

Elliman Report

Q1-2021 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 30.5%**
Prices Median Sales Price
- + 94.2%**
Sales Closed Sales
- 44.1%**
Inventory Total Inventory
- 35 days**
Marketing Time Days on Market

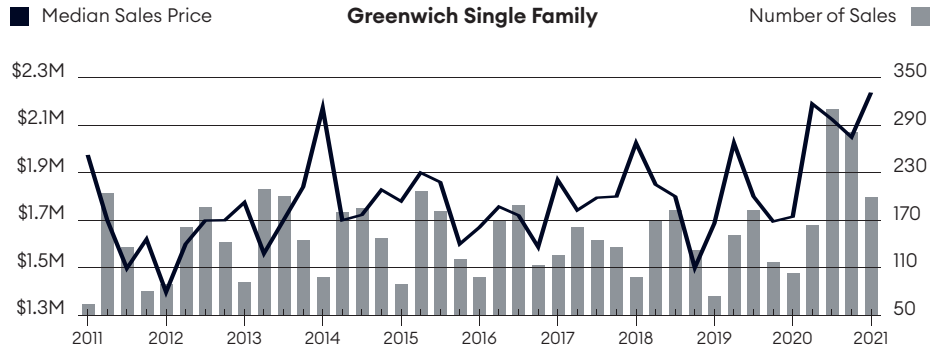
Condo

Dashboard

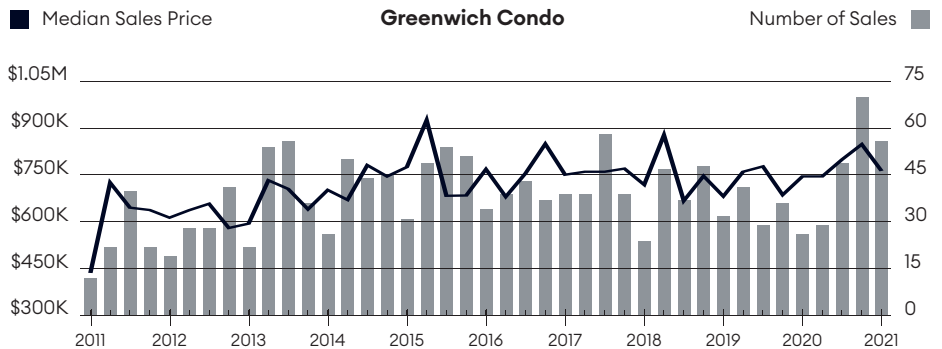
YEAR-OVER-YEAR

- + 2.3%**
Prices Median Sales Price
- + 115.4%**
Sales Closed Sales
- 38.4%**
Inventory Total Inventory
- 20 days**
Marketing Time Days on Market

- Single family sales volume remained heavy, nearly doubling year over year by the second-highest rate in a decade
- Single family listing inventory continued to plunge, falling annually at the highest rate in more than six years
- Condo sales more than doubled from the prior-year quarter, at the highest rate in nine years



Greenwich Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$2,966,451	4.1%	\$2,849,499	38.9%	\$2,135,778
Average Price Per Sq Ft	\$643	7.0%	\$601	25.1%	\$514
Median Sales Price	\$2,237,500	9.1%	\$2,050,000	30.5%	\$1,715,000
Number of Sales (Closed)	200	-29.1%	282	94.2%	103
Days on Market (From Last List Date)	150	5.6%	142	-18.9%	185
Listing Discount (From Last List Price)	3.8%		4.8%		6.3%
Listing Inventory	287	-9.5%	317	-44.1%	513
Months of Supply	4.3	26.5%	3.4	-71.1%	14.9



Greenwich Condos Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,119,332	-4.5%	\$1,171,616	7.1%	\$1,045,323
Average Price Per Sq Ft	\$538	-7.4%	\$581	5.5%	\$510
Median Sales Price	\$762,500	-10.1%	\$847,750	2.3%	\$745,000
Number of Sales (Closed)	56	-20.0%	70	115.4%	26
Days on Market (From Last List Date)	145	-6.5%	155	-12.1%	165
Listing Discount (From Last List Price)	3.6%		3.8%		9.0%
Listing Inventory	61	-22.8%	79	-38.4%	99
Months of Supply	3.3	-2.9%	3.4	-71.1%	11.4



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury

- Average sales size skewed sharply higher year over year for the fourth straight quarter
- Listing inventory fell annually for the eighth consecutive quarter

Cos Cob

- Condo sales more than doubled year over year for the third straight quarter of significant gains
- Single family listing inventory fell annually for the fourth consecutive quarter, at a rising rate

Old Greenwich

- Condo median sales price and sales were essentially unchanged from the prior year
- Single family sales rose sharply from the prior-year quarter for the fourth straight quarter

Riverside

- Single family sales surged from the prior-year quarter for the fourth consecutive quarter
- Single family listing inventory declined year over year for the ninth straight quarter

Greenwich

- Condo sales surged from the prior-year quarter for the third consecutive quarter
- Single family sales continued to post strong annual gains for the fifth consecutive quarter

SUBMARKETS

- After years of absorption at multi-year rates, Back Country and Mid Country are now trending with the remainder of the region
- The South of Post Road and Byram, Pemberwick, and Glenville regions are seeing their fastest market pace in at least six years

Greenwich Luxury Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$8,605,601	7.3%	\$8,021,528	79.7%	\$4,788,631
Average Price Per Sq Ft	\$922	8.2%	\$852	50.9%	\$611
Median Sales Price	\$6,750,000	5.9%	\$6,375,000	46.7%	\$4,600,000
Number of Sales (Closed)	27	-25.0%	36	107.7%	13
Days on Market (From Last List Date)	162	-16.5%	194	-38.2%	262
Listing Discount (From Last List Price)	3.9%		6.2%		7.9%
Listing Inventory	108	-4.4%	113	-36.8%	171
Months of Supply	12.0	27.7%	9.4	-69.6%	39.5
Entry Price Threshold	\$4,910,000	5.8%	\$4,640,000	29.2%	\$3,800,000

Cos Cob Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,455,158	6.6%	\$1,365,067	24.4%	\$1,169,792
Average Price Per Sq Ft	\$495	19.6%	\$414	17.0%	\$423
Median Sales Price	\$1,292,500	1.8%	\$1,270,000	32.6%	\$975,000
Number of Sales (Closed)	19	-36.7%	30	58.3%	12

Old Greenwich Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$2,232,613	-12.3%	\$2,544,750	3.2%	\$2,163,085
Average Price Per Sq Ft	\$682	4.3%	\$654	4.3%	\$654
Median Sales Price	\$2,077,500	7.2%	\$1,938,500	28.5%	\$1,616,250
Number of Sales (Closed)	20	-52.4%	42	25.0%	16

Riverside Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$2,363,169	-20.1%	\$2,956,474	16.0%	\$2,036,500
Average Price Per Sq Ft	\$610	-19.1%	\$754	0.5%	\$607
Median Sales Price	\$2,025,000	-1.2%	\$2,050,000	5.2%	\$1,925,000
Number of Sales (Closed)	31	-20.5%	39	106.7%	15

Greenwich Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$3,444,090	9.0%	\$3,160,378	46.8%	\$2,346,514
Average Price Per Sq Ft	\$657	11.7%	\$588	35.7%	\$484
Median Sales Price	\$2,427,500	0.3%	\$2,420,000	26.9%	\$1,912,500
Number of Sales (Closed)	130	-24.0%	171	116.7%	60

Greenwich Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,218,203	-12.5%	\$1,392,071	0.0%	\$1,218,229
Average Price Per Sq Ft	\$544	-8.1%	\$592	-1.3%	\$551
Median Sales Price	\$803,550	-19.6%	\$1,000,000	-18.4%	\$985,000
Number of Sales (Closed)	40	-18.4%	49	135.3%	17

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Byram + Pemberwick + Glenville	3.5	-20.5%	4.4	-72.4%	12.7
South of Post Road	4.3	-2.3%	4.4	-76.9%	18.6
Back Country	6.6	13.8%	5.8	-72.5%	24.0
Mid Country	5.5	52.8%	3.6	-67.3%	16.8

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

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