



# Real-Talk

Your Real Estate Information Newsletter from Geri Guzinski, Realtor®, GRI, SRES, SRS  
203.536.2232 • GeriGuzinski.com • GeriLG@aol.com  
Facebook: @GeriGuzinskiRealtyGroup • Instagram: @geriguz

## What's On The Market

\*Accepted Offer

54 W North St #221	1BR	1.0Bth	Hi-Rise	135,000*
151 Courtland Ave #2B	1BR	1.0Bth	Rnch	199,000
215 Sylvan Knoll Rd	2BR	1.0Bth	Tnhse	235,000*
127 Greyrock Pl #906	1BR	1.0Bth	Hi-Rise	269,000*
1289 Hope St #C	2BR	1.0Bth	Rnch	289,000*
70 Strawberry Hill Ave #2-2A	2BR	2.0Bth	Rnch	305,000*
25 Forest St #4H	1BR	2.0Bth	Hi-Rise	375,000
1 Strawberry Hill Ct #6H	3BR	2.5Bth	Hi-Rise	429,900
9 Old North Stamford Rd #36E	2BR	2.5Bth	Tnhse	490,000
39 Maple Tree Ave #19	3BR	2/2Bth	Tnhse	599,900*
95 Intervale Rd #34	3BR	2.5Bth	Clstr	624,500*
1 Broad St #PH33A	3BR	3.5Bth	Pthse	1,000,000

## What's Sold (01/01/21 - 04/30/21)

				List Price	Sale Price
54 W North St #320	0BR	1.0Bth	Rnch	85,000	83,000
60 Strawberry Hill Ave #609	1BR	1.0Bth	Hi-Rise	145,000	136,500
59 Courtland Ave #2O	1BR	1.0Bth	Rnch	156,000	151,000
2475 Summer St #4G	1BR	1.0Bth	Rnch	189,500	188,000
106 Summer St #1A	1BR	1.0Bth	Rnch	195,000	195,000
71 Strawberry Hill Ave #1103	2BR	1.0Bth	Hi-Rise	224,000	212,500
53 Prospect St #600	1BR	1.0Bth	Rnch	249,000	236,000
44 Pleasant St #31	1BR	1.0Bth	Rnch	300,000	280,000
143 Hoyt St #2B	2BR	2.0Bth	Hi-Rise	305,000	305,000
970 Hope St #5C	2BR	2.0Bth	Rnch	329,000	329,000
263 Bridge St #263	2BR	2.0Bth	Tnhse	360,000	360,000
35 Mead St #2	2BR	2.5Bth	Tnhse	374,500	372,000
85 Franklin St #6	2BR	1.5Bth	Tnhse	399,000	391,000
85 Highland Rd #85	2BR	2.5Bth	Tnhse	439,000	432,000
100 Hope St #31	2BR	3.0Bth	Tnhse	455,000	467,000
2539 Bedford St #38T	3BR	2.5Bth	Tnhse	519,000	495,000
85 Camp Ave #11A	2BR	2.5Bth	Tnhse	495,000	500,000
584 Hope St #9	3BR	3.5Bth	Tnhse	524,000	535,000
115 Highview Ave #E	3BR	3.5Bth	Tnhse	575,000	560,000
17 Belltown Rd #1	3BR	3.5Bth	Tnhse	599,000	612,500
140 Forest St #140	3BR	2.5Bth	Tnhse	635,000	640,000
123 Harbor Dr #611	2BR	2.5Bth	Tnhse	695,000	685,000
25 Forest St #16C	3BR	3.0Bth	Rnch	839,000	830,000
181 Turn Of River Rd #9	4BR	3.5Bth	Clstr	879,000	900,000
77 Havemeyer Ln #98	3BR	3.5Bth	Tnhse	995,000	975,000

## Welcome to the Wild West of Real Estate!

Step aside 2005-6, there's a new show in town!

As of April 30th, here's where we stand: There were 33 new single family homes that came on the market in the past week bringing the total of available homes for sale to 130 vs. 222 in 2020. There have also been 24 condos listed in the last week bringing the total available to 160 vs. 163 in 2020. There are 232 single family homes with an accepted offer or signed contract and 194 condos with the same. Since 1/1/21 there have been 257 single family homes that have passed title in 2021 vs 179 in 2020 and 268 condos in 2021 vs. 153 in 2020. The sold single family homes range in price from \$345,000 to \$4,200,000 and the condos range from \$89,000 to \$975,000.

That's a lot of info – so what does it mean? We are extremely low on inventory and properties that come on the market, priced correctly, are receiving offers immediately from buyers who are bidding aggressively.

Coupled with the continuation of low interest rates and work from home options loosening up location restrictions for many people we have the "perfect storm" for sellers.

If you've thought about taking advantage of this market, now is the time! If you are making a move to another home, we have solutions to get you there. If you want to get top price – we have a proven plan!

In the past year I had a 102% list to sales price ratio on my listings compared to 98% in the Stamford market, and the average time from list to accepted offer was 5 days for the properties I represented.

Let me know how I can help you!

Ger



236A Glenbrook Rd #11C

A wonderful opportunity in desirable Linden House.  
1BR, 1Bth condo featuring hardwood floors and reserved parking.  
List Price: \$150,000\*



79 Harbor Dr #319

Enjoy a waterfront lifestyle in this beautifully updated townhome offering 2BR & 2.5Bth in sought after Schooner Cove.  
List Price \$415,000 Sale Price: \$410,000 Market Time: 9 Days

## In This Crazy Real Estate Market William Raveis & I Are Here to Make Your Life Easier!

**Question of the Season:** In a market where you have to make a moving decision in about a minute and a half, have a home to sell to buy and need to be the most competitive bid, how do you have success?

**Answer:** Let me make the process as seamless as possible with our host of services to get you where you want to go with William Raveis Solutions:

**Dilemma:** You're getting ready to put your home on the market but need a little sprucing up to realize the most this market is willing to give. That might include painting, flooring – maybe even a small renovation. Your equity is tied up in the house so the question becomes how to pay for the updates.

**Raveis Refresh** to the rescue in 5 easy steps. Once you've signed your listing agreement with me I will submit your property to the concierge team and when your submission is pre-approved, the design team will work with us to determine the right scope of work and present to you for your review & approval. Once you choose to move forward, the project manager will help with all scheduling and vendors. There are a few payment options – at closing, monthly installments or at an agreed upon timeframe.

Is all your equity tied up in your current home? We have 2 solutions for that!

**Raveis Purchase** – easy as 1-2-3!

- Raveis acquire the property for an initial payment of up to 80% of the current value, determined through the agent CMA & a certified appraiser (at no cost to you).  
Releasing the majority of your equity & enabling you to settle any mortgages (making you a cash buyer)
- Once the property is vacated, Raveis prepares the home for sale, (all with your authorization) with the design team. This is utilizing the benefits of **Raveis Refresh**
- We sell your home for top dollar & you, the seller, keep all the upside (this is what distinguishes our program from the other iBuyer programs out there)

There is a fee involved and the seller is responsible for commissions, upgrades and carrying costs of the home while it is being marketed. This is not a loan and does not require a credit application or have an affect on your credit rating.

**Raveis Bridge** – what's old is new again! These are short-term loans designed to help loosen up your equity in a tight inventory market and help you to purchase your next home without having to wait to sell your existing home. The term is up to 12 months, interest only, as well as fees associated with the loan.

Sound interesting? Let's chat and see if any of these programs can help you make the move!

Check me out on Facebook @GeriGuzinskiRealtyGroup, Instagram @geriguz  
& my website GeriGuzinski.com

Real-Talk is published exclusively by Geri Guzinski.

For mortgage rate information or inquiries, call 203-536-2232, 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.

leave empty  
for address

PERMITTED STANDARD  
STAMFORD CT  
PAID  
U.S. POSTAGE

Gerri Guzinski  
William Raveis Real Estate  
1022 Long Ridge Road  
Stamford, CT 06903