

Real Estate

HOURLINE TIMES | **PAGI** | Friday, May 10, 2019 | Section B

HOT PROPERTY

Stunning Long Island Sound views

Year-round Nantucket-style shingle home in Westbrook **B10**



William Pitt Sotheby's International Realty

The spacious kitchen at 43 Chapman in Westbrook features water views, an island, a peninsula and opens to the dining room.

THE LIST

Highest priced listings of the week

Page B10



PlanOmatic

WHAT YOU CAN BUY

Four-bedroom custom colonial in Guilford

Page B11

AGENT PROFILE



Madison Realtor loves staging homes, has experience flipping houses

Page B10

REAL ESTATE



Photos by William Pitt Sotheby's International Realty

Left: The master suite has sliders to a large balcony overlooking Long Island Sound. Right: 43 Chapman in Westbrook is a year-round renovated Nantucket-style home.

HOT PROPERTY

'Wonderful atmosphere' at Nantucket-style shingle home

By Sloan Brewster

This traditional Nantucket-style shingle home would make a beautiful Shoreline retreat or a perfect primary residence.

"We don't see a lot of traditional Nantucket-style shingle homes and they have so much character," said Sue Cohn Darmon, listing agent from William Pitt Sotheby's International Realty, adding that driving up to the home, which is on a quiet dead end road, "a lovely front porch" adds to the charm.

"It's a wonderful place," seller Silvana Garvey said. "It's a wonderful atmosphere; it has a wonderful flow to it."

It also offers spectacular views. The cathedral-ceilinged master suite with a full bath with a Jacuzzi tub and sliders to a large balcony overlooking Long Island Sound offers sunrise views and gives a sneak peak to a portion of the sunset.

"When you're in bed with the windows the way they are, you feel like you're floating in the middle of the ocean," Garvey said.

The spacious kitchen, with abundant cabinets, has water views and is great to work in. It offers an island and a peninsula and is designed for easy maneuverability between the stove and island.

Details

Address: 43 Chapman, Westbrook

Price: \$1,449,000

Rooms: 10

Features: This direct oceanfront home features phenomenal views overlooking Long Island Sound. This year-round totally renovated Nantucket-style home sits high above the water — no flood insurance required — and has 51-feet of water frontage with a grassy waterside yard and steps to a wide sandy beach. The home is well-maintained and offers water views from virtually every room. A large L-shaped great room has a stone fireplace and sliders to the yard, fully equipped kitchen, dining area and den. Upstairs, the master suite has a private balcony and a full bathroom, plus there are three additional bedrooms and another bath. There's also an enclosed outdoor shower, a shed for beach chairs and toys, plus plenty of off-street parking.

Schools: Daisy Ingraham Elementary, Westbrook Middle School, Westbrook High School

"You can sit with your guests and work in the kitchen," Garvey said.

It's an inviting room during parties and the peninsula is great spot to spread food and dessert for guests.

The kitchen opens to the dining room, which in turn opens to the front sitting room, where floor-to-ceiling windows bring in natural light and more ocean views.

The great room, which also offers gorgeous views, sits on the other side of the dining room and opens to another sitting room.

"The home has such a nice feel to it, it has such a nice flow," Garvey said.

From the great room are beautiful double doors to a spacious water-facing covered porch that draws in the ocean breeze, yet is protected from the sun.

"It's almost like an extension of the living room, but it's outside," Garvey said.

Along with the master on the second floor are two smaller bedrooms and a large room currently used as a laundry room and sitting area that could serve as a study or additional bedroom.

The spacious third floor bonus room has ocean views and its own bath. A playroom for Garvey's children when they were growing



An L-shaped great room has a stone fireplace with sliders to the yard.

up, it would make a pleasing home office or a fun kid's hang out.

The property sits high with a grassy area overlooking the water and no flood insurance is required.

"You're outside living space is somewhat unique in that you have the deck, then you have this grassy area, then you have steps down to a sandy beach," Darmon said.

The private spot on the beach is where the Garveys kept boats moored and went kayaking or jet skiing.

"In the morning, the water is like glass," Garvey said. "It's so calm and we would go out on the jet skis and not even get splashed."

On calm days, they would take their boat to Sag Harbor in Greenport, enjoying the 30-minute ride. Garvey recalled neighbors and

friends coming over for music and dancing, card games and watching amazing fireworks during Fourth of July bashes.

There were also surprise evening gatherings with neighbors showing up with dessert and Garvey making coffee and then joining them on her porch to enjoy the ocean breeze.

Another tradition in the welcoming and fun neighborhood is progressive diner parties that start with one course at one house and continue from house to house.

"We would just roam around the neighborhood," Garvey said. "We just had a really great time there."

Listing agent: Sue Cohn Darmon, William Pitt Sotheby's International Realty, 860-707-6879, sdarmon@wpsir.com

AGENT PROFILE *Kate Jasko*

Background in flipping houses

Realtor since 2018, Kate Jasko has a commercial art degree from the Connecticut Institute of Art.

Jasko worked in marketing and advertising in the entertainment industry in New York City before raising a family. She has also worked with her husband, who is a residential real estate appraiser, and did home staging before becoming an office administrator for Coldwell Banker in 2015.

In those experiences, she learned skills that she applies to real estate, including marketing, advertising and making sure homes are sharp and attractive for viewings and photo shoots.

"I love staging homes and I think because of my staging hobby I bring a lot to real estate," she said.

Jasko also has experience flipping houses. While working in her Coldwell Banker office, she learned about closings and the agency's marketing materials and gained experience interacting with attorneys and mortgage brokers.

When Jasko, who serves the Shoreline, became a Realtor she joined Cathy Lynch in Cathy Lynch & Company, a new team that also includes Dana Weinstein.

When working with buyers, Jasko gets a feel for their wants and needs while getting to know them. She prescreens properties that meet their criteria to narrow down the search and find something that's the right fit.

With sellers, she takes the same approach as far as getting to know them and their wants and needs and tries to make the experience as pleasant as possible by being accommodating. On property walkthroughs, she



Business: Coldwell Banker Cathy Lynch & Co.

Expertise: Residential real estate

Works: Madison

Lives: Madison

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makes suggestions about decluttering and freshening up paint so rooms have plenty of space and look "bright and sunny."

"It's always important to have the house clean and tidy for showings," she said. "You want every room to be pleasing for showings."

First impressions are important, so Jasko advises folks to add fresh flowers on the front step, mow the lawn and consider a fresh coat of paint on the front door.

Jasko is married with two children, a daughter who is a senior at Daniel Hand High School and son who is a junior in college. She enjoys gardening, running and decorating and helps with school fundraisers.

AGENT PROFILE *Adam Wilcox*

Following in his dad's footsteps

Realtor since 2018, Adam Wilcox is in the process of getting a license in New York. Wilcox majored in economics and played Lacrosse at Drew University and Central Connecticut State University.

After college, he worked in sales for a company that represented multiple brands of heating, ventilation, air conditioning and plumbing products.

Through those experiences, he learned interpersonal skills and how to capitalize on his outgoing personality. At the suggestion of William Raveis Realtor Byron Lazine, Wilcox decided to go into real estate.

"I figured I'd get ahead of the competition," he said. "I wanted to establish myself as a young entrepreneur."

It was also in his blood. Wilcox's father was in commercial real estate and property management and Wilcox picked up an understanding of the business from him.

His drive to succeed and motivation to go out and get business sets him apart.

When working with buyers, Wilcox, who primarily serves the Shoreline, gets his clients' backgrounds and establishes their wants and needs before taking them on tours.

"It's a buyer's market so I go wherever the buyers want to go, I go," he said.

As they look at properties, Wilcox gets more details on client's wants and needs and compiles a list with all the information to help him find a property that's the right fit.

With sellers, Wilcox takes a unique approach.

"The majority of my business comes



Business: William Raveis Real Estate

Expertise: Residential real estate, sellers, first-time home buyers, luxury properties, expired or canceled listings

Works: Guilford

Lives: Guilford

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from expired listings so I'm cold calling for the majority of my listings," he said.

Once he gets those listings, he establishes a relationship with the client and determines what marketing flaws occurred the first time around and why the property didn't sell. He then makes a plan for what to do going forward.

Wilcox brings out of the box ideas suggestions to create listings and makes sure they are written with a "wow factor."

Wilcox enjoys spending time with his family and his girlfriend of four years. A workout enthusiast, he goes to the gym daily and volunteers as a youth lacrosse coach.

THE LIST *Highest for sale*

Address	City	Price
3 Pineview Drive #C	Branford	\$9.9 million
135 Old Quarry Road	Guilford	\$8.85 million
20 Saltus Drive	Old Saybrook	\$8.5 million
7 Pettipaug Ave.	Old Saybrook	\$6.5 million
220 Middlesex Turnpike	Old Saybrook	\$5.795 million
00 Longshore Lane	Madison	\$5.75 million
353 Boston Post Road	Madison	\$5.65 million
133 Old Quarry Road	Guilford	\$5.2 million
6 Mohegan Ave.	Old Saybrook	\$4.98 million
Potato Island	Branford	\$4.9 million

Source: Multiple Listing Service

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and Brokers

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