

Barbara Cleary's Realty Guild

6 South Ave. New Canaan

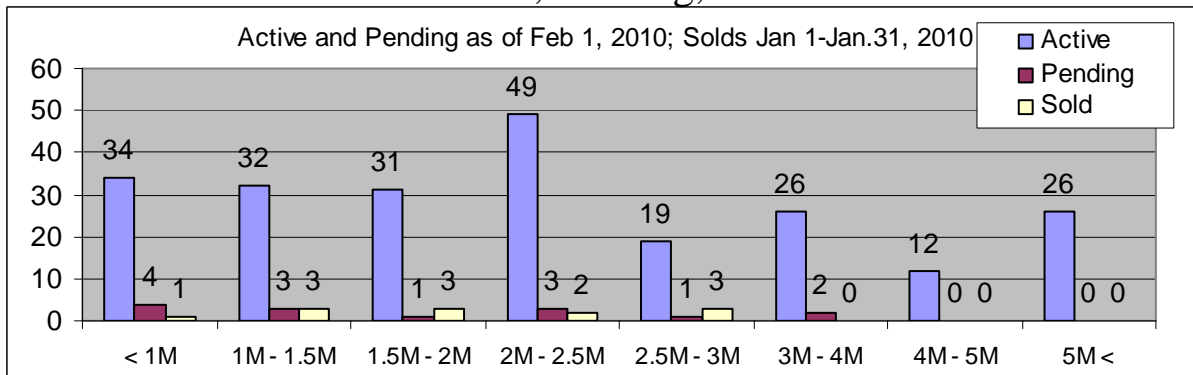
203-966-7772

NewCanaanHomes.com

The Market Report

New Canaan Real Estate: January 1-31, 2010

Active, Pending, Sold



There were 12 closings in January, indicating the energy in the market remains strong and a far cry from January of 2009, when there were no residential sales. The inventory points to a competitive market place for buyers, and an opportunity for sellers, in the lower price categories. There are just 64 homes on the market under \$1.5 Million, currently the most active price range. Activity continues to move into higher price categories. There are two properties pending in the \$3 Million-\$4 Million range. One of the most competitive price points is \$2-\$2.5 Million, where there are currently 49 active listings.

GARAGE CONVERSION

In many homes the garage takes up some of the most valuable real estate on the property. Often the garage is the first thing you see when you drive up and it is connected right into the heart of the house just off the kitchen. That may make sense in some cases, but just as often the garage (if you could see through the walls) has the best views on the property and blocks the view from the rest of the house.

When you are looking to add a family room or another large space to any home one of the first places to look is the existing garage. In most cases, a garage conversion will cost less than building a new structure since the walls, roof, and foundation are already in place.



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Source: New Canaan Multiple Listing Service, January 1-31, 2010

January Houses Sold (12)

Street	Selling Price	List Price	%	Acres	Sq Ft	Year	Style	Bdrms	Bths	DOM
219 Michigan Rd	\$2,676,750	\$2,995,000	-10.6%	4.40	7371	1973	Col	6	7	206
70 Thrush Lane	\$2,500,000	\$2,775,000	-9.9%	3.34	4436	1937	Col	5	5	281
57 Welles Lane	\$2,600,000	\$2,700,000	-3.7%	2.04	6000	2009	Col	5	4	182
12 Wascussue Ct.	\$2,300,000	\$2,399,000	-4.1%	1.00	5119	2001	Col	5	4	206
216 Carter Street	\$1,800,000	\$2,225,000	-19.1%	5.55	4024	1951	Col	6	5	537
380 Michigan Rd	\$1,875,000	\$1,995,000	-6.0%	2.00	4424	1928	Col	6	3	271
31 Thurton Drive	\$1,600,000	\$1,695,000	-5.6%	1.01	3769	1958	Cape	4	4	66
31 Beech Road	\$1,562,500	\$1,599,000	-2.3%	2.02	5381	1957	Col	6	6	59
135 Lone Tree Farm Rd	\$1,298,100	\$1,298,000	0.0%	1.92	2664	1954	Col	3	4	256
35 Benedict Hill Rd.	\$1,020,000	\$1,200,000	-15.0%	2.00	2561	1963	Col	4	3	106
103 South Ave.	\$900,000	\$1,145,000	-21.4%	0.22	4100	1830	Col	4	3	560
165 Orchard Drive	\$890,000	\$945,000	-5.8%	0.52	2576	1923	Col	3	3	282

January Condos Sold (5)

Street	Selling Price	List Price	%	Sq Ft	Year	Bdrooms	Baths	DOM
123 Richmond Hill Rd #17	\$635,000	\$669,000	-5.1%	1869	1973	3	4	236
48 Heritage Hill	\$550,000	\$614,900	-10.6%	1946	1972	3	2	165
179 South Ave.	\$565,000	\$595,000	-5.0%	1655	1974	3	2	108
11 Lockwood Ave	\$480,000	\$529,000	-9.3%	1002	1979	2	1	74
34 East Hills Drive	\$271,000	\$279,800	-3.1%	864	1968	2	1	52

January Houses Pending (6)

Street	List Price	Acres	Sq Ft	Year	Style	Bedrooms	Baths
1343 Smith Ridge Road	\$2,598,000	1.94	6889	2001	Colonial	6	6
626 Weed Street	\$2,295,000	1.02	4819	2000	Federal	5	4
105 Parade Hill Road	\$1,750,000	0.40	4200	2008	Colonial	5	5
74 Thayer Dr	\$849,000	2.13	2744	1960	Ranch	4	2
914 Silvermine Road	\$675,000	1.25	1536	1964	Colonial	3	1
110 Forest Street	\$499,000	0.24	1261	1900	Colonial	3	1

January Condos Pending (2)

Street	List Price	Sq Ft	Year	Style	Bedrooms	Baths
50 Heritage Hill Road	\$590,000	1991	1972	Townhouse	3	3
179 South Avenue #11	\$555,000	1785	1974	Townhouse	3	2

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January Houses Price Changes (24)

Street Address	List Price	Orig. Price	%	Acres	Sq Ft	Year	Style	Bdrms	Baths
93 Pequot Lane	\$5,750,000	\$6,575,000	-2.5%	4.08	7800	2009	Colonial	5	6
119 Proprietors Crossing	\$5,700,000	\$5,900,000	-3.4%	4	18738	2008	Georgian	6	5
657 Weed Street	\$3,795,000	\$3,999,000	-5.1%	1.35	6944	2003	Colonial	5	6
390 Brushy Ridge Road	\$3,495,000	\$4,050,000	-13.7%	3.44	7001	2005	Colonial	6	6
148 Lambert Road	\$3,295,000	\$3,600,000	-8.5%	2	5784	1979	Colonial	5	6
98 Ludlowe Road	\$3,150,000	\$3,095,000	-1.8%	2.2	6100	2010	Colonial	5	5
145 Lantern Ridge Road	\$2,990,000	\$3,195,000	-6.4%	2.05	7000	2007	Colonial	5	6
92 Parish Road	\$2,495,000	\$2,995,000	-16.7%	1.09	4200	2010	Colonial	5	3
124 Thayer Pond Road	\$2,495,000	\$2,435,000	-2.5%	2.1	6171	2005	Colonial	5	7
4 Valley Lane	\$2,300,000	\$2,500,000	-8.0%	4.35	5302	1999	Other	6	4
42 Ferris Hill Rd	\$2,299,000	\$2,249,000	-2.2%	2.27	4835	1938	Colonial	5	5
194 Lost District	\$1,899,000	\$2,175,000	-12.7%	4.11	5080	1968	Colonial	5	4
89 South Bald Hill Road	\$1,799,000	\$1,845,000	-2.5%	2.12	4063	1987	Colonial	5	4
46 Elm Place	\$1,795,000	\$2,075,000	-13.5%	0.49	4072	2001	Colonial	4	3
12 Wellesley Drive	\$1,495,000	\$1,695,000	-11.8%	2.04	3467	1958	Colonial	6	3
1702 Oenoke Ridge Rd	\$1,495,000	\$1,595,000	-6.3%	4.65	3534	1973	Colonial	5	3
22 Deep Valley Road	\$1,295,000	\$1,595,000	-18.8%	2.1	2047	1953	Ranch	3	3
81 Evergreen Road	\$1,295,000	\$1,349,000	-4.0%	2.42	3814	1957	Colonial	5	3
15 Partridge Road	\$1,195,000	\$1,525,000	-21.6%	2.04	3061	1956	Cape Cod	4	3
126 East Cross Road	\$970,000	\$1,095,000	-11.4%	1	2474	1955	Ranch	4	3
834 Valley Road	\$965,000	\$995,000	-3.0%	2.15	2060	1900	Colonial	3	3
5 Down River	\$885,000	\$935,000	-5.3%	0.33	1835	1850	Colonial	3	2
98 Woodland Rd.	\$639,000	\$819,000	-22.0%	0.34	2142	1951	Ranch	4	2
132 Seminary Street	\$299,000	\$349,000	-14.3%	0.07	972	1850	Colonial	1	1

January Condos Price Changes (10)

Street Address	Unit	List Price	Orig. Price	%	Sq Ft	Bedrooms	Baths	Year
35 Old Stamford Rd	35	\$1,995,000	\$2,095,000	-4.8%	3400	4	3	2006
330 Elm Street	13	\$1,099,000	\$1,285,000	-14.5%	2600	3	3	1927
86-S Forest Street	S	\$749,000	\$785,000	-4.6%	1831	3	3	2002
6 Mead Street	6	\$650,000	\$799,000	-18.6%	1630	3	2	1964
312 Elm Street	2	\$649,000	\$699,000	-7.2%	1453	2	2	1973
709 Weed Street	709	\$649,000	\$725,000	-10.5%	701	1	2	1926
205 Main St.	34	\$620,000	\$699,000	-11.3%	1966	3	3	1969
103 Seminary St.	1	\$609,000	\$729,900	-16.6%	2202	3	3	1970
164B Summer Street	B	\$599,000	\$648,876	-7.7%	1811	3	2	1970
86 Heritage Hill Road	86	\$499,000	\$499,000	-0.0%	1184	3	2	1965

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Source: New Canaan Multiple Listing Service, January 1-31, 2009

January Houses New Listings (35)

Street	List Price	Acres	Sq Ft	Year	Style	Bedrooms	Baths
26 Parker's Glen	\$5,395,000	2.36	9469	2008	Colonial	6	7
231 Brushy Ridge	\$4,700,000	2.70	7139	1988	Georgian	5	5
267 Cedar Lane	\$3,499,000	1.00	6230	2005	Colonial	6	6
46 Ludlowe Road	\$3,495,000	2.01	8000	2010	Colonial	5	5
165 Weeburn Drive	\$3,495,000	2.01	8200	2009	Colonial	6	7
98 Ludlowe Road	\$3,395,000	2.20	6700	2010	Colonial	5	5
1668 Ponus Ridge Rd	\$3,325,000	2.00	5850	2009	Colonial	6	5
110 South Avenue	\$3,250,000	0.41	7661	2003	Colonial	6	6
98 Ludlowe Road	\$3,150,000	2.20	6100	2010	Colonial	5	5
15 Selleck Place	\$2,995,000	0.34	4500	2009	Colonial	5	5
3 Wahackme Lane	\$2,950,000	2.35	6650	1940	Colonial	7	5
98 Ludlowe Road	\$2,795,000	2.20	5200	2010	Colonial	5	4
299 South Avenue	\$2,650,000	0.78	6328	1897	Victorian	8	7
74 Dogwood Lane	\$2,495,000	5.32	4770	1930	Colonial	5	5
77 Frogtown Road	\$2,399,000	4.87	5000	1948	Modern	5	5
42 Ferris Hill Rd	\$2,299,000	2.27	4835	1938	Colonial	5	5
48 Spring Water Lane	\$2,295,000	1.15	5861	2001	Colonial	5	4
133 Spring Water Ln.	\$2,250,000	1.22	4852	2003	Colonial	4	3
27 Wahackme Road	\$2,249,000	2.00	3611	1981	Colonial	4	3
174 Soundview Lane	\$2,175,000	4.07	4248	1971	Cape Cod	5	4
19 Richards Lane	\$2,145,000	1.34	4868	1930	Colonial	4	4
316 North Wilton Rd	\$1,999,000	2.00	3566	2010	Colonial	4	3
191 Marshall Ridge	\$1,799,000	1.14	4567	1978	Colonial	4	3
65 Lakewind Road	\$1,649,000	2.10	3839	1959	Colonial	6	4
927 New Norwalk Rd	\$1,599,000	2.00	4853	1988	Colonial	4	4
171 Benedict Hill Rd	\$1,497,000	4.04	3498	1981	Colonial	4	2
328 Frogtown Road	\$1,325,000	2.29	2843	1962	Col Split	5	4
33 Shaker Road	\$1,095,000	0.60	2015	1953	Col Split	4	2
17 Strawberry Hill Rd	\$999,900	0.55	3546	1930	Colonial	4	3
72 Garibaldi Lane	\$949,000	1.08	2754	1953	Cape Cod	3	3
117 Lantern Ridge	\$890,000	2.08	2660	1976	Tudor	4	2
497 Spring Water Ln	\$815,000	1.12	2720	1967	R. Ranch	4	3
76 East Avenue	\$788,000	0.17	1342	1914	Victorian	3	2
146 Forest Street	\$785,000	0.40	2493	1880	Antique	3	2
275 Mill Road	\$629,000	0.27	0	1910	Other	3	3

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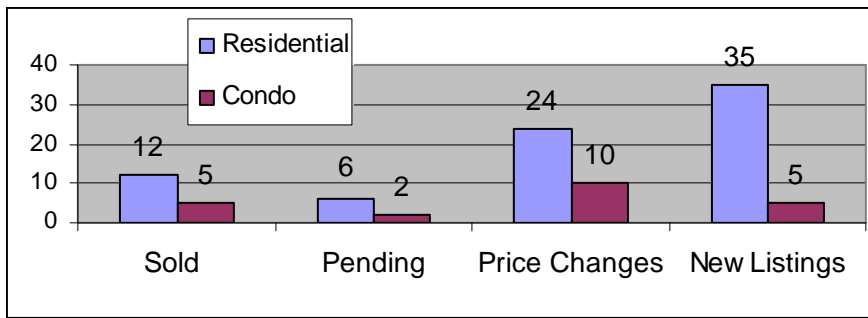
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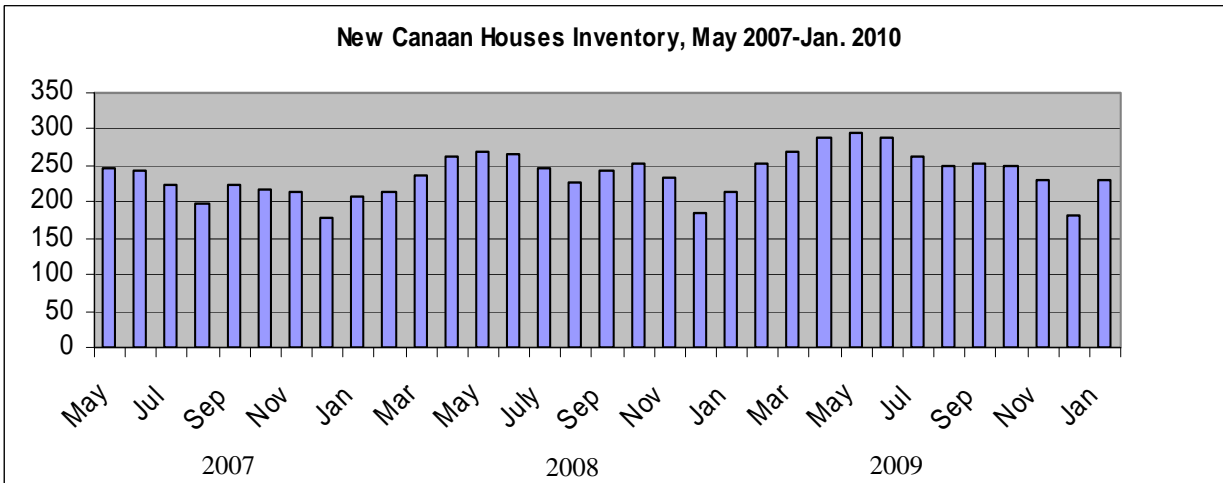
January Condos New Listings (5)

Street	List Price	Sq Ft	Year Built	Bedrooms	Baths
28 East Maple St.	\$1,349,900	3200	2008	3	3
312 Elm St., Unit #25	\$1,150,000	2170	1973	3	2
312 Elm Street #42	\$1,099,000	2172	1973	3	3
86 Heritage Hill Road	\$499,000	1184	1965	3	2
132D Heritage Hill Rd	\$465,000	1139	1965	2	2



January Recap:

House closings remained strong with 12 in January as compared to 0 in January 2009 and 7 in January 2008. With 35 new homes coming on the market inventory is up to 229, which is in the range of historic norms.



House for sale—plus free groceries for one year!

The housing market in Europe has been just as challenging as that in the U.S, and some sellers are getting creative to entice buyers. In fact, it was reported in the European news that one seller in Holland is offering a duplex (pictured, right) for 499.000 EURO (\$694,000 USD) and if you buy the home you get your groceries free for one year.



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Welcome to Our New Barn!

In October of 2009, New Canaan Mounted Troop (NCMT) moved into a new barn, located at the far end of its property at 22 Carter Street. The new facility (pictured) which accommodates 30 horses, was designed and built by Dave Zublin, the same builder responsible for Windsome Farms in New Canaan and Lionshare in Greenwich. Both the stable and indoor riding facilities are heated and cooled using an underground geothermal system which was anonymously donated to the organization. The beautiful structures represent over 5 years of hard work by the staff and membership of the NCMT.



The New Canaan Mounted Troop is a non-profit organization devoted to building leadership, responsibility and confidence through sound horsemanship. Founded in 1939 by noted New Canaan horsewoman, author and educator, Margaret Cabell Self, it offers extensive instruction for every rider's ability, beginning at age 7. They also have a program that enables horse and animal lovers to "virtually" adopt a horse or pony from the stables of New Canaan Mounted Troop. For more information about NCMT call 203-966-0634 or go to www.newcanaanmountedtroop.org.

Super Bowl Great Joe Montana's home is for sale for \$49 million

Know this when watching Super Bowl XLIV (44): Super Bowl heroics have their rewards.

Football great Joe Montana, who led the San Francisco 49ers to four Super Bowl titles between 1982 and 1990, and won a record three Super Bowl MVP awards, has listed his 500-acre estate with Christie's Great Estates. Price-tag: \$49 million. The property, dubbed "Villa Montana," extends into both Napa and Sonoma Counties. It has an equestrian center with indoor arena and 17 horse stalls, a regulation-sized basketball court, a skeet shooting range, swimming pool with a spa, a gym and a bocce ball court. There is also a caretakers residence, a guest house and a producing olive farm.



The ultra-private property, which Montana used as a vacation home with his wife and four children, features a 9,700-square-foot Tuscan-inspired main residence. It includes a climate-controlled wine cellar and tasting room and an outdoor viewing tower.



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Garage Conversion (continued from page 1)

That is not to say that there are no challenges. If you need to include plumbing in the new space (as in a master bedroom suite) you must find a way to connect the waste line to the existing septic outlet. Luckily, by code there must be a change in level between the garage and the house. That usually gives us room to add 'sleepers' (2x6's or larger boards) to the concrete floor as a nailing surface for the finished floor. That gives us room for pipes, heat ducts, wires etc.

If you still need a garage, luckily one of the least expensive structures to build is a garage. It is rare that we cannot find a better location for a new garage to take the place of the one that has become a living room, family room or bedroom suite. Sometimes the best solution is to have a freestanding carriage house design with a connector to the main house.

By James Crisp, Crisp Architects, Millbrook, New York
845-677-8256 crisparchitects.com

The Carriage Barn's 2010 Juried Photography Exhibition...

The New Canaan Society for the Arts will showcase some of the area's best photography in its 30th annual photo exhibition, held Feb. 7 - Mar. 7, at the Carriage Barn. Both amateur and professional photography will be on display. Cash prizes for Best in Show, Color, and Black and White pieces will be awarded. More info at carriagebarn.org.



Mortgage Matters: Is your pre-approval a REAL pre-approval?

Getting pre-approved for a home loan is a smart thing to do. It allows you to shop for a home after your credit and finances have been reviewed by an underwriter who will guarantee you will get a loan, as long as the contract is in order and the property appraises for the purchase price. But not all pre-approval letters are guaranteed. The only way to make sure is to ask your mortgage provider for the pre-approval issued directly from the lender, or if they are bankers themselves.

At GuardHill Financial we are banker/brokers, which means we bank many of our loans in house or may place your loan with many of our other sources. We underwrite your credit, review your finances and your income and make a decision which we stick by.

Feel free to call me to help clarify any of your lending needs. Mention this article and I will waive my application fee!

Mike Brown, Vice President, GuardHill Financial Corp.

Cell: 203-858-3769 email: mbrown@guardhill.com



Interest Rates

	Up to 417K	Up to 708K	Up to 1M	Up to 1.5	Up to 3M	Up to 4M	Up to 5M
10/1 ARM	4.875	4.875	4.875	4.875	4.875		4.875
7/1 ARM	4.500	4.500	4.500	4.500	4.500		
5/1 ARM	4.125	4.125	4.125	4.125	4.125		
30 yr fixed	4.5	4.875	5.500	5.875	5.875	5.875	

Rates provided by Mike Brown, GuardHill Financial Corp of New Canaan
Rates subject to change, and loan-to-value ration requirement varies, depending on credit score

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Light Up Your Home

When you know someone is coming by to tour your home, when possible turn on *all* the major indoor and outdoor lights, even during the day. This creates a warm, inviting atmosphere. At night, a well-lit house gives a "homey" impression when viewed from the street. During the daytime, turning on the lights brightens up any dim areas. Simply put, a home is more appealing and cheerful with the lights on.

Barbara



Christie's Ski Sale... With the Winter Olympics fast approaching (Feb 12-28 in Vancouver) Christie's got into the spirit of things by hosting an auction in London of vintage winter sports posters. Most of the 300 posters dated to the turn of the century, and proceeds helped to fund the British ski and snowboard team. The highest price paid was \$28,440 for a poster from the 1928 Olympics in St. Moritz. (pictured above, center).

Our first priority is to assist our customers with any questions or concerns they may have. In order for us to achieve our goal in customer care, we ask you to contact us by e-mail or phone.

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