



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

80 Strawberry Hill Ave #1	1BR	1.0Bth	Rnch	159,000*
2475 Summer St #3H	1BR	1.0Bth	Rnch	205,000*
637 Cove Rd #B10	1BR	1.0Bth	Rnch	228,500*
54 W North St #114	3BR	2.0Bth	Rnch	235,000*
91 Strawberry Hill Ave #531	2BR	1.0Bth	Hi-Rise	256,000*
190 Sylvan Knoll Rd	2BR	1.0Bth	Tnhse	280,000*
7 4TH St #5H	2BR	1.0Bth	Rnch	309,000*
65 Glenbrook Rd #10A	2BR	2.0Bth	Rnch	320,000*
143 Hoyt St #4G	1BR	1.0Bth	Mid-Rise	325,000*
127 Greyrock Pl #1401	1BR	1.0Bth	Hi-Rise	329,000*
63 Maple Tree Ave #D	2BR	1.5Bth	Tnhse	349,000
240 Wardwell St #22	2BR	1.5Bth	Tnhse	349,000*
243 Bridge St #243	2BR	2.0Bth	Tnhse	409,000*
100 Hope St #3	2BR	3.0Bth	Tnhse	420,000*
1 Broad St #11C	1BR	1.5Bth	Hi-Rise	439,000
25 Adams Ave #305	2BR	2.0Bth	Rnch	439,000*
455 Hope St #4B	2BR	2.0Bth	Tnhse	450,000
2435 Bedford St #16B	2BR	2.5Bth	Tnhse	575,000*
150 Forest St #150	2BR	2.5Bth	Tnhse	619,900*
20 third	3BR	2.5Bth	Tnhse	685,000
1 Broad St #14A	3BR	3.5Bth	Hi-Rise	775,000
77 Havemeyer Ln #2	3BR	3.5Bth	Tnhse	1,100,000*
18 River Oaks Dr #18	3BR	4.5Bth	Clstr	1,495,000*
1 Broad St #20F&G	3BR	3.5Bth	Apt	1,550,000

What's Sold (1/1/23 - 2/15/23)

				List Price	Sale Price
99 Prospect St #3L	0BR	1.0Bth	Hi-Rise	159,000	160,000
27 Northhill St #5M	1BR	1.0Bth	Hi-Rise	185,000	185,000
970 Hope St #3A	1BR	1.0Bth	Apt	230,000	230,000
71 Strawberry Hill Ave #1114	2BR	1.0Bth	Hi-Rise	239,999	245,000
134 Woodside Green #3B	2BR	1.0Bth	Mid-Rise	260,000	270,000
284 Hubbard Ave #2	1BR	1.0Bth	Rnch	290,000	296,000
1309 Hope St #B4	2BR	1.0Bth	Other	319,000	319,000
154 Cold Spring Rd #6	2BR	1.5Bth	Rnch	325,000	325,000
1 Strawberry Hill Ct #4A	2BR	2.0Bth	Apt	375,000	370,000
2700 Bedford St #1	2BR	2.5Bth	Tnhse	439,000	439,000
27 Lindstrom Rd #4A	2BR	2.5Bth	Tnhse	485,000	489,000
105 Harbor Dr #102	2BR	2.0Bth	Tnhse	585,000	575,000
164 Forest St #164	2BR	2.5Bth	Tnhse	599,000	600,000
320 Strawberry Hill Ave #34	2BR	2.5Bth	Tnhse	649,000	675,000
25 Forest St #14G	3BR	3.0Bth	Hi-Rise	799,000	800,000
77 Havemeyer Ln #102	3BR	3.5Bth	Tnhse	1,000,000	1,100,000
46 Waterview Way #46	3BR	4.5Bth	Clstr	1,500,000	1,450,000
1 Broad St #PHD1	3BR	3.5Bth	Hi-Rise	1,995,000	1,950,000

Lions & Tigers & Bears - Oh My!

Just like the Yellow Brick Road in the Wizard of Oz, our real estate market has faced many twists & turns over the last few years (but . . . thankfully: no flying monkeys . . . yet). You'll see on the back page how 2022 ended the year. Here are some observations as we start the 2023 market.

Our low inventory environment is the reason that sales are down: less to sell = fewer sales. Additionally, fewer homes to sell is due to fewer homes coming on the market – listings are down 13% for January year over year.

But there is some good news: January saw a shift in the Connecticut market, where contracts for the month improved versus January a year ago. Because the pace of contracts is a leading indicator for the housing market, we are optimistic that the substantial sales declines we have seen recently will reverse course in the near future. We are still witnessing elevated buyer demand, particularly out of New York City.

The news on the interest rate front is also starting to look up as forecasts for interest rate hikes start to soften. Overall, it continues to be a great time to be a seller!

Pricing and presentation continue to be the absolute 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



118 Grove Street, #3
Cambridge Court - Freshly painted 2 Bedroom,
2.5 Bath Townhouse in the heart of downtown
List Price \$456,000*



39 Highland Road
Forest Mews – Desirable 2 Bedroom, 2.5Bath Townhouse
in fabulous, sought-after Downtown Complex
List Price \$469,000 Sale Price \$484,000 Market Time 3 Days

SINGLE FAMILY HOMES

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio	
2022	777	-22.0%	\$881,751 +3.7%	\$878,354 +5.4%	46 -23.4%	103.0% +1.9%
2021	996	+5.4%	\$830,627 +12.7%	\$832,735 +15.5%	60 -29.0%	101.0% +3.0%
2020	942	+24.4%	\$736,833 +11.3%	\$721,283 +12.6%	84 -5.9%	98.0% +1.4%
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%

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

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio
2022	5 sold	Average List Price \$878,200	Average Sale Price \$884,800	MT= 87 days	
2021	6 sold	Average List Price \$799,250	Average Sale Price \$794,833	MT= 29 days	
2020	7 sold	Average List Price \$819,271	Average Sale Price \$808,357	MT= 94 days	
2019	2 sold	Average List Price \$734,000	Average Sale Price \$710,000	MT= 48 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	6 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 \$650,500	MT=101 days	
2011	2 sold	Average List Price \$754,000	Average Sale Price \$737,500	MT= 47 days	

CONDOMINIUMS

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio	
2022	775	-17.7%	\$368,385 +2.6%	\$371,457 +4.6%	46 -37.2%	101.0% +2.0%
2021	941	+42.0%	\$359,221 -4.0%	\$355,100 -2.0%	72 -15.0%	99.0% +2.0%
2020	663	+14.5%	\$372,035 +9.4%	\$362,576 +9.9%	85 +1.1%	97.0% -
2019	579	-6.8%	\$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%	\$329,976 +7.2%	\$313,201 -8.7%	124 -4.0%	94.0% -4.0%

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
2022	9 sold	Average List Price \$487,433	Average Sale Price \$491,444	MT= 33 days	
2021	9 sold	Average List Price \$446,211	Average Sale Price \$445,867	MT= 79 days	
2020	8 sold	Average List Price \$486,800	Average Sale Price \$469,800	MT=213 days	
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*	

*These were new construction

RENTALS*

Year	# Sold	Average List Price	Average Rent Price	Market Time	L/S Ratio	
2022	1004	-31.5%	\$2,912 +11.8%	\$2,915 +11.7%	27 days -25.0%	100.0% -
2021	1464	-2.3%	\$2,804 +0.2%	\$2,610 +0.4%	36 days -20.0%	100.0% -
2020	1498	+14.9%	\$2,597 +6.8%	\$2,600 +8.4%	45 days -	100.0% +1.4%
2019	1304	-4.8%	\$2,431 -1.4%	\$2,398 -1.4%	45 days +2.3%	98.6% -
2018	1370	+6.9%	\$2,466 +3.8%	\$2,431 +3.6%	44 days 4.3%	98.6% 0.4%
2017	1281	+10.9%	\$2,376 -4.5%	\$2,347 -4.5%	46 days -2.1%	99.0% +0.2%

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

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