

# Greenwich Monthly Market Report

## July 2015

by **Kaye B. Lewis**



### *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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In July 2015, we saw an overall Balanced Market with 7.38 months of inventory for single family homes in all areas of Greenwich. The total number of sales in July 2015 was down 9.75% from July 2014, with a total of 74 Single Family Home Sales in 2015 vs. 82 in 2014.

### *A brief overview of July 2015*

Single Family Homes:

- 74 Single Family Homes Sold
- 71 Executed Contracts
- 35 Contingent Contracts (as of 8/25/15)
- Average Sale Price: \$2,364,957
- Average Days on Market: 157

Condos & Co-Ops:

- 22 Condos & Co-Ops Sold
- 20 Executed Contracts
- 16 Contingent Contracts (as of 8/25/15)
- Average Sale Price: \$909,336
- Average Days on Market: 107

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 Balanced Market with 7.38 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	8	47	5.88	Normal Seller's Market
\$1M-\$1.499M	17	33	1.94	Extreme Seller's Market
\$1.5M-\$1.999M	17	69	4.06	Normal Seller's Market
\$2M-\$2.499M	9	52	5.78	Normal Seller's Market
\$2.5M-\$2.999M	3	63	21.00	Extreme Buyer's Market
\$3M-\$3.999M	8	80	10.00	Normal Buyer's Market
\$4M-\$5.999M	9	83	9.22	Normal Buyer's Market
\$6M-\$7.999M	2	44	22.00	Extreme Buyer's Market
\$8M-\$9.999M	1	23	23.00	Extreme Buyer's Market
\$10M-\$14.99M	0	27	N/A	Extreme Buyer's Market
\$15M-\$19.99M	0	15	N/A	Extreme Buyer's Market
\$20M+	0	9	N/A	Extreme Buyer's Market
<b>Overall Market</b>	<b>74</b>	<b>546</b>	<b>7.38</b>	<b>Balanced Market</b>

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	176	8.38	\$1,950,000	199
06831	19	199	10.47	\$2,300,000	196
06807	6	53	8.83	\$1,087,500	182
06870	15	61	4.07	\$1,630,000	85
06878	13	57	4.38	\$2,075,000	106

## 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	22	5.50	\$898,750	161
Dundee School	0	9	N/A	N/A	N/A
Glenville School	10	48	4.80	\$1,500,000	213
Hamilton Ave School	0	3	N/A	N/A	N/A
Julian Curtiss School	5	51	10.20	\$1,950,000	106
New Lebanon School	2	12	6.00	\$816,000	111
North Mianus School	10	27	2.70	\$1,157,500	63
North Street School	13	97	7.46	\$3,200,000	231
Old Greenwich School	12	48	4.00	\$1,925,000	94
Parkway School	10	182	18.20	\$2,455,000	166
Riverside School	8	45	5.63	\$2,302,500	137

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