



McCaffrey
REALTY PROFESSIONALS, L.L.C.

McCaffrey Real Estate Quarterly Report

4/1/07-6/30/07
Single family



| TOWN | Bethel | Brookfield | Danbury | New Fairfield | New Milford | Newtown | Redding | Ridgefield |
|---------------|-----------|------------|-----------|---------------|-------------|-----------|-----------|------------|
| ACTIVE | | | | | | | | |
| # Active | 128 | 181 | 343 | 157 | 318 | 356 | 138 | 308 |
| %change /06 | +2% | -5% | -12% | -10% | +14% | +12% | +1% | No data |
| Median Price | \$449,000 | \$549,000 | \$389,000 | \$489,000 | \$429,900 | \$549,000 | \$884,000 | \$917,000 |
| %change 3/07 | -4% | -4% | -3% | +1% | even | -9% | even | -1% |
| SOLD | | | | | | | | |
| #Sold | 25 | 41 | 83 | 37 | 72 | 82 | 20 | 79 |
| %change/06 | -32% | +5% | -37% | +11% | +17% | +27% | -40% | +5% |
| #Sold YTD | 65 | 64 | 185 | 65 | 137 | 159 | 51 | 160 |
| % change/06 | even | -12% | -12% | -8% | +14% | +26% | -4% | +5% |
| Median Price | 383,500 | \$427,500 | \$326,000 | \$427,500 | 335,000 | \$544,500 | \$675,000 | \$704,950 |
| %change 3/07 | +4% | even | -10% | -3% | -12% | -1% | -2% | -10% |
| | | | | | | | | |
| % Expired | 44% | 40% | 39% | 44% | 40% | 38% | 38% | 34% |
| Pending Sales | 12 | 18 | 30 | 6 | 26 | 30 | 12 | 41 |

Brookfield

| | |
|--------------------|-------------------------|
| 9 Eden Drive | \$209,000/\$205,000 |
| 101 Longmeadow Rd. | \$350,000/\$295,000 |
| 89 Heatherwood Rd | \$295,000/\$270,000 |
| 48 Ledgewood Dr. | \$354,900/ \$354,900 |
| 26 White Pine Dr. | \$439,900/\$435,000 |
| 9 Ox Drive | \$449,900/\$450,000 |
| 16 Overlook Dr | \$495,000/\$480,000 |
| 7 Signal Hill | \$749,500/\$722,500 |
| 8 Appleby Farm | \$798,555/\$795,000 |
| 38 Barnview Rd | \$799,900/\$785,000 |
| 20 Deerfield Rd. | \$1,695,000/\$1,587,500 |

Some of the 2nd Quarter Closed Transactions

Danbury

| | |
|------------------|---------------------|
| 6 Ann Drive | \$182,900/\$399,450 |
| 51 Park Ave | \$199,900/\$190,000 |
| 157 Shelter Rock | \$249,900/\$239,590 |
| 4 Haley Drive | \$359,900/\$345,000 |
| 12 Britannia Dr. | \$409,900/\$399,450 |

Bethel

| | |
|--------------------|---------------------|
| 21 Taylor Road | \$249,900/\$240,000 |
| 306 Lexington Blvd | \$379,900/\$366,000 |
| 31 Taylor Road | \$599,000/\$585,000 |

New Milford

| | |
|-----------------|---------------------|
| 6 Cathryn St | \$259,900/\$225,000 |
| 112 Perry Drive | \$349,900/\$340,000 |
| 29 Revere | \$350,000/\$355,000 |
| 6 Wildlife Dr. | \$459,900/\$448,000 |
| 9 Heritage Dr | \$534,900/\$530,000 |
| 29 Boxwood Lane | \$595,000/\$595,000 |

Newtown

| | |
|------------|---------------------|
| 45 Mt Nebo | \$689,000/\$687,000 |
|------------|---------------------|

Southbury

| | |
|----------------------|---------------------|
| 97D Heritage Village | \$259,900/\$225,000 |
| 151 Lantern Park S. | \$519,000/\$510,000 |

I keep reading about how the real estate market has changed. It's either "slowed, leveled-off, in a trough, retreated, plunged, plummeted, collapsed, corrected, contracted or returned to normal," depending upon who wrote the story. The market hasn't changed; it has moved on. And it certainly hasn't returned to normal and never will. There isn't any such thing as a normal real estate market because each market is new and different and unique to now, and driven by not one event but several, some of which never repeat themselves.

Material costs have increased, infrastructure costs have increased, labor costs have increased, and the bottom line is that, in many markets, builders are abandoning plans because the consumer cannot afford what it costs to build. And if they cannot build them for less, the gains of most real estate owners are well protected. These are important talking points to share with everyone you meet.

The economy is solid if not spectacular when compared to historical norms. So understand this well. The vast majority of real estate transactions occur because of routine, predictable life events, and as a result, there is always a minimum baseline of activity that is oblivious to market conditions. Birth, death, divorce, job transfer, promotion in a good economy, lay-off in a weak economy, injury, illness, or shifting equity as part of a long term plan are among the chief reasons why real estate activity occurs. People are horribly misinformed about real estate. And, when you break it down for them, they are amazed and enthusiastic. They can see how proper planning in their own lives will allow them to take advantage of leverage and tax free profits to build an estate. In that regard, the only timing that is important is the timing of predictable life events. **The market doesn't matter.**

No one ever got hurt buying real estate at the wrong time. They have only been hurt when forced to sell at the wrong time.

**If you would like a complete inventory of homes sold in your town please contact your
McCaffrey Realty Professional Counselor at 775-3634 or 748-0100.**