



# Inside Real Estate

Darien Newsletter

Spring 2006

## Recent Home Sales

<u>Address</u>	<u>Final List Price</u>	<u>Selling Price</u>
<b>Darien</b>		
93 Noroton Avenue . . . . .	\$685,000 . . . . .	\$660,000
89 Fitch Avenue . . . . .	\$710,000 . . . . .	\$691,000
15 Gardiner Street. . . . .	\$829,000 . . . . .	\$799,000
17 Sunnyside Avenue . . . . .	\$839,000 . . . . .	\$850,000
121 Holmes Avenue . . . . .	\$997,000 . . . . .	\$985,000
47 Hillside Avenue . . . . .	\$1,199,000 . . . . .	\$1,199,000
42 Rocaton Road . . . . .	\$1,345,000 . . . . .	\$1,365,500
6 Georgian Lane . . . . .	\$1,599,000 . . . . .	\$1,475,000
26 Beach Drive . . . . .	\$1,950,000 . . . . .	\$1,800,000
13 Concord Lane . . . . .	\$1,995,000 . . . . .	\$1,945,000
147 Five Mile River Road . . . . .	\$3,995,000 . . . . .	\$3,687,500
20 Beverly Place . . . . .	\$5,900,000 . . . . .	\$5,600,000
<b>Rowayton</b>		
13 Sheffield Road. . . . .	\$509,900 . . . . .	\$591,500
42 Arnold Lane . . . . .	\$524,500 . . . . .	\$509,000
242 Rowayton Avenue . . . . .	\$550,000 . . . . .	\$475,000
25 Steepletop Road . . . . .	\$655,000 . . . . .	\$652,000
19 Crooked Trail Road. . . . .	\$850,000 . . . . .	\$850,000
15 Richmond Road . . . . .	\$940,000 . . . . .	\$920,000
12 Green Beech Drive . . . . .	\$1,195,000 . . . . .	\$1,085,000
9 Hunt Street. . . . .	\$1,545,000 . . . . .	\$1,545,000
16 McKinley Street . . . . .	\$2,295,000 . . . . .	\$2,257,000
7 Rowayton Avenue . . . . .	\$2,595,000 . . . . .	\$2,550,000
<b>Norwalk</b>		
40 Richmond Hill Road. . . . .	\$370,000 . . . . .	\$360,000
275 Flax Hill Road. . . . .	\$439,000 . . . . .	\$430,000
94 West Norwalk Road . . . . .	\$495,000 . . . . .	\$472,500
12 Jean Avenue. . . . .	\$540,000 . . . . .	\$530,000
49 Quintard Avenue . . . . .	\$669,000 . . . . .	\$550,000
10 Pine Hill Avenue. . . . .	\$630,000 . . . . .	\$607,000
189 Scribner Avenue. . . . .	\$649,000 . . . . .	\$635,000
39 Shorefront Park. . . . .	\$684,900 . . . . .	\$675,000
14 Ravenwood Road . . . . .	\$699,000 . . . . .	\$715,000
11 Ludlow Manor . . . . .	\$729,000 . . . . .	\$715,000
143 Ponus Avenue . . . . .	\$889,000 . . . . .	\$875,000
23 Yew Street. . . . .	\$997,000 . . . . .	\$960,000

## Did you know . . . ?

### OPEN HOUSE TIPS FOR SELLERS

Spring has arrived! Blooming in its midst is the greatest real estate sales period of the year. Observe your surroundings: trees, flowers and real estate signs will suddenly arise from millions of lawns. Top realtors agree that one of the most effective ways to attract buyers and ultimately sell one's home is through holding an open house. The following tips will help maximize a seller's experience.

#### *Why Hold an Open House?*

Open houses are most beneficial to hold when a seller introduces a new listing, announces a new asking price, or wants to remind buyers that a home is still for sale. It's wise to use an associate from a well-established firm, as homebuyers are more likely to visit open houses given by a familiar company name.

#### *Signs of Attraction*

A popular weekend pastime for potential buyers is to drive through neighborhoods searching for potential places to live. Sales associates will know how to attract buyers to your home. Agents will often place "Open House" signs and directions near well-traveled intersections.

#### *Curb Appeal*

Take care of the exterior! Mow the lawn, trim the trees, plant flowers, and remove all clutter from view. Remove cars from the driveway to provide parking. A fresh coat of paint on the front door will enhance a welcoming feeling.

#### *Keep it Clean*

Prospective buyers are interested in seeing all aspects of a house. Remove clutter and ensure all lights are functioning. Baking fresh bread or cookies for a pleasant smell isn't a bad idea, either; creating a good impression for the homebuyer is vital.

#### *Lighten Up*

Natural light is the best way to enhance a room's atmosphere. If possible, an open house should coincide with the time that sunlight best accents a major room. If the weather accommodates, open up windows to allow for fresh breeze.

#### *State the Facts*

Effective fact sheets are a good reference for a potential homebuyer's later view. Beneficial details include a property's best features, neighborhood, highways, schools, and recreational facilities. Include photographs!