

Elliman Report

Q3-2022 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 6.7%
Prices Median Sales Price

- 36.9%
Sales Closed Sales

- 18.0%
Inventory Total Inventory

- 18 days
Marketing Time Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

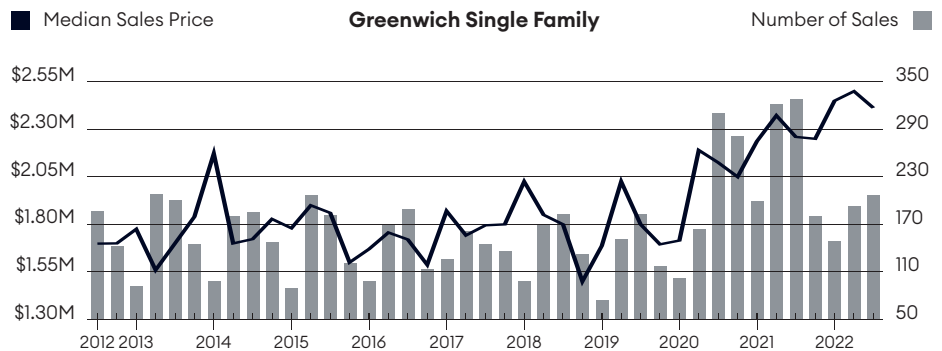
+ 13.8%
Prices Median Sales Price

- 41.5%
Sales Closed Sales

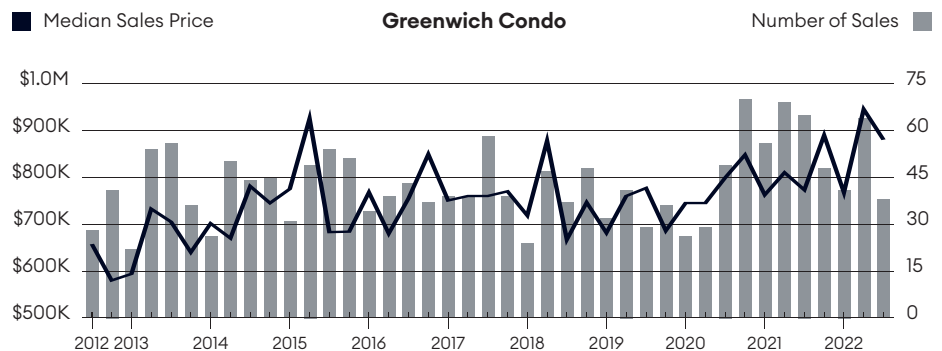
+ 25.0%
Inventory Total Inventory

- 52 days
Marketing Time Days on Market

- Single family sales fell from the year-ago record but remained above pre-pandemic levels
- Single family median sales price hasn't seen a year-over-year decline in fourteen quarters
- Condo sales fell year over year for the fourth quarter but were well above pre-pandemic levels



Greenwich Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$3,137,473	0.9%	\$3,109,869	7.3%	\$2,924,876
Average Price Per Sq Ft	\$716	-0.7%	\$721	10.5%	\$648
Median Sales Price	\$2,412,500	-3.5%	\$2,500,000	6.7%	\$2,260,000
Number of Sales (Closed)	207	7.3%	193	-36.9%	328
Days on Market (From Last List Date)	59	-16.9%	71	-23.4%	77
Listing Discount (From Last List Price)	-0.4%		-0.8%		1.5%
Listing Inventory	218	1.9%	214	-18.0%	266
Months of Supply	3.2	-3.0%	3.3	33.3%	2.4



Greenwich Condos Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,398,921	21.5%	\$1,151,785	25.5%	\$1,114,846
Average Price Per Sq Ft	\$647	7.8%	\$600	7.8%	\$600
Median Sales Price	\$880,000	-6.9%	\$945,000	13.8%	\$773,000
Number of Sales (Closed)	38	-40.6%	64	-41.5%	65
Days on Market (From Last List Date)	41	2.5%	40	-55.9%	93
Listing Discount (From Last List Price)	-1.6%		-3.0%		1.7%
Listing Inventory	55	10.0%	50	25.0%	44
Months of Supply	4.3	87.0%	2.3	115.0%	2.0



Luxury

- Listing inventory fell annually to the second lowest on record, less than half of pre-pandemic levels
- Median sales price increased year over year for the second time in three quarters

Cos Cob

- Single family median sales price fell annually for the first time in nine quarters
- Condo sales expanded annually for the second consecutive quarter

Old Greenwich

- Single family median sales price expanded year over year for the first time in three quarters
- Condo median sales price fell annually for the first time in five quarters

Riverside

- Listing inventory declined year over year for the fifteenth consecutive quarter
- Median sales price slipped annually for the third straight quarter

Greenwich

- Single family median sales price rose for the third straight quarter
- Condo listing inventory declined year over year for the tenth consecutive quarter

SUBMARKETS

- The Byram, Pemberwick, and Glenville areas remained the fastest-paced region for the seventh consecutive quarter
- The Mid Country market pace was the third fastest on record and nearly twice as fast as pre-pandemic levels

Greenwich Luxury Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$7,434,780	-1.0%	\$7,507,641	-0.7%	\$7,487,373
Average Price Per Sq Ft	\$778	-17.1%	\$939	-6.5%	\$832
Median Sales Price	\$7,102,000	7.4%	\$6,612,500	4.8%	\$6,775,000
Number of Sales (Closed)	25	-3.8%	26	-37.5%	40
Days on Market (From Last List Date)	139	56.2%	89	12.1%	124
Listing Discount (From Last List Price)	2.0%		1.1%		3.4%
Listing Inventory	69	-6.8%	74	-6.8%	74
Months of Supply	8.3	-2.4%	8.5	48.2%	5.6
Entry Price Threshold	\$5,700,000	9.3%	\$5,215,000	12.6%	\$5,064,000

Cos Cob Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,647,297	-12.3%	\$1,877,965	-11.4%	\$1,859,570
Average Price Per Sq Ft	\$568	-2.6%	\$583	5.8%	\$537
Median Sales Price	\$1,600,000	-3.0%	\$1,650,000	-15.6%	\$1,895,000
Number of Sales (Closed)	19	-32.1%	28	-51.3%	39

Old Greenwich Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,597,358	-17.3%	\$3,142,187	-5.7%	\$2,753,353
Average Price Per Sq Ft	\$803	-12.2%	\$915	5.7%	\$760
Median Sales Price	\$2,433,333	11.9%	\$2,175,000	8.1%	\$2,250,000
Number of Sales (Closed)	37	68.2%	22	-35.1%	57

Riverside Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,569,875	-1.9%	\$2,619,596	1.3%	\$2,537,539
Average Price Per Sq Ft	\$762	-1.4%	\$773	11.1%	\$686
Median Sales Price	\$1,927,500	-11.7%	\$2,182,000	-12.2%	\$2,195,000
Number of Sales (Closed)	36	9.1%	33	-29.4%	51

Greenwich Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$3,735,134	4.8%	\$3,564,064	12.6%	\$3,317,571
Average Price Per Sq Ft	\$703	-0.6%	\$707	11.1%	\$633
Median Sales Price	\$3,195,000	2.0%	\$3,132,500	27.8%	\$2,500,000
Number of Sales (Closed)	115	4.5%	110	-36.5%	181

Greenwich Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,585,483	22.4%	\$1,295,587	29.9%	\$1,220,438
Average Price Per Sq Ft	\$668	9.5%	\$610	6.5%	\$627
Median Sales Price	\$1,137,500	7.3%	\$1,059,625	45.8%	\$780,000
Number of Sales (Closed)	30	-34.8%	46	-38.8%	49

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Byram + Pemberwick + Glenville	2.2	-12.0%	2.5	-4.3%	2.3
South of Post Road	6.9	64.3%	4.2	137.9%	2.9
Back Country	7.0	-36.9%	11.1	12.9%	6.2
Mid Country	3.3	-13.2%	3.8	6.5%	3.1

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

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