

Greenwich Monthly Market Report

December 2014

by **Kaye B. Lewis**



In December 2014, we saw an overall Balanced Market with 6.75 months of inventory for single family homes in all areas of Greenwich. Because the market varies greatly between neighborhoods and price ranges, the charts on the following pages break down this information further by Price Range, by Zip Code, and by Elementary School District to give buyers and sellers a more accurate picture of their specific pocket of the market.

Affiliations

National Association of Realtors
Connecticut Association of Realtors
Greenwich Association of Realtors

Designations:

ABR, ASP, CIPS, CRB,
e-Pro, PSCS, SRES

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A brief overview of December 2014

Single Family Homes:

- 59 Single Family Homes Sold
- 41 Executed Contracts
- Average Sale Price: \$2,088,271
- Average Days on Market: 190

Condos & Co-Ops:

- 13 Condos & Co-Ops Sold
- 12 Executed Contracts
- Average Sale Price: \$812,154
- Average Days on Market: 189

About Kaye

Kaye Lewis's experience in and beyond the real estate industry is nothing short of impressive. With over 25 years of experience exclusive to the Greenwich CT real estate market, she is regarded as one of the most sought after Realtors in Greenwich, Cos Cob, Riverside and Old Greenwich. An internationally recognized broker and a top producer since 1987, Kaye owned and managed her own local independent firm and previously managed several other Greenwich realty firms preceding her current post at Coldwell Banker Previews International in Greenwich.



Sales by Price Category

Overall, we are in a Normal Buyer's Market with 11.84 months of inventory. However, the market varies by price range based on the demand and number of homes for sale in each individual price range. The lower tier of the market continues to outperform all other price ranges.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0K-\$499K	2	1	.50	Extreme Seller's Market
\$500K-\$999K	14	28	2.00	Extreme Seller's Market
\$1M-\$1.499M	14	38	2.71	Extreme Seller's Market
\$1.5M-\$1.999M	4	39	9.75	Normal Buyer's Market
\$2M-\$2.499M	5	28	5.60	Normal Seller's Market
\$2.5M-\$2.999M	7	36	5.14	Normal Seller's Market
\$3M-\$3.999M	6	50	8.33	Balanced Market
\$4M-\$5.999M	4	80	20.00	Extreme Buyer's Market
\$6M-\$7.999M	2	41	20.50	Extreme Buyer's Market
\$8M-\$9.999M	1	12	12.00	Extreme Buyer's Market
\$10M-\$14.99M	0	28	N/A	Extreme Buyer's Market
\$15M-\$19.99M	0	11	N/A	Extreme Buyer's Market
\$20M+	0	6	N/A	Extreme Buyer's Market
Overall Market	59	398	6.75	Balanced Market

12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
9-12 Months of Inventory	Normal Buyer's Market	Moderate Depreciation
6-9 Months of Inventory	Balanced Market	Flat/Slight Depreciation
3-6 Months of Inventory	Normal Seller's Market	Moderate Appreciation
0-3 Months of Inventory	Extreme Seller's Market	High Appreciation

Sales by Zip Code

Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales Price	Average Days on Market
06830	18	130	7.22	\$1,742,500	153
06831	17	168	9.88	\$1,200,000	323
06807	6	26	4.33	\$977,500	132
06870	11	32	2.91	\$2,900,000	141
06878	7	42	6.00	\$1,100,000	91

Sales by Elementary School District

Elementary School District	# of Solds	Active Listings	Months of Inventory	Median Sales Price	Average Days on Market
Cos Cob School	4	15	3.75	\$932,500	135
Dundee School	1	8	8.00	\$1,125,000	25
Glenville School	8	45	5.63	\$866,250	146
Hamilton Ave School	1	3	3.00	\$408,000	104
Julian Curtiss School	5	33	6.60	\$1,600,000	122
New Lebanon School	3	8	2.67	\$485,000	291
North Mianus School	4	12	3.00	\$1,214,500	108
North Street School	10	71	7.10	\$2,337,500	107
Old Greenwich School	10	21	2.10	\$3,100,000	153
Parkway School	9	146	16.22	\$2,690,000	498
Riverside School	4	36	9.00	\$1,270,000	99

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