

Real Estate Market Update

October 26, 2018



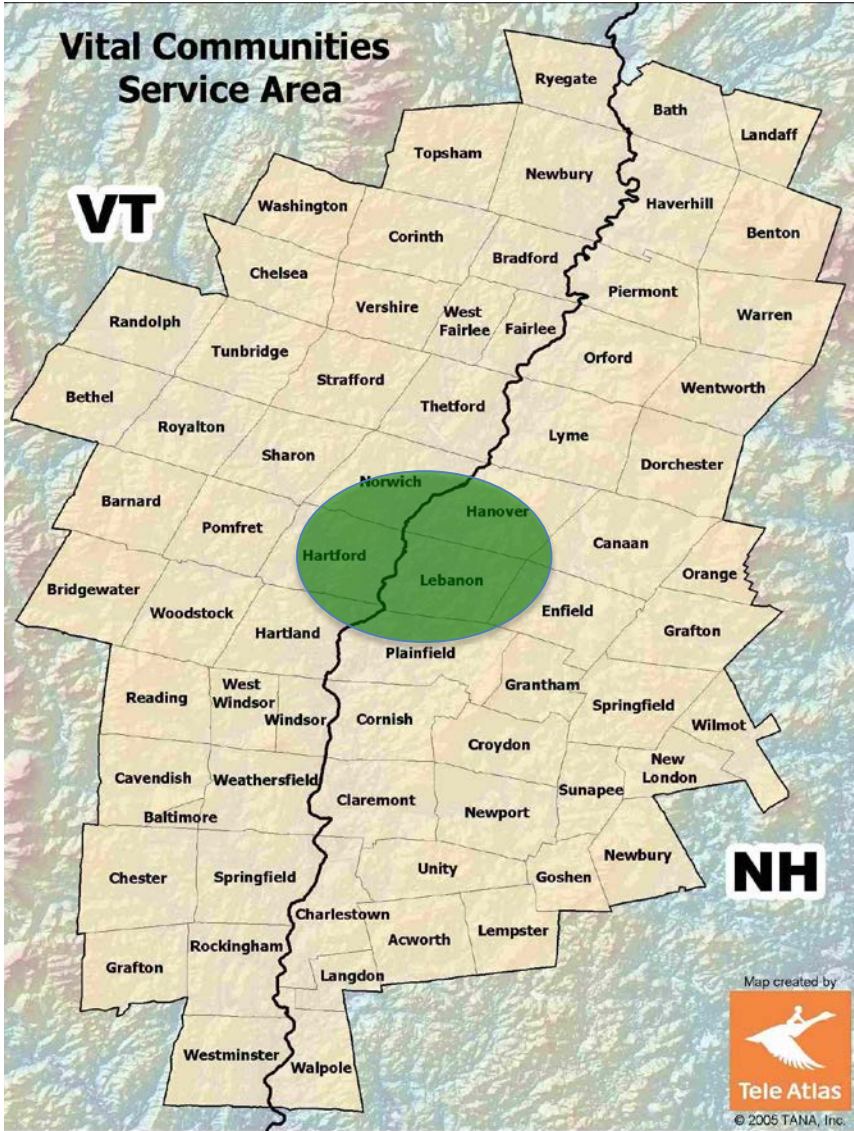
Host: Vital Communities

Sponsors: Bar Harbor Bank and Trust & Vermont Housing Finance Agency

Presented by: Buff McLaughry & Lynne LaBombard



Geographic Focus



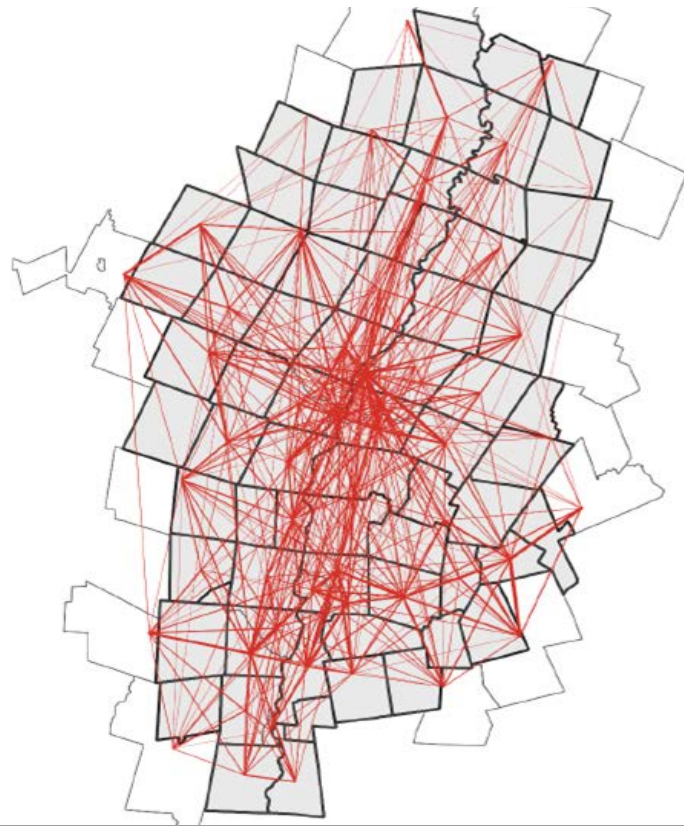
Commuting Patterns in the Upper Valley

Commutes beginning & ending in the Upper Valley

Garrett Dash Nelson

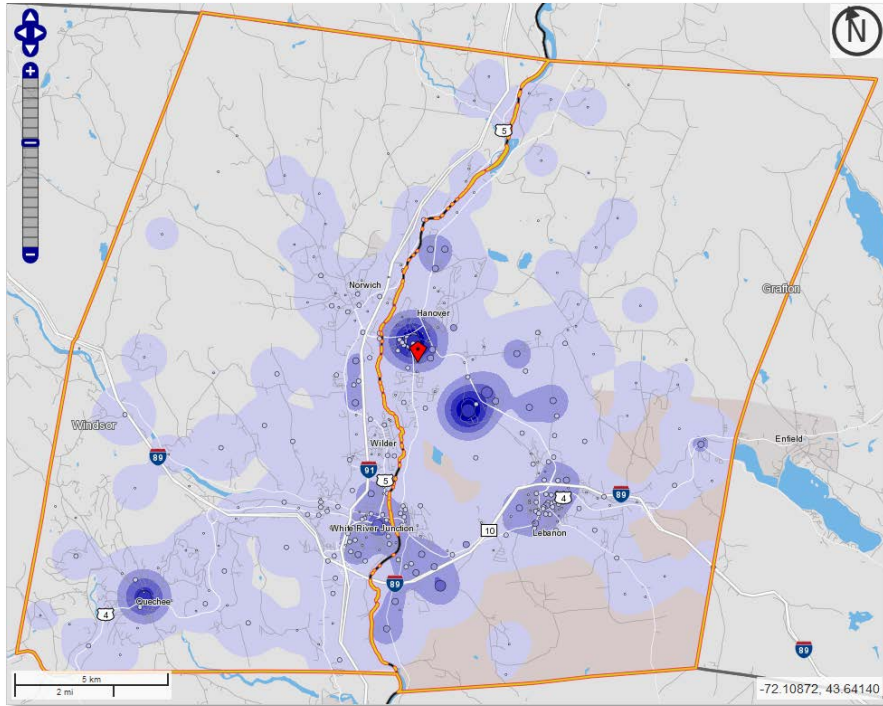
<http://people.matinic.us/garrett>

Map generated 2017-02-21

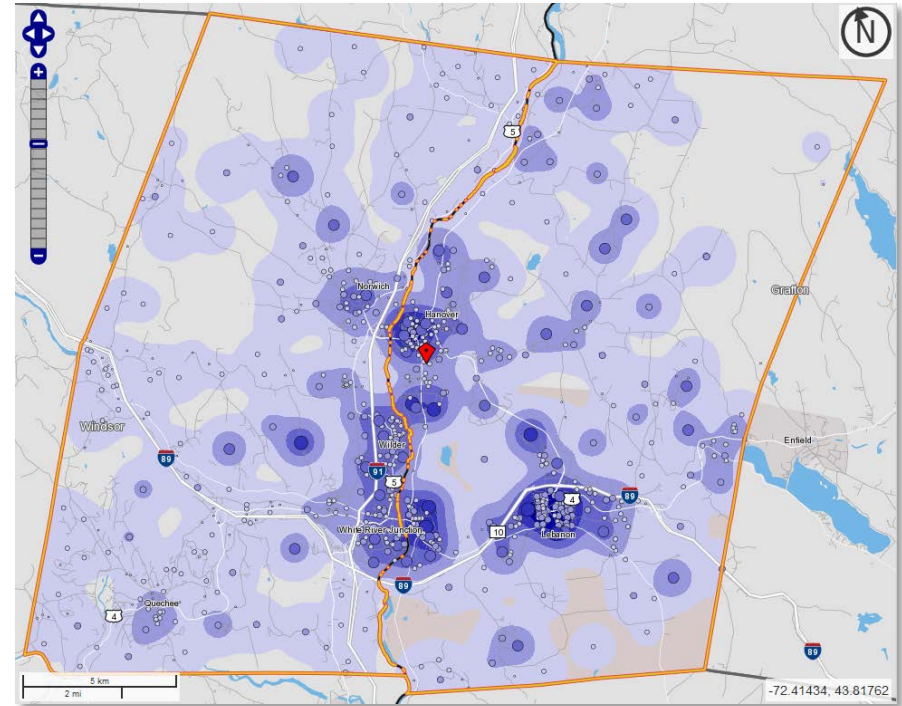


Employment and Housing Density

Employment Density



Housing Density



Source: Garret Dash Nelson, Presentation “The State of the Commute in the Upper Valley”



Agenda

1. Rentals

2. For Sale



RENTAL DATA RESOURCES (10/22/18)

rental housing lists maintained by
craigslist, dartmouth.edu, hs-re.com, vnews classy

CORE EMPLOYMENT TOWNS

MAY 2018	OCT. 2018
144 UNITS	105 UNITS
53% OF TOTAL	53% OF TOTAL
270 UNITS	198 UNITS

COMMUTING TOWNS

MAY 2018	OCT. 2018
126 UNITS	93 UNITS
47% OF TOTAL	47% OF TOTAL
270 UNITS	198 UNITS

CORE EMPLOYMENT TOWNS

LEBANON, CLAREMONT, HANOVER, HARTFORD

# OF BEDROOMS	SAMPLE SIZE	RENT RANGE	MEDIAN RENT
0	2	\$ 1000 - 1350	\$ 1175
1	46	\$ 400 - 2020	\$ 925
2	29	\$ 950 - 2700	\$ 1650
3	18	\$ 1150 - 3100	\$ 2050
4+	10	\$ 1600 - 7000	\$ 2850

COMMUTING TOWNS

+/- 45 minute ride

# OF BEDROOMS	SAMPLE SIZE	RENT RANGE	MEDIAN RENT
0	1	\$ 625	\$ 625
1	34	\$ 500 - 1475	\$ 838
2	24	\$ 775 - 2400	\$ 1325
3	29	\$ 1200 - 3400	\$ 1600
4+	5	\$ 1700 - 2600	\$ 2500

VT TOWNS REPRESENTED

TOWN	SAMPLE SIZE	RENT RANGE	MEDIAN RENT
BETHEL	1	\$ 1850	\$ 1850
BRIDGEWATER	1	\$ 625	\$ 625
FAIRLEE	3	\$ 795 - 2300	\$ 1400
HARTFORD	24	\$ 650 - 1300	\$ 810
HARTLAND	3	\$ 1100 - 1400	\$ 1250
NORWICH	5	\$ 1195 - 2500	\$ 1600
ROYALTON	3	\$ 775 - 1275	\$ 775
THETFORD	5	\$ 850 – 2400	\$ 2000

VT TOWNS REPRESENTED

TOWN	SAMPLE SIZE	RENT RANGE	MEDIAN RENT
WINDSOR	3	\$ 850 - 1300	\$ 1200
WOODSTOCK	4	\$ 1050 - 1950	\$ 1300
VT TOTAL	52	Currently Available Units	

NH TOWNS REPRESENTED

TOWN	SAMPLE SIZE	RENT RANGE	MEDIAN RENT
CANAAN	12	\$ 575 - 2600	\$ 1153
CLAREMONT	7	\$ 400 - 2500	\$ 950
ENFIELD	17	\$ 750 - 2200	\$ 1200
GRAFTON	2	\$ 850 - 1100	\$ 975
GRANTHAM	10	\$ 650 - 2800	\$ 1463
HANOVER	23	\$ 850 - 7000	\$ 2400
LEBANON	48	\$ 550 - 2800	\$ 1350
LYME	9	\$ 500 – 2500	\$ 800
NEW LONDON	3	\$ 900 - 2000	\$ 1200

NH TOWNS REPRESENTED

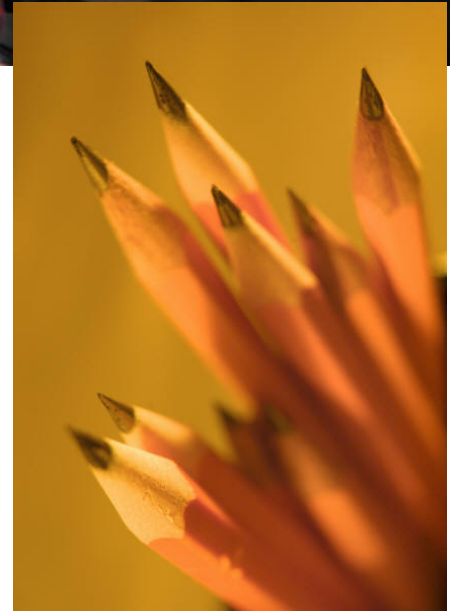
TOWN	SAMPLE SIZE	RENT RANGE	MEDIAN RENT
NEWBURY	1	\$ 1350	\$ 1350
NEWPORT	1	\$ 704	\$ 704
ORFORD	2	\$ 775 - 1400	\$ 1088
PLAINFIELD	3	\$ 1125 - 1500	\$ 1150
SPRINGFIELD	1	\$ 1850	\$ 1850
SUNAPEE	5	\$ 1200 - 3400	\$ 1900
WILMOT	1	\$ 650	\$ 650
CORNISH	1	\$ 1400	\$ 1400
NH TOTAL	146	Currently Available Units	

**THE UPPER VALLEY RENTAL MARKET
CURRENTLY HAS <2% VACANCY**

SOMETHING HAS TO GIVE!!

WELL ACTUALLY,

A LOT OF THINGS HAVE TO GIVE



Agenda

1. Rentals

2. For Sale



Market Trends - Price Range: Under \$299,000

	2013			2018		
	Units Sold	Units Invent.	Price \$ 000's	Units Sold	Units Invent.	Price \$ 000's
Core Towns	265	260	\$175	147	47	\$200
Commuter Towns	1,787	2,754	\$144	2,202	1,280	\$158

Comments:

- 45% decrease core housing units sold
- 24% increase commuter housing units sold

- 82% decrease core inventory
- 56% decrease commuter inventory

- 15% increase core price
- 10% increase commuter price



Market Trends - Price Range: \$300,000 - \$599,000

	2013			2018		
	Units Sold	Units Invent.	Price \$ 000's	Units Sold	Units Invent.	Price \$ 000's
Core Towns	80	70	\$411	116	59	\$403
Commuter Towns	373	806	\$403	571	623	\$399

Comments – Combined Core & Commuter

- 51% increase housing units sold
- 22% decrease in inventory
- 1% average decrease in price



Market Trends - Price Range: Over \$600,000

	2013			2018		
	Units Sold	Units Invent.	Price \$ 000's	Units Sold	Units Invent.	Price \$ 000's
Core Towns	23	38	\$836	48	39	\$850
Commuter Towns	93	430	\$917	179	367	\$945

Comments – Combined Core & Commuter

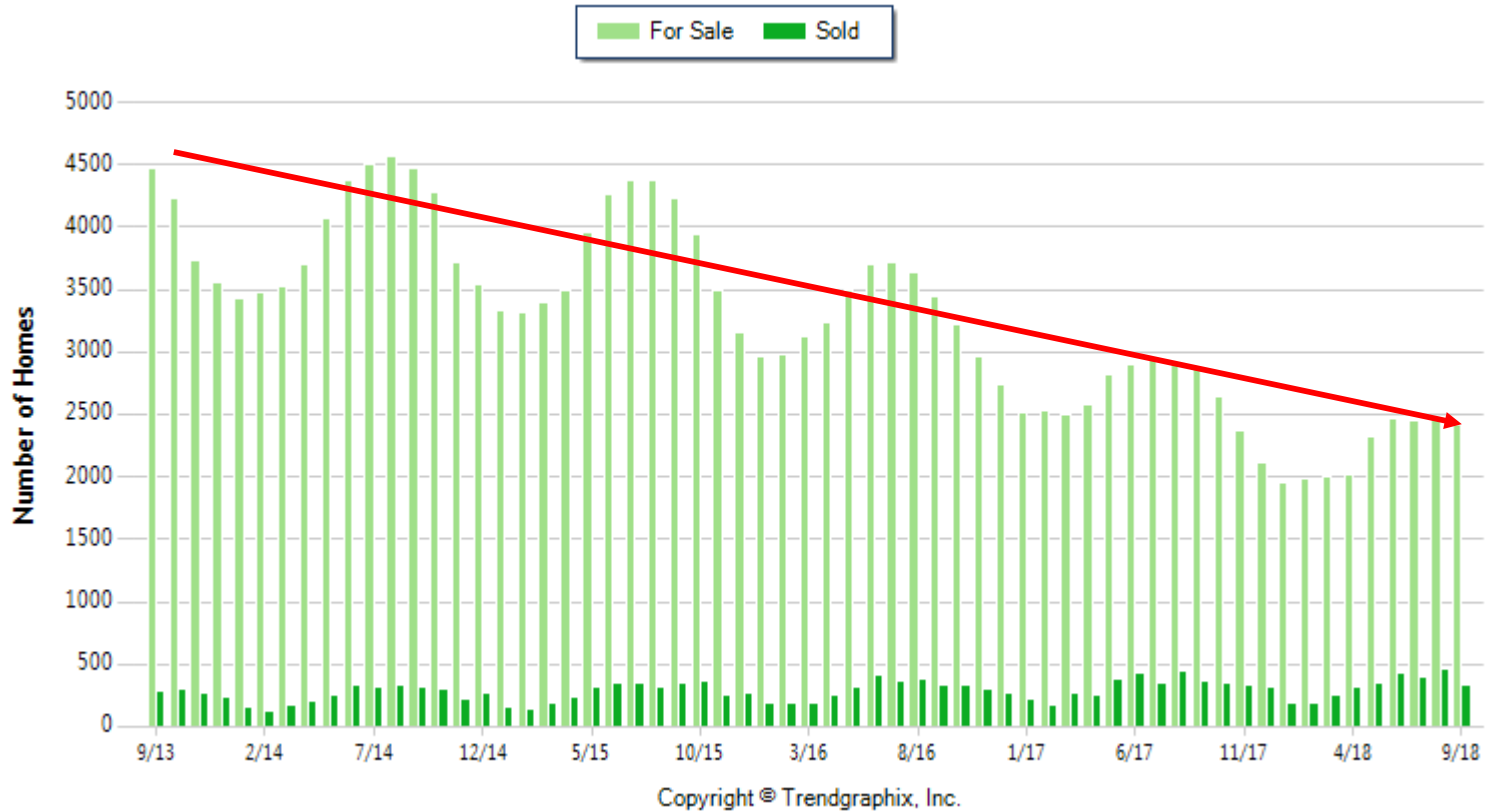
- 97% increase housing units sold
- 13% decrease in inventory
- 2.5% average increase in price



5 – Year Comparison, For Sale vs. Sold

Counties: Orange, Windsor, Grafton, Sullivan

Towns: New London, Newbury, Wilmot



-46% decrease in for sale inventory

+19.4% increase in housing units sold



5 – Year Comparison, For Sale vs. Sold

Towns: Hartland, Hanover, Lebanon



-44.1% decrease in for sale inventory

+16.3% increase in housing units sold



Market Challenges – Housing Shortage

5,000



Market Challenges

Rising Interest Rates

- Every +1% rate increase causes -10% loss of purchasing power

Inventory

- No single solution
- Combination of multi-family, single family, in fill, share/ co-housing, accessory dwellings, private and public participation



Questions?

Presentation posted on the Vital Communities website:

WWW.VITALCOMMUNITIES.ORG/Housing



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