

Elliman Report

Q1-2020

Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 1.7%**
Prices Median Sales Price
- + 39.2%**
Sales Closed Sales
- 13.2%**
Inventory Total Inventory
- 29 days**
Marketing Time Days on Market

Condo

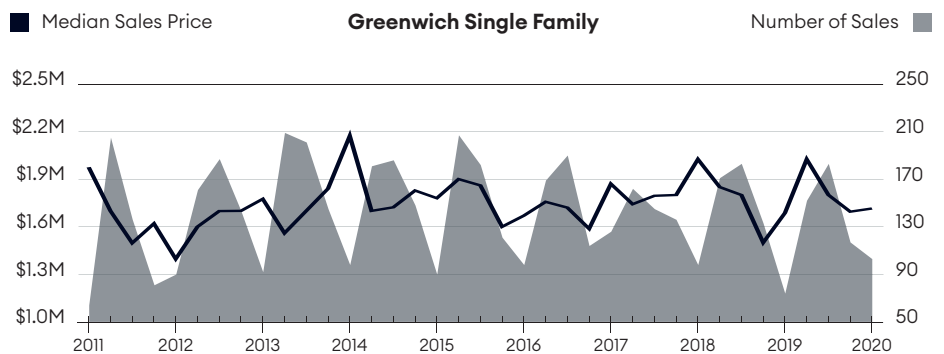
Dashboard

YEAR-OVER-YEAR

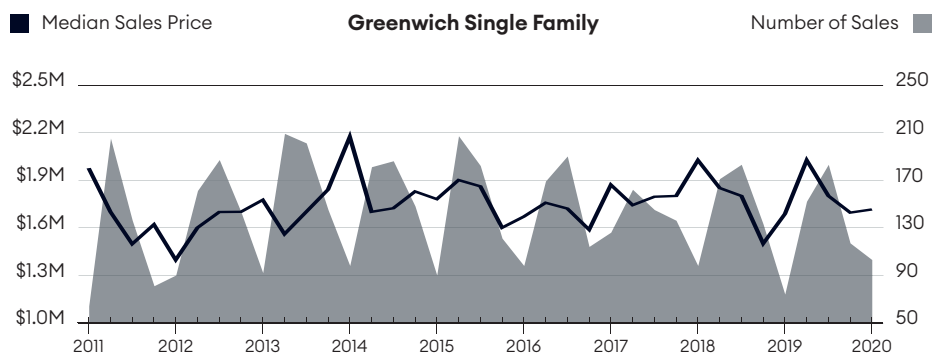
- + 9.3%**
Prices Median Sales Price
- 18.8%**
Sales Closed Sales
- + 3.1%**
Inventory Total Inventory
- 15 days**
Marketing Time Days on Market

- Single-family sales reached their second-highest first-quarter total in a decade
- Single-family median sales price hasn't shown a year over year decline in four quarters
- Condo sales declined annually for the fourth straight quarter

Greenwich Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$2,135,778	-1.6%	\$2,169,628	-7.2%	\$2,302,406
Average Price Per Sq Ft	\$514	-1.9%	\$524	-7.2%	\$554
Median Sales Price	\$1,715,000	1.2%	\$1,695,000	1.7%	\$1,687,000
Number of Sales (Closed)	103	-12.0%	117	39.2%	74
Days on Market (From Last List Date)	185	1.1%	183	-13.6%	214
Listing Discount (From Last List Price)	6.3%		9.6%		7.6%
Listing Inventory (Active)	513	9.4%	469	-13.2%	591
Months of Supply	14.9	24.2%	12.0	-37.9%	24.0



Greenwich Condos Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,045,323	16.9%	\$893,944	8.8%	\$960,664
Average Price Per Sq Ft	\$510	7.4%	\$475	5.8%	\$482
Median Sales Price	\$745,000	8.6%	\$686,000	9.3%	\$681,500
Number of Sales (Closed)	26	-27.8%	36	-18.8%	32
Days on Market (From Last List Date)	165	43.5%	115	-8.3%	180
Listing Discount (From Last List Price)	9.0%		4.6%		4.2%
Listing Inventory (Active)	99	-11.6%	112	3.1%	96
Months of Supply	11.4	22.6%	9.3	26.7%	9.0



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury

- Luxury listing inventory fell sharply at the end of the quarter
- Luxury price trend indicators declined from the same period last year

Cos Cob

- Single-family sales rose sharply year over year for the first time in five quarters
- Single-family median sales price declined annually for the sixth straight quarter

Old Greenwich

- Single-family number of sales declined year over year for the first time in three quarters
- Single-family median sales price fell for the first time in four quarters

Riverside

- Single-family median sales price rose annually for the third time in four quarters
- Single-family number of sales more than doubled from the year-ago quarter

Greenwich

- Single-family median sales price slipped annually as sales surged
- Condo price trend indicators continued to rise year over year as sales declined

SUBMARKETS

- Back Country and Mid Country showed the most annual improvement in pace
- The Byram, Pemberwick, and Glenville regions continued to see the fastest moving market

Greenwich Luxury Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$4,788,631	-12.8%	\$5,489,531	-19.0%	\$5,908,455
Average Price Per Sq Ft	\$611	-19.5%	\$759	-16.5%	\$732
Median Sales Price	\$4,600,000	0.5%	\$4,575,000	-3.2%	\$4,750,000
Number of Sales (Closed)	13	-18.8%	16	18.2%	11
Days on Market (From Last List Date)	262	15.9%	226	-26.6%	357
Listing Discount (From Last List Price)	7.9%		11.7%		9.0%
Listing Inventory	171	-3.9%	178	-26.3%	232
Months of Supply	39.5	18.3%	33.4	-37.6%	63.3
Entry Price Threshold	\$3,800,000	8.6%	\$3,500,000	0.0%	\$3,800,000

Cos Cob Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,169,792	20.2%	\$973,353	-23.0%	\$1,520,000
Average Price Per Sq Ft	\$423	0.7%	\$420	-1.6%	\$430
Median Sales Price	\$975,000	-2.6%	\$1,001,000	-9.3%	\$1,075,000
Number of Sales (Closed)	12	-20.0%	15	33.3%	9

Old Greenwich Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$2,163,085	1.5%	\$2,130,180	-10.5%	\$2,416,377
Average Price Per Sq Ft	\$654	4.1%	\$628	-2.8%	\$673
Median Sales Price	\$1,616,250	-23.0%	\$2,100,000	-0.5%	\$1,625,000
Number of Sales (Closed)	16	-36.0%	25	-15.8%	19

Riverside Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$2,036,500	-6.2%	\$2,170,625	-2.2%	\$2,082,429
Average Price Per Sq Ft	\$607	4.1%	\$583	21.4%	\$500
Median Sales Price	\$1,925,000	2.0%	\$1,887,500	13.2%	\$1,700,000
Number of Sales (Closed)	15	-6.3%	16	114.3%	7

Greenwich Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$2,346,514	-5.4%	\$2,479,699	-4.9%	\$2,466,920
Average Price Per Sq Ft	\$484	-2.0%	\$494	-10.0%	\$538
Median Sales Price	\$1,912,500	-4.4%	\$2,000,000	-1.9%	\$1,950,000
Number of Sales (Closed)	60	-1.6%	61	53.8%	39

Greenwich Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,218,229	9.4%	\$1,113,295	7.0%	\$1,138,643
Average Price Per Sq Ft	\$551	15.0%	\$479	7.4%	\$513
Median Sales Price	\$985,000	21.2%	\$812,500	27.1%	\$775,000
Number of Sales (Closed)	17	-22.7%	22	-19.0%	21

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Byram + Pemberwick + Glenville	12.7	33.7%	9.5	-20.6%	16.0
South of Post Road	18.6	-2.1%	19.0	-2.1%	19.0
Back Country	24.0	105.1%	11.7	-36.7%	37.9
Mid Country	16.8	-27.6%	23.2	-61.1%	43.2

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
88 Field Point Rd, Greenwich, CT 06830
203.622.4900 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com