

DARIEN MARKET REPORT

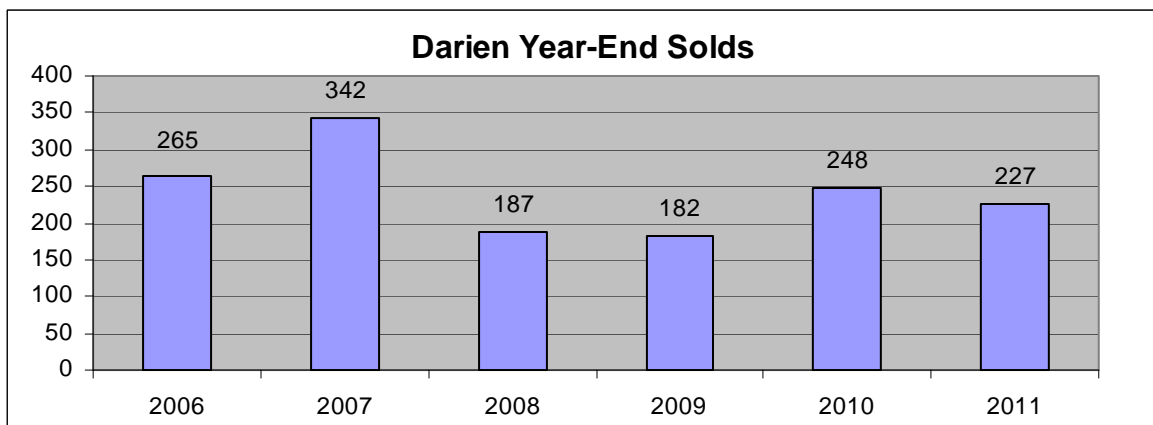
January 2012

2011 Year In Review

	2011	2010	%
Houses Sold	227	248	8.5% decrease
Median Sale Price	\$1,400,000	\$1,325,000	5.7% increase
Average Sale to List Price ratio	92.4%	94.0%	1.7% decrease
Dollar volume of solds	\$384,389,658	\$420,011,110	8.5% decrease

Darien house sales totals and dollar volume were both down 8.5 percent in 2011 vs. 2010. Yet, in 2011 the median sale price rose 5.7 percent, and the 227 solds is a 24.7 percent increase vs. 2009, when there were just 182 houses sold (see year-end comparison chart below, and more in-depth comparison chart on page 3). Despite the slight decrease in sales the energy in the market still appears to be heading in a positive direction relative to the initial challenges of the financial crises, in a similar fashion to many of the surrounding towns in lower Fairfield County. The most active price point in Darien in 2011 was in the \$1 million to \$1.5 million range, with 65 solds (36.7 percent). Arguably the most competitive price point for buyers was between \$2 million and \$2.5 million, where there were 23 solds vs. a year-end inventory of just 8 listings for an absorption rate in that price range of just 18 weeks (see Active vs. Sold chart, p. 3).

Actives: As of Dec. 31 there were 109 active houses on the market in Darien, ranging in price from \$425,000 to \$11,900,000 with a median list price of \$1,698,000.

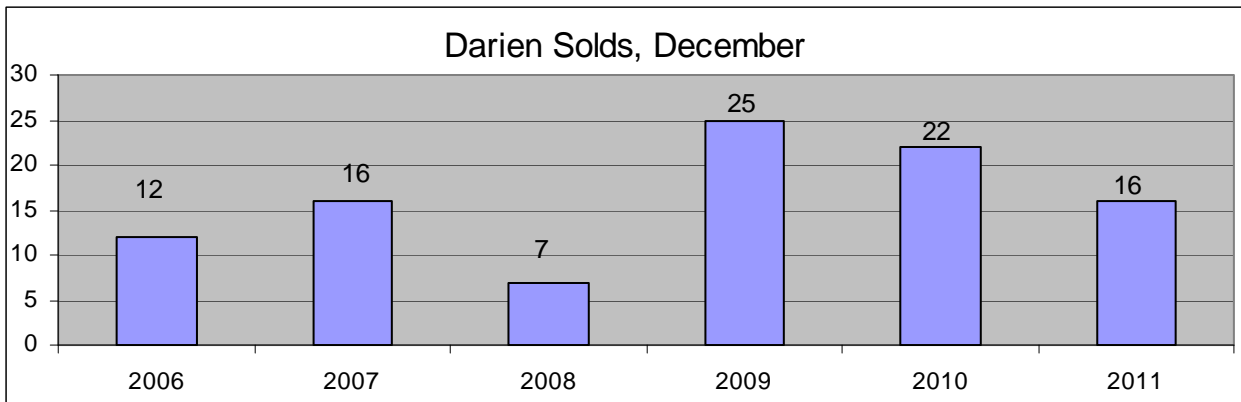


BARBARA CLEARY'S REALTY GUILD

Source: All data in report taken from Multiple Listing Services.

Darren December Houses Sold (16)

Address	Sale Price	List Price	%	Acres	Sqft	Year	Style	Bdrms	Baths	DOM
147 West Ave	\$555,000	\$595,000	-6.7%	0.17	1,200	1941	COL	3	2	93
11 Raymond Heights	\$606,750	\$625,000	-2.9%	0.17	1,308	1926	Farmh	3	1	85
104 Gardiner St	\$573,400	\$655,000	-12.5%	0.14	1,272	1940	Col	3	1	187
22 Bailey Ave	\$625,000	\$699,000	-10.6%	0.24	2,078	1916	Farmh	4	2	188
40 Ridgeley St	\$900,000	\$949,000	-5.2%	0.21	2,584	1955	Col	4	3	12
12 Oak Park Ave	\$965,000	\$949,900	1.6%	0.24	2,024	1960	Col	4	2	241
15 Christie Hill Rd	\$1,000,000	\$1,050,000	-4.8%	0.36	2,264	1972	Col	4	2	188
10 Birch Rd	\$1,350,000	\$1,399,000	-3.5%	0.46	2,904	1932	Col	4	2	19
14 Point O'Woods Rd S	\$1,495,000	\$1,595,000	-6.3%	1.19	3,228	1941	Col	4	3	226
14 East Trail	\$1,500,000	\$1,600,000	-6.3%	1.83	4,292	1910	Col	7	4	40
7 Rabbit Ln	\$1,560,000	\$1,749,000	-10.8%	1.002	4,266	1957	Cape	6	4	90
50 Stony Brook Rd	\$2,500,000	\$2,650,000	-5.7%	1.03	4,359	1950	Col	5	4	47
30 Tokeneke Trail	\$3,100,000	\$3,250,000	-4.6%	1.75	4,054	1940	Col	5	3	66
30 Old Farm Rd	\$2,975,000	\$3,450,000	-13.8%	1.2	5,075	1915	Col	5	4	90
741 Hollow Tree Ridge	\$3,700,000	\$4,195,000	-11.8%	2.85	7,200	1983	Col	5	5	374
253 Long Neck Point Rd	\$6,000,000	\$6,900,000	-13.0%	1.065	3,022	1977	Ranch	4	3	250



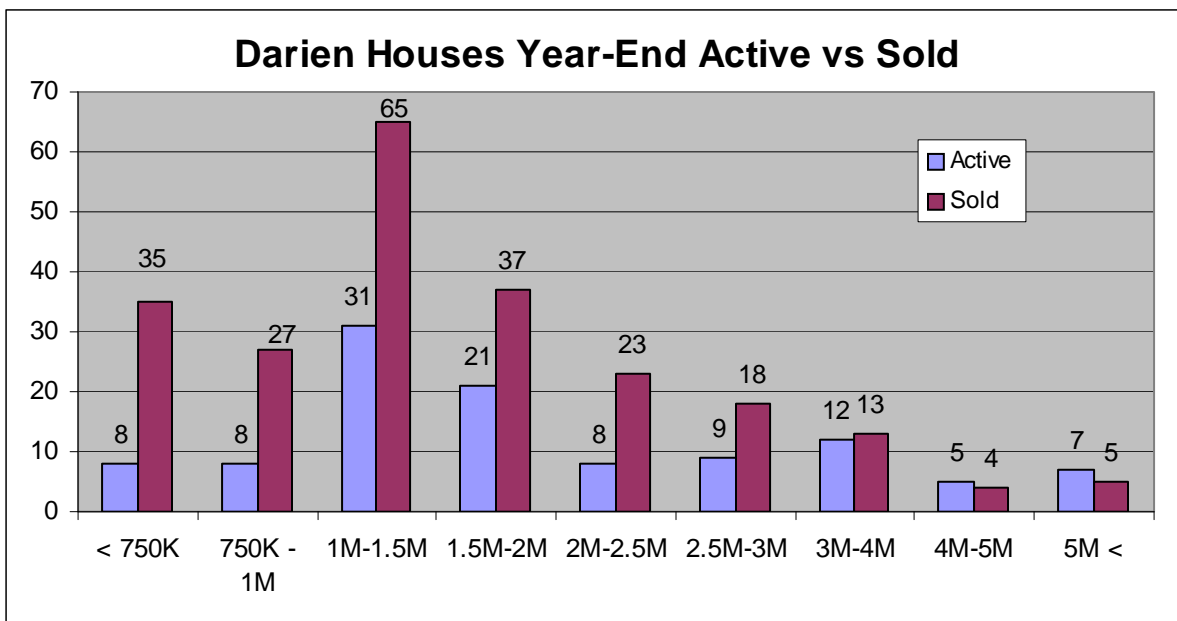
Darren Year-End Home Sales by Price Range

	2011	2010	%
Under \$750K	35	30	16.67% increase
\$750K—\$1 M	27	50	46% decrease
\$1M—\$1.5M	65	60	8.33 increase
\$1.5M—\$2M	37	43	19.95% decrease
\$2M—\$2.5M	23	22	4.55% increase
\$2.5M—\$3M	18	13	38.46% increase
\$3M—\$4M	13	17	23.53% decrease
\$4M—\$5M	4	8	50% decrease
\$5M <	5	5	0%

Darien 6-Year Recap				
	Houses sold	Median Sale Price	Dollar Volume of solds	% Change from Previous Year
2006	265	\$1,215,000	\$422,999,102	—
2007	342	\$1,437,500	\$636,809,987	50.5% increase
2008	187	\$1,335,000	\$291,435,163	54.2% decrease
2009	182	\$1,143,500	\$261,753,400	10.2% decrease
2010	248	\$1,325,000	\$420,011,110	60.5% increase
2011	227	\$1,400,000	\$384,389,658	8.5% decrease

Darien December Houses New Listings (6)

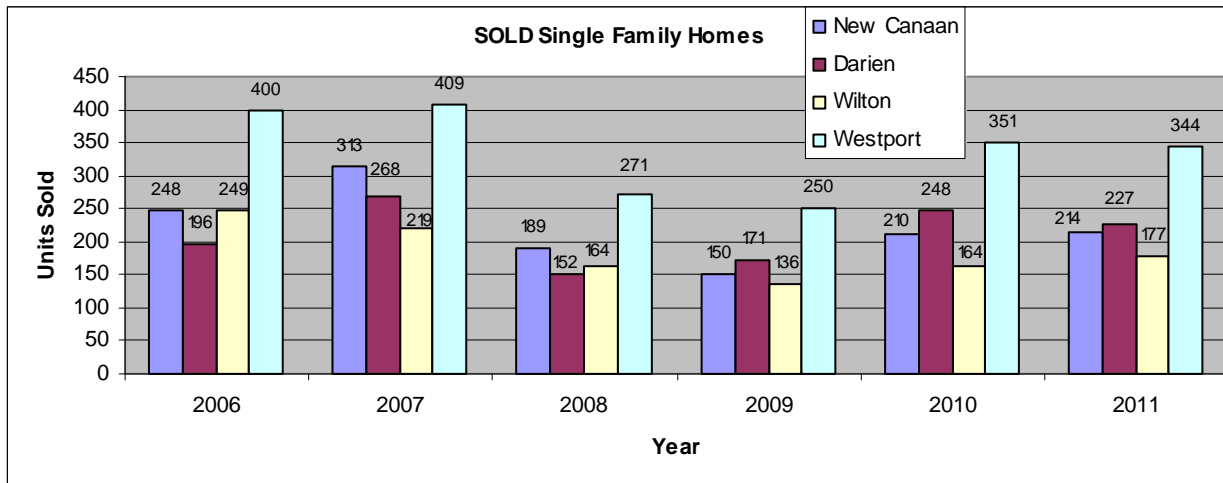
Address	List Price	Acres	Sqft	Year	Style	Bdrms	Baths
37 Richmond	\$895,000	.51	2776	1947	Col	4	2
223 Old Kings Hwy So	\$1,695,000	2.09	3424	1961	Cont	4	2
30 Hamilton Ln	\$2,375,000	1.68	6400	1956	Col	6	4
152 Goodwives River Rd	\$3,375,000	1.27	4794	1964	Col	4	4
17 Three Wells Ln	\$3,625,000	2.39	5294	1996	Col	5	5
340 Middlesex Rd	\$3,970,000	4.48	6554	1900	Farmh	5	5



Town Comparisons For 2011

SOLDS (Single Family Houses) Jan 1, 2011– Dec 31, 2011						
TOWN	Houses SOLD	vs. 2010	% change	Highest Selling Price	Lowest Selling Price	Median Selling Price
Darien	227	248	-8.45%	\$7,200,000	\$395,000	\$1,400,000
New Canaan	214	210	1.91%	\$6,500,000	\$430,000	\$1,600,000
Wilton	177	164	7.93%	\$4,000,000	\$234,900	\$825,000
Westport	344	351	-1.99%	\$6,300,000	\$215,000	\$1,085,625
Stamford	527	535	-1.5%	\$4,650,000	\$154,000	\$535,000

Collectively, the numbers for these five towns show a sustained energy after a rebound year in 2010. While three out of the five towns saw slight drops in total sales, collectively the difference between 2011 and 2010 with regards to number of houses sold is less than one percent (-0.42). Median Sale price was up for New Canaan and Darien (9.4 and 5.7 percent, respectively) but down for Wilton, Westport and Stamford (-11.6 percent for Wilton, -5.2 percent for Westport and -9.0 percent for Stamford). However, collectively, the towns median sale price fell just -2.4 percent.



ACTIVES (Single Family Houses) Dec. 31, 2011					
	Units	Lowest Priced Home	Highest Priced Home	Median List Price	Average List Price
Darien	109	\$425,000	\$11,900,000	\$1,698,000	\$2,295,310
New Canaan	157	\$410,000	\$13,850,000	\$1,950,000	\$2,486,220
Wilton	117	\$300,000	\$3,595,000	\$879,900	\$1,108,272
Westport	198	\$399,000	\$11,998,000	\$1,549,000	\$2,152,772
Stamford	296	\$188,000	\$18,900,000	\$698,000	\$972,022

Mortgage Matters: By Christine Bulgini

Prepare for the Spring Market and Get Mortgage Ready!

Where is the snow? An unusual start to 2012, and it feels like spring is right around the corner already. So, why not start some "spring cleaning" and get your financial house in order?

Step 1: Get a Free Copy of Your Credit Report. The Federal Government allows anyone with a credit history to receive a free copy of his or her credit report once a year. To take advantage of a free credit report, go to www.annualcreditreport.com. This website is sponsored by the Federal Trade Commission and www.ftc.gov. This report will not include your credit scores. To obtain your scores, visit www.myfico.com. A fee will be required for this additional information. Also, if you need to improve your credit by paying down debt, you will still have plenty of time to have an impact on your scores. Call me if you have any questions.

Step 2: Know Your Income for 2011. If you need your 2011 income to qualify for a mortgage and you do not have a paystub or W-2, get your tax return completed as soon as possible. If your returns have not been completed and you do not have a paystub or W-2, lenders will use the income reported on your 2009 and 2010 tax returns.

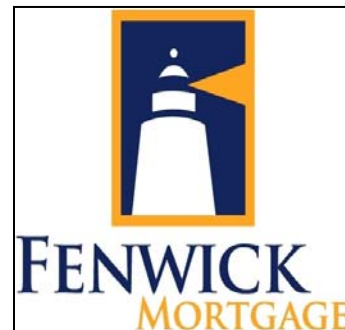
Step 3: Get Started Early. Talk to your Realtor® at Barbara Cleary's Realty Guild and start the process early. There may be some improvements or changes that may take some time. If you wait until the weather warms up, you will be calling on contractors at the same time everyone else is. Also, you may want to consult with your Realtor® about the best time to list your current property and the best time to start looking for a new home.

Step 4: Start Gathering the Necessary Documentation. The typical loan application documentation includes: past 2 years tax return with W-2 forms or 1099 forms, last 2 pay stubs (if applicable), last 60 days of statements for bank, investment and retirement accounts.

There are a lot of details and unknowns when purchasing and selling a home. Getting an early start on the details will certainly make the process go more smoothly. Ask the professionals you hire a lot of questions, establish a timetable that satisfies your needs and most importantly, share it with all that are involved.

Current rates on 2 loan programs. Please call for other options.

	5/1 ARM	30 year fixed
Loan Amount	\$625,500 to \$2,000,000	\$625,500 to \$2,000,000
Rate	3.00%	4.75%
APR	3.336% *1	4.778% *2



**1 Assumes loan amount of \$1,000,000 and 75% LTV. Monthly P&I payment of \$4,216.04.

**2 Assumes loan amount of \$1,000,000 and 75% LTV. Monthly P&I payment of \$5,216.47.

Rates effective 1-6-2012. Rates subject to change without notice.

Information provided by Christine Bulgini, NMLS ID # 166313

Fenwick Mortgage, LLC, NMLS ID# 68443

Mortgage broker only. Not a mortgage lender or mortgage correspondent lender.

27 Pine Street, New Canaan - Cell: 860-983-1247 email: christine@fenwickmortgage.com

Realty Guild Announces London Office

With high-end real estate continuing to operate on an international scale, Barbara Cleary's Realty Guild has joined with the United Kingdom's Mayfair International Realty. The firm will act as the Realty Guild's London office and marketing arm, as well as increasing ties to the international community with its over 350 offices in the UK and Europe. The Realty Guild will be an exclusive affiliate with Mayfair International and the only broker in Fairfield County to offer clients this unique exposure. The firm's clients will benefit from the added coverage their homes will receive, and buyers will appreciate the easy access they have to the Fairfield County markets.

The Realty Guild's new team in London has over 90 years of experience in international real estate, property marketing and in working with the real estate media. Properties will be marketed to European buyers through Mayfair International Realty's extensive media network and showcased on their prominent web site. Properties will also be listed on the real estate search site of the *Telegraph*, Britain's largest daily newspaper. In addition, Realty Guild clients will benefit from increased communication with Mayfair's many prominent U.S. affiliates.



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To Sell or Not to Sell?

By Carol McManus, Real Estate Consultant

Spring is not far behind these chilly January days and it is the time of year when homeowners most often begin to think about their next move. So what should you consider in deciding if this is the right time to sell? First and foremost are your family's needs. Ready to upsize or downsize? Change your job? These are just a couple of the life changes that can prompt a move. If this is the year you plan to put your home on the market, there are a few things you should do to make an informed decision in order to get the highest price – in the shortest amount of time – and with the least inconvenience.

- Detach yourself emotionally from your home and look at it as though you were a potential buyer walking through the door for the first time. Could I move my family into this home tomorrow without significant work? What features make this home attractive compared to other options on the market? What would I be willing to invest to own this home?
- Make appointments with 2 or 3 Realtors to get their professional feedback and price opinion. Make your decision on an agent who is knowledgeable about the market, excited about your property, and works for a company with the marketing expertise to give your home the exposure required to attract the right buyer. Realty Guild agents are always available to consult with you, free of charge.
- Set realistic expectations for yourself and your family. If selling quickly or by a specific deadline is your goal, then realistic pricing is imperative. Making your house easily accessible for showings will increase the probability of a quick sale but that also means the physical inconvenience of keeping the home ready for showing at a moment's notice.

Your Realtor is your professional partner. Choose the person you trust, who understands your goals, and the one who can confidently get you to the closing table so you can move on to your next venture!

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