



# Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS  
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## What's On The Market

\*Accepted Offer

297 Oaklawn Ave	0BR	1.5Bth	Rnch	345,000
61 Kane Ave	2BR	1.5Bth	Cape	475,000
71 Belltown Rd	3BR	1.5Bth	Col	539,999*
53 Autumn Ln	3BR	1.5Bth	Rnch	559,000
1852 Shippan Ave	4BR	2.5Bth	Col	649,900
168 Highline Trl	3BR	2.5Bth	RR	665,000*
264 Dundee Rd	4BR	4.0Bth	RR	685,000*
111 West Trl	5BR	3.0Bth	Col	739,000*
241 Russet Rd	4BR	3.5Bth	Col	769,000
135 Downs Ave	5BR	3.5Bth	Col	1,295,000
284 Briar Brae Rd	6BR	4/2Bth	Farm Hse	1,749,000*
1404 Shippan Ave	8BR	9/2Bth	Col	1,850,000*
134 Davenport Dr	5BR	5/3Bth	Col	4,199,000*

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

				List Price	Sale Price
56 Palmer St	2BR	1.5Bth	Col	289,750	303,000
25 Penzance Rd	2BR	1.0Bth	Rnch	369,000	369,000
157 Dunn Ave	2BR	1.0Bth	Rnch	399,000	399,000
14 Alpine St	3BR	1.5Bth	Cape	479,995	470,000
45 Cross Rd	3BR	2.0Bth	Rnch	449,000	490,000
161 Fifth St	3BR	3.0Bth	Ctnp	499,000	504,000
11 Klondike Ave	3BR	2.0Bth	Rnch	500,000	530,000
34 Lenox Ave	4BR	2.0Bth	Col	535,000	535,000
210 Knickerbocker Ave	3BR	1.5Bth	Col	549,000	550,000
64 Barmore Dr E	3BR	1.5Bth	RR	529,900	562,300
42 Fara Dr	4BR	2.0Bth	Col	599,900	610,000
74 Nichols Ave	3BR	2.5Bth	Cape	659,000	620,000
44 Simsbury Rd	3BR	2.5Bth	Rnch	575,000	625,000
326 Webb's Hill Rd	4BR	2.5Bth	Col	644,900	681,500
278 Four Brooks Rd	4BR	3.0Bth	Cntp	699,000	699,000
18 Talmadge Ln	3BR	2.5Bth	Cntp	700,000	705,000
46 Mitchell St	3BR	2.5Bth	Cape	709,000	717,000
30 Doran Farm Rd	2BR	2.0Bth	Rnch	758,000	750,000
230 Butternut Ln	3BR	3.5Bth	Col	799,000	805,000
36 Timber Mill Rd	4BR	3.5Bth	Cape	849,000	859,000
17 Sweet Briar Ln	5BR	3.0Bth	Col	899,000	930,000
42 Munko Dr	4BR	4.5Bth	Col	997,500	997,500
763 Rock Rimmon Rd	4BR	4.5Bth	Cntp	1,050,000	1,050,000
188 West Hill Rd	5BR	3.5Bth	Col	1,140,000	1,110,000
161 South Lake Dr	4BR	3.5Bth	Cntp	1,315,000	1,300,000
87 Greenleaf Dr	5BR	4.5Bth	Col	1,550,000	1,545,000
50 Mill Brook Rd W	4BR	3.5Bth	Cntp	1,350,000	1,605,000
242 Ocean Dr E	4BR	4.5Bth	Col	2,225,000	2,100,000
850 Riverbank Rd	3BR	3/2Bth	Cntp	2,850,000	2,775,000
236 Davenport Dr	6BR	5/2Bth	Tdr	5,750,000	5,400,000

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



**1156 Stillwater Rd**  
Spacious 4 BR, 3.5 Bth Ranch-style home with flexible space - a true entertainer's dream!  
List Price: \$639,000\*



**25 Dundee Rd**  
Stunning, updated true 5 Bedroom Colonial in one of Stamford's premiere associations  
List Price \$745,000 Sale Price: \$746,335 Market Time: 3 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
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
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](http://www.geriguzinski.com)

Real-Talk is published exclusively by Geri Guzinski.

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

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YEAREND SUMMARIES