

Elliman Report

Q3-2020 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 18.1%**
Prices Median Sales Price
- + 69.9%**
Sales Closed Sales
- 23.0%**
Inventory Total Inventory
- 47 days**
Marketing Time Days on Market

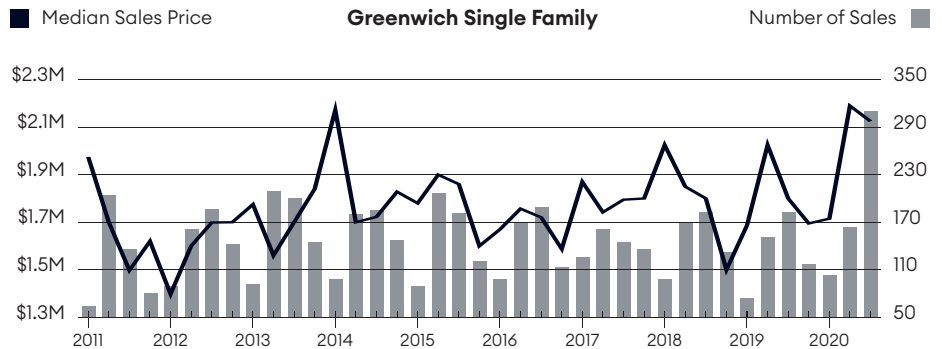
Condo

Dashboard

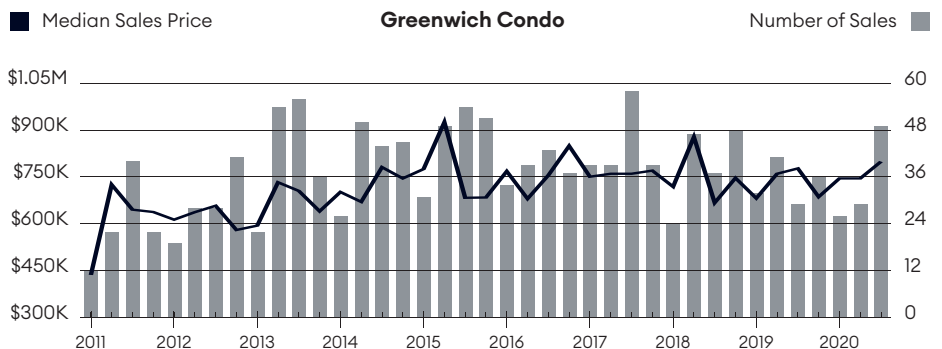
YEAR-OVER-YEAR

- + 2.8%**
Prices Median Sales Price
- + 69.0%**
Sales Closed Sales
- 26.3%**
Inventory Total Inventory
- + 56 days**
Marketing Time Days on Market

- Single-family sales surged to their highest level in at least a decade
- Single-family listing inventory fell sharply from the prior quarter
- Condo price trend indicators and sales surged from the prior-year quarter



Greenwich Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,678,476	-0.9%	\$2,703,186	9.7%	\$2,440,540
Average Price Per Sq Ft	\$585	8.9%	\$537	1.4%	\$577
Median Sales Price	\$2,125,000	-3.0%	\$2,190,000	18.1%	\$1,800,000
Number of Sales (Closed)	311	89.6%	164	69.9%	183
Days on Market (From Last List Date)	139	-36.2%	218	-25.3%	186
Listing Discount (From Last List Price)	4.4%		8.9%		7.8%
Listing Inventory	485	-17.8%	590	-23.0%	630
Months of Supply	4.7	-56.5%	10.8	-54.4%	10.3



Greenwich Condos Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,133,276	24.7%	\$909,053	15.7%	\$979,095
Average Price Per Sq Ft	\$522	9.2%	\$478	9.9%	\$475
Median Sales Price	\$799,000	7.2%	\$745,000	2.8%	\$777,000
Number of Sales (Closed)	49	69.0%	29	69.0%	29
Days on Market (From Last List Date)	156	40.5%	111	56.0%	100
Listing Discount (From Last List Price)	3.4%		5.0%		4.4%
Listing Inventory	101	-4.7%	106	-26.3%	137
Months of Supply	6.2	-43.6%	11.0	-56.3%	14.2



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury

- Median sales price rose to its highest level in more than two years
- Listing inventory declined year over year for the sixth straight quarter

Cos Cob

- Single-family sales and price trend indicators posted substantial year over year gains
- Single-family listing inventory, marketing time, and negotiability all fell sharply

Old Greenwich

- Single-family median sales price moved higher as sales surged
- Single-family listing inventory, marketing time, and negotiability all fell sharply

Riverside

- Single-family price trend indicators moved higher as sales jumped
- Single-family listing inventory fell sharply from prior-year and prior quarters

Greenwich

- Single-family sales and price trend indicators posted substantial year over year gains
- Condo sales surged from prior-year and prior quarter

SUBMARKETS

- Back Country showed its fastest-moving pace in at least five years of tracking
- The Byram, Pemberwick, and Glenville areas as well as Mid Country posted their fastest pace in five years

Greenwich Luxury Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$7,173,838	-0.9%	\$7,240,476	1.6%	\$7,061,455
Average Price Per Sq Ft	\$804	4.8%	\$767	-16.9%	\$968
Median Sales Price	\$6,170,000	5.8%	\$5,830,000	0.9%	\$6,112,500
Number of Sales (Closed)	37	76.2%	21	68.2%	22
Days on Market (From Last List Date)	203	-35.6%	315	-22.2%	261
Listing Discount (From Last List Price)	5.9%		12.6%		10.0%
Listing Inventory	154	-14.9%	181	-17.6%	187
Months of Supply	12.5	-51.7%	25.9	-51.0%	25.5
Entry Price Threshold	\$4,400,000	7.3%	\$4,100,000	3.5%	\$4,250,000

Cos Cob Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,532,259	4.7%	\$1,463,906	21.4%	\$1,261,842
Average Price Per Sq Ft	\$466	10.2%	\$423	11.0%	\$420
Median Sales Price	\$1,462,500	27.1%	\$1,150,500	44.8%	\$1,010,000
Number of Sales (Closed)	28	75.0%	16	47.4%	19

Old Greenwich Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,195,074	0.6%	\$2,181,197	-8.5%	\$2,400,156
Average Price Per Sq Ft	\$648	22.7%	\$528	-7.0%	\$697
Median Sales Price	\$1,895,000	-0.3%	\$1,901,563	4.1%	\$1,820,000
Number of Sales (Closed)	51	82.1%	28	59.4%	32

Riverside Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,176,032	-29.5%	\$3,084,413	13.1%	\$1,923,989
Average Price Per Sq Ft	\$562	-13.8%	\$652	1.3%	\$555
Median Sales Price	\$1,975,000	-21.9%	\$2,528,750	17.9%	\$1,675,000
Number of Sales (Closed)	51	70.0%	30	54.5%	33

Greenwich Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$3,133,572	5.9%	\$2,958,824	9.9%	\$2,851,992
Average Price Per Sq Ft	\$590	13.9%	\$518	2.8%	\$574
Median Sales Price	\$2,420,000	-1.2%	\$2,450,000	21.0%	\$2,000,000
Number of Sales (Closed)	181	101.1%	90	82.8%	99

Greenwich Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,279,717	34.2%	\$953,827	13.4%	\$1,128,075
Average Price Per Sq Ft	\$525	6.7%	\$492	9.4%	\$480
Median Sales Price	\$1,000,000	28.6%	\$777,500	-3.8%	\$1,040,000
Number of Sales (Closed)	37	85.0%	20	85.0%	20

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Byram + Pemberwick + Glenville	3.8	-75.3%	15.4	-33.3%	5.7
South of Post Road	7.9	-71.1%	27.3	-30.7%	11.4
Back Country	6.7	-57.1%	15.6	-68.7%	21.4
Mid Country	5.3	-52.3%	11.1	-64.4%	14.9

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

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