

Q4 2022

Greenwich Market Report

COMPASS



Compass Connecticut

Darien

1090 Boston Post Rd
Darien, CT

Fairfield

1 Sasco Hill Rd, Ste 201
Fairfield, CT

Greenwich

200 Greenwich Ave, Floor 3
Greenwich, CT

New Canaan

111 Cherry Street
New Canaan, CT

Ridgefield

479 Main St, Suite 2
Ridgefield, CT

Stamford

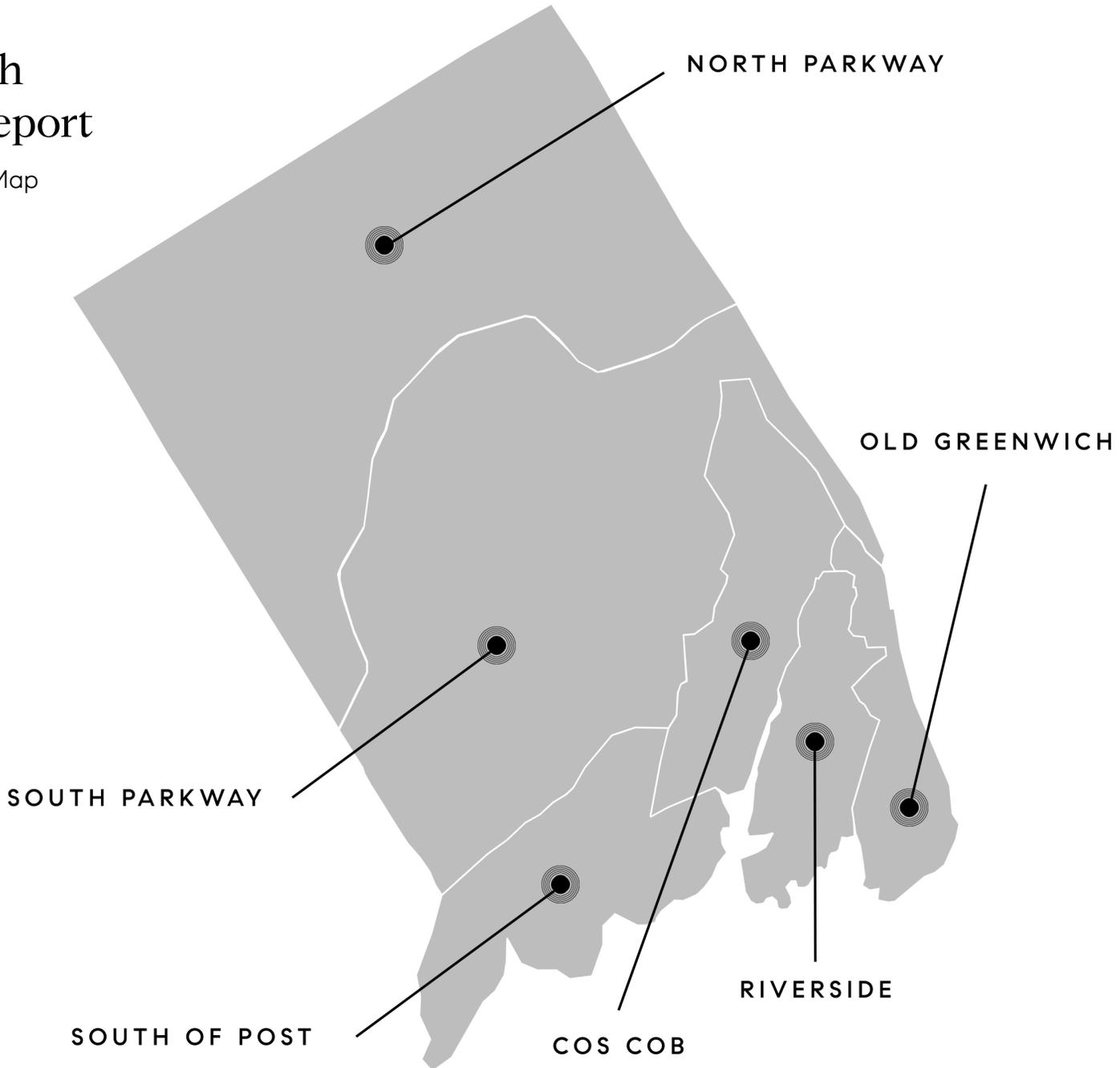
69 Broad St
Stamford, CT

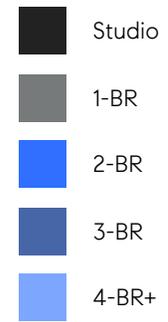
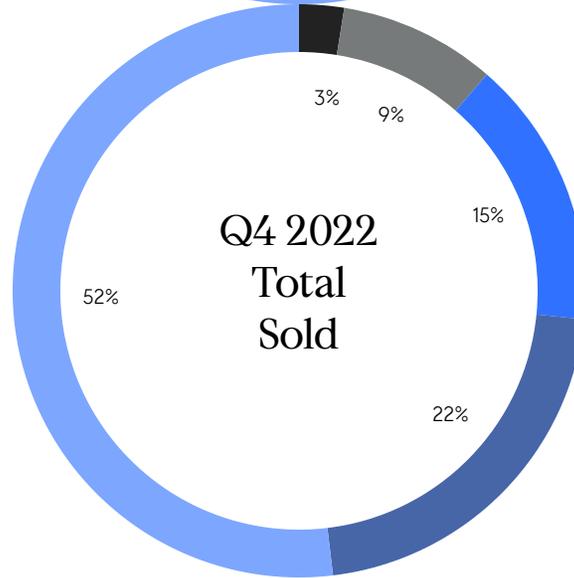
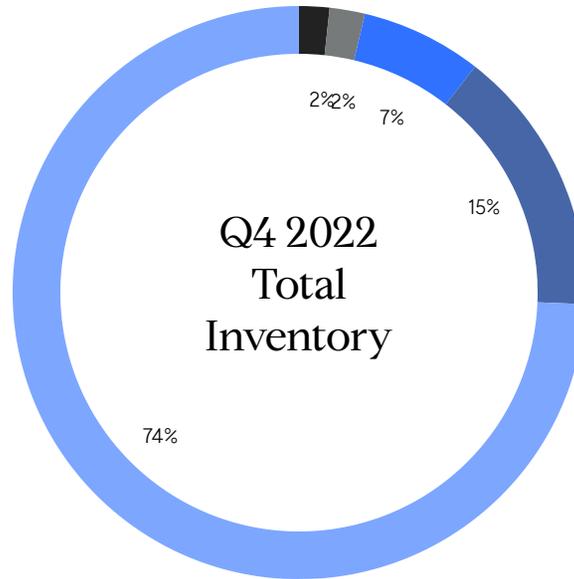
Westport

54 Wilton Rd
Westport, CT

Greenwich Market Report

Neighborhood Map





Market Overview

\$3.0M

Average House
Sales Price

\$678

Average
Price Per Sq. Ft.

-0.7%

Average Discount
From List Price

\$2.4M

Median House
Sales Price

73

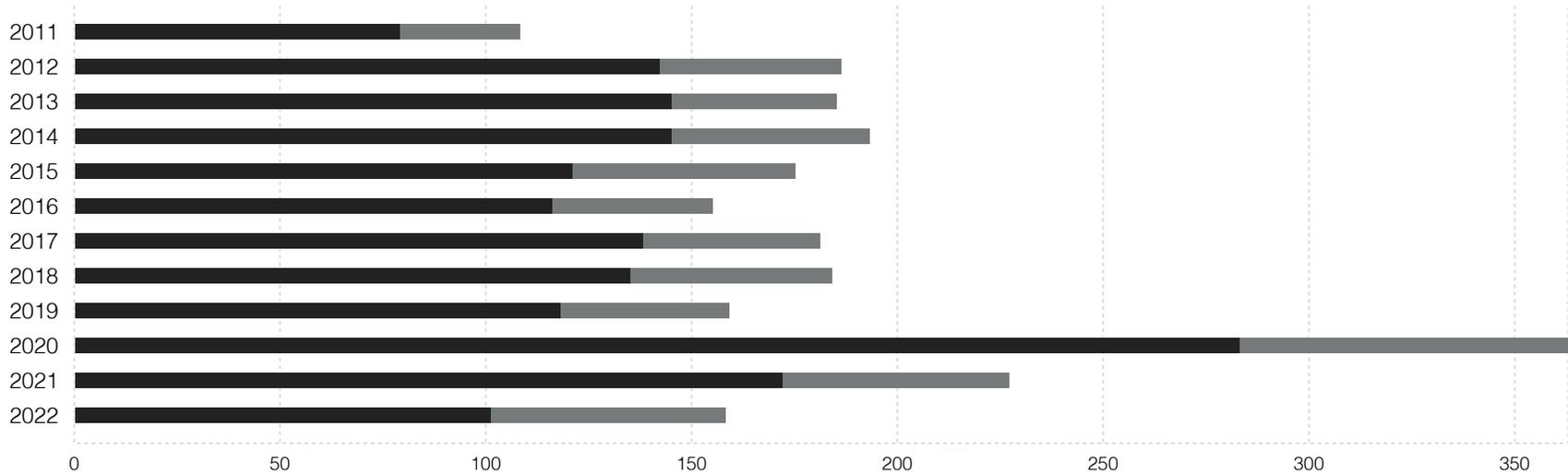
Average
Days On Market

23%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

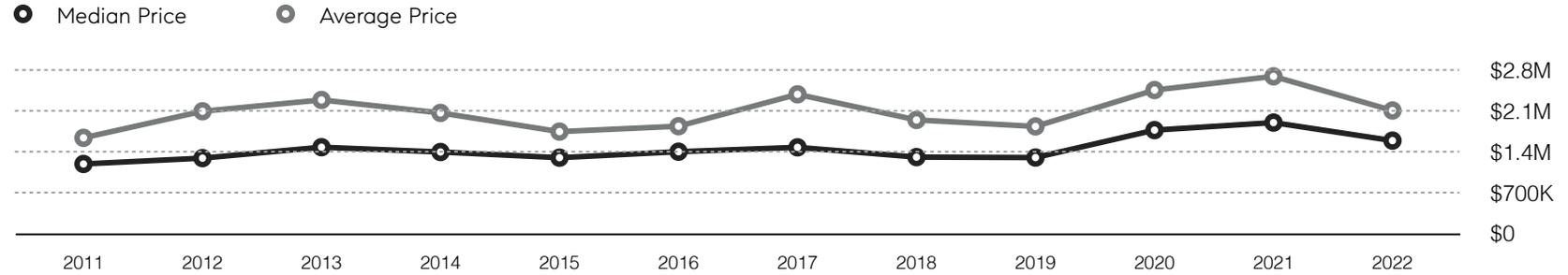


Market Overview

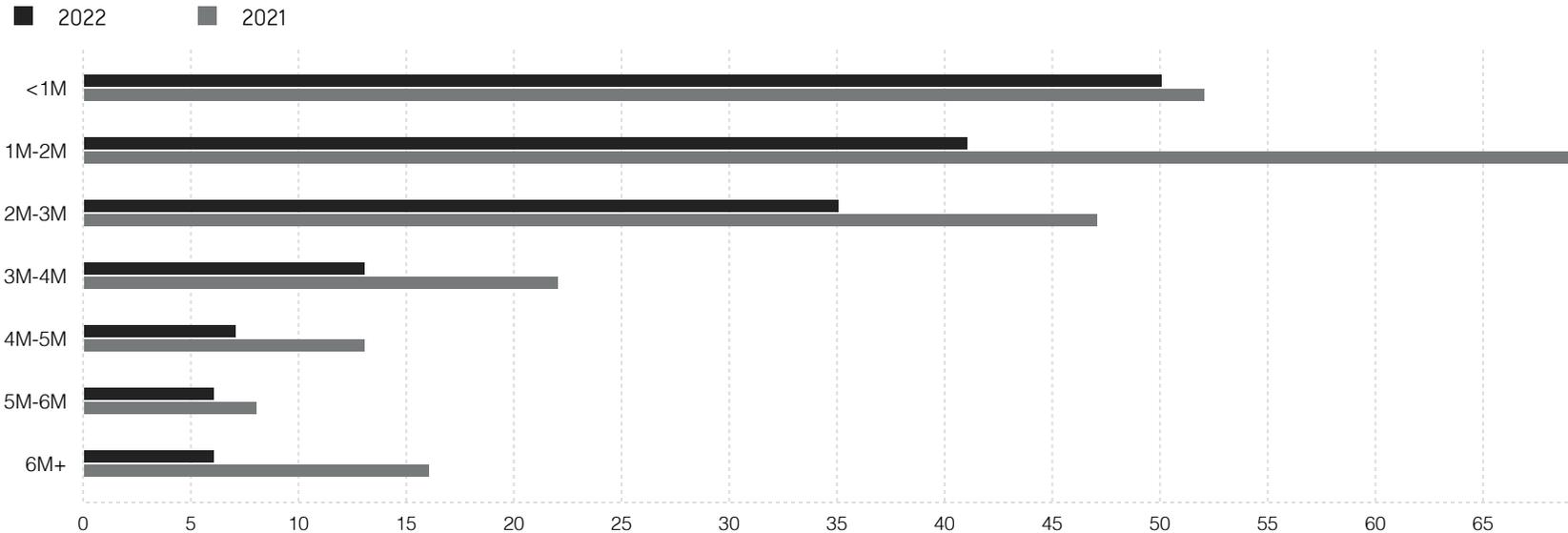
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	227	158	-30%	1,280	851	-34%
	AVERAGE SALE PRICE	\$2,691,459	\$2,105,684	-21.8%	\$2,589,059	\$2,561,325	-1.1%
	MEDIAN SALE PRICE	\$1,899,000	\$1,590,000	-16.3%	\$1,992,500	\$1,960,000	-1.6%
	AVERAGE PPSF	\$643	\$700	8.9%	\$619	\$678	9.5%
	AVERAGE DOM	99	59	-40.4%	114	73	-36.0%
	% LIST/SOLD	-1%	-1%		-2%	1%	
Houses	# OF SALES	172	101	-41%	1,006	637	-37%
	AVERAGE SALE PRICE	\$3,170,324	\$2,742,715	-13.5%	\$3,007,979	\$3,050,066	1.4%
	MEDIAN SALE PRICE	\$2,231,250	\$2,375,000	6.4%	\$2,300,000	\$2,450,000	6.5%
	AVERAGE PPSF	\$657	\$704	7.2%	\$636	\$696	9.4%
	AVERAGE DOM	99	59	-40.4%	109	76	-30.3%
	% LIST/SOLD	-1%	-		-1%	1%	
Condos & Co-ops	# OF SALES	55	57	4%	274	214	-22%
	AVERAGE SALE PRICE	\$1,193,915	\$976,911	-18.2%	\$1,050,979	\$1,106,520	5.3%
	MEDIAN SALE PRICE	\$850,000	\$785,000	-7.6%	\$760,000	\$827,500	8.9%
	AVERAGE PPSF	\$592	\$691	16.7%	\$550	\$616	12.0%
	AVERAGE DOM	101	59	-41.6%	133	64	-51.9%
	% LIST/SOLD	-2%	-2%		-2%	-	

Market Overview

Q4 Historic Sales



Q4 Sales by Price Point



North Parkway

\$3.5M

Average House
Sales Price

\$599

Average
Price Per Sq. Ft.

0.2%

Average Discount
From List Price

\$2.9M

Median House
Sales Price

102

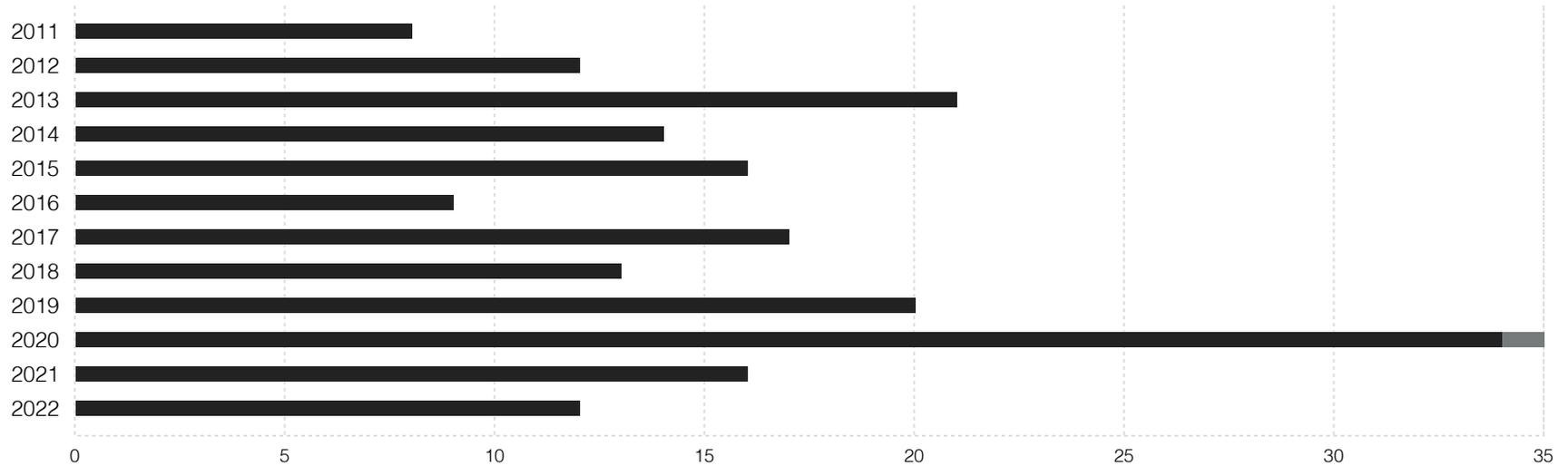
Average
Days On Market

1%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

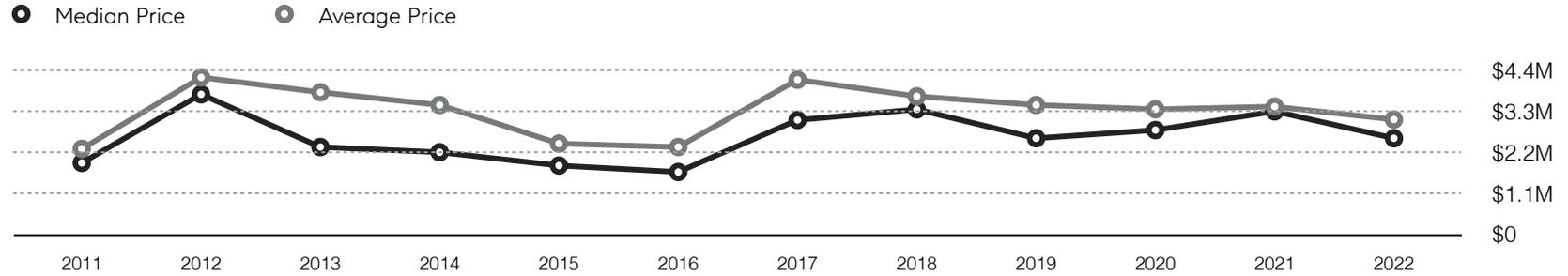


North Parkway

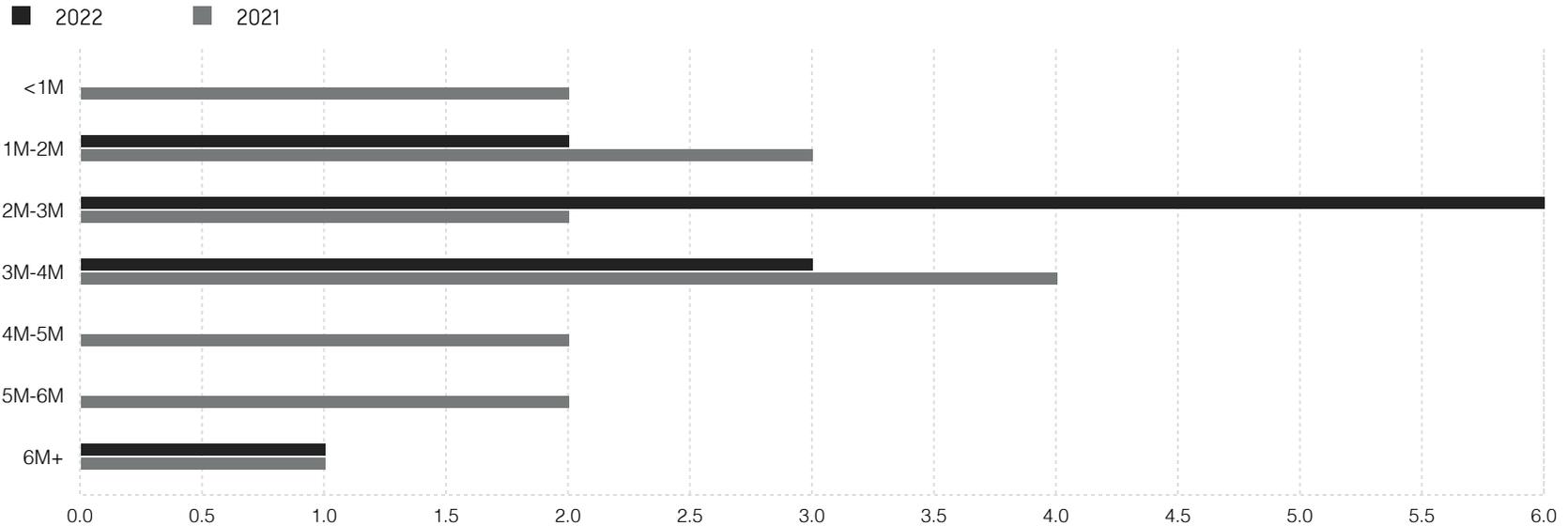
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	16	12	-25%	92	73	-21%
	AVERAGE SALE PRICE	\$3,424,446	\$3,077,802	-10.1%	\$4,119,075	\$3,586,266	-12.9%
	MEDIAN SALE PRICE	\$3,297,500	\$2,575,000	-21.9%	\$3,100,000	\$2,900,000	-6.5%
	AVERAGE PPSF	\$485	\$547	12.8%	\$561	\$599	6.8%
	AVERAGE DOM	170	53	-68.8%	167	102	-38.9%
	% LIST/SOLD	-2%	-1%		-3%	-	
Houses	# OF SALES	16	12	-25%	92	73	-21%
	AVERAGE SALE PRICE	\$3,424,446	\$3,077,802	-10.1%	\$4,119,075	\$3,586,266	-12.9%
	MEDIAN SALE PRICE	\$3,297,500	\$2,575,000	-21.9%	\$3,100,000	\$2,900,000	-6.5%
	AVERAGE PPSF	\$485	\$547	12.8%	\$561	\$599	6.8%
	AVERAGE DOM	170	53	-68.8%	167	102	-38.9%
	% LIST/SOLD	-2%	6%		-3%	-	
Condos & Co-ops	# OF SALES	-	-	-	-	-	-
	AVERAGE SALE PRICE	-	-	-	-	-	-
	MEDIAN SALE PRICE	-	-	-	-	-	-
	AVERAGE PPSF	-	-	-	-	-	-
	AVERAGE DOM	-	-	-	-	-	-
	% LIST/SOLD	-	-		-	-	

North Parkway

Q4 Historic Sales



Q4 Sales by Price Point



South Parkway

\$4.3M

Average House
Sales Price

\$704

Average
Price Per Sq. Ft.

0.5%

Average Discount
From List Price

\$3.8M

Median House
Sales Price

97

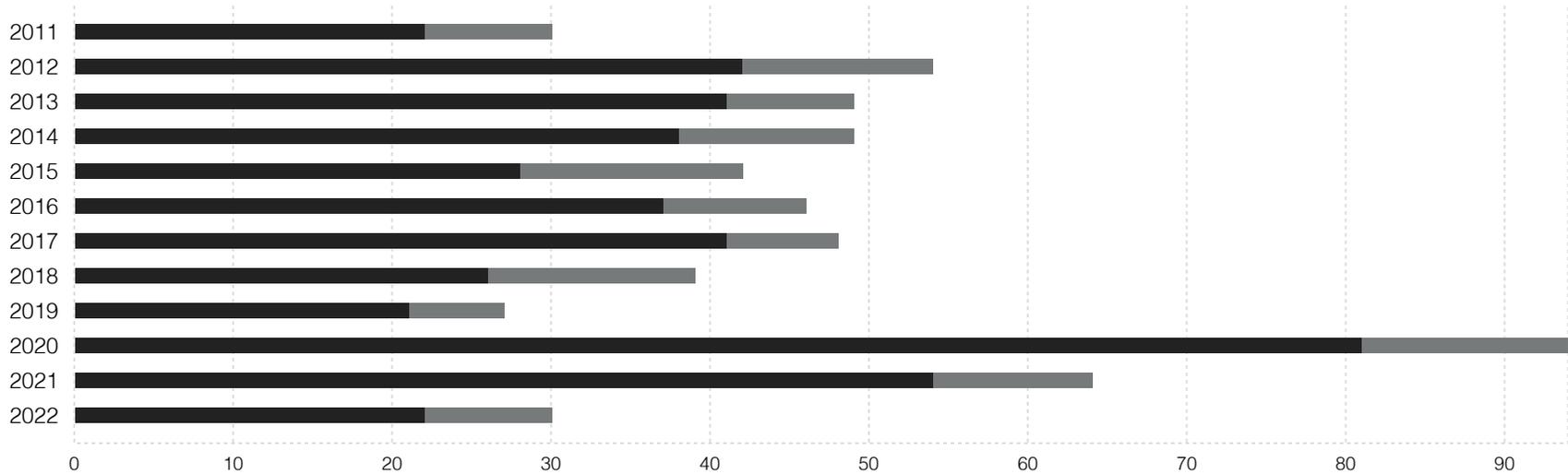
Average
Days On Market

12%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

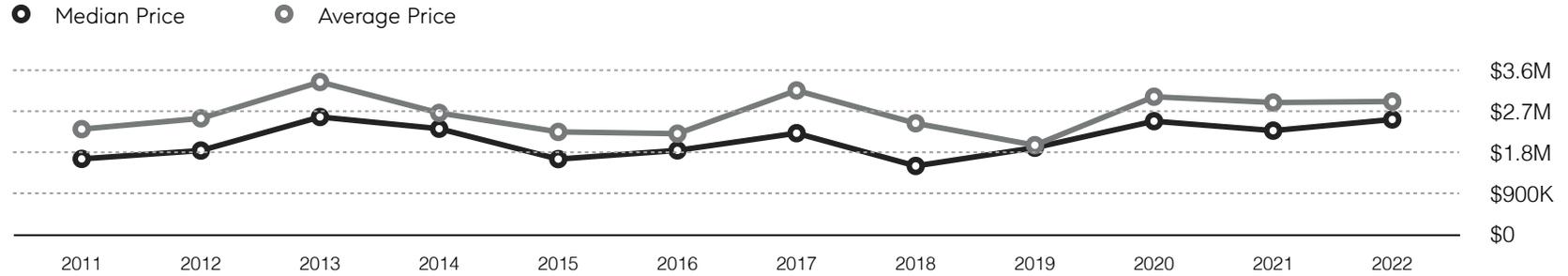


South Parkway

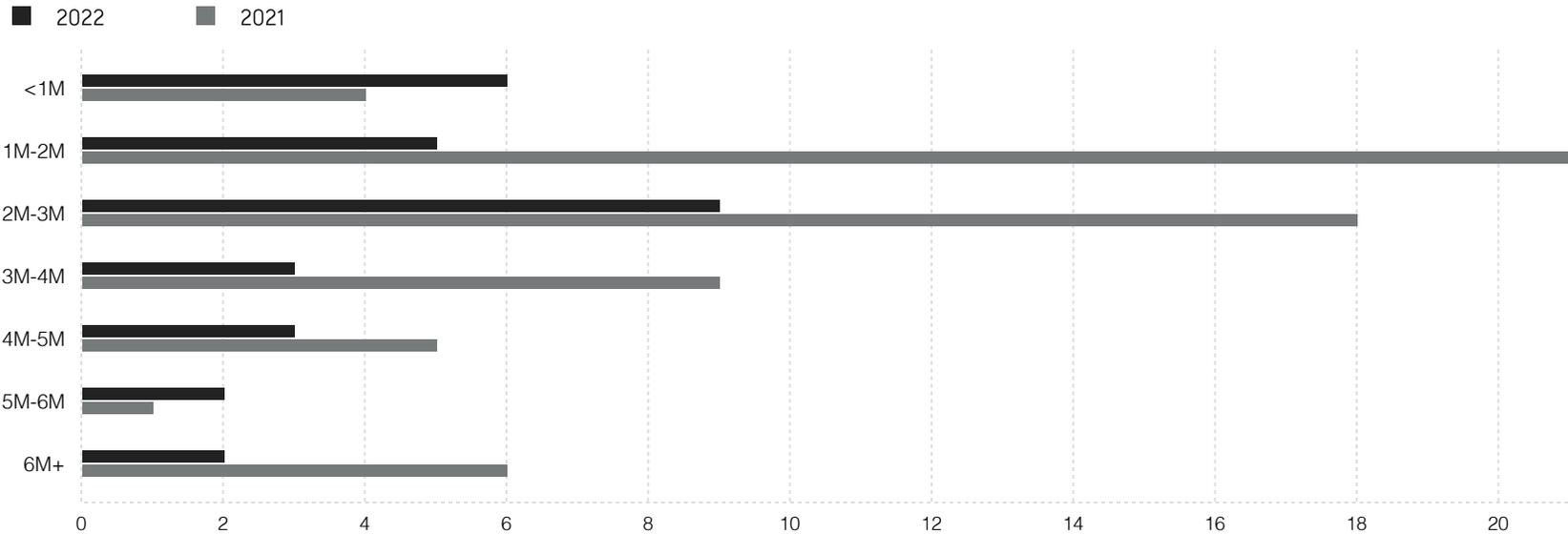
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	64	30	-53%	329	208	-37%
	AVERAGE SALE PRICE	\$2,891,870	\$2,914,434	0.8%	\$3,355,156	\$3,788,292	12.9%
	MEDIAN SALE PRICE	\$2,275,000	\$2,520,000	10.8%	\$2,800,000	\$3,235,900	15.6%
	AVERAGE PPSF	\$638	\$711	11.4%	\$611	\$704	15.2%
	AVERAGE DOM	111	69	-37.8%	126	97	-23.0%
	% LIST/SOLD	-2%	-1%		-2%	-1%	
Houses	# OF SALES	54	22	-59%	288	174	-40%
	AVERAGE SALE PRICE	\$3,200,207	\$3,624,188	13.2%	\$3,705,535	\$4,329,012	16.8%
	MEDIAN SALE PRICE	\$2,542,750	\$2,950,000	16.0%	\$3,129,500	\$3,825,000	22.2%
	AVERAGE PPSF	\$642	\$746	16.2%	\$622	\$723	16.2%
	AVERAGE DOM	112	66	-41.1%	128	105	-18.0%
	% LIST/SOLD	-2%	-2%		-2%	-	
Condos & Co-ops	# OF SALES	10	8	-20%	41	34	-17%
	AVERAGE SALE PRICE	\$1,226,850	\$962,612	-21.5%	\$893,963	\$1,021,078	14.2%
	MEDIAN SALE PRICE	\$1,094,000	\$924,450	-15.5%	\$730,000	\$930,000	27.4%
	AVERAGE PPSF	\$617	\$583	-5.5%	\$535	\$597	11.6%
	AVERAGE DOM	110	78	-29.1%	115	56	-51.3%
	% LIST/SOLD	-4%	-1%		-3%	-1%	

South Parkway

Q4 Historic Sales



Q4 Sales by Price Point



South of Post Road

\$3.6M

Average House
Sales Price

\$770

Average
Price Per Sq. Ft.

-0.4%

Average Discount
From List Price

\$3.5M

Median House
Sales Price

81

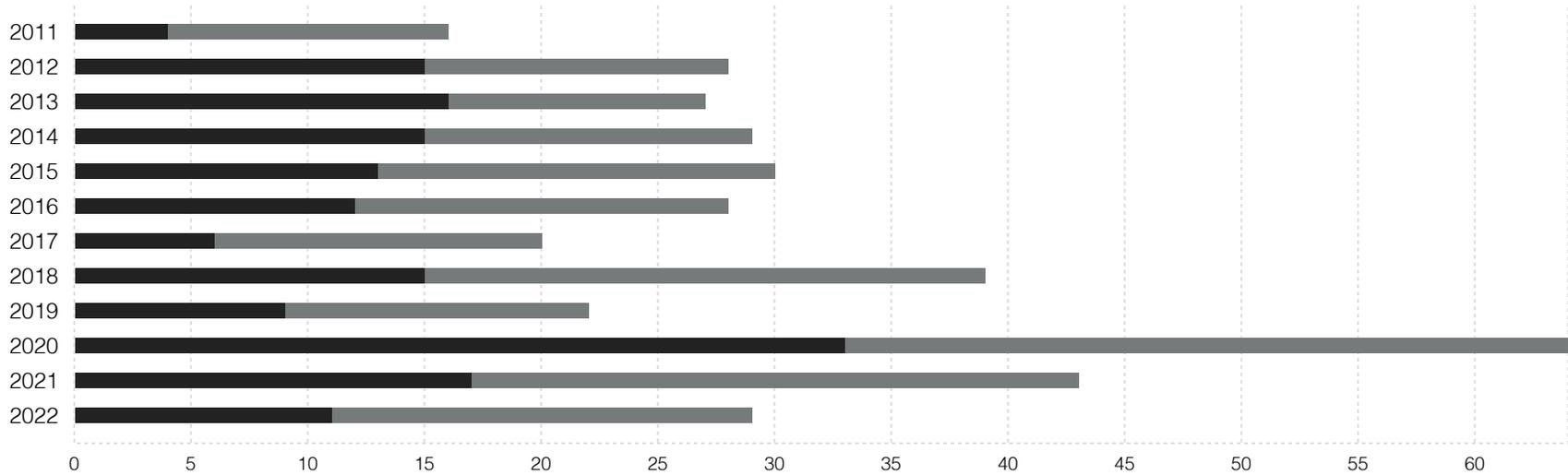
Average
Days On Market

33%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

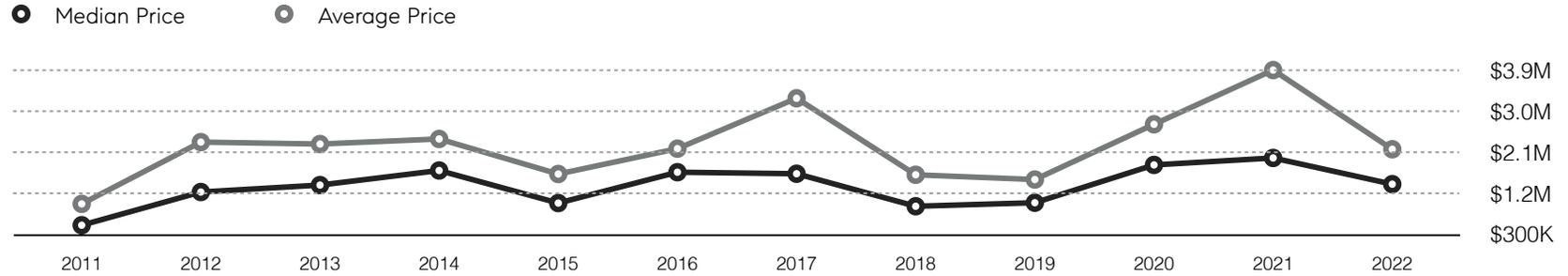


South of Post Road

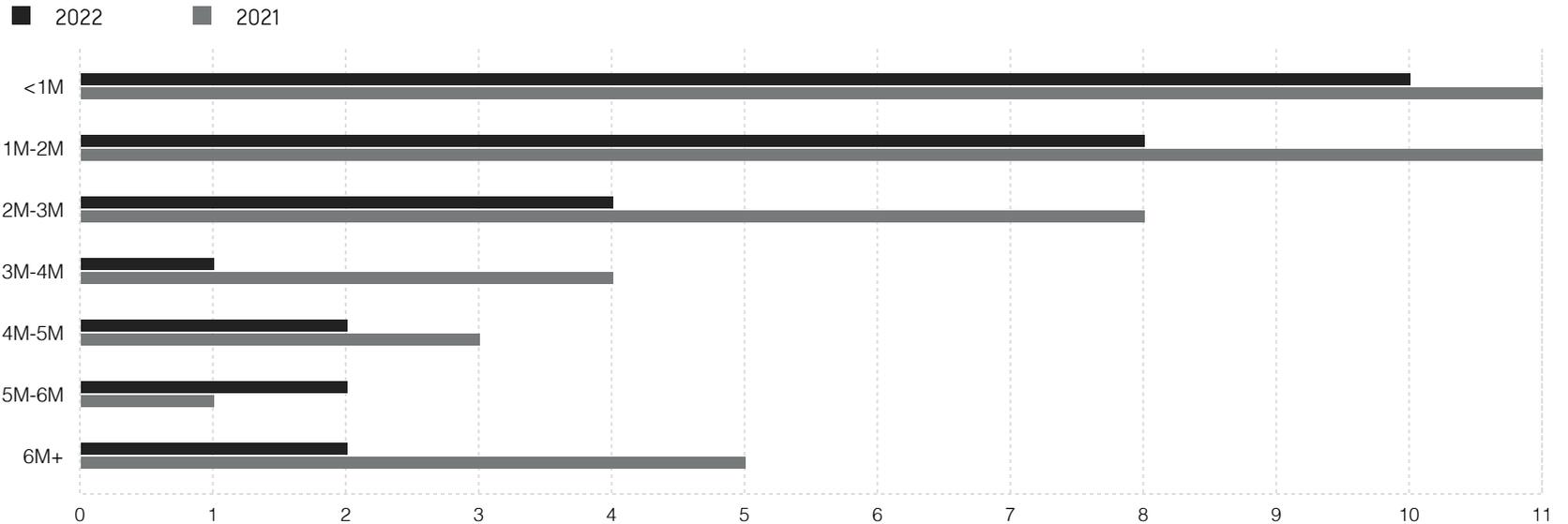
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	43	29	-33%	222	142	-36%
	AVERAGE SALE PRICE	\$3,904,930	\$2,165,771	-44.5%	\$2,828,877	\$2,343,954	-17.1%
	MEDIAN SALE PRICE	\$1,975,000	\$1,400,000	-29.1%	\$1,752,500	\$1,778,750	1.5%
	AVERAGE PPSF	\$754	\$956	26.8%	\$712	\$770	8.1%
	AVERAGE DOM	123	46	-62.6%	159	81	-49.1%
	% LIST/SOLD	-3%	-1%		-3%	-	
Houses	# OF SALES	17	11	-35%	103	57	-45%
	AVERAGE SALE PRICE	\$7,501,176	\$3,674,214	-51.0%	\$4,507,957	\$3,698,399	-18.0%
	MEDIAN SALE PRICE	\$3,525,000	\$2,600,000	-26.2%	\$2,800,000	\$3,500,000	25.0%
	AVERAGE PPSF	\$804	\$945	17.5%	\$765	\$807	5.5%
	AVERAGE DOM	124	51	-58.9%	148	87	-41.2%
	% LIST/SOLD	-4%	-1%		-3%	-	
Condos & Co-ops	# OF SALES	26	18	-31%	119	85	-29%
	AVERAGE SALE PRICE	\$1,553,538	\$1,243,944	-19.9%	\$1,375,555	\$1,435,679	4.4%
	MEDIAN SALE PRICE	\$1,233,000	\$657,000	-46.7%	\$860,000	\$950,000	10.5%
	AVERAGE PPSF	\$713	\$964	35.2%	\$655	\$741	13.1%
	AVERAGE DOM	122	42	-65.6%	169	78	-53.8%
	% LIST/SOLD	-3%	-1%		-2%	1%	

South of Post Road

Q4 Historic Sales



Q4 Sales by Price Point



Cos Cob

\$1.8M

Average House
Sales Price

\$578

Average
Price Per Sq. Ft.

-0.3%

Average Discount
From List Price

\$1.6M

Median House
Sales Price

57

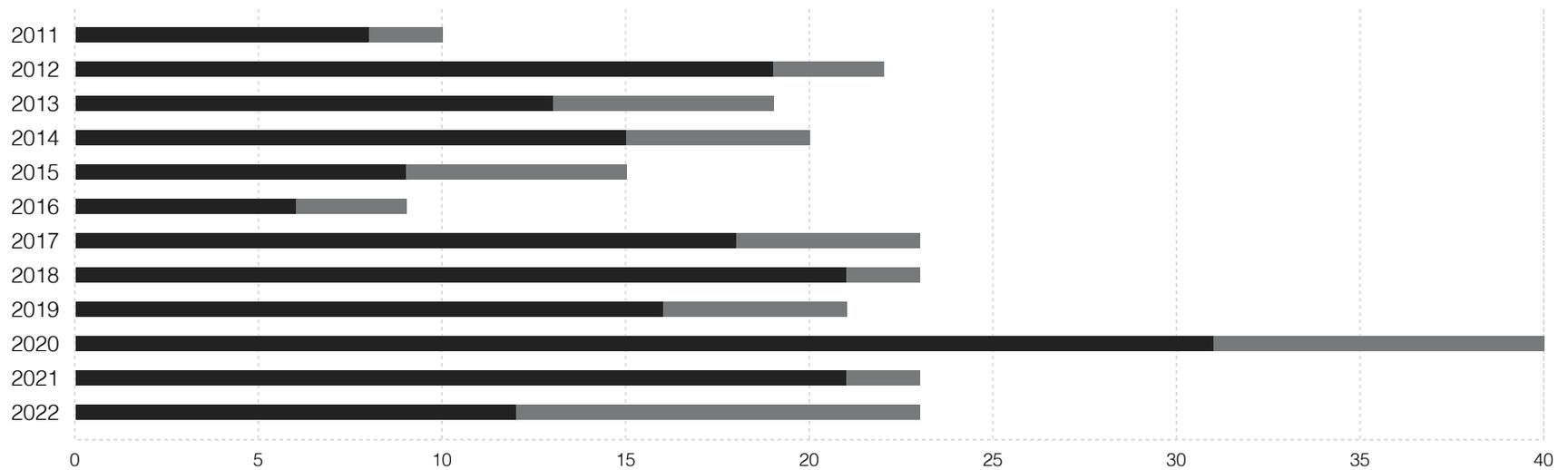
Average
Days On Market

32%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

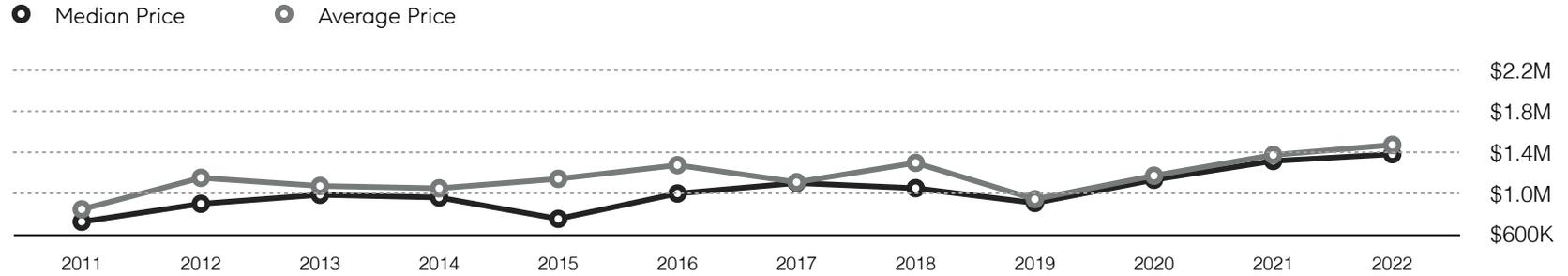


Cos Cob

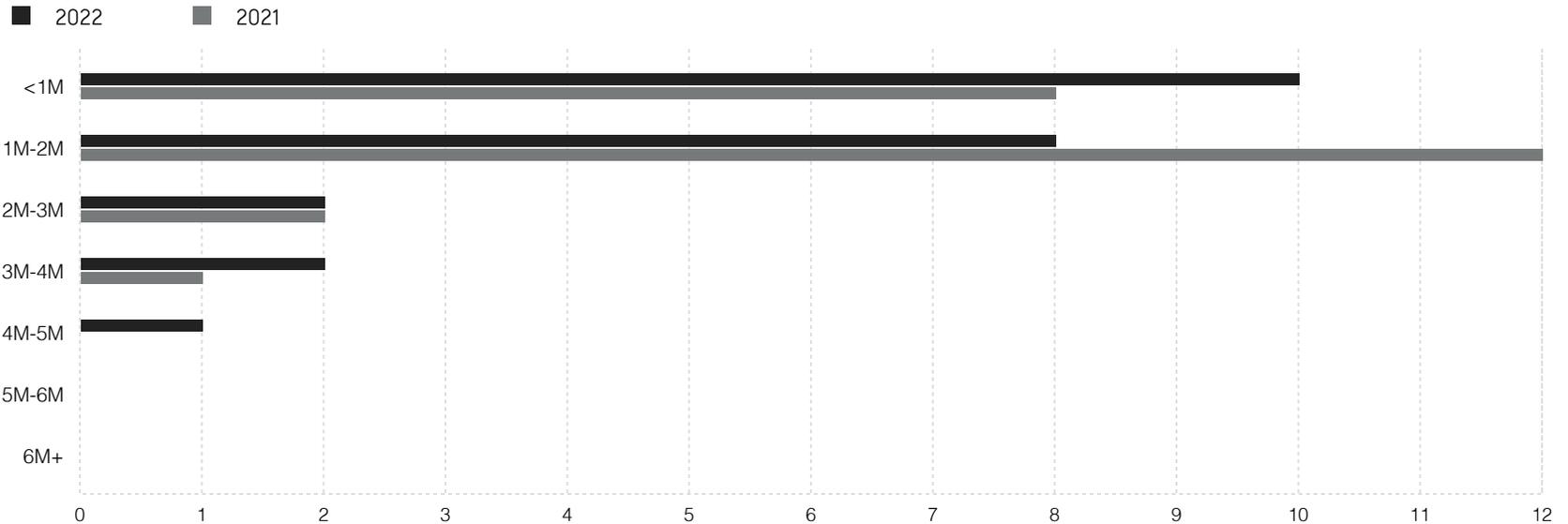
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	23	23	-	134	108	-19%
	AVERAGE SALE PRICE	\$1,374,089	\$1,471,739	7.1%	\$1,469,763	\$1,530,426	4.1%
	MEDIAN SALE PRICE	\$1,315,000	\$1,381,000	5.0%	\$1,320,000	\$1,397,500	5.9%
	AVERAGE PPSF	\$555	\$577	4.0%	\$535	\$578	8.0%
	AVERAGE DOM	101	64	-36.6%	107	57	-46.7%
	% LIST/SOLD	1%	-1%		-2%	-	
Houses	# OF SALES	21	12	-43%	109	77	-29%
	AVERAGE SALE PRICE	\$1,470,192	\$2,050,708	39.5%	\$1,619,291	\$1,830,397	13.0%
	MEDIAN SALE PRICE	\$1,350,000	\$1,750,000	29.6%	\$1,375,000	\$1,600,000	16.4%
	AVERAGE PPSF	\$549	\$597	8.7%	\$532	\$589	10.7%
	AVERAGE DOM	96	54	-43.7%	97	51	-47.4%
	% LIST/SOLD	-	-2%		-1%	1%	
Condos & Co-ops	# OF SALES	2	11	450%	25	31	24%
	AVERAGE SALE PRICE	\$365,000	\$840,136	130.2%	\$817,820	\$785,339	-4.0%
	MEDIAN SALE PRICE	\$365,000	\$635,000	74.0%	\$690,000	\$670,000	-2.9%
	AVERAGE PPSF	\$677	\$546	-19.4%	\$552	\$545	-1.3%
	AVERAGE DOM	159	75	-52.8%	149	70	-53.0%
	% LIST/SOLD	5%	-2%		-2%	-1%	

Cos Cob

Q4 Historic Sales



Q4 Sales by Price Point



Old Greenwich

\$2.6M

Average House
Sales Price

\$765

Average
Price Per Sq. Ft.

-2.5%

Average Discount
From List Price

\$2.3M

Median House
Sales Price

45

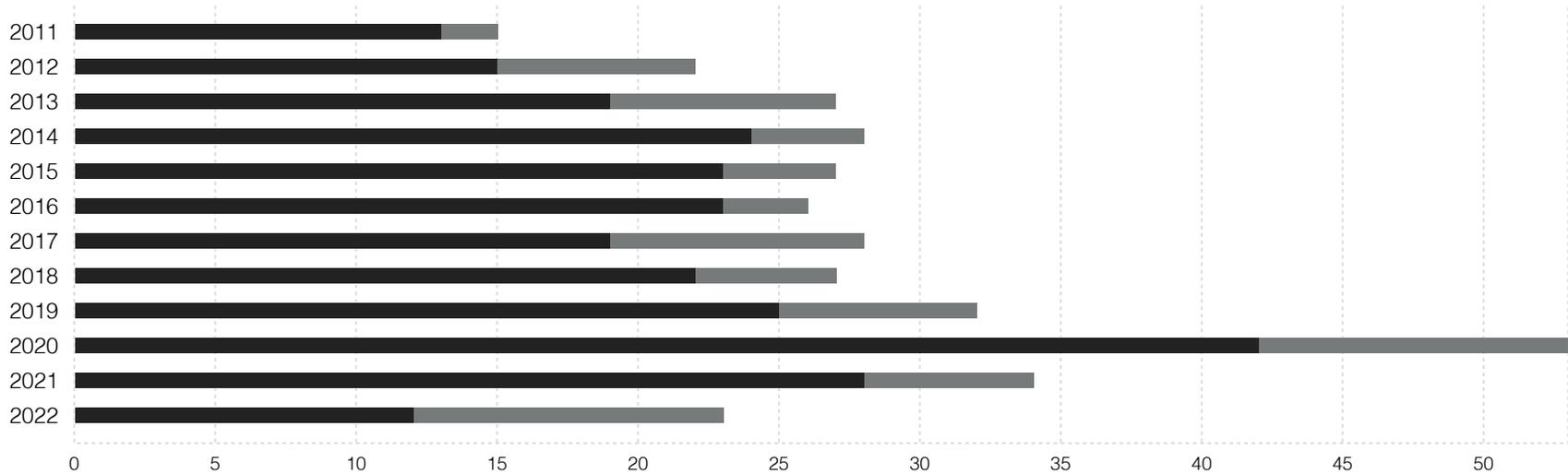
Average
Days On Market

21%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

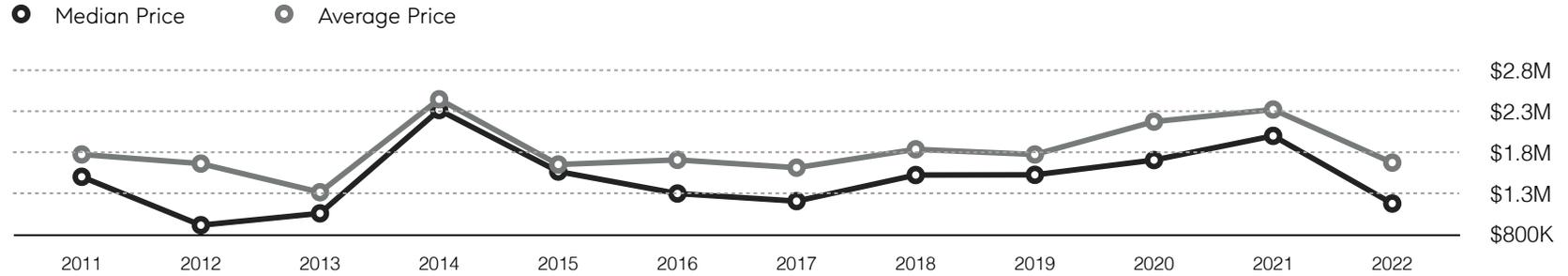


Old Greenwich

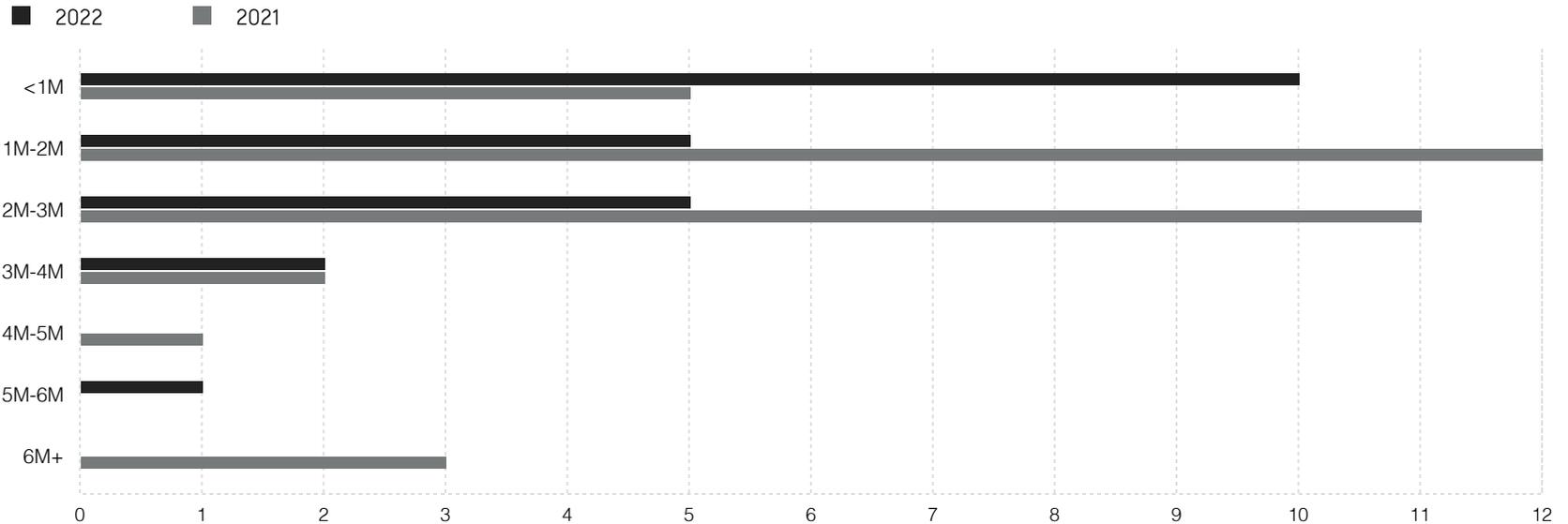
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	34	23	-32%	186	107	-42%
	AVERAGE SALE PRICE	\$2,321,088	\$1,673,617	-27.9%	\$2,292,674	\$2,294,445	0.1%
	MEDIAN SALE PRICE	\$2,000,000	\$1,175,000	-41.2%	\$2,012,658	\$1,850,000	-8.1%
	AVERAGE PPSF	\$718	\$734	2.2%	\$709	\$765	7.9%
	AVERAGE DOM	56	55	-1.8%	64	45	-29.7%
	% LIST/SOLD	1%	-1%		-	2%	
Houses	# OF SALES	28	12	-57%	155	86	-45%
	AVERAGE SALE PRICE	\$2,687,821	\$2,603,391	-3.1%	\$2,623,393	\$2,687,599	2.4%
	MEDIAN SALE PRICE	\$2,173,750	\$2,737,500	25.9%	\$2,250,000	\$2,387,500	6.1%
	AVERAGE PPSF	\$766	\$832	8.6%	\$751	\$811	8.0%
	AVERAGE DOM	56	49	-12.5%	57	44	-22.8%
	% LIST/SOLD	1%	-		1%	3%	
Condos & Co-ops	# OF SALES	6	11	83%	31	21	-32%
	AVERAGE SALE PRICE	\$609,667	\$659,318	8.1%	\$639,081	\$684,387	7.1%
	MEDIAN SALE PRICE	\$455,500	\$690,000	51.5%	\$510,000	\$605,000	18.6%
	AVERAGE PPSF	\$491	\$627	27.7%	\$501	\$587	17.2%
	AVERAGE DOM	55	60	9.1%	100	46	-54.0%
	% LIST/SOLD	-3%	-1%		-2%	2%	

Old Greenwich

Q4 Historic Sales



Q4 Sales by Price Point



Riverside

\$2.5M

Average House
Sales Price

\$744

Average
Price Per Sq. Ft.

-2.5%

Average Discount
From List Price

\$2.0M

Median House
Sales Price

54

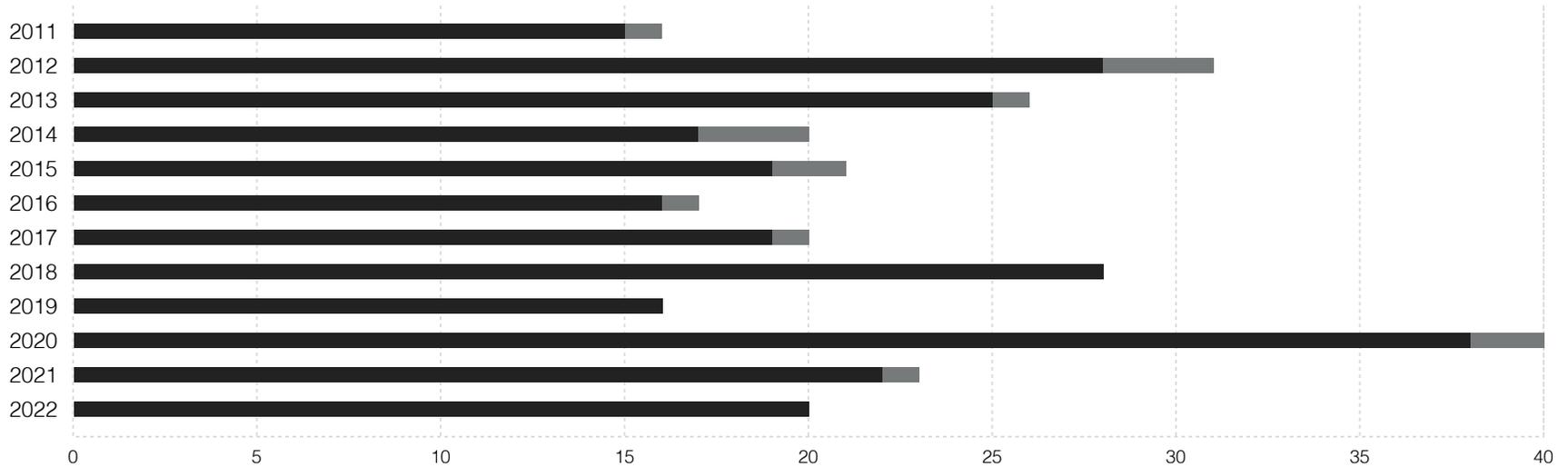
Average
Days On Market

13%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

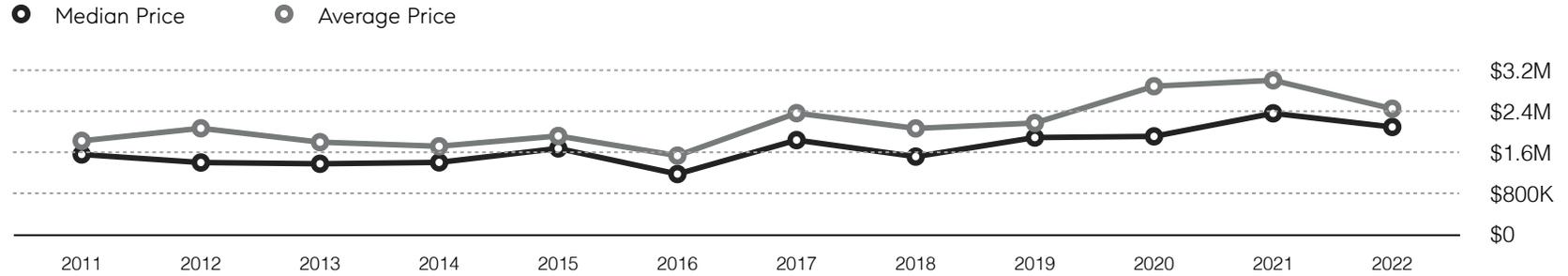


Riverside

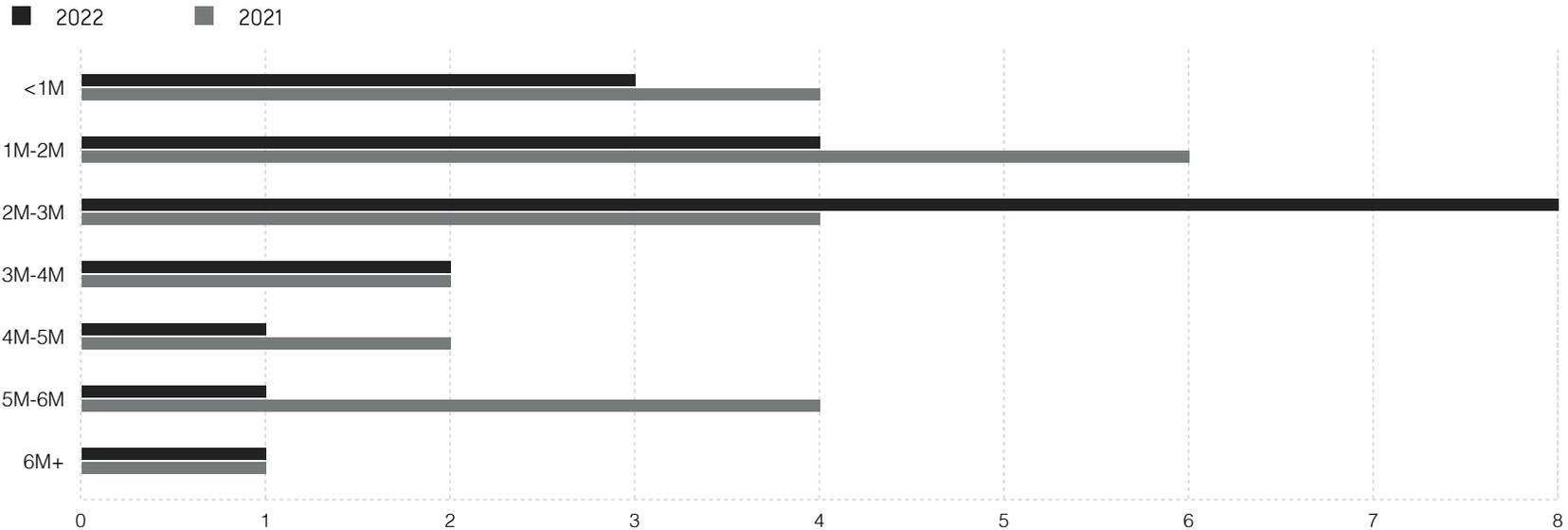
		Q4 2021	Q4 2022	% Change	YTD 2021	YTD 2022	% Change
Overall	# OF SALES	23	20	-13%	171	108	-37%
	AVERAGE SALE PRICE	\$3,004,582	\$2,449,337	-18.5%	\$2,527,375	\$2,444,055	-3.3%
	MEDIAN SALE PRICE	\$2,360,000	\$2,093,500	-11.3%	\$2,175,000	\$2,037,500	-6.3%
	AVERAGE PPSF	\$759	\$705	-7.1%	\$665	\$744	11.9%
	AVERAGE DOM	69	62	-10.1%	78	54	-30.8%
	% LIST/SOLD	-1%	-1%		-	2%	
Houses	# OF SALES	22	20	-9%	163	104	-36%
	AVERAGE SALE PRICE	\$3,103,653	\$2,449,337	-21.1%	\$2,614,485	\$2,507,629	-4.1%
	MEDIAN SALE PRICE	\$2,462,500	\$2,093,500	-15.0%	\$2,205,000	\$2,050,000	-7.0%
	AVERAGE PPSF	\$771	\$705	-8.6%	\$678	\$757	11.7%
	AVERAGE DOM	72	62	-13.9%	75	54	-28.0%
	% LIST/SOLD	-1%	-		-	3%	
Condos & Co-ops	# OF SALES	1	-	-	8	4	-50%
	AVERAGE SALE PRICE	\$825,000	-	-	\$752,500	\$791,125	5.1%
	MEDIAN SALE PRICE	\$825,000	-	-	\$767,500	\$787,500	2.6%
	AVERAGE PPSF	\$482	-	-	\$407	\$414	1.7%
	AVERAGE DOM	4	-	-	131	41	-68.7%
	% LIST/SOLD	-	-		-2%	1%	

Riverside

Q4 Historic Sales



Q4 Sales by Price Point



COMPASS

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