



Photo: Coldwell Banker / Tamar Lurie

---

# Fairfield County Rising

---

*Significant price reductions in Connecticut's most affluent county, with its distinctive mix of waterfront homes along the Gold Coast and private back-country estates, are effectively luring prospective buyers back to the market this spring buying season.*

**L**ocated a few doors down the block from the Indian Harbor Yacht Club, 675 Steamboat Road in Greenwich, a six-bedroom, eight-bathroom home on Smith Cove, is now on the market for \$6,950,000, a 10-percent reduction from the price at which it recently listed. The 6,338-square-foot Mediterranean-style waterfront property, which is within walking distance of downtown Greenwich, features a floating dock with a gazebo and stone terrace, and is large enough to be subdivided into two lots. The 260-degree shoreline views to the right and left from the first and second floors stretch across Smith Cove to Long Island Sound, with Long Island in the distance.

The price reduction represents the new reality of the luxury market along Connecticut's Gold Coast. "The market here has awakened as buyers and sellers alike realize that prices have corrected themselves to the point where it is truly a buyer's market," said Tamar Lurie, associate broker with Coldwell Banker. "The moment buyers feel that a property reaches the right price these days, they jump on it. We haven't seen bidding wars for a while — but they are starting to happen again for quality, well-priced properties like this one. The Greenwich market in particular has really picked up for homes that are priced correctly."

In Wilton, a Bauhaus-inspired white stucco





home at 300 Sturges Ridge Road, complete with a Zen garden and a detached sky-lit fitness studio, is listing for \$4.1 million. Built in 2011, the five-bedroom white contemporary home on 2.6 acres, an engineering marvel with passive solar architecture and flat-roof design, is owned by an international fashion icon, with multiple entertaining areas, terraces, outdoor kitchen and a fire-pit outdoors, and soaring ceilings, curved walls, floor-to-ceiling windows and a Poliform kitchen with Miele appliances inside. The design includes a mural of Linda Evangelista, painted by fashion illustrator Alvaro, and a floor-to-ceiling mural. All utility lines, exterior phone lines and cable wiring are buried under the grounds, which are lit by an automated landscape LED lighting system. The bioethanol fireplace, ebonized floors, spa bathroom by Boffi, two Flos Zeppelin and two Itamp Spider chandeliers, and three suspended Moooi ceiling light fixtures in the master bedroom, all designer, are all included in the sale.

"Really well-decorated modern houses are rare in Fairfield, and this is an exceptionally well-thought-out, design-forward property," said BK Bates, sales agent with Houlihan Lawrence. "Every room flows outside, overlooking six protected acres of conservation land abutting the property in the back. All the trees are perfectly trimmed — it is like a piece of art, inside and out. It is a level of taste and contemporary style you don't find often in Fairfield."

Also in Wilton, 58 West Meadow Road is a four-bedroom, 3,114-square-foot Midcentury Modern cape on one level listing for \$859,000.

**OPPOSITE:** 675 Steamboat Road, Greenwich.

**ABOVE LEFT:** 58 West Meadow Road, Wilton.

**ABOVE RIGHT:** 300 Sturges Ridge Road, Wilton.

The 1.3-acre property includes a large stone fireplace, underlit tray ceilings and a very modern feel, with a stylish pool and an entertaining area in the back. The current owner is a chef who owns several restaurants, and who recently renovated the kitchen, which is the heart of the home, with a brick floor and floor-to-ceiling windows that overlook the pool.

The annual property taxes, at \$14,523, are reasonable for the area. "This house is very eclectic; I imagine a young couple on the artistic side buying here," said Elayne Cassara-Uva, sales agent with Douglas Elliman Real Estate. "The owner is also a musician and an artist, and very creative — and brought a fun and funky feel here with him. It also has a flat and level backyard, with an elliptical pool, and hand-selected plantings and a white-wood-pergola entertaining area, with grape vines imported from the Amalfi Coast. Buyers now are being very selective and aggressive in looking for tremendous value, and when they see the value





**ABOVE:** 17 Brush Island Road, Darien.

now, especially at this reduced price, they know it when they see it.”

The new home at 17 Brush Island Road in Darien, on the market for \$7.25 million, is the most recent winner of the HOBI Awards from Connecticut’s most prestigious housing industry organization. The property won the top prize of Project of the Year, as well as first place in the categories of Best Spec Home Over \$7 million, Best Spec Home Kitchen, Best Home Staging and Best Amenities. The five-bedroom home offers 430 linear feet of shoreline, with a private dock and sandy beach, and 7,900 square feet of living space with views of a large saltwater estuary that is teeming with wildlife — including egrets, a mated pair of bald eagles and osprey — and is ideal for fishing, boating, bird-watching and kayaking. Highlights include a green roof garden with planted annuals, perennials and grasses visible just outside the vaulted ceiling master bedroom, which also has a five-foot-wide gas fireplace, with a large two-island kitchen,

1,500 square feet of covered outdoor space, gym and a wine cellar. The builder planted more than 5,000 perennials on the property, which also has a mammoth 100-year-old copper beech tree. The pool area is equipped with a misting system that sprays a mixture of mint and geranium oil to repel mosquitoes.

“For a nearly 8,000-square-foot house, it doesn’t feel enormous,” said Stephan von Jena, sales agent with William Pitt Sotheby’s International Realty. “This house is all about great design that integrates with the natural surroundings, with 10-foot ceilings on the first floor, nine-foot ceilings on the second floor and lower level, with great flow and a spectacular kitchen. This house competed against other homes that sold for two, three and four times the price — and won.”

Saugatuck Island is a private community with its own beaches located one hour from New York City in Westport. The three-bedroom, 3,444-square-foot custom home at 8 Sandpiper Road, listing for \$3.5 million, is just off one of the island’s two private beaches and the marina, with two home offices, roof deck for alfresco dining, a large family room with fireplace and walk-out patio to a level, private backyard with firepit and outdoor shower. NanaWall glass doors open up the second-floor dining room to the breezes off the Sound. The current owner uses the garage to store his quad ski (a jet ski that acts on land like an ATV), stand-up paddleboard and kayaks.

“This house feels like you are in Nantucket, but you are really just an hour outside the city,” said Jeannette Floto, sales agent with Douglas Elliman





Real Estate. "The residents here pay a common charge for snow removal, and they have access to two private beaches on the island — with one just beyond the driveway to this house. Everyone on the island knows each other. The Hamptons are popular, of course, but owners here know you can really get the same vacation feel here while living so much closer to the city."

Historic Greenfield Hill is an affluent enclave of 18th- and 19th-century homes in the town of Fairfield, a quintessential coastal New England town with five beaches and two harbors. With two-acre zoning, Greenfield Hill is on the country side of the town, with native stone walls, tree-lined streets and larger, beautifully landscaped restored estates located less than five miles from the beaches and the town center, and less than four miles from Metro-North for the 70-minute commute to New York City. Built in 1834 and situated on 3.63 acres, 1386 Hillside Road, on the market for \$2,550,000, comes with a pool and separate, completely renovated two-bedroom guesthouse (once an old carriage house), all with panoramic views overlooking Long Island Sound. Besides the pool, amenities include a master bedroom suite with dual bathrooms, large closets and a full dressing/sitting room, a dining room with a fireplace, a finished third floor with a play/media room, yoga and a reading room, and a 1,000-bottle temperature-controlled wine cellar with separate tasting room. Then there is another contiguous 2.15-acre parcel available at an additional price, with a stable that was renovated to become an entertaining/party barn, with a full

**ABOVE LEFT:** 1386 Hillside Road, Fairfield.

**ABOVE RIGHT:** 8 Sandpiper Road, Westport.

kitchen, full bathroom and an open kitchen designed for catering with dishwasher drawers and plenty of counter space.

"The great room of the main house is big and open, and overlooks the Sound, with oversized windows and French doors to the veranda — ideal for interior/exterior entertaining," said Linda Blackwell, sales agent with Houlihan Lawrence. "In the dining room, there are floor-to-ceiling windows that look out onto the wrap around terrace — with high ceilings, wide floor boards and all the authentic details preserved. It has been meticulously renovated for today's buyers, some who need a house that can withstand young kids running around, others who want to host guests at their large weekend home. This property has always been the house on the hill that locals know, and many people who live in the area have been to some sort of a gathering there. It really has a modern vibe for a vintage property, and it proves that antiques are not off limits for modern living." ■