

Barbara Cleary's Realty Guild

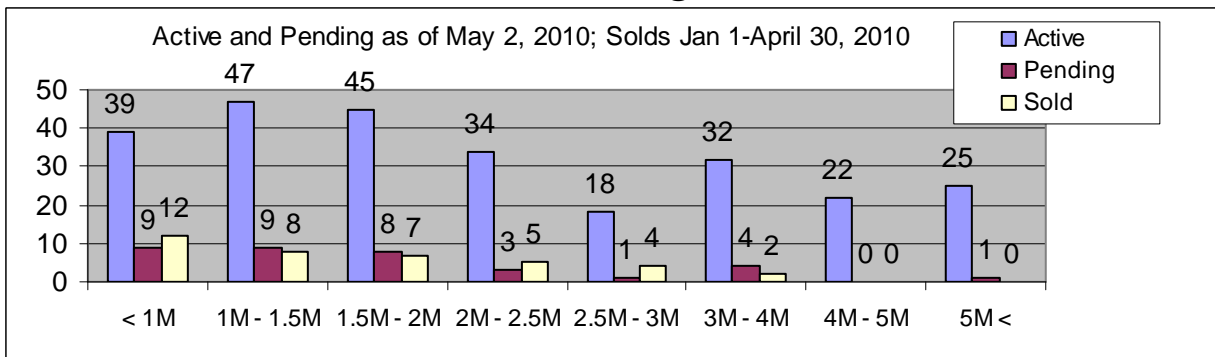
6 South Ave. New Canaan

203-966-7772

NewCanaanHomes.com

New Canaan Market Report New Canaan Real Estate: April 1-30, 2010

Active Pending, Sold



There have been 38 house closings in 2010, compared to just 16 in the first four months of 2009. There are also currently 35 houses with signed contracts that have yet to close (pendings), a further indication that the increased energy in the market is steady. Twenty-seven of the closings (71 percent) and 26 of the pendings (74 percent) have occurred in the under \$2 million price range. In the \$2.5-\$3 million range there have been four closings so far in 2010, while there were just four in this price point in all of 2009.

Broadway-Inspired Interior Design at Le Beau Chateau

Leading interior designers in the Tri-State area will present Broadway-inspired table-top showcases from May 12th-16th in a 5-day creative arts extravaganza, open to the public, all to benefit Summer Theater of New Canaan's Free Shakespeare at Waveny Park. The backdrop for this magnificent event will be Le Beau Chateau, the spectacular mansion on 52 acres in New Canaan, listed by Barbara Cleary's Realty Guild and Christie's Great Estates. For the event, the estate will be opening its doors to the public for the first time in 58 years. Along with the opportunity to see this magnificent mansion and property, there will be a chance to meet and talk with the decorators, lectures by authors, book signings, a fantastic outdoor "Secret Garden" boutique, a gourmet café, performances of Broadway hit musicals on May 12th at the special opening Gala night, and much more. Some of the over 20 Broadway shows to be represented are "The Lion King," "Hairspray" and "Breakfast at Tiffany's."



Le Beau Chateau on 52 acres in New Canaan will be the backdrop for "Spring Awakening."

"What better way to welcome the season than an arts event combining talents from different disciplines in a marvelous vintage chateau never seen by the public," says Charles Pavarini III, the head of Pavarini Design Associates and the events chairman. Tickets are \$30/\$40 with guest lecturer. For more info go to stonc.org, or call 203-966-4634.

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Source: New Canaan Multiple Listing Service, April 1-30, 2010

April Houses Sold (12)

Street	Selling Price	List Price	%	Acres	Sq Ft	Year	Style	Bdrms	Bths	DOM
15 Selleck Place	\$2,550,000	\$2,995,000	-14.9%	0.34	5300	2009	Colonial	5	5	106
1343 Smith Ridge Rd	\$2,400,000	\$2,598,000	-7.6%	1.94	6889	2001	Colonial	6	6	105
52 Pheasant Drive	\$2,400,000	\$2,495,000	-3.8%	2.00	5636	2008	Colonial	5	4	738
55 Running Brook Ln	\$1,842,500	\$1,985,000	-7.2%	1.96	5583	1994	Colonial	5	3	179
1313 Smith Ridge Rd	\$1,730,000	\$1,749,000	-1.1%	4.19	4629	1967	Cape	5	5	296
93 Putnam Road	\$1,450,000	\$1,475,000	-1.7%	1.05	2332	1964	Colonial	4	2	197
128 Gerrish Lane	\$1,352,100	\$1,295,000	4.4%	1.14	3078	1977	Cape	3	3	60
16 Park Place	\$1,175,000	\$1,250,000	-6.0%	0.30	3650	2004	Colonial	5	3	155
60 Parting Brook	\$880,000	\$899,000	-2.1%	2.05	1749	1956	Col Split	4	3	82
20 White Oak Shade Ln	\$820,000	\$850,000	-3.5%	0.29	1803	1936	Colonial	3	2	354
108 Parish Road	\$800,000	\$835,000	-4.2%	1.12	2562	1957	Col Split	3	2	215
9-11 East Maple Street	\$500,000	\$549,000	-8.9%	0.19	1764	1962	Colonial	4	2	176

April Condos Sold (0)

April Houses Pending (15)

Street	List Price	Acres	Sq Ft	Year	Style	Bdrms	Baths
487 West Road	\$3,995,000	4.00	10518	1992	Colonial	5	6
343 and 335 Wahackme Rd	\$3,395,000	4.00	4943	1910	Colonial	5	6
48 Spring Water Lane	\$2,295,000	1.15	5861	2001	Colonial	5	4
109 Michigan Rd	\$1,895,000	3.66	4000	1954	Colonial	4	3
55 Kelley Green	\$1,695,000	0.35	3873	1981	Colonial	4	3
152 Weed Street	\$1,650,000	1.06	3905	2005	Colonial	4	3
25 Wascussue Court	\$1,649,000	1.02	4001	1951	Colonial	5	4
30 Mariomi Road	\$1,525,000	1.15	4703	1994	Colonial	4	3
109 Sagamore Trail	\$1,465,000	2.23	4810	1985	Colonial	4	4
328 Frogtown Road	\$1,325,000	2.29	2843	1962	Col Split	5	4
50 Mariomi Road	\$1,324,900	3.32	3580	1950	Cape Cod	5	3
108 Toby's Lane	\$1,295,000	2.16	2925	1955	Ranch	4	3
11 Tommy's Lane	\$949,000	1.15	2773	1960	Colonial	4	2
497 Spring Water Lane	\$815,000	1.12	2720	1967	R. Ranch	4	3
73 Sunrise Avenue	\$799,000	0.20	1673	1939	Colonial	3	2

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Source: New Canaan Multiple Listing Service, April 1-30, 2010

April Condos Pending (4)

Street	Unit #	List Price	Sq Ft	Year	Bedrooms	Baths
279 Park Street	B	\$749,000	2177	1982	3	2
46 Heritage Hill Rd	46	\$675,000	1969	1972	3	2
205 Main St.	34	\$599,000	1966	1969	3	3
125A Heritage Hill Road	A	\$350,000	1079	1965	2	2

April Houses Price Changes (30)

Street Address	List Price	Orig. Price	%	SqFt	Acres	Year	Style	Bdrms	Baths
301 Rosebrook Road	\$5,700,000	\$6,595,000	-13.57%	8559	3.64	1955	Colonial	7	6
64 Parker's Glen	\$5,495,000	\$6,895,000	-20.30%	8088	3.06	2007	Colonial	6	7
402 Spring Water Ln	\$4,500,000	\$4,950,000	-9.09%	9332	3.3	2009	Colonial	6	6
109 Carter Street	\$3,895,000	\$3,995,000	-2.50%	6655	2	2008	Colonial	5	6
274 Mariomi Road	\$3,495,000	\$3,795,000	-7.91%	8000	2.83	2009	Colonial	6	8
1668 Ponus Ridge Rd	\$3,225,000	\$3,325,000	-3.01%	5850	2	2009	Colonial	6	5
296 Carter Street	\$2,895,000	\$3,000,000	-3.50%	5790	1.6	1720	Colonial	4	4
299 South Avenue	\$2,499,000	\$2,650,000	-5.70%	6328	0.78	1897	Victorian	8	7
122 Rosebrook Road	\$2,195,000	\$2,350,000	-6.60%	3438	2.42	1977	Colonial	4	2
974 Silvermine Road	\$2,096,000	\$2,325,000	-9.85%	4917	1.32	1814	Colonial	4	5
27 Old Stamford Rd	\$1,995,000	\$2,195,000	-9.11%	3786	0.25	2006	Colonial	4	4
35 Deacons Way	\$1,899,000	\$1,995,000	-4.81%	3956	2.1	1965	Colonial	5	3
133 Spring Water Ln	\$1,895,000	\$2,250,000	-15.78%	4852	1.22	2003	Colonial	4	3
129 Butler Lane	\$1,799,000	\$1,895,000	-5.07%	3740	1	1975	Colonial	4	3
2141 Ponus Ridge	\$1,775,000	\$1,875,000	-5.33%	4557	4.01	1966	Colonial	5	3
57 Running Brook Ln	\$1,629,000	\$1,799,000	-9.45%	4134	1.35	1992	Colonial	5	3
1134 Weed St.	\$1,575,000	\$1,625,000	-3.08%	3159	1.14	1954	Cape	4	3
80 Braeburn Drive	\$1,575,000	\$1,625,000	-3.08%	3485	2.81	1962	Colonial	4	3
65 Lakewind Road	\$1,495,000	\$1,649,000	-9.34%	3839	2.1	1959	Colonial	6	4
175 Hawks Hill Road	\$1,395,000	\$1,495,000	-6.69%	3928	2.13	1987	Colonial	4	3
171 Benedict Hill Rd	\$1,390,000	\$1,497,000	-7.15%	3498	4.04	1981	Colonial	4	2
86 Logan Road	\$1,295,000	\$1,395,000	-7.17%	1888	4.2	1959	Other	5	3
62 Beech Road	\$1,250,000	\$1,595,000	-21.63%	3290	2.68	1961	Colonial	5	3
198 West Hills Road	\$1,200,000	\$1,450,000	-17.24%	2452	2.17	1956	Ranch	5	4
187 Weed Street	\$1,074,000	\$1,090,000	-1.47%	2567	1.36	1938	Cape	3	3
33 Shaker Road	\$1,043,000	\$1,095,000	-4.75%	2015	0.6	1953	Col Split	4	2
834 Valley Road	\$950,000	\$995,000	-5.2%	2060	2.15	1900	Colonial	3	3
5 Down River Road	\$875,000	\$935,000	-6.42%	1835	0.33	1850	Colonial	3	2
621 Old Stamford Rd	\$799,000	\$828,000	-3.50%	2714	0.82	1720	Antique	3	2
30 Urban Street	\$599,000	\$674,500	-11.19%	1672	0.18	1938	Cape	3	2

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Source: New Canaan Multiple Listing Service, April 1-30, 2010

April Condos Price Changes (6)

Street Address	Unit	List Price	Original Price	%	SqFt	Bdrms	Baths	Year
21 Oak Street	21	\$1,695,000	\$1,995,000	-15.0%	3500	3	5	2008
19 Oak Street	19	\$1,695,000	\$1,995,000	-15.0%	3500	3	5	2008
33 Mead St	7	\$1,249,000	\$1,425,000	-12.4%	1975	3	2	2001
164B Summer Street	B	\$579,500	\$648,876	-10.7%	1811	3	2	1970
76 Hoyt Street	76	\$549,000	\$578,000	-5.0%	1360	3	2	1975
202 Park Street	12A	\$325,500	\$349,000	-6.7%	902	2	1	1959

April Houses New Listings (49)

Street	List Price	Acres	Sq Ft	Year	Style	Bedrooms	Baths
143 Oenoke Ridge Rd	\$5,350,000	1.00	6215	2010	Colonial	5	5
1132 Oenoke Ridge Rd	\$5,295,000	2.84	7375	2007	Other	5	6
111 Parish Lane	\$4,600,000	3.81	7315	2007	Georgian	6	6
58 Cross Ridge Road	\$4,500,000	4.23	5260	2010	Colonial	5	5
558 Ponus Ridge Road	\$4,500,000	2.01	5260	2010	Colonial	5	5
235 Brushy Ridge Road	\$4,295,000	4.12	7412	1986	Colonial	5	5
1054 Oenoke Ridge Rd	\$3,950,000	3.22	8344	1997	Colonial	6	5
46 Park Street 48-46	\$3,699,000	0.42	4700	1742	Cottage	5	4
824 North Wilton Road	\$3,695,000	2.03	6411	2002	Colonial	6	5
1801 Ponus Ridge Rd	\$3,495,000	2.17	7452	2009	Colonial	5	6
275 Old Stamford Rd	\$3,465,000	1.29	6351	1930	Colonial	5	6
43 Soundview Lane	\$3,395,000	3.20	6599	2005	Colonial	5	5
65 Sunset Hill Road	\$3,195,000	2.38	5583	1990	Colonial	6	6
595 Smith Ridge Rd	\$2,495,000	2.06	5619	1978	Colonial	5	4
44 Twin Pond Lane	\$2,495,000	1.25	5495	1996	Colonial	5	4
51 Squires Lane	\$2,395,000	4.54	5469	2005	Colonial	5	5
34 Wardwell Drive	\$2,395,000	1.23	4649	1989	Contemp	5	6
292 Brushy Ridge	\$2,295,000	2.69	5504	1975	Colonial	5	4
92 Sturbridge Hill Road	\$2,275,000	2.21	4332	1969	Colonial	5	4
69 Sherwood Lane	\$2,250,000	2.49	4396	1960	Colonial	5	3
14 Dew Lane	\$2,195,000	2.00	4076	1967	Colonial	5	3
123 Lone Tree Farm Rd	\$2,095,000	3.07	5880	1991	Colonial	4	5
155 Brookwood Lane	\$1,895,000	2.76	4400	1965	Colonial	4	3
540 Frogtown Road	\$1,875,000	2.00	3558	1979	Colonial	4	3
129 Butler Lane	\$1,799,000	1.00	3740	1975	Colonial	4	3
210 Old Stamford Rd	\$1,795,000	0.35	4242	2007	Colonial	5	3
131 White Oak Shade Rd	\$1,699,000	0.64	3400	2010	Colonial	5	3

Continued

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April Houses New Listings (Cont. from p. 4)

Street	List Price	Acres	Sq Ft	Year	Style	Bedrooms	Baths
62 Shagbark Drive	\$1,695,000	1.00	3727	1978	Colonial	5	4
114 Bennington Place	\$1,649,000	4.83	3708	1983	Colonial	5	3
453 Carter Street	\$1,599,000	2.00	3458	1724	Colonial	4	2
63 Fitch Lane	\$1,595,000	2.00	3976	1981	Contemp	5	3
80 Braeburn Drive	\$1,575,000	2.81	3485	1962	Colonial	4	3
13 Echo Hill Road	\$1,550,000	2.00	3303	1984	Contemp	4	3
61 Sherwood Lane	\$1,545,000	2.19	3898	1961	Colonial	4	3
201 Mill Road	\$1,449,000	1.44	3495	1842	Colonial	4	3
53 Fitch Lane	\$1,329,000	2.15	4950	1982	Contemp	4	3
75 Elm Place	\$1,299,000	0.40	2820	1948	Colonial	4	2
17 Danforth Drive	\$1,250,000	2.15	3188	1986	Colonial	4	3
6 Glen Drive	\$1,249,000	1.30	2937	1996	Colonial	4	4
5 Meeting Grove Lane	\$1,065,000	1.60	2994	1967	Colonial	4	2
3 Charles Place	\$1,050,000	0.17	2261	2005	Colonial	4	2
108 West Cross Rd	\$975,000	1.31	1499	1955	Col Split	4	2
58 Pocconock Trail	\$950,000	2.02	2468	1963	Ranch	4	2
74 Spring Water Lane	\$925,000	1.46	2947	1950	Cape Cod	3	3
117 Summer Street	\$925,000	0.22	1742	1900	Colonial	3	2
12 Douglas Road	\$899,000	0.28	2157	1947	Ranch	4	2
169 Gerdes Road	\$850,000	2.11	2246	1961	Ranch	4	2
30 Parade Hill Road	\$850,000	0.37	1805	1952	Cape Cod	3	2
218 Summer Street	\$759,000	0.09	1456	1922	Colonial	3	1

April Condos New Listings (7)

Street	Unit #	List Price	Sq Ft	Year	Bedrooms	Baths
8 Maple Street	8	\$1,650,000	3716	2006	3	4
95 South Avenue	95A	\$699,000	1212	1890	2	2
114 Forest Street	114	\$695,000	1900	1983	2	2
123 Richmond Hill Rd	9	\$639,000	1614	1973	2	2
114 Forest St.	3	\$619,000	1936	1983	3	2
167 Heritage Hill Road	B	\$338,000	836	1965	1	1
82 Heritage Hill Road	82C	\$325,000	799	1965	1	1

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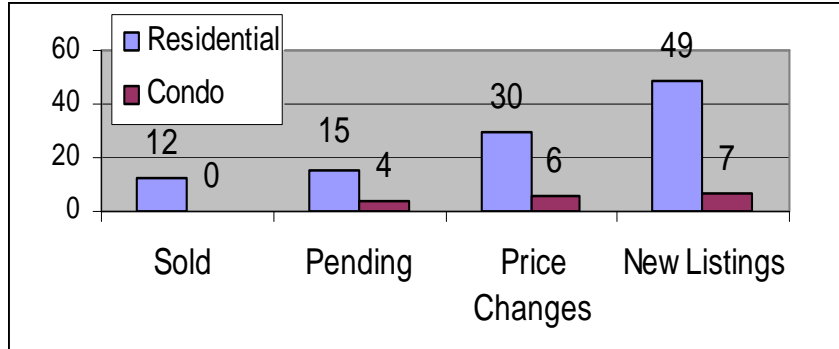


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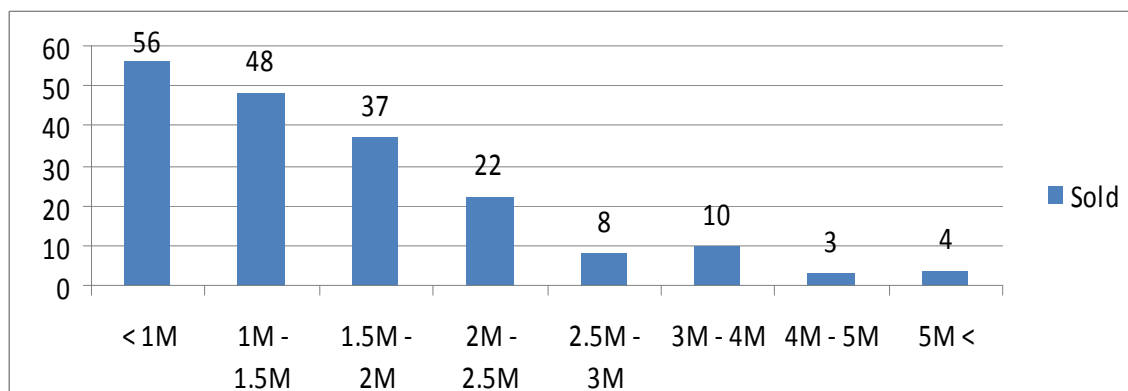
NewCanaanHomes.com



←April Recap:

The 12 house closings had an average sale price of \$1.42 Million. With 49 new listings inventory is at 262, significantly less than the 290 homes on the market this time last year. We have seen 3 condo closing in the last three months (zero in April) but we have 11 currently pending (4 in April).

16-Month New Canaan Houses Sold, by Price
Jan 2009-April 30, 2010



House Sales In First Four Months Of the Year
2009 vs. 2010

Year	Houses Sold	Average Price	% list-to-sale price reduction
2009	16	\$2,039,000	-13.1%
2010	38	\$1,573,000	-6.8%

National Trends

Optimism is growing in the real estate market on the national level. According to a recent survey of Americans between the ages of 25-64:

- 65 Percent of consumers shopping for homes believe the end of the tax credits on April 30, 2010 will have little or no effect on their interest in purchasing a home.
- 46 percent of consumers expect real estate prices in their area to increase over the next year.
- 75 Percent of consumers believe homeownership is a better investment than individual stocks and bonds.

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New Canaan Glass House Experts

There are no less than 10 New Canaan residents who are Glass House tour guides, eager to share their expertise and help guests make their own unique connection to the inspiring spirit and art of Philip Johnson. They also have a unique appreciation for the position the Glass House holds in the development of modern architecture.

New Canaan residents who are tour guides for the Philip Johnson Glass House are (photo right): **Front row:** Regina McNulty Todd, Christa Carr, Christie Nichols and Eileen Mattes. **Back row:** Mary Vaughan, Gwen North Reiss, Mary Griffin, Peggy Danneman, Pat McCaughey and Peter Daniel.



Mortgage Matters: Should you buy a Short Sale?

With the increase in distressed properties, a short sale can save you thousands off a property that once went for "over asking." But you have to know what you are getting into.

A short sale is a sale of real estate in which the sale proceeds fall short of the balance owed on the property's loan. It often occurs when a borrower cannot pay the mortgage loan on their property, but the lender decides that selling the property at a moderate loss is better than pressing the borrower. I have had a number of borrowers taking advantage of these *undervalued* properties.

Phil Toohey, a local real estate attorney here in New Canaan, says: "The trick to a successful short sale is finding the right opportunities and being patient during the process. Lenders are looking to unload properties rather than foreclose, but they have been overwhelmed with the large amount of mortgage defaults and therefore any short sale will take time and patience by all involved. For those buyers who have the time and money to spend, if the short sale is successful the savings can be substantial.

Whether you purchase or refinance mention you saw this ad and I will reimburse your application fee.

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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Spring Awakening

Every year the Summer Theater of New Canaan brings Broadway-quality shows to New Canaan. That's why I'm pleased to see the New York and Connecticut arts communities pull together for "Spring Awakening", May 12-16, to benefit the Summer Theater of New Canaan's Free Shakespeare at Waveny Park. In keeping with the community spirit the trustees of the magnificent estate at 104 Dans Highway have provided the spectacular backdrop. I hope to see you there!

Barbara

A Glass House Tour Guide's Perspective

By Peter V. Daniel, New Canaan resident and Glass House Tour guide

From the moment the Philip Johnson Glass House opened to the public in June of 2007, it became obvious that the global attention tapped a strong pent-up demand to see this site first-hand. As an iconic structure in the world of mid-century modern architecture, Philip Johnson's fifty year "diary" elicited a variety of strong responses both for its integration with its natural surroundings and the surprises held in store in the art and sculptural collections.

Philip Johnson himself was characteristically both interested and bemused by the reactions of many visitors over the years. His 1965 essay, *Whence and Whither*, is required reading for anyone who wants to understand the continuing allure of visiting the site. In that text, he lays out the importance of a procession entry onto the site, approaching buildings from angles, and the need to experience the oeuvre more than once. As a collection of 14 structures contained on more than 47 acres, touring the Glass House site is not a static experience for any visitor and Johnson knew this well. Many of our visitors, some of whom thought there was only one building to see, are pleasantly surprised at the depth of the experience.

Our first year we had visitors from 38 states and 11 countries. The Moscow architect whose translator relayed to me that his 25-year wait to see the Glass House had been fulfilled; the Parisian architect who came to the U.S. to see only 3 landmarks, the Farnsworth House, Fallingwater, and saving as she put it, the best for last, the Glass House; all figured into the collection of visitors I enjoyed sharing the site with. Subsequently I have had many well known artists, media personalities, museum directors as well as others interested in seeing the site and returning to enjoy the perspectives our Connecticut seasonal changes elicit. As a guide, the challenge is fascinating and ever present: how best to reach people with differing backgrounds and help them understand why this work is paramount as the symbol of melding architecture with art and sculpture. —Peter V. Daniel, *New Canaan*; May, 2010



The Glass House tour season began May 1 and will offer for the first time a "Twilight Tour." For more info call 203.594.9884 or go to philipjohnsonglasshouse.org.

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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