

Real Estate

GREENWICH TIME | GREENWICHTIME.COM | Friday, September 2, 2016 | Section R

LUXURY LIVING

Designing kitchens to covet

Christopher Peacock shares secrets of classic kitchens R2



This Christopher Peacock kitchen design includes a Calacatta marble center island and a walk-in pantry. The home at 186 Shore Road is a shingle-style with six bedrooms and is listed for \$6.795 million.

THE LIST

Highest-priced listings of the week

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Halstead Property

HOT PROPERTY

Updated home on waterfront property

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AGENT PROFILE



World traveler is a natural at real estate, focuses on marketing

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COLDWELL BANKER RESIDENTIAL BROKERAGE

GREENWICH FINE PROPERTIES

Brand New or Like New



29 Barton Lane - totally renovated 4 bedroom, 3 bath home

The New York Times loved the open-plan layout of this 100% renewed residence so much that they included it in The Sunday Times "Homes on The Market" section. The thoughtful design includes a large guest suite with kitchenette and en-suite bath, gymnasium, hot-tub and 4 additional bedrooms plus 2 additional, brand-new baths. While offering perfect quiet and privacy on a pristine, wooded cul-de-sac, you will be close to Old Greenwich and Tod's Point. There has been a substantial price reduction, and the home is available for immediate occupancy

New price of \$1,425,000



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28 Powell Street - New construction with dramatic views

Beautifully constructed, stick-built 4/5 bedroom 2.5/4 bath home. This house is everything you want at a most desirable price point. There is still time to customize both the final layout as well as the interior finishes. Appreciate the flexibility of the layout, the capacious room sizes, the quality of the build, and the oversize 2-car garage. Take a look while you can still put your stamp on this terrific home!

Priced at \$1,299,000



28B Home Place - Lightly used town home in Bruce Park

The original owner of this exquisitely located townhouse has barely occupied it. It is "as new"! In addition to an elevator to all levels, the flexible layout offers numerous possibilities of use, and the components of the 4 luxurious bathrooms are of utmost quality, as is the rock-solid construction and attention to detail invested by the builder. The home is an easy walk to Metro North, Island Ferries, tennis courts, Bruce Museum and Greenwich Avenue

Listed at \$1,880,000



ColdwellBankerHomes.com
ColdwellBankerPreviews.com

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REAL ESTATE

LUXURY LIVING

Peacock kitchens blend quality, fresh design

By Gretchen A. Peck

Christopher Peacock is preparing for a milestone anniversary. Nearly 25 years ago, he started his design business in Greenwich. Today, his name is synonymous with his professional brand, recognized around the world for classically beautiful interiors — from richly paneled personal libraries to languish-worthy baths. But Peacock is probably best known for his kitchens.

“A Christopher Peacock kitchen immediately grabs the attention of buyers when I’m showing a home,” Alison Eiges said. She’s an agent with the Riverside office of Houlihan Lawrence.

“It is universally recognized as the ‘gold standard’ of quality and craftsmanship, design and style,” she said. “I always find it so interesting that buyers across the spectrum are familiar with the brand, whether they are a young family looking to move from Manhattan, longtime residents moving within town or international clientele from Europe or Asia. I truly believe the brand adds a value to the home that can’t be denied.”

International brand, small-business attitude

Peacock began his professional life in London, working for a furniture store. He traveled to Boston to work as a designer, and began to focus on kitchens when he later moved to New York City.

As his reputation and brand grew, Greenwich became the town where he was very much in demand, and in 1992, he founded his company here. Today, he has seven showrooms across the U.S., including his flagship in Greenwich, and two abroad in London and Cannes.

Although he’s known internationally by everyone connected to the luxury home market, Peacock is humble and focused. He runs his company “with a small business mentality,” with each showroom having its own identity and market.

“We realize that we’re only as good as our last project,” Peacock

said. “It’s all about service. We have lovely products, but our success is very much about customer service and individual attention.”

While he can’t recite the precise number off the top of his head, Peacock estimated that his firm has created 400 to 500 kitchens across Greenwich’s diverse neighborhoods.

Peacock’s design aesthetic is perfectly matched to Greenwich. If Greenwich has a style of its own, it’s traditional and elegant. Peacock’s preferences are also classic, but with a twist. “Fresh traditional” is how he described his work.

“It’s really edited, with a clean, fresh take on traditional. I tend to be rather restrained with my design,” he said.

Clients come to Peacock from all over the world because they know his style. They’re also looking for exceptional quality from an established company, as well as a truly personalized experience and space. Peacock has several signature lines of cabinetry that can be customized in any number of ways. That’s where his design team’s counsel becomes invaluable. Their goal is to make something special, he said.

It’s tough to put a price tag on a Christopher Peacock kitchen. There are so many dilemmas and variables factor into the total cost, but many clients are surprised that it doesn’t cost as much as competitors have told them a Christopher Peacock costs, he quipped.

Beyond the beautiful cabinetry, fixtures, countertops, lighting and flooring, what’s invaluable about the work Peacock’s team does is the creativity of design, the planning and execution of the project and the juggling of a hundred balls in the air while it’s all coming together.

Listings with Christopher Peacock kitchens

Houlihan Lawrence’s Alison Eiges, who referred to Peacock’s work as the “gold standard,” is the listing agent for 43 Burning Tree Road, an 8,191-square-foot Georgian colonial. Its kitchen was



Houlihan Lawrence

Above: The six-bedroom Georgian colonial at 43 Burning Tree Road has a Christopher Peacock kitchen. It’s listed for \$4.99 million. Below: This Christopher Peacock kitchen is just one of the beautiful spaces in the classic brick colonial, five-bedroom home at 27 Patterson Ave. It is listed for \$3.995 million.



Christopher Peacock

planned and executed to perfection by Peacock’s team.

“In my listing at 43 Burning Tree Road, the Christopher Peacock kitchen, butler’s pantry and workstation are beautifully styled to satisfy buyers searching in both the transitional and traditional aesthetic. Their designs are up-to-date, yet timeless,” Eiges said.

A Christopher Peacock kitchen has always been held in high regard by discerning Greenwich buyers, said Leslie McElwreath, Realtor, Sotheby’s International Realty.

“Since Christopher Peacock opened his doors in the early



Sotheby’s International Realty

1990s, his kitchens have been built to the highest standards and with impeccable design. The mention of a ‘Christopher Peacock kitchen’ evokes a bespoke product that adds value to any home.”

McElwreath is the listing agent for 27 Patterson Ave., a classic brick colonial with a Christopher Peacock-designed kitchen.

Ellen Mosher of Houlihan Lawrence is the listing agent for 186 Shore Road, a six-bedroom quintessentially New England shingle-style home with a Christopher Peacock kitchen, too.

“Christopher Peacock is considered the leader in custom kitchens for the high-end market. No one does it better,” Mosher said.

AGENT PROFILE *Drew Peterson*

Agent is a real estate detective

As a kid, Drew Peterson tagged along with his parents when they’d go to open houses or visit new construction sites. It was those formative years when he began to take interest in residential real estate.

He studied international relations at The American University’s School of International Service, and while in graduate school at Northwestern University, he studied the market in Evanston, Ill., and created a marketing campaign designed to ignite the housing market there.

Looking over the span of Peterson’s professional life, a pattern becomes clear: He’s a people person. He once served as the director of development for a children’s theater. He worked in marketing at firms based in Washington, DC and Los Angeles. He worked in television, and even spent some time as a purser on a cruise ship.

Peterson’s career path led him to real estate — a natural progression for his skills and talents. Having lived in Greenwich or other parts of Fairfield County for many years, it made sense for him to serve as Realtor here. Today, he’s an agent with Coldwell Banker Residential Brokerage.

“I list and sell primarily in Fairfield County, including Greenwich,” Peterson said. He also has a license to practice in New York, and occasionally works with clients in Westchester County.

“I recently obtained my broker’s license in Florida — as other agents from Greenwich have — and I enjoy making referrals nationwide, as well as internationally as a Certified International Property Specialist.



Business: Coldwell Banker International Previews

Lives: Greenwich

Works: Greenwich

Expertise: Communication, marketing, and detective work

Contact: (203) 253-7653 cell; realestate@optonline.net

To maximize exposure for his listings, they are added to three MLS systems — Greenwich, Fairfield County and Westchester County. He also leverages direct mail and social media to broadcast their best features.

“My curiosity as a kid, exploring open houses, is evident in my passion today — now in my 28th year in real estate,” he added. “I love being the real estate detective and helping a new buyers find a home that meets their Wish List. I feel so fortunate to have a career to assist buyers and

AGENT PROFILE *Amy Zeeve*

A local expert with a global view

After earning her bachelor’s degree from the University of Colorado — which included study abroad in Geneva — Amy Zeeve came to New York City and went to work for the United Nations. It afforded the young professional the opportunity to communicate with people from all over the world, and it taught her a lot about culture and commonalities.

When Zeeve decided to move to Greenwich from the city, she engaged the help of Carolyn Anderson of Anderson Associates, Ltd., with the goal of finding a home — and, it turns out, a career.

Zeeve was successful in finding a home and has lived here for 23 years since. It was 1994 when she met her husband on Greenwich Avenue. Today, they’re raising two children here.

It was Carolyn Anderson who saw talent in Zeeve, and offered her a job if she’d consider earning her real estate license. She became an agent in 1994, and today, serves as the brokerage’s vice president.

The company’s broker and agents work as a true team, each supporting one another.

“We are all here to help each other,” Zeeve said. “Our clients know that they are always covered.” She credits Carolyn Anderson with her tenacity and a can-do spirit. She commits to whatever is needed to see a successful transaction to fruition.

Zeeve herself is a smart marketer, who’s keen to the digital age’s effects on how real estate is bought and sold.

“I like to be completely prepared before launching a listing,” she said. “The initial stage of marketing is crucial. The pictures and brochures and all materials need to be ready to post online on Day One. The buyers



Business: Anderson Associates

Lives: Greenwich

Works: Greenwich

Expertise: A wellspring of local knowledge, with a global perspective

Contact: (203) 629-4519 ext. 134 office; (203) 253-6557 cell; amy@greenwichliving.net

are constantly searching the Internet, and the first impression is key to getting them into my listings.”

Zeeve takes great pride in how she’s come to be an area expert on Greenwich and Stamford. Her knowledge base spans local history, geography and neighborhoods, as well as local businesses and services. It’s information she relishes sharing with her clients.

When Zeeve isn’t working with clients, she can be found spending time with her family and taking long walks with her Cocker Spaniel, Chippy.

THE GREENWICH LIST *Highest for sale*

Address	Price
521 Round Hill Road	\$49.895 million
25 Lower Cross Road	\$49 million
110 Clapboard Ridge	\$29.5 million
124 Old Mill Road	\$25.75 million
44 Mayo Ave.	\$22 million
160 John St.	\$21.5 million
429 Taconic Road	\$21 million

Source: MLS

ct house hunter
www.cthousehunter.com

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REAL ESTATE

HOT PROPERTY

Riverside waterfront has private island, deep-water dock

By Gretchen A. Peck

Down a private lane, lording over a circular drive, sits the 4,729-square-foot brick colonial at 14 Marlow Court in Riverside. In addition to the pristine four-bedroom home, the estate features 1.62 acres of coveted waterfront land. Looking out to Cos Cob Harbor and to Long Island Sound to the south, the home affords private beach access to the water's edge. This is a serene place, where views are mesmerizing.

Guests are greeted in a tower-like entryway. Even inside, one is aware of the waterfront location. The design of the home leverages the views well, with lots of large and strategically placed windows.

The first level comprises a spacious living room, a formal dining room, a mudroom, a laundry and a warm family room with wide-plank flooring, paneled walls and a large bay window looking out to the water.

Plus, there's an eat-in kitchen. An exposed brick wall adds a rustic splash of color to the cream cabinetry, light wood floors and stainless appliances. A center island with pendant task lighting extends the task space and moves the sink conveniently to the center of the space, maximizing efficiency for home cooks.

Much of the home was updated in 2003, including the eat-in kitchen and the bathrooms — four, in all.

In total, there are four bedrooms, including the master suite with a bright bathroom that has a lovely view of its own and double vanities with marble tops. Two of the bedrooms share a full bath. A third bedroom has an en-suite bathroom configuration. The second level also has a bonus room that works well as a home office.

Rob Johnson of Halstead

Details

Address: 14 Marlow Court, Riverside

Price: \$10.995 million

Number of Rooms: 8

Features: This four-bedroom home is situated on direct and private waterfront property, totaling 1.62 acres. It offers 4,729 square feet of living space with a nice blend of formal and casual spaces. The kitchen has a large center island. A cozy family room has a large picture window that serves up spectacular views. There's also a formal living room and formal dining room. There are four bedrooms, including a master suite with a walk-in closet and spacious bath. A bridge leads out to a private island, where there's a deep-water dock and a mooring. An attached garage accommodates two cars. The home is equipped with central air conditioning and a gas-powered furnace.

Schools: Riverside School, Eastern Middle, Greenwich High

Property is the listing agent. He cited several attributes about the home and site that are particularly compelling to home buyers interested in a waterfront lifestyle in Greenwich: In addition to the waterfront amenities, the lot is oversized (1.32 acres, with a 0.3-acre island) and in a private association at the end of Indian Head Road — meaning, no through traffic.

"The location is in one of the most prestigious areas of Riverside, with direct water access," Johnson said. "Extensive landscaping has been done by the current owners to maximize the exterior, including a fantastic lap pool with a bluestone entertaining area that connects to the house."

The 60-foot heated pool has a convenient hydraulically controlled cover, and the landscaping around the estate was thoughtfully planned by local landscaping expert John Conte.



Photos by Halstead Property

Above: The warm family room at 14 Marlow Court in Riverside features wide-plank flooring, paneled walls and large bay window looking out to the water. **Below:** The 60-foot heated pool has a convenient hydraulically controlled cover.

A sprinkler system keeps it lush and green.

The terraces at the back of the property and around the pool are special-event worthy. A charming wood bridge leads from the house to a small private island where there's a deep-water dock in place and also a mooring.

One wouldn't have to be a boating or sailing enthusiast to live well here, but it's specially suited if they are.

Listing agent: Rob Johnson, Halstead Property; (203) 869-8100 office; (203) 979-2360 cell; rob-johnson@halstead.com



Look For Our Upcoming, Special Real Estate Section.

Coming Friday, September 23rd

Fall Real Estate SHOWCASE

This fall issue features exceptional properties and waterfront homes with articles on interior design, fireplaces and more.

It will appear in The Advocate and Greenwich Time.



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Space Deadline:

Monday, September 12, 2016

REAL ESTATE

WHAT YOU CAN BUY

The Greenwich Time 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 XXXXXX to \$1.39 million range.

Center-hall colonial/\$1.299 million

Address: 23 Hunt Terrace, Greenwich
Beds: 4 **Baths:** 2½ **Square footage:** 3,400

This center hall colonial was built in 2004, with great attention to architectural detail, including high ceilings, hardwood floors and custom built-ins. The interiors are sunny and bright. The first level includes the living room, dining room, eat-in kitchen and a spacious family room with a fireplace. The kitchen is adorned in blonde wood cabinetry that keeps the space bright. There's a granite-topped center island that extends the task space of the countertops. It has stainless steel appliances and under-cabinet lighting. There's also a powder room and a laundry on the first level. Upstairs, there are four bedrooms, including a large master suite with a spa-like bath. It has a glass-enclosed shower, a jetted, whirlpool tub, as well as a vanity with double sinks. The master also has a custom walk-in closet. The lot is 0.23 acres and is partially fenced-in. An attached garage accommodates two cars.

Listing agent: Blanche O'Connell, Coldwell Banker Residential Brokerage; (203) 622-1100 office; (203) 249-3724 cell; blanche.oconnell@cbmoves.com



Coldwell Banker Residential Brokerage

Cape in Old Greenwich/\$1.39 million

Address: 25 Halsey Drive, Old Greenwich
Beds: 4 **Baths:** 3 **Square footage:** 2,988

The four-bedroom Cape Cod home at 25 Halsey Drive has a lot to offer its next owner. Built in 1948 but recently updated, it has 2,988-square-feet of living space. There are light hardwood floors throughout. The first level includes a formal living room, a formal dining room and a spacious family room with a wood-burning fireplace. The kitchen has an easy to maintain tile floor, with plenty of counter space and white cabinetry. French doors lead out to a granite terrace and pool, heated and complemented by a spa. There are three double bedrooms and the master suite, which has a sitting area, gas fireplace, custom built-ins and a bath. The basement is finished, and there's an attached garage. The stone patio, pool and spa are made private by the mature tall foliage that forms a natural fence around the backyard.

Listing agent: Karen Coxé, Sotheby's International Realty; (203) 869-4343 office; (203) 561-2754 cell; karen.coxe@sothebyshomes.com



Sotheby's International Realty

SOUND OFF *Cynthia De Riemer***What advice can you offer to first-time home buyers?**

Buying a home can be intimidating for anyone, particularly for the first-time home buyer. No matter what the price range, every buyer wants to know that they paid a fair price for the property and they want as trouble-free a transaction as possible.

A crucial first step for every buyer is to get educated about the markets they're considering. Surfing real estate websites may be helpful on a superficial level, but nothing replaces seeing properties first-hand. This includes visiting public open houses and touring the community and homes with a local Realtor. The right broker can add value for a new home buyer



in a myriad of ways, including helping the buyer assemble a team of knowledgeable local real estate professionals — mortgage bankers, home inspectors, engineers, local attorneys and builders.

Opening price-point homes are attractive to two major competing groups: first-time buyers purchas-

ing a starter home and developers who may tear down a home in order to build a spec house. Developers often have the advantage of presenting an all-cash offer, but they are looking for a discounted price to account for their incremental risk, profit and construction downtime.

Most home buyers require a mortgage to finance the purchase but may be willing to pay more, since it will be their primary residence and they don't have to factor in making a profit.

To be competitive, the first-time buyer must be prepared with a pre-approved bank loan, an inspector and a real estate attorney. It behooves the buyer's agent to

ferret out factors that are important to the sellers, such as the timing of the move, or any idiosyncratic seller conditions, in order to present the strongest offer possible.

Sometimes, first-time buyers qualify for particularly attractive mortgage programs and rates. The state of Connecticut — through the Connecticut Financing Authority — considers any borrower who has not had ownership in real estate within three most-recent years a "first-time home buyer." That buyer can receive financing up to 105 percent of the purchase price if they conform to the sales-price criteria and income levels established by the CHFA.

The CHFA price limits are relatively low by Greenwich standards, but another government program with similarly favorable terms allows only three-percent down for first-time home buyers; the entire down payment can be a gift from a relative, and the program has no income limits.

Buying a first home should be a wonderful experience, but it comes with a steep learning curve. Having the right experts on your side — from brokers to inspectors to lawyers — will make all the difference.

Cynthia De Riemer, Coldwell Banker/Greenwich Fine Properties, (203) 637-1300 office, (203) 918-1523 cell, cynthia.deriemer@cbmoves.com