



# 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

Address	BR	Bth	Rnch	Price
29 Quintard Terr	3BR	1.5Bth	Rnch	497,500*
45 Quintard Terr	3BR	3.0Bth	Col	539,000*
81 Gaymoor Dr	4BR	2.0Bth	Cape	550,000*
17 Boulder Brook Dr	4BR	2.5Bth	Col	1,100,000*
294 Erskine Rd	3BR	3.0Bth	Col	1,295,000*
45 Walnut Ridge Ct	4BR	3.5Bth	Col	1,389,000
47 Walnut Ridge Ct	5BR	4.5Bth	Col	1,479,000*
49 Walnut Ridge Ct	5BR	4.5Bth	Col	1,499,000*
23 Gray Farms Rd	5BR	4.5Bth	Col	1,679,000*
84 Hobson St	5BR	3.0Bth	Col	2,149,000
106 Soundview Dr	4BR	3.0Bth	Col/Cntp	2,350,000
1021 Rock Rimmon Rd	10BR	8/2Bth	Col/Cntp	9,499,000

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

Address	BR	Bth	Rnch	List Price	Sale Price
269 Oaklawn Ave	3BR	2.0Bth	Cape	400,000	385,000
56 Crestwood Dr	3BR	2.0Bth	Rnch	499,000	520,000
8 Elizabeth Ave	3BR	2.0Bth	Cape	539,000	539,000
28 Bouton St W	4BR	3.0Bth	Cape	585,000	570,000
15 Lantern Cir	3BR	2.5Bth	Cntp	550,000	580,000
90 Crestview Ave	4BR	2.0Bth	RR	625,000	615,000
48 Trinity Pass	3BR	2.5Bth	Col/Antq	679,500	620,000
31 Perna Ln	4BR	1.5Bth	Col/Split	629,000	653,500
2 Birch St	3BR	2.0Bth	Rnch	675,000	681,000
7 Little John Ln	4BR	3.5Bth	Col	775,000	775,000
65 Tremont Ave	4BR	2.5Bth	Col	699,000	805,000
552 West Hill Rd	4BR	2.5Bth	Col	849,000	819,000
135 Dundee Rd	4BR	2.5Bth	Col	849,000	855,000
54 Doral Farm Rd	3BR	2.0Bth	Cntp/Rnch	949,000	890,000
202 Slice Dr	4BR	3.5Bth	Col	875,000	925,000
75 Carriage Dr	4BR	2/2Bth	Rnch	849,000	957,000
90 Carter Dr	4BR	4.5Bth	Col	1,050,000	1,100,000
52 East Ln	5BR	4/2Bth	Col	1,175,000	1,175,000
45 Davenport Farm Ln E	4BR	4.5Bth	Col	1,299,000	1,320,000
211 Club Rd	5BR	4.5Bth	Col	1,395,000	1,340,000
21 Ralsey Rd	3BR	3/2Bth	Col	1,195,000	1,375,000
138 Ridgecrest Rd	4BR	3/2Bth	Col	1,295,000	1,400,000
51 Mill Brook Rd	6BR	5.5Bth	Cntp	1,799,000	1,775,000
33 North Ridge Rd	4BR	4.5Bth	Col	2,049,000	2,365,000

## 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*



**39 Stony Brook Drive**  
 Westover Dream – Custom Designed 4 Bedroom 3.5 Bath Colonial with Detailed Moldings and High End Finishes.  
 List Price \$1,635,000\*



**49 MacArthur Lane**  
 Elegance Abounds in this Dramatic Westover Colonial Set on Convenient Cul-De-Sac. Four Bedrooms, 4 Full & 2 Half Bath - High Ceilings, Beautiful Hardwood Floors & More!  
 List Price \$1,629,000

### 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
2022	5 sold	\$878,200	\$884,800	MT= 87 days
2021	6 sold	\$799,250	\$794,833	MT= 29 days
2020	7 sold	\$819,271	\$808,357	MT= 94 days
2019	2 sold	\$734,000	\$710,000	MT= 48 days
2018	4 sold	\$676,500	\$646,875	MT=102 days
2017	5 sold	\$819,600	\$790,200	MT= 48 days
2016	5 sold	\$753,000	\$732,200	MT=113 days
2015	8 sold	\$710,725	\$697,000	MT=119 days
2014	5 sold	\$743,500	\$743,400	MT= 50 days
2013	4 sold	\$760,750	\$737,125	MT= 81 days
2012	4 sold	\$674,475	\$650,500	MT=101 days
2011	2 sold	\$754,000	\$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%	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
2022	9 sold	\$487,433	\$491,444	MT= 33 days
2021	9 sold	\$446,211	\$445,867	MT= 79 days
2020	8 sold	\$486,800	\$469,800	MT=213 days
2019	2 sold	\$456,115	\$451,250	MT= 33 days
2018	2 sold	\$512,000	\$500,000	MT= 65 days
2017	6 sold	\$474,317	\$461,233	MT= 83 days
2016	8 sold	\$462,488	\$456,938	MT= 93 days
2015	1 sold	\$489,000	\$467,000	MT= 86 days
2014	2 sold	\$442,000	\$430,000	MT=147 days
2013	2 sold	\$456,000	\$441,000	MT= 53 days
2012	2 sold	\$419,900	\$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

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

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