

# ELLI MAN

## REPORT

# Q4 2019

## GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

## DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

13.0%

#### SALES

Closed Sales

12.0%

#### INVENTORY

Total Inventory

4.3%

#### MARKETING TIME

Days on Market

26 days

### CONDO

#### PRICES

Median Sales Price

8.1%

#### SALES

Closed Sales

25.0%

#### INVENTORY

Total Inventory

20.4%

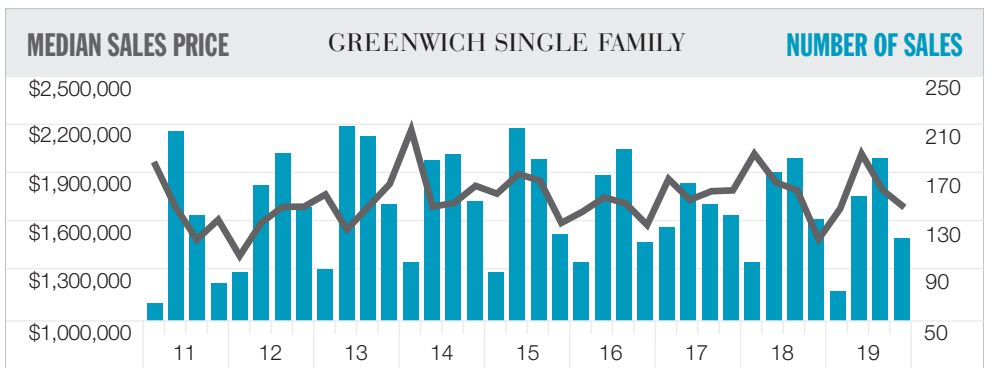
#### MARKETING TIME

Days on Market

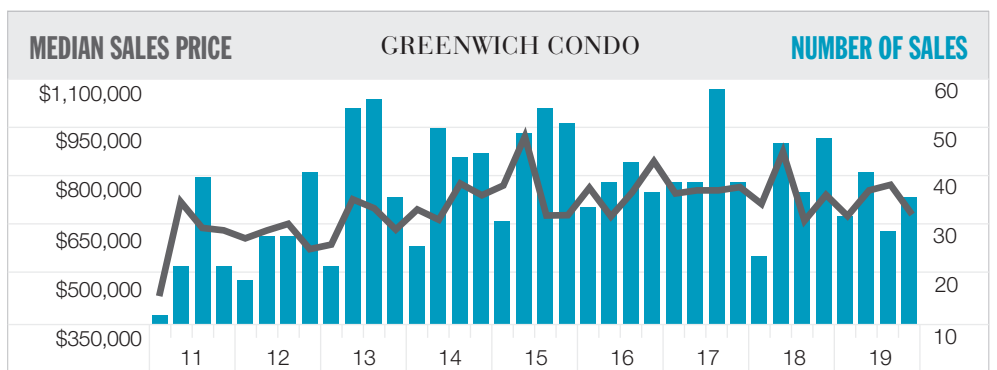
49 days

- Single-family median sales price jumped year over year as listing inventory declined
- Single-family listing discount showed the most negotiability in two years
- Condo price trend indicators and the number of sales declined from year-ago levels

Greenwich Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,169,628	-11.1%	\$2,440,540	-5.4%	\$2,293,082
Average Price per Sq Ft	\$524	-9.2%	\$577	-5.6%	\$555
Median Sales Price	\$1,695,000	-5.8%	\$1,800,000	13.0%	\$1,500,000
Number of Sales (Closed)	117	-36.1%	183	-12.0%	133
Days on Market (From Last List Date)	183	-1.6%	186	16.6%	157
Listing Discount (From Last List Price)	9.6%		7.8%		7.9%
Listing Inventory (Active)	469	-25.6%	630	-4.3%	490
Months of Supply	12.0	16.5%	10.3	8.1%	11.1



Greenwich Market Matrix (Condos)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$893,944	-8.7%	\$979,095	-18.6%	\$1,097,813
Average Price per Sq Ft	\$475	0.0%	\$475	-19.8%	\$592
Median Sales Price	\$686,000	-11.7%	\$777,000	-8.1%	\$746,250
Number of Sales (Closed)	36	24.1%	29	-25.0%	48
Days on Market (From Last List Date)	115	15.0%	100	-29.9%	164
Listing Discount (From Last List Price)	4.6%		4.4%		3.8%
Listing Inventory (Active)	112	-18.2%	137	20.4%	93
Months of Supply	9.3	-34.5%	14.2	60.3%	5.8



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

- Luxury listing inventory fell year over year for the third consecutive quarter
- Most luxury price trend indicators and the average sales size decreased at a similar rate

Greenwich Luxury Market Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$5,489,531	-22.3%	\$7,061,455	-14.1%	\$6,390,868
Average Price Per Sq Ft	\$759	-21.6%	\$968	3.3%	\$735
Median Sales Price	\$4,575,000	-25.2%	\$6,112,500	-12.8%	\$5,247,500
Number of Sales (Closed)	16	-27.3%	22	-15.8%	19
Days on Market (From Last List Date)	226	-13.4%	261	12.4%	201
Listing Discount (From Last List Price)	11.7%		10.0%		12.0%
Listing Inventory	178	-4.8%	187	-1.7%	181
Months of Supply	33.4	31.0%	25.5	16.8%	28.6
Entry Threshold	\$3,500,000	-17.6%	\$4,250,000	-7.9%	\$3,800,000

## BY LOCATION

### COS COB

- Single-family price trend indicators showed year over year mixed results
- Single-family sales fell from the prior-year quarter

Cos Cob Single Family Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$973,353	-22.9%	\$1,261,842	-27.4%	\$1,340,047
Average Price Per Sq Ft	\$420	0.0%	\$420	4.5%	\$402
Median Sales Price	\$1,001,000	-0.9%	\$1,010,000	-10.2%	\$1,115,000
Number of Sales (Closed)	15	-21.1%	19	-31.8%	22

### OLD GREENWICH

- Single-family median sales price rose sharply from the prior-year quarter
- Single-family number of sales jumped from the prior-year level

Old Greenwich Single Family Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,130,180	-11.2%	\$2,400,156	-0.5%	\$2,141,250
Average Price Per Sq Ft	\$628	-9.9%	\$697	-5.1%	\$662
Median Sales Price	\$2,100,000	15.4%	\$1,820,000	11.7%	\$1,880,000
Number of Sales (Closed)	25	-21.9%	32	13.6%	22

### RIVERSIDE

- Single-family median sales price jumped from the prior-year quarter
- Single-family number of sales declined from the prior-year level

Riverside Single Family Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,170,625	12.8%	\$1,923,989	2.8%	\$2,112,426
Average Price Per Sq Ft	\$583	5.0%	\$555	-1.0%	\$589
Median Sales Price	\$1,887,500	12.7%	\$1,675,000	23.4%	\$1,530,000
Number of Sales (Closed)	16	-51.5%	33	-40.7%	27

### GREENWICH

- Single-family price trends showed mixed results as sales slipped
- Condo price trend indicators fell as sales dropped

Greenwich Single Family Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,479,699	-13.1%	\$2,851,992	-10.3%	\$2,763,805
Average Price Per Sq Ft	\$494	-13.9%	\$574	-11.0%	\$555
Median Sales Price	\$2,000,000	0.0%	\$2,000,000	13.2%	\$1,766,250
Number of Sales (Closed)	61	-38.4%	99	-1.6%	62

Greenwich Condo Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$1,113,295	-1.3%	\$1,128,075	-6.9%	\$1,195,488
Average Price Per Sq Ft	\$479	-0.2%	\$480	-20.6%	\$603
Median Sales Price	\$812,500	-21.9%	\$1,040,000	-0.9%	\$820,000
Number of Sales (Closed)	22	10.0%	20	-46.3%	41

### Submarkets

- Back Country moved to the fastest pace in the five years this metric has been tracked
- South of Post Road slowed the most of all regions as compared to the prior year

Greenwich Submarkets Matrix (Single Family - Absorption Rate)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Byram+Pemberwick+Glenville	9.5	66.7%	5.7	-1.0%	9.6
South of Post Road	19.0	66.7%	11.4	74.3%	10.9
Back Country	11.7	-45.3%	21.4	-42.6%	20.4
Mid Country	23.2	55.7%	14.9	9.4%	21.2

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