

City: Greenwich



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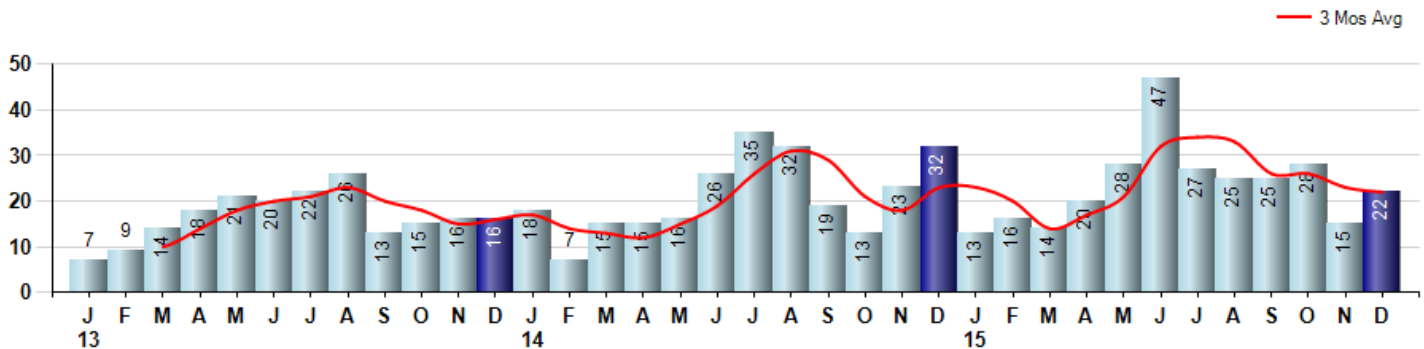
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,850,000	6%		9%				
Average List Price of all Current Listings	\$4,080,035	4%		17%				
December Median Sales Price	\$1,550,000	32%	2%	7%	-6%	\$1,650,000	0%	0%
December Average Sales Price	\$1,985,068	35%	-1%	1%	-9%	\$2,175,875	-1%	0%
Total Properties Currently for Sale (Inventory)	251	-19%		7%				
December Number of Properties Sold	22	47%		-31%			12%	
December Average Days on Market (Solds)	187	50%	9%	4%	13%	186	15%	12%
Asking Price per Square Foot (based on New Listings)	\$558	-17%	-20%	-32%	-19%	\$691	0%	0%
December Sold Price per Square Foot	\$618	19%	7%	8%	5%	\$593	0%	1%
December Month's Supply of Inventory	11.4	-45%	-23%	56%	-25%	14.4	-5%	-5%
December Sale Price vs List Price Ratio	94.3%	-2.6%	1%	0%	0.2%	94.1%	-0.3%	

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

Property Sales

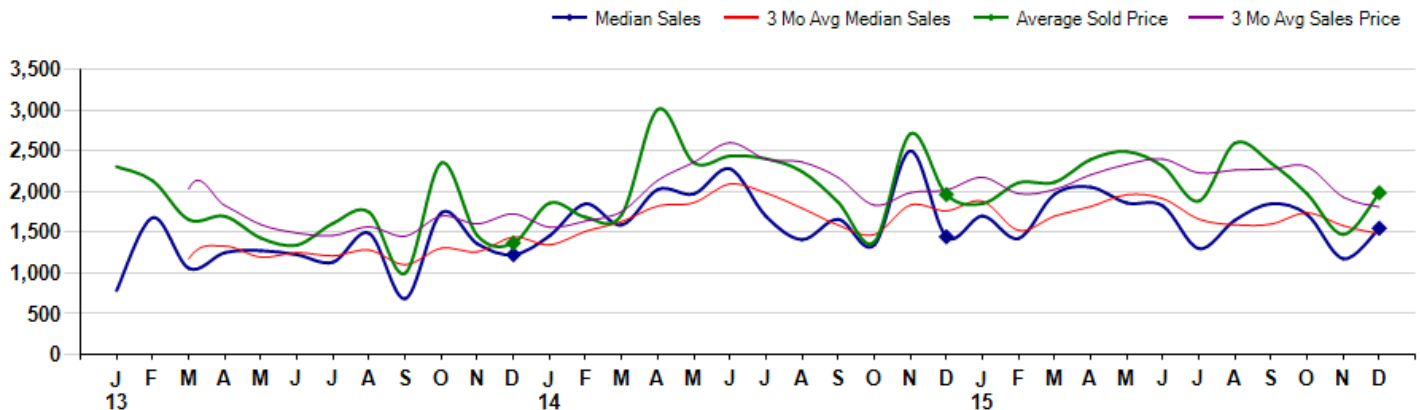
December Property sales were 22, down -31.3% from 32 in December of 2014 and 46.7% higher than the 15 sales last month. December 2015 sales were at a mid level compared to December of 2014 and 2013. December YTD sales of 280 are running 11.6% ahead of last year's year-to-date sales of 251.



Prices

The Median Sales Price in December was \$1,550,000, up 7.3% from \$1,445,000 in December of 2014 and up 31.9% from \$1,175,000 last month. The Average Sales Price in December was \$1,985,068, up 1.1% from \$1,963,828 in December of 2014 and up 34.7% from \$1,473,600 last month. December 2015 ASP was at highest level compared to December of 2014 and 2013.

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



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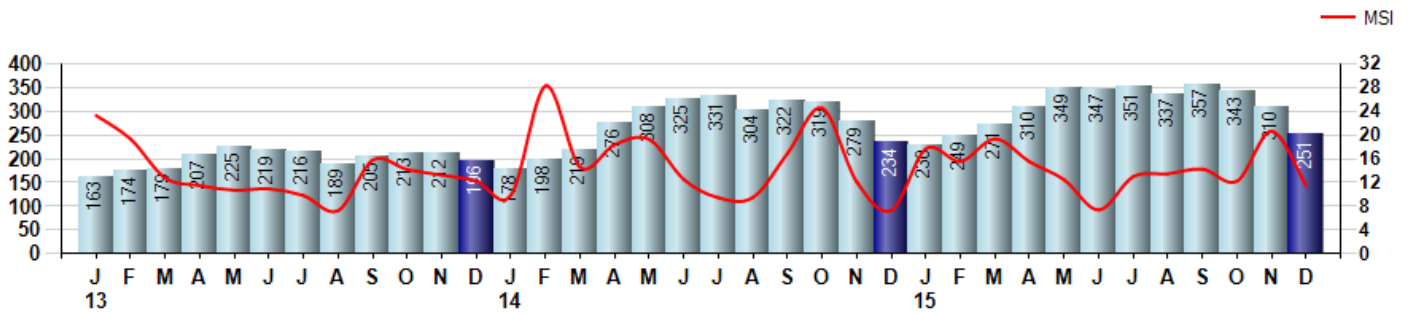
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 251, down -19.0% from 310 last month and up 7.3% from 234 in December of last year. December 2015 Inventory was at highest level compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 11.4 months was at a mid range compared with December of 2014 and 2013.

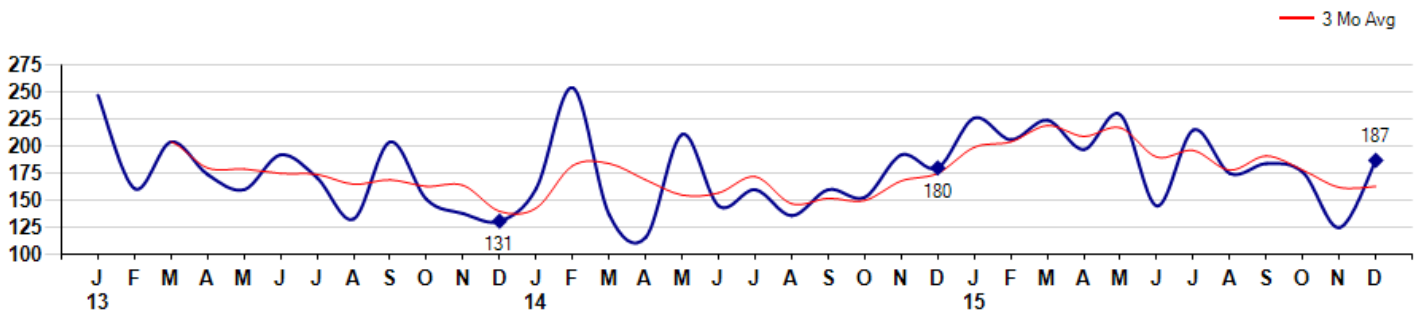
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 187, up 49.6% from 125 days last month and up 3.9% from 180 days in December of last year. The December 2015 DOM was at its highest level compared with December of 2014 and 2013.

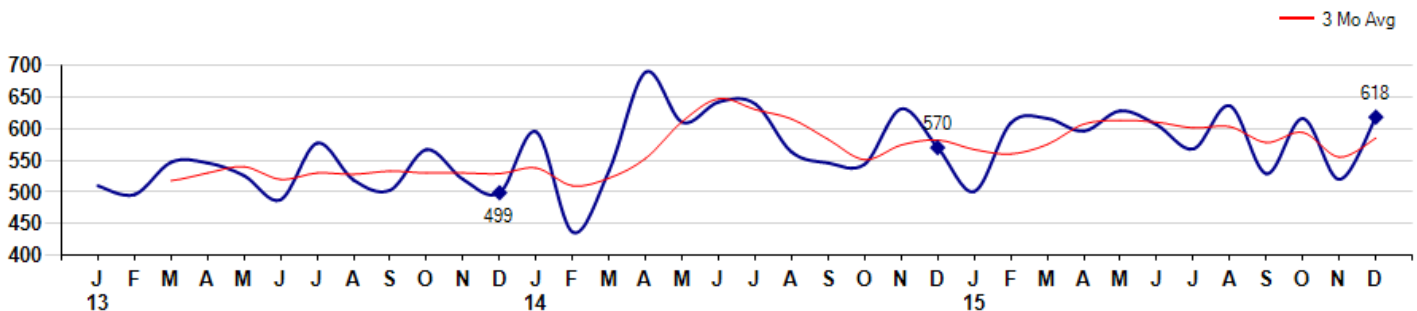
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2015 Selling Price per Square Foot of \$618 was up 18.8% from \$520 last month and up 8.4% from \$570 in December of last year.

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



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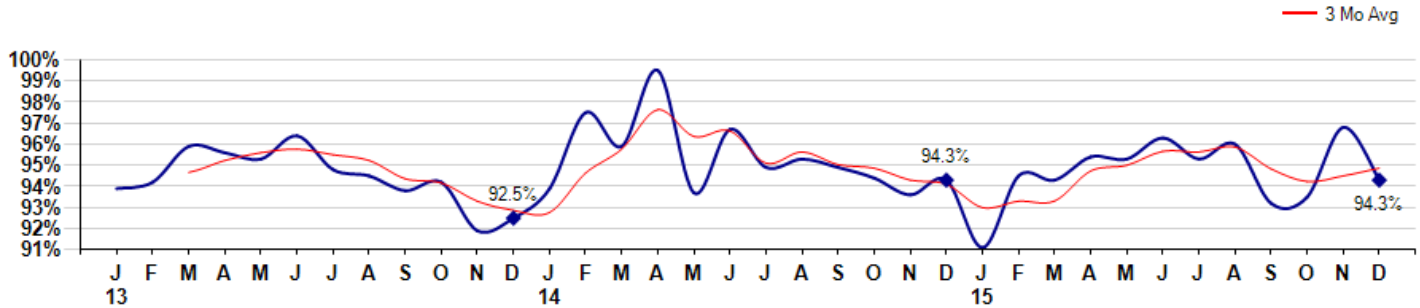


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Selling Price vs Listing Price

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 December 2015 Selling Price vs List Price of 94.3% was down from 96.8% last month and equal to 94.3% in December of last year.

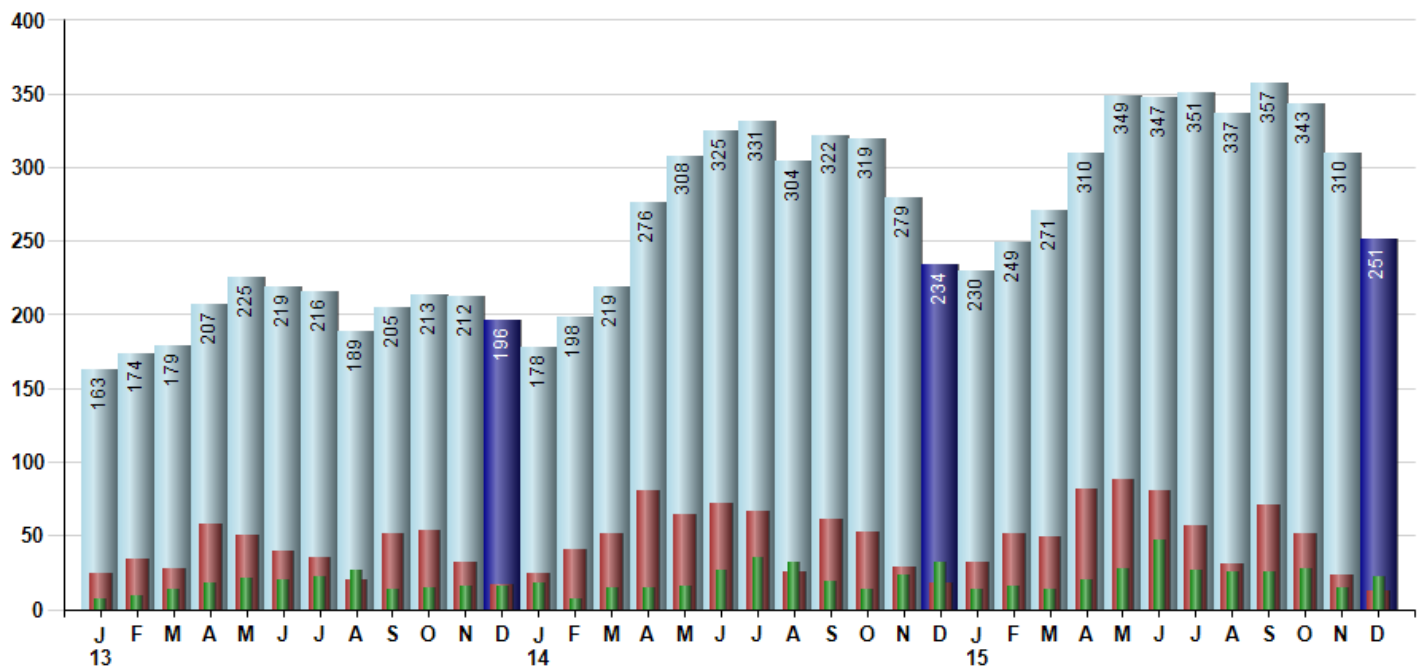
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2015 was 12, down -47.8% from 23 last month and down -33.3% from 18 in December of last year.

Inventory (light blue), New Listings (red), Sold (green)



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Based on information from Greater Fairfield County CMLS, Inc. for the period 1/1/2013 through 12/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

