

ELLI MAN

REPORT

Q3 2019

GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

0.0%

SALES

Closed Sales

0.0%

INVENTORY

Total Inventory

0.6%

MARKETING TIME

Days on Market

56 days

CONDO & TOWNHOUSE

PRICES

Median Sales Price

16.5%

SALES

Closed Sales

21.6%

INVENTORY

Total Inventory

13.2%

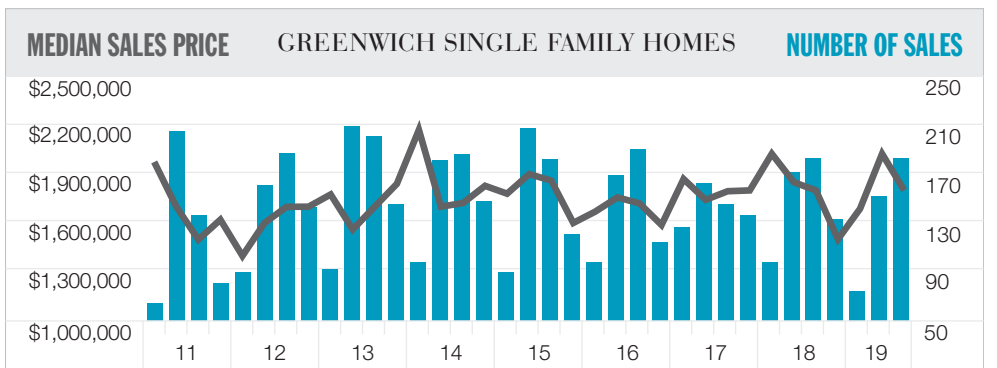
MARKETING TIME

Days on Market

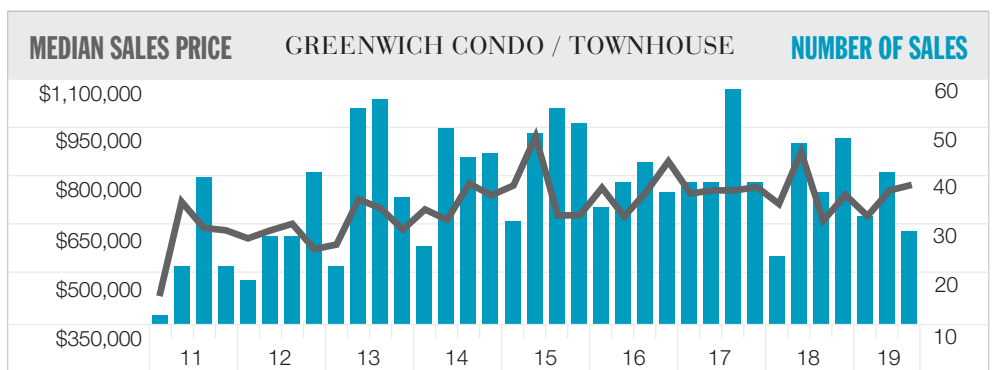
26 days

- Single-family sales and median sales price showed stability
- Single-family listing inventory slipped year over year after five quarters of gains
- Condo price trend indicators surged annually, consistent with a jump in sales size

Greenwich Market Matrix (Single Family)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,440,540	-2.6%	\$2,505,025	7.2%	\$2,275,785
Average Price per Sq Ft	\$577	1.2%	\$570	3.0%	\$560
Median Sales Price	\$1,800,000	-11.1%	\$2,025,000	0.0%	\$1,800,000
Number of Sales (Closed)	183	20.4%	152	0.0%	183
Days on Market (From Last List Date)	186	-0.5%	187	43.1%	130
Listing Discount (From Last List Price)	7.8%		6.0%		5.4%
Listing Inventory (Active)	630	-13.0%	724	-0.6%	634
Months of Supply	10.3	-28.0%	14.3	-1.0%	10.4



Greenwich Market Matrix (Condos/TH)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$979,095	0.3%	\$976,320	33.5%	\$733,463
Average Price per Sq Ft	\$475	-5.9%	\$505	17.9%	\$403
Median Sales Price	\$777,000	2.2%	\$760,000	16.5%	\$667,000
Number of Sales (Closed)	29	-29.3%	41	-21.6%	37
Days on Market (From Last List Date)	100	-28.1%	139	-20.6%	126
Listing Discount (From Last List Price)	4.4%		5.1%		4.2%
Listing Inventory (Active)	137	15.1%	119	13.2%	121
Months of Supply	14.2	63.2%	8.7	44.9%	9.8



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.

LUXURY

- Price trend indicators jumped despite a significant decline in average sales size
- Listing inventory fell year over year for the second straight quarter

Greenwich Luxury Market Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$7,061,455	10.2%	\$6,409,500	24.5%	\$5,673,996
Average Price Per Sq Ft	\$968	30.1%	\$744	41.1%	\$686
Median Sales Price	\$6,112,500	12.7%	\$5,425,000	10.6%	\$5,525,000
Number of Sales (Closed)	22	10.0%	20	-4.3%	23
Days on Market (From Last List Date)	261	22.0%	214	100.8%	130
Listing Discount (From Last List Price)	10.0%		6.2%		6.2%
Listing Inventory	187	-3.1%	193	-21.8%	239
Months of Supply	25.5	-12.1%	29.0	-18.3%	31.2
Entry Threshold	\$4,250,000	-1.2%	\$4,300,000	13.2%	\$3,755,000

BY LOCATION

COS COB

- Single-family price trend indicators fell short of year-ago levels
- Single-family price trend indicators fell

Cos Cob Single Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,261,842	-5.8%	\$1,339,682	-17.3%	\$1,525,016
Average Price Per Sq Ft	\$420	-6.3%	\$448	-15.3%	\$496
Median Sales Price	\$1,010,000	-31.5%	\$1,475,000	-31.6%	\$1,476,000
Number of Sales (Closed)	19	72.7%	11	0.0%	19

OLD GREENWICH

- Single-family sales jumped above levels seen in the same period last year
- Single-family price trend indicators moved higher year over year

Old Greenwich Single Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,400,156	2.1%	\$2,350,614	20.2%	\$1,997,576
Average Price Per Sq Ft	\$697	11.9%	\$623	13.7%	\$613
Median Sales Price	\$1,820,000	-15.8%	\$2,162,500	7.1%	\$1,700,000
Number of Sales (Closed)	32	45.5%	22	28.0%	25

RIVERSIDE

- Price trend indicators declined as sales expanded
- Listing inventory fell sharply as negotiability increased

Riverside Single Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,923,989	5.9%	\$1,816,211	-20.6%	\$2,424,527
Average Price Per Sq Ft	\$555	8.8%	\$510	-11.2%	\$625
Median Sales Price	\$1,675,000	-5.0%	\$1,762,500	-28.6%	\$2,346,500
Number of Sales (Closed)	33	10.0%	30	10.0%	30

GREENWICH

- Single-family price trends increased as the number of sales declined
- Condo price trend indicators surged in line with the increase in sales size

Submarkets

- Back Country continued to see the most improvement in pace but remained the slowest region
- The pace of Mid Country slowed the most but remained faster than Back Country

Greenwich Single Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,851,992	-2.3%	\$2,919,410	17.4%	\$2,429,525
Average Price Per Sq Ft	\$574	-1.9%	\$585	5.9%	\$542
Median Sales Price	\$2,000,000	-13.2%	\$2,304,000	5.7%	\$1,892,500
Number of Sales (Closed)	99	11.2%	89	-9.2%	109

Greenwich Condo Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,128,075	-1.5%	\$1,145,580	47.6%	\$764,514
Average Price Per Sq Ft	\$480	-15.2%	\$566	23.7%	\$388
Median Sales Price	\$1,040,000	23.8%	\$840,000	55.1%	\$670,500
Number of Sales (Closed)	20	-20.0%	25	-28.6%	28

Greenwich Submarkets Matrix (Single Family - Absorption Rate)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Byram+Pemberwick+Glenville	5.7	-48.2%	11.0	-12.3%	6.5
South of Post Road	11.4	-40.0%	19.0	-8.1%	12.4
Back Country	21.4	-0.5%	21.5	-25.7%	28.8
Mid Country	14.9	-2.6%	15.3	62.0%	9.2

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