



Inside Real Estate

Greenwich Newsletter

Fall 2006

Recent Home Sales

<u>Address</u>	<u>Final List Price</u>	<u>Selling Price</u>	<u>Days on market</u>
Cos Cob			
8 Relay Place	\$699,999	\$699,999	21
6 Butler Street	\$849,500	\$835,000	18
14 Maplewood Drive	\$929,000	\$890,000	85
19 Licata Terrace	\$1,050,000	\$980,000	66
7 Cottontail Road	\$1,495,000	\$1,450,000	15
30 Cognewaugh Road	\$1,875,000	\$1,625,000	63
46 Old Stone Bridge Rd	\$2,375,000	\$2,287,500	17
Greenwich			
44 Nicholas Avenue.	\$619,000	\$565,000	75
50 The Avenue	\$995,000	\$970,000	24
42 S. Bowman Drive	\$1,259,000	\$1,260,000	28
26 Widgeon Way	\$1,325,000	\$1,325,000	0
17 Sachem Lane	\$1,575,000	\$1,500,000	59
27 Rustic View Road	\$1,795,000	\$1,600,000	128
23 Bote Road	\$2,395,000	\$2,200,000	106
212 Old Mill Road	\$2,799,000	\$2,600,000	71
124 Pecksland Road	\$3,495,000	\$3,495,000	24
523 N. Maple Avenue	\$4,499,000	\$3,900,000	275
58 Brookridge Drive.	\$5,495,000	\$4,850,000	246
15 Bayberry Lane.	\$6,460,000	\$5,300,000	312
25 Dairy Road	\$7,850,000	\$7,300,000	160
38 Parsonage Road	\$9,950,000	\$9,950,000	17
573 Indian Field Road	\$16,900,000	\$15,500,000	93
Old Greenwich			
30 MacArthur Drive	\$799,000	\$799,000	8
17 Richmond Drive.	\$1,325,000	\$1,095,000	106
14 Park Avenue.	\$1,745,000	\$1,745,000	17
7 Meadowbank Road.	\$2,250,000	\$1,800,000	54
10 Norton Lane.	\$1,595,000	\$2,127,000	16
12 Egglestone Lane.	\$3,395,000	\$3,175,000	46
66 Binney Lane	\$5,100,000	\$3,900,000	265
Riverside			
10 Carey Road	\$779,000	\$700,000	36
76 Riverside Avenue	\$1,385,000	\$1,250,000	63
22 Oval Avenue	\$2,195,000	\$1,800,000	103
24 Lakeview Drive	\$2,400,000	\$2,312,000	36
18 Owenoke Way.	\$3,295,000	\$2,975,000	63
70 Cedar Cliff Road	\$3,995,000	\$3,995,000	26
26 Glen Avon Drive	\$5,495,000	\$5,495,000	35
Condos and Co-ops			
775 W. Putnam Avenue	\$190,000	\$190,000	0
20 Church Street	\$365,000	\$365,000	33
1465 E. Putnam Avenue	\$459,000	\$445,000	18
305 Sioux Place.	\$719,000	\$719,000	28
37 Davenport Avenue	\$1,595,000	\$1,525,000	74
4 Sound Shore Drive.	\$3,495,000	\$3,250,000	101
211 Milbank Ave. West	\$4,600,000	\$4,870,000	4

Did you know . . . ?

Strategic, Successful Staging for Sellers

Flexibility is the key...that opens the door to your new home, or that locks the door to your sold. Sellers are learning that they have to twist, turn, and bend with the transitioning real estate market. Maximizing your selling experience begins with a profitable, perhaps essential strategy, one backed by real estate agents nationwide: staging, a technique that showcases everything your home has to offer.

Curb Appeal

Staging your home starts outside! Many homebuyers will decide if they're interested in a house before ringing the doorbell. Mow the lawn, trim the trees, remove all tools from view. Wash or paint the front door, add potted flowers or new plantings where appropriate.

Maintenance Issues

Eliminating maintenance issues is essential. It may be advantageous for sellers to pay for a house inspection prior to listing their home. In doing so, sellers are safeguarding against any issues that may surface during a buyer's inspection. Envision your house through a buyer's eyes: even the slightest imperfection may be noticed.

Clutter

De-clutter! Sellers should work to give their house an open, uncluttered look. Clean and organize, store as much furniture as needed. Buyers should be able to visualize the house as their own; clutter inhibits their ability to do so.

Other Tips

When showing a property, always keep all of your lights on. Paint your house with neutral colors. Add fresh towels and mats. Clean!

Remember, persistence pays.