



H. Pearce Senior Services

Maureen Campbell

Vice President of Corporate Services
Corporate Services: (203) 281-3400, ext. 346
Toll Free: (888) 473-2723
E-mail: mcampbell@hpearce.com

Local • Independent • Full Service • Experts

In This Issue

- How Do You Decide if it's Time to Move?
- Don't Read The Papers
- State of Greater New Haven Real Estate Market

H. Pearce Senior Services is a specialized program for seniors who are thinking about downsizing or moving to a retirement community. A Senior Services Coordinator, who is a salaried staff person, is available to our senior clients from the beginning of the decision making process through the final move... and beyond.

I recently wrote in this column about my own personal experience with my parents' move to a retirement community. I was convinced that it was a great thing for them. They were surrounded by dedicated and caring people. Their needs were being met (3 meals a day, linen and housekeeping services, and many organized social activities). They had begun a new phase of their lives, adding new friendships to the many they had built throughout the years. They were embracing a new life.

Sadly, my mother recently passed away. It was sudden, and unexpected. She went quietly and peacefully in her sleep. This life-altering event, however, only served to further reaffirm my conviction that this move could not have been more right. The staff and volunteers at the community were there for us every step of the way. My father now has good friends looking out for his well-being. He is not isolated or alone during this difficult time. He will be kept busy by the many activities that are available to him. And his children, grandchildren, and great-grandchildren, all close by, will continue to visit. We are all reassured and comforted by the fact that we know that he has a built-in support group that will get him through this.



Maureen Campbell
Vice President
Corporate &
Relocation Services

How Do You Decide if it's Time to Move?



Jean Cherni,
Senior Living
Solutions

If you have been thinking about making a move but are finding the decision just too overwhelming, we suggest that you sit down with your spouse and your children and ask yourself a few questions. Then compare answers to see if you all answer the same way. Have a discussion about the results. This is

a great way to get the process going.

It takes a very long time to make the decision to downsize, but studies show that people who start looking for communities before there is a health crisis, will actually prolong their years of being independent.

Continued on page 2

393 State Street
North Haven, CT 06473



How Do You Decide... cont.

Here are some questions to start with:

1. Is this house too big/old/etc. for me to keep up?
2. Does it make sense to keep it when I don't use all the space most of the time?
3. Do I feel isolated here?
4. Do I have to ask my children/grandchildren/friends to visit more and help with chores?
5. The neighborhood has changed. Do I still feel safe here?
6. Do I still participate in social activities?
7. Are many of the services I need close by?
8. Is this a good time to move? (Do I have family to help, is it the right season, is my house ready for sale?)
9. What are some reasons to move?
10. What are some reasons not to move?

Don't Read the Papers



Barbara Pearce
President & CEO

Lately it is impossible to pick up a newspaper without reading something negative about the state of the real estate market. Whether it's talking about a soft landing or the glut of listings currently for sale, it's hard to be upbeat about the immediate future when you are reading about the present.

Well, I still think we should be positive. The facts are different from the impression one gets, and it becomes a vicious cycle, as buyers become pessimistic after reading doom and gloom reports, and then fail to make reasonable offers on listed properties.

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

Through September 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	107	533,599	519,000	49	86	507,780	422,500	96.9%	47
BRANFORD	339	652,632	445,900	144	72	465,846	376,033	94.5%	65
CHESHIRE	439	452,335	429,000	216	58	409,630	390,000	97.2%	62
CHESTER	91	550,141	399,900	41	99	397,896	319,900	94.9%	57
CLINTON	306	479,480	367,500	131	81	420,074	342,000	95.8%	55
DEEP RIVER	70	551,893	369,000	40	88	417,483	322,500	93.1%	57
DURHAM	131	511,525	417,500	63	86	407,083	390,000	97.9%	62
E. HAVEN	398	307,084	270,500	212	73	259,348	240,000	95.4%	48
ESSEX	142	742,477	549,900	72	113	593,102	495,500	94.8%	53
GUILFORD	475	674,720	529,000	231	79	596,465	479,000	96.1%	57
HADDAM	150	439,468	400,000	88	70	355,764	359,500	96.1%	69
HAMDEN	876	325,081	294,900	456	67	307,439	278,000	97.0%	55
KILLINGWORTH	164	582,498	549,000	57	75	456,809	450,000	97.4%	59
MADISON	490	861,368	613,000	164	78	733,107	580,000	94.1%	57
MERIDEN	754	234,094	224,900	414	55	217,686	212,900	97.9%	54
MIDDLEFIELD	62	377,792	318,500	31	68	277,860	270,000	97.5%	49
MIDDLETOWN	543	304,837	272,000	299	65	272,406	247,000	97.6%	55
MILFORD	919	500,704	399,900	389	58	405,555	348,000	96.6%	47
N. BRANFORD	96	356,932	349,500	46	73	321,859	316,500	94.4%	62
N. HAVEN	384	396,307	359,900	188	73	342,555	316,000	96.0%	47
NEW HAVEN	651	290,559	249,900	310	56	276,687	231,000	96.5%	54
OLD LYME	199	611,587	455,000	96	86	499,905	412,500	95.0%	55
OLD SAYBROOK	288	656,407	479,000	115	80	524,902	425,000	93.8%	65
ORANGE	220	512,033	449,900	96	54	468,641	424,500	96.4%	54
SOUTHINGTON	612	354,062	329,900	293	59	314,491	292,500	97.4%	51
W. HAVEN	752	282,959	256,900	321	60	247,242	235,000	96.4%	56
WALLINGFORD	513	347,819	319,900	276	60	320,097	299,900	97.1%	55
WESTBROOK	176	648,613	449,000	73	100	428,045	365,000	92.8%	57
WOODBIDGE	187	640,366	549,000	85	82	577,704	512,500	96.7%	55

Things are really much better than you would come to believe if you depended upon the press for your opinions. For example, an agent recently looked at sales in the town of Madison this year. In every single price range except one, sales in 2006 exceeded those in 2005. That's the silver lining to the glut of listings cloud: There's more to buy. Another recent news report compared prices in many metropolitan markets to expected real estate values, based upon a number of criteria, including key financial indicators. That report showed that New Haven County prices right now are only at 98 % of what an impartial observer would expect. Not quite the overpriced scenario we regularly read about, is it?

While it is certainly true that price increases have slowed or stopped in most parts of our market, and while it is also true that the number of properties on the market has skyrocketed over the past couple of years, it is also clear that this would be considered a good and stable real estate market by the standards of all but the past few years. It is also the kind of growth market that is sustainable—another cause for optimism. For the same reason that an accident is front page news, people believe that bad news sells papers. There is plenty to be cheered by, as long as you don't read the headlines.

The State of Greater New Haven's Condominium Market

Through September 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	338	261,968	220,000	217	61	224,136	195,000	96.6%	46
CHESHIRE	133	273,493	224,999	68	44	239,797	200,000	98.1%	53
CHESTER	6	461,771	459,000	2	90	460,863	460,863	99.8%	118
CLINTON	56	205,879	204,950	29	47	190,034	195,700	97.0%	45
DEEP RIVER	19	180,532	180,000	5	76	176,600	175,000	96.0%	43
DURHAM	5	322,240	297,000	1	22	270,000	270,000	96.5%	58
E. HAVEN	231	224,455	184,900	152	58	204,524	175,000	97.8%	63
ESSEX	23	384,615	315,000	7	70	255,714	255,000	94.7%	53
GUILFORD	70	232,972	184,900	38	68	251,753	195,000	96.2%	42
HADDAM	3	482,567	498,900						
HAMDEN	342	214,465	209,900	172	60	201,176	186,000	96.7%	51
MADISON	62	399,527	366,000	32	70	433,128	383,500	99.1%	101
MERIDEN	341	152,525	149,900	210	47	134,175	136,500	98.6%	54
MIDDLEFIELD	22	389,105	418,900	2	66	268,500	268,500	95.1%	33
MIDDLETOWN	274	164,176	162,500	182	37	161,875	150,000	99.8%	58
MILFORD	289	357,725	269,900	147	51	255,212	235,000	97.4%	46
N. BRANFORD	33	185,785	179,900	20	22	184,385	177,500	98.0%	47
N. HAVEN	35	281,569	283,000	13	65	244,808	265,000	96.0%	47
NEW HAVEN	496	211,735	174,900	280	62	191,406	166,000	97.1%	53
OLD LYME	9	596,889	699,000	2	148	267,500	267,500	95.7%	19
OLD SAYBROOK	62	457,834	442,000	30	109	495,747	452,500	97.5%	141
ORANGE	2	327,900	327,900	2	43	319,250	319,250	97.4%	66
SOUTHINGTON	168	218,136	202,500	124	52	231,316	227,500	102.1%	103
W. HAVEN	214	167,729	139,900	125	61	147,745	135,900	97.0%	48
WALLINGFORD	232	221,972	216,000	162	40	203,502	200,000	97.7%	46
WESTBROOK	11	167,300	129,900	4	86	251,500	246,500	94.0%	55