



JANUARY 2010

CONDO YEAR-TO-DATE MARKET SNAPSHOT



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

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

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Definitions

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

Notes on Statistics

- All statistics are from TREND's monthly Residential Activity Reports. While each original version of the Residential Activity Report is subsequently updated each of the next two months, any changes will not be reflected in this report. Due to the fluid nature of MLS data, insignificant statistical variations may occur with regard to sales activity between the various TREND reports.
- Mobile homes and 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.

Year-To-Date Market Snapshot: Condo, January 2010

Bucks County, PA

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	34	27	30	-20.59%	11.11%
Average Settled Price	\$251,000	\$215,000	\$248,000	-14.34%	15.35%
Median Settled Price	\$193,000	\$210,000	\$220,000	8.81%	4.76%
Total Settled Volume	\$8,562,000	\$5,819,000	\$7,467,000	-32.04%	28.32%
Avg SPrice/OPrice	94.79%	91.33%	91.17%	-3.65%	-0.18%

Berks County, PA

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	9	1	6	-88.89%	500.00%
Average Settled Price	\$141,000	\$163,000	\$107,000	15.60%	-34.36%
Median Settled Price	\$119,000	\$163,000	\$103,000	36.97%	-36.81%
Total Settled Volume	\$1,271,000	\$163,000	\$647,000	-87.18%	296.93%
Avg SPrice/OPrice	95.89%	90.61%	92.20%	-5.51%	1.75%

Chester County, PA

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	16	17	27	6.25%	58.82%
Average Settled Price	\$204,000	\$213,000	\$246,000	4.41%	15.49%
Median Settled Price	\$190,000	\$179,000	\$222,000	-5.79%	24.02%
Total Settled Volume	\$3,267,000	\$3,637,000	\$6,650,000	11.33%	82.84%
Avg SPrice/OPrice	98.94%	93.67%	94.62%	-5.33%	1.01%

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Delaware County, PA

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	27	12	23	-55.56%	91.67%
Average Settled Price	\$165,000	\$206,000	\$219,000	24.85%	6.31%
Median Settled Price	\$157,000	\$165,000	\$175,000	5.10%	6.06%
Total Settled Volume	\$4,474,000	\$2,482,000	\$5,039,000	-44.52%	103.02%
Avg SPrice/OPrice	94.22%	92.67%	94.27%	-1.65%	1.73%

Montgomery County, PA

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	39	26	33	-33.33%	26.92%
Average Settled Price	\$243,000	\$240,000	\$194,000	-1.23%	-19.17%
Median Settled Price	\$188,000	\$185,000	\$190,000	-1.60%	2.70%
Total Settled Volume	\$9,496,000	\$6,243,000	\$6,413,000	-34.26%	2.72%
Avg SPrice/OPrice	94.95%	89.45%	92.51%	-5.79%	3.42%

Philadelphia County, PA

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	74	47	49	-36.49%	4.26%
Average Settled Price	\$402,000	\$404,000	\$376,000	0.50%	-6.93%
Median Settled Price	\$279,000	\$267,000	\$279,000	-4.30%	4.49%
Total Settled Volume	\$29,757,000	\$19,017,000	\$18,462,000	-36.09%	-2.92%
Avg SPrice/OPrice	93.41%	91.35%	89.74%	-2.21%	-1.76%

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Burlington County, NJ

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	40	29	23	-27.50%	-20.69%
Average Settled Price	\$187,000	\$171,000	\$187,000	-8.56%	9.36%
Median Settled Price	\$174,000	\$157,000	\$189,000	-9.77%	20.38%
Total Settled Volume	\$7,508,000	\$4,985,000	\$4,316,000	-33.60%	-13.42%
Avg SPrice/OPrice	94.63%	92.80%	91.03%	-1.93%	-1.91%

Camden County, NJ

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	19	12	12	-36.84%	0.00%
Average Settled Price	\$182,000	\$145,000	\$197,000	-20.33%	35.86%
Median Settled Price	\$150,000	\$131,000	\$168,000	-12.67%	28.24%
Total Settled Volume	\$3,473,000	\$1,748,000	\$2,369,000	-49.67%	35.53%
Avg SPrice/OPrice	92.44%	90.42%	86.88%	-2.19%	-3.92%

Gloucester County, NJ

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	10	5	10	-50.00%	100.00%
Average Settled Price	\$163,000	\$155,000	\$144,000	-4.91%	-7.10%
Median Settled Price	\$156,000	\$145,000	\$140,000	-7.05%	-3.45%
Total Settled Volume	\$1,632,000	\$776,000	\$1,441,000	-52.45%	85.70%
Avg SPrice/OPrice	95.30%	91.80%	92.30%	-3.67%	0.54%

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Mercer County, NJ

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	23	21	23	-8.70%	9.52%
Average Settled Price	\$238,000	\$237,000	\$224,000	-0.42%	-5.49%
Median Settled Price	\$218,000	\$205,000	\$200,000	-5.96%	-2.44%
Total Settled Volume	\$5,474,000	\$4,988,000	\$5,166,000	-8.88%	3.57%
Avg SPrice/OPrice	92.91%	92.25%	93.12%	-0.71%	0.94%

Salem County, NJ

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	0	0	0	0.00%	0.00%
Average Settled Price	\$0	\$0	\$0	0.00%	0.00%
Median Settled Price	\$0	\$0	\$0	0.00%	0.00%
Total Settled Volume	\$0	\$0	\$0	0.00%	0.00%
Avg SPrice/OPrice	0.00%	0.00%	0.00%	0.00%	0.00%

Kent County, DE

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	1	0	1	-100.00%	100.00%
Average Settled Price	\$72,000	\$0	\$319,000	-100.00%	100.00%
Median Settled Price	\$72,000	\$0	\$319,000	-100.00%	100.00%
Total Settled Volume	\$72,000	\$0	\$319,000	-100.00%	100.00%
Avg SPrice/OPrice	94.00%	0.00%	96.97%	-100.00%	100.00%

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New Castle County, DE

	YTD Jan 2008	YTD Jan 2009	YTD Jan 2010	2008/2009 Change	2009/2010 Change
Settled Units	28	7	15	-75.00%	114.29%
Average Settled Price	\$212,000	\$118,000	\$146,000	-44.34%	23.73%
Median Settled Price	\$168,000	\$121,000	\$117,000	-27.98%	-3.31%
Total Settled Volume	\$5,959,000	\$829,000	\$2,199,000	-86.09%	165.26%
Avg SPrice/OPrice	93.52%	92.74%	92.86%	-0.83%	0.13%