

ELLI MAN

REPORT

3Q 2015

GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY PRICES

Median Sales Price

8%

SALES

Closed Sales

2.2%

INVENTORY

Total Inventory

7%

MARKETING TIME

Days on Market

11 days

CONDO & TOWNHOUSE

PRICES

Median Sales Price

12.5%

SALES

Closed Sales

22.7%

INVENTORY

Total Inventory

29.1%

MARKETING TIME

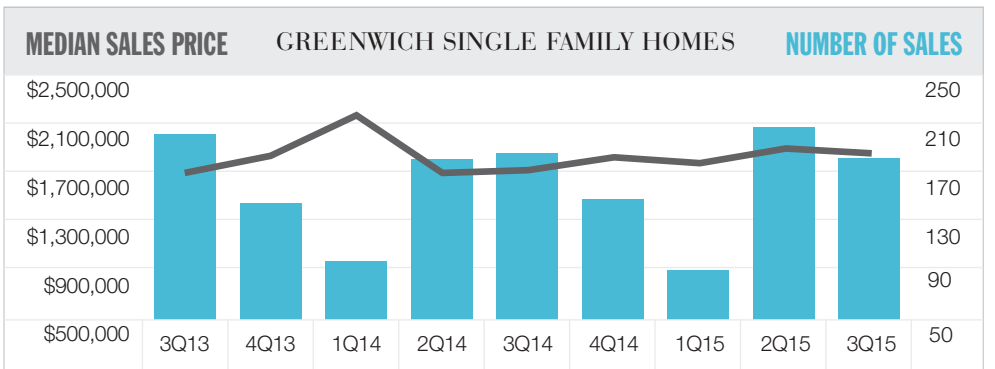
Days on Market

4 days

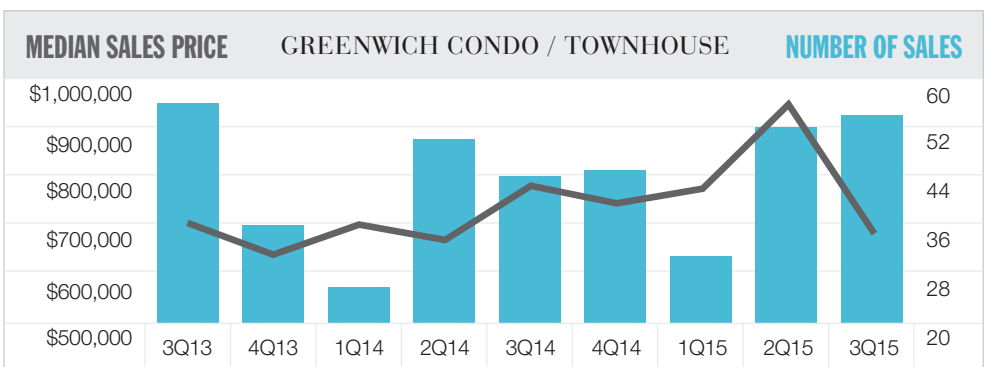
- Single family median sales price continued to trend higher
- Single family sales slipped as listing inventory expanded
- Condo price trend indicators were mixed
- Condo sales jumped as listing inventory fell

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)	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$2,519,440	4.4%	\$2,414,220	5.1%	\$2,398,150
Average Price Per Sq Ft	\$603	-3.2%	\$623	-2.3%	\$617
Median Sales Price	\$1,860,500	-2.1%	\$1,900,000	8.0%	\$1,722,500
Number of Sales (Closed)	182	-12.1%	207	-2.2%	186
Days on Market (From Last List Date)	150	3.4%	145	7.9%	139
Listing Discount (From Last List Price)	5.2%		4.8%		5.5%
Listing Inventory (Active)	625	6.3%	588	7.0%	584
Absorption Period (Months)	10.3	21.2%	8.5	9.6%	9.4



Greenwich Market Matrix (Condos/TH)	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$928,352	-26.1%	\$1,257,033	-8.2%	\$1,011,241
Average Price Per Sq Ft	\$495	-9.0%	\$544	2.5%	\$483
Median Sales Price	\$683,000	-27.9%	\$947,500	-12.5%	\$780,896
Number of Sales (Closed)	54	3.8%	52	22.7%	44
Days on Market (From Last List Date)	135	-19.2%	167	3.1%	131
Listing Discount (From Last List Price)	4.3%		3.6%		4.1%
Listing Inventory (Active)	90	-3.2%	93	-29.1%	127
Absorption Period (Months)	5.0	-7.4%	5.4	-42.5%	8.7



LUXURY

- Price trend indicators declined
- Listing inventory and marketing time expanded

Greenwich Luxury Market Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$6,628,390	18.6%	\$5,589,338	-5.5%	\$7,011,640
Average Price Per Sq Ft	\$732	-0.9%	\$739	-15.4%	\$865
Median Sales Price	\$5,845,000	9.8%	\$5,325,000	-5.7%	\$6,200,000
Number of Sales (Closed)	25	-7.4%	27	0.0%	25
Days on Market (From Last List Date)	273	22.4%	223	9.6%	249
Listing Discount (From Last List Price)	5.8%		6.6%		6.7%
Listing Inventory (Active)	196	-4.4%	205	42.0%	138
Absorption Period (Months)	23.5	3.1%	22.8	41.6%	16.6
Entry Threshold	\$4,400,000	3.5%	\$4,250,000	3.5%	\$4,250,000

BY LOCATION

COS COB

- Single family median sales price slipped
- Single family sales fell below year ago levels
- Condo median sales price jumped

Cos Cob Single Family Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$1,434,584	17.1%	\$1,225,500	9.2%	\$1,313,841
Average Price per Sq Ft	\$464	-8.5%	\$507	8.7%	\$427
Median Sales Price	\$1,150,000	-4.2%	\$1,200,000	-2.4%	\$1,178,000
Number of Sales (Closed)	17	-29.2%	24	-41.4%	29
Cos Cob Condo Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$825,311	36.0%	\$606,780	15.3%	\$715,833
Average Price per Sq Ft	\$408	7.9%	\$378	-1.4%	\$414
Median Sales Price	\$659,900	1.5%	\$649,900	19.4%	\$552,500
Number of Sales (Closed)	9	80.0%	5	50.0%	6

GREENWICH

- Single family price trend indicators jumped
- Single family sales edged higher
- Condo median sales price edged lower

Greenwich Single Family Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$3,113,711	10.5%	\$2,817,547	16.6%	\$2,670,948
Average Price per Sq Ft	\$608	-0.8%	\$613	2.2%	\$595
Median Sales Price	\$2,295,000	-4.4%	\$2,400,000	24.9%	\$1,837,500
Number of Sales (Closed)	98	-1.0%	99	6.5%	92
Greenwich Condo Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$1,056,006	-27.9%	\$1,464,170	-7.8%	\$1,145,624
Average Price per Sq Ft	\$527	-9.0%	\$579	6.3%	\$496
Median Sales Price	\$845,000	-31.8%	\$1,239,500	-2.0%	\$862,500
Number of Sales (Closed)	35	-12.5%	40	6.1%	33

OLD GREENWICH

- Single family price trend indicators reset by smaller sales
- Single family sales slipped
- Condo price trend indicators surged

Old Greenwich Single Family Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$2,161,967	2.1%	\$2,116,589	-34.9%	\$3,320,126
Average Price per Sq Ft	\$685	-1.6%	\$696	-24.1%	\$903
Median Sales Price	\$1,785,000	-4.3%	\$1,865,000	-26.4%	\$2,425,000
Number of Sales (Closed)	30	-26.8%	41	-6.3%	32
Old Greenwich Condo Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$565,889	9.0%	\$519,333	76.8%	\$320,000
Average Price per Sq Ft	\$444	12.7%	\$394	3.5%	\$429
Median Sales Price	\$475,000	13.2%	\$419,500	49.6%	\$317,500
Number of Sales (Closed)	9	50.0%	6	125.0%	4

RIVERSIDE

- Single family jump in sales as median sales price slipped

Riverside Single Family Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$1,733,715	-28.7%	\$2,432,890	2.2%	\$1,696,464
Average Price per Sq Ft	\$586	-8.3%	\$639	3.2%	\$568
Median Sales Price	\$1,600,000	-27.3%	\$2,200,000	-3.6%	\$1,660,000
Number of Sales (Closed)	37	-14.0%	43	12.1%	33

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