

Q3 2021

Greenwich Market Report

COMPASS



17 Wynnwood Road
Courtesy of: Bill Andrus

Market Overview

\$2.9M

Average House
Sales Price

\$643

Average
Price Per Sq. Ft.

0.7%

Average Discount
From List Price

\$2.3M

Median House
Sales Price

88

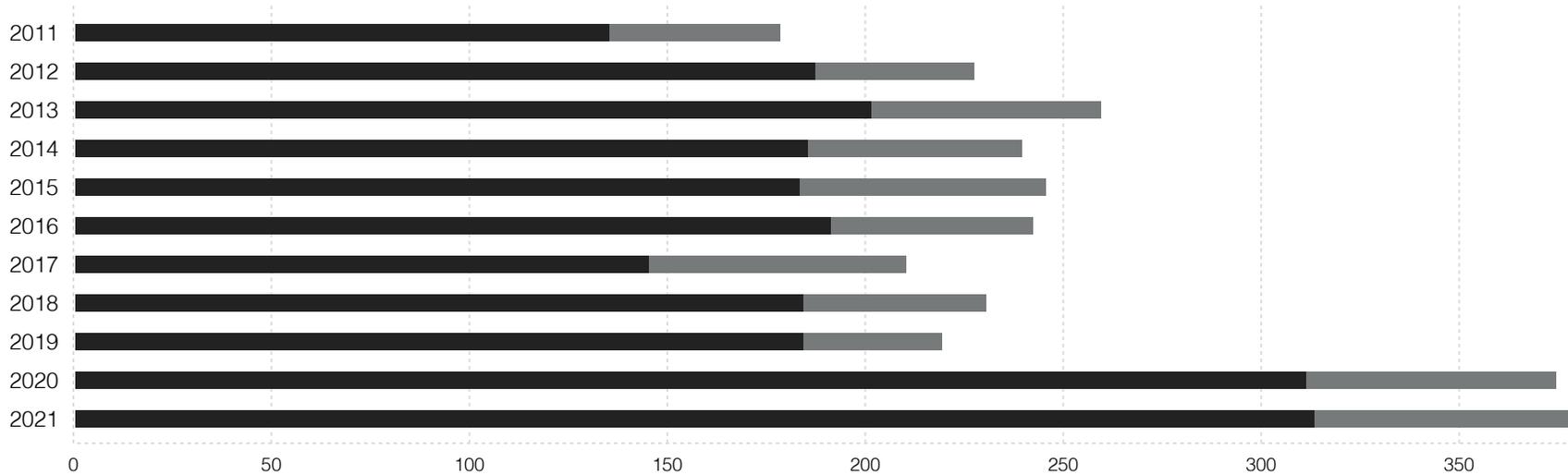
Average
Days On Market

20%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

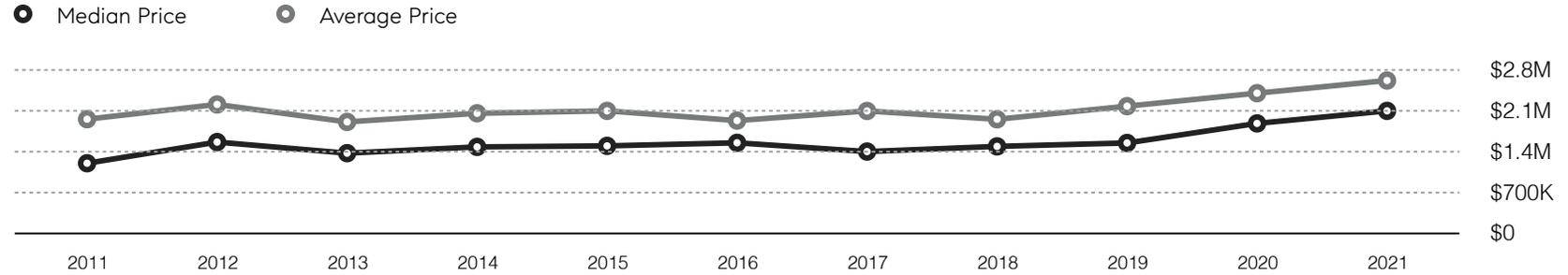


Market Overview

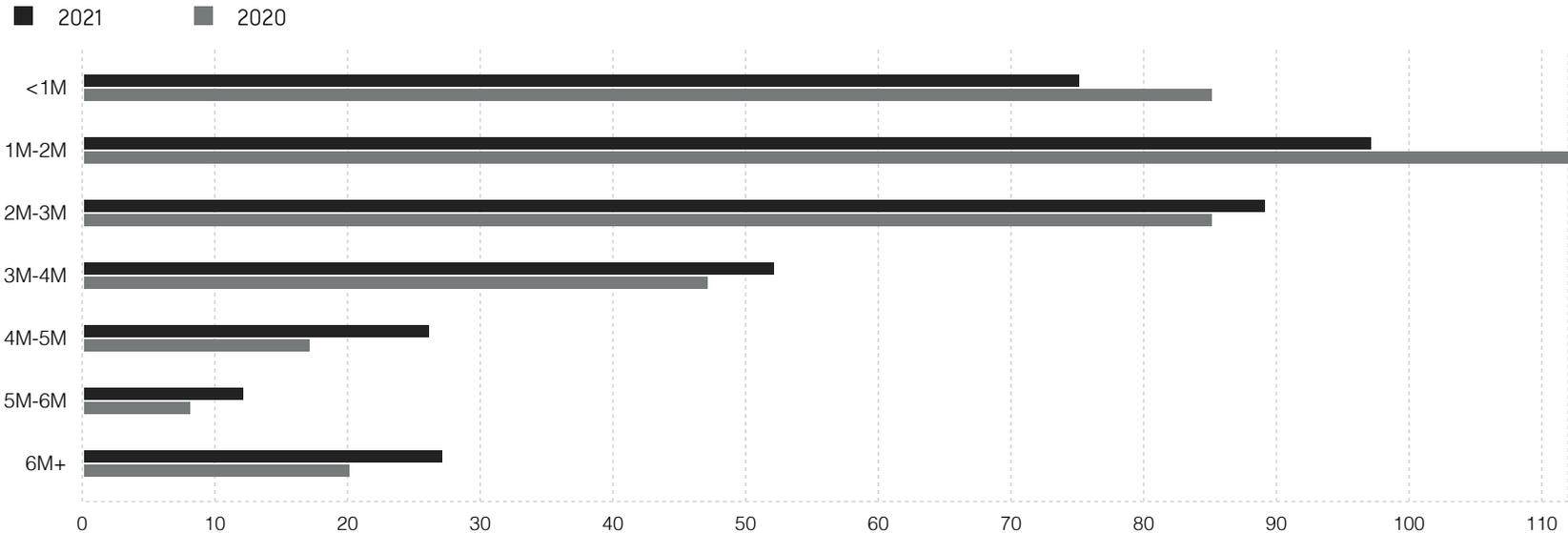
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	378	396	-5%	1,041	722	44%
	AVERAGE SALE PRICE	\$2,620,129	\$2,578,168	1.6%	\$2,571,080	\$2,258,244	13.9%
	MEDIAN SALE PRICE	\$2,100,000	\$2,040,000	2.9%	\$2,000,000	\$1,787,500	11.9%
	AVERAGE PPSF	\$643	\$608	5.8%	\$614	\$539	13.9%
	AVERAGE DOM	88	123	-28.5%	118	177	-33.3%
	% LIST/SOLD	-1%	-1%		-2%	-5%	
Houses	# OF SALES	313	313	0%	826	580	42%
	AVERAGE SALE PRICE	\$2,930,199	\$3,021,042	-3.0%	\$2,973,400	\$2,581,748	15.2%
	MEDIAN SALE PRICE	\$2,295,000	\$2,400,000	-4.4%	\$2,300,000	\$2,090,000	10.0%
	AVERAGE PPSF	\$655	\$628	4.3%	\$632	\$549	15.1%
	AVERAGE DOM	83	115	-27.8%	112	181	-38.1%
	% LIST/SOLD	-1%	-1%		-1%	-5%	
Condos & Co-ops	# OF SALES	65	83	-22%	215	142	51%
	AVERAGE SALE PRICE	\$1,127,023	\$908,053	24.1%	\$1,025,421	\$936,891	9.4%
	MEDIAN SALE PRICE	\$780,000	\$750,000	4.0%	\$750,000	\$682,000	10.0%
	AVERAGE PPSF	\$579	\$518	11.8%	\$541	\$495	9.3%
	AVERAGE DOM	111	152	-27.0%	142	163	-12.9%
	% LIST/SOLD	-1%	-2%		-2%	-4%	

Market Overview

Q3 Historic Sales



Q3 Sales by Price Point



North Parkway

\$4.1M

Average House
Sales Price

\$603

Average
Price Per Sq. Ft.

1.8%

Average Discount
From List Price

\$3.1M

Median House
Sales Price

212

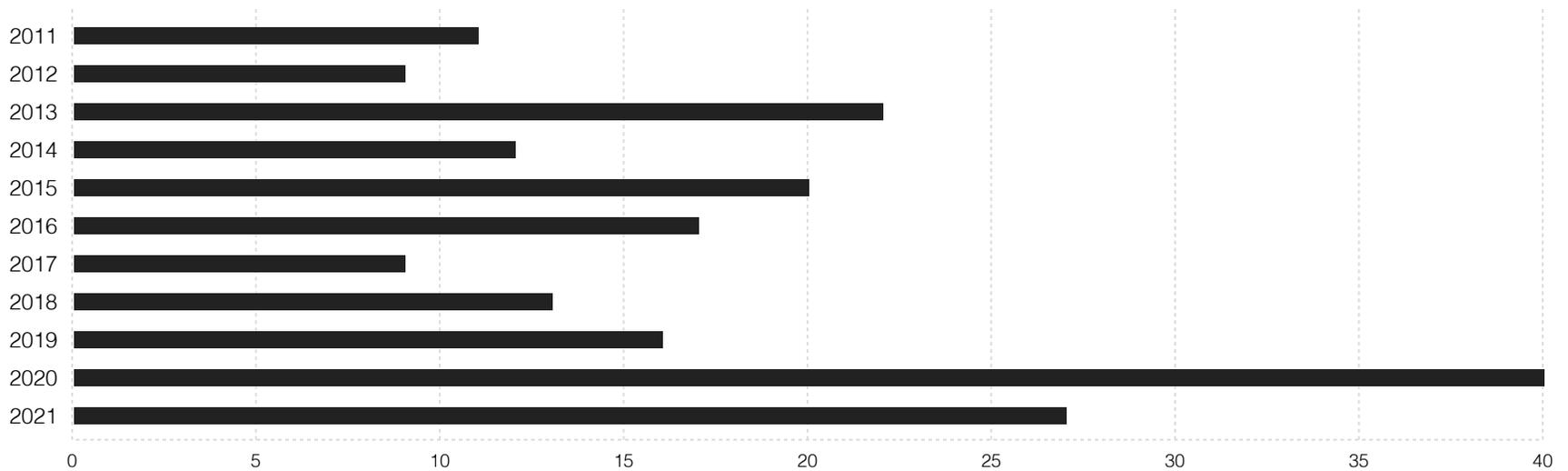
Average
Days On Market

4%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

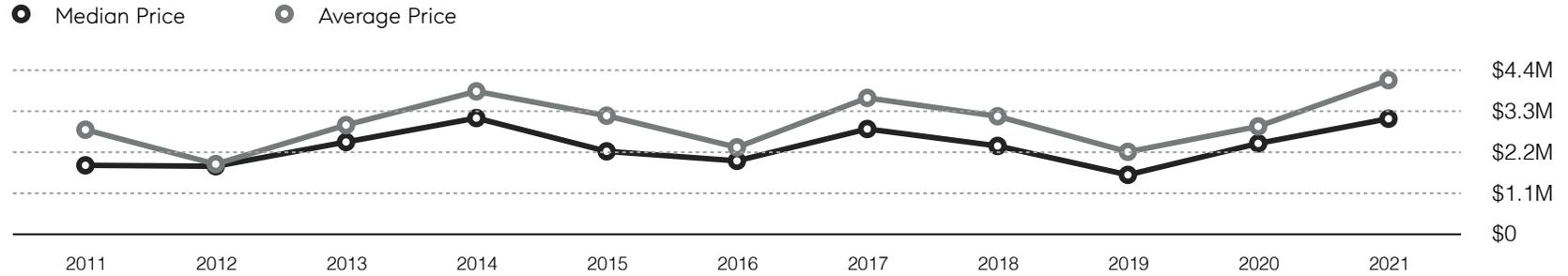


North Parkway

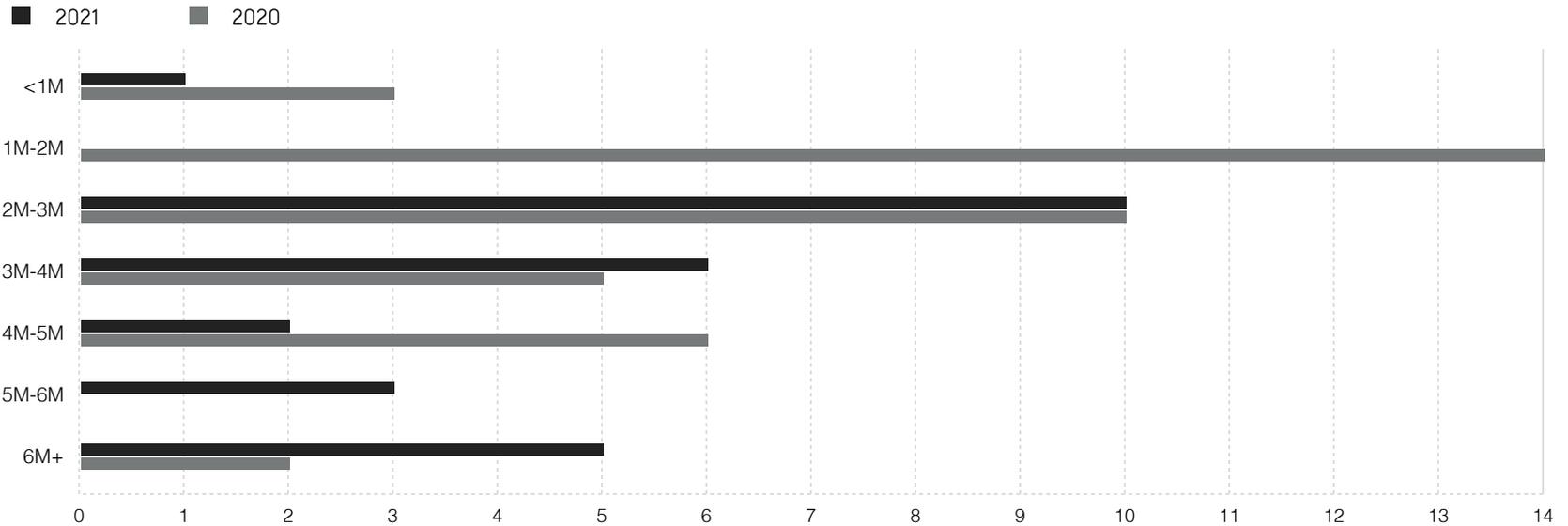
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	27	29	-7%	81	71	14%
	AVERAGE SALE PRICE	\$4,135,213	\$3,646,966	13.4%	\$4,057,577	\$2,628,858	54.3%
	MEDIAN SALE PRICE	\$3,100,000	\$3,225,000	-3.9%	\$3,000,000	\$2,375,000	26.3%
	AVERAGE PPSF	\$603	\$498	21.1%	\$566	\$431	31.3%
	AVERAGE DOM	212	140	51.4%	168	242	-30.6%
	% LIST/SOLD	-1%	-3%		-3%	-5%	
Houses	# OF SALES	27	29	-7%	81	71	14%
	AVERAGE SALE PRICE	\$4,135,213	\$3,646,966	13.4%	\$4,057,577	\$2,628,858	54.3%
	MEDIAN SALE PRICE	\$3,100,000	\$3,225,000	-3.9%	\$3,000,000	\$2,375,000	26.3%
	AVERAGE PPSF	\$603	\$498	21.1%	\$566	\$431	31.3%
	AVERAGE DOM	212	140	51.4%	168	242	-30.6%
	% LIST/SOLD	-2%	-3%		-3%	-5%	
Condos & Co-ops	# OF SALES	-	-	-	-	-	-
	AVERAGE SALE PRICE	-	-	-	-	-	-
	MEDIAN SALE PRICE	-	-	-	-	-	-
	AVERAGE PPSF	-	-	-	-	-	-
	AVERAGE DOM	-	-	-	-	-	-
	% LIST/SOLD	-	-		-	-	

North Parkway

Q3 Historic Sales



Q3 Sales by Price Point



South Parkway

\$3.1M

Average House
Sales Price

\$588

Average
Price Per Sq. Ft.

1.3%

Average Discount
From List Price

\$2.4M

Median House
Sales Price

91

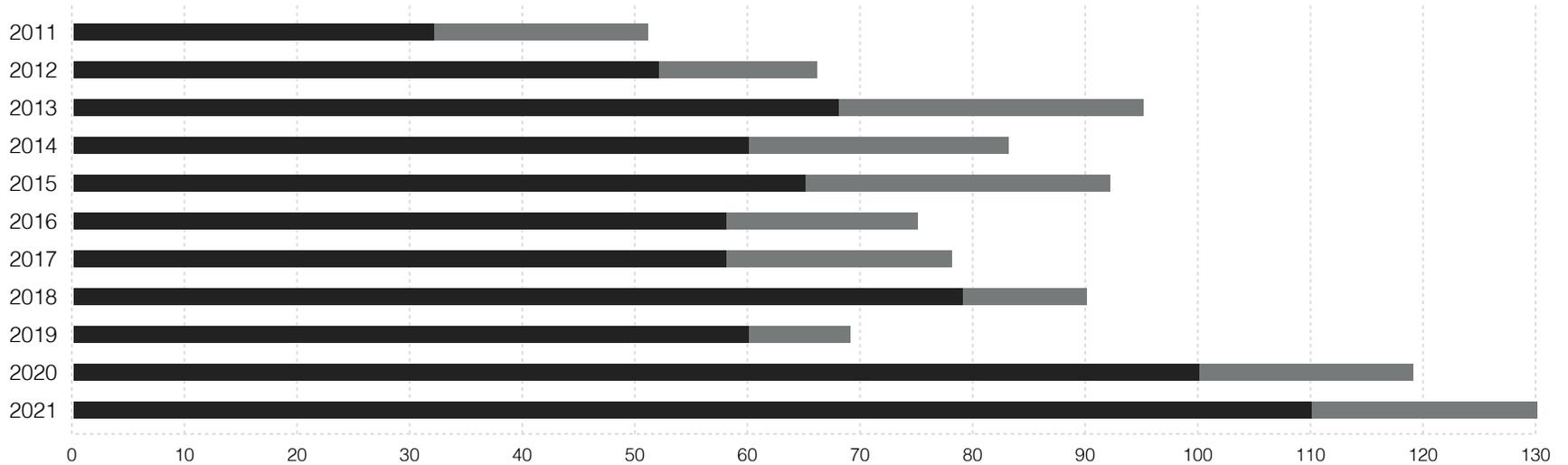
Average
Days On Market

26%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

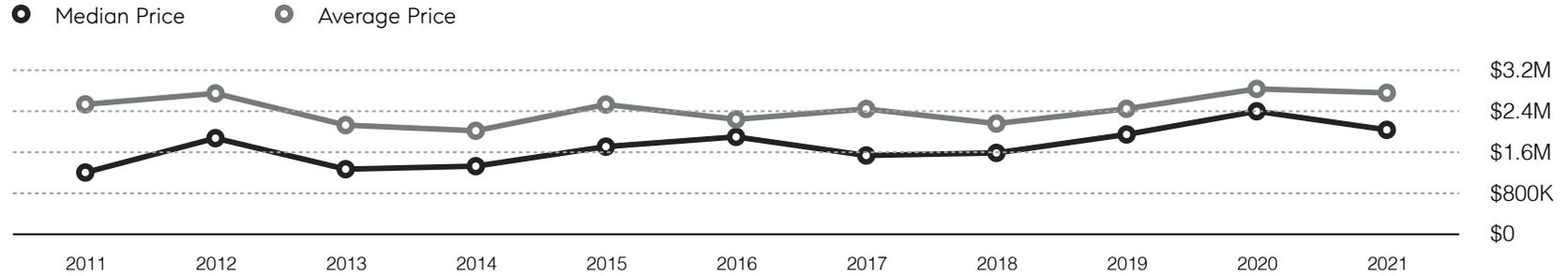


South Parkway

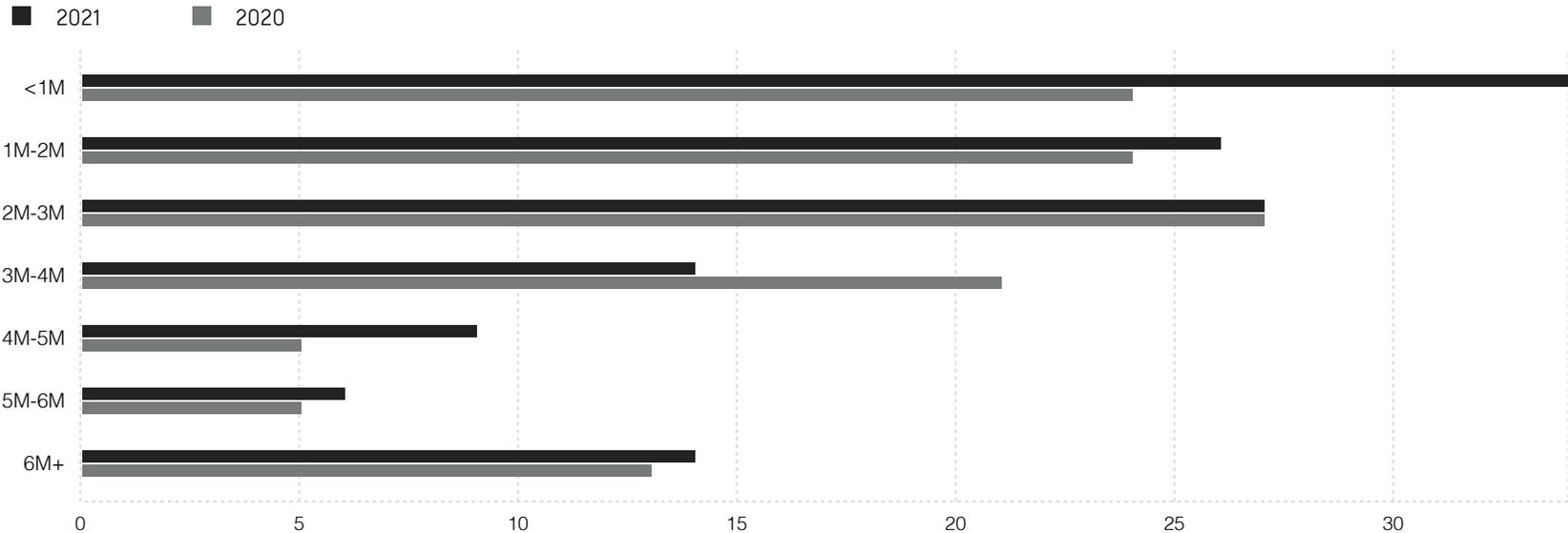
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	130	136	-4%	356	235	51%
	AVERAGE SALE PRICE	\$2,759,803	\$2,877,371	-4.1%	\$2,819,449	\$2,579,522	9.3%
	MEDIAN SALE PRICE	\$2,037,500	\$2,400,000	-15.1%	\$2,232,500	\$2,150,000	3.8%
	AVERAGE PPSF	\$588	\$558	5.4%	\$566	\$508	11.4%
	AVERAGE DOM	91	131	-30.5%	123	188	-34.6%
	% LIST/SOLD	-1%	-2%		-2%	-5%	
Houses	# OF SALES	110	108	2%	289	195	48%
	AVERAGE SALE PRICE	\$3,122,553	\$3,366,171	-7.2%	\$3,274,343	\$2,942,464	11.3%
	MEDIAN SALE PRICE	\$2,390,500	\$3,025,000	-21.0%	\$2,708,750	\$2,500,000	8.4%
	AVERAGE PPSF	\$608	\$584	4.1%	\$590	\$527	12.0%
	AVERAGE DOM	94	145	-35.2%	130	198	-34.3%
	% LIST/SOLD	-1%	-2%		-2%	-5%	
Condos & Co-ops	# OF SALES	20	28	-29%	67	40	68%
	AVERAGE SALE PRICE	\$764,675	\$991,998	-22.9%	\$857,298	\$810,180	5.8%
	MEDIAN SALE PRICE	\$755,000	\$900,000	-16.1%	\$760,000	\$717,500	5.9%
	AVERAGE PPSF	\$480	\$458	4.8%	\$463	\$418	10.8%
	AVERAGE DOM	73	73	-	95	140	-32.1%
	% LIST/SOLD	-1%	-2%		-2%	-5%	

South Parkway

Q3 Historic Sales



Q3 Sales by Price Point



South of Post Road

\$3.3M

Average House
Sales Price

\$693

Average
Price Per Sq. Ft.

1.2%

Average Discount
From List Price

\$2.2M

Median House
Sales Price

111

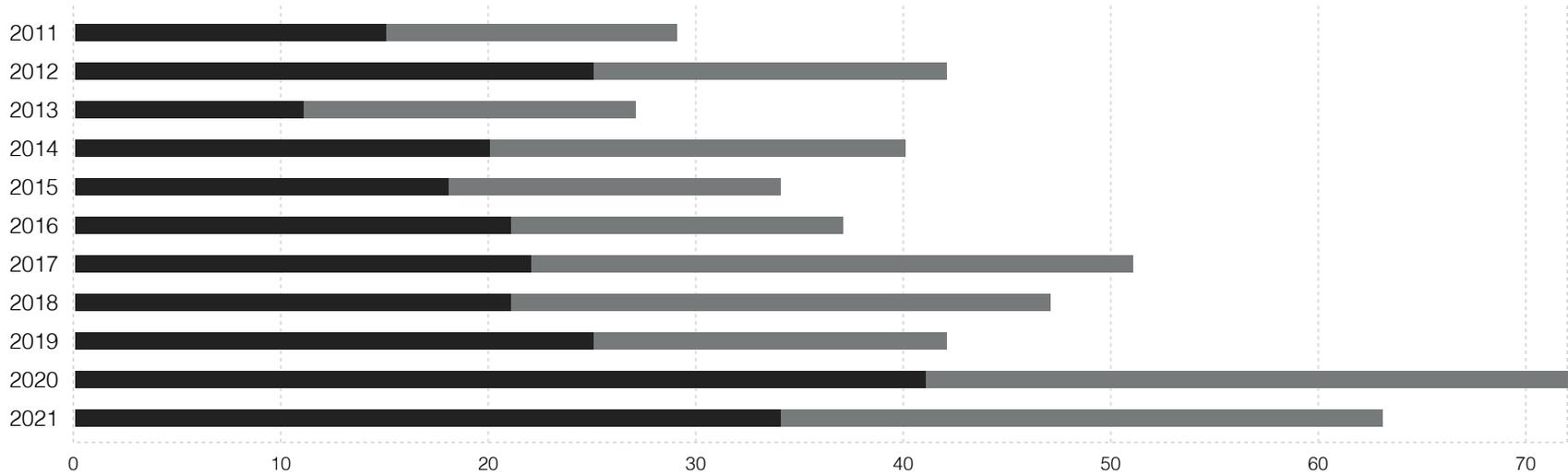
Average
Days On Market

29%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

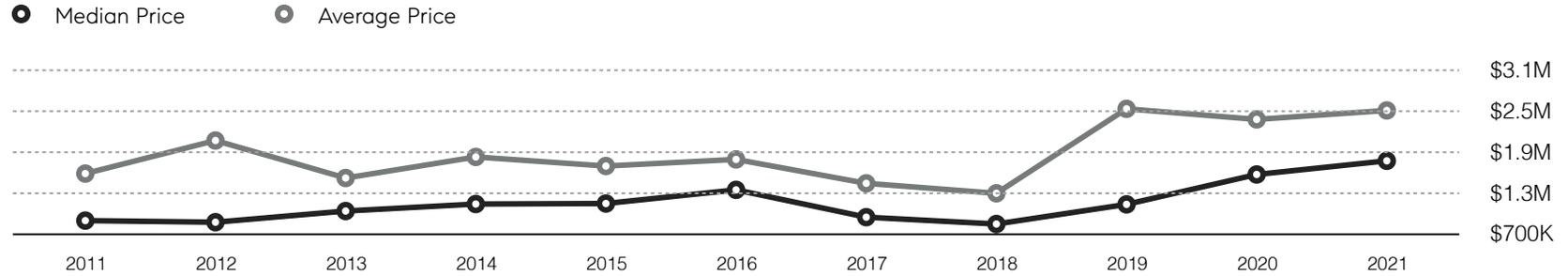


South of Post Road

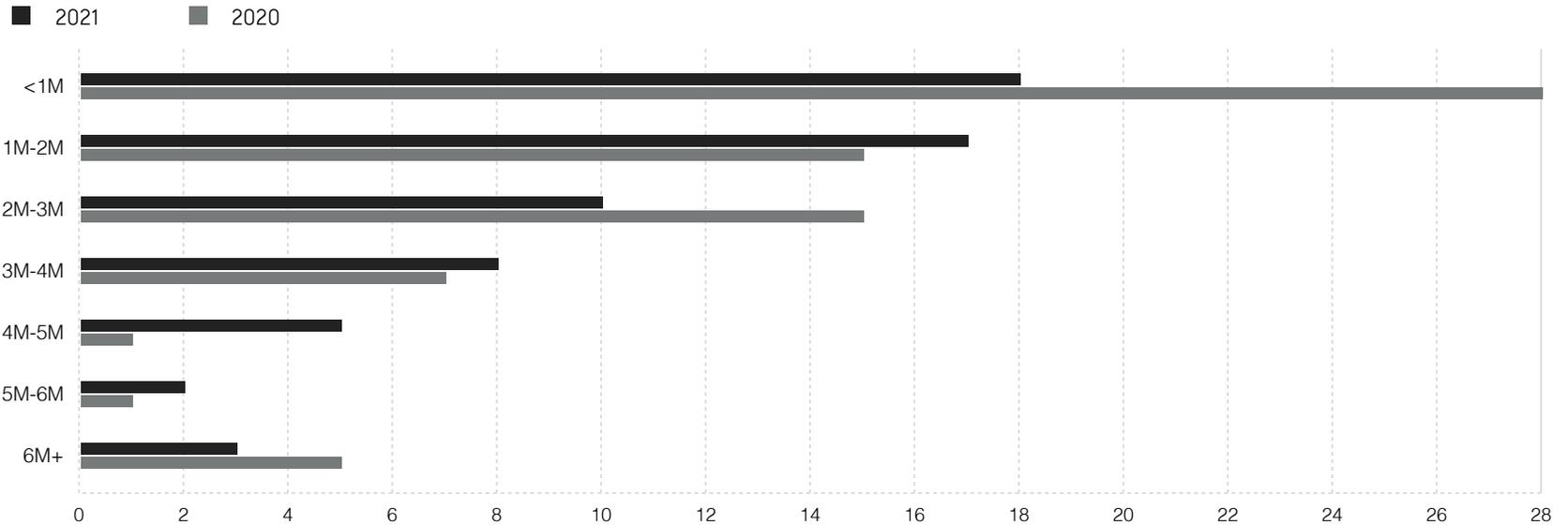
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	63	68	-7%	196	133	47%
	AVERAGE SALE PRICE	\$2,512,084	\$2,591,949	-3.1%	\$2,415,069	\$2,179,352	10.8%
	MEDIAN SALE PRICE	\$1,775,000	\$1,367,500	29.8%	\$1,587,500	\$1,200,000	32.3%
	AVERAGE PPSF	\$693	\$705	-1.7%	\$673	\$628	7.2%
	AVERAGE DOM	111	192	-42.2%	160	210	-23.8%
	% LIST/SOLD	-1%	-3%		-3%	-5%	
Houses	# OF SALES	34	36	-6%	103	64	61%
	AVERAGE SALE PRICE	\$3,322,407	\$3,975,168	-16.4%	\$3,411,562	\$3,325,891	2.6%
	MEDIAN SALE PRICE	\$2,247,500	\$2,775,000	-19.0%	\$2,350,000	\$2,062,500	13.9%
	AVERAGE PPSF	\$684	\$770	-11.2%	\$704	\$668	5.4%
	AVERAGE DOM	81	155	-47.7%	141	214	-34.1%
	% LIST/SOLD	-1%	-3%		-3%	-6%	
Condos & Co-ops	# OF SALES	29	32	-9%	93	69	35%
	AVERAGE SALE PRICE	\$1,562,051	\$1,035,828	50.8%	\$1,311,426	\$1,115,895	17.5%
	MEDIAN SALE PRICE	\$799,000	\$717,500	11.4%	\$780,000	\$635,000	22.8%
	AVERAGE PPSF	\$704	\$605	16.4%	\$633	\$578	9.5%
	AVERAGE DOM	147	234	-37.2%	181	206	-12.1%
	% LIST/SOLD	-1%	-3%		-2%	-5%	

South of Post Road

Q3 Historic Sales



Q3 Sales by Price Point



Cos Cob

\$1.9M

Average House
Sales Price

\$559

Average
Price Per Sq. Ft.

1.6%

Average Discount
From List Price

\$2.0M

Median House
Sales Price

54

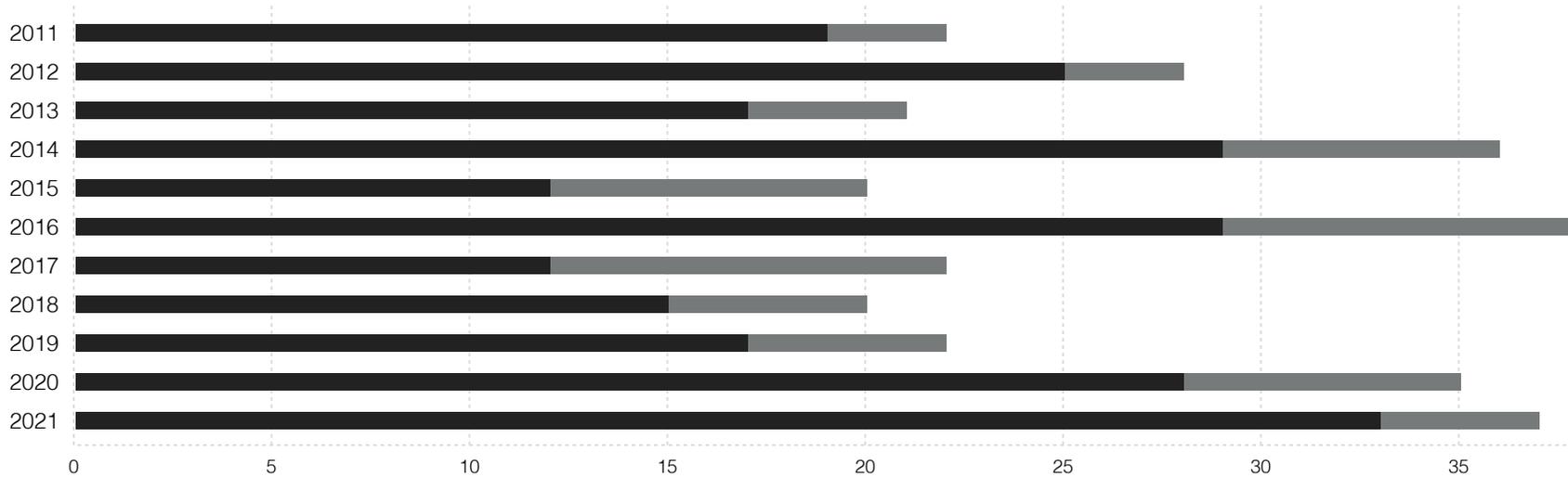
Average
Days On Market

22%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

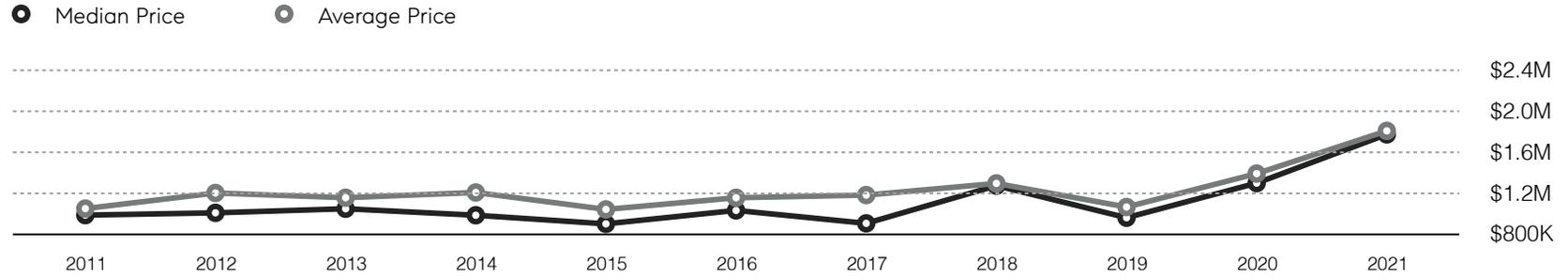


Cos Cob

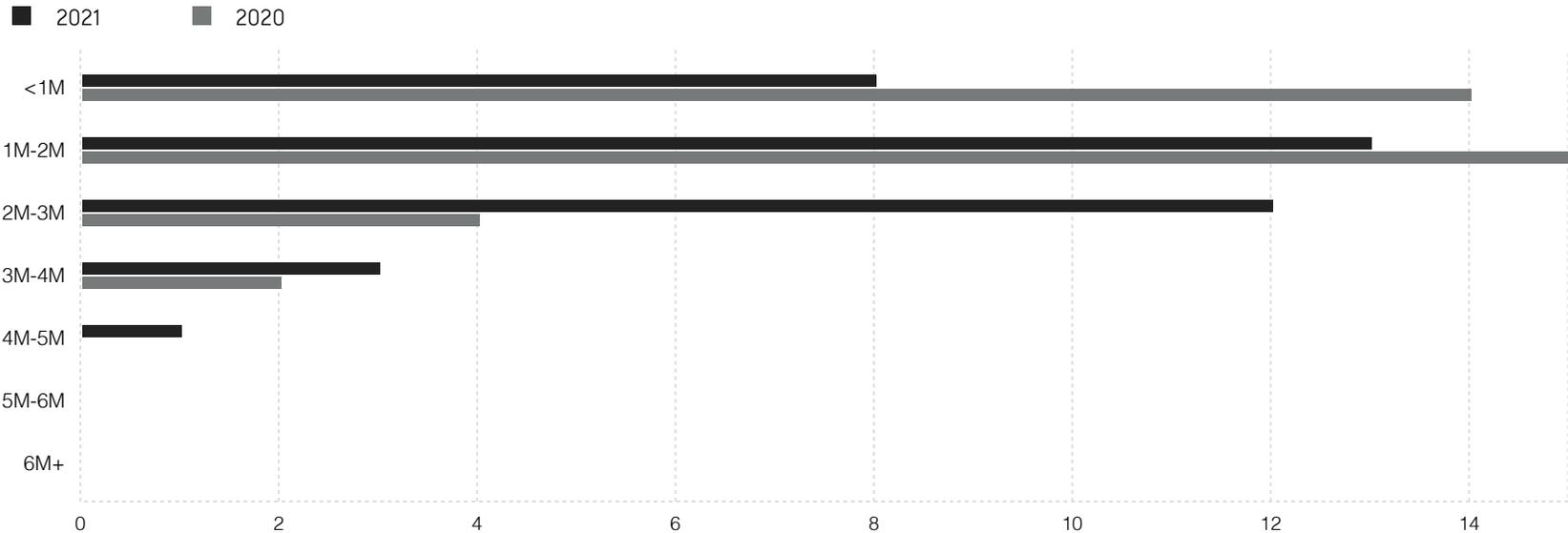
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	37	42	-12%	107	70	53%
	AVERAGE SALE PRICE	\$1,809,236	\$1,313,893	37.7%	\$1,486,329	\$1,294,332	14.8%
	MEDIAN SALE PRICE	\$1,775,000	\$1,300,250	36.5%	\$1,295,000	\$1,132,500	14.3%
	AVERAGE PPSF	\$559	\$516	8.3%	\$534	\$454	17.6%
	AVERAGE DOM	54	133	-59.4%	109	146	-25.3%
	% LIST/SOLD	-1%	-2%		-2%	-4%	
Houses	# OF SALES	33	32	3%	84	56	50%
	AVERAGE SALE PRICE	\$1,896,855	\$1,533,672	23.7%	\$1,658,592	\$1,405,326	18.0%
	MEDIAN SALE PRICE	\$1,950,000	\$1,375,000	41.8%	\$1,392,000	\$1,250,000	11.4%
	AVERAGE PPSF	\$561	\$515	8.9%	\$532	\$451	18.0%
	AVERAGE DOM	58	121	-52.1%	98	159	-38.4%
	% LIST/SOLD	-2%	-1%		-2%	-5%	
Condos & Co-ops	# OF SALES	4	10	-60%	23	14	64%
	AVERAGE SALE PRICE	\$1,086,375	\$610,600	77.9%	\$857,196	\$850,357	0.8%
	MEDIAN SALE PRICE	\$959,000	\$554,500	72.9%	\$714,000	\$715,750	-0.2%
	AVERAGE PPSF	\$533	\$520	2.5%	\$545	\$462	18.0%
	AVERAGE DOM	20	175	-88.6%	148	96	54.2%
	% LIST/SOLD	-1%	-4%		-3%	-3%	

Cos Cob

Q3 Historic Sales



Q3 Sales by Price Point



Old Greenwich

\$2.8M

Average House
Sales Price

\$756

Average
Price Per Sq. Ft.

-0.9%

Average Discount
From List Price

\$2.3M

Median House
Sales Price

52

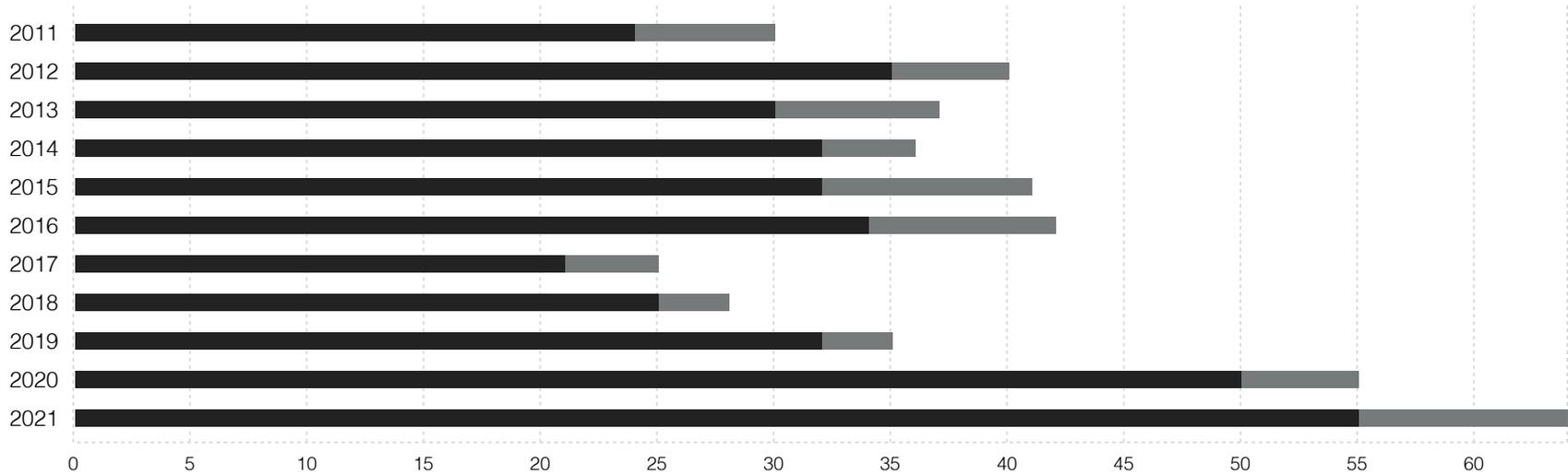
Average
Days On Market

14%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

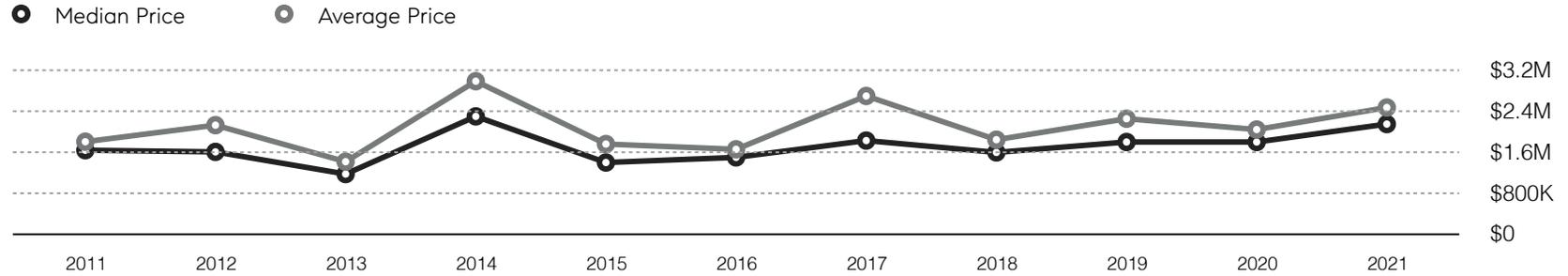


Old Greenwich

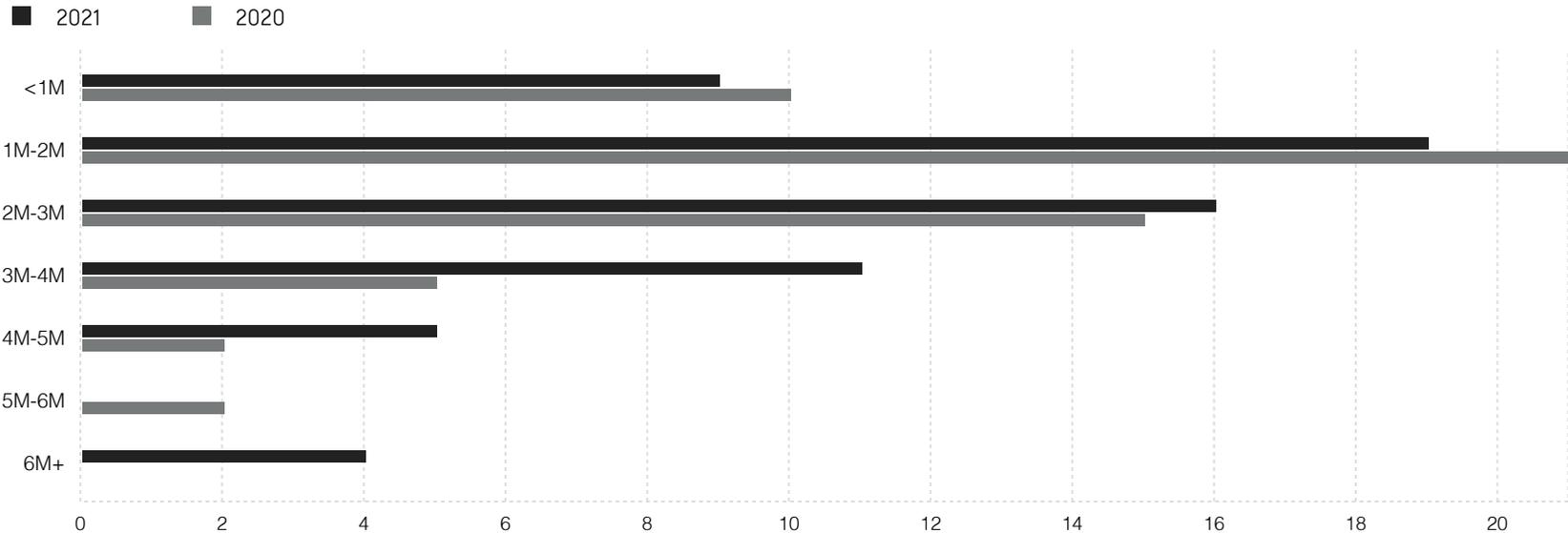
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	64	61	5%	150	108	39%
	AVERAGE SALE PRICE	\$2,473,190	\$2,226,943	11.1%	\$2,287,669	\$1,971,589	16.0%
	MEDIAN SALE PRICE	\$2,150,000	\$1,950,000	10.3%	\$2,012,658	\$1,746,250	15.3%
	AVERAGE PPSF	\$756	\$676	11.8%	\$707	\$597	18.4%
	AVERAGE DOM	52	66	-21.2%	67	124	-46.0%
	% LIST/SOLD	-1%	-		-	-4%	
Houses	# OF SALES	55	49	12%	125	93	34%
	AVERAGE SALE PRICE	\$2,766,112	\$2,618,541	5.6%	\$2,615,975	\$2,191,899	19.3%
	MEDIAN SALE PRICE	\$2,250,000	\$2,350,000	-4.3%	\$2,250,000	\$1,895,000	18.7%
	AVERAGE PPSF	\$800	\$719	11.3%	\$750	\$617	21.6%
	AVERAGE DOM	38	59	-35.6%	59	126	-53.2%
	% LIST/SOLD	1%	1%		1%	-4%	
Condos & Co-ops	# OF SALES	9	12	-25%	25	15	67%
	AVERAGE SALE PRICE	\$683,111	\$627,917	8.8%	\$646,140	\$605,667	6.7%
	MEDIAN SALE PRICE	\$773,000	\$489,500	57.9%	\$558,000	\$500,000	11.6%
	AVERAGE PPSF	\$507	\$501	1.2%	\$503	\$476	5.7%
	AVERAGE DOM	140	96	45.8%	111	109	1.8%
	% LIST/SOLD	-1%	-1%		-1%	-4%	

Old Greenwich

Q3 Historic Sales



Q3 Sales by Price Point



Riverside

\$2.5M

Average House
Sales Price

\$661

Average
Price Per Sq. Ft.

-0.6%

Average Discount
From List Price

\$2.2M

Median House
Sales Price

58

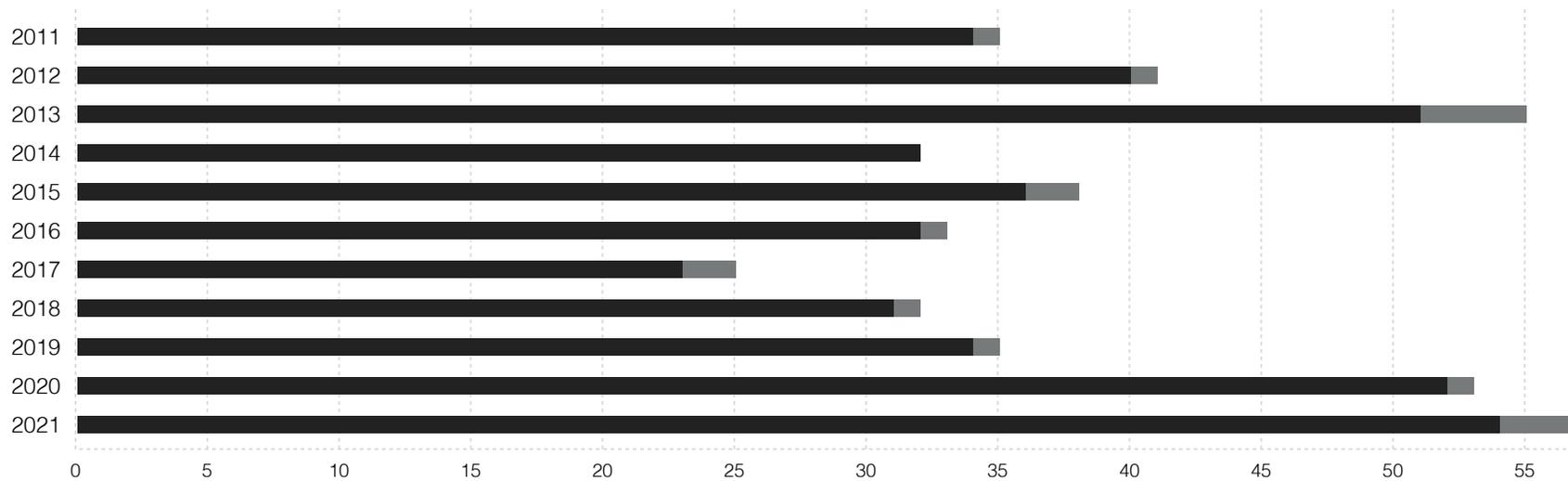
Average
Days On Market

9%

Under \$1M
Sales Market Share

Q3 Sales by Property Type

■ Homes ■ Condos & Coops

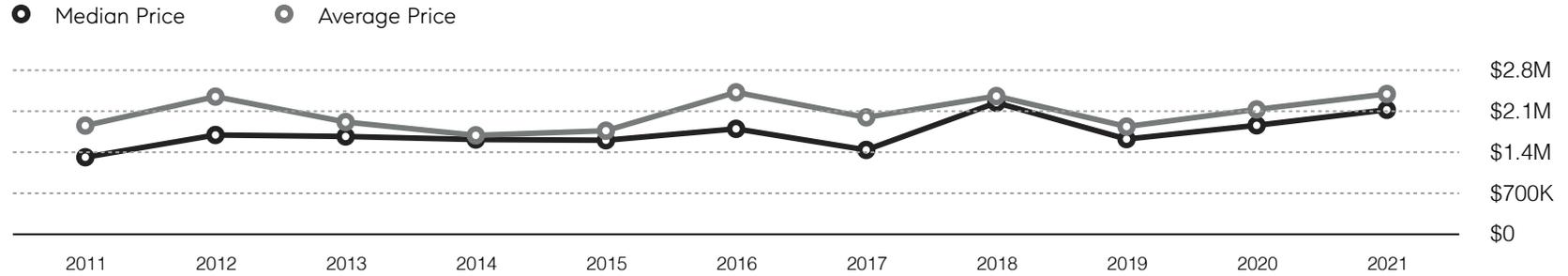


Riverside

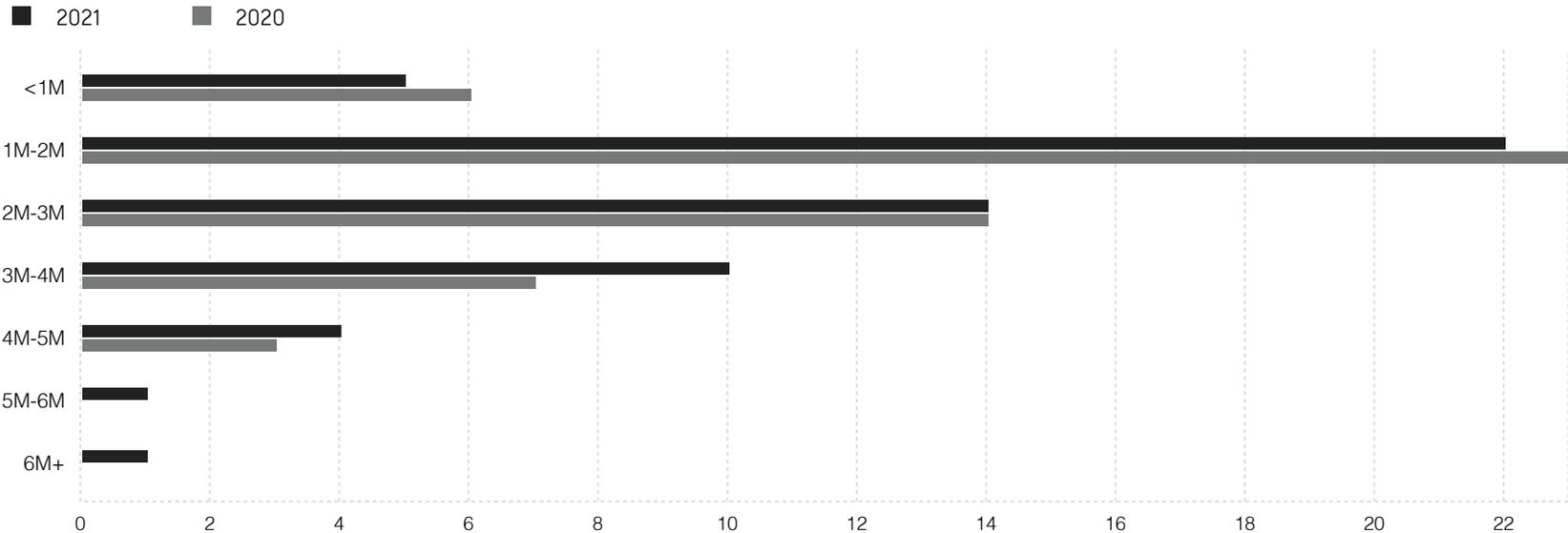
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	57	60	-5%	151	104	45%
	AVERAGE SALE PRICE	\$2,394,675	\$2,609,842	-8.2%	\$2,440,829	\$2,336,798	4.5%
	MEDIAN SALE PRICE	\$2,125,000	\$2,200,000	-3.4%	\$2,150,000	\$1,980,000	8.6%
	AVERAGE PPSF	\$661	\$670	-1.3%	\$647	\$585	10.6%
	AVERAGE DOM	58	71	-18.3%	79	144	-45.1%
	% LIST/SOLD	-1%	1%		-	-4%	
Houses	# OF SALES	54	59	-8%	144	100	44%
	AVERAGE SALE PRICE	\$2,487,528	\$2,640,432	-5.8%	\$2,523,405	\$2,403,825	5.0%
	MEDIAN SALE PRICE	\$2,185,000	\$2,200,000	-0.7%	\$2,197,500	\$2,040,000	7.7%
	AVERAGE PPSF	\$677	\$674	0.4%	\$660	\$593	11.3%
	AVERAGE DOM	58	69	-15.9%	76	146	-47.9%
	% LIST/SOLD	1%	1%		-	-4%	
Condos & Co-ops	# OF SALES	3	1	200%	7	4	75%
	AVERAGE SALE PRICE	\$723,333	\$805,000	-10.1%	\$742,143	\$661,125	12.3%
	MEDIAN SALE PRICE	\$670,000	\$805,000	-16.8%	\$730,000	\$622,250	17.3%
	AVERAGE PPSF	\$380	\$403	-5.7%	\$396	\$414	-4.3%
	AVERAGE DOM	54	218	-75.2%	149	96	55.2%
	% LIST/SOLD	-2%	-2%		-2%	-5%	

Riverside

Q3 Historic Sales



Q3 Sales by Price Point



COMPASS

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