



**COLDWELL
BANKER** 

**HICKOK & BOARDMAN
REALTY**

early 2016

M A R K E T R E P O R T

Year end review & trends to watch in 2016 in Chittenden, Addison, Franklin, and Grand Isle Counties.

VermontMarketReport.com



Downtown living, truly above the city. Burlington. MLS#4415063

W E L C O M E

Please take a moment to look through our Year End Review & Trends for 2016 Vermont Market Report. As the most skilled Realtors in our market, we will be able to assist you with in-depth views on specific towns and regions. Given our market-leading position, we are committed to providing unparalleled results for our clients.



Market Trends

Remodeled Contemporary ready for any occasion. Charlotte. MLS#4453680

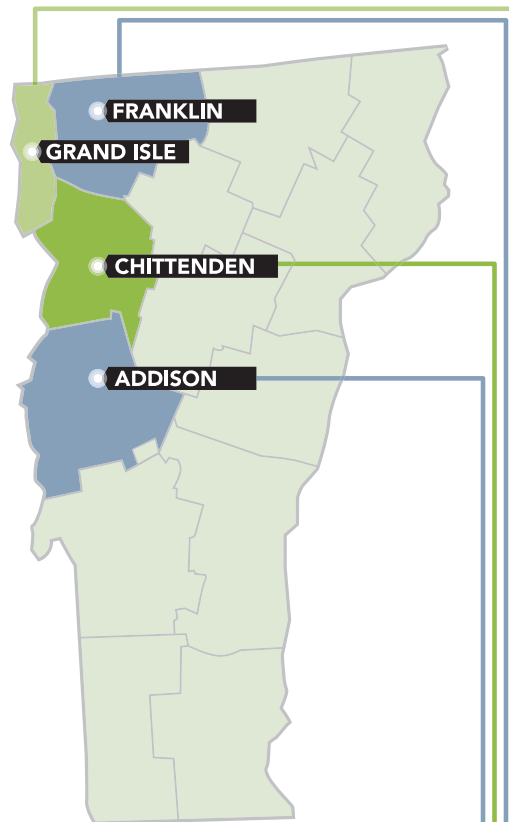
Northwest Vermont's real estate market is enjoying a period of healthy gains in pricing and demand.

The local economy continues to be healthy, lifted by hiring at employers including Dealer.com and University of Vermont, while industries such as healthcare, technology, and education remain vibrant. Dozens of technology start-ups are hiring and attracting mid-career professionals from out of state, as well as hiring graduates from local colleges such as Champlain College and UVM.

The unemployment rate in Vermont stood at 3.7 percent in November, one of the lowest in the country. Our region's jobless rate was even lower, with Chittenden County's unemployment rate reaching a 15-year low of 2.5 percent during the same month.

Millennials are entering the property market, with that generation on track to become the country's largest home-buying demographic within the next few years, according to real-estate data service Zillow. In Vermont, younger consumers

Median Residential Sale Price by County



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South Village, a neighborhood of single-family homes and townhomes, was thoughtfully designed to combine open space with village living. South Burlington. SouthVillage.com.

are emerging as first-time buyers, thanks to record low interest rates and relatively high rents, which makes home-buying a more attractive alternative. A Coldwell Banker Hickok & Boardman Realty survey last year found 37% of our clients had just purchased their first home, close to historic rates of 40% for first time buyers.

While the Federal Reserve increased short-term interest rates in December, the central bank has signaled that future rate hikes will be incremental. Mortgage rates may reach between 4.7% to 5% by year-end, compared with below 4% currently, according to the National Association of Realtors. Mortgage rates remain historically low, and our Realtors haven't noted any impact on housing demand from the Fed's move.

Housing in the \$250,000 to \$350,000 range remains the sweet spot in our market, especially given the emergence of first-time millennial homebuyers. Property in the over-\$500,000 range, however, can take longer to sell, and inventory in the upper ranges has been growing because of affordability issues. The luxury segment, or properties priced above \$800,000, now has a three-year supply of inventory.

While the overall property market remains stable, there are a few issues that bear noting, including rising concern over affordability and property taxes. Vermont's housing ranks among the most expensive in the country, but incomes in the state remain relatively low, creating a financial crunch for some buyers and property owners. Vermont also has one of

the highest property tax burdens in the country, according to the Tax Foundation. Legislators are taking action intended to support quality outcomes for students and make costs more sustainable.

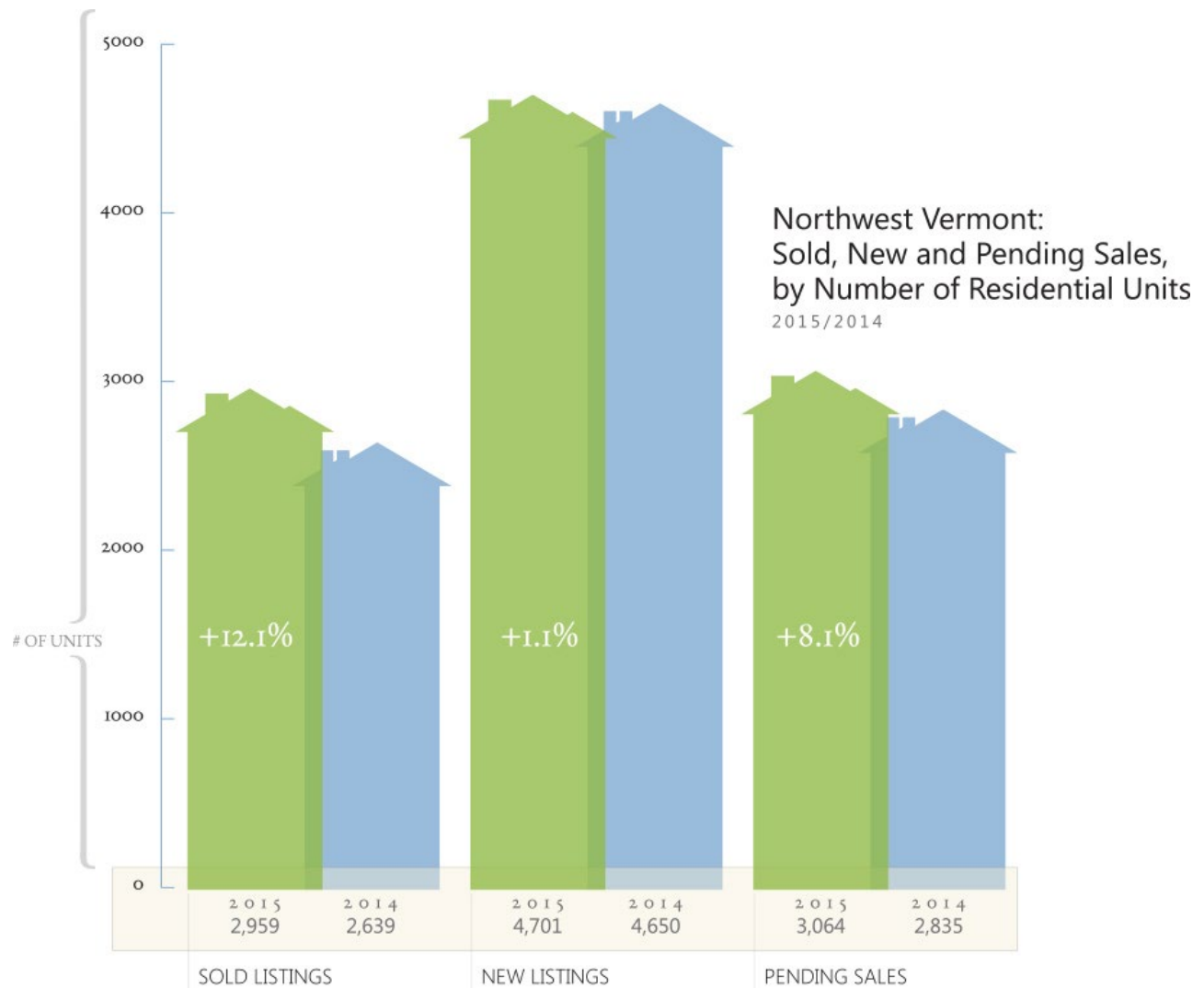
Homebuyers and property owners are advised to keep an eye on Act 46, the education governance reform law passed last year that calls for larger school districts. That could impact some towns in our region, such as Essex, Essex Junction and Westford, which late last year voted to consolidate into one school district. It is important for homebuyers to reach out to school administrators in the town they are considering with any questions. We find public and private schools have always welcomed conversations with perspective families considering a move to the area.

The National Association of Realtors forecasts a median price increase of 4% to 5% and existing home sales rising 1% to 2% in 2016.

Locally, Coldwell Banker Hickok & Boardman Realty is forecasting continued steady growth in pricing and sales for 2016, after last year's 12% gain in residential transactions and a 3.4% boost to the region's median sale price.

As for sellers preparing their home for sale, Coldwell Banker Hickok & Boardman Realty recommends taking care of deferred maintenance issues prior to listing. Also, consider installing new “smart home” technology. These devices are relatively affordable, and consumers are increasingly embracing the technology, according to a joint survey from Coldwell Banker and technology site CNET. On top of that, smart devices such as Nest’s thermostat can help save money by conserving power and water, which will make your home even more appealing to buyers.

As always, it remains that both sellers and buyers need to reflect on their personal situation. Utilizing the local knowledge within this report and the advice of your agent – you can make an informed decision about your next move.





1100' of private waterfront. Premier Estate on Shelburne Point. MLS#4250678

Luxury properties in Northwest Vermont span a variety of styles and locations, from classic Vermont farmhouses on mountain estates to award-winning modern properties perched on Lake Champlain.

Sales of properties above \$800,000 picked up in 2015, with our Realtors noting that 2015's luxury sales represented an increase of more than 25 percent from a year earlier. Additional sales in 2015 may fuel future activity by providing market comparables that help support purchaser's decision making and provide appraisers with current market sales.

Even with the increased activity, the luxury segment still remains a buyer's market, given that our region has a three-year inventory of homes listed for more than \$800,000. In Coldwell Banker Hickok & Boardman Realty's experience, high-end homes can potentially require years to find a buyer, and many sellers have had to lower their price expectations. In some cases, luxury homes have sold below their assessed value.

While that isn't heartening for sellers, it represents an opportunity for buyers, given the wide range of choices currently on the market and the potential to negotiate a lower price.

Inventory Concerns

Given the three-year inventory, some prospective buyers are increasingly cautious about purchasing homes in the above-\$800,000 range, given that it may take them years to sell if they later decide to move. Senior executives who are more mobile are finding this to be a concern.

Resurgence of "In-Town" Properties

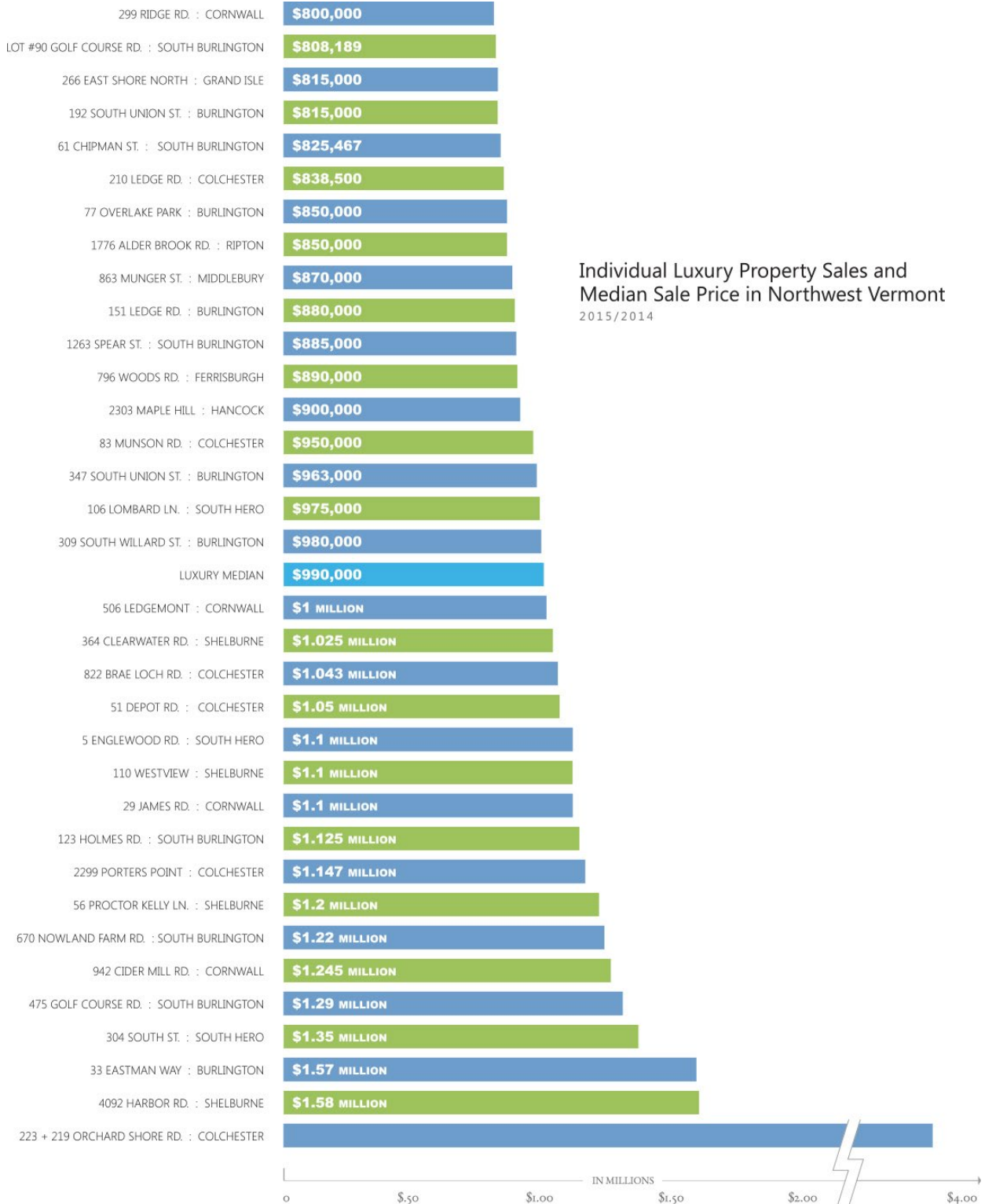
Buyers are increasingly looking for high-end homes that are close to Burlington and its amenities such as restaurants and the Flynn Center for the Performing Arts. Estates with mountain views and large acreage have also proved popular.

Pristine Condition

Given the choices available to luxury buyers, buyers are seeking properties with no deferred maintenance issues. Homes that show well – such as those that have been repainted recently, have no clutter, and excellent landscaping – are also performing better with buyers.

Market Insights

- **Thirteen, or about 38%, of last year's \$800,00-plus home sales provided waterfront access.**
- **Almost two-thirds of the year's luxury sales were located in Chittenden County.**





Burlington 4 Unit. A unique find. MLS#4452662



Multi-Family

Exceptional Burlington Triplex MLS#4441124

Multi-Family Averages

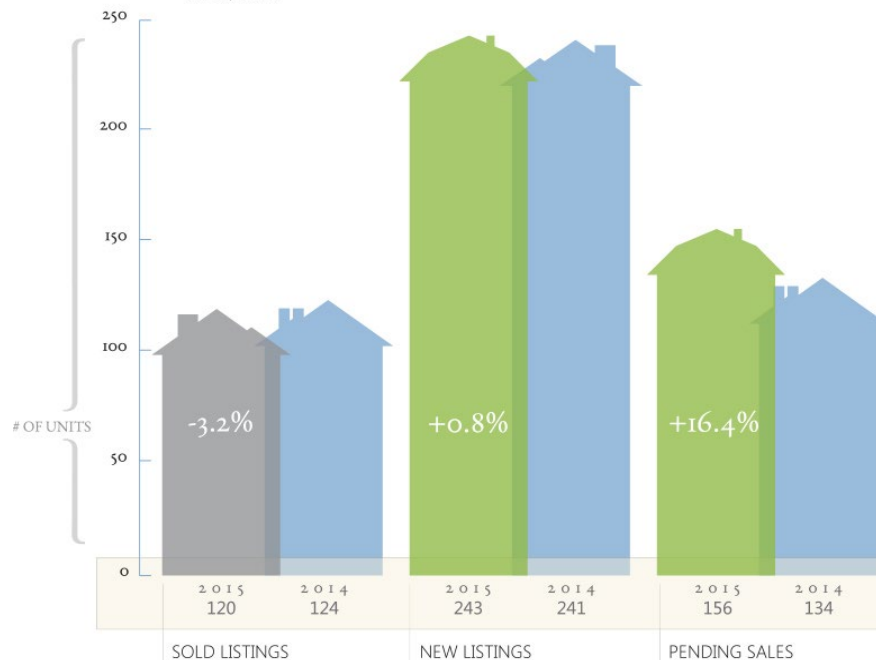
MEDIAN SALE PRICE:	UNITS SOLD:	NEWLY LISTED:	DAYS ON MARKET:
\$288,250 (-2.80%)	120 (-3.2%)	243 (0.8%)	88

Northwestern Vermont's multi-family market remains competitive, given tight inventory levels and continuing interest from Vermont-based and out-of-state investors.

While in four counties combined, the median sale price slipped 2.8% and transaction volume declined 3.2%, Chittenden County had a 6.5% increase in the number of multi-family properties sold. While the number of sales and the median sales price were slightly lower in 2015, that was largely due to a tough comparison with 2014, when two large multi-family portfolios went on the market and several very expensive properties were sold.

Northwest Vermont's Sold, New and Pending Multi-family Listings, by Number of Units

2015/2014



A continuing issue for the multi-family market is a lack of available inventory, especially in Burlington, the most active market for investment properties. Our Realtors note that properties that are in good condition and in prime locations continue to sell quickly.

About 3,500 new apartments are either pending or have been built recently in Chittenden County, which may bring the vacancy rate higher and continue to stabilize rents, according to Allen & Brooks.

There will likely be continued growth in the renter market, however. Median household incomes in the Burlington area are about 7 percent below their 2008 peak, and many younger professionals are dealing with high amounts of student debt. That may crimp their ability to purchase homes and lead to more demand for rental housing, Allen & Brooks notes.

A Higher Vacancy Rate

The rental market's vacancy rate has seen some easing in recent months due to new apartment building construction. It now stands at about 3 percent in Chittenden County, or almost double the rate from a year earlier. Our Realtors have noted that while investors are keeping an eye on the trend, it hasn't impacted pricing for multi-family properties. .

Demand for Winooski properties

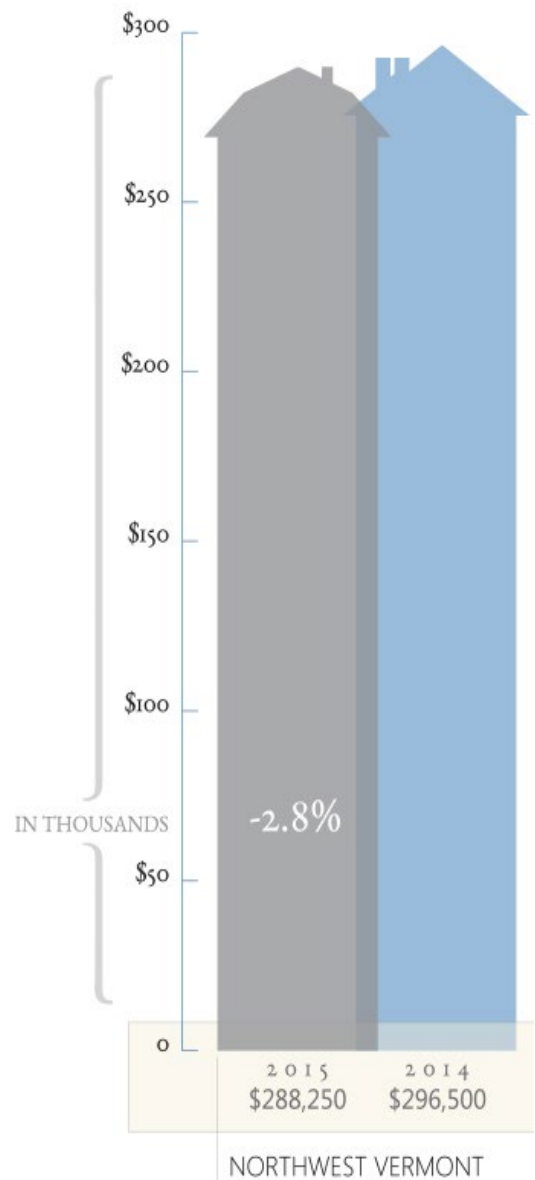
Investors are increasingly searching for multi-family properties in this town thanks to demand from professionals who are drawn to its revived downtown area and lower costs than neighboring Burlington. Multi-family sales in Winooski rose 28% last year.

Rents Remain High

With vacancy rates still relatively tight, rents continue to rise across Chittenden County. Across all apartment sizes, rents rose 2.9% in 2015, according to real-estate consulting firm Allen & Brooks. Still, given that recently constructed apartment buildings are offering more choice to the region's renters, our agents have seen some recent stabilization in rents.

Median Multi-Family Sale Price, Northwest Vermont

2015/2014





Lake and seasonal mountain views in Shelburne. MLS#4442398

County Averages

MEDIAN SALE PRICE:	UNITS SOLD:	NEWLY LISTED:	DAYS ON MARKET:
\$269,900 (+3.1%)	1,970 (+14.9%)	2,720 (+2.3%)	78

Chittenden County, the most active real estate market in our region, recorded significantly more residential sales in 2015, thanks to stronger local and national economies and record low interest rates. Median sale prices rose 3.1 percent, representing a healthy and sustainable increase.

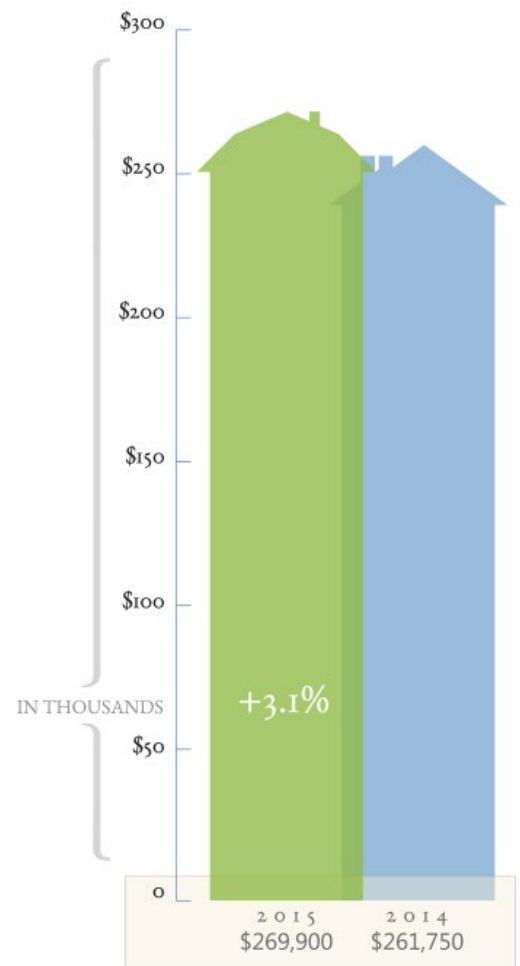


Above-average temperatures during the fall helped maintain some buyers' interest in pursuing their home searches, capping off what had been a strong spring and summer. Typically, colder weather can lead to some homebuyers curtailing their searches until spring returns.

Burlington continues to draw homebuyers, including first-time buyers and those looking to move into bigger properties or downsize. The city's residential sales surged by 22.5% last year, making it one of the county's most active towns. Still, the median sale price slipped by 2.2%, reflecting demand for lower-priced inventory in the New North End and Old North End. Our Realtors also note that some Burlington sales represented older homes with deferred maintenance, which provided buyers with greater bargaining power and opportunity to build equity.

Chittenden County's Median Residential Sale Price

2015/2014



Strong Demand for Mid-Priced Properties.

Affordable homes in the \$250,000 to \$350,000 price range are in the sweet spot, given the emergence of first-time homebuyers who are seeking mid-priced properties as their entry into the property market.

More Inventory in the Over-\$500,000 Segment

Even though the median household income in Chittenden County is about \$64,000, or 18% higher than Vermont's median income, that's not enough to support the purchase of some higher-end homes. As a result, inventory in the over \$500,000 is growing, providing more choices for executive-level buyers.

Vibrant Health, Tech, and Education Sectors

Chittenden County not only has big employers like Dealer.com, but a growing number of tech start-ups that are seeking to hire new employees in both entry-level and mid-career roles. Additionally, the UVM Medical Center and educational institutions such as Champlain College continue to hire, bringing new professionals and homebuyers into the market.

Proximity and Cost

While Burlington remains a popular property market, some buyers are seeking nearby towns that offer more space or lower prices. **Milton, Winooski, Jericho,** and **Colchester** are among the towns that recorded double-digit percentage increases in sales last year.



Uncompromising quality and attention to detail. Williston. MLS#4425417

Chittenden County | Market Snapshot by Town

	MEDIAN SALE PRICE	VS 2014	UNITS SOLD	VS 2014	NEWLY LISTED	VS 2014	DAYS ON MARKET
All of Chittenden County	\$269,900	3.10%	1970	14.90%	2720	2.30%	78
Burlington	\$261,000	-2.20%	327	22.50%	401	19.00%	64
South Burlington	\$265,500	13.00%	338	4.00%	467	16.50%	66
Milton	\$240,000	9.10%	136	34.70%	189	-5.50%	83
Winooski	\$210,000	-4.50%	81	42.10%	87	13.00%	62
Colchester	\$264,900	4.90%	227	18.40%	295	-18.10%	107
Chittenden South							
Williston	\$312,500	-0.80%	149	5.70%	221	17.60%	62
Shelburne	\$365,500	-16.00%	80	-4.80%	153	13.30%	73
Charlotte	\$420,000	-2.90%	41	7.90%	97	-20.50%	109
Hinesburg	\$242,500	-16.40%	40	-18.40%	62	-8.80%	91
St. George	\$273,000	4.90%	5	-50.00%	10	25.00%	57
Chittenden East							
Bolton	\$175,000	0.90%	23	43.80%	35	-10.30%	188
Huntington	\$215,540	-3.20%	20	17.60%	36	20.00%	110
Jericho	\$309,000	16.90%	80	37.90%	99	4.20%	61
Richmond	\$297,500	2.60%	48	26.30%	79	19.70%	83
Underhill	\$300,000	18.10%	39	34.50%	61	-12.90%	129
Chittenden Central							
Essex	\$267,000	4.70%	318	16.10%	398	-7.90%	79
Westford	\$310,000	2.50%	18	-5.30%	29	-6.50%	67

The **multi-family market** recorded 98 sales last year, an increase of 6.5% compared with 2014. For a longer discussion of trends in this market, please see our multi-family section in the Mid-Year Market Report.

Fifty-two **land parcels** were sold in Chittenden County last year, little changed from 2014. The median sale price rose 6.8% to \$133,500. Demand remains steady for lots where professionals and retirees can build custom-homes.



Franklin County

Beautiful St Albans Hill Section home. MLS#4452744

County Averages

MEDIAN SALE PRICE:	UNITS SOLD:	NEWLY LISTED:	DAYS ON MARKET:
\$188,500 (+1.9%)	517 (+6.4%)	1,034 (-3%)	122

Franklin County's real estate market benefited from an uptick in demand, fueled by homebuyers seeking homes in the sub-\$200,000 price range. Lower prices at the gas pump have helped make the county a more affordable option for professionals who commute into Chittenden County or other locations.

Nevertheless, our Realtors have noted that the property market is a "tale of two counties." Towns in the western section of the county are generally seeing stronger demand, thanks to their proximity to the interstate. Pricing and demand has tended to be weaker for towns located in the more remote eastern part of the county.

Quick Commutes

As noted above, towns closer to I-89 have witnessed stronger pricing trends and demand, such as **Fairfax**, where the median sale price rose 7.5% in 2015. Some towns to the east, which are farther from the interstate, saw a dip in median pricing.

Regional Affordability

Franklin County's median sale price is the lowest in Northwest Vermont, which makes it an affordable option for professionals seeking single-family homes in the sub-\$250,000 range. Properties also often offer more land and space than in neighboring Chittenden County, which appeals to some buyers.

Employers Are Hiring

Businesses such as pharmaceutical company Mylan and logistics company A.N. Deringer are hiring, bringing new professionals into Franklin County.

Franklin County's Median Residential Sale Price

2015/2014





Single family home plus two cottages. Georgia. MLS#4435908

Franklin County | Market Snapshot by Town

	MEDIAN SALE PRICE	VS 2014	UNITS SOLD	VS 2014	NEWLY LISTED	VS 2014	DAYS ON MARKET
All of Franklin County	\$188,500	1.90%	517	6.40%	1,034	-3%	122
Bakersfield	\$174,000	-0.40%	12	-25.00%	14	-30.00%	206
Berkshire	\$118,000	-13.20%	13	44%	30	11.10%	160
Enosburg	\$143,250	0.40%	26	62.50%	53	-3.60%	144
Fairfax	\$255,000	7.50%	70	0%	137	0.00%	91
Fairfield	\$224,000	-0.90%	9	-40.00%	29	16.00%	79
Fletcher	\$233,000	23.90%	15	25.00%	29	20.80%	76
Franklin	\$135,000	-9.90%	15	66.60%	31	-29.50%	106
Georgia	\$230,000	-2.70%	43	-8.50%	83	-8.80%	119
Highgate	\$162,250	2.00%	36	50%	68	17.30%	104
Montgomery	\$169,000	-0.60%	13	-13%	49	14.00%	230
Richford	\$110,000	107.50%	11	-27%	45	-10.00%	229
Sheldon	\$177,500	-1%	16	-11.10%	30	-12%	170
St Albans City	\$166,557	3.50%	54	-14%	101	4.10%	87
St Albans Town	\$200,000	-9.70%	96	33.30%	176	1.10%	103
Swanton	\$176,750	2.20%	88	3.50%	159	-15.00%	151

Thirty-one **land sales** were recorded last year, slightly less than 2014's 34 land transactions. While demand was slow during the start of the year, when abnormally cold temperatures kept buyers out of the market, land sales picked up in the summer and fall. The median sale price for land parcels rose 36% to \$70,000.

The multi-family market dropped slightly, with 18 sales last year, compared with 25 a year earlier. Still, the median sale price jumped 33%, reaching \$214,300.



Come home to country living & lake views in South Hero. MLS#4451102

County Averages

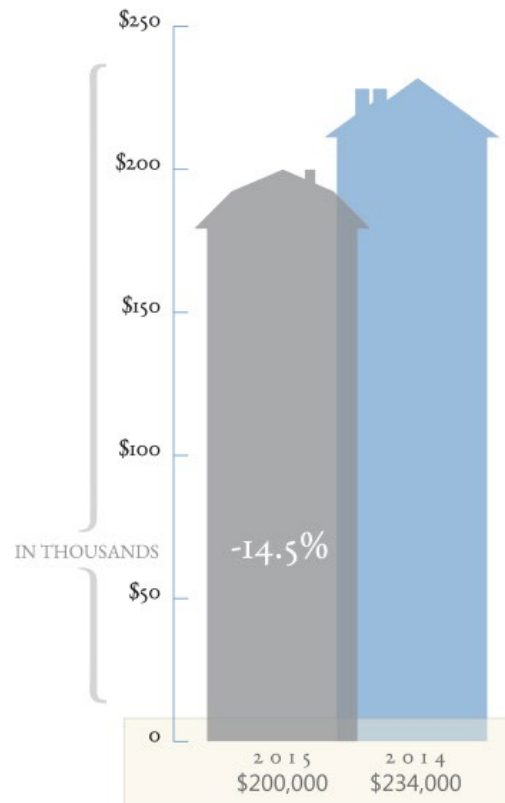
MEDIAN SALE PRICE:	UNITS SOLD:	NEWLY LISTED:	DAYS ON MARKET:
\$200,000 (-14.5%)	126 (+18.9%)	304 (+5.9%)	171

With gas prices declining dramatically last year, more buyers looked to Grand Isle for residential properties. Despite the higher number of property sales, our agents have noted a lack of strong inventory in the higher price ranges, as well as fewer luxury buyers in the market

Because of those trends, property sales last year were focused on mid-priced homes. The median sale price slipped 14.5 percent to \$200,000, reflecting that trend. The number of residential sales, however, rose 18.9 percent during the year.

Grand Isle County's Median Residential Sale Price

2015/2014



Grand Isle County | Market Snapshot by Town

	MEDIAN SALE PRICE	VS 2014	UNITS SOLD	VS 2014	NEWLY LISTED	VS 2014	DAYS ON MARKET
All of Grand Isle County	\$200,000	-14.50%	126	18.90%	304	5.90%	171
Alburgh	\$129,500	0.80%	38	65.20%	88	-13.70%	181
Grand Isle	\$222,143	-4.20%	27	-22.90%	77	37.50%	146
Isle LaMotte	\$111,250	-47.40%	10	100.00%	21	-16.00%	132
North Hero	\$250,000	1.40%	23	5%	62	14.80%	223
South Hero	\$279,000	-30.30%	28	33.30%	56	12.00%	152

Mid-Priced Housing

The market is increasingly focused on mid-priced single-family homes. South Hero and parts of Grand Isle town have been attractive to buyers who work in Chittenden County, given the short commute time and proximity to I-89.

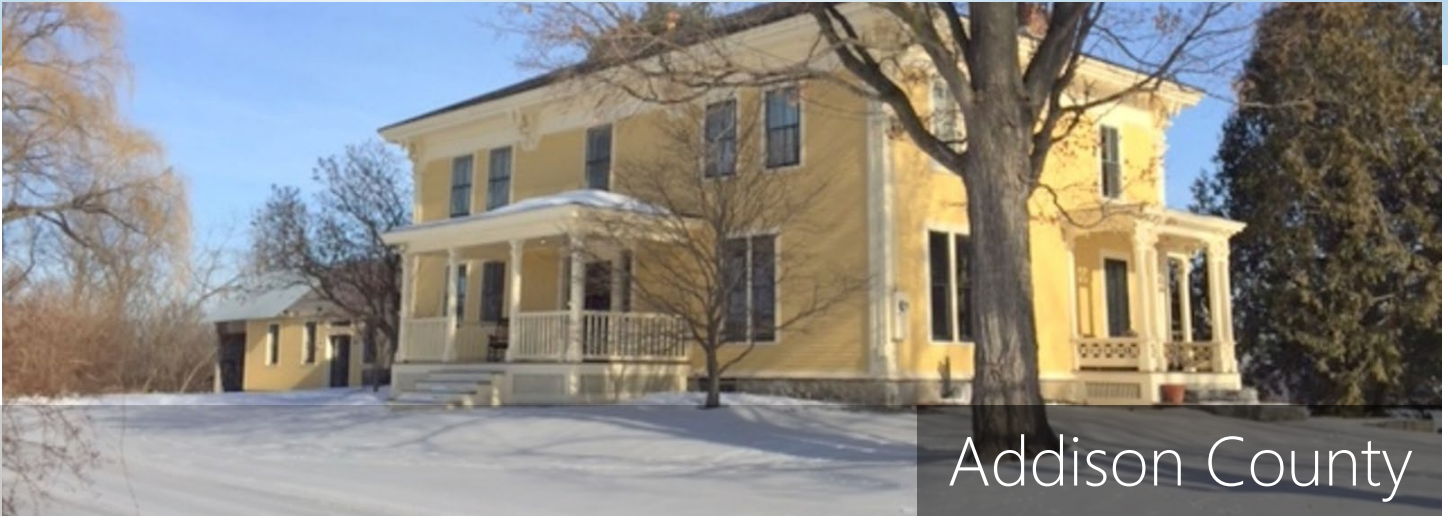
Four Luxury Sales

While Grand Isle is known for its high-end waterfront property, the county only recorded four sales above \$800,000 last year. By comparison, Addison County recorded eight, and neighboring Chittenden County recorded 22 sales.

A Small Market

As Grand Isle is the smallest real estate market by volume in Northwest Vermont; a few sales can have a big impact on median sale prices or volume.

Twelve land sales were recorded in 2015, slightly down from 17 in 2014. The median sale price declined 58% to \$54,375.



Beautifully restored 1790 Colonial in Ferrisburgh MLS#4461127

County Averages

MEDIAN SALE PRICE:	UNITS SOLD:	NEWLY LISTED:	DAYS ON MARKET:
\$225,000 (+4.7%)	346 (+2.9%)	643 (0.8%)	151

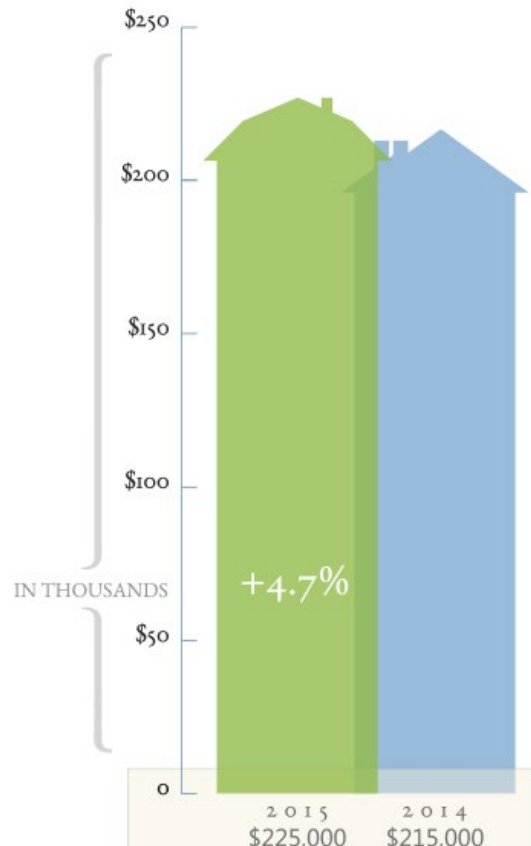
Addison County benefited from steady and sustainable gains in sales and pricing last year. Homebuyers have been encouraged by record low mortgage prices and declining gas prices, which made the county a more affordable option for professionals with commutes.

Some towns, such as **Ripton, Cornwall and Hancock**, recorded large increases in median sale prices, which is due to the influence of last year's luxury sales in those towns on their overall small number of total transactions. One or two expensive sales can have an oversized influence in median pricing.

Land sales were relatively steady at 36 transactions, while the median sale price rose 2.9% to \$78,750. The county has been attracting retirees and professionals who are opting to purchase land with the goal of custom-building new homes.

Addison County's Median Residential Sale Price

2015/2014



Demand For Middlebury Homes

The college town, which is traditionally the busiest market for properties, benefited from strong demand last year, boosting home sales by 16.4%. Median sale prices lifted by 9.3%.

Local Employers are Hiring

Businesses ranging from Vermont Hard Cider Company to UTC Aerospace, a supplier of aerospace and defense products, are adding new employees, helping to draw more buyers into the market.

Luxury Waterfront Homes and Mountain Estates

Almost one-quarter of the past year's luxury sales -- homes priced at more than \$800,000 -- were located in the county, including properties in **Cornwall, Hancock, Middlebury and Ripton.**

Stronger Sales and Pricing

Those trends translated into a 3.9% increase in property transactions and a 4.7% boost in median sale price.

Addison County | Market Snapshot by Town

	MEDIAN SALE PRICE	VS 2014	UNITS SOLD	VS 2014	NEWLY LISTED	VS 2014	DAYS ON MARKET
All of Addison County	\$225,000	4.70%	346	3.90%	643	0.80%	151
Addison	\$276,000	28.40%	5	-66.70%	25	13.60%	278
Bridport	\$193,250	-33.70%	7	-22.20%	16	-5.90%	466
Bristol	\$218,950	1.90%	24	-42%	64	-5.90%	104
Cornwall	\$392,000	86.70%	16	33.30%	25	25.00%	93
Ferrisburgh	\$251,250	-12.00%	30	15.40%	66	-8%	227
Goshen	\$140,500	80.10%	2	100%	9	800%	75
Granville	\$190,000	192.30%	4	33%	9	29%	77
Hancock	\$270,000	221.40%	5	25%	9	-10.00%	205
Leicester	\$160,000	3.20%	8	-52.90%	26	23.80%	301
Lincoln	\$197,500	9.70%	8	-11.10%	21	-22.20%	295
Middlebury	\$234,000	9.30%	85	16.40%	121	23.50%	82
Monkton	\$250,000	5.90%	17	0.00%	20	-47.40%	103
New Haven	\$248,000	-18.70%	21	320.00%	29	11.50%	142
Orwell	\$186,500	-4.10%	14	16.70%	23	-37.80%	206
Panton	\$266,750	-28.40%	2	-75.00%	11	0.00%	222
Ripton	\$296,250	69.40%	8	166.70%	17	112.50%	80
Salisbury	\$116,000	-47.50%	9	-25%	22	-4.30%	170
Shoreham	\$137,000	-46.70%	8	-43%	15	-25%	144
Starksboro	\$230,000	7.40%	21	110.00%	32	-3%	98
Vergennes	\$175,500	-7.50%	36	44.00%	53	6.00%	154
Waltham	\$275,500	465.00%	6	100.00%	8	60.00%	470
Weybridge	\$302,500	21.50%	8	-27.30%	14	-22%	210
Whiting	\$181,000	7.40%	2	-33%	8	33%	106



Chittenden County's Rental Market

While apartment hunting in Northwest Vermont remains competitive, renters are in a better position than a year ago thanks to a higher vacancy rate and stabilizing rents. The following are some trends that are impacting the rental market:

The Vacancy Rate Is Easing

The vacancy rate stood at 3% in December, almost double the 15-year average of 1.6%, according to real estate consulting firm Allen & Brooks. With 3,500 new apartments being constructed across Chittenden County, that's providing more options for renters, such as Finney Crossing in Williston and Riverrun in Winooski. Allen & Brooks forecasts almost 600 new apartments will open in 2016 alone.

Renters Have More Choices

With developers opening new apartment buildings, renters have more options, such as whether to look for a recently constructed building or housing in the older homes found in the Old North End of Burlington, for instance. Our Rental Specialist finds that the rents are often comparable, although the newer buildings often include amenities – such as covered parking – that aren't available with older apartments.

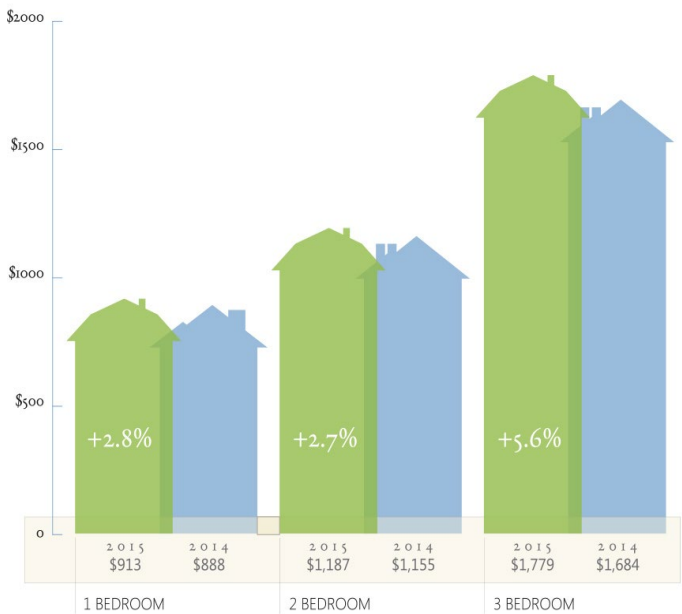
More Wiggle Room with Rents

Because of the higher vacancy rate and new apartments coming to the market, renters are finding some financial breathing room after 15 years of annual average increases of 3.1%. Monthly rents are stabilizing, and our Rental Specialist believes that rents may see some softening in the winter/ early spring market.

Prepare to Search Two Months Before a Move

Our Rental Specialist advises renters to start searching for a new apartment 45 to 60 days before they need to move. Landlords typically market their apartments within that time frame, and hunting for a new home can still be competitive. However, beginning your search too early may be futile as inventory has not yet come available or may be gone by the time you need to move.

Apartment rental prices in 2015, Chittenden County*



Source: Allen & Brooks Report, December 2015



The University of Vermont Medical Center, a top employer in Vermont.

Chittenden County's Rental Market Insights

- **The county's vacancy rate is 3%, significantly below the national average of 4.4%.**
- **Rents have increased 3.1% annually since 2001.**

A Vibrant Local Economy

Large local employers such as the UVM Medical Center continue to hire, while industries such as the technology sector are growing and adding workers. Relocating families and professionals often want to rent before committing to buying, which is adding to demand for rental properties.

New Interest in Old Neighbors

Professionals are increasingly drawn to the Old North End of Burlington because it's within walking distance to downtown and offers more affordable rents than other neighborhoods, Allen & Brooks notes. Likewise, Winooski has earned a reputation as "The Brooklyn of Vermont" because of its excellent new restaurants and cheaper rents, which is drawing more professionals to the city. Developers are responding by constructing higher-end buildings in these areas, such as the Packard Lofts in the Old North End and Riverrun in Winooski.

Because our Rental Specialist has extensive contacts with landlords, Realtors and associations, Coldwell Banker Hickok & Boardman Realty is well positioned to help clients find the most recent properties on the market.

Coldwell Banker Hickok & Boardman Realty

A Leader in Northwest Vermont

Headquartered in Burlington, Vermont and offering a real estate center in St. Albans, Coldwell Banker Hickok & Boardman Realty has a proven track record of providing extraordinary real estate services and cutting-edge technology initiatives to homebuyers and sellers throughout Northwest Vermont.

We understand the questions our customers face when making what may be one of their biggest financial decisions. Through our unique marketing and internet strategies, analysis of market trends, and highly skilled Agents – 1 in 5 sellers and buyers have chosen our agency to represent them. With more than 90 experienced Realtors and staff, we offer a wealth of skills, from marketing luxury homes to assisting professionals relocating in or out of state.

We strive to be the trusted source of innovative real estate solutions, creating exceptional experiences for all we serve. This is illustrated by our consistent ranking as the “Readers Choice” for best real estate agency by *Seven Days* newspaper, the #1 Coldwell Banker office in Vermont, and as a Coldwell Banker Chairman Circle company, an elite standing that recognizes the top 50 Coldwell Banker companies worldwide.

Please contact one of our Agents for their deep knowledge, expert negotiation and marketing experience, and commitment to providing exceptional real estate services to their customers and clients.



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