Upper Valley Demographics

- 69 Towns
- 183,012 Population
- 87,354 Jobs
- 93,963 Homes

*US Census 2017
*American Community Survey 2015
Agenda

1. Green Real Estate
2. Rentals
3. For Sale
Green Real Estate...  

...is all about the cost of energy for Sellers and Buyers.

Sellers and Buyers should know the cost of energy for a home.
Especially in our region:

1. More heating degree days than 80% of the country
   1971-2000, VT ranked 6th, NH 10th

2. More older homes on the market than other regions
   In 2017, 32% in the Northeast purchased a home from 1914-1961, compared to 19% nationwide.

3. Energy expenditure per person:
   • $3,759 in VT (65% Transportation, 35% Heating/Electricity)
   • $3,360 in NH (63% Transportation, 37% Heating/Electricity)

4. Reliant on oil and propane for heat: **dirty & expensive**
   Rather than natural gas or electricity like the rest of the nation
VitalCommunities.org/Energy/GreenRealEstate

**Green BUYER Guide**
Tools & tips for low energy bills and year-round comfort in your new home. Learn more >

**Green SELLER Guide**
Tools & tips for selling your energy efficient home. Learn more >

**Network**
Trainings, support, and networking for Upper Valley real estate professionals. Learn more >
Landlords and Property Managers can save $1,000s

VitalCommunities.org/LandlordNetwork
Resources:

VitalCommunities.org/Energy/GreenRealEstate

VitalCommunities.org/LandlordNetwork

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1. Green Real Estate
2. Rentals
3. For Sale
What is available today for our potential employees?

Market survey of 30 towns within 45 minute commute
How many? How much?

‘Core employment’ towns
(Claremont, Hanover, Hartford, Lebanon, Springfield)

144 places (apartments, condos, houses)
Median rent $1,350
Min $600, Max $6,000
How many? How much?

‘Commuter’ towns

139 places (apartments, condos, houses)
Median rent $1,350
Min $500, Max $5,000
Points of Reference

Fall 2019: 284 rentals
Spring 2019: 241
Fall 2018: 198
Spring 2018: 270

937 full time positions within 25 miles of Lebanon, NH

1 Indeed.com Oct 29, 2019
Agenda

1. Green Real Estate
2. Rentals
3. For Sale
Market Trends - Price Range: Under $299,000

### YTD Q3 2014

<table>
<thead>
<tr>
<th></th>
<th>Units Sold</th>
<th>Units Invent.</th>
<th>Price $ 000's</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Towns</td>
<td>274</td>
<td>239</td>
<td>$166</td>
</tr>
<tr>
<td>Commuter Towns</td>
<td>2,265</td>
<td>2,426</td>
<td>$142</td>
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### YTD Q3 2019

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<tr>
<td>Core Towns</td>
<td>247</td>
<td>77</td>
<td>$171</td>
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<tr>
<td>Commuter Towns</td>
<td>1,740</td>
<td>934</td>
<td>$161</td>
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</table>

**Comments:**

- 10% decrease in core housing units sold
- 23% decrease in commuter housing units sold
- 68% decrease in core inventory
- 62% decrease in commuter inventory
- 3% increase in core price
- 12% increase in commuter price
Market Trends - Five Largest Towns Under $299,000

Hartford, Springfield, Hanover, Lebanon, Claremont
# Market Trends - Price Range: $300,000 - $599,000

## YTD Q3 2014

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<tr>
<td>Core Towns</td>
<td>84</td>
<td>80</td>
<td>$393</td>
</tr>
<tr>
<td>Commuter Towns</td>
<td>244</td>
<td>713</td>
<td>$402</td>
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## YTD Q3 2019

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<tbody>
<tr>
<td>Core Towns</td>
<td>135</td>
<td>62</td>
<td>$410</td>
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<tr>
<td>Commuter Towns</td>
<td>985</td>
<td>926</td>
<td>$465</td>
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</table>

## Comments

- 4% Core price increase
- 14% Commuter price increase
- 38% Increase in core units sold
- 75% Increase in commuter units sold
- 77% Decrease in core inventory
- 23% Increase in commuter inventory
Commuter Towns $300,000 - $599,000 – Inventory and Sales

Orange, Windsor, Grafton, Sullivan
## Market Trends - Price Range: Over $600,000

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<tr>
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<td>Units Sold</td>
<td>Units Invent.</td>
<td>Price $000's</td>
</tr>
<tr>
<td>Core Towns</td>
<td>35</td>
<td>33</td>
<td>$893</td>
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<tr>
<td>Commuter Towns</td>
<td>92</td>
<td>347</td>
<td>$1,054</td>
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</tbody>
</table>

### Comments

- 22% Increase in core units sold
- 29% Increase in commuter units sold
- 15% Increase in inventory in core
- 17% Decrease in inventory in commuter
- Approximately 12% decrease in price in both core and commuter
Commuter Towns Over $600,000 – Inventory and Sales

Orange, Windsor, Grafton, Sullivan
Upper Valley Total Inventory – No Price Limits

Orange, Windsor, Grafton, Sullivan
237 new places to live each year* is not meeting our needs

*from Counting New Homes study: 237 is the average number of homes added each year 2010 through 2018 for 12 largest and 14 commuter towns in the Vital Communities service area.
Presentation posted on the Vital Communities website:

WWW.VITALCOMMUNITIES.ORG

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