



Greenwich, CT Home Sales Report,

July, 2012

Total Sales Comparison across all residential property types*	July, 2012	July, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price of homes that sold	\$ 2,391,327	\$ 2,527,868	\$ 2,153,719	\$ 2,391,854	-5.4%	-10.0%
Average Sale Price	\$ 2,253,897	\$ 2,300,439	\$ 1,983,064	\$ 2,191,619	-2.0%	-9.5%
Sales/List Ratio	94.3%	91.0%	92.1%	91.6%	3.6%	0.5%
Average Days on Market	138	168	166	177	-17.9%	-6.2%
Number Sold	86	63	406	444	36.5%	-8.6%

July - Sold Residential Real Estate Price Comparison



Greenwich Residential Real Estate Market in July has continued the reduction of its Single Family Home inventory with 544 SF homes listed on MLS and an average sold price of \$2.6mil. Interestingly, the average List Price YTD for SFH is \$4.2mil. which is 64% more than the SOLD price. In other CT Coast towns, like Stamford and Norwalk, the difference is 38% and 48% between the average listed price on the market and the average sold price. But that isn't to say buyers are holding off, because the average price of SFH is almost 12% higher than this time last year in Greenwich.

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.



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Single Family Homes	July, 2012	July, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 2,667,057	\$ 3,204,802	\$ 2,799,356	\$ 2,494,347	-16.8%	12.2%
Average Sale Price	\$ 2,513,481	\$ 2,910,623	\$ 2,564,095	\$ 2,295,179	-13.6%	11.7%
Sales/List Ratio	94.2%	90.8%	91.6%	92.0%	3.8%	-0.5%
Average Days on Market	113	149	174	150	-24.2%	16.0%
Number Sold	74	46	352	324	60.9%	8.6%

Condominiums / Co-Ops	July, 2012	July, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 726,991	\$ 613,653	\$ 770,010	\$ 777,398	18.5%	-1.0%
Average Sale Price	\$ 688,409	\$ 579,467	\$ 717,779	\$ 724,659	18.8%	-0.9%
Sales/List Ratio	94.7%	94.4%	93.2%	93.2%	0.3%	0.0%
Average Days on Market	313	233	247	184	34.3%	34.2%
Number Sold	11	15	70	68	-26.7%	2.9%

Multi-Family	July, 2012	July, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ -	\$ 650,000	\$ 805,333	\$ 653,182	-100.0%	23.3%
Average Sale Price	\$ -	\$ 470,000	\$ 773,167	\$ 586,636	-100.0%	31.8%
Sales/List Ratio	#DIV/0!	72.3%	96.0%	89.8%	#DIV/0!	6.9%
Average Days on Market	-	114	166	190	-100.0%	-12.6%
Number Sold	-	1	6	11	-100.0%	-45.5%

Snapshot of Marketplace August 1, 2012	Single Family Homes	Condominiums / Co-Ops	Multi-Family	Total Sales Comparison across all residential property types*
Total Active Residential Listings	544	145	31	801
Average List Price currently on market	\$ 4,220,803	\$ 1,185,791	\$ 1,440,413	\$ 3,522,893
Average DOM	205	190	297	213
Number of Pending sales	119	37	12	176
Number of Sales YTD	352	70	6	406
Average Closed Price YTD	\$ 2,564,095	\$ 717,779	\$ 773,167	\$ 1,983,064
Months of Inventory	10.8	14.5	36.2	13.8

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