

Summary of Key Listing and Sales Metrics

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

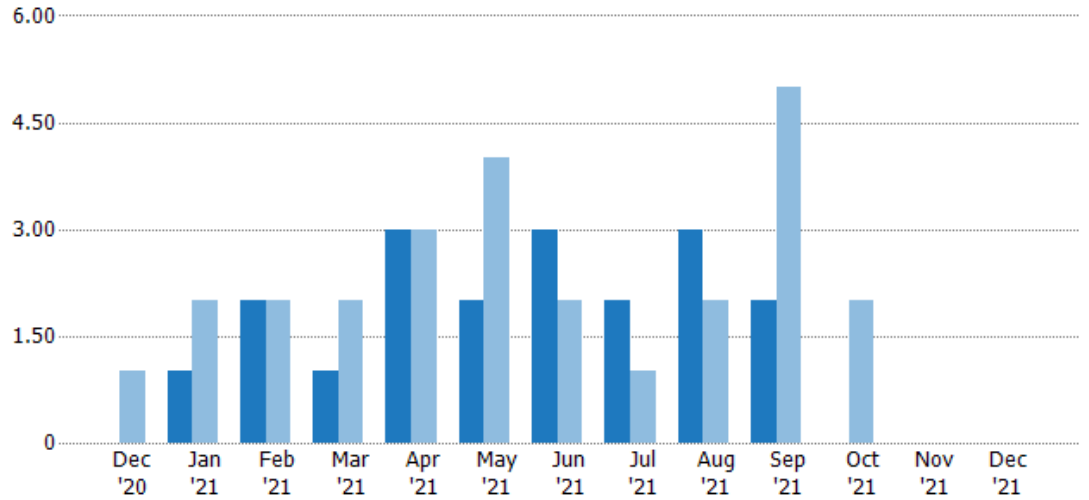
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	–	–	–	19	25	-24%
New Listing Volume	–	–	–	\$7,889,597	\$9,347,750	-15.6%
Active Listing Count	–	4	–	N/A	N/A	
Active Listing Volume	–	\$1,751,800	–	N/A	N/A	
Average Listing Price	–	\$437,950	–	\$503,700	\$427,903	+17.7%
Median Listing Price	–	\$405,950	–	\$498,995	\$411,235	+21.3%
Median Days in RPR	–	105	–	102.48	106.78	-4%
Months of Inventory	–	1.3	–	0.7	3.5	-79.3%
Absorption Rate	–	75%	–	138.1%	28.57%	+109.5%
Sales Activity Charts Metrics						
New Pending Sales Count	–	1	–	21	31	-32.3%
New Pending Sales Volume	–	\$399,900	–	\$8,701,497	\$11,864,178	-26.7%
Pending Sales Count	–	–	–	N/A	N/A	
Pending Sales Volume	–	–	–	N/A	N/A	
Closed Sales Count	2	3	-33.3%	21	29	-27.6%
Closed Sales Volume	\$820,000	\$1,078,900	-24%	\$8,876,508	\$10,784,005	-17.7%
Average Sales Price	\$410,000	\$359,633	+14%	\$422,691	\$371,862	+13.7%
Median Sales Price	\$410,000	\$359,000	+14.2%	\$399,381	\$371,649	+7.5%

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



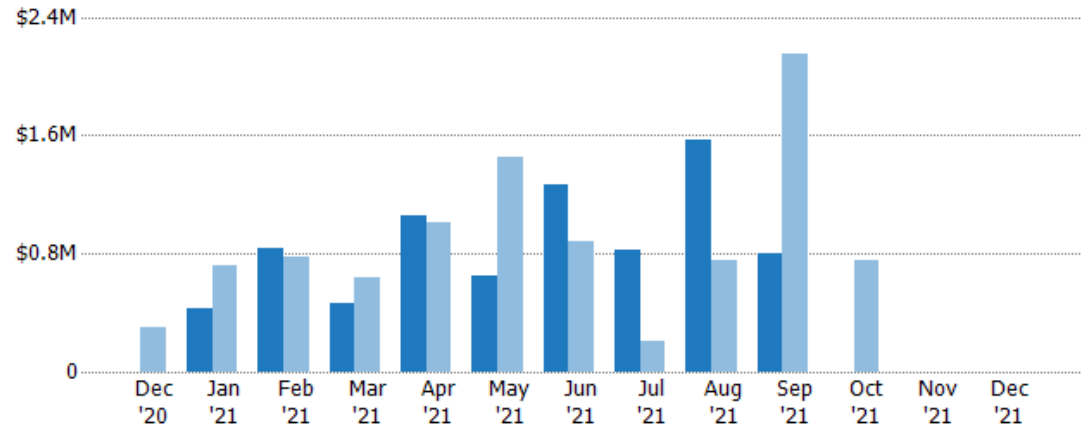
Current Year	-	1	2	1	3	2	3	2	3	2	-	-	-
Prior Year	1	2	2	2	3	4	2	1	2	5	2	-	-
Percent Change from Prior Year	-100%	-50%	0%	-50%	0%	-50%	50%	100%	50%	-60%	-100%	-	-

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



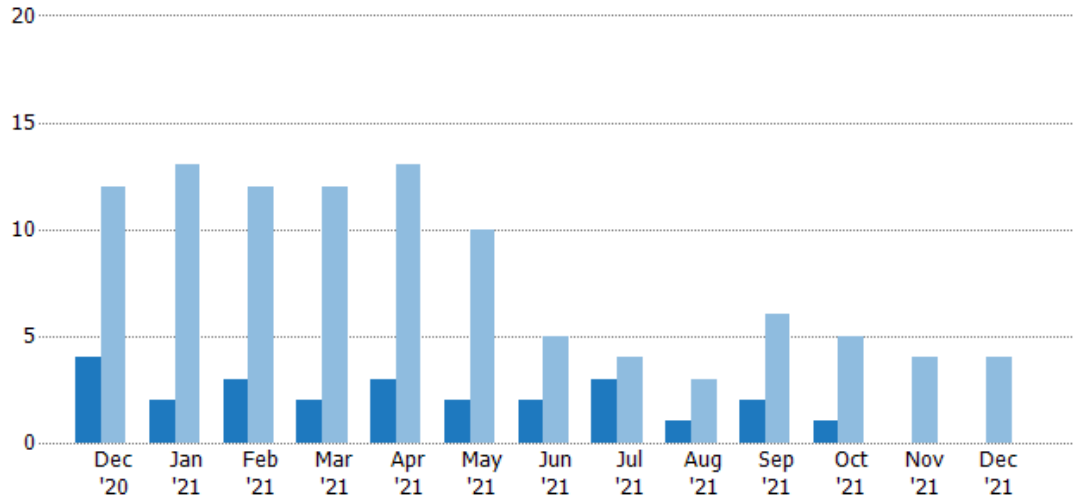
Current Year	-	\$425K	\$835K	\$469K	\$1.06M	\$645K	\$1.26M	\$824K	\$1.56M	\$804K	-	-	-
Prior Year	\$300K	\$725K	\$775K	\$639K	\$1.01M	\$1.45M	\$888K	\$209K	\$750K	\$2.15M	\$759K	-	-
Percent Change from Prior Year	-100%	-41%	8%	-27%	5%	-55%	42%	294%	109%	-63%	-100%	-	-

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



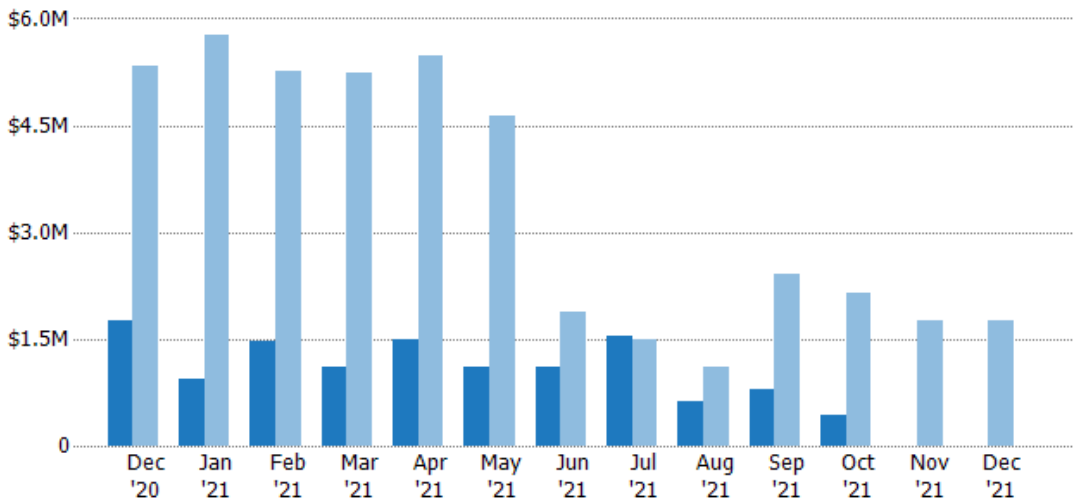
Current Year	4	2	3	2	3	2	2	3	1	2	1	-	-
Prior Year	12	13	12	12	13	10	5	4	3	6	5	4	4
Percent Change from Prior Year	-67%	-85%	-75%	-83%	-77%	-80%	-60%	-25%	-67%	-67%	-80%	-100%	-100%

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



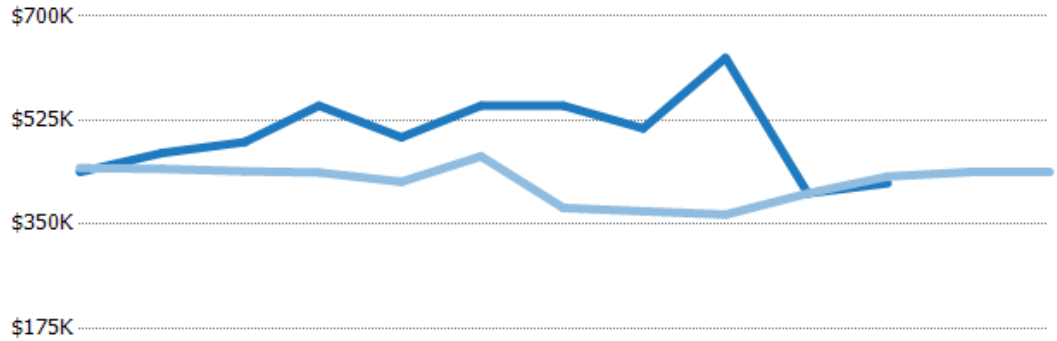
Current Year	\$1.75M	\$940K	\$1.46M	\$1.1M	\$1.49M	\$1.1M	\$1.1M	\$1.53M	\$630K	\$804K	\$419K	-	-
Prior Year	\$5.34M	\$5.76M	\$5.27M	\$5.25M	\$5.48M	\$4.64M	\$1.89M	\$1.49M	\$1.1M	\$2.41M	\$2.15M	\$1.75M	\$1.75M
Percent Change from Prior Year	-67%	-84%	-72%	-79%	-73%	-76%	-42%	3%	-43%	-67%	-81%	-100%	-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



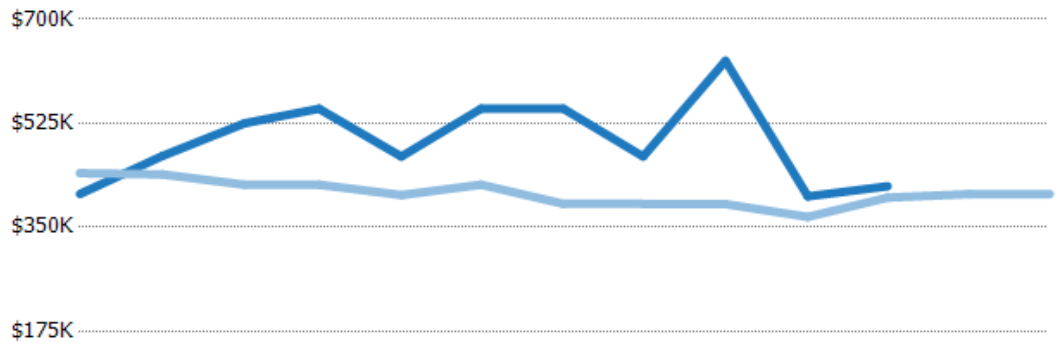
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$630K	\$402K	\$419K	-	-
Prior Year	\$445K	\$443K	\$439K	\$437K	\$421K	\$464K	\$377K	\$372K	\$366K	\$402K	\$430K	\$438K	\$438K
Percent Change from Prior Year	-1%	6%	11%	26%	18%	18%	46%	37%	72%	0%	-3%	-100%	-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



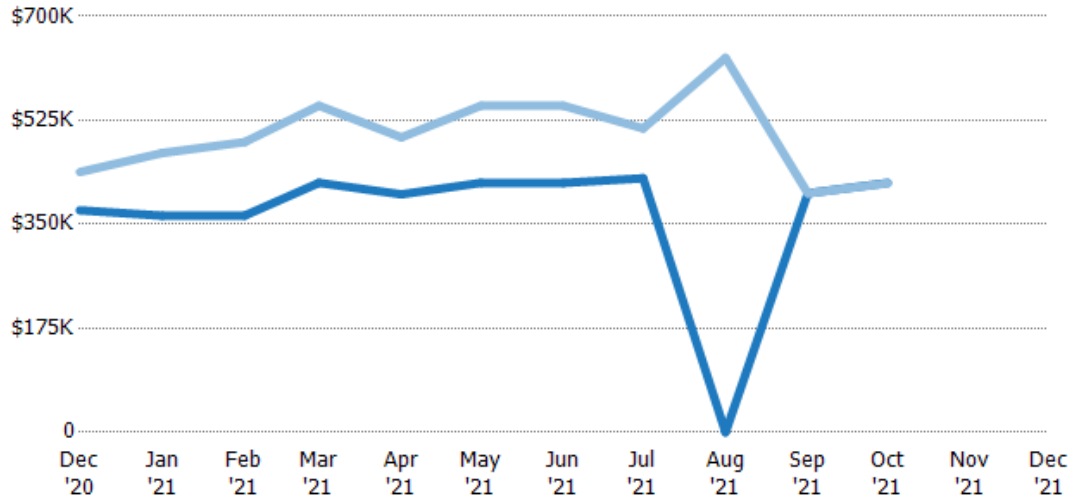
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$630K	\$402K	\$419K	-	-
Prior Year	\$441K	\$439K	\$422K	\$422K	\$404K	\$422K	\$390K	\$389K	\$389K	\$367K	\$400K	\$406K	\$406K
Percent Change from Prior Year	-8%	7%	25%	30%	16%	30%	41%	20%	62%	9%	5%	-100%	-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



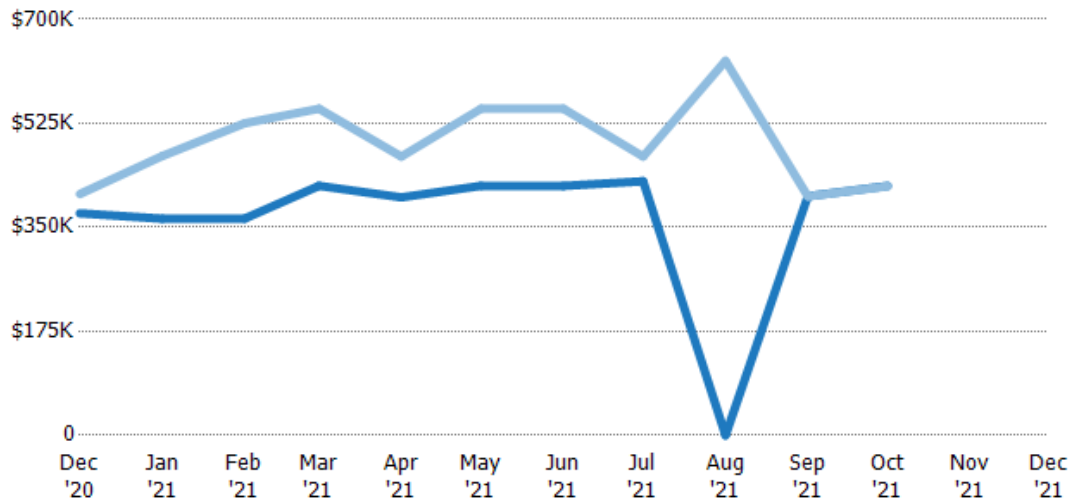
Avg Est Value	\$373K	\$364K	\$364K	\$420K	\$400K	\$420K	\$420K	\$427K	\$0	\$402K	\$420K	-	-
Avg Listing Price	\$438K	\$470K	\$488K	\$550K	\$496K	\$550K	\$550K	\$511K	\$630K	\$402K	\$419K	-	-
Avg Listing Price as a % of Avg Est Value	117%	129%	134%	131%	124%	131%	131%	120%	100%	100%	100%	-	-

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



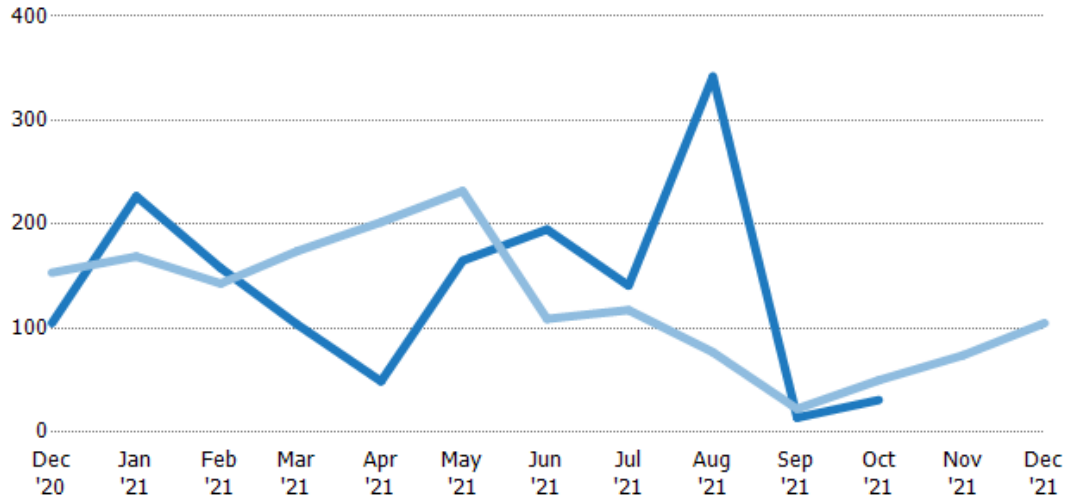
Median Est Value	\$373K	\$364K	\$364K	\$420K	\$400K	\$420K	\$420K	\$427K	\$0	\$402K	\$420K	-	-
Median Listing Price	\$406K	\$470K	\$525K	\$550K	\$469K	\$550K	\$550K	\$469K	\$630K	\$402K	\$419K	-	-
Med Listing Price as a % of Med Est Value	109%	129%	144%	131%	117%	131%	131%	110%	100%	100%	100%	-	-

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



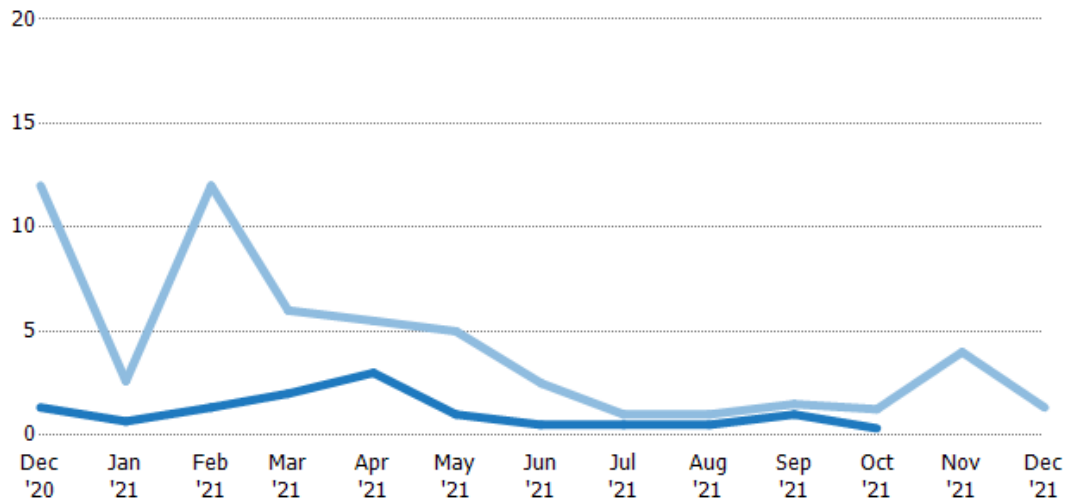
Current Year	105	227	158	104	49	165	195	141	342	14	31	-	-
Prior Year	154	169	143	174	202	232	109	118	77	22.5	50	74	105
Percent Change from Prior Year	-32%	34%	10%	-40%	-76%	-29%	79%	20%	344%	-38%	-38%	-100%	-100%

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



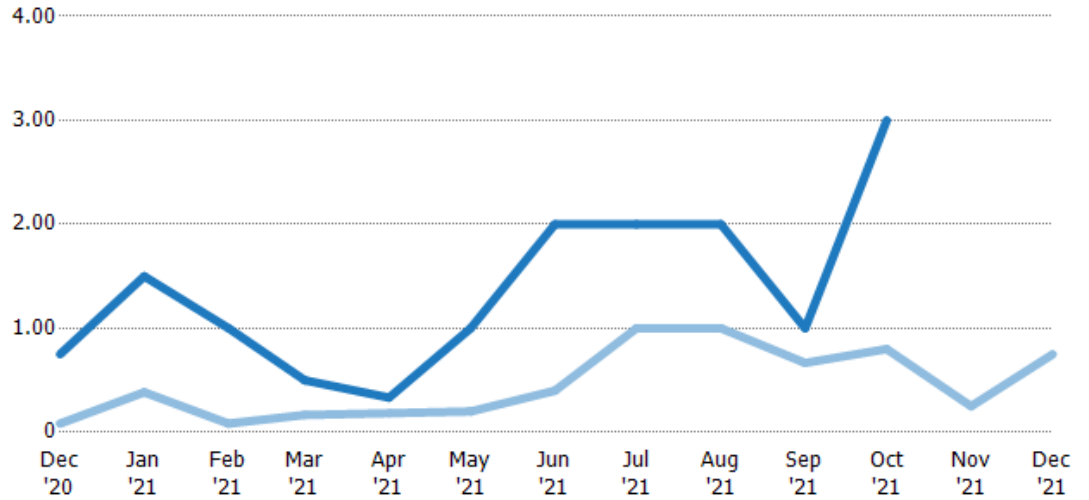
Current Year	1.33	0	1.33	2	3	1	0	0	0	1	0	-	-
Prior Year	12	2.6	12	6	5.5	5	2.5	1	1	1.5	1.25	4	1.33
Percent Change from Prior Year	-89%	-74%	-100%	-67%	100%	-80%	-80%	-100%	-50%	-33%	-73%	-100%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



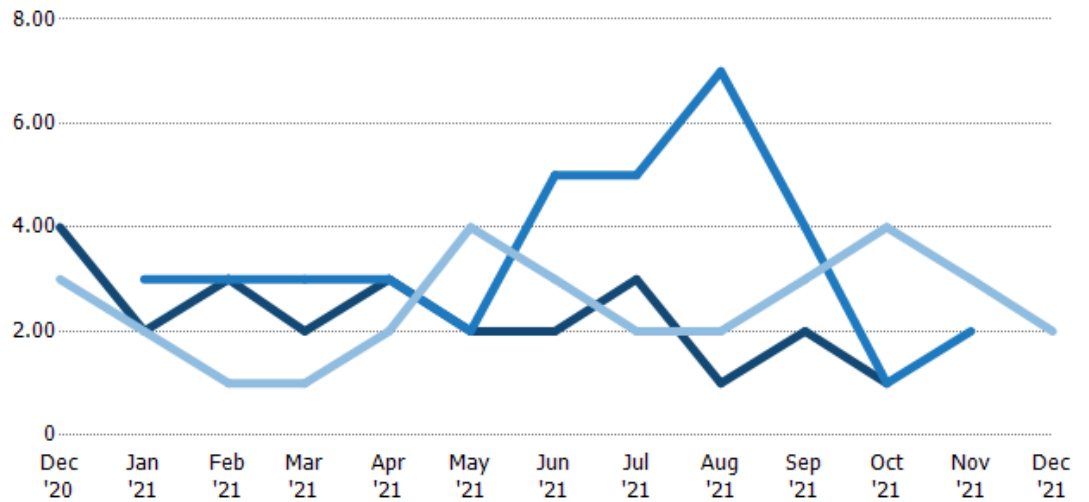
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	75%	150%	100%	50%	33%	100%	200%	200%	200%	100%	300%	-	-
Prior Year	8%	38%	8%	17%	18%	20%	40%	100%	100%	67%	80%	25%	75%
Change from Prior Year	-67%	-112%	8%	-33%	-33%	-80%	-160%	100%	-100%	-33%	-220%	25%	75%

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



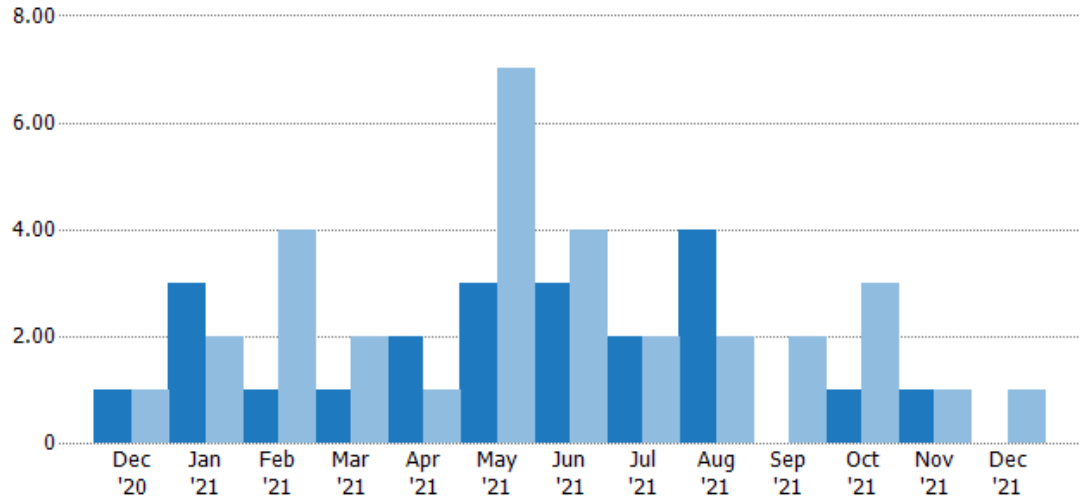
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	4	2	3	2	3	2	2	3	1	2	1	-	-
Pending	-	3	3	3	3	2	5	5	7	4	1	2	-
Sold	3	2	1	1	2	4	3	2	2	3	4	3	2

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



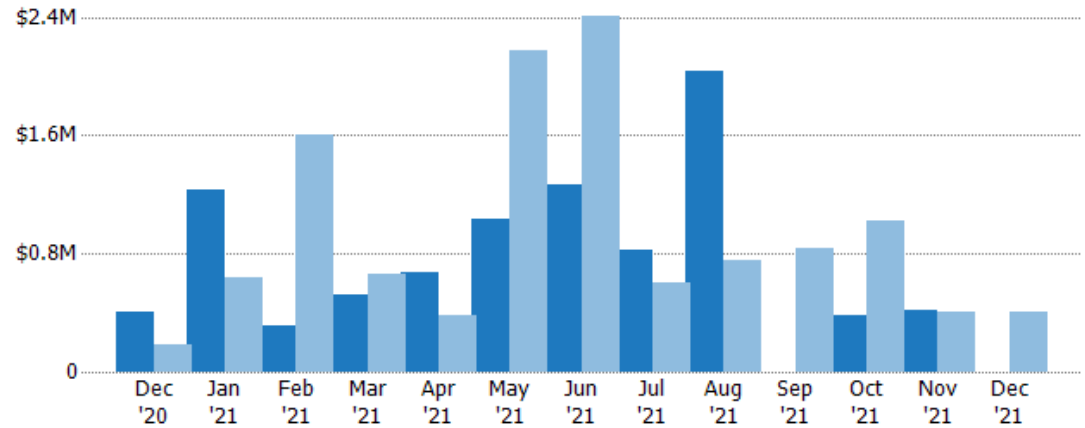
Current Year	1	3	1	1	2	3	3	2	4	-	1	1	-
Prior Year	1	2	4	2	1	7	4	2	2	2	3	1	1
Percent Change from Prior Year	0%	50%	-75%	-50%	100%	-57%	-25%	0%	100%	-100%	-67%	0%	-100%

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



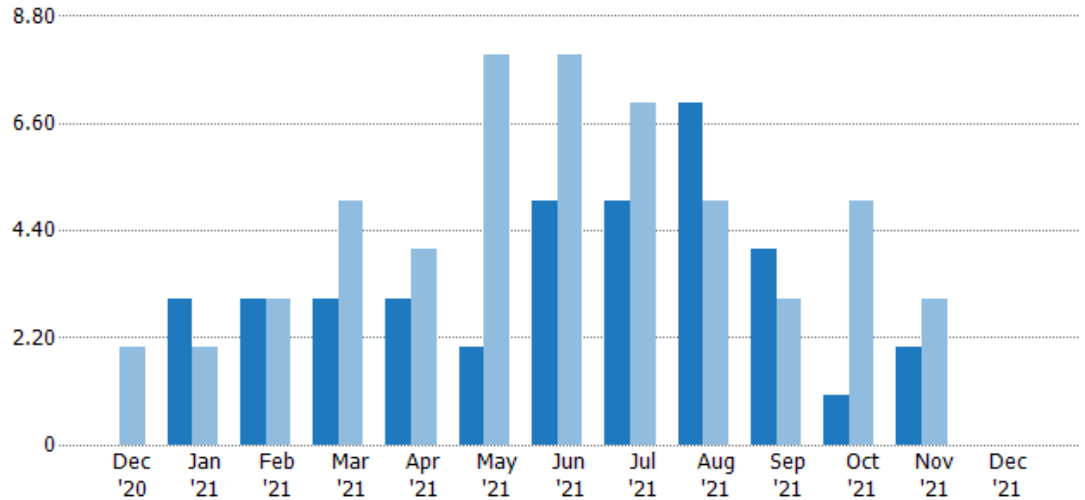
Current Year	\$400K	\$1.24M	\$310K	\$525K	\$669K	\$1.03M	\$1.26M	\$824K	\$2.03M	-	\$385K	\$419K	-
Prior Year	\$180K	\$635K	\$1.6M	\$664K	\$385K	\$2.17M	\$2.41M	\$599K	\$749K	\$833K	\$1.02M	\$400K	\$400K
Percent Change from Prior Year	122%	95%	-81%	-21%	74%	-52%	-47%	38%	171%	-100%	-62%	5%	-100%

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



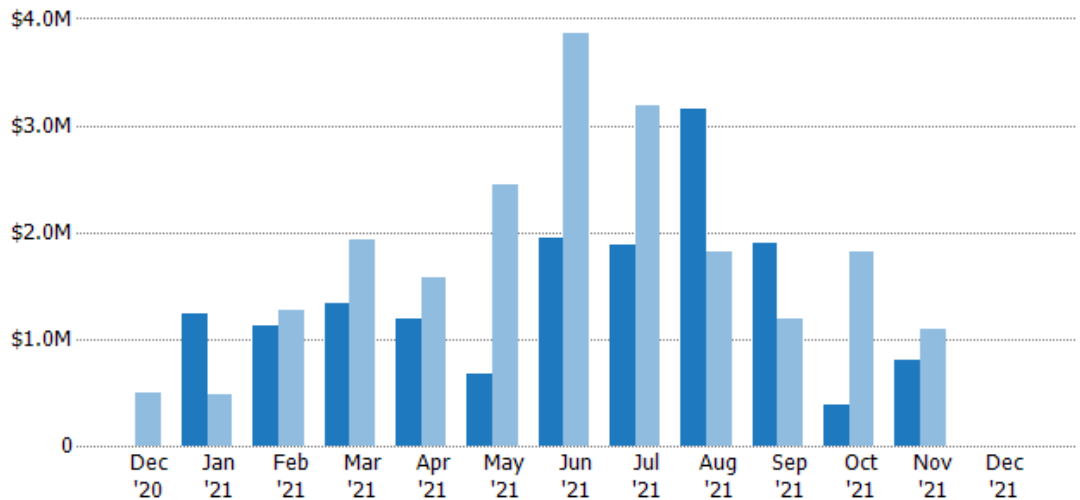
Current Year	-	3	3	3	3	2	5	5	7	4	1	2	-
Prior Year	2	2	3	5	4	8	8	7	5	3	5	3	-
Percent Change from Prior Year	-100%	50%	0%	-40%	-25%	-75%	-38%	-29%	40%	33%	-80%	-33%	-

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



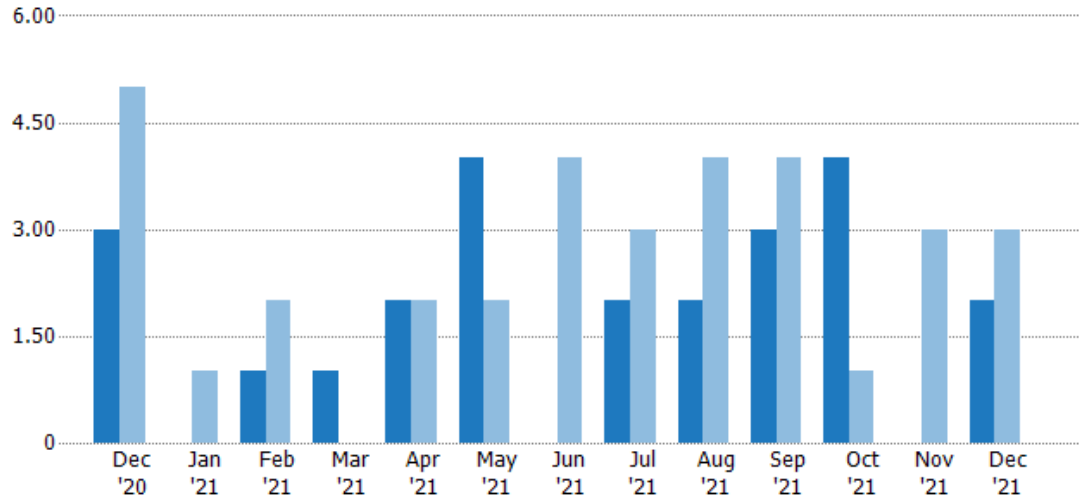
Current Year	-	\$1.24M	\$1.12M	\$1.34M	\$1.19M	\$680K	\$1.94M	\$1.88M	\$3.15M	\$1.9M	\$385K	\$804K	-
Prior Year	\$489K	\$480K	\$1.26M	\$1.93M	\$1.57M	\$2.45M	\$3.86M	\$3.19M	\$1.82M	\$1.18M	\$1.81M	\$1.09M	-
Percent Change from Prior Year	-100%	158%	-11%	-31%	-24%	-72%	-50%	-41%	73%	61%	-79%	-27%	-

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



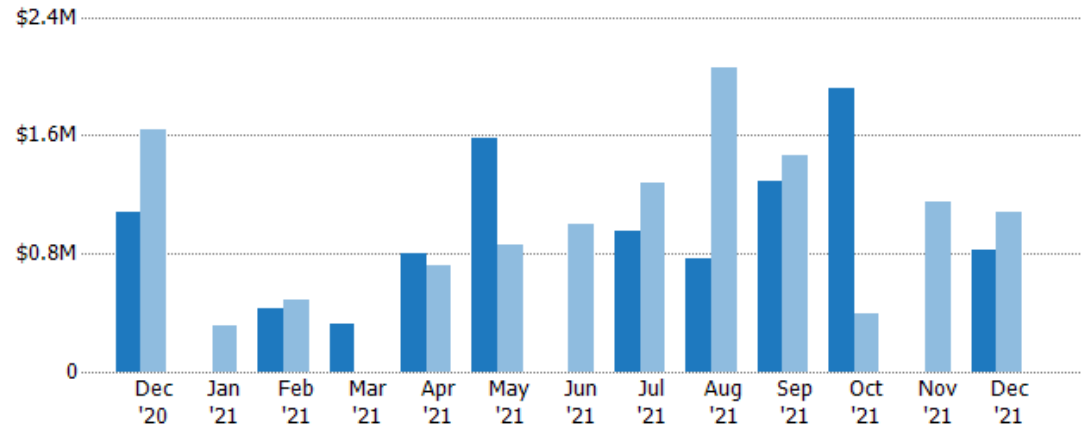
Current Year	3	-	1	1	2	4	-	2	2	3	4	-	2
Prior Year	5	1	2	-	2	2	4	3	4	4	1	3	3
Percent Change from Prior Year	-40%	-100%	-50%	100%	0%	100%	-100%	-33%	-50%	-25%	300%	-100%	-33%

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



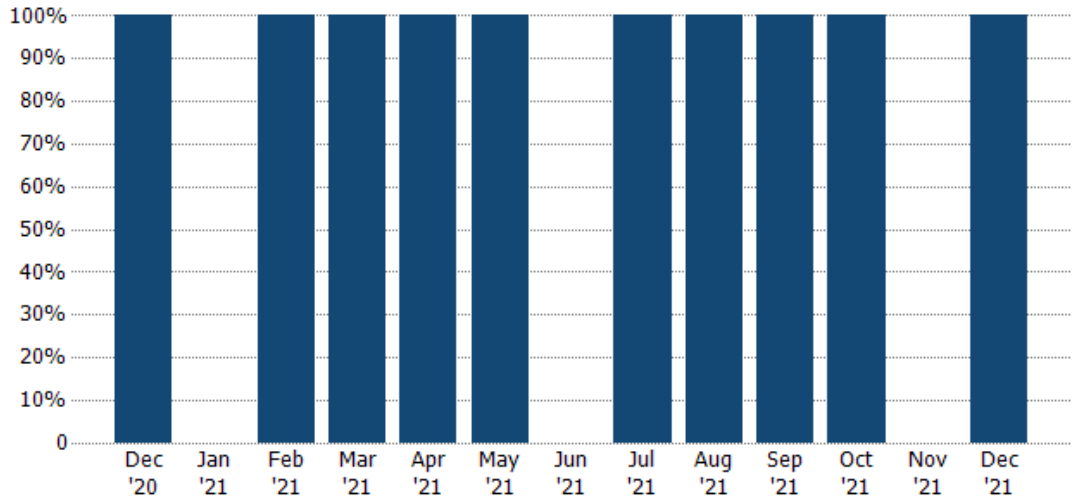
Current Year	\$1.08M	-	\$425K	\$323K	\$803K	\$1.58M	-	\$958K	\$765K	\$1.28M	\$1.92M	-	\$820K
Prior Year	\$1.63M	\$309K	\$485K	-	\$720K	\$854K	\$993K	\$1.28M	\$2.06M	\$1.46M	\$397K	\$1.15M	\$1.08M
Percent Change from Prior Year	-34%	-100%	-12%	100%	12%	85%	-100%	-25%	-63%	-12%	383%	-100%	-24%

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



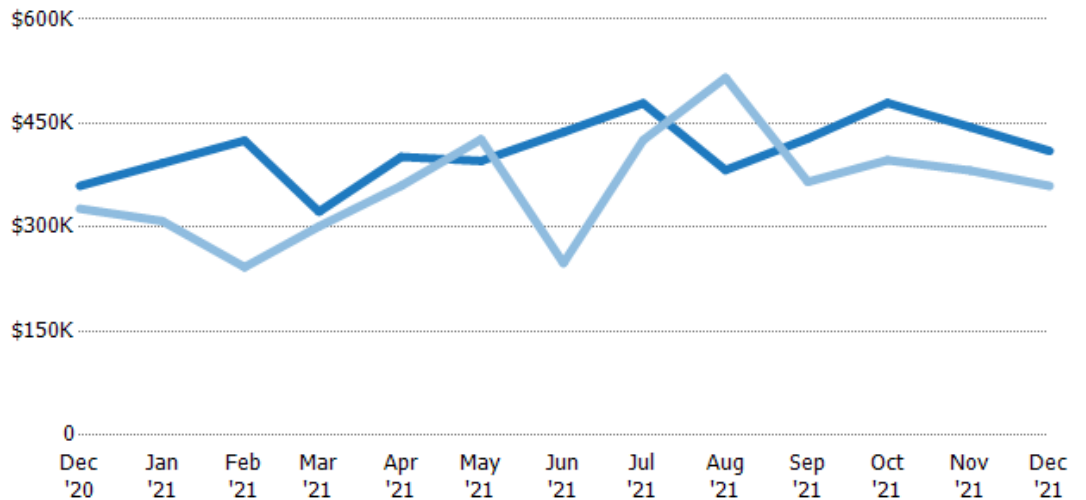
■ Single Family Residence

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

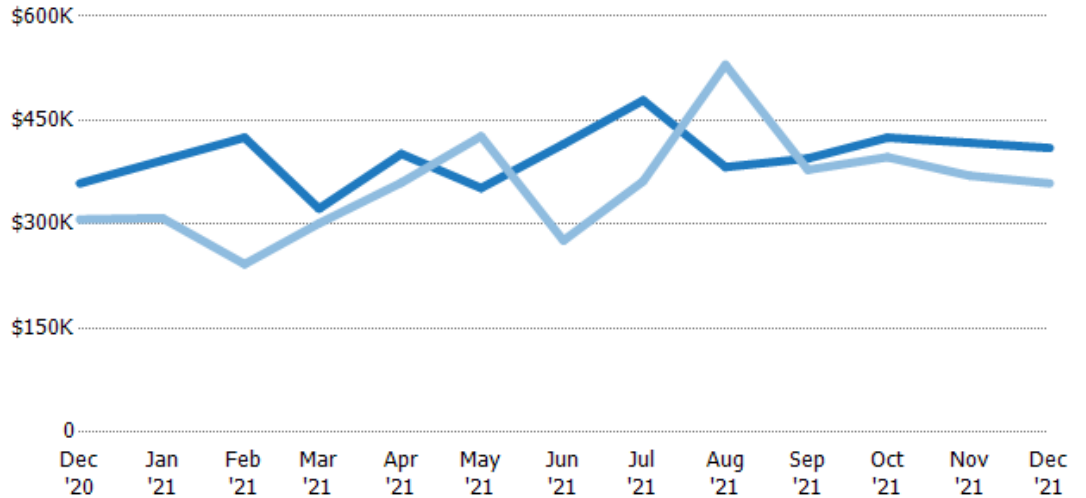
Current Year	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$437K	\$479K	\$383K	\$428K	\$479K	\$445K	\$410K
Prior Year	\$327K	\$309K	\$242K	\$301K	\$360K	\$427K	\$248K	\$426K	\$516K	\$366K	\$397K	\$382K	\$360K
Percent Change from Prior Year	10%	-100%	75%	100%	12%	-7%	-100%	12%	-26%	17%	21%	-100%	14%

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



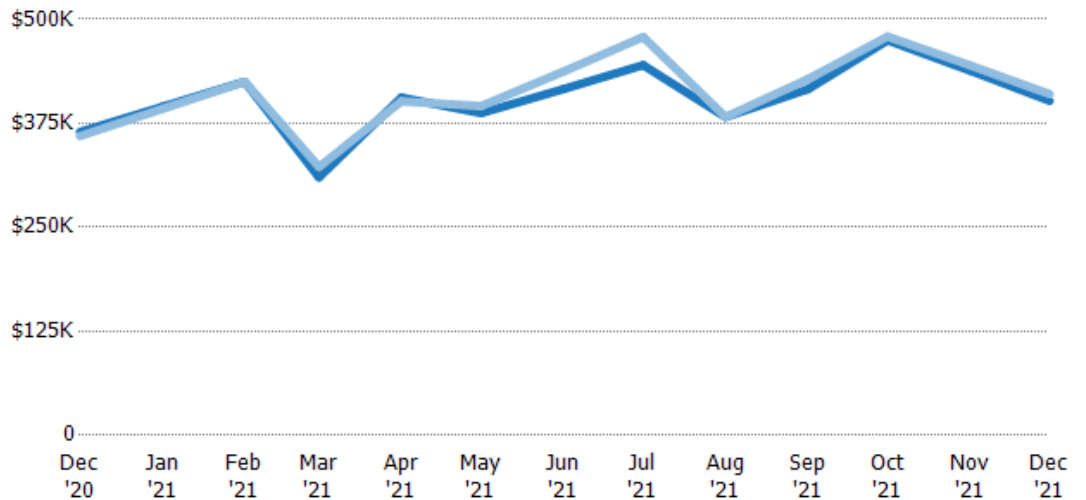
Current Year	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K	\$395K	\$425K	\$418K	\$410K
Prior Year	\$307K	\$309K	\$242K	\$301K	\$360K	\$427K	\$277K	\$362K	\$530K	\$379K	\$397K	\$370K	\$359K
Percent Change from Prior Year	17%	-100%	75%	100%	12%	-17%	-100%	32%	-28%	4%	7%	-100%	14%

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



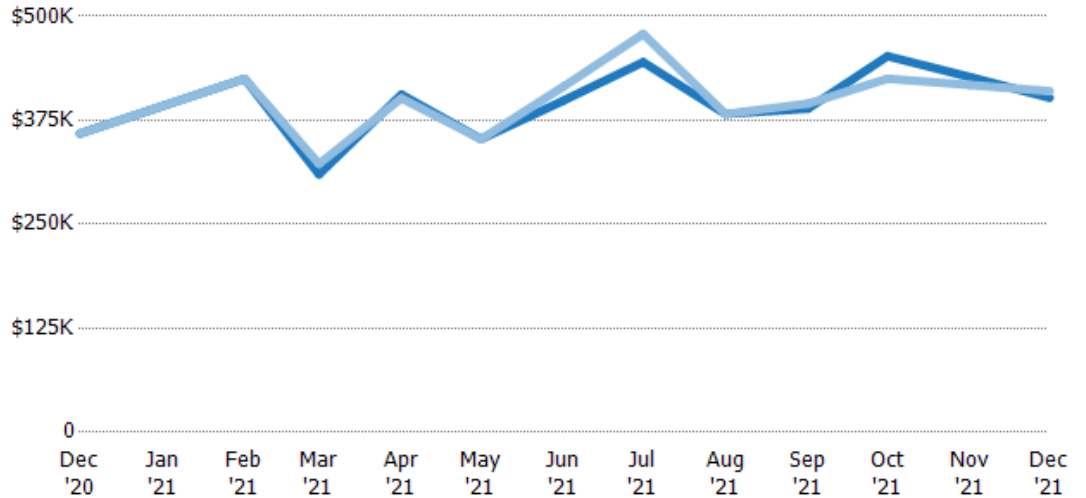
Avg List Price	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K	\$416K	\$475K	\$438K	\$402K
Avg Sales Price	\$360K	\$392K	\$425K	\$323K	\$401K	\$396K	\$437K	\$479K	\$383K	\$428K	\$479K	\$445K	\$410K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	104%	99%	102%	105%	108%	100%	103%	101%	101%	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



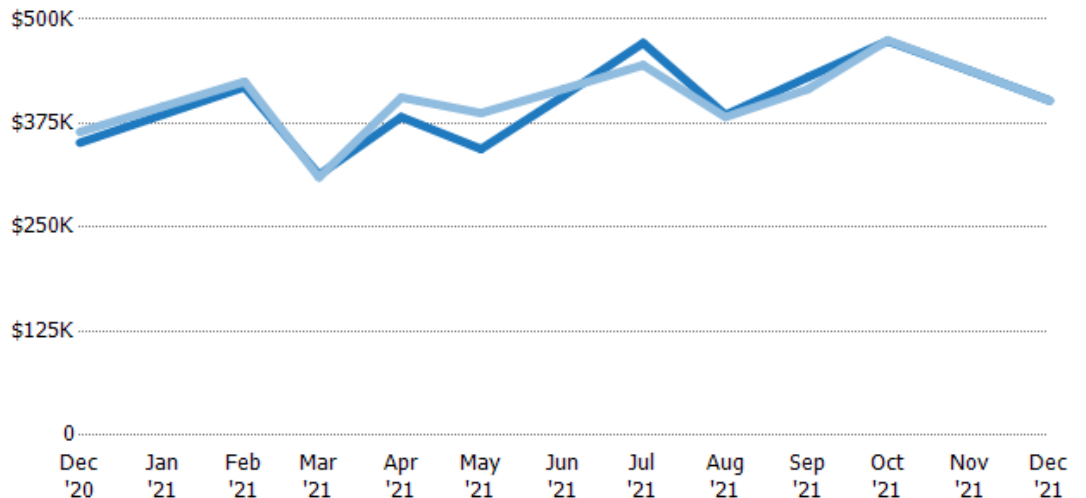
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K	\$389K	\$452K	\$427K	\$402K
Median Sales Price	\$359K	\$392K	\$425K	\$323K	\$401K	\$352K	\$416K	\$479K	\$383K	\$395K	\$425K	\$418K	\$410K
Med Sales Price as a % of Med List Price	100%	100%	100%	104%	99%	100%	104%	108%	100%	102%	94%	98%	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



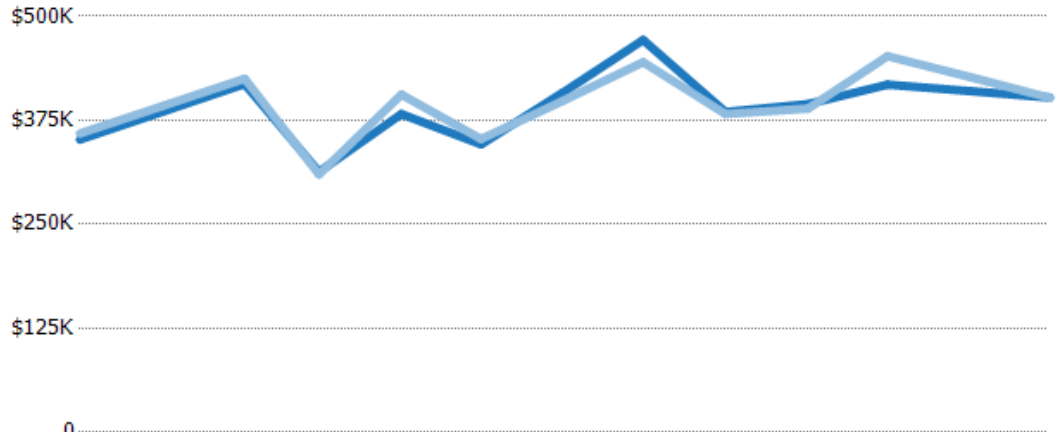
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$352K	\$385K	\$419K	\$313K	\$382K	\$344K	\$408K	\$472K	\$385K	\$430K	\$474K	\$438K	\$402K
Avg Sales Price	\$365K	\$395K	\$425K	\$310K	\$406K	\$387K	\$416K	\$445K	\$382K	\$416K	\$475K	\$438K	\$402K
Avg Sales Price as a % of Avg Est Value	104%	103%	102%	99%	106%	113%	103%	94%	99%	97%	100%	100%	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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$352K	\$385K	\$419K	\$313K	\$382K	\$346K	\$409K	\$472K	\$385K	\$394K	\$418K	\$410K	\$402K
Median Sales Price	\$359K	\$392K	\$425K	\$310K	\$406K	\$352K	\$399K	\$445K	\$382K	\$389K	\$452K	\$427K	\$402K
Med Sales Price as a % of Med Est Value	102%	102%	102%	99%	106%	102%	98%	94%	99%	99%	108%	104%	100%