

## Summary of Key Listing and Sales Metrics

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

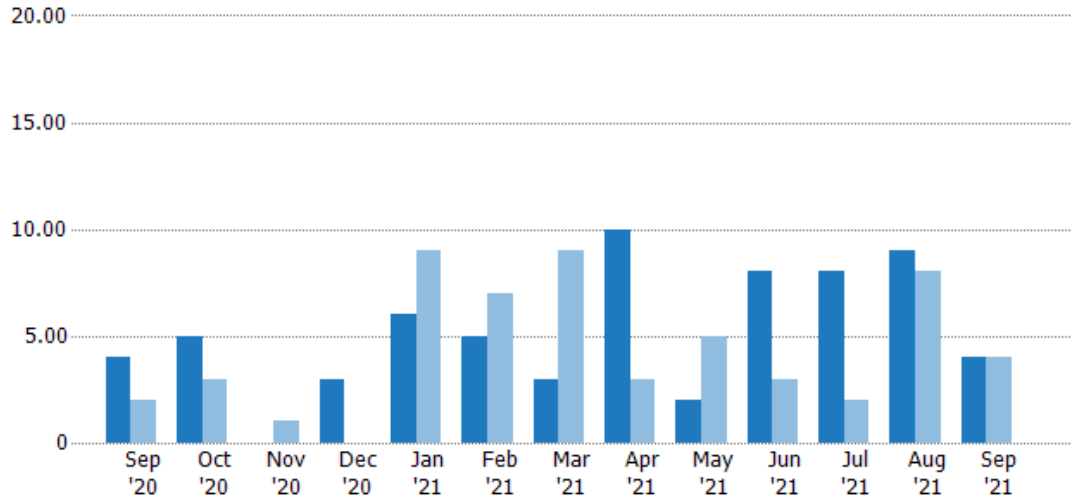
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	4	+/-	55	50	+10%
New Listing Volume	\$9,245,000	\$3,229,000	+186.3%	\$60,833,188	\$47,496,412	+28.1%
Active Listing Count	14	15	-6.7%	N/A	N/A	
Active Listing Volume	\$18,264,900	\$16,213,000	+12.7%	N/A	N/A	
Average Listing Price	\$1,304,636	\$1,080,867	+20.7%	\$1,206,210	\$1,048,114	+15.1%
Median Listing Price	\$855,000	\$695,000	+23%	\$1,055,339	\$728,522	+44.9%
Median Days in RPR	43	197	-78.2%	45.01	130.48	-65.5%
Months of Inventory	2	1.7	+20%	3.6	8.4	-57.2%
Absorption Rate	50%	60%	-10%	27.96%	11.96%	+16%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	6	-83.3%	40	43	-7%
New Pending Sales Volume	\$497,000	\$6,160,412	-91.9%	\$39,106,288	\$30,661,402	+27.5%
Pending Sales Count	3	11	-72.7%	N/A	N/A	
Pending Sales Volume	\$3,992,000	\$9,183,412	-56.5%	N/A	N/A	
Closed Sales Count	3	2	+50%	37	26	+42.3%
Closed Sales Volume	\$3,158,144	\$1,137,558	+177.6%	\$35,134,144	\$19,421,558	+80.9%
Average Sales Price	\$1,052,715	\$568,779	+85.1%	\$949,571	\$746,983	+27.1%
Median Sales Price	\$1,200,000	\$568,779	+111%	\$779,757	\$651,752	+19.6%

## 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



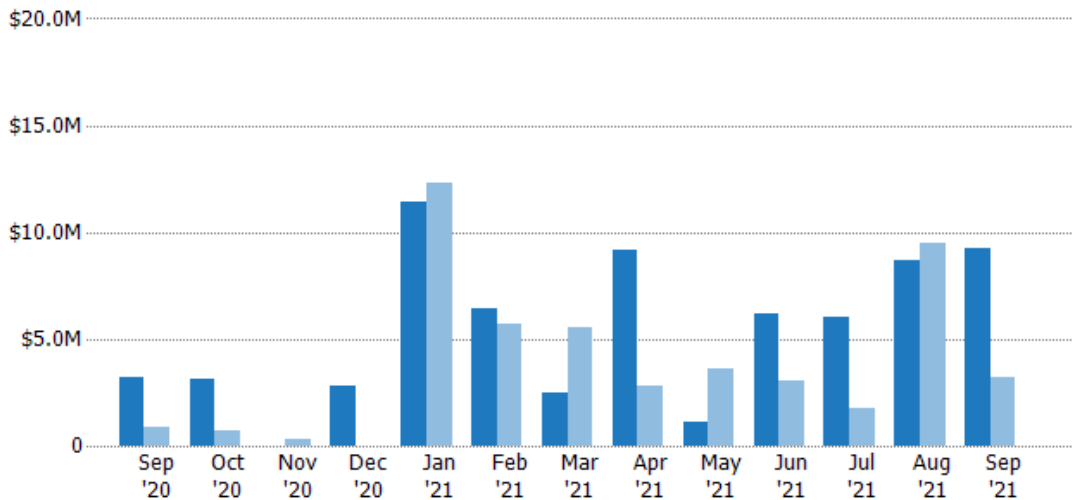
Current Year	4	5	-	3	6	5	3	10	2	8	8	9	4
Prior Year	2	3	1	-	9	7	9	3	5	3	2	8	4
Percent Change from Prior Year	100%	67%	-100%	100%	-33%	-29%	-67%	233%	-60%	167%	300%	13%	0%

## 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



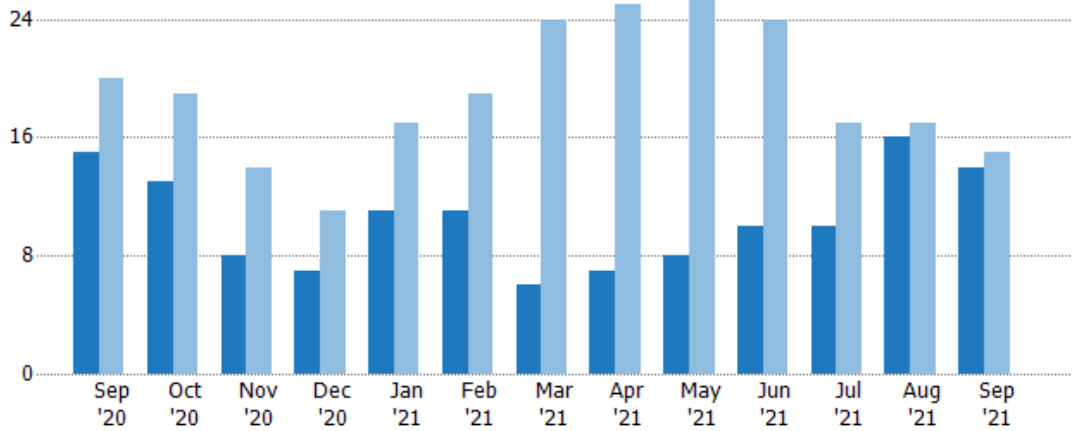
Current Year	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$6.19M	\$6.05M	\$8.69M	\$9.25M
Prior Year	\$895K	\$750K	\$285K	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M
Percent Change from Prior Year	261%	316%	-100%	100%	-7%	14%	-56%	225%	-68%	104%	241%	-9%	186%

## 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.
Sep '21	14	-6.7%
Sep '20	15	-25%
Sep '19	20	-10%

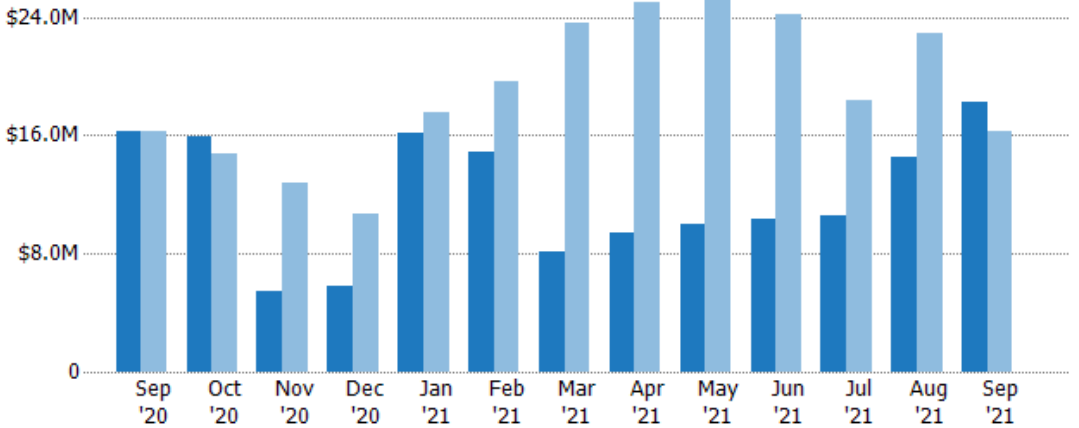
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	15	20	-25%
Oct '20	13	19	-32%
Nov '20	8	14	-43%
Dec '20	7	11	-36%
Jan '21	11	17	-35%
Feb '21	11	19	-42%
Mar '21	6	24	-75%
Apr '21	7	25	-72%
May '21	8	26	-69%
Jun '21	10	24	-58%
Jul '21	10	17	-41%
Aug '21	16	17	-6%
Sep '21	14	15	-7%

## 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.
Sep '21	\$18.3M	12.7%
Sep '20	\$16.2M	-0.4%
Sep '19	\$16.3M	-26.5%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	\$16.2M	\$16.3M	0%
Oct '20	\$15.9M	\$14.8M	8%
Nov '20	\$5.42M	\$12.8M	-58%
Dec '20	\$5.78M	\$10.6M	-46%
Jan '21	\$16.1M	\$17.6M	-8%
Feb '21	\$14.9M	\$19.6M	-24%
Mar '21	\$8.11M	\$23.6M	-66%
Apr '21	\$9.46M	\$25M	-62%
May '21	\$9.97M	\$25.4M	-61%
Jun '21	\$10.3M	\$24.2M	-57%
Jul '21	\$10.5M	\$18.4M	-43%
Aug '21	\$14.5M	\$23M	-37%
Sep '21	\$18.3M	\$16.2M	13%

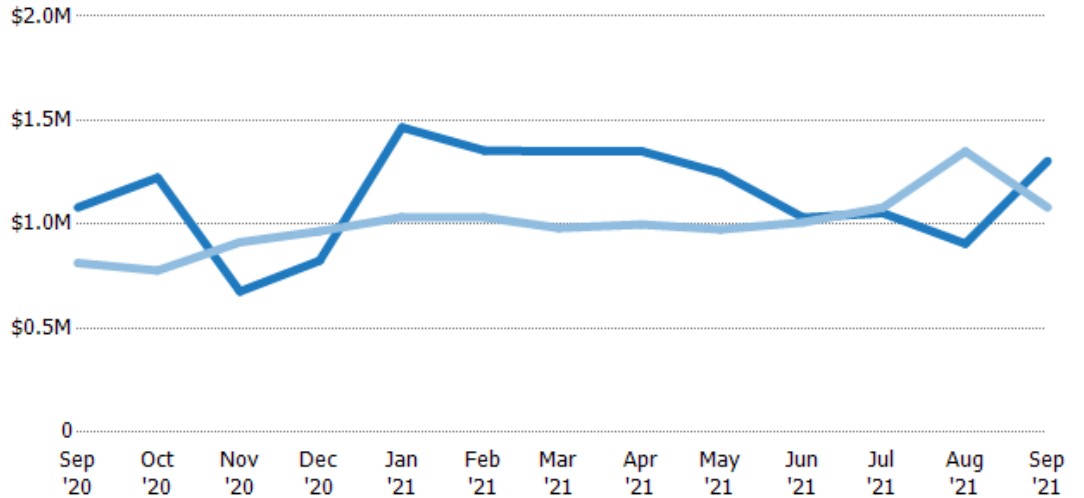
## Average Listing Price

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.
Sep '21	\$1.3M	20.7%
Sep '20	\$1.08M	32.8%
Sep '19	\$814K	-18.3%



Current Year	\$1.08M	\$1.22M	\$677K	\$825K	\$1.47M	\$1.35M	\$1.35M	\$1.35M	\$1.25M	\$1.03M	\$1.05M	\$906K	\$1.3M
Prior Year	\$814K	\$777K	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K	\$1.01M	\$1.08M	\$1.35M	\$1.08M
Percent Change from Prior Year	33%	57%	-26%	-15%	42%	31%	38%	35%	28%	2%	-2%	-33%	21%

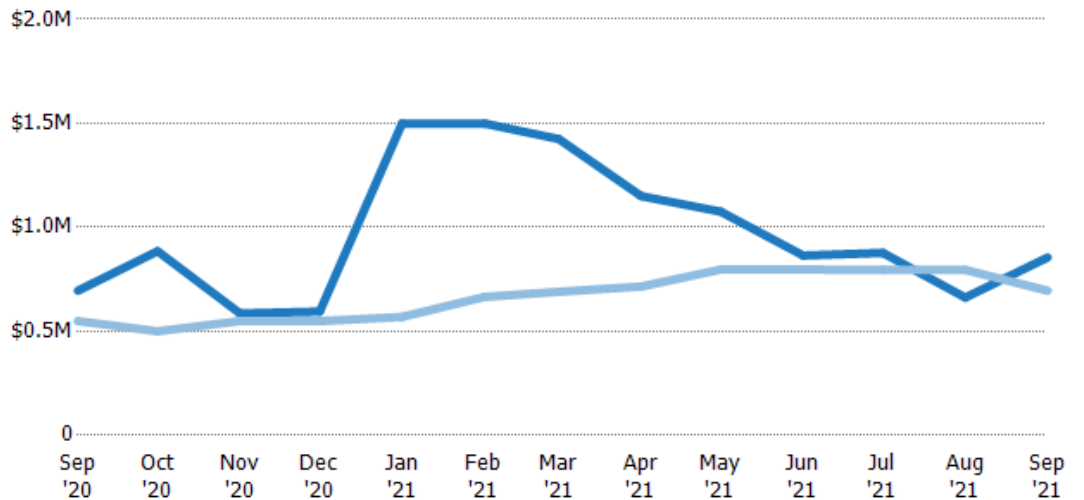
## Median Listing Price

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.
Sep '21	\$855K	23%
Sep '20	\$695K	26.6%
Sep '19	\$549K	-10.4%



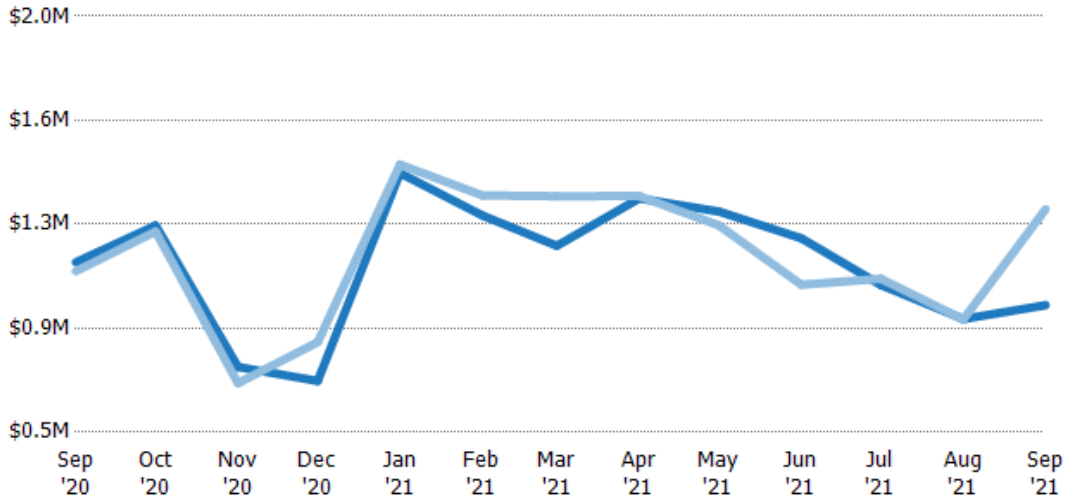
Current Year	\$695K	\$885K	\$586K	\$595K	\$1.5M	\$1.5M	\$1.42M	\$1.15M	\$1.07M	\$864K	\$877K	\$662K	\$855K
Prior Year	\$549K	\$500K	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K	\$797K	\$795K	\$795K	\$695K
Percent Change from Prior Year	27%	77%	7%	8%	163%	125%	106%	61%	35%	8%	10%	-17%	23%

## 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



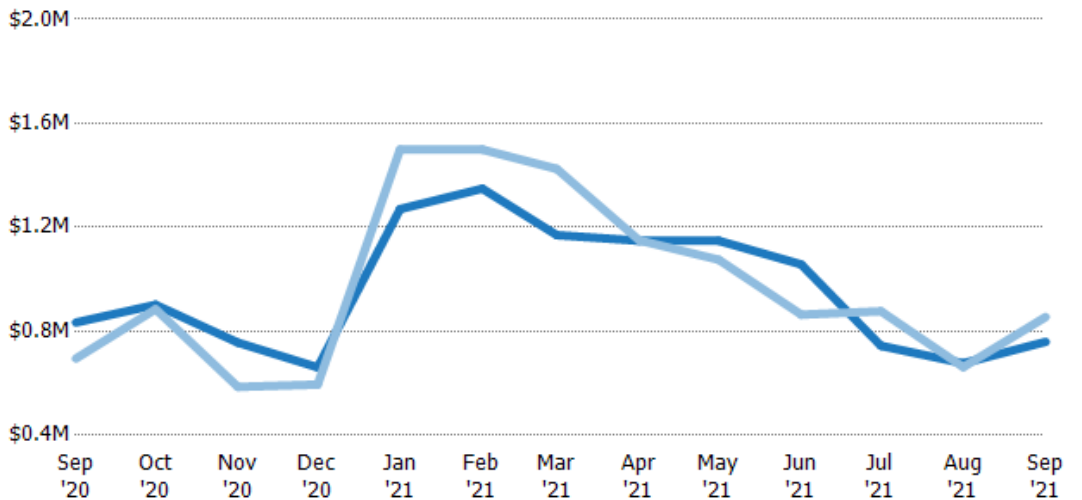
Avg Est Value	\$1.11M	\$1.25M	\$736K	\$685K	\$1.43M	\$1.28M	\$1.17M	\$1.34M	\$1.3M	\$1.2M	\$1.03M	\$908K	\$958K
Avg Listing Price	\$1.08M	\$1.22M	\$677K	\$825K	\$1.47M	\$1.35M	\$1.35M	\$1.35M	\$1.25M	\$1.03M	\$1.05M	\$906K	\$1.3M
Avg Listing Price as a % of Avg Est Value	97%	98%	92%	120%	102%	106%	115%	101%	96%	86%	102%	100%	136%

## 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



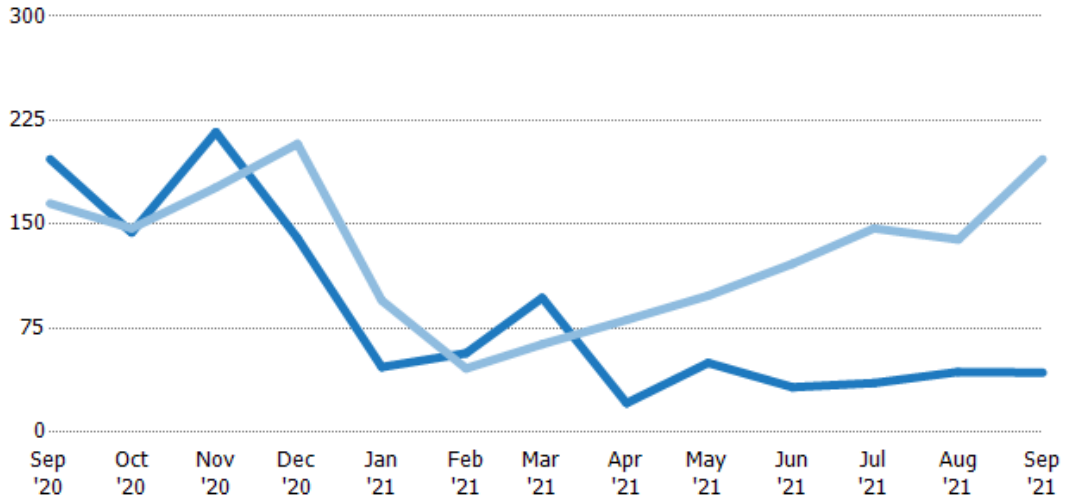
Median Est Value	\$834K	\$902K	\$756K	\$661K	\$1.27M	\$1.35M	\$1.17M	\$1.15M	\$1.15M	\$1.06M	\$744K	\$677K	\$759K
Median Listing Price	\$695K	\$885K	\$586K	\$595K	\$1.5M	\$1.5M	\$1.42M	\$1.15M	\$1.07M	\$864K	\$877K	\$662K	\$855K
Med Listing Price as a % of Med Est Value	83%	98%	77%	90%	118%	111%	122%	100%	94%	82%	118%	98%	113%

## 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



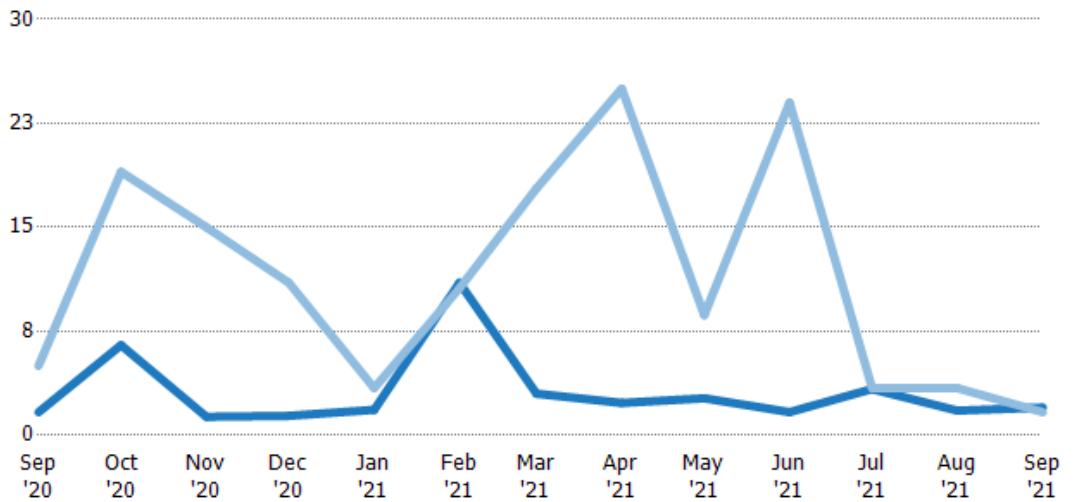
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	197	165	19%
Oct '20	144	147	-2%
Nov '20	217	177	23%
Dec '20	140	208	-33%
Jan '21	47	95	-51%
Feb '21	57	46	24%
Mar '21	97	63.5	53%
Apr '21	21	81	-74%
May '21	50	98.5	-49%
Jun '21	32.5	122	-73%
Jul '21	35.5	147	-76%
Aug '21	43.5	139	-69%
Sep '21	43	197	-78%

## 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



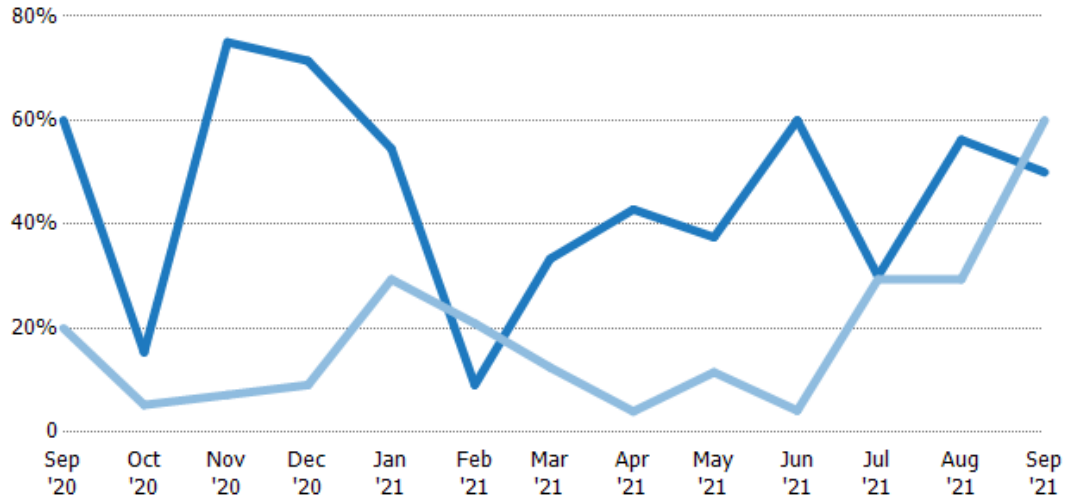
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	1.67	5	-67%
Oct '20	6.5	19	-66%
Nov '20	1.33	15	100%
Dec '20	1.4	11	-87%
Jan '21	1.83	3.4	-46%
Feb '21	11	10.6	100%
Mar '21	3	17.8	100%
Apr '21	2.33	25	-91%
May '21	2.67	8.67	-69%
Jun '21	1.67	24	-93%
Jul '21	3.33	3.4	-2%
Aug '21	1.78	3.4	-48%
Sep '21	2	1.67	20%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



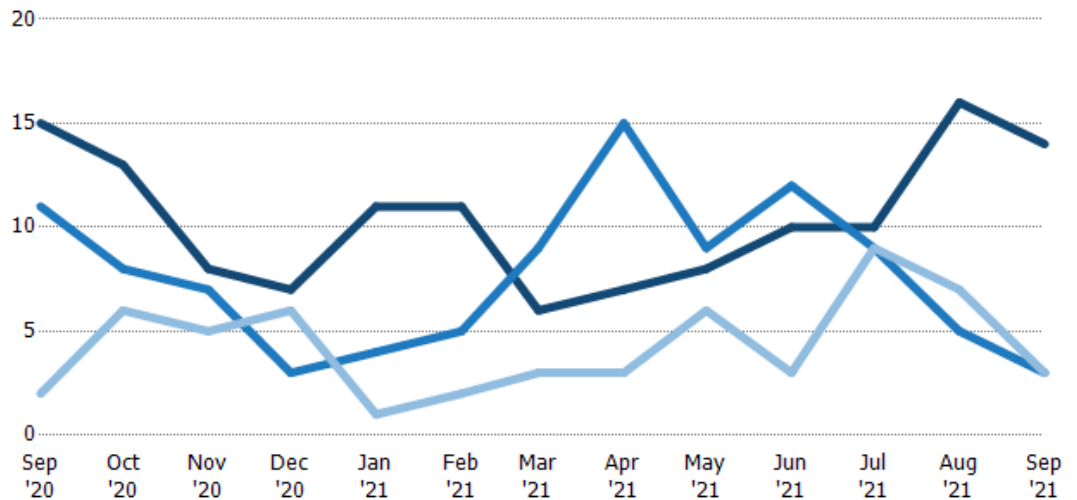
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	60%	15%	75%	71%	55%	9%	33%	43%	38%	60%	30%	56%	50%
Prior Year	20%	5%	7%	9%	29%	21%	12%	4%	12%	4%	29%	29%	60%
Change from Prior Year	-40%	-10%	-75%	-62%	-25%	-9%	-33%	-39%	-26%	-56%	-1%	-27%	10%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	15	13	8	7	11	11	6	7	8	10	10	16	14
Pending	11	8	7	3	4	5	9	15	9	12	9	5	3
Sold	2	6	5	6	1	2	3	3	6	3	9	7	3

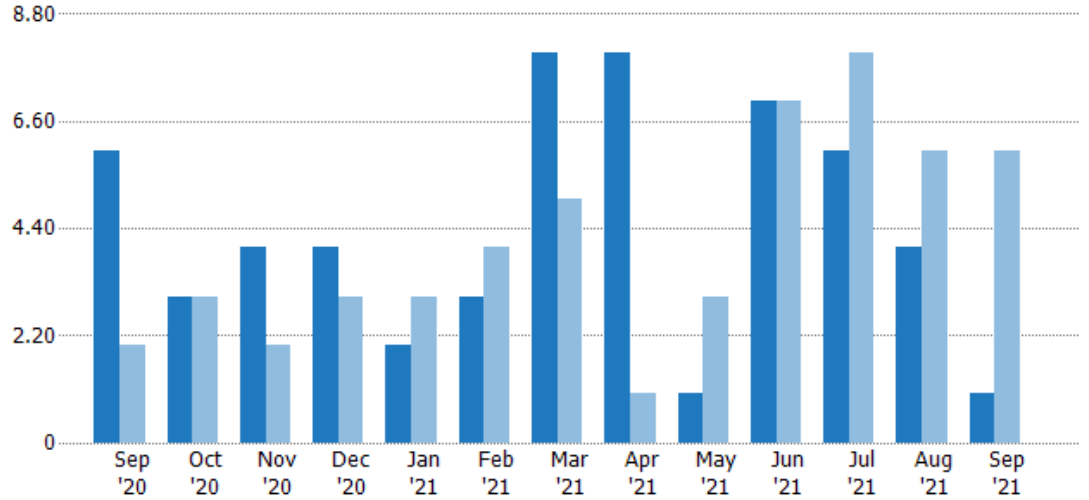
## New Pending Sales

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.
Sep '21	1	-83.3%
Sep '20	6	200%
Sep '19	2	50%



Current Year	6	3	4	4	2	3	8	8	1	7	6	4	1
Prior Year	2	3	2	3	3	4	5	1	3	7	8	6	6
Percent Change from Prior Year	200%	0%	100%	33%	-33%	-25%	60%	700%	-67%	0%	-25%	-33%	-83%

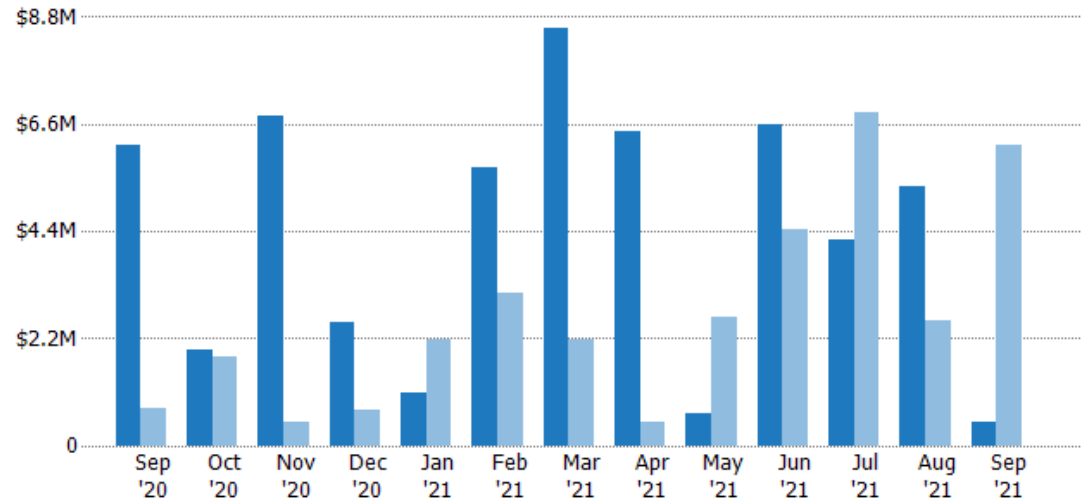
## New Pending Sales Volume

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.
Sep '21	\$497K	-91.9%
Sep '20	\$6.16M	715.9%
Sep '19	\$755K	258.8%



Current Year	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M	\$5.31M	\$497K
Prior Year	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M
Percent Change from Prior Year	716%	7%	1,316%	236%	-50%	82%	292%	1,194%	-75%	48%	-38%	105%	-92%

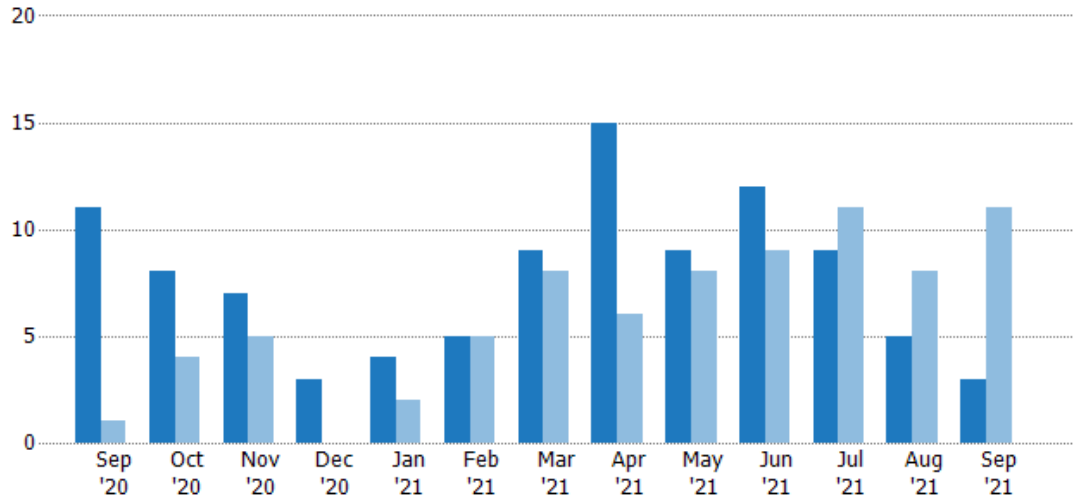


## Pending Sales

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



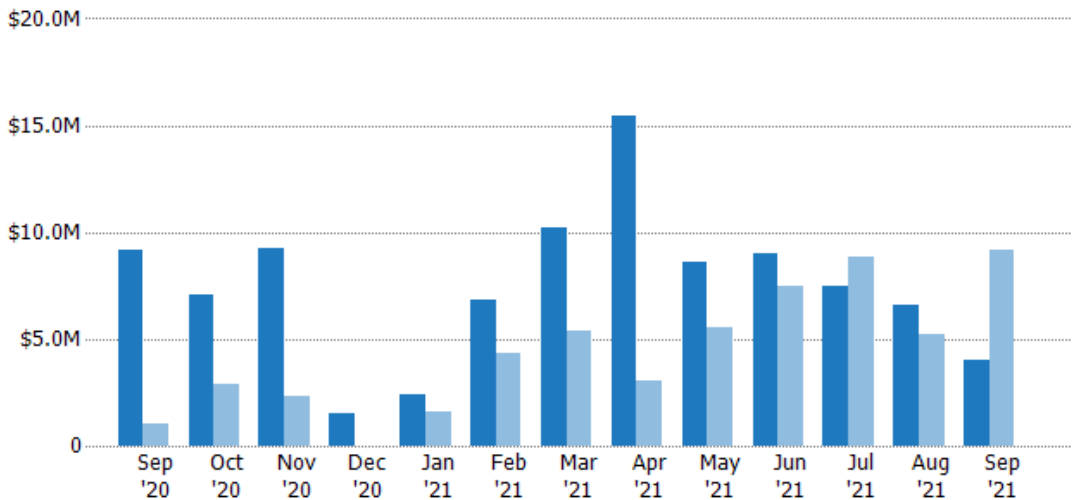
Current Year	11	8	7	3	4	5	9	15	9	12	9	5	3
Prior Year	1	4	5	-	2	5	8	6	8	9	11	8	11
Percent Change from Prior Year	1,000%	100%	40%	100%	100%	0%	13%	150%	13%	33%	-18%	-38%	-73%

## 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



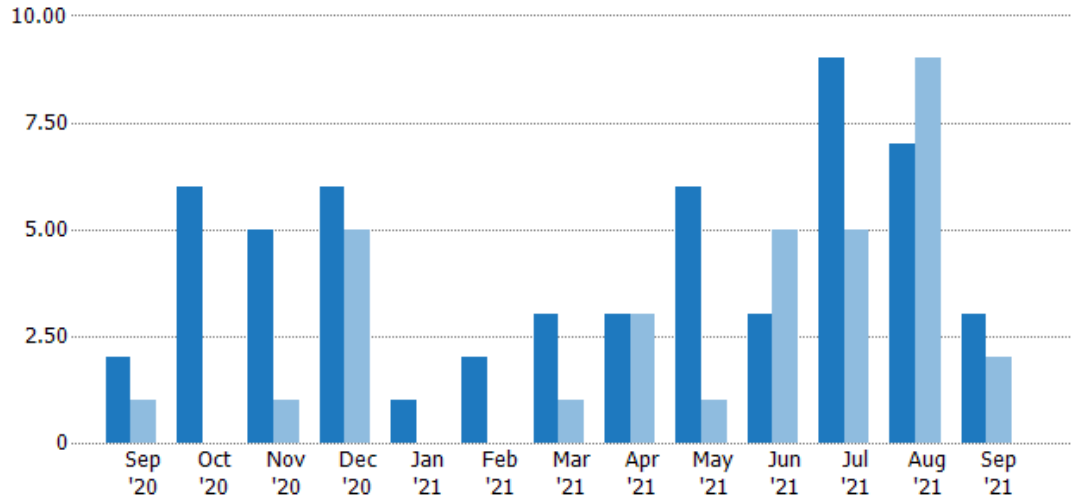
Current Year	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M	\$7.51M	\$6.57M	\$3.99M
Prior Year	\$1.05M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M
Percent Change from Prior Year	775%	144%	299%	100%	48%	56%	88%	402%	56%	21%	-15%	27%	-57%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



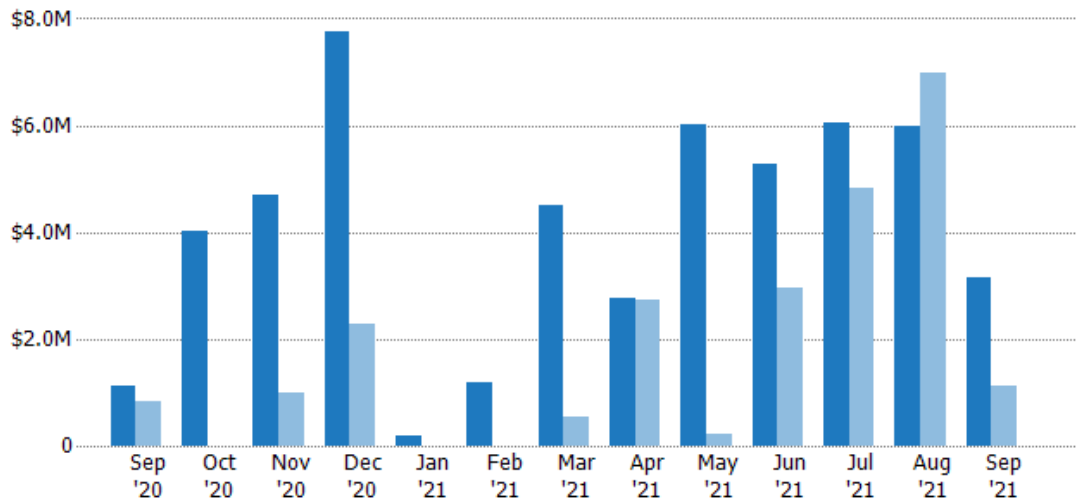
Current Year	2	6	5	6	1	2	3	3	6	3	9	7	3
Prior Year	1	-	1	5	-	-	1	3	1	5	5	9	2
Percent Change from Prior Year	100%	100%	400%	20%	100%	100%	200%	0%	500%	-40%	80%	-22%	50%

## 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



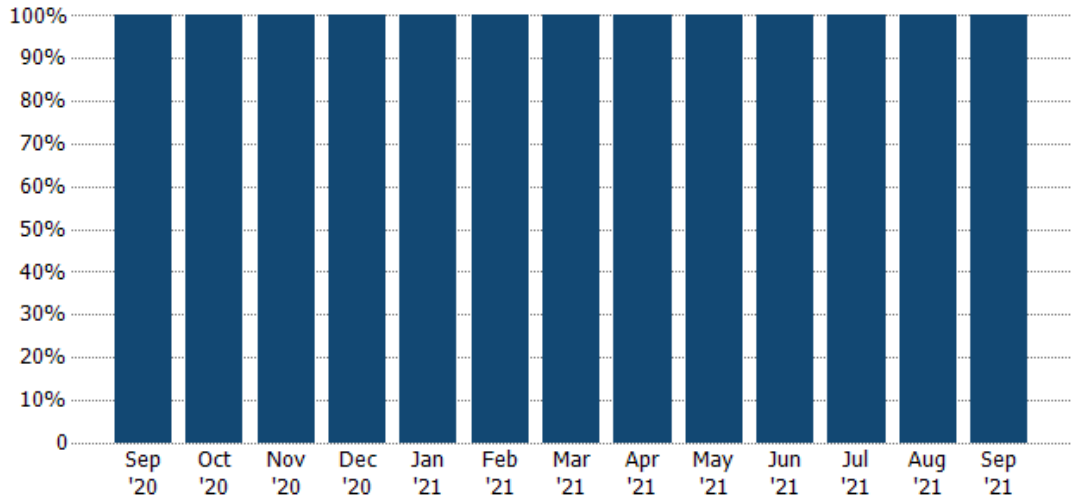
Current Year	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$6.04M	\$5.99M	\$3.16M
Prior Year	\$820K	-	\$1M	\$2.29M	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M
Percent Change from Prior Year	39%	100%	371%	239%	100%	100%	711%	2%	2,767%	78%	25%	-14%	178%

## 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



■ Single Family Residence

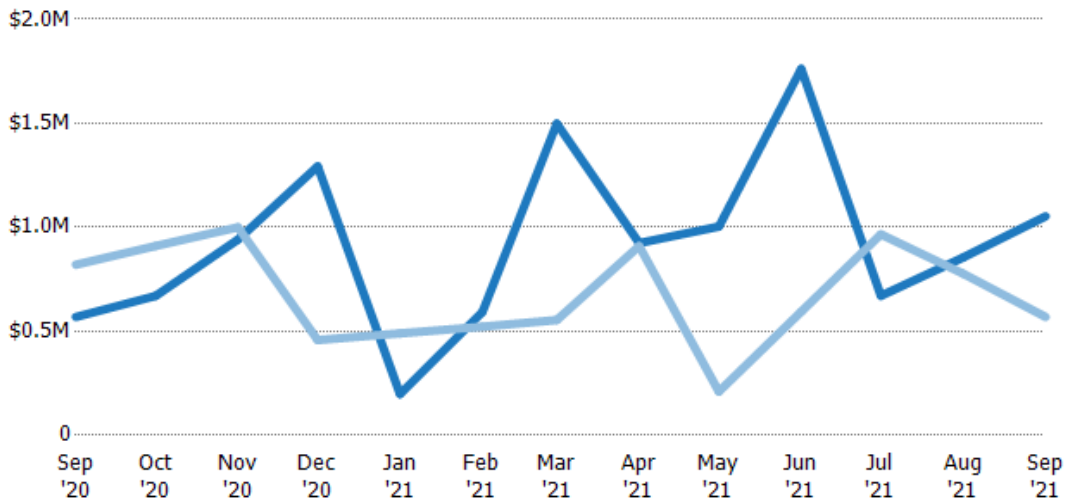
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

■ Prior Year

Percent Change from Prior Year

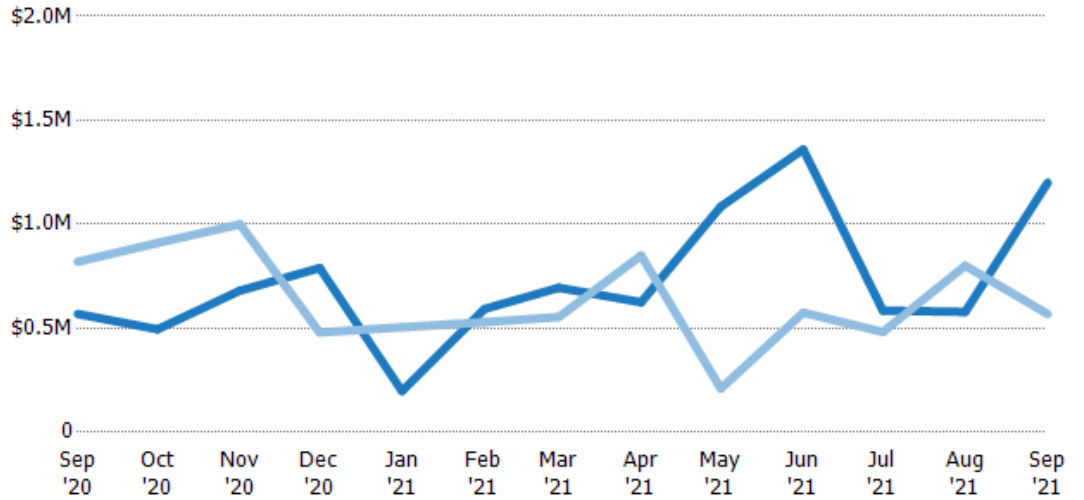
\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M
\$820K	\$910K	\$1M	\$458K	\$490K	\$522K	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K
-31%	100%	-6%	182%	100%	100%	170%	2%	378%	196%	-31%	10%	85%

## 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



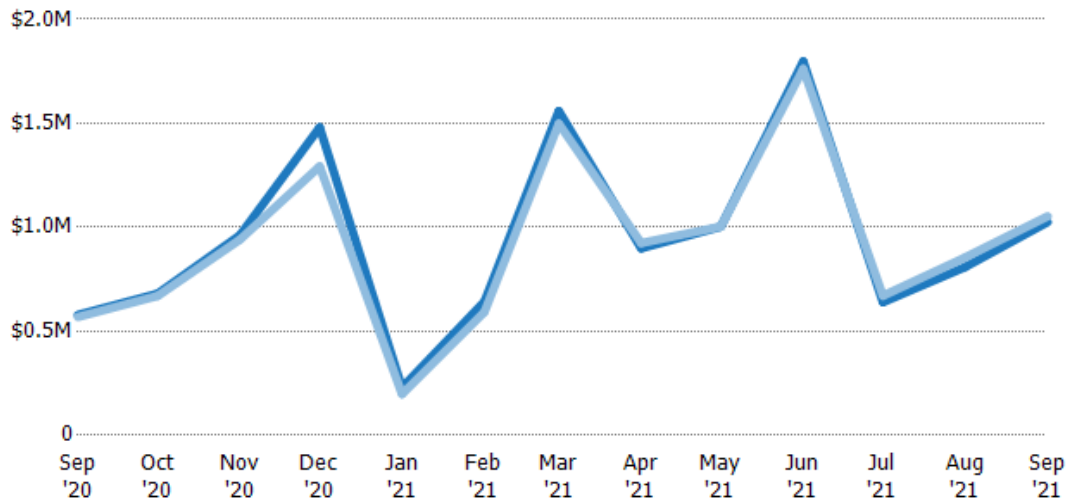
Current Year	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M
Prior Year	\$820K	\$910K	\$1M	\$480K	\$505K	\$529K	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K
Percent Change from Prior Year	-31%	100%	-32%	65%	100%	100%	25%	-26%	417%	137%	21%	-28%	111%

## 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



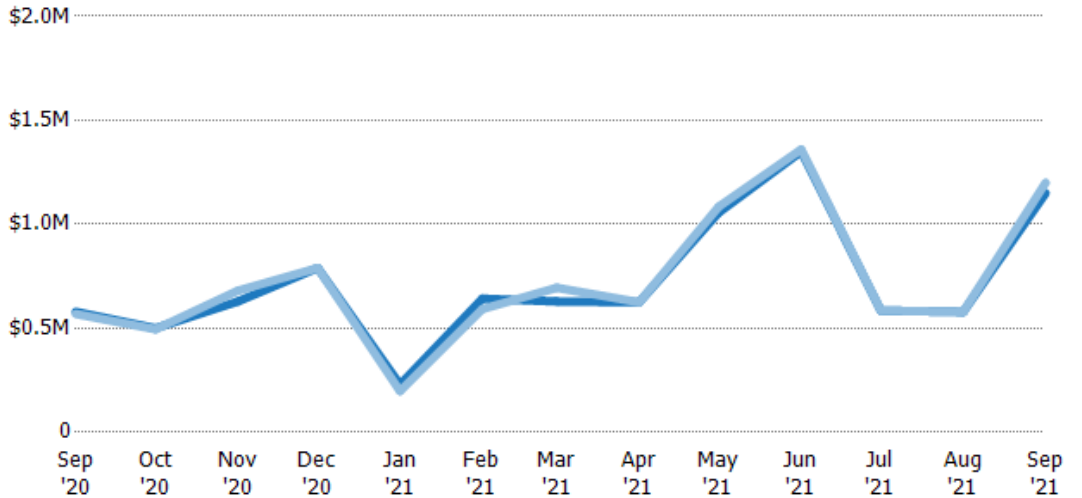
Avg List Price	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M
Avg Sales Price	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M
Avg Sales Price as a % of Avg List Price	98%	98%	98%	87%	86%	92%	96%	103%	100%	98%	105%	106%	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



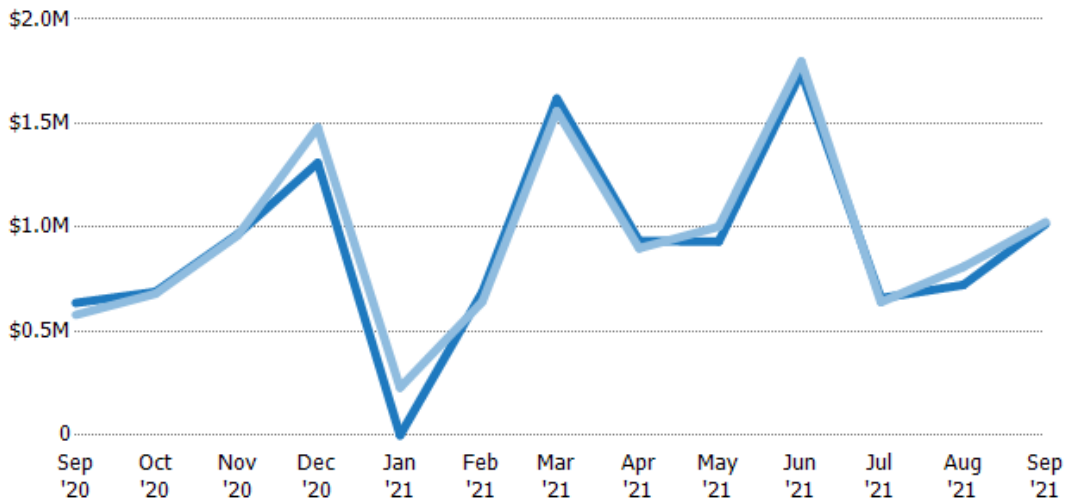
Median List Price	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M
Median Sales Price	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M
Med Sales Price as a % of Med List Price	98%	99%	108%	100%	86%	92%	110%	100%	103%	101%	100%	100%	104%

## 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



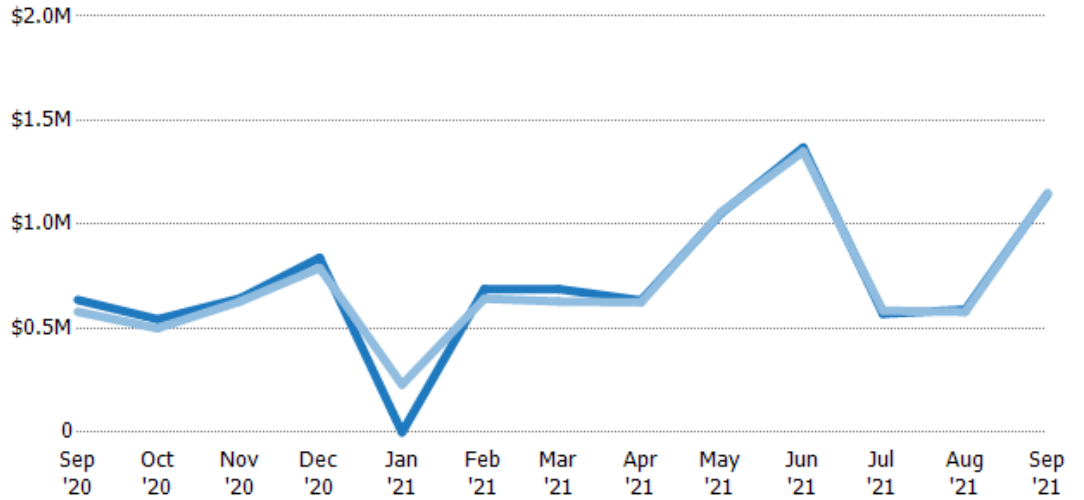
Avg Est Value	\$636K	\$690K	\$967K	\$1.31M	\$0	\$689K	\$1.62M	\$933K	\$932K	\$1.75M	\$659K	\$722K	\$1.02M
Avg Sales Price	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M
Avg Sales Price as a % of Avg Est Value	91%	99%	99%	113%	100%	93%	96%	96%	108%	103%	97%	112%	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	\$636K	\$543K	\$644K	\$839K	\$0	\$689K	\$688K	\$634K	\$1.05M	\$1.37M	\$569K	\$590K	\$1.15M
Median Sales Price	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M
Med Sales Price as a % of Med Est Value	91%	92%	98%	94%	100%	93%	91%	99%	100%	99%	103%	98%	100%