

City: Greenwich, Old Greenwich

Coldwell Banker Westport Riverside

472 Riverside Avenue  
Westport, CT 06880  
www.ColdwellBankerMoves.com  
203-227-8424



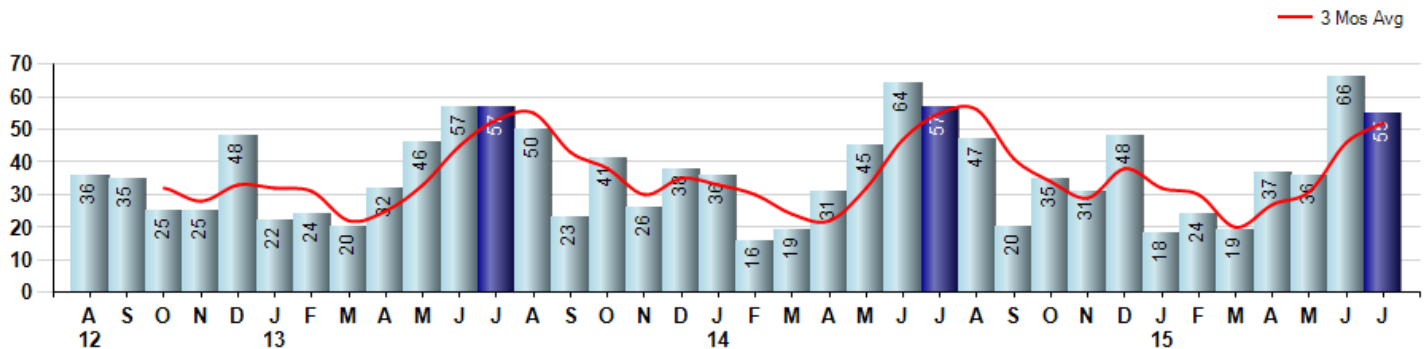
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$3,550,000	8%		19%				
Average List Price of all Current Listings	\$5,115,091	8%		16%				
July Median Sales Price	\$1,900,000	-14%	-5%	-14%	-7%	\$1,950,000	-7%	-5%
July Average Sales Price	\$2,570,624	-2%	-1%	-8%	-6%	\$2,639,980	-5%	-4%
Total Properties Currently for Sale (Inventory)	472	-10%		-14%				
July Number of Properties Sold	55	-17%		-4%			-5%	
July Average Days on Market (Solds)	200	23%	1%	6%	1%	207	2%	4%
Asking Price per Square Foot (based on New Listings)	\$842	4%	10%	14%	20%	\$737	7%	5%
July Sold Price per Square Foot	\$617	0%	2%	-9%	2%	\$598	-2%	-1%
July Month's Supply of Inventory	8.6	8%	-19%	-11%	-46%	15.6	-4%	-1%
July Sale Price vs List Price Ratio	96.7%	0.4%	2%	2%	3.7%	94.8%	1.9%	1.6%

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

## Property Sales

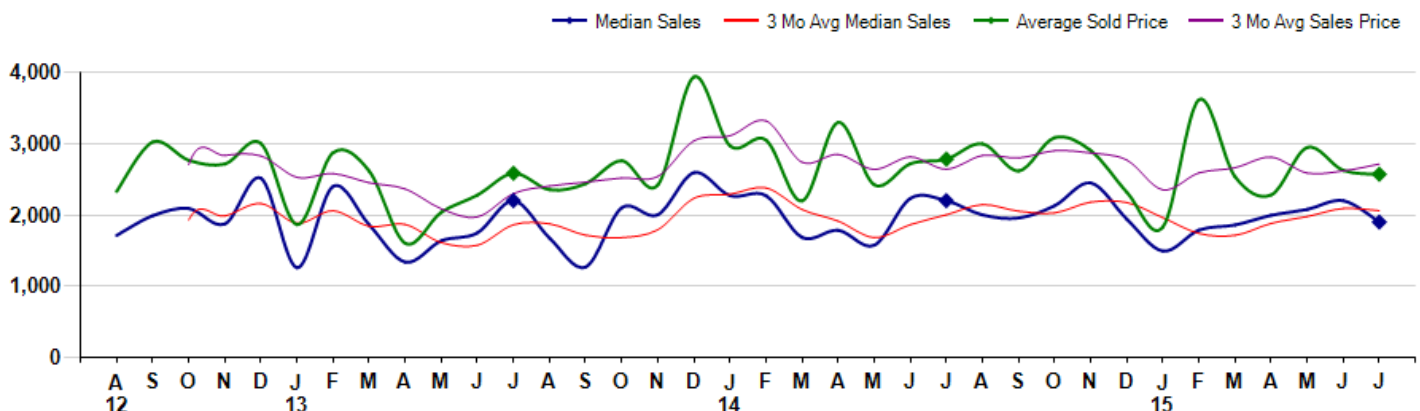
July Property sales were 55, down -3.5% from 57 in July of 2014 and -16.7% lower than the 66 sales last month. July 2015 sales were at their lowest level compared to July of 2014 and 2013. July YTD sales of 255 are running -4.9% behind last year's year-to-date sales of 268.



## Prices

The Median Sales Price in July was \$1,900,000, down -13.6% from \$2,200,000 in July of 2014 and down -13.6% from \$2,200,000 last month. The Average Sales Price in July was \$2,570,624, down -7.6% from \$2,783,228 in July of 2014 and down -2.1% from \$2,625,738 last month. July 2015 ASP was at the lowest level compared to July of 2014 and 2013.

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



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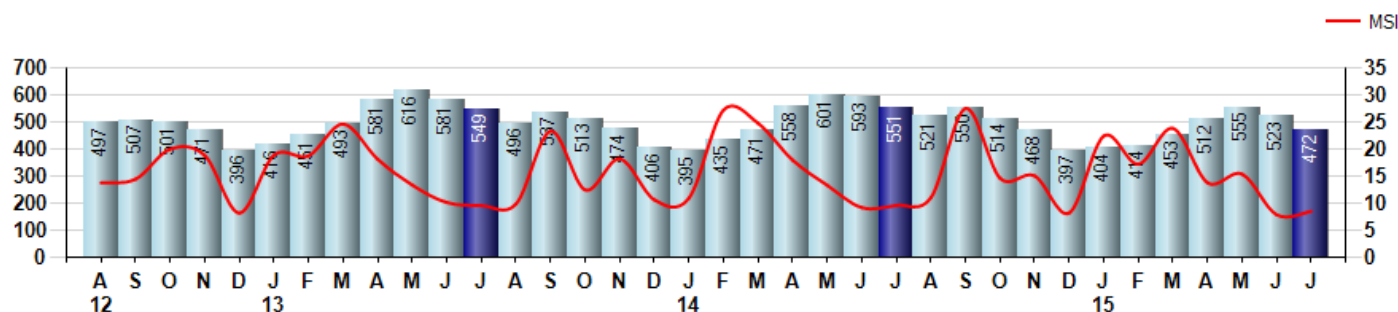
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 472, down -9.8% from 523 last month and down -14.3% from 551 in July of last year. July 2015 Inventory was at the lowest level compared to July of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2015 MSI of 8.6 months was at its lowest level compared with July of 2014 and 2013.

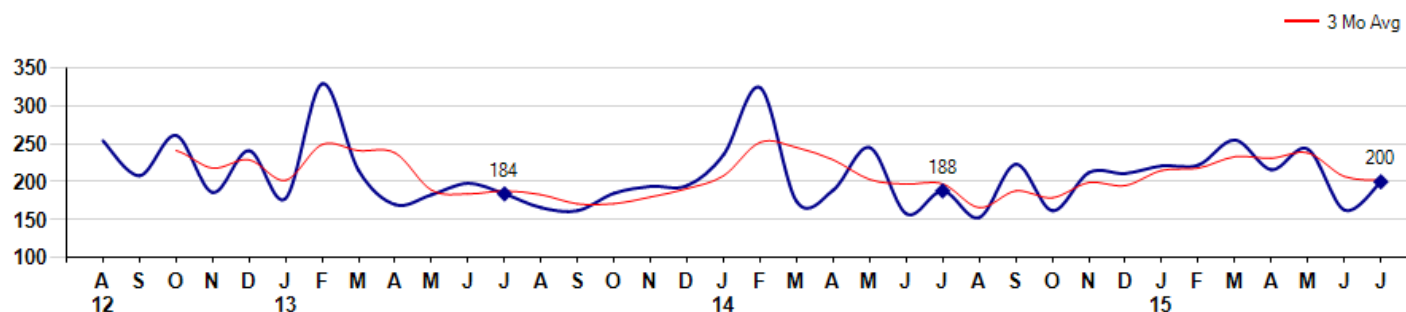
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 200, up 22.7% from 163 days last month and up 6.4% from 188 days in July of last year. The July 2015 DOM was at its highest level compared with July of 2014 and 2013.

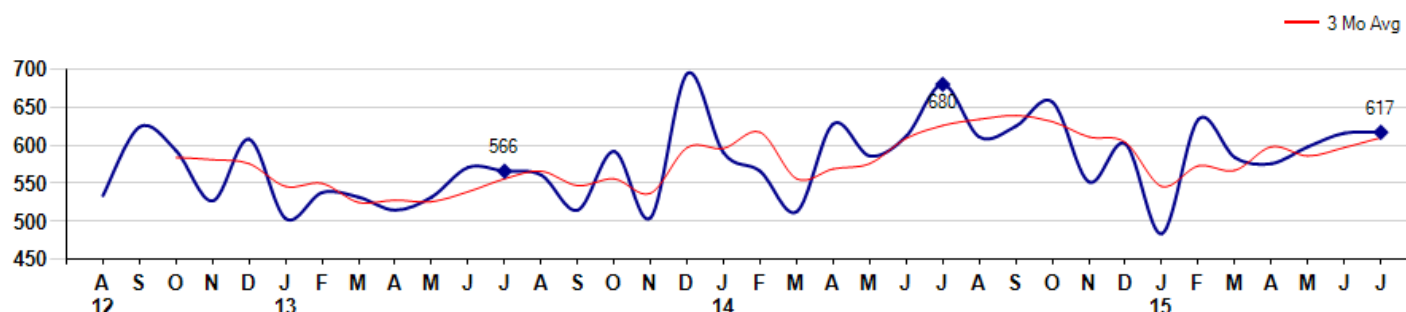
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 July 2015 Selling Price per Square Foot of \$617 was up 0.2% from \$616 last month and down -9.3% from \$680 in July of last year.

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



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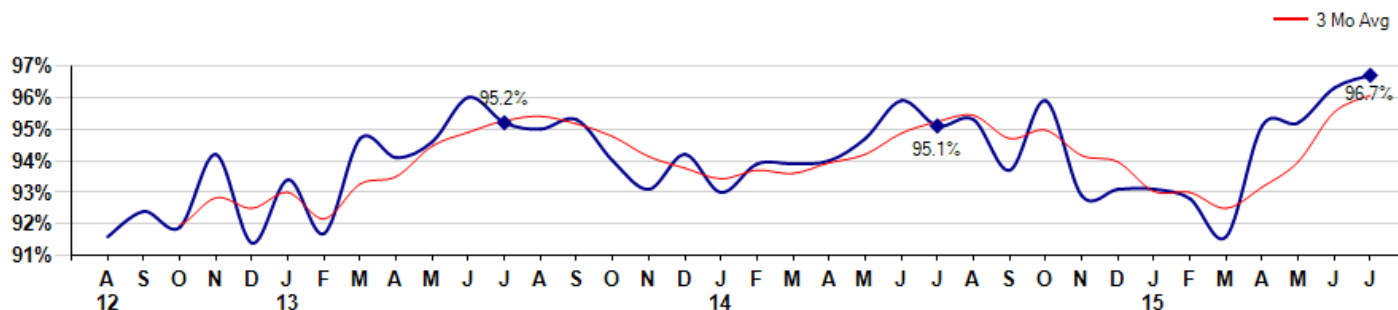


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## Selling Price vs Listing Price

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 July 2015 Selling Price vs List Price of 96.7% was up from 96.3% last month and up from 95.1% in July of last year.

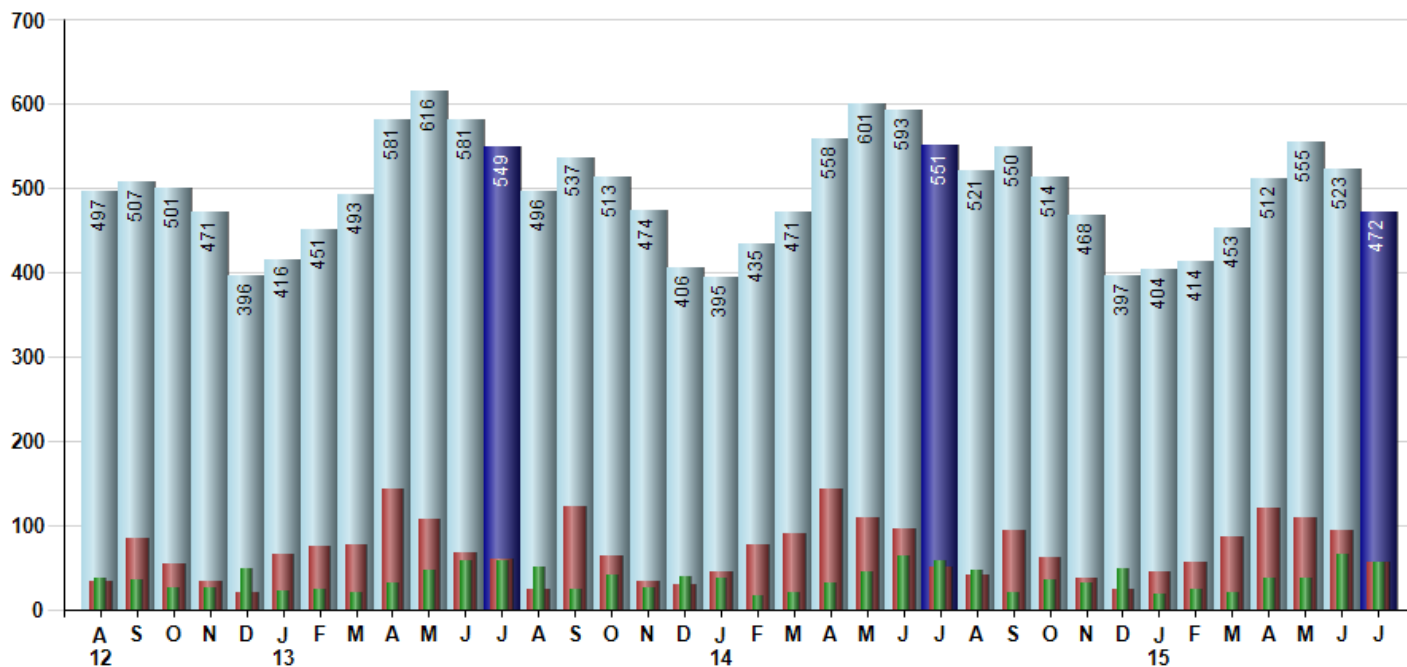
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 July 2015 was 55, down -41.5% from 94 last month and up 10.0% from 50 in July of last year.

Inventory NewListings Sold



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