

LUXURY LIVING

Taking a dip as summer sets in

Outdoor pools double as recreation and gathering spots **R2**



The pool and terrace at 23 Carrington Drive in Greenwich combine to create an experience that's garden or lagoon-like. The five-bedroom equestrian estate on 5.13 acres is listed for \$4.455 million.

William Pitt Sotheby's International Realty

THE LIST

Highest-priced listings of the week

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HOT PROPERTY

Scenic views of the Sound from rooftop spa

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KEN EDWARDS

Amplify the charm of a small yard with three easy tips



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REAL ESTATE

LUXURY LIVING

A pool and terrace can be invaluable when summer sets in

By Gretchen A. Peck

May in Greenwich has been a little more, well, soggy than residents and visitors would like, but hope springs eternal. When the rains move offshore, Connecticut will be poised for some beautiful, lush, warmer days ahead — the perfect time to prep the pools and plan some springtime special occasions around them.

Even with the coastline and shoreline recreational hotspots afforded to Greenwich dwellers, many of the properties — particularly in the high-end luxury end of the spectrum — have pools of their own. Their intentions and utility range from low-impact exercise to pure splashing fun, from spots to grill with the family to romantic settings for posh parties under twinkling lights.

This week, Greenwich Time explored some of the current properties listed for sale, each with a great pool and terrace.

An architectural masterpiece

Located in the Mead Point Association, the seven-bedroom contemporary at 25 Windrose Way is special, inside and out. The grounds span 2.09 acres, and among them, a lovely outdoor pool and spa are sited just off the main level and common rooms.

This property “is an architectural masterpiece,” according to Leslie McElwreath of Sotheby’s International Realty. She’s listed the property — the creation of Architect Romaldo Giurgola — for \$6.995 million.

“This modern home, infused with superb architectural details and fabulous light, sits high on its two-acre site, with seasonal water views,” McElwreath said. “The pool is integral to the overall design and echoes the architectural details of the home.”

The pool and terrace offer a fascinating view from the interior of the home; it’s a focal point from the vantage point of the home’s great room, which has a soaring vaulted ceiling, and custom oversized windows to capture the view.

“The expansive deck, poolside



Sotheby’s International Realty

Above: Listed for \$6.995 million, the contemporary home at 25 Windrose Way, in the Mead Point Association, was the vision of architect Romaldo Giurgola. A prominent feature and focal point of the property is its expansive terrace and pool. Below: The pool at 150 Clapboard Ridge Road has an infinity edge that creates a lovely optical illusion. The stately mid-country home is listed for \$5.495 million.

kitchenette, and changing room with a full bathroom are ideal for entertaining a large crowd or enjoying family fun,” McElwreath suggested. Added perks of living within the Mead Point Association are gated access and 24-hour security; a private beach and association dock.

A gem in Round Hill

Located lakefront in “the heart of Round Hill,” the contemporary creation of renowned architect Ulrich Franzen presides over 7.38 acres at 66 Cherry Valley Road in Greenwich. The property is listed for \$10.888 million by Joy Kim Metalios of William Raveis Real Estate.

The estate comprises 8,888 square feet of living space, five bedrooms, garage space for six cars and not one, but two pools — one, just steps from the kitchen and main dining room; the other, indoors. The exterior pool is approximately 38x51-feet and is appended by two hot tubs. The seller revealed that it afforded “plenty of space for lap swimming and family summer fun.”



The indoor pool is located in the home’s lower level (with elevator access). “The indoor pool is surrounded by white marble walls,” the seller explained. “Natural light reaches the indoor pool from the ceiling and illuminates the room, turning the water bright blue.”

A perfect marriage

June Rosenthal and Linda Sentementes of William Pitt Sotheby’s International Realty have co-listed the five-bedroom manor at 23 Carrington Drive in Green-

wich. Rosenthal referred to it as “a perfect marriage of home and land” — the pool and terrace, personified, as the “Maid of Honor.”

The pool is experience is garden like, with a free-form design, a terrace made of natural stone and artful landscaping. It not only makes for a special spot to beat the heat of summer, it lends itself to outdoor entertaining, as well.

“In the water or out, the serene setting invites calm meditation and spirit renewal,” she added.

The property, which comprises

a 5.13-acre lot and the 8,883-square-foot residence, is listed for \$4.455 million. However, the seller has also decided to sell the adjoining acreage as an option, as well — more than 39 acres of land and the house, for \$12.5 million.

“The house itself is stunning, but the land is beyond beautiful — truly, a little touch of Ireland in Connecticut, just under 40 acres of spectacular views of lush meadowlands, gentle hills and dales, ponds and 17th Century stone walls,” Rosenthal said. “[It] is a precious horse property, with a world-class nine-stall bar and paddocks.”

An inviting illusion

The mid-country manor 150 Clapboard Ridge Road meets all of the criteria one might expect from a luxury home category. The lot spans 2.59 acres, with a 7,046-square-foot, four-bedroom residence with loads of noteworthy updates since its 1996 debut. For example, the kitchen was reimagined and branded in 2014 — a “Kitchens by Deane” design.

A bluestone terrace and pathway are carved out of the tiered, grassy back lawn. A couple of steps down from a terrace that’s well suited for outdoor dining furniture is yet another terraced level that embraces the negative-edge pool and spa, wrapping it on three sides. The effect is stunning — an optical illusion of sorts, tricking the eye into thinking there is no boundary between the blue water and the green grass beyond it.

Patte Nusbaum is the Sotheby’s International Realty listing agent for the \$5.495 million property. “The pool was designed to blend in with the property,” she explained. “The landscaping includes a rain garden with wildflowers, coordinated with the [two-acre] open space next to the property.

“The house has great entertaining spaces,” she added. “The first floor has a front-to-back two-story foyer, which is between the living room and dining room, so parties can spill out from one room to the next.”

AGENT PROFILE Roxana Bowgen

A visionary broker

A broker with Sotheby’s International Realty, Roxana Bowgen’s business spans the entirety of Greenwich. “I’ve sold in Conyers Farm, the waterfront, Riverside, Old Greenwich, Cos Cob, North Mianus, western Greenwich, backcountry and mid-country,” she said.

Bowgen earned her real estate license in California when she was an undergraduate at Loyola Marymount University. Her first career was in the fast-paced world of commodities trading, which uniquely prepared her for real estate.

“Being responsible for multi-million dollar contracts, often under time-sensitive conditions, also gave me the confidence to work with demanding clients, high net worth individuals and multinationals with diverse personalities and cultural differences,” she said. “It provided me with the analytical skills to counsel clients and help them optimize the return on their investments.”

By 2002, Bowgen had studied to become a broker, and today, she works from the Greenwich office of Sotheby’s International Realty. While her focus is on Greenwich, she works with clients as far away as Europe, Asia and Latin America.

Bowgen is a savvy marketer. She leverages an array of channels to promote her clients’ properties, including email, e-newsletters, Websites and social media sites. She also developed her own branded mobile app, putting information at her clients’ fingertips. Plus, she capitalizes on Sotheby’s international network of agents and offices.

Understanding well that online automation is growing exponentially — and will replace many traditional marketing tasks in the coming years — Bowgen is a digital marketing expert and owns Laptop Free-



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dom Experts.

“I can give clients unparalleled marketing advantage,” she said.

“My strength as a business professional does not preclude me from being empathetic,” she added. “I understand how difficult it can be to part with a home that has been in the family for years. The book I wrote and published in 2014, Agapanthus Rising, tells all. I am an influencer, visionary and connector, but ultimately, I’m a softie who understands the human psyche.”

Bowgen holds a master degree from the Thunderbird School of Global Management, an internationally renowned MBA program. She is perpetual student of culture and travel, enjoys meditation and yoga, and speaks three languages — English, Spanish and French.

AGENT PROFILE Marijane Bates Hvolbeck

Smart networker, team leader

Marijane Bates Hvolbeck has worked in Greenwich real estate for more than 30 years, and she’s lived in Greenwich for more than 40 years. Friends and colleagues know her as “MJ,” and as part of the top-producing Sotheby’s International Realty partnership with her husband, Brad. They lead the Bates-Hvolbeck Team, which also includes their son, Chris.

She knows Greenwich and the surrounding area intimately. As a child, her family lived in Fairfield, CT and Williams-ville, NY. After earning a degree from Manhattanville College, she worked in finance, overseeing market research.

She’s a full-time dedicated broker to her clients buying and selling at all price points. Her business has been fueled by the many who become life-long clients themselves and those for whom she’s been recommended and referred.

Hvolbeck has established a wide-reaching network of Sotheby’s brokers throughout the country. She’s even helped clients find a dream home in Hawaii, and another to market their family home in Ohio.

“Buying and selling a home is one of the most important personal and financial decisions we make in life,” she said. “Having a broker who is knowledgeable and professional is essential. Having someone you can trust to help you through the ‘bumps in the road,’ both transactionally and emotionally, is critical. My experience, along with Sotheby’s widely recognized brand of excellence and global presence is the perfect combination.”

That perfect blend of talent and experience has placed her in the upper echelons



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of real estate, not just in Greenwich but around the country — in the top one percentage of more than 47,000 of the nation’s highest producing real estate professionals. She’s a member of the National Association of Realtors, as well as the Greenwich Association of Realtors, where she serves on the Professional Standards/Ethics Committee.

Though her professional life in real estate requires much of her focus, she does manage to stay active in the Greenwich community. She serves on the Board for the Northeast Greenwich Association, is an avid golfer and a member of both the Junior League of Greenwich and United Way Sole Sisters.

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REAL ESTATE

REAL TALK *Ken Edwards*

Spring sales grow despite shortened Memorial Day week

Last week, somewhat shortened by the pending Memorial Day weekend, saw 15 real estate sales take place. In the interesting mix last week were



KEN EDWARDS

11 single family homes, three condominiums and a land sale that spanned the Greenwich-Armonk border. The land sale was mostly on the New York side of the border as you can tell by the annual real estate tax of \$235 to Greenwich. Even my annual Nevada condo taxes of \$350 aren't that cheap. The opportunity to purchase the land parcel and all the designed improvements to the property will run the new owner \$3.95 million or whatever is negotiated down the road. The parcel was originally asking \$550,000 so this may be a good deal after all.

My "sale of the week" is a raised ranch in Cos Cob that's move-in ready at \$955,000 — \$6,000 over the asking price. Coming in at "buy of the week" was a four bedroom contemporary that lasted almost a year on market before going to contract at 84 percent of its asking price. It's a gorgeous home that the new owners will cherish, I'm sure.

Sale of the week

My "sale of the week" was a raised ranch on Cos Cob's Sundance Drive that flew off the market over asking price in just 37 days. This 1975 four-bedroom, three-bath home with just under 2,400 square feet of finished space was nicely renovated, furnished and presented. Buyers looking for affordable move-in ready housing in the six figures

Closings reported May 21 – 27

Address	Sold for	Days on market	Percent of original asking price
2 Cary Road	935,000	336	79%
51 Connecticut Avenue	3,775,000	4	97%
Greenwich Hills Dr., #14	755,000	306	95%
25 Halsey Drive	1,300,000	298	94%
39 Indian Harbor Dr., #A	2,450,000	703	100%
25 Jeffrey Road	1,767,500	123	97%
Lake Avenue	350,000	281	64%
447 North Street	1,378,000	328	95%
333 Palmer Hill Rd., #3E	599,000	11	100%
6 Plow Lane	5,155,000	334	92%
9 Saint Claire Avenue	2,850,000	33	95%
33 Stone Brook Lane	2,100,000	323	84%
32 Sundance Drive	955,000	37	101%
47 Terrace Avenue	1,520,577	80	97%
83 View Street West	756,750	217	92%
Total	26,646,827		
Average	1,776,455	228	92%
Median	1,378,000	281	95%

jumped on this one. Remember when you push your asking price over dollar boundaries you make your listing invisible to those screening just up to those break-points. Going just under a numerical boundary is best if you're close to one.

Buy of the week

At the end of a cul-de-sac off Cognewaugh Road is this beautiful four bedroom contemporary home adjacent to Mianus Park. The 1.71 acres which border the park behind it make it seem like you're on a much larger parcel without having to pay the taxes on it. The sun-filled rooms with vaulted ceilings, common in contemporary home styling, are done with lots of color.

If you like the blues, oranges, reds, greens, and lavenders in the various rooms you'll be psyched. If not, can you spell H-o-m-e D-e-p-o-t? Color extends outside as well with colorful ground covers surrounding the house and

beautifully integrated into the rock formations. The best feature for some is the pool with its embedded spa set into a stone deck overlooking the park behind. This home feels more like a resort than a "house." Enjoy!

Small yard tips

Not every home has a big back yard and, surprisingly to some owners, not every buyer wants one. If your property has a small yard you can make it very appealing by following a few simple rules.

Don't clutter. Just like the staging recommendations for the interior of your home, don't overdo it outside. Less is definitely more and too many plantings, fountains, bird baths, etc. will make the space seem even smaller.

Have a focal point. You may want a fountain or an outdoor fireplace or a spa that focuses the eye without overwhelming buyers



Courtesy of Ken Edwards

The four-bedroom home at 32 Sundance Drive is the "sale of the week."

with details. I've even seen an outdoor fireplace with a built-in small recirculating waterfall at the side that would knock your socks off (so your feet don't get wet.)

Think vertical. If you're horizontally challenged, so to speak, go vertical. An arrangement of hanging plants that scale a wall vertically will lead the eye up and generate a feeling of a larger space. Tall ornamental grasses are also useful to achieve the same effect.

Have fun with your design and if it isn't in you hire a pro to help or at least to plan your beautiful new back yard.

Errata

In last week's column, I gave a formula used to calculate your home's appreciation rate based on its sale (or expected sale) price, its purchase price and the number of years you've owned it. Unfortunately, the printing did not correctly show the exponent, "1/years" raised as an exponent and I got e-mails about it. You math

majors, you.

Rate = 100 × ((Sale Price ÷ Purchase Price)^(1/years) – 1)

If your calculator can't handle exponents, though, don't worry. You can plug in the years and prices at www.aqua-calc.com/calculate/home-value-appreciation and the program will do all the work for you. Before you get too excited, though, remember that a reduction due to inflation isn't factored in.

This week's success quote

"There are two types of people who will tell you that you cannot make a difference in this world: those who are afraid to try and those who are afraid you will succeed."
— Ray Goforth

Ken Edwards is the principal broker for Edwards' Associates Real Estate and has lived in town since 1974. All opinions expressed in this column are his own and not those of this publisher. Comments and questions may be sent to K_W_Edwards@yahoo.com or call or text him at (203) 918-4444.

REAL ESTATE

HOT PROPERTY

Come for the scenic view and stay for the formal living

By Gretchen A. Peck

“Imagine cocktails at sunset, listening to the Town Party line-up from the privacy of your own rooftop terrace, or sitting quietly reading a book in the spa overlooking the Harbor. No other residence offers a front-row seat to the best Greenwich has to offer,” Cheryl Makrinos said. Makrinos is the Sotheby’s International Realty Realtor who has listed the condominium at 559 Steamboat Road (Unit B-2) for \$3.995 million.

The building is made of brick, with character-rich windows and a peaked slate roof.

The interiors have been recently renovated. The result is described as “chic, upscale opulence at its finest” in Sotheby’s marketing materials and branded website, 559steamboat.com.

The floor plan is generous, with 5,052 square feet of living space, four bedrooms, four full baths and a powder room. Throughout the rooms, interested home seekers will find some lovely architectural details, including high ceilings, expansive windows and elegant millwork.

The living room has a tray ceiling, lined in lightly stained wood that perfectly complements the window molding and hardwood floor. A large fireplace stands opposite the windows, with a built-in media nook for a flat-screen display.

The light wood trim, moldings, flooring and ceiling are carried into the formal dining room, where there’s a convenient, adjacent wet bar — an invaluable amenity when entertaining.

The eat-in kitchen is bright, with marble surfaces, plenty of white cabinetry and space for a breakfast table. A large center island provides extra storage drawers, a centrally located sink and ample task or serving space. Best of all, while working in or enjoying the kitchen, the next

Details

Address: 559 Steamboat Road, Unit B-2, Greenwich

Price: \$3.995 million

Number of Rooms: 8

Features: Located in Delamar Court, this newly renovated condominium offers more than 5,000 square feet of living space, with a formal living room with a fireplace, formal dining room, eat-in chef’s kitchen and family room. It has four bedrooms, including the master suite, four full baths and one partial bath. A rooftop terrace spans an additional 2,130 square feet of outdoor living space, with an outdoor kitchen, spa and gas fireplace. Interior rooms, including the kitchen, and the rooftop terrace offer great views of the harbor and Long Island Sound just beyond.

Schools: Julian Curtiss School, Central Middle, Greenwich High

residents will enjoy some spectacular water and marina views from its vantage point.

Another spacious room serves well as a family room or library; it’s lined with custom built-in lighted shelving

Among the four bedrooms, the master suite is a dreamy space, with tall windows, an embellished tray ceiling, and a luxuriant bath with a step-in shower, a wall-length dual-sink vanity and a freestanding soaking tub.

The laundry room has lots of white cabinetry for storage of linens and cleaning supplies. It has a sink and stacked washer and dryer.

And if that wasn’t enough to compel Greenwich home buyers to take a closer look, there’s also the rooftop terrace, a huge 2,130-square-foot outdoor living space that serves up stunning views of Greenwich Harbor and Long Island Sound. It has been equipped with an outdoor kitchen (with Viking appliances), a heated spa, two Sunbrite All



Photos by otheby’s International Realty

Above: The formal living room at 559 Steamboat Road, Unit B-2 in Greenwich features a large fireplace with media build-ins to install a flatscreen. Below: A rooftop terrace spans an additional 2,130 square feet of outdoor living space, with an outdoor kitchen, spa and gas fireplace.

Weather televisions and a gas fireplace, which adds to the romantic ambience.

The next homeowner will enjoy access to the amenities at Delamar Greenwich Harbor Hotel, where for an added fee the homeowner can leverage the private dock that accommodates sailboats or motor yachts up to 180 feet.

The property is part of a neighborhood that Makrinos refers to as “the private, architecturally admired enclave known as Delamar Court. It is within walking distance to the Greenwich train station and Greenwich Avenue shopping, restaurants and entertainment.

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REAL ESTATE

WHAT YOU CAN BUY

The Greenwich Time and SM Services, a content provider, search the area to find what buyers can get for their money. This week, What You Can Buy features homes in the \$1.689 million to \$1.775 million range.

Charming residence/\$1.689 million

Address: 1 Montgomery Lane, Greenwich
Beds: 2 **Baths:** 1 **Square footage:** 1,224

Designed by Douglas Vanderhorn Architects, this special property is equally suited as a weekend get-away or a year-round residence and alternative to a condominium. The 1,224-square-foot home is situated on 1.27 acres, with professional landscaping by Bill Rutherford. The effect is described by listing agent, Nora Giovati of Coldwell Banker, as an “oasis.” The home is located in Greenwich’s “Golden Triangle.” Among the interior spaces is a great room with a soaring, 17-foot-high ceiling, a fireplace and built-ins. The gourmet kitchen is adorned with custom cabinets, high-end appliances, a farmhouse sink and lots of counter space. The floor plan affords two bedrooms, with one full bath. A gracious courtyard, a terrace and a pool make it a special site for entertaining. The property is located minutes from Greenwich Point and Greenwich Avenue; Manhattan is 45 minutes away.



Coldwell Banker Residential Brokerage

Listing Agent: *Nora Giovati, Coldwell Banker Residential Brokerage; (203) 637-4581 office; (203) 940-3123 cell; nora.giovati@cbmoves.com*

Custom built in Cos Cob/\$1.775 million

Address: 45 Circle Drive, Cos Cob
Beds: 4 **Baths:** 3 full, 1 partial **Square footage:** 4,008

Custom built in 2008 on 0.45 acre at 45 Circle Drive, this colonial is “nearly new.” The first level comprises a two-story entry foyer; a great room with a fireplace and French doors that lead out to the blue-stone terrace; a formal dining room; and a spacious country kitchen with breakfast room. The floor plan is described as open and bright, with beautiful hardwood floors throughout. The floor plan affords four generous bedrooms, including a master suite. The laundry room is conveniently located on the upper level. The yard is fenced-in and landscaped. An unfinished lower level awaits interpretation. The square footage above does not include the lower level, which is calculated as an additional 1,546 square feet. The home includes an attached two-car garage. It is equipped with a gas furnace and central air conditioning. The property is close to daily conveniences, to the Cos Cob train station and to I-95.



William Raveis Real Estate

Listing Agent: *Maria Ruggeberg, William Raveis Real Estate; (203) 912-7729 cell; maria.ruggeberg@raveis.com*

SOUND OFF *Joselynn Chua*

How have Realtors’ roles changed or evolved in recent years?

No one can argue that Realtors’ roles have changed over the years. Before the widespread use of the Internet and consumer-oriented real estate websites, such as Zillow.com and Realtor.com, Realtors used to be the main source of information for listings, price changes and recent home sales. Now, a quick search on Zillow will get you all that information, plus big glossy photos, floor plans and, on occasion, even virtual tours. The Internet also provides homeowners looking to sell their own homes with a channel to

advertise their home. So how has the role of the Realtor changed? Instead of gathering and compiling data and being relied upon as the main source of listing information, Realtors are now more valued as consultants to their clients. For sellers, Realtors provide valuable advice on how best to prepare homes for sale and are there to help guide sellers through the sale process. Since, on average, most people move to a new home only once every eight years, when it comes time to buying or selling, most homeowners are not up to speed on the process or may have for-



gotten the process. Realtors are there to guide the seller through every step of the way, from determining the right price, developing a marketing plan and handling details with various parties such as attorneys and other service

providers. Realtors know what today’s buyers are looking for and can give invaluable advice to the sellers. A good Realtor will give strategic marketing advice, such as when to list your house, develop a plan for open houses, determine how best to market an open house among other brokers as well as potential buyers, and evaluate other marketing strategies, such as print or direct mail. For buyers, the Realtor’s local market knowledge is invaluable. With sales data readily available, we are equipped to make pricing recommendations by pulling

comparative historical sales data and analyzing it, saving the buyer a great deal of time and effort. Buyers also benefit from the Realtor’s knowledge of the whole buying process, from negotiating to home inspections to closing. Realtors’ roles have changed over time — with the advent of the Internet, to a more consultative role. Today, we use the Internet as one of the many tools at our disposal, to help both buyers and sellers achieve their objectives. *Joselynn Chua, Coldwell Banker Residential Brokerage, (646) 319-0568 cell, joselynn.chua@cbmoves.com*