

Barbara Cleary's Realty Guild

6 South Ave. New Canaan

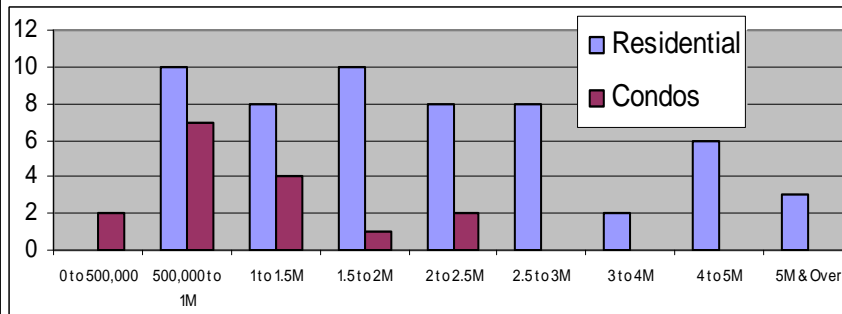
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The Weekly Report

New Canaan Real Estate Sales Activity

May 9-May 23, 2008



2008 Sales

By Price Point

This is a breakdown of single family homes (55) and Condos (16), sold in New Canaan in 2008, by price.



Is It A House, Or A Work Of Art?

In the Christie's showroom at Rockefeller Center, overflowing with bidders from around the world, top dollar was paid for everything, including a house. Considering that one painting sold for \$50 million at Christie's May 13 sale of post-war and contemporary art, the Kaufmann House (above), located in Palm Springs, CA, was a relative bargain, selling for \$15 million, shattering the record for a house sold at an art auction.

It wasn't the first time a Modernist house has been sold in this venue. But the record price of the home, originally commissioned as a desert retreat and one of the most important examples of Modernist architecture in the Americas, may further a trend of selling houses as works of art. Christie's president Andrea Fiuczynski said the Kaufmann House, built in 1946 by Richard Neutra, was "symptomatic of a trend to include design in contemporary art sales. The barriers between the two disciplines have now become blurred."



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GREAT ESTATES



Source: New Canaan Multiple Listing Service, May 09-May 23

Closed Sales

Address	Selling Price	List Price	Acres	Sq Ft	Year	Style	Bdrms	Bths	DOM
30 Knapp Lane	\$586,000	\$599,000	0.21	1291	1935	Ranch	2	1	129
28 Brinckerhoff Ave	\$1,100,000	\$1,175,000	0.2	2206	1925	Colonial	3	3	87
38 Fitch Lane	\$1,450,000	\$1,599,000	2.38	5124	1982	Contemp	4	4	266
565 Oenoke Ridge Rd	\$4,100,000	\$4,600,000	2.06	4372	1959	Modern	4	4	182
55 Wahackme Road	\$4,750,000	\$4,750,000	4.81	10549	1879	Colonial	8	5	30

Condos

Address	Selling Price	List Price	SqFt	Year	Bdrms	Baths	DOM
21 Bank Street	\$1,230,000	\$1,225,000	3003	1974	3	3	71
33 Old Stamford Rd	\$1,950,000	\$2,295,000	3400	2006	4	3	794

Pending

Address	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
39 GRACE STREET	\$1,250,000	0.3	2168	1998	Colonial	3	2
571 Cheese Spring Road	\$1,295,000	2.95	2757	1972	Colonial	4	2
113 Little Brook Road	\$1,349,000	2.14	3602	1981	Colonial	4	2
499 Country Club Road W	\$1,595,000	2.22	2476	1959	Ranch	4	2
408 South Avenue	\$1,695,000	0.61	2690	1928	Colonial	3	3
95 Colonial Rd	\$1,795,000	2	3456	1939	Colonial	5	5
29 Hawks Hill Road	\$2,100,000	1.39	6200	2003	Colonial	4	4
131 Soundview Lane	\$2,200,000	4.18	4903	1971	Colonial	5	5
82 Canoe Hill Rd	\$3,095,000	2.53	4655	1952	Colonial	4	4
25 Adams Lane	\$4,195,000	2.01	7100	2007	Colonial	6	6
362 South Avenue	\$4,695,000	0.6	4912	2006	Colonial	5	5
348 Canoe Hill Road	\$4,750,000	2.93	6842	1989	Colonial	5	4

Price Changes

Address	List Price	Prev. Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
47 Urban Street	\$549,999	\$599,900	0.14	1248	1971	Ranch	3	1
53 Anthony	\$599,000	\$619,000	0.81	1196	1972	Ranch	3	1
36 Mortimer	\$747,500	\$767,500	0.14	1275	1925	Colonial	2	1
100 Old Kings Highway	\$795,000	\$839,000	0.75	1784	1954	Ranch	2	1
107 Poconock Trail	\$1,100,000	\$1,199,000	2.17	2761	1963	Col Split	4	2
8 Evergreen Road	\$1,149,000	\$1,169,000	2	2348	1958	Colonial	4	2

(Continued)



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Price Changes (continued)

Address	List Price	Prev. Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
44 Hickok	\$1,199,000	\$1,195,000	2.23	2750	1953	Contemp	3	3
12 Conrad Road	\$1,295,000	\$1,395,000	1.06	1862	1957	Colonial	4	2
93 Thayer Drive	\$1,375,000	\$1,425,000	1.72	2622	1966	Colonial	4	2
868 Silvermine Road	\$1,390,000	\$1,417,000	2.61	2465	1970	Colonial	4	2
58 Harrison Avenue	\$1,395,000	\$1,495,000	0.41	3467	1908	Colonial	5	3
53 Fitch Lane	\$1,499,000	\$1,575,000	2.15	4950	1982	Contemp	4	3
295 Smith Ridge Rd.	\$1,595,000	\$1,695,000	2.5	5500	1990	Colonial	4	4
180 Jonathan Road	\$1,695,000	\$1,795,000	2.2	4633	1987	Colonial	4	2
126 Wellesley Drive	\$1,725,000	\$1,785,000	2.65	3869	1963	Colonial	4	3
65 LAKEWIND ROAD	\$1,844,000	\$1,895,000	2.1	3839	1959	Colonial	6	4
23 Braeburn Drive	\$1,845,000	\$1,895,000	2.2	4074	1962	Colonial	5	3
423 Carter Street	\$1,999,999	\$2,100,000	3.09	3359	1958	Modern	5	4
31 Beech Road	\$2,370,000	\$2,495,000	2.02	5381	2005	Colonial	6	6
626 Weed Street	\$2,595,000	\$2,795,000	1.02	4819	2000	Federal	5	4
85 Thurton Drive	\$3,595,000	\$3,495,000	1.03	7500	2008	Colonial	5	7
430 Frogtown Road	\$4,750,430	\$4,850,430	2.7	7508	2000	Colonial	5	7
1083 Smith Ridge Road	\$7,200,000	\$7,950,000	4.13	8000	2007	Colonial	6	7

Condos

Address	List Price	Prev. Price	Sq Ft	Year	Bdrms	Baths
232 Park Street Unit 16	\$380,000	\$399,000	991	1960	2	1
254 New Norwalk Road	\$675,000	\$695,000	1698	1980	3	2
168B Summer Street	\$679,000	\$695,000	1811	1970	3	2
246 Park Street	\$715,000	\$755,000	1565	1973	3	2
179 South Avenue #11	\$764,000	\$771,000	1785	1974	3	2
123 Richmond Hill Road	\$799,000	\$845,000	1869	1973	3	3
205 MAIN STREET	\$949,000	\$995,000	1966	1969	3	3
31 Canaan Close	\$1,175,000	\$1,189,000	2060	1973	3	3
157 East Avenue	\$1,195,000	\$1,295,000	2640	1979	4	3
377 Main Street, Unit# 3	\$1,325,000	\$1,395,000	3052	1972	3	2
24 Canaan Close	\$1,399,000	\$1,450,000	1970	1973	4	3

New Listings

Address	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
115 River Street	\$699,000	0.13	1123	1939	Colonial	2	1
72 Gerdes Road	\$995,000	1.01	2302	1956	Colonial	4	3

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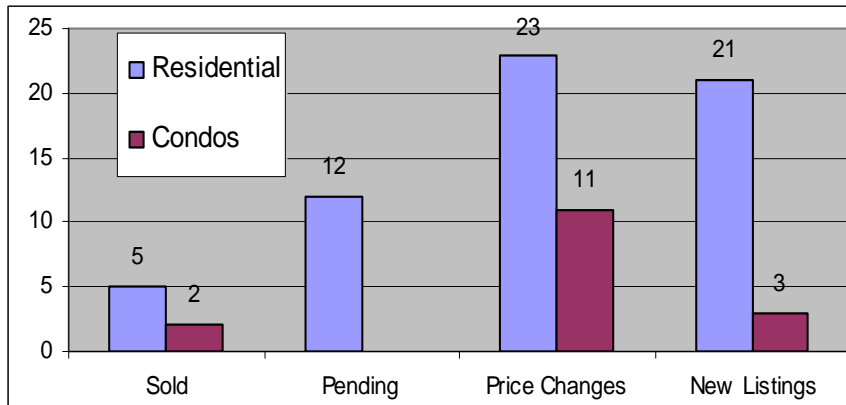
Source: New Canaan Multiple Listing Service, May 9—May 23

New Listings (Continued)

Address	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
8 Evergreen Road	\$1,149,000	2	2348	1958	Colonial	4	2
480 Cedar Lane	\$1,195,000	1.31	1517	1956	Col Split	4	3
202 Main Street	\$1,225,000	0.31	2572	1880	Colonial	3	2
82 Lakewind Road	\$1,225,000	2.21	2300	1959	Colonial	4	4
868 Silvermine Road	\$1,390,000	2.61	2465	1970	Colonial	4	2
185 Silvermine Rd.	\$1,395,000		2732	1974	Colonial	4	3
143 Old Stamford Road	\$1,425,000	0.26	3105	1994	Colonial	4	2
112 Lone Tree Farm Road	\$1,995,000	2.04	3860	1974	Cape Cod	5	4
89 South Bald Hill Road	\$1,995,000	2.12	4063	1987	Colonial	5	4
11 Park Lane	\$2,150,000	0.25	3720	2003	Colonial	4	4
68 Running Brook Lane	\$2,199,000	1	4771	1993	Colonial	6	5
490 West Road	\$2,250,000	5.5	4998	1964	Colonial	6	5
277 Old Stamford Road	\$2,895,000	1.24	5699	2000	Colonial	5	4
81 Ramhorne Road	\$2,950,000	2.34	5545	1956	Colonial	5	4
52 Parade Hill Lane	\$2,995,000	1.46	5312	2008	Colonial	5	5
284 HAWKS HILL ROAD	\$3,249,999	2.61	6700	1992	Colonial	6	5
46 Park	\$4,195,000	0.42	4700	1742	Antique	5	5
1801 Ponus Ridge Road	\$4,895,000	2.17	6100	2008	Colonial	5	6
198 Bridle Path Lane	\$6,200,000	2.05	8300	2008	Colonial	6	7

Condos

Address	List Price	Sq Ft	Year	Bdrms	Baths
126 Heritage Hill Road	\$379,539	807	1965	1	1
136D Heritage Hill Rd	\$425,000	1069	1965	2	2
205 MAIN STREET	\$1,150,000	1848	1968	3	3



Activity Recap

(May 9-23, 2008)

This chart reveals just how competitive the market currently is, with a high number of price changes and new listings. Pendlings are a measure of the energy of the immediate market and are relatively high, particularly in the 3 to 4 million price range.



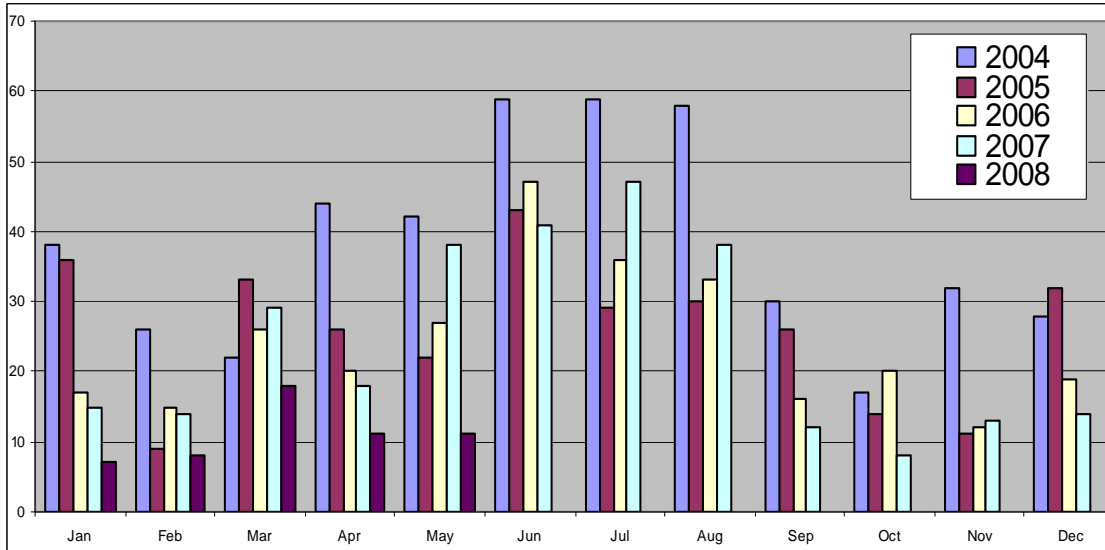
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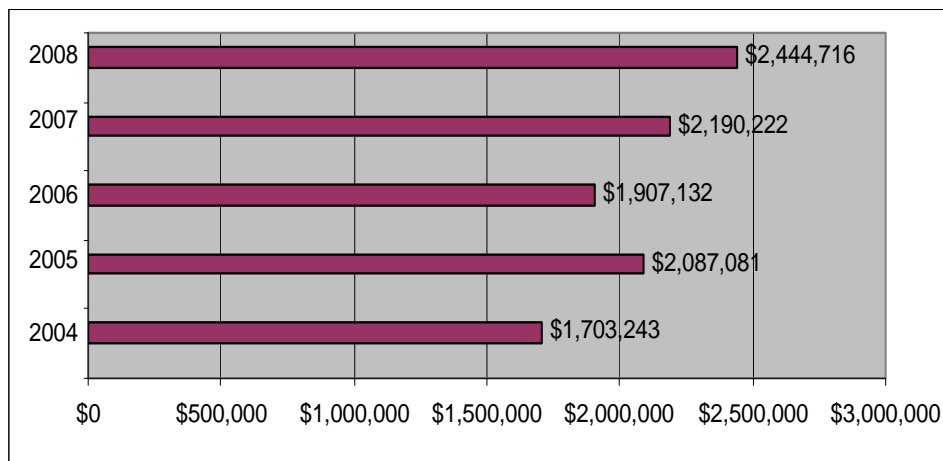


Home Sales in New Canaan 2004-2008

Sold Residential Homes in New Canaan
2004, 2005, 2006, 2007, 2008



Average Sale Price of Single Family Home in New Canaan
2004, 2005, 2006, 2007, 2008



Source: New Canaan Multiple Listing Service, May 9—May 23



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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.

Tips for Selling Your Home in a Challenging Market

Houses may not be selling today like they did back in the bidding-war days of 2004, but when proper steps are taken you'd be surprised how quickly they can move. Just last week several properties went pending in a week! Today, more than ever, sellers have to be prepared and competitive in their approach to listing and selling their home.

- Price to the market - Price your house at its fair market value today, not two years ago. Here's why: Your house generates the most interest when first put on the market. If priced too high, you risk losing enthusiasm of buyers and agents. In short, starting out pricing too high is a momentum killer. Realistic pricing generates enthusiasm, showings and the sale of your property in the shortest period of time.
- Stage like a pro - Sellers may want to try the following to create a positive first impression:
 - De-Clutter - Inside and out. Less is more because it doesn't distract the buyer.
 - Curb appeal is essential – You don't get a second chance on a first impression.
 - Make your house sparkle - You want your house to stand out in the market place.
 - Personal pictures should be reduced to a minimum.
- Be flexible and patient– Buyers today have many options, and often return to preview houses multiple times. You only need one buyer, and you never know which visitor or showing will be the one.



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