

## Summary of Key Listing and Sales Metrics

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

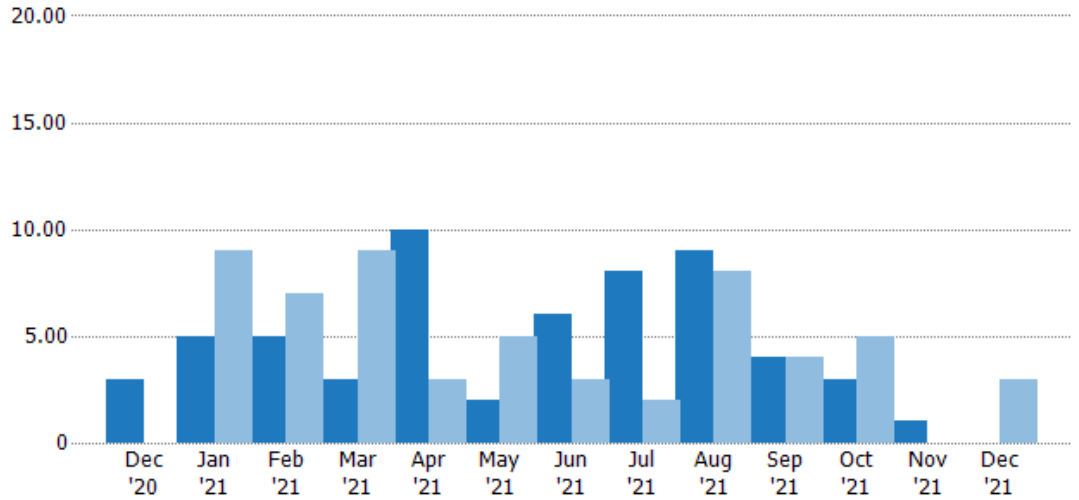
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	–	3	–	56	58	-3.4%
New Listing Volume	–	\$2,803,000	–	\$60,531,688	\$53,417,412	+13.3%
Active Listing Count	4	7	-42.9%	N/A	N/A	
Active Listing Volume	\$11,275,000	\$5,775,000	+95.2%	N/A	N/A	
Average Listing Price	\$2,818,750	\$825,000	+241.7%	\$1,350,625	\$965,178	+39.9%
Median Listing Price	\$1,322,500	\$595,000	+122.3%	\$1,052,161	\$689,330	+52.6%
Median Days in RPR	117	140	-16.4%	49.21	136.97	-64.1%
Months of Inventory	1.3	1.4	-4.8%	2	7.2	-72.3%
Absorption Rate	75%	71.43%	+3.6%	50%	13.86%	+36.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	–	4	–	49	54	-9.3%
New Pending Sales Volume	–	\$2,523,000	–	\$45,260,688	\$41,926,402	+8%
Pending Sales Count	–	3	–	N/A	N/A	
Pending Sales Volume	–	\$1,514,000	–	N/A	N/A	
Closed Sales Count	3	6	-50%	49	43	+14%
Closed Sales Volume	\$2,280,500	\$7,757,500	-70.6%	\$44,936,544	\$35,903,160	+25.2%
Average Sales Price	\$760,167	\$1,292,917	-41.2%	\$917,072	\$834,957	+9.8%
Median Sales Price	\$745,500	\$790,000	-5.6%	\$757,255	\$652,571	+16%

## 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



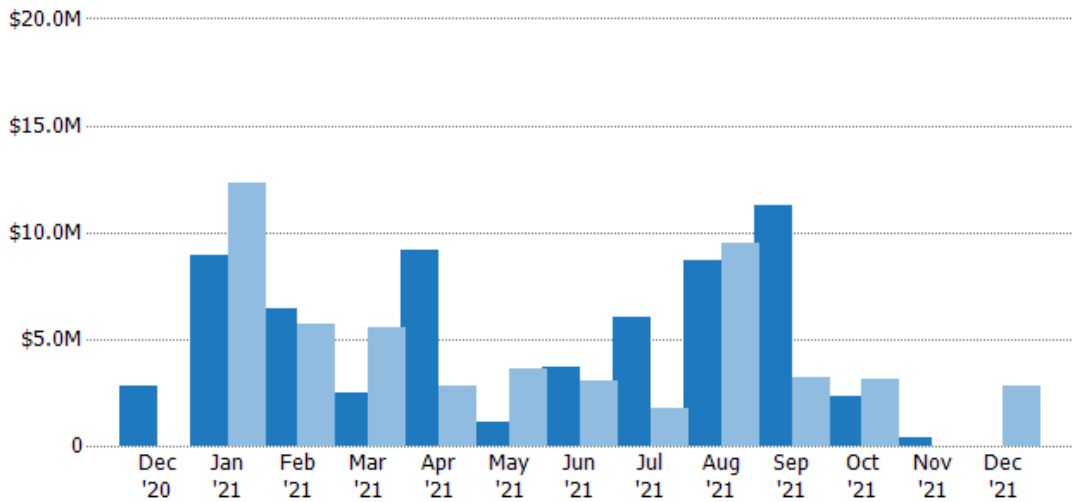
Current Year	3	5	5	3	10	2	6	8	9	4	3	1	-
Prior Year	-	9	7	9	3	5	3	2	8	4	5	-	3
Percent Change from Prior Year	100%	-44%	-29%	-67%	233%	-60%	100%	300%	13%	0%	-40%	100%	-100%

## 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	\$8.92M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$3.65M	\$6.05M	\$8.69M	\$11.2M	\$2.31M	\$419K	-
Prior Year	-	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$3.23M	\$3.12M	-	\$2.8M
Percent Change from Prior Year	100%	-27%	14%	-56%	225%	-68%	20%	241%	-9%	248%	-26%	100%	-100%

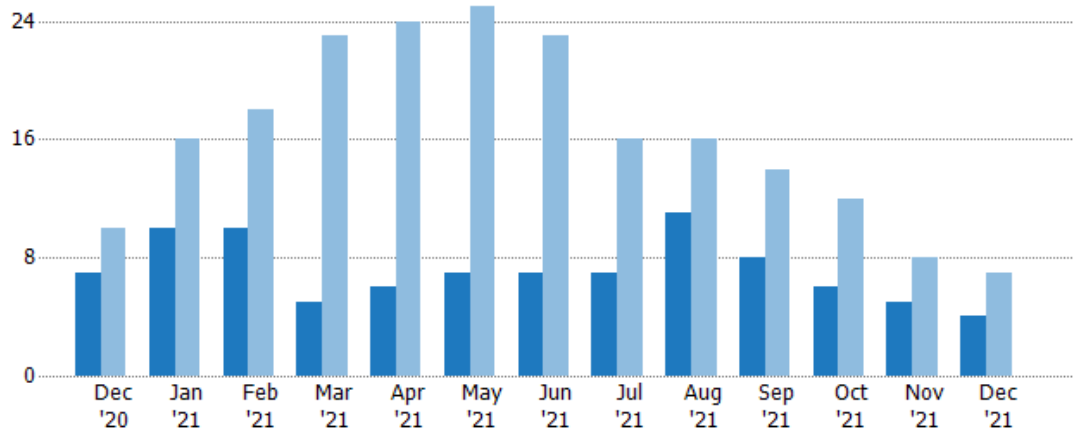
## Active Listings

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.
Dec '21	4	-42.9%
Dec '20	7	-30%
Dec '19	10	30%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	7	10	10	5	6	7	7	7	11	8	6	5	4
Prior Year	10	16	18	23	24	25	23	16	16	14	12	8	7
Percent Change from Prior Year	-30%	-38%	-44%	-78%	-75%	-72%	-70%	-56%	-31%	-43%	-50%	-38%	-43%

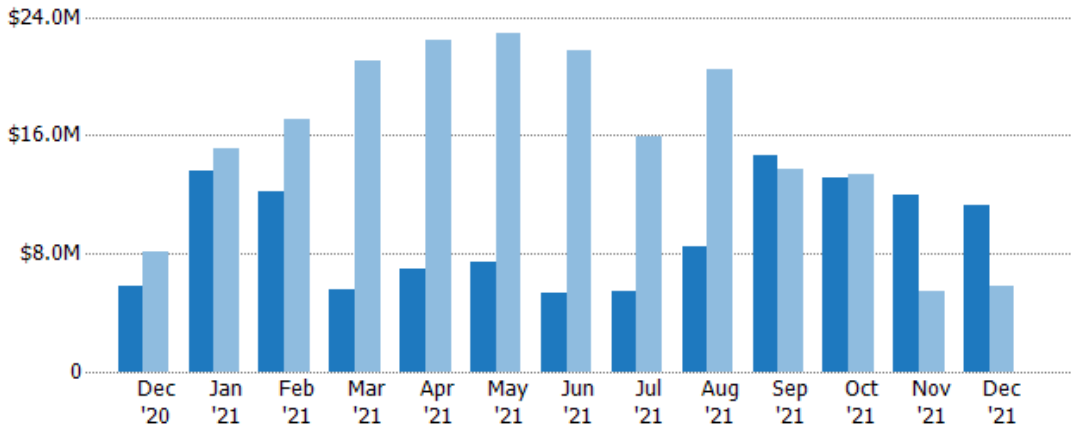
## Active Listing Volume

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.
Dec '21	\$11.3M	95.2%
Dec '20	\$5.78M	-29%
Dec '19	\$8.13M	15.2%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$5.78M	\$13.6M	\$12.2M	\$5.61M	\$6.96M	\$7.47M	\$5.29M	\$5.5M	\$8.5M	\$14.6M	\$13.1M	\$12M	\$11.3M
Prior Year	\$8.13M	\$15.1M	\$17.1M	\$21.1M	\$22.5M	\$22.9M	\$21.7M	\$15.9M	\$20.5M	\$13.7M	\$13.4M	\$5.42M	\$5.78M
Percent Change from Prior Year	-29%	-10%	-28%	-73%	-69%	-67%	-76%	-65%	-58%	7%	-2%	121%	95%

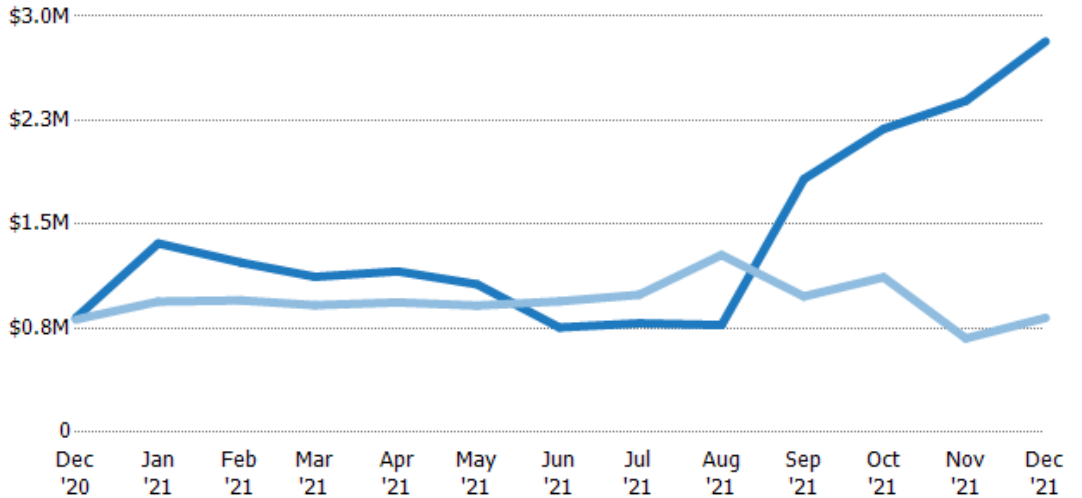
## Average Listing Price

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.
Dec '21	\$2.82M	241.7%
Dec '20	\$825K	1.5%
Dec '19	\$813K	-11.4%



Current Year	\$825K	\$1.36M	\$1.22M	\$1.12M	\$1.16M	\$1.07M	\$756K	\$786K	\$773K	\$1.83M	\$2.19M	\$2.39M	\$2.82M
Prior Year	\$813K	\$943K	\$951K	\$916K	\$936K	\$914K	\$944K	\$992K	\$1.28M	\$980K	\$1.12M	\$677K	\$825K
Percent Change from Prior Year	1%	44%	29%	22%	24%	17%	-20%	-21%	-40%	86%	96%	253%	242%

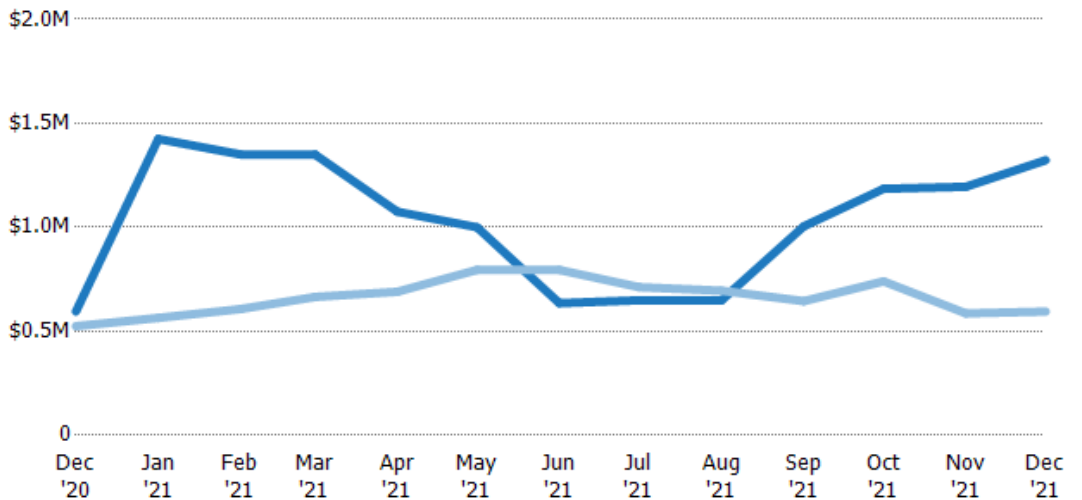
## Median Listing Price

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.
Dec '21	\$1.32M	122.3%
Dec '20	\$595K	13.4%
Dec '19	\$524K	-4.9%



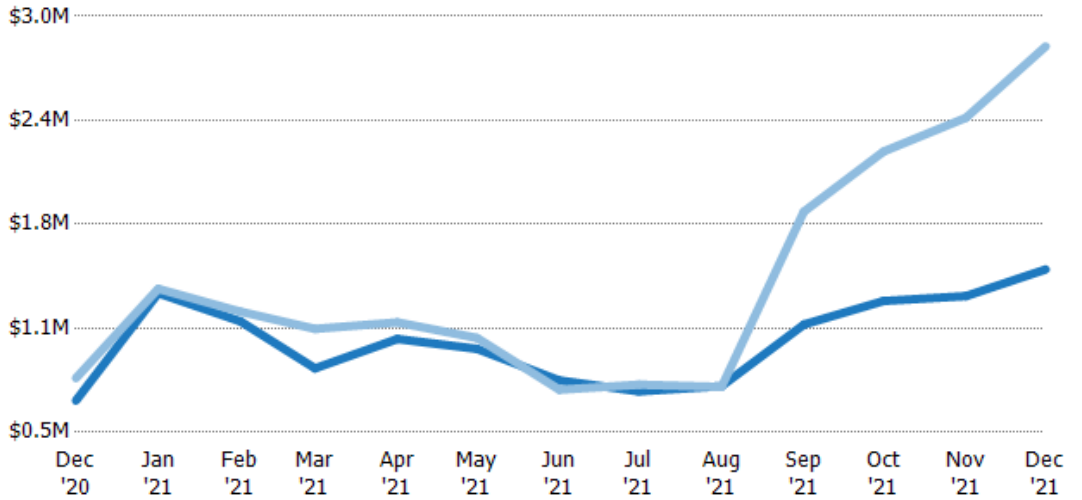
Current Year	\$595K	\$1.42M	\$1.35M	\$1.35M	\$1.07M	\$1M	\$635K	\$649K	\$649K	\$1.01M	\$1.19M	\$1.2M	\$1.32M
Prior Year	\$524K	\$564K	\$607K	\$665K	\$690K	\$795K	\$795K	\$712K	\$695K	\$645K	\$740K	\$586K	\$595K
Percent Change from Prior Year	13%	152%	122%	103%	56%	26%	-20%	-9%	-7%	56%	60%	104%	122%

## 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



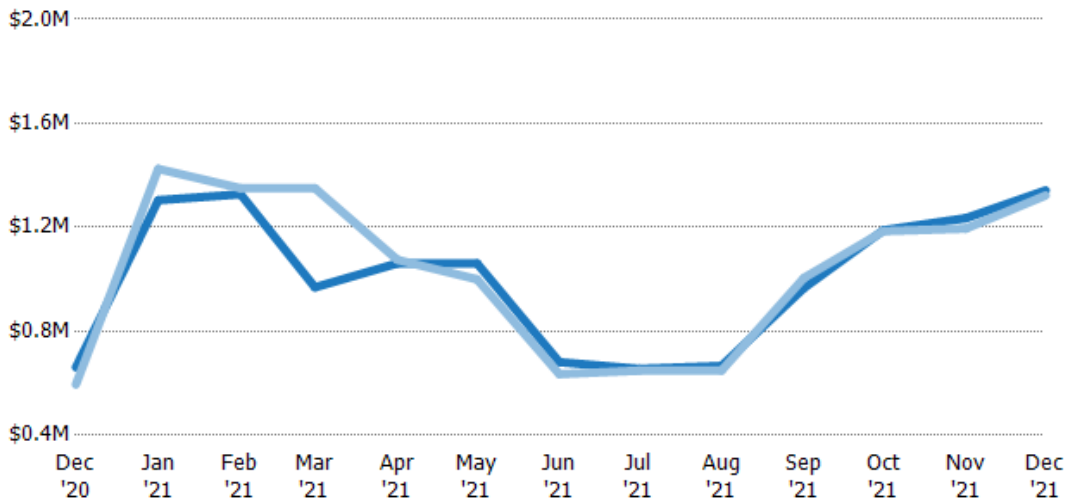
Avg Est Value	\$690K	\$1.34M	\$1.17M	\$884K	\$1.06M	\$1M	\$811K	\$746K	\$777K	\$1.15M	\$1.29M	\$1.32M	\$1.48M
Avg Listing Price	\$825K	\$1.36M	\$1.22M	\$1.12M	\$1.16M	\$1.07M	\$756K	\$786K	\$773K	\$1.83M	\$2.19M	\$2.39M	\$2.82M
Avg Listing Price as a % of Avg Est Value	120%	102%	105%	127%	109%	107%	93%	105%	99%	159%	170%	181%	191%

## 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



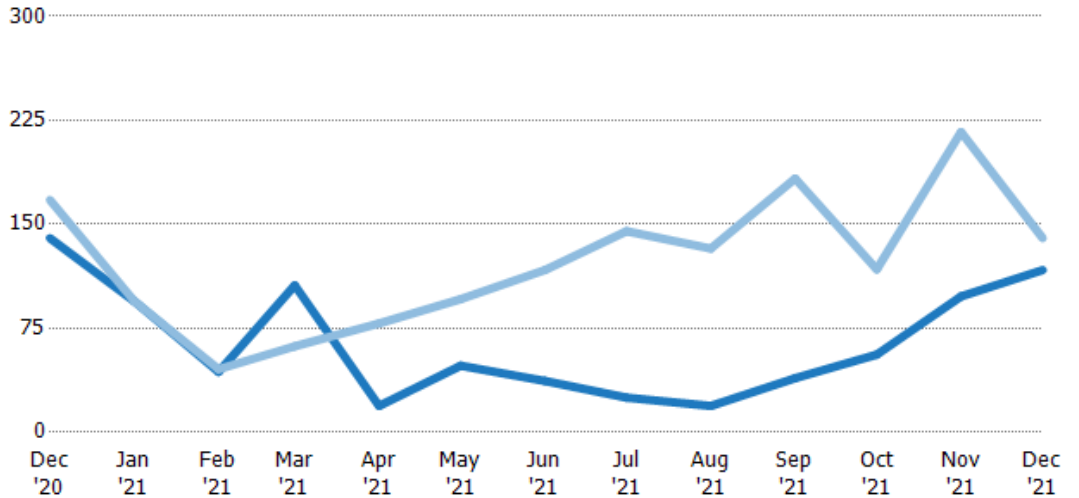
Median Est Value	\$661K	\$1.3M	\$1.33M	\$969K	\$1.06M	\$1.06M	\$681K	\$656K	\$666K	\$966K	\$1.19M	\$1.24M	\$1.34M
Median Listing Price	\$595K	\$1.42M	\$1.35M	\$1.35M	\$1.07M	\$1M	\$635K	\$649K	\$649K	\$1.01M	\$1.19M	\$1.2M	\$1.32M
Med Listing Price as a % of Med Est Value	90%	109%	102%	139%	101%	94%	93%	99%	97%	104%	100%	97%	99%

## 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.
Dec '21	117	-16.4%
Dec '20	140	-16.4%
Dec '19	168	12.2%

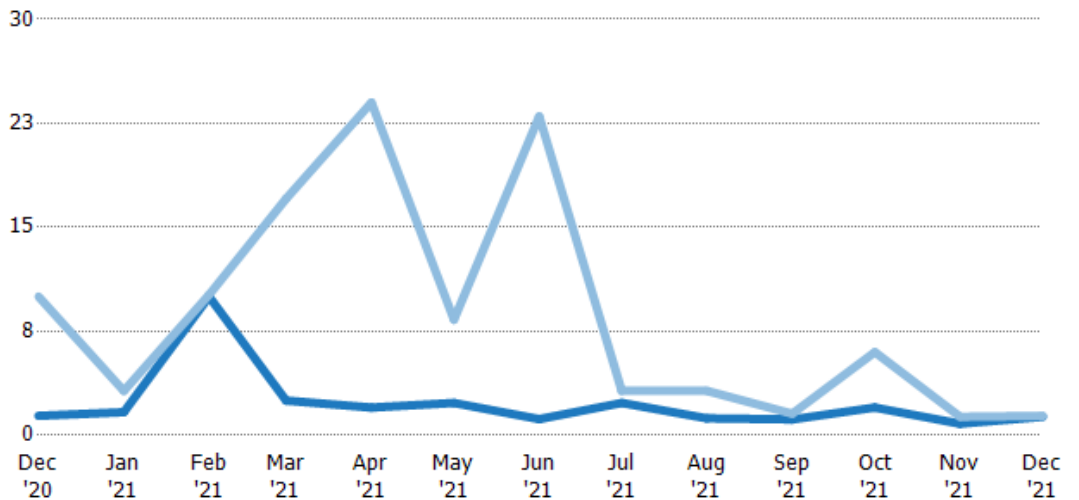
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	140	94.5	43.5	106	19	48	37	25	19	39	56	98	117
Prior Year	168	94.5	45.5	62	78.5	96	117	145	133	183	118	217	140
Percent Change from Prior Year	-16%	0%	-4%	71%	-76%	-50%	-68%	-83%	-86%	-79%	-52%	-55%	-16%

## 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



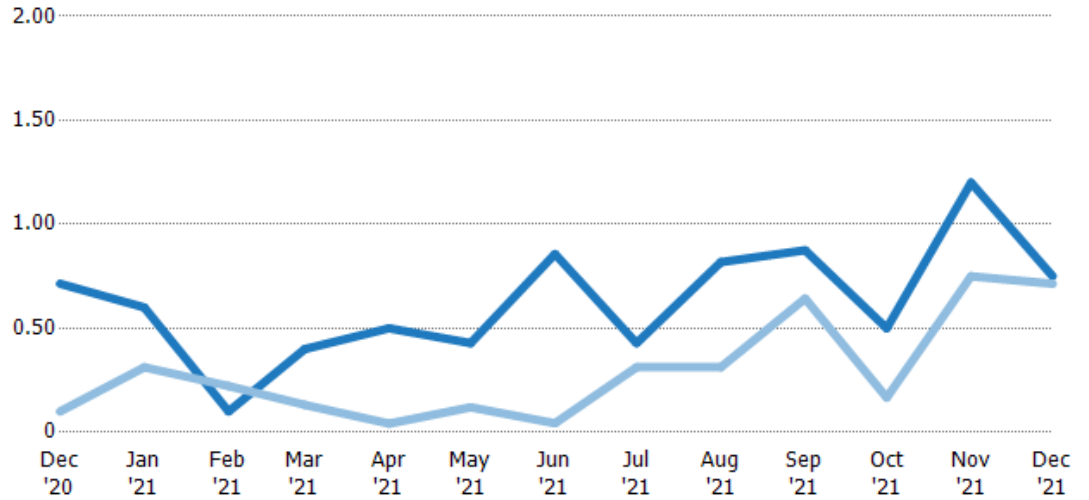
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	1.4	1.67	10	2.5	2	2.33	1.17	2.33	1.22	1.14	2	0	1.33
Prior Year	10	3.2	10.1	17.1	24	8.33	23	3.2	3.2	1.56	6	1.33	1.4
Percent Change from Prior Year	-86%	-48%	100%	100%	-92%	-72%	-95%	-27%	-62%	-27%	-67%	-38%	-5%

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



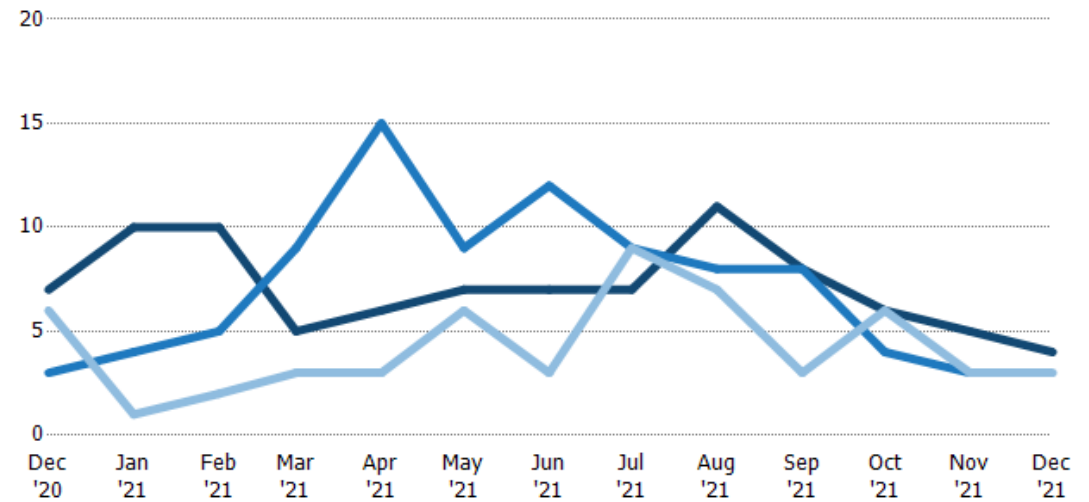
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	71%	60%	10%	40%	50%	43%	86%	43%	82%	88%	50%	120%	75%
Prior Year	10%	31%	22%	13%	4%	12%	4%	31%	31%	64%	17%	75%	71%
Change from Prior Year	-61%	-29%	-10%	-40%	-46%	-31%	-81%	-12%	-51%	-23%	-33%	-45%	-4%

## 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



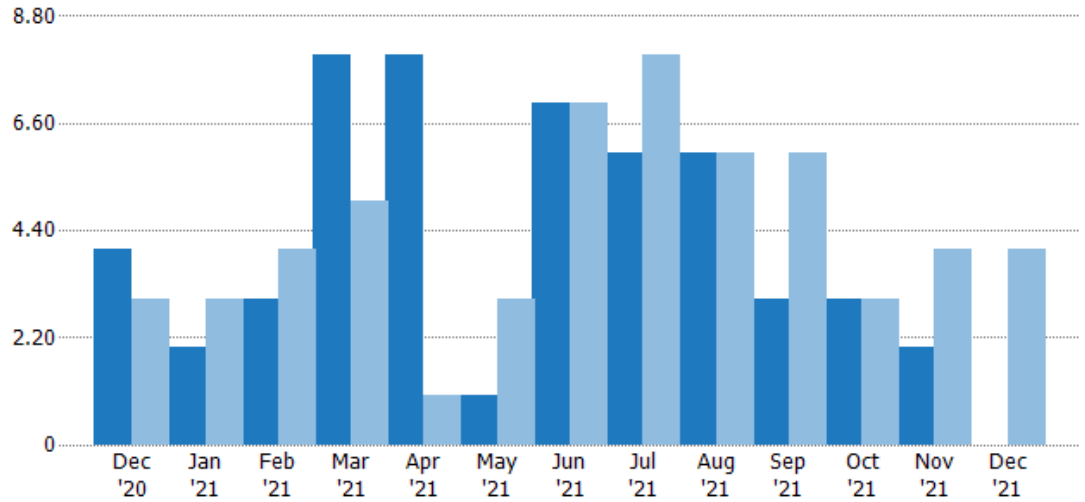
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	7	10	10	5	6	7	7	7	11	8	6	5	4
Pending	3	4	5	9	15	9	12	9	8	8	4	3	-
Sold	6	1	2	3	3	6	3	9	7	3	6	3	3

## 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



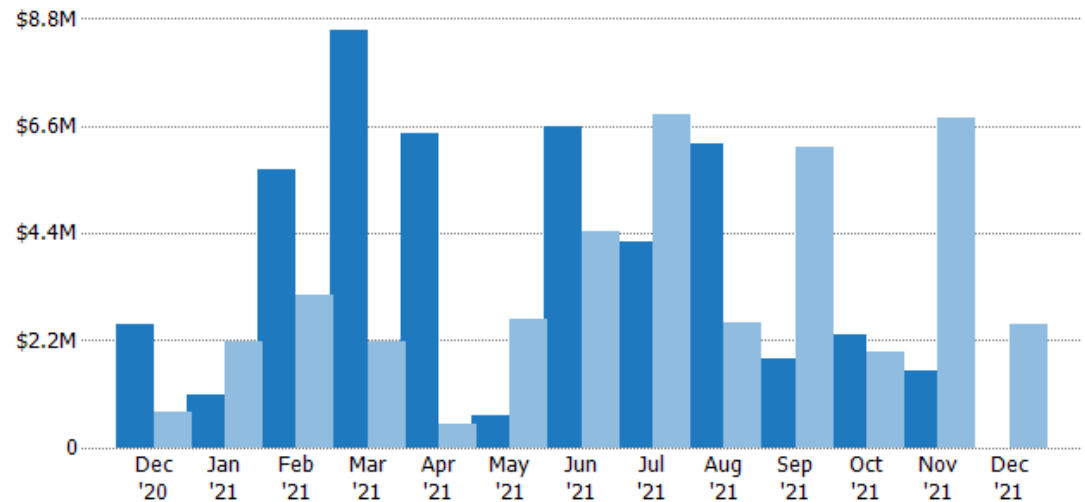
Current Year	4	2	3	8	8	1	7	6	6	3	3	2	-
Prior Year	3	3	4	5	1	3	7	8	6	6	3	4	4
Percent Change from Prior Year	33%	-33%	-25%	60%	700%	-67%	0%	-25%	0%	-50%	0%	-50%	-100%

## 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	\$2.52M	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M	\$6.23M	\$1.82M	\$2.31M	\$1.59M	-
Prior Year	\$750K	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$4.44M	\$6.83M	\$2.59M	\$6.16M	\$1.96M	\$6.78M	\$2.52M
Percent Change from Prior Year	236%	-50%	82%	292%	1,194%	-75%	48%	-38%	141%	-70%	18%	-77%	-100%

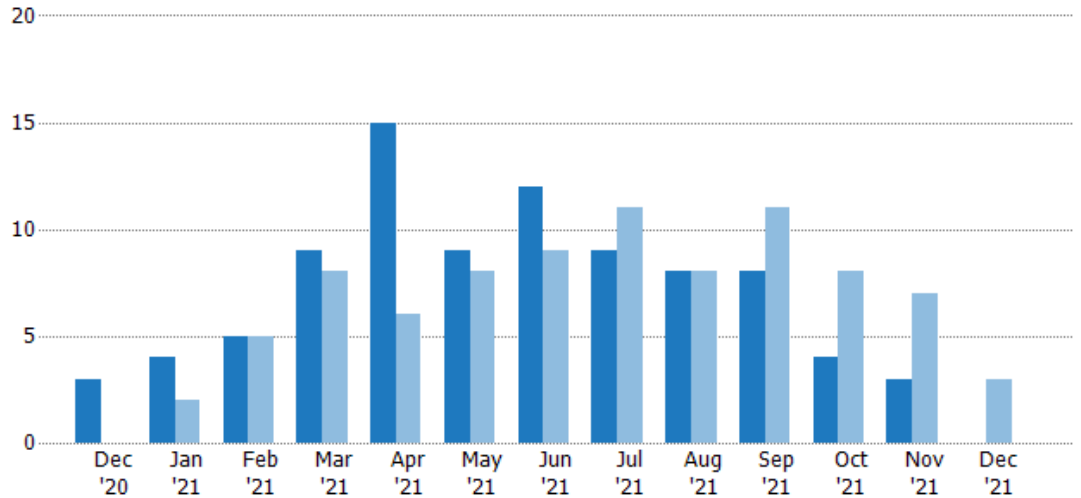


## Pending Sales

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



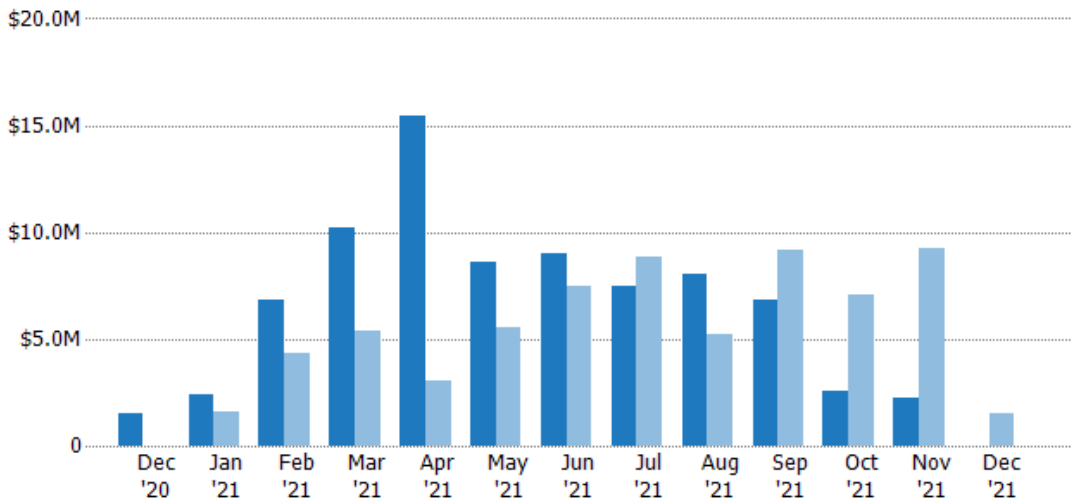
Current Year	3	4	5	9	15	9	12	9	8	8	4	3	-
Prior Year	-	2	5	8	6	8	9	11	8	11	8	7	3
Percent Change from Prior Year	100%	100%	0%	13%	150%	13%	33%	-18%	0%	-27%	-50%	-57%	-100%

## 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



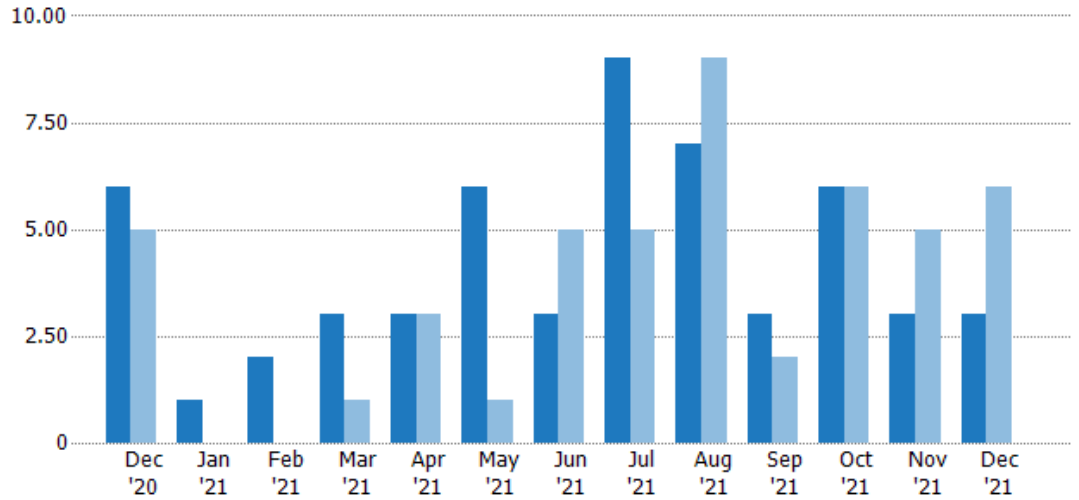
Current Year	\$1.51M	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M	\$7.51M	\$8.08M	\$6.82M	\$2.55M	\$2.23M	-
Prior Year	-	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$7.46M	\$8.81M	\$5.18M	\$9.18M	\$7.06M	\$9.25M	\$1.51M
Percent Change from Prior Year	100%	48%	56%	88%	402%	56%	21%	-15%	56%	-26%	-64%	-76%	-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



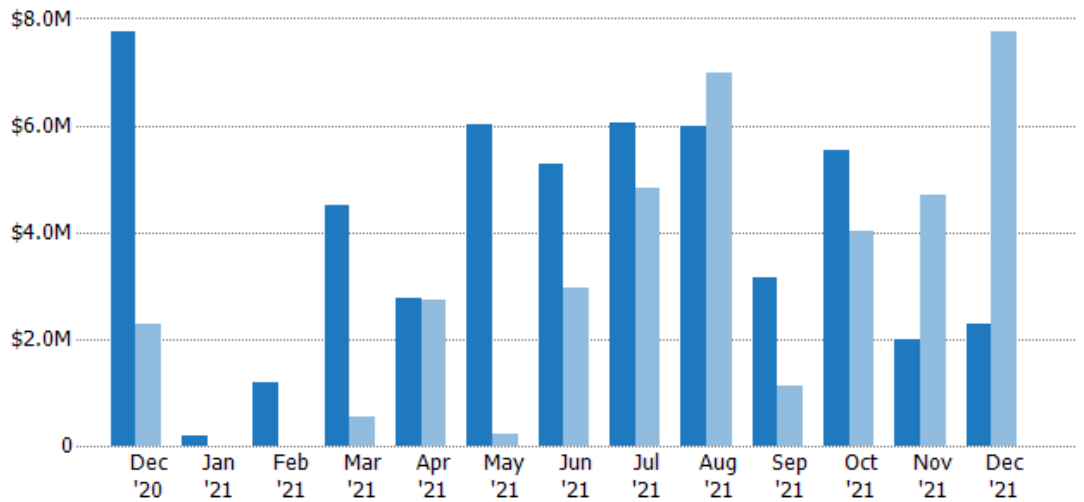
Current Year	6	1	2	3	3	6	3	9	7	3	6	3	3
Prior Year	5	-	-	1	3	1	5	5	9	2	6	5	6
Percent Change from Prior Year	20%	100%	100%	200%	0%	500%	-40%	80%	-22%	50%	0%	-40%	-50%

## 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



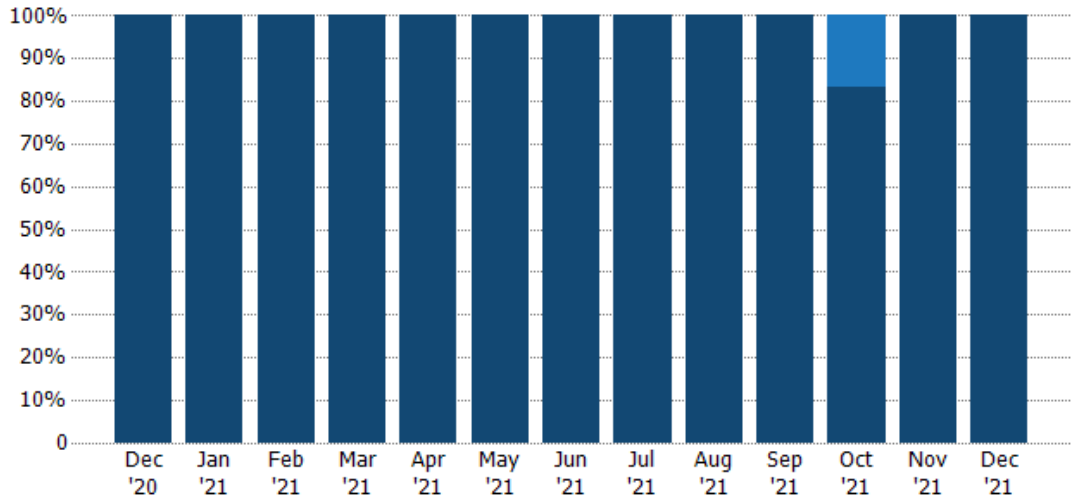
Current Year	\$7.76M	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$6.04M	\$5.99M	\$3.16M	\$5.52M	\$2M	\$2.28M
Prior Year	\$2.29M	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.99M	\$1.14M	\$4.02M	\$4.71M	\$7.76M
Percent Change from Prior Year	239%	100%	100%	711%	2%	2,767%	78%	25%	-14%	178%	37%	-57%	-71%

## 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



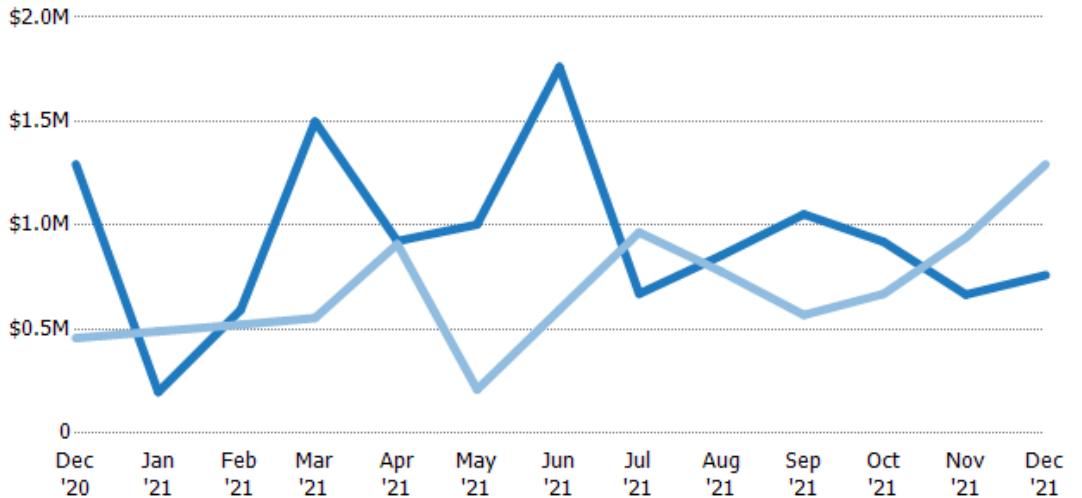
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	17%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%

## 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



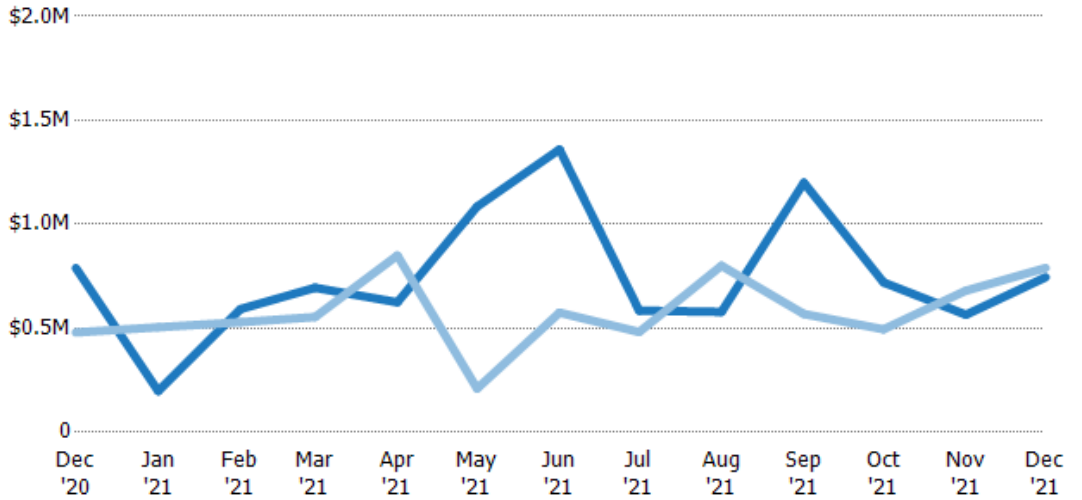
Current Year	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K	\$667K	\$760K
Prior Year	\$458K	\$490K	\$522K	\$554K	\$910K	\$210K	\$594K	\$966K	\$777K	\$569K	\$670K	\$941K	\$1.29M
Percent Change from Prior Year	182%	100%	100%	170%	2%	378%	196%	-31%	10%	85%	37%	-29%	-41%

## 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



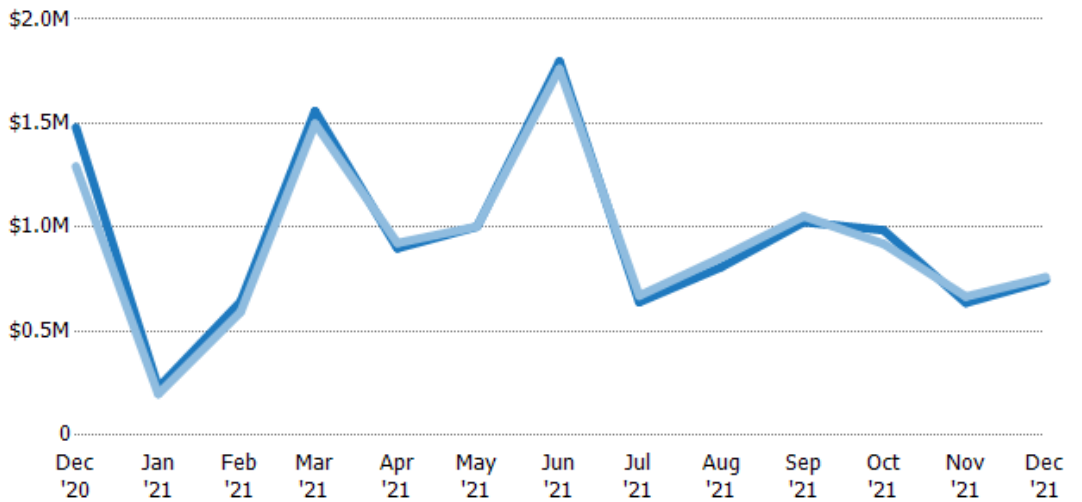
Current Year	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K	\$565K	\$746K
Prior Year	\$480K	\$505K	\$529K	\$554K	\$850K	\$210K	\$575K	\$482K	\$801K	\$569K	\$495K	\$681K	\$790K
Percent Change from Prior Year	65%	100%	100%	25%	-26%	417%	137%	21%	-28%	111%	46%	-17%	-6%

## 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



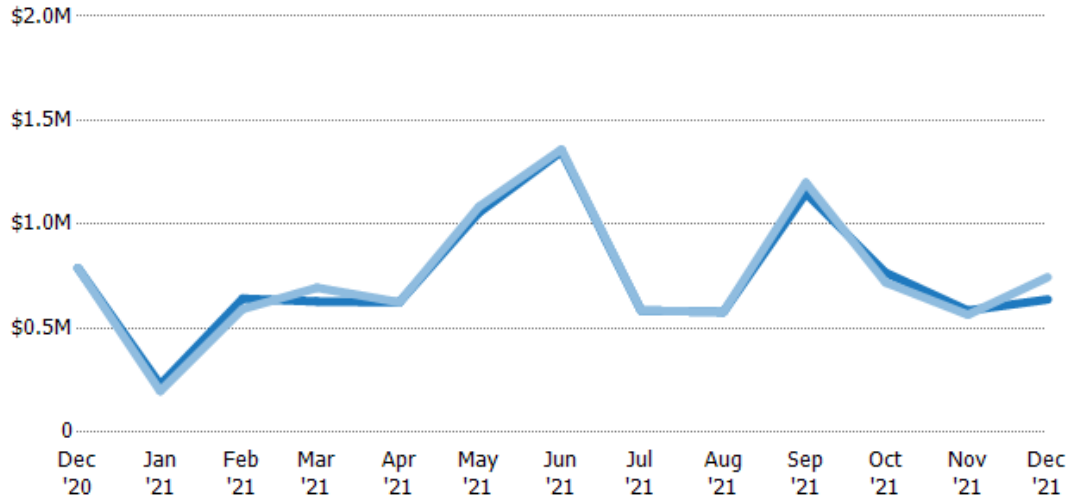
Avg List Price	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K	\$636K	\$744K
Avg Sales Price	\$1.29M	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K	\$667K	\$760K
Avg Sales Price as a % of Avg List Price	87%	86%	92%	96%	103%	100%	98%	105%	106%	103%	93%	105%	102%

## 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



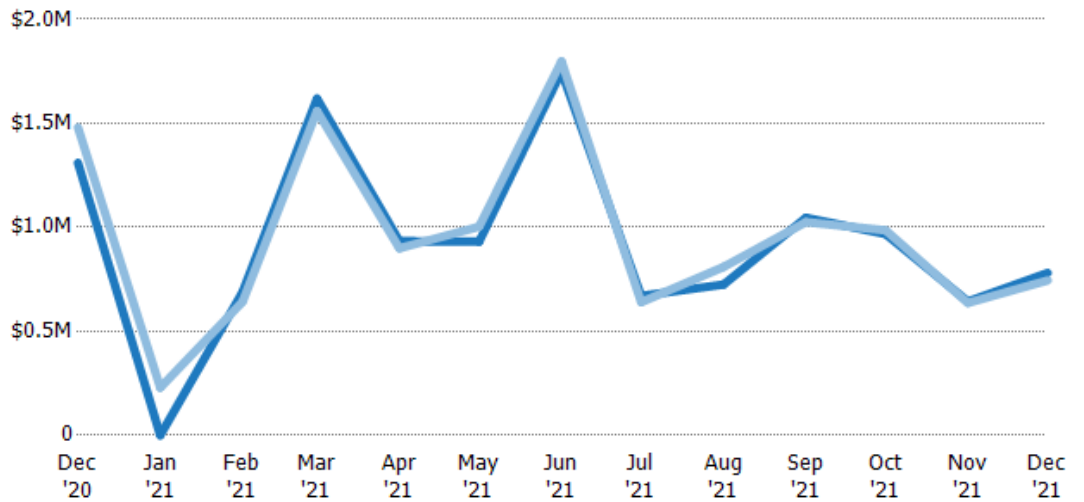
Median List Price	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K	\$585K	\$639K
Median Sales Price	\$790K	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K	\$565K	\$746K
Med Sales Price as a % of Med List Price	100%	86%	92%	110%	100%	103%	101%	100%	100%	104%	94%	97%	117%

## 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



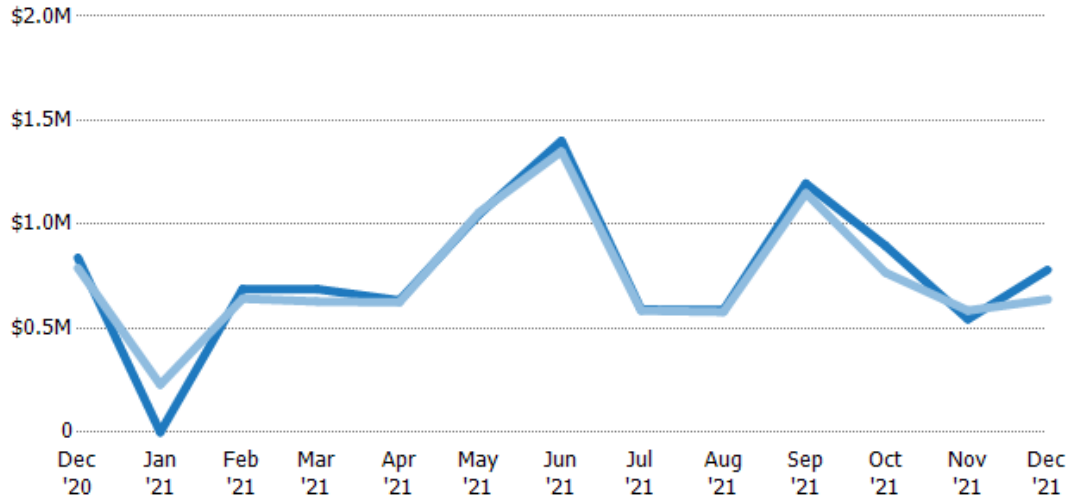
Avg Est Value	\$1.31M	\$0	\$689K	\$1.62M	\$933K	\$931K	\$1.75M	\$670K	\$725K	\$1.05M	\$968K	\$643K	\$781K
Avg Sales Price	\$1.48M	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K	\$636K	\$744K
Avg Sales Price as a % of Avg Est Value	113%	100%	93%	96%	96%	108%	103%	96%	112%	98%	102%	99%	95%

## 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	\$839K	\$0	\$689K	\$688K	\$634K	\$1.05M	\$1.4M	\$590K	\$588K	\$1.2M	\$896K	\$544K	\$781K
Median Sales Price	\$790K	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K	\$585K	\$639K
Med Sales Price as a % of Med Est Value	94%	100%	93%	91%	99%	101%	96%	99%	99%	96%	86%	108%	82%