

First Half 2021
Old Greenwich Market Report

Old Greenwich

Brown Harris Stevens

Old Greenwich Overview

Old Greenwich's strong seller's market in the second quarter included 50 house closings at an average closing price of \$2.6M, the most closings and the highest average closing price in two decades. Houses on average sold for 100.5% of the list price, a record high since at least 2001. Meanwhile, houses that closed spent on average just 62 cumulative days on the market, under 100 days for the first time in over a decade.

Inventory remains at historically low levels, with just 39 active houses at the end of June, about half what Old Greenwich has typically seen for this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **79%**

Average Sold Price Q2

2021 vs. 2020

↑ **19%**

June 30 Inventory

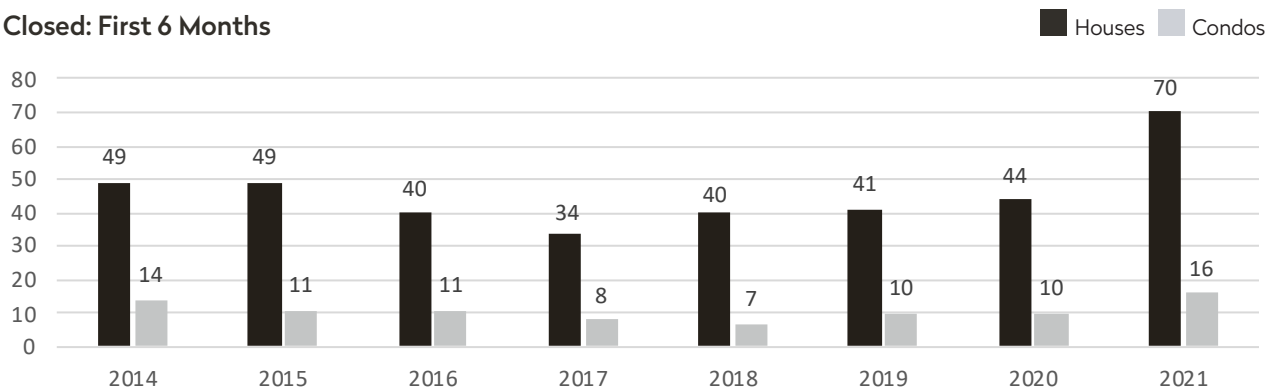
vs. June 30, 2020

↓ **45%**

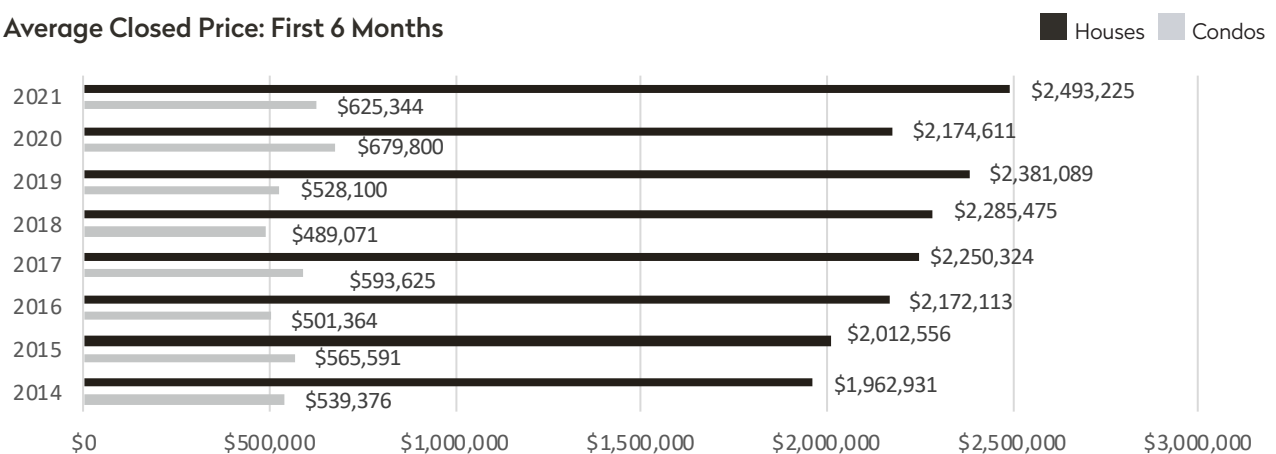
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	50	28	+78.6%
Houses: Average Closing Price Second Quarter	\$2,597,471	\$2,181,197	+19.1%
Houses: Closings First 6 Months	70	44	+59.1%
Houses: Average Closing Price First 6 Months	\$2,493,225	\$2,174,611	+14.7%
Houses: Pending on June 30th	32	10	+220%
Houses: Inventory on June 30th	39	71	-45.1%
Condos: Closings First 6 Months	16	10	+60%
Condos: Average Closing Price First 6 Months	\$625,344	\$679,800	-8%
Condos: Inventory on June 30th	9	15	-40%

Closed: First 6 Months



Average Closed Price: First 6 Months



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Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$1M	1	5	-80%
\$1M-\$1.5M	4	9	-55.6%
\$1.5M-\$2M	7	19	-63.2%
\$2M-\$2.5M	6	8	-25%
\$2.5M-\$3M	5	8	-37.5%
\$3M-\$4M	5	11	-54.5%
\$4M-\$5M	4	4	0%
Over \$5M	7	7	0%

Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$1M	3	4	-25%
\$1M-\$1.5M	10	13	-23.1%
\$1.5M-\$2M	16	8	+100%
\$2M-\$2.5M	13	6	+116.7%
\$2.5M-\$3M	11	3	+266.7%
\$3M-\$4M	11	5	+120%
\$4M-\$5M	2	3	-33.3%
Over \$5M	4	2	+100%

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

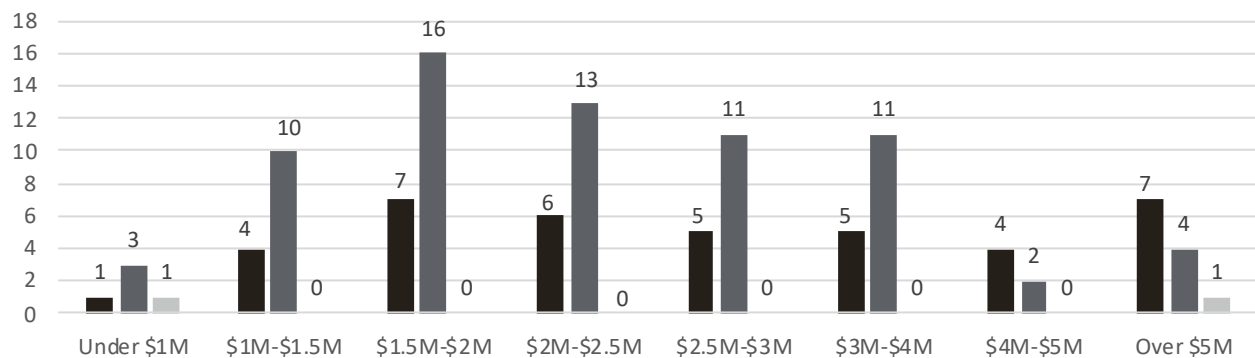
UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
98.6%	101.3%	101.4%	101.4%	99.6%	98.0%	104.0%	94.0%

Average for all price points: 100.1%

Houses: Active/Closed/Pending

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

Active Closed Pending

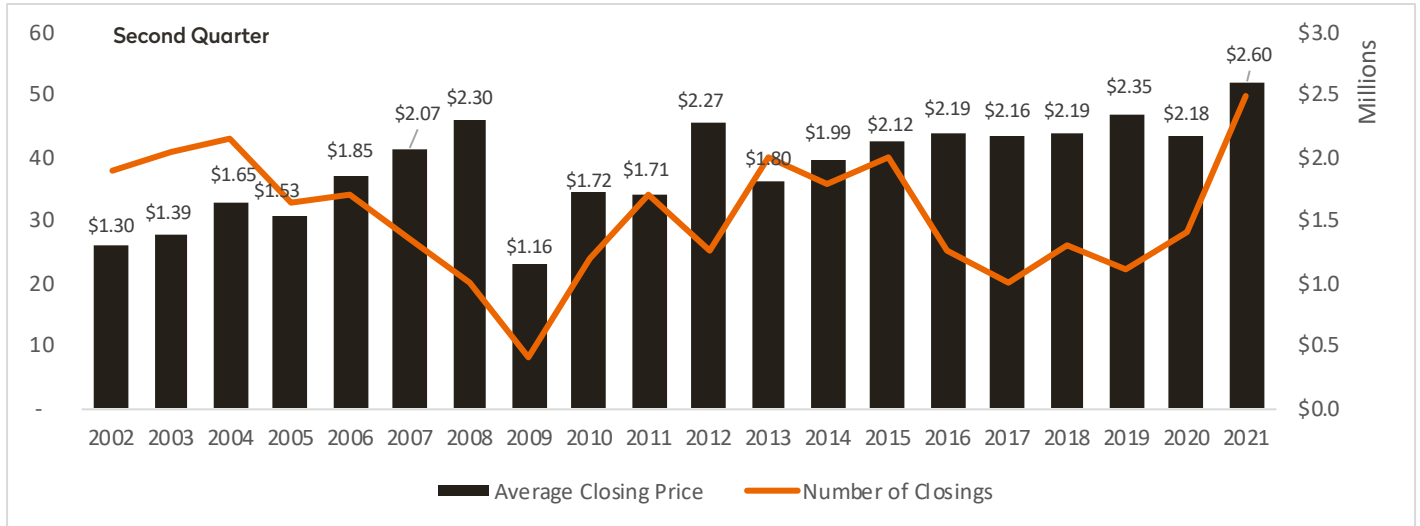


Old Greenwich

Single Family Houses

Second Quarter: 2002-2021

Average Closing Price/Number of Closings - Old Greenwich Houses

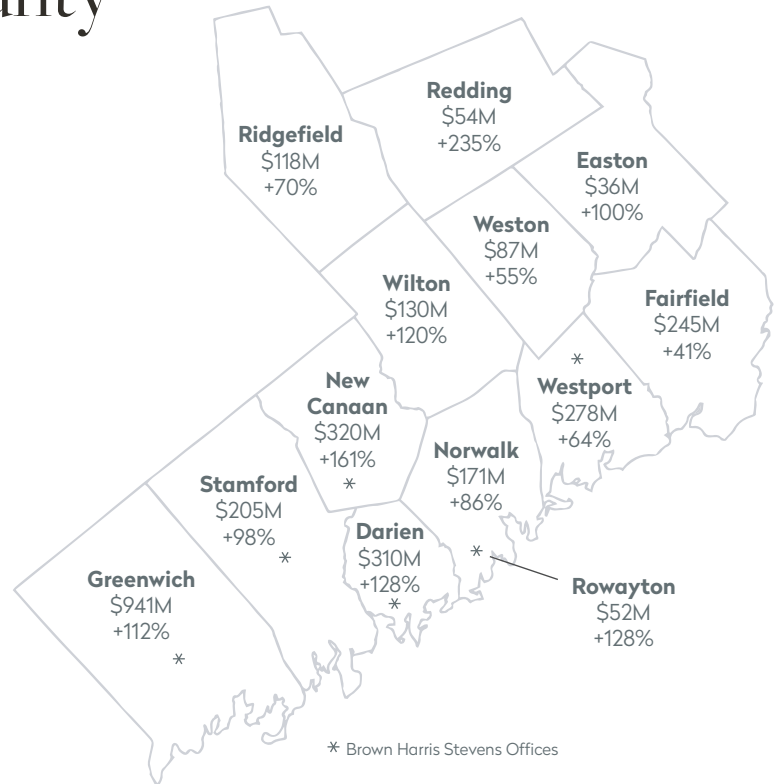


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$1,295,151	+18.1%	38	+2.7%	78
2003	\$1,393,561	+7.6%	41	+7.9%	71
2004	\$1,649,323	+18.4%	43	+4.9%	53
2005	\$1,533,121	-7%	33	-23.3%	40
2006	\$1,850,778	+20.7%	34	+3%	74
2007	\$2,073,326	+12%	27	-20.6%	111
2008	\$2,300,450	+11%	20	-25.9%	123
2009	\$1,155,438	-49.8%	8	-60%	170
2010	\$1,715,948	+48.5%	24	+200%	106
2011	\$1,706,557	-0.5%	34	+41.7%	109
2012	\$2,268,996	+33%	25	-26.5%	158
2013	\$1,800,838	-20.6%	40	+60%	106
2014	\$1,988,989	+10.4%	36	-10%	114
2015	\$2,122,003	+6.7%	40	+11.1%	177
2016	\$2,192,800	+3.3%	25	-37.5%	210
2017	\$2,161,200	-1.4%	20	-20%	198
2018	\$2,189,173	+1.3%	26	+30%	194
2019	\$2,350,614	+7.4%	22	-15.4%	167
2020	\$2,181,197	-7.2%	28	+27.3%	172
2021	\$2,597,471	+19.1%	50	+78.6%	62

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.

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Brown Harris Stevens

Connecticut

Greenwich

125 Mason Street
Greenwich, CT 06830
203.869.8100

Darien Office

671 Boston Post Road
Darien, CT 06820
203.655.1418

Rowayton

140 Rowayton Avenue
Rowayton, CT 06853
203.655.1419

New Canaan

183 Elm Street
New Canaan, CT 06840
203.966.7800

Stamford

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

Westport

56 Post Road
Westport, CT 06880
203.221.0666

Corporate

Development Marketing

445 Park Avenue
New York, NY 10022
212.521.5757

Contact Us

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