

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*

35 Faucett St	3BR	1.5Bth	Col	575,000*
307 Courtland Ave	3BR	1.0Bth	Cape	625,000
707 Hope St	3BR	1.5Bth	Col	669,000
523 Newfield Ave	3BR	2.0Bth	RR	739,000
15 Brooklawn Ave	3BR	1.5Bth	Col	749,000
27 Archer Ln	3BR	2.0Bth	Rnch	799,000*
325 Den Rd	3BR	2.0Bth	Splt Lvl	825,000*
47 Crane Rd	3BR	2.0Bth	Cape	878,000*
42 Woodledge Rd	5BR	3.0Bth	Col	999,999*
58 Arrow Head Dr	4BR	3.5Bth	Rnch	1,025,000*
50 Cody Dr	4BR	3.0Bth	Col	1,050,000
48 Chestnut Hill Ln	4BR	2.5Bth	Col	1,175,000*
12 Walnut Ridge Ct	5BR	3.5Bth	Col	1,495,000
198 East Middle Patent Rd	3BR	3.0Bth	Cntmp	1,675,000
6 Walnut Ridge Ct	5BR	4.5Bth	Col	1,849,000
47 Summit Ridge Rd	4BR	3/2Bth	Col	1,900,000
96 Studio Rd	4BR	4.5Bth	Mdrn	1,999,000*
132 Blueberry Dr	5BR	4.5Bth	Splt Lvl	2,200,000
123 Saddle Rock Rd	5BR	5.5Bth	Col, Euro	10,995,000
Rock Rimmon Rd	8BR	10/4Bth	Euro	75,000,000

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

				List Price	Sale Price
23 Forest Lawn Ave	2BR	1.5Bth	Col	479,000	515,000
24 Lindsey Ave	3BR	2.0Bth	Cape	549,000	616,500
54 Merriman Rd	3BR	1.5Bth	Rnch	599,000	650,000
62 Bellmere Ave	2BR	2.0Bth	Col	509,000	700,000
44 Barmore Dr	4BR	1.5Bth	Col	765,000	780,000
50 Crestview Ave	2BR	1.5Bth	Col	669,900	828,750
1 Little John Ln	3BR	3.0Bth	Splt lvl	849,000	831,000
101 Hirsch Rd	3BR	2.0Bth	Rnch	795,000	880,000
151 Fifth St	4BR	3.5Bth	Col	799,0009	15,000
264 Skyview Dr	4BR	2.0Bth	Col	869,000	950,000
22 Brandywine Rd	4BR	3.5Bth	RR	975,000	955,000
6 Bon Air Ave	3BR	2.0Bth	Tdr	929,900	982,900
326 Four Brooks Rd	5BR	3.5Bth	Col	1,100,000	1,170,000
45 Carriage Dr	4BR	2.5Bth	Col	999,999	1,260,000
2 Arnold Dr	4BR	2.5Bth	Col	1,049,500	1,272,020
69 Brookhollow Ln	4BR	3.0Bth	Rnch	1,200,000	1,350,000
62 Hastings Ln	4BR	2.5Bth	Col	1,350,000	1,550,000
27 Holbrook Dr	4BR	5.0Bth	Col	1,375,000	1,610,000
47 Cross Country Trl	5BR	5.5Bth	Col	1,725,000	1,825,000
88 Bentwood Dr	5BR	3.2Bth	Col	1,889,000	1,899,000
39 Wedgemere Rd	4BR	3.5Bth	Cntmp	2,195,000	2,250,000
4 Ravenglass Dr	5BR	5.5Bth	Col	2,250,000	2,812,500
182 Dolphin Cove Quay	4BR	3.5Bth	Col	3,950,000	4,200,000
250 Davenport Dr	2BR	3.0Bth	Rnch	5,495,000	6,014,250

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



72 Palmer Avenue
Charming Colonial with 3BR & 2Bth on Quiet Cul-de-Sac, just minutes from Cove Island Park!
List price: $669,000 Sale Price: $700,000



45 Hemlock Drive
Inviting 3BR, 3Bth Ranch on a quiet, tree-lined street in Westover offers easy living, wonderful indoor-outdoor spaces, and a fabulous pool setting.
List Price $1,075,000 Sale Price: $1,090,000

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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):*



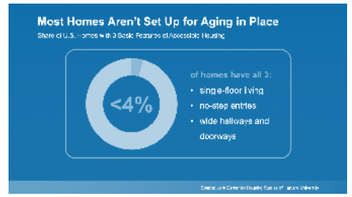
That means for most homeowners, staying put means doing a remodel. The National Association of Home Builders (NAHB) reports more than half of remodelers (56%) take on this kind of work. Some of the most common projects are installing grab bars, curb-less showers (walk-in showers with no ledge to step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

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For mortgage rate information or inquiries, call 203-536-2232, or e-mail at GuzinskiTeam@gmail.com

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