

Q2 2021

Greenwich Market Report

COMPASS



2 Carriage Road
Courtesy of: Julie Grace Burke

Summer is in full swing in Greater Greenwich with Coastal Connecticut being one of the most sought after destinations in the country. As we continue to return to a sense of normalcy in the United States, the desire to live in the Nutmeg State has continued with great momentum.

The second quarter of 2021 proved to be one of extraordinary strength for Greater Greenwich. The overall number of homes sold increased by 39 percent over the first quarter of 2021 further showing the desire to live in the area. Not only has the number of

sales risen dramatically, but the average price for all property types has swelled to \$2,586,000, the highest amount seen since 2014.

All price categories showed an upward momentum over 2020. The luxury sector, homes over six million dollars, grew nearly three times this quarter. This is especially evident looking South of the Post Road where the average price of a single family home jumped to over 4 million dollars.

Greenwich, and the entire state of Connecticut, continues to be plagued by lower than normal

inventory which is being outpaced by buyer demand. Although demand is high, correct pricing is still paramount to facilitate a quick transaction.

All and all, Greater Greenwich continues to be highly sought after as people are seeking a better balance of work and life. Greenwich provides a world renowned location and a fabulous quality of life, and these attributes have propelled the residential market as people clamor to call a piece of it their own.

GREENWICH SALES MANAGER

Barb McKee

PRESIDENT, COMPASS TRI-STATE

Rory Golod

SENIOR MANAGING DIRECTOR

Elizabeth Ann
Stribling-Kivlan

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

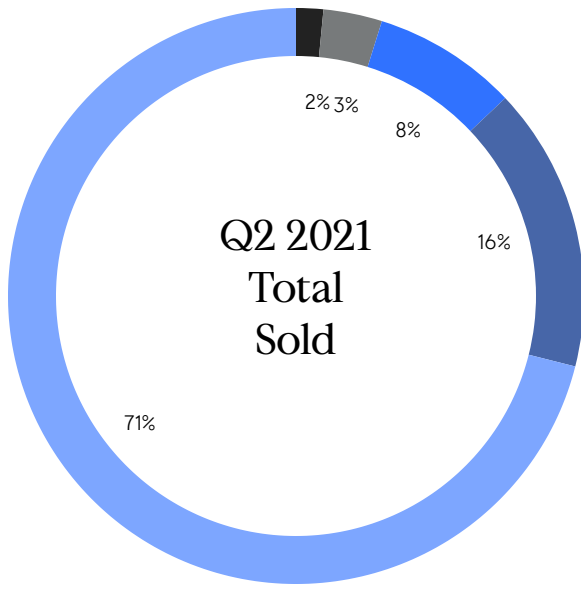
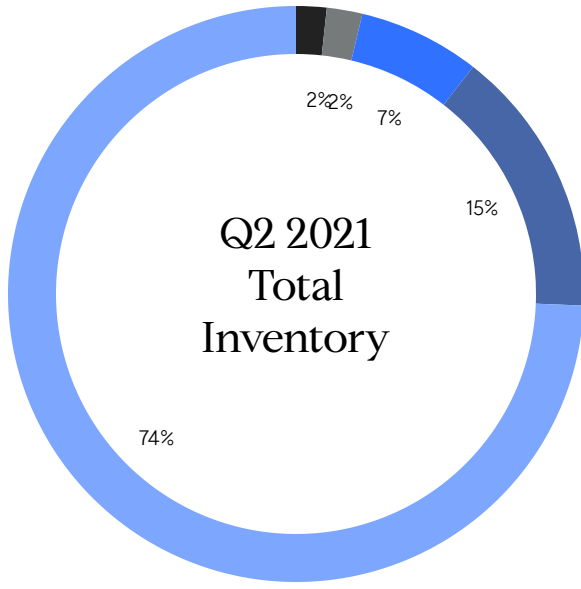
Yorktown Heights

1857 Commerce St
Yorktown Heights, NY

Greenwich Market Report

Neighborhood Map





Market Overview

\$3.0M

Average House
Sales Price

\$609

Average
Price Per Sq. Ft.

1.4%

Average Discount
From List Price

\$2.4M

Median House
Sales Price

123

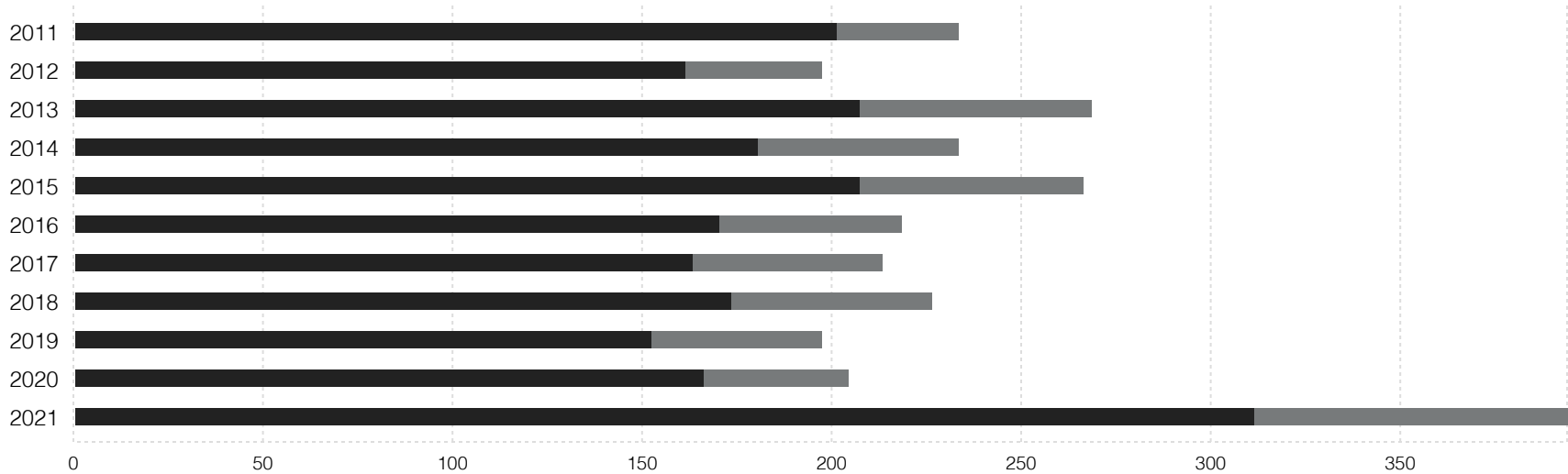
Average
Days On Market

24%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

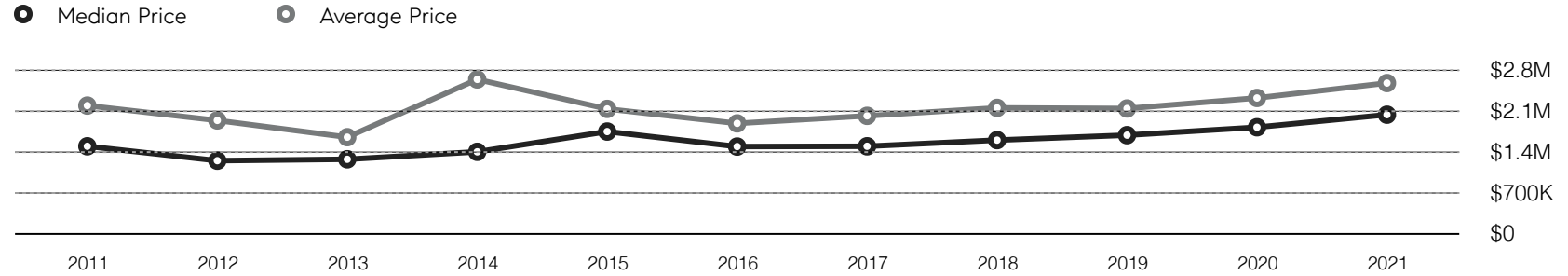


Market Overview

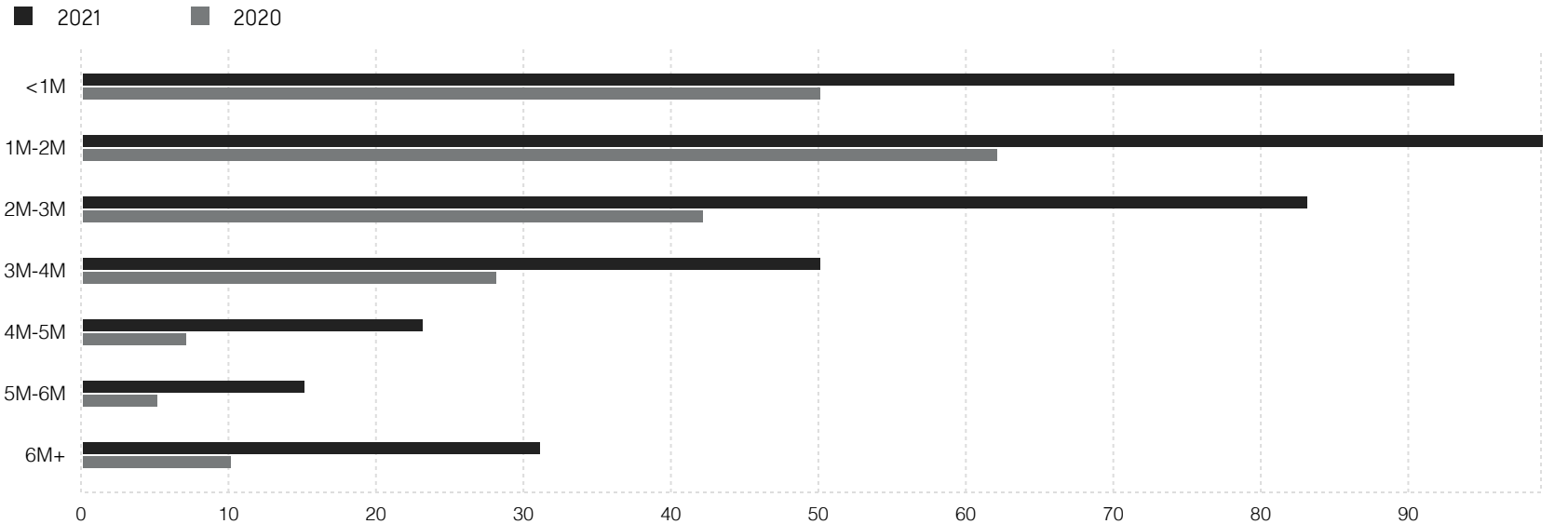
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	394	267	48%	661	348	90%
	AVERAGE SALE PRICE	\$2,581,737	\$2,491,127	3.6%	\$2,545,137	\$2,102,443	21.1%
	MEDIAN SALE PRICE	\$2,040,000	\$1,755,000	16.2%	\$1,915,030	\$1,600,000	19.7%
	AVERAGE PPSF	\$609	\$583	4.5%	\$598	\$512	16.8%
	AVERAGE DOM	123	152	-19.1%	135	199	-32.2%
	% LIST/SOLD	-1%	-3%		-2%	-6%	
Houses	# OF SALES	311	200	0%	511	269	90%
	AVERAGE SALE PRICE	\$3,028,412	\$2,966,451	-	\$3,004,161	\$2,469,917	21.6%
	MEDIAN SALE PRICE	\$2,410,000	\$2,237,500	-	\$2,350,000	\$1,950,000	20.5%
	AVERAGE PPSF	\$629	\$600	-	\$618	\$520	18.8%
	AVERAGE DOM	116	150	-	129	215	-40.0%
	% LIST/SOLD	-1%	-3%		-2%	-6%	
Condos & Co-ops	# OF SALES	83	67	-	150	79	90%
	AVERAGE SALE PRICE	\$908,053	\$1,072,248	-	\$981,394	\$851,170	15.3%
	MEDIAN SALE PRICE	\$750,000	\$730,000	-	\$749,000	\$636,500	17.7%
	AVERAGE PPSF	\$518	\$526	-	\$522	\$478	9.2%
	AVERAGE DOM	152	158	-	155	147	5.4%
	% LIST/SOLD	-2%	-3%		-3%	-5%	

Market Overview

Q2 Historic Sales



Q2 Sales by Price Point



North Parkway

\$3.6M

Average House
Sales Price

\$498

Average
Price Per Sq. Ft.

2.9%

Average Discount
From List Price

\$3.2M

Median House
Sales Price

140

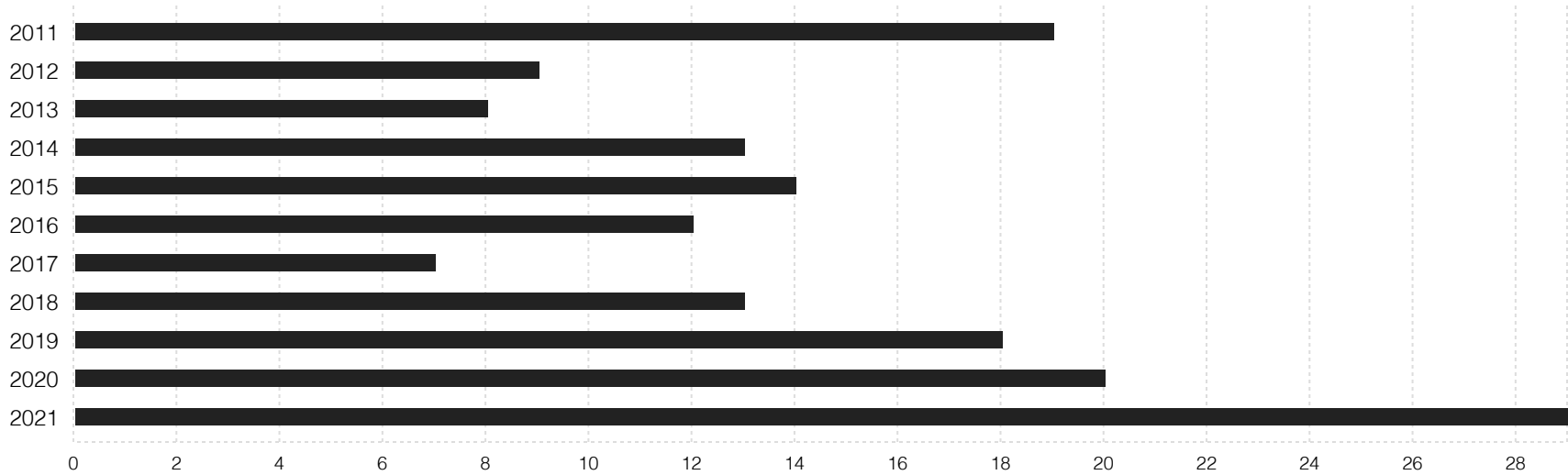
Average
Days On Market

7%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

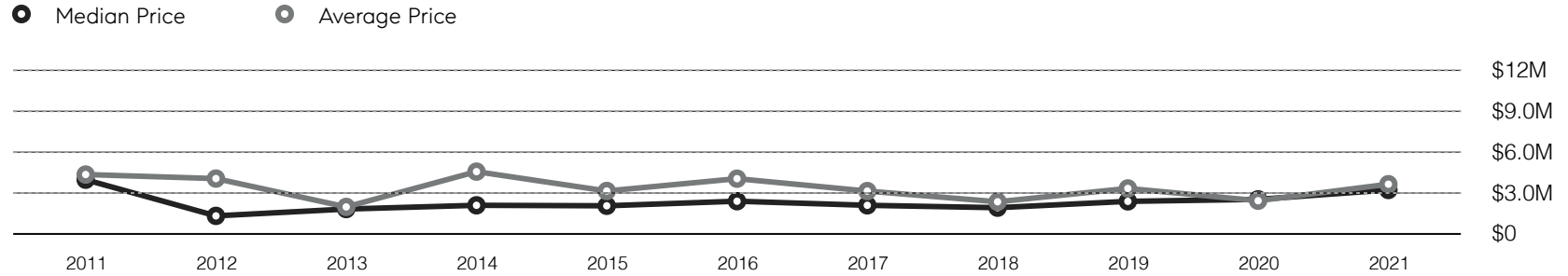


North Parkway

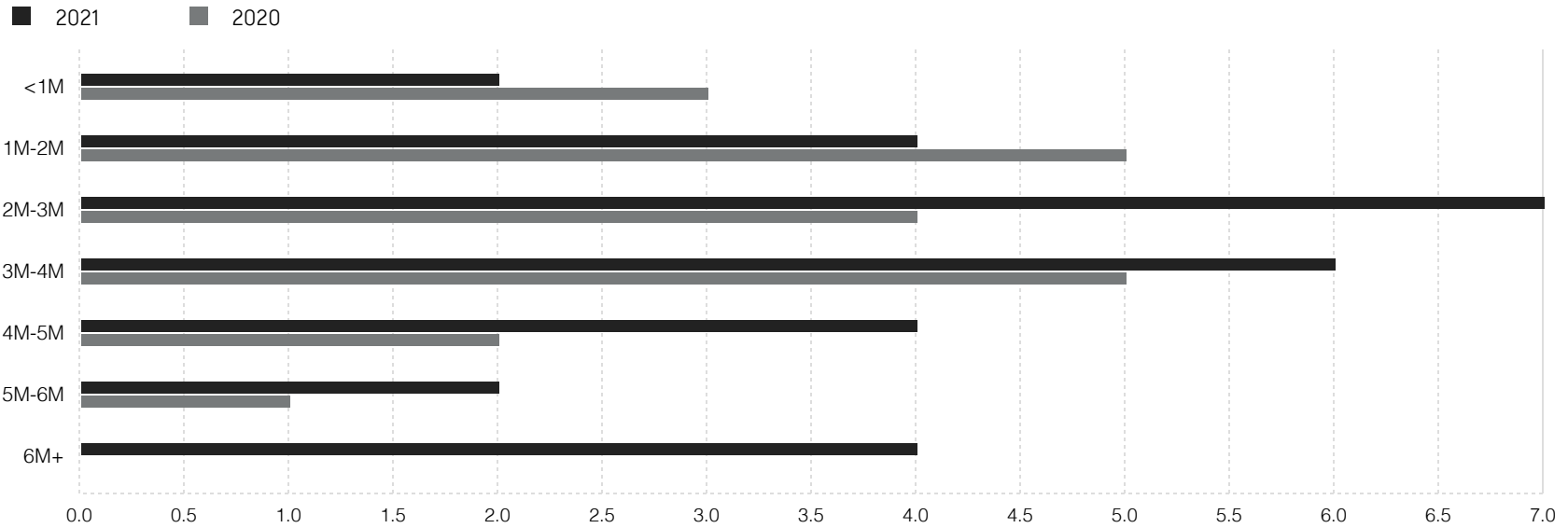
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	29	25	16%	54	31	74%
	AVERAGE SALE PRICE	\$3,646,966	\$4,450,040	-18.0%	\$4,018,759	\$2,288,015	75.6%
	MEDIAN SALE PRICE	\$3,225,000	\$2,450,000	31.6%	\$2,597,500	\$2,325,000	11.7%
	AVERAGE PPSF	\$498	\$604	-17.5%	\$547	\$396	38.1%
	AVERAGE DOM	140	154	-9.1%	146	323	-54.8%
	% LIST/SOLD	-1%	-3%		-3%	-8%	
Houses	# OF SALES	29	25	0%	54	31	74%
	AVERAGE SALE PRICE	\$3,646,966	\$4,450,040	-	\$4,018,759	\$2,288,015	75.6%
	MEDIAN SALE PRICE	\$3,225,000	\$2,450,000	-	\$2,597,500	\$2,325,000	11.7%
	AVERAGE PPSF	\$498	\$604	-	\$547	\$396	38.1%
	AVERAGE DOM	140	154	-	146	323	-54.8%
	% LIST/SOLD	-3%	-3%		-3%	-8%	
Condos & Co-ops	# OF SALES	-	-	-	-	-	-
	AVERAGE SALE PRICE	-	-	-	-	-	-
	MEDIAN SALE PRICE	-	-	-	-	-	-
	AVERAGE PPSF	-	-	-	-	-	-
	AVERAGE DOM	-	-	-	-	-	-
	% LIST/SOLD	-	-		-	-	

North Parkway

Q2 Historic Sales



Q2 Sales by Price Point



South Parkway

\$3.4M

Average House
Sales Price

\$557

Average
Price Per Sq. Ft.

1.9%

Average Discount
From List Price

\$3.1M

Median House
Sales Price

131

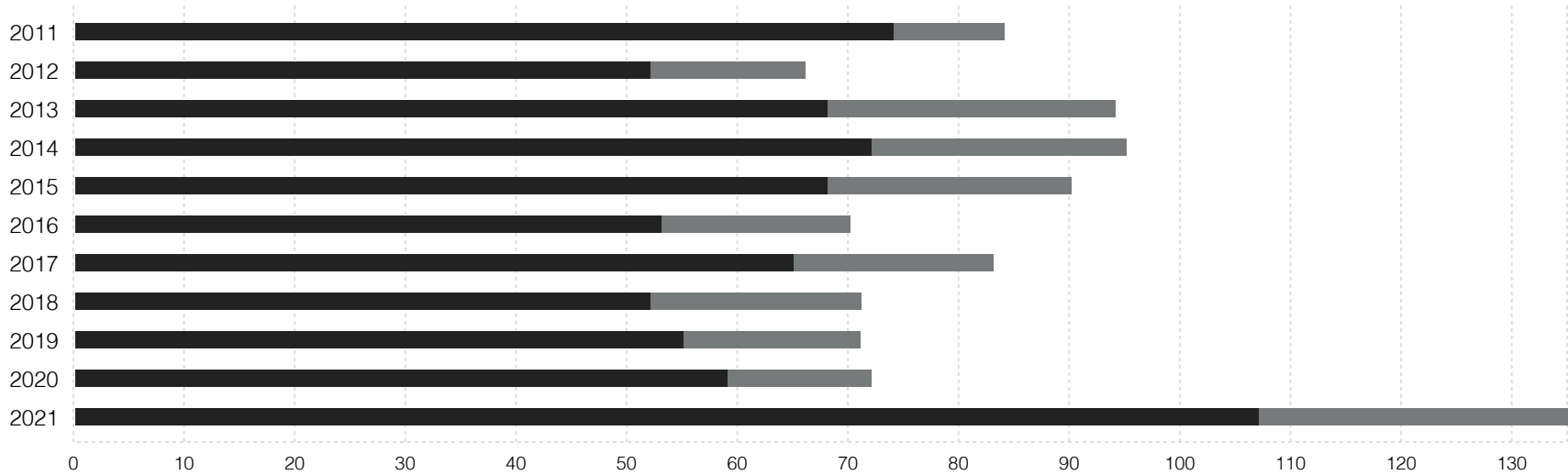
Average
Days On Market

23%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

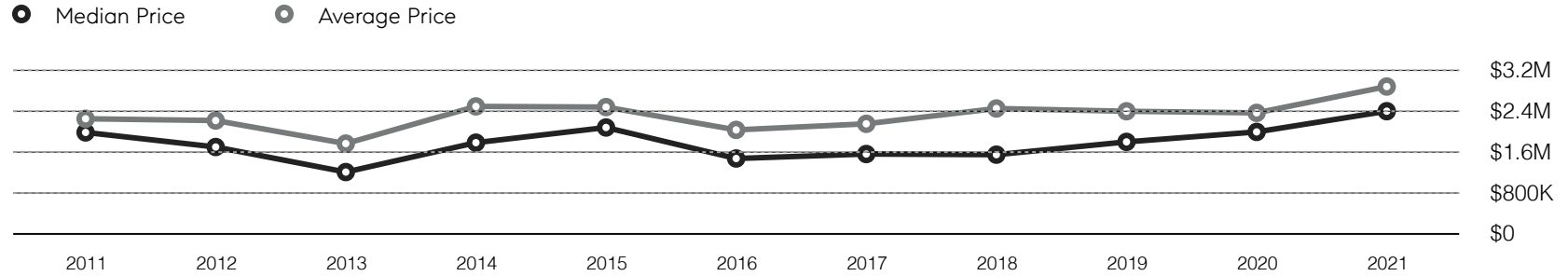


South Parkway

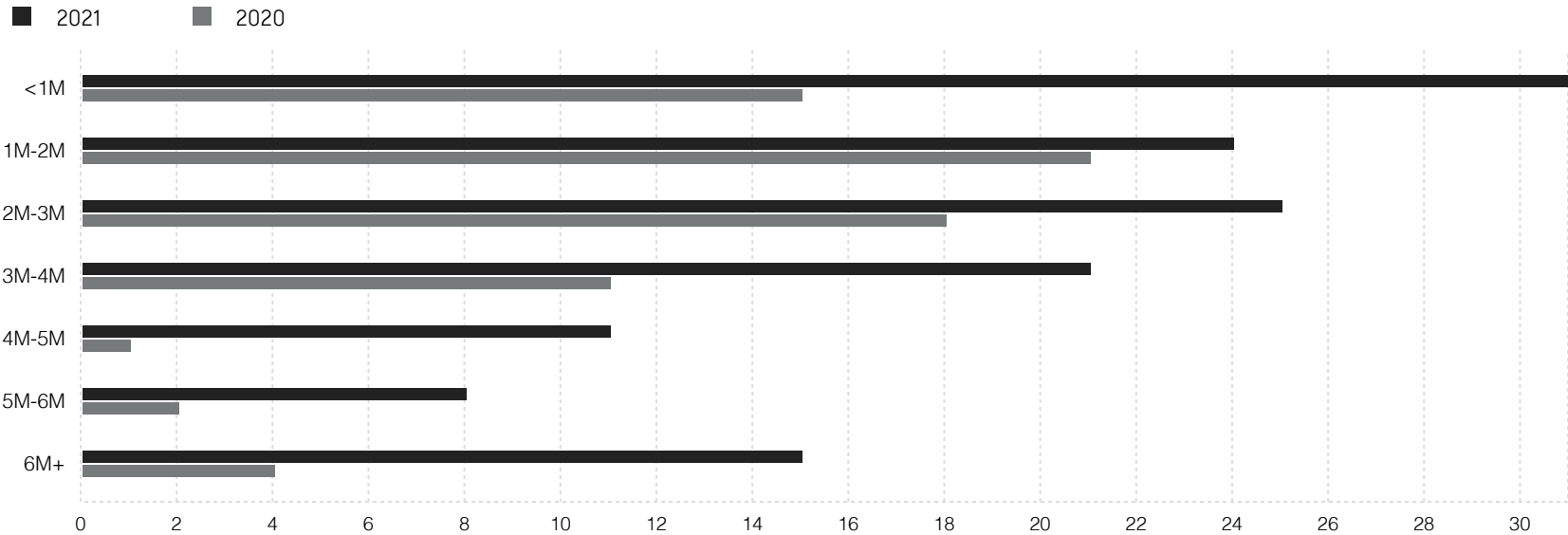
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	135	90	50%	225	116	94%
	AVERAGE SALE PRICE	\$2,881,833	\$2,818,080	2.3%	\$2,856,332	\$2,315,678	23.3%
	MEDIAN SALE PRICE	\$2,400,000	\$2,197,500	9.2%	\$2,300,000	\$1,907,500	20.6%
	AVERAGE PPSF	\$557	\$546	2.0%	\$553	\$487	13.6%
	AVERAGE DOM	131	160	-18.1%	143	202	-29.2%
	% LIST/SOLD	-1%	-4%		-3%	-7%	
Houses	# OF SALES	107	71	0%	178	95	87%
	AVERAGE SALE PRICE	\$3,376,369	\$3,369,827	-	\$3,373,759	\$2,667,332	26.5%
	MEDIAN SALE PRICE	\$3,050,000	\$2,750,000	-	\$2,850,000	\$2,270,000	25.6%
	AVERAGE PPSF	\$583	\$571	-	\$578	\$498	16.1%
	AVERAGE DOM	146	162	-	153	215	-28.8%
	% LIST/SOLD	-2%	-4%		-3%	-7%	
Condos & Co-ops	# OF SALES	28	19	-	47	21	124%
	AVERAGE SALE PRICE	\$991,998	\$756,289	-	\$896,711	\$724,866	23.7%
	MEDIAN SALE PRICE	\$900,000	\$715,000	-	\$800,000	\$679,000	17.8%
	AVERAGE PPSF	\$458	\$453	-	\$456	\$436	4.6%
	AVERAGE DOM	73	150	-	104	143	-27.3%
	% LIST/SOLD	-2%	-4%		-2%	-5%	

South Parkway

Q2 Historic Sales



Q2 Sales by Price Point



South of Post Road

\$4.0M

Average House
Sales Price

\$705

Average
Price Per Sq. Ft.

3.0%

Average Discount
From List Price

\$2.8M

Median House
Sales Price

192

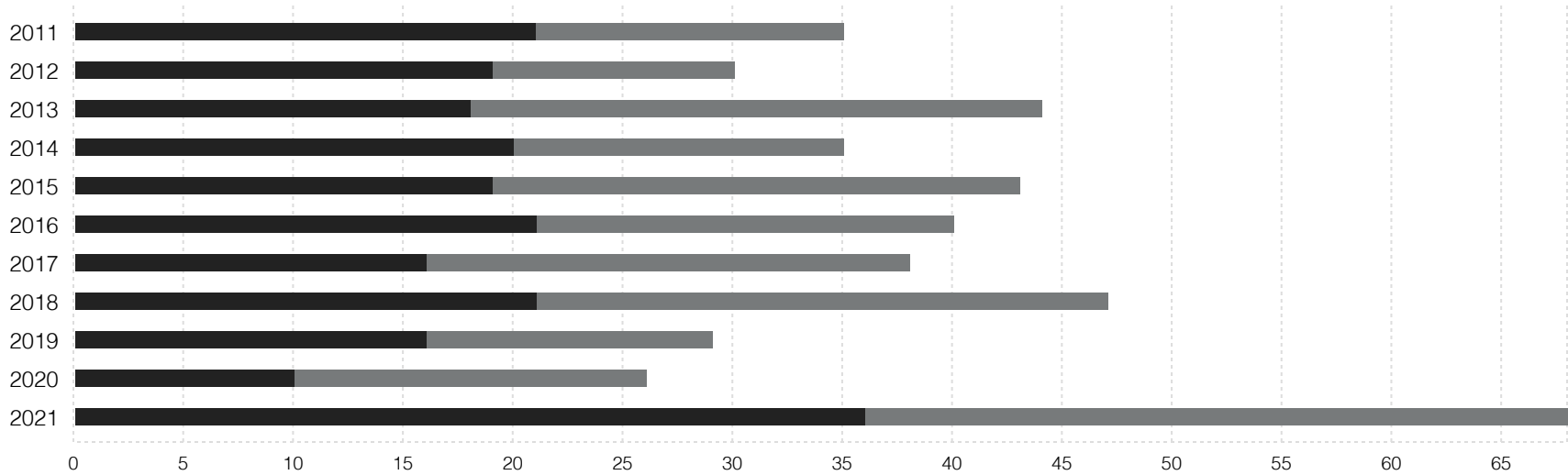
Average
Days On Market

40%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

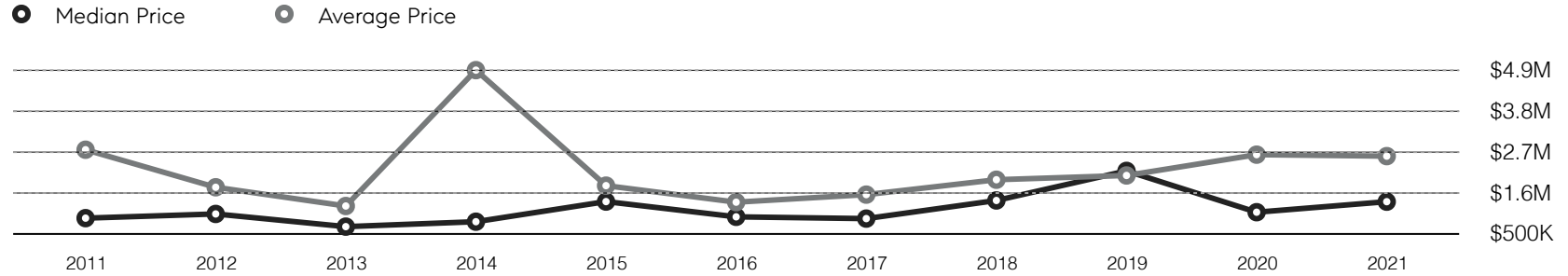


South of Post Road

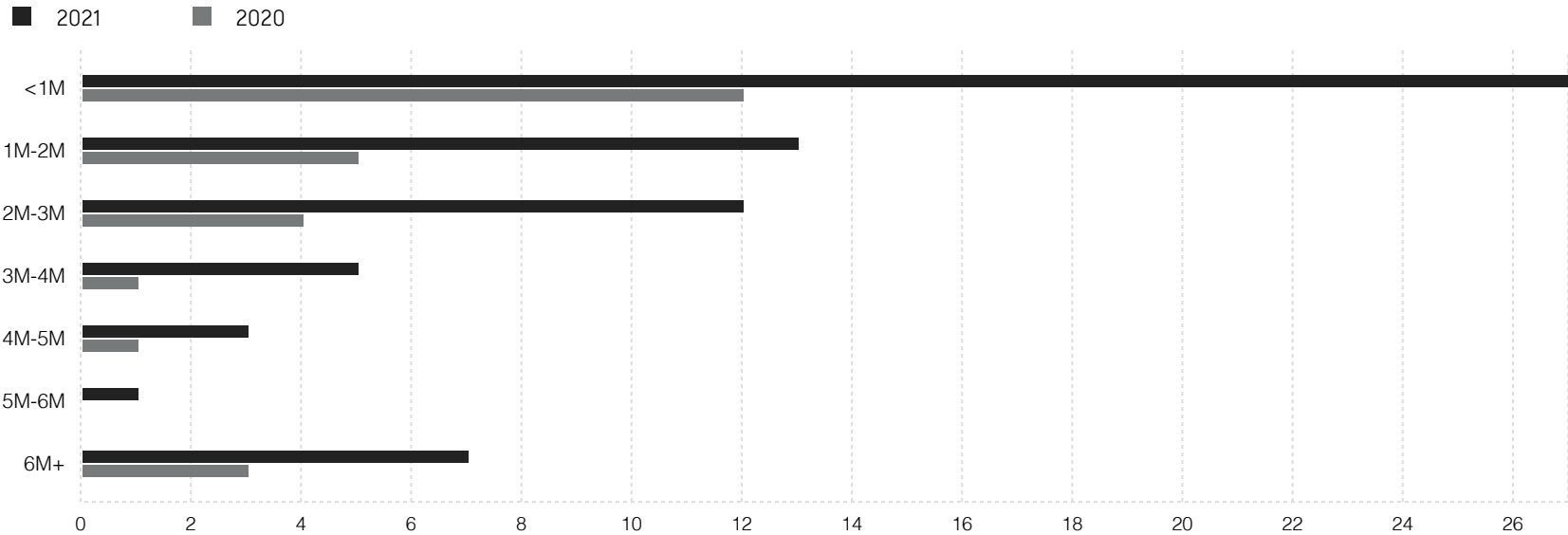
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	68	65	5%	133	61	118%
	AVERAGE SALE PRICE	\$2,591,949	\$2,135,994	21.3%	\$2,369,114	\$1,941,750	22.0%
	MEDIAN SALE PRICE	\$1,367,500	\$1,460,000	-6.3%	\$1,385,000	\$1,018,750	36.0%
	AVERAGE PPSF	\$705	\$623	13.2%	\$663	\$564	17.6%
	AVERAGE DOM	192	174	10.3%	183	215	-14.9%
	% LIST/SOLD	-1%	-3%		-3%	-7%	
Houses	# OF SALES	36	33	0%	69	23	200%
	AVERAGE SALE PRICE	\$3,975,168	\$2,888,576	-	\$3,455,493	\$3,528,043	-2.1%
	MEDIAN SALE PRICE	\$2,775,000	\$1,875,000	-	\$2,405,000	\$2,240,000	7.4%
	AVERAGE PPSF	\$770	\$653	-	\$713	\$585	21.9%
	AVERAGE DOM	155	187	-	170	290	-41.4%
	% LIST/SOLD	-3%	-4%		-4%	-9%	
Condos & Co-ops	# OF SALES	32	32	-	64	38	68%
	AVERAGE SALE PRICE	\$1,035,828	\$1,359,894	-	\$1,197,861	\$981,625	22.0%
	MEDIAN SALE PRICE	\$717,500	\$833,550	-	\$757,500	\$612,500	23.7%
	AVERAGE PPSF	\$605	\$584	-	\$594	\$546	8.8%
	AVERAGE DOM	234	160	-	197	169	16.6%
	% LIST/SOLD	-3%	-2%		-3%	-5%	

South of Post Road

Q2 Historic Sales



Q2 Sales by Price Point



Cos Cob

\$1.5M

Average House
Sales Price

\$519

Average
Price Per Sq. Ft.

1.8%

Average Discount
From List Price

\$1.4M

Median House
Sales Price

135

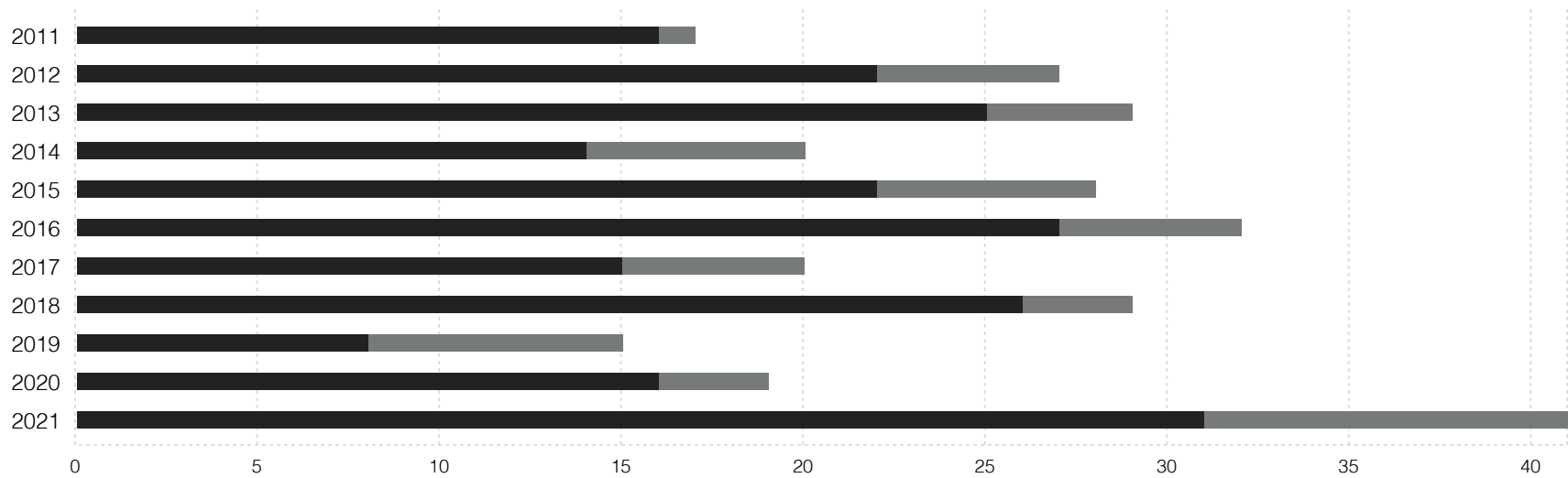
Average
Days On Market

29%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

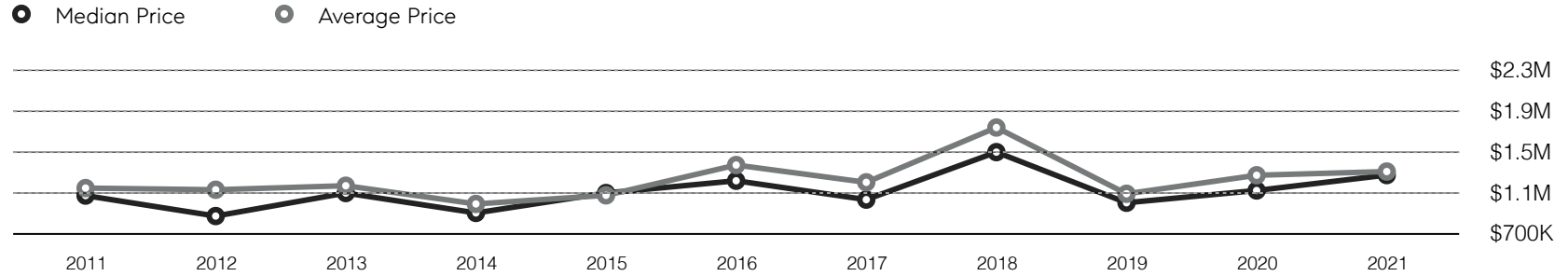


Cos Cob

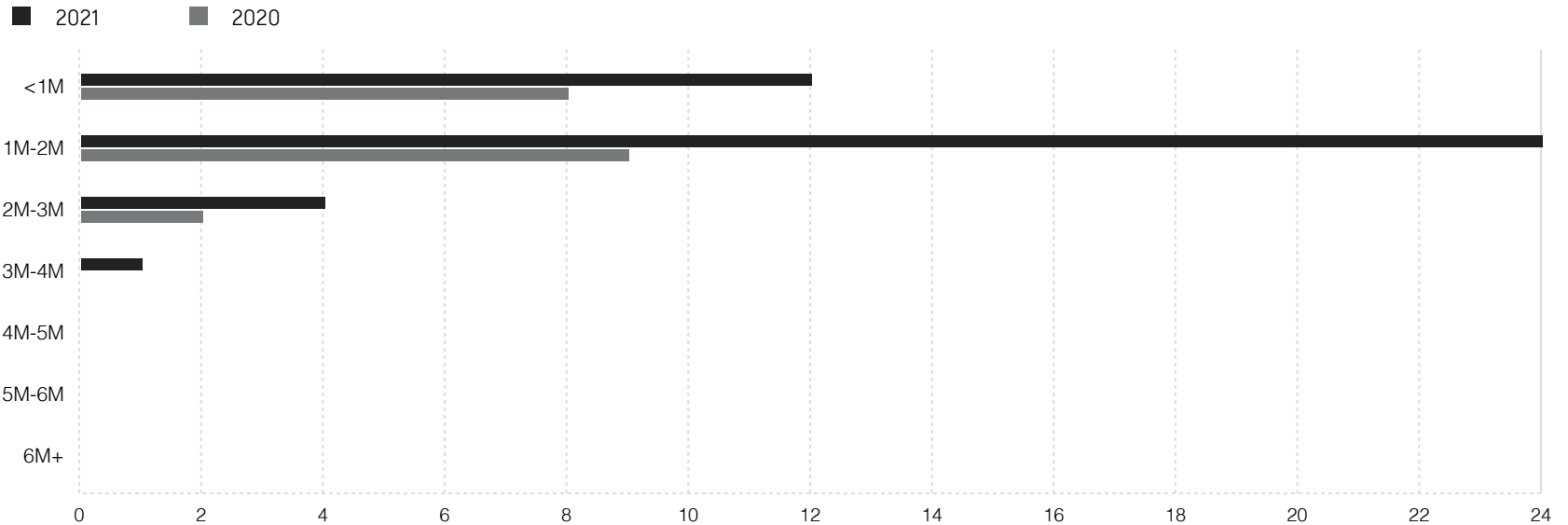
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	41	28	46%	69	35	97%
	AVERAGE SALE PRICE	\$1,309,963	\$1,318,286	-0.6%	\$1,313,341	\$1,195,886	9.8%
	MEDIAN SALE PRICE	\$1,275,500	\$1,215,000	5.0%	\$1,270,000	\$1,000,000	27.0%
	AVERAGE PPSF	\$519	\$527	-1.5%	\$523	\$424	23.3%
	AVERAGE DOM	135	145	-6.9%	139	156	-10.9%
	% LIST/SOLD	-1%	-3%		-2%	-5%	
Houses	# OF SALES	31	19	0%	50	28	79%
	AVERAGE SALE PRICE	\$1,535,565	\$1,455,158	-	\$1,505,010	\$1,286,786	17.0%
	MEDIAN SALE PRICE	\$1,365,000	\$1,292,500	-	\$1,340,000	\$1,132,500	18.3%
	AVERAGE PPSF	\$519	\$511	-	\$516	\$432	19.4%
	AVERAGE DOM	122	130	-	125	163	-23.3%
	% LIST/SOLD	-1%	-3%		-2%	-5%	
Condos & Co-ops	# OF SALES	10	9	-	19	7	171%
	AVERAGE SALE PRICE	\$610,600	\$1,029,333	-	\$808,947	\$832,286	-2.8%
	MEDIAN SALE PRICE	\$554,500	\$760,000	-	\$714,000	\$699,000	2.1%
	AVERAGE PPSF	\$520	\$563	-	\$548	\$395	38.7%
	AVERAGE DOM	175	176	-	175	124	41.1%
	% LIST/SOLD	-4%	-3%		-3%	-3%	

Cos Cob

Q2 Historic Sales



Q2 Sales by Price Point



Old Greenwich

\$2.6M

Average House
Sales Price

\$676

Average
Price Per Sq. Ft.

-0.1%

Average Discount
From List Price

\$2.4M

Median House
Sales Price

66

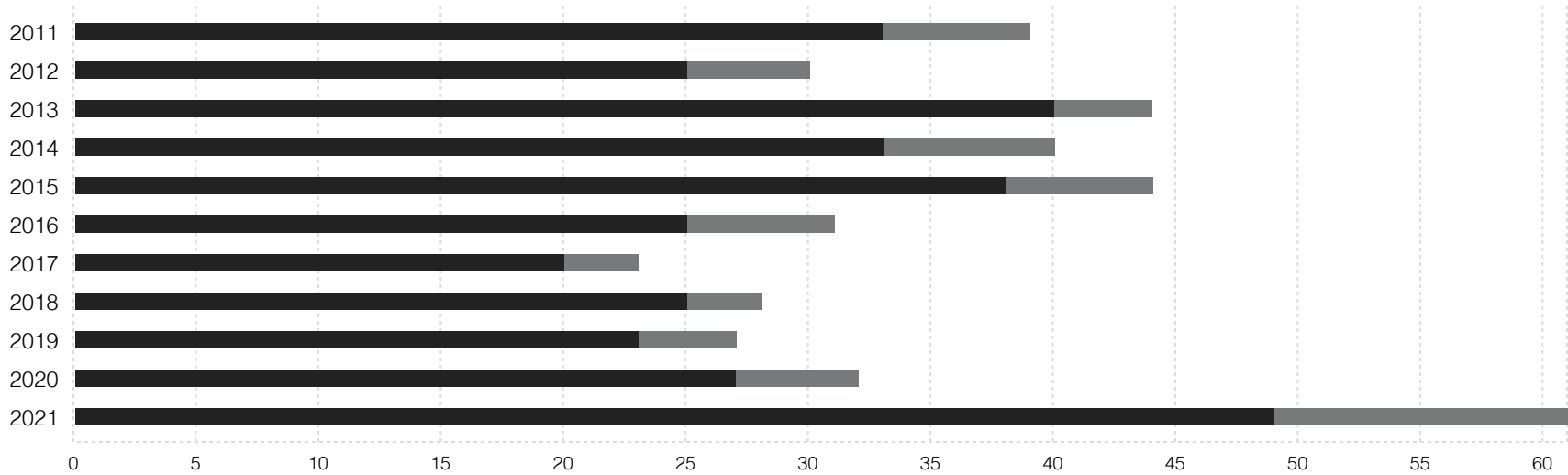
Average
Days On Market

21%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

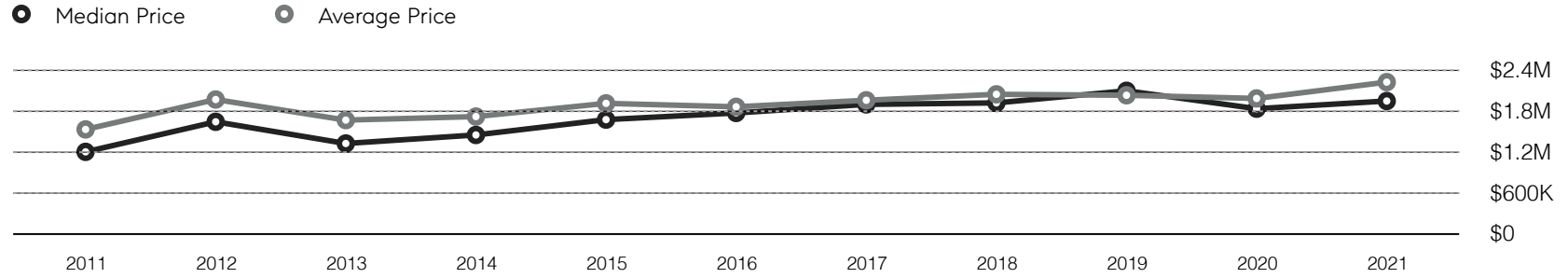


Old Greenwich

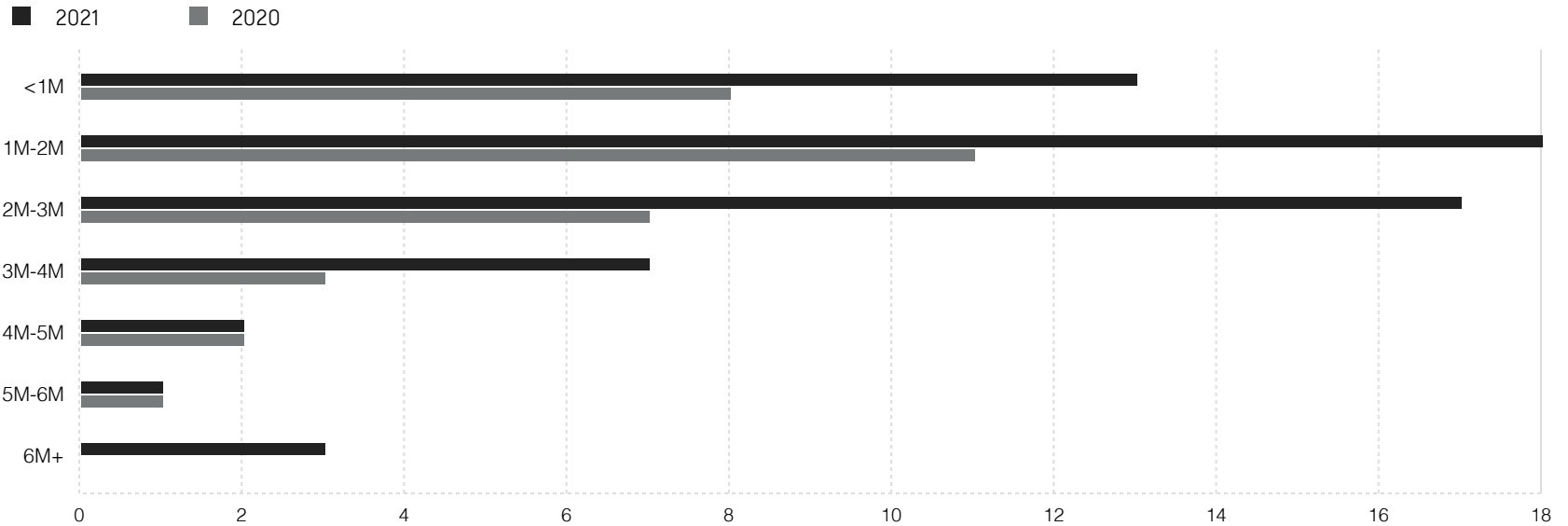
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	61	25	144%	86	53	62%
	AVERAGE SALE PRICE	\$2,226,943	\$1,960,910	13.6%	\$2,149,608	\$1,897,186	13.3%
	MEDIAN SALE PRICE	\$1,950,000	\$1,880,000	3.7%	\$1,907,515	\$1,520,000	25.5%
	AVERAGE PPSF	\$676	\$664	1.8%	\$672	\$563	19.4%
	AVERAGE DOM	66	108	-38.9%	79	140	-43.6%
	% LIST/SOLD	-1%	-1%		-	-4%	
Houses	# OF SALES	49	21	0%	70	43	63%
	AVERAGE SALE PRICE	\$2,618,541	\$2,216,774	-	\$2,498,011	\$2,180,300	14.6%
	MEDIAN SALE PRICE	\$2,350,000	\$2,000,000	-	\$2,262,500	\$1,900,000	19.1%
	AVERAGE PPSF	\$719	\$695	-	\$712	\$586	21.5%
	AVERAGE DOM	59	112	-	75	148	-49.3%
	% LIST/SOLD	1%	-1%		-	-4%	
Condos & Co-ops	# OF SALES	12	4	-	16	10	60%
	AVERAGE SALE PRICE	\$627,917	\$617,625	-	\$625,344	\$679,800	-8.0%
	MEDIAN SALE PRICE	\$489,500	\$493,000	-	\$489,500	\$600,000	-18.4%
	AVERAGE PPSF	\$501	\$502	-	\$502	\$466	7.7%
	AVERAGE DOM	96	91	-	95	106	-10.4%
	% LIST/SOLD	-1%	-3%		-2%	-4%	

Old Greenwich

Q2 Historic Sales



Q2 Sales by Price Point



Riverside

\$2.6M

Average House
Sales Price

\$670

Average
Price Per Sq. Ft.

-0.9%

Average Discount
From List Price

\$2.2M

Median House
Sales Price

71

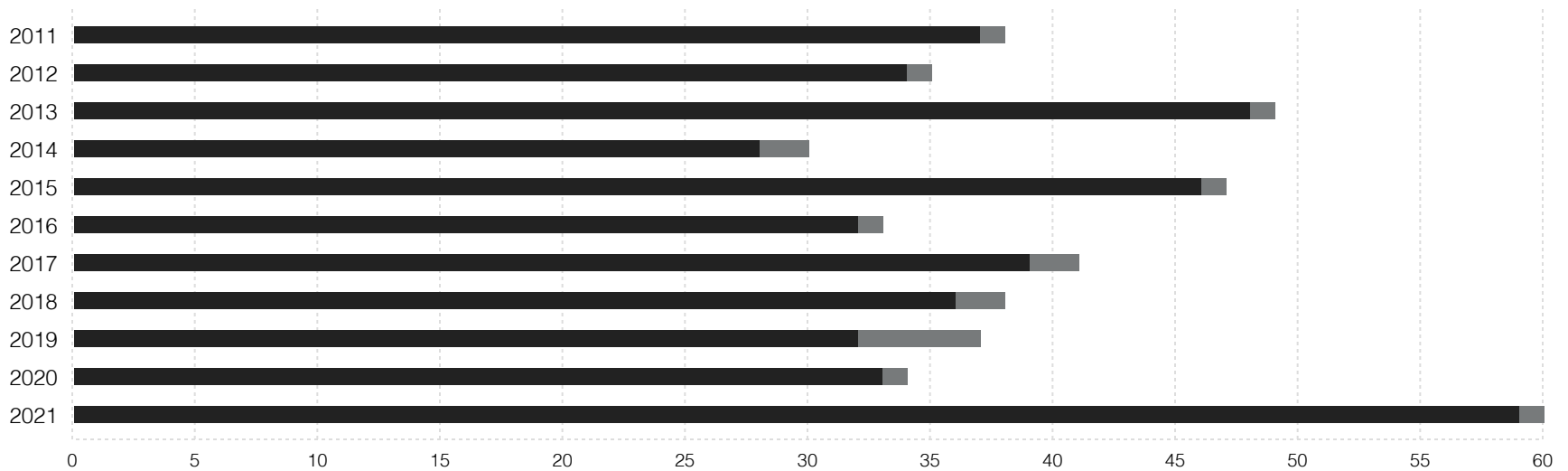
Average
Days On Market

13%

Under \$1M
Sales Market Share

Q2 Sales by Property Type

■ Homes ■ Condos & Coops

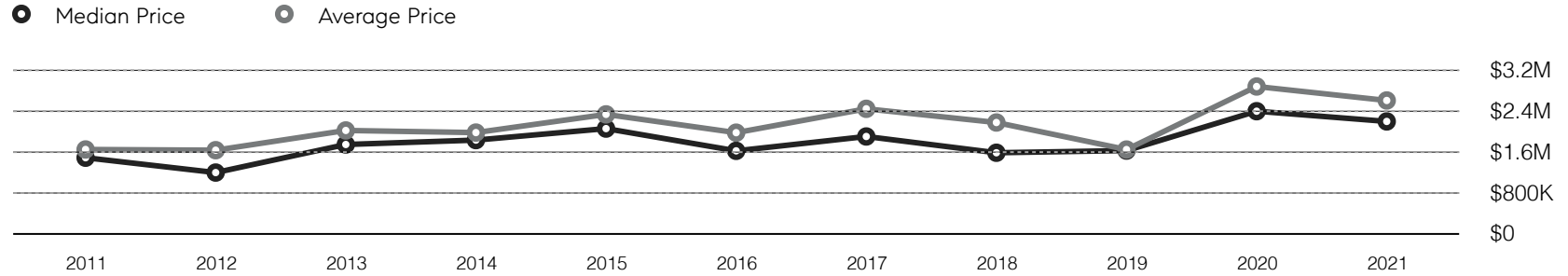


Riverside

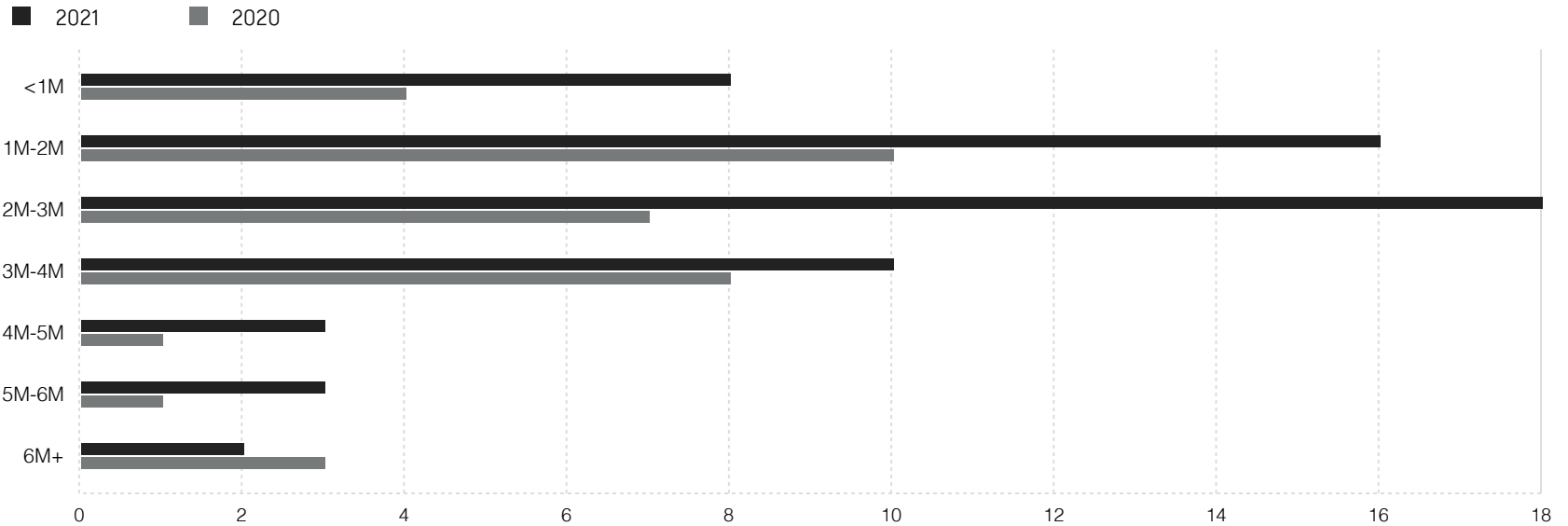
		Q2 2021	Q1 2021	% Change	YTD 2021	YTD 2020	% Change
Overall	# OF SALES	60	34	76%	94	51	84%
	AVERAGE SALE PRICE	\$2,609,842	\$2,219,949	17.6%	\$2,468,816	\$2,549,988	-3.2%
	MEDIAN SALE PRICE	\$2,200,000	\$1,740,000	26.4%	\$2,162,500	\$2,250,000	-3.9%
	AVERAGE PPSF	\$670	\$582	15.1%	\$639	\$599	6.7%
	AVERAGE DOM	71	129	-45.0%	92	189	-51.3%
	% LIST/SOLD	-1%	-3%		-	-6%	
Houses	# OF SALES	59	31	0%	90	48	88%
	AVERAGE SALE PRICE	\$2,640,432	\$2,363,169	-	\$2,544,931	\$2,665,727	-4.5%
	MEDIAN SALE PRICE	\$2,200,000	\$2,025,000	-	\$2,200,000	\$2,337,500	-5.9%
	AVERAGE PPSF	\$674	\$599	-	\$650	\$610	6.6%
	AVERAGE DOM	69	120	-	86	196	-56.1%
	% LIST/SOLD	1%	-3%		-	-5%	
Condos & Co-ops	# OF SALES	1	3	-	4	3	33%
	AVERAGE SALE PRICE	\$805,000	\$740,000	-	\$756,250	\$698,167	8.3%
	MEDIAN SALE PRICE	\$805,000	\$730,000	-	\$767,500	\$636,500	20.6%
	AVERAGE PPSF	\$403	\$409	-	\$408	\$423	-3.5%
	AVERAGE DOM	218	222	-	221	84	163.1%
	% LIST/SOLD	-2%	-3%		-3%	-6%	

Riverside

Q2 Historic Sales



Q2 Sales by Price Point



COMPASS

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