

Q3 2021

# Greenwich Market Report

COMPASS



17 Wynnwood Road  
Courtesy of: Bill Andrus

Fall has officially started ushering the beginning of the one of the most glorious seasons in Greater Greenwich. Life is Greater Greenwich and Connecticut is bustling with increased energy and zeal.

The third quarter of 2021 continued the trend with desire to live in the Greater Greenwich area being seen within the latest round of numbers. Average price overall just over 2.6 million dollars, the highest numbers in the last ten

years and similarly median price also recorded a ten year high of just over 2.1 million dollars.

Old Greenwich saw overall sales grow five percent quarter over quarter and 34 percent year over year, a testament to the want to call that area home. Looking at Cos Cob, we saw total sales drop 12 percent over the prior quarter, but the average price grew almost thirty eight percent over the same time frame. This trend, also seen North of the Parkway, ties in

directly with the lower amount of inventory in not only Greater Greenwich and Fairfield County but the entire Nutmeg State.

Greater Greenwich is still very much the talk of the town with the incredible lifestyle that it offers its residents. The continued strength is tangible and easily demonstrated through Q3s numbers and continues to be an aspiration of many to be able to call a piece of it their own and home.

GREENWICH & STAMFORD SALES MANAGER

**Barb McKee**

DARIEN & NEW CANAAN SALES MANAGER

**Vicki D'Agostino**

FAIRFIELD & WESTPORT SALES MANAGER

**Mary Lowe**

SENIOR MANAGING DIRECTOR

**Jason Wilson**

# Compass Connecticut

## Greenwich

200 Greenwich Ave  
Greenwich, CT

## Darien

320 Boston Post Rd, Ste 180  
Darien, CT

## New Canaan

111 Cherry Street  
New Canaan, CT

## Westport

54 Wilton Rd  
Westport, CT

Westchester

## Armonk

387 Main St  
Armonk, NY

## Bronxville

130 Pondfield Rd, Ste 10  
Bronxville, NY

## Chappaqua

480 Bedford Rd  
Chappaqua, NY

## Dobbs Ferry

2 Ashford Ave  
Dobbs Ferry, NY

## Hastings-On- Hudson

36 Main St  
Hastings-On-Hudson, NY

## Larchmont

140 Larchmont Ave  
Larchmont, NY

## Rye Brook

138A South Ridge St  
Brook, NY

## Rye

80 Theodore Fremd Ave  
Rye, NY

## Scarsdale

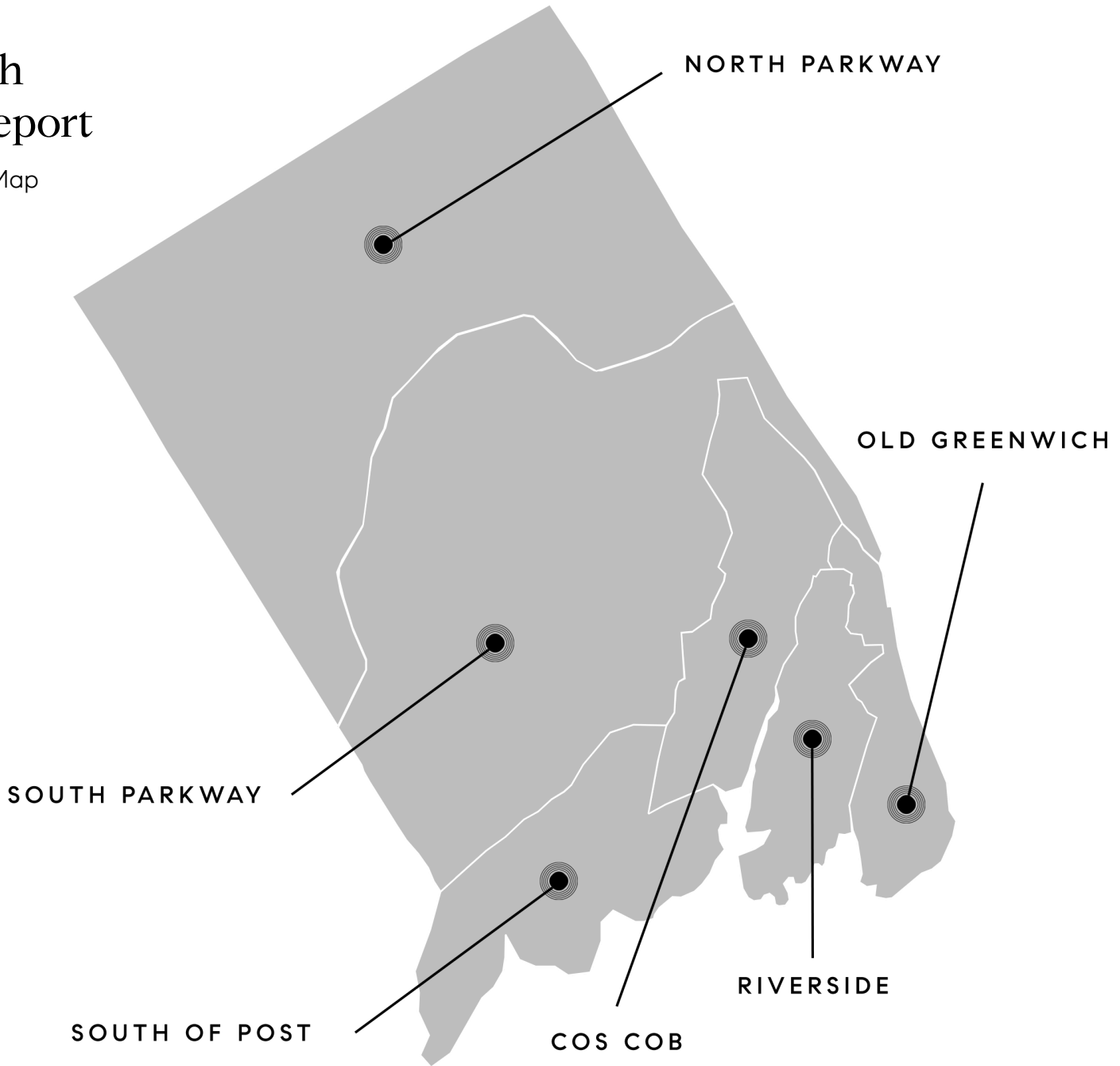
1082 Wilmot Rd  
Scarsdale, NY

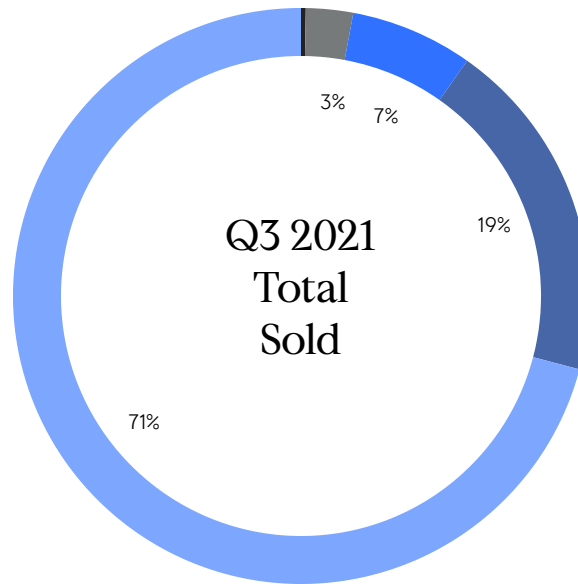
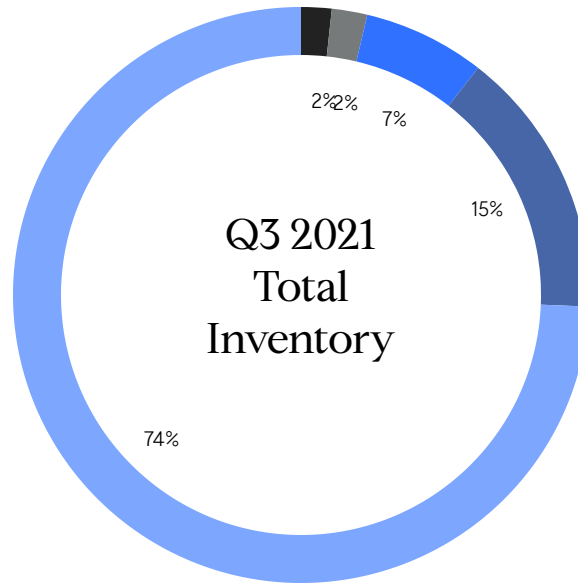
## Yorktown Heights

1857 Commerce St  
Yorktown Heights, NY

# Greenwich Market Report

Neighborhood Map





# 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**

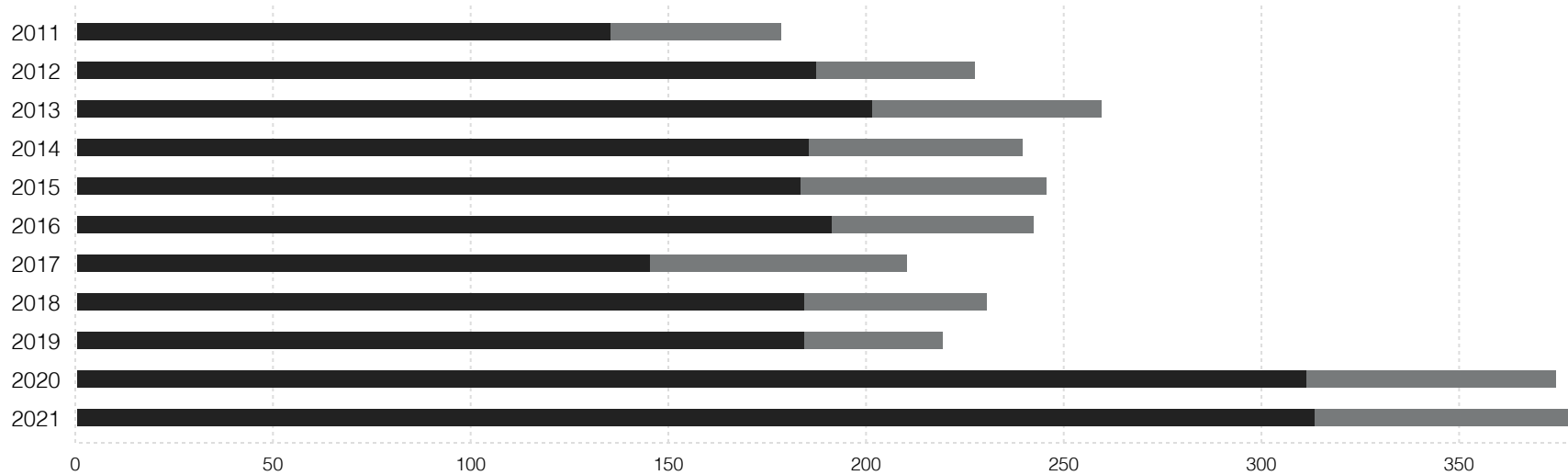
Average  
Days On Market

**20%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes    ■ Condos & Coops

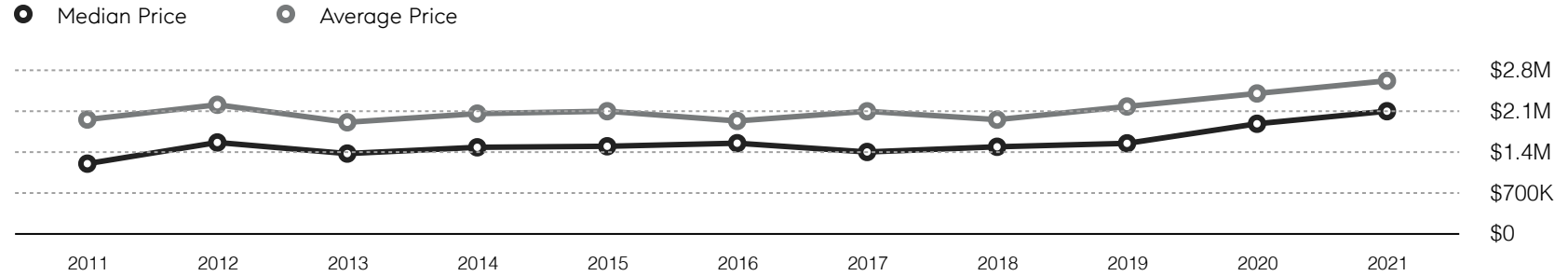


# Market Overview

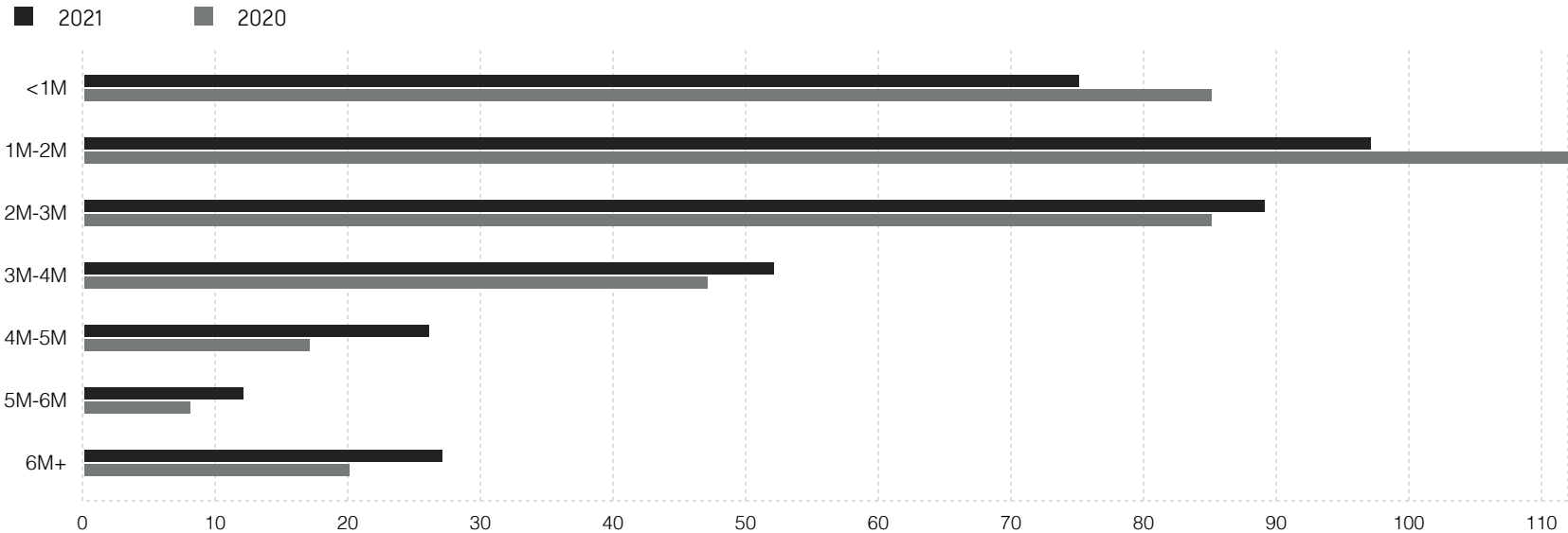
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	378	396	-5%	1,041	722	44%
	AVERAGE SALE PRICE	\$2,620,129	\$2,578,168	1.6%	\$2,571,080	\$2,258,244	13.9%
	MEDIAN SALE PRICE	\$2,100,000	\$2,040,000	2.9%	\$2,000,000	\$1,787,500	11.9%
	AVERAGE PPSF	\$643	\$608	5.8%	\$614	\$539	13.9%
	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**

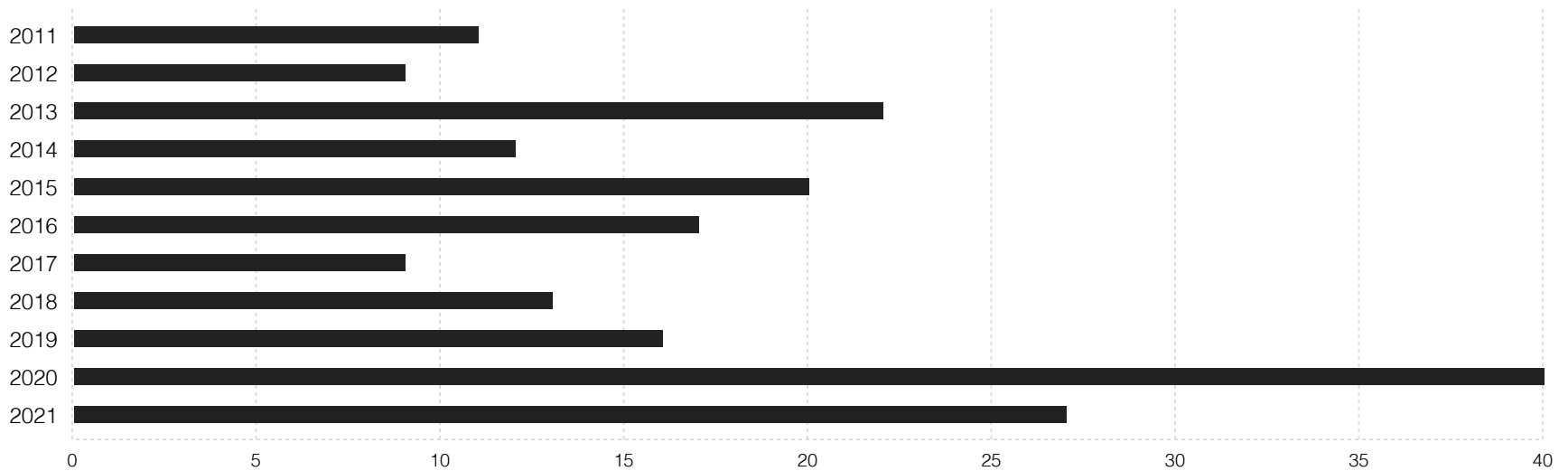
Average  
Days On Market

**4%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes   ■ Condos & Coops

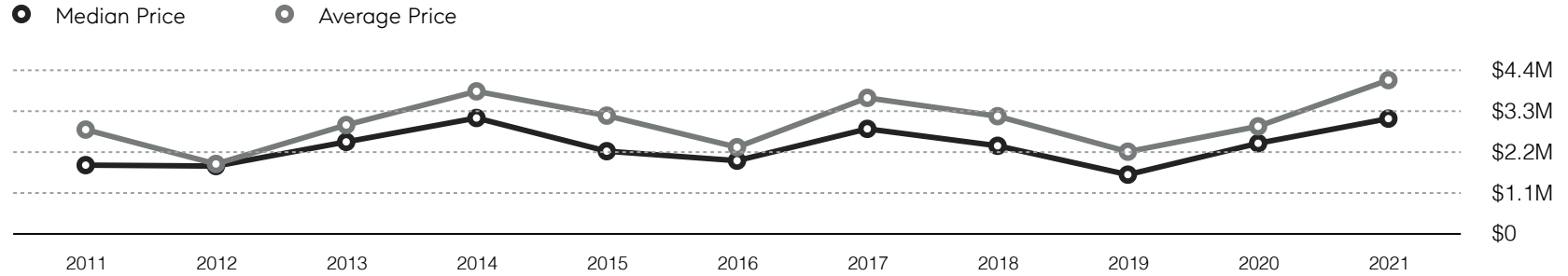


# North Parkway

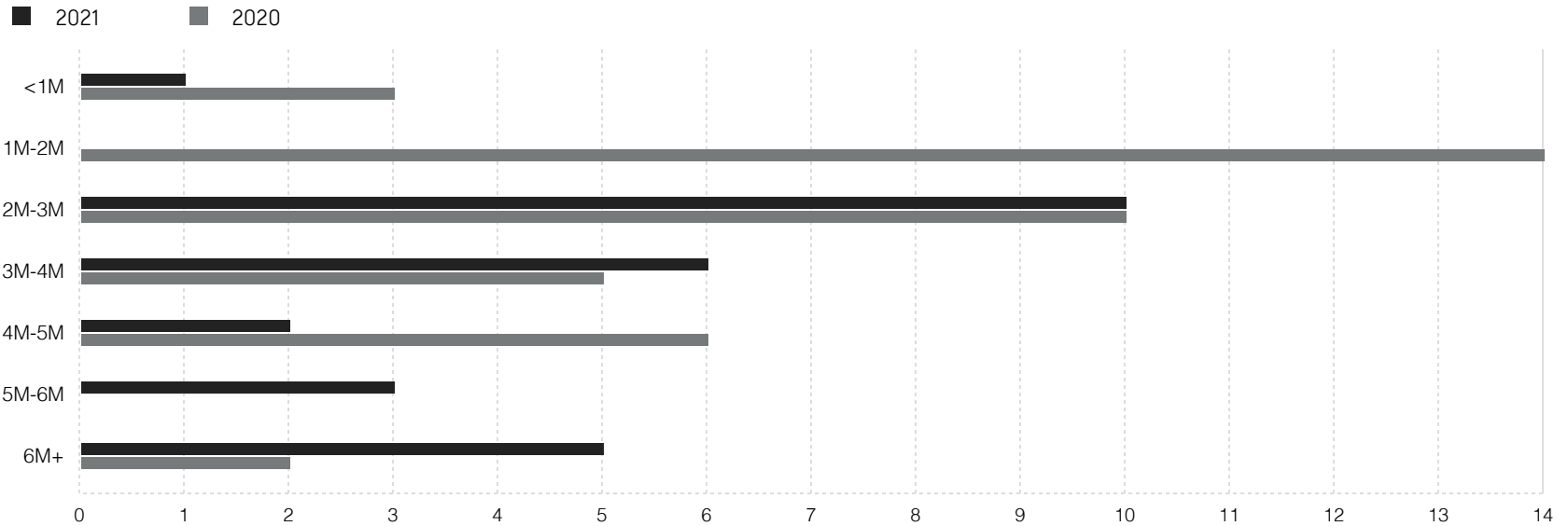
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	27	29	-7%	81	71	14%
	AVERAGE SALE PRICE	\$4,135,213	\$3,646,966	13.4%	\$4,057,577	\$2,628,858	54.3%
	MEDIAN SALE PRICE	\$3,100,000	\$3,225,000	-3.9%	\$3,000,000	\$2,375,000	26.3%
	AVERAGE PPSF	\$603	\$498	21.1%	\$566	\$431	31.3%
	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**

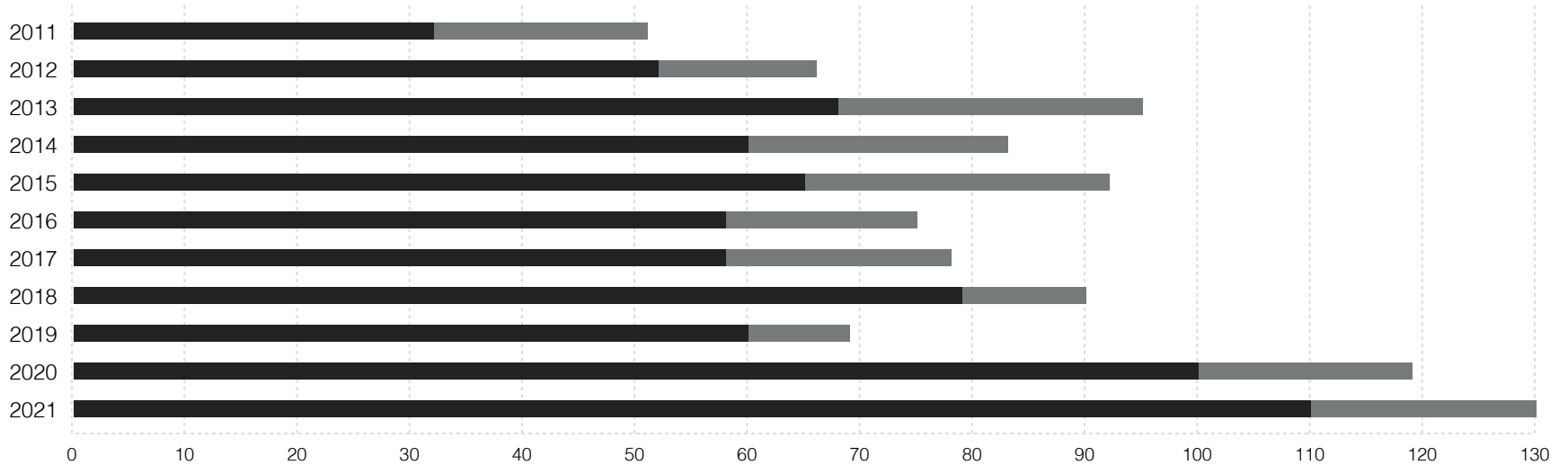
Average  
Days On Market

**26%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes    ■ Condos & Coops

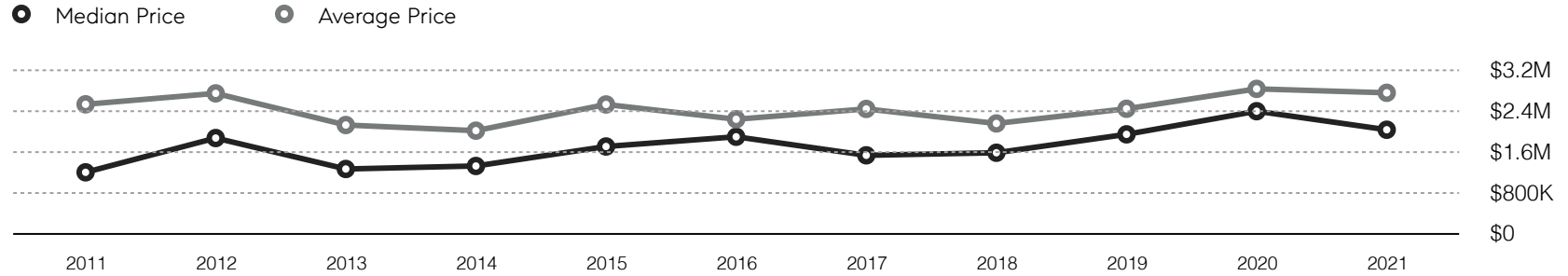


# South Parkway

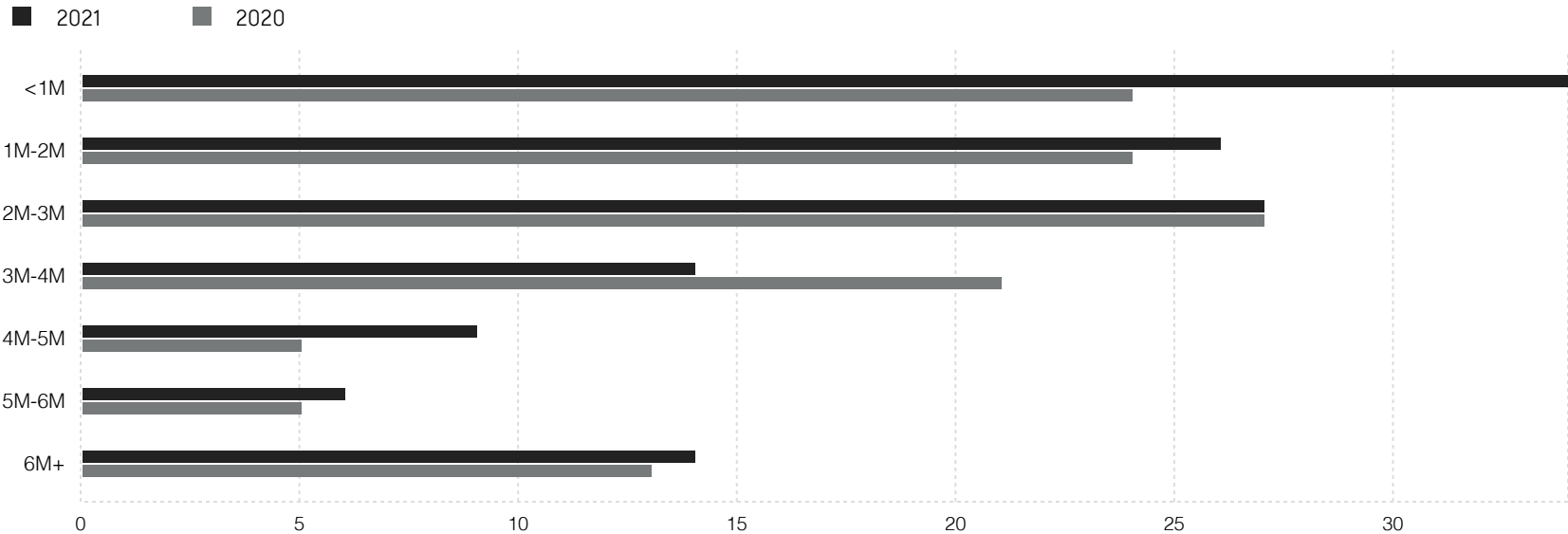
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	130	136	-4%	356	235	51%
	AVERAGE SALE PRICE	\$2,759,803	\$2,877,371	-4.1%	\$2,819,449	\$2,579,522	9.3%
	MEDIAN SALE PRICE	\$2,037,500	\$2,400,000	-15.1%	\$2,232,500	\$2,150,000	3.8%
	AVERAGE PPSF	\$588	\$558	5.4%	\$566	\$508	11.4%
	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**

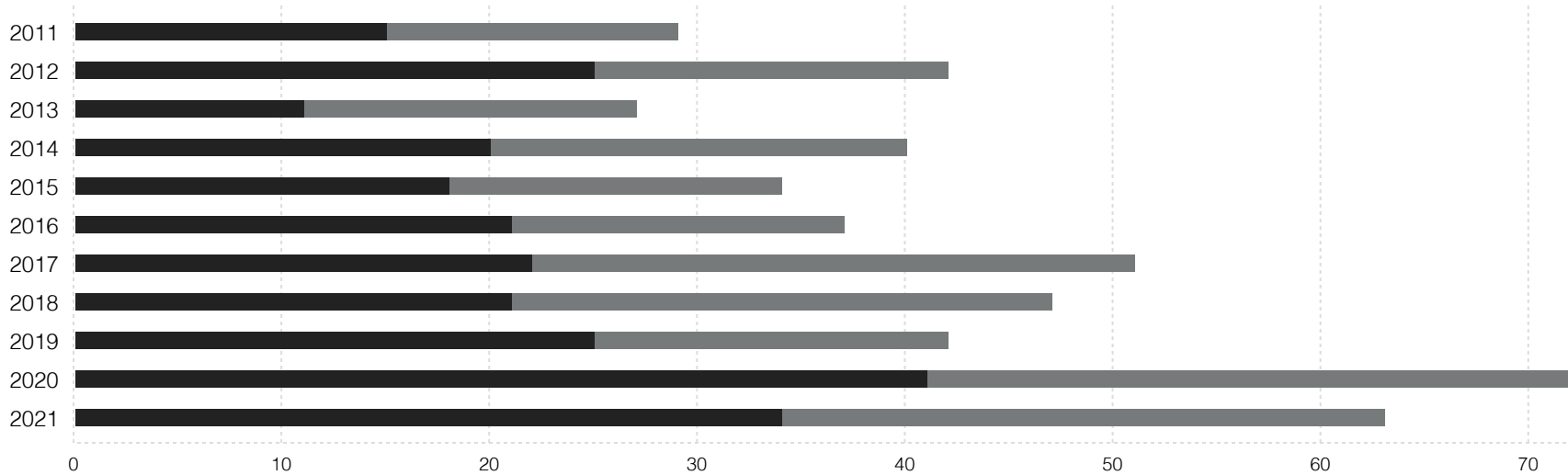
Average  
Days On Market

**29%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes    ■ Condos & Coops



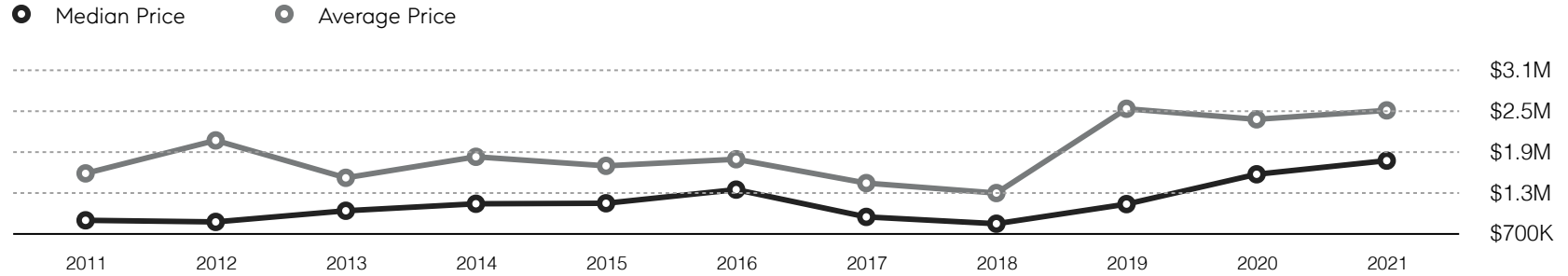
# South of Post Road

		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%	

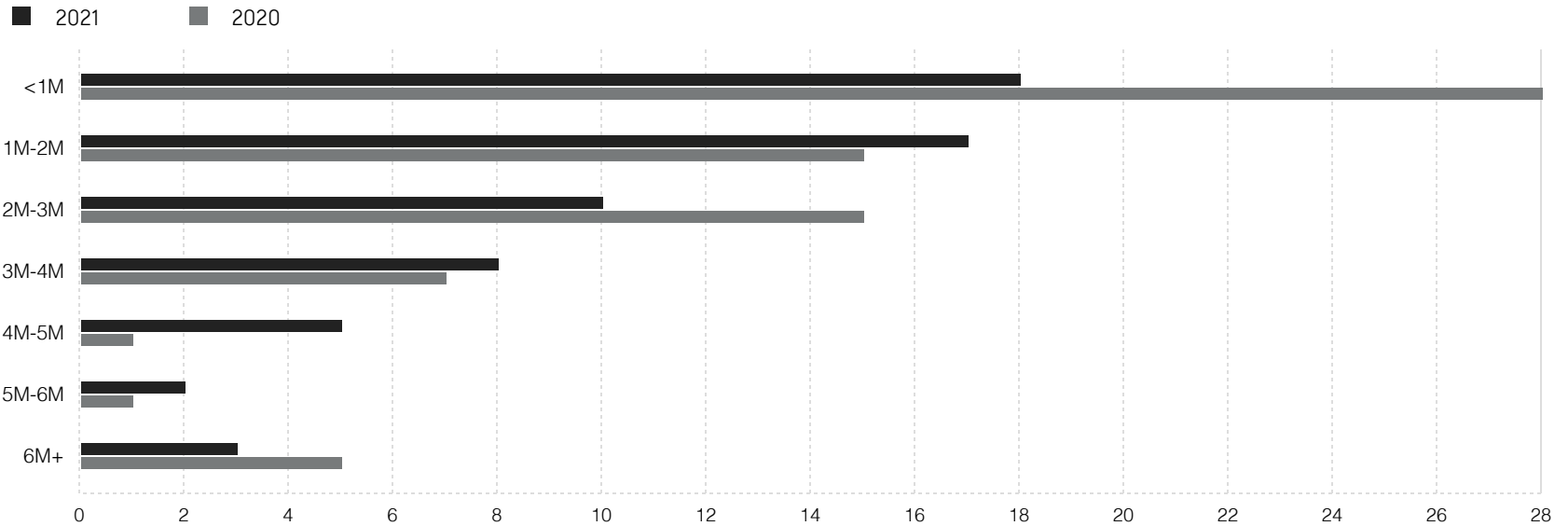


# South of Post Road

## 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**

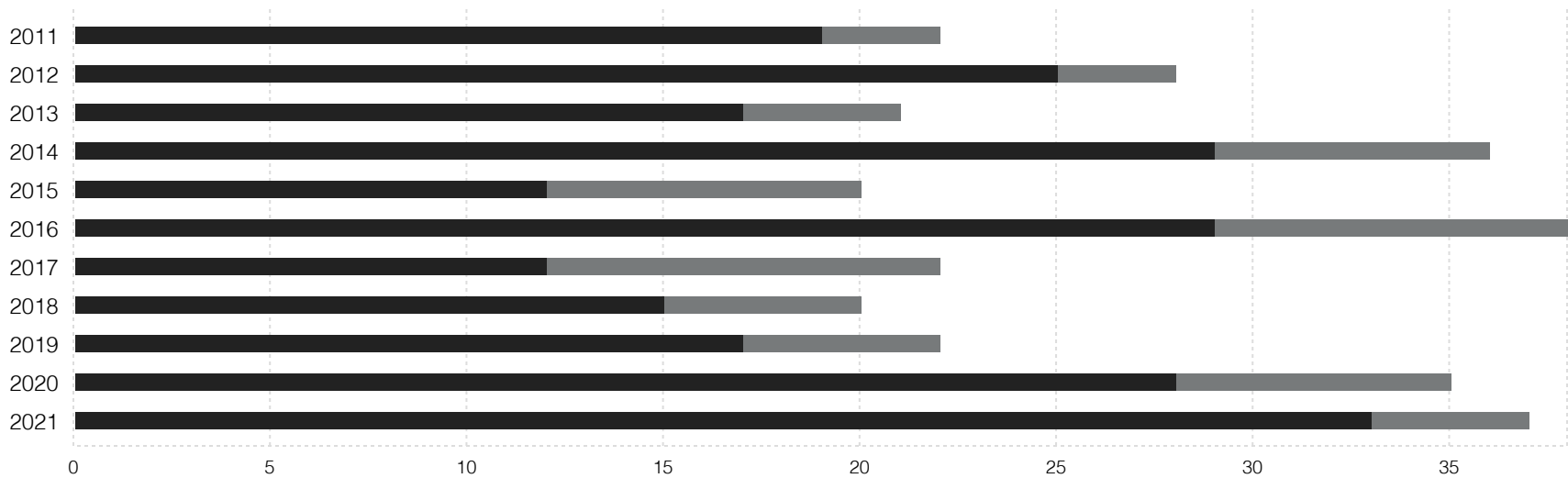
Average  
Days On Market

**22%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes    ■ Condos & Coops

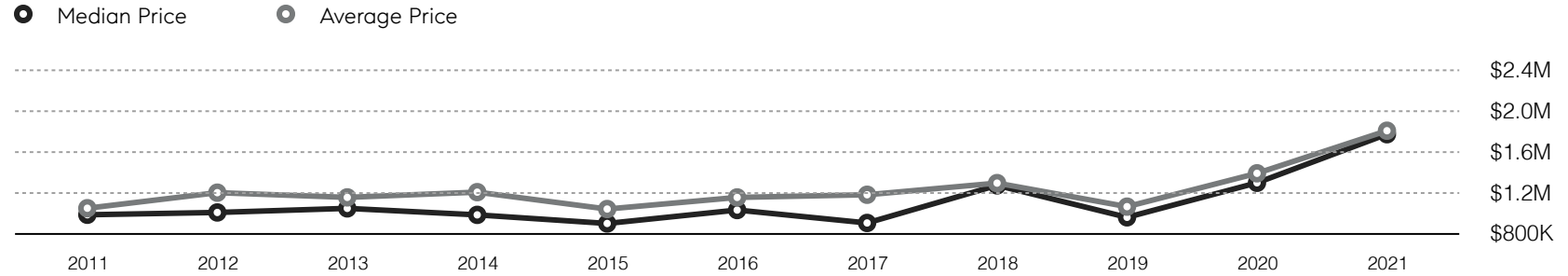


# Cos Cob

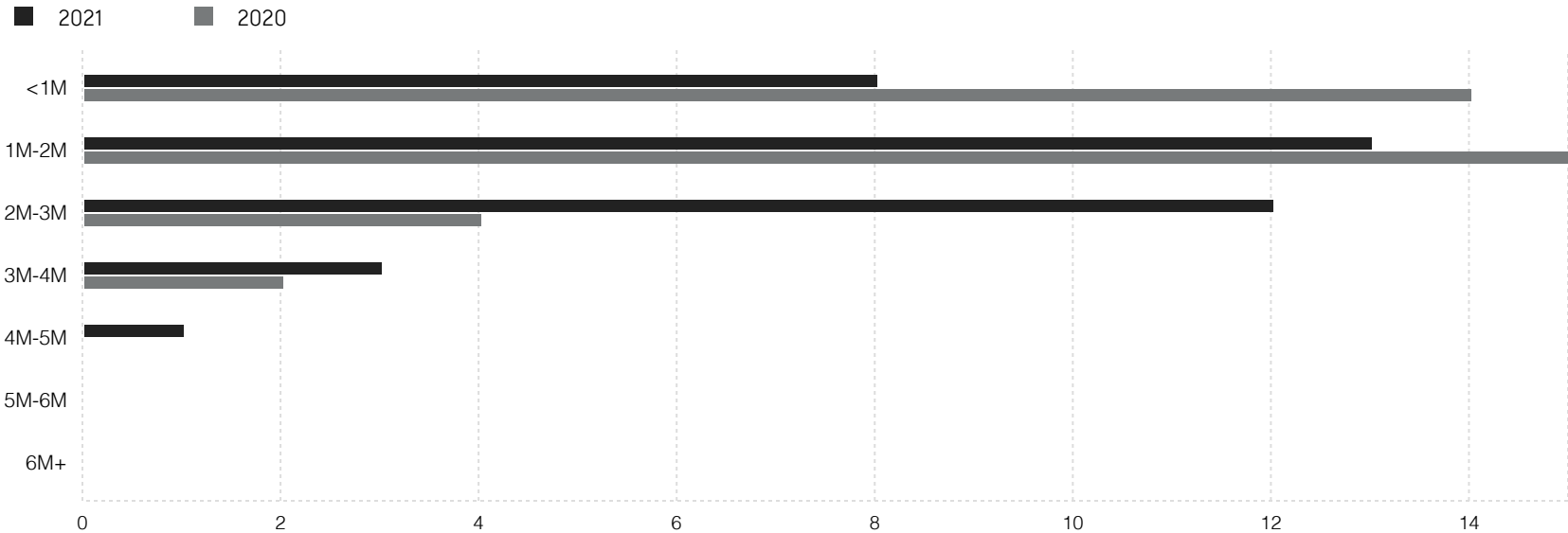
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	37	42	-12%	107	70	53%
	AVERAGE SALE PRICE	\$1,809,236	\$1,313,893	37.7%	\$1,486,329	\$1,294,332	14.8%
	MEDIAN SALE PRICE	\$1,775,000	\$1,300,250	36.5%	\$1,295,000	\$1,132,500	14.3%
	AVERAGE PPSF	\$559	\$516	8.3%	\$534	\$454	17.6%
	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**

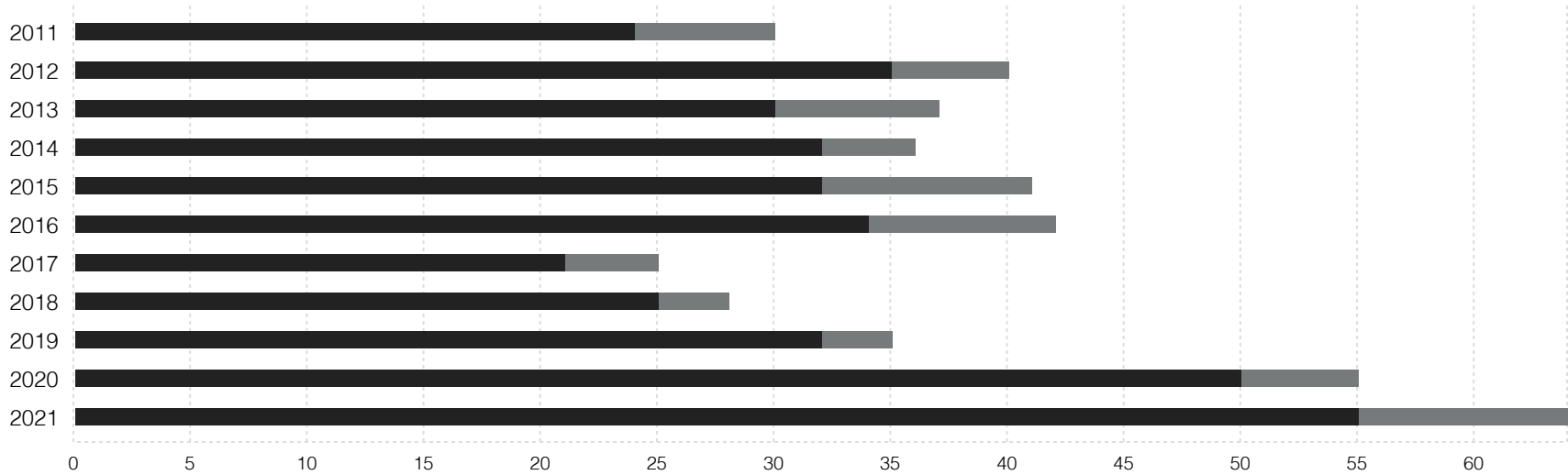
Average  
Days On Market

**14%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes    ■ Condos & Coops

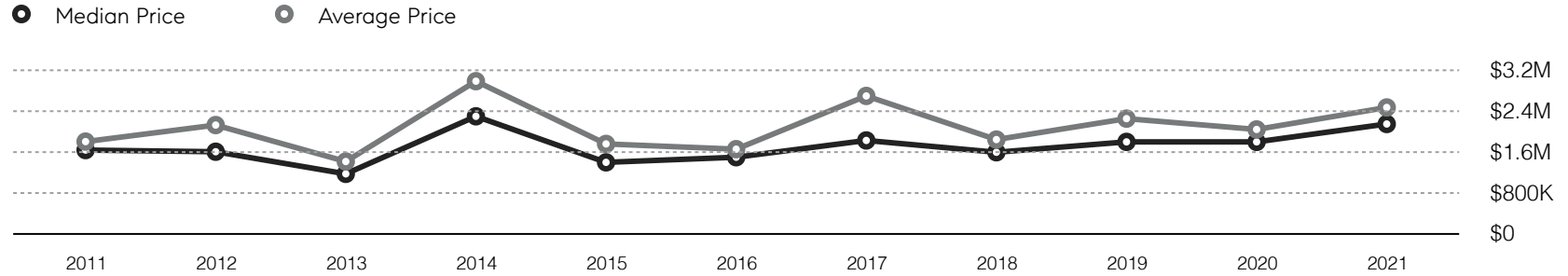


# Old Greenwich

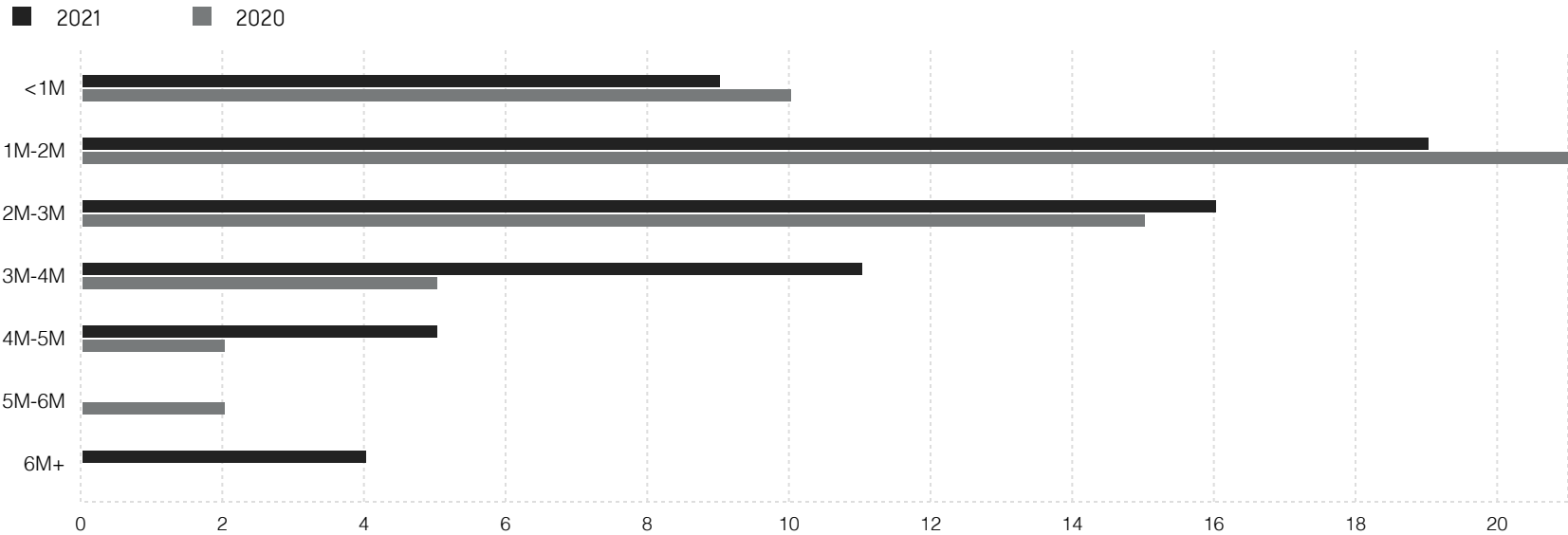
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	64	61	5%	150	108	39%
	AVERAGE SALE PRICE	\$2,473,190	\$2,226,943	11.1%	\$2,287,669	\$1,971,589	16.0%
	MEDIAN SALE PRICE	\$2,150,000	\$1,950,000	10.3%	\$2,012,658	\$1,746,250	15.3%
	AVERAGE PPSF	\$756	\$676	11.8%	\$707	\$597	18.4%
	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**

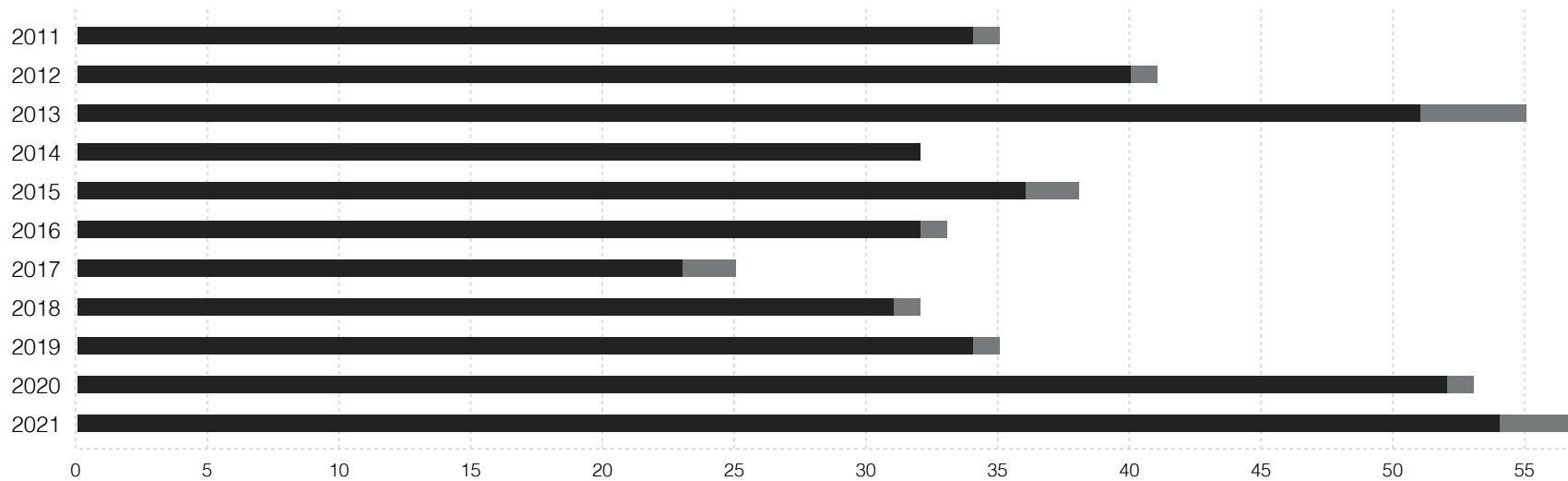
Average  
Days On Market

**9%**

Under \$1M  
Sales Market Share

## Q3 Sales by Property Type

■ Homes    ■ Condos & Coops



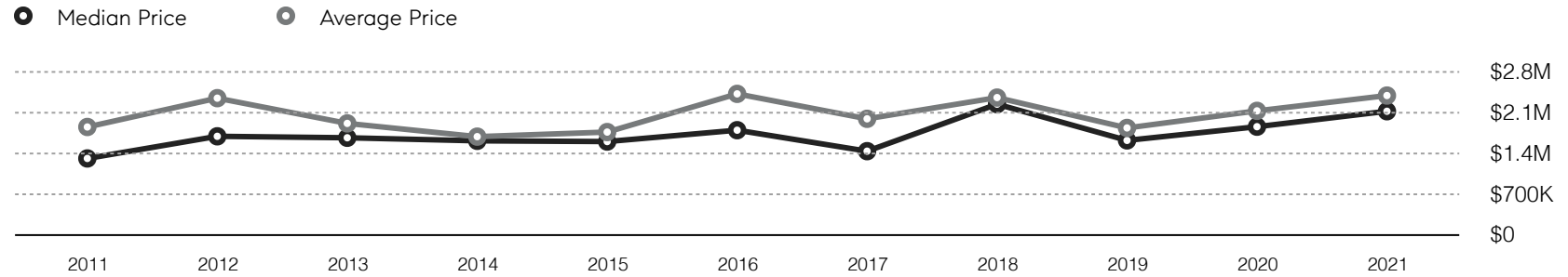


# Riverside

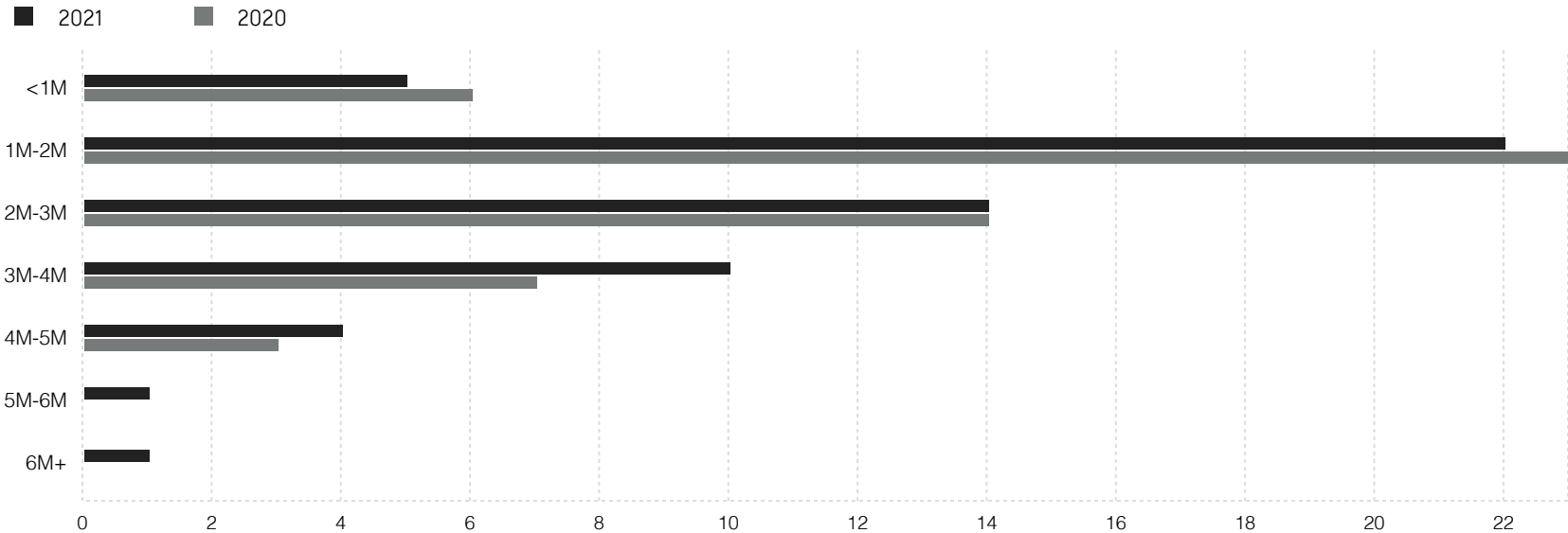
		Q3 2021	Q2 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	57	60	-5%	151	104	45%
	AVERAGE SALE PRICE	\$2,394,675	\$2,609,842	-8.2%	\$2,440,829	\$2,336,798	4.5%
	MEDIAN SALE PRICE	\$2,125,000	\$2,200,000	-3.4%	\$2,150,000	\$1,980,000	8.6%
	AVERAGE PPSF	\$661	\$670	-1.3%	\$647	\$585	10.6%
	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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