

H. Pearce Senior Living Services

News On The Move

September 2008

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The Senior Living Services Program

provides assistance to seniors who are making lifestyle transitions. We are the proven and reliable source to assist with the process of moving, getting rid of clutter, and helping seniors tap into local and national resources dedicated to their well-being.

As Senior Living Specialists, we fully understand the issues seniors and their families face. With our wealth of experience and through our network of experts, we are positioned to address the increasing needs of the senior population, and constantly are adding to our ancillary services for both our senior clients and for their adult children.

For more information, contact:

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As most people who read newspapers or listen to the news now realize, the national real estate market hit a collective brick wall last September. Since then, the economy and the housing market have been the prevailing topics for media headlines.

While it is true that the real estate market has changed dramatically over the past year, it is *not* true that houses will not sell in this market.

Nor is it true that Connecticut's market is the same as Florida's market, or Florida's market is the same as Arizona's. Real estate is regional in nature and it is important to examine what is happening right in our own state, town, and neighborhood rather than to assume that all real estate markets are stagnant.

Connecticut's statistics for the first half of the year show that our state has fared better than most. Median sales prices are down around 3.6% overall. The number of sales are down 24%, but the number of listings are also down 10%, all of which is a reflection of the fact that buyers think it's not a good time to buy and sellers think it's not a good time to sell. The reality is that if you are ready to make a move, then it truly is the right time to sell. And homes are most definitely selling in today's real estate market. Properly priced homes are selling quickly and at 95% of their asking price. Now is a time when a professional service like ours becomes even more valuable. Getting an accurate market analysis of your home and implementing the appropriate marketing plan is critical to a successful sale.

With an objective person to guide you every step of the way, you can and will be able to move on to your new home and your new lifestyle!



Maureen Campbell
Sr. Vice President
Relocation &
Senior Services



Moving to a better place -- no, not that place !



Jean Cherni,
Senior Living
Specialist

Moving companies tell us that summer is their busiest season. For seniors, moving can be an emotional and difficult time. Careful planning can help to contain stress and chaos.

As a certified senior living specialist, I help seniors navigate through the many stages of a move. I take measurements of the new space and then outline a plan suggesting where everything can be placed. Often, I need to remind those about to move that walls are not elastic,

and that what doesn't fit has to go. I always remind seniors that our memories stay with us.

When choosing a mover, it is best to have several bids. In order to have consistency, you will need a complete list of all articles being moved. Be sure your mover is licensed and insured. Ask how fragile or special items will be packed. Get estimates in writing, and know the methods of payment in advance. Many movers require a certified check. It is a good idea to photograph or

videotape valuable pieces before you move. Mark cartons as to their contents and the room to which they are going. Hand-carry jewelry and important family photographs. If ordering new furniture or having pieces reupholstered, arrange to have them delivered to your new home.

I usually help seniors unpack their new bedroom first so that they will have a peaceful retreat. It can take weeks for the good dishes to go from the carton to the china closet.

Moving can be a good opportunity to take a fresh look at what is really important in your life. With the correct help and a plan, it can be done with minimum stress.

Profile of Greater New Haven's Single Family Homes Market

Through June 30, 2008

2008 2nd QT Stats RES Town Name	Listings	Avg Listing Price	Median List Price	Sales	DOM	Avg Sales Price	Median Sales Price	List to Sales Ratio	Avg Days to Close
BETHANY	47	488379	435900	18	91	460589	381000	95.8%	49
BRANFORD	205	571166	424900	71	111	447751	340000	93.4%	52
CHESHIRE	255	490976	429500	83	72	371876	345000	94.8%	54
CHESTER	30	419453	399000	14	177	379529	326500	95.7%	39
CLINTON	171	541480	359900	63	89	411543	300000	94.2%	56
DEEP RIVER	43	427153	299000	14	108	420532	362500	92.5%	63
DURHAM	95	470918	424900	35	85	338794	315000	94.6%	57
E HAVEN	266	276771	249900	92	88	229109	222000	96.0%	47
ESSEX	100	695564	532000	31	142	534908	445000	94.9%	69
GUILFORD	290	728649	549900	103	111	545253	439000	96.2%	51
HADDAM	105	468239	422900	34	133	360443	342000	96.3%	55
HAMDEN	555	295089	269900	230	85	277303	255000	95.7%	51
KILLINGWORTH	84	551968	477000	36	93	428886	407500	97.2%	61
MADISON	282	816455	600000	83	102	628578	480000	94.9%	55
MERIDEN	483	240520	219900	186	102	207862	195000	96.9%	45
MIDDLEFIELD	36	332786	295000	20	80	313275	281500	94.9%	54
MIDDLETOWN	322	294776	261000	115	66	256092	230000	96.4%	48
MILFORD	514	478756	369000	166	87	349561	320000	95.8%	51
N BRANFORD	93	363210	324900	42	102	299995	299000	95.3%	48
NEW HAVEN	475	274340	226000	144	83	248111	214500	95.3%	52
NORTH HAVEN	194	422538	332000	90	82	306599	285000	95.8%	61
OLD LYME	127	661166	486900	30	77	399491	340000	94.5%	50
OLD SAYBROOK	155	668702	449900	59	71	448946	400000	93.3%	49
ORANGE	114	485324	435000	51	87	427923	375000	94.2%	47
SOUTHINGTON	385	323198	299800	185	68	298949	285000	95.0%	51
W HAVEN	460	251477	229900	146	81	214345	209000	95.6%	49
WALLINGFORD	285	337531	310000	130	87	304349	286000	95.6%	46
WESTBROOK	113	648923	525000	38	97	444011	372500	92.2%	52
WOODBIDGE	106	613938	549000	27	106	609070	596000	94.1%	53

News and comments from our readers...

"I really wanted to thank you once again for all the help and moral support you extended to us, virtual strangers. I never would have gotten this far with our planned move if it had not been for you and all the assistance you gave us."

C. F. - Hamden

"I must say you constitute quite a team. I have bought and sold a number of houses in my lifetime and I have never experienced anything like this. My wife and I are truly grateful to you all."

D.A. - North Haven

"I've been thinking of moving for more than 10 years but I couldn't begin to figure out what is involved in selling my house or where to start. I believe I'll be able to do it with your help."

J. K. - Northford

" We have heard so much about you from my mother that we already trust that she is in very capable and caring hands ... Thank you so for

being so understanding, patient and helpful as you guide her through the difficult process of selling her present condo and down-sizing enough to make the move."

D. P. - Virginia

If you have a comment, let us know!
Write to us at Senior Living Services,
H. Pearce Company, 3 Old Tavern Road,
Orange, CT 06477

Profile of Greater New Haven's Condominium Market

Through June 30, 2008

2008 2nd QT Stats CON Town Name	List-ings	Avg List-ing Price	Median List Price	Sales	DOM	Avg Sales Price	Median Sales Price	List to Sales Ratio	Avg Days to Close
BRANFORD	207	247342	214900	92	90	221411	205000	95.8%	48
CHESHIRE	79	258022	224850	30	96	236064	212000	95.8%	44
CHESTER	2	437450	437450	2	337	439500	439500	101.6%	57
CLINTON	29	199607	179900	14	89	153786	170000	95.6%	40
DEEP RIVER	4	173725	183000	6	92	145367	161500	90.3%	36
DURHAM	1	135000	135000	1	9	128000	128000	94.8%	22
E HAVEN	114	209655	174900	40	82	169645	154750	95.7%	42
ESSEX	20	310160	237000	9	90	213980	195000	94.2%	34
GUILFORD	49	278639	226000	19	81	322400	291500	95.9%	42
HADDAM	3	356267	379900	2	61	342125	342125	114.3%	14
HAMDEN	201	198198	189900	87	112	191147	172500	95.6%	52
MADISON	27	413037	350000	11	198	350309	300000	93.8%	38
MERIDEN	173	154923	152500	74	66	156482	157500	98.2%	40
MIDDLEFIELD	15	382380	418900	7	310	335646	245000	105.8%	101
MIDDLETOWN	142	185366	161000	87	72	172868	154500	97.5%	55
MILFORD	163	291394	241900	64	74	253963	209000	95.1%	50
N BRANFORD	25	197692	302000	14	31	211625	181500	95.2%	48
NEW HAVEN	287	220462	189000	91	89	226920	196000	94.7%	51
NORTH HAVEN	19	250203	259500	8	108	253000	256000	96.2%	55
OLD LYME	1	325000	325000						
OLD SAY-BROOK	12	411707	400000	5	231	306360	334000	92.9%	37
ORANGE	11	368545	379900	2	137	290500	290500	94.7%	38
SOUTHINGTON	101	216710	209900	47	81	197056	199900	97.2%	60
W HAVEN	108	174210	151500	44	82	148101	129000	93.8%	46
WALLINGFORD	144	224007	209000	68	92	210994	202000	97.3%	54
WESTBROOK	10	334485	340000	3	171	132667	62000	93.2%	45



 **Maureen Campbell**

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