

Industry Watch

Q4-2015

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

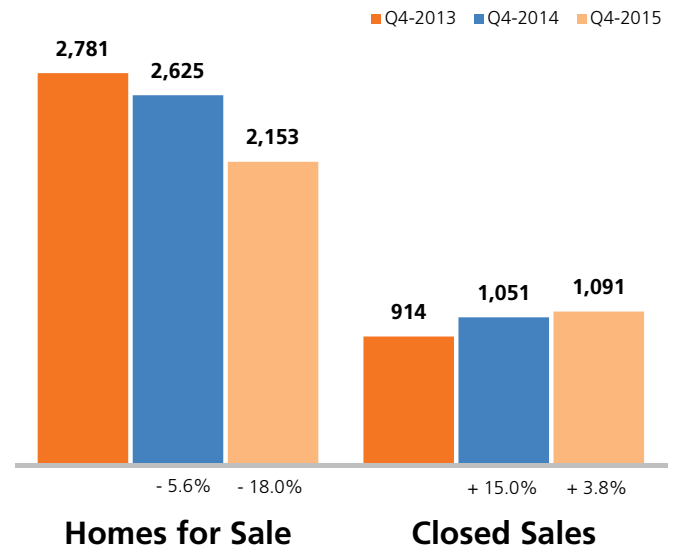
	Median Sales Price		Pct. of Orig. Price Rec'd.		Average Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
Berks	\$149,900	↑ + 7.1%	92.3%	↑ + 0.8%	97	↓ - 9.4%	1,091	↑ + 3.8%
Bucks	\$270,000	↑ + 1.2%	94.4%	↑ + 1.0%	87	↓ - 5.9%	1,833	↑ + 14.0%
Burlington	\$194,263	↓ - 0.4%	92.3%	↑ + 0.7%	105	↓ - 11.2%	1,319	↑ + 5.4%
Camden	\$150,000	↓ - 6.3%	90.9%	↑ + 1.0%	112	↓ - 10.1%	1,307	↑ + 9.8%
Chester	\$300,000	↓ - 0.9%	94.5%	↓ - 0.2%	78	↓ - 4.9%	1,531	↓ - 1.9%
Cumberland	\$135,700	↑ + 2.8%	91.3%	↑ + 2.9%	115	↓ - 20.8%	167	↑ + 3.1%
Delaware	\$192,500	↑ + 1.3%	91.9%	↑ + 1.4%	91	↓ - 3.3%	1,438	↑ + 4.4%
Gloucester	\$175,000	↓ - 2.7%	92.0%	↓ - 0.0%	113	↑ + 1.9%	748	↑ + 3.7%
Kent	\$195,500	↑ + 2.9%	95.1%	↑ + 0.5%	99	↓ - 8.0%	460	↑ + 1.5%
Mercer	\$213,000	↓ - 11.3%	92.0%	↑ + 1.1%	100	↓ - 0.6%	840	↑ + 4.1%
Montgomery	\$253,500	↓ - 0.6%	93.6%	↑ + 0.8%	83	↓ - 9.6%	2,268	↑ + 1.2%
New Castle	\$215,000	↑ + 6.4%	94.4%	↑ + 1.0%	77	↓ - 11.6%	1,447	↑ + 7.6%
Philadelphia	\$150,000	↑ + 4.9%	92.4%	↑ + 1.1%	78	↓ - 10.9%	3,440	↑ + 7.2%
Salem	\$126,100	↓ - 4.5%	88.6%	↑ + 4.0%	159	↓ - 6.8%	132	↑ + 22.2%

Berks County, PA

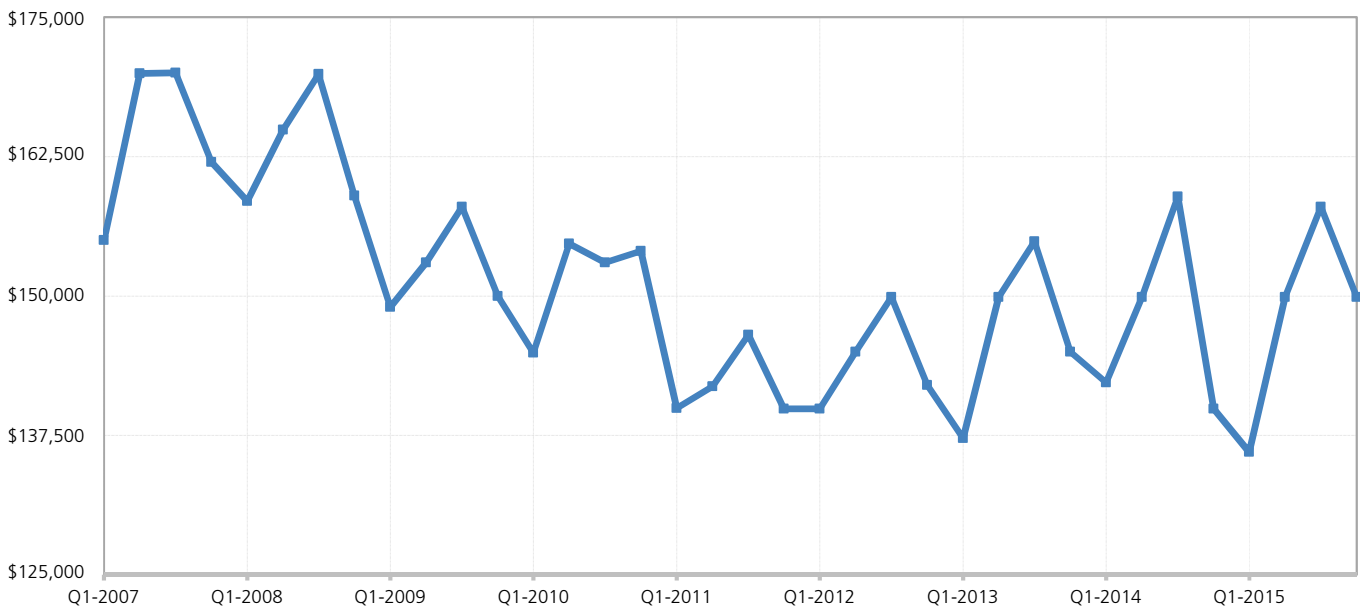
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$149,900	+ 7.1%
Avg. Sales Price	\$164,892	+ 8.7%
Pct. of Orig. Price Received	92.3%	+ 0.8%
Homes for Sale	2,153	- 18.0%
Closed Sales	1,091	+ 3.8%
Months Supply	5.6	- 29.6%
Avg. Prop. Mktg. Period	97	- 9.4%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
17026	\$184,000	--	95.6%	--	69	--	1	--
17067	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
17087	\$0	--	0.0%	--	0	--	0	--
17569	\$160,000	↓ - 31.0%	95.1%	↑ + 20.8%	40	↓ - 70.8%	3	↓ - 25.0%
18011	\$92,799	↓ - 62.9%	96.5%	↑ + 11.3%	66	↓ - 69.9%	3	↑ + 50.0%
18056	\$220,426	↓ - 33.2%	100.2%	↑ + 12.3%	5	↓ - 98.0%	1	→ 0.0%
18062	\$328,250	--	97.2%	--	84	--	2	--
18070	\$184,000	--	102.3%	--	68	--	1	--
18092	\$0	--	0.0%	--	0	--	0	--
19503	\$180,000	↓ - 9.5%	89.6%	↓ - 7.7%	59	↑ + 40.5%	3	↑ + 200.0%
19504	\$238,500	↓ - 21.5%	89.0%	↑ + 0.7%	147	↓ - 5.2%	10	↓ - 16.7%
19505	\$136,500	↓ - 19.0%	95.7%	↑ + 4.2%	155	↑ + 8.4%	8	↓ - 20.0%
19506	\$187,450	↓ - 27.9%	88.5%	↓ - 6.2%	88	↓ - 20.0%	18	↑ + 38.5%
19507	\$182,500	→ 0.0%	91.9%	--	143	--	6	--
19508	\$174,000	↑ + 20.0%	92.3%	↑ + 4.8%	101	↓ - 29.4%	47	↓ - 6.0%
19510	\$193,950	↑ + 4.8%	96.8%	↑ + 1.1%	79	↓ - 52.1%	20	↓ - 13.0%
19511	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19512	\$179,500	↑ + 14.0%	92.0%	↓ - 0.3%	102	↑ + 22.9%	35	↑ + 2.9%
19516	\$0	--	0.0%	--	0	--	0	--
19518	\$245,000	↑ + 14.2%	96.0%	↑ + 3.0%	88	↓ - 24.8%	41	↓ - 14.6%
19519	\$0	--	0.0%	--	0	--	0	--
19520	\$215,000	↓ - 14.3%	97.8%	↑ + 0.3%	11	↓ - 96.0%	1	↓ - 91.7%
19522	\$145,750	↓ - 16.7%	93.8%	↓ - 0.8%	106	↑ + 10.4%	38	→ 0.0%
19523	\$0	--	0.0%	--	0	--	0	--
19526	\$140,450	↑ + 7.2%	91.6%	↓ - 1.4%	74	↓ - 42.2%	26	↑ + 18.2%
19529	\$0	--	0.0%	--	0	--	0	--
19530	\$165,000	↑ + 5.4%	94.9%	↑ + 2.9%	77	↑ + 16.7%	29	↑ + 107.1%
19533	\$198,500	↑ + 28.1%	97.3%	↑ + 5.9%	112	↓ - 50.9%	18	↓ - 14.3%
19534	\$138,250	↑ + 5.6%	91.8%	↓ - 1.9%	60	↓ - 52.0%	5	↑ + 66.7%
19535	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19536	\$34,500	↓ - 59.2%	57.5%	↓ - 32.3%	36	↓ - 82.4%	1	→ 0.0%
19538	\$0	--	0.0%	--	0	--	0	--
19539	\$154,750	↓ - 35.8%	92.2%	↑ + 2.2%	52	↓ - 52.7%	10	↑ + 25.0%
19540	\$221,000	↑ + 76.8%	92.8%	↑ + 0.9%	119	↑ + 29.3%	22	↓ - 12.0%
19541	\$298,450	↑ + 55.0%	97.2%	↓ - 0.9%	123	↑ + 89.2%	6	→ 0.0%
19542	\$0	--	0.0%	--	0	--	0	--
19543	\$185,450	↓ - 38.0%	93.7%	↓ - 2.9%	65	↓ - 17.7%	20	↓ - 28.6%
19544	\$0	--	0.0%	--	0	--	0	--
19545	\$0	--	0.0%	--	0	--	0	--
19547	\$264,531	↑ + 40.7%	97.3%	↑ + 6.1%	17	↓ - 87.1%	13	→ 0.0%
19548	\$0	--	0.0%	--	0	--	0	--
19550	\$0	--	0.0%	--	0	--	0	--
19551	\$129,950	↓ - 18.1%	91.9%	↓ - 3.1%	75	↓ - 2.6%	12	↓ - 14.3%

Berks County, PA ZIP Codes Cont.

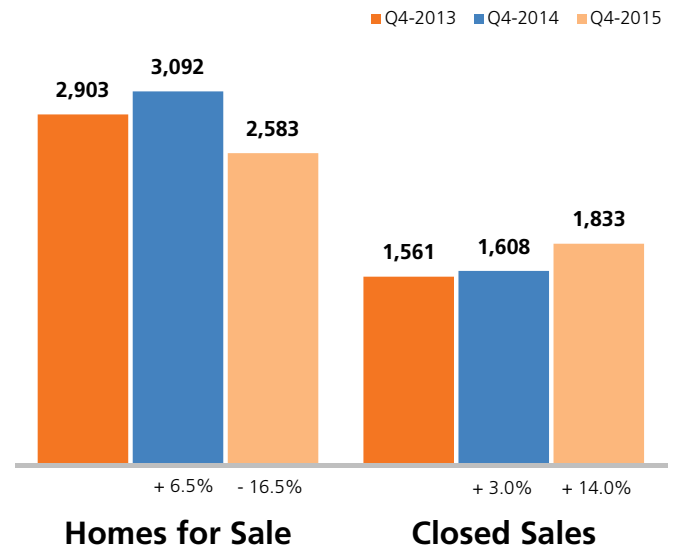
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19554	\$127,387	--	95.3%	--	205	--	2	--
19555	\$100,000	↓ - 29.8%	90.6%	↑ + 0.4%	201	↑ + 87.9%	10	→ 0.0%
19559	\$52,900	--	73.8%	--	75	--	2	--
19560	\$126,250	↓ - 7.2%	91.6%	↓ - 2.2%	153	↑ + 26.4%	32	↑ + 28.0%
19562	\$138,000	↑ + 10.5%	87.6%	↑ + 0.7%	107	↓ - 13.7%	6	↑ + 100.0%
19564	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19565	\$148,000	↓ - 11.9%	90.3%	↓ - 2.5%	74	↓ - 20.4%	17	↓ - 32.0%
19567	\$153,200	↑ + 33.3%	90.7%	↓ - 1.2%	104	↑ + 70.5%	20	↑ + 53.8%
19601	\$41,200	↓ - 14.1%	91.4%	↑ + 0.8%	105	↑ + 36.4%	51	↓ - 1.9%
19602	\$20,750	↓ - 27.8%	88.4%	↑ + 10.9%	66	↓ - 36.5%	20	↓ - 16.7%
19603	\$0	--	0.0%	--	0	--	0	--
19604	\$28,500	↓ - 28.8%	84.7%	↓ - 4.1%	111	↑ + 54.2%	45	↓ - 28.6%
19605	\$144,330	↑ + 13.6%	93.7%	↓ - 0.2%	96	↓ - 18.6%	81	↑ + 28.6%
19606	\$133,950	↑ + 5.3%	91.6%	↑ + 1.2%	86	↓ - 28.9%	116	↓ - 3.3%
19607	\$136,250	↑ + 9.9%	91.3%	↑ + 1.7%	115	↑ + 1.8%	85	↑ + 7.6%
19608	\$227,500	↑ + 28.2%	96.5%	↑ + 2.9%	80	↓ - 8.0%	70	↑ + 18.6%
19609	\$141,500	↓ - 5.7%	92.8%	↑ + 1.2%	90	↑ + 18.4%	43	→ 0.0%
19610	\$190,000	↑ + 8.6%	91.8%	↓ - 1.8%	124	↑ + 63.2%	55	↑ + 3.8%
19611	\$99,000	↑ + 17.2%	88.7%	↓ - 3.9%	80	↓ - 24.5%	33	↑ + 6.5%
19612	\$0	--	0.0%	--	0	--	0	--

Bucks County, PA

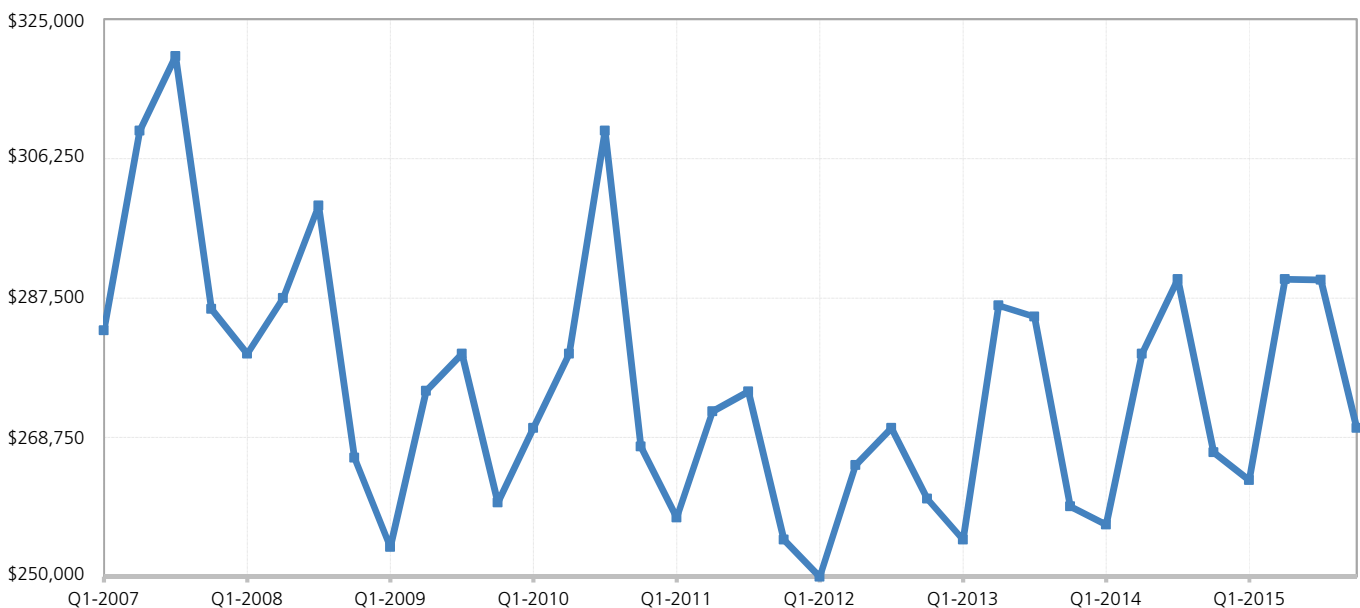
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$270,000	+ 1.2%
Avg. Sales Price	\$324,689	+ 2.9%
Pct. of Orig. Price Received	94.4%	+ 1.0%
Homes for Sale	2,583	- 16.5%
Closed Sales	1,833	+ 14.0%
Months Supply	4.0	- 26.8%
Avg. Prop. Mktg. Period	87	- 5.9%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
18036	\$320,000	↓ -24.3%	89.8%	↓ -6.0%	79	↓ -69.3%	6	↑ +50.0%
18039	\$0	--	0.0%	--	0	--	0	--
18041	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18054	\$183,950	↓ -49.3%	102.0%	↑ +7.1%	159	↑ +130.4%	2	↓ -75.0%
18055	\$330,000	↑ +7.3%	96.1%	↑ +11.9%	177	↓ -38.3%	1	↓ -50.0%
18073	\$184,070	↓ -20.0%	82.7%	↓ -13.7%	143	↑ +116.7%	2	↓ -93.5%
18077	\$237,500	↓ -39.9%	94.1%	↑ +1.4%	75	↓ -28.6%	2	↓ -77.8%
18081	\$0	--	0.0%	--	0	--	0	--
18901	\$374,000	↓ -0.3%	93.6%	↑ +0.8%	81	↓ -5.8%	81	↓ -14.7%
18902	\$467,494	↑ +5.1%	99.1%	↓ -0.2%	85	↑ +18.1%	75	↑ +2.7%
18910	\$0	--	0.0%	--	0	--	0	--
18911	\$0	--	0.0%	--	0	--	0	--
18912	\$0	--	0.0%	--	0	--	0	--
18913	\$355,000	↓ -2.7%	91.3%	--	18	--	1	--
18914	\$319,000	↑ +13.9%	95.3%	↑ +3.7%	75	↓ -21.9%	62	↑ +5.1%
18916	\$0	--	0.0%	--	0	--	0	--
18917	\$240,000	↑ +155.3%	95.2%	↑ +11.3%	77	↓ -20.6%	9	↑ +800.0%
18920	\$330,000	↓ -74.7%	94.1%	↑ +16.0%	29	↓ -79.9%	3	↑ +50.0%
18921	\$0	--	0.0%	--	0	--	0	--
18922	\$0	--	0.0%	--	0	--	0	--
18923	\$382,500	↑ +34.2%	92.0%	↑ +2.4%	98	↓ -50.5%	6	↑ +200.0%
18925	\$360,000	↓ -3.2%	95.4%	↑ +3.8%	59	↓ -40.4%	15	↓ -46.4%
18926	\$0	--	0.0%	--	0	--	0	--
18927	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18928	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18929	\$325,000	↑ +5.5%	94.0%	↓ -0.4%	125	↑ +140.4%	23	↑ +35.3%
18930	\$302,500	↓ -20.6%	90.2%	↓ -12.1%	54	↓ -22.9%	5	↑ +66.7%
18931	\$0	--	0.0%	--	0	--	0	--
18932	\$165,000	↓ -54.8%	88.3%	↑ +8.7%	132	↑ +30.7%	3	↑ +200.0%
18933	\$0	--	0.0%	--	0	--	0	--
18934	\$510,000	↓ -20.0%	93.0%	↑ +2.2%	92	↑ +2.2%	3	→ 0.0%
18935	\$0	--	0.0%	--	0	--	0	--
18938	\$522,500	↑ +7.7%	92.5%	↑ +1.1%	104	↓ -36.2%	58	↑ +34.9%
18940	\$412,500	↑ +17.9%	96.5%	↑ +1.8%	85	↑ +23.2%	102	↑ +2.0%
18942	\$385,000	↑ +17.0%	95.9%	↑ +16.4%	181	↓ -17.0%	13	↑ +116.7%
18943	\$0	--	0.0%	--	0	--	0	--
18944	\$254,400	↓ -3.6%	94.2%	↑ +1.1%	97	↓ -4.9%	73	↑ +30.4%
18946	\$0	--	0.0%	--	0	--	0	--
18947	\$299,000	↓ -18.1%	91.9%	↓ -0.2%	120	↓ -8.4%	13	↑ +44.4%
18949	\$0	--	0.0%	--	0	--	0	--
18950	\$0	--	0.0%	--	0	--	0	--
18951	\$215,000	↑ +0.7%	93.7%	↑ +0.6%	114	↓ -8.8%	110	↑ +12.2%
18953	\$0	--	0.0%	--	0	--	0	--

Bucks County, PA ZIP Codes Cont.

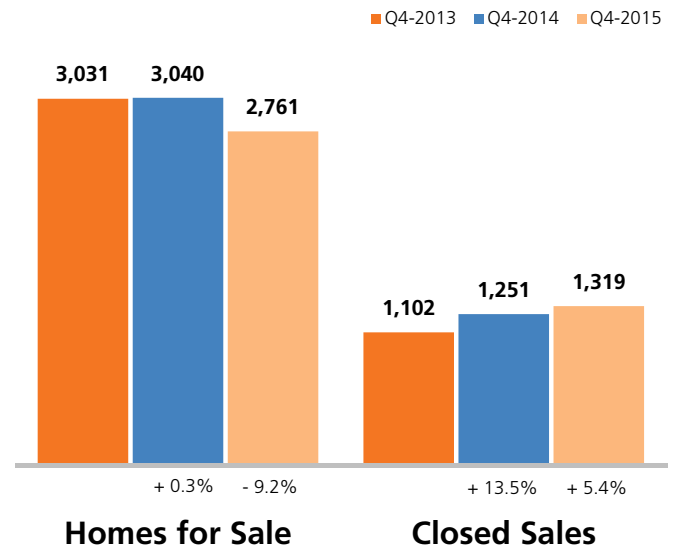
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
18954	\$375,000	↑ + 7.4%	96.7%	↑ + 5.0%	81	↓ - 19.0%	22	↑ + 4.8%
18955	\$132,000	↓ - 21.6%	89.8%	↓ - 8.0%	99	↑ + 65.0%	7	↑ + 75.0%
18956	\$0	--	0.0%	--	0	--	0	--
18960	\$271,113	↑ + 4.3%	97.6%	↓ - 2.3%	82	↓ - 20.4%	52	↑ + 73.3%
18962	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18963	\$0	--	0.0%	--	0	--	0	--
18964	\$374,900	↑ + 45.9%	100.0%	↑ + 8.0%	9	↓ - 87.5%	1	↓ - 97.4%
18966	\$278,000	↑ + 10.6%	94.7%	↑ + 1.7%	66	↓ - 25.8%	118	↑ + 55.3%
18968	\$0	--	0.0%	--	0	--	0	--
18969	\$200,000	↓ - 20.0%	100.1%	↑ + 2.5%	32	↓ - 74.6%	15	↓ - 61.5%
18970	\$175,000	--	98.4%	--	12	--	1	--
18972	\$335,000	↓ - 13.4%	99.5%	↑ + 13.3%	121	↑ + 8.0%	7	↑ + 133.3%
18974	\$244,000	↓ - 3.6%	93.3%	↑ + 0.4%	74	↓ - 26.0%	105	↑ + 1.0%
18976	\$368,000	↑ + 16.6%	96.6%	↑ + 0.2%	79	↑ + 16.2%	69	↑ + 27.8%
18977	\$480,000	→ 0.0%	95.6%	↑ + 2.1%	103	↑ + 9.6%	19	↑ + 46.2%
18980	\$382,500	--	96.2%	--	24	--	2	--
18981	\$0	--	0.0%	--	0	--	0	--
18991	\$0	--	0.0%	--	0	--	0	--
19006	\$390,000	↑ + 4.0%	87.0%	↓ - 6.0%	260	↑ + 150.0%	3	↓ - 94.2%
19007	\$149,700	↑ + 14.7%	91.8%	↑ + 5.3%	114	↓ - 8.8%	50	↑ + 8.7%
19020	\$227,000	↑ + 2.7%	94.3%	↑ + 1.0%	86	↓ - 2.3%	123	↑ + 24.2%
19021	\$147,000	↑ + 2.5%	94.2%	↓ - 0.3%	67	↑ + 1.5%	19	↑ + 5.6%
19030	\$219,950	↓ - 1.1%	92.2%	↓ - 3.2%	83	↓ - 8.8%	28	↑ + 47.4%
19040	\$255,000	↑ + 2.0%	92.7%	↑ + 0.1%	177	↑ + 78.8%	2	↓ - 96.3%
19047	\$281,000	↓ - 3.1%	93.4%	↑ + 0.6%	88	↑ + 18.9%	95	↑ + 4.4%
19048	\$0	--	0.0%	--	0	--	0	--
19049	\$0	--	0.0%	--	0	--	0	--
19053	\$270,500	↑ + 8.2%	94.1%	↑ + 1.8%	85	↓ - 5.6%	56	↑ + 3.7%
19054	\$210,000	↑ + 1.2%	93.4%	↓ - 0.7%	64	↓ - 29.7%	41	↓ - 6.8%
19055	\$145,000	↓ - 12.1%	89.9%	↓ - 3.0%	95	↑ + 15.9%	49	↑ + 4.3%
19056	\$225,000	→ 0.0%	93.6%	↓ - 0.3%	67	↓ - 35.6%	39	↑ + 5.4%
19057	\$159,200	↓ - 1.7%	90.7%	↓ - 1.9%	97	↑ + 2.1%	56	→ 0.0%
19058	\$0	--	0.0%	--	0	--	0	--
19067	\$338,000	↑ + 10.5%	95.8%	↑ + 1.7%	82	↑ + 22.4%	184	↑ + 20.3%
19440	\$390,000	↑ + 60.5%	73.5%	↓ - 21.5%	122	↑ + 14.0%	2	↓ - 95.6%
19454	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%

Burlington County, NJ

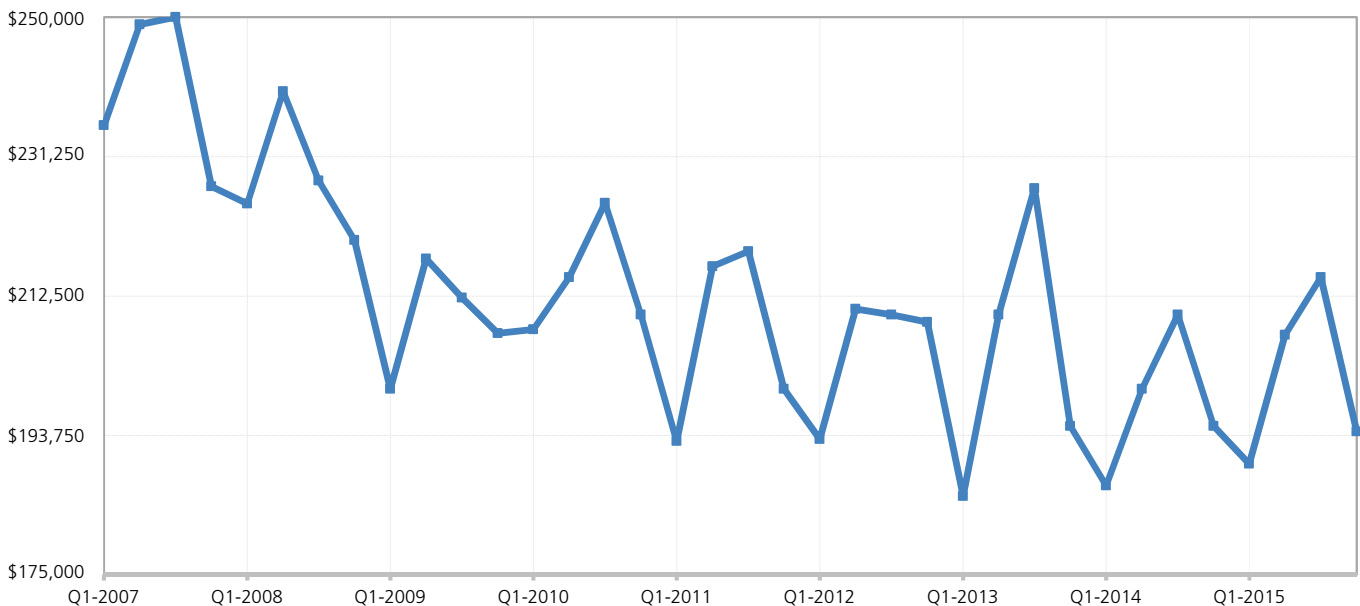
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$194,263	- 0.4%
Avg. Sales Price	\$235,677	- 0.1%
Pct. of Orig. Price Received	92.3%	+ 0.7%
Homes for Sale	2,761	- 9.2%
Closed Sales	1,319	+ 5.4%
Months Supply	5.7	- 23.3%
Avg. Prop. Mktg. Period	105	- 11.2%

Market Activity



Historical Median Sales Price for Burlington County, NJ



Burlington County, NJ ZIP Codes

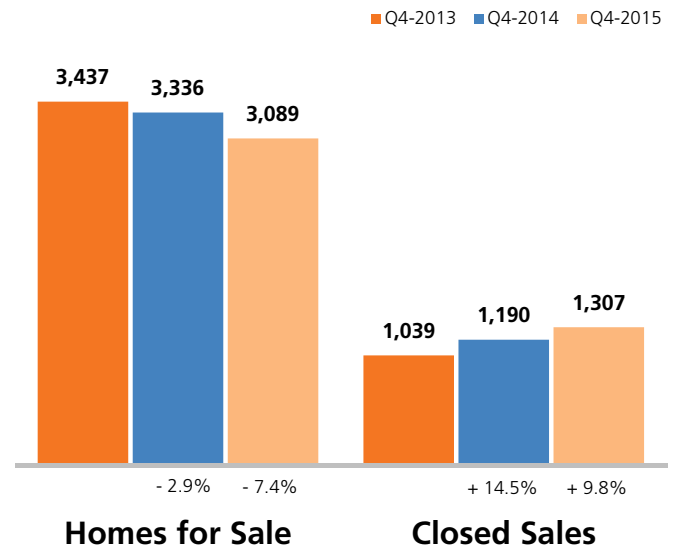
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
08010	\$123,450	↑ + 57.3%	86.2%	↑ + 0.7%	86	↓ - 41.9%	28	↑ + 12.0%
08011	\$0	--	0.0%	--	0	--	0	--
08015	\$136,500	↑ + 5.0%	91.9%	↑ + 3.4%	90	↓ - 32.8%	51	↑ + 4.1%
08016	\$164,000	↑ + 1.0%	87.3%	↓ - 1.7%	133	↓ - 4.3%	85	↓ - 2.3%
08019	\$191,450	↓ - 21.0%	88.3%	↑ + 6.0%	36	↓ - 83.3%	2	→ 0.0%
08022	\$249,000	↓ - 0.4%	93.8%	↓ - 1.0%	91	↑ + 24.7%	40	↓ - 4.8%
08036	\$250,000	↓ - 24.9%	93.7%	↓ - 0.2%	107	↓ - 28.7%	19	↑ + 11.8%
08041	\$385,000	↑ + 75.0%	125.7%	↑ + 35.6%	91	↓ - 42.8%	3	↓ - 57.1%
08042	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08046	\$102,500	↓ - 7.6%	91.0%	↓ - 0.2%	111	↓ - 12.6%	101	↑ + 1.0%
08048	\$233,000	↑ + 5.9%	95.9%	↑ + 2.3%	98	↓ - 4.9%	23	↓ - 14.8%
08052	\$133,000	↓ - 9.8%	90.7%	↑ + 7.0%	83	↓ - 40.3%	54	↑ + 17.4%
08053	\$240,000	↑ + 1.3%	93.7%	↑ + 1.3%	104	↓ - 7.1%	165	↑ + 26.0%
08054	\$198,950	↓ - 5.3%	93.5%	--	101	--	160	--
08055	\$335,000	↑ + 8.4%	93.3%	↓ - 0.6%	113	↓ - 3.4%	108	↓ - 5.3%
08057	\$480,000	↑ + 6.7%	91.9%	↓ - 0.2%	129	↑ + 11.2%	61	↑ + 8.9%
08060	\$165,000	↓ - 17.5%	92.6%	↓ - 0.9%	102	↓ - 14.3%	59	↓ - 19.2%
08064	\$0	--	0.0%	--	0	--	0	--
08065	\$136,000	↓ - 10.8%	90.3%	→ 0.0%	108	↓ - 22.9%	27	↑ + 22.7%
08068	\$249,500	↑ + 38.6%	93.7%	↓ - 2.9%	72	↓ - 25.0%	15	↑ + 87.5%
08073	\$0	--	0.0%	--	0	--	0	--
08075	\$169,000	↑ + 1.8%	90.4%	↓ - 1.1%	96	↑ + 1.1%	68	↑ + 6.3%
08076	\$0	--	0.0%	--	0	--	0	--
08077	\$242,500	↑ + 8.5%	94.5%	↓ - 0.4%	115	↑ + 5.5%	57	↑ + 42.5%
08087	\$0	--	0.0%	--	0	--	0	--
08088	\$185,000	↓ - 6.3%	92.5%	↑ + 3.0%	114	↓ - 3.4%	75	↓ - 8.5%
08215	\$0	--	0.0%	--	0	--	0	--
08224	\$0	--	0.0%	--	0	--	0	--
08501	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08505	\$237,500	↑ + 27.2%	95.2%	↑ + 5.8%	82	↓ - 36.4%	44	↑ + 29.4%
08511	\$150,000	↓ - 55.2%	94.0%	↑ + 4.9%	86	↓ - 41.5%	3	→ 0.0%
08515	\$425,000	→ 0.0%	95.8%	↑ + 2.9%	94	↑ + 30.6%	17	↓ - 19.0%
08518	\$150,500	↑ + 37.8%	92.2%	↑ + 5.9%	117	↓ - 16.4%	22	↑ + 10.0%
08554	\$141,100	↓ - 23.7%	92.7%	↑ + 4.3%	78	↓ - 31.0%	14	↑ + 7.7%
08562	\$215,300	↓ - 47.9%	80.9%	↓ - 11.4%	89	↓ - 50.8%	7	↑ + 40.0%
08620	\$249,950	↑ + 7.0%	95.9%	↑ + 5.7%	98	↓ - 27.4%	6	↓ - 80.0%
08640	\$0	--	0.0%	--	0	--	0	--
08641	\$0	--	0.0%	--	0	--	0	--

Camden County, NJ

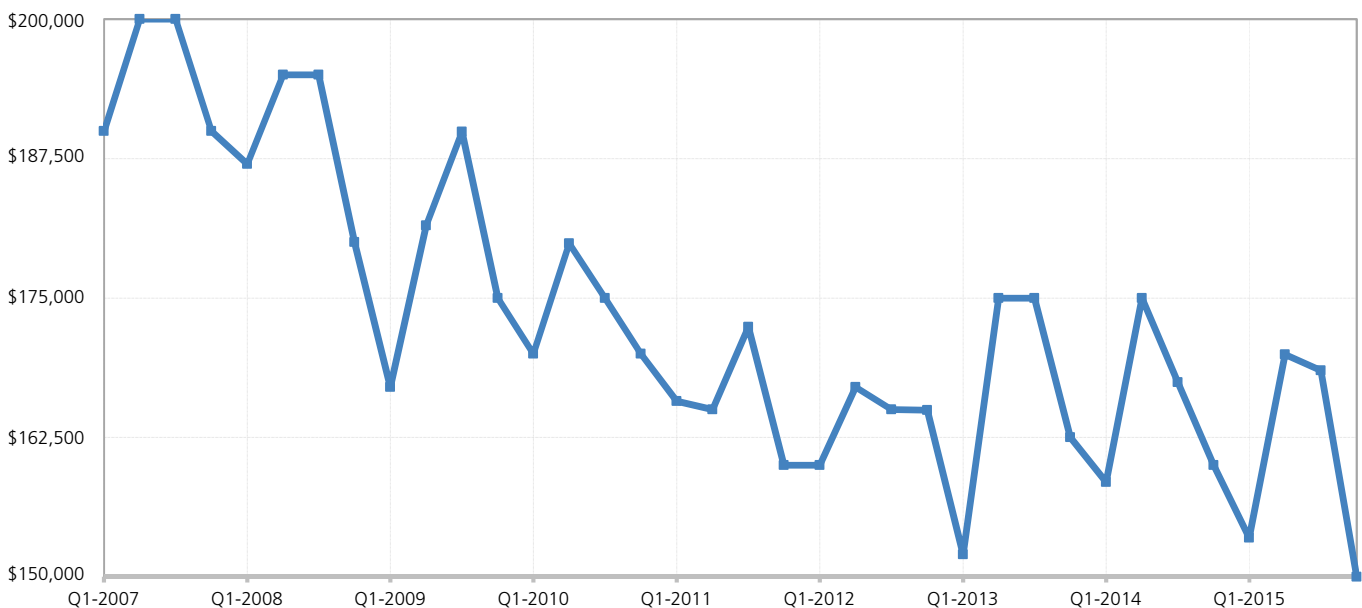
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$150,000	- 6.3%
Avg. Sales Price	\$170,028	- 3.8%
Pct. of Orig. Price Received	90.9%	+ 1.0%
Homes for Sale	3,089	- 7.4%
Closed Sales	1,307	+ 9.8%
Months Supply	6.5	- 24.5%
Avg. Prop. Mktg. Period	112	- 10.1%

Market Activity



Historical Median Sales Price for Camden County, NJ



Camden County, NJ ZIP Codes

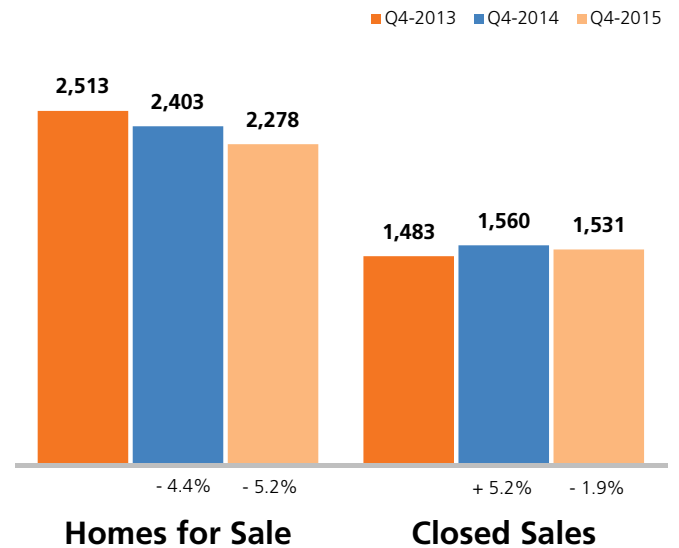
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
08002	\$185,000	↓ - 6.6%	94.3%	↑ + 2.2%	67	↓ - 47.7%	54	↓ - 1.8%
08003	\$275,000	↑ + 11.8%	92.5%	↑ + 3.0%	113	↓ - 17.5%	87	↓ - 22.3%
08004	\$127,000	↓ - 21.8%	90.9%	↑ + 0.9%	126	↓ - 1.6%	38	↑ + 35.7%
08007	\$162,000	↑ + 14.5%	91.5%	↑ + 4.6%	120	↓ - 45.2%	9	↓ - 18.2%
08009	\$165,000	↓ - 13.2%	89.2%	↑ + 0.2%	98	↓ - 23.4%	46	↓ - 2.1%
08012	\$155,000	↓ - 8.8%	93.1%	↑ + 1.5%	128	↑ + 4.1%	54	↓ - 31.6%
08018	\$0	--	0.0%	--	0	--	0	--
08021	\$69,800	↓ - 5.1%	86.8%	↑ + 1.5%	146	↑ + 18.7%	134	↑ + 42.6%
08026	\$165,000	↑ + 19.6%	89.0%	↑ + 1.9%	84	↓ - 53.3%	9	↑ + 200.0%
08029	\$134,000	↓ - 14.9%	97.9%	↑ + 8.1%	67	↓ - 55.0%	13	→ 0.0%
08030	\$55,000	↓ - 14.7%	82.3%	↓ - 1.8%	122	↓ - 13.5%	43	↑ + 38.7%
08031	\$141,750	↑ + 20.5%	90.4%	↑ + 0.7%	87	↓ - 40.0%	33	↑ + 37.5%
08033	\$390,000	↑ + 2.0%	91.9%	↑ + 1.3%	104	↑ + 7.2%	49	↑ + 6.5%
08034	\$194,250	↓ - 17.1%	91.8%	--	96	--	61	--
08035	\$241,000	↑ + 17.6%	95.6%	↑ + 0.8%	62	↓ - 49.6%	24	↑ + 41.2%
08037	\$108,500	↑ + 55.0%	85.9%	↓ - 0.1%	201	↑ + 21.1%	12	↓ - 29.4%
08043	\$239,450	↓ - 7.9%	91.7%	↓ - 0.9%	101	↓ - 12.9%	74	↓ - 12.9%
08045	\$95,000	↓ - 10.2%	78.3%	↓ - 0.5%	215	↑ + 64.1%	6	↑ + 50.0%
08049	\$130,000	↑ + 13.0%	90.6%	↑ + 5.2%	111	↓ - 7.5%	21	↑ + 110.0%
08059	\$110,000	↑ + 0.1%	83.4%	↓ - 7.8%	101	↓ - 15.8%	13	↓ - 23.5%
08078	\$125,000	↓ - 12.6%	92.5%	↑ + 2.5%	96	↓ - 28.4%	29	↑ + 81.3%
08081	\$156,500	↑ + 10.2%	90.9%	↑ + 0.6%	117	↓ - 0.8%	142	↓ - 0.7%
08083	\$157,650	↓ - 12.2%	93.8%	↑ + 4.6%	108	↓ - 25.5%	16	↓ - 40.7%
08084	\$103,000	↓ - 25.9%	87.0%	↓ - 5.4%	163	↑ + 114.5%	13	↓ - 13.3%
08089	\$132,000	↓ - 3.6%	88.4%	↑ + 3.0%	91	↓ - 48.0%	17	↑ + 30.8%
08091	\$358,068	↑ + 83.6%	108.2%	↑ + 7.7%	47	↓ - 57.7%	26	↑ + 23.8%
08095	\$0	--	0.0%	--	0	--	0	--
08099	\$0	--	0.0%	--	0	--	0	--
08101	\$0	--	0.0%	--	0	--	0	--
08102	\$30,000	↓ - 48.7%	90.3%	↑ + 4.4%	44	↓ - 35.3%	3	↑ + 50.0%
08103	\$16,250	↓ - 58.3%	82.9%	↑ + 0.6%	175	↓ - 17.8%	8	↓ - 42.9%
08104	\$24,500	↓ - 24.5%	86.6%	↑ + 6.9%	147	↑ + 4.3%	26	↓ - 27.8%
08105	\$67,000	↓ - 17.3%	95.3%	↑ + 3.5%	61	↓ - 32.2%	18	→ 0.0%
08106	\$165,000	↓ - 11.3%	92.7%	↑ + 3.0%	88	↓ - 37.1%	31	↑ + 19.2%
08107	\$148,450	↑ + 1.0%	88.1%	↑ + 0.9%	148	↓ - 4.5%	28	↑ + 7.7%
08108	\$215,500	↑ + 0.2%	92.8%	↓ - 2.4%	74	↓ - 3.9%	70	↑ + 42.9%
08109	\$130,000	↓ - 4.7%	90.2%	↑ + 0.2%	144	↑ + 29.7%	61	↑ + 27.1%
08110	\$68,500	↓ - 18.3%	88.6%	↓ - 3.2%	129	↓ - 5.1%	38	↑ + 35.7%

Chester County, PA

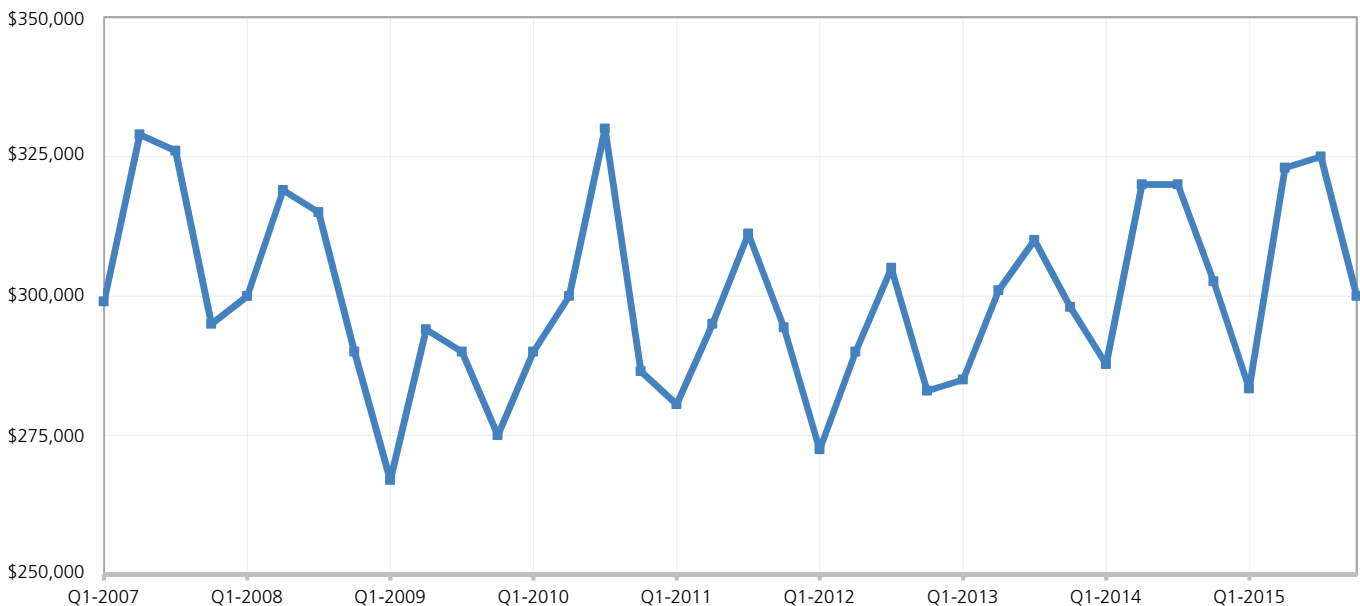
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$300,000	- 0.9%
Avg. Sales Price	\$356,948	- 1.7%
Pct. of Orig. Price Received	94.5%	- 0.2%
Homes for Sale	2,278	- 5.2%
Closed Sales	1,531	- 1.9%
Months Supply	4.0	- 14.3%
Avg. Prop. Mktg. Period	78	- 4.9%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
17527	\$0	--	0.0%	--	0	--	0	--
19073	\$732,000	↑ +76.4%	92.4%	↓ -0.9%	74	↓ -23.7%	5	↓ -93.3%
19087	\$342,500	↓ -20.0%	94.8%	↑ +2.2%	49	↓ -32.9%	50	↓ -61.8%
19301	\$315,000	↓ -7.1%	94.3%	↓ -1.4%	74	↑ +111.4%	29	↑ +52.6%
19310	\$209,000	↑ +10.6%	95.6%	↑ +0.4%	86	↑ +330.0%	3	→ 0.0%
19311	\$350,000	↓ -0.5%	93.9%	↓ -2.6%	109	↑ +53.5%	21	↓ -30.0%
19312	\$537,500	↑ +0.5%	94.1%	↑ +1.4%	69	↓ -1.4%	37	↑ +2.8%
19316	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19317	\$420,000	↑ +47.4%	97.9%	↑ +5.5%	154	↑ +51.0%	20	↓ -13.0%
19318	\$0	--	0.0%	--	0	--	0	--
19319	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19320	\$195,000	↓ -8.0%	92.5%	↑ +0.1%	99	↓ -1.0%	137	↓ -9.3%
19330	\$249,900	↓ -19.4%	88.7%	↓ -2.4%	70	↓ -57.3%	15	→ 0.0%
19333	\$733,000	↑ +46.6%	93.2%	--	110	--	28	--
19335	\$320,000	↑ +2.1%	96.4%	↓ -1.9%	61	↓ -12.9%	169	↓ -2.3%
19341	\$315,000	↑ +0.8%	93.5%	↓ -2.1%	59	↑ +28.3%	51	↑ +8.5%
19342	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19343	\$390,000	↑ +15.0%	93.4%	↓ -3.9%	103	↑ +53.7%	24	↓ -4.0%
19344	\$252,000	↑ +17.2%	94.0%	↓ -3.4%	117	↑ +36.0%	27	↑ +17.4%
19345	\$0	--	0.0%	--	0	--	0	--
19346	\$0	--	0.0%	--	0	--	0	--
19347	\$0	--	0.0%	--	0	--	0	--
19348	\$352,000	↓ -1.1%	96.6%	↑ +1.6%	82	↓ -22.6%	81	↑ +24.6%
19350	\$342,000	↓ -19.1%	90.9%	↓ -3.0%	131	↑ +84.5%	39	↑ +30.0%
19351	\$0	--	0.0%	--	0	--	0	--
19352	\$361,195	↑ +20.4%	95.8%	↑ +0.9%	84	↓ -3.4%	24	↑ +14.3%
19353	\$0	--	0.0%	--	0	--	0	--
19354	\$0	--	0.0%	--	0	--	0	--
19355	\$460,000	↓ -5.2%	93.3%	↓ -1.0%	86	↑ +1.2%	73	↓ -18.0%
19357	\$0	--	0.0%	--	0	--	0	--
19358	\$0	--	0.0%	--	0	--	0	--
19360	\$0	--	0.0%	--	0	--	0	--
19362	\$242,500	↑ +6.0%	100.5%	↑ +3.9%	29	↓ -69.5%	3	↓ -50.0%
19363	\$235,000	→ 0.0%	94.2%	↓ -3.6%	103	↑ +24.1%	41	↑ +10.8%
19365	\$155,450	↓ -2.1%	90.1%	↑ +3.9%	87	↓ -36.0%	18	↓ -10.0%
19366	\$0	--	0.0%	--	0	--	0	--
19367	\$85,000	↑ +25.0%	100.0%	↑ +68.9%	9	↓ -86.6%	1	→ 0.0%
19369	\$0	--	0.0%	--	0	--	0	--
19371	\$0	--	0.0%	--	0	--	0	--
19372	\$230,000	↑ +43.3%	97.8%	↑ +10.6%	18	↓ -84.9%	5	↓ -16.7%
19374	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19375	\$1,072,818	↑ +26.7%	110.1%	↑ +39.4%	542	↑ +123.0%	1	↓ -50.0%
19376	\$0	--	0.0%	--	0	--	0	--

Chester County, PA ZIP Codes Cont.

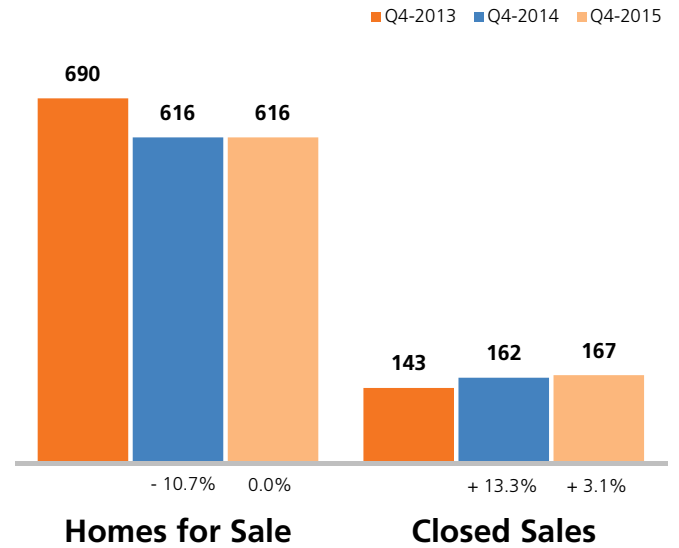
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19380	\$349,935	↑ + 1.9%	95.4%	↑ + 0.5%	63	↓ - 6.0%	150	↓ - 8.5%
19381	\$0	--	0.0%	--	0	--	0	--
19382	\$338,500	↓ - 0.1%	94.4%	↓ - 0.5%	69	→ 0.0%	152	↓ - 4.4%
19383	\$0	--	0.0%	--	0	--	0	--
19388	\$0	--	0.0%	--	0	--	0	--
19390	\$261,450	↑ + 16.2%	93.6%	↓ - 1.2%	96	↑ + 26.3%	30	↓ - 9.1%
19395	\$0	--	0.0%	--	0	--	0	--
19397	\$0	--	0.0%	--	0	--	0	--
19398	\$0	--	0.0%	--	0	--	0	--
19399	\$0	--	0.0%	--	0	--	0	--
19421	\$570,000	↑ + 98.6%	89.8%	↓ - 9.6%	148	↑ + 1245.5%	1	→ 0.0%
19425	\$437,500	↓ - 2.8%	95.2%	↑ + 0.8%	58	↓ - 34.8%	52	↓ - 26.8%
19432	\$0	--	0.0%	--	0	--	0	--
19442	\$0	--	0.0%	--	0	--	0	--
19457	\$0	--	0.0%	--	0	--	0	--
19460	\$254,000	↑ + 2.8%	94.8%	↓ - 0.4%	65	↓ - 19.8%	141	↑ + 8.5%
19465	\$237,500	↑ + 3.5%	91.9%	↓ - 0.4%	79	↓ - 22.5%	40	↓ - 20.0%
19470	\$0	--	0.0%	--	0	--	0	--
19475	\$265,000	↑ + 14.2%	97.4%	↑ + 4.5%	55	↓ - 53.0%	45	↑ + 60.7%
19480	\$0	--	0.0%	--	0	--	0	--
19481	\$0	--	0.0%	--	0	--	0	--
19482	\$0	--	0.0%	--	0	--	0	--
19493	\$0	--	0.0%	--	0	--	0	--
19494	\$0	--	0.0%	--	0	--	0	--
19495	\$0	--	0.0%	--	0	--	0	--
19496	\$0	--	0.0%	--	0	--	0	--
19520	\$225,700	↓ - 10.0%	90.7%	↓ - 7.0%	139	↓ - 49.8%	12	→ 0.0%
19543	\$357,718	↑ + 19.5%	98.5%	↑ + 2.1%	23	↓ - 70.9%	6	↓ - 78.6%

Cumberland County, NJ

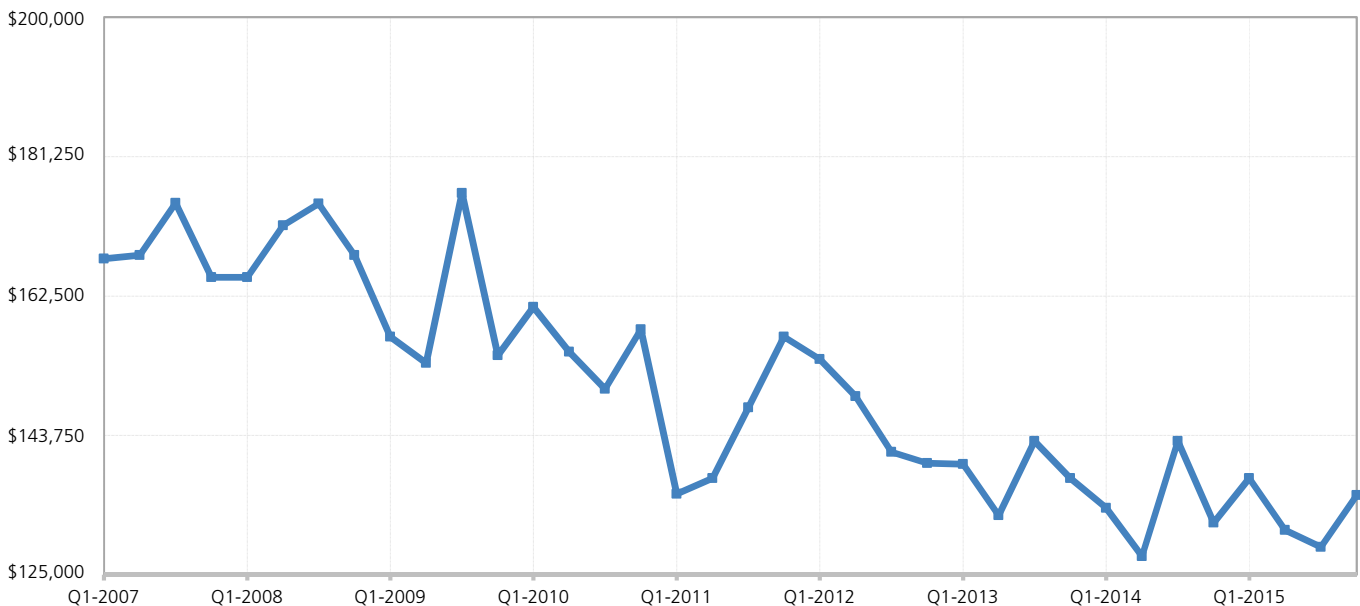
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$135,700	+ 2.8%
Avg. Sales Price	\$130,886	- 2.3%
Pct. of Orig. Price Received	91.3%	+ 2.9%
Homes for Sale	616	0.0%
Closed Sales	167	+ 3.1%
Months Supply	9.6	- 17.3%
Avg. Prop. Mktg. Period	115	- 20.8%

Market Activity



Historical Median Sales Price for Cumberland County, NJ



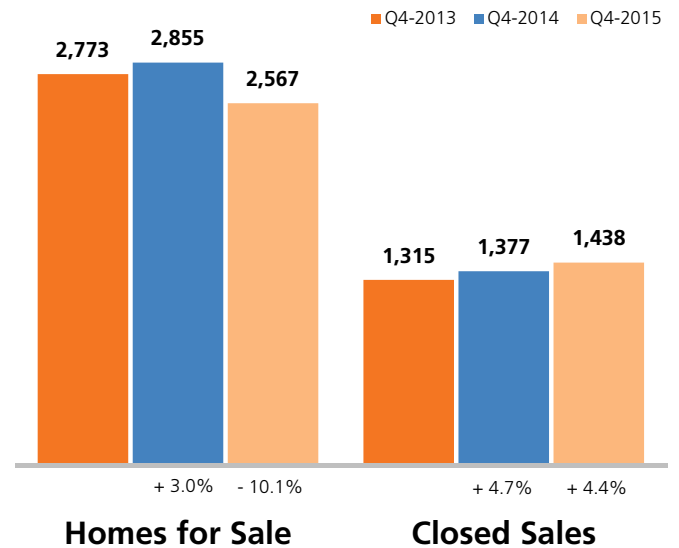
Cumberland County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
08302	\$112,450	↑ + 2.7%	89.7%	↑ + 3.1%	144	↓ - 2.0%	48	↓ - 4.0%
08311	\$25,000	↓ - 54.5%	50.0%	↓ - 26.5%	98	↓ - 27.4%	1	↓ - 66.7%
08313	\$0	--	0.0%	--	0	--	0	--
08314	\$0	--	0.0%	--	0	--	0	--
08315	\$0	--	0.0%	--	0	--	0	--
08316	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08320	\$0	--	0.0%	--	0	--	0	--
08321	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08323	\$257,450	↑ + 35.6%	90.7%	↑ + 7.6%	181	↓ - 59.4%	2	↓ - 33.3%
08324	\$0	--	0.0%	--	0	--	0	--
08327	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08329	\$0	--	0.0%	--	0	--	0	--
08332	\$124,000	↑ + 5.3%	89.9%	↑ + 1.2%	100	↓ - 22.5%	35	↓ - 25.5%
08344	\$0	↓ - 100.0%	0.0%	--	55	--	1	--
08345	\$165,000	↑ + 6.5%	82.5%	↓ - 17.5%	68	↓ - 39.8%	3	↑ + 200.0%
08348	\$0	--	0.0%	--	0	--	0	--
08349	\$35,000	↑ + 6.1%	96.3%	↑ + 63.2%	179	↑ + 32.6%	3	→ 0.0%
08352	\$139,900	--	100.0%	--	17	--	1	--
08353	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08360	\$140,750	↓ - 2.9%	94.2%	↓ - 0.4%	114	↓ - 10.2%	48	↑ + 37.1%
08361	\$173,500	↑ + 3.6%	92.5%	↓ - 0.4%	77	↓ - 15.4%	25	↑ + 47.1%
08362	\$0	--	0.0%	--	0	--	0	--

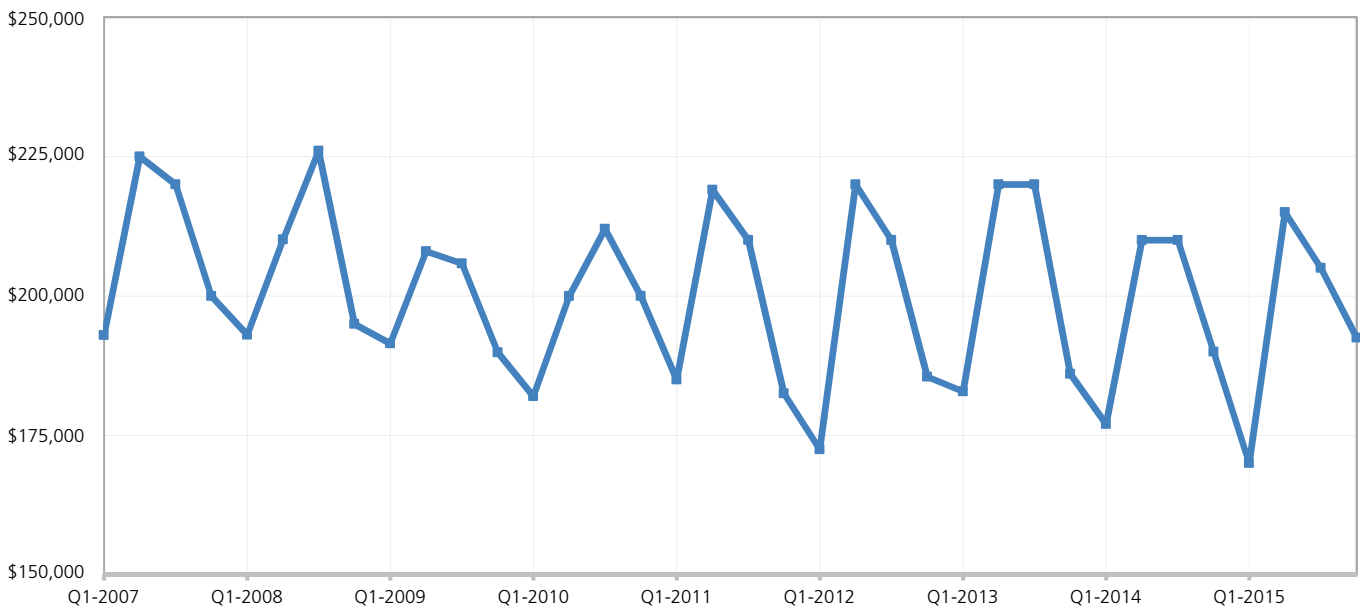
Delaware County, PA

Key Metrics	Q4-2015	1-Yr Chg
Median Sales Price	\$192,500	+ 1.3%
Avg. Sales Price	\$246,595	- 3.0%
Pct. of Orig. Price Received	91.9%	+ 1.4%
Homes for Sale	2,567	- 10.1%
Closed Sales	1,438	+ 4.4%
Months Supply	5.0	- 18.8%
Avg. Prop. Mktg. Period	91	- 3.3%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19003	\$285,950	↑ + 4.0%	93.4%	↓ - 0.7%	64	↓ - 4.5%	24	↓ - 17.2%
19008	\$322,500	↑ + 6.4%	94.1%	↑ + 0.3%	57	↓ - 23.0%	48	↓ - 14.3%
19010	\$390,000	↓ - 20.2%	91.8%	→ 0.0%	101	↑ + 13.5%	35	↓ - 42.6%
19013	\$25,000	↑ + 19.0%	87.3%	↑ + 0.1%	97	↑ + 56.5%	29	↓ - 31.0%
19014	\$189,500	↓ - 9.6%	92.8%	↑ + 0.8%	104	↑ + 30.0%	59	↓ - 22.4%
19015	\$139,500	↑ + 55.0%	92.8%	↑ + 3.1%	67	↓ - 27.2%	54	↑ + 8.0%
19016	\$0	--	0.0%	--	0	--	0	--
19017	\$0	--	0.0%	--	0	--	0	--
19018	\$107,500	↓ - 8.1%	87.2%	↓ - 1.1%	133	↑ + 6.4%	66	↓ - 10.8%
19022	\$70,000	↑ + 51.4%	86.6%	↑ + 3.6%	84	→ 0.0%	7	↓ - 12.5%
19023	\$45,700	↑ + 32.5%	87.8%	↑ + 4.0%	108	→ 0.0%	43	↑ + 34.4%
19026	\$146,000	↑ + 13.6%	89.9%	↑ + 7.5%	129	↓ - 22.8%	81	↑ + 9.5%
19028	\$0	--	0.0%	--	0	--	0	--
19029	\$138,000	↑ + 20.0%	93.2%	--	150	--	4	--
19032	\$64,000	↑ + 20.5%	86.3%	↓ - 3.5%	88	↓ - 20.7%	21	↑ + 50.0%
19033	\$157,500	↑ + 10.1%	90.1%	↑ + 3.3%	85	↓ - 29.8%	18	↑ + 63.6%
19036	\$84,000	↓ - 11.6%	89.8%	↑ + 3.2%	72	↓ - 16.3%	31	↓ - 24.4%
19037	\$0	--	0.0%	--	0	--	0	--
19039	\$0	--	0.0%	--	0	--	0	--
19041	\$799,500	↑ + 29.0%	97.8%	↑ + 4.3%	168	↑ + 189.7%	10	↓ - 58.3%
19043	\$154,000	↓ - 2.8%	88.1%	↓ - 9.8%	92	↓ - 36.1%	9	↑ + 28.6%
19050	\$110,000	↑ + 12.8%	90.6%	↑ + 6.7%	113	↓ - 7.4%	71	↑ + 36.5%
19052	\$0	--	0.0%	--	0	--	0	--
19060	\$417,450	↓ - 18.9%	100.1%	↑ + 1.9%	74	↓ - 43.9%	14	↑ + 16.7%
19061	\$162,900	↑ + 16.4%	89.5%	↑ + 4.4%	96	↑ + 7.9%	73	↑ + 5.8%
19063	\$334,000	↑ + 1.8%	94.5%	↑ + 0.4%	73	↓ - 15.1%	115	↑ + 8.5%
19064	\$270,000	↑ + 1.3%	94.4%	↑ + 0.1%	71	↓ - 17.4%	65	↑ + 4.8%
19065	\$0	--	0.0%	--	0	--	0	--
19070	\$222,000	↑ + 25.1%	94.6%	↑ + 1.1%	61	↓ - 20.8%	25	↑ + 19.0%
19073	\$405,000	↓ - 2.4%	94.3%	↑ + 1.2%	90	↓ - 7.2%	67	↓ - 10.7%
19074	\$150,500	↑ + 8.3%	91.6%	↑ + 5.3%	67	↓ - 31.6%	18	↑ + 12.5%
19076	\$149,950	↑ + 18.1%	89.0%	↑ + 0.6%	105	↑ + 1.9%	18	↓ - 5.3%
19078	\$169,900	↑ + 9.6%	91.5%	↑ + 3.0%	109	↑ + 78.7%	29	↑ + 52.6%
19079	\$70,000	↑ + 40.0%	85.1%	↓ - 1.8%	97	↓ - 7.6%	21	↑ + 10.5%
19080	\$0	--	0.0%	--	0	--	0	--
19081	\$173,450	↓ - 38.7%	93.8%	↑ + 0.2%	112	↑ + 51.4%	32	↑ + 23.1%
19082	\$67,450	↑ + 8.0%	88.9%	↓ - 0.7%	79	↓ - 13.2%	72	↑ + 16.1%
19083	\$270,640	↑ + 1.4%	93.3%	↑ + 1.3%	77	↓ - 14.4%	93	↓ - 13.1%
19085	\$694,950	↓ - 31.0%	90.5%	↓ - 1.0%	158	↑ + 27.4%	12	↓ - 7.7%
19086	\$233,450	↓ - 7.9%	92.2%	↑ + 6.7%	101	↓ - 25.7%	34	↑ + 41.7%
19087	\$414,500	↓ - 3.2%	94.3%	↑ + 1.6%	69	↓ - 5.5%	24	↓ - 81.7%
19088	\$0	--	0.0%	--	0	--	0	--
19089	\$0	--	0.0%	--	0	--	0	--

Delaware County, PA ZIP Codes Cont.

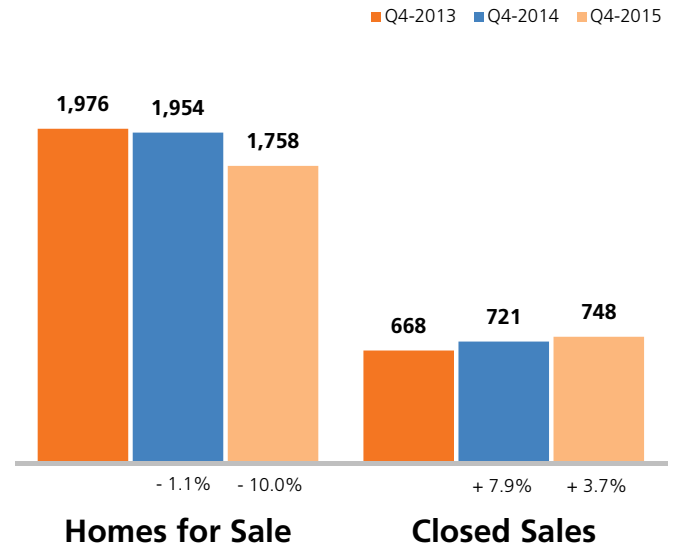
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19091	\$0	--	0.0%	--	0	--	0	--
19094	\$115,000	↓ - 25.3%	92.8%	↓ - 1.8%	90	↓ - 8.2%	13	↓ - 7.1%
19096	\$327,000	↓ - 19.7%	94.8%	↑ + 2.8%	12	↓ - 81.5%	2	↓ - 95.1%
19098	\$0	--	0.0%	--	0	--	0	--
19113	\$0	--	0.0%	--	0	--	0	--
19317	\$440,000	↑ + 54.4%	90.4%	↓ - 2.6%	120	↑ + 17.6%	19	↓ - 17.4%
19319	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19331	\$0	--	0.0%	--	0	--	0	--
19339	\$0	--	0.0%	--	0	--	0	--
19340	\$0	--	0.0%	--	0	--	0	--
19342	\$369,000	↑ + 24.0%	95.8%	↓ - 0.1%	73	↑ + 10.6%	69	↑ + 60.5%
19373	\$505,000	↓ - 13.1%	95.1%	↓ - 1.6%	39	↑ + 30.0%	7	↑ + 75.0%

Gloucester County, NJ

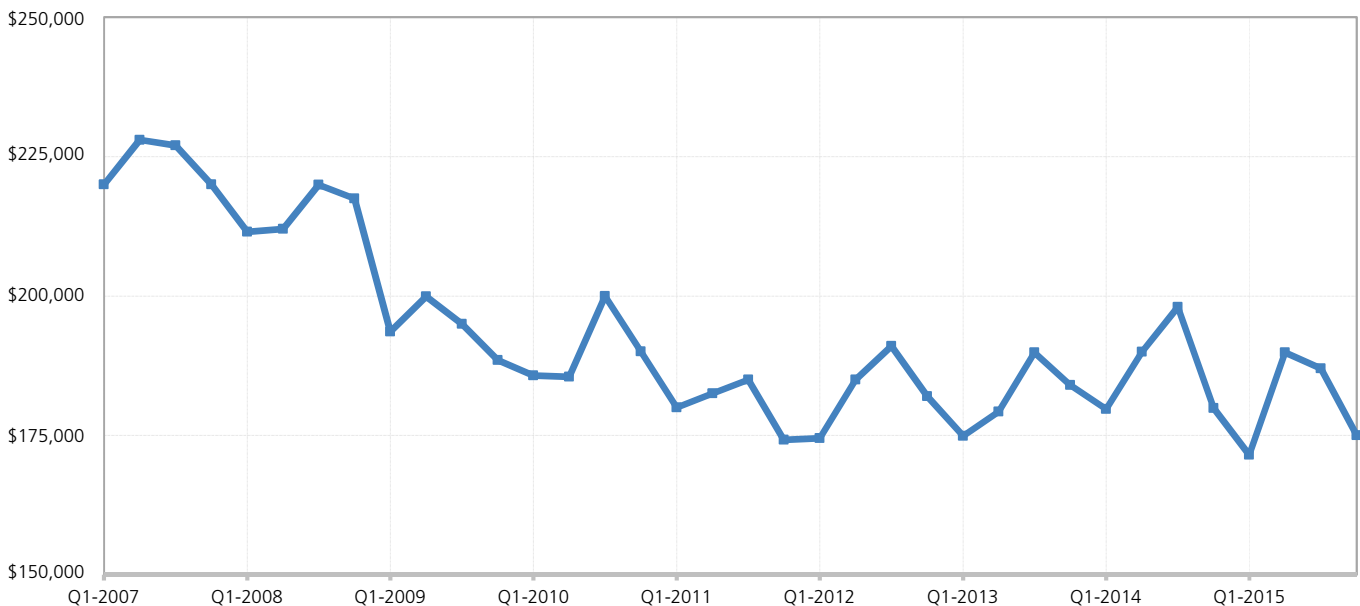
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$175,000	- 2.7%
Avg. Sales Price	\$182,605	- 6.6%
Pct. of Orig. Price Received	92.0%	- 0.0%
Homes for Sale	1,758	- 10.0%
Closed Sales	748	+ 3.7%
Months Supply	6.4	- 22.2%
Avg. Prop. Mktg. Period	113	+ 1.9%

Market Activity



Historical Median Sales Price for Gloucester County, NJ



Gloucester County, NJ ZIP Codes

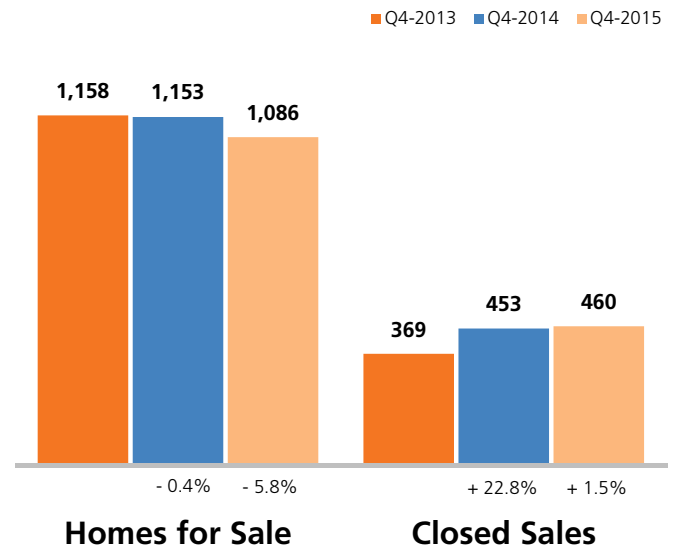
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
08012	\$189,000	↑ + 11.2%	91.5%	↓ - 0.2%	86	↓ - 30.1%	41	↓ - 48.1%
08014	\$125,450	↑ + 4.5%	60.6%	↓ - 34.3%	371	↑ + 453.7%	2	↓ - 50.0%
08020	\$244,000	↓ - 1.4%	93.9%	↓ - 1.8%	50	↓ - 5.7%	3	↓ - 50.0%
08025	\$0	--	0.0%	--	0	--	0	--
08027	\$168,900	↑ + 15.7%	93.8%	↑ + 3.9%	180	↑ + 57.9%	13	↓ - 13.3%
08028	\$165,000	↑ + 0.3%	92.9%	↑ + 1.1%	78	↓ - 29.7%	60	↑ + 87.5%
08032	\$129,900	--	84.4%	--	95	--	1	--
08039	\$0	--	0.0%	--	0	--	0	--
08051	\$156,500	↑ + 4.3%	94.5%	↑ + 4.0%	93	↓ - 8.8%	42	↑ + 27.3%
08056	\$406,500	↑ + 35.5%	92.4%	↓ - 0.6%	155	↑ + 84.5%	10	↓ - 44.4%
08061	\$243,000	↑ + 11.7%	96.1%	↓ - 1.0%	80	↓ - 4.8%	9	↓ - 10.0%
08062	\$294,500	↓ - 16.4%	93.0%	↓ - 1.2%	122	↓ - 2.4%	36	↓ - 14.3%
08063	\$117,450	↓ - 18.6%	86.4%	↓ - 8.9%	123	↑ + 32.3%	10	↑ + 66.7%
08066	\$55,000	↓ - 18.5%	83.9%	--	141	--	19	--
08071	\$119,000	↓ - 21.5%	89.4%	↑ + 2.3%	89	↓ - 3.3%	25	↑ + 25.0%
08074	\$0	--	0.0%	--	0	--	0	--
08080	\$188,450	↓ - 3.1%	92.0%	↑ + 0.5%	108	↑ + 2.9%	80	↓ - 25.9%
08081	\$230,000	↑ + 62.0%	90.0%	↓ - 0.4%	48	↓ - 59.3%	3	↓ - 97.9%
08085	\$230,000	↓ - 13.9%	95.0%	↑ + 1.5%	98	↓ - 18.3%	59	↓ - 3.3%
08086	\$160,000	↓ - 18.6%	93.2%	↑ + 0.3%	121	↑ + 33.0%	26	↑ + 62.5%
08090	\$145,250	↓ - 5.8%	91.2%	↓ - 4.1%	100	↑ + 14.9%	20	↑ + 25.0%
08093	\$119,900	↓ - 1.3%	91.3%	↑ + 0.8%	147	↑ + 18.5%	20	↑ + 42.9%
08094	\$155,000	↓ - 11.4%	89.4%	↓ - 3.0%	131	↓ - 7.7%	90	↑ + 20.0%
08096	\$159,900	↑ + 3.2%	92.6%	↑ + 3.1%	124	↑ + 13.8%	93	↓ - 2.1%
08097	\$200,000	↑ + 15.9%	94.4%	↑ + 3.4%	194	↑ + 189.6%	7	↓ - 22.2%
08312	\$132,500	↓ - 28.7%	90.9%	↓ - 3.4%	136	↑ + 4.6%	34	↓ - 10.5%
08322	\$187,600	↑ + 9.1%	95.8%	↑ + 6.8%	127	↑ + 71.6%	23	↑ + 21.1%
08328	\$144,000	↓ - 4.6%	93.8%	↓ - 6.2%	35	↑ + 218.2%	2	↓ - 60.0%
08343	\$222,500	↑ + 10.1%	92.5%	↓ - 1.0%	75	↓ - 34.2%	8	↓ - 38.5%
08344	\$162,450	↑ + 4.8%	92.7%	↓ - 0.5%	53	↓ - 52.3%	10	↓ - 23.1%
08360	\$195,000	↑ + 34.5%	95.2%	↑ + 0.6%	119	↓ - 6.3%	1	↓ - 97.1%

Kent County, DE

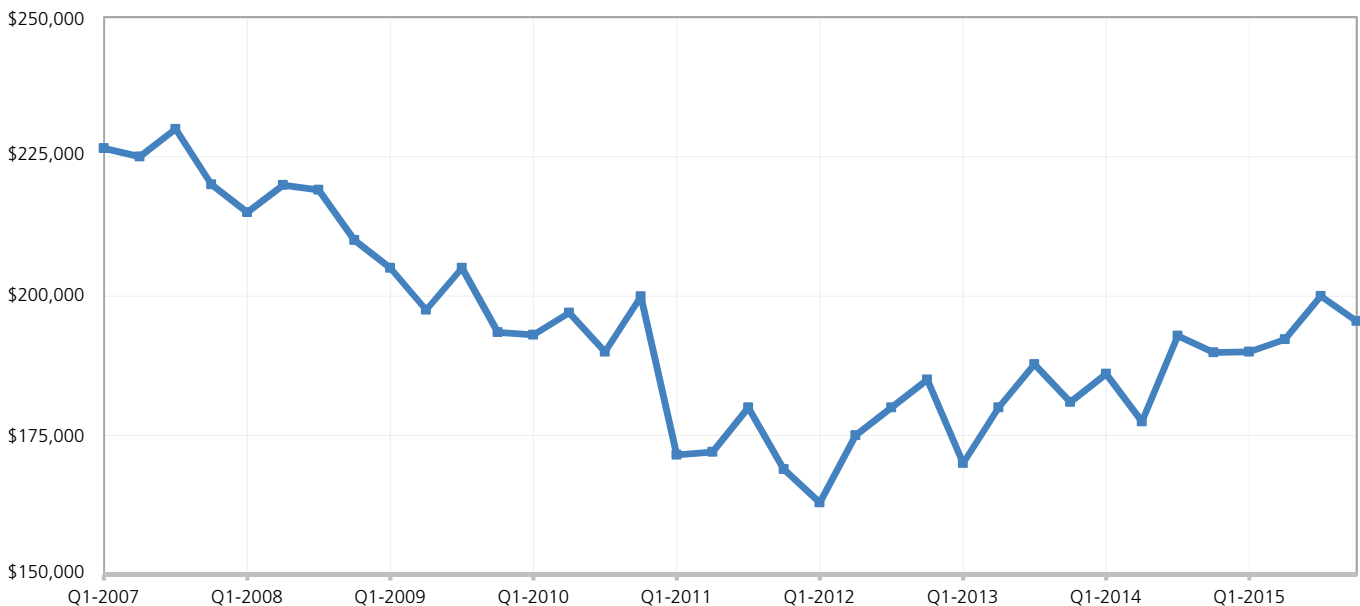
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$195,500	+ 2.9%
Avg. Sales Price	\$194,671	+ 0.0%
Pct. of Orig. Price Received	95.1%	+ 0.5%
Homes for Sale	1,086	- 5.8%
Closed Sales	460	+ 1.5%
Months Supply	6.8	- 16.8%
Avg. Prop. Mktg. Period	99	- 8.0%

Market Activity



Historical Median Sales Price for Kent County, DE



Kent County, DE ZIP Codes

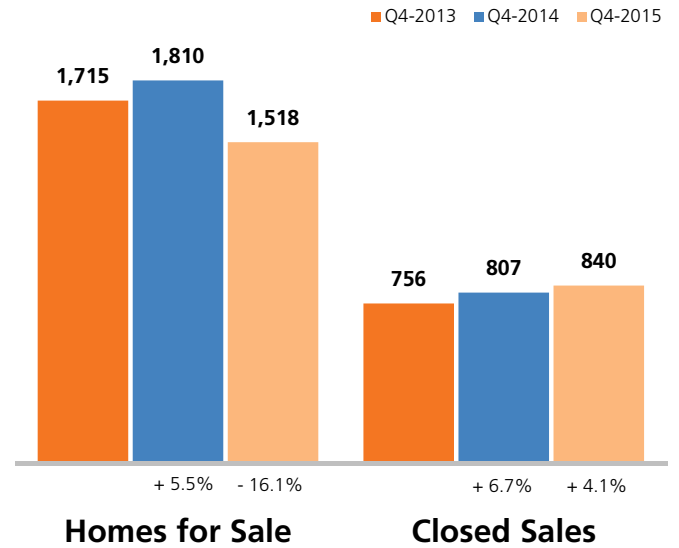
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19901	\$168,000	→ 0.0%	95.0%	↑ +1.4%	82	↓ -23.4%	85	↓ -4.5%
19902	\$0	--	0.0%	--	0	--	0	--
19903	\$0	--	0.0%	--	0	--	0	--
19904	\$170,750	↓ -1.0%	93.6%	↓ -0.7%	103	↑ +3.0%	84	↑ +3.7%
19905	\$0	--	0.0%	--	0	--	0	--
19906	\$0	--	0.0%	--	0	--	0	--
19934	\$184,900	↓ -9.5%	94.5%	↑ +2.6%	92	↓ -17.9%	39	↓ -2.5%
19936	\$230,000	↑ +179.1%	96.4%	↑ +5.1%	129	↓ -48.0%	1	→ 0.0%
19938	\$232,702	↑ +12.7%	96.6%	↑ +2.9%	88	↑ +17.3%	23	→ 0.0%
19943	\$209,900	↓ -3.5%	95.1%	→ 0.0%	140	↑ +29.6%	41	↑ +20.6%
19946	\$198,000	↑ +7.0%	94.7%	↓ -3.2%	136	↓ -11.7%	21	↑ +23.5%
19950	\$289,944	↑ +1.2%	95.6%	↓ -3.4%	51	↓ -48.5%	6	↓ -14.3%
19952	\$165,000	↑ +17.9%	94.7%	↑ +1.4%	98	↓ -39.1%	23	↓ -11.5%
19953	\$172,500	↑ +3.0%	102.8%	--	123	--	8	--
19954	\$235,000	↑ +23.7%	98.1%	↑ +6.9%	43	↓ -64.5%	2	↑ +100.0%
19955	\$0	--	0.0%	--	0	--	0	--
19961	\$0	--	0.0%	--	0	--	0	--
19962	\$265,450	↑ +4.1%	96.8%	↑ +1.8%	94	↑ +9.3%	34	↑ +3.0%
19963	\$219,000	↑ +12.0%	100.2%	↑ +7.5%	81	↓ -44.1%	17	↑ +41.7%
19964	\$129,000	--	100.4%	--	20	--	2	--
19977	\$200,000	↑ +6.7%	94.3%	↓ -3.2%	98	↓ -6.7%	72	↓ -15.3%
19979	\$184,000	↑ +52.2%	83.7%	↓ -9.7%	42	↓ -59.6%	1	↓ -50.0%
19980	\$239,000	--	100.0%	--	399	--	1	--

Mercer County, NJ

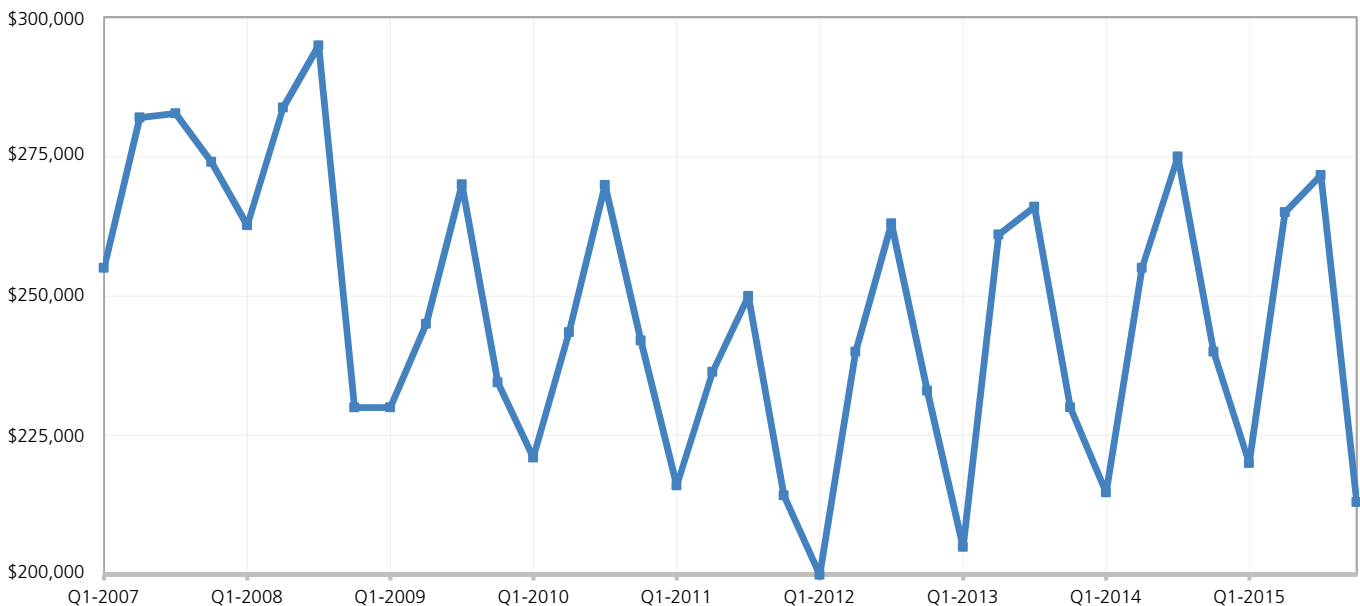
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$213,000	- 11.3%
Avg. Sales Price	\$306,288	- 3.9%
Pct. of Orig. Price Received	92.0%	+ 1.1%
Homes for Sale	1,518	- 16.1%
Closed Sales	840	+ 4.1%
Months Supply	4.9	- 25.5%
Avg. Prop. Mktg. Period	100	- 0.6%

Market Activity



Historical Median Sales Price for Mercer County, NJ



Mercer County, NJ ZIP Codes

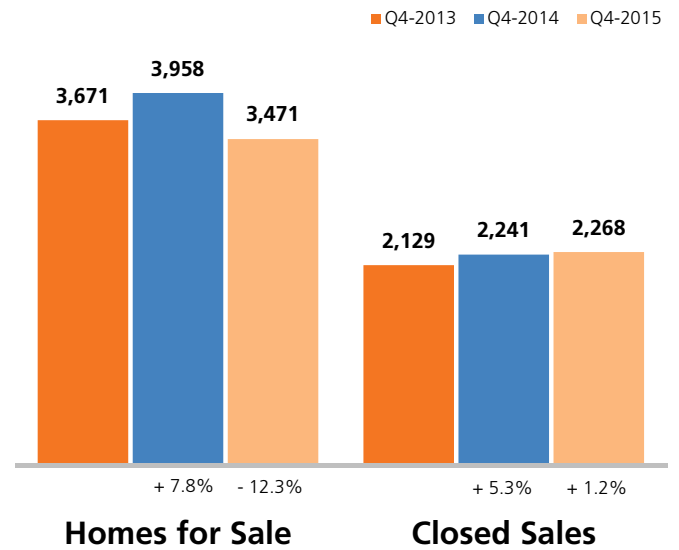
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
08501	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08512	\$265,000	↑ + 17.5%	95.7%	↑ + 0.9%	89	↑ + 14.1%	11	↑ + 10.0%
08520	\$200,500	↑ + 6.9%	94.0%	↑ + 3.0%	99	↓ - 20.2%	78	↑ + 11.4%
08525	\$324,000	↓ - 22.0%	94.6%	↑ + 3.1%	117	↑ + 11.4%	8	↓ - 50.0%
08530	\$570,000	↑ + 8.1%	98.9%	↑ + 11.0%	32	↓ - 75.2%	2	↓ - 50.0%
08534	\$433,000	↑ + 5.6%	95.2%	↑ + 3.3%	118	↑ + 7.3%	37	↓ - 31.5%
08535	\$0	--	0.0%	--	0	--	0	--
08540	\$662,500	↑ + 1.9%	95.0%	↑ + 1.5%	79	↑ + 16.2%	90	↑ + 13.9%
08541	\$0	--	0.0%	--	0	--	0	--
08542	\$722,500	↑ + 87.5%	94.5%	↓ - 0.4%	81	↑ + 170.0%	5	↓ - 16.7%
08543	\$0	--	0.0%	--	0	--	0	--
08544	\$0	--	0.0%	--	0	--	0	--
08550	\$572,500	↓ - 7.7%	94.4%	↑ + 0.6%	78	↓ - 1.3%	52	↓ - 17.5%
08560	\$343,000	↑ + 15.1%	82.4%	--	234	--	5	--
08561	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
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	\$0	--	0.0%	--	0	--	0	--
08609	\$55,000	↑ + 144.4%	86.2%	↑ + 14.8%	184	↑ + 124.4%	15	↑ + 87.5%
08610	\$140,000	↓ - 0.4%	90.6%	↑ + 1.3%	115	↓ - 8.0%	85	↑ + 9.0%
08611	\$36,100	↓ - 7.4%	86.6%	↑ + 9.1%	78	↑ + 4.0%	40	↑ + 33.3%
08618	\$50,000	↓ - 41.2%	85.0%	↑ + 3.0%	91	↓ - 41.3%	44	↓ - 8.3%
08619	\$189,000	↓ - 10.8%	90.1%	↓ - 0.6%	97	↓ - 8.5%	55	↑ + 25.0%
08620	\$259,000	↑ + 10.9%	93.5%	↑ + 3.1%	88	↓ - 34.8%	20	↓ - 33.3%
08625	\$0	--	0.0%	--	0	--	0	--
08628	\$185,000	↓ - 29.6%	88.7%	↓ - 5.2%	123	↑ + 8.8%	17	↓ - 34.6%
08629	\$66,500	↓ - 3.6%	84.2%	→ 0.0%	90	↓ - 37.1%	26	↑ + 85.7%
08638	\$106,250	↓ - 10.7%	89.7%	↓ - 0.7%	126	↑ + 80.0%	48	↑ + 45.5%
08645	\$0	--	0.0%	--	0	--	0	--
08646	\$0	--	0.0%	--	0	--	0	--
08647	\$0	--	0.0%	--	0	--	0	--
08648	\$229,250	↓ - 8.8%	94.8%	↑ + 0.5%	110	↑ + 50.7%	70	↓ - 12.5%
08650	\$0	--	0.0%	--	0	--	0	--
08666	\$0	--	0.0%	--	0	--	0	--
08690	\$235,000	↓ - 5.1%	92.3%	↓ - 0.6%	94	↓ - 12.1%	74	↑ + 39.6%
08691	\$311,000	↑ + 11.1%	95.7%	↑ + 0.8%	95	↑ + 20.3%	58	↑ + 18.4%
08695	\$0	--	0.0%	--	0	--	0	--

Montgomery County, PA

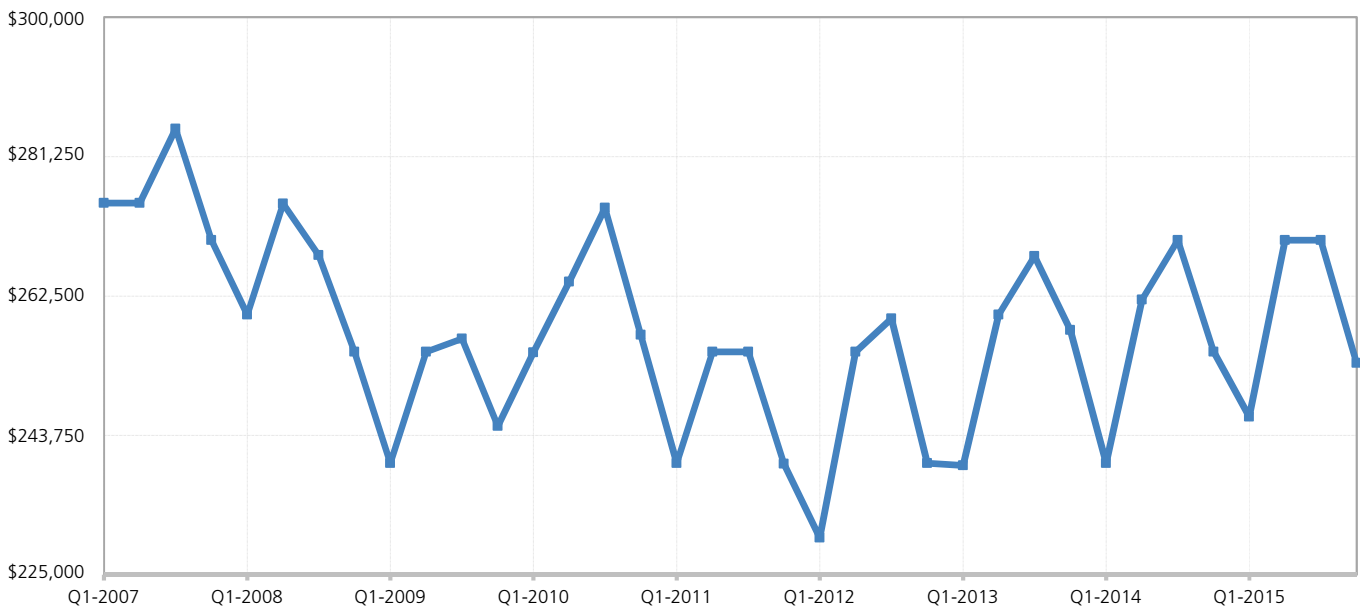
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$253,500	- 0.6%
Avg. Sales Price	\$300,189	- 3.2%
Pct. of Orig. Price Received	93.6%	+ 0.8%
Homes for Sale	3,471	- 12.3%
Closed Sales	2,268	+ 1.2%
Months Supply	4.1	- 21.6%
Avg. Prop. Mktg. Period	83	- 9.6%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
18041	\$89,900	↓ - 22.0%	87.0%	↓ - 3.5%	104	↑ + 8.3%	13	↓ - 7.1%
18054	\$357,500	↓ - 1.4%	94.3%	↓ - 0.9%	79	↑ + 14.5%	11	↑ + 37.5%
18070	\$0	--	0.0%	--	0	--	0	--
18073	\$273,000	↑ + 18.7%	95.9%	↑ + 0.1%	88	↑ + 33.3%	23	↓ - 25.8%
18074	\$179,500	↓ - 32.6%	96.8%	↓ - 0.4%	77	↓ - 26.7%	12	↓ - 50.0%
18076	\$169,950	↑ + 71.7%	88.9%	↑ + 1.4%	131	↓ - 10.3%	8	↑ + 33.3%
18084	\$0	--	0.0%	--	0	--	0	--
18915	\$215,000	--	89.9%	--	158	--	5	--
18918	\$0	--	0.0%	--	0	--	0	--
18924	\$0	--	0.0%	--	0	--	0	--
18932	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18936	\$210,000	↑ + 6.9%	93.6%	↑ + 9.9%	121	↑ + 53.2%	3	↑ + 50.0%
18957	\$129,000	--	99.3%	--	31	--	1	--
18958	\$0	--	0.0%	--	0	--	0	--
18964	\$261,500	↑ + 1.8%	93.3%	↑ + 0.8%	82	↑ + 13.9%	34	↓ - 12.8%
18969	\$227,000	↓ - 9.2%	92.6%	↓ - 5.2%	105	↓ - 16.7%	27	↓ - 30.8%
18971	\$0	--	0.0%	--	0	--	0	--
18979	\$0	--	0.0%	--	0	--	0	--
19001	\$235,000	↑ + 10.6%	95.0%	↑ + 2.8%	87	↓ - 3.3%	43	↑ + 10.3%
19002	\$345,000	↓ - 3.2%	94.1%	↑ + 1.4%	90	↑ + 30.4%	79	↓ - 10.2%
19003	\$317,450	↑ + 15.5%	97.4%	↑ + 3.5%	95	↑ + 41.8%	16	↓ - 44.8%
19004	\$450,000	↑ + 5.9%	91.0%	↑ + 2.2%	79	↓ - 7.1%	21	↓ - 27.6%
19006	\$313,000	↓ - 16.5%	91.3%	↓ - 1.4%	66	↓ - 36.5%	44	↓ - 15.4%
19009	\$0	--	0.0%	--	0	--	0	--
19010	\$780,000	↑ + 59.5%	92.7%	↑ + 1.0%	90	↑ + 1.1%	17	↓ - 72.1%
19012	\$190,000	↓ - 7.3%	94.0%	↑ + 4.7%	140	↑ + 70.7%	25	↑ + 31.6%
19025	\$420,000	↑ + 19.6%	96.2%	↑ + 5.7%	105	↑ + 25.0%	17	↓ - 19.0%
19027	\$212,400	↑ + 8.9%	90.9%	↑ + 3.5%	104	↓ - 21.8%	50	↓ - 15.3%
19031	\$315,000	↑ + 3.8%	96.7%	↑ + 1.2%	63	↑ + 53.7%	13	↑ + 30.0%
19034	\$512,139	↑ + 4.7%	97.8%	↑ + 4.5%	53	↑ + 29.3%	17	↑ + 6.3%
19035	\$602,500	↓ - 49.0%	85.0%	↓ - 2.3%	81	↓ - 6.9%	8	↓ - 33.3%
19038	\$242,000	↓ - 4.3%	93.2%	↑ + 0.1%	77	↑ + 22.2%	85	↓ - 8.6%
19040	\$255,000	↑ + 2.0%	94.8%	↑ + 2.4%	58	↓ - 41.4%	49	↓ - 9.3%
19041	\$389,000	↓ - 37.3%	91.5%	↓ - 2.5%	171	↑ + 194.8%	8	↓ - 66.7%
19044	\$255,000	↑ + 8.2%	95.8%	↑ + 1.5%	70	↓ - 12.5%	33	↓ - 17.5%
19046	\$305,000	↑ + 5.4%	91.0%	↑ + 0.8%	68	↓ - 35.8%	45	↓ - 23.7%
19066	\$659,375	↑ + 78.2%	90.6%	↓ - 0.7%	59	↓ - 29.8%	14	↓ - 6.7%
19072	\$521,250	↑ + 10.6%	91.5%	↑ + 0.3%	108	↑ + 18.7%	22	↓ - 35.3%
19075	\$324,250	↑ + 15.8%	97.0%	↑ + 2.6%	35	↓ - 40.7%	26	↑ + 30.0%
19085	\$995,000	↓ - 1.2%	86.7%	↓ - 5.1%	81	↓ - 34.7%	9	↓ - 30.8%
19087	\$482,500	↑ + 12.7%	93.5%	↑ + 0.8%	66	↓ - 9.6%	12	↓ - 90.8%
19090	\$198,950	↓ - 3.0%	94.2%	↓ - 0.1%	61	↓ - 25.6%	52	↑ + 4.0%
19095	\$279,900	↑ + 18.6%	95.6%	↑ + 1.4%	62	↑ + 3.3%	23	↑ + 21.1%

Montgomery County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19096	\$430,000	↑ + 5.5%	92.4%	↑ + 0.2%	67	↑ + 3.1%	39	↓ - 4.9%
19401	\$80,000	↓ - 13.5%	87.9%	↑ + 2.0%	94	↓ - 22.3%	115	↑ + 29.2%
19403	\$204,000	↓ - 13.2%	92.0%	↓ - 0.1%	98	→ 0.0%	137	↑ + 35.6%
19404	\$0	--	0.0%	--	0	--	0	--
19405	\$159,900	↓ - 27.3%	94.7%	↑ + 6.0%	58	↓ - 49.1%	23	↑ + 109.1%
19406	\$238,750	↓ - 5.0%	94.5%	↑ + 0.1%	73	↑ + 1.4%	62	↓ - 13.9%
19407	\$0	--	0.0%	--	0	--	0	--
19408	\$0	--	0.0%	--	0	--	0	--
19409	\$0	--	0.0%	--	0	--	0	--
19415	\$0	--	0.0%	--	0	--	0	--
19420	\$0	--	0.0%	--	0	--	0	--
19422	\$465,000	↑ + 11.2%	96.3%	↑ + 1.9%	64	↑ + 10.3%	51	↓ - 21.5%
19423	\$0	--	0.0%	--	0	--	0	--
19424	\$0	--	0.0%	--	0	--	0	--
19426	\$280,000	↓ - 9.7%	95.1%	↑ + 1.9%	78	↓ - 20.4%	110	↑ + 8.9%
19428	\$304,000	↑ + 1.7%	94.7%	↑ + 1.8%	70	↓ - 28.6%	79	↑ + 21.5%
19429	\$0	--	0.0%	--	0	--	0	--
19430	\$0	--	0.0%	--	0	--	0	--
19435	\$177,500	↑ + 6.0%	98.7%	↑ + 0.1%	8	↓ - 46.7%	1	→ 0.0%
19436	\$1,185,000	--	81.2%	--	302	--	1	--
19437	\$900,000	↑ + 45.2%	88.8%	↑ + 2.4%	100	↓ - 58.3%	3	↓ - 25.0%
19438	\$282,500	↑ + 12.5%	93.8%	↓ - 0.3%	84	↓ - 7.7%	53	↓ - 5.4%
19440	\$275,000	↑ + 13.2%	97.1%	↑ + 3.7%	70	↓ - 34.6%	28	↓ - 37.8%
19441	\$0	--	0.0%	--	0	--	0	--
19443	\$0	--	0.0%	--	0	--	0	--
19444	\$300,000	↓ - 6.3%	96.6%	↑ + 5.2%	60	↑ + 1.7%	21	↓ - 27.6%
19446	\$278,500	↑ + 10.5%	95.3%	↑ + 0.2%	74	↓ - 14.0%	164	↑ + 10.1%
19450	\$0	--	0.0%	--	0	--	0	--
19451	\$0	--	0.0%	--	0	--	0	--
19453	\$110,000	↑ + 2.8%	87.8%	↑ + 0.8%	73	↑ + 2.8%	6	↓ - 45.5%
19454	\$285,000	↑ + 11.8%	95.0%	↑ + 0.2%	85	↑ + 11.8%	73	↓ - 6.4%
19455	\$0	--	0.0%	--	0	--	0	--
19456	\$384,500	--	95.6%	--	98	--	2	--
19460	\$390,000	↑ + 57.9%	95.7%	↑ + 0.5%	98	↑ + 21.0%	16	↓ - 87.7%
19462	\$322,500	↓ - 3.7%	93.1%	↓ - 1.7%	111	↑ + 68.2%	43	→ 0.0%
19464	\$112,000	↓ - 18.8%	88.9%	↓ - 2.1%	116	↓ - 10.1%	169	↑ + 14.2%
19468	\$225,000	↓ - 3.0%	95.3%	↑ + 0.8%	77	↓ - 29.4%	79	↑ + 3.9%
19472	\$0	--	0.0%	--	0	--	0	--
19473	\$315,000	↓ - 1.6%	94.5%	↓ - 1.2%	85	↑ + 1.2%	49	↑ + 16.7%
19474	\$223,000	↑ + 7.2%	96.7%	↑ + 5.9%	27	↓ - 64.5%	7	↑ + 133.3%
19477	\$0	--	0.0%	--	0	--	0	--
19478	\$0	--	0.0%	--	0	--	0	--
19484	\$0	--	0.0%	--	0	--	0	--

Montgomery County, PA ZIP Codes Cont.

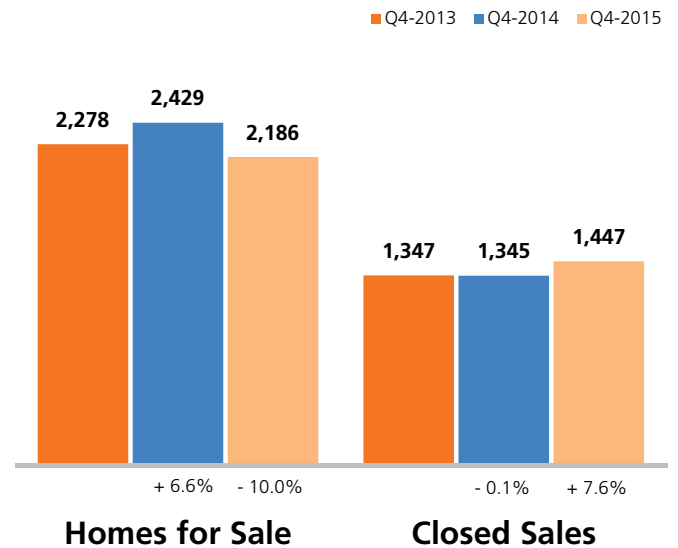
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19485	\$0	--	0.0%	--	0	--	0	--
19486	\$0	--	0.0%	--	0	--	0	--
19490	\$469,500	--	96.0%	--	12	--	1	--
19492	\$237,500	↑ + 58.3%	97.1%	↑ + 6.7%	33	↓ - 83.2%	2	↑ + 100.0%
19504	\$325,000	↑ + 6.9%	100.0%	↑ + 13.1%	10	↓ - 93.5%	1	↓ - 91.7%
19505	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19512	\$175,000	↑ + 11.1%	90.7%	↓ - 1.7%	62	↓ - 25.3%	4	↓ - 88.2%
19525	\$293,540	↑ + 3.6%	103.6%	↑ + 6.1%	47	↓ - 51.5%	60	→ 0.0%

New Castle County, DE

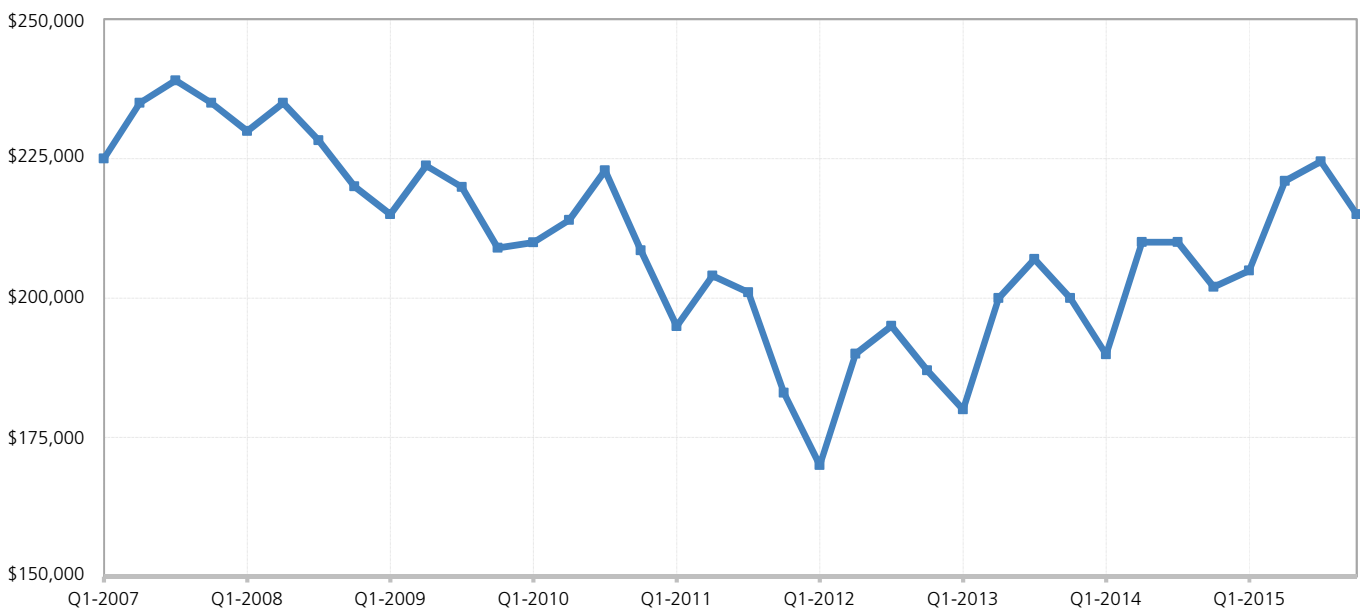
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$215,000	+ 6.4%
Avg. Sales Price	\$240,347	+ 2.8%
Pct. of Orig. Price Received	94.4%	+ 1.0%
Homes for Sale	2,186	- 10.0%
Closed Sales	1,447	+ 7.6%
Months Supply	4.2	- 23.1%
Avg. Prop. Mktg. Period	77	- 11.6%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19701	\$227,250	↓ - 10.0%	95.1%	↓ - 0.2%	68	↓ - 20.9%	116	↑ + 23.4%
19702	\$222,000	↑ + 25.5%	96.5%	↑ + 2.9%	68	↓ - 16.0%	126	↑ + 12.5%
19703	\$216,980	↑ + 34.4%	95.3%	↑ + 0.1%	61	↓ - 14.1%	41	↑ + 57.7%
19706	\$135,000	↑ + 10.2%	87.3%	↑ + 3.9%	41	↓ - 26.8%	3	↑ + 50.0%
19707	\$364,950	↓ - 7.6%	94.7%	↑ + 0.2%	82	↑ + 28.1%	34	↓ - 24.4%
19708	\$0	--	0.0%	--	0	--	0	--
19709	\$287,450	↓ - 0.9%	96.0%	↑ + 0.3%	78	↓ - 12.4%	122	↑ + 43.5%
19710	\$829,000	--	98.8%	--	3	--	1	--
19711	\$230,250	↓ - 8.5%	95.0%	↑ + 1.3%	70	↓ - 14.6%	114	↓ - 5.0%
19712	\$0	--	0.0%	--	0	--	0	--
19713	\$173,750	↓ - 6.1%	96.1%	↑ + 0.9%	68	↓ - 12.8%	64	↓ - 22.9%
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	\$150,600	↑ + 3.9%	93.7%	↑ + 1.2%	89	↑ + 11.3%	152	↑ + 12.6%
19721	\$0	--	0.0%	--	0	--	0	--
19725	\$0	--	0.0%	--	0	--	0	--
19726	\$0	--	0.0%	--	0	--	0	--
19730	\$334,000	--	101.2%	--	20	--	1	--
19731	\$150,000	↑ + 62.2%	75.0%	↑ + 6.5%	130	↓ - 55.5%	1	→ 0.0%
19732	\$0	--	0.0%	--	0	--	0	--
19733	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19734	\$290,000	↑ + 0.7%	96.6%	↓ - 1.1%	86	↑ + 14.7%	44	↑ + 51.7%
19735	\$0	--	0.0%	--	0	--	0	--
19736	\$0	--	0.0%	--	0	--	0	--
19801	\$85,000	↑ + 100.2%	91.0%	↓ - 0.1%	131	↑ + 20.2%	32	↓ - 20.0%
19802	\$109,445	↑ + 17.1%	93.9%	↑ + 11.3%	57	↓ - 49.1%	52	↑ + 13.0%
19803	\$325,000	↑ + 12.1%	95.0%	↑ + 0.3%	64	↓ - 21.0%	74	↓ - 3.9%
19804	\$161,650	↑ + 6.7%	95.7%	↑ + 3.5%	63	↓ - 32.3%	60	↑ + 66.7%
19805	\$113,000	↓ - 2.6%	91.0%	↓ - 0.3%	93	↓ - 27.9%	98	↓ - 7.5%
19806	\$262,400	↑ + 31.3%	90.9%	↓ - 0.2%	101	↓ - 10.6%	48	↑ + 37.1%
19807	\$600,000	↓ - 23.6%	89.3%	↓ - 4.7%	132	↑ + 20.0%	29	↑ + 11.5%
19808	\$235,000	↑ + 7.6%	95.3%	↑ + 0.6%	66	↑ + 8.2%	119	↓ - 4.0%
19809	\$187,950	↑ + 10.9%	91.4%	↑ + 1.9%	71	↓ - 36.6%	48	↑ + 6.7%
19810	\$289,000	↑ + 1.2%	94.6%	↑ + 0.1%	86	↑ + 28.4%	61	↓ - 15.3%
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.

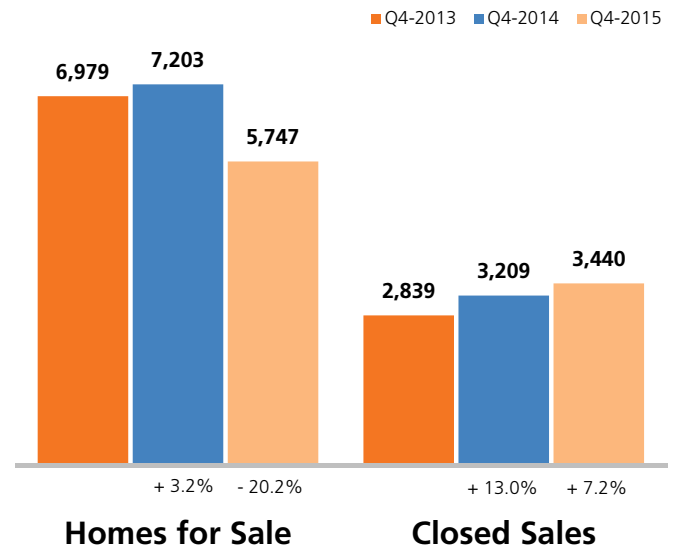
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19891	\$0	--	0.0%	--	0	--	0	--
19892	\$0	--	0.0%	--	0	--	0	--
19893	\$0	--	0.0%	--	0	--	0	--
19894	\$0	--	0.0%	--	0	--	0	--
19895	\$0	--	0.0%	--	0	--	0	--
19896	\$0	--	0.0%	--	0	--	0	--
19897	\$0	--	0.0%	--	0	--	0	--
19898	\$0	--	0.0%	--	0	--	0	--
19899	\$0	--	0.0%	--	0	--	0	--
19938	\$330,000	↑ + 59.8%	97.1%	↑ + 3.4%	55	↓ - 26.7%	1	↓ - 95.7%
19977	\$228,000	↑ + 21.6%	93.1%	↓ - 4.4%	63	↓ - 40.0%	6	↓ - 92.9%

Philadelphia County, PA

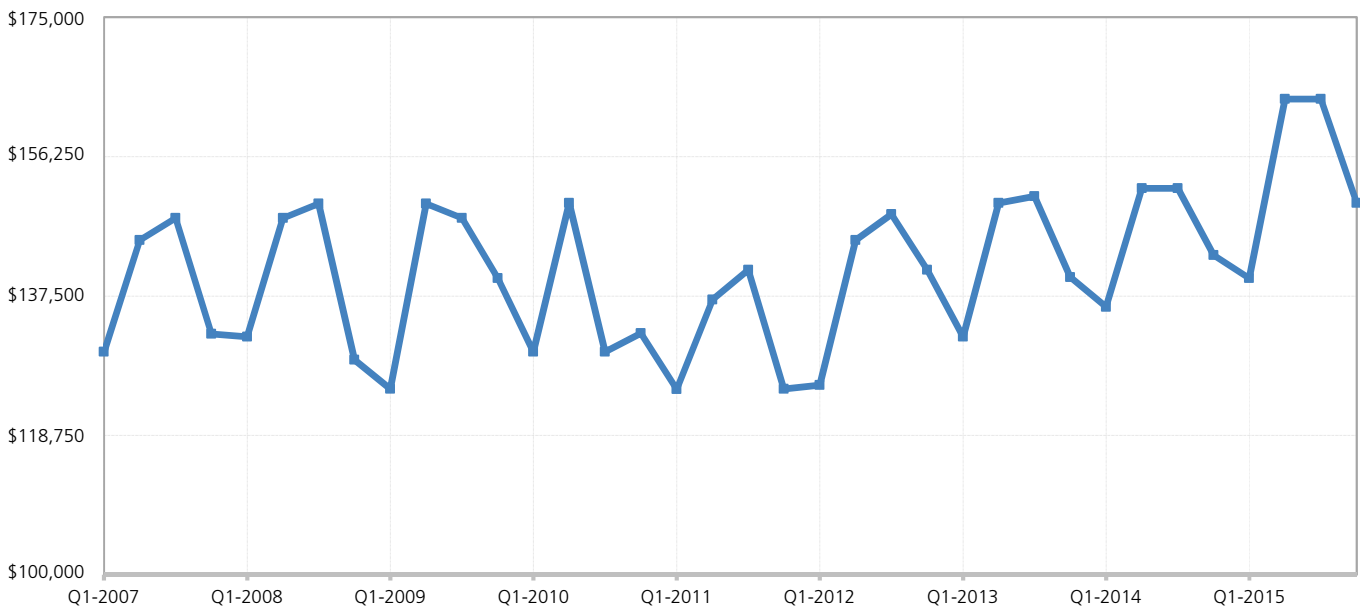
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$150,000	+ 4.9%
Avg. Sales Price	\$211,261	+ 8.3%
Pct. of Orig. Price Received	92.4%	+ 1.1%
Homes for Sale	5,747	- 20.2%
Closed Sales	3,440	+ 7.2%
Months Supply	4.7	- 31.7%
Avg. Prop. Mktg. Period	78	- 10.9%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	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	\$815,000	↑ +73.4%	95.7%	↑ +3.7%	67	↓ -57.6%	19	↓ -9.5%
19103	\$415,000	↓ -15.3%	92.3%	↓ -0.4%	90	↓ -12.6%	53	↓ -34.6%
19104	\$182,000	↑ +124.7%	92.9%	↑ +0.4%	58	↓ -29.3%	31	↑ +47.6%
19105	\$0	--	0.0%	--	0	--	0	--
19106	\$390,500	↑ +0.3%	91.7%	↓ -2.2%	91	↓ -15.7%	70	↑ +29.6%
19107	\$328,250	↑ +40.3%	92.8%	↑ +2.8%	63	↓ -41.1%	38	↑ +65.2%
19108	\$0	--	0.0%	--	0	--	0	--
19109	\$0	--	0.0%	--	0	--	0	--
19110	\$0	--	0.0%	--	0	--	0	--
19111	\$137,500	↓ -5.2%	92.9%	↓ -0.2%	72	↓ -25.8%	141	↑ +7.6%
19112	\$0	--	0.0%	--	0	--	0	--
19114	\$162,200	↑ +1.4%	92.8%	↓ -0.5%	97	↑ +1.0%	76	↑ +10.1%
19115	\$214,950	↑ +10.2%	93.4%	↑ +1.6%	88	↑ +14.3%	90	↑ +42.9%
19116	\$226,000	↑ +3.5%	94.5%	↑ +1.2%	86	↑ +8.9%	74	↑ +5.7%
19118	\$512,500	↑ +5.3%	92.8%	↑ +0.4%	92	↑ +9.5%	18	↓ -35.7%
19119	\$224,900	↓ -0.7%	92.0%	↑ +0.3%	75	↓ -2.6%	72	↑ +18.0%
19120	\$61,000	↓ -3.2%	93.5%	↑ +4.1%	89	↑ +15.6%	95	↓ -7.8%
19121	\$62,500	↓ -46.6%	82.6%	↓ -3.5%	82	↓ -26.1%	38	↓ -9.5%
19122	\$273,500	↑ +83.3%	92.6%	↓ -0.5%	67	↓ -8.2%	41	↑ +10.8%
19123	\$370,000	↑ +11.4%	94.8%	↑ +1.5%	101	↑ +9.8%	68	↑ +17.2%
19124	\$72,700	↑ +11.0%	90.8%	↑ +0.4%	91	↑ +8.3%	123	↑ +9.8%
19125	\$279,000	↑ +30.4%	95.8%	↑ +1.8%	83	↑ +16.9%	127	↑ +6.7%
19126	\$152,450	↑ +23.5%	93.5%	→ 0.0%	94	↑ +19.0%	34	↑ +17.2%
19127	\$197,500	↑ +8.2%	88.0%	↓ -2.7%	117	↓ -4.9%	21	↑ +23.5%
19128	\$220,000	↑ +1.6%	92.1%	↓ -0.8%	94	↓ -22.3%	106	↓ -1.9%
19129	\$195,000	↑ +8.3%	91.5%	↓ -1.4%	120	↑ +29.0%	30	↓ -21.1%
19130	\$302,500	↓ -8.3%	94.2%	↑ +0.1%	62	↓ -28.7%	109	→ 0.0%
19131	\$114,950	↑ +47.4%	89.6%	↑ +2.5%	79	↓ -21.8%	58	↓ -4.9%
19132	\$18,211	↓ -8.9%	80.7%	↓ -3.9%	104	↑ +10.6%	50	↑ +56.3%
19133	\$28,000	↓ -68.0%	80.5%	↑ +8.9%	48	↓ -35.1%	10	↑ +25.0%
19134	\$64,000	↑ +48.8%	87.6%	↓ -1.1%	74	↓ -19.6%	146	↑ +30.4%
19135	\$91,260	↑ +14.1%	92.3%	↑ +4.9%	80	↓ -19.2%	94	↑ +4.4%
19136	\$116,000	↑ +0.9%	91.9%	↑ +1.7%	93	↑ +20.8%	86	↓ -5.5%
19137	\$114,000	↑ +9.6%	90.0%	↓ -0.3%	72	↓ -41.0%	20	↓ -31.0%
19138	\$78,900	↓ -18.7%	92.7%	↑ +2.3%	76	↓ -21.6%	57	↑ +16.3%
19139	\$31,663	↓ -1.1%	83.3%	↓ -3.5%	97	↑ +7.8%	44	↓ -6.4%
19140	\$26,000	↓ -20.0%	89.5%	↑ +2.1%	58	↓ -25.6%	45	↑ +12.5%
19141	\$102,450	↑ +34.1%	90.5%	↓ -5.8%	91	↓ -13.3%	38	↑ +26.7%

Philadelphia County, PA ZIP Codes Cont.

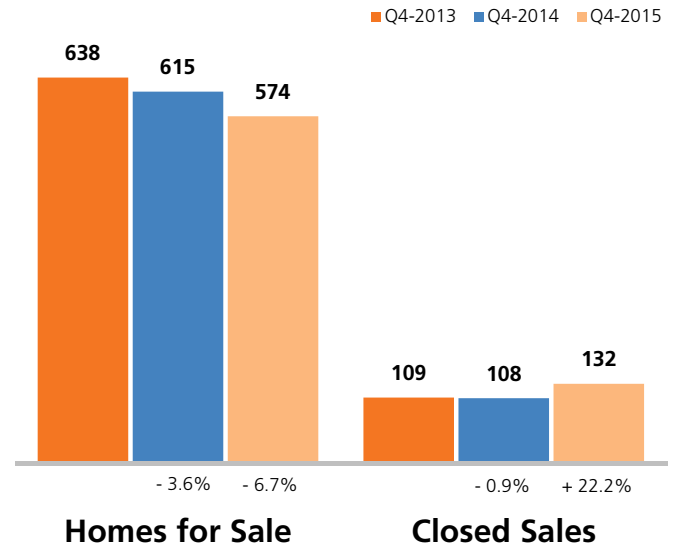
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
19142	\$46,400	↑ + 7.9%	89.4%	↑ + 1.8%	97	↑ + 34.7%	34	↓ - 17.1%
19143	\$67,000	↑ + 21.8%	90.7%	↑ + 4.6%	51	↓ - 42.0%	91	↑ + 19.7%
19144	\$77,450	↓ - 8.9%	91.0%	↑ + 4.0%	100	↑ + 20.5%	67	↓ - 4.3%
19145	\$152,000	↑ + 28.8%	92.2%	↑ + 1.3%	59	↓ - 16.9%	148	↑ + 15.6%
19146	\$310,000	↑ + 10.4%	94.2%	↑ + 0.7%	57	↓ - 18.6%	196	↓ - 4.4%
19147	\$371,000	↑ + 6.6%	94.2%	↑ + 0.9%	78	↓ - 7.1%	175	↑ + 76.8%
19148	\$166,300	↑ + 6.8%	95.0%	↑ + 3.8%	62	↓ - 26.2%	182	↑ + 2.2%
19149	\$118,050	↑ + 8.9%	93.3%	↑ + 2.2%	71	↓ - 6.6%	141	↓ - 7.2%
19150	\$154,900	↑ + 33.6%	95.2%	↑ + 3.1%	68	↓ - 29.2%	47	↑ + 9.3%
19151	\$105,000	↑ + 4.0%	92.8%	↑ + 0.4%	73	↓ - 17.0%	59	↓ - 1.7%
19152	\$170,500	↑ + 6.6%	93.4%	↑ + 1.3%	91	↓ - 10.8%	70	↓ - 18.6%
19153	\$105,000	↓ - 12.9%	94.9%	↑ + 4.3%	139	→ 0.0%	15	↓ - 31.8%
19154	\$176,540	↑ + 7.8%	94.4%	↑ + 1.3%	82	↓ - 4.7%	93	↑ + 40.9%

Salem County, NJ

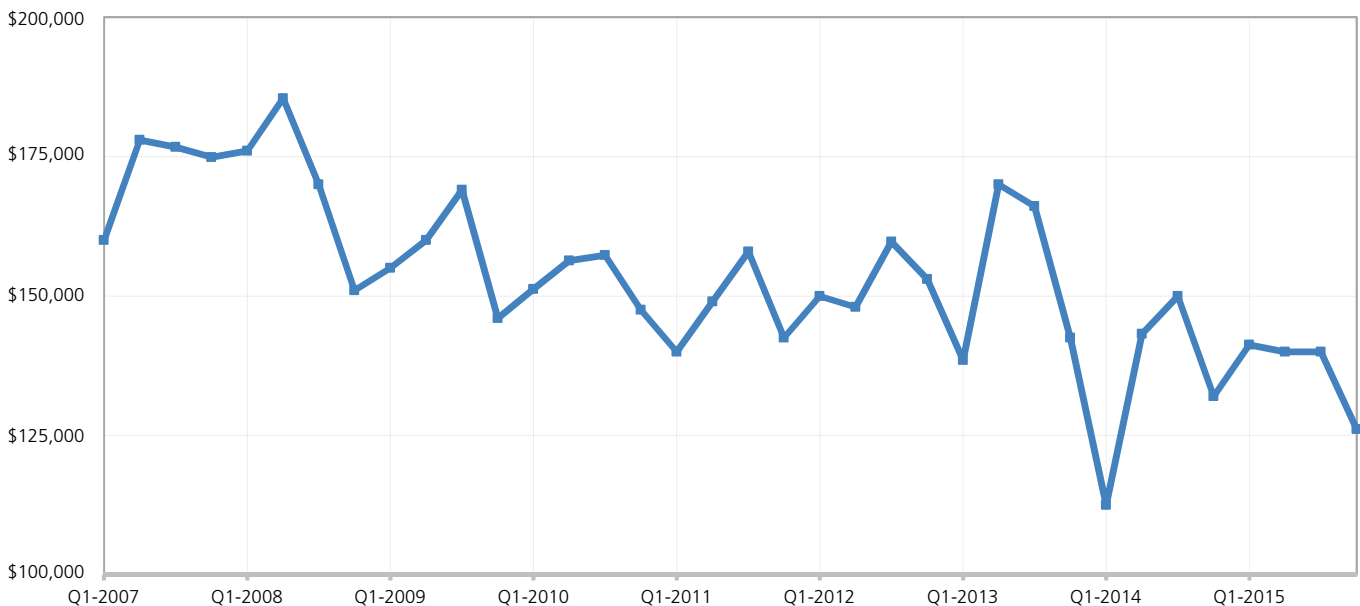
Key Metrics

	Q4-2015	1-Yr Chg
Median Sales Price	\$126,100	- 4.5%
Avg. Sales Price	\$136,912	- 0.0%
Pct. of Orig. Price Received	88.6%	+ 4.0%
Homes for Sale	574	- 6.7%
Closed Sales	132	+ 22.2%
Months Supply	12.1	- 25.6%
Avg. Prop. Mktg. Period	159	- 6.8%

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	
	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg	Q4-2015	1-Yr Chg
08001	\$219,500	↓ - 10.4%	111.8%	↑ + 14.1%	42	↑ + 44.8%	2	↑ + 100.0%
08023	\$30,000	--	60.1%	--	207	--	1	--
08038	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08067	\$215,000	--	92.1%	--	217	--	5	--
08069	\$83,000	↑ + 12.2%	86.9%	↑ + 3.2%	157	↓ - 32.9%	25	→ 0.0%
08070	\$98,250	↓ - 11.5%	87.1%	↑ + 7.4%	161	↑ + 21.1%	34	↑ + 30.8%
08072	\$169,900	--	94.4%	--	93	--	1	--
08079	\$76,000	↑ + 141.3%	80.2%	↑ + 0.5%	201	↑ + 136.5%	20	↑ + 17.6%
08098	\$232,450	↑ + 7.4%	92.0%	↑ + 1.7%	159	↓ - 32.9%	12	↓ - 33.3%
08302	\$75,000	↓ - 31.5%	96.1%	↑ + 10.5%	103	↓ - 29.9%	3	↓ - 94.0%
08318	\$177,750	↓ - 14.5%	93.4%	↑ + 5.4%	131	↑ + 26.0%	27	↑ + 107.7%
08343	\$128,500	↓ - 36.4%	86.0%	↓ - 7.9%	192	↑ + 68.4%	2	↓ - 84.6%
08344	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08347	\$0	--	0.0%	--	0	--	0	--