



Inside Real Estate

New Canaan Newsletter

Spring 2006

Recent Home Sales

<u>Address</u>	<u>Original Price</u>	<u>Selling Price</u>
Residential		
128 Seminary Street	\$729,000	\$630,000
183 Smith Ridge Road	\$899,000	\$875,000
61 Fawn Lane	\$1,050,000	\$995,000
99 Oak Street.	\$1,229,000	\$1,137,500
265 Jelliff Mill Road	\$1,495,000	\$1,285,000
276 New Norwalk Road.	\$1,539,000	\$1,400,000
69 Fitch Lane	\$1,649,000	\$1,699,000
372 Main Street	\$1,895,000	\$1,850,000
8 Lockwood Avenue.	\$2,795,000	\$2,377,500
4 Dogwood Lane	\$2,995,000	\$2,550,000
225 Marvin Ridge Road	\$2,849,000	\$2,700,000
52 Father Peter's Lane	\$3,195,000	\$3,000,000
Deer Park Road	\$3,195,000	\$3,395,000
51 Briscoe Road.	\$4,400,000	\$3,840,000
204 Lukes Woods Road	\$4,999,000	\$4,975,000
289 Oenoke Ridge Road.	\$5,895,000	\$5,525,000

Condominiums / Cooperatives

123 C Heritage Hill Road	\$295,000	\$290,000
161 C Heritage Hill Road	\$385,900	\$370,000
97 D South Avenue	\$400,000	\$431,200
109 Heritage Hill Road.	\$525,000	\$525,000
126 South Avenue	\$1,025,000	\$928,000

Land

114 Bridle Path Lane	\$1,549,000	\$1,549,000
1480 Ponus Ridge	\$2,099,000	\$1,750,000
Lot 138-141 Garibaldi Lane.	\$3,000,000	\$2,695,000

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!