

City: Darien



Julie Walsh
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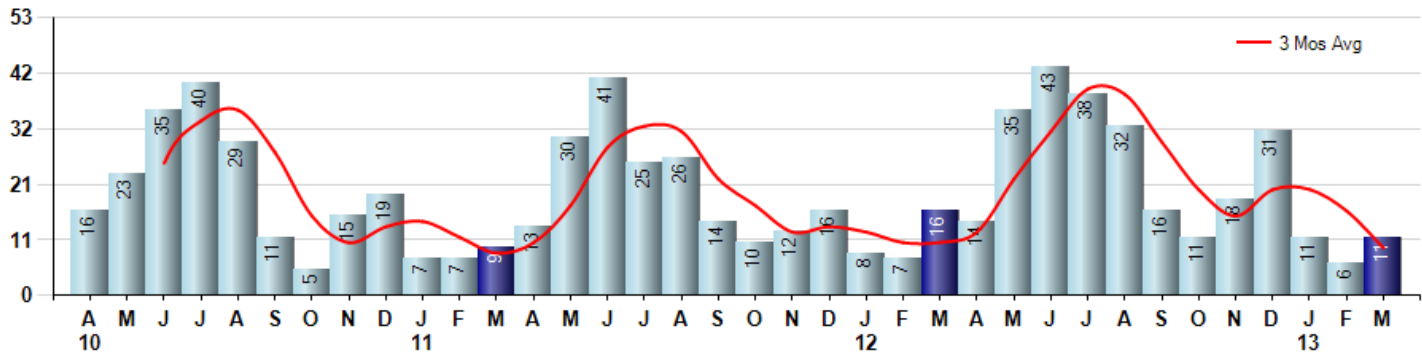
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,685,000 | ↓ | | ↑ | | | | |
| Average List Price of all Current Listings | \$2,352,736 | ↔ | | ↑ | | | | |
| March Median Sales Price | \$1,258,500 | ↓ | ↔ | ↑ | ↑ | \$1,279,250 | ↑ | ↑ |
| March Average Sales Price | \$1,447,302 | ↑ | ↓ | ↑ | ↓ | \$1,436,215 | ↑ | ↓ |
| Total Properties Currently for Sale (Inventory) | 152 | ↔ | | ↓ | | | | |
| March Number of Properties Sold | 11 | ↑ | | ↓ | | 28 | ↓ | |
| March Average Days on Market (Solds) | 112 | ↓ | ↓ | ↑ | ↓ | 145 | ↑ | ↑ |
| Asking Price per Square Foot (based on New Listings) | \$514 | ↓ | ↓ | ↑ | ↔ | \$573 | ↑ | ↑ |
| March Sold Price per Square Foot | \$509 | ↑ | ↔ | ↑ | ↑ | \$531 | ↑ | ↑ |
| March Month's Supply of Inventory | 13.8 | ↓ | ↓ | ↑ | ↑ | 17.1 | ↓ | ↑ |
| March Sale Price vs List Price Ratio | 98.5% | ↑ | ↑ | ↑ | ↑ | 96.8% | ↑ | ↑ |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

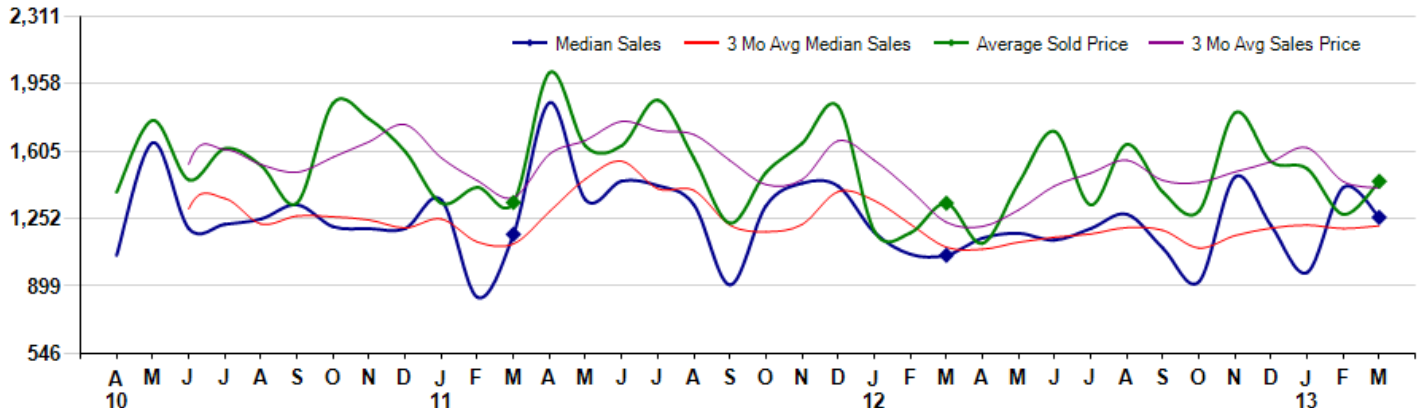
March Property sales were 11, down -31.3% from 16 in March of 2012 and 83.3% higher than the 6 sales last month. March 2013 sales were at a mid level compared to March of 2012 and 2011. March YTD sales of 28 are running -9.7% behind last year's year-to-date sales of 31.



Prices

The Median Sales Price in March was \$1,258,500, up 18.7% from \$1,060,000 in March of 2012 and down -11.1% from \$1,415,000 last month. The Average Sales Price in March was \$1,447,302, up 8.6% from \$1,333,000 in March of 2012 and up 13.6% from \$1,274,435 last month. March 2013 ASP was at highest level compared to March of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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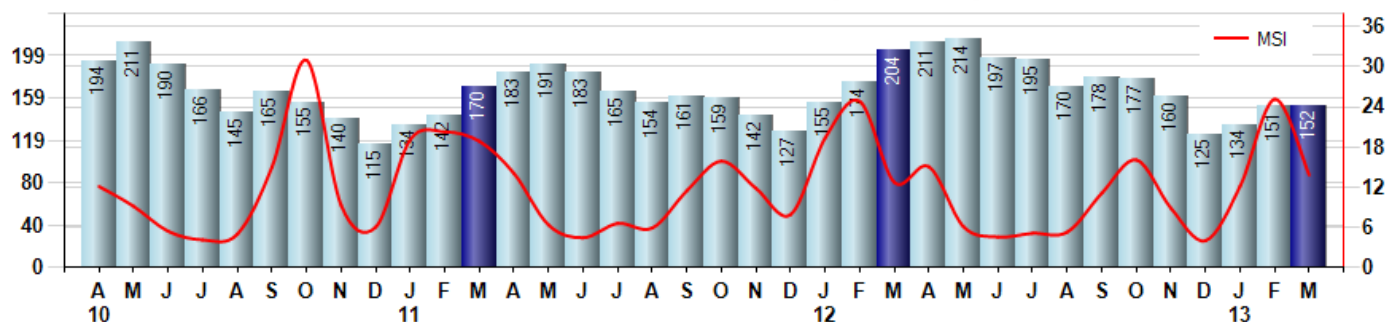
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of March was 152, up 0.7% from 151 last month and down -25.5% from 204 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 13.8 months was at a mid range compared with March of 2012 and 2011.

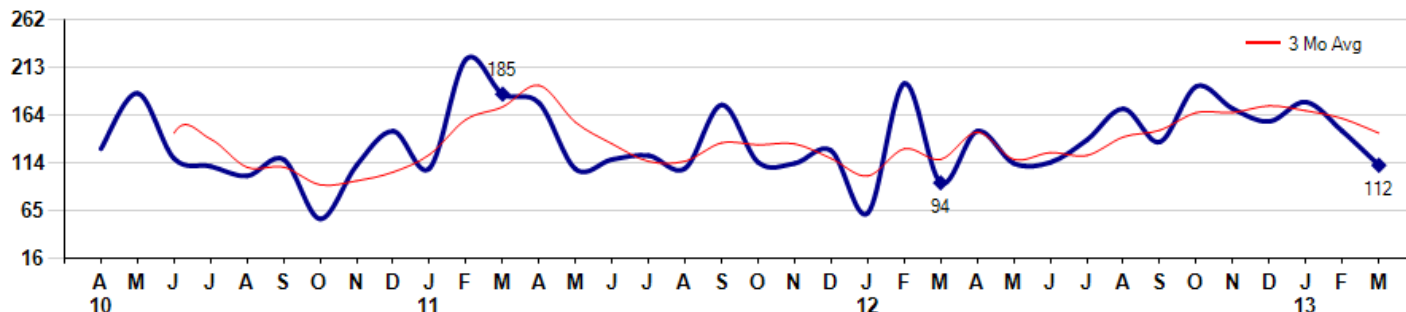
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 112, down -23.8% from 147 days last month and up 19.1% from 94 days in March of last year. The March 2013 DOM was at a mid range compared with March of 2012 and 2011.

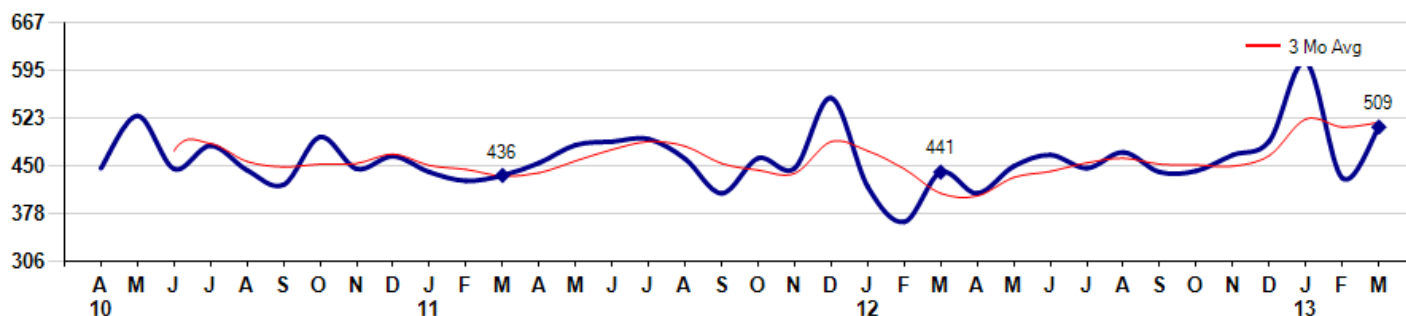
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2013 Selling Price per Square Foot of \$509 was up 17.8% from \$432 last month and up 15.4% from \$441 in March of last year.

Average Selling Price per Square Foot for properties that sold during the month



Based on information from Greater Fairfield County CMLS, Inc. for the period 4/1/2010 through 3/31/2013. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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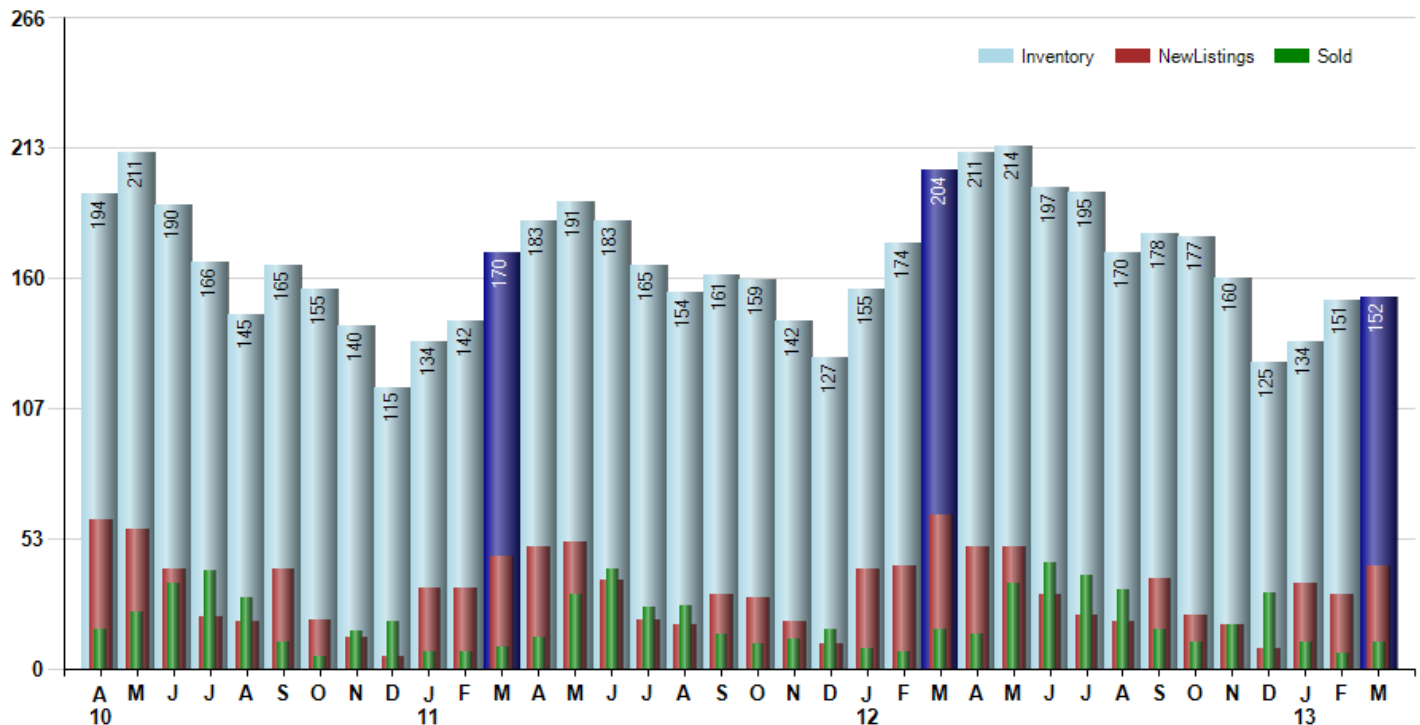
Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2013 Selling Price vs List Price of 98.5% was up from 96.4% last month and up from 94.5% in March of last year.



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2013 was 42, up 40.0% from 30 last month and down -33.3% from 63 in March of last year.



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MARKET ACTION REPORT

March 2013

City: *Darien*



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| | A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|----------------|------|----|----|----|----|----|----|----|----|------|----|---|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
| Homes Sold | 16 | 23 | 35 | 40 | 29 | 11 | 5 | 15 | 19 | 7 | 7 | 9 | 13 | 30 | 41 | 25 | 26 | 14 | 10 | 12 | 16 | 8 | 7 | 16 | 14 | 35 | 43 | 38 | 32 | 16 | 11 | 18 | 31 | 11 | 6 | 11 |
| 3 Mo. Roll Avg | | | 25 | 33 | 35 | 27 | 15 | 10 | 13 | 14 | 11 | 8 | 10 | 17 | 28 | 32 | 31 | 22 | 17 | 12 | 13 | 12 | 10 | 10 | 12 | 22 | 31 | 39 | 38 | 29 | 20 | 15 | 20 | 20 | 16 | 9 |

| | (000's) A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|-------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Median Sale Price | 1,060 | 1,650 | 1,200 | 1,223 | 1,250 | 1,325 | 1,210 | 1,200 | 1,200 | 1,350 | 840 | 1,170 | 1,859 | 1,350 | 1,449 | 1,425 | 1,325 | 905 | 1,320 | 1,438 | 1,423 | 1,181 | 1,066 | 1,060 | 1,150 | 1,175 | 1,140 | 1,200 | 1,275 | 1,098 | 922 | 1,470 | 1,215 | 970 | 1,415 | 1,259 |
| 3 Mo. Roll Avg | | | 1,303 | 1,358 | 1,224 | 1,266 | 1,262 | 1,245 | 1,203 | 1,250 | 1,130 | 1,120 | 1,290 | 1,460 | 1,553 | 1,408 | 1,400 | 1,218 | 1,183 | 1,221 | 1,393 | 1,347 | 1,223 | 1,102 | 1,092 | 1,128 | 1,155 | 1,172 | 1,205 | 1,191 | 1,098 | 1,163 | 1,202 | 1,218 | 1,200 | 1,215 |

| | A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Inventory | 194 | 211 | 190 | 166 | 145 | 165 | 155 | 140 | 115 | 134 | 142 | 170 | 183 | 191 | 183 | 165 | 154 | 161 | 159 | 142 | 127 | 155 | 174 | 204 | 211 | 214 | 197 | 195 | 170 | 178 | 177 | 160 | 125 | 134 | 151 | 152 |
| MSI | 12 | 9 | 5 | 4 | 5 | 15 | 31 | 9 | 6 | 19 | 20 | 19 | 14 | 6 | 4 | 7 | 6 | 12 | 16 | 12 | 8 | 19 | 25 | 13 | 15 | 6 | 5 | 5 | 5 | 11 | 16 | 9 | 4 | 12 | 25 | 14 |

| | A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|----------------|------|-----|-----|-----|-----|-----|----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Days On Market | 129 | 186 | 119 | 111 | 101 | 118 | 57 | 112 | 147 | 109 | 221 | 185 | 176 | 108 | 118 | 122 | 109 | 174 | 115 | 114 | 127 | 63 | 196 | 94 | 147 | 114 | 115 | 138 | 170 | 136 | 193 | 170 | 157 | 177 | 147 | 112 |
| 3 Mo. Roll Avg | | | 145 | 139 | 110 | 110 | 92 | 96 | 105 | 123 | 159 | 172 | 194 | 156 | 134 | 116 | 116 | 135 | 133 | 134 | 119 | 101 | 129 | 118 | 146 | 118 | 125 | 122 | 141 | 148 | 166 | 166 | 173 | 168 | 160 | 145 |

| | A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Price per Sq Ft | 447 | 526 | 446 | 481 | 444 | 422 | 494 | 446 | 465 | 441 | 428 | 436 | 455 | 482 | 487 | 491 | 461 | 409 | 462 | 447 | 553 | 419 | 366 | 441 | 409 | 450 | 467 | 447 | 471 | 441 | 443 | 467 | 488 | 607 | 432 | 509 |
| 3 Mo. Roll Avg | | | 473 | 484 | 457 | 449 | 453 | 454 | 468 | 451 | 445 | 435 | 440 | 458 | 475 | 487 | 480 | 454 | 444 | 439 | 487 | 473 | 446 | 409 | 405 | 433 | 442 | 455 | 462 | 453 | 452 | 450 | 466 | 521 | 509 | 516 |

| | A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.952 | 0.943 | 0.945 | 0.955 | 0.959 | 0.966 | 0.960 | 0.959 | 0.953 | 0.937 | 0.947 | 0.935 | 0.936 | 0.947 | 0.947 | 0.936 | 0.940 | 0.928 | 0.923 | 0.931 | 0.937 | 0.943 | 0.963 | 0.945 | 0.930 | 0.953 | 0.963 | 0.968 | 0.946 | 0.947 | 0.959 | 0.950 | 0.941 | 0.964 | 0.964 | 0.985 |
| 3 Mo. Roll Avg | | | 0.947 | 0.948 | 0.953 | 0.960 | 0.962 | 0.962 | 0.957 | 0.950 | 0.946 | 0.940 | 0.939 | 0.939 | 0.943 | 0.943 | 0.941 | 0.935 | 0.930 | 0.927 | 0.930 | 0.937 | 0.948 | 0.950 | 0.946 | 0.943 | 0.949 | 0.961 | 0.959 | 0.954 | 0.951 | 0.952 | 0.950 | 0.952 | 0.956 | 0.971 |

| | A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| New Listings | 61 | 57 | 41 | 21 | 19 | 41 | 20 | 13 | 5 | 33 | 33 | 46 | 50 | 52 | 36 | 20 | 18 | 30 | 29 | 19 | 10 | 41 | 42 | 63 | 50 | 50 | 30 | 22 | 19 | 37 | 22 | 18 | 8 | 35 | 30 | 42 |
| Inventory | 194 | 211 | 190 | 166 | 145 | 165 | 155 | 140 | 115 | 134 | 142 | 170 | 183 | 191 | 183 | 165 | 154 | 161 | 159 | 142 | 127 | 155 | 174 | 204 | 211 | 214 | 197 | 195 | 170 | 178 | 177 | 160 | 125 | 134 | 151 | 152 |
| Sales | 16 | 23 | 35 | 40 | 29 | 11 | 5 | 15 | 19 | 7 | 7 | 9 | 13 | 30 | 41 | 25 | 26 | 14 | 10 | 12 | 16 | 8 | 7 | 16 | 14 | 35 | 43 | 38 | 32 | 16 | 11 | 18 | 31 | 11 | 6 | 11 |

| | (000's) A 10 | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M |
|----------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 1,390 | 1,766 | 1,455 | 1,619 | 1,531 | 1,334 | 1,856 | 1,773 | 1,603 | 1,333 | 1,416 | 1,336 | 2,017 | 1,632 | 1,634 | 1,872 | 1,568 | 1,229 | 1,494 | 1,646 | 1,839 | 1,188 | 1,177 | 1,333 | 1,122 | 1,438 | 1,709 | 1,324 | 1,641 | 1,391 | 1,292 | 1,806 | 1,550 | 1,513 | 1,274 | 1,447 |
| 3 Mo. Roll Avg | | | 1,537 | 1,613 | 1,535 | 1,495 | 1,574 | 1,655 | 1,744 | 1,570 | 1,451 | 1,362 | 1,590 | 1,661 | 1,761 | 1,713 | 1,692 | 1,556 | 1,430 | 1,456 | 1,659 | 1,558 | 1,401 | 1,233 | 1,211 | 1,298 | 1,423 | 1,490 | 1,558 | 1,452 | 1,441 | 1,496 | 1,549 | 1,623 | 1,446 | 1,412 |

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