



HIGGINS GROUP

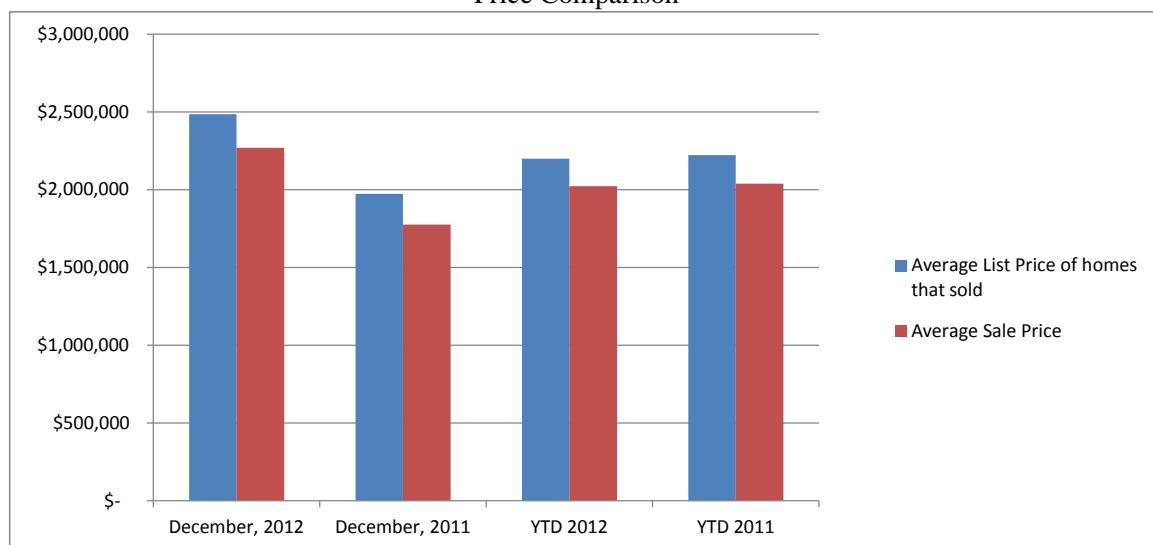
Marketing Connecticut Real Estate at the Highest Level

Greenwich, CT Home Sales Report,

December, 2012

Total Sales Comparison across all residential property types*	December, 2012	December, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price of homes that sold	\$ 2,484,311	\$ 1,971,762	\$ 2,198,333	\$ 2,222,197	26.0%	-1.1%
Average Sale Price	\$ 2,269,070	\$ 1,774,381	\$ 2,022,126	\$ 2,038,887	27.9%	-0.8%
Sales/List Ratio	91.3%	90.0%	92.0%	91.8%	1.5%	0.3%
Average Days on Market	189	231	172	183	-18.2%	-6.0%
Number Sold	93	42	756	702	121.4%	7.7%

December - Sold Residential Real Estate Price Comparison



We are in a very opportunistic time in the real estate market. There are great opportunities for Buyers, Sellers and Investors. Call us at the Higgins Group Greenwich office for professional advice on any of your real estate needs.

Higgins Group Greenwich - (203) 629-2900 - HigginsGroup.com

Source: Greenwich Consolidated Multiple Listing Service

* Includes Single Family, Multi-Family, Land, Condo & Co-Op. Does not include Commercial or Rental properties.



Greenwich, CT Home Sales Report
December, 2012

Single Family Homes	December, 2012	December, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 3,013,750	\$ 1,185,400	\$ 2,400,465	\$ 2,487,242	154.2%	-3.5%
Average Sale Price	\$ 2,800,000	\$ 1,124,600	\$ 2,240,618	\$ 2,273,103	149.0%	-1.4%
Sales/List Ratio	92.9%	94.9%	93.3%	91.4%	-2.1%	2.1%
Average Days on Market	7	114	83	145	-93.9%	-42.8%
Number Sold	4	10	367	483	-60.0%	-24.0%

Condominiums / Co-Ops	December, 2012	December, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 1,700,000	\$ 684,500	\$ 835,060	\$ 797,460	148.4%	4.7%
Average Sale Price	\$ 1,700,000	\$ 633,750	\$ 795,904	\$ 739,899	168.2%	7.6%
Sales/List Ratio	100.0%	92.6%	95.3%	92.8%	8.0%	2.7%
Average Days on Market	-	129	109	187	-100.0%	-41.7%
Number Sold	2	2	81	124	0.0%	-34.7%

Multi-Family	December, 2012	December, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 832,000	\$ 524,500	\$ 671,765	\$ 657,120	58.6%	2.2%
Average Sale Price	\$ 782,125	\$ 512,500	\$ 638,388	\$ 589,440	52.6%	8.3%
Sales/List Ratio	94.0%	97.7%	95.0%	89.7%	-3.8%	5.9%
Average Days on Market	163	34	165	211	379.4%	-21.8%
Number Sold	2	2	20	25	0.0%	-20.0%

Snapshot of Marketplace - January 1, 2013	Single Family Homes	Condominiums / Co-Ops	Multi-Family	Total Sales Comparison across all residential property types*
Total Active Residential Listings	399	110	31	714
Average List Price currently on market	\$ 4,615,321	\$ 1,440,214	\$ 1,301,203	\$ 3,580,178
Average DOM	243	235	274	239
Number of Pending sales	71	27	8	192
Number of Sales YTD	367	81	20	756
Average Closed Price YTD	\$ 2,240,618	\$ 795,904	\$ 638,388	\$ 2,022,126
Months of Inventory	13.0	16.3	18.6	11.3

Source: Greenwich Consolidated Multiple Listing Service

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