



# 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

24 North St	3BR	2.0Bth	Col	355,000*
33 Frisbie St	3BR	1.0Bth	Col	439,900*
68 Ridge Park Ave	3BR	2.5Bth	Cape	499,000*
74 Old Colony Rd	3BR	2.0Bth	Rnch	549,000*
78 Shady Ln	4BR	2.5Bth	Cape	599,000
95 Intervale Rd #34	3BR	2.5Bth	Col	624,500*
27 Revonah Ave	4BR	2.0Bth	Cape	649,000*
43 Kensington Rd	3BR	2.5Bth	Col	689,000*
60 Mountain Wood Rd	4BR	2.5Bth	Col	765,000*
82 Shelter Rock Rd	4BR	2.5Bth	Col	785,000
87 W Haviland Ln	4BR	2.5Bth	Col	820,000*
40 Brundage St	4BR	3.5Bth	Col	859,000*
188 Rock Rimmon Rd	4BR	4.5Bth	Col	1,037,000*
67 White Oak Ln	4BR	3.5Bth	Col	1,100,000*
40 Ocean Dr N	4BR	2.5Bth	Col	1,549,000*
199 Van Rensselaer Ave	7BR	4/2Bth	Col	2,250,000
Ocean Dr W	9BR	5/2Bth	Chateau	2,975,000

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

				List Price	Sale Price
297 Oaklawn Ave	0BR	1.5Bth	Rnch	345,000	320,000
17 Derwen St	2BR	1.0Bth	Rnch	372,500	380,000
42 Ardsley Rd	5BR	2.0Bth	Rnch	439,000	441,000
99 Woods End Rd	3BR	2.0Bth	Rnch	489,900	480,000
71 Belltown Rd	3BR	1.5Bth	Col	539,999	535,000
29 Tremont Ave	4BR	1.5Bth	Col	537,500	595,000
117 Midland Ave	3BR	2.5Bth	Cape	550,000	607,500
128 Knapp St	4BR	2.0Bth	Cape	619,000	645,000
80 Rolling Wood Dr	3BR	2.5Bth	Split	665,000	665,000
40 Saint George Ave	4BR	2.0Bth	Col	665,000	685,000
83 Maltbie Ave	3BR	2.5Bth	Rnch	699,000	715,000
5 Halliwell Dr	4BR	3.5Bth	Cape	738,888	750,000
15 Ridgewood Ave	4BR	3.5Bth	Col	749,900	800,000
140 Cedar Heights Rd	4BR	5.0Bth	Col	779,000	781,500
309 Blackberry Dr	4BR	3.5Bth	Col/Cntp	835,000	817,730
70 Dulan Dr	4BR	2.5Bth	Col	819,900	825,000
286 Webbs Hill Rd	4BR	4.0Bth	Col	848,000	848,000
124 Dundee Rd	3BR	2.5Bth	Rnch	899,000	915,000
88 Frost Pond Rd	5BR	3.5Bth	Col	875,000	935,000
58 Bartina Ln	4BR	4.5Bth	Cape	899,000	975,813
50 Doral Farm Rd	3BR	2.5Bth	Clsr	929,000	924,000
789 Riverbank Rd	5BR	4.5Bth	Cape	1,042,000	1,042,000
246 Quarry Rd	4BR	2.5Bth	Rnch	1,195,000	1,182,000
23 Wyndover Ln N	5BR	3.5Bth	Cntp	1,299,000	1,299,000
57 Brookhollow Ln	5BR	5/3Bth	Col	1,399,000	1,400,000
284 Briar Brae Rd	6BR	4/2Bth	FarmH	1,749,000	1,625,000
23 Ralsey Rd S	5BR	3.5Bth	Col	2,300,000	2,325,000
219 Dolphin Cove Quay	5BR	5/2Bth	Col	4,250,000	4,200,000

## 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



54 Valley View Dr

Open & Airy 4BR, 2.5Bth Contemporary offers easy living on double cul-de-sac with wrap around deck & fenced level yard  
List Price: \$829,000\*



309 Cedar Wood Rd

Delightful 4BR, 3.5Bth Country Colonial on private lane – true New England charm & character in North Stamford  
List Price \$825,000\*

## 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

Ger