

Barbara Cleary's Realty Guild

6 South Ave. New Canaan

203-966-7772

NewCanaanHomes.com

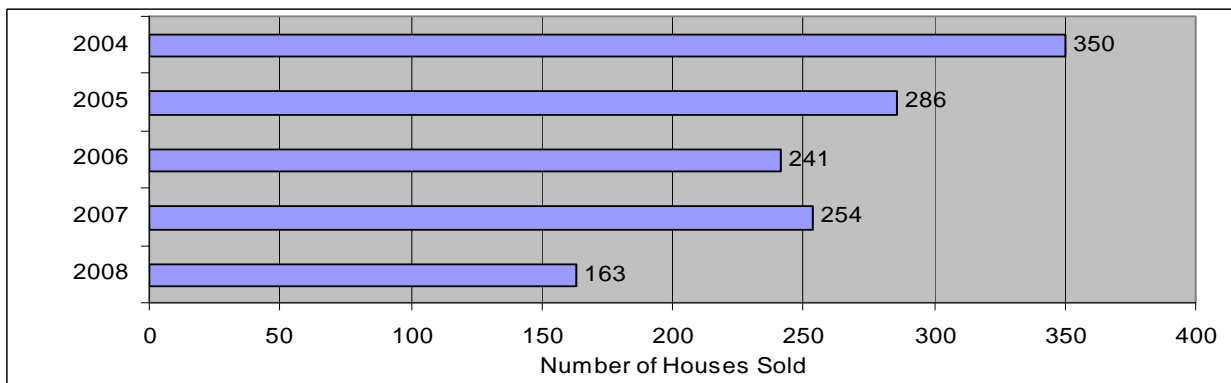
The Market Report

New Canaan Real Estate Sales Activity

Details: December 1—December 31

2008 Year-End Review

New Canaan Year-End Residential Sales Comparison



*Happy
New
Year*

“Open the book
Its pages are blank
We are going to put words on them
ourselves.
The book is called Opportunity
The First Chapter is New Year’s Day”

Edith Lovejoy Pierce



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**REALTY
GUILD**
INCORPORATED

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**CHRISTIE'S
GREAT ESTATES**



Source: New Canaan Multiple Listing Service, Dec. 1 - Dec. 31, 2008

Closed Sales (2)

Address	Selling Price	Original Price	Acres	Sq Ft	Year	Style	Bdrms	Bths	DOM
141 Millport Ave.	\$790,000	\$869,000	.19	1,932	1912	Colonial	4	2	71
144 Hillcrest Rd	\$950,000	\$1,099,000	1.26	2,883	1960	Cape Cod	5	3	111

Condos (1)

Address	Selling Price	Original Price	Sq Ft	Year	Bedrooms	Baths	DOM
83E South Ave.	\$355,000	\$385,000	615	1890	1	1	183

Pending *(1)

Address	List Price	Acres	Sq. Ft.	Year	Style	Bdrms	Baths
51 White Oak Shade Rd	\$1,195,000	1.07	4,104	1800	Colonial	4	3

Price Changes (8)

Address	List Price	Prev. Price	Acres	Sq Ft	Year	Style	Bdrms	Bths
98 Millport Avenue	\$500,000	\$550,000	.35	1,109	1930	Cape Cod	3	1
60 Parting Brook Road	\$985,000	\$1,150,000	2.05	1,749	1956	Col Split	4	3
8 Evergreen Road	\$999,000	\$1,099,000	2.	2,348	1958	Colonial	4	2
155 Field Crest Road	\$1,070,000	\$1,170,000	.33	2,290	1959	Colonial	4	2
216 Old Norwalk Road	\$1,635,125	\$1,749,000	1.64	4,636	1985	Colonial	4	3
27 BRUSHY RIDGE RD	\$1,650,000	\$1,750,000	.84	3,740	2000	Colonial	5	5
36 Brushy Ridge Rd	\$2,092,500	\$2,194,000	.7	4,942	2008	Colonial	5	5
155 Brookwood Lane	\$2,295,000	\$2,395,000	2.76	4,400	1965	Colonial	4	3

Condos (1)

Address	List Price	Prev. Price	Sq Ft	Year	Bdrms	Baths
86 Heritage Hill Rd	\$539,000	\$589,000	1,184	1965	3	2

New Listings (8)

Address	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
83 Parade Hill Rd.	\$599,000	.2	1,603	1954	Ranch	3	2
30 Charles Place	\$1,349,000	.18	2,900	2008	Colonial	4	3
30 Mariomi Road	\$1,611,000	1.15	4,703	1994	Colonial	4	3
6 Parish Road South	\$1,625,000	1.47	3,564	1960	Colonial	5	4

*A pending is a listing with a signed contract that hasn't closed.

Continued



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Source: New Canaan Multiple Listing Service, Dec. 1 - Dec. 30, 2008

New Listings (8) (Continued)

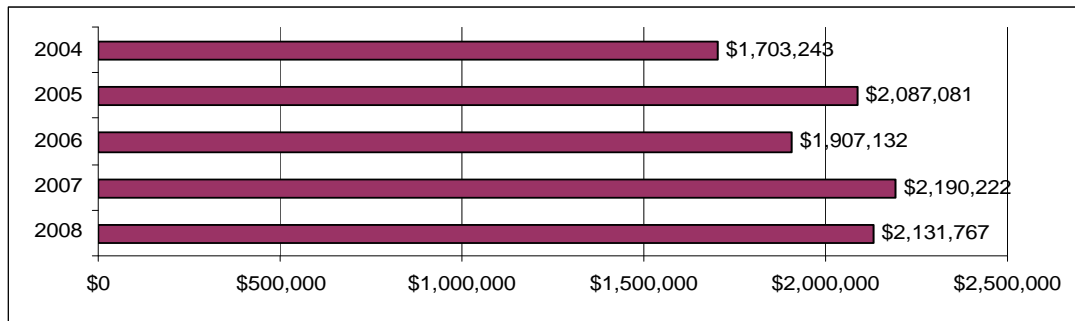
Address	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
216 Old Norwalk Rd	\$1,635,125	1.64	4,636	1985	Colonial	4	3
239 Mariomi Rd.	\$2,895,000	2.73	7,199	2008	Colonial	5	5
85 Thurton Drive	\$3,395,000	1.04	7,046	2007	Colonial	5	7
107 Canoe Hill Road	\$4,295,000	2.	7,318	2000	Colonial	5	7

Condos (6)

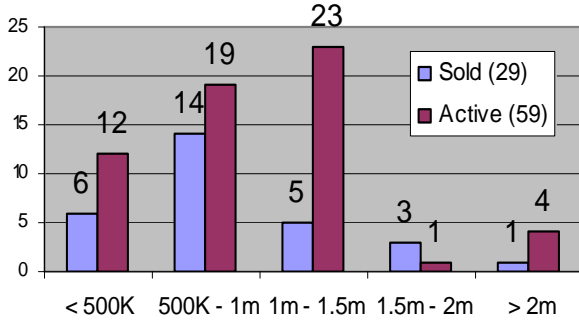
Address	List Price	Sq Ft	Year	Bedrooms	Baths
24 St. John Place	\$395,000	1,263	1910	2	1
279 Park Street	\$780,000	2,177	1982	3	2
205 Main Street	\$825,000	1,952	1968	3	3
205 Main Street	\$899,000	2,094	1969	3	3
15B Old Stamford Rd	\$1,075,000	3,008	1991	3	2
377 Main Street	\$1,495,000	2,844	1972	3	2

2008 Year-End Review

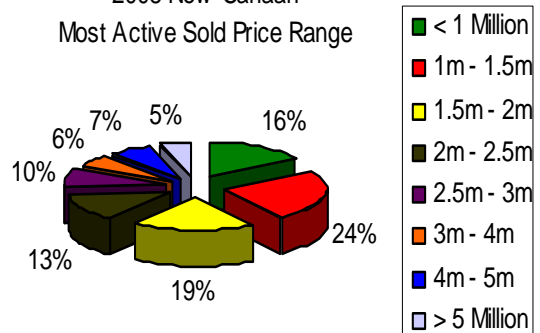
New Canaan's Average Home Sale Price



2008 New Canaan Condominium Sales



2008 New Canaan Most Active Sold Price Range

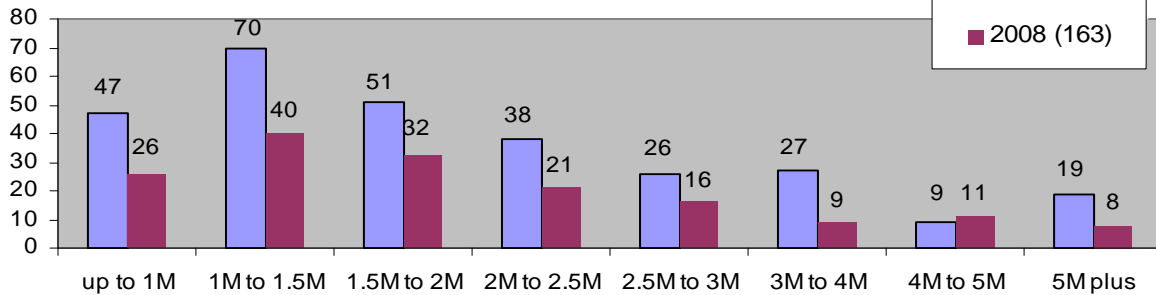


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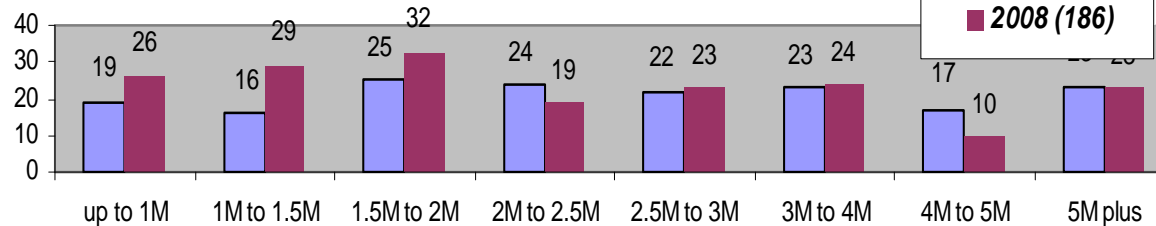
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New Canaan Single Family Houses Sold By Price 2007 vs. 2008



New Canaan Single Family Home Inventory 2007 vs. 2008 (End of Year)



6 Tips For Staging Your Home in the Winter

Winter time is here, and while there are challenges to staging a home in the winter, including inclement weather and shorter daylight hours, it also represents an opportunity. For instance, there are typically fewer homes on the market during the winter months. Here are a few tips to help your house stand out when showing your home in the Winter months.

- 1) For starters, if it has snowed make sure to clear a path to the front door to allow for secure footing. This will also keep buyers from having to trek through snow to get in your house.
- 2) Keep your house warm when it is being shown, which will enhance your home's appeal and encourage prospective buyers to linger.
- 3) Let in the light. Pull back drapes. Clean windows to maximize natural light. Place lighting in rooms that have fewer windows. Make the interior as bright as possible.
- 4) Show off your house's Spring and Summer appeal with photographs. If you have a beautiful garden or colorful trees that bloom in the Spring, put out a few pictures on the mantel depicting these settings.
- 5) Arrange furniture and create a mood around the fireplace that helps potential buyers to better visualize being able to relax by the hearth. You may also want to enhance the "spa" feel of your home by make the bathroom feel like the perfect place to rejuvenate with a hot bath or shower.
- 6) Protect your investment – Many sellers ask buyers to remove their shoes, or put on paper "booties" when touring their house, which is a tangible way of letting buyers know you take care of your home.



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Mortgage Matters...The Federal Reserve cut its target for the federal funds rate in December to a range between 0 percent and 0.25 percent and promised to keep it there “for some time.” This has helped to lower mortgage rates, which are very low by historical measure right now. However, the rates aren’t as low as many mortgage brokers feel they should be, at least as far as the normal spread between the federal fund rate and a 30 year fixed mortgage.

“It’s something to keep an eye on” says Carl Bulgini of Fenwick Mortgage in New Canaan. “In this volatile market, rates can make dramatic changes in a matter of a couple of days.”

Bulgini recommends finding a mortgage person to track mortgage rates with and to submit all the required paper work ahead of time so that you can lock the interest rate at the opportune time.

“That’s the critical piece,” says Bulgini. “To make sure you are in position to grab the best rate.”

Interest Rates

	Up to 900K	Up to 1.5M	Up to 2M	Up to 2.5M	Up to 3M
10/1 ARM	5.500	5.500	5.500	5.625	5.750
7/1 ARM	5.375	5.375	5.375	5.500	5.625
5/1 ARM	5.000	5.000	5.000	5.125	5.250
3/1 ARM	4.750	4.750	4.750	4.875	5.000
30 yr fixed	6.700	6.900	n/a	n/a	n/a

Rates are as of Jan. 5, 2009. Provided by Fenwick Mortgage, New Canaan

Christie’s Art Sales Set Records

Despite the recent financial climate, at Christie’s works of art have recently inspired buyers to bid to incredible heights.

On December 11th, a 35.56-carat, blue diamond known as the Wittelsbach Diamond, sold for \$24.3 million at a Christie’s auction in London. That smashed the previous record price for a diamond sold at auction— \$16.5 million for a 100-carat diamond sold back in 1995.

Then, on December 16th in an auction titled “Icons of Glamour and Style,” a photograph by the late photographer Helmut Newton, called “Sie Kommen, (Naked and Dressed), Paris, 1981” went for a record \$662,500, almost double the \$380,725 it had sold for just last year. That was followed by a set of photographs of Marilyn Monroe by photographer Bert Stern, a collection known as “The Last Sitting,” that more than doubled the previous high it had been sold for, demanding a price tag of \$146,500.

The record prices reflected the rich history of the items being offered. The Wittelsbach Diamond was the favorite of European Royalty for centuries. King Philip IV of Spain purchased the stone in 1664 and made it part of the dowry for his teenage daughter. “The Last Sitting,” photos of Monroe have a very poignant history as well. They were taken by Stern on an assignment for Vogue magazine in July of 1962. The images were taken at the height of her career. But what had the greatest impact on their value was that the photo shoot took place just six weeks before the actresses’ untimely death at the age of 36. They are believed to be the last commercial photos taken of Monroe..



Photo from: “The Last Sitting.”



The Wittelsbach Diamond



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Do you know the value of your property?

The Realty Guild’s discreet professionals understand the importance of market preparedness. We are available to consult with you and provide specific information on how the current market will affect your property.

The Realty Guild’s Exceptional Realtors



Barbara Cleary



Phyllis Alfieri



Julie Aliapoulios



Nick Aysseh



Brett Ciarlo



Ruth DeVilliers



Art Duel



Suzanne Green



Jana Harvey



George Harvey



Kelly Kraus



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