

## City: Greenwich



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



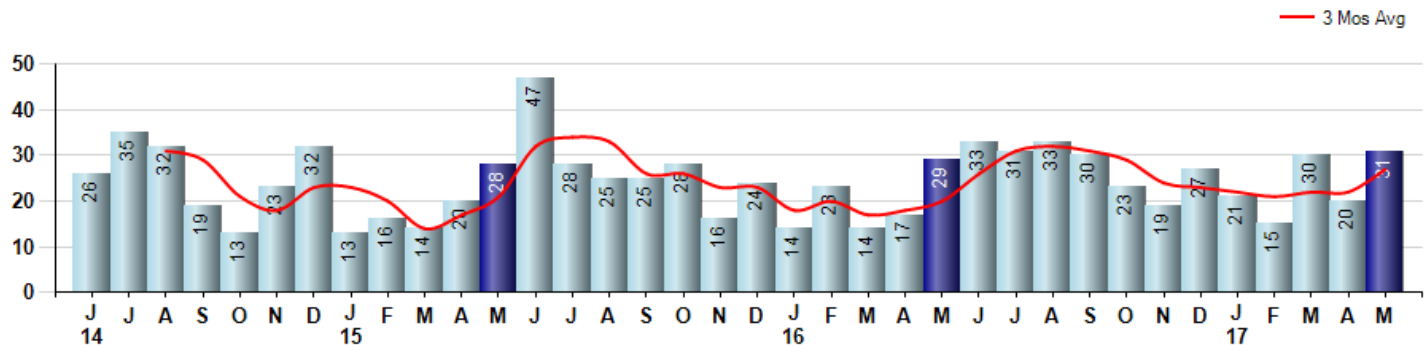
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,849,750	-1%		6%				
Average List Price of all Current Listings	\$3,746,500	0%		4%				
May Median Sales Price	\$1,600,000	12%	0%	-12%	4%	\$1,610,000	1%	4%
May Average Sales Price	\$2,287,287	21%	3%	16%	13%	\$2,178,454	4%	8%
Total Properties Currently for Sale (Inventory)	438	3%		5%				
May Number of Properties Sold	31	55%		7%			21%	
May Average Days on Market (Solds)	127	-39%	-27%	-18%	-28%	191	7%	9%
Asking Price per Square Foot (based on New Listings)	\$664	-4%	-2%	-7%	1%	\$676	1%	3%
May Sold Price per Square Foot	\$563	2%	1%	17%	1%	\$563	6%	1%
May Month's Supply of Inventory	14.1	-34%	-12%	-2%	-13%	17.2	-11%	6%
May Sale Price vs List Price Ratio	93.7%	4.1%	3%	2%	3.0%	90.4%	-0.8%	-0.6%

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

### Property Sales

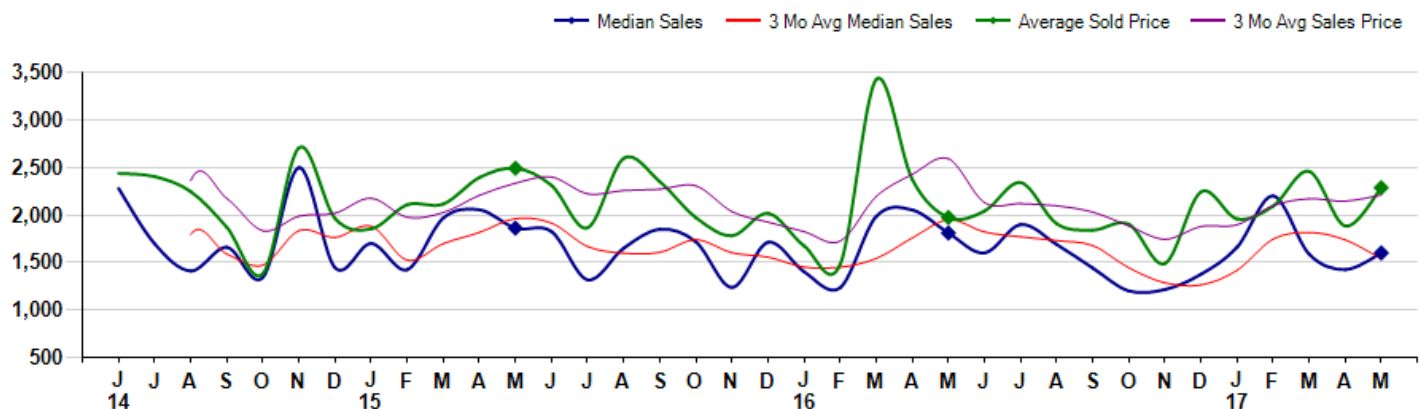
May Property sales were 31, up 6.9% from 29 in May of 2016 and 55.0% higher than the 20 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 117 are running 20.6% ahead of last year's year-to-date sales of 97.



### Prices

The Median Sales Price in May was \$1,600,000, down -11.6% from \$1,810,000 in May of 2016 and up 12.3% from \$1,425,000 last month. The Average Sales Price in May was \$2,287,287, up 15.9% from \$1,973,310 in May of 2016 and up 21.4% from \$1,883,888 last month. May 2017 ASP was at a mid range compared to May 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



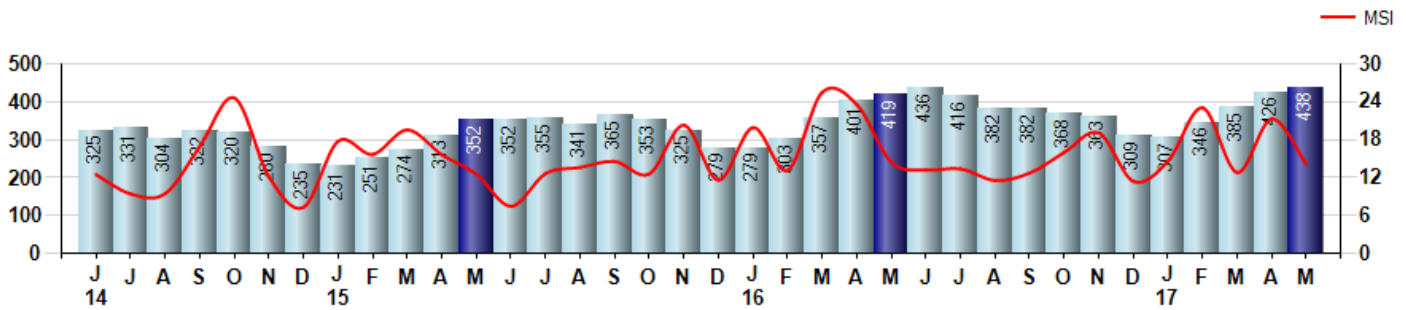
Price Range: 0 to 999999999 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 438, up 2.8% from 426 last month and up 4.5% from 419 in May of last year. May 2017 Inventory was at highest level compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 14.1 months was at a mid range compared with May of 2016 and 2015.

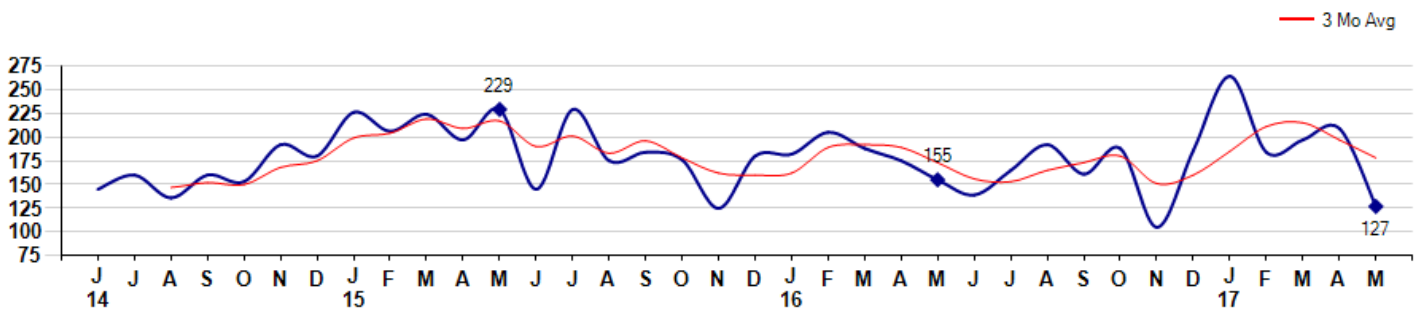
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 127, down -39.2% from 209 days last month and down -18.1% from 155 days in May of last year. The May 2017 DOM was at its lowest level compared with May of 2016 and 2015.

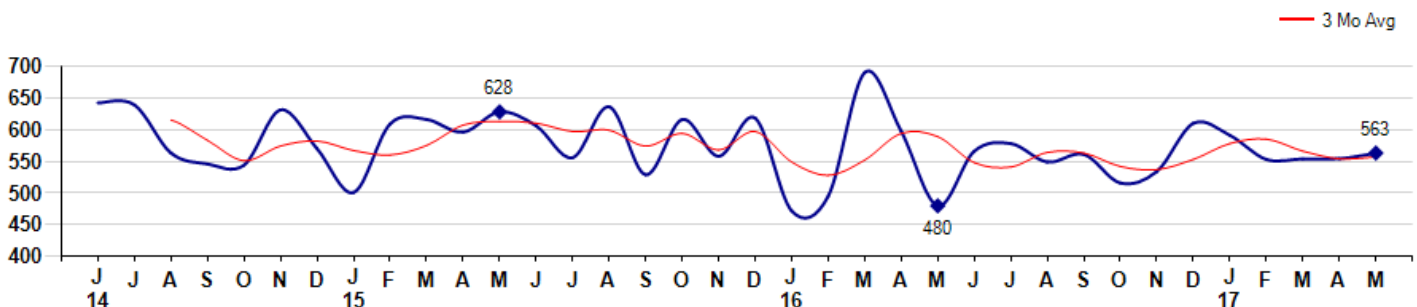
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2017 Selling Price per Square Foot of \$563 was up 1.6% from \$554 last month and up 17.3% from \$480 in May 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

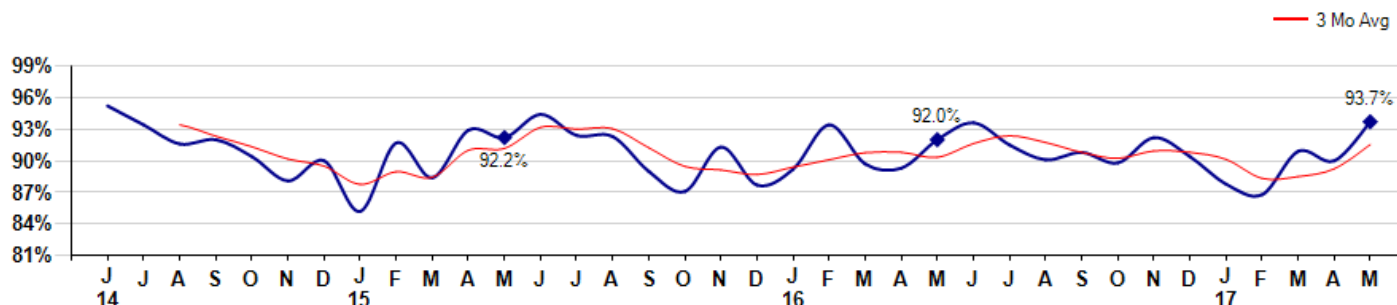


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 May 2017 Selling Price vs List Price of 93.7% was up from 90.0% last month and up from 92.0% in May of last year.

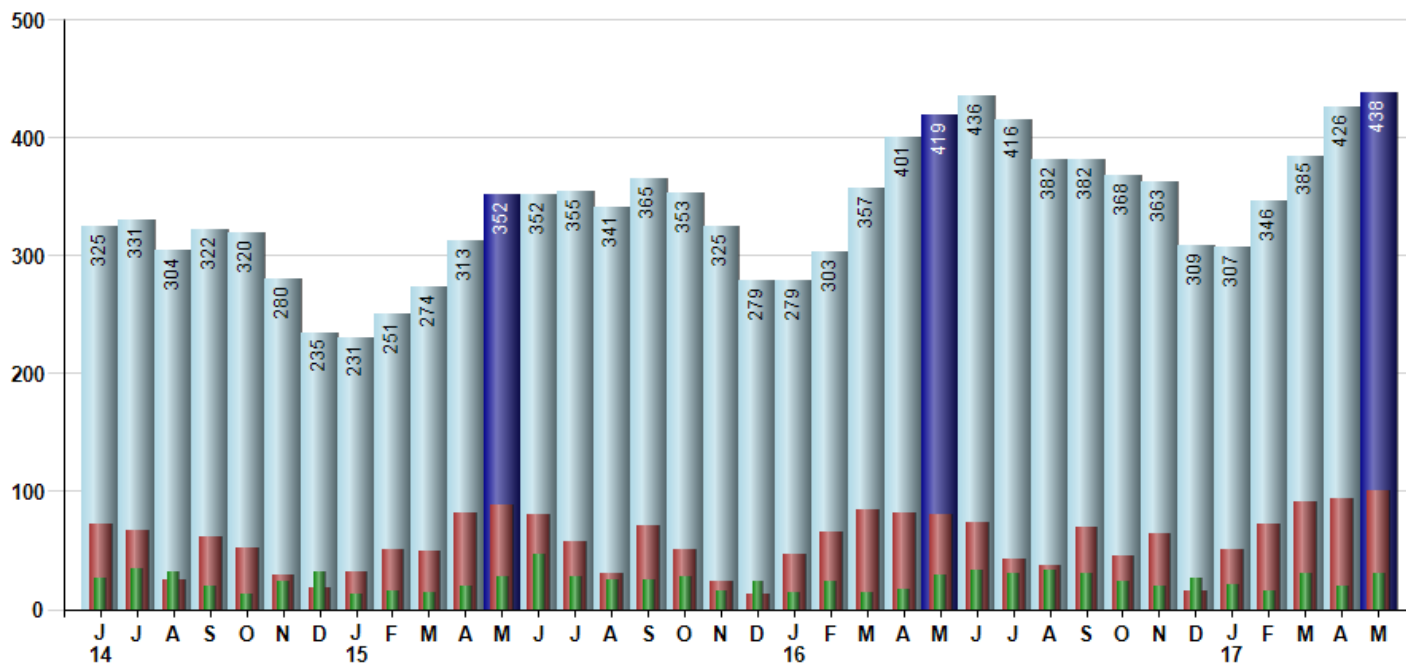
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2017 was 100, up 6.4% from 94 last month and up 23.5% from 81 in May of last year.

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



© 2017 Coldwell Banker Real Estate LLC. 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 6/1/2014 through 5/31/2017. 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.

