



Inside Real Estate

Westport Newsletter

Spring 2006

Recent Home Sales

<u>Address</u>	<u>Final List Price</u>	<u>Selling Price</u>
WESTPORT		
6 Sue Terrace	\$699,000	\$659,000
59 North Avenue	\$699,000	\$650,000
20 Oak Street	\$699,900	\$651,000
98 Newtown Turnpike.	\$750,000	\$680,000
41 Valley Road.	\$839,900	\$820,000
6 Horseshoe Lane	\$849,000	\$825,000
16 Brook Lane.	\$949,900	\$966,501
9 Twin Falls Lane.	\$979,000	\$979,000
3 Quintard Place.	\$1,195,000	\$1,180,000
1 Mystic Lane.	\$1,199,000	\$1,199,000
48 Crawford Road	\$1,350,900	\$1,355,000
60 Harbor Road	\$1,385,000	\$1,385,000
11 Tamarac Road.	\$1,395,000	\$1,360,000
2 Spicer Court	\$1,395,000	\$1,450,000
9 East Ferry Lane	\$1,400,000	\$1,400,000
89 Richmondville Ave.	\$1,499,900	\$1,426,000
9 Baldwin Place.	\$1,649,000	\$1,649,000
45 Clapboard Hill Rd	\$1,850,000	\$1,650,000
2 Twin Circle Drive	\$1,995,000	\$1,865,000
29 Highland Road	\$2,475,000	\$2,425,000
8 Taylor Lane.	\$2,750,000	\$2,300,000
44 Pumpkin Hill Road.	\$3,089,000	\$3,049,000
377 Greens Farms Road	\$4,295,000	\$3,850,000
5 Michele Lane.	\$4,995,000	\$4,600,000
4 Fraser Lane	\$5,495,000	\$5,250,000
WESTON		
32 Old Georgetown Rd.	\$379,000	\$370,000
18 Lakeside Drive.	\$939,900	\$918,500
108 Old Easton Tpke	\$1,115,000	\$1,060,000
5 Soundview Farm Rd	\$1,397,500	\$1,397,500
21 Singing Oaks Drive.	\$1,999,000	\$1,945,000

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!