

Greenwich Market Watcher

SUSAN AND LAURA CALABRESE - COLDWELL BANKER RESIDENTIAL BROKERAGE

OCT. & NOV. 2011

The fall market was a little sluggish compared to the last two years. As seen below, there were 51 single family houses sold in October and November of 2011 with 59 sold in the same time period in 2010 and 69 in 2009. The middle of the market, \$1,000,000 to 4,999,999 was the strongest with 35 homes sold. 9 of them sold for 1,000,000 to 1,499,999 and 9 sold for 2,000,000 to 2,999,999 with the other price points fairly evenly scattered. The lowest priced home was listed for \$399,999 and sold over asking at \$401,000 in 38 days, the highest priced home was originally listed in 2008 for \$28,000,000 and sold in October of this year for \$16,000. This was a bargain for the buyer who had that kind of money.

December has had 2 sales, 4 executed contracts and 5 accepted offers with 7 price changes and 3 new houses listed. This is usually a very slow time in the market and doesn't traditionally pick up until January. That being said, we do have clients out there looking but value is what they are looking for. With all the unrest in our economy, pricing is more important than ever. This means that research and time are more important than ever.

If you have any questions, don't hesitate to contact us. We are around for the holidays looking forward to being with family and friends. We will do our next newsletter at the end of January so if we don't see you, have a wonderful holiday season.

October and November 2011 Single Family Sales at a glance:

- The highest priced home sold: listed: \$17,500,000 sold: \$16,000,000 days on market: 1279
- The lowest priced home sold: listed: at \$399,000 sold: \$401,000 days on market: 38
- The median number of days on market was 124
- The median sale price to list price was 93%
- The median sale price per sq. ft. was \$472

YEARLY OCT. & NOV. COMPARATIVE SINGLE FAMILY HOME DATA

	BEDS	BATHS	SQFT	LP	LP/SQFT	SP	SP/SQFT	SP/LP	DOM	# OF TRANSACTIONS
Oct. & Nov. 2009 medians	4	3	3,122	\$1,795,000	\$539.00	\$1,695,000	\$476.00	91%	114	69
Oct. & Nov. 2010 medians	4	3	3,477	\$1,749,000	\$509.00	\$1,650,000	\$476.00	93%	102	59
Oct. & Nov. 2011 medians	4	3	3,562	\$1,695,000	\$515.00	\$1,630,000	\$472.00	93%	124	51



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*All Information taken from the Greenwich Multiple Listing Service.