

MARKET HISTORY

Includes data through 2/2018

Montgomery County, PA
Condo



Market History Report

The Market History Report details current and historical statistical information for condominium listings recorded within TREND. This statistical report is organized by county and contains valuable month-over-month, year-over-year statistical information for each of the last 10 years. The Market History Report details activity in a particular market over a 10-year period – from where it's been to where it's at now. The easy-to-read month-over-month, year-over-year chart and graph enables you to clearly identify the year-over-year changes while accounting for seasonal and market trends.

Utilizing the report allows you to gain a better understanding of your market. This will give you new insights and increase your company's value when working with consumers. This powerful report is provided exclusively to TREND members.

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Definitions

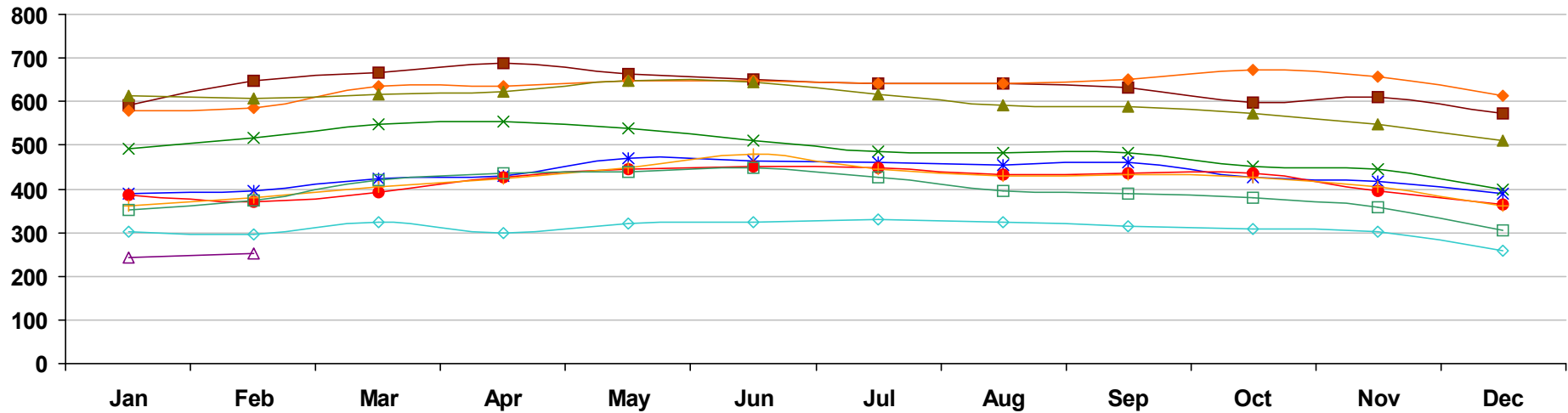
Total Inventory	The number of active condominium listings on the market on the last day of the specified month.
Inventory Accumulation	The number of months it would take to exhaust the current supply of condominium listings at the current absorption rate.
Absorption Rate	The average number of condominium listings sold in the market per month over the previous 12 months.
Pending Units	The number of condominium listings with Pending dates during the specified month.
Settled Units	The number of condominium listings with Settled dates during the specified month.
Total Settled Volume	The total dollar volume of condominium listings that have settled during the specified month.

Median Settled Price	The median price that condominium listings settled for during the specified month. Determined by arranging all Settled Listings in numerical order by price and then selecting the middle value.
Average Settled Price	The average price that condominium listings settled for during the specified month. Determined by dividing the Total Settled Volume by the number of Settled Listings.
Average Settled Price / Original Price	The average percentage of the Original Price that condominium listings settled for during the specified month. This number is determined by dividing the Settled Price by the Original Price for every listing, summing them and then dividing by the number of settled listings. TREND excludes listings if the Settled Price is greater than 150 percent or less than 50 percent of the Original Price. This ensures the percentage is more representative of listings in the market area.
Percent Change	The change in value as compared to the same month of the previous year. Indicated by +/-0.0%.

Notes on Statistics

- All statistics are from TREND's monthly Residential Activity Reports. Due to the fluid nature of MLS data, insignificant statistical variations may occur with regard to sales activity between the various TREND reports.
- Mobile homes and single-family homes are excluded from these statistics.
- This report includes information on listings and transactions facilitated through TREND and does not reflect the total number of listings and transactions of a given market area.
- All monetary statistics are rounded to the nearest \$10.

Montgomery County, PA - Condo - Total Inventory

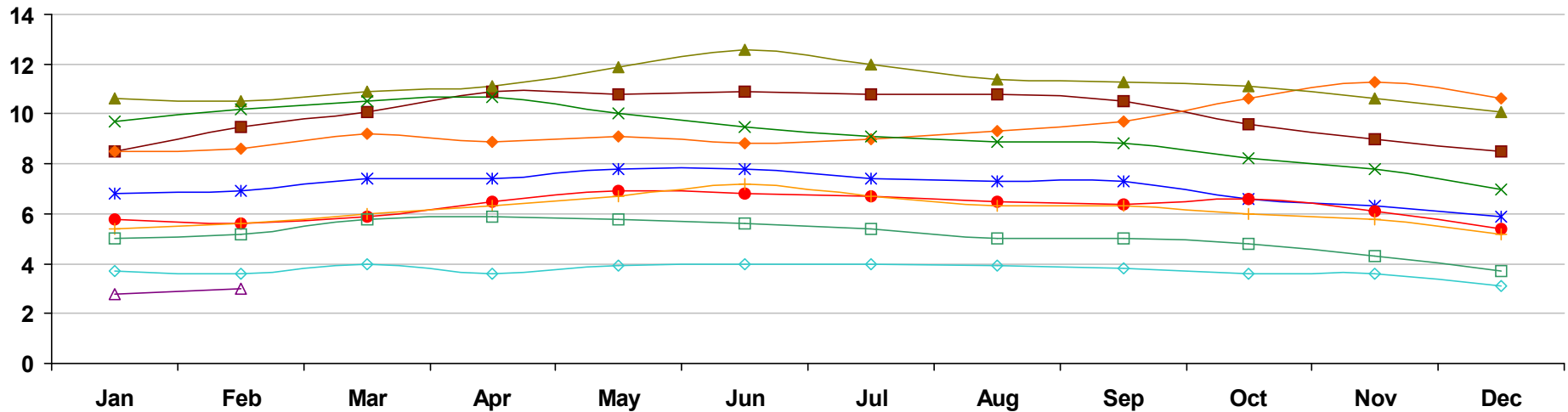


2009	9.4%	5.0%	3.1%	2.7%	1.1%	0.3%	-4.5%	-5.2%	-3.8%	-6.0%	-1.3%	-5.0%
2010	-2.2%	-9.3%	-4.8%	-7.8%	-2.4%	-0.5%	0.2%	-0.2%	2.7%	12.7%	7.4%	7.2%
2011	5.9%	3.6%	-2.7%	-2.0%	-0.2%	-0.6%	-3.9%	-7.5%	-9.7%	-14.7%	-16.5%	-16.5%
2012	-19.9%	-14.7%	-11.2%	-10.8%	-16.9%	-20.8%	-21.1%	-18.8%	-17.9%	-21.4%	-19.0%	-22.5%
2013	-20.6%	-23.9%	-22.8%	-22.7%	-12.5%	-9.2%	-4.9%	-5.2%	-4.4%	-5.1%	-5.9%	-1.8%
2014	-1.0%	-6.1%	-7.3%	-0.5%	-5.1%	-2.6%	-3.0%	-5.3%	-5.6%	2.1%	-5.5%	-6.9%
2015	-6.2%	3.0%	3.3%	-1.2%	0.2%	6.2%	-0.4%	-0.2%	-0.2%	-2.5%	2.3%	-0.3%
2016	-3.0%	-1.6%	4.0%	3.3%	-1.8%	-6.5%	-4.7%	-8.6%	-10.1%	-10.8%	-11.6%	-15.7%
2017	-14.0%	-21.1%	-22.8%	-31.2%	-26.9%	-27.5%	-22.6%	-17.5%	-19.5%	-19.2%	-15.7%	-15.7%
2018	-19.9%	-14.5%										

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Montgomery County, PA - Condo - Inventory Accumulation

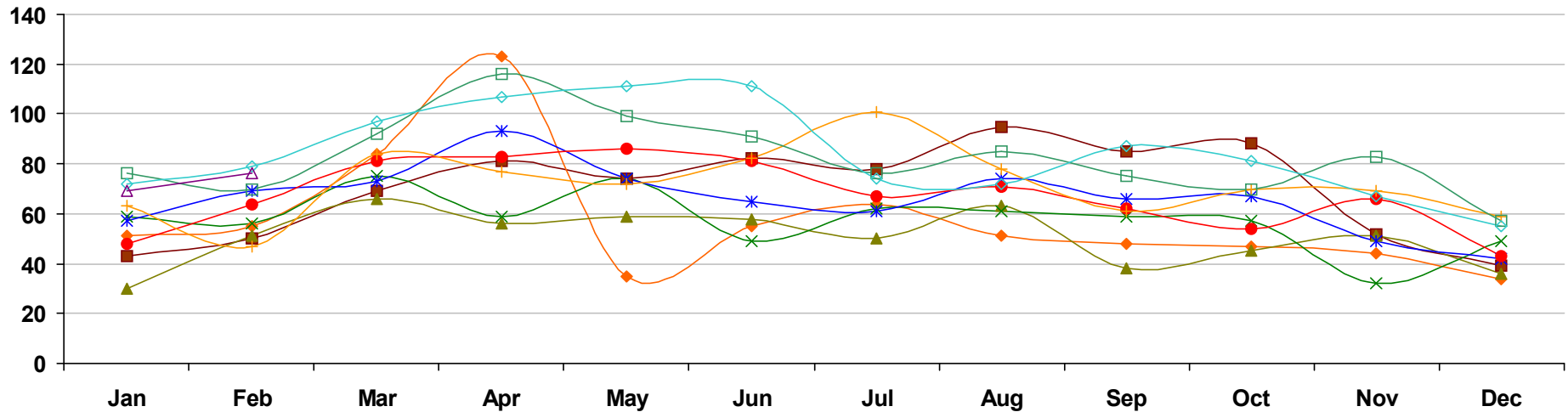


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2009	8.5 49.1%	9.5 46.2%	10.1 46.4%	10.9 47.3%	10.8 44.0%	10.9 41.6%	10.8 31.7%	10.8 27.1%	10.5 22.1%	9.6 12.9%	9.0 4.7%	8.5 0.0%
2010	8.5 0.0%	8.6 -9.5%	9.2 -8.9%	8.9 -18.3%	9.1 -15.7%	8.8 -19.3%	9.0 -16.7%	9.3 -13.9%	9.7 -7.6%	10.6 10.4%	11.3 25.6%	10.6 24.7%
2011	10.6 24.7%	10.5 22.1%	10.9 18.5%	11.1 24.7%	11.9 30.8%	12.6 43.2%	12.0 33.3%	11.4 22.6%	11.3 16.5%	11.1 4.7%	10.6 -6.2%	10.1 -4.7%
2012	9.7 -8.5%	10.2 -2.9%	10.5 -3.7%	10.7 -3.6%	10.0 -16.0%	9.5 -24.6%	9.1 -24.2%	8.9 -21.9%	8.8 -22.1%	8.2 -26.1%	7.8 -26.4%	7.0 -30.7%
2013	6.8 -29.9%	6.9 -32.4%	7.4 -29.5%	7.4 -30.8%	7.8 -22.0%	7.8 -17.9%	7.4 -18.7%	7.3 -18.0%	7.3 -17.0%	6.6 -19.5%	6.3 -19.2%	5.9 -15.7%
2014	5.8 -14.7%	5.6 -18.8%	5.9 -20.3%	6.5 -12.2%	6.9 -11.5%	6.8 -12.8%	6.7 -9.5%	6.5 -11.0%	6.4 -12.3%	6.6 0.0%	6.1 -3.2%	5.4 -8.5%
2015	5.4 -6.9%	5.6 0.0%	6.0 1.7%	6.3 -3.1%	6.7 -2.9%	7.2 5.9%	6.7 0.0%	6.3 -3.1%	6.3 -1.6%	6.0 -9.1%	5.8 -4.9%	5.2 -3.7%
2016	5.0 -7.4%	5.2 -7.1%	5.8 -3.3%	5.9 -6.3%	5.8 -13.4%	5.6 -22.2%	5.4 -19.4%	5.0 -20.6%	5.0 -20.6%	4.8 -20.0%	4.3 -25.9%	3.7 -28.8%
2017	3.7 -26.0%	3.6 -30.8%	4.0 -31.0%	3.6 -39.0%	3.9 -32.8%	4.0 -28.6%	4.0 -25.9%	3.9 -22.0%	3.8 -24.0%	3.6 -25.0%	3.6 -16.3%	3.1 -16.2%
2018	2.8 -24.3%	3.0 -16.7%										

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Montgomery County, PA - Condo - Pending Units

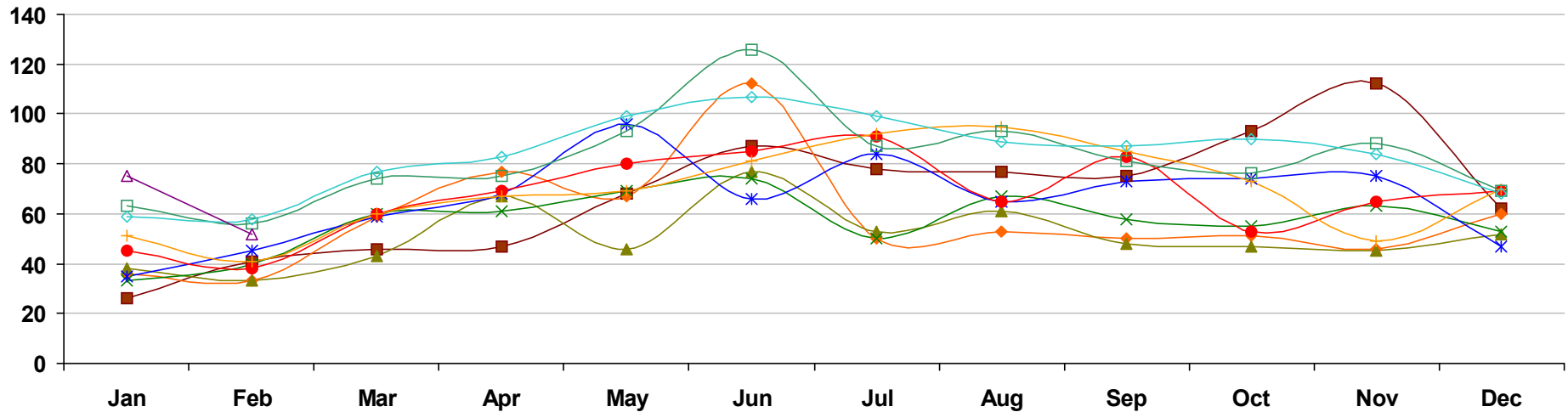


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2009	43 -43.4%	50 -25.4%	69 -21.6%	81 -22.1%	74 -9.8%	82 5.1%	78 20.0%	95 25.0%	85 51.8%	88 60.0%	52 20.9%	39 21.9%
◆ 2010	51 18.6%	55 10.0%	84 21.7%	123 51.9%	35 -52.7%	55 -32.9%	64 -17.9%	51 -46.3%	48 -43.5%	47 -46.6%	44 -15.4%	34 -12.8%
▲ 2011	30 -41.2%	51 -7.3%	66 -21.4%	56 -54.5%	59 68.6%	58 5.5%	50 -21.9%	63 23.5%	38 -20.8%	45 -4.3%	51 15.9%	36 5.9%
✕ 2012	59 96.7%	56 9.8%	75 13.6%	59 5.4%	74 25.4%	49 -15.5%	62 24.0%	61 -3.2%	59 55.3%	57 26.7%	32 -37.3%	49 36.1%
✱ 2013	57 -3.4%	69 23.2%	73 -2.7%	93 57.6%	74 0.0%	65 32.7%	61 -1.6%	74 21.3%	66 11.9%	67 17.5%	49 53.1%	42 -14.3%
● 2014	48 -15.8%	64 -7.2%	81 11.0%	83 -10.8%	86 16.2%	81 24.6%	67 9.8%	71 -4.1%	62 -6.1%	54 -19.4%	66 34.7%	43 2.4%
✚ 2015	63 31.2%	47 -26.6%	84 3.7%	77 -7.2%	72 -16.3%	82 1.2%	101 50.7%	78 9.9%	61 -1.6%	70 29.6%	69 4.5%	59 37.2%
◻ 2016	76 20.6%	70 48.9%	92 9.5%	116 50.6%	99 37.5%	91 11.0%	76 -24.8%	85 9.0%	75 23.0%	70 0.0%	83 20.3%	57 -3.4%
◇ 2017	72 -5.3%	79 12.9%	97 5.4%	107 -7.8%	111 12.1%	111 22.0%	74 -2.6%	72 -15.3%	87 16.0%	81 15.7%	67 -19.3%	55 -3.5%
△ 2018	69 -4.2%	76 -3.8%										

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Montgomery County, PA - Condo - Settled Units

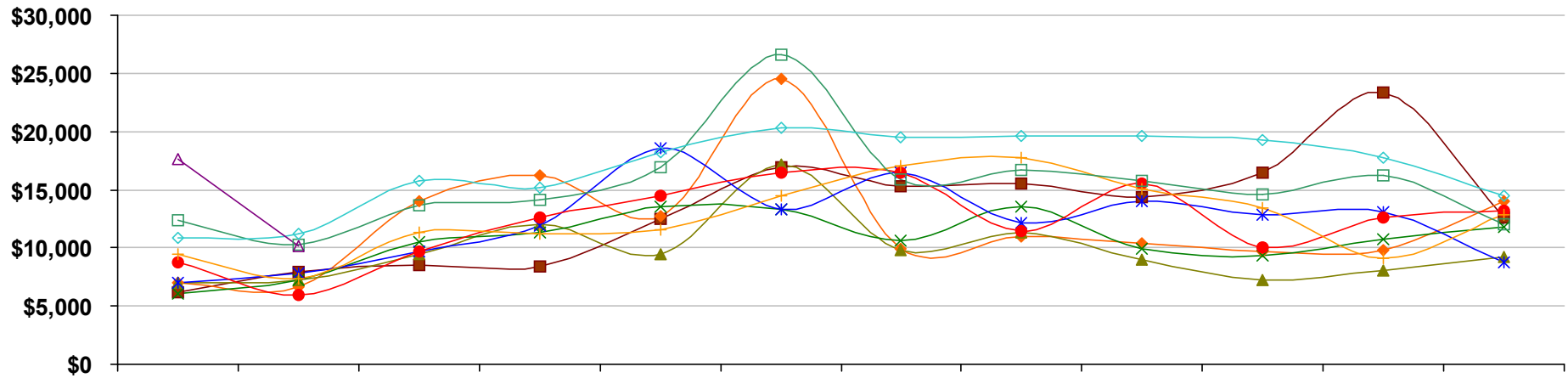


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2009	26 -33.3%	41 -34.9%	46 -32.4%	47 -42.0%	68 -26.1%	87 -17.1%	78 -10.3%	77 8.5%	75 19.0%	93 27.4%	112 143.5%	62 0.0%
2010	36 38.5%	33 -19.5%	59 28.3%	77 63.8%	67 -1.5%	112 28.7%	50 -35.9%	53 -31.2%	50 -33.3%	51 -45.2%	46 -58.9%	60 -3.2%
2011	38 5.6%	33 0.0%	43 -27.1%	67 -13.0%	46 -31.3%	77 -31.2%	53 6.0%	61 15.1%	48 -4.0%	47 -7.8%	45 -2.2%	52 -13.3%
2012	33 -13.2%	40 21.2%	60 39.5%	61 -9.0%	69 50.0%	74 -3.9%	50 -5.7%	67 9.8%	58 20.8%	55 17.0%	63 40.0%	53 1.9%
2013	35 6.1%	45 12.5%	59 -1.7%	68 11.5%	96 39.1%	66 -10.8%	84 68.0%	65 -3.0%	73 25.9%	74 34.5%	75 19.0%	47 -11.3%
2014	45 28.6%	38 -15.6%	60 1.7%	69 1.5%	80 -16.7%	85 28.8%	91 8.3%	65 0.0%	83 13.7%	53 -28.4%	65 -13.3%	69 46.8%
2015	51 13.3%	41 7.9%	60 0.0%	67 -2.9%	69 -13.8%	81 -4.7%	92 1.1%	95 46.2%	85 2.4%	73 37.7%	49 -24.6%	70 1.4%
2016	63 23.5%	56 36.6%	74 23.3%	75 11.9%	93 34.8%	126 55.6%	87 -5.4%	93 -2.1%	81 -4.7%	76 4.1%	88 79.6%	69 -1.4%
2017	59 -6.3%	58 3.6%	77 4.1%	83 10.7%	99 6.5%	107 -15.1%	99 13.8%	89 -4.3%	87 7.4%	90 18.4%	84 -4.5%	68 -1.4%
2018	75 27.1%	52 -10.3%										

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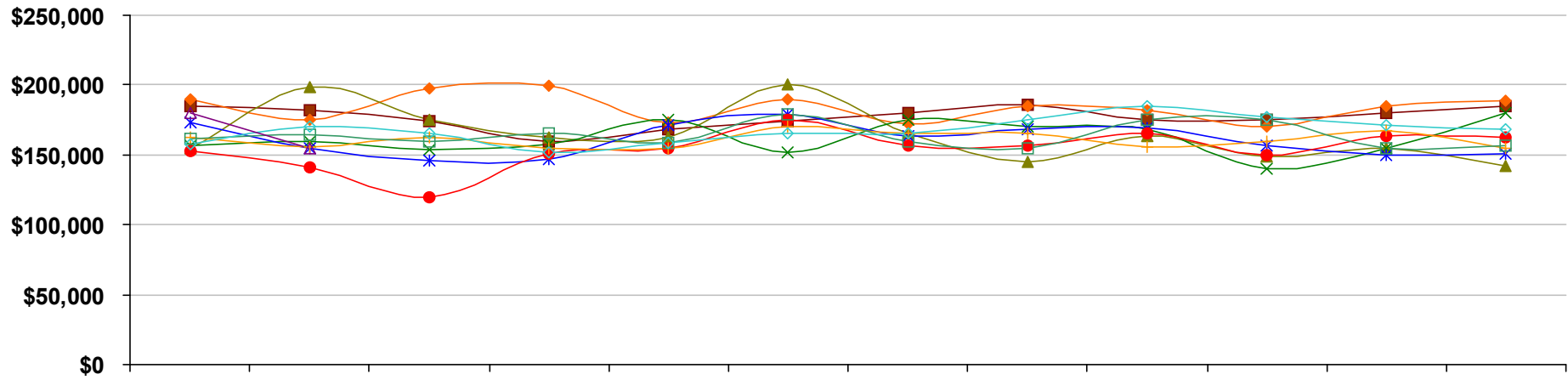
Montgomery County, PA - Condo - Total Settled Volume



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2009	\$6,243 -34.3%	\$7,985 -46.6%	\$8,567 -41.3%	\$8,374 -54.0%	\$12,519 -42.2%	\$16,954 -33.1%	\$15,274 -22.3%	\$15,483 0.7%	\$14,319 8.4%	\$16,474 10.0%	\$23,386 124.0%	\$12,664 0.0%
◆ 2010	\$7,055 13.0%	\$6,650 -16.7%	\$14,035 63.8%	\$16,226 93.8%	\$12,675 1.2%	\$24,480 44.4%	\$9,978 -34.7%	\$10,951 -29.3%	\$10,392 -27.4%	\$9,648 -41.4%	\$9,793 -58.1%	\$14,034 10.8%
▲ 2011	\$6,994 -0.9%	\$7,234 8.8%	\$9,409 -33.0%	\$12,024 -25.9%	\$9,513 -24.9%	\$17,139 -30.0%	\$9,816 -1.6%	\$11,301 3.2%	\$9,038 -13.0%	\$7,225 -25.1%	\$8,035 -18.0%	\$9,185 -34.6%
✕ 2012	\$6,034 -13.7%	\$7,267 0.5%	\$10,495 11.5%	\$11,274 -6.2%	\$13,582 42.8%	\$13,283 -22.5%	\$10,663 8.6%	\$13,589 20.2%	\$9,874 9.2%	\$9,330 29.1%	\$10,746 33.7%	\$11,805 28.5%
✱ 2013	\$7,015 16.3%	\$7,862 8.2%	\$9,668 -7.9%	\$11,856 5.2%	\$18,508 36.3%	\$13,326 0.3%	\$16,492 54.7%	\$12,148 -10.6%	\$13,979 41.6%	\$12,883 38.1%	\$13,112 22.0%	\$8,778 -25.6%
● 2014	\$8,703 24.1%	\$5,942 -24.4%	\$9,647 -0.2%	\$12,591 6.2%	\$14,480 -21.8%	\$16,402 23.1%	\$16,504 0.1%	\$11,489 -5.4%	\$15,541 11.2%	\$10,045 -22.0%	\$12,604 -3.9%	\$13,188 50.2%
+ 2015	\$9,408 8.1%	\$7,320 23.2%	\$11,354 17.7%	\$11,232 -10.8%	\$11,546 -20.3%	\$14,456 -11.9%	\$17,096 3.6%	\$17,721 54.2%	\$15,025 -3.3%	\$13,401 33.4%	\$9,068 -28.1%	\$12,804 -2.9%
□ 2016	\$12,394 31.7%	\$10,301 40.7%	\$13,685 20.5%	\$14,155 26.0%	\$16,979 47.1%	\$26,634 84.2%	\$15,902 -7.0%	\$16,725 -5.6%	\$15,779 5.0%	\$14,617 9.1%	\$16,269 79.4%	\$12,066 -5.8%
◇ 2017	\$10,908 -12.0%	\$11,211 8.8%	\$15,766 15.2%	\$15,228 7.6%	\$18,172 7.0%	\$20,306 -23.8%	\$19,456 22.3%	\$19,590 17.1%	\$19,626 24.4%	\$19,213 31.4%	\$17,724 8.9%	\$14,472 19.9%
△ 2018	\$17,606 61.4%	\$10,115 -9.8%										

Values on this report are displayed in Thousands

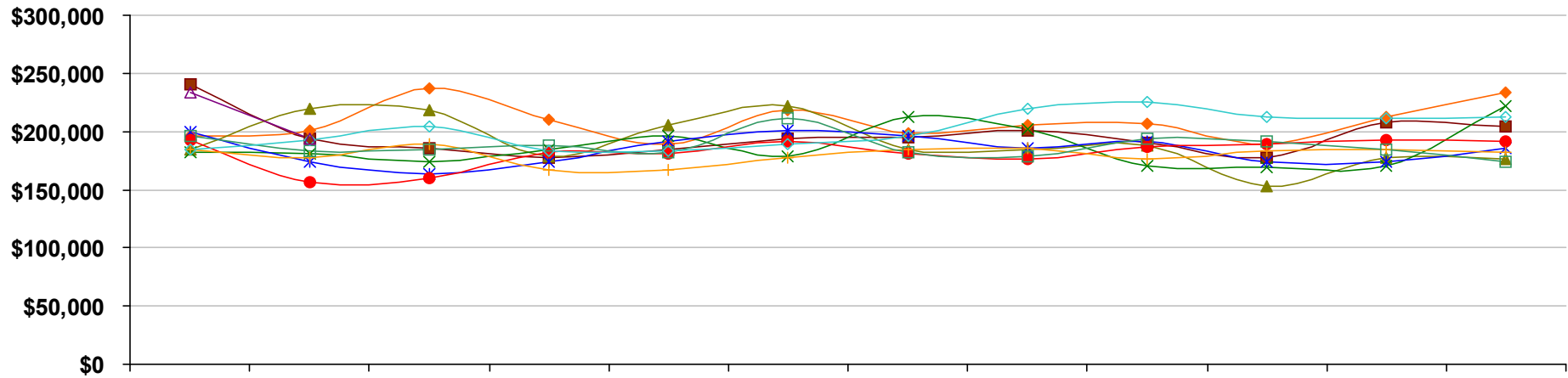
Montgomery County, PA - Condo - Median Settled Price



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2009	\$185,000 -1.6%	\$182,000 -5.7%	\$174,000 -8.4%	\$160,000 -22.0%	\$168,000 -16.0%	\$174,000 -15.1%	\$180,000 -8.6%	\$186,000 -4.6%	\$175,000 -4.4%	\$175,000 -2.8%	\$180,000 -4.8%	\$185,000 1.6%
◆ 2010	\$190,000 2.7%	\$175,000 -3.8%	\$197,000 13.2%	\$199,000 24.4%	\$173,000 3.0%	\$190,000 9.2%	\$172,000 -4.4%	\$185,000 -0.5%	\$182,000 4.0%	\$170,000 -2.9%	\$185,000 2.8%	\$189,000 2.2%
▲ 2011	\$155,000 -18.4%	\$198,000 13.1%	\$175,000 -11.2%	\$162,000 -18.6%	\$162,000 -6.4%	\$200,000 5.3%	\$165,000 -4.1%	\$145,000 -21.6%	\$163,000 -10.4%	\$149,000 -12.4%	\$155,000 -16.2%	\$142,000 -24.9%
✕ 2012	\$157,000 1.3%	\$160,000 -19.2%	\$154,000 -12.0%	\$158,000 -2.5%	\$175,000 8.0%	\$152,000 -24.0%	\$175,000 6.1%	\$170,000 17.2%	\$168,000 3.1%	\$140,000 -6.0%	\$155,000 0.0%	\$180,000 26.8%
✱ 2013	\$173,000 10.2%	\$155,000 -3.1%	\$146,000 -5.2%	\$147,000 -7.0%	\$171,000 -2.3%	\$179,000 17.8%	\$163,000 -6.9%	\$168,000 -1.2%	\$169,000 0.6%	\$157,000 12.1%	\$150,000 -3.2%	\$151,000 -16.1%
● 2014	\$153,000 -11.6%	\$141,000 -9.0%	\$120,000 -17.8%	\$151,000 2.7%	\$155,000 -9.4%	\$175,000 -2.2%	\$157,000 -3.7%	\$157,000 -6.5%	\$165,000 -2.4%	\$150,000 -4.5%	\$163,000 8.7%	\$162,000 7.3%
✚ 2015	\$162,000 5.9%	\$156,000 10.6%	\$162,000 35.0%	\$155,000 2.6%	\$155,000 0.0%	\$170,000 -2.9%	\$165,000 5.1%	\$165,000 5.1%	\$156,000 -5.5%	\$160,000 6.7%	\$167,000 2.5%	\$155,000 -4.3%
▣ 2016	\$161,000 -0.6%	\$164,000 5.1%	\$160,000 -1.2%	\$165,000 6.5%	\$159,000 2.6%	\$179,000 5.3%	\$160,000 -3.0%	\$155,000 -6.1%	\$175,000 12.2%	\$175,000 9.4%	\$155,000 -7.2%	\$157,000 1.3%
◇ 2017	\$158,000 -1.9%	\$170,000 3.7%	\$165,000 3.1%	\$152,000 -7.9%	\$159,000 0.0%	\$165,000 -7.8%	\$165,000 3.1%	\$175,000 12.9%	\$185,000 5.7%	\$177,000 1.1%	\$171,000 10.3%	\$168,000 7.0%
△ 2018	\$180,000 13.9%	\$155,000 -8.8%										

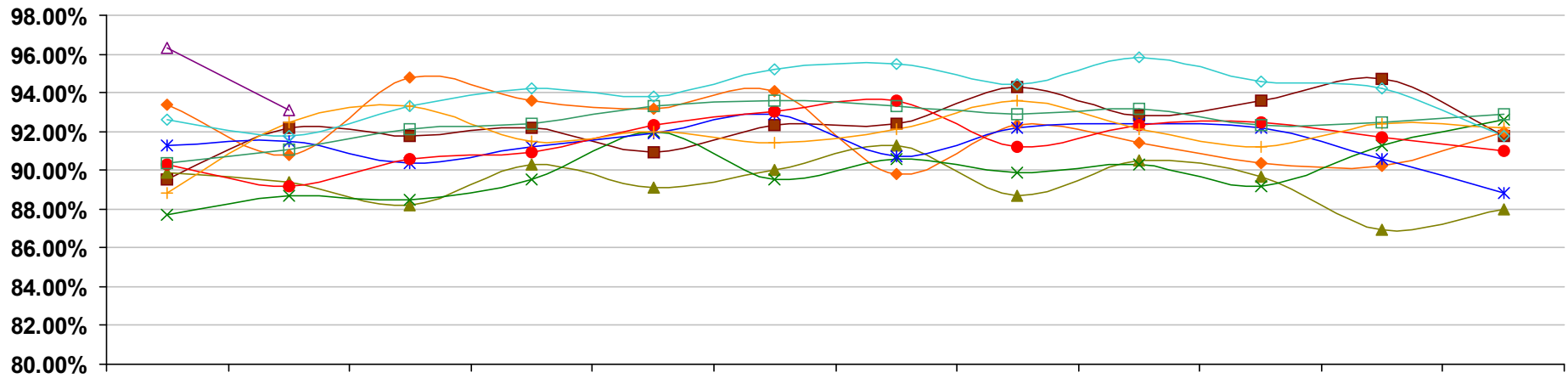
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Montgomery County, PA - Condo - Average Settled Price



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2009	\$240,000 -1.2%	\$194,000 -18.1%	\$186,000 -13.1%	\$178,000 -20.5%	\$184,000 -21.7%	\$194,000 -19.5%	\$195,000 -13.3%	\$201,000 -6.9%	\$190,000 -9.1%	\$177,000 -13.7%	\$208,000 -8.0%	\$204,000 0.0%
◆ 2010	\$196,000 -18.3%	\$201,000 3.6%	\$237,000 27.4%	\$210,000 18.0%	\$189,000 2.7%	\$218,000 12.4%	\$199,000 2.1%	\$206,000 2.5%	\$207,000 8.9%	\$189,000 6.8%	\$212,000 1.9%	\$233,000 14.2%
▲ 2011	\$184,000 -6.1%	\$219,000 9.0%	\$218,000 -8.0%	\$179,000 -14.8%	\$206,000 9.0%	\$222,000 1.8%	\$185,000 -7.0%	\$185,000 -10.2%	\$188,000 -9.2%	\$153,000 -19.0%	\$178,000 -16.0%	\$176,000 -24.5%
✕ 2012	\$182,000 -1.1%	\$181,000 -17.4%	\$174,000 -20.2%	\$184,000 2.8%	\$196,000 -4.9%	\$179,000 -19.4%	\$213,000 15.1%	\$202,000 9.2%	\$170,000 -9.6%	\$169,000 10.5%	\$170,000 -4.5%	\$222,000 26.1%
✱ 2013	\$200,000 9.9%	\$174,000 -3.9%	\$163,000 -6.3%	\$174,000 -5.4%	\$192,000 -2.0%	\$201,000 12.3%	\$196,000 -8.0%	\$186,000 -7.9%	\$191,000 12.4%	\$174,000 3.0%	\$174,000 2.4%	\$186,000 -16.2%
● 2014	\$193,000 -3.5%	\$156,000 -10.3%	\$160,000 -1.8%	\$182,000 4.6%	\$181,000 -5.7%	\$192,000 -4.5%	\$181,000 -7.7%	\$176,000 -5.4%	\$187,000 -2.1%	\$189,000 8.6%	\$193,000 10.9%	\$191,000 2.7%
✚ 2015	\$184,000 -4.7%	\$178,000 14.1%	\$189,000 18.1%	\$167,000 -8.2%	\$167,000 -7.7%	\$178,000 -7.3%	\$185,000 2.2%	\$186,000 5.7%	\$176,000 -5.9%	\$183,000 -3.2%	\$185,000 -4.1%	\$182,000 -4.7%
▣ 2016	\$196,000 6.5%	\$183,000 2.8%	\$184,000 -2.6%	\$188,000 12.6%	\$182,000 9.0%	\$211,000 18.5%	\$182,000 -1.6%	\$179,000 -3.8%	\$194,000 10.2%	\$192,000 4.9%	\$184,000 -0.5%	\$174,000 -4.4%
◇ 2017	\$184,000 -6.1%	\$193,000 5.5%	\$204,000 10.9%	\$183,000 -2.7%	\$183,000 0.5%	\$189,000 -10.4%	\$196,000 7.7%	\$220,000 22.9%	\$225,000 16.0%	\$213,000 10.9%	\$211,000 14.7%	\$212,000 21.8%
△ 2018	\$234,000 27.2%	\$194,000 0.5%										

Montgomery County, PA - Condo - Average Settled Price/Original Price



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2009	89.5% -5.7%	92.2% -1.7%	91.8% -2.0%	92.2% -1.7%	90.9% -3.7%	92.3% -1.5%	92.4% -2.2%	94.3% 1.4%	92.8% 0.0%	93.6% 0.5%	94.7% 1.5%	91.8% -0.3%
◆ 2010	93.4% 4.4%	90.8% -1.5%	94.8% 3.3%	93.6% 1.6%	93.2% 2.5%	94.1% 1.9%	89.8% -2.8%	92.3% -2.1%	91.4% -1.5%	90.4% -3.4%	90.2% -4.8%	92.0% 0.2%
▲ 2011	89.9% -3.7%	89.4% -1.6%	88.2% -7.0%	90.3% -3.6%	89.1% -4.3%	90.0% -4.3%	91.3% 1.7%	88.7% -3.9%	90.5% -1.0%	89.7% -0.7%	86.9% -3.7%	88.0% -4.4%
✕ 2012	87.7% -2.4%	88.7% -0.7%	88.5% 0.3%	89.5% -0.8%	92.0% 3.2%	89.5% -0.6%	90.6% -0.8%	89.9% 1.4%	90.3% -0.2%	89.2% -0.5%	91.3% 5.2%	92.6% 5.3%
✱ 2013	91.3% 4.1%	91.5% 3.1%	90.4% 2.2%	91.2% 1.9%	91.9% -0.1%	92.9% 3.8%	90.7% 0.1%	92.2% 2.6%	92.4% 2.3%	92.2% 3.4%	90.6% -0.8%	88.8% -4.2%
● 2014	90.3% -1.1%	89.2% -2.4%	90.6% 0.2%	90.9% -0.3%	92.3% 0.3%	93.0% 0.1%	93.6% 3.3%	91.2% -1.1%	92.3% -0.1%	92.5% 0.3%	91.7% 1.2%	91.0% 2.5%
+ 2015	88.8% -1.7%	92.5% 3.7%	93.3% 3.0%	91.5% 0.6%	92.0% -0.2%	91.4% -1.7%	92.1% -1.6%	93.6% 2.6%	92.1% -0.2%	91.2% -1.4%	92.4% 0.9%	92.2% 1.3%
□ 2016	90.4% 1.8%	91.1% -1.5%	92.1% -1.3%	92.4% 1.0%	93.3% 1.4%	93.6% 2.4%	93.3% 1.3%	92.9% -0.8%	93.2% 1.2%	92.3% 1.2%	92.5% 0.1%	92.9% 0.8%
◇ 2017	92.6% 2.5%	91.8% 0.7%	93.3% 1.3%	94.2% 1.9%	93.8% 0.5%	95.2% 1.7%	95.5% 2.4%	94.4% 1.6%	95.8% 2.9%	94.6% 2.5%	94.2% 1.8%	91.8% -1.2%
△ 2018	96.3% 4.0%	93.1% 1.5%										

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