

Summary of Key Listing and Sales Metrics

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

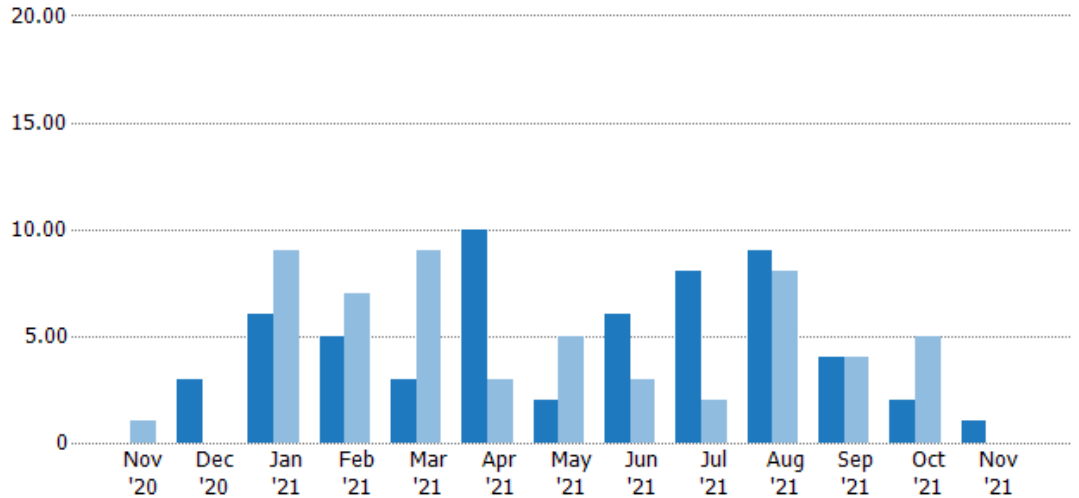
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	–	–	56	55	+1.8%
New Listing Volume	\$419,000	–	–	\$61,663,188	\$50,614,412	+21.8%
Active Listing Count	6	8	-25%	N/A	N/A	
Active Listing Volume	\$6,864,000	\$5,415,000	+26.8%	N/A	N/A	
Average Listing Price	\$1,144,000	\$676,875	+69%	\$1,318,889	\$1,044,785	+26.2%
Median Listing Price	\$1,185,000	\$586,000	+102.2%	\$1,113,343	\$732,883	+51.9%
Median Days in RPR	62.5	216.5	-71.1%	42.62	144.3	-70.5%
Months of Inventory	1	1.3	-25%	2.5	8.9	-72.1%
Absorption Rate	100%	75%	+25%	40.22%	11.22%	+29%
Sales Activity Charts Metrics						
New Pending Sales Count	–	4	–	45	50	-10%
New Pending Sales Volume	–	\$6,783,000	–	\$42,353,188	\$39,403,402	+7.5%
Pending Sales Count	–	7	–	N/A	N/A	
Pending Sales Volume	–	\$9,248,000	–	N/A	N/A	
Closed Sales Count	3	5	-40%	46	37	+24.3%
Closed Sales Volume	\$2,000,000	\$4,705,102	-57.5%	\$42,656,044	\$28,145,660	+51.6%
Average Sales Price	\$666,667	\$941,020	-29.2%	\$927,305	\$760,694	+21.9%
Median Sales Price	\$565,000	\$681,000	-17%	\$758,022	\$630,285	+20.3%

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



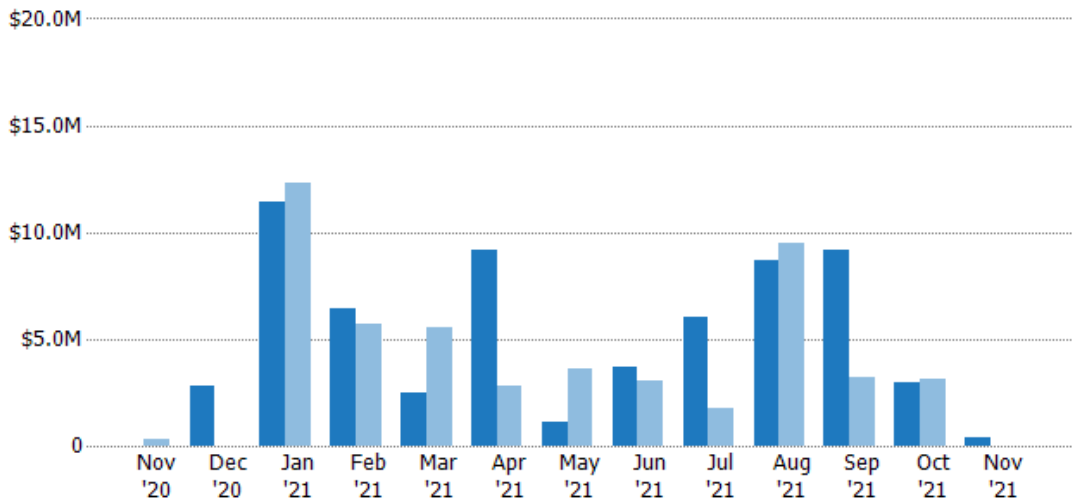
Current Year	-	3	6	5	3	10	2	6	8	9	4	2	1
Prior Year	1	-	9	7	9	3	5	3	2	8	4	5	-
Percent Change from Prior Year	-100%	100%	-33%	-29%	-67%	233%	-60%	100%	300%	13%	0%	-60%	100%

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



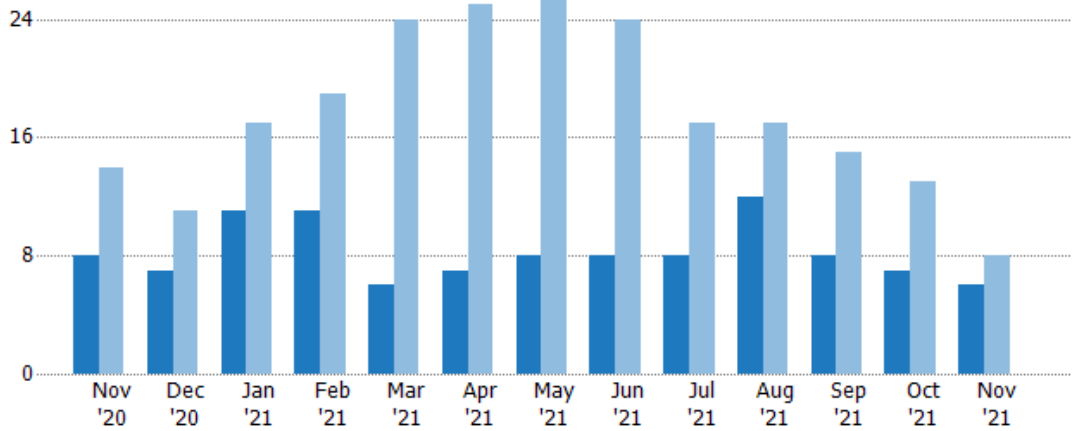
Current Year	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$3.65M	\$6.05M	\$8.69M	\$9.2M	\$2.99M	\$419K
Prior Year	\$285K	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-
Percent Change from Prior Year	-100%	100%	-7%	14%	-56%	225%	-68%	20%	241%	-9%	185%	-4%	100%

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.
Nov '21	6	-25%
Nov '20	8	-42.9%
Nov '19	14	-7.1%

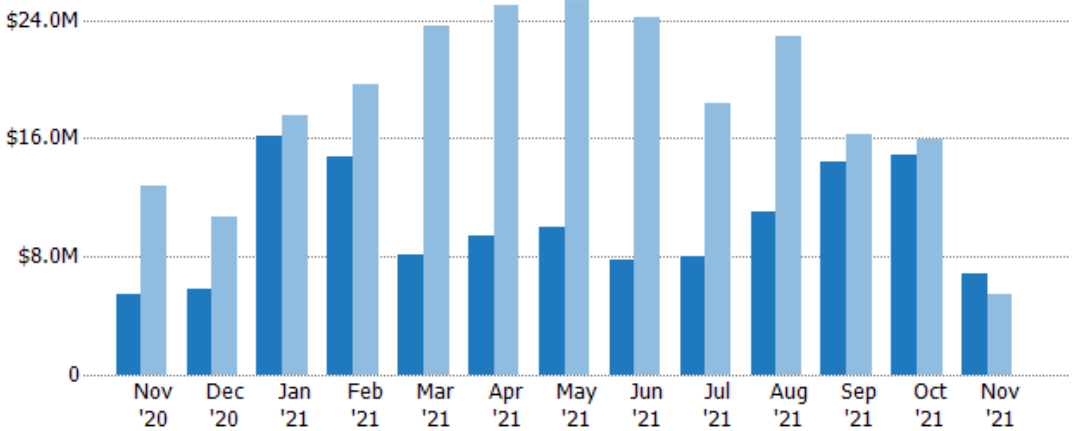
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '20	8	14	-43%
Dec '20	7	11	-36%
Jan '21	11	17	-35%
Feb '21	11	19	-42%
Mar '21	6	24	-75%
Apr '21	7	25	-72%
May '21	8	26	-69%
Jun '21	8	24	-67%
Jul '21	8	17	-53%
Aug '21	12	17	-29%
Sep '21	8	15	-47%
Oct '21	7	13	-46%
Nov '21	6	8	-25%

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.
Nov '21	\$6.86M	26.8%
Nov '20	\$5.42M	-57.7%
Nov '19	\$12.8M	-26.7%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '20	\$5.42M	\$12.8M	-58%
Dec '20	\$5.78M	\$10.6M	-46%
Jan '21	\$16.1M	\$17.6M	-8%
Feb '21	\$14.7M	\$19.6M	-25%
Mar '21	\$8.11M	\$23.6M	-66%
Apr '21	\$9.46M	\$25M	-62%
May '21	\$9.97M	\$25.4M	-61%
Jun '21	\$7.79M	\$24.2M	-68%
Jul '21	\$8M	\$18.4M	-56%
Aug '21	\$11M	\$23M	-52%
Sep '21	\$14.4M	\$16.2M	-11%
Oct '21	\$14.9M	\$15.9M	-6%
Nov '21	\$6.86M	\$5.42M	27%

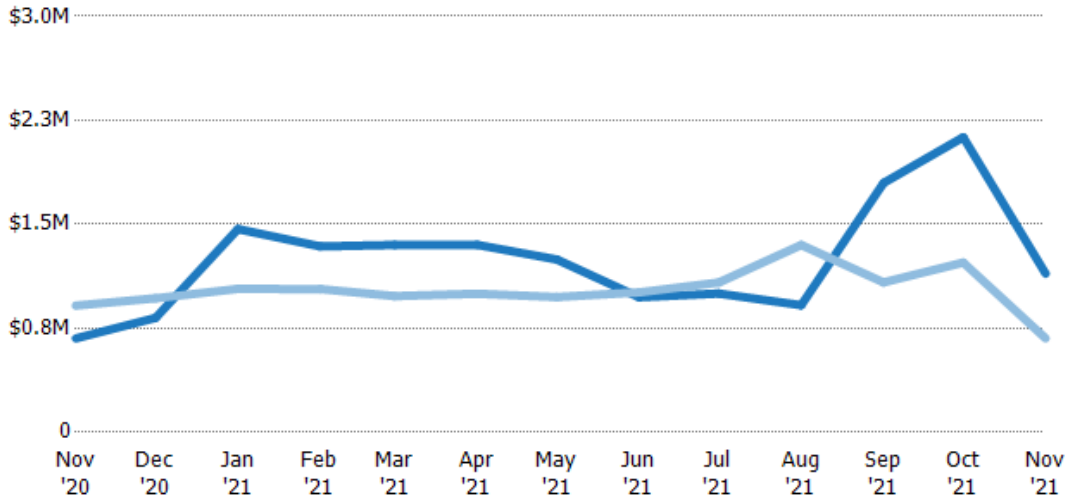
Average Listing Price

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.
Nov '21	\$1.14M	69%
Nov '20	\$677K	-25.9%
Nov '19	\$914K	-21.1%



Current Year	\$677K	\$825K	\$1.47M	\$1.34M	\$1.35M	\$1.35M	\$1.25M	\$974K	\$1M	\$917K	\$1.8M	\$2.13M	\$1.14M
Prior Year	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M	\$677K
Percent Change from Prior Year	-26%	-15%	42%	30%	38%	35%	28%	-4%	-7%	-32%	66%	74%	69%

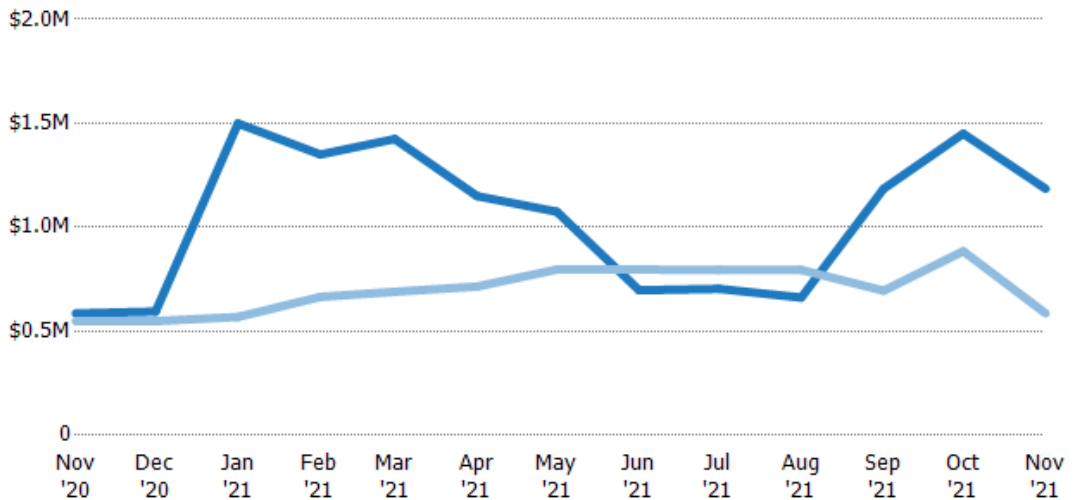
Median Listing Price

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.
Nov '21	\$1.19M	102.2%
Nov '20	\$586K	6.7%
Nov '19	\$549K	-9.1%



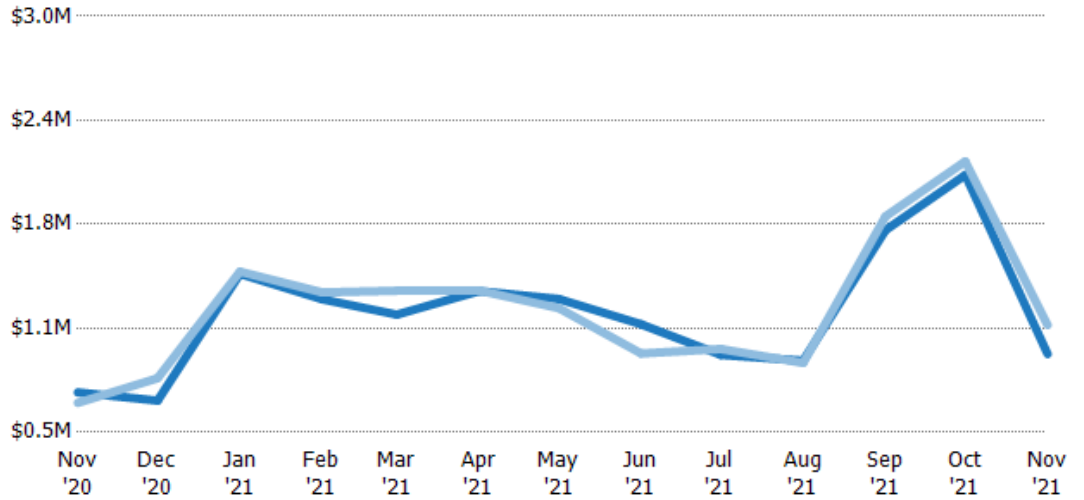
Current Year	\$586K	\$595K	\$1.5M	\$1.35M	\$1.42M	\$1.15M	\$1.07M	\$697K	\$704K	\$662K	\$1.19M	\$1.45M	\$1.19M
Prior Year	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K	\$797K	\$795K	\$795K	\$695K	\$885K	\$586K
Percent Change from Prior Year	7%	8%	163%	103%	106%	61%	35%	-13%	-11%	-17%	71%	64%	102%

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



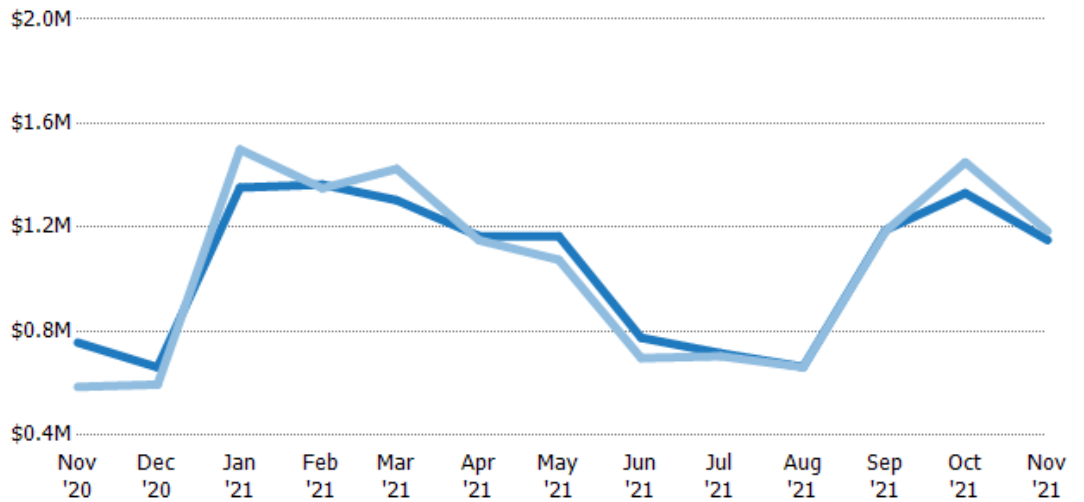
Avg Est Value	\$740K	\$690K	\$1.45M	\$1.3M	\$1.21M	\$1.35M	\$1.3M	\$1.15M	\$965K	\$930K	\$1.72M	\$2.05M	\$970K
Avg Listing Price	\$677K	\$825K	\$1.47M	\$1.34M	\$1.35M	\$1.35M	\$1.25M	\$974K	\$1M	\$917K	\$1.8M	\$2.13M	\$1.14M
Avg Listing Price as a % of Avg Est Value	92%	120%	101%	103%	112%	100%	96%	85%	104%	99%	105%	104%	118%

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	\$756K	\$661K	\$1.35M	\$1.36M	\$1.3M	\$1.17M	\$1.17M	\$775K	\$715K	\$663K	\$1.19M	\$1.33M	\$1.15M
Median Listing Price	\$586K	\$595K	\$1.5M	\$1.35M	\$1.42M	\$1.15M	\$1.07M	\$697K	\$704K	\$662K	\$1.19M	\$1.45M	\$1.19M
Med Listing Price as a % of Med Est Value	77%	90%	111%	99%	109%	99%	92%	90%	98%	100%	100%	109%	103%

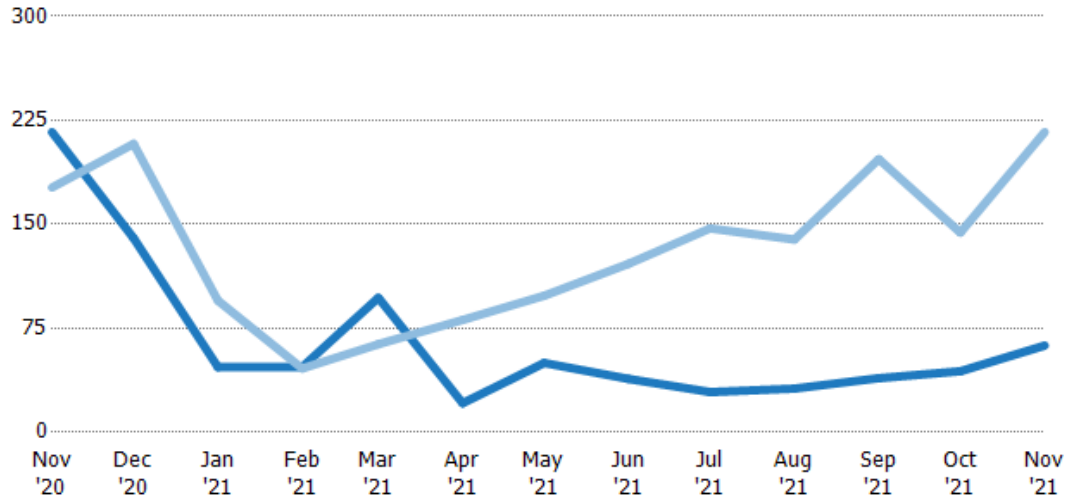
Median Days in RPR

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.
Nov '21	62.5	-71.1%
Nov '20	217	22.7%
Nov '19	177	-11%



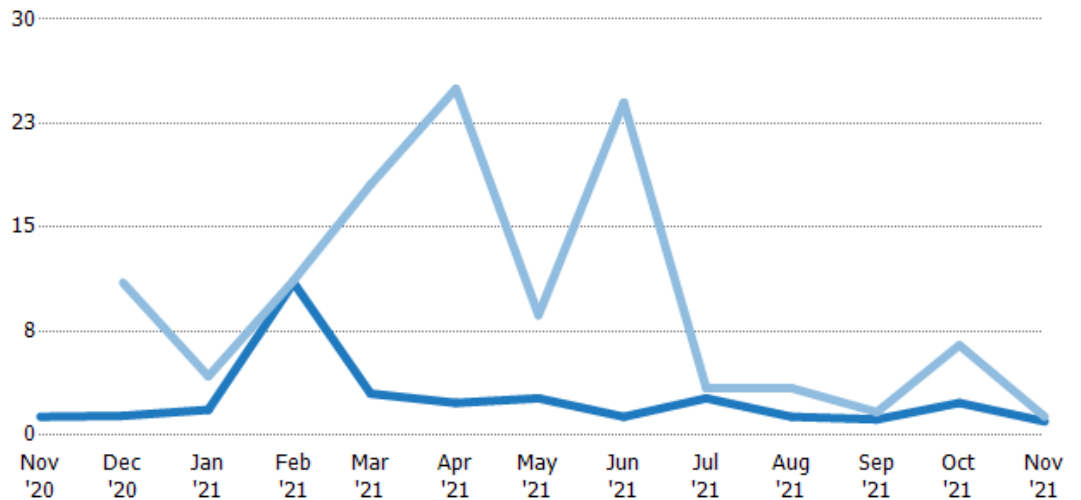
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	217	140	47	47	97	21	50	38.5	29	31.5	39	44	62.5
Prior Year	177	208	95	46	63.5	81	98.5	122	147	139	197	144	217
Percent Change from Prior Year	23%	-33%	-51%	2%	53%	-74%	-49%	-68%	-80%	-77%	-80%	-69%	-71%

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



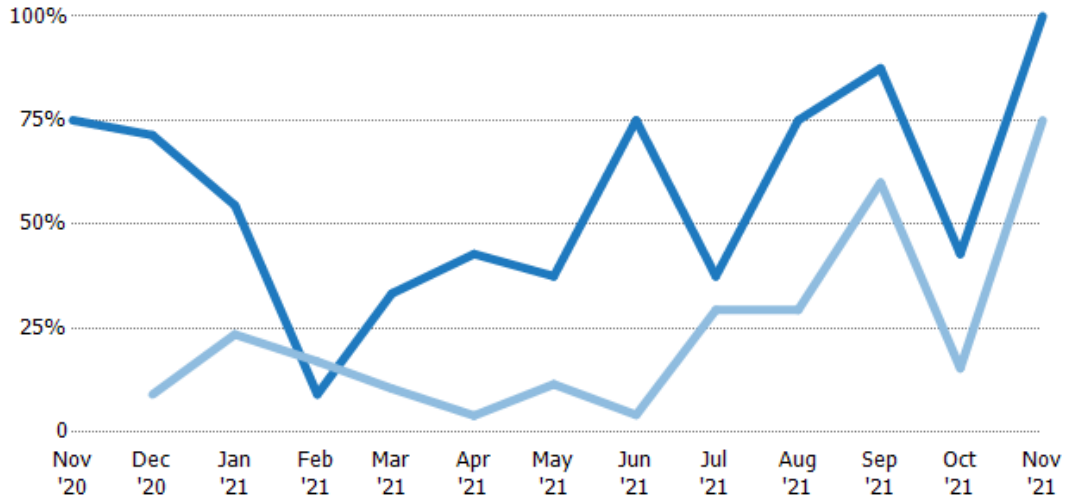
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1.33	1.4	1.83	11	3	2.33	2.67	1.33	2.67	1.33	1.14	2.33	1
Prior Year	-	11	4.25	11.2	18.1	25	8.67	24	3.4	3.4	1.67	6.5	1.33
Percent Change from Prior Year	100%	-87%	-57%	100%	100%	-91%	-69%	-94%	-22%	-61%	-31%	-64%	-25%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



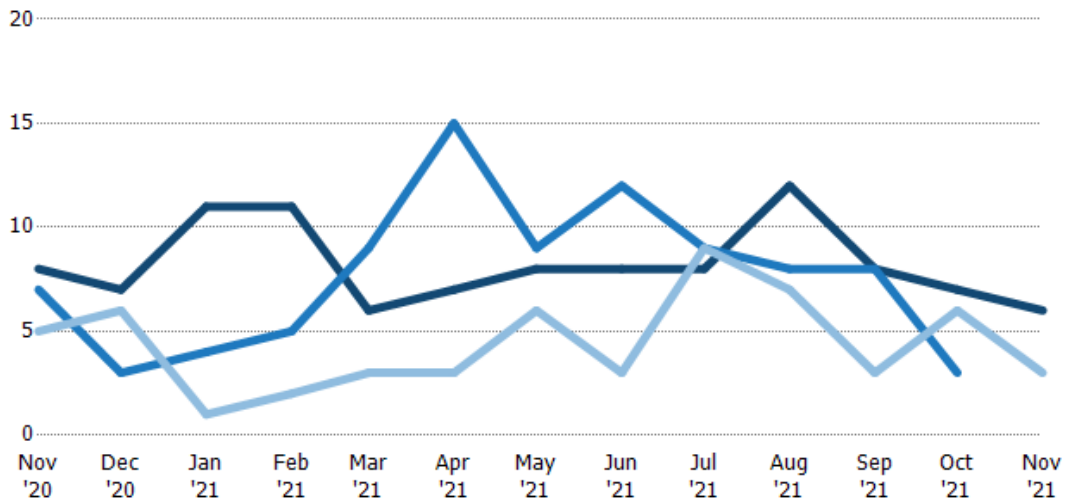
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	75%	71%	55%	9%	33%	43%	38%	75%	38%	75%	88%	43%	100%
Prior Year	-	9%	24%	17%	11%	4%	12%	4%	29%	29%	60%	15%	75%
Change from Prior Year	-75%	-62%	-31%	-9%	-33%	-39%	-26%	-71%	-8%	-46%	-28%	-27%	-25%

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



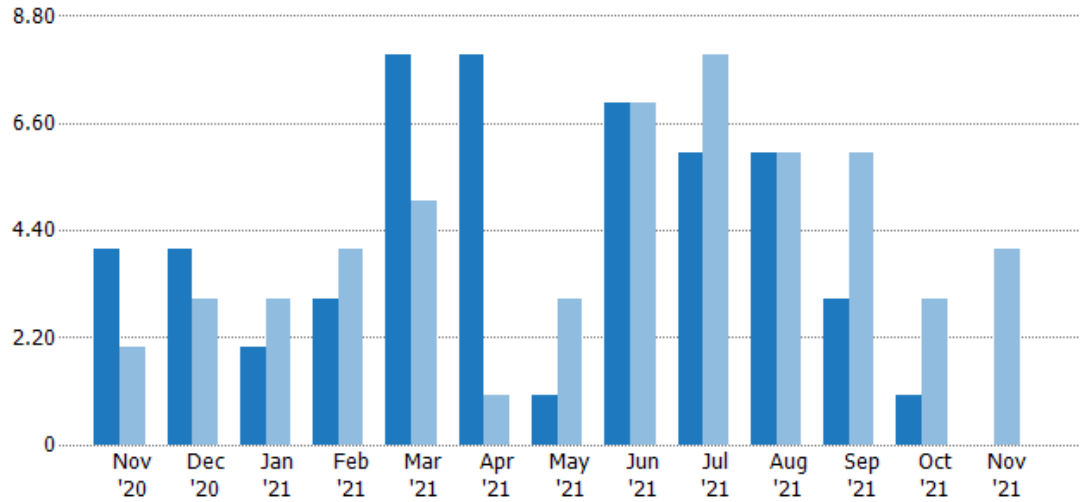
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	8	7	11	11	6	7	8	8	8	12	8	7	6
Pending	7	3	4	5	9	15	9	12	9	8	8	3	-
Sold	5	6	1	2	3	3	6	3	9	7	3	6	3

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



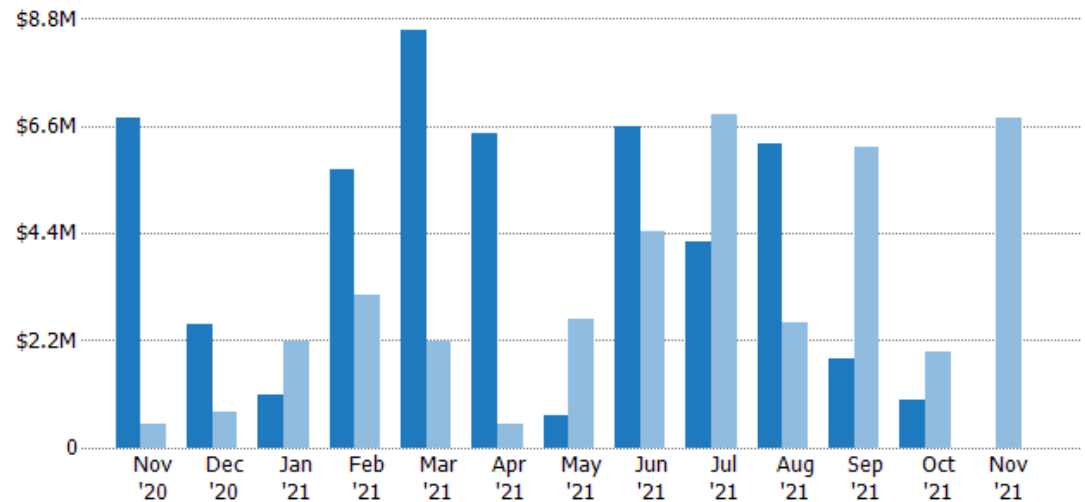
Current Year	4	4	2	3	8	8	1	7	6	6	3	1	-
Prior Year	2	3	3	4	5	1	3	7	8	6	6	3	4
Percent Change from Prior Year	100%	33%	-33%	-25%	60%	700%	-67%	0%	-25%	0%	-50%	-67%	-100%

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



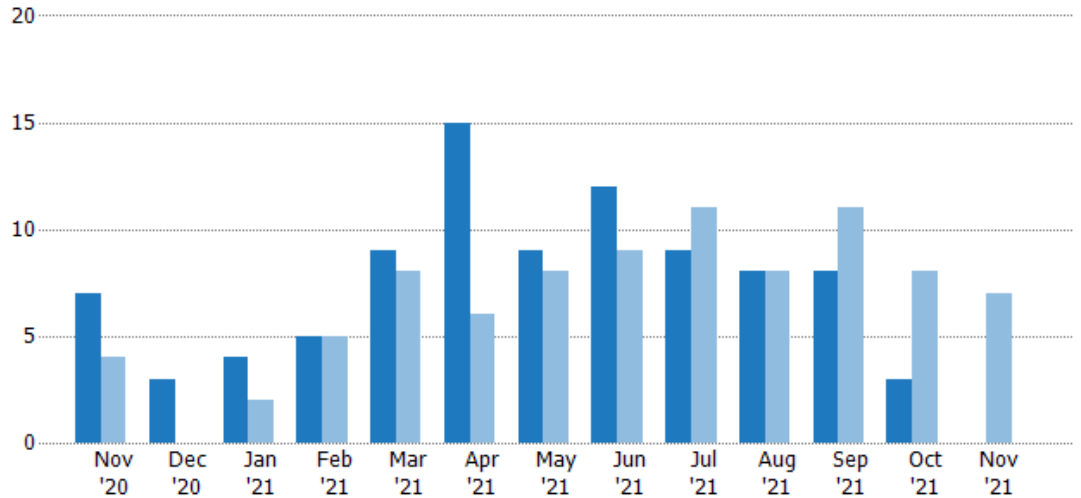
Current Year	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M	\$6.23M	\$1.82M	\$999K	-
Prior Year	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M
Percent Change from Prior Year	1,316%	236%	-50%	82%	292%	1,194%	-75%	48%	-38%	141%	-70%	-49%	-100%

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



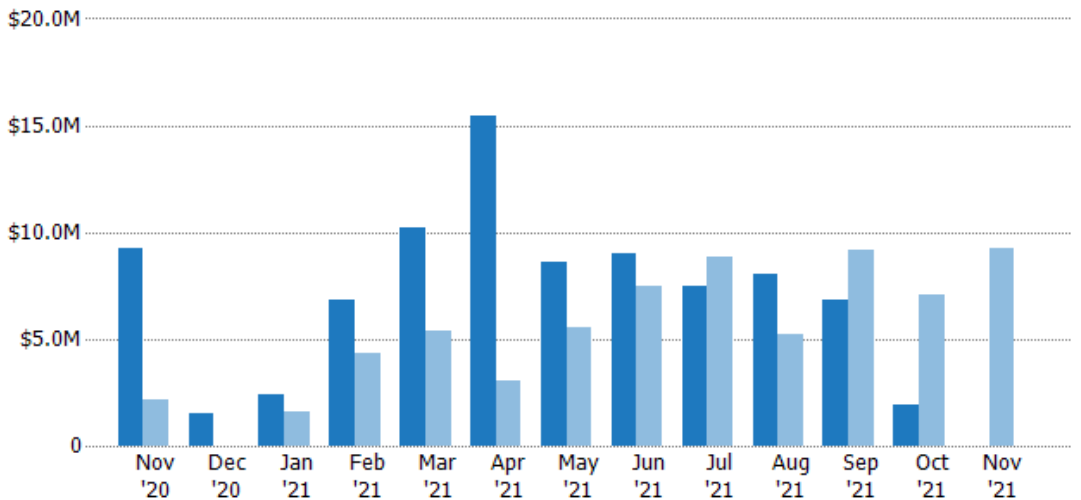
Current Year	7	3	4	5	9	15	9	12	9	8	8	3	-
Prior Year	4	-	2	5	8	6	8	9	11	8	11	8	7
Percent Change from Prior Year	75%	100%	100%	0%	13%	150%	13%	33%	-18%	0%	-27%	-63%	-100%

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



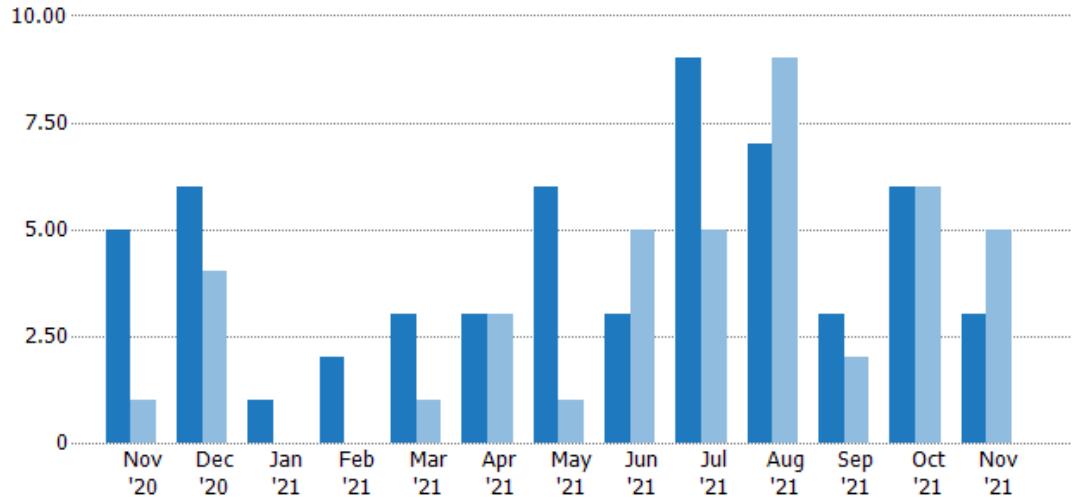
Current Year	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M	\$7.51M	\$8.08M	\$6.82M	\$1.91M	-
Prior Year	\$2.12M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M
Percent Change from Prior Year	336%	100%	48%	56%	88%	402%	56%	21%	-15%	56%	-26%	-73%	-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



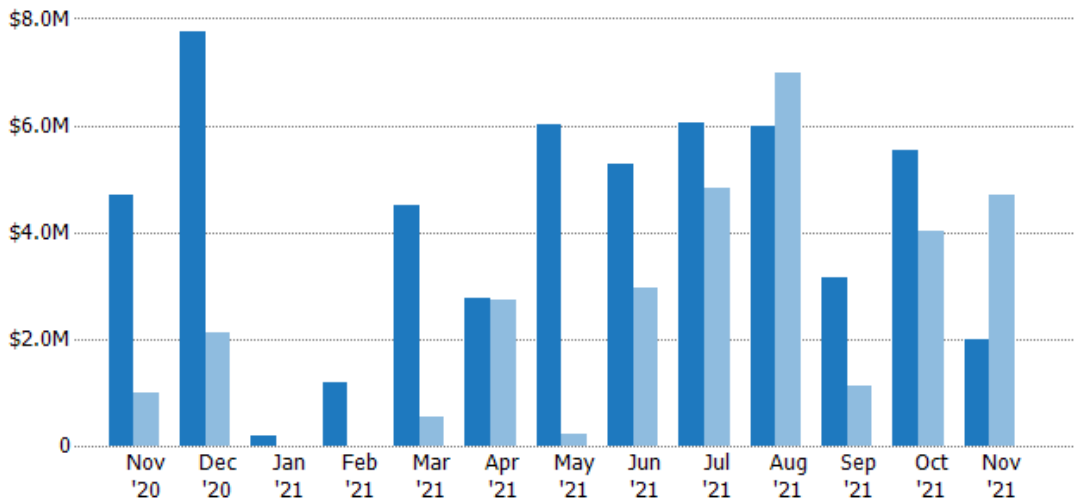
Current Year	5	6	1	2	3	3	6	3	9	7	3	6	3
Prior Year	1	4	-	-	1	3	1	5	5	9	2	6	5
Percent Change from Prior Year	400%	50%	100%	100%	200%	0%	500%	-40%	80%	-22%	50%	0%	-40%

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



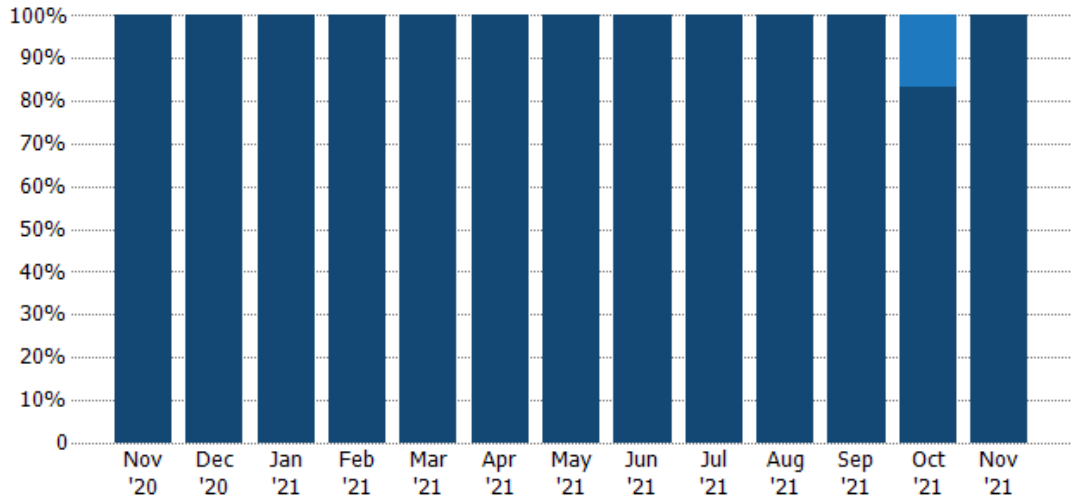
Current Year	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$6.04M	\$5.99M	\$3.16M	\$5.52M	\$2M
Prior Year	\$1M	\$2.11M	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M
Percent Change from Prior Year	371%	268%	100%	100%	711%	2%	2,767%	78%	25%	-14%	178%	37%	-57%

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



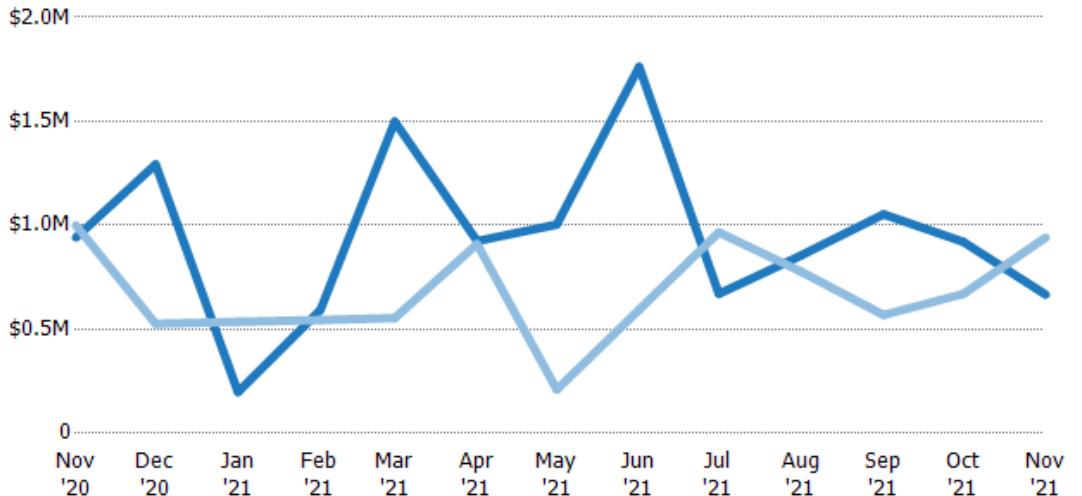
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	17%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%

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



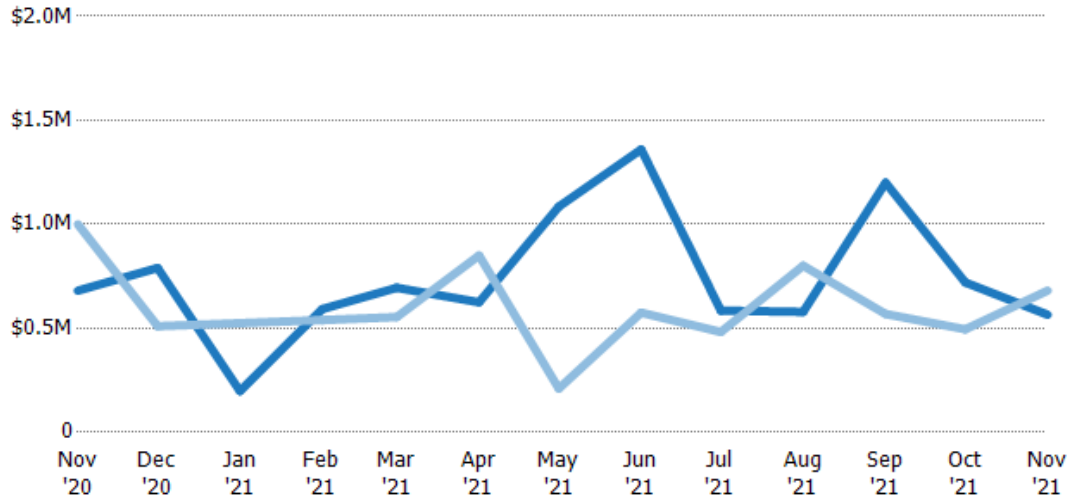
Current Year	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K	\$667K
Prior Year	\$1M	\$527K	\$536K	\$545K	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K
Percent Change from Prior Year	-6%	146%	100%	100%	170%	2%	378%	196%	-31%	10%	85%	37%	-29%

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



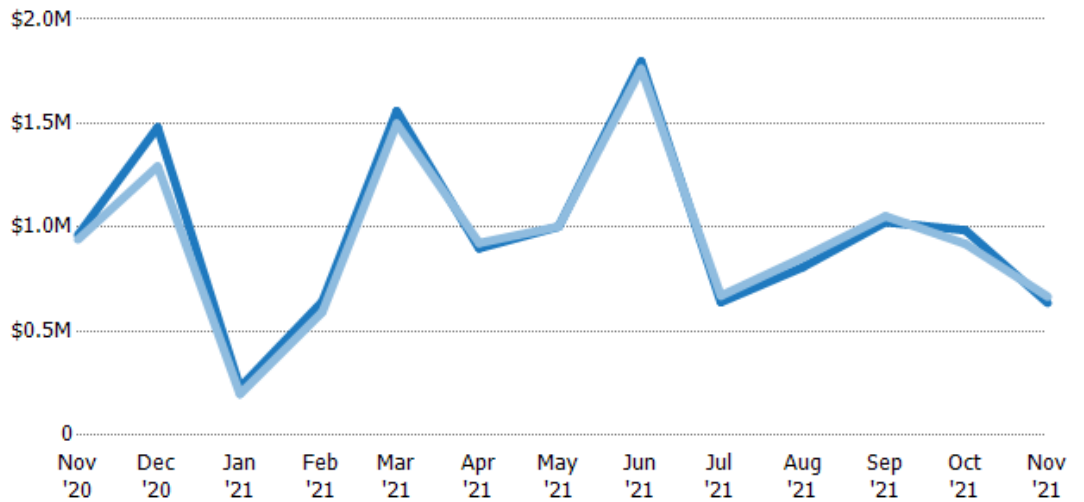
Current Year	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K	\$565K
Prior Year	\$1M	\$510K	\$525K	\$539K	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K
Percent Change from Prior Year	-32%	55%	100%	100%	25%	-26%	417%	137%	21%	-28%	111%	46%	-17%

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



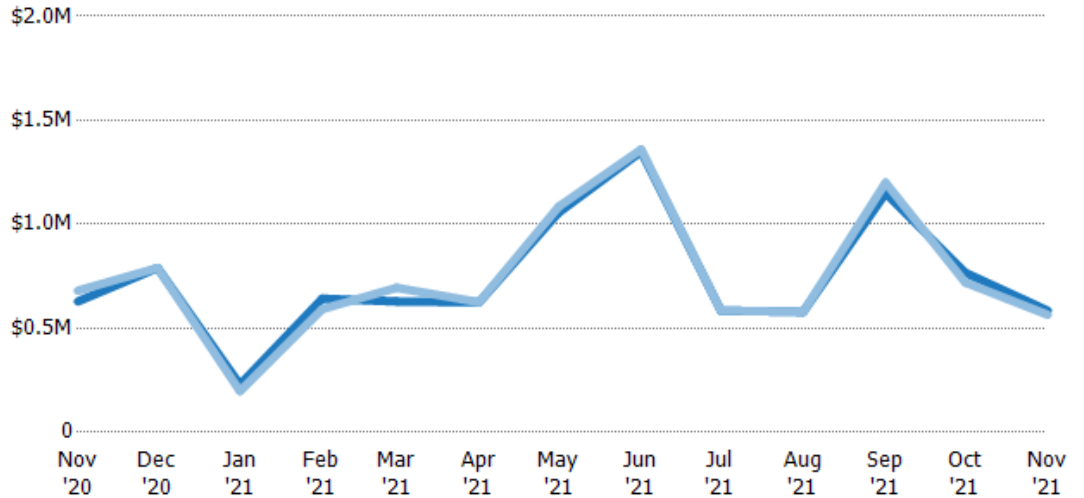
Avg List Price	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K	\$636K
Avg Sales Price	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K	\$667K
Avg Sales Price as a % of Avg List Price	98%	87%	86%	92%	96%	103%	100%	98%	105%	106%	103%	93%	105%

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



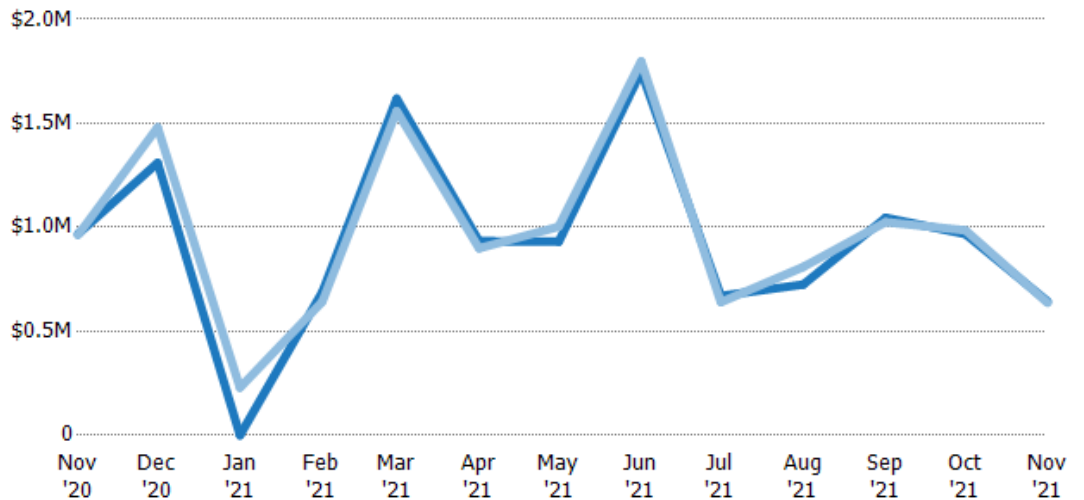
Median List Price	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K	\$585K
Median Sales Price	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K	\$565K
Med Sales Price as a % of Med List Price	108%	100%	86%	92%	110%	100%	103%	101%	100%	100%	104%	94%	97%

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



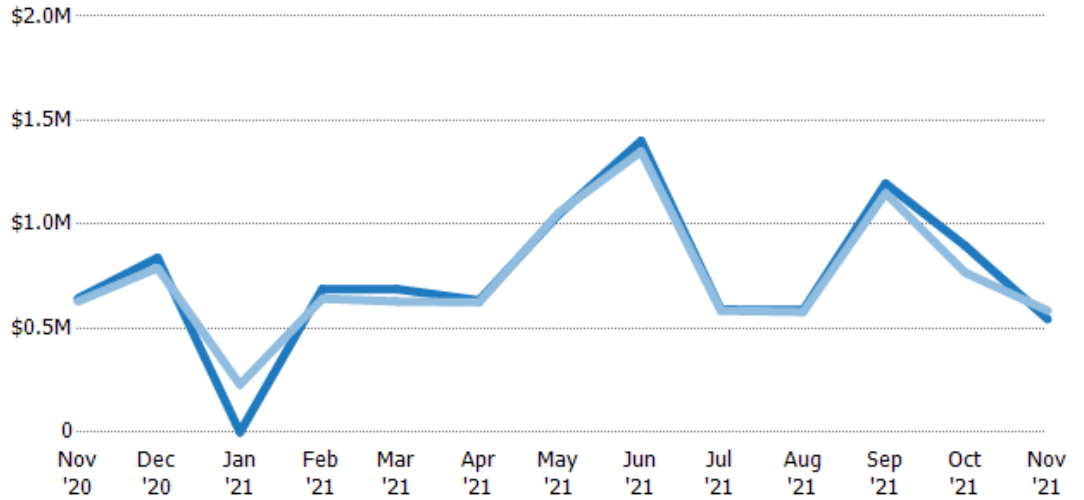
Avg Est Value	\$967K	\$1.31M	\$0	\$689K	\$1.62M	\$933K	\$931K	\$1.75M	\$670K	\$725K	\$1.05M	\$968K	\$643K
Avg Sales Price	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K	\$636K
Avg Sales Price as a % of Avg Est Value	99%	113%	100%	93%	96%	96%	108%	103%	96%	112%	98%	102%	99%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$644K	\$839K	\$0	\$689K	\$688K	\$634K	\$1.05M	\$1.4M	\$590K	\$588K	\$1.2M	\$896K	\$544K
Median Sales Price	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K	\$585K
Med Sales Price as a % of Med Est Value	98%	94%	100%	93%	91%	99%	101%	96%	99%	99%	96%	86%	108%