

Barbara Cleary's Realty Guild

6 South Ave. New Canaan

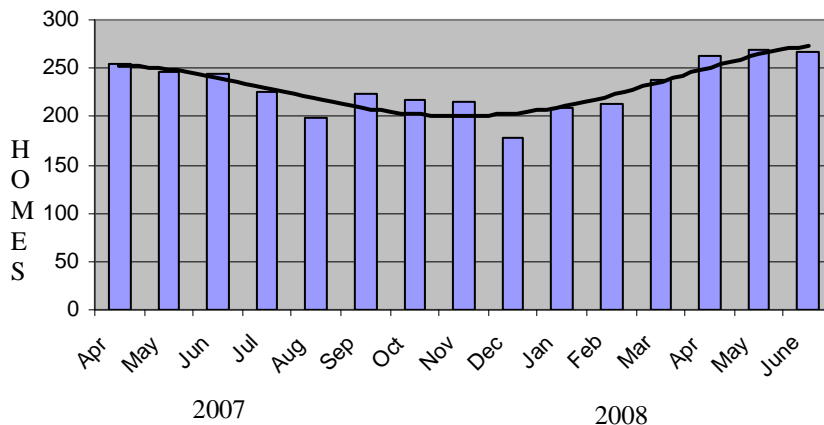
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The Weekly Report

New Canaan Real Estate Sales Activity

May 23-June 6, 2008



Current Inventory

Single Family Homes
(as of June 9, 2008)

- The volume of inventory has stayed remarkably consistent in New Canaan over the past 15 months.
- While the number of houses isn't much greater, the length of time a house is on the market has increased this year.

6 Tips for a 'Heart of the Home' Kitchen

Everyone gathers in the kitchen. Today's informal lifestyles demand a place for family and friends to visit, cook, eat and share life together. Here are six popular options that can enhance any kitchen and make it a room to truly live in:

- Seating at the island: make a spot for kids and friends to join in.
- Better lighting: a combination of undercabinet task lights, recessed downlights and decorative pendants are attractive additions.
- Self-closing drawer glides: work like a dream and keep the kitchen tidy.
- Quality appliances: homeowners and buyers expect high-end cooking and refrigeration units. Consider adding a warming drawer for multiple meal times and entertaining.
- Technology: install a wireless laptop in the kitchen for homework help, internet research and easy email checks.
- Shredder: since most people toss their junk mail in the kitchen, hide a shredder in a cabinet for safe disposal of unwanted mail.



By Terry Scarborough, Kitchens By Deane, a Certified Master Kitchen and Bath Designer and a member of the American Society of Interior Designers.



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Source: New Canaan Multiple Listing Service, May 23-June 06

Closed Sales (9)

Address	Selling Price	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths	DOM
412 Main Street	\$625,000	\$689,000	0.31	1060	1956	Ranch	3	2	284
129 Woodridge Drive	\$1,499,000	\$1,499,000	2.04	2768	1957	Colonial	5	3	64
277 Country Club Road	\$1,460,000	\$1,549,000	3.24	3341	1956	Colonial	3	3	314
32 Old Studio Road	\$1,780,000	\$1,839,000	1.04	4238	1910	Barn	4	2	146
129 Kimberly Place	\$1,775,000	\$1,895,000	0.37	4076	1941	Colonial	5	3	232
290 Lapham Road	\$1,800,000	\$1,999,999	2.07	4640	1973	Colonial	5	4	283
364 Smith Ridge Road	\$2,150,000	\$2,350,000	1.19	6000	2002	Colonial	5	5	490
25 Adams Lane	\$4,025,000	\$4,195,000	2.01	7100	2007	Colonial	6	6	134
316 Turtleback Road	\$4,998,000	\$4,998,000	2.07	6900	2008	Colonial	5	5	63

Condos (1)

Address	Selling Price	List Price	Sq Ft	Year	Bdrms	Baths	DOM
24 St. John's Place #9	\$298,000	\$319,000	879	1910	1	1	81

Pending (11)

Address	List Price	Acres	Sq Ft	Year	Style	Baths	Bdrms
30 Sunrise Avenue	\$695,000	0.18	1550	1938	Cape Cod	2	4
366 Ponus Ridge Road	\$1,189,000	0.95	2201	1963	Colonial	2	3
202 Main Street	\$1,225,000	0.31	2572	1880	Colonial	2	3
728 Carter Street	\$1,385,000	2.02	3963	1900	Colonial	2	4
1668 Ponus Ridge	\$1,395,000	2	2880	1946	Colonial	4	5
109 Beech Road	\$1,544,250	1.6	2847	1956	Colonial	3	3
17 Toquam Rd.	\$1,695,000	1.04	9	1955	Cape Cod	5	4
29 Myanos Road	\$1,890,225	1.09	3484	2007	Colonial	2	3
93 Harrison Avenue	\$2,625,000	0.4	4156	2007	Colonial	5	5
401 Brushy Ridge Road	\$2,775,000	1.45	4914	1830	Antique	4	5
81 Ramhorne Road	\$2,950,000	2.34	5545	1956	Colonial	4	5

Condos (4)

Address	List Price	Sq Ft	Year	Bdrms	Baths
208 Park Street	\$299,900	698	1956	1	1
124 East Ave	\$680,000	1228	2001	2	1
123 Richmond Hill Road	\$799,000	1869	1973	3	3
59 Bank Street	\$997,430	1680	1981	3	3



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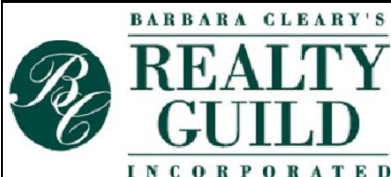
Source: New Canaan Multiple Listing Service, May 23-June 06

Price Changes (23)

Address	List Price	Prev. Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
150 Jelliff Mill Road	\$699,900	\$739,000	1	1884	1957	Col Split	3	2
146 FOREST STREET	\$789,000	\$820,000	0.4	2493	1880	Colonial	2	2
21 Glen Drive	\$999,000	\$1,019,000	1.01	2298	1846	Colonial	3	2
507 Old Stamford Road	\$1,135,250	\$1,195,000	0.66	3039	1952	Colonial	4	3
834 Valley Road	\$1,149,000	\$1,169,000	2.15	2032	1900	Colonial	3	3
155 Field Crest Road	\$1,195,000	\$1,225,000	0.33	2290	1959	Colonial	4	2
4 Village Drive	\$1,199,000	\$1,225,000	0.35	1925	1958	Col Split	4	3
868 Silvermine Road	\$1,320,000	\$1,349,000	2.61	2465	1970	Colonial	4	2
15 Partridge Road	\$1,395,000	\$1,495,000	2.04	3061	1956	Cape Cod	4	3
188 Hickok Road	\$1,699,000	\$1,795,000	2.21	3060	2006	Other	4	4
44 Benedict Hill Road	\$1,799,000	\$1,850,000	4.6	1600	1960	Modern	4	3
50 East Maple	\$1,899,000	\$1,989,000	0.26	4200	2007	Colonial	4	3
24 Twin Pond	\$1,999,000	\$2,199,000	1.28	4761	1986	Colonial	4	3
77 Douglas Road	\$2,415,000	\$2,650,000	0.29	4650	2007	Colonial	5	5
115 Bayberry Road	\$2,425,000	\$2,750,000	1.5	7700	2007	Colonial	5	4
58 Briscoe Road	\$2,499,000	\$2,549,000	4.06	5934	1988	Colonial	5	5
54 Comstock Hill	\$2,675,000	\$2,875,000	3.2	4402	1923	Other	5	5
264 Hawk's Hill Road	\$2,895,000	\$3,100,000	4.94	5129	1995	Colonial	5	3
269 Dan's Highway	\$3,230,000	\$3,400,000	4.01	5800	1989	Contemp	4	4
85 Thurton Drive	\$3,695,000	\$3,595,000	1.03	7700	2008	Colonial	5	7
44 Four Winds Lane	\$4,499,000	\$4,999,000	2	6455	1992	Colonial	5	5
507 Trinity Pass	\$4,555,250	\$4,795,000	4.44	4640	1969	Georgian	6	6
107 Dunning Road	\$4,895,000	\$5,250,000	2.52	7746	2001	Colonial	5	4

Condos (9)

Address	List Price	Prev. price	Sq Ft	Year	Bdrms	Baths
151A Heritage Hill Road	\$339,900	\$349,900	836	1965	1	1
136D Heritage Hill Rd	\$399,000	\$425,000	1069	1965	2	2
168B Summer Street	\$659,000	\$679,000	1811	1970	3	2
312 Elm Street	\$835,000	\$850,000	1453	1973	2	2
205 MAIN STREET	\$896,400	\$949,000	1966	1969	3	3
103 Seminary St., Unit#1	\$899,000	\$949,000	2202	1970	2	3
52 Lakeview Ave	\$940,000	\$995,000	2453	1986	3	2
4 Canaan Close	\$995,000	\$1,050,000	2134	1978	2	2
330 Elm Street	\$1,495,000	\$1,595,000	2600	1927	3	3



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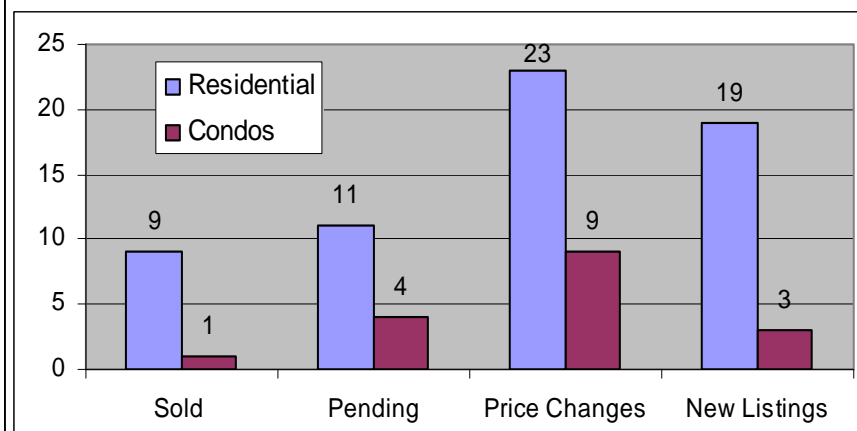
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New Listings (19)

Address	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
8 Tommy's Lane	\$1,125,000	1.08	2419	1961	Colonial	4	2
60 Fawn Lane	\$1,289,000	2.57	2242	1961	Colonial	4	2
19 Clapboard Hill Road	\$1,299,000	2.09	3004	1979	Colonial	3	3
38 Harrison Avenue	\$1,375,000	0.44	2450	1935	Cape Cod	3	3
93 Weed Street	\$1,440,000	1.51	3168	1994	Colonial	4	3
927 New Norwalk Road	\$1,695,000	2	4853	1988	Colonial	4	4
498 Valley Road	\$1,995,000	1.82	4100	1792	Colonial	4	4
7 Indian Waters Drive	\$2,050,000	2.01	4254	1790	Colonial	5	3
17 Hawthorne	\$2,349,000	0.5	4700	1959	Cape Cod	4	3
29 Pequot Lane	\$2,450,000	4	3788	1970	Colonial	6	3
85 INDIAN ROCK ROAD	\$2,495,000	2.66	4261	1954	Colonial	4	4
45 Shagbark Drive	\$2,550,000	1.2	5306	2003	Colonial	5	3
89 West Road	\$2,795,000	2.09	4991	1980	Colonial	5	4
96 STONELEIGH ROAD	\$3,499,000	2.92	6393	1990	Colonial	4	4
114 Bridle Path Lane	\$4,595,000	3.27	5638	2007	Colonial	4	5
93 Louises Lane	\$5,000,000	5.1	4449	1956	Modern	6	4
1227 Ponus Ridge Road	\$5,495,000	2	8695	2007	Colonial	7	8
81 Valley Road	\$6,250,000	8.69	7675	1801	Federal	7	7
26 Parker's Glen	\$6,775,000	2.36	9469	2008	Colonial	5	4

Condos (3)

Address	List Price	Sq Ft	Year	Bdrms	Baths
66C Heritage Hill	\$379,500	820	1965	1	1
83E South Avenue	\$385,000	615	1890	1	1
94 C Heritage Hill Road	\$439,000	927	1965	2	1



Activity Recap

(May 23– June 6, 2008)

- Price changes remain high. Over the past six weeks there have been 71 price changes, reflecting the continued competition for buyers' attention.
- The 9 solds and 11 pendings are a positive sign for the market, considering there have been a total of 65 solds since January 1st.



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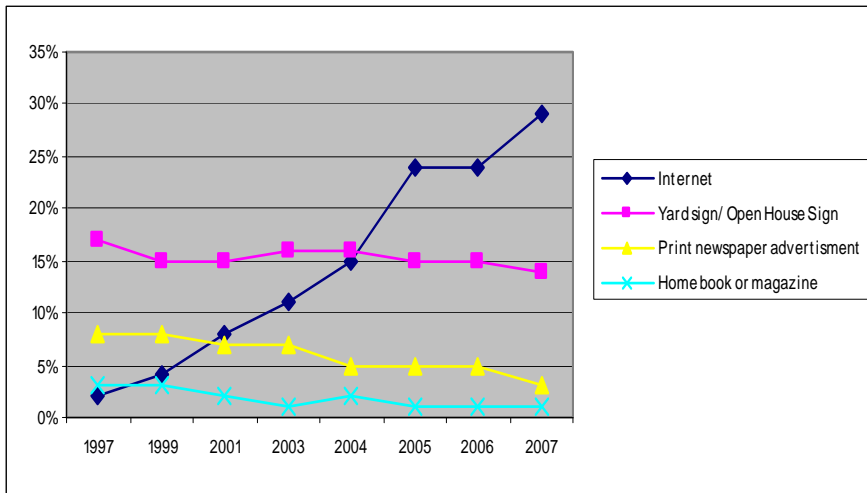
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Internet Usage Trends

You can't over-emphasize the importance the Internet plays in real estate today. Real estate is an information-based service industry, and the Internet is the fastest and easiest way to share information. The numbers and chart below powerfully illustrate the increasing effectiveness the Internet provides for buyers. The chart also reflects the need for sellers to effectively market their homes on the Internet to capture viewers' interest.

Where Buyers Found The Home They Purchased, 1997-2007



- The Internet today plays a more significant role in attracting a buyer to the actual home they purchase than any other medium.
- Features like mapping, videos, slide-shows, area amenities and detailed information are unique to the Internet and provide a full picture for buyers.

Actions Taken as a Result of Internet Home Search

	All Buyers	First-time Buyers	Repeat Buyers
• Drove by or Viewed Home	73%	73%	73%
• Walked through a home viewed on line	57%	56%	58%
• Found the Agent used to search for home	23%	24%	22%
• Requested more information	22%	26%	19%
• Applied for a mortgage on line	5 %	6%	5%

What Home Buyers Were Looking for Online

	All Buyers	First-time Buyers	Repeat Buyers
• Properties for sale	95%	96%	94%
• General Information about an area	21%	21%	21%
• Real Estate Agent	4%	4%	4%
• Information about Price or Affordability	1%	1%	1%

Source: National Association of Realtors



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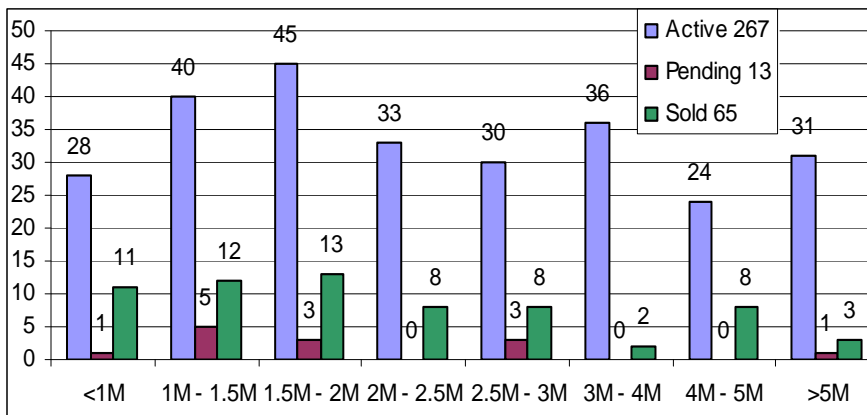
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Are you considering buying a new property or selling your current property?
It would be our pleasure to offer you a consultation focusing on your home's market value.

Singles Family Homes Sales Activity

Active & Pending as of June 6; Closed - Jan. 1-June 6



- The most popular price range this year has been homes between \$1 and \$2 million. It's also the price range with the highest current inventory
- The \$3 to \$4 million price range has been unusually quiet and, considering the inventory, is arguably the most competitive.



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