

City: Greenwich



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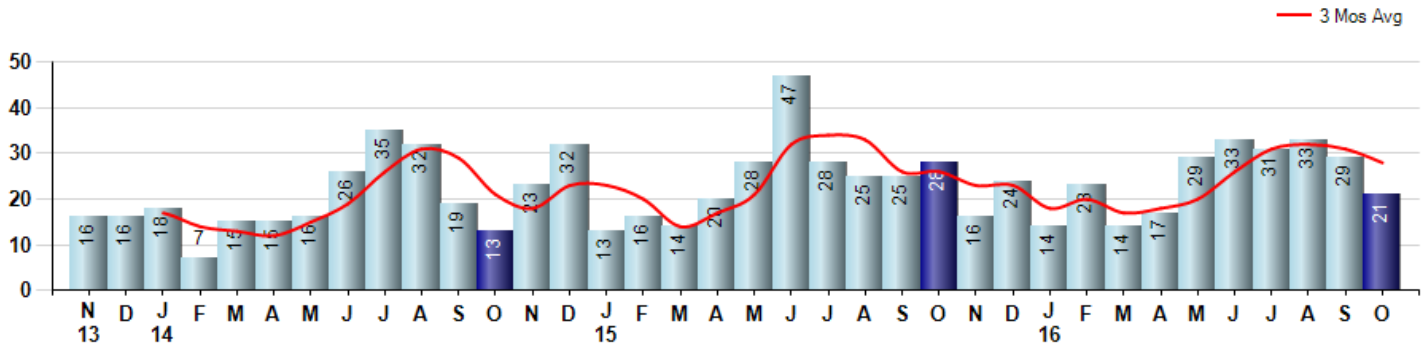
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,650,000	0%		0%				
Average List Price of all Current Listings	\$3,753,026	3%		2%				
October Median Sales Price	\$1,200,000	-16%	-27%	-30%	-28%	\$1,600,000	-7%	-4%
October Average Sales Price	\$1,957,607	8%	-3%	-1%	-10%	\$2,047,782	-8%	-5%
Total Properties Currently for Sale (Inventory)	342	-9%		-3%				
October Number of Properties Sold	21	-28%		-25%			0%	
October Average Days on Market (Solds)	198	28%	13%	13%	6%	172	-10%	-8%
Asking Price per Square Foot (based on New Listings)	\$656	6%	1%	-14%	-2%	\$660	-3%	-2%
October Sold Price per Square Foot	\$501	-12%	-9%	-19%	-15%	\$547	-8%	-7%
October Month's Supply of Inventory	16.3	26%	20%	29%	12%	16.3	15%	13%
October Sale Price vs List Price Ratio	95.4%	0.4%	1%	2%	1.4%	94.9%	1.0%	0.9%

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

Property Sales

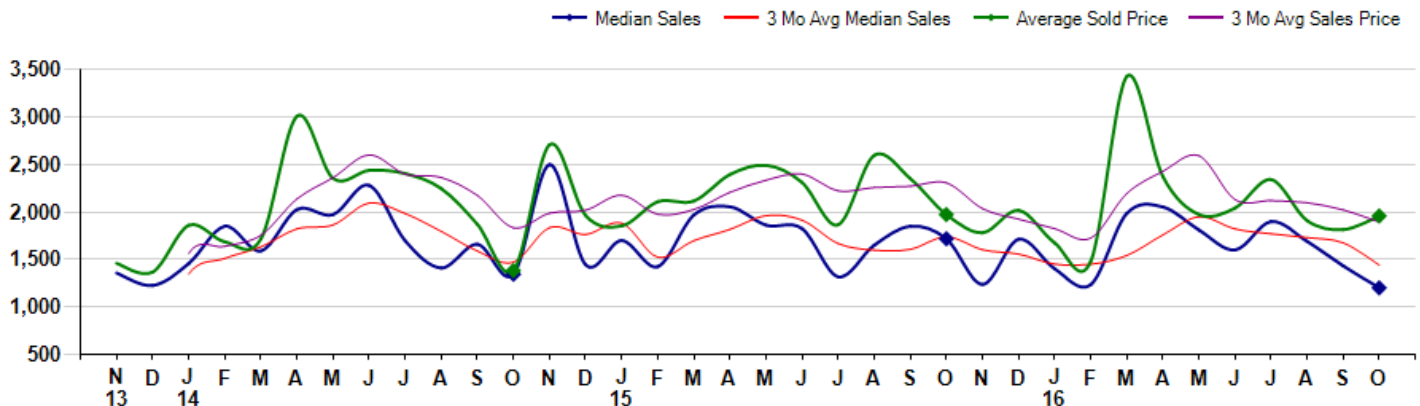
October Property sales were 21, down -25.0% from 28 in October of 2015 and -27.6% lower than the 29 sales last month. October 2016 sales were at a mid level compared to October of 2015 and 2014. October YTD sales of 244 are running equal to last year's year-to-date sales of 244.



Prices

The Median Sales Price in October was \$1,200,000, down -30.1% from \$1,717,250 in October of 2015 and down -16.2% from \$1,432,500 last month. The Average Sales Price in October was \$1,957,607, down -0.8% from \$1,972,589 in October of 2015 and up 7.9% from \$1,814,224 last month. October 2016 ASP was at a mid range compared to October of 2015 and 2014.

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



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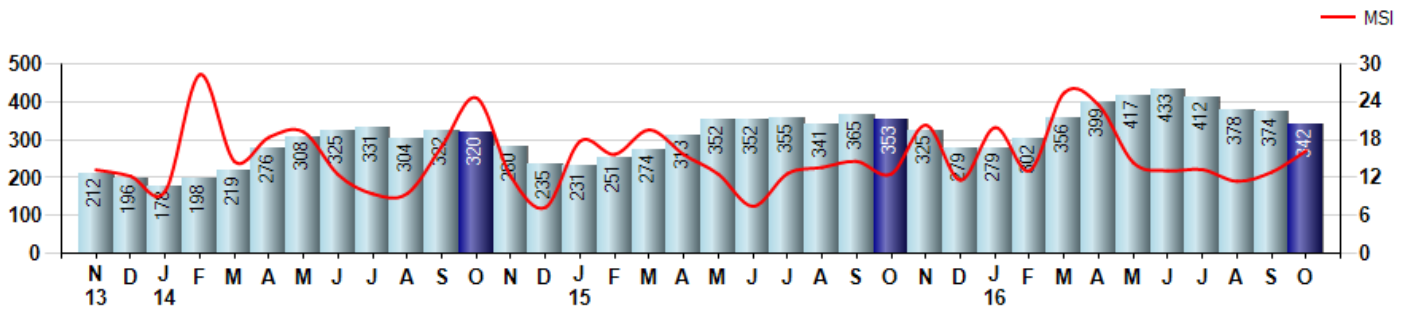
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 342, down -8.6% from 374 last month and down -3.1% from 353 in October of last year. October 2016 Inventory was at a mid range compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 16.3 months was at a mid range compared with October of 2015 and 2014.

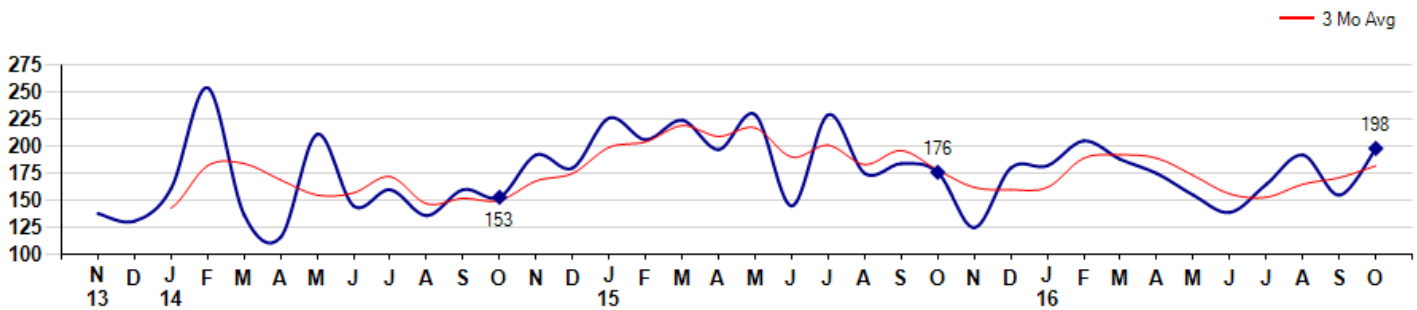
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 198, up 27.7% from 155 days last month and up 12.5% from 176 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

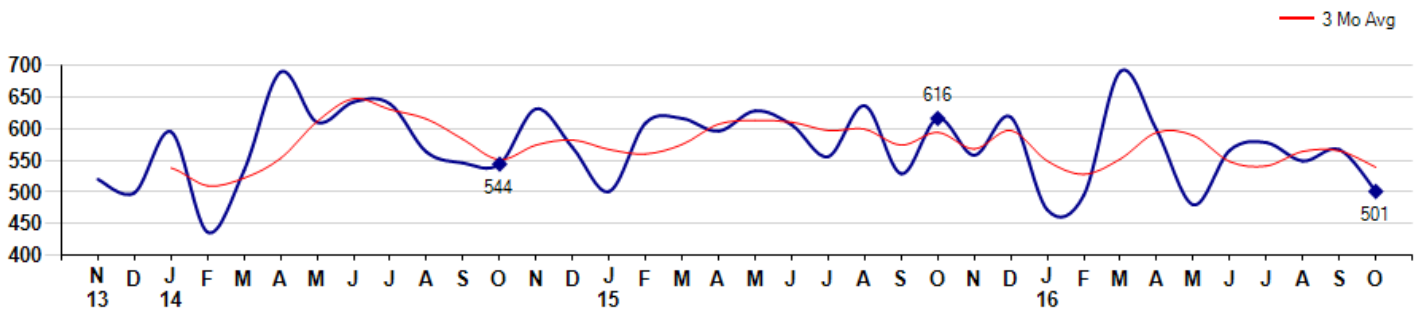
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2016 Selling Price per Square Foot of \$501 was down -11.6% from \$567 last month and down -18.7% from \$616 in October of last year.

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



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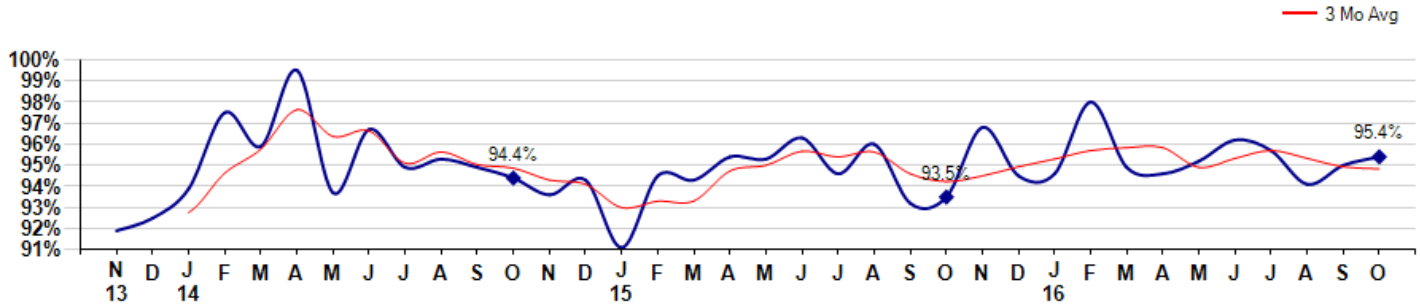


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Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 95.4% was up from 95.0% last month and up from 93.5% in October of last year.

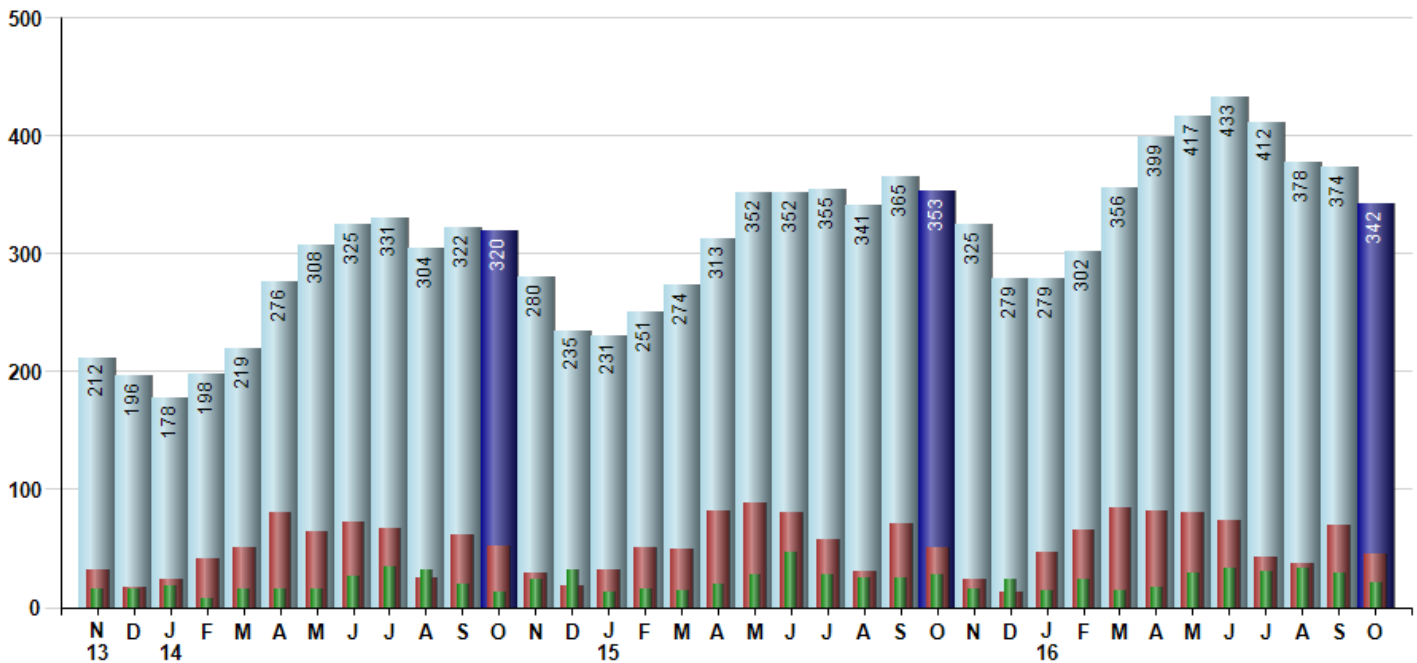
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2016 was 45, down -34.8% from 69 last month and down -11.8% from 51 in October of last year.

Inventory New Listings Sold



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