

Summary of Key Listing and Sales Metrics

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

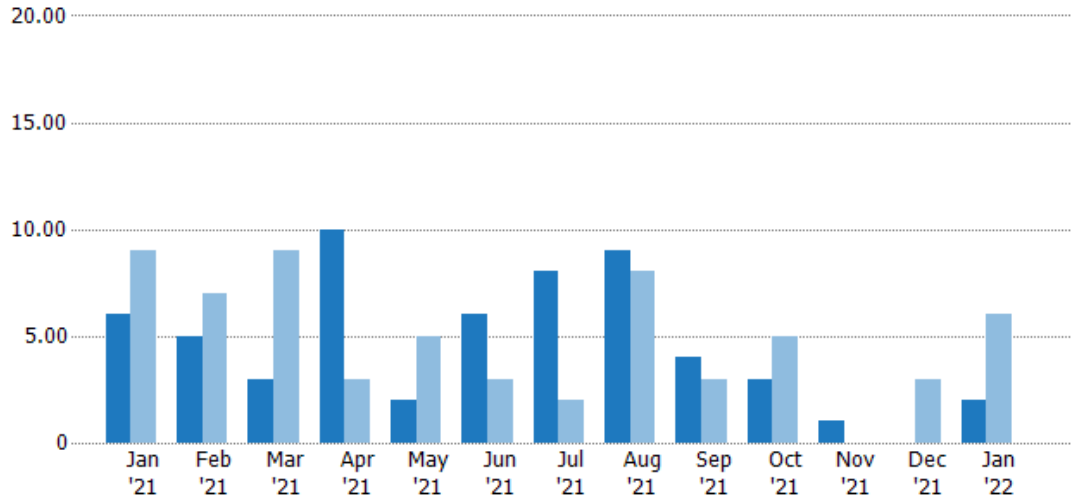
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	6	-66.7%	59	63	-6.3%
New Listing Volume	\$2,015,000	\$11,423,000	-82.4%	\$65,046,688	\$64,045,412	+1.6%
Active Listing Count	1	11	-90.9%	N/A	N/A	
Active Listing Volume	\$8,000,000	\$16,120,000	-50.4%	N/A	N/A	
Average Listing Price	\$8,000,000	\$1,465,455	+445.9%	\$1,555,845	\$1,114,072	+39.7%
Median Listing Price	\$8,000,000	\$1,499,000	+433.7%	\$1,207,643	\$805,967	+49.8%
Median Days in RPR	136	47	+189.4%	56.15	136.45	-58.8%
Months of Inventory	0.3	1.8	-81.8%	1	-	-
Absorption Rate	300%	54.55%	+245.5%	100%	-	+100%
Sales Activity Charts Metrics						
New Pending Sales Count	5	2	+150%	54	53	+1.9%
New Pending Sales Volume	\$7,160,000	\$1,078,000	+564.2%	\$52,420,688	\$41,634,402	+25.9%
Pending Sales Count	5	4	+25%	N/A	N/A	
Pending Sales Volume	\$7,160,000	\$2,363,000	+203%	N/A	N/A	
Closed Sales Count	-	1	-	49	42	+16.7%
Closed Sales Volume	-	\$198,000	-	\$44,936,544	\$34,826,160	+29%
Average Sales Price	-	\$198,000	-	\$917,072	\$829,194	+10.6%
Median Sales Price	-	\$198,000	-	\$757,255	\$637,156	+18.8%

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



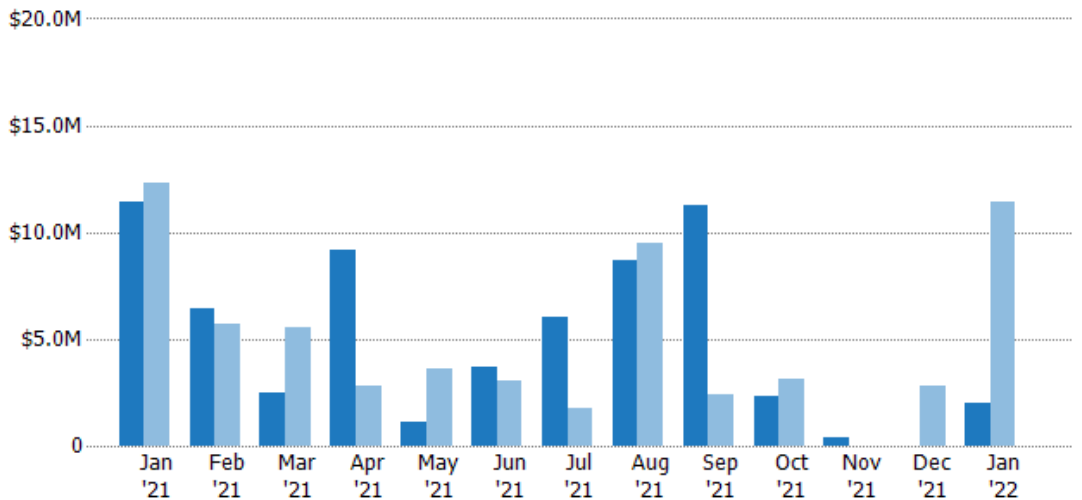
Current Year	6	5	3	10	2	6	8	9	4	3	1	-	2
Prior Year	9	7	9	3	5	3	2	8	3	5	-	3	6
Percent Change from Prior Year	-33%	-29%	-67%	233%	-60%	100%	300%	13%	33%	-40%	100%	-100%	-67%

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	\$11.4M	\$6.44M	\$2.47M	\$9.17M	\$1.15M	\$3.65M	\$6.05M	\$8.69M	\$11.2M	\$2.31M	\$419K	-	\$2.02M
Prior Year	\$12.3M	\$5.67M	\$5.58M	\$2.83M	\$3.58M	\$3.04M	\$1.77M	\$9.51M	\$2.43M	\$3.12M	-	\$2.8M	\$11.4M
Percent Change from Prior Year	-7%	14%	-56%	225%	-68%	20%	241%	-9%	362%	-26%	100%	-100%	-82%

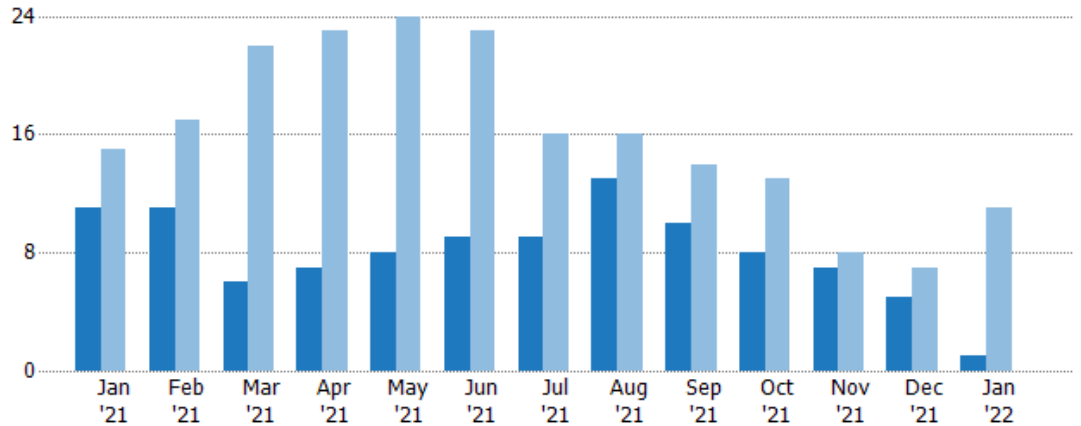
Active Listings

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.
Jan '22	1	-90.9%
Jan '21	11	-26.7%
Jan '20	15	6.7%



Current Year	11	11	6	7	8	9	9	13	10	8	7	5	1
Prior Year	15	17	22	23	24	23	16	16	14	13	8	7	11
Percent Change from Prior Year	-27%	-35%	-73%	-70%	-67%	-61%	-44%	-19%	-29%	-38%	-13%	-29%	-91%

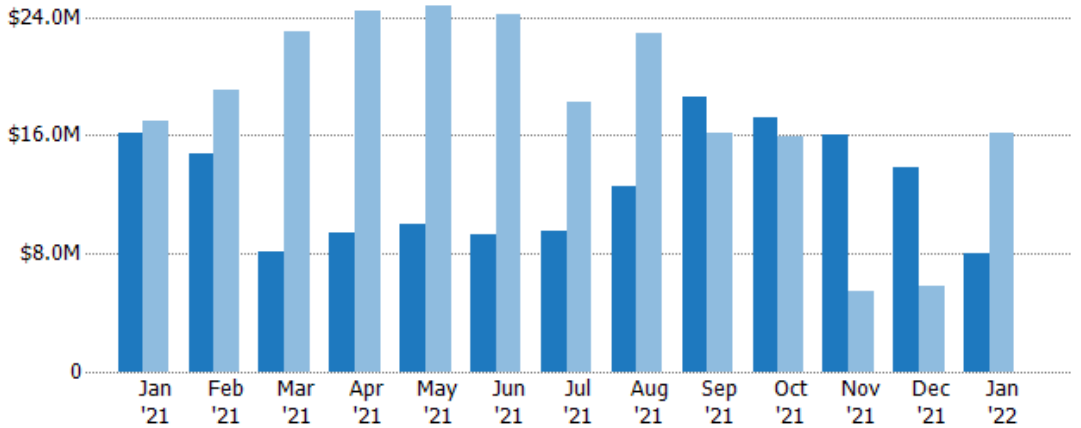
Active Listing Volume

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.
Jan '22	\$8M	-50.4%
Jan '21	\$16.1M	-5.2%
Jan '20	\$17M	-0.2%



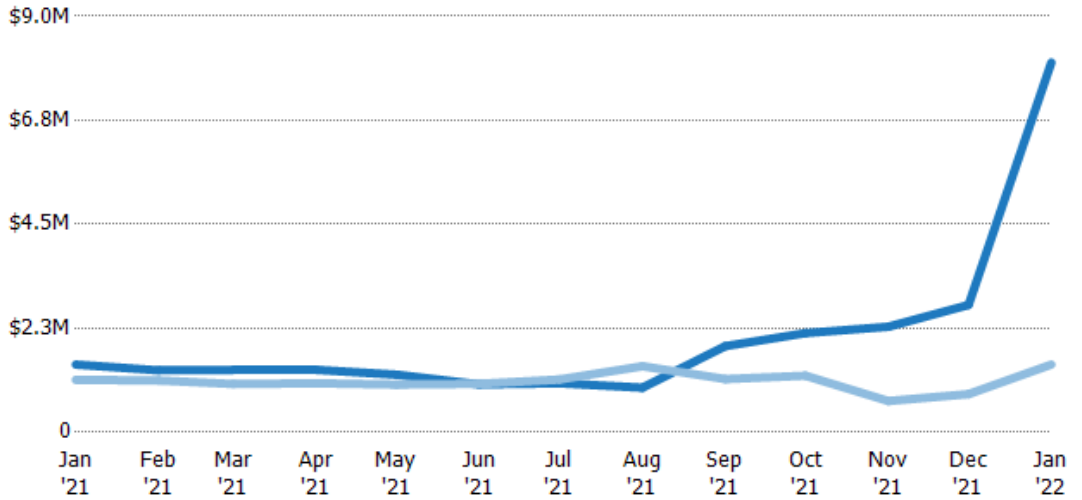
Current Year	\$16.1M	\$14.7M	\$8.11M	\$9.46M	\$9.97M	\$9.32M	\$9.54M	\$12.5M	\$18.6M	\$17.2M	\$16M	\$13.8M	\$8M
Prior Year	\$17M	\$19M	\$23M	\$24.4M	\$24.8M	\$24.1M	\$18.3M	\$22.9M	\$16.1M	\$15.9M	\$5.42M	\$5.78M	\$16.1M
Percent Change from Prior Year	-5%	-23%	-65%	-61%	-60%	-61%	-48%	-45%	16%	8%	195%	139%	-50%

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



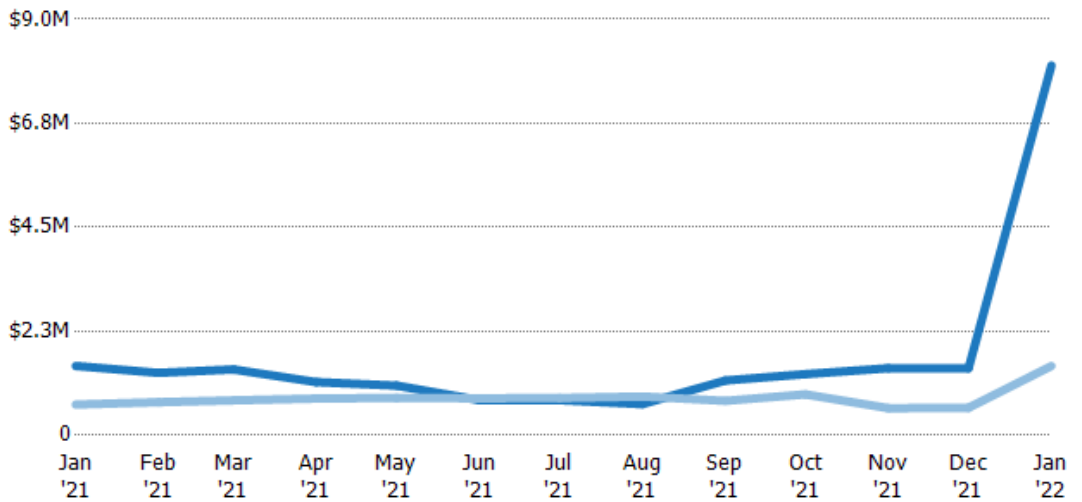
Current Year	\$1.47M	\$1.34M	\$1.35M	\$1.35M	\$1.25M	\$1.04M	\$1.06M	\$964K	\$1.86M	\$2.15M	\$2.28M	\$2.76M	\$8M
Prior Year	\$1.13M	\$1.12M	\$1.04M	\$1.06M	\$1.03M	\$1.05M	\$1.14M	\$1.43M	\$1.15M	\$1.22M	\$677K	\$825K	\$1.47M
Percent Change from Prior Year	29%	20%	29%	27%	21%	-1%	-7%	-33%	62%	75%	237%	234%	446%

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



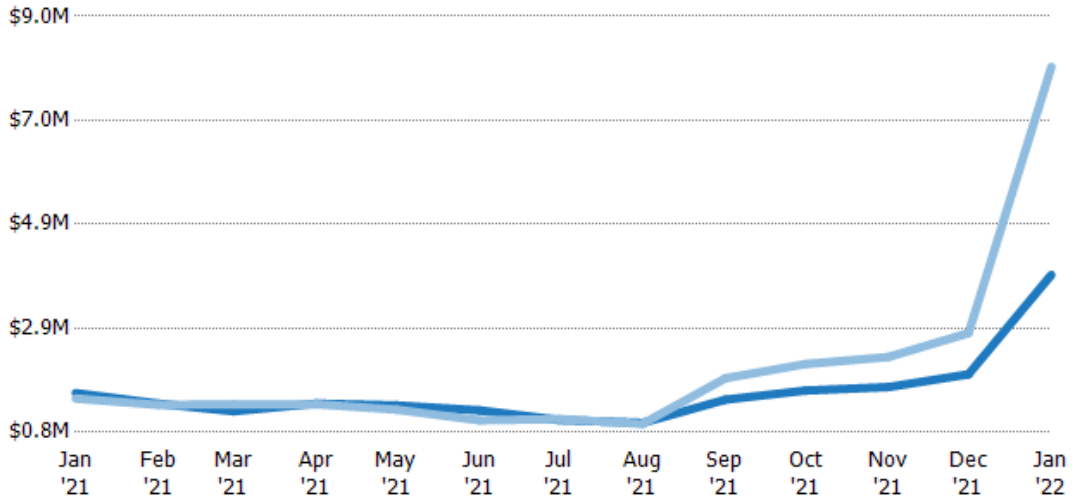
Current Year	\$1.5M	\$1.35M	\$1.42M	\$1.15M	\$1.07M	\$759K	\$759K	\$675K	\$1.19M	\$1.32M	\$1.45M	\$1.45M	\$8M
Prior Year	\$665K	\$715K	\$755K	\$795K	\$809K	\$799K	\$807K	\$840K	\$745K	\$885K	\$586K	\$595K	\$1.5M
Percent Change from Prior Year	125%	89%	89%	45%	33%	-5%	-6%	-20%	59%	49%	147%	144%	434%

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



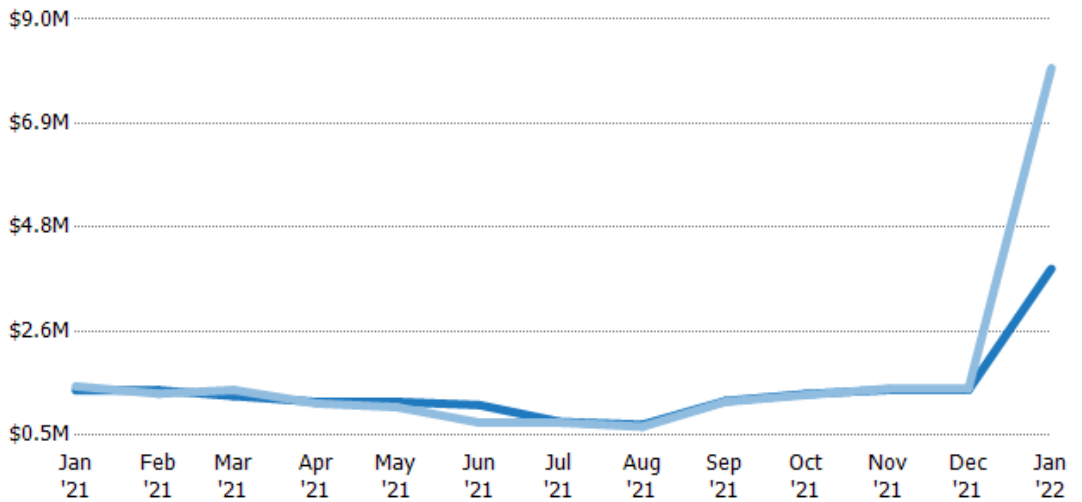
Avg Est Value	\$1.57M	\$1.36M	\$1.21M	\$1.37M	\$1.33M	\$1.23M	\$1.04M	\$986K	\$1.44M	\$1.62M	\$1.69M	\$1.94M	\$3.9M
Avg Listing Price	\$1.47M	\$1.34M	\$1.35M	\$1.35M	\$1.25M	\$1.04M	\$1.06M	\$964K	\$1.86M	\$2.15M	\$2.28M	\$2.76M	\$8M
Avg Listing Price as a % of Avg Est Value	93%	98%	111%	99%	94%	84%	102%	98%	129%	132%	135%	142%	205%

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



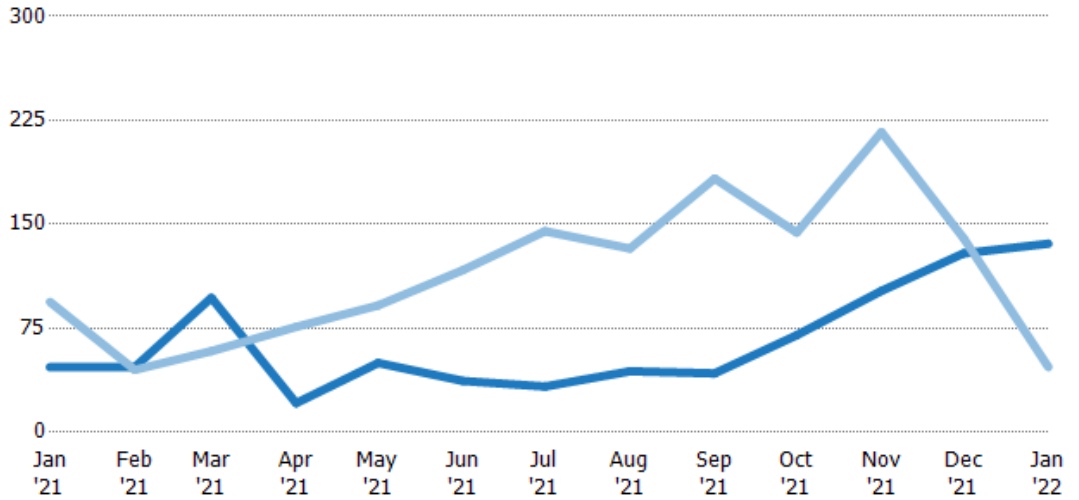
Median Est Value	\$1.42M	\$1.42M	\$1.3M	\$1.18M	\$1.18M	\$1.12M	\$775K	\$715K	\$1.2M	\$1.34M	\$1.43M	\$1.43M	\$3.9M
Median Listing Price	\$1.5M	\$1.35M	\$1.42M	\$1.15M	\$1.07M	\$759K	\$759K	\$675K	\$1.19M	\$1.32M	\$1.45M	\$1.45M	\$8M
Med Listing Price as a % of Med Est Value	106%	95%	109%	97%	91%	68%	98%	94%	99%	99%	102%	102%	205%

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



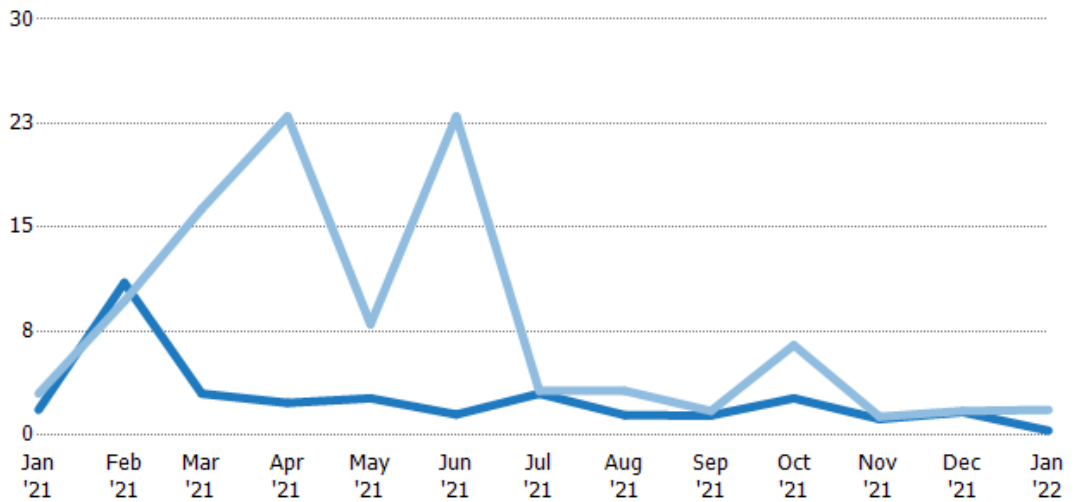
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	47	47	97	21	50	37	33	44	42.5	70	102	129	136
Prior Year	94	45	58.5	76	91.5	117	145	133	183	144	217	140	47
Percent Change from Prior Year	-50%	4%	66%	-72%	-45%	-68%	-77%	-67%	-77%	-51%	-53%	-8%	189%

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



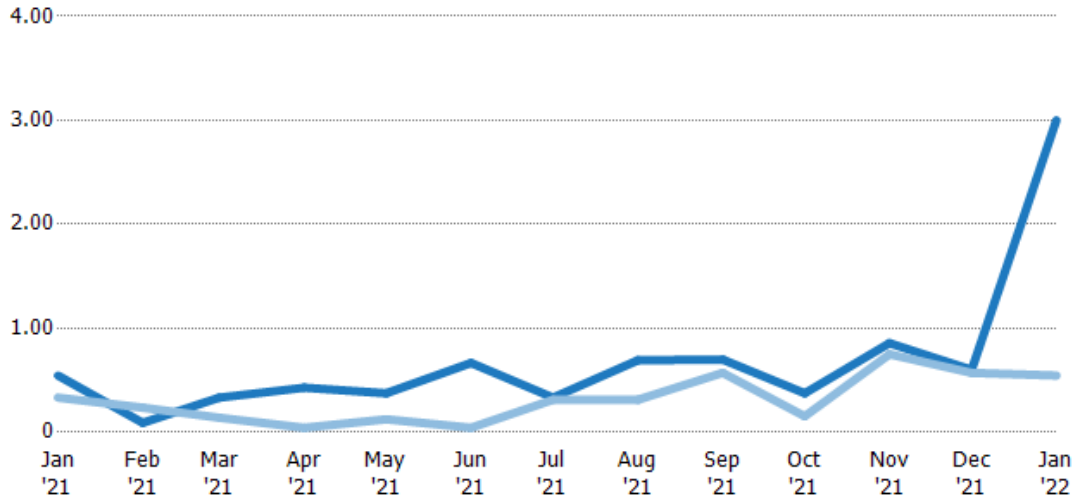
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	1.83	11	3	2.33	2.67	1.5	3	1.44	1.43	2.67	1.17	1.67	0
Prior Year	3	9.67	16.3	23	8	23	3.2	3.2	1.75	6.5	1.33	1.75	1.83
Percent Change from Prior Year	-39%	100%	100%	-90%	-67%	-93%	-6%	-55%	-18%	-59%	-13%	-5%	-82%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



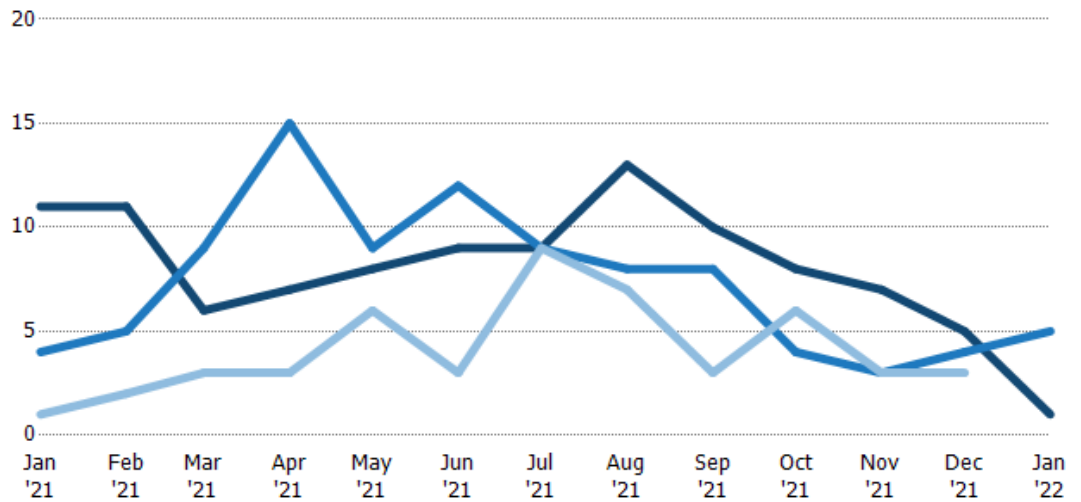
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	55%	9%	33%	43%	38%	67%	33%	69%	70%	38%	86%	60%	300%
Prior Year	33%	24%	14%	4%	13%	4%	31%	31%	57%	15%	75%	57%	55%
Change from Prior Year	-21%	-9%	-33%	-39%	-25%	-62%	-2%	-38%	-13%	-22%	-11%	-3%	-245%

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



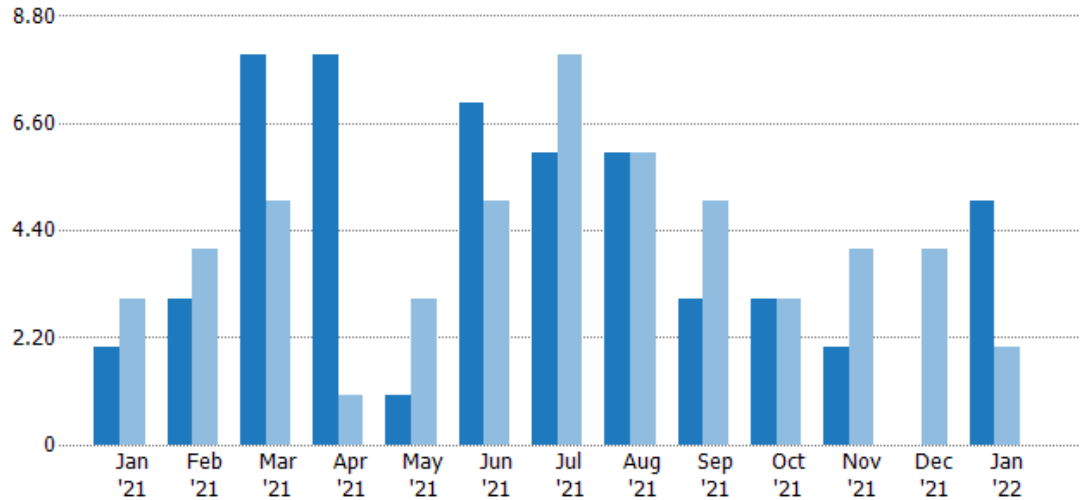
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	11	11	6	7	8	9	9	13	10	8	7	5	1
Pending	4	5	9	15	9	12	9	8	8	4	3	4	5
Sold	1	2	3	3	6	3	9	7	3	6	3	3	-

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



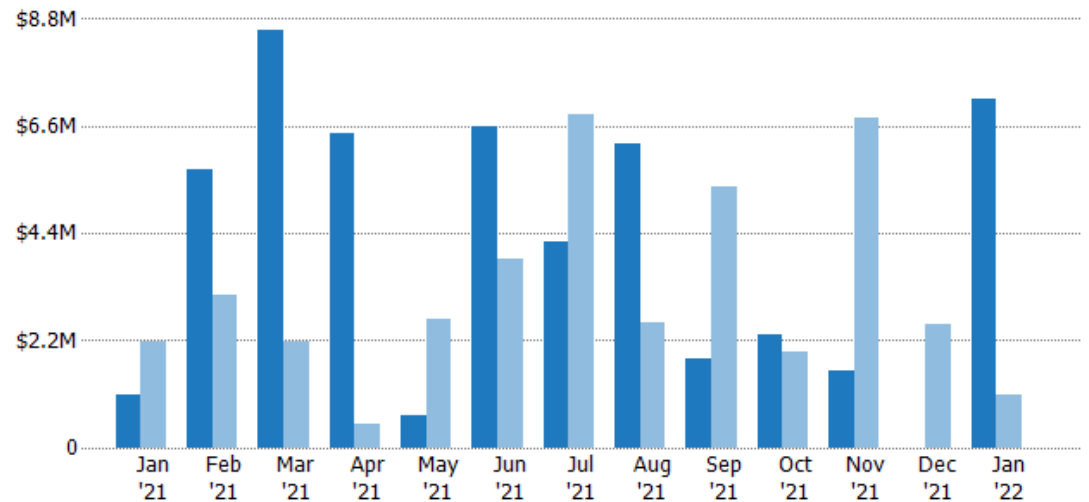
Current Year	2	3	8	8	1	7	6	6	3	3	2	-	5
Prior Year	3	4	5	1	3	5	8	6	5	3	4	4	2
Percent Change from Prior Year	-33%	-25%	60%	700%	-67%	40%	-25%	0%	-40%	0%	-50%	-100%	150%

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



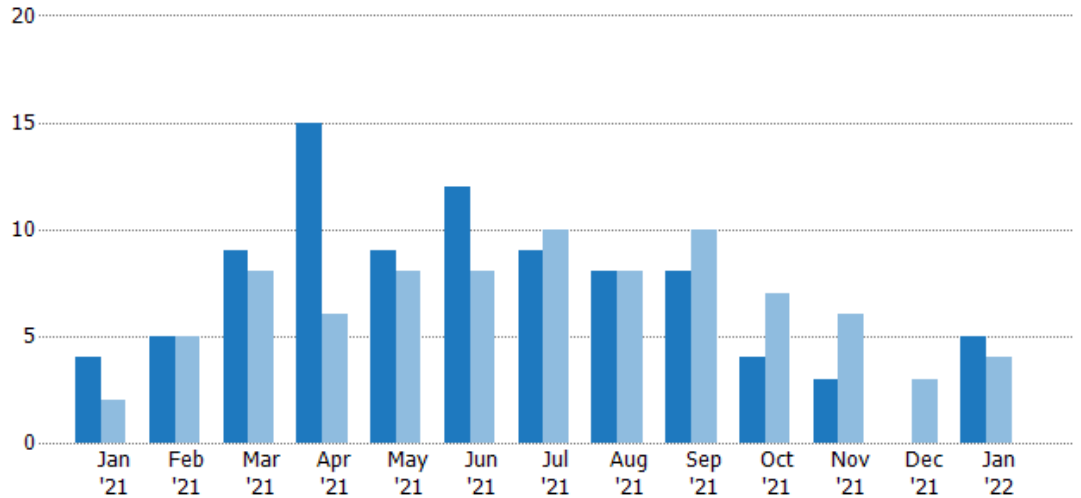
Current Year	\$1.08M	\$5.72M	\$8.56M	\$6.47M	\$650K	\$6.59M	\$4.23M	\$6.23M	\$1.82M	\$2.31M	\$1.59M	-	\$7.16M
Prior Year	\$2.17M	\$3.15M	\$2.18M	\$500K	\$2.65M	\$3.87M	\$6.83M	\$2.59M	\$5.37M	\$1.96M	\$6.78M	\$2.52M	\$1.08M
Percent Change from Prior Year	-50%	82%	292%	1,194%	-75%	71%	-38%	141%	-66%	18%	-77%	-100%	564%

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



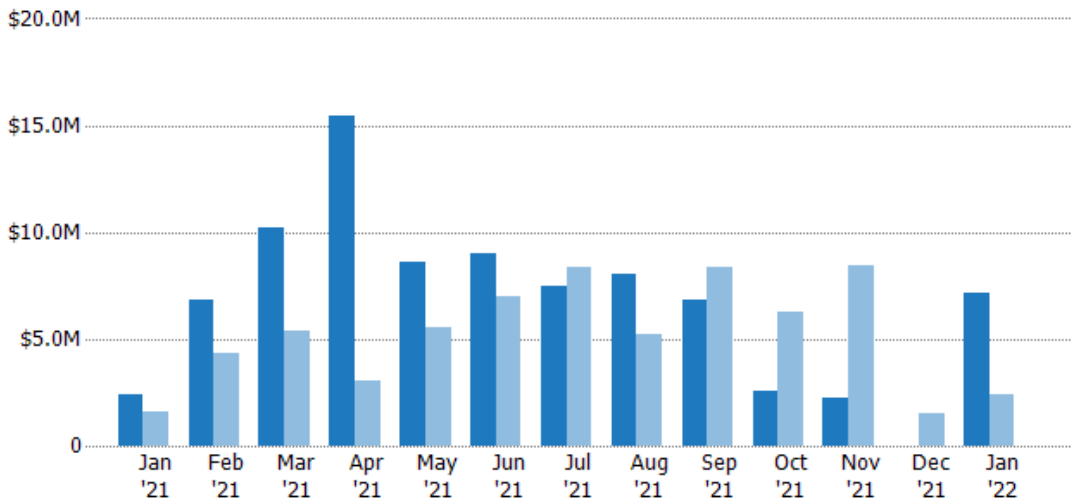
Current Year	4	5	9	15	9	12	9	8	8	4	3	-	5
Prior Year	2	5	8	6	8	8	10	8	10	7	6	3	4
Percent Change from Prior Year	100%	0%	13%	150%	13%	50%	-10%	0%	-20%	-43%	-50%	-100%	25%

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



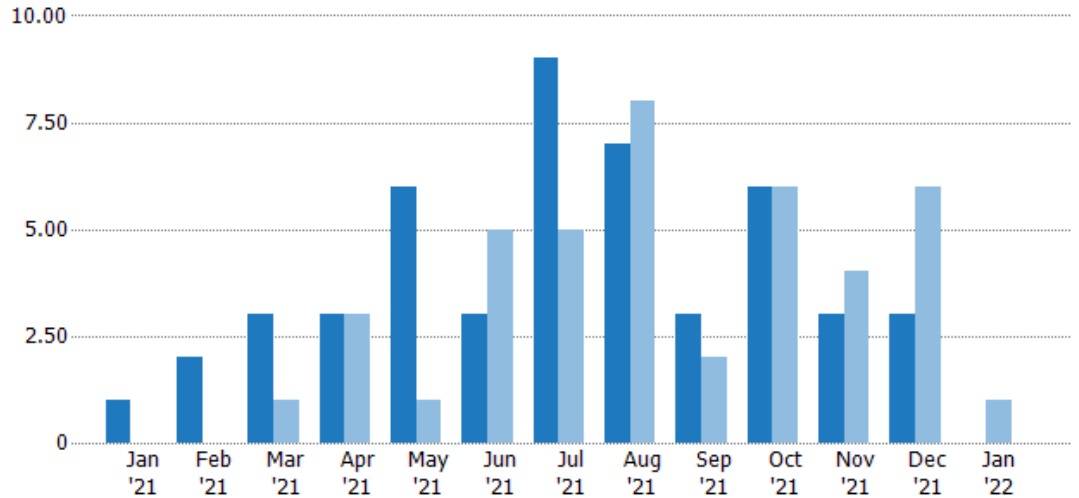
Current Year	\$2.36M	\$6.8M	\$10.2M	\$15.5M	\$8.6M	\$9.04M	\$7.51M	\$8.08M	\$6.82M	\$2.55M	\$2.23M	-	\$7.16M
Prior Year	\$1.6M	\$4.35M	\$5.41M	\$3.08M	\$5.52M	\$6.98M	\$8.33M	\$5.18M	\$8.39M	\$6.26M	\$8.45M	\$1.51M	\$2.36M
Percent Change from Prior Year	48%	56%	88%	402%	56%	30%	-10%	56%	-19%	-59%	-74%	-100%	203%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



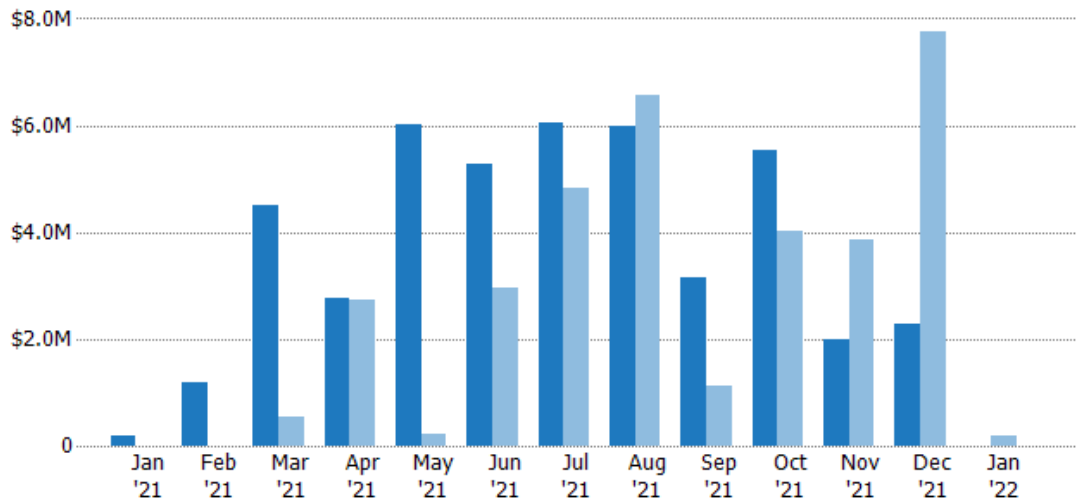
Current Year	1	2	3	3	6	3	9	7	3	6	3	3	-
Prior Year	-	-	1	3	1	5	5	8	2	6	4	6	1
Percent Change from Prior Year	100%	100%	200%	0%	500%	-40%	80%	-13%	50%	0%	-25%	-50%	-100%

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



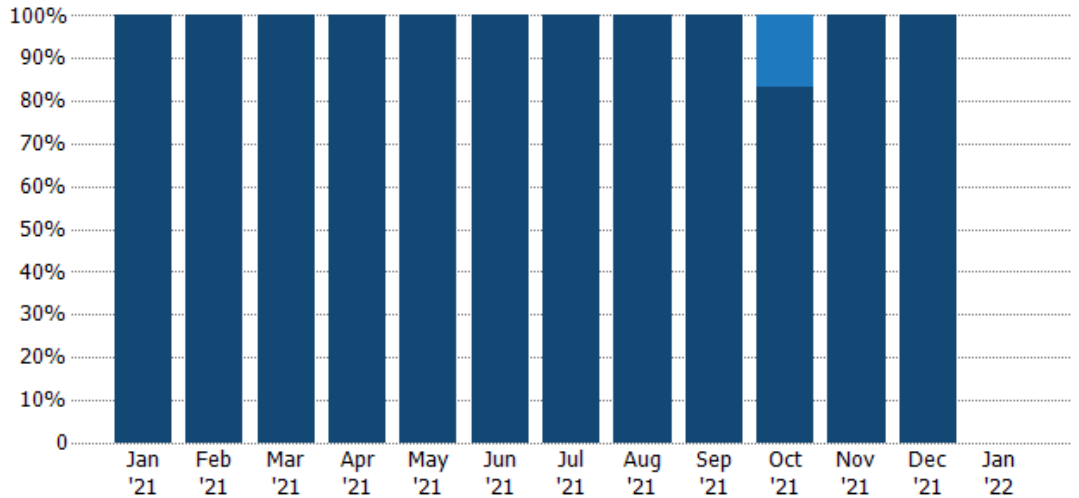
Current Year	\$198K	\$1.19M	\$4.5M	\$2.77M	\$6.02M	\$5.29M	\$6.04M	\$5.99M	\$3.16M	\$5.52M	\$2M	\$2.28M	-
Prior Year	-	-	\$554K	\$2.73M	\$210K	\$2.97M	\$4.83M	\$6.57M	\$1.14M	\$4.02M	\$3.86M	\$7.76M	\$198K
Percent Change from Prior Year	100%	100%	711%	2%	2,767%	78%	25%	-9%	178%	37%	-48%	-71%	-100%

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



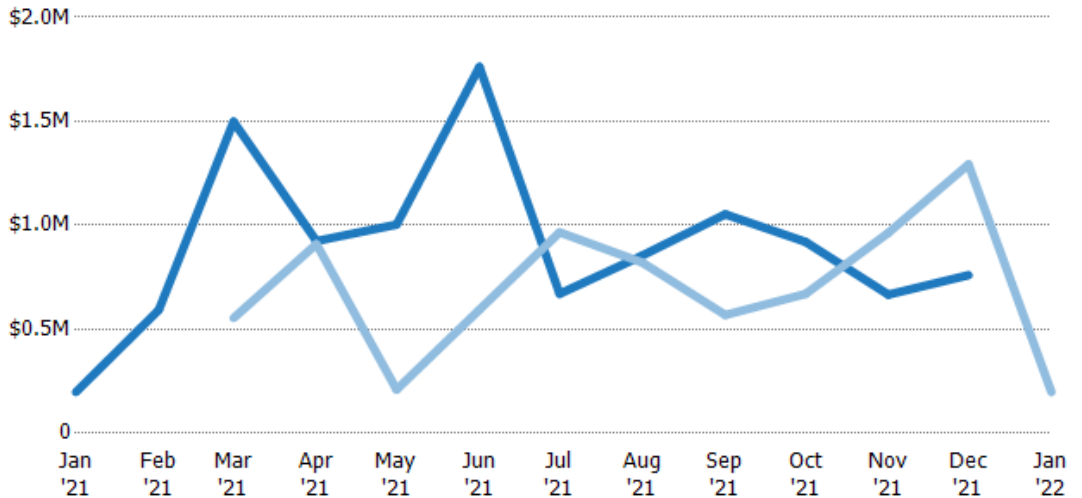
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Condo/Townhouse	-	-	-	-	-	-	-	-	-	17%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%	-

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



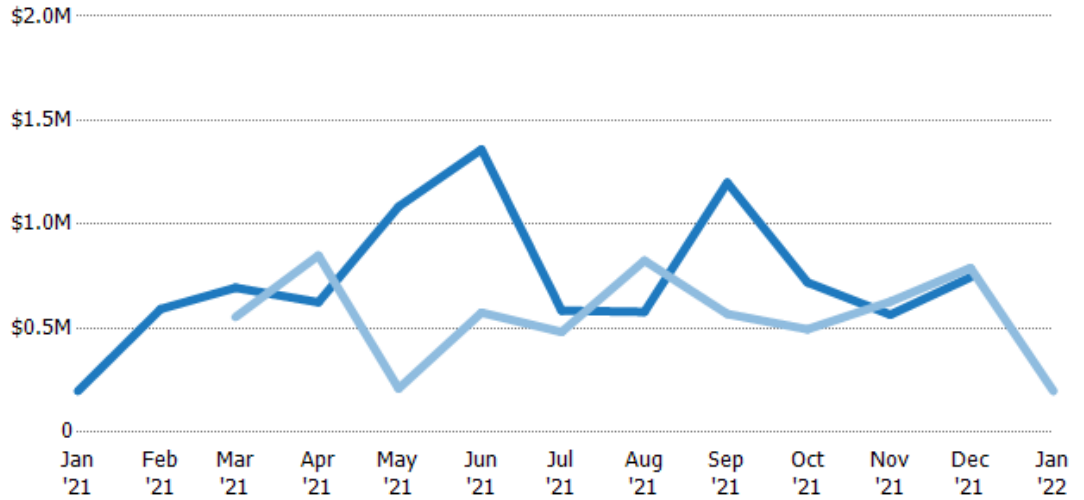
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K	\$667K	\$760K	-
Prior Year	-	-	\$554K	\$910K	\$210K	\$594K	\$966K	\$821K	\$569K	\$670K	\$964K	\$1.29M	\$198K
Percent Change from Prior Year	100%	100%	170%	2%	378%	196%	-31%	4%	85%	37%	-31%	-41%	-100%

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



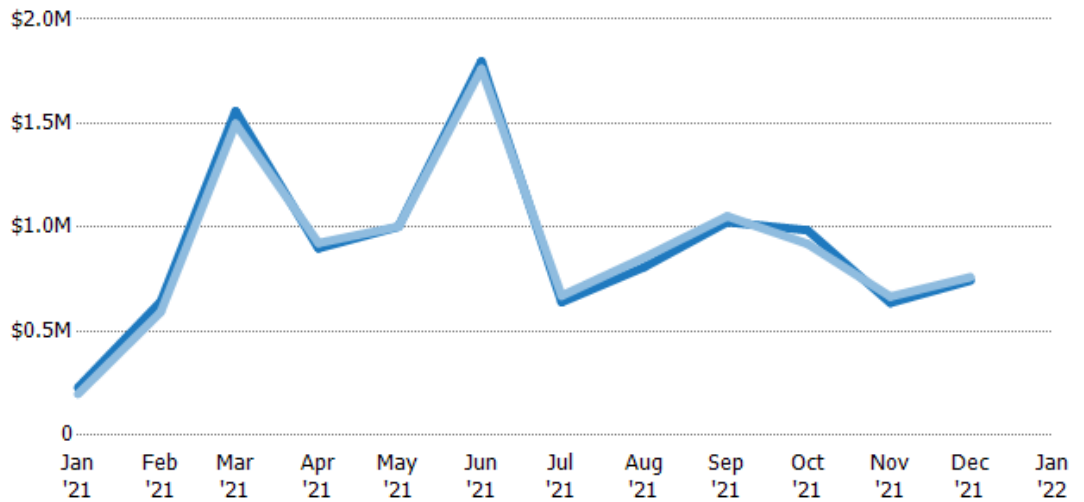
Current Year	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K	\$565K	\$746K	-
Prior Year	-	-	\$554K	\$850K	\$210K	\$575K	\$482K	\$826K	\$569K	\$495K	\$628K	\$790K	\$198K
Percent Change from Prior Year	100%	100%	25%	-26%	417%	137%	21%	-30%	111%	46%	-10%	-6%	-100%

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



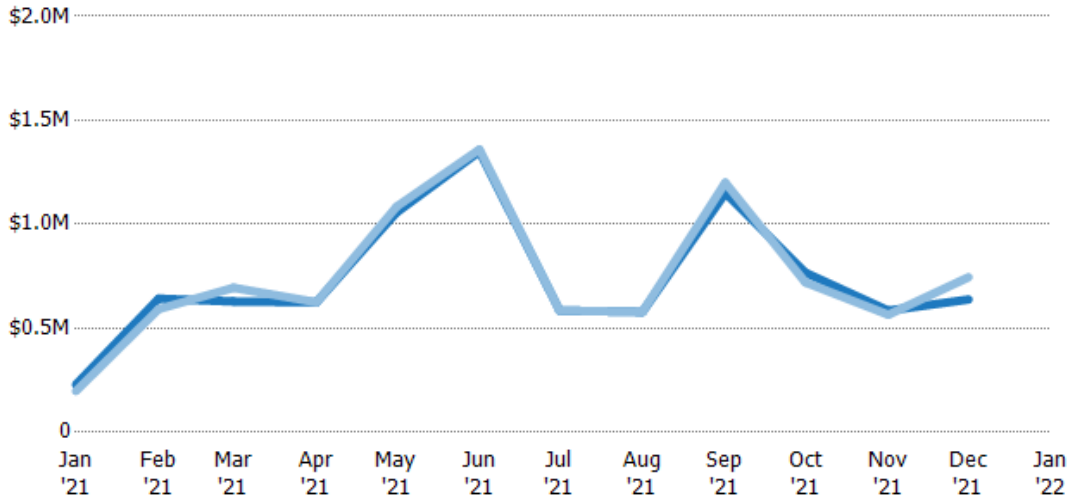
Avg List Price	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K	\$636K	\$744K	-
Avg Sales Price	\$198K	\$593K	\$1.5M	\$924K	\$1M	\$1.76M	\$671K	\$855K	\$1.05M	\$920K	\$667K	\$760K	-
Avg Sales Price as a % of Avg List Price	86%	92%	96%	103%	100%	98%	105%	106%	103%	93%	105%	102%	-

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



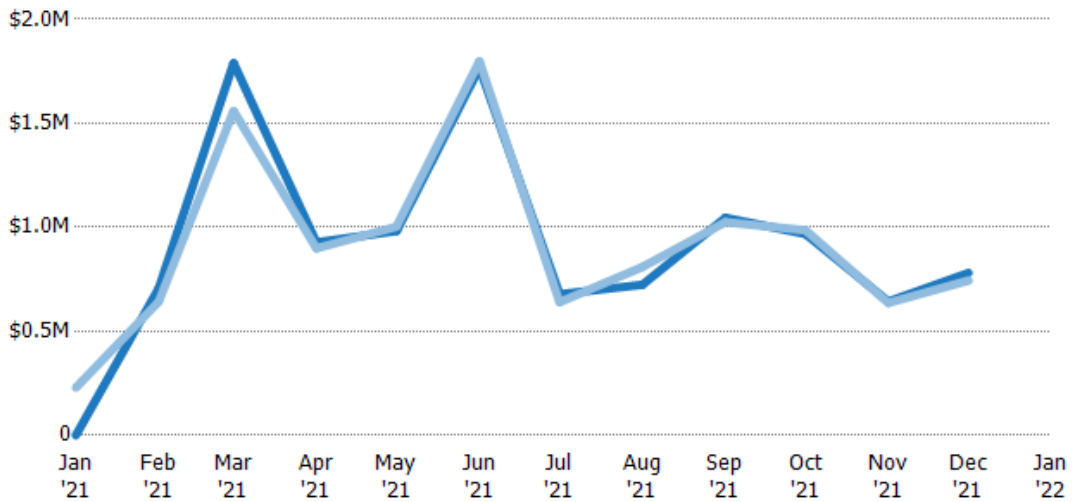
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K	\$585K	\$639K	-
Median Sales Price	\$198K	\$593K	\$695K	\$625K	\$1.09M	\$1.36M	\$585K	\$579K	\$1.2M	\$721K	\$565K	\$746K	-
Med Sales Price as a % of Med List Price	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



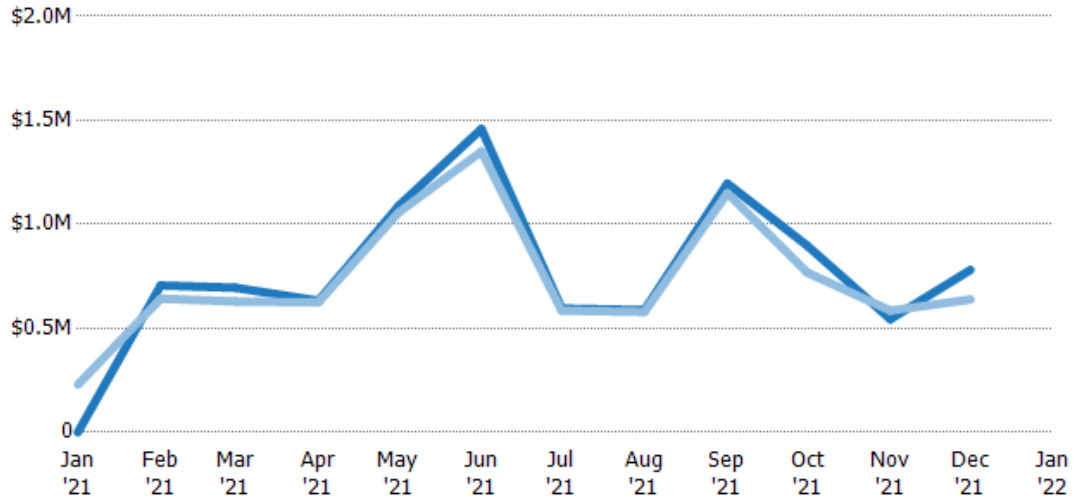
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$0	\$706K	\$1.79M	\$927K	\$982K	\$1.77M	\$678K	\$724K	\$1.05M	\$968K	\$643K	\$781K	-
Avg Sales Price	\$229K	\$643K	\$1.56M	\$899K	\$1M	\$1.8M	\$640K	\$809K	\$1.02M	\$986K	\$636K	\$744K	-
Avg Sales Price as a % of Avg Est Value	100%	91%	87%	97%	102%	102%	94%	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	\$0	\$706K	\$695K	\$632K	\$1.09M	\$1.46M	\$595K	\$588K	\$1.2M	\$896K	\$544K	\$781K	-
Median Sales Price	\$229K	\$643K	\$629K	\$625K	\$1.06M	\$1.35M	\$585K	\$579K	\$1.15M	\$767K	\$585K	\$639K	-
Med Sales Price as a % of Med Est Value	100%	91%	91%	99%	97%	93%	98%	99%	96%	86%	108%	82%	-