

Greenwich Real Estate Monthly Market Report – April 2018

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COMPASS

This report provides monthly statistics and commentary on the Greenwich, Cos Cob, Riverside, and Old Greenwich Real Estate Sales of Single Family Homes. If you have any questions, comments, or if you would like to have an additional statistic included in this report, please contact me.

April 2018 Summary

| | |
|------------------------------------|--------------------|
| Single Family Homes Sold | 47 |
| Average Original Sale Price | \$2,467,372 |
| Average List Price | \$2,335,977 |
| Average Sale Price | \$2,216,240 |
| Average Days on Market | 191 |

April 2018 - Single Family Homes Average Sold Price by Area

| | TOTAL SOLD | ORIG AVG LIST PRICE | AVERAGE LIST PRICE | AVERAGE SALE PRICE | % SALE TO LIST PRICE |
|-----------------------|-------------------|----------------------------|---------------------------|---------------------------|-----------------------------|
| GREENWICH | 23 | 2,354,630 | 2,273,126 | 2,151,796 | 94.66% |
| COS COB | 9 | 2,856,556 | 2,607,000 | 2,446,944 | 93.86% |
| RIVERSIDE | 9 | 2,813,556 | 2,631,889 | 2,551,333 | 96.94% |
| OLD GREENWICH | 6 | 1,796,500 | 1,726,500 | 1,614,583 | 93.52% |
| ALL AREAS AVG. | 47 | 2,467,372 | 2,335,977 | 2,216,240 | 94.87% |

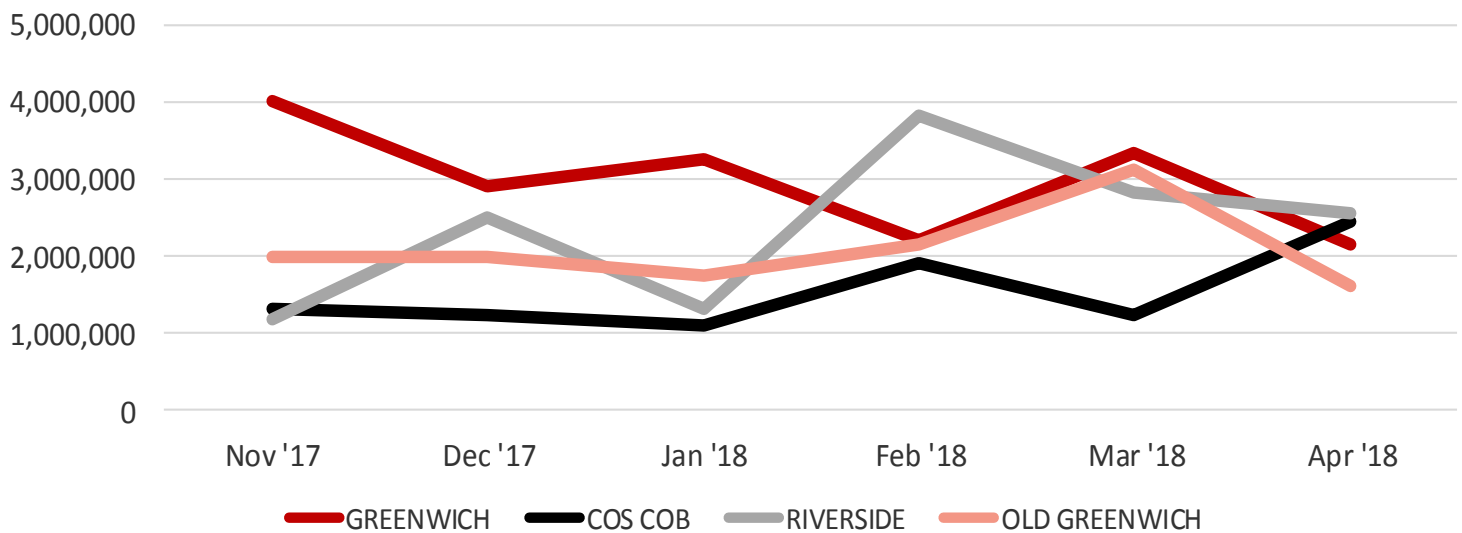
April 2018 - Number of Single Family Homes Sold by Price Range

| | GREENWICH | COS COB | RIVERSIDE | OLD GREENWICH | TOTAL |
|----------------------|------------------|----------------|------------------|----------------------|--------------|
| Under \$1M | 6 | 1 | 3 | 1 | 11 |
| \$1M - \$2M | 8 | 4 | 0 | 4 | 16 |
| \$2M - \$3M | 2 | 0 | 3 | 1 | 6 |
| \$3M - \$4M | 4 | 3 | 2 | 0 | 9 |
| \$4M - \$5M | 3 | 1 | 0 | 0 | 4 |
| \$5M - \$7.5M | 0 | 0 | 1 | 0 | 1 |
| \$7.5M – 10M | 0 | 0 | 0 | 0 | 0 |
| \$10M+ | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 23 | 9 | 9 | 6 | 47 |

Monthly Average Sales Price: November 2017 – April 2018

| | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 |
|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| GREENWICH | 4,023,542 | 2,906,959 | 3,263,711 | 2,219,621 | 3,329,306 | 2,151,796 |
| COS COB | 1,310,000 | 1,229,167 | 1,110,004 | 1,910,833 | 1,238,250 | 2,446,944 |
| RIVERSIDE | 1,197,800 | 2,497,500 | 1,313,000 | 3,823,167 | 2,815,000 | 2,551,333 |
| OLD GREENWICH | 2,005,007 | 1,985,000 | 1,762,625 | 2,160,000 | 3,135,000 | 1,614,583 |
| ALL AREAS | 4,023,542 | 2,560,963 | 3,170,050 | 2,434,766 | 2,962,591 | 2,216,240 |

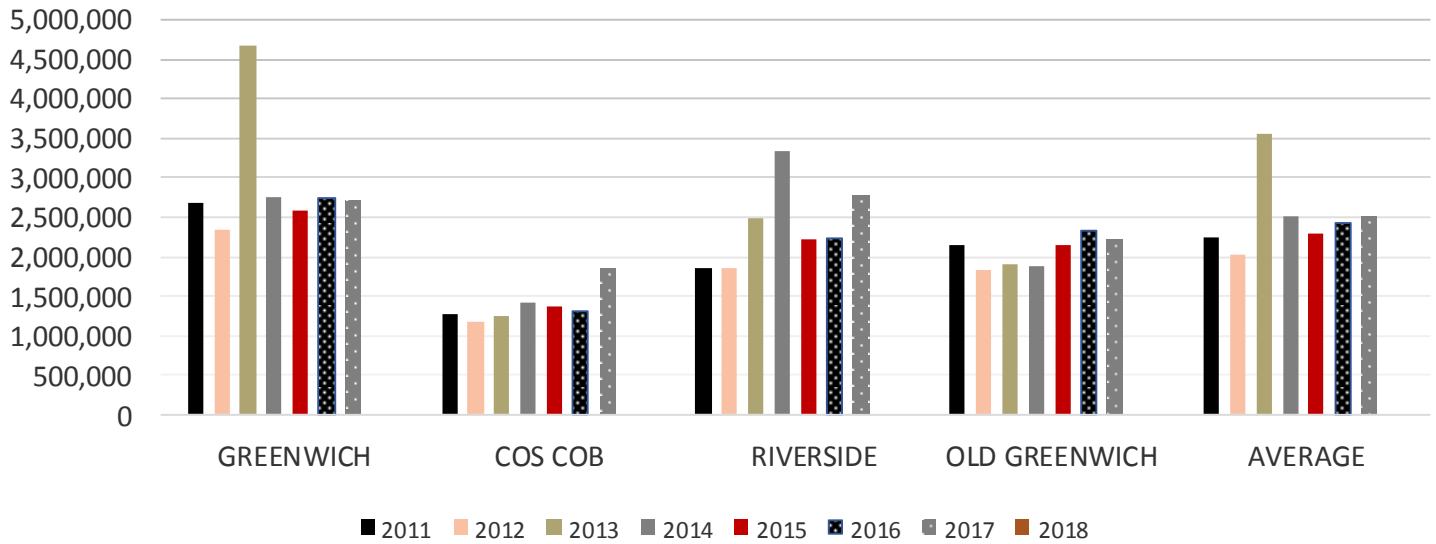
Monthly Average Sales Price: November 2017 – April 2018



2011 - 2018 YTD Single Family Homes Average Sale Price Area / Jan 1st – Apr 30th / year over year

| | GREENWICH | COS COB | RIVERSIDE | OLD GREENWICH | AVERAGE |
|-------------|------------------|------------------|------------------|----------------------|------------------|
| 2011 | 3,230,069 | 1,171,840 | 1,899,652 | 1,778,660 | 2,608,365 |
| 2012 | 2,679,796 | 1,275,594 | 1,860,911 | 2,140,265 | 2,246,716 |
| 2013 | 2,340,909 | 1,168,400 | 1,865,410 | 1,819,582 | 2,031,281 |
| 2014 | 4,678,987 | 1,238,417 | 2,479,722 | 1,908,929 | 3,552,475 |
| 2015 | 2,753,888 | 1,420,475 | 3,342,237 | 1,881,268 | 2,513,434 |
| 2016 | 2,580,061 | 1,378,972 | 2,224,276 | 2,144,500 | 2,293,668 |
| 2017 | 2,752,783 | 1,318,152 | 2,227,911 | 2,336,778 | 2,431,899 |
| 2018 | 2,699,284 | 1,848,872 | 2,778,913 | 2,209,400 | 2,516,994 |

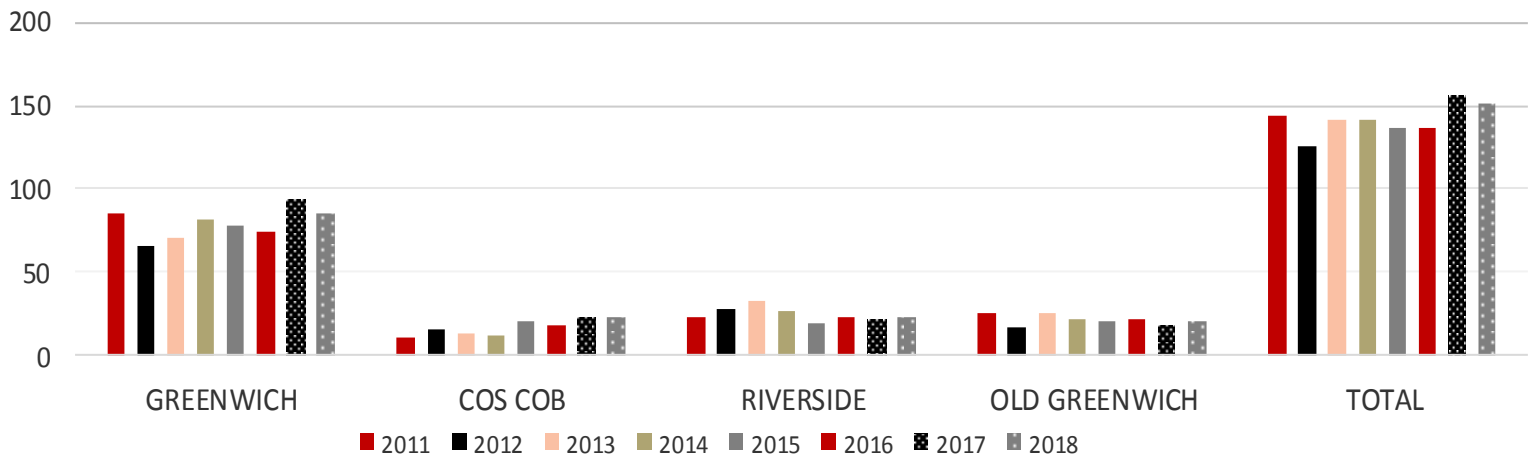
Chart: 2011 - 2018 YTD Single Family Homes Average Sale Price / Jan 1st – Apr 30th/ year over year



2011 - 2018 YTD Number of Single Family Homes Sold by Area / Jan 1st – Apr 30th/ year over year

| | GREENWICH | COS COB | RIVERSIDE | OLD GREENWICH | TOTAL |
|------|-----------|---------|-----------|---------------|-------|
| 2011 | 85 | 11 | 23 | 25 | 144 |
| 2012 | 65 | 16 | 28 | 17 | 126 |
| 2013 | 71 | 13 | 33 | 25 | 142 |
| 2014 | 81 | 12 | 27 | 21 | 141 |
| 2015 | 78 | 20 | 19 | 20 | 137 |
| 2016 | 74 | 18 | 23 | 21 | 136 |
| 2017 | 94 | 23 | 21 | 18 | 156 |
| 2018 | 85 | 23 | 23 | 20 | 151 |

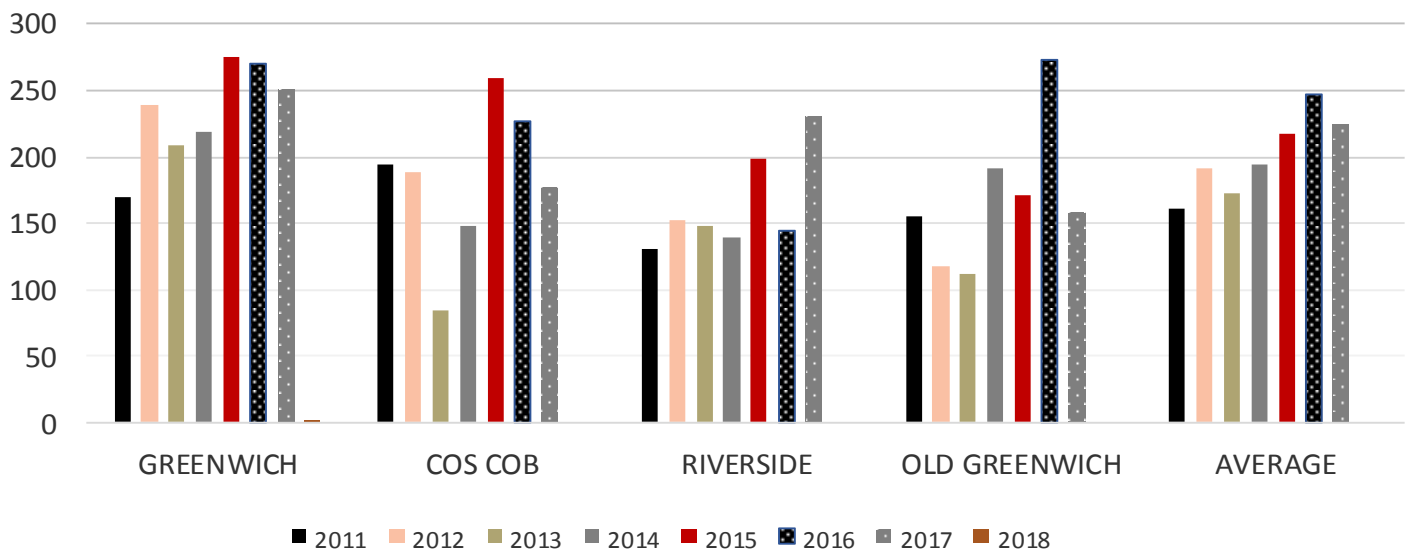
Chart: 2011 - 2018 YTD Number of Single Family Homes Sold by Area / Jan 1st – Apr 30th/ year over year



2011 - 2018 YTD Single Family Homes Average Days on Market by Area / Jan 1st – Apr 30th/ year over year

| | GREENWICH | COS COB | RIVERSIDE | OLD GREENWICH | AVERAGE |
|------|-----------|---------|-----------|---------------|---------|
| 2011 | 243 | 246 | 138 | 102 | 202 |
| 2012 | 169 | 194 | 130 | 155 | 161 |
| 2013 | 239 | 188 | 153 | 118 | 192 |
| 2014 | 209 | 84 | 148 | 112 | 172 |
| 2015 | 219 | 148 | 140 | 191 | 194 |
| 2016 | 276 | 259 | 198 | 171 | 217 |
| 2017 | 270 | 227 | 144 | 273 | 247 |
| 2018 | 250 | 177 | 230 | 158 | 224 |

Chart: 2011 - 2018 YTD Single Family Homes Average Days on Market by Area / Jan 1st – Apr 30th/ year over year



Please note that Copper Beech, 499 Indian Field Road, Greenwich, CT was sold by David Ogilvy & Associates for \$120 million in 2014. This unique sale is excluded from this report so as not to skew results. This report is based on data generated by Greenwich MLS. Property and statistical data is solely for your personal non-commercial use and is deemed reliable but not guaranteed. All representations and warranties regarding the information are disclaimed. Reproduction or any other use is prohibited.

April 2018 - Single Family Homes Sold: Greenwich

| Address | Design | SqFt | YrBlT | YrRnv | Bd | FB | HB | Acres | List Price | Sold Price | DOM | Close Date |
|-----------------------|------------|------|-------|-------|----|----|----|-------|------------|------------|-----|------------|
| 163 Water Street | Colonial | 1116 | 1889 | | 3 | 1 | 0 | 0.09 | 398000 | 408000 | 9 | 04/17/2018 |
| 16 Pemberwick Road | Colonial | 1275 | 1930 | | 2 | 2 | 1 | 0.14 | 559000 | 543000 | 130 | 04/30/2018 |
| 86 Indian Field Road | Cape Cod | 1716 | 1956 | | 4 | 1 | 1 | 0.22 | 749999 | 700000 | 180 | 04/27/2018 |
| 99 Porchuck Road | Cape Cod | 1694 | 1962 | | 2 | 3 | 0 | 4.01 | 799900 | 762500 | 134 | 04/20/2018 |
| 25 Grey Rock Drive | Split | 1776 | 1971 | 2002 | 3 | 1 | 1 | 0.22 | 847000 | 827500 | 110 | 04/06/2018 |
| 34 Annjim Drive | Cape Cod | 2182 | 1958 | | 3 | 2 | 0 | 0.44 | 900000 | 900000 | 0 | 04/02/2018 |
| 3 Tree Top Terrace | Colonial | 3024 | 1992 | | 5 | 3 | 1 | 0.49 | 1360000 | 1200000 | 273 | 04/16/2018 |
| 6 Glen Road | Cape Cod | 2127 | 1953 | 2017 | 4 | 3 | 0 | 0.18 | 1545000 | 1430000 | 311 | 04/16/2018 |
| 79 Connecticut Avenue | Colonial | 1692 | 1893 | 2011 | 4 | 3 | 1 | 0.13 | 1495000 | 1460000 | 60 | 04/10/2018 |
| 14 Stallion Trail | ShingleSty | 4684 | 1986 | 2012 | 4 | 3 | 2 | 2.19 | 1695000 | 1610300 | 176 | 04/16/2018 |
| 106 Porchuck Road | Contemp | 4244 | 1987 | 2014 | 5 | 4 | 1 | 4.09 | 1899000 | 1675000 | 25 | 04/12/2018 |
| 121 Round Hill Road | Tudor | 3573 | 1927 | | 5 | 4 | 1 | 2.30 | 1695000 | 1700000 | 560 | 04/30/2018 |
| 123 Dingtowntown Road | Contemp | 3593 | 1979 | | 4 | 3 | 1 | 4.73 | 1795000 | 1795000 | 40 | 04/18/2018 |
| 144 Zaccheus Mead Ln | Colonial | 3647 | 1936 | | 3 | 3 | 1 | 1.50 | 1950000 | 1925000 | 33 | 04/16/2018 |
| 17 Overlook Drive | Colonial | 3380 | 1958 | 2007 | 4 | 3 | 1 | 0.40 | 2149000 | 1950000 | 135 | 04/09/2018 |
| 135 Milbank Avenue | Victorian | 2743 | 1906 | 2003 | 6 | 3 | 1 | 0.31 | 2225000 | 2255000 | 90 | 04/10/2018 |
| 20 Windabout Drive | Colonial | 4656 | 1963 | 2005 | 5 | 4 | 1 | 2.14 | 2650000 | 2544000 | 308 | 04/30/2018 |
| 480 Field Point Road | Cape Cod | 3446 | 1947 | 2009 | 4 | 4 | 1 | 0.56 | 3175000 | 2950000 | 11 | 04/16/2018 |
| 30 Winding Lane | Colonial | 4499 | 1961 | 2010 | 5 | 4 | 1 | 2.04 | 3000000 | 3000000 | 0 | 04/20/2018 |
| 2 Sparrow Lane | Colonial | 4967 | 2000 | | 5 | 5 | 2 | 1.03 | 3750000 | 3500000 | 241 | 04/02/2018 |
| 36 Montgomery Lane | Colonial | 5827 | 2006 | 2016 | 5 | 5 | 1 | 1.16 | 3795000 | 3600000 | 103 | 04/23/2018 |
| 30 Oneida Drive | CarrHse | 2593 | 1896 | 2014 | 3 | 2 | 1 | 1.42 | 3995000 | 3890000 | 379 | 04/04/2018 |
| 46 Dewart Road | Barn | 4058 | 1860 | 2017 | 4 | 4 | 1 | 2.54 | 4900000 | 4285000 | 32 | 04/24/2018 |
| 99 Husted Lane | Colonial | 6380 | 1935 | 2015 | 6 | 6 | 2 | 1.18 | 4450000 | 4300000 | 29 | 04/17/2018 |
| 450 Lake Avenue | Colonial | 6747 | 1939 | 2017 | 5 | 7 | 3 | 1.91 | 4850000 | 4525000 | 364 | 04/27/2018 |

April 2018 - Single Family Homes Sold: Cos Cob

| Address | Design | SqFt | YrBlT | YrRnv | Bd | FB | HB | Acres | List Price | Sold Price | DOM | Close Date |
|----------------------|-----------|------|-------|-------|----|----|----|-------|------------|------------|-----|------------|
| 55 Mary Lane | Split | 1614 | 1962 | | 3 | 2 | 0 | 0.17 | 835000 | 782000 | 203 | 04/27/2018 |
| 80 Mary Lane | Split | 1802 | 1961 | 2012 | 3 | 1 | 1 | 0.28 | 825000 | 825000 | 60 | 04/04/2018 |
| 9 Thornhill Road | Colonial | 2780 | 1977 | | 3 | 2 | 0 | 0.23 | 998000 | 930000 | 264 | 04/10/2018 |
| 4 Tyler Lane | Colonial | 3034 | 0 | 1998 | 4 | 2 | 1 | 0.30 | 1850000 | 1850000 | 0 | 04/30/2018 |
| 52 Winthrop Drive | Colonial | 3011 | 1953 | 2008 | 4 | 3 | 1 | 0.40 | 2105000 | 2105000 | 0 | 04/26/2018 |
| 31 Chapel Lane | Victorian | 4119 | 1900 | 2014 | 6 | 3 | 2 | 0.32 | 2499000 | 2320000 | 310 | 04/17/2018 |
| 20 Hidden Brook Road | Colonial | 5008 | 2006 | 2012 | 5 | 4 | 1 | 0.30 | 2980000 | 2850000 | 35 | 04/09/2018 |
| 242 Riverside Avenue | ShoreCol | 5158 | 2006 | 2012 | 5 | 4 | 1 | 0.28 | 3250000 | 3150000 | 362 | 04/27/2018 |
| 46 Dawn Harbor Lane | SeeRmks | 4551 | 1927 | 2016 | 4 | 4 | 1 | 0.99 | 3795000 | 3700000 | 383 | 04/30/2018 |
| 37 Tower Road | Contemp | 6506 | 2016 | | 5 | 4 | 1 | 0.85 | 6400000 | 6300000 | 360 | 04/12/2018 |

April 2018 - Single Family Homes Sold: Old Greenwich

| Address | Design | SqFt | YrBlT | YrRnv | Bd | FB | HB | Acres | List Price | Sold Price | DOM | Close Date |
|---------------------|----------|------|-------|-------|----|----|----|-------|------------|------------|-----|------------|
| 46 Halsey Drive | Cape Cod | 1540 | 1948 | 2002 | 3 | 2 | 0 | 0.19 | 895000 | 900000 | 43 | 04/16/2018 |
| 23 End Court | Contemp | | 1953 | | 3 | 3 | 0 | 0.25 | 1175000 | 1102500 | 184 | 04/25/2018 |
| 34 Midbrook Lane | Split | 3218 | 1962 | | 5 | 3 | 0 | 0.30 | 1299000 | 1225000 | 215 | 04/25/2018 |
| 6 St Claire Avenue | Cape Cod | | 1949 | 2004 | 4 | 2 | 1 | 0.27 | 1600000 | 1565000 | 239 | 04/05/2018 |
| 10 Lincoln Avenue | Cape Cod | 3639 | 1941 | 2012 | 4 | 2 | 1 | 0.19 | 2195000 | 1995000 | 223 | 04/17/2018 |
| 366 Sound Beach Ave | Colonial | 4212 | 2008 | | 5 | 5 | 1 | 0.39 | 3195000 | 2900000 | 321 | 04/17/2018 |

April 2018 - Single Family Homes Sold: Riverside

| Address | Design | SqFt | YrBlt | YrRnv | Bd | FB | HB | Acres | List Price | Sold Price | DOM | Close Date |
|----------------------|-----------|------|-------|-------|----|----|----|-------|------------|------------|-----|------------|
| 55 Mary Lane | Split | 1614 | 1962 | | 3 | 2 | 0 | 0.17 | 835000 | 782000 | 203 | 04/27/2018 |
| 80 Mary Lane | Split | 1802 | 1961 | 2012 | 3 | 1 | 1 | 0.28 | 825000 | 825000 | 60 | 04/04/2018 |
| 9 Thornhill Road | Colonial | 2780 | 1977 | | 3 | 2 | 0 | 0.23 | 998000 | 930000 | 264 | 04/10/2018 |
| 52 Winthrop Drive | Colonial | 3011 | 1953 | 2008 | 4 | 3 | 1 | 0.40 | 2105000 | 2105000 | 0 | 04/26/2018 |
| 31 Chapel Lane | Victorian | 4119 | 1900 | 2014 | 6 | 3 | 2 | 0.32 | 2499000 | 2320000 | 310 | 04/17/2018 |
| 20 Hidden Brook Road | Colonial | 5008 | 2006 | 2012 | 5 | 4 | 1 | 0.30 | 2980000 | 2850000 | 35 | 04/09/2018 |
| 242 Riverside Avenue | ShoreCol | 5158 | 2006 | 2012 | 5 | 4 | 1 | 0.28 | 3250000 | 3150000 | 362 | 04/27/2018 |
| 46 Dawn Harbor Lane | SeeRmks | 4551 | 1927 | 2016 | 4 | 4 | 1 | 0.99 | 3795000 | 3700000 | 383 | 04/30/2018 |
| 37 Tower Road | Contemp | 6506 | 2016 | | 5 | 4 | 1 | 0.85 | 6400000 | 6300000 | 360 | 04/12/2018 |

April 2018 – Condominiums – ALL GREENWICH AREAS

| Address | Design | SqFt | YrBlt | YrRnv | Bd | FB | HB | List Price | Sold Price | DOM | Close Date |
|--------------------------|-----------|------|-------|-------|----|----|----|------------|------------|-----|------------|
| 1465 Putnam Avenue 118 | Contemp | 1344 | 1977 | | 2 | 1 | 1 | 525000 | 517500 | 5 | 04/12/2018 |
| 51 Old Kings Highway 15 | Townhouse | 905 | 1986 | 2009 | 2 | 2 | 0 | 569000 | 540000 | 65 | 04/16/2018 |
| 49 Indian Harbor Drive 1 | Townhouse | 1735 | 1984 | | 2 | 2 | 2 | 679000 | 657500 | 87 | 04/26/2018 |
| 20 Church Street B55 | HiRise | 1284 | 1945 | 2016 | 2 | 2 | 0 | 729000 | 700000 | 185 | 04/23/2018 |
| 11 Hollow Wood Lane B | Townhouse | 1700 | 2017 | | 2 | 2 | 1 | 729000 | 720000 | 217 | 04/04/2018 |
| 3 Whiffletree Way 3 | Townhouse | 1997 | 1978 | 2014 | 3 | 2 | 1 | 749000 | 740000 | 74 | 04/09/2018 |
| 15 Lafayette Court 1 D | HiRise | 1388 | 1930 | 2011 | 2 | 2 | 0 | 895000 | 852000 | 25 | 04/02/2018 |
| 500 River Road 21 | | 1710 | 1984 | | 2 | 2 | 0 | 895000 | 915000 | 16 | 04/09/2018 |
| 405 Lyon Farm Drive 405 | Contemp | 2629 | 1977 | 2006 | 4 | 3 | 1 | 1350000 | 1300000 | 208 | 04/09/2018 |
| 77 Sherwood Place B | Townhouse | 3104 | 2007 | | 3 | 3 | 1 | 1595000 | 1495000 | 237 | 04/24/2018 |
| 633 Steamboat Road 4 | Contemp | 2157 | 1930 | 1990 | 2 | 2 | 1 | 1995000 | 1700000 | 319 | 04/16/2018 |
| 80 Milbank Avenue A | Townhouse | 3660 | 2017 | | 4 | 4 | 1 | 2579000 | 2375000 | 212 | 04/30/2018 |
| 211 Milbank Avenue W | GeorgCol | 4817 | 2005 | | 5 | 5 | 1 | 3995000 | 3850000 | 383 | 04/17/2018 |