



H. Pearce Senior Services

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When we created the Senior Services Program at H. Pearce Company it was with a specific goal in mind. We wanted to help seniors to make a move. Could we make it easier for them to process all of the choices, information, and options that were out there? Could we ensure that they were given guidance that would lead them to the right choice for their needs? Could we make it less difficult to sell a "home of a lifetime" with all of its memories? We wanted to make it easier by providing them with a Senior Coordinator, who would address their needs from start to finish. We knew that in order to accomplish this, we would need to align ourselves with professionals in the legal, financial, estate services, moving, and other fields. And we knew that they would have to be people who were honest and trustworthy; people who would have our clients' best interests in mind. 5 years after developing this program, I can honestly say that we have accomplished just that. Our strategic partners are not only knowledgeable and well-respected, but they are passionate about protecting our senior population. And our clients, and their children, are delighted that there is someone watching out for their needs.



Maureen Campbell
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Stay active and involved and live longer, advises "Over 90" panel



Jean Cherni,
Senior Living
Solutions

Whenever I have one of those days when I'm feeling tired, achy, out-of-sorts and 20 years older than my actual age, I will recall a group of eight men and women, all over the age of 90, whom I had the pleasure of hearing recently.

This remarkable group was part of a panel presentation entitled, "Over 90 And Thriving" sponsored by the Hamden Health Care Center, Hospital of Saint Raphael and the Agency on Aging of South Central Connecticut. As Peg Shehy, Hamden Health Care's Director of Program Development explained, "It is expected by the year 2015, we will have people living to be 150 years old and even now, just in our state alone, there are 800 people over the age of 100. It is important to know what contributes to aging well and happily". Also extending a welcome to the over-flow crowd were Julie Evans Staar, Executive Director of the Connecticut Commission on Aging; and panel moderator Dr. Gerard Kerins, geriatric specialist from St. Raphael's. Kerins invited the panel of seniors to share their insights on living long and with vitality. First and foremost, all agreed that remaining active and involved was of the utmost importance. Betty Doiron who lives at home in Hamden and is still driving at 91 years of age, has been a volunteer at the hospital for more than 24 years. Betty said, "I like volunteering and I meet and help people. Helping others keeps me going". Clarence Earley, who lives with his son and grandson, added, "I have aged successfully by getting away from the TV and keeping busy, especially at the senior center". Other panelists nodded in agreement and chorused, "Stay away from the boob tube. Get out and do something".

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Stay active and involved and live longer...cont.

At age 95, Lucinda Sampson is a matriarch of five generations, and many family members were there to applaud her. A former champion roller-skater, she has dealt with both racism and loss. "Expect to live with losses and keep on plugging each day" she explained and then added, her eyes sparkling with the remembrance, "I've had a great life... never a dull moment". Mary Dorsey, 96, still lives on her own in Westbrook. She is the former owner of Dorsey's Diner in Wallingford and now has four great-grandchildren. She advises, "Keep active working and be interested in everything going on." Margaret Cataldo, a long time volunteer who exercises by taking yoga and tai chi classes added, "Keep moving and interested in new things". Completely at home in front of an audience, former actor and orator Ed Lipchus loves to tell jokes and make people laugh. He moved to Atria's Larson Place Retirement Community four years ago and is head of its

Residents Council. He also leads an exercise class five days a week and likes to quote Jack Benny. "Aging is about mind over matter. If you don't mind, it doesn't matter". Rose Ciccone, now 94, worked until she was almost 70 and drove until she was 90. Ed Zaichuk felt work that you love is very important. He looked forward to going to work every day. After his wife died, when Ed was in his 70s, he met a lovely woman and he spent all his time with her until last year when she died at age 96. They went dancing and traveled to many different places.

If we want to become the kind of elderly people who others admire and enjoy being with, we can all take a lesson from this extraordinary group. All of them are enthusiastic, positive, non-complainers with a keen sense of humor and are spirited participants who relish and enjoy life. It made me feel upbeat and happy just to be in their presence.

Reverse Mortgages: For Certain People, It's the Right Choice



A reverse mortgage is a government loan that allows seniors to tap into their home's equity while living there, rather than selling their home for the revenue. The Reverse Mortgage program was created by the federal government in 1987 to help seniors stay in their homes. To be eligible, the applicant (or the youngest applicant if applying as a couple) must be 62 years or older. Reverse mortgages must be on a senior's primary residence, but that senior is free to travel and own other homes. Seniors don't have to make monthly payments or pay back the loan until they sell the home or no longer live there for a year. Any liens or mortgages on the home will be paid through the reverse mortgage. The amount of the loan depends on the senior's age, the home's value and interest rates. If the home's value is less than what is owed at closing, seniors

or their heirs only repay up to the home's value. FHA insurance would cover any balance due.

Contrary to popular belief, reverse mortgages can be a positive thing when done at the right time for the right people. Before being granted a reverse mortgage, seniors will receive a free counseling that is required by law to determine that it is the right solution for them and that they are doing it for themselves, as opposed to being forced into it to finance someone else's project. According to D.J. Nucci, a Reverse Mortgage Specialist, "lots of seniors use reverse mortgages to pay for long-term health care insurance or to pay property taxes that they couldn't afford otherwise".

For more information, call H. Pearce Senior Living Services and we will recommend some specialists in this field.

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

Through June 30, 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	70	523,945	489,000	31	97	506,577	420,000	96.8%	49
BRANFORD	217	683,192	459,900	95	70	481,770	369,900	94.6%	72
CHESHIRE	286	459,055	429,900	133	62	418,564	395,000	96.9%	63
CHESTER	60	557,758	403,500	26	113	435,523	395,000	94.1%	49
CLINTON	210	482,363	379,900	84	79	402,925	334,050	97.2%	54
DEEP RIVER	49	540,261	359,900	29	99	431,287	320,000	94.0%	55
DURHAM	87	544,910	430,000	40	91	388,412	370,000	96.6%	58
E. HAVEN	255	306,464	269,900	128	83	249,103	240,000	96.1%	47
ESSEX	90	761,448	536,900	41	129	578,796	450,000	94.7%	51
GUILFORD	341	706,932	529,900	139	89	669,472	515,000	95.8%	60
HADDAM	105	434,997	399,900	59	73	351,696	348,000	96.0%	68
HAMDEN	591	332,585	299,900	277	68	306,591	279,900	96.7%	55
KILLINGWORTH	108	604,955	527,500	42	74	473,187	467,000	97.3%	60
MADISON	344	919,721	645,000	108	81	795,026	625,000	93.6%	56
MERIDEN	498	230,355	219,900	273	56	216,369	209,900	97.9%	53
MIDDLEFIELD	37	356,808	284,900	16	71	278,113	252,000	96.7%	53
MIDDLETOWN	373	304,050	279,900	182	71	276,745	245,000	97.6%	58
MILFORD	653	515,777	425,000	245	53	408,526	345,000	96.8%	49
N. BRANFORD	57	368,911	349,900	29	82	293,934	308,000	93.1%	66
N. HAVEN	254	413,652	369,000	108	74	324,015	296,000	95.9%	50
NEW HAVEN	450	291,021	249,900	182	56	269,015	225,000	96.4%	55
OLD LYME	124	608,223	447,500	67	97	508,388	415,000	94.6%	59
OLD SAYBROOK	174	731,302	498,000	70	74	511,276	429,900	94.0%	74
ORANGE	151	524,221	456,400	52	54	468,522	424,500	96.5%	59
SOUTHINGTON	400	356,201	329,900	170	64	306,287	280,000	97.2%	49
W. HAVEN	495	282,376	259,900	221	61	243,950	231,000	96.7%	59
WALLINGFORD	360	348,927	319,900	165	64	324,967	299,000	97.6%	60
WESTBROOK	122	711,690	449,900	47	77	418,596	375,000	94.7%	57
WOODBIDGE	132	649,461	529,000	50	85	615,093	528,000	97.1%	57

The State of Greater New Haven's Condominium Market

Through June 30, 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	199	\$242,486	\$210,000	130	61	\$227,708	\$199,000	96.7%	45
CHESHIRE	86	\$273,098	\$228,000	43	44	\$245,861	\$207,500	98.3%	52
CHESTER	6	\$460,287	\$459,000						
CLINTON	44	\$207,893	\$202,900	19	45	\$178,774	\$192,000	96.8%	47
DEEP RIVER	14	\$189,071	\$185,000	1	10	\$179,000	\$179,000	96.8%	45
DURHAM	5	\$322,240	\$297,000	1	22	\$270,000	\$270,000	96.5%	58
E. HAVEN	159	\$234,262	\$189,900	97	60	\$196,849	\$166,000	97.6%	74
ESSEX	10	\$281,555	\$273,000	5	38	\$237,000	\$235,000	96.4%	57
GUILFORD	55	\$236,623	\$184,900	21	65	\$298,054	\$289,000	96.0%	46
HADDAM	3	\$482,567	\$498,900						
HAMDEN	237	\$216,924	\$214,900	104	63	\$202,222	\$200,000	97.3%	49
MADISON	38	\$428,487	\$369,900	16	89	\$425,272	\$380,000	100.1%	94
MERIDEN	231	\$158,527	\$149,900	137	46	\$133,176	\$133,500	98.6%	59
MIDDLEFIELD	19	\$378,695	\$397,900	2	66	\$268,500	\$268,500	95.1%	33
MIDDLETOWN	191	\$162,519	\$159,900	106	38	\$158,512	\$145,900	99.6%	60
MILFORD	178	\$313,152	\$264,900	85	50	\$261,967	\$245,000	97.4%	45
N. BRANFORD	24	\$188,708	\$179,000	9	19	\$181,189	\$169,900	97.9%	48
N. HAVEN	21	\$277,271	\$283,000	5	33	\$245,100	\$260,000	95.0%	48
NEW HAVEN	343	\$204,927	\$172,000	173	59	\$194,393	\$168,000	97.5%	54
OLD LYME	8	\$630,500	\$714,000	2	148	\$267,500	\$267,500	95.7%	19
OLD SAYBROOK	55	\$458,775	\$455,000	21	109	\$493,210	\$465,000	97.7%	174
ORANGE	3	\$330,267	\$335,000						
SOUTHINGTON	99	\$223,104	\$219,900	74	52	\$222,814	\$225,000	100.1%	97
W. HAVEN	154	\$166,181	\$139,876	87	61	\$145,765	\$138,500	97.5%	49
WALLINGFORD	152	\$226,913	\$224,900	90	42	\$196,932	\$198,000	97.6%	48
WESTBROOK	6	\$163,617	\$120,000	4	86	\$251,500	\$256,500	94.0%	55