

Real Estate

GREENWICH TIME | GREENWICHTIME.COM | Friday, October 23, 2015 | Section R

LUXURY LIVING

Finding a fresh focal point

Interior designers use art to create character in rooms **R2**



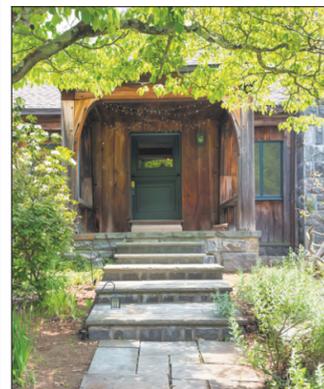
Art pieces anchor the reception hall of 1 Ashton Drive in Greenwich, which features a sweeping staircase, a balcony and huge palladian windows. All of the main rooms in the six-bedroom home open to terraces, and it is listed for \$4.6 million.

Douglas Elliman Real Estate

THE LIST

Highest-priced listings of the week

Page R2



Janet Milligan Associates

HOT PROPERTY

Rustic Cos Cob property has amphitheater

Page R5

KEN EDWARDS

Sales on the rise again, including two newly constructed homes



Page R3

COLDWELL BANKER

RESIDENTIAL BROKERAGE

GREENWICH FINE PROPERTIES



OPEN HOUSE SUNDAY FROM 1:00 - 3:00 PM
172 BYRAM SHORE ROAD, GREENWICH

THE BEST DEAL IN GREENWICH, JUST GOT BETTER!
NEW PRICE \$1,995,000

Come see the BEST VALUE in all of Greenwich! Upstairs has 5 bedrooms with 3 baths, first floor has an additional 3 flexible rooms with 2.2 baths. Formal dining and living rooms, great family room, eat-in kitchen and pantry. Wonderful house to entertain with pool and convenient location! Exceptional value!



THE GREENWICH TWIN TEAM

TRISH BAUER 203.912.6177
NANCY PASTORE COLE 203.249.9114

Working double time for your success
Combined 35 years experience

Call for a comparative market analysis and staging of your home.

189 -191 Mason Street | Greenwich, CT 06830 | 203.661.9200

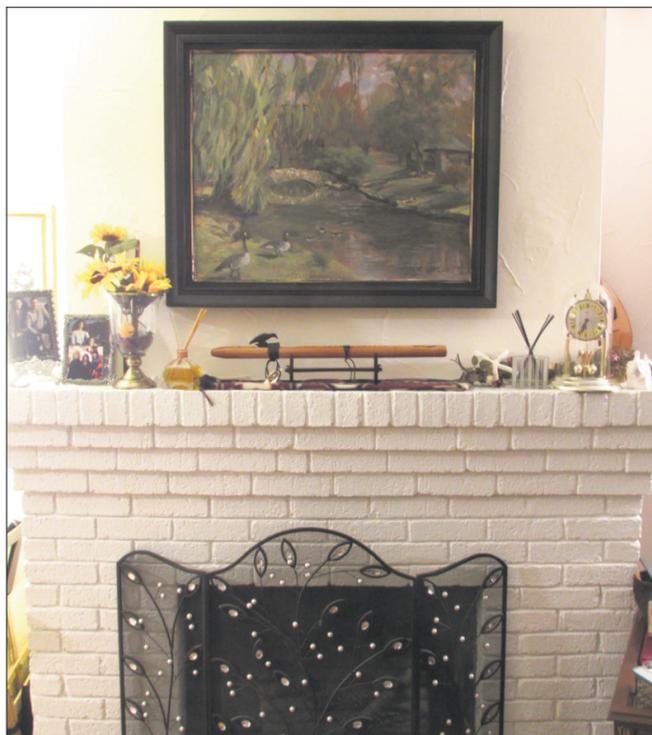


REAL ESTATE



Sandra Morgan Interiors

Above: This painting by Penny Putnam called "Swimming in Circles" is the focal point of an entry hallway in this Greenwich home. **Right:** This painting by Jeanine Jackson, a Greenwich artist who is also the founder and president of the Connecticut Society of Portrait Artists, anchors the room.



Jeanine C. Jackson

LUXURY LIVING

From family portraits to abstracts, designers use art to create character

By Meg Barone

Most people focus on selecting the color scheme and patterns for the drapery and furniture fabrics in their living spaces, and they carefully select the accent pieces to dress a room. Art is often the last element considered in a home's decor.

Greenwich artist Jeanine Jackson thinks art should be the focal point.

"There is no better way to personalize a living space than with art," and in particular with a commissioned portrait of loved ones, said Jackson, founder and president of the Connecticut Society of Portrait Artists, member of the Greenwich Arts Council Advisory Board and Connecticut Ambassador to the Portrait Society of America.

Paintings can also create depth and dimension in a room.

"You can either gather the energy or open it up, depending on what you want to accomplish," said Jackson, who described her artistic style as classical realism with an impres-



Sandra Morgan, principal of Sandra Morgan Interiors

sionistic flare. A seascape can open up a room and appear almost as a window. Still life paintings with fruits, flowers and vegetables keep energy in the room making them suitable for dining rooms.

Greenwich interior designer Sandra Morgan, principal of Sandra Morgan Interiors, places so much emphasis on the value of art in design that she established an art

gallery as an extension of her design firm and shop at 70 Arch St. SM Home represents about two dozen established and emerging artists.

"I always felt it's important to start a project with a painting. It gives instant soul and energy to a room. We can draw colors from it and be inspired by it," said Morgan, who graduated from Connecticut College with a bachelor's degree in art history. "Designing is not all about pillows and sofas and curtains. The artwork is what gives the room its character."

Jackson said she often coordinates a client's portrait with the interior design of the room in which the painting will be displayed. Jackson meets with clients in their homes to learn something of their personality, and she takes note of the décor and colors. She has borrowed an object from the room, like a pillow, and brought it back to her art studio to aid in her creative process and help develop the color palette of the painting.

Not everyone wants a personal portrait hanging in their home. But walls are bare without art. Whether a portrait or landscape or abstract, Jackson said the artist and homeowner need to determine the size of a painting, where it will be displayed, the subject matter, and what style the painting should be — contemporary or classical.

The scale of artwork is getting larger, as the size of houses and the height of ceilings have increased, Morgan said.

Abstract art is very much in demand right now, rather than representational, Morgan said. People are gravitating to bold colors and images in compositions that are joyful and make them feel happy and positive about life.

"I think that's a reaction to what is happening in the world," she said, adding that artwork with social commentary as the subject matter is not in high demand.

One of Morgan's Greenwich clients so loves a particular painting that hangs in her entrance foyer that the homeowner installed special lighting she jokingly refers to as "an expensive nightlight."

Mixed media artwork is also trending, and Morgan has noticed that any artwork with water in it, as a suggested subject or a realistic

subject, is very appealing to people in lower Fairfield County.

"If I were to identify a color that was stronger than any others, I would definitely say we live in an area of blue," Morgan said.

Becky Hughes, of Greenwich Redesign, an interior design and staging firm, calls art "the bow on the package" that helps put the home in the best light. But artwork is a very personal thing, so when staging a house that's on the market Hughes recommends homeowners choose art carefully. She suggests removing some personal pieces and display artwork that would appeal more to the general population.

Mary Ann Heaven, a Realtor with Douglas Elliman, who has a degree in art history, said homeowners should be sensitive to prospective buyers who will walk through the house, some perhaps with young children in tow and some art is not suitable for young eyes. Conversely, she said, don't completely sacrifice your personality.

"People are becoming too cautious. Houses are becoming sanitized, they're becoming vanilla." Heaven said she thinks the décor should reflect the homeowners' personal vision.

"Art is a necessity," Morgan said. "It enhances your life."

AGENT PROFILE *Jason Kinard*

An entrepreneurial spirit

Jason Kinard has always had an entrepreneurial spirit. The Greenwich native, who majored in political science at Central Connecticut State University, began his career in information technology and telecommunications sales and started a few businesses on his own.

When Kinard purchased a house, he wasn't impressed with the process and decided he could do it better. He became a Realtor and made his reputation in residential sales and rentals for about a decade and then in 2006, he founded the Stamford office of Higgins Group. Now, he is broker and managing partner and owner of the Higgins Group offices in Stamford and Old Greenwich.

He manages more than 100 brokers, and he has brokered more than \$500 million in commercial and residential deals.

He has managed thousands of transactions, and he is an active real estate investor himself.

"I love the whole lifestyle around real estate, being able to be your own boss and if I want to be sipping lemonade at two o'clock on a Tuesday afternoon on my porch, I can do that," Kinard said.

Kinard's work ethic and professional accomplishments were recognized in 2008 when he received a "Top 40 under 40 Business Owners" award from the Fairfield County Business Journal and seven Fairfield County Chambers of Commerce. The award recognized his extraordinary leadership, ongoing commitment to personal and professional development, and outstanding accomplishments in the field of real estate.

Kinard said he appreciates that "every deal



Business: Higgins Group

Works: Greenwich and Stamford

Lives: Stamford

Expertise: Management skills, can negotiate and facilitate any commercial or residential deal

Contact: (203) 979-0920, jkinard@higginsgroup.com

is different" because he's not a fan of repetition. He enjoys the look on clients' faces when he's shown them "three or four or fifty places and they get to the place that they respond to. ... there is no bigger pleasure than ushering people into the place they're going to live."

Kinard has been a member of the Stamford Chamber of Commerce for six years and currently serves on its membership committee. He is an avid coffee drinker, traveler, movie and sports lover, and said he happily discusses area politics and the Boston Red Sox-New York Yankees rivalry at local cafés.

AGENT PROFILE *Ana Villaseca*

Helping families relocate

Ana Vilaseca is a native of Argentina and it was in that South American country that she earned a bachelor of arts degree in education and worked in the classroom as a first grade teacher. She switched career paths, becoming a Realtor and gaining more than seven years international experience in real estate in Buenos Aires before she moved to the U.S. almost 15 years ago.

Vilaseca's family settled in Greenwich, where she raised her children, and 12 years ago, she became a Realtor in her adopted home.

"Real estate is a little different here. It's more clear and open, but it's basically the same work," said Vilaseca, who is licensed in Connecticut and New York. She covers all aspects of residential real estate in lower Fairfield County and Westchester County.

Vilaseca said she is a patient person, an important quality for a Realtor to possess, and she tries to understand the needs of her clients. She has interpreted their needs well, earning professional awards and honors including President's Club and Ambassador's Club within the Weichert Realtors firm. Last May, Vilaseca was individually recognized for her exceptional industry success during the month of April. A top producer, Vilaseca led the region, comprising locations throughout Orange, Westchester and Rockland counties in New York and portions of Connecticut, for resale dollar volume.

Her appreciation for the real estate profession goes beyond the work. It has enriched her personal life as well.

"I ended up gaining a lot of friends from my clients," Vilaseca said.

Because she is fluent in Spanish and En-



Business: Weichert Realtors

Works: Greenwich

Lives: Greenwich

Expertise: Residential listings and sales, luxury homes specialist, fluent in Spanish, certified relocation expert, specializing in relocating foreign clients and their families and licensed in Connecticut and New York

Contact: (203) 661-5400, avilaseca@weichert.com

glish, and because she is a transplant from another country, Vilaseca said she is able to help other people make the transition from one country to the next through her personal experience and her professional designation as a relocation specialist.

"You have people from everywhere living in Greenwich. I can relate to people moving here for the first time," she said.

Vilaseca is married and the mother of three sons and grandmother of four. She finds time in her schedule for community service. She is a volunteer church educator, which allows her to use her teaching skills.

THE GREENWICH LIST *Highest for sale*

Address	Price
25 Lower Cross Road	\$65 million
110 Clapboard Ridge	\$35 million
124 Old Mill Road	\$31.5 million
107 Indian Head Road	\$28 million
200 Guards Road	\$22.25 million
42 Mooreland Road	\$21.5 million
1 Harbor Drive	\$20 million
30 Round Hill Club Road	\$20 million
17 Cowdray Park Drive	\$19.9 million
7 Cobb Island Drive	\$18.75 million

Source: Town listings

ct house hunter
www.cthousehunter.com

ATTENTION
Real Estate Agents
and Brokers

If you wish be considered for a Hot Property, Agent Profile or to submit a press release, please go to www.cthousehunter.com/pr/ to be considered.