

# Greenwich Real Estate Monthly Market Report - December 2012

## Including the 2012 Annual Market Report

Courtesy of Jack Sarsen

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### December 2012 Summary

Single Family Homes Sold	68
Average Original List Price	\$3,169,660
Average List Price	\$2,986,779
Average Sale Price	\$2,733,079
Average Days on Market	196

### 2012 Annual Summary

Single Family Homes Sold	578
Average Original List Price	\$2,759,982
Average List Price	\$2,598,094
Average Sale Price	\$2,387,773
Average Days on Market	161

Greenwich home prices are still 21% off 2007 highs but comparable home values have stabilized and prices are heading up again. The second half of 2012 ended higher on both price and volume. Although 2012 average prices were down 1.73% vs. 2011, average prices over the last 6 months of 2012 were actually up 3.2% over all of 2011. The \$14.1M 'highest price' paid for a home in 2012, was the lowest 'highest price' paid since 2001. In 2011 there were two \$30M+ sales totaling \$76M. Removing these two sales from the averages puts 2012 prices 3.74% higher than 2011.

2012 single-family home sales volume of 578 finished 10% higher than 2011 (526), due in part to a stronger than average December volume bolstered by sellers wishing to avoid the higher capital gains taxes in 2013. This marks three consecutive years of strong increases – up 74% since the 2009 low of 333 homes sold. Although volume is still 21% lower than the 730 homes average posted between 1999 and 2007, this three-year trend is encouraging as we start 2013.

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### December 2012 Single Family Homes Average Sales Price by Area

	TOTAL SOLD	ORIG AVG LIST PRICE	AVG LIST PRICE	AVG SALE PRICE	% SALE TO LIST	AVG DOM
<b>GREENWICH</b>	40	\$3,664,622	\$3,475,525	\$3,142,021	90.40%	220
<b>COS COB</b>	10	\$1,305,800	\$1,248,200	\$1,143,850	91.64%	146
<b>RIVERSIDE</b>	11	\$3,320,364	\$3,008,091	\$2,819,345	93.73%	183
<b>OLD GREENWICH</b>	7	\$2,767,143	\$2,644,143	\$2,531,043	95.72%	150
<b>TOTAL</b>	<b>68</b>	<b>\$3,169,660</b>	<b>\$2,986,779</b>	<b>\$2,733,080</b>	<b>91.51%</b>	<b>196</b>

## December 2012 Single Family Homes Sold by Price Range

	<b>GREENWICH</b>	<b>COS COB</b>	<b>RIVERSIDE</b>	<b>OLD GREENWICH</b>	<b>TOTAL</b>
<b>Under \$1M</b>	7	4	3	1	<b>15</b>
<b>\$1M - \$2M</b>	10	6	2	2	<b>20</b>
<b>\$2M - \$3M</b>	5	0	4	2	<b>11</b>
<b>\$3M - \$4M</b>	7	0	1	1	<b>9</b>
<b>\$4M - \$5M</b>	3	0	0	0	<b>3</b>
<b>\$5M - \$7.5M</b>	5	0	0	1	<b>6</b>
<b>\$7.5M - \$10M</b>	3	0	0	0	<b>3</b>
<b>\$10M+</b>	0	0	1	0	<b>1</b>
	<b>40</b>	<b>10</b>	<b>11</b>	<b>7</b>	<b>68</b>

## 2012 Single Family Homes Average Sales Price by Area

	<b>TOTAL SOLD</b>	<b>ORIG AVG LIST PRICE</b>	<b>AVG LIST PRICE</b>	<b>AVG SALE PRICE</b>	<b>% SALE TO LIST</b>	<b>AVG DOM</b>
<b>GREENWICH</b>	291	\$3,350,120	\$3,123,686	\$2,833,234	90.70%	188
<b>COS COB</b>	78	\$1,374,954	\$1,302,705	\$1,224,822	94.02%	139
<b>RIVERSIDE</b>	122	\$2,390,029	\$2,280,702	\$2,135,382	93.63%	118
<b>OLD GREENWICH</b>	87	\$2,546,607	\$2,446,543	\$2,294,359	93.78%	152
<b>TOTAL</b>	<b>578</b>	<b>\$2,759,982</b>	<b>\$2,598,094</b>	<b>\$2,387,773</b>	<b>91.90%</b>	<b>161</b>

## 2012 Single Family Homes Sold by Price Range

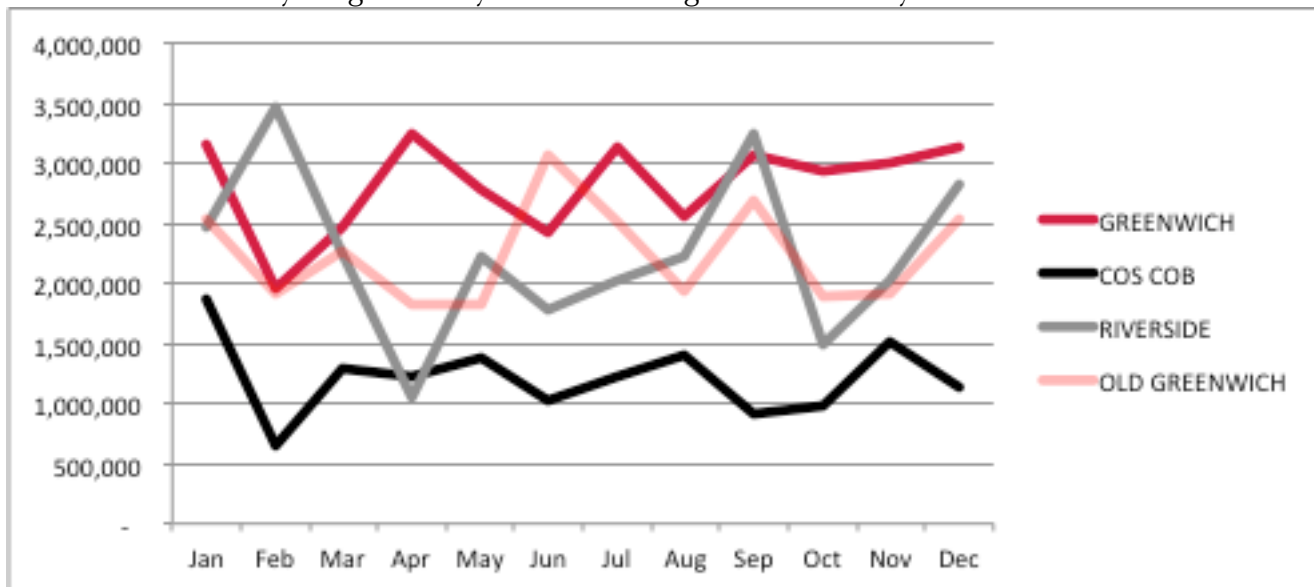
	<b>GREENWICH</b>	<b>COS COB</b>	<b>RIVERSIDE</b>	<b>OLD GREENWICH</b>	<b>TOTAL</b>	<b>% OF SALES</b>
<b>Under \$1M</b>	74	41	35	24	<b>174</b>	30.10%
<b>\$1M - \$2M</b>	77	29	44	22	<b>172</b>	29.76%
<b>\$2M - \$3M</b>	44	3	21	26	<b>94</b>	16.26%
<b>\$3M - \$4M</b>	33	5	6	7	<b>51</b>	8.82%
<b>\$4M - \$5M</b>	15	0	6	1	<b>22</b>	3.81%
<b>\$5M - \$7.5M</b>	27	0	7	4	<b>38</b>	6.57%
<b>\$7.5M - \$10M</b>	11	0	1	1	<b>13</b>	2.25%
<b>\$10M+</b>	10	0	2	2	<b>14</b>	2.42%
	<b>291</b>	<b>78</b>	<b>122</b>	<b>87</b>	<b>578</b>	

## 2012 Monthly Single Family Homes Average Sales Price by Area

	Jan	Feb	Mar	Apr	May	Jun
<b>GREENWICH</b>	\$3,166,738	\$1,949,536	\$2,461,175	\$3,250,639	\$2,781,061	\$2,425,511
<b>COS COB</b>	\$1,876,000	\$648,750	\$1,296,091	\$1,230,500	\$1,390,625	\$1,025,625
<b>RIVERSIDE</b>	\$2,476,667	\$3,462,000	\$2,244,500	\$1,051,111	\$2,222,778	\$1,788,912
<b>OLD GREENWICH</b>	\$2,535,833	\$1,916,667	\$2,272,458	\$1,823,000	\$1,814,450	\$3,074,490
<b>ALL AREAS AVG.</b>	<b>\$2,933,009</b>	<b>\$2,095,174</b>	<b>\$2,245,474</b>	<b>\$2,249,703</b>	<b>\$2,254,242</b>	<b>\$2,200,782</b>

	Jul	Aug	Sep	Oct	Nov	Dec
<b>GREENWICH</b>	\$3,134,320	\$2,562,617	\$3,078,029	\$2,934,464	\$2,993,611	\$3,142,021
<b>COS COB</b>	\$1,218,568	\$1,412,500	\$907,958	\$982,500	\$1,516,500	\$1,143,850
<b>RIVERSIDE</b>	\$2,034,063	\$2,220,632	\$3,238,500	\$1,490,750	\$2,026,364	\$2,819,345
<b>OLD GREENWICH</b>	\$2,520,337	\$1,938,000	\$2,701,090	\$1,885,938	\$1,910,988	\$2,531,043
<b>ALL AREAS AVG.</b>	<b>\$2,513,481</b>	<b>\$2,198,594</b>	<b>\$2,808,811</b>	<b>\$2,270,459</b>	<b>\$2,429,323</b>	<b>\$2,733,080</b>

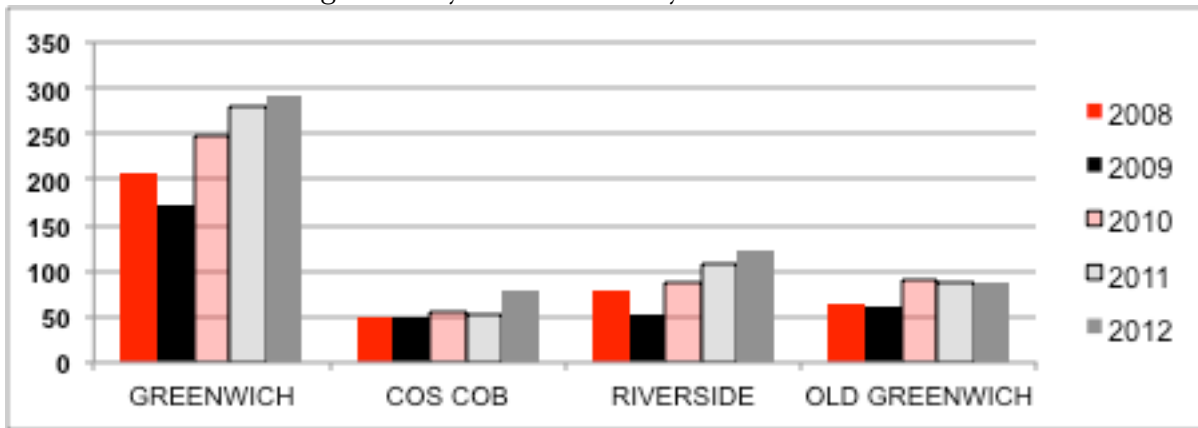
Chart: 2012 Monthly Single Family Homes Average Sales Price by Area



## 2008 – 2012 Single Family Homes Sold by Area

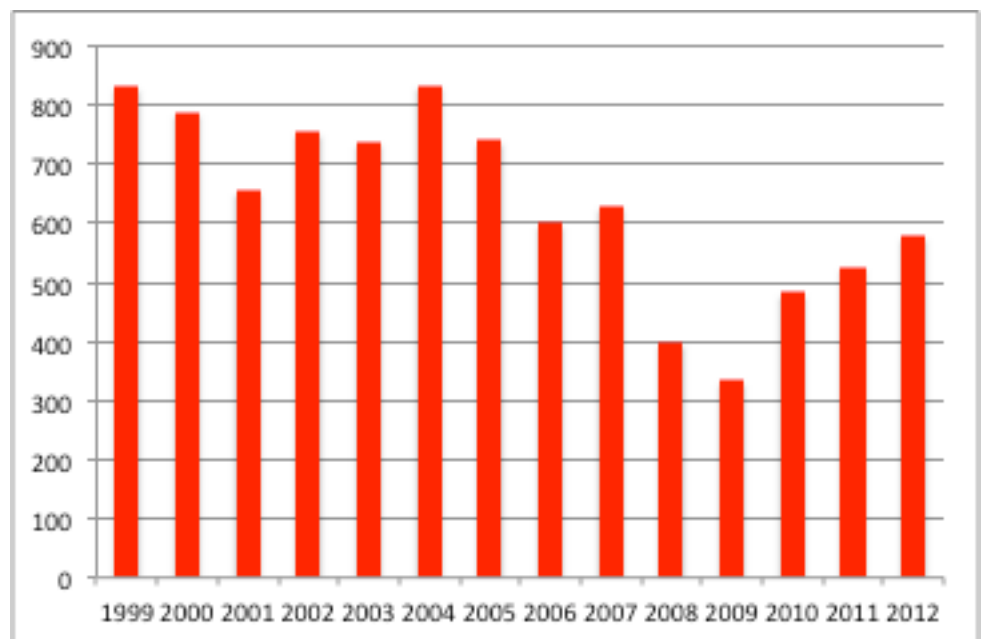
	<b>GREENWICH</b>	<b>COS COB</b>	<b>RIVERSIDE</b>	<b>OLD GREENWICH</b>	<b>TOTAL</b>
<b>2008</b>	206	49	79	64	<b>398</b>
<b>2009</b>	171	49	53	60	<b>333</b>
<b>2010</b>	248	55	88	91	<b>482</b>
<b>2011</b>	280	52	107	87	<b>526</b>
<b>2012</b>	291	78	122	87	<b>578</b>

Chart: 2008 – 2012 Single Family Homes Sold by Area



## 1999 – 2012 Single Family Homes Sold – All Areas

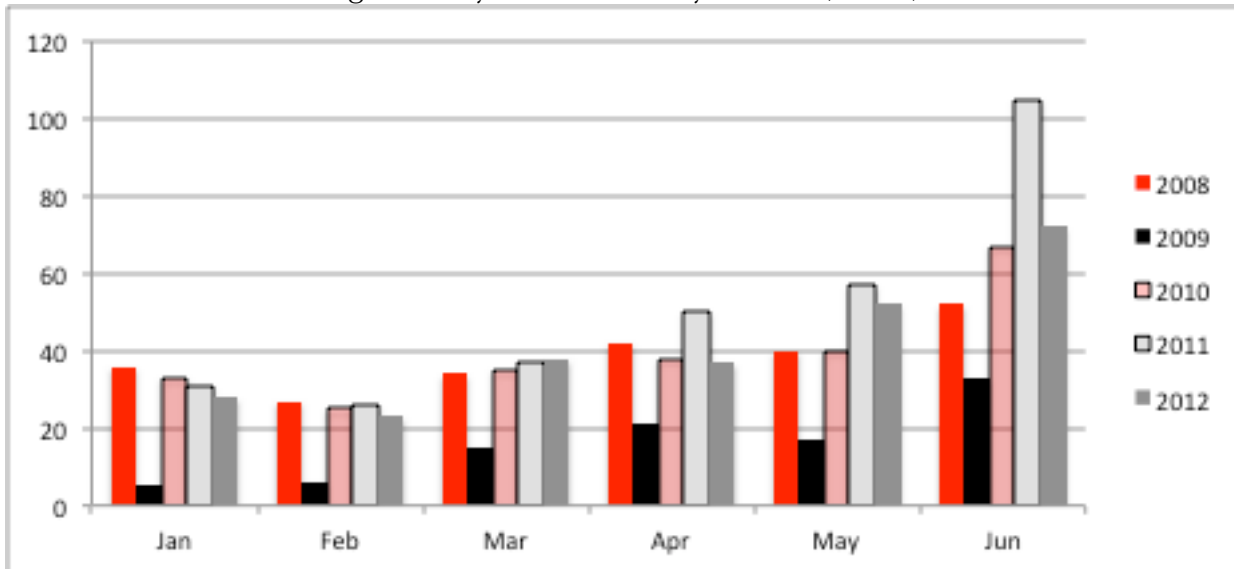
<b>GREENWICH - ALL AREAS</b>			
<b>1999</b>	831	<b>2006</b>	600
<b>2000</b>	788	<b>2007</b>	629
<b>2001</b>	655	<b>2008</b>	398
<b>2002</b>	754	<b>2009</b>	333
<b>2003</b>	737	<b>2010</b>	482
<b>2004</b>	834	<b>2011</b>	526
<b>2005</b>	740	<b>2012</b>	578



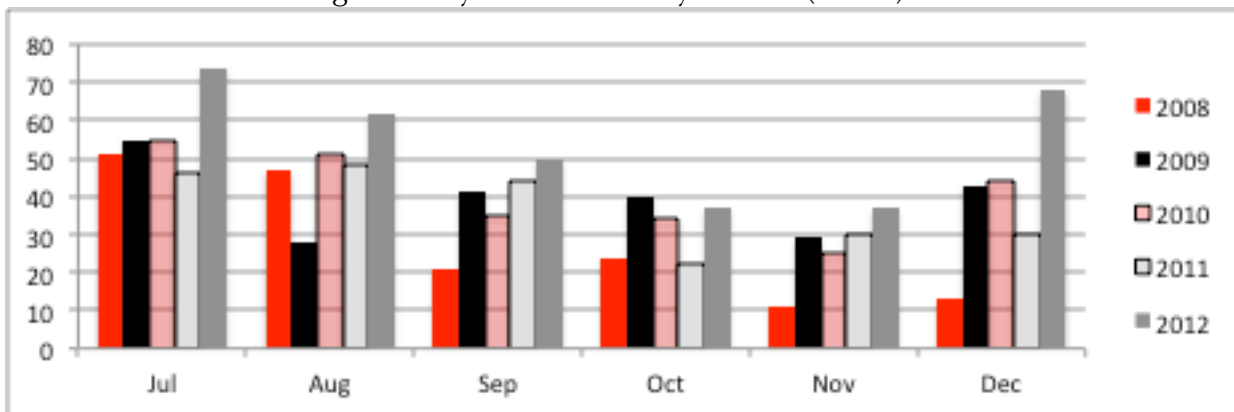
## 2008 – 2012 Family Homes Sold by Month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>2008</b>	36	27	34	42	40	52	51	47	21	24	11	13	<b>398</b>
<b>2009</b>	5	6	15	21	17	33	55	28	41	40	29	43	<b>333</b>
<b>2010</b>	33	25	35	38	40	67	55	51	35	34	25	44	<b>482</b>
<b>2011</b>	31	26	37	50	57	105	46	48	44	22	30	30	<b>526</b>
<b>2012</b>	28	23	38	37	52	72	74	62	50	37	37	68	<b>578</b>

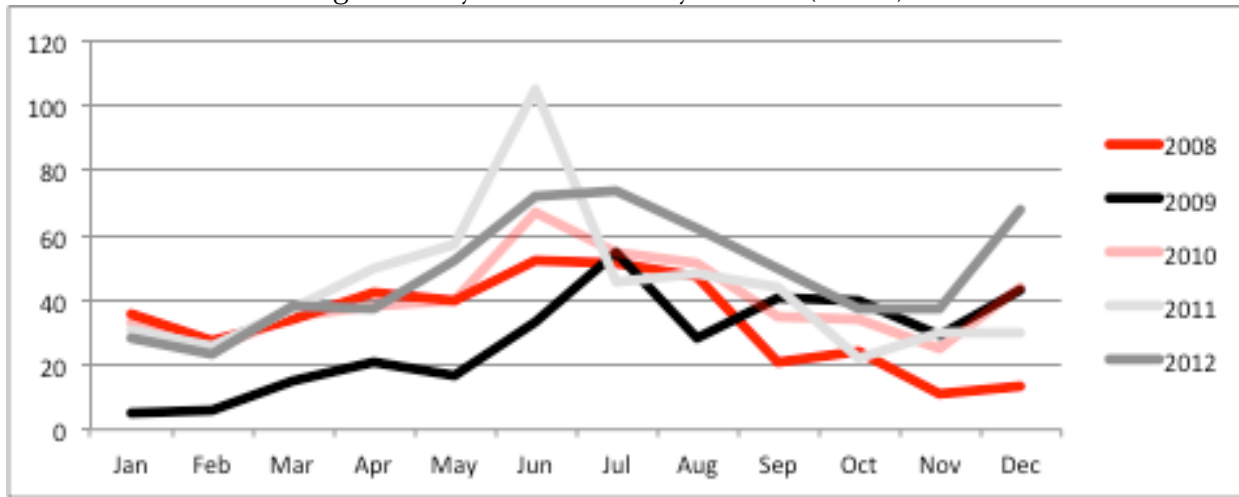
Charts: 2008 – 2012 Single Family Homes Sold by Month (1 of 3)



Charts: 2008 – 2012 Single Family Homes Sold by Month (2 of 3)



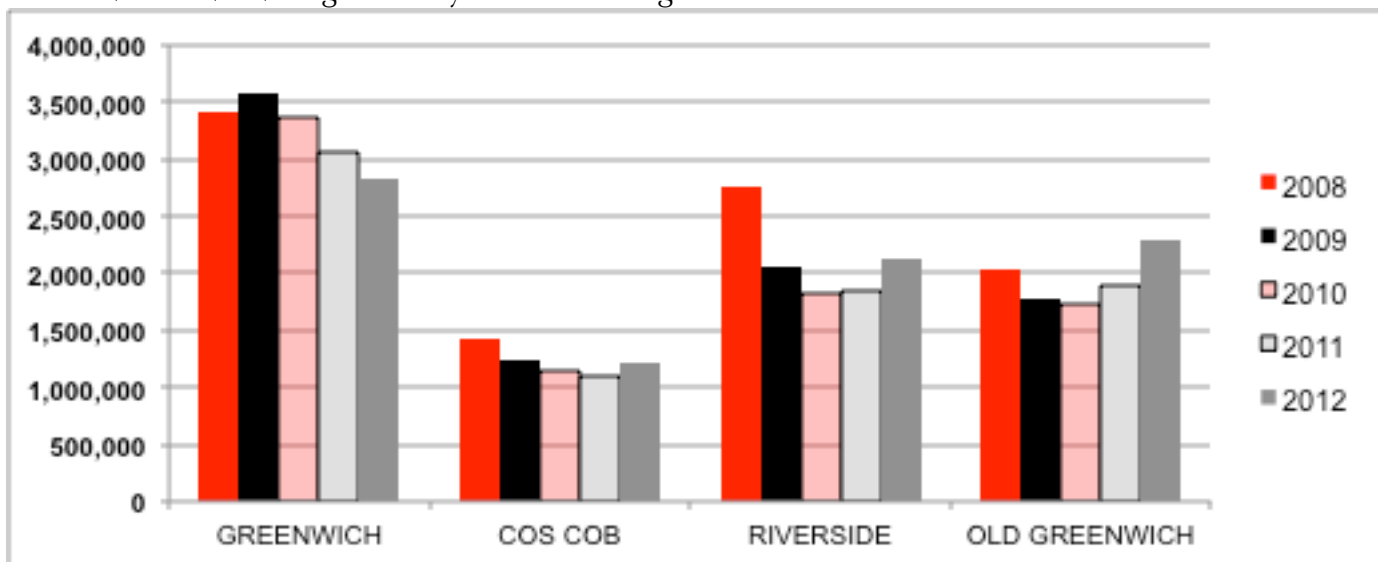
Charts: 2008 – 2012 Single Family Homes Sold by Month (3 of 3)



2008 – 2012 Single Family Homes Average Sales Price

	<b>GREENWICH</b>	<b>COS COB</b>	<b>RIVERSIDE</b>	<b>OLD GREENWICH</b>	<b>AVERAGE</b>
<b>2008</b>	\$3,423,813	\$1,429,370	\$2,750,007	\$2,041,163	<b>\$2,822,185</b>
<b>2009</b>	\$3,575,890	\$1,249,104	\$2,054,154	\$1,785,979	<b>\$2,668,805</b>
<b>2010</b>	\$3,358,195	\$1,140,153	\$1,827,964	\$1,732,860	<b>\$2,518,863</b>
<b>2011</b>	\$3,058,461	\$1,098,761	\$1,858,377	\$1,905,612	<b>\$2,429,922</b>
<b>2012</b>	\$2,833,234	\$1,224,822	\$2,135,382	\$2,294,359	<b>\$2,387,773</b>

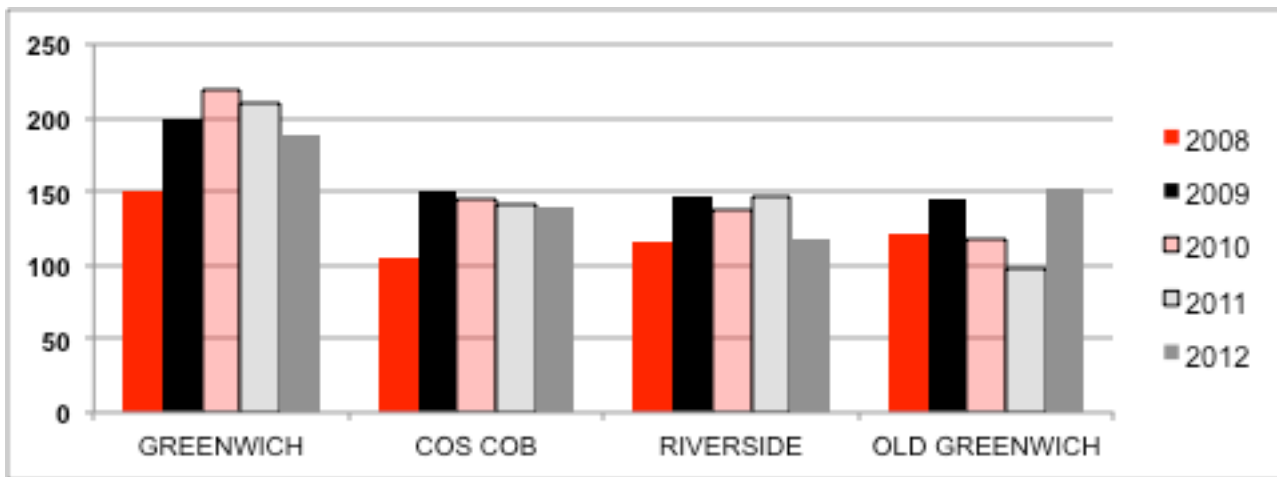
Chart: 2008 – 2012 Single Family Homes Average Sales Price



## 2008 – 2012 Single Family Homes Average Days on Market

	<u>GREENWICH</u>	<u>COS COB</u>	<u>RIVERSIDE</u>	<u>OLD GREENWICH</u>	<u>AVERAGE</u>
<b>2008</b>	151	105	116	121	<b>134</b>
<b>2009</b>	199	150	147	144	<b>174</b>
<b>2010</b>	220	144	138	117	<b>177</b>
<b>2011</b>	211	142	147	97	<b>172</b>
<b>2012</b>	188	139	118	152	<b>161</b>

Chart: 2008 – 2012 Single Family Homes Average Days on Market



## December 2012 Single Family Homes Sold: Greenwich

Address	Style	SqFt	YrBlt	YrRnv	Bds	FBths	HBths	Ac	List Price	Sale Price	DOM	CD
6 SHERMAN AV # A	CAPECOD	1874	1947	1988	3	2		0.16	450,000	455,008	60	12/12/12
20 NICHOLAS AV			1928	2012	2	1		0.13	560,000	542,500	94	12/27/12
89 PROSPECT ST	COLONIL	1935	1909	2009	4	2	1	0.08	799,000	690,000	129	12/13/12
12 FAIRVIEW TER	CAPECOD	2032	1952	2008	3	2		0.26	869,000	850,000	194	12/26/12
20 FLOWER LN	RANCH	1977	1955		3	2		1.98	1,099,000	900,000	109	12/28/12
95 CONNECTICUT AV	COLONIL	1808	1918		4	1	2	0.18	999,000	925,000	24	12/6/12
7 ZYGMONT LN	COLONIL	3270	1972	2010	5	3		0.46	1,075,000	999,750	203	12/6/12
274 NORTH ST	RANCH	3008	1970	1995	4	3	1	1.27	1,280,000	1,100,000	16	12/28/12
19 PINTAIL LN	RANCH	2013	1958	1995	3	2		0.472	1,199,000	1,175,000	181	12/3/12
14 BUCKINGHAM LN	RANCH	2967	1979	2009	4	4	2	1.02	1,195,000	1,196,000	155	12/20/12
30 RAPIDS LN	COLONIL	4367	1963		3	3	0	2.88	1,650,000	1,375,000	666	12/31/12
483 RIVERSVILLE RD	COLRANC	3866	1957		5	4	1	5.48	1,595,000	1,475,000	153	12/19/12
127 HAVEMEYER PL	COLONIL	4134	1911	2008	5	4	1	0.17	1,797,000	1,500,000	294	12/26/12
34 BOTE RD&LOT 10 TOMNEY RD	CAPECOD	1990	1943	2011	3	2	1	0.89	1,750,000	1,667,575	59	12/19/12
99 LONDONDERRY DR	CONTEMP	6616	1979	1996	5	5	1	2.04	1,995,000	1,700,000	255	12/14/12
7 OAKWOOD LN	COLRANC	2500	1953	1995	4	3	1	1.52	1,995,000	1,800,000	22	12/3/12
490 FIELD POINT RD	CAPECOD	3058	1946	1985	4	3	1	0.53	1,975,000	1,850,000	0	12/28/12
84 PECKSLAND RD	COLONIL	4003	1966	2007	5	4	1	2.49	2,195,000	2,025,000	12	12/18/12
11 WILL MERRY LN	COLONIL		1989		4	5	1	2.64	2,500,000	2,235,000	77	12/14/12
85 ZACCHEUS MEAD LN	COLONIL	4081	1961	1996	4	3	1	2.21	2,795,000	2,795,000	12	12/13/12
47 DOUBLING RD	POSTMOD	7823	1994		5	8	1	1.03	2,995,000	2,875,000	139	12/21/12
14 DWIGHT LN	ENGLMNR	6931	1990	2010	6	5	2	4	3,695,000	2,910,000	179	12/20/12
71 S BALDWIN FARMS SO	NORMNDY	6352	1969	1975	4	4	2	2.6	3,500,000	3,050,000	90	12/28/12
46 DEWART RD	BARN	4056	1968	1987	4	5	1	2.54	3,295,000	3,100,000	45	12/10/12
58 NORTH ST	SHLSTYL	7791	1886	2000	7	6	1	0.46	3,795,000	3,170,000	404	12/26/12
651 STEAMBOAT RD	VICTORN	4143	1905	1995	5	5		0.31	3,695,000	3,300,000	141	12/21/12
565 INDIAN FIELD RD	TUDOR	3811	1928	1998	4	4	1	0.89	3,995,000	3,375,000	49	12/5/12
2 PARSONAGE RD	COLONIL	6500	2003	2007	5	6	2	0.89	3,975,000	3,450,000	264	12/21/12
11 ROUND HILL CLUB RD	COLONIL	3326	1951	1989	4	4		3.04	4,500,000	3,850,000	198	12/11/12
7 WYNN LN	GEOGCOL	7490	1998		5	6	1	2	4,495,000	4,145,000	914	12/17/12
15 DELWOOD LN	COLONIL	8899	2006	2011	6	5	2	0.54	4,495,000	4,200,000	58	12/28/12
34 MEETING HOUSE RD	COLONIL		1999	2010	5	6	2	4.1	4,975,000	4,975,000	809	12/18/12
94 MEADOW WOOD DR	SHLSTYL	6226	2000		5	5	1	1.01	5,195,000	5,000,000	1417	12/28/12
2 CONYERS FARM DR			1905		5	4	2	10.3	5,895,000	5,350,000	240	12/19/12
46 VINEYARD LN	ENGLMNR	13380	1929	1989	7	6	2	6.33	7,850,000	6,500,000	518	12/27/12
79 BUSH AV	VICTORN	8501	1890	2006	8	5	2	1.19	7,950,000	6,900,000	157	12/31/12
505 INDIAN FIELD RD	CONTEMP	4462	1976	1990	3	2	2	3.7	8,750,000	7,250,000	30	12/18/12
15 KHAKUM WOOD RD	ENGLMNR		1931	2006	6	6	1	2.23	7,800,000	7,525,000	0	12/21/12
44 UPPER CROSS RD LOT- 44&35B	COLONIL	7000	1986		5	6	1	23	8,499,000	8,000,000	267	12/6/12
77 PECKSLAND RD	ENGLMNR	10663	1998	2012	5	6	2	6.25	9,900,000	9,500,000	182	12/17/12

## December 2012 Single Family Homes Sold: Cos Cob

Address	Style	SqFt	YrBlt	YrRnv	Bds	FBths	HBths	Ac	List Price	Sale Price	DOM	CD
3 LOUGHLIN AV	SHORCOL	1432	1915	1983	3	2		0.14	550,000	485,000	132	12/20/12
4 CEDAR LN	RANCH	1093	1949		2	1		0.36	1,000,000	725,000	10	12/21/12
23 POND PL	CAPECOD	2125	1959	2005	4	2		0.27	899,000	770,000	160	12/21/12
23 MIANUS VIEW TER	SPLIT	2718	1966	1998	4	3	1	0.306	979,000	940,000	103	12/17/12
146 VALLEY RD	EURSTYL	2281	1910	2003	3	2	1	0.65	1,260,000	1,217,500	53	12/14/12
15 HORSESHOE RD	COLONIL	3244	1996		3	3	1	1.15	1,375,000	1,300,000	100	12/14/12
51 OLD STONE BRIDGE RD	COLONIL	3540	1978	1999	4	3	1	1	1,595,000	1,325,000	418	12/21/12
15 BENENSON DR	COLONIL	3545	1966	2009	5	3		2.01	1,425,000	1,376,000	52	12/17/12
21 CAT ROCK RD	COLONIL	2932	1996		5	4	1	2	1,599,000	1,550,000	379	12/14/12
9 DAFFODIL LN	SEE/RMK	4439	1958	2001	6	4		1.02	1,800,000	1,750,000	48	12/14/12



## December 2012 Single Family Homes Sold: Riverside

Address	Style	SqFt	YrBlt	YrRnv	Bds	FBths	HBths	Ac	List Price	Sale Price	DOM	CD
29 WESTVIEW PL	RR	2248	1962		4	3		0.2	639,000	602,000	122	12/11/12
12 MARY LN	SPLIT	1700	1953	2008	3	2		0.17	795,000	755,000	26	12/17/12
67 LONG MEADOW RD	COLONIL	1700	1976	2009	3	2	1	0.29	1,100,000	950,000	162	12/20/12
81 LOCKWOOD RD	COLONIL		1926	2011	4	2		0.25	1,195,000	1,100,000	354	12/27/12
62 LOCKWOOD LN	COLONIL	2950	1970	2009	5	3	2	0.3	1,475,000	1,400,000	170	12/17/12
8 INDIAN POINT LN	COLONIL	4350	1949	1994	5	3	1	1.55	2,495,000	2,350,000	94	12/31/12
39 WILLOW RD	COLONIL	3801	1950	2001	5	3	1	0.491	2,695,000	2,477,300	129	12/21/12
1 HIGHGATE RD	COLONIL	4290	1960	2009	5	4	1	1	2,750,000	2,637,500	607	12/17/12
44 CARRIGLEA DR	CONTEMP	4653	1972		5	5	1	1.08	3,250,000	2,900,000	263	12/20/12
17 WELWYN RD	COLONIL	4731	2006		4	4	2	0.47	4,195,000	3,850,000	37	12/14/12
158 INDIAN HEAD RD	ENGLMNR	11678	1919	1997	7	7	2	1.54	12,500,000	11,991,000	53	12/13/12

## December 2012 Single Family Homes Sold: Old Greenwich

Address	Style	SqFt	YrBlt	YrRnv	Bds	FBths	HBths	Ac	List Price	Sale Price	DOM	CD
2 ARNOLD ST	CAPECOD	1215	1947	2012	3	1		0.17	749,000	677,500	133	12/7/12
22 WATCH TOWER LN	COLONIL	2442	1953	2005	4	2	1	0.48	1,495,000	1,435,000	230	12/7/12
19 BENJAMIN ST	SPLIT	3549	1964	1980	4	4		0.475	1,975,000	1,830,000	58	12/20/12
9 QUINTARD AV	TUDOR	2345	1923	1978	4	3	1	0.36	2,200,000	2,049,800	145	12/28/12
38 MEADOWBANK RD	VICTORN	4425	1927	1993	4	3	1	0.56	3,300,000	2,900,000	148	12/12/12
6 RAYMOND ST	SHORCOL	5467	2006		5	5	2	0.29	3,295,000	3,225,000	311	12/14/12
7 FORD LN	SHORCOL	5855	2002	2004	5	4	2	0.52	5,495,000	5,600,000	27	12/21/12

## December 2012 Condos and Co-Ops Sold: All of Greenwich

Address	Style	SqFt	YrBlt	YrRnv	Bds	FBths	HBths	Ac	List Price	Sale Price	DOM	CD
1465 E PUTNAM AV # 606	CONTEMP		1977	2007	1	1			289,500	280,000	146	12/31/12
1465 E PUTNAM AV # 418	CONTEMP	765	1977		1	1			279,000	295,000	22	12/26/12
1465 E PUTNAM AV # 610	CONTEMP	728	1977		1	1			339,000	310,000	71	12/27/12
117 PUTNAM PARK # 117	COLONIL		1950	2010	1	1			375,000	357,500	86	12/19/12
3 PUTNAM HILL # 3G	HIRISE		1956	2002	3	2			499,000	475,000	175	12/6/12
150 PROSPECT ST # 15	COLONIL	1224	1990	2012	2	2	1		525,000	488,000	56	12/4/12
51 FOREST AV # 123	COLONIL	1015	1992	2009	2	2			499,000	490,000	64	12/7/12
47 LAFAYETTE PL # 4-I	TUDOR	957	1925	2012	2	1			575,000	545,000	193	12/28/12
20 CHURCH ST # B10	GEOGCOL	1634	1945		3	2			619,900	570,000	227	12/6/12
18 STONE AVE # 2	TWNHSE		2012		3	3	1		594,000	579,000	284	12/6/12
60 VALLEY RD # A	TWNHSE	2282	2012		2	2	1	0.13	599,000	580,000	517	12/28/12
18 STONE AV # 3	TWNHSE		2012		3	3	1		594,000	582,800	317	12/5/12
59 STIRRUP LN # 59	TWNHSE	1712	1978	2005	3	2	1		699,000	650,000	120	12/13/12
197 SHEEPHILL RD # C	TWNHSE	2354	1988	2007	2	3	1		699,000	676,500	352	12/18/12
630 STEAMBOAT RD # 1C	HIRISE		1962		2	2	1		895,500	885,000	68	12/4/12
508 W LYON FARM DR # 508	CONTEMP	3389	1977		3	3			1,295,000	1,100,000	171	12/28/12
6 E LYON FARM DR	CONTEMP	2497	1974		3	3			1,295,000	1,137,500	194	12/11/12
230 W LYON FARM DR # 230	CONTEMP	3125	1976		3	3	1		1,315,000	1,195,000	161	12/28/12
40 W ELM ST # 4E	GEOGCOL	1380	1939	2009	1	1	1		1,700,000	1,700,000	0	12/17/12
40 W ELM ST # 4D	GEOGCOL	1510	1939	2010	2	2			1,700,000	1,700,000	0	12/17/12
97 VALLEY RD # NO	SHORCOL		1899	2011	3	2	1		2,195,000	1,806,000	341	12/7/12

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