



Barbara L. Pearce  
President & CEO

Now that the weather has finally improved, we're noticing a lot of activity with calls and open house visits. We are seeing people holding back on making decisions, however, with the idea that they will have more

to choose from soon. We think that there's plenty to choose from already!

While many more houses will come onto the market in the next month or two, they will come on at the higher prices that owners think they can command in springtime. They also will move quickly if they are still considered bargains.

I guess the conclusion you would draw from this data, as a buyer, depends upon whether you believe in the "one person for each person" theory of marriage, or whether you think that a number of people could have been your ideal match, based on the circumstances. If you fall into the latter category, you would tend to support that concept in house hunting as well, and feel that there might be several good choices you could make at any given time. As someone who has been married for a long time, I would also add that it's easier to change what you don't like about the house you buy than what you don't like about the spouse you pick!

In our office, whatever the view about the above questions, there's a general impatience with all the waiting around. We're ready to write those offers!

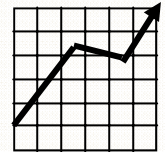
## H. Pearce Real Estate

Phone: 203-281-3400 • Fax: 203-288-9645

[www.hpearce.com](http://www.hpearce.com)

### Unit Sales

2009	700
2010	937



UP 33.9%

### \$ Volume Sales

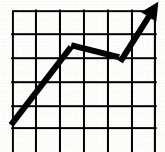
2009	\$200,356,068
2010	\$269,089,562



Up 34.3%

### Median Sales Price

2009	\$ 239,500
2010	\$ 242,500



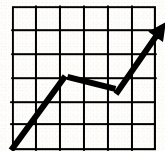
Up 1.3%

### Average Sold Price/Original Price

2009	95.2%
2010	94.4%

### Days on the Market

	Units Sold Within 90 Days	Percent Sold In Less Than 90 Days
2009	415	59.3%
2010	572	61.0%



Market Speed  
Index - Up 2.9%

### Number of Homes Sold

	2009	2010		
\$300,000 +	239	322	Up	34.7%
\$500,000 +	68	83	Up	22.1%
\$800,000 +	19	33	Up	73.7%
\$1,000,000 +	7	10	Up	42.9%

*All statistics are based on residential Sales that closed through the 1st Quarter 2010, compared to the same period in 2009.*