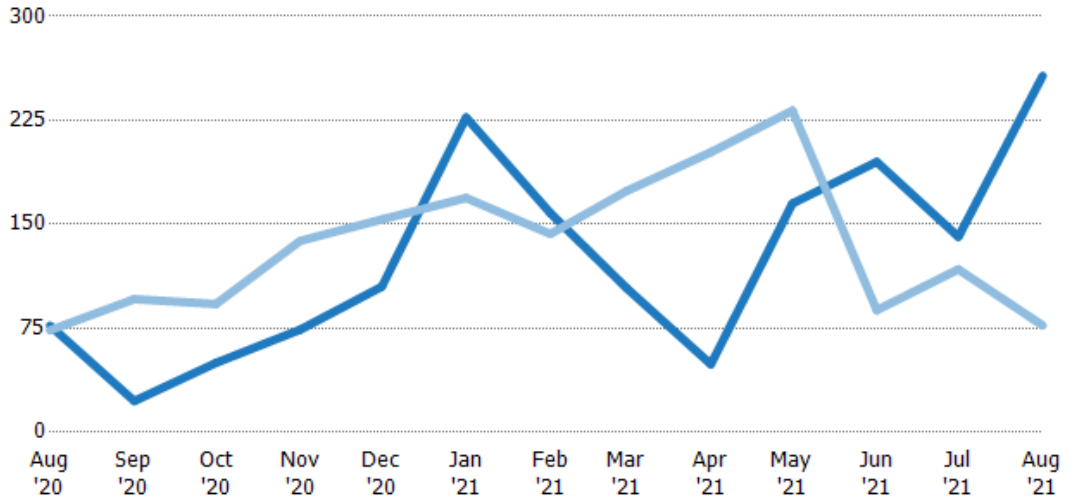
## Median Days in RPR

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.
Aug '21	257	233.8%
Aug '20	77	4.8%
Aug '19	73.5	-48.3%



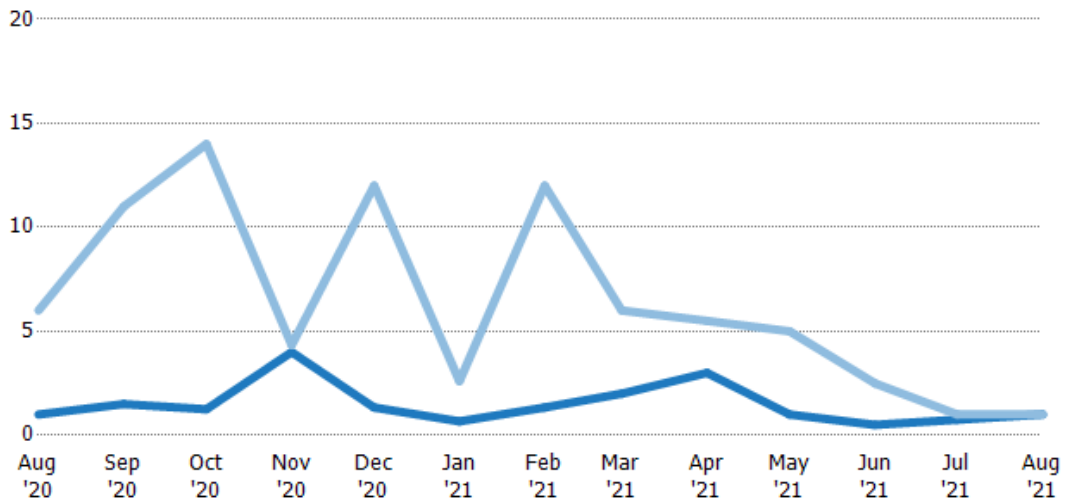
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	77	22.5	50	74	105	227	158	104	49	165	195	141	257
Prior Year	73.5	96	92.5	138	154	169	143	174	202	232	88	118	77
Percent Change from Prior Year	5%	-77%	-46%	-46%	-32%	34%	10%	-40%	-76%	-29%	122%	20%	234%

## 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



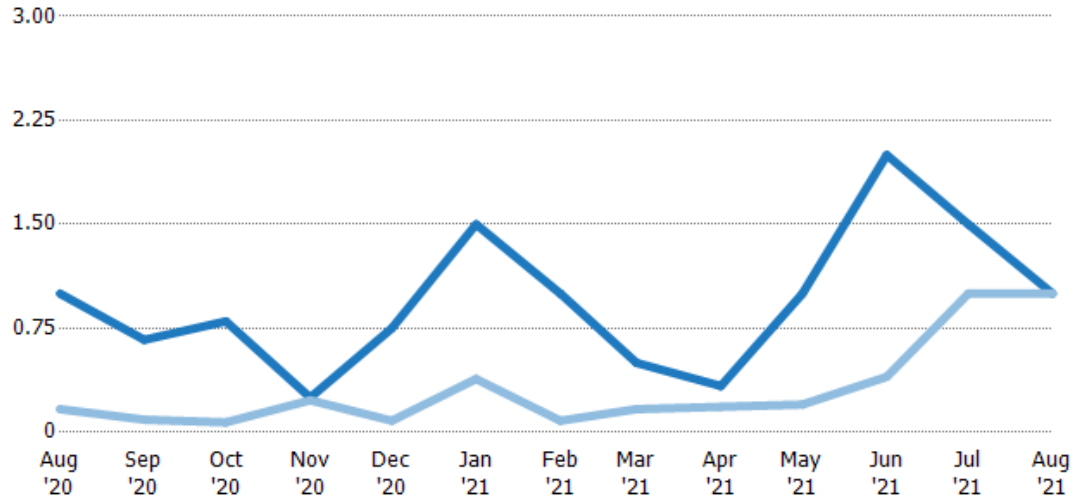
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	1	1.5	1.25	4	1.33	0	1.33	2	3	1	0	0	1
Prior Year	6	11	14	4.33	12	2.6	12	6	5.5	5	2.5	1	1
Percent Change from Prior Year	-83%	-86%	-91%	-8%	-89%	-74%	-100%	-67%	100%	-80%	-80%	-100%	0%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



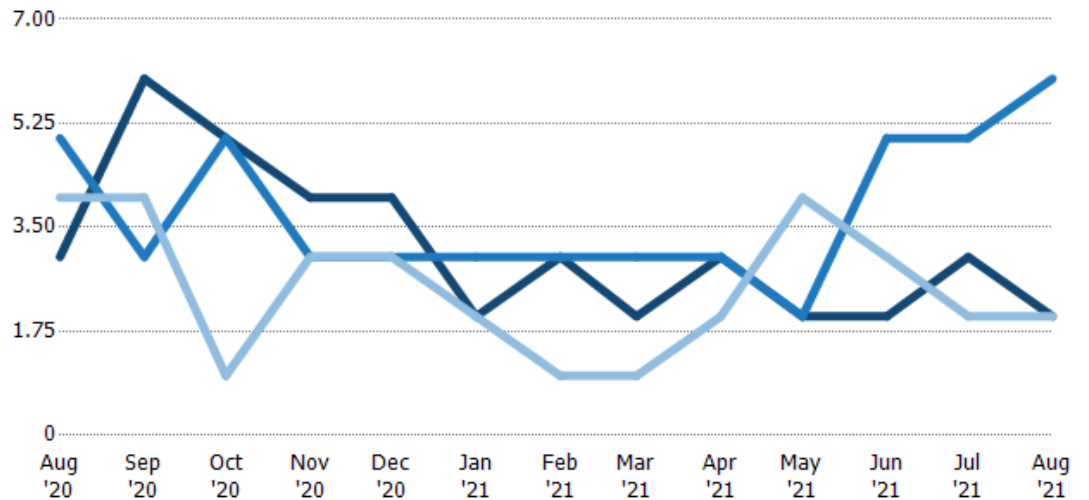
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	100%	67%	80%	25%	75%	150%	100%	50%	33%	100%	200%	150%	100%
Prior Year	17%	9%	7%	23%	8%	38%	8%	17%	18%	20%	40%	100%	100%
Change from Prior Year	-83%	-58%	-73%	-2%	-67%	-112%	8%	-33%	-33%	-80%	-160%	100%	0%

## 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



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

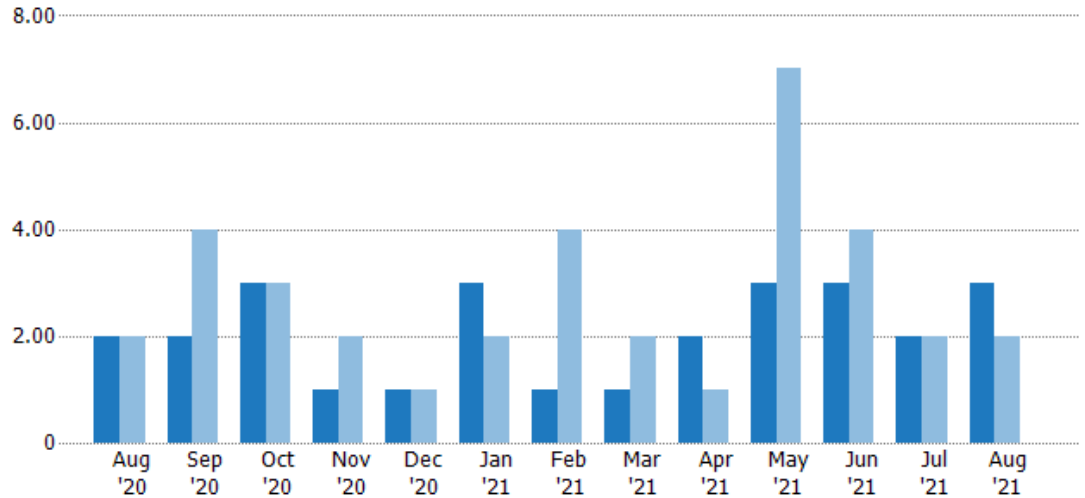
## New Pending Sales

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

Month/ Year	Count	% Chg.
Aug '21	3	50%
Aug '20	2	0%
Aug '19	2	50%



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

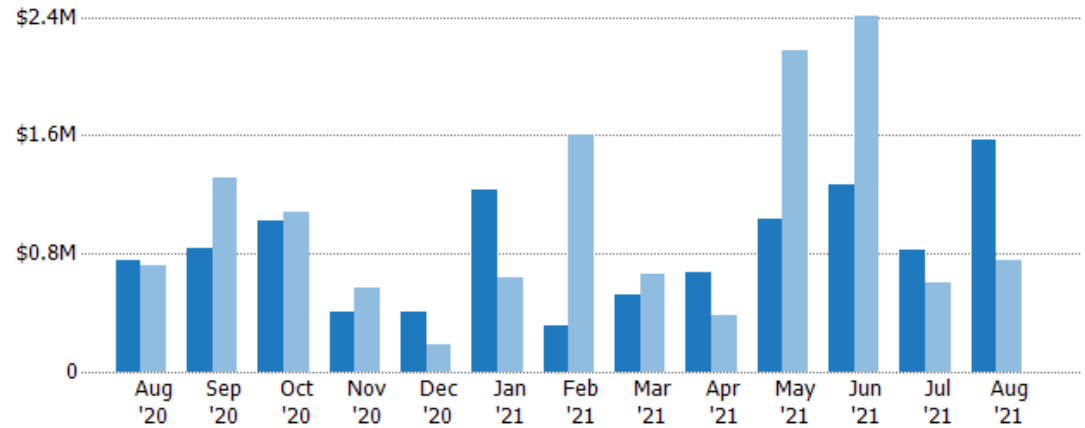
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Aug '21	\$1.56M	108.8%
Aug '20	\$749K	4.8%
Aug '19	\$715K	30.7%



Current Year	\$749K	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M	\$1.26M	\$824K	\$1.56M
Prior Year	\$715K	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M	\$599K	\$749K
Percent Change from Prior Year	5%	-36%	-6%	-30%	122%	95%	-81%	-21%	74%	-52%	-47%	38%	109%

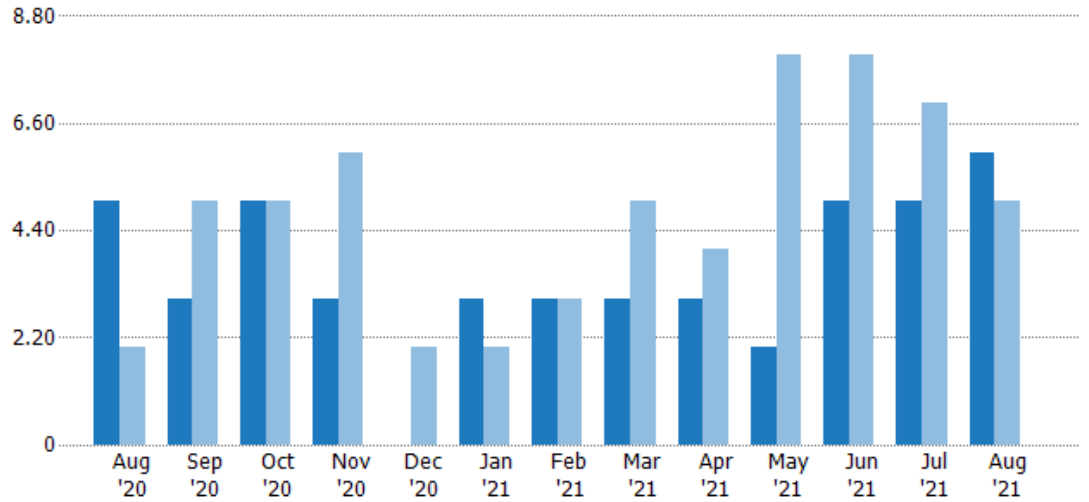


## Pending Sales

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



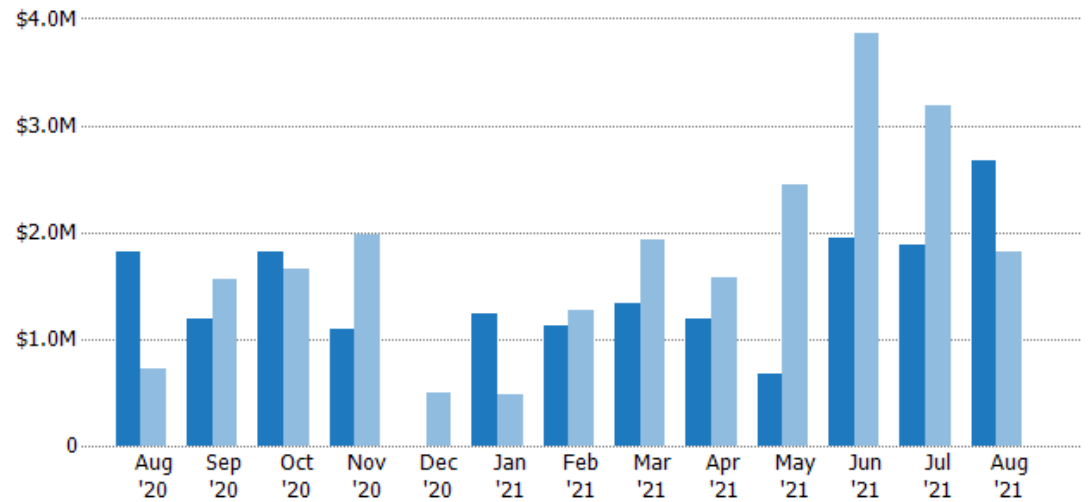
Current Year	5	3	5	3	-	3	3	3	3	2	5	5	6
Prior Year	2	5	5	6	2	2	3	5	4	8	8	7	5
Percent Change from Prior Year	150%	-40%	0%	-50%	-100%	50%	0%	-40%	-25%	-75%	-38%	-29%	20%

## 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



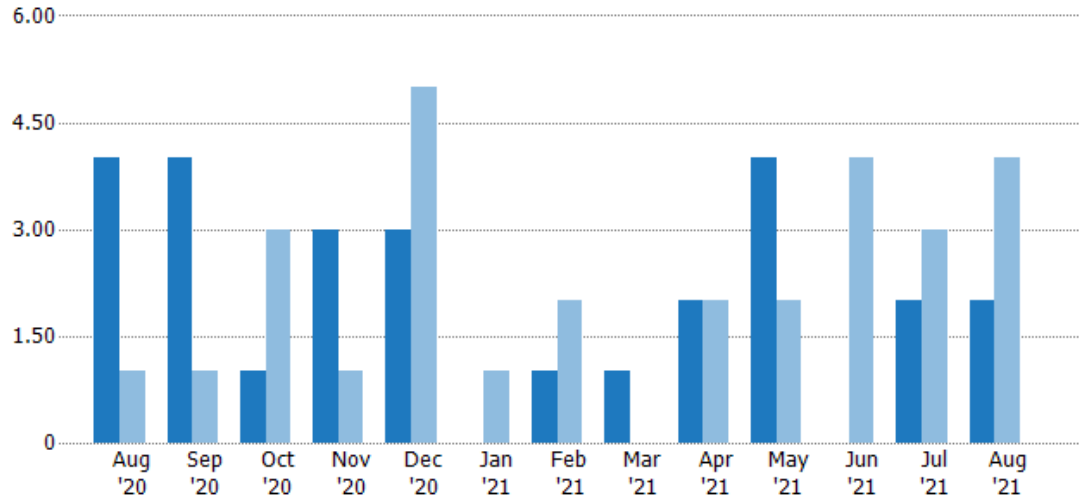
Current Year	\$1.82M	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$680K	\$1.94M	\$1.88M	\$2.68M
Prior Year	\$715K	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$3.19M	\$1.82M
Percent Change from Prior Year	155%	-24%	9%	-45%	-100%	158%	-11%	-31%	-24%	-72%	-50%	-41%	47%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



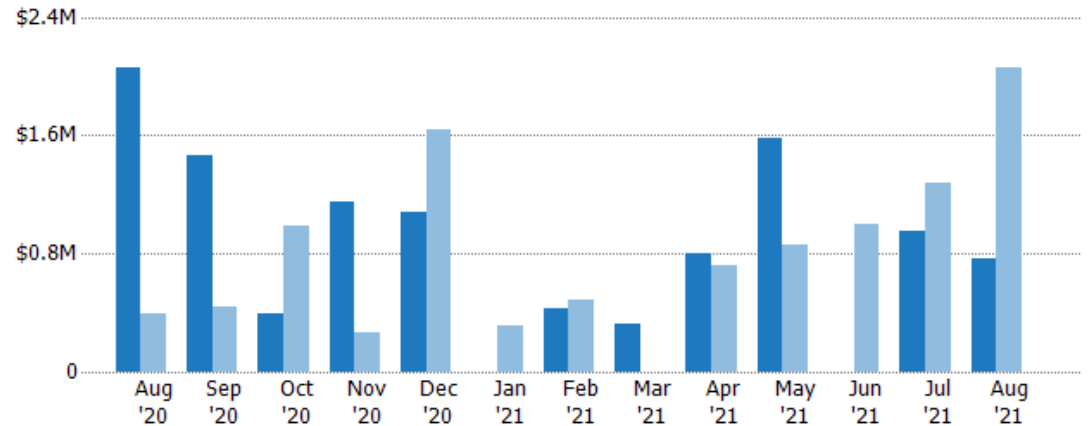
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	4	4	1	3	3	-	1	1	2	4	-	2	2
Prior Year	1	1	3	1	5	1	2	-	2	2	4	3	4
Percent Change from Prior Year	300%	300%	-67%	200%	-40%	-100%	-50%	100%	0%	100%	-100%	-33%	-50%

## 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



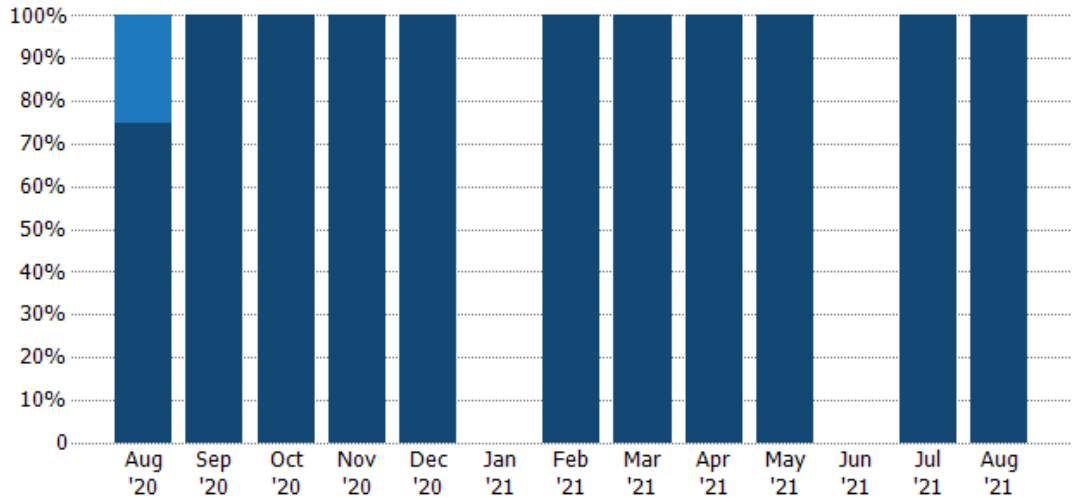
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M	-	\$958K	\$765K
Prior Year	\$390K	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K	\$854K	\$993K	\$1.28M	\$2.06M
Percent Change from Prior Year	429%	236%	-60%	341%	-34%	-100%	-12%	100%	12%	85%	-100%	-25%	-63%

## 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



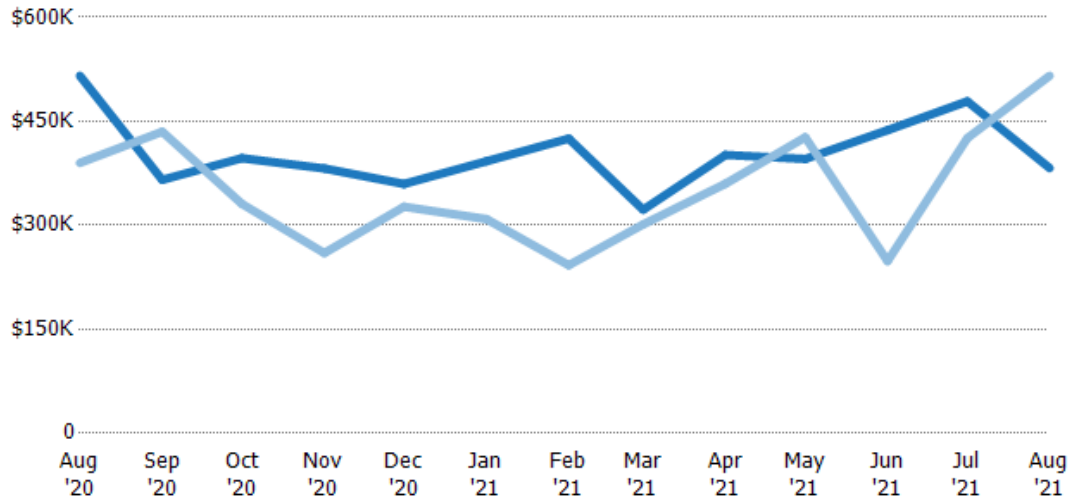
Condo/Townhouse	25%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	75%	100%	100%	100%	100%	-	100%	100%	100%	100%	-	100%	100%

## 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



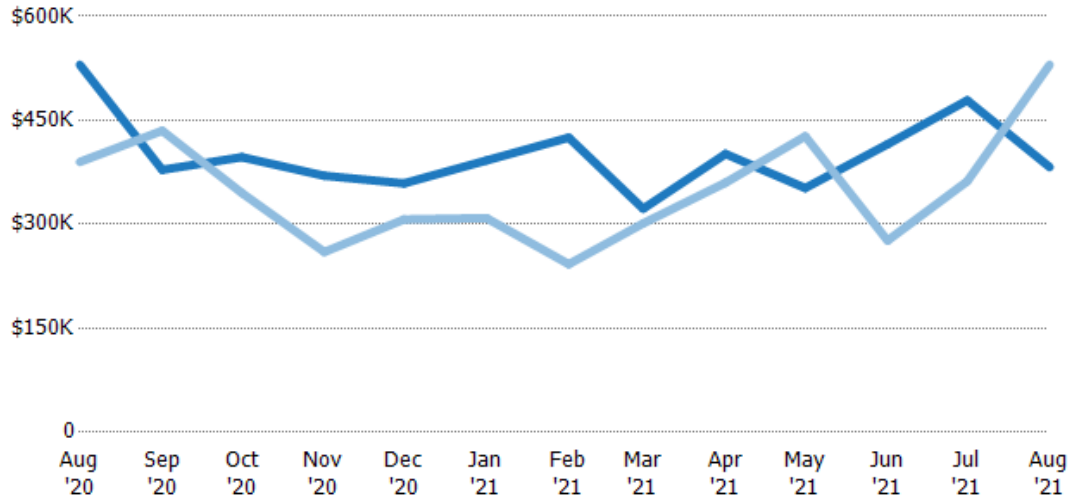
Current Year	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$437K	\$479K	\$383K
Prior Year	\$390K	\$435K	\$331K	\$260K	\$327K	\$309K	\$242K	\$301K	\$360K	\$427K	\$248K	\$426K	\$516K
Percent Change from Prior Year	32%	-16%	20%	47%	10%	-100%	75%	100%	12%	-7%	-100%	12%	-26%

## 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



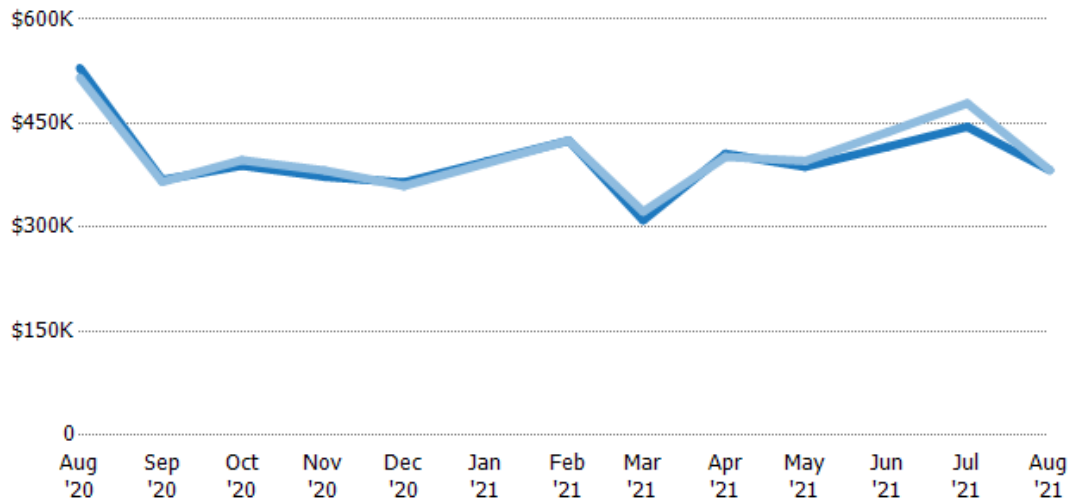
Current Year	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K
Prior Year	\$390K	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K	\$530K
Percent Change from Prior Year	36%	-13%	15%	42%	17%	-100%	75%	100%	12%	-17%	-100%	32%	-28%

## 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



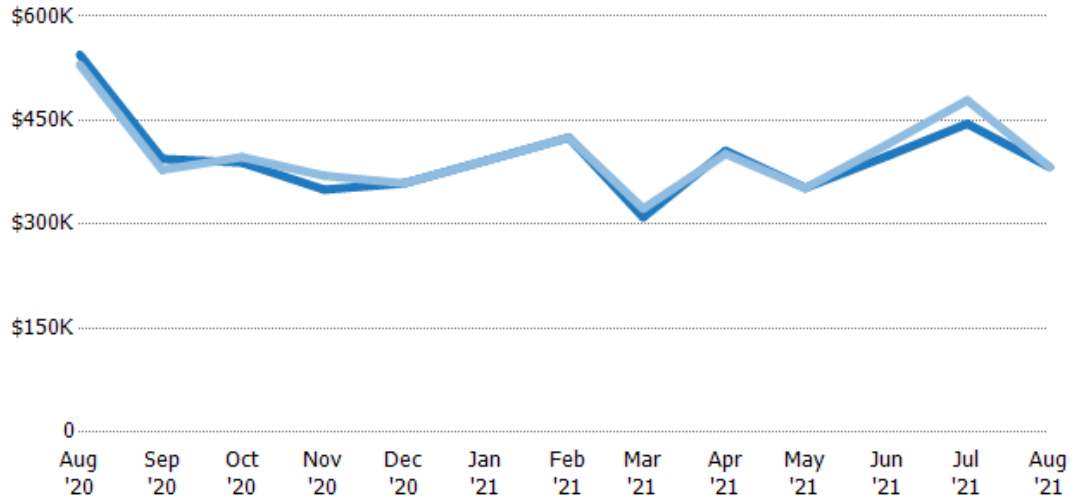
Avg List Price	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K
Avg Sales Price	\$516K	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$437K	\$479K	\$383K
Avg Sales Price as a % of Avg List Price	97%	99%	102%	102%	99%	99%	100%	104%	99%	102%	105%	108%	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



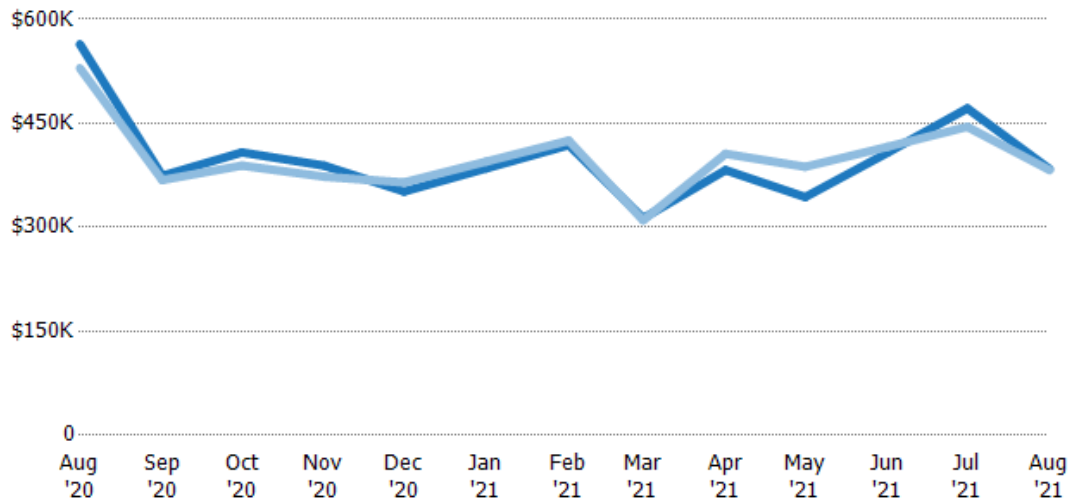
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K
Median Sales Price	\$530K	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K
Med Sales Price as a % of Med List Price	97%	96%	102%	106%	100%	100%	100%	104%	99%	100%	104%	108%	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



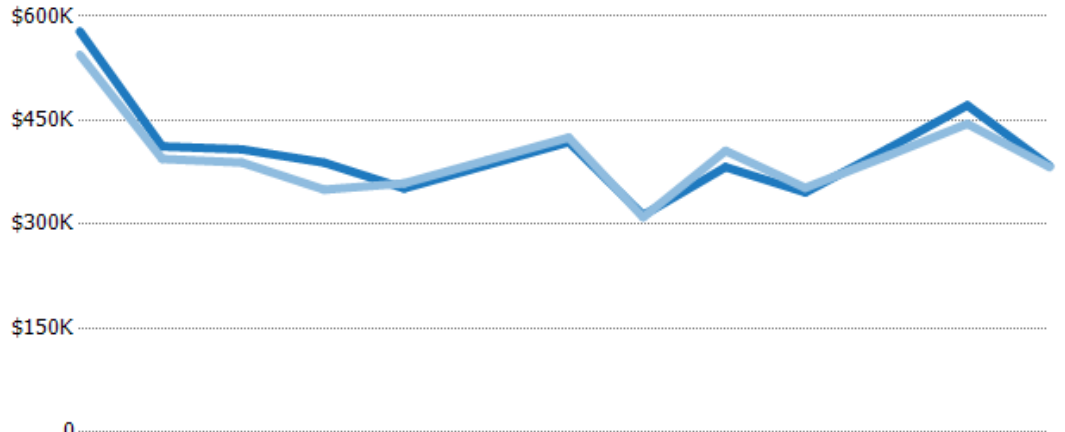
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$564K	\$374K	\$408K	\$389K	\$352K	\$385K	\$419K	\$313K	\$382K	\$344K	\$408K	\$472K	\$384K
Avg Sales Price	\$529K	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K
Avg Sales Price as a % of Avg Est Value	94%	98%	95%	96%	104%	103%	102%	99%	106%	113%	104%	94%	100%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$578K	\$412K	\$408K	\$389K	\$352K	\$385K	\$419K	\$313K	\$382K	\$346K	\$409K	\$472K	\$384K
Median Sales Price	\$544K	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K
Med Sales Price as a % of Med Est Value	94%	96%	95%	90%	102%	102%	102%	99%	106%	102%	98%	94%	100%