

Elliman Report

Q4-2022 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 5.6%**
Prices Median Sales Price
- 42.0%**
Sales Closed Sales
- 13.8%**
Inventory Total Inventory
- 37 days**
Marketing Time Days on Market

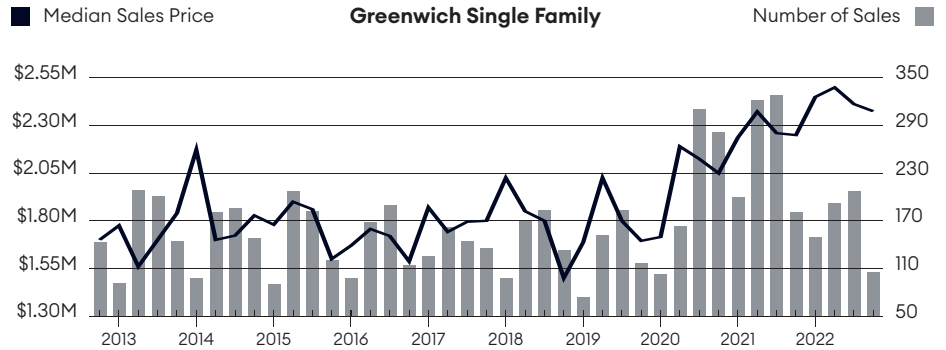
Condo

Dashboard

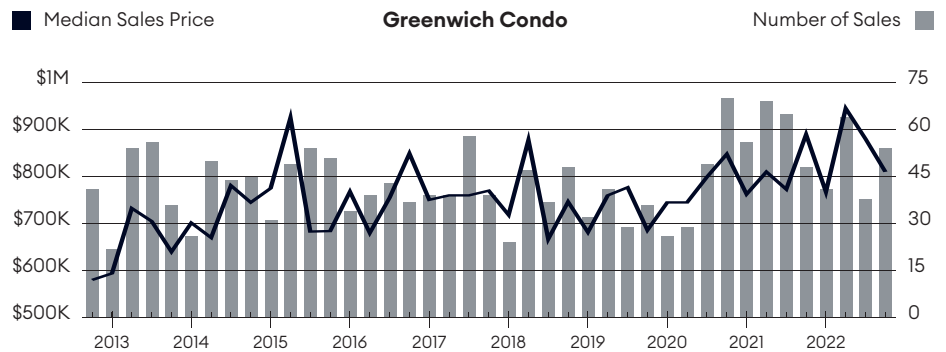
YEAR-OVER-YEAR

- 8.9%**
Prices Median Sales Price
- + 12.5%**
Sales Closed Sales
- 29.5%**
Inventory Total Inventory
- 40 days**
Marketing Time Days on Market

- Single family median sales price increased year over year and remained significantly above pre-pandemic levels
- Single family sales declined year over year for the past five quarters and remained below pre-pandemic levels
- Condo sales increased annually for the first time in five quarters and remained significantly above pre-pandemic levels



Greenwich Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,716,136	-13.4%	\$3,137,473	-13.9%	\$3,153,103
Average Price Per Sq Ft	\$687	-4.1%	\$716	3.2%	\$666
Median Sales Price	\$2,375,000	-1.6%	\$2,412,500	5.6%	\$2,250,000
Number of Sales (Closed)	105	-49.3%	207	-42.0%	181
Days on Market (From Last List Date)	59	0.0%	59	-38.5%	96
Listing Discount (From Last List Price)	0.7%		-0.4%		3.2%
Listing Inventory	144	-33.9%	218	-13.8%	167
Months of Supply	4.1	28.1%	3.2	46.4%	2.8



Greenwich Condos Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$997,165	-28.7%	\$1,398,921	-14.2%	\$1,162,393
Average Price Per Sq Ft	\$684	5.7%	\$647	17.7%	\$581
Median Sales Price	\$810,000	-8.0%	\$880,000	-8.9%	\$889,500
Number of Sales (Closed)	54	42.1%	38	12.5%	48
Days on Market (From Last List Date)	58	41.5%	41	-40.8%	98
Listing Discount (From Last List Price)	0.9%		-1.6%		3.7%
Listing Inventory	31	-43.6%	55	-29.5%	44
Months of Supply	1.7	-60.5%	4.3	-39.3%	2.8



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury

- Price trend indicators fell short of year-ago levels but were well-above pre-pandemic levels
- Listing inventory rose year over year for the first time in fifteen quarters yet was two-thirds below pre-pandemic levels

Cos Cob

- Single family price trend indicators were up sharply year over year
- Condo sales rose annually for the third time to a new record

Old Greenwich

- Single family price trend indicators showed mixed results but remained well above pre-pandemic levels
- Condo sales surged year over year for the first time in five quarters

Riverside

- Price trend indicators declined annually but remained above pre-pandemic levels
- Sales declined year over year for the past five quarters and remained below pre-pandemic levels

Greenwich

- Single family price trend indicators showed mixed results but remained well above pre-pandemic levels
- Condo listing inventory fell year over year for the eleventh straight quarter

SUBMARKETS

- The Back Country market pace was the slowest of the four regions but was moving much faster than in the same period just before the pandemic
- The Byram, Pemberwick, and Glenville areas remained the fastest-paced region for the eighth straight quarter

Greenwich Luxury Matrix (Top 10% of Sales)	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$6,147,624	-17.3%	\$7,434,780	-35.9%	\$9,593,739
Average Price Per Sq Ft	\$802	3.1%	\$778	-7.3%	\$865
Median Sales Price	\$5,675,000	-20.1%	\$7,102,000	-18.9%	\$7,000,000
Number of Sales (Closed)	16	-36.0%	25	-30.4%	23
Days on Market (From Last List Date)	72	-48.2%	139	-18.2%	88
Listing Discount (From Last List Price)	2.3%		2.0%		4.5%
Listing Inventory	71	2.9%	69	31.5%	54
Months of Supply	13.3	60.2%	8.3	90.0%	7.0
Entry Price Threshold	\$4,153,000	-27.1%	\$5,700,000	-23.3%	\$5,412,000

Cos Cob Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,050,708	24.5%	\$1,647,297	36.9%	\$1,497,844
Average Price Per Sq Ft	\$595	4.8%	\$568	13.1%	\$526
Median Sales Price	\$1,750,000	9.4%	\$1,600,000	29.6%	\$1,350,000
Number of Sales (Closed)	12	-36.8%	19	-36.8%	19

Old Greenwich Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,603,391	0.2%	\$2,597,358	-3.1%	\$2,687,821
Average Price Per Sq Ft	\$803	0.0%	\$803	3.6%	\$775
Median Sales Price	\$2,737,500	12.5%	\$2,433,333	25.9%	\$2,173,750
Number of Sales (Closed)	12	-67.6%	37	-57.1%	28

Riverside Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,449,337	-4.7%	\$2,569,875	-23.0%	\$3,181,835
Average Price Per Sq Ft	\$688	-9.7%	\$762	-12.0%	\$782
Median Sales Price	\$2,093,500	8.6%	\$1,927,500	-18.4%	\$2,565,000
Number of Sales (Closed)	20	-44.4%	36	-9.1%	22

Greenwich Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,956,694	-20.8%	\$3,735,134	-16.6%	\$3,544,583
Average Price Per Sq Ft	\$685	-2.6%	\$703	6.9%	\$641
Median Sales Price	\$2,500,000	-21.8%	\$3,195,000	6.5%	\$2,347,500
Number of Sales (Closed)	61	-47.0%	115	-45.5%	112

Greenwich Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,167,278	-26.4%	\$1,585,483	-3.3%	\$1,207,252
Average Price Per Sq Ft	\$730	9.3%	\$668	25.2%	\$583
Median Sales Price	\$929,950	-18.2%	\$1,137,500	3.3%	\$900,000
Number of Sales (Closed)	32	6.7%	30	-25.6%	43

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Byram + Pemberwick + Glenville	2.7	22.7%	2.2	28.6%	2.1
South of Post Road	6.0	-13.0%	6.9	62.2%	3.7
Back Country	9.2	31.4%	7.0	22.7%	7.5
Mid Country	5.5	66.7%	3.3	44.7%	3.8

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