

## 3RD QUARTER, 2015

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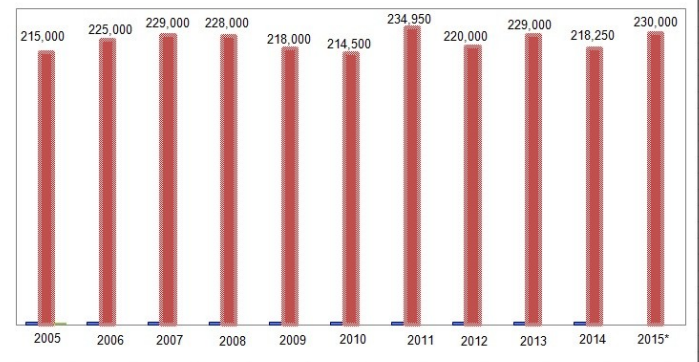
### Greetings from Coldwell Banker Bill Beck Real Estate:

Residential sales in Addison County continued to put up good numbers during the third quarter. There were 106 sales compared with 97 sales the year before for an increase of 9%. Through the first three quarters, unit sales stood at 230 which is an increase of 12% over last year. Prices have also increased slightly over last year. The average sale price through the first three quarters increased 3% to \$256,991 and the median sale price increased 6% to \$230,000.

Chittenden County saw a substantial increase in unit sales. Through the first three quarters unit sales are up 27%. Rutland County was up 19% and the statewide Vermont sales were up 16%. These kind of numbers provide more evidence that the housing market in Vermont is in fully recovery mode. Projections through the end of the year indicate that unit sales will surpass the 311 sales recorded in 2005 which was the high point of sales in Addison County.

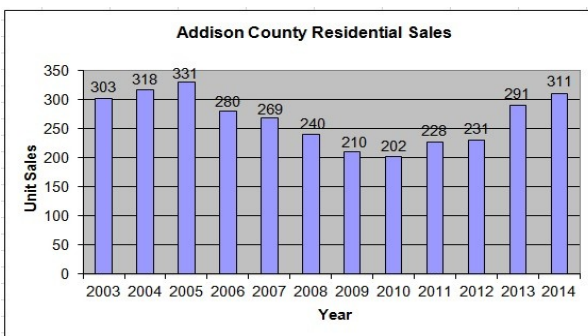
Let's look at prices today versus prices in 2005. Overall in Addison County, the average sale price through the first nine months of this year was \$257,502. In 2005, the average sale price was \$255,873, virtually unchanged. The median sale price, which we feel is a more accurate picture of the market, has increased from \$215,000 to 230,000 or an increase of 7% over the past decade. The three largest towns in Addison County fared a bit better. Middlebury, Bristol and Vergennes all saw the median sale price increase 9% over the past decade. The median sale price in Middlebury through the first three quarters was \$242,500, Bristol was \$198,000 and Vergennes was \$174,250.

ADDISON COUNTY MEDIAN SALE PRICE



\* 2015– First 3 Quarters

Sales of bare land present a different picture. In 2005 there were 76 sales while so far this year there have been 26 sales. The cost of new construction has certainly increased more than 9% over the past decade.



The Upper end of the market is also performing well through the first three quarters. There have been 23 sales over \$400,000 versus only 12 last year. The median sale price this year is \$480,000. Condo sales have also shown uptick through the first nine months. There have been 20 condo sales this year versus 14 in 2014 or an increase of 43% with an average sale price of \$180,117.

MLS RESIDENTIAL SALES DURING 3RD QUARTER 2015

Address	Town	MLS List Date	DOM	Close Date	List Price	Close Price	Sell to list %	Assmt	% of Assmt
105 Pheasant Run Lane	Addison	7/15/2013	708	8/14/2014	\$369,000	\$368,000	100%	\$ 417,400	88.16%
1914 Lake Street	Bridport	4/30/2015	104	9/25/2015	\$195,000	\$193,250	99%	\$ 202,100	95.62%
39 Short Street	Bridport	6/4/2015	63	9/21/2015	\$359,900	\$345,000	96%	\$ 267,900	128.78%
4465 Town Line Road	Bridport	5/14/2015	12	7/15/2015	\$235,000	\$215,000	91%	\$ 234,500	91.68%
101 Crown Point Raod	Bridport	7/26/2012	1027	8/28/2015	\$175,000	\$150,000	86%	\$ 184,200	81.43%
6454 VT Route 125	Bridport	9/19/2014	293	8/7/2015	\$89,900	\$70,000	78%	\$ 197,300	35.48%
134 Jeanne's Way	Bristol	3/21/2014	484	8/24/2015	\$398,400	\$350,000	88%	\$ 324,000	108.02%
308 Hazel Drive	Bristol	8/25/2015	-1	8/24/2015	\$217,900	\$217,900	100%	\$ 164,100	132.78%
103 Sturtevant	Bristol	7/17/2015	10	9/3/2015	\$98,900	\$99,500	101%	\$ 129,300	76.95%
79 North	Bristol	10/17/2014	218	7/2/2015	\$243,950	\$242,000	99%	\$ 238,600	101.42%
30 Church Street	Bristol	3/14/2015	9	7/1/2015	\$324,400	\$324,400	100%	\$ 267,500	121.27%
446 Carlstrom Road	Bristol	1/15/2015	127	7/2/2015	\$269,000	\$267,500	99%	\$ 218,500	122.43%
26 Elm Street	Bristol	3/9/2015	11	8/3/2015	\$240,000	\$235,000	98%	\$ 164,400	142.94%
6 Garfield Street	Bristol	5/4/2015	42	7/27/2015	\$216,000	\$213,000	99%	\$ 147,600	144.31%
380 Bristol Pond Road	Bristol	7/15/2014	363	7/13/2015	\$119,900	\$119,000	99%	\$ 64,200	185.36%
2013 VT Route 125	Cornwall	7/2/2015	24	8/28/2015	\$239,000	\$238,000	100%	\$ 258,400	92.11%
506 Ledgemont Lane	Cornwall	3/7/2015	122	8/26/2015	\$1,250,000	\$1,000,000	80%	\$ 918,100	108.92%
73 Hornbeam Hill Road	Cornwall	8/9/2014	332	8/14/2015	\$459,900	\$440,000	96%	\$ 337,200	130.49%
57 Quaker Street	Ferrisburgh	1/31/2015	160	9/30/2015	\$235,000	\$225,000	96%	\$ 283,400	79.39%
181 North Road	Ferrisburgh	5/18/2015	80	9/16/2015	\$457,000	\$425,000	93%	\$ 524,100	81.09%
145 Green Meadow Lane	Ferrisburgh	6/26/2015	34	9/15/2015	\$399,000	\$375,000	94%	\$ 381,900	98.19%
575 Middlebrook Road	Ferrisburgh	1/15/2015	180	9/4/2015	\$249,900	\$244,000	98%	\$ 238,800	102.18%
55 Braeside Place	Ferrisburgh	3/17/2015	500	9/4/2015	\$435,000	\$420,000	97%	\$ 493,500	85.11%
3935 Basin Harbor Road	Ferrisburgh	7/22/2013	707	9/1/2015	\$359,000	\$359,000	100%	\$ 459,000	78.21%
654 Sleepy Hollow Lane	Ferrisburgh	3/20/2015	97	7/24/2015	\$89,900	\$75,000	83%	\$ 59,600	125.84%
836 Old Hollow Road	Ferrisburgh	7/5/2014	317	7/9/2015	\$167,500	\$125,000	75%	\$ 167,100	74.81%
246 Green Meadow Lane	Ferrisburgh	7/7/2015	48	7/7/2015	\$415,000	\$387,800	93%	\$ 408,700	94.89%
48 Virgin Ave	Hancock	5/19/2015	83	9/25/2015	\$140,000	\$120,000	86%	\$ 100,100	119.88%
108 Northend Point	Leicester	5/20/2015	61	8/6/2015	\$169,000	\$140,000	83%	\$ 183,300	76.38%
800 Fern Lake Road	Leicester	4/29/2015	50	7/17/2015	\$310,000	\$307,000	99%	\$ 319,300	96.15%

MLS RESIDENTIAL SALES DURING 3RD QUARTER 2015

Address	Town	MLS List		Close Date	List Price	Close Price	Sell to list %	Assmt	% of Assmt
		Date	DOM						
1662 West River Road	Lincoln	1/15/2015	140	7/24/2015	\$189,500	\$180,000	95%	\$ 187,000	96.26%
417 Painter Road	Middlebury	8/5/2015	8	9/25/2015	\$339,000	\$309,000	91%	\$ 332,600	92.90%
669 Weybridge Street	Middlebury	5/19/2015	2	7/1/2015	\$230,000	\$228,000	99%	\$ 201,300	113.26%
429 E. Main Street	Middlebury	5/28/2015	79	9/24/2015	\$199,000	\$195,000	98%	\$ 199,900	97.55%
107 Seminary Street Ext	Middlebury	11/15/2013	627	9/22/2015	\$219,000	\$209,600	96%	\$ 143,800	145.76%
455 Halladay Road	Middlebury	12/15/2014	140	9/21/2015	\$349,000	\$325,000	93%	\$ 338,700	95.96%
8 High Street	Middlebury	8/11/2015	10	9/18/2015	\$434,000	\$434,000	100%	\$ 260,200	166.79%
436 Buttolph Drive	Middlebury	6/22/2015	45	9/18/2015	\$275,000	\$275,000	100%	\$ 211,500	130.02%
6 S Leno Drive	Middlebury	5/22/2015	37	9/16/2015	\$249,500	\$239,000	96%	\$ 186,100	128.43%
24 Middle Road South	Middlebury	10/16/2014	309	9/25/2015	\$109,000	\$91,000	83%	\$ 151,600	60.03%
3 Harrow Way	Middlebury	5/6/2015	10	7/2/2015	\$240,000	\$234,000	98%	\$ 221,300	105.74%
292 Chipman Park	Middlebury	2/6/2015	59	7/10/2015	\$349,900	\$340,000	97%	\$ 297,700	114.21%
13 Lower Plains Road	Middlebury	4/2/2015	11	7/10/2015	\$207,500	\$207,500	100%	\$ 158,800	130.67%
7 Stonegate Drive	Middlebury	5/18/2015	53	7/10/2015	\$212,000	\$200,000	94%	\$ 148,300	134.86%
285 Weybridge Street	Middlebury	3/5/2015	8	7/31/2015	\$425,000	\$419,000	99%	-	0.00%
180 Dow Farm Lane	Middlebury	6/28/2015	11	8/3/2015	\$278,000	\$270,000	97%	\$ 197,700	136.57%
23 Brookside Drive	Middlebury	6/19/2015	7	8/3/2015	\$219,000	\$219,000	100%	\$ 129,000	169.77%
264 South Ridge Drive	Middlebury	6/27/2013	489	8/4/2015	\$417,500	\$402,000	96%	\$ 365,600	109.96%
64 Munson Road	Middlebury	6/12/2015	20	8/4/2015	\$328,500	\$317,000	96%	-	0.00%
19 High Street	Middlebury	6/8/2015	41	8/20/2015	\$299,000	\$285,000	95%	-	0.00%
19 Lower Plains Road	Middlebury	5/23/2015	58	8/21/2015	\$220,000	\$205,000	93%	\$ 180,000	113.89%
2 Forrest Lane	Middlebury	5/21/2015	21	8/25/2015	\$195,000	\$168,000	86%	\$ 183,400	91.60%
127 Shannon Street	Middlebury	6/3/2015	21	8/26/2015	\$210,000	\$195,000	93%	\$ 184,000	105.98%
38 Lower Plains Road	Middlebury	5/27/2015	61	9/2/2015	\$287,000	\$265,000	92%	\$ 227,300	116.59%
228 Halpin Road	Middlebury	6/11/2015	43	9/4/2015	\$275,000	\$265,000	96%	\$ 187,400	141.41%
76 Drew Lane	Middlebury	4/29/2015	101	9/16/2015	\$200,000	\$187,000	94%	\$ 162,900	114.79%
4 Brookside Drive	Middlebury	4/29/2015	89	9/15/2015	\$256,000	\$249,000	97%	\$ 204,000	122.06%
614 Munger Street	Middlebury	4/13/2015	24	9/9/2015	\$630,000	\$605,000	96%	\$ 387,400	156.17%
198 Charles Ave	Middlebury	7/10/2015	17	9/8/2015	\$138,400	\$152,300	110%	\$ 134,300	113.40%
19 Gorham Lane	Middlebury	5/15/2015	80	9/4/2015	\$389,000	\$375,000	96%	\$ 376,700	99.55%
1431 Monkton Road	Monkton	5/29/2015	6	7/31/2015	\$215,000	\$200,000	93%	\$ 161,900	123.53%

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3256 Mountain Road	Monkton	7/18/2015	113	7/18/2015	\$265,000	\$250,000	94%	\$ 219,100	114.10%
71 North Camp Road	Monkton	4/5/2013	726	7/9/2015	\$99,900	\$91,100	91%	\$ 112,500	80.98%
13 Barnum Road	Monkton	8/26/2014	9	9/14/2015	\$193,500	\$190,000	98%	\$ 125,100	151.88%
60 Bristol Road	Monkton	5/7/2015	75	9/2/2015	\$359,900	\$355,000	99%	\$ 304,300	116.66%
1395 Monkton Road	Monkton	6/16/2015	24	8/21/2015	\$175,000	\$180,000	103%	\$ 139,600	128.94%
73 North Street	New Haven	1/15/2015	199	9/15/2015	\$199,500	\$193,000	97%	\$ 233,600	82.62%
1634 East Street	New Haven	8/15/2013	699	7/15/2015	\$355,000	\$325,000	92%	\$ 268,800	120.91%
3103 South Street	New Haven	4/29/2015	19	7/17/2015	\$325,000	\$325,000	100%	\$ 310,500	104.67%
213 Old Farm Road	New Haven	5/22/2015	27	9/11/2015	\$525,000	\$485,000	92%	\$ 408,200	118.81%
690 Pearson Road	New Haven	4/15/2014	392	8/20/2015	\$650,000	\$600,000	92%	\$ 476,900	125.81%
214 Town Hill Road	New Haven	5/20/2015	78	8/18/2015	\$110,000	\$100,000	91%	\$ 174,400	57.34%
683 Quarry Road	New Haven	9/3/2015	-3	8/31/2015	\$205,000	\$205,000	100%	\$ -	0.00%
762 Town Hill Road	New Haven	5/1/2015	107	9/16/2015	\$254,900	\$248,000	97%	\$ 244,100	101.60%
4505 River Road	New Haven	5/29/2015	16	7/28/2015	\$299,000	\$305,000	102%	\$ 247,800	123.08%
1667 Dog Team Road	New Haven	6/19/2015	19	8/26/2015	\$239,000	\$215,000	90%	\$ 168,500	127.60%
170 Needham Hill Road	Orwell	4/30/2015	50	8/28/2015	\$279,900	\$280,000	100%	\$ 287,900	97.26%
35 Mt. Independence	Orwell	1/15/2015	144	8/25/2015	\$175,000	\$168,500	96%	\$ 152,100	110.78%
1090 Peddlers Bridge Road	Ripton	4/27/2015	22	8/27/2015	\$295,000	\$280,000	95%	\$ 271,300	103.21%
220 Lincoln Road	Ripton	1/15/2015	190	8/31/2015	\$349,900	\$312,500	89%	\$ 276,600	112.98%
121 Pidgeon Road	Salisbury	6/27/2014	409	8/21/2015	\$79,900	\$63,900	80%	\$ 131,000	48.78%
282 Leland Road	Salisbury	10/20/2014	186	7/15/2015	\$329,900	\$305,000	92%	\$ 303,600	100.46%
1979 Lake Dunmore Road	Salisbury	3/2/2015	102	7/29/2015	\$129,000	\$116,000	90%	\$ 130,350	88.99%
402 Underwood Lane	Salisbury	8/9/2015	7	8/31/2015	\$345,000	\$355,000	103%	\$ 335,000	105.97%
2744 Watch Point Road	Shoreham	8/19/2014	329	9/25/2015	\$274,900	\$275,000	100%	\$ 320,900	85.70%
426 Watch Point Road	Shoreham	3/13/2015	63	7/10/2015	\$135,000	\$122,000	90%	\$ 126,900	96.14%
215 School Street	Shoreham	7/28/2015	347	9/4/2015	\$159,000	\$135,000	85%	\$ 285,600	47.27%
241 Brown Road	Shoreham	6/20/2015	72	9/29/2015	\$199,000	\$180,000	90%	\$ 182,700	98.52%
79 Russell Young Road	Starksboro	10/28/2014	265	9/10/2015	\$159,995	\$159,995	100%	\$ 199,400	80.24%
922 Brown Hill West	Starksboro	1/15/2015	191	8/21/2015	\$150,000	\$102,000	68%	\$ 107,800	94.62%
963 Route 17	Starksboro	5/8/2015	11	7/9/2015	\$230,000	\$230,000	100%	\$ 207,700	110.74%
183 Black Bear Way	Starksboro	8/30/2015	-2	8/28/2015	\$280,000	\$280,000	100%	\$ -	0.00%

MLS RESIDENTIAL SALES DURING 3RD QUARTER 2015

Address	Town	MLS List Date	DOM	Close Date	List Price	Close Price	Sell to list %	Assmt	% of Assmt
334 Conway Road	Starksboro	5/26/2015	14	8/20/2015	\$319,900	\$314,950	98%	\$ 246,300	127.87%
16 East Street	Vergennes	5/27/2015	42	8/19/2015	\$198,000	\$189,500	96%	\$ 161,900	117.05%
50 New Haven	Vergennes	4/25/2015	37	7/13/2015	\$199,000	\$196,000	98%	\$ 187,400	104.59%
21 Hopkins Road	Vergennes	1/19/2015	24	7/23/2015	\$329,000	\$329,000	100%	\$ -	0.00%
59 Monkton Road	Vergennes	7/23/2015	18	9/18/2015	\$194,500	\$190,000	98%	\$ 174,500	108.88%
31 South Water Street	Vergennes	5/28/2015	70	9/18/2015	\$179,900	\$160,000	89%	\$ 192,400	83.16%
5 Battery Hill	Vergennes	1/9/2015	132	7/9/2015	\$289,000	\$280,000	97%	\$ 311,800	89.80%
20 South Maple Street	Vergennes	9/22/2014	264	8/17/2015	\$184,900	\$182,000	98%	\$ 216,800	83.95%
27 Thomas Circle	Vergennes	5/5/2015	50	8/14/2015	\$199,500	\$195,000	98%	\$ 193,600	100.72%
51 Boothwoods	Vergennes	3/25/2015	69	7/24/2015	\$119,750	\$119,000	99%	\$ 114,600	103.84%
17 Rabbit Run	Waltham	8/1/2015	4	9/18/2015	\$173,999	\$172,000	99%	\$ 191,700	89.72%
1058 Green Street	Waltham	9/19/2014	266	8/28/2015	\$253,000	\$235,000	93%	\$ 233,100	100.82%
564 Maple Street	Waltham	5/13/2010	1881	9/24/2015	\$299,900	\$290,000	97%	\$ 278,500	104.13%
1910 Quaker Village Road	Weybridge	4/20/2015	40	7/24/2015	\$395,000	\$360,000	91%	\$ 302,100	119.17%
71 Bunny Lane	Weybridge	3/25/2015	138	9/14/2015	\$105,000	\$100,000	95%	\$ 101,900	98.14%