




**Prudential Connecticut Realty**

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**The Real Estate Market Report**

3RD QUARTER 2008



A comprehensive  
analysis of the  
residential real  
estate market in  
Connecticut



# Light on the Horizon



## IT'S A GREAT TIME TO BUY



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The troubles in the financial markets are certainly serious. At the time this is being written, the following major events have taken place: The U.S. government has taken control of Fannie Mae and Freddie Mac, made a massive loan to AIG, seized Washington Mutual and sold the bank assets to Chase, and is now constructing a \$700 billion rescue package for the financial system. Wachovia looks like it will be sold to Chase and Citicorp and the stock market doesn't seem to know which way to go (with a definite preference to go down when in doubt). No doubt, there is a lot more to come!

There are many opinions and thoughts on the wisdom of these moves that will not be debated here, but one item is very important to us and what we do in the real estate, building and mortgage industries: **The availability of credit.** In my opinion, if the government had not stepped in, we would now be facing much more serious issues in the availability of credit, both in terms of the ability to obtain it as well as cost. No matter what we think, the bottom line is that this needed to happen.

### **Media Bombardment Promotes Panic**

For those of you who remember the '80s, when homebuyers faced 17% mortgages, surging energy prices and "panic gripping the globe," (according to *Time Magazine* that year) you'll also remember those times were followed by incredible economic prosperity. Today, once again our confidence is shaken. Maybe more so simply because we have "breaking news" 24 hours a day channeled right to our radios, televisions, desktops, laptops, cell phones and PDAs. There

is no "down time" during which to gather our wits and think intelligently. Consequently, panic has more of an opportunity to take hold and take action: Bad idea for consumers and investors. Now is a good time to breathe deeply and consider opportunity.

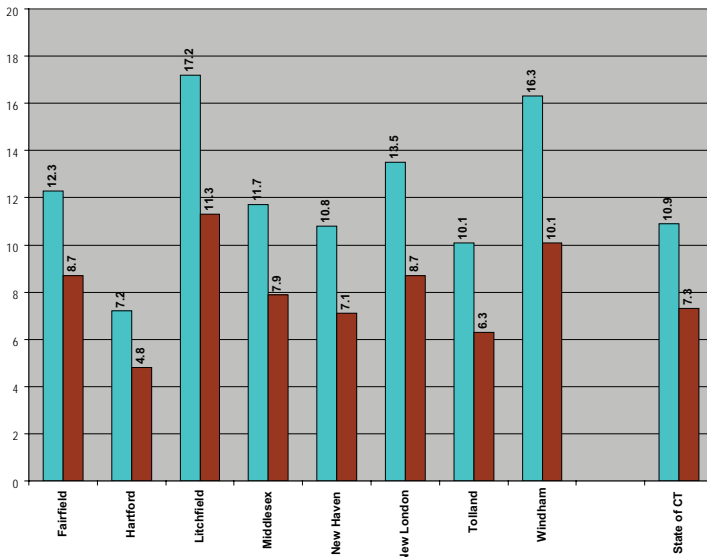
### **Seek Out And Spread The Good News**

There actually is some good news for the real estate market. Mortgage interest rates have fallen substantially since the takeover of Fannie and Freddie and are in the upper 5 percent range for 30 year fixed rates. The tax credit/stimulus package for first-time purchasers is beginning to develop momentum and we have seen a number of first-time buyers get off the fence over the past month and purchase a property using the \$7,500 benefit offered. Also, let's not forget the ultimate real estate truism: people have to live somewhere. They may not need an SUV, or a gas grill, or a country club membership, but they do need a home, and homes have always been – and will continue to be – a sound long-term investment.

The tables below show inventory levels as of September 30, 2008.

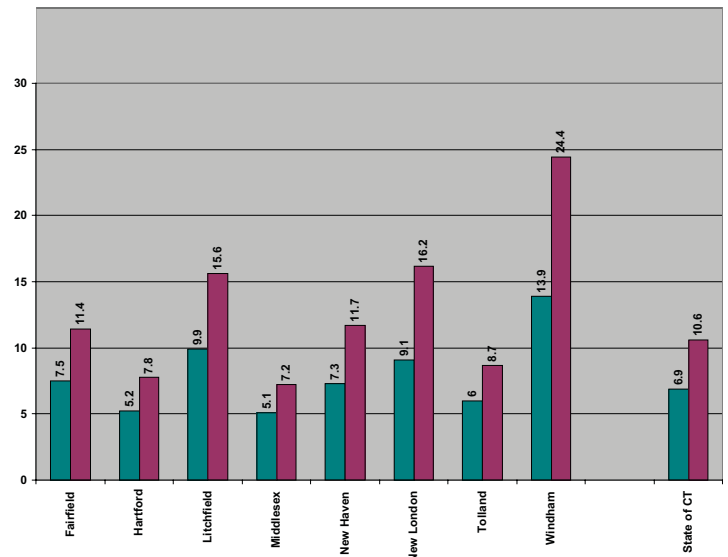
### Single Family Supply Times

by County, In Months to Sell Out - September 2008



### Condo Inventory Supply Times

by County, In Months to Sell Out - September 2008



### The Real Estate Picture in Connecticut

In light of all that has been going on, there has been little positive or negative change to the real estate markets here. In fact, Connecticut has actually done well when placed in the context of all the national economic news unfolding over the past year. Sales are still running about 70% of last year's levels. Marketing times have not increased much year over year. Inventory levels have not shown any large increases, and median sales prices have moderated, but are not in a downward freefall. In truth, the picture may appear grim in states like Florida, California, Nevada and Arizona, but that is not true of Connecticut.

We need to say a few more words about inventory levels here. First, there is no oversupply in Connecticut of new or existing homes and condos. Second, inventory levels have been very consistent over the past three months with no significant changes, either up or down.

### Limited Supply Fuels Demand

New housing permits are down by 29 percent from last year and almost 55 percent from two years ago. Soon there may not be enough new inventory to meet demand, and considering the length of time it takes to get a development approved, this could become a pressing issue in the future.

While sales have declined from last year, the real barometer on the market is the supply of homes compared to the rate of sales and deposit activity. This gives a good picture of what is really going on.

There is about a seven-month supply of inventory in Connecticut based on sales and current deposit levels. This is a hypothetical estimate of the time it would take to sell everything. Obviously, inventory is replenished, so it would not happen in the real world. We were conservative in calculating these numbers and did not include 100 percent of the deposits.

While the county and state numbers are good to know, it is more important to drill down to the individual town level. We maintain very detailed databases on quite a few communities. Example: the table below shows inventory, sales and deposits in West Hartford for August of 2008.

**What it shows.** There are 244 homes on the market; there has been an average of 60 sales per month; there are presently 99 deposits; and the overall supply time is about four months. This table shows how homes in each price range are selling, with an awareness that all homes on deposit do not actually close.

PRICE DISTRIBUTION & PERFORMANCE BY PRICE RANGE West Hartford Single-Family Homes						
	(actual)	(per month)	(actual)	(per month)	(Months)	(Months)
Price Range	Active	Closed	Current	Sales	Supply Time	Supply Time
(\$'s)	Inventory	Sales	Deposits	Deposits	Sales	Sales & Deposits
0-199.9	22	5.5	6.0	11.5	0.7	1.9
200-249.9	50	11.3	22.0	33.3	4.4	1.5
250-299.9	42	14.2	19.0	33.2	3.0	1.3
300-349.9	30	10.5	17.0	27.5	2.9	1.1
350-399.9	19	5.0	6.0	11.0	3.8	1.7
400-449.9	13	0.3	4.0	4.3	52.0	3.1
450-499.9	10	2.3	3.0	5.3	4.3	1.9
500-549.9	7	3.8	0.0	3.8	1.8	1.8
550-599.9	12	1.5	3.0	4.5	8.0	2.7
600-649.9	5	1.5	3.0	4.5	3.3	1.1
650-699.9	5	0.8	4.0	4.8	6.0	1.0
700-749.9	2	0.7	1.0	1.7	3.0	1.2
750-799.9	8	0.7	4.0	4.7	11.9	1.7
800-849.9	0	0.3	1.0	1.3	0.0	0.0
850-899.9	1	0.3	2.0	2.3	3.0	0.4
900 & above	18	1.5	4.0	5.5	12.0	3.3
<b>Totals</b>	<b>244</b>	<b>60.2</b>	<b>99</b>	<b>159.2</b>	<b>4.1</b>	<b>1.5</b>
Active Inventory: Current amount Closed sales: 6 months, average sales per month Deposits: Current amount Supply time Sales=Inventory/Sales gives months to sell current inventory to 0 Supply time Sales & Deposits=Inventory/Sales gives months to sell current inventory to 0						

This level of data is critical to understand how the market is actually performing. Each community is different.

### **Words to The Wise For The Balance of 2008**

Properties that are priced to be **"in"** the market are very likely going to sell. Properties priced to be **"on"** the market may take a long time to sell.

The economic cycle we are in will pass and a new one will start. We all need to take a little wider view of real estate markets. Daily events can, and often do, cloud reality.

**Last and not least. For the vast majority of people who purchase real estate: It is a place to call home and that has not changed.**

FAIRFIELD COUNTY Single Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Bethel	101	136	34.7%	\$386,500	\$365,025	-5.6%	108	96	-11.1%
Bridgeport	119	119	0.0%	\$250,000	\$205,000	-18.0%	408	303	-25.7%
Brookfield	115	134	16.5%	\$453,250	\$426,000	-6.0%	128	130	1.6%
Danbury	117	123	5.1%	\$356,950	\$337,000	-5.6%	330	265	-19.7%
Darien	150	150	0.0%	\$1,450,000	\$1,310,000	-9.7%	295	157	-46.8%
Easton	136	170	25.0%	\$760,750	\$775,000	1.9%	68	47	-30.9%
Fairfield	125	135	8.0%	\$625,000	\$622,500	-0.4%	644	426	-33.9%
Greenwich	179	183	2.2%	\$2,197,500	\$2,000,000	-9.0%	530	349	-34.2%
Monroe	133	131	-1.5%	\$455,950	\$410,625	-9.9%	150	100	-33.3%
New Canaan				\$1,675,000	\$1,630,000	-2.7%	258	181	-29.8%
New Fairfield	129	129	0.0%	\$415,000	\$380,000	-8.4%	125	89	-28.8%
Newtown	133	137	3.0%	\$516,250	\$480,000	-7.0%	278	198	-28.8%
Norwalk	125	132	5.6%	\$549,500	\$524,000	-4.6%	498	323	-35.1%
Redding	152	182	19.7%	\$770,000	\$677,500	-12.0%	79	56	-29.1%
Ridgefield	132	136	3.0%	\$803,000	\$730,000	-9.1%	290	198	-31.7%
Shelton	129	120	-7.0%	\$393,750	\$378,000	-4.0%	292	194	-33.6%
Sherman	178	198	11.2%	\$592,500	\$521,250	-12.0%	38	20	-47.4%
Stamford	120	124	3.3%	\$703,750	\$666,250	-5.3%	536	356	-33.6%
Stratford	115	125	8.7%	\$304,000	\$270,000	-11.2%	443	312	-29.6%
Trumbull	127	112	-11.8%	\$475,000	\$421,000	-11.4%	298	213	-28.5%
Weston	140	138	-1.4%	\$1,017,500	\$992,500	-2.5%	131	94	-28.2%
Westport	151	151	0.0%	\$1,400,000	\$1,357,000	-3.1%	328	213	-35.1%
Wilton	97	120	23.7%	\$903,000	\$895,000	-0.9%	186	133	-28.5%

HARTFORD COUNTY Single-Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Avon	119	118	-0.8%	\$530,000	\$507,500	-4.2%	192	140	-27.1%
Berlin	103	109	5.8%	\$283,500	\$285,000	0.5%	136	113	-16.9%
Bloomfield	103	111	7.8%	\$235,000	\$221,500	-5.7%	184	128	-30.4%
Bristol	117	120	2.6%	\$218,500	\$200,000	-8.5%	453	327	-27.8%
Burlington	131	145	10.7%	\$412,500	\$348,950	-15.4%	90	76	-15.6%
Canton	134	143	6.7%	\$377,000	\$343,000	-9.0%	106	75	-29.2%
East Granby	136	102	-25.0%	\$308,000	\$288,500	-6.3%	59	48	-18.6%
East Hartford	100	115	15.0%	\$187,605	\$175,000	-6.7%	352	271	-23.0%
East Windsor	128	130	1.6%	\$269,900	\$260,000	-3.7%	81	48	-40.7%
Enfield	98	106	8.2%	\$205,000	\$192,000	-6.3%	324	262	-19.1%
Farmington	122	122	0.0%	\$389,500	\$371,000	-4.7%	170	165	-2.9%
Glastonbury	105	110	4.8%	\$398,750	\$395,000	-0.9%	300	249	-17.0%
Granby	122	116	-4.9%	\$341,500	\$315,000	-7.8%	136	71	-47.8%
Hartford	106	118	11.3%	\$170,000	\$154,900	-8.9%	206	151	-26.7%
Hartland	83	122	47.0%	\$270,000	\$291,000	7.8%	13	6	-53.8%
Manchester	96	107	11.5%	\$222,000	\$200,000	-9.9%	399	300	-24.8%
Marlborough	143	132	-7.7%	\$311,250	\$317,000	1.8%	64	42	-34.4%
New Britain	103	104	1.0%	\$169,450	\$150,000	-11.5%	305	233	-23.6%
Newington	95	96	1.1%	\$249,900	\$233,000	-6.8%	189	197	4.2%
Plainville	93	119	28.0%	\$215,000	\$215,000	0.0%	110	104	-5.5%
Rocky Hill	107	102	-4.7%	\$310,000	\$282,500	-8.9%	93	66	-29.0%
Simsbury	100	106	6.0%	\$350,000	\$379,900	8.5%	259	191	-26.3%
South Windsor	101	108	6.9%	\$276,500	\$289,900	4.8%	168	119	-29.2%
Southington	116	117	0.9%	\$293,000	\$281,000	-4.1%	301	277	-8.0%
Suffield	143	159	11.2%	\$350,000	\$365,000	4.3%	105	87	-17.1%
West Hartford	93	94	1.1%	\$306,750	\$300,000	-2.2%	574	513	-10.6%
Wethersfield	100	99	-1.0%	\$262,700	\$258,000	-1.8%	230	197	-14.3%
Windsor	113	116	2.7%	\$237,750	\$228,500	-3.9%	254	206	-18.9%
Windsor Locks	84	100	19.0%	\$209,000	\$189,000	-9.6%	92	87	-5.4%

LITCHFIELD COUNTY Single Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Bantam	157	224	42.7%	\$208,000	\$317,500	52.6%	4	3	-25.0%
Barkhamsted	185	159	-14.1%	\$259,000	\$267,950	3.5%	31	22	-29.0%
Bethlehem	190	129	-32.1%	\$435,000	\$320,000	-26.4%	23	19	-17.4%
Bridgewater	198	211	6.6%	\$475,000	\$685,000	44.2%	17	6	-64.7%
Canaan	104	171	64.4%	\$310,000	\$315,000	1.6%	10	6	-40.0%
Colebrook	211	119	-43.6%	\$233,000	\$267,000	14.6%	8	5	-37.5%
Cornwall	186	143	-23.1%	\$800,000	\$455,000	-43.1%	7	6	-14.3%
Goshen	153	210	37.3%	\$366,250	\$398,500	8.8%	40	34	-15.0%
Harwinton	140	136	-2.9%	\$295,000	\$212,000	-28.1%	32	17	-46.9%
Kent	202	145	-28.2%	\$380,000	\$425,000	11.8%	19	21	10.5%
Litchfield	217	185	-14.7%	\$375,000	\$340,000	-9.3%	51	39	-23.5%
Morris	166	122	-26.5%	\$400,000	\$368,950	-7.8%	23	6	-73.9%
New Hartford	123	137	11.4%	\$270,500	\$272,900	0.9%	56	35	-37.5%
New Milford	137	163	19.0%	\$355,000	\$343,750	-3.2%	244	162	-33.6%
Norfolk	231	152	-34.2%	\$620,000	\$220,000	-64.5%	7	12	71.4%
North Canaan	112	154	37.5%	\$200,000	\$200,000	0.0%	9	11	22.2%
Northfield	217	192	-11.5%	\$284,900	\$363,000	27.4%	3	4	33.3%
Plymouth	114	125	9.6%	\$200,000	\$202,000	1.0%	101	82	-18.8%
Roxbury	241	226	-6.2%	\$937,500	\$590,000	-37.1%	24	20	-16.7%
Salisbury	166	254	53.0%	\$565,000	\$505,000	-10.6%	27	32	18.5%
Sharon	163	212	30.1%	\$410,000	\$520,000	26.8%	17	8	-52.9%
Thomaston	120	176	46.7%	\$253,750	\$227,500	-10.3%	60	24	-60.0%
Torrington	120	120	0.0%	\$190,000	\$181,250	-4.6%	307	210	-31.6%
Warren	159	277	74.2%	\$400,000	\$457,500	14.4%	19	9	-52.6%
Washington	232	314	35.3%	\$857,500	\$638,750	-25.5%	42	30	-28.6%
Watertown	120	129	7.5%	\$274,000	\$258,000	-5.8%	148	108	-27.0%
Winchester	115	152	32.2%	\$189,500	\$180,000	-5.0%	78	69	-11.5%
Woodbury	148	172	16.2%	\$448,950	\$420,000	-6.4%	86	41	-52.3%

MIDDLESEX COUNTY Single Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Chester	160	211	31.9%	\$382,000	\$365,000	-4.5%	35	21	-40.0%
Clinton	152	152	0.0%	\$343,000	\$315,000	-8.2%	143	99	-30.8%
Cromwell	113	141	24.8%	\$285,000	\$309,500	8.6%	109	64	-41.3%
Deep River	154	143	-7.1%	\$275,000	\$300,000	9.1%	41	23	-43.9%
Durham	143	132	-7.7%	\$340,000	\$326,000	-4.1%	47	51	8.5%
East Haddam	108	150	38.9%	\$303,000	\$310,000	2.3%	112	83	-25.9%
East Hampton	118	136	15.3%	\$289,000	\$291,000	0.7%	139	103	-25.9%
Essex	174	192	10.3%	\$415,000	\$460,000	10.8%	75	41	-45.3%
Haddam	137	166	21.2%	\$375,000	\$349,900	-6.7%	59	53	-10.2%
Killingworth	162	154	-4.9%	\$475,000	\$419,000	-11.8%	67	49	-26.9%
Middlefield	124	143	15.3%	\$271,000	\$288,200	6.3%	26	31	19.2%
Middletown	108	114	5.6%	\$250,500	\$228,000	-9.0%	309	199	-35.6%
Old Saybrook	133	122	-8.3%	\$400,000	\$375,000	-6.3%	104	86	-17.3%
Portland	101	110	8.9%	\$258,000	\$255,000	-1.2%	72	63	-12.5%
Westbrook	153	140	-8.5%	\$389,000	\$415,000	6.7%	69	51	-26.1%

NEW HAVEN COUNTY Single Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Ansonia	124	123	-0.8%	\$242,250	\$250,000	3.2%	84	65	-22.6%
Beacon Falls	121	124	2.5%	\$300,000	\$301,500	0.5%	21	18	-14.3%
Bethany	139	150	7.9%	\$485,000	\$375,000	-22.7%	45	31	-31.1%
Branford	147	149	1.4%	\$392,000	\$346,250	-11.7%	136	128	-5.9%
Cheshire	120	125	4.2%	\$365,000	\$348,000	-4.7%	228	135	-40.8%
Derby	95	131	37.9%	\$290,000	\$254,950	-12.1%	43	38	-11.6%
East Haven	111	127	14.4%	\$238,450	\$221,100	-7.3%	156	141	-9.6%
Guilford	135	150	11.1%	\$479,000	\$418,500	-12.6%	231	172	-25.5%
Hamden	116	127	9.5%	\$264,500	\$260,000	-1.7%	428	372	-13.1%
Madison	150	153	2.0%	\$532,000	\$480,500	-9.7%	202	136	-32.7%
Meriden	118	139	17.8%	\$214,500	\$195,000	-9.1%	376	292	-22.3%
Middlebury	187	176	-5.9%	\$385,000	\$410,000	6.5%	71	53	-25.4%
Milford	115	129	12.2%	\$350,000	\$329,450	-5.9%	372	292	-21.5%
Naugatuck	117	139	18.8%	\$238,000	\$225,000	-5.5%	237	175	-26.2%
New Haven	122	130	6.6%	\$230,000	\$215,000	-6.5%	280	245	-12.5%
North Branford	135	132	-2.2%	\$312,500	\$302,500	-3.2%	76	65	-14.5%
North Haven	142	136	-4.2%	\$315,000	\$285,000	-9.5%	165	132	-20.0%
Orange	110	125	13.6%	\$425,000	\$382,500	-10.0%	97	74	-23.7%
Oxford	154	145	-5.8%	\$447,500	\$430,000	-3.9%	88	74	-15.9%
Prospect	138	135	-2.2%	\$307,250	\$273,500	-11.0%	64	50	-21.9%
Seymour	116	126	8.6%	\$275,000	\$295,000	7.3%	103	79	-23.3%
Southbury	152	140	-7.9%	\$470,000	\$469,900	0.0%	121	111	-8.3%
Wallingford	119	126	5.9%	\$296,500	\$285,000	-3.9%	272	207	-23.9%
Waterbury	119	143	20.2%	\$165,000	\$146,400	-11.3%	551	434	-21.2%
West Haven	127	122	-3.9%	\$231,000	\$209,000	-9.5%	280	241	-13.9%
Wolcott	147	136	-7.5%	\$262,250	\$245,000	-6.6%	134	91	-32.1%
Woodbridge	143	172	20.3%	\$530,000	\$485,000	-8.5%	71	56	-21.1%

NEW LONDON COUNTY SINGLE-FAMILY									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Bozrah	93	121	30.1%	\$234,000	\$240,000	2.6%	16	11	-31.3%
Colchester	126	134	6.3%	\$297,000	\$260,000	-12.5%	147	115	-21.8%
East Lyme	181	144	-20.4%	\$345,500	\$355,000	2.7%	188	134	-28.7%
Franklin	123	188	52.8%	\$211,000	\$292,500	38.6%	12	6	-50.0%
Griswold	115	120	4.3%	\$228,450	\$219,950	-3.7%	88	86	-2.3%
Groton	129	149	15.5%	\$285,000	\$311,950	9.5%	54	38	-29.6%
Lebanon	134	118	-11.9%	\$275,500	\$252,125	-8.5%	68	40	-41.2%
Ledyard	120	130	8.3%	\$276,500	\$257,000	-7.1%	176	111	-36.9%
Lisbon	106	159	50.0%	\$251,000	\$242,000	-3.6%	32	29	-9.4%
Lyme	270	248	-8.1%	\$600,000	\$410,000	-31.7%	25	21	-16.0%
Montville	106	130	22.6%	\$250,000	\$220,100	-12.0%	180	92	-48.9%
New London	126	148	17.5%	\$203,500	\$182,500	-10.3%	104	89	-14.4%
North Ston- ington	155	165	6.5%	\$337,450	\$270,000	-20.0%	44	25	-43.2%
Norwich	119	131	10.1%	\$214,450	\$180,000	-16.1%	192	145	-24.5%
Old Lyme	159	157	-1.3%	\$421,000	\$390,000	-7.4%	119	58	-51.3%
Preston	150	152	1.3%	\$335,000	\$277,450	-17.2%	40	20	-50.0%
Salem	133	141	6.0%	\$385,000	\$315,000	-18.2%	45	28	-37.8%
Sprague	143	167	16.8%	\$240,450	\$236,750	-1.5%	10	14	40.0%
Stonington	190	167	-12.1%	\$402,000	\$299,000	-25.6%	167	107	-35.9%
Voluntown	150	131	-12.7%	\$273,750	\$250,000	-8.7%	20	20	0.0%
Waterford	123	120	-2.4%	\$285,750	\$265,000	-7.3%	176	127	-27.8%

TOLLAND COUNTY Single-Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Amston	74	109	47.3%	\$311,000	\$180,300	-42.0%	10	7	-30.0%
Andover	126	108	-14.3%	\$253,075	\$277,800	9.8%	24	16	-33.3%
Bolton	148	91	-38.5%	\$315,000	\$272,500	-13.5%	25	20	-20.0%
Columbia	121	125	3.3%	\$284,450	\$234,200	-17.7%	44	26	-40.9%
Coventry	122	112	-8.2%	\$247,000	\$236,000	-4.5%	138	95	-31.2%
Ellington	133	141	6.0%	\$302,500	\$305,175	0.9%	105	88	-16.2%
Hebron	122	137	12.3%	\$322,750	\$300,000	-7.0%	66	43	-34.8%
Mansfield	140	113	-19.3%	\$279,000	\$244,500	-12.4%	112	76	-32.1%
Somers	126	130	3.2%	\$311,000	\$317,000	1.9%	62	44	-29.0%
Stafford	138	144	4.3%	\$225,950	\$220,000	-2.6%	52	46	-11.5%
Tolland	115	116	0.9%	\$288,500	\$267,000	-7.5%	136	105	-22.8%
Union	106	92	-13.2%	\$312,500	\$342,000	9.4%	4	3	-25.0%
Vernon	94	102	8.5%	\$230,000	\$205,950	-10.5%	183	130	-29.0%
Willimantic	120	124	3.3%	\$173,000	\$164,890	-4.7%	57	59	3.5%
Willington	120	107	-10.8%	\$235,750	\$227,000	-3.7%	36	33	-8.3%

WINDHAM COUNTY Single-Family									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Ashford	123	108	-12.2%	\$274,900	\$216,000	-21.4%	41	23	-43.9%
Brooklyn	150	147	-2.0%	\$246,750	\$237,000	-4.0%	62	63	1.6%
Canterbury	154	148	-3.9%	\$286,950	\$237,000	-17.4%	34	31	-8.8%
Chaplin	130	151	16.2%	\$225,425	\$217,900	-3.3%	14	15	7.1%
Eastford	152	159	4.6%	\$301,900	\$227,000	-24.8%	10	4	-60.0%
Hampton	141	97	-31.2%	\$294,900	\$205,550	-30.3%	9	6	-33.3%
Killingly	180	136	-24.4%	\$222,500	\$186,000	-16.4%	118	139	17.8%
Plainfield	126	129	2.4%	\$210,500	\$189,500	-10.0%	109	78	-28.4%
Pomfret	134	149	11.2%	\$340,000	\$265,500	-21.9%	23	22	-4.3%
Putnam	109	124	13.8%	\$211,000	\$196,500	-6.9%	49	40	-18.4%
Scotland	152	114	-25.0%	\$275,000	\$186,250	-32.3%	11	10	-9.1%
Sterling	144	161	11.8%	\$268,000	\$197,000	-26.5%	39	20	-48.7%
Thompson	124	168	35.5%	\$217,000	\$207,750	-4.3%	56	42	-25.0%
Wauregan	136	113	-16.9%	\$201,000	\$215,000	7.0%	4	1	-75.0%
Windham	142	133	-6.3%	\$194,000	\$171,000	-11.9%	63	69	9.5%
Woodstock	145	137	-5.5%	\$253,000	\$261,375	3.3%	75	50	-33.3%

COUNTY & STATE ROLL-UP Single-Family									
County	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Fairfield	132	137	3.8%	\$593,800	\$534,900	-9.9%	6441	4453	-30.9%
Hartford	107	111	3.7%	\$257,500	\$249,000	-3.3%	5982	4791	-19.9%
Litchfield	142	157	10.6%	\$288,400	\$269,000	-6.7%	1493	1041	-30.3%
Middlesex	129	138	7.0%	\$315,000	\$310,000	-1.6%	1407	1017	-27.7%
New Haven	126	135	7.1%	\$280,000	\$262,900	-6.1%	4932	3907	-20.8%
New London	138	140	1.4%	\$280,000	\$255,000	-8.9%	1903	1316	-30.8%
Tolland	120	119	-0.8%	\$259,900	\$237,000	-8.8%	1054	791	-25.0%
Windham	143	138	-3.5%	\$230,000	\$205,000	-10.9%	717	613	-14.5%
State of CT	125	130	4.0%	\$315,500	\$290,000	-8.1%	23929	17929	-25.1%

FAIRFIELD COUNTY Condominiums									
Community	1st 9 months 2007 Days on Market	1st 9 months 2008 Days on Market	% Change	1st 9 months 2007 Median Sales Price	1st 9 months 2008 Median Sales Price	% Change	1st 9 months 2007 Sales	1st 9 months 2008 Sales	% Change
Bethel	104	114	9.6%	\$260,000	\$264,500	1.7%	45	28	-37.8%
Bridgeport	119	139	16.8%	\$145,000	\$139,900	-3.5%	383	227	-40.7%
Brookfield	112	126	12.5%	\$230,000	\$222,750	-3.2%	43	34	-20.9%
Danbury	114	128	12.3%	\$250,000	\$261,000	4.4%	328	244	-25.6%
Darien	145	121	-16.6%	\$689,000	\$575,000	-16.5%	9	9	0.0%
Fairfield	128	141	10.2%	\$415,000	\$360,000	-13.3%	101	62	-38.6%
Greenwich	138	163	18.1%	\$765,000	\$720,000	-5.9%	151	109	-27.8%
Monroe	123	108	-12.2%	\$280,000	\$264,000	-5.7%	39	31	-20.5%
New Canaan				\$590,000	\$790,000	33.9%	47	35	-25.5%
Newtown	258	123	-52.3%	\$380,000	\$475,000	25.0%	14	9	-35.7%
Norwalk	114	122	7.0%	\$325,000	\$315,000	-3.1%	388	233	-39.9%
Ridgefield	101	166	64.4%	\$302,500	\$325,000	7.4%	34	39	14.7%
Shelton	145	152	4.8%	\$303,000	\$279,950	-7.6%	154	84	-45.5%
Stamford	129	133	3.1%	\$390,000	\$345,000	-11.5%	690	417	-39.6%
Stratford	111	160	44.1%	\$215,000	\$210,000	-2.3%	145	92	-36.6%
Trumbull	128	125	-2.3%	\$405,000	\$361,000	-10.9%	20	18	-10.0%
Westport	121	127	5.0%	\$817,000	\$770,000	-5.8%	33	13	-60.6%
Wilton	135	122	-9.6%	\$464,900	\$438,500	-5.7%	21	14	-33.3%

HARTFORD COUNTY Condominiums									
Community	1st 9 months 2007 Days on Market	1st 9 months 2008 Days on Market	% Change	1st 9 months 2007 Median Sales Price	1st 9 months 2008 Median Sales Price	% Change	1st 9 months 2007 Sales	1st 9 months 2008 Sales	% Change
Avon	121	103	-14.9%	\$270,000	\$239,950	-11.1%	47	35	-25.5%
Berlin	136	124	-8.8%	\$270,000	\$234,181	-13.3%	21	11	-47.6%
Bloomfield	111	118	6.3%	\$189,400	\$200,500	5.9%	37	20	-45.9%
Bristol	88	113	28.4%	\$139,900	\$141,500	1.1%	107	61	-43.0%
Burlington	92	227	146.7%	\$155,000	\$130,000	-16.1%	3	1	-66.7%
Canton	99	98	-1.0%	\$165,000	\$152,125	-7.8%	22	14	-36.4%
East Granby	182	123	-32.4%	\$174,500	\$136,200	-21.9%	12	8	-33.3%
East Hartford	124	129	4.0%	\$131,450	\$119,500	-9.1%	44	26	-40.9%
East Windsor	101	123	21.8%	\$195,000	\$205,000	5.1%	27	25	-7.4%
Enfield	90	122	35.6%	\$176,250	\$169,000	-4.1%	64	42	-34.4%
Farmington	104	101	-2.9%	\$211,000	\$200,000	-5.2%	97	52	-46.4%
Glastonbury	89	105	18.0%	\$196,000	\$200,000	2.0%	81	51	-37.0%
Granby	96	110	14.6%	\$193,000	\$205,000	6.2%	15	6	-60.0%
Hartford	142	138	-2.8%	\$87,975	\$100,050	13.7%	96	48	-50.0%
Manchester	133	103	-22.6%	\$161,250	\$149,900	-7.0%	94	54	-42.6%
Marlborough	149	140	-6.0%	\$255,000	\$242,500	-4.9%	53	33	-37.7%
New Britain	98	128	30.6%	\$128,000	\$142,000	10.9%	85	96	12.9%
Newington	118	103	-12.7%	\$190,000	\$178,000	-6.3%	35	27	-22.9%
Plainville	196	122	-37.8%	\$182,450	\$155,000	-15.0%	60	39	-35.0%
Rocky Hill	104	138	32.7%	\$188,500	\$172,000	-8.8%	112	85	-24.1%
Simsbury	111	150	35.1%	\$195,850	\$173,500	-11.4%	66	42	-36.4%
South Windsor	97	104	7.2%	\$169,250	\$181,500	7.2%	120	99	-17.5%
Southington	132	144	9.1%	\$186,250	\$199,900	7.3%	116	65	-44.0%
Suffield	133	114	-14.3%	\$221,125	\$223,100	0.9%	36	21	-41.7%
West Hartford	201	148	-26.4%	\$232,750	\$230,000	-1.2%	138	86	-37.7%
Wethersfield	88	125	42.0%	\$152,750	\$193,950	27.0%	50	32	-36.0%
Windsor	163	175	7.4%	\$204,000	\$207,082	1.5%	65	64	-1.5%
Windsor Locks	94	116	23.4%	\$150,000	\$179,000	19.3%	42	47	11.9%

LITCHFIELD COUNTY Condominiums									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
New Hartford	104	124	19.2%	\$128,500	\$141,000	9.7%	11	5	-54.5%
New Milford	108	132	22.2%	\$182,000	\$175,000	-3.8%	104	63	-39.4%
Plymouth	194	107	-44.8%	\$163,450	\$139,400	-14.7%	12	9	-25.0%
Thomaston	75	124	65.3%	\$133,000	\$128,500	-3.4%	11	13	18.2%
Torrington	155	174	12.3%	\$147,300	\$132,000	-10.4%	80	50	-37.5%
Washington	80	86	7.5%	\$350,000	\$390,000	11.4%	5	1	-80.0%
Watertown	122	176	44.3%	\$205,000	\$195,000	-4.9%	18	8	-55.6%
Winchester	80	160	100.0%	\$133,500	\$130,750	-2.1%	12	9	-25.0%
Woodbury	140	171	22.1%	\$200,000	\$172,500	-13.8%	26	23	-11.5%

MIDDLESEX COUNTY Condominiums									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Chester	103	392	280.6%	\$463,650	\$439,500	-5.2%	2	2	0.0%
Clinton	145	122	-15.9%	\$200,000	\$162,750	-18.6%	21	22	4.8%
Cromwell	103	102	-1.0%	\$160,000	\$165,000	3.1%	127	96	-24.4%
Deep River	123	156	26.8%	\$168,500	\$150,000	-11.0%	13	7	-46.2%
Durham	183	167	-8.7%	\$204,950	\$237,750	16.0%	2	2	0.0%
East Haddam	290	286	-1.4%	\$319,900	\$435,298	36.1%	3	5	66.7%
East Hampton	81	73	-9.9%	\$169,000	\$170,000	0.6%	13	15	15.4%
Essex	233	127	-45.5%	\$247,500	\$197,500	-20.2%	9	10	11.1%
Middlefield	257	410	59.5%	\$253,000	\$245,000	-3.2%	4	7	75.0%
Middletown	101	134	32.7%	\$156,100	\$154,000	-1.3%	182	138	-24.2%
Old Saybrook	174	253	45.4%	\$382,000	\$345,000	-9.7%	25	10	-60.0%
Portland	152	211	38.8%	\$278,750	\$233,000	-16.4%	10	7	-30.0%

NEW HAVEN COUNTY Condominiums									
	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Ansonia	133	60	-54.9%	\$140,000	\$185,000	32.1%	5	3	-40.0%
Beacon Falls	109	112	2.8%	\$211,250	\$233,200	10.4%	6	4	-33.3%
Branford	114	142	24.6%	\$203,500	\$200,000	-1.7%	181	145	-19.9%
Cheshire	116	127	9.5%	\$197,750	\$212,450	7.4%	78	52	-33.3%
Derby	92	112	21.7%	\$217,500	\$191,500	-12.0%	40	23	-42.5%
East Haven	105	125	19.0%	\$154,000	\$158,000	2.6%	109	66	-39.4%
Guilford	95	120	26.3%	\$183,000	\$285,000	55.7%	34	31	-8.8%
Hamden	137	158	15.3%	\$196,450	\$174,750	-11.0%	182	124	-31.9%
Madison	224	204	-8.9%	\$377,493	\$300,000	-20.5%	27	19	-29.6%
Meriden	104	110	5.8%	\$141,750	\$160,000	12.9%	174	109	-37.4%
Middlebury	284	87	-69.4%	\$475,000	\$415,000	-12.6%	5	1	-80.0%
Milford	118	136	15.3%	\$234,950	\$211,000	-10.2%	140	104	-25.7%
Naugatuck	99	122	23.2%	\$141,000	\$127,000	-9.9%	69	40	-42.0%
New Haven	143	147	2.8%	\$173,000	\$185,000	6.9%	237	152	-35.9%
North Branford	89	77	-13.5%	\$186,500	\$173,000	-7.2%	21	17	-19.0%
North Haven	131	174	32.8%	\$246,500	\$262,250	6.4%	22	12	-45.5%
Orange	167	187	12.0%	\$332,000	\$281,000	-15.4%	2	3	50.0%
Oxford	114	98	-14.0%	\$401,000	\$355,000	-11.5%	3	1	-66.7%
Seymour	110	139	26.4%	\$149,700	\$144,500	-3.5%	42	26	-38.1%
Southbury	160	174	8.8%	\$203,000	\$170,000	-16.3%	89	77	-13.5%
Wallingford	107	146	36.4%	\$212,000	\$204,000	-3.8%	132	108	-18.2%
Waterbury	105	143	36.2%	\$107,000	\$110,000	2.8%	299	147	-50.8%
West Haven	112	129	15.2%	\$140,000	\$140,000	0.0%	117	68	-41.9%
Wolcott	236	134	-43.2%	\$276,846	\$190,000	-31.4%	42	15	-64.3%

**NEW LONDON COUNTY Condominiums**

	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Colchester	246	175	-29%	\$267,450.00	\$209,500.00	-22%	26	20	-23.1%
East Lyme	149	140	-6.0%	\$275,152.00	\$225,000.00	-18.2%	50	35	-30.0%
Griswold	129	164	27.1%	\$139,900.00	\$132,500.00	-5.3%	30	13	-56.7%
Groton	146	258	76.7%	\$176,500.00	\$180,500.00	2.3%	21	6	-71.4%
Ledyard	133	131	-1.5%	\$149,900.00	\$124,000.00	-17.3%	26	20	-23.1%
Montville	79	140	77.2%	\$147,000.00	\$194,160.00	32.1%	9	8	-11.1%
New London	152	142	-6.6%	\$197,250.00	\$110,000.00	-44.2%	40	27	-32.5%
Norwich	193	248	28.5%	\$189,450.00	\$196,500.00	3.7%	88	64	-27.3%
Salem	160	151	-5.6%	\$82,900.00	\$60,500.00	-27.0%	7	4	-42.9%
Stonington	192	164	-14.6%	\$292,450.00	\$285,000.00	-2.5%	14	20	42.9%
Waterford	115	145	26.1%	\$184,700.00	\$179,125.00	-3.0%	35	26	-25.7%

**TOLLAND COUNTY Condominiums**

	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Coventry	55	115	109.1%	\$164,900	\$163,000	-1.2%	7	8	14.3%
Ellington	114	112	-1.8%	\$152,000	\$147,000	-3.3%	21	31	47.6%
Hebron	475	287	-39.6%	\$316,017	\$134,300	-57.5%	11	4	-63.6%
Mansfield	112	105	-6.3%	\$169,000	\$137,500	-18.6%	37	23	-37.8%
Stafford	110	74	-32.7%	\$150,000	\$126,750	-15.5%	9	3	-66.7%
Tolland	127	111	-12.6%	\$132,000	\$169,000	28.0%	11	11	0.0%
Vernon	104	136	30.8%	\$148,000	\$152,500	3.0%	141	80	-43.3%
Willimantic	55	84	52.7%	\$142,500	\$128,000	-10.2%	4	2	-50.0%
Willington	76	120	57.9%	\$162,250	\$161,000	-0.8%	4	5	25.0%

**WINDHAM COUNTY CONDOMINIUMS**

	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
Community	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Ashford	96	66	-31.3%	\$80,950	\$84,000	3.8%	6	1	-83.3%
Brooklyn	209	258	23.4%	\$189,000	\$225,000	19.0%	7	4	-42.9%
Chaplin	74	233	214.9%	\$136,200	\$99,700	-26.8%	4	1	-75.0%
Killingly	69	224	224.6%	\$133,000	\$122,700	-7.7%	11	10	-9.1%
Plainfield	333	276	-17.1%	\$184,900	\$155,000	-16.2%	14	11	-21.4%
Putnam	142	140	-1.4%	\$170,000	\$155,500	-8.5%	15	12	-20.0%
Thompson	119	188	58.0%	\$179,000	\$162,000	-9.5%	2	1	-50.0%
Windham	66	71	7.6%	\$136,000	\$124,900	-8.2%	4	1	-75.0%
Woodstock	118	182	54.2%	\$169,270	\$125,000	-26.2%	8	9	12.5%

**COUNTY & STATE ROLL-UP Condominiums**

County	1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008		1st 9 months 2007	1st 9 months 2008	
	Days on Market	Days on Market	% Change	Median Sales Price	Median Sales Price	% Change	Sales	Sales	% Change
Fairfield	123	136	10.6%	\$299,000	\$295,000	-1.3%	2645	1698	-35.8%
Hartford	120	121	0.8%	\$179,000	\$175,000	-2.2%	2201	1504	-31.7%
Litchfield	129	149	15.5%	\$160,000	\$147,250	-8.0%	279	181	-35.1%
Middlesex	116	137	18.1%	\$166,000	\$164,900	-0.7%	411	321	-21.9%
New Haven	122	140	14.8%	\$171,050	\$175,000	2.3%	2056	1347	-34.5%
New London	162	177	9.3%	\$185,000	\$185,400	0.2%	346	243	-29.8%
Tolland	121	127	5.0%	\$160,000	\$151,000	-5.6%	245	167	-31.8%
Windham	158	204	29.1%	\$168,770	\$151,950	-10.0%	71	50	-29.6%
State of CT	124	136	9.7%	\$199,000	\$194,000	-2.5%	8254	5511	-33.2%