

Summary of Key Listing and Sales Metrics

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

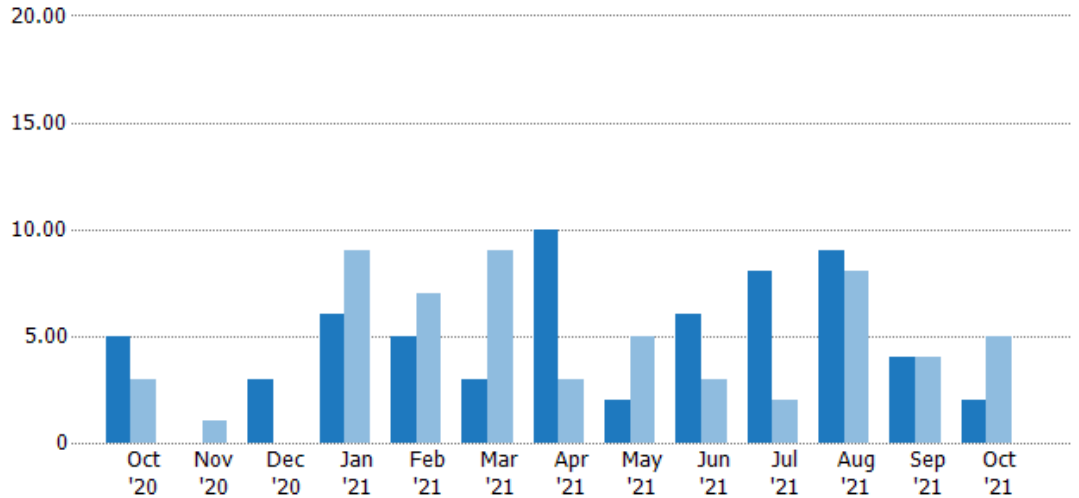
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	5	-60%	55	55	+/-
New Listing Volume	\$2,994,000	\$3,118,000	-4%	\$61,244,188	\$50,614,412	+21%
Active Listing Count	7	13	-46.2%	N/A	N/A	
Active Listing Volume	\$14,895,000	\$15,913,000	-6.4%	N/A	N/A	
Average Listing Price	\$2,127,857	\$1,224,077	+73.8%	\$1,331,090	\$1,059,726	+25.6%
Median Listing Price	\$1,450,000	\$885,000	+63.8%	\$1,108,344	\$738,848	+50%
Median Days in RPR	44	144	-69.4%	41.23	133.02	-69%
Months of Inventory	2.3	6.5	-64.1%	2.7	9	-70%
Absorption Rate	42.86%	15.38%	+27.5%	37.21%	11.17%	+26%
Sales Activity Charts Metrics						
New Pending Sales Count	1	3	-66.7%	45	46	-2.2%
New Pending Sales Volume	\$999,000	\$1,959,000	-49%	\$42,353,188	\$32,620,402	+29.8%
Pending Sales Count	3	8	-62.5%	N/A	N/A	
Pending Sales Volume	\$1,909,000	\$7,058,412	-73%	N/A	N/A	
Closed Sales Count	6	6	+/-	43	32	+34.4%
Closed Sales Volume	\$5,521,900	\$4,019,000	+37.4%	\$40,656,044	\$23,440,558	+73.4%
Average Sales Price	\$920,317	\$669,833	+37.4%	\$945,489	\$732,517	+29.1%
Median Sales Price	\$720,500	\$495,000	+45.6%	\$771,488	\$622,361	+24%

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



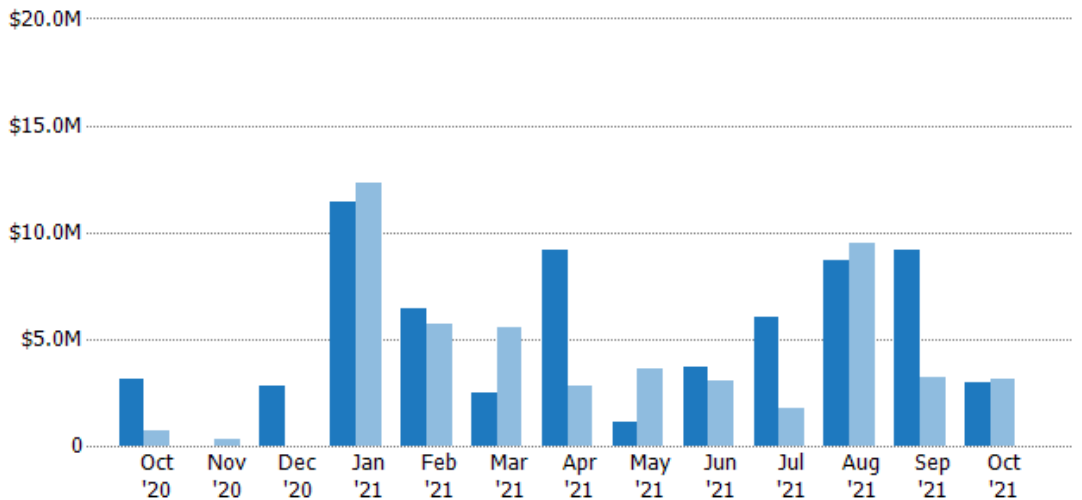
Current Year	5	-	3	6	5	3	10	2	6	8	9	4	2
Prior Year	3	1	-	9	7	9	3	5	3	2	8	4	5
Percent Change from Prior Year	67%	-100%	100%	-33%	-29%	-67%	233%	-60%	100%	300%	13%	0%	-60%

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	\$3.12M	-	\$2.8M	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$3.65M	\$6.05M	\$8.69M	\$9.2M	\$2.99M
Prior Year	\$750K	\$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	316%	-100%	100%	-7%	14%	-56%	225%	-68%	20%	241%	-9%	185%	-4%

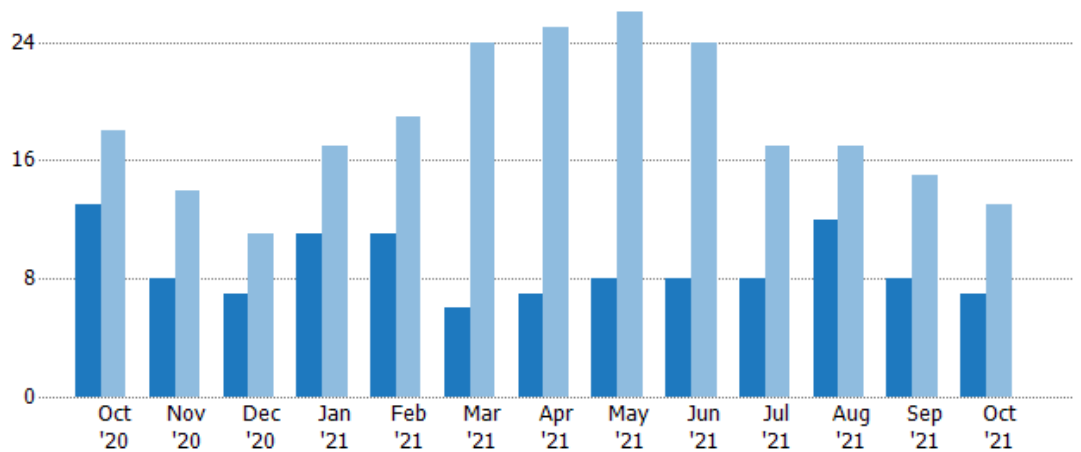
Active Listings

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.
Oct '21	7	-46.2%
Oct '20	13	-27.8%
Oct '19	18	-11.1%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	13	8	7	11	11	6	7	8	8	8	12	8	7
Prior Year	18	14	11	17	19	24	25	26	24	17	17	15	13
Percent Change from Prior Year	-28%	-43%	-36%	-35%	-42%	-75%	-72%	-69%	-67%	-53%	-29%	-47%	-46%

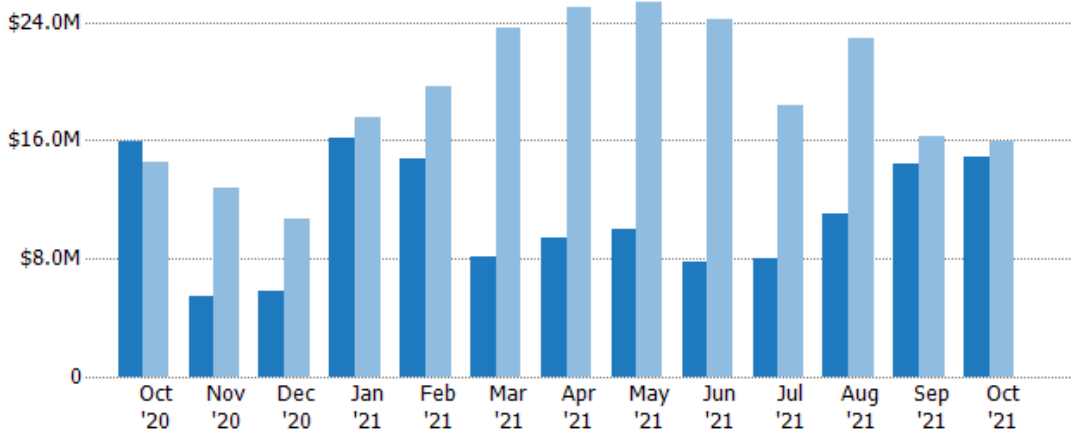
Active Listing Volume

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.
Oct '21	\$14.9M	-6.4%
Oct '20	\$15.9M	9.2%
Oct '19	\$14.6M	-26.8%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$15.9M	\$5.42M	\$5.78M	\$16.1M	\$14.7M	\$8.11M	\$9.46M	\$9.97M	\$7.79M	\$8M	\$11M	\$14.4M	\$14.9M
Prior Year	\$14.6M	\$12.8M	\$10.6M	\$17.6M	\$19.6M	\$23.6M	\$25M	\$25.4M	\$24.2M	\$18.4M	\$23M	\$16.2M	\$15.9M
Percent Change from Prior Year	9%	-58%	-46%	-8%	-25%	-66%	-62%	-61%	-68%	-56%	-52%	-11%	-6%

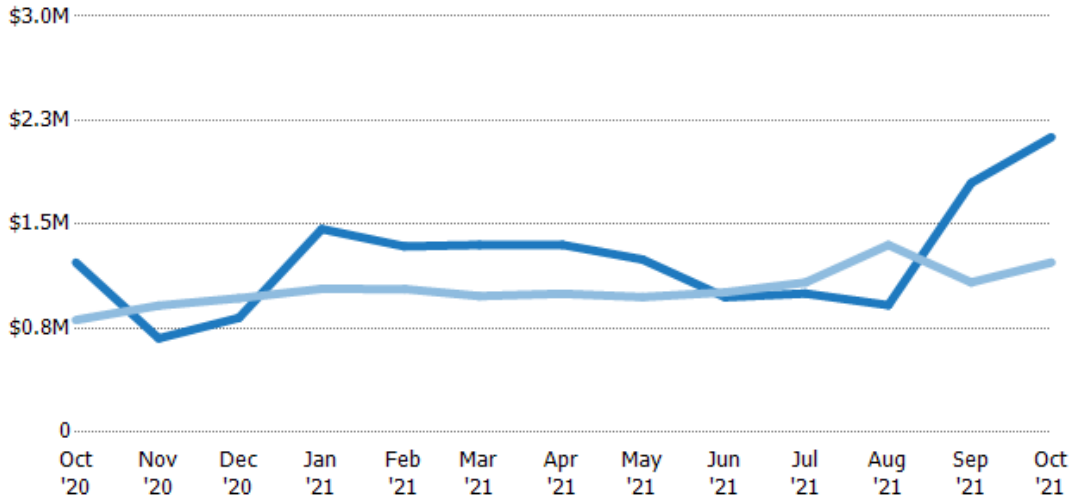
Average Listing Price

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.
Oct '21	\$2.13M	73.8%
Oct '20	\$1.22M	51.1%
Oct '19	\$810K	-17.6%



Current Year	\$1.22M	\$677K	\$825K	\$1.47M	\$1.34M	\$1.35M	\$1.35M	\$1.25M	\$974K	\$1M	\$917K	\$1.8M	\$2.13M
Prior Year	\$810K	\$914K	\$966K	\$1.03M	\$1.03M	\$982K	\$999K	\$975K	\$1.01M	\$1.08M	\$1.35M	\$1.08M	\$1.22M
Percent Change from Prior Year	51%	-26%	-15%	42%	30%	38%	35%	28%	-4%	-7%	-32%	66%	74%

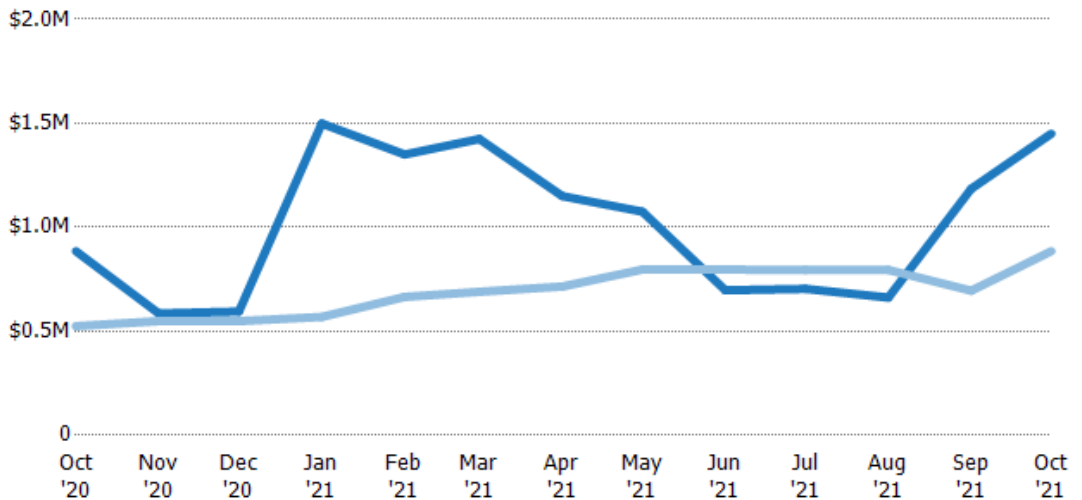
Median Listing Price

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.
Oct '21	\$1.45M	63.8%
Oct '20	\$885K	68.7%
Oct '19	\$524K	-6.2%



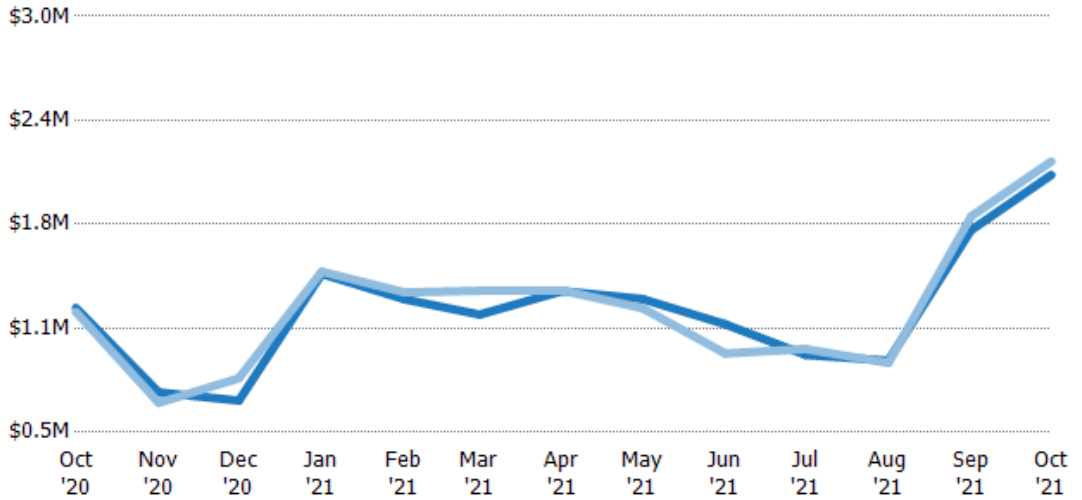
Current Year	\$885K	\$586K	\$595K	\$1.5M	\$1.35M	\$1.42M	\$1.15M	\$1.07M	\$697K	\$704K	\$662K	\$1.19M	\$1.45M
Prior Year	\$524K	\$549K	\$549K	\$569K	\$665K	\$690K	\$715K	\$797K	\$797K	\$795K	\$795K	\$695K	\$885K
Percent Change from Prior Year	69%	7%	8%	163%	103%	106%	61%	35%	-13%	-11%	-17%	71%	64%

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



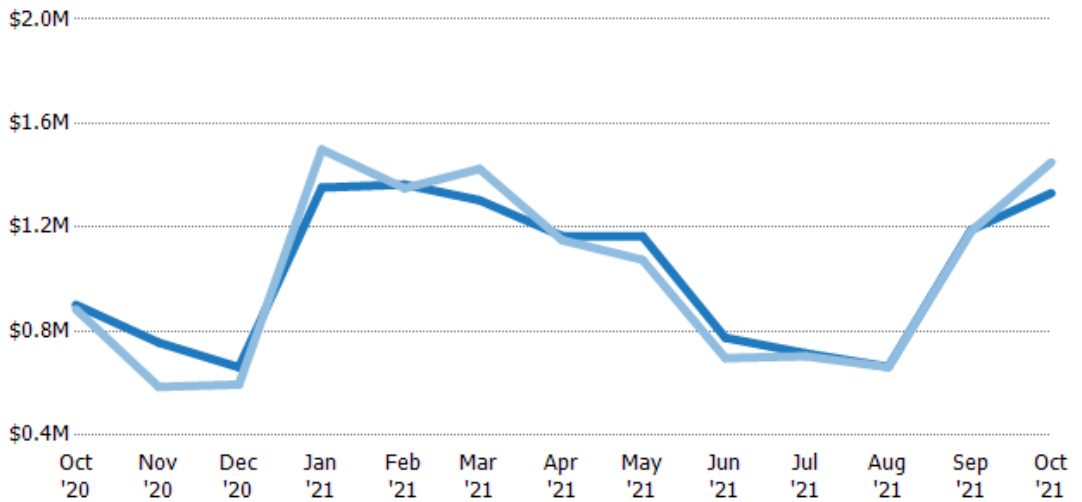
Avg Est Value	\$1.25M	\$740K	\$690K	\$1.45M	\$1.3M	\$1.21M	\$1.35M	\$1.3M	\$1.15M	\$965K	\$930K	\$1.72M	\$2.05M
Avg Listing Price	\$1.22M	\$677K	\$825K	\$1.47M	\$1.34M	\$1.35M	\$1.35M	\$1.25M	\$974K	\$1M	\$917K	\$1.8M	\$2.13M
Avg Listing Price as a % of Avg Est Value	98%	92%	120%	101%	103%	112%	100%	96%	85%	104%	99%	105%	104%

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	\$902K	\$756K	\$661K	\$1.35M	\$1.36M	\$1.3M	\$1.17M	\$1.17M	\$775K	\$715K	\$663K	\$1.19M	\$1.33M
Median Listing Price	\$885K	\$586K	\$595K	\$1.5M	\$1.35M	\$1.42M	\$1.15M	\$1.07M	\$697K	\$704K	\$662K	\$1.19M	\$1.45M
Med Listing Price as a % of Med Est Value	98%	77%	90%	111%	99%	109%	99%	92%	90%	98%	100%	100%	109%

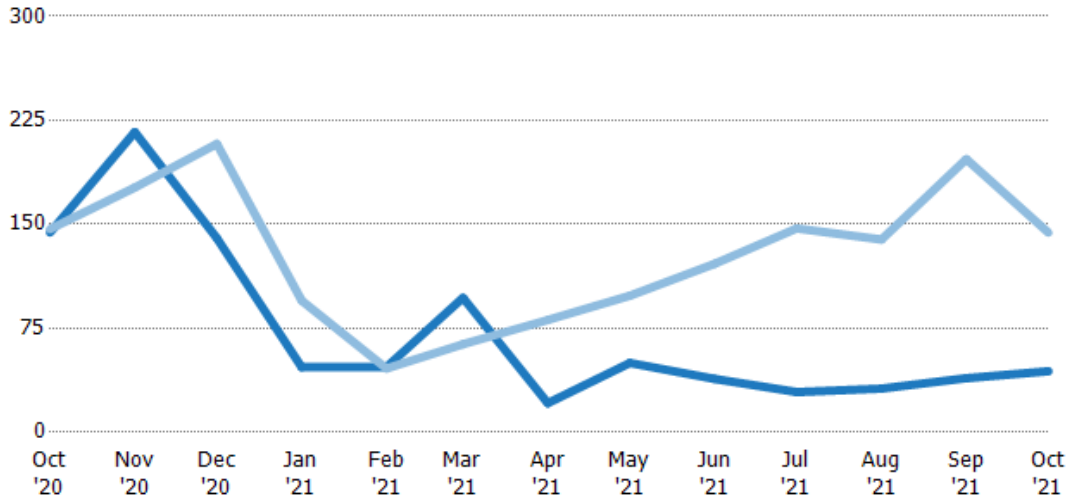
Median Days in RPR

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.
Oct '21	44	-69.4%
Oct '20	144	-1.7%
Oct '19	147	3.8%



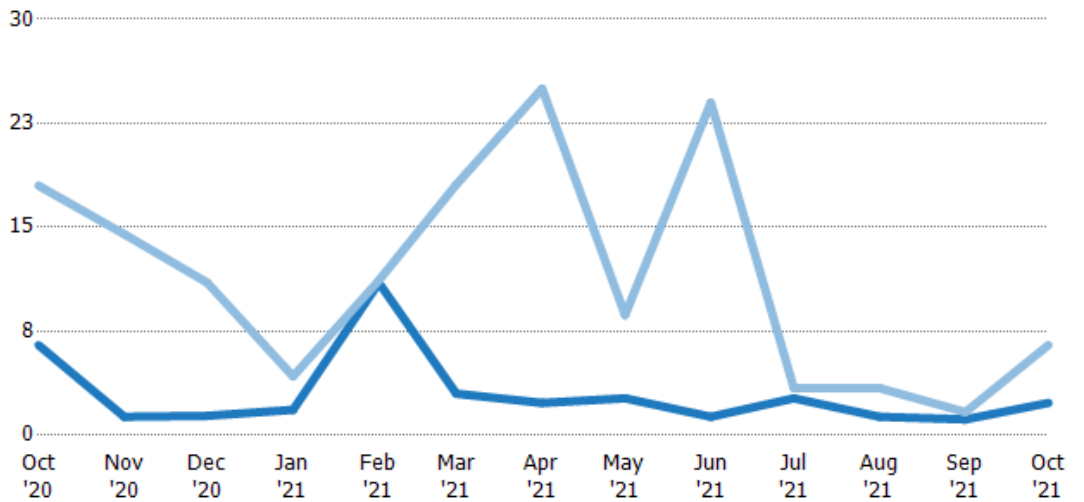
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	144	217	140	47	47	97	21	50	38.5	29	31.5	39	44
Prior Year	147	177	208	95	46	63.5	81	98.5	122	147	139	197	144
Percent Change from Prior Year	-2%	23%	-33%	-51%	2%	53%	-74%	-49%	-68%	-80%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



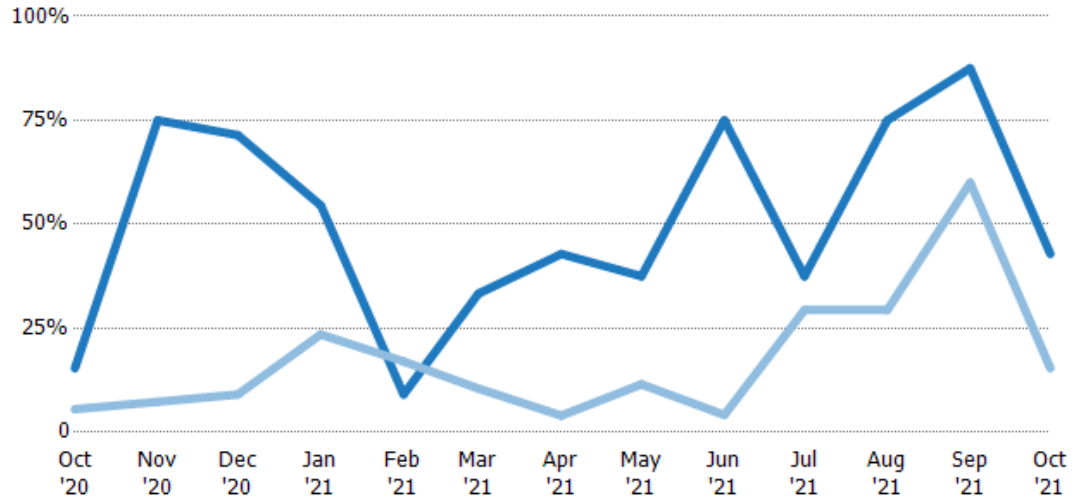
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	6.5	1.33	1.4	1.83	11	3	2.33	2.67	1.33	2.67	1.33	1.14	2.33
Prior Year	18	14.5	11	4.25	11.2	18.1	25	8.67	24	3.4	3.4	1.67	6.5
Percent Change from Prior Year	-64%	100%	-87%	-57%	100%	100%	-91%	-69%	-94%	-22%	-61%	-31%	-64%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



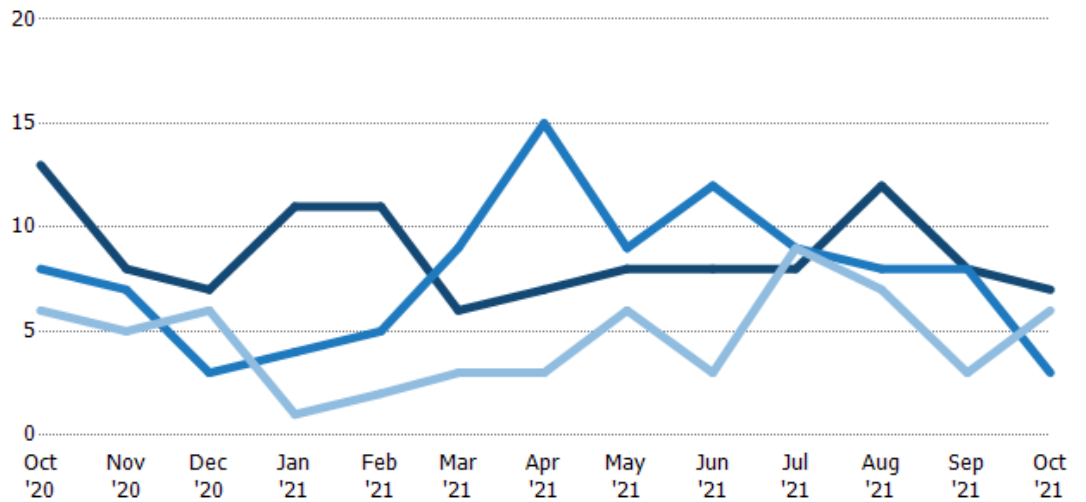
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	15%	75%	71%	55%	9%	33%	43%	38%	75%	38%	75%	88%	43%
Prior Year	6%	7%	9%	24%	17%	11%	4%	12%	4%	29%	29%	60%	15%
Change from Prior Year	-10%	-75%	-62%	-31%	-9%	-33%	-39%	-26%	-71%	-8%	-46%	-28%	-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



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

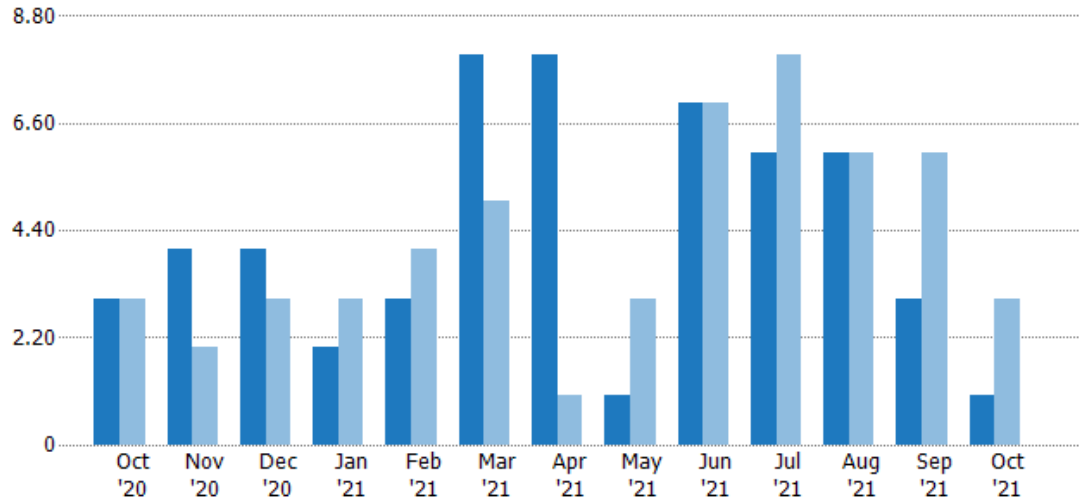
New Pending Sales

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.
Oct '21	1	-66.7%
Oct '20	3	0%
Oct '19	3	0%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	3	4	4	2	3	8	8	1	7	6	6	3	1
Prior Year	3	2	3	3	4	5	1	3	7	8	6	6	3
Percent Change from Prior Year	0%	100%	33%	-33%	-25%	60%	700%	-67%	0%	-25%	0%	-50%	-67%

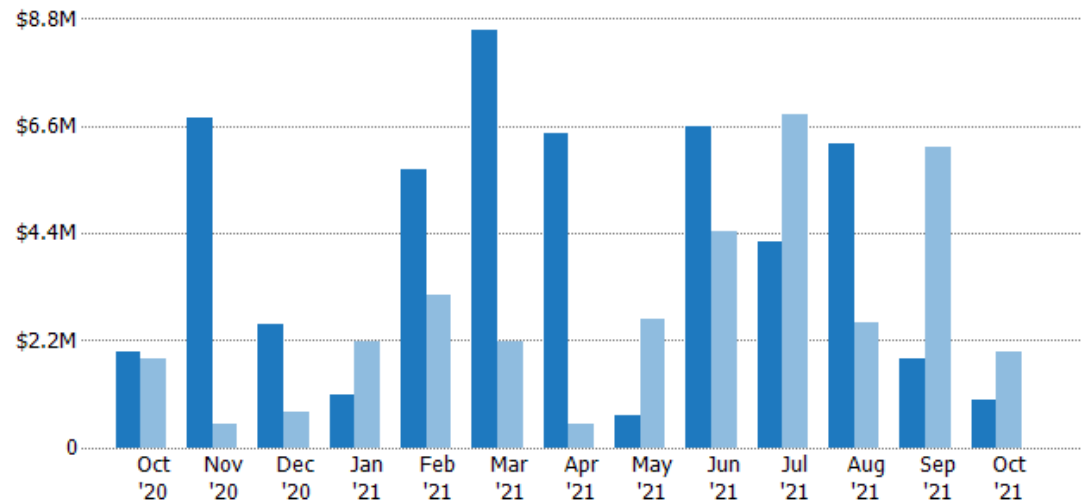
New Pending Sales Volume

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.
Oct '21	\$999K	-49%
Oct '20	\$1.96M	6.6%
Oct '19	\$1.84M	-24.5%



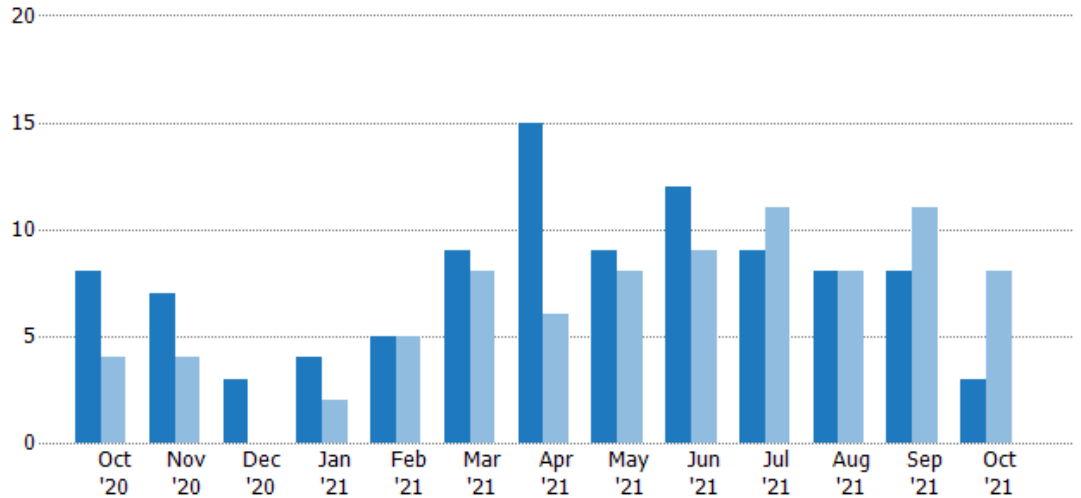
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$1.96M	\$6.78M	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M	\$6.23M	\$1.82M	\$999K
Prior Year	\$1.84M	\$479K	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M
Percent Change from Prior Year	7%	1,316%	236%	-50%	82%	292%	1,194%	-75%	48%	-38%	141%	-70%	-49%

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



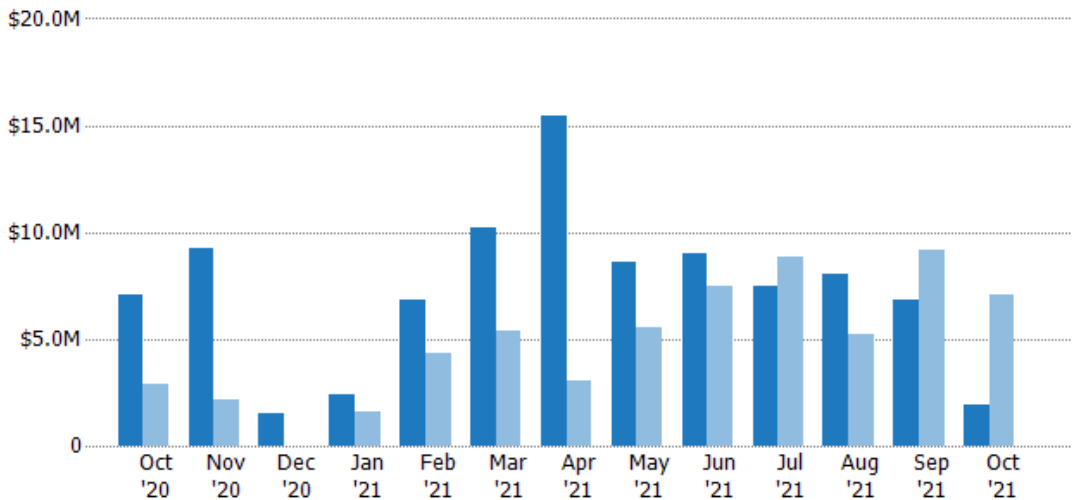
Current Year	8	7	3	4	5	9	15	9	12	9	8	8	3
Prior Year	4	4	-	2	5	8	6	8	9	11	8	11	8
Percent Change from Prior Year	100%	75%	100%	100%	0%	13%	150%	13%	33%	-18%	0%	-27%	-63%

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



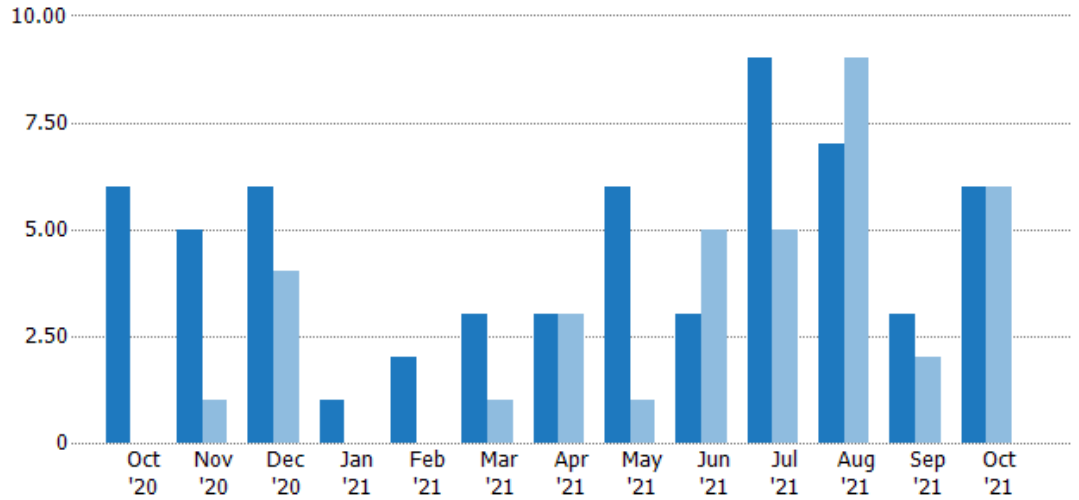
Current Year	\$7.06M	\$9.25M	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M	\$7.51M	\$8.08M	\$6.82M	\$1.91M
Prior Year	\$2.89M	\$2.12M	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M
Percent Change from Prior Year	144%	336%	100%	48%	56%	88%	402%	56%	21%	-15%	56%	-26%	-73%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



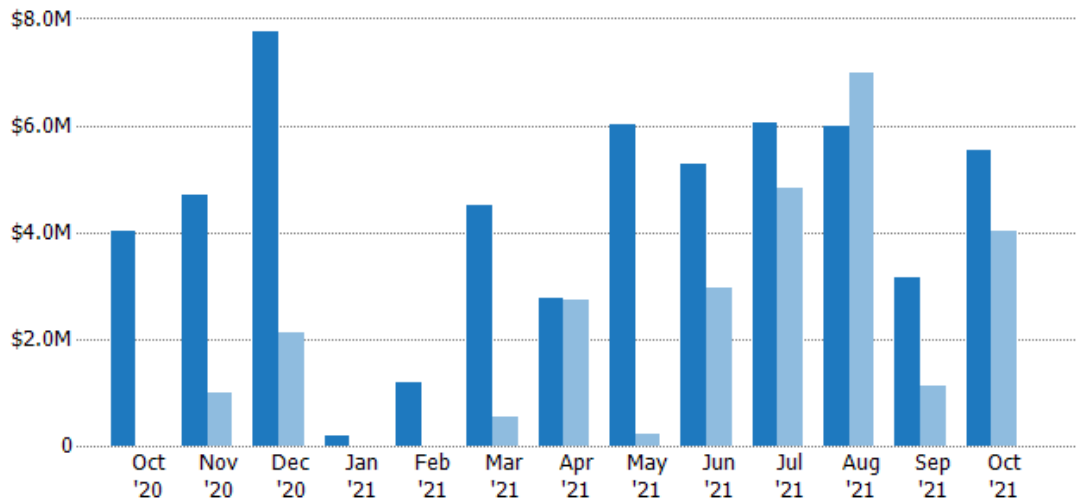
Current Year	6	5	6	1	2	3	3	6	3	9	7	3	6
Prior Year	-	1	4	-	-	1	3	1	5	5	9	2	6
Percent Change from Prior Year	100%	400%	50%	100%	100%	200%	0%	500%	-40%	80%	-22%	50%	0%

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



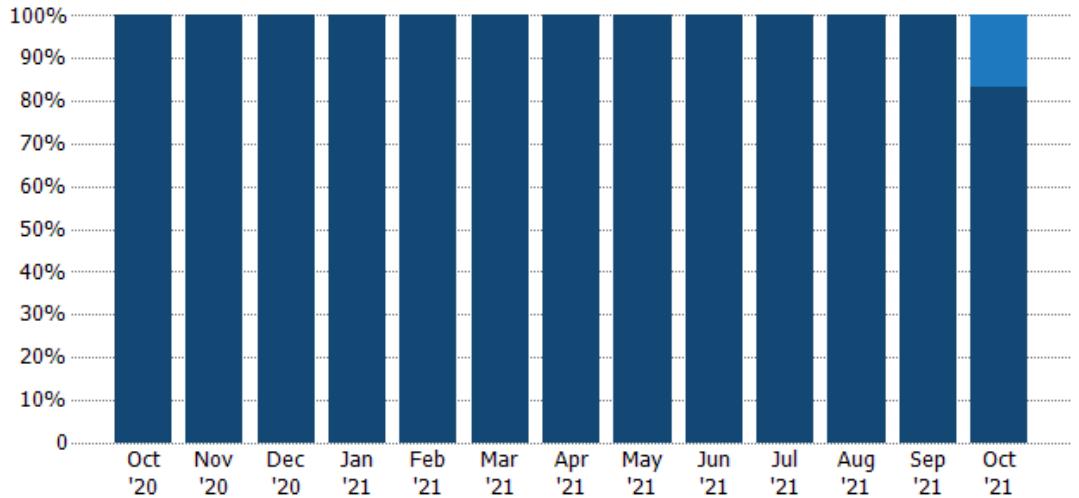
Current Year	\$4.02M	\$4.71M	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$6.04M	\$5.99M	\$3.16M	\$5.52M
Prior Year	-	\$1M	\$2.11M	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M
Percent Change from Prior Year	100%	371%	268%	100%	100%	711%	2%	2,767%	78%	25%	-14%	178%	37%

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



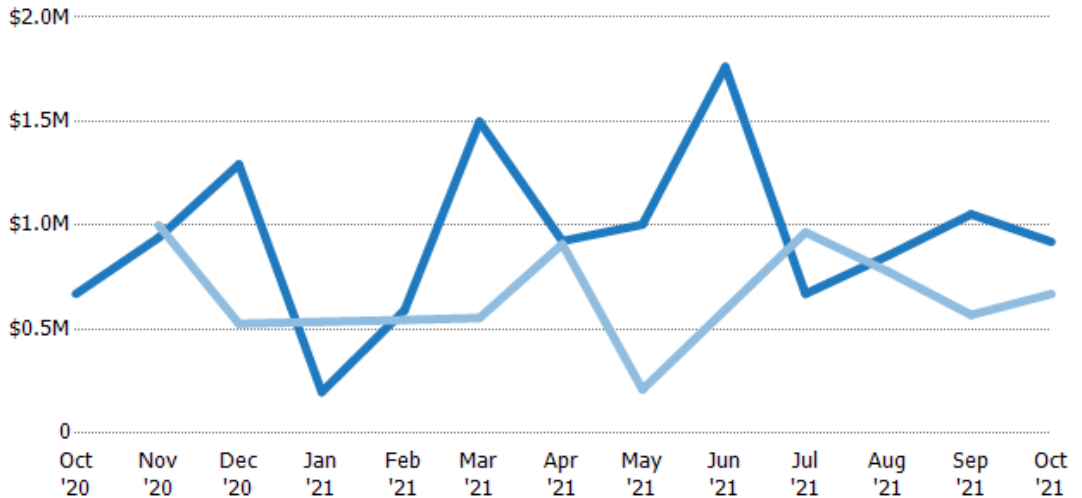
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	17%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%

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



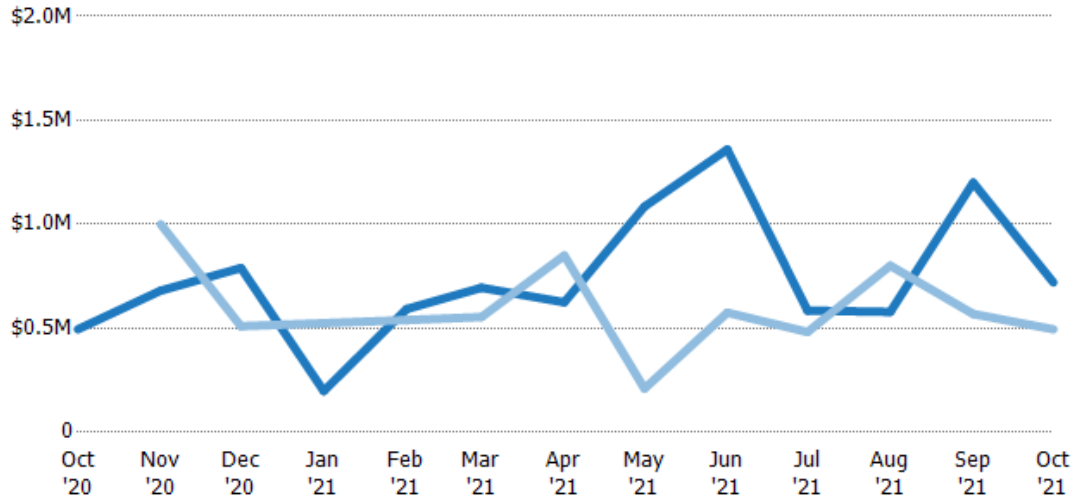
Current Year	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K
Prior Year	-	\$1M	\$527K	\$536K	\$545K	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K
Percent Change from Prior Year	100%	-6%	146%	100%	100%	170%	2%	378%	196%	-31%	10%	85%	37%

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



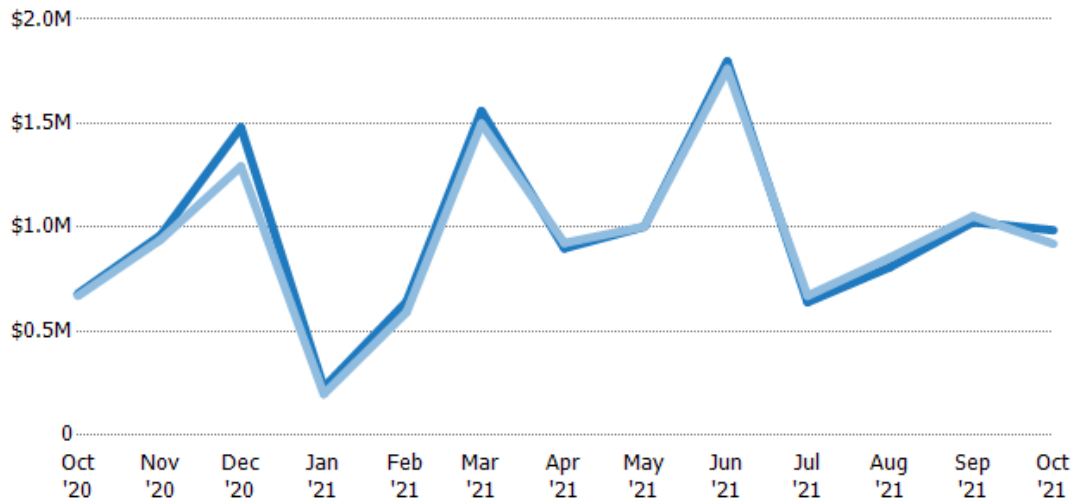
Current Year	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K
Prior Year	-	\$1M	\$510K	\$525K	\$539K	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K
Percent Change from Prior Year	100%	-32%	55%	100%	100%	25%	-26%	417%	137%	21%	-28%	111%	46%

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



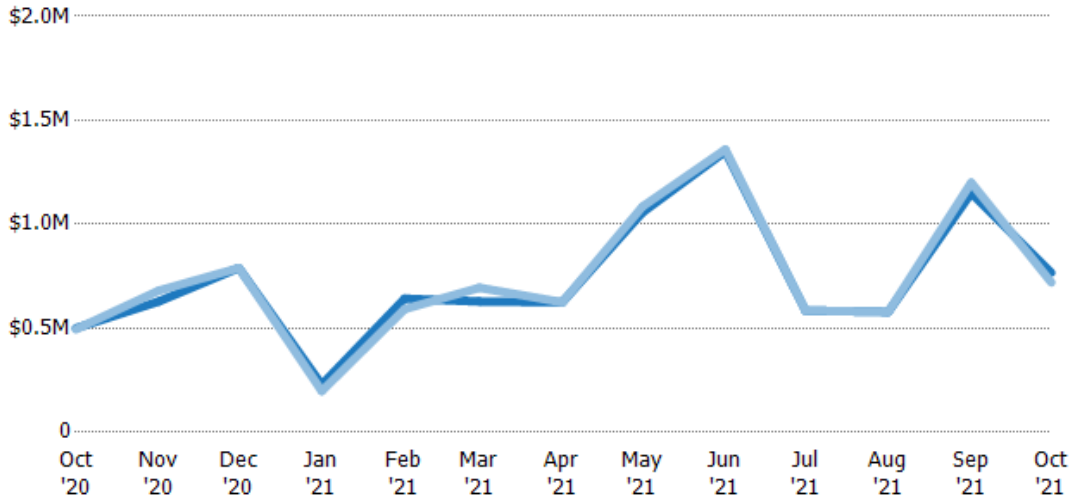
Avg List Price	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K
Avg Sales Price	\$670K	\$941K	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K
Avg Sales Price as a % of Avg List Price	98%	98%	87%	86%	92%	96%	103%	100%	98%	105%	106%	103%	93%

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



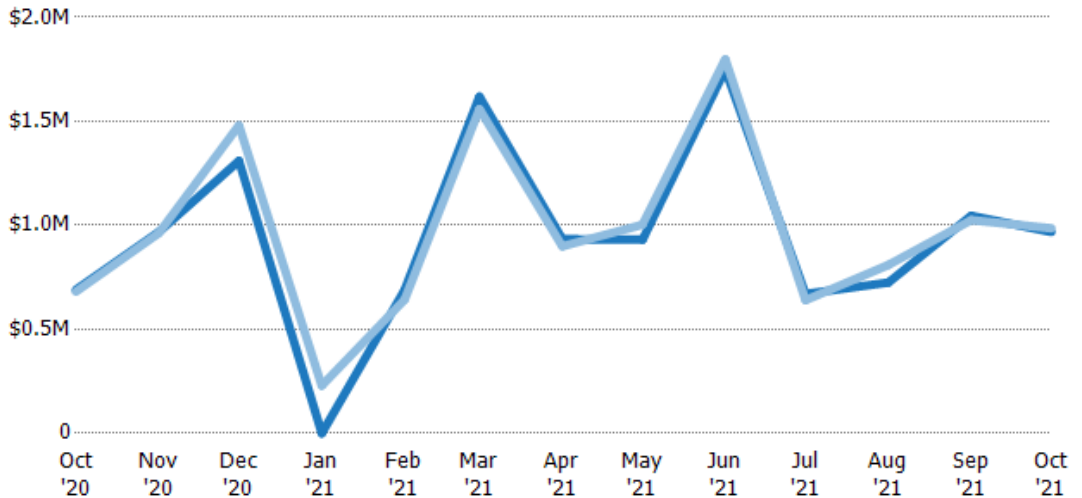
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K
Median Sales Price	\$495K	\$681K	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K
Med Sales Price as a % of Med List Price	99%	108%	100%	86%	92%	110%	100%	103%	101%	100%	100%	104%	94%

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



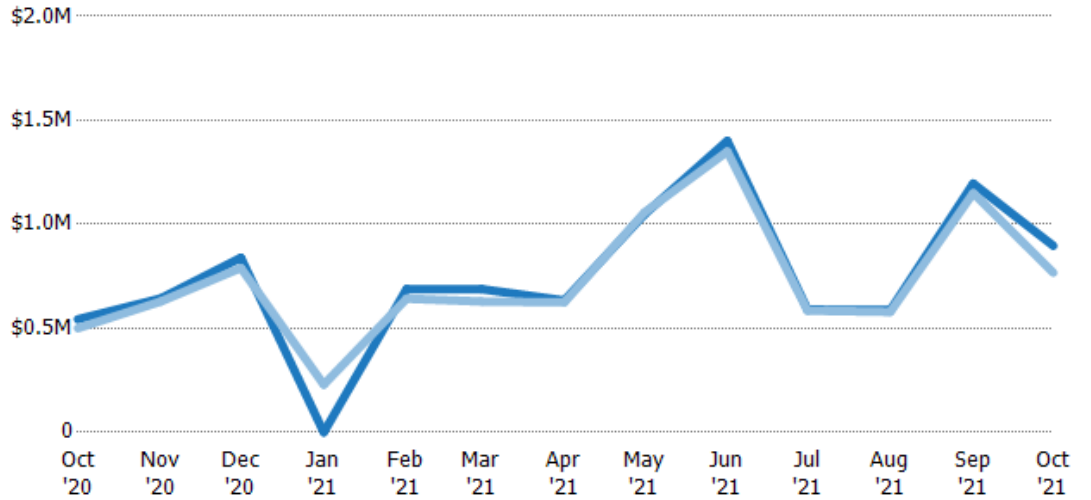
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$690K	\$967K	\$1.31M	\$0	\$689K	\$1.62M	\$933K	\$931K	\$1.75M	\$670K	\$725K	\$1.05M	\$968K
Avg Sales Price	\$681K	\$962K	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K
Avg Sales Price as a % of Avg Est Value	99%	99%	113%	100%	93%	96%	96%	108%	103%	96%	112%	98%	102%

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	\$543K	\$644K	\$839K	\$0	\$689K	\$688K	\$634K	\$1.05M	\$1.4M	\$590K	\$588K	\$1.2M	\$896K
Median Sales Price	\$500K	\$629K	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K
Med Sales Price as a % of Med Est Value	92%	98%	94%	100%	93%	91%	99%	101%	96%	99%	99%	96%	86%