



Inside Real Estate

Darien Newsletter

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Recent Home Sales

<u>Address</u>	<u>Final List Price</u>	<u>Selling Price</u>
Darien		
4 Kelsey Street	\$530,000	\$530,000
5 Oak Park Avenue	\$829,000	\$800,000
19 Highland Avenue.	\$819,000	\$802,000
2278 Boston Post Road	\$790,000	\$805,555
67 Relihan Road	\$1,040,000	\$990,000
25 Bailey Avenue	\$1,195,000	\$1,025,000
88 Noroton Avenue.	\$1,125,000	\$1,050,000
131 Holmes Avenue	\$1,069,000	\$1,053,000
23 Goodwives River Road	\$1,195,000	\$1,195,000
17 Sherry Lane	\$1,495,000	\$1,400,000
29 Rings End Road	\$1,435,000	\$1,525,000
27 Devon Road	\$1,659,000	\$1,550,000
2 Hampton Road	\$1,795,000	\$1,725,000
114 Colony Road.	\$2,095,000	\$1,965,000
10 Weeds Landing	\$2,290,000	\$2,010,000
14 Crane Road	\$2,095,000	\$2,150,000
16 Prospect Avenue.	\$2,285,000	\$2,175,000
5 Haskell Lane.	\$2,395,000	\$2,250,000
861 Hollow Tree Ridge Rd	\$3,250,000	\$3,250,000
112 Nearwater Lane	\$4,195,000	\$4,200,000
149 Long Neck Point Road	\$4,950,000	\$4,700,000
3 Salem Straits.	\$5,475,000	\$5,225,000
25 Butler's Island Road.	\$13,900,000	\$11,750,000
15 Butler's Island Road.	\$15,995,000	\$13,700,000
Rowayton		
10 Deane Street	\$549,000	\$517,000
16 Woodbine Street	\$599,000	\$525,000
12 Old Field Road.	\$769,500	\$733,000
25 Thomes Street.	\$779,000	\$785,000
126 Wilson Avenue.	\$920,000	\$890,000
149 Witch Lane	\$869,000	\$925,000
86 Roton Avenue.	\$1,080,000	\$975,000
13 Indian Spring Road.	\$1,200,000	\$1,187,500
76 Witch Lane	\$1,599,000	\$1,575,000
25 South Beach Drive	\$2,350,000	\$2,350,000
30 Highland Avenue #3.	\$2,850,000	\$2,950,000
45 Rowayton Avenue.	\$3,550,000	\$3,200,000

Did you know . . . ?

What's Your Home Worth?

Market value is the main concept you must understand when determining the value of your home. But what is and how it can help you price your home?

What is market value?

Market value is the amount prospective buyers are willing to pay at the time homeowners are ready to sell. The best way to find out the market value of your home is to ask your Realtor for help. This will ensure that you get the best price by providing and discussing with you the Comparative market Analysis (CMA).

What is a CMA?

The CMA will include homes in your area that are currently on the market, expired from the market, pending a sale and already sold within the last three to six months. Of course, the best indicator of your home's value is the price for similar homes in your area that have already been sold. The comparison is based on the proximity to your home and the similarity of characteristics such as lot size, square footage, number of bedrooms and baths, etc.

It's a good idea to sit down with your Realtor and discuss how each factor of the market analysis affects your home's value. You can consider the current listings to identify the competition, recently sold homes to indicate what buyers are willing to pay, homes with a sale pending to show the current demand and expired homes to suggest what buyers are unwilling to pay.

What are the do's and don'ts?

Do obtain the CMA and discuss the findings with your realtor. Don't price your home based on factors not affecting the market value. Those factors include how much money you need to buy your next home, how much you paid for your current home, how much you paid for home improvements, the value of similar homes in different communities, area appreciation statistics, the cost to build the same home today and personal attachment.

Discovering how much your home is worth is the first step to ensure that your home is priced correctly. So, take the time, do the research, talk to your Realtor and together decide what the best price is in today's market.