



VERMONT HOUSING MARKET Annual Report



2015

The Vermont Housing Market
Annual Report for residential
real estate activity in the state
of Vermont.

In 2015, residential real estate experienced its best year since the Great Recession ended in 2009. Although inventory could still use a jolt, demand was healthy throughout the year and there was enough supply to keep the engine strong.

Interest rates did not go up earlier in 2015, as was widely anticipated, but the Federal Reserve finally took action with a short-term rate increase in December and is expected to do more of the same with some consistency in 2016. Housing and the wider economy has proven itself ready for such a move, and rate increases can actually serve to maintain economic balance.

If consumers are unwilling to pay higher rates on borrowed money, 2016 could get off to a slow start. By historical standards, that seems like an unlikely reaction. Even if rates were to reach 4.5 percent, it would still be well below what weaker economic conditions than exist today have easily borne in the past.

While rates may get the most digital news ink, other topics worth attention in 2016 include affordable inventory for new buyers, competition from cash investors for that inventory and the continuing barrier to entry that is student loan debt.

Sales: The biggest news in 2015 was the lack of news on rate increases, so buyers kept locking in low 30-year fixed rates. Closed sales increased 9.6 percent to 7,460 to close out the year.

Listings: Inventory struggled in year-over-year comparisons. There were 7,724 active listings at the end of 2015. New listings decreased by 1.5 percent to rest at 13,892 for the year. Inventory should rise in 2016, but that will depend upon additions from new construction along with would-be sellers tapping into a market already in their favor.

Prices: The cost to buy a home was unchanged compared to last year with the overall median sales price at \$198,500 for the year. Home prices should begin to rise in 2016 but perhaps at a tempered pace as the market approaches a natural balancing point. Price gains should be more in line with historical norms in 2016. Prices for Single-Family homes remained flat compared to last year, and Townhouse-Condo home prices were down 0.5 percent.

List Price Received: Sellers received 90.5 percent of their original list price received at sale, a year-over-year increase of 0.4 percent. Sales prices are expected to increase slightly in 2016, which should translate into further increases in list price received.

The national homeownership percentage is the lowest it's been since 1993. As rental development continues, especially in urban centers, and as rental rates continue to rise, we may begin to gradually see some pushback on paying a lease versus a mortgage. Lending stringency and, you guessed it, interest rates may have an effect on the number of new buyers we see in 2016.

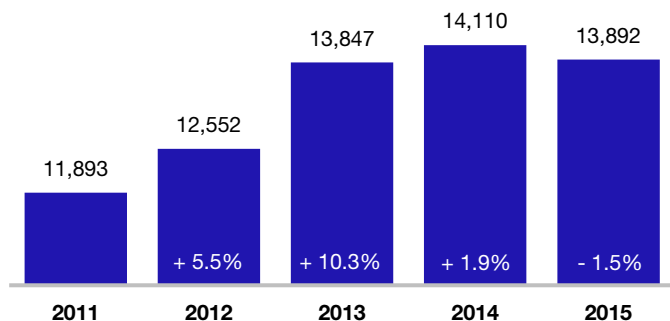
Gross Domestic Product increased at an annual rate near 2.0 percent to close 2015, and chances are favorable to get above 2.5 percent next year. Housing is again considered a cornerstone of the national economy. Contributing factors from within the industry include better lending standards and improved inventory unhampered by foreclosures. Declining unemployment, higher wages and low fuel prices have also nudged buying power forward. Conditions are good for a continuation of positive trends in 2016.

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Quick Facts

New Listings



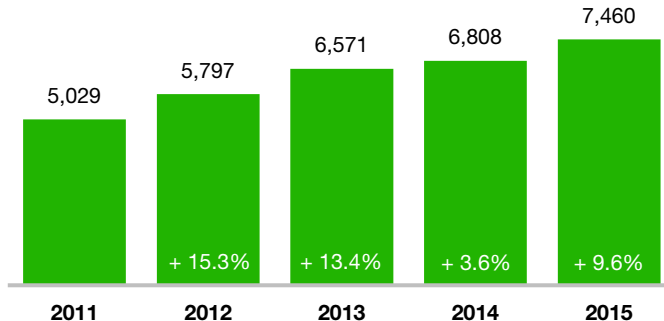
Top 5 Areas: Change in New Listings from 2014

Stratton Mountain	+ 89.8%
White River Junction	+ 51.9%
Newport	+ 37.6%
Middlebury	+ 25.3%
Williston	+ 16.3%

Bottom 5 Areas: Change in New Listings from 2014

Stowe	- 18.6%
Colchester	- 19.0%
Dover	- 19.3%
Warren	- 20.3%
Woodstock	- 68.8%

Closed Sales



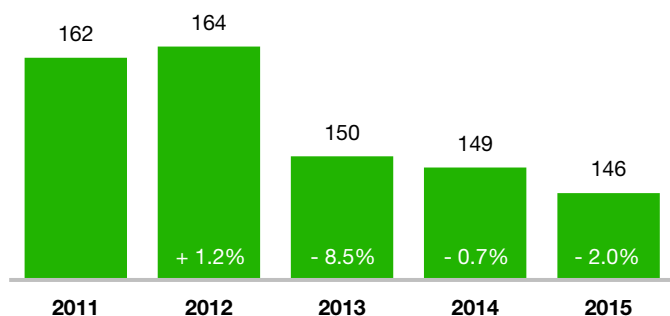
Top 5 Areas: Change in Closed Sales from 2014

White River Junction	+ 57.1%
St. Johnsbury	+ 42.6%
Montpelier	+ 35.7%
Rutland	+ 29.4%
Woodstock	+ 28.6%

Bottom 5 Areas: Change in Closed Sales from 2014

Essex County	- 4.0%
Stratton Mountain	- 8.1%
Stowe	- 8.6%
Manchester	- 17.3%
Brattleboro	- 21.9%

Days on Market Until Sale



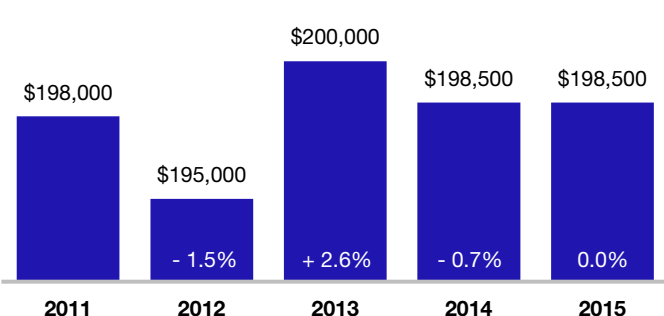
Top 5 Areas: Change in Days on Market from 2014

Woodstock	+ 147.1%
Colchester	+ 31.8%
Brattleboro	+ 15.8%
Dover	+ 12.7%
Stowe	+ 12.4%

Bottom 5 Areas: Change in Days on Market from 2014

Williston	- 21.8%
Newport	- 27.1%
St. Albans	- 32.4%
Middlebury	- 39.3%
White River Junction	- 61.9%

Median Sales Price



Top 5 Areas: Change in Median Sales Price from 2014

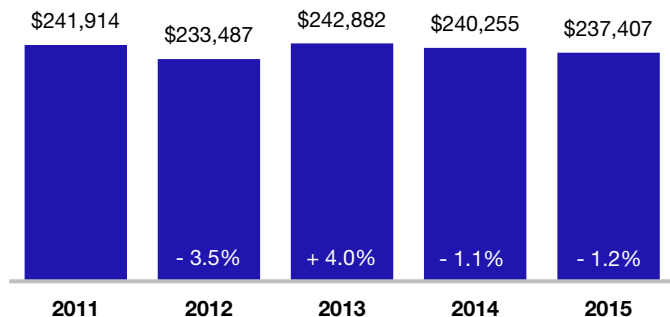
Killington	+ 353.1%
Essex County	+ 192.5%
Grand Isle County	+ 52.9%
Montpelier	+ 39.0%
Stowe	+ 35.6%

Bottom 5 Areas: Change in Median Sales Price from 2014

Stratton Mountain	- 22.7%
Orleans County	- 32.1%
Rutland	- 32.3%
Ludlow	- 36.0%
St. Johnsbury	- 41.7%

Quick Facts

Average Sales Price



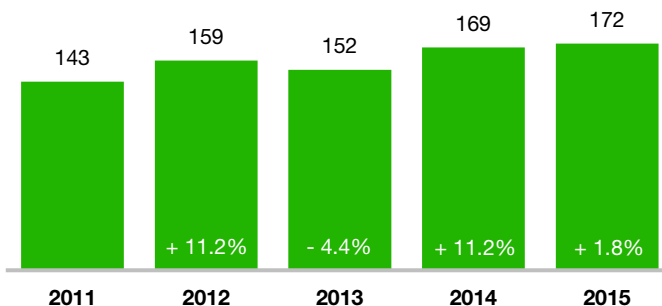
Top 5 Areas: Change in Avg. Sales Price from 2014

Middlebury	+ 15.8%
Dover	+ 11.0%
Warren	+ 8.5%
Colchester	+ 7.5%
Burlington	+ 5.3%

Bottom 5 Areas: Change in Avg. Sales Price from 2014

Caledonia County	- 10.0%
Essex County	- 13.6%
St. Johnsbury	- 18.6%
Stratton Mountain	- 21.3%
Woodstock	- 28.0%

Housing Affordability Index



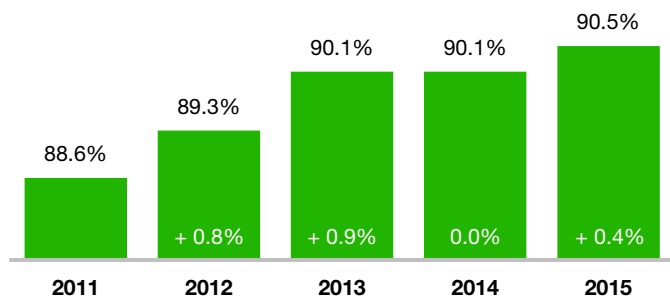
Top 5 Areas: Change in Affordability Index from 2014

Stratton Mountain	+ 62.6%
Woodstock	+ 58.3%
White River Junction	+ 34.8%
Stowe	+ 21.9%
St. Johnsbury	+ 20.7%

Bottom 5 Areas: Change in Affordability Index from 2014

Addison County	- 3.9%
Warren	- 6.3%
Washington County	- 7.0%
Middlebury	- 10.4%
Ludlow	- 17.4%

Percent of Original List Price Received



Top 5 Areas: Change in Pct. of Orig. Price Received from 2014

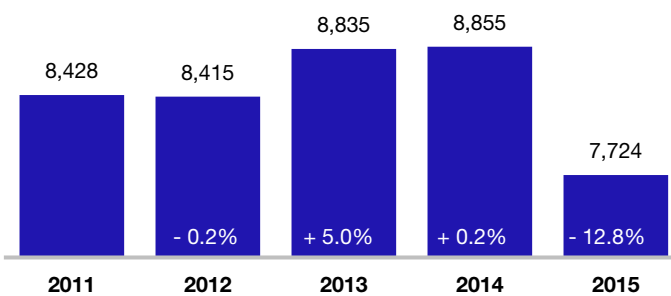
Newport	+ 5.1%
White River Junction	+ 4.8%
Rutland	+ 3.5%
Brattleboro	+ 3.4%
Grand Isle County	+ 3.2%

Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2014

St. Johnsbury	- 1.4%
Colchester	- 1.5%
Burlington	- 1.6%
Bennington City	- 2.9%
Woodstock	- 5.9%

Inventory of Homes for Sale

At the end of the year.



Top 5 Areas: Change in Homes for Sale from 2014

Stowe	+ 48.1%
Stratton Mountain	+ 11.8%
Warren	+ 5.2%
White River Junction	+ 2.9%
Williston	0.0%

Bottom 5 Areas: Change in Homes for Sale from 2014

Burlington	- 26.7%
Colchester	- 34.7%
St. Johnsbury	- 35.6%
White River	- 53.8%
Woodstock	- 70.6%

Property Type Review

147

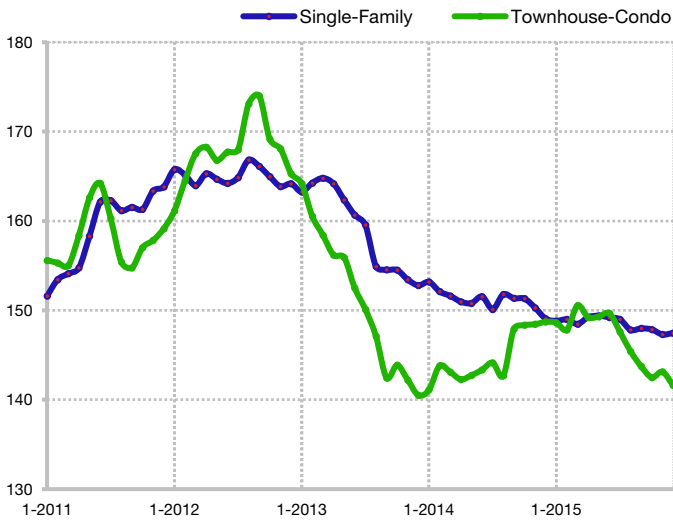
Average Days on Market
Single-Family

142

Average Days on Market
Townhouse-Condo

Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



Top Areas: Townhouse-Condo Market Share in 2015

Killington	78.9%
Dover	68.0%
Warren	64.9%
Stratton Mountain	64.7%
Woodstock	55.6%
Ludlow	54.8%
Stowe	46.1%
Williston	38.7%
Burlington	38.3%
Chittenden County	33.4%
Manchester	32.3%
Colchester	28.4%
Windham County	23.9%
Middlebury	23.2%
White River Junction	22.7%
Windsor County	19.8%
Lamoille County	19.6%
Montpelier	18.4%
Rutland County	18.0%
Brattleboro	15.7%
Washington County	13.6%
Bennington County	12.6%
St. Albans	9.7%
Rutland	7.1%
Addison County	6.8%
Franklin County	5.8%

0.0%

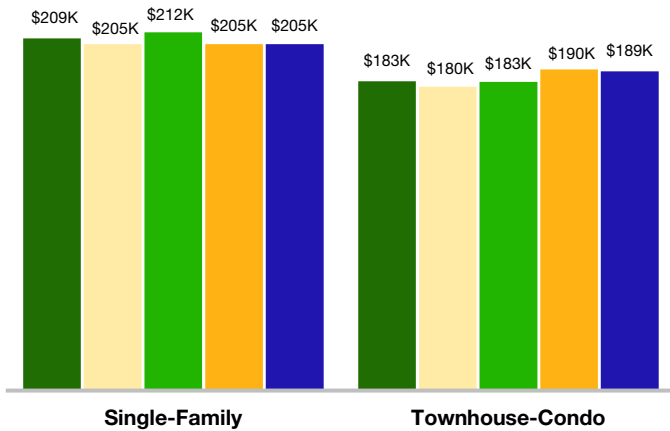
One-Year Change in Price
Single-Family

- 0.5%

One-Year Change in Price
Townhouse-Condo

Median Sales Price

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015



90.0%

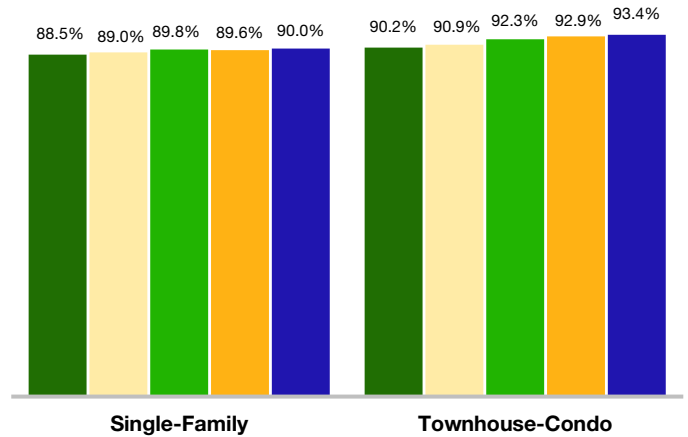
Pct. of Orig. Price Received
Single-Family

93.4%

Pct. of Orig. Price Received
Townhouse-Condo

Percent of Original List Price Received

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015



Price Range Review

\$200,001 to \$300,000

Price Range with Shortest Average Market Time

\$500,001 and Above

Price Range with Longest Average Market Time

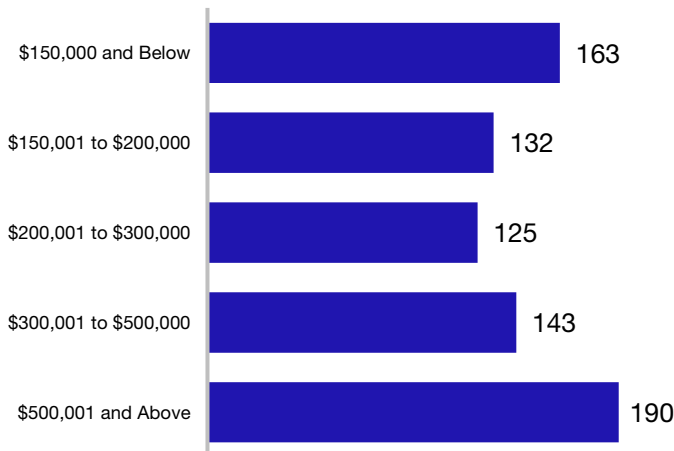
27.5%

of Homes for Sale at Year End Priced \$150,000 and Below

- 17.2%

One-Year Change in Homes for Sale Priced \$150,000 and Below

Days on Market Until Sale by Price Range



Share of Homes for Sale \$150,000 and Below



\$150,000 and Below

Price Range with the Most Closed Sales

+ 13.8%

Price Range with Strongest One-Year Change in Sales: \$300,001 to \$500,000

\$500,001 and Above

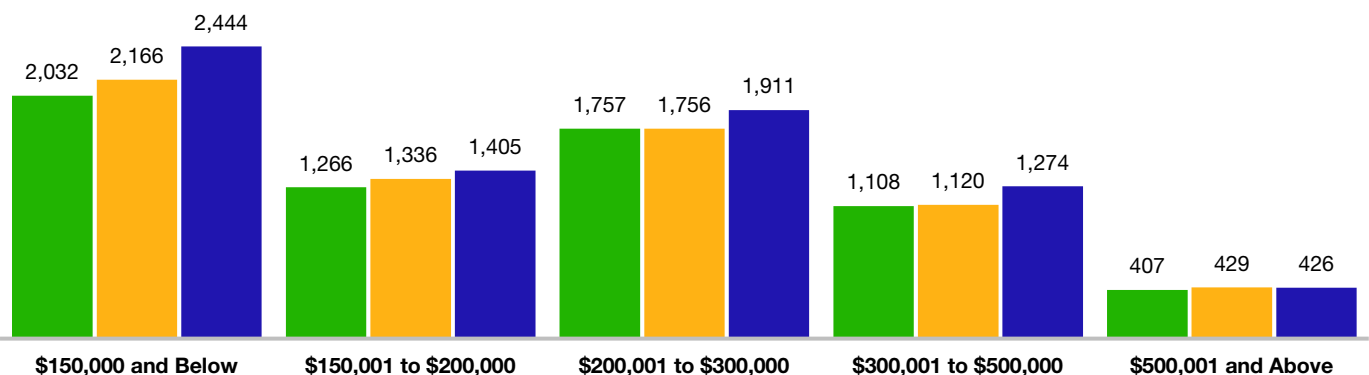
Price Range with the Fewest Closed Sales

- 0.7%

Price Range with Weakest One-Year Change in Sales: \$500,001 and Above

Closed Sales by Price Range

■ 2013 ■ 2014 ■ 2015



Square Foot Range Review

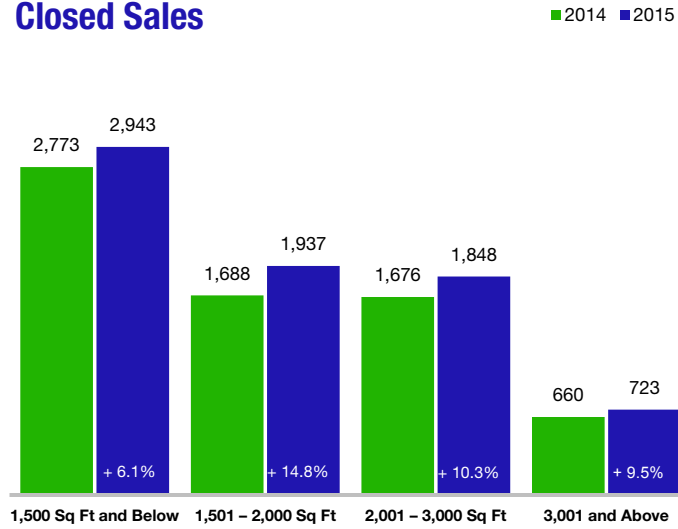
+ 6.1%

Growth in Closed Sales
1500 Sq Ft or Less

+ 14.8%

Growth in Closed Sales
1,501 to 2,000 Sq Ft

Closed Sales



Top Areas: 1,500 and Below Market Share in 2015

Killington	69.5%
Warren	62.2%
Woodstock	55.6%
Burlington	51.3%
White River Junction	50.0%
Caledonia County	48.9%
Essex County	48.6%
St. Johnsbury	47.8%
Grand Isle County	47.5%
Brattleboro	47.2%
Ludlow	46.8%
Orleans County	46.0%
Rutland County	45.9%
Dover	45.0%
Middlebury	41.5%
Orange County	40.2%
St. Albans	40.0%
Colchester	39.5%
Windham County	39.5%
Franklin County	38.8%
Washington County	38.7%
Barre City	38.5%
Windsor County	38.3%
Montpelier	38.2%
Rutland	37.4%
Addison County	36.7%

89.7%

Percent of Original List Price
Received in 2015 for
1500 Sq Ft or Less

91.7%

Percent of Original List Price
Received in 2015 for
1,501 to 2,000 Sq Ft

91.0%

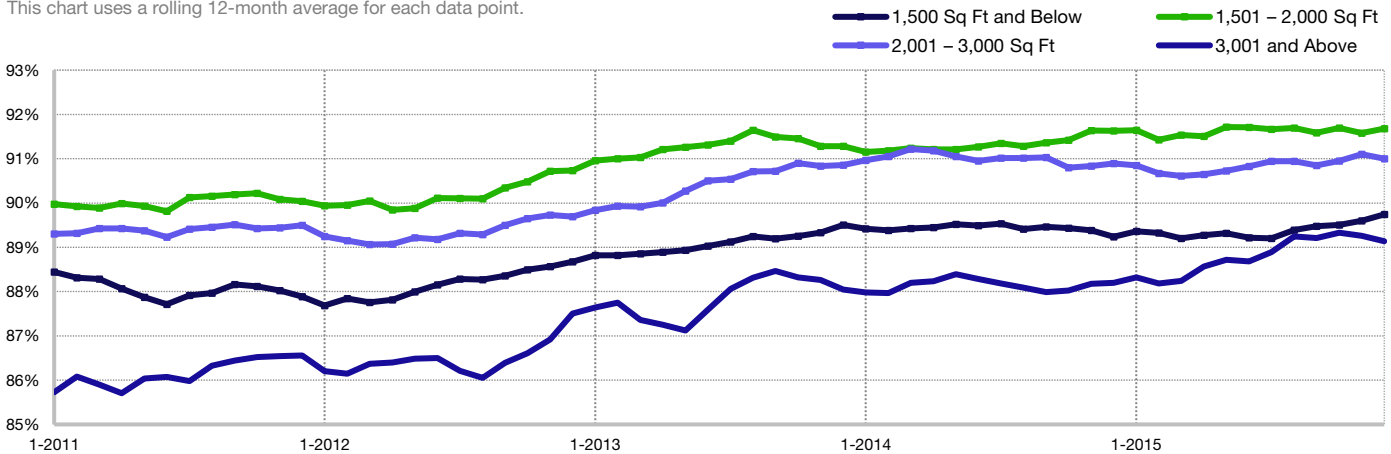
Percent of Original List Price
Received in 2015 for
2,001 to 3,000 Sq Ft

89.1%

Percent of Original List Price
Received in 2015 for
3,001 Sq Ft or More

Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



Area Overviews

	Total Closed Sales	Change from 2014	Percent Single-Family	Percent Townhouse-Condo	New Listings	Days on Market	Pct. of Orig. Price Received
Addison County	338	+ 2.1%	90.2%	6.8%	621	132	90.9%
Bennington County	414	+ 0.2%	85.5%	12.6%	856	198	86.5%
Caledonia County	317	+ 21.0%	95.9%	2.5%	669	175	87.8%
Chittenden County	1,847	+ 11.7%	65.0%	33.4%	2,555	84	95.5%
Essex County	72	- 4.0%	98.6%	0.0%	175	216	84.1%
Franklin County	502	+ 5.5%	92.0%	5.8%	999	120	92.9%
Grand Isle County	122	+ 15.1%	95.9%	0.8%	296	179	90.7%
Lamoille County	357	+ 3.8%	77.6%	19.6%	711	179	88.9%
Orange County	229	+ 12.8%	98.7%	0.0%	515	158	89.4%
Orleans County	335	+ 6.7%	93.7%	1.5%	803	173	88.6%
Rutland County	695	+ 15.3%	80.7%	18.0%	1,434	177	86.9%
Washington County	648	+ 18.2%	84.4%	13.6%	1,114	132	91.0%
Windham County	699	+ 4.0%	74.4%	23.9%	1,330	188	88.3%
Windsor County	885	+ 9.8%	77.2%	19.8%	1,814	177	87.2%
Barre City	182	+ 13.0%	95.1%	4.9%	295	117	91.6%
Bennington City	112	+ 10.9%	92.9%	3.6%	194	176	86.7%
Brattleboro	89	- 21.9%	77.5%	15.7%	150	191	90.2%
Burlington	298	+ 15.1%	61.7%	38.3%	364	70	94.7%
Colchester	215	+ 18.8%	66.5%	28.4%	277	116	94.8%
Dover	169	+ 7.6%	32.0%	68.0%	268	213	88.0%
Killington	128	+ 14.3%	21.1%	78.9%	196	197	88.6%
Ludlow	126	- 3.1%	43.7%	54.8%	274	243	86.4%
Manchester	62	- 17.3%	67.7%	32.3%	154	173	88.4%
Middlebury	82	+ 12.3%	75.6%	23.2%	119	85	93.6%
Montpelier	76	+ 35.7%	81.6%	18.4%	121	99	93.4%
Newport	61	+ 1.7%	95.1%	3.3%	183	140	92.4%
Rutland	211	+ 29.4%	91.0%	7.1%	384	159	89.2%
St. Albans	145	+ 12.4%	86.9%	9.7%	265	96	92.8%
St. Johnsbury	67	+ 42.6%	95.5%	3.0%	111	168	85.7%
Stowe	128	- 8.6%	53.9%	46.1%	237	199	89.2%
Stratton Mountain	34	- 8.1%	35.3%	64.7%	93	205	89.2%
Warren	74	- 2.6%	35.1%	64.9%	137	226	87.7%
White River Junction	22	+ 57.1%	72.7%	22.7%	41	48	95.2%
Williston	137	+ 2.2%	60.6%	38.7%	207	68	96.6%
Woodstock	9	+ 28.6%	44.4%	55.6%	5	341	87.8%

Area Historical Median Prices

	2011	2012	2013	2014	2015	Change From 2014	Change From 2011
Addison County	\$224,000	\$212,200	\$220,000	\$214,450	\$225,000	+ 4.9%	+ 0.4%
Bennington County	\$210,000	\$193,375	\$230,000	\$199,900	\$181,000	- 9.5%	- 13.8%
Caledonia County	\$128,000	\$134,000	\$139,000	\$143,000	\$127,500	- 10.8%	- 0.4%
Chittenden County	\$245,000	\$247,750	\$255,000	\$260,000	\$266,750	+ 2.6%	+ 8.9%
Essex County	\$109,500	\$84,000	\$99,900	\$105,000	\$109,000	+ 3.8%	- 0.5%
Franklin County	\$185,000	\$182,788	\$189,950	\$184,900	\$188,000	+ 1.7%	+ 1.6%
Grand Isle County	\$193,450	\$217,500	\$219,500	\$234,000	\$200,500	- 14.3%	+ 3.6%
Lamoille County	\$228,000	\$230,000	\$225,000	\$222,900	\$209,500	- 6.0%	- 8.1%
Orange County	\$160,000	\$162,000	\$152,400	\$160,000	\$163,500	+ 2.2%	+ 2.2%
Orleans County	\$130,000	\$122,250	\$130,000	\$135,000	\$134,400	- 0.4%	+ 3.4%
Rutland County	\$150,000	\$155,000	\$145,000	\$145,000	\$139,950	- 3.5%	- 6.7%
Washington County	\$188,000	\$185,000	\$185,000	\$177,000	\$190,000	+ 7.3%	+ 1.1%
Windham County	\$182,225	\$185,000	\$181,250	\$175,000	\$179,900	+ 2.8%	- 1.3%
Windsor County	\$190,000	\$185,000	\$197,000	\$207,900	\$193,750	- 6.8%	+ 2.0%
Barre City	\$153,000	\$140,000	\$148,000	\$150,000	\$154,775	+ 3.2%	+ 1.2%
Bennington City	\$145,000	\$142,900	\$135,500	\$140,000	\$140,000	0.0%	- 3.4%
Brattleboro	\$165,000	\$177,500	\$165,000	\$155,000	\$167,500	+ 8.1%	+ 1.5%
Burlington	\$234,000	\$244,500	\$246,500	\$269,000	\$259,500	- 3.5%	+ 10.9%
Colchester	\$229,950	\$240,500	\$252,000	\$253,000	\$266,000	+ 5.1%	+ 15.7%
Dover	\$195,000	\$194,000	\$190,000	\$185,000	\$210,000	+ 13.5%	+ 7.7%
Killington	\$152,750	\$156,250	\$130,000	\$129,500	\$115,000	- 11.2%	- 24.7%
Ludlow	\$273,500	\$256,000	\$275,000	\$290,000	\$315,000	+ 8.6%	+ 15.2%
Manchester	\$385,000	\$272,500	\$275,000	\$239,000	\$277,500	+ 16.1%	- 27.9%
Middlebury	\$190,000	\$177,000	\$217,250	\$214,000	\$232,000	+ 8.4%	+ 22.1%
Montpelier	\$202,000	\$215,000	\$209,500	\$211,500	\$223,500	+ 5.7%	+ 10.6%
Newport	\$123,000	\$105,000	\$127,500	\$133,450	\$136,000	+ 1.9%	+ 10.6%
Rutland	\$148,000	\$145,000	\$142,250	\$142,000	\$130,000	- 8.5%	- 12.2%
St. Albans	\$173,900	\$168,700	\$190,000	\$178,000	\$185,500	+ 4.2%	+ 6.7%
St. Johnsbury	\$130,000	\$129,900	\$127,500	\$120,000	\$102,000	- 15.0%	- 21.5%
Stowe	\$398,000	\$359,875	\$350,688	\$368,000	\$325,000	- 11.7%	- 18.3%
Stratton Mountain	\$325,000	\$300,500	\$355,000	\$345,000	\$306,000	- 11.3%	- 5.8%
Warren	\$218,000	\$221,500	\$186,000	\$205,000	\$184,500	- 10.0%	- 15.4%
White River Junction	\$192,000	\$139,750	\$173,500	\$199,750	\$174,000	- 12.9%	- 9.4%
Williston	\$271,500	\$275,000	\$285,000	\$315,000	\$320,000	+ 1.6%	+ 17.9%
Woodstock	\$426,100	\$352,500	\$208,750	\$434,000	\$194,000	- 55.3%	- 54.5%