

First Half 2021
Greenwich Market Report

Real Estate

98 LEWIS STREET

Brown Harris Stevens

Greenwich Overview

Greenwich's strong seller's market in the second quarter included 173 house closings at an average closing price of \$3.5M, for the quarter the most closings since at least 2001 and the highest average closing price since 2014. The high average sale price reflects a continued strong demand in the higher-end market. Through the first half of 2021, 87 houses have closed in Greenwich for over \$4M, the most at this price point since at least 2001.

The condo market was also strong this quarter with 58 closings, the most since 2006.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	173	90	+92.2%
Houses: Average Closing Price Second Quarter	\$3,532,225	\$2,958,824	+19.4%
Houses: Closings First 6 Months	303	150	+102%
Houses: Average Closing Price First 6 Months	\$3,494,412	\$2,713,900	+28.8%
Houses: Pending on June 30th	98	52	+88.5%
Houses: Inventory on June 30th	277	452	-38.7%
Condos: Closings First 6 Months	109	59	+84.7%
Condos: Average Closing Price First 6 Months	\$1,088,794	\$890,236	+22.3%
Condos: Inventory on June 30th	80	116	-31%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 92%

Average Sold Price Q2

2021 vs. 2020

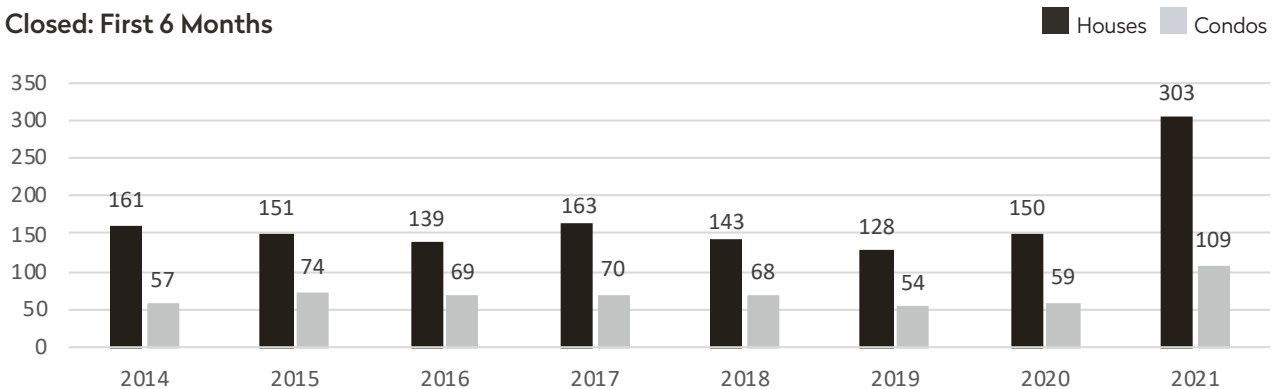
↑ 19%

June 30 Inventory

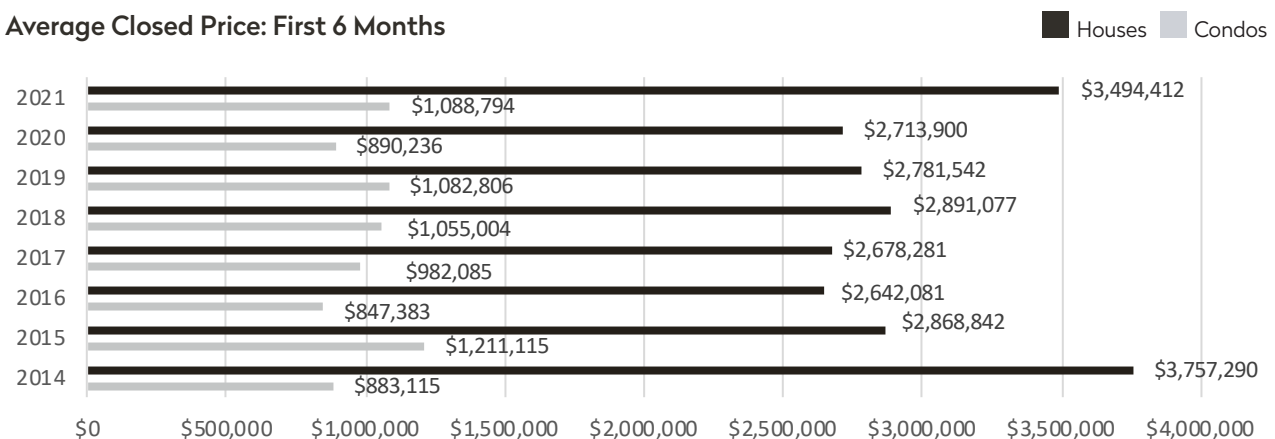
vs. June 30, 2020

↓ 39%

Closed: First 6 Months



Average Closed Price: First 6 Months



First Half 2021

Greenwich

Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$1M	28	43	-34.9%
\$1M-\$1.5M	19	30	-36.7%
\$1.5M-\$2M	26	45	-42.2%
\$2M-\$2.5M	22	50	-56%
\$2.5M-\$3M	25	50	-50%
\$3M-\$4M	42	70	-40%
\$4M-\$5M	21	38	-44.7%
\$5M-\$7M	36	60	-40%
Over \$7M	58	66	-12.1%

Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$1M	36	15	+140%
\$1M-\$1.5M	35	33	+6.1%
\$1.5M-\$2M	25	19	+31.6%
\$2M-\$2.5M	43	16	+168.8%
\$2.5M-\$3M	27	19	+42.1%
\$3M-\$4M	50	26	+92.3%
\$4M-\$5M	28	8	+250%
\$5M-\$7M	35	7	+400%
Over \$7M	24	7	+242.9%

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

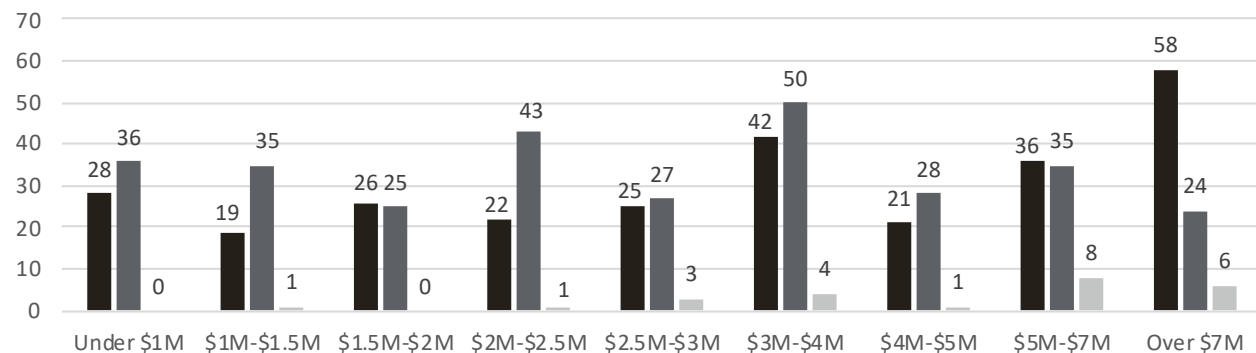
UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	\$5M-\$7M	OVER \$7M
98.8%	98.4%	97.6%	96.6%	96.6%	96.2%	96.8%	96.9%	95.7%

Average for all price points: 97.1%

Houses: Active/Closed/Pending

Active/Pending as of June 30; Closed: First 6 Months 2021

■ Active ■ Closed ■ Pending



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Condos/Co-Ops

Active Condo/Co-Op Listings as of June 30

	2021	2020	% CHANGE
Under \$400K	4	9	-55.6%
\$400K-\$600K	7	11	-36.4%
\$600K-\$800K	23	25	-8%
\$800K-\$1M	5	16	-68.8%
\$1M-\$1.5M	8	18	-55.6%
\$1.5M-\$2M	5	10	-50%
\$2M-\$3M	11	16	-31.3%
Over \$3M	17	11	+54.5%

Number of Condos/Co-Ops Closed: First 6 Months

	2021	2020	% CHANGE
Under \$400K	7	16	-56.3%
\$400K-\$600K	20	10	+100%
\$600K-\$800K	29	11	+163.6%
\$800K-\$1M	18	7	+157.1%
\$1M-\$1.5M	12	6	+100%
\$1.5M-\$2M	10	2	+400%
\$2M-\$3M	6	5	+20%
Over \$3M	7	2	+250%

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

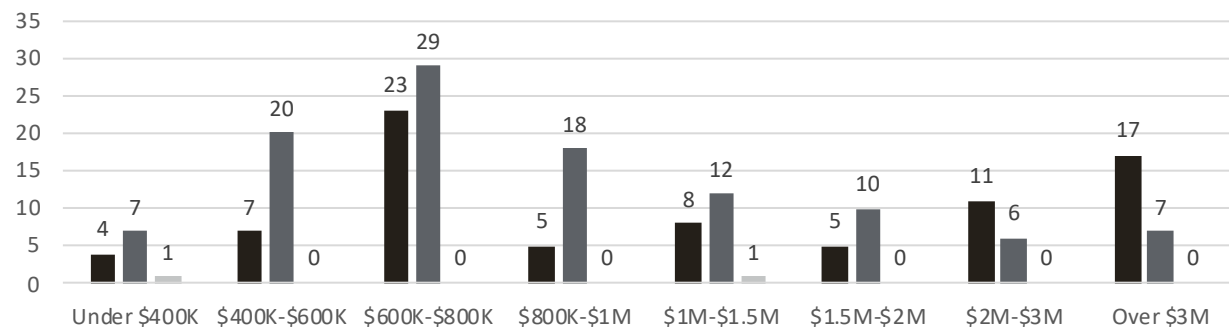
UNDER \$400K	\$400K-\$600K	\$600K-\$800K	\$800K-\$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$3M	OVER \$3M
96.3%	96.3%	97.3%	98.4%	100.1%	98.2%	97.9%	95.9%

Average for all price points: 97.6%

Condos/Co-Ops: Active/Closed/Pending

Active/Pending as of June 30; Closed: First 6 Months 2021

■ Active ■ Closed ■ Pending

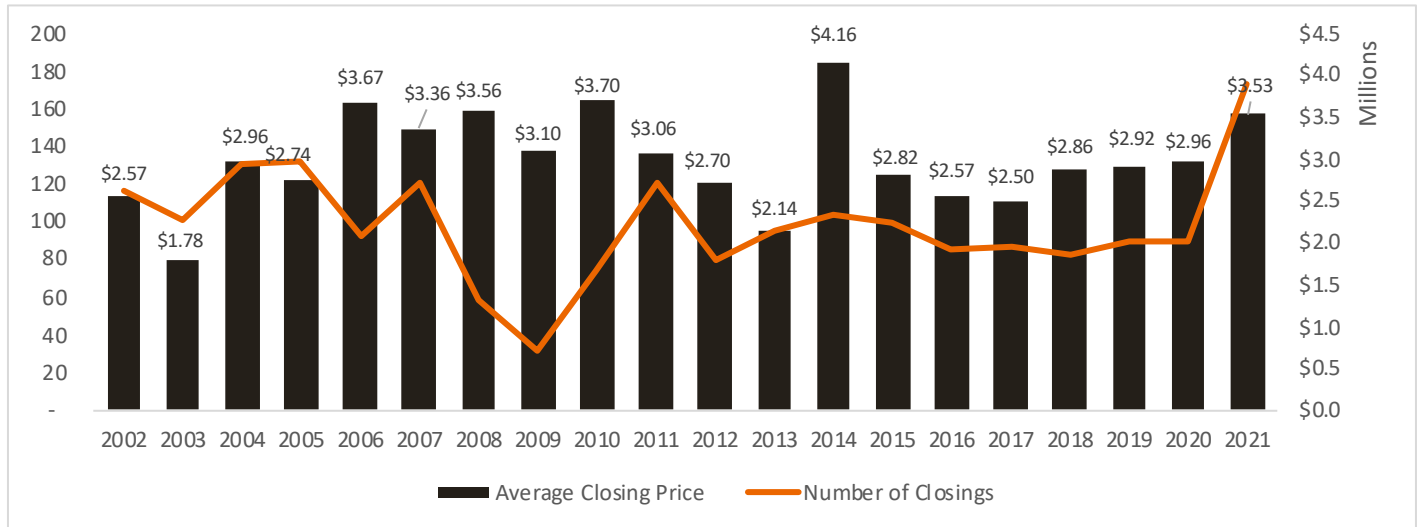


Greenwich

Single Family Houses

Second Quarter: 2002-2021

Average Closing Price/Number of Closings - Greenwich Houses



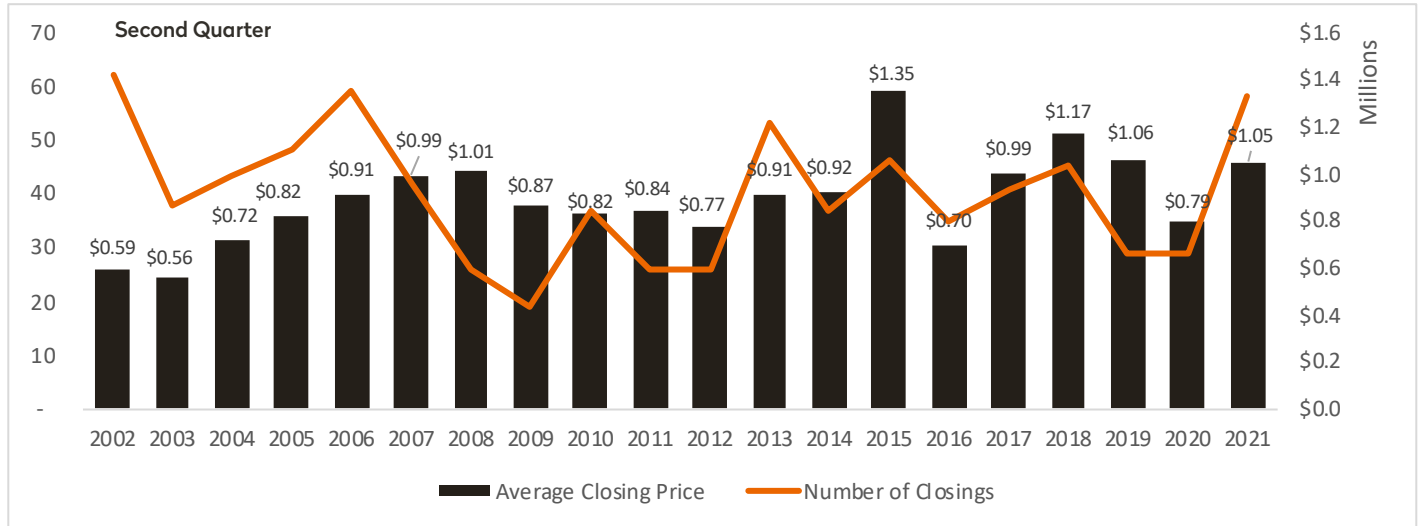
SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$2,572,374	+43.9%	117	+13.6%	95
2003	\$1,780,906	-30.8%	101	-13.7%	109
2004	\$2,957,794	+66.1%	130	+28.7%	101
2005	\$2,743,553	-7.2%	132	+1.5%	106
2006	\$3,667,484	+33.7%	92	-30.3%	136
2007	\$3,355,434	-8.5%	121	+31.5%	146
2008	\$3,561,267	+6.1%	58	-52.1%	199
2009	\$3,101,234	-12.9%	32	-44.8%	174
2010	\$3,703,068	+19.4%	74	+131.3%	224
2011	\$3,064,647	-17.2%	121	+63.5%	200
2012	\$2,702,079	-11.8%	79	-34.7%	200
2013	\$2,135,493	-21%	95	+20.3%	193
2014	\$4,160,563	+94.8%	104	+9.5%	194
2015	\$2,817,547	-32.3%	99	-4.8%	220
2016	\$2,572,173	-8.7%	85	-14.1%	214
2017	\$2,498,693	-2.9%	87	+2.4%	229
2018	\$2,864,099	+14.6%	83	-4.6%	247
2019	\$2,919,410	+1.9%	89	+7.2%	262
2020	\$2,958,824	+1.4%	90	+1.1%	362
2021	\$3,532,225	+19.4%	173	+92.2%	176

Greenwich

Condos/Co-Ops

Second Quarter: 2002 - 2021

Average Closing Price/Number of Closings - Greenwich Condos

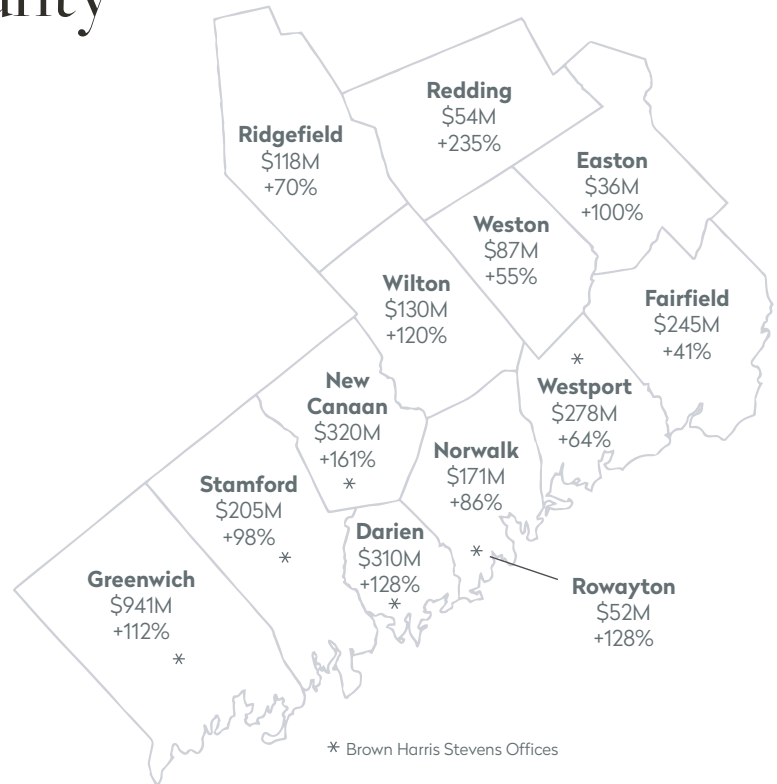


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$593,814	+12.1%	62	+82.4%	78
2003	\$555,246	-6.5%	38	-38.7%	79
2004	\$715,398	+28.8%	43	+13.2%	83
2005	\$817,454	+14.3%	48	+11.6%	88
2006	\$907,945	+11.1%	59	+22.9%	110
2007	\$989,536	+9%	42	-28.8%	111
2008	\$1,005,646	+1.6%	26	-38.1%	151
2009	\$867,368	-13.8%	19	-26.9%	201
2010	\$824,928	-4.9%	37	+94.7%	216
2011	\$837,519	+1.5%	26	-29.7%	190
2012	\$769,442	-8.1%	26	0%	279
2013	\$911,917	+18.5%	53	+103.8%	250
2014	\$918,380	+0.7%	37	-30.2%	148
2015	\$1,348,315	+46.8%	46	+24.3%	180
2016	\$699,479	-48.1%	35	-23.9%	128
2017	\$994,953	+42.2%	41	+17.1%	148
2018	\$1,169,778	+17.6%	45	+9.8%	191
2019	\$1,057,552	-9.6%	29	-35.6%	173
2020	\$790,570	-25.2%	29	0%	165
2021	\$1,048,146	+32.6%	58	+100%	177

Lower Fairfield County

Dollar Volume of House Sales Second Quarter 2021 vs. 2020

To the right is a look at the total dollar volume of house sales for each town for the second quarter of 2021 and the percentage change as it compares to the same time frame in 2020. Collectively, the dollar volume of closings in the second quarter of 2021 for Lower Fairfield County was \$2.9 billion, an increase of 98 percent vs. the second quarter of 2020.



Town Comparison: Sold Houses – Second Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	163	91	+79.1%	\$1,901,179	\$1,494,701	+27.2%
Easton	42	32	+31.3%	\$855,520	\$561,765	+52.3%
Fairfield	251	220	+14.1%	\$977,730	\$788,972	+23.9%
All of Greenwich	310	164	+89%	\$3,036,165	\$2,703,186	+12.3%
New Canaan	152	78	+94.9%	\$2,105,242	\$1,573,008	+33.8%
Norwalk	214	148	+44.6%	\$798,118	\$621,822	+28.4%
Redding	63	32	+96.9%	\$860,610	\$506,031	+70.1%
Ridgefield	128	87	+47.1%	\$931,334	\$801,079	+16.3%
Rowayton*	30	20	+50%	\$1,734,375	\$1,139,625	+52.2%
Stamford	244	167	+46.1%	\$838,657	\$618,755	+35.5%
Weston	71	64	+10.9%	\$1,228,879	\$881,794	+39.4%
Westport	150	121	+24%	\$1,853,367	\$1,401,082	+32.3%
Wilton	121	68	+77.9%	\$1,072,842	\$866,799	+23.8%

*Rowayton solds data also included in Norwalk.

First Half 2021 Greenwich Market Report

Brown Harris Stevens

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