

# Real Estate

ADVERTISING FEATURE FRIDAY, DECEMBER 8, 2023 SECTION R

## HOT PROPERTY

### Exquisitely renovated, with a long list of amenities in mid-country/R2

Seller invested two years redesigning interiors, landscaping and play spaces



Contributed by Sotheby's International Realty

One of seven ensuite bedrooms at 32 Meadowcroft Lane, the primary bedroom suite serves as an end-of-day sanctuary. The suite includes a tranquil bedroom, with a fireplace—with doors leading out to a private deck—a sitting room, two walk-in closets, and a must-see bathroom. It has two private water-closets, two vanity sinks, a glass-enclosed shower room and an indulgent soaking tub.



WHAT YOU CAN BUY: GREENWICH

**2-bedroom townhouse-style condo/ \$1.1 million**

Page R8



WHAT YOU CAN BUY: GREENWICH

**2-bedroom ranch, with expansion opportunity/ \$1.49 million**

Page R8

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## REAL ESTATE



Contributed by Sotheby's International Realty

Sotheby's Realtors Steve Archino and Patte Nusbaum are the listing agents for 32 Meadowcroft Lane, Greenwich—offered to the market for \$15 million.

## HOT PROPERTY

## Exquisitely renovated, with a long list of amenities in mid-country

Seller invested two years redesigning interiors, landscaping and play spaces

In mid-country Greenwich, the freshly renovated 32 Meadowcroft Lane is offered to the market for \$15 million. Built in 2011, this seven-bedroom luxury home was remodeled over the course of two years. Patte Nusbaum and Steve Archino, Realtors with Sotheby's Greenwich brokerage, are the listing agents. Nusbaum and Archino introduced Greenwich Time to their client, who remarked on the home's transformation via email. "The property is on one of the most desirable streets in Greenwich and is reminiscent of Beverly Hills," the seller suggested. "The house is ideally situated at the end of the cul-de-sac, providing both privacy and safety, as well as a great place for children to play. "We wanted to purchase a home in the 'Golden Triangle,' as we felt this area—close to town, yet private—would be a good investment, as well as provide an ideal lifestyle," the seller continued. "The approximately 10-foot ceilings and amazing light throughout the home was extremely appealing."

They spent two years renovating "every square inch of the home," the seller explained. "The kitchen was renovated. The primary suite was reconfigured and renovated. Baths were taken down to the studs," the seller described the scope of ren-

**Details:** 32 Meadowcroft Ln., Greenwich

**Features:** Built in 2011 and completely renovated by the current owner, 32 Meadowcroft Lane, is a seven-bedroom stone-and-shingle luxury home, with 10 baths and 13,355 square feet of interior living space. Situated on 2.20 acres, the house has several finished levels, with elegant formal rooms, a chef's kitchen and breakfast room, a main-level home office, and seven ensuite bedrooms. The property affords a number of amenities, as well, including a new pool, an indoor basketball court, a wine cellar and tasting room, home theater, and home gym/exercise/yoga room. Plus, there's garaging for three automobiles.

**Price:** \$15 million

ovation work. "Floors on all three levels were replaced with wide-plank oak floors, including a basement waterproofing system. Decorative and recessed lighting was replaced."

With 13,355 square feet of living space, there's literally plenty of room to accommodate generous room proportions. The front door opens to an expansive foyer, with a convenient powder room tucked away. There's a home office on the main level, a formal dining room poised for special occasions, and a spacious living room with one of the

home's seven fireplaces.

The floor plan also affords a 23-by-20-foot family room—also with a fireplace—and an eat-in kitchen, complemented by a breakfast room.

All seven bedrooms have ensuite baths, and the primary suite is particularly decadent. It comprises a 17-by-28-foot bedroom with a fireplace, a private bath with two water closets, a shower room, soaking tub and two vanity sinks. The suite also has two walk-in closets, a sitting room and a private balcony overlooking the front courtyard.

A second-floor bonus room provided the perfect spot for a homework area for their children, and there's a convenient second-floor laundry, within easy reach of all the bedrooms and baths.

The residence's lower level afforded lots of space to add some amenities, including a gym, massage room, home theater with a bar, a climate-controlled wine cellar and tasting room, and a play/rec-room space.

"You could have a golf simulator," the seller suggested. "It is flexible space."

This property even has an indoor basketball court. "The goal with the property and renovation of the home was to effectively have a new home that would allow us to never have to leave home," the seller said.



Contributed by Sotheby's International Realty

Like all the rooms at 32 Meadowcroft, the step-down formal living room is generously proportioned. It allows for two distinctive areas for seating and captivating views of the terrace and lawns outside.



Contributed by Sotheby's International Realty

The kitchen was designed to please even the most discerning home cooks and professional chefs. The oversized island at its center accommodates casual seating, and there's a breakfast room, as well.

The sellers also upgraded the mechanicals, and installed a security system and a Sonos sound system.

Outside, the exterior of the home and the landscaping were also improved. They rebuilt the wraparound terrace and second-story decks, and re-shingled the house. An expansive terrace stretches out to the lush lawn, embracing a new pool. The property is bordered by mature trees,

which add color, texture and privacy to the setting.

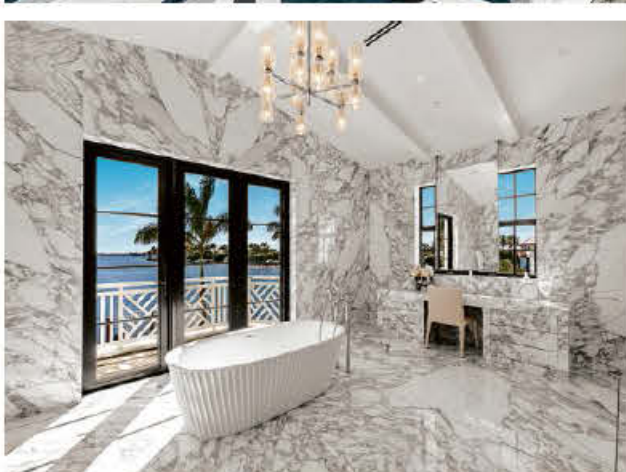
Part of a cul-de-sac community, the house is set back from the road, behind gates and stone walls. The driveway delivers you to a courtyard at the main entrance. Attached garages accommodate three cars.

"The combination of the street, location, proximity to the town and schools, flat land, privacy, and the ability to effectively have

a new home that is [more than] 13,000 square feet made this an ideal place for our family," the seller concluded.

**Listing agents:** Patte Nusbaum and Steve Archino, Sotheby's International Realty; 203-249-0078 cell Nusbaum's cell; 203-618-3144 Archino's cell; patte.nusbaum@sothebys.realty; steve.archino@sothebys.realty





# One of One

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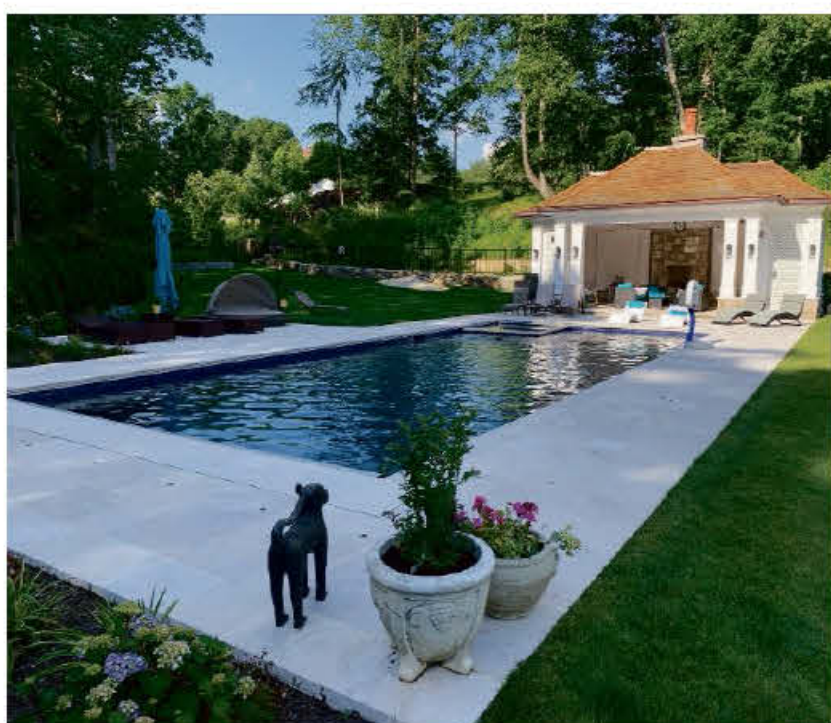
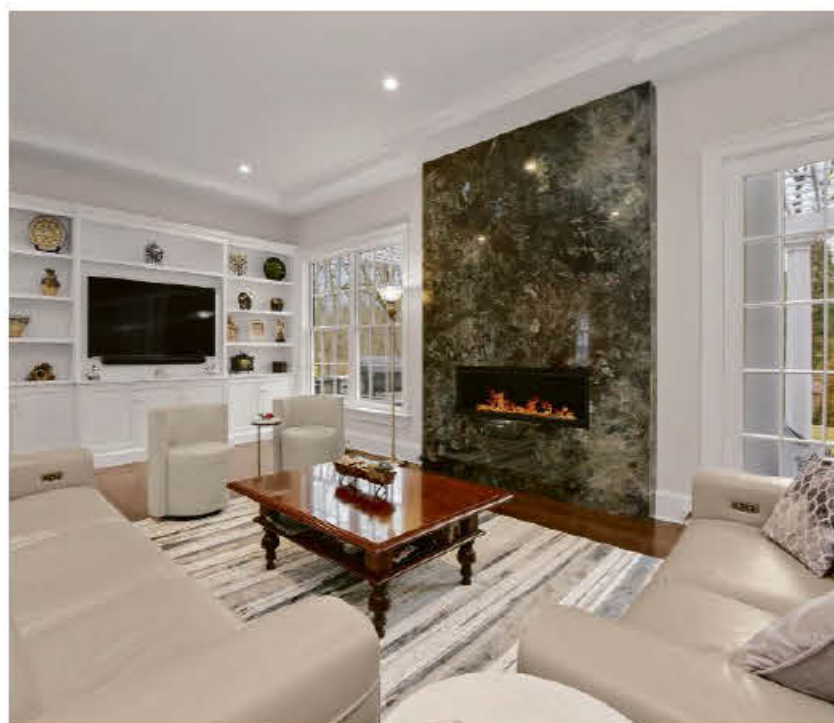
7.1 BATHS

13,039 SF

2.46 ACRES

Greenwich · Extraordinary custom stone/cedar home on 2.46 private, gated acres with pool and pool cabana with outdoor kitchen just off Round Hill Road. Designed for seamless indoor/outdoor entertaining and relaxed living. Sun-drenched interiors showcasing stunning architectural details in a contemporary floor plan opening to multiple outdoor terraces. Amazing primary suite. Walk-out lower level playroom/gym/guest suite. Ideal location to enjoy an amazing lifestyle just minutes from town, schools and Merritt.

StoneManorInGreenwich.com · \$11,950,000  
GREENWICH BROKERAGE 203.869.0700



Source: GMLS, 1/1/22-12/31/22, total dollar volume of single family homes sold by company, Greater Greenwich.





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## Turnkey Colonial

PRESENTED BY SPENCER SODOKOFF

6 BEDROOMS

3.1 BATHS

4,745 SF

.51 ACRES

Greenwich · Six-bedroom classic Colonial graces .51-acre across from Greenwich Country Club on lower Stanwich Road showcasing hardwood floors and generously scaled rooms affording great flow on three levels. With radiant heated floors in chef's kitchen, primary bath and walk-out lower level in-law/au-pair suite & recreation room.

WEB# GT37136045 · \$2,795,000  
GREENWICH BROKERAGE 203.869.0700



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PRESENTED BY SALLY MALONEY

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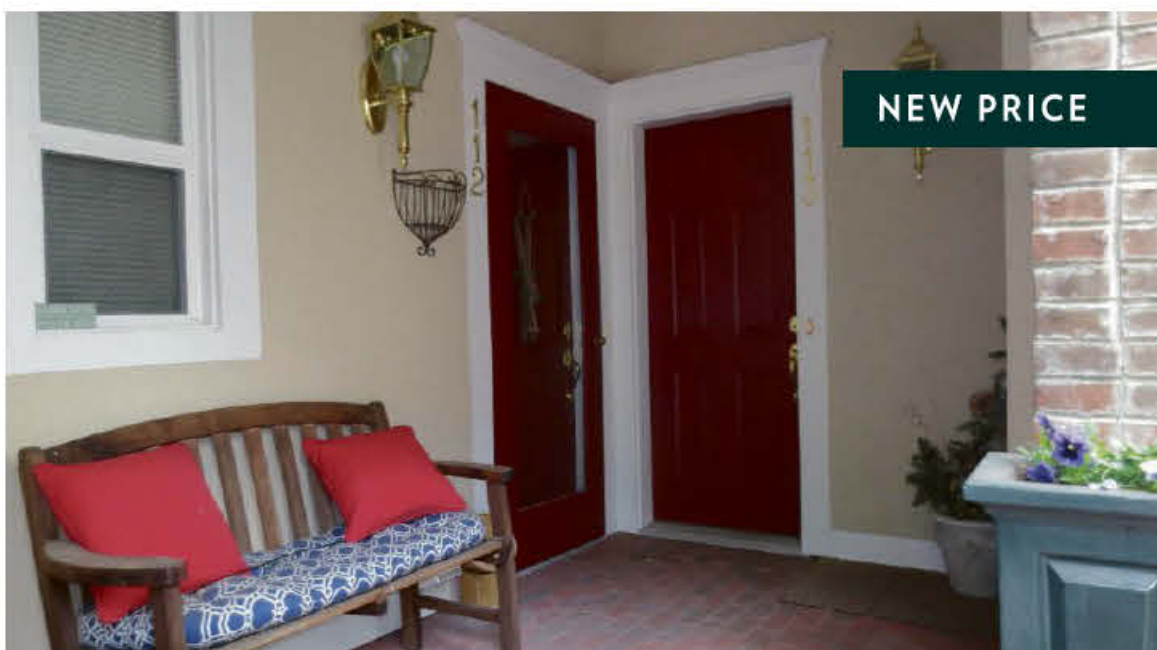
WEB# GT3713587 · \$1,100,000  
GREENWICH BROKERAGE 203.869.0700

## The Gables

PRESENTED BY RICK LOH

Old Greenwich · Great one bedroom Condo with two full baths at The Gables in the village of Old Greenwich. Greenwich Point beach a short distance away. Large primary bath, living room with fireplace and sliders to ground level patio. Laundry in unit. Parking space close by in garage. Newer mechanicals. Heated pool and fitness center. Pets are allowed.

WEB# GT3712989 · \$719,000  
GREENWICH BROKERAGE 203.869.0700



Source: GMLS, 1/1/22-12/31/22, total dollar volume of single family homes sold by company, Greater Greenwich.



## REAL ESTATE

## LUXURY LIVING

## Cozy and warm, all winter long

Fireplaces add spark to interior and outdoor spaces



Contributed by Sotheby's International Realty

One of the three gas fireplaces at 802 Lake Avenue, the fireplace in the primary bedroom suite adds romantic ambiance to the space.

By Gretchen A. Peck

When the temperatures outside plunge and the New England winter unfurls, there's no better place to stay warm and cozy than a comfortable spot by the fireplace. How popular are fireplaces today with home buyers? Greenwich Time asked a few local Realtors about buyers' fireplace preferences—and about some of their current listings that have remarkable examples.

"Fireplaces are definitely 'must haves' on luxury buyers' wish lists today," according to Meg McQuillan, a Realtor with Sotheby's International Realty in Greenwich. "Buyers are fairly split evenly between their desire for traditional wood-burning fireplaces and newer gas fireplaces."

McQuillan is currently serving as the listing agent for 802 Lake Avenue, Greenwich, which is offered to the market for \$5.995 million. Built in 2022 on 2.01 acres in mid-country, the house has five bedrooms, nine baths, 8,980 square feet of living space, covered and open-air terraces, and an inviting in-ground pool and spa.

This home has three fireplaces among the floor plans. There are gas fireplaces in both the living room and family room, and one in the primary bedroom suite.

"Each is custom-designed with the particular room in mind," she noted.

"The fireplaces at 802 Lake complement the style of the home, which is a modern farmhouse," the listing agent explained.

"The deep-gray, floor-to-ceiling wooden panels on the living room fireplace create a dramatic and modern look. You want

to sit there with a group of friends and enjoy some cocktails with jazzy music playing," she suggested.

"The open-concept kitchen and family room features a stone surround on an oversized fireplace with a TV above. As the main, casual gathering space for family and friends, the fireplace can be enjoyed whether relaxing on the couch, eating at the kitchen table or cooking in the kitchen. With floor-to-ceiling windows to the outdoors, this is a space everyone wants to spend time in together."

"The house is also wired with a Sonos system, including in-wall speakers. With the music and the blazing fireplace together, it's simply spectacular," McQuillan added.

McQuillan described the primary suite, with a porcelain-surround gas fireplace, as "a perfect place to end your day."

Built in 2006 by Hobbs Custom Builders, the four-bedroom stone-and-clapboard colonial at 2 Martin Dale, Greenwich is on the market for \$8.45 million. Compass Connecticut's Brian Milton is the seller's agent.

"Fireplaces are a necessary amenity in a house at this price point," Milton said.

The 6,902-square-foot luxury home has several fireplaces among the interiors—in the living room, library and formal dining room—all wood-burning. There are "rich finishes" throughout the home. Milton cites an oak-paneled family room and the 2-inch Calcutta marble counters in the gourmet kitchen in the listing description. There are some special amenities, as well, including an expansive rec/gaming room, an exercise

studio and a wine cellar.

This property affords some remarkable outdoor spaces, too, including stone terraces among perennial gardens—complete with an outdoor fireplace.

"Fireplaces often add a touch of luxury and coziness to a home, creating a desirable feature for many buyers, especially in the Northeast," according to Joy Kim Metalios, associate broker and managing editor of the Metalios Team at Houlihan Lawrence.

Metalios and the team are serving as the seller's agents for 131 Pecksland Road, a grand five-bedroom home that was built in the 1930s by the Twachtman brothers, renowned architects of the period.

The property was featured in the 2014 film, "And So It Goes," starring Diane Keaton and Michael Douglas.

This 7,691-square-foot home—which presides over 3.82 acres in mid-country Greenwich—has seven wood-burning fireplaces. There are fireplaces in each of the formal rooms—the living room and dining room—as well as in the family room, library, den, in the primary bedroom suite, and in a lower-level bonus room.

"The two fireplaces at 131 Pecksland in the family room and the den room behind it? The owner actually imported two stone doorways from France, from the 1200s-1300s. They were about 12-feet tall, so they cut them in half, and that became the fireplace surround for both of those two fireplaces," Metalios explained. "It gives the home warmth and functionality, with Old World-charm."



Contributed by Compass Connecticut

One of several fireplaces in the home, the marble-surround fireplace in the formal dining room at 2 Martin Dale, Greenwich, creates an inviting atmosphere for guests. The four-bedroom custom-built center-hall colonial is offered to the market for \$8.45 million. Realtor Brian Milton with Compass Connecticut is the listing agent.



Contributed by Houlihan Lawrence

This ornate fireplace is part of the formal living room design at 131 Pecksland Road—currently listed for sale, with an asking price of \$8.495 million. Joy Kim Metalios and the Metalios Team at Houlihan Lawrence are the seller's Realtors.



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# REAL ESTATE

## WHAT YOU CAN BUY

Hearst Connecticut Media 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 \$1,100,000 to \$1,490,000 range.

### 2-bedroom townhouse-style condo/ \$1.1 million

**Address:** 50 Church St., Apt. 9, Greenwich  
**Beds:** 2 **Baths:** 3 **Square footage:** 1,571

**Listing agent:** Sally Maloney, Houlihan Lawrence, Greenwich brokerage; 203-962-2100 office; smaloney@houlihanlawrence.com



Contributed Photo

Condo buyers in search of an in-town home—with quick access to Greenwich Hospital, the YMCA and Greenwich Library—may wish to consider Apartment 9 at 50 Church Street, Greenwich. This is a two-bedroom townhouse-style condominium that was remodeled in 2021. In addition to the kitchen, the floor plan has a living and dining area, with a fireplace and access out to a private backyard terrace. The updated kitchen has timeless white cabinets—some, with glass fronts—granite counters and stainless appliances. One of two bedrooms, the primary bedroom, has a private bath and a loft-style office space. The second bedroom has an ensuite bath, as well. The finished lower level affords some flexibility for the buyer, who might leverage the space as a playroom or family room. The owner of this home is allowed one assigned parking spot, and there's additional parking available for guests or a second car. The property is serviced by public utilities, including water and sewer. Greenwich Public Schools for this address are Julian Curtiss School (K-5), Central Middle (6-8) and Greenwich High (9-12).

### 2-bedroom ranch, with expansion opportunity/\$1.49 million

**Address:** 20 Pintail Ln., Greenwich  
**Beds:** 2 **Baths:** 2 **Square footage:** 1,568

**Listing agent:** Maxwell P. Wiesen, Coldwell Banker Realty; 203-622-1100 office; 203-253-6096 cell; maxwell.wiesen@coldwellbankermoves.com



Contributed Photo

Located in the Anderson Ridge neighborhood, the two-bedroom ranch at 20 Pintail Lane is on the market for the first time in 30 years. Built in 1956, the house has an attached one-car garage and 1,568 square feet of interior living space. It is situated on a level 0.33-acre lot, part of a cul-de-sac community. The F.A.R. allows a buyer to expand the home or build a new house with up to 5,330 square feet of interior living space. The floor plan affords a living room, dining room, a den and center-island kitchen—plus two bedrooms, two baths and a laundry room. There are sliding doors in the kitchen, which open out to the backyard. Another exterior door opens to a covered porch. Perimeter landscaping lends privacy to the backyard, which is level and expansive. The property has access to all public utilities, including gas, sewer and water services. Greenwich Public Schools for this address are Julian Curtiss School (K-5), Central Middle (6-8) and Greenwich High (9-12). The location allows for easy access to the elementary school and to all downtown-Greenwich destinations, including world-class shopping, eateries and everyday conveniences.



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# GARY POHRER

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AGENT PROFILE: CAROLINE MCNALLY

# Sotheby's Realtor Caroline McNally builds trusting relationships with clients who value her background in finance

Caroline McNally brings her background in finance and sales to her career in real estate. She spent a decade as a high-yield bond salesperson at Morgan Stanley, where she learned how to negotiate, understand market dynamics, and put clients first. Her disarming personality and open communication style give her clients the comfort and confidence to guide them through the process.

McNally understands that in real estate, trust is paramount. She recognizes the importance of listening to better understand her clients' needs and works hard to deliver solutions in an honest and authentic way.



Contributed Photo  
**Caroline McNally**

She enjoys helping first-time buyers navigate the real estate market, and she believes that education is a crucial first step to any financial decision. She published the "Millennial's Guide to Home Buying" to educate buyers on every aspect of the real estate transaction. The guide illustrates how mortgages work; details the offer process, inspections, and how the home's utility systems work; and estimates closing, building, and maintenance costs, among other topics.

McNally is licensed in both Connecticut and New York. She is focused on the Greenwich market; however, she also works with clients who are buying and selling in neighboring towns.

McNally was mentored by Realtor Leslie McElwreath, who has consistently been named the top Sotheby's International Realty agent in Greenwich and throughout Connecticut.

As a second-generation Greenwich native, McNally knows the ins and outs of the different neighborhoods, school systems, sports programs, and myriad social activities available. She attended First Presbyterian Pre-school, Greenwich Country

Day School, and Greenwich Academy. Athletics are very important to her, as she played lacrosse for her schools, the Greenwich Youth Lacrosse town league, and at the University of Pennsylvania, where she double-majored in economics and French.

After living and working in New York City for seven years, McNally returned to her hometown with her husband, Brendan, who works in commercial real estate finance. From her own experience, she can relate to what those coming from New York City value most and how best to help them transition from city to suburban life.

McNally enjoys cooking, traveling and staying active. She is a longtime member of the Greenwich Country Club where she plays golf, tennis, paddle ball, and pickleball. She also serves on the club's admissions committee and board of governors as the head of the associates committee.

**Business:** Sotheby's International Realty  
**Lives:** Greenwich  
**Works:** Greenwich  
**Expertise:** Finance and sales  
**Contact:** 203-228-4341 cell; caroline.mcnally@sothebys.realty

SOUND OFF: MARK PRUNER

# Compass Realtor Mark Pruner offers guidance on common real estate "deal breakers"—and how to avoid them

The biggest deal breaker in Greenwich home sales by far is financing. An amazing number of people look for a house without getting their finances nailed down. People think that they have sufficient assets, but banks may not agree.

Many people also think that the pre-qualification letter that they get from their banker means that the bank is going to grant them a mortgage.

While the letter is couched as a "pre-approval," it will include language that expressly says, "This pre-approval is not a loan commitment."

In reality, the financial institution has done little more than check your credit. As anyone who has applied for a mortgage can tell you, there are a lot more forms to fill out and a lot more bank checking, before you are approved for a mortgage. The best thing to do is to get underwritten pre-approval. This means that the bank has already checked everything and only needs the appraisal of the house to approve your loan.

**Environmental concerns**

Another big factor that scuttles deals are environmental—for example, deteriorated underground storage tanks (USTs). Oil tanks may be leaking for



Contributed Photo  
**Mark Pruner**

years, and cleanup can cost tens of thousands of dollars.

You should also look around the foundation, both on the inside and the outside for old pipes. On the outside, the pipes often look like a large metal mushroom. On the inside, the pipes are often small copper tubes smaller than your pinky, sticking out of the foundation wall. If you are thinking of listing your house, you may want to have a magnetic scan done to see if there is a buried UST on the property.

Another environmental issue are old heating pipes insulated with asbestos. The pipes often look like

they have mummy wrappings. If these wrappings are falling apart, and the insides are falling out, do not touch them. Get an expert testing company to determine if it is asbestos and, if it is, hire a licensed asbestos remediation company to remove it.

In all cases keep the paperwork for UST and asbestos removal in a file where you won't forget them. Being prepared can make negotiations, contract drafting and closing go much easier.

**Mark Pruner,**  
**Compass Connecticut,**  
**203-817-2871 cell,**  
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**\$17,995,000** | Palm Beach Gardens



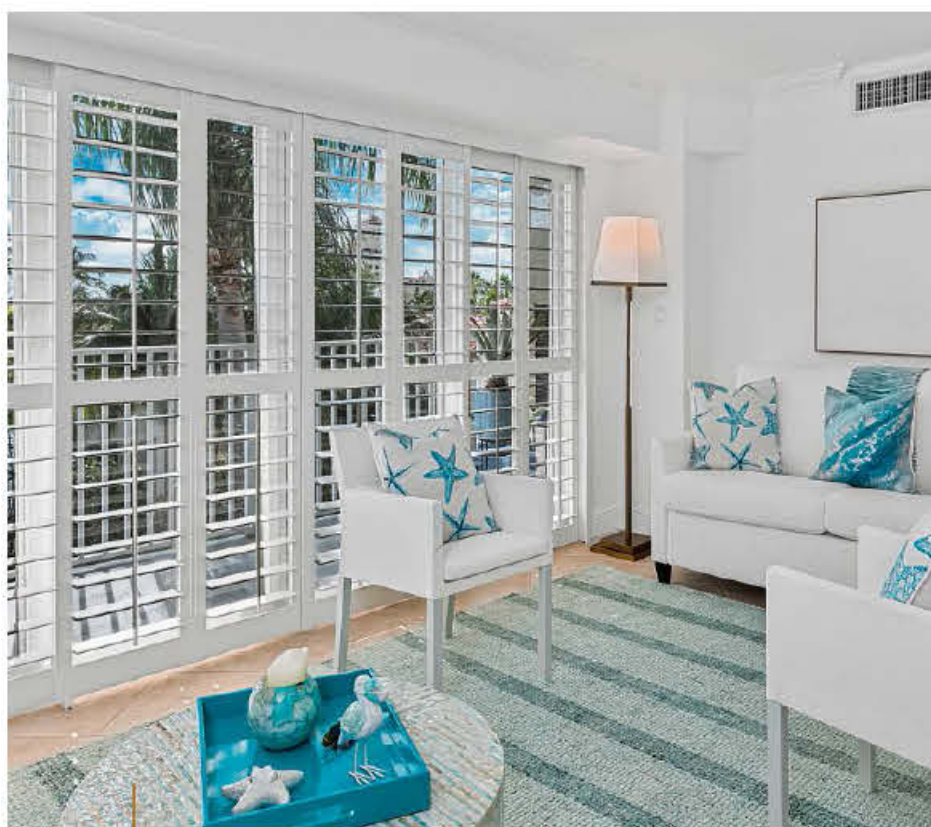
**\$1,800,000** | Palm Beach



**\$2,995,000** | Palm Beach



**\$1,099,000** | West Palm Beach



**\$1,995,000** | Palm Beach



**\$3,000,000 USD** | Switzerland



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