

How to apply  
Madison Avenue  
methods to sell a home...



Cottage-style exterior with shade porch. Well-equipped kitchen includes stainless appliances

## “Tempting buy in Tarrytown if you like the idea of no yard maintenance”

*Small home has no back yard, but interior is expensively finished: \$899,000*

If you have been searching for a home in the central part of town, you may be a little frustrated. Go through almost any of the houses currently on the market...you walk out—and with your best sarcastic tone—you say to your sweetie...“Well, the roof is shot...the kitchen is dark...and the bathroom is tiny...but at least the price is sky high!”

At last, here is a show-stopper-of-a home. Professionally designed and expensively-detailed, wait until you swing open the front door. The address is 1222 Waterston. *As long as you can accept its lack of a yard*, you will give very high marks to every-

thing else about the home.

The drawback to homes that have been totally updated is those jobs start with a framework that was likely created in the 1930s or 1940s.

But here, the architecture has all of those modern elements that are so appealing. Ceiling heights are dramatically tall. This not only adds dimension, but it allows for bigger windows which results in a very pleasing, light-filled home.

### **Extras Like Hardwood Floors**

From the moment you enter you step on beautiful wood floors—hardwoods that run continuously across the entry...into the main living area...and

all the way into the kitchen and breakfast room.

And what a difference it makes to see a home that is laid out from the start with a large kitchen. This one will cause you to swoon if you enjoy cooking. All counters are covered in heavy slab granite. There is an island work station where you can chop ingredients...roll out pizza dough...or cut fresh flowers from the garden. Appliances are unified by their stainless finish, and there is storage galore—enough cabinets and drawers to swallow oversized stockpots and every cooking gadget you own. And “yes” the kitchen is equipped with gas.

You may decide to buy after you make it no farther than the ings. But



1) Vacation-caliber views 2) Lagoon style pool 3) Shoreline position close to water 4) Curb-appeal galore

## \$1,450,000 but no sale unless you take buyer's oath:

"I will learn how to be a fun-loving, waterfront-living kind of person. I promise to throw neighborhood wine parties for no good reason whatsoever. I promise to own more flowered shirts than Don Ho"

Here are some of the fun items incorporated into the 4,500 sq. ft. home at 1357 Osprey Ridge Loop (Lago Vista area). There's a lagoon-style pool with waterfall and fountain, a fire pit, koi pond, dock, outdoor dining room, hammock niche, wine room, wine chiller, aquarium, home theater, bar, and a spa just outside the master bedroom!

The three-level layout has three bedrooms, four baths, game room, great room, and just in case you need a war room to stage the takeover of a Fortune 500 company, there is a sprawling office on the upper level.

The owners opted for some amazing quality items as the home was being built. It cost \$100,000 extra to transform the house into a high-tech marvel. Just over \$150,000 was spent on the landscaping. It is "English" style

in the front with plants growing out of walls, etc. and everything in back—on the lake side—is tropical. The dock cost about \$50,000. It automatically adjusts to changing lake levels and includes a fishing platform, swim ladder, automatic boat lift and an powered lift that scoops jet skis out of the water.

The bistro kitchen has a restaurant-caliber stove, two refrigerators, sit-down space at the island, and a work room for blenders, coffee grinders and bread makers.

The residence has a genuine home theater. It is a Runco front-projection system with a THX sound system and a screen that is over eight feet wide. The theater is controlled by a Crestron touch-screen system and interface with a home electronics package for

lighting scenes, temperature and security controls. The system also includes a 600-capacity CD changer that plays music throughout the house or out to the pool and patios.

This home has the most preferred of all orientations relative to the sun—the back of the house—all decks, porches, and the pool are in the afternoon shade.

The home looks like something out of a magazine—a knockout at every turn.

The \$1,450,000 price is several hundred thousand dollars less than the house actually cost to build. To see, call your agent. The seller is represented by Stan Barron Properties 512.345-8585. See many photos, a floorplan, map and a complete history on the web at [www.stanbarron.com](http://www.stanbarron.com).



**1. Private setting evident here through living room windows. 2. From second story, a western view over treetops 3. Interesting architectural details 4. Kitchen includes stainless appliances**

## Welcome to this episode of “West Austin Wow!”

If \$999,000 is in your price range, do not buy anything until you see this one

**I**t assaults your senses. From its curb appeal...through every head-turning room and alcove on the interior...straight through to the captivating outdoor terraces and private setting in back, this homes fires off “wow!” features like an architectural Gatling gun.

Welcome to 4020 Texas Wildlife Trail located in the gated west Austin neighborhood called The Preserve of Barton Creek (Hwy71 and Bee Cave Rd). The five-bed-

room home is only a couple of years old, and it has 5,200 dazzling square feet with a layout that includes a cornucopia of delicious extras. For example, there is a first-floor guest suite...wine room...restaurant-caliber kitchen...private office...store rooms...art niches...and a book-reading window seat in the exotic master bath. All of this is sitting on a dream of a one acre lot that includes three separate outdoor spaces—coffee patio, steak-grilling terrace

and a playground with a \$28,000 artisan-designed playhouse called “Fort Summer-time”. All total, the current owners have added over \$100k in extras.

To see many additional photographs, plus a floorplan, site plan and map, go to [www.stanbarron.com](http://www.stanbarron.com). The seller is represented by Stan Barron Properties, 512.345-8585. To see, you must use your own agent, and a one-day notice for an appointment is requested.



## Close-in NW with concept of an “interior guest house”

*1-story home is wrapped in the shady comfort of a tree-laden one acre lot: \$1,300,000*

Welcome to the close-in northwest Austin home at 8402 Twilight Shores. The four bedroom design has about 4,300 sq. ft.

You will melt when you see this backyard setting. Multiple French doors open out to the covered terrace and pool. On any pleasant evening you can head for the terrace to take in a sunset and do some stargazing. It is a picturesque spot for grilling steaks. The pool is shaped to look like a natural pond, and it is totally private.

It is a misnomer to use the term “backyard” to describe this setting. Here is a number to give you a sense of the scale of this land. The lot is 412’ deep...that is the length of a football field plus another 112’ (all of it fenced, by the way). There are trees everywhere, and trees

attract cute animals like songbirds, squirrels and bunnies. Live here, and it will seem like you are living on the fringe of a nature park.

The house itself has some helpful benefits. If you have children—especially teenagers—you will love the split bedroom layout. The master is on the left side of the house...all secondary bedrooms are on the opposite side. The master has something you have not seen anywhere else—it includes a separate room that is ideal as a quiet home-office or as an exercise room.

The 166’ wide lot was used to create a broad-shouldered and open floorplan. For example, when you step through the front door, you can see all the way through to the back of the

house and out to the covered terrace and pool.

This is a modern design where the family room and kitchen are blended together as one large and inviting living space. The kitchen is a key focal point of the house, and the owners upgraded materials during construction with tile floors and granite counters. The island is so large, it includes sit-down space for in-kitchen dining—great for entertaining because you can pour some wine and guests can join in on the preparation of a festive meal.

The seller is represented by **Stan Barron Properties**, at 512.345-8585. Use the web to see full details such as a floorplan, site plan, map and more photos. Go to [www.stanbarron.com](http://www.stanbarron.com)



## **Ferrari-driving, high-tech recluse to sell Westlake hideaway—on a double lot with a 5-car garage** *\$1,700,000 and it includes an exotic pool and guest house*

**W**elcome to 4181 Ridge Trail, Austin, Texas 78746. The home is the vision of one of the city's reclusive high-tech entrepreneurs.

The residence is hidden away at the end of a dead-end street...all of it surrounded on three sides by protected greenbelt space that dissolves into wilderness terrain. This insures the home's future privacy. The setting is so protected,

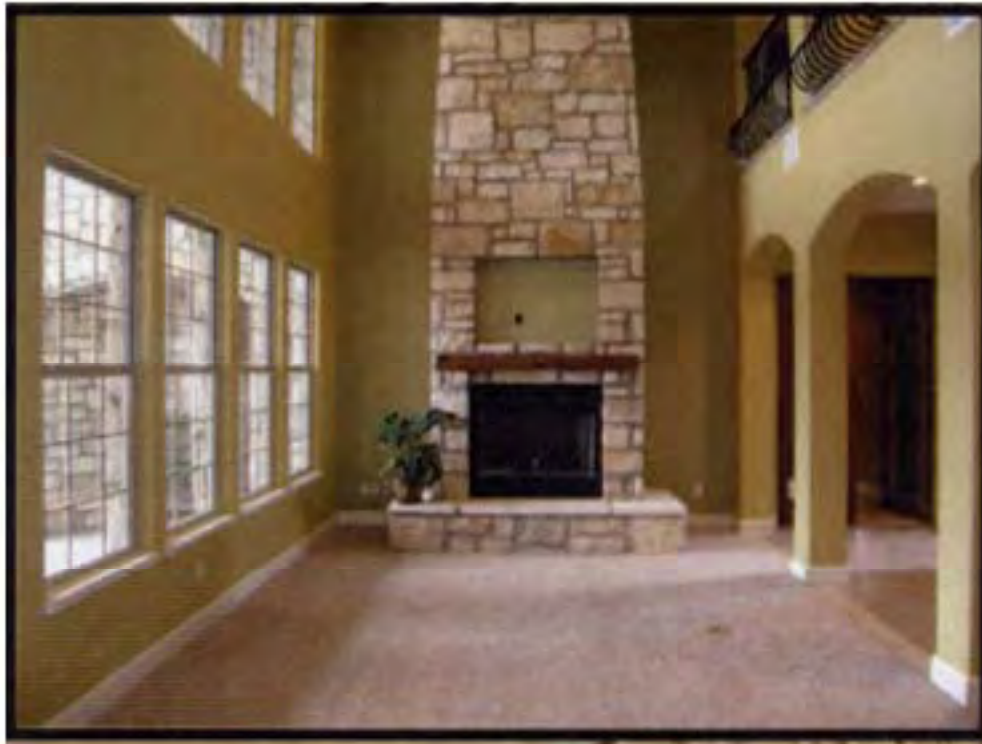
this is a bathing-suits-are-optional level of privacy!

### **A 5.5-Car Garage**

The main house has four bedrooms and about 4,200 square feet. The stand-alone guest quarters has just over 1,000 square feet. In total, the home has five-and-a-half garage bays, five bedrooms, five baths, three living areas, home theater, a home

office and full bar including a wine chiller, ice maker and refrigerator. Sorry, but doing a "drive-by" here is not possible as there are double gates—you must set an appointment to see this home.

The seller is represented by Stan Barron Properties, **512.345-8585**. Would you like to tell someone about this property? Full details, and more photos are on the web at [www.stanbarron.com](http://www.stanbarron.com)



Living room...before



Living room...after





**Kitchen...after**



Regular 35mm angle



Same photo...wide angle







  
*How to photograph*  
**HOUSES**

*by stan barron*

Headlines  
are the most  
important  
part of the  
ad



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1. 42-foot pool with slide and hot tub. 2. Island kitchen has wine rack and chiller. 3. View of the living room. 4. Exterior is stone on all four sides, and there is an electronic gate across the driveway

## If you will do the updating...here is a rare chance to snag a home in central Austin

*You can improve the condition, but not the position. Price is \$1,200,000*

Located at 9403 Bonnell Drive, it is helpful to know which of the "Bonnells" this is. There are three streets in this section of central Austin that sound the same. There is Mount Bonnell Road, Mount Bonnell Drive, and there is Bonnell Drive. Bonnell Drive—sans the "Mount"—is the lesser known, and most private of the three (it is where Governor Perry lived before moving into the Governor's Mansion).

### Has Pool and Guest House

Much of this home's appeal is directly related to the lot it is sitting on. For start-

ers, it is at the end of the culdesac, on the left side and up the hill. Because of the slope, it would ordinarily be impossible to get a one-story house to fit, but this lot is 348' deep. Stop for just a second and put that into perspective...it is longer than a football field! Taking full advantage of this, the owner placed the home up the hill and way off the street creating privacy from neighboring properties.

When you see this home, you will think the pool is at the end of the property, but the lot goes back about another sixty feet, and the owner left this section in

its native terrain. As a result, the house has privacy on *all* sides.

There is some ingenious planning that is evident only when you visit the house. You cannot see it from the street, but when at the top of the driveway there is a huge covered terrace that also serves as a carport—very functional if, for example, you have older relatives who will visit but cannot climb stairs.

The main house is a single story (with some steps) and has four bedrooms, two living areas and just over 3,200 square feet. The detached guest house is over

**Tired of seeing big homes on tiny lots?**

**Accept two conditions, and you can  
make the buy of the year on a  
waterfront home**

**How to sell a home after the real estate  
market has cooled off**

**Ultimate weekend house on Lake Travis.  
Priced high enough to ensure  
satisfaction**