

Elliman Report

Q4-2023 Greenwich, CT Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- **7.4%**
Prices Median Sales Price
- + **5.7%**
Sales Closed Sales
- **31.9%**
Inventory Total Inventory
- + **14 days**
Marketing Time Days on Market

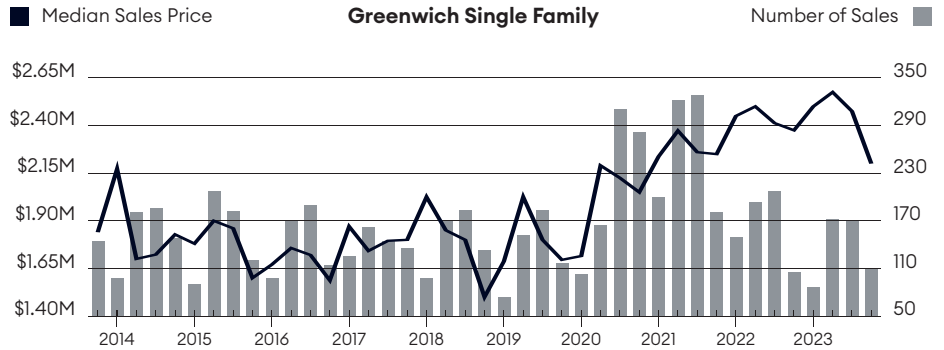
Condo

Dashboard

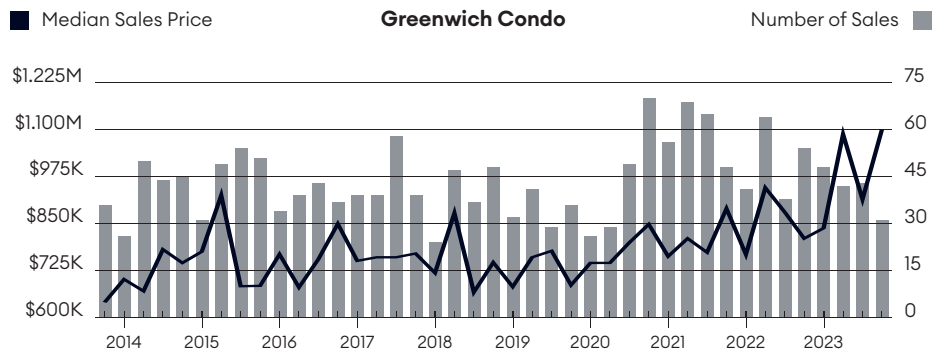
YEAR-OVER-YEAR

- + **35.8%**
Prices Median Sales Price
- **42.6%**
Sales Closed Sales
- **54.8%**
Inventory Total Inventory
- + **19 days**
Marketing Time Days on Market

- Single family price trend indicators showed mixed annual results
- Single family listing inventory fell annually to a record low as sales rose for the first time in nine quarters
- Condo listing inventory fell year over year to a new low as prices increased



Greenwich Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$3,163,366	-27.2%	\$4,345,570	16.5%	\$2,716,136
Average Price Per Sq Ft	\$752	-23.8%	\$987	9.5%	\$687
Median Sales Price	\$2,200,000	-11.1%	\$2,475,000	-7.4%	\$2,375,000
Number of Sales (Closed)	111	-34.3%	169	5.7%	105
Days on Market (From Last List Date)	73	-3.9%	76	23.7%	59
Listing Discount (From Last List Price)	1.1%		3.0%		0.7%
Listing Inventory	98	-30.0%	140	-31.9%	144
Months of Supply	2.6	4.0%	2.5	-36.6%	4.1



Greenwich Condos Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,329,425	12.1%	\$1,185,705	33.3%	\$997,165
Average Price Per Sq Ft	\$698	0.1%	\$697	2.0%	\$684
Median Sales Price	\$1,100,000	20.4%	\$914,000	35.8%	\$810,000
Number of Sales (Closed)	31	-27.9%	43	-42.6%	54
Days on Market (From Last List Date)	77	60.4%	48	32.8%	58
Listing Discount (From Last List Price)	0.3%		0.4%		0.9%
Listing Inventory	14	-46.2%	26	-54.8%	31
Months of Supply	1.4	-22.2%	1.8	-17.6%	1.7



Luxury

- Luxury price trend indicators surged year over year
- Luxury listing inventory fell sharply year over year to a record low

Cos Cob

- Single family price trend indicators declined annually
- Condo listing inventory fell to a record low

Old Greenwich

- Single family listing inventory fell to a record low
- Condo price trend indicators surged year over year

Riverside

- All price trend indicators expanded year over year as sales fell
- Listing inventory fell to a record low

Greenwich

- Single family sales surged annually after eight quarters of declines
- Condo listing inventory fell to a record low

SUBMARKETS

- All submarkets showed a significantly faster market pace
- The Back Country remained the slowest, as Byram, Pemberwick, and Glenville remained the fastest

Greenwich Luxury Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$8,153,333	-49.0%	\$15,991,177	32.6%	\$6,147,624
Average Price Per Sq Ft	\$896	-55.9%	\$2,031	11.7%	\$802
Median Sales Price	\$8,100,000	-1.5%	\$8,225,452	42.7%	\$5,675,000
Number of Sales (Closed)	15	-31.8%	22	-6.3%	16
Days on Market (From Last List Date)	113	2.7%	110	56.9%	72
Listing Discount (From Last List Price)	4.0%		6.8%		2.3%
Listing Inventory	35	-32.7%	52	-50.7%	71
Months of Supply	7.0	-1.4%	7.1	-47.4%	13.3
Entry Price Threshold	\$5,650,000	-4.2%	\$5,900,000	36.0%	\$4,153,000

Cos Cob Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,802,773	-8.2%	\$1,964,162	-12.1%	\$2,050,708
Average Price Per Sq Ft	\$580	-0.2%	\$581	-2.5%	\$595
Median Sales Price	\$1,612,500	-18.4%	\$1,975,000	-7.9%	\$1,750,000
Number of Sales (Closed)	11	-56.0%	25	-8.3%	12

Old Greenwich Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,768,175	-16.6%	\$3,320,410	6.3%	\$2,603,391
Average Price Per Sq Ft	\$755	-26.3%	\$1,025	-6.0%	\$803
Median Sales Price	\$2,912,500	2.2%	\$2,850,000	6.4%	\$2,737,500
Number of Sales (Closed)	10	-56.5%	23	-16.7%	12

Riverside Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,916,026	-16.7%	\$3,501,286	19.1%	\$2,449,337
Average Price Per Sq Ft	\$909	-1.3%	\$921	32.1%	\$688
Median Sales Price	\$2,200,000	-9.5%	\$2,430,000	5.1%	\$2,093,500
Number of Sales (Closed)	13	-38.1%	21	-35.0%	20

Greenwich Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$3,450,819	-35.5%	\$5,354,009	16.7%	\$2,956,694
Average Price Per Sq Ft	\$750	-29.3%	\$1,061	9.5%	\$685
Median Sales Price	\$2,370,000	-18.7%	\$2,915,000	-5.2%	\$2,500,000
Number of Sales (Closed)	77	-23.0%	100	26.2%	61

Greenwich Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,413,353	1.4%	\$1,394,426	21.1%	\$1,167,278
Average Price Per Sq Ft	\$697	-1.7%	\$709	-4.5%	\$730
Median Sales Price	\$1,298,500	10.5%	\$1,175,000	39.6%	\$929,950
Number of Sales (Closed)	26	-3.7%	27	-18.8%	32

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Byram + Pemberwick + Glenville	1.2	20.0%	1.0	-55.6%	2.7
South of Post Road	4.2	23.5%	3.4	-30.0%	6.0
Back Country	7.4	-17.8%	9.0	-19.6%	9.2
Mid Country	2.9	-12.1%	3.3	-47.3%	5.5

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

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