

REAL ESTATE

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Incentives to sell right now



The Ferrari is included partly because the developer's husband owns International Auto Hous in Chestnut Hill.

Buyer of Brookline house also gets Ferrari

■ HOME OF THE WEEK

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take direction from me.' We've had a good relationship since then," she said.

As she walks a visitor through the home, it's clear that Stumpo has an eye for detail.

The finishing work has not yet begun - most of the house still has only its sub-flooring - but Stumpo can describe what all of the rooms will look like when they are completed.

Moldings, chair rails, ceiling medallions, fluted pilasters, raised-panel wainscoting, floor-to-ceiling mantelpieces - she doesn't miss a beat.

"I'm very concerned with the finish work. When people are paying

big money for a house, they want crown moldings," said Stumpo.

And, especially if they are women, they want a kitchen that isn't stuck away in some back corner, Stumpo said.

She put the kitchen in the center of the house, making it seem like a "command central."

In a 40-foot by 18-foot space, there's a cooking area, a dining area, and a sitting room with fireplace.

Off the kitchen, separated by a French door, there's a formal dining room.

"I like having the option of closing off the dining room from the kitchen when I'm entertaining," said

Stumpo.

Also off the kitchen, there's a full-scale pantry that is the size of a small room.

"Ask any woman. She'll tell you she would love to have a big pantry, in addition to lots of cabinet space," Stumpo said.

At the other end of the first floor, there's a large living room, a library, and a step-down family room.

Upstairs, the master suite has an extra room that could be used as a sitting area or an exercise room.

"Most of the people who buy houses in this price range are looking for an exercise room. I have one in my own house, right off the mas-

ter bedroom, and I love it," said Stumpo.

The master bath has a step-in double shower tiled in marble, a platform whirlpool bath, an extra-large linen closet.

In the master bedroom, there are two walk-in closets - one is average-sized, the second is twice as big.

The upper level also has three other bedrooms. Two share a marble bath, and the other has a private bath.

It's all pulled together by a two-story formal entryway, visible from the second-floor landing.

"Whether you have a little house or a big house, you need an elegant foyer. It shows confidence," said Stumpo.