

ELLI MAN REPORT

4Q 2015

GREENWICH, CT SALES

Quarterly Survey of Greenwich,
Connecticut Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

12.5%

SALES

Closed Sales

18.2%

INVENTORY

Total Inventory

11.8%

MARKETING TIME

Days on Market

10 days

CONDO & TOWNHOUSE

PRICES

Median Sales Price

8.2%

SALES

Closed Sales

13.3%

INVENTORY

Total Inventory

28.5%

MARKETING TIME

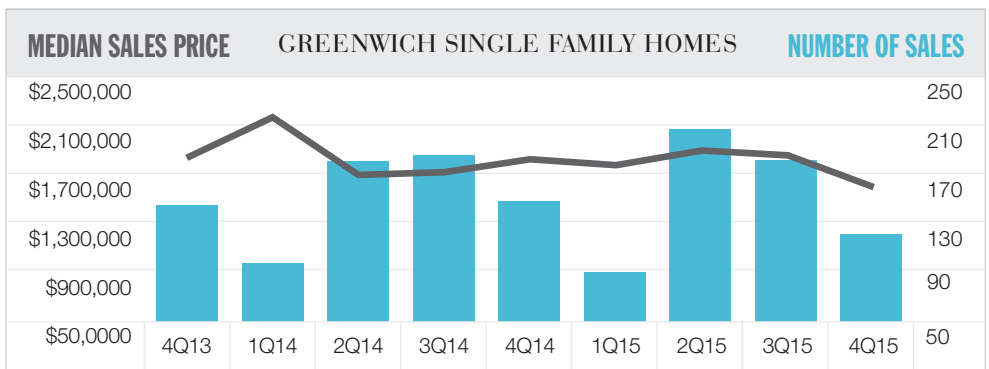
Days on Market

45 days

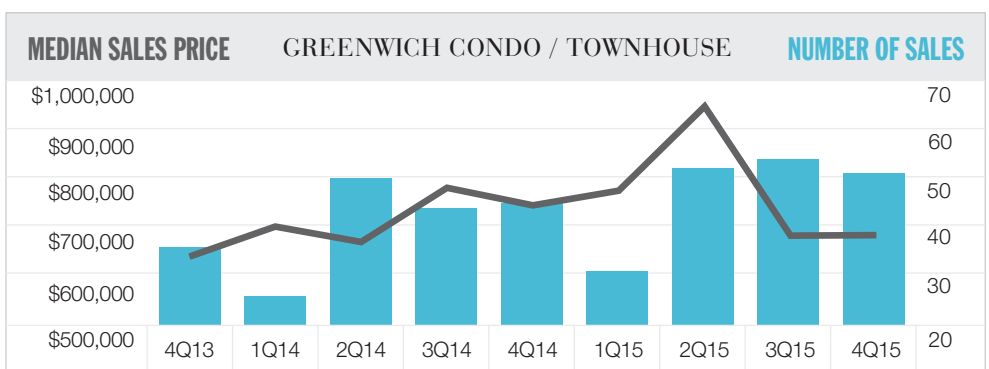
- Single family price trend indicators moved lower with weakened high end
- Single family sales fell faster than inventory
- Condo price trend indicators continued to show mixed results
- Condo sales rose as listing inventory fell sharply

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Greenwich Market Matrix (Single Family)	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$2,118,958	-15.9%	\$2,519,440	-13.2%	\$2,441,596
Average Price Per Sq Ft	\$569	-5.7%	\$603	-8.9%	\$624
Median Sales Price	\$1,600,000	-14.0%	\$1,860,500	-12.5%	\$1,828,100
Number of Sales (Closed)	121	-33.5%	182	-18.2%	148
Days on Market (From Last List Date)	162	8.2%	150	-5.7%	172
Listing Discount (From Last List Price)	5.8%		5.2%		6.4%
Listing Inventory (Active)	448	-28.3%	625	-11.8%	508
Absorption Period (Months)	11.1	7.8%	10.3	7.9%	10.3



Greenwich Market Matrix (Condos/TH)	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$921,034	-0.8%	\$928,352	4.5%	\$881,183
Average Price Per Sq Ft	\$505	2.0%	\$495	17.7%	\$429
Median Sales Price	\$684,000	0.1%	\$683,000	-8.2%	\$745,000
Number of Sales (Closed)	51	-5.6%	54	13.3%	45
Days on Market (From Last List Date)	115	-14.9%	135	-28.2%	160
Listing Discount (From Last List Price)	3.3%		4.3%		5.1%
Listing Inventory (Active)	88	-2.2%	90	-28.5%	123
Absorption Period (Months)	5.2	3.5%	5.0	-36.9%	8.2



LUXURY

- Price trend indicators continued to fall
- Days on market and listing inventory increased

Greenwich Luxury Market Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$5,147,750	-22.3%	\$6,628,390	-22.9%	\$6,673,288
Average Price Per Sq Ft	\$670	-8.4%	\$732	-18.4%	\$821
Median Sales Price	\$4,450,000	-23.9%	\$5,845,000	-25.8%	\$5,996,500
Number of Sales (Closed)	18	-28.0%	25	-10.0%	20
Days on Market (From Last List Date)	281	2.8%	273	13.6%	247
Listing Discount (From Last List Price)	5.5%		5.8%		7.6%
Listing Inventory (Active)	213	8.7%	196	51.1%	141
Absorption Period (Months)	35.5	50.9%	23.5	67.8%	21.2
Entry Threshold	\$3,675,000	-16.5%	\$4,400,000	-24.2%	\$4,850,000

BY LOCATION

COS COB

- Single family price trend indicators showed mixed results
- Single family sales continued to decline
- Condo price trend indicators were inconsistent

Cos Cob Single Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$1,386,111	-3.4%	\$1,434,584	18.5%	\$1,170,047
Average Price per Sq Ft	\$467	0.7%	\$464	-4.8%	\$491
Median Sales Price	\$875,000	-23.9%	\$1,150,000	-21.2%	\$1,110,000
Number of Sales (Closed)	9	-47.1%	17	-43.8%	16
Cos Cob Condo Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$772,875	-6.4%	\$825,311	0.0%	\$772,714
Average Price per Sq Ft	\$445	9.0%	\$408	8.2%	\$411
Median Sales Price	\$580,000	-12.1%	\$659,900	-21.1%	\$735,000
Number of Sales (Closed)	6	-33.3%	9	-14.3%	7

GREENWICH

- Single family price trend indicators declined
- Single family sales fell as condo sales increased
- Condo price trend indicators were mixed

Greenwich Single Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$2,323,878	-25.4%	\$3,113,711	-13.8%	\$2,696,141
Average Price per Sq Ft	\$552	-9.1%	\$608	-6.1%	\$588
Median Sales Price	\$1,600,000	-30.3%	\$2,295,000	-15.0%	\$1,883,100
Number of Sales (Closed)	69	-29.6%	98	-23.3%	90
Greenwich Condo Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$988,179	-6.4%	\$1,056,006	0.6%	\$982,492
Average Price per Sq Ft	\$518	-1.7%	\$527	22.8%	\$422
Median Sales Price	\$760,000	-10.1%	\$845,000	-10.6%	\$850,000
Number of Sales (Closed)	39	11.4%	35	18.2%	33

OLD GREENWICH

- Single family price indicators skewed lower by smaller sales
- Single family sales slipped as condo sales stabilized
- Condo price trend indicators jumped

Old Greenwich Single Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$1,837,635	-15.0%	\$2,161,967	-34.0%	\$2,784,925
Average Price per Sq Ft	\$610	-10.9%	\$685	-29.8%	\$869
Median Sales Price	\$1,600,000	-10.4%	\$1,785,000	-41.6%	\$2,738,750
Number of Sales (Closed)	23	-23.3%	30	-4.2%	24
Old Greenwich Condo Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$576,625	1.9%	\$565,889	39.5%	\$413,250
Average Price per Sq Ft	\$512	15.2%	\$444	13.7%	\$450
Median Sales Price	\$583,250	22.8%	\$475,000	65.9%	\$351,500
Number of Sales (Closed)	4	-55.6%	9	0.0%	4

RIVERSIDE

- Single family median sales price jumped as sales increased

Riverside Single Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$2,065,288	19.1%	\$1,733,715	12.2%	\$1,841,361
Average Price per Sq Ft	\$635	8.4%	\$586	-1.1%	\$642
Median Sales Price	\$1,941,000	21.3%	\$1,600,000	36.4%	\$1,422,500
Number of Sales (Closed)	20	-45.9%	37	11.1%	18

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