

Houses & Condos

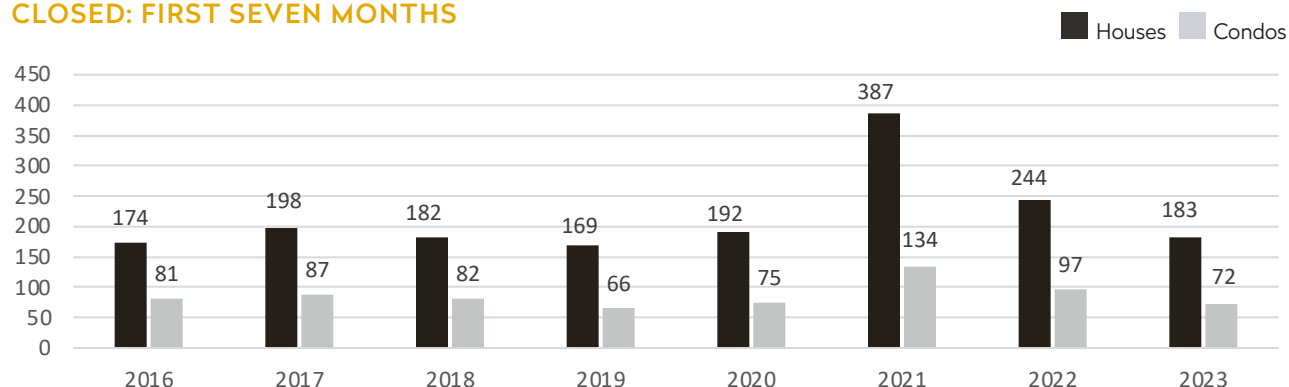
# Greenwich

## JULY 2023

At the end of July, Greenwich had just 143 active houses and condos on the market, a 35% decrease from the same time last year, when inventory was already at record lows. The limited amount of inventory has had a dual impact on the market. On the one hand, it has hampered sales, with only 44 house and condo closings in July, a 20% decrease compared to last year and the fewest total since 2012. On the other hand, the scarcity of available homes also continues to drive a strong seller's market. In July, house closings had an average list-to-close price ratio of 101.2%, a record-high for the month, reflecting the strong competition among buyers. Not to be outdone, condo closings had an average list-to-sale price ratio of 101.1%, the second highest ever.



### CLOSED: FIRST SEVEN MONTHS

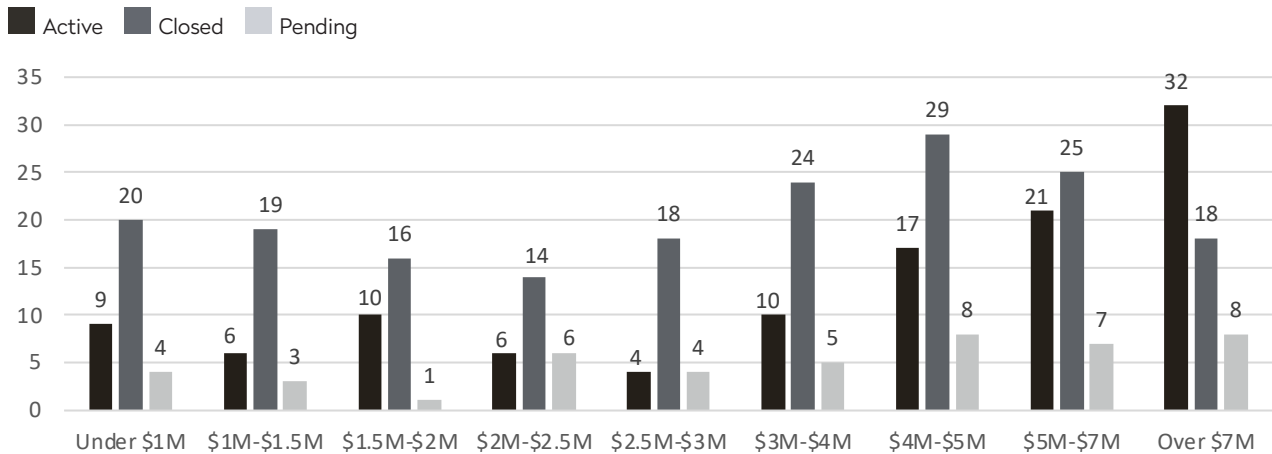


### # OF HOUSES CLOSED: FIRST SEVEN MONTHS

	2023	2022	%		2023	2022	%
			CHANGE				CHANGE
Under \$1M	20	26	-23.1%	Houses: Closings in July	36	45	-20%
\$1M-\$1.5M	19	25	-24%	Houses: Average Closing Price in July	\$2,935,579	\$3,422,677	-14.2%
\$1.5M-\$2M	16	20	-20%	Houses: Closings First Seven Months	183	244	-25%
\$2M-\$2.5M	14	23	-39.1%	Houses: Average Closing Price First Seven Months	\$3,684,597	\$3,536,177	+4.2%
\$2.5M-\$3M	18	26	-30.8%	Houses: Pending on July 31	46	53	-13.2%
\$3M-\$4M	24	35	-31.4%	Houses: Active Inventory on July 31	115	174	-33.9%
\$4M-\$5M	29	39	-25.6%	Condos: Closings First Seven Months	72	97	-25.8%
\$5M-\$7M	25	29	-13.8%	Condos: Average Closing Price First Seven Months	\$1,174,681	\$1,217,240	-3.5%
Over \$7M	18	21	-14.3%	Condos: Active Inventory on July 31	28	46	-39.1%
				House & Condo \$ Volume of Closings First 7 Mos.	\$758,858,310	\$980,899,443	-22.6%

## HOUSES ACTIVE/CLOSED/PENDING 2023

Active/Pending as of July 31; Closed: First Seven Months



## TOWN COMPARISON: SOLD HOUSES: FIRST SEVEN MONTHS

Town	# of Closed Houses		% change	Average Closing Price		% change
	2023	2022		2023	2022	
Darien	137	179	-23.5%	\$1,962,190	\$2,007,940	-2.3%
Easton	53	65	-18.5%	\$962,316	\$978,194	-1.6%
Fairfield	326	436	-25.2%	\$1,106,382	\$1,095,391	+1%
All of Greenwich	311	405	-23.2%	\$3,083,202	\$3,079,285	+0.1%
New Canaan	126	155	-18.7%	\$2,110,725	\$2,181,767	-3.3%
Norwalk	315	396	-20.5%	\$837,247	\$807,358	+3.7%
Redding	55	74	-25.7%	\$853,305	\$900,461	-5.2%
Ridgefield	155	218	-28.9%	\$1,278,703	\$976,404	+31%
Rowayton*	27	42	-35.7%	\$2,106,760	\$1,692,431	+24.5%
Stamford	290	453	-36%	\$915,276	\$900,471	+1.6%
Weston	92	122	-24.6%	\$1,304,830	\$1,293,123	+0.9%
Westport	198	277	-28.5%	\$2,435,498	\$2,444,566	-0.4%
Wilton	109	152	-28.3%	\$1,200,152	\$1,199,400	+0.1%

\*Rowayton solds data also included in Norwalk.