

Elliman Report

Q2-2021 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 8.3%
Prices Median Sales Price

+ 96.3%
Sales Closed Sales

- 42.2%
Inventory Total Inventory

- 107 days
Marketing Time
Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

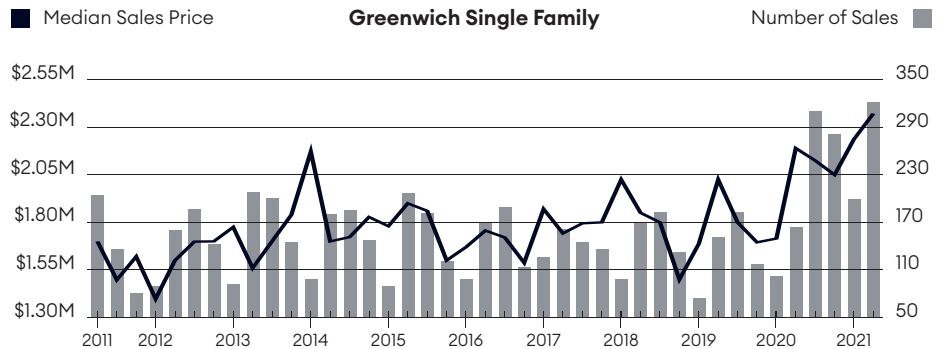
+ 8.7%
Prices Median Sales Price

+ 137.9%
Sales Closed Sales

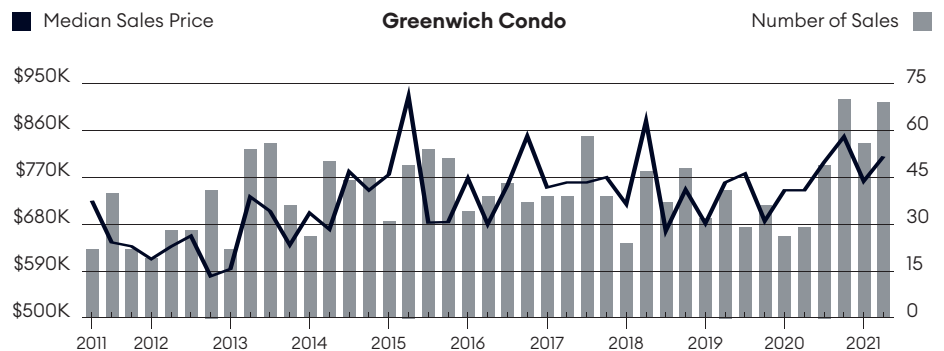
- 25.5%
Inventory Total Inventory

- 24 days
Marketing Time
Days on Market

- Single family sales rose to their highest level in a decade as listing inventory continued to drop
- Single family price trend indicators rose collectively year over year for the fourth straight quarter
- Condo sales rose to their second-highest level on record at the highest rate on record



Greenwich Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$2,971,381	0.2%	\$2,966,451	9.9%	\$2,703,186
Average Price Per Sq Ft	\$632	-1.7%	\$643	17.7%	\$537
Median Sales Price	\$2,372,500	6.0%	\$2,237,500	8.3%	\$2,190,000
Number of Sales (Closed)	322	61.0%	200	96.3%	164
Days on Market (From Last List Date)	111	-26.0%	150	-49.1%	218
Listing Discount (From Last List Price)	0.0%		3.8%		8.9%
Listing Inventory	341	18.8%	287	-42.2%	590
Months of Supply	3.2	-25.6%	4.3	-70.4%	10.8



Greenwich Condos Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,026,676	-8.3%	\$1,119,332	12.9%	\$909,053
Average Price Per Sq Ft	\$524	-2.6%	\$538	9.6%	\$478
Median Sales Price	\$810,000	6.2%	\$762,500	8.7%	\$745,000
Number of Sales (Closed)	69	23.2%	56	137.9%	29
Days on Market (From Last List Date)	87	-40.0%	145	-21.6%	111
Listing Discount (From Last List Price)	0.0%		3.6%		5.0%
Listing Inventory	79	29.5%	61	-25.5%	106
Months of Supply	3.4	3.0%	3.3	-69.1%	11.0



Luxury

- All price trend indicators rose collectively year over year for the third consecutive quarter
- Listing inventory fell to its lowest level on record, driving the market pace to the fastest on record

Cos Cob

- Condo sales doubled year over year as listing inventory fell sharply
- Single family price trend indicators saw large annual gains as sales surged

Old Greenwich

- Condo sales more than doubled year over year as listing inventory fell sharply
- Single family price trend indicators saw large annual gains as sales surged

Riverside

- Single family price trend indicators showed mixed annual results
- Single family sales surged year over year as listing inventory plummeted

Greenwich

- Condo sales doubled year over year as listing inventory fell sharply
- Single family price trend indicators saw large annual gains as sales surged

SUBMARKETS

- Back Country and Mid Country continue to experience a blistering market pace after years of stagnant behavior
- Byram, Pemberwick, and Glenville regions continued to see their fastest market pace since at least 2015

Greenwich Luxury Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$7,381,619	-14.2%	\$8,605,601	1.9%	\$7,240,476
Average Price Per Sq Ft	\$818	-11.3%	\$922	6.6%	\$767
Median Sales Price	\$6,425,000	-4.8%	\$6,750,000	10.2%	\$5,830,000
Number of Sales (Closed)	40	48.1%	27	90.5%	21
Days on Market (From Last List Date)	160	-1.2%	162	-49.2%	315
Listing Discount (From Last List Price)	0.0%		3.9%		12.6%
Listing Inventory	84	-22.2%	108	-53.6%	181
Months of Supply	6.3	-47.5%	12.0	-75.7%	25.9
Entry Price Threshold	\$5,512,250	12.3%	\$4,910,000	34.4%	\$4,100,000

Cos Cob Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,587,655	9.1%	\$1,455,158	8.5%	\$1,463,906
Average Price Per Sq Ft	\$484	-2.2%	\$495	14.4%	\$423
Median Sales Price	\$1,365,000	5.6%	\$1,292,500	18.6%	\$1,150,500
Number of Sales (Closed)	29	52.6%	19	81.3%	16

Old Greenwich Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$2,597,471	16.3%	\$2,232,613	19.1%	\$2,181,197
Average Price Per Sq Ft	\$723	6.0%	\$682	36.9%	\$528
Median Sales Price	\$2,325,000	11.9%	\$2,077,500	22.3%	\$1,901,563
Number of Sales (Closed)	50	150.0%	20	78.6%	28

Riverside Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$2,658,974	12.5%	\$2,363,169	-13.8%	\$3,084,413
Average Price Per Sq Ft	\$685	12.3%	\$610	5.1%	\$652
Median Sales Price	\$2,225,000	9.9%	\$2,025,000	-12.0%	\$2,528,750
Number of Sales (Closed)	58	87.1%	31	93.3%	30

Greenwich Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$3,387,289	-1.6%	\$3,444,090	14.5%	\$2,958,824
Average Price Per Sq Ft	\$618	-5.9%	\$657	19.3%	\$518
Median Sales Price	\$2,805,000	15.6%	\$2,427,500	14.5%	\$2,450,000
Number of Sales (Closed)	185	42.3%	130	105.6%	90

Greenwich Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,133,633	-6.9%	\$1,218,203	18.9%	\$953,827
Average Price Per Sq Ft	\$529	-2.8%	\$544	7.5%	\$492
Median Sales Price	\$932,500	16.0%	\$803,550	19.9%	\$777,500
Number of Sales (Closed)	50	25.0%	40	150.0%	20

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Byram + Pemberwick + Glenville	2.1	-40.0%	3.5	-86.4%	15.4
South of Post Road	5.3	23.3%	4.3	-80.6%	27.3
Back Country	6.4	-3.0%	6.6	-59.0%	15.6
Mid Country	4.3	-21.8%	5.5	-61.3%	11.1

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

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