

Greenwich Monthly Market Report

November 2014

by **Kaye B. Lewis**



In November 2014, we saw an overall Normal Buyer's Market with 11.41 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 November 2014

Single Family Homes:

- 41 Single Family Homes Sold
- 32 Executed Contracts
- Average Sale Price: \$2,757,317
- Average Days on Market: 203

Condos & Co-Ops:

- 20 Condos & Co-Ops Sold
- 13 Executed Contracts
- Average Sale Price: \$836,700
- Average Days on Market: 147

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	3	3	1.00	Extreme Seller's Market
\$500K-\$999K	6	36	6.00	Balanced Market
\$1M-\$1.499M	3	48	16.00	Extreme Buyer's Market
\$1.5M-\$1.999M	3	53	17.67	Extreme Buyer's Market
\$2M-\$2.499M	6	34	5.67	Normal Seller's Market
\$2.5M-\$2.999M	3	38	12.67	Extreme Buyer's Market
\$3M-\$3.999M	6	58	9.67	Normal Buyer's Market
\$4M-\$5.999M	7	83	11.86	Normal Buyer's Market
\$6M-\$7.999M	3	52	18.00	Extreme Buyer's Market
\$8M-\$9.999M	1	15	15.00	Extreme Buyer's Market
\$10M-\$14.99M	0	29	N/A	Extreme Buyer's Market
\$15M-\$19.99M	0	13	N/A	Extreme Buyer's Market
\$20M+	0	6	N/A	Extreme Buyer's Market
Overall Market	41	468	11.41	Normal 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	17	156	9.18	\$2,600,000	264
06831	9	191	21.22	\$1,000,000	191
06807	2	35	17.50	\$1,518,750	66
06870	5	42	8.40	\$2,500,000	183
06878	8	45	5.63	\$2,543,750	136

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	20	5.00	\$912,500	132
Dundee School	0	9	N/A	N/A	N/A
Glenville School	6	51	8.50	\$877,500	199
Hamilton Ave School	0	4	N/A	N/A	N/A
Julian Curtiss School	4	42	10.50	\$3,900,000	432
New Lebanon School	2	12	6.00	\$1,087,500	150
North Mianus School	4	21	5.25	\$1,247,500	124
North Street School	7	79	11.29	\$4,100,000	268
Old Greenwich School	3	28	9.33	\$3,950,000	215
Parkway School	5	166	33.20	\$2,800,000	148
Riverside School	6	36	6.00	\$3,268,750	139

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