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Connecticut Realty

# The Connecticut Real Estate Market Report



“ Connecticut is returning to a much more balanced market ”

(BARCODE)

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**Prudential**  
Connecticut Realty

## Returning to a more balanced market



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We need to balance our thinking about the reality of the current market with the market of last year. We have enjoyed unprecedented levels of sales and price appreciation over the past several years, most of it driven by exceptionally low mortgage interest rates. It was easy to sell properties because the market was willing to buy almost everything there was for sale.

The market has changed. Why? The simple answer is because interest rates have gone up. When interest rates increase, the rate of home sales typically decreases and price appreciation moderates - this has been true many times in the past.

If we look closely, this change actually began in the latter half of 2005. While mortgage interest rates are still very low, short term rates in every other category are much higher. Equity credit lines, credit card rates, etc., in combination with increases in ARM rates and energy prices are putting pressure on consumer spending. The resulting financial effect of overall higher interest rates on a homebuyer is greater overall expense.

On a state-wide basis over the past 5 years, there have been an average about 60,000 residential properties sold annually (single-family and condo). This accounted for the generally low inventory levels in the market during that time.

# Condo Co-op Statistics

Third Quarter 2006 vs. Third Quarter 2005 (compiled October 11, 2006)

## COUNTY STATISTICS

County	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Fairfield	97	123	26.8%	\$285,000	\$298,500	4.7%	3,010	2,879	-4.4%
Hartford	97	111	14.4%	\$162,350	\$175,000	7.8%	2,546	2,380	-6.5%
Litchfield	92	107	16.3%	\$140,000	\$153,700	9.8%	411	334	-18.7%
Middlesex	82	109	32.9%	\$152,000	\$164,250	8.1%	520	450	-13.5%
New Haven	101	104	3.0%	\$157,000	\$165,900	5.7%	2,477	2,302	-7.1%
New London	146	177	21.2%	\$154,900	\$183,450	18.4%	444	514	15.8%
Tolland	99	96	-3.0%	\$138,500	\$156,500	13.0%	237	267	12.7%
Windham	185	195	5.4%	\$168,000	\$170,000	1.2%	105	65	-38.1%
<b>Total</b>	<b>100</b>	<b>117</b>	<b>17.0%</b>	<b>\$182,000</b>	<b>\$195,000</b>	<b>7.1%</b>	<b>9,750</b>	<b>9,191</b>	<b>-5.7%</b>

## FAIRFIELD COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Bethel	76	90	18.4%	\$263,000	\$269,000	2.3%	55	50	-9.1%
Bridgeport	89	162	82.0%	\$132,200	\$145,000	9.7%	412	429	4.1%
Brookfield	75	93	24.0%	\$255,000	\$230,000	-9.8%	41	58	41.5%
Danbury	96	99	3.1%	\$265,000	\$262,500	-0.9%	498	449	-9.8%
Darien	125	83	-33.6%	\$632,000	\$445,000	-29.6%	13	7	-46.2%
Fairfield	118	114	-3.4%	\$395,000	\$385,000	-2.5%	119	93	-21.9%
Greenwich	129	172	33.3%	\$660,000	\$712,500	8.0%	206	166	-19.4%
Monroe	79	111	40.5%	\$284,700	\$320,000	12.4%	44	28	-36.4%
Newtown	251	269	7.2%	\$501,218	\$415,000	-17.2%	23	9	-60.9%
Norwalk	94	92	-2.1%	\$315,000	\$325,000	3.2%	453	416	-8.2%
Ridgefield	80	102	27.5%	\$275,500	\$289,500	5.1%	65	48	-26.2%
Shelton	86	120	39.5%	\$307,500	\$304,000	-1.1%	122	123	0.8%
Stamford	78	136	74.4%	\$300,000	\$365,000	21.7%	715	764	6.9%
Stratford	95	98	3.2%	\$235,000	\$183,000	-22.1%	149	163	9.4%
Trumbull	334	78	-76.7%	\$299,900	\$425,250	41.8%	44	34	-22.7%
Westport	77	155	101.3%	\$565,000	\$602,000	6.6%	24	26	8.3%
Wilton	100	81	-19.0%	\$480,000	\$476,000	-0.8%	27	16	-40.7%
<b>All County</b>	<b>97</b>	<b>123</b>	<b>26.8%</b>	<b>\$285,000</b>	<b>\$298,500</b>	<b>4.7%</b>	<b>3010</b>	<b>2879</b>	<b>-4.4%</b>

## HARTFORD COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Avon	96	123	28.1%	\$258,000	\$268,750	4.2%	111	92	-17.1%
Berlin	116	82	-29.3%	\$249,500	\$190,000	-23.9%	18	14	-22.2%
Bloomfield	106	132	24.5%	\$199,900	\$216,000	8.1%	61	63	3.3%
Bristol	76	77	1.3%	\$124,900	\$136,500	9.3%	183	171	-6.6%
Burlington	95	89	-6.3%	\$119,450	\$131,000	9.7%	4	1	-75.0%
Canton	122	79	-35.3%	\$157,500	\$220,000	39.7%	29	29	0.0%
East Granby	59	97	64.4%	\$120,000	\$162,000	35.0%	13	11	-15.4%
East Hartford	82	95	15.9%	\$104,000	\$125,500	20.7%	73	74	1.4%
East Windsor	117	105	-10.3%	\$183,700	\$186,450	1.5%	58	58	0.0%
Enfield	98	116	18.4%	\$189,000	\$180,000	-4.8%	96	79	-17.7%
Farmington	108	96	-11.1%	\$208,000	\$215,250	3.5%	191	168	-12.0%
Glastonbury	93	85	-8.6%	\$195,000	\$192,500	-1.3%	119	147	23.5%
Granby	156	167	7.1%	\$265,000	\$301,140	13.6%	33	36	9.1%
Hartford	92	131	42.4%	\$82,750	\$99,500	20.2%	164	151	-7.9%
Manchester	86	106	23.3%	\$122,500	\$164,500	34.3%	174	174	0.0%
Marlborough	84	117	39.3%	\$250,000	\$245,000	-2.0%	1	3	200.0%
New Britain	81	83	2.5%	\$107,500	\$130,000	20.9%	96	99	3.1%
Newington	72	87	20.8%	\$169,950	\$185,000	8.9%	146	119	-18.5%
Plainville	77	144	87.0%	\$138,000	\$168,000	21.7%	61	74	21.3%
Rocky Hill	76	88	15.8%	\$163,000	\$179,500	10.1%	126	116	-7.9%
Simsbury	83	125	50.6%	\$187,000	\$204,950	9.6%	79	70	-11.4%
South Windsor	106	105	-0.9%	\$182,000	\$161,250	-11.4%	168	158	-6.0%
Southington	95	154	62.1%	\$163,000	\$227,750	39.7%	137	124	-9.5%
Suffield	90	95	5.6%	\$182,500	\$215,750	18.2%	31	36	16.1%
West Hartford	145	169	16.6%	\$185,000	\$192,000	3.8%	169	117	-30.8%
Wethersfield	82	87	6.1%	\$142,250	\$119,950	-15.7%	62	56	-9.7%
Windsor	154	161	4.6%	\$205,500	\$227,500	10.7%	98	81	-17.4%
Windsor Locks	73	89	21.9%	\$146,000	\$165,500	13.4%	44	59	34.1%
<b>All County</b>	<b>97</b>	<b>111</b>	<b>14.4%</b>	<b>\$162,350</b>	<b>\$175,000</b>	<b>7.8%</b>	<b>2546</b>	<b>2380</b>	<b>-6.5%</b>

## LITCHFIELD COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Kent	93	139	49.5%	\$287,500	\$193,500	-32.7%	7	3	-57.1%
Litchfield	112	146	30.4%	\$291,000	\$287,500	-1.2%	6	12	100.0%
New Hartford	68	99	45.6%	\$95,700	\$122,000	27.5%	4	9	125.0%
New Milford	74	88	18.9%	\$155,000	\$175,000	12.9%	133	102	-23.3%
Plymouth	86	91	5.8%	\$139,900	\$138,750	-0.8%	17	12	-29.4%
Sharon	194	142	-26.8%	\$286,750	\$199,000	-30.6%	2	1	-50.0%
Thomaston	65	83	27.7%	\$121,500	\$133,000	9.5%	28	22	-21.4%
Torrington	95	107	12.6%	\$127,800	\$131,500	2.9%	115	85	-26.1%
Washington	182	143	-21.4%	\$347,195	\$393,000	13.2%	3	3	0.0%
Watertown	138	148	7.3%	\$206,700	\$283,450	37.1%	34	38	11.8%
Winchester	50	121	142.0%	\$126,900	\$144,125	13.6%	9	20	122.2%
Woodbury	113	120	6.2%	\$189,950	\$210,000	10.6%	50	25	-50.0%
<b>All County</b>	<b>92</b>	<b>107</b>	<b>16.3%</b>	<b>\$140,000</b>	<b>\$153,700</b>	<b>9.8%</b>	<b>411</b>	<b>334</b>	<b>-18.7%</b>

## MIDDLESEX COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Clinton	70	90	28.6%	\$150,000	\$195,700	30.5%	32	29	-9.4%
Cromwell	74	78	5.4%	\$144,900	\$154,000	6.3%	163	135	-17.2%
Deep River	77	118	53.3%	\$174,000	\$175,000	0.6%	10	5	-50.0%
Durham	93	79	-15.1%	\$282,900	\$270,000	-4.6%	1	1	0.0%
East Hampton	70	72	2.9%	\$160,000	\$169,825	6.1%	11	22	100.0%
Essex	153	122	-20.3%	\$275,000	\$255,000	-7.3%	19	7	-63.2%
Middlefield	104	97	-6.7%	\$250,000	\$268,500	7.4%	3	2	-33.3%
Middletown	76	93	22.4%	\$141,950	\$150,000	5.7%	218	181	-17.0%
Old Saybrook	173	249	43.9%	\$414,900	\$452,500	9.1%	23	30	30.4%
Portland	73	170	132.9%	\$173,018	\$257,400	48.8%	32	19	-40.6%
Westbrook	84	140	66.7%	\$146,000	\$246,500	68.8%	7	4	-42.9%
<b>All County</b>	<b>82</b>	<b>109</b>	<b>32.9%</b>	<b>\$152,000</b>	<b>\$164,250</b>	<b>8.1%</b>	<b>520</b>	<b>450</b>	<b>-13.5%</b>

## NEW HAVEN COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Ansonia	69	77	11.6%	\$79,500	\$166,200	109.1%	6	6	0.0%
Beacon Falls	65	67	3.1%	\$184,000	\$199,000	8.2%	10	9	-10.0%
Branford	100	106	6.0%	\$192,250	\$195,000	1.4%	232	217	-6.5%
Cheshire	103	95	-7.8%	\$197,000	\$200,000	1.5%	85	67	-21.2%
Derby	86	85	-1.2%	\$210,000	\$210,000	0.0%	47	43	-8.5%
East Haven	90	120	33.3%	\$159,900	\$175,000	9.4%	141	152	7.8%
Guilford	100	109	9.0%	\$202,500	\$195,000	-3.7%	43	38	-11.6%
Hamden	79	108	36.7%	\$177,500	\$185,000	4.2%	157	172	9.6%
Madison	110	170	54.6%	\$350,000	\$383,525	9.6%	39	32	-18.0%
Meriden	98	99	1.0%	\$127,500	\$136,500	7.1%	237	210	-11.4%
Middlebury	139	73	-47.5%	\$161,000	\$296,450	84.1%	1	2	100.0%
Milford	84	95	13.1%	\$222,750	\$235,000	5.5%	178	147	-17.4%
Naugatuck	81	94	16.1%	\$125,450	\$138,000	10.0%	98	94	-4.1%
New Haven	97	114	17.5%	\$154,000	\$165,525	7.5%	269	278	3.4%
North Branford	99	82	-17.2%	\$200,000	\$186,500	-6.8%	48	27	-43.8%
North Haven	236	111	-53.0%	\$250,500	\$265,000	5.8%	44	13	-70.5%
Orange	79	107	35.4%	\$300,000	\$319,250	6.4%	3	2	-33.3%
Seymour	62	95	53.2%	\$140,500	\$151,000	7.5%	39	52	33.3%
Southbury	106	122	15.1%	\$210,000	\$203,000	-3.3%	92	85	-7.6%
Wallingford	144	85	-41.0%	\$183,000	\$200,000	9.3%	187	162	-13.4%
Waterbury	99	94	-5.1%	\$85,500	\$90,000	5.3%	390	351	-10.0%
West Haven	97	107	10.3%	\$133,250	\$135,900	2.0%	116	125	7.8%
Wolcott	109	278	155.1%	\$156,000	\$188,200	20.6%	15	16	6.7%
<b>All County</b>	<b>101</b>	<b>104</b>	<b>3.0%</b>	<b>\$</b>					

# Single Family Statistics

Third Quarter 2006 vs. Third Quarter 2005 (compiled October 11, 2006)

## COUNTY STATISTICS

County	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Fairfield	111	119	7.2%	\$562,500	\$569,000	1.2%	7,768	6,287	-19.1%
Hartford	100	103	3.0%	\$248,000	\$253,000	2.0%	7,036	6,273	-10.8%
Litchfield	123	134	8.9%	\$295,000	\$289,000	-2.0%	1,869	1,534	-17.9%
Middlesex	120	131	9.2%	\$305,000	\$315,000	3.3%	1,615	1,402	-13.2%
New Haven	111	117	5.4%	\$267,500	\$280,000	4.7%	6,224	5,373	-13.7%
New London	119	125	5.0%	\$263,000	\$280,000	6.5%	2,061	1,943	-5.7%
Tolland	108	113	4.6%	\$245,000	\$259,900	6.1%	1,278	1,123	-12.1%
Windham	118	126	6.8%	\$230,000	\$235,000	2.2%	877	796	-9.2%
<b>All CT</b>	<b>110</b>	<b>116</b>	<b>5.5%</b>	<b>\$305,000</b>	<b>\$309,000</b>	<b>1.3%</b>	<b>28,728</b>	<b>24,731</b>	<b>-13.9%</b>

## FAIRFIELD COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Bethel	93	105	12.9%	\$410,000	\$407,500	-0.6%	150	113	-24.7%
Bridgeport	108	115	6.5%	\$240,000	\$250,000	4.2%	695	588	-15.4%
Brookfield	111	103	-7.2%	\$489,950	\$482,500	-1.5%	198	136	-31.3%
Danbury	91	102	12.1%	\$369,450	\$366,000	-0.9%	400	380	-5.0%
Darien	122	124	1.6%	\$1,140,000	\$965,000	-15.4%	339	289	-14.8%
Easton	123	143	16.3%	\$788,750	\$740,000	-6.2%	78	57	-26.9%
Fairfield	112	113	0.9%	\$627,900	\$630,000	0.3%	666	511	-23.3%
Greenwich	144	152	5.6%	\$1,829,000	\$2,047,000	11.9%	585	480	-18.0%
Monroe	108	108	0.0%	\$482,000	\$477,500	-0.9%	199	139	-30.2%
New Fairfield	123	110	-10.6%	\$426,500	\$442,500	3.8%	188	128	-31.9%
Newtown	118	126	6.8%	\$488,750	\$552,000	12.9%	368	274	-25.5%
Norwalk	103	116	12.6%	\$556,000	\$580,000	4.3%	692	573	-17.2%
Redding	125	145	16.0%	\$720,000	\$707,500	-1.7%	119	78	-34.5%
Ridgefield	105	121	15.2%	\$837,000	\$812,500	-2.9%	305	259	-15.1%
Shelton	110	124	12.7%	\$415,000	\$399,000	-3.9%	329	293	-10.9%
Sherman	139	172	23.7%	\$535,000	\$615,000	15.0%	53	32	-39.6%
Stamford	103	107	3.9%	\$700,000	\$730,000	4.3%	707	569	-19.5%
Stratford	95	107	12.6%	\$312,000	\$300,000	-3.9%	531	467	-12.1%
Trumbull	101	108	6.9%	\$460,000	\$460,000	0.0%	378	287	-24.1%
Weston	141	128	-9.2%	\$1,050,000	\$1,060,000	1.0%	153	109	-28.8%
Westport	124	145	16.9%	\$1,245,000	\$1,320,000	6.0%	395	326	-17.5%
Wilton	112	126	12.5%	\$917,000	\$955,000	4.1%	240	199	-17.1%
<b>All County</b>	<b>111</b>	<b>119</b>	<b>7.2%</b>	<b>\$562,500</b>	<b>\$569,000</b>	<b>1.2%</b>	<b>7,768</b>	<b>6,287</b>	<b>-19.1%</b>

## HARTFORD COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Avon	120	126	5.0%	\$487,725	\$541,450	11.0%	270	200	-25.9%
Berlin	92	100	8.7%	\$289,950	\$288,000	-0.7%	140	138	-1.4%
Bloomfield	121	100	-17.4%	\$219,450	\$230,000	4.8%	214	201	-6.1%
Bolton	111	106	-4.5%	\$308,000	\$321,000	4.2%	44	47	6.8%
Bristol	104	109	4.8%	\$207,500	\$219,000	5.5%	503	416	-17.3%
Burlington	129	110	-14.7%	\$337,500	\$351,000	4.0%	95	78	-17.9%
Canton	140	140	0.0%	\$378,000	\$354,950	-6.1%	130	108	-16.9%
East Granby	98	123	25.5%	\$295,500	\$299,950	1.5%	58	50	-13.8%
East Hartford	84	97	15.5%	\$176,000	\$186,300	5.9%	426	410	-3.8%
East Windsor	121	135	11.6%	\$224,500	\$247,750	10.4%	74	62	-16.2%
Enfield	83	97	16.9%	\$192,700	\$210,000	9.0%	332	366	10.2%
Farmington	100	106	6.0%	\$412,500	\$377,500	-8.5%	189	182	-3.7%
Glastonbury	110	96	-12.7%	\$390,000	\$363,250	-6.9%	340	296	-12.9%
Granby	124	102	-17.7%	\$330,000	\$315,500	-4.4%	159	128	-19.5%
Hartford	141	104	-26.2%	\$152,000	\$166,500	9.5%	286	242	-15.4%
Hartland	76	113	48.7%	\$278,700	\$294,000	5.5%	12	13	8.3%
Manchester	92	98	6.5%	\$200,500	\$214,000	6.7%	508	434	-14.6%
Marlborough	106	105	-0.9%	\$307,400	\$315,000	2.5%	84	53	-36.9%
New Britain	87	95	9.2%	\$155,000	\$170,000	9.7%	390	320	-18.0%
Newington	83	86	3.6%	\$225,000	\$247,500	10.0%	203	205	1.0%
Plainville	95	101	6.3%	\$196,000	\$199,000	1.5%	96	125	30.2%
Rocky Hill	103	111	7.8%	\$265,000	\$305,000	15.1%	106	87	-17.9%
Simsbury	93	110	18.3%	\$346,000	\$368,000	6.4%	294	259	-11.9%
South Windsor	92	94	2.2%	\$276,900	\$287,500	3.8%	221	171	-22.6%
Southington	107	109	1.9%	\$296,250	\$292,500	-1.3%	370	293	-20.8%
Suffield	134	151	12.7%	\$339,000	\$295,000	-13.0%	131	119	-9.2%
Thamesville	141	84	-40.4%	\$221,300	\$191,000	-13.7%	8	10	25.0%
West Hartford	84	88	4.8%	\$299,000	\$310,000	3.7%	659	628	-4.7%
Wethersfield	88	96	9.1%	\$248,000	\$246,000	-0.8%	258	233	-9.7%
Windsor	88	113	28.4%	\$224,950	\$256,000	13.8%	332	294	-11.5%
Windsor Locks	81	88	8.6%	\$201,200	\$218,000	8.4%	104	105	1.0%
<b>All County</b>	<b>100</b>	<b>103</b>	<b>3.0%</b>	<b>\$248,000</b>	<b>\$253,000</b>	<b>2.0%</b>	<b>7,036</b>	<b>6,273</b>	<b>-10.8%</b>

## LITCHFIELD COUNTY

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Bantam	133	155	16.5%	\$315,000	\$254,000	-19.4%	4	11	175.0%
Barkhamsted	109	118	8.3%	\$295,000	\$288,750	-2.1%	37	24	-35.1%
Bethlehem	141	114	-19.2%	\$378,500	\$346,250	-8.5%	32	26	-18.8%
Bridgewater	163	138	-15.3%	\$534,500	\$445,000	-16.7%	16	14	-12.5%
Canaan	137	125	-8.8%	\$380,000	\$215,000	-43.4%	14	14	0.0%
Colebrook	128	189	47.7%	\$282,500	\$365,000	29.2%	16	13	-18.8%
Corwall	134	149	11.2%	\$475,000	\$270,000	-43.2%	13	7	-46.2%
Goshen	159	171	7.6%	\$391,200	\$395,000	1.0%	48	45	-6.3%
Harwinton	132	119	-9.9%	\$325,000	\$300,000	-7.7%	61	57	-6.6%
Kent	152	158	4.0%	\$480,000	\$417,000	-13.1%	34	26	-23.5%
Litchfield	161	168	4.4%	\$375,000	\$365,000	-2.7%	62	47	-24.2%
Morris	150	172	14.7%	\$350,000	\$290,000	-17.1%	25	13	-48.0%
New Hartford	114	143	25.4%	\$262,000	\$272,000	3.8%	80	67	-16.3%
New Milford	115	124	7.8%	\$370,000	\$385,000	4.1%	344	233	-32.3%
Norfolk	191	123	-35.6%	\$399,000	\$360,000	-9.8%	11	16	45.5%
North Canaan	148	172	16.2%	\$192,500	\$215,000	11.7%	12	9	-25.0%
Northfield	99	72	-27.3%	\$336,000	\$272,000	-19.1%	5	7	40.0%
Plymouth	114	120	5.3%	\$198,500	\$220,000	10.8%	112	117	4.5%
Roxbury	196	241	23.0%	\$661,500	\$758,750	14.7%	21	26	23.8%
Salisbury	139	259	86.3%	\$447,500	\$480,000	7.3%	26	20	-23.1%
Sharon	197	155	-21.3%	\$418,750	\$394,500	-5.8%	20	15	-25.0%
Thomaston	120	120	0.0%	\$265,500	\$257,000	-3.2%	67	45	-32.8%
Torrington	105	108	2.9%	\$188,750	\$195,000	3.3%	320	304	-5.0%
Warren	169	194	14.8%	\$437,450	\$443,750	1.4%	18	16	-11.1%
Washington	166	196	18.1%	\$775,000	\$665,000	-14.2%	55	37	-32.7%
Watertown	107	128	19.6%	\$260,000	\$270,000	3.9%	207	159	-23.2%
Winchester	104	113	8.7%	\$178,750	\$187,950	5.2%	114	86	-24.6%
Woodbury	143	166	16.1%	\$475,000	\$446,000	-6.1%	95	80	-15.8%
<b>All County</b>	<b>123</b>	<b>134</b>	<b>8.9%</b>	<b>\$295,000</b>	<b>\$289,000</b>	<b>-2.0%</b>	<b>1,869</b>	<b>1,534</b>	<b>-17.9%</b>

## MIDDLESEX

Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Chester	167	155	-7.2%	\$300,200	\$319,900	6.6%	34	41	20.6%
Clinton	115	134	16.5%	\$310,000	\$342,000	10.3%	149	131	-12.1%
Cromwell	104	100	-3.9%	\$273,900	\$286,500	4.6%	87	82	-5.8%
Deep River	114	144	26.3%	\$290,000	\$322,500	11.2%	48	40	-16.7%
Durham	136	147	8.1%	\$373,500	\$390,000	4.4%	62	63	1.6%
East Haddam	121	131	8.3%	\$290,000	\$300,000	3.5%	121	115	-5.0%
East Hampton	103	116	12.6%	\$285,000	\$282,150	-1.0%	155	125	-19.4%
Essex	168	164	-2.4%	\$525,591	\$495,000	-5.8%	106	72	-32.1%
Haddam	133	138	3.8%	\$335,000	\$359,500	7.3%	85	88	3.5%
Killingworth	138	132	-4.4%	\$440,000	\$450,000	2.3%	65	57	-12.3%
Middlefield	95	115	21.1%	\$268,000	\$270,000	0.8%	26	31	19.2%
Middletown	105	118	12.4%	\$255,000	\$247,000	-3.1%	348	299	-14.1%
Old Saybrook	131	143	9.2%	\$425,000					

# Single Family Statistics

Third Quarter 2006 vs. Third Quarter 2005 (compiled October 11, 2006)

NEW LONDON									
Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Bozrah	117	128	9.4%	\$220,950	\$289,900	31.2%	6	11	83.3%
Colchester	100	102	2.0%	\$269,900	\$299,450	11.0%	159	134	-15.7%
East Lyme	120	135	12.5%	\$328,500	\$354,500	7.9%	156	160	2.6%
Franklin	130	111	-14.6%	\$233,000	\$225,000	-3.4%	7	3	-57.1%
Griswold	119	112	-5.9%	\$250,000	\$248,000	-0.8%	95	73	-23.2%
Groton	119	134	12.6%	\$265,000	\$271,750	2.6%	83	80	-3.6%
Groton Town	84	102	21.4%	\$199,000	\$225,000	13.1%	39	49	25.6%
Lebanon	150	143	-4.7%	\$269,950	\$271,000	0.4%	78	45	-42.3%
Ledyard	108	112	3.7%	\$274,500	\$275,000	0.2%	189	143	-24.3%
Lisbon	147	127	-13.6%	\$259,000	\$245,500	-5.2%	33	30	-9.1%
Lyme	164	183	11.6%	\$437,000	\$600,000	37.3%	28	33	17.9%
Montville	101	117	15.8%	\$241,800	\$254,900	5.4%	141	147	4.3%
New London	100	122	22.0%	\$202,000	\$227,000	12.4%	151	118	-21.9%
North Franklin	87		-100.0%	\$255,000		-100.0%	5		-100.0%
North Stonington	123	164	33.3%	\$330,000	\$344,000	4.2%	41	38	-7.3%
Norwich	109	117	7.3%	\$196,500	\$200,000	1.8%	215	228	6.1%
Old Lyme	169	132	-21.9%	\$388,550	\$370,000	-4.8%	76	72	-5.3%
Preston	128	125	-2.3%	\$230,000	\$315,000	37.0%	28	45	60.7%
Salem	126	149	18.3%	\$317,500	\$380,000	19.7%	38	37	-2.6%
Sprague	196	129	-34.2%	\$272,400	\$238,450	-12.5%	27	12	-55.6%
Stonington	135	137	1.5%	\$346,000	\$342,000	-1.2%	250	278	11.2%
Voluntown	99	100	1.0%	\$241,000	\$245,000	1.7%	24	27	12.5%
Waterford	111	123	10.8%	\$258,450	\$299,900	16.0%	192	179	-6.8%
Westchester		98		\$219,900				1	
<b>All County</b>	<b>119</b>	<b>125</b>	<b>5.0%</b>	<b>\$263,000</b>	<b>\$280,000</b>	<b>6.5%</b>	<b>2,061</b>	<b>1943</b>	<b>-5.7%</b>

TOLLAND									
Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Amston	118	124	5.1%	\$253,800	\$267,900	5.6%	14	3	-78.6%
Andover	121	139	14.9%	\$280,000	\$286,950	2.5%	33	26	-21.2%
Columbia	97	119	22.7%	\$264,750	\$293,750	11.0%	62	48	-22.6%
Coventry	108	113	4.6%	\$234,450	\$265,000	13.0%	150	162	8.0%
Ellington	112	133	18.8%	\$263,500	\$300,000	13.9%	118	107	-9.3%
Hebron	150	122	-18.7%	\$331,500	\$294,000	-11.3%	98	103	5.1%
Mansfield	139	127	-8.6%	\$260,000	\$247,500	-4.8%	116	90	-22.4%
Somers	98	119	21.4%	\$300,000	\$310,000	3.3%	65	70	7.7%
Stafford	96	117	21.9%	\$195,000	\$215,000	10.3%	120	97	-19.2%
Tolland	106	96	-9.4%	\$299,900	\$314,950	5.0%	164	126	-23.2%
Union	163	241	47.9%	\$290,000	\$369,900	27.6%	9	3	-66.7%
Vernon	93	100	7.5%	\$215,000	\$227,000	5.6%	206	183	-11.2%
Willimantic	74	92	24.3%	\$159,950	\$169,900	6.2%	80	71	-11.3%
Willington	103	84	-18.5%	\$263,000	\$233,025	-11.4%	43	34	-20.9%
<b>All County</b>	<b>108</b>	<b>113</b>	<b>4.6%</b>	<b>\$245,000</b>	<b>\$259,900</b>	<b>6.1%</b>	<b>1,278</b>	<b>1123</b>	<b>-12.1%</b>

WINDHAM									
Town	DOM 2005	DOM 2006	% of Change	MEDIAN 2005	MEDIAN 2006	% of Change	UNITS 2005	UNITS 2006	% of Change
Ashford	107	86	-19.6%	\$225,900	\$241,500	6.9%	43	36	-16.3%
Brooklyn	143	141	-1.4%	\$255,000	\$275,000	7.8%	69	76	10.1%
Canterbury	114	137	20.2%	\$259,900	\$285,000	9.7%	51	35	-31.4%
Chaplin	111	88	-20.7%	\$239,900	\$204,000	-15.0%	15	15	0.0%
Eastford	116	159	37.1%	\$242,450	\$231,000	-4.7%	10	5	-50.0%
Hampton	152	131	-13.8%	\$217,600	\$279,950	28.7%	25	16	-36.0%
Killingly	108	136	25.9%	\$231,000	\$239,900	3.9%	138	152	10.1%
Plainfield	102	114	11.8%	\$197,500	\$210,000	6.3%	140	153	9.3%
Pomfret	143	113	-21.0%	\$313,750	\$351,000	11.9%	44	18	-59.1%
Putnam	126	125	-0.8%	\$205,500	\$220,000	7.1%	68	65	-4.4%
Scotland	120	69	-42.5%	\$195,000	\$254,900	30.7%	11	5	-54.6%
Sterling	158	140	-11.4%	\$248,350	\$236,000	-5.0%	44	41	-6.8%
Thompson	108	136	25.9%	\$249,900	\$224,500	-10.2%	59	54	-8.5%
Wauregan	163	65	-60.1%	\$207,250	\$215,000	3.7%	6	3	-50.0%
Windham	106	119	12.3%	\$173,450	\$187,400	8.0%	70	60	-14.3%
Woodstock	116	141	21.6%	\$266,250	\$291,450	9.5%	84	62	-26.2%
<b>All County</b>	<b>118</b>	<b>126</b>	<b>6.8%</b>	<b>\$230,000</b>	<b>\$235,000</b>	<b>2.2%</b>	<b>877</b>	<b>796</b>	<b>-9.2%</b>
<b>All CT</b>	<b>110</b>	<b>116</b>	<b>5.5%</b>	<b>\$305,000</b>	<b>\$309,000</b>	<b>1.3%</b>	<b>28,728</b>	<b>24731</b>	<b>-13.9%</b>

For more information on the latest market trends, visit:

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This year our indicators show single-family sales will be off by about 15% and condo sales will be off by about 8% from last year by the end the year. The resulting bottom line is that we should have about 85% of last year's level of single-family sales and about 92% of last year's level of condo sales. The market should have about 51,000 sales by the end of 2006 in total. If we look at those numbers, relative to historical figures, this will be a good year!

Prices for single-family homes are currently increasing at an overall annual rate of 1% to 6%. This is lower than the figures for the past several years. Condo prices are a bit stronger, showing overall appreciation rates of about 5% to 12%. Again, this is lower than the past several years. It is also possible that some communities will show a decrease in the median prices (with single-family homes) based on a shift of what price ranges are selling best now.

The market is not stagnant, but it is a different market, and has been for many months now. Buyers are more cautious, especially in light of the many negative stories in the media, specifically tales that predict price decreases and market collapse. The facts do not support these kinds of dire predictions here.

There continues to be plenty of buyers and home sales in Connecticut, and there will continue to be. Yes, interest rates are higher, but they are not excessive. Is a 6.25% 30 year fixed mortgage interest rate really that bad?

The transition to a more balanced, traditional market can be tough to take when we come off of years of unprecedented strong growth, but it had to happen.

It is also very important to remember that we have a good economy. This is not 1990-1993!