



Charlie & Stephanie Zeeve  
Enjoying ice cream at Glenville Park

Anderson Associates recently had an ice cream tasting. The following ice creams were the winners:

1. Cold Stone Creamery  
79 E. Putnam Avenue  
Greenwich, CT
2. Darlene's Sedutto  
397 E. Putnam Avenue  
Greenwich, CT
3. Longford's  
151 Wilkins Avenue  
Port Chester, NY
4. Gofers  
522 E. Putnam Avenue  
Greenwich, CT



Amy Zeeve  
Vice-President



Monica  
Collins



Mary Lee



George  
Bennett



Trevor  
Flouty



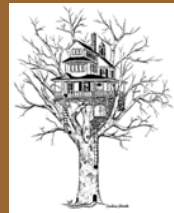
Kathy  
Guilfoile



Robert  
Skorvanek

SOUTHWESTERN  
GREENWICH REPORT

ANDERSON ASSOCIATES



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Greenwich, CT 06831

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www.GreenwichLiving.com

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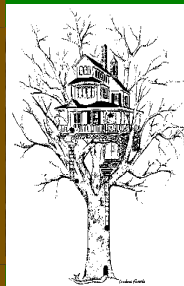
PRSR STD  
U.S. POSTAGE  
PAID  
GREENWICH,  
CT  
PERMIT NO. 873

RETURN SERVICE REQUESTED

ANDERSON ASSOCIATES

Southwestern Greenwich

October 2004



SOUTHWESTERN GREENWICH REPORT

ANDERSON ASSOCIATES REAL ESTATE  
1 GLENVILLE STREET, GREENWICH, CT 06831  
Tel: 203-531-6300, Fax: 203-531-9524

Our Glenville office is open Thursday evenings until 7:00 P.M.!

This report is available monthly at the Western Greenwich office of Anderson Associates. Anderson Associates is an independent real estate firm specializing in Greenwich residential real estate. We all live and work in Greenwich.

We know our market.

We know Southwestern Greenwich.

We are the first stop for buyers seeking homes in this area.

For DETAILED information on this property check out:

www.4HuntTerrace.com



QUIET CUL DE SAC

Picture perfect Cape located on a quiet cul de sac in one of Glenville's most sought-after neighborhoods. Move right in to this beautifully maintained and thoughtfully updated four bedroom, two bathroom home. The warm and inviting living room with a fireplace provides the perfect setting for those chilly fall evenings. The eat-in country kitchen is the heart of the home welcoming everyone for good food and fun. Conveniently located on .29 acre, this home is close to schools, shopping and all transportation. Ideal as is, or a great opportunity for expansion. Special in every way. \$720,000.

September Sales Statistics for Greenwich

TYPE	# of SALES	AVERAGE PRICE
Single	78	2,025,848
Condo	20	836,478
Multi-Family	8	950,312
<b>TOTAL:</b>	<b>106</b>	<b>1,270,879</b>

## Homes Sold in September

Address	Type	Sq Ft	List Price	Close Price	DOM
216 Byram Shore Road	Single	6,976	\$2,995,000	\$2,500,000	267
29 Duncan Drive	Single	6,254	\$2,595,000	\$2,595,000	102
313 W. Lyon Farm Drive	Condo	2,344	\$1,575,000	\$1,550,000	65
23 Hunt Terrace	Single	2,800	\$1,295,000	\$1,295,000	55
33 Grey Rock Drive	Single	2,934	\$865,000	\$861,000	98
12 Comly Avenue	Single	2,000	\$699,000	\$675,000	74
102 River West	Condo	1,792	\$689,000	\$689,000	21
90 Greenwich Hills Drive	Condo	1,408	\$625,000	\$606,500	33
108 Pilgrim Drive	Single	928	\$575,000	\$603,000	14

DOM = Days on the Market

To view properties, like these, that are currently on the market, please contact our Southwestern Greenwich Office at: 531-6300



## MAGICAL SETTING

Meticulously well built in 1967 by the current owner, this 2,107 sq ft home sits on a magical 1.09 acre property on a quiet Glenville cul-de-sac. This three bedroom, two bathroom home, with a partially finished lower level, is not only terrific as it is now, but also offers great expansion possibilities.

1,135,000

[www.10DeepGorgeRoad.com](http://www.10DeepGorgeRoad.com)

## TWO HAPPY SELLERS

Through the years, your kind neighbor has told you that if you ever want to sell, let them know. Your house would be perfect for their son or daughter or someone they know. Tempting as it may be to set a price and sell, you may want to consider what you are doing for your future or the future of your family. In the history of homes in Southwestern Greenwich, more often than not, sales were direct to family or neighbors. However, the rapid changes in our Greenwich real estate market (that have occurred in the last 10 years) have made this way of selling questionable. Two recent sales, both listed by Realtors at ANDERSON ASSOCIATES, may help you understand why exposure to the "Real Market" can bring greater financial return and security to the owner.



### 2 Hunt Terrace Sold for \$650,000

(\$10,000 above the asking price in 10 days)

Through the years, the owner of 2 Hunt Terrace knew of several neighbors who hoped to buy her home. When she decided to list with us, we carefully evaluated the current market. With the owner, we set a price that we felt confident was right. It was important to us and the owner that those who had been so kind to her through the years and who had indicated an interest in her home were given a fair opportunity to buy it. Each person called was told that the

house would be listed for \$640,000 and that showings would begin immediately following the Realtor open house. The neighbors and friends said the list price was far more than they were willing to pay. We created attractive marketing brochures and advertisements. We listed the home on the Greenwich and Consolidated Multiple Listing Services. We helped the owner "decorate" and arrange her home for opening day. On August 17, 2004, the day of the open house, 122 professional Realtors came to see the house. Multiple offers came in, and the house sold above the asking price.

### 2 Fairview Terrace Sold for \$485,000

(\$50,000 above the appraised value of the home)

The son, the executor of this estate, stopped in our Glenville office for advice. His attorney had an appraisal done that suggested his parent's home was worth \$435,000. This attorney also had a possible buyer. A nearby neighbor was also interested in buying the home. The son decided to list the home with our firm to be sure he would get the best price. We prepared a "market analysis" with detailed information regarding recent sales of all comparable homes. This analysis also included other properties on the market in that price range as well as market trends. As Realtors, we knew the competition. Because attorneys don't go to Realtor open houses and don't regularly price homes, they are not always up-to-date on the current Greenwich market. It is extremely difficult for them to know the appropriate price a home should sell for. Furthermore, the appraiser was from out of town, and it can be difficult for appraisers from other areas to know how to evaluate houses in Greenwich. As full time Realtors, we are in Greenwich houses everyday. The son and his attorney were grateful to us for helping them obtain the fair market value and for helping them negotiate the selling process.

