

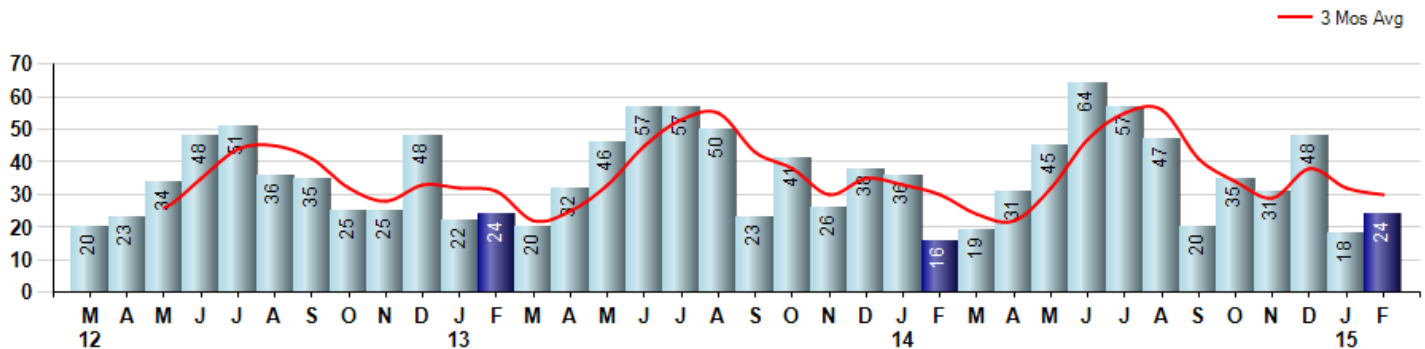
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$3,850,000	6%		18%				
Average List Price of all Current Listings	\$5,247,682	2%		14%				
February Median Sales Price	\$1,787,500	20%	-7%	-21%	-13%	\$1,710,000	-25%	-17%
February Average Sales Price	\$3,618,458	98%	36%	19%	32%	\$2,852,336	-5%	4%
Total Properties Currently for Sale (Inventory)	375	-2%		-14%				
February Number of Properties Sold	24	33%		50%			-19%	
February Average Days on Market (Solds)	222	1%	3%	-32%	12%	222	-16%	12%
Asking Price per Square Foot (based on New Listings)	\$690	-2%	-1%	3%	-3%	\$698	2%	-2%
February Sold Price per Square Foot	\$634	31%	10%	12%	5%	\$571	-2%	-6%
February Month's Supply of Inventory	15.6	-27%	4%	-42%	-1%	18.5	-3%	18%
February Sale Price vs List Price Ratio	92.8%	-0.3%	0%	-1%	-0.5%	94.2%	2.4%	1.0%

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

### Property Sales

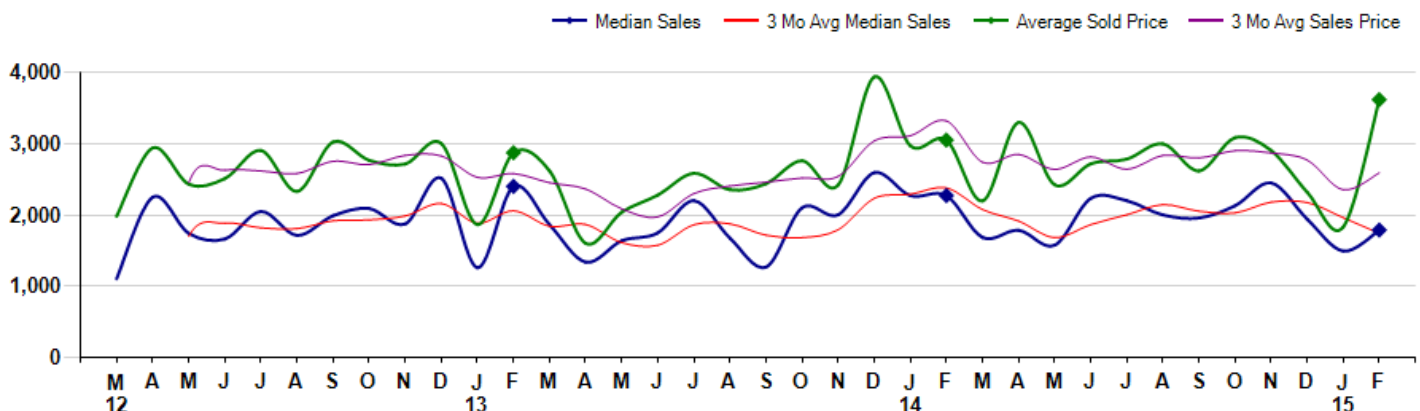
February Property sales were 24, up 50.0% from 16 in February of 2014 and 33.3% higher than the 18 sales last month. February 2015 sales were at a mid level compared to February of 2014 and 2013. February YTD sales of 42 are running -19.2% behind last year's year-to-date sales of 52.



### Prices

The Median Sales Price in February was \$1,787,500, down -21.3% from \$2,271,763 in February of 2014 and up 19.8% from \$1,492,500 last month. The Average Sales Price in February was \$3,618,458, up 18.6% from \$3,050,590 in February of 2014 and up 97.6% from \$1,830,840 last month. February 2015 ASP was at highest level compared to February of 2014 and 2013.

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



City: *Greenwich, Old Greenwich*

**Coldwell Banker Westport Riverside**

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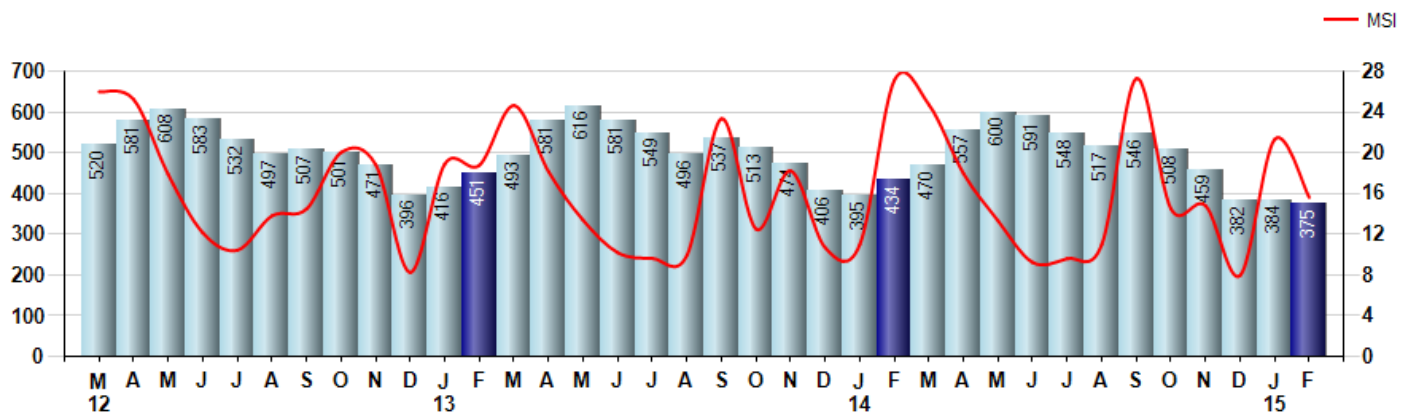
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## Inventory & MSI

The Total Inventory of Properties available for sale as of February was 375, down -2.3% from 384 last month and down -13.6% from 434 in February of last year. February 2015 Inventory was at the lowest level compared to February of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2015 MSI of 15.6 months was at its lowest level compared with February of 2014 and 2013.

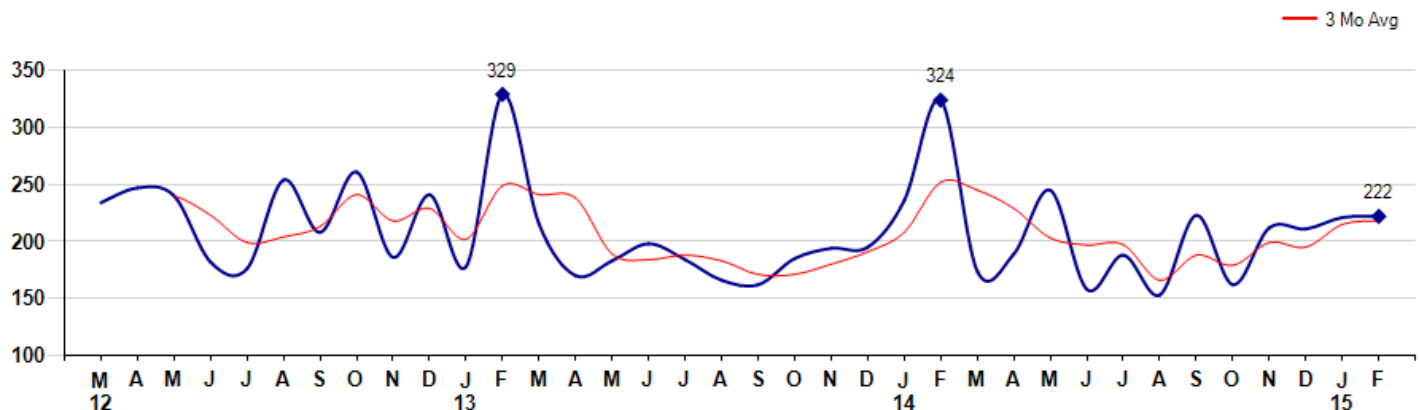
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 February was 222, up 0.5% from 221 days last month and down -31.5% from 324 days in February of last year. The February 2015 DOM was at its lowest level compared with February of 2014 and 2013.

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



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Based on information from Greenwich Association of Realtors, Inc. for the period 3/1/2012 through 2/28/2015. 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.



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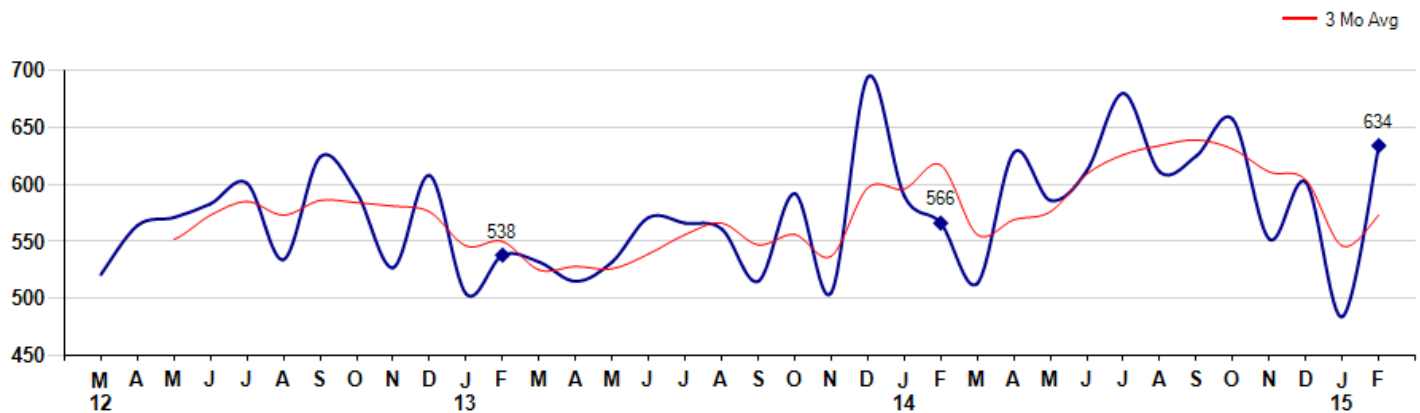


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## Selling Price per Square Foot

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 2015 Selling Price per Square Foot of \$634 was up 31.0% from \$484 last month and up 12.0% from \$566 in February of last year.

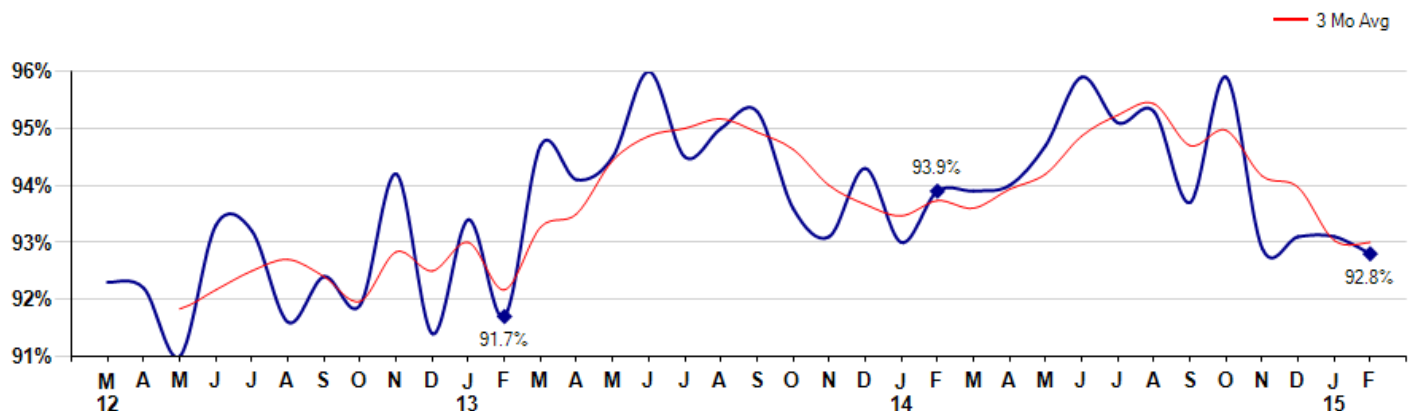
Average Selling Price per Square Foot for properties that sold during the month



## 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 2015 Selling Price vs List Price of 92.8% was down from 93.1% last month and down from 93.9% in February of last year.

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



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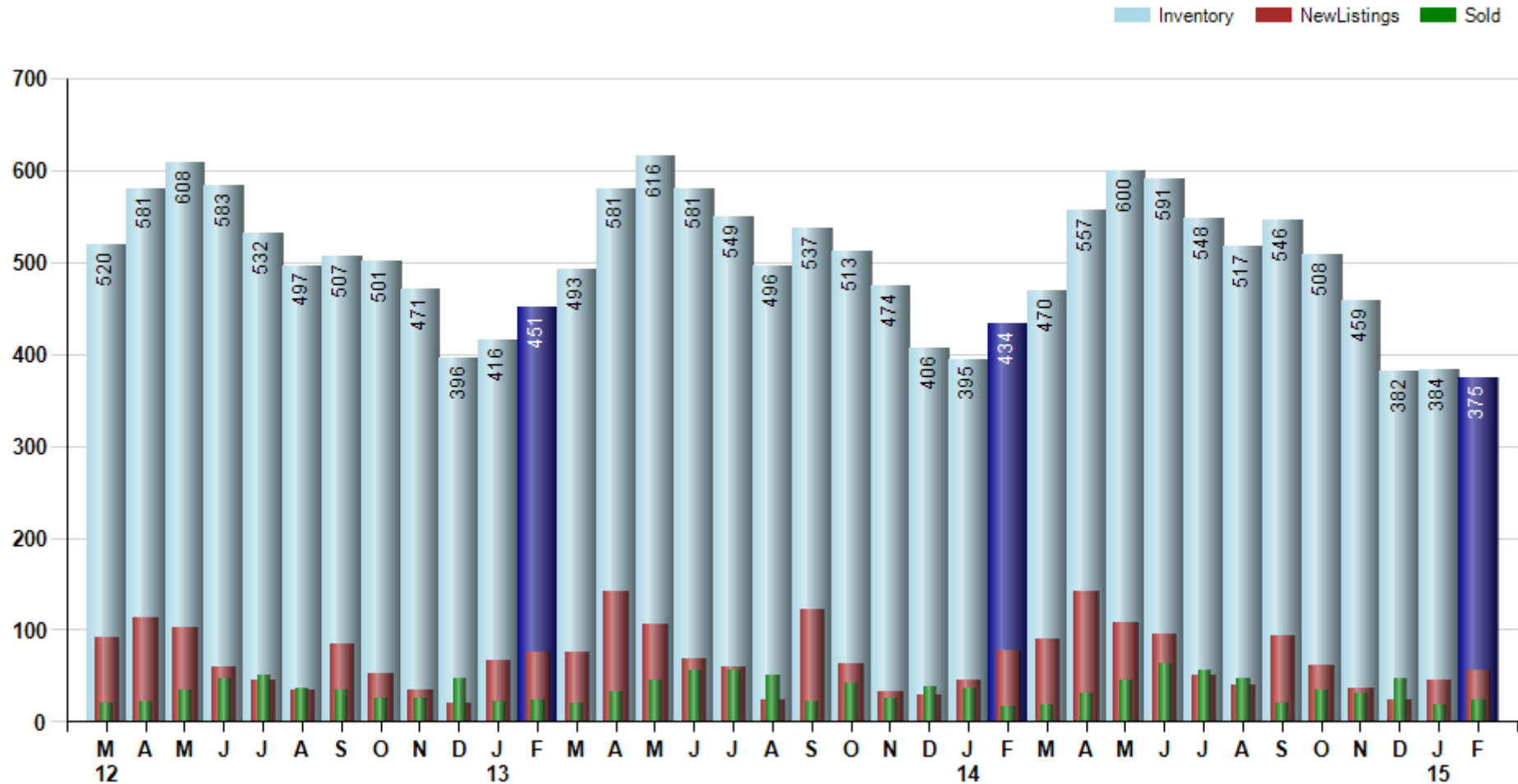
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## Inventory / New Listings / Sales

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 2015 was 56, up 21.7% from 46 last month and down -27.3% from 77 in February of last year.



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