

Summary of Key Listing and Sales Metrics

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

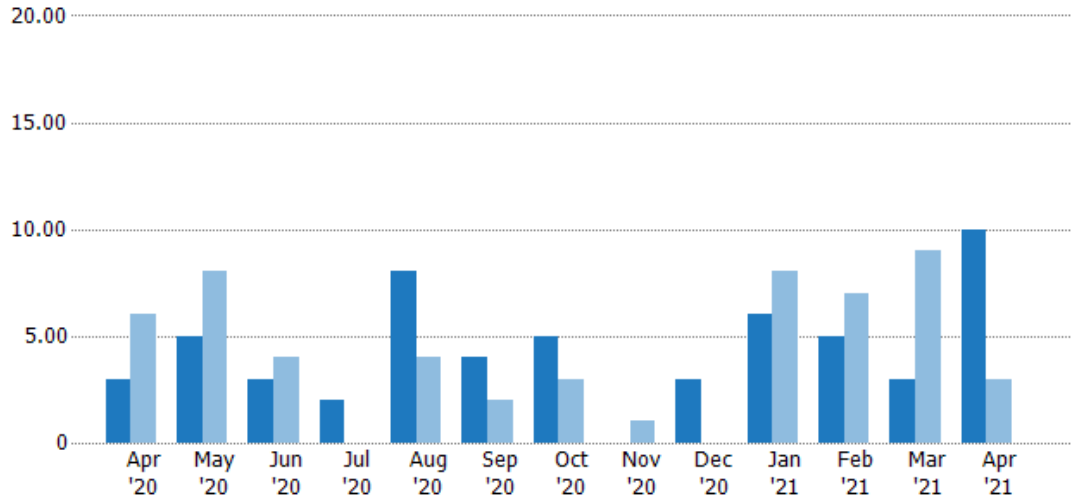
Key Metrics	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	3	+233.3%	24	27	-11.1%
New Listing Volume	\$9,275,000	\$2,826,000	+228.2%	\$29,607,000	\$24,767,000	+19.5%
Active Listing Count	6	24	-75%	N/A	N/A	
Active Listing Volume	\$8,064,000	\$23,377,000	-65.5%	N/A	N/A	
Average Listing Price	\$1,344,000	\$974,042	+38%	\$1,376,187	\$979,797	+40.5%
Median Listing Price	\$1,125,000	\$690,000	+63%	\$1,338,906	\$639,627	+109.3%
Median Days in RPR	19	78.5	-75.8%	50.39	74.38	-32.3%
Months of Inventory	2	24	-91.7%	8	11.6	-30.9%
Absorption Rate	50%	4.17%	+45.8%	12.5%	8.64%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	8	1	+700%	21	13	+61.5%
New Pending Sales Volume	\$6,468,000	\$499,990	+1,193.6%	\$21,829,000	\$7,999,990	+172.9%
Pending Sales Count	15	6	+150%	N/A	N/A	
Pending Sales Volume	\$15,464,000	\$3,080,000	+402.1%	N/A	N/A	
Closed Sales Count	3	3	+/-	9	4	+125%
Closed Sales Volume	\$2,772,000	\$2,729,000	+1.6%	\$8,650,000	\$3,283,000	+163.5%
Average Sales Price	\$924,000	\$909,667	+1.6%	\$961,111	\$820,750	+17.1%
Median Sales Price	\$625,000	\$850,000	-26.5%	\$593,667	\$776,000	-23.5%

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



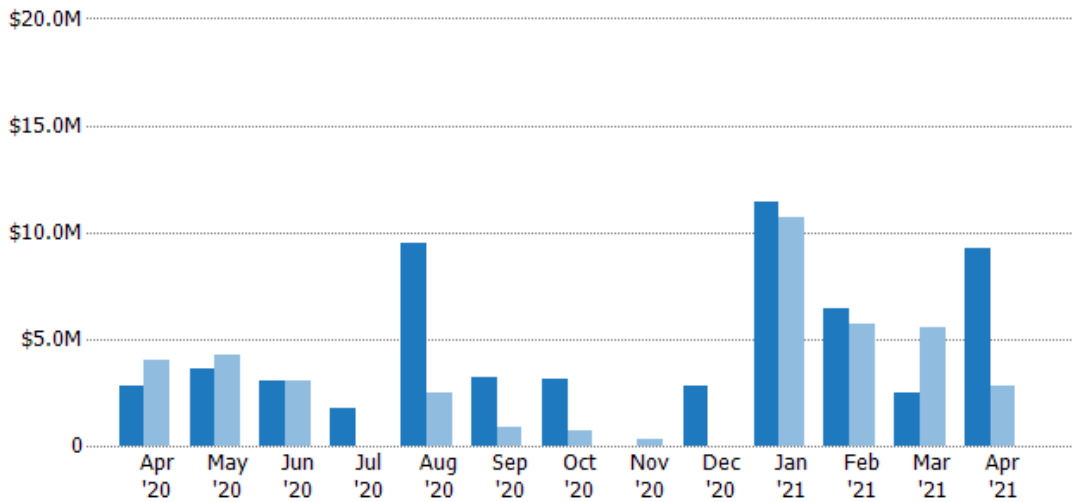
Current Year	3	5	3	2	8	4	5	-	3	6	5	3	10
Prior Year	6	8	4	-	4	2	3	1	-	8	7	9	3
Percent Change from Prior Year	-50%	-38%	-25%	100%	100%	100%	67%	-100%	100%	-25%	-29%	-67%	233%

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	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.28M
Prior Year	\$4.05M	\$4.22M	\$3.08M	-	\$2.51M	\$895K	\$750K	\$285K	-	\$10.7M	\$5.67M	\$5.58M	\$2.83M
Percent Change from Prior Year	-30%	-15%	-1%	100%	279%	261%	316%	-100%	100%	7%	14%	-56%	228%

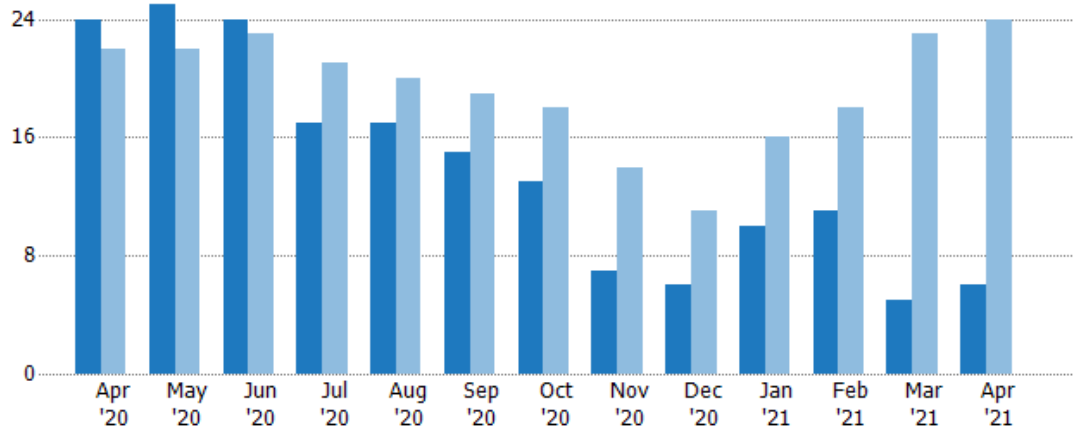
Active Listings

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.
Apr '21	6	-75%
Apr '20	24	9.1%
Apr '19	22	9.1%



Current Year	24	25	24	17	17	15	13	7	6	10	11	5	6
Prior Year	22	22	23	21	20	19	18	14	11	16	18	23	24
Percent Change from Prior Year	9%	14%	4%	-19%	-15%	-21%	-28%	-50%	-45%	-38%	-39%	-78%	-75%

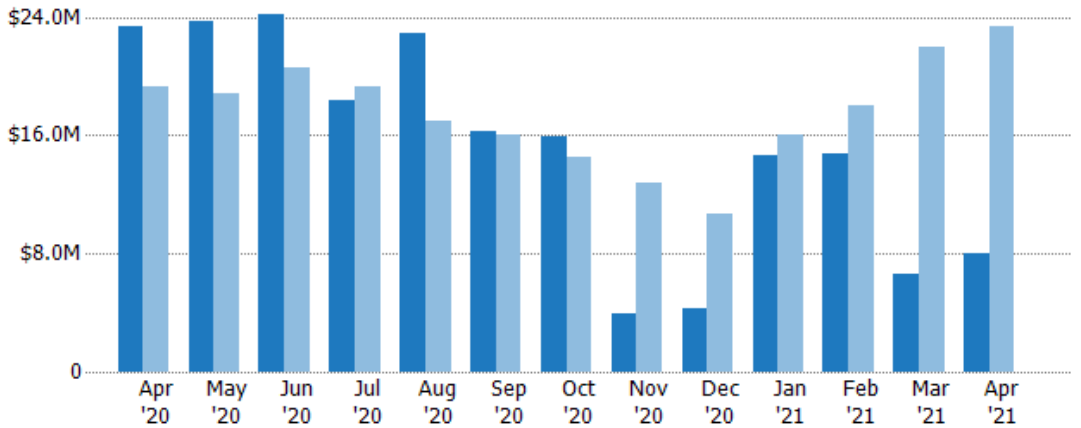
Active Listing Volume

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.
Apr '21	\$8.06M	-65.5%
Apr '20	\$23.4M	21.1%
Apr '19	\$19.3M	-1%



Current Year	\$23.4M	\$23.8M	\$24.2M	\$18.4M	\$23M	\$16.2M	\$15.9M	\$3.92M	\$4.28M	\$14.6M	\$14.7M	\$6.61M	\$8.06M
Prior Year	\$19.3M	\$18.9M	\$20.6M	\$19.3M	\$16.9M	\$16.1M	\$14.6M	\$12.8M	\$10.6M	\$16M	\$18M	\$22M	\$23.4M
Percent Change from Prior Year	21%	26%	17%	-5%	36%	1%	9%	-69%	-60%	-9%	-18%	-70%	-66%

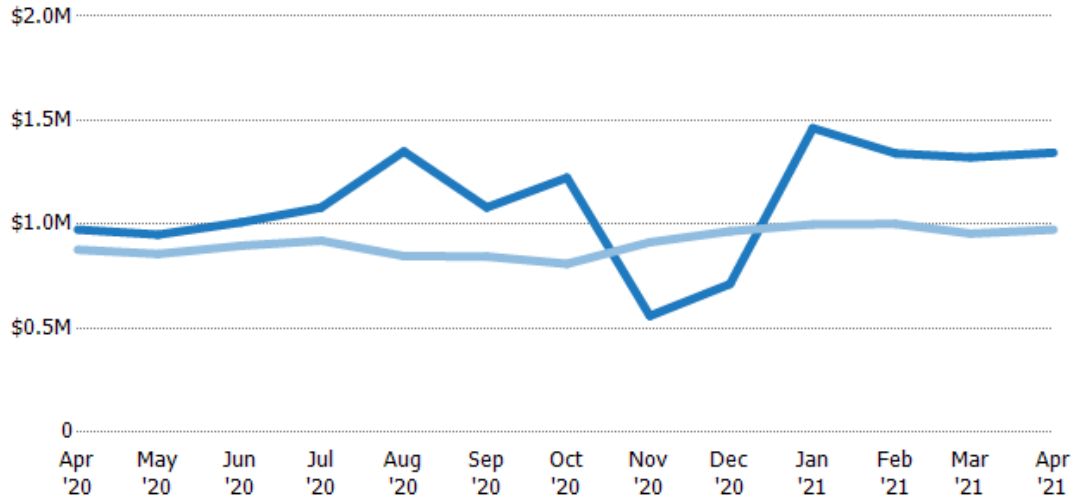
Average Listing Price

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.
Apr '21	\$1.34M	38%
Apr '20	\$974K	11%
Apr '19	\$878K	-9.3%



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

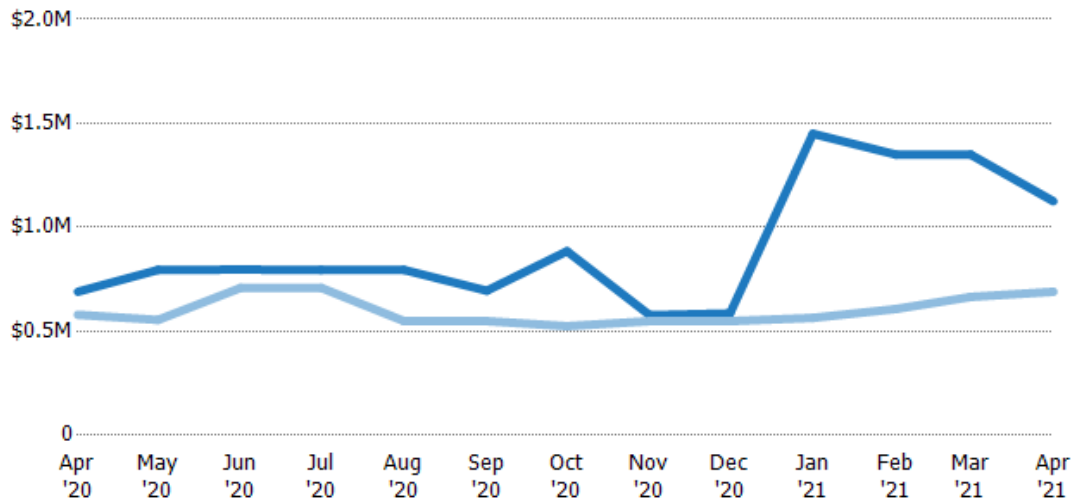
Median Listing Price

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.
Apr '21	\$1.13M	63%
Apr '20	\$690K	19.1%
Apr '19	\$579K	2.5%



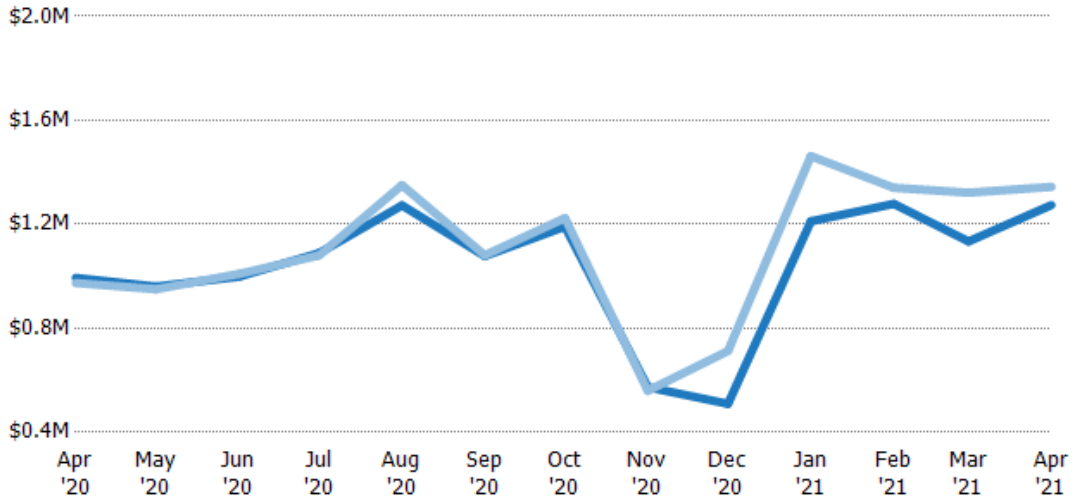
Current Year	\$690K	\$795K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.13M
Prior Year	\$579K	\$555K	\$709K	\$709K	\$549K	\$549K	\$524K	\$549K	\$549K	\$564K	\$607K	\$665K	\$690K
Percent Change from Prior Year	19%	43%	12%	12%	45%	27%	69%	5%	7%	157%	122%	103%	63%

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



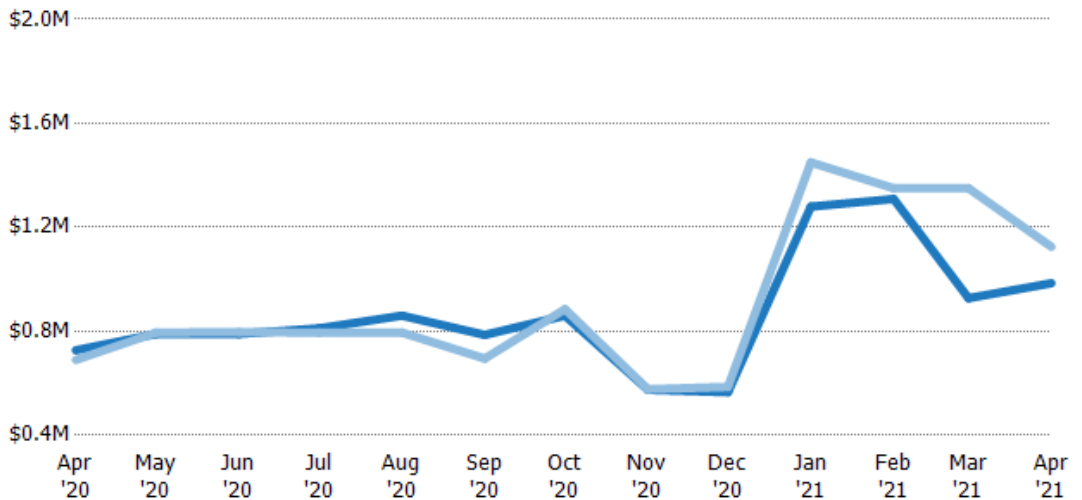
Avg Est Value	\$994K	\$960K	\$999K	\$1.09M	\$1.27M	\$1.08M	\$1.19M	\$574K	\$509K	\$1.21M	\$1.28M	\$1.13M	\$1.27M
Avg Listing Price	\$974K	\$950K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.34M
Avg Listing Price as a % of Avg Est Value	98%	99%	101%	99%	106%	100%	103%	98%	140%	121%	105%	117%	106%

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	\$727K	\$790K	\$790K	\$811K	\$860K	\$786K	\$860K	\$575K	\$566K	\$1.28M	\$1.31M	\$927K	\$985K
Median Listing Price	\$690K	\$795K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.13M
Med Listing Price as a % of Med Est Value	95%	101%	101%	98%	92%	88%	103%	100%	104%	113%	103%	146%	114%

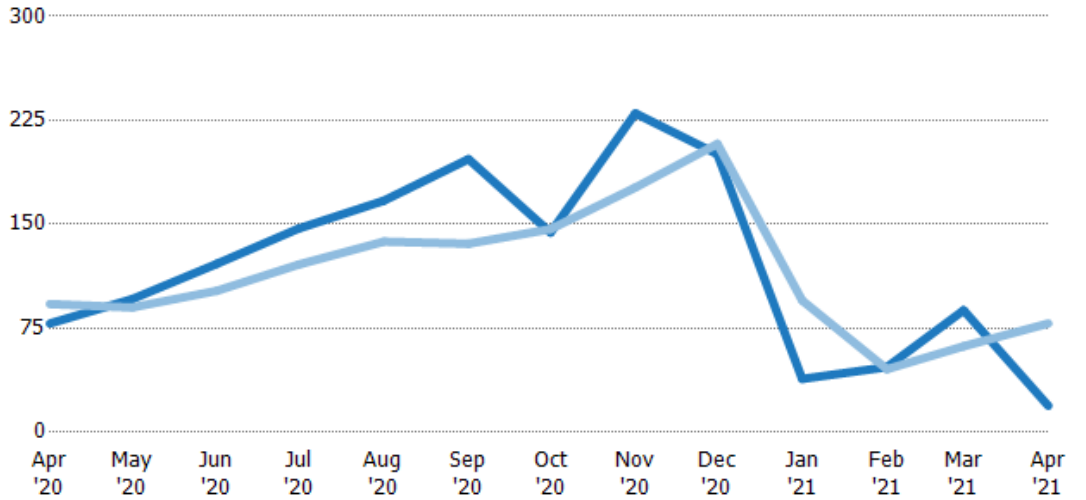
Median Days in RPR

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.
Apr '21	19	-75.8%
Apr '20	78.5	-15.1%
Apr '19	92.5	-37.3%



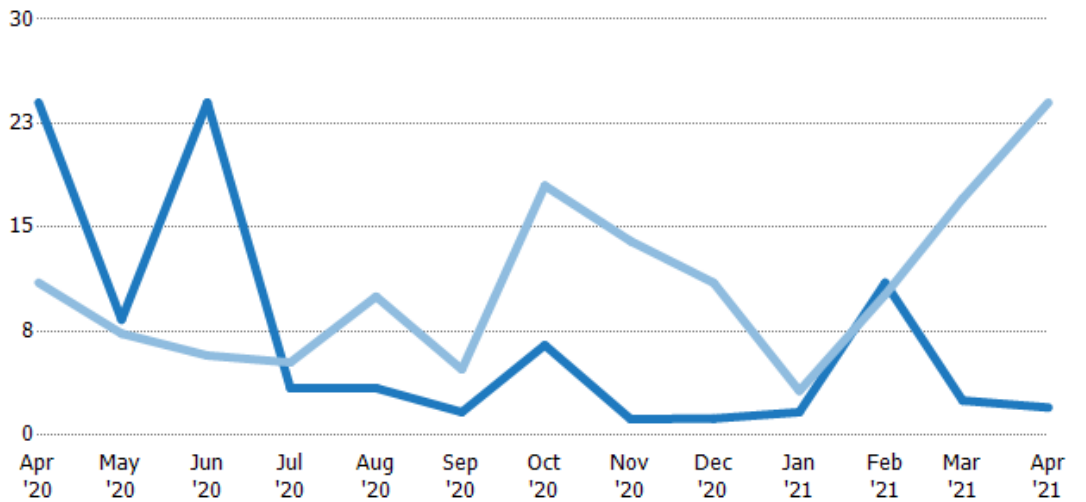
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	78.5	96	122	147	167	197	144	230	201	38.5	47	88	19
Prior Year	92.5	90	102	121	138	136	147	177	208	95	45.5	62	78.5
Percent Change from Prior Year	-15%	7%	19%	21%	21%	45%	-2%	30%	-4%	-59%	3%	42%	-76%

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



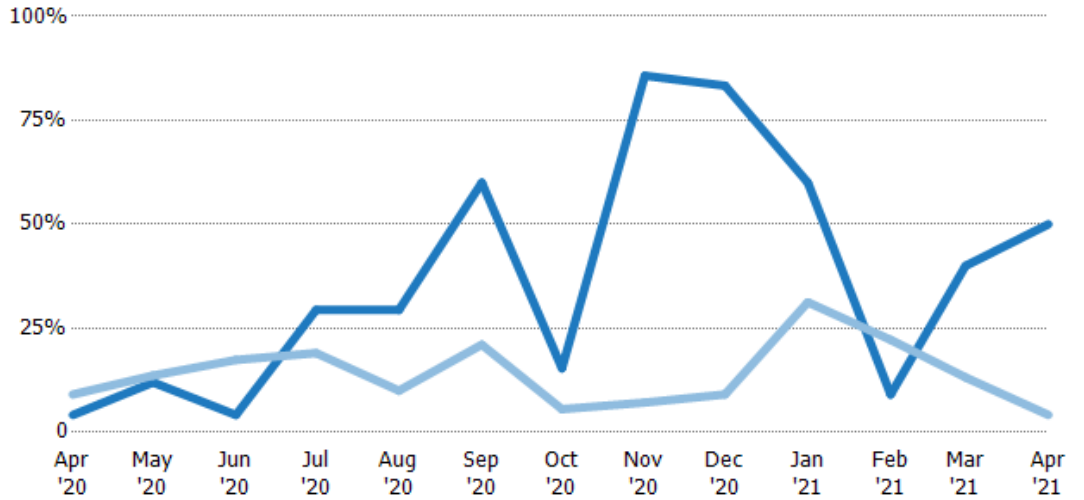
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	24	8.33	24	3.4	3.4	1.67	6.5	1.17	1.2	1.67	11	2.5	2
Prior Year	11	7.33	5.75	5.25	10	4.75	18	14	11	3.2	10.1	17.1	24
Percent Change from Prior Year	118%	14%	317%	-35%	-66%	-65%	-64%	-92%	-89%	-48%	100%	100%	-92%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



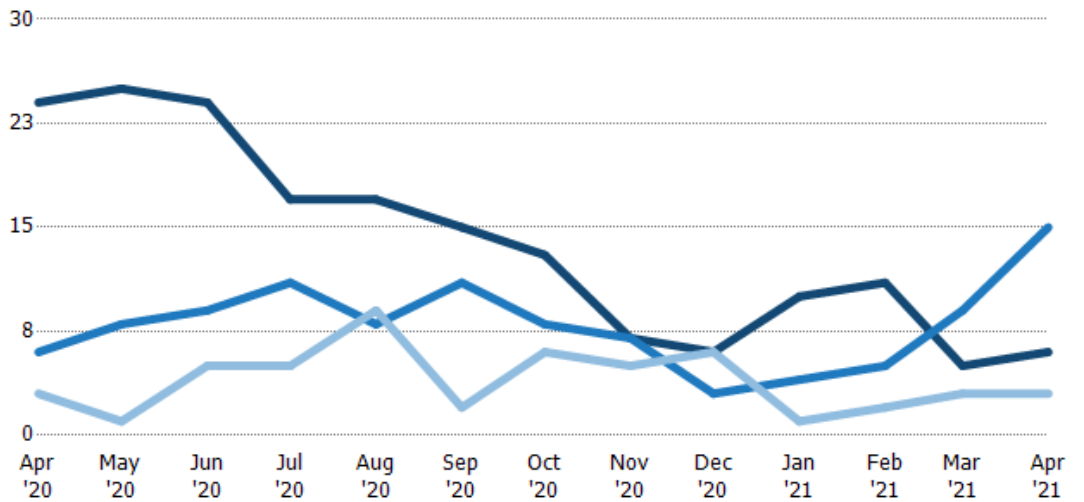
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	4%	12%	4%	29%	29%	60%	15%	86%	83%	60%	9%	40%	50%
Prior Year	9%	14%	17%	19%	10%	21%	6%	7%	9%	31%	22%	13%	4%
Change from Prior Year	5%	2%	13%	-10%	-19%	-39%	-10%	-79%	-74%	-29%	-9%	-40%	-46%

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



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

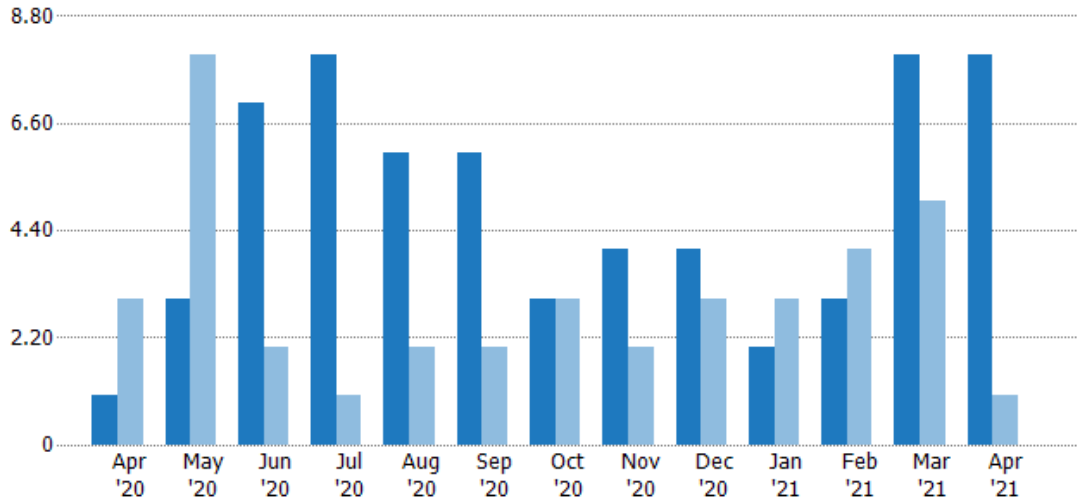
New Pending Sales

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.
Apr '21	8	700%
Apr '20	1	-66.7%
Apr '19	3	66.7%



Current Year	1	3	7	8	6	6	3	4	4	2	3	8	8
Prior Year	3	8	2	1	2	2	3	2	3	3	4	5	1
Percent Change from Prior Year	-67%	-63%	250%	700%	200%	200%	0%	100%	33%	-33%	-25%	60%	700%

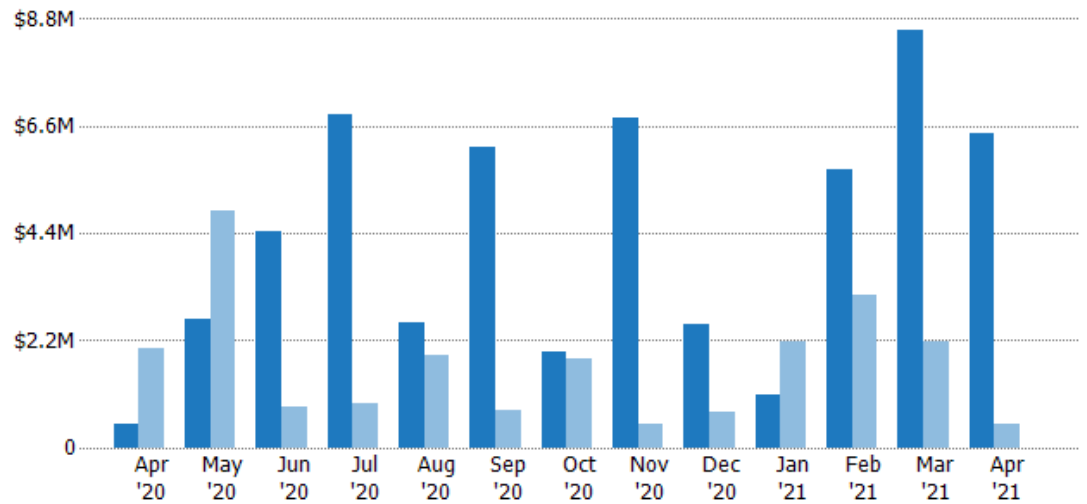
New Pending Sales Volume

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.
Apr '21	\$6.47M	1,193.6%
Apr '20	\$500K	-75.4%
Apr '19	\$2.03M	65.5%



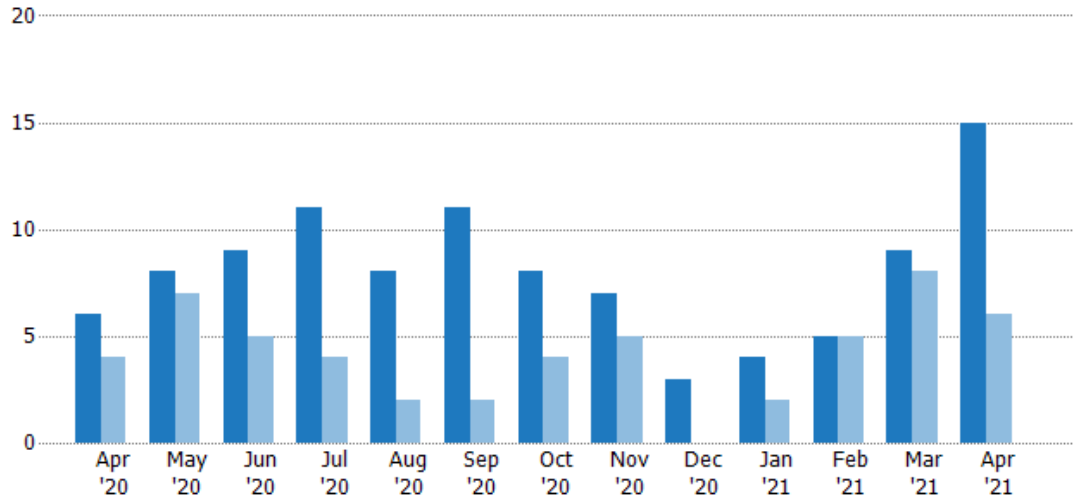
Current Year	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M
Prior Year	\$2.03M	\$4.85M	\$835K	\$895K	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K
Percent Change from Prior Year	-75%	-45%	432%	663%	36%	716%	7%	1,316%	236%	-50%	82%	292%	1,194%

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



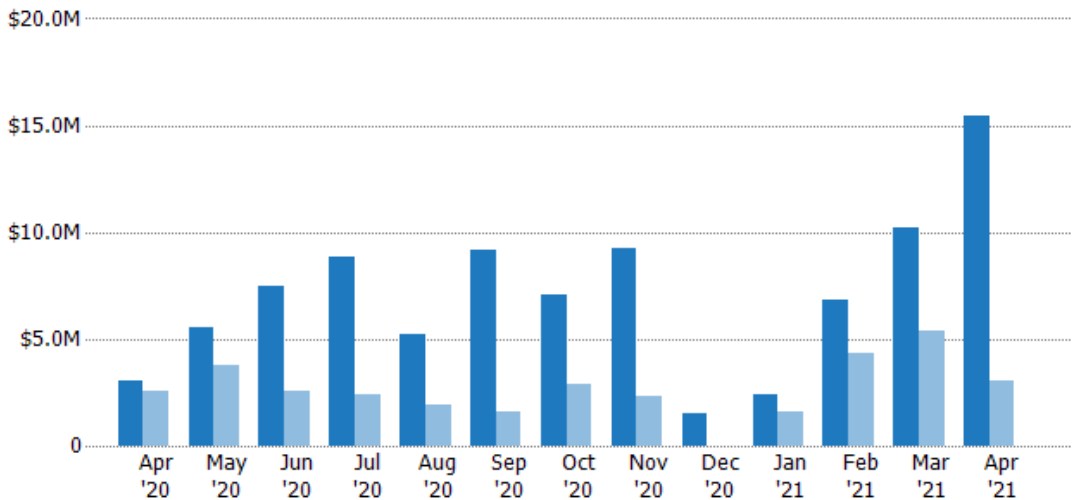
Current Year	6	8	9	11	8	11	8	7	3	4	5	9	15
Prior Year	4	7	5	4	2	2	4	5	-	2	5	8	6
Percent Change from Prior Year	50%	14%	80%	175%	300%	450%	100%	40%	100%	100%	0%	13%	150%

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



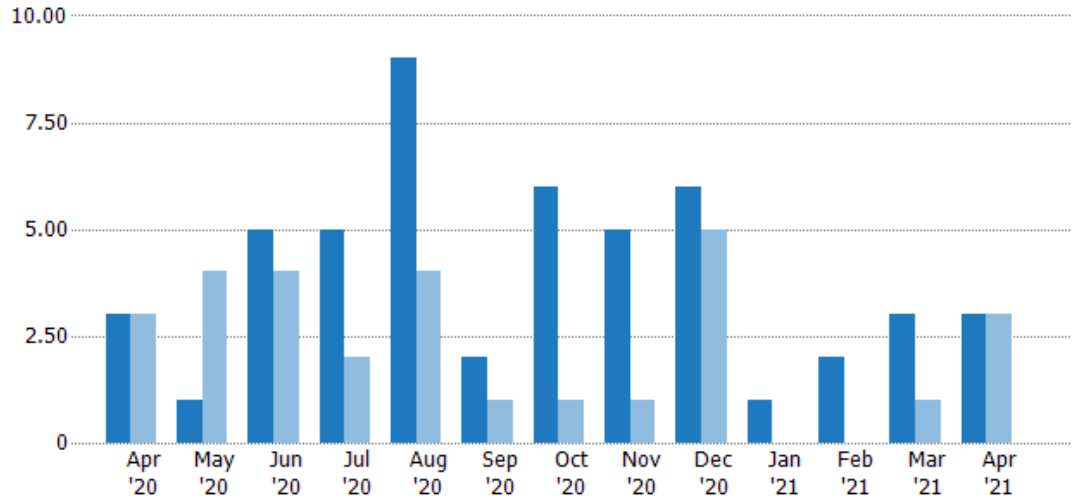
Current Year	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M
Prior Year	\$2.58M	\$3.79M	\$2.53M	\$2.43M	\$1.9M	\$1.6M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M
Percent Change from Prior Year	19%	46%	195%	263%	173%	476%	144%	299%	100%	48%	56%	88%	402%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



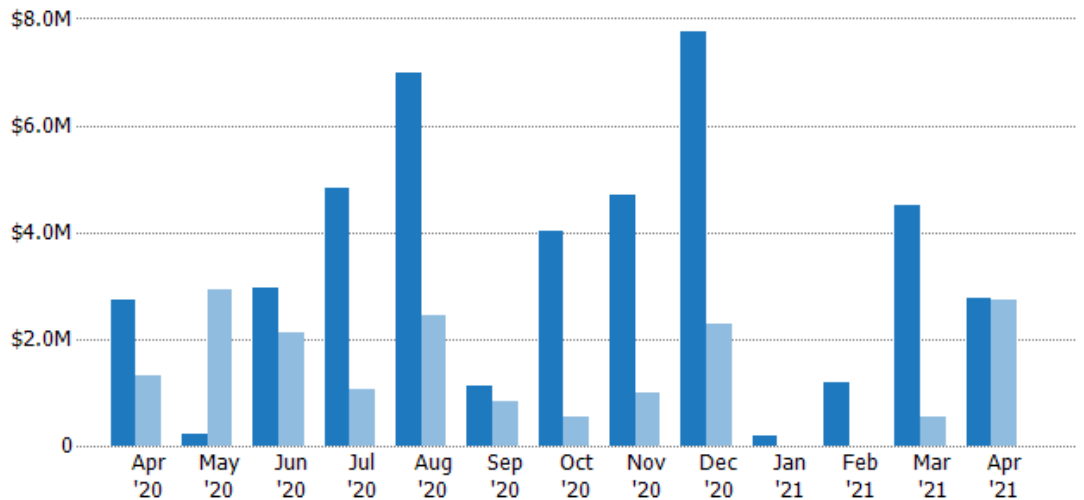
Current Year	3	1	5	5	9	2	6	5	6	1	2	3	3
Prior Year	3	4	4	2	4	1	1	1	5	-	-	1	3
Percent Change from Prior Year	0%	-75%	25%	150%	125%	100%	500%	400%	20%	100%	100%	200%	0%

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



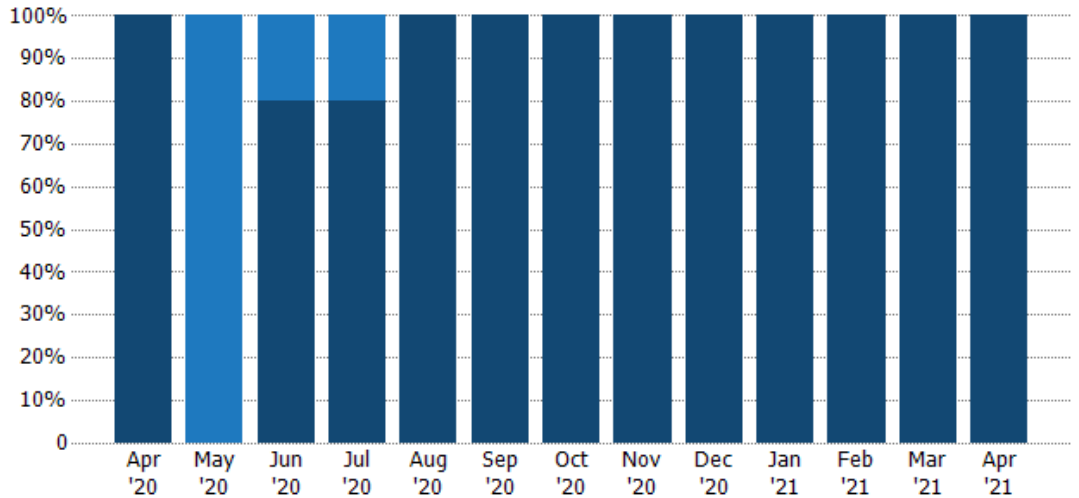
Current Year	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M
Prior Year	\$1.33M	\$2.93M	\$2.12M	\$1.06M	\$2.43M	\$820K	\$545K	\$1M	\$2.29M	-	-	\$554K	\$2.73M
Percent Change from Prior Year	105%	-93%	40%	358%	188%	39%	637%	371%	239%	100%	100%	711%	2%

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



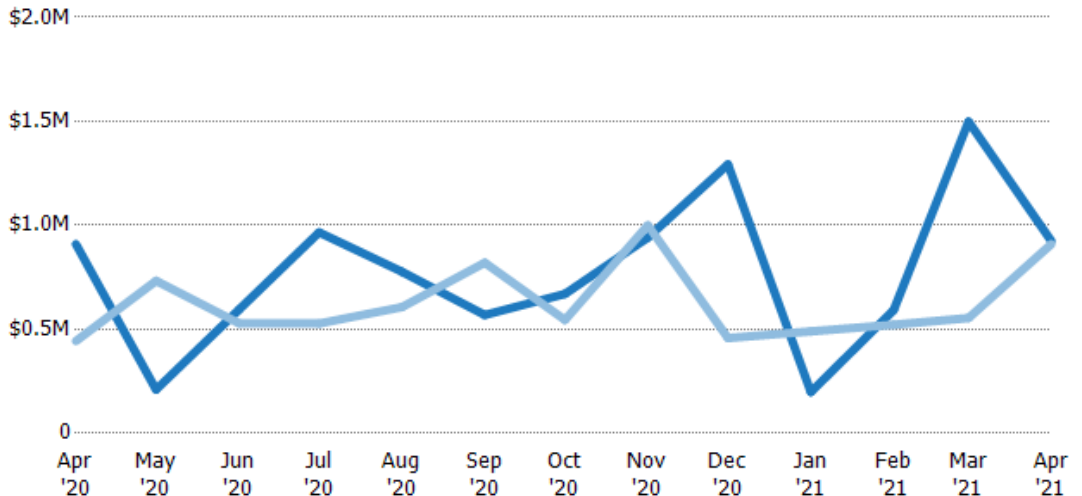
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Condo/Townhouse	-	100%	20%	20%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	-	80%	80%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Average Sales Price

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

Filters Used

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



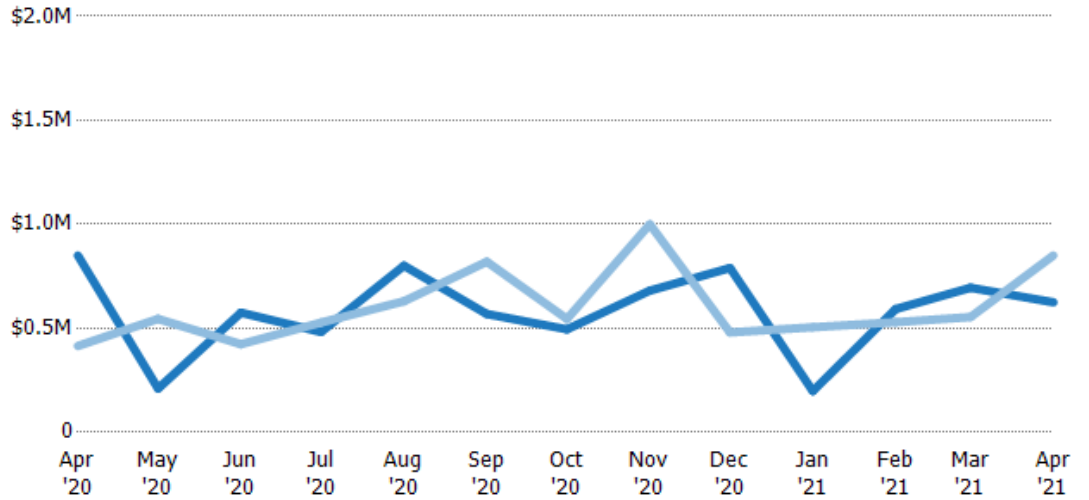
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K
Prior Year	\$443K	\$733K	\$529K	\$528K	\$607K	\$820K	\$545K	\$1M	\$458K	\$490K	\$522K	\$554K	\$910K
Percent Change from Prior Year	105%	-71%	12%	83%	28%	-31%	23%	-6%	182%	100%	100%	170%	2%

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



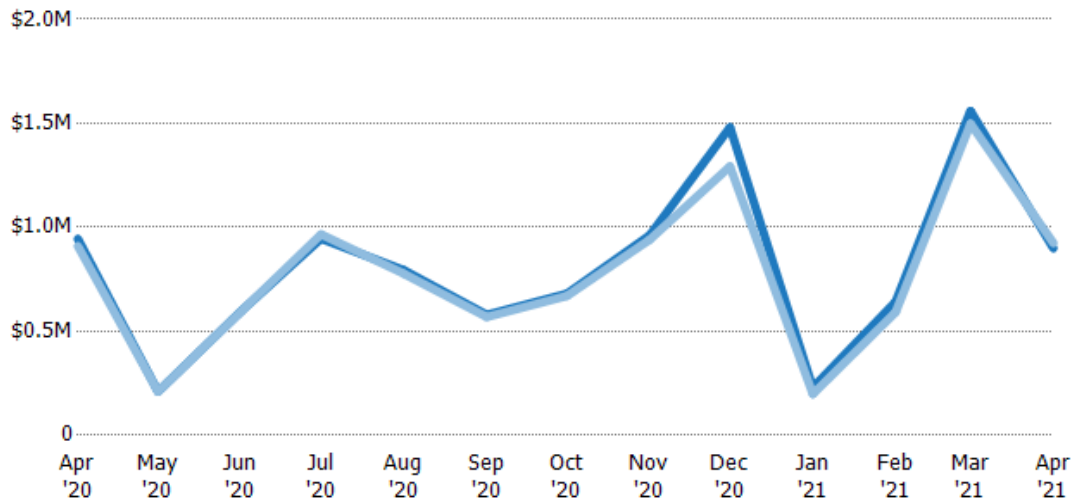
Current Year	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K
Prior Year	\$415K	\$545K	\$424K	\$528K	\$630K	\$820K	\$545K	\$1M	\$480K	\$505K	\$529K	\$554K	\$850K
Percent Change from Prior Year	105%	-61%	36%	-9%	27%	-31%	-9%	-32%	65%	100%	100%	25%	-26%

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



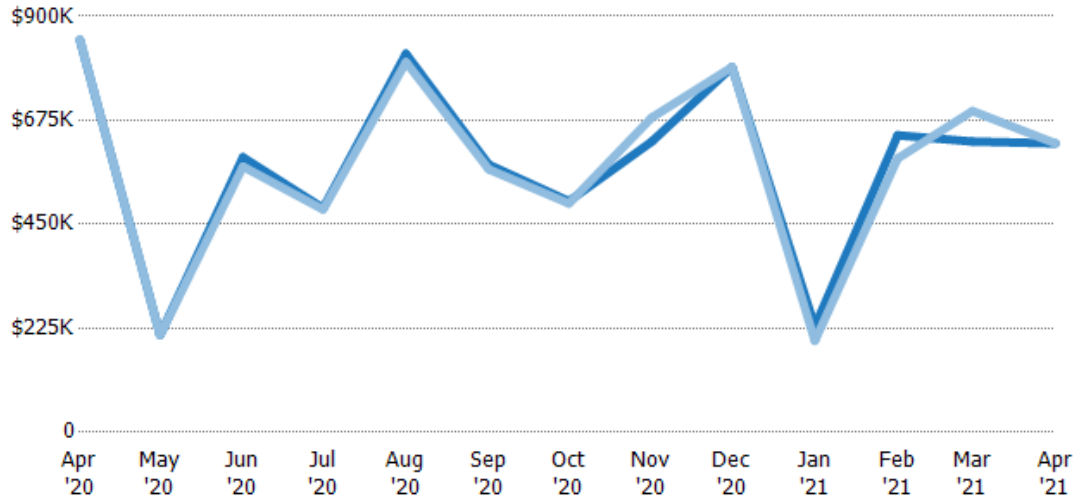
Avg List Price	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K
Avg Sales Price	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K
Avg Sales Price as a % of Avg List Price	96%	100%	100%	102%	98%	98%	98%	98%	87%	86%	92%	96%	103%

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



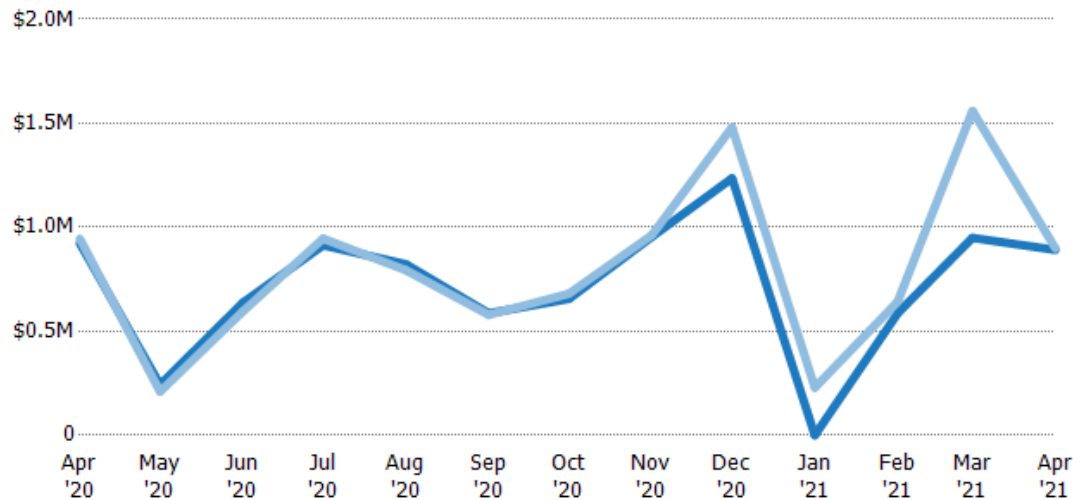
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K
Median Sales Price	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K
Med Sales Price as a % of Med List Price	100%	100%	97%	99%	98%	98%	99%	108%	100%	86%	92%	110%	100%

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



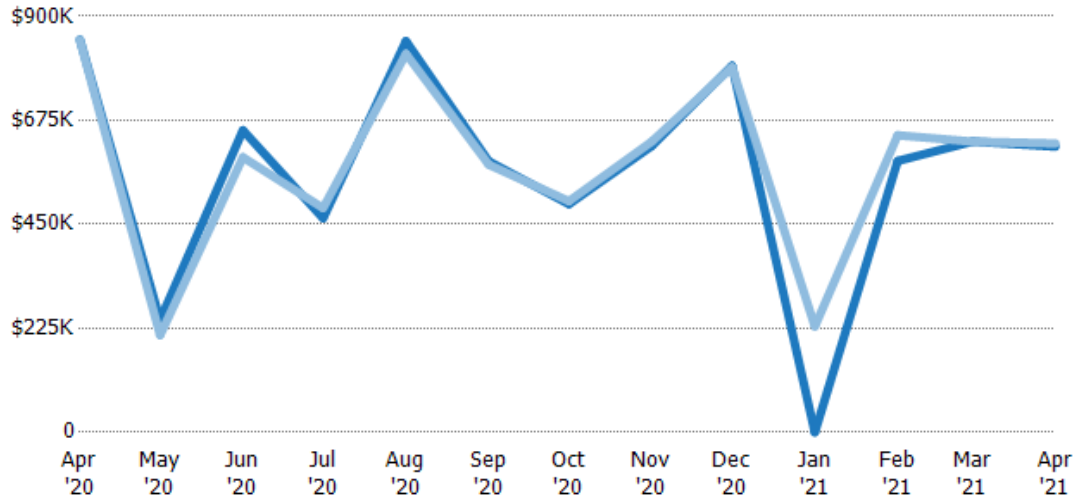
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$923K	\$243K	\$638K	\$913K	\$822K	\$586K	\$656K	\$954K	\$1.24M	\$0	\$587K	\$949K	\$891K
Avg Sales Price	\$945K	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K
Avg Sales Price as a % of Avg Est Value	102%	86%	93%	104%	97%	99%	104%	101%	120%	100%	109%	164%	101%

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



Median Est Value	\$850K	\$243K	\$654K	\$463K	\$847K	\$586K	\$494K	\$620K	\$793K	\$0	\$587K	\$629K	\$618K
Median Sales Price	\$849K	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K
Med Sales Price as a % of Med Est Value	100%	86%	91%	105%	97%	99%	101%	102%	100%	100%	109%	100%	101%