

# Elliman Report

## Q3-2021 Greenwich, CT Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

- + 6.4%**  
Prices Median Sales Price
- + 5.5%**  
Sales Closed Sales
- 45.2%**  
Inventory Total Inventory
- 62 days**  
Marketing Time Days on Market

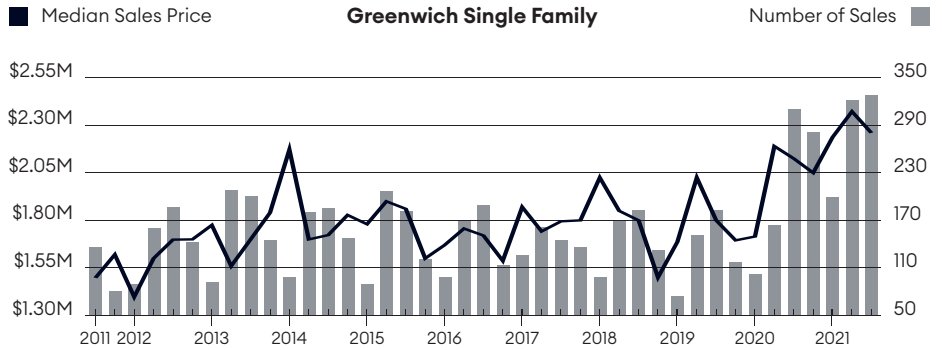
### Condo

#### Dashboard

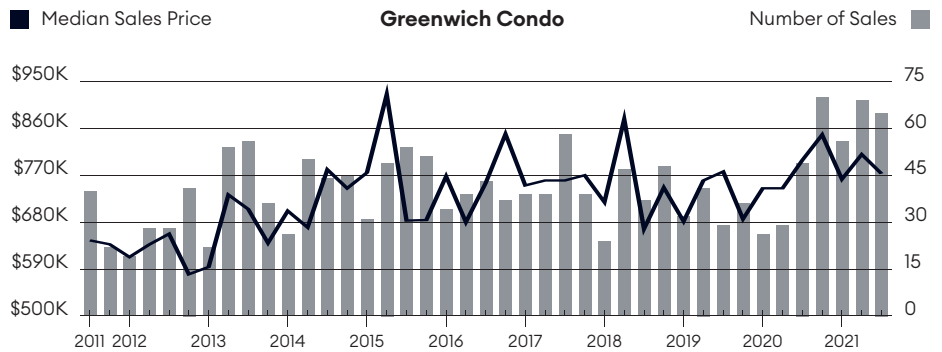
YEAR-OVER-YEAR

- 3.3%**  
Prices Median Sales Price
- + 32.7%**  
Sales Closed Sales
- 56.4%**  
Inventory Total Inventory
- 63 days**  
Marketing Time Days on Market

- Single family sales rose to their highest level in a decade for their second straight quarter
- Single family price trend indicators continued to rise year over year but also surged above the same period two years ago
- Condo sales rose to their third-highest level as the size of their average sale fell sharply



Greenwich Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$2,924,876	-1.6%	\$2,971,381	9.2%	\$2,678,476
Average Price Per Sq Ft	\$648	2.5%	\$632	10.8%	\$585
Median Sales Price	\$2,260,000	-4.7%	\$2,372,500	6.4%	\$2,125,000
Number of Sales (Closed)	328	1.9%	322	5.5%	311
Days on Market (From Last List Date)	77	-30.6%	111	-44.6%	139
Listing Discount (From Last List Price)	1.5%		2.5%		4.4%
Listing Inventory	266	-22.0%	341	-45.2%	485
Months of Supply	2.4	-25.0%	3.2	-48.9%	4.7



Greenwich Condos Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,114,846	8.6%	\$1,026,676	-1.6%	\$1,133,276
Average Price Per Sq Ft	\$600	14.5%	\$524	14.9%	\$522
Median Sales Price	\$773,000	-4.6%	\$810,000	-3.3%	\$799,000
Number of Sales (Closed)	65	-5.8%	69	32.7%	49
Days on Market (From Last List Date)	93	6.9%	87	-40.4%	156
Listing Discount (From Last List Price)	1.7%		1.4%		3.4%
Listing Inventory	44	-44.3%	79	-56.4%	101
Months of Supply	2.0	-41.2%	3.4	-67.7%	6.2



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Luxury

- Median sales price rose to its highest level in nearly nine years
- Listing inventory and months of supply continued to fall to their lowest levels on record

## Cos Cob

- Condo price trend indicators rose year over year and above the same period two years ago
- Single family sales surged annually to a record and more than doubled the same period in 2019

## Old Greenwich

- Condo median sales price more than doubled year over year
- Single family price trend indicators increased year over year and above the same period two years ago

## Riverside

- Single family price trend indicators increased year over year and above the same period two years ago
- Single family sales stabilized year over year as listing inventory continued to fall sharply

## Greenwich

- Condo sales rose year over year for the fifth consecutive quarter
- Single family median sales price increased year over year for the sixth straight quarter

### SUBMARKETS

- Mid Country and South of Post Road saw their fastest pace on record
- The Back Country market moved three and half times faster than two years ago

Greenwich Luxury Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$7,487,373	1.4%	\$7,381,619	4.4%	\$7,173,838
Average Price Per Sq Ft	\$832	1.7%	\$818	3.5%	\$804
Median Sales Price	\$6,775,000	5.4%	\$6,425,000	9.8%	\$6,170,000
Number of Sales (Closed)	40	0.0%	40	8.1%	37
Days on Market (From Last List Date)	124	-22.5%	160	-38.9%	203
Listing Discount (From Last List Price)	3.4%		3.8%		5.9%
Listing Inventory	74	-11.9%	84	-51.9%	154
Months of Supply	5.6	-11.1%	6.3	-55.2%	12.5
Entry Price Threshold	\$5,064,000	-8.1%	\$5,512,250	15.1%	\$4,400,000

Cos Cob Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,859,570	17.1%	\$1,587,655	21.4%	\$1,532,259
Average Price Per Sq Ft	\$537	11.0%	\$484	15.2%	\$466
Median Sales Price	\$1,895,000	38.8%	\$1,365,000	29.6%	\$1,462,500
Number of Sales (Closed)	39	34.5%	29	39.3%	28

Old Greenwich Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$2,753,353	6.0%	\$2,597,471	25.4%	\$2,195,074
Average Price Per Sq Ft	\$760	5.1%	\$723	17.3%	\$648
Median Sales Price	\$2,250,000	-3.2%	\$2,325,000	18.7%	\$1,895,000
Number of Sales (Closed)	57	14.0%	50	11.8%	51

Riverside Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$2,537,539	-4.6%	\$2,658,974	16.6%	\$2,176,032
Average Price Per Sq Ft	\$686	0.1%	\$685	22.1%	\$562
Median Sales Price	\$2,195,000	-1.3%	\$2,225,000	11.1%	\$1,975,000
Number of Sales (Closed)	51	-12.1%	58	0.0%	51

Greenwich Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,317,571	-2.1%	\$3,387,289	5.9%	\$3,133,572
Average Price Per Sq Ft	\$633	2.4%	\$618	7.3%	\$590
Median Sales Price	\$2,500,000	-10.9%	\$2,805,000	3.3%	\$2,420,000
Number of Sales (Closed)	181	-2.2%	185	0.0%	181

Greenwich Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,220,438	7.7%	\$1,133,633	-4.6%	\$1,279,717
Average Price Per Sq Ft	\$627	18.5%	\$529	19.4%	\$525
Median Sales Price	\$780,000	-16.4%	\$932,500	-22.0%	\$1,000,000
Number of Sales (Closed)	49	-2.0%	50	32.4%	37

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Byram + Pemberwick + Glenville	2.3	9.5%	2.1	-39.5%	3.8
South of Post Road	2.9	-45.3%	5.3	-63.3%	7.9
Back Country	6.2	-3.1%	6.4	-7.5%	6.7
Mid Country	3.1	-27.9%	4.3	-41.5%	5.3

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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