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Munro and Brooks of Brown Harris Stevens sell 11 Harbor Bluff Lane - \$7 million

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Rowayton, CT Brown Harris Stevens (BHS) brokered the \$7 million all-time record condo sale in Connecticut history, trading nearly 13% above its \$6,195,000 asking price. The home was listed by Brown Harris Stevens agent Becky Munro. The unnamed local buyers were represented by Brown Harris Stevens agent Elmerina Brooks.

Located in the Harbor Bluff Association, the five-bedroom, five-and-a-half bathroom home at 11 Harbor Bluff Ln. was the personal residence of Louise Brooks, an architectural designer and a founding partner of Brooks and Falotico, and her husband-builder Ned Brooks. Together, they built the entire Harbor Bluff Association, a condominium community of 12 stand-alone townhouses with

sweeping views across the Long Island Sound. Louise is one of the most well-known designers along the Connecticut Gold Coast and well-known internationally, having been featured in publications such as Architectural Digest.

The approximately 7,000 s/f custom-designed home spans four floors accessible by an elevator and includes three wood-burning fireplaces, a chef's kitchen, combined family room, and french doors that open to a large patio overlooking the harbor and Tavern Island. An additional 2,000 s/f finished basement includes a gym, sauna, wine room, game room, project room, and sports closet.

"The current economic conditions affecting the real estate markets across the United States has resulted in fewer sellers, fewer buyers, and therefore fewer deals. This does not necessarily translate into lower prices," said Munro. "The Connecticut Gold Coast waterfront market continues to have buyers looking for unique and beautiful homes. In real estate, there is waterfront, and then there is everything else. People will still need to buy and sell properties, and now is an excellent time for homeowners to get their properties on the market."

The next highest priced condo sale was in 2016, when 2 Oneida Dr. #H in Greenwich, Conn., sold for \$6.2 million.

Waterfront condos and townhouses are somewhat rare and highly desirable, especially by buyers who want to stay in the area but downsize from their large back country homes, or for second homes. They are found mainly in Greenwich, and aside from the Harbor Bluff Association, Rowayton has Barclay's Landing, Oyster Wharf, and Thomas Place condominiums. Bankside House condominiums is now being built in Westport, CT.

Munro held the price record for a single-family home in Rowayton for two years; the \$6.625 million Oyster House, a record only recently broken in August 2022 with the sale of a \$7.8 million single-family home.

Brown Harris Stevens is the largest privately owned real estate firm on the East Coast with 2,500 agents and 50+ offices across New York City, the Hamptons, Hudson Valley, Connecticut, South Florida, and New Jersey. Real Trends recently ranked Brown Harris Stevens as having the highest average sales price per agent among large brokerages in the country.

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