

Q4 2020

Greenwich Market Report

COMPASS



The year of 2020 is one for the history books as everyone's daily lives were turned upside down due to COVID-19. Last March no one could have expected what was in store for Connecticut as well as the uncertainty of where we would be today.

In terms of residential real estate, Greenwich has emerged as the belle of the ball. Demand has been off the charts with more and more people moving into the area. The year 2020 saw overall sales for

Greater Greenwich grow almost 60 percent coupled with a new average price for the area jumping close to 15 percent.

Whether it's a single-family home in the backcountry, a waterfront in Riverside or a condo in downtown, buyers are clamoring to make Greenwich their home. Life/work balance has become the most important amenity. As society slowly returns to normal with the vaccine being rolled out to more and more people, having a

comfortable sanctuary to both live and work will continue to be the trend and norm.

What is clear for 2021 is that Greenwich is and will continue to be the place that many people are eager to make their home. Connecticut has been resilient in the face of this global pandemic, and we are proud to call Greenwich home as we all continue to work together towards returning to a normal world.

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

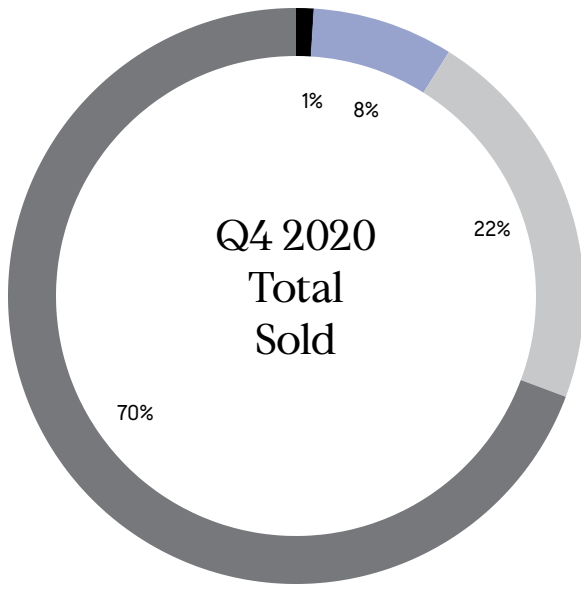
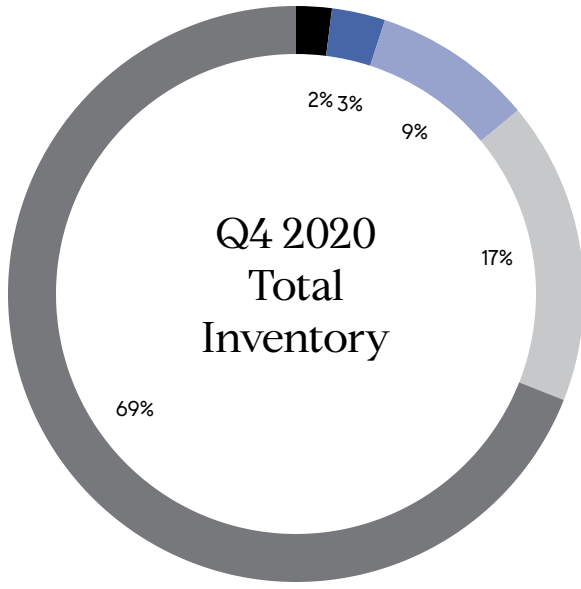
80 Theodore Fremd Ave
Rye, NY

Scarsdale

1082 Wilmot Rd
Scarsdale, NY

Yorktown Heights

1857 Commerce St
Yorktown Heights, NY



Market Overview

\$2.85M

Average House
Sales Price

\$578

Average
Price Per Sq. Ft.

3.8%

Average Discount
From List Price

\$2.05M

Median House
Sales Price

152

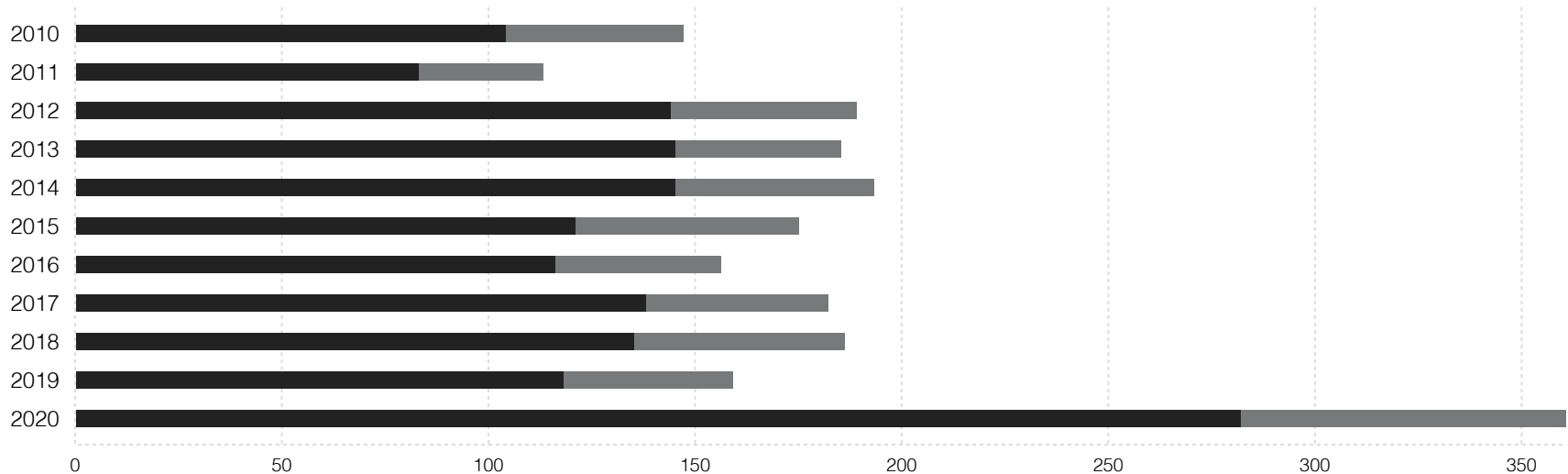
Average
Days On Market

24%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

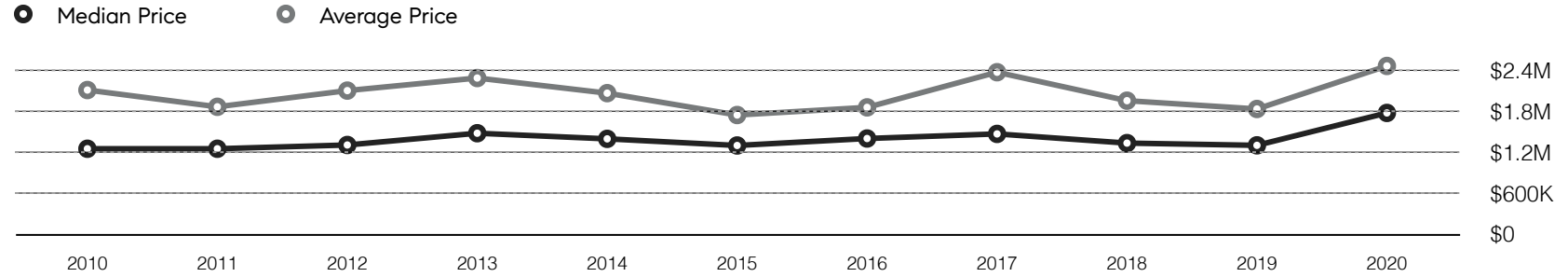


Market Overview

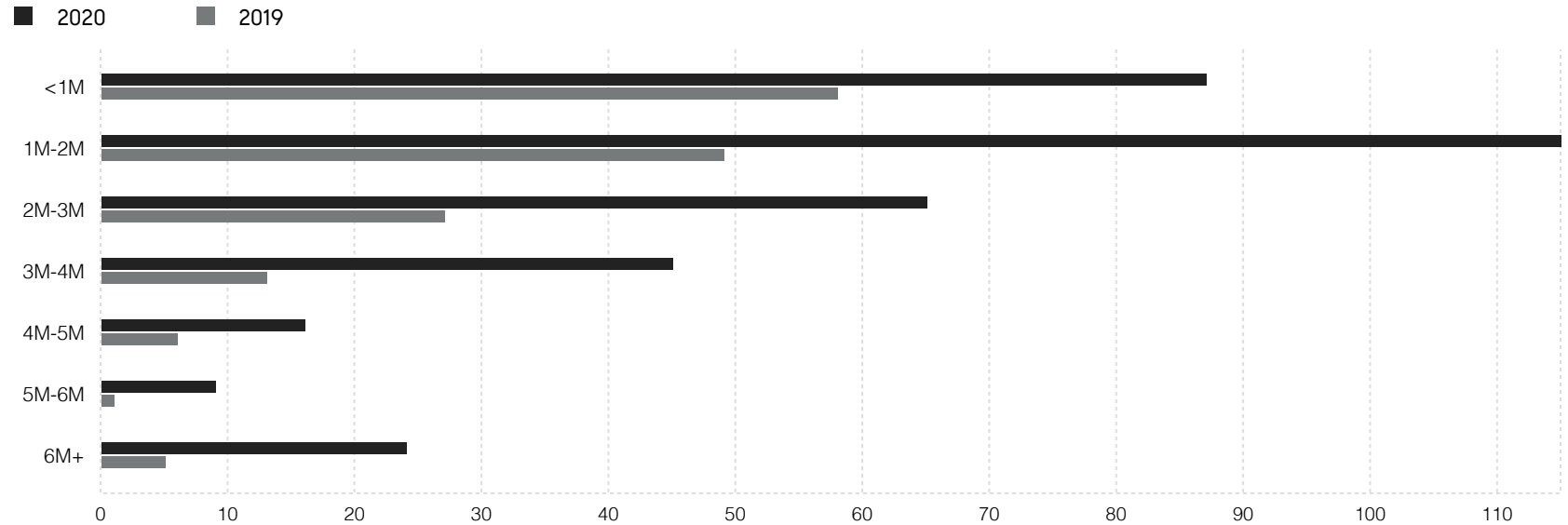
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	361	373	-3%	1,081	687	57%
	AVERAGE SALE PRICE	\$2,463,851	\$2,406,708	2.4%	\$2,329,396	\$2,035,774	14%
	MEDIAN SALE PRICE	\$1,775,000	\$1,895,000	-6.3%	\$1,785,000	\$1,495,000	19%
	AVERAGE PPSF	\$578	\$570	1.6%	\$560	\$542	3.4%
	AVERAGE DOM	152	157	-3.4%	169	187	-9.4%
	% LIST/SOLD	-4%	-3%		-5%	-6%	
Houses	# OF SALES	282	311	-9%	861	528	63%
	AVERAGE SALE PRICE	\$2,849,499	\$2,678,476	6.4%	\$2,671,600	\$2,376,330	12%
	MEDIAN SALE PRICE	\$2,050,000	\$2,125,000	-3.5%	\$2,080,000	\$1,858,333	12%
	AVERAGE PPSF	\$580	\$577	0.5%	\$566	\$560	1.1%
	AVERAGE DOM	150	152	-0.9%	171	199	-14%
	% LIST/SOLD	-4%	-3%		-4%	-6%	
Condos & Co-ops	# OF SALES	79	62	27%	220	159	38%
	AVERAGE SALE PRICE	\$1,087,236	\$1,043,484	4.2%	\$990,137	\$904,872	9.4%
	MEDIAN SALE PRICE	\$780,000	\$731,250	6.7%	\$707,500	\$687,000	3.0%
	AVERAGE PPSF	\$572	\$527	8.6%	\$534	\$480	11%
	AVERAGE DOM	158	186	-15%	162	144	12%
	% LIST/SOLD	-5%	-4%		-5%	-4%	

Market Overview

Q4 Historic Sales



Q4 Sales by Price Point



North Parkway

\$3.29M

Average House
Sales Price

\$512

Average
Price Per Sq. Ft.

6.1%

Average Discount
From List Price

\$2.72M

Median House
Sales Price

207

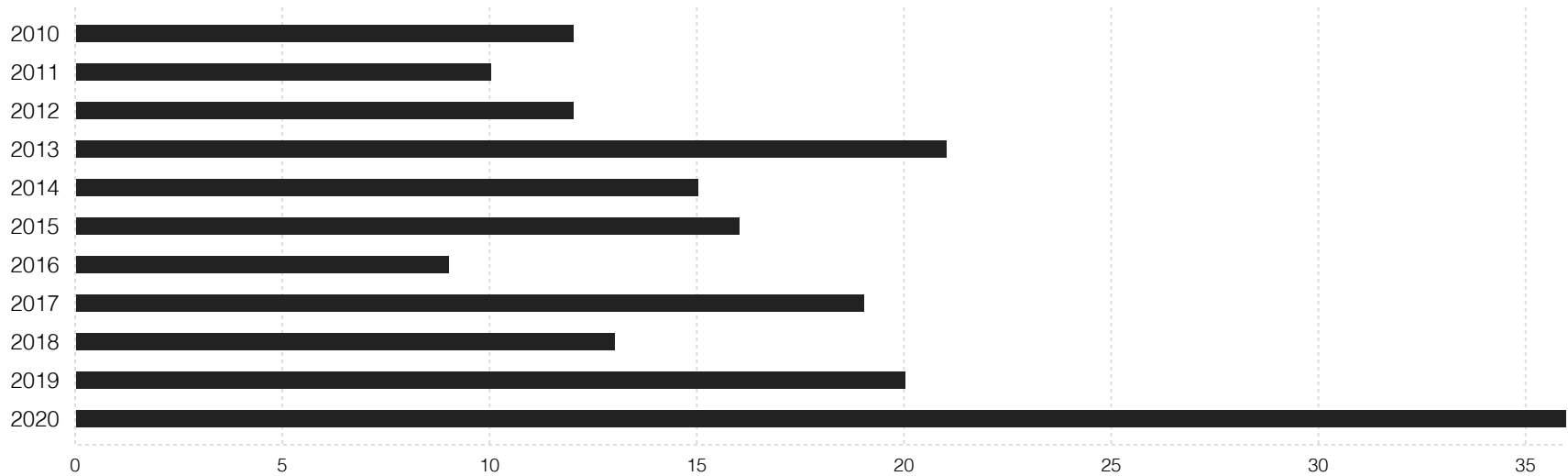
Average
Days On Market

11%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

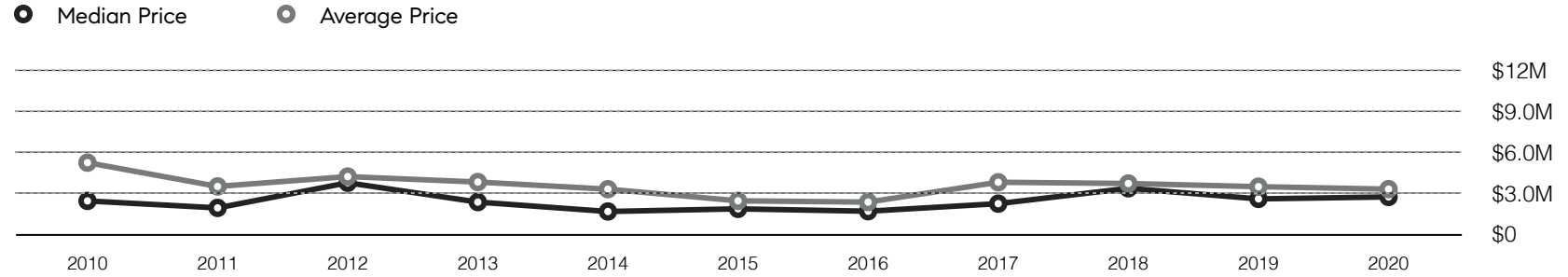


North Parkway

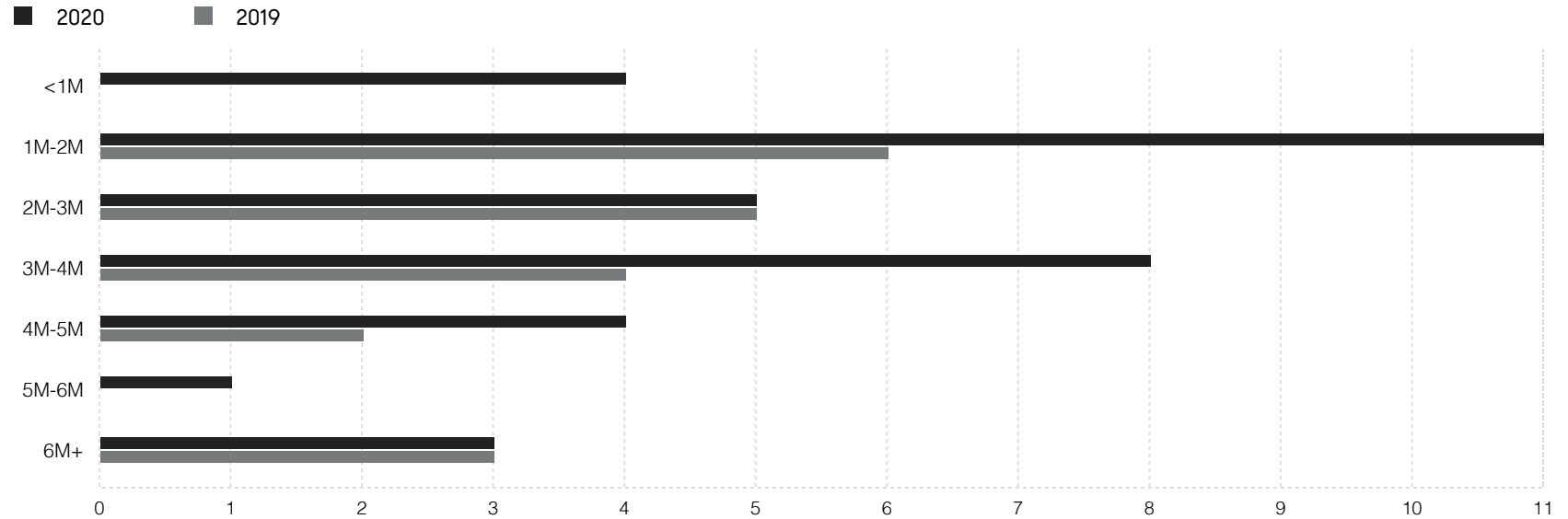
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	36	40	-10%	107	62	73%
	AVERAGE SALE PRICE	\$3,289,764	\$2,893,012	14%	\$2,851,219	\$3,156,248	-9.7%
	MEDIAN SALE PRICE	\$2,717,500	\$2,437,500	11%	\$2,500,000	\$2,254,500	11%
	AVERAGE PPSF	\$512	\$467	9.5%	\$476	\$550	-13%
	AVERAGE DOM	207	180	15%	231	251	-8.3%
	% LIST/SOLD	-6%	-4%		-6%	-9%	
Houses	# OF SALES	36	40	-10%	107	62	73%
	AVERAGE SALE PRICE	\$3,289,764	\$2,893,012	14%	\$2,851,219	\$3,156,248	-9.7%
	MEDIAN SALE PRICE	\$2,717,500	\$2,437,500	11%	\$2,500,000	\$2,254,500	11%
	AVERAGE PPSF	\$512	\$467	9.5%	\$476	\$550	-13%
	AVERAGE DOM	207	180	15%	231	251	-8.3%
	% LIST/SOLD	-6%	-4%		-6%	-9%	
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

\$2.94M

Average House
Sales Price

\$529

Average
Price Per Sq. Ft.

4.2%

Average Discount
From List Price

\$2.42M

Median House
Sales Price

187

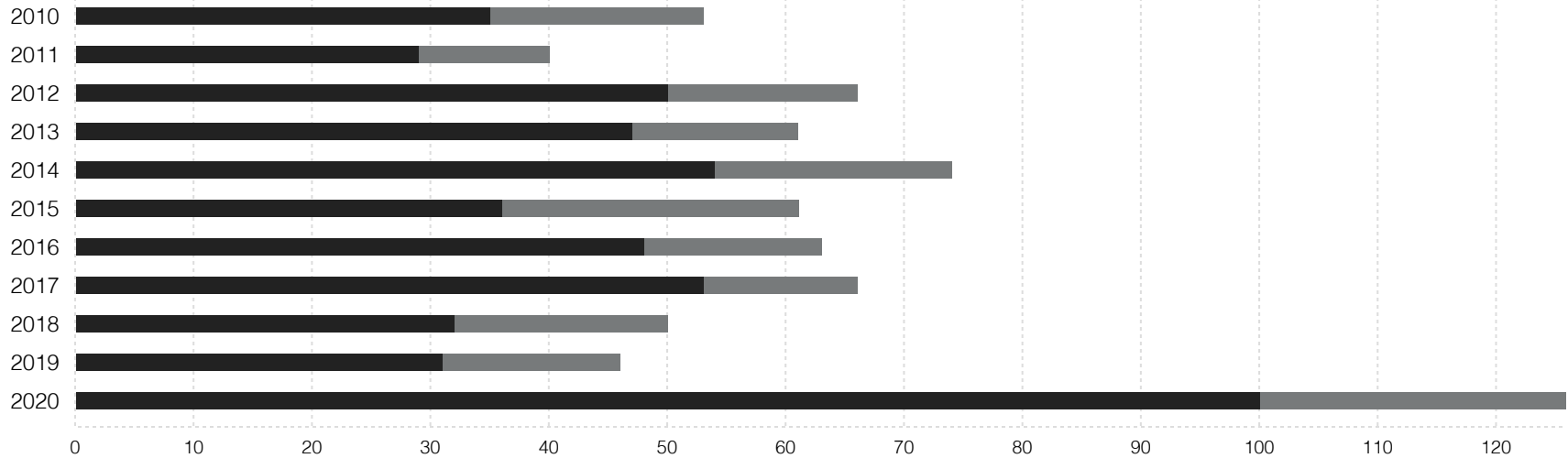
Average
Days On Market

20%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

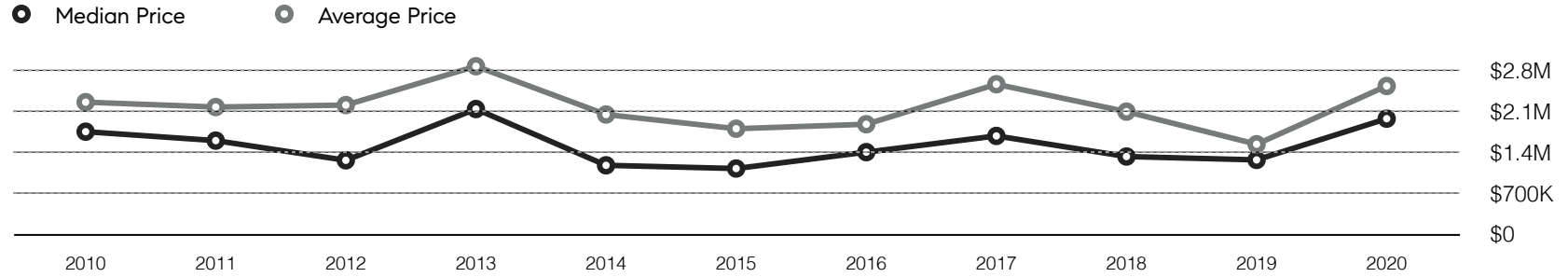


South Parkway

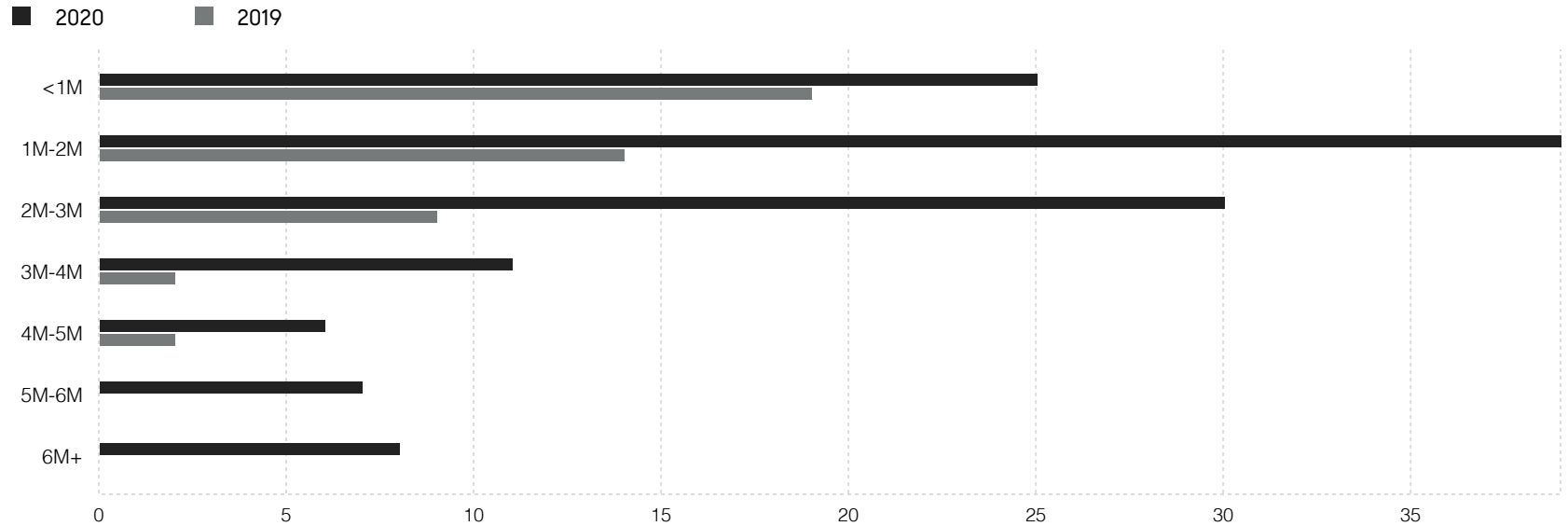
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	126	118	7%	360	221	63%
	AVERAGE SALE PRICE	\$2,531,558	\$2,851,432	-11%	\$2,566,844	\$2,119,987	21%
	MEDIAN SALE PRICE	\$1,972,500	\$2,400,000	-18%	\$2,100,000	\$1,525,000	38%
	AVERAGE PPSF	\$529	\$538	-1.7%	\$520	\$504	3.2%
	AVERAGE DOM	187	175	6.4%	188	209	-10%
	% LIST/SOLD	-4%	-3%		-5%	-6%	
Houses	# OF SALES	100	100	0%	295	166	78%
	AVERAGE SALE PRICE	\$2,938,948	\$3,203,840	-8.3%	\$2,941,272	\$2,532,540	16%
	MEDIAN SALE PRICE	\$2,421,750	\$2,747,500	-12%	\$2,450,000	\$2,035,000	20%
	AVERAGE PPSF	\$543	\$559	-2.7%	\$536	\$520	3.2%
	AVERAGE DOM	195	182	7.1%	197	233	-15%
	% LIST/SOLD	-4%	-3%		-5%	-7%	
Condos & Co-ops	# OF SALES	26	18	44%	65	55	18%
	AVERAGE SALE PRICE	\$964,673	\$893,612	8.0%	\$867,519	\$874,827	-0.8%
	MEDIAN SALE PRICE	\$847,750	\$941,750	-10.0%	\$830,000	\$780,000	6.4%
	AVERAGE PPSF	\$469	\$415	13%	\$444	\$457	-2.8%
	AVERAGE DOM	156	141	11%	148	140	5.7%
	% LIST/SOLD	-4%	-4%		-5%	-4%	

South Parkway

Q4 Historic Sales



Q4 Sales by Price Point



South of Post Road

\$3.59M

Average House
Sales Price

\$701

Average
Price Per Sq. Ft.

3.7%

Average Discount
From List Price

\$2.09M

Median House
Sales Price

159

Average
Days On Market

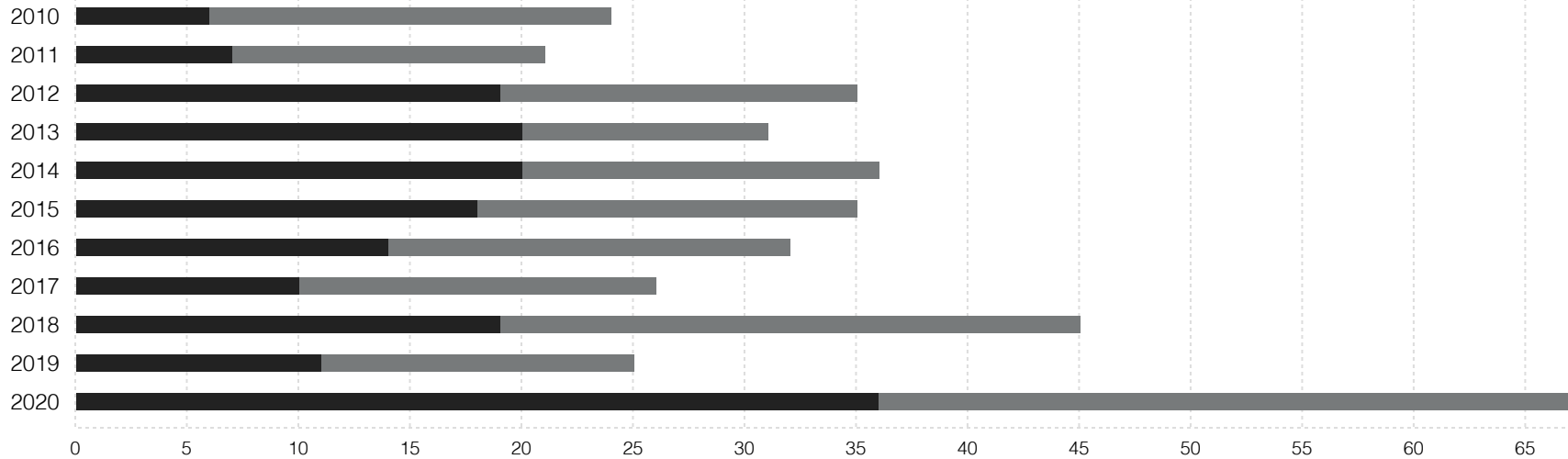
33%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes

■ Condos & Coops

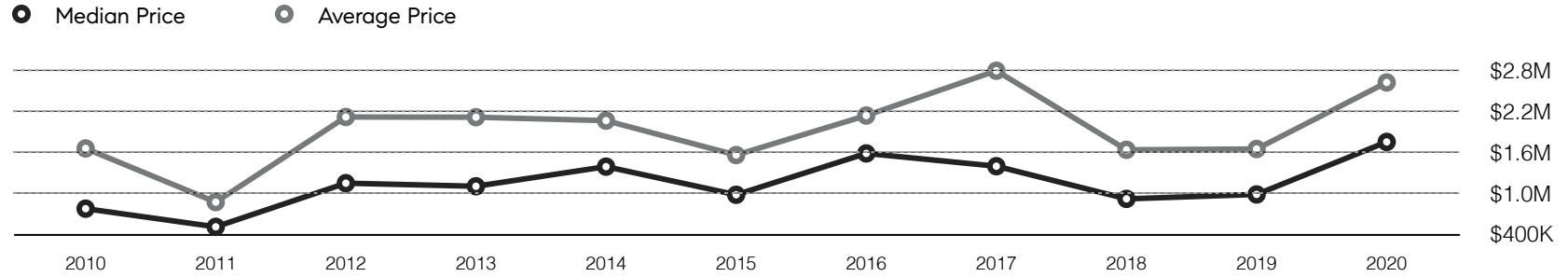


South of Post Road

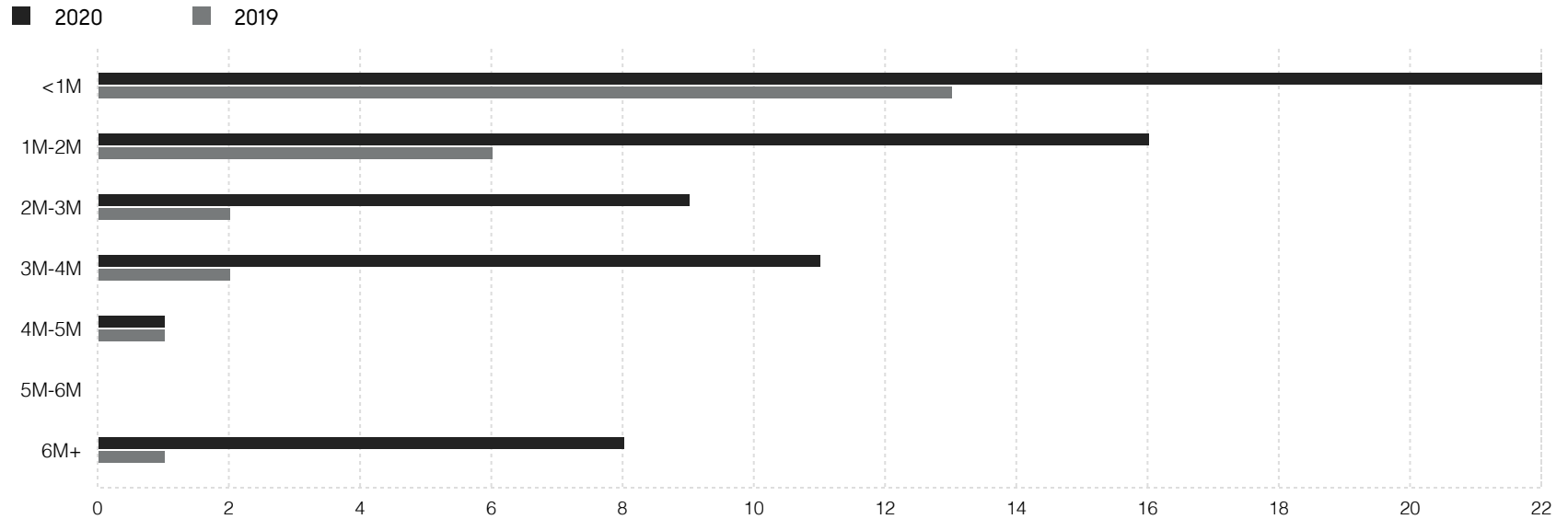
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	67	72	-7%	200	118	69%
	AVERAGE SALE PRICE	\$2,621,819	\$2,380,653	10%	\$2,327,578	\$2,079,943	12%
	MEDIAN SALE PRICE	\$1,750,000	\$1,575,000	11%	\$1,261,250	\$1,212,500	4.0%
	AVERAGE PPSF	\$701	\$683	2.5%	\$674	\$620	8.8%
	AVERAGE DOM	159	206	-23%	193	184	5.0%
	% LIST/SOLD	-5%	-4%		-5%	-5%	
Houses	# OF SALES	36	41	-12%	100	63	59%
	AVERAGE SALE PRICE	\$3,587,732	\$3,212,488	12%	\$3,420,154	\$2,873,640	19%
	MEDIAN SALE PRICE	\$2,087,500	\$2,025,000	3.1%	\$2,087,500	\$2,000,000	4.4%
	AVERAGE PPSF	\$684	\$727	-5.8%	\$687	\$670	2.6%
	AVERAGE DOM	119	171	-30%	180	209	-14%
	% LIST/SOLD	-4%	-4%		-5%	-6%	
Condos & Co-ops	# OF SALES	31	31	-	100	55	82%
	AVERAGE SALE PRICE	\$1,500,113	\$1,280,484	17%	\$1,235,003	\$1,170,800	5.5%
	MEDIAN SALE PRICE	\$1,125,000	\$730,000	54%	\$725,000	\$750,000	-3.3%
	AVERAGE PPSF	\$724	\$613	18%	\$656	\$553	19%
	AVERAGE DOM	205	251	-18%	206	154	33%
	% LIST/SOLD	-7%	-4%		-5%	-5%	

South of Post Road

Q4 Historic Sales



Q4 Sales by Price Point



Cos Cob

\$1.33M

Average House
Sales Price

\$440

Average
Price Per Sq. Ft.

3.0%

Average Discount
From List Price

\$1.24M

Median House
Sales Price

134

Average
Days On Market

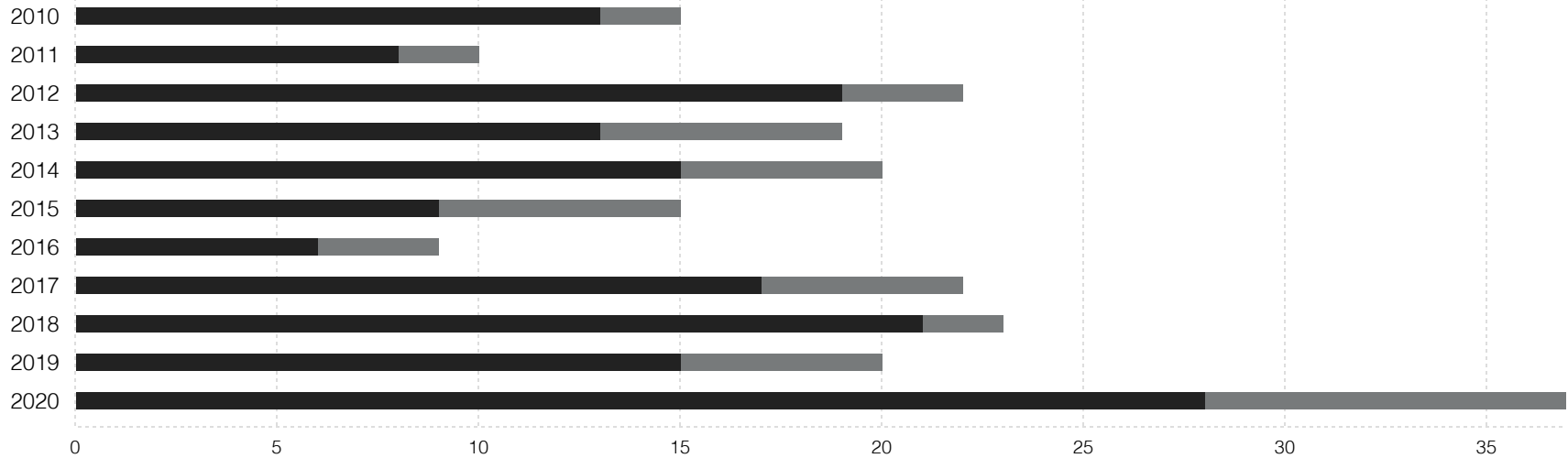
46%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes

■ Condos & Coops

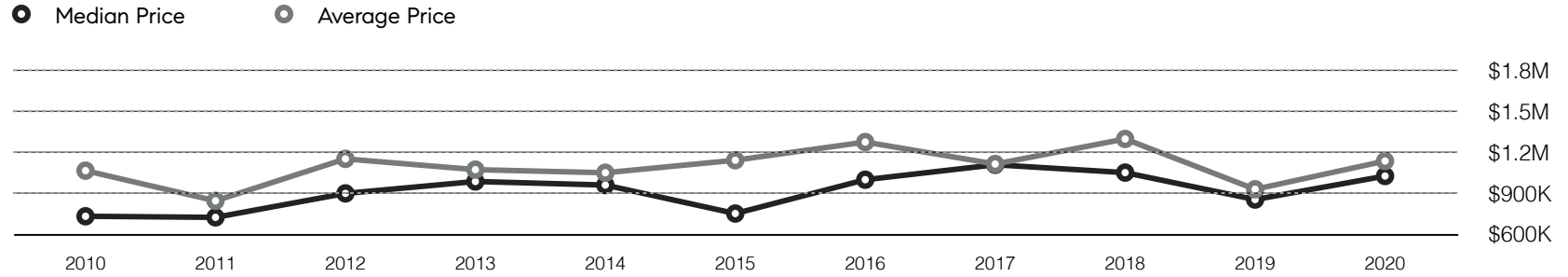


Cos Cob

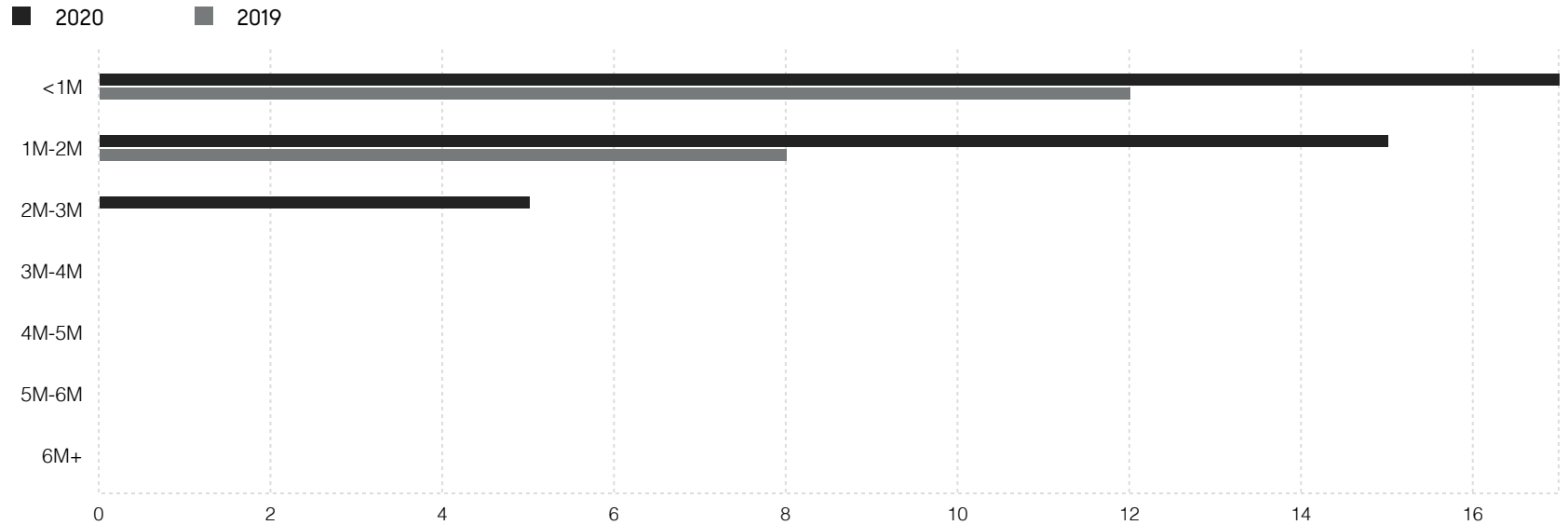
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	37	35	6%	107	70	53%
	AVERAGE SALE PRICE	\$1,135,041	\$1,392,779	-19%	\$1,239,250	\$1,062,642	17%
	MEDIAN SALE PRICE	\$1,025,000	\$1,300,000	-21%	\$1,125,000	\$952,500	18%
	AVERAGE PPSF	\$440	\$481	-8.5%	\$449	\$432	4.1%
	AVERAGE DOM	134	137	-2.3%	142	144	-1.5%
	% LIST/SOLD	-3%	-4%		-4%	-5%	
Houses	# OF SALES	28	28	0%	84	49	71%
	AVERAGE SALE PRICE	\$1,333,714	\$1,523,866	-12%	\$1,381,455	\$1,210,037	14%
	MEDIAN SALE PRICE	\$1,242,500	\$1,362,500	-8.8%	\$1,250,000	\$1,050,000	19%
	AVERAGE PPSF	\$429	\$469	-8.6%	\$444	\$439	1.1%
	AVERAGE DOM	155	154	0.5%	158	140	13%
	% LIST/SOLD	-2%	-4%		-4%	-6%	
Condos & Co-ops	# OF SALES	9	7	29%	23	21	10%
	AVERAGE SALE PRICE	\$516,944	\$868,429	-40%	\$719,891	\$718,720	0.2%
	MEDIAN SALE PRICE	\$550,000	\$732,500	-25%	\$610,000	\$600,000	1.7%
	AVERAGE PPSF	\$484	\$530	-8.7%	\$469	\$414	13%
	AVERAGE DOM	69	69	-0.1%	86	155	-45%
	% LIST/SOLD	-5%	-3%		-4%	-4%	

Cos Cob

Q4 Historic Sales



Q4 Sales by Price Point



Old Greenwich

\$2.68M

Average House
Sales Price

\$636

Average
Price Per Sq. Ft.

2.6%

Average Discount
From List Price

\$1.94M

Median House
Sales Price

97

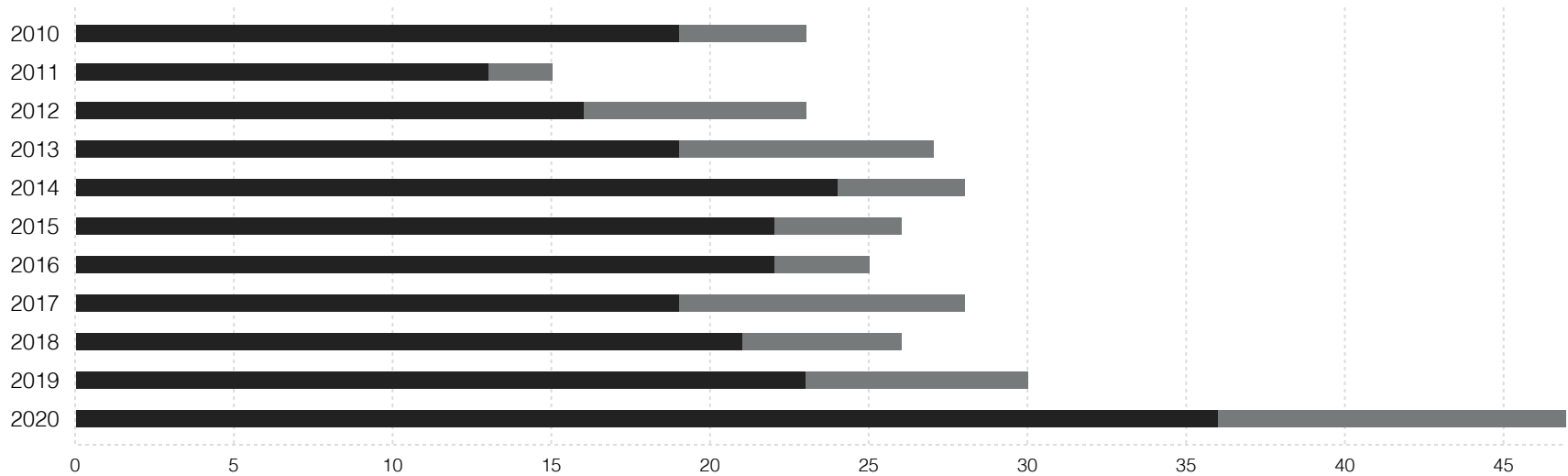
Average
Days On Market

28%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

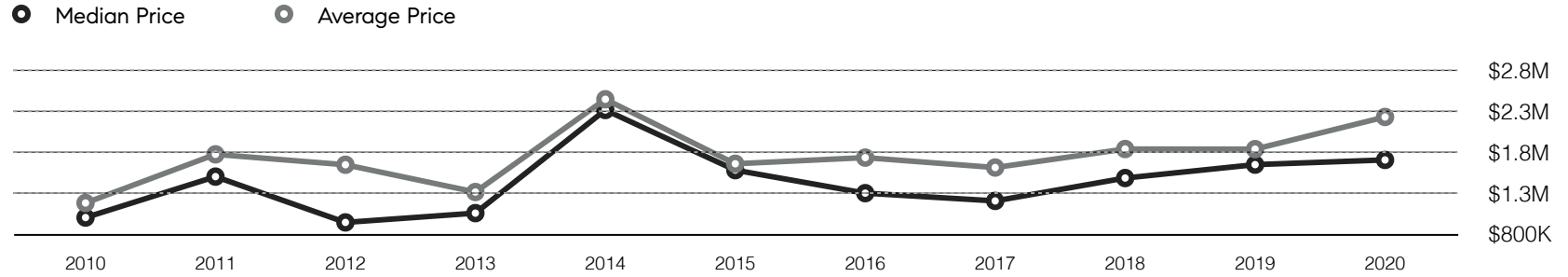


Old Greenwich

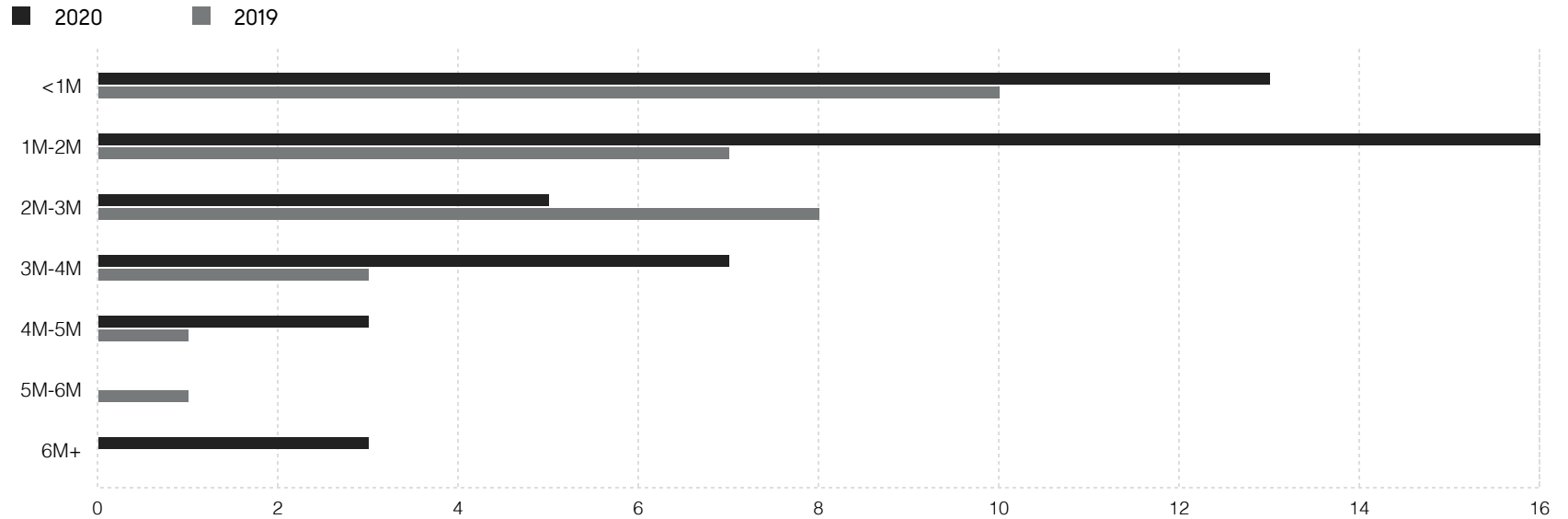
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	47	55	-15%	155	116	34%
	AVERAGE SALE PRICE	\$2,229,726	\$2,043,286	9.1%	\$2,052,927	\$2,030,557	1.1%
	MEDIAN SALE PRICE	\$1,705,000	\$1,800,000	-5.3%	\$1,712,500	\$1,660,000	3.2%
	AVERAGE PPSF	\$636	\$629	1.1%	\$614	\$612	0.4%
	AVERAGE DOM	97	107	-9.3%	116	147	-21%
	% LIST/SOLD	-3%	-3%		-3%	-5%	
Houses	# OF SALES	36	50	-28%	129	96	34%
	AVERAGE SALE PRICE	\$2,679,389	\$2,201,875	22%	\$2,331,625	\$2,340,439	-0.4%
	MEDIAN SALE PRICE	\$1,938,500	\$1,885,000	2.8%	\$1,900,000	\$2,100,000	-9.5%
	AVERAGE PPSF	\$664	\$643	3.3%	\$636	\$639	-0.4%
	AVERAGE DOM	91	107	-15%	117	156	-25%
	% LIST/SOLD	-2%	-3%		-3%	-5%	
Condos & Co-ops	# OF SALES	11	5	120%	26	20	30%
	AVERAGE SALE PRICE	\$758,102	\$457,400	66%	\$670,159	\$543,125	23%
	MEDIAN SALE PRICE	\$547,000	\$385,000	42%	\$533,500	\$420,000	27%
	AVERAGE PPSF	\$548	\$494	11%	\$506	\$480	5.6%
	AVERAGE DOM	118	115	2.6%	113	108	4.6%
	% LIST/SOLD	-4%	-2%		-4%	-3%	

Old Greenwich

Q4 Historic Sales



Q4 Sales by Price Point



Riverside

\$2.79M

Average House
Sales Price

\$647

Average
Price Per Sq. Ft.

2.9%

Average Discount
From List Price

\$2.02M

Median House
Sales Price

78

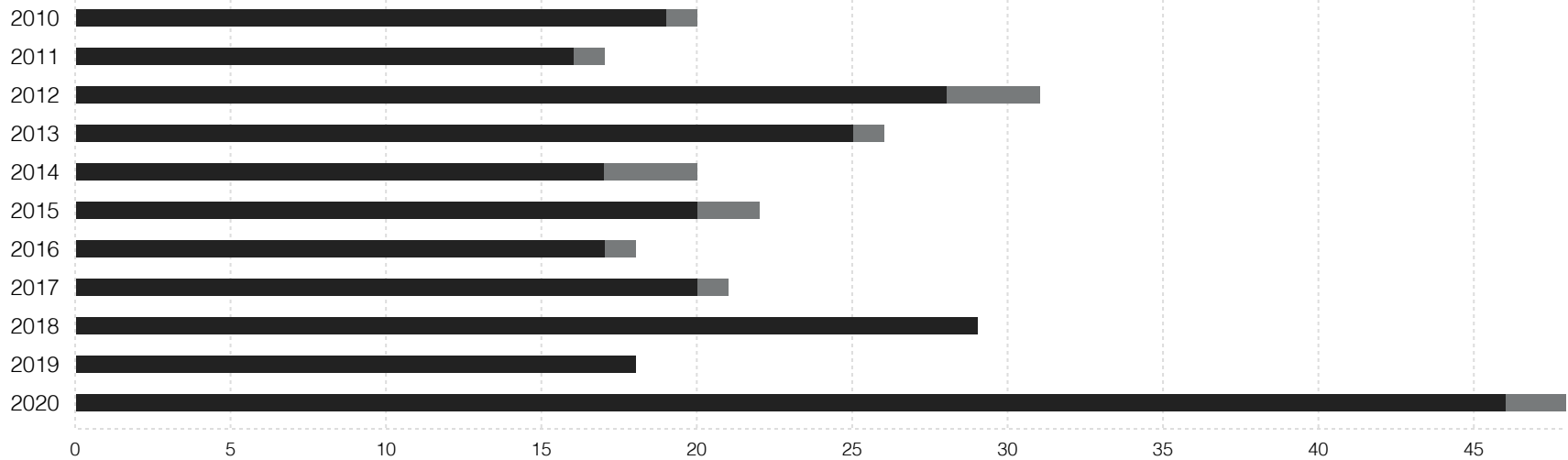
Average
Days On Market

13%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

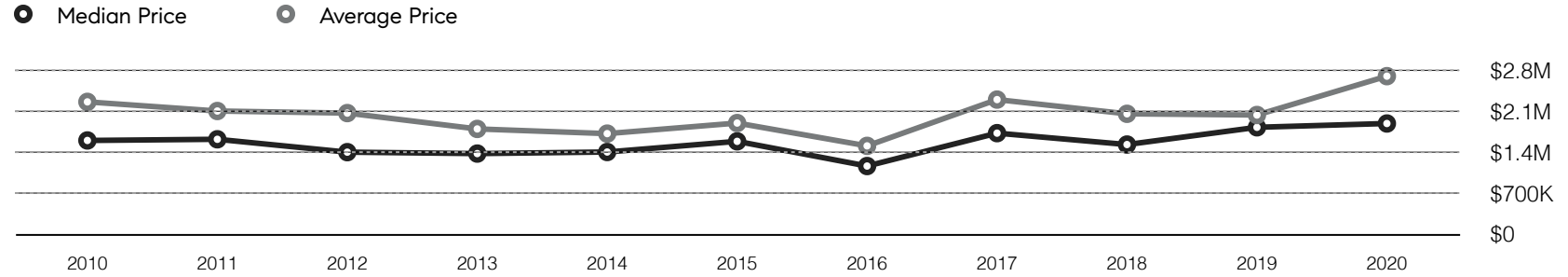


Riverside

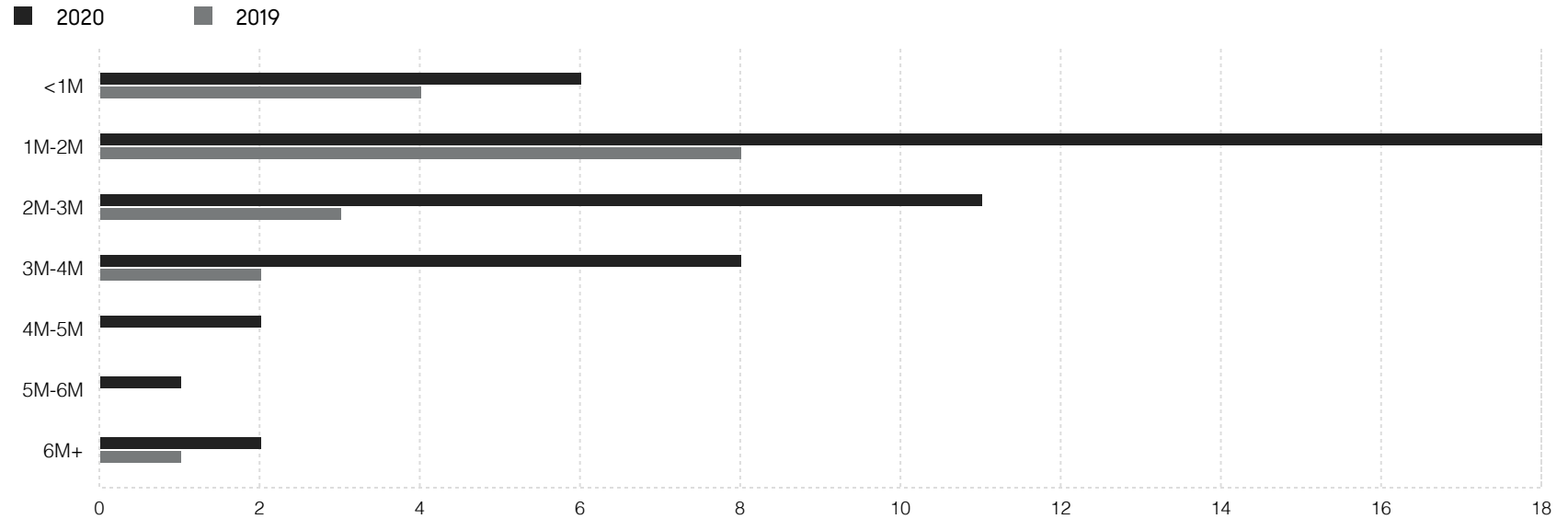
		Q4 2020	Q3 2020	% Change	YTD 2020	YTD 2019	% Change
Overall	# OF SALES	48	53	-9%	152	100	52%
	AVERAGE SALE PRICE	\$2,699,729	\$2,131,654	27%	\$2,451,408	\$1,790,095	37%
	MEDIAN SALE PRICE	\$1,890,000	\$1,860,000	1.6%	\$1,980,000	\$1,637,500	21%
	AVERAGE PPSF	\$647	\$572	13%	\$605	\$526	15%
	AVERAGE DOM	78	100	-22%	123	175	-30%
	% LIST/SOLD	-3%	-3%		-4%	-5%	
Houses	# OF SALES	46	52	-12%	146	92	59%
	AVERAGE SALE PRICE	\$2,788,522	\$2,162,070	29%	\$2,525,031	\$1,886,956	34%
	MEDIAN SALE PRICE	\$2,017,500	\$1,917,500	5.2%	\$2,017,500	\$1,683,750	20%
	AVERAGE PPSF	\$657	\$575	14%	\$613	\$539	14%
	AVERAGE DOM	78	99	-22%	124	175	-29%
	% LIST/SOLD	-3%	-3%		-4%	-5%	
Condos & Co-ops	# OF SALES	2	1	100%	6	8	-25%
	AVERAGE SALE PRICE	\$657,500	\$550,000	20%	\$659,917	\$676,188	-2.4%
	MEDIAN SALE PRICE	\$657,500	\$550,000	20%	\$633,250	\$673,125	-5.9%
	AVERAGE PPSF	\$411	\$388	5.9%	\$413	\$381	8.5%
	AVERAGE DOM	74	132	-44%	89	165	-46%
	% LIST/SOLD	-3%	-3%		-4%	-4%	

Riverside

Q4 Historic Sales



Q4 Sales by Price Point



COMPASS

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