MARKET ACTION REPORT June 2015

City: Greenwich, Old Greenwich

Coldwell Banker Westport Riverside
472 Riverside Avenue
Westport, CT 06880
www.ColdwellBankerMoves.com
203-227-8424

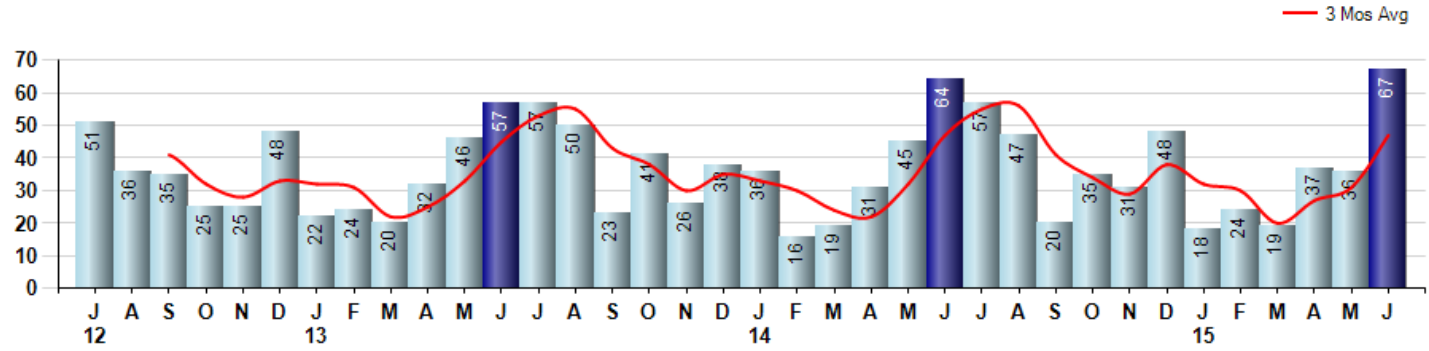
Price Range: $0 to $999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$3,300,000	3%		10%				
Average List Price of all Current Listings	$4,861,335	5%		16%				
June Median Sales Price	$2,175,000	5%	9%	-3%	6%	$1,995,000	-5%	-3%
June Average Sales Price	$2,614,906	-11%	0%	-4%	-4%	$2,655,276	-4%	-3%
Total Properties Currently for Sale (Inventory)	497	-8%		-16%				
June Number of Properties Sold	67	86%		5%			-5%	
June Average Days on Market (Solds)	163	-33%	-21%	3%	-18%	208	0%	5%
Asking Price per Square Foot (based on New Listings)	$818	14%	9%	10%	17%	$734	7%	5%
June Sold Price per Square Foot	$627	5%	4%	3%	4%	$597	1%	-2%
June Month's Supply of Inventory	7.4	-51%	-38%	-20%	-53%	16.6	-4%	5%
June Sale Price vs List Price Ratio	96.3%	1.2%	2%	0%	3.2%	94.4%	1.7%	1.2%

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

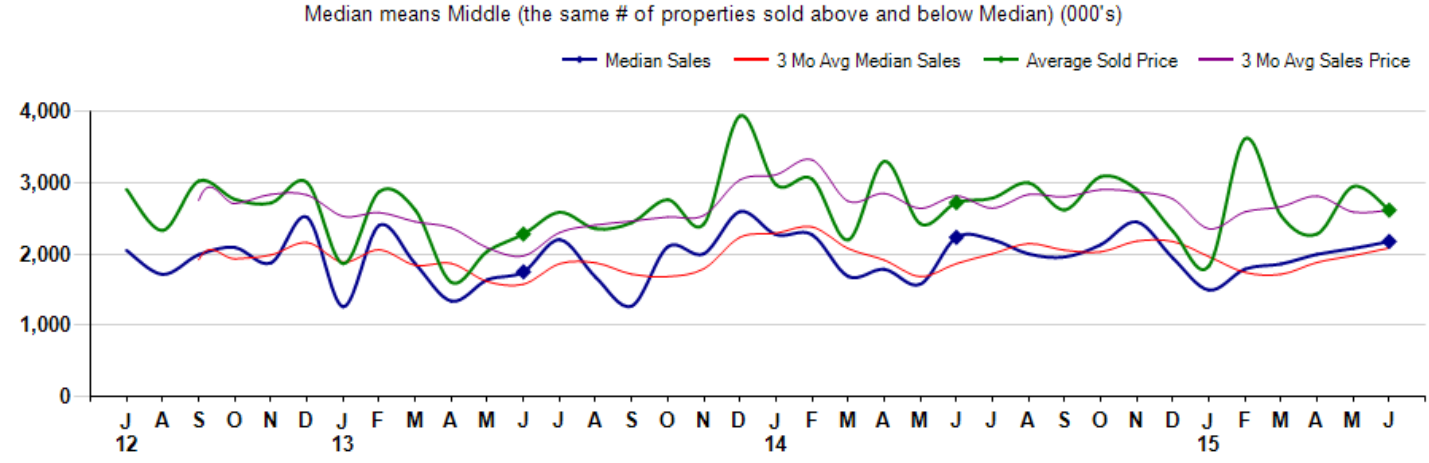
Property Sales

June Property sales were 67, up 4.7% from 64 in June of 2014 and 86.1% higher than the 36 sales last month. June 2015 sales were at their highest level compared to June of 2014 and 2013. June YTD sales of 201 are running -4.7% behind last year's year-to-date sales of 211.



Prices

The Median Sales Price in June was $2,175,000, down -2.6% from $2,232,500 in June of 2014 and up 4.7% from $2,077,500 last month. The Average Sales Price in June was $2,614,906, down -3.8% from $2,718,716 in June of 2014 and down -11.3% from $2,946,760 last month. June 2015 ASP was at a mid range compared to June of 2014 and 2013.



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Based on information from Greenwich Association of Realtors, Inc. for the period 7/1/2012 through 6/30/2015. 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.

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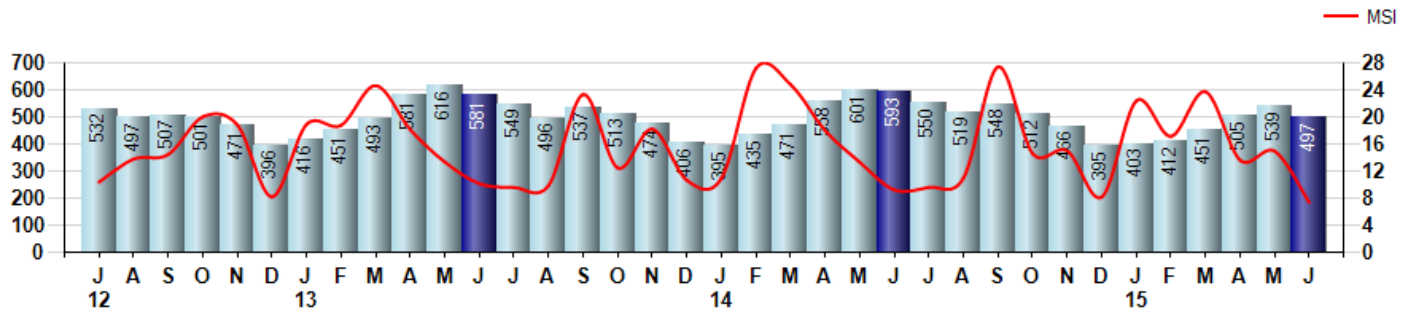
Inventory & MSI

The Total Inventory of Properties available for sale as of June was 497, down -7.8% from 539 last month and down -16.2% from 593 in June of last year. June 2015 Inventory was at the lowest level compared to June of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2015 MSI of 7.4 months was at its lowest level compared with June of 2014 and 2013.

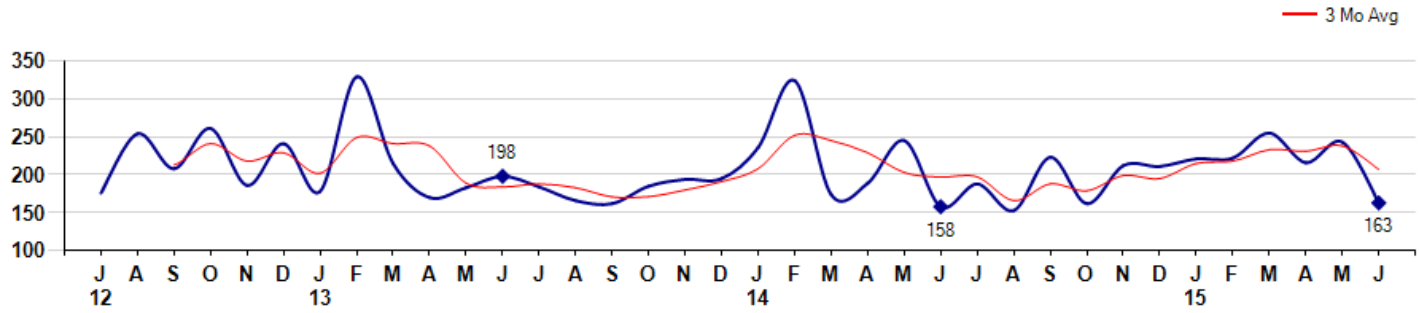
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 163, down -32.9% from 243 days last month and up 3.2% from 158 days in June of last year. The June 2015 DOM was at a mid range compared with June of 2014 and 2013.

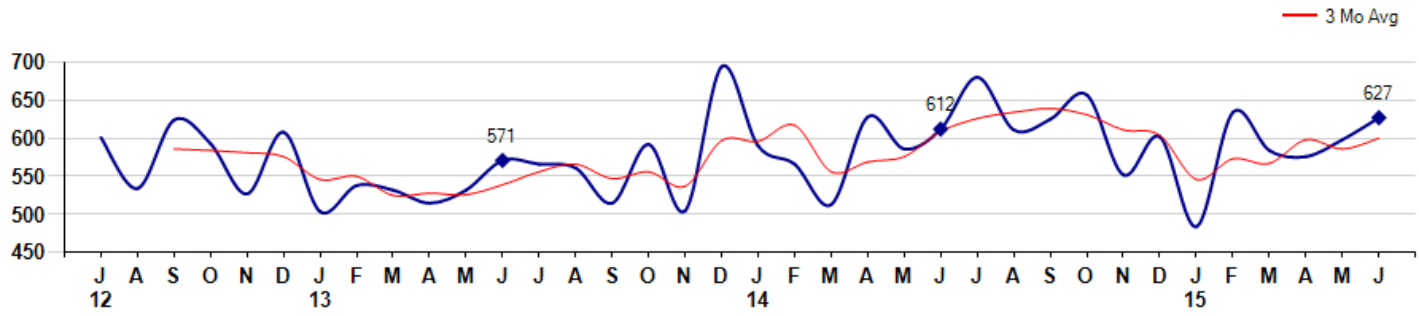
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2015 Selling Price per Square Foot of $627 was up 4.8% from $598 last month and up 2.5% from $612 in June of last year.

Average Selling Price per Square Foot for properties that sold during the month



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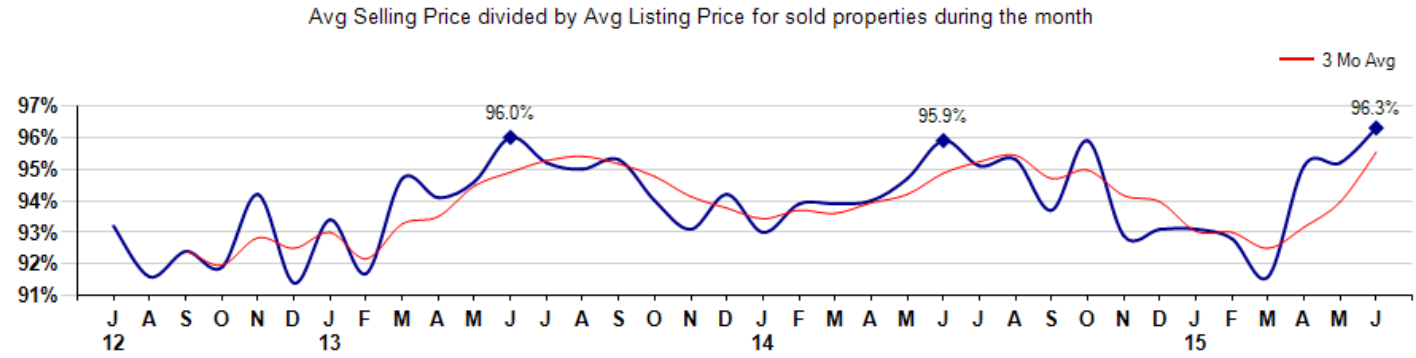
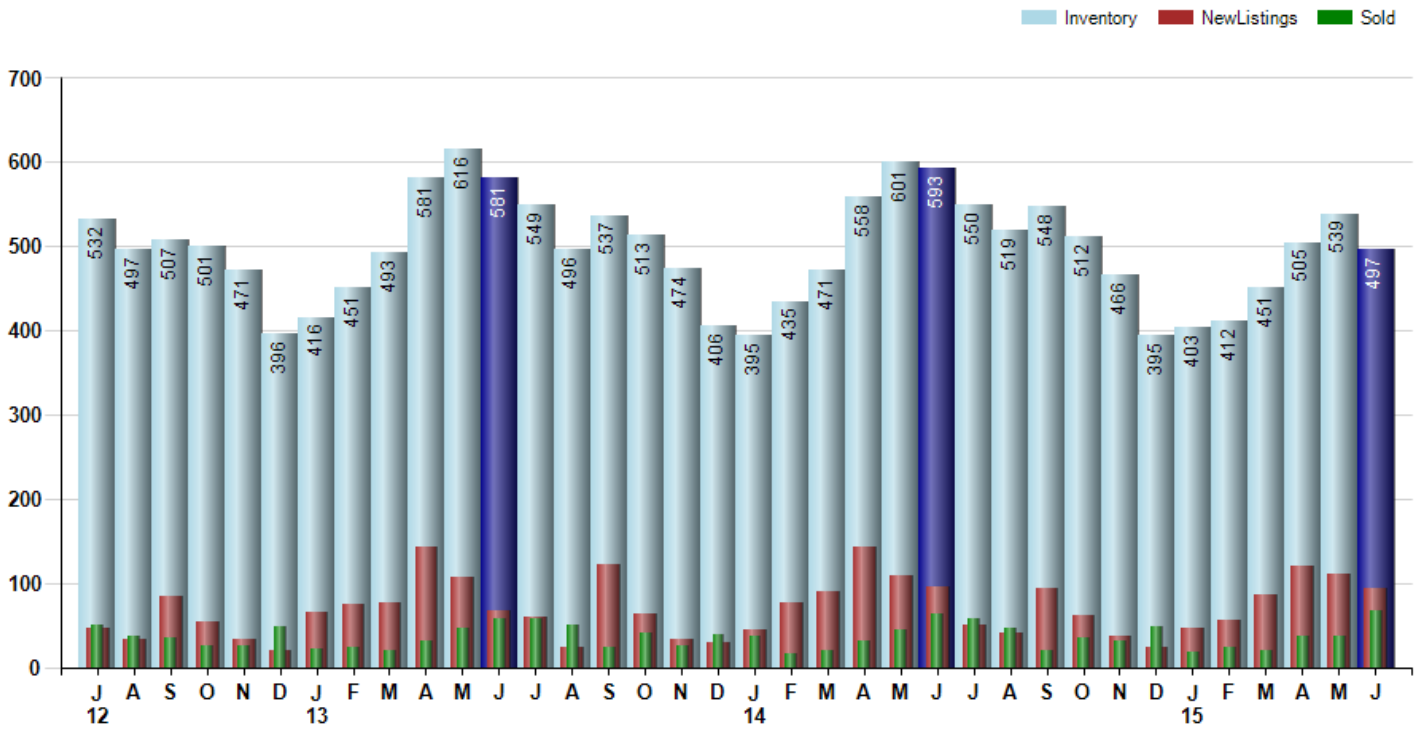
Selling Price vs Listing Price

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 June 2015 Selling Price vs List Price of 96.3% was up from 95.2% last month and up from 95.9% in June of last year.



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 June 2015 was 94, down -14.5% from 110 last month and down -1.1% from 95 in June of last year.



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