



1/19

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*

8 Sutton Pl	3BR	1.0Bth	Rnch	419,000*
8 Willard Terr	3BR	1.5Bth	Col	479,000*
161 Fifth St	3BR	3.0Bth	Cntp	499,000*
486 Hope St	3BR	2.5Bth	Col	539,000*
66 Knox Rd	3BR	2.0Bth	Cape	545,000
158 Prudence Dr	4BR	2.0Bth	RR	579,000*
85 Rachelle Ave	3BR	2.0Bth	Col	589,000*
1175 Stillwater Rd	3BR	3.0Bth	Cape	639,000
54 Ethan Allen Ln	5BR	3.5Bth	Rnch	659,000*
36 Nutmeg Ln	3BR	2.5Bth	Split	675,000
20 Bellmere Ave	4BR	2.5Bth	Cape	720,000
9 Dundee Rd	4BR	3.0Bth	Split	739,000*
300 Haviland Rd	4BR	2.5Bth	Col	820,000
85 Davenport Farm Ln E	3BR	3.5Bth	Col	850,000*
165 Edward Pl	4BR	3.5Bth	Col	929,000
192 Lynam Rd	5BR	3.5Bth	Col	949,000*
129 Knobloch Ln	5BR	3.0Bth	Cape/cntp	1,195,000
180 Hunting Ridge Rd	6BR	6.5Bth	Col/Cntp	1,495,000
1404 Shippan Ave	8BR	9/2Bth	Col	1,850,000
76 Wallacks Dr	5BR	4.5Bth	Col/Antq	2,995,000*
367 Ocean Dr W	7BR	5.5Bth	Col/Med	4,200,000*

What's Sold (04/01/20 - 07/27/20)

				List Price	Sale Price
47 Young Dixon Way	4BR	2.0Bth	Cape	299,000	245,000
16 Summit Pl	3BR	1.5Bth	Rnch	365,000	360,000
83 Center St	2BR	1.5Bth	Cape/Col	419,000	395,000
130 Toms Rd	3BR	1.5Bth	Col	430,000	410,000
1123 Stillwater Rd	3BR	1.5Bth	Col	450,000	450,000
83 Wire Mill Rd	3BR	2.0Bth	Rnch	509,000	485,000
124 Alton Rd	3BR	2.0Bth	Col	539,500	520,000
47 Lawton Ave	3BR	1.5Bth	Col	549,000	545,000
51 Klondike Ave	4BR	2.5Bth	RR	525,000	550,000
146 Shadow Ridge Rd	4BR	3.0Bth	Rnch	595,000	595,000
21 Hubbard Ct	4BR	2.0Bth	Col	630,000	605,000
46 Briar Brae Rd	4BR	2.5Bth	Col	625,000	621,000
1441 Shippan Ave	4BR	3.0Bth	Split	674,000	645,000
244 Shelter Rock Rd	5BR	4.0Bth	Rnch	639,000	675,000
228 Sawmill Rd	4BR	3.5Bth	Rnch	672,500	682,550
4 Camelot Ct	4BR	3.5Bth	Cape	699,000	705,000
29 Middle Ridge Rd	4BR	2.5Bth	Col	759,000	754,000
358 Wildwood Rd	4BR	2.5Bth	Col	789,000	777,500
623 Westover Rd	4BR	4/2Bth	Col/Cntp	895,000	845,000
25 Settlers Trl	4BR	3.5Bth	Col	999,000	925,000
33 Nutmeg Ln	5BR	4.0Bth	Cntp	998,000	990,000
330 Hycliff Terr	5BR	3.5Bth	Col	1,150,000	1,120,000
71 Boulderol Rd	4BR	3.0Bth	Rnch	1,550,000	1,560,000
28 Flying Cloud Rd	3BR	4.5Bth	Col	2,399,000	2,300,000
70 Gurley Rd	7BR	7/2Bth	Col	3,995,000	3,775,000

It's a Heat Wave

The July temperatures are in the 90's and the real estate market is on fire!

Honestly, real estate has been hot-hot-hot since January with few signs of slowing down. I believe there are a number of reasons.

*The beginning of the year, with its lower inventory levels, low interest rates and people ready to make a change is normal.

*We didn't have the regular build-up of residential listings that usually starts in March and lasts through May/June due to COVID-19

*Demand has steadily outpaced supply.

Couple low inventory with increased demand from people wanting to escape urban living - looking for more "elbow room" and a "staycation" lifestyle - and it's only natural for Stamford and lower Fairfield to attract buyers' attention.

With all this wonderful activity there are some things to keep in mind. The most important is that we are not following the "normal" laws of supply and demand which would lead to higher prices. Buyers are extremely price sensitive and strategic pricing is more important than ever. Even a small deviation from what the buyers feel is an accurate price can lead to little or no interest. Case in point, as of mid-July more than 10% of both current active single family homes and condos have taken price reductions.

Another key point is the importance of great photos and what it takes to achieve them. With health & safety concerns paramount, showings have greater restrictions. Buyers are paying close attention to online presentation. Some advance prep work in terms of staging and photo-styling tends to lead to the best results

The bottom line is that with sound guidance on pricing and staging - this is a wonderful time to sell, with many properties experiencing multiple offers.

If you're curious where you fit in today's market, or would like to discuss the market in more detail, please don't hesitate to contact me.

Geri



11 Klondike Ave

Truly delightful Springdale Ranch! 3BR & 2Bth with fresh paint & many updates
List Price: \$500,000

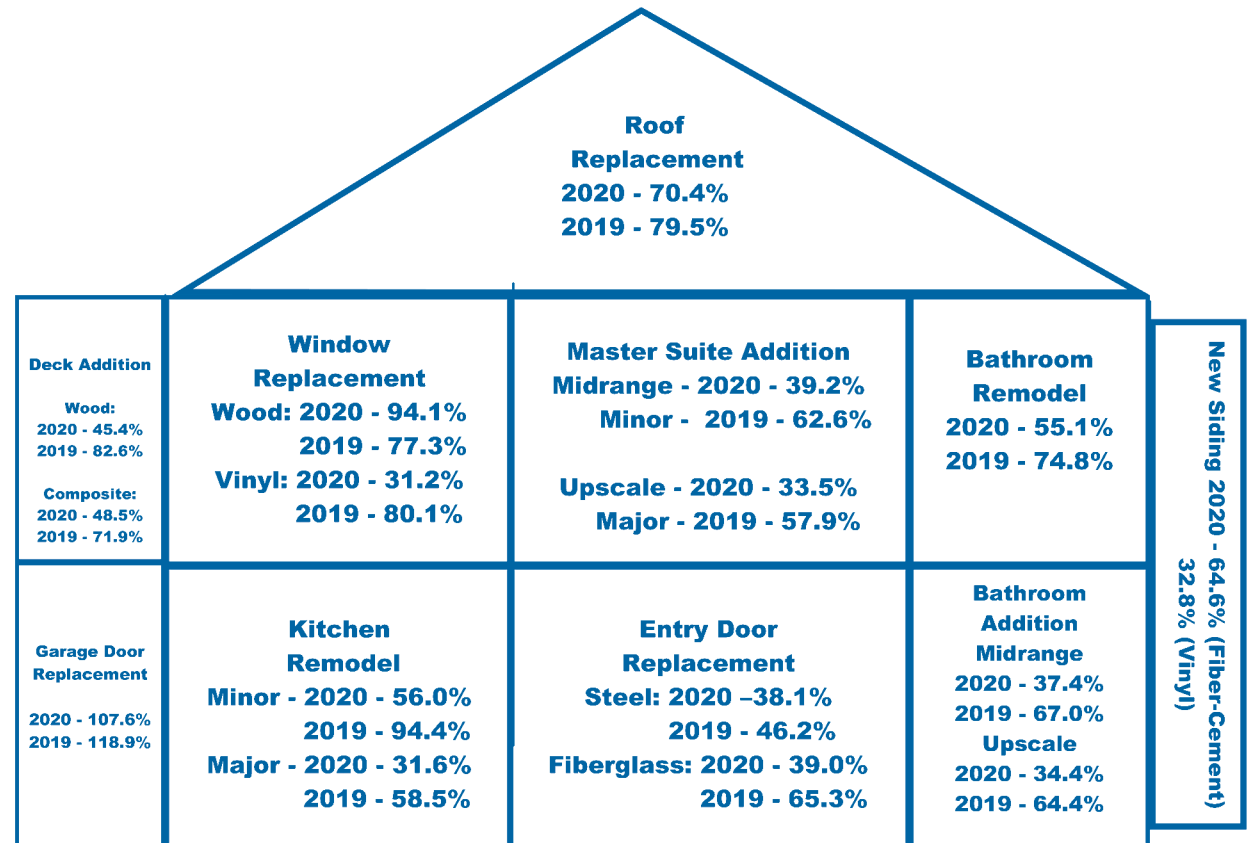


44 Simsbury Rd

Easy one level living on Newfield Cul-De-Sac offers spacious 3BR & 2.5Bth
*List Price \$575,000**

Top 10 Remodeling Projects

These percentages represent the return on investment for each project



Source: © 2020 Hanley Wood Media Inc. Complete data from the Remodeling 2020 Cost vs. Value Report can be downloaded free at www.costvsvalue.com
These figures represent Bridgeport CT Area averages. Remember, each geographical area has its own particular rate of return.

Check me out on facebook at facebook.com/StamfordHomesandLifestyles
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Real-Talk is published exclusively by Geri Guzinski.

For mortgage rate information or inquiries, call 203-653-5606, or e-mail me at GeriLG@aol.com.

Note: If your home is listed for sale, this is not intended as a solicitation of that listing.

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