



JANUARY 2016

SINGLE-FAMILY YEAR-TO-DATE MARKET SNAPSHOT



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The Year-to-Date Market Snapshot details key statistical information for single-family listings recorded within TREND. This statistical report is organized by county and contains valuable year-to-date information for sales, prices and percentage changes for each of the last three years. This easy-to-read, at-a-glance format empowers you to evaluate current market activity for year-to-date sales as well as to compare it to previous years, so you can quickly and clearly see the annual trends in a particular market area.

Utilizing the Market Snapshot allows you to gain a better understanding of your market. This will give you new insights and increased value when working with consumers. This powerful statistical report is provided exclusively to TREND members.

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Definitions

Settled Units	The number of single-family listings settled year-to-date (YTD) through the specified month and year.
Average Settled Price	The average price that single-family listings have settled for year-to-date (YTD) through the specified month and year. Determined by dividing the Total Settled Volume by the number of Settled Units.
Median Settled Price	The median price that single-family listings have settled for year-to-date (YTD) through the specified month and year. Determined by arranging all Settled Units year-to-date (YTD) in numerical order by price and then selecting the middle value.
Total Settled Volume	The total dollar volume of single-family listings that have settled year-to-date (YTD) through the specified month and year.
Avg SPrice / OPrice (Average Settled Price / Original Price)	The average percentage of the Original Price that single-family listings have settled for year-to-date (YTD) through the specified month and year. This number is determined by calculating the Settled Price/Original Price for every listing, summing them and then dividing by the number of settled listings. TREND excludes listings if the Settled Price is greater than 150 percent or less than 50 percent of the Original Price. This ensures the percentage is more representative of listings in the market area.

Notes on Statistics

- All statistics are from TREND's monthly Residential Activity Reports. While each original version of the Residential Activity Report is subsequently updated each of the next two months, any changes will not be reflected in this report. Due to the fluid nature of MLS data, insignificant statistical variations may occur with regard to sales activity between the various TREND reports.
- Mobile homes and condominiums are excluded from these statistics.
- This report includes information on listings and transactions facilitated through TREND and does not reflect the total number of listings and transactions of a given market area.
- All monetary statistics are rounded to the nearest \$10.

Year-To-Date Market Snapshot: Single-Family, January 2016

Berks County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	223	215	241	-3.59%	12.09%
Average Settled Price	\$154,000	\$141,000	\$154,000	-8.44%	9.22%
Median Settled Price	\$144,000	\$135,000	\$139,000	-6.25%	2.96%
Total Settled Volume	\$34,468,000	\$30,526,000	\$37,282,000	-11.44%	22.13%
Avg SPrice/OPrice	91.00%	89.85%	90.32%	-1.26%	0.52%

Bucks County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	339	366	384	7.96%	4.92%
Average Settled Price	\$337,000	\$326,000	\$326,000	-3.26%	0.00%
Median Settled Price	\$276,000	\$290,000	\$280,000	5.07%	-3.45%
Total Settled Volume	\$114,364,000	\$119,666,000	\$125,390,000	4.64%	4.78%
Avg SPrice/OPrice	93.00%	92.17%	92.23%	-0.89%	0.07%

Chester County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	303	303	349	0.00%	15.18%
Average Settled Price	\$332,000	\$376,000	\$362,000	13.25%	-3.72%
Median Settled Price	\$283,000	\$308,000	\$310,000	8.83%	0.65%
Total Settled Volume	\$100,808,000	\$114,112,000	\$126,467,000	13.20%	10.83%
Avg SPrice/OPrice	93.62%	92.86%	93.35%	-0.81%	0.53%

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Delaware County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	266	327	353	22.93%	7.95%
Average Settled Price	\$245,000	\$246,000	\$241,000	0.41%	-2.03%
Median Settled Price	\$185,000	\$191,000	\$164,000	3.24%	-14.14%
Total Settled Volume	\$65,254,000	\$80,574,000	\$85,148,000	23.48%	5.68%
Avg SPrice/OPrice	89.70%	90.84%	89.92%	1.27%	-1.01%

Montgomery County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	463	454	522	-1.94%	14.98%
Average Settled Price	\$314,000	\$307,000	\$309,000	-2.23%	0.65%
Median Settled Price	\$262,000	\$263,000	\$255,000	0.38%	-3.04%
Total Settled Volume	\$145,448,000	\$139,708,000	\$161,382,000	-3.95%	15.51%
Avg SPrice/OPrice	92.54%	91.61%	93.24%	-1.00%	1.78%

Philadelphia County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	710	705	877	-0.70%	24.40%
Average Settled Price	\$175,000	\$173,000	\$190,000	-1.14%	9.83%
Median Settled Price	\$128,000	\$125,000	\$150,000	-2.34%	20.00%
Total Settled Volume	\$124,339,000	\$121,988,000	\$166,650,000	-1.89%	36.61%
Avg SPrice/OPrice	89.53%	90.12%	91.56%	0.66%	1.60%

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Schuylkill County, PA

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	71	59	51	-16.90%	-13.56%
Average Settled Price	\$66,000	\$74,000	\$65,000	12.12%	-12.16%
Median Settled Price	\$42,000	\$56,000	\$30,000	33.33%	-46.43%
Total Settled Volume	\$4,702,000	\$4,416,000	\$3,332,000	-6.08%	-24.55%
Avg SPrice/OPrice	83.88%	87.00%	82.31%	3.72%	-5.39%

Burlington County, NJ

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	233	248	339	6.44%	36.69%
Average Settled Price	\$250,000	\$225,000	\$238,000	-10.00%	5.78%
Median Settled Price	\$195,000	\$191,000	\$195,000	-2.05%	2.09%
Total Settled Volume	\$58,279,000	\$55,850,000	\$80,734,000	-4.17%	44.56%
Avg SPrice/OPrice	90.41%	90.68%	91.19%	0.30%	0.56%

Camden County, NJ

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	230	276	365	20.00%	32.25%
Average Settled Price	\$194,000	\$188,000	\$173,000	-3.09%	-7.98%
Median Settled Price	\$173,000	\$165,000	\$155,000	-4.62%	-6.06%
Total Settled Volume	\$44,713,000	\$52,146,000	\$63,352,000	16.62%	21.49%
Avg SPrice/OPrice	90.36%	90.71%	90.15%	0.39%	-0.62%

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Cumberland County, NJ

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	36	35	48	-2.78%	37.14%
Average Settled Price	\$146,000	\$124,000	\$143,000	-15.07%	15.32%
Median Settled Price	\$135,000	\$125,000	\$142,000	-7.41%	13.60%
Total Settled Volume	\$5,285,000	\$4,341,000	\$6,894,000	-17.86%	58.81%
Avg SPrice/OPrice	89.73%	85.44%	89.19%	-4.78%	4.39%

Gloucester County, NJ

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	134	136	181	1.49%	33.09%
Average Settled Price	\$193,000	\$198,000	\$201,000	2.59%	1.52%
Median Settled Price	\$181,000	\$190,000	\$185,000	4.97%	-2.63%
Total Settled Volume	\$25,958,000	\$26,975,000	\$36,381,000	3.92%	34.87%
Avg SPrice/OPrice	91.52%	91.92%	91.58%	0.44%	-0.37%

Mercer County, NJ

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	163	158	207	-3.07%	31.01%
Average Settled Price	\$370,000	\$364,000	\$379,000	-1.62%	4.12%
Median Settled Price	\$232,000	\$220,000	\$250,000	-5.17%	13.64%
Total Settled Volume	\$60,398,000	\$57,635,000	\$78,585,000	-4.57%	36.35%
Avg SPrice/OPrice	90.81%	89.72%	91.53%	-1.20%	2.02%

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Salem County, NJ

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	18	24	32	33.33%	33.33%
Average Settled Price	\$85,000	\$147,000	\$121,000	72.94%	-17.69%
Median Settled Price	\$49,000	\$145,000	\$122,000	195.92%	-15.86%
Total Settled Volume	\$1,533,000	\$3,535,000	\$3,901,000	130.59%	10.35%
Avg SPrice/OPrice	84.46%	90.10%	88.09%	6.68%	-2.23%

Kent County, DE

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	100	127	111	27.00%	-12.60%
Average Settled Price	\$189,000	\$184,000	\$191,000	-2.65%	3.80%
Median Settled Price	\$189,000	\$175,000	\$193,000	-7.41%	10.29%
Total Settled Volume	\$18,928,000	\$23,419,000	\$21,301,000	23.73%	-9.04%
Avg SPrice/OPrice	94.39%	93.07%	95.23%	-1.40%	2.32%

New Castle County, DE

	YTD Jan 2014	YTD Jan 2015	YTD Jan 2016	2014/2015 Change	2015/2016 Change
Settled Units	285	305	338	7.02%	10.82%
Average Settled Price	\$234,000	\$228,000	\$243,000	-2.56%	6.58%
Median Settled Price	\$197,000	\$200,000	\$220,000	1.52%	10.00%
Total Settled Volume	\$66,726,000	\$69,807,000	\$82,164,000	4.62%	17.70%
Avg SPrice/OPrice	92.64%	92.87%	93.28%	0.25%	0.44%