



# Real-Talk



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## What's On The Market As of 9/10/24 \*Accepted Offer

27 Northill St #6B	1BR	1.0Bth	Apt	225,000*
73 Liberty St #APT 8	2BR	1.0Bth	Mid Rse	229,000
39 Glenbrook Rd #2U	2BR	1.0Bth	Mid Rse	249,000*
85 Lindale St #APT 2	1BR	1.5Bth	Tnhse	249,000*
30 Glenbrook Rd #APT 7F	1BR	1.0Bth	Apt	279,000*
214 Sylvan Knoll Rd #	2BR	1.0Bth	Tnhse	290,000*
1193 Hope St #APT 8	2BR	1.5Bth	Tnhse	395,000*
850 Main St #APT.508	2BR	2.0Bth	Tnhse	519,000*
1 Broad St #9G	2BR	2.5Bth	Hi-Rise	699,000
143 Hoyt St #3L	2BR	2.0Bth	Apt	699,000*

## What's Sold (5/14/2024 - 9/10/2024)

				List Price	Sale Price
445 Hope St #1	0BR	1.0Bth	Rnch	149,900	165,000
91 Strawberry Hill Ave #125	1BR	1.0Bth	Apt	210,000	220,000
112 Woodside Green 2B #	1BR	1.0Bth	Rnch	229,900	260,500
700 Summer St #7K	1BR	1.0Bth	Mid Rise	234,900	234,900
49 Glenbrook Rd #201	1BR	1.0Bth	Rnch	265,000	325,000
248 Sylvan Knoll Rd #	2BR	1.0Bth	Tnhse	299,000	342,000
37 Woodway Rd #B2	1BR	1.0Bth	Rnch	350,000	380,000
253 Bridge St #253	2BR	2.0Bth	Tnhse	399,000	425,000
146 Cold Spring Rd #12	2BR	1.5Bth	Tnhse	425,000	485,000
1 Strawberry Hill Ave #11D	2BR	2.0Bth	Hi-Rise	435,000	435,000
377 Glenbrook Rd #12	2BR	1.5Bth	Tnhse	449,000	525,000
168 Belltown Rd #B1	2BR	1.5Bth	Tnhse	465,000	520,000
2700 Bedford St #K	2BR	2.5Bth	Tnhse	529,000	575,000
123 Harbor Dr #205	2BR	2.0Bth	Tnhse	599,000	680,000
596 Glenbrook Rd #26	2BR	2.5Bth	Tnhse	599,000	685,000
180 Turn Of River Rd #14C	2BR	2.5Bth	Tnhse	625,000	622,000
2435 Bedford St #9B	2BR	2.5Bth	Tnhse	649,000	738,000
320 Strawberry Hill Ave #32	2BR	2.5Bth	Tnhse	674,000	705,000
164 Forest St #164	2BR	2.5Bth	Tnhse	720,000	720,000
91 W Broad St #14	3BR	3.5Bth	Tnhse	795,000	810,000
115 Colonial Rd #56	3BR	3.5Bth	Tnhse	850,000	850,000
1 Broad St #14A	3BR	3.5Bth	Apt	899,000	925,000
77 Havemeyer Ln #101	3BR	3.5Bth	Tnhse	1,229,000	1,260,000
1 Broad St #20F&G	3BR	3.5Bth	Apt	1,550,000	1,500,000
77 Havemeyer Ln #31	3BR	3.5Bth	Tnhse	1,375,000	1,610,000

## Trust

How do you feel about the degree of trust in today's real estate transactions? Do the buyer & seller trust each other? Do either the buyer or seller trust the agent they're working with? There seems to have been an erosion of trust in the real estate industry and the lawsuit, (which I swore I wasn't going to talk about), hasn't helped to smooth the situation.

First let's look at what trust is. According to the Cambridge Dictionary the definition of trust is: "to believe that someone is good and honest and will not harm you or that something is safe and reliable; to hope and expect that something is true; to believe that something is true although you have no proof."

We, at William Pitt Sotheby's Int'l Realty, are working to be at the forefront of rebuilding that trust. We are proud to be the first company in CT, NY and the Berkshires to roll out a program called Final Offer. This is a platform that is designed to allow consumers to buy and sell homes with transparency. It is a real estate negotiation platform where technology, trust and transparency benefit every buyer, seller and agent.

Here's how it works for sellers: sellers will determine the publicly disclosed terms, conditions and pricing for their listings. For participating listings, all offers from buyers will be presented directly through the platform, triggering immediate notifications to all interested parties actively following the property. These notifications can consist of alerts on any action on a property including details such as the purchase price and terms of the offer.

For buyers the technology creates the potential to see all bids, providing a fair chance to submit competitive offers.

Property owners benefit from a truly competitive selling environment where all bids potentially can be made visible. This is a solution for every seller who ever felt they were leaving money on the table, and for every buyer who has missed out on beating a winning bid

Sound interesting? Let's set up a time to discuss how this could work for you!



**61 Seaview Ave #23**

Wonderful waterfront community of Marina Bay  
3BR, 2.5Bth Townhome with 3 roomy levels of easy living  
List Price: \$719,000



**98 Southfield Ave #202**

Epitome of coastal elegance with this stunning 2BR 2Bth Condo  
Sale Price: \$749,900

# Should I Stay or Should I Go?

If you've asked yourself if you should stay or move since the pandemic market started, and you're still thinking, there are most likely a number of reasons why you are still thinking. As you weigh your options, you may find you're unsure of how you're going to deal with a few of the things about today's housing market that give you pause. The number 1 concern is usually affordability. If that's your biggest concern, understanding how much equity you have in your house could help make your decision that much easier.

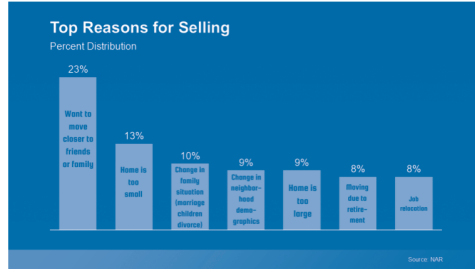
## How Long You've Been in Your Home

First up is homeowner tenure. That's how long homeowners live in a house on average, before selling or choosing to move. From 1985 to 2009, the average length of time homeowners stayed put was roughly six years, but according to the National Association of Realtors (NAR), that number has been climbing. Now, the average tenure is 10 years.

Here's why that's such a big deal. You gain equity as you pay down your home loan and as home prices climb. When you combine all of your mortgage payments with how much prices have gone up over the span of 10 years, that adds up. If you've lived in your house for a while now, you may be sitting on a pile of equity.

## Lifestyle

Another key point to consider is your lifestyle. While financial aspects are important, sometimes the personal motivations for moving are reason enough to make the leap sooner rather than later. An annual report from the National Association of Realtors (NAR) offers insight into why homeowners like you chose to sell. All of the top reasons are related to life changes. As the graph below highlights:



As the visual shows, the biggest motivators were the desire to be closer to friends or family, outgrowing their current house, or experiencing a significant life change like getting married or having a baby. The need to downsize or relocate for work also made the list.

If you, like the homeowners in this report, find yourself needing features, space, or amenities your current home just can't provide, it may be time to consider setting up a time to talk about selling your house. Your needs matter. I will walk you through your options and what you can expect from today's market, so you can make a confident decision based on what matters most to you and your loved ones.

I will also be able to help you understand how much equity you have and how it can make moving to meet your changing needs that much easier. As Danielle Hale, Chief Economist at Realtor.com, explains:

"A consideration today's homeowners should review is what their home equity picture looks like. With the typical home listing price up approximately 40% from just five years ago, many home sellers are sitting on a healthy

equity cushion. ***This means they are likely to walk away from a home sale with proceeds that they can use to offset the amount of borrowing needed for their next home purchase.***"

Your lifestyle needs may be enough to motivate you to make a change. If you want to find out how much equity you've built up over the years while weighing the pros and cons of selling your house, then let's have a chat.

*Courtesy of Keeping Current Matters*

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

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