

ELLI MAN

REPORT

Q4 2017

GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

13.4%

SALES

Closed Sales

19.3%

INVENTORY

Total Inventory

6.2%

MARKETING TIME

Days on Market

24 days

CONDO & TOWNHOUSE

PRICES

Median Sales Price

9.3%

SALES

Closed Sales

5.4%

INVENTORY

Total Inventory

4.7%

MARKETING TIME

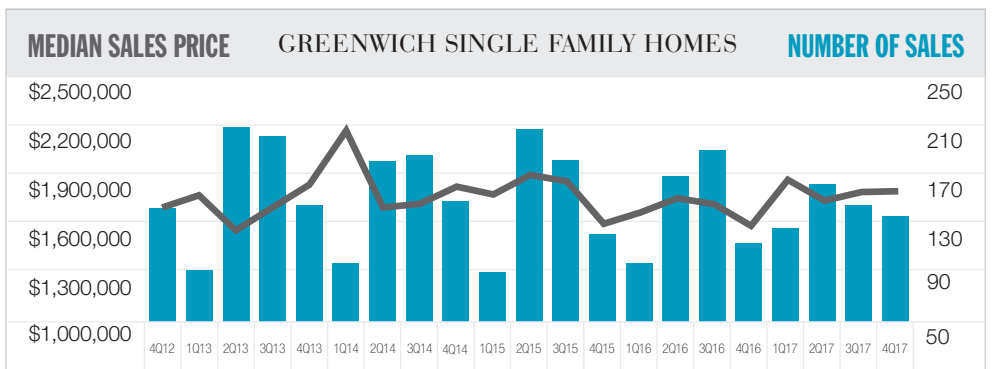
Days on Market

16 days

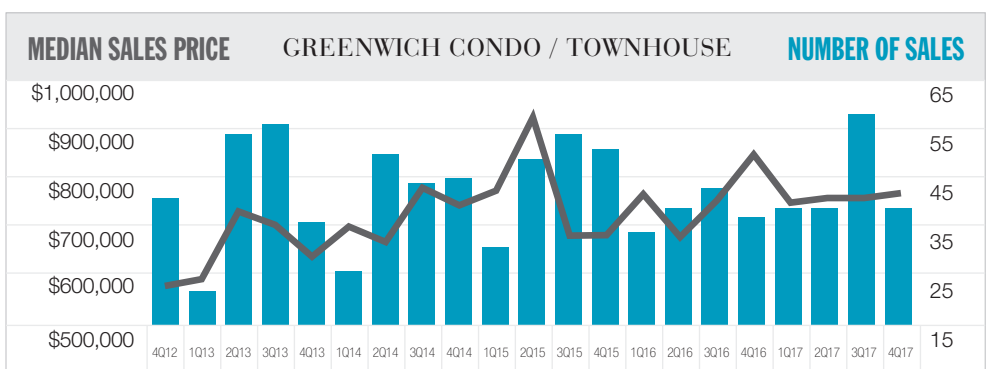
- Single-family price trend indicators and sales rose
- Single-family marketing time and negotiability expanded
- Condo sales increased as price trend indicators declined
- Condo inventory and negotiability continued to rise

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)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,823,295	5.7%	\$2,670,809	37.8%	\$2,049,173
Average Price Per Sq Ft	\$633	0.5%	\$630	11.8%	\$566
Median Sales Price	\$1,800,000	0.3%	\$1,795,000	13.4%	\$1,587,500
Number of Sales (Closed)	136	-6.2%	145	19.3%	114
Days on Market (From Last List Date)	192	27.2%	151	14.3%	168
Listing Discount (From Last List Price)	9.9%		6.4%		5.7%
Listing Inventory (Active)	460	-25.8%	620	6.2%	433
Absorption Period (Months)	10.1	-21.1%	12.8	-11.4%	11.4



Greenwich Market Matrix (Condos/TH)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,108,647	15.8%	\$957,439	-15.2%	\$1,307,970
Average Price Per Sq Ft	\$523	12.7%	\$464	-12.7%	\$599
Median Sales Price	\$770,000	5.4%	\$730,750	-9.3%	\$849,000
Number of Sales (Closed)	39	-32.8%	58	5.4%	37
Days on Market (From Last List Date)	134	9.8%	122	13.6%	118
Listing Discount (From Last List Price)	4.2%		7.7%		3.1%
Listing Inventory (Active)	90	-17.4%	109	4.7%	86
Absorption Period (Months)	6.9	23.2%	5.6	-1.4%	7.0



LUXURY

- Price trend indicators expanded as average sales size surged
- Listing inventory fell sharply as significantly overpriced listings continued to exit the market

BY LOCATION

COS COB

- Single-family price trend indicators continued to show mixed results
- Number of single-family sales surged

OLD GREENWICH

- Single-family median and average sales price moved higher
- Single-family number of sales continued to slide

RIVERSIDE

- Single-family number of sales rose as average sales size expanded
- Single-family price trend indicators were skewed higher by larger sales

GREENWICH

- Single-family price trend indicators surged, skewed by larger sized sales
- Single-family number of sales increased
- Condo price indicators continued to show mixed results
- Condo sales declined while average sales size increased

Submarkets

- Back Country showed largest increase in pace
- Byram+Pemberwick+Glenville market was fastest moving

Greenwich Luxury Market Matrix	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$8,921,526	22.0%	\$7,311,119	68.7%	\$5,289,845
Average Price Per Sq Ft	\$1,021	14.6%	\$891	36.5%	\$748
Median Sales Price	\$6,460,000	-0.6%	\$6,500,000	41.7%	\$4,557,500
Number of Sales (Closed)	19	-9.5%	21	18.8%	16
Days on Market (From Last List Date)	310	64.0%	189	89.0%	164
Listing Discount (From Last List Price)	13.5%		6.7%		6.4%
Listing Inventory (Active)	126	-30.0%	180	-38.2%	204
Absorption Period (Months)	19.9	-22.6%	25.7	-48.0%	38.3
Entry Threshold	\$4,650,000	3.8%	\$4,480,000	22.8%	\$3,787,520

Cos Cob Single Family Matrix	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,251,342	-16.2%	\$1,493,260	-2.6%	\$1,285,000
Average Price per Sq Ft	\$454	2.7%	\$442	8.1%	\$420
Median Sales Price	\$1,145,000	3.6%	\$1,105,375	1.3%	\$1,130,000
Number of Sales (Closed)	19	46.2%	13	216.7%	6

Old Greenwich Single Family Matrix	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,027,253	-35.2%	\$3,130,375	7.3%	\$1,888,629
Average Price per Sq Ft	\$658	-22.4%	\$848	-4.2%	\$687
Median Sales Price	\$1,577,785	-19.1%	\$1,950,000	5.2%	\$1,500,000
Number of Sales (Closed)	20	-13.0%	23	-13.0%	23

Riverside Single Family Matrix	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,448,158	16.2%	\$2,106,163	55.3%	\$1,576,750
Average Price per Sq Ft	\$681	6.6%	\$639	30.0%	\$524
Median Sales Price	\$1,950,000	19.4%	\$1,633,000	56.9%	\$1,242,500
Number of Sales (Closed)	19	-20.8%	24	18.8%	16

Greenwich Single Family Matrix	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$3,501,700	21.3%	\$2,885,982	53.7%	\$2,278,685
Average Price per Sq Ft	\$643	7.2%	\$600	15.9%	\$555
Median Sales Price	\$2,230,000	10.1%	\$2,025,000	31.2%	\$1,700,000
Number of Sales (Closed)	78	-8.2%	85	13.0%	69

Greenwich Condo Matrix	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,371,906	33.6%	\$1,027,214	-0.6%	\$1,380,720
Average Price per Sq Ft	\$553	18.2%	\$468	-11.9%	\$628
Median Sales Price	\$992,500	26.6%	\$784,000	16.8%	\$850,000
Number of Sales (Closed)	24	-42.9%	42	-17.2%	29

Greenwich Submarkets Matrix (Single Family - Absorption Rate)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Byram+Pemberwick+Glenville	4.8	-39.2%	7.9	-22.6%	6.2
South of Post Road	9.0	15.4%	7.8	8.4%	8.3
Back Country	14.2	-64.2%	39.7	-53.7%	30.7
Mid Country	11.4	-18.6%	14.0	-14.3%	13.3

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