

# AREA REPORT

## ALL OF GREENWICH

### FULL MARKET SUMMARY

June 2020 | Single Family Homes 

|                        | Month to Date |             |  | Year to Date |             |  |
|------------------------|---------------|-------------|--|--------------|-------------|--|
|                        | June 2020     | June 2019   | % Change   | YTD 2020     | YTD 2019    | % Change   |
| New Listings           | 214           | 128         | 67.19%    | 867          | 946         | -8.35%    |
| Sold Listings          | 71            | 67          | 5.97%     | 292          | 266         | 9.77%     |
| Median Listing Price   | \$3,250,000   | \$1,999,999 | 62.5%     | \$2,072,500  | \$2,025,000 | 2.35%     |
| Median Selling Price   | \$2,950,000   | \$1,920,000 | 53.65%    | \$1,925,000  | \$1,950,000 | -1.28%    |
| Median Days on Market  | 132           | 107         | 23.36%    | 188          | 160         | 17.5%     |
| Average Listing Price  | \$3,722,676   | \$2,903,102 | 28.23%    | \$2,703,522  | \$2,659,041 | 1.67%     |
| Average Selling Price  | \$3,349,235   | \$2,687,819 | 24.61%   | \$2,469,639  | \$2,472,848 | -0.13%   |
| Average Days on Market | 210           | 180         | 16.67%  | 213          | 233         | -8.58%  |
| List/Sell Price Ratio  | 92.1%         | 94.5%       | -2.53%  | 93.1%        | 93.8%       | -0.7%   |

### SOLD AND NEW PROPERTIES (UNITS)

June 2020 | Single Family Homes 

**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.



## MEDIAN SALES PRICE AND NUMBER OF SALES

June 2020 | Single Family Homes 

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.

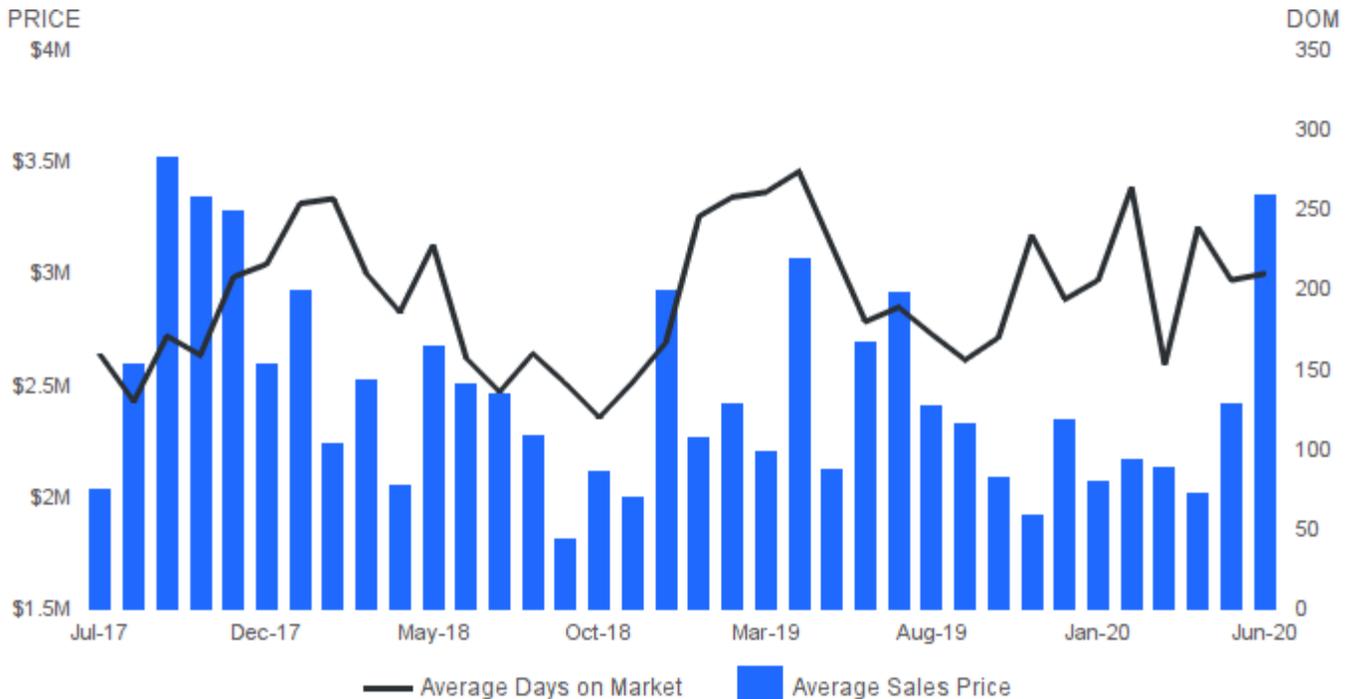


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

June 2020 | Single Family Homes 

**Average Sales Price** | Average sales price for all properties sold.

**Average Days on Market** | Average days on market for all properties sold.



## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

June 2020 | Single Family Homes 

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.



## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

June 2020 | Single Family Homes 

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

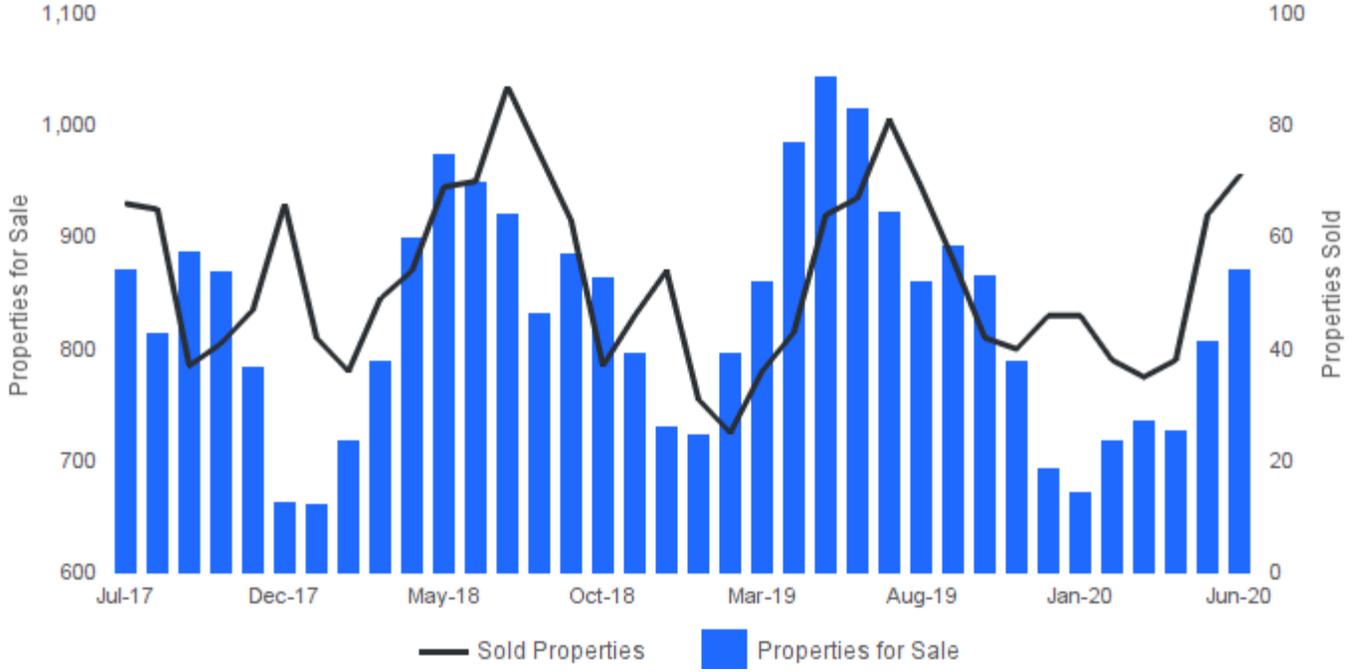


# PROPERTIES FOR SALE AND SOLD PROPERTIES

June 2020 | Single Family Homes ?

**Properties for Sale** | Number of properties listed for sale at the end of month.

**Sold Properties** | Number of properties sold.



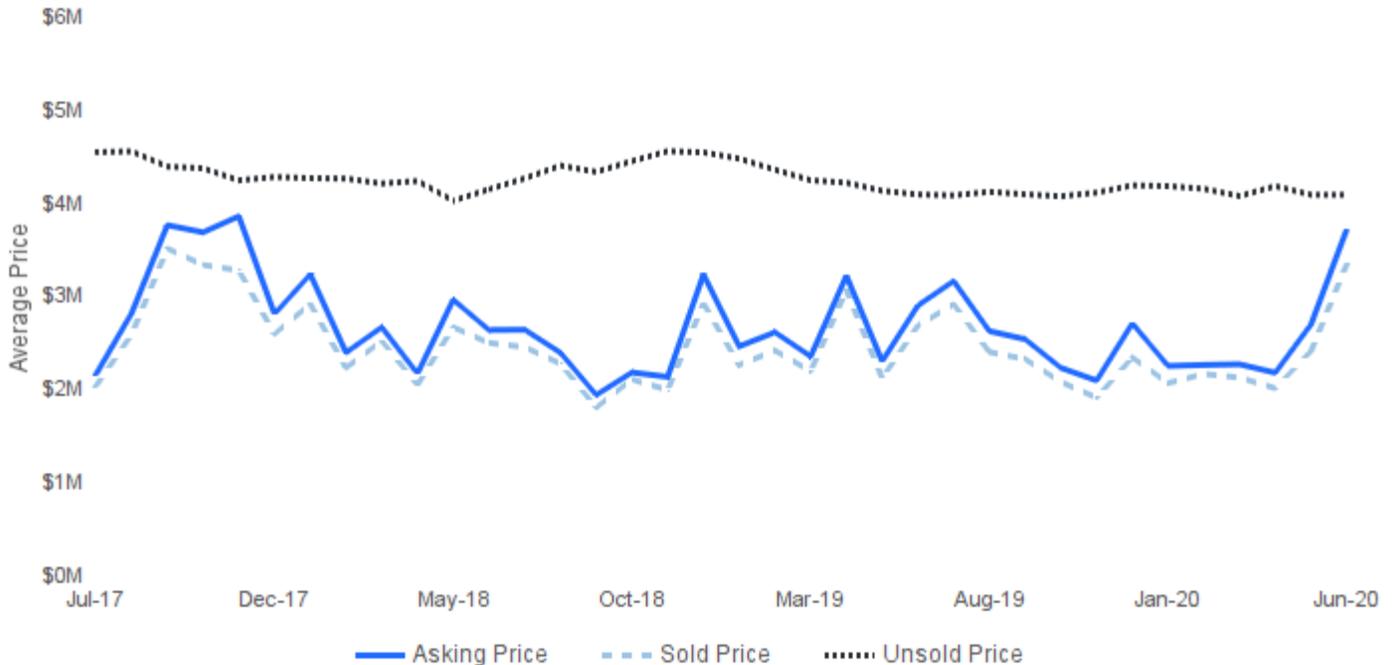
# AVERAGE ASKING/SOLD/UNSOLD PRICE

June 2020 | Single Family Homes ?

**Unsold Price** | the average active list price

**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price



# ABSORPTION RATE

June 2020 | Single Family Homes 

**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



# MONTHS SUPPLY OF INVENTORY

June 2020 | Single Family Homes 

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.

