

The News-Times and SM Services, a content provider, search the area to find what buyers can get for their money. This week, What You Can Buy features homes in the \$490,000-\$600,000 range.

Danbury/\$496,000

8 Lilac Lane, Danbury

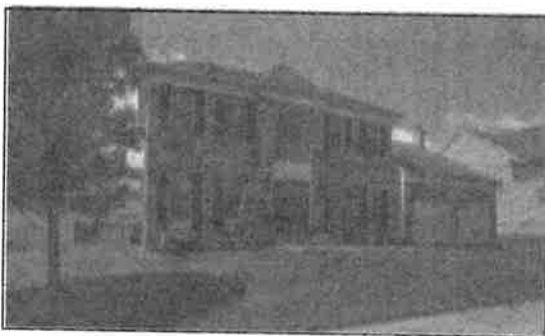
Beds: 4 **Baths:** 2.5 **Square feet:** 2,359

A dramatic two-story foyer greets visitors to this four-bedroom colonial just 75 minutes from downtown Manhattan.

The Ridgebury Hills residence built in 2000 boasts an open floor plan. The dining room has a built-in window seat while the spacious eat-in kitchen opens up to a fenced-in backyard with a stone patio perfect for entertaining. The kitchen flows into the family room with vaulted ceilings and fireplace. The bedrooms are located on the second level, including the master bedroom with its full bath and walk-in closet. Additionally, there is a full unfinished basement and two garages for plenty of storage.

The property is served by Danbury High School. The other schools are per the board of education.

Listing agent: Lorraine Amaral, William Pitt Sotheby's International Realty, 203-702-3917.



Ridgefield/\$599,999

80 Topstone Road

Beds: 4 **Baths:** 2.5 **Square feet:** 2,963

The New England stone-walled property at 80 Topstone Road in Ridgefield is the former Geopler Cider Mill and Topstone Post Office.

Originally built in 1880, the 2,963-square-foot, four-bedroom residence underwent its most recent renovations in 2004, although the seller retained many of its original features, including a barn door on the second floor. The house has a unique layout with a separate private space perfect for an in-home business artist studio or New York City retreat. The home's 9 foot-plus ceilings are graced with architectural post and beam features and there are cherry hardwood floors and a wood burning stove. In the back of the home, there is an approved 725-square-foot income-generating apartment.

Schools include Farmingville Elementary, East Ridge Middle and Ridgefield High schools.

Listing agent: Susan Leone, Higgins Group-Christie's International Real Estate, (203) 209-2075, susan.leone@gmail.com



Higgins Group-Christie's International Real Estate

SOUND OFF *Patricia Bowers*

What are the pros and cons associated with pocket listings?

A pocket listing is a property that is for sale with a Realtor that is not placed on the Multiple Listing Service (MLS). The MLS is where real estate agents and brokers make their property listings public and where real estate websites such as Realtor.com, Zillow and Trulia get the information you see on their sites. So in other words, a pocket listing is when a property is for sale but

there is no public marketing of the property.

When a property is for sale as a pocket listing, typically only the listing agent and possibly the other agents in that office are aware that it is available for sale. The agent may also share the listing with people on their contact list.

There are a couple reasons why a pocket listing may occur. A

seller and/or agent may feel that the house is not fully ready for public marketing, pictures, previews, et cetera, but are willing to show it (or have it shown) to ready and willing buyers.

Another reason is that the homeowner doesn't want the fact that their house is for sale a matter of public knowledge, usually for privacy reasons.

A word of caution to home

sellers though, if the agent is the one proposing a pocket listing, the agent may be acting more in their own best interest than in the interest of the home sellers, hoping to avoid splitting the commission with another agent or broker. Public marketing campaigns are a large part of a listing agent's job.

Patricia Bowers,
William Pitt Sotheby's International
Realty, 203-702-7468



nect

AGENT PROFILES *Angelina Valentini*

Focused on communication



buyers, move-up
different cultures
ola.na-

arts in art histo-
her husband,

man Nagy, a
ard and Romes
ss in the U.S.

Before Angelina Valentini became a Realtor in 2007, she worked for the IBM Corporation. It is that background in corporate marketing and sales that sets her apart.

"I am organized, can multi-task and am articulate in my communications," she said, pointing toward consistent top achievements. In 2014, she was No. 3 in units sold and No. 3 in dollar volume sold among 1,000 agents company-wide. "I am a consistent number one top performer at the company and at the Danbury Brokerage."

"My commitment to excellence and my client's satisfaction is of utmost importance to me," said Valentini who works for William Pitt Sotheby's International Realty.

She loves helping people, she said, adding among her best skills is being able to listen and understand her clients' needs and quickly pull together a perfect property match.

"I am a strong negotiator and I get the job done for my clients.

"When my clients successfully sell or buy a home and they are happy, it makes what I do completely fulfilling," Valentini said.

She is proud most of her business is personal referrals from past clients and people who know her. "I find this most rewarding. I've been in the business 8 years and to have the clientele that I do, well, I feel completely blessed," she said.

While she serves the areas of New Fairfield, Sherman, New Milford, Brookfield,



Business: William Pitt Sotheby's International Realty

Office: Danbury

Lives: New Fairfield

Expertise: Waterfront properties

Contact: (203) 994 1988 cell, Angelina@ValentiniRealEstate.com

Danbury, Bethel, Newtown, Southbury, Kent and Ridgefield, Valentini's area of expertise is waterfront properties at Candlewood Lake.

She has lived in New Fairfield for the past 30 years. When she is able to carve out some free time, she enjoys being with her family and friends, cooking, entertaining, bike riding and walks on the beach.

Valentini, who is also e-Pro certified and an Accredited Buyers Agent, has been married for 33 years. She and her husband have three grown children.