



# Real-Talk

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

## Why It's Still a Good Time to Sell Your Home in 2022

### Demand Is Strong

Though the demand that we saw during the height of the pandemic has backed off a bit, don't be fooled. There are still buyers out there searching for a new place to call home and are ready to make an offer. Not only are we seeing buyers continue to migrate from New York, locals are starting to look to see what's out there.

### There Is Less Competition

We are so low on available inventory in the housing market, it's scary! Though we saw a slight uptick in listings during the summer, we are currently extremely low on available housing for sale.

With interest rates inching up, inflation holding its own and the "R" word poking its ugly head up, one of the frequent questions out there is: "Is it still a good market for sellers?" Let's take a look.

Right now, the market is still good for sellers, but rates could rise again and appreciation has slowed, though not stalled. You don't want to realize that the market has started shifting to a buyer's market and then decide to sell your home. By then, it'll be too late - everyone will have the same idea, pushing the market further to the buyer's favor.

Active Listings on 10/10/2022		
Price Range	Single Family	Condos
\$0-\$299,999	0	25
\$300,000-\$399,999	1	24
\$400,000-\$499,999	5	13
\$500,000-\$599,999	9	5
\$600,000-\$699,999	9	2
\$700,000-\$799,999	10	3
\$800,000-\$899,999	14	1
\$900,000-\$999,999	3	2
\$1,000,000-\$1,299,999	15	2
\$1,300,000-\$1,499,999	7	0
\$1,500,000-\$1,999,999	6	2
\$2,000,000-\$4,999,999	11	1
\$5,000,000+	4	0
<b>Total</b>	<b>95</b>	<b>80</b>

It's been a huge seller's market and the market is continuing to shift to a more balanced market - so the earlier you can sell, most likely the more you're going to get. If you can sell now, you should consider it.

Why did some home sellers hold on to their homes when the real estate market was red hot. It seems some were worried about the struggles they would face as a buyer while other times, sellers were holding out for even higher priced market.

It's probably not a great idea to wait if you are ready - you don't want to get caught in a situation where the market has shifted because everyone else had the same idea. Although sellers are still getting good prices for their homes, the crazy 20-offer situations that would get sellers 30% over asking are very rare.

It's not a good idea to try to play the market, especially since even seasoned real estate experts can't predict what the playing field will look like several months, or even weeks from now. If you need to sell your home because it no longer suits your needs - whether it's too small, too long of a commute, etc. - then now is the time to switch things up.

On Average 14,767 Homes Sold Yesterday in the US ...  
Did You Want To Be One of Them?

Contact me today to find out your home's value in today's real estate market.

As of the writing of this article there are under 100 single family homes available for sale in Stamford and about 80 condos. This is way below the "normal" housing market where we have an inventory of 300-400 single family and the same for condos. This means there are not enough homes for sale to satisfy the number of buyers in the market. This is great news for home sellers, but with a caveat - you must price your home correctly, this is not an invitation to raise your price expectations. We are seeing price reductions for properties that have tried to test out higher pricing. This usually leads to longer market times and ultimately, a lower sales price than if you start off where buyers' expectations are.

### Other Things to Keep In Mind

It's also important to keep in mind that home selling is not an immediate process. Though well priced homes sell quickly, this doesn't account for the time it takes to prepare the house, prepare your schedule, and sign with your agent.

### Is It Time to Make a Move

Look at the reason you decided to sell in the first place and determine whether it is worth waiting. Is it to be closer to family? Health reasons? Need more room, or maybe less space? The freedom to go on with your life the way you think you should?

Only you know the answers to the questions above. You have the power to take control. Perhaps the time has come for you and your family to move on and start living the life you desire, after all that is what is truly important.

### What's On The Market

\*Accepted Offer

3 Hillview Ln	3BR	2.0Bth	Split	399,000*
106 Brookside Drive	2BR	1.5Bth	Col	457,000
22 Dunn Ave Ext	3BR	2.0Bth	Cape	579,900*
8 Woodridge Dr	3BR	3.0Bth	Rnch	633,000*
47 Bel Aire Dr	4BR	1.5Bth	Split	685,000*
3 Robinson Dr	3BR	2.5Bth	Split	700,000*
14 Coachlamp Ln	4BR	2.5Bth	Col	730,000*
306 Club Rd	4BR	2.5Bth	Split	769,000*
104 Nutmeg Ln	4BR	3.0Bth	Split	789,000*
59 Quaker Ridge Rd	4BR	3.0Bth	Cntp	889,000
36 Coventry Rd	4BR	3.0Bth	Cntp	970,000*
17 Boulder Brook Dr	4BR	2.5Bth	Col	1,100,000*
1287 Rock Rimmon Rd	6BR	4/2Bth	Col	1,164,000*
49 Spring Hill Ln	4BR	3.5Bth	Col	1,225,000*
251 Weed Ave	4BR	3.5Bth	Split	1,250,000*
45 Walnut Ridge Ct	4BR	3.5Bth	Col	1,389,000
294 Erskine Rd	3BR	3.0Bth	Col	1,395,000
23 Gray Farms Rd	5BR	4.5Bth	Col	1,479,000
49 Walnut Ridge Ct	5BR	4.5Bth	Col	1,499,000*
1021 Rock Rimmon Rd	10BR	8/2Bth	Col/Cntp	9,499,000

### It's Not What You Think!

You may be thinking that things are a lot worse than they actually are. Let's take a look...

First, and most importantly, you need to know that ALL real estate is local. What you hear on the nightly news often reflects a generalized, national market. The thing is - what happens in Stamford, CT is very different from San Francisco, CA where they've experienced some of the biggest drops in home values since their 2022 highs.

So what about us? I think the best way to explain our current market is by telling you the story of what happened this month with two of the homes I listed.

For the first home, the property owners called to set up our initial consultation and after walking through their home we discussed their goals and their time table. We put together a plan that would enhance their sale without breaking the bank. After I came back with their pricing outlook and signed paperwork we got busy. First the stager (which is a complimentary consultation) came and verified what should be done - including some painting, minor repairs, editing out of furniture and personal items and then having the stager add in some items to enhance the pictures and the showing experience. The original plan was to go on the market for sale in early 2023, but their time table moved up. Because we had started early we were ready! Within a week we had pictures taken, brochures made, the listing uploaded and were ready for our debut. They listened to all the suggestions, including pricing, which resulted in 25 showings over the 1st weekend, 7 offers and ultimately an over asking accepted offer. Two weeks later with a different home we had a similar experience. They did the work we asked of them, listed the house on a Thursday, had 18 showings over the weekend which resulted in 3 cash offers and an accepted offer over asking.

See the other side of this newsletter for a more in-depth look at what's going on, but if you think the time for you to make a move is approaching, it's never too early to start!

Pricing and presentation are the key to success, and the market is still extremely busy! We're here to guide you to the best outcome! Let's chat and make a plan!

Geri



72 Redmont Road\*

Graceful living in lower North Stamford - 4 Bedroom/2.5 Bath re-imagined Cape on private 1+ acre  
List Price \$799,000



157 Dogwood Lane

Wonderful location & terrific space - 4 Bedrooms plus Office/Den & Family Room with Fireplace in this North Stamford gem!  
List Price \$725,000

### What's Sold (5/24/22 - 10/11/22)

	List Price	Sale Price
297 Oaklawn Ave	369,000	340,000
228 Sundance Rd	469,000	485,000
77 Hirsch Rd	499,000	551,000
29 Saint George Ave	509,000	561,000
40 Elmer St	519,000	625,000
31 Woodridge Dr S	539,000	543,000
25 Brundage St	549,000	628,000
145 Bouton St W	599,000	710,000
69 Nichols Ave	629,000	725,000
68 Stanton Ln	725,000	812,000
31 Forestwood Dr	749,000	880,000
87 Bartina Ln	799,000	926,000
84 Lawrence Hill Rd	835,000	945,000
21 Revonah Cir	919,000	1,035,000
25 Bend of River Ln	975,000	1,075,000
42 Thornwood Rd	999,000	1,205,000
18 Vincent Ct	1,029,000	1,075,000
991 Westover Rd	1,049,000	1,225,000
42 Gurley Rd	1,195,000	1,315,000
352 Bayberrie Dr	1,350,000	1,450,000
80 Davenport Farm Ln E	1,449,000	1,495,000
3 Lake Windermere Dr #4	1,599,000	1,550,000
33 Sweet Briar Rd	1,695,000	1,750,000
61 Nathan Hale Dr	1,850,000	2,100,000
14 Cogswell Ln	1,995,000	1,950,000
305 Laurel Rd	2,200,000	2,400,000
71 Gurley Rd	4,950,000	4,750,000

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For mortgage rate information or inquiries, call 203-536-2232, or e-mail me at [GuzinskiTeam@gmail.com](#)

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

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