

# ELLI MAN

## REPORT

# 1Q 2015

## GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

## DASHBOARD

year-over-year

### CONDO & TOWNHOUSE

#### PRICES

Median Sales Price

10.5%

#### SALES

Closed Sales

19.2%

#### INVENTORY

Total Inventory

15.7%

#### MARKETING TIME

Days on Market

51 days

### SINGLE FAMILY

#### PRICES

Median Sales Price

18.1%

#### SALES

Closed Sales

8.2%

#### INVENTORY

Total Inventory

24.1%

#### MARKETING TIME

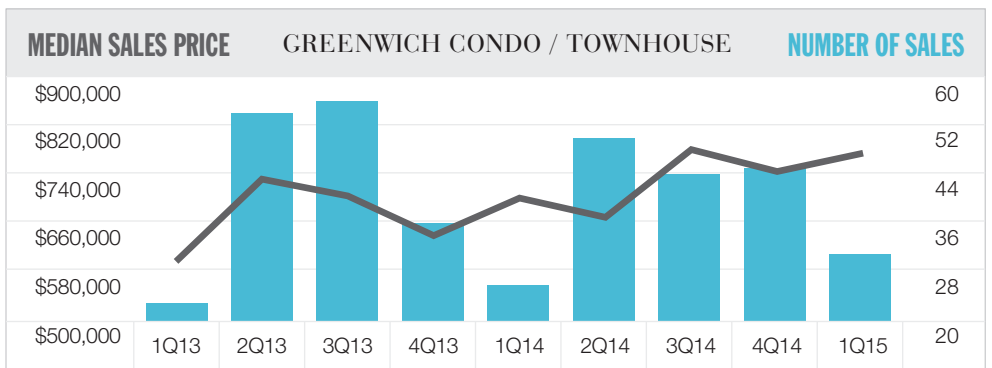
Days on Market

3 days

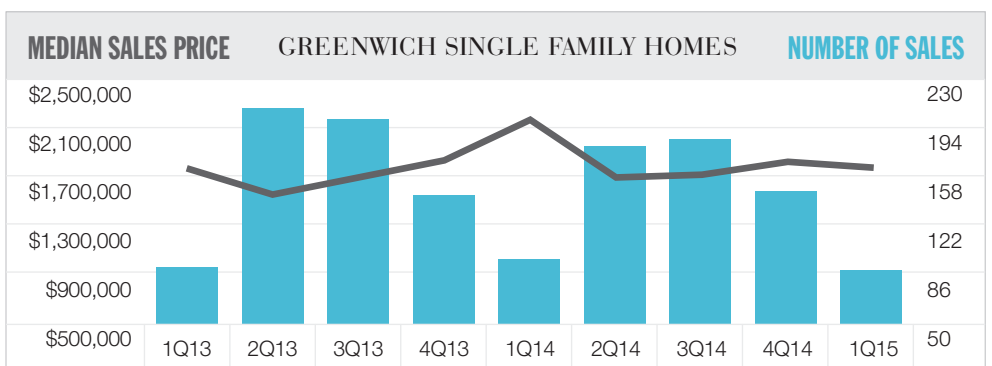
- Condo prices indicators and sales increased as inventory declined
- Single Family inventory expanded and sales slipped, while price indicators were mixed

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 (Condos/TH)	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$1,025,548	16.4%	\$881,183	17.4%	\$873,500
Average Price Per Sq Ft	\$547	27.5%	\$429	21.3%	\$451
Median Sales Price	\$775,000	4.0%	\$745,000	10.5%	\$701,500
Number of Sales (Closed)	31	-31.1%	45	19.2%	26
Days on Market (From Last List Date)	136	-15.0%	160	-27.3%	187
Listing Discount (From Last List Price)	4.1%		5.1%		5.7%
Listing Inventory (Active)	102	-17.1%	123	-15.7%	121
Absorption Period (Months)	9.9	20.7%	8.2	-29.3%	14.0



Greenwich Market Matrix (Single Family)	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$2,658,918	8.9%	\$2,441,596	0.5%	\$2,645,017
Average Price Per Sq Ft	\$670	7.4%	\$624	14.7%	\$584
Median Sales Price	\$1,780,000	-2.6%	\$1,828,100	-18.1%	\$2,172,058
Number of Sales (Closed)	90	-39.2%	148	-8.2%	98
Days on Market (From Last List Date)	179	4.1%	172	1.7%	176
Listing Discount (From Last List Price)	7.3%		6.4%		7.0%
Listing Inventory (Active)	495	-2.6%	508	24.1%	399
Absorption Period (Months)	16.5	60.2%	10.3	35.2%	12.2



## LUXURY

- All price indicators moved higher
- Negotiability tightened as marketing time fell

Greenwich Luxury Market Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$8,534,615	26.1%	\$6,769,250	21.9%	\$7,003,650
Average Price Per Sq Ft	\$1,077	32.5%	\$813	35.6%	\$794
Median Sales Price	\$5,675,000	-5.4%	\$6,000,000	0.9%	\$5,624,400
Number of Sales (Closed)	13	-31.6%	19	8.3%	12
Days on Market (From Last List Date)	191	-26.5%	260	-51.4%	393
Listing Discount (From Last List Price)	7.1%		7.9%		9.3%
Listing Inventory (Active)	252	78.7%	141	119.1%	115
Absorption Period (Months)	58.2	161.0%	22.3	102.1%	28.8
Entry Threshold	\$3,400,000	-32.0%	\$5,000,000	-28.0%	\$4,725,000

## BY LOCATION

## COS COB

- Condo price indicators skewed higher by outlier
- Single family price indicators increased
- Single family sales returned to longer term normal levels

Cos Cob Condo Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$1,472,000	105.3%	\$716,900	100.0%	\$736,000
Average Price per Sq Ft	\$548	32.0%	\$415	28.3%	\$427
Median Sales Price	\$1,472,000	194.4%	\$500,000	109.7%	\$702,000
Number of Sales (Closed)	2	-60.0%	5	-50.0%	4
Cos Cob Single Family Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$1,489,656	27.3%	\$1,170,047	2.2%	\$1,458,125
Average Price per Sq Ft	\$499	1.6%	\$491	18.0%	\$423
Median Sales Price	\$1,307,500	17.8%	\$1,110,000	6.7%	\$1,225,000
Number of Sales (Closed)	16	0.0%	16	100.0%	8

## GREENWICH

- Condo price indicators increased
- Condo sales jumped as single family sales declined
- Single family price indicators were mixed as average sized sale skewed smaller.

Greenwich Condo Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$1,072,604	9.2%	\$982,492	4.6%	\$1,025,714
Average Price per Sq Ft	\$519	23.0%	\$422	5.7%	\$491
Median Sales Price	\$795,750	-6.4%	\$850,000	9.8%	\$725,000
Number of Sales (Closed)	24	-27.3%	33	71.4%	14
Greenwich Single Family Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$2,966,500	10.0%	\$2,696,141	-0.5%	\$2,982,676
Average Price per Sq Ft	\$653	11.1%	\$588	13.0%	\$578
Median Sales Price	\$1,880,000	-0.2%	\$1,883,100	-17.2%	\$2,271,763
Number of Sales (Closed)	52	-42.2%	90	-10.3%	58

## OLD GREENWICH

- Condo price indicators declined
- Single family price indicators were mixed
- Condo and single family sales fell across the market.

Old Greenwich Condo Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$621,100	50.3%	\$413,250	-8.5%	\$678,833
Average Price per Sq Ft	\$425	-5.6%	\$450	-3.6%	\$441
Median Sales Price	\$625,000	77.8%	\$351,500	-2.6%	\$641,500
Number of Sales (Closed)	5	25.0%	4	-16.7%	6
Old Greenwich Single Family Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$1,526,124	-45.2%	\$2,784,925	-19.3%	\$1,890,769
Average Price per Sq Ft	\$567	-34.8%	\$869	-8.8%	\$622
Median Sales Price	\$1,295,000	-52.7%	\$2,738,750	5.7%	\$1,225,000
Number of Sales (Closed)	9	-62.5%	24	-30.8%	13

## RIVERSIDE

- Single family price indicators were mixed as average was skewed by a single sale outlier

Riverside Single Family Matrix	1Q-2015	%Chg (QTR)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$3,651,923	98.3%	\$1,841,361	38.9%	\$2,630,079
Average Price per Sq Ft	\$960	49.5%	\$642	43.5%	\$669
Median Sales Price	\$2,080,000	46.2%	\$1,422,500	-9.6%	\$2,300,000
Number of Sales (Closed)	13	-27.8%	18	-31.6%	19

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