

## Summary of Key Listing and Sales Metrics

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

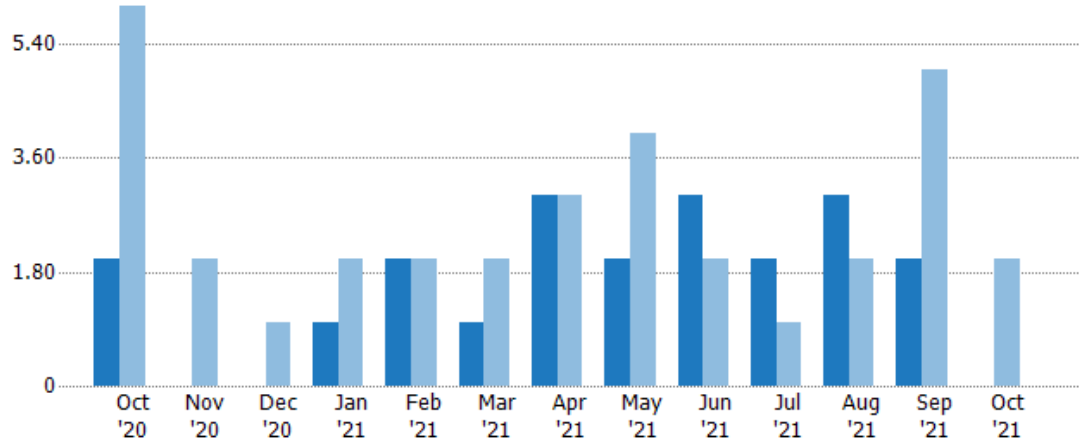
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	–	2	–	19	25	-24%
New Listing Volume	–	\$758,900	–	\$7,889,597	\$9,347,750	-15.6%
Active Listing Count	2	5	-60%	N/A	N/A	
Active Listing Volume	\$804,000	\$2,151,700	-62.6%	N/A	N/A	
Average Listing Price	\$402,000	\$430,340	-6.6%	\$498,305	\$426,934	+16.7%
Median Listing Price	\$402,000	\$399,900	+0.5%	\$493,814	\$411,744	+19.9%
Median Days in RPR	45	50	-10%	116.21	111.28	+4.4%
Months of Inventory	0.7	1.3	-46.7%	1	4.2	-77%
Absorption Rate	150%	80%	+70%	104.55%	24.1%	+80.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	3	-66.7%	20	29	-31%
New Pending Sales Volume	\$385,000	\$1,018,900	-62.2%	\$8,282,497	\$11,064,378	-25.1%
Pending Sales Count	1	5	-80%	N/A	N/A	
Pending Sales Volume	\$385,000	\$1,812,800	-78.8%	N/A	N/A	
Closed Sales Count	4	1	+300%	19	23	-17.4%
Closed Sales Volume	\$1,917,000	\$396,780	+383.1%	\$8,056,508	\$8,559,205	-5.9%
Average Sales Price	\$479,250	\$396,780	+20.8%	\$424,027	\$372,139	+13.9%
Median Sales Price	\$425,000	\$396,780	+7.1%	\$398,264	\$373,514	+6.6%

## 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



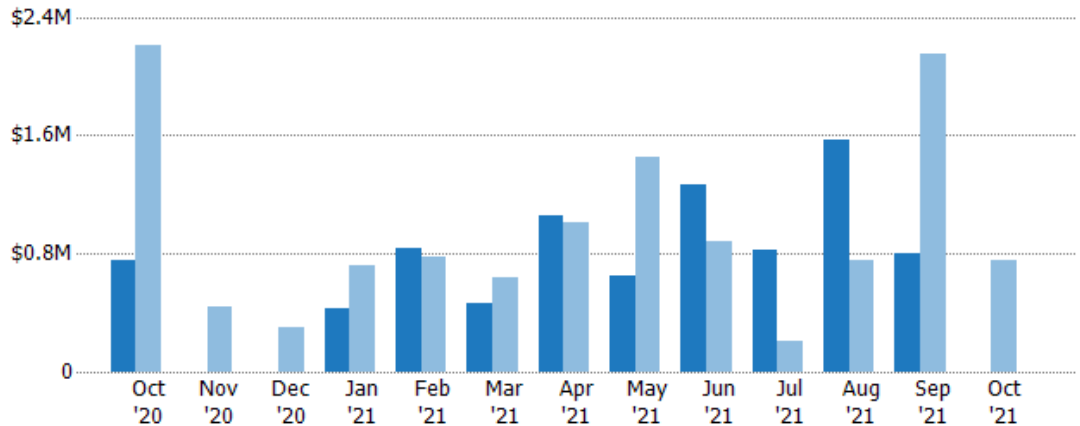
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	2	-	-	1	2	1	3	2	3	2	3	2	-
Prior Year	6	2	1	2	2	2	3	4	2	1	2	5	2
Percent Change from Prior Year	-67%	-100%	-100%	-50%	0%	-50%	0%	-50%	50%	100%	50%	-60%	-100%

## 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



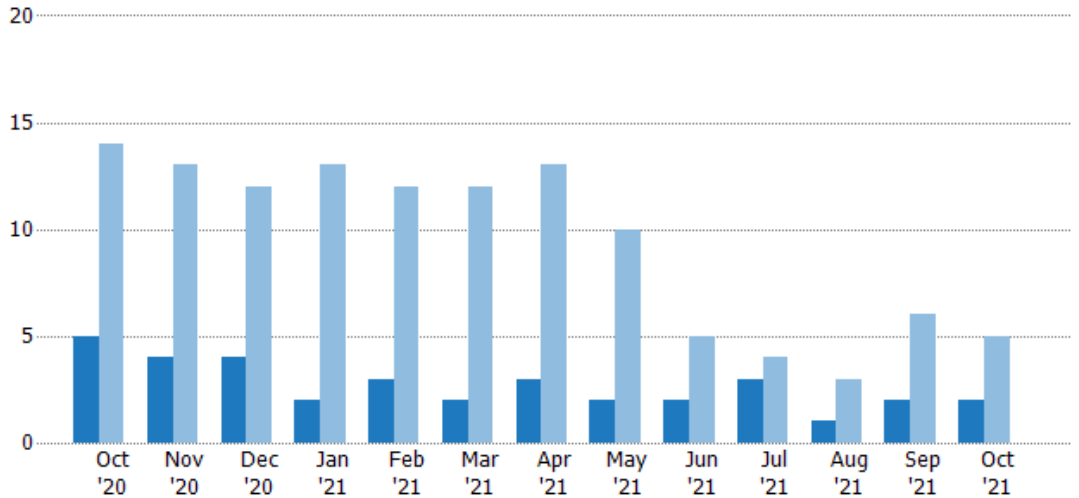
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$759K	-	-	\$425K	\$835K	\$469K	\$1.06M	\$645K	\$1.26M	\$824K	\$1.56M	\$804K	-
Prior Year	\$2.21M	\$445K	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M	\$888K	\$209K	\$750K	\$2.15M	\$759K
Percent Change from Prior Year	-66%	-100%	-100%	-41%	8%	-27%	5%	-55%	42%	294%	109%	-63%	-100%

## 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



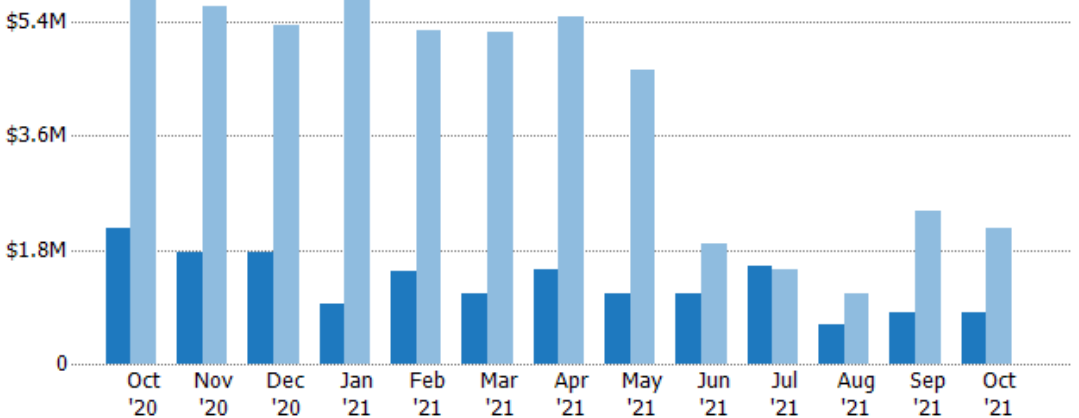
Month/Year	Count	% Chg.
Oct '21	2	-60%
Oct '20	5	-64.3%
Oct '19	14	-35.7%

## 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.
Oct '21	\$804K	-62.6%
Oct '20	\$2.15M	-65.6%
Oct '19	\$6.25M	-47%

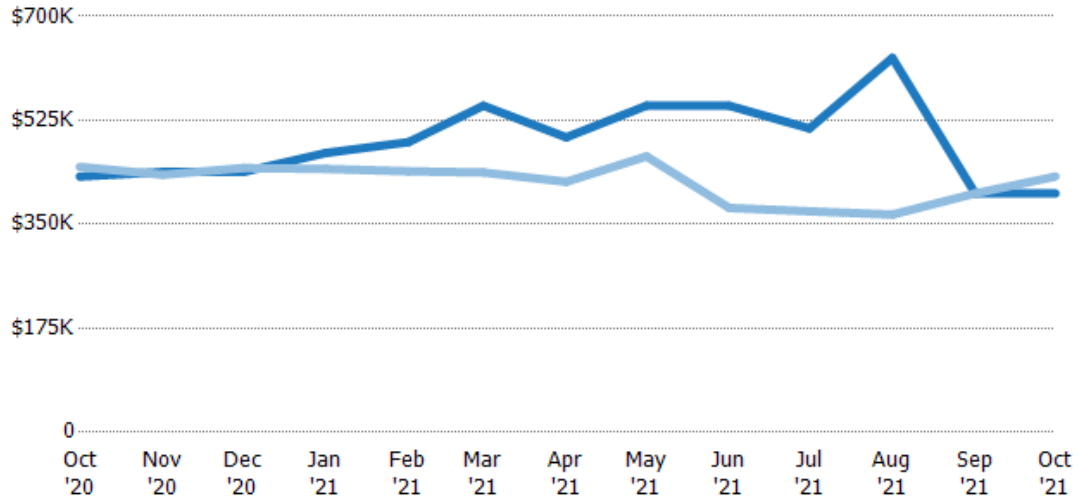
## Average Listing Price

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.
Oct '21	\$402K	-6.6%
Oct '20	\$430K	-3.6%
Oct '19	\$447K	-17.6%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$630K	\$402K	\$402K
Prior Year	\$447K	\$433K	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K	\$377K	\$372K	\$366K	\$402K	\$430K
Percent Change from Prior Year	-4%	1%	-1%	6%	11%	26%	18%	18%	46%	37%	72%	0%	-7%

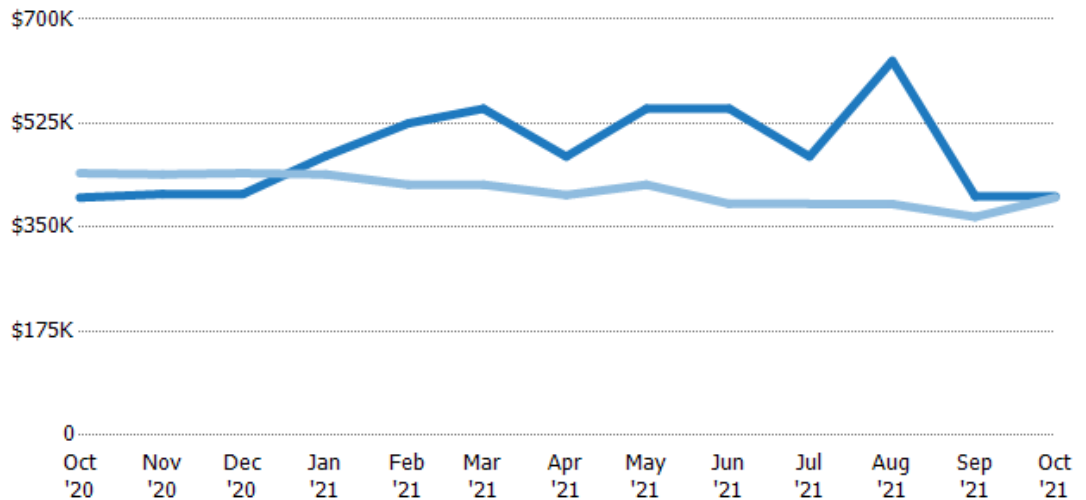
## Median Listing Price

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.
Oct '21	\$402K	0.5%
Oct '20	\$400K	-9.3%
Oct '19	\$441K	-27.5%



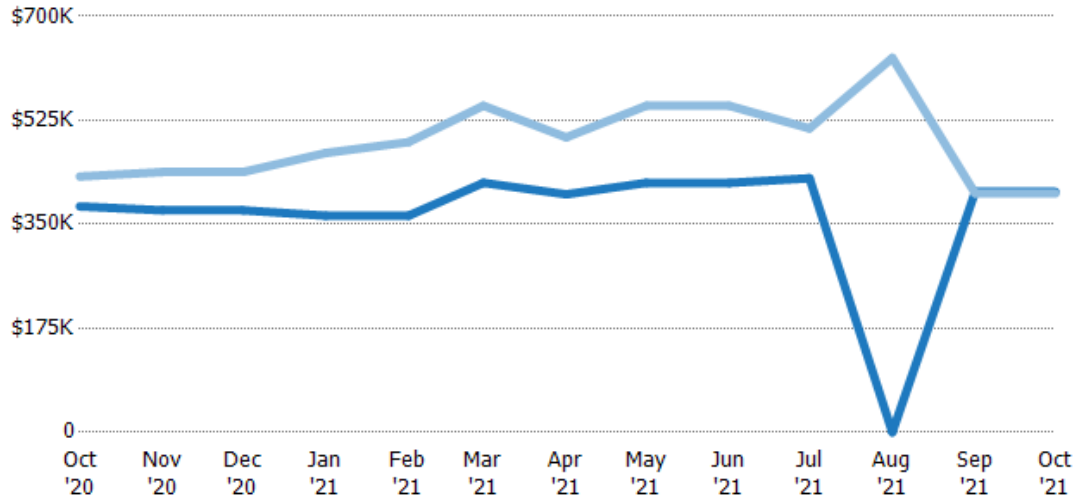
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$630K	\$402K	\$402K
Prior Year	\$441K	\$439K	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K	\$390K	\$389K	\$389K	\$367K	\$400K
Percent Change from Prior Year	-9%	-8%	-8%	7%	25%	30%	16%	30%	41%	20%	62%	9%	1%

## 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



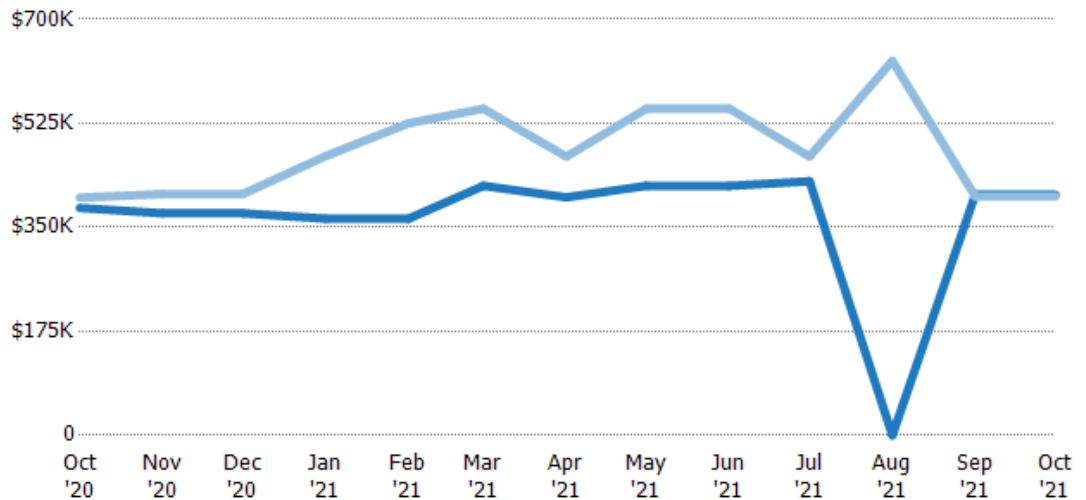
Avg Est Value	\$380K	\$373K	\$373K	\$364K	\$364K	\$420K	\$400K	\$420K	\$420K	\$427K	\$0	\$405K	\$405K
Avg Listing Price	\$430K	\$438K	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$630K	\$402K	\$402K
Avg Listing Price as a % of Avg Est Value	113%	117%	117%	129%	134%	131%	124%	131%	131%	120%	100%	99%	99%

## 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



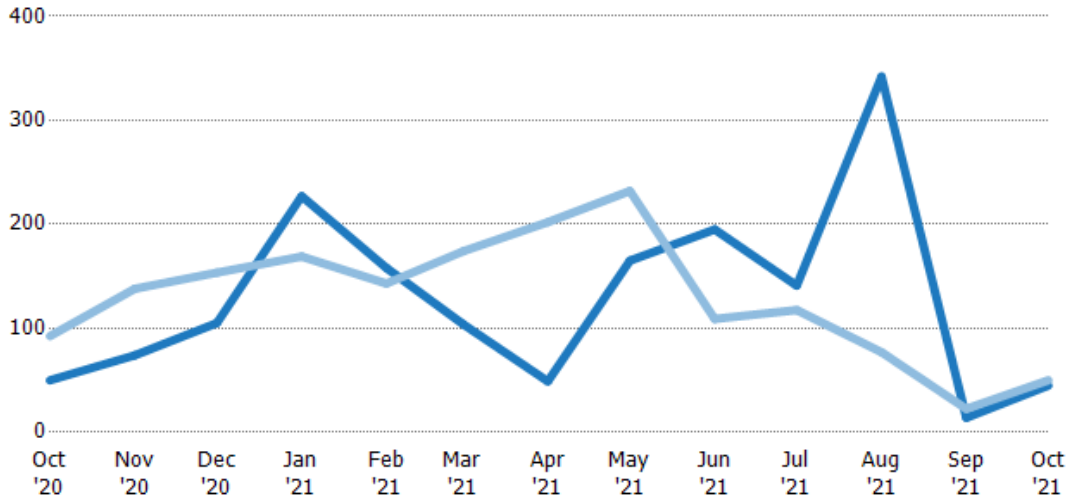
Median Est Value	\$382K	\$373K	\$373K	\$364K	\$364K	\$420K	\$400K	\$420K	\$420K	\$427K	\$0	\$405K	\$405K
Median Listing Price	\$400K	\$406K	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$630K	\$402K	\$402K
Med Listing Price as a % of Med Est Value	105%	109%	109%	129%	144%	131%	117%	131%	131%	110%	100%	99%	99%

## 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.
Oct '21	45	-10%
Oct '20	50	-45.9%
Oct '19	92.5	-28.6%

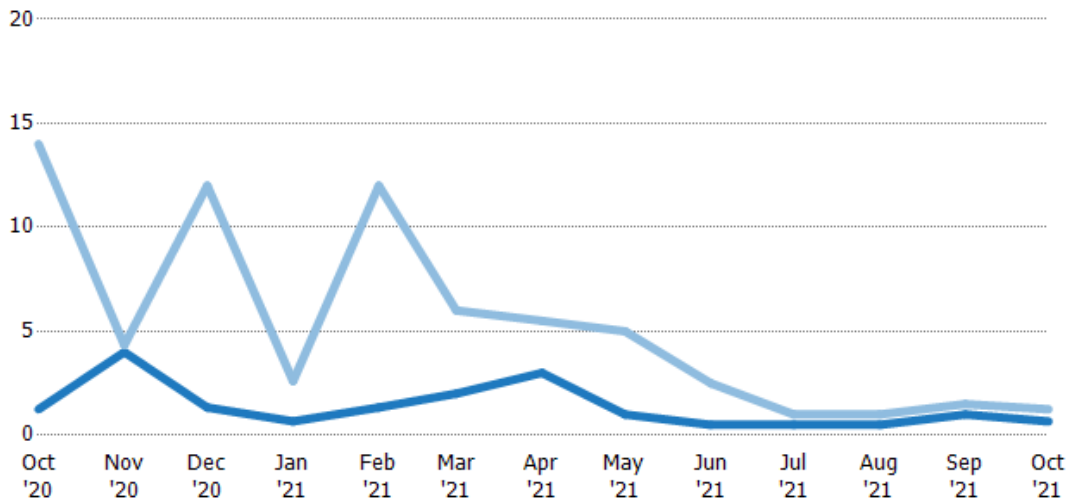
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	50	74	105	227	158	104	49	165	195	141	342	14	45
Prior Year	92.5	138	154	169	143	174	202	232	109	118	77	22.5	50
Percent Change from Prior Year	-46%	-46%	-32%	34%	10%	-40%	-76%	-29%	79%	20%	344%	-38%	-10%

## 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



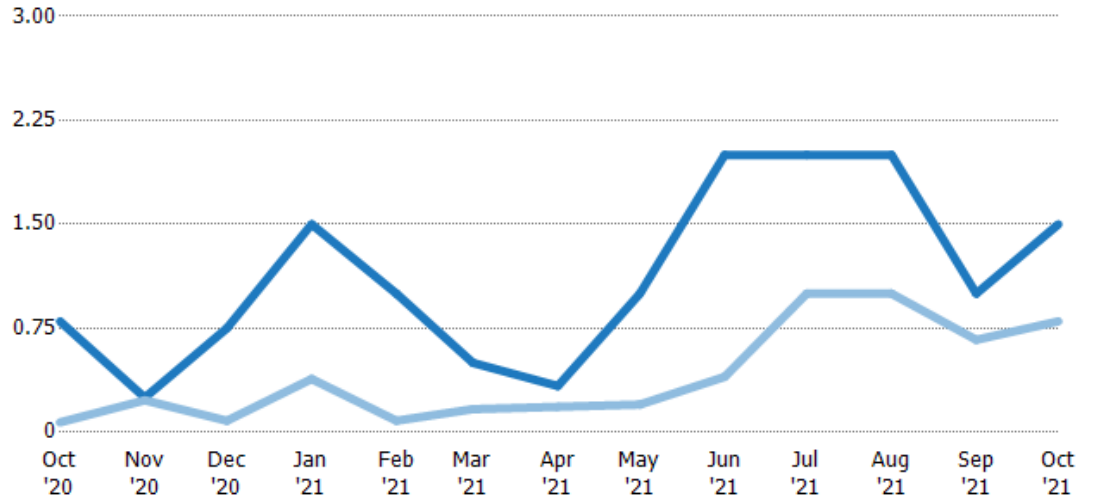
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	1.25	4	1.33	0	1.33	2	3	1	0	0	0	1	0
Prior Year	14	4.33	12	2.6	12	6	5.5	5	2.5	1	1	1.5	1.25
Percent Change from Prior Year	-91%	-8%	-89%	-74%	-100%	-67%	100%	-80%	-80%	-100%	-50%	-33%	-47%

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



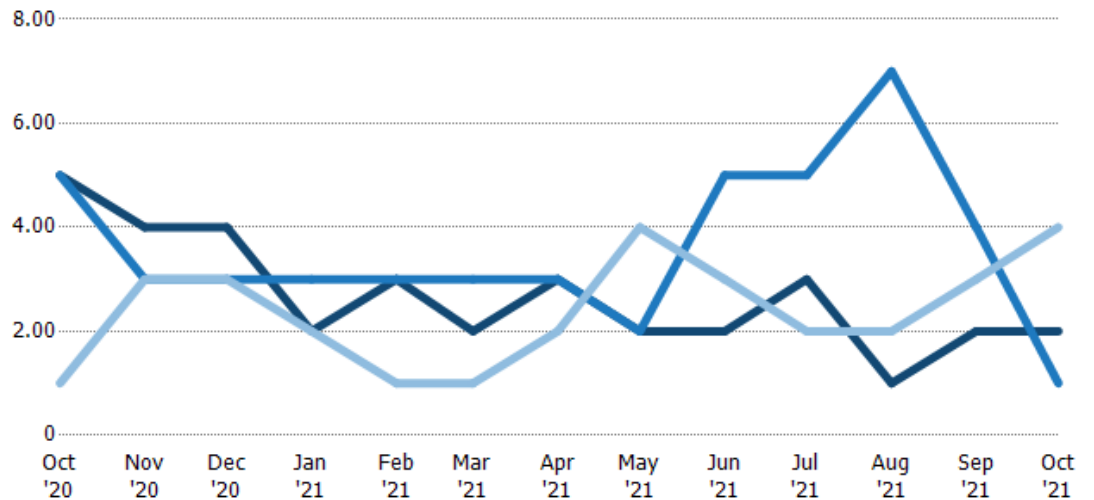
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	80%	25%	75%	150%	100%	50%	33%	100%	200%	200%	200%	100%	150%
Prior Year	7%	23%	8%	38%	8%	17%	18%	20%	40%	100%	100%	67%	80%
Change from Prior Year	-73%	-2%	-67%	-112%	8%	-33%	-33%	-80%	-160%	100%	-100%	-33%	-70%

## 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



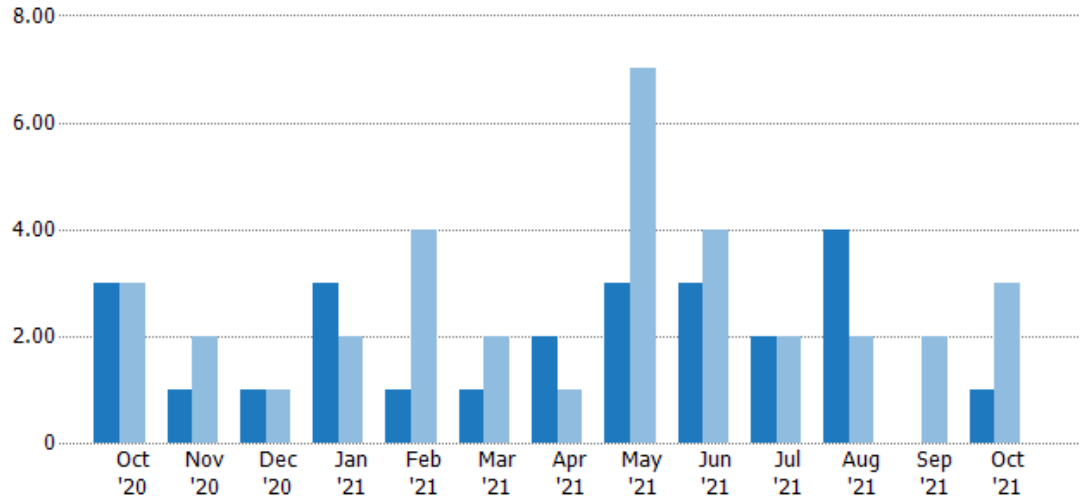
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	5	4	4	2	3	2	3	2	2	3	1	2	2
Pending	5	3	3	3	3	3	3	2	5	5	7	4	1
Sold	1	3	3	2	1	1	2	4	3	2	2	3	4

## 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



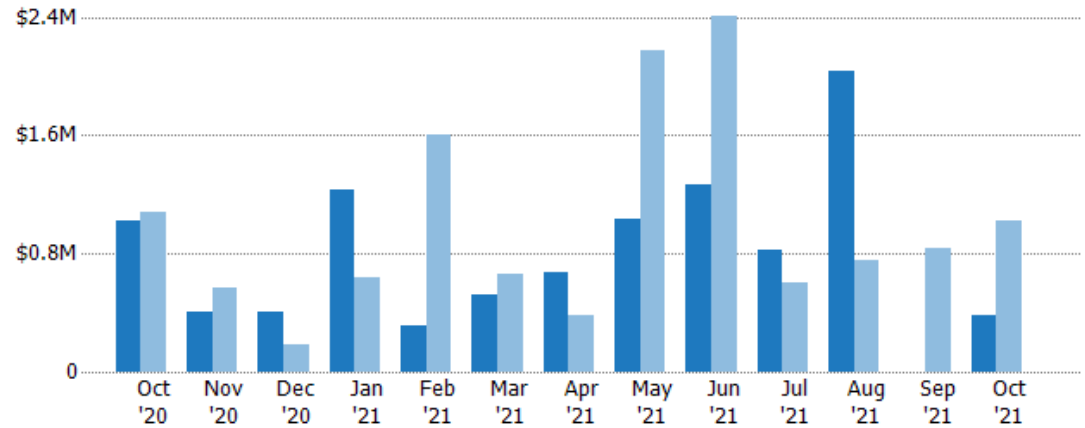
Current Year	3	1	1	3	1	1	2	3	3	2	4	-	1
Prior Year	3	2	1	2	4	2	1	7	4	2	2	2	3
Percent Change from Prior Year	0%	-50%	0%	50%	-75%	-50%	100%	-57%	-25%	0%	100%	-100%	-67%

## 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	\$1.02M	\$400K	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M	\$1.26M	\$824K	\$2.03M	-	\$385K
Prior Year	\$1.08M	\$574K	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M	\$599K	\$749K	\$833K	\$1.02M
Percent Change from Prior Year	-6%	-30%	122%	95%	-81%	-21%	74%	-52%	-47%	38%	171%	-100%	-62%

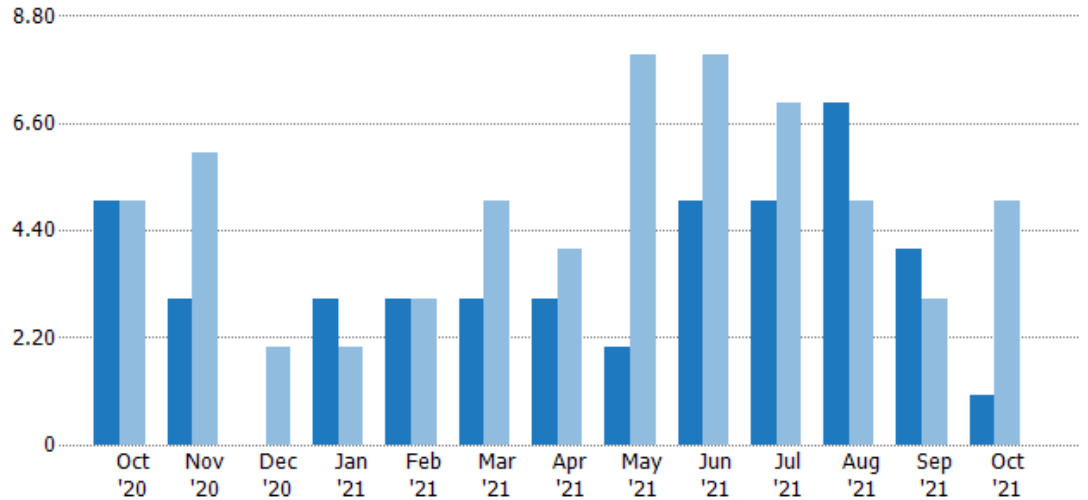


## Pending Sales

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



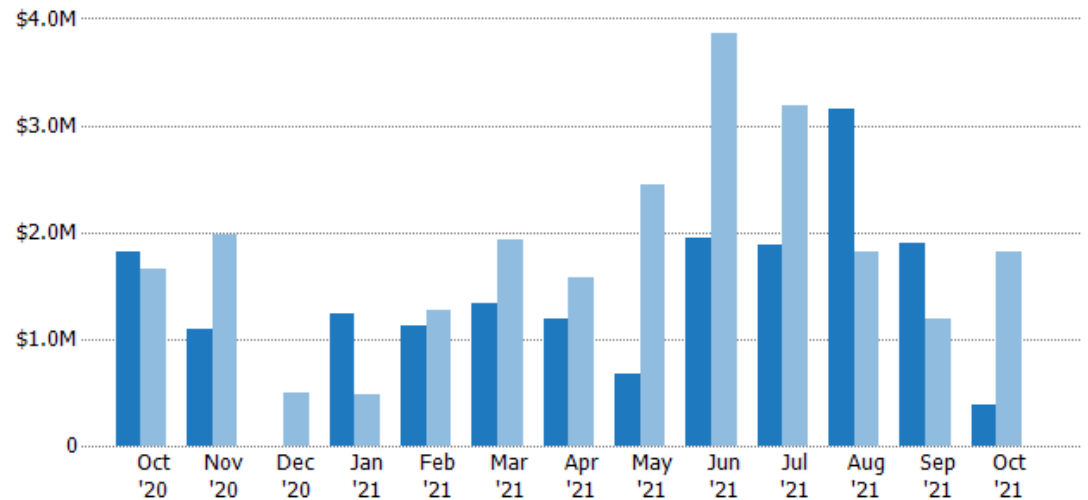
Current Year	5	3	-	3	3	3	3	2	5	5	7	4	1
Prior Year	5	6	2	2	3	5	4	8	8	7	5	3	5
Percent Change from Prior Year	0%	-50%	-100%	50%	0%	-40%	-25%	-75%	-38%	-29%	40%	33%	-80%

## 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



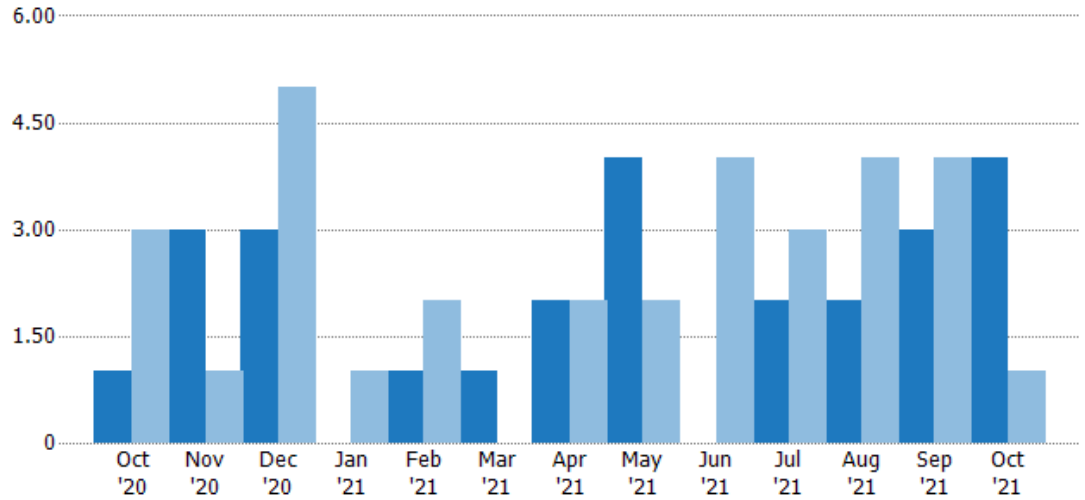
Current Year	\$1.81M	\$1.09M	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$680K	\$1.94M	\$1.88M	\$3.15M	\$1.9M	\$385K
Prior Year	\$1.66M	\$1.97M	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$3.19M	\$1.82M	\$1.18M	\$1.81M
Percent Change from Prior Year	9%	-45%	-100%	158%	-11%	-31%	-24%	-72%	-50%	-41%	73%	61%	-79%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



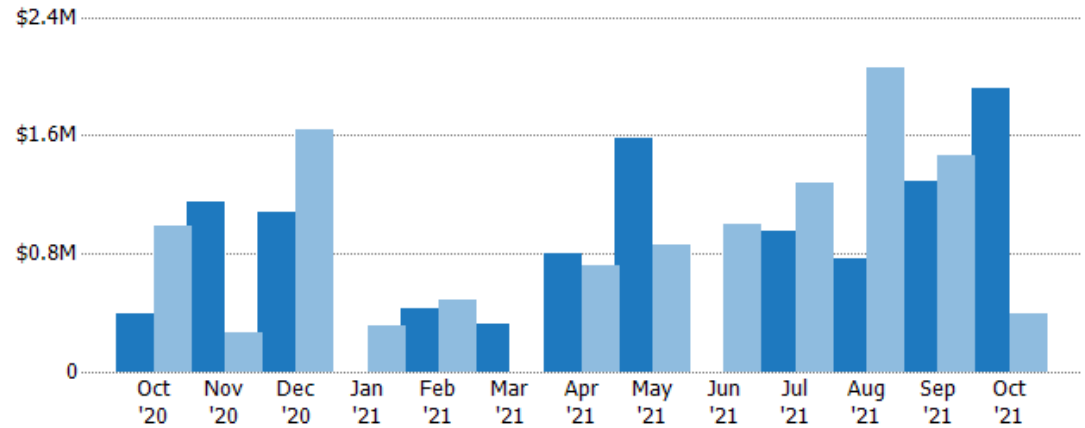
Current Year	1	3	3	-	1	1	2	4	-	2	2	3	4
Prior Year	3	1	5	1	2	-	2	2	4	3	4	4	1
Percent Change from Prior Year	-67%	200%	-40%	-100%	-50%	100%	0%	100%	-100%	-33%	-50%	-25%	300%

## 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



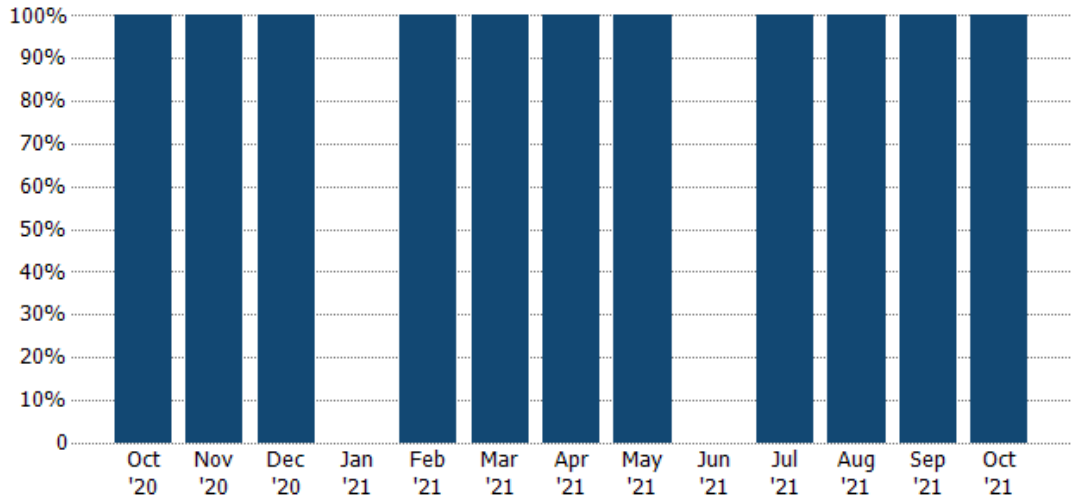
Current Year	\$397K	\$1.15M	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M	-	\$958K	\$765K	\$1.28M	\$1.92M
Prior Year	\$993K	\$260K	\$1.63M	\$309K	\$485K	-	\$720K	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K
Percent Change from Prior Year	-60%	341%	-34%	-100%	-12%	100%	12%	85%	-100%	-25%	-63%	-12%	383%

## 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

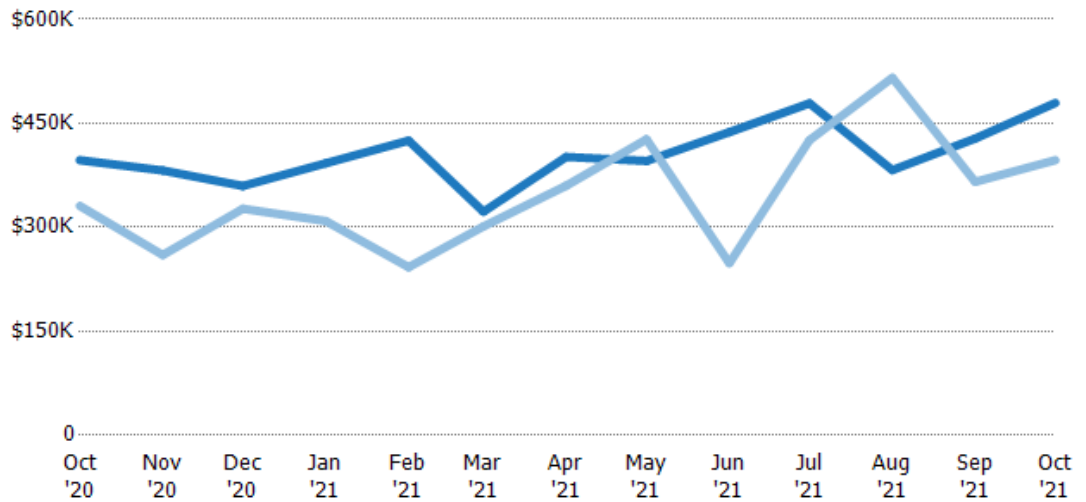
100% 100% 100% - 100% 100% 100% 100% - 100% 100% 100% 100%

## 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

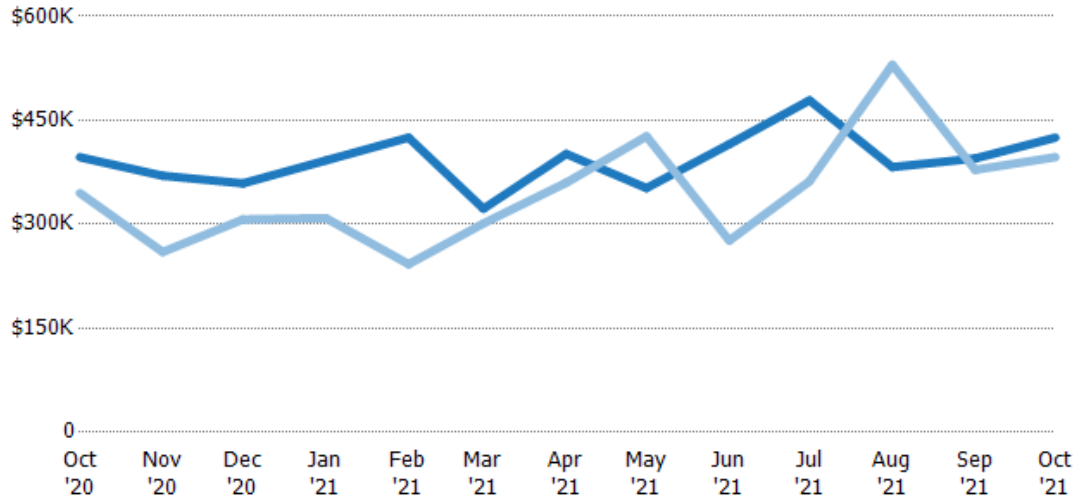
\$397K \$382K \$360K \$392K \$425K \$323K \$401K \$396K \$437K \$479K \$383K \$428K \$479K  
 \$331K \$260K \$327K \$309K \$242K \$301K \$360K \$427K \$248K \$426K \$516K \$366K \$397K  
 20% 47% 10% -100% 75% 100% 12% -7% -100% 12% -26% 17% 21%

## 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



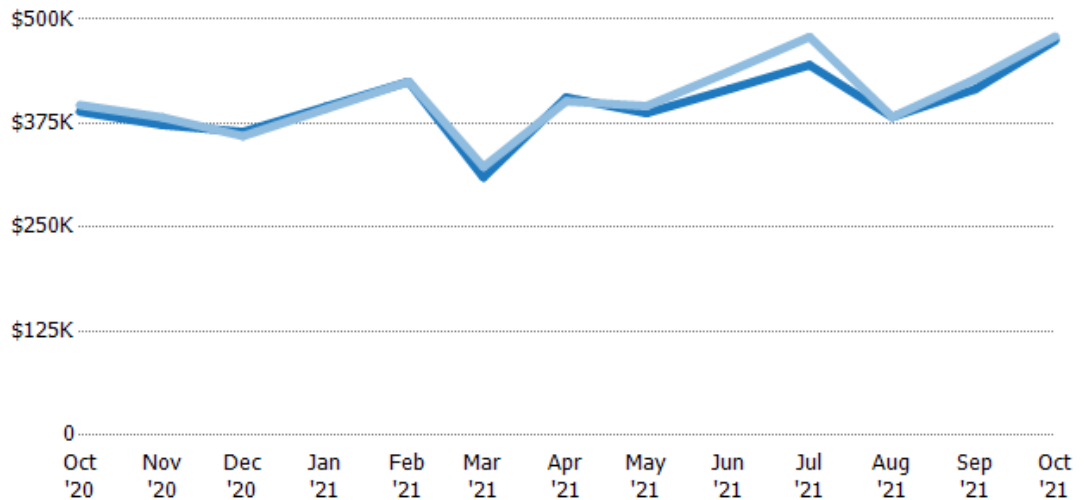
Current Year	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K	\$395K	\$425K
Prior Year	\$345K	\$260K	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K
Percent Change from Prior Year	15%	42%	17%	-100%	75%	100%	12%	-17%	-100%	32%	-28%	4%	7%

## 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



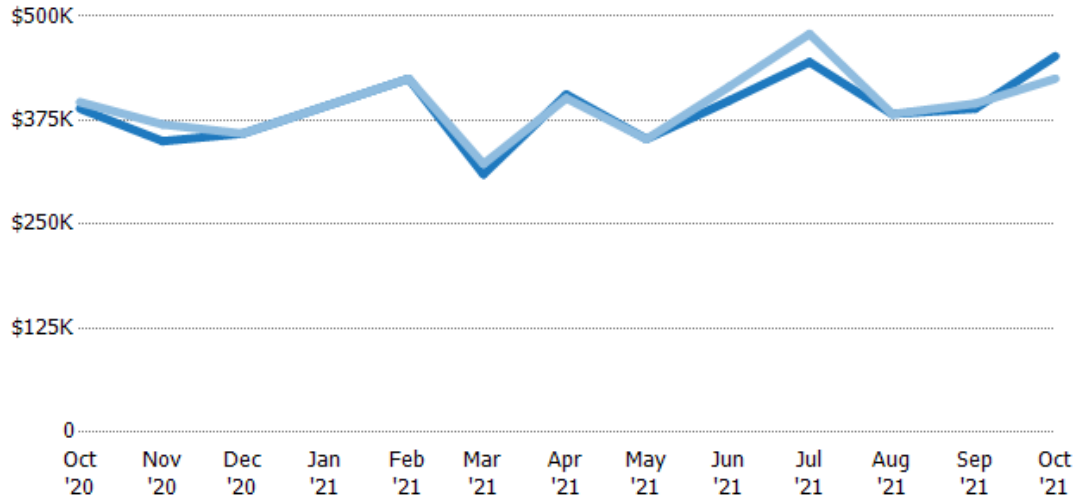
Avg List Price	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K	\$416K	\$475K
Avg Sales Price	\$397K	\$382K	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$437K	\$479K	\$383K	\$428K	\$479K
Avg Sales Price as a % of Avg List Price	102%	102%	99%	99%	100%	104%	99%	102%	105%	108%	100%	103%	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



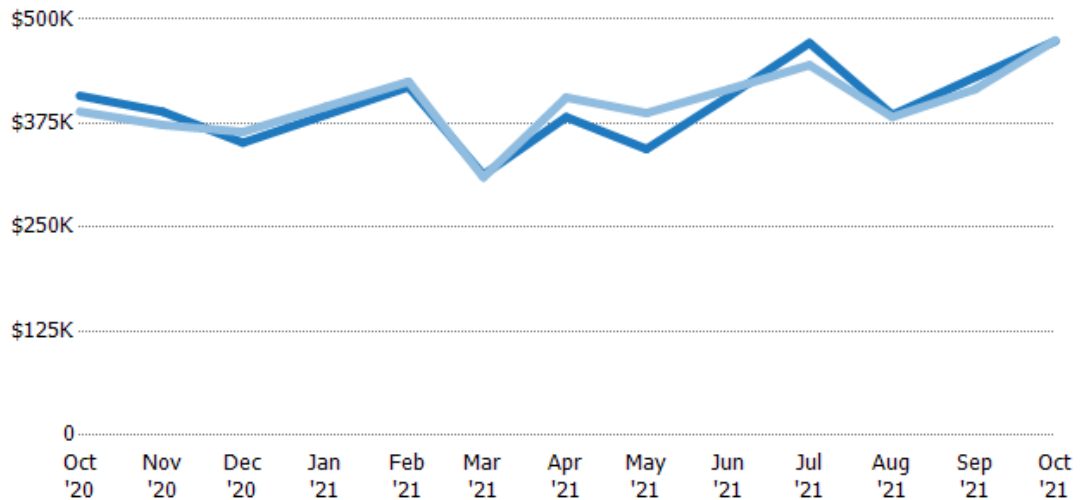
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K	\$389K	\$452K
Median Sales Price	\$397K	\$370K	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K	\$395K	\$425K
Med Sales Price as a % of Med List Price	102%	106%	100%	100%	100%	104%	99%	100%	104%	108%	100%	102%	94%

## 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



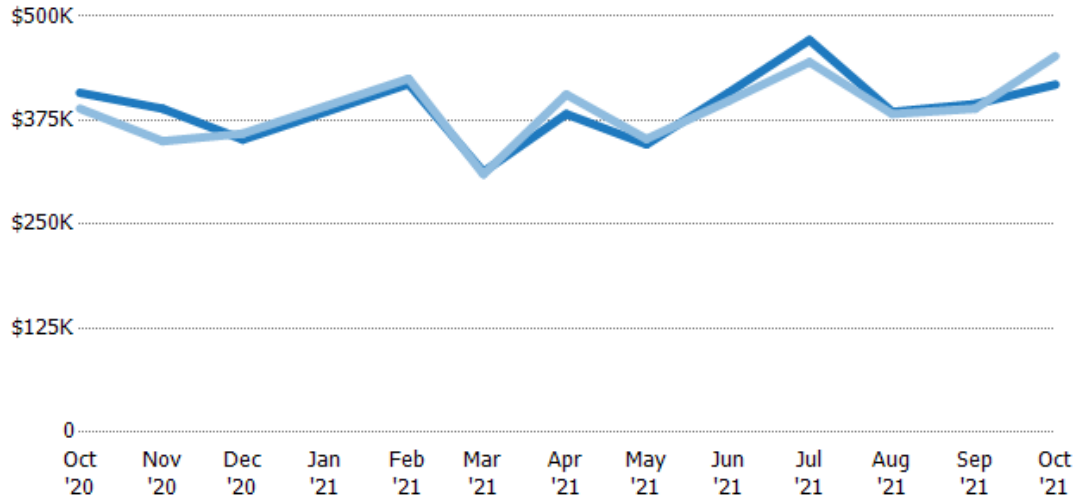
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$408K	\$389K	\$352K	\$385K	\$419K	\$313K	\$382K	\$344K	\$408K	\$472K	\$385K	\$430K	\$474K
Avg Sales Price	\$389K	\$373K	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K	\$416K	\$475K
Avg Sales Price as a % of Avg Est Value	95%	96%	104%	103%	102%	99%	106%	113%	103%	94%	99%	97%	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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$408K	\$389K	\$352K	\$385K	\$419K	\$313K	\$382K	\$346K	\$409K	\$472K	\$385K	\$394K	\$418K
Median Sales Price	\$389K	\$350K	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K	\$389K	\$452K
Med Sales Price as a % of Med Est Value	95%	90%	102%	102%	102%	99%	106%	102%	98%	94%	99%	99%	108%