

Summary of Key Listing and Sales Metrics

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

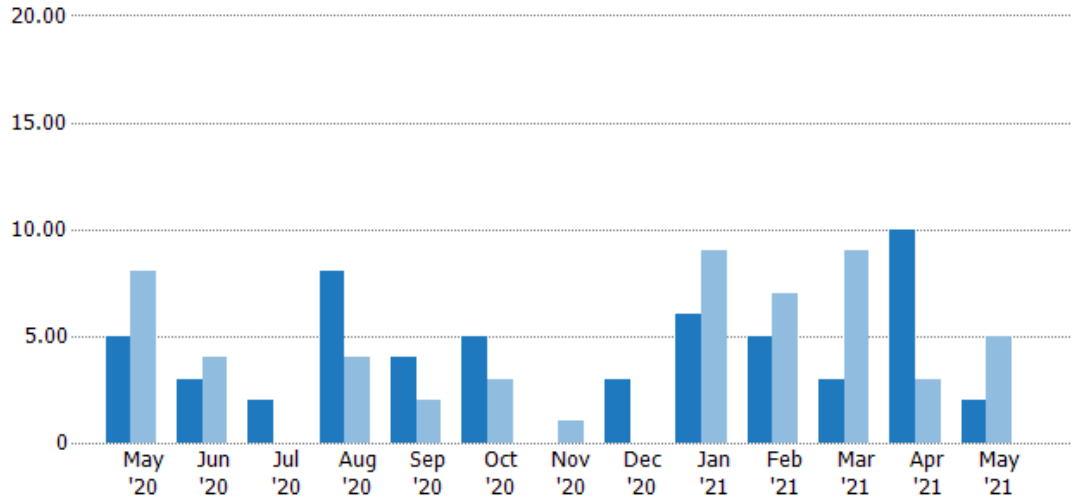
Key Metrics	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	26	33	-21.2%
New Listing Volume	\$1,214,000	\$3,578,000	-66.1%	\$30,821,000	\$29,940,000	+2.9%
Active Listing Count	2	26	-92.3%	N/A	N/A	
Active Listing Volume	\$1,214,000	\$25,353,000	-95.2%	N/A	N/A	
Average Listing Price	\$607,000	\$975,115	-37.8%	\$1,330,941	\$1,000,870	+33%
Median Listing Price	\$607,000	\$797,000	-23.8%	\$1,295,853	\$697,883	+85.7%
Median Days in RPR	8.5	98.5	-91.4%	33.63	81	-58.5%
Months of Inventory	0.7	8.7	-92.3%	6.8	10.1	-32.6%
Absorption Rate	150%	11.54%	+138.5%	14.71%	9.91%	+4.8%
Sales Activity Charts Metrics						
New Pending Sales Count	1	3	-66.7%	22	16	+37.5%
New Pending Sales Volume	\$650,000	\$2,648,000	-75.5%	\$22,479,000	\$10,647,990	+111.1%
Pending Sales Count	1	8	-87.5%	N/A	N/A	
Pending Sales Volume	\$1,195,000	\$5,518,000	-78.3%	N/A	N/A	
Closed Sales Count	6	1	+500%	15	5	+200%
Closed Sales Volume	\$6,020,000	\$210,000	+2,766.7%	\$14,670,000	\$3,493,000	+320%
Average Sales Price	\$1,003,333	\$210,000	+377.8%	\$978,000	\$698,600	+40%
Median Sales Price	\$1,085,000	\$210,000	+416.7%	\$790,200	\$662,800	+19.2%

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



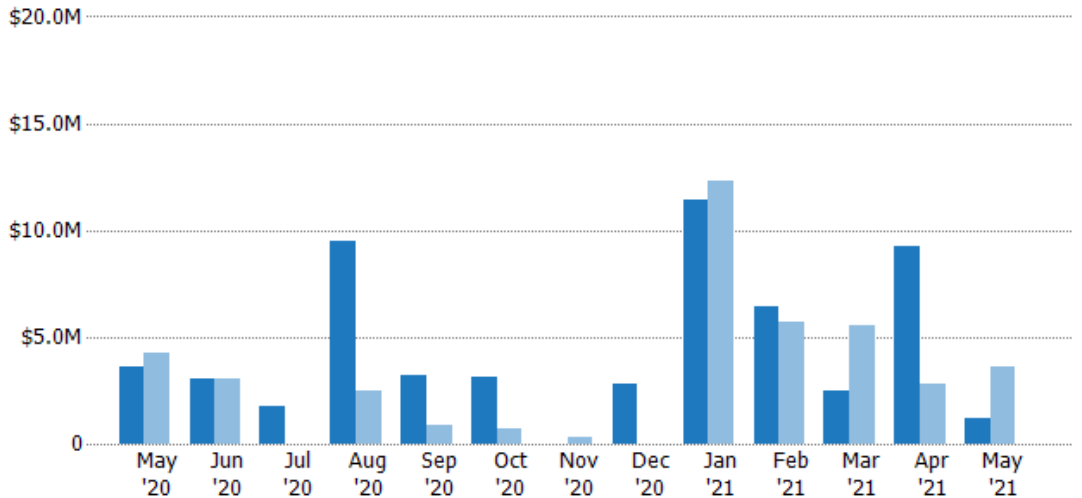
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	5	3	2	8	4	5	-	3	6	5	3	10	2
Prior Year	8	4	-	4	2	3	1	-	9	7	9	3	5
Percent Change from Prior Year	-38%	-25%	100%	100%	100%	67%	-100%	100%	-33%	-29%	-67%	233%	-60%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.28M	\$1.21M
Prior Year	\$4.22M	\$3.08M	-	\$2.51M	\$895K	\$750K	\$285K	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M
Percent Change from Prior Year	-15%	-1%	100%	279%	261%	316%	-100%	100%	-7%	14%	-56%	228%	-66%

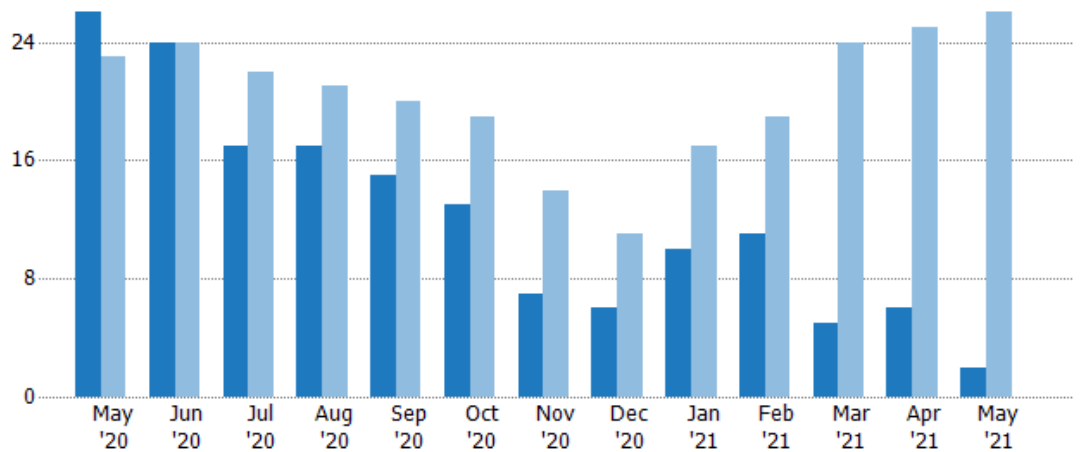
Active Listings

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.
May '21	2	-92.3%
May '20	26	13%
May '19	23	17.4%



Current Year	26	24	17	17	15	13	7	6	10	11	5	6	2
Prior Year	23	24	22	21	20	19	14	11	17	19	24	25	26
Percent Change from Prior Year	13%	0%	-23%	-19%	-25%	-32%	-50%	-45%	-41%	-42%	-79%	-76%	-92%

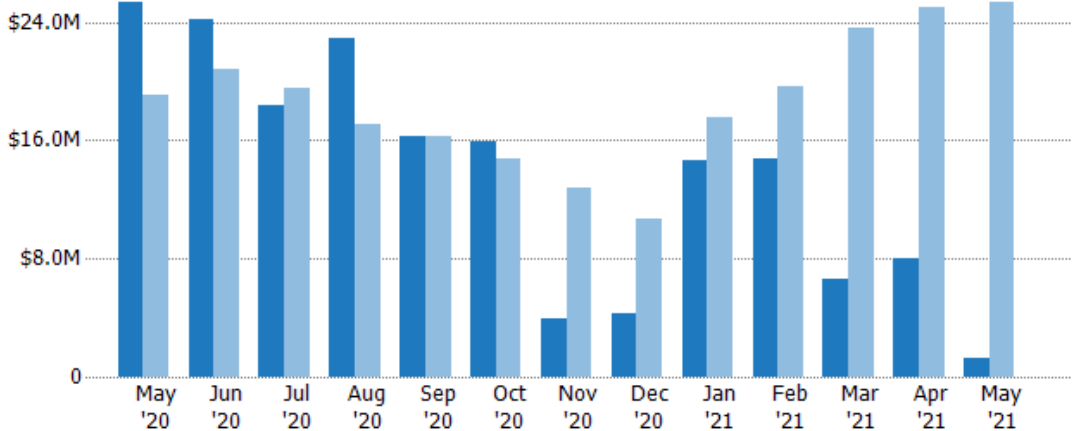
Active Listing Volume

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.
May '21	\$1.21M	-95.2%
May '20	\$25.4M	33.1%
May '19	\$19.1M	6.3%



Current Year	\$25.4M	\$24.2M	\$18.4M	\$23M	\$16.2M	\$15.9M	\$3.92M	\$4.28M	\$14.6M	\$14.7M	\$6.61M	\$8.06M	\$1.21M
Prior Year	\$19.1M	\$20.8M	\$19.5M	\$17.1M	\$16.2M	\$14.8M	\$12.8M	\$10.6M	\$17.6M	\$19.6M	\$23.6M	\$25M	\$25.4M
Percent Change from Prior Year	33%	16%	-6%	34%	0%	8%	-69%	-60%	-17%	-25%	-72%	-68%	-95%

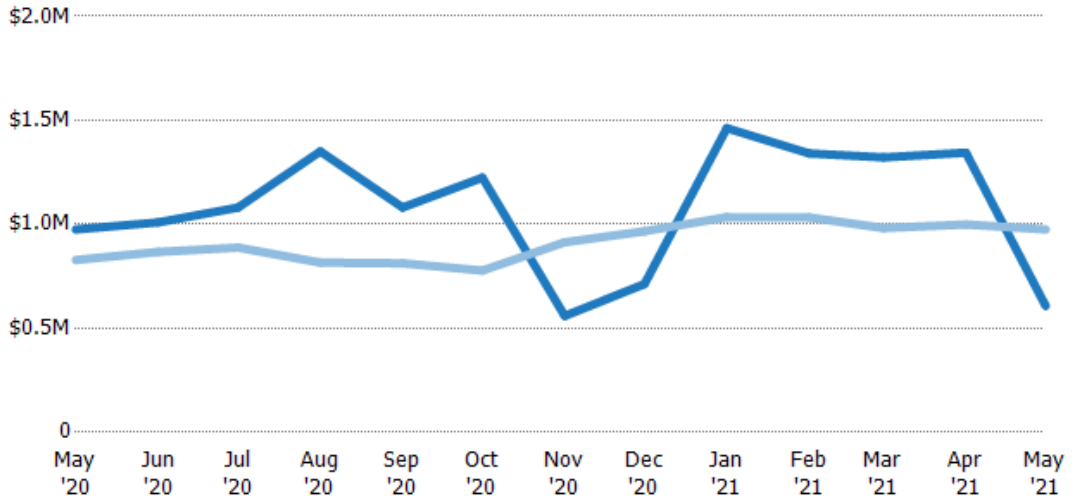
Average Listing Price

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.
May '21	\$607K	-37.8%
May '20	\$975K	17.7%
May '19	\$828K	-9.4%



Current Year	\$975K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.34M	\$607K
Prior Year	\$828K	\$867K	\$888K	\$816K	\$812K	\$777K	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K
Percent Change from Prior Year	18%	16%	22%	66%	33%	57%	-39%	-26%	41%	30%	35%	35%	-38%

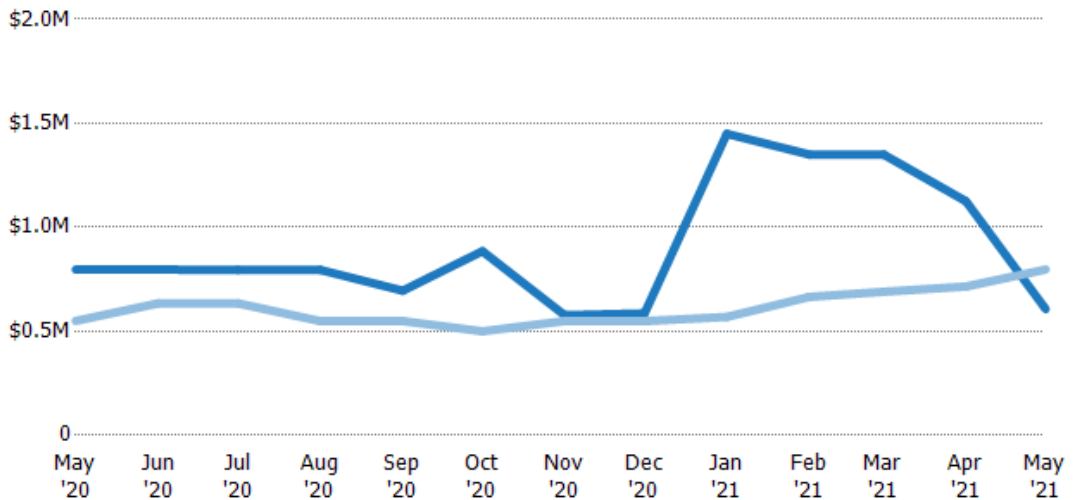
Median Listing Price

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.
May '21	\$607K	-23.8%
May '20	\$797K	44.9%
May '19	\$550K	7.1%



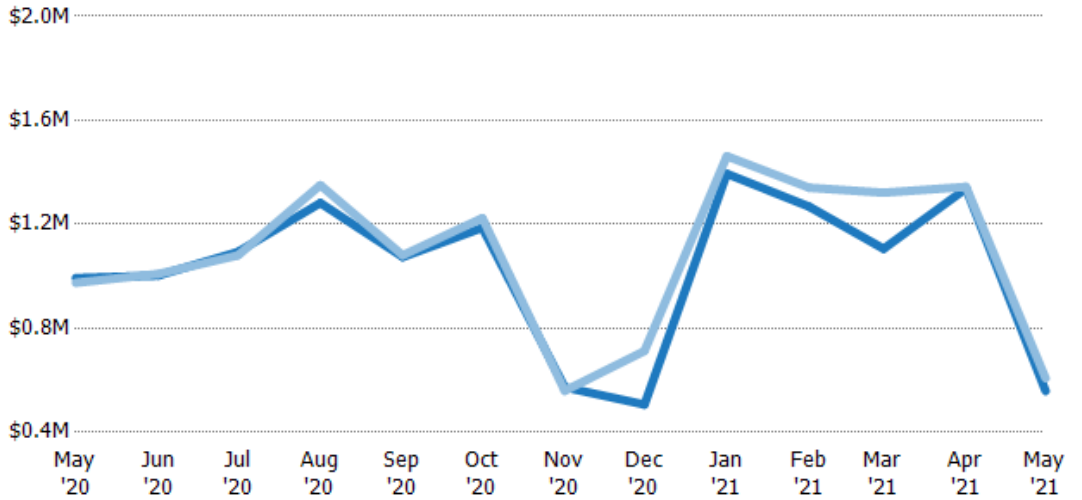
Current Year	\$797K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.13M	\$607K
Prior Year	\$550K	\$634K	\$634K	\$549K	\$549K	\$500K	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K
Percent Change from Prior Year	45%	26%	25%	45%	27%	77%	5%	7%	155%	103%	96%	57%	-24%

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



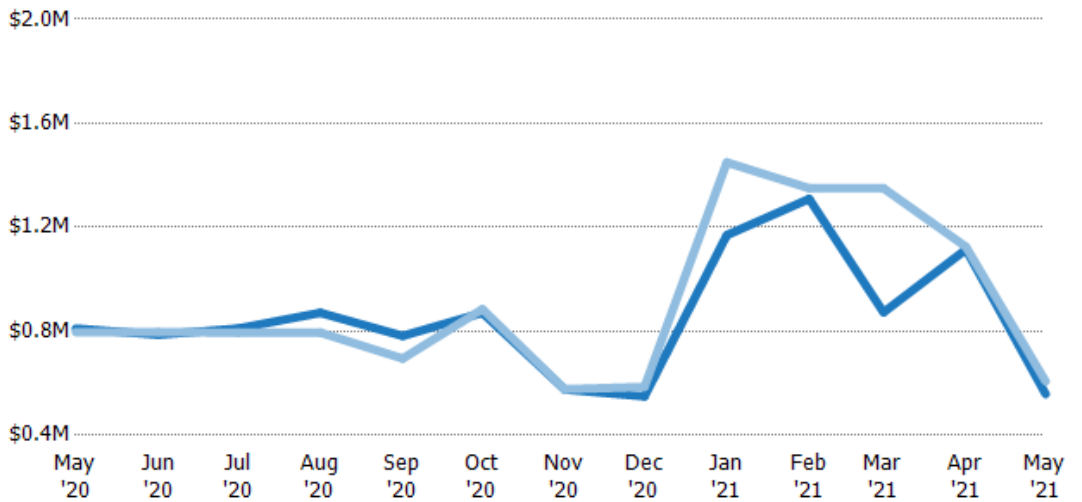
Avg Est Value	\$993K	\$1M	\$1.09M	\$1.28M	\$1.07M	\$1.19M	\$573K	\$506K	\$1.39M	\$1.27M	\$1.11M	\$1.34M	\$558K
Avg Listing Price	\$975K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.34M	\$607K
Avg Listing Price as a % of Avg Est Value	98%	101%	99%	105%	101%	103%	98%	141%	105%	106%	120%	101%	109%

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



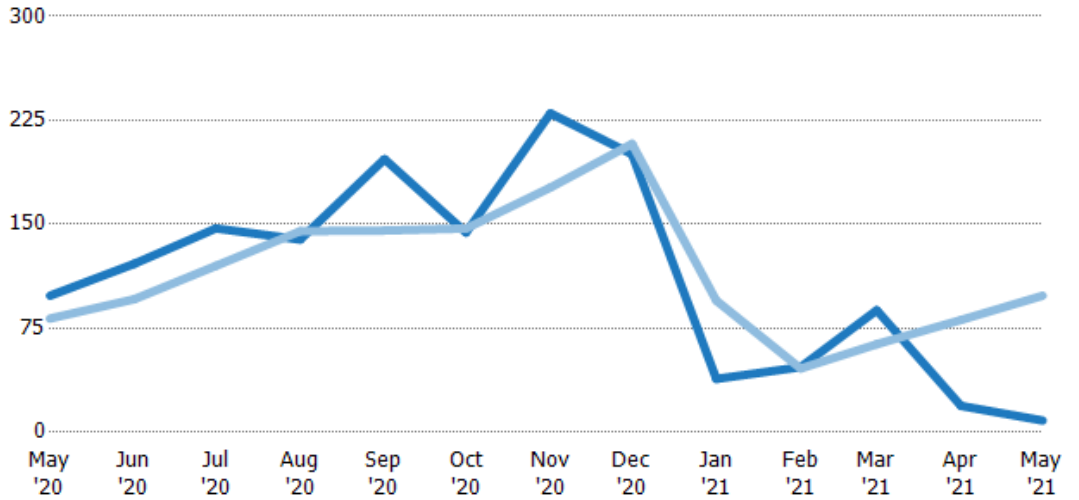
Median Est Value	\$811K	\$787K	\$811K	\$871K	\$782K	\$871K	\$576K	\$550K	\$1.17M	\$1.31M	\$873K	\$1.11M	\$558K
Median Listing Price	\$797K	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.13M	\$607K
Med Listing Price as a % of Med Est Value	98%	101%	98%	91%	89%	102%	100%	107%	124%	103%	155%	101%	109%

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



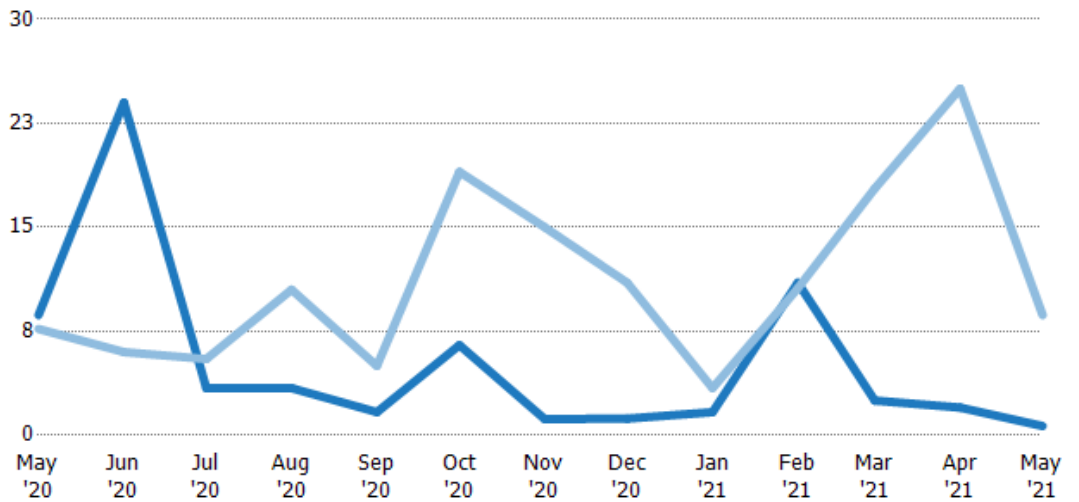
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	98.5	122	147	139	197	144	230	201	38.5	47	88	19	8.5
Prior Year	82	96	120	145	146	147	177	208	95	46	63.5	81	98.5
Percent Change from Prior Year	20%	27%	23%	-4%	35%	-2%	30%	-4%	-59%	2%	39%	-77%	-91%

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



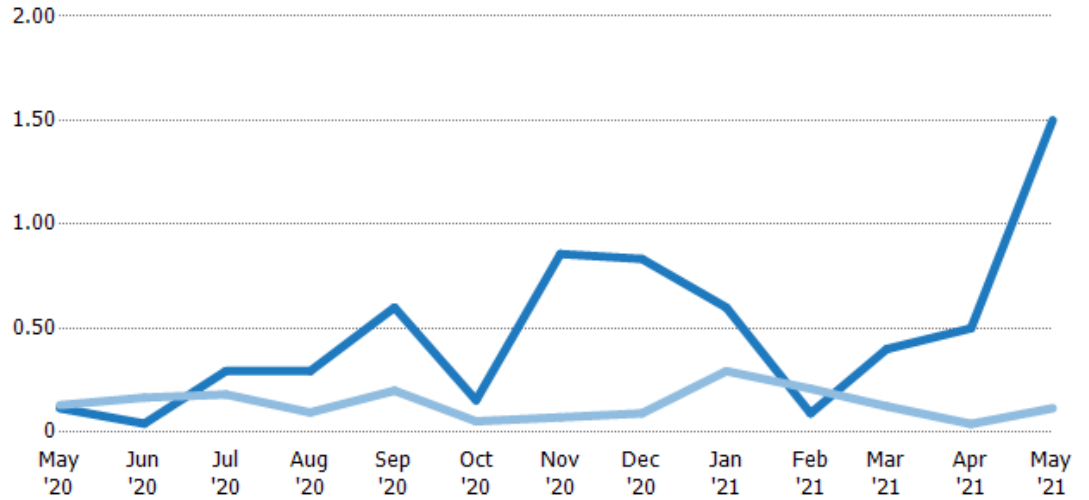
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	8.67	24	3.4	3.4	1.67	6.5	1.17	1.2	1.67	11	2.5	2	0
Prior Year	7.67	6	5.5	10.5	5	19	15	11	3.4	10.6	17.8	25	8.67
Percent Change from Prior Year	13%	300%	-38%	-68%	-67%	-66%	100%	-89%	-51%	100%	100%	-92%	-92%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



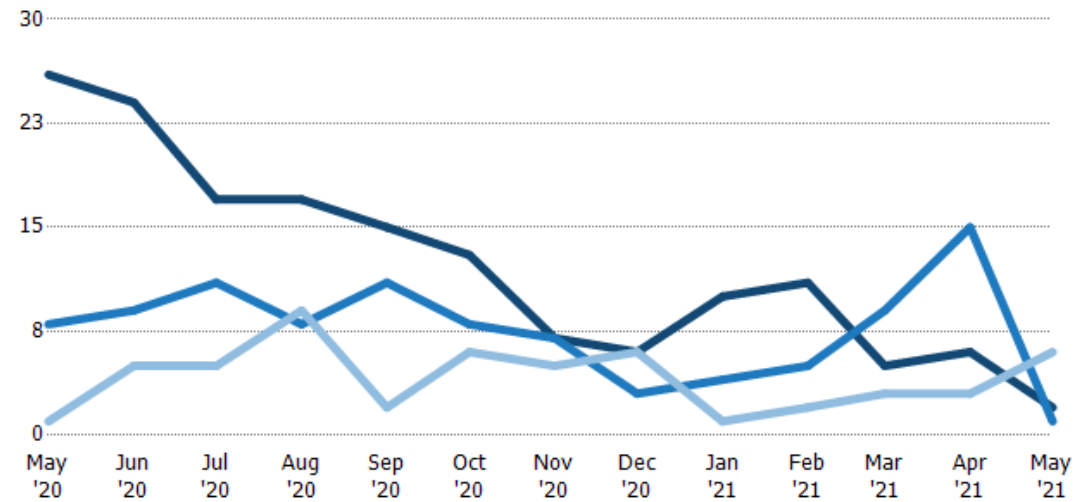
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	12%	4%	29%	29%	60%	15%	86%	83%	60%	9%	40%	50%	150%
Prior Year	13%	17%	18%	10%	20%	5%	7%	9%	29%	21%	12%	4%	12%
Change from Prior Year	2%	13%	-11%	-20%	-40%	-10%	-86%	-74%	-31%	-9%	-40%	-46%	-138%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	26	24	17	17	15	13	7	6	10	11	5	6	2
Pending	8	9	11	8	11	8	7	3	4	5	9	15	1
Sold	1	5	5	9	2	6	5	6	1	2	3	3	6

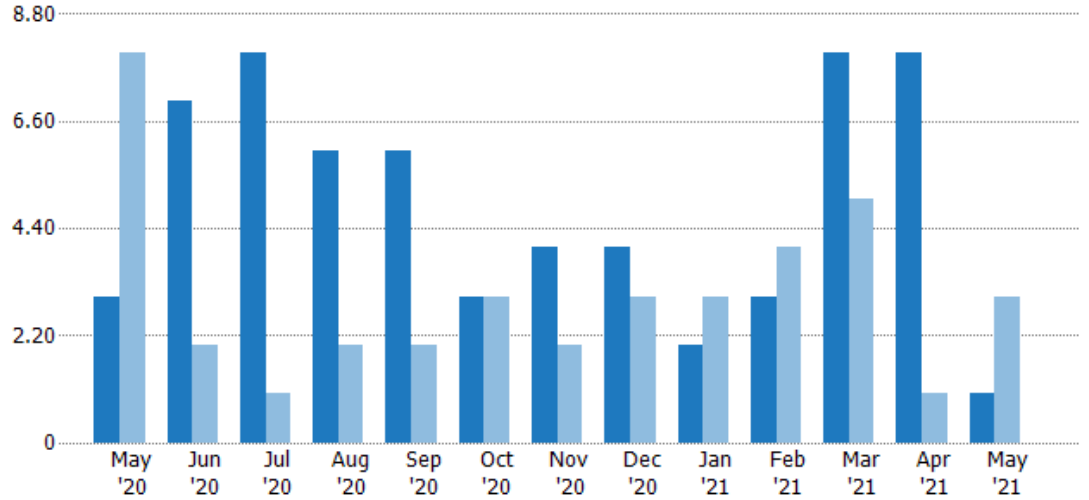
New Pending Sales

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.
May '21	1	-66.7%
May '20	3	-62.5%
May '19	8	-50%



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

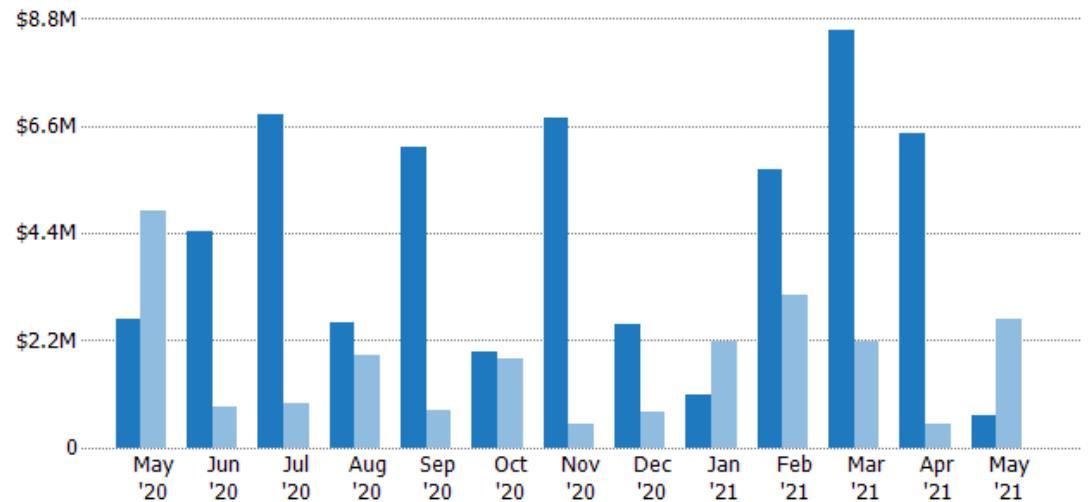
New Pending Sales Volume

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.
May '21	\$650K	-75.5%
May '20	\$2.65M	-45.4%
May '19	\$4.85M	-46.3%



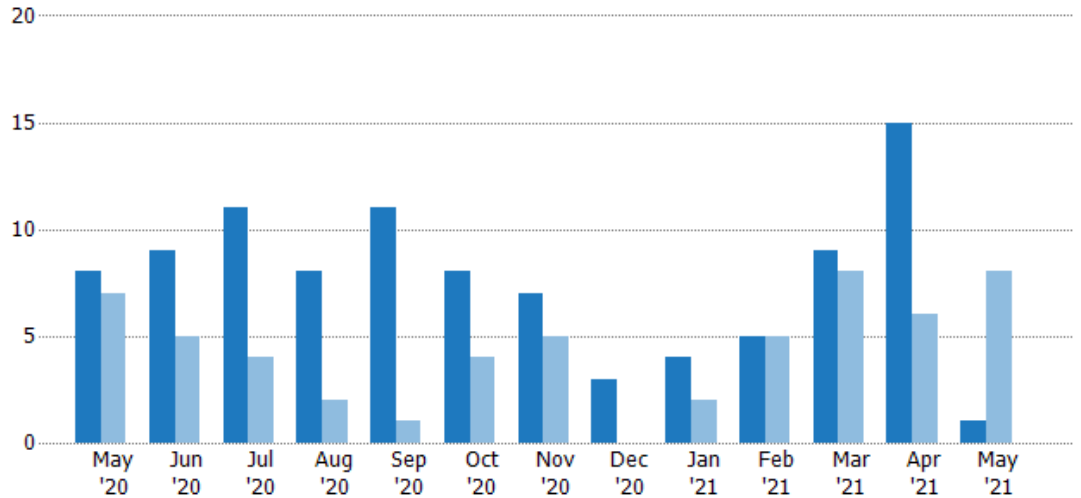
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K
Prior Year	\$4.85M	\$835K	\$895K	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M
Percent Change from Prior Year	-45%	432%	663%	36%	716%	7%	1,316%	236%	-50%	82%	292%	1,194%	-75%

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



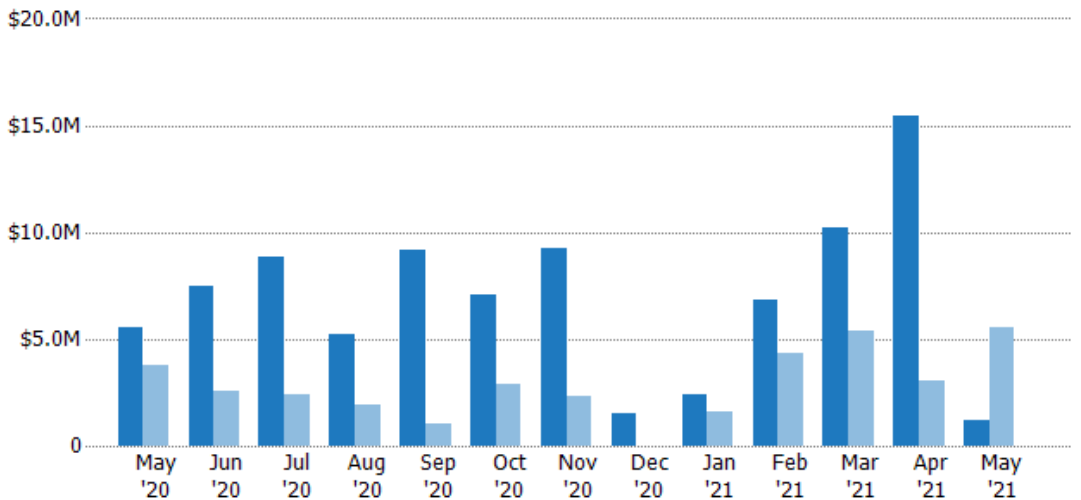
Current Year	8	9	11	8	11	8	7	3	4	5	9	15	1
Prior Year	7	5	4	2	1	4	5	-	2	5	8	6	8
Percent Change from Prior Year	14%	80%	175%	300%	1,000%	100%	40%	100%	100%	0%	13%	150%	-88%

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



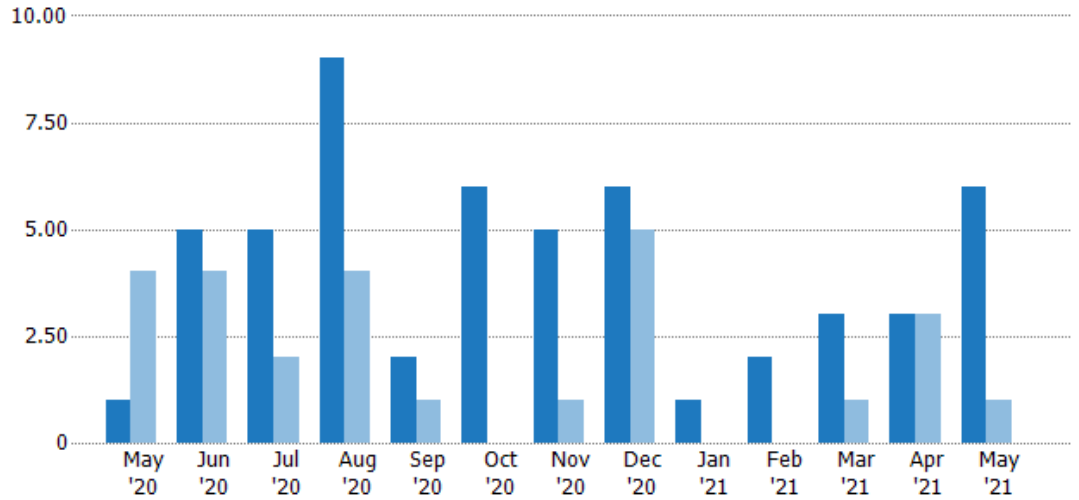
Current Year	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$1.2M
Prior Year	\$3.79M	\$2.53M	\$2.43M	\$1.9M	\$1.05M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M
Percent Change from Prior Year	46%	195%	263%	173%	775%	144%	299%	100%	48%	56%	88%	402%	-78%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



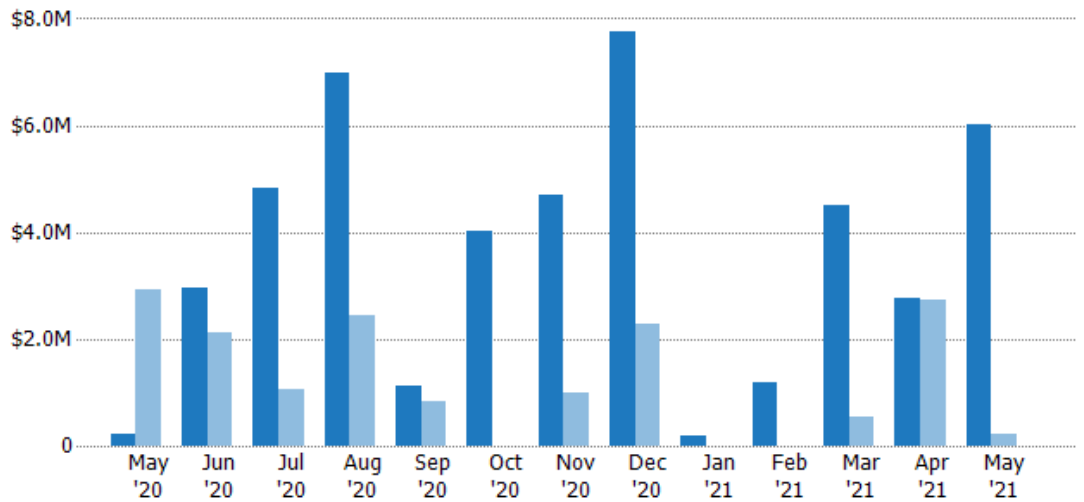
Current Year	1	5	5	9	2	6	5	6	1	2	3	3	6
Prior Year	4	4	2	4	1	-	1	5	-	-	1	3	1
Percent Change from Prior Year	-75%	25%	150%	125%	100%	100%	400%	20%	100%	100%	200%	0%	500%

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



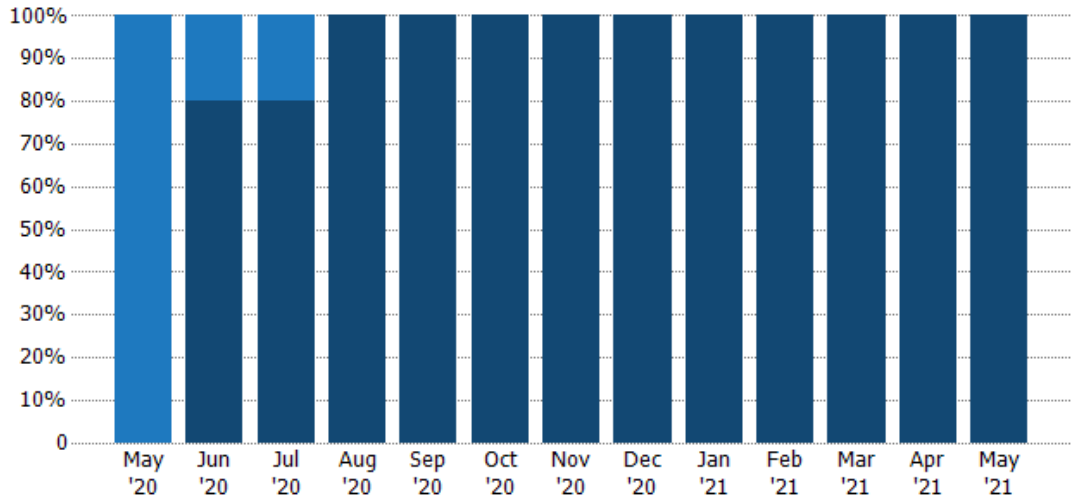
Current Year	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M
Prior Year	\$2.93M	\$2.12M	\$1.06M	\$2.43M	\$820K	-	\$1M	\$2.29M	-	-	\$554K	\$2.73M	\$210K
Percent Change from Prior Year	-93%	40%	358%	188%	39%	100%	371%	239%	100%	100%	711%	2%	2,767%

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



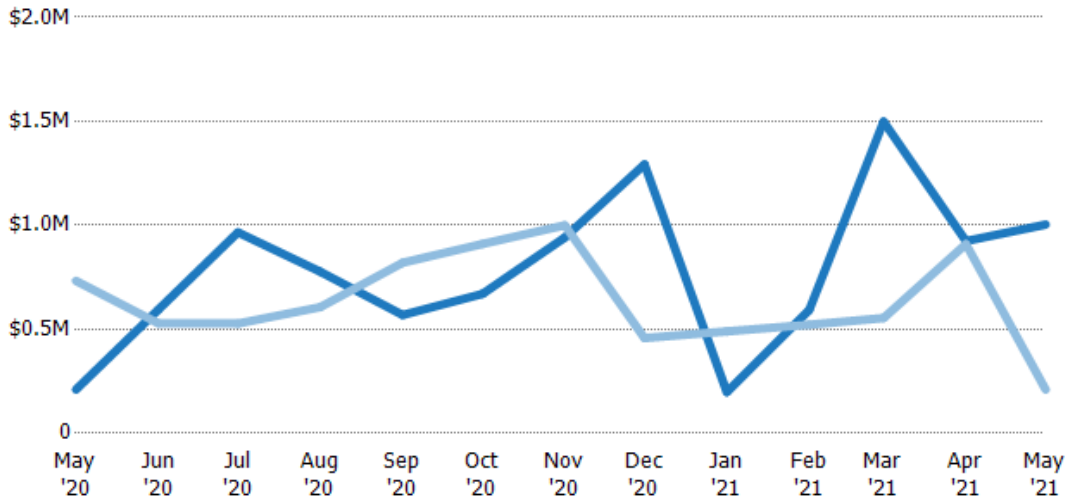
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	100%	20%	20%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	-	80%	80%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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



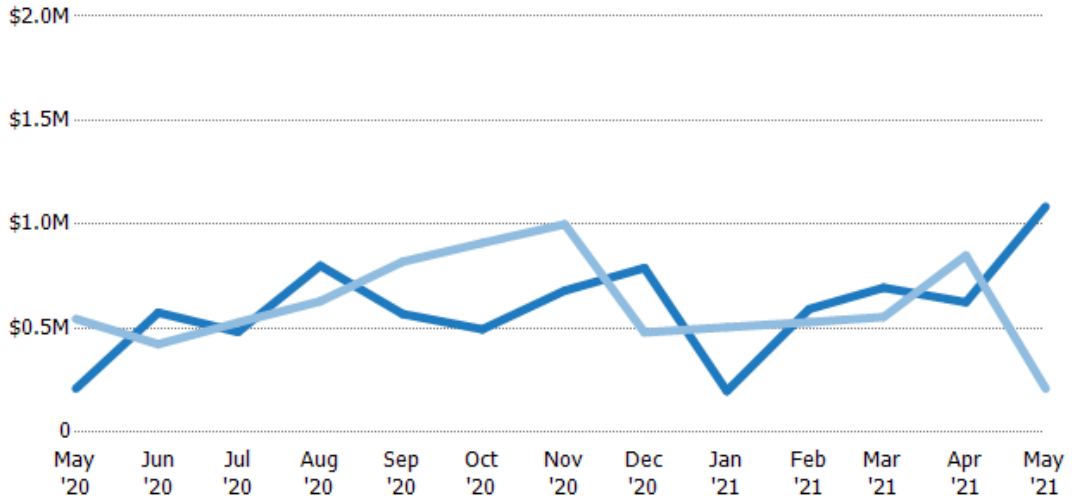
Current Year	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M
Prior Year	\$733K	\$529K	\$528K	\$607K	\$820K	\$910K	\$1M	\$458K	\$490K	\$522K	\$554K	\$910K	\$210K
Percent Change from Prior Year	-71%	12%	83%	28%	-31%	100%	-6%	182%	100%	100%	170%	2%	378%

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



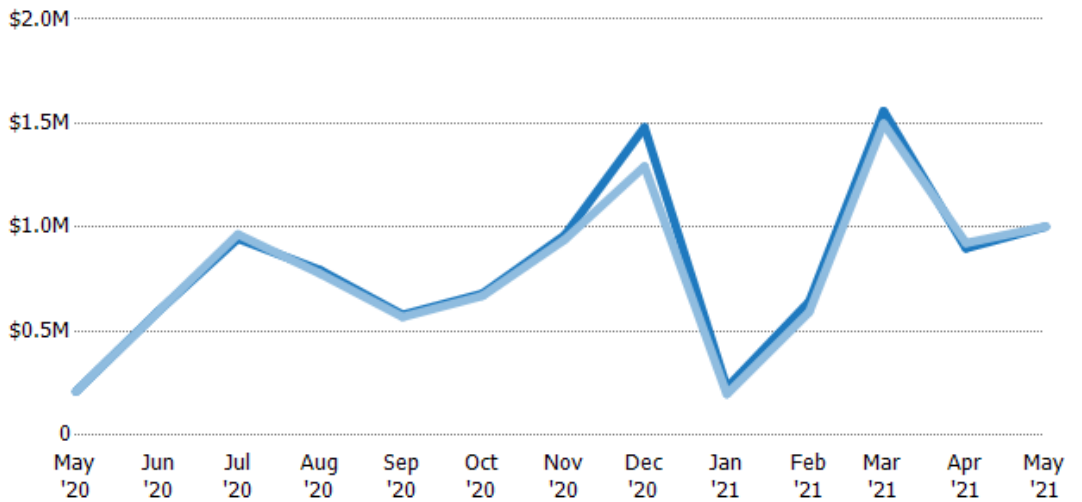
Current Year	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M
Prior Year	\$545K	\$424K	\$528K	\$630K	\$820K	\$910K	\$1M	\$480K	\$505K	\$529K	\$554K	\$850K	\$210K
Percent Change from Prior Year	-61%	36%	-9%	27%	-31%	100%	-32%	65%	100%	100%	25%	-26%	417%

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



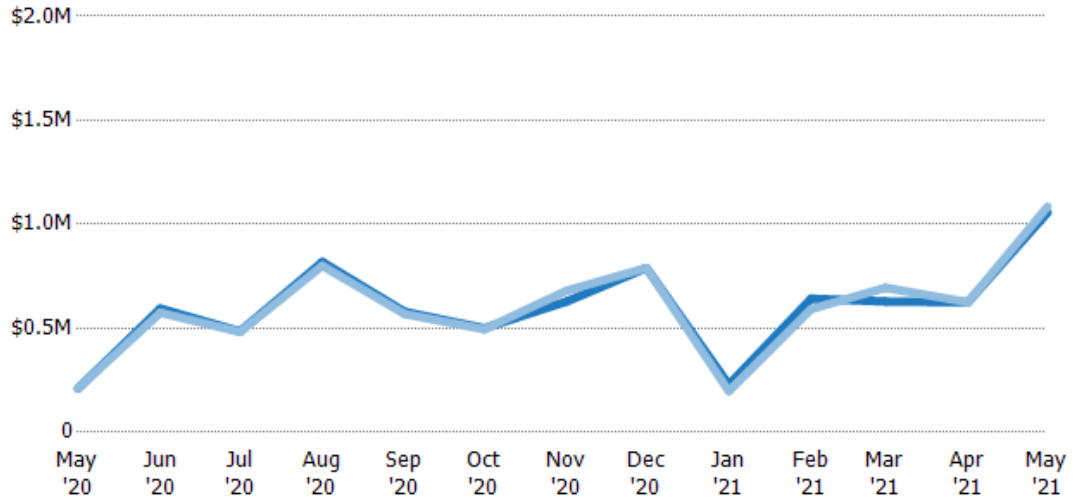
Avg List Price	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M
Avg Sales Price	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M
Avg Sales Price as a % of Avg List Price	100%	100%	102%	98%	98%	98%	98%	87%	86%	92%	96%	103%	100%

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



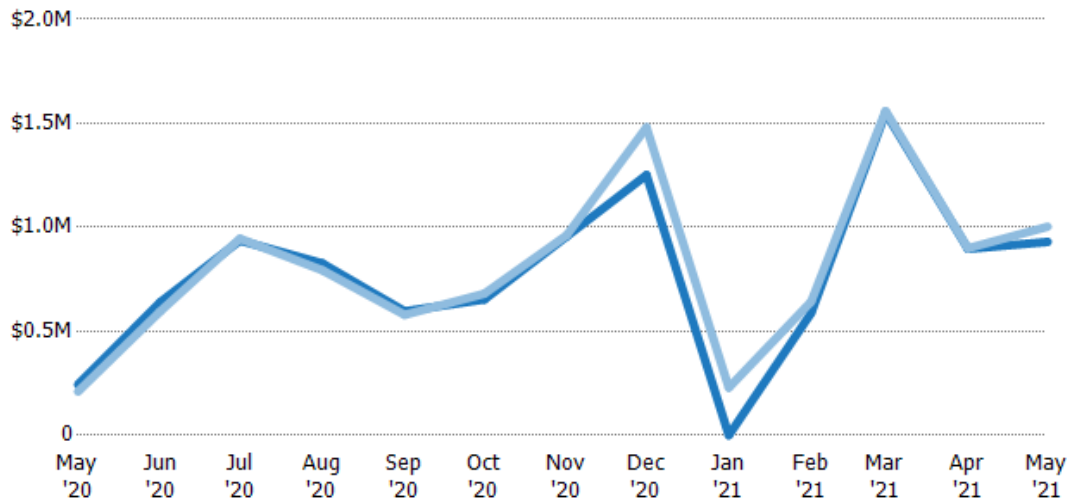
Median List Price	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M
Median Sales Price	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M
Med Sales Price as a % of Med List Price	100%	97%	99%	98%	98%	99%	108%	100%	86%	92%	110%	100%	103%

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
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 Condo/Townhouse/Apt., Single
 Family



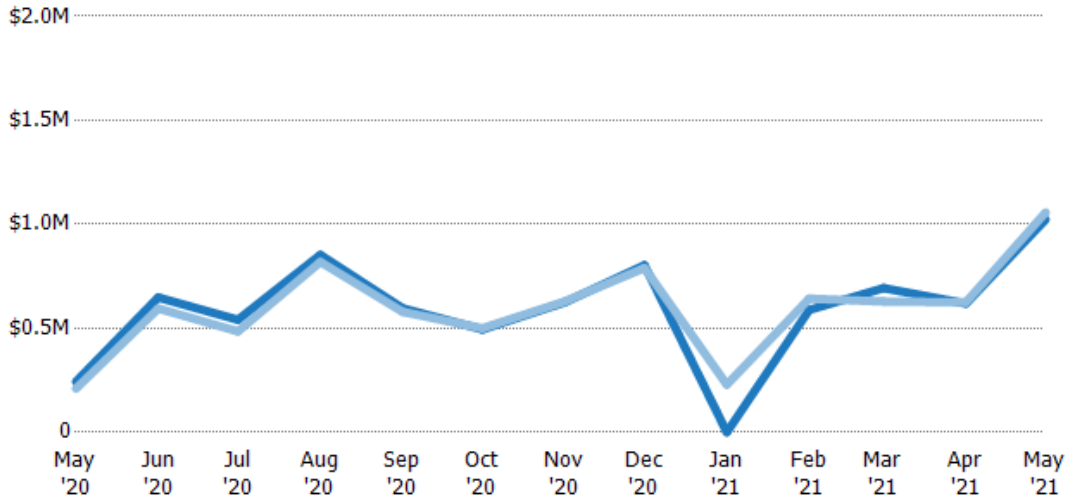
Avg Est Value	\$243K	\$640K	\$936K	\$827K	\$596K	\$653K	\$956K	\$1.25M	\$0	\$588K	\$1.55M	\$896K	\$930K
Avg Sales Price	\$210K	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M
Avg Sales Price as a % of Avg Est Value	86%	93%	101%	96%	97%	104%	101%	118%	100%	109%	101%	100%	108%

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	\$243K	\$649K	\$541K	\$853K	\$596K	\$495K	\$625K	\$803K	\$0	\$588K	\$693K	\$619K	\$1.02M
Median Sales Price	\$210K	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M
Med Sales Price as a % of Med Est Value	86%	92%	90%	96%	97%	101%	101%	98%	100%	109%	91%	101%	103%