

February 16, 2021

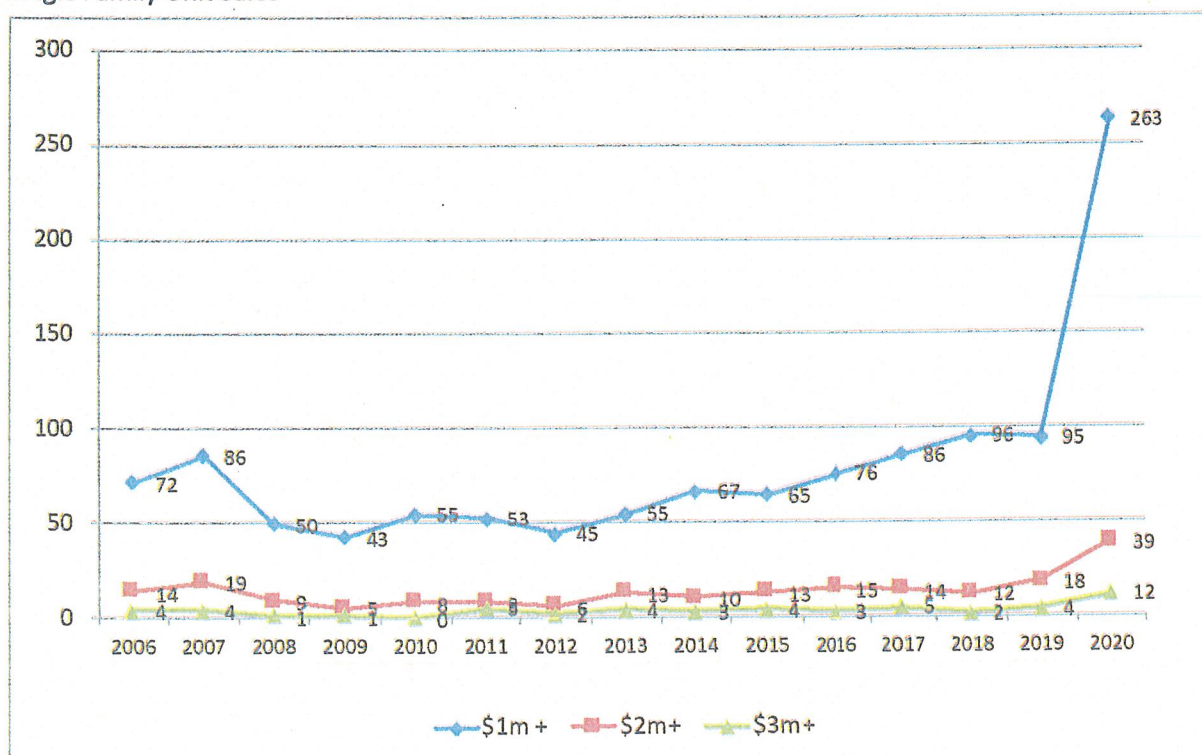
Dear Landowner,

What a year it's been and what a year for real estate: nationally, in New England, and most notably in Vermont. There are three major themes influencing the market:

1. *COVID dramatically accelerated the demand for "co-primary" homes in the country,*
2. *Vermont benefited from the search for more sustainable, climate-resilient living environments, that balance work and play,*
3. *Frustrated by lack of good inventory, buyers are looking for land to build on, despite skyrocketing building costs.*

Luxury Vermont sales nearly tripled in 2020. For the first time in two decades, it is solidly a seller's market.

Single Family Unit Sales



## Vermont Luxury Sales Trends

Most buyers are looking for places to live and work, not just vacation. Turn-key condition and fast internet were the deciding factors in many sales. Schools were also an interest to many.

LandVest's broad outreach has brought buyers seeking climate-resilient living from California, Texas, and abroad.

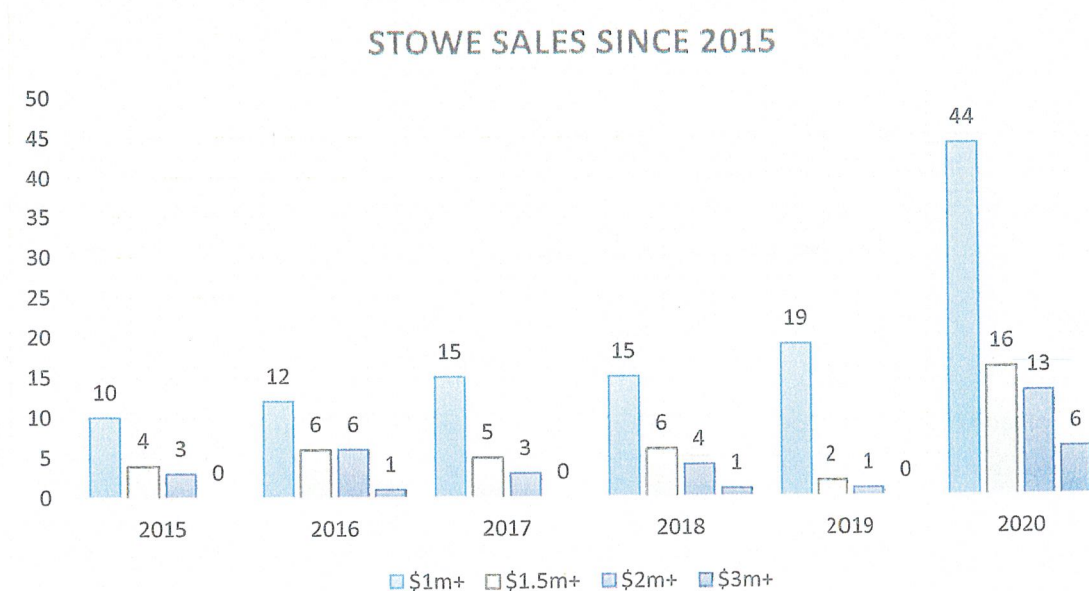
Sales would have been even higher had there not been a dearth of good inventory. For decades, Vermont luxury properties came on the market with ambitious pricing, and nearly two thirds of them didn't sell. They would then go off the market or go back on at progressively lower prices. In 2020, the trend reversed, two-thirds of listings sold. This meant that sellers got a lot closer to their desired price for the first time in twenty years.

## Vermont Sales \$1 million +

Year	New Listings	Units Sold	% Sold	% Price / List	Days On Mkt	% Expired
2016	269	76	28%	87%	297	78%
2017	281	86	31%	89%	248	73%
2018	262	96	37%	91%	202	67%
2019	264	95	36%	92%	186	70%
2020	414	263	64%	94%	194	37%

Land is now in demand: Despite a massive acceleration in building costs, the lack of residential inventory and the desire for space are prompting a major acceleration of interest in land. For one metric, lumber constitutes about 14% of building costs, and lumber costs have roughly doubled. As anyone who has tried to get a repair done knows, the cost of labor is also way up, if you can find anyone to do the work. The hidden gems are the houses that needed a lot of work or have a dated design, but on an excellent site.

## Stowe Condo & Single-Family Sales \$1 million +



Stowe sales, like much of Vermont, saw an incredible spike in 2020 with more than double the number of sales we've seen in any previous year.

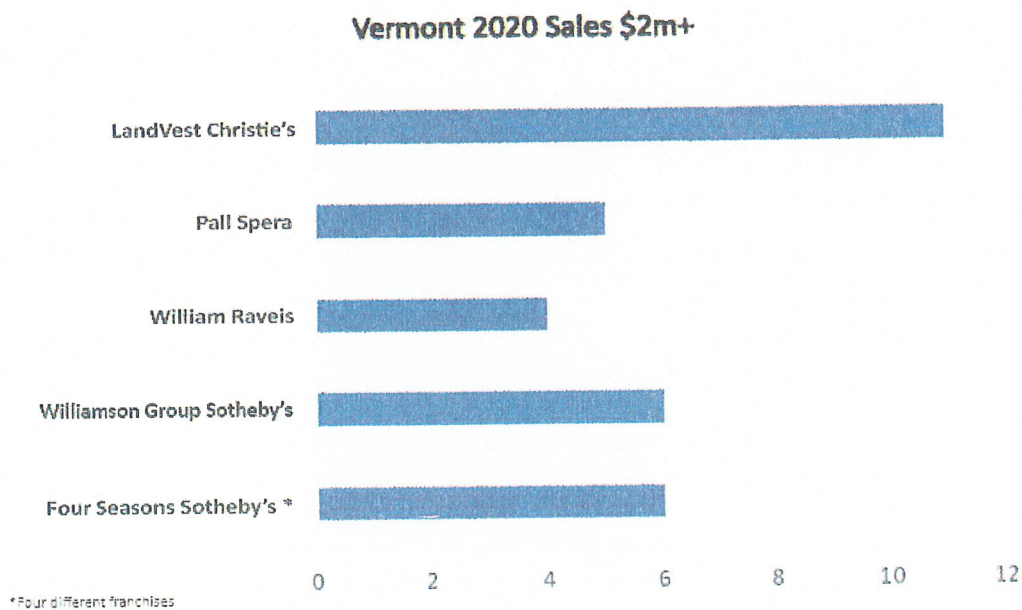


## Stowe Luxury Market 2021 Outlook

Stowe continues to have extremely low inventory relative to previous years. Currently, there are only 16 properties (Condo & Single Family) on the market. There continues to be incredible demand for properties from both primary and second home buyers. These market dynamics are sure to keep prices elevated during 2021.

The top 6 sales in 2020 were:

- \$6,100,000, in Stowe with buyer brought by Meg Kauffman, now with LandVest
- \$6,000,000 – 310 Marcia Lane in Dorset
- \$5,000,000 Stonehill Farm in Quechee, Four Seasons Sotheby's
- \$5,125,000 Birch Tree Farm in South Woodstock, LandVest
- \$5,000,000 private sale in Woodstock, LandVest
- \$4,950,000 Harbor Road in Shelburne, LandVest



- In 2020, LandVest had four agents in the top ten in Vermont for sales over \$1 million. No other firm had more than one.
- Over the last twenty years, LandVest has represented half of the major sales in the state; and
- LandVest has opened an office in Stowe, headed by Meg Kauffman, who had the top sale in 2020 - \$6.1 million sale on Gilcrest Road in Stowe, where she brought the buyer.

This strong market is a once in a generation opportunity for landowners. Please let us know if we can help you make informed decisions about your property. We'd be happy to advise on improvements, land planning, conservation options, or to offer a consultation to help you see how your property fits in the current market.

Best wishes for the New Year,

Meg Kauffman  
Luxury Real Estate Broker

Averill Cook  
Luxury Real Estate Broker

Wade Weathers  
Regional Managing Broker