

Greenwich Market Watcher

SUSAN AND LAURA CALABRESE - COLDWELL BANKER RESIDENTIAL BROKERAGE

JUNE 2011

We've talked in this newsletter before about statistics and how they can be influenced to say something that isn't quite what it appears to be. The first of July had a monumental state conveyance tax increase which pushed the number of closings up in June. And while the market has been perking along, this tax change provided great incentive to close in June and not in July so the numbers are skewed.

That being said we had 105 single family home sales in the town of Greenwich during the month of June. The median list price was \$1,895,000; median closing price was \$1,680,000 with median sale price to list price ratio of 93.6% and median days on market of 96. Last year, we had 67 closings with a \$2,075,000 median list price, \$1,850,000 close price and median days on market of 78. These stats themselves were influenced by a sale of \$31,375,000 which raised the median closing price.

So while this is one way to keep an eye on the market, specific research for your transaction is very important before you buy or sell a home.

If you want more information our statistics please contact us.

June 2011 Single Family Sales at a glance:

- The highest priced home sold: listed: \$42,500,000 sold: \$39,500,000 days on market: 258
- The lowest priced home sold: listed: at \$308,000 sold: \$280,000 days on market: 202
- The median number of days on market was 96
- The median sale price to list price was 93%
- The median sale price per sq. ft. was \$500

YEARLY JUNE COMPARATIVE SINGLE FAMILY HOME DATA

	BEDS	BATHS	SQFT	LP	LP/SQFT	SP	SP/SQFT	SP/LP	DOM	# OF TRANSACTIONS
2009 medians	4	3	3,205	\$1,599,000	\$522.00	\$1,550,000	\$461.00	92%	94	33
2010 medians	5	3	3,430	\$2,075,000	\$562.00	\$1,850,000	\$534.00	92%	78	67
2011 medians	4	3	3,419	\$1,895,000	\$539.00	\$1,680,000	\$500.00	93%	96	105



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.