

Year In Review 2023

Greenwich Market Report

COMPASS



Compass Connecticut

Darien

1090 Boston Post Rd
Darien, CT

Greenwich

200 Greenwich Ave, Floor 3
Greenwich, CT

New Canaan

111 Cherry Street
New Canaan, CT

Westport

54 Wilton Rd
Westport, CT

East Lyme

15 Chesterfield Rd
East Lyme, CT

Guilford

89 Whitfield St
Guilford, CT

Norwich

76 Salem Turnpike
Norwich, CT

Essex

5 Essex Square
Essex, CT

Madison

724 Boston Post Rd
Madison, CT

Ridgefield

479 Main St, Suite 2
Ridgefield, CT

Fairfield

1 Sasco Hill Rd, Ste 201
Fairfield, CT

Mystic

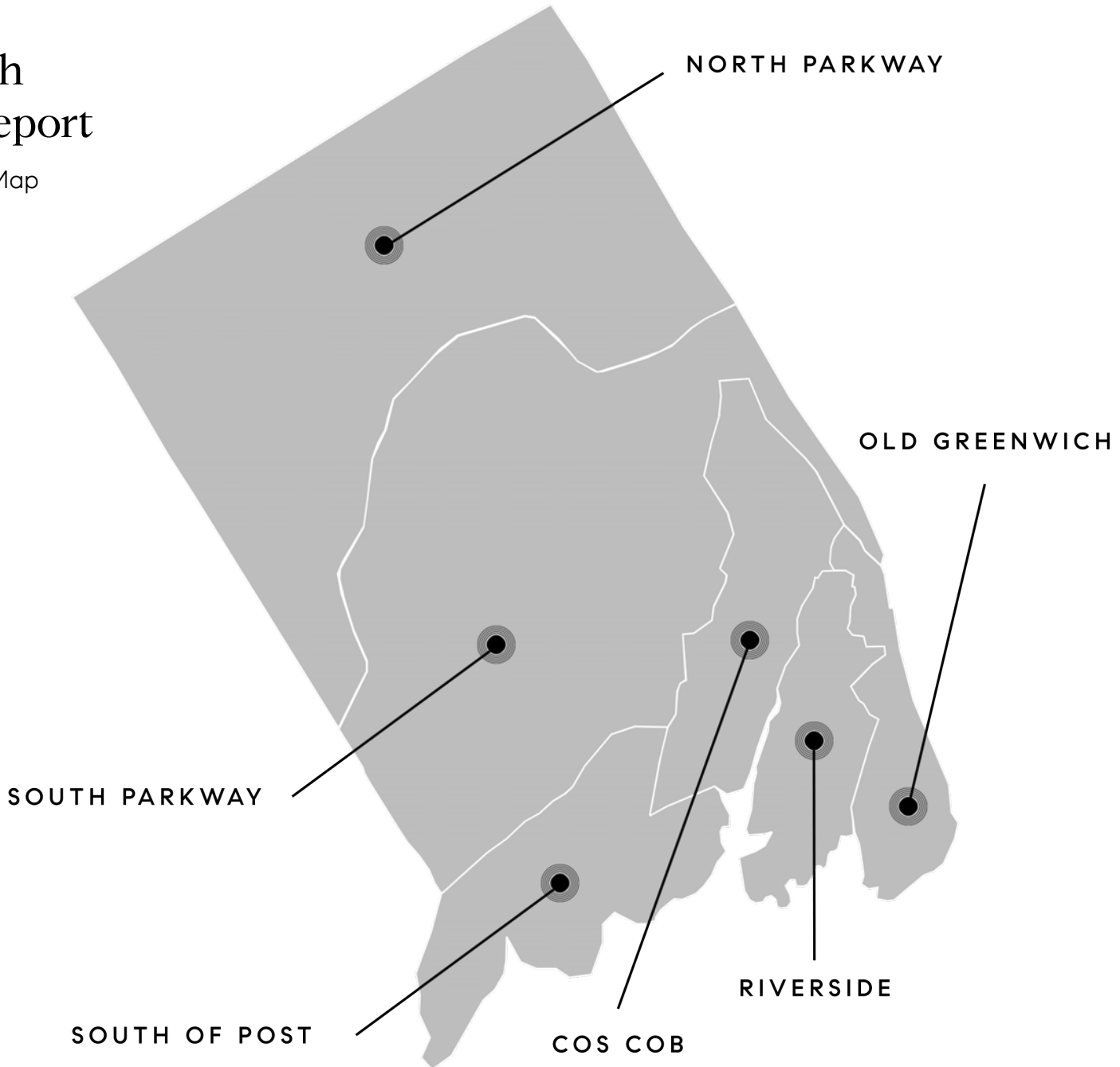
22 Holmes St
Mystic, CT

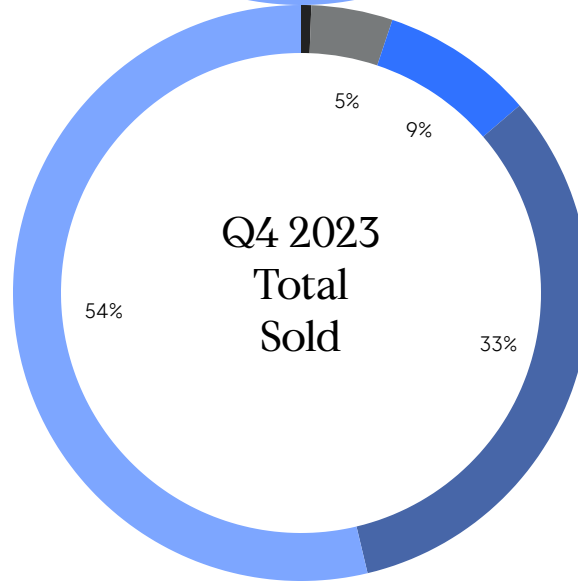
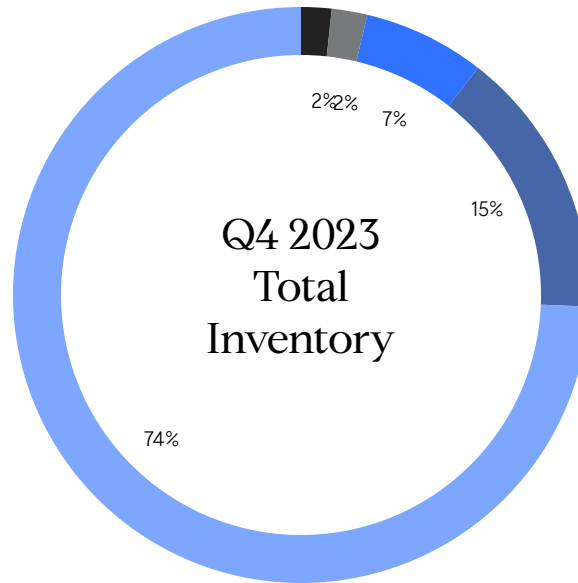
Stamford

69 Broad St
Stamford, CT

Greenwich Market Report

Neighborhood Map





Market Overview

\$3.5M

Average House
Sales Price

\$703

Average
Price Per Sq. Ft.

-0.7%

Average Discount
From List Price

\$2.4M

Median House
Sales Price

81

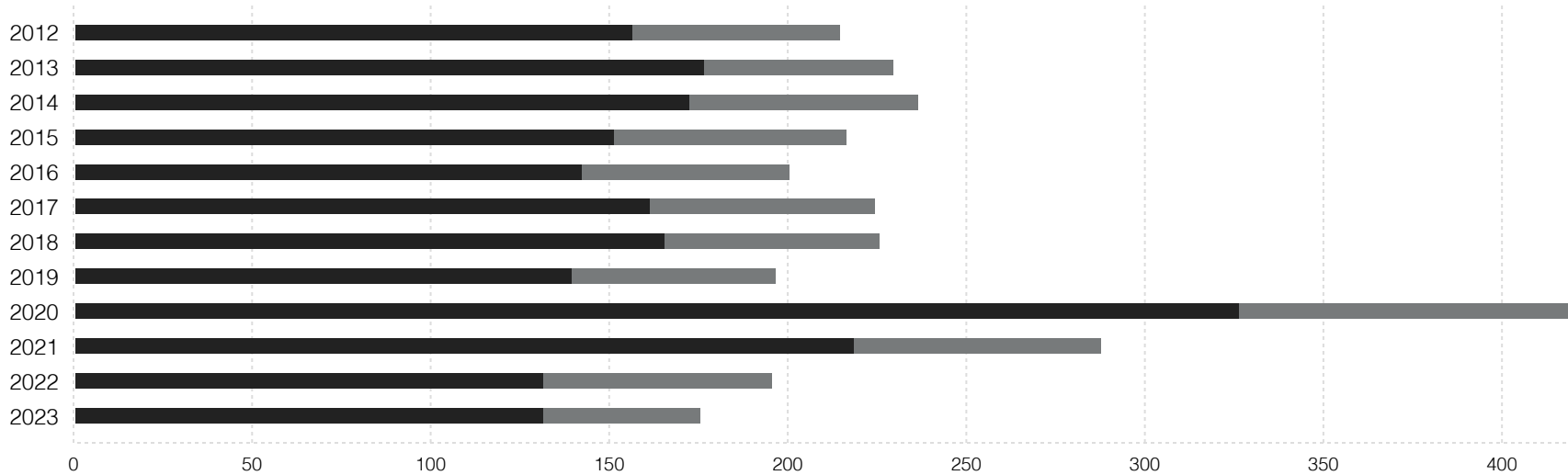
Average
Days On Market

25%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

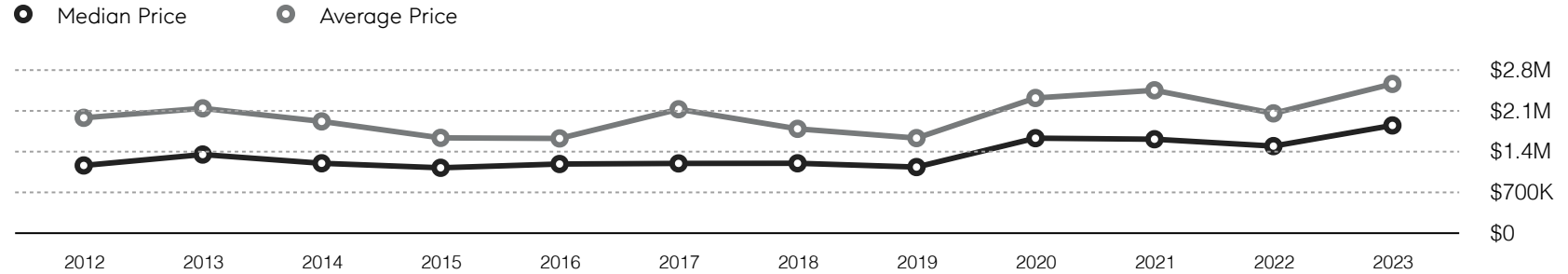


Market Overview

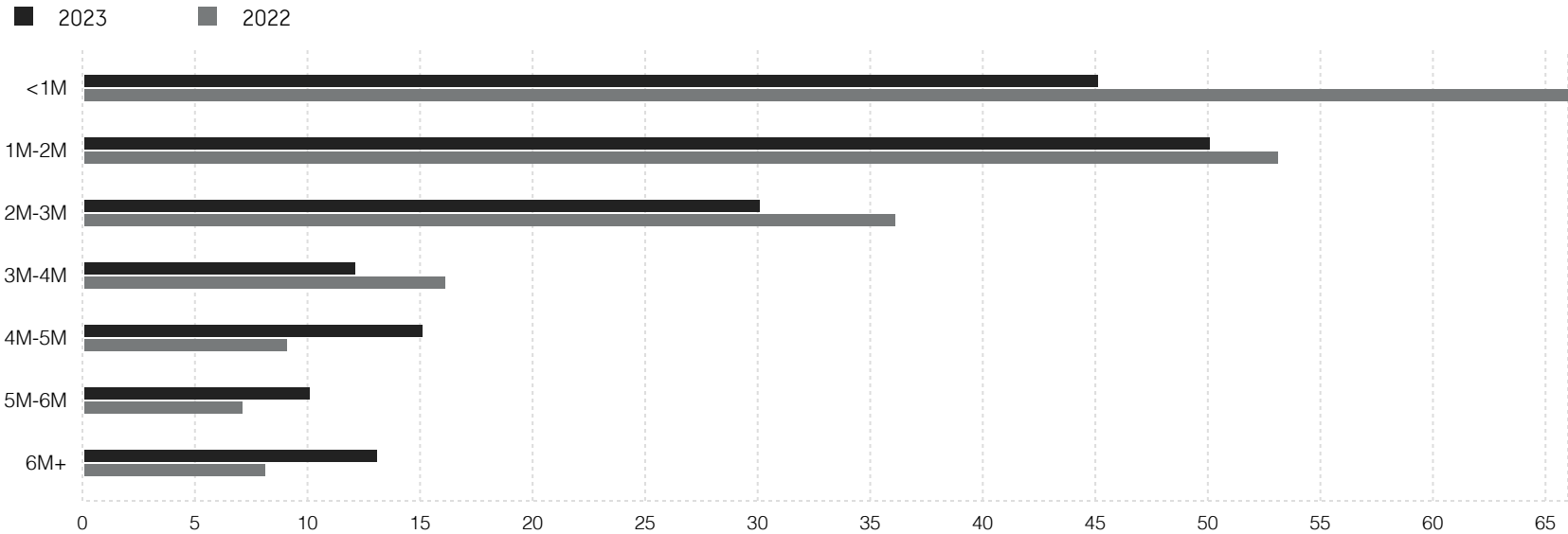
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	195	175	-10%	1,027	855	-17%
	AVERAGE SALE PRICE	\$2,057,190	\$2,563,267	24.6%	\$2,393,294	\$2,871,477	20.0%
	MEDIAN SALE PRICE	\$1,495,000	\$1,850,000	23.7%	\$1,775,000	\$1,840,000	3.7%
	AVERAGE PPSF	\$643	\$690	7.3%	\$634	\$703	10.9%
	AVERAGE DOM	63	77	22.2%	75	81	8.0%
	% LIST/SOLD	-1%	1%		1%	1%	
Houses	# OF SALES	131	131	0%	766	629	-18%
	AVERAGE SALE PRICE	\$2,598,101	\$3,039,100	17.0%	\$2,854,199	\$3,510,180	23.0%
	MEDIAN SALE PRICE	\$2,120,000	\$2,195,000	3.5%	\$2,191,000	\$2,400,000	9.5%
	AVERAGE PPSF	\$635	\$711	12.0%	\$652	\$727	11.5%
	AVERAGE DOM	64	76	18.8%	79	87	10.1%
	% LIST/SOLD	-	1%		1%	1%	
Condos & Co-ops	# OF SALES	64	44	-31%	261	226	-13%
	AVERAGE SALE PRICE	\$950,014	\$1,146,583	20.7%	\$1,040,598	\$1,093,848	5.1%
	MEDIAN SALE PRICE	\$777,500	\$878,750	13.0%	\$785,000	\$859,500	9.5%
	AVERAGE PPSF	\$661	\$627	-5.1%	\$572	\$635	11.0%
	AVERAGE DOM	61	81	32.8%	65	65	-
	% LIST/SOLD	-2%	-		-	-	

Market Overview

Q4 Historic Sales



Q4 Sales by Price Point



North Parkway

\$5.3M

Average House
Sales Price

\$671

Average
Price Per Sq. Ft.

3.3%

Average Discount
From List Price

\$4.3M

Median House
Sales Price

166

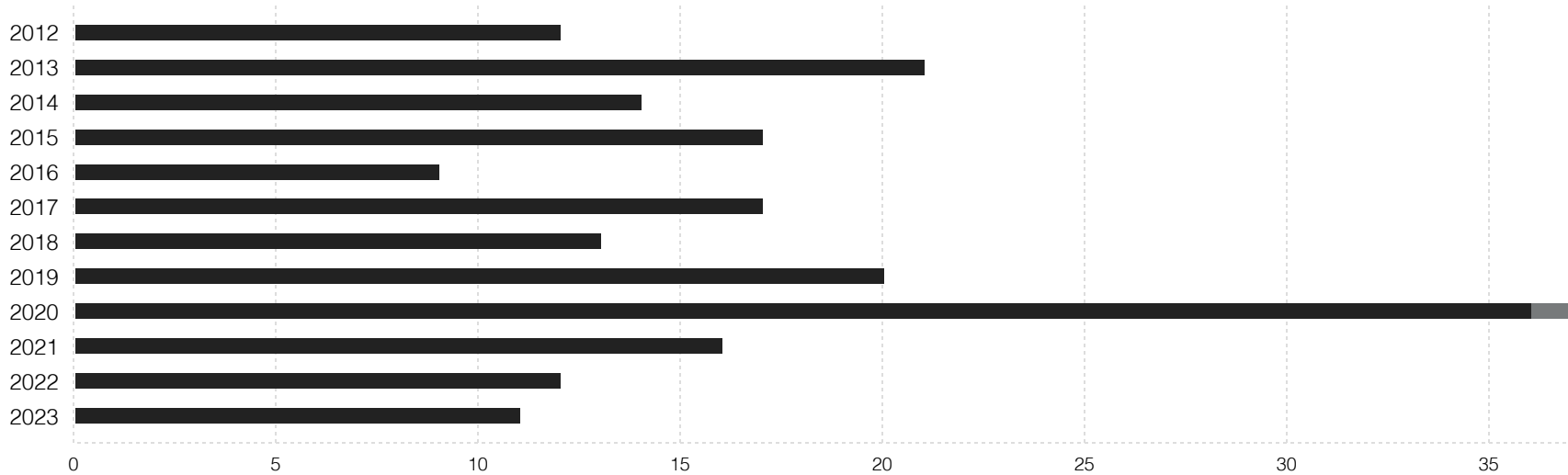
Average
Days On Market

2%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

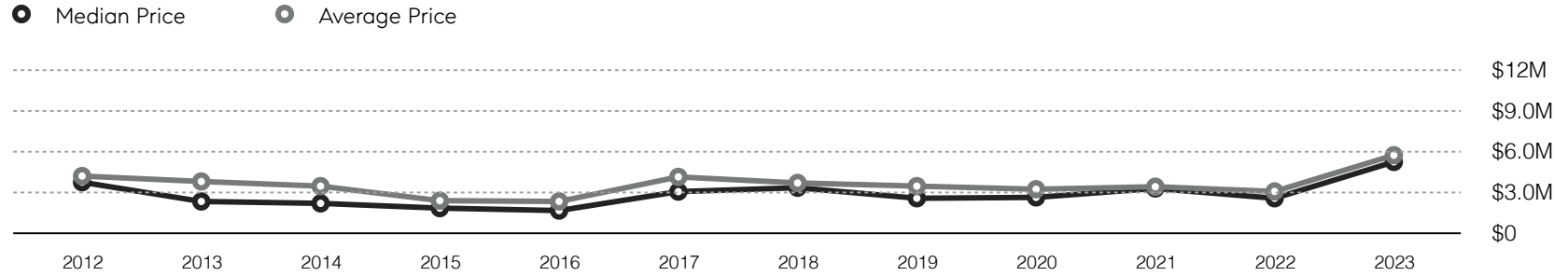


North Parkway

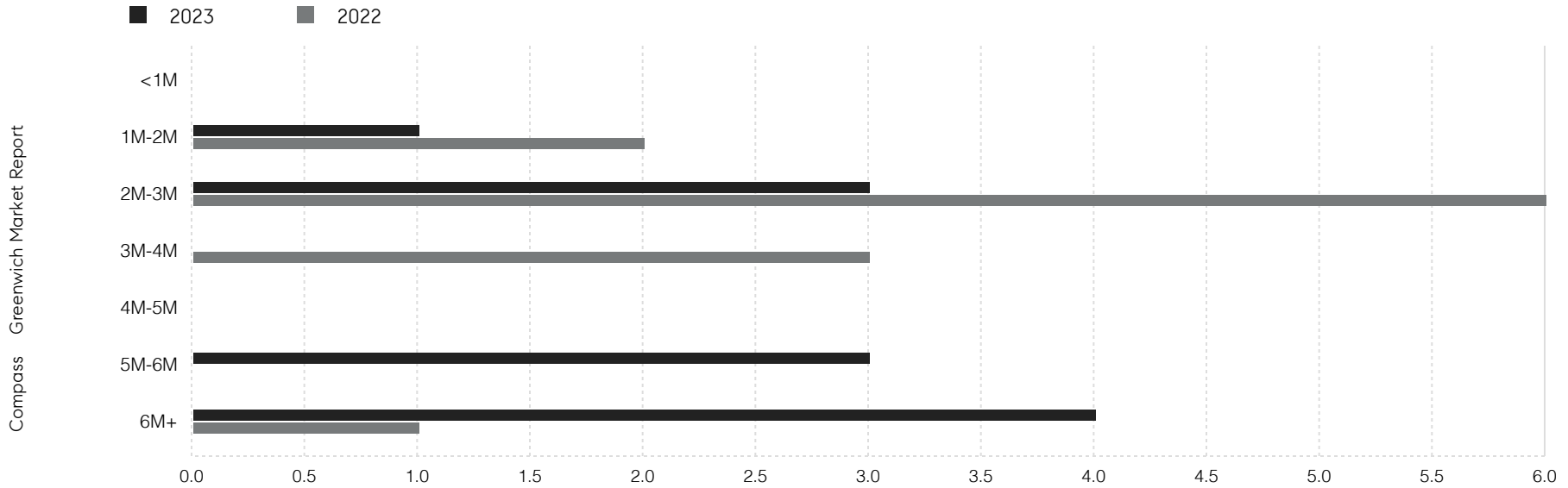
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	12	11	-8%	73	57	-22%
	AVERAGE SALE PRICE	\$3,077,802	\$5,745,227	86.7%	\$3,586,266	\$5,350,998	49.2%
	MEDIAN SALE PRICE	\$2,575,000	\$5,250,000	103.9%	\$2,900,000	\$4,300,000	48.3%
	AVERAGE PPSF	\$547	\$706	29.1%	\$599	\$671	12.0%
	AVERAGE DOM	53	110	107.5%	106	166	56.6%
	% LIST/SOLD	6%	1%		-	-3%	
Houses	# OF SALES	12	11	-8%	73	57	-22%
	AVERAGE SALE PRICE	\$3,077,802	\$5,745,227	86.7%	\$3,586,266	\$5,350,998	49.2%
	MEDIAN SALE PRICE	\$2,575,000	\$5,250,000	103.9%	\$2,900,000	\$4,300,000	48.3%
	AVERAGE PPSF	\$547	\$706	29.1%	\$599	\$671	12.0%
	AVERAGE DOM	53	110	107.5%	106	166	56.6%
	% LIST/SOLD	6%	-3%		-	-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

\$3.6M

Average House
Sales Price

\$680

Average
Price Per Sq. Ft.

-0.4%

Average Discount
From List Price

\$3.2M

Median House
Sales Price

83

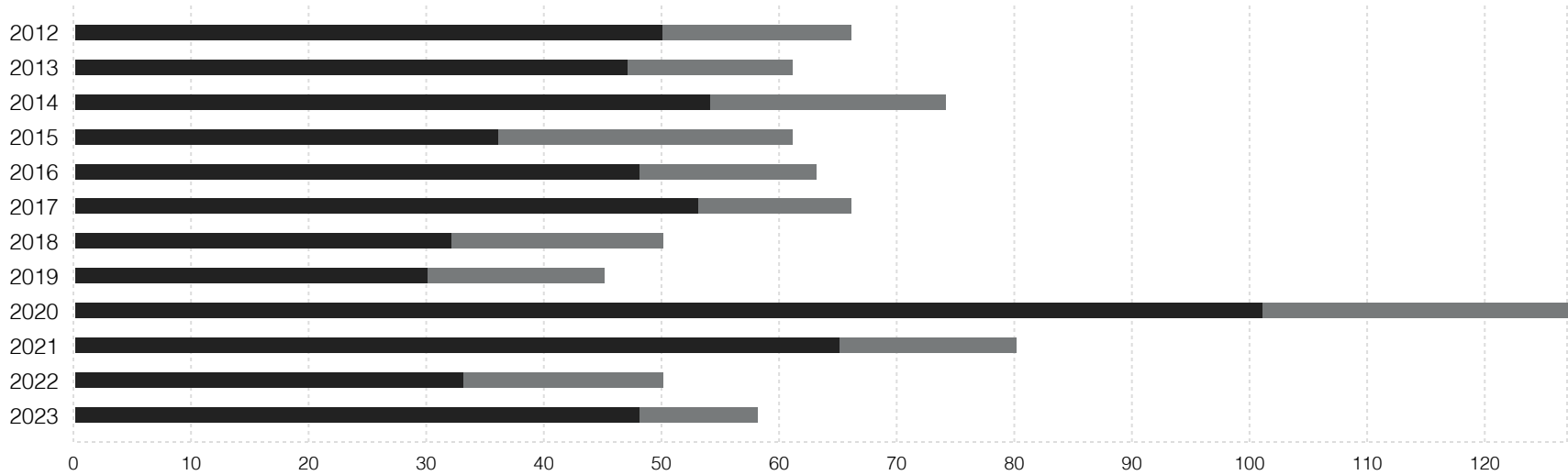
Average
Days On Market

19%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

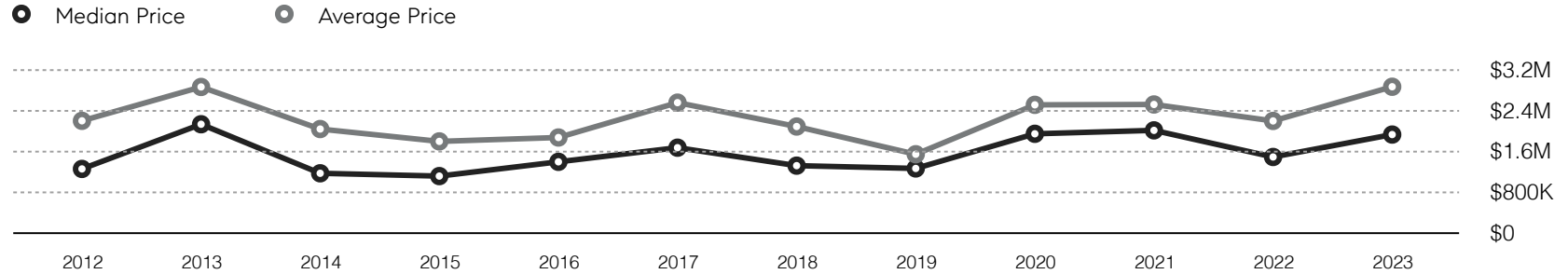


South Parkway

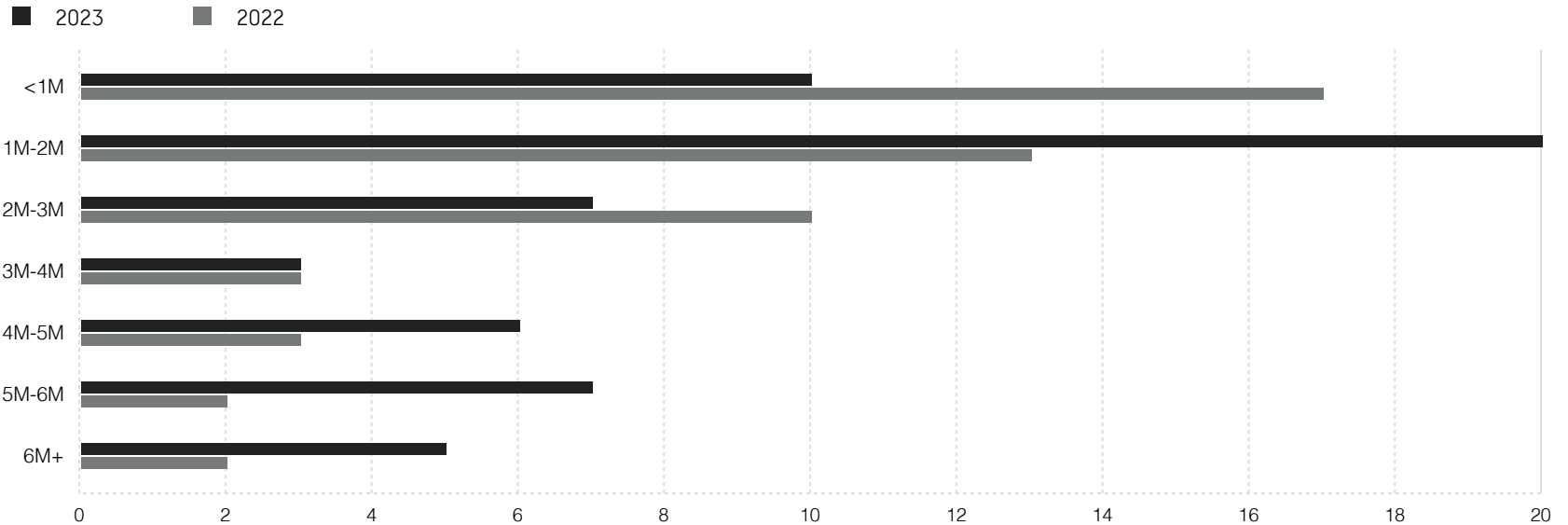
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	50	58	16%	297	258	-13%
	AVERAGE SALE PRICE	\$2,202,545	\$2,873,374	30.5%	\$3,017,125	\$3,099,847	2.7%
	MEDIAN SALE PRICE	\$1,495,000	\$1,935,000	29.4%	\$2,425,000	\$2,387,500	-1.5%
	AVERAGE PPSF	\$639	\$718	12.4%	\$646	\$680	5.3%
	AVERAGE DOM	66	77	16.7%	90	83	-7.8%
	% LIST/SOLD	-2%	1%		-	-	
Houses	# OF SALES	33	48	45%	228	202	-11%
	AVERAGE SALE PRICE	\$2,828,132	\$3,253,345	15.0%	\$3,621,220	\$3,659,029	1.0%
	MEDIAN SALE PRICE	\$2,495,000	\$2,435,000	-2.4%	\$3,000,000	\$3,250,000	8.3%
	AVERAGE PPSF	\$675	\$729	8.0%	\$676	\$696	3.0%
	AVERAGE DOM	65	82	26.2%	100	91	-9.0%
	% LIST/SOLD	-1%	1%		-	-	
Condos & Co-ops	# OF SALES	17	10	-41%	69	56	-19%
	AVERAGE SALE PRICE	\$988,171	\$1,049,517	6.2%	\$1,020,984	\$1,082,798	6.1%
	MEDIAN SALE PRICE	\$910,000	\$1,030,084	13.2%	\$905,000	\$962,500	6.4%
	AVERAGE PPSF	\$552	\$667	20.8%	\$542	\$628	15.9%
	AVERAGE DOM	69	57	-17.4%	54	54	-
	% LIST/SOLD	-3%	2%		1%	2%	

South Parkway

Q4 Historic Sales



Q4 Sales by Price Point



South of Post Road

\$7.5M

Average House
Sales Price

\$986

Average
Price Per Sq. Ft.

0.7%

Average Discount
From List Price

\$2.6M

Median House
Sales Price

89

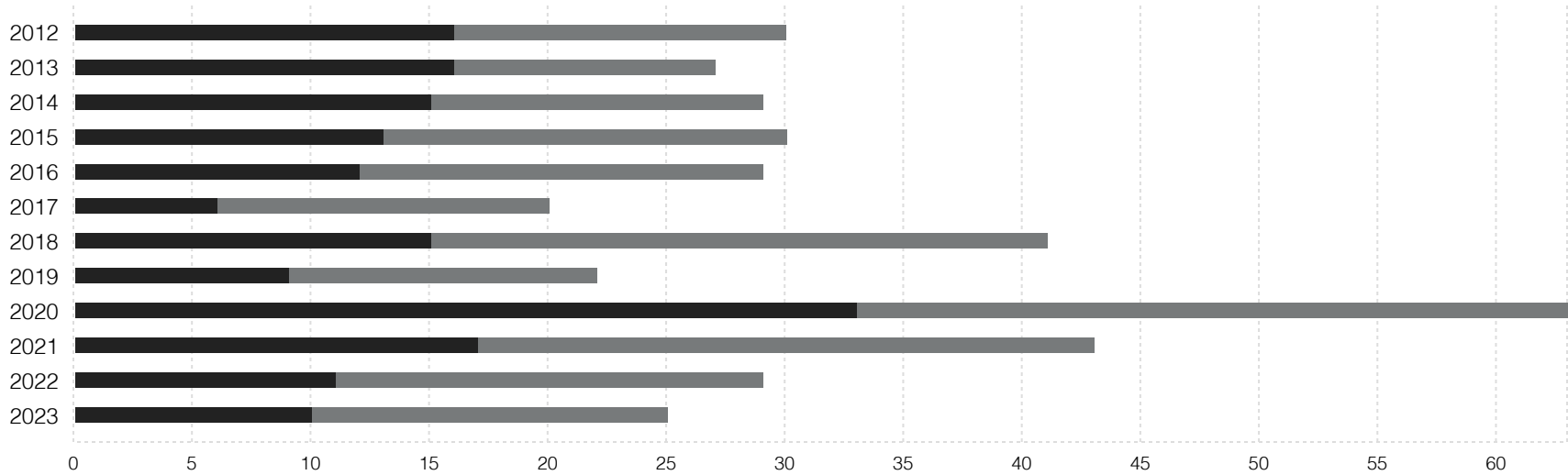
Average
Days On Market

38%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

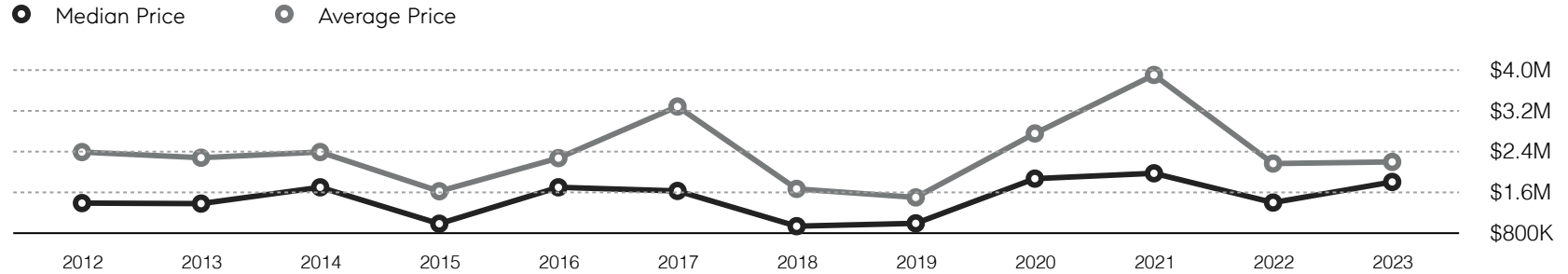


South of Post Road

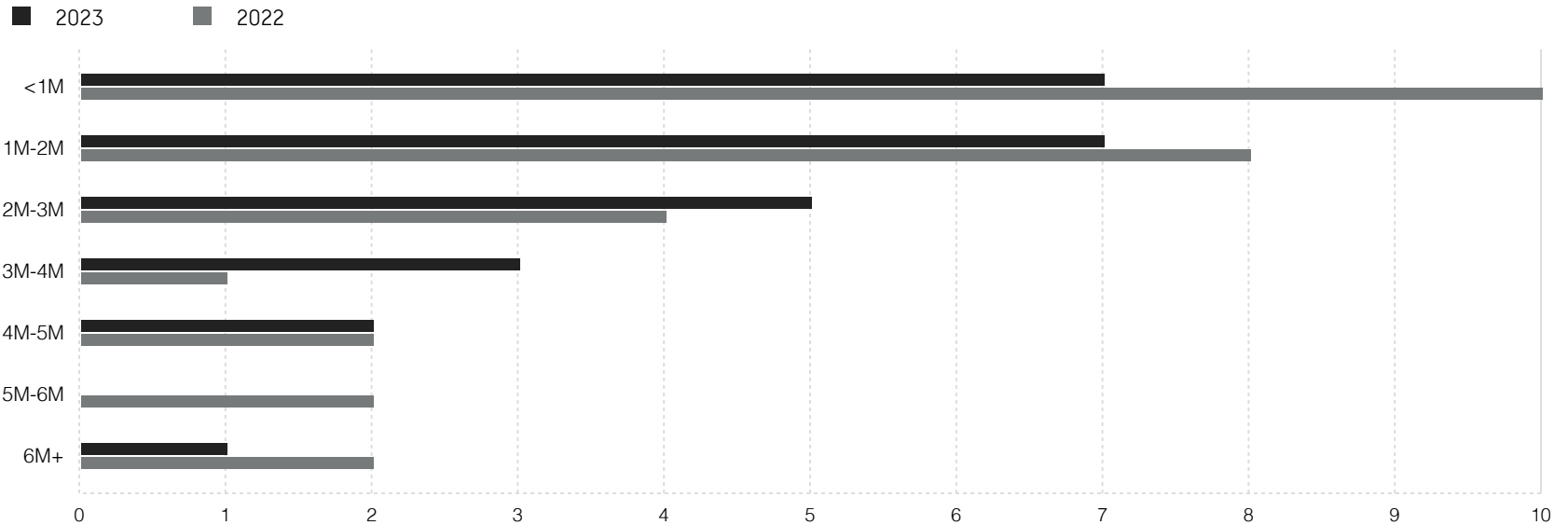
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	29	25	-14%	142	97	-32%
	AVERAGE SALE PRICE	\$2,165,771	\$2,198,080	1.5%	\$2,343,954	\$3,866,939	65.0%
	MEDIAN SALE PRICE	\$1,400,000	\$1,805,000	28.9%	\$1,778,750	\$1,600,000	-10.0%
	AVERAGE PPSF	\$956	\$835	-12.7%	\$770	\$986	28.1%
	AVERAGE DOM	51	74	45.1%	91	89	-2.2%
	% LIST/SOLD	-1%	1%		-	-1%	
Houses	# OF SALES	11	10	-9%	57	39	-32%
	AVERAGE SALE PRICE	\$3,674,214	\$3,190,000	-13.2%	\$3,698,399	\$7,512,309	103.1%
	MEDIAN SALE PRICE	\$2,600,000	\$2,047,500	-21.2%	\$3,500,000	\$2,650,000	-24.3%
	AVERAGE PPSF	\$945	\$924	-2.2%	\$807	\$1,264	56.6%
	AVERAGE DOM	57	68	19.3%	101	99	-2.0%
	% LIST/SOLD	-1%	1%		-	-	
Condos & Co-ops	# OF SALES	18	15	-17%	85	58	-32%
	AVERAGE SALE PRICE	\$1,243,944	\$1,536,800	23.5%	\$1,435,679	\$1,415,741	-1.4%
	MEDIAN SALE PRICE	\$657,000	\$1,395,000	112.3%	\$950,000	\$907,000	-4.5%
	AVERAGE PPSF	\$964	\$767	-20.4%	\$741	\$771	4.0%
	AVERAGE DOM	48	78	62.5%	86	83	-3.5%
	% LIST/SOLD	-1%	-2%		1%	-1%	

South of Post Road

Q4 Historic Sales



Q4 Sales by Price Point



Cos Cob

\$1.7M

Average House
Sales Price

\$666

Average
Price Per Sq. Ft.

-1.4%

Average Discount
From List Price

\$1.7M

Median House
Sales Price

64

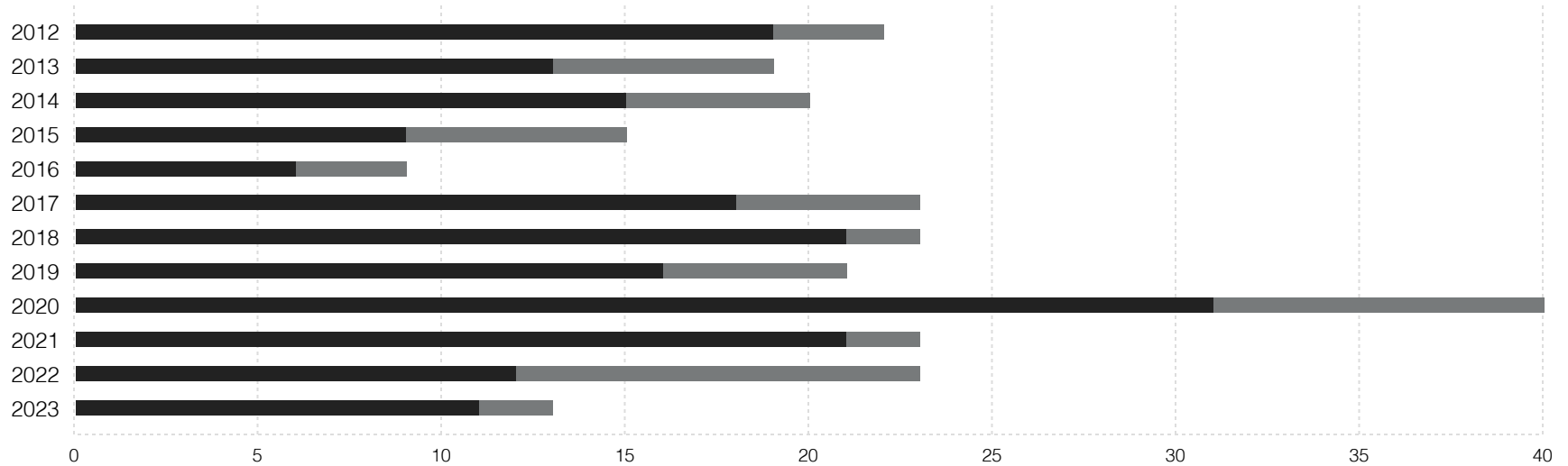
Average
Days On Market

23%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

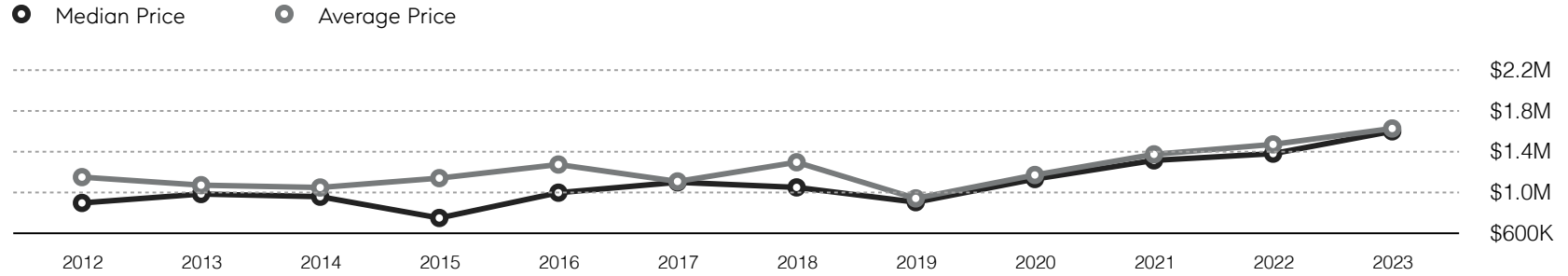


Cos Cob

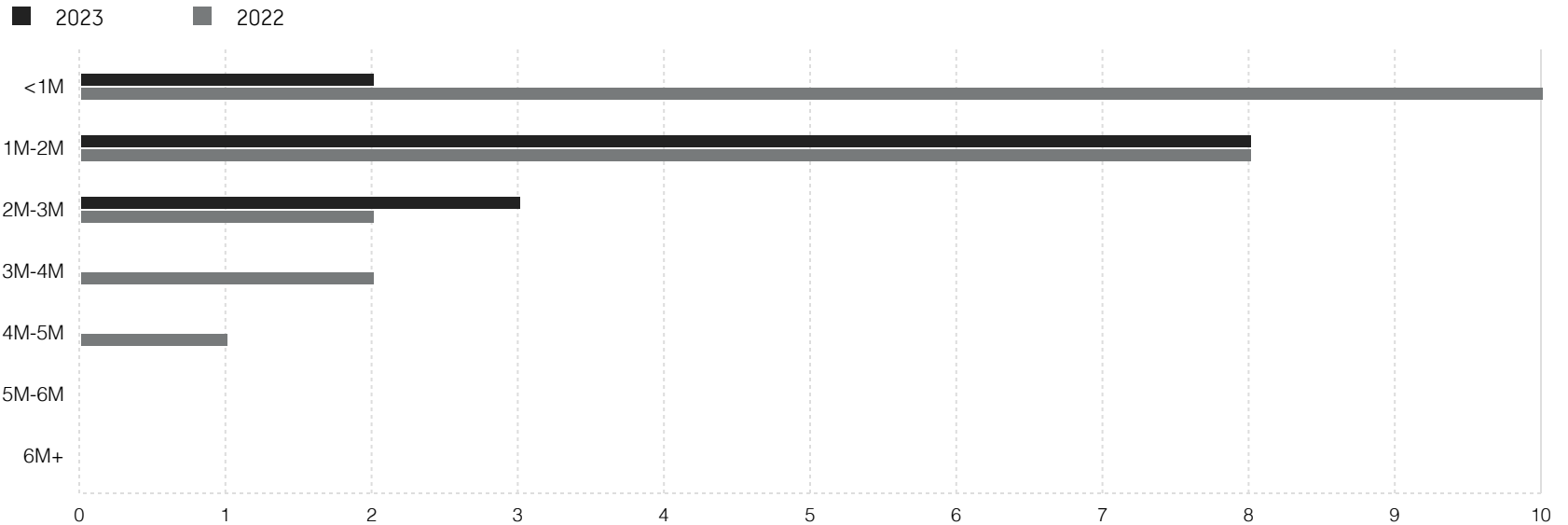
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	23	13	-43%	108	95	-12%
	AVERAGE SALE PRICE	\$1,471,739	\$1,627,731	10.6%	\$1,530,426	\$1,577,587	3.1%
	MEDIAN SALE PRICE	\$1,381,000	\$1,600,000	15.9%	\$1,397,500	\$1,550,000	10.9%
	AVERAGE PPSF	\$577	\$594	2.9%	\$578	\$666	15.2%
	AVERAGE DOM	64	86	34.4%	59	64	8.5%
	% LIST/SOLD	-2%	1%		-	1%	
Houses	# OF SALES	12	11	-8%	77	65	-16%
	AVERAGE SALE PRICE	\$2,050,708	\$1,802,773	-12.1%	\$1,830,397	\$1,793,257	-2.0%
	MEDIAN SALE PRICE	\$1,750,000	\$1,612,500	-7.9%	\$1,600,000	\$1,700,000	6.3%
	AVERAGE PPSF	\$597	\$615	3.0%	\$589	\$602	2.2%
	AVERAGE DOM	54	86	59.3%	55	72	30.9%
	% LIST/SOLD	-2%	6%		1%	3%	
Condos & Co-ops	# OF SALES	11	2	-82%	31	30	-3%
	AVERAGE SALE PRICE	\$840,136	\$665,000	-20.8%	\$785,339	\$1,110,300	41.4%
	MEDIAN SALE PRICE	\$635,000	\$665,000	4.7%	\$670,000	\$1,175,000	75.4%
	AVERAGE PPSF	\$546	\$489	-10.4%	\$545	\$815	49.5%
	AVERAGE DOM	75	83	10.7%	70	47	-32.9%
	% LIST/SOLD	-2%	2%		-1%	-1%	

Cos Cob

Q4 Historic Sales



Q4 Sales by Price Point



Old Greenwich

\$2.5M

Average House
Sales Price

\$796

Average
Price Per Sq. Ft.

-2.5%

Average Discount
From List Price

\$2.1M

Median House
Sales Price

50

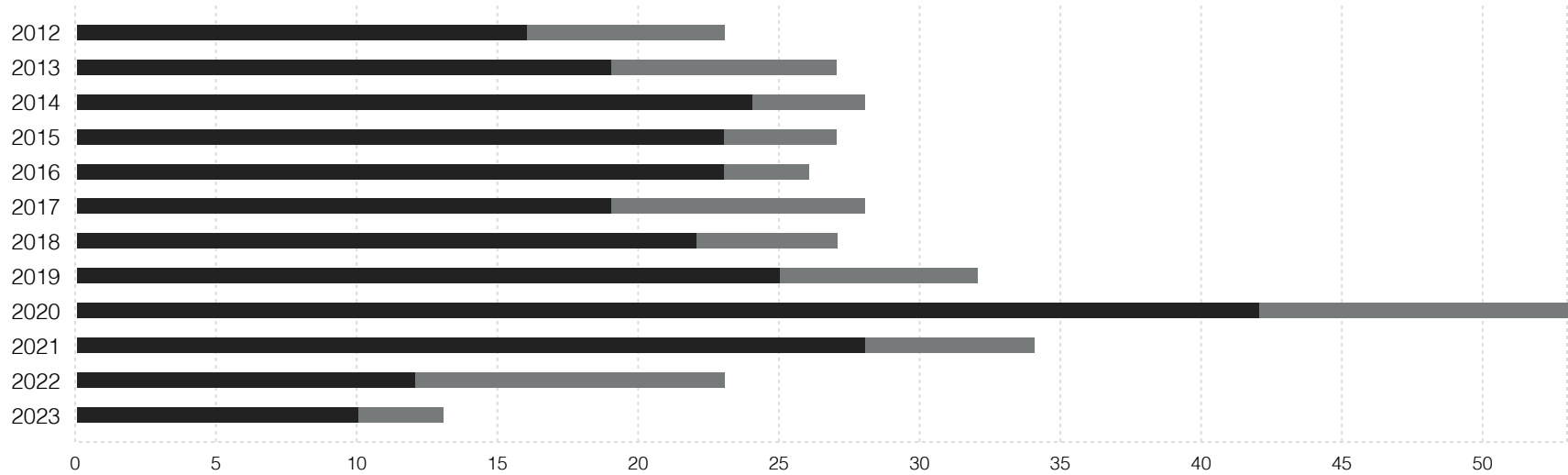
Average
Days On Market

26%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

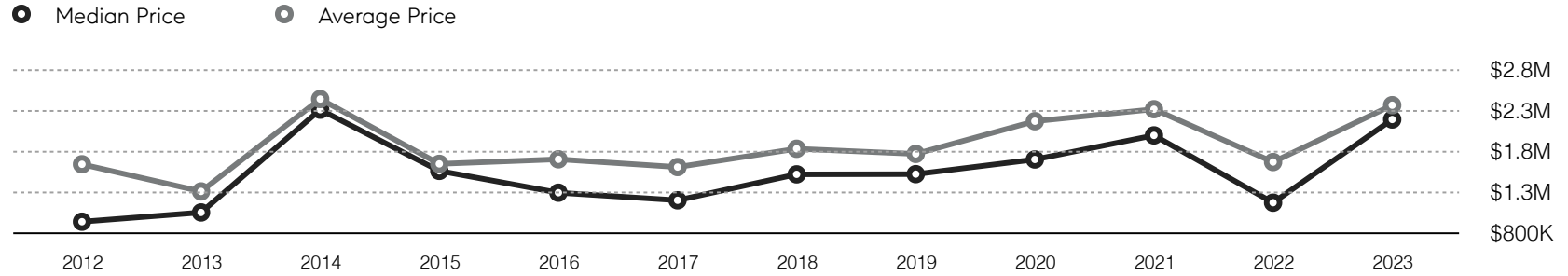


Old Greenwich

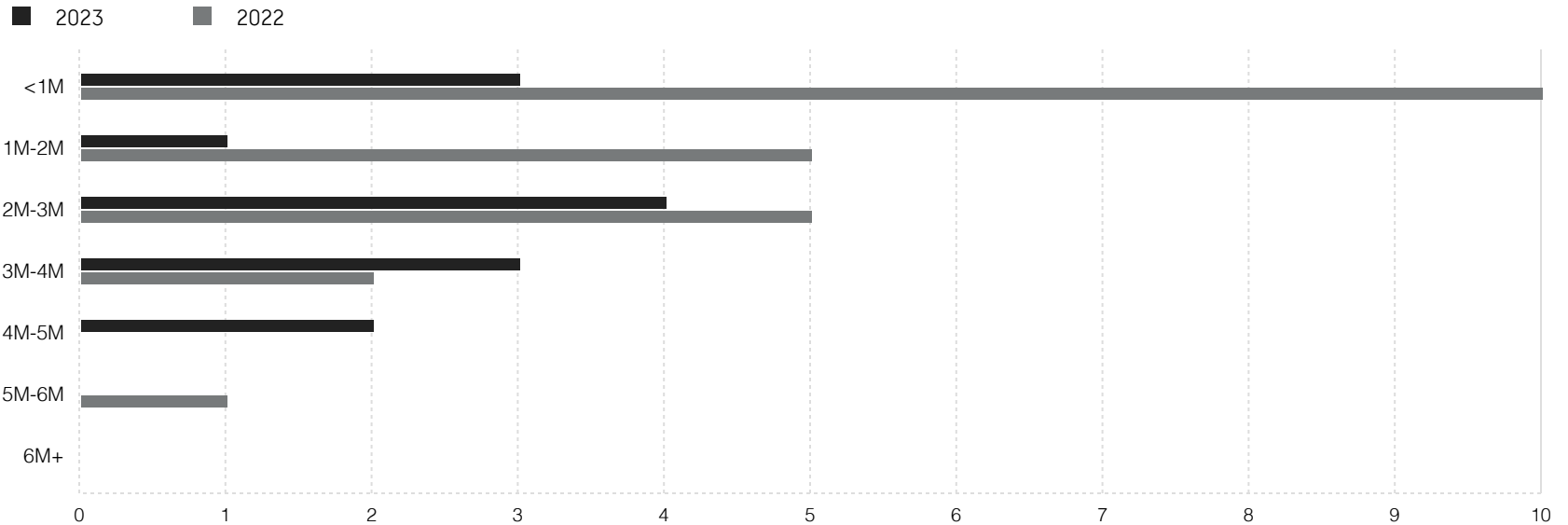
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	23	13	-43%	107	91	-15%
	AVERAGE SALE PRICE	\$1,673,617	\$2,370,519	41.6%	\$2,294,445	\$2,114,222	-7.9%
	MEDIAN SALE PRICE	\$1,175,000	\$2,195,000	86.8%	\$1,850,000	\$1,845,000	-0.3%
	AVERAGE PPSF	\$734	\$763	4.0%	\$765	\$796	4.1%
	AVERAGE DOM	57	55	-3.5%	50	50	-
	% LIST/SOLD	-1%	1%		2%	2%	
Houses	# OF SALES	12	10	-17%	86	71	-17%
	AVERAGE SALE PRICE	\$2,603,391	\$2,768,175	6.3%	\$2,687,599	\$2,502,623	-6.9%
	MEDIAN SALE PRICE	\$2,737,500	\$2,912,500	6.4%	\$2,387,500	\$2,195,000	-8.1%
	AVERAGE PPSF	\$832	\$749	-10.0%	\$811	\$845	4.2%
	AVERAGE DOM	54	61	13.0%	51	54	5.9%
	% LIST/SOLD	-	4%		3%	3%	
Condos & Co-ops	# OF SALES	11	3	-73%	21	20	-5%
	AVERAGE SALE PRICE	\$659,318	\$1,045,000	58.5%	\$684,387	\$735,400	7.5%
	MEDIAN SALE PRICE	\$690,000	\$780,000	13.0%	\$605,000	\$765,000	26.4%
	AVERAGE PPSF	\$627	\$810	29.2%	\$587	\$624	6.3%
	AVERAGE DOM	60	38	-36.7%	46	36	-21.7%
	% LIST/SOLD	-1%	2%		2%	-1%	

Old Greenwich

Q4 Historic Sales



Q4 Sales by Price Point



Riverside

\$2.9M

Average House
Sales Price

\$789

Average
Price Per Sq. Ft.

-3.2%

Average Discount
From List Price

\$2.4M

Median House
Sales Price

54

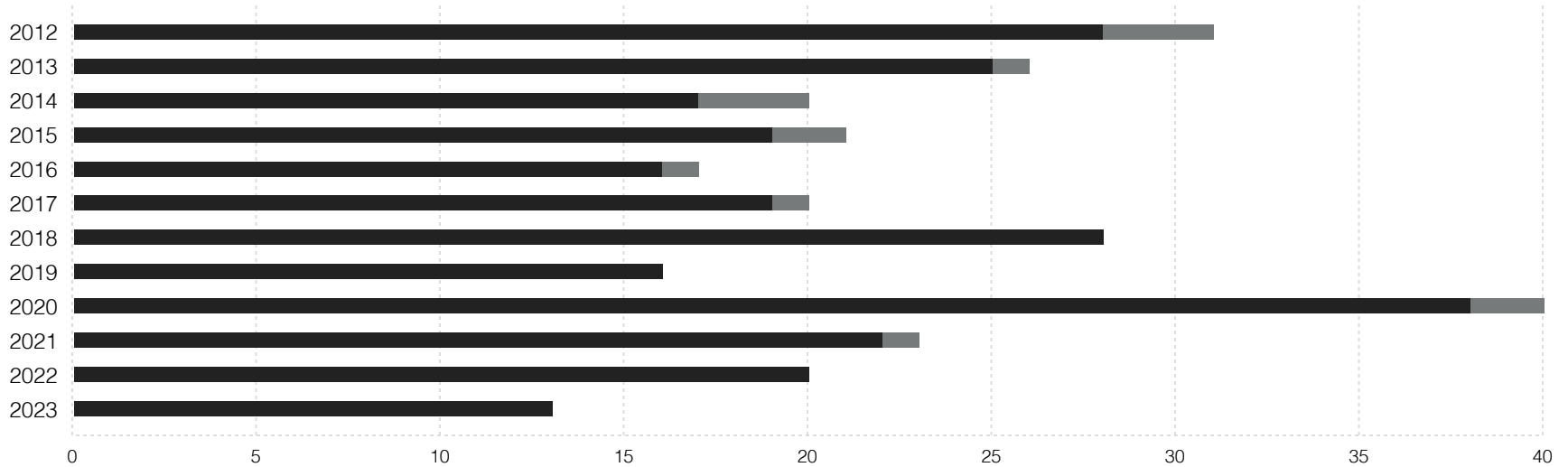
Average
Days On Market

10%

Under \$1M
Sales Market Share

Q4 Sales by Property Type

■ Homes ■ Condos & Coops

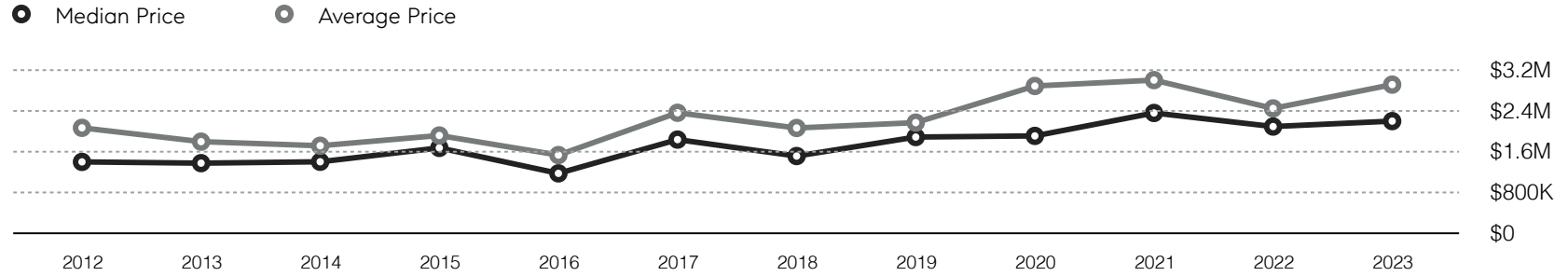


Riverside

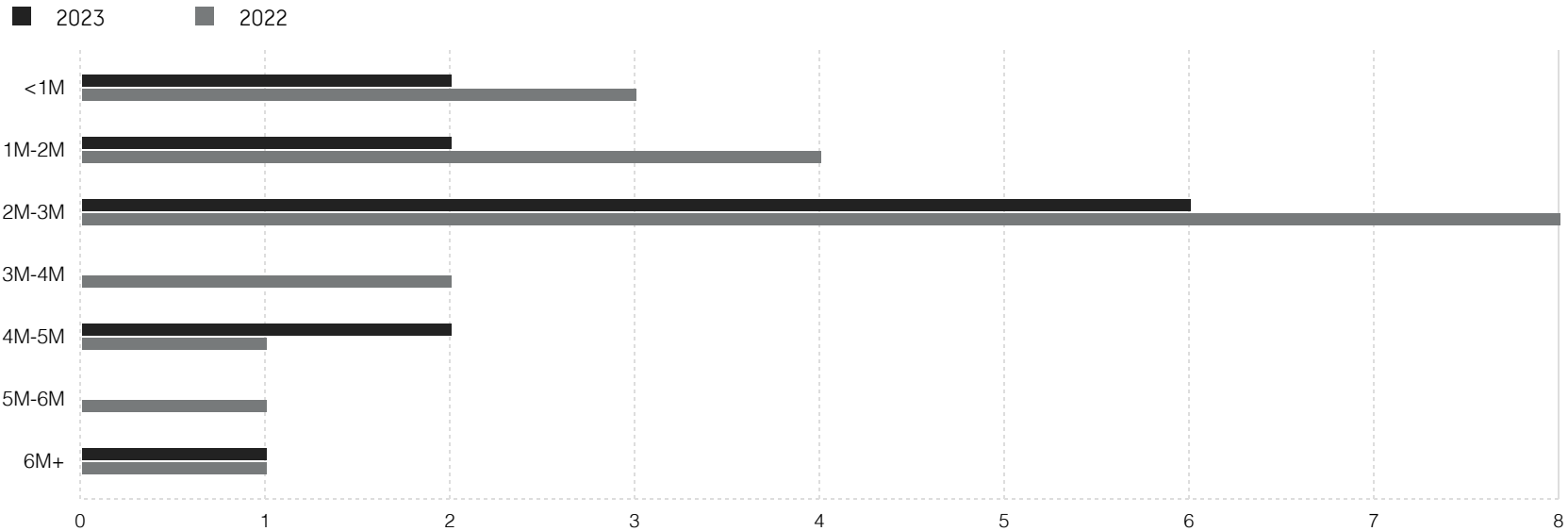
		Q4 2022	Q4 2023	% Change	YTD 2022	YTD 2023	% Change
Overall	# OF SALES	20	13	-35%	108	77	-29%
	AVERAGE SALE PRICE	\$2,449,337	\$2,916,026	19.1%	\$2,444,055	\$2,827,933	15.7%
	MEDIAN SALE PRICE	\$2,093,500	\$2,200,000	5.1%	\$2,037,500	\$2,382,000	16.9%
	AVERAGE PPSF	\$705	\$855	21.3%	\$744	\$789	6.0%
	AVERAGE DOM	65	53	-18.5%	58	54	-6.9%
	% LIST/SOLD	-	1%		2%	3%	
Houses	# OF SALES	20	13	-35%	104	72	-31%
	AVERAGE SALE PRICE	\$2,449,337	\$2,916,026	19.1%	\$2,507,629	\$2,968,876	18.4%
	MEDIAN SALE PRICE	\$2,093,500	\$2,200,000	5.1%	\$2,050,000	\$2,430,482	18.6%
	AVERAGE PPSF	\$705	\$855	21.3%	\$757	\$808	6.7%
	AVERAGE DOM	65	53	-18.5%	58	52	-10.3%
	% LIST/SOLD	-	5%		3%	4%	
Condos & Co-ops	# OF SALES	-	-	-	4	5	25%
	AVERAGE SALE PRICE	-	-	-	\$791,125	\$798,360	0.9%
	MEDIAN SALE PRICE	-	-	-	\$787,500	\$801,000	1.7%
	AVERAGE PPSF	-	-	-	\$414	\$525	26.8%
	AVERAGE DOM	-	-	-	55	88	60.0%
	% LIST/SOLD	-	-		1%	-3%	

Riverside

Q4 Historic Sales



Q4 Sales by Price Point



COMPASS

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