

Real-Talk



Keiko Martelli
Realtor®
203-253-2613

Your Real Estate Information Newsletter from The Guzinski Team at William Pitt Sotheby's International Realty • GuzinskiTeam.com
GuzinskiTeam@gmail.com • The Guzinski Team • geriguz

Geri Guzinski
Realtor®, GRI, SRES, SRS
203-536-2232

What's On The Market As of 10/15/26 **Accepted Offer*

54 West North St #422	2BR	1.0Bth	Apt	225,000*
71 Strawberry Hill Ave #909	1BR	1.0Bth	Rnch, Hi Rise	239,900
1084 East Main St #1	2BR	1.0Bth	Rnch, Apt	300,000*
27 Northill St #6R	2BR	2.0Bth	Apt	325,000*
127 Greyrock Pl #706	1BR	1.0Bth	Mid Rise	370,000
77 Glenbrook Rd #407	2BR	1.5Bth	Tnhse	425,000*
1 Strawberry Hill Ct #10H	3BR	2.5Bth	Hi Rise	470,000
61 Seaview Ave #26	2BR	2.5Bth	Tnhse	529,000*
2435 Bedford St #10C	2BR	2.5Bth	Tnhse	635,000
85 Camp Ave #7B	2BR	2.5Bth	Tnhse	699,000*
180 Turn Of River Rd #1B	2BR	3.5Bth	Tnhse	749,000
180 Turn Of River Rd #11A	2BR	2.5Bth	Tnhse	764,750
77 Havemeyer Ln #410	3BR	2.0Bth	Mid Rise	999,000
1 Broad St #PH 28EF	2BR	2.5Bth	PH	1,595,000
77 Havemeyer Ln #69	4BR	4.5Bth	Tnhse	1,950,000

What's Sold (6/16/2026 - 9/15/2026)

				List Price	Sale Price
108 Strawberry Hill Ave #1	1BR	1.0Bth	Rnch	175,000	169,000
27 Northill St #2B	1BR	1.0Bth	Mid Rise	225,000	225,000
700 Summer St #7G	1BR	1.0Bth	Apt	220,000	235,000
2475 Summer St #1M	1BR	1.0Bth	Other	224,900	251,000
51 Schuyler Ave #6F	1BR	1.0Bth	Hi Rise	299,000	299,000
91 Strawberry Hill Ave #533	2BR	1.0Bth	Hi Rise	315,000	315,000
70 Strawberry Hill Ave #1-3A	2BR	1.0Bth	Rnch, Mid Rise	339,000	339,000
264 Sylvan Knoll Rd	2BR	1.0Bth	Tnhse	379,900	380,000
291 Hope St #A14	1BR	1.5Bth	Tnhse	350,000	385,000
1 Strawberry Hill Ct #8A	2BR	2.0Bth	Hi Rise	395,000	395,000
143 Hoyt St #4K	1BR	1.0Bth	Mid Rise	449,900	450,000
25 Forest St #7F	1BR	1.0Bth	Hi Rise	449,000	455,000
154 Cold Spring Rd #19	3BR	2.0Bth	Rnch	425,000	460,000
19 Colonial Rd #8	2BR	1.5Bth	Tnhse	479,000	511,000
2289 Bedford St #D12	1BR	1.5Bth	Tnhse	429,000	525,000
16 Bouton St #10	3BR	2.0Bth	Rnch	515,000	550,000
2700 Bedford St #G	2BR	2.0Bth	Rnch	575,000	567,500
168 Belltown Rd #C3	2BR	1.5Bth	Tnhse	580,000	580,000
377 Glenbrook Rd #APT 5	3BR	3.5Bth	Apt	595,000	595,000
247 Hamilton Ave #6	2BR	2.5Bth	Tnhse	575,000	600,000
85 Camp Ave #14E	2BR	1.5Bth	Tnhse	619,000	620,000
1900 Summer St #19	2BR	2.5Bth	Tnhse	620,000	640,000
935 Shippan Ave #5	2BR	2.5Bth	Tnhse	625,000	675,000
2435 Bedford St #17B	2BR	2.5Bth	Tnhse	679,000	710,000
455 Hope St #1C	3BR	2.5Bth	Tnhse	705,000	715,000
123 Harbor Dr #308	2BR	2.0Bth	Tnhse	730,000	794,000
118 Forest St #118	2BR	2.5Bth	Tnhse	700,000	815,000
20 Third St #23	3BR	2.5Bth	Tnhse	845,000	845,000
39 Maple Tree Ave #1	3BR	2/3Bth	Tnhse	799,000	925,000
6 Barnes Rd #6	3BR	3/2Bth	Tnhse	1,375,000	1,625,000
1 Broad St #11A&B	3BR	3.5Bth	Rnch, Apt	1,649,000	1,710,000
77 Havemeyer Ln #85	3BR	3.5Bth	Tnhse	1,720,000	1,772,500
11 River Oaks Dr #11	3BR	3.5Bth	Clstr	2,350,000	2,625,000

Properties above are not necessarily listed or sold by William Pitt Sotheby's International Realty or by The Guzinski Team.
Each Office is Independently Owned and Operated.

Topsy-Turvy – or Is It?

Wouldn't it be wonderful if great real estate markets stayed the same? That's right up there with unicorns and pixie dust! We've enjoyed a GREAT run since COVID, but are we seeing a shift?

Let's start with inventory, one of the biggest factors influencing pricing, days on market and final sales price.

As of October 13, Stamford had 82 single-family homes for sale, compared with 76 last year. Condo inventory has climbed more significantly, with 115 listings versus 74 a year ago.

Sales activity tells a similar story. Over the past 30 days, there were 51 single-family sales and 32 condo sales, compared with 76 and 41, respectively, during the same period last year.

Following the age-old principle of supply and demand, we're seeing a modest shift in the single-family market and a more noticeable impact on condos. Buyers have more choices and are becoming more selective.

Interest rates are another factor, with the average 30-year fixed rate hovering around 7.32%. Suddenly, six percent sounds pretty good! Higher rates affect affordability, although cash buyers remain active.

So, what does this mean if you're thinking of selling?

Presentation and accurate pricing matter more than ever. Curb appeal, staging and necessary repairs can make a real difference. The days of doing little and expecting a generous offer are fading.

The good news? Well-presented homes priced strategically can still attract strong interest and excellent offers. I can help you achieve this!

Real estate is hyper-local. Before making your next move, let's discuss your home's value, the competition and the best strategy for today's market. Let me help you navigate the changes.

Honest Advice. Proven Success. Let's talk!

Geri



1 Strawberry Hill Ave #12E
Sunset views, luxury amenities, and the ultimate downtown lifestyle.
Welcome to Mid-City Luxury in one of
Stamford's premier 24-hour doorman buildings!
List price: $547,000



180 Turn of River Rd #13A
Turn-key 2 Bedroom, 2.5 Bath end unit townhome
with loft and basement in sought after Riverturn complex.
List Price $789,000 Sale Price: $785,000

Renovate or Relocate? What To Know Before You Decide To Age in Place

You've spent years making your house feel like home, celebrating milestones, making each room your own, & turning neighbors into friends. As you look ahead to the next chapter of your life, it's natural to wonder if this is still the place you want to spend it.

Whether you're leaning toward staying in your house as you get older or moving to a 55+ community, the goal is the same: a home that fits the life you want, with more time for the people & things you love. So, here's what to consider before you decide.

What It Can Take To Stay Put Wanting to stay in a house you love & are familiar with makes sense. But most houses need at least some updates to make aging in place easier.

In fact, the Joint Center for Housing Studies of Harvard University (JCHS) finds that fewer than 4% of homes have the basics, like single-floor living, no-step entries, and wide hallways and doorways *(see graph below):*



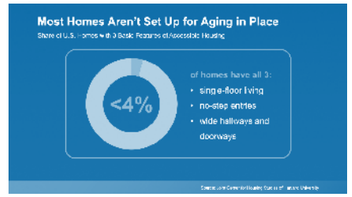
That means for most homeowners, staying put means doing a remodel. The National Association of Home Builders (NAHB) reports more than half of remodelers (56%) take on this kind of work. Some of the most common projects are installing grab bars, curb-less showers (walk-in showers with no ledge to step over), and wider doorways.

Now, that's not to say you can't go this route. You most certainly can. But if this is how you're leaning just know you'd be living with contractor noise and dust until the work gets done. Some people don't want to live in a construction zone. Not to mention, having to manage the contractors and schedules, etc.

Your Equity Could Pay for Your Next Move If that sounds like something you'd rather avoid, here's the good news. The money for your next home may already be sitting in your current one. It's called equity, which is the difference between what your house is worth and what you still owe on it. After years of mortgage payments and rising home values, it adds up. Jess Catorc, Co-Founder of Carry, explains:"The way home equity builds and is used changes a lot depending on your stage of life. . . . For older homeowners, decades of mortgage payments and home-value growth can turn equity into a financial cushion."

When you sell, that cushion can go toward a home that's ready for this stage of life. No demo required. You just get the keys and it's all there, ready for you. That means less time on projects and more time for living. And one option you may consider if you're entertaining a move is a 55+ plus community.

Why 55+ Communities Are Worth a Look From the homes to the shared spaces to the activity calendar, these communities are planned around this stage of life. And that means everything you need is already rolled into one place. Rocket Mortgage lists some of the biggest perks *(see visual below):*



Instead of spending time and money to make your house easier to live in, you'd move into a community that's designed with that in mind from the jump. That frees you up for the good stuff, like a morning walk with a neighbor, a game night down the street, or finally trying the hobby you've been putting off.

Bottom Line Staying and moving can both be good choices. What matters most is finding the place where you'll feel comfortable and at home for years to come.
If you'd like help weighing the two, let's connect. We can look at what your house could sell for and what 55+ communities in our area have to offer, so you can decide what feels right for you.

Courtesy of KCM. The information contained, and the opinions expressed, in this article are not intended to be construed as investment advice.

Check us out on Facebook ***The Guzinski Team***, Instagram ***geriguz***
& our website ***GuzinskiTeam.com***

Real-Talk is published exclusively by The Guzinski Team at William Pitt Sotheby's International Realty.
For mortgage rate information or inquiries, call 203-536-2232, or e-mail at GuzinskiTeam@gmail.com
Note: If your home is listed for sale, this is not intended as a solicitation of that listing.

PRESORTED STANDARD
U.S. POSTAGE
PAID
STAMFORD CT
PERMIT NO 1245

THE GUZINSKI TEAM
William Pitt Sotheby's International Realty
3 Roxbury Road
Stamford, CT 06902