

# Elliman Report

## Q2-2020 Greenwich, CT Sales

### Single Family

Dashboard

YEAR-OVER-YEAR

- + 8.1%**  
Prices Median Sales Price
- + 7.9%**  
Sales Closed Sales
- 18.5%**  
Inventory Total Inventory
- + 31 days**  
Marketing Time Days on Market

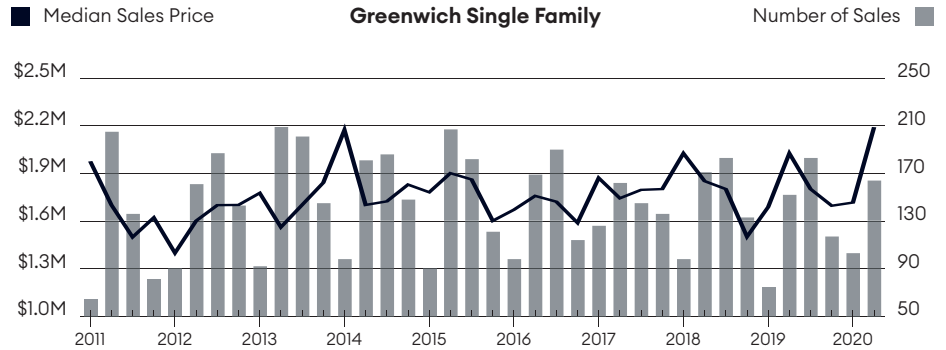
### Condo

Dashboard

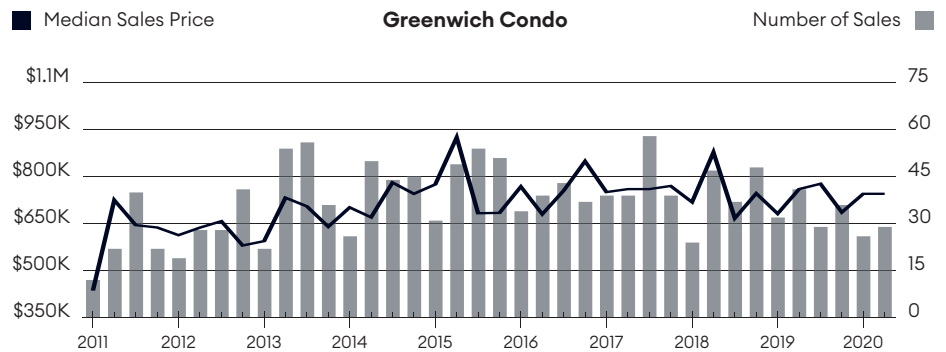
YEAR-OVER-YEAR

- 2.0%**  
Prices Median Sales Price
- 29.3%**  
Sales Closed Sales
- 10.9%**  
Inventory Total Inventory
- 28 days**  
Marketing Time Days on Market

- Single-family sales moved higher, in contrast to regional trends, benefiting from New York City's outbound migration
- Single-family median sales price rose annually for the third straight quarter
- Condo price trend indicators and sales declined year over year



Greenwich Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$2,703,186	26.6%	\$2,135,778	7.9%	\$2,505,025
Average Price Per Sq Ft	\$537	4.5%	\$514	-5.8%	\$570
Median Sales Price	\$2,190,000	27.7%	\$1,715,000	8.1%	\$2,025,000
Number of Sales (Closed)	164	59.2%	103	7.9%	152
Days on Market (From Last List Date)	218	17.8%	185	16.6%	187
Listing Discount (From Last List Price)	8.9%		6.3%		6.0%
Listing Inventory	590	15.0%	513	-18.5%	724
Months of Supply	10.8	-27.5%	14.9	-24.5%	14.3



Greenwich Condos Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$909,053	-13.0%	\$1,045,323	-6.9%	\$976,320
Average Price Per Sq Ft	\$478	-6.3%	\$510	-5.3%	\$505
Median Sales Price	\$745,000	0.0%	\$745,000	-2.0%	\$760,000
Number of Sales (Closed)	29	11.5%	26	-29.3%	41
Days on Market (From Last List Date)	111	-32.7%	165	-20.1%	139
Listing Discount (From Last List Price)	5.0%		9.0%		5.1%
Listing Inventory	106	7.1%	99	-10.9%	119
Months of Supply	11.0	-3.5%	11.4	26.4%	8.7



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Luxury

- Listing inventory fell annually for the fifth consecutive quarter
- Price trend indicators pressed higher from the year-ago quarter

## Cos Cob

- Single-family sales saw a large year over year uptick for the second straight quarter
- Single-family price trend indicators showed mixed results

## Old Greenwich

- Single-family sales saw a large year over year uptick
- Single-family price trend indicators declined from the prior year quarter

## Riverside

- Single-family price trend indicators surged from large shift towards larger sized sales
- Single-family sales were equal to levels seen in the prior-year quarter

## Greenwich

- Single-family median sales price and the number of sales moved higher
- Condo price trend indicators and the number of sales declined

### SUBMARKETS

- Back Country and Mid Country continued show a faster moving pace
- Regional paces slowed for both Byram, Pemberwick, and Glenville as well as South of Post Road

Greenwich Luxury Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$7,240,476	51.2%	\$4,788,631	13.0%	\$6,409,500
Average Price Per Sq Ft	\$767	25.5%	\$611	3.1%	\$744
Median Sales Price	\$5,830,000	26.7%	\$4,600,000	7.5%	\$5,425,000
Number of Sales (Closed)	21	61.5%	13	5.0%	20
Days on Market (From Last List Date)	315	20.2%	262	47.2%	214
Listing Discount (From Last List Price)	12.6%		7.9%		6.2%
Listing Inventory	181	5.8%	171	-6.2%	193
Months of Supply	25.9	-34.4%	39.5	-10.7%	29.0
Entry Price Threshold	\$4,100,000	7.9%	\$3,800,000	-4.7%	\$4,300,000

Cos Cob Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$1,463,906	25.1%	\$1,169,792	9.3%	\$1,339,682
Average Price Per Sq Ft	\$423	0.0%	\$423	-5.6%	\$448
Median Sales Price	\$1,150,500	18.0%	\$975,000	-22.0%	\$1,475,000
Number of Sales (Closed)	16	33.3%	12	45.5%	11

Old Greenwich Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$2,181,197	0.8%	\$2,163,085	-7.2%	\$2,350,614
Average Price Per Sq Ft	\$528	-19.3%	\$654	-15.2%	\$623
Median Sales Price	\$1,901,563	17.7%	\$1,616,250	-12.1%	\$2,162,500
Number of Sales (Closed)	28	75.0%	16	27.3%	22

Riverside Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$3,084,413	51.5%	\$2,036,500	69.8%	\$1,816,211
Average Price Per Sq Ft	\$652	7.4%	\$607	27.8%	\$510
Median Sales Price	\$2,528,750	31.4%	\$1,925,000	43.5%	\$1,762,500
Number of Sales (Closed)	30	100.0%	15	0.0%	30

Greenwich Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$2,958,824	26.1%	\$2,346,514	1.4%	\$2,919,410
Average Price Per Sq Ft	\$518	7.0%	\$484	-11.5%	\$585
Median Sales Price	\$2,450,000	28.1%	\$1,912,500	6.3%	\$2,304,000
Number of Sales (Closed)	90	50.0%	60	1.1%	89

Greenwich Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$953,827	-21.7%	\$1,218,229	-16.7%	\$1,145,580
Average Price Per Sq Ft	\$492	-10.7%	\$551	-13.1%	\$566
Median Sales Price	\$777,500	-21.1%	\$985,000	-7.4%	\$840,000
Number of Sales (Closed)	20	17.6%	17	-20.0%	25

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Byram + Pemberwick + Glenville	15.4	21.3%	12.7	40.0%	11.0
South of Post Road	27.3	46.8%	18.6	43.7%	19.0
Back Country	15.6	-35.0%	24.0	-27.4%	21.5
Mid Country	11.1	-33.9%	16.8	-27.5%	15.3

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