

Elliman Report

Q2-2022 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 5.4%**
Prices Median Sales Price
- 40.1%**
Sales Closed Sales
- 37.2%**
Inventory Total Inventory
- 40 days**
Marketing Time Days on Market

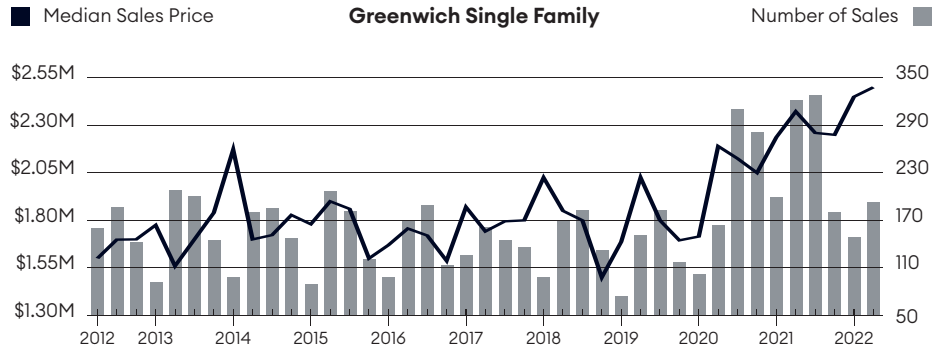
Condo

Dashboard

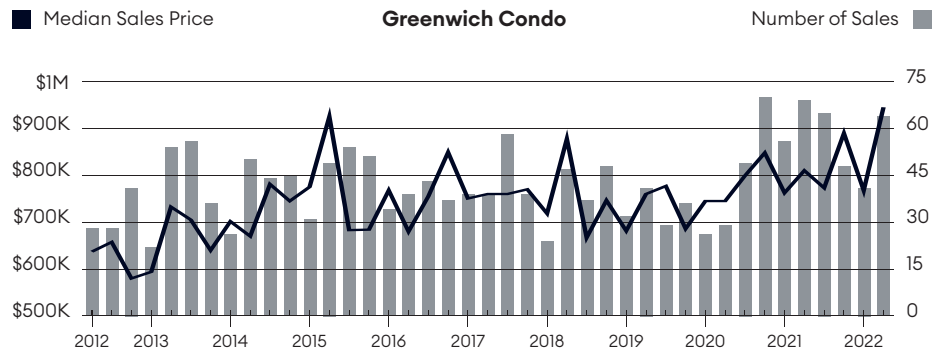
YEAR-OVER-YEAR

- + 16.7%**
Prices Median Sales Price
- 7.2%**
Sales Closed Sales
- 36.7%**
Inventory Total Inventory
- 47 days**
Marketing Time Days on Market

- Single family sales fell at the highest rate on record from the year-ago boom, but sales remained well-above pre-pandemic levels
- Single family median sales price hasn't seen a year over year decline in more than three years
- Condo bidding wars rose to the second-highest share on record, accounting for nearly three out of ten sales



Greenwich Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$3,109,869	6.0%	\$2,935,077	4.7%	\$2,971,381
Average Price Per Sq Ft	\$721	12.1%	\$643	14.1%	\$632
Median Sales Price	\$2,500,000	2.0%	\$2,450,000	5.4%	\$2,372,500
Number of Sales (Closed)	193	29.5%	149	-40.1%	322
Days on Market (From Last List Date)	71	-33.0%	106	-36.0%	111
Listing Discount (From Last List Price)	-0.8%		2.3%		2.5%
Listing Inventory	214	52.9%	140	-37.2%	341
Months of Supply	3.3	17.9%	2.8	3.1%	3.2



Greenwich Condos Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,151,785	0.0%	\$1,151,608	12.2%	\$1,026,676
Average Price Per Sq Ft	\$600	-3.4%	\$621	14.5%	\$524
Median Sales Price	\$945,000	23.1%	\$767,500	16.7%	\$810,000
Number of Sales (Closed)	64	56.1%	41	-7.2%	69
Days on Market (From Last List Date)	40	-47.4%	76	-54.0%	87
Listing Discount (From Last List Price)	-3.0%		-0.4%		1.4%
Listing Inventory	50	51.5%	33	-36.7%	79
Months of Supply	2.3	-4.2%	2.4	-32.4%	3.4



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury

- Bidding wars nearly doubled annually to the second highest share on record
- Median sales price rose annually for the eighth time in nine quarters

Cos Cob

- Single family median sales price increased annually for the eighth straight quarter
- Condo sales surged year over year for the first gain in four quarters

Old Greenwich

- Single family median sales price fell annually for the second consecutive quarter
- Condo listing inventory fell sharply for the sixth straight quarter

Riverside

- Listing inventory declined year over year to the third lowest on record
- Median and average sales prices declined annually for the second consecutive quarter

Greenwich

- Single family listing inventory declined year over year to the third lowest on record
- Condo listing discount reflected an overall premium paid above the last asking price

SUBMARKETS

- Back Country market pace was at its slowest rate since the pandemic era began but remained sharply below pre-pandemic levels
- The Byram, Pemberwick, and Glenville areas remained the fastest-paced region for the sixth straight month

Greenwich Luxury Matrix (Top 10% of Sales)	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$7,507,641	5.1%	\$7,144,994	1.7%	\$7,381,619
Average Price Per Sq Ft	\$939	11.5%	\$842	14.8%	\$818
Median Sales Price	\$6,612,500	0.2%	\$6,597,500	2.9%	\$6,425,000
Number of Sales (Closed)	26	30.0%	20	-35.0%	40
Days on Market (From Last List Date)	89	-47.0%	168	-44.4%	160
Listing Discount (From Last List Price)	1.1%		2.8%		3.8%
Listing Inventory	74	1.4%	73	-11.9%	84
Months of Supply	8.5	-22.7%	11.0	34.9%	6.3
Entry Price Threshold	\$5,215,000	6.5%	\$4,895,000	-5.4%	\$5,512,250

Cos Cob Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,877,965	12.7%	\$1,666,252	18.3%	\$1,587,655
Average Price Per Sq Ft	\$583	19.2%	\$489	20.5%	\$484
Median Sales Price	\$1,650,000	13.8%	\$1,450,000	20.9%	\$1,365,000
Number of Sales (Closed)	28	64.7%	17	-3.4%	29

Old Greenwich Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$3,142,187	29.2%	\$2,431,429	21.0%	\$2,597,471
Average Price Per Sq Ft	\$915	22.3%	\$748	26.6%	\$723
Median Sales Price	\$2,175,000	16.9%	\$1,860,000	-6.5%	\$2,325,000
Number of Sales (Closed)	22	57.1%	14	-56.0%	50

Riverside Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$2,619,596	19.6%	\$2,189,633	-1.5%	\$2,658,974
Average Price Per Sq Ft	\$773	5.9%	\$730	12.8%	\$685
Median Sales Price	\$2,182,000	17.9%	\$1,850,000	-1.9%	\$2,225,000
Number of Sales (Closed)	33	120.0%	15	-43.1%	58

Greenwich Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$3,564,064	7.3%	\$3,321,512	5.2%	\$3,387,289
Average Price Per Sq Ft	\$707	9.8%	\$644	14.4%	\$618
Median Sales Price	\$3,132,500	9.9%	\$2,850,000	11.7%	\$2,805,000
Number of Sales (Closed)	110	6.8%	103	-40.5%	185

Greenwich Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,295,587	5.8%	\$1,224,162	14.3%	\$1,133,633
Average Price Per Sq Ft	\$610	-5.9%	\$648	15.3%	\$529
Median Sales Price	\$1,059,625	32.2%	\$801,250	13.6%	\$932,500
Number of Sales (Closed)	46	35.3%	34	-8.0%	50

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Byram + Pemberwick + Glenville	2.5	-10.7%	2.8	19.0%	2.1
South of Post Road	4.2	40.0%	3.0	-20.8%	5.3
Back Country	11.1	136.2%	4.7	73.4%	6.4
Mid Country	3.8	18.8%	3.2	-11.6%	4.3

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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

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