

Summary of Key Listing and Sales Metrics

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

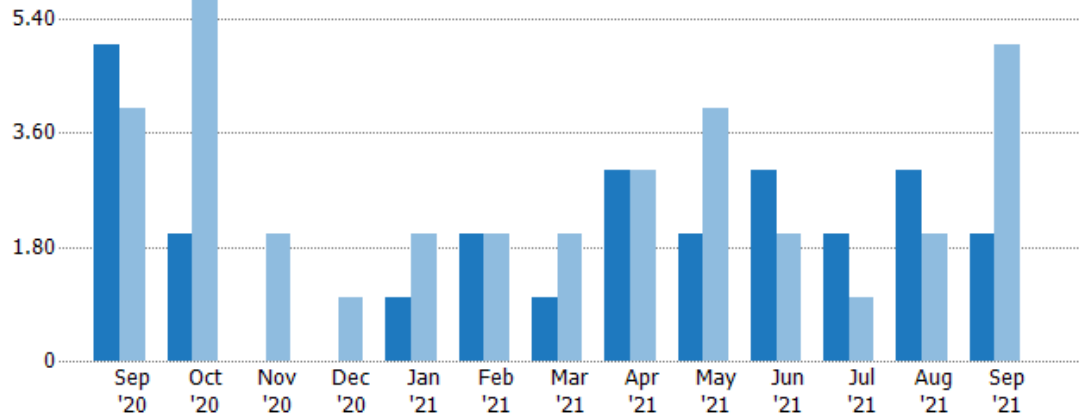
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	19	23	-17.4%
New Listing Volume	\$825,000	\$2,145,900	-61.6%	\$7,910,597	\$8,588,850	-7.9%
Active Listing Count	3	6	-50%	N/A	N/A	
Active Listing Volume	\$1,294,000	\$2,411,700	-46.3%	N/A	N/A	
Average Listing Price	\$431,333	\$401,950	+7.3%	\$505,350	\$427,217	+18.3%
Median Listing Price	\$440,000	\$367,450	+19.7%	\$502,041	\$412,503	+21.7%
Median Days in RPR	28	22.5	+24.4%	126.67	110.25	+14.9%
Months of Inventory	1.5	1.5	+/-	1	4.6	-78.2%
Absorption Rate	66.67%	66.67%	+/-	100%	21.79%	+78.2%
Sales Activity Charts Metrics						
New Pending Sales Count	-	2	-	18	26	-30.8%
New Pending Sales Volume	-	\$833,000	-	\$7,428,497	\$10,045,478	-26.1%
Pending Sales Count	3	3	+/-	N/A	N/A	
Pending Sales Volume	\$1,430,000	\$1,182,900	+20.9%	N/A	N/A	
Closed Sales Count	3	4	-25%	15	22	-31.8%
Closed Sales Volume	\$1,284,000	\$1,462,000	-12.2%	\$6,139,508	\$8,162,425	-24.8%
Average Sales Price	\$428,000	\$365,500	+17.1%	\$409,301	\$371,019	+10.3%
Median Sales Price	\$395,000	\$378,500	+4.4%	\$391,134	\$372,457	+5%

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



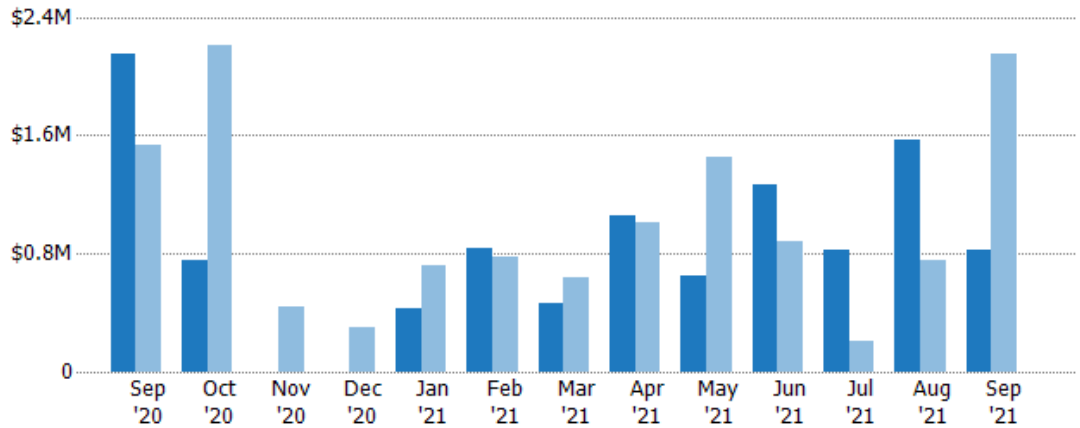
Current Year	5	2	-	-	1	2	1	3	2	3	2	3	2
Prior Year	4	6	2	1	2	2	2	3	4	2	1	2	5
Percent Change from Prior Year	25%	-67%	-100%	-100%	-50%	0%	-50%	0%	-50%	50%	100%	50%	-60%

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	\$2.15M	\$759K	-	-	\$425K	\$835K	\$469K	\$1.06M	\$645K	\$1.26M	\$824K	\$1.56M	\$825K
Prior Year	\$1.53M	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M	\$888K	\$209K	\$750K	\$2.15M
Percent Change from Prior Year	40%	-66%	-100%	-100%	-41%	8%	-27%	5%	-55%	42%	294%	109%	-62%

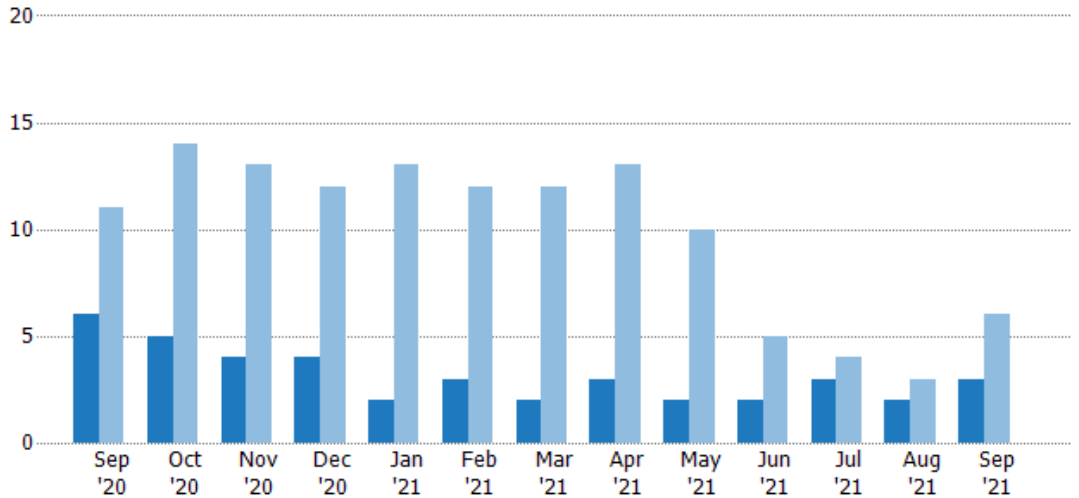
Active Listings

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.
Sep '21	3	-50%
Sep '20	6	-45.5%
Sep '19	11	0%



Current Year	6	5	4	4	2	3	2	3	2	2	3	2	3
Prior Year	11	14	13	12	13	12	12	13	10	5	4	3	6
Percent Change from Prior Year	-45%	-64%	-69%	-67%	-85%	-75%	-83%	-77%	-80%	-60%	-25%	-33%	-50%

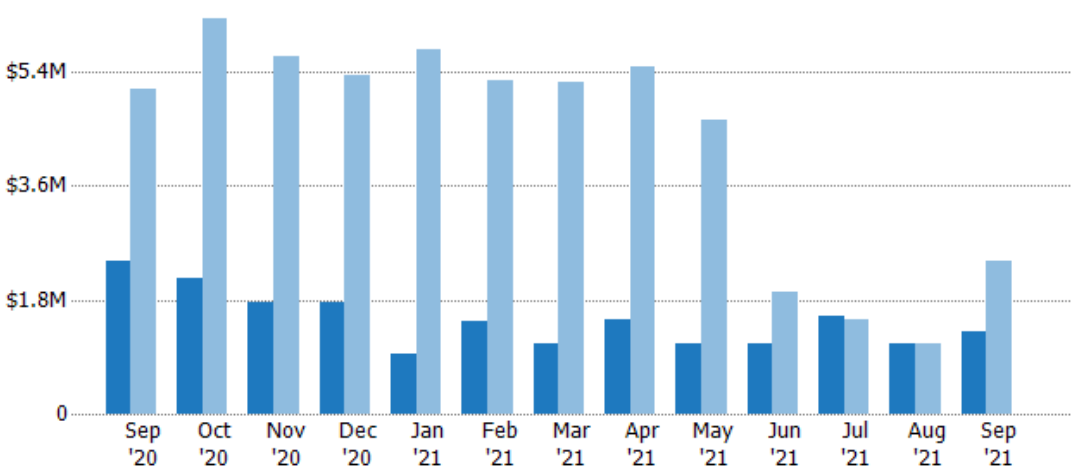
Active Listing Volume

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.
Sep '21	\$1.29M	-46.3%
Sep '20	\$2.41M	-53%
Sep '19	\$5.13M	-34.4%



Current Year	\$2.41M	\$2.15M	\$1.75M	\$1.75M	\$940K	\$1.46M	\$1.1M	\$1.49M	\$1.1M	\$1.1M	\$1.53M	\$1.1M	\$1.29M
Prior Year	\$5.13M	\$6.25M	\$5.63M	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M	\$4.64M	\$1.93M	\$1.49M	\$1.1M	\$2.41M
Percent Change from Prior Year	-53%	-66%	-69%	-67%	-84%	-72%	-79%	-73%	-76%	-43%	3%	0%	-46%

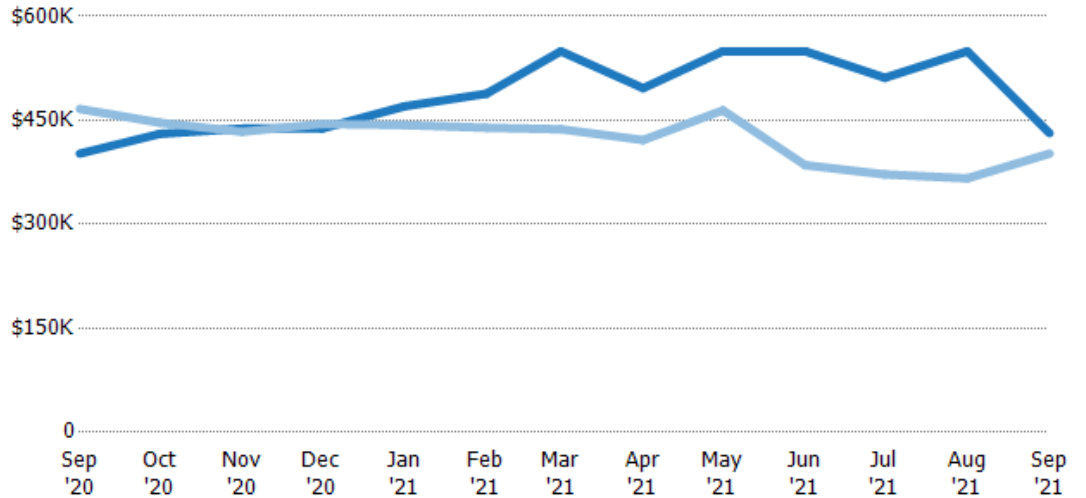
Average Listing Price

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.
Sep '21	\$431K	7.3%
Sep '20	\$402K	-13.8%
Sep '19	\$466K	-34.4%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$550K	\$431K
Prior Year	\$466K	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K	\$385K	\$372K	\$366K	\$402K
Percent Change from Prior Year	-14%	-4%	1%	-1%	6%	11%	26%	18%	18%	43%	37%	50%	7%

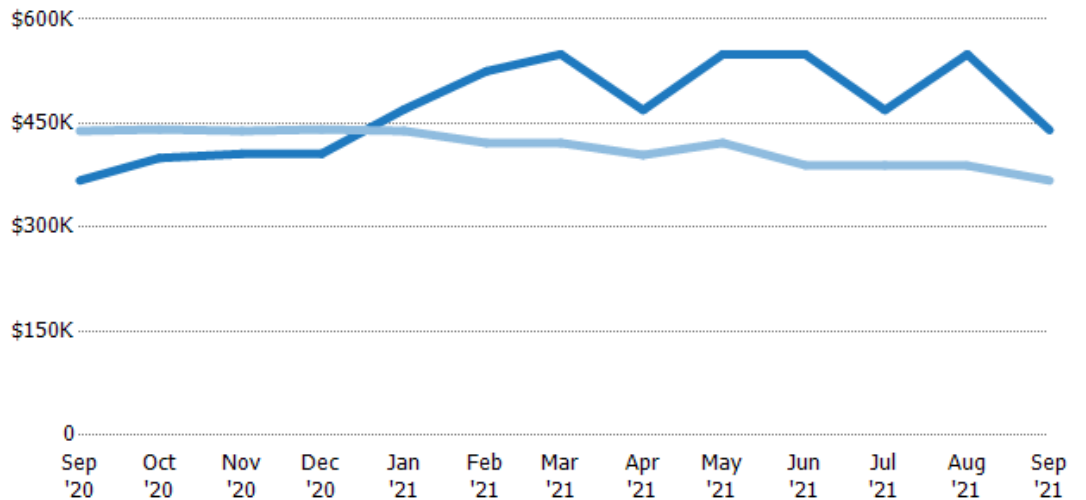
Median Listing Price

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.
Sep '21	\$440K	19.7%
Sep '20	\$367K	-16.3%
Sep '19	\$439K	-36.2%



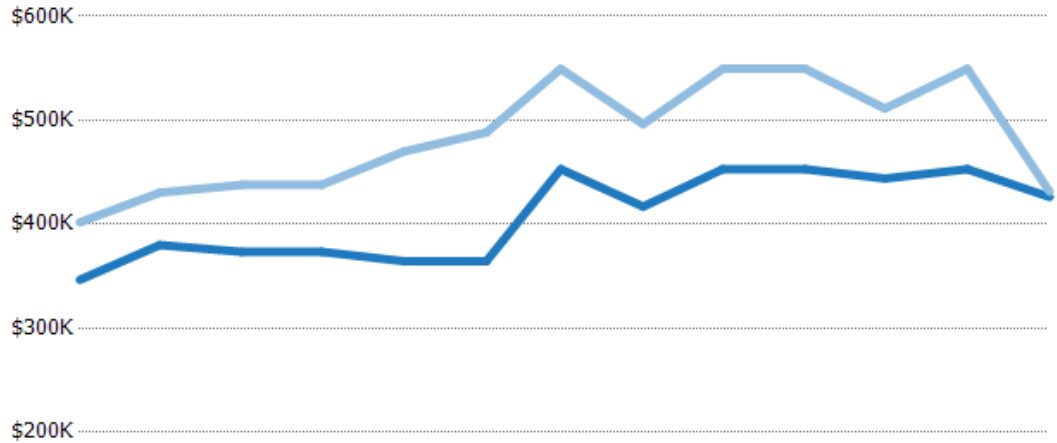
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$550K	\$440K
Prior Year	\$439K	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K	\$390K	\$389K	\$389K	\$367K
Percent Change from Prior Year	-16%	-9%	-8%	-8%	7%	25%	30%	16%	30%	41%	20%	41%	20%

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



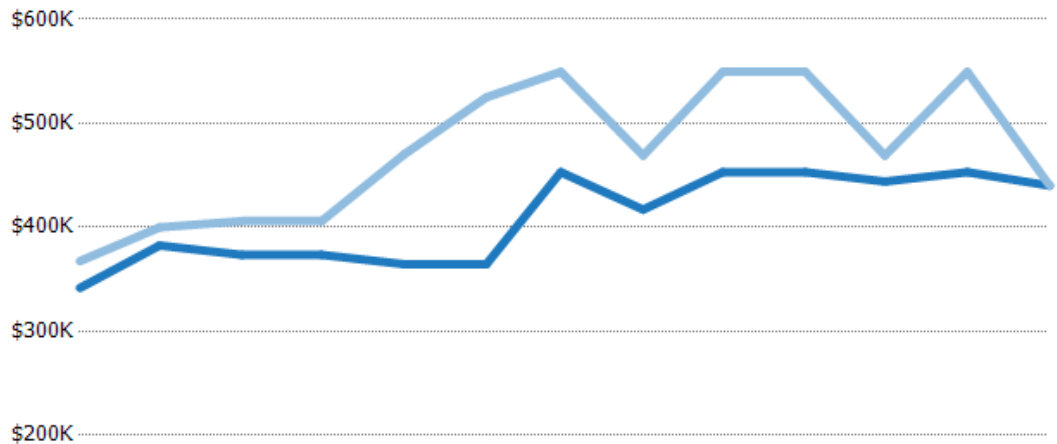
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$347K	\$380K	\$373K	\$373K	\$364K	\$364K	\$453K	\$417K	\$453K	\$453K	\$444K	\$453K	\$426K
Avg Listing Price	\$402K	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$550K	\$431K
Avg Listing Price as a % of Avg Est Value	116%	113%	117%	117%	129%	134%	121%	119%	121%	121%	115%	121%	101%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$342K	\$382K	\$373K	\$373K	\$364K	\$364K	\$453K	\$417K	\$453K	\$453K	\$444K	\$453K	\$440K
Median Listing Price	\$367K	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$550K	\$440K
Med Listing Price as a % of Med Est Value	108%	105%	109%	109%	129%	144%	121%	112%	121%	121%	106%	121%	100%

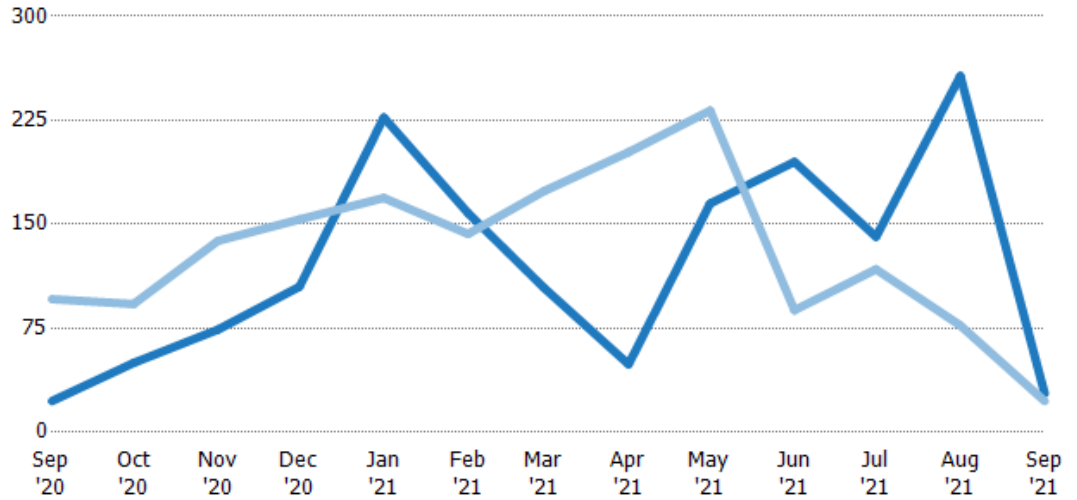
Median Days in RPR

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.
Sep '21	28	24.4%
Sep '20	22.5	-76.6%
Sep '19	96	-46.9%



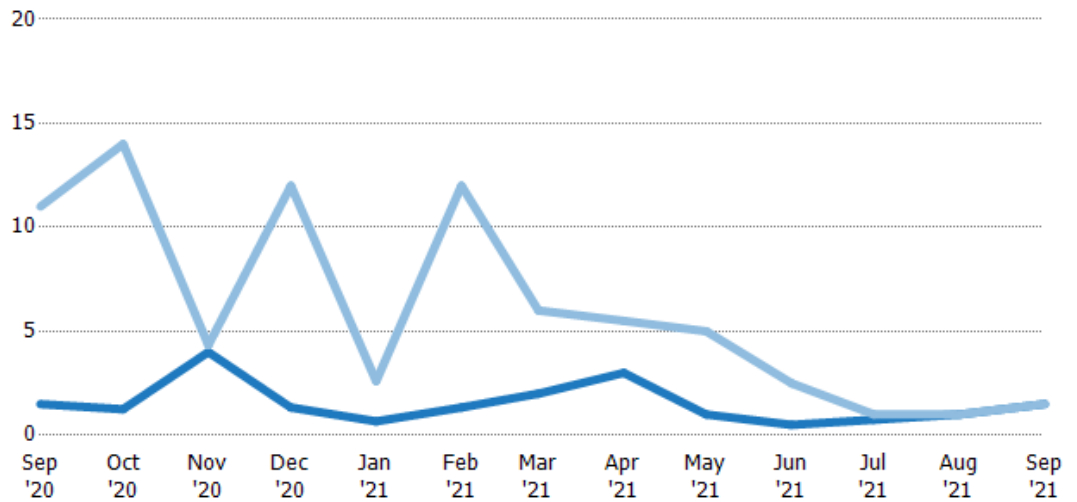
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	22.5	50	74	105	227	158	104	49	165	195	141	257	28
Prior Year	96	92.5	138	154	169	143	174	202	232	88	118	77	22.5
Percent Change from Prior Year	-77%	-46%	-46%	-32%	34%	10%	-40%	-76%	-29%	122%	20%	234%	24%

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



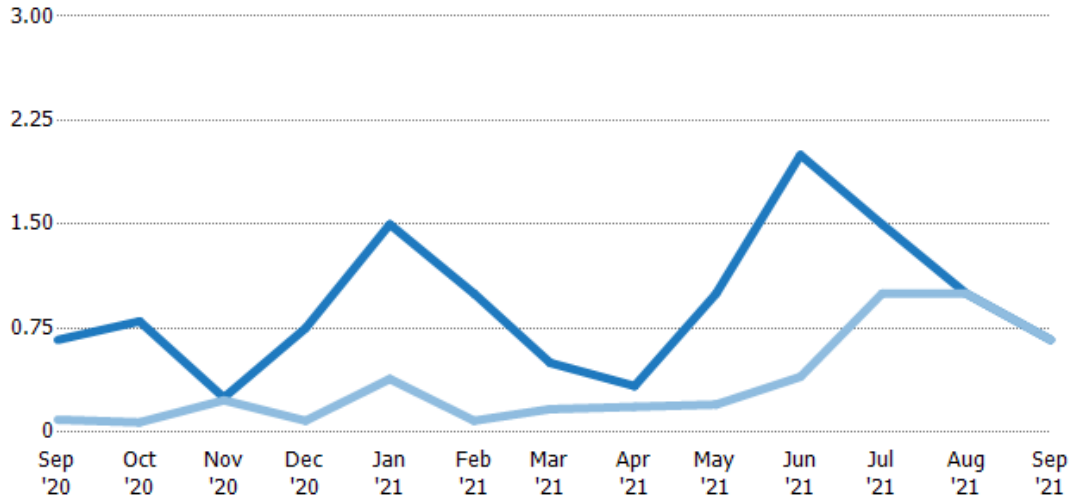
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	1.5	1.25	4	1.33	0	1.33	2	3	1	0	0	1	1.5
Prior Year	11	14	4.33	12	2.6	12	6	5.5	5	2.5	1	1	1.5
Percent Change from Prior Year	-86%	-91%	-8%	-89%	-74%	-100%	-67%	100%	-80%	-80%	-100%	0%	0%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



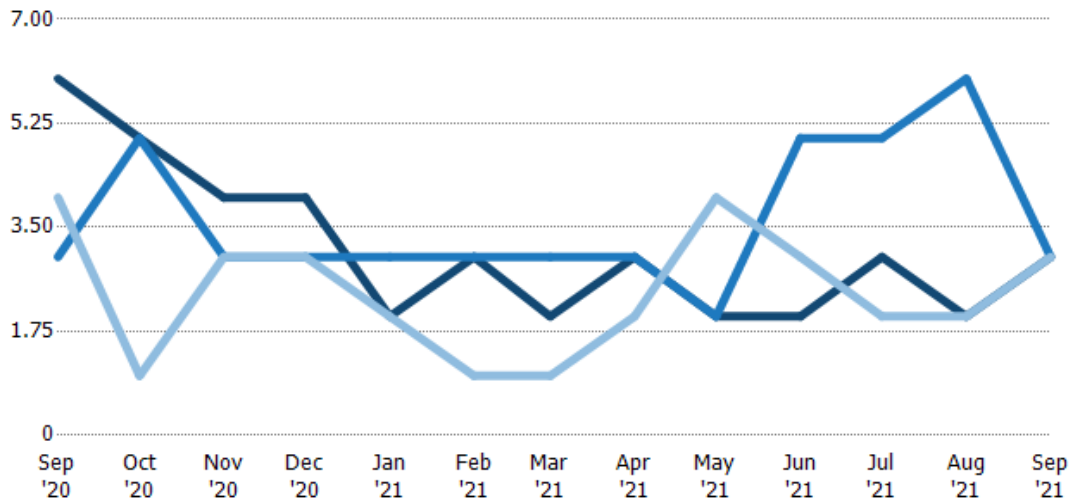
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	67%	80%	25%	75%	150%	100%	50%	33%	100%	200%	150%	100%	67%
Prior Year	9%	7%	23%	8%	38%	8%	17%	18%	20%	40%	100%	100%	67%
Change from Prior Year	-58%	-73%	-2%	-67%	-112%	8%	-33%	-33%	-80%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



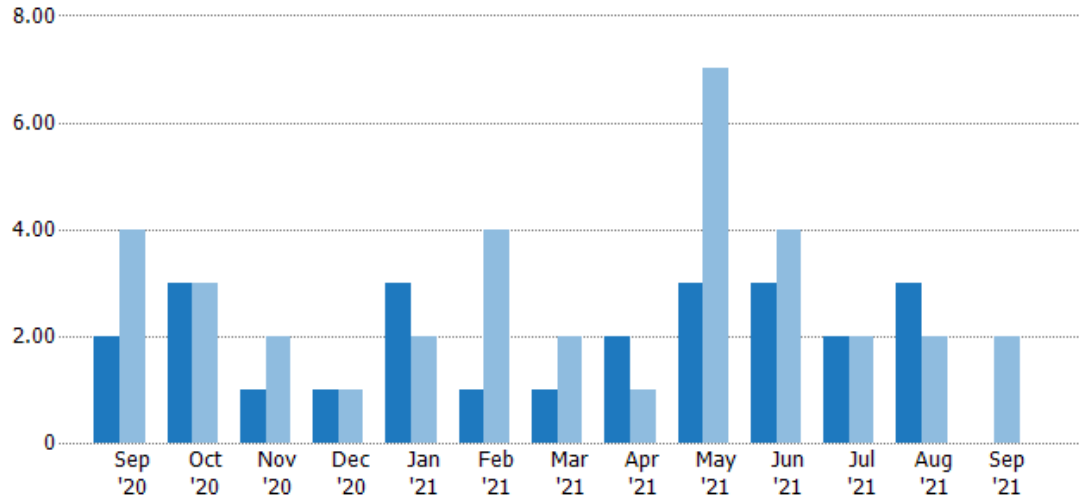
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	6	5	4	4	2	3	2	3	2	2	3	2	3
Pending	3	5	3	3	3	3	3	3	2	5	5	6	3
Sold	4	1	3	3	2	1	1	2	4	3	2	2	3

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



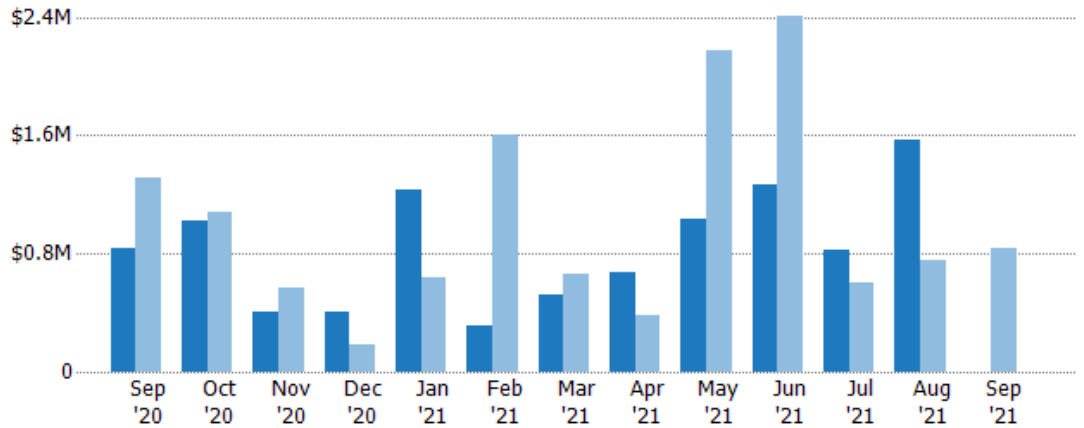
Current Year	2	3	1	1	3	1	1	2	3	3	2	3	-
Prior Year	4	3	2	1	2	4	2	1	7	4	2	2	2
Percent Change from Prior Year	-50%	0%	-50%	0%	50%	-75%	-50%	100%	-57%	-25%	0%	50%	-100%

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



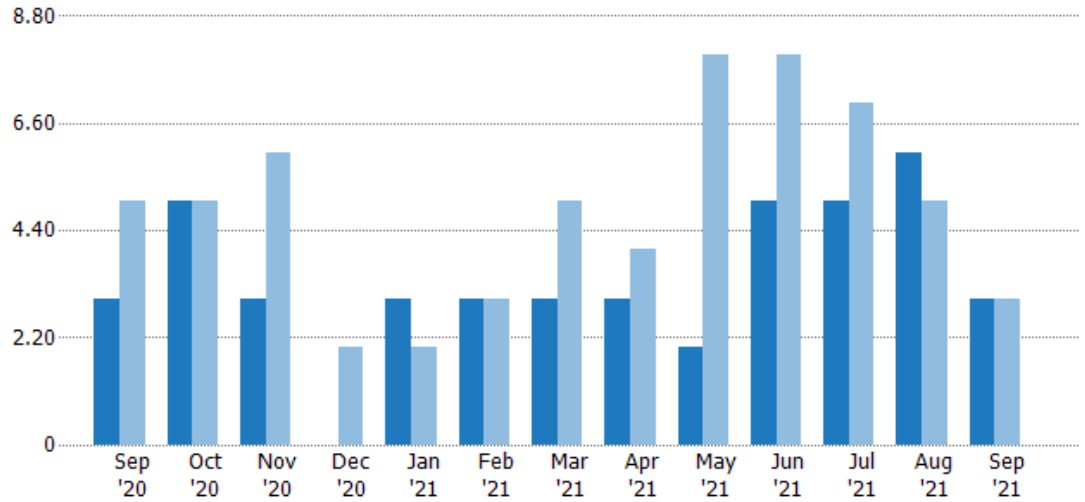
Current Year	\$833K	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M	\$1.26M	\$824K	\$1.56M	-
Prior Year	\$1.31M	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M	\$599K	\$749K	\$833K
Percent Change from Prior Year	-36%	-6%	-30%	122%	95%	-81%	-21%	74%	-52%	-47%	38%	109%	-100%

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



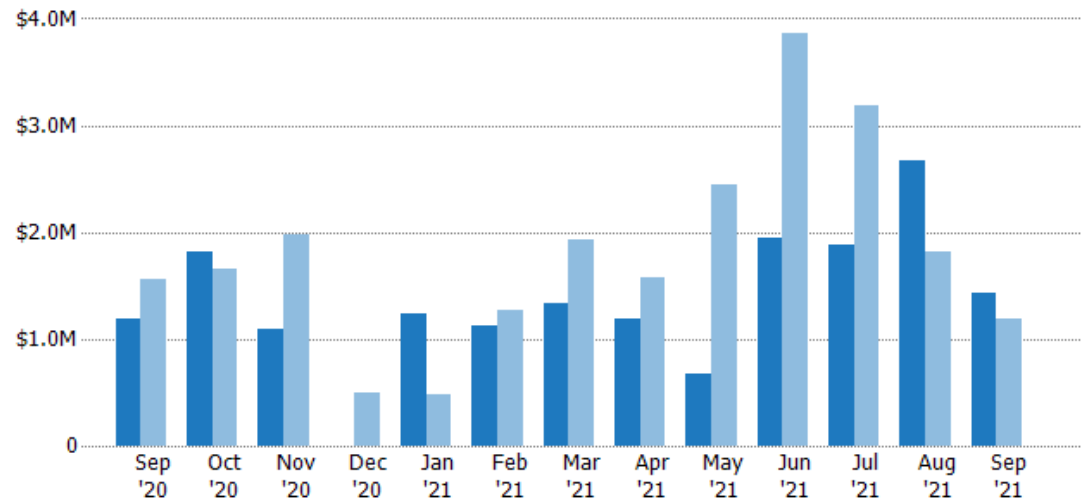
Current Year	3	5	3	-	3	3	3	3	2	5	5	6	3
Prior Year	5	5	6	2	2	3	5	4	8	8	7	5	3
Percent Change from Prior Year	-40%	0%	-50%	-100%	50%	0%	-40%	-25%	-75%	-38%	-29%	20%	0%

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



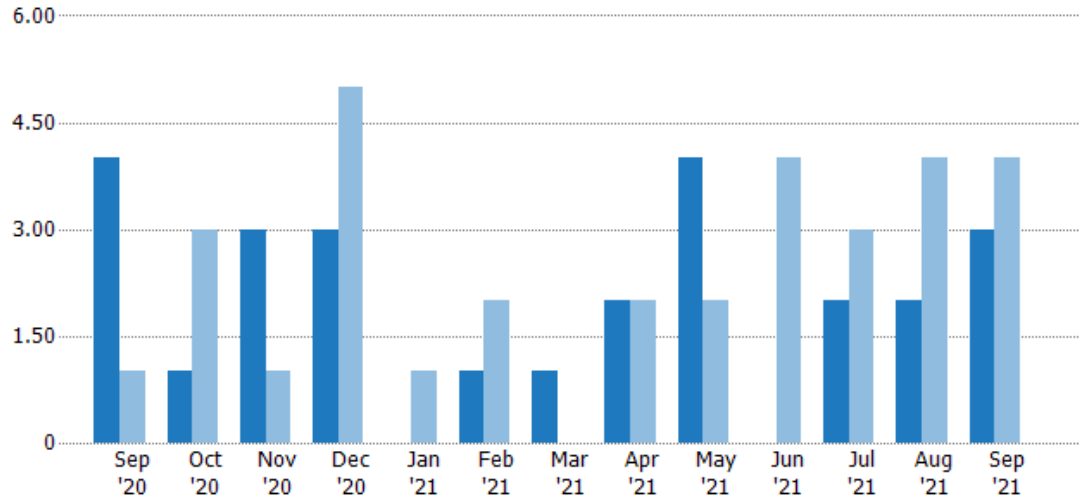
Current Year	\$1.18M	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$680K	\$1.94M	\$1.88M	\$2.68M	\$1.43M
Prior Year	\$1.56M	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$3.19M	\$1.82M	\$1.18M
Percent Change from Prior Year	-24%	9%	-45%	-100%	158%	-11%	-31%	-24%	-72%	-50%	-41%	47%	21%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



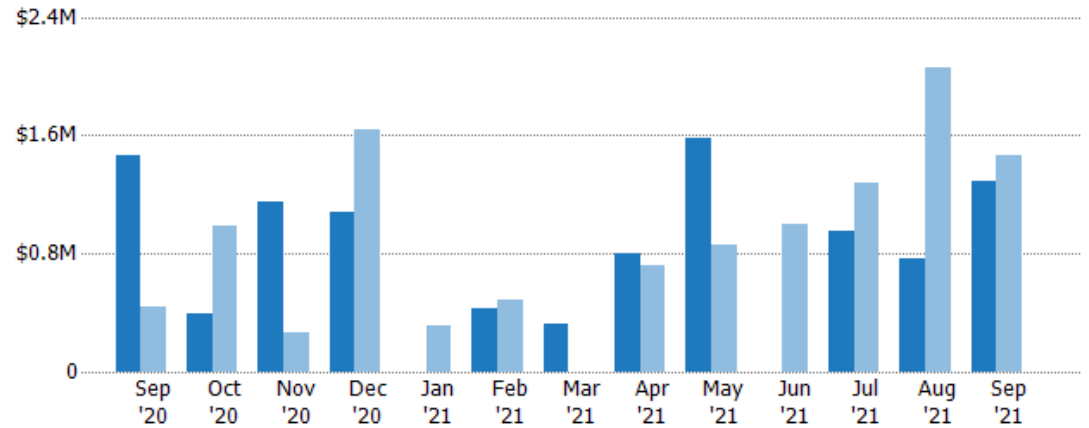
Current Year	4	1	3	3	-	1	1	2	4	-	2	2	3
Prior Year	1	3	1	5	1	2	-	2	2	4	3	4	4
Percent Change from Prior Year	300%	-67%	200%	-40%	-100%	-50%	100%	0%	100%	-100%	-33%	-50%	-25%

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



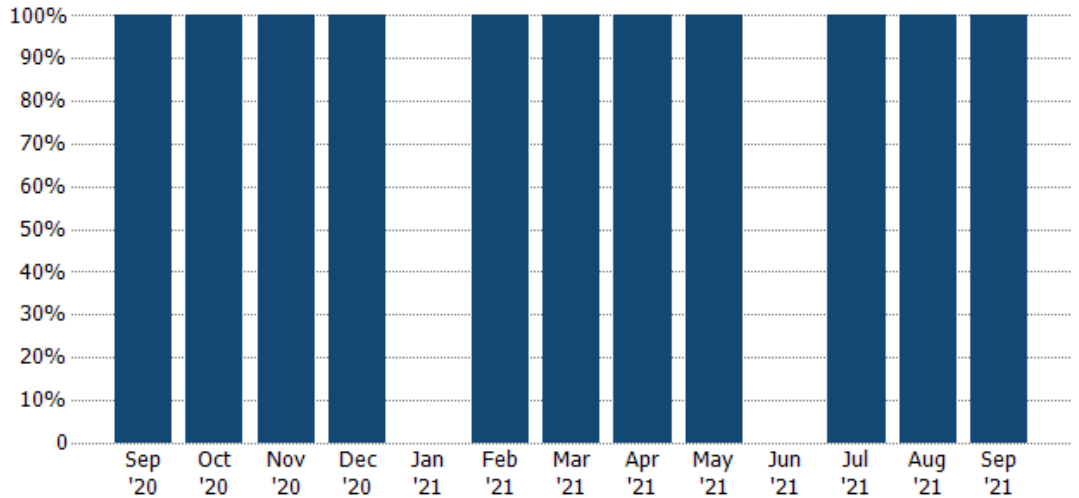
Current Year	\$1.46M	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M	-	\$958K	\$765K	\$1.28M
Prior Year	\$435K	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M
Percent Change from Prior Year	236%	-60%	341%	-34%	-100%	-12%	100%	12%	85%	-100%	-25%	-63%	-12%

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



Single Family Residence

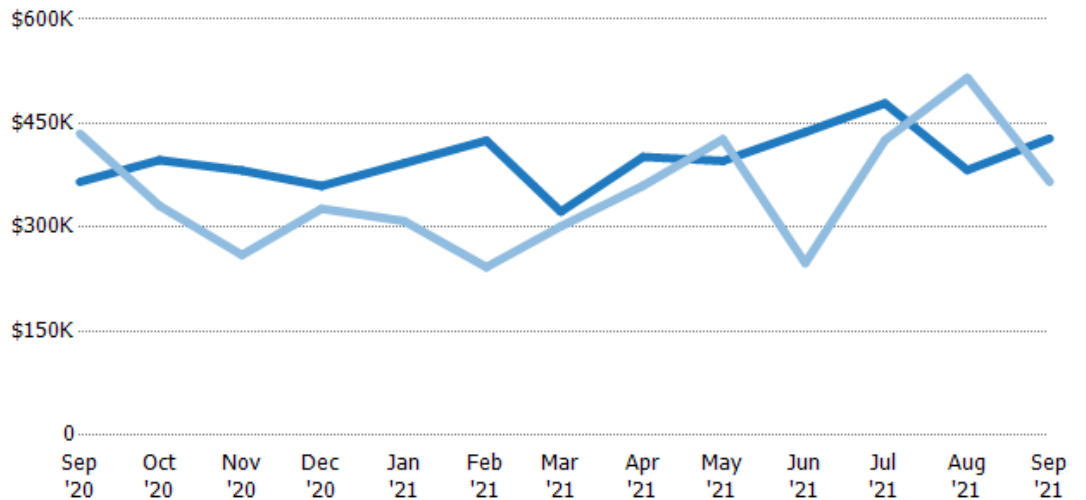
100% 100% 100% 100% - 100% 100% 100% 100% - 100% 100% 100%

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

Prior Year

Percent Change from Prior Year

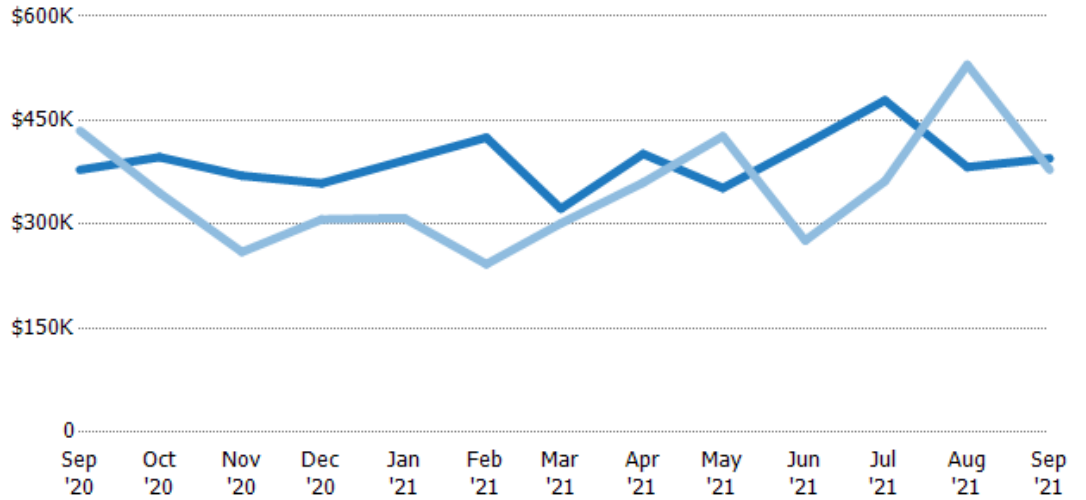
\$366K \$397K \$382K \$360K \$392K \$425K \$323K \$401K \$396K \$437K \$479K \$383K \$428K
 \$435K \$331K \$260K \$327K \$309K \$242K \$301K \$360K \$427K \$248K \$426K \$516K \$366K
 -16% 20% 47% 10% -100% 75% 100% 12% -7% -100% 12% -26% 17%

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



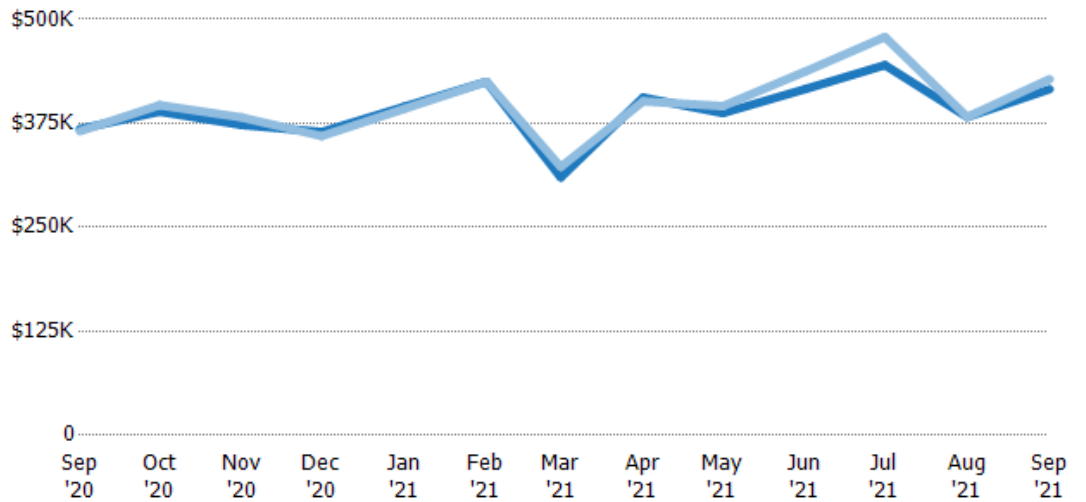
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K	\$395K
Prior Year	\$435K	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K
Percent Change from Prior Year	-13%	15%	42%	17%	-100%	75%	100%	12%	-17%	-100%	32%	-28%	4%

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



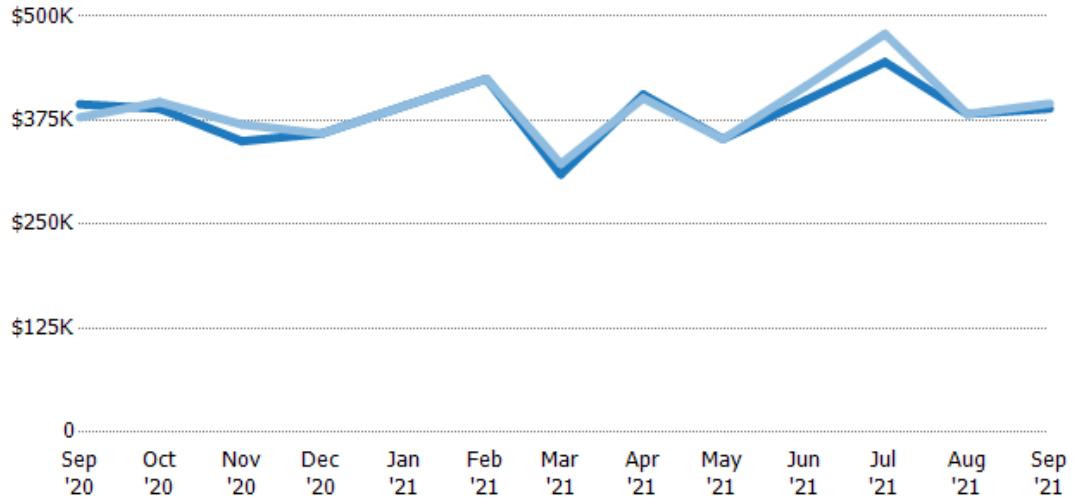
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg List Price	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K	\$416K
Avg Sales Price	\$366K	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$437K	\$479K	\$383K	\$428K
Avg Sales Price as a % of Avg List Price	99%	102%	102%	99%	99%	100%	104%	99%	102%	105%	108%	100%	103%

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



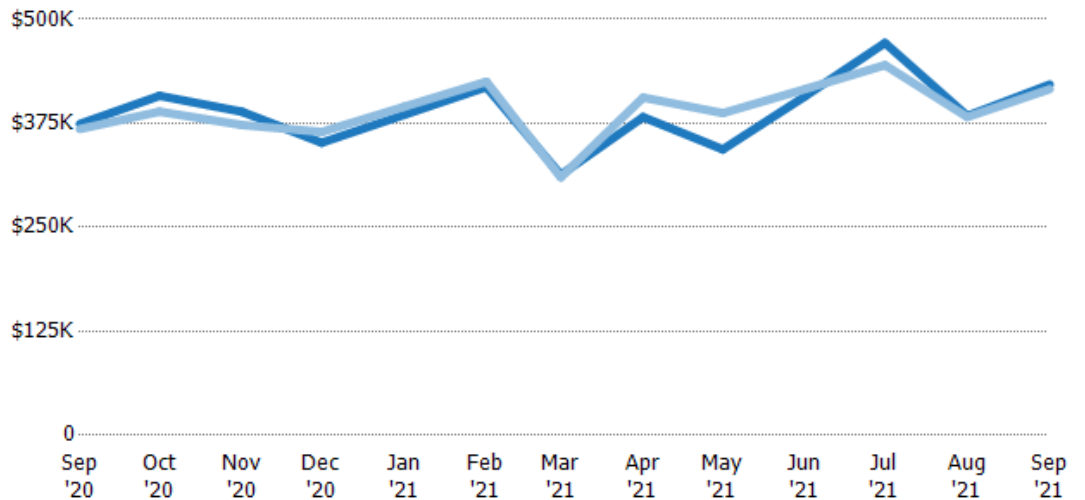
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K	\$389K
Median Sales Price	\$379K	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K	\$395K
Med Sales Price as a % of Med List Price	96%	102%	106%	100%	100%	100%	104%	99%	100%	104%	108%	100%	102%

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



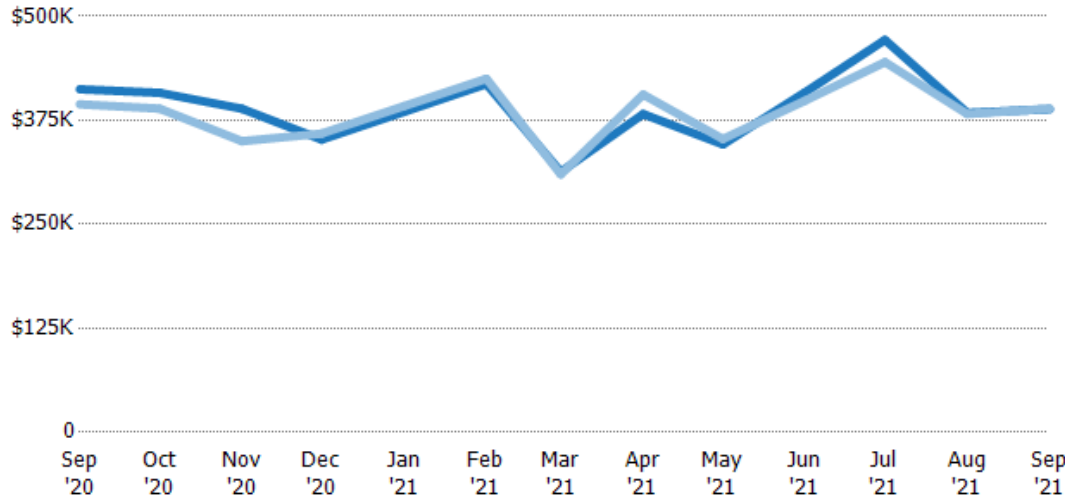
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$374K	\$408K	\$389K	\$352K	\$385K	\$419K	\$313K	\$382K	\$344K	\$408K	\$472K	\$384K	\$422K
Avg Sales Price	\$368K	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K	\$416K
Avg Sales Price as a % of Avg Est Value	98%	95%	96%	104%	103%	102%	99%	106%	113%	104%	94%	100%	99%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$412K	\$408K	\$389K	\$352K	\$385K	\$419K	\$313K	\$382K	\$346K	\$409K	\$472K	\$384K	\$388K
Median Sales Price	\$394K	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K	\$389K
Med Sales Price as a % of Med Est Value	96%	95%	90%	102%	102%	102%	99%	106%	102%	98%	94%	100%	100%