

MARKET UPDATE

4th QUARTER, 2007

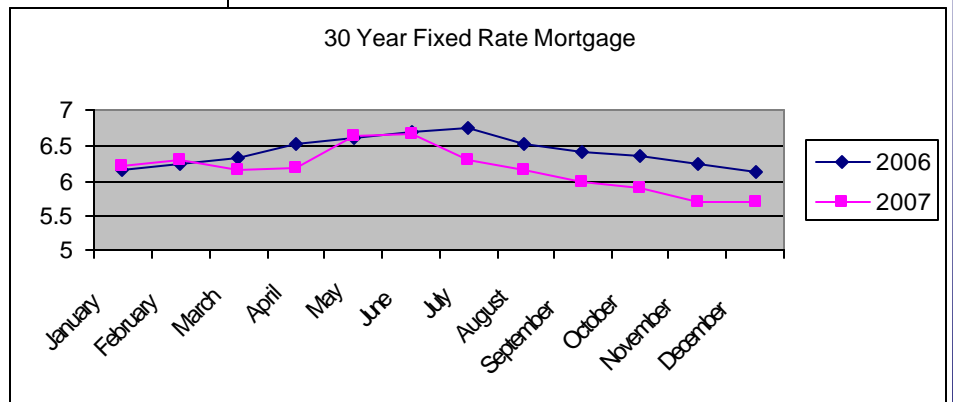
Greetings from Coldwell Banker Bill Beck Real Estate:

The real estate market in Addison County ended the fourth quarter on a quiet note. While the number of sales were down only 8% for the quarter, the number of showings and traffic in general were noticeably slow. With the number of pending sales down, this will translate into a slow 1st quarter in 2008. Couple this with the continued daily dose of bad news in the economy and 2008 could prove to be another challenging year for real estate.

The number of closings in 2007 were down 11% from 2006. In 2007 there were 269 closings compared with 299 in 2006. Average sale prices for the year were also down from 269,800 in '06 to 255,000 in '07, a drop of 6%. Once again the upper end of the market has been softer and this continues to have an effect on sales numbers. In 2006 there were 20 sales over 500,000. In 2007 that figure dropped to 14.

Overall, the market has weathered a lot of bad news during the course of 2007 and has done pretty well, all things considered. Where we go in 2008 will have a lot to do with the national economy. Having oil prices top \$100 a barrel was not a good way to start off the year.

The good news is that interest rates remain very attractive and we are hopeful that this will become a leading force in the market as we move into 2008. Low interest rates have traditionally been a big part of any upturn in the market. If we can hold these rates in the vicinity of 6% and alert the general public as to how good they are, I am sure we will see new buyers entering the market place.



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MLS RESIDENTIAL SALES DURING 2007 4TH QTR.

ADDRESS	TOWN	TOTAL SQFT	LIST DATE	DOM	ORIGINAL PRICE	LIST PRICE	SELL PRICE	SELL-LIST %	Assess-ment	% of Assess-ment
306 Fisher Point	Addison	1200	1/24/07	216	349,500	349,500	300,000	86%	277,600	108%
727 Goose Bay Drive	Addison	3176	9/23/07	18	55,000	550,000	525,000	95%	477,800	110%
1943 Mountain Road	Addison	1703	1/15/07	264	210,000	199,900	193,500	97%	183,100	106%
8180 Route 22A	Addison	980	3/9/07	165	345,000	240,000	240,000	100%	181,800	132%
134 Daisy	Bridport	900	9/18/07	13	139,000	139,000	137,000	99%	60,600	226%
199 Keyes	Bridport	1352	4/18/07	164	295,000	225,000	170,000	76%	123,700	137%
1097 Cobble	Bristol	1728	5/29/07	107	184,500	179,900	179,000	99%	179,700	100%
22 Elm	Bristol	1071	7/12/07	96	193,500	188,500	190,000	101%	122,100	156%
2484 Route 30	Cornwall	1400	7/20/07		99,500	99,500	78,000	78%	125,300	62%
5081 Route 30	Cornwall	784	8/3/07	55	125,000	125,000	112,000	90%	NEW	
55 Braeside	Ferrisburg	2850	8/20/07	21	498,500	479,900	470,000	98%	511,800	92%
71 Champlin Hill	Ferrisburg	1104	7/9/07	77	195,000	179,000	175,000	98%	163,700	107%
22 Danyow	Ferrisburg	3600	8/24/07		1,775,000	1,775,000	1,625,000	92%	1,090,800	149%
452 Kellog Bay Road	Ferrisburg	924	3/5/07		102,000	79,900	76,000	95%	85,200	89%
129 Monkton	Ferrisburg	1568	10/11/07	3	159,000	159,000	157,500	99%	168,200	94%
379 North	Ferrisburg	1200	5/25/07	112	389,000	369,000	330,000	89%	267,700	123%
181 North	Ferrisburg	1694	8/30/07	5	569,000	569,000	555,000	98%	380,300	146%
5014 Route 7	Ferrisburg	1620	8/22/07	19	211,900	211,900	208,000	98%	198,400	105%
288 Sand	Ferrisburg	3150	4/22/06	510	599,900	499,900	499,900	100%	597,900	84%
1335 Sand	Ferrisburg	2492	4/23/07	170	235,900	235,900	230,000	97%	218,600	105%
184 Hayes Road	Goshen	1100	7/3/07	71	138,000	138,000	123,000	89%	80,400	153%
3132 North Hollow Road	Granville	540	7/25/07	40	125,000	125,000	90,000	72%	67,300	134%
4911 VT Route 100	Granville	3400	10/12/06		450,000	399,000	431,000	108%	228,800	188%
797 Route 25	Hancock	2300	6/27/07	103	325,000	325,000	305,000	94%	111,600	273%
101 Sandy Lane	Leicester	1000	9/19/07	21	299,000	299,000	250,000	84%	239,300	104%
220 Stovepipe Lane	Leicester	1064	7/17/07	49	139,900	110,000	114,000	104%	84,800	134%
248 Windy Knoll Lane	Leicester	1056	7/15/07	128	129,000	118,500	115,000	97%	91,200	126%
3120 Downingsville	Lincoln	2000	10/10/07	64	312,000	312,000	285,300	91%	NEW	
1060 Cobble	Middlebury	2502	3/27/07	234	286,000	275,000	267,500	97%	296,400	90%
164 Cottage Lane	Middlebury	921	8/1/07	60	215,900	215,900	236,342	109%	NEW	
70 Maple Street	Middlebury	1330	11/17/06	290	322,500	336,500	336,500	100%	NEW	
70 Maple Street	Middlebury	1727	11/17/06	362	561,500	529,500	500,000	94%	NEW	
292 Mead	Middlebury	2452	7/1/07	86	329,000	299,900	282,000	94%	169,400	166%
226 Munger	Middlebury	3056	9/27/07	13	259,000	259,000	242,000	93%	169,400	143%
67 Otterside	Middlebury	1450	5/28/07	144	169,500	169,500	160,000	94%	115,000	139%
609 Painter	Middlebury	1424	10/11/07	67	289,000	289,000	272,000	94%	268,900	101%
20 Pinewood	Middlebury	1122	7/23/07	107	110,000	110,000	105,000	95%	70,500	149%
161 Seymour Street	Middlebury	1150	7/23/07	82	135,000	119,500	112,000	94%	131,200	85%
2 Twin Circles	Middlebury	1232	1/31/07	248	192,500	187,500	170,000	91%	154,200	110%
44 Twin Circles	Middlebury	1258	6/19/07	125	200,000	175,000	175,000	100%	160,800	109%
9 Washington St Ext	Middlebury	720	7/10/07	61	164,999	164,999	155,000	94%	113,700	136%
2569 Hollow	Monkton	2402	7/2/07	64	314,900	314,900	300,000	95%	214,700	140%
0 Off Hollow	Monkton	1936	11/7/06	83	274,000	274,000	274,000	100%	NEW	
88 Dog Team Road	New Haven	2380	6/29/07	106	269,000	245,000	225,000	92%	195,800	115%
1286 East Ethan Allen High-	New Haven	1664	10/1/07	15	275,000	275,000	251,000	91%	181,200	139%
3557 way	New Haven	2184	2/6/07	252	200,000	200,000	100,001	50%	215,800	46%
tbd fisher road	Orwell	960	10/11/07	15	82,500	82,500	82,500	100%	69,400	119%
37 Singing Cedars Rd	Orwell	2000	5/5/06	479	350,000	330,000	310,000	94%	227,600	136%
1282 Arnold Bay	Panton	1820	6/5/07	106	945,000	945,000	910,000	96%	491,200	185%
40 Schoolhouse	Salisbury	2405	9/26/06	350	269,900	260,000	246,000	95%	197,700	124%
426 Cutting Hill	Shoreham	2050	6/19/07	41	289,000	289,000	283,000	98%	217,600	130%
87 Oliver Howe	Shoreham	986	5/9/07	8	212,856	212,856	225,402	106%	NEW	
1367 Shacksboro	Shoreham	1420	5/9/07	150	188,000	150,000	150,000	100%	198,700	75%

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1819 Big Hollow	Starksboro	1575	6/5/07	144	247,500	231,500	222,000	96%	219,000	101%
350 Shaker Hill	Starksboro	720	6/13/07	137	179,900	174,000	169,000	97%	130,900	129%
96 Shaker Hill	Starksboro	3069	6/18/07	122	339,000	339,000	315,000	93%	263,900	119%
30 Comfort Hill	Vergennes	1077	7/10/07	110	194,000	194,000	175,000	90%	190,200	92%
7A Country Commons	Vergennes	1176	6/6/07	1	210,000	210,000	204,000	97%	NEW	
7D Country Commons	Vergennes	1176	6/26/07	119	210,000	204,000	204,000	100%	NEW	
7C Country Commons	Vergennes	1280	6/26/07	84	205,000	199,000	199,000	100%	NEW	
8 Crescent	Vergennes	1232	5/8/07	174	169,900	154,900	144,000	93%	186,600	77%
21 First	Vergennes	1008	11/5/07	11	45,000	45,000	45,000	100%	45,100	100%
6 Green Meadow Acres	Vergennes	2449	7/23/07	96	389,000	389,000	384,000	99%	NEW	
23 Mountain View	Vergennes	2096	6/5/07	105	219,900	199,900	199,900	100%	229,000	87%
16 Second	Vergennes	980	8/24/07	31	15,000	15,000	11,250	75%	26,900	42%
19 Thomas Circle	Vergennes	1750	8/28/07	19	205,000	199,900	199,000	100%	198,700	100%
61 West Main	Vergennes	1560	1/12/07	227	179,500	169,900	147,500	87%	158,500	93%
459 Quaker Village Road	Weybridge	2340	10/23/07	36	247,000	247,000	240,000	97%	212,800	113%
2855 Weybridge Road	Weybridge	2128	5/10/07	161	250,000	225,000	205,000	91%	PLP	