



**New London and Windham County  
Third Quarter SOLD Comparisons - 2012 vs. 2011\***

|                    | 2012 3Q<br>Units | 2012 3Q Volume       | 2012 3Q<br>Average | 2012 3Q<br>Median | Days<br>On<br>Market | % Sale to<br>List |
|--------------------|------------------|----------------------|--------------------|-------------------|----------------------|-------------------|
| Single Family      | 799              | \$192,924,025        | \$241,457          | \$210,000         | 105                  | 94.48%            |
| Condo              | 91               | \$14,390,436         | \$158,137          | \$125,000         | 116                  | 96.71%            |
| Mobile             | 42               | \$1,482,400          | \$35,295           | \$27,500          | 119                  | 85.91%            |
| Land (Residential) | 47               | \$5,384,400          | \$114,562          | \$50,000          | 179                  | 84.81%            |
| Multifamily        | 52               | \$5,648,649          | \$108,628          | \$101,750         | 110                  | 88.09%            |
| Commercial         | 20               | \$4,185,545          | \$209,277          | \$150,000         | 196                  | 74.61%            |
| <b>TOTALS</b>      | <b>1051</b>      | <b>\$224,015,455</b> | <b>\$213,145</b>   | <b>\$180,000</b>  | <b>112</b>           | <b>93.65%</b>     |

|                    | 2011 3Q<br>Units | 2011 3Q Volume       | 2011 3Q<br>Average | 2011 3Q<br>Median | Days<br>On<br>Market | % Sale to<br>List |
|--------------------|------------------|----------------------|--------------------|-------------------|----------------------|-------------------|
| Single Family      | 681              | \$161,905,726        | \$237,747          | \$200,000         | 94                   | 94.36%            |
| Condo              | 90               | \$14,974,399         | \$166,382          | \$134,500         | 112                  | 94.05%            |
| Mobile             | 21               | \$904,050            | \$43,050           | \$35,000          | 112                  | 85.20%            |
| Land (Residential) | 19               | \$1,652,500          | \$86,974           | \$72,500          | 183                  | 69.42%            |
| Multifamily        | 51               | \$5,921,000          | \$116,098          | \$110,000         | 86                   | 91.40%            |
| Commercial         | 8                | \$2,496,597          | \$312,075          | \$140,000         | 84                   | 76.86%            |
| <b>TOTALS</b>      | <b>870</b>       | <b>\$187,854,272</b> | <b>\$215,924</b>   | <b>\$182,850</b>  | <b>97</b>            | <b>93.61%</b>     |

**2012 vs. 2011**

|               |               |               |               |               |               |              |
|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Single Family | 17.33%        | 19.16%        | 1.56%         | 5.00%         | 11.70%        | 0.13%        |
| Condo         | 1.11%         | -3.90%        | -4.96%        | -7.06%        | 3.57%         | 2.83%        |
| Mobile        | 100.00%       | 63.97%        | -18.01%       | -21.43%       | 6.25%         | 0.83%        |
| Land          | 147.37%       | 225.83%       | 31.72%        | -31.03%       | -2.19%        | 22.17%       |
| Multifamily   | 1.96%         | -4.60%        | -6.43%        | -7.50%        | 27.91%        | -3.62%       |
| Commercial    | 150.00%       | 67.65%        | -32.94%       | 7.14%         | 133.33%       | -2.93%       |
| <b>All</b>    | <b>20.80%</b> | <b>19.25%</b> | <b>-1.29%</b> | <b>-1.56%</b> | <b>15.46%</b> | <b>0.04%</b> |

\*Sales reported by the members of the Connecticut Multiple Listing Service, Inc. for New London County and Windham County do not represent all sales. Information deemed reliable but not guaranteed.

## New London County Third Quarter, 2012

|  | 2012 3Q<br>Units | 2012 3Q Volume | 2012 3Q<br>Average | 2012 3Q<br>Median | Days<br>On<br>Market | % Sale to<br>List |
|--|------------------|----------------|--------------------|-------------------|----------------------|-------------------|
| Single Family                          | 570              | \$152,089,627  | \$ 266,824         | \$233,500         | 109                  | 94.29%            |
|  | 2011 3Q<br>Units | 2011 3Q Volume | 2011 3Q<br>Average | 2011 3Q<br>Median | Days<br>On<br>Market | % Sale to<br>List |
| Single Family                          | 490              | \$127,682,477  | \$ 260,576         | \$219,750         | 94                   | 94.07%            |
| <b>2012 vs. 2011<br/>Single Family</b> | 16.33%           | 19.12%         | 2.40%              | 6.26%             | 15.96%               | 0.23%             |

## Windham County Third Quarter, 2012

|  | 2012 3Q<br>Units | 2012 3Q Volume | 2012 3Q<br>Average | 2012 3Q<br>Median | Days<br>On<br>Market | % Sale to<br>List |
|--|------------------|----------------|--------------------|-------------------|----------------------|-------------------|
| Single Family                          | 229              | \$40,834,398   | \$ 178,316         | \$165,500         | 97                   | 95.19%            |
|  | 2011 3Q<br>Units | 2011 3Q Volume | 2011 3Q<br>Average | 2011 3Q<br>Median | Days<br>On<br>Market | % Sale to<br>List |
| Single Family                          | 191              | \$34,223,249   | \$ 179,179         | \$160,000         | 93                   | 95.48%            |
| <b>2012 vs. 2011<br/>Single Family</b> | 19.90%           | 19.32%         | -0.48%             | 3.44%             | 4.30%                | -0.30%            |