

ELLI MAN

REPORT

1Q 2017

GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

12.0%

SALES

Closed Sales

28.6%

INVENTORY

Total Inventory

8.5%

MARKETING TIME

Days on Market

36 days

CONDO & TOWNHOUSE

PRICES

Median Sales Price

2.3%

SALES

Closed Sales

14.7%

INVENTORY

Total Inventory

18.3%

MARKETING TIME

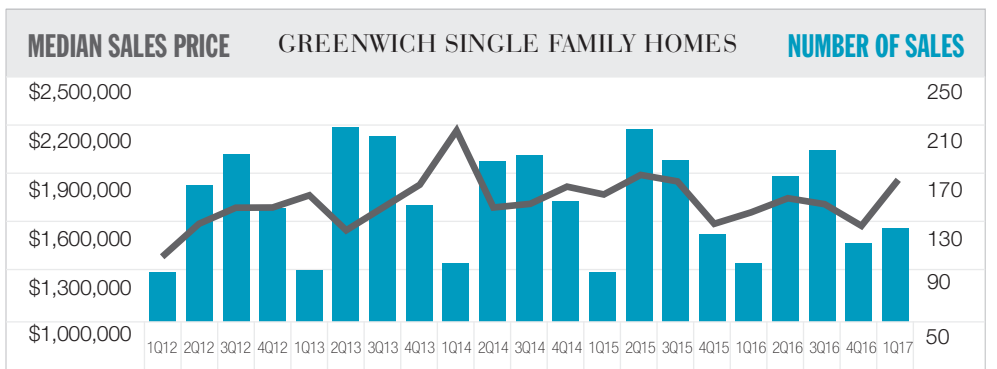
Days on Market

10 days

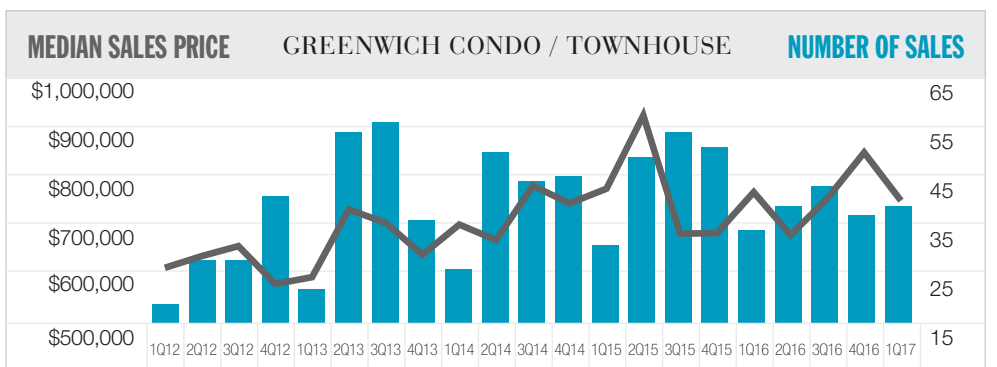
- Single family sales surged as inventory declined
- Single family median sales price moved higher
- Condo price trend indicators were mixed
- Condo sales jumped as inventory fell

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) | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,510,202 | 22.5% | \$2,049,173 | 7.8% | \$2,329,112 |
| Average Price Per Sq Ft | \$592 | 4.6% | \$566 | -0.2% | \$593 |
| Median Sales Price | \$1,870,000 | 17.8% | \$1,587,500 | 12.0% | \$1,670,000 |
| Number of Sales (Closed) | 126 | 10.5% | 114 | 28.6% | 98 |
| Days on Market (From Last List Date) | 206 | 22.6% | 168 | 21.2% | 170 |
| Listing Discount (From Last List Price) | 7.9% | | 5.7% | | 7.4% |
| Listing Inventory (Active) | 563 | 30.0% | 433 | -8.5% | 615 |
| Absorption Period (Months) | 13.4 | 17.5% | 11.4 | -28.7% | 18.8 |



| Greenwich Market Matrix (Condos/TH) | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|---|-----------|----------|-------------|---------|-----------|
| Average Sales Price | \$997,741 | -23.7% | \$1,307,970 | 10.5% | \$902,876 |
| Average Price Per Sq Ft | \$519 | -13.4% | \$599 | 6.8% | \$486 |
| Median Sales Price | \$750,500 | -11.6% | \$849,000 | -2.3% | \$767,850 |
| Number of Sales (Closed) | 39 | 5.4% | 37 | 14.7% | 34 |
| Days on Market (From Last List Date) | 134 | 13.6% | 118 | 8.1% | 124 |
| Listing Discount (From Last List Price) | 3.8% | | 3.1% | | 3.4% |
| Listing Inventory (Active) | 89 | 3.5% | 86 | -18.3% | 109 |
| Absorption Period (Months) | 6.8 | -2.9% | 7.0 | -29.2% | 9.6 |



LUXURY

- Median and average sales price moved higher
- Marketing time surged with older sales being sold as sellers became realistic

BY LOCATION

COS COB

- Single family price trend indicators were mixed
- Number of single family sales increased

OLD GREENWICH

- Single family price trend indicators moved higher
- Single family sales slipped

RIVERSIDE

- Single family median sales price moved higher
- Single family number of sales increased

GREENWICH

- Single family median sales price jumped
- Single family sales surged
- Condo price indicators were mixed
- Condo sales moved lower

Submarkets

- All submarkets moved at a faster pace than last year
- Mid Country showed largest change since prior year

| Greenwich Luxury Market Matrix | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$6,917,735 | 30.8% | \$5,289,845 | 3.9% | \$6,654,964 |
| Average Price Per Sq Ft | \$797 | 6.6% | \$748 | -5.2% | \$841 |
| Median Sales Price | \$5,600,000 | 22.9% | \$4,557,500 | 2.8% | \$5,445,000 |
| Number of Sales (Closed) | 17 | 6.3% | 16 | 21.4% | 14 |
| Days on Market (From Last List Date) | 278 | 69.5% | 164 | 53.6% | 181 |
| Listing Discount (From Last List Price) | 10.9% | | 6.4% | | 9.7% |
| Listing Inventory (Active) | 250 | 22.5% | 204 | -8.8% | 274 |
| Absorption Period (Months) | 44.1 | 15.1% | 38.3 | -24.9% | 58.7 |
| Entry Threshold | \$4,162,500 | 9.9% | \$3,787,520 | 2.1% | \$4,075,000 |

| Cos Cob Single Family Matrix | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|------------------------------|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$1,285,611 | 0.0% | \$1,285,000 | -1.3% | \$1,302,767 |
| Average Price per Sq Ft | \$414 | -1.4% | \$420 | -0.2% | \$415 |
| Median Sales Price | \$1,240,000 | 9.7% | \$1,130,000 | 5.5% | \$1,175,000 |
| Number of Sales (Closed) | 18 | 200.0% | 6 | 20.0% | 15 |

| Old Greenwich Single Family Matrix | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|------------------------------------|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,377,643 | 25.9% | \$1,888,629 | 11.2% | \$2,137,633 |
| Average Price per Sq Ft | \$717 | 4.4% | \$687 | 15.3% | \$622 |
| Median Sales Price | \$2,137,500 | 42.5% | \$1,500,000 | 19.1% | \$1,795,000 |
| Number of Sales (Closed) | 14 | -39.1% | 23 | -6.7% | 15 |

| Riverside Single Family Matrix | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|--------------------------------|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,260,216 | 43.3% | \$1,576,750 | 12.9% | \$2,002,321 |
| Average Price per Sq Ft | \$642 | 22.5% | \$524 | 18.9% | \$540 |
| Median Sales Price | \$1,880,000 | 51.3% | \$1,242,500 | 17.5% | \$1,600,000 |
| Number of Sales (Closed) | 18 | 12.5% | 16 | 28.6% | 14 |

| Greenwich Single Family Matrix | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|--------------------------------|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,883,863 | 26.6% | \$2,278,685 | 4.8% | \$2,752,120 |
| Average Price per Sq Ft | \$593 | 6.8% | \$555 | -6.0% | \$631 |
| Median Sales Price | \$2,050,000 | 20.6% | \$1,700,000 | 18.2% | \$1,735,000 |
| Number of Sales (Closed) | 76 | 10.1% | 69 | 40.7% | 54 |

| Greenwich Condo Matrix | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|--------------------------|-------------|----------|-------------|---------|-----------|
| Average Sales Price | \$1,023,842 | -25.8% | \$1,380,720 | 4.2% | \$982,679 |
| Average Price per Sq Ft | \$521 | -17.0% | \$628 | 5.3% | \$495 |
| Median Sales Price | \$785,000 | -7.6% | \$850,000 | -4.8% | \$825,000 |
| Number of Sales (Closed) | 26 | -10.3% | 29 | -10.3% | 29 |

| Greenwich Submarkets Matrix (Single Family - Absorption Rate) | 1Q-2017 | %Δ (QRT) | 4Q-2016 | %Δ (YR) | 1Q-2016 |
|--|---------|----------|---------|---------|---------|
| Byram+Pemberwick+Glenville | 8.3 | 33.9% | 6.2 | -43.5% | 14.7 |
| South of Post Road | 9.2 | 10.8% | 8.3 | -8.0% | 10.0 |
| Back Country | 24.9 | -18.9% | 30.7 | -35.7% | 38.7 |
| Mid Country | 15.2 | 14.3% | 13.3 | -53.1% | 32.4 |

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