



# Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS  
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## What's On The Market

\*Accepted Offer

24 Culloden Rd	3BR	2.0Bth	Cape	369,000*
15 Autumn Ln	3BR	1.0Bth	Rnch	410,000
217 Strawberry Hill Ave	3BR	1.5Bth	Col/Tdr	447,000
49 Regent Ct	3BR	2.0Bth	Col	480,000*
3 Twin Brook Dr	3BR	2.0Bth	Rnch	499,900
146 Shadow Ridge Rd	4BR	3.0Bth	Rnch	579,000*
131 Janes Ln	4BR	2.5Bth	Rnch	659,000
228 Sawmill Rd	4BR	3.5Bth	Rnch	672,500*
140 Old Colony Rd	3BR	3.0Bth	Col	699,000
6 Sagamore Rd	4BR	3.5Bth	Tdr	709,000
77 E Ridge Rd	4BR	3.5Bth	Cntp	765,773*
79 Trinity Pass	5BR	3/2Bth	Rnch	799,000
624 Westover Rd	4BR	3.5Bth	Col	825,000
37 Davenport Dr	4BR	3.5Bth	Col/Rnch	839,000*
30 Wyndover Lane N	3BR	2.0Bth	Rnch	849,000*
103 Flint Rock Rd E	4BR	4.5Bth	Col/Cntp	875,000*
875 Stillwater Rd	4BR	3.5Bth	Col/Antq	949,000
22 Maltbie Ave	5BR	6.0Bth	Col	999,000
552 Haviland Rd	5BR	5/2Bth	Col	1,175,000
1795 Shippan Ave	5BR	4/2Bth	Col	1,950,000
76 Wallacks Dr	5BR	4.5Bth	Col/Antq	2,995,000

## What's Sold (01/01/20 - 03/31/20)

				List Price	Sale Price
38 Noble St	2BR	1.5Bth	Col	330,000	306,250
47 Palmer Ave	2BR	2.0Bth	Rnch	350,000	350,000
50 Leonard St	3BR	2.0Bth	Col/Vic	419,000	405,000
68 Greenfield Rd	3BR	1.0Bth	Rnch	449,000	430,000
23 Willowbrook Pl	3BR	1.5Bth	Col	429,000	436,000
223 Janes Lane	3BR	2.0Bth	Rnch	465,000	450,000
284 Loveland Rd	4BR	2.0Bth	Cape	473,000	473,000
34 Davenport Ridge Ln	3BR	2.0Bth	Rnch	490,000	480,000
5 Madeline Ct	4BR	3.0Bth	Split	519,000	525,000
364 Westwood Rd	3BR	3.0Bth	RR	579,000	540,000
84 McIntosh Rd	4BR	2.5Bth	Col	565,000	550,000
56 Dagmar Rd	4BR	3.0Bth	RR	559,000	555,000
147 5th St	3BR	2.5Bth	Col	575,000	560,000
205 Bouton St W	3BR	2.0Bth	Cape	579,900	565,000
84 Barclay Dr	3BR	3.0Bth	Rnch	647,500	620,000
31 Old Long Ridge Rd	4BR	2/3Bth	Col	665,000	650,000
56 Twin Brook Dr	4BR	4.0Bth	Cape	675,000	670,000
204 Big Oak Rd	5BR	3.0Bth	Rnch	750,000	710,000
60 Buckingham Dr	4BR	3.5Bth	Col	799,000	740,000
73 Kenilworth Dr. W	5BR	3.5Bth	Col	795,000	750,000
64 Tally Ho Ln	5BR	3.5Bth	Col	829,000	815,000
43 Old North Stamford Rd	3BR	2.5Bth	Col	859,000	859,000
857 Westover Rd	4BR	3/3Bth	Cntp	995,000	962,500
923 Sunset Rd	5BR	3.5Bth	Col	985,000	986,000
37 Apple Tree Dr	5BR	5/2Bth	Col	1,199,999	1,130,000
3 Victoria Lane	4BR	4.5Bth	Col	1,385,000	1,375,000

2020-a new decade and fresh possibilities-it all started so well with a robust, early spring market. Then, a new reality-COVID-19, social distancing and self quarantine, all the new normal.

What does all of this mean for the real estate market? Though it's impossible to predict exactly when this will be, I'd like to offer you some insight into what the "experts" are saying.

First it's important to remember that this is a health crisis that hit pause on the economy. Even with the sky high unemployment numbers and all the talk of recession, this is not 2008 on replay and here is some data to support that.

Leading experts & current research indicate the economic impact we'll likely see as a result of the COVID-19 starts with a forecast of US Gross Domestic Product (GDP). When looking at GDP (the measure of our country's economic health), a survey of 3 leading financial institutions shows a projected **sharp decline** followed by a **steep rebound** in the second half of this year. A recent study from *John Burns Consulting* also notes that past pandemics have also created V-Shaped Economic Recoveries and had minimal impact on housing prices. This certainly gives hope and optimism for what is to come as the crisis passes.

With this historical analysis in mind, many business owners are also optimistic for a bright economic return. A recent *PricewaterhouseCoopers* survey shows 66% of surveyed business owners feel their companies will return to normal rhythms within a month of the pandemic passing, & 90% feel they should be back to normal operation in 1-3 months.

From expert financial institutions to business leaders across the country, there is anticipation of a quick return to normal once the current crisis is over. In essence, this won't last forever, and we will get back to growth-mode. We've got this.

The bottom line is that lives and businesses are being impacted by the coronavirus, but experts do see a light at the end of the tunnel.

If I you'd like to chat, please don't hesitate to contact me.

*Geri*



**51 Klondike Ave**  
Open & Airy Springdale Delight!  
4BR, 2.5Bth with Open Floor Plan  
List Price: \$525,000\*



**47 Lawton Ave**  
2020 Lifestyle with 1920's Charm in Springdale features 3BR, 1.5 Bth  
List Price \$549,000\*

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& my website [www.geriguzinski.com](http://www.geriguzinski.com)

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For mortgage rate information or inquiries, call 203-653-5606, or e-mail me at [GeriLG@aol.com](mailto:GeriLG@aol.com).  
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GERI GUZINSKI  
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JUST THE FACTS

YEAR END SUMMARIES

### SINGLE FAMILY HOMES

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio					
2019	757	+4.7%	\$662,340	-1.4%	\$640,401	-1.4%	89	+25.4%	96.7%	-
2018	723	-0.3%	\$671,600	-0.7%	\$649,162	-0.3%	71	-22.0%	96.7%	-0.3%
2017	725	+1.0%	\$676,422	+2.1%	\$651,336	+2.3%	91	-14.2%	97.0%	+1.0%
2016	718	-3.0%	\$662,586	-3.4%	\$636,545	-3.7%	106	+5.0%	96.0%	-0.3%
2015	740	+15.0%	\$685,682	-4.6%	\$660,328	-4.3%	101	+1.0%	96.3%	-1.5%
2014	642	-8.6%	\$718,041	+10.3%	\$689,402	+3.8%	100	+2.0%	97.7%	+1.0%
2013	702	+17.5%	\$692,303	+3.5%	\$664,205	+4.4%	98	-4.9%	96.7%	-
2012	597	+13.5%	\$668,777	-4.1%	\$636,139	-3.5%	103	-2.9%	96.7%	+1.0%
2011	527	-1.5%	\$697,090	-5.8%	\$658,857	-5.3%	106	+1.0%	95.7%	+1.0%
2010	535	+10.0%	\$739,519	+3.5%	\$695,654	+4.5%	105	+3.0%	94%	+1.2%

### 4 Bedroom, 2.5 Bath Colonial on 1-1.5 acres, 2,800-3,000 square feet

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio
2019	2 sold	Average List Price \$734,000	Average Sale Price \$710,000	MT=46 days	
2018	4 sold	Average List Price \$676,500	Average Sale Price \$646,875	MT=102 days	
2017	5 sold	Average List Price \$819,600	Average Sale Price \$790,200	MT=48 days	
2016	5 sold	Average List Price \$753,000	Average Sale Price \$732,200	MT=113 days	
2015	8 sold	Average List Price \$710,725	Average Sale Price \$697,000	MT=119 days	
2014	5 sold	Average List Price \$743,500	Average Sale Price \$743,400	MT=50 days	
2013	4 sold	Average List Price \$760,750	Average Sale Price \$737,125	MT=81 days	
2012	4 sold	Average List Price \$674,475	Average Sale Price \$650,000	MT=101 days	
2011	2 sold	Average List Price \$754,000	Average Sale Price \$737,500	MT=47 days	
2010	3 sold	Average List Price \$689,000	Average Sale Price \$657,833	MT=114 days	

### CONDOMINIUMS

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio					
2019	579	-6.6%	\$340,095	-3.7%	\$329,709	-4.0%	84	+29.2%	96.9%	-0.3%
2018	620	-6.3%	\$353,317	+3.6%	\$343,592	+3.9%	65	-21.7%	97.2%	+0.2%
2017	662	+1.2%	\$340,905	-6.5%	\$330,639	-6.2%	83	-10.8%	97.0%	+0.4%
2016	654	+18.2%	\$364,582	+7.2%	\$352,459	+7.2%	93	+1.0%	96.6%	-
2015	553	-6.3%	\$340,416	-5.9%	\$328,708	-6.4%	92	+2.0%	96.6%	-0.4%
2014	590	+4.2%	\$361,449	+6.8%	\$350,810	+6.8%	90	-16.5%	97.0%	-
2013	566	+27.0%	\$338,410	+0.6%	\$328,564	+2.1%	108	-8.5%	97.0%	+2.1%
2012	445	+12.6%	\$336,377	+2.0%	\$321,630	+2.7%	118	-5.0%	95.0%	+1.0%
2011	395	-2.9%	\$329,978	+7.2%	\$313,201	-8.7%	124	-4.0%	94.0%	-4.0%
2010	405	+6.0%	\$365,425	+2.4%	\$343,079	+1.9%	122	-5.5%	93.9%	-0.3%

### Townhouse with Attached 1 Car Garage, 1,950-2,050 square feet

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio
2019	2 sold	Average List Price \$456,115	Average Sale Price \$451,250	MT=33 days	
2018	2 sold	Average List Price \$512,000	Average Sale Price \$500,000	MT=65 days	
2017	6 sold	Average List Price \$474,317	Average Sale Price \$461,233	MT=83 days	
2016	8 sold	Average List Price \$462,488	Average Sale Price \$456,938	MT=93 days	
2015	1 sold	Average List Price \$489,000	Average Sale Price \$467,000	MT=86 days	
2014	2 sold	Average List Price \$442,000	Average Sale Price \$430,000	MT=147 days	
2013	2 sold	Average List Price \$456,000	Average Sale Price \$441,000	MT= 53 days	
2012	2 sold	Average List Price \$419,900	Average Sale Price \$418,000	MT=256 days*	
2011	4 sold	Average List Price \$441,175	Average Sale Price \$425,000	MT=98 days*	
2010	5 sold	Average List Price \$473,720	Average Sale Price \$456,000	MT=140 days	

\*These were new construction

### RENTALS\*

Year	# Sold	Average List Price	Average Rent Price	Market Time	L/S Ratio					
2019	1304	-4.8%	\$2,431	-1.4%	\$2,398	-1.4%	45	+2.3%	98.6%	-
2018	1370	+6.9%	\$2,466	+3.8%	\$2,431	+3.6%	44	-4.3%	98.6%	-0.4%
2017	1281	+10.9%	\$2,376	-4.5%	\$2,347	-4.5%	46	-2.1%	99.0%	+0.2%
2016	1155	-3.1%	\$2,488	+7.2%	\$2,457	+7.2%	47	-	98.8%	-
2015	1193	-1.6%	\$2,319	-1.2%	\$2,292	-0.6%	47	-2.1%	98.8%	-0.3%

\*These rentals do not include Harbor Point, newly constructed high rise buildings