



Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS
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1/19

What's On The Market

*Accepted Offer

140 Grove St #6C	1BR	1.0Bth	Mid-Rise	194,000
1846 Summer St	1BR	1.0Bth	Rnch	194,000
116 Summer St #2A	1BR	1.0Bth	Mid-Rise	199,000*
137 Sylvan Knoll Rd	2BR	1.0Bth	Tnhse	209,000
70 Strawberry Hill Ave #5-3D	1BR	1.0Bth	Rnch	214,900
126 Summer St #2C	1BR	1.0Bth	Rnch	220,000
37 Woodway Rd #B5	1BR	1.0Bth	Rnch	264,900
240 Wardwell St #16	2BR	1.5Bth	Tnhse	270,000*
25 Forest St #4H	1BR	2.0Bth	Hi-Rise	385,000
1 Broad St #16C	1BR	1.5Bth	Hi-Rise	439,000
85 Highland Rd #85	2BR	2.5Bth	Tnhse	439,000*
85 Camp Ave #12J	2BR	1.5Bth	Tnhse	455,000*
17 Belltown Rd #2	3BR	4.5Bth	Tnhse	649,000*
77 Havemeyer Ln #83	4BR	3.5Bth	Tnhse	850,000*

What's Sold (09/01/20 - 12/31/20)

				List Price	Sale Price
2475 Summer St #1G	1BR	1.0Bth	Rnch	188,500	172,500
110 Woodside Grn #3B	1BR	1.0Bth	Rnch	200,000	195,000
91 Strawberry Hill Ave #329	2BR	1.0Bth	Mid-Rise	220,000	227,000
275 Bridge St #2	1BR	1.0Bth	Rnch	232,000	233,500
287 Hamilton Ave #2A	2BR	1.5Bth	Tnhse	259,000	250,000
151 Courtland Ave #4E	2BR	1.0Bth	Tnhse	289,000	277,500
154 Cold Spring Rd #40	3BR	2.0Bth	Rnch	319,000	305,000
217 Bridge St #E7	2BR	2.0Bth	Tnhse	329,900	329,990
19 Woodway Rd #2	3BR	2/2Bth	Tnhse	400,000	403,000
40 Oenoke Pl #22	2BR	2.0Bth	Tnhse	449,900	435,000
668 Glenbrook Rd #7	2BR	2.5Bth	Tnhse	460,000	450,000
105 Harbor Dr #128	2BR	2.5Bth	Tnhse	479,000	460,000
85 Camp Ave #15G	2BR	2.5Bth	Tnhse	495,000	480,000
2435 Bedford St #1A	2BR	2.5Bth	Tnhse	509,000	500,000
237 Strawberry Hill Ave #1	3BR	2.5Bth	Tnhse	535,000	520,000
320 Strawberry Hill Ave #42	2BR	2.5Bth	Tnhse	584,900	565,000
39 Maple Tree Ave #18	2BR	2/2Bth	Tnhse	569,000	585,000
98 Southfield Ave #203	2BR	2.0Bth	Hi-Rise	639,000	639,000
115 Colonial Rd #24	3BR	2.5Bth	Clstr	749,900	749,900
94 Barnes Rd #94	3BR	2.5Bth	Tnhse	775,000	775,000
159 Colonial Rd #40	4BR	3.5Bth	Clstr	789,900	789,900
123 Harbor Dr #503	3BR	3.0Bth	Tnhse	850,000	825,000
181 Turn of River Rd #3	3BR	3.5Bth	Clstr	879,000	848,200

I hope this newsletter finds you healthy after a long & trying 2020.

The housing market is starting with a "bang", & according to many experts the market is expected to continue growing in 2021, largely driven by the lasting impact the pandemic is having on lifestyles. As many of us spend extra time at home, we're reevaluating what home means & what we need going forward. Here's a look at some of the biggest factors affecting the market.

Mortgage Rates remain low & in 2020, the average interest rate for a 30-year fixed mortgage hit a record low 16 times. There's a sense of urgency driving buyers to purchase this year, because many wonder how long the low interest rates will last.

Inventory There Are Not Enough Homes for Sale. This is true across price ranges, whether single family homes or condos. The competition is high among buyers. Homes that are well priced continue to sell quickly. Selling your house before more listings come to market might be your best chance to shine.

Working Remotely is a new normal for many businesses & lasting longer than most expected. Many in today's workforce are discovering they no longer need to live close to the office, taking commute time out of the buying equation. Work & school study spaces have become a top priority.

More Outdoor Space is another priority. More usable outdoor space is driving buyers to seek less densely populated properties so they have more room to stretch their legs & enjoy a "staycation" lifestyle. According to the *State of Home Spending* report by *HomeAdvisor*, of the households surveyed, almost half reported spending 27% more time using their outdoor living space over the past year. This is a trend that's expected to grow in 2021 and beyond.

It's clear that homeownership needs are changing. As a result, buyers are expected to continue to move in record numbers this year. If you're trying to decide if now is the right time to make a move, let's connect today to discuss your options.

Gerri



1 Broad St., 33DE*

Amazing views from this stunning 3,214 sq ft, double unit penthouse with 3 Bedrooms & 3.5 Baths all on one level.

List Price: \$1,850,000



124 Forest St.

Updated tri-level 2 Bedroom, 2.5 Bath townhome featuring private deck/patio and attached garage.

List Price 559,000 Sale Price: \$550,000 Market Time: 7 Days

Properties above are not necessarily listed or sold by William Raveis Real Estate or Geri Guzinski

SINGLE FAMILY HOMES

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio					
2020	942	+24.4%	\$736,833	+11.3%	\$721,283	+12.6%	84	-5.9%	98.0%	+1.4%
2019	757	+4.7%	\$862,340	-1.4%	\$640,401	-1.4%	89	+25.4%	96.7%	-
2018	723	-0.3%	\$671,600	-0.7%	\$649,162	-0.3%	71	-22.0%	96.7%	-0.3%
2017	725	+1.0%	\$676,422	+2.1%	\$651,336	+2.3%	91	-14.2%	97.0%	+1.0%
2016	718	-3.0%	\$662,586	-3.4%	\$636,545	-3.7%	106	+5.0%	96.0%	-0.3%
2015	740	+15.0%	\$685,682	-4.6%	\$660,328	-4.3%	101	+1.0%	96.3%	-1.5%
2014	642	-8.6%	\$718,041	+10.3%	\$689,402	+3.8%	100	+2.0%	97.7%	+1.0%
2013	702	+17.5%	\$692,303	+3.5%	\$664,205	+4.4%	98	-4.9%	96.7%	-
2012	597	+13.5%	\$668,777	-4.1%	\$636,139	-3.5%	103	-2.9%	96.7%	+1.0%
2011	527	-1.5%	\$697,090	-5.8%	\$658,857	-5.3%	106	+1.0%	95.7%	+1.0%
2010	535	+10.0%	\$739,519	+3.5%	\$695,654	+4.5%	105	+3.0%	94%	+1.2%

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

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio
2020	7	Average List Price \$619,271	Average Sale Price \$608,357	MT= 94 days	
2019	2	Average List Price \$734,000	Average Sale Price \$710,000	MT= 46 days	
2018	4	Average List Price \$676,500	Average Sale Price \$646,875	MT=102 days	
2017	5	Average List Price \$819,600	Average Sale Price \$790,200	MT= 48 days	
2016	5	Average List Price \$753,000	Average Sale Price \$732,200	MT=113 days	
2015	8	Average List Price \$710,725	Average Sale Price \$697,000	MT=119 days	
2014	5	Average List Price \$743,500	Average Sale Price \$743,400	MT= 50 days	
2013	4	Average List Price \$760,750	Average Sale Price \$737,125	MT= 81 days	
2012	4	Average List Price \$674,475	Average Sale Price \$650,000	MT=101 days	
2011	2	Average List Price \$754,000	Average Sale Price \$737,500	MT= 47 days	

CONDOMINIUMS

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio					
2020	663	+14.5%	\$372,035	+9.4%	\$362,576	+9.9%	85	+1.1%	97.0%	-
2019	579	-6.6%	\$340,095	-3.7%	\$329,709	-4.0%	84	+29.2%	96.9%	-0.3%
2018	620	-6.3%	\$353,317	+3.6%	\$343,592	+3.9%	65	-21.7%	97.2%	+0.2%
2017	662	+1.2%	\$340,905	-6.5%	\$330,639	-6.2%	83	-10.8%	97.0%	+0.4%
2016	654	+18.2%	\$364,582	+7.2%	\$352,459	+7.2%	93	+1.0%	96.6%	-
2015	553	-6.3%	\$340,416	-5.9%	\$328,708	-6.4%	92	+2.0%	96.6%	-0.4%
2014	590	+4.2%	\$361,449	+6.8%	\$350,810	+6.8%	90	-16.5%	97.0%	-
2013	566	+27.0%	\$338,410	+0.6%	\$328,564	+2.1%	108	-8.5%	97.0%	+2.1%
2012	445	+12.6%	\$336,377	+2.0%	\$321,630	+2.7%	118	-5.0%	95.0%	+1.0%
2011	395	-2.9%	\$329,978	+7.2%	\$313,201	-8.7%	124	-4.0%	94.0%	-4.0%
2010	405	+6.0%	\$365,425	+2.4%	\$343,079	+1.9%	122	-5.5%	93.9%	-0.3%

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

Year	# Sold	Average List Price	Average Sale Price	Market Time	L/S Ratio
2020	8	Average List Price \$486,800	Average Sale Price \$469,800	MT=213 days	
2019	2	Average List Price \$456,115	Average Sale Price \$451,250	MT= 33 days	
2018	2	Average List Price \$512,000	Average Sale Price \$500,000	MT= 65 days	
2017	6	Average List Price \$474,317	Average Sale Price \$461,233	MT= 83 days	
2016	8	Average List Price \$462,488	Average Sale Price \$456,938	MT= 93 days	
2015	1	Average List Price \$489,000	Average Sale Price \$467,000	MT= 86 days	
2014	2	Average List Price \$442,000	Average Sale Price \$430,000	MT=147 days	
2013	2	Average List Price \$456,000	Average Sale Price \$441,000	MT= 53 days	
2012	2	Average List Price \$419,900	Average Sale Price \$418,000	MT=256 days*	
2011	4	Average List Price \$441,175	Average Sale Price \$425,000	MT= 98 days*	

*These were new construction

RENTALS*

Year	# Sold	Average List Price	Average Rent Price	Market Time	L/S Ratio					
2020	1498	+14.9%	\$2,597	+6.8%	\$2,600	+8.4%	45	-	100.0%	+1.4%
2019	1304	-4.8%	\$2,431	-1.4%	\$2,398	-1.4%	45	+2.3%	98.6%	-
2018	1370	+6.9%	\$2,466	+3.8%	\$2,431	+3.6%	44	-4.3%	98.6%	-0.4%
2017	1281	+10.9%	\$2,376	-4.5%	\$2,347	-4.5%	46	-2.1%	99.0%	+0.2%
2016	1155	-3.1%	\$2,488	+7.2%	\$2,457	+7.2%	47	-	98.8%	-

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

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& my website www.geriguzinski.com

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