

Summary of Key Listing and Sales Metrics

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

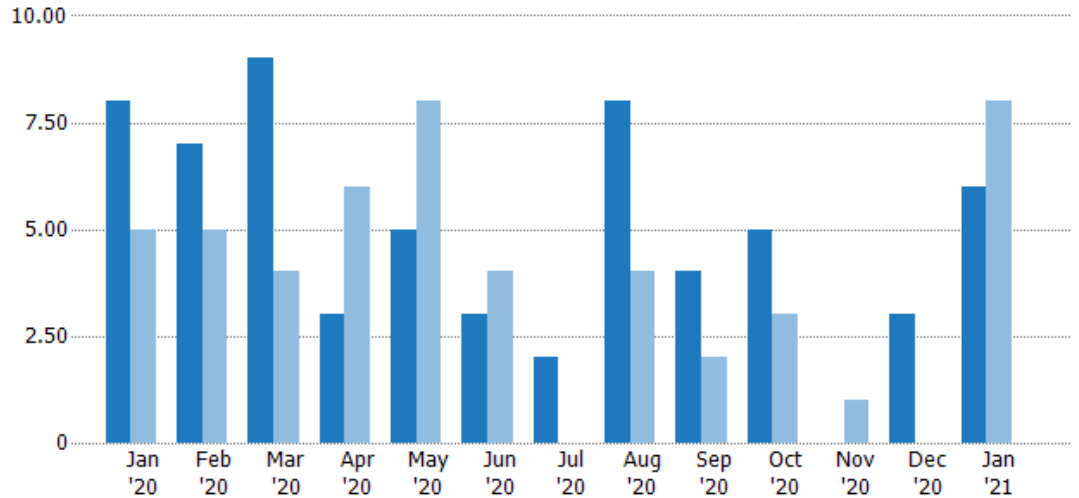
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	8	-25%	63	50	+26%
New Listing Volume	\$11,569,000	\$10,696,000	+8.2%	\$63,393,412	\$39,735,484	+59.5%
Active Listing Count	7	16	-56.3%	N/A	N/A	
Active Listing Volume	\$13,214,000	\$15,988,584	-17.4%	N/A	N/A	
Average Listing Price	\$1,887,714	\$999,287	+88.9%	\$1,143,350	\$911,633	+25.4%
Median Listing Price	\$1,695,000	\$564,297	+200.4%	\$824,305	\$564,536	+46%
Median Days in RPR	29	95	-69.5%	113.19	127.73	-11.4%
Months of Inventory	1.2	3.2	-63.5%	-	16	-
Absorption Rate	85.71%	31.25%	+54.5%	-	6.25%	-6.3%
Sales Activity Charts Metrics						
New Pending Sales Count	2	3	-33.3%	56	37	+51.4%
New Pending Sales Volume	\$1,078,000	\$2,167,000	-50.3%	\$43,004,402	\$20,419,800	+110.6%
Pending Sales Count	5	2	+150%	N/A	N/A	
Pending Sales Volume	\$2,438,000	\$1,598,000	+52.6%	N/A	N/A	
Closed Sales Count	1	-	-	44	28	+57.1%
Closed Sales Volume	\$198,000	-	-	\$36,101,160	\$15,814,508	+128.3%
Average Sales Price	\$198,000	-	-	\$820,481	\$564,804	+45.3%
Median Sales Price	\$198,000	-	-	\$642,240	\$527,107	+21.8%

New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



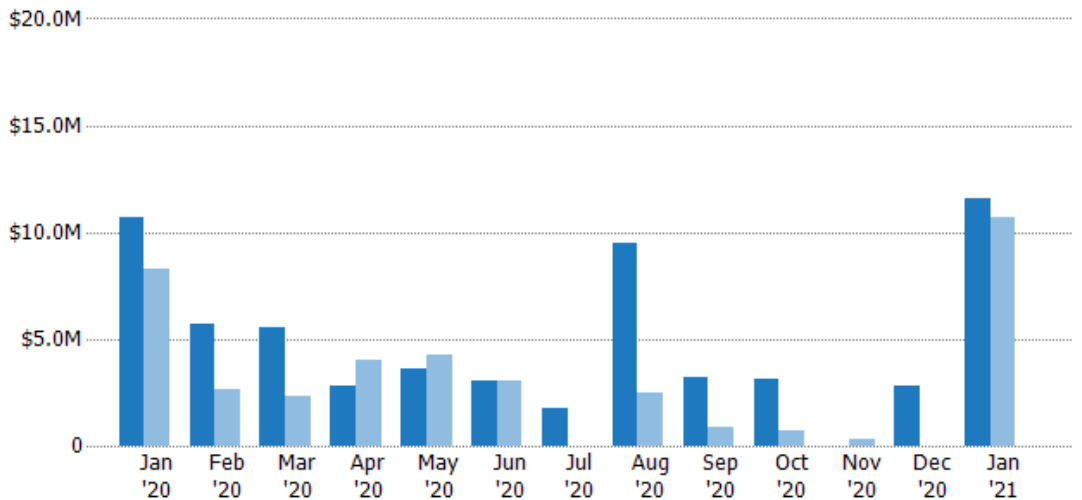
Current Year	8	7	9	3	5	3	2	8	4	5	-	3	6
Prior Year	5	5	4	6	8	4	-	4	2	3	1	-	8
Percent Change from Prior Year	60%	40%	125%	-50%	-38%	-25%	100%	100%	100%	67%	-100%	100%	-25%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$10.7M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.6M
Prior Year	\$8.28M	\$2.64M	\$2.33M	\$4.05M	\$4.22M	\$3.08M	-	\$2.51M	\$895K	\$750K	\$285K	-	\$10.7M
Percent Change from Prior Year	29%	115%	139%	-30%	-15%	-1%	100%	279%	261%	316%	-100%	100%	8%

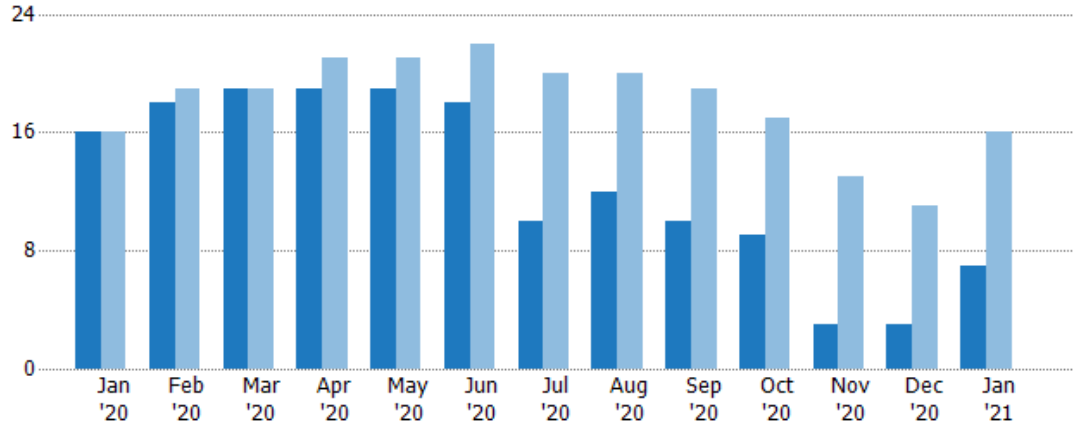
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '21	7	-56.3%
Jan '20	16	0%
Jan '19	16	18.8%



Current Year	16	18	19	19	19	18	10	12	10	9	3	3	7
Prior Year	16	19	19	21	21	22	20	20	19	17	13	11	16
Percent Change from Prior Year	0%	-5%	0%	-10%	-10%	-18%	-50%	-40%	-47%	-47%	-77%	-73%	-56%

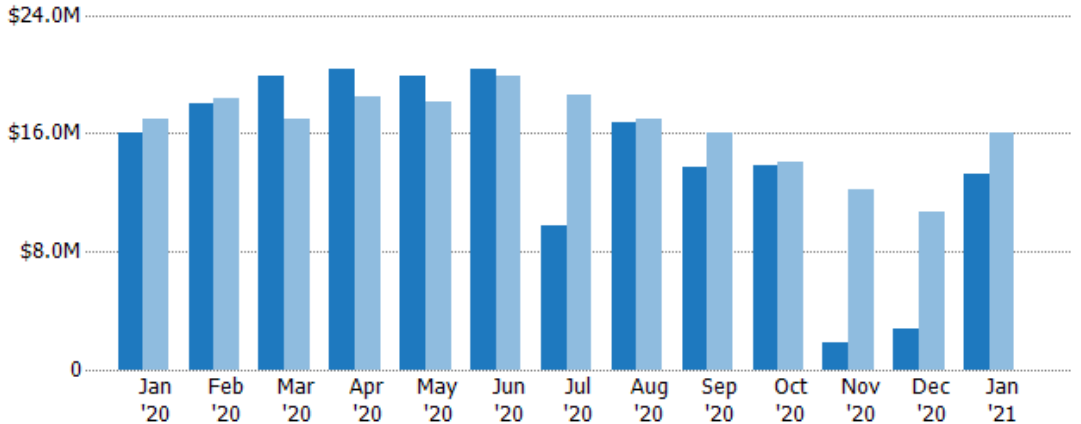
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$13.2M	-17.4%
Jan '20	\$16M	-5.8%
Jan '19	\$17M	-20.6%



Current Year	\$16M	\$18M	\$19.9M	\$20.4M	\$19.9M	\$20.3M	\$9.77M	\$16.7M	\$13.8M	\$13.9M	\$1.86M	\$2.72M	\$13.2M
Prior Year	\$17M	\$18.4M	\$17M	\$18.5M	\$18.1M	\$19.8M	\$18.6M	\$16.9M	\$16.1M	\$14M	\$12.2M	\$10.6M	\$16M
Percent Change from Prior Year	-6%	-2%	17%	10%	10%	2%	-47%	-1%	-14%	-1%	-85%	-74%	-17%

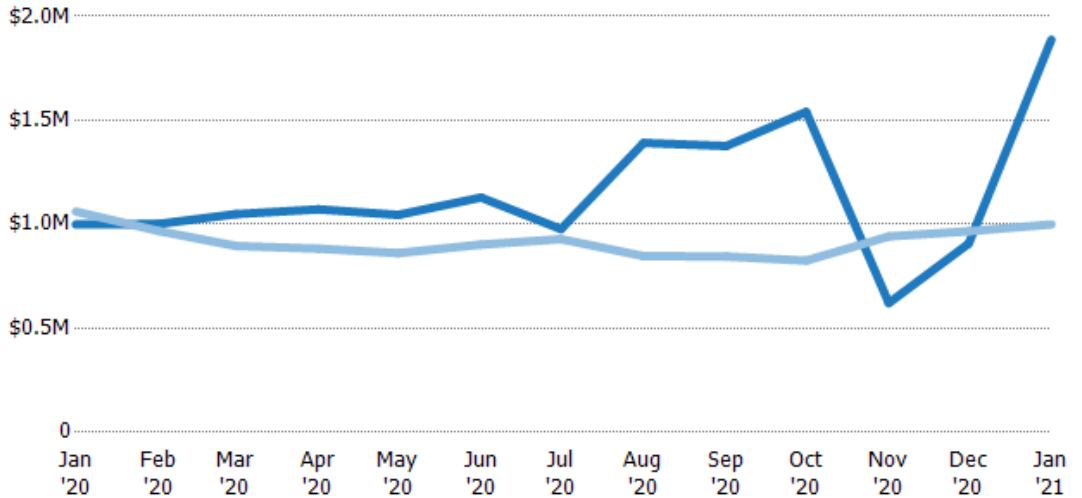
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$1.89M	88.9%
Jan '20	\$999K	-5.8%
Jan '19	\$1.06M	-33.1%



Current Year	\$999K	\$1M	\$1.05M	\$1.07M	\$1.05M	\$1.13M	\$977K	\$1.39M	\$1.38M	\$1.54M	\$621K	\$908K	\$1.89M
Prior Year	\$1.06M	\$968K	\$896K	\$883K	\$861K	\$902K	\$929K	\$847K	\$845K	\$825K	\$942K	\$966K	\$999K
Percent Change from Prior Year	-6%	3%	17%	21%	21%	25%	5%	64%	63%	87%	-34%	-6%	89%

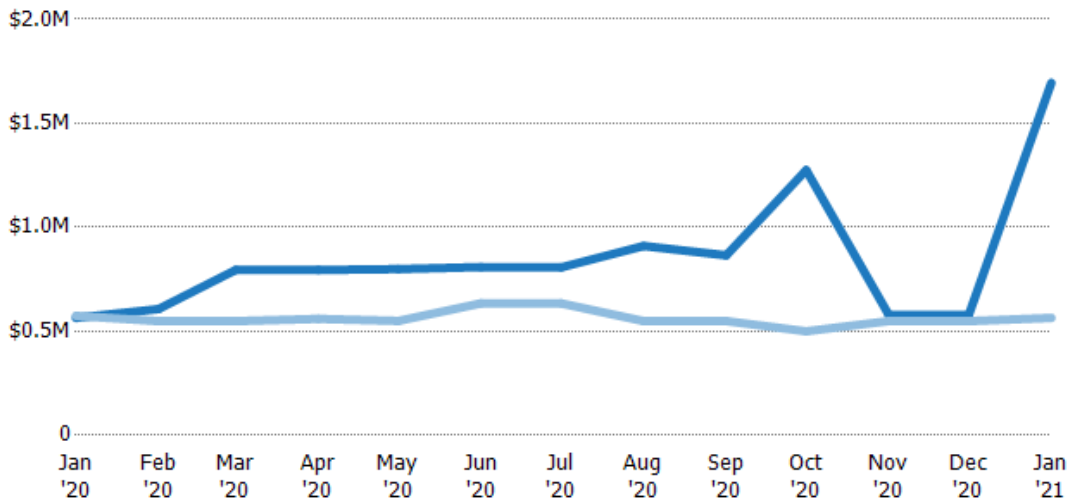
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$1.7M	200.4%
Jan '20	\$564K	-1.7%
Jan '19	\$574K	17.6%



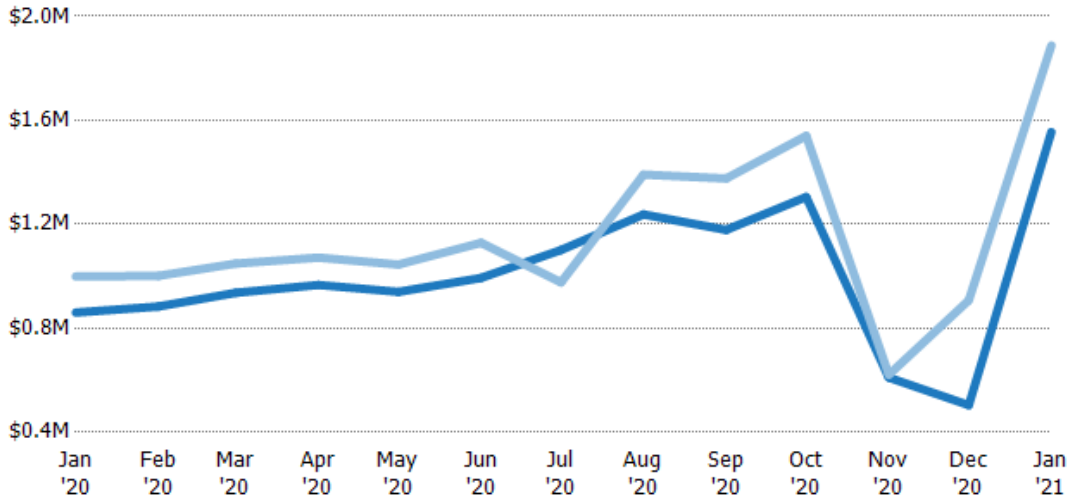
Current Year	\$564K	\$607K	\$795K	\$795K	\$799K	\$809K	\$807K	\$910K	\$865K	\$1.28M	\$579K	\$579K	\$1.7M
Prior Year	\$574K	\$549K	\$549K	\$560K	\$550K	\$634K	\$634K	\$549K	\$549K	\$500K	\$549K	\$549K	\$564K
Percent Change from Prior Year	-2%	11%	45%	42%	45%	28%	27%	66%	58%	155%	5%	5%	200%

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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



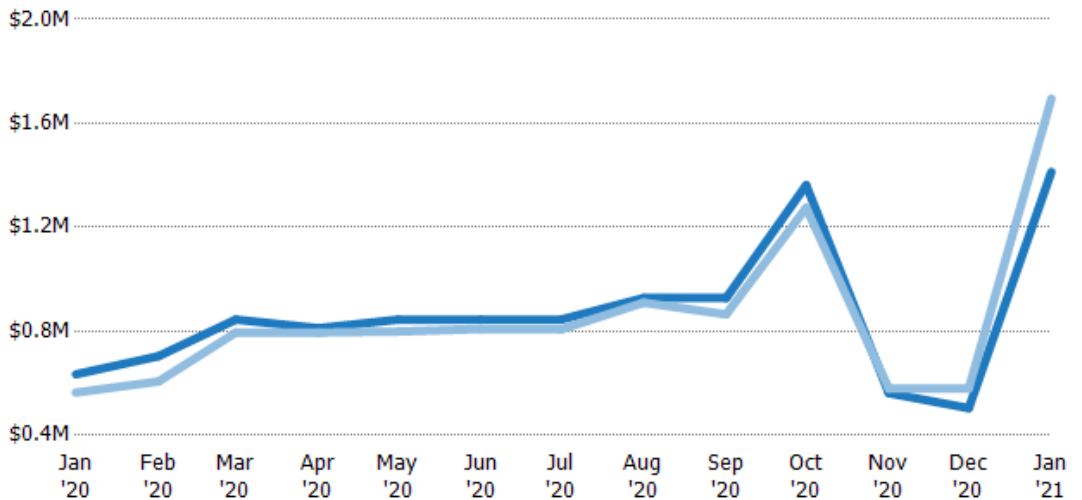
Avg Est Value	\$860K	\$884K	\$937K	\$967K	\$940K	\$994K	\$1.1M	\$1.24M	\$1.18M	\$1.31M	\$611K	\$504K	\$1.55M
Avg Listing Price	\$999K	\$1M	\$1.05M	\$1.07M	\$1.05M	\$1.13M	\$977K	\$1.39M	\$1.38M	\$1.54M	\$621K	\$908K	\$1.89M
Avg Listing Price as a % of Avg Est Value	116%	113%	112%	111%	111%	114%	89%	112%	117%	118%	102%	180%	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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$634K	\$704K	\$845K	\$812K	\$845K	\$845K	\$845K	\$928K	\$928K	\$1.36M	\$562K	\$504K	\$1.41M
Median Listing Price	\$564K	\$607K	\$795K	\$795K	\$799K	\$809K	\$807K	\$910K	\$865K	\$1.28M	\$579K	\$579K	\$1.7M
Med Listing Price as a % of Med Est Value	89%	86%	94%	98%	95%	96%	96%	98%	93%	94%	103%	115%	120%

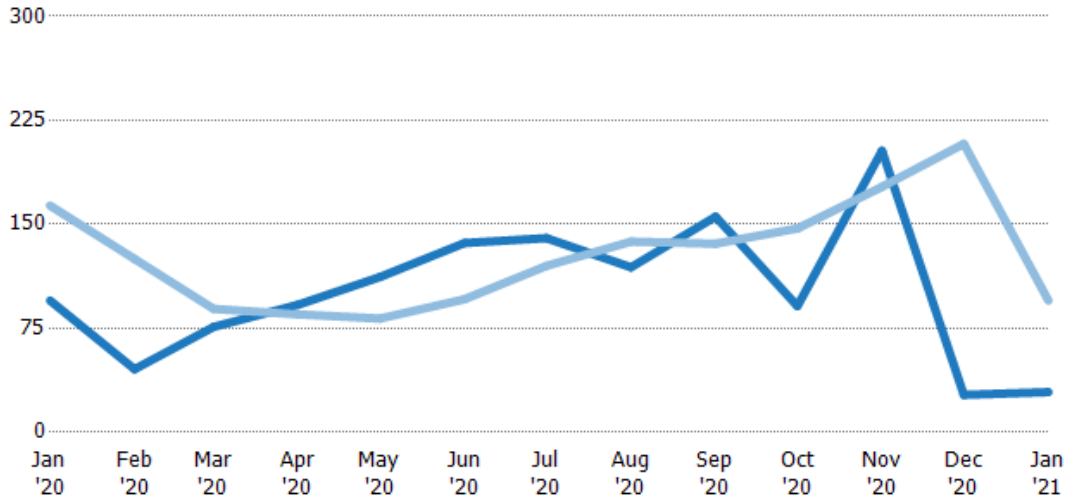
Median Days in RPR

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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Days	% Chg.
Jan '21	29	-69.5%
Jan '20	95	-41.9%
Jan '19	164	-11.9%



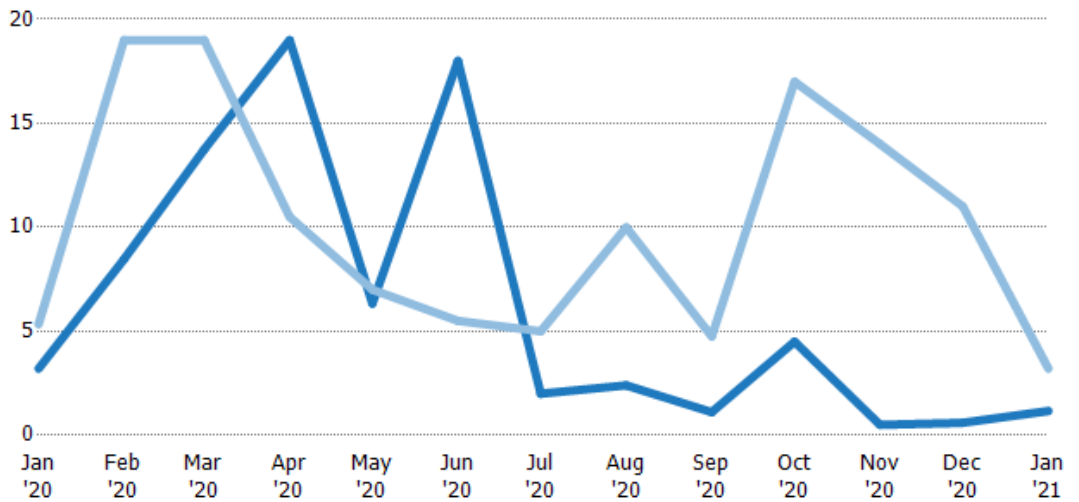
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	95	45.5	76	92	112	137	140	119	156	91	203	27	29
Prior Year	164	125	89	85	82	96	120	138	136	147	177	208	95
Percent Change from Prior Year	-42%	-64%	-15%	8%	37%	42%	17%	-13%	14%	-38%	15%	-87%	-69%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
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 Family Residence



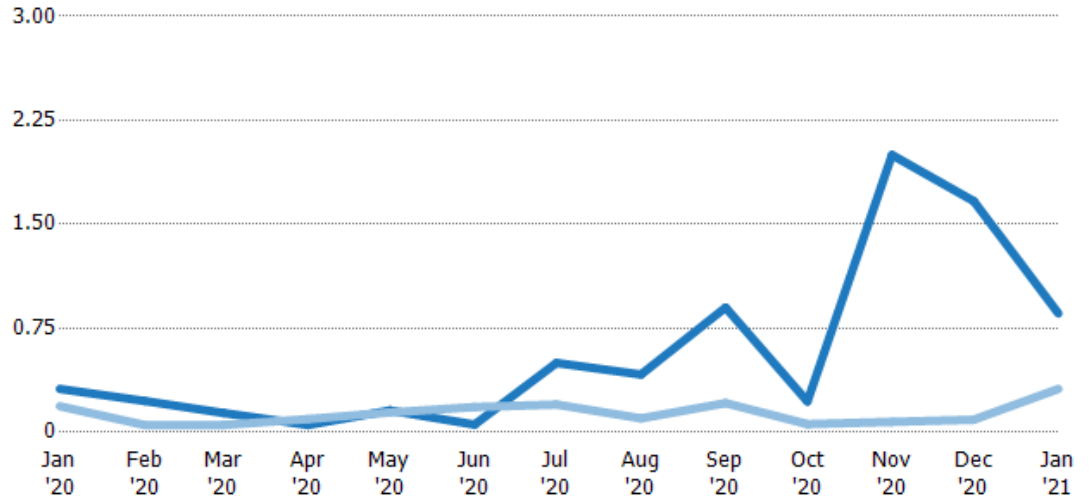
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3.2	8.47	13.7	19	6.33	18	2	2.4	1.11	4.5	0.5	0.6	1.17
Prior Year	5.33	19	19	10.5	7	5.5	5	10	4.75	17	14	11	3.2
Percent Change from Prior Year	-40%	-100%	-100%	81%	-10%	227%	-60%	-76%	-77%	-74%	100%	-95%	-64%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



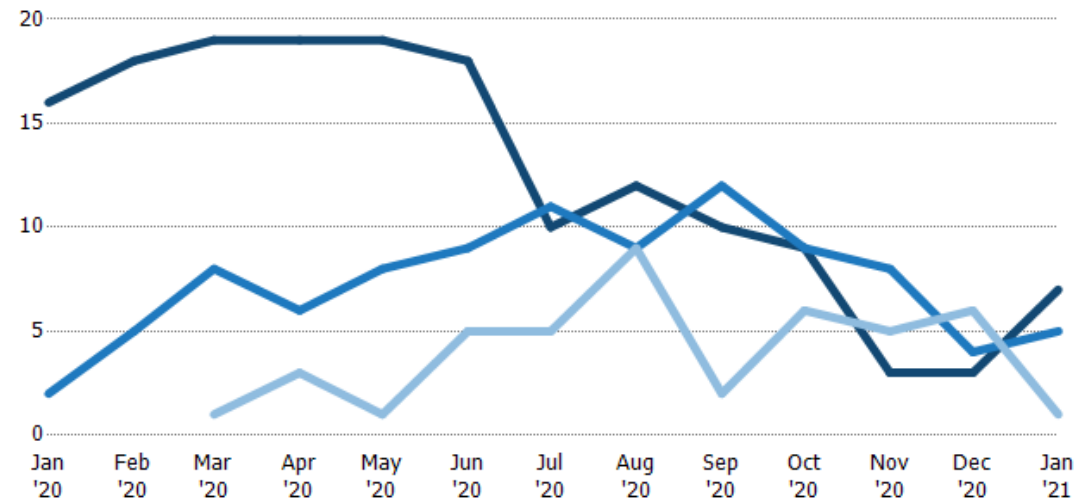
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	31%	23%	14%	5%	16%	6%	50%	42%	90%	22%	200%	167%	86%
Prior Year	19%	5%	5%	10%	14%	18%	20%	10%	21%	6%	7%	9%	31%
Change from Prior Year	-13%	5%	5%	4%	-2%	13%	-30%	-32%	-69%	-16%	-200%	-158%	-54%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	16	18	19	19	19	18	10	12	10	9	3	3	7
Pending	2	5	8	6	8	9	11	9	12	9	8	4	5
Sold	-	-	1	3	1	5	5	9	2	6	5	6	1

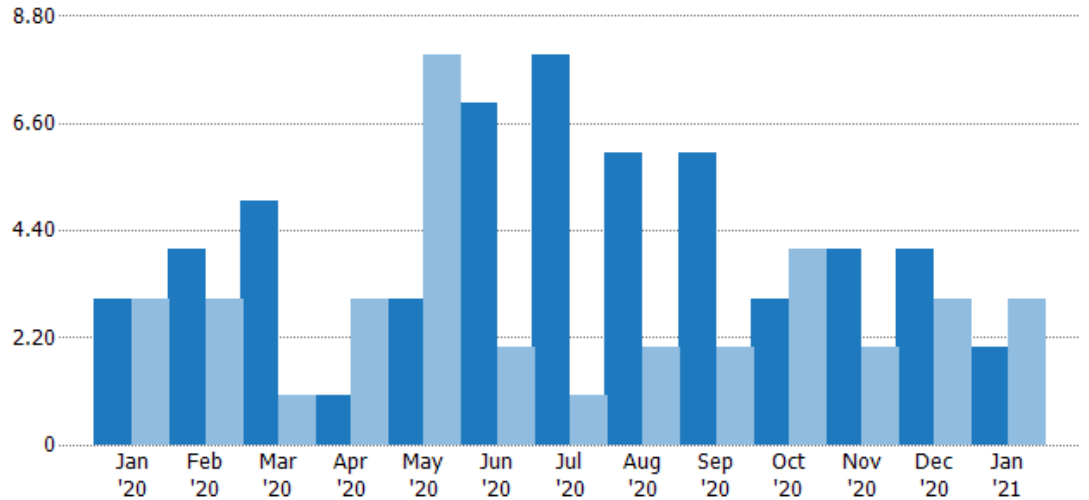
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '21	2	-33.3%
Jan '20	3	0%
Jan '19	3	



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3	4	5	1	3	7	8	6	6	3	4	4	2
Prior Year	3	3	1	3	8	2	1	2	2	4	2	3	3
Percent Change from Prior Year	0%	33%	400%	-67%	-63%	250%	700%	200%	200%	-25%	100%	33%	-33%

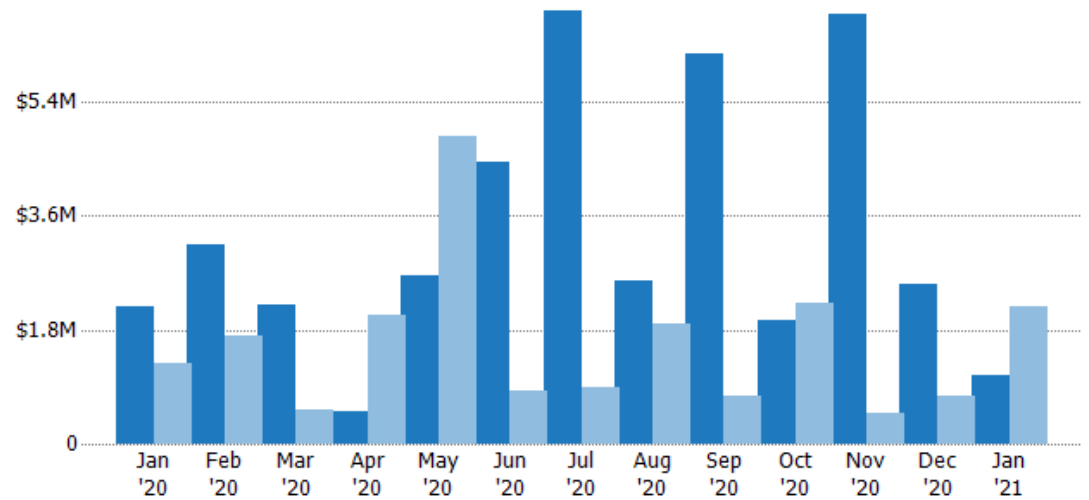
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$1.08M	-50.3%
Jan '20	\$2.17M	69.4%
Jan '19	\$1.28M	



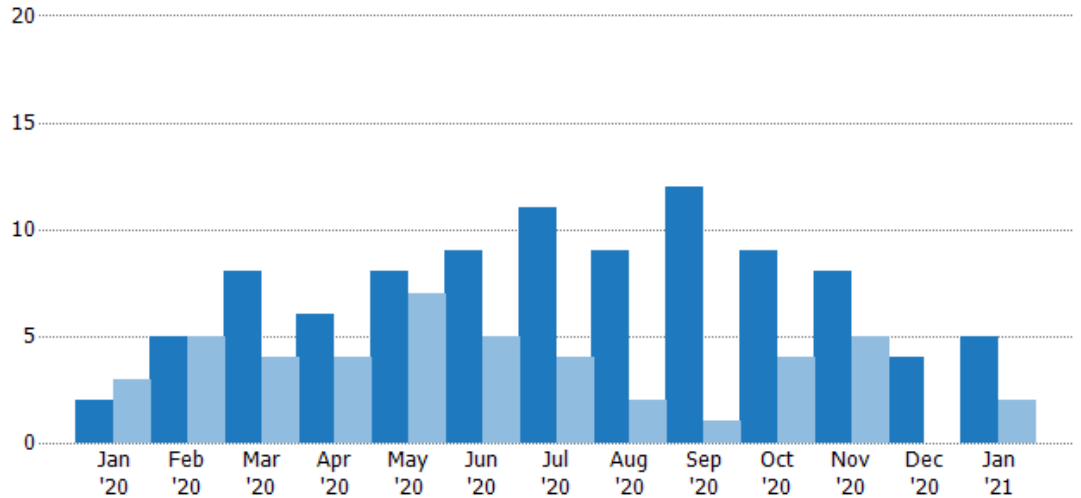
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M
Prior Year	\$1.28M	\$1.7M	\$549K	\$2.03M	\$4.85M	\$835K	\$895K	\$1.9M	\$755K	\$2.23M	\$479K	\$750K	\$2.17M
Percent Change from Prior Year	69%	86%	298%	-75%	-45%	432%	663%	36%	716%	-12%	1,316%	236%	-50%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



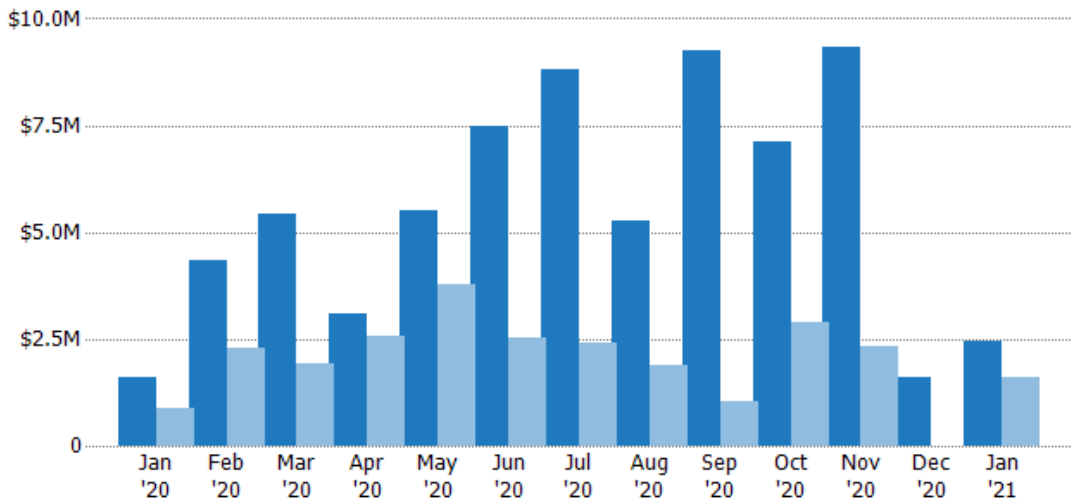
Current Year	2	5	8	6	8	9	11	9	12	9	8	4	5
Prior Year	3	5	4	4	7	5	4	2	1	4	5	-	2
Percent Change from Prior Year	-33%	0%	100%	50%	14%	80%	175%	350%	1,100%	125%	60%	100%	150%

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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



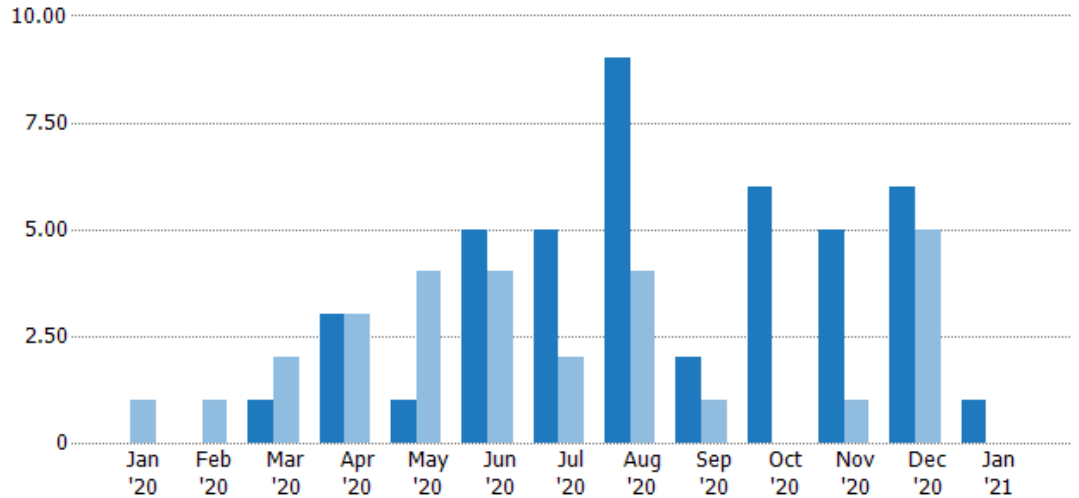
Current Year	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.26M	\$9.26M	\$7.13M	\$9.32M	\$1.59M	\$2.44M
Prior Year	\$890K	\$2.29M	\$1.91M	\$2.58M	\$3.79M	\$2.53M	\$2.43M	\$1.9M	\$1.05M	\$2.89M	\$2.32M	-	\$1.6M
Percent Change from Prior Year	80%	90%	184%	19%	46%	195%	263%	177%	782%	147%	302%	100%	53%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



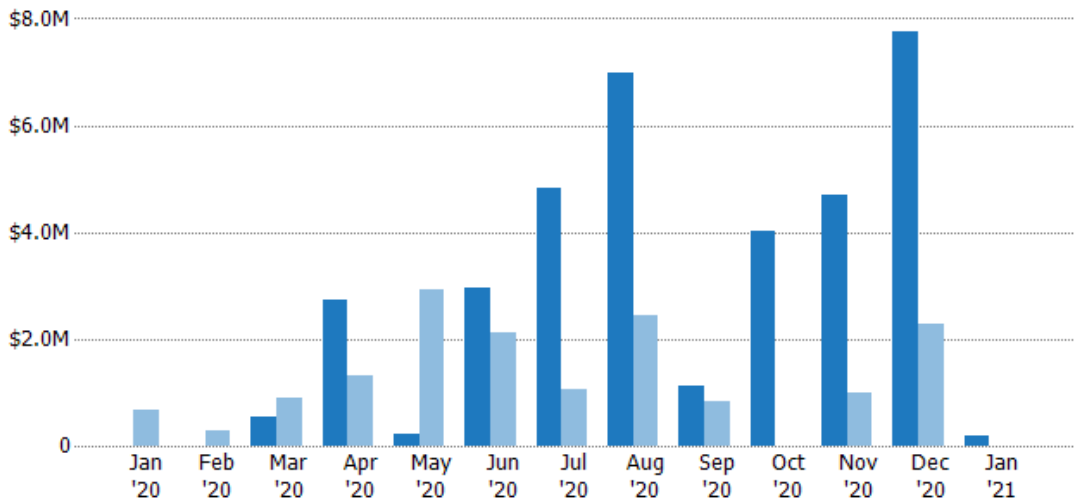
Current Year	-	-	1	3	1	5	5	9	2	6	5	6	1
Prior Year	1	1	2	3	4	4	2	4	1	-	1	5	-
Percent Change from Prior Year	-100%	-100%	-50%	0%	-75%	25%	150%	125%	100%	100%	400%	20%	100%

Closed Sales Volume

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

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



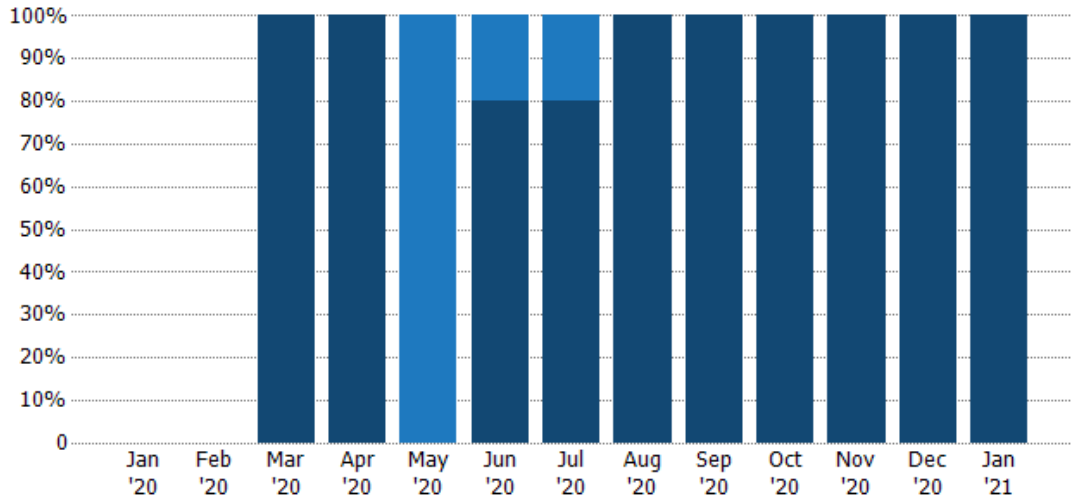
Current Year	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K
Prior Year	\$670K	\$272K	\$903K	\$1.33M	\$2.93M	\$2.12M	\$1.06M	\$2.43M	\$820K	-	\$1M	\$2.29M	-
Percent Change from Prior Year	-100%	-100%	-39%	105%	-93%	40%	358%	188%	39%	100%	371%	239%	100%

Closed Sales by Property Type

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

Filters Used

ZIP: Norwich, VT 05055
 Property Type: Condo/Townhouse/Apt, Single Family Residence



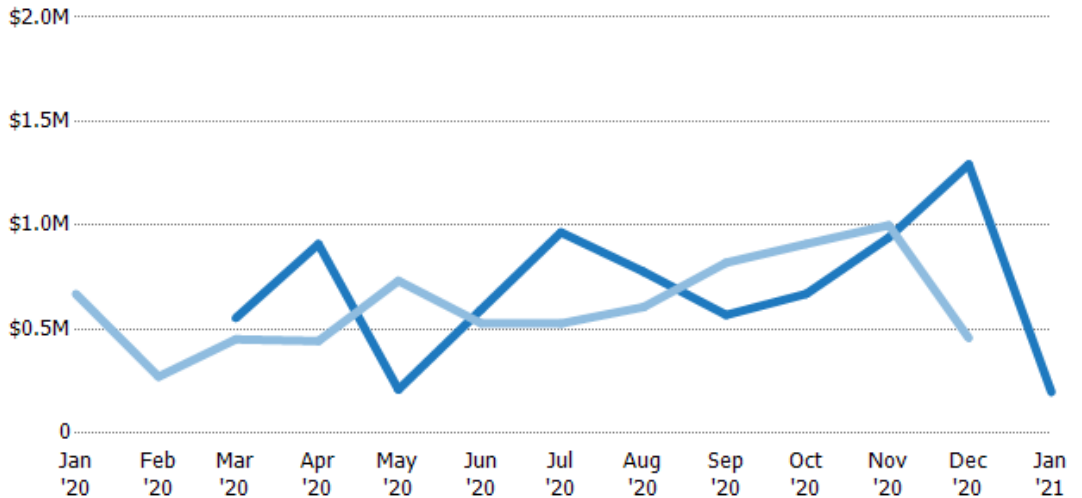
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	-	-	-	-	100%	20%	20%	-	-	-	-	-	-
Single Family Residence	-	-	100%	100%	-	80%	80%	100%	100%	100%	100%	100%	100%

Average Sales Price

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

Filters Used

ZIP: Norwich, VT 05055
 Property Type: Condo/Townhouse/Apt, Single Family Residence



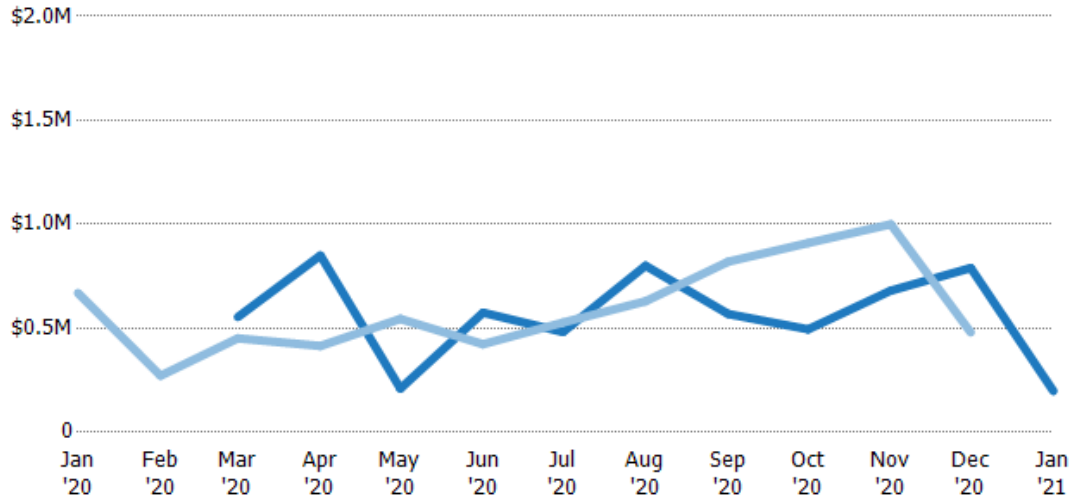
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	-	-	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K
Prior Year	\$670K	\$272K	\$452K	\$443K	\$733K	\$529K	\$528K	\$607K	\$820K	\$910K	\$1M	\$458K	-
Percent Change from Prior Year	-100%	-100%	23%	105%	-71%	12%	83%	28%	-31%	100%	-6%	182%	100%

Median Sales Price

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

Filters Used

ZIP: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



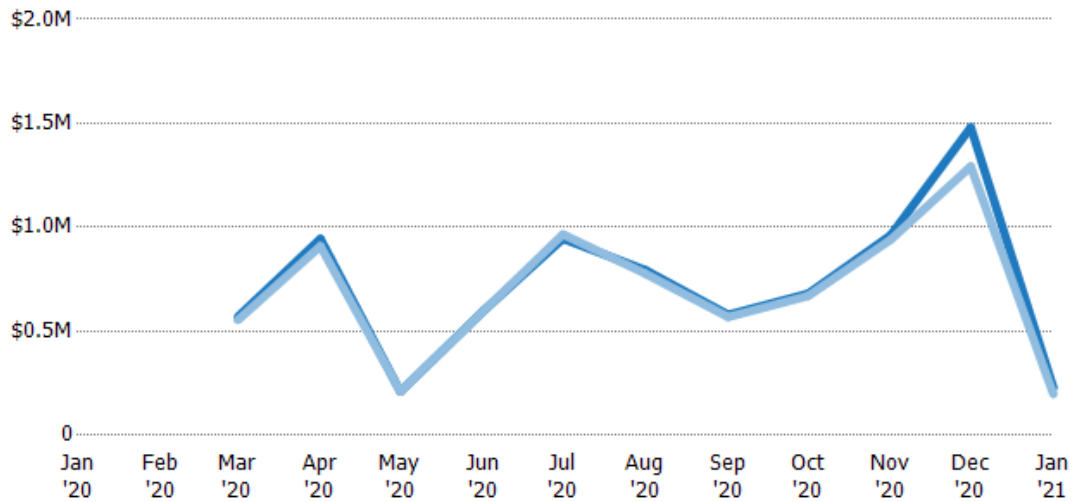
Current Year	-	-	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K
Prior Year	\$670K	\$272K	\$452K	\$415K	\$545K	\$424K	\$528K	\$630K	\$820K	\$910K	\$1M	\$480K	-
Percent Change from Prior Year	-100%	-100%	23%	105%	-61%	36%	-9%	27%	-31%	100%	-32%	65%	100%

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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



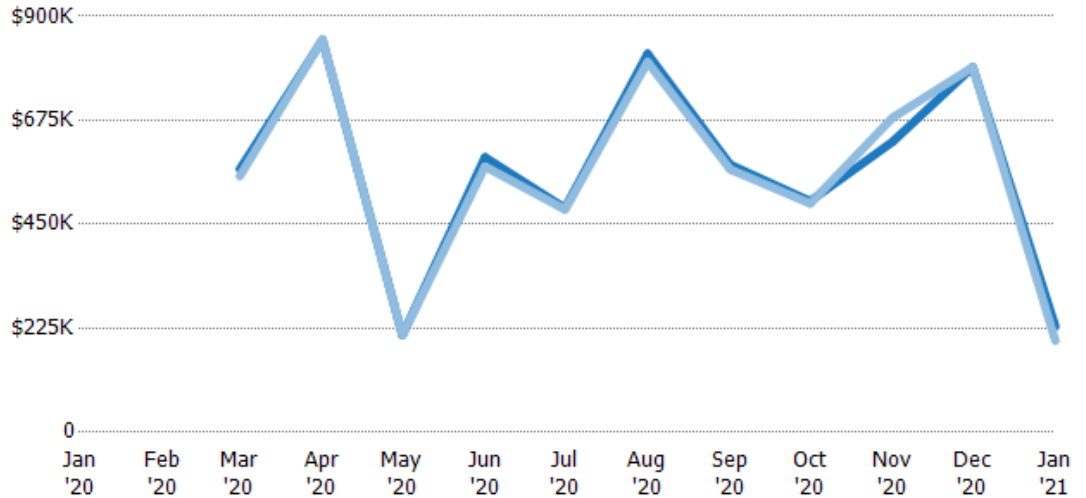
Avg List Price	-	-	\$569K	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K
Avg Sales Price	-	-	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K
Avg Sales Price as a % of Avg List Price	-	-	97%	96%	100%	100%	102%	98%	98%	98%	98%	87%	86%

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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



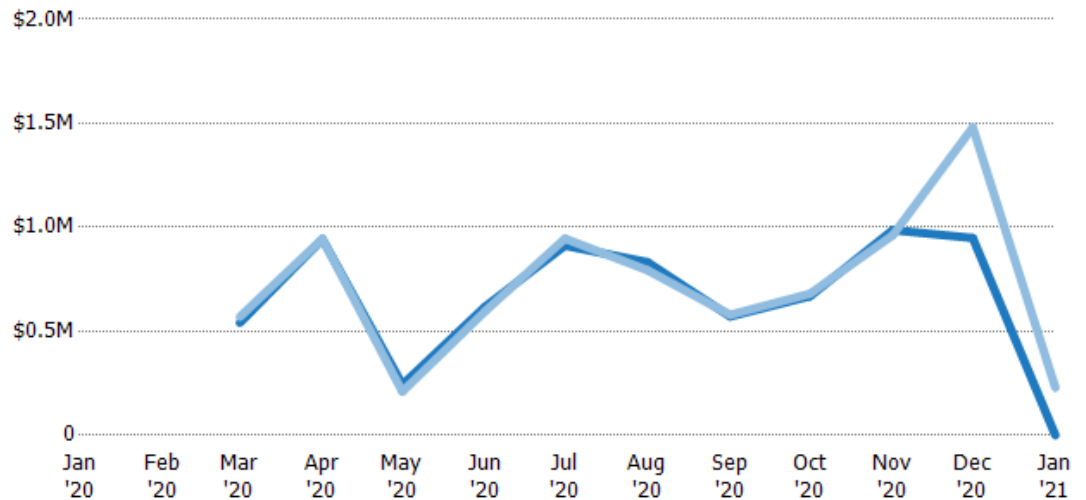
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	-	-	\$569K	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K
Median Sales Price	-	-	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K
Med Sales Price as a % of Med List Price	-	-	97%	100%	100%	97%	99%	98%	98%	99%	108%	100%	86%

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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



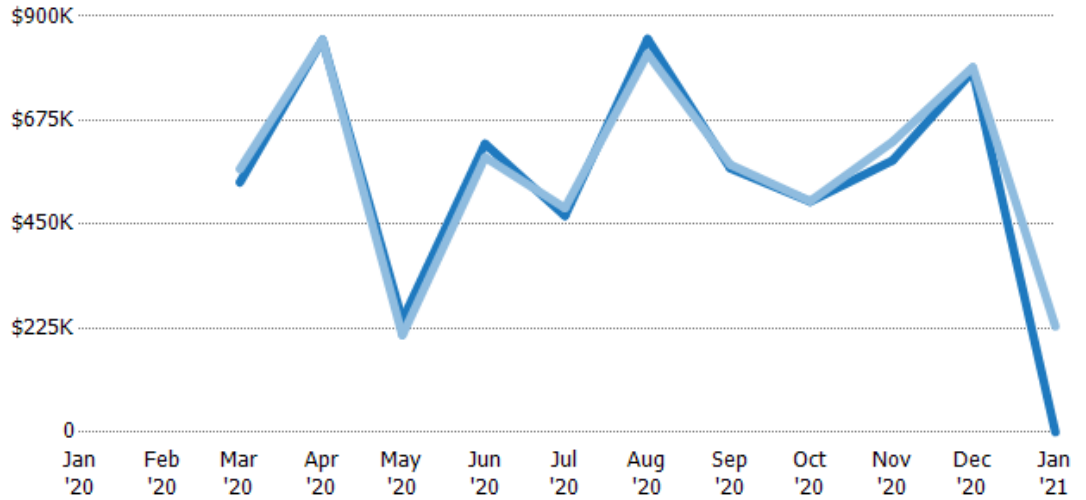
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	-	-	\$540K	\$943K	\$243K	\$618K	\$912K	\$832K	\$571K	\$669K	\$986K	\$949K	\$0
Avg Sales Price	-	-	\$569K	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K
Avg Sales Price as a % of Avg Est Value	-	-	105%	100%	86%	96%	104%	95%	101%	102%	98%	156%	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: Norwich, VT 05055
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	-	-	\$540K	\$849K	\$243K	\$624K	\$468K	\$851K	\$571K	\$499K	\$588K	\$781K	\$0
Median Sales Price	-	-	\$569K	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K
Med Sales Price as a % of Med Est Value	-	-	105%	100%	86%	95%	104%	96%	101%	100%	107%	101%	100%