

# Industry Watch

## Q3-2015

Bucks County Association of REALTORS®  
Burlington Camden County Association of REALTORS®  
Gloucester / Salem Counties Board of REALTORS®  
Greater Philadelphia Association of REALTORS®  
Kent County Association of REALTORS®  
Mercer County Association of REALTORS®  
Montgomery County Association of REALTORS®  
New Castle County Board of REALTORS®  
Reading-Berks Association of REALTORS®  
Suburban West REALTORS® Association



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## All Counties Overview

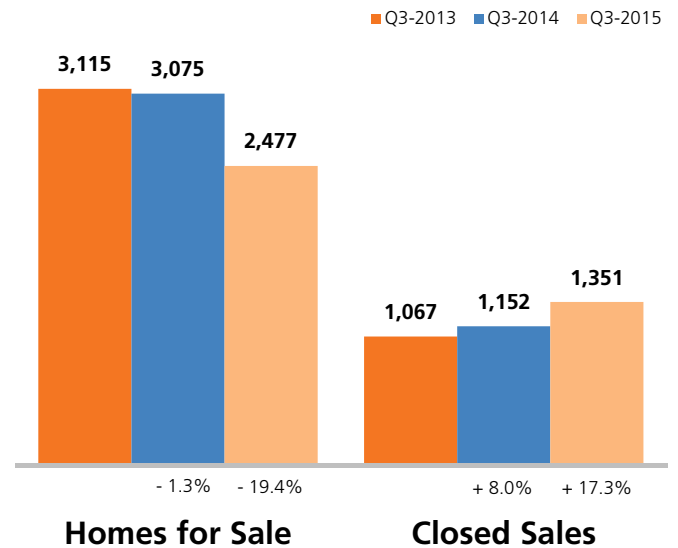
	Median Sales Price		Pct. of Orig. Price Rec'd.		Average Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
Berks	\$158,000	↓ -0.6%	93.9%	↑ +1.3%	90	↓ -16.1%	1,351	↑ +17.3%
Bucks	\$290,000	→ 0.0%	94.9%	↑ +0.5%	78	↑ +6.2%	2,362	↑ +14.9%
Burlington	\$215,000	↑ +2.4%	93.3%	↑ +0.4%	96	↓ -5.4%	1,679	↑ +15.9%
Camden	\$170,000	↑ +1.3%	92.3%	↑ +0.6%	96	↓ -5.6%	1,526	↑ +17.9%
Chester	\$325,000	↑ +1.6%	95.5%	↑ +0.2%	69	↑ +4.5%	2,121	↑ +13.4%
Cumberland	\$130,000	↓ -9.1%	93.1%	↑ +1.9%	116	↓ -11.2%	218	↑ +30.5%
Delaware	\$205,000	↓ -2.4%	93.1%	↑ +1.2%	78	↓ -8.5%	1,751	↑ +9.4%
Gloucester	\$187,000	↓ -5.6%	94.0%	↑ +0.5%	93	↓ -15.7%	997	↑ +18.7%
Kent	\$199,910	↑ +3.6%	95.1%	↑ +0.2%	103	↑ +1.6%	549	↑ +10.5%
Mercer	\$275,000	→ 0.0%	94.2%	↑ +0.4%	82	↓ -2.9%	1,124	↑ +2.4%
Montgomery	\$270,000	→ 0.0%	94.6%	↑ +0.7%	71	↓ -2.3%	3,220	↑ +13.6%
New Castle	\$225,000	↑ +7.1%	94.8%	↑ +0.1%	66	↓ -15.7%	1,770	↑ +18.8%
Philadelphia	\$164,900	↑ +8.8%	93.6%	↑ +1.9%	78	↓ -6.1%	3,879	↑ +11.4%
Salem	\$140,000	↓ -6.7%	89.7%	↑ +1.4%	153	↑ +10.4%	179	↑ +36.6%

## Berks County, PA

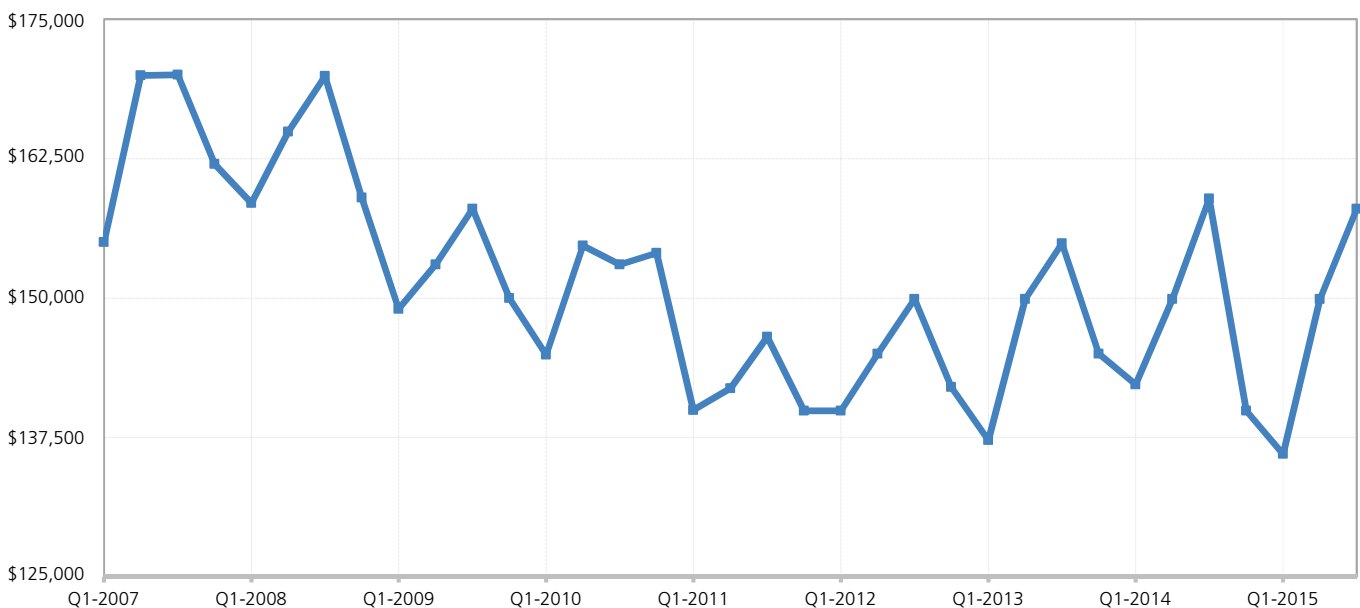
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$158,000	- 0.6%
Avg. Sales Price	\$171,007	- 0.3%
Pct. of Orig. Price Received	93.9%	+ 1.3%
Homes for Sale	2,477	- 19.4%
Closed Sales	1,351	+ 17.3%
Months Supply	6.5	- 31.8%
Avg. Prop. Mktg. Period	90	- 16.1%

### Market Activity



### Historical Median Sales Price for Berks County, PA



### Berks County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
17026	\$45,000	↓ - 74.0%	75.1%	↓ - 24.9%	10	↓ - 50.0%	1	→ 0.0%
17067	\$189,900	↓ - 1.4%	92.5%	↑ + 4.7%	152	↑ + 111.1%	3	→ 0.0%
17087	\$0	--	0.0%	--	0	--	0	--
17569	\$200,000	↑ + 32.1%	93.1%	↓ - 6.9%	58	↑ + 288.9%	3	↑ + 50.0%
18011	\$306,750	↑ + 39.0%	99.9%	↑ + 6.2%	18	↓ - 33.6%	4	→ 0.0%
18056	\$220,500	↓ - 6.2%	100.2%	↑ + 1.0%	56	↑ + 552.9%	2	→ 0.0%
18062	\$273,500	↓ - 3.2%	97.4%	↓ - 0.9%	17	↓ - 46.0%	2	→ 0.0%
18070	\$180,000	→ 0.0%	83.8%	→ 0.0%	32	→ 0.0%	1	→ 0.0%
18092	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19503	\$147,450	↓ - 19.9%	95.9%	↓ - 0.6%	30	↓ - 53.8%	7	↑ + 133.3%
19504	\$225,000	↓ - 13.4%	95.5%	↓ - 3.0%	74	↓ - 5.6%	9	↑ + 12.5%
19505	\$175,000	↑ + 24.1%	94.6%	↑ + 3.1%	95	↓ - 3.2%	14	↑ + 55.6%
19506	\$211,000	↑ + 8.2%	93.4%	↓ - 3.6%	69	↓ - 52.0%	21	↑ + 16.7%
19507	\$196,550	↑ + 3.4%	96.9%	--	79	--	7	--
19508	\$167,450	↑ + 18.8%	93.7%	↑ + 3.4%	76	↓ - 31.5%	54	↓ - 3.6%
19510	\$209,900	↑ + 15.0%	97.2%	↑ + 2.8%	109	↑ + 6.2%	29	↑ + 31.8%
19511	\$122,500	--	98.0%	--	235	--	1	--
19512	\$164,919	↑ + 4.9%	93.6%	↓ - 0.5%	118	↑ + 17.7%	44	↓ - 4.3%
19516	\$0	--	0.0%	--	0	--	0	--
19518	\$235,000	↓ - 3.4%	97.1%	↑ + 1.6%	49	↓ - 56.7%	61	↑ + 8.9%
19519	\$0	--	0.0%	--	0	--	0	--
19520	\$328,000	→ 0.0%	96.5%	→ 0.0%	35	→ 0.0%	1	→ 0.0%
19522	\$157,900	↓ - 8.7%	94.8%	↑ + 0.3%	98	↑ + 5.9%	43	↑ + 30.3%
19523	\$0	--	0.0%	--	0	--	0	--
19526	\$142,250	↓ - 13.8%	94.7%	↑ + 3.0%	58	↓ - 38.3%	32	↑ + 23.1%
19529	\$145,900	↓ - 20.0%	96.9%	↑ + 7.6%	37	↓ - 48.7%	3	↓ - 25.0%
19530	\$159,950	↓ - 21.9%	88.2%	↓ - 7.9%	90	↑ + 3.3%	29	↑ + 81.3%
19533	\$227,655	↑ + 34.0%	98.8%	↑ + 2.8%	130	↑ + 55.8%	24	↓ - 17.2%
19534	\$162,000	↓ - 36.5%	101.0%	↑ + 7.3%	44	↑ + 10.9%	2	↓ - 33.3%
19535	\$0	--	0.0%	--	0	--	0	--
19536	\$150,000	↑ + 25.1%	96.8%	↓ - 3.2%	224	↑ + 307.3%	1	→ 0.0%
19538	\$0	--	0.0%	--	0	--	0	--
19539	\$192,200	↓ - 13.6%	92.3%	↓ - 2.2%	160	↑ + 43.9%	8	↓ - 50.0%
19540	\$224,900	↑ + 47.0%	92.8%	↑ + 3.0%	117	↑ + 11.2%	48	↑ + 41.2%
19541	\$222,000	↑ + 5.7%	90.7%	↓ - 0.7%	121	↑ + 14.9%	9	↓ - 40.0%
19542	\$0	--	0.0%	--	0	--	0	--
19543	\$219,950	↑ + 2.3%	96.9%	↑ + 4.0%	83	↑ + 4.9%	34	↑ + 61.9%
19544	\$0	--	0.0%	--	0	--	0	--
19545	\$65,000	--	92.9%	--	107	--	1	--
19547	\$242,450	↓ - 4.3%	92.4%	↓ - 1.9%	75	↑ + 17.7%	12	↓ - 7.7%
19548	\$0	--	0.0%	--	0	--	0	--
19550	\$0	--	0.0%	--	0	--	0	--
19551	\$139,000	↓ - 15.8%	90.1%	↓ - 5.7%	48	↓ - 57.3%	23	↑ + 76.9%

## Berks County, PA ZIP Codes Cont.

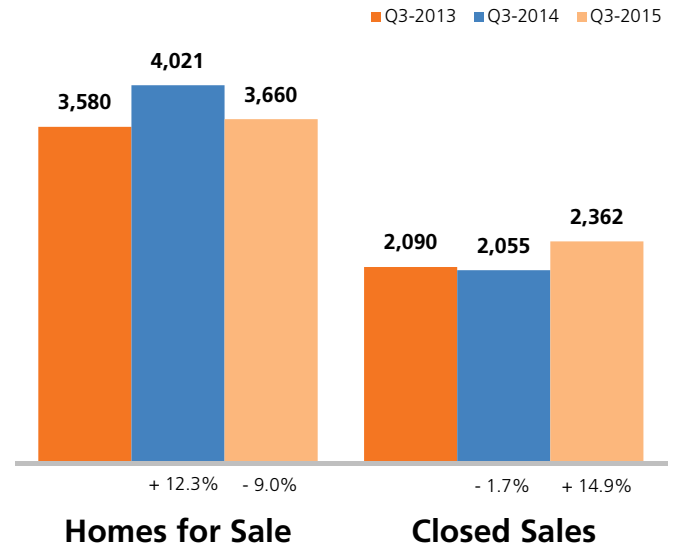
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19554	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19555	\$110,000	↓ - 31.9%	93.8%	↓ - 5.7%	60	↓ - 47.9%	9	↓ - 10.0%
19559	\$138,500	→ 0.0%	96.9%	→ 0.0%	11	→ 0.0%	1	→ 0.0%
19560	\$127,700	↑ + 13.5%	92.7%	↑ + 2.2%	127	↓ - 3.1%	38	↑ + 90.0%
19562	\$144,750	↑ + 18.2%	94.1%	↑ + 9.7%	111	↓ - 13.9%	8	↑ + 60.0%
19564	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19565	\$212,250	↑ + 28.7%	96.7%	↑ + 4.1%	74	↓ - 17.2%	32	↑ + 18.5%
19567	\$146,450	↓ - 15.1%	91.9%	↓ - 1.6%	135	↓ - 8.1%	24	↑ + 71.4%
19601	\$35,000	↓ - 33.3%	92.8%	↑ + 5.0%	74	↓ - 32.8%	49	↑ + 25.6%
19602	\$21,000	↑ + 6.6%	88.7%	↑ + 13.7%	140	↑ + 98.9%	23	↑ + 64.3%
19603	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19604	\$49,000	↑ + 32.4%	89.6%	↑ + 3.0%	86	↓ - 44.0%	53	↓ - 18.5%
19605	\$158,000	↑ + 12.9%	96.0%	↑ + 2.6%	74	↓ - 46.5%	84	↑ + 21.7%
19606	\$133,000	↓ - 15.3%	92.4%	↓ - 0.3%	103	↑ + 6.2%	145	↑ + 10.7%
19607	\$145,150	↑ + 6.7%	93.5%	↓ - 0.3%	93	↓ - 25.3%	90	↑ + 38.5%
19608	\$213,750	↑ + 4.3%	95.6%	↑ + 1.1%	93	↓ - 15.1%	108	↑ + 24.1%
19609	\$145,000	↓ - 3.3%	94.5%	↑ + 1.1%	82	↓ - 11.5%	59	↑ + 9.3%
19610	\$218,500	↑ + 17.8%	94.9%	↑ + 1.7%	78	↓ - 18.3%	67	↑ + 11.7%
19611	\$89,900	↑ + 12.4%	91.4%	↑ + 4.1%	88	↓ - 20.1%	28	↓ - 6.7%
19612	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

## Bucks County, PA

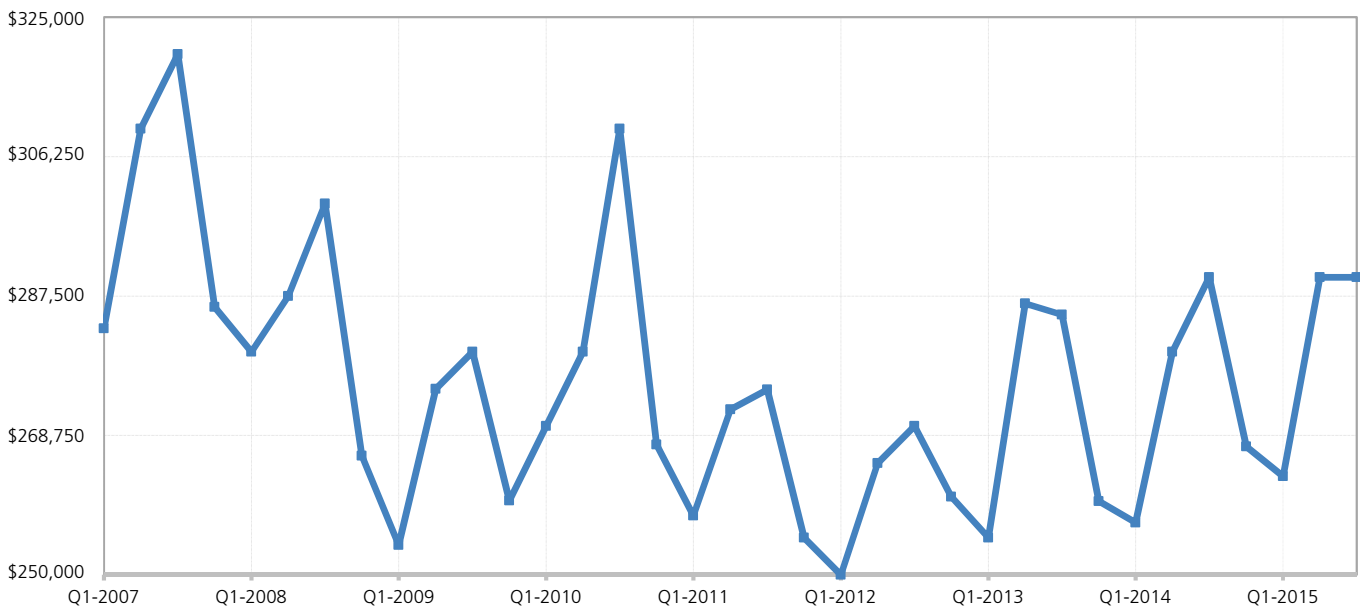
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$290,000	0.0%
Avg. Sales Price	\$341,543	+ 0.6%
Pct. of Orig. Price Received	94.9%	+ 0.5%
Homes for Sale	3,660	- 9.0%
Closed Sales	2,362	+ 14.9%
Months Supply	5.9	- 18.8%
Avg. Prop. Mktg. Period	78	+ 6.2%

### Market Activity



### Historical Median Sales Price for Bucks County, PA



## Bucks County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
18036	\$389,500	↑ +44.3%	97.8%	↑ +10.7%	46	↓ -74.9%	2	↓ -33.3%
18039	\$0	--	0.0%	--	0	--	0	--
18041	\$325,000	→ 0.0%	90.3%	→ 0.0%	151	→ 0.0%	2	→ 0.0%
18054	\$255,500	↓ -22.5%	93.1%	↓ -6.1%	148	↑ +377.4%	2	↑ +100.0%
18055	\$161,000	↓ -61.9%	81.4%	↓ -20.3%	59	↓ -54.3%	2	↓ -50.0%
18073	\$282,500	→ 0.0%	91.8%	→ 0.0%	46	→ 0.0%	2	→ 0.0%
18077	\$139,000	↓ -35.3%	83.8%	↓ -6.3%	102	↓ -36.4%	3	↓ -66.7%
18081	\$669,500	↑ +197.6%	91.8%	→ -0.0%	222	↑ +235.6%	2	↑ +100.0%
18901	\$385,000	↓ -4.9%	94.5%	↑ +0.7%	74	↑ +1.2%	127	↑ +16.5%
18902	\$435,000	↓ -10.4%	97.9%	↓ -1.7%	75	↑ +62.1%	115	↑ +15.0%
18910	\$0	--	0.0%	--	0	--	0	--
18911	\$0	--	0.0%	--	0	--	0	--
18912	\$255,000	--	85.0%	--	185	--	1	--
18913	\$709,750	--	98.2%	--	49	--	2	--
18914	\$334,500	↓ -4.4%	95.5%	↑ +1.0%	54	↓ -34.6%	75	↑ +5.6%
18916	\$0	--	0.0%	--	0	--	0	--
18917	\$330,000	↑ +73.7%	86.9%	↓ -4.7%	103	↑ +47.4%	6	↑ +200.0%
18920	\$262,500	↓ -47.6%	88.6%	↓ -5.5%	110	↑ +121.1%	2	↓ -50.0%
18921	\$0	--	0.0%	--	0	--	0	--
18922	\$0	--	0.0%	--	0	--	0	--
18923	\$357,000	↓ -14.8%	95.8%	↑ +1.4%	78	↓ -34.6%	8	↓ -27.3%
18925	\$416,000	↓ -2.0%	93.8%	↓ -1.4%	86	↑ +9.5%	26	↓ -7.1%
18926	\$0	--	0.0%	--	0	--	0	--
18927	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18928	\$0	--	0.0%	--	0	--	0	--
18929	\$362,000	↓ -2.6%	94.4%	↓ -1.8%	81	↑ +49.0%	41	↑ +2.5%
18930	\$235,000	↓ -9.6%	94.3%	↑ +1.4%	228	↑ +312.3%	9	→ 0.0%
18931	\$0	--	0.0%	--	0	--	0	--
18932	\$260,000	↓ -3.7%	74.3%	↓ -8.7%	211	↓ -5.2%	1	↓ -50.0%
18933	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18934	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18935	\$0	--	0.0%	--	0	--	0	--
18938	\$579,000	↑ +2.5%	92.8%	↓ -0.5%	133	↑ +41.3%	84	↑ +21.7%
18940	\$414,950	↑ +3.7%	95.1%	↑ +0.6%	73	↑ +8.4%	148	↑ +16.5%
18942	\$402,500	↑ +40.2%	93.1%	↓ -0.4%	163	↑ +38.5%	12	↓ -14.3%
18943	\$0	--	0.0%	--	0	--	0	--
18944	\$259,000	↓ -0.2%	95.9%	↑ +3.3%	78	↓ -15.1%	79	↑ +9.7%
18946	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18947	\$327,500	↓ -14.4%	91.2%	↓ -2.3%	124	↑ +113.2%	26	↑ +8.3%
18949	\$0	--	0.0%	--	0	--	0	--
18950	\$0	--	0.0%	--	0	--	0	--
18951	\$220,000	→ 0.0%	95.3%	↑ +0.3%	86	↑ +2.9%	149	↑ +33.0%
18953	\$0	--	0.0%	--	0	--	0	--

## Bucks County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
18954	\$487,500	↑ + 18.9%	94.3%	↑ + 1.7%	67	↑ + 27.5%	34	↑ + 36.0%
18955	\$169,500	↓ - 30.9%	84.3%	↓ - 6.3%	212	↑ + 145.8%	5	↑ + 25.0%
18956	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18960	\$245,500	↑ + 3.2%	95.9%	↓ - 0.6%	82	↓ - 21.2%	54	↑ + 38.5%
18962	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18963	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18964	\$554,900	↑ + 516.6%	99.1%	↑ + 29.9%	16	↓ - 23.8%	1	→ 0.0%
18966	\$330,000	↑ + 14.8%	94.7%	→ - 0.1%	64	↑ + 10.9%	154	↑ + 14.9%
18968	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18969	\$220,000	↑ + 23.6%	96.7%	↑ + 7.3%	66	↓ - 32.5%	15	↑ + 15.4%
18970	\$185,000	→ 0.0%	72.5%	→ 0.0%	75	→ 0.0%	1	→ 0.0%
18972	\$350,000	↑ + 22.4%	91.6%	↓ - 1.4%	86	↑ + 58.6%	9	→ 0.0%
18974	\$263,500	↓ - 5.9%	93.8%	↓ - 1.2%	58	↓ - 8.0%	145	↑ + 4.3%
18976	\$345,000	↑ + 3.0%	97.3%	↑ + 1.7%	77	↑ + 0.5%	99	↑ + 65.0%
18977	\$525,000	↑ + 5.8%	95.3%	↑ + 0.4%	70	↑ + 52.9%	31	↑ + 29.2%
18980	\$472,500	↑ + 35.5%	71.4%	↓ - 20.1%	156	↑ + 3010.0%	2	↑ + 100.0%
18981	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18991	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19006	\$285,000	↓ - 19.0%	94.0%	↓ - 2.4%	50	↑ + 19.4%	6	↑ + 50.0%
19007	\$144,250	↑ + 14.5%	92.9%	↑ + 5.0%	103	↓ - 14.9%	58	↑ + 31.8%
19020	\$239,950	↑ + 7.5%	95.2%	↑ + 0.8%	77	↑ + 1.9%	134	↑ + 6.3%
19021	\$159,900	↑ + 22.1%	94.0%	↑ + 9.7%	99	↓ - 3.6%	30	↑ + 11.1%
19030	\$209,000	↓ - 7.1%	95.5%	→ + 0.0%	100	↑ + 120.7%	34	↓ - 10.5%
19040	\$224,900	↑ + 2.7%	98.2%	↑ + 3.1%	33	↓ - 61.6%	1	→ 0.0%
19047	\$310,000	↑ + 4.0%	93.9%	↓ - 1.5%	61	↑ + 1.5%	109	↓ - 0.9%
19048	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19049	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19053	\$255,000	↓ - 5.2%	94.3%	↑ + 0.2%	64	↓ - 13.2%	88	↑ + 33.3%
19054	\$209,500	↑ + 9.7%	95.4%	↑ + 1.6%	74	↓ - 5.5%	60	↑ + 20.0%
19055	\$175,000	↑ + 13.6%	95.6%	↑ + 2.2%	83	↓ - 14.4%	46	↑ + 2.2%
19056	\$227,250	↑ + 5.7%	95.5%	↑ + 1.1%	65	↓ - 7.0%	40	↑ + 8.1%
19057	\$177,950	↑ + 11.2%	94.1%	↑ + 1.2%	101	↑ + 30.5%	68	↑ + 19.3%
19058	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19067	\$355,000	↓ - 0.3%	95.9%	↑ + 0.6%	59	↓ - 0.6%	207	↑ + 16.9%
19440	\$310,000	↓ - 54.7%	88.2%	↑ + 14.4%	200	↑ + 34.2%	5	↑ + 66.7%
19454	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

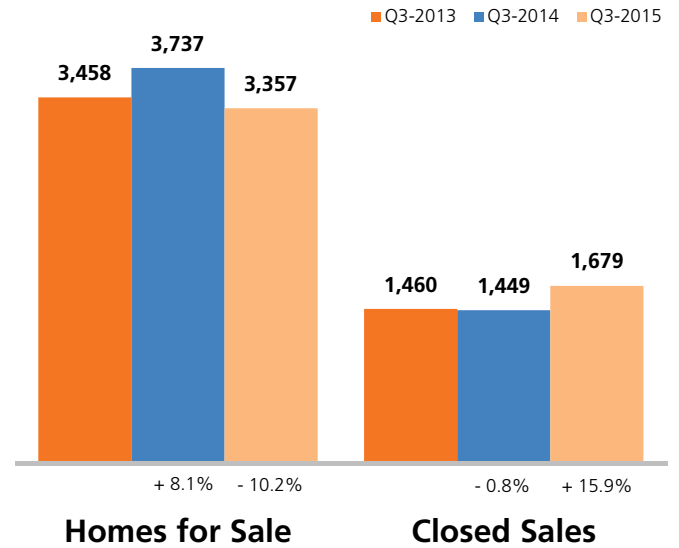


## Burlington County, NJ

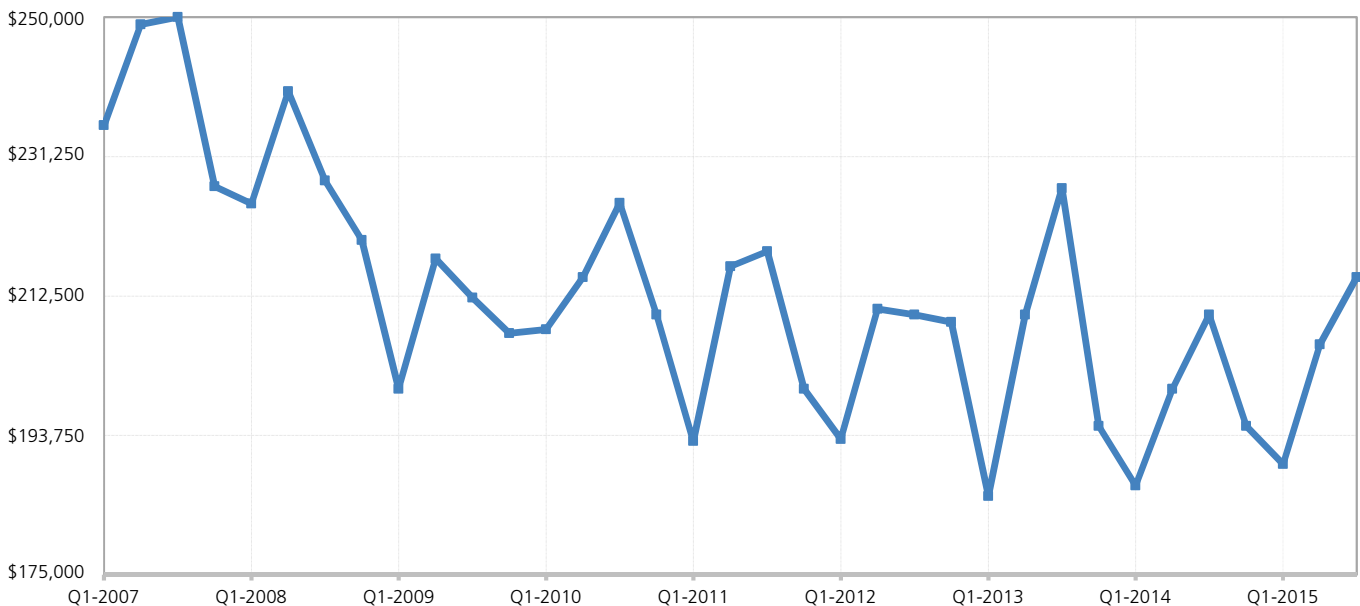
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$215,000	+ 2.4%
Avg. Sales Price	\$255,070	+ 3.1%
Pct. of Orig. Price Received	93.3%	+ 0.4%
Homes for Sale	3,357	- 10.2%
Closed Sales	1,679	+ 15.9%
Months Supply	7.2	- 23.8%
Avg. Prop. Mktg. Period	96	- 5.4%

### Market Activity



### Historical Median Sales Price for Burlington County, NJ



## Burlington County, NJ ZIP Codes

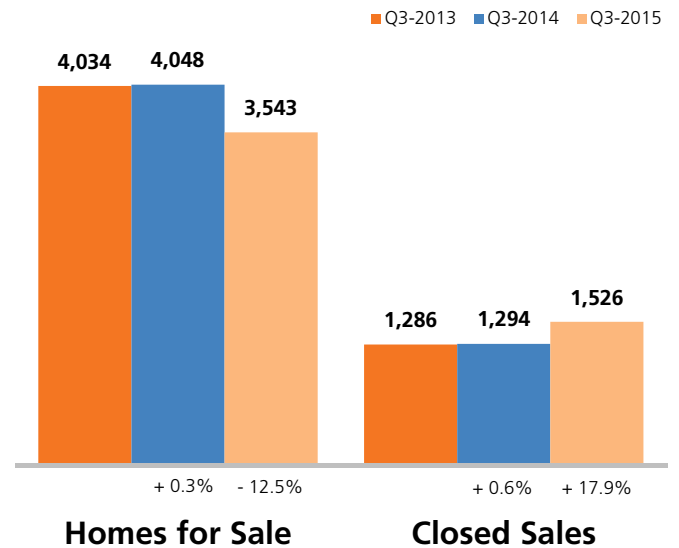
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
08010	\$139,750	↓ -6.8%	85.6%	↓ -3.4%	143	↑ +20.3%	22	↓ -12.0%
08011	\$0	--	0.0%	--	0	--	0	--
08015	\$142,750	↑ +9.4%	94.5%	↑ +2.9%	93	↓ -36.5%	54	↑ +50.0%
08016	\$204,853	↑ +12.7%	93.2%	↑ +2.7%	106	↓ -5.7%	95	↑ +5.6%
08019	\$342,500	↑ +67.1%	98.0%	↑ +7.5%	98	↓ -37.2%	2	↑ +100.0%
08022	\$305,500	↑ +27.3%	96.1%	↑ +1.2%	111	↑ +69.8%	50	↑ +6.4%
08036	\$312,000	↑ +8.1%	91.7%	↓ -0.5%	92	↑ +50.9%	22	↑ +57.1%
08041	\$317,200	↑ +23.9%	96.2%	↑ +5.7%	96	↑ +249.1%	4	↑ +100.0%
08042	\$0	--	0.0%	--	0	--	0	--
08046	\$125,000	↑ +10.1%	91.4%	↓ -3.6%	119	↑ +20.1%	114	↑ +22.6%
08048	\$291,750	↑ +76.8%	95.2%	↑ +2.2%	111	↑ +25.4%	42	↑ +40.0%
08052	\$144,750	↓ -0.2%	90.3%	↑ +1.0%	114	↓ -19.6%	56	↑ +40.0%
08053	\$250,000	↑ +5.3%	95.3%	↑ +1.0%	89	↓ -7.3%	186	↑ +14.1%
08054	\$209,900	↑ +5.0%	94.2%	--	70	--	228	--
08055	\$333,750	↑ +6.0%	94.5%	↑ +0.5%	101	↓ -4.3%	155	↑ +11.5%
08057	\$552,500	↑ +6.3%	94.1%	↑ +1.5%	73	↓ -38.3%	100	↑ +14.9%
08060	\$185,000	↓ -7.5%	91.8%	↓ -1.6%	88	↓ -3.6%	77	↑ +8.5%
08064	\$0	--	0.0%	--	0	--	0	--
08065	\$142,950	↑ +15.3%	89.0%	↓ -1.1%	128	↓ -5.1%	24	↑ +9.1%
08068	\$205,000	↑ +47.5%	92.1%	↑ +2.7%	82	↓ -47.0%	13	↑ +18.2%
08073	\$0	--	0.0%	--	0	--	0	--
08075	\$206,415	↑ +4.8%	92.7%	↑ +1.0%	104	↓ -16.8%	88	↑ +20.5%
08076	\$0	--	0.0%	--	0	--	0	--
08077	\$225,000	↓ -10.0%	93.1%	↓ -0.6%	101	↑ +16.2%	78	↑ +52.9%
08087	\$275,000	--	112.9%	--	45	--	2	--
08088	\$194,000	↑ +8.5%	91.2%	↑ +0.3%	107	↓ -2.3%	111	↑ +0.9%
08215	\$0	--	0.0%	--	0	--	0	--
08224	\$0	--	0.0%	--	0	--	0	--
08501	\$300,000	↑ +85.8%	90.9%	↑ +1.4%	137	↑ +77.9%	1	⇒ 0.0%
08505	\$215,500	↓ -11.0%	94.3%	↑ +2.5%	74	↓ -21.3%	72	↑ +30.9%
08511	\$374,900	↑ +9.3%	101.4%	↑ +1.8%	276	↑ +97.7%	1	↓ -80.0%
08515	\$407,000	↑ +27.2%	96.0%	↑ +2.7%	87	↑ +81.4%	22	↑ +57.1%
08518	\$183,000	↑ +4.6%	87.8%	↓ -0.4%	111	↓ -23.2%	25	↑ +47.1%
08554	\$135,000	↓ -7.5%	87.9%	↓ -0.2%	119	↑ +32.5%	16	↑ +77.8%
08562	\$314,000	↑ +25.6%	92.7%	↓ -2.8%	99	↑ +2.9%	13	↑ +44.4%
08620	\$331,000	↑ +27.1%	93.3%	↓ -8.3%	106	↑ +905.7%	5	↑ +150.0%
08640	\$0	--	0.0%	--	0	--	0	--
08641	\$0	--	0.0%	--	0	--	0	--

## Camden County, NJ

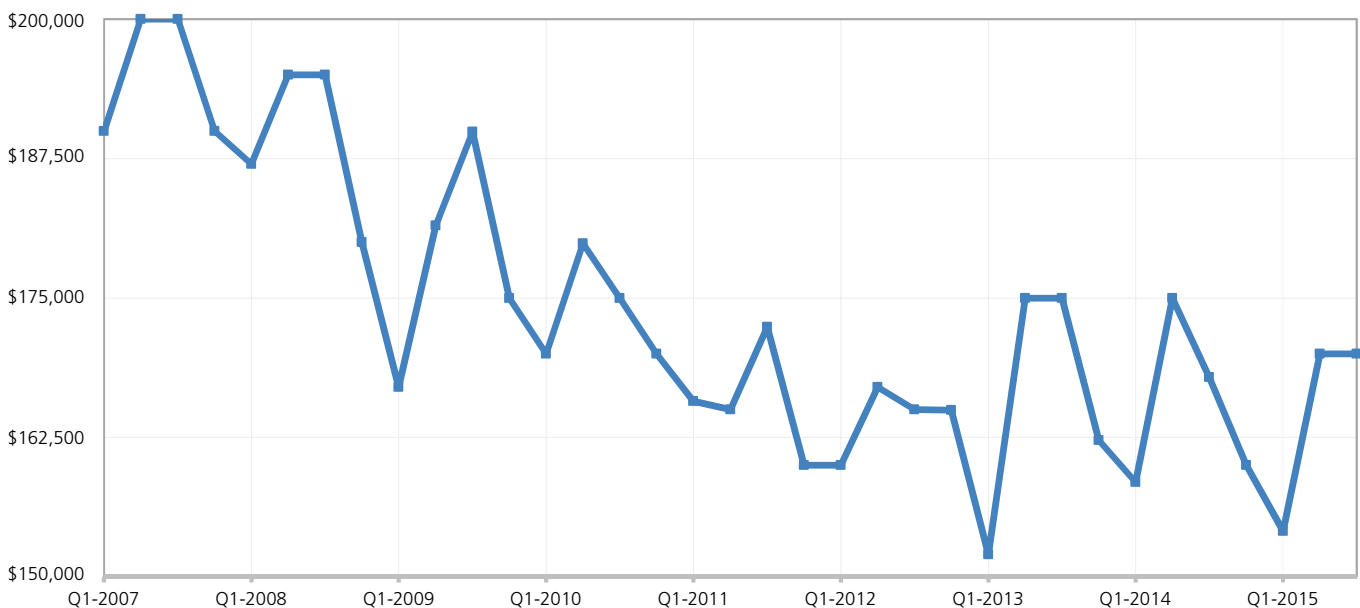
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$170,000	+ 1.3%
Avg. Sales Price	\$193,994	- 0.0%
Pct. of Orig. Price Received	92.3%	+ 0.6%
Homes for Sale	3,543	- 12.5%
Closed Sales	1,526	+ 17.9%
Months Supply	7.8	- 28.3%
Avg. Prop. Mktg. Period	96	- 5.6%

### Market Activity



### Historical Median Sales Price for Camden County, NJ



### Camden County, NJ ZIP Codes

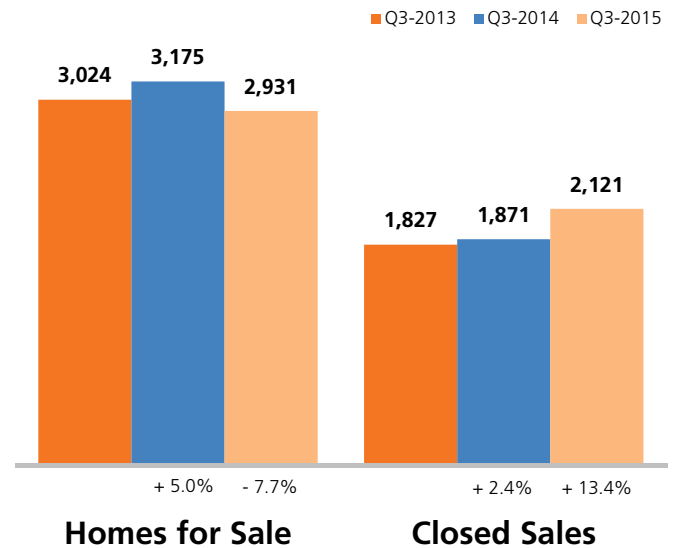
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
08002	\$217,750	↑ + 14.0%	92.8%	↑ + 0.8%	108	↑ + 36.1%	80	↓ - 12.1%
08003	\$285,000	↑ + 11.8%	94.6%	↑ + 2.7%	65	↓ - 24.0%	115	↓ - 3.4%
08004	\$169,900	↑ + 8.6%	93.4%	↑ + 5.1%	98	↓ - 46.9%	37	↑ + 23.3%
08007	\$150,500	↓ - 9.6%	91.8%	↓ - 1.9%	118	↑ + 43.9%	20	↑ + 66.7%
08009	\$200,000	↓ - 4.8%	93.4%	↑ + 3.9%	110	↓ - 14.3%	67	↑ + 48.9%
08012	\$161,500	↑ + 0.9%	91.9%	→ + 0.0%	103	↓ - 9.7%	70	↑ + 62.8%
08018	\$0	--	0.0%	--	0	--	0	--
08021	\$81,450	↓ - 1.9%	89.5%	↑ + 0.5%	111	↓ - 8.9%	117	↑ + 23.2%
08026	\$199,000	↑ + 5.9%	87.3%	↑ + 1.2%	102	↑ + 33.9%	3	↓ - 40.0%
08029	\$132,000	↓ - 7.4%	91.8%	↑ + 0.5%	94	↓ - 35.9%	15	↑ + 7.1%
08030	\$77,000	↑ + 18.5%	88.1%	↓ - 1.7%	98	↓ - 8.2%	37	↑ + 42.3%
08031	\$135,000	↑ + 3.9%	90.6%	↓ - 3.0%	84	↑ + 13.4%	34	↑ + 9.7%
08033	\$387,250	↓ - 9.9%	92.7%	↓ - 0.3%	92	↑ + 43.5%	80	↑ + 6.7%
08034	\$230,000	↑ + 4.5%	93.2%	--	74	--	92	--
08035	\$275,000	↑ + 25.0%	95.3%	↑ + 4.5%	103	↑ + 40.9%	35	↑ + 34.6%
08037	\$148,250	↓ - 21.1%	91.5%	↓ - 0.6%	184	↓ - 7.3%	14	↑ + 180.0%
08043	\$268,000	↑ + 11.2%	94.2%	↑ + 2.5%	79	↓ - 9.4%	99	↑ + 16.5%
08045	\$108,000	↑ + 22.7%	90.0%	↑ + 6.3%	107	↓ - 32.7%	9	↑ + 28.6%
08049	\$135,000	↑ + 5.9%	95.1%	→ - 0.1%	46	↓ - 40.6%	15	↑ + 50.0%
08059	\$136,000	↓ - 6.2%	100.1%	↑ + 8.3%	155	↑ + 103.4%	14	↑ + 7.7%
08078	\$150,750	↑ + 2.7%	90.4%	↓ - 1.4%	80	↑ + 6.4%	22	↑ + 22.2%
08081	\$171,000	↑ + 12.9%	93.4%	↑ + 0.9%	112	↓ - 8.9%	156	↑ + 36.8%
08083	\$135,000	↓ - 22.7%	91.4%	↑ + 1.9%	107	↓ - 10.5%	37	↑ + 68.2%
08084	\$144,000	↑ + 1.1%	93.1%	↓ - 0.1%	67	↓ - 49.2%	24	↑ + 71.4%
08089	\$147,200	↑ + 27.9%	86.3%	↓ - 2.7%	119	↓ - 23.4%	8	↓ - 20.0%
08091	\$143,000	↓ - 12.8%	91.7%	↓ - 4.7%	109	↑ + 14.4%	27	↓ - 18.2%
08095	\$0	--	0.0%	--	0	--	0	--
08099	\$0	--	0.0%	--	0	--	0	--
08101	\$0	--	0.0%	--	0	--	0	--
08102	\$43,000	↑ + 30.3%	86.3%	↓ - 11.5%	162	↑ + 1700.0%	3	→ 0.0%
08103	\$40,000	↑ + 66.7%	81.7%	↓ - 9.1%	136	↑ + 104.7%	18	↑ + 28.6%
08104	\$18,000	↓ - 38.9%	82.8%	↓ - 0.3%	114	↓ - 16.9%	17	→ 0.0%
08105	\$65,950	↑ + 29.3%	89.5%	↓ - 4.5%	85	↓ - 33.1%	29	↑ + 45.0%
08106	\$156,000	↓ - 13.2%	95.3%	↑ + 6.8%	79	↓ - 25.8%	20	↓ - 28.6%
08107	\$165,500	↑ + 27.4%	90.7%	↑ + 4.5%	130	↓ - 33.0%	38	↑ + 31.0%
08108	\$218,500	↓ - 7.0%	94.0%	↓ - 0.9%	80	↓ - 6.6%	70	↑ + 2.9%
08109	\$153,450	↑ + 6.2%	90.7%	↓ - 0.3%	101	↓ - 6.5%	64	↑ + 8.5%
08110	\$93,500	↓ - 15.0%	91.7%	→ - 0.0%	66	↓ - 31.8%	40	↑ + 21.2%

## Chester County, PA

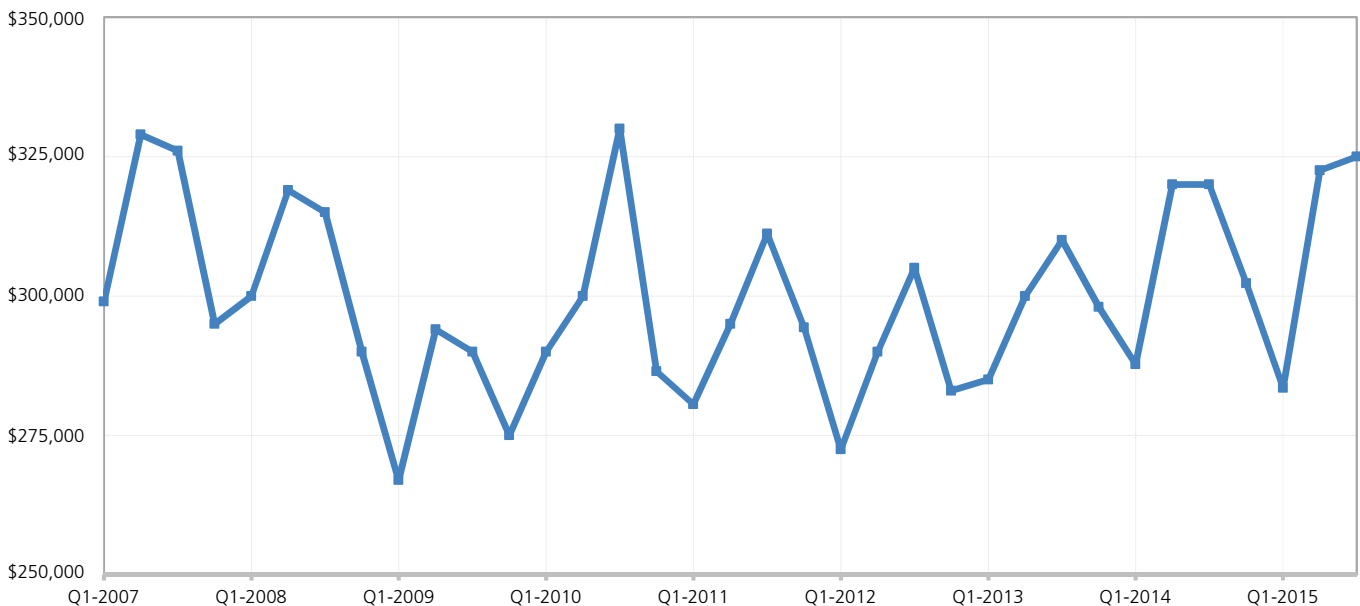
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$325,000	+ 1.6%
Avg. Sales Price	\$371,125	- 1.0%
Pct. of Orig. Price Received	95.5%	+ 0.2%
Homes for Sale	2,931	- 7.7%
Closed Sales	2,121	+ 13.4%
Months Supply	5.3	- 15.8%
Avg. Prop. Mktg. Period	69	+ 4.5%

### Market Activity



### Historical Median Sales Price for Chester County, PA



### Chester County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
17527	\$265,000	--	89.3%	--	32	--	1	--
19073	\$352,250	↑ + 15.5%	93.4%	↓ - 0.4%	79	↑ + 134.9%	14	↑ + 40.0%
19087	\$373,125	↑ + 2.2%	95.8%	↑ + 0.3%	51	↑ + 9.4%	98	↑ + 18.1%
19301	\$320,500	↓ - 8.5%	94.3%	↑ + 1.3%	48	↓ - 2.6%	26	↑ + 18.2%
19310	\$214,950	↑ + 15.0%	96.6%	↑ + 6.9%	55	↑ + 109.6%	6	↑ + 50.0%
19311	\$380,000	↑ + 7.0%	99.8%	→ + 0.1%	43	↓ - 10.7%	51	↑ + 75.9%
19312	\$641,250	↑ + 40.5%	95.0%	↑ + 0.3%	52	↓ - 4.8%	54	↑ + 35.0%
19316	\$0	--	0.0%	--	0	--	0	--
19317	\$420,000	↑ + 1.2%	94.2%	↑ + 0.9%	116	↑ + 1.2%	28	↑ + 64.7%
19318	\$0	--	0.0%	--	0	--	0	--
19319	\$355,000	→ 0.0%	93.4%	→ 0.0%	192	→ 0.0%	1	→ 0.0%
19320	\$212,000	↑ + 3.4%	92.6%	↓ - 1.6%	81	↓ - 0.8%	207	↑ + 30.2%
19330	\$255,000	↓ - 5.6%	91.5%	↓ - 3.9%	145	↑ + 59.1%	14	↑ + 7.7%
19333	\$567,500	↑ + 26.1%	94.7%	--	102	--	28	--
19335	\$313,992	↓ - 1.9%	97.2%	↑ + 1.5%	60	→ - 0.1%	248	↑ + 2.1%
19341	\$341,450	↑ + 5.1%	96.4%	↓ - 0.1%	36	↓ - 44.7%	60	↓ - 1.6%
19342	\$499,900	↓ - 11.3%	100.0%	↑ + 5.7%	4	↓ - 81.0%	1	↓ - 50.0%
19343	\$386,500	↑ + 11.2%	96.1%	↓ - 0.8%	80	↓ - 5.2%	50	↑ + 38.9%
19344	\$244,900	↓ - 4.5%	94.0%	→ - 0.1%	63	↓ - 49.8%	29	↑ + 45.0%
19345	\$0	--	0.0%	--	0	--	0	--
19346	\$0	--	0.0%	--	0	--	0	--
19347	\$0	--	0.0%	--	0	--	0	--
19348	\$386,000	↑ + 7.6%	98.4%	↑ + 3.7%	68	↓ - 3.8%	105	↑ + 23.5%
19350	\$382,500	↓ - 4.4%	93.6%	↑ + 0.2%	77	↑ + 3.8%	42	↓ - 19.2%
19351	\$0	--	0.0%	--	0	--	0	--
19352	\$365,000	↑ + 15.9%	94.2%	↓ - 2.5%	99	↑ + 18.1%	38	↑ + 52.0%
19353	\$0	--	0.0%	--	0	--	0	--
19354	\$0	--	0.0%	--	0	--	0	--
19355	\$472,500	↓ - 9.6%	95.7%	→ - 0.1%	74	↑ + 21.7%	114	↑ + 7.5%
19357	\$0	--	0.0%	--	0	--	0	--
19358	\$0	--	0.0%	--	0	--	0	--
19360	\$0	--	0.0%	--	0	--	0	--
19362	\$221,500	↓ - 4.1%	91.7%	↓ - 1.6%	138	↑ + 199.8%	9	↑ + 350.0%
19363	\$253,750	↑ + 1.5%	96.6%	↓ - 0.7%	109	↑ + 38.0%	62	↑ + 82.4%
19365	\$174,500	↑ + 2.1%	90.1%	↓ - 1.9%	106	↑ + 36.1%	27	↓ - 3.6%
19366	\$0	--	0.0%	--	0	--	0	--
19367	\$167,500	--	93.1%	--	33	--	1	--
19369	\$0	--	0.0%	--	0	--	0	--
19371	\$0	--	0.0%	--	0	--	0	--
19372	\$246,250	↑ + 6.1%	91.9%	↓ - 4.7%	72	↑ + 14.9%	2	↓ - 66.7%
19374	\$177,500	--	91.5%	--	229	--	3	--
19375	\$0	--	0.0%	--	0	--	0	--
19376	\$0	--	0.0%	--	0	--	0	--

### Chester County, PA ZIP Codes Cont.

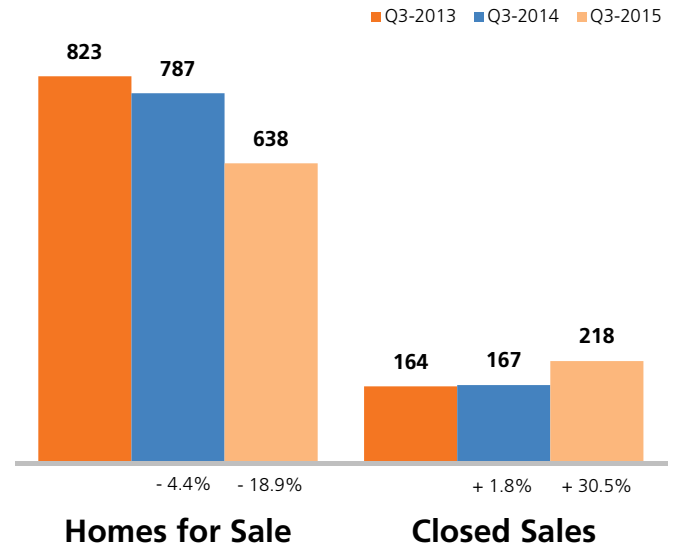
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19380	\$355,000	↓ - 3.0%	95.7%	↓ - 1.3%	44	↓ - 23.1%	197	↓ - 8.4%
19381	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19382	\$373,000	↓ - 0.3%	94.6%	↓ - 0.8%	61	↓ - 2.0%	175	↑ + 4.8%
19383	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19388	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19390	\$299,500	↑ + 20.6%	94.8%	↑ + 0.4%	82	↑ + 18.0%	40	→ 0.0%
19395	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19397	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19398	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19399	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19421	\$225,000	→ 0.0%	75.0%	→ 0.0%	181	→ 0.0%	1	→ 0.0%
19425	\$447,000	↑ + 1.6%	96.2%	↑ + 0.3%	69	↑ + 27.6%	81	↑ + 3.8%
19432	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19442	\$375,000	↑ + 177.8%	83.3%	↑ + 23.4%	185	↑ + 146.7%	1	→ 0.0%
19457	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19460	\$279,900	↑ + 14.2%	97.6%	↑ + 2.9%	66	↑ + 3.5%	175	↑ + 11.5%
19465	\$235,000	↓ - 7.3%	93.6%	↓ - 2.4%	97	↑ + 6.7%	65	↑ + 25.0%
19470	\$285,000	→ 0.0%	95.0%	→ 0.0%	47	→ 0.0%	1	→ 0.0%
19475	\$294,950	↑ + 12.4%	94.6%	↑ + 3.1%	64	↓ - 7.7%	50	↑ + 56.3%
19480	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19481	\$527,000	→ 0.0%	98.1%	→ 0.0%	50	→ 0.0%	1	→ 0.0%
19482	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19493	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19494	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19495	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19496	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19520	\$297,000	↑ + 0.2%	93.9%	↑ + 2.9%	142	↑ + 45.6%	9	↓ - 43.8%
19543	\$340,241	↓ - 2.4%	99.2%	↓ - 0.6%	4	↑ + 10.0%	6	↑ + 100.0%

## Cumberland County, NJ

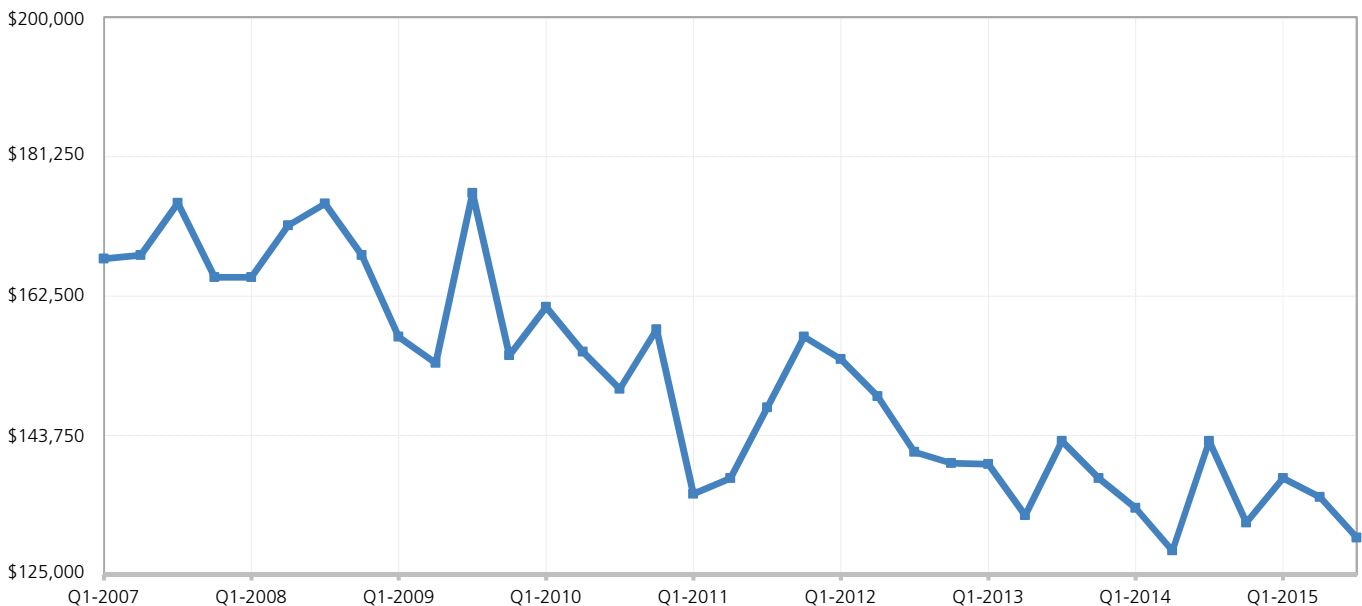
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$130,000	- 9.1%
Avg. Sales Price	\$135,006	- 9.9%
Pct. of Orig. Price Received	93.1%	+ 1.9%
Homes for Sale	638	- 18.9%
Closed Sales	218	+ 30.5%
Months Supply	10.3	- 34.1%
Avg. Prop. Mktg. Period	116	- 11.2%

### Market Activity



### Historical Median Sales Price for Cumberland County, NJ





## Cumberland County, NJ ZIP Codes

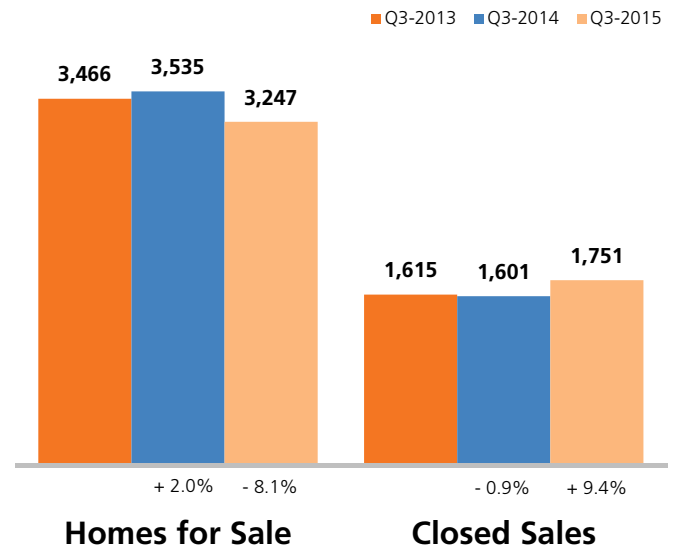
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
08302	\$129,500	↑ +1.2%	94.1%	↑ +4.4%	78	↓ -39.3%	58	↑ +16.0%
08311	\$96,800	↓ -35.5%	96.1%	↑ +4.6%	154	↑ +144.8%	4	→ 0.0%
08313	\$0	--	0.0%	--	0	--	0	--
08314	\$0	--	0.0%	--	0	--	0	--
08315	\$0	--	0.0%	--	0	--	0	--
08316	\$62,382	↓ -43.3%	82.5%	↓ -25.7%	114	↑ +245.5%	2	↑ +100.0%
08320	\$0	--	0.0%	--	0	--	0	--
08321	\$110,000	↓ -23.1%	80.9%	↓ -2.2%	329	↓ -55.3%	3	↑ +200.0%
08323	\$260,100	↑ +135.4%	100.1%	↑ +29.3%	53	↓ -67.8%	1	↓ -50.0%
08324	\$0	--	0.0%	--	0	--	0	--
08327	\$152,000	--	89.5%	--	230	--	1	--
08329	\$0	--	0.0%	--	0	--	0	--
08332	\$120,500	↓ -1.1%	94.0%	↑ +3.1%	128	↓ -1.7%	53	↑ +55.9%
08344	\$225,000	↑ +350.0%	93.8%	--	79	--	1	--
08345	\$69,000	↑ +24.3%	69.7%	↓ -22.0%	537	↑ +1129.8%	1	↓ -66.7%
08348	\$0	--	0.0%	--	0	--	0	--
08349	\$40,000	↑ +300.0%	0.0%	--	475	↑ +274.0%	1	→ 0.0%
08352	\$115,000	--	88.5%	--	365	--	1	--
08353	\$90,000	--	95.2%	--	136	--	4	--
08360	\$128,000	↓ -12.9%	91.5%	↓ -2.9%	106	↓ -23.3%	57	↑ +42.5%
08361	\$186,500	↓ -2.4%	94.6%	↑ +4.0%	122	↓ -6.5%	30	↑ +3.4%
08362	\$0	--	0.0%	--	0	--	0	--

## Delaware County, PA

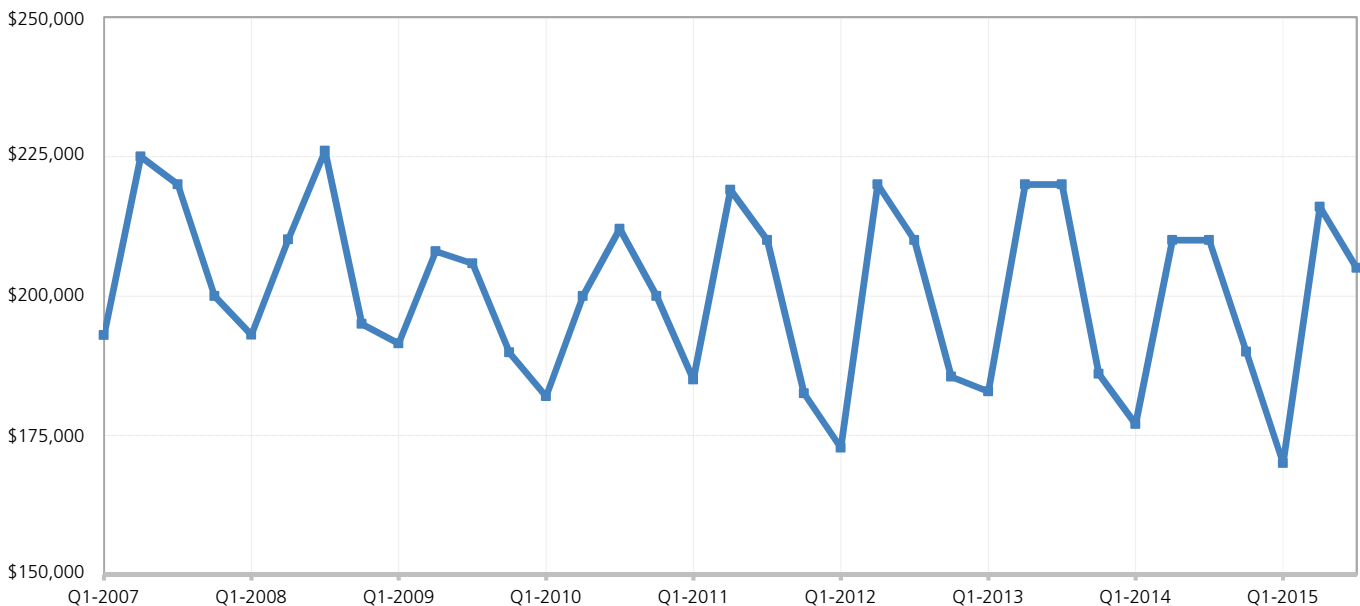
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$205,000	- 2.4%
Avg. Sales Price	\$266,757	- 3.8%
Pct. of Orig. Price Received	93.1%	+ 1.2%
Homes for Sale	3,247	- 8.1%
Closed Sales	1,751	+ 9.4%
Months Supply	6.4	- 17.3%
Avg. Prop. Mktg. Period	78	- 8.5%

### Market Activity



### Historical Median Sales Price for Delaware County, PA



### Delaware County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19003	\$286,500	↑ + 0.5%	96.4%	↑ + 2.9%	59	↑ + 88.1%	40	↑ + 100.0%
19008	\$318,000	↓ - 3.6%	94.1%	↓ - 0.9%	54	↓ - 15.8%	69	↑ + 35.3%
19010	\$425,000	↑ + 8.0%	94.1%	↓ - 0.4%	71	↑ + 14.6%	47	↑ + 30.6%
19013	\$55,000	↑ + 120.0%	89.2%	↑ + 11.6%	102	↑ + 7.0%	28	↓ - 6.7%
19014	\$199,000	↓ - 0.5%	95.3%	↑ + 2.2%	49	↓ - 51.7%	67	↓ - 8.2%
19015	\$130,000	↓ - 14.0%	90.0%	↓ - 1.2%	95	↑ + 25.2%	53	↑ + 15.2%
19016	\$0	--	0.0%	--	0	--	0	--
19017	\$0	--	0.0%	--	0	--	0	--
19018	\$123,500	↑ + 2.2%	92.2%	↑ + 0.9%	94	↑ + 9.1%	81	↑ + 22.7%
19022	\$57,000	↓ - 11.6%	72.8%	↓ - 13.5%	233	↑ + 108.4%	8	↑ + 33.3%
19023	\$45,500	↓ - 9.5%	91.0%	↑ + 3.8%	89	↓ - 14.6%	52	↑ + 36.8%
19026	\$135,000	↓ - 9.6%	90.8%	↑ + 1.2%	118	↑ + 5.6%	117	↑ + 11.4%
19028	\$0	--	0.0%	--	0	--	0	--
19029	\$117,500	↑ + 2.2%	87.5%	--	114	--	11	--
19032	\$87,500	↓ - 5.4%	91.3%	↓ - 2.8%	67	↓ - 17.3%	24	↑ + 9.1%
19033	\$158,500	↓ - 0.9%	91.9%	↑ + 0.1%	69	↓ - 20.0%	22	↓ - 4.3%
19036	\$97,500	↑ + 8.3%	91.5%	↑ + 6.0%	85	↓ - 21.4%	59	↑ + 3.5%
19037	\$0	--	0.0%	--	0	--	0	--
19039	\$0	--	0.0%	--	0	--	0	--
19041	\$875,000	↑ + 19.8%	99.5%	↑ + 3.9%	90	↓ - 4.8%	15	↑ + 25.0%
19043	\$132,500	↓ - 11.6%	91.6%	↓ - 2.4%	30	↓ - 74.2%	5	↓ - 28.6%
19050	\$89,970	↓ - 30.1%	90.2%	→ - 0.0%	118	↑ + 19.7%	73	↑ + 35.2%
19052	\$0	--	0.0%	--	0	--	0	--
19060	\$450,000	↓ - 4.3%	97.8%	↓ - 0.3%	88	↑ + 23.1%	21	↑ + 10.5%
19061	\$172,500	↑ + 1.3%	92.8%	↑ + 2.3%	57	↓ - 42.9%	88	↑ + 2.3%
19063	\$379,750	↑ + 6.8%	95.1%	↓ - 1.2%	63	↓ - 3.4%	135	↑ + 22.7%
19064	\$277,450	↑ + 4.7%	95.8%	↑ + 1.4%	59	↑ + 23.0%	74	→ 0.0%
19065	\$0	--	0.0%	--	0	--	0	--
19070	\$205,000	→ 0.0%	94.3%	↑ + 1.6%	43	↓ - 60.1%	19	↓ - 20.8%
19073	\$445,000	↑ + 4.2%	95.4%	↑ + 1.2%	105	↑ + 29.6%	65	↓ - 9.7%
19074	\$140,500	↑ + 20.9%	94.9%	↑ + 5.7%	82	↓ - 7.5%	18	↑ + 12.5%
19076	\$120,000	↓ - 30.6%	94.3%	↓ - 0.5%	75	↓ - 0.1%	17	↑ + 30.8%
19078	\$159,000	↑ + 7.6%	94.3%	↑ + 6.6%	55	↓ - 60.6%	38	↓ - 9.5%
19079	\$80,000	↑ + 44.1%	85.6%	↑ + 2.6%	76	↓ - 34.3%	23	↑ + 43.8%
19080	\$0	--	0.0%	--	0	--	0	--
19081	\$239,999	↓ - 16.5%	91.2%	↓ - 3.3%	72	↑ + 19.1%	37	↑ + 2.8%
19082	\$73,000	↑ + 4.3%	88.8%	↑ + 0.6%	76	↓ - 38.4%	89	↑ + 30.9%
19083	\$285,500	↑ + 6.1%	95.3%	↑ + 3.6%	66	↓ - 15.1%	136	↑ + 3.0%
19085	\$818,250	↓ - 6.5%	92.9%	↑ + 0.3%	108	↓ - 9.3%	14	↑ + 100.0%
19086	\$291,000	↓ - 8.2%	94.1%	↑ + 1.1%	93	↓ - 2.6%	48	↓ - 7.7%
19087	\$527,500	↓ - 22.4%	94.8%	↑ + 1.7%	59	↑ + 11.1%	48	↓ - 9.4%
19088	\$0	--	0.0%	--	0	--	0	--
19089	\$0	--	0.0%	--	0	--	0	--

## Delaware County, PA ZIP Codes Cont.

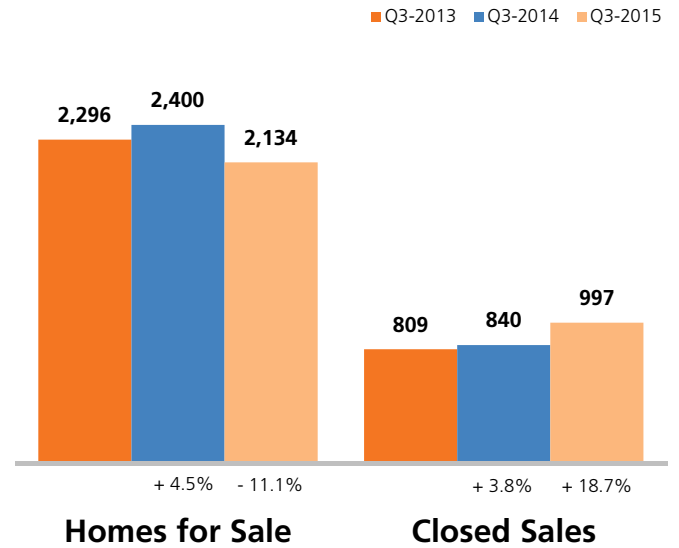
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19091	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19094	\$140,000	↓ -9.5%	89.7%	↓ -0.2%	81	↓ -29.4%	17	↑ +21.4%
19096	\$462,450	↑ +21.7%	96.5%	↑ +1.1%	86	↑ +167.2%	4	↓ -42.9%
19098	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19113	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19317	\$477,000	↓ -11.0%	93.5%	↓ -2.2%	71	↑ +55.7%	21	↑ +5.0%
19319	\$480,000	↑ +28.0%	96.0%	↓ -5.3%	8	↑ +14.3%	1	→ 0.0%
19331	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19339	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19340	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19342	\$418,000	↑ +10.3%	97.1%	↑ +1.5%	54	↓ -15.2%	56	↓ -16.4%
19373	\$466,250	↓ -13.6%	97.6%	↑ +2.7%	122	↑ +180.7%	6	↓ -57.1%

## Gloucester County, NJ

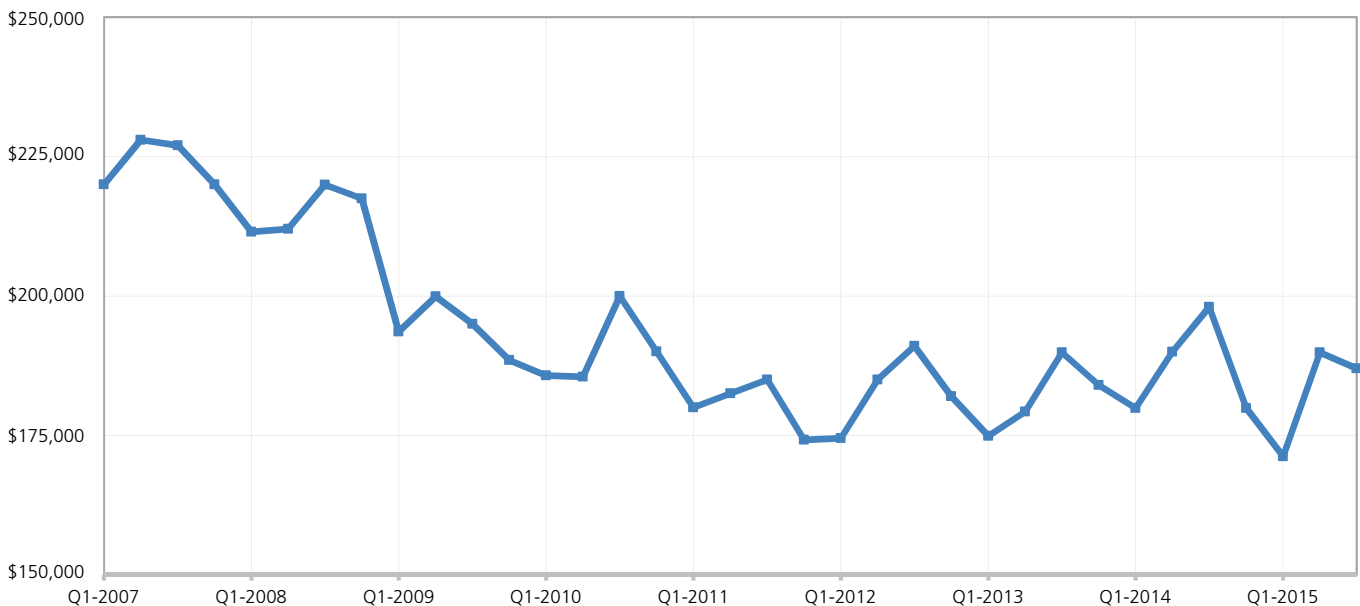
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$187,000	- 5.6%
Avg. Sales Price	\$207,789	- 2.5%
Pct. of Orig. Price Received	94.0%	+ 0.5%
Homes for Sale	2,134	- 11.1%
Closed Sales	997	+ 18.7%
Months Supply	7.9	- 22.8%
Avg. Prop. Mktg. Period	93	- 15.7%

### Market Activity



### Historical Median Sales Price for Gloucester County, NJ



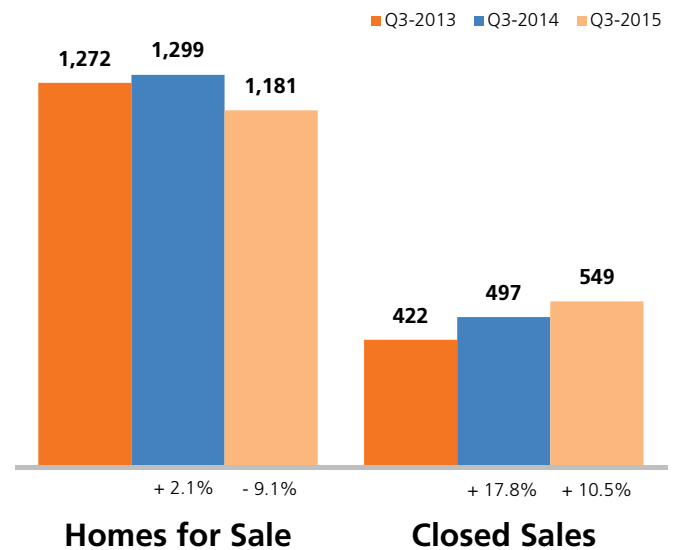
## Gloucester County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
08012	\$187,000	↓ - 6.5%	93.0%	↓ - 3.5%	84	↓ - 2.6%	57	↑ + 21.3%
08014	\$150,000	↑ + 15.4%	77.8%	↑ + 19.6%	419	↑ + 29.6%	2	↑ + 100.0%
08020	\$178,000	↓ - 30.9%	97.6%	↑ + 12.5%	29	↓ - 86.2%	3	↓ - 25.0%
08025	\$0	--	0.0%	--	0	--	0	--
08027	\$166,000	↓ - 0.6%	92.4%	↓ - 2.3%	107	↑ + 49.6%	12	↑ + 9.1%
08028	\$174,500	↓ - 2.2%	92.5%	→ - 0.1%	88	↓ - 22.2%	64	↑ + 28.0%
08032	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08039	\$0	--	0.0%	--	0	--	0	--
08051	\$135,450	↓ - 7.9%	94.9%	↑ + 2.1%	88	↑ + 22.3%	55	↑ + 66.7%
08056	\$372,500	↑ + 9.6%	94.8%	↓ - 0.7%	76	↓ - 0.2%	26	↑ + 18.2%
08061	\$270,450	↑ + 17.6%	95.5%	↓ - 0.2%	59	↓ - 52.4%	8	↓ - 33.3%
08062	\$353,725	↓ - 1.1%	96.6%	↑ + 1.2%	75	↓ - 26.5%	60	↑ + 11.1%
08063	\$145,000	↑ + 39.4%	88.4%	↓ - 1.8%	78	↓ - 36.6%	11	→ 0.0%
08066	\$119,900	↑ + 14.7%	93.1%	--	122	--	16	--
08071	\$145,000	↓ - 4.0%	96.4%	↑ + 8.5%	80	↓ - 43.9%	31	↑ + 34.8%
08074	\$0	--	0.0%	--	0	--	0	--
08080	\$225,000	↑ + 1.8%	94.7%	↑ + 0.4%	91	↓ - 22.9%	164	↑ + 41.4%
08081	\$167,000	↓ - 33.6%	94.3%	↑ + 9.9%	53	↓ - 47.2%	3	↓ - 50.0%
08085	\$240,742	↓ - 7.4%	94.8%	↓ - 0.6%	96	↑ + 16.4%	68	↓ - 9.3%
08086	\$215,000	↑ + 7.0%	93.7%	↓ - 1.7%	142	↑ + 52.2%	37	↑ + 19.4%
08090	\$135,000	↓ - 27.4%	90.7%	↓ - 0.8%	129	↓ - 10.3%	23	↓ - 32.4%
08093	\$121,450	↑ + 0.4%	92.2%	↑ + 2.0%	82	↑ + 33.1%	18	↓ - 10.0%
08094	\$185,000	↑ + 3.9%	94.4%	↑ + 0.9%	85	↓ - 11.9%	114	↑ + 4.6%
08096	\$161,500	↓ - 2.1%	93.5%	↑ + 1.4%	88	↓ - 37.5%	116	↑ + 22.1%
08097	\$190,000	↑ + 25.6%	96.6%	↑ + 5.8%	39	↓ - 77.0%	13	↑ + 30.0%
08312	\$183,900	↑ + 21.0%	94.6%	↓ - 0.2%	124	↑ + 3.2%	41	↑ + 215.4%
08322	\$208,750	↑ + 0.8%	90.4%	↓ - 4.2%	137	↑ + 37.4%	26	↓ - 3.7%
08328	\$165,000	↑ + 175.0%	94.1%	↑ + 0.4%	36	↑ + 1111.1%	3	↑ + 200.0%
08343	\$214,000	↓ - 34.9%	89.4%	↓ - 0.2%	63	↓ - 67.5%	13	↑ + 225.0%
08344	\$180,000	↑ + 22.9%	93.0%	↑ + 0.7%	132	↓ - 41.6%	11	↑ + 10.0%
08360	\$155,025	↓ - 11.2%	98.6%	↑ + 8.0%	91	↓ - 2.2%	2	↓ - 50.0%

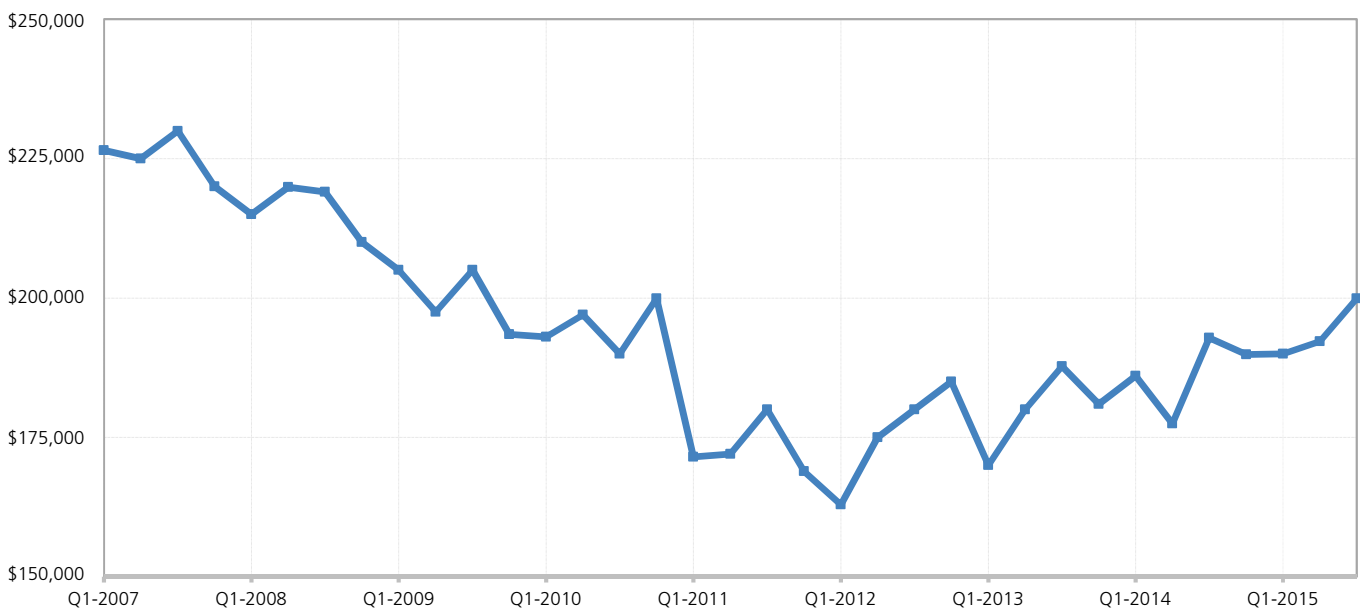
## Kent County, DE

Key Metrics	Q3-2015	1-Yr Chg
Median Sales Price	\$199,910	+ 3.6%
Avg. Sales Price	\$204,402	+ 3.9%
Pct. of Orig. Price Received	95.1%	+ 0.2%
Homes for Sale	1,181	- 9.1%
Closed Sales	549	+ 10.5%
Months Supply	7.5	- 22.9%
Avg. Prop. Mktg. Period	103	+ 1.6%

## Market Activity



## Historical Median Sales Price for Kent County, DE



## Kent County, DE ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19901	\$169,950	↓ - 1.5%	93.9%	↓ - 0.2%	103	↑ + 2.5%	88	↑ + 7.3%
19902	\$0	--	0.0%	--	0	--	0	--
19903	\$0	--	0.0%	--	0	--	0	--
19904	\$175,000	↑ + 6.4%	95.1%	↑ + 1.5%	103	↓ - 10.8%	108	↑ + 17.4%
19905	\$0	--	0.0%	--	0	--	0	--
19906	\$0	--	0.0%	--	0	--	0	--
19934	\$233,500	↑ + 9.9%	94.7%	↓ - 1.3%	72	↓ - 4.5%	66	↑ + 24.5%
19936	\$200,000	--	95.3%	--	115	--	1	--
19938	\$240,000	↑ + 4.8%	96.3%	↑ + 0.8%	98	↓ - 4.1%	22	↑ + 10.0%
19943	\$225,900	↑ + 5.6%	97.2%	↑ + 1.1%	91	↓ - 12.2%	47	↑ + 2.2%
19946	\$192,310	↓ - 7.0%	95.5%	↑ + 1.6%	192	↑ + 48.3%	19	↓ - 9.5%
19950	\$302,500	↑ + 34.4%	96.0%	↓ - 0.7%	167	↓ - 33.0%	2	↓ - 33.3%
19952	\$157,500	↓ - 14.9%	93.2%	→ - 0.0%	102	↓ - 11.6%	23	↓ - 25.8%
19953	\$140,900	↓ - 19.9%	90.9%	--	68	--	6	--
19954	\$199,000	↑ + 18.6%	94.8%	↑ + 8.0%	152	↑ + 217.4%	6	↑ + 200.0%
19955	\$160,900	↑ + 28.2%	93.4%	→ + 0.0%	204	↑ + 57.7%	4	↑ + 100.0%
19961	\$0	--	0.0%	--	0	--	0	--
19962	\$265,000	↑ + 8.2%	97.4%	↓ - 0.2%	118	↑ + 73.2%	39	→ 0.0%
19963	\$191,250	↑ + 3.9%	93.4%	↑ + 3.3%	141	↑ + 30.2%	23	↑ + 21.1%
19964	\$77,000	↓ - 56.6%	73.9%	↓ - 25.7%	157	↑ + 582.6%	5	↑ + 150.0%
19977	\$220,000	↓ - 2.2%	95.9%	↓ - 0.7%	92	↓ - 5.5%	87	↑ + 17.6%
19979	\$228,000	↑ + 6.0%	101.4%	↑ + 11.4%	7	↓ - 83.7%	1	↓ - 50.0%
19980	\$163,900	--	103.8%	--	13	--	2	--

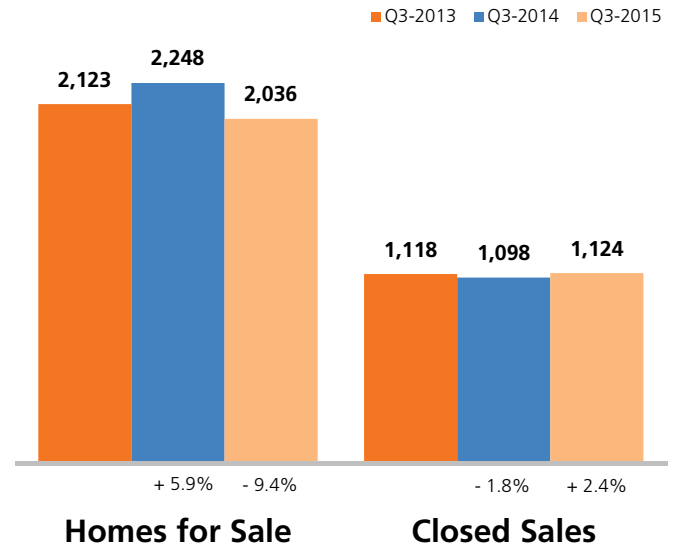


## Mercer County, NJ

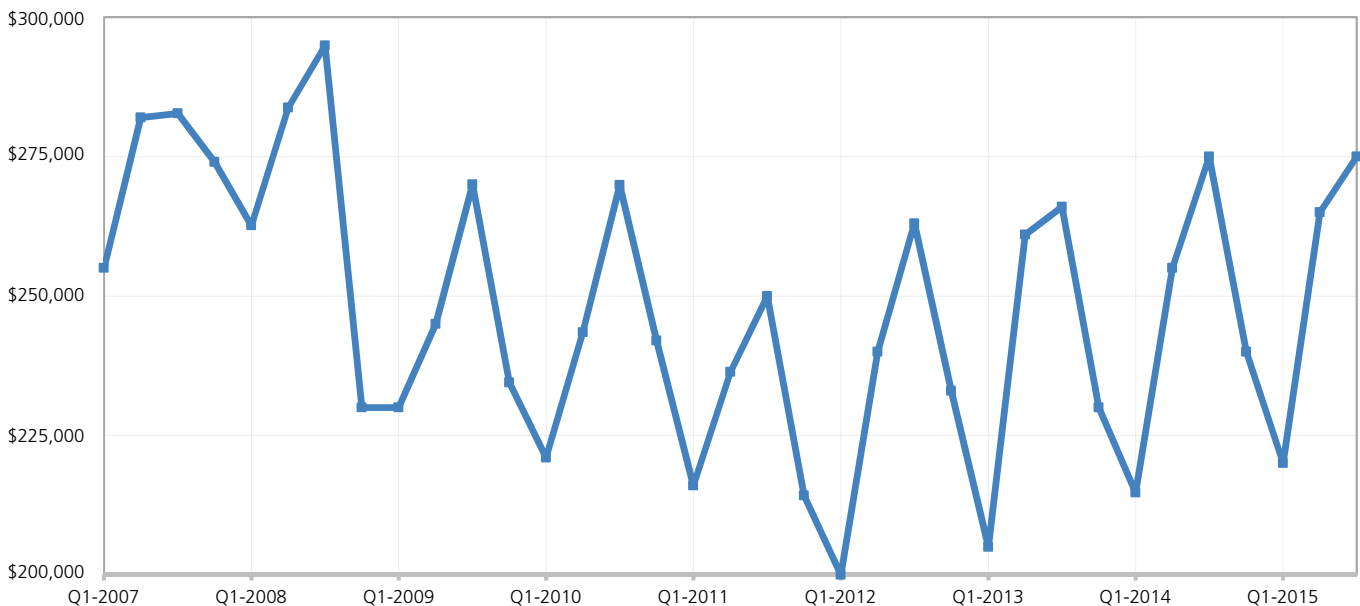
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$275,000	0.0%
Avg. Sales Price	\$390,026	+ 2.2%
Pct. of Orig. Price Received	94.2%	+ 0.4%
Homes for Sale	2,036	- 9.4%
Closed Sales	1,124	+ 2.4%
Months Supply	6.8	- 17.7%
Avg. Prop. Mktg. Period	82	- 2.9%

### Market Activity



### Historical Median Sales Price for Mercer County, NJ



## Mercer County, NJ ZIP Codes

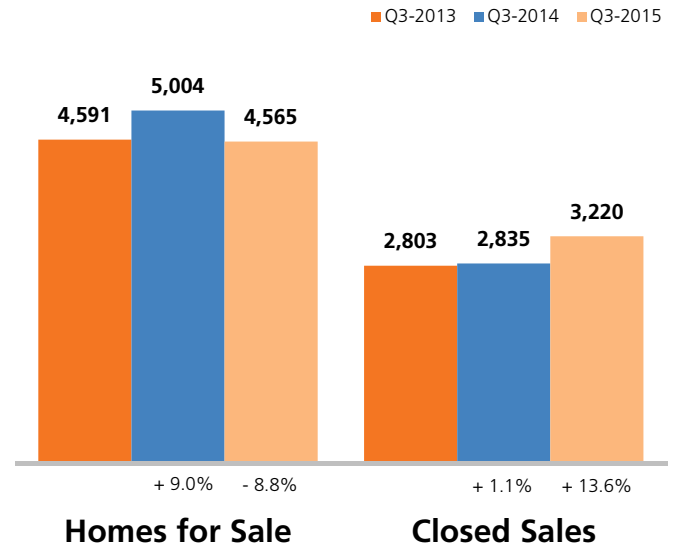
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
08501	\$307,475	→ 0.0%	97.7%	→ 0.0%	46	→ 0.0%	2	→ 0.0%
08512	\$300,000	↓ -1.5%	95.4%	↑ +0.7%	68	↓ -0.5%	21	↓ -12.5%
08520	\$232,000	↓ -9.6%	94.3%	↑ +0.2%	60	↓ -31.2%	93	↓ -5.1%
08525	\$321,000	↓ -12.5%	93.5%	↑ +1.5%	85	↑ +8.7%	20	↑ +122.2%
08530	\$487,500	↓ -39.1%	96.5%	↑ +8.7%	200	↑ +55.2%	4	↑ +33.3%
08534	\$435,000	↑ +3.6%	94.9%	→ +0.1%	94	↑ +5.3%	71	↓ -11.3%
08535	\$0	--	0.0%	--	0	--	0	--
08540	\$795,000	↑ +6.0%	96.6%	→ +0.0%	61	↓ -23.9%	139	↓ -10.3%
08541	\$0	--	0.0%	--	0	--	0	--
08542	\$1,512,000	↑ +226.9%	97.7%	↑ +1.7%	121	↑ +43.8%	6	↓ -57.1%
08543	\$0	--	0.0%	--	0	--	0	--
08544	\$0	--	0.0%	--	0	--	0	--
08550	\$675,000	→ 0.0%	97.4%	↑ +0.1%	57	↑ +40.9%	99	↑ +25.3%
08560	\$387,500	↑ +18.9%	92.4%	--	112	--	8	--
08561	\$0	--	0.0%	--	0	--	0	--
08601	\$0	--	0.0%	--	0	--	0	--
08602	\$0	--	0.0%	--	0	--	0	--
08603	\$0	--	0.0%	--	0	--	0	--
08604	\$0	--	0.0%	--	0	--	0	--
08605	\$0	--	0.0%	--	0	--	0	--
08606	\$0	--	0.0%	--	0	--	0	--
08607	\$0	--	0.0%	--	0	--	0	--
08608	\$44,500	--	99.1%	--	40	--	1	--
08609	\$41,000	↑ +44.1%	78.2%	↑ +12.7%	108	↓ -7.6%	20	↑ +233.3%
08610	\$180,000	↑ +5.9%	94.0%	↑ +2.3%	79	↓ -24.1%	80	→ 0.0%
08611	\$32,694	↓ -0.9%	88.5%	↑ +3.6%	87	↓ -5.6%	28	↓ -26.3%
08618	\$113,300	↑ +0.7%	89.6%	↑ +1.9%	113	↓ -4.9%	59	↑ +68.6%
08619	\$213,000	↓ -4.5%	94.9%	↑ +0.2%	82	↑ +4.9%	80	↑ +9.6%
08620	\$230,000	↓ -3.0%	96.8%	↑ +3.4%	90	↓ -30.7%	32	↑ +52.4%
08625	\$0	--	0.0%	--	0	--	0	--
08628	\$240,450	↑ +14.0%	92.8%	↑ +0.5%	119	↑ +18.5%	24	↓ -29.4%
08629	\$77,000	↑ +63.8%	85.7%	↓ -4.8%	126	↑ +40.6%	23	↓ -17.9%
08638	\$130,000	↓ -16.9%	89.9%	↑ +0.3%	106	↑ +12.1%	58	↑ +7.4%
08645	\$0	--	0.0%	--	0	--	0	--
08646	\$0	--	0.0%	--	0	--	0	--
08647	\$0	--	0.0%	--	0	--	0	--
08648	\$261,500	↓ -4.9%	95.2%	↓ -0.2%	85	↑ +6.0%	99	↓ -10.8%
08650	\$0	--	0.0%	--	0	--	0	--
08666	\$0	--	0.0%	--	0	--	0	--
08690	\$255,000	↑ +6.3%	94.6%	↑ +2.8%	68	↓ -24.6%	77	↑ +10.0%
08691	\$355,000	↑ +7.4%	96.4%	↓ -0.7%	89	↑ +36.8%	78	↓ -2.5%
08695	\$0	--	0.0%	--	0	--	0	--

## Montgomery County, PA

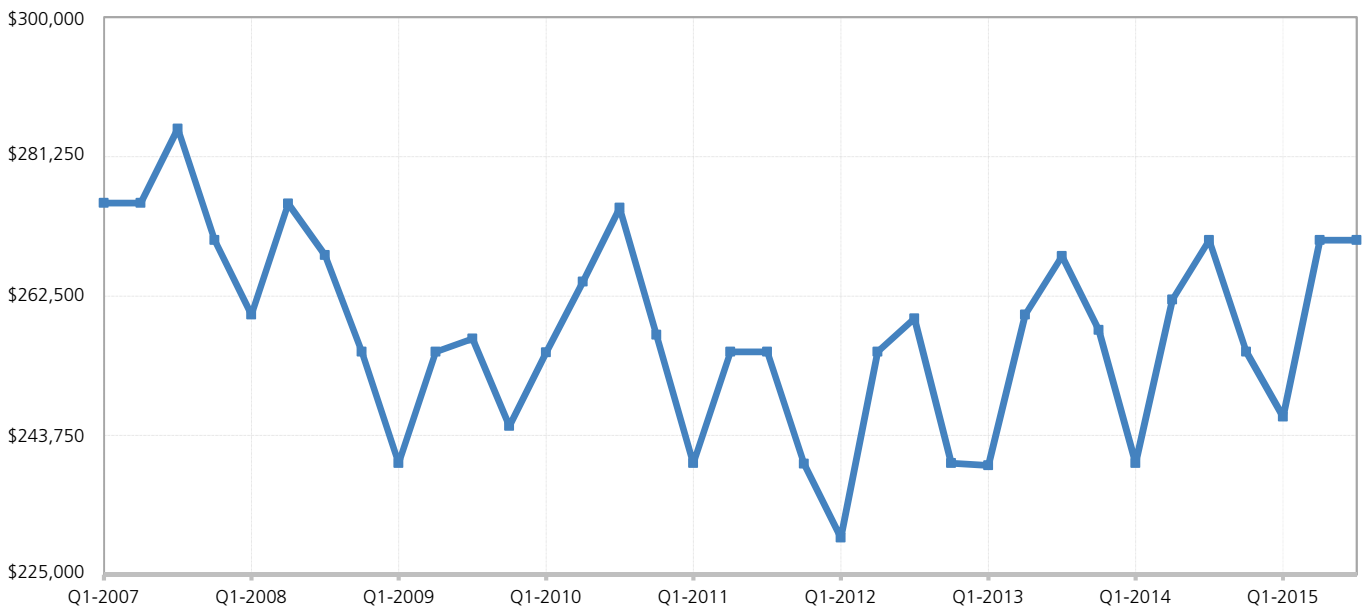
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$270,000	0.0%
Avg. Sales Price	\$323,384	+ 0.5%
Pct. of Orig. Price Received	94.6%	+ 0.7%
Homes for Sale	4,565	- 8.8%
Closed Sales	3,220	+ 13.6%
Months Supply	5.4	- 19.4%
Avg. Prop. Mktg. Period	71	- 2.3%

### Market Activity



### Historical Median Sales Price for Montgomery County, PA



# Montgomery County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
18041	\$204,000	↑ + 27.5%	93.7%	↓ - 1.6%	79	↑ + 7.0%	11	↓ - 57.7%
18054	\$337,500	↓ - 8.8%	94.0%	↓ - 5.1%	97	↑ + 17.7%	16	↑ + 77.8%
18070	\$181,500	↓ - 13.6%	85.5%	↓ - 8.4%	293	↑ + 119.9%	2	↑ + 100.0%
18073	\$220,000	↓ - 6.8%	94.4%	↓ - 2.5%	111	↑ + 62.6%	29	↓ - 23.7%
18074	\$185,000	↓ - 22.9%	97.3%	↑ + 2.7%	63	↓ - 18.2%	18	↑ + 28.6%
18076	\$200,000	↑ + 4.8%	92.4%	↑ + 3.3%	119	↑ + 72.4%	11	↑ + 37.5%
18084	\$85,000	--	89.6%	--	112	--	1	--
18915	\$258,000	↓ - 5.8%	89.3%	↓ - 9.4%	36	↑ + 209.2%	3	↓ - 25.0%
18918	\$0	--	0.0%	--	0	--	0	--
18924	\$0	--	0.0%	--	0	--	0	--
18932	\$0	⇒ 0.0%	0.0%	⇒ 0.0%	0	⇒ 0.0%	0	⇒ 0.0%
18936	\$215,000	--	95.6%	--	24	--	1	--
18957	\$0	--	0.0%	--	0	--	0	--
18958	\$0	--	0.0%	--	0	--	0	--
18964	\$262,500	↑ + 5.7%	95.6%	↑ + 1.8%	92	↑ + 21.7%	54	↑ + 35.0%
18969	\$232,500	↓ - 12.2%	91.4%	↓ - 3.4%	94	↑ + 8.9%	33	↓ - 23.3%
18971	\$0	--	0.0%	--	0	--	0	--
18979	\$0	--	0.0%	--	0	--	0	--
19001	\$218,000	↓ - 5.2%	96.1%	↑ + 1.2%	49	↑ + 5.7%	73	↑ + 32.7%
19002	\$384,500	↑ + 0.5%	94.3%	↑ + 0.8%	58	↓ - 17.5%	140	↑ + 29.6%
19003	\$383,000	↑ + 0.5%	94.2%	↓ - 2.1%	48	↑ + 5.4%	25	↓ - 16.7%
19004	\$413,500	↓ - 8.1%	89.0%	↓ - 6.0%	119	↑ + 56.7%	46	↓ - 6.1%
19006	\$360,000	↑ + 2.9%	93.2%	↑ + 1.6%	80	↓ - 4.3%	63	↑ + 18.9%
19009	\$0	--	0.0%	--	0	--	0	--
19010	\$900,000	↑ + 30.2%	89.2%	↓ - 3.5%	71	↑ + 1.3%	32	↑ + 60.0%
19012	\$200,000	↓ - 2.4%	93.5%	↑ + 1.7%	67	↓ - 1.9%	26	↑ + 4.0%
19025	\$399,900	↓ - 9.1%	97.7%	↑ + 2.6%	35	↓ - 63.6%	23	↓ - 25.8%
19027	\$203,000	↓ - 7.7%	92.1%	↑ + 0.6%	104	↑ + 16.1%	75	↓ - 6.3%
19031	\$565,000	↑ + 82.3%	96.1%	↑ + 0.8%	36	↑ + 5.7%	9	↓ - 52.6%
19034	\$455,000	↑ + 19.7%	93.2%	↓ - 2.1%	43	↓ - 36.0%	27	↑ + 35.0%
19035	\$900,000	↓ - 14.7%	89.2%	↓ - 0.2%	168	↑ + 58.0%	17	↓ - 10.5%
19038	\$272,500	↑ + 11.2%	94.2%	⇒ - 0.0%	58	↑ + 7.7%	124	↑ + 27.8%
19040	\$255,000	↑ + 12.0%	94.8%	↑ + 2.7%	55	↑ + 2.7%	65	↑ + 27.5%
19041	\$750,000	↑ + 9.5%	89.0%	↓ - 2.3%	153	↑ + 1.4%	11	↓ - 31.3%
19044	\$229,450	↓ - 0.6%	95.9%	↓ - 0.4%	58	↑ + 18.6%	52	↓ - 10.3%
19046	\$285,000	↑ + 8.1%	91.1%	↑ + 0.2%	82	↓ - 0.7%	83	↑ + 18.6%
19066	\$687,500	↑ + 11.3%	97.3%	↑ + 3.1%	42	↑ + 27.8%	22	⇒ 0.0%
19072	\$515,750	↓ - 0.8%	94.5%	⇒ - 0.1%	36	↓ - 40.2%	52	↑ + 15.6%
19075	\$344,040	↑ + 18.7%	98.0%	↑ + 4.0%	49	↑ + 7.7%	45	↑ + 80.0%
19085	\$880,000	↑ + 7.3%	89.3%	↓ - 4.3%	175	↑ + 94.1%	15	↑ + 25.0%
19087	\$410,000	↓ - 4.4%	94.1%	↑ + 3.6%	56	↓ - 27.9%	18	↓ - 14.3%
19090	\$227,000	↑ + 0.9%	94.4%	↓ - 1.4%	66	↓ - 10.4%	53	↓ - 19.7%
19095	\$278,015	↑ + 1.4%	98.1%	↓ - 1.4%	87	↑ + 15.4%	42	↑ + 20.0%

### Montgomery County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19096	\$479,000	↑ + 11.4%	93.7%	↓ - 0.5%	54	↑ + 28.3%	69	↑ + 1.5%
19401	\$134,300	↑ + 3.3%	92.7%	↑ + 5.2%	79	↓ - 28.2%	114	↑ + 22.6%
19403	\$232,000	↓ - 1.2%	93.0%	↓ - 1.1%	75	↓ - 4.7%	165	↓ - 6.8%
19404	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19405	\$197,000	↑ + 24.7%	94.9%	↑ + 3.7%	128	↑ + 75.2%	14	↓ - 26.3%
19406	\$251,500	↓ - 8.9%	96.3%	↑ + 1.2%	46	↓ - 30.4%	88	↑ + 37.5%
19407	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19408	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19409	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19415	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19420	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19422	\$383,500	↑ + 2.3%	95.3%	↑ + 0.8%	57	↓ - 7.6%	86	↓ - 7.5%
19423	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19424	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19426	\$290,000	↓ - 3.3%	95.5%	↑ + 0.5%	64	↑ + 8.6%	159	↑ + 25.2%
19428	\$295,000	↑ + 1.2%	96.3%	↑ + 2.4%	60	↑ + 32.2%	99	↑ + 26.9%
19429	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19430	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19435	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19436	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19437	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19438	\$302,450	↑ + 1.8%	94.5%	↓ - 0.1%	76	↑ + 27.5%	83	↑ + 27.7%
19440	\$261,750	↓ - 2.9%	94.9%	↓ - 1.7%	59	↑ + 15.2%	46	↑ + 35.3%
19441	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19443	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19444	\$340,000	↑ + 0.1%	95.7%	↑ + 2.2%	58	↓ - 37.8%	45	↑ + 18.4%
19446	\$285,000	↑ + 2.7%	96.1%	↑ + 1.8%	67	↓ - 4.4%	243	↑ + 33.5%
19450	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19451	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19453	\$129,500	↑ + 4.9%	96.9%	↑ + 5.4%	61	↓ - 55.6%	16	↑ + 100.0%
19454	\$265,000	↓ - 8.6%	96.2%	↑ + 0.7%	48	↓ - 29.2%	112	↑ + 8.7%
19455	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19456	\$240,000	↓ - 32.0%	96.4%	↑ + 1.6%	9	↓ - 61.7%	1	↓ - 50.0%
19460	\$365,000	↓ - 16.7%	96.6%	↑ + 2.1%	71	↑ + 22.4%	25	↑ + 4.2%
19462	\$284,000	↓ - 2.1%	93.7%	↑ + 1.2%	59	↓ - 8.2%	46	↓ - 9.8%
19464	\$144,950	↑ + 21.0%	91.6%	↑ + 3.8%	122	↓ - 13.8%	196	↑ + 43.1%
19468	\$215,000	↓ - 5.0%	96.1%	↑ + 1.3%	44	↓ - 39.8%	114	↑ + 7.5%
19472	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19473	\$379,900	↑ + 0.2%	95.6%	↓ - 1.0%	68	↑ + 11.2%	65	↑ + 18.2%
19474	\$240,000	↑ + 7.9%	99.7%	↑ + 5.0%	15	↓ - 79.2%	6	↑ + 20.0%
19477	\$465,000	↓ - 25.6%	94.9%	↓ - 1.3%	12	↓ - 63.6%	1	→ 0.0%
19478	\$290,000	↑ + 383.3%	93.6%	→ 0.0%	92	↓ - 29.2%	1	→ 0.0%
19484	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

## Montgomery County, PA ZIP Codes Cont.

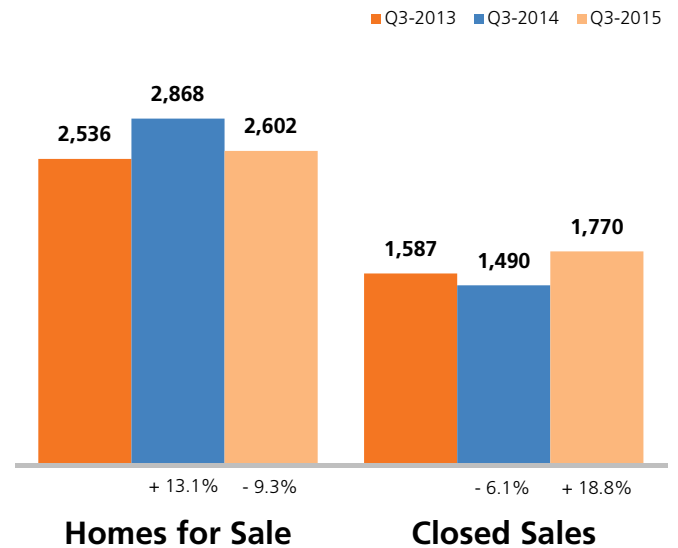
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19485	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19486	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19490	\$856,180	→ 0.0%	121.3%	→ 0.0%	188	→ 0.0%	3	→ 0.0%
19492	\$223,250	↑ + 35.3%	89.4%	↑ + 4.2%	120	↑ + 25.7%	6	↑ + 50.0%
19504	\$225,000	↓ - 7.2%	94.3%	↓ - 2.8%	63	→ - 0.1%	5	↓ - 16.7%
19505	\$275,000	↑ + 214.3%	94.9%	↑ + 38.8%	2	↓ - 94.6%	1	→ 0.0%
19512	\$161,850	↓ - 14.7%	94.5%	↓ - 0.8%	74	↓ - 25.9%	6	↓ - 25.0%
19525	\$290,000	↓ - 2.8%	99.8%	↓ - 0.2%	66	↑ + 28.4%	84	↑ + 23.5%

## New Castle County, DE

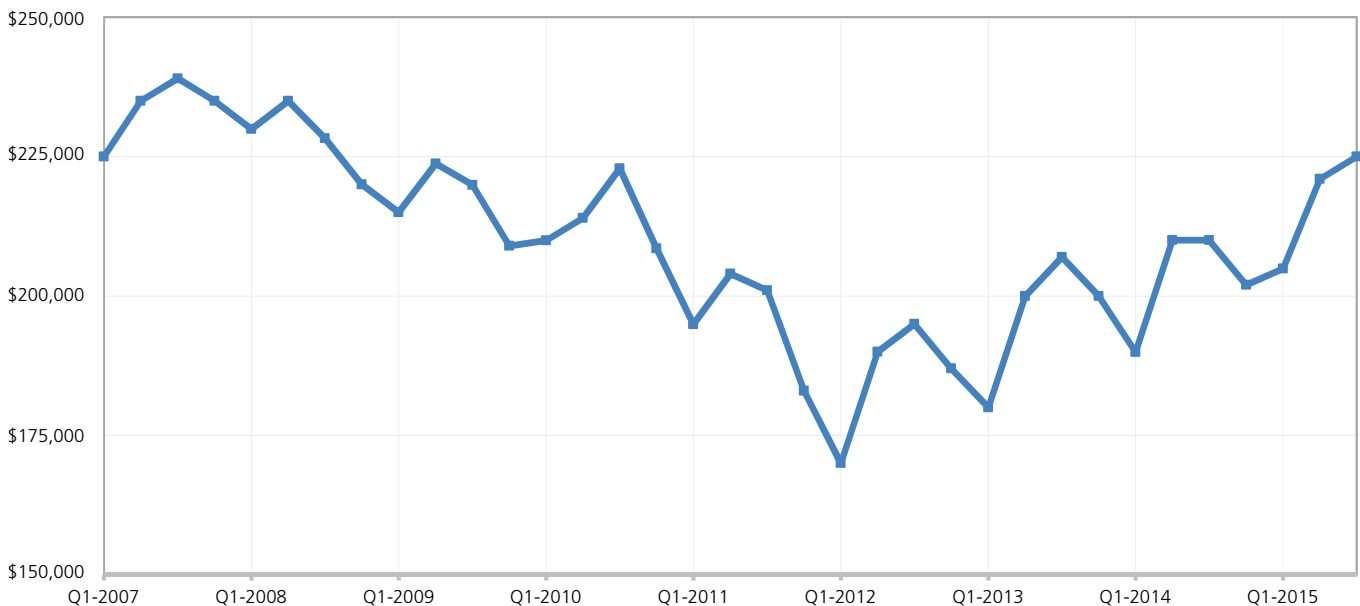
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$225,000	+ 7.1%
Avg. Sales Price	\$247,408	+ 3.6%
Pct. of Orig. Price Received	94.8%	+ 0.1%
Homes for Sale	2,602	- 9.3%
Closed Sales	1,770	+ 18.8%
Months Supply	5.1	- 22.1%
Avg. Prop. Mktg. Period	66	- 15.7%

### Market Activity



### Historical Median Sales Price for New Castle County, DE



## New Castle County, DE ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19701	\$285,000	↑ + 22.6%	96.8%	↑ + 0.8%	61	↓ - 1.4%	124	↑ + 19.2%
19702	\$202,000	↓ - 0.2%	95.7%	↑ + 0.1%	56	↓ - 16.6%	165	↑ + 24.1%
19703	\$215,000	↑ + 34.4%	94.1%	↓ - 0.5%	119	↑ + 44.1%	45	↑ + 104.5%
19706	\$147,450	↑ + 28.2%	85.3%	↓ - 22.3%	72	↓ - 32.4%	6	↑ + 50.0%
19707	\$385,000	↑ + 3.9%	96.6%	↑ + 0.8%	74	↑ + 15.4%	63	↑ + 28.6%
19708	\$0	--	0.0%	--	0	--	0	--
19709	\$325,000	↑ + 10.7%	96.4%	↓ - 0.4%	70	↓ - 16.9%	154	↑ + 32.8%
19710	\$0	--	0.0%	--	0	--	0	--
19711	\$255,000	↑ + 2.0%	94.8%	→ + 0.1%	62	↓ - 13.5%	152	↑ + 28.8%
19712	\$0	--	0.0%	--	0	--	0	--
19713	\$168,250	↓ - 5.1%	96.0%	↑ + 0.5%	50	↓ - 28.9%	92	↑ + 27.8%
19714	\$0	--	0.0%	--	0	--	0	--
19715	\$0	--	0.0%	--	0	--	0	--
19716	\$0	--	0.0%	--	0	--	0	--
19717	\$0	--	0.0%	--	0	--	0	--
19718	\$0	--	0.0%	--	0	--	0	--
19720	\$159,900	↑ + 6.8%	95.0%	↑ + 0.9%	64	↓ - 12.5%	159	↓ - 1.9%
19721	\$0	--	0.0%	--	0	--	0	--
19725	\$0	--	0.0%	--	0	--	0	--
19726	\$0	--	0.0%	--	0	--	0	--
19730	\$465,000	--	87.7%	--	393	--	1	--
19731	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19732	\$0	--	0.0%	--	0	--	0	--
19733	\$241,750	--	86.7%	--	141	--	2	--
19734	\$262,500	↑ + 1.0%	96.7%	↓ - 1.7%	80	↓ - 23.9%	52	↑ + 44.4%
19735	\$0	--	0.0%	--	0	--	0	--
19736	\$0	--	0.0%	--	0	--	0	--
19801	\$57,500	↓ - 32.4%	87.0%	↓ - 5.9%	137	↓ - 16.5%	30	↓ - 11.8%
19802	\$84,000	↑ + 10.5%	88.5%	↓ - 2.4%	62	↓ - 44.8%	70	↑ + 27.3%
19803	\$329,000	↑ + 4.4%	95.5%	↓ - 0.7%	46	↓ - 29.1%	95	↑ + 30.1%
19804	\$175,000	↑ + 1.2%	95.9%	↓ - 1.7%	54	↓ - 30.7%	66	↑ + 17.9%
19805	\$144,000	↑ + 19.3%	92.7%	↑ + 2.7%	77	↓ - 27.6%	115	↑ + 6.5%
19806	\$240,000	↑ + 11.6%	92.5%	→ - 0.0%	83	↓ - 20.4%	62	↑ + 17.0%
19807	\$594,250	↓ - 19.4%	92.7%	↑ + 1.2%	69	↓ - 37.9%	34	↑ + 3.0%
19808	\$225,950	↑ + 2.0%	95.5%	↑ + 0.3%	52	↑ + 0.8%	140	↑ + 3.7%
19809	\$211,500	↑ + 10.7%	93.5%	↑ + 2.5%	89	↑ + 0.3%	55	↓ - 1.8%
19810	\$300,000	↓ - 3.2%	95.8%	↓ - 1.1%	61	↑ + 14.0%	86	↑ + 41.0%
19850	\$0	--	0.0%	--	0	--	0	--
19880	\$0	--	0.0%	--	0	--	0	--
19884	\$0	--	0.0%	--	0	--	0	--
19885	\$0	--	0.0%	--	0	--	0	--
19886	\$0	--	0.0%	--	0	--	0	--
19890	\$0	--	0.0%	--	0	--	0	--



## New Castle County, DE ZIP Codes Cont.

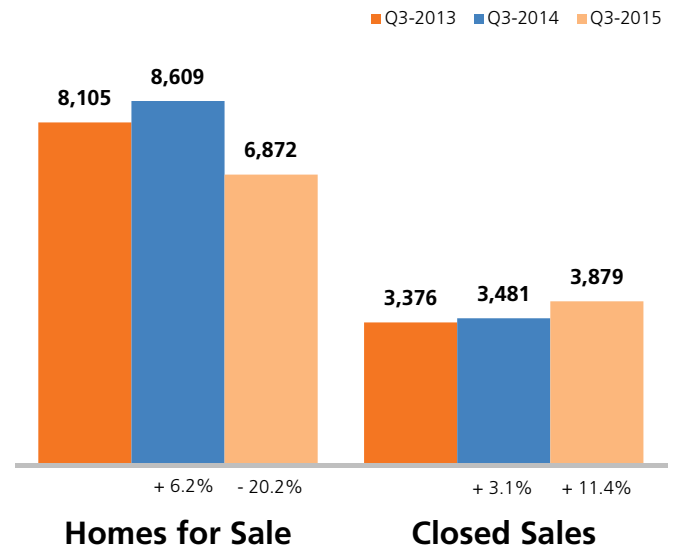
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19891	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19892	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19893	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19894	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19895	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19896	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19897	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19898	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19899	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19938	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19977	\$285,450	↓ - 18.4%	95.6%	↑ + 6.2%	170	↓ - 5.5%	2	↓ - 33.3%

## Philadelphia County, PA

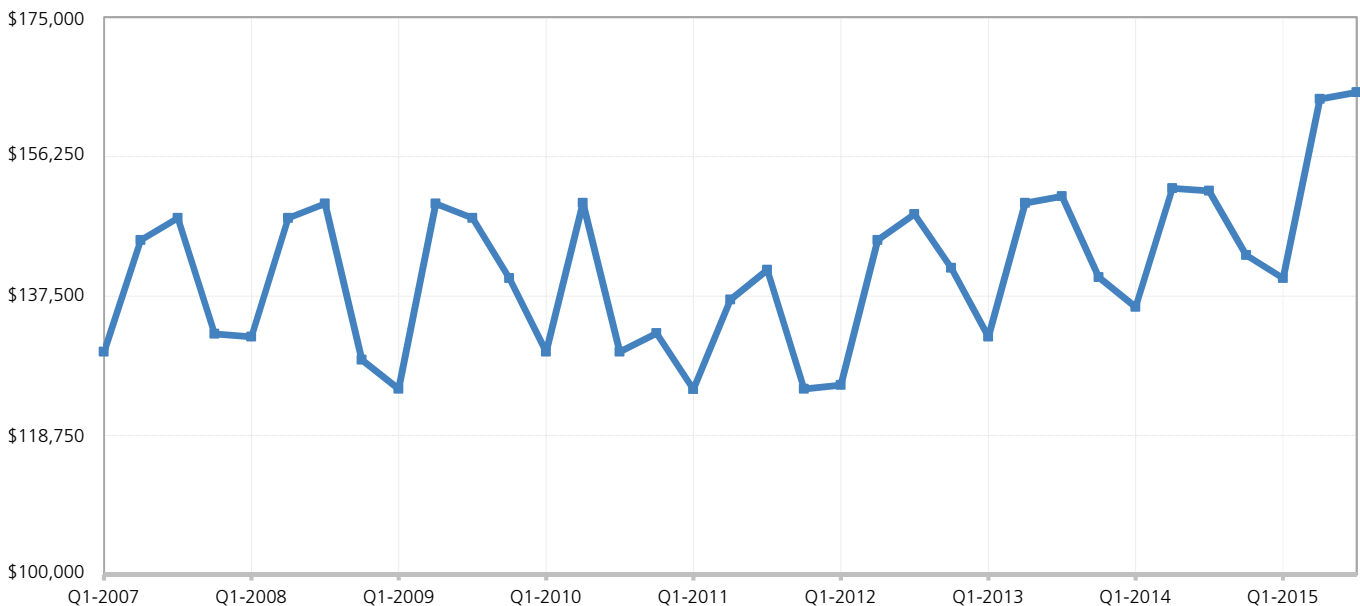
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$164,900	+ 8.8%
Avg. Sales Price	\$221,276	+ 5.5%
Pct. of Orig. Price Received	93.6%	+ 1.9%
Homes for Sale	6,872	- 20.2%
Closed Sales	3,879	+ 11.4%
Months Supply	5.8	- 30.4%
Avg. Prop. Mktg. Period	78	- 6.1%

### Market Activity



### Historical Median Sales Price for Philadelphia County, PA



### Philadelphia County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19019	\$0	--	0.0%	--	0	--	0	--
19092	\$0	--	0.0%	--	0	--	0	--
19093	\$0	--	0.0%	--	0	--	0	--
19099	\$0	--	0.0%	--	0	--	0	--
19101	\$0	--	0.0%	--	0	--	0	--
19102	\$360,000	↓ -24.6%	95.4%	↑ +1.5%	75	↓ -29.1%	19	↑ +35.7%
19103	\$479,000	↓ -10.0%	94.6%	↑ +1.9%	75	↓ -28.9%	72	↓ -12.2%
19104	\$225,000	↓ -17.9%	91.1%	↓ -1.2%	75	↑ +2.9%	36	↑ +50.0%
19105	\$0	--	0.0%	--	0	--	0	--
19106	\$400,000	↑ +19.0%	93.4%	↓ -0.3%	101	↑ +25.2%	71	↑ +20.3%
19107	\$313,000	↑ +18.1%	94.3%	↑ +1.2%	76	↓ -12.7%	38	↑ +2.7%
19108	\$0	--	0.0%	--	0	--	0	--
19109	\$0	--	0.0%	--	0	--	0	--
19110	\$0	--	0.0%	--	0	--	0	--
19111	\$152,525	↑ +5.2%	93.6%	↑ +1.0%	95	↓ -10.5%	144	↑ +5.1%
19112	\$0	--	0.0%	--	0	--	0	--
19114	\$159,900	↓ -5.9%	95.0%	↑ +2.4%	81	↓ -9.7%	83	↑ +15.3%
19115	\$198,000	↓ -4.8%	92.7%	↑ +0.3%	92	↑ +11.4%	93	↑ +6.9%
19116	\$222,000	↑ +5.7%	94.6%	↑ +1.1%	78	↓ -2.4%	64	↓ -14.7%
19118	\$519,750	→ -0.0%	93.7%	↓ -3.0%	67	↑ +60.0%	32	↑ +28.0%
19119	\$235,000	↑ +7.3%	93.9%	↑ +1.2%	84	↑ +21.2%	94	↑ +1.1%
19120	\$73,500	↑ +42.0%	91.8%	↑ +4.4%	97	↓ -3.6%	81	↓ -8.0%
19121	\$82,000	↑ +20.6%	85.7%	↑ +0.8%	109	↑ +7.8%	45	↑ +55.2%
19122	\$225,000	↑ +50.0%	94.4%	↑ +0.5%	73	↓ -8.6%	47	↑ +74.1%
19123	\$383,750	↑ +1.4%	95.7%	↑ +1.5%	86	↑ +8.8%	84	↑ +20.0%
19124	\$69,900	↑ +17.1%	92.4%	↑ +4.1%	85	↓ -14.2%	140	↑ +8.5%
19125	\$254,900	↑ +13.3%	96.2%	↑ +1.1%	69	↑ +16.1%	175	↑ +21.5%
19126	\$142,000	↑ +35.2%	95.9%	↑ +2.8%	70	↓ -39.4%	37	↑ +37.0%
19127	\$269,000	↑ +25.7%	95.6%	↑ +4.9%	80	↓ -11.1%	32	↑ +23.1%
19128	\$222,750	↑ +1.7%	93.9%	↑ +0.7%	89	↑ +12.9%	136	↑ +13.3%
19129	\$187,000	↓ -18.7%	95.9%	→ +0.0%	61	↓ -22.8%	46	↑ +17.9%
19130	\$310,000	↑ +4.0%	94.5%	↑ +0.4%	69	↓ -16.4%	140	↑ +1.4%
19131	\$77,950	↓ -14.8%	91.3%	↑ +2.1%	83	↓ -3.2%	62	↓ -3.1%
19132	\$20,000	↓ -4.8%	83.4%	↑ +7.6%	98	↓ -22.8%	34	↑ +9.7%
19133	\$44,000	↑ +54.4%	91.9%	↑ +8.6%	142	↑ +143.5%	11	↑ +37.5%
19134	\$76,750	↑ +70.6%	93.6%	↑ +4.9%	75	↓ -5.8%	108	↓ -16.3%
19135	\$90,900	↑ +13.8%	94.2%	↑ +2.3%	96	↑ +6.9%	112	↑ +9.8%
19136	\$125,000	↑ +0.8%	93.6%	↑ +2.0%	76	↑ +2.5%	110	↑ +32.5%
19137	\$97,000	↓ -17.1%	91.5%	↑ +4.1%	89	↑ +7.6%	23	↓ -11.5%
19138	\$71,000	↓ -16.5%	93.3%	↑ +2.3%	113	↑ +22.2%	59	↓ -14.5%
19139	\$49,000	↑ +63.3%	91.0%	↑ +9.4%	74	↑ +38.0%	45	↑ +28.6%
19140	\$25,000	↓ -3.8%	89.8%	↑ +4.3%	60	↓ -19.7%	39	↑ +25.8%
19141	\$84,950	↑ +6.3%	95.5%	↑ +8.0%	121	↑ +16.6%	32	↓ -5.9%

## Philadelphia County, PA ZIP Codes Cont.

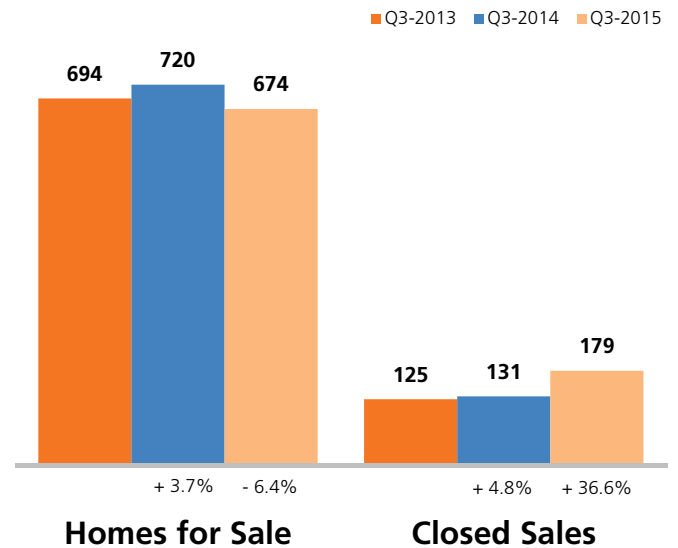
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
19142	\$33,250	↑ + 7.3%	86.8%	↑ + 0.3%	85	↑ + 18.8%	44	↓ - 13.7%
19143	\$81,000	↑ + 102.5%	92.5%	↑ + 5.5%	95	↑ + 7.7%	95	↑ + 1.1%
19144	\$100,900	↑ + 15.6%	93.3%	↑ + 3.9%	87	↓ - 11.8%	71	↑ + 18.3%
19145	\$150,675	↑ + 10.8%	93.9%	↑ + 0.5%	59	↓ - 44.0%	138	↑ + 3.8%
19146	\$336,500	↑ + 4.2%	95.1%	↑ + 1.5%	53	↓ - 21.1%	256	↑ + 18.5%
19147	\$372,000	↑ + 1.8%	95.1%	↑ + 1.2%	65	↑ + 1.5%	210	↑ + 11.7%
19148	\$165,000	↑ + 3.1%	93.1%	↑ + 2.8%	82	↑ + 1.0%	180	↑ + 4.0%
19149	\$115,000	↑ + 4.5%	92.6%	→ - 0.1%	60	↓ - 11.9%	179	↑ + 22.6%
19150	\$139,250	↑ + 0.9%	94.1%	↓ - 3.6%	82	↓ - 19.8%	69	↑ + 53.3%
19151	\$117,000	↑ + 1.7%	92.9%	↑ + 2.2%	70	↓ - 34.5%	52	↑ + 6.1%
19152	\$172,250	↑ + 1.4%	93.3%	↑ + 0.4%	60	↓ - 16.6%	111	↑ + 40.5%
19153	\$117,000	↑ + 14.1%	90.6%	↓ - 0.6%	137	↑ + 54.9%	17	↓ - 29.2%
19154	\$176,250	↓ - 3.7%	93.6%	↑ + 1.6%	87	↓ - 14.5%	113	↑ + 63.8%

## Salem County, NJ

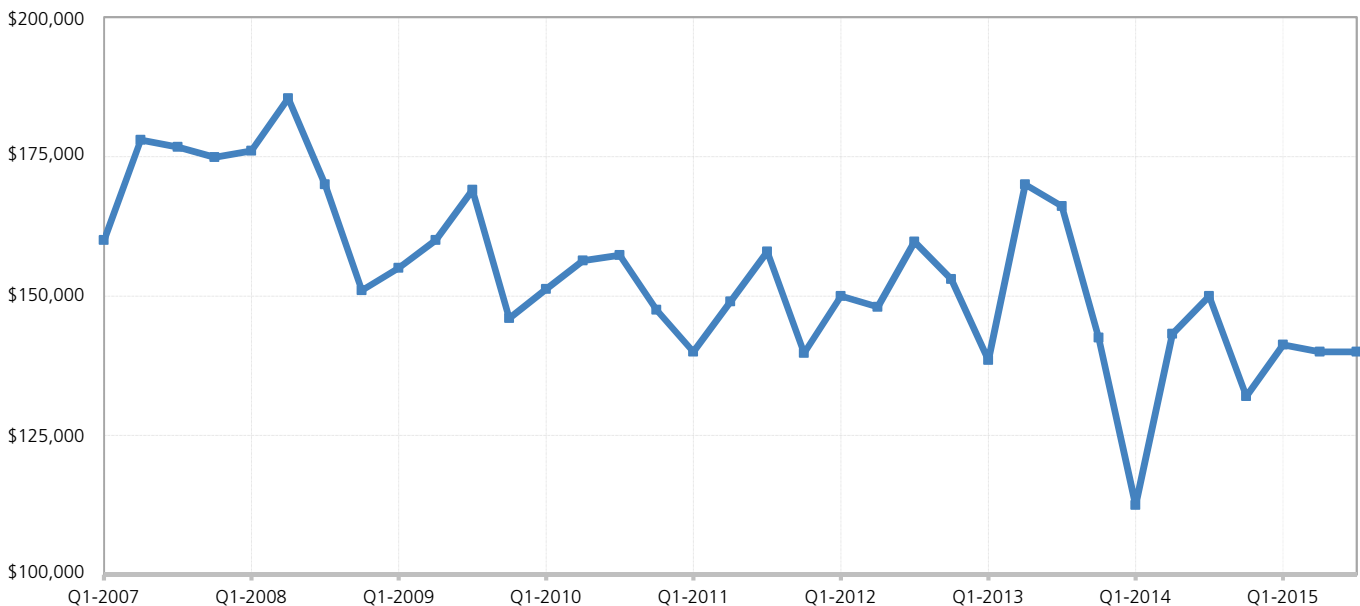
### Key Metrics

	Q3-2015	1-Yr Chg
Median Sales Price	\$140,000	- 6.7%
Avg. Sales Price	\$156,063	- 1.5%
Pct. of Orig. Price Received	89.7%	+ 1.4%
Homes for Sale	674	- 6.4%
Closed Sales	179	+ 36.6%
Months Supply	14.9	- 23.0%
Avg. Prop. Mktg. Period	153	+ 10.4%

### Market Activity



### Historical Median Sales Price for Salem County, NJ



## Salem County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
08001	\$288,000	↑ + 51.7%	96.0%	↑ + 8.5%	21	↓ - 91.9%	1	→ 0.0%
08023	\$0	--	0.0%	--	0	--	0	--
08038	\$37,500	--	62.6%	--	178	--	1	--
08067	\$166,500	↑ + 15.6%	92.0%	↓ - 11.2%	249	↑ + 407.5%	3	↑ + 200.0%
08069	\$76,000	↓ - 10.6%	84.4%	↑ + 0.2%	198	↑ + 73.0%	29	↑ + 7.4%
08070	\$127,000	↓ - 0.8%	90.8%	↑ + 3.9%	163	↑ + 2.1%	43	↑ + 48.3%
08072	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08079	\$92,000	↑ + 62.8%	86.2%	↑ + 4.4%	148	↓ - 19.4%	40	↑ + 150.0%
08098	\$243,000	↑ + 1.3%	92.2%	↑ + 0.7%	151	↓ - 1.9%	33	↑ + 50.0%
08302	\$226,000	↓ - 29.4%	94.6%	↓ - 2.8%	145	↑ + 1104.2%	2	↑ + 100.0%
08318	\$220,000	↑ + 12.5%	94.7%	↑ + 2.3%	97	↑ + 18.5%	24	↓ - 7.7%
08343	\$191,000	↓ - 17.0%	94.9%	↑ + 3.4%	35	↓ - 87.9%	3	↓ - 40.0%
08344	\$0	↓ - 100.0%	0.0%	→ 0.0%	0	↓ - 100.0%	0	↓ - 100.0%
08347	\$0	--	0.0%	--	0	--	0	--