

Greenwich Monthly Market Report

March 2015

by **Kaye B. Lewis**



In March 2015, we saw an overall Extreme Buyers' Market with 15.16 months of inventory for single family homes in all areas of Greenwich. The total number of sales in March 2015 was up 10.7% over March 2014, with a total of 31 Single Family Home Sales in 2015 vs. 28 in 2014.

A brief overview of March 2015

Single Family Homes:

- 31 Single Family Homes Sold
- 45 Executed Contracts
- Average Sale Price: \$2,374,516
- Average Days on Market: 203

Condos & Co-Ops:

- 8 Condos & Co-Ops Sold
- 14 Executed Contracts
- Average Sale Price: \$875,813
- Average Days on Market: 211

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.

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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Sales by Price Category

Overall, we are in a Extreme Buyer's Market with 12.14 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	3	N/A	Extreme Buyer's Market
\$500K-\$999K	4	33	8.25	Balanced Market
\$1M-\$1.499M	7	36	5.14	Normal Seller's Market
\$1.5M-\$1.999M	6	45	7.5	Balanced Market
\$2M-\$2.499M	3	37	12.33	Extreme Buyer's Market
\$2.5M-\$2.999M	3	44	14.67	Extreme Buyer's Market
\$3M-\$3.999M	2	79	39.50	Extreme Buyer's Market
\$4M-\$5.999M	4	84	21.00	Extreme Buyer's Market
\$6M-\$7.999M	2	48	24.00	Extreme Buyer's Market
\$8M-\$9.999M	0	18	N/A	Extreme Buyer's Market
\$10M-\$14.99M	0	27	N/A	Extreme Buyer's Market
\$15M-\$19.99M	0	10	N/A	Extreme Buyer's Market
\$20M+	0	7	N/A	Extreme Buyer's Market
Overall Market	31	470	15.16	Extreme Buyer'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	8	154	19.25	\$1,805,000	266
06831	8	179	22.38	\$3,300,000	221
06807	5	27	5.40	\$1,255,000	151
06870	3	59	19.67	\$1,150,000	221
06878	7	51	7.29	\$2,080,000	139

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	1	21	21.00	\$1,045,000	91
Dundee School	2	4	2.00	\$1,385,000	76
Glenville School	4	44	11.00	\$2,437,500	302
Hamilton Ave School	1	2	2.00	\$360,000	141
Julian Curtiss School	4	40	10.00	\$6,175,000	206
New Lebanon School	0	8	N/A	N/A	N/A
North Mianus School	4	21	5.25	\$1,500,000	165
North Street School	11	71	6.45	\$1,930,000	184
Old Greenwich School	2	29	14.50	\$2,160,000	91
Parkway School	4	159	39.75	\$847,500	175
Riverside School	3	38	12.67	\$2,060,000	178

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