

Summary of Key Listing and Sales Metrics

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

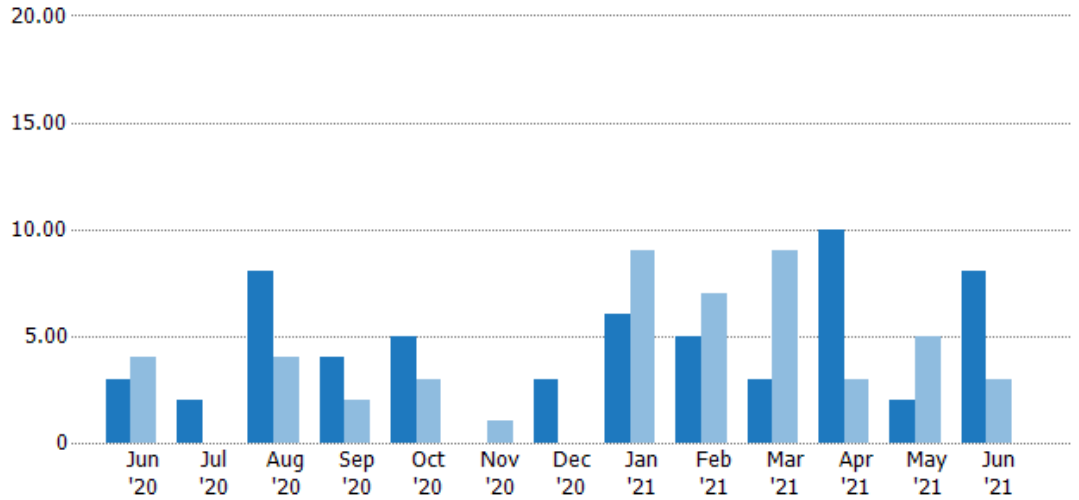
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	3	+166.7%	34	36	-5.6%
New Listing Volume	\$6,186,500	\$3,040,000	+103.5%	\$36,847,388	\$32,980,000	+11.7%
Active Listing Count	7	24	-70.8%	N/A	N/A	
Active Listing Volume	\$7,429,000	\$24,218,000	-69.3%	N/A	N/A	
Average Listing Price	\$1,061,286	\$1,009,083	+5.2%	\$1,300,756	\$1,002,330	+29.8%
Median Listing Price	\$969,000	\$797,000	+21.6%	\$1,224,497	\$715,504	+71.1%
Median Days in RPR	28	121.5	-77%	45.86	101.25	-54.7%
Months of Inventory	1.2	24	-95.1%	4.6	9	-48.9%
Absorption Rate	85.71%	4.17%	+81.5%	21.74%	11.11%	+10.6%
Sales Activity Charts Metrics						
New Pending Sales Count	7	7	+/-	29	23	+26.1%
New Pending Sales Volume	\$6,590,388	\$4,440,000	+48.4%	\$29,069,388	\$15,087,990	+92.7%
Pending Sales Count	12	9	+33.3%	N/A	N/A	
Pending Sales Volume	\$9,037,388	\$7,462,000	+21.1%	N/A	N/A	
Closed Sales Count	3	5	-40%	18	10	+80%
Closed Sales Volume	\$5,285,000	\$2,971,000	+77.9%	\$19,955,000	\$6,464,000	+208.7%
Average Sales Price	\$1,761,667	\$594,200	+196.5%	\$1,108,611	\$646,400	+71.5%
Median Sales Price	\$1,360,000	\$575,000	+136.5%	\$885,167	\$618,900	+43%

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



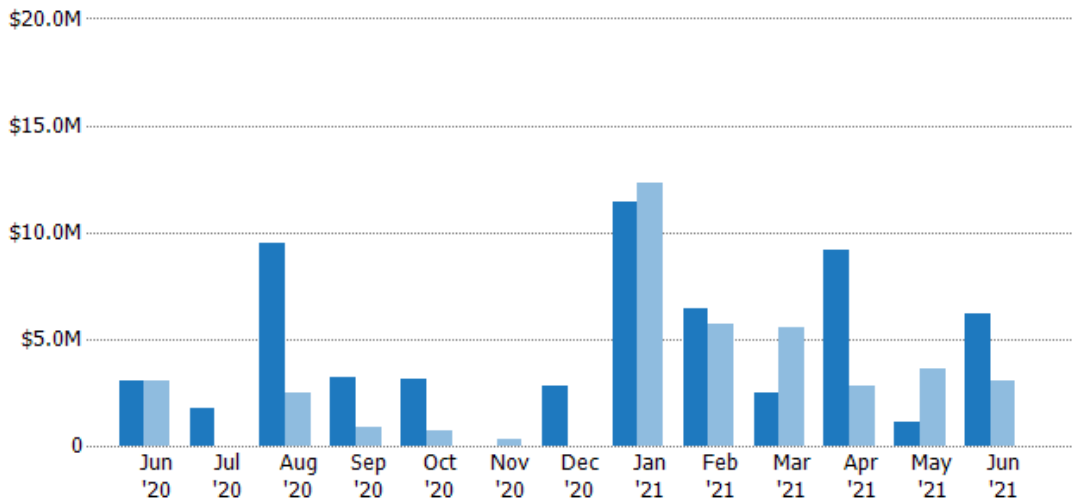
Current Year	3	2	8	4	5	-	3	6	5	3	10	2	8
Prior Year	4	-	4	2	3	1	-	9	7	9	3	5	3
Percent Change from Prior Year	-25%	100%	100%	100%	67%	-100%	100%	-33%	-29%	-67%	233%	-60%	167%

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	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$6.19M
Prior Year	\$3.08M	-	\$2.51M	\$895K	\$750K	\$285K	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M
Percent Change from Prior Year	-1%	100%	279%	261%	316%	-100%	100%	-7%	14%	-56%	225%	-68%	104%

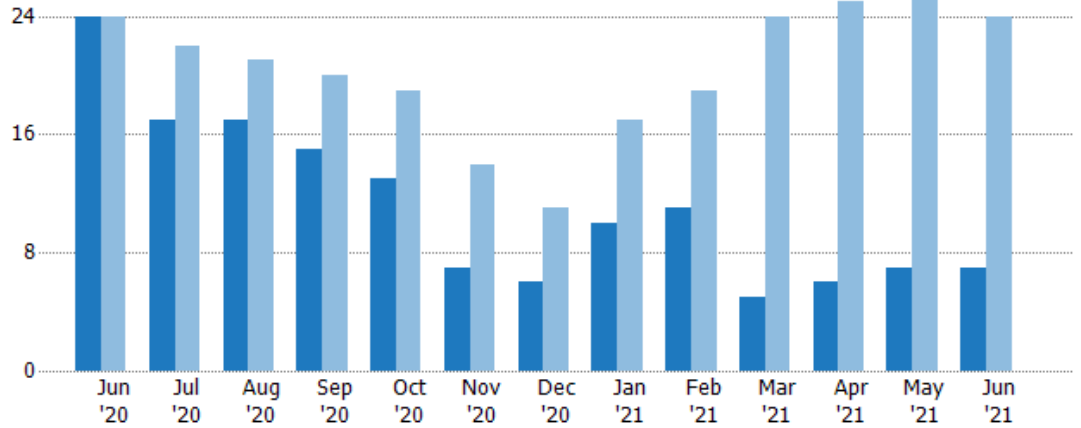
Active Listings

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.
Jun '21	7	-70.8%
Jun '20	24	0%
Jun '19	24	0%



Current Year	24	17	17	15	13	7	6	10	11	5	6	7	7
Prior Year	24	22	21	20	19	14	11	17	19	24	25	26	24
Percent Change from Prior Year	0%	-23%	-19%	-25%	-32%	-50%	-45%	-41%	-42%	-79%	-76%	-73%	-71%

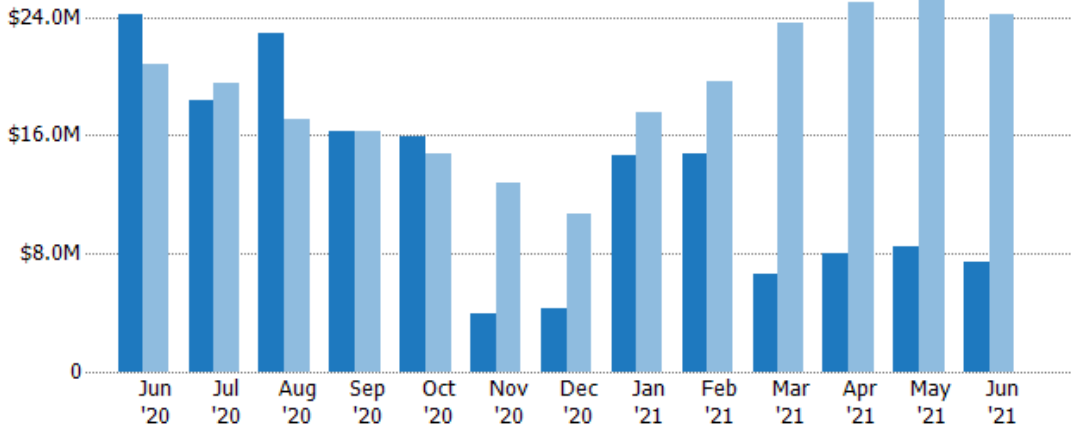
Active Listing Volume

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.
Jun '21	\$7.43M	-69.3%
Jun '20	\$24.2M	16.4%
Jun '19	\$20.8M	-20.9%



Current Year	\$24.2M	\$18.4M	\$23M	\$16.2M	\$15.9M	\$3.92M	\$4.28M	\$14.6M	\$14.7M	\$6.61M	\$7.96M	\$8.47M	\$7.43M
Prior Year	\$20.8M	\$19.5M	\$17.1M	\$16.2M	\$14.8M	\$12.8M	\$10.6M	\$17.6M	\$19.6M	\$23.6M	\$25M	\$25.4M	\$24.2M
Percent Change from Prior Year	16%	-6%	34%	0%	8%	-69%	-60%	-17%	-25%	-72%	-68%	-67%	-69%

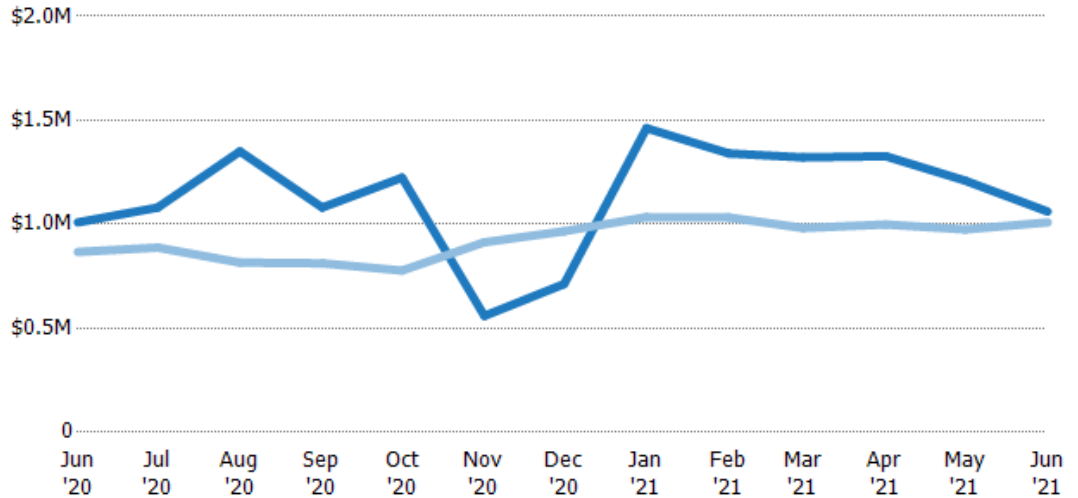
Average Listing Price

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.
Jun '21	\$1.06M	5.2%
Jun '20	\$1.01M	16.4%
Jun '19	\$867K	-20.9%



Current Year	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.33M	\$1.21M	\$1.06M
Prior Year	\$867K	\$888K	\$816K	\$812K	\$777K	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K	\$1.01M
Percent Change from Prior Year	16%	22%	66%	33%	57%	-39%	-26%	41%	30%	35%	33%	24%	5%

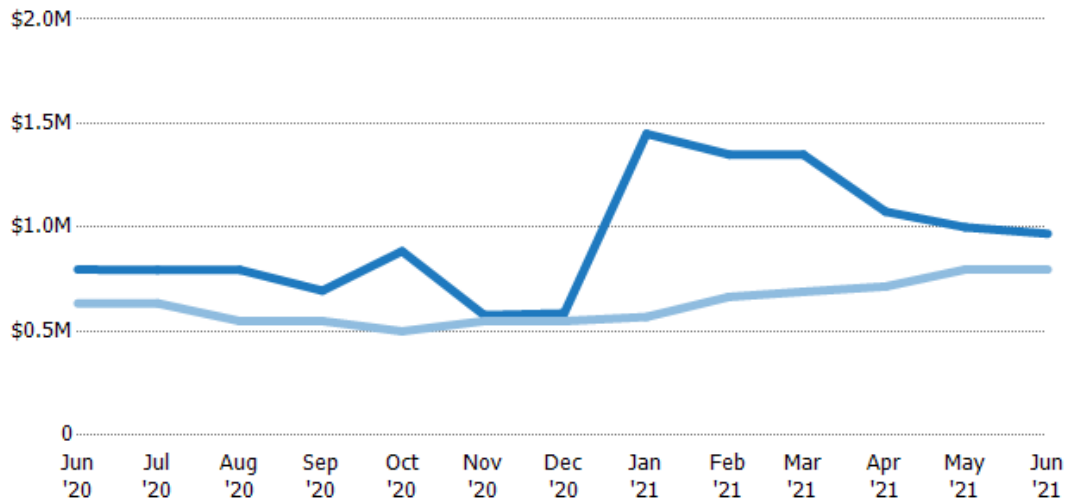
Median Listing Price

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.
Jun '21	\$969K	21.6%
Jun '20	\$797K	25.7%
Jun '19	\$634K	-10.2%



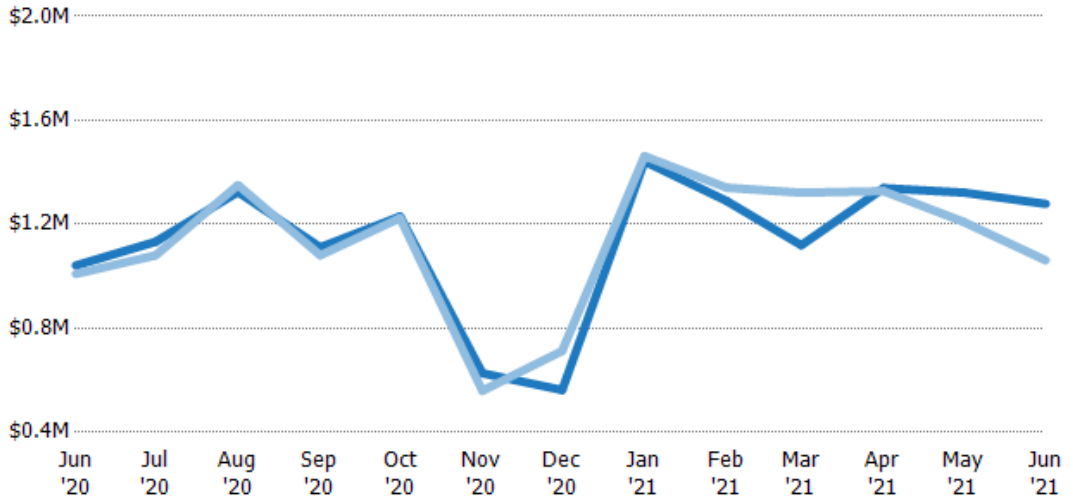
Current Year	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.07M	\$1M	\$969K
Prior Year	\$634K	\$634K	\$549K	\$549K	\$500K	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K	\$797K
Percent Change from Prior Year	26%	25%	45%	27%	77%	5%	7%	155%	103%	96%	50%	25%	22%

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



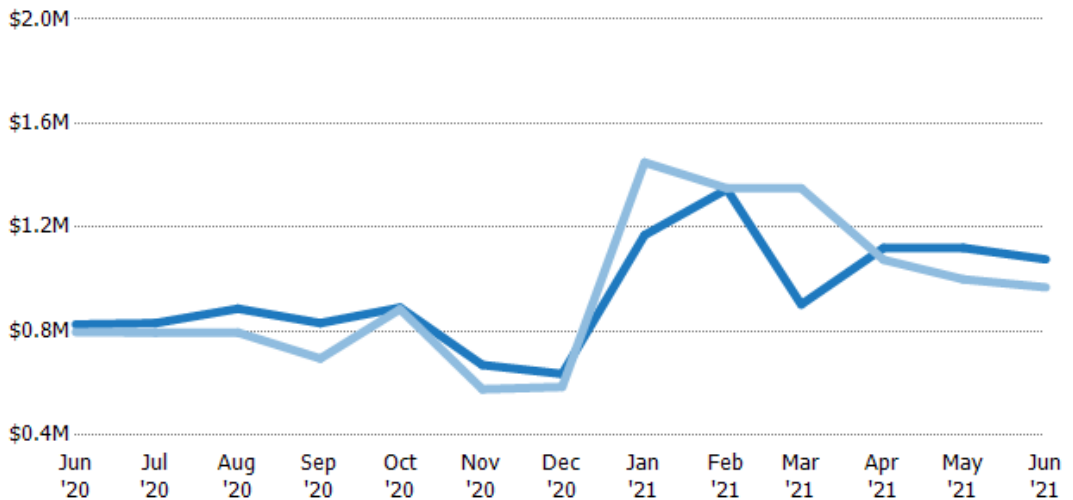
Avg Est Value	\$1.04M	\$1.13M	\$1.32M	\$1.11M	\$1.23M	\$627K	\$562K	\$1.44M	\$1.29M	\$1.12M	\$1.34M	\$1.32M	\$1.28M
Avg Listing Price	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.33M	\$1.21M	\$1.06M
Avg Listing Price as a % of Avg Est Value	97%	95%	102%	97%	100%	89%	127%	101%	104%	118%	99%	91%	83%

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	\$826K	\$831K	\$887K	\$831K	\$891K	\$670K	\$636K	\$1.17M	\$1.35M	\$903K	\$1.12M	\$1.12M	\$1.08M
Median Listing Price	\$797K	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.07M	\$1M	\$969K
Med Listing Price as a % of Med Est Value	96%	96%	90%	84%	99%	86%	92%	124%	100%	150%	96%	89%	90%

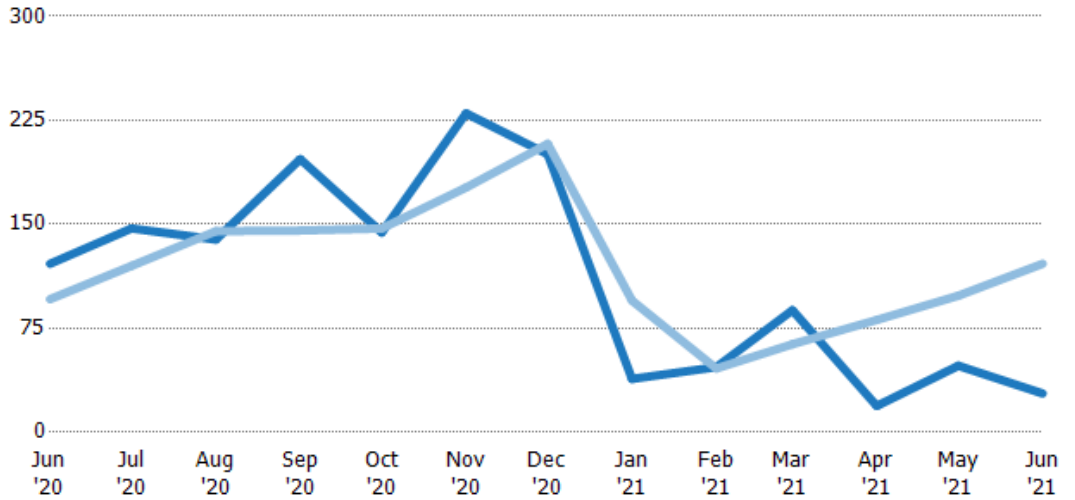
Median Days in RPR

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.
Jun '21	28	-77%
Jun '20	122	26.6%
Jun '19	96	6.3%



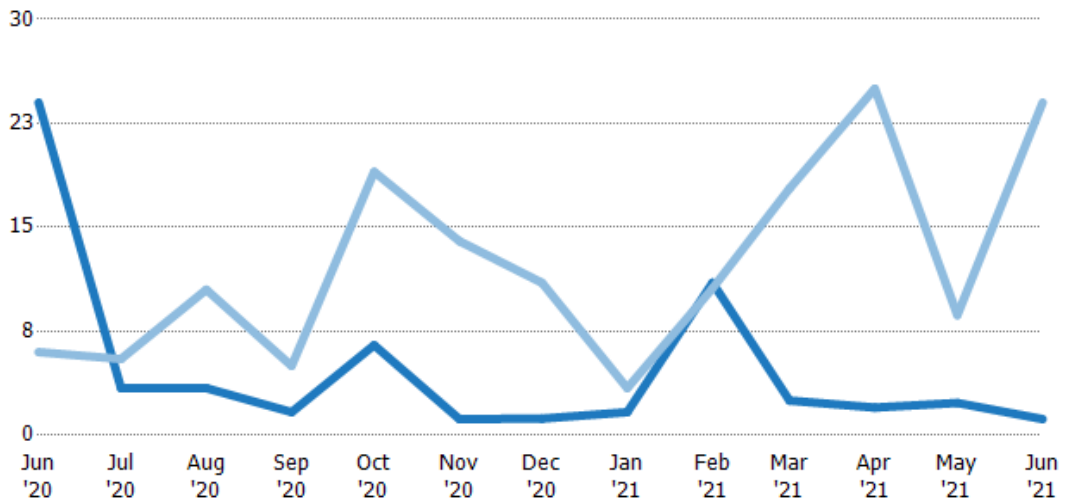
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	122	147	139	197	144	230	201	38.5	47	88	19	48	28
Prior Year	96	120	145	146	147	177	208	95	46	63.5	81	98.5	122
Percent Change from Prior Year	27%	23%	-4%	35%	-2%	30%	-4%	-59%	2%	39%	-77%	-51%	-77%

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



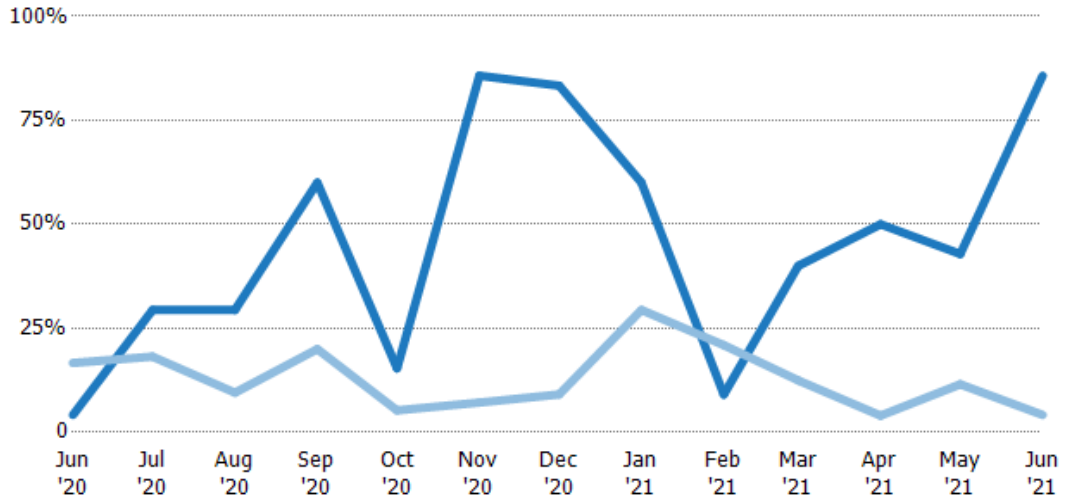
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	24	3.4	3.4	1.67	6.5	1.17	1.2	1.67	11	2.5	2	2.33	1.17
Prior Year	6	5.5	10.5	5	19	14	11	3.4	10.6	17.8	25	8.67	24
Percent Change from Prior Year	300%	-38%	-68%	-67%	-66%	-92%	-89%	-51%	100%	100%	-92%	-73%	-95%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



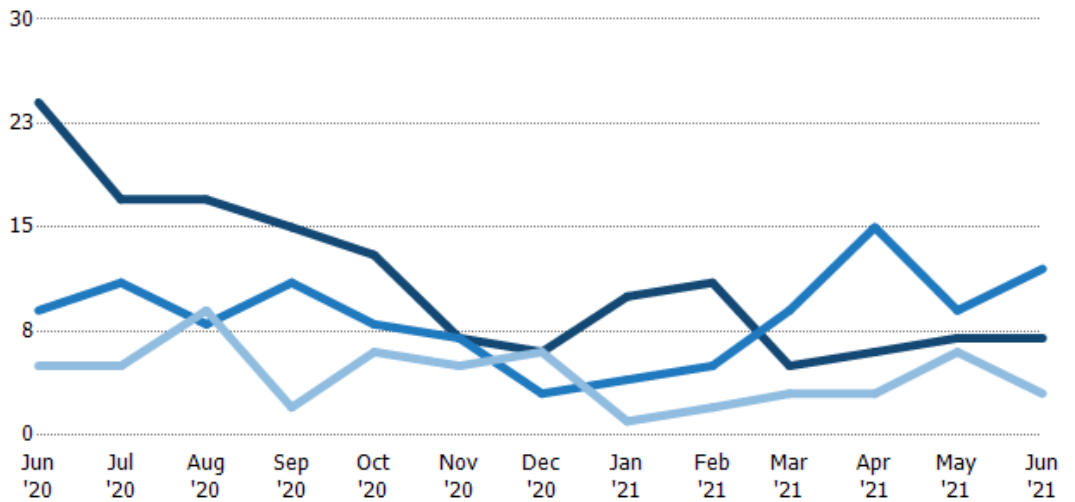
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	4%	29%	29%	60%	15%	86%	83%	60%	9%	40%	50%	43%	86%
Prior Year	17%	18%	10%	20%	5%	7%	9%	29%	21%	12%	4%	12%	4%
Change from Prior Year	13%	-11%	-20%	-40%	-10%	-79%	-74%	-31%	-9%	-40%	-46%	-31%	-82%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	24	17	17	15	13	7	6	10	11	5	6	7	7
Pending	9	11	8	11	8	7	3	4	5	9	15	9	12
Sold	5	5	9	2	6	5	6	1	2	3	3	6	3

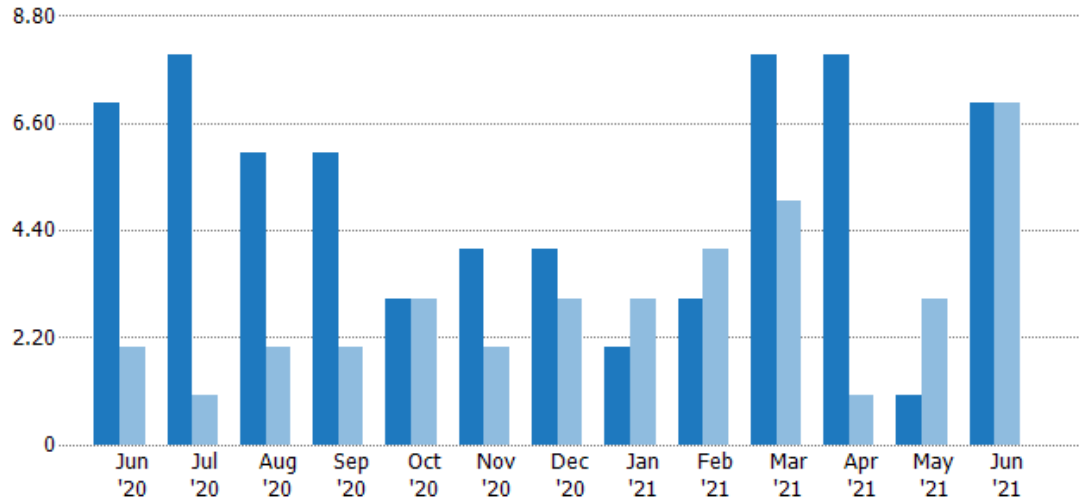
New Pending Sales

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.
Jun '21	7	0%
Jun '20	7	250%
Jun '19	2	250%



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

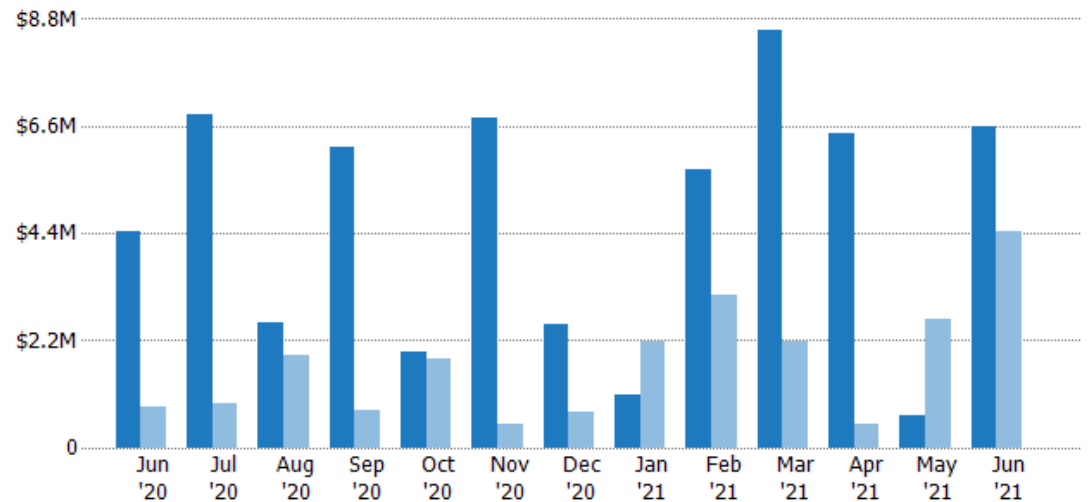
New Pending Sales Volume

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.
Jun '21	\$6.59M	48.4%
Jun '20	\$4.44M	431.7%
Jun '19	\$835K	603.4%



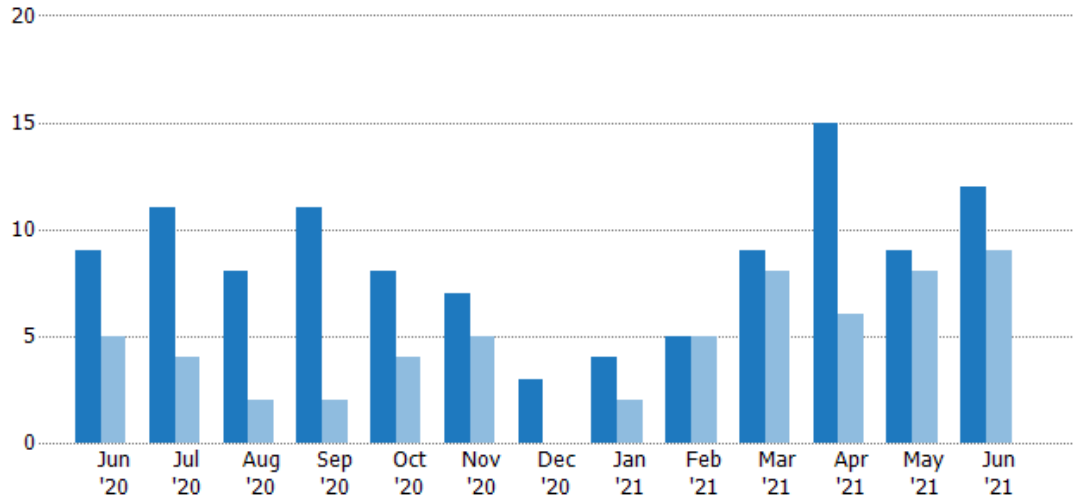
Current Year	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M
Prior Year	\$835K	\$895K	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M
Percent Change from Prior Year	432%	663%	36%	716%	7%	1,316%	236%	-50%	82%	292%	1,194%	-75%	48%

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



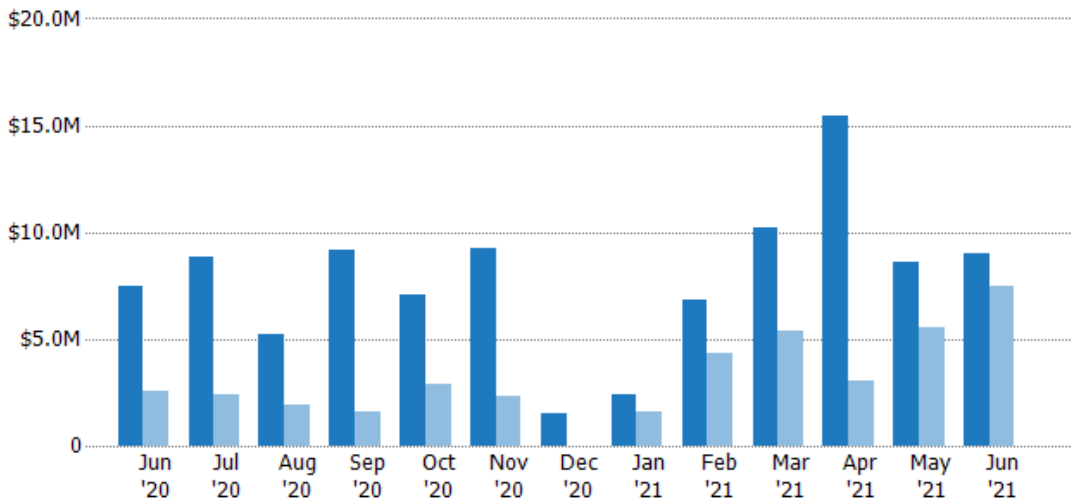
Current Year	9	11	8	11	8	7	3	4	5	9	15	9	12
Prior Year	5	4	2	2	4	5	-	2	5	8	6	8	9
Percent Change from Prior Year	80%	175%	300%	450%	100%	40%	100%	100%	0%	13%	150%	13%	33%

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



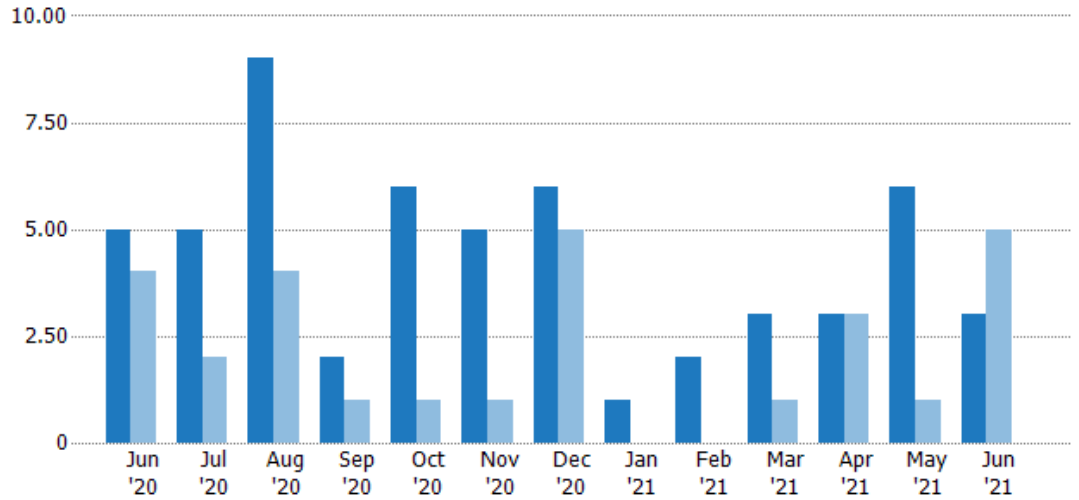
Current Year	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M
Prior Year	\$2.53M	\$2.43M	\$1.9M	\$1.6M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M
Percent Change from Prior Year	195%	263%	173%	476%	144%	299%	100%	48%	56%	88%	402%	56%	21%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



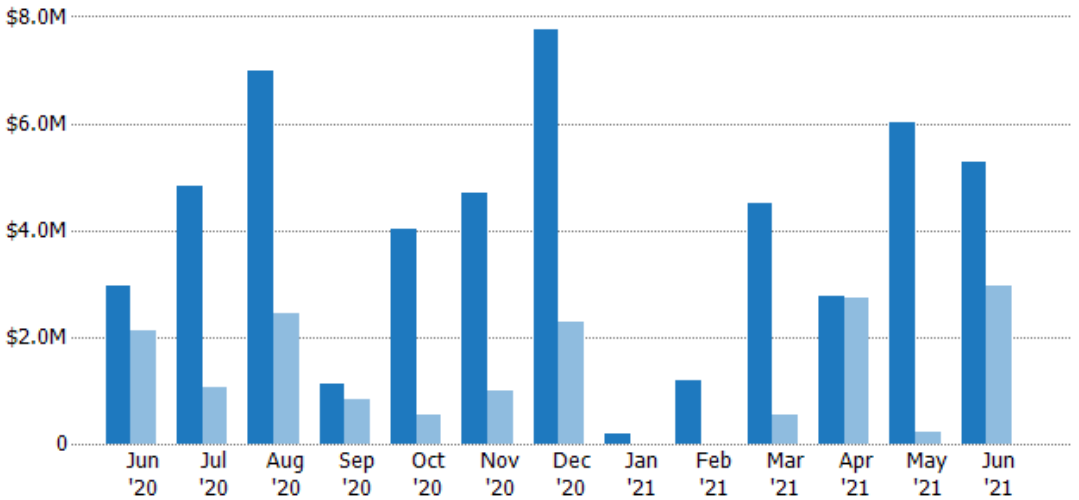
Current Year	5	5	9	2	6	5	6	1	2	3	3	6	3
Prior Year	4	2	4	1	1	1	5	-	-	1	3	1	5
Percent Change from Prior Year	25%	150%	125%	100%	500%	400%	20%	100%	100%	200%	0%	500%	-40%

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



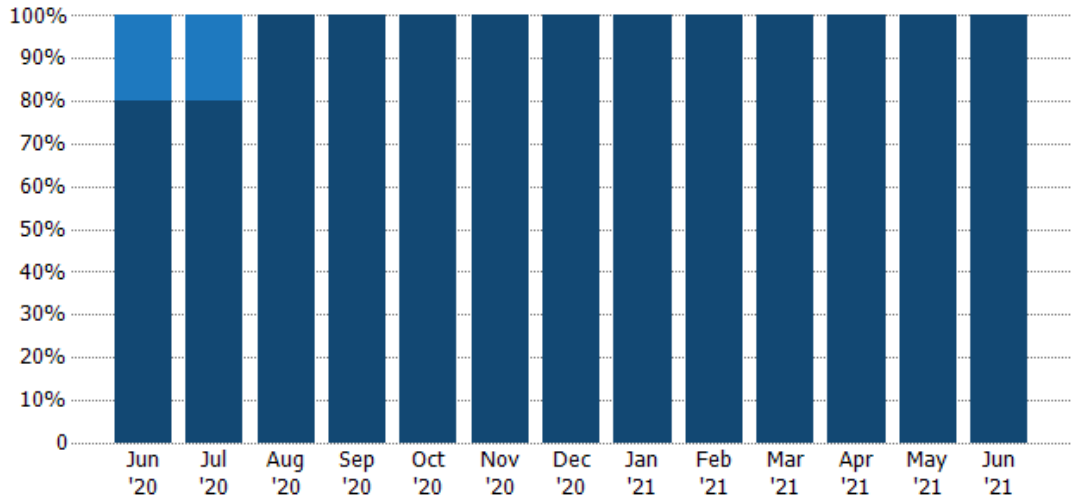
Current Year	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M
Prior Year	\$2.12M	\$1.06M	\$2.43M	\$820K	\$545K	\$1M	\$2.29M	-	-	\$554K	\$2.73M	\$210K	\$2.97M
Percent Change from Prior Year	40%	358%	188%	39%	637%	371%	239%	100%	100%	711%	2%	2,767%	78%

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



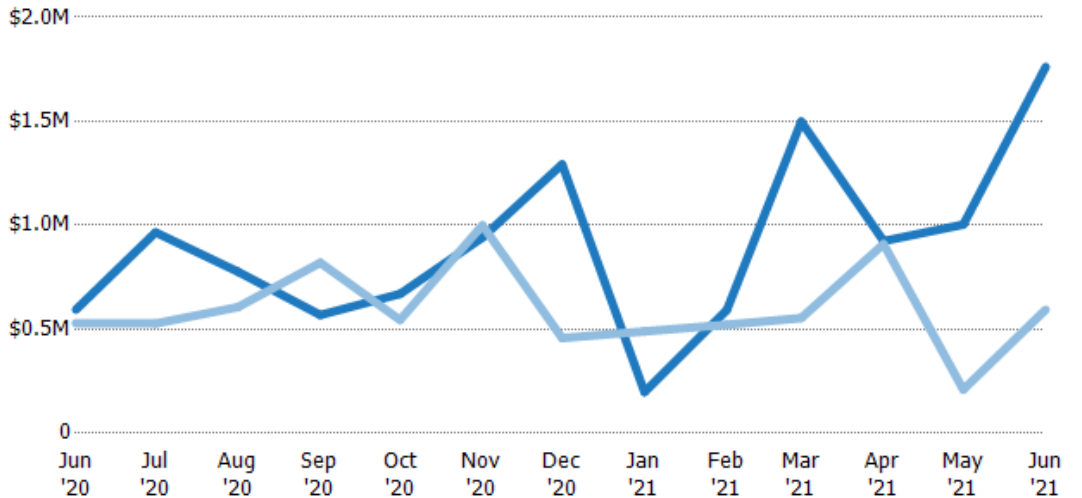
Condo/Townhouse	20%	20%	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	80%	80%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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



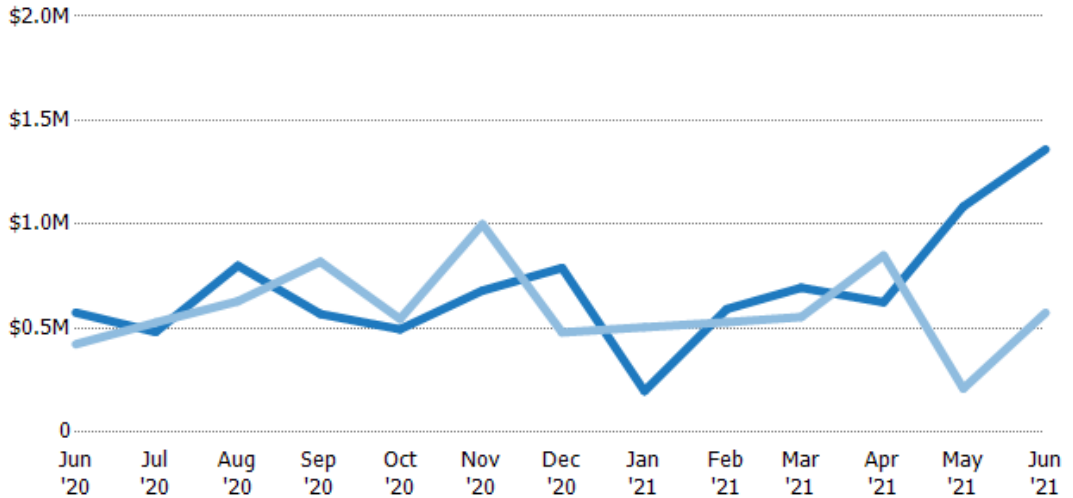
Current Year	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M
Prior Year	\$529K	\$528K	\$607K	\$820K	\$545K	\$1M	\$458K	\$490K	\$522K	\$554K	\$910K	\$210K	\$594K
Percent Change from Prior Year	12%	83%	28%	-31%	23%	-6%	182%	100%	100%	170%	2%	378%	196%

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



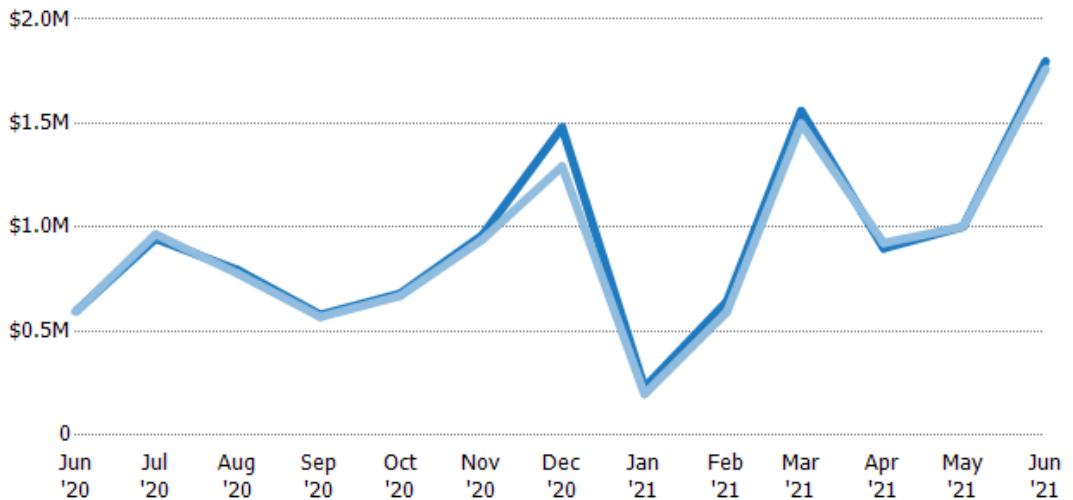
Current Year	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M
Prior Year	\$424K	\$528K	\$630K	\$820K	\$545K	\$1M	\$480K	\$505K	\$529K	\$554K	\$850K	\$210K	\$575K
Percent Change from Prior Year	36%	-9%	27%	-31%	-9%	-32%	65%	100%	100%	25%	-26%	417%	137%

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



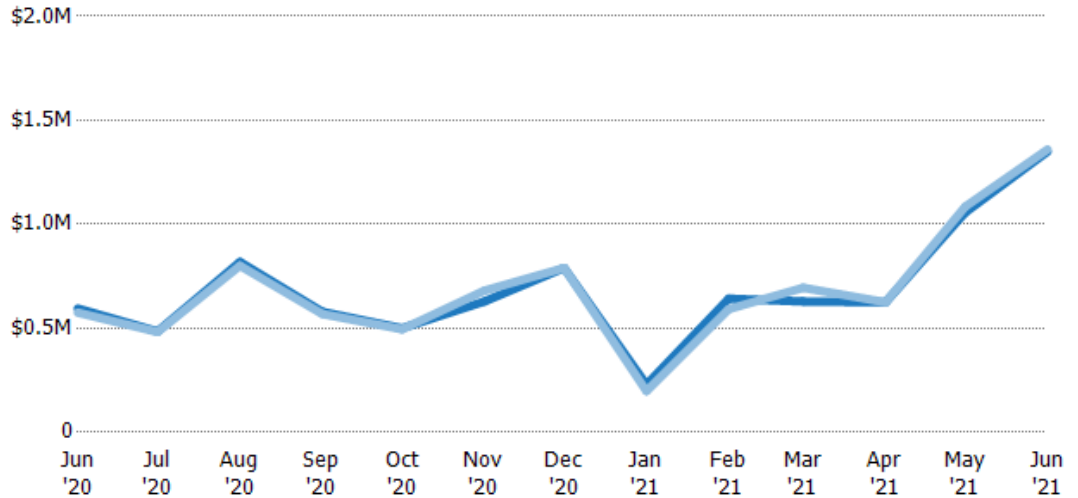
Avg List Price	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M
Avg Sales Price	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M
Avg Sales Price as a % of Avg List Price	100%	102%	98%	98%	98%	98%	87%	86%	92%	96%	103%	100%	98%

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



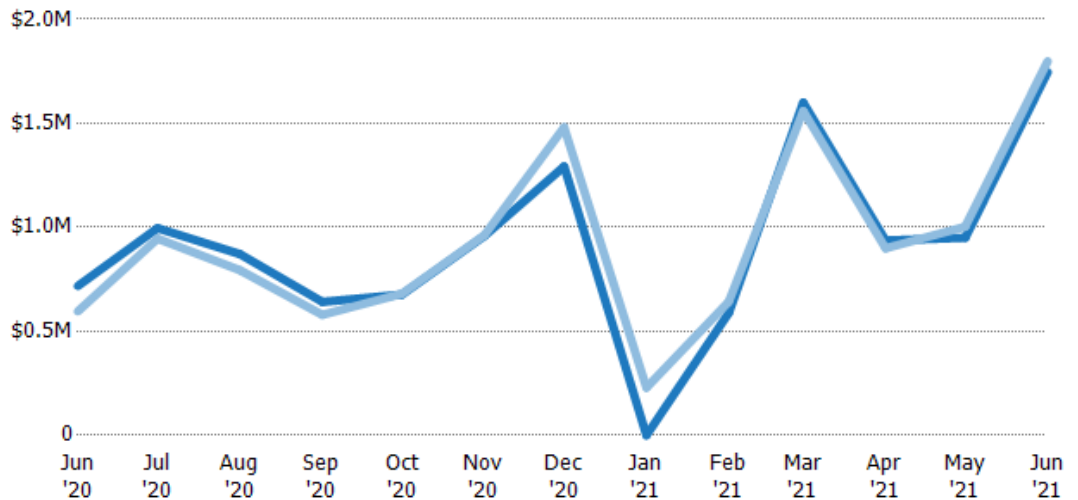
Median List Price	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M
Median Sales Price	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M
Med Sales Price as a % of Med List Price	97%	99%	98%	98%	99%	108%	100%	86%	92%	110%	100%	103%	101%

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



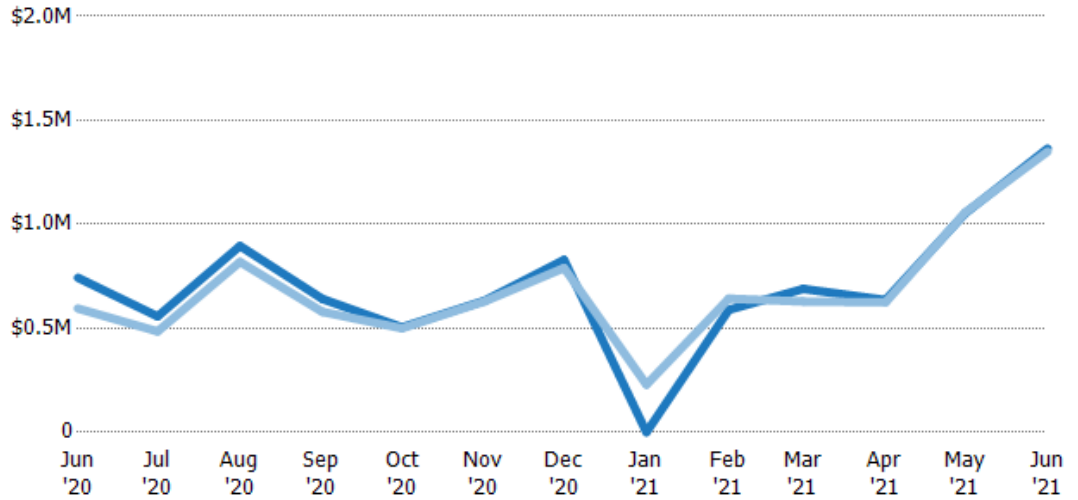
Avg Est Value	\$718K	\$996K	\$871K	\$641K	\$676K	\$958K	\$1.29M	\$0	\$589K	\$1.6M	\$937K	\$950K	\$1.75M
Avg Sales Price	\$596K	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M
Avg Sales Price as a % of Avg Est Value	83%	95%	91%	90%	101%	100%	115%	100%	109%	97%	96%	106%	103%

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	\$743K	\$557K	\$896K	\$641K	\$505K	\$632K	\$829K	\$0	\$589K	\$689K	\$636K	\$1.05M	\$1.36M
Median Sales Price	\$595K	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M
Med Sales Price as a % of Med Est Value	80%	87%	91%	90%	99%	99%	95%	100%	109%	91%	98%	100%	99%