



# Inside Real Estate

New Canaan Newsletter

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## Recent Home Sales

<u>Address</u>	<u>Original Price</u>	<u>Selling Price</u>
<b>Residential</b>		
64 Sunrise Avenue. . . . .	\$.695,000 . . . . .	\$525,000
61 Richmond Hill. . . . .	\$.839,000 . . . . .	\$715,000
4 Holly Road . . . . .	\$.1,039,000 . . . . .	\$810,000
25 Horton Lane . . . . .	\$.1,240,000 . . . . .	\$1,000,000
4 Cecil Place. . . . .	\$.1,399,900 . . . . .	\$1,200,000
15 Ponus Ridge Road . . . . .	\$.1,895,000 . . . . .	\$1,872,000
67 Orchard Drive . . . . .	\$.2,495,000 . . . . .	\$2,175,000
124 Thayer Pond Road . . . . .	\$.2,695,000 . . . . .	\$2,575,000
379 South Avenue . . . . .	\$.2,950,000 . . . . .	\$2,620,000
4 Deer Park Road . . . . .	\$.3,450,000 . . . . .	\$3,300,000
88 Lukes Wood Road. . . . .	\$.5,700,000 . . . . .	\$4,350,000
173 Ferris Hill Road. . . . .	\$.5,995,000 . . . . .	\$6,100,000
99 Huckleberry Hill Rd . . . . .	\$.11,250,000 . . . . .	\$11,000,000

## Condominiums / Cooperatives

24 St. John Place. . . . .	\$.290,900 . . . . .	\$200,300
83 Locust Ave. #424 . . . . .	\$.389,000 . . . . .	\$380,000
187 Park Avenue . . . . .	\$.768,500 . . . . .	\$755,000
57 Bank Street . . . . .	\$.895,000 . . . . .	\$850,000
205 Main Street . . . . .	\$.1,025,000 . . . . .	\$1,000,000
21 East Maple Street. . . . .	\$.1,325,000 . . . . .	\$1,250,000
113 Harrison Avenue. . . . .	\$.2,395,000 . . . . .	\$2,050,000

## Land

28 Old Norwalk Road. . . . .	\$.1,325,000 . . . . .	\$765,000
34 Adams Lane . . . . .	\$.1,750,000 . . . . .	\$1,675,000

## Did you know . . . ?

### Five Steps to Bolster Selling Appeal

When you decide to put your home on the market, you can get your home noticed by following these five easy steps.

#### 1. Curb Appeal

Make certain to beautify your landscape because this is the first thing a potential buyer will see. Simple tasks from replacing the mailbox, trimming hedges and grass, and planting flowers are an easy way to get started. You may also want to pressure clean your sidewalk and reseal your driveway.

#### 2. Interior Lighting

Replacing the interior lighting can turn your home from outdated to outstanding. Installing dimmers and using soft-wattage or eco-friendly light bulbs are a very inexpensive but quick fix. To add more appeal, buy some nice fixtures.

#### 3. Flooring

If your home has wood flooring that is beginning to show some wear, you may want to think about refinishing it. Using laminate flooring is also nice if in a neutral color. Consider shampooing your carpet, it can help eliminate odors and stains and make your home look extra clean.

#### 4. Living room and closets

Nervous that a cluttered home will steer buyers away? There's an easy solution. Pack up some of your belongings and bring them to a storage site. The result is an open and inviting space.

#### 5. Kitchens and bathrooms

Many buyers envision a beautiful kitchen and bathrooms when considering purchasing a home. This is absolutely one of the most important investments a seller should make. Installing new countertops alone instantly improves the look of these rooms. Replacing tile and fixtures and painting walls are always good improvements to consider as well.