

City: Greenwich



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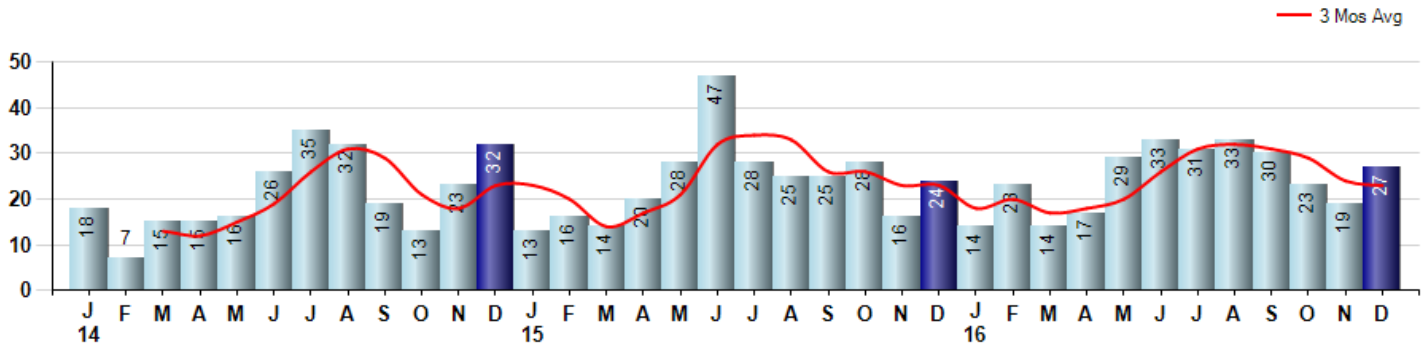
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,995,000	13%		15%				
Average List Price of all Current Listings	\$4,167,070	8%		9%				
December Median Sales Price	\$1,375,000	13%	2%	-20%	-17%	\$1,500,000	-10%	-10%
December Average Sales Price	\$2,242,666	51%	18%	11%	4%	\$2,026,456	-7%	-6%
Total Properties Currently for Sale (Inventory)	278	-21%		0%				
December Number of Properties Sold	27	42%		13%			3%	
December Average Days on Market (Solds)	186	77%	14%	3%	-1%	169	-10%	-10%
Asking Price per Square Foot (based on New Listings)	\$777	13%	18%	49%	16%	\$663	-2%	-1%
December Sold Price per Square Foot	\$610	14%	9%	-1%	4%	\$552	-7%	-6%
December Month's Supply of Inventory	10.3	-44%	-31%	-11%	-29%	16.0	10%	10%
December Sale Price vs List Price Ratio	94.3%	-1.2%	0%	0%	0.3%	94.7%	0.7%	0.7%

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

Property Sales

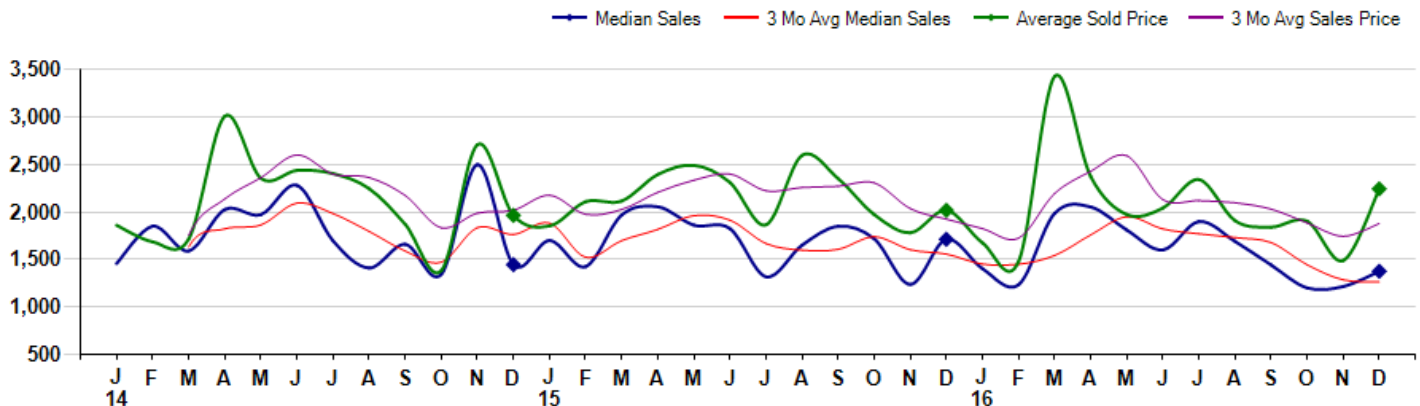
December Property sales were 27, up 12.5% from 24 in December of 2015 and 42.1% higher than the 19 sales last month. December 2016 sales were at a mid level compared to December of 2015 and 2014. December YTD sales of 293 are running 3.2% ahead of last year's year-to-date sales of 284.



Prices

The Median Sales Price in December was \$1,375,000, down -19.7% from \$1,712,500 in December of 2015 and up 13.2% from \$1,215,000 last month. The Average Sales Price in December was \$2,242,666, up 11.2% from \$2,017,563 in December of 2015 and up 50.7% from \$1,488,474 last month. December 2016 ASP was at highest level compared to December of 2015 and 2014.

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



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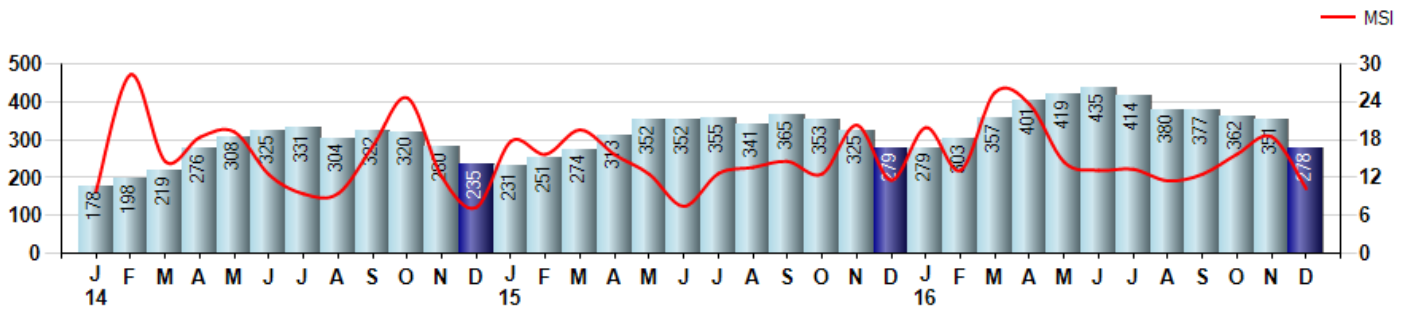
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 278, down -20.8% from 351 last month and down -0.4% from 279 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 10.3 months was at a mid range compared with December of 2015 and 2014.

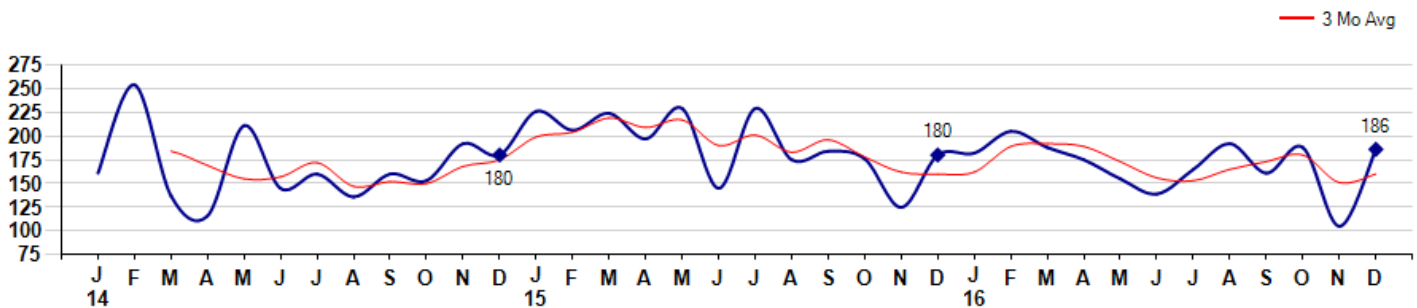
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 186, up 77.1% from 105 days last month and up 3.3% from 180 days in December of last year. The December 2016 DOM was at its highest level compared with December of 2015 and 2014.

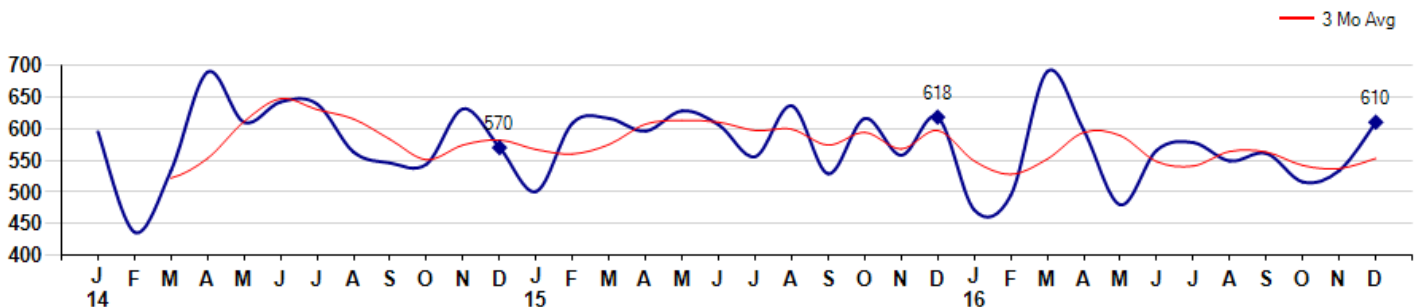
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$610 was up 14.2% from \$534 last month and down -1.3% from \$618 in December of last year.

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



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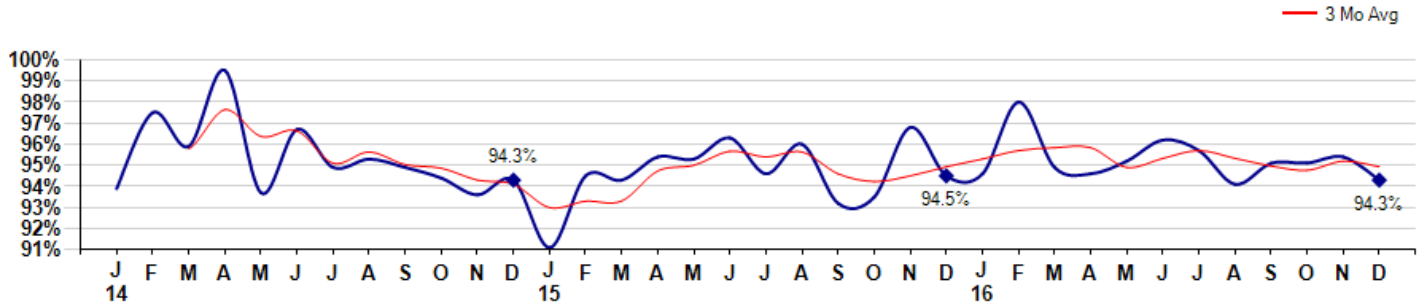


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Selling Price vs Listing Price

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 December 2016 Selling Price vs List Price of 94.3% was down from 95.4% last month and down from 94.5% in December of last year.

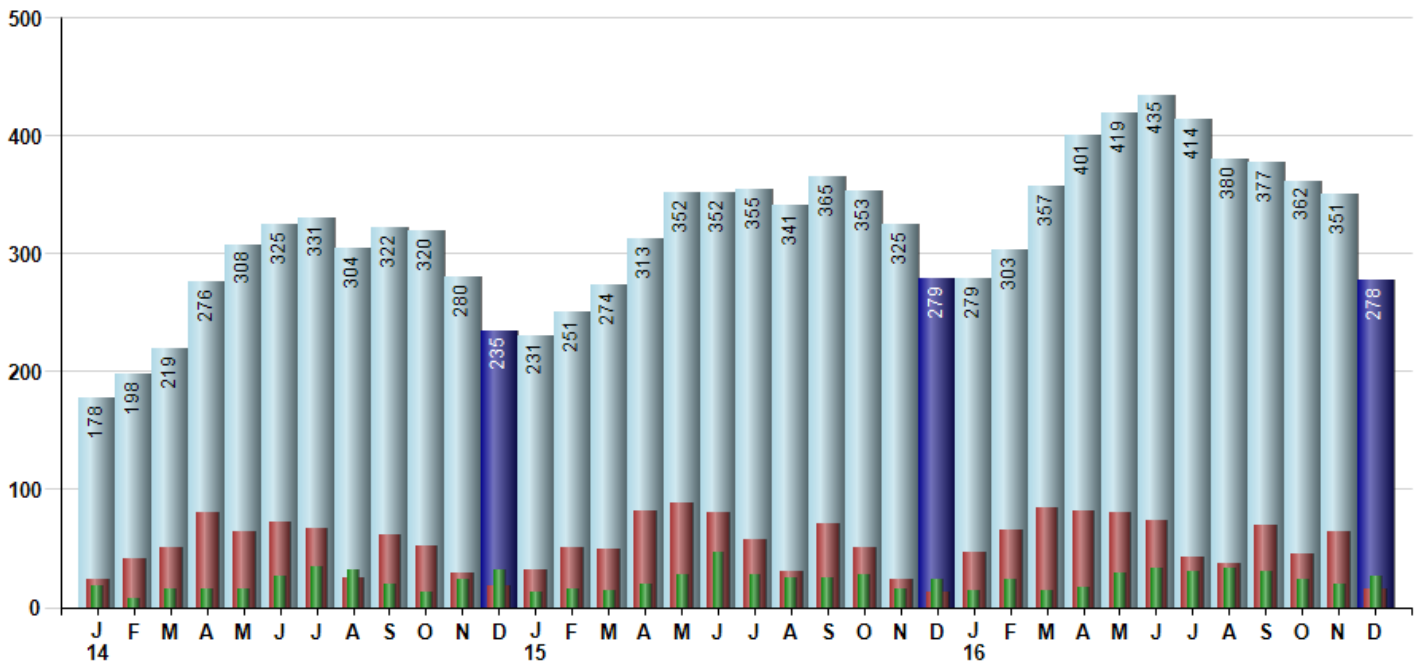
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2016 was 16, down -75.0% from 64 last month and up 23.1% from 13 in December of last year.

Inventory (Light Blue), New Listings (Red), Sold (Green)



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MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	18	7	15	15	16	26	35	32	19	13	23	32	13	16	14	20	28	47	28	25	25	28	16	24	14	23	14	17	29	33	31	33	30	23	19	27
3 Mo. Roll Avg			13	12	15	19	26	31	29	21	18	23	23	20	14	17	21	32	34	33	26	26	23	23	18	20	17	18	20	26	31	32	31	29	24	23

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	1,458	1,850	1,590	2,026	1,973	2,280	1,695	1,411	1,660	1,344	2,500	1,445	1,700	1,425	1,968	2,055	1,861	1,825	1,318	1,650	1,850	1,717	1,238	1,713	1,403	1,235	1,985	2,053	1,810	1,600	1,900	1,690	1,441	1,200	1,215	1,375
3 Mo. Roll Avg			1,633	1,822	1,863	2,093	1,982	1,795	1,589	1,471	1,835	1,763	1,882	1,523	1,698	1,816	1,961	1,913	1,668	1,597	1,606	1,739	1,602	1,556	1,451	1,450	1,541	1,758	1,949	1,821	1,770	1,730	1,677	1,444	1,285	1,263

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	178	198	219	276	308	325	331	304	322	320	280	235	231	251	274	313	352	352	355	341	365	353	325	279	279	303	357	401	419	435	414	380	377	362	351	278
MSI	10	28	15	18	19	13	9	10	17	25	12	7	18	16	20	16	13	7	13	14	15	13	20	12	20	13	26	24	14	13	13	12	13	16	18	10

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	161	254	137	116	211	145	160	136	160	153	192	180	226	206	224	197	229	145	229	175	184	176	125	180	182	205	188	175	155	139	165	192	161	188	105	186
3 Mo. Roll Avg			184	169	155	157	172	147	152	150	168	175	199	204	219	209	217	190	201	183	196	178	162	160	162	189	192	189	173	156	153	165	173	180	151	160

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	595	437	534	689	610	642	639	563	546	544	631	570	501	609	616	596	628	606	556	636	529	616	558	618	472	495	690	597	480	566	578	549	561	516	534	610
3 Mo. Roll Avg			522	553	611	647	630	615	583	551	574	582	567	560	575	607	613	610	597	599	574	594	568	597	549	528	552	594	589	548	541	564	563	542	537	553

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.939	0.975	0.959	0.995	0.937	0.967	0.949	0.953	0.949	0.944	0.936	0.943	0.911	0.945	0.943	0.954	0.953	0.963	0.946	0.960	0.932	0.935	0.968	0.945	0.946	0.980	0.949	0.946	0.952	0.962	0.957	0.941	0.951	0.951	0.954	0.943
3 Mo. Roll Avg			0.958	0.976	0.964	0.966	0.951	0.956	0.950	0.949	0.943	0.941	0.930	0.933	0.933	0.947	0.950	0.957	0.954	0.956	0.946	0.942	0.945	0.949	0.953	0.957	0.958	0.958	0.949	0.953	0.957	0.953	0.950	0.948	0.952	0.949

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	24	41	51	81	64	72	67	25	61	52	29	18	32	51	49	82	88	81	57	31	71	51	23	13	47	65	85	82	81	73	43	37	69	45	64	16
Inventory	178	198	219	276	308	325	331	304	322	320	280	235	231	251	274	313	352	352	355	341	365	353	325	279	279	303	357	401	419	435	414	380	377	362	351	278
Sales	18	7	15	15	16	26	35	32	19	13	23	32	13	16	14	20	28	47	28	25	25	28	16	24	14	23	14	17	29	33	31	33	30	23	19	27

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1,860	1,686	1,718	3,009	2,354	2,437	2,404	2,246	1,869	1,383	2,710	1,964	1,852	2,109	2,115	2,394	2,491	2,311	1,865	2,596	2,350	1,973	1,782	2,018	1,674	1,479	3,427	2,374	1,973	2,041	2,341	1,908	1,840	1,903	1,488	2,243
3 Mo. Roll Avg			1,754	2,138	2,360	2,600	2,398	2,363	2,173	1,833	1,987	2,019	2,175	1,975	2,025	2,206	2,334	2,399	2,222	2,257	2,270	2,306	2,035	1,924	1,824	1,724	2,194	2,427	2,592	2,130	2,119	2,097	2,030	1,884	1,744	1,878

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