

## Summary of Key Listing and Sales Metrics

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

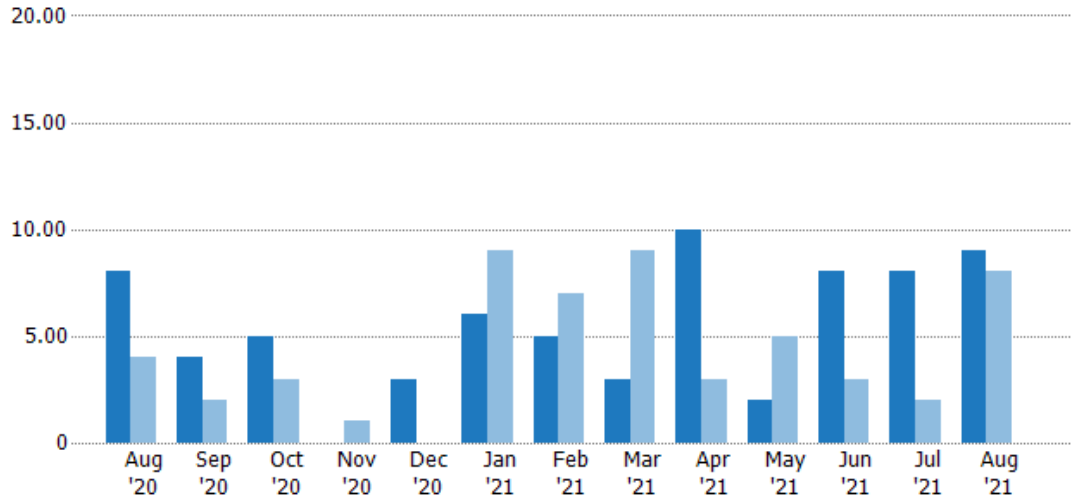
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	8	+12.5%	51	46	+10.9%
New Listing Volume	\$8,687,900	\$9,513,412	-8.7%	\$51,588,188	\$44,267,412	+16.5%
Active Listing Count	16	17	-5.9%	N/A	N/A	
Active Listing Volume	\$14,503,900	\$22,959,412	-36.8%	N/A	N/A	
Average Listing Price	\$906,494	\$1,350,554	-32.9%	\$1,188,768	\$1,045,207	+13.7%
Median Listing Price	\$662,000	\$795,000	-16.7%	\$1,090,842	\$731,497	+49.1%
Median Days in RPR	43.5	139	-68.7%	45.19	124.94	-63.8%
Months of Inventory	1.8	3.4	-47.7%	3.3	8	-59.1%
Absorption Rate	56.25%	29.41%	+26.8%	30.38%	12.43%	+18%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	6	-33.3%	39	37	+5.4%
New Pending Sales Volume	\$5,305,000	\$2,586,000	+105.1%	\$38,609,288	\$24,500,990	+57.6%
Pending Sales Count	5	8	-37.5%	N/A	N/A	
Pending Sales Volume	\$6,569,000	\$5,180,000	+26.8%	N/A	N/A	
Closed Sales Count	7	9	-22.2%	34	24	+41.7%
Closed Sales Volume	\$5,986,000	\$6,990,000	-14.4%	\$31,976,000	\$18,284,000	+74.9%
Average Sales Price	\$855,143	\$776,667	+10.1%	\$940,471	\$761,833	+23.4%
Median Sales Price	\$579,000	\$801,000	-27.7%	\$742,676	\$658,667	+12.8%

## 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



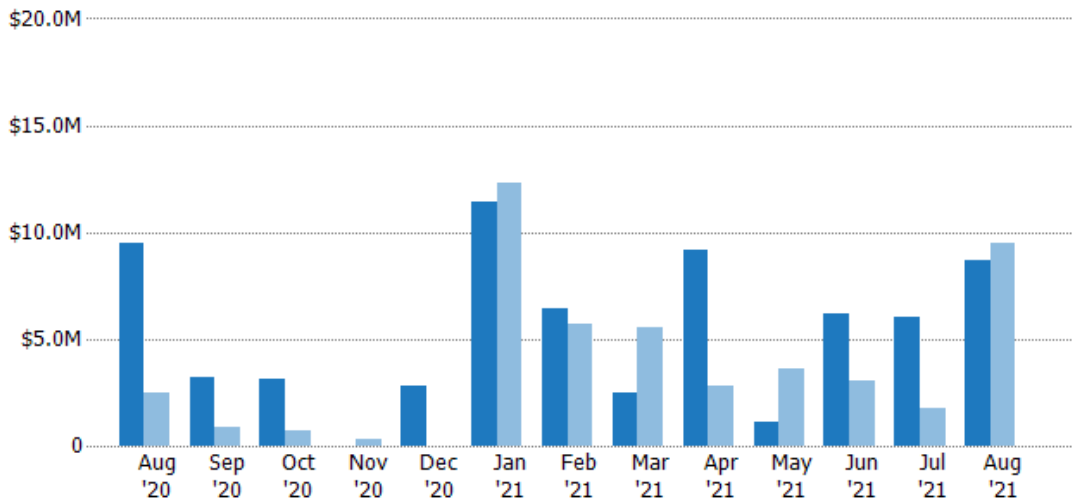
Current Year	8	4	5	-	3	6	5	3	10	2	8	8	9
Prior Year	4	2	3	1	-	9	7	9	3	5	3	2	8
Percent Change from Prior Year	100%	100%	67%	-100%	100%	-33%	-29%	-67%	233%	-60%	167%	300%	13%

## 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	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$6.19M	\$6.05M	\$8.69M
Prior Year	\$2.51M	\$895K	\$750K	\$285K	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M
Percent Change from Prior Year	279%	261%	316%	-100%	100%	-7%	14%	-56%	225%	-68%	104%	241%	-9%

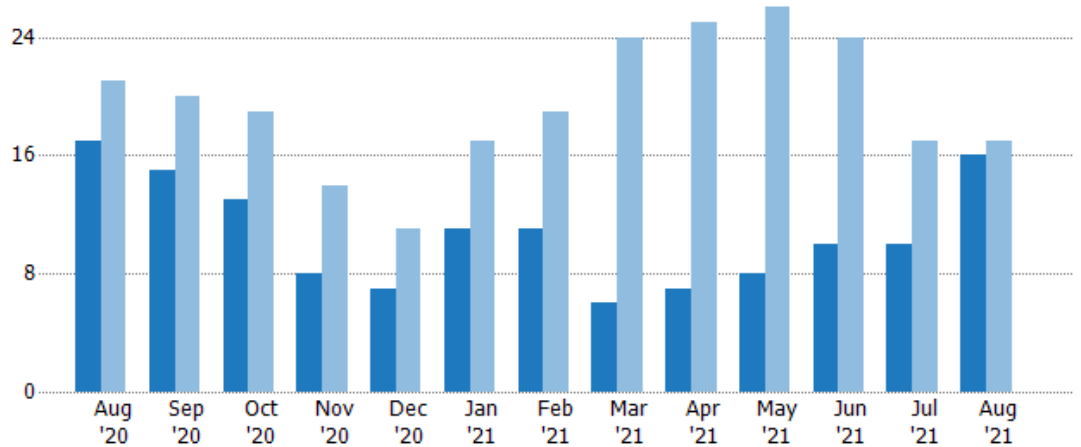
## Active Listings

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.
Aug '21	16	-5.9%
Aug '20	17	-19%
Aug '19	21	-9.5%



Current Year	17	15	13	8	7	11	11	6	7	8	10	10	16
Prior Year	21	20	19	14	11	17	19	24	25	26	24	17	17
Percent Change from Prior Year	-19%	-25%	-32%	-43%	-36%	-35%	-42%	-75%	-72%	-69%	-58%	-41%	-6%

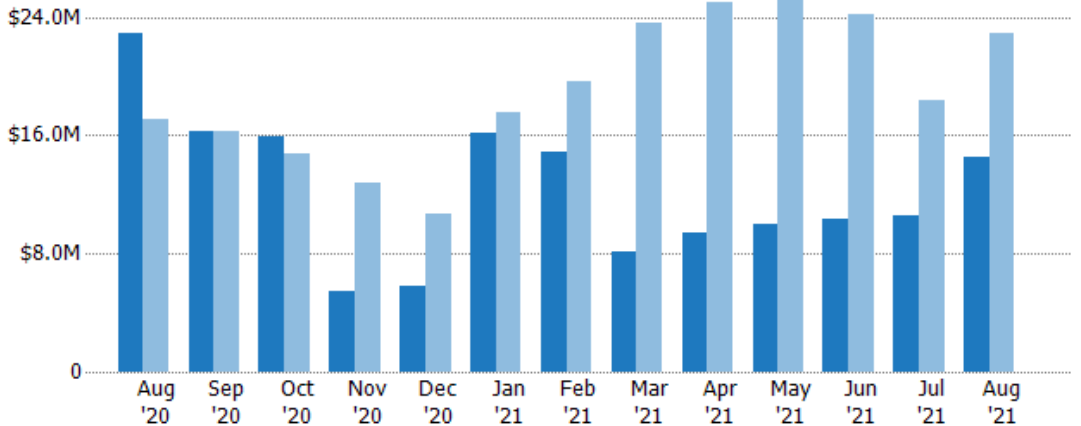
## Active Listing Volume

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.
Aug '21	\$14.5M	-36.8%
Aug '20	\$23M	34%
Aug '19	\$17.1M	-19.9%



Current Year	\$23M	\$16.2M	\$15.9M	\$5.42M	\$5.78M	\$16.1M	\$14.9M	\$8.11M	\$9.46M	\$9.97M	\$10.3M	\$10.5M	\$14.5M
Prior Year	\$17.1M	\$16.3M	\$14.8M	\$12.8M	\$10.6M	\$17.6M	\$19.6M	\$23.6M	\$25M	\$25.4M	\$24.2M	\$18.4M	\$23M
Percent Change from Prior Year	34%	0%	8%	-58%	-46%	-8%	-24%	-66%	-62%	-61%	-57%	-43%	-37%

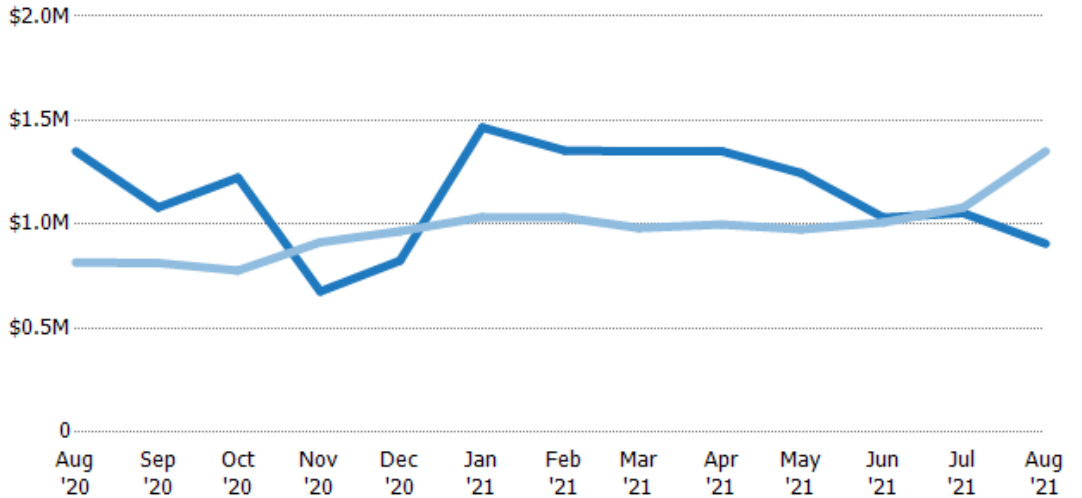
## Average Listing Price

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.
Aug '21	\$906K	-32.9%
Aug '20	\$1.35M	65.5%
Aug '19	\$816K	-11.5%



Current Year	\$1.35M	\$1.08M	\$1.22M	\$677K	\$825K	\$1.47M	\$1.35M	\$1.35M	\$1.35M	\$1.25M	\$1.03M	\$1.05M	\$906K
Prior Year	\$816K	\$814K	\$777K	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K	\$1.01M	\$1.08M	\$1.35M
Percent Change from Prior Year	66%	33%	57%	-26%	-15%	42%	31%	38%	35%	28%	2%	-2%	-33%

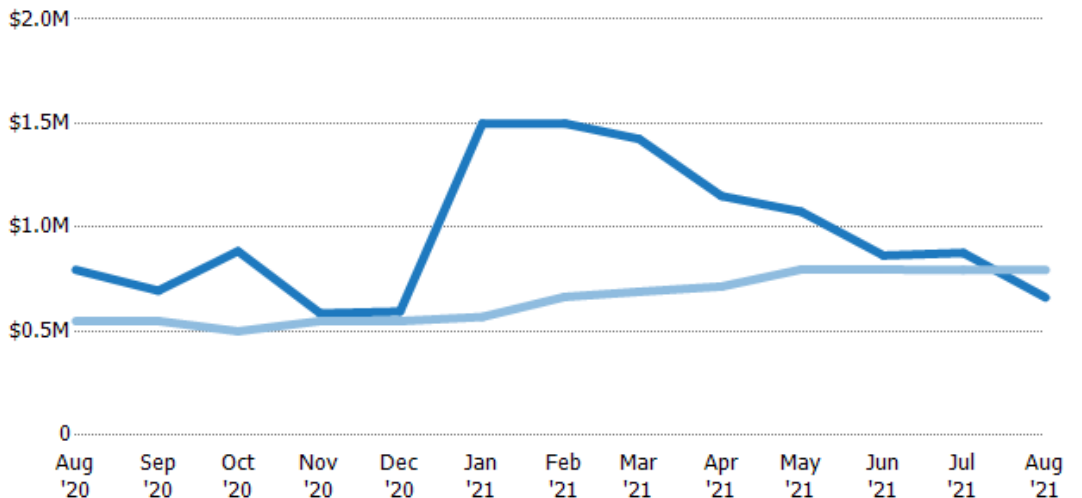
## Median Listing Price

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.
Aug '21	\$662K	-16.7%
Aug '20	\$795K	44.8%
Aug '19	\$549K	-9.1%



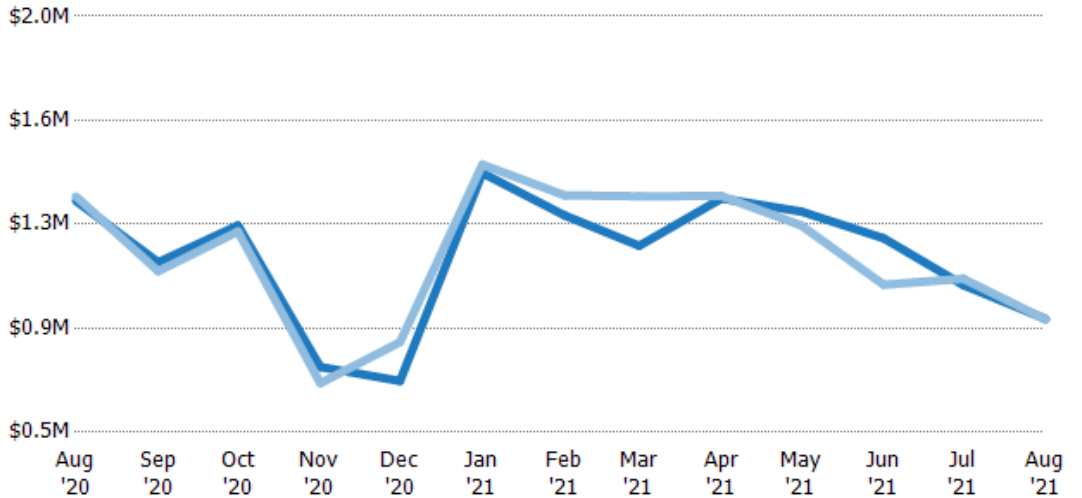
Current Year	\$795K	\$695K	\$885K	\$586K	\$595K	\$1.5M	\$1.5M	\$1.42M	\$1.15M	\$1.07M	\$864K	\$877K	\$662K
Prior Year	\$549K	\$549K	\$500K	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K	\$797K	\$795K	\$795K
Percent Change from Prior Year	45%	27%	77%	7%	8%	163%	125%	106%	61%	35%	8%	10%	-17%

## 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



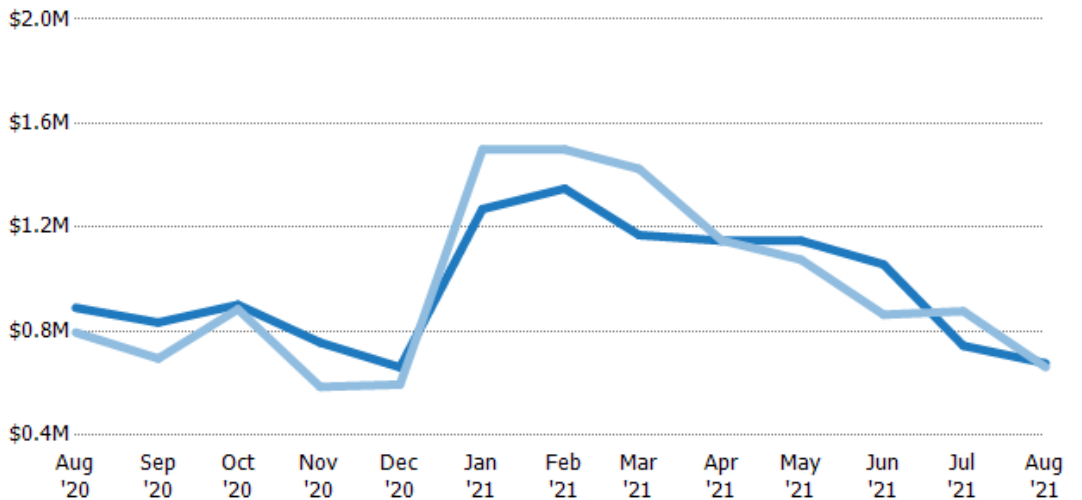
Avg Est Value	\$1.33M	\$1.11M	\$1.25M	\$736K	\$685K	\$1.43M	\$1.28M	\$1.17M	\$1.34M	\$1.3M	\$1.2M	\$1.03M	\$908K
Avg Listing Price	\$1.35M	\$1.08M	\$1.22M	\$677K	\$825K	\$1.47M	\$1.35M	\$1.35M	\$1.35M	\$1.25M	\$1.03M	\$1.05M	\$906K
Avg Listing Price as a % of Avg Est Value	101%	97%	98%	92%	120%	102%	106%	115%	101%	96%	86%	102%	100%

## 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



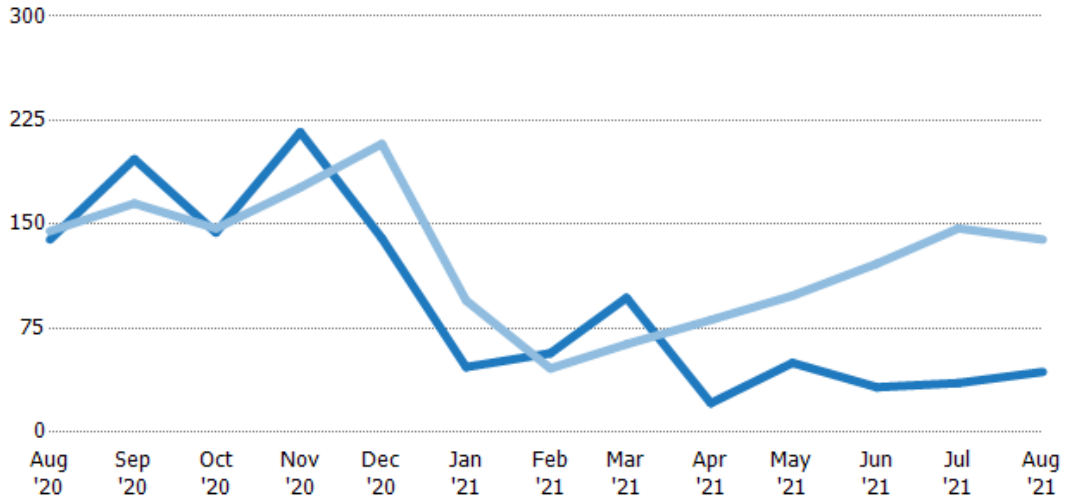
Median Est Value	\$890K	\$834K	\$902K	\$756K	\$661K	\$1.27M	\$1.35M	\$1.17M	\$1.15M	\$1.15M	\$1.06M	\$744K	\$677K
Median Listing Price	\$795K	\$695K	\$885K	\$586K	\$595K	\$1.5M	\$1.5M	\$1.42M	\$1.15M	\$1.07M	\$864K	\$877K	\$662K
Med Listing Price as a % of Med Est Value	89%	83%	98%	77%	90%	118%	111%	122%	100%	94%	82%	118%	98%

## 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



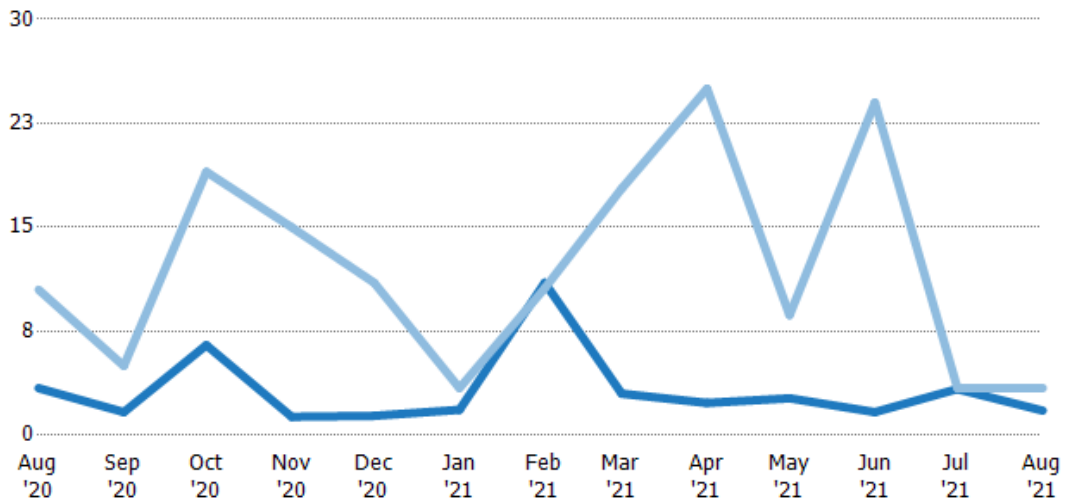
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	139	145	-4%
Sep '20	197	165	19%
Oct '20	144	147	-2%
Nov '20	217	177	23%
Dec '20	140	208	-33%
Jan '21	47	95	-51%
Feb '21	57	46	24%
Mar '21	97	63.5	53%
Apr '21	21	81	-74%
May '21	50	98.5	-49%
Jun '21	32.5	122	-73%
Jul '21	35.5	147	-76%
Aug '21	43.5	139	-69%

## 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



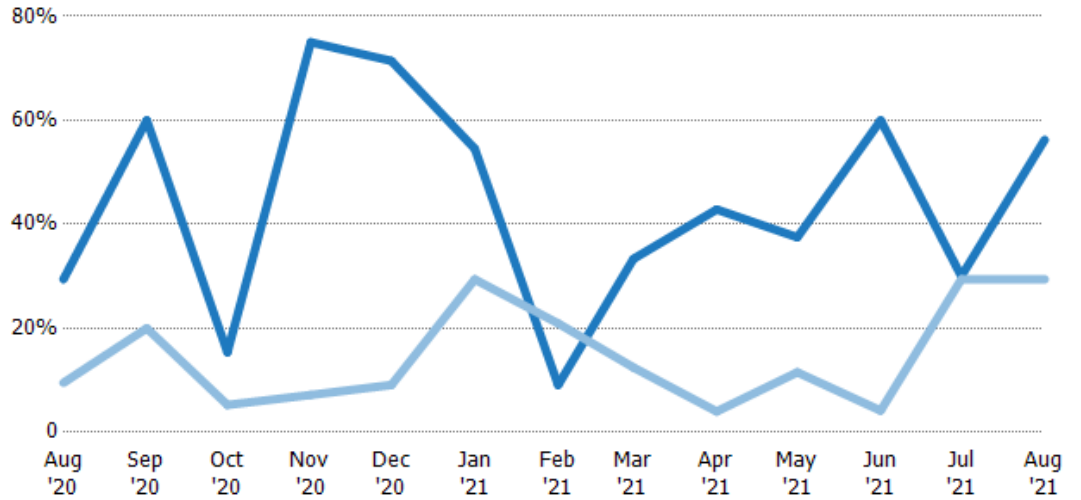
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	3.4	10.5	-68%
Sep '20	1.67	5	-67%
Oct '20	6.5	19	-66%
Nov '20	1.33	15	100%
Dec '20	1.4	11	-87%
Jan '21	1.83	3.4	-46%
Feb '21	11	10.6	100%
Mar '21	3	17.8	100%
Apr '21	2.33	25	-91%
May '21	2.67	8.67	-69%
Jun '21	1.67	24	-93%
Jul '21	3.33	3.4	-2%
Aug '21	1.78	3.4	-48%

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



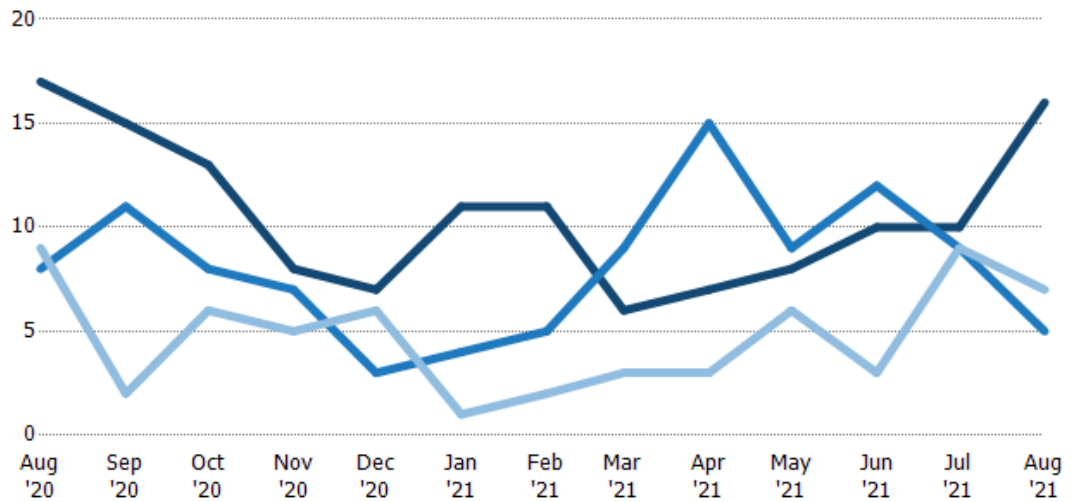
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	29%	60%	15%	75%	71%	55%	9%	33%	43%	38%	60%	30%	56%
Prior Year	10%	20%	5%	7%	9%	29%	21%	12%	4%	12%	4%	29%	29%
Change from Prior Year	-20%	-40%	-10%	-75%	-62%	-25%	-9%	-33%	-39%	-26%	-56%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

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	17	15	13	8	7	11	11	6	7	8	10	10	16
Pending	8	11	8	7	3	4	5	9	15	9	12	9	5
Sold	9	2	6	5	6	1	2	3	3	6	3	9	7

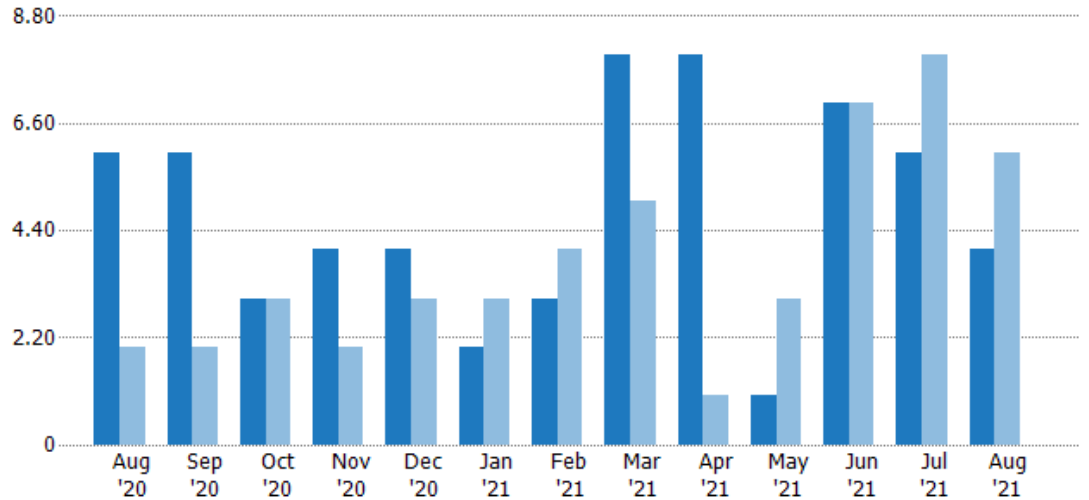
## New Pending Sales

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.
Aug '21	4	-33.3%
Aug '20	6	200%
Aug '19	2	100%



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

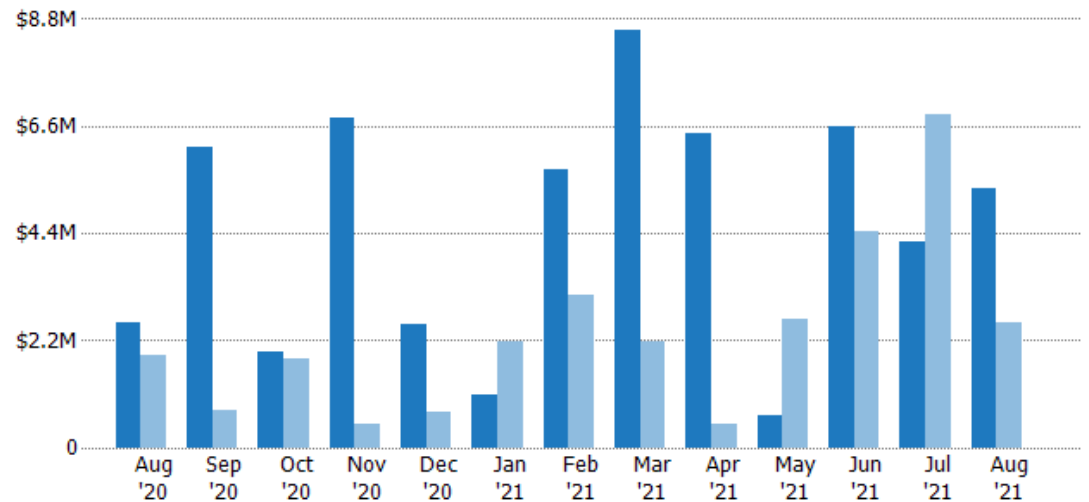
## New Pending Sales Volume

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.
Aug '21	\$5.31M	105.1%
Aug '20	\$2.59M	36.2%
Aug '19	\$1.9M	29.6%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M	\$5.31M
Prior Year	\$1.9M	\$755K	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M
Percent Change from Prior Year	36%	716%	7%	1,316%	236%	-50%	82%	292%	1,194%	-75%	48%	-38%	105%

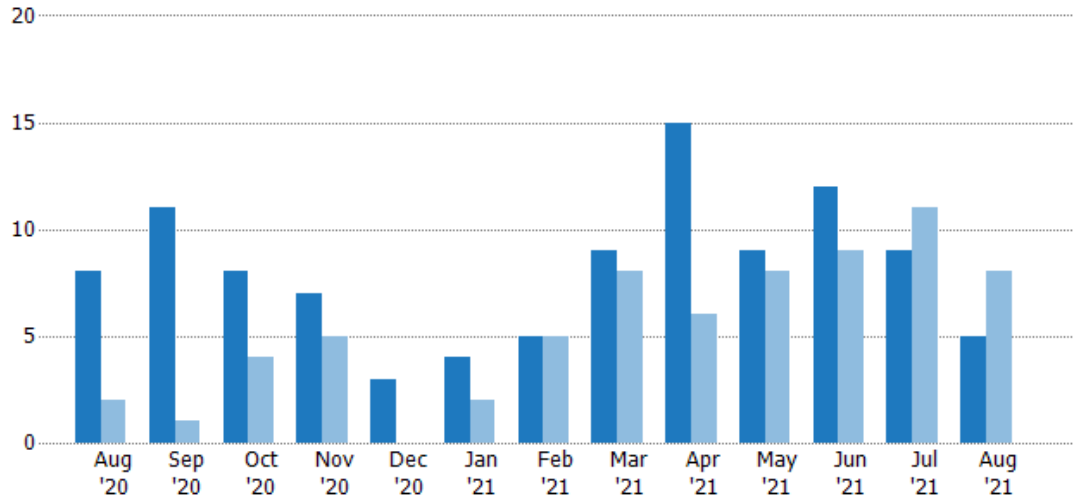


## Pending Sales

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



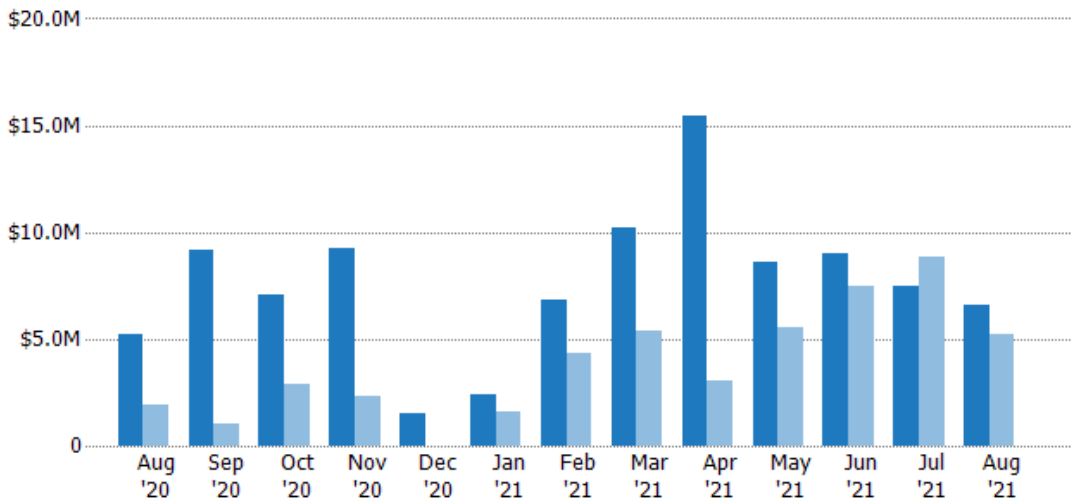
Current Year	8	11	8	7	3	4	5	9	15	9	12	9	5
Prior Year	2	1	4	5	-	2	5	8	6	8	9	11	8
Percent Change from Prior Year	300%	1,000%	100%	40%	100%	100%	0%	13%	150%	13%	33%	-18%	-38%

## 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



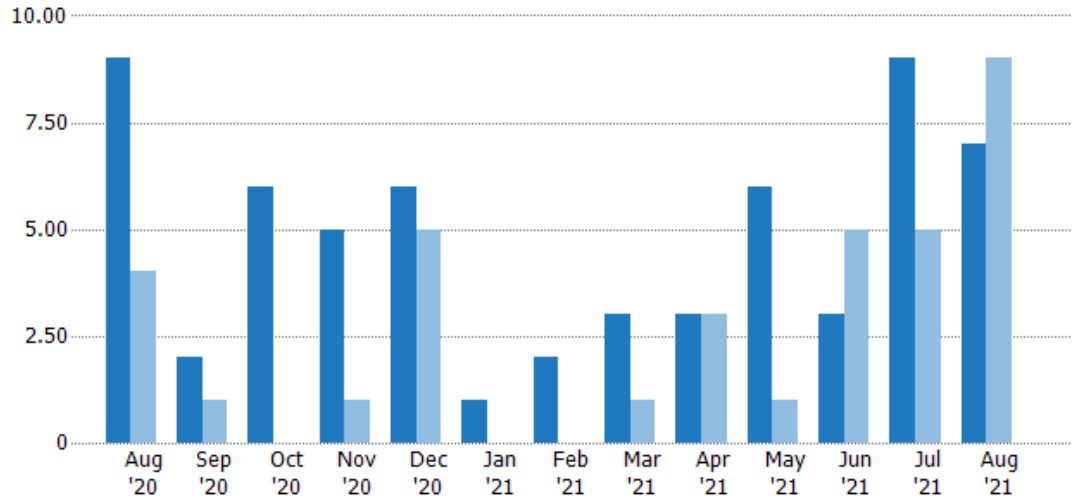
Current Year	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M	\$7.51M	\$6.57M
Prior Year	\$1.9M	\$1.05M	\$2.89M	\$2.32M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M
Percent Change from Prior Year	173%	775%	144%	299%	100%	48%	56%	88%	402%	56%	21%	-15%	27%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



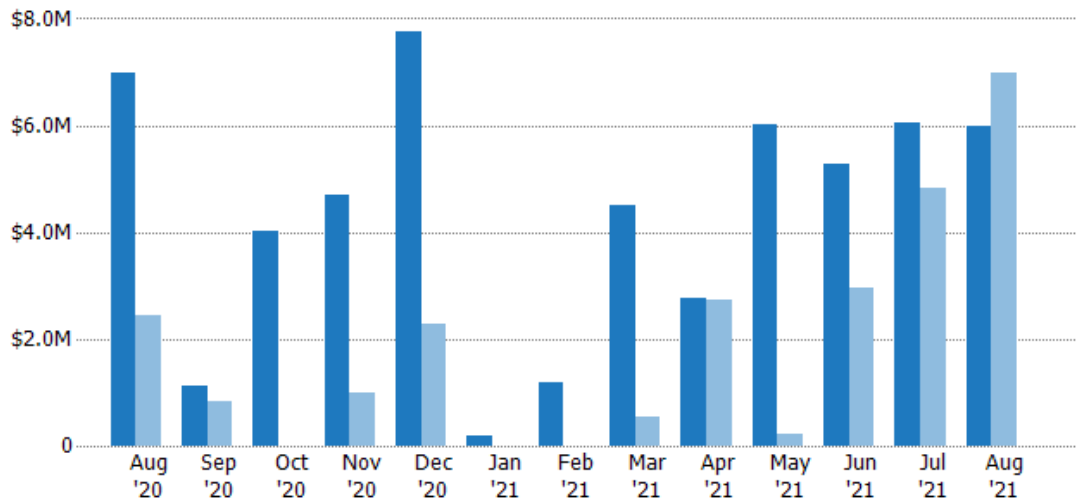
Current Year	9	2	6	5	6	1	2	3	3	6	3	9	7
Prior Year	4	1	-	1	5	-	-	1	3	1	5	5	9
Percent Change from Prior Year	125%	100%	100%	400%	20%	100%	100%	200%	0%	500%	-40%	80%	-22%

## 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



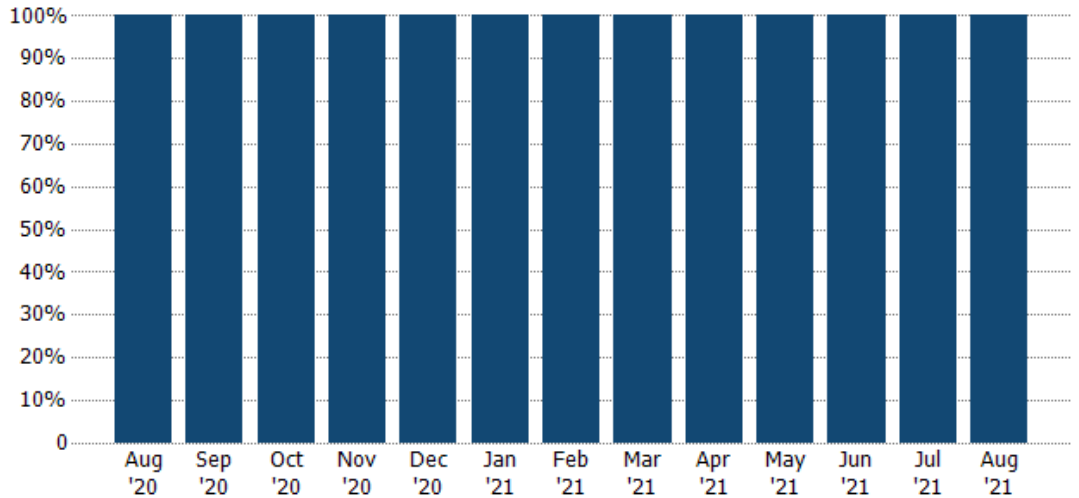
Current Year	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$6.04M	\$5.99M
Prior Year	\$2.43M	\$820K	-	\$1M	\$2.29M	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M
Percent Change from Prior Year	188%	39%	100%	371%	239%	100%	100%	711%	2%	2,767%	78%	25%	-14%

## 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



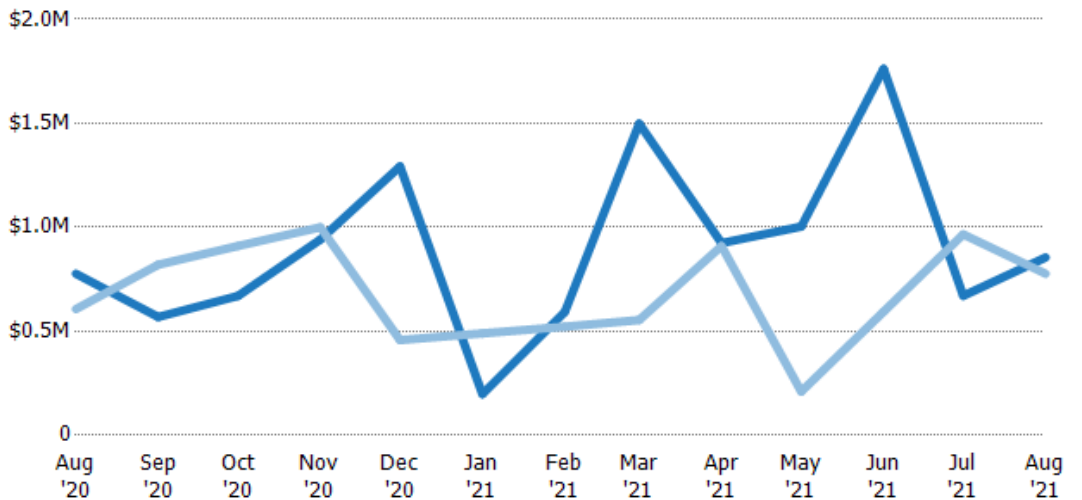
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Average Sales Price

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

### Filters Used

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



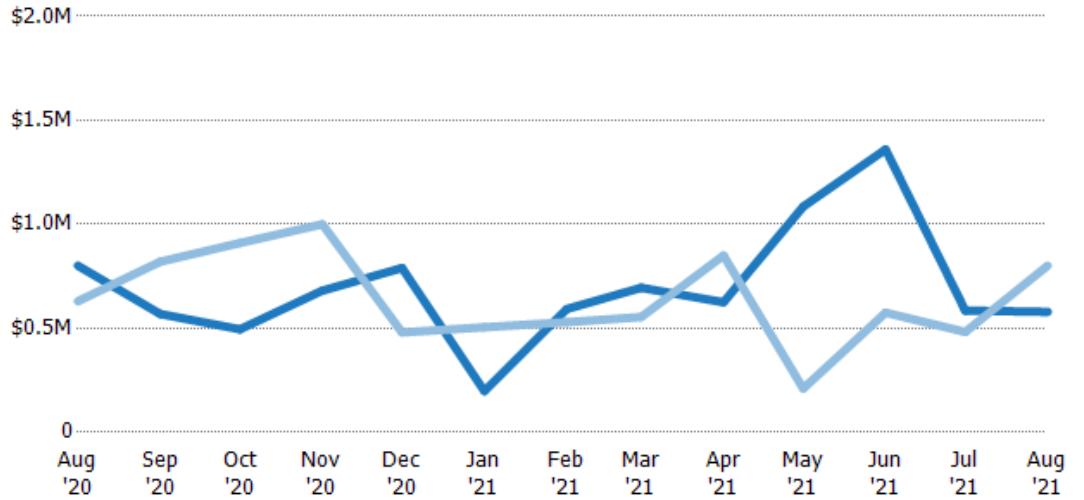
Current Year	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K
Prior Year	\$607K	\$820K	\$910K	\$1M	\$458K	\$490K	\$522K	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K
Percent Change from Prior Year	28%	-31%	100%	-6%	182%	100%	100%	170%	2%	378%	196%	-31%	10%

## 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



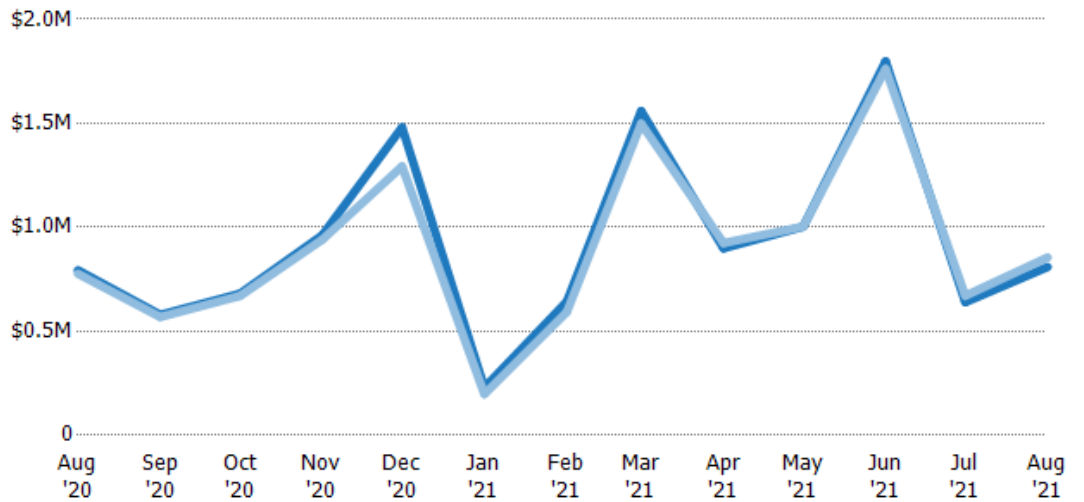
Current Year	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K
Prior Year	\$630K	\$820K	\$910K	\$1M	\$480K	\$505K	\$529K	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K
Percent Change from Prior Year	27%	-31%	100%	-32%	65%	100%	100%	25%	-26%	417%	137%	21%	-28%

## 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



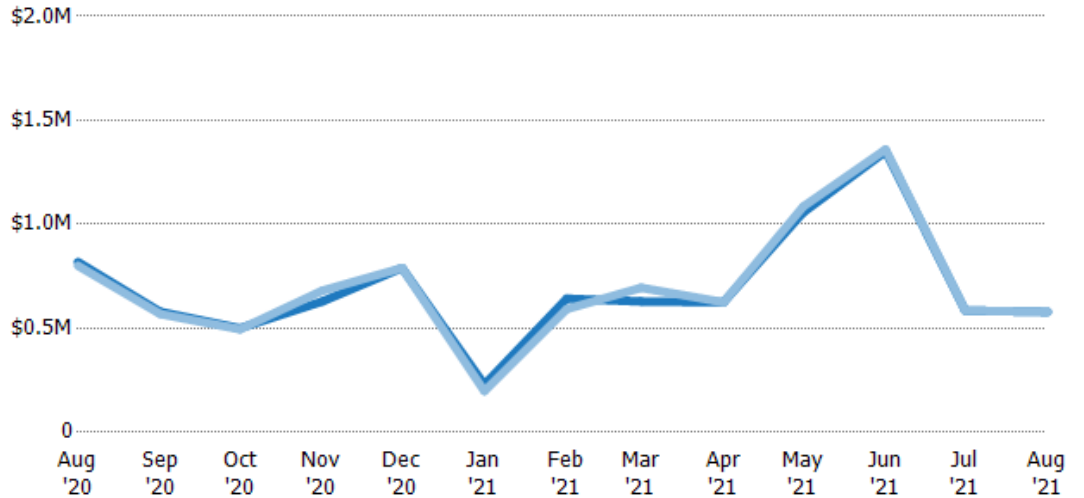
Avg List Price	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K
Avg Sales Price	\$777K	\$569K	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	87%	86%	92%	96%	103%	100%	98%	105%	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



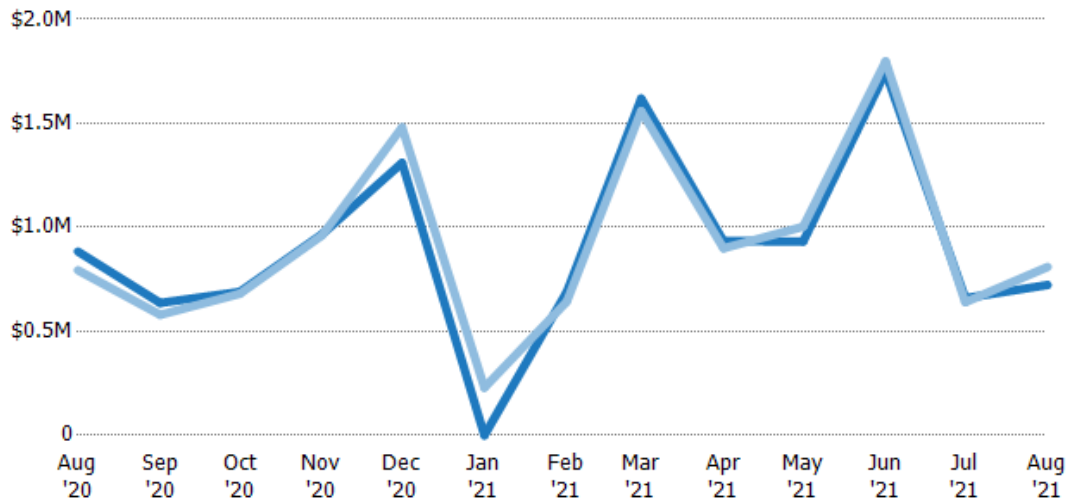
Median List Price	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K
Median Sales Price	\$801K	\$569K	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K
Med Sales Price as a % of Med List Price	98%	98%	99%	108%	100%	86%	92%	110%	100%	103%	101%	100%	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



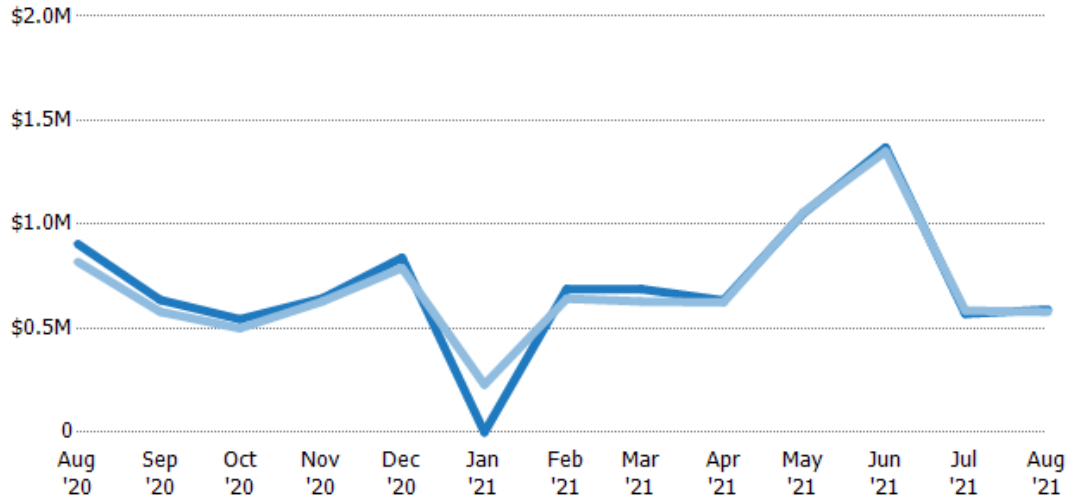
Avg Est Value	\$883K	\$636K	\$690K	\$967K	\$1.31M	\$0	\$689K	\$1.62M	\$933K	\$932K	\$1.75M	\$659K	\$722K
Avg Sales Price	\$794K	\$579K	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K
Avg Sales Price as a % of Avg Est Value	90%	91%	99%	99%	113%	100%	93%	96%	96%	108%	103%	97%	112%

## 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	\$905K	\$636K	\$543K	\$644K	\$839K	\$0	\$689K	\$688K	\$634K	\$1.05M	\$1.37M	\$569K	\$590K
Median Sales Price	\$819K	\$579K	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K
Med Sales Price as a % of Med Est Value	90%	91%	92%	98%	94%	100%	93%	91%	99%	100%	99%	103%	98%