

Greenwich Monthly Market Report

July 2014

by **Kaye B. Lewis**



In July 2014, we saw an overall Balanced Market with 7.06 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 July 2014:

- 78 Single Family Homes Sold
- 53 Executed Contracts
- Average Sale Price: \$1,758,750
- Median Sale Price: \$2,369,588
- Average Days on Market: 177

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 Balanced Market with 7.14 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	1	2	2	Extreme Seller's Market
\$500K-\$999K	15	44	2.93	Extreme Seller's Market
\$1M-\$1.499M	14	54	3.86	Normal Seller's Market
\$1.5M-\$1.999M	14	68	4.86	Normal Seller's Market
\$2M-\$2.499M	8	54	6.75	Balanced Market
\$2.5M-\$2.999M	7	46	6.57	Balanced Market
\$3M-\$3.999M	10	75	7.40	Balanced Market
\$4M-\$5.999M	4	87	21.75	Extreme Buyer's Market
\$6M-\$7.999M	3	53	17.67	Extreme Buyer's Market
\$8M-\$9.999M	0	22	NA	
\$10M-\$14.99M	2	30	15.00	Extreme Buyer's Market
\$15M-\$19.99M	0	11	NA	
\$20M+	0	6	NA	
Overall Market	78	551	7.06	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	21	183	8.71	\$2,505,000	337
06831	16	219	13.69	\$1,632,000	193
06807	11	36	3.27	\$1,250,000	62
06870	16	62	3.88	\$2,600,000	116
06878	14	51	3.64	\$1,608,750	75

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	10	18	1.8	\$1,099,500	53
Dundee School	2	6	3.00	\$836,250	59
Glenville School	9	68	7.56	\$955,000	227
Hamilton Ave School	0	3	NA	-	-
Julian Curtiss School	7	51	7.29	\$1,775,000	379
New Lebanon School	1	18	18.00	\$415,000	137
North Mianus School	10	31	3.10	\$1,264,000	82
North Street School	13	91	7.00	\$2,505,000	295
Old Greenwich School	12	48	4.00	\$3,087,500	130
Parkway School	6	179	29.83	\$2,966,240	245
Riverside School	8	38	4.75	\$1,833,750	76

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