



1/19

Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS
203.653.5606 • www.geriguzinski.com • GeriLG@aol.com
www.facebook.com/StamfordHomesandLifestyles

What's On The Market

**Accepted Offer*

53 Prospect St #406	0BR	1.0Bth	Mid-Rise	139,500*
91 Strawberry Hill Ave #1027	1BR	1.0Bth	Hi-Rise	149,900*
700 Summer St #4B	0BR	1.0Bth	Hi-Rise	157,500
910 Hope St #8A	1BR	1.0Bth	Rnch	220,000*
40 Cerretta St #20	1BR	1.0Bth	Rnch	222,000
151 Courtland Ave #1G	2BR	1.0Bth	Tnhse	250,000*
444 Bedford St #9R	2BR	1.0Bth	Rnch	279,000*
25 Forest St #5E	1BR	1.0Bth	Hi-Rise	290,000*
70 Strawberry Hill Ave #5-1C	2BR	1.0Bth	Rnch	299,900*
85 Riverside Ave #E8	2BR	1.0Bth	Rnch	315,000*
36 Highview Ave #9	2BR	1.5Bth	Tnhse	349,000
33 Colonial Rd #4	2BR	2.5Bth	Tnhse	387,000*
35 W Broad St #312	3BR	2.0Bth	Mid-Rise	429,500
25 Adams Ave #402	2BR	2.0Bth	Tnhse	430,000*
94 Southfield Ave #501	1BR	1.0Bth	Tnhse	439,000
73 Harbor Dr #413	2BR	2.5Bth	Tnhse	449,000
85 Camp Ave #5G	2BR	2.5Bth	Tnhse	474,999
14 Maple Tree Ave #1	3BR	2.5Bth	Clstr	494,000*
2435 Bedford St #7B	2BR	2.5Bth	Tnhse	529,000*
77 Havemeyer Ln #304	2BR	2.0Bth	Mid-Rise	538,500
77 Havemeyer Ln #319	3BR	2.0Bth	Mid-Rise	685,000
81 Clubhouse Dr #81	3BR	4.5Bth	Clstr	1,375,000

What's Sold (01/01/20 - 03/31/20)

				List Price	Sale Price
53 Prospect St #212	0BR	1.0Bth	Hi-Rise	140,000	129,000
60 Strawberry Hill Ave #1207	1BR	1.0Bth	Hi-Rise	145,000	135,000
140 Grove St #5A	0BR	1.0Bth	Rnch	160,000	155,000
71 Strawberry Hill Ave #720	1BR	1.0Bth	Hi-Rise	179,000	175,000
27 Northill St #5Z	1BR	1.0Bth	Mid-Rise	190,000	184,000
140 Grove St #2D	1BR	1.0Bth	Hi-Rise	189,000	190,000
2475 Summer St #1C	2BR	1.0Bth	Rnch	224,999	215,000
950 Cove Rd #B7	1BR	1.0Bth	Mid-Rise	239,900	232,700
154 Cold Spring Rd #56	1BR	1.0Bth	Rnch	247,500	241,250
2289 Bedford St #H5	1BR	1.5Bth	Tnhse	284,000	275,000
247 Hamilton Ave #7	2BR	1.5Bth	Rnch	307,000	300,000
143 Hoyt St #1H	2BR	2.0Bth	Hi-Rise	340,000	305,000
135 Highview Ave #3	2BR	3.5Bth	Tnhse	345,000	321,000
105 Harbor Dr #113	2BR	2.5Bth	Tnhse	379,000	365,000
850 E Main St #211	2BR	2.0Bth	Mid-Rise	374,900	373,000
180 Glenbrook Rd #49	2BR	2.5Bth	Tnhse	384,900	384,900
25 Forest St #10H	1BR	2.0Bth	Hi-Rise	389,000	395,000
102 Pine Hill Ave #B2	2BR	2.5Bth	Tnhse	419,900	400,000
1 Broad St #10E	2BR	2.5Bth	Hi-Rise	449,000	425,000
584 Hope St #3	3BR	2/2Bth	Tnhse	465,000	459,000
850 E Main St #513	3BR	2.0Bth	Tnhse	529,900	490,000
320 Strawberry Hill Ave #19	3BR	3.5Bth	Tnhse	499,000	492,500
88 Southfield Ave #303	2BR	2.0Bth	Hi-Rise	535,000	525,000
115-75 Colonial Rd #62	3BR	3.5Bth	Tnhse	579,900	579,900
20 Third St #2	3BR	2.5Bth	Tnhse	615,000	600,000
77 Havemeyer Ln #84	3BR	2.5Bth	Tnhse	819,000	745,000
3 River Oaks Dr	3BR	3.5Bth	Tnhse	1,295,000	1,152,850

2020-a new decade and fresh possibilities-it all started so well with a robust, early spring market. Then, a new reality-COVID-19, social distancing and self quarantine, all the new normal.

What does all of this mean for the real estate market? Though it's impossible to predict exactly when this will be, I'd like to offer you some insight into what the "experts" are saying.

First it's important to remember that this is a health crisis that hit pause on the economy. Even with the sky high unemployment numbers and all the talk of recession, this is not 2008 on replay and here is some data to support that.

Leading experts & current research indicate the economic impact we'll likely see as a result of the COVID-19 starts with a forecast of US Gross Domestic Product (GDP). When looking at GDP (the measure of our country's economic health), a survey of 3 leading financial institutions shows a projected **sharp decline** followed by a **steep rebound** in the second half of this year. A recent study from *John Burns Consulting* also notes that past pandemics have also created V-Shaped Economic Recoveries and had minimal impact on housing prices. This certainly gives hope and optimism for what is to come as the crisis passes.

With this historical analysis in mind, many business owners are also optimistic for a bright economic return. A recent *PricewaterhouseCoopers* survey shows 66% of surveyed business owners feel their companies will return to normal rhythms within a month of the pandemic passing, & 90% feel they should be back to normal operation in 1-3 months.

From expert financial institutions to business leaders across the country, there is anticipation of a quick return to normal once the current crisis is over. In essence, this won't last forever, and we will get back to growth-mode. We've got this.

The bottom line is that lives and businesses are being impacted by the coronavirus, but experts do see a light at the end of the tunnel.

If I you'd like to chat, please don't hesitate to contact me.

Geri



154 Sylvan Knoll Rd

2BR, 1 Bth updated unit desirable Sylvan Knoll overlooking expansive green space!

List Price: \$224,900



154 Pepper Ridge Road, #8

Carefree living in this 3BR, 3.5 Bth home with everything you're looking for...

Location, Condition & Value

List Price \$699,000*

SINGLE FAMILY HOMES

Year	# Sold		Average List Price		Average Sale Price		Market Time	L/S Ratio
2019	757	+4.7%	\$662,340	-1.4%	\$640,401	-1.4%	89	+25.4%
2018	723	-0.3%	\$671,600	-0.7%	\$649,162	-0.3%	71	-22.0%
2017	725	+1.0%	\$676,422	+2.1%	\$651,336	+2.3%	91	-14.2%
2016	718	-3.0%	\$662,586	-3.4%	\$636,545	-3.7%	106	+5.0%
2015	740	+15.0%	\$685,682	-4.6%	\$660,328	-4.3%	101	+1.0%
2014	642	-8.6%	\$718,041	+10.3%	\$689,402	+3.8%	100	+2.0%
2013	702	+17.5%	\$692,303	+3.5%	\$664,205	+4.4%	98	-4.9%
2012	597	+13.5%	\$668,777	-4.1%	\$636,139	-3.5%	103	-2.9%
2011	527	-1.5%	\$697,090	-5.8%	\$658,857	-5.3%	106	+1.0%
2010	535	+10.0%	\$739,519	+3.5%	\$695,654	+4.5%	105	+3.0%

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

2019 - 2 sold	Average List Price	\$734,000	Average Sale Price	\$710,000	MT=46 days
2018 - 4 sold	Average List Price	\$676,500	Average Sale Price	\$646,875	MT=102 days
2017 - 5 sold	Average List Price	\$819,600	Average Sale Price	\$790,200	MT=48 days
2016 - 5 sold	Average List Price	\$753,000	Average Sale Price	\$732,200	MT=113 days
2015 - 8 sold	Average List Price	\$710,725	Average Sale Price	\$697,000	MT=119 days
2014 - 5 sold	Average List Price	\$743,500	Average Sale Price	\$743,400	MT=50 days
2013 - 4 sold	Average List Price	\$760,750	Average Sale Price	\$737,125	MT=81 days
2012 - 4 sold	Average List Price	\$674,475	Average Sale Price	\$650,000	MT=101 days
2011 - 2 sold	Average List Price	\$754,000	Average Sale Price	\$737,500	MT=47 days
2010 - 3 sold	Average List Price	\$689,000	Average Sale Price	\$657,833	MT=114 days

CONDOMINIUMS

Year	# Sold		Average List Price		Average Sale Price		Market Time	L/S Ratio
2019	579	-6.6%	\$340,095	-3.7%	\$329,709	-4.0%	84	+29.2%
2018	620	-6.3%	\$353,317	+3.6%	\$343,592	+3.9%	65	-21.7%
2017	662	+1.2%	\$340,905	-6.5%	\$330,639	-6.2%	83	-10.8%
2016	654	+18.2%	\$364,582	+7.2%	\$352,459	+7.2%	93	+1.0%
2015	553	-6.3%	\$340,416	-5.9%	\$328,708	-6.4%	92	+2.0%
2014	590	+4.2%	\$361,449	+6.8%	\$350,810	+6.8%	90	-16.5%
2013	566	+27.0%	\$338,410	+0.6%	\$328,564	+2.1%	108	-8.5%
2012	445	+12.6%	\$336,377	+2.0%	\$321,630	+2.7%	118	-5.0%
2011	395	-2.9%	\$329,978	+7.2%	\$313,201	-8.7%	124	-4.0%
2010	405	+6.0%	\$365,425	+2.4%	\$343,079	+1.9%	122	-5.5%

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

2019 - 2 sold	Average List Price	\$456,115	Average Sale Price	\$451,250	MT=33 days
2018 - 2 sold	Average List Price	\$512,000	Average Sale Price	\$500,000	MT=65 days
2017 - 6 sold	Average List Price	\$474,317	Average Sale Price	\$461,233	MT=83 days
2016 - 8 sold	Average List Price	\$462,488	Average Sale Price	\$456,938	MT=93 days
2015 - 1 sold	Average List Price	\$489,000	Average Sale Price	\$467,000	MT=86 days
2014 - 2 sold	Average List Price	\$442,000	Average Sale Price	\$430,000	MT=147 days
2013 - 2 sold	Average List Price	\$456,000	Average Sale Price	\$441,000	MT= 53 days
2012 - 2 sold	Average List Price	\$419,900	Average Sale Price	\$418,000	MT=256 days*
2011 - 4 sold	Average List Price	\$441,175	Average Sale Price	\$425,000	MT=98 days*
2010 - 5 sold	Average List Price	\$473,720	Average Sale Price	\$456,000	MT=140 days

*These were new construction

RENTALS*

Year	# Sold		Average List Price		Average Rent Price		Market Time	L/S Ratio
2019	1304	-4.8%	\$2,431	-1.4%	\$2,398	-1.4%	45	+2.3%
2018	1370	+6.9%	\$2,466	+3.8%	\$2,431	+3.6%	44	-4.3%
2017	1281	+10.9%	\$2,376	-4.5%	\$2,347	-4.5%	46	-2.1%
2016	1155	-3.1%	\$2,488	+7.2%	\$2,457	+7.2%	47	-
2015	1193	-1.6%	\$2,319	-1.2%	\$2,292	-0.6%	47	-2.1%

*These rentals do not include Harbor Point, newly constructed high rise buildings

Check me out on facebook at [facebook.com/StamfordHomesandLifestyles](https://www.facebook.com/StamfordHomesandLifestyles)
& my website www.geriguzinski.com

Real-Talk is published exclusively by Geri Guzinski.

For mortgage rate information or inquiries, call 203-653-5606, or e-mail me at GeriLG@aol.com.

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

for address
leave empty

PERMIT NO 836
STAMFORD CT
PAID
U.S. POSTAGE
PRESORTED STANDARD

GERI GUZINSKI
William Raveis Real Estate
1022 Long Ridge Road
Stamford, CT 06903