

Friday, August 8, 2008

B8

COMMUNITY PROPERTIES

BY SARITA SOLOMON

In order of worth, these are some of the Westport and Weston residential homes that changed hands recently.

1. A 3-year-old 9,555-square-foot colonial on 2 acres at 1 Flower Farm Lane, Westport, sold for \$4.1 million. This property featured five bedrooms, five full and four half baths, a pool and previously sold for \$4.4 million in May 2007.

2. A new 8,400-square-foot colonial on 2.12 acres at 77 Lords Highway, Weston, sold for \$3,295,000. This property featured six bedrooms and six full and two half baths.

3. A new 7,200-square-foot colonial on 1.04 acre at 8 Windy Hill Road, Westport, sold for \$2,725,000. This property featured six bedrooms and five full and two half baths.

4. A new 6,200-square-foot colonial on .66 acre at 9 Mansfield Place, Westport, sold for \$2,362,500. This property featured five bedrooms and four full and two half baths.

5. A new 6,000-square-foot colonial on 1.05 acre at 152 North Ave., Westport, sold for



Contributed photo

HIGHEST SELLER

A home at 1 Flower Farm Lane, Westport, sold for \$4,100,000. Listing Broker: William Raveis Realty; Selling Broker: Country Living Realty.

\$2,050,000. This property featured five bedrooms and four full and two half baths.

6. A 24-year-old colonial on 2 acres at 30 Kettle Creek Road, Weston, sold for \$1,525,000. This property featured five bedrooms and three full and one half baths and previously sold for \$805,000 in June 1997.

7. A 35-year-old colonial on 2 acres at 153 Easton Road, Westport, sold for \$1,515,000.

This property featured four bedrooms and four full baths and one half baths.

Sarita Solomon is a licensed real estate agent with Coldwell Banker Riverside-Shavell, and belongs to the Westport/Weston Board of Realtors. To contact her, call 227-8424 or e-mail her at saritasolomon@hotmail.com

PROPERTY TRANSFERS

Rory J. Nichols and Karen J. Nichols to Nils Boenicke and Alexandra Boenicke, 14 Lamlight Lane, \$1,245,000.

Heritage Building Group, LLC. To Richard N. Glaser and Mary E. Brumbaugh, 2 Half Mile Common, \$1,970,900.

William D. Hutchinson Estate to Melody S. War3e, 47 Whitney Glen, \$509,000.

William M. Stenson and Beverly S. Stenson to Larry M. Wasserman and Georgia S. Wasserman, 9 McMahan Lane, \$1,775,000.

Kathleen R. O'Grady to Mary Cain Trust, 18 Bermuda road, \$5,000,000.

DML Realty, LLC, to Jacques Briand and Isabelle A. Cote, 28 Evergreen Parkway, \$1,825,000.

Annette Minnella to SIR 31 Reichert, LLC, 31 Reichert Circle, \$580,000.

Michael T. Nevitt and Alison M. Nevitt to Susan Bell, William F. Stephanak and Joan L. Stephanak, 16 Covlee Drive, \$985,000.

Shin Tsai and Ngan Seak Foon Chu to Michael Nevitt and Alison M. Nevitt, 5 Sherwood Farms Lane, \$1,400,000.

Peter A. Santoro Jr. and Chastity A. Santoro to Anne L. Lonergan,

34 Edgewater Hillside, \$4,560,000.

John P. Harney and Maureen P. Harney to Paul J. Prior, 284 Saugatuck Ave., \$1,250,000.

Jason Hodes and Lisa Hodes to J. David Frost and Christina Frost, 8 Caccamo Lane Extension, \$2,200,000.

Gerald L. Amon Jr. and Catherine Amon to Jonathan E. Best and Eileen B. Regan, 59 Valley Road, \$837,000.

Barry G. McCabe estate to Seth Neckritz and Corri Neckritz, 33 Marion Road, \$942,500, executive deed.

Christopher Monahan to Federic Cooper and Ruth Mannes, 191 Bayberry Lane, \$1,667,000.

Michael G. Parentice and Mary F. Parentice to Scott N. Asiel and Maureen F. Asiel, 2 Nutcracker Lane, \$1,351,000.

Sally J. Kranz to Richard Salpeter and Jennifer Salpeter, 2 Gault Ave., \$1,350,000.

Branegan Holdings LLC to Richard S. Sorota and Abby W. Sorota trust, 7Sugar Maple Lane, \$2,200,000.

17 Turkey Hill Road S., LLC, to Lori A. Tansley and Michael J. Tansley, 17 Turkey Hill Road S., \$1,995,000.

Eric J. Strauss and Paige T. Strauss to Roy N. Levitt and Natalie S. Levitt, 15 St. John PLace, \$1,010,000.

Steven J. Bandrowczak and Donna A. Bandrowczak to Prudential Relocation, Inc., 28 Darbrook Road, \$4,125,000.

Prudential Relocation, Inc., to W. Glenn Major trust, 28 Darbrook Road, \$4,125,000.

Michael T. Allen and Heather B. Allen to Peter Strandell, 1 Marc Lane, \$1,540,000.

Tryton 8 Windy Hill, LLC, to Joseph R. Signorile, 8 Windy Hill Road, \$2,725,000.

Daniel G. Lasley and Laura Kwaan Lasley to John B. Watkins and Lisa R. Watkins, 15 Island Way, \$785,000.

Ruth D. Wattenberg to Marilyn H. Kennedy and Phillip J. Kennedy, 207 Lansdowne, Unit 207, \$915,000.

Ellen Kramer and Uri Blyke to Maggie A. Rothman, 220 Riverside Ave., Unit D13, \$530,000.

Gary B. SHaye and Elizabeth C. Campbell to Clement Tong and Jessica Tong, 65 Partrick Road, \$812,500.

Bozema Gorski to Brett C. Barcelona and Teresa Barcelona, 318 Wilton Road, \$1,887,5000.

THE INSIDE TRACK

BY SUSAN ALBRIGHT

The Savvy Seller's Guide To Success

The days are getting shorter, the nights cooler and the flowers in our gardens are beginning to fade. The bus schedules have been printed and class assignments mailed, signaling the beginning of a new academic year.

This is a time of excitement and anticipation of a new beginning for those in school, those who are parents of children in school and even for those who just remember their school years. It is a good time to reassess where we stand and make plans for the future.

If selling your home is part of your plan for this year, you should be aware of the facts. There are currently 331 properties listed for sale in Westport. Of those, 302 homes were listed since Jan. 1. One hundred and seven homes have sold, 22 are pending sale and 14 owners have accepted offers. There are many other properties that were listed for sale that did not sell and were either withdrawn, cancelled or expired.

The market is certainly slower this year than it has been in recent years but some homes continue to sell while others languish. How do you increase your odds of success? While you cannot control the market, there are things you can do to better your chance of selling your home for the highest price possible in the shortest amount of time.

Price Your Home Correctly From the Start

Properties priced correctly sell faster and for more money than homes that require price reductions. This is the most important thing you can do to better your odds of success.

The longer it takes for you to get the correct fair market price, the greater your Days on Market will be and the greater the possibility for negative feelings from buyers. This often translates to lower offers and ultimately a lower selling price.

Of the 14 property owners who have currently accepted offers in Westport, seven received offers based on their original asking price while the other half received offers after making price reductions of between 4 and 20 percent of the original list price. Until closing, the actual amount of an offer is not public information, but we do know that the owners who had the price right from the start accepted offers in an average of 77 days versus 183 days for the properties requiring price adjustments.

How do you determine the correct fair market price for your home? Hire a seasoned, knowl-



edgeable professional realtor and have her prepare a market analysis for you. Tax appraisals, bank appraisals and what your neighbor's home sold for are not necessarily indicative of what your home will sell for today. If

you are not sure that the price recommended by your agent is correct, ask to see the homes that would be competing with your home and try to view your home as a product through a buyer's eyes.

Prepare Your Home for Sale.

You have one chance to make a good first impression. Buyers and the agents working for them are always on the lookout for the new great listing.

The first two weeks that your home is on the market are critical. It is the time when you will have the greatest interest and the most showings. Make sure that your home looks its best. Many sellers are reluctant to spend money on a fresh coat of paint, new landscaping and having floors refinished but these are the things that will make your home shine and bring in offers.

Ask your agent for help in deciding what should be done to freshen your home and stage it for sale. Many agents offer staging services which include decluttering, depersonalizing and updating your home to appeal to the broadest range of buyers.

Purchasing a few new accessories such as stylish lamps, new bedding and linens and inexpensive sisal rugs can make a big impact for little money and you can take these items to your new home.

Do not underestimate the importance of these small changes because they make your home stand apart from the competition. It takes a little effort and a small investment upfront but it will pay off.

Hire a Realtor With A Good Marketing Plan

Marketing your home today requires more than a sign in your front yard and a few ads in the paper.

Hire an agent with a good Web site that is easily found on the major search engines. Most buyers today begin their search online and often will see your property before they meet an agent in town or get in the car to look.

Professional photographs are important to grab the buyers' attention while they are searching online.

In addition to a good Web presence, make sure your agent offers you a broad range of marketing tools from print ads and e-mail notifications to open houses. Broad exposure translates to

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Submitting Press Releases

Submit press releases and photos to Ashley Varese, managing editor, at avarese@bcnnew.com

Michael Pida's Mortgage Rap

One Year After The Meltdown

One year ago, the mortgage market was imploding. Lenders began closing their doors and interest rates were spiraling out of control. Everyone from the President down



to the postman was looking for someone to blame for the mortgage crisis.

Over the last 12 months, the government has put together several bail-out plans for sub-prime borrowers, banks and, if needed, even FNMA and FHLMC. The decision to provide these bailouts has been met with both relief and deep skepticism.

Only time will tell if this was money well spent or a misplaced burden on the backs of future generations.

As the year has passed, the media has begun moving on to the election and the next crises to scare us into staying tuned. Quietly, amid

all the bluster, interest rates have actually fallen almost to yearly lows and consumers are taking advantage of lower home prices and lower interest rates to find some great values in the Fairfield County real estate market. It is true that lending criteria have tightened up a bit and borrowers actually have to qualify and show proof that they qualify for these mortgages, but hey, that's the way we used to do it and it seemed to work out just fine.

For now though, let's all enjoy the final weekend of summer with friends and family. Remember those less fortunate and do something nice for someone else. All the rest will still be there when we get back to work. Enjoy.

30-year fixed	6.25%	0	pt
5/1 Arm	5.75%	0	pt
30-year Jumbo	6.625%	0	pt

Michael Pida is a community mortgage banker at Atlantic Home Loans. Mike wrote his first mortgage loan for clients in 1989 and can be reached at 203-259-0702 or mikepida@atlantichomeloans.com

PEOPLE IN THE NEWS

Ruf Joins Prudential's Westport Office

Sally Ruf has joined the Westport office of Prudential Connecticut Realty as a sales executive.

"Sally's proven expertise in analysis, strategic thinking, negotiation and planning will enable her to provide her clients with the most valuable guidance possible," said Chris Simmers, vice president of sales and leader of the Westport office. "We are delighted that she has joined our team, and know that her unique abilities will benefit her customers tremendously."



SALLY RUF

Ruf enters the real estate field with a background in advertising, marketing and law. Among the clients she served were The Gillette Company, Campbell Soup Company, PepsiCo and Chese-brough-Pond's USA.

A 26-year Weston resident, Ruf is active in the community. She has held a variety of board positions and chairmanships in Fairfield County service and fund-raising organizations.

Additionally, she has worked with numerous property-related commissions, boards and regulatory offices. She spearheaded and managed a grassroots effort which successfully stopped illegal dumping and building in local wetlands.

For more than 15 years, Ruf has served as her road association liaison, managing communications and finances for her private road to a larger neighborhood organization. Her children have attended schools in both Weston and Westport.

Ruf earned a Bachelor of Arts degree in history from Northwestern University and an MBA from Columbia Business School, Columbia University.

Ruf can be reached at Prudential's Westport office, 272 Post Road E., 227-5117 or by e-mail at sallyruf@prudentialct.com

SIR Development, LLC Announces Newest Lease

SIR Development, LLC, a Westport-based commercial and residential developer, recently renewed its lease with Ron Cacciola Interior Planners, Inc. at 951 Post Road E.

Interior Planners, Inc. occupies 1,200 square feet of office space in SIR Development's newly renovated building at 943-951 Post Road E. The lease was renewed for an additional three-year period.

Interior Planners joins Westport Residential, LLC a boutique real estate brokerage firm, specializing in new construction and Michael Gold, Associates, a real estate appraisal firm.

To contact SIR Development, LLC, located at 943 Post Road E.,

call 227-6616.

Kendig Named Top Selling Agent For July

Regi Kendig with William Raveis Real Estate in Westport, was named the firm's Top Selling Sales Associate for the month of July.

"Regi is consistently a top producer in our office," said Beverly Walsh, vice president of sales. "She has been in the real estate market here in Westport for 20 years and her knowledge of the market, her ties to the community and her total dedication to provid-



REGI KENDIG

ing exceptional service to each and every one of her clients makes her one of our most successful and sought after associates. I am so proud to have her as part of our Westport team."

Kendig was also awarded the Outstanding Achievement Award for her excellence in negotiation for the month of July.

She can be reached at the Westport office at 227-4343 or by e-mail at kendigr@raveisre.com

Savvy Seller's Guide

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more buzz for your property which leads to offers.

If you follow these recommendations, you will be a savvy seller and will be on your way to your new home.

Susan Albright is a licensed Realtor with The Riverside Realty Group. Her Web site is www.susanalbright.com. Contact her at 221-2104 or susan@susanalbright.com

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www.westport-news.com