

# Elliman Report

## Q2-2023 Greenwich, CT Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

- + 3.0%**  
Prices Median Sales Price
- 10.9%**  
Sales Closed Sales
- 30.4%**  
Inventory Total Inventory
- + 1 day**  
Marketing Time Days on Market

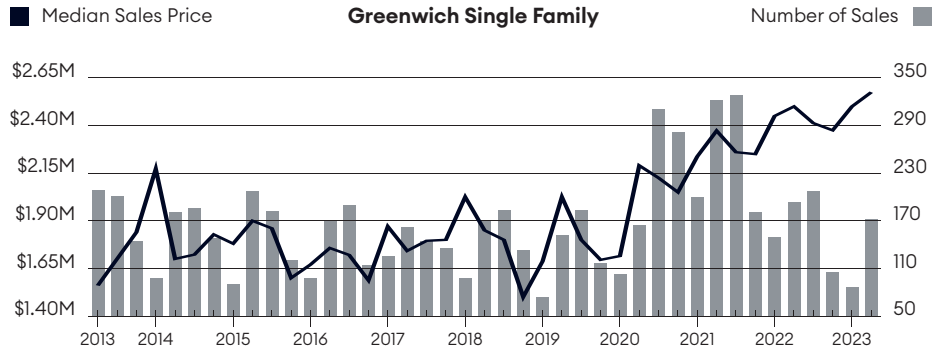
### Condo

#### Dashboard

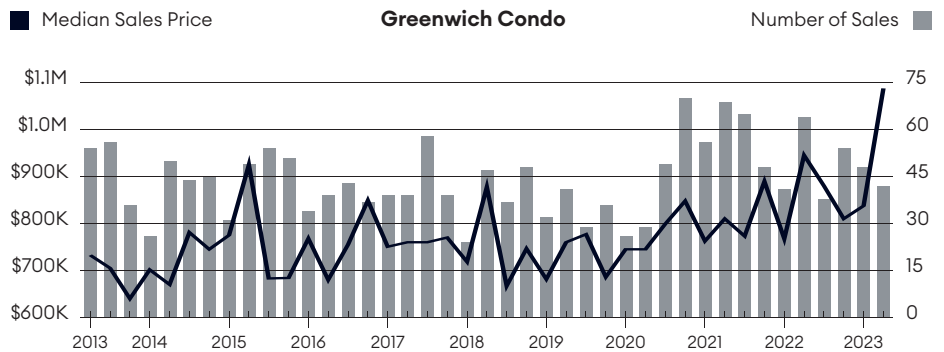
YEAR-OVER-YEAR

- + 15.1%**  
Prices Median Sales Price
- 34.4%**  
Sales Closed Sales
- 42.0%**  
Inventory Total Inventory
- 3 days**  
Marketing Time Days on Market

- Single family median sales price rose annually for the fifteenth consecutive quarter
- Single family listing inventory declined annually for the sixteenth time in seventeen quarters
- Condo price trend indicators posted significant annual gains as listing inventory fell annually for the second time in three quarters



Greenwich Single Family Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$3,153,039	2.3%	\$3,080,904	1.4%	\$3,109,869
Average Price Per Sq Ft	\$702	7.3%	\$654	-2.6%	\$721
Median Sales Price	\$2,575,000	3.0%	\$2,500,000	3.0%	\$2,500,000
Number of Sales (Closed)	172	97.7%	87	-10.9%	193
Days on Market (From Last List Date)	72	-18.2%	88	1.4%	71
Listing Discount (From Last List Price)	0.6%		3.0%		-0.8%
Listing Inventory	149	-1.3%	151	-30.4%	214
Months of Supply	2.6	-50.0%	5.2	-21.2%	3.3



Greenwich Condos Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$1,184,467	2.5%	\$1,155,052	2.8%	\$1,151,785
Average Price Per Sq Ft	\$681	-1.0%	\$688	13.5%	\$600
Median Sales Price	\$1,087,500	29.9%	\$837,500	15.1%	\$945,000
Number of Sales (Closed)	42	-12.5%	48	-34.4%	64
Days on Market (From Last List Date)	37	-47.9%	71	-7.5%	40
Listing Discount (From Last List Price)	0.0%		-0.9%		-3.0%
Listing Inventory	29	-17.1%	35	-42.0%	50
Months of Supply	2.1	-4.5%	2.2	-8.7%	2.3



## Luxury

- Luxury median sales price rose year over year for the first time in three quarters
- Luxury listing inventory fell sharply year over year for the second time in three quarters

## Cos Cob

- Single family median sales price edged higher year over year for the second time in three quarters
- Condo price trend indicators surged year over year

## Old Greenwich

- Single family price trend indicators fell annually due to a similar decline in average sales size
- Condo price trend indicators rose year over year, remaining well above pre-pandemic levels

## Riverside

- Median sales price rose annually for the second consecutive quarter
- Listing inventory fell year over year for the eighteenth consecutive quarter

## Greenwich

- Single family median sales price rose annually for the sixth straight quarter
- Condo listing inventory fell yearly for the twelfth time in thirteen quarters

### SUBMARKETS

- Byram, Pemberwick, Glenville areas, and Mid Country fell sharply to their respective second-fastest paces on record
- South of Post Road and Back Country saw their fastest respective paces on record

Greenwich Luxury Matrix (Top 10% of Sales)	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$7,959,955	12.6%	\$7,071,429	6.0%	\$7,507,641
Average Price Per Sq Ft	\$839	8.3%	\$775	-10.6%	\$939
Median Sales Price	\$7,700,000	27.3%	\$6,050,000	16.4%	\$6,612,500
Number of Sales (Closed)	22	57.1%	14	-15.4%	26
Days on Market (From Last List Date)	102	-28.7%	143	14.6%	89
Listing Discount (From Last List Price)	2.1%		5.3%		1.1%
Listing Inventory	56	0.0%	56	-24.3%	74
Months of Supply	7.6	-36.7%	12.0	-10.6%	8.5
Entry Price Threshold	\$5,400,000	5.9%	\$5,100,000	3.5%	\$5,215,000

Cos Cob Single Family Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$1,773,178	27.2%	\$1,393,680	-5.6%	\$1,877,965
Average Price Per Sq Ft	\$580	19.8%	\$484	-0.5%	\$583
Median Sales Price	\$1,665,000	27.1%	\$1,310,000	0.9%	\$1,650,000
Number of Sales (Closed)	19	90.0%	10	-32.1%	28

Old Greenwich Single Family Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$2,041,515	10.0%	\$1,856,279	-35.0%	\$3,142,187
Average Price Per Sq Ft	\$775	14.6%	\$676	-15.3%	\$915
Median Sales Price	\$1,635,000	-11.6%	\$1,850,000	-24.8%	\$2,175,000
Number of Sales (Closed)	20	17.6%	17	-9.1%	22

Riverside Single Family Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$2,490,682	-27.8%	\$3,450,408	-4.9%	\$2,619,596
Average Price Per Sq Ft	\$717	-18.1%	\$875	-7.2%	\$773
Median Sales Price	\$2,345,482	-17.9%	\$2,857,750	7.5%	\$2,182,000
Number of Sales (Closed)	30	275.0%	8	-9.1%	33

Greenwich Single Family Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$3,816,326	1.8%	\$3,748,882	7.1%	\$3,564,064
Average Price Per Sq Ft	\$706	9.8%	\$643	-0.1%	\$707
Median Sales Price	\$3,250,000	-2.6%	\$3,337,500	3.8%	\$3,132,500
Number of Sales (Closed)	103	98.1%	52	-6.4%	110

Greenwich Condo Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$1,184,942	-11.1%	\$1,332,766	-8.5%	\$1,295,587
Average Price Per Sq Ft	\$640	-10.0%	\$711	4.9%	\$610
Median Sales Price	\$1,087,500	24.3%	\$875,000	2.6%	\$1,059,625
Number of Sales (Closed)	24	-25.0%	32	-47.8%	46

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Byram + Pemberwick + Glenville	2.2	-43.6%	3.9	-12.0%	2.5
South of Post Road	1.5	-86.8%	11.4	-64.3%	4.2
Back Country	3.9	-37.1%	6.2	-64.9%	11.1
Mid Country	3.2	-60.5%	8.1	-15.8%	3.8

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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