



Real-Talk



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Hello 2025!

What's On The Market As of 2/5/25 **Accepted Offer*

36 Courtland Ave #3	1BR	1.0Bth	Rnch	174,999
1870 Summer St #1870	1BR	1.0Bth	Rnch	249,000
59 Courtland Ave #2I	1BR	2.0Bth	Rnch	275,000*
135 Courtland Ave #10	1BR	1.0Bth	Rnch	310,000*
296 Sylvan Knoll Rd #	2BR	1.0Bth	Tnhse	329,900*
154 Cold Spring Rd #22	2BR	1.5Bth	Rnch	340,000
1 Strawberry Hill Ct #4B	2BR	2.0Bth	Hi-Rise	399,900*
168 Belltown Rd #D5	2BR	1.5Bth	Tnhse	404,900
15 Radio Pl #15	2BR	1.5Bth	Tnhse	485,000*
850 Main St #508	2BR	2.0Bth	Tnhse	530,000
143 Hoyt St #4	3BR	2.0Bth	Apt	567,000*
6 Columbus Pl #C	4BR	2.5Bth	Tnhse	675,000*

What's Sold (12/5/2024 - 2/5/2025)

				List Price	Sale Price
40 Hoyt St #B2	0BR	1.0Bth	Rnch	160,000	180,000
38 Courtland Ave #4	2BR	1.0Bth	Othr	219,000	220,000
71 Strawberry Hill Ave #811	1BR	1.0Bth	Rnch	230,000	235,000
2475 Summer St #1H	1BR	1.0Bth	Apt	249,000	240,000
132 Woodside Green #2D	1BR	1.0Bth	Apt	249,000	262,500
236 Glenbrook Rd #13A	1BR	1.0Bth	Rnch	279,000	279,000
120 Columbus Pl #5	2BR	1.0Bth	Rnch	319,000	325,000
129 Sylvan Knoll Rd #	2BR	1.0Bth	Tnhse	335,000	335,000
1 Strawberry Hill Ct #3A	2BR	2.0Bth	Hi-Rise	349,000	400,000
202 Soundview Ave #48	1BR	1.0Bth	Rnch	359,000	355,000
17 Hope St #3B	3BR	2.0Bth	Rnch	415,000	415,000
150 Hope St #11	2BR	1.5Bth	Tnhse	425,000	430,000
35 Mead St #5	2BR	2.5Bth	Tnhse	479,000	465,000
35 Broad St #304	2BR	2.0Bth	Apt	440,000	480,000
32 Weed Hill Ave #R	3BR	1.5Bth	Tnhse	519,000	515,000
61 Seaview Ave #64	2BR	2.0Bth	Rnch	479,900	525,000
25 2nd St #B3	2BR	2.5Bth	Tnhse	549,900	540,000
237 Strawberry Hill Ave #3	2BR	2.5Bth	Tnhse	495,000	553,500
160 Glenbrook Rd #4C	2BR	2.5Bth	Tnhse	585,000	578,000
109 Forest St #13	3BR	2.5Bth	Tnhse	675,000	700,000
94 Southfield Ave #94-603	2BR	2.5Bth	Tnhse	745,999	780,000
168 Colonial Rd #5	3BR	3.5Bth	Clstr	825,000	845,000
604 Newfield Ave #D	4BR	3/2Bth	Clstr	899,000	895,000
1 Broad St #PH28A	3BR	3.5Bth	Hi-Rise	975,000	930,000
123 Harbor Dr #103	3BR	3.0Bth	Tnhse	1,150,000	1,080,000
77 Havemeyer Ln #100	3BR	4.5Bth	Tnhse	1,595,000	1,650,000

It's hard to believe that we're a quarter of a century through the 2000's! Wasn't it just Y2K?

As you can see on the back of this newsletter, real estate continued to appreciate in 2024, with pretty healthy sales, despite our extreme lack of inventory of homes and condos for sale. The one thing we are seeing is that buyers are more price sensitive. Buyers do however continue to bid aggressively when they feel a property is realistically priced – including over-asking sales price offers.

Obviously I talk a lot about all aspects of real estate, but I thought it might be valuable to look at our City – Stamford.

In her "Year Three Report", the Mayor summarizes her administration's accomplishments in 2024:

- Opening a walk-in building permitting center for residential and minor commercial projects
- Launching StamFORWARD: a 2 year on-demand micro transit pilot program
- Secured \$17 million in federal funding for West Side Neighborhood Connector
- Opened Stamford Regional Police Academy and graduated 1st class of recruits
- Finished the installation of new turf fields at Lione Park, West Beach and Stamford High School

So what's ahead for 2025?

- The continuation of the street paving program
- The construction of over 1,000 new rentals

I'm sure there are other initiatives, but these are the 2 that are listed. How do you feel the direction of the City is going?

As the year gets into full swing, I feel the things we need to watch as far as real estate is concerned are:

- Inventory levels
- Interest Rates
- Homeowner's Insurance and the impact of natural disasters on availability and affordability

Is this your year to make a move? Have questions? Let's set up a time to chat!

Geri



135 Courtland Ave #18

This end unit Anderson Ridge townhouse offers spacious 3 level living with 3BR 2.5Bth & large deck in convenient Glenbrook.

Sale Price: \$450,000



98 Southfield Ave #402

Enjoy beautiful sunrise & water views from this 2BR, 2Bth condo with open floor plan. Stamford Landing complex features both a pool & marina!

List Price: \$719,000

SINGLE FAMILY HOMES

<u>Year</u>	<u># Sold</u>	<u>Average List Price</u>	<u>Average Sale Price</u>	<u>Market Time</u>	<u>L/S Ratio</u>
2024	588 +8.0%	\$972,503 +7.2%	\$1,003,402 +7.8%	33 days -25.0%	104.0% -
2023	543 -30.0%	\$906,709 +5.2%	\$930,601 +5.9%	44 days -4.4%	104.0% +1.0%
2022	777 -22.0%	\$861,751 +3.7%	\$878,354 +5.4%	46 days -23.4%	103.0% +1.9%
2021	996 +5.4%	\$830,627 +12.7%	\$832,735 +15.5%	60 days -29.0%	101.0% +3.0%
2020	942 +24.4%	\$736,833 +11.3%	\$721,283 +12.6%	84 days -5.9%	98.0% +1.4%
2019	757 +4.7%	\$662,340 -1.4%	\$640,401 -1.4%	89 days +25.4%	96.7% -
2018	723 -0.3%	\$671,600 -0.7%	\$649,162 -0.3%	71 days -22.0%	96.7% -0.3%
2017	725 +1.0%	\$676,422 +2.1%	\$651,336 +2.3%	91 days -14.2%	97.0% +1.0%
2016	718 -3.0%	\$662,586 -3.4%	\$636,545 -3.7%	106 days +5.0%	96.0% -0.3%
2015	740 +15.0%	\$685,682 -4.6%	\$660,328 -4.3%	101 days +1.0%	96.3% -1.5%

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

2024 - 3 sold	Average List Price	\$864,000	Average Sale Price	\$951,667	MT= 30 days
2023 - 4 sold	Average List Price	\$848,750	Average Sale Price	\$925,061	MT= 16 days
2022 - 5 sold	Average List Price	\$878,200	Average Sale Price	\$884,800	MT= 87 days
2021 - 6 sold	Average List Price	\$789,250	Average Sale Price	\$794,833	MT= 29 days
2020 - 7 sold	Average List Price	\$619,271	Average Sale Price	\$608,357	MT= 94 days
2019 - 2 sold	Average List Price	\$734,000	Average Sale Price	\$710,000	MT= 46 days

CONDOMINIUMS

<u>Year</u>	<u># Sold</u>	<u>Average List Price</u>	<u>Average Sale Price</u>	<u>Market Time</u>	<u>L/S Ratio</u>
2024	520 -11.5%	\$434,731 +3.0%	\$444,452 +3.7%	30 days -21.0%	102.0% -
2023	588 -24.2%	\$421,606 +14.4%	\$428,448 +15.3%	38 days -17.4%	102.0% +1.0%
2022	775 -17.7%	\$368,385 +2.6%	\$371,457 +4.6%	46 days -37.2%	101.0% +2.0%
2021	941 +42.0%	\$359,221 -4.0%	\$355,100 -2.0%	72 days -15.0%	99.0% +2.0%
2020	663 +14.5%	\$372,035 +9.4%	\$362,576 +9.9%	85 days +1.1%	97.0% -
2019	579 -6.6%	\$340,095 -3.7%	\$329,709 -4.0%	84 days +29.2%	96.9% -0.3%
2018	620 -6.3%	\$353,317 +3.6%	\$343,592 +3.9%	65 days -21.7%	97.2% +0.2%
2017	662 +1.2%	\$340,905 -6.5%	\$330,639 -6.2%	83 days -10.8%	97.0% +0.4%
2016	654 +18.2%	\$364,582 +7.2%	\$352,459 +7.2%	93 days +1.0%	96.6% -
2015	553 -6.3%	\$340,416 -5.9%	\$328,708 -6.4%	92 days +2.0%	96.6% -0.4%

Townhouse with Attached 1 Car Garage, 1,950-2,050 square feet

2024 - 0 sold	Average List Price	---	Average Sale Price	---	MT= ---
2023 - 2 sold	Average List Price	\$522,500	Average Sale Price	\$560,700	MT= 25 days
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	\$445,667	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

RENTALS*

<u>Year</u>	<u># Rented</u>	<u>Average List Price</u>	<u>Average Rent Price</u>	<u>Market Time</u>	<u>L/S Ratio</u>
2024	877 -22.0%	\$3,420 +5.0%	\$3,449 +5.6%	46 days +39.0%	100.8% +0.8%
2023	1125 +12.1%	\$3,256 +11.8%	\$3,264 +12.0%	33 days +22.2%	100.0% -
2022	1004 -31.5%	\$2,912 +11.8%	\$2,915 +11.7%	27 days -25.0%	100.0% -
2021	1464 -2.3%	\$2,604 +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%

Data Source: Smart MLS

*Does not include off market rentals

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