

Summary of Key Listing and Sales Metrics

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

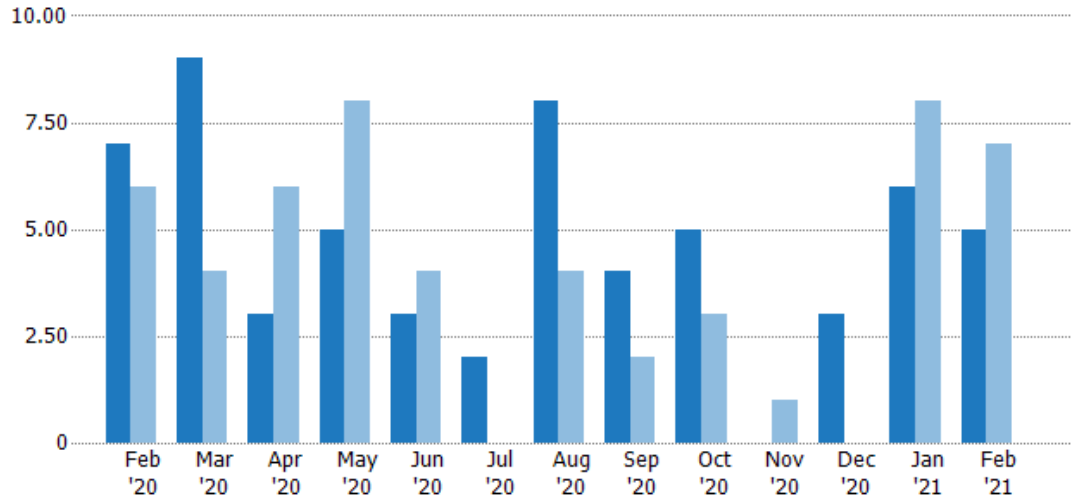
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	7	-28.6%	11	15	-26.7%
New Listing Volume	\$6,440,000	\$5,669,000	+13.6%	\$17,863,000	\$16,365,000	+9.2%
Active Listing Count	11	18	-38.9%	N/A	N/A	
Active Listing Volume	\$14,746,000	\$18,027,990	-18.2%	N/A	N/A	
Average Listing Price	\$1,340,545	\$1,001,555	+33.8%	\$1,398,429	\$1,000,487	+39.8%
Median Listing Price	\$1,350,000	\$607,000	+122.4%	\$1,397,381	\$586,904	+138.1%
Median Days in RPR	47	45.5	+3.3%	44.17	-	-
Months of Inventory	11	-	-	-	17	-
Absorption Rate	9.09%	-	+9.1%	-	5.88%	-5.9%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	5	7	-28.6%
New Pending Sales Volume	\$5,720,000	\$3,150,000	+81.6%	\$6,798,000	\$5,317,000	+27.9%
Pending Sales Count	5	5	+/-	N/A	N/A	
Pending Sales Volume	\$6,798,000	\$4,349,000	+56.3%	N/A	N/A	
Closed Sales Count	2	-	-	3	-	-
Closed Sales Volume	\$1,185,000	-	-	\$1,383,000	-	-
Average Sales Price	\$592,500	-	-	\$461,000	-	-
Median Sales Price	\$592,500	-	-	\$461,000	-	-

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



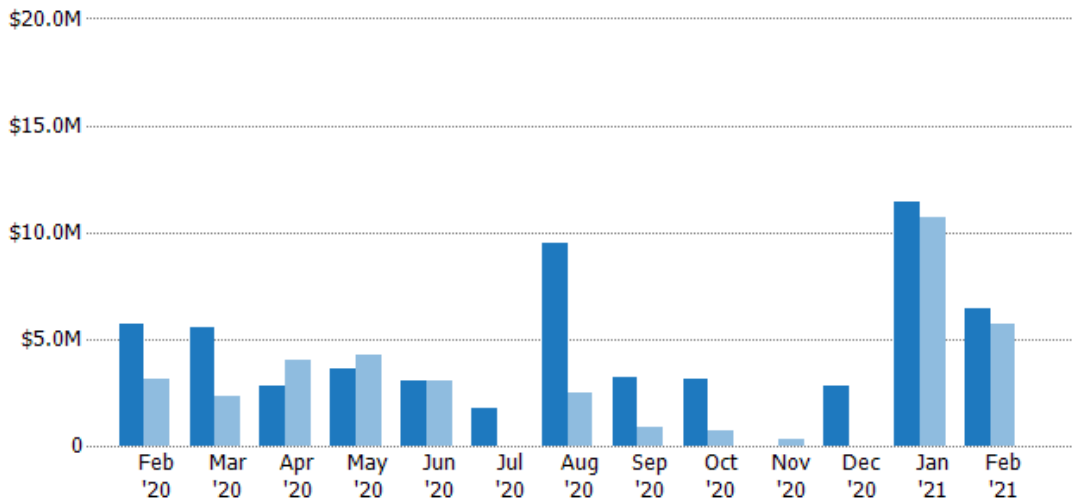
Current Year	7	9	3	5	3	2	8	4	5	-	3	6	5
Prior Year	6	4	6	8	4	-	4	2	3	1	-	8	7
Percent Change from Prior Year	17%	125%	-50%	-38%	-25%	100%	100%	100%	67%	-100%	100%	-25%	-29%

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



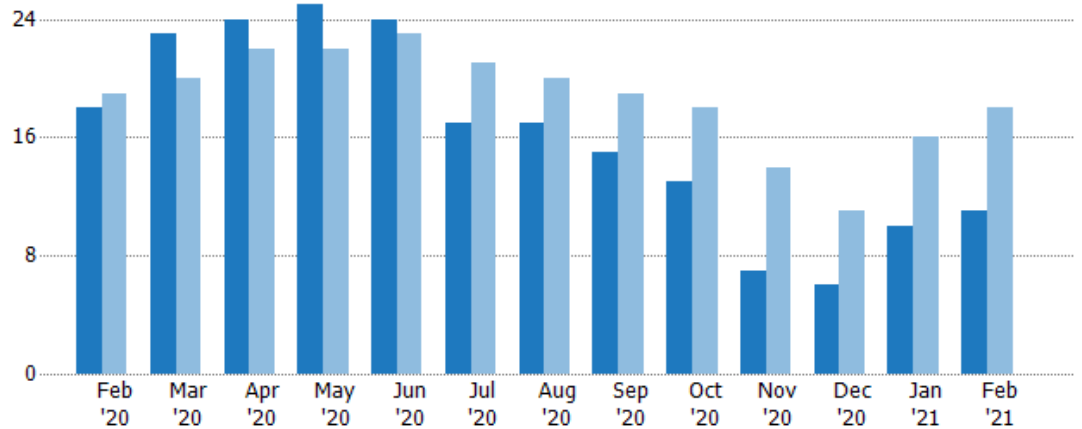
Current Year	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M
Prior Year	\$3.12M	\$2.33M	\$4.05M	\$4.22M	\$3.08M	-	\$2.51M	\$895K	\$750K	\$285K	-	\$10.7M	\$5.67M
Percent Change from Prior Year	82%	139%	-30%	-15%	-1%	100%	279%	261%	316%	-100%	100%	7%	14%

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.
Feb '21	11	-38.9%
Feb '20	18	-5.3%
Feb '19	19	-5.3%

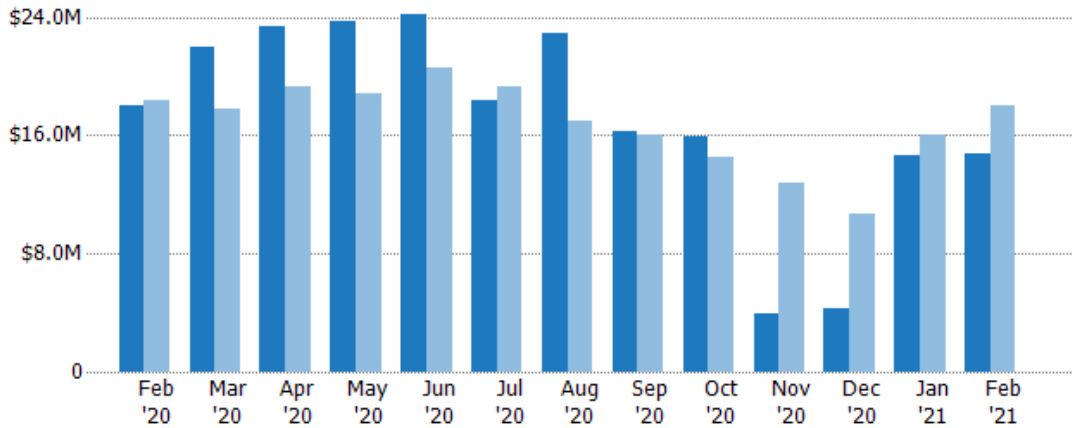
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	18	23	24	25	24	17	17	15	13	7	6	10	11
Prior Year	19	20	22	22	23	21	20	19	18	14	11	16	18
Percent Change from Prior Year	-5%	15%	9%	14%	4%	-19%	-15%	-21%	-28%	-50%	-45%	-38%	-39%

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.
Feb '21	\$14.7M	-18.2%
Feb '20	\$18M	-2%
Feb '19	\$18.4M	-29.8%

	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$18M	\$22M	\$23.4M	\$23.8M	\$24.2M	\$18.4M	\$23M	\$16.2M	\$15.9M	\$3.92M	\$4.28M	\$14.6M	\$14.7M
Prior Year	\$18.4M	\$17.8M	\$19.3M	\$18.9M	\$20.6M	\$19.3M	\$16.9M	\$16.1M	\$14.6M	\$12.8M	\$10.6M	\$16M	\$18M
Percent Change from Prior Year	-2%	24%	21%	26%	17%	-5%	36%	1%	9%	-69%	-60%	-9%	-18%

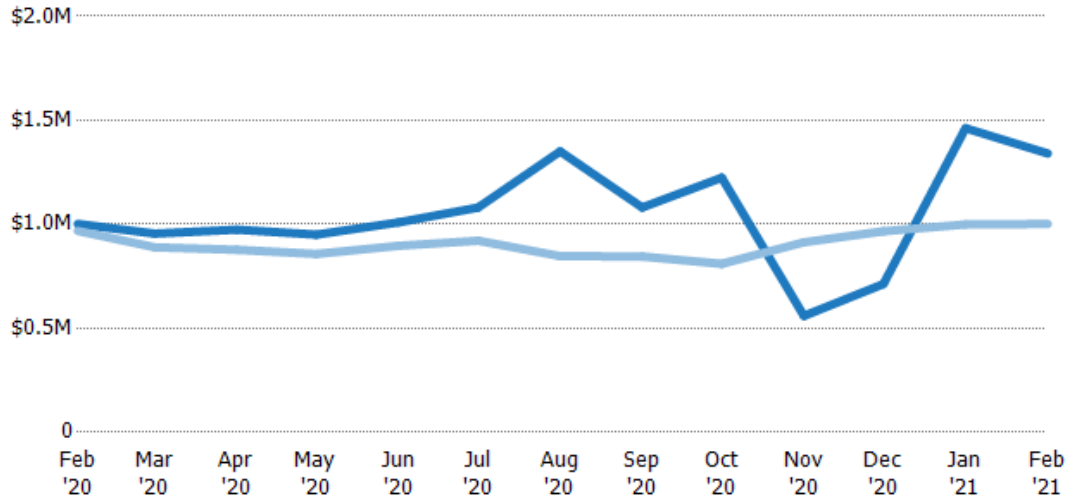
Average Listing Price

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.
Feb '21	\$1.34M	33.8%
Feb '20	\$1M	3.5%
Feb '19	\$968K	-25.9%



Current Year	\$1M	\$955K	\$974K	\$950K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M
Prior Year	\$968K	\$889K	\$878K	\$857K	\$896K	\$921K	\$847K	\$845K	\$810K	\$914K	\$966K	\$999K	\$1M
Percent Change from Prior Year	3%	7%	11%	11%	13%	17%	59%	28%	51%	-39%	-26%	46%	34%

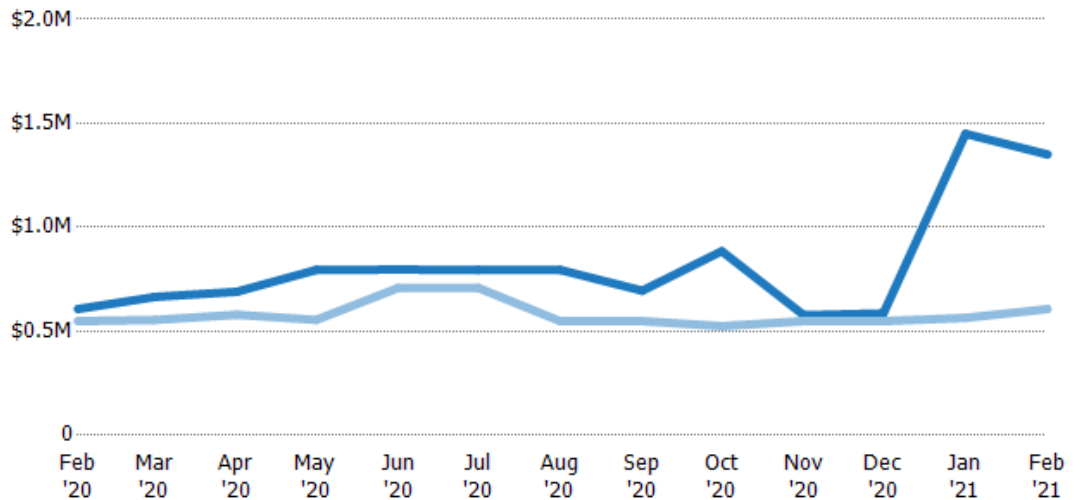
Median Listing Price

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.
Feb '21	\$1.35M	122.4%
Feb '20	\$607K	10.6%
Feb '19	\$549K	18.4%



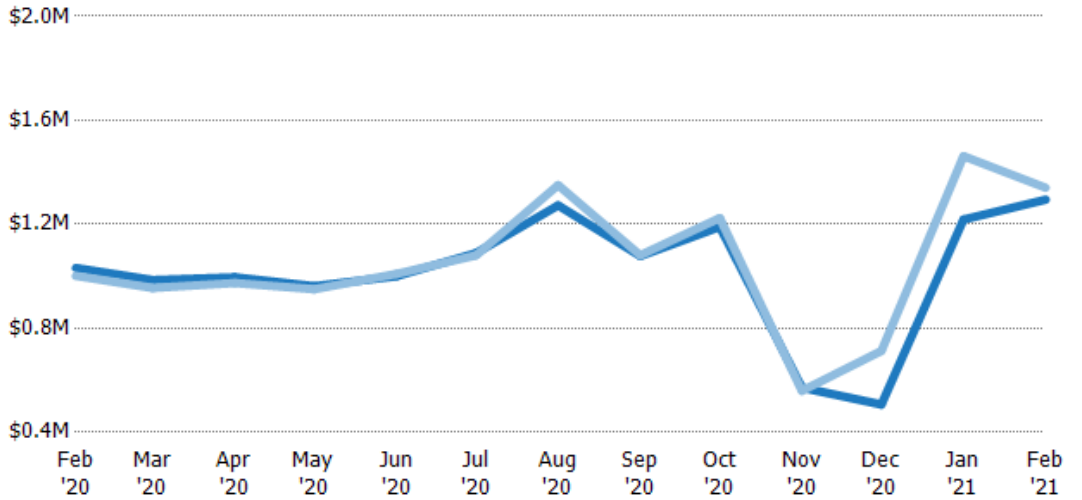
Current Year	\$607K	\$665K	\$690K	\$795K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M
Prior Year	\$549K	\$554K	\$579K	\$555K	\$709K	\$709K	\$549K	\$549K	\$524K	\$549K	\$549K	\$564K	\$607K
Percent Change from Prior Year	11%	20%	19%	43%	12%	12%	45%	27%	69%	5%	7%	157%	122%

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



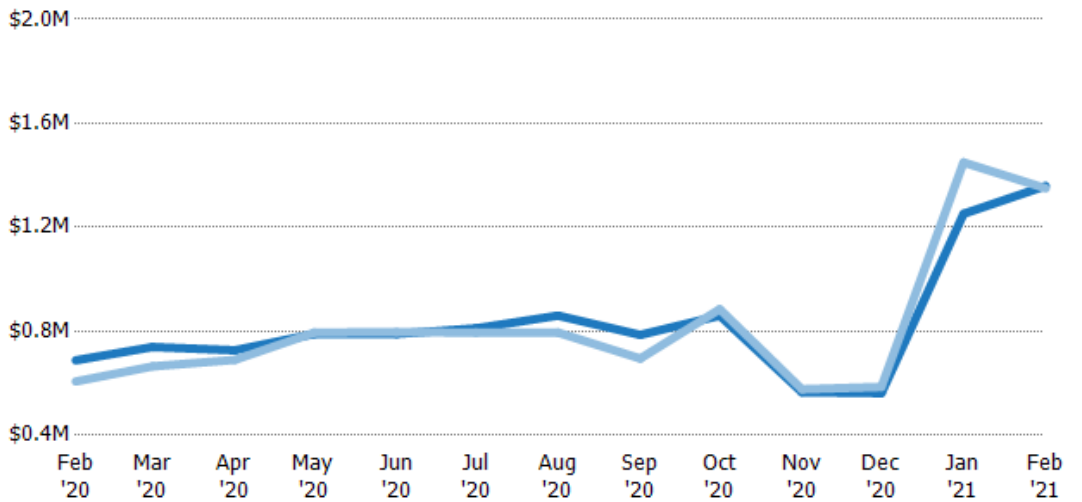
Avg Est Value	\$1.03M	\$986K	\$996K	\$962K	\$1M	\$1.09M	\$1.27M	\$1.08M	\$1.19M	\$572K	\$507K	\$1.22M	\$1.29M
Avg Listing Price	\$1M	\$955K	\$974K	\$950K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M
Avg Listing Price as a % of Avg Est Value	97%	97%	98%	99%	101%	99%	106%	100%	103%	98%	141%	120%	104%

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	\$688K	\$739K	\$727K	\$790K	\$790K	\$811K	\$860K	\$786K	\$860K	\$566K	\$562K	\$1.25M	\$1.36M
Median Listing Price	\$607K	\$665K	\$690K	\$795K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M
Med Listing Price as a % of Med Est Value	88%	90%	95%	101%	101%	98%	92%	88%	103%	102%	104%	116%	99%

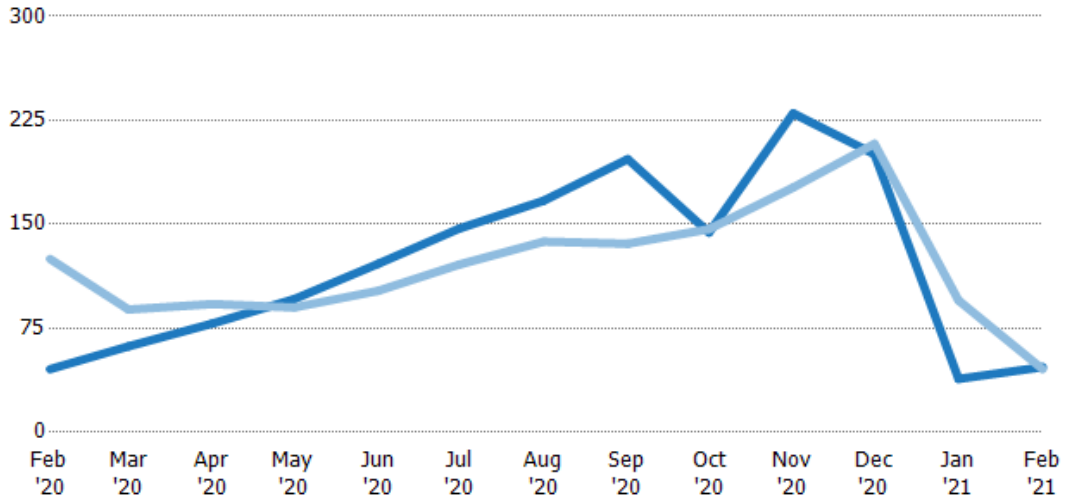
Median Days in RPR

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

Month/Year	Days	% Chg.
Feb '21	47	3.3%
Feb '20	45.5	-63.6%
Feb '19	125	17.2%



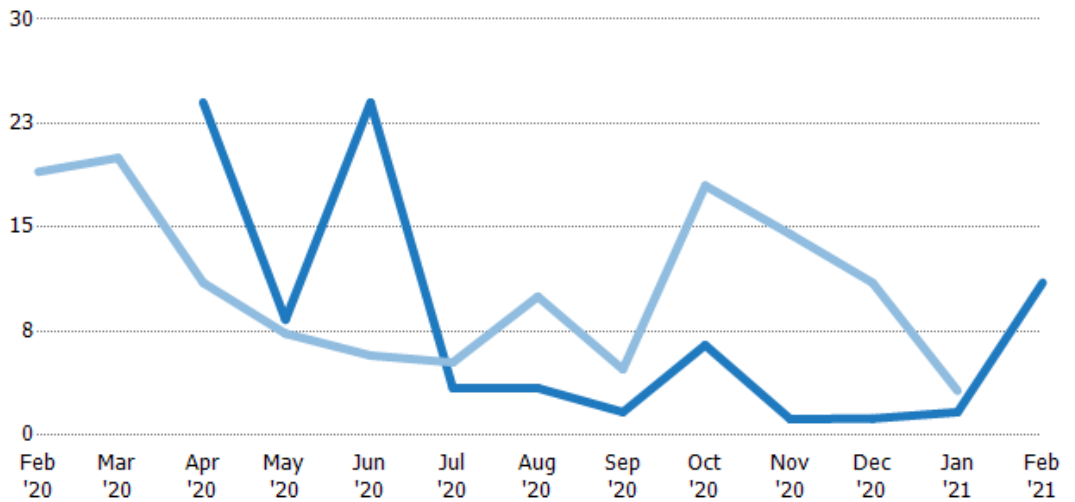
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	45.5	62	78.5	96	122	147	167	197	144	230	201	38.5	47
Prior Year	125	88.5	92.5	90	102	121	138	136	147	177	208	95	45.5
Percent Change from Prior Year	-64%	-30%	-15%	7%	19%	21%	21%	45%	-2%	30%	-4%	-59%	3%

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



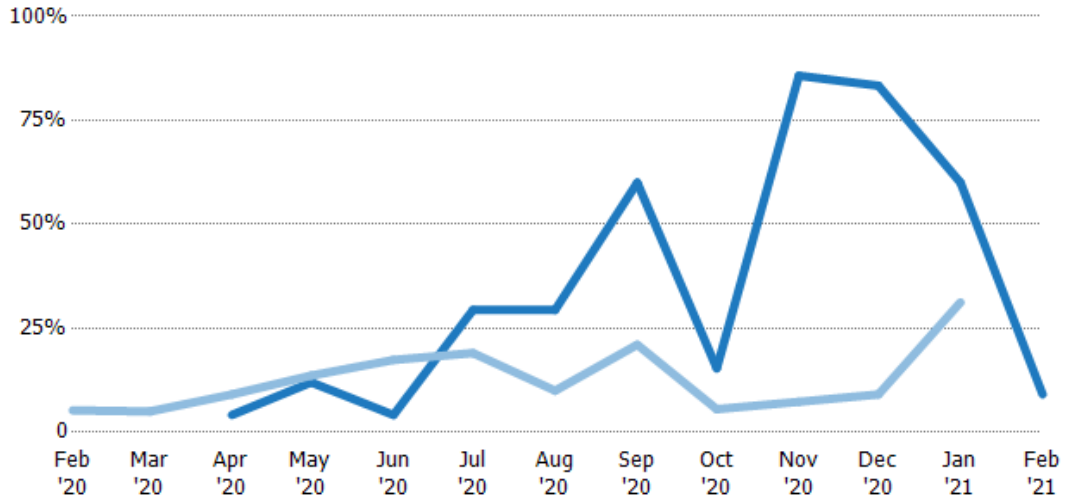
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	-	-	24	8.33	24	3.4	3.4	1.67	6.5	1.17	1.2	1.67	11
Prior Year	19	20	11	7.33	5.75	5.25	10	4.75	18	14.5	11	3.2	-
Percent Change from Prior Year	-100%	-100%	118%	14%	317%	-35%	-66%	-65%	-64%	100%	-89%	-48%	100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



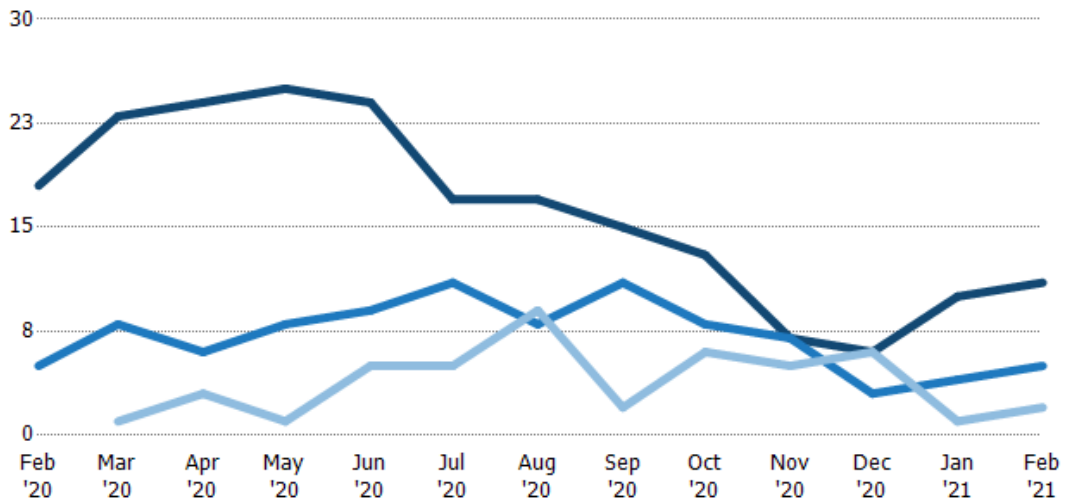
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	-	-	4%	12%	4%	29%	29%	60%	15%	86%	83%	60%	9%
Prior Year	5%	5%	9%	14%	17%	19%	10%	21%	6%	7%	9%	31%	-
Change from Prior Year	5%	5%	5%	2%	13%	-10%	-19%	-39%	-10%	-86%	-74%	-29%	-9%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	18	23	24	25	24	17	17	15	13	7	6	10	11
Pending	5	8	6	8	9	11	8	11	8	7	3	4	5
Sold	-	1	3	1	5	5	9	2	6	5	6	1	2

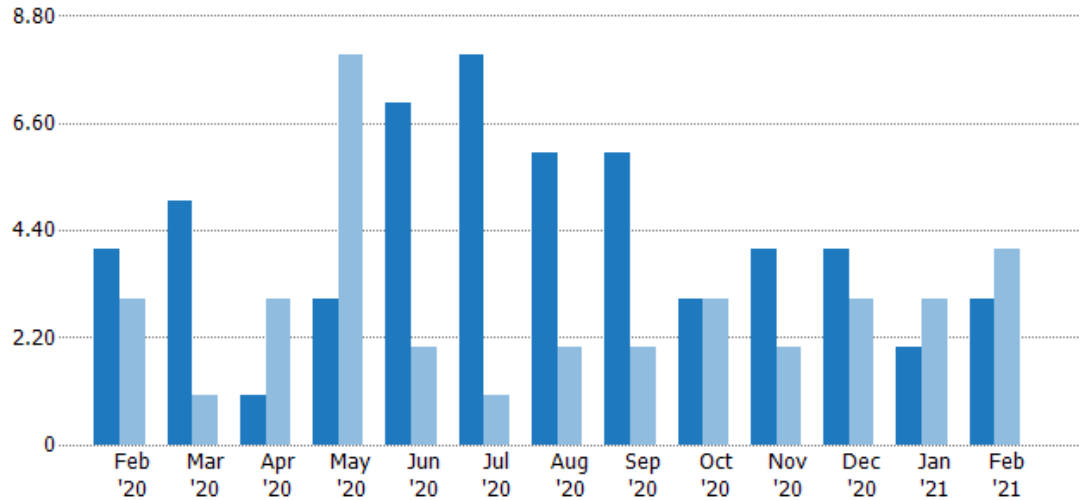
New Pending Sales

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.
Feb '21	3	-25%
Feb '20	4	33.3%
Feb '19	3	33.3%



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

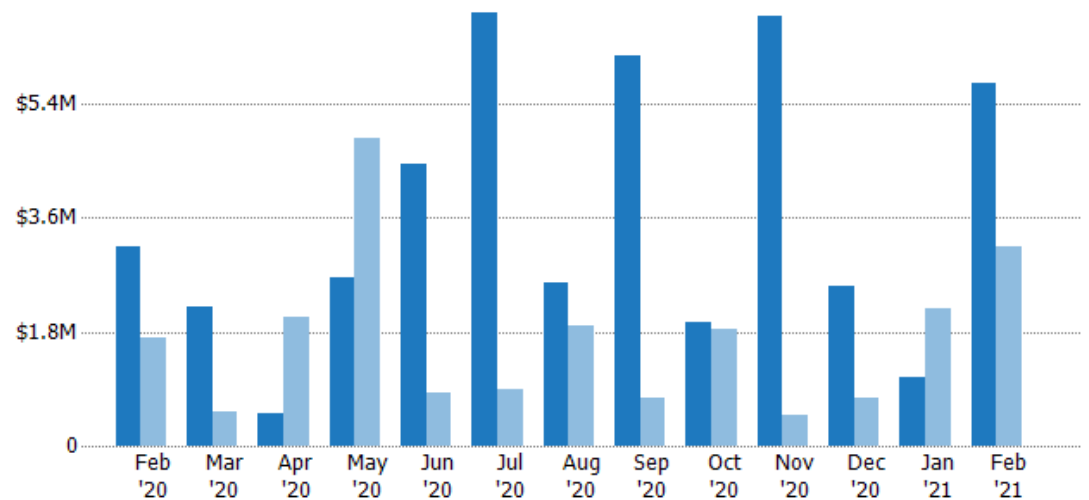
New Pending Sales Volume

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.
Feb '21	\$5.72M	81.6%
Feb '20	\$3.15M	85.6%
Feb '19	\$1.7M	85.2%



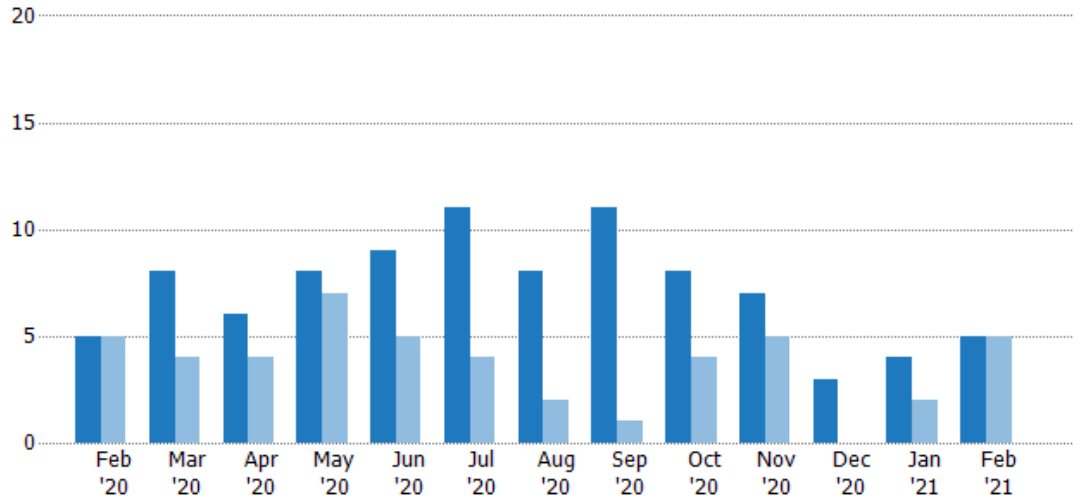
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M
Prior Year	\$1.7M	\$549K	\$2.03M	\$4.85M	\$835K	\$895K	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M
Percent Change from Prior Year	86%	298%	-75%	-45%	432%	663%	36%	716%	7%	1,316%	236%	-50%	82%

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



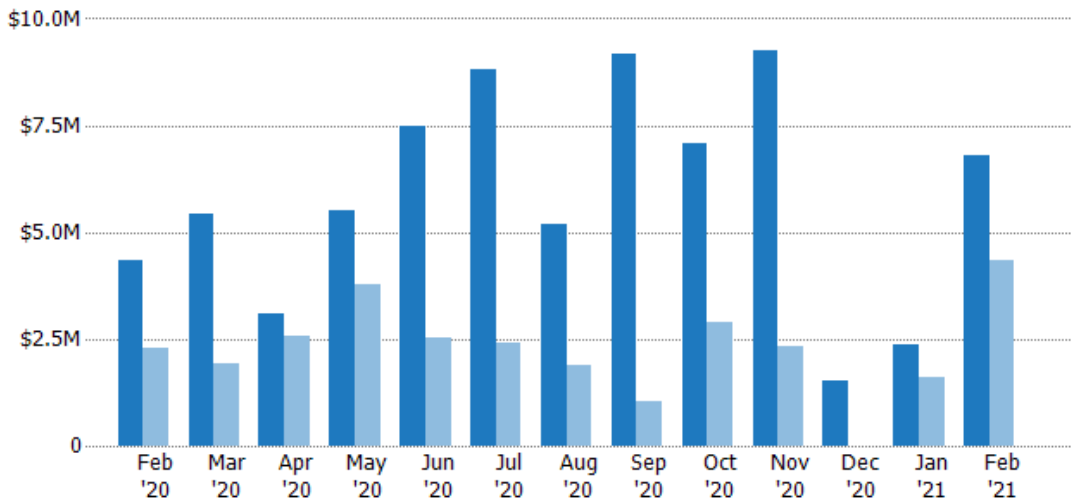
Current Year	5	8	6	8	9	11	8	11	8	7	3	4	5
Prior Year	5	4	4	7	5	4	2	1	4	5	-	2	5
Percent Change from Prior Year	0%	100%	50%	14%	80%	175%	300%	1,000%	100%	40%	100%	100%	0%

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



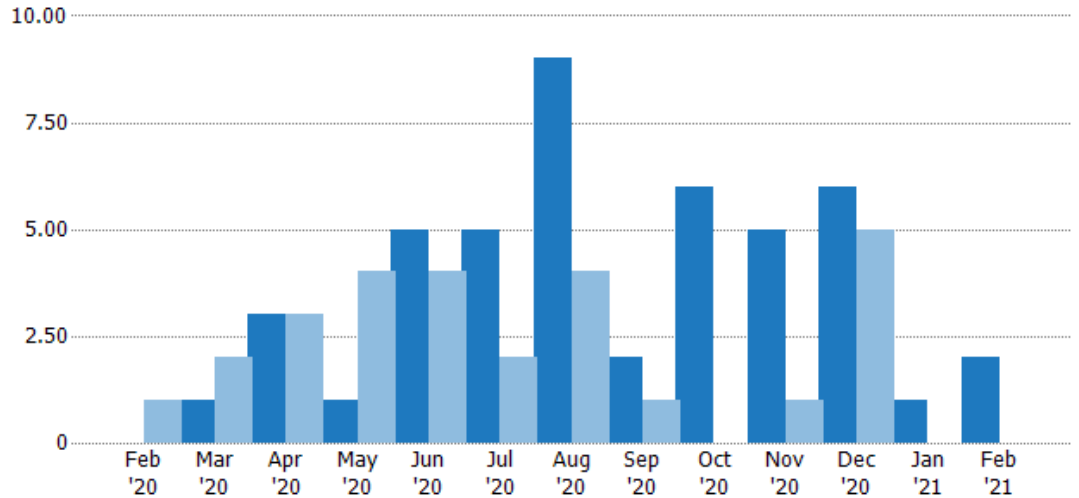
Current Year	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M
Prior Year	\$2.29M	\$1.91M	\$2.58M	\$3.79M	\$2.53M	\$2.43M	\$1.9M	\$1.05M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M
Percent Change from Prior Year	90%	184%	19%	46%	195%	263%	173%	775%	144%	299%	100%	48%	56%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



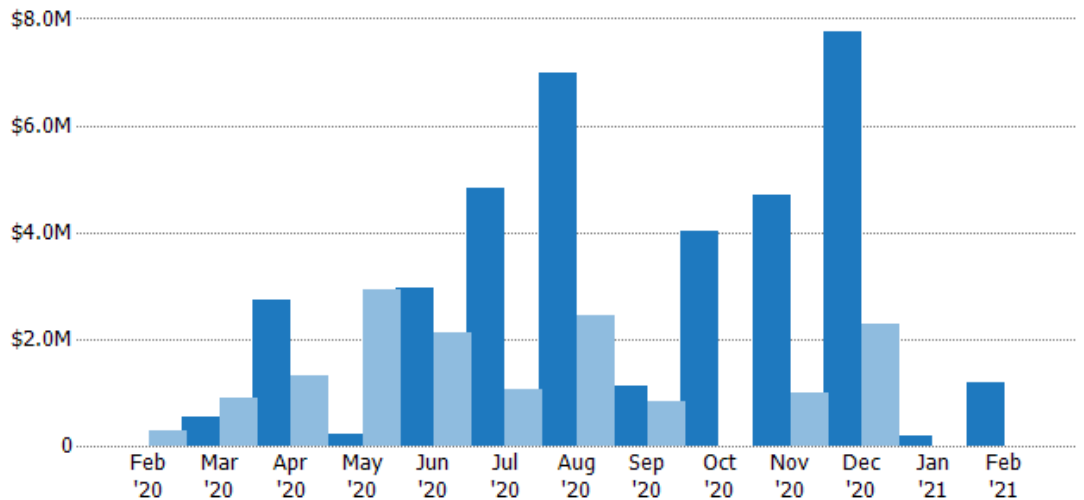
Current Year	-	1	3	1	5	5	9	2	6	5	6	1	2
Prior Year	1	2	3	4	4	2	4	1	-	1	5	-	-
Percent Change from Prior Year	-100%	-50%	0%	-75%	25%	150%	125%	100%	100%	400%	20%	100%	100%

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



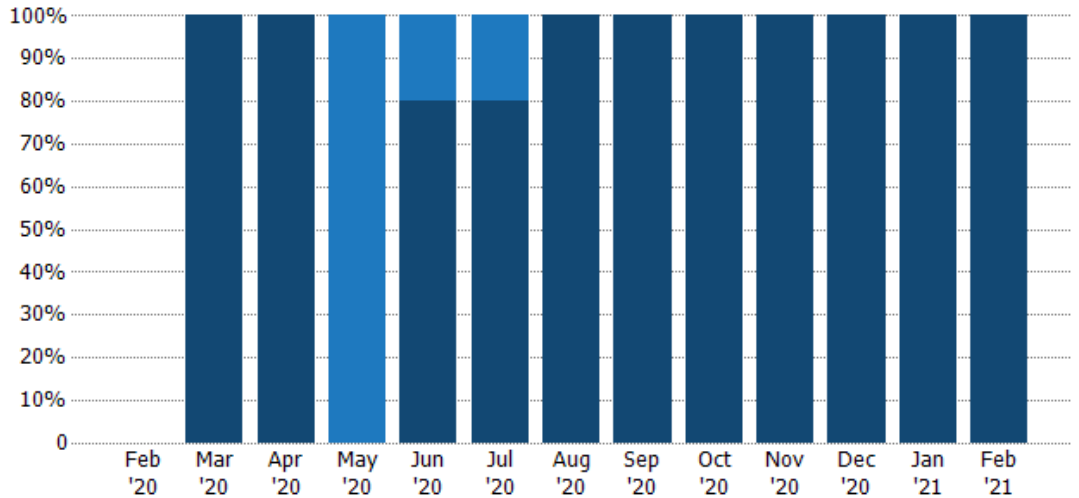
Current Year	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M
Prior Year	\$272K	\$903K	\$1.33M	\$2.93M	\$2.12M	\$1.06M	\$2.43M	\$820K	-	\$1M	\$2.29M	-	-
Percent Change from Prior Year	-100%	-39%	105%	-93%	40%	358%	188%	39%	100%	371%	239%	100%	100%

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



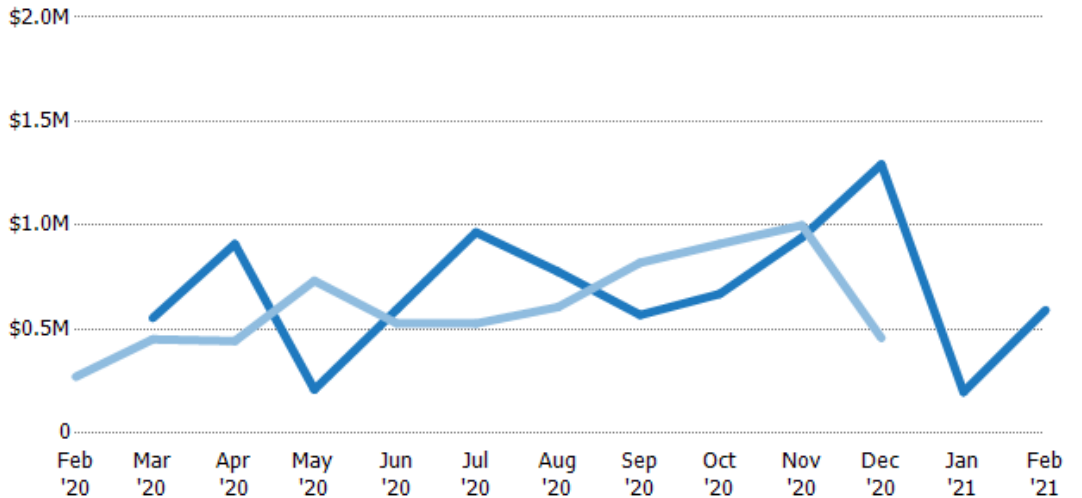
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	-	-	-	100%	20%	20%	-	-	-	-	-	-	-
Single Family Residence	-	100%	100%	-	80%	80%	100%	100%	100%	100%	100%	100%	100%

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



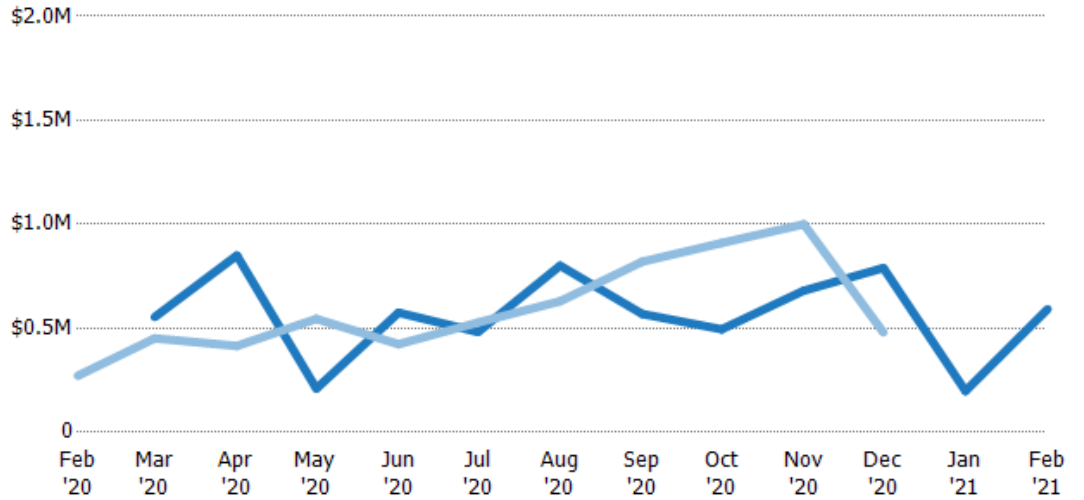
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	-	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K
Prior Year	\$272K	\$452K	\$443K	\$733K	\$529K	\$528K	\$607K	\$820K	\$910K	\$1M	\$458K	-	-
Percent Change from Prior Year	-100%	23%	105%	-71%	12%	83%	28%	-31%	100%	-6%	182%	100%	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



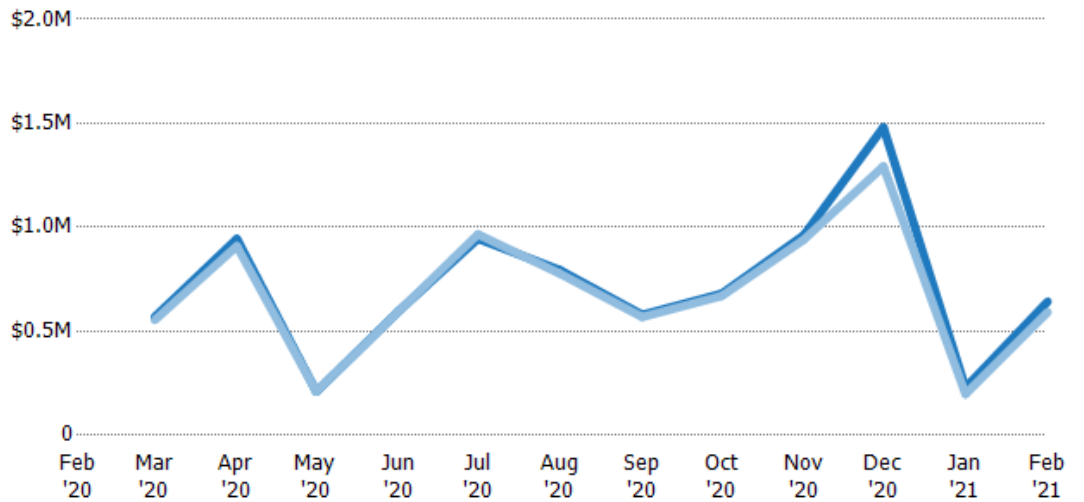
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	-	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K
Prior Year	\$272K	\$452K	\$415K	\$545K	\$424K	\$528K	\$630K	\$820K	\$910K	\$1M	\$480K	-	-
Percent Change from Prior Year	-100%	23%	105%	-61%	36%	-9%	27%	-31%	100%	-32%	65%	100%	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



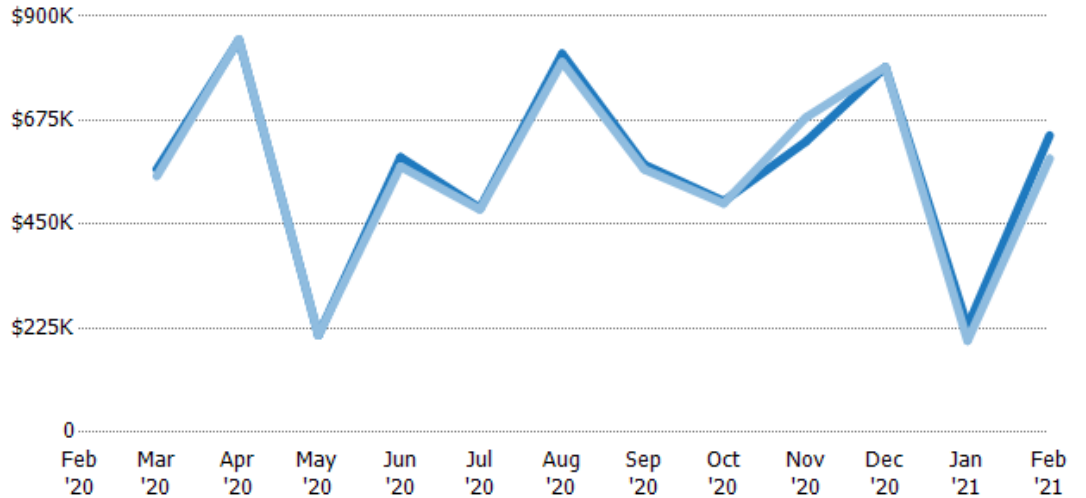
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg List Price	-	\$569K	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K
Avg Sales Price	-	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K
Avg Sales Price as a % of Avg List Price	-	97%	96%	100%	100%	102%	98%	98%	98%	98%	87%	86%	92%

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



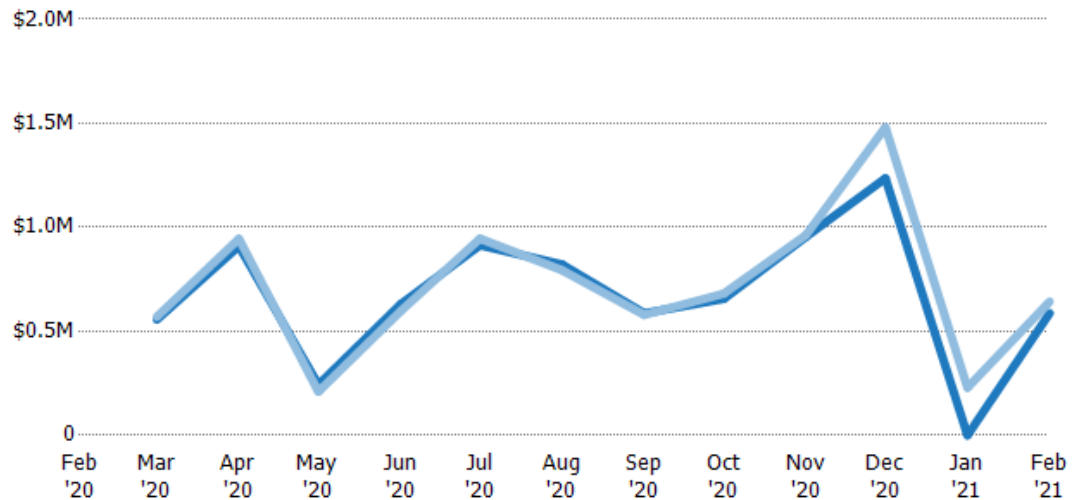
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	-	\$569K	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K
Median Sales Price	-	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K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

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



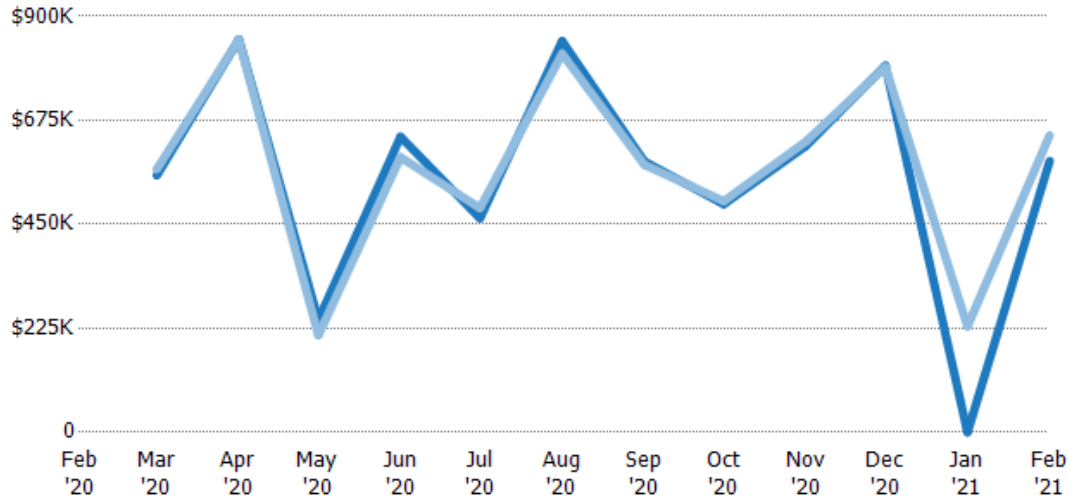
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	-	\$556K	\$910K	\$243K	\$629K	\$913K	\$821K	\$586K	\$656K	\$954K	\$1.24M	\$0	\$587K
Avg Sales Price	-	\$569K	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K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

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



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