



MARCH 2011

# SINGLE-FAMILY YEAR-TO-DATE MARKET SNAPSHOT



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**The Year-to-Date Market Snapshot** details key statistical information for single-family listings 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 single-family listings settled year-to-date (YTD) through the specified month and year.
<b>Average Settled Price</b>	The average price that single-family 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 single-family 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 single-family 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 single-family 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 condominiums 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: Single-Family, March 2011

### Bucks County, PA

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	727	844	770	16.09%	-8.77%
Average Settled Price	\$302,000	\$331,000	\$311,000	9.60%	-6.04%
Median Settled Price	\$260,000	\$282,000	\$265,000	8.46%	-6.03%
Total Settled Volume	\$220,214,000	\$280,078,000	\$239,764,000	27.18%	-14.39%
Avg SPrice/OPrice	90.62%	91.67%	90.35%	1.16%	-1.44%

### Berks County, PA

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	575	684	587	18.96%	-14.18%
Average Settled Price	\$159,000	\$152,000	\$149,000	-4.40%	-1.97%
Median Settled Price	\$148,000	\$145,000	\$140,000	-2.03%	-3.45%
Total Settled Volume	\$91,833,000	\$104,266,000	\$87,857,000	13.54%	-15.74%
Avg SPrice/OPrice	90.45%	91.69%	89.70%	1.37%	-2.17%

### Chester County, PA

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	674	738	775	9.50%	5.01%
Average Settled Price	\$336,000	\$350,000	\$348,000	4.17%	-0.57%
Median Settled Price	\$284,000	\$300,000	\$290,000	5.63%	-3.33%
Total Settled Volume	\$226,811,000	\$258,739,000	\$270,051,000	14.08%	4.37%
Avg SPrice/OPrice	90.97%	92.41%	90.39%	1.58%	-2.19%

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### Delaware County, PA

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	756	806	711	6.61%	-11.79%
Average Settled Price	\$239,000	\$230,000	\$248,000	-3.77%	7.83%
Median Settled Price	\$193,000	\$184,000	\$190,000	-4.66%	3.26%
Total Settled Volume	\$181,401,000	\$186,000,000	\$176,878,000	2.54%	-4.90%
Avg SPrice/OPrice	89.68%	90.91%	87.69%	1.37%	-3.54%

### Montgomery County, PA

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,013	1,163	1,055	14.81%	-9.29%
Average Settled Price	\$297,000	\$302,000	\$298,000	1.68%	-1.32%
Median Settled Price	\$245,000	\$262,000	\$245,000	6.94%	-6.49%
Total Settled Volume	\$301,748,000	\$351,664,000	\$314,683,000	16.54%	-10.52%
Avg SPrice/OPrice	90.81%	92.04%	89.60%	1.35%	-2.65%

### Philadelphia County, PA

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,907	2,125	1,828	11.43%	-13.98%
Average Settled Price	\$145,000	\$154,000	\$153,000	6.21%	-0.65%
Median Settled Price	\$119,000	\$123,000	\$115,000	3.36%	-6.50%
Total Settled Volume	\$276,666,000	\$328,468,000	\$279,751,000	18.72%	-14.83%
Avg SPrice/OPrice	89.25%	90.25%	88.41%	1.12%	-2.04%

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### Burlington County, NJ

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	573	622	596	8.55%	-4.18%
Average Settled Price	\$247,000	\$254,000	\$238,000	2.83%	-6.30%
Median Settled Price	\$215,000	\$219,000	\$202,000	1.86%	-7.76%
Total Settled Volume	\$141,591,000	\$158,562,000	\$142,197,000	11.99%	-10.32%
Avg SPrice/OPrice	88.51%	90.24%	87.18%	1.95%	-3.39%

### Camden County, NJ

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	660	705	579	6.82%	-17.87%
Average Settled Price	\$184,000	\$192,000	\$198,000	4.35%	3.12%
Median Settled Price	\$168,000	\$172,000	\$175,000	2.38%	1.74%
Total Settled Volume	\$121,894,000	\$136,011,000	\$114,716,000	11.58%	-15.66%
Avg SPrice/OPrice	88.44%	89.57%	87.69%	1.28%	-2.10%

### Gloucester County, NJ

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	375	385	374	2.67%	-2.86%
Average Settled Price	\$216,000	\$214,000	\$201,000	-0.93%	-6.07%
Median Settled Price	\$200,000	\$195,000	\$185,000	-2.50%	-5.13%
Total Settled Volume	\$81,298,000	\$82,433,000	\$75,177,000	1.40%	-8.80%
Avg SPrice/OPrice	89.61%	90.62%	88.23%	1.13%	-2.64%

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### Mercer County, NJ

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	383	457	440	19.32%	-3.72%
Average Settled Price	\$303,000	\$281,000	\$289,000	-7.26%	2.85%
Median Settled Price	\$233,000	\$225,000	\$218,000	-3.43%	-3.11%
Total Settled Volume	\$116,299,000	\$128,566,000	\$127,292,000	10.55%	-0.99%
Avg SPrice/OPrice	87.57%	89.81%	87.13%	2.56%	-2.98%

### Salem County, NJ

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	79	83	79	5.06%	-4.82%
Average Settled Price	\$158,000	\$156,000	\$157,000	-1.27%	0.64%
Median Settled Price	\$155,000	\$152,000	\$135,000	-1.94%	-11.18%
Total Settled Volume	\$12,531,000	\$13,003,000	\$12,478,000	3.77%	-4.04%
Avg SPrice/OPrice	83.63%	87.37%	85.24%	4.47%	-2.44%

### Kent County, DE

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
Settled Units	193	259	197	34.20%	-23.94%
Average Settled Price	\$210,000	\$192,000	\$173,000	-8.57%	-9.90%
Median Settled Price	\$205,000	\$193,000	\$171,000	-5.85%	-11.40%
Total Settled Volume	\$40,591,000	\$49,927,000	\$34,226,000	23.00%	-31.45%
Avg SPrice/OPrice	91.43%	92.17%	90.89%	0.81%	-1.39%

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### New Castle County, DE

	YTD Mar 2009	YTD Mar 2010	YTD Mar 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	772	803	750	4.02%	-6.60%
<b>Average Settled Price</b>	\$238,000	\$239,000	\$224,000	0.42%	-6.28%
<b>Median Settled Price</b>	\$215,000	\$212,000	\$198,000	-1.40%	-6.60%
<b>Total Settled Volume</b>	\$184,306,000	\$192,190,000	\$168,005,000	4.28%	-12.58%
<b>Avg SPrice/OPrice</b>	90.62%	91.69%	88.51%	1.18%	-3.47%