

## City: Weston

### TNT Partners

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Price Range: Below to 100,000,000 | Properties: Single Family - Condo - TwnHm - Land

### Market Profile & Trends Overview

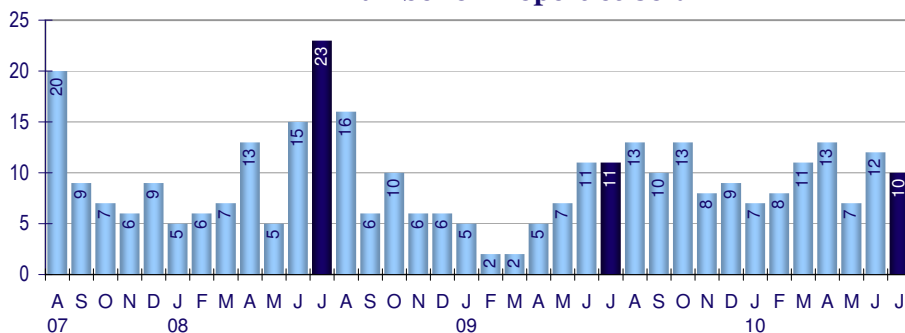
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$864,000	2%		-13%				
Average List Price of all Current Listings	\$1,153,177	-2%		1%				
July Median Sales Price	\$1,299,500	64%	46%	76%	60%	\$836,000	7%	3%
July Average Sales Price	\$1,396,600	51%	43%	79%	54%	\$914,398	-2%	1%
Total Properties Currently for Sale (Inventory)	192	2%		-9%				
July Number of Properties Sold	10	-17%		-9%		68	58%	
July Average Days on Market (Solds)	94	-15%	-18%	11%	-30%	124	4%	-8%
July Month's Supply of Inventory	19.2	23%	-8%	1%	-44%	19.4	-58%	-44%
July Sale Price vs List Price Ratio	88.8%	-7.8%	-3.4%	-7.9%	-3.4%	92.3%	.3%	.4%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

### Property Sales

July Property sales were 10, down 9.1% from 11 in July of 2009 and 16.7% lower than the 12 sales last month. July 2010 sales were at their lowest level compared to July of 2009 and 2008. July YTD sales of 68 are running 58.1% ahead of last year's year-to-date sales of 43.

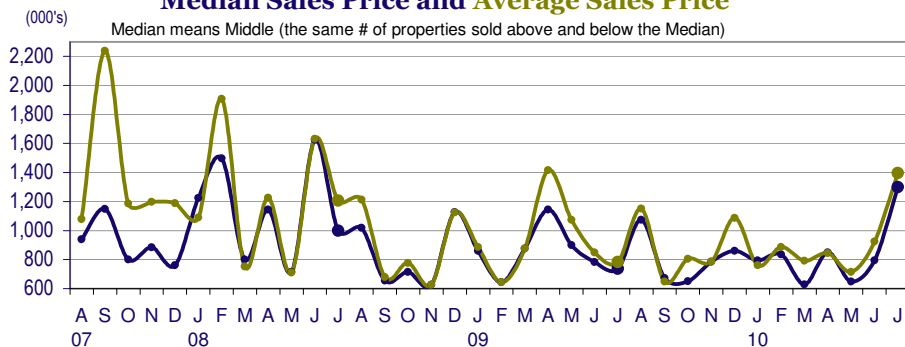
### Number of Properties Sold



### Prices

The Median Sales Price in July was \$1,299,500, up 76.2% from \$737,500 in July of 2009 and up 63.8% from \$793,250 last month. The Average Sales Price in July was \$1,396,600, up 78.6% from \$782,136 in July of 2009 and up 51.1% from \$924,200 last month. July 2010 ASP was at the highest level compared to July of 2009 and 2008.

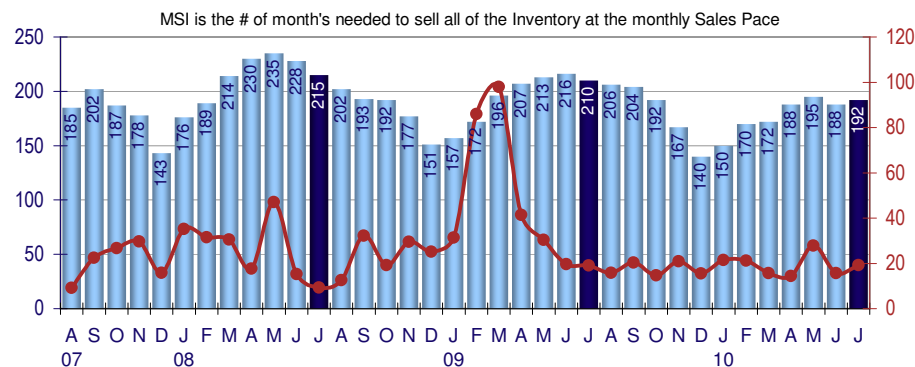
### Median Sales Price and Average Sales Price



### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 192, up 2.1% from 188 last month and down 8.6% from 210 in July of last year. July 2010 Inventory was at its lowest level compared with July of 2009 and 2008.

### Total Inventory & Month's Supply of Inventory (MSI)



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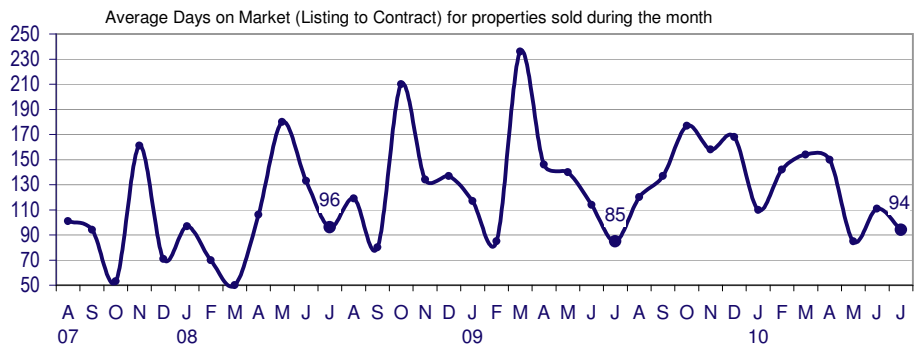


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### Market Time

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 July was 94, down 15.3% from 111 days last month and up 10.6% from 85 days in July of last year. The July 2010 DOM was at a mid level compared with July of 2009 and 2008.

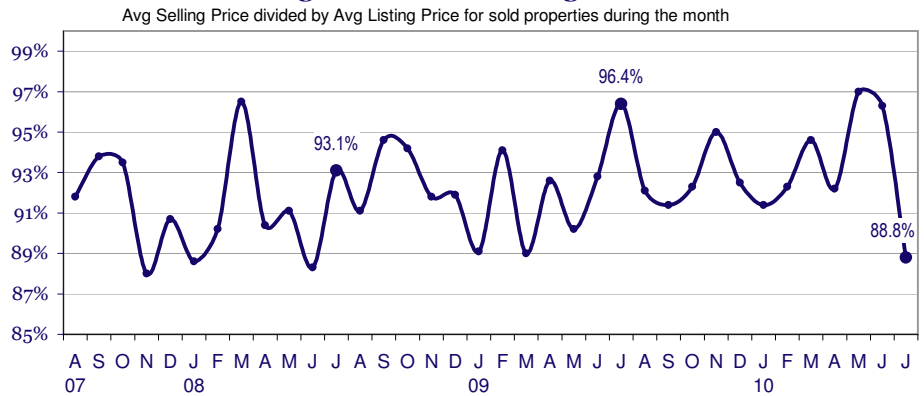
### Days On Market for Sold Properties



### Selling Price vs Original Listing Price

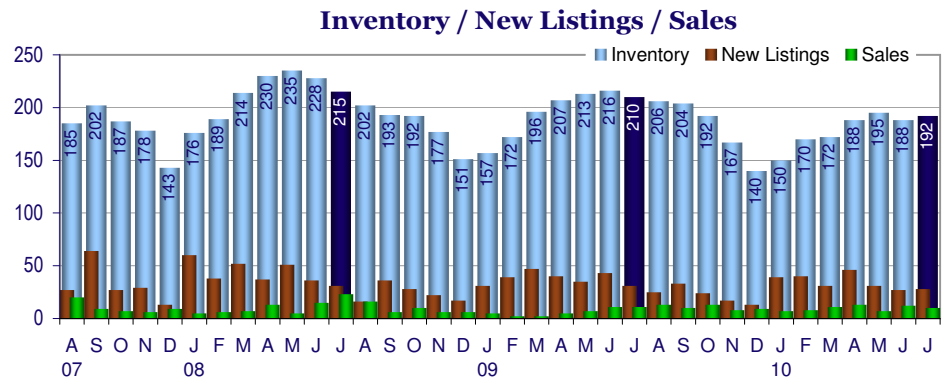
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2010 Selling Price vs Original List Price of 88.8% was down from 96.3% last month and down from 96.4% in July of last year.

### Selling Price versus Listing Price Ratio



### 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 July 2010 was 28, up 3.7% from 27 last month and down 9.7% from 31 in July of last year.



# Inventory / Listings / Sales

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July 2010

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