

## City: Greenwich



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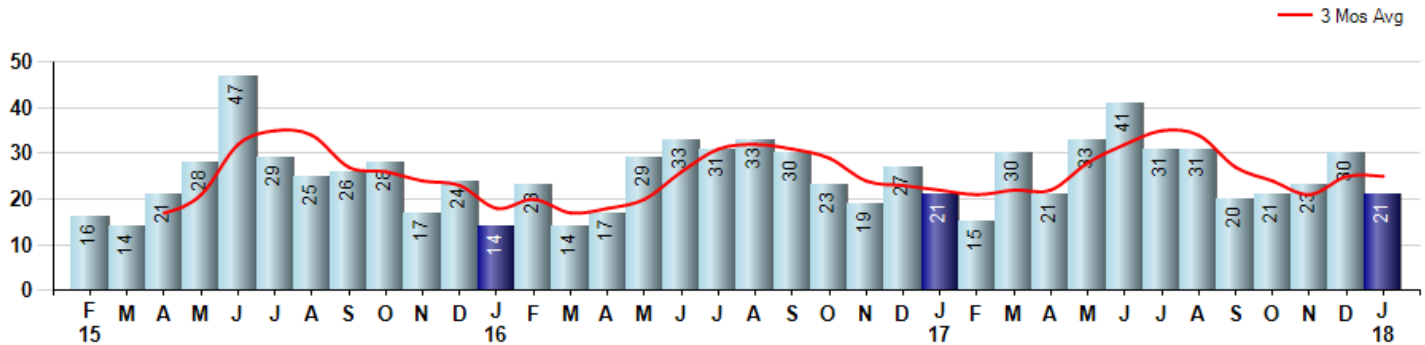
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,595,000	-4%		-7%				
Average List Price of all Current Listings	\$3,529,365	-1%		-9%				
January Median Sales Price	\$1,500,000	-20%	-11%	-10%	-7%	\$1,500,000	-10%	-7%
January Average Sales Price	\$2,807,738	21%	9%	43%	23%	\$2,807,738	43%	23%
Total Properties Currently for Sale (Inventory)	283	5%		-10%				
January Number of Properties Sold	21	-30%		0%			0%	
January Average Days on Market (Solds)	172	1%	12%	-35%	8%	172	-35%	8%
Asking Price per Square Foot (based on New Listings)	\$544	21%	-1%	-13%	-11%	\$544	-13%	-11%
January Sold Price per Square Foot	\$520	5%	-4%	-10%	-3%	\$520	-10%	-3%
January Month's Supply of Inventory	13.5	50%	9%	-10%	-12%	13.5	-10%	-12%
January Sale Price vs List Price Ratio	85.6%	-1.5%	-2%	-3%	-4.8%	85.6%	-2.5%	-4.8%

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

### Property Sales

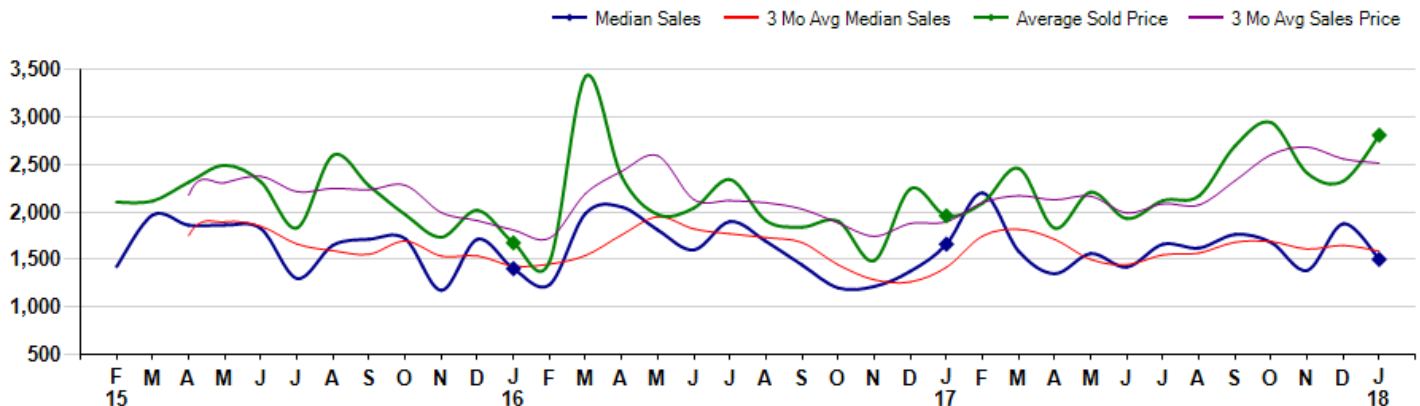
January Property sales were 21, equal to 21 in January of 2017 and -30.0% lower than the 30 sales last month. January 2018 sales were at a mid level compared to January of 2017 and 2016. January YTD sales of 21 are running equal to last year's year-to-date sales of 21.



### Prices

The Median Sales Price in January was \$1,500,000, down -9.7% from \$1,660,500 in January of 2017 and down -20.0% from \$1,875,000 last month. The Average Sales Price in January was \$2,807,738, up 43.3% from \$1,958,690 in January of 2017 and up 20.8% from \$2,324,228 last month. January 2018 ASP was at highest level compared to January of 2017 and 2016.

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



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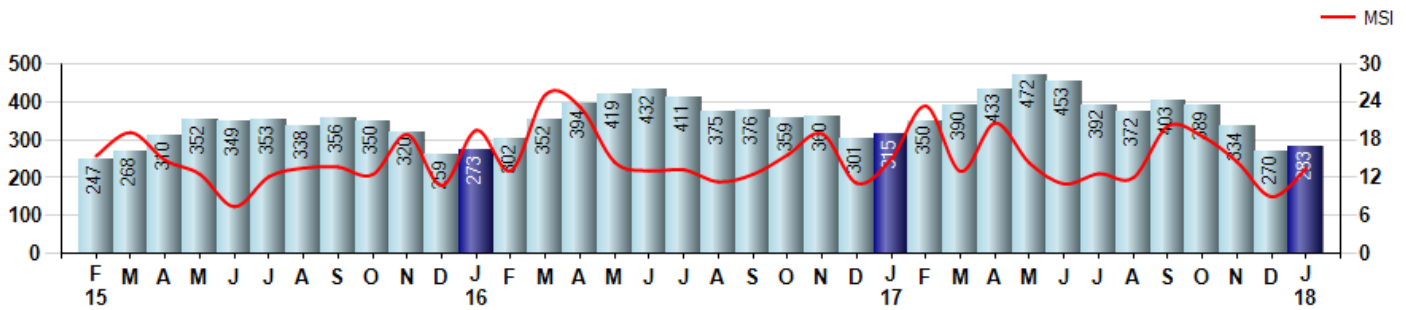
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 283, up 4.8% from 270 last month and down -10.2% from 315 in January of last year. January 2018 Inventory was at a mid range compared to January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 13.5 months was at its lowest level compared with January of 2017 and 2016.

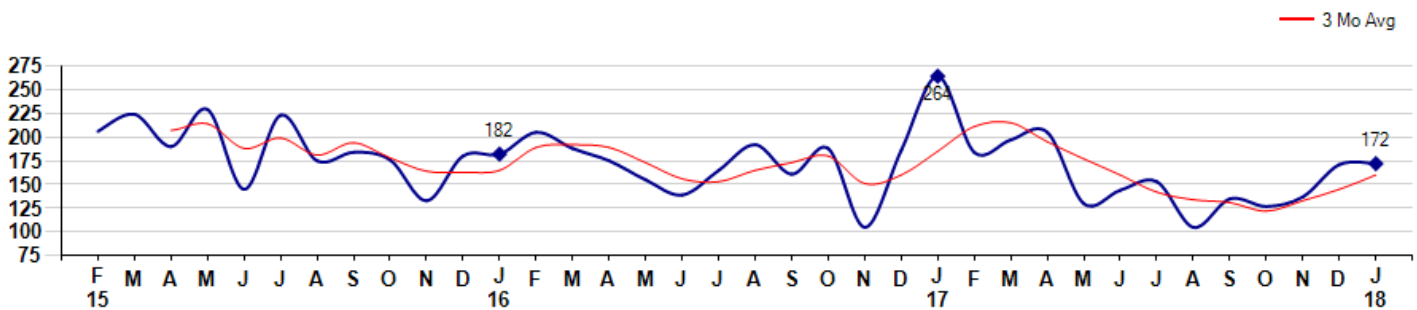
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 172, up 0.6% from 171 days last month and down -34.8% from 264 days in January of last year. The January 2018 DOM was at its lowest level compared with January of 2017 and 2016.

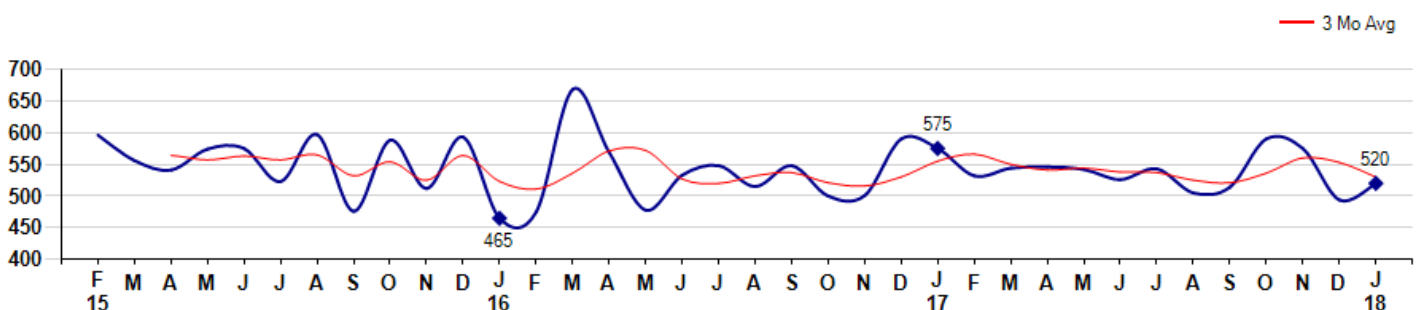
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 January 2018 Selling Price per Square Foot of \$520 was up 5.3% from \$494 last month and down -9.6% from \$575 in January of last year.

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



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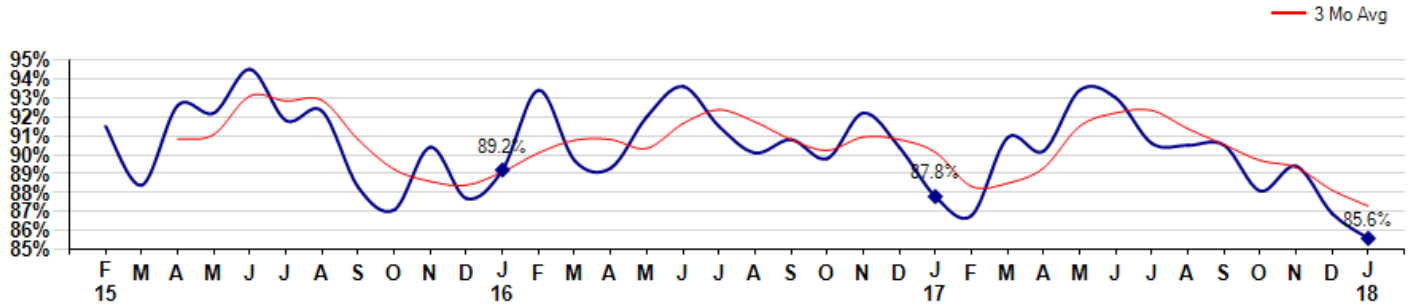


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### Selling Price vs Listing Price

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 January 2018 Selling Price vs List Price of 85.6% was down from 86.9% last month and down from 87.8% in January of last year.

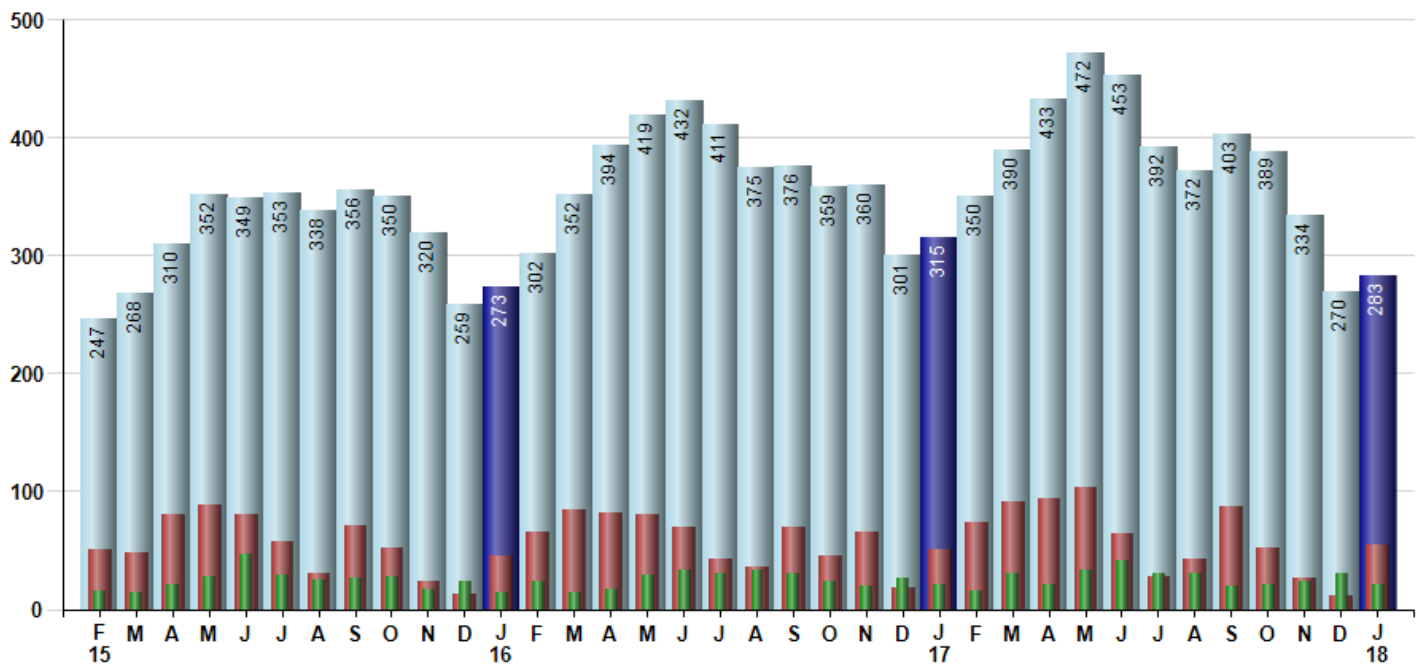
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 January 2018 was 55, up 400.0% from 11 last month and up 10.0% from 50 in January of last year.

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



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