



GREENWICH, CONNECTICUT RESIDENTIAL MARKET SINGLE FAMILY SALES • JANUARY 2011 vs. JANUARY 2012

STATISTICAL MARKET OVERVIEW

	JANUARY 2011	JANUARY 2012	% CHANGE
Current Inventory	516	496	-4%
Unit Sales	31	28	-10%
Days on Market	135	123	-9%
% Sale Price/List Price	92.7%	89.8%	-3.1%

YEAR-TO-DATE COMPARISONS

	JANUARY 2011	JANUARY 2012	% CHANGE
Average Sale Price	\$2,590,371	\$2,933,009	+13%
Median Sale Price	\$1,975,000	\$1,850,000	-6%

Information deemed reliable, but subject to verification by all parties.

Source: Greenwich Multiple Listing Service, Inc. 2011-2012

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
HISTORICAL MONTHLY INVENTORY REPORT
SINGLE FAMILY UNIT • 2005 TO JANUARY 2012

	2005	2006	2007	2008	2009	2010	2011	2012	% CHANGE '11 vs. '12	AVG. 2005-11	% CHANGE 2012 vs. AVG. '05-'11
January	298	411	456	482	571	519	516	496	-4%	465	+7%
									% CHANGE '10 vs. '11	AVG. 2005-10	% CHANGE 2011 vs. AVG. '05-'10
February	342	447	510	521	615	550	518		-6%	498	+4%
March	378	443	516	565	666	576	539		-6%	514	+5%
April	427	508	541	602	731	643	596		-7%	575	+4%
May	458	532	564	626	766	699	611		-13%	608	+0.5%
June	486	535	576	596	754	688	583		-15%	606	-4%
July	441	526	512	585	719	677	584		-14%	577	+1%
August	408	497	489	567	681	645	570		-12%	548	+4%
September	464	568	534	606	665	688	596		-13%	588	+1%
October	477	548	561	609	647	658	591		-10%	583	+1%
November	427	470	498	584	589	574	529		-8%	514	+3%
December	356	420	440	547	500	500	450		-10%	453	-1%

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SINGLE FAMILY UNITS • CURRENT INVENTORY
BY PRICE RANGE • JANUARY 2011 VS. JANUARY 2012

	JANUARY 2011	JANUARY 2012	% CHANGE	% OF CURRENT INVENTORY	% OF ALL 2012 CONTRACTS
\$0 to \$999,999	93	73	-22%	15%	24%
\$1-1,999,999	114	106	-7%	21%	28%
\$2-2,999,999	89	80	-10%	16%	28%
\$3-3,999,999	40	51	+28%	10%	3%
\$4-4,999,999	39	42	+8%	8%	3%
\$5-5,999,999	34	28	-18%	6%	3%
\$6-7,999,999	44	40	-9%	8%	7%
\$8-9,999,999	17	29	+71%	6%	0%
\$10-14,999,999	25	32	+28%	6%	} 3%
\$15,000,000 and over	21	15	-29%	3%	
Totals	516	496	-4%		

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SINGLE FAMILY UNITS UNDER CONTRACT 2003-2012
BY MONTH • JANUARY 2012

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	% CHANGE '11 vs. '12	AVG. 2003-11	% CHANGE 2012 vs. AVG. '03-'11
January	44	51	43	38	40	27	9	26	33	29	-12%	35	-17%
Year-to-Date	44	51	43	38	40	27	9	26	37	29	-12%	35	-17%
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	% CHANGE '10 vs. '11	AVG. 2003-10	% CHANGE 2010 vs. AVG. '03-'10
February	58	72	61	57	52	39	14	29	33		+14%	48	-31%
March	65	109	73	73	92	39	12	40	69		+73%	63	+10%
April	71	83	86	65	74	44	25	55	48		-13%	63	-24%
May	88	81	85	72	58	44	35	58	67		+14%	65	+3%
June	83	82	63	66	63	49	40	56	73		+30%	63	+16%
July	62	66	56	31	40	38	40	39	41		+5%	47	-13%
August	56	64	57	41	46	20	43	36	28		-22%	47	-40%
September	53	61	56	33	33	24	46	23	27		+17%	41	-34%
October	64	69	43	35	33	12	32	43	32		-26%	41	-22%
November	63	59	47	62	39	10	40	35	27		-23%	44	-39%
December	52	42	47	49	23	7	43	37	29		-22%	38	-24%
Total	759	839	717	622	593	353	379	477	507		+6%	592	-14%

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Source: Greenwich Multiple Listing Service, Inc. 2003-2012

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**GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
 HISTORICAL SINGLE FAMILY UNITS UNDER CONTRACT
 BY PRICE RANGE • JANUARY 2005 TO JANUARY 2012**

	J A N U A R Y								CONTRACTS AVER. JANUARY '05-'11	% CHANGE 2012 vs. AVG. '05-'11
	2005	2006	2007	2008	2009	2010	2011	2012		
\$0 to \$999,999	12	3	7	7	2	8	9	7	6.9	+1%
\$1-1,999,999	11	11	15	6	4	5	8	8	8.6	-7%
\$2-2,999,999	6	10	6	3	0	5	7	8	5.3	+51%
\$3-3,999,999	7	4	4	4	1	3	4	1	3.9	-74%
\$4-4,999,999	1	3	4	3	0	2	2	1	2.1	-52%
\$5-5,999,999	1	3	2	0	0	1	2	1	1.3	-23%
\$6-6,999,999	1	2	2	1	1	0	0	2	1.0	+100%
\$7-7,999,999	0	0	0	0	1	1	0	0	0.3	#
\$8-8,999,999	1	0	0	1	0	1	0	0	0.4	#
\$9-9,999,999	3	2	0	1	0	0	0	0	0.9	#
Over \$10,000,000	0	0	0	1	0	0	1	1	0.3	+233%
Totals	43	38	40	27	9	26	33	29	30.9	-6%

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**GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SINGLE FAMILY UNITS UNDER CONTRACT
BY PRICE RANGE • JANUARY 2011 vs 2012**

	JANUARY 2011	JANUARY 2012	% CHANGE	% OF ALL 2012 CONTRACTS	% OF CURRENT INVENTORY
\$0 to \$999,999	9	7	-22%	24%	15%
\$1-1,999,999	8	8	0%	28%	21%
\$2-2,999,999	7	8	+14%	28%	16%
\$3-3,999,999	4	1	-75%	3%	10%
\$4-4,999,999	2	1	-50%	3%	8%
\$5-5,999,999	2	1	-50%	3%	6%
\$6-6,999,999	0	2	#	7%	} 8%
\$7-7,999,999	0	0	0%	0%	
\$8-8,999,999	0	0	0%	0%	} 6%
\$9-9,999,999	0	0	0%	0%	
Over \$10,000,000	1	1	0%	3%	9%
Totals	33	29	-12%		

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Source: Greenwich Multiple Listing Service, Inc. 2011-2012

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SALES BY MONTH • SINGLE FAMILY
PREVIOUS 24 MONTHS • JANUARY 2012

	2011	2012	% CHANGE
January	31	28	-10%
	2010	2011	% CHANGE
February	25	26	+4%
March	35	37	+6%
April	38	50	+35%
May	40	57	+35%
June	67	105	+103%
July	55	46	-16%
August	51	47	-8%
September	35	44	+26%
October	34	22	-35%
November	25	29	+16%
December	44	30	-32%
Total	480	521	+9%

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These figures reflect MLS sales only.

Source: Greenwich Multiple Listing Service, Inc. 2010-2012

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SINGLE FAMILY UNIT SALES
BY PRICE RANGE • JANUARY 2011 vs 2012

	JANUARY 2011	JANUARY 2012	% CHANGE	% OF ALL SALES 2012
\$0 to \$999,999	9	5	-44%	18%
\$1-1,999,999	7	10	+43%	36%
\$2-2,999,999	6	5	-17%	18%
\$3-3,999,999	0	4	#	14%
\$4-4,999,999	4	0	#	0%
\$5-5,999,999	4	1	-75%	4%
\$6-6,999,999	0	0	0%	0%
\$7-7,999,999	0	1	#	4%
\$8-8,999,999	0	0	0%	0%
\$9-9,999,999	0	1	#	4%
\$10,000,000 and over	1	1	0%	4%
Totals	31	28	-10%	

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These figures reflect MLS sales only.

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SINGLE FAMILY SALES
CUMULATIVE AVERAGE NUMBER OF DAYS ON MARKET • JANUARY 2012

	2007	2008	2009	2010	2011*	2012*	'07-'11 AVERAGE	% CHANGE 2012 vs. AVG. '07-'11
January	135	112	40	185	135	123	121	+2%
January-February	132	132	105	162	168		140	
January-March	134	130	161	184	195		161	
January-April	133	134	161	191	190		162	
January-May	122	138	160	189	187		159	
January-June	128	141	158	174	178		156	
January-July	124	140	154	173	174		153	
January-August	124	136	159	174	171		153	
January-September	124	136	164	170	167		153	
January-October	127	132	164	170	168		152	
January-November	125	132	169	166	170		152	
January-December	141	134	170	170	172		157	

*The 2011 and 2012 average days on market numbers reflect the contract date. All other numbers reflect the close date.

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Source: Greenwich Multiple Listing Service, Inc. 2007-2012

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GREENWICH, CONNECTICUT RESIDENTIAL MARKET STATISTICS
SINGLE FAMILY UNITS UNDER CONTRACT
2003-2011 • BY MONTH

MONTHS RANKED BY SALES ACTIVITY
PERCENTAGE OF ANNUAL CONTRACTS

RANK		AVG. NUMBER OF PROPERTIES GONE TO CONTRACT 2003-2011	% OF ANNUAL CONTRACTS
1.	May	65.3	11.2%
2.	June	63.9	11.0%
3.	March	63.6	10.9%
4.	April	61.2	10.5%
5.	February	46.1	7.9%
6.	July	45.9	7.9%
7.	August	43.4	7.4%
8.	November	42.4	7.3%
9.	October	40.3	6.9%
10.	September	39.6	6.8%
11.	December	36.6	6.3%
12.	January	34.8	5.9%

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Source: Greenwich Multiple Listing Service, Inc. 2003-2011

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HISTORICAL SALES DATA

GREENWICH, CONNECTICUT • REAL ESTATE SALES 1976-2011

YEAR	TOTAL NUMBER OF SALES	% CHANGE IN NUMBER OF HOMES SOLD	TOTAL DOLLAR AMOUNT OF ALL HOMES SOLD	% CHANGE IN DOLLAR AMOUNT OF HOMES SOLD	AVERAGE PRICE PER HOME	APPRECIATION PER YEAR
2011	573	+4%	\$1,388,016,920	+3%	\$2,422,368	-1%
2010	549	+48%	\$1,346,949,283	+41%	\$2,453,460	-5%
2009	370	-20%	\$953,752,778	-25%	\$2,577,710	-6%
2008	460	-37%	\$1,263,762,302	-41%	\$2,747,309	-8%
2007	726	-0.1%	\$2,158,543,802	+11%	\$2,973,201	12%
2006	727	-16%	\$1,936,471,126	-9%	\$2,663,647	8%
2005	865	-12%	\$2,136,652,175	-2%	\$2,470,118	11%
2004	978	14%	\$2,172,443,614	44%	\$2,221,312	26%
2003	859	15%	\$1,509,280,063	9%	\$1,757,020	-5%
2002	753	1%	\$1,380,621,759	19%	\$1,840,829	17%
2001	741	-15%	\$1,161,711,961	-18%	\$1,567,762	-4%
2000	873	-8%	\$1,422,152,044	12%	\$1,629,040	22%
1999	952	4%	\$1,266,653,502	13%	\$1,330,518	8%
1998	913	6%	\$1,125,358,910	15%	\$1,232,595	8%
1997	859	22%	\$976,437,121	40%	\$1,136,714	15%
1996	706	5%	\$695,918,882	15%	\$985,721	9%
1995	670	-8%	\$604,009,308	-10%	\$901,506	-2%
1994	732	-4%	\$670,483,620	4%	\$915,961	8%
1993	761	8%	\$642,860,523	11%	\$844,758	3%
1992	706	10%	\$578,871,671	15%	\$819,932	5%
1991	644	40%	\$502,622,668	36%	\$780,470	-3%
1990	459	-24%	\$369,993,552	-26%	\$806,086	-2%
1989	607	1%	\$500,099,411	5%	\$823,887	4%
1988	603	-7%	\$477,300,000	4%	\$791,542	12%
1987	649	-25%	\$458,292,000	-19%	\$706,151	8%
1986	864	-4%	\$566,739,000	38%	\$655,948	43%
1985	897	8%	\$410,671,000	27%	\$457,827	18%
1984	829	4%	\$322,411,000	19%	\$388,916	14%
1983	798	57%	\$271,563,000	65%	\$340,305	5%
1982	509	-10%	\$164,331,000	-3%	\$322,851	8%
1981	565	-19%	\$169,117,000	-5%	\$299,322	18%
1980	699	2%	\$177,911,000	19%	\$254,522	16%
1979	684	-17%	\$149,894,000	-2%	\$219,143	19%
1978	827	-8%	\$152,733,000	9%	\$184,683	19%
1977	900	3%	\$139,849,000	21%	\$155,388	17%
1976	874		\$115,894,000		\$132,602	

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Source: SearchGreenwich.net Greenwich Record of Real Estate Sales

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