

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	2	+300%	42	38	+10.5%
New Listing Volume	\$6,230,900	\$1,774,000	+251.2%	\$43,078,288	\$34,754,000	+24%
Active Listing Count	—	17	—	N/A	N/A	
Active Listing Volume	—	\$18,366,000	—	N/A	N/A	
Average Listing Price	—	\$1,080,353	—	\$1,300,756	\$1,011,056	+28.7%
Median Listing Price	—	\$795,000	—	\$1,224,497	\$724,395	+69%
Median Days in RPR	—	147	—	31.75	116.5	-72.7%
Months of Inventory	—	3.4	-100%	3.1	8.9	-65.7%
Absorption Rate	—	29.41%	—	32.61%	11.18%	+21.4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	8	-25%	35	31	+12.9%
New Pending Sales Volume	\$4,234,900	\$6,827,000	-38%	\$33,304,288	\$21,914,990	+52%
Pending Sales Count	—	11	—	N/A	N/A	
Pending Sales Volume	—	\$8,812,000	—	N/A	N/A	
Closed Sales Count	8	5	+60%	26	15	+73.3%
Closed Sales Volume	\$4,885,000	\$4,830,000	+1.1%	\$24,840,000	\$11,294,000	+119.9%
Average Sales Price	\$610,625	\$966,000	-36.8%	\$955,385	\$752,933	+26.9%
Median Sales Price	\$580,000	\$482,000	+20.3%	\$791,269	\$573,267	+38%

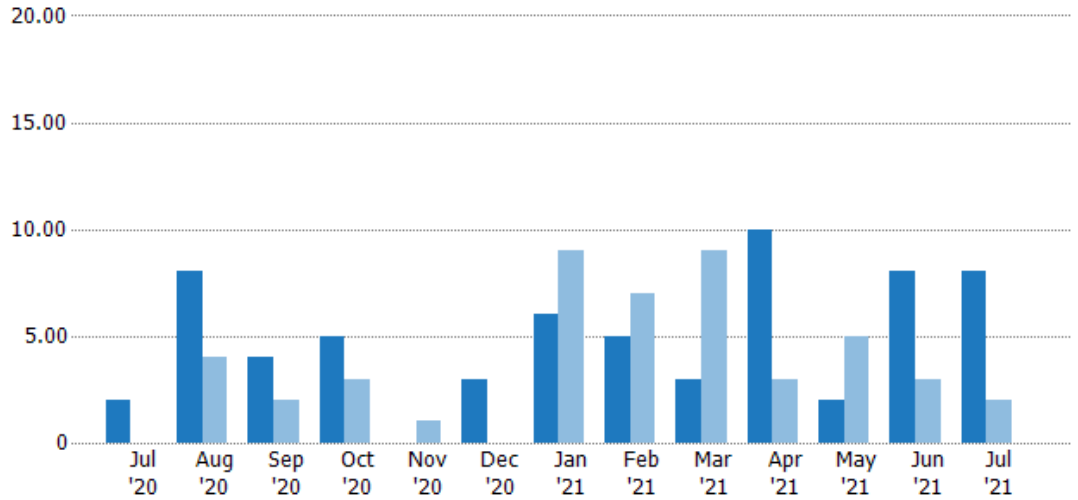
New Listings

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	2	8	4	5	-	3	6	5	3	10	2	8	8
Prior Year	-	4	2	3	1	-	9	7	9	3	5	3	2
Percent Change from Prior Year	100%	100%	100%	67%	-100%	100%	-33%	-29%	-67%	233%	-60%	167%	300%

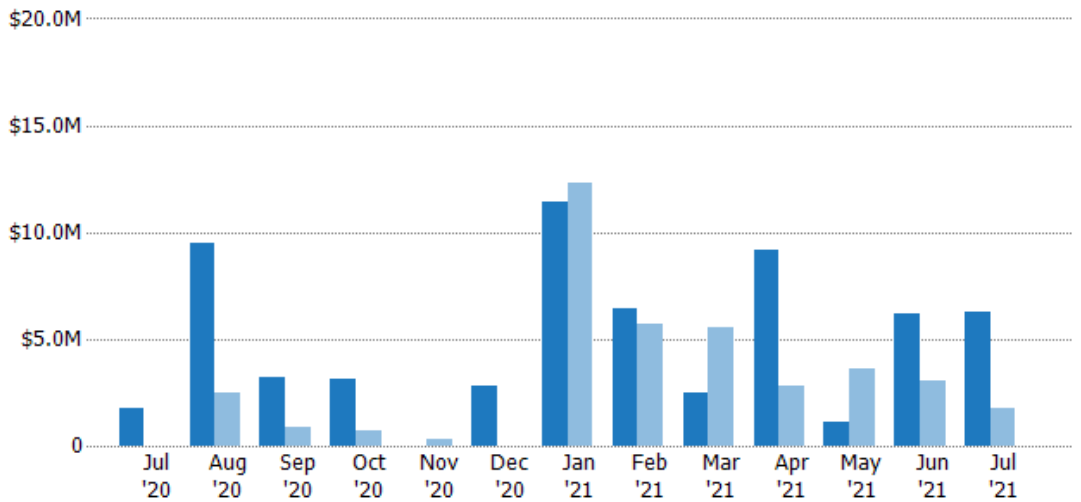
New Listing Volume

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



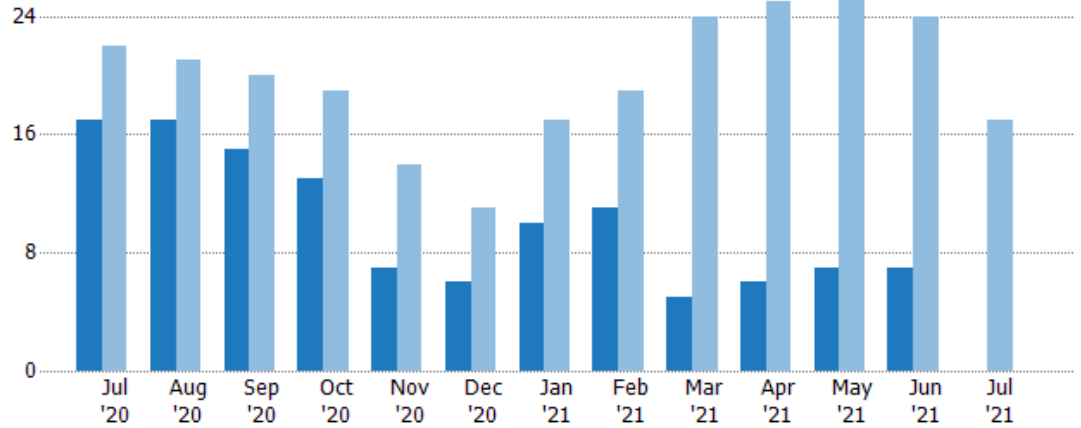
Current Year	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$6.19M	\$6.23M
Prior Year	-	\$2.51M	\$895K	\$750K	\$285K	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M
Percent Change from Prior Year	100%	279%	261%	316%	-100%	100%	-7%	14%	-56%	225%	-68%	104%	251%

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



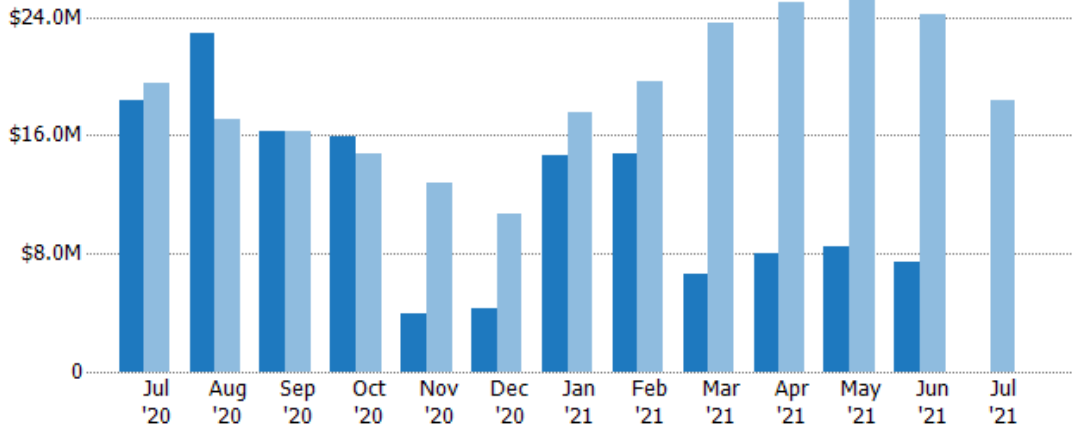
Current Year	17	17	15	13	7	6	10	11	5	6	7	7	-
Prior Year	22	21	20	19	14	11	17	19	24	25	26	24	17
Percent Change from Prior Year	-23%	-19%	-25%	-32%	-50%	-45%	-41%	-42%	-79%	-76%	-73%	-71%	-100%

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



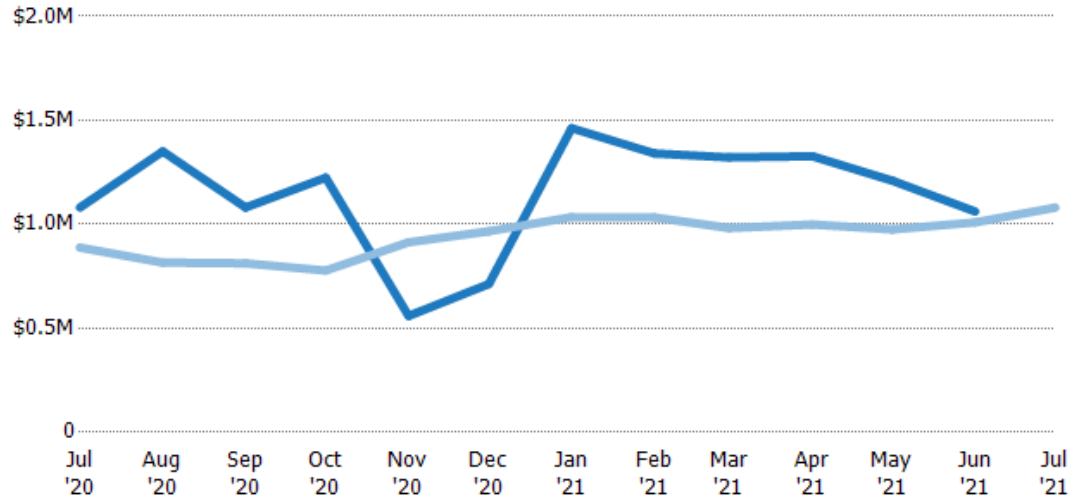
Current Year	\$18.4M	\$23M	\$16.2M	\$15.9M	\$3.92M	\$4.28M	\$14.6M	\$14.7M	\$6.61M	\$7.96M	\$8.47M	\$7.43M	-
Prior Year	\$19.5M	\$17.1M	\$16.2M	\$14.8M	\$12.8M	\$10.6M	\$17.6M	\$19.6M	\$23.6M	\$25M	\$25.4M	\$24.2M	\$18.4M
Percent Change from Prior Year	-6%	34%	0%	8%	-69%	-60%	-17%	-25%	-72%	-68%	-67%	-69%	-100%

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



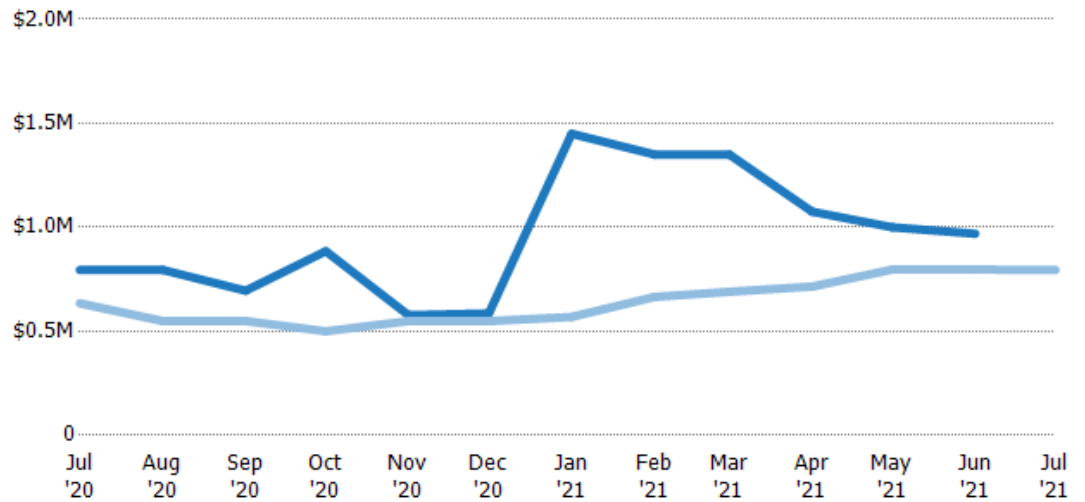
Current Year	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.33M	\$1.21M	\$1.06M	-
Prior Year	\$888K	\$816K	\$812K	\$777K	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K	\$1.01M	\$1.08M
Percent Change from Prior Year	22%	66%	33%	57%	-39%	-26%	41%	30%	35%	33%	24%	5%	-100%

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



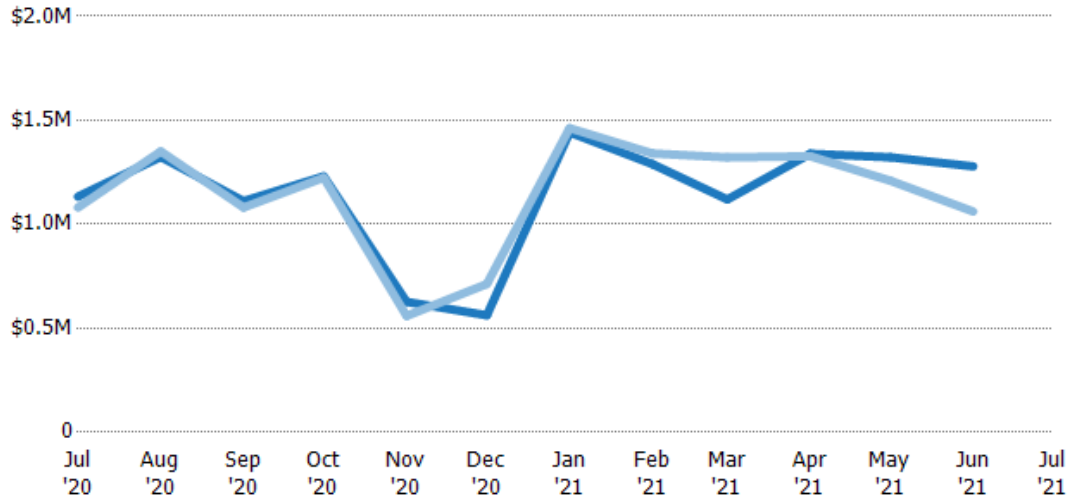
Current Year	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.07M	\$1M	\$969K	-
Prior Year	\$634K	\$549K	\$549K	\$500K	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K	\$797K	\$795K
Percent Change from Prior Year	25%	45%	27%	77%	5%	7%	155%	103%	96%	50%	25%	22%	-100%

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



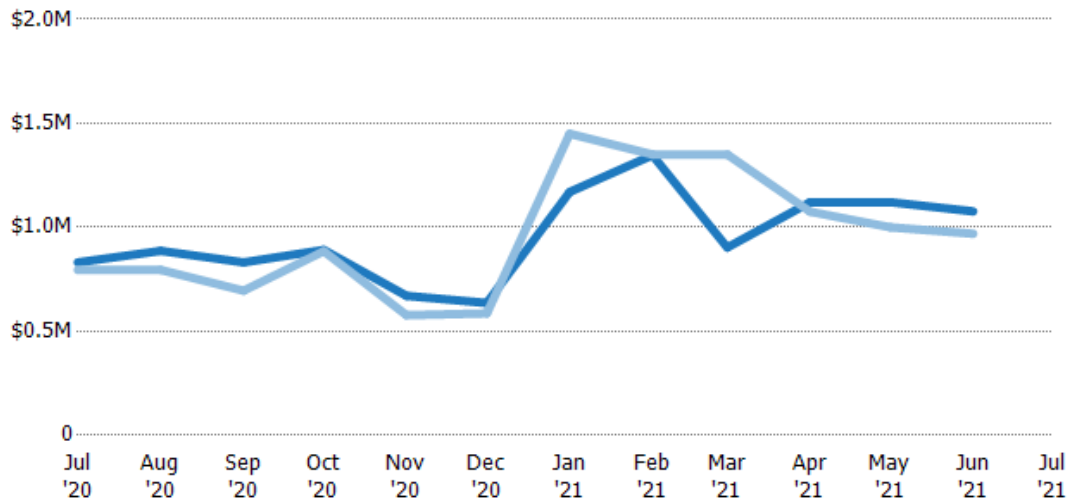
Avg Est Value	\$1.13M	\$1.32M	\$1.11M	\$1.23M	\$627K	\$562K	\$1.44M	\$1.29M	\$1.12M	\$1.34M	\$1.32M	\$1.28M	-
Avg Listing Price	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$559K	\$713K	\$1.46M	\$1.34M	\$1.32M	\$1.33M	\$1.21M	\$1.06M	-
Avg Listing Price as a % of Avg Est Value	95%	102%	97%	100%	89%	127%	101%	104%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



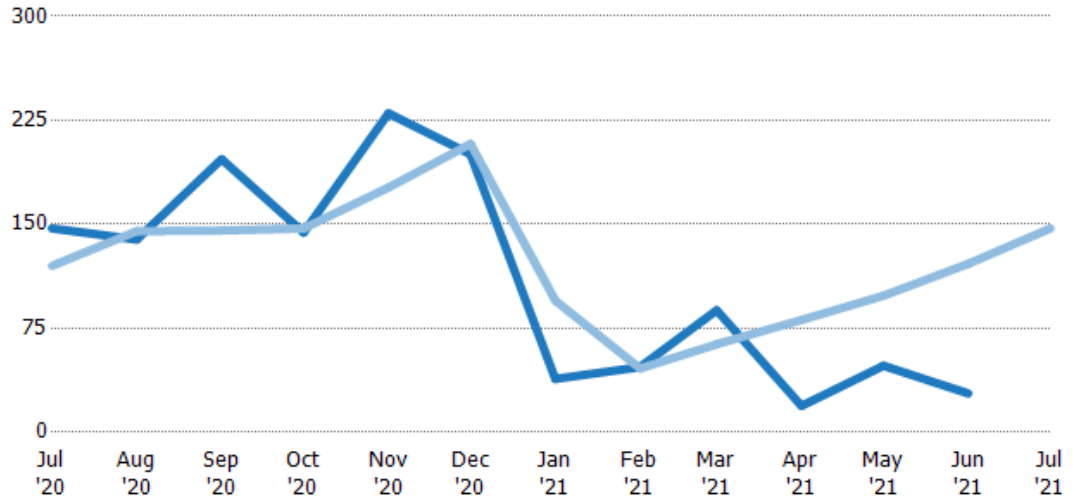
Median Est Value	\$831K	\$887K	\$831K	\$891K	\$670K	\$636K	\$1.17M	\$1.35M	\$903K	\$1.12M	\$1.12M	\$1.08M	-
Median Listing Price	\$795K	\$795K	\$695K	\$885K	\$577K	\$586K	\$1.45M	\$1.35M	\$1.35M	\$1.07M	\$1M	\$969K	-
Med Listing Price as a % of Med Est Value	96%	90%	84%	99%	86%	92%	124%	100%	150%	96%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



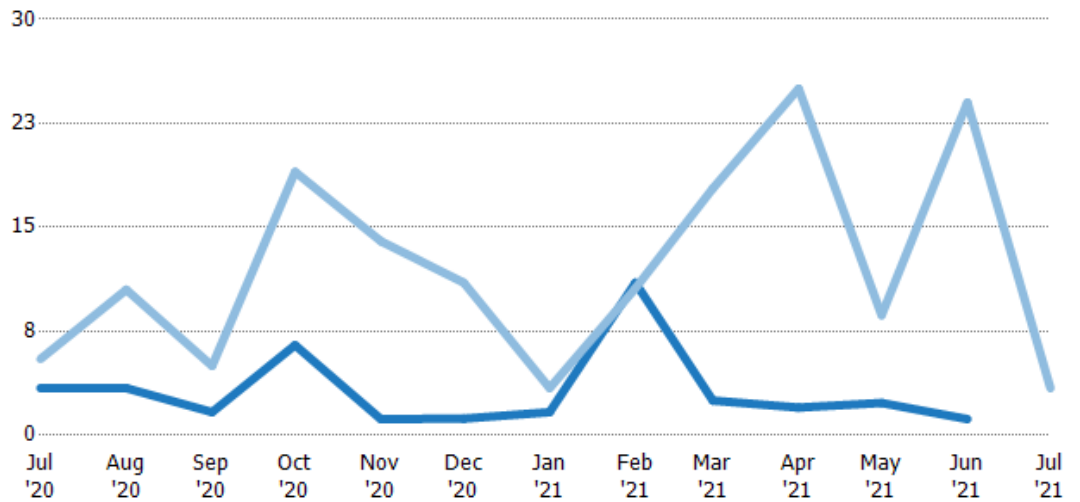
Current Year	147	139	197	144	230	201	38.5	47	88	19	48	28	-
Prior Year	120	145	146	147	177	208	95	46	63.5	81	98.5	122	147
Percent Change from Prior Year	23%	-4%	35%	-2%	30%	-4%	-59%	2%	39%	-77%	-51%	-77%	-100%

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



Current Year	3.4	3.4	1.67	6.5	1.17	1.2	1.67	11	2.5	2	2.33	1.17	-
Prior Year	5.5	10.5	5	19	14	11	3.4	10.6	17.8	25	8.67	24	3.4
Percent Change from Prior Year	-38%	-68%	-67%	-66%	-92%	-89%	-51%	100%	100%	-92%	-73%	-95%	-100%

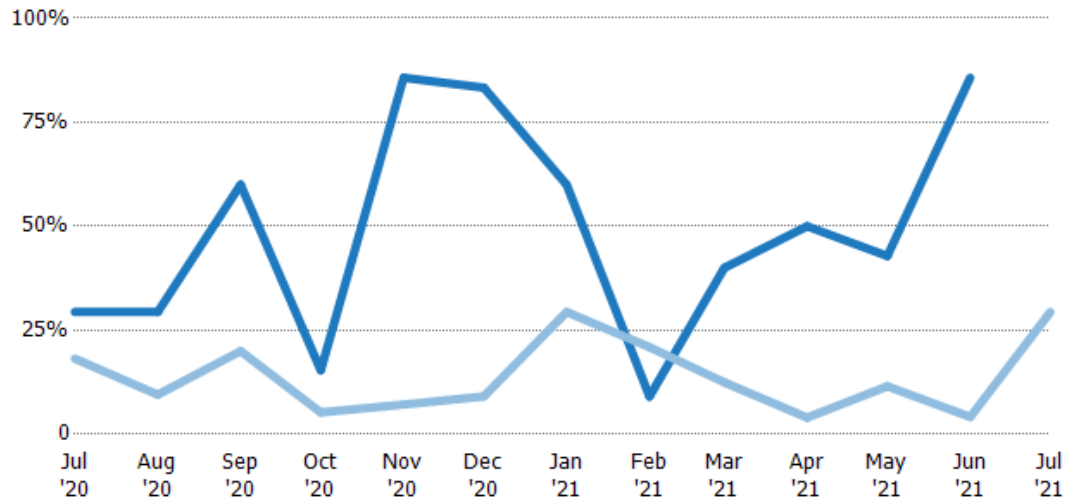
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Norwich, VT 05055

Property Type:
Condo/Townhouse/Apt., Single
Family



Current Year	29%	29%	60%	15%	86%	83%	60%	9%	40%	50%	43%	86%	-
Prior Year	18%	10%	20%	5%	7%	9%	29%	21%	12%	4%	12%	4%	29%
Change from Prior Year	-11%	-20%	-40%	-10%	-79%	-74%	-31%	-9%	-40%	-46%	-31%	-82%	29%

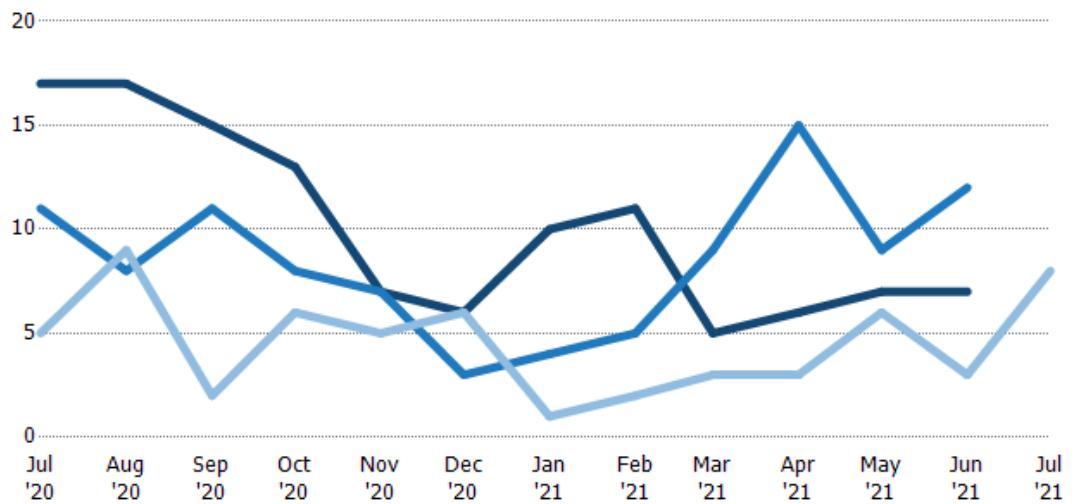
Active/Pending/Sold Units

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



Active	17	17	15	13	7	6	10	11	5	6	7	7	-
Pending	11	8	11	8	7	3	4	5	9	15	9	12	-
Sold	5	9	2	6	5	6	1	2	3	3	6	3	8

New Pending Sales

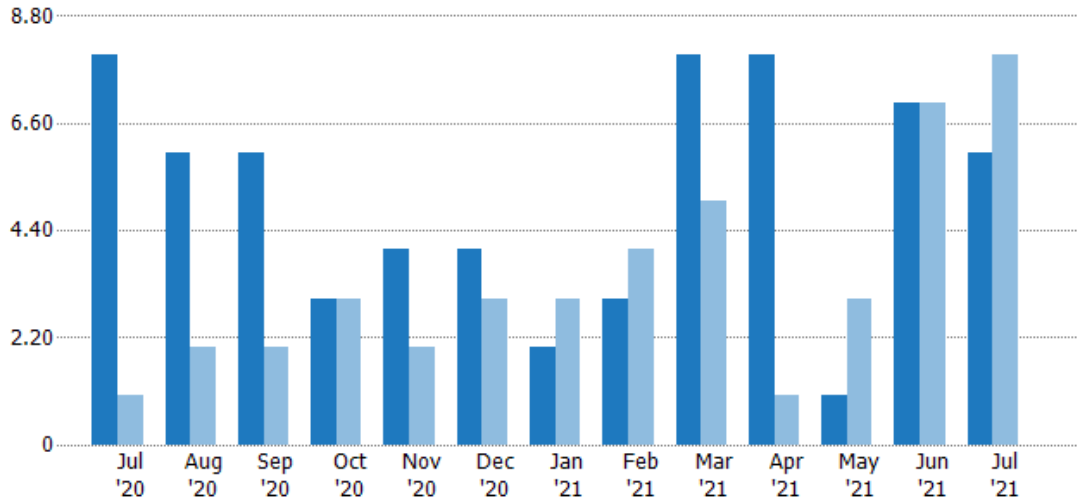
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Norwich, VT 05055

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Jul '21	6	-25%
Jul '20	8	700%
Jul '19	1	300%



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

New Pending Sales Volume

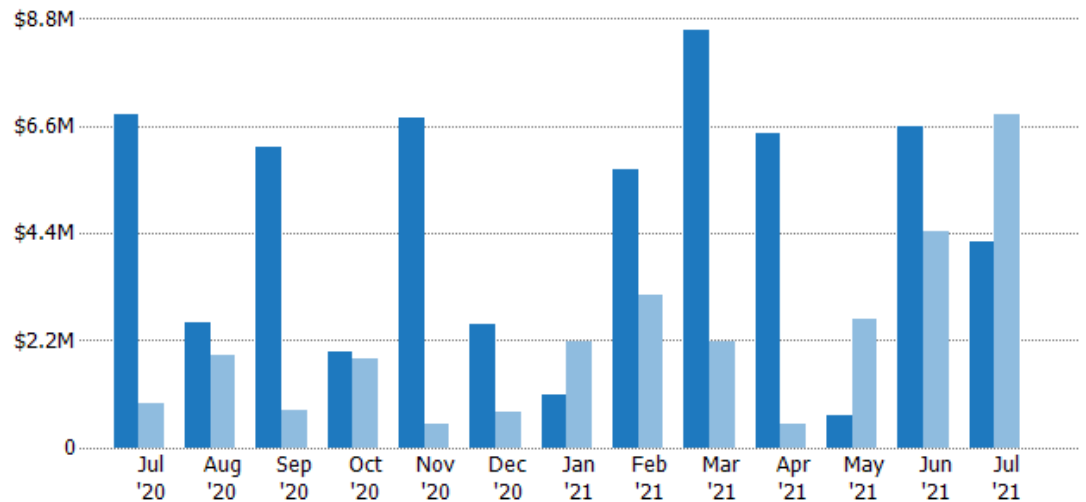
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Norwich, VT 05055

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Jul '21	\$4.23M	-38%
Jul '20	\$6.83M	662.8%
Jul '19	\$895K	116.3%



Current Year	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M
Prior Year	\$895K	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M
Percent Change from Prior Year	663%	36%	716%	7%	1,316%	236%	-50%	82%	292%	1,194%	-75%	48%	-38%

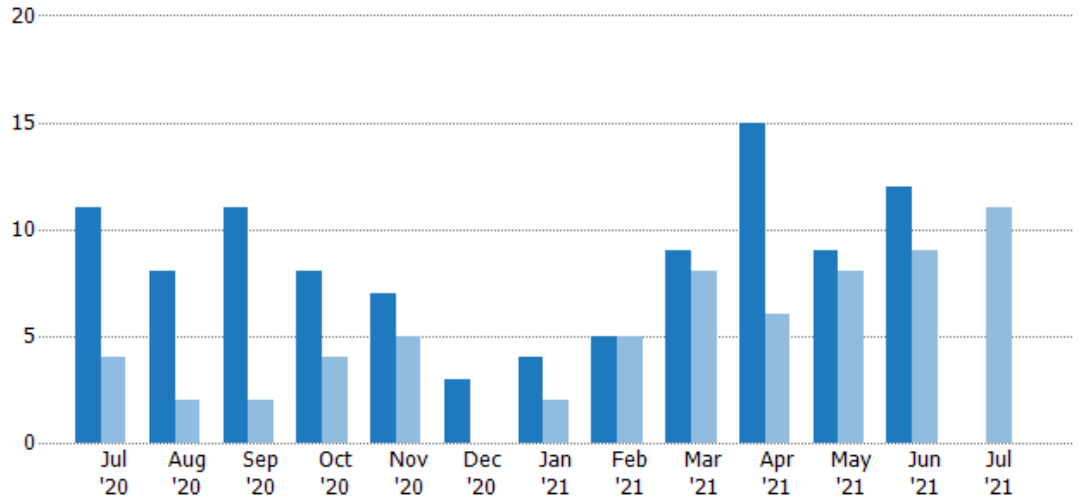
Pending Sales

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

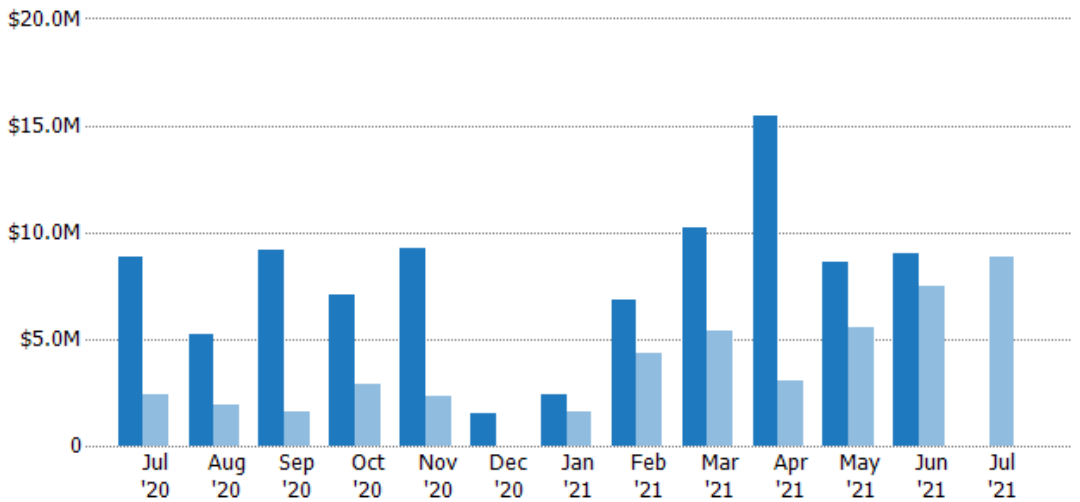
Pending Sales Volume

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	\$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	\$2.43M	\$1.9M	\$1.6M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M
Percent Change from Prior Year	263%	173%	476%	144%	299%	100%	48%	56%	88%	402%	56%	21%	-100%

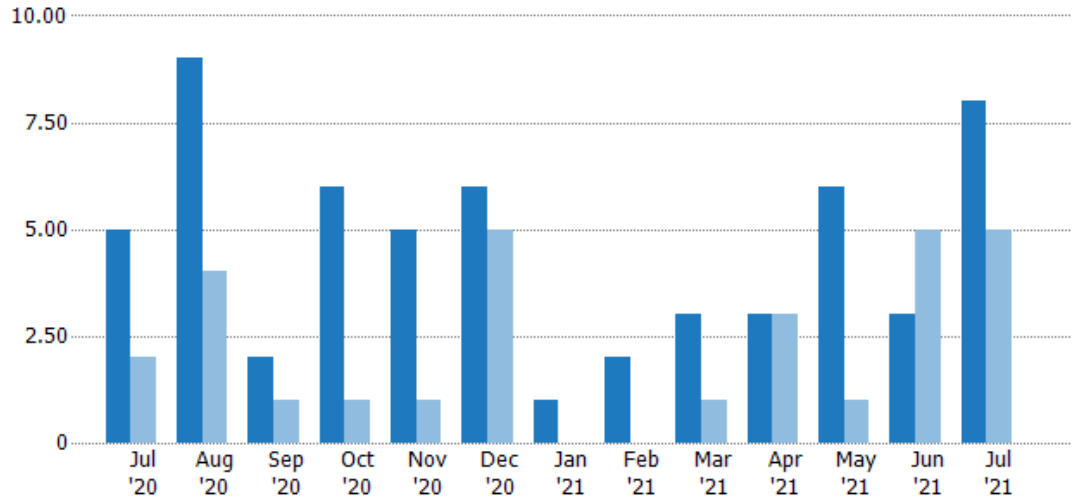
Closed Sales

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	9	2	6	5	6	1	2	3	3	6	3	8
Prior Year	2	4	1	1	1	5	-	-	1	3	1	5	5
Percent Change from Prior Year	150%	125%	100%	500%	400%	20%	100%	100%	200%	0%	500%	-40%	60%

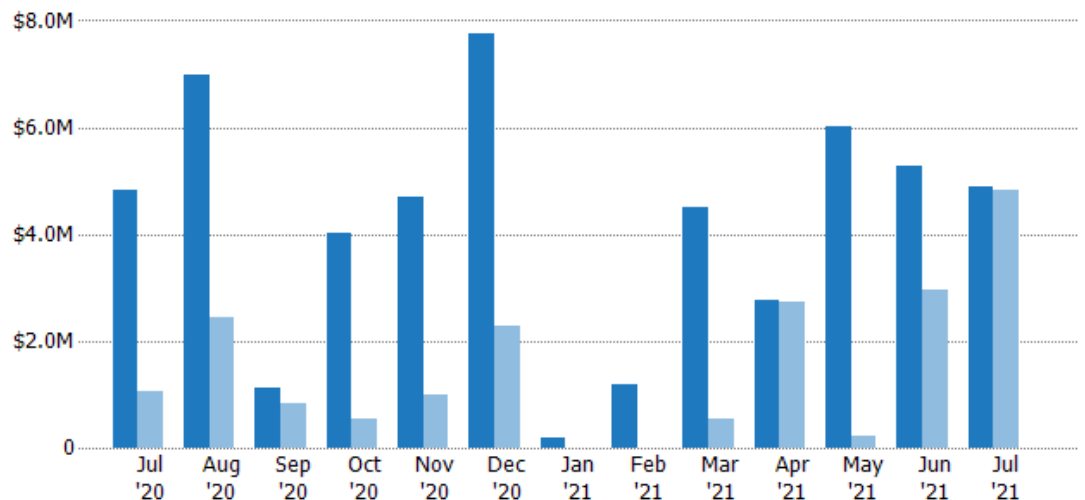
Closed Sales Volume

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	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$4.89M
Prior Year	\$1.06M	\$2.43M	\$820K	\$545K	\$1M	\$2.29M	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M
Percent Change from Prior Year	358%	188%	39%	637%	371%	239%	100%	100%	711%	2%	2,767%	78%	1%

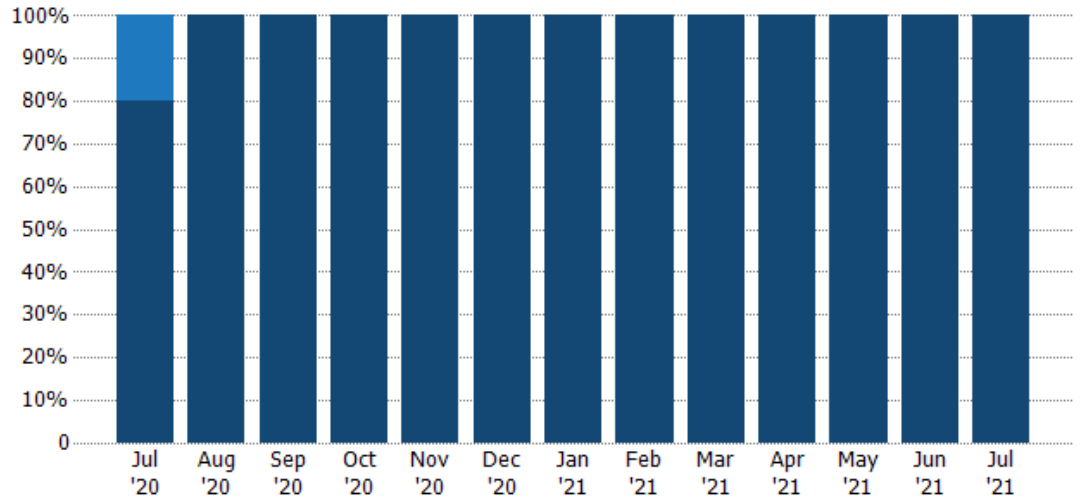
Closed Sales by Property Type

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%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	80%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

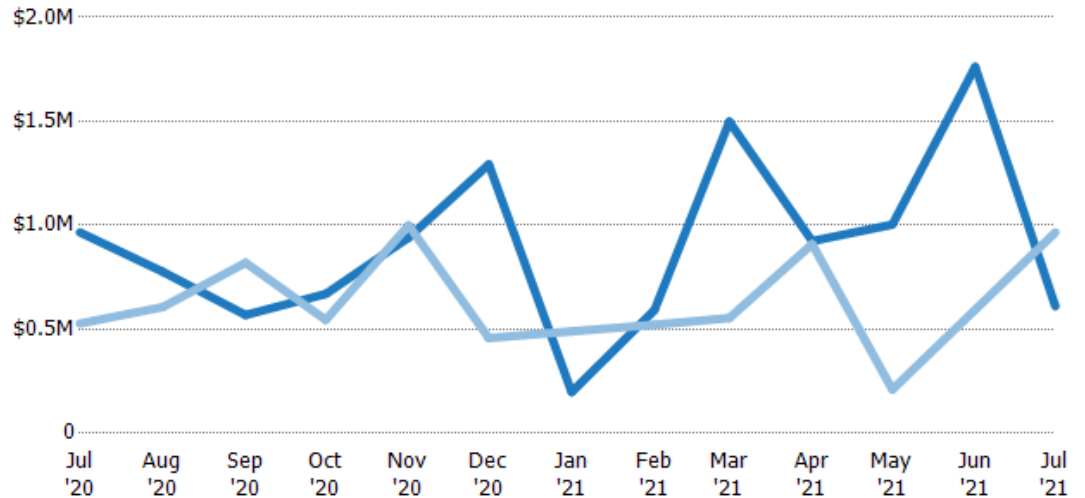
Average Sales Price

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

Filters Used

ZIP: Norwich, VT 05055

Property Type:
Condo/Townhouse/Apt., Single
Family



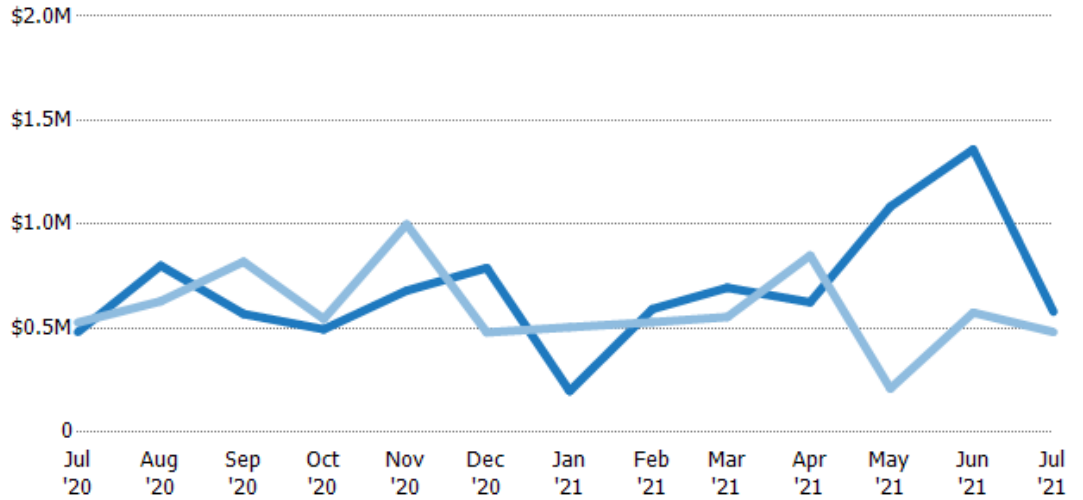
Current Year	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$611K
Prior Year	\$528K	\$607K	\$820K	\$545K	\$1M	\$458K	\$490K	\$522K	\$554K	\$910K	\$210K	\$594K	\$966K
Percent Change from Prior Year	83%	28%	-31%	23%	-6%	182%	100%	100%	170%	2%	378%	196%	-37%

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



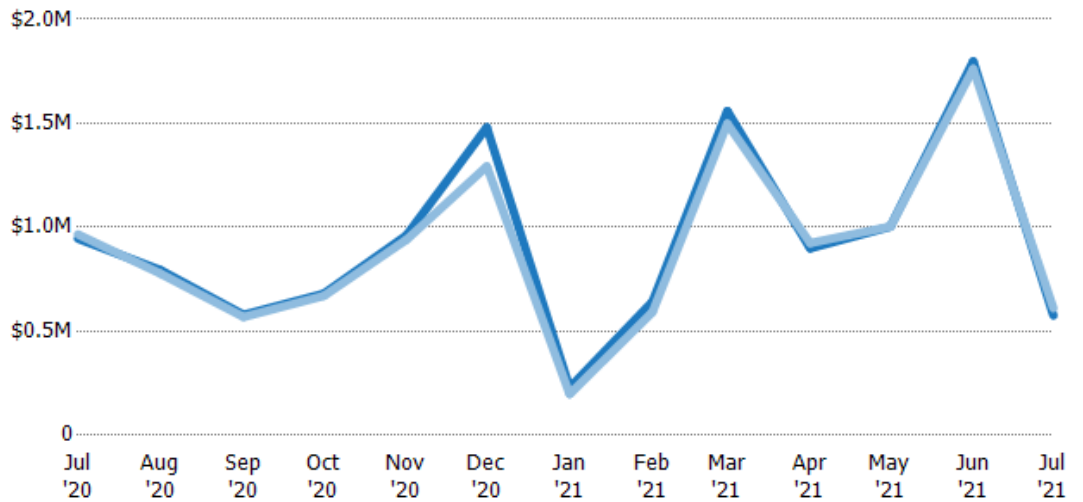
Current Year	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$580K
Prior Year	\$528K	\$630K	\$820K	\$545K	\$1M	\$480K	\$505K	\$529K	\$554K	\$850K	\$210K	\$575K	\$482K
Percent Change from Prior Year	-9%	27%	-31%	-9%	-32%	65%	100%	100%	25%	-26%	417%	137%	20%

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



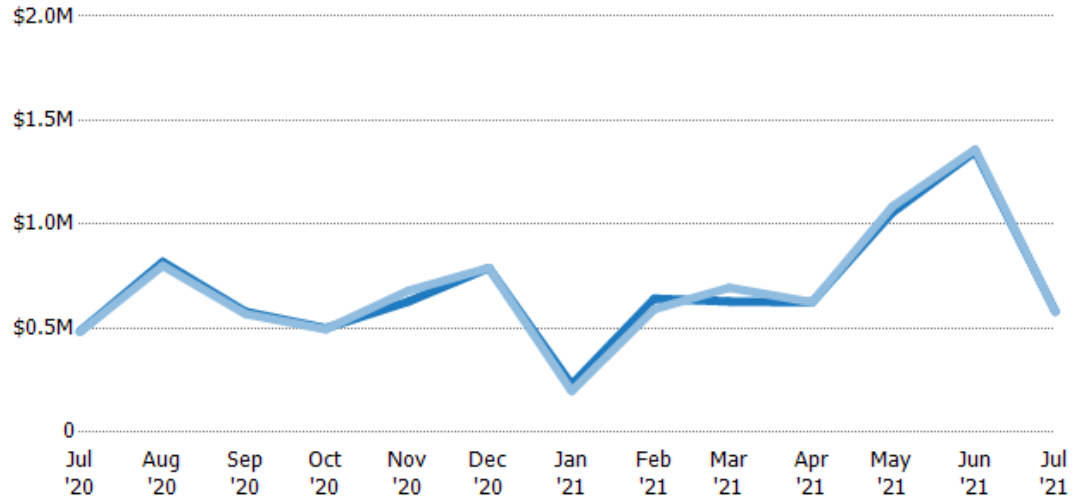
Avg List Price	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$576K
Avg Sales Price	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$611K
Avg Sales Price as a % of Avg List Price	102%	98%	98%	98%	98%	87%	86%	92%	96%	103%	100%	98%	106%

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



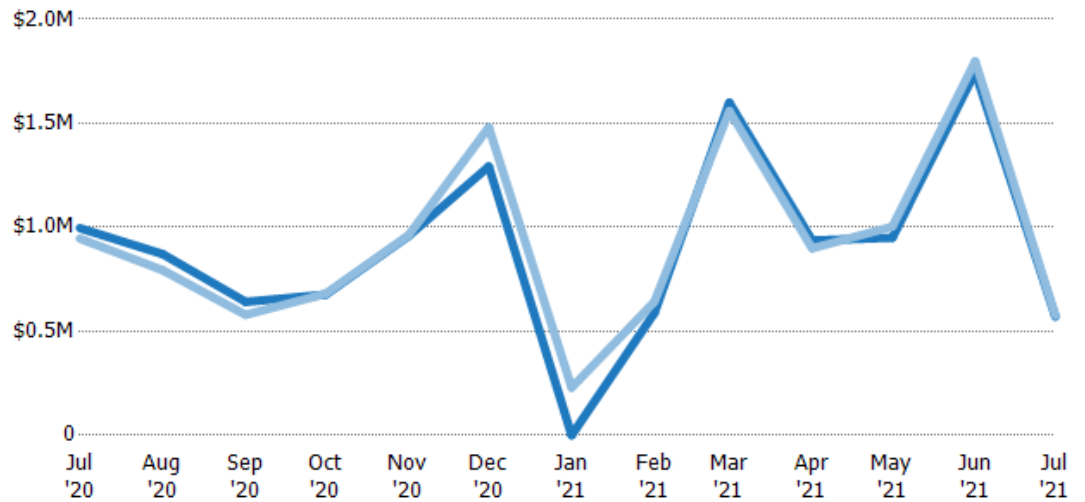
Median List Price	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$580K
Median Sales Price	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$580K
Med Sales Price as a % of Med List Price	99%	98%	98%	99%	108%	100%	86%	92%	110%	100%	103%	101%	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



Avg Est Value	\$996K	\$871K	\$641K	\$676K	\$958K	\$1.29M	\$0	\$589K	\$1.6M	\$937K	\$950K	\$1.75M	\$570K
Avg Sales Price	\$946K	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$576K
Avg Sales Price as a % of Avg Est Value	95%	91%	90%	101%	100%	115%	100%	109%	97%	96%	106%	103%	101%

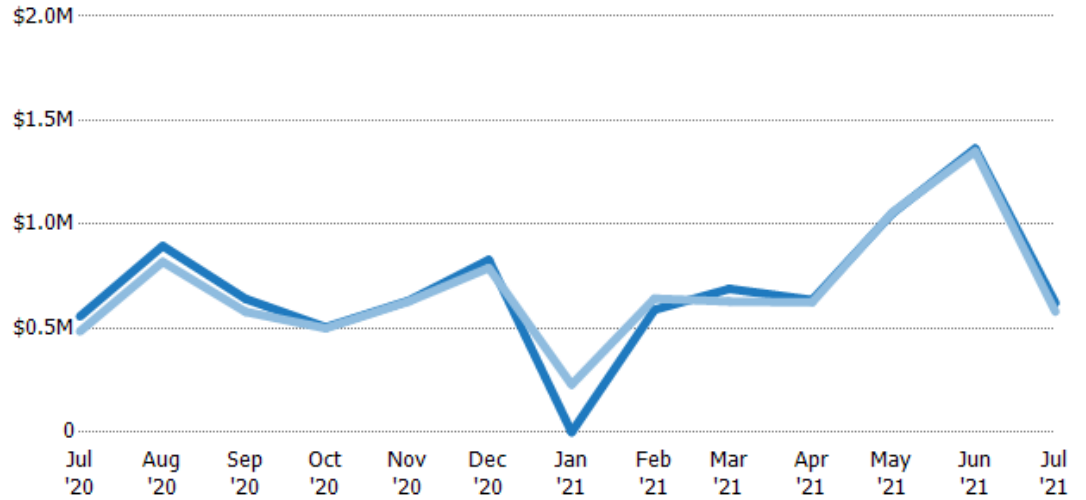
Median Sales Price vs Median Est Value

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	\$557K	\$896K	\$641K	\$505K	\$632K	\$829K	\$0	\$589K	\$689K	\$636K	\$1.05M	\$1.36M	\$621K
Median Sales Price	\$485K	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$580K
Med Sales Price as a % of Med Est Value	87%	91%	90%	99%	99%	95%	100%	109%	91%	98%	100%	99%	93%