

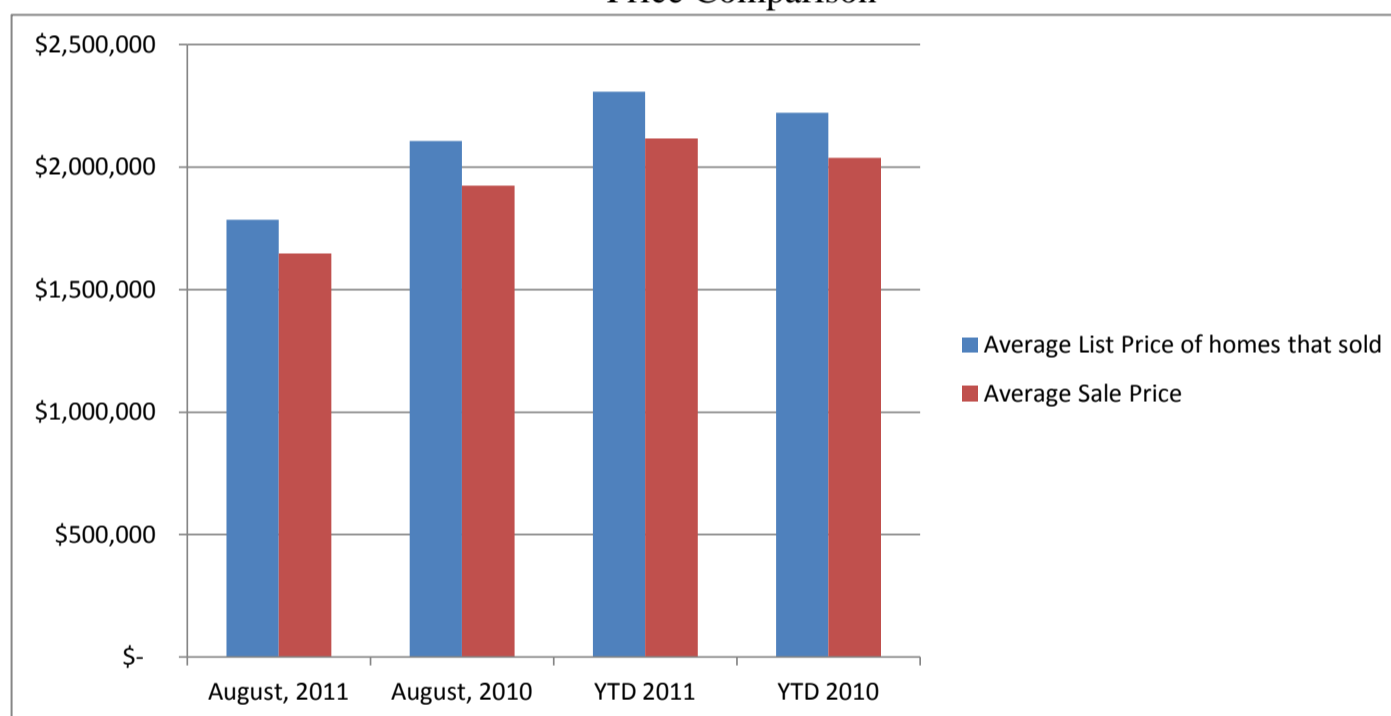


## Greenwich, CT Home Sales Report,

August, 2011

Total Sales Comparison across all residential property types*	August, 2011	August, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price of homes that sold	\$ 1,784,000	\$ 2,106,000	\$ 2,307,000	\$ 2,222,000	-15.3%	3.8%
Average Sale Price	\$ 1,647,000	\$ 1,924,000	\$ 2,116,000	\$ 2,038,000	-14.4%	3.8%
Sales/List Ratio	92.3%	91.4%	91.7%	91.7%	1.1%	0.0%
Average Days on Market	186	173	178	184	7.5%	-3.3%
Number Sold	72	65	516	467	10.8%	10.5%

### August - Sold Residential Real Estate Price Comparison



The Greenwich Residential Real Estate Market posted a stable YTD increase of 3.8% in average sold price over last year, and a 10% increase in number of transactions to 516 over last year's 467. This is despite a lower Single Family Home sales in August of 47 transactions, vs. last August's 51 transactions. The overall YTD Condominium transactions are still down 15% overall despite a strong month of 21 transactions this past August.

We are in a very opportunistic time in the real estate market. There are great opportunities for Buyers, Sellers and investors. Call us at the Higgins Group Greenwich office for professional advice on any of your real estate needs.

*Higgins Group Greenwich - (203) 629-2900  
HigginsGroup.com*

Source: Greenwich Consolidated Multiple Listing Service

\* Includes Single Family, Multi-Family, Land, Condo & Co-Op. Does not include Commercial or Rental properties.



# HIGGINS GROUP

Marketing Connecticut Real Estate at the Highest Level

## Greenwich, CT Home Sales Report

August, 2011

Single Family Homes	August, 2011	August, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price	\$ 2,204,000	\$ 2,441,000	\$ 2,729,000	\$ 2,681,000	-9.7%	1.8%
Average Sale Price	\$ 2,036,000	\$ 2,237,000	\$ 2,502,000	\$ 2,458,000	-9.0%	1.8%
Sales/List Ratio	92.4%	91.6%	91.7%	91.7%	0.8%	0.0%
Average Days on Market	148	178	171	174	-16.9%	-1.7%
Number Sold	47	51	399	344	-7.8%	16.0%

Condominiums	August, 2011	August, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price	\$ 935,000	\$ 905,500	\$ 815,000	\$ 838,000	3.3%	-2.7%
Average Sale Price	\$ 878,500	\$ 802,000	\$ 761,000	\$ 762,000	9.5%	-0.1%
Sales/List Ratio	94.0%	88.6%	93.4%	90.9%	6.1%	2.7%
Average Days on Market	259	151	200	204	71.5%	-2.0%
Number Sold	21	13	89	105	61.5%	-15.2%

Multi-Family	August, 2011	August, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price	\$ 603,000	\$ 593,000	\$ 642,429	\$ 762,727	1.7%	-15.8%
Average Sale Price	\$ 520,333	\$ 560,000	\$ 572,429	\$ 660,909	-7.1%	-13.4%
Sales/List Ratio	86.3%	94.4%	89.1%	86.7%	-8.6%	2.8%
Average Days on Market	179	36	188	274	397.2%	-31.4%
Number Sold	3	2	14	11	50.0%	27.3%

Snapshot of Marketplace Aug. 1, 2011	Single Family Homes	Condominiums	Multi-Family	Total Sales Comparison across all residential property types*
Total Active Residential Listings	571	146	43	1,051
Average List Price currently on market	\$ 4,200,458	\$ 1,143,887	\$ 1,090,809	\$ 2,722,379
Average DOM	199	206	303	184
Number of Pending sales	60	20	8	96
Number of Sales YTD	399	89	14	516
Average Closed Price YTD	\$ 2,036,000	\$ 761,000	\$ 660,909	\$ 2,116,000
Months of Inventory	11.4	13.12	24.6	16

Source: Greenwich Consolidated Multiple Listing Service

\* Includes Single Family, Multi-Family, Land, Condo & Co-Op. Does not include Commercial or Rental properties.