



HIGGINS GROUP

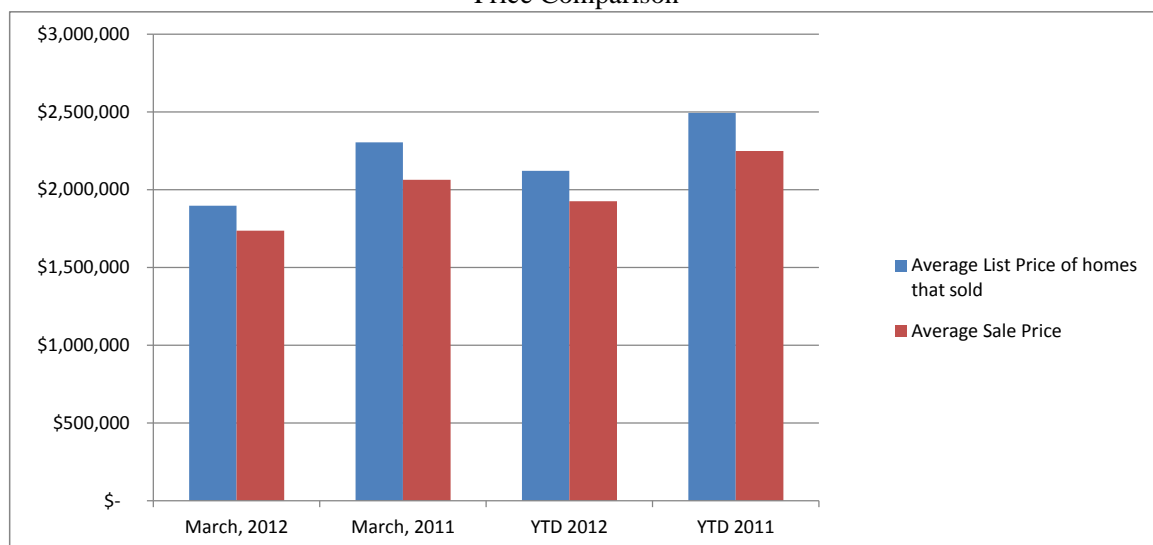
Marketing Connecticut Real Estate at the Highest Level

Greenwich, CT Home Sales Report,

March, 2012

Total Sales Comparison across all residential property types*	March, 2012	March, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price of homes that sold	\$ 1,895,622	\$ 2,302,625	\$ 2,120,450	\$ 2,492,365	-17.7%	-14.9%
Average Sale Price	\$ 1,736,344	\$ 2,062,374	\$ 1,925,130	\$ 2,248,785	-15.8%	-14.4%
Sales/List Ratio	91.6%	89.6%	90.8%	90.2%	2.3%	0.6%
Average Days on Market	207	228	163	198	-9.2%	-17.7%
Number Sold	45	52	113	125	-13.5%	-9.6%

March - Sold Residential Real Estate Price Comparison



Greenwich Residential Real Estate Market in March has been very challenged from both number of sales and average price.; down -13% and -15% respectively. Year to Date has been down in Greenwich Market too, there are 113 sales to date, vs 125 this time last year.

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
March, 2012

Single Family Homes	March, 2012	March, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 2,003,447	\$ 2,897,649	\$ 2,481,437	\$ 3,024,293	-30.9%	-17.9%
Average Sale Price	\$ 1,829,841	\$ 2,587,755	\$ 2,245,474	\$ 2,727,345	-29.3%	-17.7%
Sales/List Ratio	91.3%	89.3%	90.5%	90.2%	2.3%	0.3%
Average Days on Market	179	236	152	195	-24.2%	-22.1%
Number Sold	38	37	89	94	2.7%	-5.3%

Condominiums / Co-Ops	March, 2012	March, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ 1,310,286	\$ 832,389	\$ 808,591	\$ 880,059	57.4%	-8.1%
Average Sale Price	\$ 1,228,786	\$ 782,278	\$ 762,386	\$ 809,590	57.1%	-5.8%
Sales/List Ratio	93.8%	94.0%	94.3%	92.0%	-0.2%	2.5%
Average Days on Market	247	264	216	198	-6.4%	9.1%
Number Sold	7	9	22	20	-22.2%	10.0%

Multi-Family	March, 2012	March, 2011	YTD 2012	YTD 2011	% Change Month	% Change YTD
Average List Price	\$ -	\$ 724,667	\$ 675,000	\$ 671,600	-100.0%	0.5%
Average Sale Price	\$ -	\$ 664,667	\$ 680,000	\$ 609,800	-100.0%	11.5%
Sales/List Ratio	0.0%	91.7%	100.7%	90.8%	-100.0%	11.0%
Average Days on Market	-	167	39	202	-100.0%	-80.7%
Number Sold	-	3	1	5	-100.0%	-80.0%

Snapshot of Marketplace - April 1, 2012	Single Family Homes	Condominiums / Co-Ops	Multi-Family	Total Sales Comparison across all residential property types*
Total Active Residential Listings	567	170	26	839
Average List Price currently on market	\$ 4,113,006	\$ 1,172,826	\$ 1,163,073	\$ 3,334,543
Average DOM	192	185	300	201
Number of Pending sales	122	23	7	163
Number of Sales YTD	89	22	1	113
Average Closed Price YTD	\$ 1,829,841	\$ 762,386	\$ 609,800	\$ 1,925,130
Months of Inventory	19.1	23.2	78.0	22.3

Source: Greenwich Consolidated Multiple Listing Service

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