



# Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS  
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1/19

## What's On The Market

\*Accepted Offer

207 Cold Spring Rd	2BR	1.5Bth	Col	419,900
90 Shadow Ridge Rd	4BR	2.0Bth	Col	499,000
596 Glenbrook Rd #19	2BR	1.5Bth	Col	550,000
35 Donata Ln	4BR	2.0Bth	RR	559,000 *
93 Harvest Hill Ln	3BR	2.5Bth	Split	574,900 *
47 Old Orchard Ln	3BR	2/2Bth	Split	625,000 *
11 Dundee Rd	4BR	3.5Bth	Col/Cape	649,000 *
116 Pinewood Rd	5BR	3.0Bth	Col	674,900 *
83 Maltbie Ave	3BR	2.5Bth	Rnch	720,000 *
133 Country Club Rd	5BR	3.5Bth	Rnch	749,000
26 Dancy Dr	3BR	2.5Bth	RR	799,000 *
16 Woodley Rd	4BR	3.5Bth	Col	899,000 *
19 Northwood Ln	4BR	3.5Bth	Cntp	939,000
120 Brookhollow Ln	5BR	4/2Bth	Col	1,225,000 *
53 Cogswell Ln	5BR	4.5Bth	Cntp	1,780,000
199 Van Rensselaer Ave	7BR	4/2Bth	Col	2,199,000
241 Fairview Ave	5BR	4/2Bth	Col	3,900,000 *

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

				List Price	Sale Price
37 Arthur Pl	4BR	2.0Bth	Cape	355,000	335,000
27 McClean Ave	2BR	1.0Bth	Rnch	415,000	424,000
50 Kane Ave	2BR	1.5Bth	Cape	475,000	475,000
11 Willowbrook Ave	3BR	2.5Bth	Col	485,000	492,500
41 Snow Crystal Ln	4BR	2.0Bth	Col	539,000	535,000
44 Bon Air Ave	3BR	1.5Bth	Col	535,000	555,000
27 Wilder Rd S	3BR	1.5Bth	Rnch	549,000	585,000
106 Mathews St	3BR	2.0Bth	Cape	569,000	610,000
84 Brook Run Ln	3BR	2.5Bth	Split	625,000	640,000
22 Glendale Cir	3BR	2.5Bth	Col	600,000	655,000
321 Westwood Rd	4BR	2.0Bth	RR	659,000	685,000
43 Kensington Rd	3BR	2.5Bth	Col	689,000	720,000
121 5th St	3BR	2/2Bth	Tudor	670,000	730,000
104 Highline Trl	5BR	3.5Bth	Col	739,000	775,000
12 Urban St	3BR	3.0Bth	Cntp	759,000	786,000
115 Dogwood Ct	4BR	2.5Bth	Col	775,000	816,000
309 Cedar Wood Rd	4BR	3.5Bth	Col	825,000	840,000
30 Brodwood Dr	4BR	4.0Bth	Rnch	799,000	865,000
54 Valley View Dr	4BR	2.5Bth	Col/Cntp	829,000	918,000
51 Vincent Ave	4BR	3.5Bth	Col	895,000	966,000
36 Talmadge Ln	5BR	3.5Bth	Col	975,000	1,000,000
41 Walnut Ridge Ct	5BR	4.5Bth	Col	1,149,000	1,149,000
51 W Rock Trl	5BR	4.5Bth	Col	1,250,000	1,300,000
339 Stamford Ave	5BR	3/2Bth	Col	1,395,000	1,400,000
29 Old Wagon Rd	6BR	5.5Bth	Col	1,649,000	1,685,000
536 Roxbury Rd	6BR	7.5Bth	Col	1,995,000	1,900,000
61 Bayberrie Dr	4BR	4/2Bth	Rnch	2,495,000	2,375,000
128 Cummings Point Rd	4BR	4.5Bth	Cntp	3,495,000	4,025,000

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

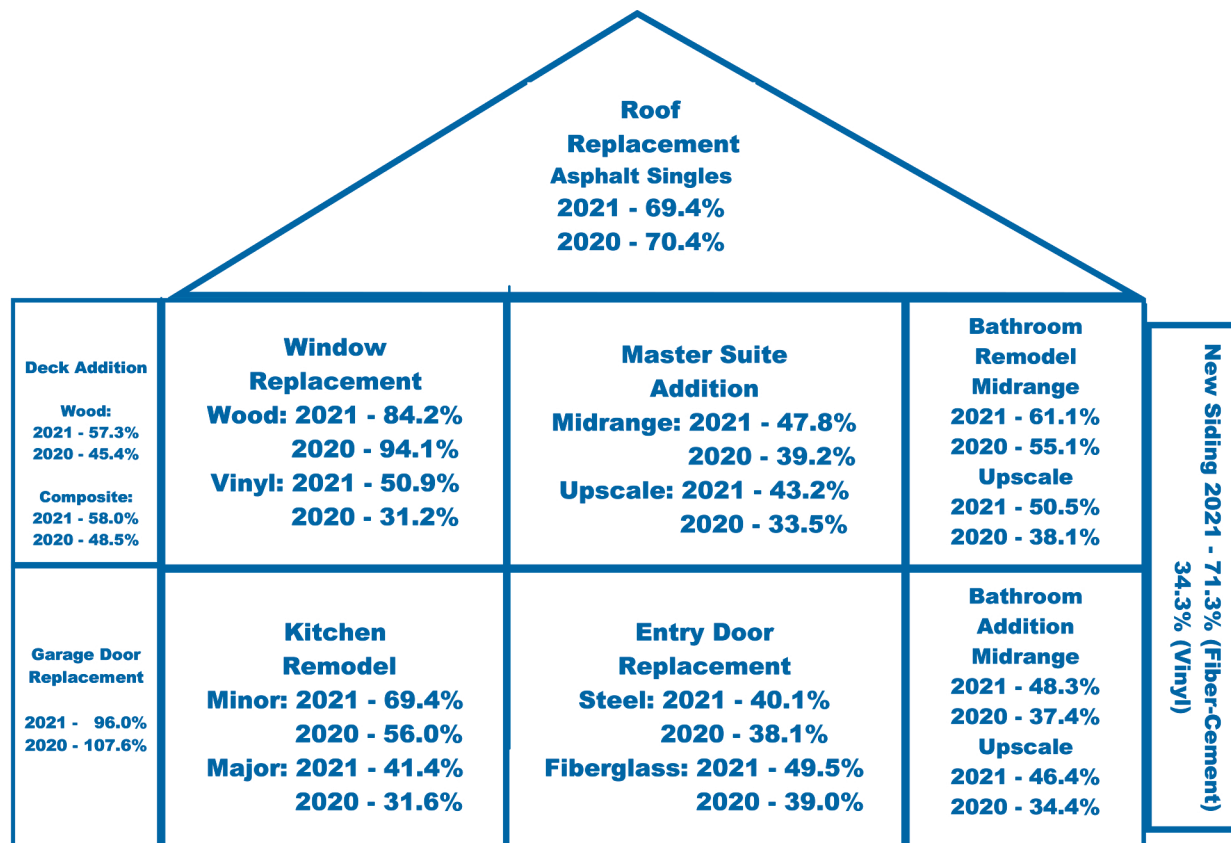


132 MacGregor Dr

Versatile 5 Bedroom, 3 renovated Bath Cape with gorgeous Eat-In Kitchen and wonderfully landscaped pool setting in desirable Westover.  
List Price \$895,000\* Market Time 3 Days

# 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.

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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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