



The Hartford County Property Report

Analysis of Brokered Residential Real Estate Transactions in Hartford County

Second Quarter 2010

Soaring Sales in the Second Quarter

Sales in Hartford County soared in the second quarter of 2010 versus the second quarter of 2009 thanks to the Federal Home Buyer Tax Credit. Median prices were up modestly over the year-previous quarter. Median days on market fell meaningfully, reflecting the frenzied pace of the County's residential real estate market as the tax credit overlapped with the traditional spring market.

Single-Family Homes

Second quarter sales of single-family homes increased 23.8% compared to the year-earlier period. Although the total number of 2,047 sales improves on the results for the quarter in both 2008 and 2009, second quarter activity still trailed all of the years between 2000 and 2007 for which the CTMLS has data.

The median price for single-family homes in the County increased by 1.3% from \$227,000 to \$230,000. Sales price per square foot, another valuation metric, remained virtually unchanged at \$147/sqft. Finally, the median time on market decreased from 40 days to 31 days.

Condominiums

Hartford County condominiums trended in the same directions as the single-family homes during the quarter. The number of sales was up 43.8% over the second quarter last year, with the 644 total sales running ahead of 2008 — 2009 and behind 2000 — 2007.

The median sales price rose 3.0% during the quarter, from \$165,000 to \$169,900, and the median price per square foot held steady at \$134/sqft. Condominiums also experienced a decrease in sales time, with the median days on market falling from 51 to 45 days.

Residential Real Estate is More Than the Tax Credit

Local residential real estate markets continued to function even after buyers could no longer claim the Federal Tax Credit. As expected, there was a dramatic lull in the number of contracts written in May and June, which should be visible in the number of third quarter closings. However, buyers still made offers even after the credit expired.

About the Data

Data for this analysis comes from the CT Multiple Listing Service (MLS), which is the central database that Hartford County real estate agents use to share information about the properties they are trying to sell. The data is considered reliable, but is not guaranteed.

There are other transactions that fall outside of this data set. They are generally considered "private sales," and include For Sale by Owner (FSBO) transactions and foreclosures, among other situations. It is important to note that many FSBO and foreclosure sales are included in the MLS data.

We feel that information from brokered transactions is the most relevant data to analyze since these are the properties most buyers tour, and most sellers compete with, as they work with their real estate agent.

About the Authors

Amy and Kyle Bergquist are full time residential real estate agents covering Hartford and the surrounding communities. They help buyers, sellers, and investors with purchases and sales of single-family homes, condominiums, and multi-family properties.

In addition to the Hartford County Property Report, Amy and Kyle also write the Greater Hartford Real Estate Blog and other, more targeted, analytical pieces. All of the publications are focused on sharing observations about local real estate markets based on data analysis and day-to-day experiences in the field.

Both Amy and Kyle are happy to help with your real estate needs, even if that is just to answer a quick question. Please feel free to call or email.



Amy Bergquist, ABR, GRI

860-655-2125

AmyB@AmyB-RE.com



Kyle Bergquist, CFA

860-655-2922

KyleB@KyleB-RE.com

RE/MAX Premier, REALTORS®, 75 Brace Road, West Hartford, CT, 06107

Each office independently owned and operated

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Impact of the Tax Credit

With most of the Federal Home Buyer Tax Credit data now available, it's possible to look back at market activity to see how the traditional trends were distorted. One statistic from the County overview that caught our eye was the number of days on market for sold properties. The other distortion we'll cover was the trend in number of contracts written around the April 30th deadline.

Days on Market

For properties that closed in the second quarter of 2010, the median number of days on market of 31 was significantly lower than last year's result of 40 days. Additional research in the CTMLS showed that although the faster sales this quarter were an improvement, homes could have sold much more quickly. Homes that closed in the second quarter of 2000 through 2005 had median days on market of less than 25. The tax credit did not push market activity to record levels when considering the time it took to sell homes.

However, the tax credit did distort the market in a manner that can be seen by looking at median days on market. The monthly median days on market trends upwards and downwards in a seasonal pattern that is related to the number of sales. Properties that sell in February and March tend to be on the market longer than those that sell in June and July. This happens because buyers are much less active over the holidays. Properties on the market at the beginning of December are often still on the market in early January when buyers are once again ready to focus on their home search.

Hartford County Median Days on Market
Closed Transactions, Single-Family Homes



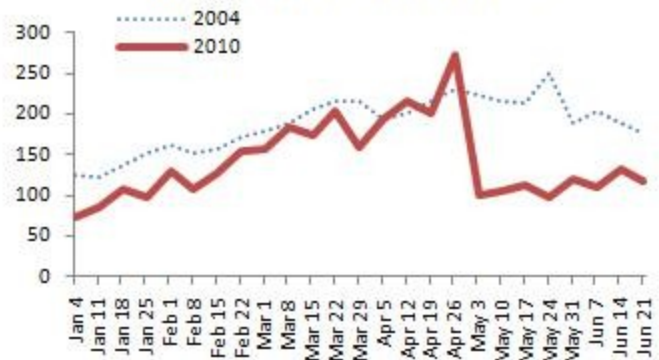
The tax credit's deadline of getting homes under contract by the end of April caused buyers to be more active than usual through the winter months. The chart above shows that the seasonal trend was muted at the beginning of 2010 with homes selling more quickly than in the past couple

years. This was a positive for sellers who had their homes on the market, and shows that the government's effort to support residential housing made a difference.

Contracts Written

All of the activity early in the year caused markets to take a deep breath once the April 30th deadline for claiming the tax credit passed. The chart below shows the number of contracts written by week since the beginning of the year. Some of these deals may not have closed yet, but buyers and sellers have reached an agreement on the terms for the sale.

Hartford County Contracts Written by Week
Closed and Pending Sales, Single-Family Homes



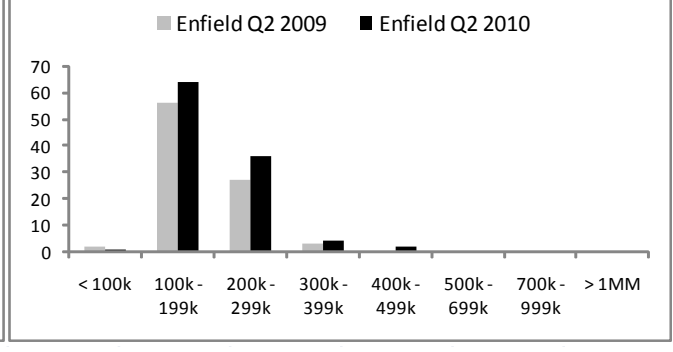
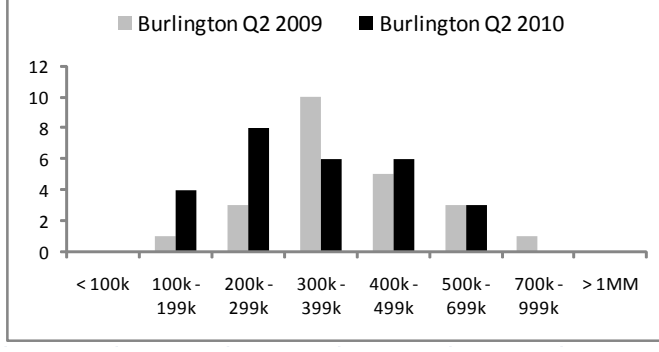
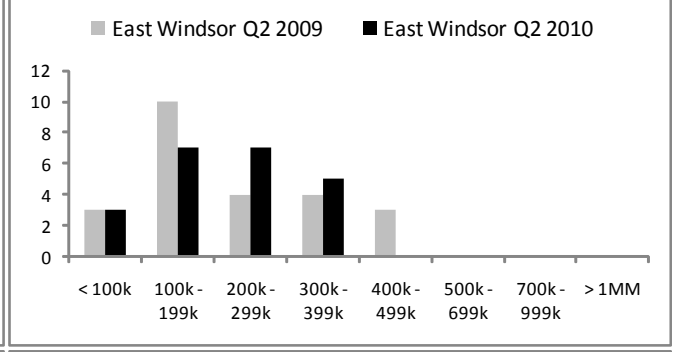
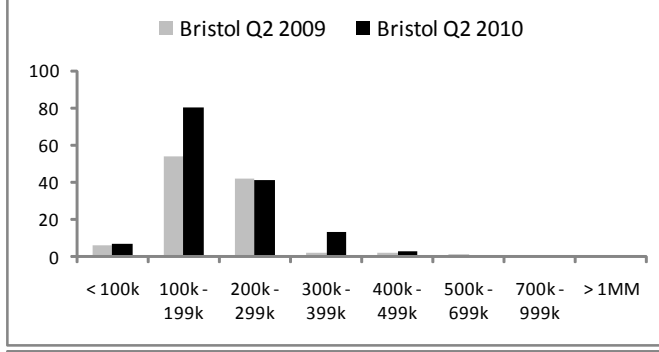
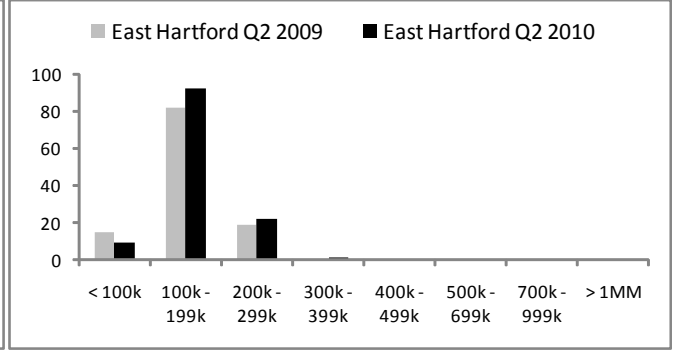
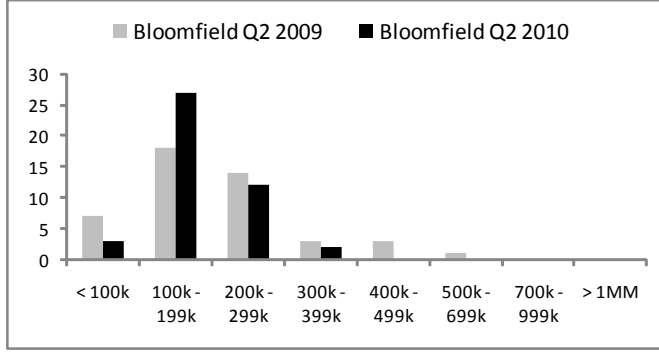
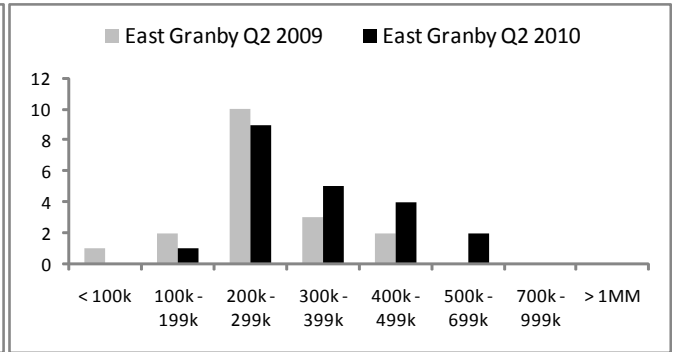
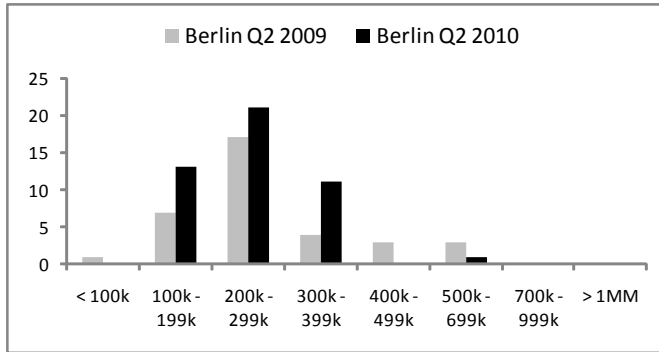
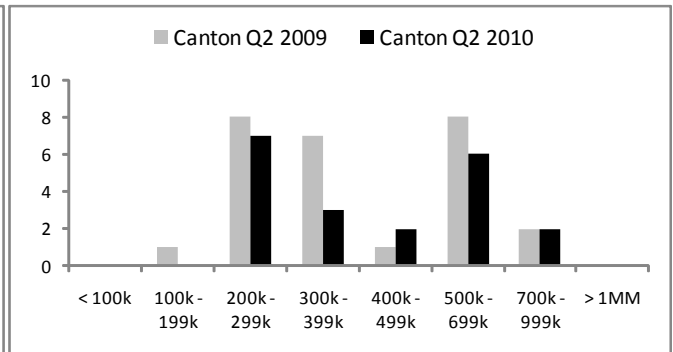
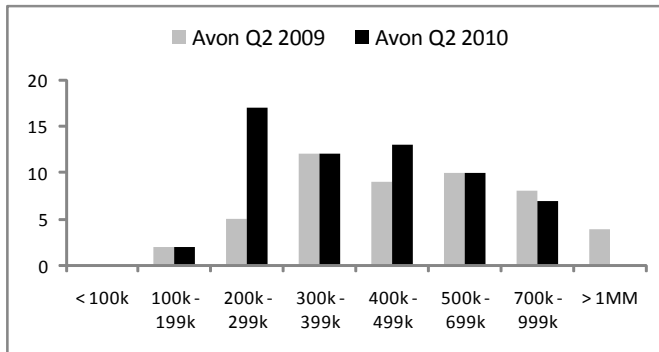
This year's data is compared to 2004 as an example of the trend in a year without the tax credit. It's clear where April 30th falls in the chart — the activity in 2010 drops dramatically after the tax credit deadline passes. What remains unclear is how long of a breather the County's real estate markets will take before they return to the normal seasonal patterns. Buyers who qualified for the credit accelerated their purchases, meaning there will be fewer buyers in the market through the rest of the year.

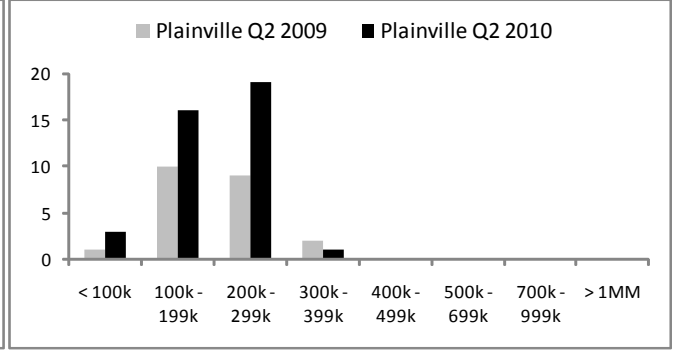
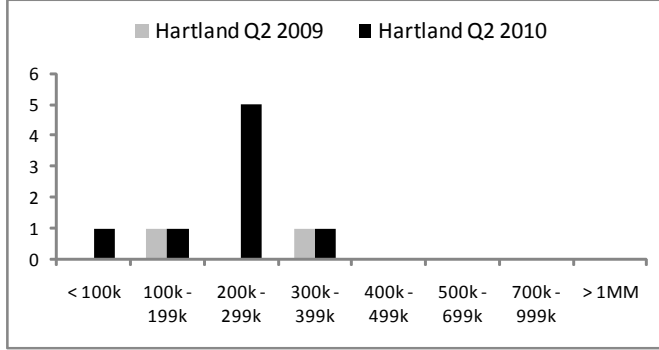
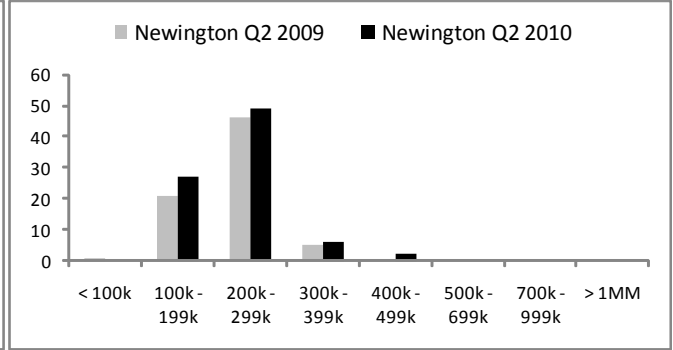
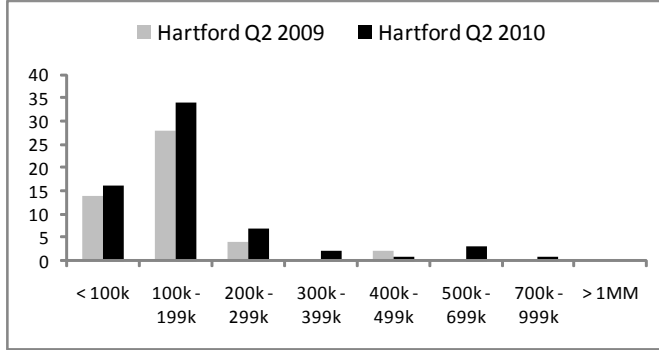
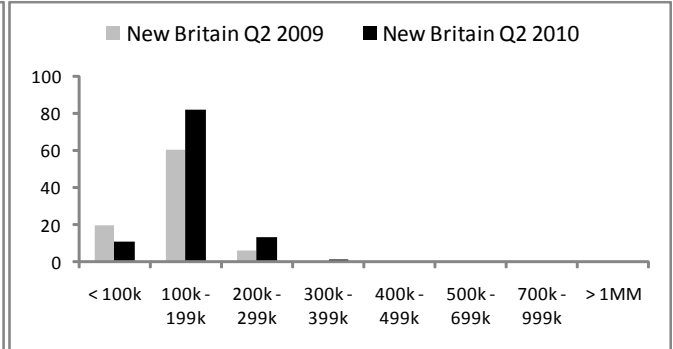
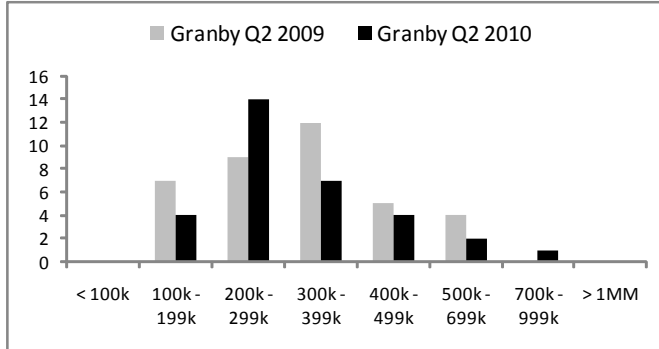
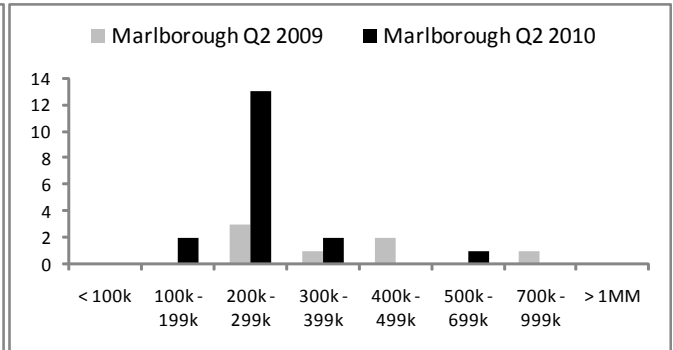
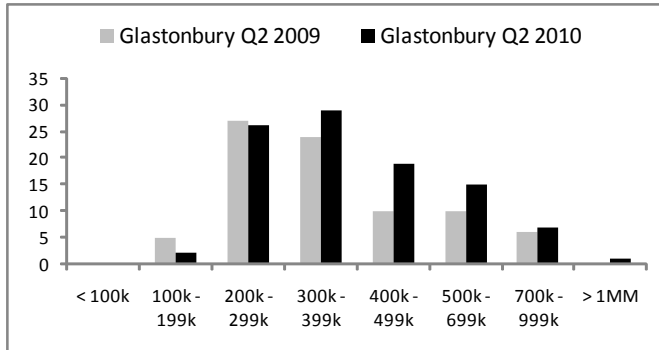
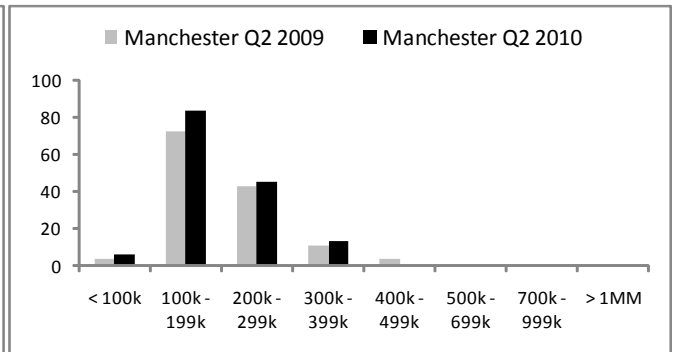
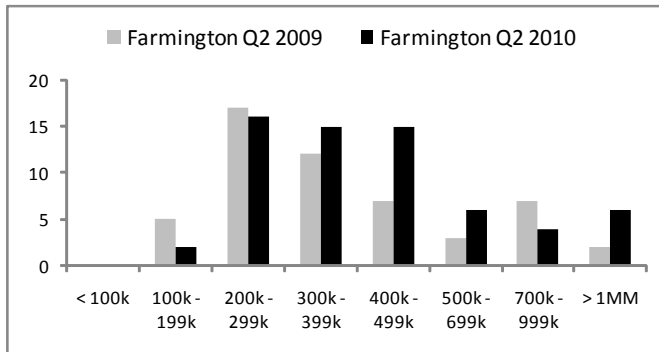
Extending the Tax Credit — But Not Really

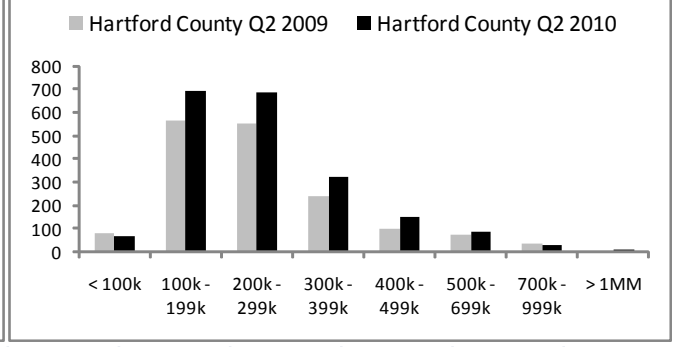
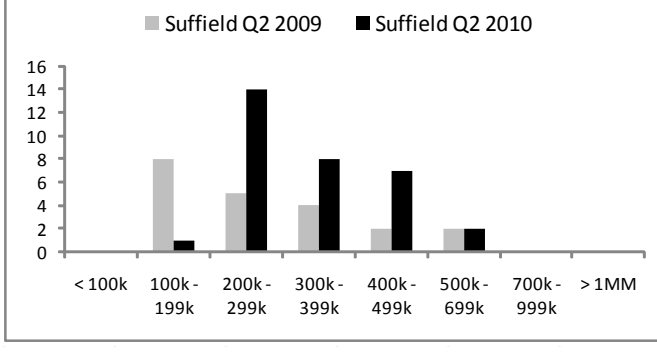
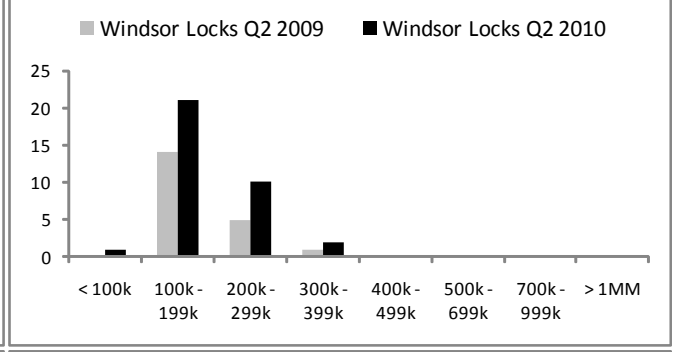
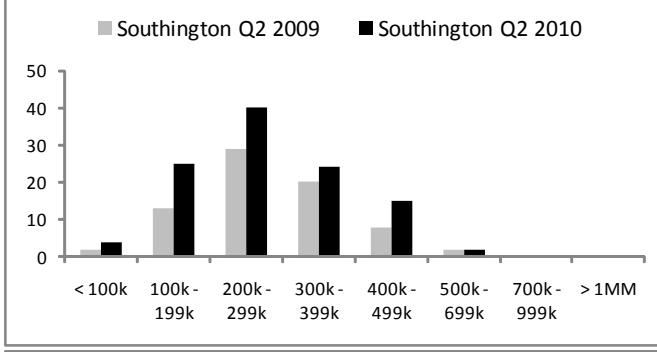
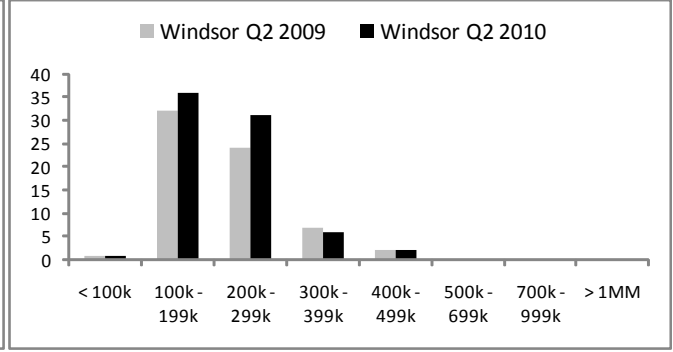
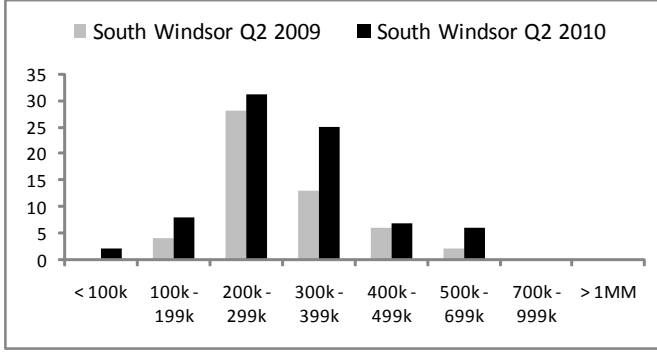
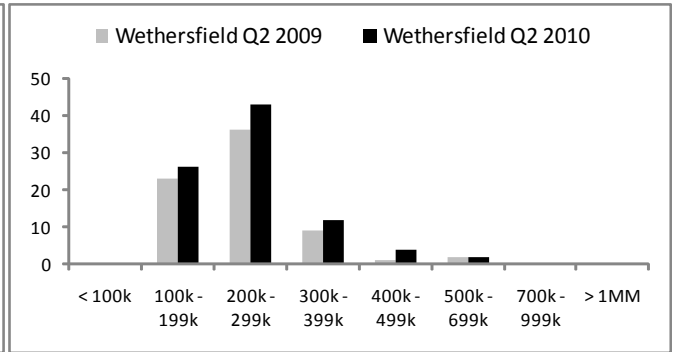
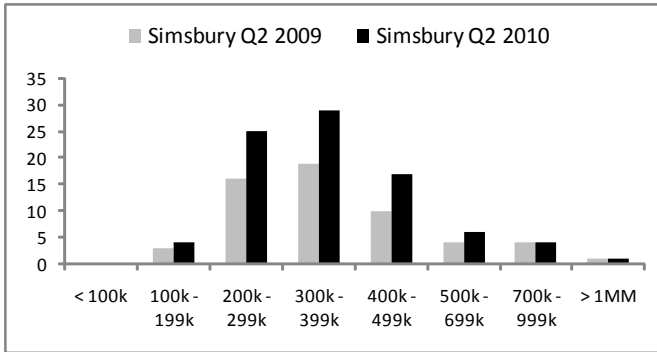
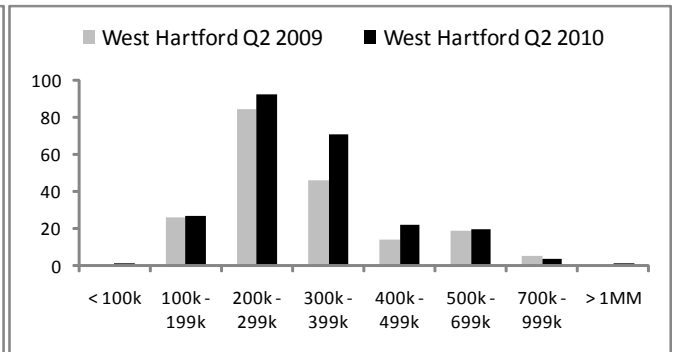
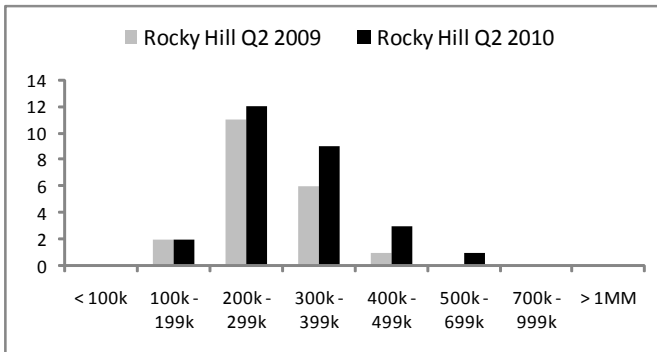
Congress passed an extension to the tax credit late in the day on June 30th. The most important provision of the extension is that it provides relief to buyers who were unable to close on their properties by the end of June. The extension was not intended to allow more buyers to qualify for the credit. Instead, the idea is to allow buyers that had their future home under contract by the April 30th deadline to get the credit they expected, even if their bank was too backed-up to process and approve their mortgage application in time. At this point residential real estate markets are on their own — there is no new credit proposed in the foreseeable future.

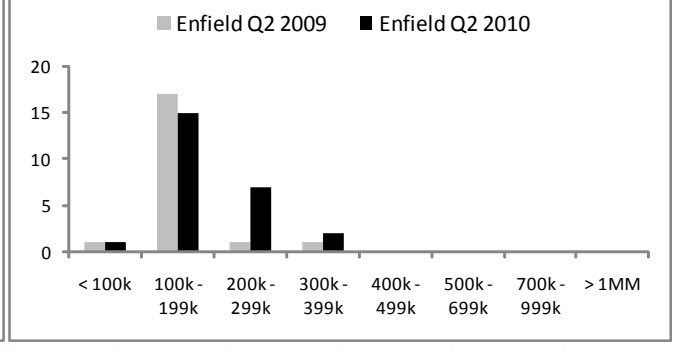
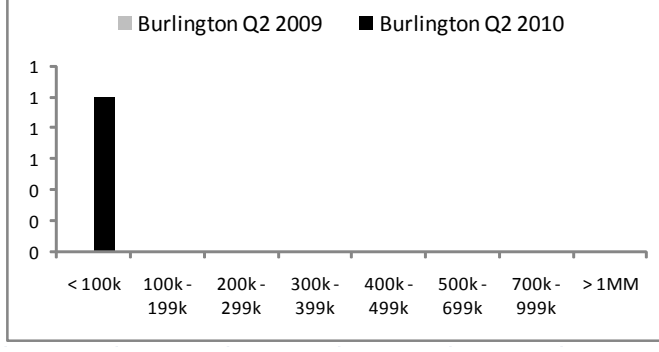
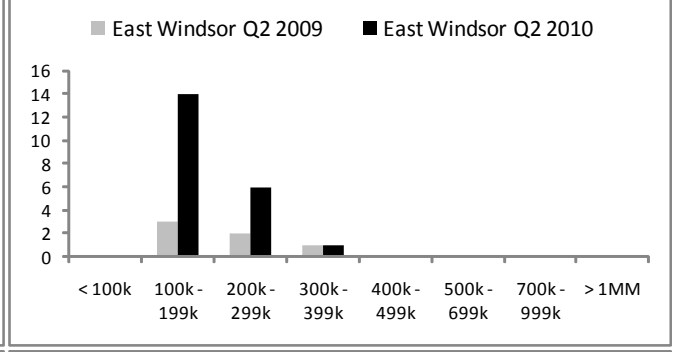
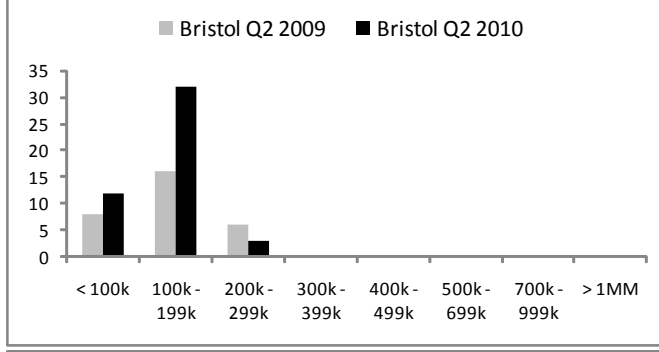
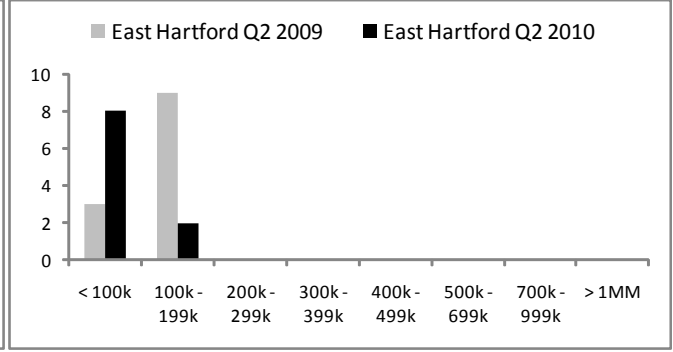
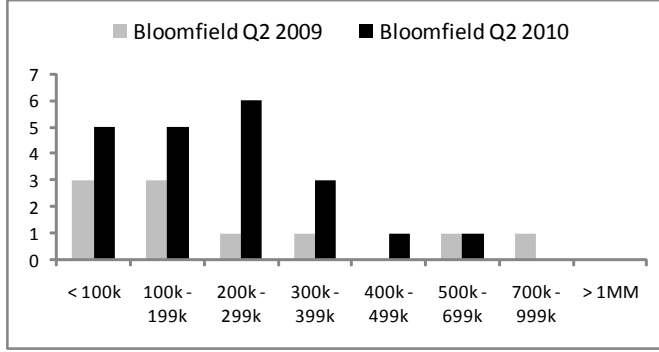
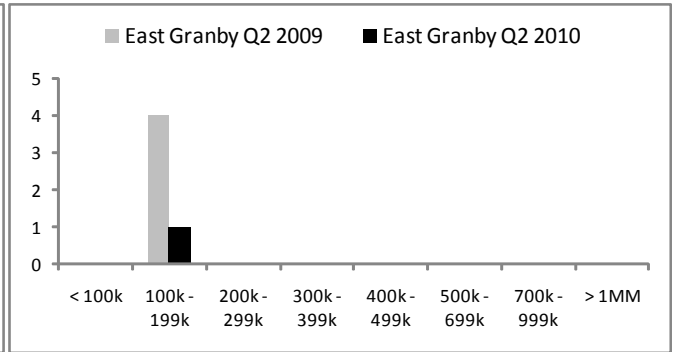
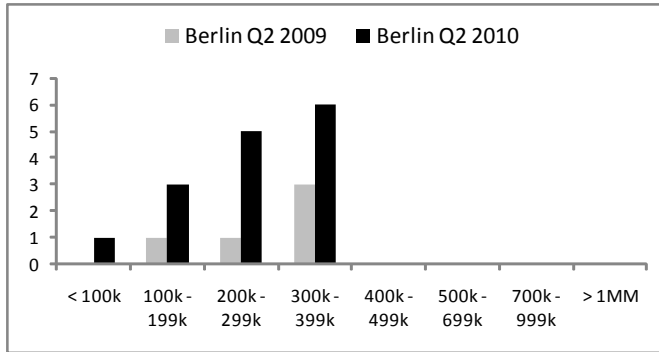
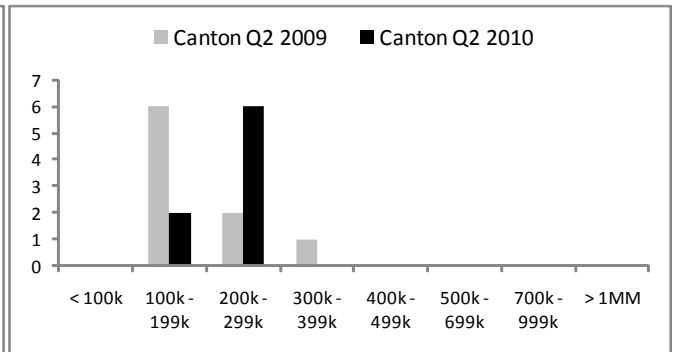
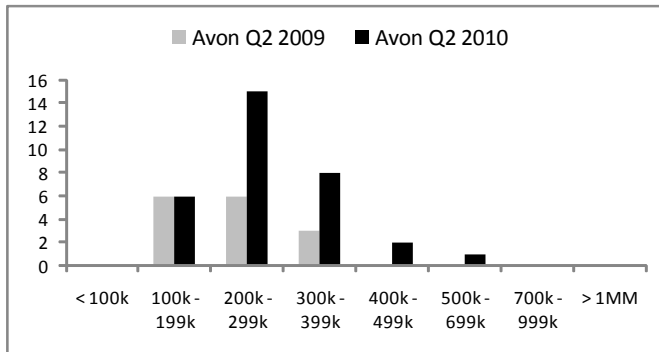
Single Family Home Data													
	Number of Sales			Median Sales Price			Median Price per SqFt			Median Days on Market			Months of Inventory
	Q2 2009	Q2 2010	Change	Q2 2009	Q2 2010	Change	Q2 2009	Q2 2010	Change	Q2 2009	Q2 2010	Change	
Avon	50	61	22.0%	461,750	395,000	-14.5%	171	164	-4.0%	30	39	32.2%	8.9
Berlin	35	46	31.4%	250,500	229,750	-8.3%	147	158	7.3%	36	23	-37.5%	6.8
Bloomfield	46	44	-4.3%	192,500	176,500	-8.3%	118	132	11.7%	37	53	43.2%	8.1
Bristol	107	144	34.6%	189,000	184,500	-2.4%	134	136	1.6%	49	40	-18.4%	7.6
Burlington	23	27	17.4%	365,000	318,000	-12.9%	162	154	-5.2%	51	25	-51.0%	11.5
Canton	27	20	-25.9%	329,900	414,750	25.7%	149	153	2.6%	67	36	-47.0%	14.6
East Granby	18	21	16.7%	264,059	303,000	14.7%	156	159	2.2%	47	50	7.5%	7.9
East Hartford	116	124	6.9%	152,950	164,950	7.8%	124	123	-0.5%	50	38	-24.2%	5.4
East Windsor	24	22	-8.3%	189,950	227,950	20.0%	148	133	-10.3%	31	18	-41.0%	14.8
Enfield	88	107	21.6%	185,500	187,000	0.8%	138	142	3.5%	22	29	31.8%	6.2
Farmington	53	64	20.8%	320,000	390,750	22.1%	169	166	-1.6%	35	41	15.7%	9.6
Glastonbury	82	99	20.7%	323,500	370,000	14.4%	163	173	6.3%	27	32	20.8%	6.7
Granby	37	32	-13.5%	315,000	285,000	-9.5%	138	150	9.2%	36	46	27.8%	10.0
Hartford	48	64	33.3%	130,000	139,000	6.9%	86	99	14.3%	69	39	-44.2%	7.5
Hartland	2	8	300.0%	228,500	244,950	7.2%	100	126	26.3%	100	19	-80.9%	5.4
Manchester	134	147	9.7%	187,950	186,000	-1.0%	133	141	6.8%	37	24	-34.2%	5.8
Marlborough	7	18	157.1%	325,000	257,500	-20.8%	161	136	-15.7%	17	33	94.1%	10.0
New Britain	86	107	24.4%	135,000	142,000	5.2%	96	108	13.2%	39	30	-23.1%	5.3
Newington	73	84	15.1%	222,000	220,000	-0.9%	162	153	-5.5%	43	24	-44.2%	3.7
Plainville	22	39	77.3%	201,500	200,000	-0.7%	146	147	0.4%	72	26	-63.9%	5.4
Rocky Hill	20	27	35.0%	272,000	295,000	8.5%	161	170	5.9%	48	19	-60.0%	10.1
Simsbury	57	86	50.9%	363,000	321,000	-11.6%	151	153	1.1%	38	31	-18.4%	6.7
South Windsor	53	79	49.1%	273,000	295,000	8.1%	149	153	2.6%	51	16	-68.6%	5.3
Southington	74	110	48.6%	270,500	253,500	-6.3%	167	162	-3.2%	54	33	-39.3%	7.1
Suffield	21	32	52.4%	258,000	320,000	24.0%	154	147	-5.1%	60	41	-31.7%	10.8
West Hartford	194	238	22.7%	280,000	296,250	5.8%	172	171	-0.7%	29	25	-13.8%	4.4
Wethersfield	71	87	22.5%	223,000	230,000	3.1%	160	156	-2.5%	42	41	-2.4%	5.4
Windsor	66	76	15.2%	199,950	205,000	2.5%	130	134	3.0%	36	27	-25.4%	6.5
Windsor Locks	20	34	70.0%	186,000	188,950	1.6%	144	140	-3.0%	23	40	71.7%	5.8
Hartford County	1,654	2,047	23.8%	227,000	230,000	1.3%	147	147	0.2%	40	31	-22.5%	6.7

Condominium Data													
	Number of Sales			Median Sales Price			Median Price per SqFt			Median Days on Market			Months of Inventory
	Q2 2009	Q2 2010	Change	Q2 2009	Q2 2010	Change	Q2 2009	Q2 2010	Change	Q2 2009	Q2 2010	Change	
Avon	15	32	113.3%	220,000	272,500	23.9%	134	151	12.7%	55	35	-36.4%	8.4
Berlin	5	15	200.0%	325,625	283,955	-12.8%	189	158	-16.2%	96	158	64.6%	9.4
Bloomfield	10	21	110.0%	180,000	200,000	11.1%	131	113	-14.0%	77	64	-16.9%	9.6
Bristol	30	47	56.7%	136,000	115,000	-15.4%	127	114	-9.6%	46	74	60.9%	7.0
Burlington	0	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Canton	9	8	-11.1%	143,000	245,000	71.3%	133	133	0.0%	33	110	233.3%	6.4
East Granby	4	1	-75.0%	142,450	135,000	-5.2%	133	113	-15.1%	21	54	163.4%	8.0
East Hartford	12	10	-16.7%	120,000	72,500	-39.6%	125	85	-32.5%	52	36	-30.1%	12.5
East Windsor	6	21	250.0%	191,625	170,000	-11.3%	143	133	-6.9%	66	32	-51.1%	9.6
Enfield	20	25	25.0%	161,000	186,250	15.7%	126	130	3.3%	62	57	-8.1%	6.8
Farmington	30	43	43.3%	191,375	210,000	9.7%	153	149	-2.3%	49	58	19.6%	5.8
Glastonbury	37	29	-21.6%	180,000	177,000	-1.7%	149	162	8.5%	44	50	13.6%	6.9
Granby	3	5	66.7%	200,000	210,000	5.0%	145	125	-13.8%	22	53	140.9%	11.1
Hartford	19	31	63.2%	102,900	86,500	-15.9%	113	86	-23.8%	77	67	-13.0%	13.4
Hartland	0	0	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Manchester	23	47	104.3%	154,123	128,000	-16.9%	118	122	3.7%	28	55	96.4%	4.7
Marlborough	1	0	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	48.0
New Britain	20	15	-25.0%	137,000	135,000	-1.5%	111	112	0.4%	43	64	48.8%	9.6
Newington	36	44	22.2%	171,500	178,500	4.1%	135	133	-1.0%	23	23	0.0%	4.5
Plainville	19	15	-21.1%	152,000	172,000	13.2%	132	139	5.5%	70	35	-50.0%	7.9
Rocky Hill	31	40	29.0%	155,000	162,450	4.8%	141	140	-0.4%	48	49	2.1%	4.6
Simsbury	19	21	10.5%	170,000	163,500	-3.8%	139	126	-9.4%	74	43	-41.9%	8.7
South Windsor	23	39	69.6%	145,500	139,000	-4.5%	140	134	-4.1%	58	34	-41.4%	4.7
Southington	22	36	63.6%	202,900	213,950	5.4%	155	146	-6.1%	68	44	-35.6%	6.6
Suffield	7	13	85.7%	173,000	210,000	21.4%	147	135	-8.3%	46	49	6.5%	7.9
West Hartford	20	45	125.0%	190,000	216,000	13.7%	163	182	11.5%	86	36	-58.1%	7.7
Wethersfield	8	15	87.5%	162,250	160,000	-1.4%	136	130	-4.0%	48	44	-8.3%	6.8
Windsor	12	15	25.0%	110,950	208,000	87.5%	110	131	19.9%	85	58	-31.4%	11.0
Windsor Locks	7	10	42.9%	171,000	155,750	-8.9%	143	121	-15.0%	37	63	70.3%	8.1
Hartford County	448	644	43.8%	165,000	169,900	3.0%	134	134	-0.4%	51	45	-11.8%	7.3









Condominium Data — Number of Closed Transactions

