



# 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

54 W North St #218	2BR	1.0Bth	Rnch	170,000 *
51 Schuyler Ave #2B	1BR	1.0Bth	Hi-Rise	215,000
71 Strawberry Hill Ave #1114	2BR	1.0Bth	Hi-Rise	239,999
104 Sylvan Knoll Rd	2BR	1.0Bth	Tnhse	250,000 *
255 Strawberry Hill Ave #B9	2BR	2.0Bth	Rnch	325,000 *
25 Forest St #4H	1BR	2.0Bth	Hi-Rise	365,000
2437 Bedford St #A16	1BR	1.5Bth	Tnhse	389,000 *
101 Grove St #10	2BR	2.5Bth	Tnhse	419,000
935 Shippan Ave #5	2BR	2.5Bth	Tnhse	449,000 *
43 Harbor Dr #210	2BR	2.0Bth	Rnch	484,900 *
596 Glenbrook Rd #19	2BR	1.5Bth	Clstr	550,000
39 Maple Tree Ave #19	3BR	2/2Bth	Tnhse	569,000
1 Broad St #17E	2BR	2.5Bth	Hi-Rise	650,000
95 Intervale Rd #53	3BR	2.5Bth	Clstr	750,000
1 Broad St #PH25A	3BR	3.5Bth	Hi-Rise	939,900

## What's Sold (05/01/21 - 08/31/21)

				List Price	Sale Price
53 Prospect St #503	0BR	1.0Bth	Hi-Rise	124,900	121,500
50 North St #107	1BR	1.0Bth	Rnch	149,700	151,000
637 Cove Rd #A20	1BR	1.0Bth	Rnch	195,000	180,000
71 Strawberry Hill Ave #706	1BR	1.0Bth	Hi-Rise	229,900	220,000
269 Sylvan Knoll	2BR	1.0Bth	Tnhse	245,000	245,000
124 Summer St #3C	2BR	1.0Bth	Rnch	250,000	247,500
668 Glenbrook Rd #4	1BR	1.5Bth	Rnch	299,000	290,000
700 Summer St #1A	2BR	1.0Bth	Rnch	319,000	305,000
154 Cold Spring Rd #4	3BR	2.0Bth	Mid-Rise	319,000	326,000
168 Belltown Rd #26	2BR	1.5Bth	Tnhse	355,000	355,000
217 Bidge St #F5	2BR	2.0Bth	Tnhse	369,000	380,000
59 Woodway Rd #1	3BR	1.5Bth	Tnhse	395,000	400,000
79 Harbor Dr #314	2BR	2.0Bth	Tnhse	465,000	450,000
668 Glenbrook Rd #36	2BR	2.5Bth	Tnhse	469,500	465,500
143 Hoyt St #L7	2BR	2.0Bth	Rnch	499,000	485,000
2539 Bedford St #37B	2BR	3.5Bth	Tnhse	505,000	525,000
1707 Summer St #4	3BR	3.5Bth	Tnhse	539,900	532,500
7 Mead St #B	3BR	2.5Bth	Clstr	539,000	570,000
95 Intervale Rd #34	3BR	2.5Bth	Clstr	624,500	595,000
168 Colonial Rd #10	3BR	2.5Bth	Clstr	605,000	625,000
65 Seaside Ave #5	4BR	3.5Bth	Tnhse	655,000	660,000
61 Seaview Ave #14	3BR	2.5Bth	Tnhse	689,900	690,000
123 Harbor Dr #401	2BR	2.0Bth	Tnhse	725,000	725,000
154 Pepper Ridge Rd #14	3BR	3.5Bth	Clstr	989,000	968,000
77 Havemeyer Ln #77	3BR	3.5Bth	Tnhse	999,000	1,020,000
1 Broad St #PHD4	3BR	3.5Bth	Hi-Rise	2,050,000	1,705,000

Properties above are not necessarily listed or sold by William Raveis Real Estate or Geri Guzinski

## Why Today's Real Estate Market is Anything BUT Normal

Today's market is a minefield of contradictions. We've experienced a frenetic pace of home sales & offers since the end of lockdown. It's been a high stress environment, to say the least! While the market is still extremely vibrant as demand remains strong, the housing supply is slowly returning.

What is "normal"? According to Oxford Language: conforming to a standard; usual, typical, or expected. We are not there yet, which is wonderful news if you're considering selling your home. Mortgage rates remain low, price appreciation continues, housing inventory is less than "normal", buyers are out there (buyers that felt the pressure to move to the suburbs may have already done so), and generally, it takes less time to sell. However, there are some misguided thought processes which can sabotage your success, even in this atypical market.

**Myth #1-It doesn't matter what kind of condition your home is in.** Nothing could be further from the truth, especially if you're hoping to get top dollar. It is still extremely important to present your home in the best possible condition. So yes, that coat of paint we recommend will be an important investment on your road to success.

**Myth #2-You can price your home as high as you want.** Prices have gone up but that doesn't mean you can list your home unreasonably and expect it to sell. Buyers are still price sensitive if your pricing doesn't make sense to their perception of value, they will wait or worse, walk away. There's also a good possibility you will get less than if you had priced in line with the market from the beginning.

**Myth #3-You don't need to market your home.** This is just not true. There are buyers out there but it's important that you get in front of them. Whether it's professional pictures on the right website/social media or educating potential buyers on amenities of both your home and your location, information is golden and is what gets buyers in the door.

Let's sit down and chat – whether this Fall or 2022 is the year you're ready to move, it's never too early or too late to make a plan!

Geri

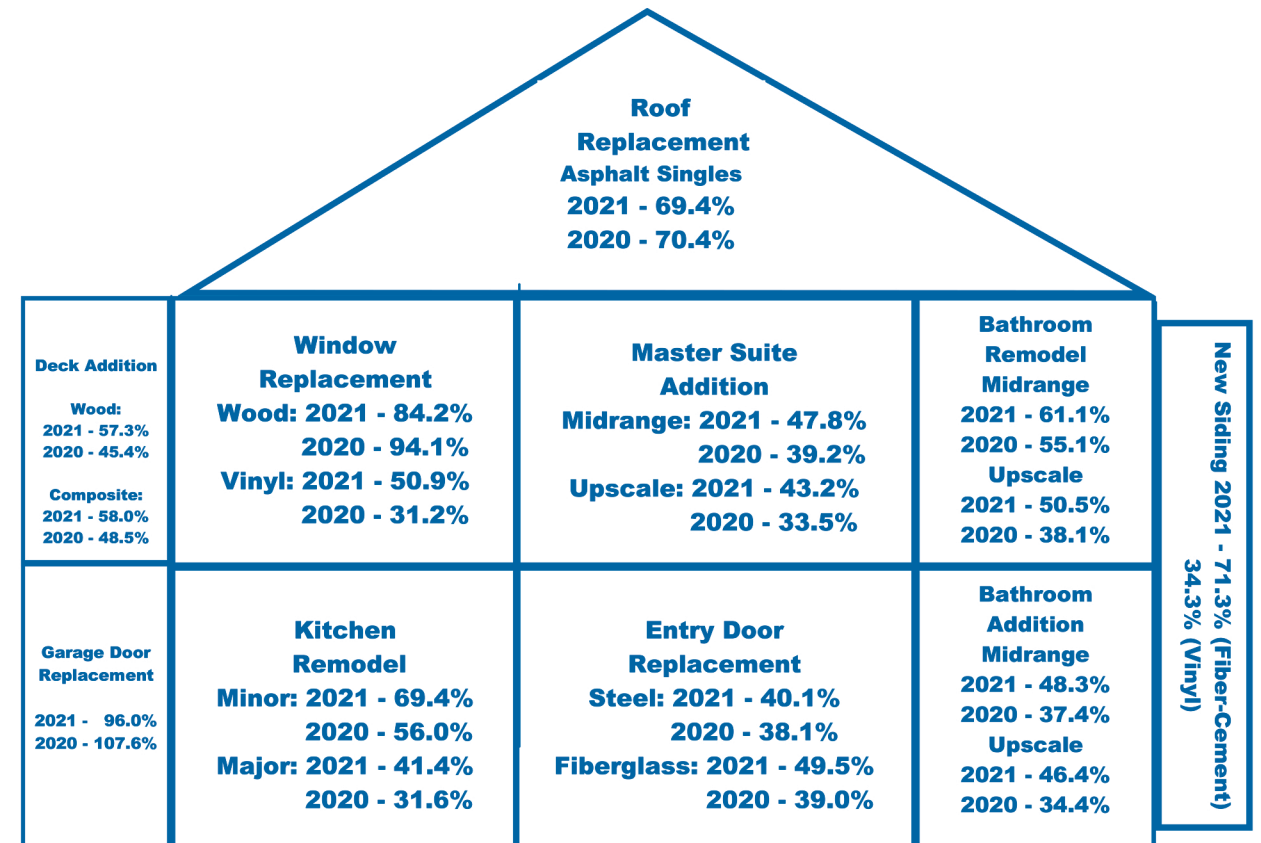


202 Soundview Ave., #49

Desirable end unit 2 Bedroom, 2 Bath tri-level townhome just steps from the beach! Hardwood floors, Fireplace and walkout lower level.  
 List & Sale Price \$425,000

# Top 10 Remodeling Projects

These percentages represent the return on investment for each project



Source: © 2021 Zonda Media Inc. Complete data from the Remodeling 2021 Cost vs. Value Report can be downloaded free at [www.costvsvalue.com](http://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 @GeriGuzinskiRealtyGroup, Instagram @geriguz & my website [GeriGuzinski.com](http://GeriGuzinski.com)

Real-Talk is published exclusively by Geri Guzinski.

For mortgage rate information or inquiries, call 203-536-2232, or e-mail me at [GeriLG@aol.com](mailto: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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