

# Greenwich Market Watch

SUSAN AND LAURA CALABRESE - COLDWELL BANKER RESIDENTIAL BROKERAGE

SEPTEMBER 2010

While the month of September 2010 saw a slight decline in sales over September 2009 with 32 single family homes being sold this year and 41 sold last September, year to date 2010 is outpacing 2009 with 376 single family homes selling this year and 221 homes selling last year during the same time period.

The median sale price from January to September in 2009 was \$1,675,000 compared to \$1,734,000 year to date and the median days on market fell from 135 in '09 to 129 in 2010. The list to sale price is slightly higher this year at 93% over 90% last year and the median price per square foot went from \$499.05 in '09 to \$507.22 YTD. All this means that we are seeing more houses sell at slightly higher numbers but the buyers are seeking value and willing to wait until they find the right deal. As one realtor said: "...if it isn't a deal....there is no deal".

With interest rates still the lowest they have been in years there are qualified buyers out and about but pricing is even more important now because the fall market usually ends by October 31. When the ghosts and goblins come seeking treats, the trick is to have your house either sold or under contract before the snows fall.

## September 2010 Single Family Sales at a glance:

- The highest priced home: listed: \$15,000,000 sold: \$10,500,000 days on market: 958
- The lowest priced home: listed: at \$205,000 sold: \$174,500 days on market: 0
- The median number of days on market was 98
- The median sale price to list price was 93%
- The median price per sq. ft. was \$472.52

## YEARLY SEPTEMBER COMPARATIVE DATA

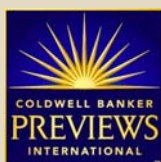
|              | BEDS | BATHS | SQFT  | LP          | LP/SQFT  | SP          | SP/SQFT  | SP/LP | DOM |
|--------------|------|-------|-------|-------------|----------|-------------|----------|-------|-----|
| 2008 medians | 4    | 2     | 3,292 | \$1,587,000 | \$561.02 | \$1,560,000 | \$510.55 | 94%   | 112 |
| 2009 medians | 4    | 3     | 2,933 | \$1,850,000 | \$546.21 | \$1,700,000 | \$494.60 | 90%   | 144 |
| 2010 medians | 4    | 3     | 3,230 | \$1,722,500 | \$519.09 | \$1,562,500 | \$472.52 | 93%   | 98  |



Susan Calabrese

Mobile: (203) 912-8308

susan.calabrese@cbmoves.com



Laura Calabrese

Mobile: (203) 536-8523

laura.calabrese@cbmoves.com



\*All Information taken from the Greenwich Multiple Listing Service.