

ELLIMAN REPORT

Q1 2019

GREENWICH, CT SALES

Highlights of the Quarterly Survey of
Greenwich, Connecticut Sales

“ Condo sales continued to surge as single-family sales continued to cool. ”

Greenwich Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$2,302,406	0.4%	\$2,293,082	-15.3%	\$2,718,917
Average Price per Sq Ft	\$554	-0.2%	\$555	-9.9%	\$615
Median Sales Price	\$1,687,000	12.5%	\$1,500,000	-16.7%	\$2,025,000
Number of Sales (Closed)	74	-44.4%	133	-24.5%	98
Days on Market (From Last List Date)	214	36.3%	157	1.4%	211
Listing Discount (From Last List Price)	7.6%		7.9%		5.9%
Listing Inventory (Active)	591	20.6%	490	8.2%	546
Months of Supply	24.0	116.2%	11.1	43.7%	16.7

Single family average sales size fell for third consecutive quarter, pulling down price trends.

Greenwich Market Matrix (Condos/TH)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$960,664	-12.5%	\$1,097,813	9.7%	\$875,570
Average Price per Sq Ft	\$482	-18.6%	\$592	1.9%	\$473
Median Sales Price	\$681,500	-8.7%	\$746,250	-5.1%	\$718,438
Number of Sales (Closed)	32	-33.3%	48	33.3%	24
Days on Market (From Last List Date)	180	9.8%	164	9.8%	164
Listing Discount (From Last List Price)	4.2%		3.8%		5.5%
Listing Inventory (Active)	96	3.2%	93	-10.3%	107
Months of Supply	9.0	55.2%	5.8	-32.8%	13.4

Condo sales surged in three of the past four quarters.

Greenwich Luxury Market Matrix	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$5,908,455	-7.5%	\$6,390,868	-23.7%	\$7,748,308
Average Price Per Sq Ft	\$732	-0.4%	\$735	-17.6%	\$888
Median Sales Price	\$4,750,000	-9.5%	\$5,247,500	-25.5%	\$6,375,000
Number of Sales (Closed)	11	-42.1%	19	-15.4%	13
Days on Market (From Last List Date)	357	77.6%	201	0.6%	355
Listing Discount (From Last List Price)	9.0%		12.0%		6.7%
Listing Inventory	232	28.2%	181	68.1%	138
Months of Supply	63.3	121.3%	28.6	99.1%	31.8
Entry Threshold	\$3,800,000	0.0%	\$3,800,000	-25.1%	\$5,075,000

Sharp drop in luxury threshold reflected the shift away from the high-end of the market.