

## City: Wilton

### TNT Partners

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

### Market Profile & Trends Overview

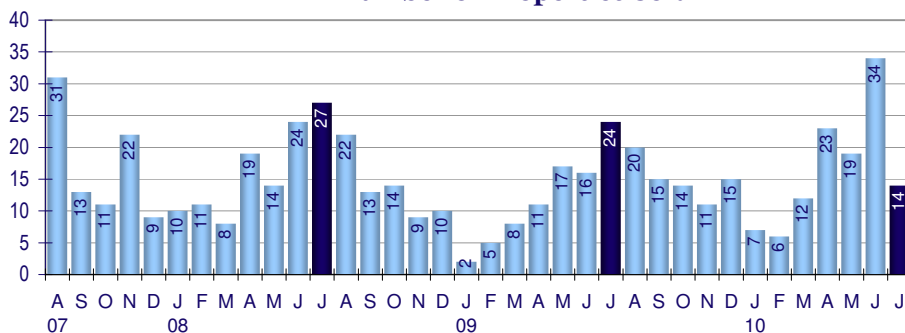
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$839,000	-1%		-2%				
Average List Price of all Current Listings	\$1,101,802	-1%		-6%				
July Median Sales Price	\$1,004,000	40%	38%	45%	43%	\$729,000	6%	4%
July Average Sales Price	\$1,053,836	42%	30%	23%	24%	\$793,949	-3%	-7%
Total Properties Currently for Sale (Inventory)	229	0%		2%				
July Number of Properties Sold	14	-59%		-42%		115	39%	
July Average Days on Market (Solds)	78	-18%	-26%	-37%	-37%	110	-7%	-11%
July Month's Supply of Inventory	16.4	143%	38%	75%	-29%	16.2	-47%	-29%
July Sale Price vs List Price Ratio	96.0%	1.6%	1.8%	2.1%	2.6%	94.2%	.4%	.7%

\* 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 14, down 41.7% from 24 in July of 2009 and 58.8% lower than the 34 sales last month. July 2010 sales were at their lowest level compared to July of 2009 and 2008. July YTD sales of 115 are running 38.6% ahead of last year's year-to-date sales of 83.

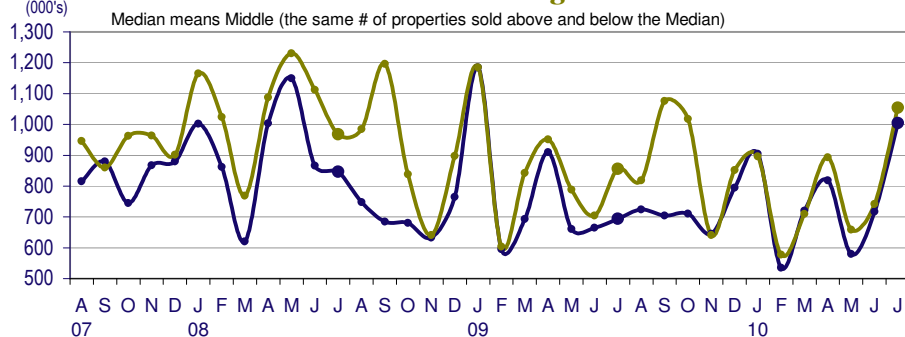
### Number of Properties Sold



### Prices

The Median Sales Price in July was \$1,004,000, up 44.7% from \$693,750 in July of 2009 and up 40.1% from \$716,500 last month. The Average Sales Price in July was \$1,053,836, up 23.2% from \$855,681 in July of 2009 and up 42.1% from \$741,607 last month. July 2010 ASP was at the highest level compared to July of 2009 and 2008.

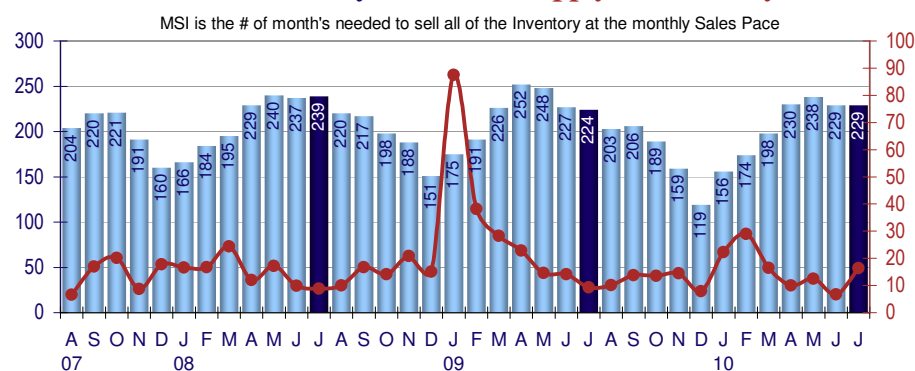
### Median Sales Price and Average Sales Price



### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 229, equal to 229 last month and up 2.2% from 224 in July of last year. July 2010 Inventory was at a mid level compared with July of 2009 and 2008.

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



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2010 MSI of 16.4 months was at its highest level compared with July of 2009 and 2008.

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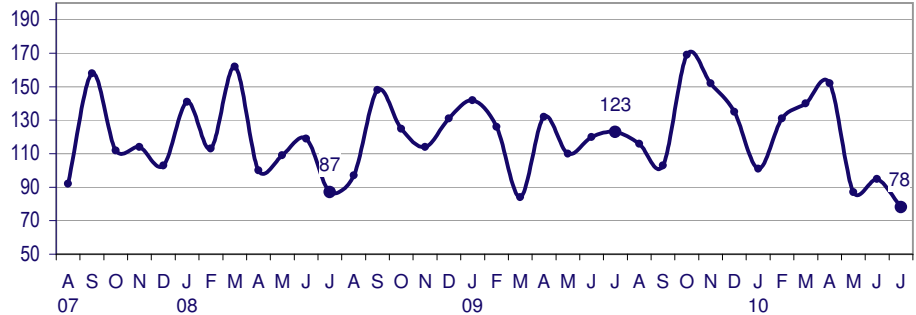
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### Market Time

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 78, down 17.9% from 95 days last month and down 36.6% from 123 days in July of last year. The July 2010 DOM was at its lowest level compared with July of 2009 and 2008.

### Days On Market for Sold Properties

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

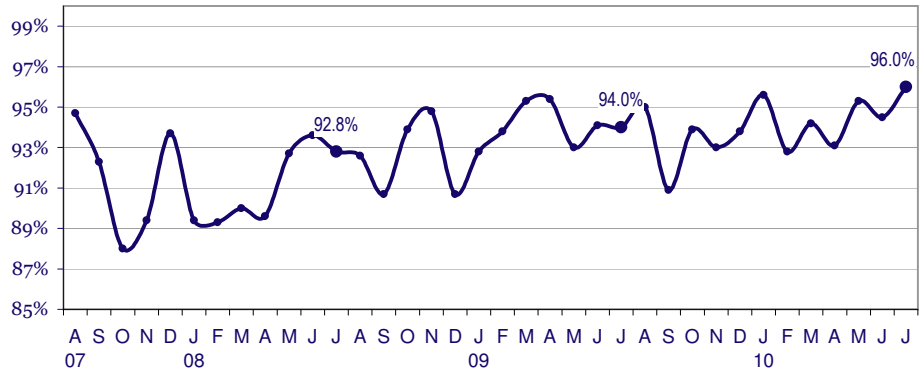


### Selling Price vs Original Listing Price

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 96.0% was up from 94.5% last month and up from 94.0% in July of last year.

### Selling Price versus Listing Price Ratio

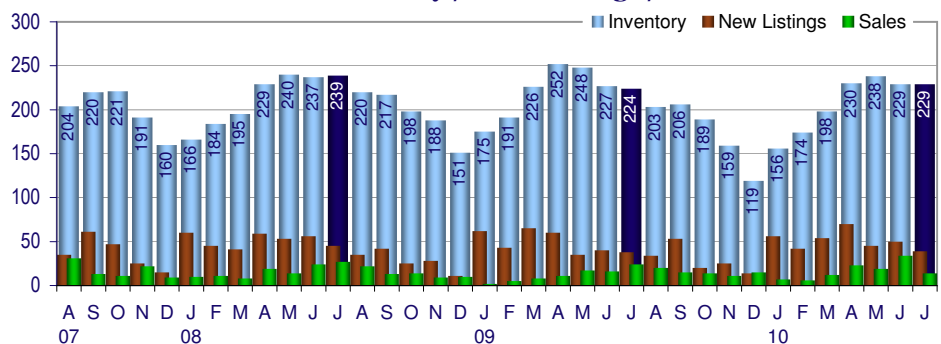
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 39, down 22.0% from 50 last month and up 2.6% from 38 in July of last year.

### Inventory / New Listings / Sales



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