

## *Anne Scott's Real Estate Today*

There are four billion people on the planet and no doubt all of them would like to enjoy the quality of life we have here in Ridgefield. House sales are always slower in the winter due to the difficult weather. Most homeowners are waiting for a break in the weather before putting their homes on the market, but there is already a pent-up demand for housing here. Our housing statistics are as follows:

TOWN	Avg. \$\$ 2002 SELLING PRICE	Avg. % GAIN SELLING PRICE
NEW CANAAN	1,875,000	10.3
WESTPORT	1,350,000	13.6
WILTON	899,000	6.0
RIDGEFIELD	787,499 ( 2001 ~ 635,000 )	8.1

Regionally, the West reported the strongest annual increase for the fourth quarter, up 14.8 percent from the fourth quarter of 2001. After Hawaii and Nevada, the next highest increase in the region was New Mexico, where total existing-home sales rose 19.5 percent compared to a year earlier.

In the Midwest, total existing-home sales were up 9.2 percent compared with the fourth quarter of 2001. South Dakota led the region, up 21.9 percent from the fourth quarter a year earlier. Wisconsin ranked second, posting a 15.4 percent increase, followed by Nebraska, with a gain of 13.5 percent, and Illinois, up 11.3 percent compared with the same quarter in 2001.

The Northeast recorded sales of 788,000 units in the fourth quarter of 2002, up 6.8 percent from a year earlier. New Hampshire posted the strongest increase in the region with sales activity at 7.9 percent above a year ago, while New York's existing-home sales increased 7.0 percent from the fourth quarter of 2001.

In the South, the resale pace rose 5.1 percent from the same quarter in 2001. After Alabama, the second-strongest increase was in the District of Columbia, up 18.9 percent in the fourth quarter of 2002 from the same quarter a year earlier.

As most of you know, Roger has been behind the scenes doing my digital photography and Internet work. My new site is being rejuvenated and I am now out there in five languages and linked to the N.Y. Times. More and more people are finding me on the Net. However, in addition to his great technology accomplishments, Roger is doing all kinds of "gopher" help for both my customers and me.

I'm happy to give all my customers a break on an airport limo trip or ride for a special event as my belated *Valentines Gift* to you. I ♥♥♥ my customers !

*If you know anyone who is thinking of buying or selling, I would love to hear from you. Referrals are the lifelines of my business.*

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