



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 I	Marke	t	*Accepted O	ffer
29 Quintard Terr	3BR	1.5Bth	Rnch	497,500*
45 Quintard Terr	3BR	3.0Bth	Col	539,000*
81 Gaymoor Dr	4BR	2.0Bth	Саре	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)

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				List Price	Sale Price
269 Oaklawn Ave	3BR	2.0Bth	Саре	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	n 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.

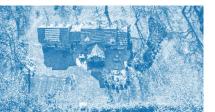
Our low inventory environment is the reason that sales are down: less to sell = fewer sales. Additionally, fewer homes to sell is due to fewer homes coming on the market – listings are down 13% for January year over year.

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!





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

Year	# Sold			List Price	Average S			et Time	L/S Rat	
2022	777		\$861,751		\$878,354	+5.4%	46	-23.4%	103.0%	
2021	996		\$830,627		\$832,735	+15.5%	60	-29.0%	101.0%	
2020	942		\$736,833			+12.6%	84	-5.9%	98.0%	+1.49
2019	757		\$662,340		\$640,401	-1.4%	89	+25.4%	96.7%	-
2018	723		\$671,600		\$649,162	0.3%	71	22.0%	96.7%	0.3
2017	725		\$676,422		\$651,336	+2.3%	91	-14.2%	97.0%	+1.09
2016	718		\$662,586		\$636,545	-3.7%	106	+5.0%	96.0%	-0.3
2015	740		\$685,682		\$660,328	-4.3%	101	+1.0%	96.3%	-1.5
2014			\$718,041		\$689,402	(3.8%	100	12.0%	97.7%	+1.09
2013	702		\$692,303		\$664,205	+4.4%	98	-4.9%	96.7%	-
2012	597		\$668,777		\$636,139	-3.5%	103	-2.9%	96.7%	+1.09
2011	527	-1.5%	\$697,090	-5.8%	\$658,857	-5.3%	106	+1.0%	95.7%	+1.09
4 Bec	iroom, 2	5 Bath Cok	onial on 1-	1.5 acres. 2.80	00-3,000 squar	e feet				
	- 5 sold		List Price		Average Sa		\$884,800	MT= 8	37 days	
	 6 sold 		List Price		Average Sa				29 davs	
	- 7 sold		List Price		Average Sa				94 days	
	- 2 sold		List Price		Average Sa				46 days	
	- 4 sold		List Price		Average Sa				02 days	
2017			List Price		Average Sa				48 days	
	- 5 sold		List Price		Average Sa				13 days	
	- 8 sold		List Price		Average Sa				19 days	
	 5 sold 5 sold 		List Price		Average Sa				50 days	
	4 sold		List Price		Average Sa				81 days	
	- 4 sold		List Price						01 days	
	- 4 solu - 2 sold		List Price		Average Sa Average Sa				47 days	
			ria(Tribe	5154,000	Average Ge	ne i noe	\$V01,000	1011-	Hr Gays	
	DOMINI			Line Balance						<i></i>
Year	<u># Solo</u>			List Price	Average S			et Time	L/S Rat	
2022		-17.7%	\$368,385		\$371,457	+4.6%	46	-37.2%	101.0%	+2.0
2021		+42.0%	\$359,221	-4.0%	\$355,100	-2.0%	72	-15,0%	99.0%	+2.0
2020		+14.5%	\$372,035		\$362,576	+9.9%	85	+1.1%	97.0%	
2019		-6.6%	\$340,095		\$329,709	-4.0%	84	+29.2%	96.9%	-0.3
2018		-6.3%	\$353,317		\$343,592	+3.9%	65	-21.7%	97.2%	+0.2
2017	662	+1.2%	\$340,905		\$330,639	-6.2%	83	-10.8%	97.0%	+0.4
2016			\$364,582	+7.2%	\$352,459	+7.2%	93	+1.0%	96.6%	
2015		-6.3%	\$340,416		\$328,708	-6.4%	92	+2.0%	96.6%	-0.49
2014	590	+4.2%	\$361,449		\$350,810	+6.8%	90	-16.5%	97.0%	-
	566	+27.0%	\$338,410	+0.6%	\$328,564	+2.1%	108	-8.5%	97.0%	+2.19
2013		12.6%	\$336,377	12.0%	\$321,630	12.7%	118	5.0%	95.0%	+1.09
	445		\$329,978	+7.2%	\$313,201	-8.7%	124	-4.0%	94.0%	-4.0%
2013 2012 2011	445 395	-2.9%								
2012 2011	395		1 1 Car Ga	rage, 1,950-2.	050 square fee	et -				
2012 2011 <i>Town</i>	395 house w	ith Attached			050 square fee Average Sa		\$491,444	MI=	33 davs	
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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 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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Stamford, CT 06902 3 Roxbury Road William Pitt Sotheby's International Realty **GERI GUZINSKI**

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