

## MLS RESIDENTIAL SALES

| Town       | 2006                     |                 | 2007                    |                 | 2008       |                 | 2009       |                 | 2010       |                 |
|------------|--------------------------|-----------------|-------------------------|-----------------|------------|-----------------|------------|-----------------|------------|-----------------|
|            | Units Sold               | Ave. Sale Price | Units Sold              | Ave. Sale Price | Units Sold | Ave. Sale Price | Units Sold | Ave. Sale Price | Units Sold | Ave. Sale Price |
| Addison    | 10                       | \$ 224,440      | 13                      | \$ 282,803      | 5          | \$ 401,760      | 6          | \$ 264,650      | 6          | \$ 261,917      |
| Bridport   | 10                       | \$ 290,700      | 8                       | \$ 265,625      | 6          | \$ 199,482      | 5          | \$ 201,980      | 8          | \$ 281,188      |
| Bristol    | 28                       | \$ 224,579      | 14                      | \$ 198,950      | 11         | \$ 207,036      | 17         | \$ 220,903      | 28         | \$ 198,748      |
| Cornwall   | 14                       | \$ 470,693      | 8                       | \$ 273,313      | 7          | \$ 276,914      | 11         | \$ 325,573      | 8          | \$ 355,794      |
| Ferrisburg | 21                       | \$ 365,681      | 30                      | \$ 336,544      | 16         | \$ 282,413      | 23         | \$ 286,257      | 21         | \$ 269,192      |
| Goshen     | 5                        | \$ 151,600      | 2                       | \$ 157,250      | 4          | \$ 333,375      | 1          | \$ 180,000      | 3          | \$ 184,333      |
| Granville  | 1                        | \$ 243,500      | 2                       | \$ 260,500      | 4          | \$ 177,249      | 0          |                 | 2          | \$ 77,500       |
| Hancock    | 1                        | \$ 160,000      | 2                       | \$ 245,000      | 1          | \$ 585,000      | 2          | \$ 129,000      | 1          | \$ 140,000      |
| Leicester  | 12                       | \$ 188,825      | 10                      | \$ 266,250      | 9          | \$ 253,878      | 10         | \$ 192,450      | 6          | \$ 232,667      |
| Lincoln    | 9                        | \$ 264,056      | 8                       | \$ 220,449      | 5          | \$ 385,980      | 2          | \$ 358,250      | 6          | \$ 308,000      |
| Middlebury | 62                       | \$ 246,560      | 44                      | \$ 228,342      | 59         | \$ 290,336      | 33         | \$ 226,717      | 32         | \$ 225,197      |
|            | <b>Middlebury Condos</b> |                 | 19                      | \$ 234,500      | 12         | \$ 303,567      | 15         | \$ 267,033      | 9          | \$ 226,417      |
| Monkton    | 17                       | \$ 254,012      | 17                      | \$ 310,909      | 10         | \$ 267,590      | 15         | \$ 233,156      | 10         | \$ 202,500      |
| New Haven  | 11                       | \$ 349,160      | 9                       | \$ 208,845      | 5          | \$ 288,980      | 7          | \$ 308,407      | 10         | \$ 329,283      |
| Orwell     | 7                        | \$ 274,400      | 7                       | \$ 302,357      | 9          | \$ 157,756      | 3          | \$ 207,333      | 3          | \$ 126,000      |
| Panton     | 5                        | \$ 604,000      | 6                       | \$ 667,483      | 3          | \$ 282,933      | 1          | \$ 687,500      | 4          | \$ 179,500      |
| Ripton     | 4                        | \$ 276,725      | 4                       | \$ 215,733      | 3          | \$ 284,833      | 6          | \$ 174,067      | 5          | \$ 222,500      |
| Salisbury  | 7                        | \$ 214,486      | 6                       | \$ 215,733      | 7          | \$ 161,843      | 7          | \$ 211,571      | 2          | \$ 325,000      |
| Shoreham   | 10                       | \$ 258,200      | 12                      | \$ 228,950      | 10         | \$ 524,800      | 3          | \$ 199,667      | 3          | \$ 198,833      |
| Starksboro | 16                       | \$ 215,860      | 13                      | \$ 200,638      | 16         | \$ 253,369      | 14         | \$ 141,146      | 9          | \$ 222,800      |
| Vergennes  | 33                       | \$ 186,671      | 31                      | \$ 179,794      | 19         | \$ 218,279      | 16         | \$ 186,563      | 20         | \$ 188,497      |
|            |                          |                 | <b>Vergennes Condos</b> |                 | 6          | \$ 193,133      | 2          | \$ 185,500      | 1          | \$ 93,000       |
| Waltham    | 2                        | \$ 347,500      | 0                       | -               | 2          | \$ 162,000      | 1          | \$ 15,500       | 1          | \$ 110,000      |
| Weybridge  | 4                        | \$ 409,250      | 3                       | \$ 223,333      | 9          | \$ 476,877      | 5          | \$ 325,580      | 4          | \$ 394,000      |
| Whiting    | 1                        | \$ 149,500      | 1                       | \$ 280,000      | 2          | \$ 749,950      | 4          | \$ 221,750      | 0          | \$ -            |

## Addison County MLS Residential

### SALES STATISTICS

| Year | MLS Unit Transactions | Average Sale Price |                                 | Median Sale Price |                                 |
|------|-----------------------|--------------------|---------------------------------|-------------------|---------------------------------|
|      |                       | MLS                | Coldwell Banker<br>Bill Beck RE | MLS               | Coldwell Banker<br>Bill Beck RE |
| 2001 | 280                   | \$ 162,098         | \$ 183,400                      | \$ 132,000        | \$ 146,000                      |
| 2002 | 254                   | \$ 168,105         | \$ 190,275                      | \$ 150,000        | \$ 178,950                      |
| 2003 | 303                   | \$ 192,807         | \$ 246,174                      | \$ 165,000        | \$ 215,000                      |
| 2004 | 318                   | \$ 220,771         | \$ 240,567                      | \$ 184,000        | \$ 219,500                      |
| 2005 | 326                   | \$ 255,558         | \$ 268,149                      | \$ 215,000        | \$ 234,000                      |
| 2006 | 280                   | \$ 269,814         | \$ 321,200                      | \$ 225,000        | \$ 277,500                      |
| 2007 | 269                   | \$ 255,000         | \$ 274,460                      | \$ 220,000        | \$ 229,000                      |
| 2008 | 240                   | \$ 260,649         | \$ 265,250                      | \$ 221,000        | \$ 234,000                      |
| 2009 | 210                   | \$ 234,627         | \$ 239,048                      | \$ 210,000        | \$ 242,000                      |
| 2010 | 202                   | \$ 235,388         | \$ 291,663                      | \$ 211,000        | \$ 241,000                      |

**2010**  
**LISTED PRICE vs. SELLING PRICE**

**An Analysis of the Selling Price of Residential Properties  
Compared to the Listed Price**

- 5%** Sold at **over Listed Price**
- 10%** Sold at **Listed Price**
- 42%** Selling Price was **between 95%-99%** of Listed Price
- 27%** Selling Price was **between 90%-94%** of Listed Price
- 8%** Selling Price was **85-89%** of Listed Price
- 4%** Selling Price was **80-84%** or less of Listed Price
- 4%** Selling Price was **79%** or less of Listed Price

**57% of properties sold within 95% of listed price**