



By Barry P. Rosa
Vice President & Director
New Homes & Land
Division
brose@prudentialct.com
(860) 571-6965
(800) 243-0380

The 2005 Real Estate Market in Review and... A look ahead for 2006

Connecticut's real estate market has turned in yet another strong level of performance in 2005. The following is a brief summary of how our market performed in 2005 (the facts and figures appear in the tables that accompany this article).

Median sales prices

- Single-family homes increased, depending on county from **+7% to 14%**.
- The rate of increase was less than prior years (probably due to increases in mortgage interest rates).
- Condominiums showed even greater gains with a range of increase from **+9% to 23%**.
- Trend for Single Family Homes - We predicted that the sheer number of sales would show slight declines in 2005, and that, in fact, did take place. These slight declines should not be interpreted as a sign of impending market trouble: We have had inordinately high levels of sales over the past 3 years, and it is not reasonable to expect that they will continue to increase.
- Trend for Condominiums - The number of condominium sales still continued to increase year over year for the reasons outlined above.
- Days on market showed slight increases. Inventory levels (although this varies quite a bit by town and price range) were generally higher in 2005.

Summary, 2005

Properly priced homes and condominiums continued to sell very well and will continue to sell well in 2006. Asking prices that were too high for market conditions continued to meet buyer resistance. New home and condominium sales continued at a good rate as trade up purchasers remain in the market.

What to expect for 2006?

Here are the likely patterns.

- Moderating increases to sales prices (primarily due to higher mortgage interest rates).
- A modest decline in the overall number of home sales (from 2005 levels).
- Generally higher inventory levels on market (from 2005 levels).
- A modest decline in the number of new residential housing starts.

Anticipate a more balanced Connecticut real estate market in 2006.

Fairfield County Statistics									
	Days on Market	Days on Market	Incr/Decr	Sold Listings	Sold Listings	Incr/Decr	Median Sales Price	Median Sales Price	Incr/Decr
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Bantam	70	58	-17%	10	7	-30%	\$245,000	\$265,000	8%
Barkhamsted	61	61	0%	43	44	2%	\$240,000	\$272,500	14%
Bethlehem	100	81	-19%	28	41	46%	\$342,000	\$377,000	10%
Bridgewater	144	153	6%	21	22	5%	\$550,000	\$535,000	-3%
Canaan	79	78	-1%	23	16	-30%	\$259,500	\$320,000	23%
Colebrook	59	94	59%	21	23	10%	\$210,000	\$289,900	38%
Cornwall	208	134	-36%	12	13	8%	\$395,000	\$475,000	20%
Goshen	98	110	12%	53	65	23%	\$415,000	\$390,000	-6%
Harwinton	57	68	19%	71	73	3%	\$270,000	\$330,000	22%
Kent	128	142	11%	44	43	-2%	\$395,000	\$480,000	22%
Litchfield	66	104	58%	75	79	5%	\$365,000	\$375,000	3%
Morris	92	113	23%	24	33	38%	\$289,500	\$375,000	30%
New Hartford	55	56	2%	102	98	-4%	\$268,000	\$260,000	-3%
New Milford	114	110	-4%	499	441	-12%	\$339,000	\$374,000	10%
Norfolk	115	94	-18%	23	17	-26%	\$225,000	\$300,000	56%
North Canaan	64	79	23%	13	14	8%	\$170,000	\$190,000	12%
Northfield	58	57	-2%	11	7	-36%	\$220,000	\$298,000	35%
Plymouth	48	59	23%	165	148	-10%	\$181,900	\$200,000	10%
Roxbury	218	195	-11%	32	29	-9%	\$835,000	\$661,500	-21%
Salisbury	139	89	-36%	28	32	14%	\$510,000	\$440,000	-14%
Sharon	202	179	-11%	22	25	14%	\$525,000	\$412,500	-21%
Thomaston	56	57	2%	99	83	-16%	\$230,000	\$265,500	15%
Torrington	51	58	14%	434	427	-2%	\$169,000	\$185,000	9%
Warren	199	167	-16%	34	24	-29%	\$375,000	\$420,000	12%
Washington	175	161	-8%	46	67	46%	\$529,500	\$800,000	51%
Watertown	51	59	16%	224	273	22%	\$230,000	\$265,000	15%
Winchester	71	59	-17%	145	146	1%	\$160,000	\$179,900	12%
Woodbury	112	87	-22%	122	123	1%	\$420,000	\$460,000	10%
Litchfield County	84	84	0%	2424	2413	0%	\$334,407	\$365,921	9%

Windham County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	+/-	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Ashford	61	52	-15%	60	55	-8%	\$190,000	\$225,000	18%
Brooklyn	72	87	21%	101	101	0%	\$225,000	\$250,000	11%
Canterbury	60	61	2%	54	58	7%	\$210,000	\$259,900	24%
Chaplin	62	56	-10%	36	24	-33%	\$205,000	\$230,000	12%
Eastford	75	94	25%	26	18	-31%	\$212,000	\$275,000	30%
Hampton	73	51	-30%	21	31	48%	\$237,900	\$238,000	0%
Killingly	51	65	27%	234	190	-19%	\$189,000	\$231,900	23%
Plainfield	56	55	-2%	217	189	-13%	\$187,000	\$199,900	7%
Pomfret	89	86	-3%	50	59	18%	\$264,000	\$299,000	13%
Putnam	61	77	26%	80	90	13%	\$174,000	\$202,975	17%
Scotland	56	54	-4%	17	15	-12%	\$195,500	\$196,000	0%
Sterling	48	91	90%	64	54	-16%	\$235,000	\$241,800	3%
Thompson	66	61	-8%	113	79	-30%	\$215,000	\$255,000	19%
Wauregan	58	96	66%	9	9	0%	\$189,000	\$199,500	6%
Windham	53	47	-11%	86	92	7%	\$170,000	\$180,000	6%
Woodstock	89	79	-11%	99	106	7%	\$277,500	\$265,000	-5%
Windham County	62	67	8%	1267	1170	-8%	\$210,993	\$234,310	11%

Tolland County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	Incr/Decr	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Amston	48	68	42%	18	15	-17%	\$185,000	\$262,000	42%
Andover	80	54	-33%	36	40	11%	\$265,000	\$270,000	2%
Columbia	57	41	-28%	90	76	-16%	\$235,000	\$293,400	25%
Coventry	54	50	-7%	186	189	2%	\$199,500	\$231,250	16%
Ellington	47	54	15%	160	157	-2%	\$259,500	\$270,000	4%
Hebron	56	63	13%	128	117	-9%	\$320,000	\$318,000	-1%
Mansfield	53	62	17%	151	137	-9%	\$238,000	\$260,000	9%
Somers	58	50	-14%	76	88	16%	\$264,000	\$305,000	16%
Stafford	48	48	0%	128	158	23%	\$194,900	\$200,000	3%
Tolland	50	51	2%	216	201	-7%	\$270,000	\$298,900	11%
Union	35	91	160%	12	13	8%	\$188,888	\$272,500	44%
Vernon	36	43	19%	248	266	7%	\$189,900	\$215,000	13%
Willimantic	38	32	-16%	103	103	0%	\$143,000	\$162,500	14%
Willington	49	46	-6%	55	55	0%	\$219,900	\$264,000	20%
Tolland County	49	50	2%	1607	1615	0%	\$226,613	\$258,750	14%

Hartford County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	+/-	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Avon	63	61	-3%	341	336	-1%	\$450,000	\$486,000	8%
Berlin	43	46	7%	174	185	6%	\$255,000	\$290,000	14%
Bloomfield	48	57	19%	277	260	-6%	\$198,000	\$219,900	11%
Bolton	54	57	6%	64	60	-6%	\$232,900	\$290,000	25%
Bristol	49	51	4%	669	653	-2%	\$186,900	\$212,000	13%
Burlington	58	62	7%	141	121	-14%	\$330,000	\$340,000	3%
Canton	58	68	17%	170	169	-1%	\$335,000	\$369,000	10%
East Hartford	45	41	-9%	567	538	-5%	\$158,000	\$176,500	12%
East Windsor	41	46	12%	91	90	-1%	\$222,000	\$222,000	0%
Enfield	38	36	-5%	499	430	-14%	\$178,000	\$195,000	10%
Farmington	46	44	-4%	241	238	-1%	\$354,900	\$395,000	11%
Glastonbury	54	50	-7%	377	444	18%	\$345,000	\$385,900	12%
Granby	53	63	19%	270	261	-3%	\$317,500	\$315,000	-1%
Hartford	54	67	24%	403	369	-8%	\$140,000	\$154,000	10%
Hartland	44	56	27%	17	18	6%	\$195,500	\$284,900	46%
Manchester	42	41	-2%	631	641	2%	\$180,000	\$204,900	14%
Marlborough	73	57	-22%	112	105	-6%	\$301,500	\$312,000	3%
New Britain	50	41	-18%	526	491	-7%	\$140,000	\$157,400	12%
Newington	33	37	12%	287	282	-2%	\$215,900	\$228,000	6%
Plainville	42	44	5%	165	147	-11%	\$169,900	\$197,000	16%
Rocky Hill	47	49	4%	119	126	6%	\$265,000	\$265,000	0%
Simsbury	44	44	0%	351	367	5%	\$325,000	\$350,000	8%
South Windsor	37	39	5%	253	273	8%	\$264,000	\$279,900	6%
Southington	47	53	13%	436	454	4%	\$265,000	\$290,000	9%
Suffield	65	70	8%	166	172	4%	\$300,000	\$337,000	12%
Thamesville	31	73	135%	9	11	22%	\$137,000	\$218,000	59%
West Hartford	35	35	0%	895	832	-7%	\$275,000	\$297,500	8%
Wethersfield	41	41	0%	295	338	15%	\$237,000	\$250,000	5%
Windsor	46	37	-20%	409	396	-3%	\$199,900	\$225,000	13%
Windsor Locks	41	33	-20%	143	135	-6%	\$178,000	\$205,000	15%
Hartford County	46	47	2%	9098	8942	-2%	\$245,033	\$271,730	11%

Data is based on closed transactions 1/1/05 through 12/31/05. This representation is based in whole or part on data supplied by the Multiple Listing Services, for single-family residential property, and multi-families. Data maintained by the MLS may not reflect all real estate activity in the market.

Middlesex County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	+/-	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Chester	80	117	46%	56	46	-18%	\$310,000	\$300,500	-3%
Clinton	61	67	10%	236	177	-25%	\$278,000	\$310,000	12%
Cromwell	60	50	-17%	126	112	-11%	\$259,900	\$275,000	6%
Deep River	72	58	-19%	63	56	-11%	\$288,000	\$300,000	4%
Durham	67	63	-6%	84	79	-6%	\$345,000	\$377,311	9%
East Haddam	61	59	-3%	152	165	9%	\$256,000	\$285,000	11%
East Hampton	48	55	15%	214	190	-11%	\$267,000	\$270,000	1%
Essex	94	103	10%	134	132	-1%	\$405,000	\$495,000	22%
Haddam	64	74	16%	94	108	15%	\$320,000	\$320,000	0%
Killingworth	81	78	-4%	103	92	-11%	\$402,800	\$440,000	9%
Middlefield	46	42	-9%	43	32	-26%	\$250,000	\$271,000	8%
Middletown	51	55	8%	470	457	-3%	\$235,000	\$260,000	11%
Old Saybrook	76	73	-4%	177	173	-2%	\$357,000	\$419,000	17%
Portland	45	61	36%	112	132	18%	\$240,000	\$262,500	9%
Westbrook	69	70	1%	108	94	-13%	\$307,500	\$399,900	30%
Middlesex County	62	65	5%	2172	2045	-6%	\$301,413	\$332,347	10%

New London County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	+/-	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Bozrah	59	67	14%	15	14	-7%	\$195,000	\$219,900	13%
Colchester	48	49	2%	202	193	-4%	\$257,000	\$269,900	5%
East Lyme	84	78	-7%	223	208	-7%	\$300,000	\$330,000	10%
Franklin	63	58	-8%	8	9	13%	\$205,000	\$210,000	2%
Griswold	81	71	-12%	161	122	-24%	\$203,000	\$245,000	21%
Groton	87	75	-14%	99	98	-1%	\$310,900	\$280,000	-10%
Groton Town	48	49	2%	73	52	-29%	\$190,000	\$219,900	16%
Lebanon	63	73	16%	111	108	-3%	\$236,000	\$265,000	12%
Ledyard	59	61	3%	252	245	-3%	\$238,000	\$275,000	16%
Lisbon	44	70	59%	50	45	-10%	\$246,000	\$269,000	9%
Lyme	110	117	6%	45	35	-22%	\$529,500	\$465,000	-12%
Montville	69	50	-28%	258	187	-28%	\$223,000	\$241,800	8%
New London	62	65	5%	212	174	-18%	\$178,000	\$204,500	15%
North Franklin	42	108	157%	6	6	0%	\$170,000	\$190,000	12%
North Stonington	66	82	24%	61	59	-3%	\$259,900	\$330,000	27%
Norwich	59	61	3%	341	281	-18%	\$174,900	\$199,500	14%
Old Lyme	105	137	30%	83	95	14%	\$339,900	\$387,000	14%
Preston	68	70	3%	59	39	-34%	\$255,000	\$234,000	-8%
Salem	67	85	27%	64	55	-14%	\$314,900	\$303,000	-4%
Soragug	52	146	181%	24	32	33%	\$192,000	\$299,000	56%
Stonington	87	80	-8%	354	314	-11%	\$339,900	\$355,000	4%
Voluntown	65	58	-11%	38	35	-8%	\$235,000	\$232,000	-1%
Waterford	73	68	-7%	247	232	-6%	\$255,000	\$262,500	3%
New London County	70	71	1%	2986	2638	-12%	\$254,256	\$273,347	7%

Data is based on closed transactions January 1, 2005 through December 31, 2005. This representation is based in whole or part on data supplied by the Multiple Listing Services, for single-family residential property, and multi-families. Data maintained by the MLS may not reflect all real estate activity in the market.

New Haven County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	+/-	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Ansonia	91	84	-8%	141	149	6%	\$220,000	\$250,000	14%
Beacon Falls	107	110	3%	56	46	-18%	\$283,000	\$309,000	9%
Bethany	73	69	-5%	71	62	-13%	\$368,000	\$389,900	6%
Branford	70	69	-1%	258	225	-13%	\$333,000	\$345,000	4%
Cheshire	49	46	-6%	287	310	8%	\$352,500	\$370,000	5%
Derby	93	96	3%	73	67	-8%	\$197,500	\$267,500	35%
East Haven	53	47	-11%	320	293	-8%	\$205,000	\$237,500	16%
Guilford	69	64	-7%	318	309	-3%	\$399,900	\$446,600	12%
Hamden	41	48	17%	642	693	8%	\$232,500	\$265,000	14%
Madison	62	65	5%	286	257	-10%	\$470,000	\$520,000	11%
Meriden	53	48	-9%	633	603	-5%	\$175,000	\$199,900	14%
Middlebury	82	103	26%	113	99	-12%	\$325,000	\$427,500	32%
Milford	47	47	0%	612	603	-1%	\$300,000	\$337,500	13%
Naugatuck	48	43	-10%	432	355	-18%	\$205,000	\$243,000	19%
New Haven	48	51	6%	494	438	-11%	\$180,000	\$220,000	22%
North Branford	54	51	-6%	126	136	8%	\$297,000	\$320,000	8%
North Haven	55	64	16%	255	267	5%	\$278,500	\$305,500	10%
Orange	50	58	16%	178	153	-14%	\$378,500	\$417,500	10%
Oxford	137	123	-10%	188	181	-4%	\$439,900	\$445,000	1%
Prospect	56	96	71%	94	78	-17%	\$269,500	\$287,000	6%
Seymour	95	95	0%	155	191	23%	\$260,000	\$325,000	25%
Southbury	73	76	4%	204	212	4%	\$405,000	\$470,000	16%
Wallingford	54	57	6%	370	379	2%	\$257,500	\$287,500	12%
Waterbury	61	51	-16%	1065	1099	3%	\$124,900	\$149,000	19%
West Haven	48	51	6%	529	479	-9%	\$195,000	\$225,000	15%
Wolcott	82	69	-16%	199	177	-11%	\$237,000	\$251,000	6%
Woodbridge	53	72	36%	111	113	2%	\$455,000	\$490,000	8%
New Haven County	59	58	-2%	8210	7974	-3%	\$290,525	\$325,959	12%

Fairfield County Statistics									
	Days on Market	Days on Market	+/-	Sold Listings	Sold Listings	+/-	Median Sale Price	Median Sale Price	+/-
	2004	2005	'04-'05	2004	2005	'04-'05	2004	2005	'04-'05
Bethel	97	90	-7%	227	179	-21%	\$370,000	\$404,000	9%
Bridgeport	105	96	-9%	988	917	-7%	\$212,000	\$243,000	15%
Brookfield	99	106	7%	209	256	22%	\$450,000	\$495,000	10%
Danbury	88	88	0%	572	506	-12%	\$340,100	\$372,000	9%
Darien	64	67	5%	458	403	-12%	\$960,000	\$1,120,000	17%
Easton	119	111	-7%	108	105	-3%	\$681,000	\$801,000	18%
Fairfield	105	98	-7%	888	822	-7%	\$580,000	\$625,000	8%
Greenwich	78	84	8%	832	734	-12%	\$1,625,000	\$1,880,000	16%
Monroe	93	99	6%	235	242	3%	\$465,000	\$489,000	5%
New Fairfield	107	119	11%	256	247	-4%	\$370,000	\$425,000	15%
Newtown	120	114	-5%	502	453	-10%	\$485,000	\$491,000	1%
Norwalk	97	95	-2%	860	862	0%	\$495,000	\$550,000	11%
Redding	123	112	-9%	160	148	-8%	\$635,000	\$702,000	11%
Ridgefield	105	92	-12%	480	380	-21%	\$729,900	\$825,000	13%
Shelton	102	106	4%	417	436	5%	\$359,000	\$405,000	13%
Sherman	134	138	3%	62	72	16%	\$499,000	\$535,000	7%
Stamford	99	94	-5%	973	898	-8%	\$633,000	\$700,000	11%
Stratford	87	87	0%	658	671	2%	\$273,000	\$315,000	15%
Trumbull	101	92	-9%	465	455	-2%	\$430,000	\$461,000	7%
Weston	117	121	3%	209	186	-11%	\$835,000	\$1,025,000	23%
Westport	111	108	-3%	501	486	-3%	\$1,100,000	\$1,245,000	13%
Wilton	113	105	-7%	332	322	-3%	\$881,000	\$900,000	2%
Fairfield County	99	97	-2%	10392	9780	-6%	\$609,454	\$682,181	12%