



# CT Statewide MLS

## 2011 Q2



Statewide Summary

Statistics by County



# Connecticut Statewide Statistics

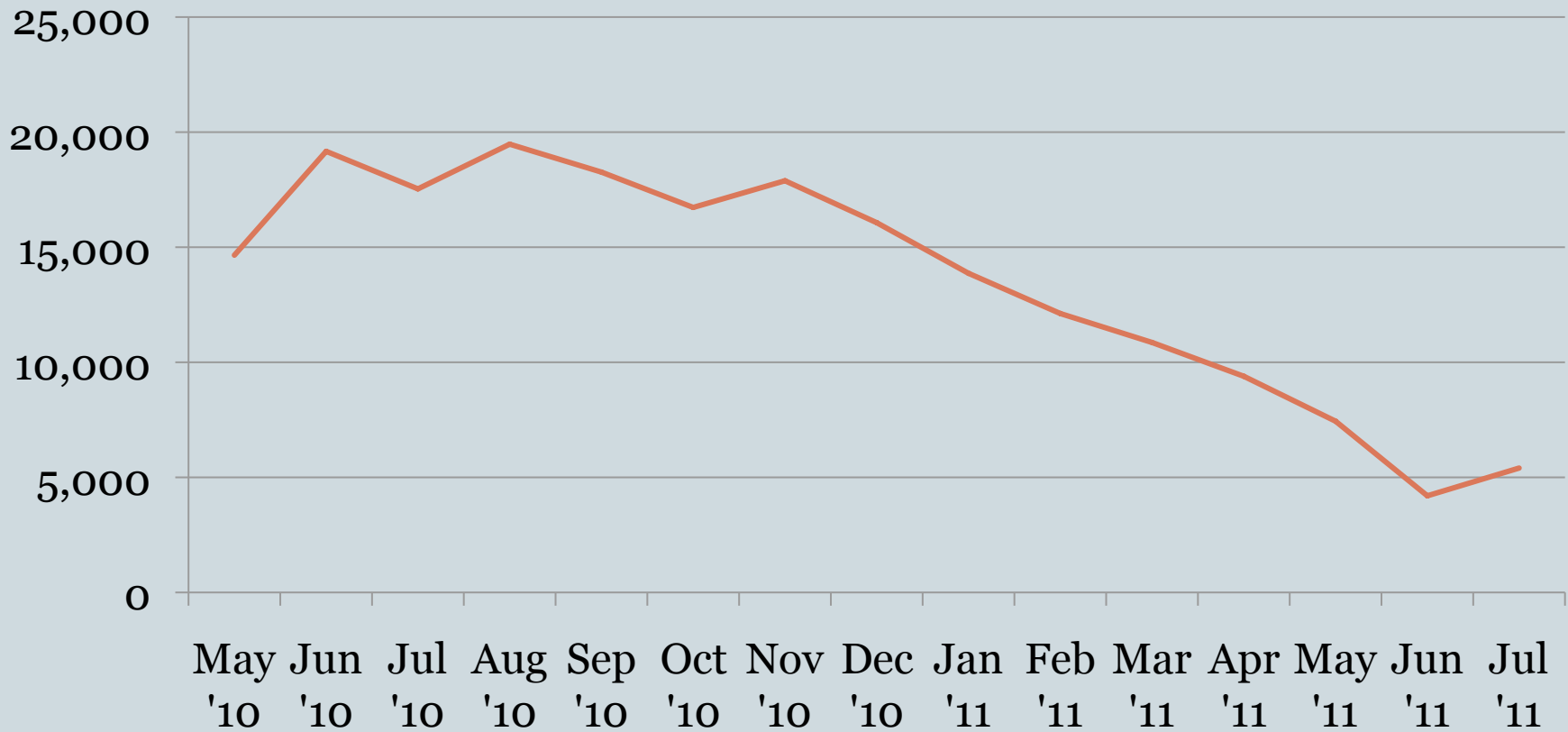


	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Number of Sales</b>					
SFH	7,349	5,438	5,025	4,013	6,395
Condos	2,123	1,297	1,297	1,016	2,094
Commercial	162	158	169	144	153
<b>Dollar Volume</b>					
SFH	\$2,974,097,220	\$2,467,868,992	\$2,087,384,039	\$1,380,912,743	\$2,623,247,261
Condos	\$ 454,064,313	\$ 320,624,126	\$ 311,936,182	\$ 215,457,006	\$ 374,771,225
<b>Median Sale Price</b>					
SFH	\$ 230,000	\$ 237,000	\$ 229,900	\$ 212,500	\$ 289,090
Condos	\$ 157,500	\$ 160,000	\$ 160,000	\$ 148,750	\$ 177,387
<b>Number of Listings</b>					
SFH	18,046	18,423	14,096	19,307	18,416
Condos	4,895	4,973	4,036	4,926	4,570
Commercial	2,714	2,908	2,714	2,866	2,796
All Other	7,953	8,588	7,290	6,210	7,884
<b>TOTAL LISTINGS</b>	<b>33,608</b>	<b>34,892</b>	<b>28,136</b>	<b>33,309</b>	<b>33,666</b>

# 2010/2011 CT Pre-Foreclosures, Auctions, REOs

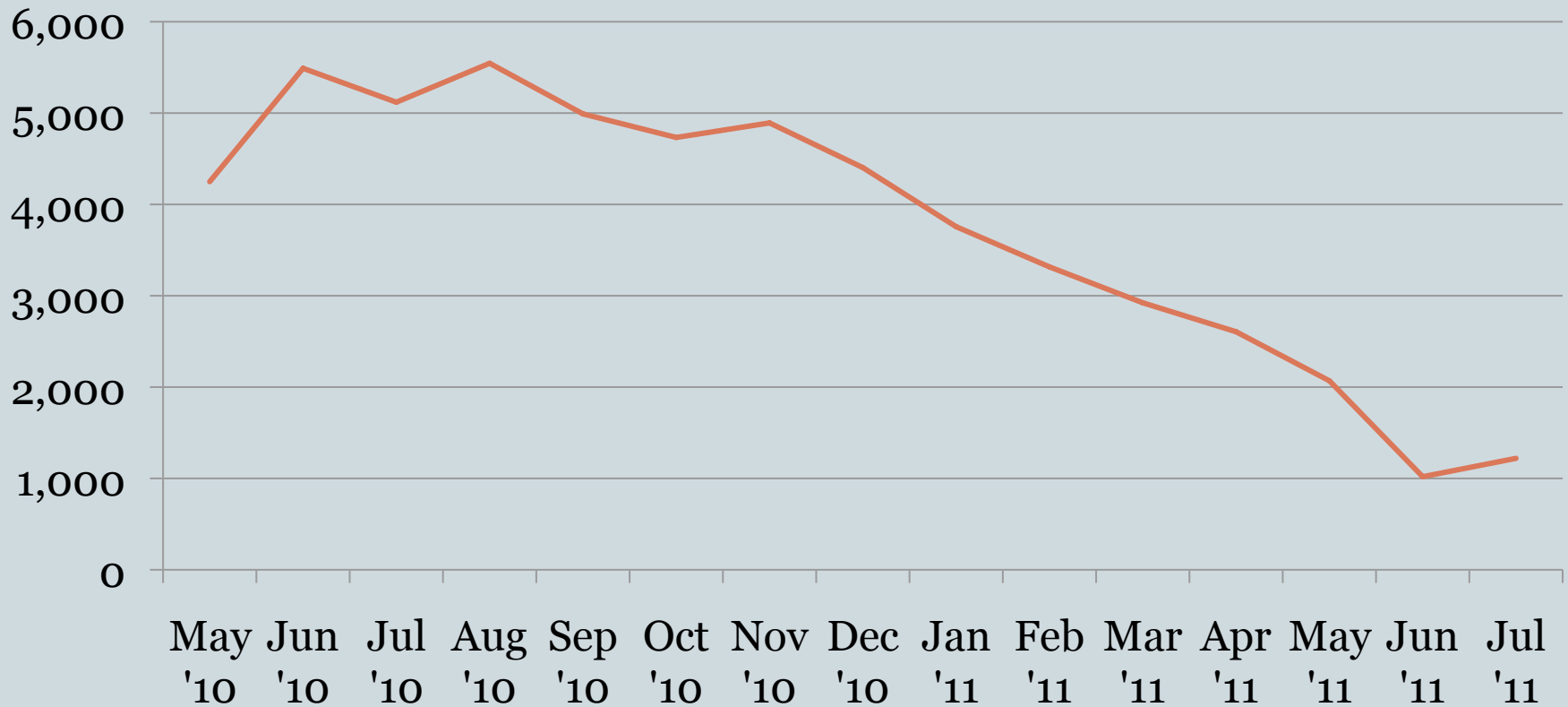


## Connecticut Statewide Totals





### 2010/2011 Pre-Foreclosures, Auctions, REOs



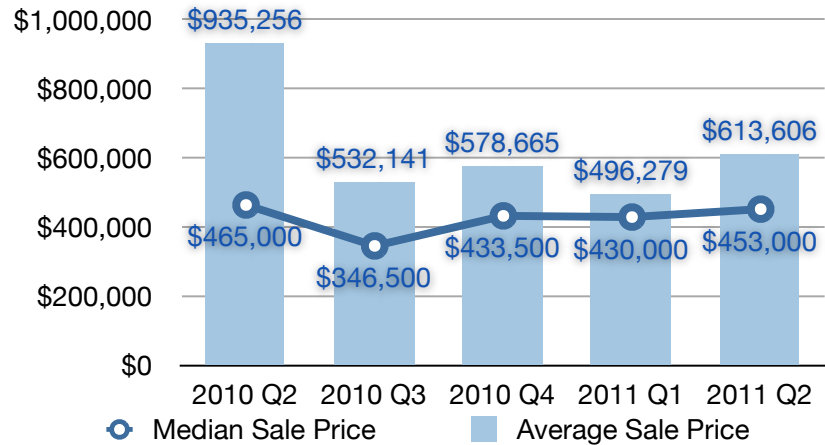
## Fairfield County - Statistics

### Single Family Home Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	12,405	11,332	(-9%)	8,858	(-22%)	8,187	(-8%)	5,627	(-31%)	4,380	(-22%)	5,170	18%
\$ Volume (in millions)	\$9,172	\$9,223	1%	\$7,425	(-19%)	\$7,996	8%	\$4,637	(-42%)	\$3,565	(-23%)	\$4,551	28%
<b>Hartford County</b>	9,038	9,025	0%	8,168	(-9%)	7,406	(-9%)	6,077	(-18%)	6,180	2%	5,708	(-8%)
\$ Volume (in millions)	\$2,413	\$2,637	9%	\$2,447	(-7%)	\$2,280	(-7%)	\$1,790	(-21%)	\$1,625	(-9%)	\$1,541	(-5%)
<b>Litchfield County</b>	1,706	1,800	6%	1,570	(-13%)	1,449	(-8%)	1,178	(-19%)	1,170	(-1%)	1,184	1%
\$ Volume (in millions)	\$538	\$634	18%	\$574	(-9%)	\$539	(-6%)	\$410	(-24%)	\$337	(-18%)	\$398	18%
<b>Middlesex County</b>	2,304	2,196	(-5%)	1,937	(-12%)	1,800	(-7%)	1,286	(-29%)	1,312	2%	1,278	(-3%)
\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
\$ Volume (in millions)	\$2,156	\$2,485	15%	\$2,303	(-7%)	\$2,050	(-11%)	\$1,530	(-25%)	\$1,368	(-11%)	\$1,303	(-5%)
<b>New London County</b>	3,620	3,410	(-6%)	3,262	(-4%)	2,573	(-21%)	1,864	(-28%)	1,985	6%	2,022	2%
\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
\$ Volume (in millions)	\$423	\$489	16%	\$467	(-4%)	\$378	(-19%)	\$271	(-28%)	\$272	0%	\$233	(-14%)
<b>Windham County</b>	1,709	1,714	0%	1,512	(-12%)	998	(-34%)	861	(-14%)	967	12%	894	(-8%)
\$ Volume (in millions)	\$359	\$408	14%	\$362	(-11%)	\$243	(-33%)	\$182	(-25%)	\$178	(-2%)	\$159	(-11%)

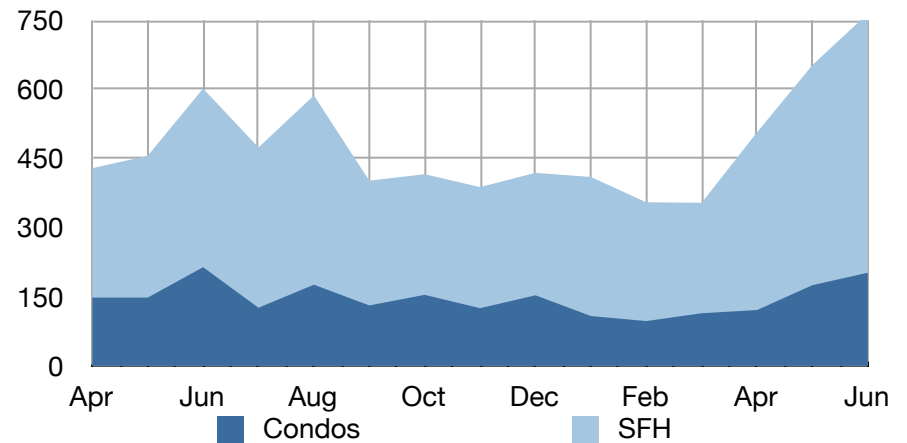
\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the CT Statewide MLS.

**Average vs. Median Sale Price by - SFH**



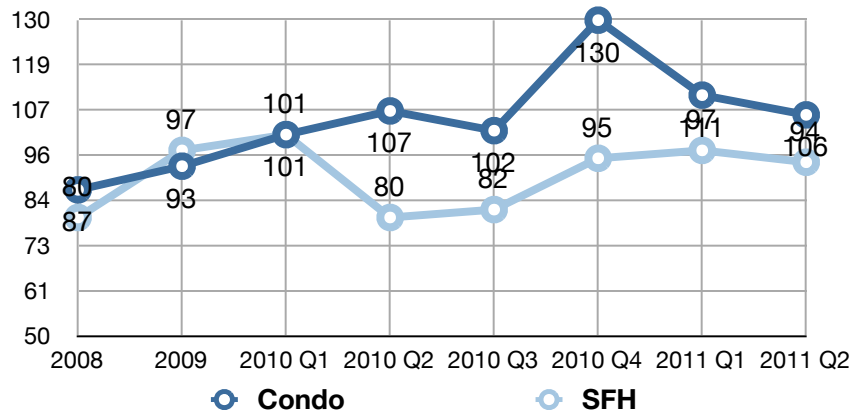
	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Median Sale Price	\$465,000	\$346,500	\$433,500	\$430,000	\$453,000
Average Sale Price	\$935,256	\$532,141	\$578,665	\$496,279	\$613,606

**Number Sold by Month - 2010/2011**



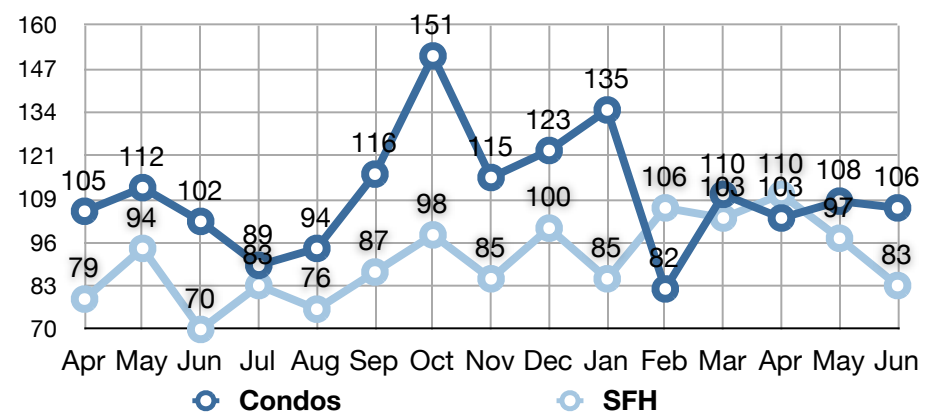
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	148	148	214	126	176	131	154	125	153	108	97	114	121	175	202
SFH	429	456	602	474	587	402	416	388	419	410	355	354	507	653	765

**Average Days on Market by Year**



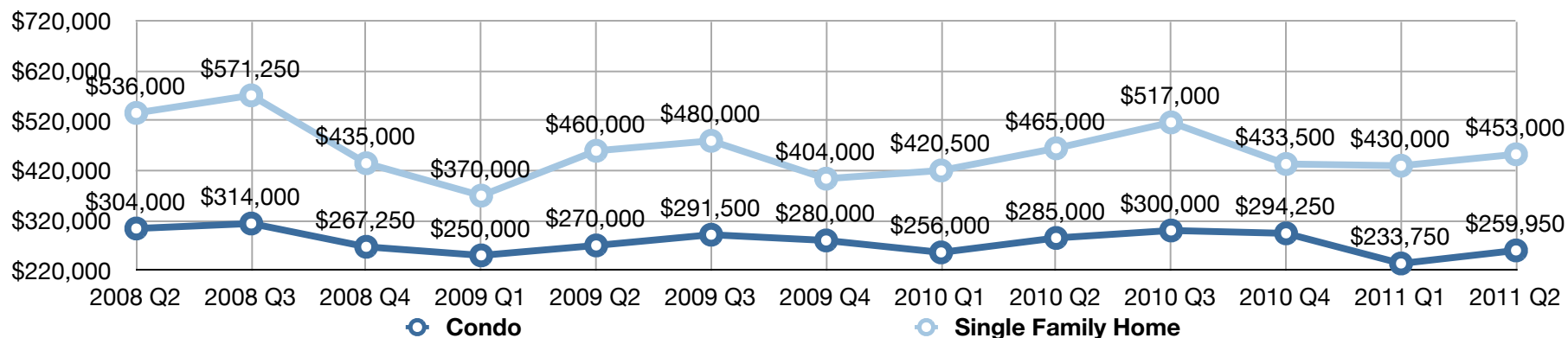
	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condo	93	101	107	102	130	111	106
SFH	97	101	80	82	95	97	94

**Average Days on Market by Month - 2010/2011**



2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	105	112	102	89	94	116	151	115	123	135	82	110	103	108	106
SFH	79	94	70	83	76	87	98	85	100	85	106	103	110	97	83

### Median Sale Price by Quarter



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Condo</b>	\$304,000	\$314,000	\$267,250	\$250,000	\$270,000	\$291,500	\$280,000	\$256,000	\$285,000	\$300,000	\$294,250	\$233,750	\$259,950
<b>SFH</b>	\$536,000	\$571,250	\$435,000	\$370,000	\$460,000	\$480,000	\$404,000	\$420,500	\$465,000	\$517,000	\$433,500	\$430,000	\$453,000

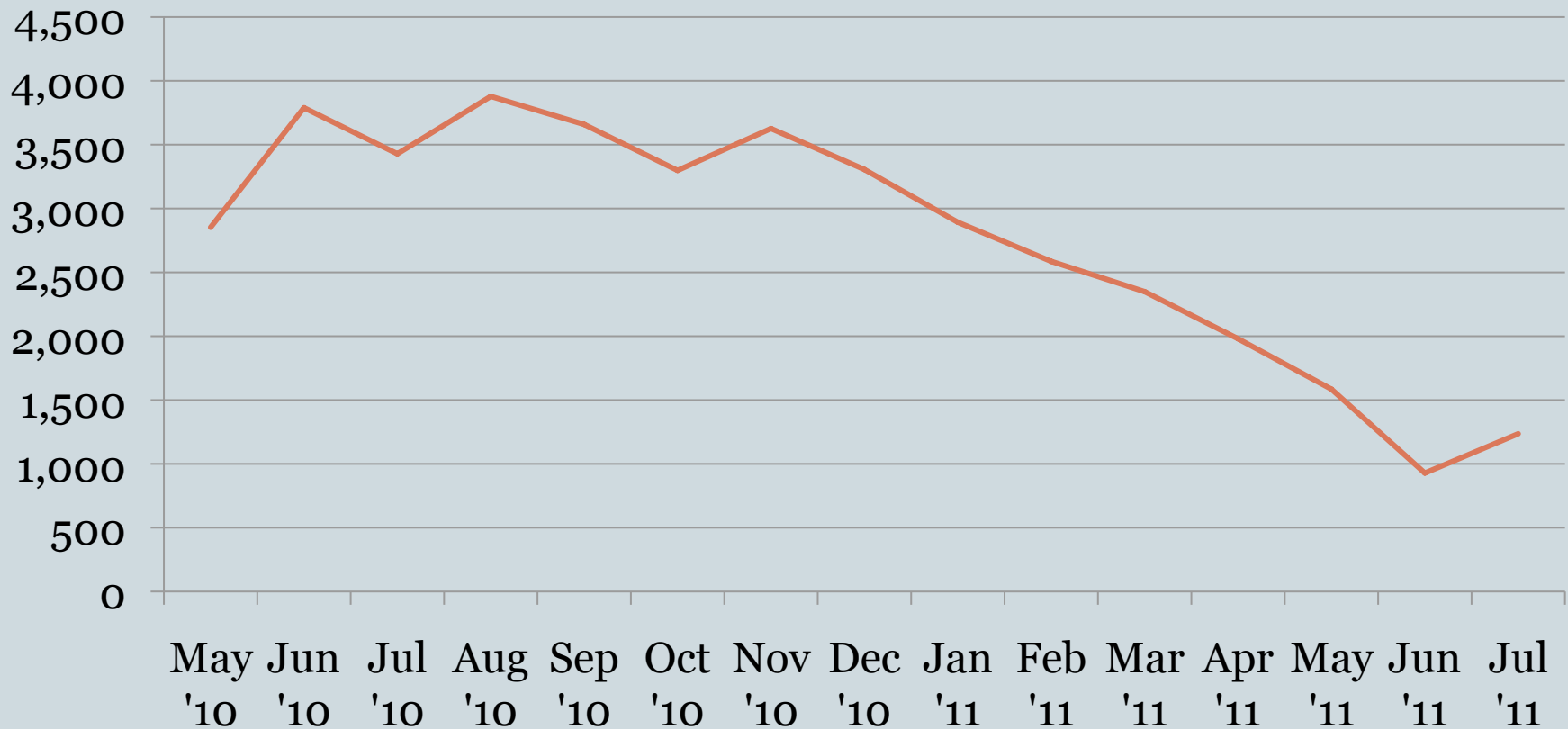
### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
<b>Hartford County</b>	3,110	3,340	7%	3,181	(-5%)	2,816	(-12%)	1,929	(-32%)	1,879	(-3%)	1,694	(-10%)
\$ Volume (in millions)	\$512	\$620	21%	\$629	1%	\$562	(-11%)	\$372	(-34%)	\$345	(-7%)	\$318	(-8%)
<b>Litchfield County</b>	273	304	11%	272	(-11%)	249	(-9%)	173	(-31%)	192	11%	170	(-11%)
\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
<b>Middlesex County</b>	588	673	14%	602	(-11%)	521	(-13%)	384	(-26%)	345	(-10%)	287	(-17%)
\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
<b>New Haven County</b>	2,931	3,165	8%	3,016	(-5%)	2,466	(-18%)	1,690	(-32%)	1,653	(-2%)	1,611	(-3%)
\$ Volume (in millions)	\$459	\$557	21%	\$570	2%	\$484	(-15%)	\$327	(-32%)	\$285	(-13%)	\$278	(-2%)
<b>New London County</b>	655	720	10%	768	7%	545	(-29%)	362	(-34%)	336	(-7%)	285	(-15%)
\$ Volume (in millions)	\$104	\$134	29%	\$158	18%	\$113	(-29%)	\$74	(-35%)	\$59	(-20%)	\$58	(-2%)
<b>Tolland County</b>	326	309	(-5%)	365	18%	316	(-13%)	213	(-33%)	212	0%	159	(-25%)
\$ Volume (in millions)	\$47	\$50	6%	\$67	34%	\$57	(-15%)	\$38	(-33%)	\$35	(-8%)	\$25	(-29%)
<b>Windham County</b>	113	161	42%	131	(-19%)	102	(-22%)	69	(-32%)	71	3%	55	(-23%)
\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

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## 2010/2011 Pre-Foreclosures, Auctions, REOs





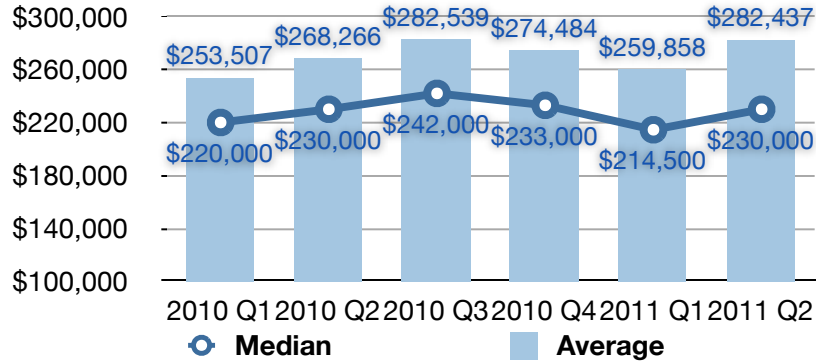
**Hartford County - Connecticut Multiple Listing Service, Inc.**

**Single Family Home Sales by County**

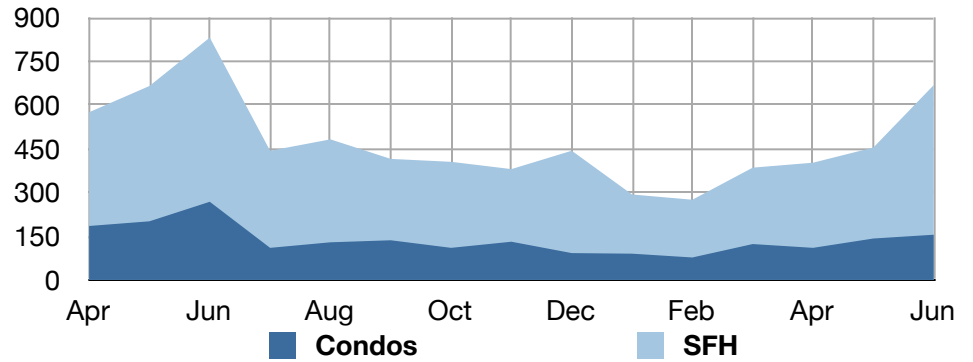
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### Average vs. Median Sale Price by Quarter - SFH



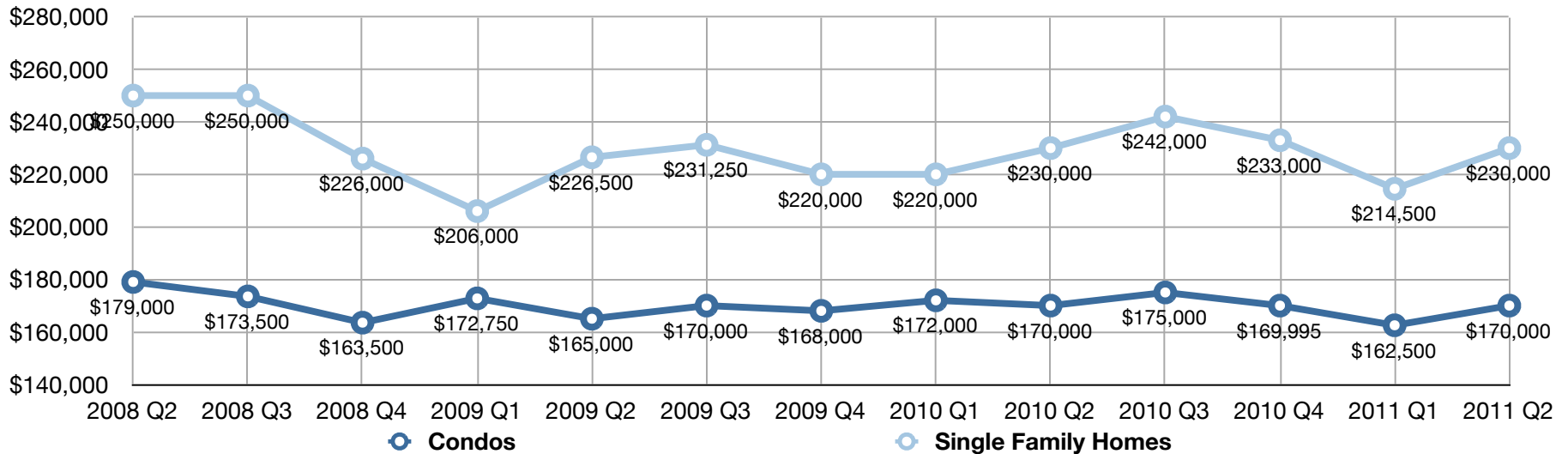
### Number Sold by Month - 2010/2011



	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Median SP	\$220,000	\$230,000	\$242,000	\$233,000	\$214,500	\$230,000
Average SP	\$253,507	\$268,266	\$282,539	\$274,484	\$259,858	\$282,437

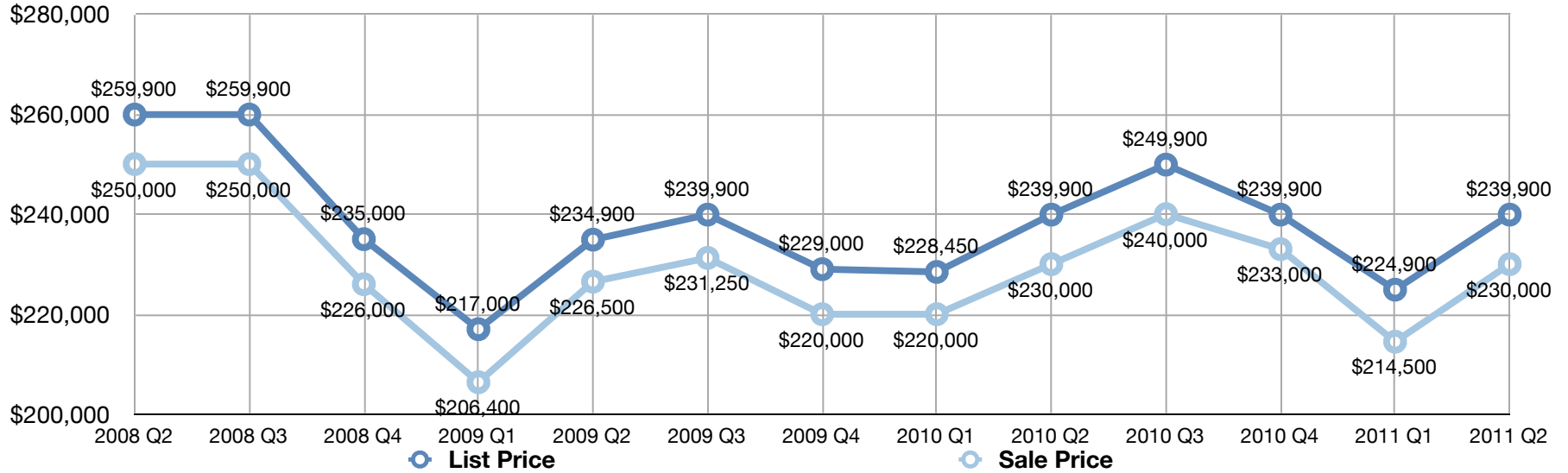
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	185	201	268	110	129	136	110	131	92	90	77	123	110	142	155
SFH	575	665	831	443	482	415	405	380	443	293	275	385	402	454	668

### Median Sale Price by Quarter



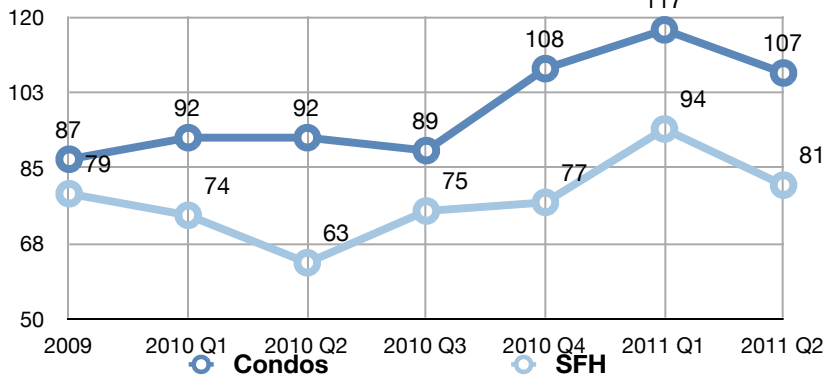
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condo	\$179,000	\$173,500	\$163,500	\$172,750	\$165,000	\$170,000	\$168,000	\$172,000	\$170,000	\$175,000	\$169,995	\$162,500	\$170,000
SFH	\$250,000	\$250,000	\$226,000	\$206,000	\$226,500	\$231,250	\$220,000	\$220,000	\$230,000	\$242,000	\$233,000	\$214,500	\$230,000

### Median List Price vs. Median Sale Price by Quarter - SFH



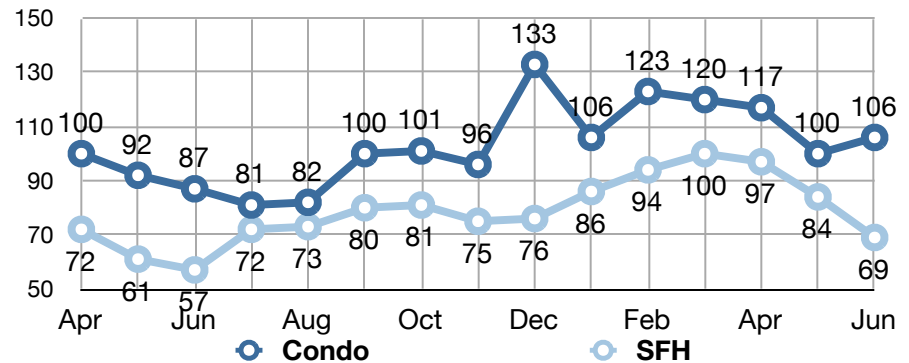
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$259,900	\$259,900	\$235,000	\$217,000	\$234,900	\$239,900	\$229,000	\$228,450	\$239,900	\$249,900	\$239,900	\$224,900	\$239,900
Sale Price	\$250,000	\$250,000	\$226,000	\$206,400	\$226,500	\$231,250	\$220,000	\$220,000	\$230,000	\$240,000	\$233,000	\$214,500	\$230,000

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condos	87	92	92	89	108	117	107
SFH	79	74	63	75	77	94	81

### Average Days on Market - 2010/2011



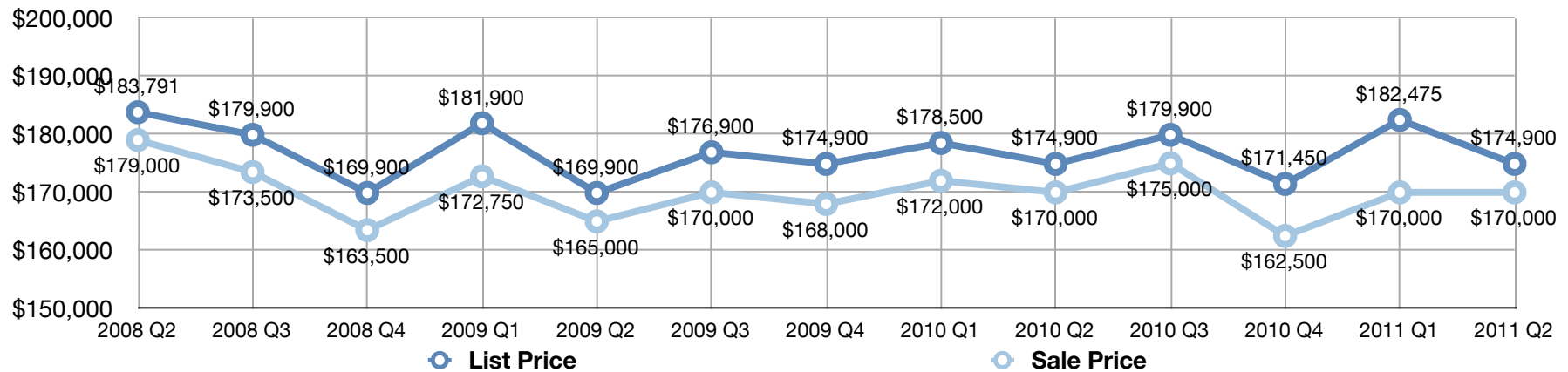
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condo	100	92	87	81	82	100	101	96	133	106	123	120	117	100	106
SFH	72	61	57	72	73	80	81	75	76	86	94	100	97	84	69

### Condo Sales by County

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\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
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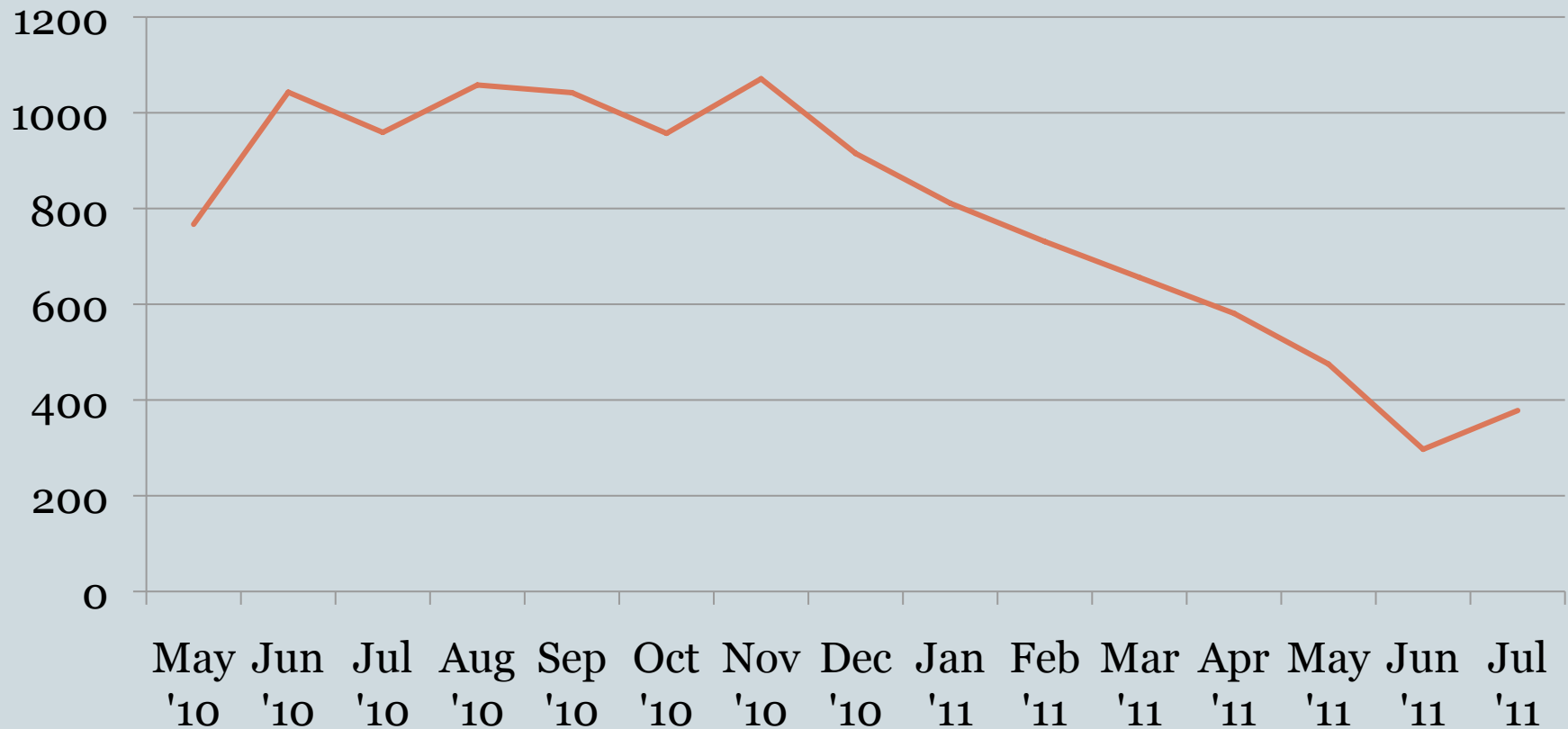
### Median List Price vs. Median Sale Price by Quarter - Condo



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>List Price</b>	\$183,791	\$179,900	\$169,900	\$181,900	\$169,900	\$176,900	\$174,900	\$178,500	\$174,900	\$179,900	\$171,450	\$182,475	\$174,900
<b>Sale Price</b>	\$179,000	\$173,500	\$163,500	\$172,750	\$165,000	\$170,000	\$168,000	\$172,000	\$170,000	\$175,000	\$162,500	\$170,000	\$170,000



## 2010/2011 Pre-Foreclosures, Auctions, REOs



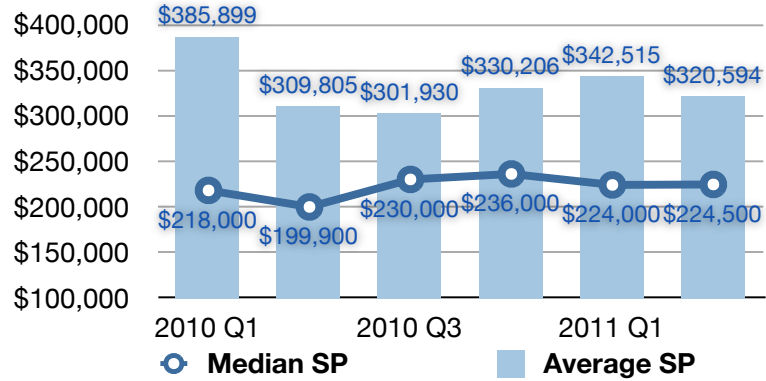
## Litchfield County - Statistics

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\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
\$ Volume (in millions)	\$2,156	\$2,485	15%	\$2,303	(-7%)	\$2,050	(-11%)	\$1,530	(-25%)	\$1,368	(-11%)	\$1,303	(-5%)
<b>New London County</b>	3,620	3,410	(-6%)	3,262	(-4%)	2,573	(-21%)	1,864	(-28%)	1,985	6%	2,022	2%
\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
\$ Volume (in millions)	\$423	\$489	16%	\$467	(-4%)	\$378	(-19%)	\$271	(-28%)	\$272	0%	\$233	(-14%)
<b>Windham County</b>	1,709	1,714	0%	1,512	(-12%)	998	(-34%)	861	(-14%)	967	12%	894	(-8%)
\$ Volume (in millions)	\$359	\$408	14%	\$362	(-11%)	\$243	(-33%)	\$182	(-25%)	\$178	(-2%)	\$159	(-11%)

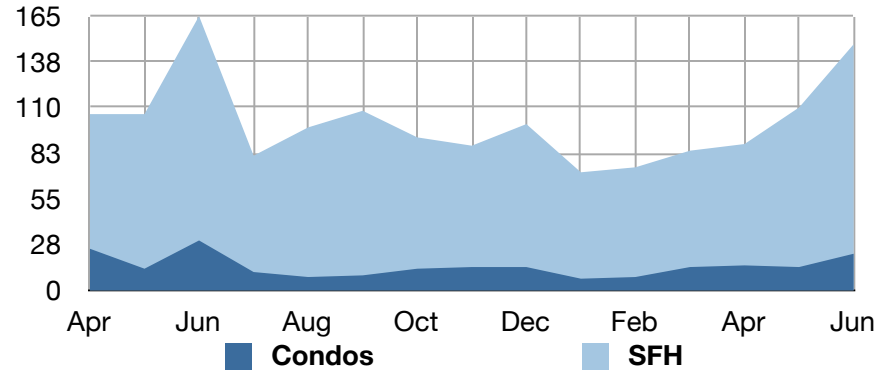
\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the Connecticut Multiple Listing Service, Inc.

### Average vs. Median Sale Price by Quarter - SFH



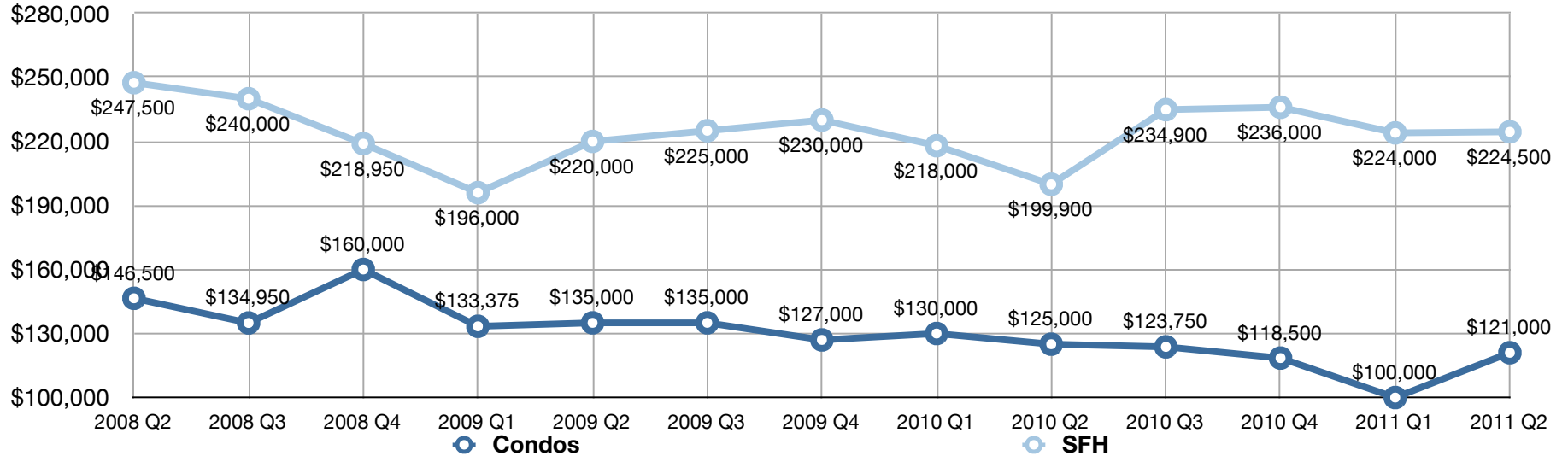
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Median SP	\$218,000	\$199,900	\$230,000	\$236,000	\$224,000	\$224,500
Average SP	\$385,899	\$309,805	\$301,930	\$330,206	\$342,515	\$320,594

### Number Sold by Month - 2010/2011



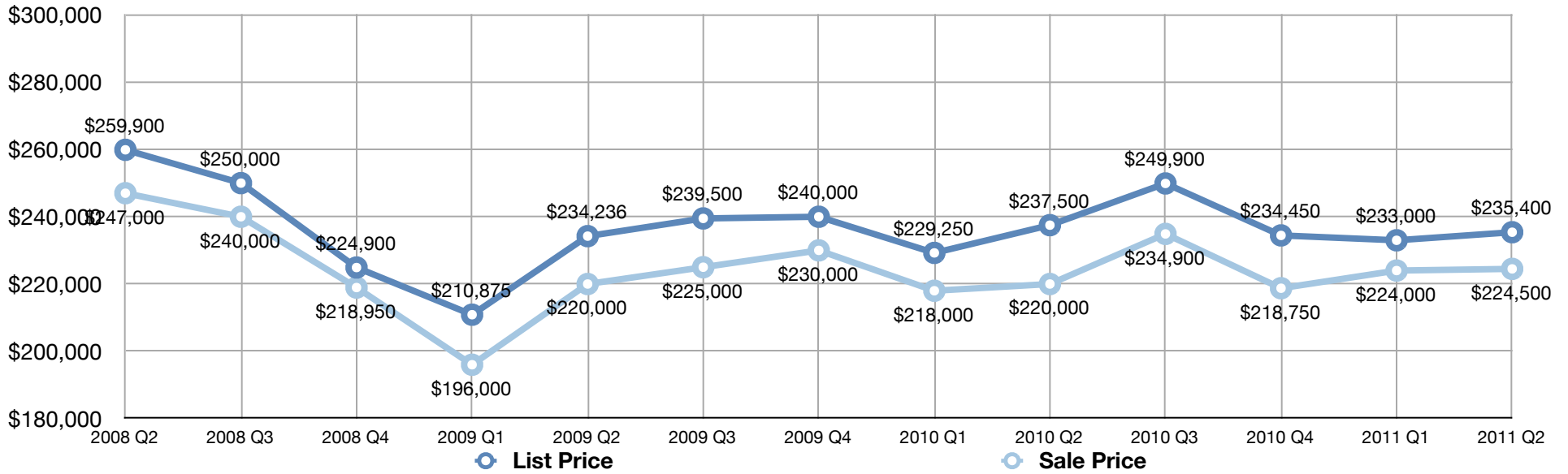
	2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos		25	13	30	11	8	9	13	14	14	7	8	14	15	14	22
SFH		106	106	165	81	98	108	92	87	100	71	74	84	88	110	148

### Median Sale Price by Quarter



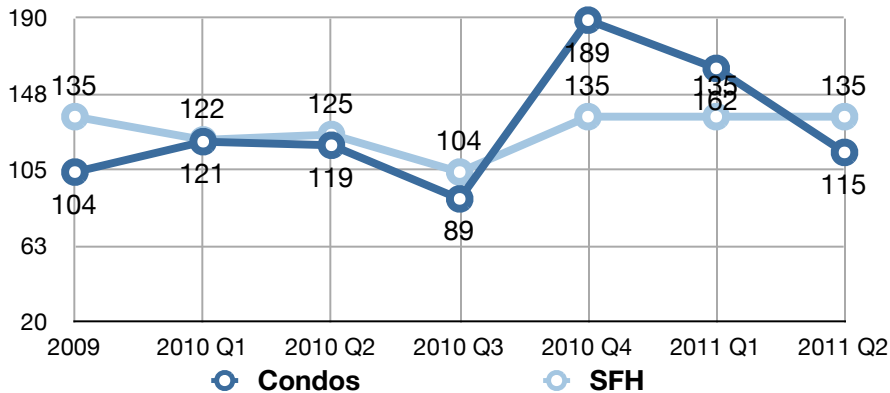
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condo	\$146,500	\$134,950	\$160,000	\$133,375	\$135,000	\$135,000	\$127,000	\$130,000	\$125,000	\$123,750	\$118,500	\$100,000	\$121,000
SFH	\$247,500	\$240,000	\$218,950	\$196,000	\$220,000	\$225,000	\$230,000	\$218,000	\$199,900	\$234,900	\$236,000	\$224,000	\$224,500

### Average List Price vs. Sale Price by Quarter - SFH



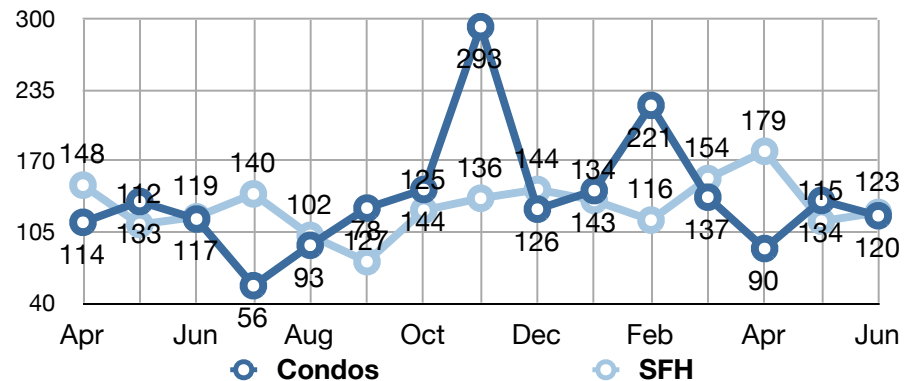
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$259,900	\$250,000	\$224,900	\$210,875	\$234,236	\$239,500	\$240,000	\$229,250	\$237,500	\$249,900	\$234,450	\$233,000	\$235,400
Sale Price	\$247,000	\$240,000	\$218,950	\$196,000	\$220,000	\$225,000	\$230,000	\$218,000	\$220,000	\$234,900	\$218,750	\$224,000	\$224,500

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condos	104	121	119	89	189	162	115
SFH	135	122	125	104	135	135	135

### Average Days on Market by Month - 2010/2011



Year	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
2010	114	133	117	56	93	127	144	136	144	143	116	154	179	115	120
2011	148	112	119	140	102	78	125	293	126	134	221	137	90	134	123

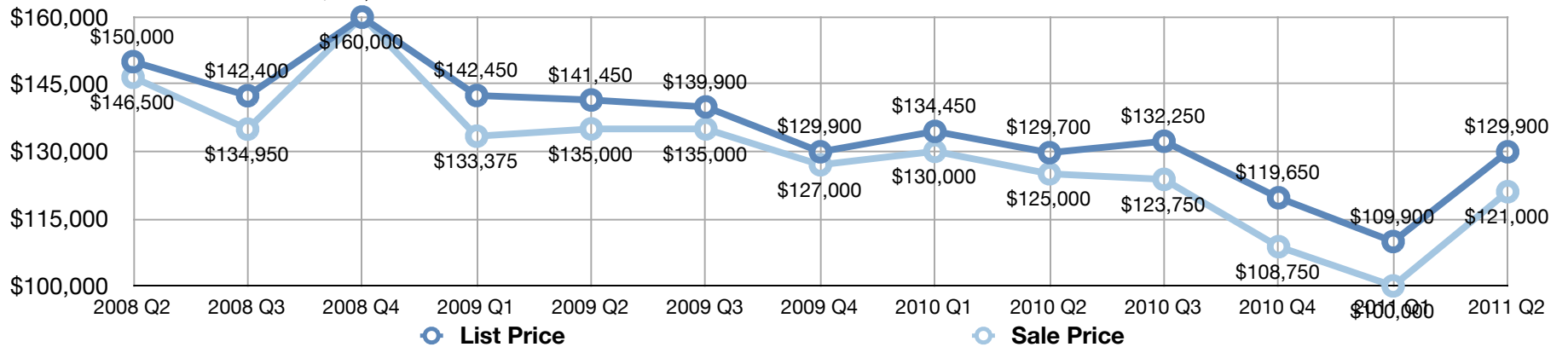


### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
<b>Hartford County</b>	3,110	3,340	7%	3,181	(-5%)	2,816	(-12%)	1,929	(-32%)	1,879	(-3%)	1,694	(-10%)
\$ Volume (in millions)	\$512	\$620	21%	\$629	1%	\$562	(-11%)	\$372	(-34%)	\$345	(-7%)	\$318	(-8%)
<b>Litchfield County</b>	273	304	11%	272	(-11%)	249	(-9%)	173	(-31%)	192	11%	170	(-11%)
\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
<b>Middlesex County</b>	588	673	14%	602	(-11%)	521	(-13%)	384	(-26%)	345	(-10%)	287	(-17%)
\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
<b>New Haven County</b>	2,931	3,165	8%	3,016	(-5%)	2,466	(-18%)	1,690	(-32%)	1,653	(-2%)	1,611	(-3%)
\$ Volume (in millions)	\$459	\$557	21%	\$570	2%	\$484	(-15%)	\$327	(-32%)	\$285	(-13%)	\$278	(-2%)
<b>New London County</b>	655	720	10%	768	7%	545	(-29%)	362	(-34%)	336	(-7%)	285	(-15%)
\$ Volume (in millions)	\$104	\$134	29%	\$158	18%	\$113	(-29%)	\$74	(-35%)	\$59	(-20%)	\$58	(-2%)
<b>Tolland County</b>	326	309	(-5%)	365	18%	316	(-13%)	213	(-33%)	212	0%	159	(-25%)
\$ Volume (in millions)	\$47	\$50	6%	\$67	34%	\$57	(-15%)	\$38	(-33%)	\$35	(-8%)	\$25	(-29%)
<b>Windham County</b>	113	161	42%	131	(-19%)	102	(-22%)	69	(-32%)	71	3%	55	(-23%)
\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

NOTE: Fairfield County statistics drawn from public records data. All other statistics drawn from the Connecticut Multiple Listing Service, Inc.

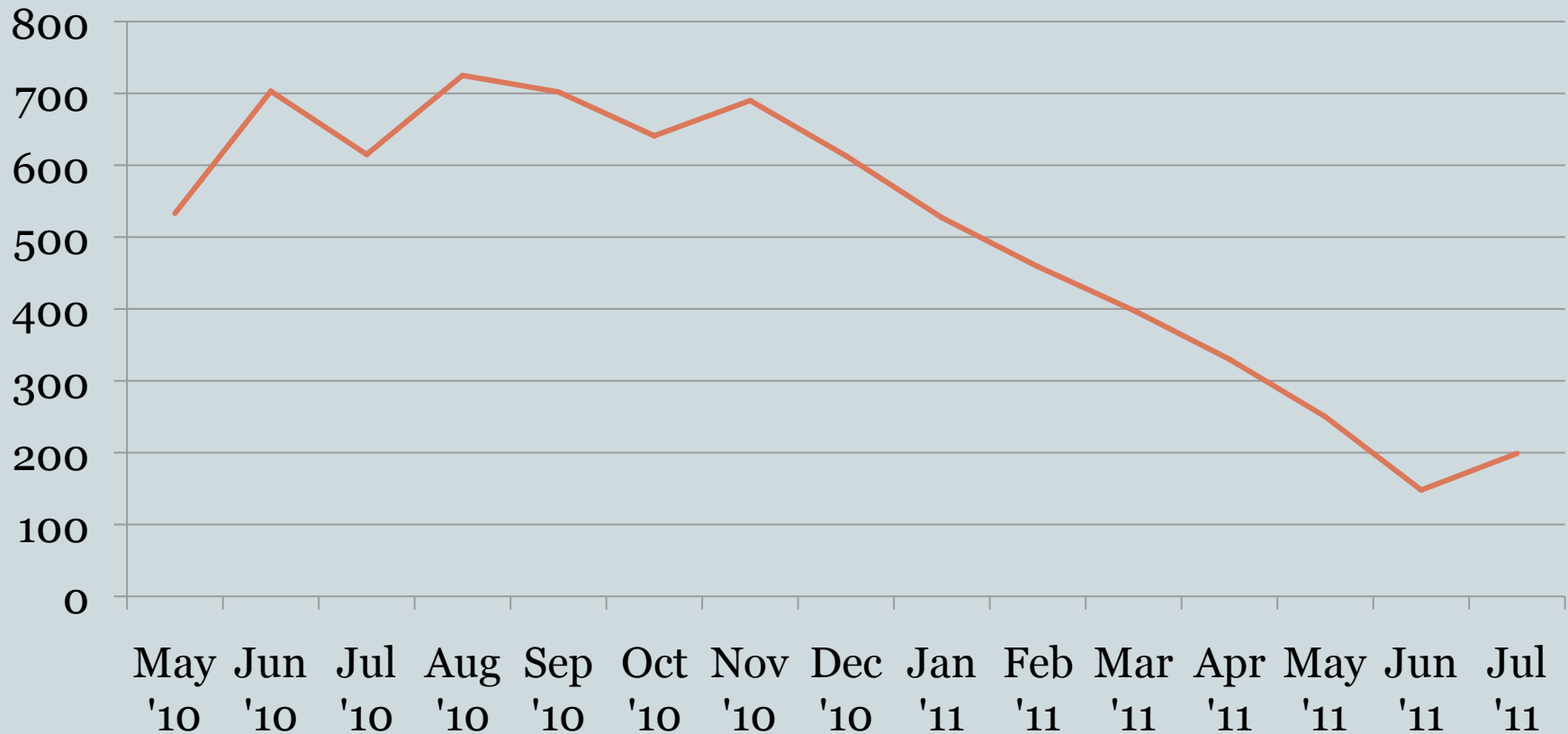
### Median List Price vs. Median Sale Price by Quarter - Condo



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$150,000	\$142,400	\$159,900	\$142,450	\$141,450	\$139,900	\$129,900	\$134,450	\$129,700	\$132,250	\$119,650	\$109,900	\$129,900
Sale Price	\$146,500	\$134,950	\$160,000	\$133,375	\$135,000	\$135,000	\$127,000	\$130,000	\$125,000	\$123,750	\$108,750	\$100,000	\$121,000



## 2010/2011 Pre-Foreclosures, Auctions, REOs



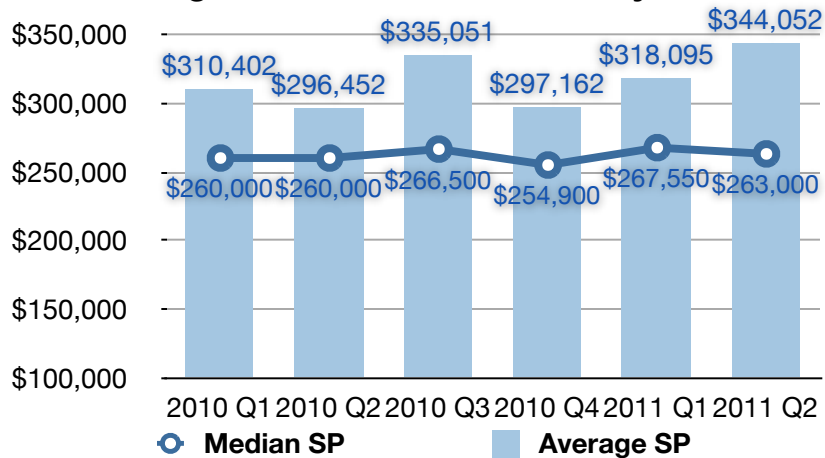
## Middlesex County - Statistics

### Single Family Home Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	12,405	11,332	(-9%)	8,858	(-22%)	8,187	(-8%)	5,627	(-31%)	4,380	(-22%)	5,170	18%
\$ Volume (in millions)	\$9,172	\$9,223	1%	\$7,425	(-19%)	\$7,996	8%	\$4,637	(-42%)	\$3,565	(-23%)	\$4,551	28%
<b>Hartford County</b>	9,038	9,025	0%	8,168	(-9%)	7,406	(-9%)	6,077	(-18%)	6,180	2%	5,708	(-8%)
\$ Volume (in millions)	\$2,413	\$2,637	9%	\$2,447	(-7%)	\$2,280	(-7%)	\$1,790	(-21%)	\$1,625	(-9%)	\$1,541	(-5%)
<b>Litchfield County</b>	1,706	1,800	6%	1,570	(-13%)	1,449	(-8%)	1,178	(-19%)	1,170	(-1%)	1,184	1%
\$ Volume (in millions)	\$538	\$634	18%	\$574	(-9%)	\$539	(-6%)	\$410	(-24%)	\$337	(-18%)	\$398	18%
<b>Middlesex County</b>	2,304	2,196	(-5%)	1,937	(-12%)	1,800	(-7%)	1,286	(-29%)	1,312	2%	1,278	(-3%)
\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
\$ Volume (in millions)	\$2,156	\$2,485	15%	\$2,303	(-7%)	\$2,050	(-11%)	\$1,530	(-25%)	\$1,368	(-11%)	\$1,303	(-5%)
<b>New London County</b>	3,620	3,410	(-6%)	3,262	(-4%)	2,573	(-21%)	1,864	(-28%)	1,985	6%	2,022	2%
\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
\$ Volume (in millions)	\$423	\$489	16%	\$467	(-4%)	\$378	(-19%)	\$271	(-28%)	\$272	0%	\$233	(-14%)
<b>Windham County</b>	1,709	1,714	0%	1,512	(-12%)	998	(-34%)	861	(-14%)	967	12%	894	(-8%)
\$ Volume (in millions)	\$359	\$408	14%	\$362	(-11%)	\$243	(-33%)	\$182	(-25%)	\$178	(-2%)	\$159	(-11%)

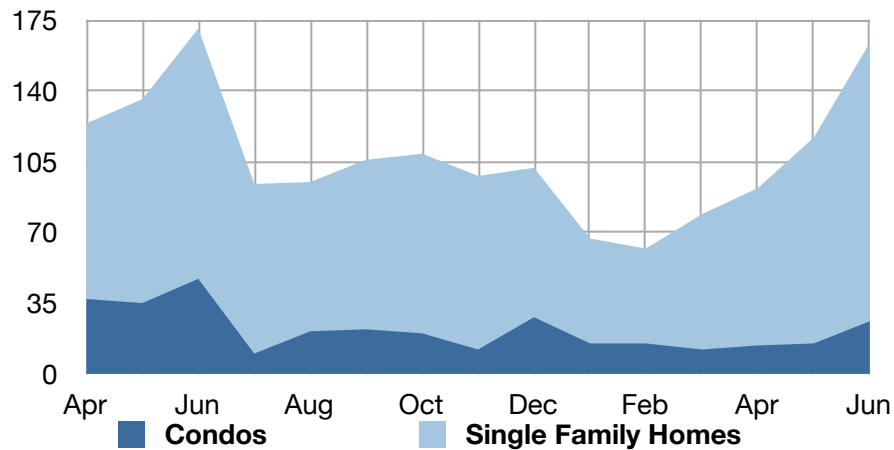
\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the Connecticut Multiple Listings Service, Inc.

**Average vs. Median Sale Price by Quarter - SFH**



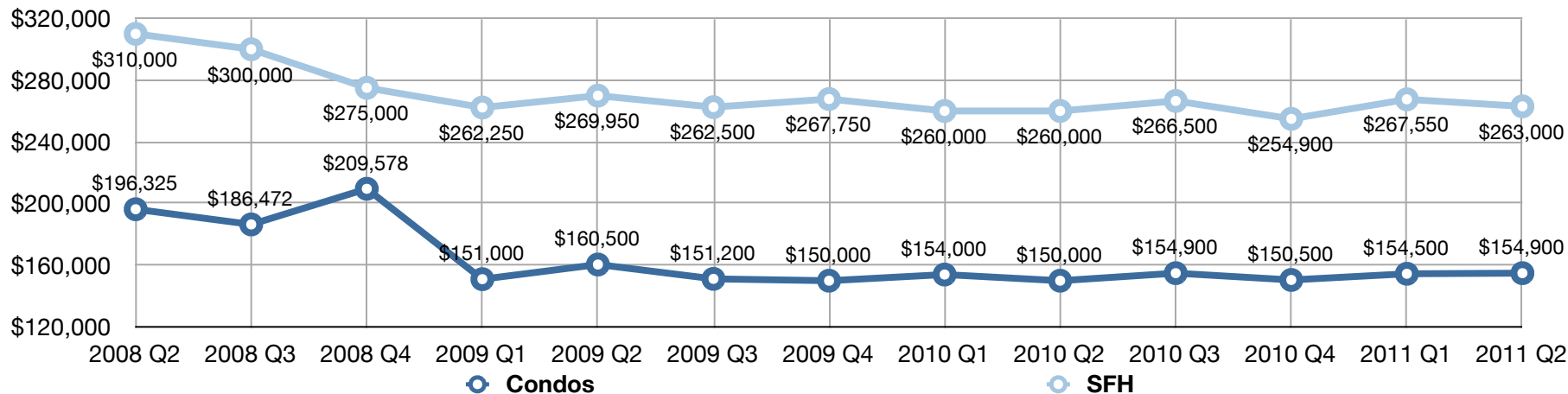
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Median SP</b>	\$260,000	\$260,000	\$266,500	\$254,900	\$267,550	\$263,000
<b>Average SP</b>	\$310,402	\$296,452	\$335,051	\$297,162	\$318,095	\$344,052

**Number Sold by Month - 2010/2011**



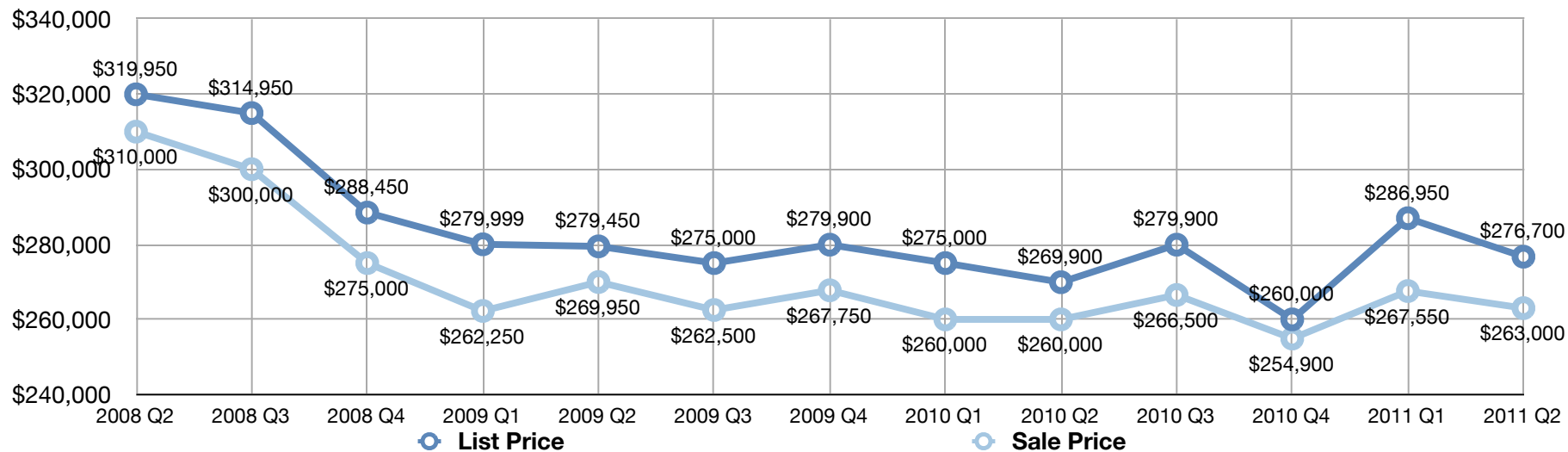
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
<b>Condo</b>	37	35	47	10	21	22	20	12	28	15	15	12	14	15	26
<b>SFH</b>	124	136	171	94	95	106	109	98	102	67	62	79	92	117	164

**Median Sale Price by Quarter**



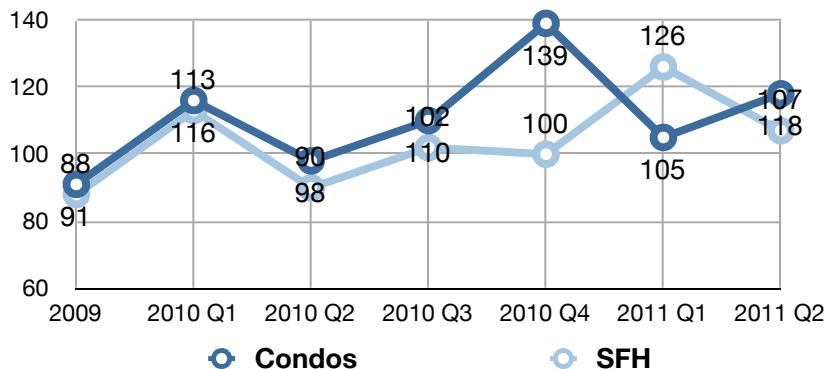
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Condo</b>	\$196,325	\$186,472	\$209,578	\$151,000	\$160,500	\$151,200	\$150,000	\$154,000	\$150,000	\$154,900	\$150,500	\$154,500	\$154,900
<b>SFH</b>	\$310,000	\$300,000	\$275,000	\$262,250	\$269,950	\$262,500	\$267,750	\$260,000	\$260,000	\$266,500	\$254,900	\$267,550	\$263,000

### List Price vs. Sale Price by Quarter



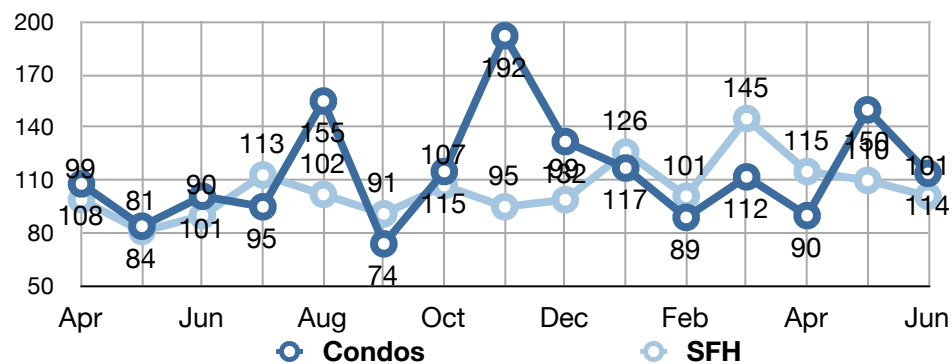
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$319,950	\$314,950	\$288,450	\$279,999	\$279,450	\$275,000	\$279,900	\$275,000	\$269,900	\$279,900	\$260,000	\$286,950	\$276,700
Sale Price	\$310,000	\$300,000	\$275,000	\$262,250	\$269,950	\$262,500	\$267,750	\$260,000	\$260,000	\$266,500	\$254,900	\$267,550	\$263,000

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condos	91	116	98	110	139	105	118
SFH	88	113	90	102	100	126	107

### Average Days on Market by Month - 2010/2011



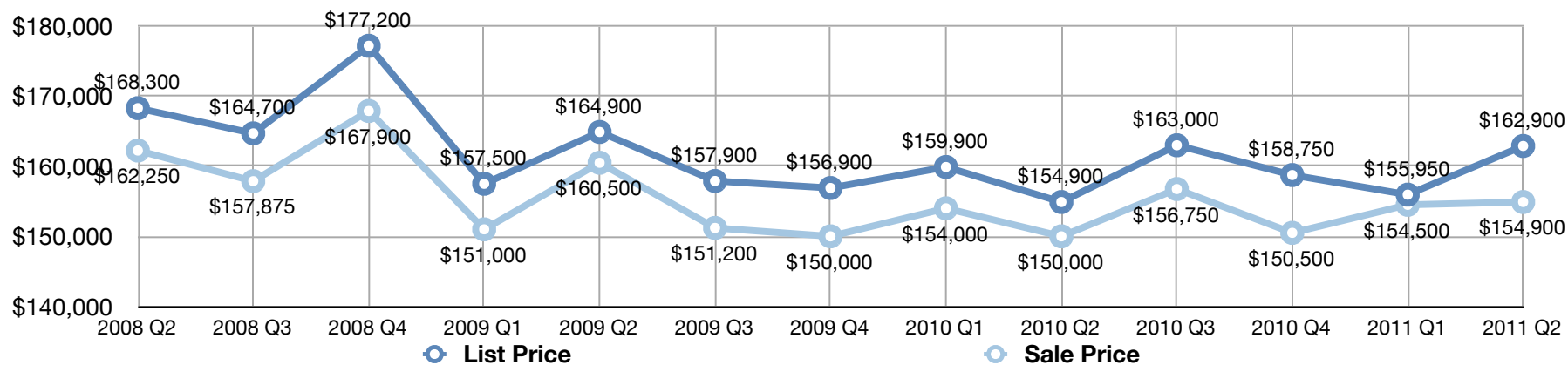
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	108	84	101	95	155	74	115	192	132	117	89	112	90	150	114
SFH	99	81	90	113	102	91	107	95	99	126	101	145	115	110	101

### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
<b>Hartford County</b>	3,110	3,340	7%	3,181	(-5%)	2,816	(-12%)	1,929	(-32%)	1,879	(-3%)	1,694	(-10%)
\$ Volume (in millions)	\$512	\$620	21%	\$629	1%	\$562	(-11%)	\$372	(-34%)	\$345	(-7%)	\$318	(-8%)
<b>Litchfield County</b>	273	304	11%	272	(-11%)	249	(-9%)	173	(-31%)	192	11%	170	(-11%)
\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
<b>Middlesex County</b>	588	673	14%	602	(-11%)	521	(-13%)	384	(-26%)	345	(-10%)	287	(-17%)
\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
<b>New Haven County</b>	2,931	3,165	8%	3,016	(-5%)	2,466	(-18%)	1,690	(-32%)	1,653	(-2%)	1,611	(-3%)
\$ Volume (in millions)	\$459	\$557	21%	\$570	2%	\$484	(-15%)	\$327	(-32%)	\$285	(-13%)	\$278	(-2%)
<b>New London County</b>	655	720	10%	768	7%	545	(-29%)	362	(-34%)	336	(-7%)	285	(-15%)
\$ Volume (in millions)	\$104	\$134	29%	\$158	18%	\$113	(-29%)	\$74	(-35%)	\$59	(-20%)	\$58	(-2%)
<b>Tolland County</b>	326	309	(-5%)	365	18%	316	(-13%)	213	(-33%)	212	0%	159	(-25%)
\$ Volume (in millions)	\$47	\$50	6%	\$67	34%	\$57	(-15%)	\$38	(-33%)	\$35	(-8%)	\$25	(-29%)
<b>Windham County</b>	113	161	42%	131	(-19%)	102	(-22%)	69	(-32%)	71	3%	55	(-23%)
\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

NOTE: Fairfield County statistics drawn from public records data. All other statistics drawn from the Connecticut Multiple Listing Service, Inc.

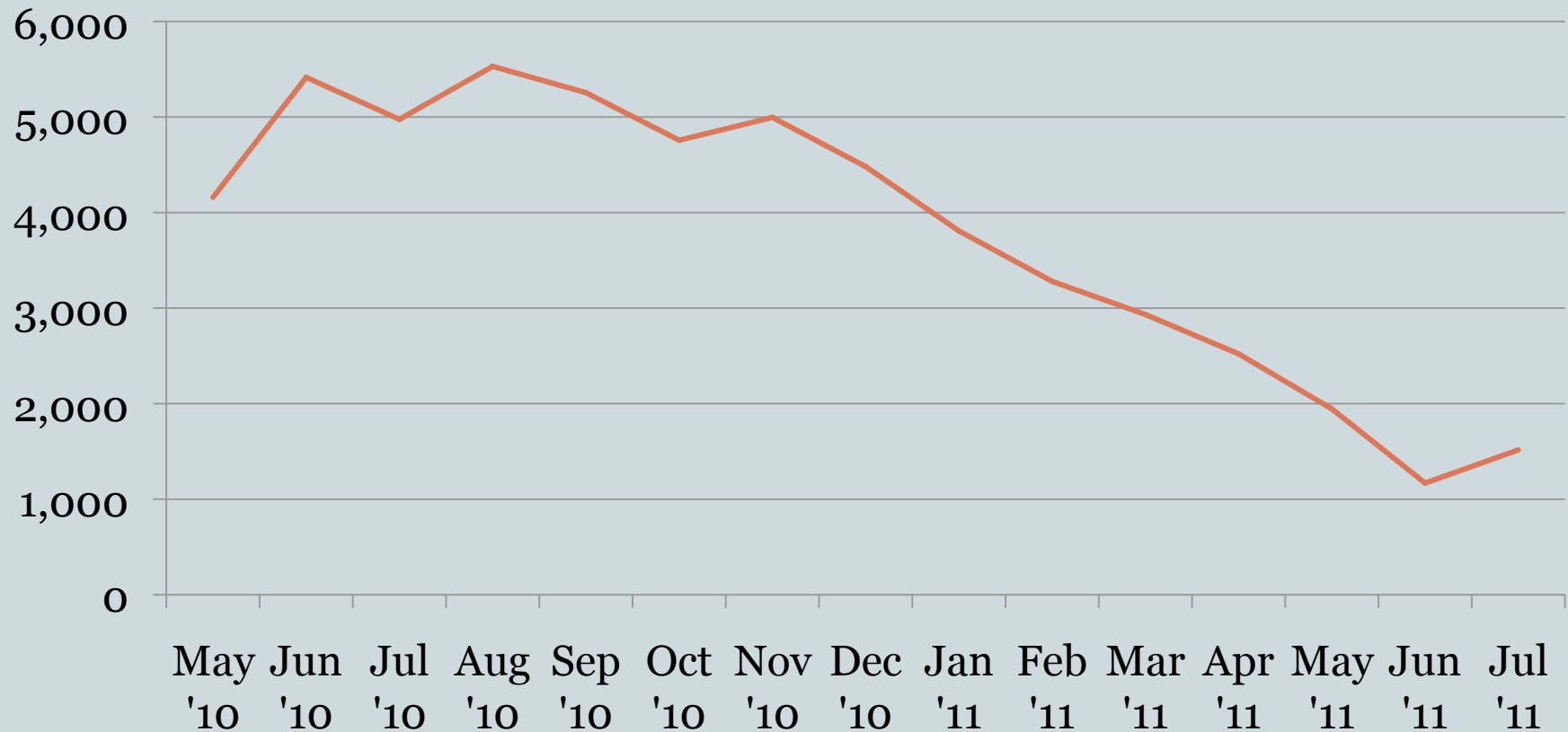
### Median List Price vs. Median Sale Price - Condo



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>List Price</b>	\$168,300	\$164,700	\$177,200	\$157,500	\$164,900	\$157,900	\$156,900	\$159,900	\$154,900	\$163,000	\$158,750	\$155,950	\$162,900
<b>Sale</b>	\$162,250	\$157,875	\$167,900	\$151,000	\$160,500	\$151,200	\$150,000	\$154,000	\$150,000	\$156,750	\$150,500	\$154,500	\$154,900



## 2010/2011 Pre-Foreclosures, Auctions, REOs



## New Haven County - Statistics

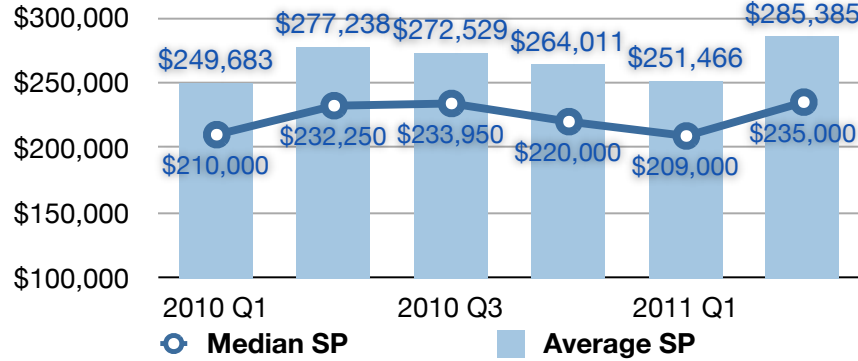
### Single Family Home Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	12,405	11,332	(-9%)	8,858	(-22%)	8,187	(-8%)	5,627	(-31%)	4,380	(-22%)	5,170	18%
\$ Volume (in millions)	\$9,172	\$9,223	1%	\$7,425	(-19%)	\$7,996	8%	\$4,637	(-42%)	\$3,565	(-23%)	\$4,551	28%
<b>Hartford County</b>	9,038	9,025	0%	8,168	(-9%)	7,406	(-9%)	6,077	(-18%)	6,180	2%	5,708	(-8%)
\$ Volume (in millions)	\$2,413	\$2,637	9%	\$2,447	(-7%)	\$2,280	(-7%)	\$1,790	(-21%)	\$1,625	(-9%)	\$1,541	(-5%)
<b>Litchfield County</b>	1,706	1,800	6%	1,570	(-13%)	1,449	(-8%)	1,178	(-19%)	1,170	(-1%)	1,184	1%
\$ Volume (in millions)	\$538	\$634	18%	\$574	(-9%)	\$539	(-6%)	\$410	(-24%)	\$337	(-18%)	\$398	18%
<b>Middlesex County</b>	2,304	2,196	(-5%)	1,937	(-12%)	1,800	(-7%)	1,286	(-29%)	1,312	2%	1,278	(-3%)
\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
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\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
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\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the Connecticut Multiple Listing Service, Inc.

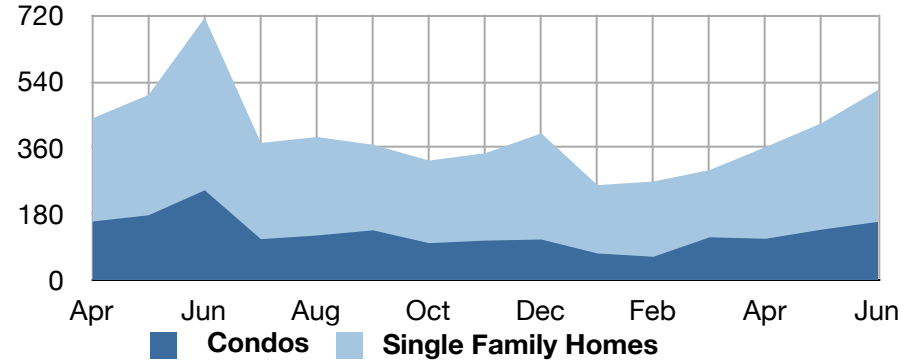


**Average vs. Median Sale Price by Quarter - SFH**



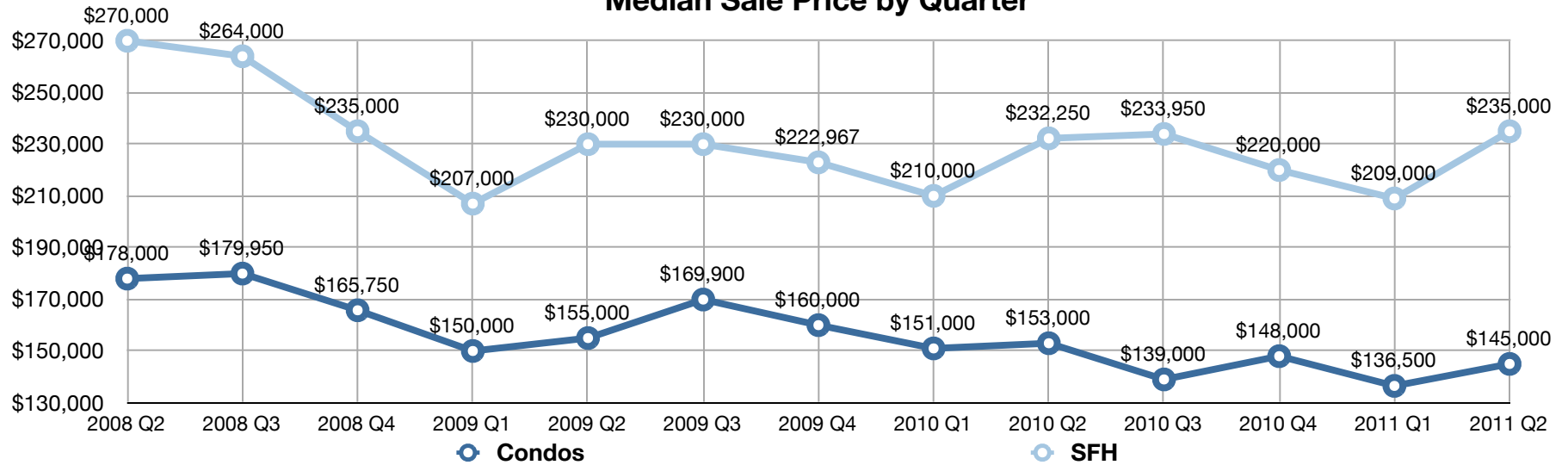
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Median SP</b>	\$210,000	\$232,250	\$233,950	\$220,000	\$209,000	\$235,000
<b>Average SP</b>	\$249,683	\$277,238	\$272,529	\$264,011	\$251,466	\$285,385

**Number Sold by Month - 2010/2011**



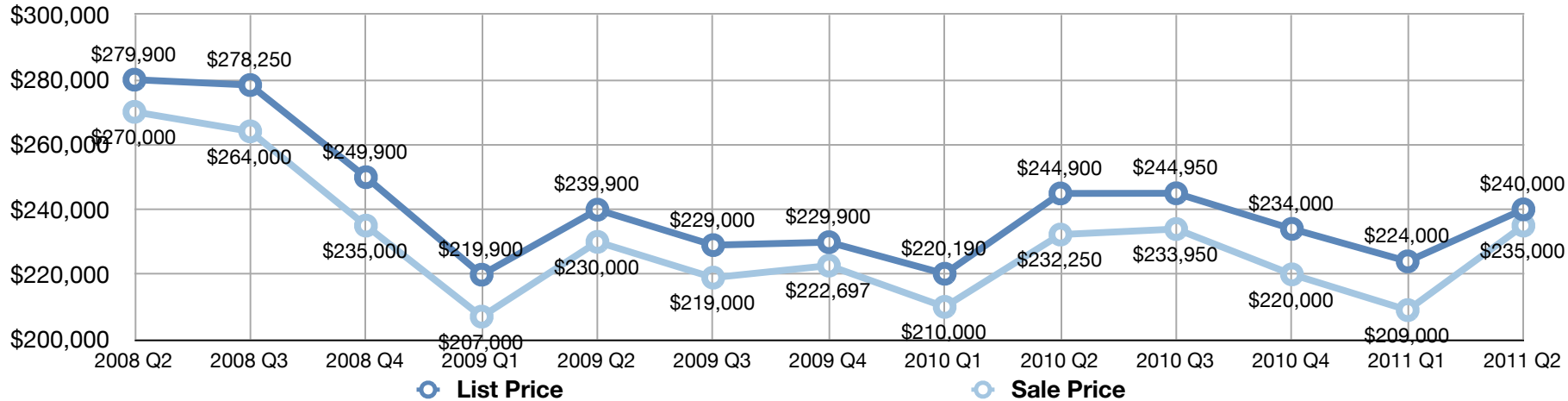
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
<b>Condos</b>	159	176	244	111	121	135	100	107	110	72	63	116	112	137	158
<b>SFH</b>	440	504	714	373	389	368	325	345	399	258	268	299	362	427	517

**Median Sale Price by Quarter**



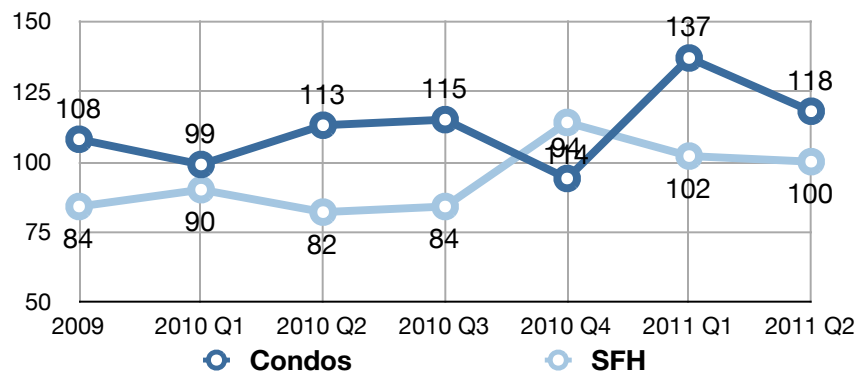
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Condo</b>	\$178,000	\$179,950	\$165,750	\$150,000	\$155,000	\$169,900	\$160,000	\$151,000	\$153,000	\$139,000	\$148,000	\$136,500	\$145,000
<b>SFH</b>	\$270,000	\$264,000	\$235,000	\$207,000	\$230,000	\$230,000	\$222,967	\$210,000	\$232,250	\$233,950	\$220,000	\$209,000	\$235,000

### List Price vs. Sale Price by Quarter - SFH



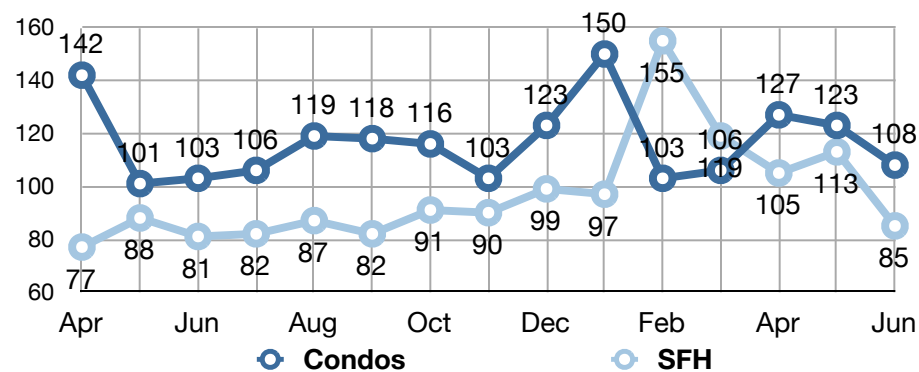
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$279,900	\$278,250	\$249,900	\$219,900	\$239,900	\$229,000	\$229,900	\$220,190	\$244,900	\$244,950	\$234,000	\$224,000	\$240,000
Sale Price	\$270,000	\$264,000	\$235,000	\$207,000	\$230,000	\$219,000	\$222,697	\$210,000	\$232,250	\$233,950	\$220,000	\$209,000	\$235,000

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condos	108	99	113	115	94	137	118
SFH	84	90	82	84	114	102	100

### Average Days on Market by Month - 2010/2011



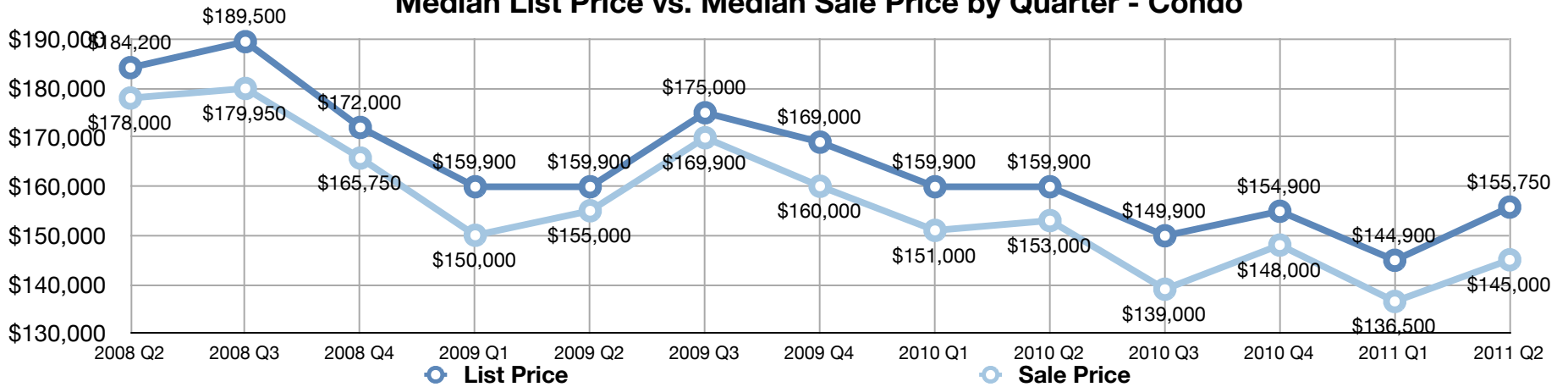
	2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	142	101	103	106	119	118	116	103	123	150	103	106	127	123	108	
SFH	77	88	81	82	87	82	91	90	99	97	155	119	105	113	85	

### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
<b>Hartford County</b>	3,110	3,340	7%	3,181	(-5%)	2,816	(-12%)	1,929	(-32%)	1,879	(-3%)	1,694	(-10%)
\$ Volume (in millions)	\$512	\$620	21%	\$629	1%	\$562	(-11%)	\$372	(-34%)	\$345	(-7%)	\$318	(-8%)
<b>Litchfield County</b>	273	304	11%	272	(-11%)	249	(-9%)	173	(-31%)	192	11%	170	(-11%)
\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
<b>Middlesex County</b>	588	673	14%	602	(-11%)	521	(-13%)	384	(-26%)	345	(-10%)	287	(-17%)
\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
<b>New Haven County</b>	2,931	3,165	8%	3,016	(-5%)	2,466	(-18%)	1,690	(-32%)	1,653	(-2%)	1,611	(-3%)
\$ Volume (in millions)	\$459	\$557	21%	\$570	2%	\$484	(-15%)	\$327	(-32%)	\$285	(-13%)	\$278	(-2%)
<b>New London County</b>	655	720	10%	768	7%	545	(-29%)	362	(-34%)	336	(-7%)	285	(-15%)
\$ Volume (in millions)	\$104	\$134	29%	\$158	18%	\$113	(-29%)	\$74	(-35%)	\$59	(-20%)	\$58	(-2%)
<b>Tolland County</b>	326	309	(-5%)	365	18%	316	(-13%)	213	(-33%)	212	0%	159	(-25%)
\$ Volume (in millions)	\$47	\$50	6%	\$67	34%	\$57	(-15%)	\$38	(-33%)	\$35	(-8%)	\$25	(-29%)
<b>Windham County</b>	113	161	42%	131	(-19%)	102	(-22%)	69	(-32%)	71	3%	55	(-23%)
\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

NOTE: Fairfield County statistics drawn from public records data. All other statistics drawn from the Connecticut Multiple Listing Service, Inc.

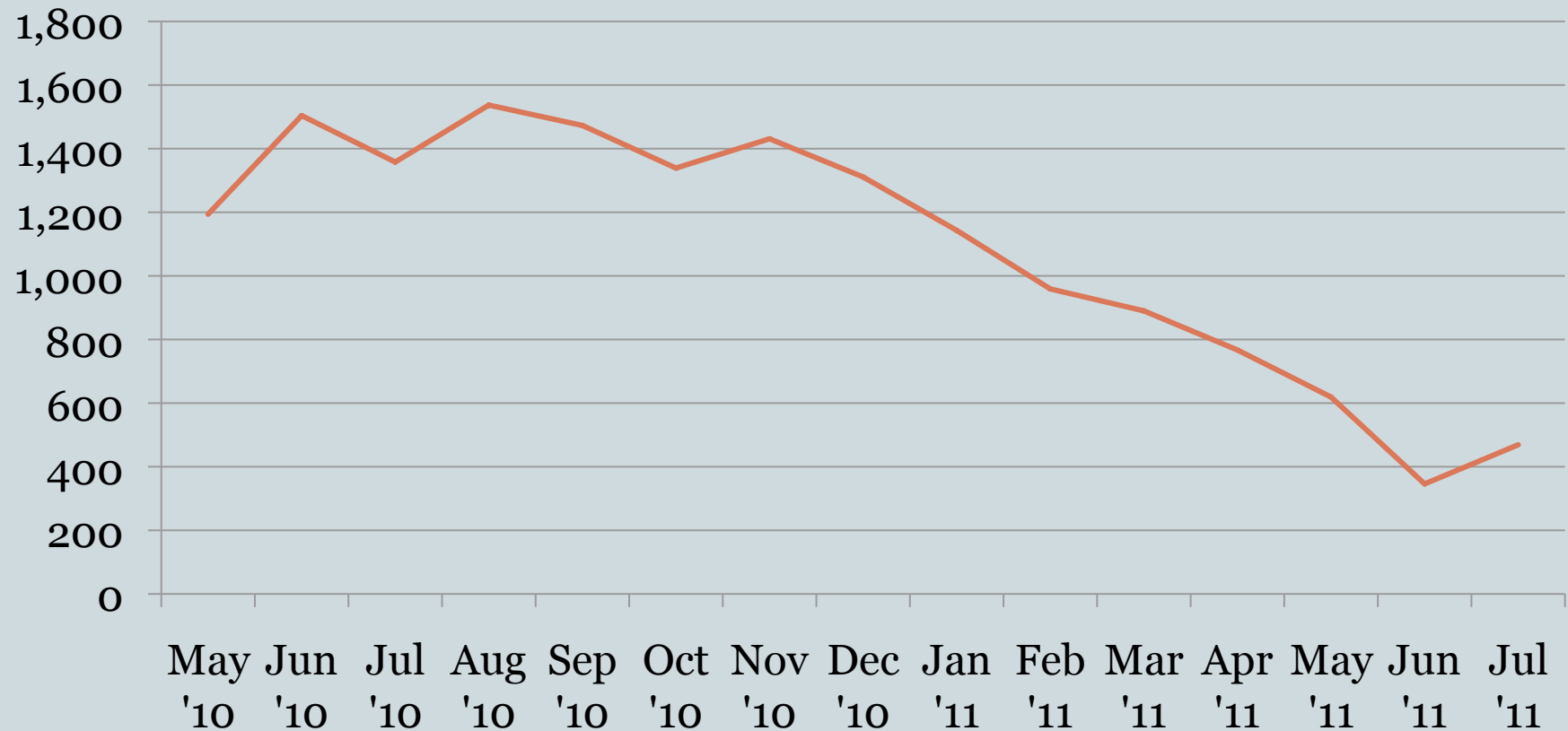
### Median List Price vs. Median Sale Price by Quarter - Condo



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$184,200	\$189,500	\$172,000	\$159,900	\$159,900	\$175,000	\$169,000	\$159,900	\$159,900	\$149,900	\$154,900	\$144,900	\$155,750
Sale Price	\$178,000	\$179,950	\$165,750	\$150,000	\$155,000	\$169,900	\$160,000	\$151,000	\$153,000	\$139,000	\$148,000	\$136,500	\$145,000



## 2010/2011 Pre-Foreclosures, Auctions, REOs



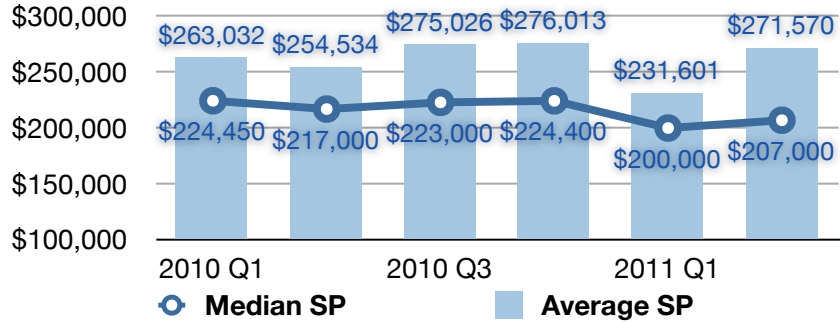
## New London County - Statistics

### Single Family Home Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	12,405	11,332	(-9%)	8,858	(-22%)	8,187	(-8%)	5,627	(-31%)	4,380	(-22%)	5,170	18%
\$ Volume (in millions)	\$9,172	\$9,223	1%	\$7,425	(-19%)	\$7,996	8%	\$4,637	(-42%)	\$3,565	(-23%)	\$4,551	28%
<b>Hartford County</b>	9,038	9,025	0%	8,168	(-9%)	7,406	(-9%)	6,077	(-18%)	6,180	2%	5,708	(-8%)
\$ Volume (in millions)	\$2,413	\$2,637	9%	\$2,447	(-7%)	\$2,280	(-7%)	\$1,790	(-21%)	\$1,625	(-9%)	\$1,541	(-5%)
<b>Litchfield County</b>	1,706	1,800	6%	1,570	(-13%)	1,449	(-8%)	1,178	(-19%)	1,170	(-1%)	1,184	1%
\$ Volume (in millions)	\$538	\$634	18%	\$574	(-9%)	\$539	(-6%)	\$410	(-24%)	\$337	(-18%)	\$398	18%
<b>Middlesex County</b>	2,304	2,196	(-5%)	1,937	(-12%)	1,800	(-7%)	1,286	(-29%)	1,312	2%	1,278	(-3%)
\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
\$ Volume (in millions)	\$2,156	\$2,485	15%	\$2,303	(-7%)	\$2,050	(-11%)	\$1,530	(-25%)	\$1,368	(-11%)	\$1,303	(-5%)
<b>New London County</b>	3,620	3,410	(-6%)	3,262	(-4%)	2,573	(-21%)	1,864	(-28%)	1,985	6%	2,022	2%
\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
\$ Volume (in millions)	\$423	\$489	16%	\$467	(-4%)	\$378	(-19%)	\$271	(-28%)	\$272	0%	\$233	(-14%)
<b>Windham County</b>	1,709	1,714	0%	1,512	(-12%)	998	(-34%)	861	(-14%)	967	12%	894	(-8%)
\$ Volume (in millions)	\$359	\$408	14%	\$362	(-11%)	\$243	(-33%)	\$182	(-25%)	\$178	(-2%)	\$159	(-11%)

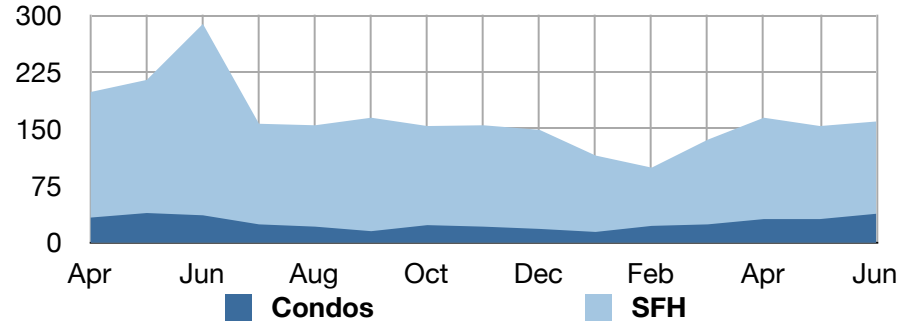
\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the Connecticut Multiple Listing Service, Inc.

**Average vs. Median Sale Price by Quarter - SFH**



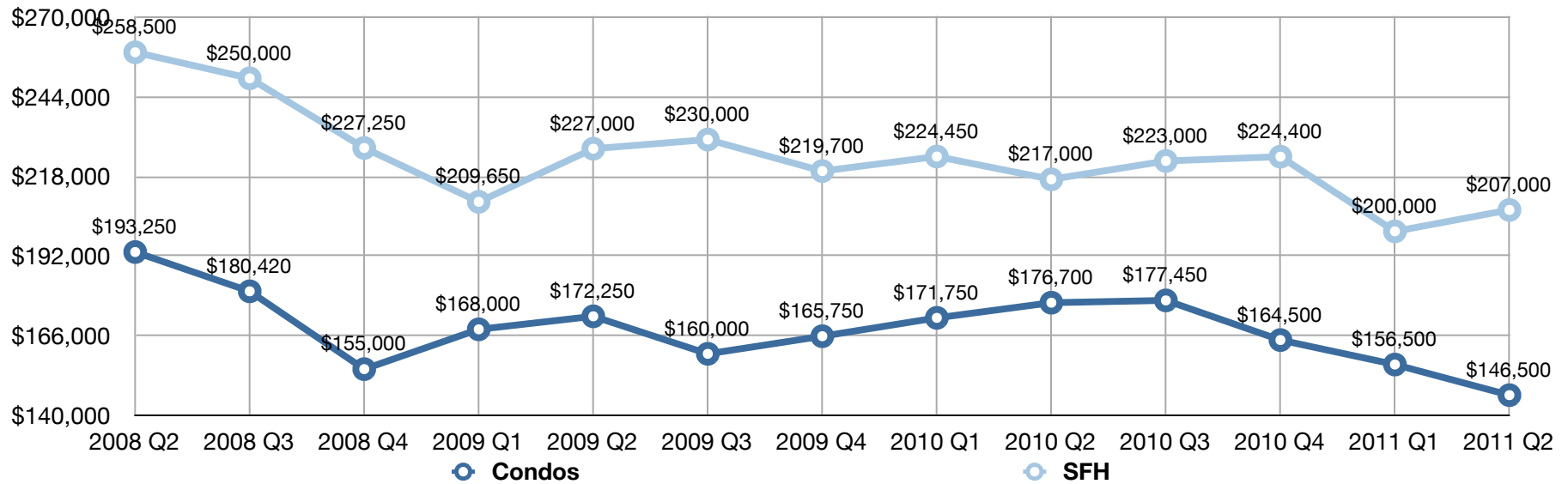
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Median SP	\$224,450	\$217,000	\$223,000	\$224,400	\$200,000	\$207,000
Average SP	\$263,032	\$254,534	\$275,026	\$276,013	\$231,601	\$271,570

**Number Sold by Month - 2010/2011**



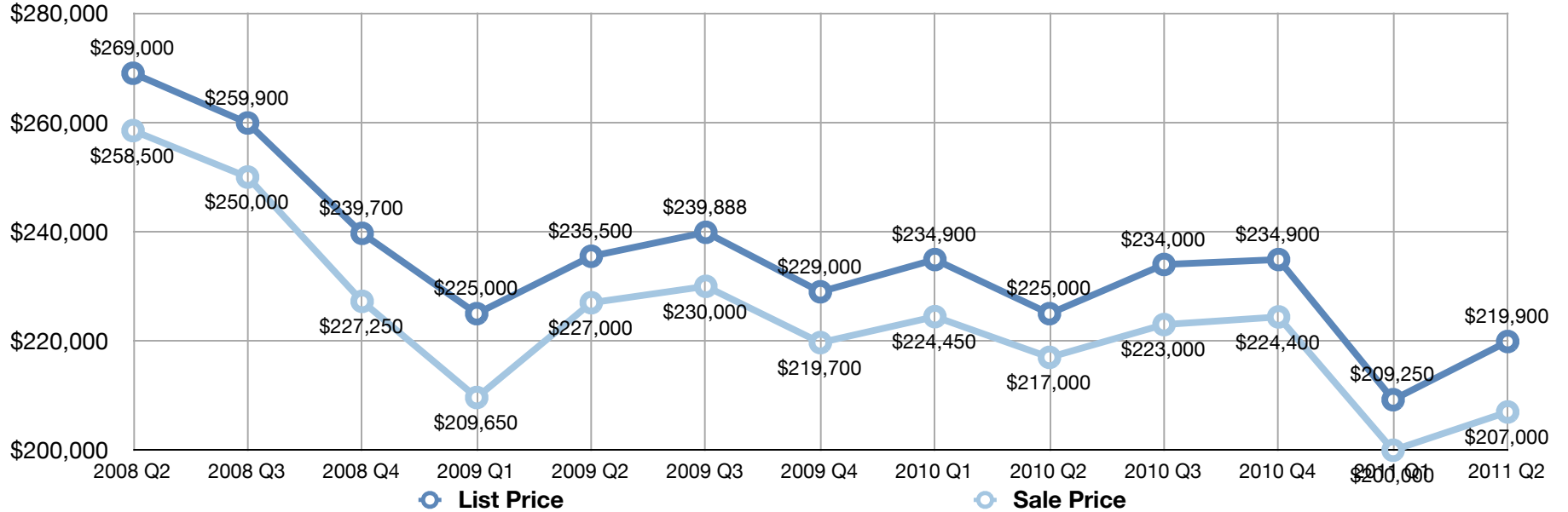
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	33	39	36	24	21	15	23	21	18	14	22	24	31	31	38
SFH	199	215	289	157	155	165	154	155	149	115	99	136	165	154	160

**Median Sale Price by Quarter**



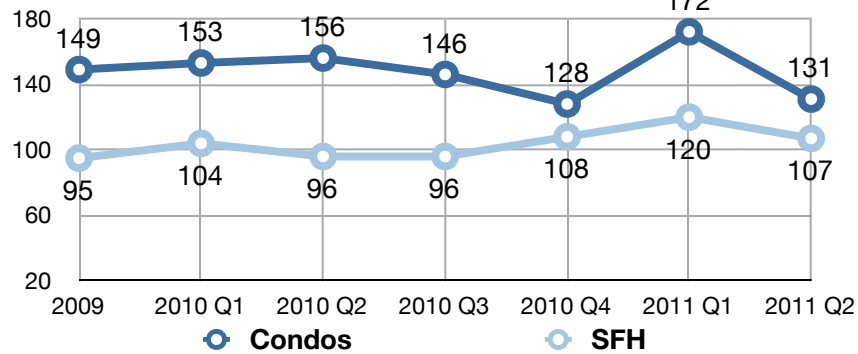
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condo	\$193,250	\$180,420	\$155,000	\$168,000	\$172,250	\$160,000	\$165,750	\$171,750	\$176,700	\$177,450	\$164,500	\$156,500	\$146,500
SFH	\$258,500	\$250,000	\$227,250	\$209,650	\$227,000	\$230,000	\$219,700	\$224,450	\$217,000	\$223,000	\$224,400	\$200,000	\$207,000

### Median List Price vs. Median Sale Price by Quarter - SFH



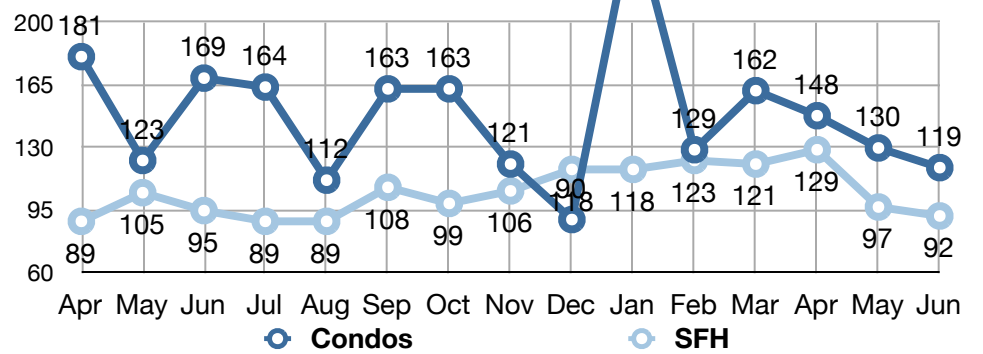
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$269,000	\$259,900	\$239,700	\$225,000	\$235,500	\$239,888	\$229,000	\$234,900	\$225,000	\$234,000	\$234,900	\$209,250	\$219,900
Sale Price	\$258,500	\$250,000	\$227,250	\$209,650	\$227,000	\$230,000	\$219,700	\$224,450	\$217,000	\$223,000	\$224,400	\$200,000	\$207,000

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condos	149	153	156	146	128	172	131
SFH	95	104	96	96	108	120	107

### Average Days on Market by Month - 2010/2011



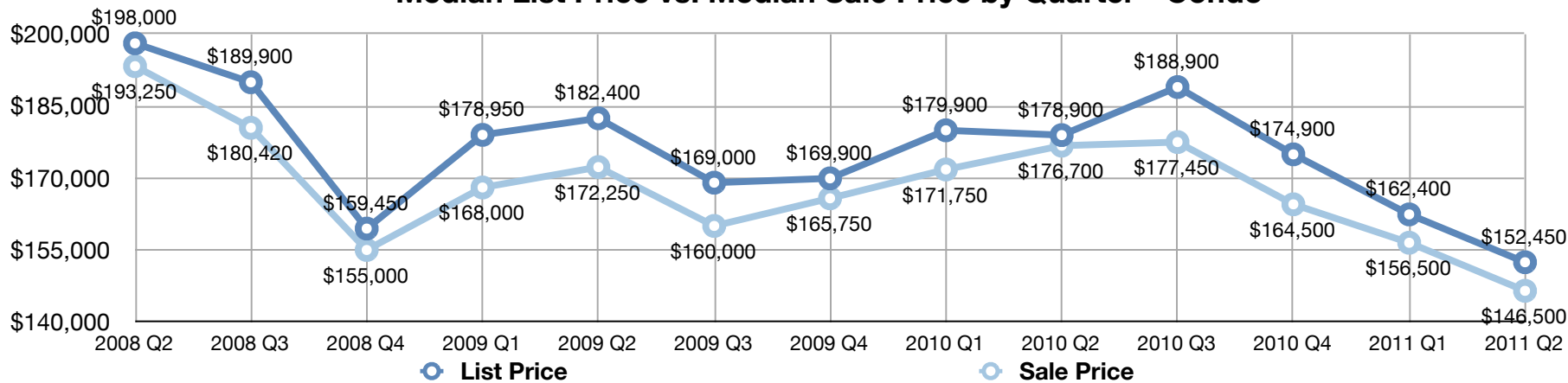
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	181	123	169	164	112	163	163	121	90	259	129	162	148	130	119
SFH	89	105	95	89	89	108	99	106	118	118	123	121	129	97	92

### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
<b>Hartford County</b>	3,110	3,340	7%	3,181	(-5%)	2,816	(-12%)	1,929	(-32%)	1,879	(-3%)	1,694	(-10%)
\$ Volume (in millions)	\$512	\$620	21%	\$629	1%	\$562	(-11%)	\$372	(-34%)	\$345	(-7%)	\$318	(-8%)
<b>Litchfield County</b>	273	304	11%	272	(-11%)	249	(-9%)	173	(-31%)	192	11%	170	(-11%)
\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
<b>Middlesex County</b>	588	673	14%	602	(-11%)	521	(-13%)	384	(-26%)	345	(-10%)	287	(-17%)
\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
<b>New Haven County</b>	2,931	3,165	8%	3,016	(-5%)	2,466	(-18%)	1,690	(-32%)	1,653	(-2%)	1,611	(-3%)
\$ Volume (in millions)	\$459	\$557	21%	\$570	2%	\$484	(-15%)	\$327	(-32%)	\$285	(-13%)	\$278	(-2%)
<b>New London County</b>	655	720	10%	768	7%	545	(-29%)	362	(-34%)	336	(-7%)	285	(-15%)
\$ Volume (in millions)	\$104	\$134	29%	\$158	18%	\$113	(-29%)	\$74	(-35%)	\$59	(-20%)	\$58	(-2%)
<b>Tolland County</b>	326	309	(-5%)	365	18%	316	(-13%)	213	(-33%)	212	0%	159	(-25%)
\$ Volume (in millions)	\$47	\$50	6%	\$67	34%	\$57	(-15%)	\$38	(-33%)	\$35	(-8%)	\$25	(-29%)
<b>Windham County</b>	113	161	42%	131	(-19%)	102	(-22%)	69	(-32%)	71	3%	55	(-23%)
\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

NOTE: Fairfield County statistics drawn from public records data. All other statistics drawn from the Connecticut Multiple Listing Service, Inc.

### Median List Price vs. Median Sale Price by Quarter - Condo

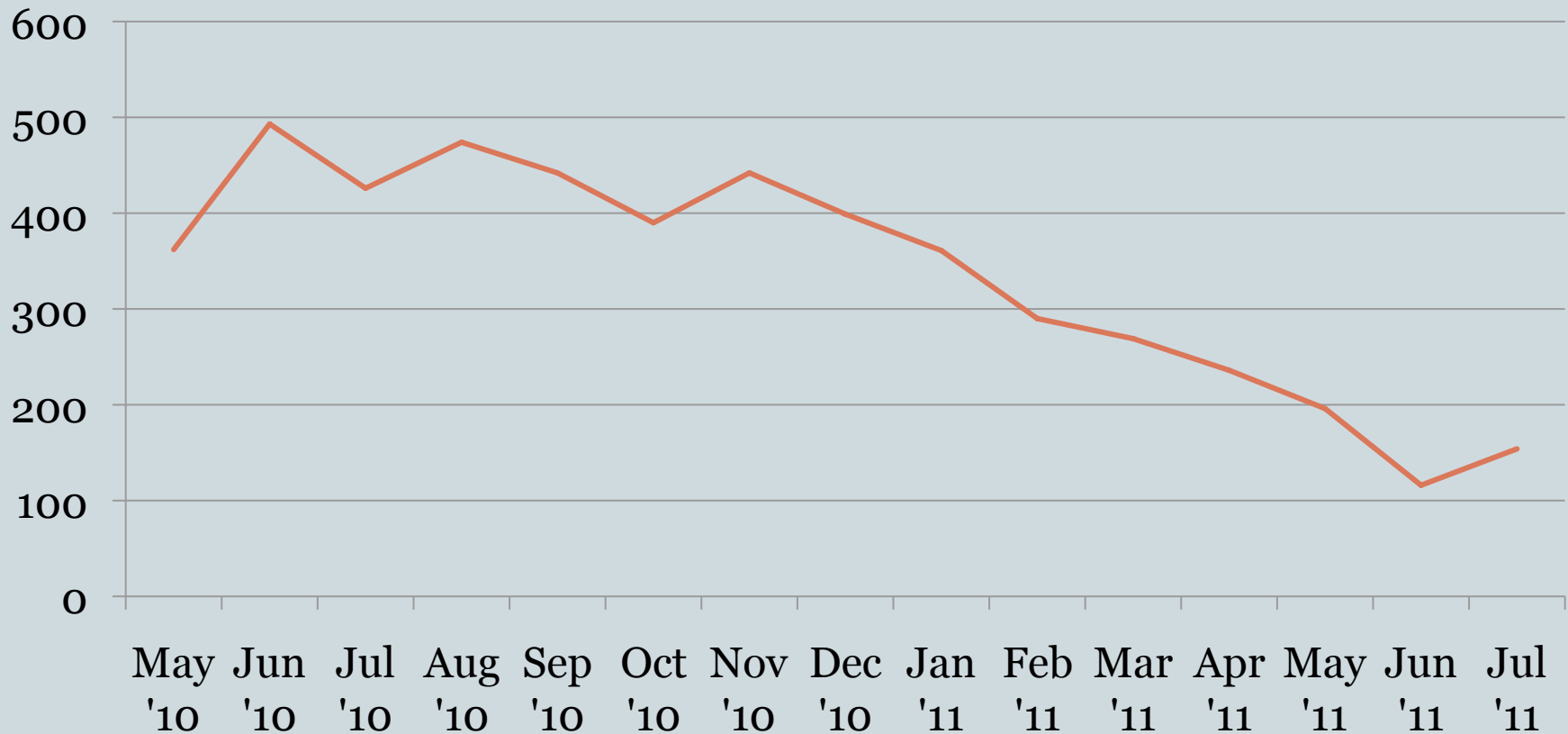


	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>List Price</b>	\$198,000	\$189,900	\$159,450	\$178,950	\$182,400	\$169,000	\$169,900	\$179,900	\$178,900	\$188,900	\$174,900	\$162,400	\$152,450
<b>Sale Price</b>	\$193,250	\$180,420	\$155,000	\$168,000	\$172,250	\$160,000	\$165,750	\$171,750	\$176,700	\$177,450	\$164,500	\$156,500	\$146,500





**2010/2011 Pre-Foreclosures, Auctions, REOs**



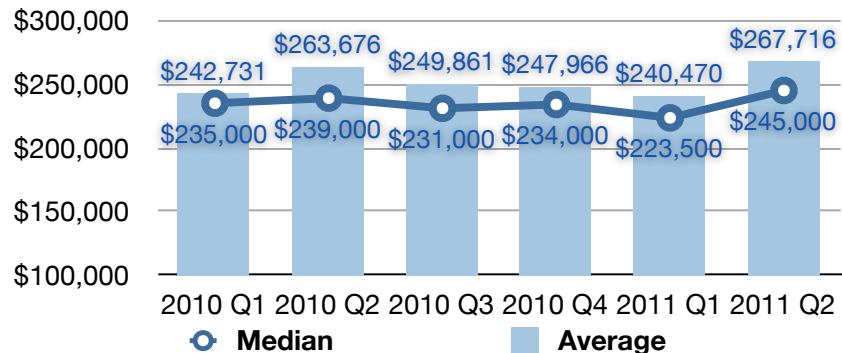
## Tolland County - Statistics

### Single Family Home Sales by County

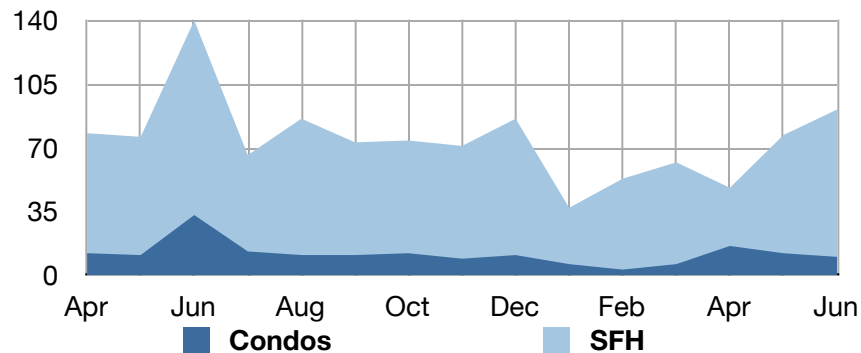
	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	12,405	11,332	(-9%)	8,858	(-22%)	8,187	(-8%)	5,627	(-31%)	4,380	(-22%)	5,170	18%
\$ Volume (in millions)	\$9,172	\$9,223	1%	\$7,425	(-19%)	\$7,996	8%	\$4,637	(-42%)	\$3,565	(-23%)	\$4,551	28%
<b>Hartford County</b>	9,038	9,025	0%	8,168	(-9%)	7,406	(-9%)	6,077	(-18%)	6,180	2%	5,708	(-8%)
\$ Volume (in millions)	\$2,413	\$2,637	9%	\$2,447	(-7%)	\$2,280	(-7%)	\$1,790	(-21%)	\$1,625	(-9%)	\$1,541	(-5%)
<b>Litchfield County</b>	1,706	1,800	6%	1,570	(-13%)	1,449	(-8%)	1,178	(-19%)	1,170	(-1%)	1,184	1%
\$ Volume (in millions)	\$538	\$634	18%	\$574	(-9%)	\$539	(-6%)	\$410	(-24%)	\$337	(-18%)	\$398	18%
<b>Middlesex County</b>	2,304	2,196	(-5%)	1,937	(-12%)	1,800	(-7%)	1,286	(-29%)	1,312	2%	1,278	(-3%)
\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
\$ Volume (in millions)	\$2,156	\$2,485	15%	\$2,303	(-7%)	\$2,050	(-11%)	\$1,530	(-25%)	\$1,368	(-11%)	\$1,303	(-5%)
<b>New London County</b>	3,620	3,410	(-6%)	3,262	(-4%)	2,573	(-21%)	1,864	(-28%)	1,985	6%	2,022	2%
\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
\$ Volume (in millions)	\$423	\$489	16%	\$467	(-4%)	\$378	(-19%)	\$271	(-28%)	\$272	0%	\$233	(-14%)
<b>Windham County</b>	1,709	1,714	0%	1,512	(-12%)	998	(-34%)	861	(-14%)	967	12%	894	(-8%)
\$ Volume (in millions)	\$359	\$408	14%	\$362	(-11%)	\$243	(-33%)	\$182	(-25%)	\$178	(-2%)	\$159	(-11%)

\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the Connecticut Multiple Listing Service, Inc.

**Average vs. Median Sale Price by Year - SFH**



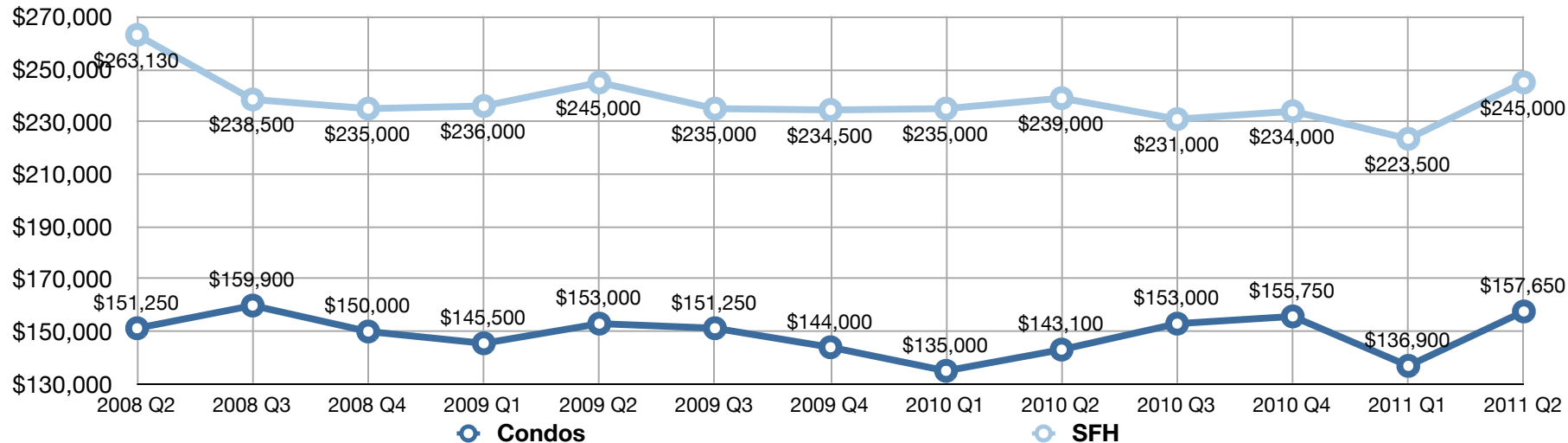
**Number Sold by Month - 2010/2011**



	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Median SP	\$235,000	\$239,000	\$231,000	\$234,000	\$223,500	\$245,000
Average SP	\$242,731	\$263,676	\$249,861	\$247,966	\$240,470	\$267,716

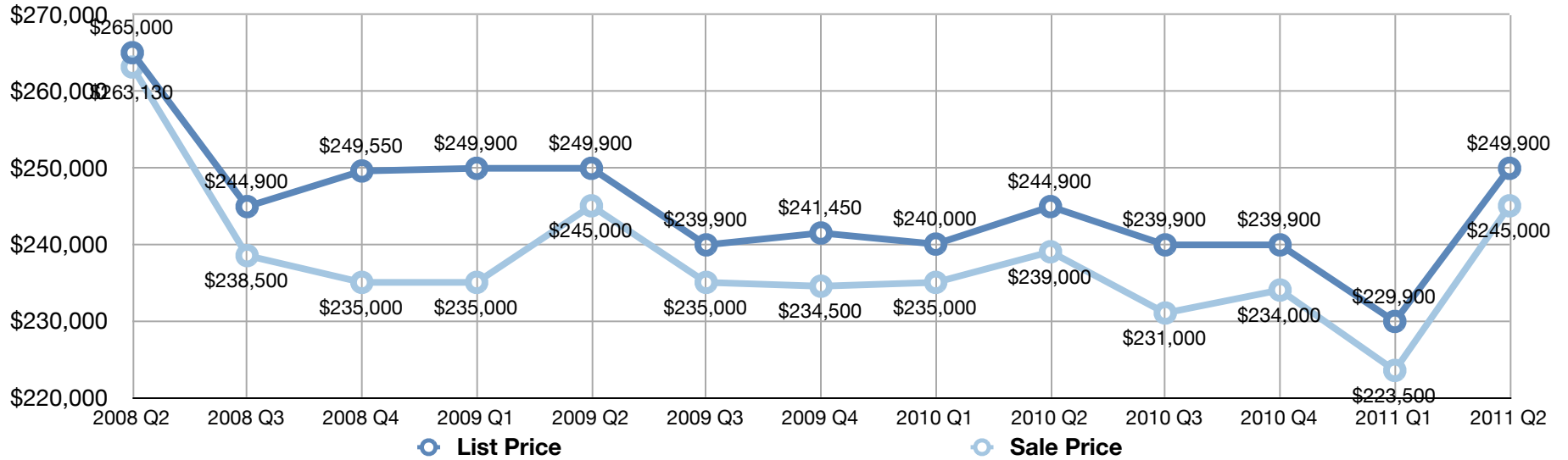
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	12	11	33	13	11	11	12	9	11	6	3	6	16	12	10
SFH	78	76	140	66	86	73	74	71	86	37	53	62	48	77	91

**Median Sales Price by Quarter**



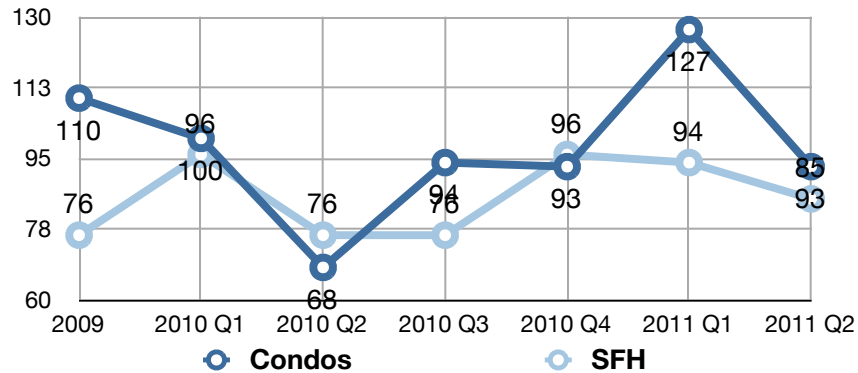
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condo	\$151,250	\$159,900	\$150,000	\$145,500	\$153,000	\$151,250	\$144,000	\$135,000	\$143,100	\$153,000	\$155,750	\$136,900	\$157,650
SFH	\$263,130	\$238,500	\$235,000	\$236,000	\$245,000	\$235,000	\$234,500	\$235,000	\$239,000	\$231,000	\$234,000	\$223,500	\$245,000

### Median List Price vs. Median Sale Price by Quarter - SFH



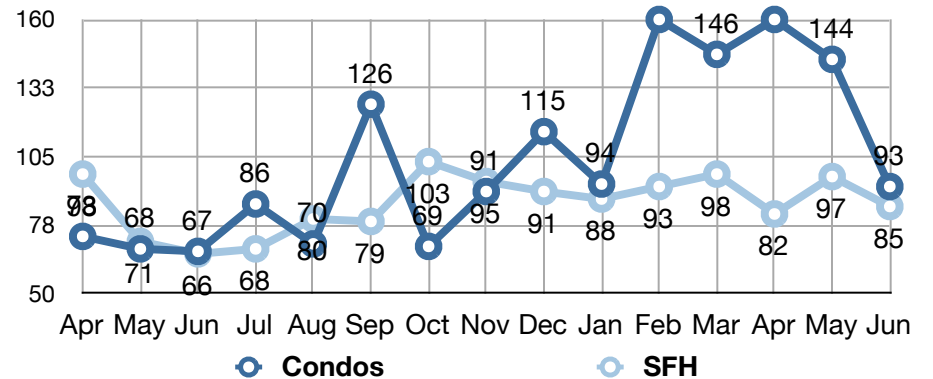
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$265,000	\$244,900	\$249,550	\$249,900	\$249,900	\$239,900	\$241,450	\$240,000	\$244,900	\$239,900	\$239,900	\$229,900	\$249,900
Sale Price	\$263,130	\$238,500	\$235,000	\$235,000	\$245,000	\$235,000	\$234,500	\$235,000	\$239,000	\$231,000	\$234,000	\$223,500	\$245,000

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condos	110	100	68	94	93	127	93
SFH	76	96	76	76	96	94	85

### Average Days on Market by Month - 2010/2011



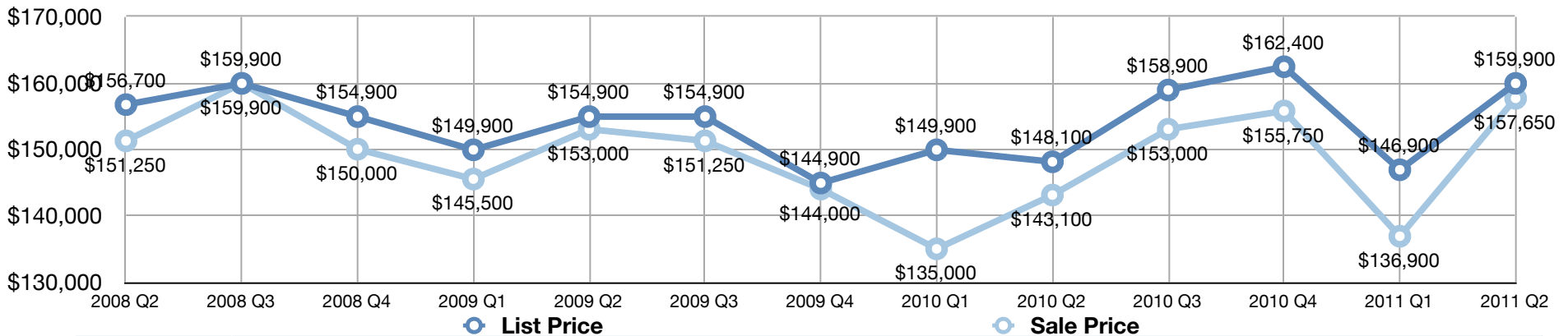
Year	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
2010	98	68	67	86	70	126	69	91	115	94	160	146	160	144	93
2011	73	71	66	68	80	79	103	95	91	88	93	98	82	97	85

### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
<b>Hartford County</b>	3,110	3,340	7%	3,181	(-5%)	2,816	(-12%)	1,929	(-32%)	1,879	(-3%)	1,694	(-10%)
\$ Volume (in millions)	\$512	\$620	21%	\$629	1%	\$562	(-11%)	\$372	(-34%)	\$345	(-7%)	\$318	(-8%)
<b>Litchfield County</b>	273	304	11%	272	(-11%)	249	(-9%)	173	(-31%)	192	11%	170	(-11%)
\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
<b>Middlesex County</b>	588	673	14%	602	(-11%)	521	(-13%)	384	(-26%)	345	(-10%)	287	(-17%)
\$ Volume (in millions)	\$99	\$120	21%	\$127	6%	\$102	(-20%)	\$76	(-26%)	\$60	(-21%)	\$51	(-15%)
<b>New Haven County</b>	2,931	3,165	8%	3,016	(-5%)	2,466	(-18%)	1,690	(-32%)	1,653	(-2%)	1,611	(-3%)
\$ Volume (in millions)	\$459	\$557	21%	\$570	2%	\$484	(-15%)	\$327	(-32%)	\$285	(-13%)	\$278	(-2%)
<b>New London County</b>	655	720	10%	768	7%	545	(-29%)	362	(-34%)	336	(-7%)	285	(-15%)
\$ Volume (in millions)	\$104	\$134	29%	\$158	18%	\$113	(-29%)	\$74	(-35%)	\$59	(-20%)	\$58	(-2%)
<b>Tolland County</b>	326	309	(-5%)	365	18%	316	(-13%)	213	(-33%)	212	0%	159	(-25%)
\$ Volume (in millions)	\$47	\$50	6%	\$67	34%	\$57	(-15%)	\$38	(-33%)	\$35	(-8%)	\$25	(-29%)
<b>Windham County</b>	113	161	42%	131	(-19%)	102	(-22%)	69	(-32%)	71	3%	55	(-23%)
\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

NOTE: Fairfield County statistics drawn from public records data. All other statistics drawn from the Connecticut Multiple Listing Service, Inc.

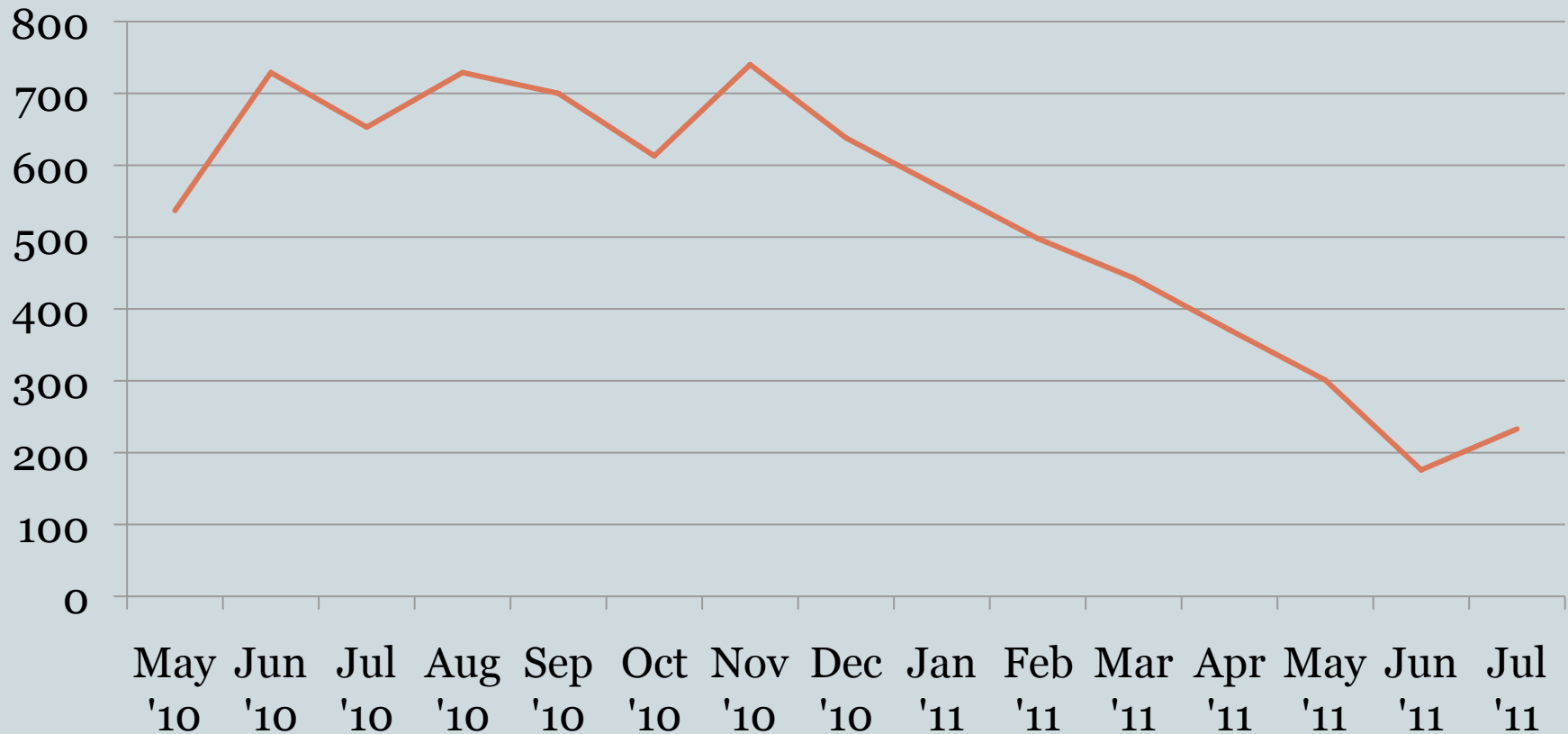
### Median List Price vs. Median Sale Price by Quarter - Condos



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>List Price</b>	\$156,700	\$159,900	\$154,900	\$149,900	\$154,900	\$154,900	\$144,900	\$149,900	\$148,100	\$158,900	\$162,400	\$146,900	\$159,900
<b>Sale Price</b>	\$151,250	\$159,900	\$150,000	\$145,500	\$153,000	\$151,250	\$144,000	\$135,000	\$143,100	\$153,000	\$155,750	\$136,900	\$157,650



## 2010/2011 Pre-Foreclosures, Auctions, REOs



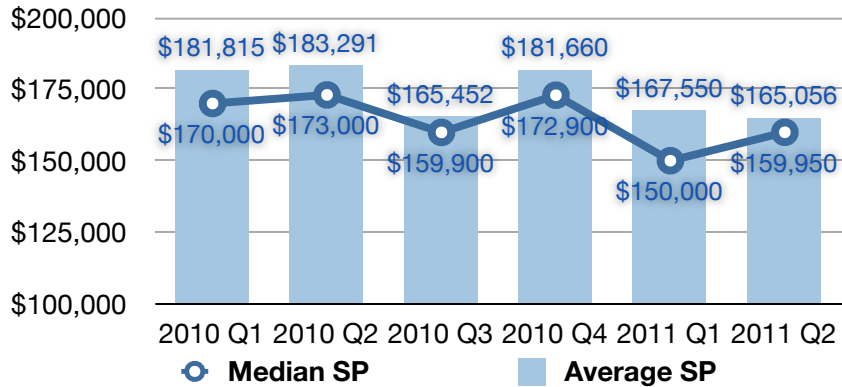
## Windham County - Statistics

### Single Family Home Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	12,405	11,332	(-9%)	8,858	(-22%)	8,187	(-8%)	5,627	(-31%)	4,380	(-22%)	5,170	18%
\$ Volume (in millions)	\$9,172	\$9,223	1%	\$7,425	(-19%)	\$7,996	8%	\$4,637	(-42%)	\$3,565	(-23%)	\$4,551	28%
<b>Hartford County</b>	9,038	9,025	0%	8,168	(-9%)	7,406	(-9%)	6,077	(-18%)	6,180	2%	5,708	(-8%)
\$ Volume (in millions)	\$2,413	\$2,637	9%	\$2,447	(-7%)	\$2,280	(-7%)	\$1,790	(-21%)	\$1,625	(-9%)	\$1,541	(-5%)
<b>Litchfield County</b>	1,706	1,800	6%	1,570	(-13%)	1,449	(-8%)	1,178	(-19%)	1,170	(-1%)	1,184	1%
\$ Volume (in millions)	\$538	\$634	18%	\$574	(-9%)	\$539	(-6%)	\$410	(-24%)	\$337	(-18%)	\$398	18%
<b>Middlesex County</b>	2,304	2,196	(-5%)	1,937	(-12%)	1,800	(-7%)	1,286	(-29%)	1,312	2%	1,278	(-3%)
\$ Volume (in millions)	\$772	\$793	3%	\$718	(-9%)	\$663	(-8%)	\$458	(-31%)	\$413	(-10%)	\$393	(-5%)
<b>New Haven County</b>	7,700	7,581	(-2%)	6,653	(-12%)	5,822	(-12%)	4,716	(-19%)	5,239	11%	4,876	(-7%)
\$ Volume (in millions)	\$2,156	\$2,485	15%	\$2,303	(-7%)	\$2,050	(-11%)	\$1,530	(-25%)	\$1,368	(-11%)	\$1,303	(-5%)
<b>New London County</b>	3,620	3,410	(-6%)	3,262	(-4%)	2,573	(-21%)	1,864	(-28%)	1,985	6%	2,022	2%
\$ Volume (in millions)	\$1,051	\$1,074	2%	\$1,112	4%	\$921	(-17%)	\$575	(-38%)	\$509	(-11%)	\$536	5%
<b>Tolland County</b>	1,698	1,796	6%	1,647	(-8%)	1,300	(-21%)	994	(-24%)	1,062	7%	924	(-13%)
\$ Volume (in millions)	\$423	\$489	16%	\$467	(-4%)	\$378	(-19%)	\$271	(-28%)	\$272	0%	\$233	(-14%)
<b>Windham County</b>	1,709	1,714	0%	1,512	(-12%)	998	(-34%)	861	(-14%)	967	12%	894	(-8%)
\$ Volume (in millions)	\$359	\$408	14%	\$362	(-11%)	\$243	(-33%)	\$182	(-25%)	\$178	(-2%)	\$159	(-11%)

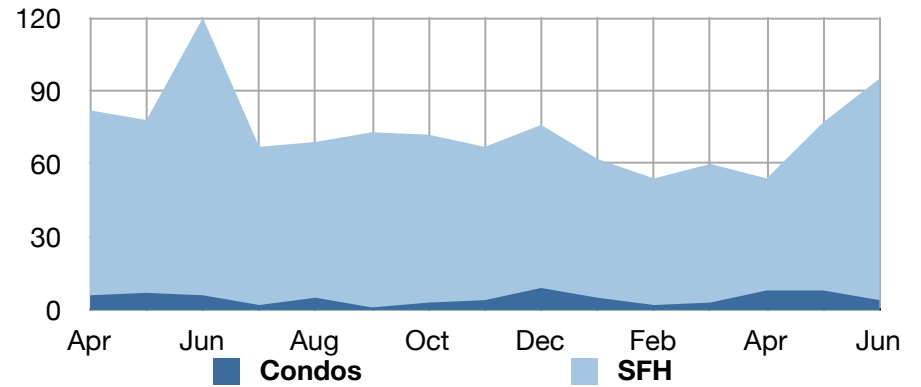
\*NOTE: Fairfield County statistics drawn from public records. All other county statistics are drawn from the Connecticut Multiple Listing Service, Inc.

### Average vs. Median Sale Price by Quarter - SFH



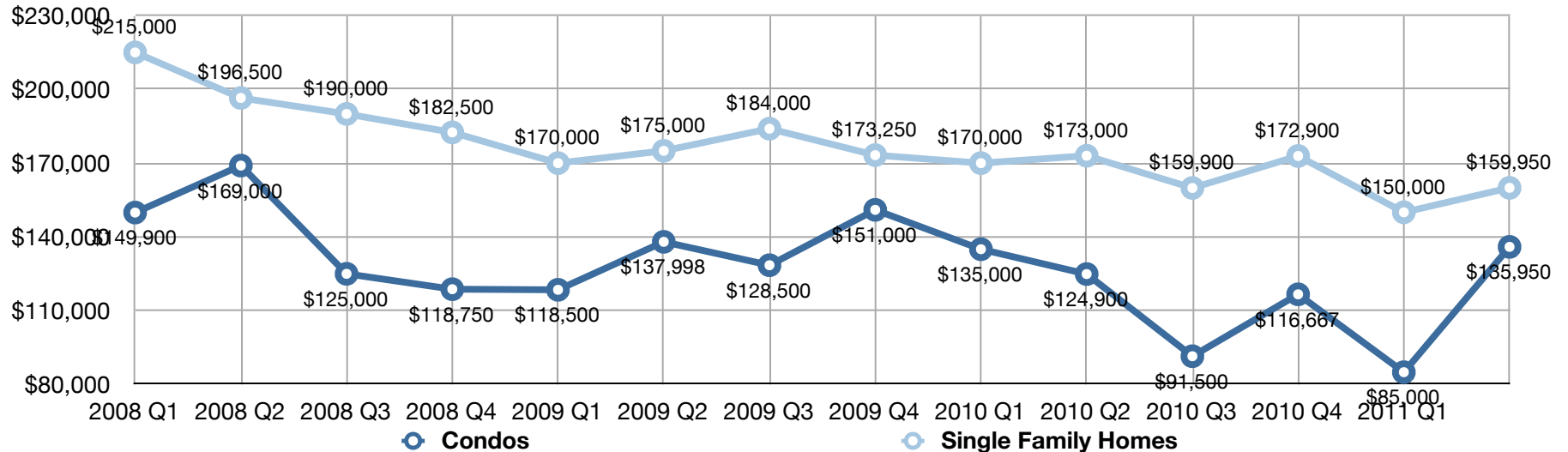
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Median SP</b>	\$170,000	\$173,000	\$159,900	\$172,900	\$150,000	\$159,950
<b>Average SP</b>	\$181,815	\$183,291	\$165,452	\$181,660	\$167,550	\$165,056

### Number Sold by Month - 2010/2011



Year	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
<b>2010</b>	6	7	6	2	5	1	3	4	9	5	2	3	8	8	4
<b>2011</b>	82	78	120	67	69	73	72	67	76	62	54	60	54	77	95

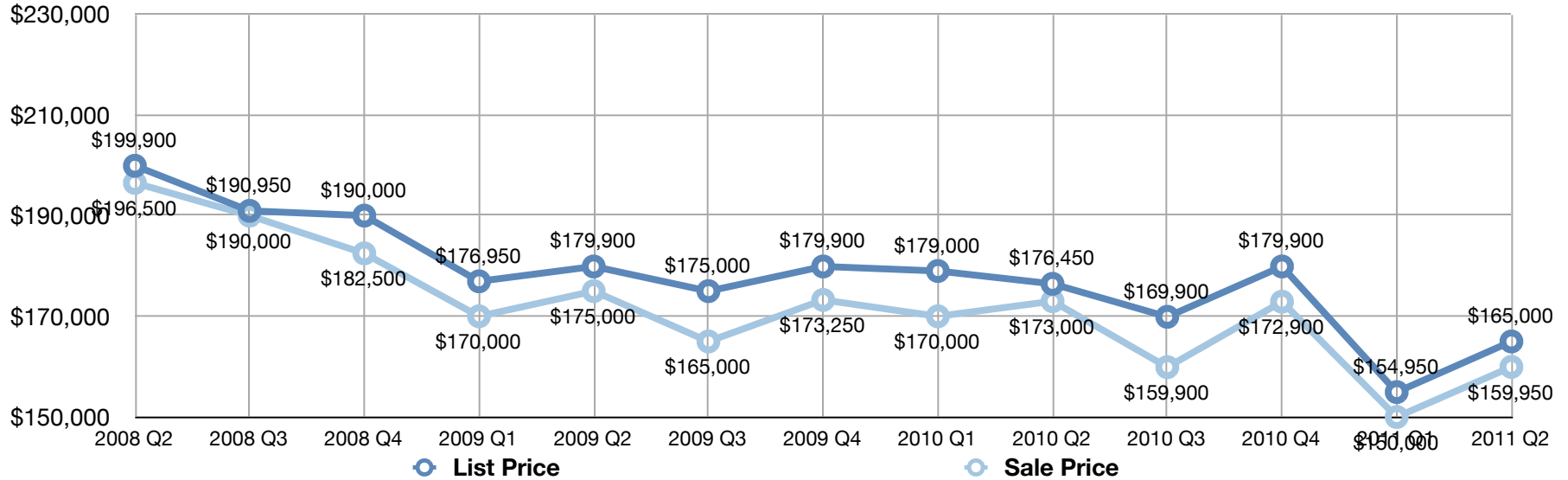
### Median Sale Price by Quarter



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
<b>Condo</b>	\$169,000	\$125,000	\$118,750	\$118,500	\$137,998	\$128,500	\$151,000	\$135,000	\$124,900	\$91,500	\$116,667	\$85,000	\$135,950
<b>SFH</b>	\$196,500	\$190,000	\$182,500	\$170,000	\$175,000	\$184,000	\$173,250	\$170,000	\$173,000	\$159,900	\$172,900	\$150,000	\$159,950

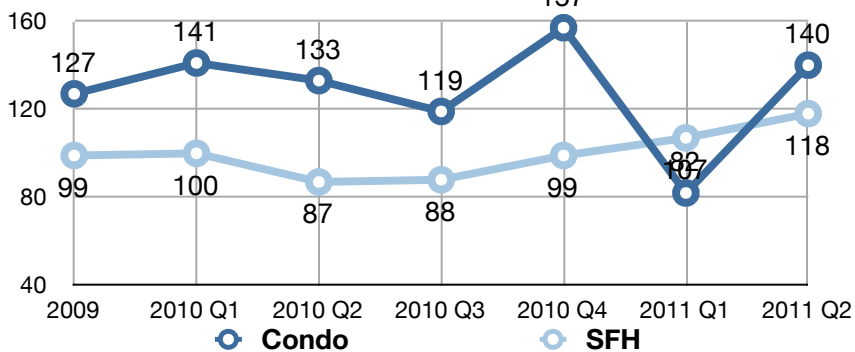


### Median List Price vs. Median Sale Price by Quarter - SFH



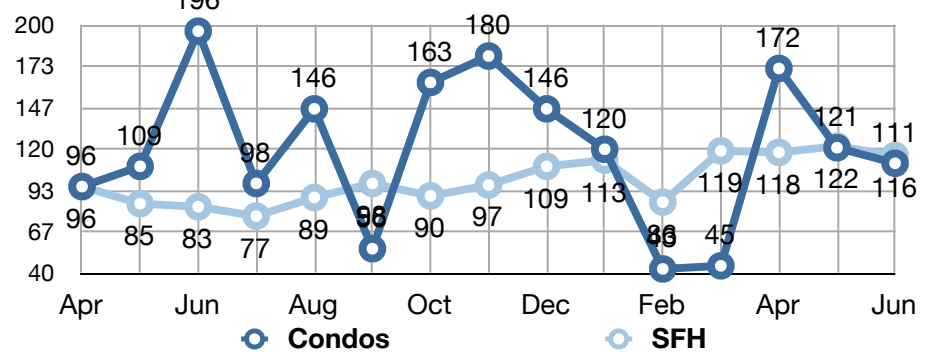
	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$199,900	\$190,950	\$190,000	\$176,950	\$179,900	\$175,000	\$179,900	\$179,000	\$176,450	\$169,900	\$179,900	\$154,950	\$165,000
Sale Price	\$196,500	\$190,000	\$182,500	\$170,000	\$175,000	\$165,000	\$173,250	\$170,000	\$173,000	\$159,900	\$172,900	\$150,000	\$159,950

### Average Days on Market by Year



	2009	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
Condo	127	141	133	119	157	82	140
SFH	99	100	87	88	99	107	118

### Average Days on Market by Month - 2010/2011



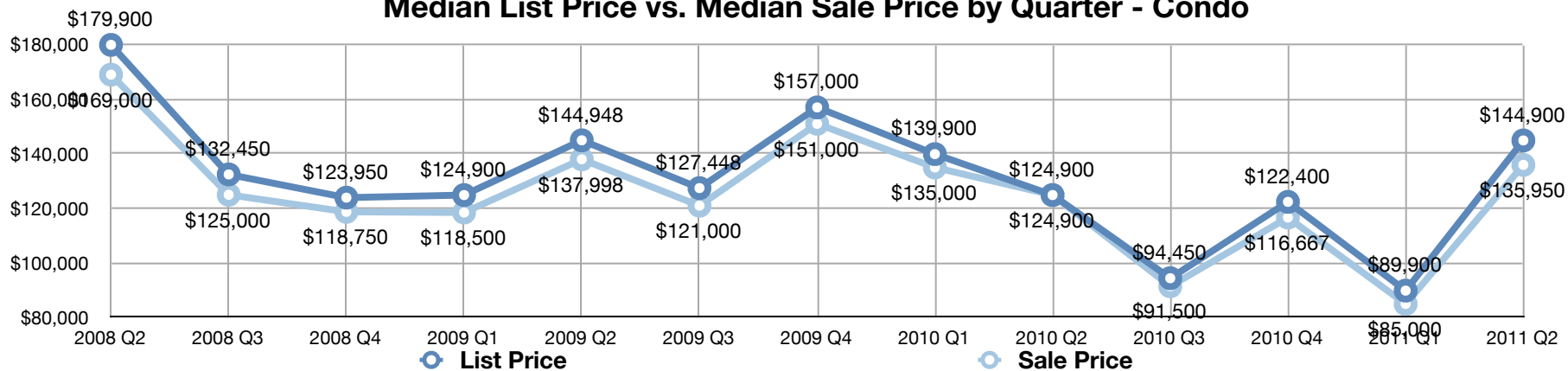
2010	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Condos	96	109	196	98	146	56	163	180	146	120	43	45	172	121	111
SFH	96	85	83	77	89	98	90	97	109	113	86	119	118	122	116

### Condo Sales by County

	2004	2005	% Change	2006	% Change	2007	% Change	2008	% Change	2009	% Change	2010	% Change
<b>Fairfield County</b>	4,935	4,978	1%	4,087	(-18%)	3,944	(-4%)	2,388	(-40%)	1,694	(-29%)	1,746	3%
\$ Volume (in millions)	\$1,580	\$1,857	18%	\$1,478	(-20%)	\$1,632	10%	\$946	(-42%)	\$535	(-43%)	\$586	10%
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\$ Volume (in millions)	\$37	\$46	24%	\$47	2%	\$44	(-6%)	\$30	(-32%)	\$28	(-7%)	\$25	(-11%)
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\$ Volume (in millions)	\$14	\$27	93%	\$23	(-15%)	\$17	(-26%)	\$9	(-47%)	\$9	0%	\$6	(-33%)

NOTE: Fairfield County statistics drawn from public records data. All other statistics drawn from the Connecticut Multiple Listing Service, Inc.

### Median List Price vs. Median Sale Price by Quarter - Condo



	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	2009 Q3	2009 Q4	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2
List Price	\$179,900	\$132,450	\$123,950	\$124,900	\$144,948	\$127,448	\$157,000	\$139,900	\$124,900	\$94,450	\$122,400	\$89,900	\$144,900
Sale Price	\$169,000	\$125,000	\$118,750	\$118,500	\$137,998	\$121,000	\$151,000	\$135,000	\$124,900	\$91,500	\$116,667	\$85,000	\$135,950