



Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS
203.536.2232 • GeriGuzinski.com • GuzinskiTeam@gmail.com
Facebook: The Guzinski Team • Instagram: geriguz

What's On The Market

**Accepted Offer*

21 Standish Rd #1	1BR	1.0Bth	Rnch	125,000*
154 Cold Spring Rd #52	1BR	1.0Bth	Rnch	279,000
25 Forest St #10C	1BR	1.0Bth	Hi-Rise	330,000*
146 Cold Spring Rd #13	2BR	1.5Bth	Tnhse	369,000*
253 Bridge St #253	2BR	2.0Bth	Tnhse	395,000
43 Harbor Dr #406	1BR	1.5Bth	Rnch	419,000*
1 Broad St #11C	1BR	1.5Bth	Hi-Rise	439,000
118 Grove St #3	2BR	2.5Bth	Tnhse	489,000
109 Forest St #12	3BR	2.5Bth	Tnhse	549,000*
180 Turn Of River Rd #9B	2BR	2.5Bth	Tnhse	650,000*
77 Havemeyer Ln #308	3BR	2.5Bth	Apt	1,050,000*

What's Sold (5/24/22 - 10/11/22)

				List Price	Sale Price
54 North St W	0BR	1.0Bth	Rnch	95,000	90,000
27 Northill St #1V	1BR	1.0Bth	Mid-Rise	159,000	159,000
700 Summer St #2E	1BR	1.0Bth	Rnch	175,000	190,000
637 Cove Rd #B15	1BR	1.0Bth	Rnch	197,900	210,000
91 Strawberry Hill Ave #337	1BR	1.0Bth	Rnch	199,900	227,500
114 Summer St #3A	1BR	1.0Bth	Rnch	215,000	225,000
44 Pleasant St #27	1BR	1.0Bth	Tnhse	239,000	251,000
239 Sylvan Knoll Rd	2BR	1.0Bth	Tnhse	258,000	270,000
444 Bedford St #7R	2BR	1.0Bth	Hi-Rise	290,000	300,000
291 Hope St #A10	1BR	1.0Bth	Rnch	299,900	320,000
146 Cold Spring Rd #3	2BR	1.5Bth	Tnhse	329,000	340,000
455 Hope St #3I	2BR	2.0Bth	Tnhse	360,000	397,000
197 Bridge St #4	2BR	1.0Bth	Rnch	375,000	393,000
52 Lindstrom Rd #52	2BR	1.5Bth	Tnhse	385,000	419,380
168 Belltown Rd #19	2BR	1.5Bth	Tnhse	425,000	410,000
202 Soundview Ave #52	3BR	2.5Bth	Tnhse	448,000	448,000
85 Camp Ave #10J	2BR	1.5Bth	Tnhse	475,000	470,000
668 Glenbrook Rd #34	2BR	2.5Bth	Tnhse	485,000	494,500
237 Strawberry Hill Ave #30	3BR	2.5Bth	Tnhse	500,000	525,000
143 Hoyt St #7J	2BR	2.5Bth	Mid-Rise	525,000	600,000
2539 Bedford St #36F	2BR	3.5Bth	Tnhse	550,000	608,500
7 Mead St #A	3BR	3.5Bth	Clstr	559,000	640,000
160 Glenbrook Rd #3C	3BR	3.5Bth	Tnhse	599,000	595,000
115 Colonial Rd #32	3BR	3.5Bth	Tnhse	665,000	700,000
1 Shore Rd #9	3BR	2.0Bth	Clstr	685,000	690,000
88 Maple Tree Ave #H	3BR	3/2Bth	Tnhse	729,000	737,000
123 Harbor Dr #709	3BR	3.0Bth	Tnhse	835,000	835,000
1 Broad St #PH28A	3BR	3.5Bth	Hi-Rise	875,000	875,000
77 Havemeyer Ln #66	3BR	4.5Bth	Tnhse	1,390,000	1,475,000
87 Clubhouse Dr	3BR	4.5Bth	Clstr	1,450,000	1,450,000

It's Not What You Think!

You may be thinking that things are a lot worse than they actually are. Let's take a look...

First, and most importantly, you need to know that ALL real estate is local. What you hear on the nightly news often reflects a generalized, national market. The thing is – what happens in Stamford, CT is very different from San Francisco, CA where they've experienced some of the biggest drops in home values since their 2022 highs.

So what about us? I think the best way to explain our current market is by telling you the story of what happened this month with two of the homes I listed.

For the first home, the property owners called to set up our initial consultation and after walking through their home we discussed their goals and their time table. We put together a plan that would enhance their sale without breaking the bank. After I came back with their pricing outlook and signed paperwork we got busy. First the stager (which is a complimentary consultation) came and verified what should be done –including some painting, minor repairs, editing out of furniture and personal items and then having the stager add in some items to enhance the pictures and the showing experience. The original plan was to go on the market for sale in early 2023, but their time table moved up. Because we had started early we were ready! Within a week we had pictures taken, brochures made, the listing uploaded and were ready for our debut. They listened to all the suggestions, including pricing, which resulted in 25 showings over the 1st weekend, 7 offers and ultimately an over asking accepted offer. Two weeks later with a different home we had a similar experience. They did the work we asked of them, listed the house on a Thursday, had 18 showings over the weekend which resulted in 3 cash offers and an accepted offer over asking.

See the other side of this newsletter for a more in-depth look at what's going on, but if you think the time for you to make a move is approaching, it's never too early to start!

Pricing and presentation are the key to success, and the market is still extremely busy! We're here to guide you to the best outcome! Let's chat and make a plan!

Geri



1 Strawberry Hill Avenue #3C

Spacious 2 Bedroom/2 Bath condo in doorman building with wonderful amenities in the heart of town
List Price \$360,000 Sale Price: \$360,800



241 Hamilton Avenue #13

This garden level condo nestled in a park-like setting features open floor plan with 1 Bedroom/1 Bath
List Price \$265,000 Sale Price: \$265,000

Why It's Still a Good Time to Sell Your Home in 2022

Demand Is Strong

Though the demand that we saw during the height of the pandemic has backed off a bit, don't be fooled. There are still buyers out there searching for a new place to call home and are ready to make an offer. Not only are we seeing buyers continue to migrate from New York, locals are starting to look to see what's out there.

There Is Less Competition

We are so low on available inventory in the housing market, it's scary! Though we saw a slight uptick in listings during the summer, we are currently extremely low on available housing for sale.

As of the writing of this article there are under 100 single family homes available for sale in Stamford and about 80 condos. This is way below the "normal" housing market where we have an inventory of 300-400 single family and the same for condos. This means there are not enough homes for sale to satisfy the number of buyers in the market. This is great news for home sellers, but with a caveat – you must price your home correctly, this is not an invitation to raise your price expectations. We are seeing price reductions for properties that have tried to test out higher pricing. This usually leads to longer market times and ultimately, a lower sales price than if you start off where buyers' expectations are.

Other Things to Keep In Mind

It's also important to keep in mind that home selling is not an immediate process. Though well priced homes sell quickly, this doesn't account for the time it takes to prepare the house, prepare your schedule, and sign with your agent.

Is It Time to Make a Move

Look at the reason you decided to sell in the first place and determine whether it is worth waiting. Is it to be closer to family? Health reasons? Need more room, or maybe less space? The freedom to go on with your life the way you think you should?

Only you know the answers to the questions above. You have the power to take control. Perhaps the time has come for you and your family to move on and start living the life you desire, after all that is what is truly important.

With interest rates inching up, inflation holding its own and the "R" word poking its ugly head up, one of the frequent questions out there is: "Is it still a good market for sellers?" Let's take a look.

Right now, the market is still good for sellers, but rates could rise again and appreciation has slowed, though not stalled. You don't want to realize that the market has started shifting to a buyer's market and then decide to sell your home. By then, it'll be too late - everyone will have the same idea, pushing the market further to the buyer's favor.

It's been a huge seller's market and the market is continuing to shift to a more balanced market - so the earlier you can sell, most likely the more you're going to get. If you can sell now, you should consider it.

Why did some home sellers hold on to their homes when the real estate market was red hot. It seems some were worried about the struggles they would face as a buyer while other times, sellers were holding out for even higher priced market.

It's probably not a great idea to wait if you are ready – you don't want to get caught in a situation where the market has shifted because everyone else had the same idea. Although sellers are still getting good prices for their homes, the crazy 20-offer situations that would get sellers 30% over asking are very rare.

It's not a good idea to try to play the market, especially since even seasoned real estate experts can't predict what the playing field will look like several months, or even weeks from now. If you need to sell your home because it no longer suits your needs - whether it's too small, too long of a commute, etc. - then now is the time to switch things up.

On Average 14,767 Homes Sold Yesterday in the US ...
Did You Want To Be One of Them?

Contact me today to find out your home's value in today's real estate market.

Check me out on Facebook [The Guzinski Team](#), Instagram [geriguz](#) & my website [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 [GuzinskiTeam@gmail.com](#)

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

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