

City: Greenwich



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



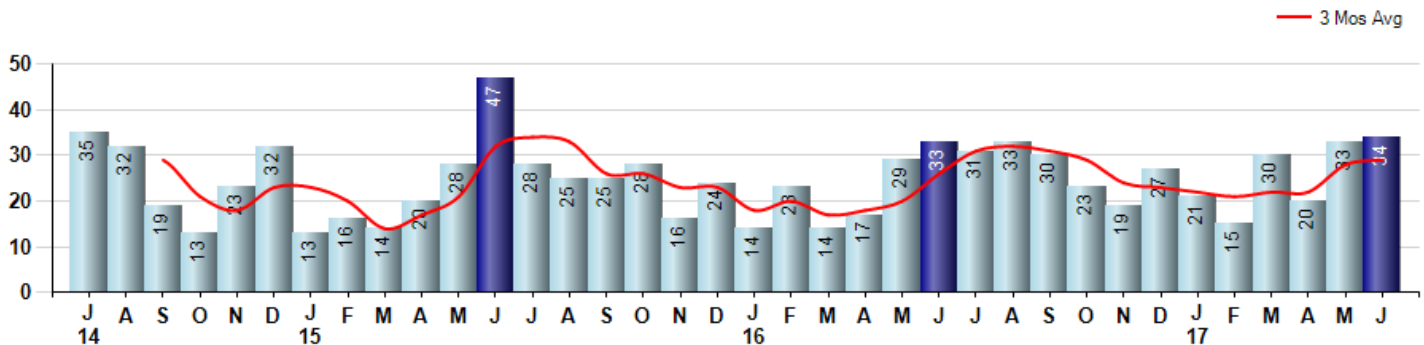
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,795,000	4%		6%				
Average List Price of all Current Listings	\$3,792,321	4%		8%				
June Median Sales Price	\$1,413,056	-10%	-6%	-12%	-9%	\$1,550,000	-3%	0%
June Average Sales Price	\$2,046,959	-7%	-6%	0%	1%	\$2,133,546	3%	6%
Total Properties Currently for Sale (Inventory)	441	-6%		1%				
June Number of Properties Sold	34	3%		3%			18%	
June Average Days on Market (Solds)	150	15%	-10%	8%	-15%	182	8%	3%
Asking Price per Square Foot (based on New Listings)	\$726	10%	6%	22%	11%	\$678	3%	4%
June Sold Price per Square Foot	\$560	0%	1%	-1%	1%	\$562	4%	1%
June Month's Supply of Inventory	13.0	-8%	-20%	-2%	-20%	16.7	-9%	3%
June Sale Price vs List Price Ratio	92.2%	-1.3%	0%	-2%	1.4%	90.8%	-1.0%	-0.2%

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

Property Sales

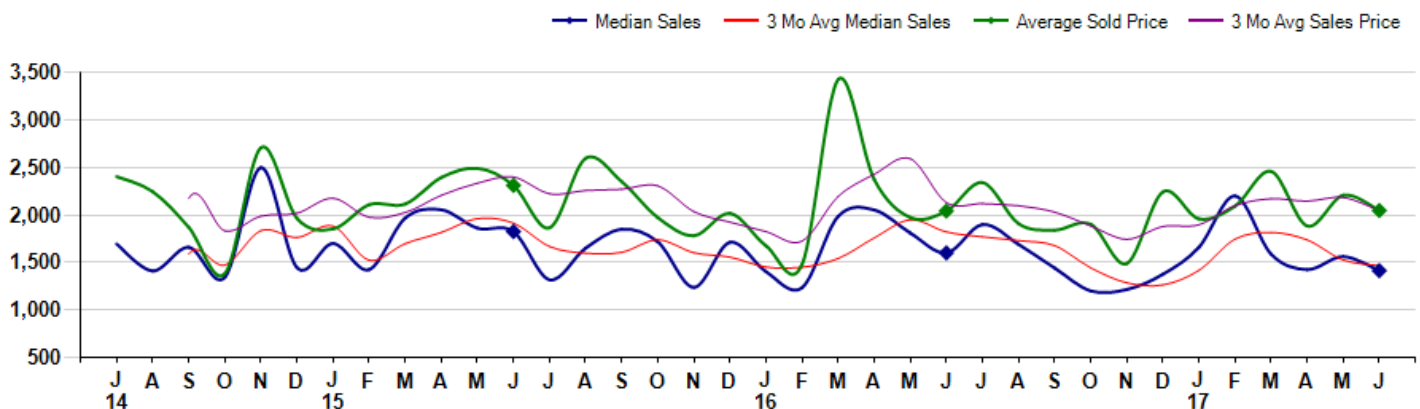
June Property sales were 34, up 3.0% from 33 in June of 2016 and 3.0% higher than the 33 sales last month. June 2017 sales were at a mid level compared to June of 2016 and 2015. June YTD sales of 153 are running 17.7% ahead of last year's year-to-date sales of 130.



Prices

The Median Sales Price in June was \$1,413,056, down -11.7% from \$1,600,000 in June of 2016 and down -9.6% from \$1,562,500 last month. The Average Sales Price in June was \$2,046,959, up 0.3% from \$2,041,152 in June of 2016 and down -7.3% from \$2,207,959 last month. June 2017 ASP was at a mid range compared to June 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



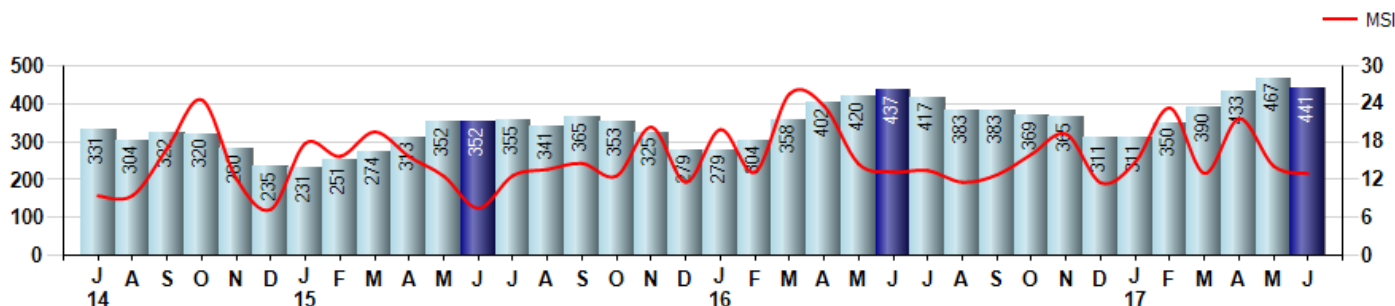
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of June was 441, down -5.6% from 467 last month and up 0.9% from 437 in June of last year. June 2017 Inventory was at highest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 13.0 months was at a mid range compared with June of 2016 and 2015.

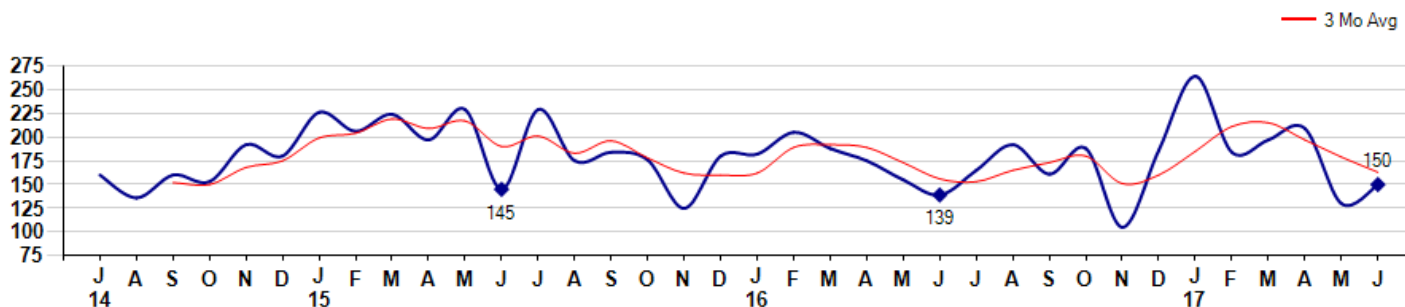
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 150, up 15.4% from 130 days last month and up 7.9% from 139 days in June of last year. The June 2017 DOM was at its highest level compared with June of 2016 and 2015.

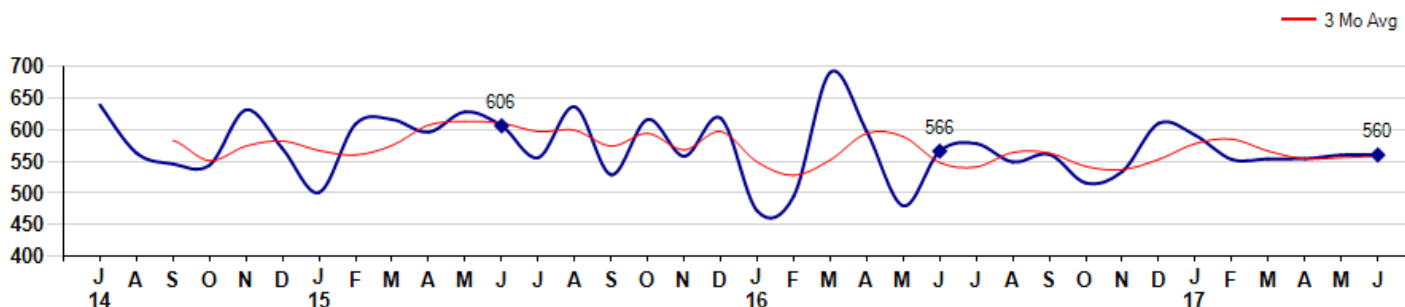
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2017 Selling Price per Square Foot of \$560 was equal to \$560 last month and down -1.1% from \$566 in June 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

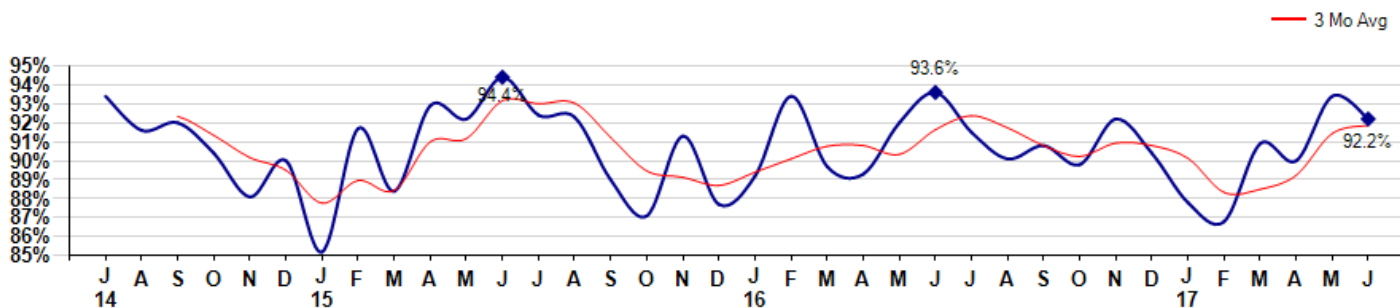


Price Range: 0 to 999999999 | Properties: Single Family Home

Selling Price vs Listing Price

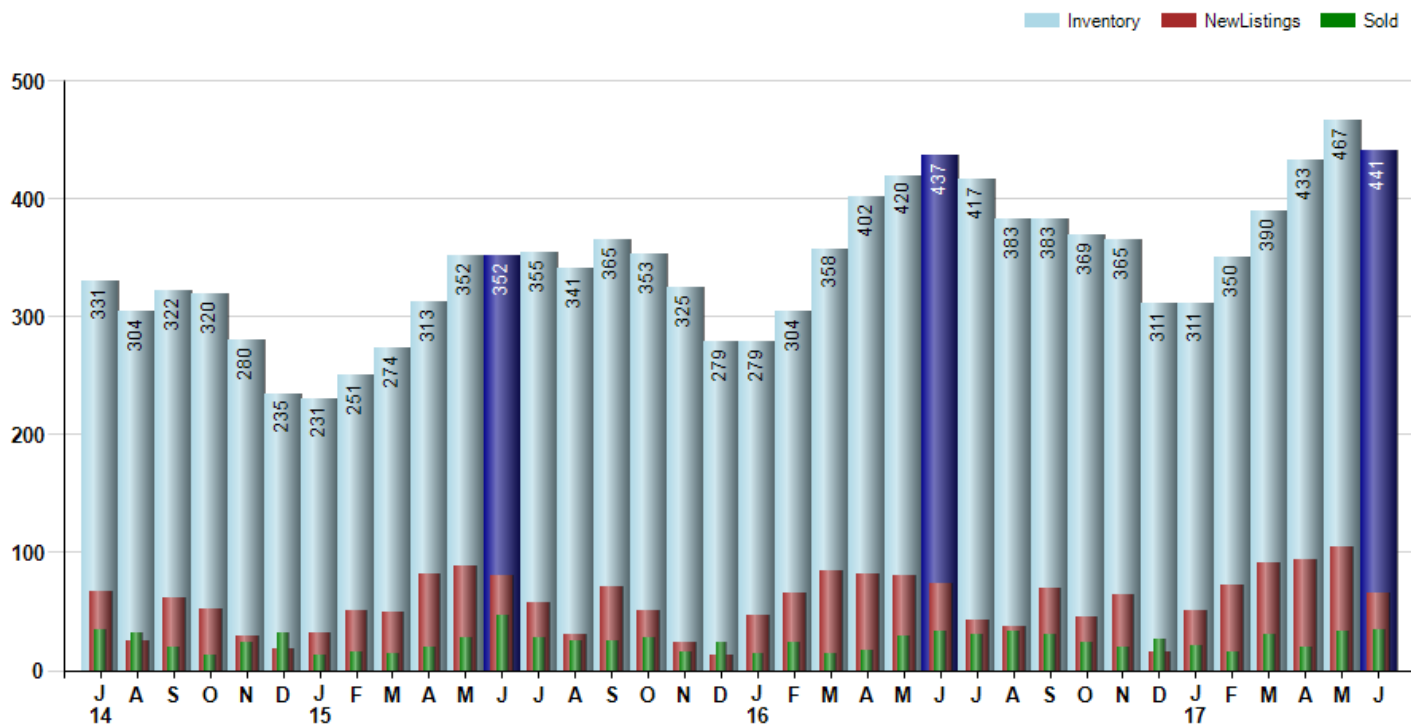
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2017 Selling Price vs List Price of 92.2% was down from 93.4% last month and down from 93.6% in June 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 June 2017 was 65, down -38.1% from 105 last month and down -11.0% from 73 in June of last year.



© 2017 Coldwell Banker Residential Brokerage. 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 7/1/2014 through 6/30/2017. 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.

