

real estate

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Greenlaw House well-preserved part of Blue Heaven

Contributed Report by Rebecca R. Newsome, MIRM

A stone walkway and stately stone hedge-walls greet guests to The Greenlaw House at 729 East Franklin St., in the heart of Chapel Hill. Built in 1922 for UNC-Chapel Hill English Professor Edwin Greenlaw, one of the first five Kenan Professors at UNC and the third dean of the UNC Graduate School, The Greenlaw House has three stories of living space and a full basement on a .96-acre homestead featuring more than 1,000 species of strikingly manicured trees, shrubs and perennials. Only four families have owned this traditional colonial-style home in its almost-100-year history. The opportunity is now available for a new owner to live, laugh, and love in this treasured estate.



A stone walkway and stately stone hedge-walls greet owners, guests, and admirers alike to The Greenlaw House, at 729 East Franklin Street in the heart of Chapel Hill.

"The Greenlaw House is absolutely fabulous," says Broker René Hendrickson of Berkshire Hathaway Home Services York Simpson Underwood Realty. "The current owners are internationally recognized interior designers who have completely restored the home inside and out with a focus on elegant design, color, functionality and modern conveniences. I'm delighted for the next chapter to begin for this magnificent property."

Upon entering The Greenlaw's portico with 10-foot architectural columns, a decorative metal roof and a marvelous red front door, your eyes will feast upon a grand foyer host-

ing an exquisite winding three-story staircase with the original mahogany banister and spindles. Spacious sunlit formal living and dining rooms flank the foyer, with restored quarter sawn oak floors welcoming your arrival. The patina of this original flooring continues throughout the first and second levels of the home. Notable highlights in the living room are the impressive fireplace with Egyptian-veined limestone surround and hearth and the original restored mantle. Across the hall, the dining room features original crown molding and a stunning

antique crystal chandelier. New Bosch appliances grace the gourmet kitchen. The cabinetry, bar-height island, granite counter tops and lighting have all been recently updated, resulting in a fantastic heart-of-the-home space.

The first floor also houses a sunroom and a morning room, both with views of evergreen, deciduous and fragrant plantings. Rounding out the first floor is a den with custom-upholstered walls, a fireplace with leathered Brazilian granite surround and hearth, and an ensuite full bath; this room

GREENLAW continues

Avoid last-minute pitfalls when selling your home

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A car salesman and his homemaker wife had long aspired to ownership of their first home near the Catholic school their daughter attends. After a short search, they were thrilled to find a freshly renovated ranch-style house that met their needs, and quickly obtained mortgage approval.

But just days before closing, the transaction came to an abrupt end, recalls Sid Davis, the real estate broker who represented the couple.

"As far as we knew, everything was going smoothly with the car salesman and his wife up until the very last minute, when they breached the sale and lost their deposit," he says.

The lesson is that when it comes to real estate, there are never any guarantees. Even sellers who follow all their listing agent's suggestions to the letter can run into problems, says Joan McLellan Tayler, the author of several real estate books and a former realty company owner.

Still, real estate specialists say there are several strategies that can help homeowners increase their odds of a successful sale. Here are a few pointers:

Pick a veteran as your listing agent.

Tayler says too many sellers take a casual approach to selecting an agent.

According to Tayler, sellers should opt for an agent with experience in handling lots of different kinds of deals. Those with a track record, she adds, are most apt to sniff out problems before they happen.

If you're determined to choose a newcomer, ask that agent to share the listing with an established pro from the same office. "With two agents on your side, you'll benefit from both their strengths," Tayler says.

Educate yourself on the finances of prospective buyers.

In the aftermath of the real estate downturn, regulators have become exceedingly strict in their over-

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