

Elliman Report

Q4-2021 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

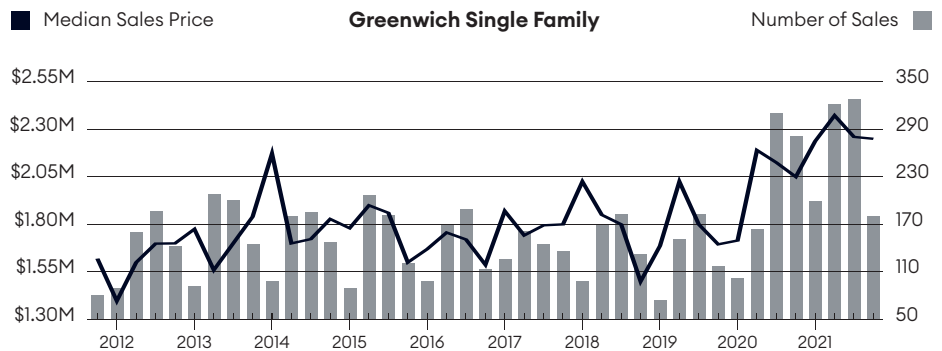
- + 9.8%**
Prices Median Sales Price
- 35.8%**
Sales Closed Sales
- 47.3%**
Inventory Total Inventory
- 46 days**
Marketing Time Days on Market

Condo

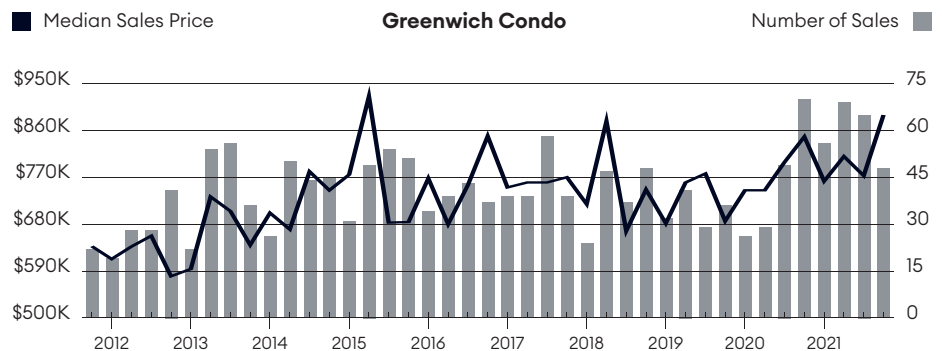
Dashboard

YEAR-OVER-YEAR

- + 4.9%**
Prices Median Sales Price
 - 31.4%**
Sales Closed Sales
 - 44.3%**
Inventory Total Inventory
 - 57 days**
Marketing Time Days on Market
- Single family sales fell annually for the first time in two years but was well above the fourth-quarter decade average
 - Single family price trend indicators continued to rise year over year collectively and remained well above the same period in 2019
 - Condo listing inventory fell to the lowest level on record



Greenwich Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$3,153,103	7.8%	\$2,924,876	10.7%	\$2,849,499
Average Price Per Sq Ft	\$666	2.8%	\$648	10.8%	\$601
Median Sales Price	\$2,250,000	-0.4%	\$2,260,000	9.8%	\$2,050,000
Number of Sales (Closed)	181	-44.8%	328	-35.8%	282
Days on Market (From Last List Date)	96	24.7%	77	-32.4%	142
Listing Discount (From Last List Price)	3.2%		1.5%		4.8%
Listing Inventory	167	-37.2%	266	-47.3%	317
Months of Supply	2.8	16.7%	2.4	-17.6%	3.4



Greenwich Condos Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,162,393	4.3%	\$1,114,846	-0.8%	\$1,171,616
Average Price Per Sq Ft	\$581	-3.2%	\$600	0.0%	\$581
Median Sales Price	\$889,500	15.1%	\$773,000	4.9%	\$847,750
Number of Sales (Closed)	48	-26.2%	65	-31.4%	70
Days on Market (From Last List Date)	98	5.4%	93	-36.8%	155
Listing Discount (From Last List Price)	3.7%		1.7%		3.8%
Listing Inventory	44	0.0%	44	-44.3%	79
Months of Supply	2.8	40.0%	2.0	-17.6%	3.4



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury

- Median sales price rose annually and more than fifty percent higher than pre-pandemic levels
- Listing inventory fell to a new low for the fifth straight quarter

Cos Cob

- Condo price trend indicators continued to rise year over year collectively and remained well above the same period in 2019
- Single family median sales price rose annually for the fourth consecutive quarter

Old Greenwich

- Condo median sales price surged year over year due to the sharp gain in average sales size
- Single family sales fell annually for the first time in seven quarters, restrained by the lack of supply

Riverside

- Single family price trend indicators continued to rise year over year and remained above the same period two years ago
- Single family listing inventory dropped to a new record, keeping sales low

Greenwich

- Condo sales declined annually for the first time in six quarters
- Single family listing inventory fell to new lows for four of the past five quarters

SUBMARKETS

- The Byran, Pemberwick, and Glenville areas saw their fastest pace on record
- The Back Country market moved three times faster than three years ago

Greenwich Luxury Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$9,593,739	28.1%	\$7,487,373	19.6%	\$8,021,528
Average Price Per Sq Ft	\$865	4.0%	\$832	1.5%	\$852
Median Sales Price	\$7,000,000	3.3%	\$6,775,000	9.8%	\$6,375,000
Number of Sales (Closed)	23	-42.5%	40	-36.1%	36
Days on Market (From Last List Date)	88	-29.0%	124	-54.6%	194
Listing Discount (From Last List Price)	4.5%		3.4%		6.2%
Listing Inventory	54	-27.0%	74	-52.2%	113
Months of Supply	7.0	25.0%	5.6	-25.5%	9.4
Entry Price Threshold	\$5,412,000	6.9%	\$5,064,000	16.6%	\$4,640,000

Cos Cob Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,497,844	-19.5%	\$1,859,570	9.7%	\$1,365,067
Average Price Per Sq Ft	\$526	-2.0%	\$537	27.1%	\$414
Median Sales Price	\$1,350,000	-28.8%	\$1,895,000	6.3%	\$1,270,000
Number of Sales (Closed)	19	-51.3%	39	-36.7%	30

Old Greenwich Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,687,821	-2.4%	\$2,753,353	5.6%	\$2,544,750
Average Price Per Sq Ft	\$775	2.0%	\$760	18.5%	\$654
Median Sales Price	\$2,173,750	-3.4%	\$2,250,000	12.1%	\$1,938,500
Number of Sales (Closed)	28	-50.9%	57	-33.3%	42

Riverside Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$3,181,835	25.4%	\$2,537,539	7.6%	\$2,956,474
Average Price Per Sq Ft	\$782	14.0%	\$686	3.7%	\$754
Median Sales Price	\$2,565,000	16.9%	\$2,195,000	25.1%	\$2,050,000
Number of Sales (Closed)	22	-56.9%	51	-43.6%	39

Greenwich Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$3,544,583	6.8%	\$3,317,571	12.2%	\$3,160,378
Average Price Per Sq Ft	\$641	1.3%	\$633	9.0%	\$588
Median Sales Price	\$2,347,500	-6.1%	\$2,500,000	-3.0%	\$2,420,000
Number of Sales (Closed)	112	-38.1%	181	-34.5%	171

Greenwich Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,207,252	-1.1%	\$1,220,438	-13.3%	\$1,392,071
Average Price Per Sq Ft	\$583	-7.0%	\$627	-1.5%	\$592
Median Sales Price	\$900,000	15.4%	\$780,000	-10.0%	\$1,000,000
Number of Sales (Closed)	43	-12.2%	49	-12.2%	49

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Byran + Pemberwick + Glenville	2.1	-8.7%	2.3	-52.3%	4.4
South of Post Road	3.7	27.6%	2.9	-15.9%	4.4
Back Country	7.5	21.0%	6.2	29.3%	5.8
Mid Country	3.8	22.6%	3.1	5.6%	3.6

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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