

Q2 2021 MARKET REPORT



HOULIHAN LAWRENCE

GREENWICH



HOULIHAN LAWRENCE

#1 Brokerage in Greenwich

6 YEARS AND COUNTING



GREENWICH, CT · \$7,495,000

Exquisite 7 bedroom home. 2 gated acres with gorgeous pool. High ceilings, superb design. WEB# MR2835032



GREENWICH, CT · \$7,495,000

New home to be constructed on sited on 1.34 acres with pool overlooking tranquil lake. WEB# MR2843202



GREENWICH, CT · \$6,350,000

Majestic English Manor graces 2.2 acres with pool, stone terraces on private lane. WEB# MR2848592



RIVERSIDE, CT · \$5,995,000

Superbly constructed 5-bedroom, 6.2 bath estate with high quality finishes and a perfect layout for today's living. WEB# MR2849182



GREENWICH, CT · \$5,995,000

Exquisite six bedroom stone Georgian. 1.59 acres close to town. Exceptional detailing. WEB# MR2833642



OLD GREENWICH, CT · \$4,995,000

House Beautiful cover home! 6-bdrs plus 2-brd cottage. Hot tub, gym and outdoor kitchen. WEB# MR2845732



OLD GREENWICH, CT · \$4,895,000

Moor your boat from this classic beach house with guest cottage in coveted Old Greenwich. WEB# MR2840012



GREENWICH, CT · \$4,495,000

Lakefront five-bedroom Tudor on 2.1 acres in Milbrook Association with bridge, launch dock. WEB# MR2849052



GREENWICH, CT · \$4,395,000

Superbly renovated six-bedroom home on over four acres with wrap-around porch, deck and pool. WEB# MR2852012

Source: GMLS, 2015, 2016, 2017, 2018, 2019, 2020, 1.1.2021 - 6.30.2021, total dollar volume of single family homes sold by company, Greenwich, Cos Cob, Riverside and Old Greenwich.

Q2 2021 MARKET REPORT

The real estate market in Greenwich was greatly impacted as a result of the COVID-19 pandemic in the second quarter of 2020. Consequently, Q2-2021 vs. Q2-2020 percent gains cited in this report may render a skewed analysis.

Home sales in Greenwich remained brisk in the second quarter of 2021 as buyers continued to seek out the quality of life that our beautiful hometown offers. Low inventory and high demand kept the market tilted in favor of home sellers, but strategic pricing remained a critical pillar of a successful sale.

As the economy re-opens and commuter lots at our four Metro-North train stations slowly begin to fill daily, we're all adjusting to life in a post-COVID world. Many buyers today are people who scrambled out of nearby NYC to rent when the pandemic was first recognized as a global health crisis a year ago.

Sales along the coast attracted the most buyer attention in Greenwich. Home sales south of the Post Road spiked more than 300%. Homes in Riverside sold, on average, at or above their asking prices, and nowhere in town did we see quicker sales than in Old Greenwich, with average days on the market of just over 60 days. Our full neighborhood breakdown is in the pages that follow.

The warmer seasons in Greenwich are when this town truly shines. Whether you're visiting the beach at Greenwich Point, our town tennis, golf, and pool facilities, the many hiking, biking, and equestrian trails, spending a Sunday afternoon watching a Polo match at Conyers Farm or enjoying a stroll along Greenwich Avenue, there's truly something here for everyone.

Before the end of the quarter, our Riverside and Greenwich offices set a record by closing more than \$1 Billion in sales in 2021. We could not have achieved this impressive milestone without our world-class agents, support team, and loyal buyer and seller clients. Thank you for making us the leading brokerage in Greenwich, Connecticut for six and half years!

With Warm Regards,
Liz Nunan
President and CEO

Source: 1/1/21-6/24/21, total sales both on and off MLS.



GREENWICH, CT · \$8,950,000

Stately six bedroom brick Manor sited on 1.5 private acres with pool/spa. WEB# MR2833352

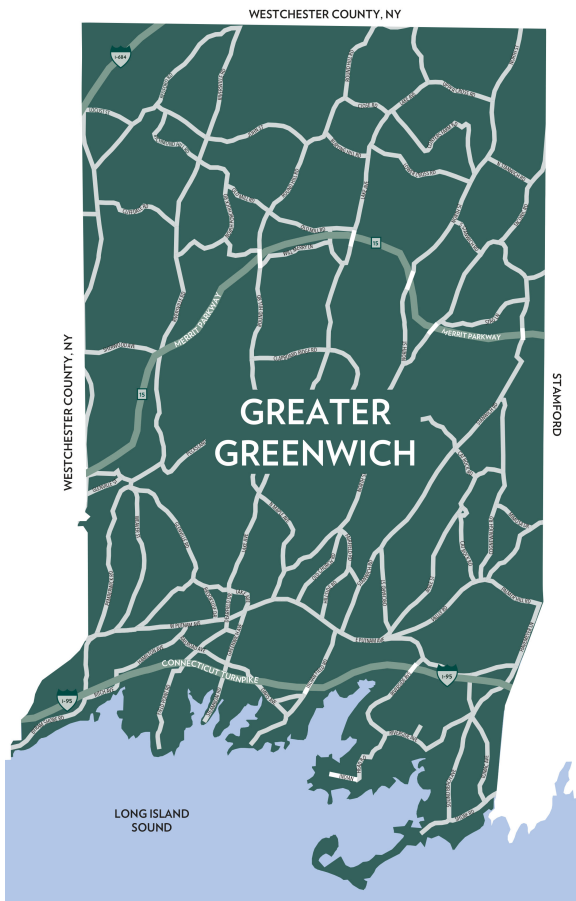


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North of the Parkway

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GREENWICH
South of the Post Road

COS COB

RIVERSIDE

OLD GREENWICH

GREATER GREENWICH
Condominium Overview

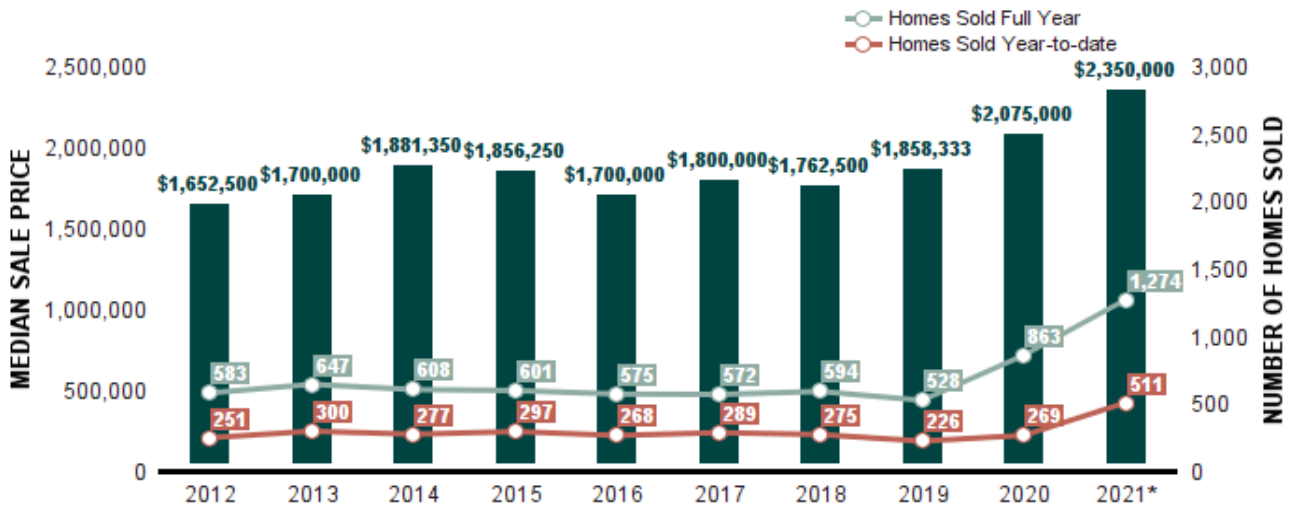
GREATER GREENWICH

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	311	166	87.3%	511	269	90.0%
AVERAGE SALE PRICE	\$3,028,411	\$2,677,244	13.1%	\$3,004,160	\$2,469,917	21.6%
MEDIAN SALE PRICE	\$2,410,000	\$2,167,500	11.2%	\$2,350,000	\$1,950,000	20.5%
AVERAGE PRICE PER SQUARE FOOT	\$628	\$521	20.5%	\$617	\$519	18.9%
AVERAGE DAYS ON MARKET	138	301	-54.2%	151	273	-44.7%
% SALE PRICE TO LIST PRICE	97.5%	91.1%	7.0%	97.0%	92.0%	5.4%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,376,996	\$2,244,574	\$2,688,907	\$2,421,486	\$2,203,756	\$2,574,993	\$2,393,006	\$2,376,330	\$2,667,708	\$3,004,160	Average Sale Price
Average Price/SqFt	\$554	\$555	\$610	\$591	\$564	\$577	\$562	\$544	\$556	\$617	Average Price/SqFt
Days On Market	173	156	166	177	189	213	201	236	205	151	Days On Market
%Sale Price to List Price	91.9	94.1	93.7	94.4	94.1	92.5	93.7	92.4	94.4	97.0	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

GREATER GREENWICH

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	24	28	1	57	23	2	-57.9%	21.7%
\$1,000,000 - \$1,999,999	78	56	1	136	55	2	-42.6%	1.8%
\$2,000,000 - \$2,999,999	65	52	1	126	43	3	-48.4%	20.9%
\$3,000,000 - \$3,999,999	47	35	1	94	23	4	-50.0%	52.2%
\$4,000,000 - \$4,999,999	29	16	2	44	8	6	-34.1%	100.0%
\$5,000,000 - \$5,999,999	25	9	3	33	4	8	-24.2%	125.0%
\$6,000,000 - \$7,999,999	23	19	1	49	5	10	-53.1%	280.0%
\$8,000,000 - \$9,999,999	22	7	3	17	0	Not Valid	29.4%	0.0%
\$10,000,000 and up	25	4	6	32	3	11	-21.9%	33.3%
Market Totals	338	226	1	588	164	4	-42.5%	37.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

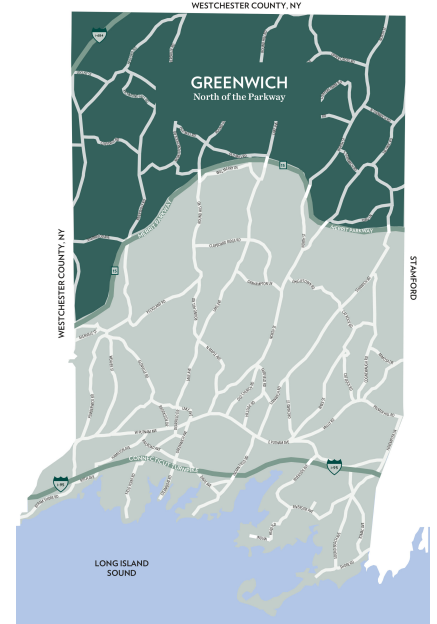
	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	57	38	50.0%	136	101	34.7%
\$1,000,000 - \$1,999,999	146	99	47.5%	346	208	66.3%
\$2,000,000 - \$2,999,999	126	57	121.1%	263	120	119.2%
\$3,000,000 - \$3,999,999	78	42	85.7%	162	71	128.2%
\$4,000,000 - \$4,999,999	33	13	153.8%	66	27	144.4%
\$5,000,000 - \$5,999,999	23	8	187.5%	40	15	166.7%
\$6,000,000 - \$7,999,999	32	7	357.1%	55	16	243.8%
\$8,000,000 - \$9,999,999	9	1	800.0%	19	5	280.0%
\$10,000,000 and up	7	4	75.0%	18	8	125.0%
Market Totals	511	269	90.0%	1105	571	93.5%

GREENWICH

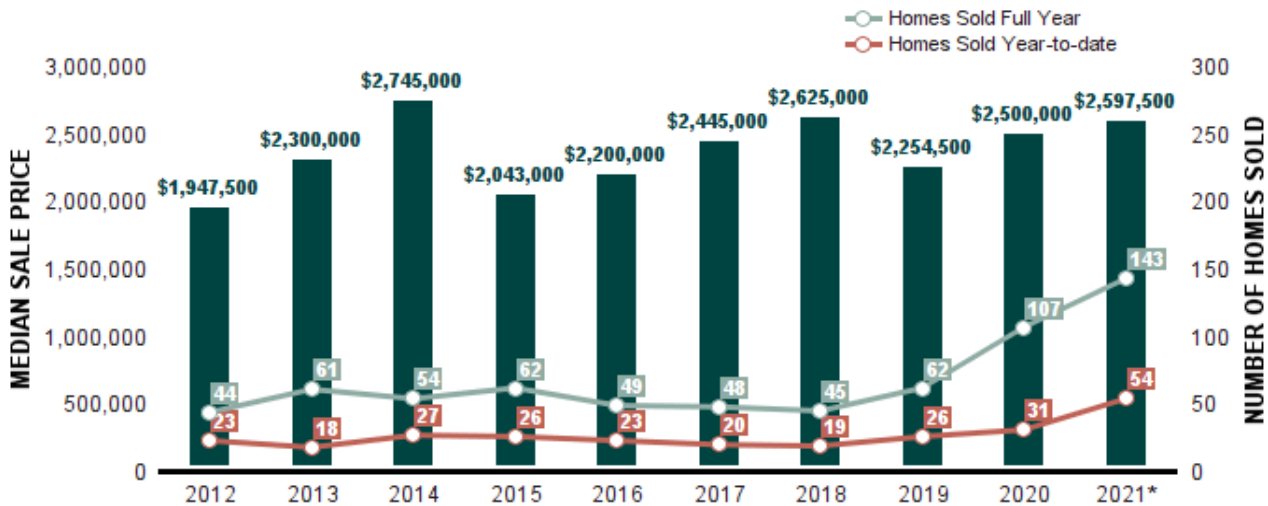
NORTH OF THE PARKWAY

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	29	20	45.0%	54	31	74.2%
AVERAGE SALE PRICE	\$3,646,965	\$2,436,297	49.7%	\$4,018,759	\$2,288,014	75.6%
MEDIAN SALE PRICE	\$3,225,000	\$2,535,000	27.2%	\$2,597,500	\$2,325,000	11.7%
AVERAGE PRICE PER SQUARE FOOT	\$497	\$403	23.3%	\$546	\$395	38.2%
AVERAGE DAYS ON MARKET	238	429	-44.5%	211	377	-44.0%
% SALE PRICE TO LIST PRICE	95.8%	89.7%	6.8%	95.5%	91.4%	4.5%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$3,488,007	\$3,106,132	\$4,136,921	\$2,834,463	\$2,939,222	\$3,590,745	\$3,264,086	\$3,156,247	\$2,851,219	\$4,018,759	Average Sale Price
Average Price/SqFt	\$498	\$524	\$558	\$524	\$470	\$500	\$494	\$503	\$455	\$546	Average Price/SqFt
Days On Market	288	286	349	282	361	454	302	354	266	211	Days On Market
%Sale Price to List Price	89.2	91.5	90.5	92.7	91.8	85.7	91.9	90.1	94.2	95.5	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

GREENWICH

NORTH OF THE PARKWAY

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	0	1	0	5	1	5	-100.0%	0.0%
\$1,000,000 - \$1,999,999	6	4	2	12	10	1	-50.0%	-60.0%
\$2,000,000 - \$2,999,999	11	4	3	18	5	4	-38.9%	-20.0%
\$3,000,000 - \$3,999,999	10	2	5	17	4	4	-41.2%	-50.0%
\$4,000,000 - \$4,999,999	5	2	3	11	3	4	-54.5%	-33.3%
\$5,000,000 - \$5,999,999	5	3	2	7	1	7	-28.6%	200.0%
\$6,000,000 - \$7,999,999	7	2	4	10	0	Not Valid	-30.0%	0.0%
\$8,000,000 - \$9,999,999	7	1	7	7	0	Not Valid	0.0%	0.0%
\$10,000,000 and up	12	1	12	12	1	12	0.0%	0.0%
Market Totals	63	20	3	99	25	4	-36.4%	-20.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

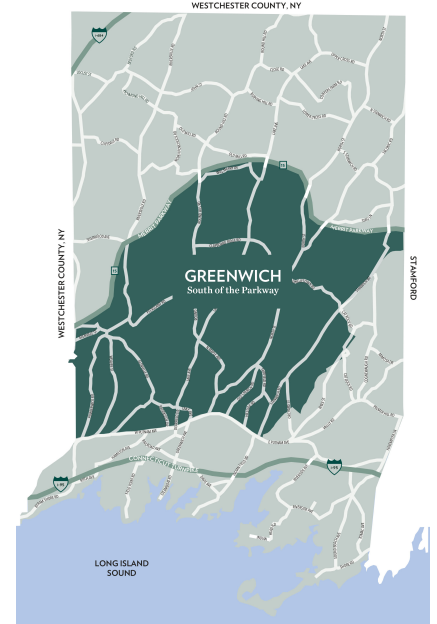
	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	4	4	0.0%	11	7	57.1%
\$1,000,000 - \$1,999,999	8	10	-20.0%	33	23	43.5%
\$2,000,000 - \$2,999,999	16	7	128.6%	31	15	106.7%
\$3,000,000 - \$3,999,999	11	6	83.3%	24	11	118.2%
\$4,000,000 - \$4,999,999	6	3	100.0%	16	6	166.7%
\$5,000,000 - \$5,999,999	3	1	200.0%	4	1	300.0%
\$6,000,000 - \$7,999,999	2	0	Not Valid	3	1	200.0%
\$8,000,000 - \$9,999,999	3	0	Not Valid	5	2	150.0%
\$10,000,000 and up	1	0	Not Valid	3	1	200.0%
Market Totals	54	31	74.2%	130	67	94.0%

GREENWICH

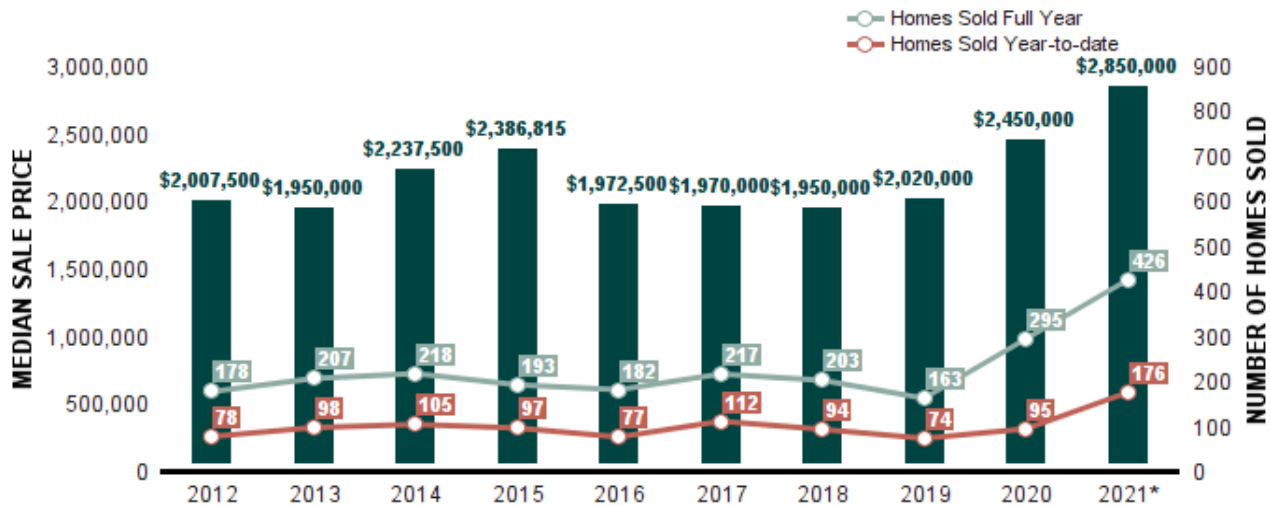
SOUTH OF THE PARKWAY

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	105	59	78.0%	176	95	85.3%
AVERAGE SALE PRICE	\$3,400,918	\$2,737,596	24.2%	\$3,388,375	\$2,667,331	27.0%
MEDIAN SALE PRICE	\$3,050,000	\$2,300,000	32.6%	\$2,850,000	\$2,270,000	25.6%
AVERAGE PRICE PER SQUARE FOOT	\$585	\$491	19.1%	\$579	\$497	16.5%
AVERAGE DAYS ON MARKET	167	307	-45.6%	179	279	-35.8%
% SALE PRICE TO LIST PRICE	97.1%	91.2%	6.5%	96.5%	92.0%	4.9%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,788,964	\$2,774,982	\$2,698,854	\$3,075,190	\$2,403,016	\$2,769,791	\$2,670,378	\$2,537,605	\$2,941,272	\$3,388,375	Average Sale Price
Average Price/SqFt	\$569	\$536	\$566	\$586	\$534	\$549	\$536	\$499	\$530	\$579	Average Price/SqFt
Days On Market	176	169	187	192	211	228	214	275	237	179	Days On Market
%Sale Price to List Price	91.7	94.0	93.8	93.7	94.0	93.0	92.8	91.9	94.9	96.5	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

GREENWICH

SOUTH OF THE PARKWAY

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	13	12	1	12	11	1	8.3%	9.1%
\$1,000,000 - \$1,999,999	18	11	2	36	11	3	-50.0%	0.0%
\$2,000,000 - \$2,999,999	22	19	1	52	17	3	-57.7%	11.8%
\$3,000,000 - \$3,999,999	20	17	1	41	11	4	-51.2%	54.5%
\$4,000,000 - \$4,999,999	16	7	2	15	3	5	6.7%	133.3%
\$5,000,000 - \$5,999,999	15	5	3	17	2	9	-11.8%	150.0%
\$6,000,000 - \$7,999,999	11	13	1	28	4	7	-60.7%	225.0%
\$8,000,000 - \$9,999,999	12	3	4	7	0	Not Valid	71.4%	0.0%
\$10,000,000 and up	6	1	6	8	0	Not Valid	-25.0%	0.0%
Market Totals	133	88	2	216	59	4	-38.4%	49.2%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	18	7	157.1%	39	23	69.6%
\$1,000,000 - \$1,999,999	33	34	-2.9%	81	64	26.6%
\$2,000,000 - \$2,999,999	41	24	70.8%	96	43	123.3%
\$3,000,000 - \$3,999,999	32	17	88.2%	64	29	120.7%
\$4,000,000 - \$4,999,999	16	3	433.3%	27	7	285.7%
\$5,000,000 - \$5,999,999	11	5	120.0%	23	10	130.0%
\$6,000,000 - \$7,999,999	17	4	325.0%	31	5	520.0%
\$8,000,000 - \$9,999,999	6	0	Not Valid	12	2	500.0%
\$10,000,000 and up	2	1	100.0%	3	1	200.0%
Market Totals	176	95	85.3%	376	184	104.3%

GREENWICH

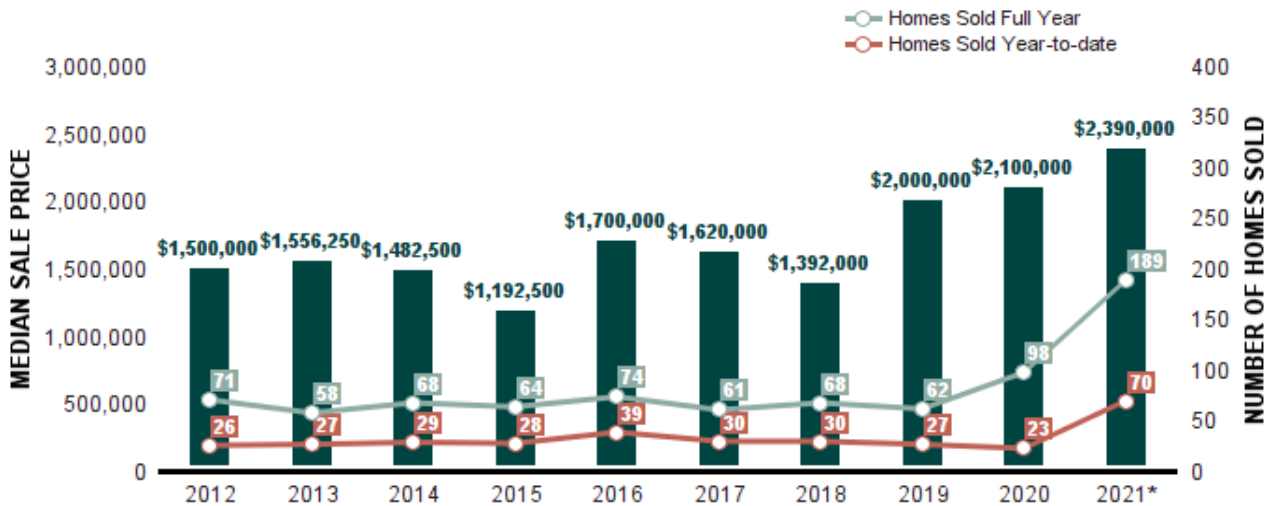
SOUTH OF THE POST ROAD

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	37	10	270.0%	70	23	204.3%
AVERAGE SALE PRICE	\$3,885,974	\$5,443,500	-28.6%	\$3,415,772	\$3,528,043	-3.2%
MEDIAN SALE PRICE	\$2,650,000	\$2,825,000	-6.2%	\$2,390,000	\$2,240,000	6.7%
AVERAGE PRICE PER SQUARE FOOT	\$760	\$701	8.4%	\$708	\$584	21.2%
AVERAGE DAYS ON MARKET	177	394	-55.1%	191	327	-41.6%
% SALE PRICE TO LIST PRICE	95.9%	84.4%	13.6%	96.0%	86.7%	10.7%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,486,569	\$2,219,081	\$4,083,817	\$2,043,325	\$2,545,622	\$2,977,955	\$2,371,594	\$2,896,440	\$3,458,830	\$3,415,772	Average Sale Price
Average Price/SqFt	\$574	\$577	\$726	\$597	\$622	\$638	\$666	\$667	\$676	\$708	Average Price/SqFt
Days On Market	215	160	172	191	149	184	218	235	206	191	Days On Market
%Sale Price to List Price	89.0	92.6	93.4	96.2	92.3	91.5	94.5	92.6	91.1	96.0	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

GREENWICH

SOUTH OF THE POST ROAD

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	5	3	2	16	2	8	-68.8%	50.0%
\$1,000,000 - \$1,999,999	16	8	2	16	5	3	0.0%	60.0%
\$2,000,000 - \$2,999,999	9	3	3	25	2	13	-64.0%	50.0%
\$3,000,000 - \$3,999,999	7	1	7	9	0	Not Valid	-22.2%	0.0%
\$4,000,000 - \$4,999,999	1	1	1	6	0	Not Valid	-83.3%	0.0%
\$5,000,000 - \$5,999,999	3	1	3	4	1	4	-25.0%	0.0%
\$6,000,000 - \$7,999,999	2	1	2	7	0	Not Valid	-71.4%	0.0%
\$8,000,000 - \$9,999,999	2	1	2	2	0	Not Valid	0.0%	0.0%
\$10,000,000 and up	7	1	7	10	2	5	-30.0%	-50.0%
Market Totals	52	20	3	95	12	8	-45.3%	66.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

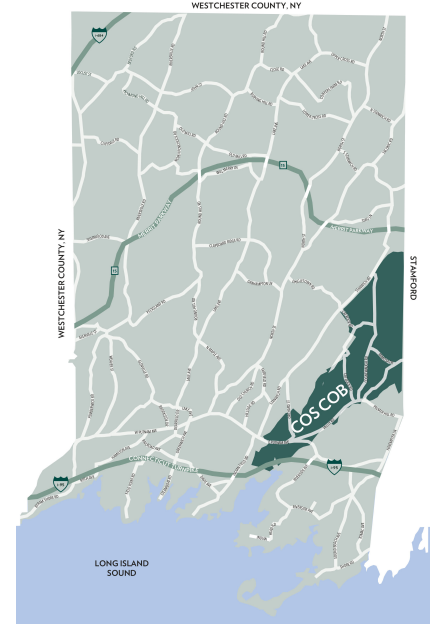
SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	15	4	275.0%	33	14	135.7%
\$1,000,000 - \$1,999,999	16	7	128.6%	32	14	128.6%
\$2,000,000 - \$2,999,999	12	4	200.0%	27	9	200.0%
\$3,000,000 - \$3,999,999	7	3	133.3%	17	6	183.3%
\$4,000,000 - \$4,999,999	6	2	200.0%	8	5	60.0%
\$5,000,000 - \$5,999,999	3	0	Not Valid	4	0	Not Valid
\$6,000,000 - \$7,999,999	7	0	Not Valid	13	5	160.0%
\$8,000,000 - \$9,999,999	0	1	-100.0%	1	1	0.0%
\$10,000,000 and up	4	2	100.0%	10	4	150.0%
Market Totals	70	23	204.3%	145	58	150.0%

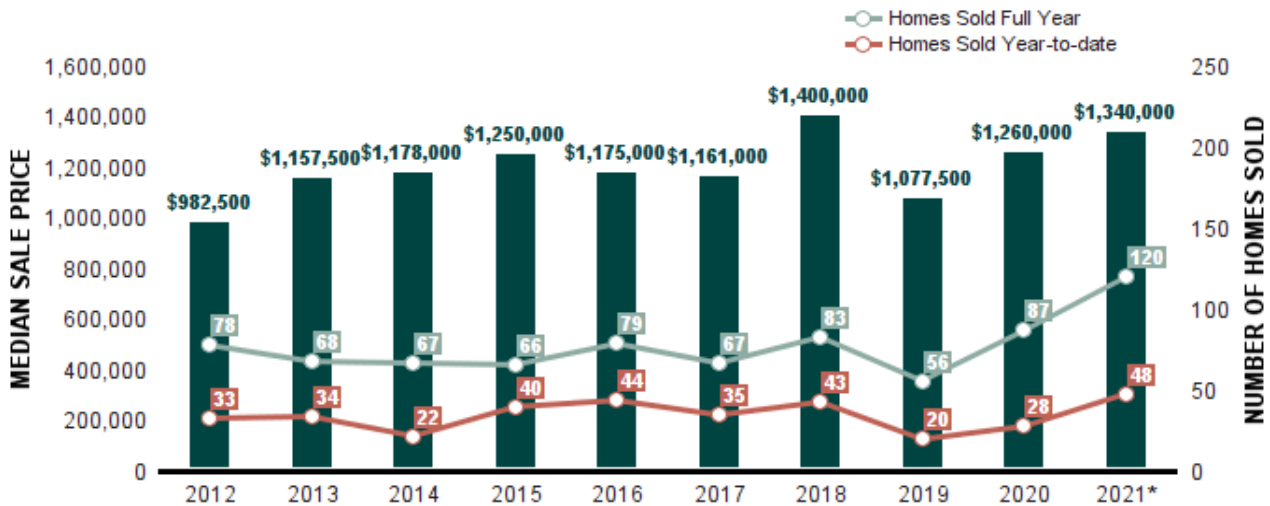
COS COB

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	29	16	81.3%	48	28	71.4%
AVERAGE SALE PRICE	\$1,587,655	\$1,463,906	8.5%	\$1,535,208	\$1,337,857	14.8%
MEDIAN SALE PRICE	\$1,365,000	\$1,150,500	18.6%	\$1,340,000	\$1,145,000	17.0%
AVERAGE PRICE PER SQUARE FOOT	\$515	\$422	22.0%	\$513	\$426	20.4%
AVERAGE DAYS ON MARKET	139	176	-21.0%	140	202	-30.7%
% SALE PRICE TO LIST PRICE	97.4%	94.1%	3.5%	97.2%	94.4%	3.0%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,224,821	\$1,241,224	\$1,254,598	\$1,365,294	\$1,321,116	\$1,331,751	\$1,564,416	\$1,248,246	\$1,408,910	\$1,535,208	Average Sale Price
Average Price/SqFt	\$414	\$471	\$465	\$506	\$489	\$456	\$485	\$435	\$444	\$513	Average Price/SqFt
Days On Market	153	131	103	143	162	150	164	172	200	140	Days On Market
%Sale Price to List Price	94.0	95.0	96.1	96.2	96.0	95.0	95.4	94.4	96.1	97.2	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

COS COB

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	3	6	1	17	1	17	-82.4%	500.0%
\$1,000,000 - \$1,999,999	16	6	3	22	10	2	-27.3%	-40.0%
\$2,000,000 - \$2,999,999	7	9	1	10	3	3	-30.0%	200.0%
\$3,000,000 - \$3,999,999	3	3	1	6	0	Not Valid	-50.0%	0.0%
\$4,000,000 - \$4,999,999	0	0	0	0	0	0	0.0%	0.0%
\$5,000,000 - \$5,999,999	0	0	0	0	0	0	0.0%	0.0%
\$6,000,000 - \$7,999,999	0	0	0	0	0	0	0.0%	0.0%
\$8,000,000 - \$9,999,999	0	0	0	0	0	0	0.0%	0.0%
\$10,000,000 and up	0	0	0	0	0	0	0.0%	0.0%
Market Totals	29	24	1	55	14	4	-47.3%	71.4%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

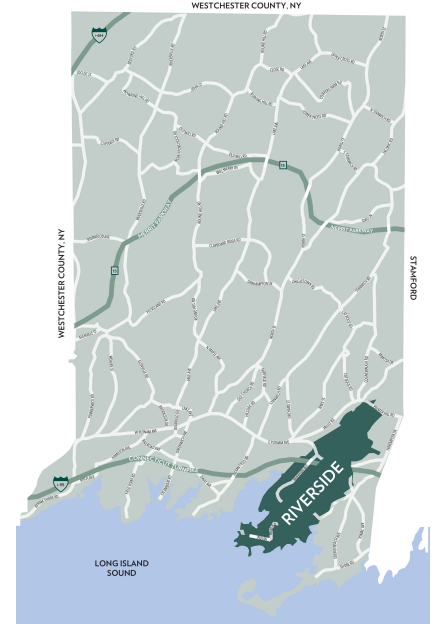
	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	7	10	-30.0%	23	26	-11.5%
\$1,000,000 - \$1,999,999	33	14	135.7%	65	31	109.7%
\$2,000,000 - \$2,999,999	5	4	25.0%	14	7	100.0%
\$3,000,000 - \$3,999,999	3	0	Not Valid	5	0	Not Valid
\$4,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 - \$5,999,999	0	0	Not Valid	0	0	Not Valid
\$6,000,000 - \$7,999,999	0	0	Not Valid	0	0	Not Valid
\$8,000,000 - \$9,999,999	0	0	Not Valid	0	0	Not Valid
\$10,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	48	28	71.4%	107	64	67.2%

Source: Greenwich Multiple Listing Service, Single-family homes

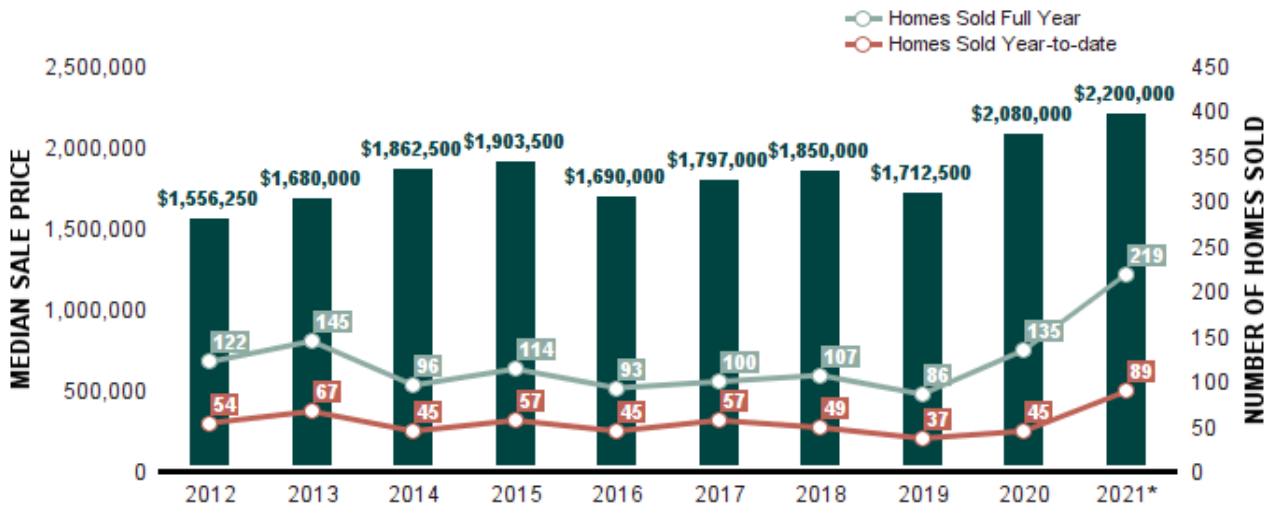
RIVERSIDE

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	58	30	93.3%	89	45	97.8%
AVERAGE SALE PRICE	\$2,658,974	\$3,084,412	-13.8%	\$2,555,941	\$2,735,108	-6.6%
MEDIAN SALE PRICE	\$2,225,000	\$2,528,750	-12.0%	\$2,200,000	\$2,400,000	-8.3%
AVERAGE PRICE PER SQUARE FOOT	\$674	\$628	7.3%	\$648	\$614	5.5%
AVERAGE DAYS ON MARKET	85	319	-73.4%	97	258	-62.4%
% SALE PRICE TO LIST PRICE	100.0%	92.8%	7.8%	99.2%	93.0%	6.7%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,135,381	\$1,962,380	\$2,000,919	\$2,275,811	\$2,121,616	\$2,371,435	\$2,353,592	\$1,945,173	\$2,587,852	\$2,555,941	Average Sale Price
Average Price/SqFt	\$588	\$582	\$598	\$634	\$600	\$619	\$594	\$542	\$618	\$648	Average Price/SqFt
Days On Market	122	132	110	123	155	152	175	194	151	97	Days On Market
%Sale Price to List Price	93.6	96.1	96.6	94.6	93.9	94.7	94.9	94.1	94.3	99.2	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

RIVERSIDE

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	2	2	1	6	3	2	-66.7%	-33.3%
\$1,000,000 - \$1,999,999	14	13	1	26	10	3	-46.2%	30.0%
\$2,000,000 - \$2,999,999	6	8	1	10	10	1	-40.0%	-20.0%
\$3,000,000 - \$3,999,999	3	6	1	11	5	2	-72.7%	20.0%
\$4,000,000 - \$4,999,999	3	5	1	7	1	7	-57.1%	400.0%
\$5,000,000 - \$5,999,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%
\$6,000,000 - \$7,999,999	0	1	0	2	0	Not Valid	-100.0%	0.0%
\$8,000,000 - \$9,999,999	0	0	0	0	0	0	0.0%	0.0%
\$10,000,000 and up	0	0	0	2	0	Not Valid	-100.0%	0.0%
Market Totals	29	35	1	66	29	2	-56.1%	20.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

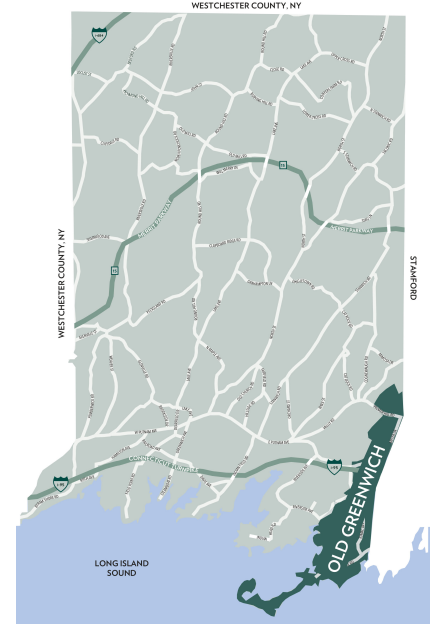
SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	10	7	42.9%	18	15	20.0%
\$1,000,000 - \$1,999,999	27	12	125.0%	65	35	85.7%
\$2,000,000 - \$2,999,999	27	9	200.0%	48	21	128.6%
\$3,000,000 - \$3,999,999	14	11	27.3%	29	14	107.1%
\$4,000,000 - \$4,999,999	3	2	50.0%	8	3	166.7%
\$5,000,000 - \$5,999,999	5	1	400.0%	6	1	500.0%
\$6,000,000 - \$7,999,999	3	2	50.0%	3	4	-25.0%
\$8,000,000 - \$9,999,999	0	0	Not Valid	0	0	Not Valid
\$10,000,000 and up	0	1	-100.0%	2	1	100.0%
Market Totals	89	45	97.8%	179	94	90.4%

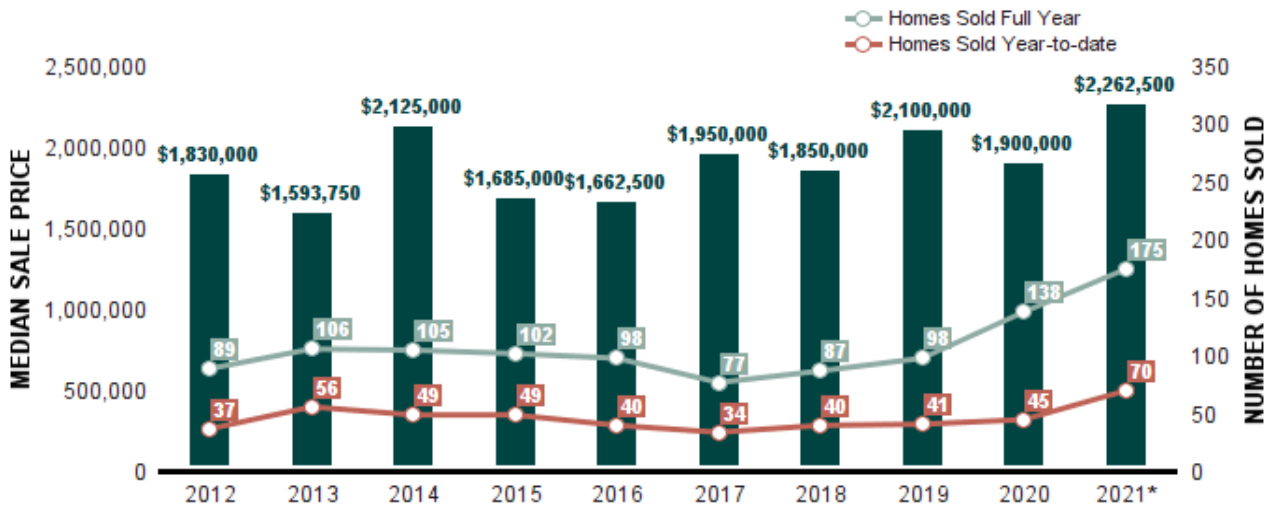
OLD GREENWICH

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
HOMES SOLD	50	29	72.4%	70	45	55.6%
AVERAGE SALE PRICE	\$2,597,470	\$2,130,983	21.9%	\$2,493,225	\$2,142,397	16.4%
MEDIAN SALE PRICE	\$2,325,000	\$1,900,000	22.4%	\$2,262,500	\$1,850,000	22.3%
AVERAGE PRICE PER SQUARE FOOT	\$717	\$546	31.3%	\$715	\$585	22.2%
AVERAGE DAYS ON MARKET	62	171	-63.7%	78	189	-58.7%
% SALE PRICE TO LIST PRICE	99.0%	95.3%	3.9%	99.0%	95.1%	4.1%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,271,283	\$1,753,566	\$2,564,436	\$2,017,057	\$1,997,289	\$2,455,255	\$2,166,274	\$2,323,307	\$2,284,319	\$2,493,225	Average Sale Price
Average Price/SqFt	\$617	\$615	\$749	\$644	\$646	\$709	\$614	\$636	\$625	\$715	Average Price/SqFt
Days On Market	165	103	116	157	149	184	176	170	133	78	Days On Market
%Sale Price to List Price	93.8	95.0	94.1	96.2	96.9	94.7	94.2	93.6	96.3	99.0	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

OLD GREENWICH

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	1	4	0	1	5	0	0.0%	-20.0%
\$1,000,000 - \$1,999,999	8	14	1	24	9	3	-66.7%	55.6%
\$2,000,000 - \$2,999,999	10	9	1	11	6	2	-9.1%	50.0%
\$3,000,000 - \$3,999,999	4	6	1	9	3	3	-55.6%	100.0%
\$4,000,000 - \$4,999,999	4	1	4	5	1	5	-20.0%	0.0%
\$5,000,000 - \$5,999,999	1	0	Not Valid	3	0	Not Valid	-66.7%	0.0%
\$6,000,000 - \$7,999,999	3	2	2	2	1	2	50.0%	100.0%
\$8,000,000 - \$9,999,999	1	2	1	1	0	Not Valid	0.0%	0.0%
\$10,000,000 and up	0	1	0	0	0	0	0.0%	0.0%
Market Totals	32	39	1	56	25	2	-42.9%	56.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	3	5	-40.0%	12	15	-20.0%
\$1,000,000 - \$1,999,999	26	21	23.8%	66	40	65.0%
\$2,000,000 - \$2,999,999	24	9	166.7%	46	25	84.0%
\$3,000,000 - \$3,999,999	11	5	120.0%	23	11	109.1%
\$4,000,000 - \$4,999,999	2	3	-33.3%	7	6	16.7%
\$5,000,000 - \$5,999,999	1	1	0.0%	3	3	0.0%
\$6,000,000 - \$7,999,999	3	1	200.0%	5	1	400.0%
\$8,000,000 - \$9,999,999	0	0	Not Valid	1	0	Not Valid
\$10,000,000 and up	0	0	Not Valid	0	1	-100.0%
Market Totals	70	45	55.6%	163	102	59.8%

GREATER GREENWICH

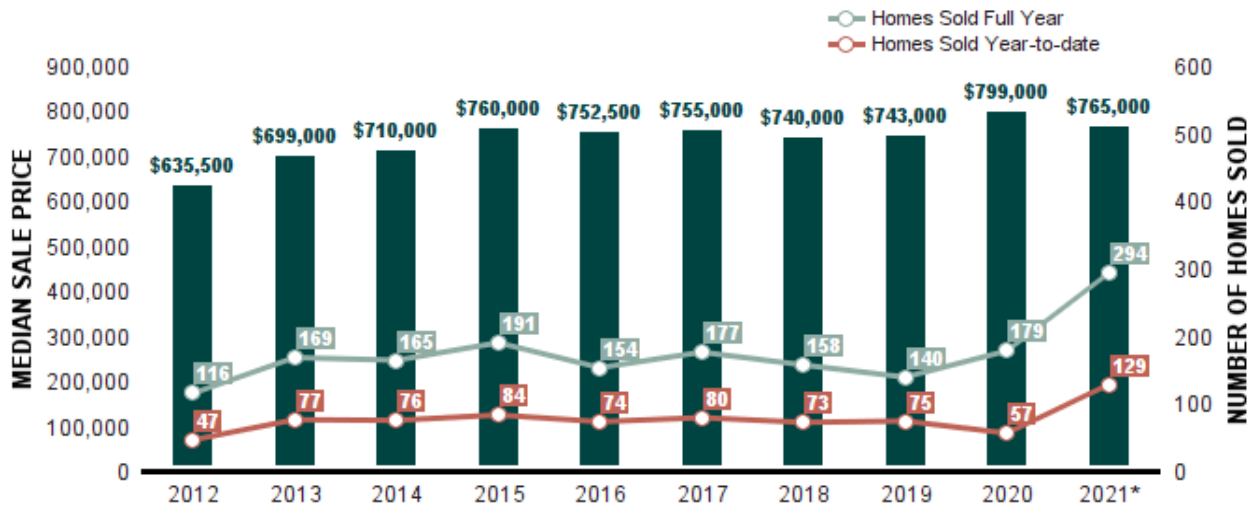
CONDOMINIUMS

QUARTERLY MARKET OVERVIEW

	Q2 2021	Q2 2020	% CHANGE	YTD 2021	YTD 2020	% CHANGE
UNITS SOLD	73	29	151.7%	129	57	126.3%
AVERAGE SALE PRICE	\$952,766	\$909,052	4.8%	\$1,025,073	\$956,226	7.2%
MEDIAN SALE PRICE	\$785,000	\$745,000	5.4%	\$765,000	\$725,000	5.5%
AVERAGE PRICE PER SQUARE FOOT	\$523	\$469	11.5%	\$519	\$486	6.8%
AVERAGE DAYS ON MARKET	112	143	-21.7%	131	156	-16.0%
% SALE PRICE TO LIST PRICE	98.5%	95.0%	3.7%	97.5%	93.0%	4.8%



TEN-YEAR MARKET HISTORY



Average Sale Price	\$852,428	\$842,525	\$901,903	\$1,028,489	\$981,069	\$1,030,294	\$1,003,349	\$959,215	\$1,084,790	\$1,025,073	Average Sale Price
Average Price/SqFt	\$422	\$436	\$456	\$495	\$488	\$492	\$508	\$480	\$524	\$519	Average Price/SqFt
Days On Market	227	186	154	139	133	146	179	174	166	131	Days On Market
%Sale Price to List Price	93.4	95.0	95.6	96.2	96.5	95.0	96.0	95.4	93.9	97.5	%Sale Price to List Price

* Homes sold for 2021 are annualized based on actual sales year-to-date.

GREATER GREENWICH

CONDOMINIUMS

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2021			AS OF JUNE 30, 2020			2021 vs. 2020	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	37	19	2	60	17	4	-38.3%	11.8%
\$1,000,000 - \$1,999,999	17	6	3	32	6	5	-46.9%	0.0%
\$2,000,000 - \$2,999,999	10	2	5	15	6	3	-33.3%	-66.7%
\$3,000,000 - \$3,999,999	11	2	6	9	8	1	22.2%	-75.0%
\$4,000,000 - \$4,999,999	4	0	Not Valid	0	0	0	0.0%	0.0%
\$5,000,000 - \$5,999,999	1	0	Not Valid	0	0	0	0.0%	0.0%
\$6,000,000 - \$7,999,999	0	0	0	0	0	0	0.0%	0.0%
\$8,000,000 - \$9,999,999	0	0	0	0	0	0	0.0%	0.0%
\$10,000,000 and up	0	0	0	0	0	0	0.0%	0.0%
Market Totals	80	29	3	116	37	3	-31.0%	-21.6%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2021 - 06/30/2021	01/01/2020 - 06/30/2020	% CHANGE 2021/2020	07/01/2020 - 06/30/2021	07/01/2019 - 06/30/2020	% CHANGE 2020/2019
\$0 - \$999,999	89	40	122.5%	162	86	88.4%
\$1,000,000 - \$1,999,999	27	10	170.0%	56	26	115.4%
\$2,000,000 - \$2,999,999	7	6	16.7%	20	8	150.0%
\$3,000,000 - \$3,999,999	6	1	500.0%	13	2	550.0%
\$4,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 - \$5,999,999	0	0	Not Valid	0	0	Not Valid
\$6,000,000 - \$7,999,999	0	0	Not Valid	0	0	Not Valid
\$8,000,000 - \$9,999,999	0	0	Not Valid	0	0	Not Valid
\$10,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	129	57	126.3%	251	122	105.7%

