



JUNE 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

<b>Settled Units</b>	The number of condominium listings settled year-to-date (YTD) through the specified month and year.
<b>Average Settled Price</b>	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.
<b>Median Settled Price</b>	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.
<b>Total Settled Volume</b>	The total dollar volume of condominium listings that have settled year-to-date (YTD) through the specified month and year.
<b>Avg SPrice / OPrice (Average Settled Price / Original Price)</b>	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, June 2010

### Bucks County, PA

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	305	214	304	-29.84%	42.06%
Average Settled Price	\$240,000	\$229,000	\$233,000	-4.58%	1.75%
Median Settled Price	\$215,000	\$216,000	\$215,000	0.47%	-0.46%
Total Settled Volume	\$73,447,000	\$49,019,000	\$71,049,000	-33.26%	44.94%
Avg SPrice/OPrice	94.90%	93.47%	94.15%	-1.51%	0.73%

### Berks County, PA

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	60	51	73	-15.00%	43.14%
Average Settled Price	\$169,000	\$133,000	\$122,000	-21.30%	-8.27%
Median Settled Price	\$162,000	\$130,000	\$116,000	-19.75%	-10.77%
Total Settled Volume	\$10,168,000	\$6,824,000	\$8,973,000	-32.89%	31.49%
Avg SPrice/OPrice	98.02%	93.05%	92.92%	-5.07%	-0.14%

### Chester County, PA

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	153	167	191	9.15%	14.37%
Average Settled Price	\$217,000	\$213,000	\$215,000	-1.84%	0.94%
Median Settled Price	\$208,000	\$204,000	\$185,000	-1.92%	-9.31%
Total Settled Volume	\$33,313,000	\$35,594,000	\$41,174,000	6.85%	15.68%
Avg SPrice/OPrice	96.27%	94.97%	95.13%	-1.35%	0.17%

## Year-To-Date Market Snapshot: Condo, June 2010

### Delaware County, PA

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	191	137	193	-28.27%	40.88%
Average Settled Price	\$181,000	\$184,000	\$188,000	1.66%	2.17%
Median Settled Price	\$175,000	\$169,000	\$165,000	-3.43%	-2.37%
Total Settled Volume	\$34,651,000	\$25,224,000	\$36,356,000	-27.21%	44.13%
Avg SPrice/OPrice	94.51%	92.83%	93.44%	-1.78%	0.66%

### Montgomery County, PA

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	448	315	370	-29.69%	17.46%
Average Settled Price	\$232,000	\$192,000	\$210,000	-17.24%	9.38%
Median Settled Price	\$199,000	\$174,000	\$188,000	-12.56%	8.05%
Total Settled Volume	\$104,251,000	\$60,650,000	\$78,038,000	-41.82%	28.67%
Avg SPrice/OPrice	93.98%	91.67%	93.55%	-2.46%	2.05%

### Philadelphia County, PA

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	674	445	593	-33.98%	33.26%
Average Settled Price	\$351,000	\$338,000	\$308,000	-3.70%	-8.88%
Median Settled Price	\$299,000	\$280,000	\$270,000	-6.35%	-3.57%
Total Settled Volume	\$236,579,000	\$150,435,000	\$183,007,000	-36.41%	21.65%
Avg SPrice/OPrice	94.55%	91.30%	91.08%	-3.44%	-0.24%

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### Burlington County, NJ

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	363	262	275	-27.82%	4.96%
Average Settled Price	\$187,000	\$175,000	\$172,000	-6.42%	-1.71%
Median Settled Price	\$179,000	\$168,000	\$165,000	-6.15%	-1.79%
Total Settled Volume	\$68,129,000	\$46,026,000	\$47,529,000	-32.44%	3.27%
Avg SPrice/OPrice	94.14%	92.21%	92.84%	-2.05%	0.68%

### Camden County, NJ

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	211	156	164	-26.07%	5.13%
Average Settled Price	\$162,000	\$146,000	\$145,000	-9.88%	-0.68%
Median Settled Price	\$154,000	\$140,000	\$139,000	-9.09%	-0.71%
Total Settled Volume	\$34,266,000	\$22,775,000	\$23,845,000	-33.53%	4.70%
Avg SPrice/OPrice	93.44%	89.97%	90.85%	-3.71%	0.98%

### Gloucester County, NJ

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	122	92	113	-24.59%	22.83%
Average Settled Price	\$168,000	\$159,000	\$150,000	-5.36%	-5.66%
Median Settled Price	\$165,000	\$157,000	\$150,000	-4.85%	-4.46%
Total Settled Volume	\$20,567,000	\$14,651,000	\$16,950,000	-28.76%	15.69%
Avg SPrice/OPrice	95.18%	93.91%	94.21%	-1.33%	0.32%

## Year-To-Date Market Snapshot: Condo, June 2010

### Mercer County, NJ

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	211	177	253	-16.11%	42.94%
Average Settled Price	\$250,000	\$242,000	\$247,000	-3.20%	2.07%
Median Settled Price	\$220,000	\$205,000	\$215,000	-6.82%	4.88%
Total Settled Volume	\$52,749,000	\$42,946,000	\$62,555,000	-18.58%	45.66%
Avg SPrice/OPrice	94.94%	92.81%	94.81%	-2.24%	2.15%

### Salem County, NJ

	YTD Jun 2008	YTD Jun 2009	YTD Jun 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 Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
Settled Units	12	2	9	-83.33%	350.00%
Average Settled Price	\$111,000	\$123,000	\$122,000	10.81%	-0.81%
Median Settled Price	\$83,000	\$81,000	\$107,000	-2.41%	32.10%
Total Settled Volume	\$1,339,000	\$246,000	\$1,104,000	-81.63%	348.78%
Avg SPrice/OPrice	96.75%	95.63%	90.62%	-1.16%	-5.24%

## Year-To-Date Market Snapshot: Condo, June 2010

### New Castle County, DE

	YTD Jun 2008	YTD Jun 2009	YTD Jun 2010	2008/2009 Change	2009/2010 Change
<b>Settled Units</b>	167	106	127	-36.53%	19.81%
<b>Average Settled Price</b>	\$214,000	\$192,000	\$144,000	-10.28%	-25.00%
<b>Median Settled Price</b>	\$167,000	\$152,000	\$135,000	-8.98%	-11.18%
<b>Total Settled Volume</b>	\$35,857,000	\$20,409,000	\$18,403,000	-43.08%	-9.83%
<b>Avg SPrice/OPrice</b>	94.48%	90.57%	89.92%	-4.14%	-0.72%