



## H. Pearce Senior Services

### Maureen Campbell

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Local • Independent • Full Service • Experts

### In This Issue

- A little help around the house for seniors who need a hand
- Evaluating your Situation...
- State of Greater New Haven Real Estate Market

Having recently moved my parents to an assisted living community from a home that they lived in for 20 years, I have truly been able to appreciate the value of our Senior Living Services program first hand. Without the assistance of all of our wonderful partners and resources, I know that this would have been a much more difficult transition for our entire family. I also have great sympathy for the sandwich generation and what family conversations need to happen among the siblings (I have 5 to work with). Now that my parents are happily settled-in, eating 3 excellent meals a day, participating in the community's dances every Wednesday and Saturday night, and going to the movies at their on-site movie theatre, I ask myself why we didn't do this sooner? Their quality of life has improved dramatically, all of the siblings have peace of mind, and we all have so much fun when we go to visit!



Maureen Campbell  
Vice President  
Corporate &  
Relocation Services

### A little help around the house for seniors who need a hand



Jean Cherni,  
Senior Living  
Solutions

As a senior adviser, I have helped many Connecticut residents downsize to a smaller home or apartment, or make a move to an independent retirement community or one offering assisted living. Other residents in their senior years, given their druthers would prefer to remain in their own homes, but need some services to do so.

Homes require upkeep, and a sudden plumbing or heating emergency, as well as minor household tasks, can sometimes seem overwhelming. Family members may not live nearby or be available to help. A temporary illness or incapacity may make a homeowner unwillingly dependent on friends or neighbors. Oftentimes, in trying to handle household matters that they are no longer physically able to accomplish, some seniors have a serious accident or become ill.

Recognizing these problems, VNA Community Healthcare in Guilford has introduced a comprehensive referral program called Shoreline Helping Hands with the mission of enabling the senior population to remain at home with confidence and security.

The VNA has assembled a pre-approved list of service providers, which is available to subscribers to the Helping Hands program. Fees for joining are moderate and entitle subscribers to special prices on all listed services, plus several hours of homemaking help.

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## A little help around the house for seniors...cont.

Some of the services available include:

- Home repairs and heavy cleaning
- Organizing space and files
- Referrals to licensed electricians and plumbers
- Cooking and laundry
- Light cleaning and personal care assistance
- Transportation
- Nurse medication and geriatric care management
- Daily money management and financial planning
- Complimentary therapies
- Relocation and real estate advice (when a move is the most practical option)

The businesses on the Helping Hands list have passed rigorous background checks by VNA Community Healthcare, and were selected for their

reliability and value and are closely monitored to assure complete customer satisfaction.

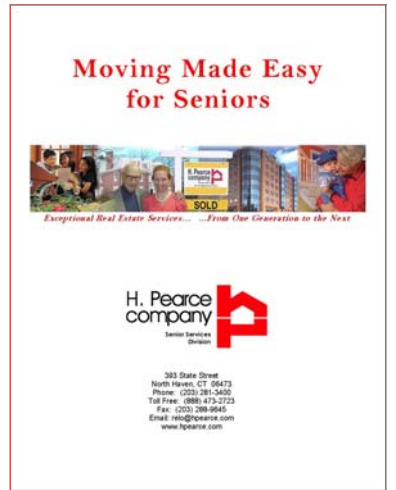
Other VNA Community Healthcare services are available to Shoreline residents from East Haven to Old Saybrook and include nursing, physical therapy, eldercare assessments, an emergency response system, home health aides and a caregiver support network.

Helping Hands is designed to supplement and add to the above services and is, I believe, an absolutely great idea. A membership subscription could make a special Easter or Passover gift for adult children to give their parents, assuring that needed quality assistance is always readily available to them.

Further information can be obtained by calling (866) 474-5230 or going to [shorelinehelpinghands.com](http://shorelinehelpinghands.com).

## Evaluating your Situation...

- Do I need assistance with personal tasks?
- Do I need someone to prepare meals?
- Can I handle routine bills and financial records?
- Do I need someone with me overnight?
- Do I need someone to assist with: Yard work? Laundry? Grocery shopping/errands?
- Is this house too big for me?
- Does it make sense to keep it when I don't use all this space most of the time?
- Do I feel isolated here?
- The neighborhood isn't the same. Do I still feel safe?
- Are many of the services I need still close by? Doctor? Grocery? Pharmacy?
- Is this a good time to move?



For more helpful checklists, call us for a free Moving Made Easy Workbook.

## The State of Greater New Haven's Single Family Homes Market

Through March 31, 2006

Town Name	Listings	Avg Listing Price	Median List Price	Sales	Days on Market	Avg Sales Price	Median Sales Price	List to Sales Ratio	Avg Days to Close
BETHANY	30	\$566,127	\$551,000	13	113	\$396,954	\$386,500	95.7%	42
BRANFORD	96	\$688,117	\$465,000	40	69	\$393,288	\$345,000	90.8%	75
CHESHIRE	130	\$473,216	\$429,900	59	55	\$432,022	\$392,000	97.9%	69
CHESTER	30	\$621,070	\$425,000	15	101	\$481,547	\$319,900	93.4%	53
CLINTON	106	\$461,107	\$453,000	32	105	\$423,096	\$325,000	98.5%	62
DEEP RIVER	24	\$603,642	\$346,000	16	99	\$381,658	\$310,000	93.1%	63
DURHAM	37	\$475,308	\$439,900	19	81	\$406,620	\$375,596	97.2%	64
E. HAVEN	112	\$311,378	\$270,500	51	78	\$237,167	\$233,000	96.0%	44
ESSEX	35	\$895,211	\$599,900	16	147	\$598,766	\$461,750	95.8%	50
GUILFORD	149	\$747,601	\$589,000	51	113	\$706,877	\$495,000	94.2%	59
HADDAM	51	\$443,024	\$399,900	28	65	\$342,608	\$313,000	94.6%	70
HAMDEN	277	\$350,944	\$309,900	104	78	\$294,722	\$271,000	97.1%	54
KILLINGWORTH	52	\$622,918	\$559,000	18	105	\$442,972	\$413,000	96.0%	55
MADISON	155	\$997,141	\$675,000	31	126	\$985,060	\$680,000	90.2%	56
MERIDEN	234	\$229,790	\$219,900	122	56	\$218,962	\$205,000	98.1%	58
MIDDLEFIELD	18	\$359,400	\$314,500	4	103	\$225,500	\$215,000	98.0%	46
MIDDLETOWN	146	\$305,779	\$274,500	73	73	\$275,993	\$248,000	96.0%	54
MILFORD	304	\$511,825	\$429,898	95	57	\$408,802	\$344,900	96.1%	47
N. BRANFORD	25	\$361,804	\$349,500	12	114	\$333,333	\$305,500	96.0%	65
N. HAVEN	120	\$410,849	\$365,000	40	72	\$309,290	\$285,000	96.4%	46
NEW HAVEN	207	\$299,049	\$239,900	72	52	\$227,546	\$210,000	96.5%	55
OLD LYME	54	\$605,230	\$419,000	27	72	\$590,978	\$370,000	93.0%	55
OLD SAYBROOK	73	\$751,338	\$499,000	29	57	\$507,534	\$450,000	94.1%	93
ORANGE	55	\$566,910	\$475,000	14	46	\$539,549	\$398,000	94.6%	50
SOUTHINGTON	173	\$358,474	\$329,900	69	70	\$318,495	\$285,000	97.5%	50
W. HAVEN	244	\$285,119	\$254,900	79	72	\$230,684	\$227,000	96.1%	62
WALLINGFORD	149	\$351,790	\$329,900	58	73	\$319,583	\$290,000	98.3%	67
WESTBROOK	57	\$722,688	\$449,900	18	61	\$332,864	\$329,000	95.3%	54
WOODBIDGE	55	\$681,484	\$609,000	15	90	\$639,223	\$489,500	97.0%	78

## The State of Greater New Haven's Condominium Market

Through March 31, 2006

Town Name	Listings	Avg Listing Price	Median List Price	Sales	Days on Market	Avg Sales Price	Median Sales Price	List to Sales Ratio	Avg Days to Close
BRANFORD	93	\$255,019	\$224,900	46	53	\$229,534	\$185,525	96.6%	40
CHESHIRE	38	\$288,587	\$219,900	15	60	\$258,784	\$195,000	99.5%	58
CHESTER	6	\$454,621	\$453,000						
CLINTON	21	\$227,505	\$205,000	13	44	\$180,700	\$182,500	96.7%	52
DEEP RIVER	6	\$196,550	\$197,000						
DURHAM	1	\$309,900	\$309,900						
E. HAVEN	67	\$212,700	\$159,900	38	54	\$215,008	\$180,000	97.7%	118
ESSEX	7	\$263,950	\$269,000	3	29	\$272,667	\$268,000	95.9%	59
GUILFORD	27	\$265,799	\$189,900	7	58	\$343,929	\$330,000	97%	42
HADDAM	2	\$474,400	\$473,100						
HAMDEN	125	\$214,252	\$214,900	44	82	\$196,503	\$195,000	95.8%	49
MADISON	12	\$399,542	\$363,500	8	139	\$424,657	\$345,000	100.4%	95
MERIDEN	118	\$161,863	\$155,500	63	44	\$136,470	\$137,000	98.4%	64
MIDDLEFIELD	18	\$434,022	\$444,900						
MIDDLETOWN	89	\$153,638	\$154,900	44	45	\$157,121	\$140,500	99.5%	64
MILFORD	91	\$320,205	\$249,900	31	46	\$237,423	\$205,000	97.7%	45
N. BRANFORD	9	\$188,167	\$174,900	2	22	\$207,450	\$207,450	96.5%	45
N. HAVEN	9	\$276,822	\$289,900	2	32	\$275,750	\$275,750	94.3%	43
NEW HAVEN	162	\$189,078	\$155,000	57	56	\$179,866	\$144,500	97.5%	52
OLD LYME	1	\$295,000	\$295,000	1	91	\$150,000	\$150,000	91.5%	17
OLD SAYBROOK	36	\$464,408	\$475,000	9	146	\$540,544	\$655,000	98.7%	152
ORANGE	1	\$335,000	\$335,000						
SOUTHINGTON	43	\$238,616	\$249,900	37	48	\$229,430	\$233,525	101.2%	120
W. HAVEN	81	\$141,846	\$119,500	32	52	\$144,875	\$135,000	97.1%	42
WALLINGFORD	63	\$217,562	\$216,900	49	45	\$196,754	\$205,000	97.5%	43
WESTBROOK	4	\$219,200	\$250,000	3	99	\$314,333	\$340,000	95.7%	67