

ELLI MAN

REPORT

3Q 2016

GREENWICH, CT SALES

Quarterly Survey of Greenwich, Connecticut Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

7.5%

SALES

Closed Sales

4.4%

INVENTORY

Total Inventory

9.1%

MARKETING TIME

Days on Market

1 day

CONDO & TOWNHOUSE

PRICES

Median Sales Price

10.5%

SALES

Closed Sales

20.4%

INVENTORY

Total Inventory

15.6%

MARKETING TIME

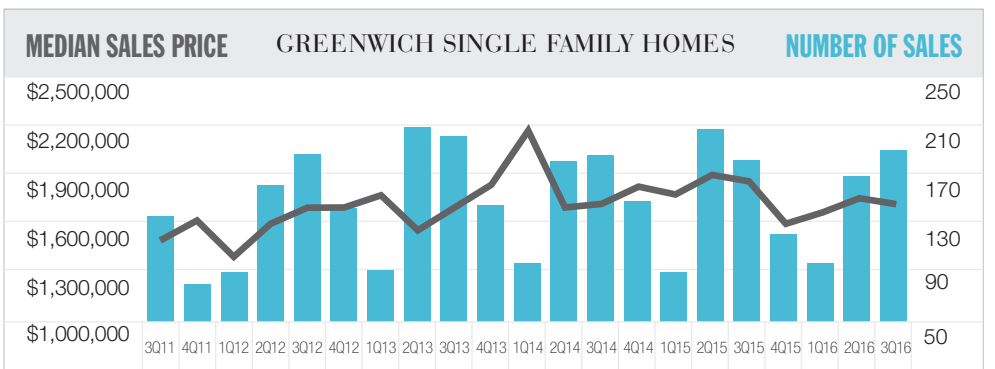
Days on Market

3 days

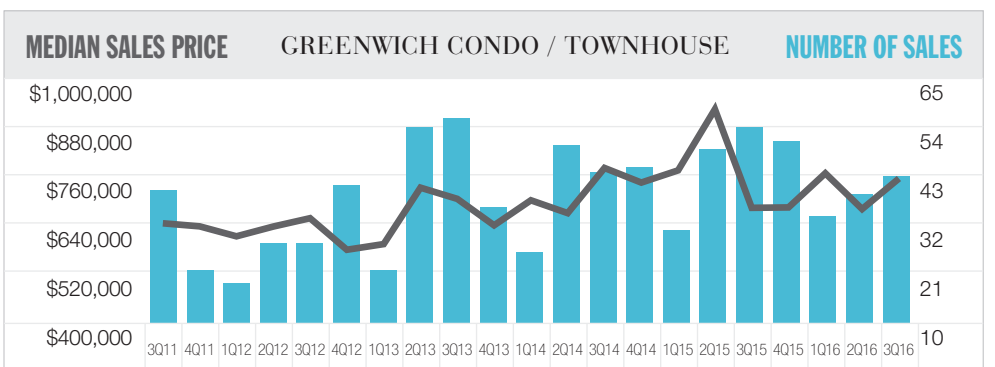
- Single family price trend indicators continued to slide
- Single family sales and inventory expanded
- Condo median sales price jumped as sales declined
- Condo marketing time slipped as negotiability stabilized

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Greenwich Market Matrix (Single Family)	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$2,208,287	-1.5%	\$2,241,799	-12.4%	\$2,519,440
Average Price Per Sq Ft	\$557	-1.9%	\$568	-9.1%	\$613
Median Sales Price	\$1,720,500	-2.1%	\$1,757,000	-7.5%	\$1,860,500
Number of Sales (Closed)	190	12.4%	169	4.4%	182
Days on Market (From Last List Date)	149	2.4%	146	-0.5%	150
Listing Discount (From Last List Price)	5.6%		5.5%		5.2%
Listing Inventory (Active)	614	-9.4%	678	9.1%	563
Absorption Period (Months)	9.7	-19.4%	12.0	4.5%	9.3



Greenwich Market Matrix (Condos/TH)	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$972,727	30.9%	\$743,327	4.8%	\$928,352
Average Price Per Sq Ft	\$485	4.5%	\$464	-0.2%	\$486
Median Sales Price	\$755,000	11.0%	\$680,000	10.5%	\$683,000
Number of Sales (Closed)	43	10.3%	39	-20.4%	54
Days on Market (From Last List Date)	132	46.2%	90	-2.6%	135
Listing Discount (From Last List Price)	4.2%		3.3%		4.3%
Listing Inventory (Active)	104	-17.5%	126	15.6%	90
Absorption Period (Months)	7.3	-25.1%	9.7	45.1%	5.0



LUXURY

- Price trend indicators declined and negotiability expanded
- Listing inventory and negotiability continued to expand

BY LOCATION

COS COB

- Single family price trend indicators declined
- Single family sales surged

OLD GREENWICH

- Single family price trend indicators fell
- Single family sales moved higher

RIVERSIDE

- Single family price trend indicators were mixed
- Single family number of sales surged

GREENWICH

- Single family price trend indicators continued to decline
- Single family sales edged lower
- Condo price indicators were mixed
- Condo sales declined

Submarkets

- South of Post Road area market pace remained the fastest and most stable
- Back Country absorption was more than twice as slow as the expanded Byram area

Greenwich Luxury Market Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$5,664,375	1.1%	\$5,603,595	-15.7%	\$6,721,239
Average Price Per Sq Ft	\$677	-3.8%	\$704	-7.4%	\$731
Median Sales Price	\$4,837,500	-3.3%	\$5,000,000	-17.4%	\$5,860,000
Number of Sales (Closed)	24	14.3%	21	0.0%	24
Days on Market (From Last List Date)	222	1.4%	218	-21.7%	283
Listing Discount (From Last List Price)	7.2%		8.2%		5.9%
Listing Inventory (Active)	259	-3.4%	268	32.1%	196
Absorption Period (Months)	32.4	-15.4%	38.3	32.1%	24.5
Entry Threshold	\$3,870,000	-3.3%	\$4,000,000	-13.5%	\$4,475,000

Cos Cob Single Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$1,195,973	-18.3%	\$1,463,224	-16.6%	\$1,434,584
Average Price per Sq Ft	\$470	-0.9%	\$474	-1.5%	\$477
Median Sales Price	\$1,050,000	-19.8%	\$1,310,000	-8.7%	\$1,150,000
Number of Sales (Closed)	29	0.0%	29	70.6%	17

Old Greenwich Single Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$1,902,540	-13.2%	\$2,192,800	-12.0%	\$2,161,967
Average Price per Sq Ft	\$638	-1.7%	\$649	-8.8%	\$700
Median Sales Price	\$1,572,500	-31.2%	\$2,285,000	-11.9%	\$1,785,000
Number of Sales (Closed)	34	36.0%	25	13.3%	30

Riverside Single Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$2,516,375	19.9%	\$2,099,195	21.8%	\$2,065,288
Average Price per Sq Ft	\$659	1.4%	\$650	3.7%	\$635
Median Sales Price	\$1,875,000	9.5%	\$1,712,500	-3.4%	\$1,941,000
Number of Sales (Closed)	32	6.7%	30	60.0%	20

Greenwich Single Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$2,522,958	-1.9%	\$2,572,173	-19.0%	\$3,113,711
Average Price per Sq Ft	\$532	-3.6%	\$552	-13.5%	\$615
Median Sales Price	\$2,200,000	7.3%	\$2,050,000	-4.1%	\$2,295,000
Number of Sales (Closed)	95	11.8%	85	-3.1%	98

Greenwich Condo Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$1,070,190	35.3%	\$790,740	1.3%	\$1,056,006
Average Price per Sq Ft	\$487	3.8%	\$469	-4.7%	\$511
Median Sales Price	\$755,000	6.0%	\$712,500	-10.7%	\$845,000
Number of Sales (Closed)	25	-3.8%	26	-28.6%	35

Greenwich Submarkets Matrix (Single Family)	Listing Inventory		Number of Sales		Absorption Rate	
	3Q-2016	%Δ (YR)	3Q-2016	%Δ (YR)	3Q-2016	%Δ (YR)
Byram+Pemberwick+Glenville	45	95.7%	14	-6.7%	9.6	108.7%
South of Post Road	48	26.3%	17	21.4%	8.5	4.9%
Back Country	130	22.6%	17	-15.0%	22.9	44.0%
Mid Country	214	58.5%	48	-9.4%	13.4	76.3%

Douglas Elliman
Real Estate
88 Field Point Rd
Greenwich, CT 06830
203.622.4900 / elliman.com

Miller Samuel Inc.
Real Estate Appraisers & Consultants
21 West 38th Street
New York, NY 10018
212.768.8100 / millersamuel.com

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