

# Elliman Report

## Q1-2024 Greenwich, CT Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

- + 20.9%**  
Prices Median Sales Price
- 10.3%**  
Sales Closed Sales
- 18.5%**  
Inventory Total Inventory
- 1 day**  
Marketing Time Days on Market

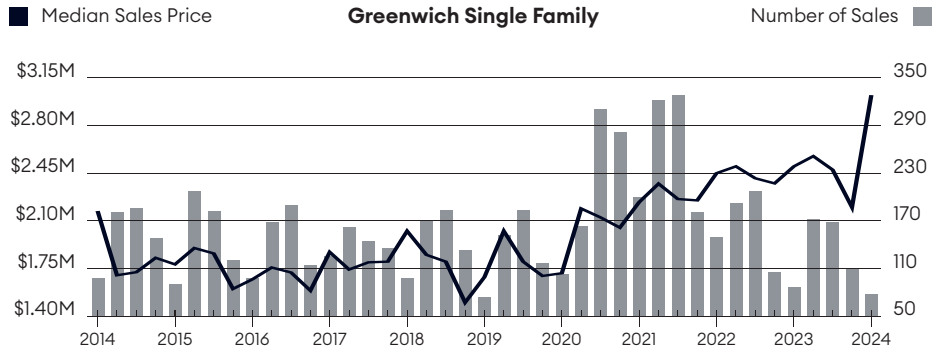
### Condo

#### Dashboard

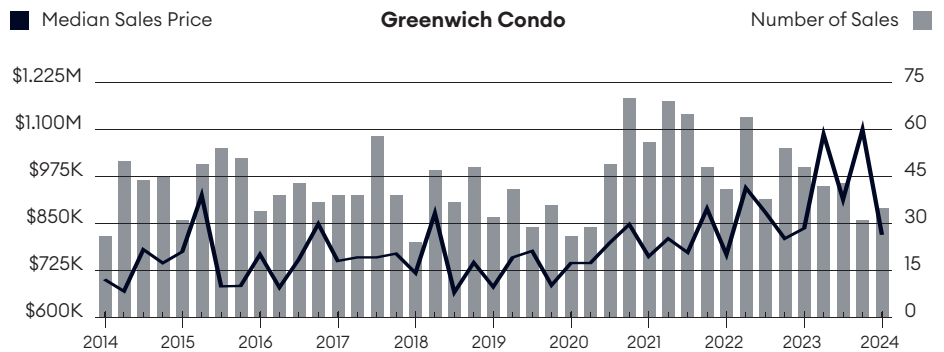
YEAR-OVER-YEAR

- 2.1%**  
Prices Median Sales Price
- 27.1%**  
Sales Closed Sales
- 48.6%**  
Inventory Total Inventory
- 20 days**  
Marketing Time Days on Market

- Single family price trend indicators rose annually as sales declined
- Single family listing inventory declined year over year for the fourth time
- Condo listing inventory fell to its second-lowest level on record



Greenwich Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$3,687,417	16.6%	\$3,163,366	19.7%	\$3,080,904
Average Price Per Sq Ft	\$798	6.1%	\$752	22.0%	\$654
Median Sales Price	\$3,023,461	37.4%	\$2,200,000	20.9%	\$2,500,000
Number of Sales (Closed)	78	-29.7%	111	-10.3%	87
Days on Market (From Last List Date)	87	19.2%	73	-1.1%	88
Listing Discount (From Last List Price)	-3.3%		1.1%		3.0%
Listing Inventory	123	25.5%	98	-18.5%	151
Months of Supply	4.7	80.8%	2.6	-9.6%	5.2



Greenwich Condos Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,202,814	-9.5%	\$1,329,425	4.1%	\$1,155,052
Average Price Per Sq Ft	\$694	-0.6%	\$698	0.9%	\$688
Median Sales Price	\$820,000	-25.5%	\$1,100,000	-2.1%	\$837,500
Number of Sales (Closed)	35	12.9%	31	-27.1%	48
Days on Market (From Last List Date)	51	-33.8%	77	-28.2%	71
Listing Discount (From Last List Price)	-1.4%		0.3%		-0.9%
Listing Inventory	18	28.6%	14	-48.6%	35
Months of Supply	1.5	7.1%	1.4	-31.8%	2.2



## Luxury

- Luxury price trend indicators continued to rise year over year
- Luxury listing inventory remained unchanged year over year

## Cos Cob

- Price trend indicators surged annually
- Sales surged annually

## Old Greenwich

- Price trend indicators surged annually
- Sales fell sharply

## Riverside

- Median sales price rose annually for the fifth time
- Listing inventory rose for the first time in twenty-one quarters

## Greenwich

- Single family price trend indicators surged annually
- Condo sales declined annually for the ninth time in ten quarters

### SUBMARKETS

- All submarkets except Back Country showed a much faster market pace
- The Back Country showed a significant slowdown in the market pace

Greenwich Luxury Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$8,272,917	1.5%	\$8,153,333	17.0%	\$7,071,429
Average Price Per Sq Ft	\$967	7.9%	\$896	24.8%	\$775
Median Sales Price	\$6,800,000	-16.0%	\$8,100,000	12.4%	\$6,050,000
Number of Sales (Closed)	12	-20.0%	15	-14.3%	14
Days on Market (From Last List Date)	205	81.4%	113	43.4%	143
Listing Discount (From Last List Price)	5.6%		4.0%		5.3%
Listing Inventory	56	60.0%	35	0.0%	56
Months of Supply	14.0	100.0%	7.0	16.7%	12.0
Entry Price Threshold	\$5,750,000	1.8%	\$5,650,000	12.7%	\$5,100,000

Cos Cob Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,740,095	-3.5%	\$1,802,773	24.9%	\$1,393,680
Average Price Per Sq Ft	\$587	1.2%	\$580	21.3%	\$484
Median Sales Price	\$1,600,731	-0.7%	\$1,612,500	22.2%	\$1,310,000
Number of Sales (Closed)	17	54.5%	11	70.0%	10

Old Greenwich Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$4,750,250	71.6%	\$2,768,175	155.9%	\$1,856,279
Average Price Per Sq Ft	\$1,090	44.4%	\$755	61.2%	\$676
Median Sales Price	\$4,200,000	44.2%	\$2,912,500	127.0%	\$1,850,000
Number of Sales (Closed)	8	-20.0%	10	-52.9%	17

Riverside Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$3,368,431	15.5%	\$2,916,026	-2.4%	\$3,450,408
Average Price Per Sq Ft	\$1,020	12.2%	\$909	16.6%	\$875
Median Sales Price	\$3,350,000	52.3%	\$2,200,000	17.2%	\$2,857,750
Number of Sales (Closed)	7	-46.2%	13	-12.5%	8

Greenwich Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$4,270,781	23.8%	\$3,450,819	13.9%	\$3,748,882
Average Price Per Sq Ft	\$777	3.6%	\$750	20.8%	\$643
Median Sales Price	\$3,800,000	60.3%	\$2,370,000	13.9%	\$3,337,500
Number of Sales (Closed)	46	-40.3%	77	-11.5%	52

Greenwich Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,444,283	2.2%	\$1,413,353	8.4%	\$1,332,766
Average Price Per Sq Ft	\$713	2.3%	\$697	0.3%	\$711
Median Sales Price	\$1,140,000	-12.2%	\$1,298,500	30.3%	\$875,000
Number of Sales (Closed)	23	-11.5%	26	-28.1%	32

Greenwich Single Family Submarkets Matrix (Months of Supply)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Byram + Pemberwick + Glenville	2.1	75.0%	1.2	-46.2%	3.9
South of Post Road	7.3	73.8%	4.2	-36.0%	11.4
Back Country	18.0	143.2%	7.4	190.3%	6.2
Mid Country	4.1	41.4%	2.9	-49.4%	8.1

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)

Douglas Elliman Real Estate  
88 Field Point Rd, Greenwich, CT 06830  
203.622.4900 • [elliman.com](http://elliman.com)

Miller Samuel Real Estate Appraisers & Consultants  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)