

# City: Greenwich



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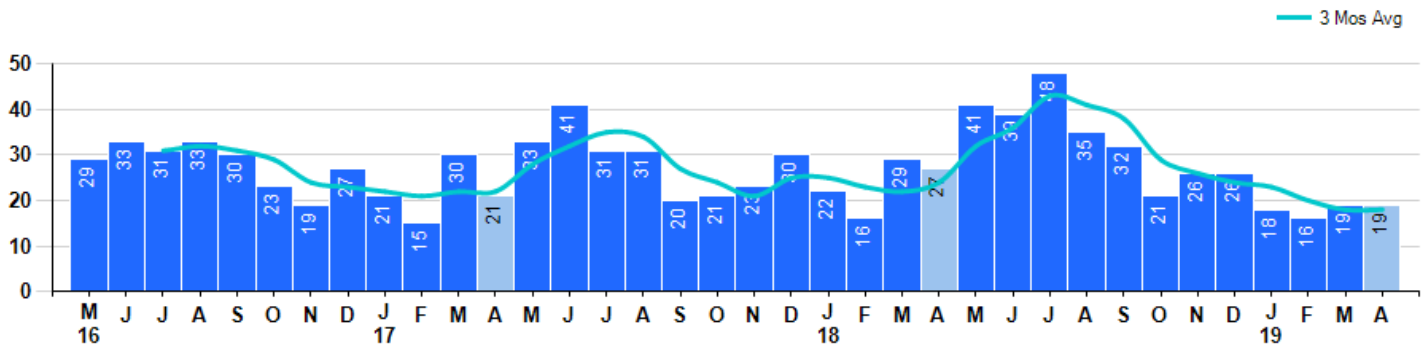
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |     |      |       | Trending Versus*: |          |           |
|--|-------------|-------------------|-----|------|-------|-------------------|----------|-----------|
|  |             | LM                | L3M | PYM  | LY    | YTD               | PriorYTD | PriorYear |
| Median List Price of all Current Listings            | \$2,650,000 | -1%               |     | 6%   |       |                   |          |           |
| Average List Price of all Current Listings           | \$3,471,331 | 1%                |     | 2%   |       |                   |          |           |
| April Median Sales Price                             | \$2,195,000 | 63%               | 30% | 31%  | 36%   | \$1,687,500       | 0%       | 5%        |
| April Average Sales Price                            | \$2,781,913 | 31%               | 20% | 36%  | 31%   | \$2,312,486       | 4%       | 9%        |
| Total Properties Currently for Sale (Inventory)      | 445         | 13%               |     | 18%  |       |                   |          |           |
| April Number of Properties Sold                      | 19          | 0%                |     | -30% |       |                   | -23%     |           |
| April Average Days on Market (Solds)                 | 229         | 5%                | 3%  | 37%  | 60%   | 222               | 28%      | 55%       |
| Asking Price per Square Foot (based on New Listings) | \$670       | 6%                | 8%  | -1%  | 13%   | \$620             | 4%       | 5%        |
| April Sold Price per Square Foot                     | \$621       | 28%               | 17% | 14%  | 19%   | \$532             | 0%       | 2%        |
| April Month's Supply of Inventory                    | 23.4        | 13%               | 6%  | 68%  | 82%   | 21.1              | 47%      | 64%       |
| April Sale Price vs List Price Ratio                 | 89.3%       | 6.8%              | 3%  | 1%   | -0.4% | 86.5%             | -2.8%    | -3.5%     |

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

## Property Sales

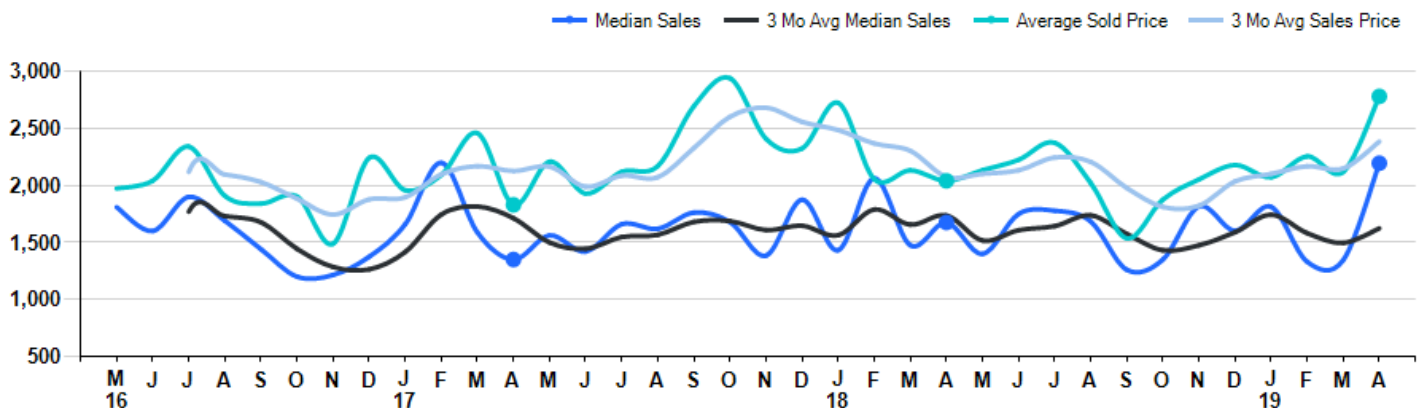
April Property sales were 19, down -29.6% from 27 in April of 2018 and equal to 0.0% 19 sales last month. April 2019 sales were at their lowest level compared to April of 2018 and 2017. April YTD sales of 72 are running -23.4% behind last year's year-to-date sales of 94.



## Prices

The Median Sales Price in April was \$2,195,000, up 31.0% from \$1,675,000 in April of 2018 and up 63.2% from \$1,345,350 last month. The Average Sales Price in April was \$2,781,913, up 36.3% from \$2,040,926 in April of 2018 and up 31.3% from \$2,119,027 last month. April 2019 ASP was at highest level compared to April of 2018 and 2017.

Median means Middle (the same # of properties sold above and below Median) (000's)



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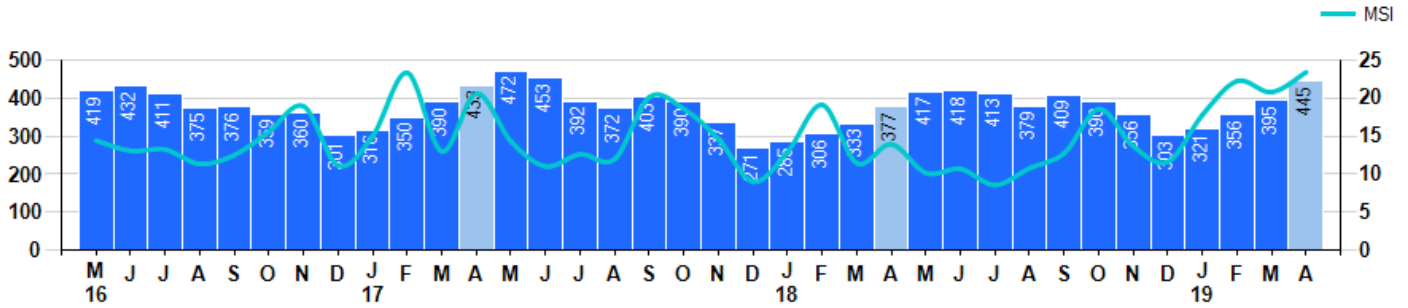
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## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 445, up 12.7% from 395 last month and up 18.0% from 377 in April of last year. April 2019 Inventory was at highest level compared to April of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2019 MSI of 23.4 months was at its highest level compared with April of 2018 and 2017.

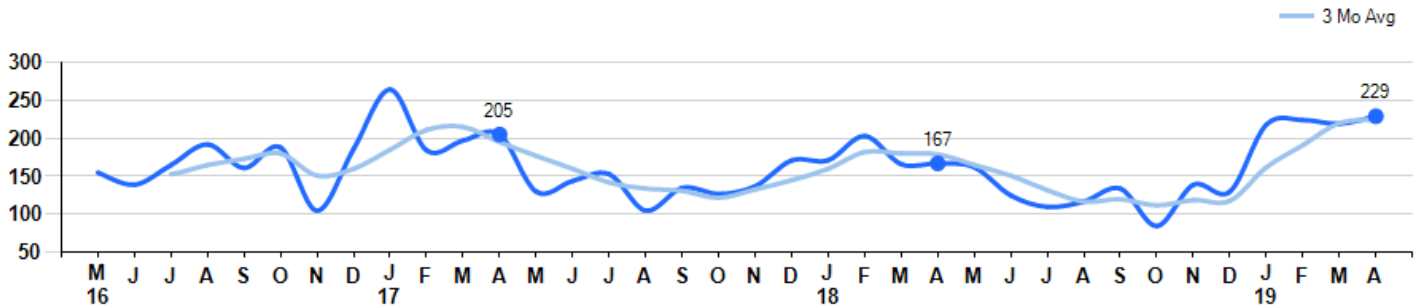
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 229, up 4.6% from 219 days last month and up 37.1% from 167 days in April of last year. The April 2019 DOM was at its highest level compared with April of 2018 and 2017.

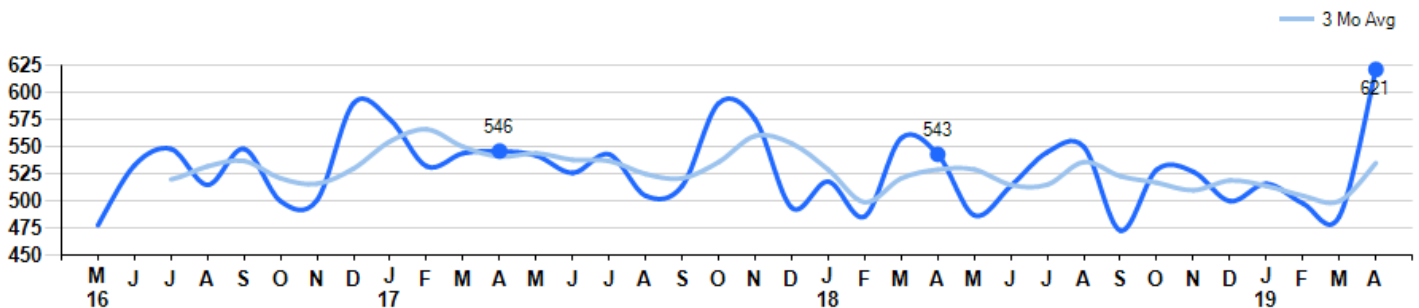
Average Days on Market(Listing to Contract) for properties sold during the month



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The April 2019 Selling Price per Square Foot of \$621 was up 27.8% from \$486 last month and up 14.4% from \$543 in April of last year.

Average Selling Price per Square Foot for properties that sold during the month



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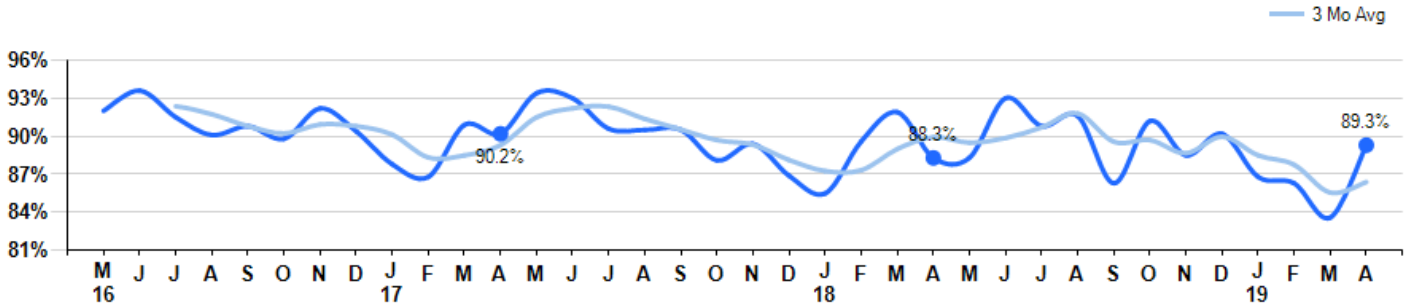
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## Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2019 Selling Price vs List Price of 89.3% was up from 83.6% last month and up from 88.3% in April of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2019 was 112, up 17.9% from 95 last month and up 0.9% from 111 in April of last year.

