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Come to Stowe to enjoy the outdoors or simply relax...



62 MAIN STREET
STOWE, VT 05672



MARKET UPDATE



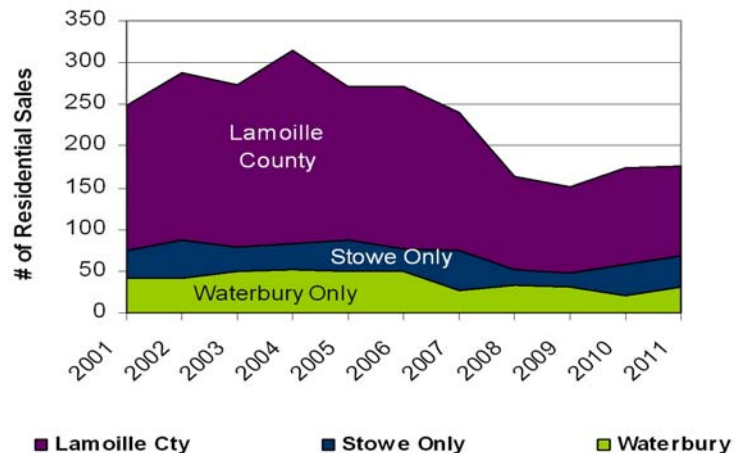
Stowe and surrounding areas

Volume 5 Issue 1

January 2012

- Page 2 Stowe's residential sales are up over last year in number of houses sold and total sales volume. The number of sales in Stowe peaked in 2005 and slowed to a low in 2009. Those numbers have now re-bounded almost to 2007 levels. Following the 10-year trend we could expect the number of sales to be moving upwards over the next 3-4 years.
- Page 4 Lamoille County as a whole has seen more dramatic highs and lows and we expect the recovery to be a little slower.
- Page 5 Waterbury saw a drop last year but is well on its way to regaining its footing in the local market.
- Page 6 Pall Spera Company is readying for a bigger and better 2012. Look for new ideas in property marketing.

A 10-Year History of Residential Sales
(Stowe vs Lamoille County Vs Waterbury)





List Price \$695,000

Sale Price \$575,000



Condo

List Price \$595,000

Sale Price \$580,000



List Price \$325,000

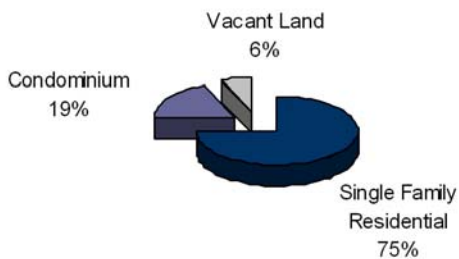
Sale Price \$275,000

		Stowe Residential	
	Units Sold	Average Sales Price	Total Volume
2011	69	\$616,886	\$42,565,100
2010	57	\$608,237	\$34,669,515
Change	+21%	+1%	+23%

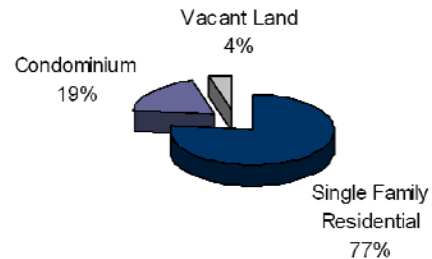
		Stowe Condominiums	
	Units Sold	Average Sales Price	Total Volume
2011	24	\$432,372	\$10,376,920
2010	27	\$333,275	\$8,998,434
Change	-11%	+30%	+15%

		Stowe Land	
	Units Sold	Average Sales Price	Total Volume
2011	6	\$404,167	\$2,425,000
2010	9	\$312,863	\$2,815,770
Change	-33%	+29%	-14%

2010 Stowe Sold Volume by Property Type



2011 Stowe Sold Volume by Property Type

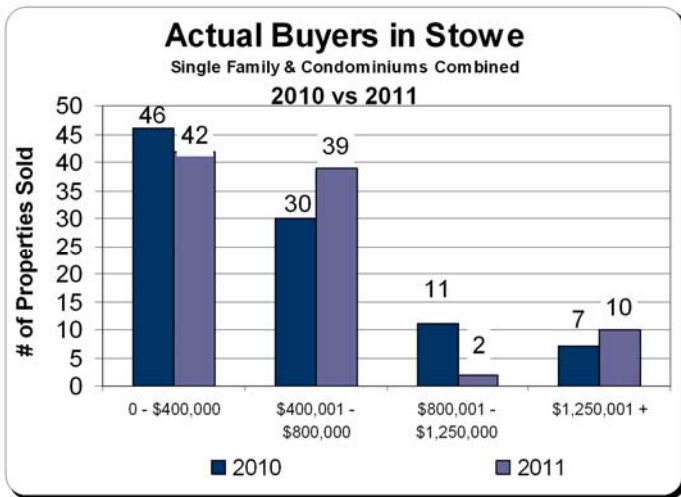


Town Assessed Values Dictating Prices

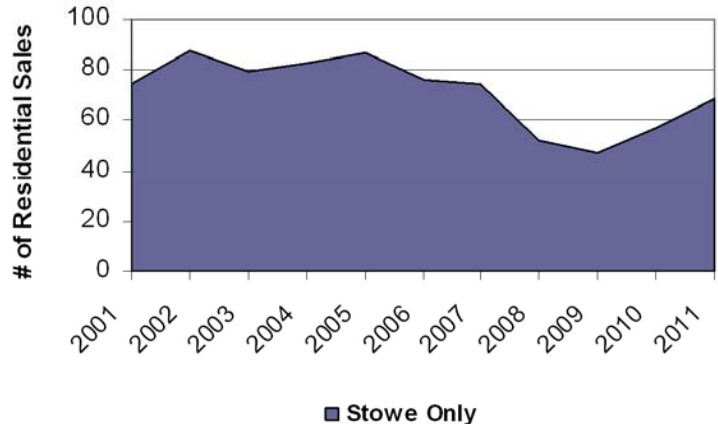
Assessed values are still dictating prices in Stowe to some degree. The last full town assessment was completed in 2005 and other than slight adjustments in overall categories to stay current with the State-wide Common Level of Assessment, values have not changed a lot. 2012 brings a new look at all properties. For the past year, the town listers have been visiting homes and land, noting upgrades, additions, and general conditions. In June, 2012 the new Grand List will be published. These values will approximately represent 100% of today's market value. Some home owners will see increases reflecting major upgrades performed in the last 6 years. Sound maintenance practices, including more efficient windows, boilers and appliances will not necessarily change the value but deferred maintenance and neglect most certainly will.

Even before the 2005 values were published, selling prices jumped by double digits over these new '100% of Market Value' prices and continued to climb through 2006 and even 2007. As the economy slowed, prices started slipping back; by 2011, sales in general fell within 5 percent on either side of their assessed values.

We don't expect to see substantial appreciation within the next couple of years but rather a stabilization in our market with more realistic pricing from the Sellers.



A 10-Year History of Residential Sales (Stowe Only)



Specific data shown in these graphs does not include land and commercial properties. All data retrieved from Vermont (NNEREN) MLS System and Trendgraphix, Inc.



List Price \$285,000

Sale Price \$265,000



List Price \$125,000

Sale Price \$125,000

Better value in existing homes:

With a large inventory of houses for sale in Lamoille County, buyers are choosing existing homes over building new in many cases.

		Lamoille County Residential excluding Stowe	
	Units	Average Sales Price	Total Volume
2011	116	\$203,550	\$23,611,829
2010	118	\$189,379	\$22,346,712
Change	-2%	+7%	+6%

		Lamoille County Land excluding Stowe	
	Units	Average Sales Price	Total Volume
2011	20	\$79,955	\$1,599,100
2010	27	\$93,348	\$2,520,400
Change	-26%	-14%	-37%

Active Lamoille County Listings At Year End excluding Stowe		
	Residential	Land
2011	227	180
2010	227	184

**2010 Lamoille County Sold Volume
by Property Type (excluding Stowe)**



**2011 Lamoille County Sold Volume
by Property Type (excluding Stowe)**





List Price \$475,000
 Sale Price \$460,000

		Waterbury Residential including condos	
	Units Sold	Average Sales Price	Total Volume
2011	37	\$278,605	\$10,308,400
2010	24	\$234,863	\$5,636,700
Change	+54%	+19%	+83%



List Price \$245,000
 Sale Price \$225,000

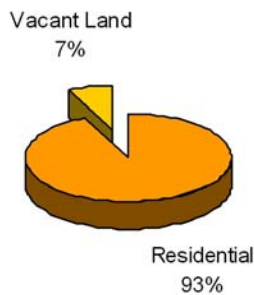
		Waterbury Land	
	Units Sold	Average Sales Price	Total Volume
2011	9	\$102,667	\$924,000
2010	2	\$207,500	\$415,000
Change	+450%	-51%	+223%

Inventory lower in Waterbury as sales pick up.

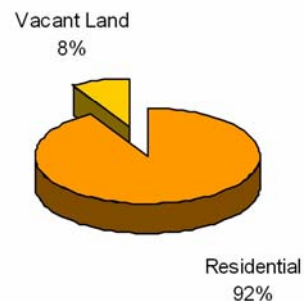
The total volume of sales nearly doubled this year while the average price increased significantly.

Active Waterbury Listings At Year End		
	Residential	Land
2011	32	23
2010	42	28

2010 Waterbury Sold Volume by Property Type



2011 Waterbury Sold Volume by Property Type



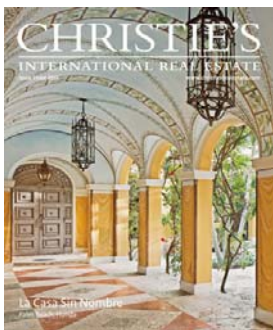
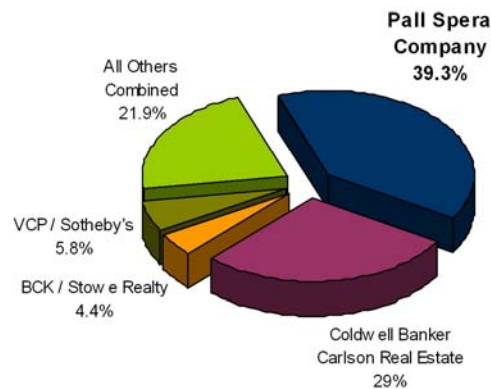


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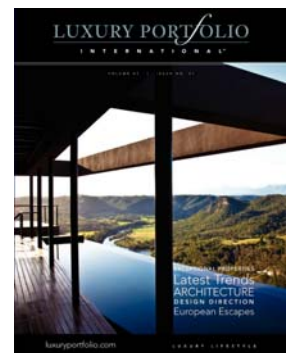
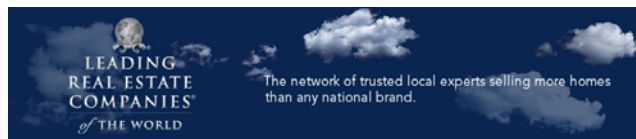
Pall Spera Company Realtors continues to strive to find new and innovative ways to reach out to customers and clients across the country and the world.

2011 Stowe Market Share Single Family, Condominiums & Land Combined



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Our affiliations with Christie's International Real Estate, Leading Real Estate Companies of the World and Luxury Portfolio bring us into the homes of people of all nationalities and buying abilities and we are only a phone call or email away.



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As the power of print advertising diminishes we look for more creative on-line publishing choices. 2012 will bring an increase in our video presence along with interactive presentations and brochures.

E-signing of documents has greatly improved the speed and efficiency of transactions and become popular with our clients. No more need to race to the local Kinko's to fax or scan a document. It can all be done on DocuSign.

Look for more fun and exciting new products throughout the year.

On behalf of Pall Spera Company I wish to thank all of our clients and customers for helping to make 2011 an excellent year. Even in a challenging real estate market we were able to increase our market share in both Stowe and all of Lamoille County and offer our expertise and years of experience to many new buyers and sellers as well as maintain the high level of service that our clients expect.

Follow me on my website (things new and exciting are planned for 2012!)

[website \(http://www.sharon-bateman.com/\)](http://www.sharon-bateman.com/)

In no manner should this communication be construed as a direct or indirect solicitation; please consider this as informational material only.
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