

Summary of Key Listing and Sales Metrics

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

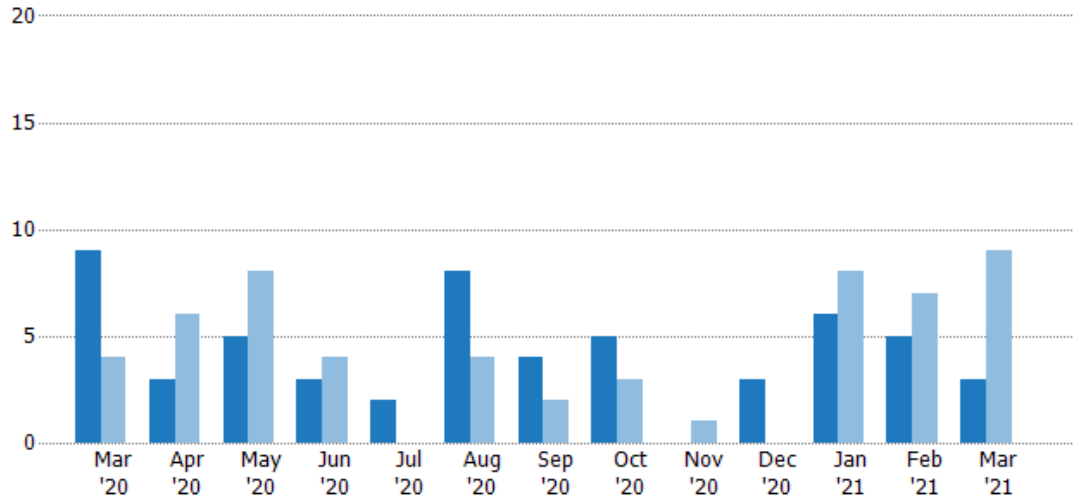
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	9	-66.7%	14	24	-41.7%
New Listing Volume	\$2,469,000	\$5,576,000	-55.7%	\$20,332,000	\$21,941,000	-7.3%
Active Listing Count	5	23	-78.3%	N/A	N/A	
Active Listing Volume	\$6,607,000	\$21,969,990	-69.9%	N/A	N/A	
Average Listing Price	\$1,321,400	\$955,217	+38.3%	\$1,383,615	\$982,220	+40.9%
Median Listing Price	\$1,350,000	\$665,000	+103%	\$1,388,269	\$618,417	+124.5%
Median Days in RPR	88	62	+41.9%	66.08	62	+6.6%
Months of Inventory	2.5	-	-	26	14.3	+82.5%
Absorption Rate	40%	-	+40%	3.85%	7.02%	-3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	8	5	+60%	13	12	+8.3%
New Pending Sales Volume	\$8,563,000	\$2,183,000	+292.3%	\$15,361,000	\$7,500,000	+104.8%
Pending Sales Count	9	8	+12.5%	N/A	N/A	
Pending Sales Volume	\$10,198,000	\$5,414,000	+88.4%	N/A	N/A	
Closed Sales Count	3	1	+200%	6	1	+500%
Closed Sales Volume	\$4,495,000	\$554,000	+711.4%	\$5,878,000	\$554,000	+961%
Average Sales Price	\$1,498,333	\$554,000	+170.5%	\$979,667	\$554,000	+76.8%
Median Sales Price	\$695,000	\$554,000	+25.5%	\$578,000	\$554,000	+4.3%

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



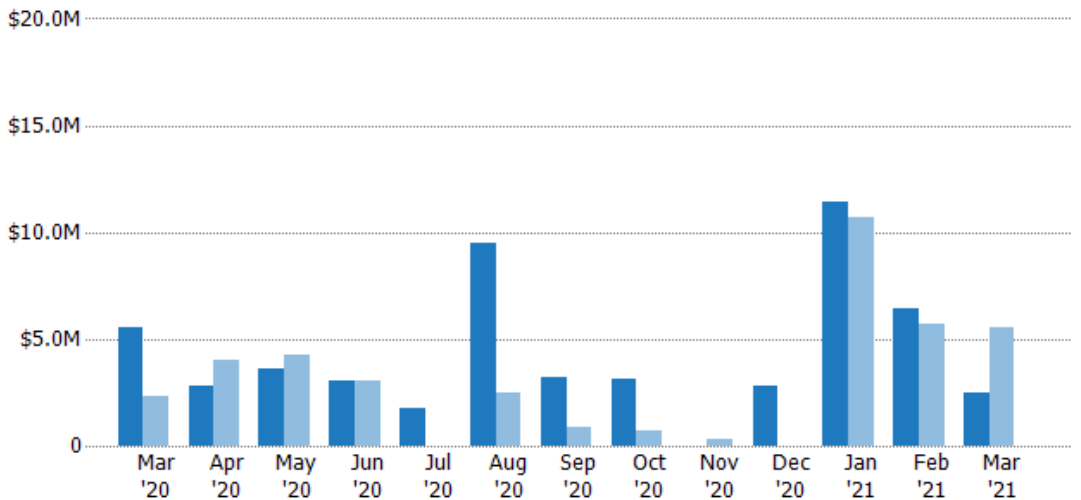
Current Year	9	3	5	3	2	8	4	5	-	3	6	5	3
Prior Year	4	6	8	4	-	4	2	3	1	-	8	7	9
Percent Change from Prior Year	125%	-50%	-38%	-25%	100%	100%	100%	67%	-100%	100%	-25%	-29%	-67%

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



Current Year	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M
Prior Year	\$2.33M	\$4.05M	\$4.22M	\$3.08M	-	\$2.51M	\$895K	\$750K	\$285K	-	\$10.7M	\$5.67M	\$5.58M
Percent Change from Prior Year	139%	-30%	-15%	-1%	100%	279%	261%	316%	-100%	100%	7%	14%	-56%

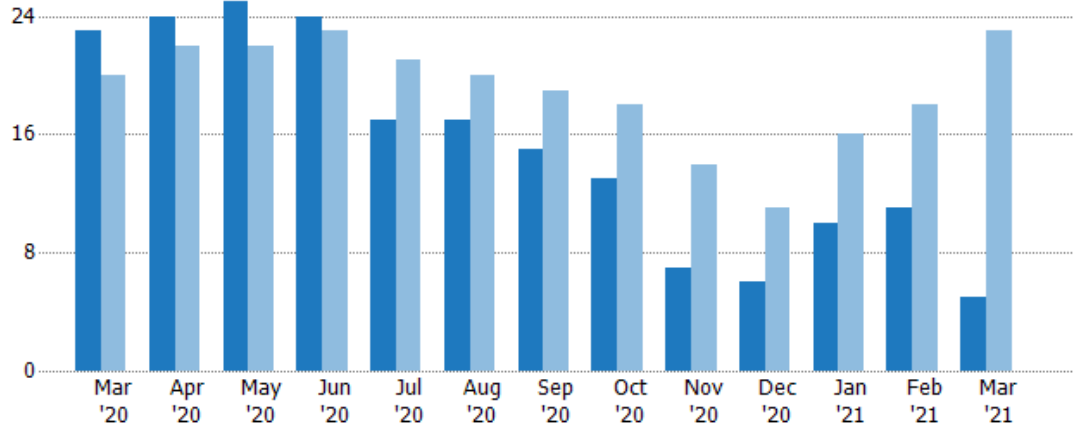
Active Listings

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

Month/Year	Count	% Chg.
Mar '21	5	-78.3%
Mar '20	23	15%
Mar '19	20	30%



Current Year	23	24	25	24	17	17	15	13	7	6	10	11	5
Prior Year	20	22	22	23	21	20	19	18	14	11	16	18	23
Percent Change from Prior Year	15%	9%	14%	4%	-19%	-15%	-21%	-28%	-50%	-45%	-38%	-39%	-78%

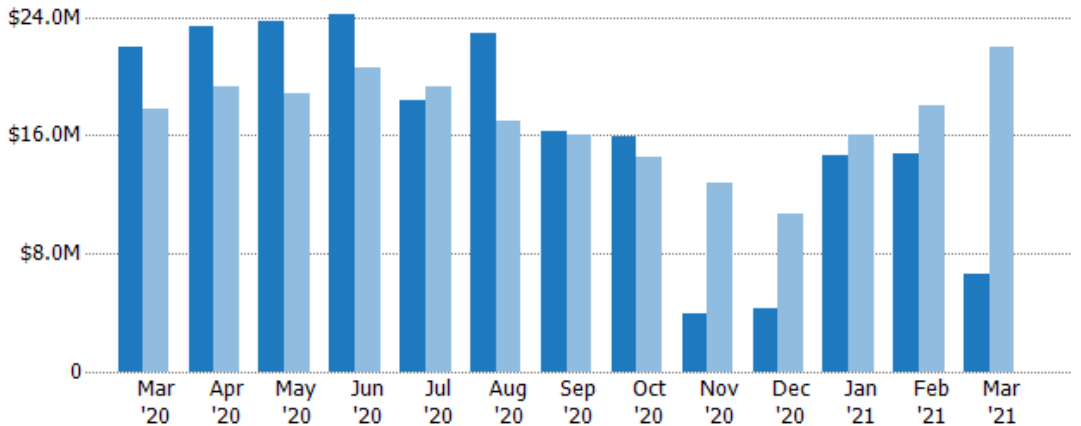
Active Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$6.61M	-69.9%
Mar '20	\$22M	23.5%
Mar '19	\$17.8M	5.3%



Current Year	\$22M	\$23.4M	\$23.8M	\$24.2M	\$18.4M	\$23M	\$16.2M	\$15.9M	\$3.92M	\$4.28M	\$14.6M	\$14.7M	\$6.61M
Prior Year	\$17.8M	\$19.3M	\$18.9M	\$20.6M	\$19.3M	\$16.9M	\$16.1M	\$14.6M	\$12.8M	\$10.6M	\$16M	\$18M	\$22M
Percent Change from Prior Year	24%	21%	26%	17%	-5%	36%	1%	9%	-69%	-60%	-9%	-18%	-70%

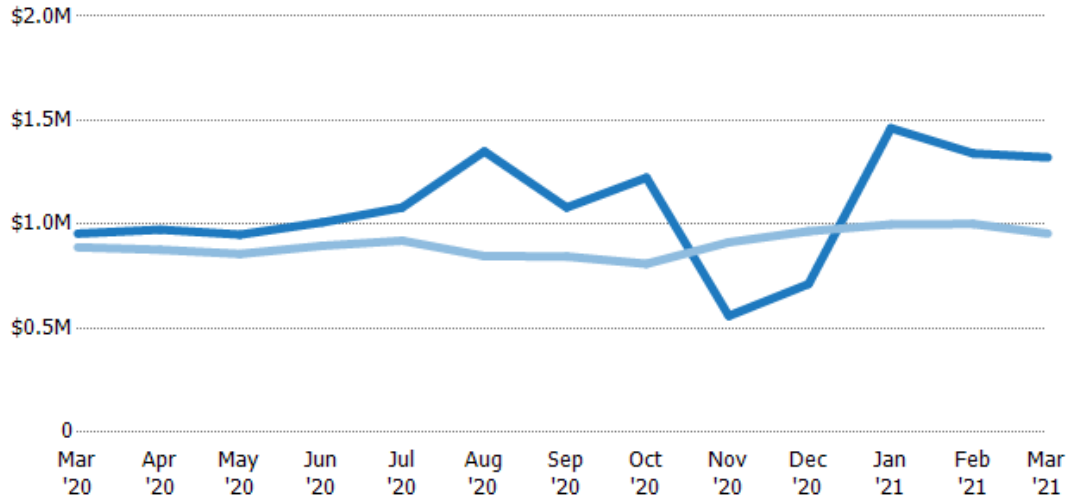
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$1.32M	38.3%
Mar '20	\$955K	7.4%
Mar '19	\$889K	-19%



Current Year	\$955K	\$974K	\$950K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M
Prior Year	\$889K	\$878K	\$857K	\$896K	\$921K	\$847K	\$845K	\$810K	\$914K	\$966K	\$999K	\$1M	\$955K
Percent Change from Prior Year	7%	11%	11%	13%	17%	59%	28%	51%	-39%	-26%	46%	34%	38%

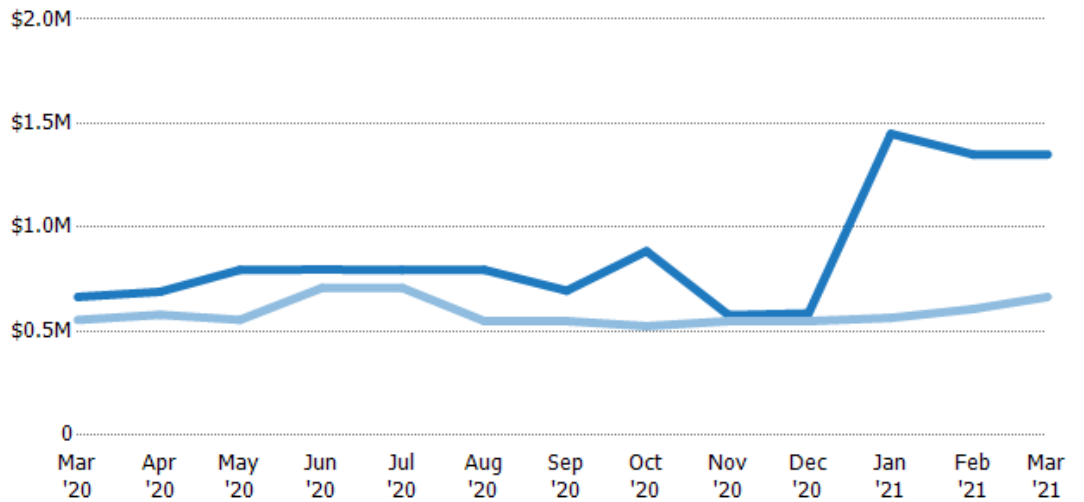
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$1.35M	103%
Mar '20	\$665K	20%
Mar '19	\$554K	7.2%



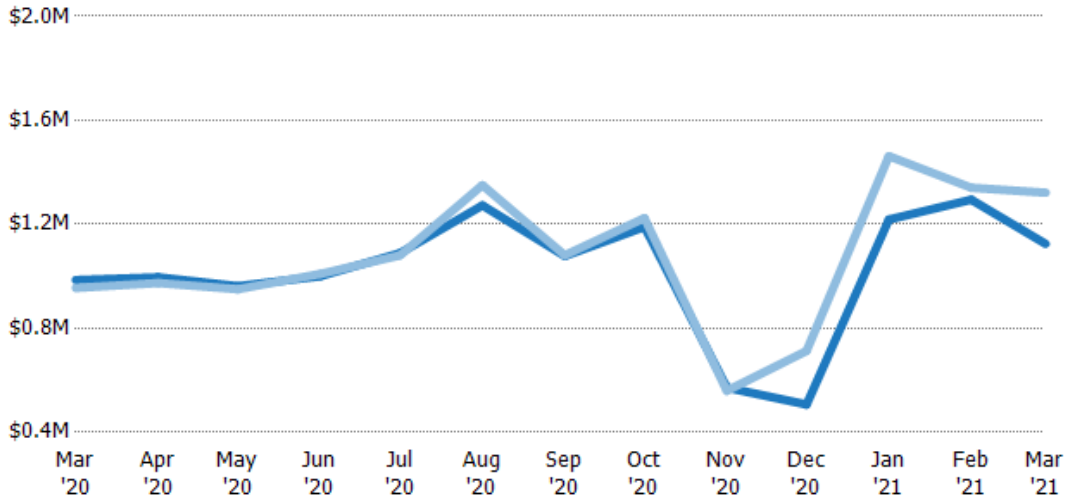
Current Year	\$665K	\$690K	\$795K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M
Prior Year	\$554K	\$579K	\$555K	\$709K	\$709K	\$549K	\$549K	\$524K	\$549K	\$549K	\$564K	\$607K	\$665K
Percent Change from Prior Year	20%	19%	43%	12%	12%	45%	27%	69%	5%	7%	157%	122%	103%

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



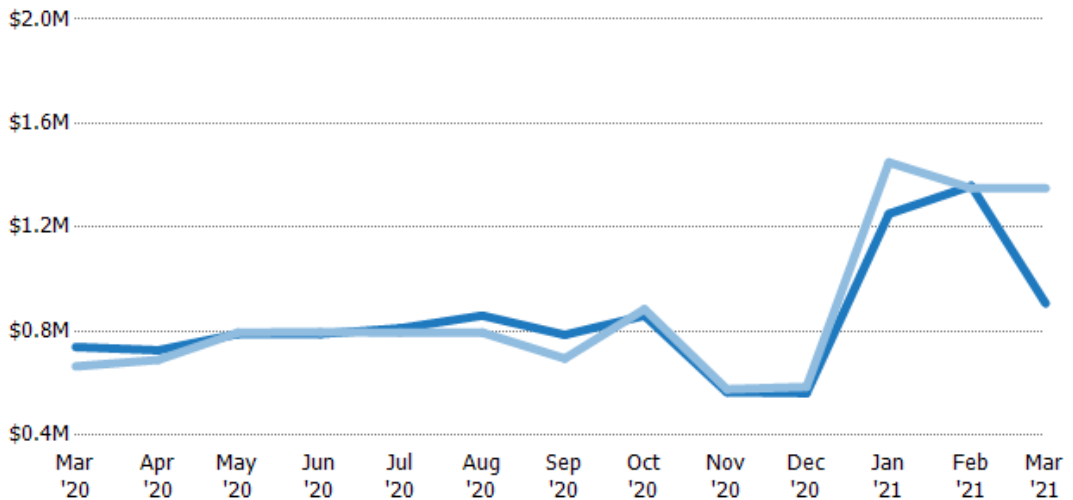
Avg Est Value	\$986K	\$996K	\$962K	\$1M	\$1.09M	\$1.27M	\$1.08M	\$1.19M	\$572K	\$507K	\$1.22M	\$1.29M	\$1.12M
Avg Listing Price	\$955K	\$974K	\$950K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M
Avg Listing Price as a % of Avg Est Value	97%	98%	99%	101%	99%	106%	100%	103%	98%	141%	120%	104%	118%

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



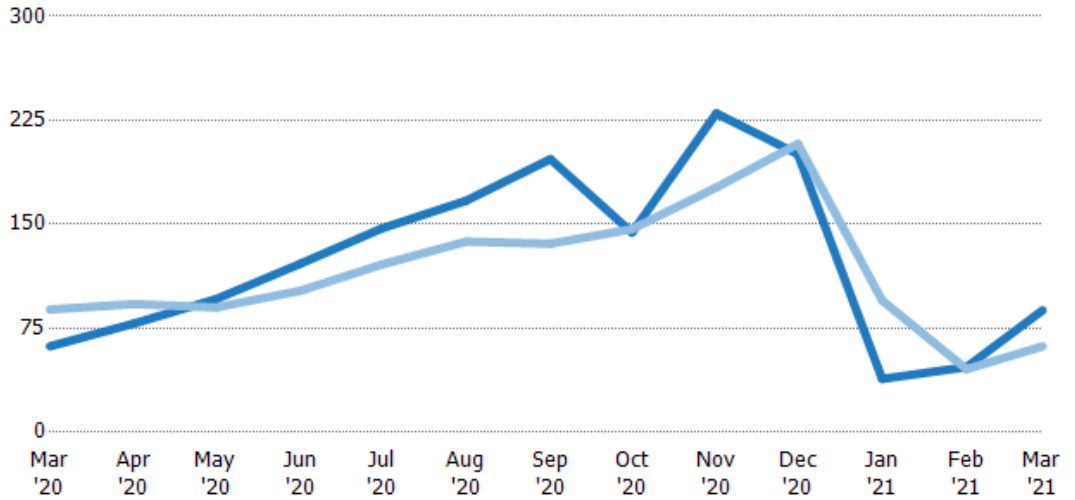
Median Est Value	\$739K	\$727K	\$790K	\$790K	\$811K	\$860K	\$786K	\$860K	\$566K	\$562K	\$1.25M	\$1.36M	\$907K
Median Listing Price	\$665K	\$690K	\$795K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M
Med Listing Price as a % of Med Est Value	90%	95%	101%	101%	98%	92%	88%	103%	102%	104%	116%	99%	149%

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



Month/Year	Days	% Chg.
Mar '21	88	41.9%
Mar '20	62	-29.9%
Mar '19	88.5	-58.2%

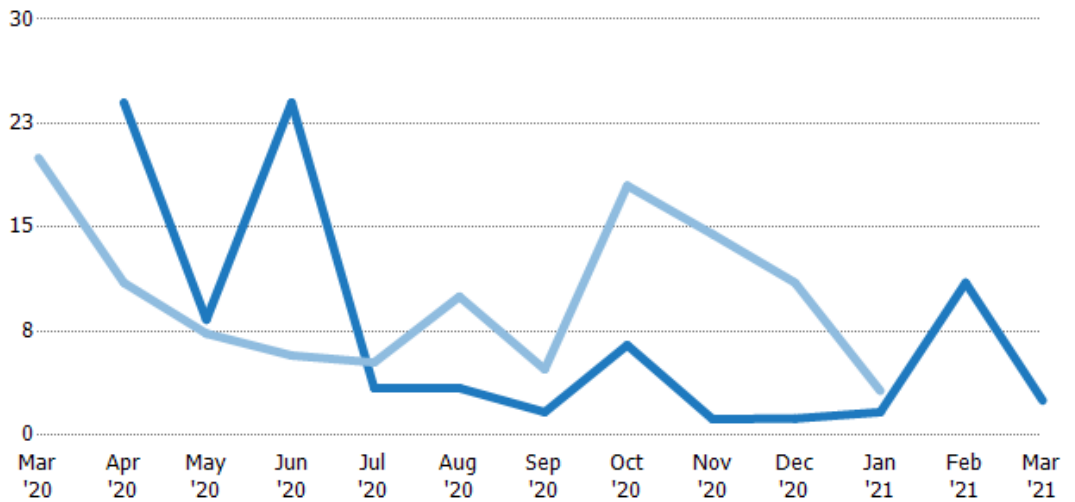
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	62	78.5	96	122	147	167	197	144	230	201	38.5	47	88
Prior Year	88.5	92.5	90	102	121	138	136	147	177	208	95	45.5	62
Percent Change from Prior Year	-30%	-15%	7%	19%	21%	21%	45%	-2%	30%	-4%	-59%	3%	42%

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: Condo/Townhouse/Apt., Single Family



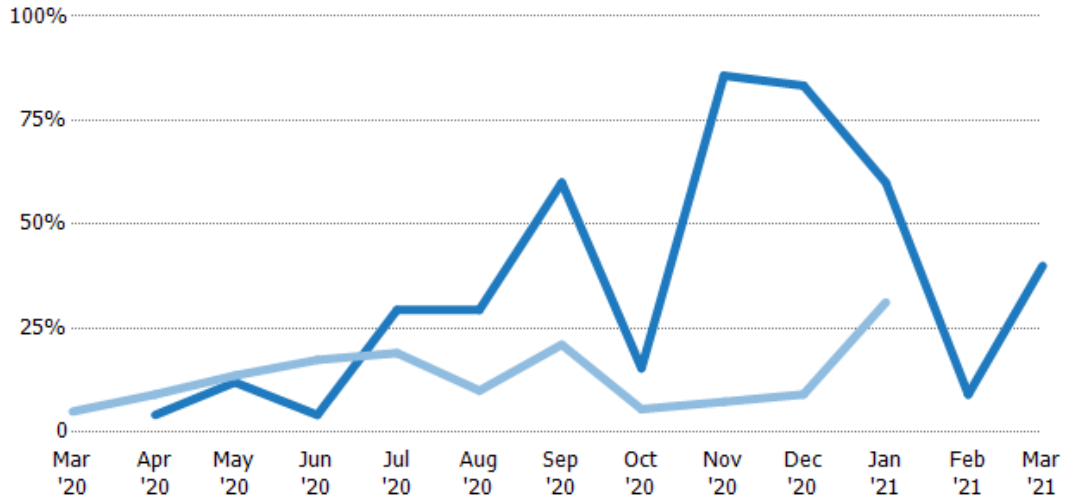
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	24	8.33	24	3.4	3.4	1.67	6.5	1.17	1.2	1.67	11	2.5
Prior Year	20	11	7.33	5.75	5.25	10	4.75	18	14.5	11	3.2	-	-
Percent Change from Prior Year	-100%	118%	14%	317%	-35%	-66%	-65%	-64%	100%	-89%	-48%	100%	100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



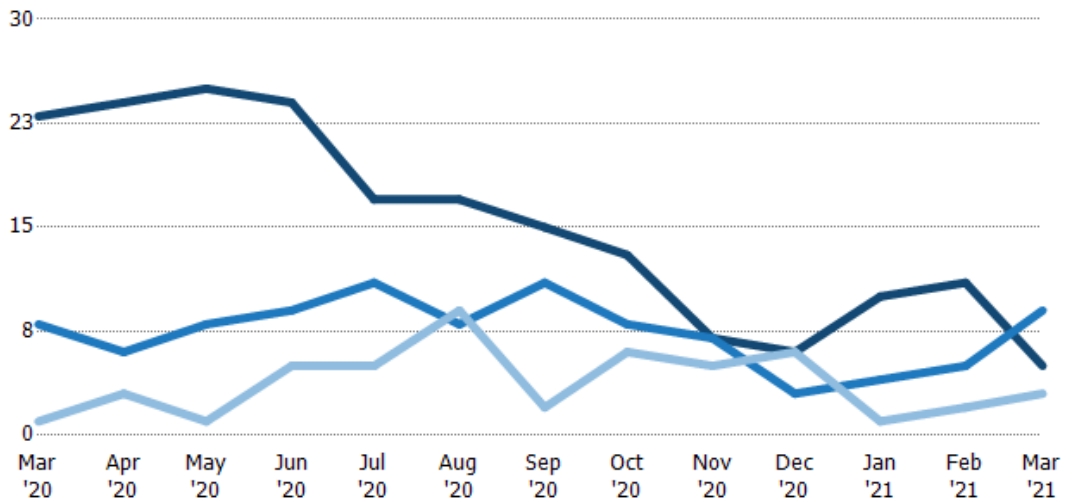
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	4%	12%	4%	29%	29%	60%	15%	86%	83%	60%	9%	40%
Prior Year	5%	9%	14%	17%	19%	10%	21%	6%	7%	9%	31%	-	-
Change from Prior Year	5%	5%	2%	13%	-10%	-19%	-39%	-10%	-86%	-74%	-29%	-9%	-40%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	23	24	25	24	17	17	15	13	7	6	10	11	5
Pending	8	6	8	9	11	8	11	8	7	3	4	5	9
Sold	1	3	1	5	5	9	2	6	5	6	1	2	3

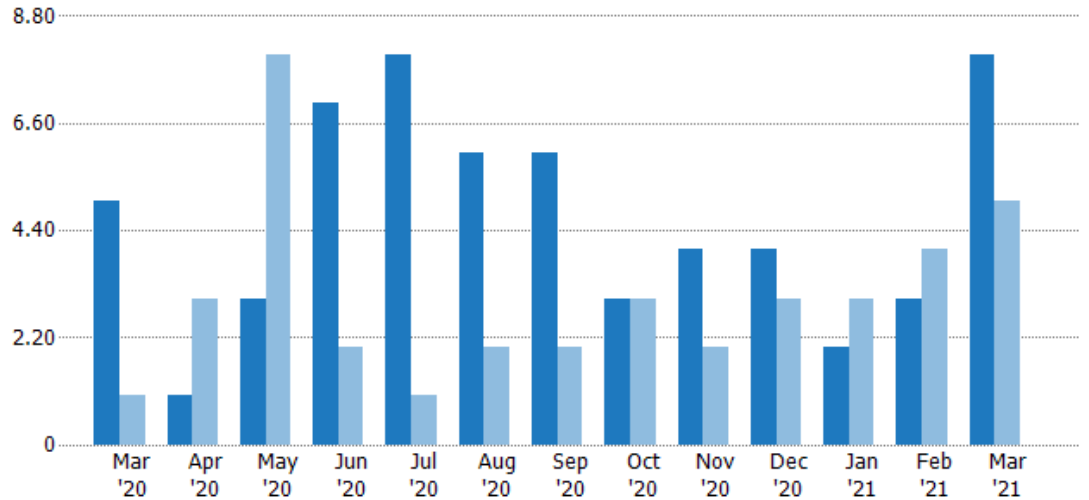
New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	8	60%
Mar '20	5	400%
Mar '19	1	500%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	5	1	3	7	8	6	6	3	4	4	2	3	8
Prior Year	1	3	8	2	1	2	2	3	2	3	3	4	5
Percent Change from Prior Year	400%	-67%	-63%	250%	700%	200%	200%	0%	100%	33%	-33%	-25%	60%

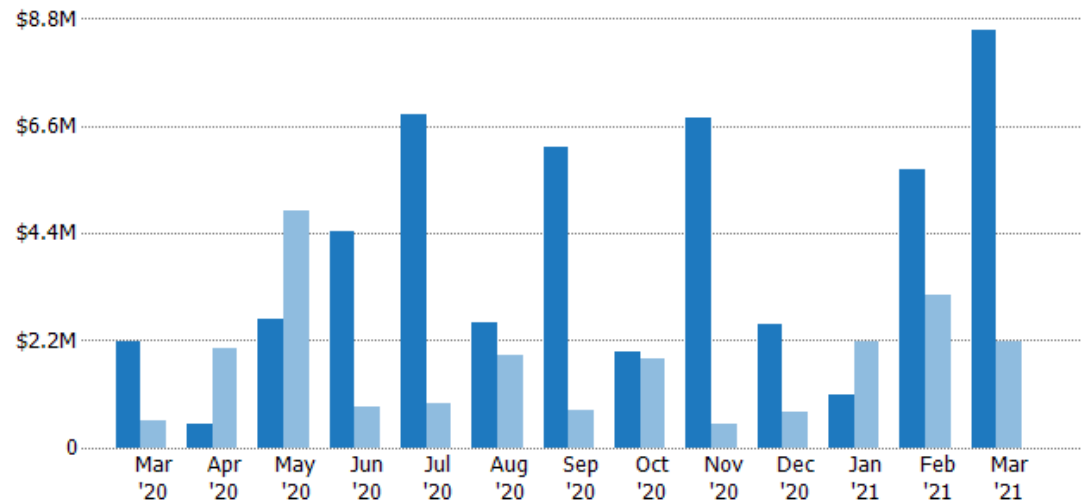
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$8.56M	292.3%
Mar '20	\$2.18M	297.6%
Mar '19	\$549K	582.7%



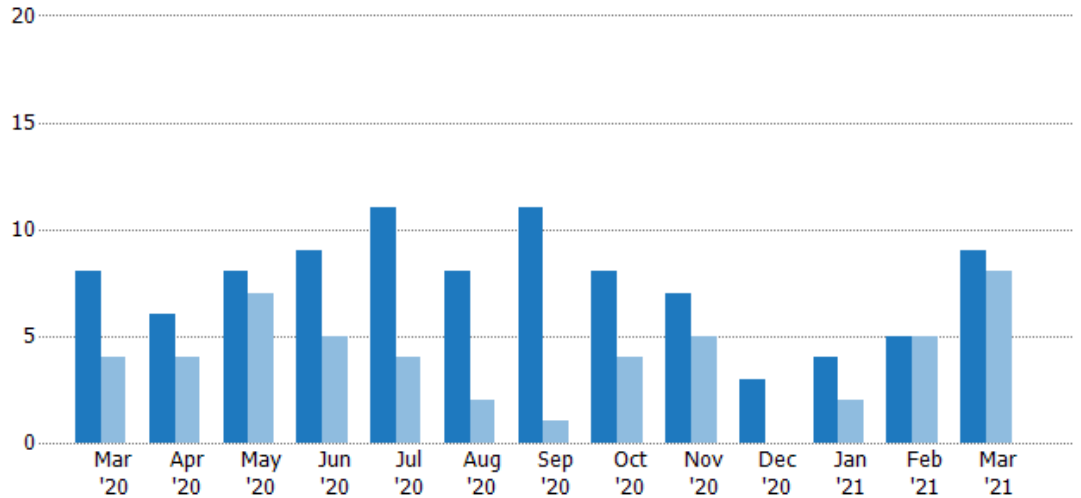
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M
Prior Year	\$549K	\$2.03M	\$4.85M	\$835K	\$895K	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M
Percent Change from Prior Year	298%	-75%	-45%	432%	663%	36%	716%	7%	1,316%	236%	-50%	82%	292%

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



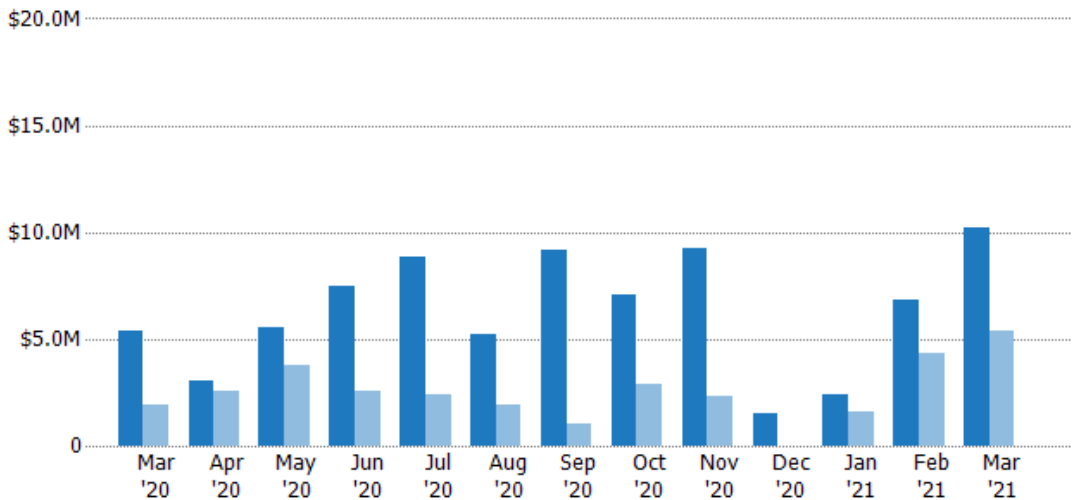
Current Year	8	6	8	9	11	8	11	8	7	3	4	5	9
Prior Year	4	4	7	5	4	2	1	4	5	-	2	5	8
Percent Change from Prior Year	100%	50%	14%	80%	175%	300%	1,000%	100%	40%	100%	100%	0%	13%

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



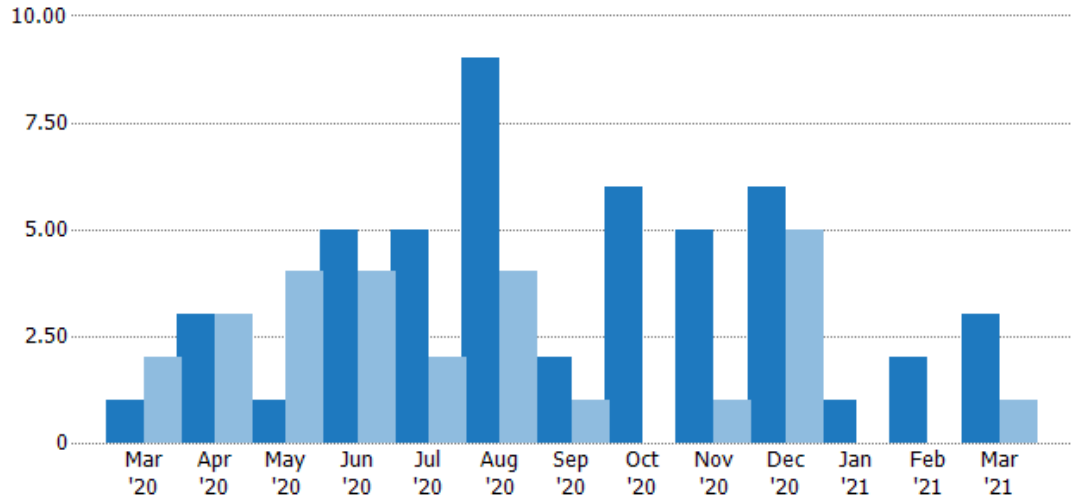
Current Year	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M
Prior Year	\$1.91M	\$2.58M	\$3.79M	\$2.53M	\$2.43M	\$1.9M	\$1.05M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M
Percent Change from Prior Year	184%	19%	46%	195%	263%	173%	775%	144%	299%	100%	48%	56%	88%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



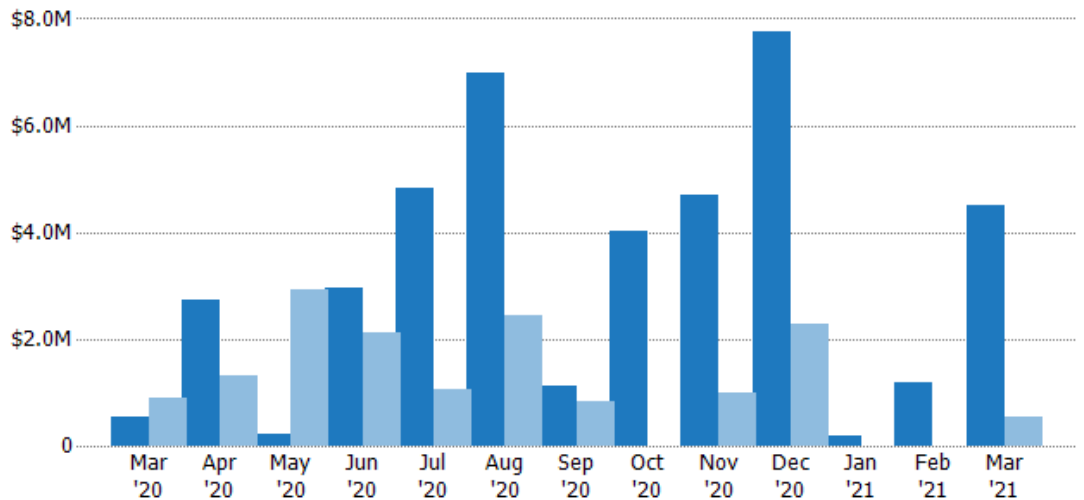
Current Year	1	3	1	5	5	9	2	6	5	6	1	2	3
Prior Year	2	3	4	4	2	4	1	-	1	5	-	-	1
Percent Change from Prior Year	-50%	0%	-75%	25%	150%	125%	100%	100%	400%	20%	100%	100%	200%

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



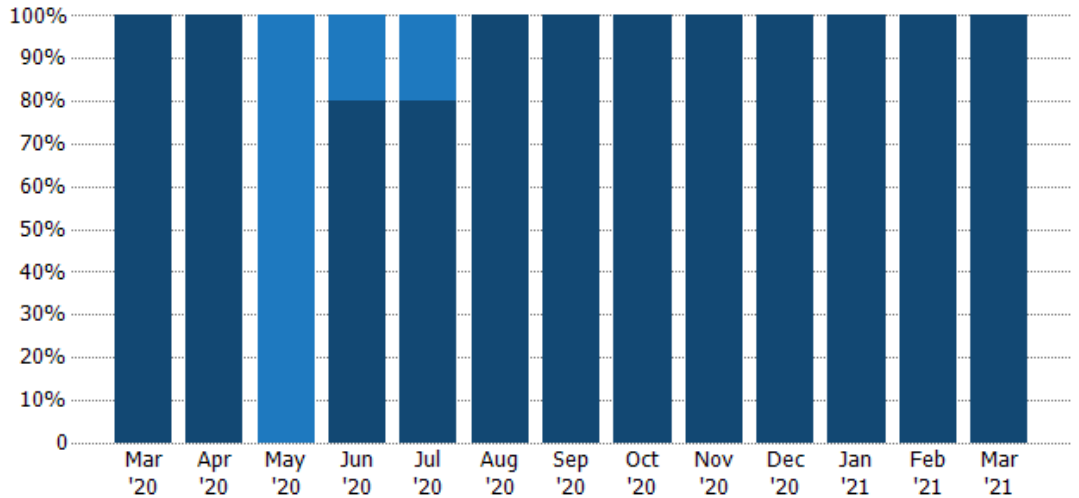
Current Year	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M
Prior Year	\$903K	\$1.33M	\$2.93M	\$2.12M	\$1.06M	\$2.43M	\$820K	-	\$1M	\$2.29M	-	-	\$554K
Percent Change from Prior Year	-39%	105%	-93%	40%	358%	188%	39%	100%	371%	239%	100%	100%	711%

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



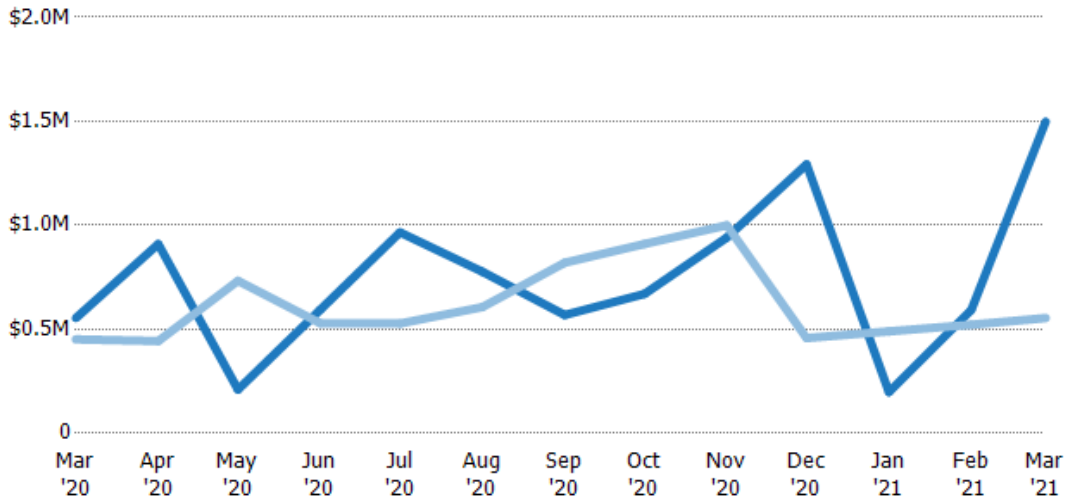
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	-	-	100%	20%	20%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	-	80%	80%	100%	100%	100%	100%	100%	100%	100%	100%

Average Sales Price

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

Filters Used

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



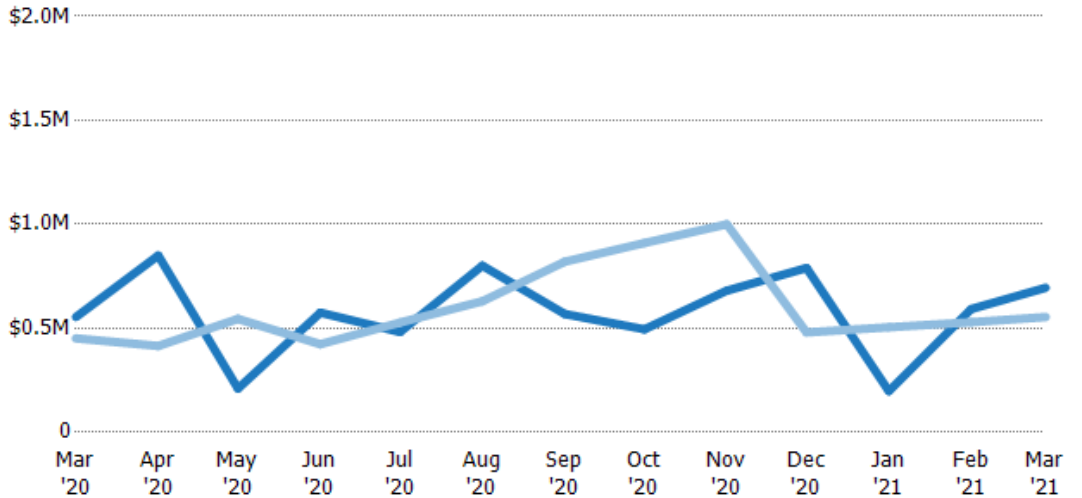
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M
Prior Year	\$452K	\$443K	\$733K	\$529K	\$528K	\$607K	\$820K	\$910K	\$1M	\$458K	\$490K	\$522K	\$554K
Percent Change from Prior Year	23%	105%	-71%	12%	83%	28%	-31%	100%	-6%	182%	100%	100%	170%

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



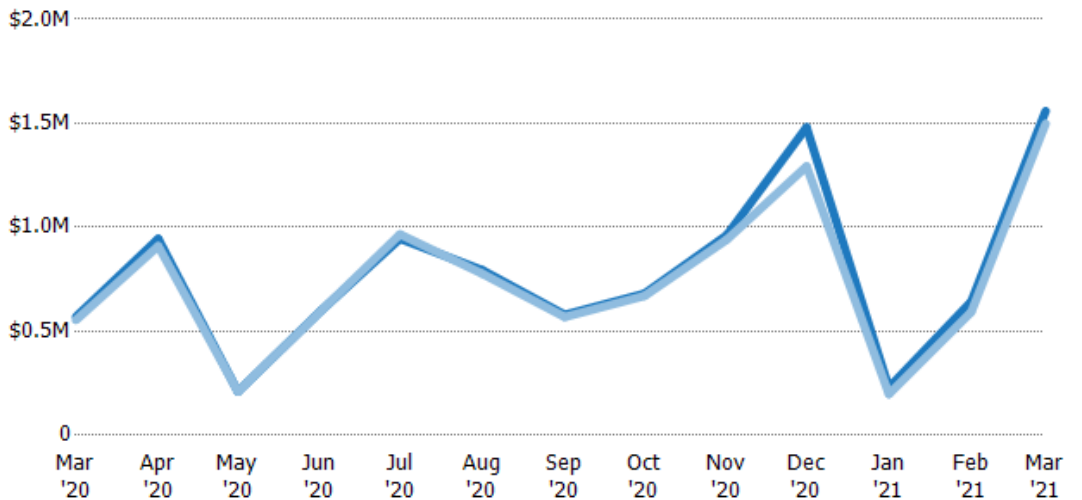
Current Year	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K
Prior Year	\$452K	\$415K	\$545K	\$424K	\$528K	\$630K	\$820K	\$910K	\$1M	\$480K	\$505K	\$529K	\$554K
Percent Change from Prior Year	23%	105%	-61%	36%	-9%	27%	-31%	100%	-32%	65%	100%	100%	25%

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



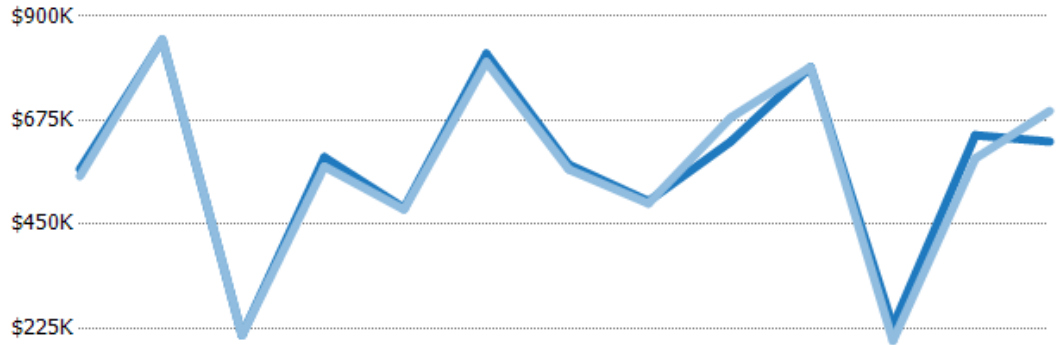
Avg List Price	\$569K	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M
Avg Sales Price	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M
Avg Sales Price as a % of Avg List Price	97%	96%	100%	100%	102%	98%	98%	98%	98%	87%	86%	92%	96%

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



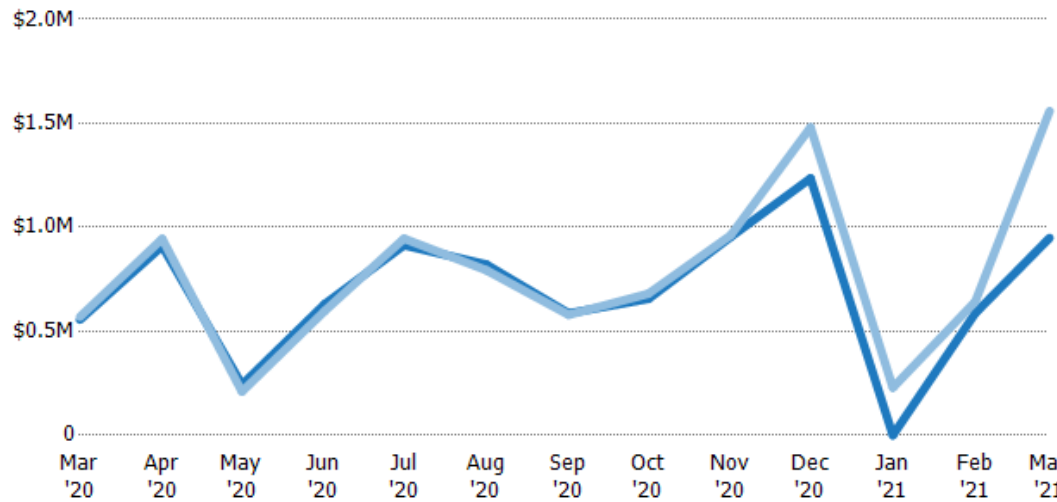
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$569K	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K
Median Sales Price	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K
Med Sales Price as a % of Med List Price	97%	100%	100%	97%	99%	98%	98%	99%	108%	100%	86%	92%	110%

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



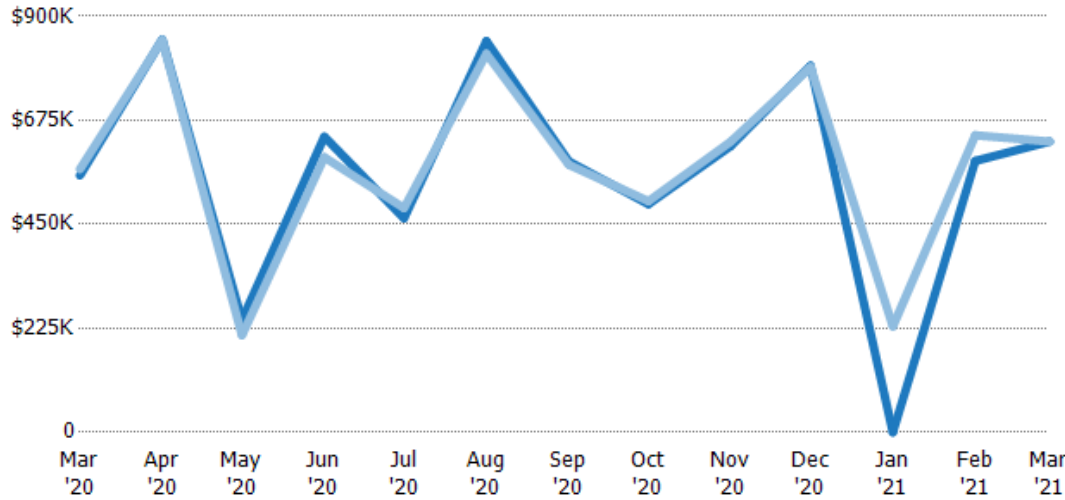
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$556K	\$910K	\$243K	\$629K	\$913K	\$821K	\$586K	\$656K	\$954K	\$1.24M	\$0	\$587K	\$949K
Avg Sales Price	\$569K	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M
Avg Sales Price as a % of Avg Est Value	102%	104%	86%	95%	104%	97%	99%	104%	101%	120%	100%	109%	164%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$556K	\$850K	\$243K	\$639K	\$463K	\$847K	\$586K	\$494K	\$620K	\$793K	\$0	\$587K	\$629K
Median Sales Price	\$569K	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K
Med Sales Price as a % of Med Est Value	102%	100%	86%	93%	105%	97%	99%	101%	102%	100%	100%	109%	100%