

City: Greenwich



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



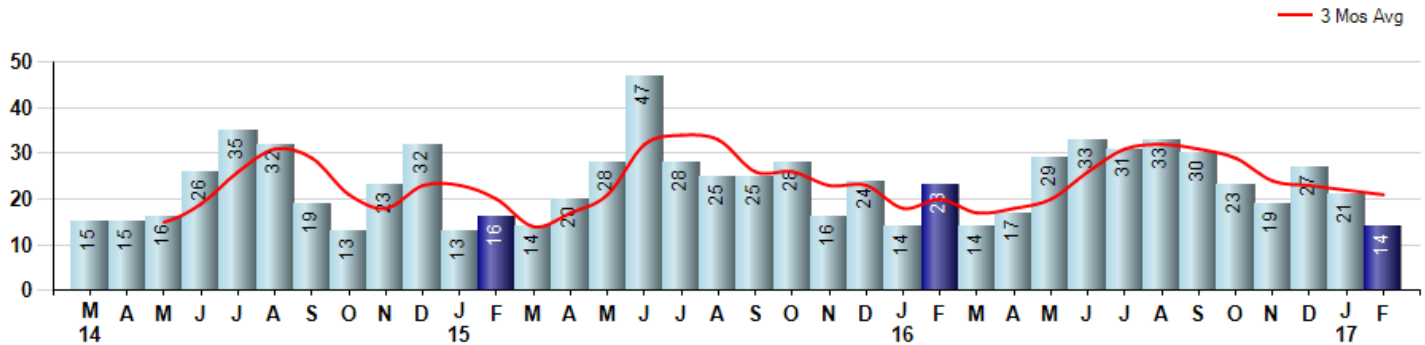
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,950,000	-2%		7%				
Average List Price of all Current Listings	\$3,996,921	-1%		2%				
February Median Sales Price	\$1,905,000	15%	31%	54%	23%	\$1,660,500	35%	8%
February Average Sales Price	\$2,027,679	4%	4%	37%	0%	\$1,986,286	28%	-2%
Total Properties Currently for Sale (Inventory)	314	7%		4%				
February Number of Properties Sold	14	-33%		-39%			-5%	
February Average Days on Market (Solds)	189	-28%	1%	-8%	7%	234	19%	33%
Asking Price per Square Foot (based on New Listings)	\$695	1%	0%	-4%	5%	\$692	6%	5%
February Sold Price per Square Foot	\$549	-7%	-5%	11%	-1%	\$574	18%	3%
February Month's Supply of Inventory	22.4	61%	41%	70%	39%	18.2	10%	13%
February Sale Price vs List Price Ratio	87.3%	-0.6%	-3%	-7%	-4.0%	87.6%	-4.6%	-3.7%

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

Property Sales

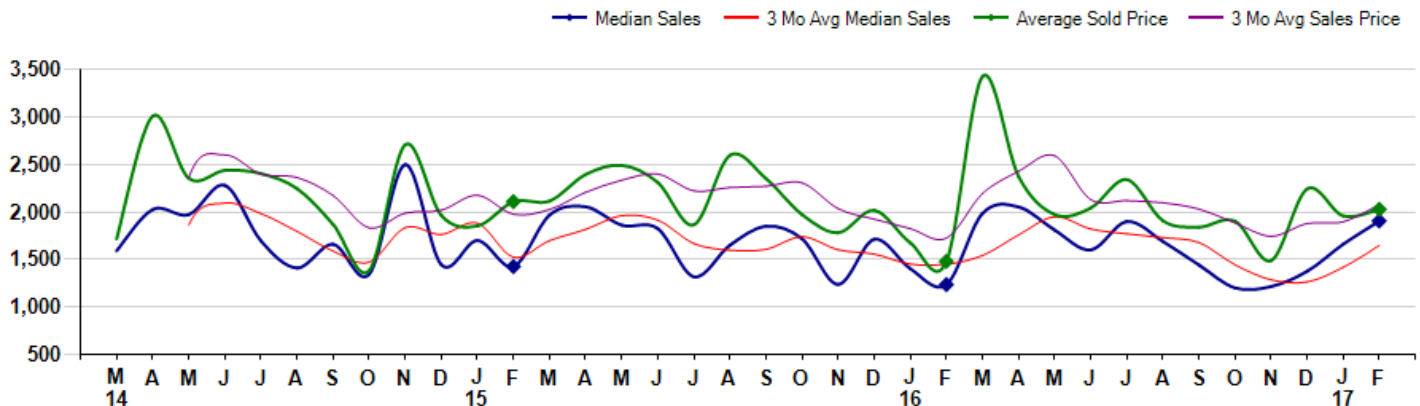
February Property sales were 14, down -39.1% from 23 in February of 2016 and -33.3% lower than the 21 sales last month. February 2017 sales were at their lowest level compared to February of 2016 and 2015. February YTD sales of 35 are running -5.4% behind last year's year-to-date sales of 37.



Prices

The Median Sales Price in February was \$1,905,000, up 54.3% from \$1,235,000 in February of 2016 and up 14.7% from \$1,660,500 last month. The Average Sales Price in February was \$2,027,679, up 37.1% from \$1,479,278 in February of 2016 and up 3.5% from \$1,958,690 last month. February 2017 ASP was at a mid range compared to February of 2016 and 2015.

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



City: Greenwich



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



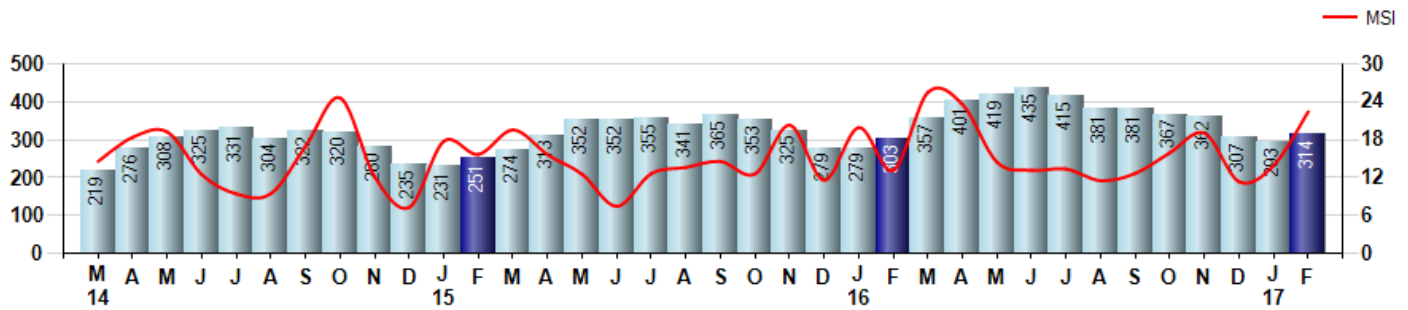
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 314, up 7.2% from 293 last month and up 3.6% from 303 in February of last year. February 2017 Inventory was at highest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 22.4 months was at its highest level compared with February of 2016 and 2015.

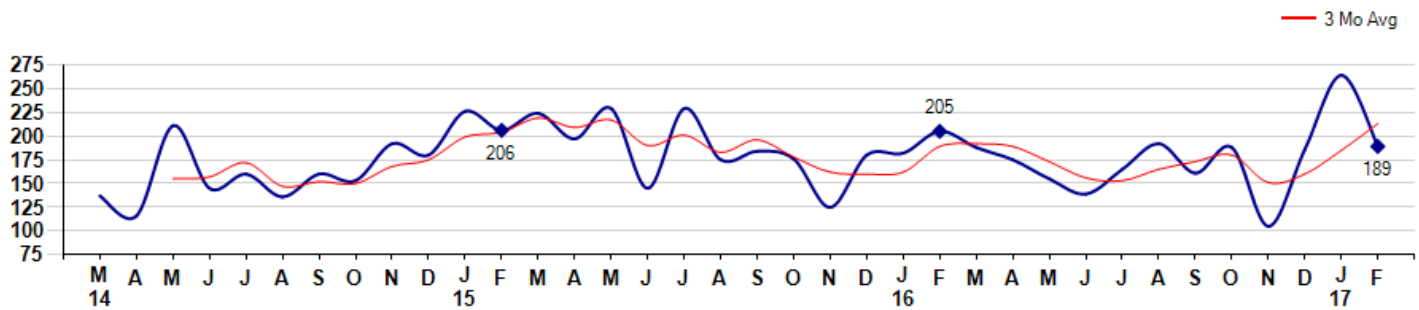
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 189, down -28.4% from 264 days last month and down -7.8% from 205 days in February of last year. The February 2017 DOM was at its lowest level compared with February of 2016 and 2015.

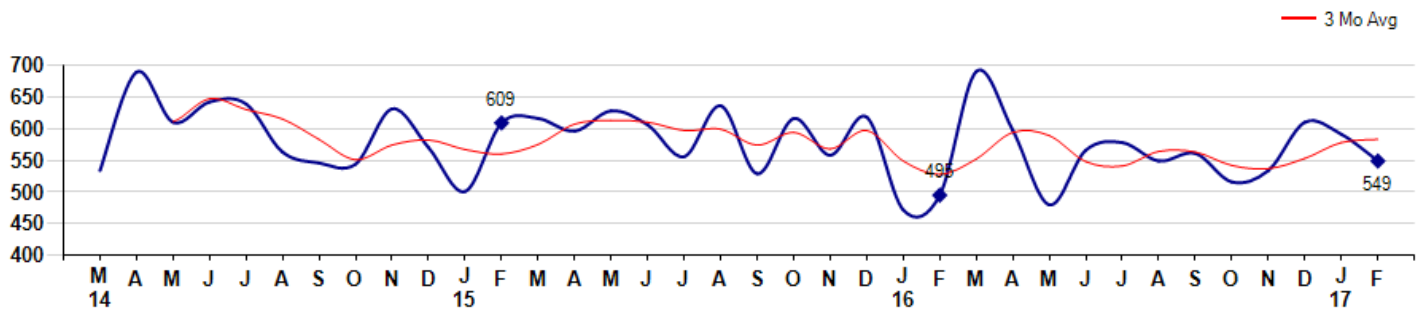
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2017 Selling Price per Square Foot of \$549 was down -7.1% from \$591 last month and up 10.9% from \$495 in February of last year.

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



City: Greenwich



Joni Usdan
 Residential Real Estate Specialist
 2032167654
 www.jonihomes.com
 joni@jonihomes.com

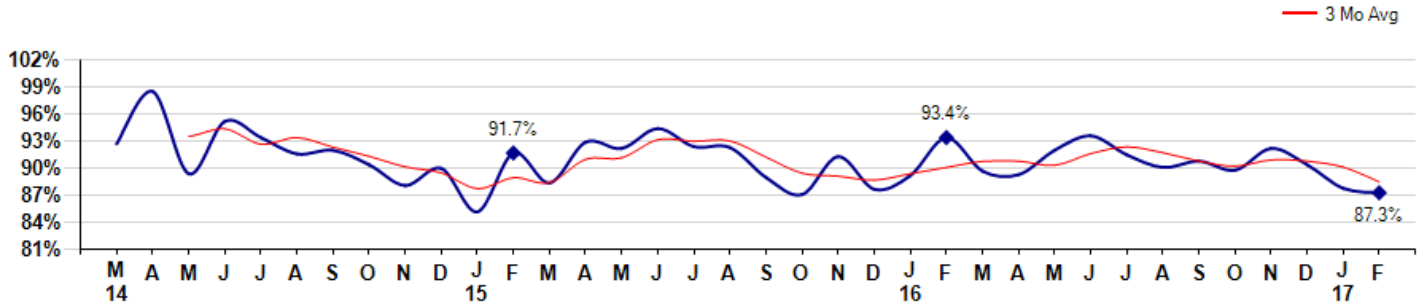


Price Range: 0 to 999999999 | Properties: Single Family Home

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 February 2017 Selling Price vs List Price of 87.3% was down from 87.8% last month and down from 93.4% in February of last year.

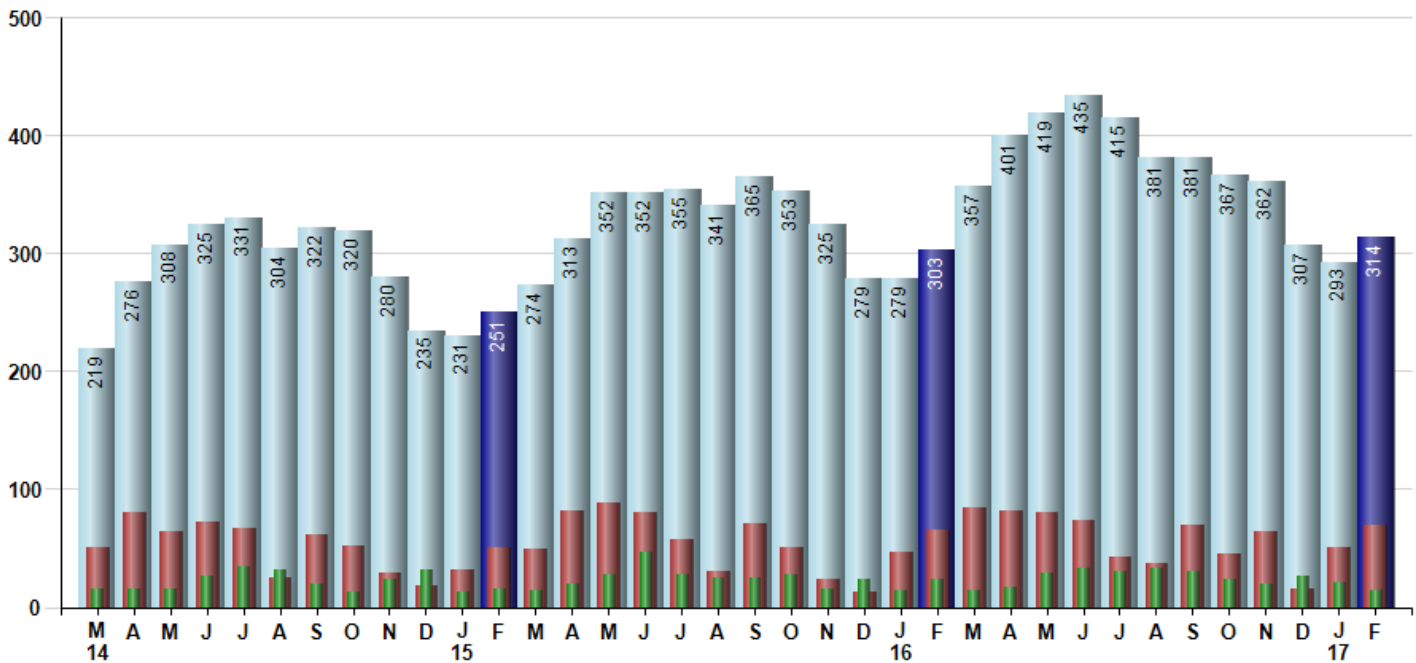
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 February 2017 was 69, up 38.0% from 50 last month and up 6.2% from 65 in February of last year.

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



© 2017 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Greater Fairfield County CMLS, Inc. for the period 3/1/2014 through 2/28/2017. 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.

