



Inside Real Estate

New Canaan Newsletter

Fall 2006

Recent Home Sales

<u>Address</u>	<u>Original Price</u>	<u>Selling Price</u>
Residential		
189 Summer Street	\$655,900	\$510,000
20 East Maple Street	\$929,000	\$850,000
121 Kimberly Place.	\$995,000	\$1,001,000
52 Village Drive	\$1,295,000	\$1,230,000
28 Knapp Lane	\$1,399,000	\$1,425,000
4 Colonial Court	\$1,599,000	\$1,550,000
56 Douglas Road	\$1,875,000	\$1,850,000
35 Sagamore Trail	\$2,195,000	\$2,050,000
28 Carriage Lane	\$2,249,000	\$2,249,000
142 Sleepy Hollow	\$2,499,000	\$2,450,000
326 South Avenue	\$2,695,000	\$2,570,000
40 River Wind Road	\$2,949,000	\$2,862,500
91 Four Winds Lane	\$3,825,000	\$3,000,000
344 Wahackme Road	\$4,695,000	\$3,900,000
485 Laurel Road	\$6,900,000	\$4,700,000
42 Parkers Glen.	\$5,279,400	\$5,279,400
Condominiums / Cooperatives		
79 Locust Avenue, #221	\$399,000	\$392,500
94 E East Avenue	\$675,000	\$675,000
116 Forrest Street	\$769,000	\$760,000
312 Elm Street, #37	\$949,000	\$890,000
49 Lakeview Avenue	\$979,000	\$977,000
205 Main Street	\$1,095,000	\$1,130,000
23 Mead Street	\$1,495,000	\$1,375,000
Land		
42 Mariomi Road	\$1,175,000	\$1,082,500
424 South Avenue.	\$1,200,000	\$1,275,000
137 Old Kings Highway.	\$1,595,000	\$1,365,000

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.