

Barbara Cleary's Realty Guild

6 South Ave. New Canaan

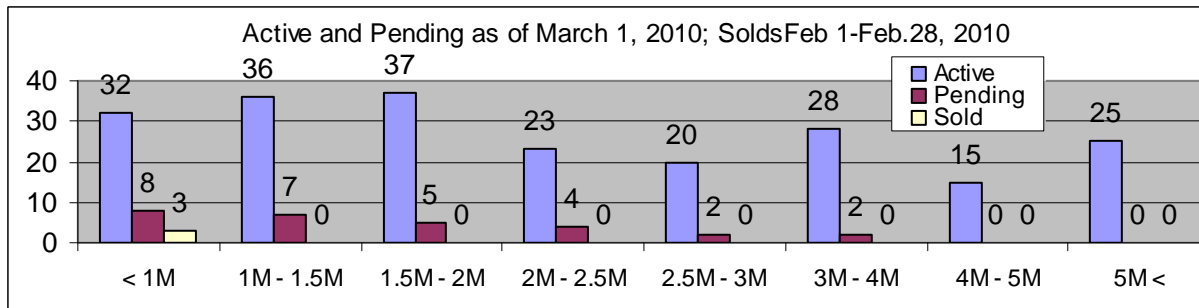
203-966-7772

NewCanaanHomes.com

The Market Report

New Canaan Real Estate: February 1-28, 2010

Active, Pending, Sold



The 28 homes pending at the end of February is an encouraging sign, and an increase as compared to just 14 at the end of January. In fact, the number exceeds the 20 Pending we saw just 8 months ago when we typically have a busier selling season in the warmest months of the year. There was a significant 47 percent drop in inventory in the \$2 Million - \$2.5 Million price point, with some of these homes reducing price into the under \$2 Million category. All other price points are showing a steady pace of inventory. Only 3 homes were reported sold in February, all of them in the under \$900k range. The average Days On Market for those closings was 248.

Expert Insights - Malcolm Robertson, Architect

The Pleasures of a Porch

Often one of the most fulfilling expansions you can make to a house is adding a porch. The porch can be the most pleasurable place to be on a warm spring or summer day. They also offer tremendous architectural value and can have a beneficial effect on the ambiance of a neighborhood, and even a town for that matter. In fact, New Canaan recently changed its zoning laws to encourage the building of porches because they recognize that porches add so much to the fabric of a community.

Porches really are good for the texture of a street. It brings people out to what we call semi-private space, where you are part of your home but you are also part of the street, and if your neighbors are walking by you can engage them in a conversation. It has a way of encouraging this very humanistic approach, where you are dealing with people on a more open basis. Homes can be forts, or they can be welcoming inns. It's all a matter of attitude.

(Continued on Page 6)



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Source: New Canaan Multiple Listing Service, February 1-28, 2010

February Houses Sold (3)

Street	Selling Price	List Price	%	Acres	Sq Ft	Year	Style	Bdrms	Baths	DOM
82 Woodland Road	\$850,000	\$975,000	-12.8%	1.3	2663	1926	Tudor	4	2	293
72 Thayer Dr	\$735,000	\$849,000	-13.4%	2.1	2744	1960	Ranch	4	2	311
914 Silvermine Road	\$597,000	\$675,000	-11.6%	1.3	1536	1964	Col	3	1	141

February Condos Sold (0)

There were no Condo closings in February.

February Houses Pending (17)

Street	List Price	Acres	Sq Ft	Year	Style	Bedrooms	Baths
1191 Oenoke Ridge Road	\$2,595,000	4	3557	1850	Colonial	4	3
82 Arrowhead Trail	\$2,395,000	2	4178	1969	Colonial	5	4
436 Weed Street	\$2,275,000	1	5753	2003	Colonial	4	4
55 Running Brook Lane	\$1,985,000	2	5583	1994	Colonial	5	3
1313 Smith Ridge Road	\$1,749,000	4	4629	1967	Cape Cod	5	5
498 Valley Road	\$1,699,000	2	3690	1792	Colonial	4	4
198 North Wilton Road	\$1,595,000	4	4339	1972	Colonial	5	5
226 Putnam Road	\$1,395,000	1	2630	1963	Ranch	4	3
77 Weed Street	\$1,299,000	1	4665	1998	Colonial	5	3
16 Park Place	\$1,250,000	0	3650	2004	Colonial	5	3
3 Meeting Grove Lane	\$1,095,000	2	3718	1965	Contemp	4	3
107 Old Stamford Road	\$995,000	1	3316	1900	Colonial	4	2
322 Main Street	\$995,000	0	4117	1911	Colonial	4	3
45 Weeburn Drive	\$995,000	2	2891	1962	Colonial	4	2
126 East Cross Road	\$970,000	1	2474	1955	Ranch	4	3
497 Spring Water Lane	\$815,000	1	2720	1967	R. Ranch	4	3
132 Seminary Street	\$299,000	0	972	1850	Colonial	1	1

February Condos Pending (2)

Street	List Price	Sq Ft	Year	Style	Bedrooms	Baths
86-S Forest Street	\$749,000	1831	2002	Townhouse	3	3
103 Seminary St., Unit#1	\$609,000	2202	1970	Townhouse	3	3

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February Houses Price Changes (18)

Street Address	List Price	Original Price	%	Acres	sq ft	Year	Style	Bdms	Baths
474 Ponus Ridge	\$5,650,000	\$5,950,000	-5.0%	4.83	8555	2000	Colonial	6	6
26 Parker's Glen	\$4,850,000	\$5,395,000	-10.1%	2.36	9469	2008	Colonial	6	7
487 West Road	\$3,995,000	\$5,195,000	-23.1%	4	10518	1992	Colonial	5	6
306 Carter Street	\$3,475,000	\$3,595,000	-3.3%	1.7	6220	1908	Colonial	6	4
284 Hawks Hill Road	\$2,950,000	\$3,195,000	-7.7%	2.61	6700	1993	Colonial	6	5
133 Spring Water Lane	\$1,999,000	\$2,250,000	-11.2%	1.22	4852	2003	Colonial	4	3
191 Marshall Ridge	\$1,699,999	\$1,799,000	-5.5%	1.14	4567	1978	Colonial	4	3
65 Lakewind Road	\$1,549,000	\$1,649,000	-6.1%	2.1	3839	1959	Colonial	6	4
1702 Oenoke Ridge Rd	\$1,495,000	\$1,595,000	-6.3%	4.65	3534	1973	Colonial	5	3
109 Sagamore Trail	\$1,465,000	\$1,550,000	-5.5%	2.23	4810	1985	Colonial	4	4
213 Ponus Ridge	\$1,399,000	\$1,499,000	-6.7%	2.34	2782	1973	Ranch	5	4
86 Logan Road	\$1,329,000	\$1,395,000	-4.7%	4.2	1888	1959	Other	5	3
597 Cheese Spring	\$1,259,000	\$1,395,000	-9.7%	2.04	2853	1965	Colonial	4	2
985 New Norwalk Road	\$1,049,000	\$1,395,000	-24.8%	1.1	3830	1993	Colonial	4	4
33 Bickford Lane	\$999,000	\$1,125,000	-11.2%	1.15	3242	1959	Col Split	4	3
108 Parish Road	\$835,000	\$995,000	-16.1%	1.12	2562	1957	Col Split	3	2
76 East Avenue	\$749,000	\$788,000	-4.9%	0.17	1342	1914	Victorian	3	2
568 Old Stamford Road	\$599,000	\$695,000	-13.8%	0.68	0	2003	Ranch	3	1

February Condos Price Changes (7)

Street Address	Unit	List Price	Original Price	Acres	Bedrooms	Baths	Year
25 Lakeview Ave	25	\$1,245,000	\$1,295,000	2320	3	3	1986
164B Summer Street	B	\$599,000	\$648,876	1811	3	2	1970
205 Main St., Unit#34	34	\$599,000	\$699,000	1966	3	3	1969
6 Mead Street	6	\$549,000	\$799,000	1630	3	2	1964
86 Heritage Hill Road	86	\$470,000	\$499,000	1184	3	2	1965
234 Park St	19	\$359,000	\$395,000	979	2	1	1960
137D Heritage Hill Road	D	\$349,500	\$375,000	1058	2	2	1965

Regional Performance

According to the National Association of Realtors, existing-home sales in the Northeast fell 10.9 percent to an annual pace of 820,000 in January but are 22.4 percent above a year ago. The median price in the Northeast was \$245,300, a gain of 8.8 percent from January 2009.

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Source: New Canaan Multiple Listing Service, February 1-28, 2009

February Houses New Listings (38)

Street Address	List Price	Acres	Sq Ft	Year	Style	Bedrooms	BathsFull
688 North Wilton Road	\$8,195,000	6.13	10442	1995	Colonial	6	7
58 Parker's Glen	\$7,399,000	2.02	8870	2007	Colonial	6	7
33 Ferris Hill	\$4,995,000	2	8262	2007	Colonial	6	6
74 Clapboard Hill	\$4,995,000	1.67	7500	2010	Tudor	5	5
360 Greenley Road	\$4,995,000	3.6	7000	1935	Colonial	7	6
11 Skyview Lane	\$4,849,000	1.6	7188	2008	Colonial	5	6
399 Wahackme Road	\$3,625,000	2	6256	1999	Colonial	6	5
216 Carter Street	\$3,595,000	2.5	7000	2010	Colonial	6	5
507 Trinity Pass	\$2,895,000	4.44	4640	1969	Colonial	5	6
494 Weed Street	\$2,395,000	1	4563	1846	Colonial	5	4
105 Wahackme Road	\$2,395,000	2.02	5174	1951	Colonial	5	3
122 Rosebrook Road	\$2,350,000	2.42	3438	1977	Colonial	4	2
72 Wellesley Drive	\$2,299,000	2.01	3534	2008	Colonial	4	4
86 Arrowhead Trail	\$2,295,000	2.07	4176	1970	Colonial	5	4
4 Holmewood Lane	\$2,275,000	0.87	3891	1929	Colonial	4	3
117 Frogtown	\$2,095,000	1.65	5025	1989	Colonial	6	4
21 Lakeview Lane	\$2,087,000	0.28	4533	2003	Colonial	4	4
74 Turtleback Lane West	\$1,995,000	2.23	3504	1960	Other	5	4
35 Deacon's Way	\$1,995,000	2.1	3956	1965	Colonial	5	3
109 Michigan Rd	\$1,895,000	3.66	4000	1954	Colonial	4	3
10 Alan Lane	\$1,795,000	4.14	3932	1967	Colonial	5	3
85 Indian Rock Road	\$1,795,000	2.66	4261	1954	Colonial	4	4
152 Weed Street	\$1,650,000	1.06	3905	2005	Colonial	4	3
1134 Weed St.	\$1,625,000	1.14	3159	1954	Cape Cod	4	3
174 Fox Run Road	\$1,595,000	2.02	3920	1969	Contemp	4	3
39 Orchard Drive	\$1,525,000	0.26	2592	1949	Colonial	4	3
69 Louise's Lane	\$1,325,000	2.53	3285	1966	Contemp	4	3
62 Comstock Hill	\$1,295,000	1.06	3496	1956	Colonial	5	3
11 Whitney Ave.	\$1,275,000	0.18	2908	1889	Antique	4	4
78 Birchwood Avenue	\$1,225,000	0.46	2846	2005	Colonial	4	2
170 Bridle Path Lane	\$1,195,000	2.02	3134	1961	Ranch	5	3
985 New Norwalk Road	\$1,049,000	1.1	3830	1993	Colonial	4	4
33 Bickford Lane	\$999,000	1.15	3242	1959	Col Split	4	3
748 South Avenue	\$949,000	1	2115	1956	Colonial	4	2
179 Ponus Ridge Road	\$899,999	2.02	2221	1937	Colonial	3	2
71 Silver Ridge	\$899,000	1.05	2277	1959	Other	5	3
113 Millport Avenue	\$600,000	0.17	1	1850	Antique	3	2
113 Locust Ave.	\$599,999	0.16	2424	1860	Antique	3	2

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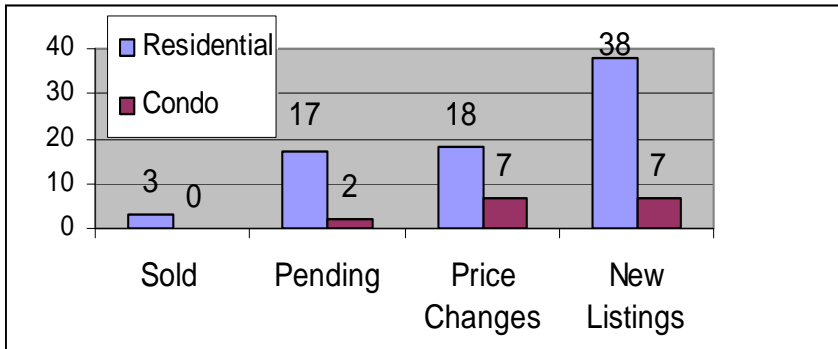
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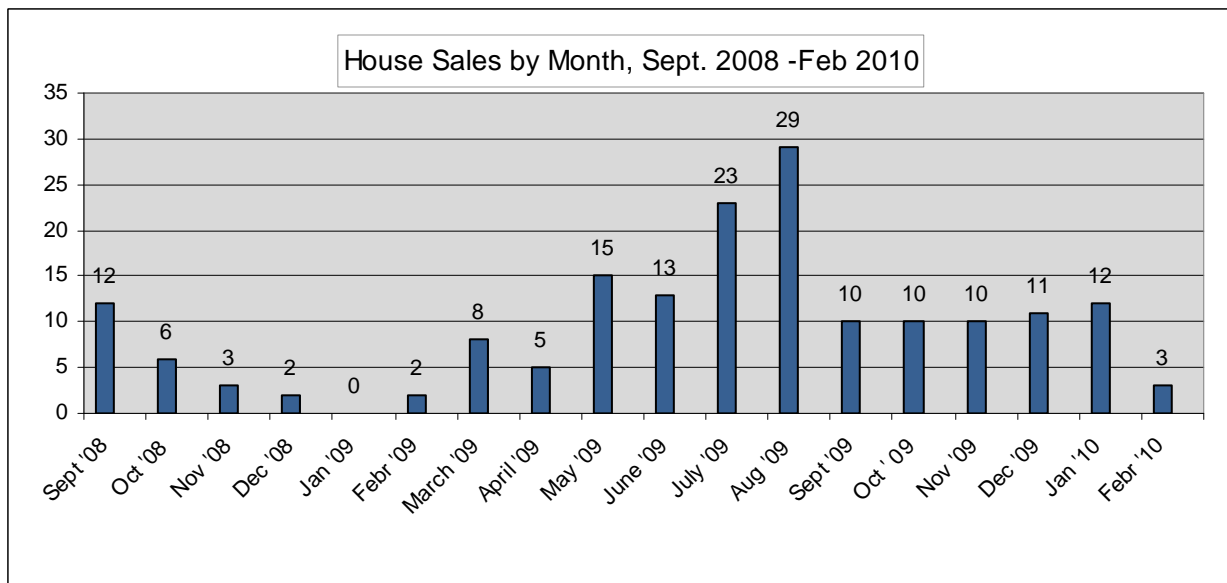
February Condos New Listings (7)

Street Address	List Price	Sq Ft	Year	Bedrooms	Baths
8 Maple Street	\$1,650,000	4800	2006	3	4
33 East Maple	\$1,200,000	2650	1940	3	2
145 East Avenue	\$1,190,000	2176	1979	3	3
312 Elm St., Unit #30	\$1,069,000	2172	1973	3	2
15B Old Stamford Road	\$1,049,000	3008	1991	3	2
364 Main Street	\$449,000	1088	1969	3	1
228 Park St., #7	\$339,000	991	1960	2	1



February Recap:

While we had the lowest number of sales this month since February of '09, the 17 pendings is high, indicating activity in the market is still strong. With 38 new homes coming on the market this month, inventory is at 216 as compared to 270 active houses last year at this time.



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The Pleasures of a Porch

(continued from page 1)

If you are on a two or four acre property and you are on a porch, you are just enjoying the pleasure of the garden and the outside. The interaction there for the person on the porch might be relating to the kids playing in the garden. That's a different kind of rhythm, but just as valuable.

I also like porches because of benefits they add to the aesthetics of a house. Besides making a house look more welcoming, if a house is a two-story box, as many spec houses were, if you add a porch all of a sudden there's a better scale relationship of the house to its land. Instead of going from flat land up to a two-story edifice, you are going from flat land to a one-story open porch and there is more of a flow. It adds an aesthetic softening.



Before



After

Placement: Porches can go anywhere on a house and their placement usually depends on the view. If you own four acres of land you are more likely to put the porch facing whatever the major play area is (perhaps a pool or large yard) because there is social interaction there. In an urban situation, let's say South Avenue, you are more likely to have the porch on the front of the house where you can get the interaction with the people walking up and down the street.

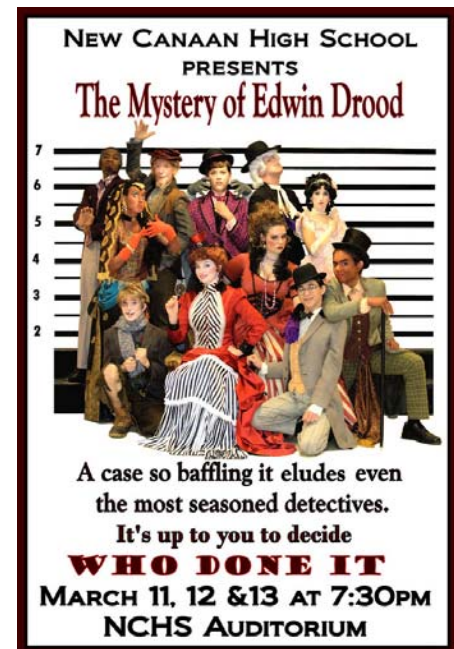
Costs: Porches aren't necessarily inexpensive additions, particularly if they are well detailed and equipped with lighting and fans. As a general rule of thumb they typically cost approximately three-fourths of what an inside addition might. But it's often worth it. It's not just a nice way to improve the look of your house but also your ability to enjoy it.

By Malcolm Robertson, Robertson & Landers Architects, New Canaan

High School Drama

New Canaan school superintendent David Abbey often stresses the increased focus the New Canaan school system is putting toward the arts. If you want to enjoy the fruits of those efforts this month you can attend the high school's *The Mystery of Edwin Drood*. It's a Tony Award winning musical comedy about a Victorian Music Hall Company's attempt to stage a mystery by Charles Dickens – but since Dickens actually died before his book was finished it truly is a mystery, and the audience has to solve it by picking the ending themselves. There will be pre-show entertainment in the lobby and the theatre will be enhanced by Victorian touches such as footlights, special programs, lavish costumes complete with bustles & bows – there will even be an aerial ballet.

Show dates are: March 11th, 12th & 13th at 7:30pm. Tickets will be on sale in the high school lobby starting Monday, March 8th through Friday, March 12th, from 11am to 2:30pm, and from one hour before show times.



NEW CANAAN HIGH SCHOOL
PRESENTS
The Mystery of Edwin Drood

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A case so baffling it eludes even
the most seasoned detectives.
It's up to you to decide
WHO DONE IT
MARCH 11, 12 & 13 AT 7:30PM
NCHS AUDITORIUM

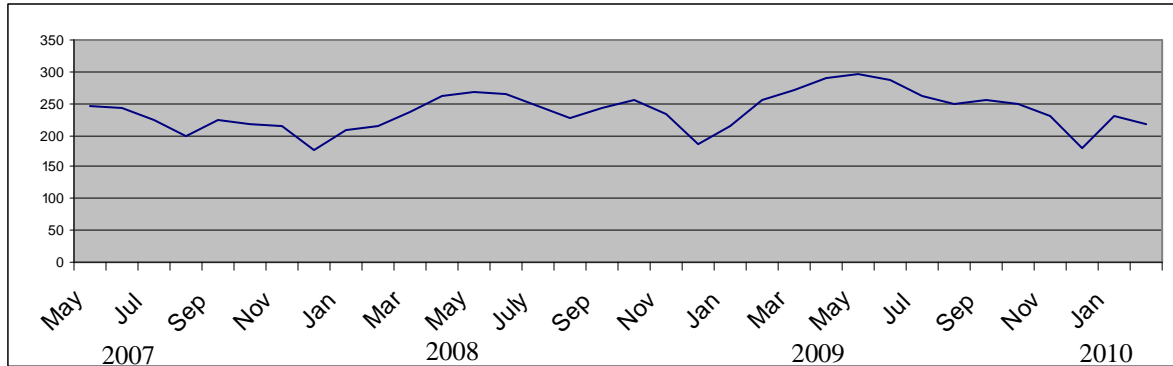
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Inventory of New Canaan Single Family Homes, May 2007-Feb 2010



Mortgage Matters: An Overview of the Market

I am pleased to see that new home applications are on the rise here in New Canaan and throughout Fairfield County. Over the past 60 days I have seen a huge increase in both pre-approvals as well as actual purchases, with a few houses going into multiple bids. While the media has been reporting a decline throughout the U.S., our area seems to be picking up.

It could be the low rates, and rumors that the fed may push long term rates up, or just the fact that there are great deals to be had. Home values are also starting to level off and in some case rise a bit from this time last year. There is also many who are choosing to buy land and build according to Rich Rosano of RRBuilders, custom luxury home builder and developer based in New Canaan, CT. Rich states that "Since October we have experienced a substantial increase in interest and contracts for new home construction and also renovations/additions to existing homes. Many clients have realized the market hit bottom last year and cost savings (in land and construction) are to be gained by building now."

Take advantage of these low rates. We (GuardHill) are bankers as well as brokers and can assist you with all of your mortgage needs, both residential and commercial. Mention this and pay no Application fee. A \$500.00 value!

Michael 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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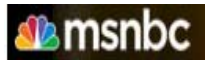
NewCanaanHomes.com



Love Your Home

Spring is around the corner which allows homeowners to get their hands in the garden once again. But it doesn't stop there. Owning a home in the Northeast is an exercise in keeping up with Mother Nature. With snow melting it's a good time to take a few simple measures such as checking your home's foundation, repairing any driveway damage, and eventually turning your attention to your lawn and landscape design. Home maintenance is vital for retaining your home's value.

Barbara



Article Tackles Intrigue of Le Beau Chateau

Many have been intrigued by the Realty Guild's listing at 104 Dans Highway not only for the majestic qualities of this 52-acre estate but also by the fact that it was purchased in 1952 by its current owner, Huguette Clark, but has remained unoccupied for the past 57 years. Among those whose interest was piqued is Pulitzer Prize winning author and msnbc.com investigative reporter Bill Dedman, who published a fascinating story titled "The Clarks: An American story of wealth and mystery." It answers many of the questions surrounding this New Canaan estate, known affectionately as Le Beau Chateau. The article — a 47 photo slide show with accompanying captions — can be found on the msnbc.com site, or by going to the realty-guild.com/blog.

The article delves into the history of the Clarks, one of America's most intriguing and successful families, who just happen to own some of the country's most incredible estates, including Le Beau Chateau and a property known as 'Bellosguardo' ("beautiful view"), a 23-acre home on the coast in California that has an estimated value of \$100 million. It also details the life of Huguette's father, William A. Clark, a senator and copper king in the early 1900s and one of the most prosperous men of his time.

For more information about Le Beau Chateau please contact BARBARA CLEARY'S REALTY GUILD.



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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