

Our Featured Agent Of The Week

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SOUND OFF: BARBARA DALY

Sellers should resist overpricing properties, for the market still favors fairly priced homes

Famed investing guru John Templeton once stated, "The four most dangerous words in investing are "This time it's different." Certainly, the world is a different place than it was two years ago, as is Greenwich and the real estate market here. COVID-19 sent city dwellers out to the country and reduced the housing supply substantially.

So, as you look around and hear from friends and neighbors, it feels changed. But if you are looking towards selling your home and pricing it in this market place, you will find it isn't all that different — and yet it is.

Historically, when pricing a home, you would work with a Realtor to examine the marketplace and look at the prices of comparable homes. This remains as true as it ever was. While supply is short and prices have increased, consulting a Realtor to correctly value your home is as important — if not more so — than ever.

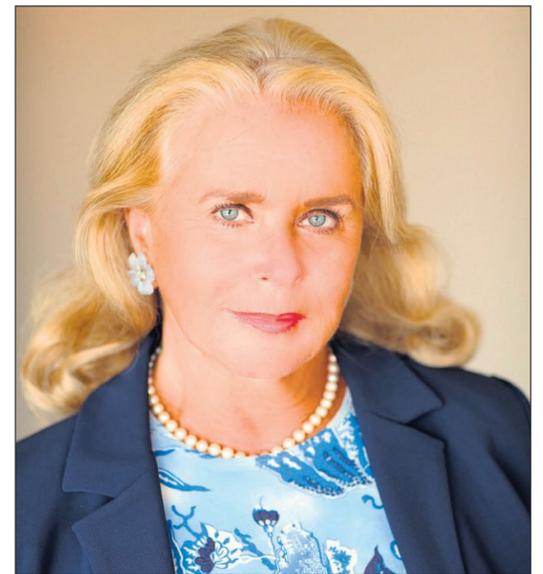
"Comparables," while higher than in the past, are still essential to a good valuation. Indeed, in Greenwich as of late,

fairly priced homes have often found themselves in bidding wars, while overpriced homes languish with little interest. The temptation may be to shoot for the stars when pricing, but listen to your professional Realtor, and try to take your emotions out of it. It is a business transaction.

Don't fall victim to the temptation to overshoot

and complicate the sale of your home. The market will tell you what it is worth.

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Contributed Photo
Barbara Daly

WORTH REPEATING | GREENWICH REAL ESTATE

15 Single Family Homes (SFH) closed last week

EVERY home on the market that sold between \$1M - \$2.1M sold at, or over, the asking price

There are currently 157 active SFH on the market

- Active SFH March 31, 2021 - 285
- Active SFH March 31, 2020 - 504

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GREENWICH BROKERAGE | ONE PICKWICK PLAZA, GREENWICH

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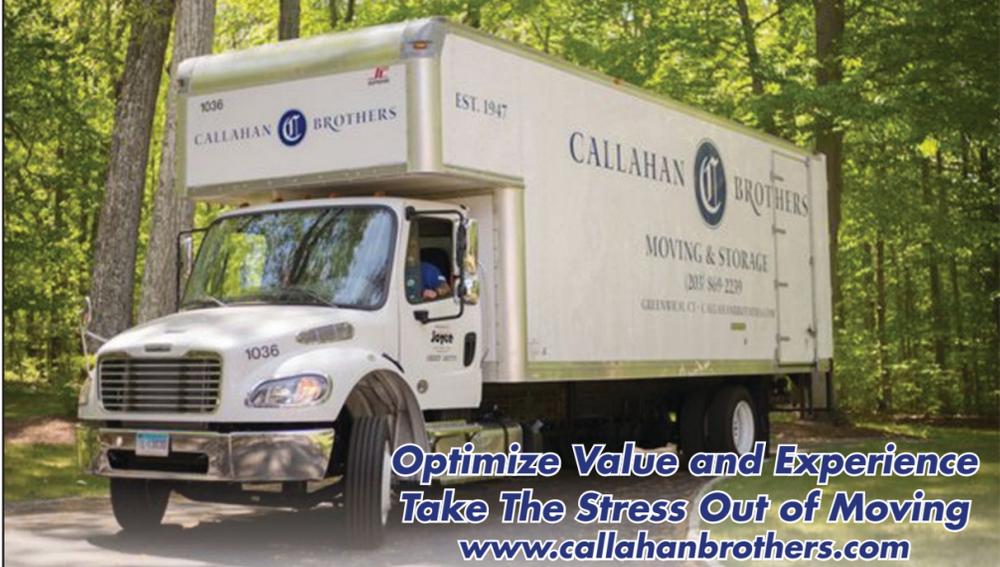
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