

Real Estate

GREENWICH TIME | GREENWICHTIME.COM | Friday, November 17, 2017 | Section R

LUXURY LIVING

Showcasing beautiful baths

Greenwich buyers want beautifully designed bathrooms **R2**



Houlihan Lawrence

The master bath at 11 Hedgerow Lane has marble accents, a custom bath and a steam shower with two showerheads and six body sprays. Another bath at this residence received a HOBI Award in honor of its remodeled design. The property is listed for \$5.6 million.

THE LIST

Highest priced listings of the week

Page R2



HOT PROPERTY

Five-bedroom ontemporary has open floor plan

Page R5

KEN EDWARDS

Realtors lobby to preserve the tax benefits of owning a home



Page R3

REAL ESTATE

LUXURY LIVING

Buyers consider beautiful baths an important part of a home

By Gretchen A. Peck

Conventional real-estate wisdom says that a home's kitchen and baths can be among the most compelling reasons why buyers choose a home. That old adage holds true today, and buyers care about baths, in particular. Just ask a Greenwich Realtor.

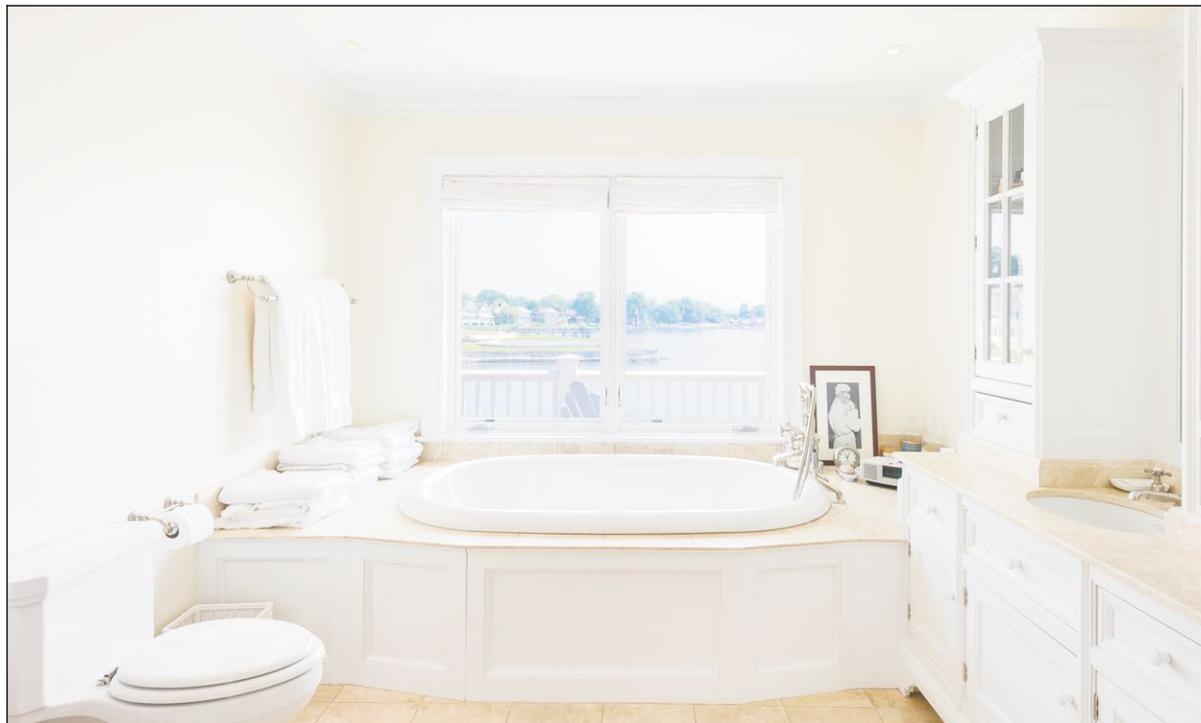
"For many buyers, the condition [and] design of master baths and kitchens are deal breakers," according to Patte Nusbaum of Sotheby's International Realty. "These rooms have a great influence on the overall appeal of the house to buyers. A sumptuous master bath — that can be an oasis of comfort and serenity in a home that can be otherwise frenetic with the day-to-day trials and tribulations of family life — is perceived as a must."

Nusbaum is the listing agent for 19 Thunder Mountain Road in Greenwich, listed for \$2.995 million. The property comprises two acres with a 15-room colonial built by LoParco Associates in 2005. The home's floor plan allows for six bedrooms, all with en-suite baths.

The master suite is a perfect example of how this home stands out at this price range. It's more than a mere suite; it's a wing of its own, Nusbaum points out. The bedroom has a tray ceiling and a fireplace. There are two walk-in closets, a dressing room and, of course, the bath, which is just like that "oasis" Nusbaum described.

"The master bath has three exposures, so that it is flooded with light. The Jacuzzi tub, centered between two antique pin vanities is the focus," she said. "From the tub, you have a scenic view of almost two private acres, bordered by mature trees. The radiant-heated, honed limestone floor seamlessly complements the impact of nature. The Perrin & Rowe fixtures and beveled mirrors add to the feeling of luxury."

Sotheby's colleague and Realtor John Graves has listed 15 East Point Lane, a stunning waterfront property in Old Greenwich, with a 2004-built Nantucket-style colonial. It is listed for \$5.85 million.



Photos by Sotheby's International Realty

Above: The master suite at 15 East Point Lane has spectacular views of Long Island Sound. The bath here faces east, so it has views of daily sunrises. The waterfront property in Old Greenwich is listed for \$5.85 million. Below: The master suite at 19 Thunder Mountain Road, one of the home's six bedrooms with en-suite baths, has two walk-in closets, a dressing room and divine master bath with radiant-heated limestone flooring. The property is listed for \$2.995 million.

"Comments from visitors to 15 East Point Lane center on the wonderful views from every room, particularly the views from the master suite, which includes a luxurious bathtub-spa positioned next to a large window, offering stunning views of Long Island Sound," Graves explained. "The bathroom faces east, offering glorious sunrise views and magical waterfront views all day long."

Soaking in luxury

For home sellers, it may be worth the time and cost to update baths that seem outdated or worn.

"To be more competitive, soon-to-be sellers may indeed find it smart to beautify a bath," Marguerite Vauclair suggested. Vauclair is a Realtor with William Raveis Real Estate, and the listing agent for 12 Horseshoe Road in Cos Cob, a four-bedroom contemporary on 1.51 acres. It was recently listed for \$1.595 million.

"At this three-level contemporary in mid-country Cos Cob, the



approach to bathroom and other renovations is with an international eye for quality, energy efficiency, contemporary design and current trends," she explained. "The architect, the late Howard A. Patterson, Jr., a longtime resident of Fairfield County, had custom-designed this vertical home, built in 1969, with an open floor plan and walls of glass — to harmonize

with the nature setting of woodlands, scenic outcroppings ... All of those factors became the design plan for the current sellers when they recently created a second master bedroom suite above the two-bay garage. Working with rectangular mid-sized space for the bathroom, they designed it true to the architect's geometric and linear play."

The "centerpiece" of the second master's bath is a freestanding tub, imported from Canada. In addition to the tub, they've also created a glass shower, twin vanity sinks and environmentally friendly LED lighting.

"Homebuyers continue to view bathrooms — like kitchens — as a major factor in home selection. Who doesn't relish a beautiful bathroom," Vauclair pondered. "For sellers of homes at various price levels, the number and condition of their bathrooms can add or subtract consideration dollars for the selling price, since buyers calculate the cost of a perceived renovation and whether they care to, or can, spend the time involved."

Vauclair noted that bathrooms with energy-efficient fixtures are particularly desirable to today's Greenwich home hunters.

Blake Delany is a Realtor with Houlihan Lawrence, and the listing agent for 11 Hedgerow Lane, a 9,062-square-foot colonial on 2.27 acres.

The master bath here is impressive, with a high ceiling and an eyebrow window above the tub. There are two custom vanities and a marble, heated floor. Marble is carried through to the tub surround, which is "flanked" by built-ins and columns, Delany pointed out.

"Taking a bath is an event away from the day's stresses and should be a special time to relax and reflect," he said. "I have never heard of someone taking a quick bath. 11 Hedgerow Lane's master bathtub is a central feature in the master bathroom. From the moment your feet hit the marble, heated floors, you begin to melt away life's stresses.

"Greenwich's home market is very competitive, and today's home buyer can be selective. A well-renovated bathroom is valued added for buyers, provided the finishes and style are marketable and universally appealing," Delany suggested.

A second bathroom at 11 Hedgerow Lane was recognized for its design; it earned a HOBI Award for "best bathroom remodel."