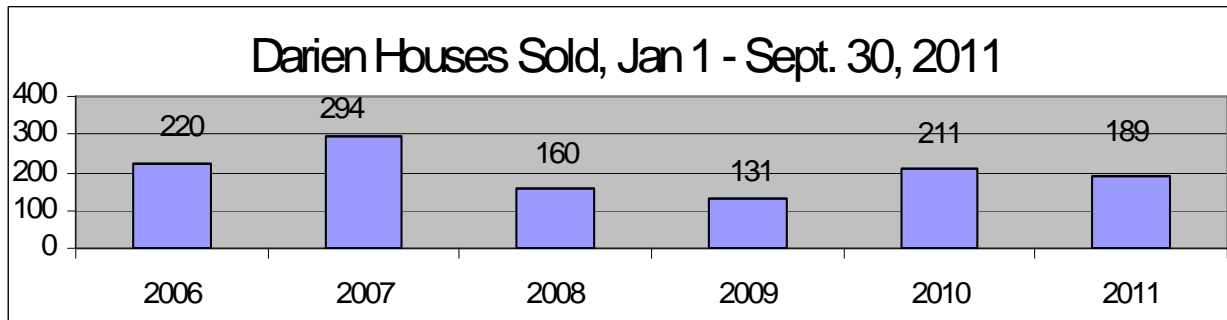


# DARIEN MARKET REPORT

## October 2011

### Third Quarter Overview



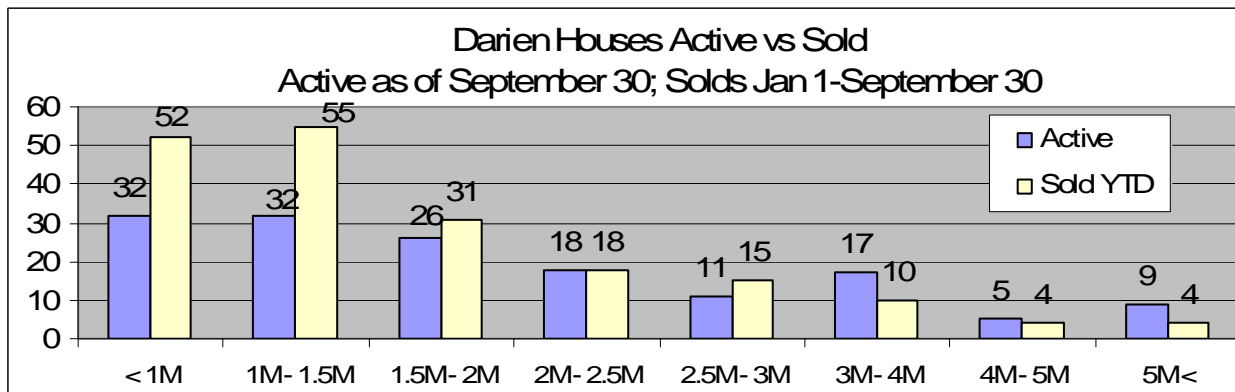
**Solds:** Through the first three quarters of 2011 the Darien real estate market has performed relatively strongly. While the 189 total houses sold is a 10.4 percent decrease from the 211 that sold in the first 9 months of 2010, the median price in 2011 is up 5.4 percent: \$1,400,000 in 2011 vs. \$1,325,000 in 2010. The solds-to-listings ratio remains relatively strong, particularly in the under \$1.5 million category. The big difference in sales between 2011 and 2010 occurred in the months of July and August: In 2011 we saw 55 closings in those two months vs. 75 closings over that same time period in 2010.

**September:** The 16 solds in September of 2011 is a 23 percent increase over the 13 solds in September, 2010, and the highest total for this month in four years (see chart page 2).

**Price points:** The under-\$1.5 million price point had 107 solds through the first three quarters of 2011, representing 57 percent of all closings (similar to 2010 when it represented 56 percent of closings). Based on September's activity, in which there were 12 houses sold at \$1.5 million or under, the absorption rate of houses in this price category (the estimated number of weeks it takes to sell the current inventory at the present rate of sales) is 25.2 weeks.

**Pendings:** There were just 7 houses pending in Darien as of Oct. 2 ranging in listing price from \$4,150,000 to \$669,000 with a median price of \$1,325,000.

**Active:** As of Oct. 2 there were 150 houses on the market, ranging in price from \$11,900,000 to \$345,000 with a median listing price of \$1,762,000.

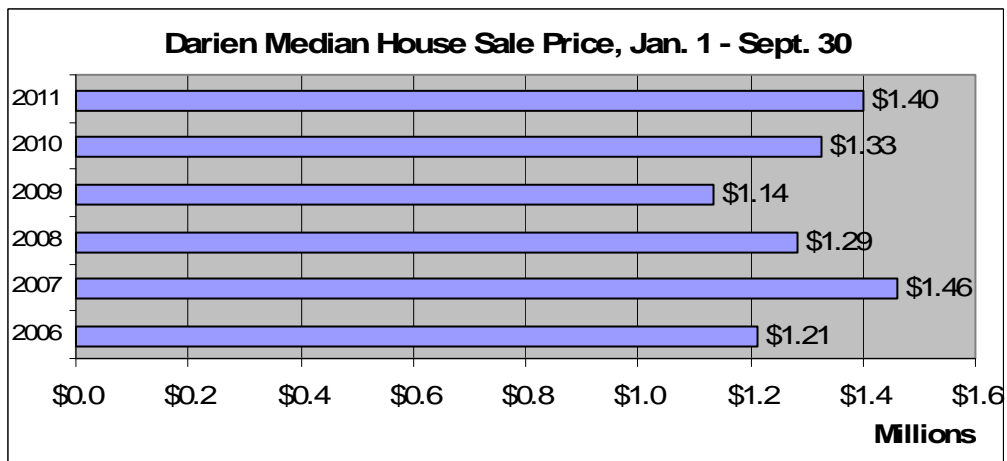
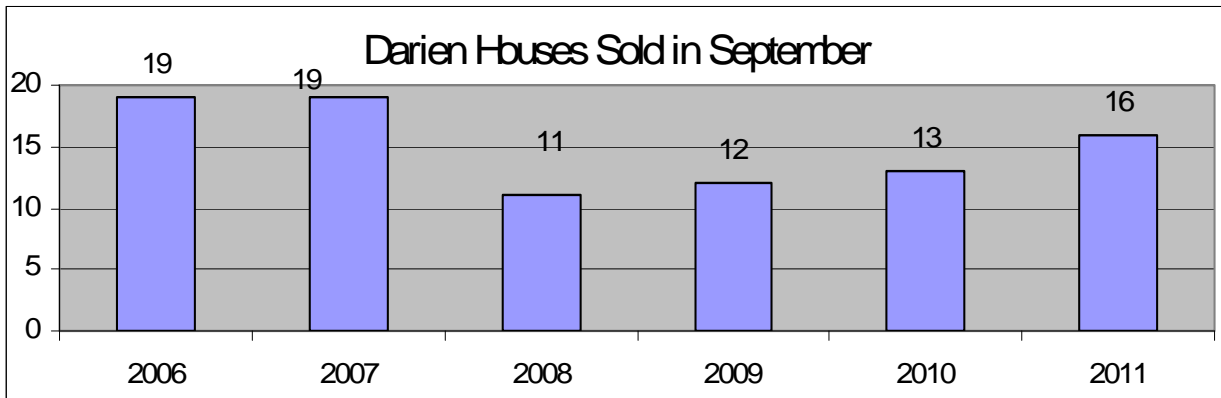


## BARBARA CLEARY'S REALTY GUILD

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

### Darien September Houses Sold (16)

Address	Sale Price	List Price	%	SqFt	Acres	Built	Style	BR	FB	HB
5 Holly Lane	\$3,025,000	\$3,275,000	-7.6%	5600	1.06	2008	COL	5	4	2
12 Tokeneke Trail	\$2,900,000	\$3,150,000	-7.9%	6358	1.01	1984	COL	5	4	2
11 Nolen Lane	\$2,602,500	\$2,775,000	-6.2%	6702	1.38	1955	COL	6	5	1
39 Tower Drive	\$2,235,000	\$2,395,000	-6.7%	5500	1.63	1961	COL	5	4	1
8 Pasture Ln.	\$1,390,000	\$1,399,000	-0.6%	2782	1.05	1950	CAPE	4	2	1
5 Red Cedar Drive	\$1,360,000	\$1,395,000	-2.5%	4182	0.46	1960	COL	4	3	1
16 Locust Hill Road	\$1,145,000	\$1,250,000	-8.4%	3227	1.08	1926	COL	4	3	1
27 Briar Brae Road	\$1,060,000	\$1,175,000	-9.8%	2139	0.53	1956	COL	4	3	1
38 Fairview Avenue	\$1,000,000	\$1,055,000	-5.2%	2456	0.38	1963	COL	4	2	1
11 Holmes Court	\$920,000	\$995,000	-7.5%	1990	0.18	1928	COL	3	3	1
11 Phillips Place	\$890,000	\$899,000	-1.0%	2128	0.33	1978	COL	4	2	1
21 Country Club Rd	\$885,000	\$940,000	-5.9%	2212	0.87	1962	COL	3	2	1
7 Fitch Ave	\$780,000	\$799,000	-2.4%	2100	0.2	1944	COL	3	2	0
25 Raymond Street	\$722,500	\$749,000	-3.5%	1440	0.23	1890	VICT	3	2	0
44 Phillips Lane	\$650,000	\$799,000	-18.6%	1959	0.37	1948	COL	3	2	1
53 Brookside Drive	\$525,000	\$579,000	-9.3%	1789	0.13	1916	OTHER	3	1	0



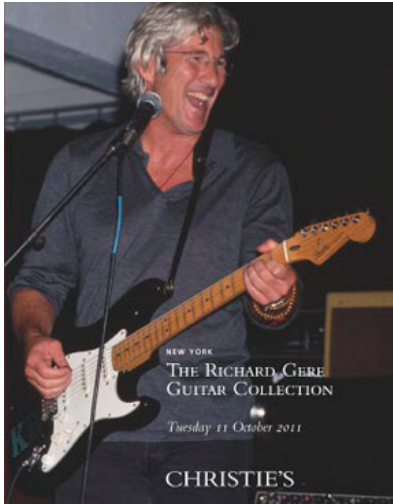
## BARBARA CLEARY'S REALTY GUILD

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

### Darien September Houses New Listings (27)

Address	Listing Price	SqFt	Acres	Built	Style	Bedrms	F Bth	H Bth
25 Brush Island	\$7,750,000	3242	2.18	1910	COL	6	3	1
400 Mansfield Avenue	\$4,900,000	6108	2.566	1935	COL	5	4	2
59 HOLLY LANE	\$3,995,000	8904	1.1	2004	COL	6	5	2
30 Old Farm Road	\$3,450,000	5075	1.2	1915	COL	5	4	2
9 Libby Lane	\$2,295,000	4809	1.22	1953	COL	4	5	0
262 Noroton Avenue	\$2,250,000	4758	1.24	1997	COL	4	5	2
320 Noroton Avenue	\$2,199,000	4826	0.34	2006	COL	5	3	3
51 Blueberry Lane	\$2,150,000	4488	2.36	1956	CONT	5	4	2
95 Raymond Street	\$1,950,000	4418	2.089	1980	COL	4	3	1
121 Brookside Road	\$1,895,000	3804	1	1955	COL	5	3	2
16 Linda Lane	\$1,825,000	3212	3.29	1959	COL	4	3	2
100 Pembroke Road	\$1,788,000	3122	1.82	1950	CAPE	5	3	0
14 Hickory Lane	\$1,695,000	3752	1.1	1954	RANCH	4	3	1
14 East Trail	\$1,600,000	4292	1.83	1910	COL	7	4	1
27 Blueberry Lane	\$1,495,000	2797	1.37	1953	RANCH	4	3	0
333 West Avenue #1	\$1,395,000	2800	0.24	2011	COL	3	3	1
27 Mansfield Avenue	\$1,375,000	3000	0.19	2007	COL	4	3	1
4 Duffy's Lane	\$1,314,000	2348	0.69	1964	COL	4	2	1
15 Cliff Avenue	\$1,299,000	3189	0.34	1992	COL	4	3	1
47 Nearwater Lane	\$1,295,000	2007	1	1950	RANCH	4	2	0
17 Chasmars Pond Rd	\$1,250,000	2820	0.56	1977	COL	4	2	1
6 Highland Avenue	\$1,195,000	2172	0.19	1920	COL	3	2	1
32 Miller Road	\$1,175,000	2717	0.52	1941	CAPE	4	3	0
178 Nearwater Lane	\$1,125,000	1374	0.19	1952	COL	3	2	0
8 Edgerton Street	\$885,000	1424	0.2	1940	COL	3	1	1
11 Raymond Heights	\$649,000	1308	0.17	1926	FARMH	3	1	1
60 Relihan Road	\$599,000	1276	0.14	1940	RANCH	3	1	0

<b>SOLD Town Comparison (Single Family Homes) Jan 1—Oct. 1 , 2011</b>				
Town	Units SOLD	Highest Selling Price	Lowest Selling Price	Median Selling Price
New Canaan	178	\$6,500,000	\$605,000	\$1,654,000
Darien	187	\$7,450,000	\$395,000	\$1,400,000
Wilton	141	\$4,000,000	\$284,200	\$825,000
Westport	285	\$6,300,000	\$215,000	\$1,100,000
Stamford	422	\$4,500,000	\$154,000	\$550,000



**Christie's Auction — The Richard Gere Guitar Collection**

Actor Richard Gere's life-long love of American vintage guitars inspired him to form a collection of some 106 instruments. On Oct. 11 Gere sold 102 of them in a Christie's auction in New York, realizing a total of \$936,438. Gere, who said he was parting with his beloved guitars to support humanitarian causes around the globe, donated all proceeds from the auction.

Gere's collection included brands by C.F. Martin, Gibson, Fender, Gretsch and Epiphone, and guitars once owned by blues guitarist Albert King and reggae musician Peter Tosh. The highest priced paid was for a Gibson 1960 Les Paul solid-body electric guitar, which sold to a private collector in the U.S. for \$98,500. Three of the top 10 sales were purchased by the CF Martin & Co. Museum in Nazareth, Pa., including a 1931 CF Martin guitar and case that went for \$62,500.

**Mortgage Matters: By Carl Bulgini**  
**Short Sales Update**

2010 was declared the "Year of the Short Sale." As 2011 comes to a close, several publications have declared 2011 as the "Year of the Short Sale." The short sale continues to be part of the real estate process.

Recently, I attended a short sale seminar and the attorney presenting the topic explained to the audience that he had completed over 500 short sale transactions in the past several years. A member of the audience shouted out, "So you must work all over the country! Clearly that is not what you worked on locally." The attorney replied, "No, we only work in Fairfield County." The attorney then told him how many short sales he was working on in the surrounding towns. He listed 3-4 towns and stated that he had 10-12 short sale transactions in each town!

For newcomers to the real estate market, a short sale is when a bank servicing a mortgage agrees to accept a mortgage payoff amount that is less than what is owed. This typically happens when the value of the property is below what is left on the mortgage. The short sale process is ever-changing and the best piece of advice when buying a short sale is to expect the unexpected. Recently, a local transaction was ready to close, and at the last minute, the bank that was servicing the mortgage (essentially the seller) decided to reopen the short sale decision process and required a 2nd appraisal. This was just two days before closing! The closing was delayed 3 more weeks. This put the buyer and the lender the buyer was using to finance the purchase in a very precarious situation. The buyer had to cancel the movers, renegotiate with the party buying his own house and notify his own lender that he needed to extend the rate lock. If interest rates were worse, he would have also suffered financially.

Today's historically low rates actually help the short sale process. One of the biggest risks in buying a short sale is trying to lock a rate, the process taking longer than expected, only to learn that rates went up in the meantime causing the cost of ownership to go up as a result.

If you are interested in a short sale property, hire both an experienced real estate attorney and a real estate firm who has helped buyers with short sale purchases. It makes a

big difference!	5/1 ARM	30 year fixed
Loan Amount	\$417,000 to 2,000,000	\$705,000 to 2,000,000
Rate	3.00%	4.75%
APR	3.190% *1	4.778% *2

\*1 1 Assumes loan amount of \$1,000,000 and 75% LTV. Principal and interest payment of \$4,216.04.

\*2 2 Assumes loan amount of \$1,000,000 and 75% LTV. Principal and interest payment of \$5,216.47. Rates effective 6-2-2011. Rates subject to change without notice.



Information provided by Carl Bulgini, NMLS ID # 68518, Fenwick Mortgage, LLC, NMLS ID# 68443

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

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## New Canaan's Real Estate Auctions

The town of New Canaan isn't normally thought of as a place where you often see real estate sold through auction. Yet, on one day, Oct. 20th of this year, two real estate auctions will take place in the town and both will be for multi-million dollar properties. The properties going to auction are 544 Oenoke Ridge Road, which was originally listed for \$22 million but is currently on the market for \$9,900,000 million, and 360-364 Laurel Road, which started out priced at \$12,500,000 and is currently \$10,900,000.

Both estates have been on the market for some time and a slow high-end market in the Westchester and Fairfield County area can be assumed to have played a part in the two seller's choices to sell via this method. However, when we do see real estate auctions it's not uncommon for them to be for a luxury property, and there is a reason for this.

Tom Banner of Concierge Auctions, the company that is overseeing both New Canaan auctions, compares the difficulty of selling some luxury properties to selling a Picasso painting. "The history we have seen is that [real estate auctions] work far better in the luxury segment, because there often aren't any comparables in the luxury market for certain properties," Banner says. "Take Laurel Road. There are no comps for that property. Good or bad. It's just a very unique house and little you can compare it to. And an auction is a way of getting people in a room and determining its value."

While the homes will go up for auction on the same day they will be taking two very different approaches. The format for Laurel Road will be an Absolute Auction. In this format, the house will be sold to the highest bidder on auction day, regardless of price. "To take that to the most absurd end, yes, in an absolute auction the property could sell for one dollar," says Banner, who also points out that there is a financial incentive given for an opening bid of \$6.9 million or above.

The property at 544 Oenoke will be having what is called an "Instant Gavel Auction," with a minimum undisclosed reserve. There is a minimum bid of \$3 million, but the undisclosed reserve (essentially how much more the seller needs over \$3 million) must be met or the seller has the option of not selling. This auction will take place on line ("think ebay" says Banner), over the course of five days from Oct. 20-25.

Both houses are currently holding open houses daily for potential bidders, and to participate in either auction you have to be pre-qualified. Please call the Realty Guild for assistance and information on participating.

## The Wall Street Journal Takes Note

In the span of 12 days Realty Guild listings at 153 Chichester Road in New Canaan and on Wallacks Point in Stamford were featured in articles by the Wall Street Journal.

On September 21st, the Journal highlighted Chichester Road (photo top right) as its House of the Day. It allotted for the estate a half-page spread in its paper edition and a another full feature in its on-line coverage. It pointed out the estate's 7.3 idyllic acres, over 15,000 square feet and an attention to detail in its style and construction that is above and beyond what most luxury properties embody.

On Oct. 3, the Journal turned its discerning eye to Grey Cliffs, the family compound on Wallacks Point in Stamford, making it its House of the Day and presenting a 13-photo feature on its on-line edition. The 6-acre estate (photo, bottom right) is nestled up against the long island sound and features two main houses, two beachfront cottages, three guest houses, 500 feet of sandy beach and spectacular waterfront views throughout.

For links to the articles on these homes please visit the News Archive section of Realty-Guild.com. Additional photos and info can be found at: [153ChichesterRd.com](http://153ChichesterRd.com) and at [GreyCliffsOnTheSound.com](http://GreyCliffsOnTheSound.com).



HOUSE OF THE DAY



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