



1/19

Real-Talk

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

What's On The Market

*Accepted Offer

40 Elmbrook Dr	3BR	2.0Bth	Cape	349,000 *
20 Francis Ave	3BR	1.5Bth	Tudor	450,000 *
23 Longview Ave	3BR	1.5Bth	Cape	485,000 *
20 Douglas Ave	3BR	2.0Bth	Cape	489,900 *
44 Dartley St	3BR	2.5Bth	Rnch	550,000 *
219 Belltown Rd	4BR	1.5Bth	Split	595,000 *
33 Willowbrook Pl	4BR	2.0Bth	Col	650,000 *
43 Bentwood Dr	4BR	3.0Bth	Rnch	899,000 *
400 Wire Mill Rd	3BR	2.5Bth	Antq	1,019,000 *
49 Waterview Way	3BR	3.5Bth	Col	1,400,000 *
47 Walnut Ridge Ct	5BR	4.5Bth	Col	1,479,000 *
49 Walnut Ridge Ct	5BR	4.5Bth	Col	1,499,000
14 Campbell Dr	5BR	3/2Bth	Cape	1,575,000 *
141 Downs Ave	4BR	4/2Bth	Chteau	3,000,000 *
1021 Rock Rimmon Rd	10BR	8/2Bth	Contp	10,000,000

What's Sold (10/01/21 - 02/09/22)

				List Price	Sale Price
58 Myano Ln	2BR	1.0Bth	Rnch	259,000	260,000
37 Unity Rd	2BR	1.0Bth	Rnch	399,000	392,500
24 Cantwell Ave	4BR	2.0Bth	Cape	450,000	440,000
21 Island Heights Cir	3BR	1.5Bth	Rnch	455,000	475,000
137 Shadow Ridge Rd	3BR	2.0Bth	Split	489,000	510,000
104 Crestwood Dr	3BR	2.0Bth	Ctnp	535,000	545,000
93 Harvest Hill Ln	3BR	2.5Bth	Split	574,900	565,000
78 Dunn Ave	3BR	2.5Bth	Cape	599,000	595,000
123 Ridge Park Ave	4BR	2.0Bth	Cape	600,000	615,000
23 Prudence Dr	3BR	1.5Bth	Col	655,000	655,000
178 Idlewood Dr	4BR	2.5Bth	Col	649,000	682,000
98 Rolling Wood Dr	3BR	2.5Bth	Split	685,000	701,500
93 Crestwood Dr	3BR	2.5Bth	Rnch	629,000	750,000
133 McIntosh Rd	4BR	2.5Bth	Col	717,000	752,000
26 Dancy Dr	3BR	2.5Bth	RR	799,000	799,000
230 Hubbard Ave	4BR	3.0Bth	Rnch	725,000	800,000
147 Mountain Wood Rd	6BR	3.5Bth	Col	840,000	875,000
22 Talmadge Ln	4BR	3.5Bth	Cntp	889,000	909,000
310 Halliwell Dr	4BR	2.5Bth	Col	925,000	990,000
138 New England Dr	5BR	4.5Bth	Col	1,199,000	1,155,000
64 Canfield Dr	5BR	3.5Bth	Tudor	1,275,000	1,275,000
9 Victoria Ln	5BR	4.5Bth	Rnch	1,495,000	1,450,000
4 Calder Bridge Dr., #4	4BR	4/2Bth	Col	1,550,000	1,550,000
536 Riverbank Rd	2BR	4.5Bth	Cntp	1,700,000	1,800,000
180 Hunting Ridge Rd	6BR	6.5Bth	Cntp	1,899,000	1,899,000
14 Emery Dr	5BR	4/2Bth	Rnch	2,295,000	2,295,000
150 Davenport Dr	5BR	3/2Bth	Col	4,375,000	4,375,000
68 Saddle Rock Rd	4BR	4.5Bth	Med	5,500,000	4,850,000

What's Going On?

That could be the theme of 2022, and it's not just the pandemic, supply chain and all of the other craziness. Real estate is nuts, (that's a technical term)!

Our biggest obstacle at the moment is the lack of housing inventory for sale. On the back page you can see how the market performed in 2021 which was up significantly over the fast pace of 2020. 2022 is going to write its own unique story and so far, the beginning chapters are, let's say, "interesting".

As of early February we had under 65 single family homes and under 75 condos for sale in the entire City of Stamford across all price ranges. We have under 10 single family homes in each \$100,000 price range from \$400,000 to \$10,000,000. For condos it's similar with under 15 condos in each \$100,000 price range from \$140,000 to \$1,275,000.

We're a City of approximately 49,000 households which means we only have 0.25% of Stamford's total housing available for purchase. That's crazy! For perspective, inventory usually runs about 350 single family & 300 condos.

So what does that mean? Demand remains strong and buyers are aggressively bidding. The reality that interest rates are going to start to inch up is also fueling the buyers' incentive to move forward. Here's the caveat – if you're thinking of selling your home you still have to price realistically. Even with the low inventory, there are overpriced homes that are sitting on the market. Pricing is the secret to success!

Are you thinking of selling? The market is ripe and we're here to guide you to the best outcome! Let's chat and make a plan!

Geri



96 Hubbard Ave

Magnificent 5BR, 4.5B 1920's Colonial in wonderful Mid-City location features all the charm and elegance of a bygone era.

List Price \$969,000*



535 West Hill Rd

Contemporary 3BR, 2B Ranch in wonderful Westover!

List Price \$619,000*

SINGLE FAMILY HOMES

Year	# Sold		Average List Price		Average Sale Price		Market Time	L/S Ratio
2021	966	+5.4%	\$830,627	+12.7%	\$832,735	+15.5%	60	-29.0%
2020	942	+24.4%	\$736,833	+11.3%	\$721,283	+12.6%	84	-5.9%
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%

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

2021 - 0 sold	Average List Price	N/A	Average Sale Price	N/A	MT=	N/A
2020 - 7 sold	Average List Price	\$619,271	Average Sale Price	\$608,357	MT=	94 days
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

CONDOMINIUMS

Year	# Sold		Average List Price		Average Sale Price		Market Time	L/S Ratio
2021	941	+42.0%	\$359,221	-4.0%	\$355,100	-2.0%	72	-15.0%
2020	663	+14.5%	\$372,035	+9.4%	\$362,576	+9.9%	85	+1.1%
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%

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

2021 - 9 sold	Average List Price	\$457,111	Average Sale Price	\$456,333	MT=	88 days
2020 - 8 sold	Average List Price	\$486,800	Average Sale Price	\$469,800	MT=	213 days
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*

*These were new construction

RENTALS*

Year	# Sold		Average List Price		Average Rent Price		Market Time	L/S Ratio
2021	1464	-2.3%	\$2,604	+0.2%	\$2,610	+0.4%	36 days	-20.0%
2020	1498	+14.9%	\$2,597	+6.8%	\$2,600	+8.4%	45 days	-
2019	1304	-4.8%	\$2,431	-1.4%	\$2,398	-1.4%	45 days	+2.3%
2018	1370	+6.9%	\$2,466	+3.8%	\$2,431	+3.6%	44 days	-4.3%
2017	1281	+10.9%	\$2,376	-4.5%	\$2,347	-4.5%	46 days	-2.1%

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

Check me out on Facebook [The Guzinski Team](#), 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.

for address
leave empty

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

GERI GUZINSKI
William Pitt Sotheby's International Realty
3 Roxbury Road
Stamford, CT 06902