



HIGGINS GROUP

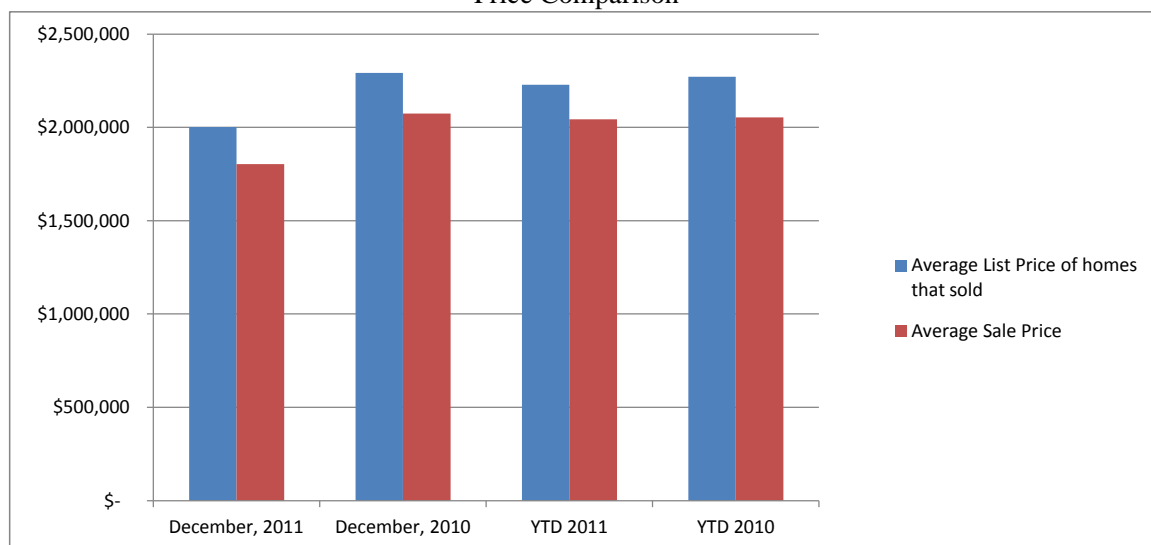
Marketing Connecticut Real Estate at the Highest Level

Greenwich, CT Home Sales Report,

December, 2011

Total Sales Comparison across all residential property types*	December, 2011	December, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price of homes that sold	\$ 2,002,805	\$ 2,292,038	\$ 2,227,667	\$ 2,271,005	-12.6%	-1.9%
Average Sale Price	\$ 1,802,415	\$ 2,074,673	\$ 2,043,940	\$ 2,052,741	-13.1%	-0.4%
Sales/List Ratio	90.0%	90.5%	91.8%	90.4%	-0.6%	1.5%
Average Days on Market	229	236	182	183	-3.0%	-0.5%
Number Sold	41	63	699	671	-34.9%	4.2%

December - Sold Residential Real Estate Price Comparison



Greenwich Residential Real Estate Market concluded 2011 with mixed signs in the real estate market such as the Multifamily market which was up nearly double over last year's 15 sales, but the average price is off nearly -12%. The Single Family market up is up 1.3% while the Greenwich Condominium market was down -19.9% from last year's 151 condo sales.

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.



Greenwich, CT Home Sales Report

December, 2011

Single Family Homes	December, 2011	December, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price	\$ 2,297,267	\$ 2,920,384	\$ 2,653,334	\$ 2,793,413	-21.3%	-5.0%
Average Sale Price	\$ 2,062,467	\$ 2,654,930	\$ 2,435,456	\$ 2,518,863	-22.3%	-3.3%
Sales/List Ratio	89.8%	90.9%	91.8%	90.2%	-1.2%	1.8%
Average Days on Market	213	216	172	170	-1.4%	1.2%
Number Sold	30	44	524	482	-31.8%	8.7%

Condominiums / Co-Ops	December, 2011	December, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price	\$ 1,349,778	\$ 794,844	\$ 838,543	\$ 822,667	69.8%	1.9%
Average Sale Price	\$ 1,222,222	\$ 689,844	\$ 780,539	\$ 747,313	77.2%	4.4%
Sales/List Ratio	90.5%	86.8%	93.1%	90.8%	4.3%	2.5%
Average Days on Market	324	260	210	206	24.6%	1.9%
Number Sold	9	16	128	159	-43.8%	-19.5%

Multi-Family	December, 2011	December, 2010	YTD 2011	YTD 2010	% Change Month	% Change YTD
Average List Price	\$ 524,500	\$ 599,000	\$ 657,120	\$ 745,867	-12.4%	-11.9%
Average Sale Price	\$ 512,500	\$ 525,000	\$ 589,440	\$ 656,667	-2.4%	-10.2%
Sales/List Ratio	97.7%	87.6%	89.7%	88.0%	11.5%	1.9%
Average Days on Market	34	651	211	253	-94.8%	-16.6%
Number Sold	2	1	25	15	100.0%	66.7%

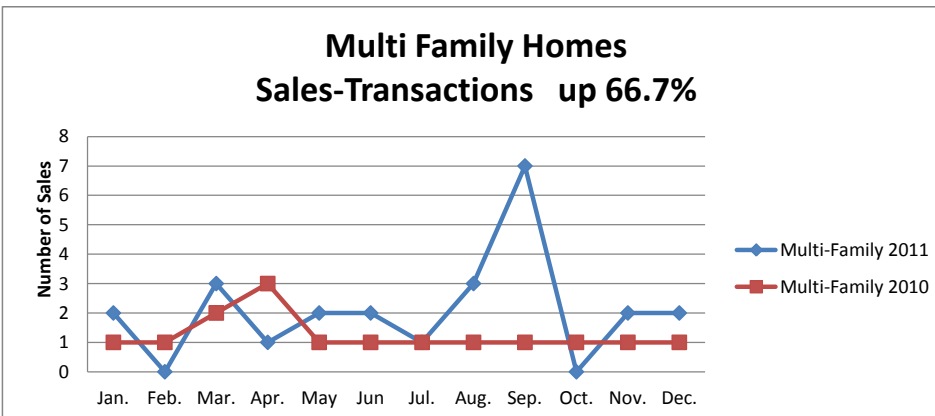
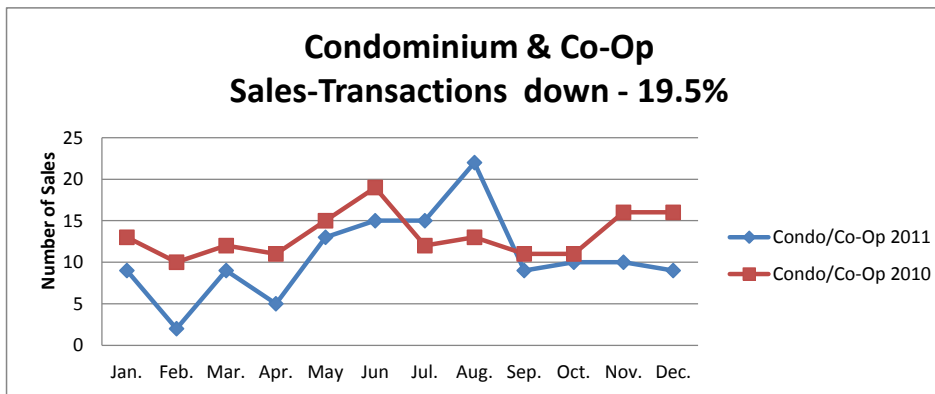
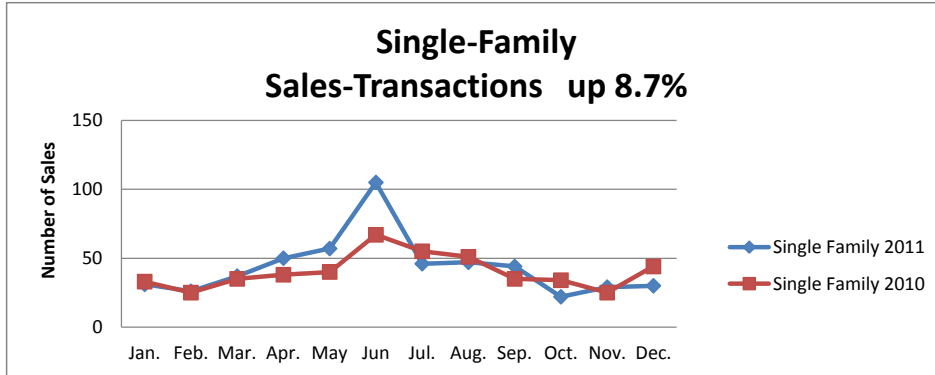
Snapshot of Marketplace - January 1, 2012	Single Family Homes	Condominiums / Co-Ops	Multi-Family	Total Sales Comparison across all residential property types*
Total Active Residential Listings	450	137	30	904
Average List Price currently on market	\$ 4,611,103	\$ 1,184,791	\$ 1,233,343	\$ 2,766,172
Average DOM	241	213	343	210
Number of Pending sales	70	16	4	94
Number of Sales YTD	524	128	25	699
Average Closed Price YTD	\$ 2,062,467	\$ 780,539	\$ 656,667	\$ 2,043,940
Months of Inventory	10.3	12.8	14.4	15.5

Source: Greenwich Consolidated Multiple Listing Service

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Greenwich, CT Home Sales Report
Year End_2011 Sales Comparison



Source: Greenwich Consolidated Multiple Listing Service

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