

## REAL ESTATE

REAL TALK *Ken Edwards*

## Slow home sales continue at winter pace

If you're a buyer it's music to your ears — the buyer pool is thin this time of year. Only the "serious" buyers are out going to open houses and touring listings with their agent.

Last week saw five single-family homes and one condominium change hands for a grand total of \$10.225 million. Our market usually starts to heat up after the Super Bowl parties

are over and football games can't be used as an excuse to not go out on the tour.

Now's the time to get your home

"show ready" if you're contemplating listing

your home for sale. Remember at least the three "Cs" of home staging — clean, clutter-free and color — when you make out your to-do list of items to tackle. Better yet, engage a Realtor who is accredited in home staging to help you with the list or bring in a professional stager. National statistics show that equivalent staged homes sell in half the days on market for 7 percent more than their unstaged competition.

My buy of the week was on the market for about seven-and-a-half months before going to contract at 79 percent of its original asking price. It's an Indian Harbor colonial home built in 1952 but it shows as a new house with all the amenities you'd expect for much more than its \$3 million sale price.

My sale of the week went to contract in only 81 days at full listing price. It's a totally updated really sweet 1928 Cape Cod

## The Score Sheet

Closings reported Jan. 9-15

Address	Sold for	Days on market	Percent of original asking price
11 Cherry Tree Lane	3,365,000	163	93%
279 Davis Ave.	650,000	154	91%
49 Indian Harbor Drive, #9	1,125,000	82	96%
24 Lakewood Circle North	3,000,000	222	79%
5 Old Kings Highway	945,000	81	100%
10 Rainbow Drive	1,140,000	118	89%
<b>Total</b>	<b>10,225,000</b>		
<b>Average</b>	<b>1,704,167</b>	<b>137</b>	<b>91%</b>
<b>Median</b>	<b>1,132,500</b>	<b>136</b>	<b>92%</b>

in Old Greenwich with very nice touches.

## Buy of the week

My buy of the week is within a walk of the Greenwich train station and has many "wow" factors that are typically found in much more expensive homes. One, a fireplace in the two-story foyer, is very unique.

What better way to welcome guests this season than to warm them by a roaring fire as soon as they step inside? The foyer runs from front to back with a marble floor and double-height ceiling.

This is a five-bedroom, six-and-a-half-bath center hall colonial in the Indian Harbor Association with a possible pool site in the professionally landscaped grounds complete with a fountain, rose garden and pergola over the garden entrance gate. A very classy treatment of the outdoor space is complemented by the richness of the interior layout and design.

I particularly liked the skylit garden room at the rear of the house. It's the ultimate summer party room for your guests or large family gathering. This home is very sweet and sold at a great price.

## Sale of the week

The home at 5 Old Kings Highway is my sale of the week given its rapid fire full asking price sale at \$945,000. It's easy to see why it went quickly into contract earlier this month even though it was listed in late October, not typically a good time to bring a house to market.

This home is in move-in condition and has some unique features for a Cape Cod home. You usually don't get 12-foot ceilings in a cape's living room but this house sports one. Walls have gone bye-bye in the renovated kitchen with an adjoining family room with cathedral ceilings in an expansion done in the last five years. All the baths have been updated as well.

The home features four bedrooms and two-and-a-half baths, a fireplace in the living room and a one-car detached garage. For a young family looking for great public education this home is in the Dundee elementary and Riverside Middle School district. For the family not looking to get involved in updates, this was a no-brainer.

## Real estate has gone to the dogs

It may surprise you to learn



Courtesy of Ken Edwards

The home at 24 Lakewood Circle North is the "buy of the week."

that 65 percent of households now own a pet and that's up from 56 percent in 1988. This statistic along with the record-breaking 79 million households that have pets was compiled from a survey of pet owners by the American Pet Products Association.

What does that mean for real estate? It signifies the importance that a large percentage of buyers place on finding pet-friendly accommodations. For sellers, it doesn't mean that your Labrador retriever needs to jump up on every prospective buyer's chest when they enter, but it also doesn't mean removing all traces of Fido or Fluffy because your home is on the market.

Leave the pet dishes (clean, of course) and one or two toys staged in the appropriate places for prospective buyers who have pets. How do you know that? Your agent, through some research about the buyers, will give you a clue that Fido's mommy and daddy are coming. Pets really do become part of the family and buyers will relate positively to your pet's welcoming environment. Don't under-

estimate this one.

## Correction

A wandering decimal point typo in last week's Real Talk column had my buy of the week selection at 257 Shore Road sitting on 14.2 acres instead of 1.42 acres. It's still my buy of the week but I would have had to create a new category — insane buy of the week — if there was that much land to be had. Thanks, Phil, for catching the goof.

## This Week's Success Quote

"Every woman should have four pets in her life. A mink in her closet, a jaguar in her garage, a tiger in her bed, and a jackass who pays for everything." — Paris Hilton

Ken Edwards is the principal Broker for Edwards & Associates and has lived in town since 1974. All opinions expressed in this column are entirely his own and not those of this publisher. Comments, questions and suggestions may be sent to [K\\_W\\_Edwards@Yahoo.com](mailto:K_W_Edwards@Yahoo.com) or call or text at (203) 918-4444.

## IN LIVING COLOR Showcase of Homes

## OPEN HOUSE

SUNDAY, JANUARY 31ST • 1-4 PM



## 336 STAMFORD AVENUE, SHIPPAN POINT TUDOR

Stunning completely redone rare, open, bright, airy Tudor on level half acre plus w/tons of room for pool in future. Total Chef's kitchen w/quartzite counters. Wolf 8 burner gas range, Subzero, Bosch, etc. All new Marvin windows throughout, new heating/air cond, new instant hot water system, 3.5 new baths, new laundry upstairs as well as down. Master has 2 walk-in outfitted closets, new French doors to Romeo & Juliette balcony overlooking water (water also visible from Sun Room and Living Room). Unbelievable Master Bath. Must be seen to be believed! **\$1,500,000**

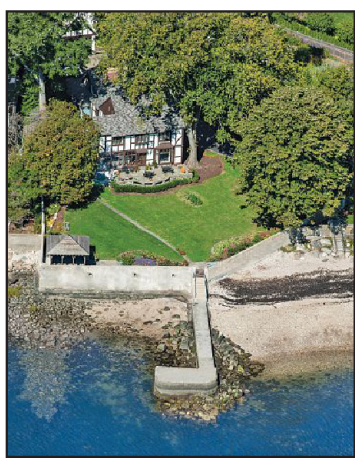


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## OPEN HOUSE

SUNDAY, JANUARY 31ST • 1-4PM

2285 SHIPPAN AVENUE  
SPECTACULAR  
DIRECT WATERFRONT

Stunningly updated Tudor faces South across LI Sound w/incredible 180 degree views. Foyer, 30' LR w/fpl, large formal Dining Room w/French doors to Sun Room & Terrace on water. Enjoy sunset cocktails in Gazebo set directly on water. Beaut state of the art Kitchen w/charming Breakfast Nook overlooking water. Mahogany paneled Fam Rm. w/hand carved Vermont marble fpl + Office w/built-in desks (also w/water view). 4 BDs, 5 Baths, Dressing Rm. off Master. 3 fpls. For the fisherman, your own pier! 5 mins to downtown & Stamford train (48 mins to NYC), 15 mins to Greenwich. Wonderful weekend or family home! Not in Flood Zone! **\$3,800,000**



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OPEN HOUSE SUNDAY  
JANUARY 31ST FROM 1-4 PM

386 White Oak Shade Road, New Canaan • \$2,495,000  
Single Family For Sale  
5 beds, 5.5 baths 4,290 sq. ft.

Gorgeous, sophisticated brand new colonial set on a street with newer homes. An open light-filled floor plan with spacious rooms. Gorgeous level landscaped yard with brand new stone patio and outdoor kitchen. Outdoor tv. A home built with only the finest materials and workmanship. Close to town and shopping. Joseph A. Guerrero Builder.

Directions: From town, South on Main Street, cont. across Farm Rd, Main Street turns into White Oak Shade Road. **MIS # 99130177**



Listed by Mona Cascella  
Call 203-556-3998

PUBLIC OPEN HOUSE - SUNDAY 1:00-3:00 PM  
28 CHERRY STREET IN DARIEN

## Very clean and very nice...

Close to town in quiet, walk-to neighborhood. Freshly painted interiors and newly refinished floors, plus some updates to baths and kitchen, including new sink, dishwasher and stove. Generous-sized rooms. Private back yard. 4-5 BRs, 2 full baths, oversized detached 1-car garage. **\$693,900.00**

Directions: US 1 to Hecker to Ash to Cherry Street.

For additional information and photos go to:  
[judyhyers.raveis.com](http://judyhyers.raveis.com)



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