

Greenwich Monthly Market Report

June 2015

by **Kaye B. Lewis**



Affiliations

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

Designations:

ABR, ASP, CIPS, CRB,
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In June 2015, we saw an overall Normal Sellers' Market with 5.49 months of inventory for single family homes in all areas of Greenwich. The total number of sales in June 2015 was up 26.8% over June 2014, with a total of 104 Single Family Home Sales in 2015 vs. 82 in 2014.

A brief overview of June 2015

Single Family Homes:

- 104 Single Family Homes Sold
- 61 Executed Contracts
- 55 Contingent Contracts (as of 7/13/15)
- Average Sale Price: \$2,419,139
- Average Days on Market: 142

Condos & Co-Ops:

- 27 Condos & Co-Ops Sold
- 14 Executed Contracts
- 17 Contingent Contracts (as of 7/13/15)
- Average Sale Price: \$1,044,441
- Average Days on Market: 148

Contingent Contracts are those homes with mortgage, appraisal, inspection, and other contingencies still outstanding, while Executed Contracts are no longer waiting for contingencies to be met.

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.

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 11.09 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	0	1	N/A	Extreme Buyer's Market
\$500K-\$999K	13	54	4.15	Normal Seller's Market
\$1M-\$1.499M	22	38	1.73	Extreme Seller's Market
\$1.5M-\$1.999M	22	68	3.09	Normal Seller's Market
\$2M-\$2.499M	9	47	5.22	Normal Seller's Market
\$2.5M-\$2.999M	5	64	12.80	Extreme Buyer's Market
\$3M-\$3.999M	14	96	6.86	Balanced Market
\$4M-\$5.999M	15	84	5.60	Normal Seller's Market
\$6M-\$7.999M	4	47	11.75	Normal Buyer's Market
\$8M-\$9.999M	0	21	N/A	Extreme Buyer's Market
\$10M-\$14.99M	0	31	N/A	Extreme Buyer's Market
\$15M-\$19.99M	0	11	N/A	Extreme Buyer's Market
\$20M+	0	8	N/A	Extreme Buyer's Market
Overall Market	104	571	5.49	Normal Seller's 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	33	182	5.52	\$2,900,000	159
06831	12	210	17.50	\$1,543,750	202
06807	12	57	4.75	\$1,187,500	65
06870	22	63	2.86	\$1,675,000	142
06878	25	59	2.36	\$2,060,000	129

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	7	23	3.29	\$1,125,000	73
Dundee School	4	9	2.25	\$1,109,507	151
Glenville School	9	47	5.22	\$1,250,000	217
Hamilton Ave School	0	5	N/A	N/A	N/A
Julian Curtiss School	8	54	6.75	\$3,261,000	248
New Lebanon School	1	11	11.00	\$655,000	69
North Mianus School	13	31	2.38	\$1,260,000	120
North Street School	22	103	4.68	\$2,800,000	153
Old Greenwich School	12	49	4.08	\$1,947,500	141
Parkway School	8	193	24.13	\$2,251,500	72
Riverside School	20	45	2.25	\$2,568,750	123

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