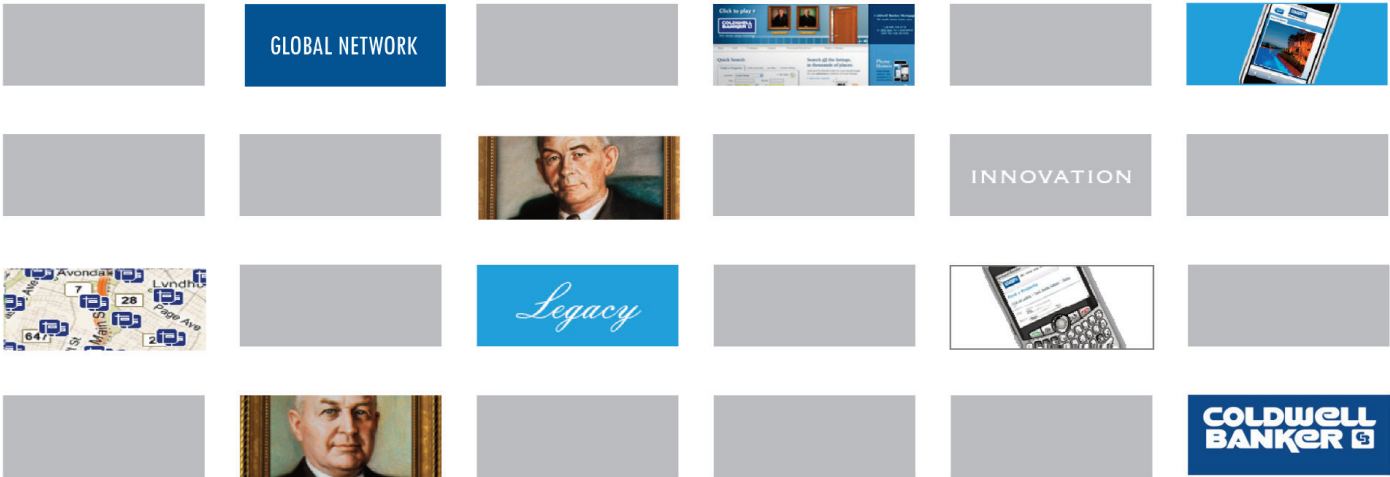


Upper Valley Market Study 2011

Kasia Butterfield
Coldwell Banker Redpath & Co.

Market Statistics for Upper Valley Area Towns



This Report Includes

- Enfield, NH
- Hanover, NH
- Lebanon, NH

- Hartford, VT
- Hartland, VT
- Norwich, VT
- Quechee, VT
- Windsor, VT

- Woodstock, VT

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Coldwell Banker Redpath & Co.
802.296.6505

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Summary

Source

This market study was compiled wholly from information in the Multiple Listing Service of Northern New England. Although the MLS does not entail 100% of the market, it does comprise a significant majority. In my opinion, the statistics, trends and information contained herein are an accurate reflection of the Upper Valley market.

Area

This report covers property within the immediate Upper Valley of Vermont and New Hampshire. Due to the diversity in the communities that make up the Upper Valley, the study was limited to certain towns. If your community was not included in the study and you would like information on your community, feel free to contact me.

Time

This report was prepared in January 2012. Sales figures have been compiled since 2006.

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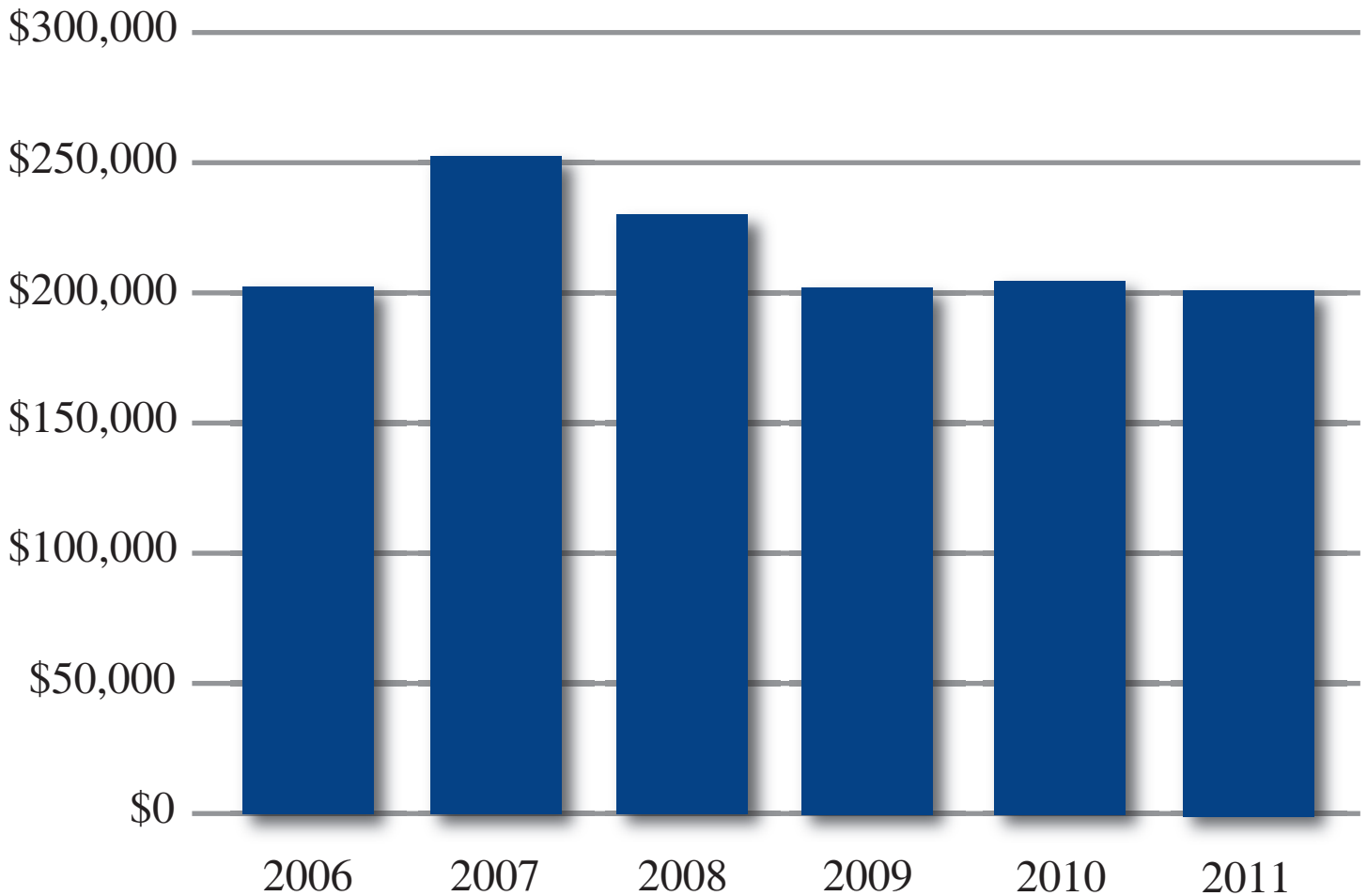


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Enfield, NH Sales

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	68	74	54	49	56	44
Avg. Sale Price	\$201,989	\$253,105	\$216,080	\$201,702	\$204,316	\$200,586
% change vs. prev.	-10%	+21%	-15%	-7%	+2%	-2%
Days on Market	82	113	121	146	159	111

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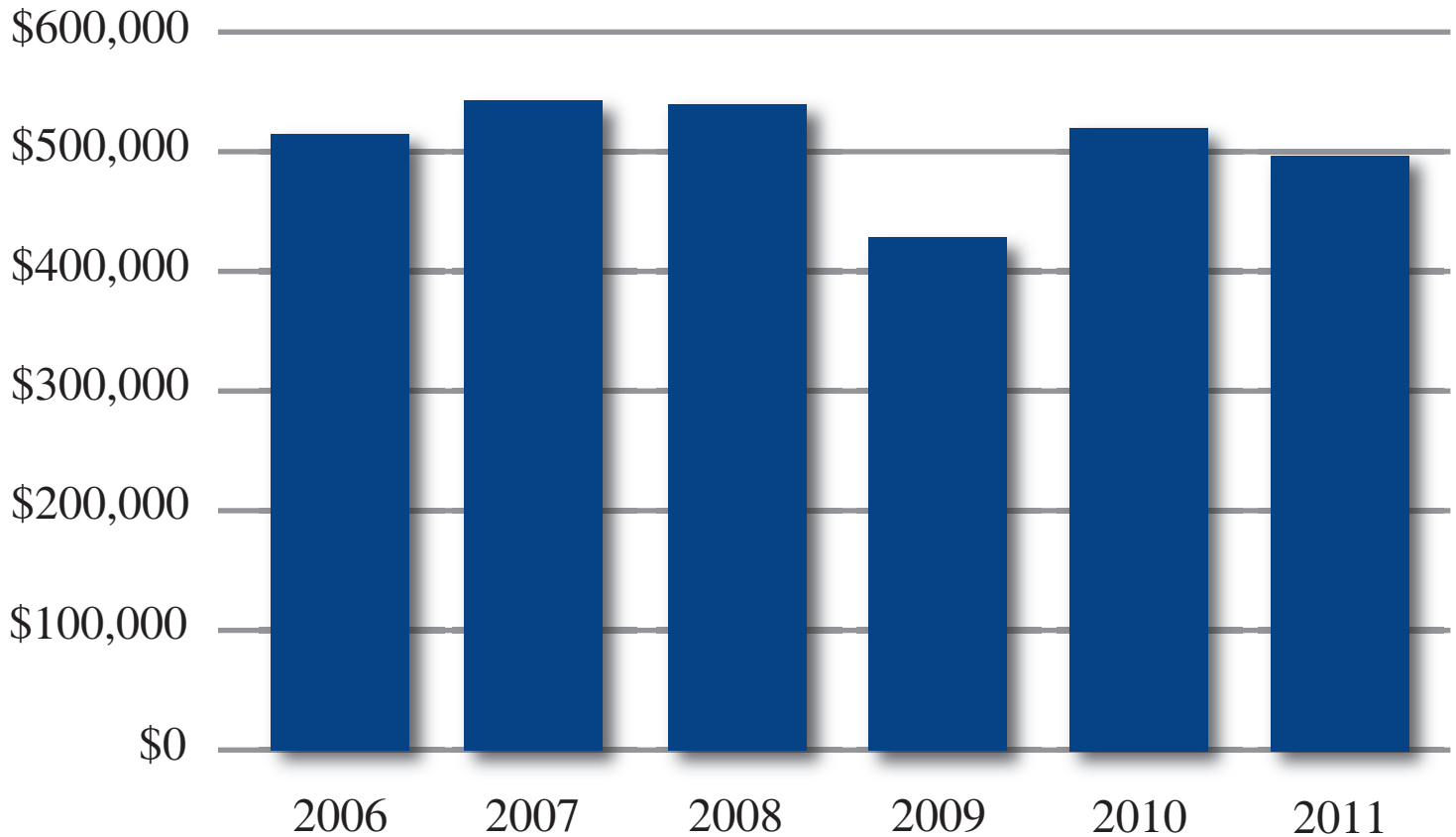


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Hanover, NH

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	102	100	83	89	75	96
Avg. Sale Price	\$510,318	\$534,301	\$530,742	\$423,950	\$520,544	\$498,769
% change vs. prev.	+4%	+5%	-1%	-20%	+19%	-4%
Days on Market	93	108	101	135	112	133

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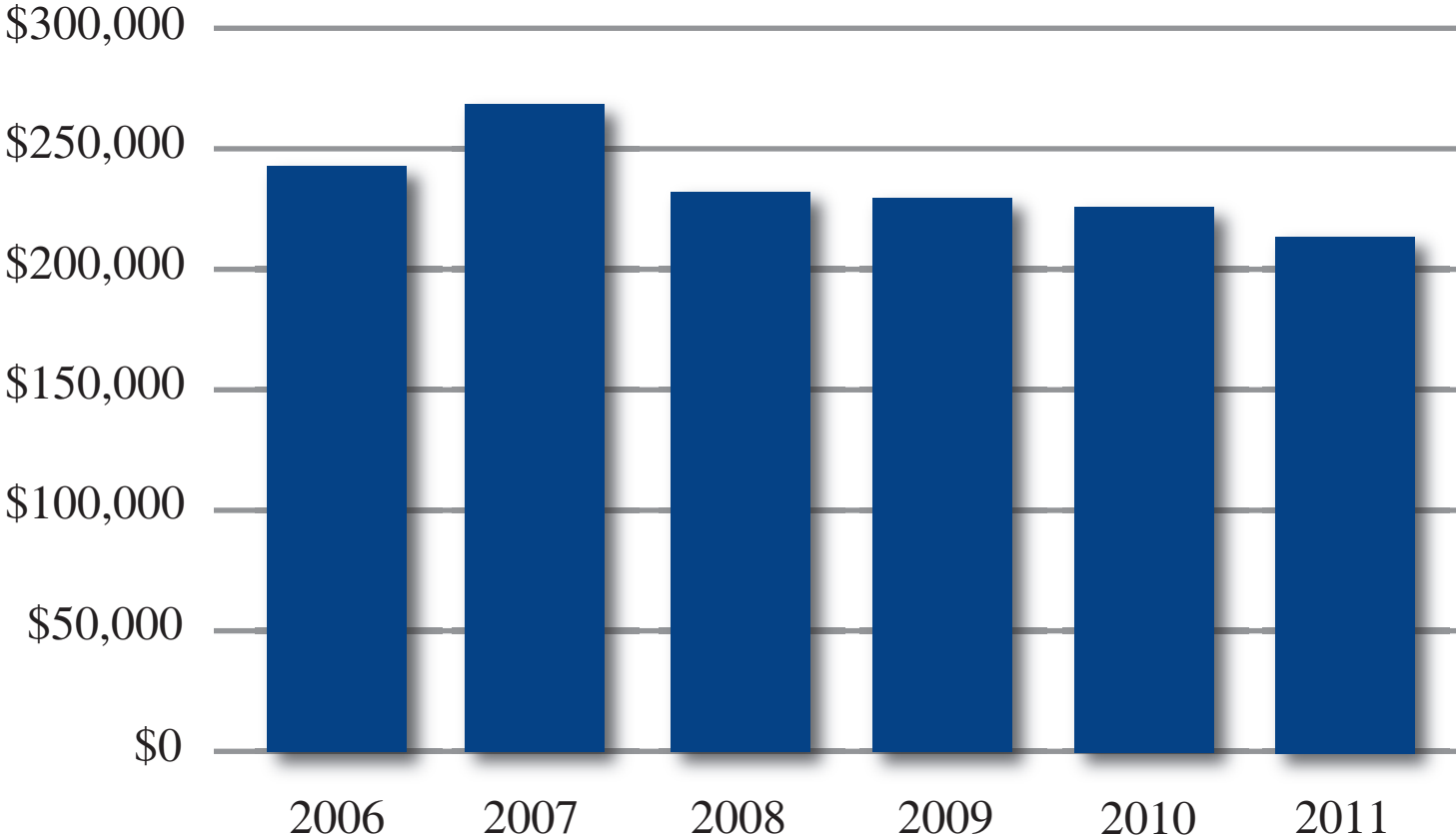


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Lebanon, NH

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	134	152	130	116	121	132
Avg. Sale Price	\$243,062	\$266,085	\$230,004	\$228,142	\$225,310	\$213,937
% change vs. prev.	-4%	+9%	-14%	-1%	-1%	-5%
Days on Market	84	120	94	108	122	86

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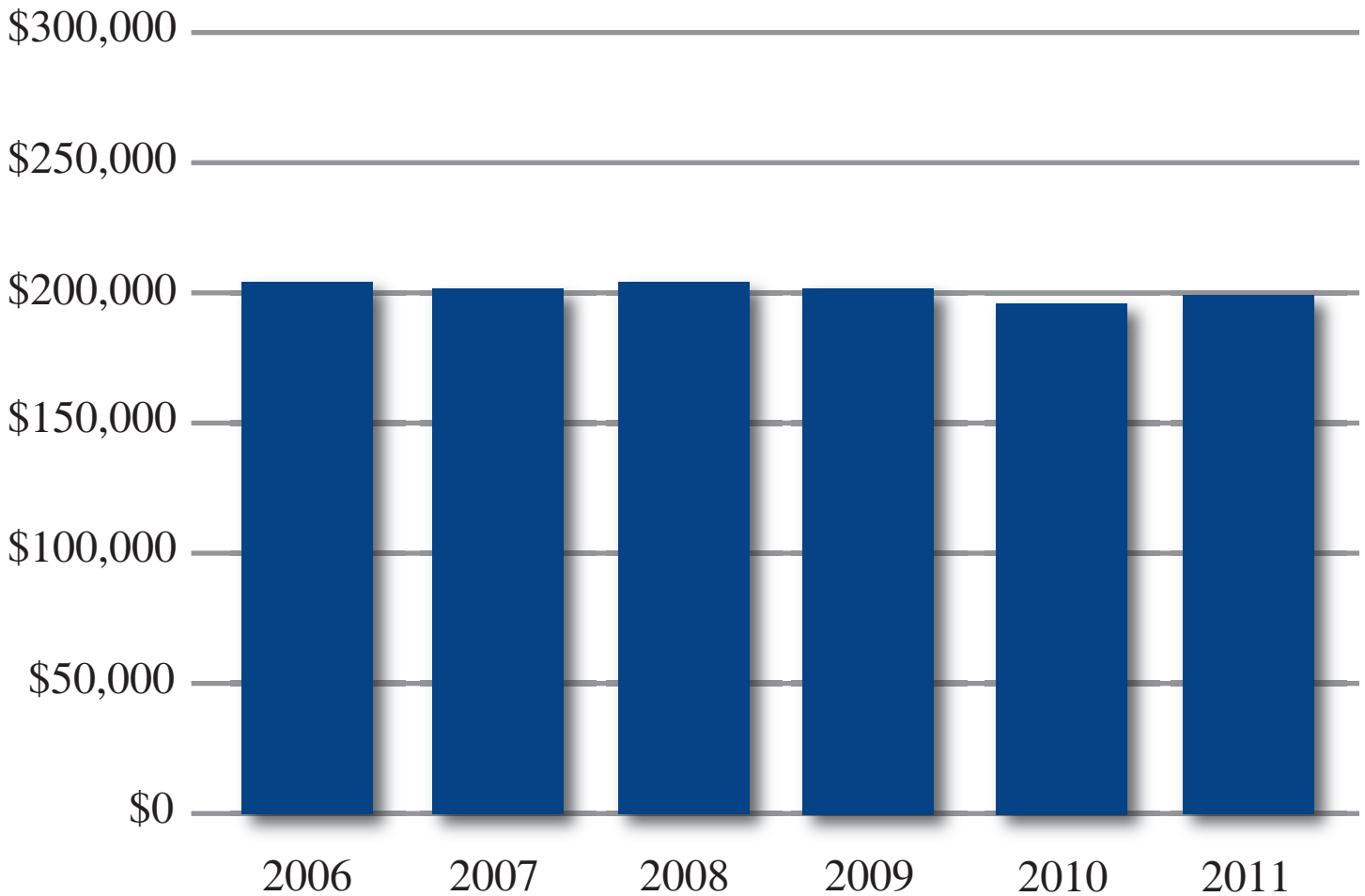
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Hartford, VT

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	116	91	106	93	77	70
Avg. Sale Price	\$205,512	\$201,355	\$205,357	\$201,607	\$188,593	\$190,722
% change vs. prev.	-12%	-2%	+2%	-2%	-7%	+1%
Days on Market	84	116	117	135	156	166

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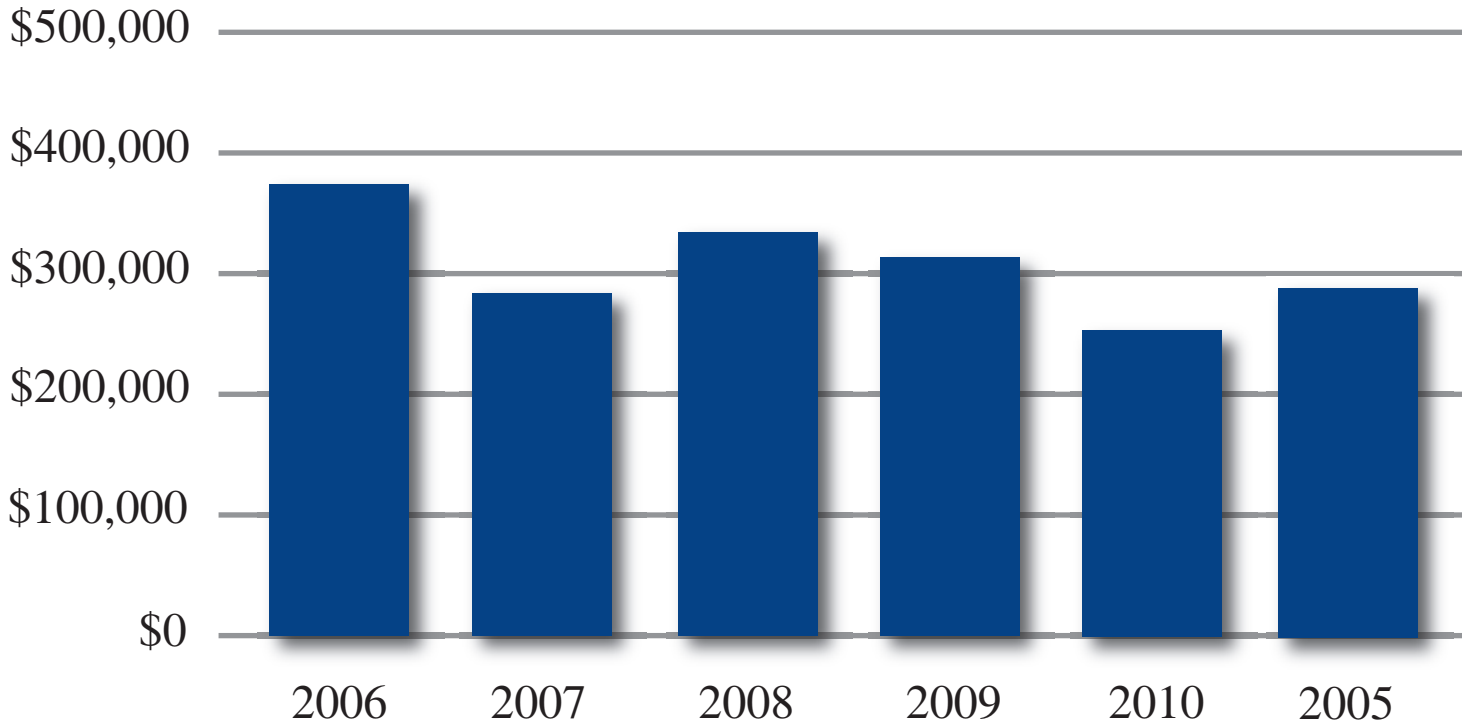


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Hartland, VT

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	20	22	21	12	16	17
Avg. Sale Price	\$376,840	\$286,995	\$333,752	\$313,917	\$255,996	\$283,206
% change vs. prev.	-11%	-24%	+15%	-6%	-18%	+10%
Days on Market	135	102	250	141	189	206

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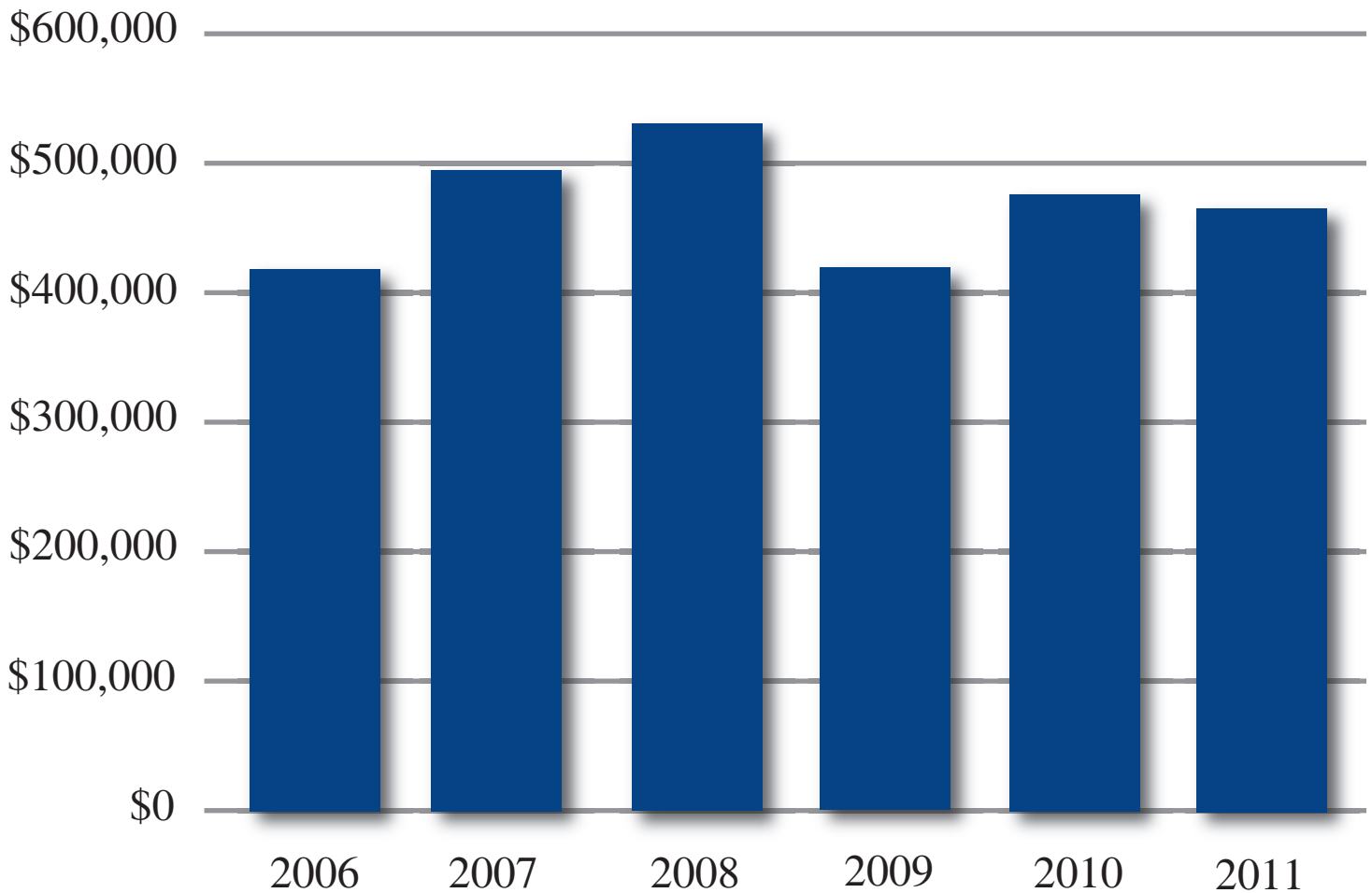
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Norwich, VT

(Houses & Condos)

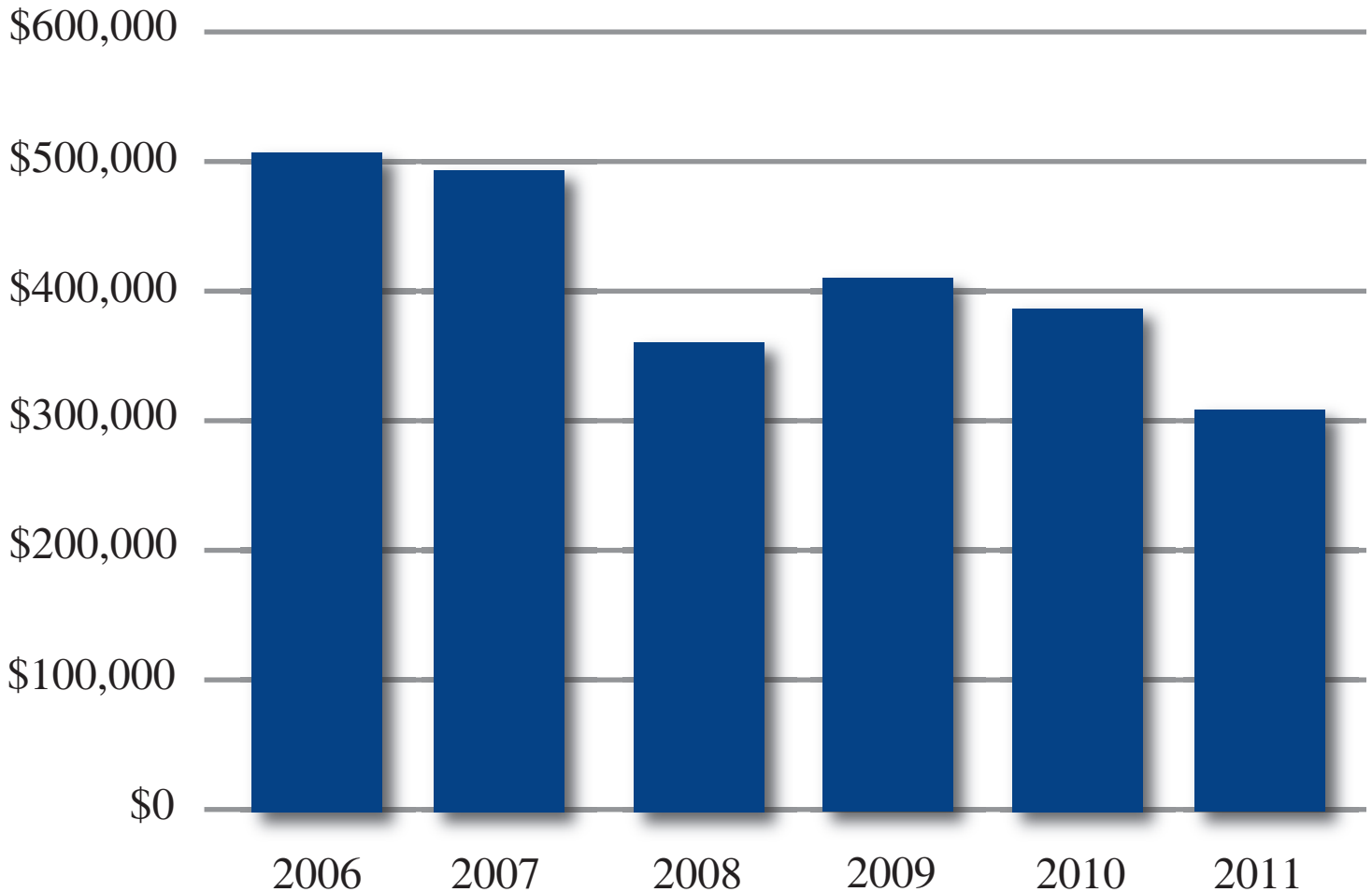


	2006	2007	2008	2009	2010	2011
# of Sales	32	52	38	31	38	35
Avg. Sale Price	\$416,231	\$494,047	\$529,544	\$418,006	\$477,972	\$464,766
% change vs. prev.	-20%	+16%	+7%	-22%	+13%	-3%
Days on Market	96	137	101	160	157	155



Quechee Lakes, VT

(Houses)



	2006	2007	2008	2009	2010	2011
# of Sales	28	29	24	18	19	18
Avg. Sale Price	\$507,736	\$497,834	\$362,312	\$409,189	\$378,500	\$305,594
% change vs. prev.	+19%	-2%	-27%	+13%	-8%	-19%
Days on Market	115	230	239	329	377	331

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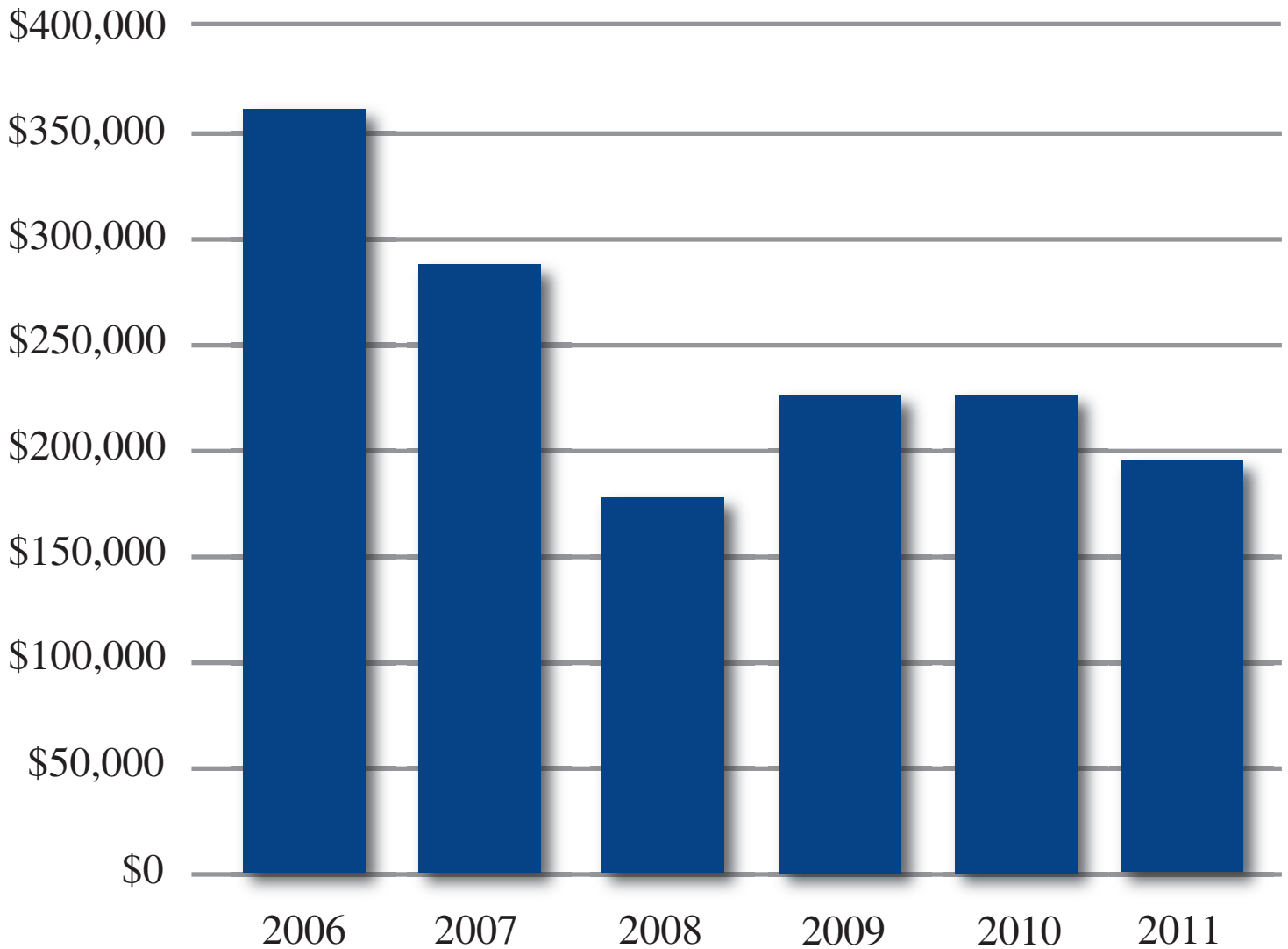


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Quechee Lakes, VT

(Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	30	26	17	18	15	15
Avg. Sale Price	\$359,685	\$286,163	\$179,471	\$226,244	\$226,467	\$192,904
% change vs. prev.	+19%	-20%	-37%	+26%	+0.5%	-15%
Days on Market	220	239	233	375	333	295

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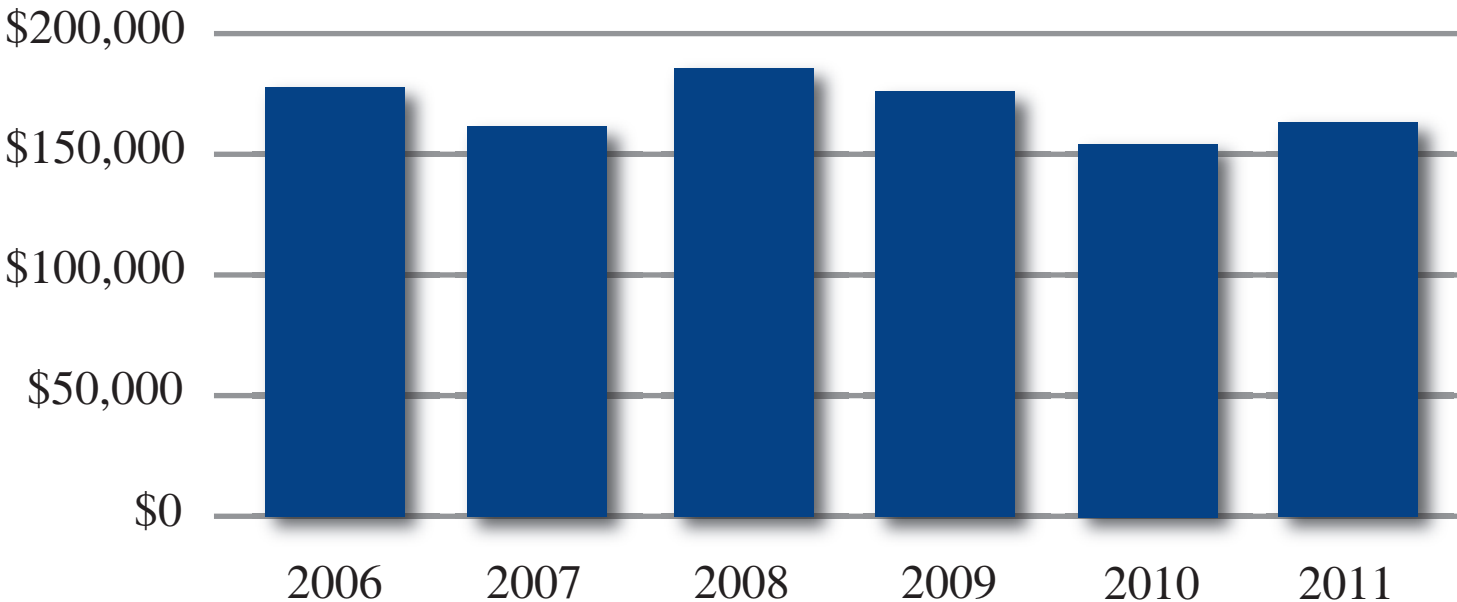
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Windsor, VT

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	40	29	29	22	33	19
Avg. Sale Price	\$177,455	\$159,723	\$182,336	\$174,065	\$154,777	\$162,339
% change vs. prev.	-6%	-10%	+13%	-5%	-12%	+4%
Days on Market	96	104	114	108	135	294

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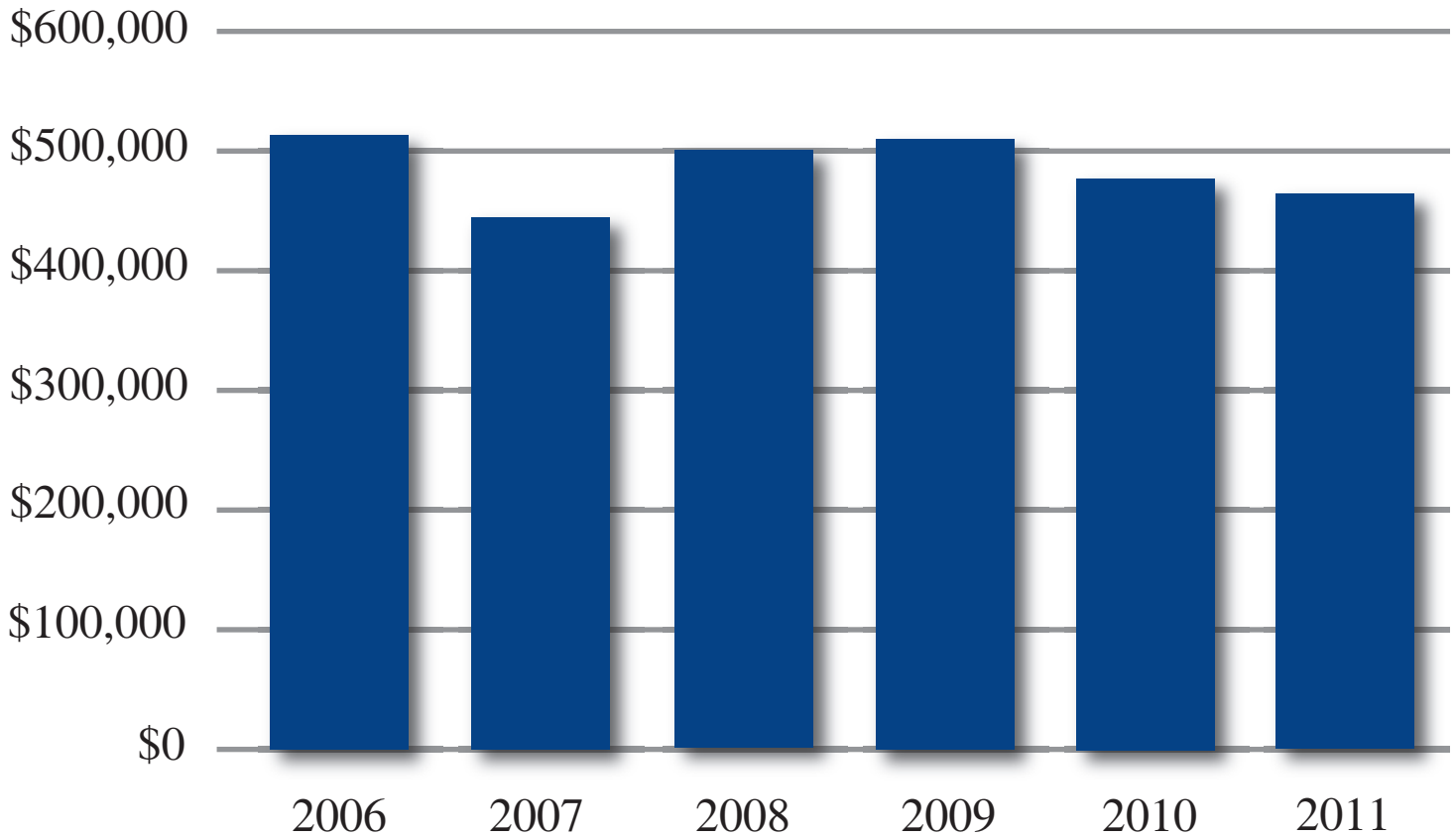
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Woodstock, VT

(Houses & Condos)



	2006	2007	2008	2009	2010	2011
# of Sales	64	49	39	32	46	44
Avg. Sale Price	\$510,352	\$440,523	\$501,938	\$509,766	\$479,149	\$466,177
% change vs. prev.	-9%	-14%	+12%	+2%	-6%	-3%
Days on Market	160	185	204	210	282	246

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How The Real Estate Industry Works:

Most people in the real estate industry spend the majority of their time and resources prospecting for new business - things like cold calling, door knocking, advertising, direct mail, etc...

How My Business Works:

I don't do any of that. I devote myself to serving the needs of my clients before, during and after each transaction. All I ask is that while I am working for you, I would like you to refer me to people of comparable quality to yourself who are thinking of buying or selling a home and who would appreciate this same level of attention.

The Benefits to You - My Client:

You see, as long as you and my other clients keep referring me, I don't have to go out prospecting like everyone else, and I can do an even better job working for you. I can focus my energy and resources on helping my current and past clients and not looking for the next one.

Just as you were likely referred to me by a friend or family member, if you know of someone who would appreciate the level of service I provide, please call me with their name and business number, and I'll be happy to follow up and take great care of them.

I'm never too busy for any of your referrals!

Kasia Butterfield
Coldwell Banker Redpath & Co.
802.296.6505



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Kasia Butterfield - Biography

Real Estate Experience

Licensed Since 1992

Coldwell Banker Redpath & Co. Quechee Office Managing Broker

Number One Agent in Units Sold Windsor County 2009

Number One Agent (non-team) in Units Sold Coldwell Banker Redpath 2011

Coldwell Banker International Sterling Society 2009 (Top 20% of Sales Associates Nationally)

Coldwell Banker International Quality Service Award 2010

Coldwell Banker International Diamond Society 2011 (Top 15% of Sales Associates Nationally)

Designations

Accredited Buyer Representative - ABR

Internet Marketing Specialist - ePRO

Previews Property Specialist

Buffini & Co. Certified Mentor

Affiliations

Member Local, State and National Association of Realtors

Member Twin State Business Networking

Personal Background

Married 22 years - husband Greg

Two sons - Ethan and Luke

Born and raised in New Jersey

Moved to Vermont in 1989

BS in Computer Sciences, Rider University 1985

Previous Career

Software Training and Support Specialist for Fortune 500 company and local New England Computer dealer

Leisure Activities

Spending time with family and friends, tennis, travelling, time on the beach

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