



APRIL 2011

# 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.

## Contents

<b>Pennsylvania</b>		<b>New Jersey</b>	
Bucks County .....	3	Burlington County.....	5
Berks County.....	3	Camden County .....	5
Chester County.....	3	Gloucester County .....	5
Delaware County.....	4	Mercer County.....	6
Montgomery County.....	4	Salem County.....	6
Philadelphia County.....	4	<b>Delaware</b>	
		Kent County .....	6
		New Castle County .....	7

## 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, April 2011

### Bucks County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	123	177	126	43.90%	-28.81%
Average Settled Price	\$228,000	\$225,000	\$212,000	-1.32%	-5.78%
Median Settled Price	\$216,000	\$209,000	\$197,000	-3.24%	-5.74%
Total Settled Volume	\$28,096,000	\$39,936,000	\$26,784,000	42.14%	-32.93%
Avg SPrice/OPrice	93.23%	93.99%	90.54%	0.82%	-3.67%

### Berks County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	23	48	28	108.70%	-41.67%
Average Settled Price	\$140,000	\$118,000	\$128,000	-15.71%	8.47%
Median Settled Price	\$147,000	\$114,000	\$129,000	-22.45%	13.16%
Total Settled Volume	\$3,226,000	\$5,688,000	\$3,603,000	76.32%	-36.66%
Avg SPrice/OPrice	92.95%	92.93%	87.46%	-0.02%	-5.89%

### Chester County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	103	100	59	-2.91%	-41.00%
Average Settled Price	\$210,000	\$217,000	\$221,000	3.33%	1.84%
Median Settled Price	\$204,000	\$188,000	\$195,000	-7.84%	3.72%
Total Settled Volume	\$21,714,000	\$21,737,000	\$13,040,000	0.11%	-40.01%
Avg SPrice/OPrice	95.25%	95.28%	91.16%	0.03%	-4.32%

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### Delaware County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	76	90	67	18.42%	-25.56%
Average Settled Price	\$183,000	\$189,000	\$197,000	3.28%	4.23%
Median Settled Price	\$165,000	\$165,000	\$153,000	0.00%	-7.27%
Total Settled Volume	\$13,927,000	\$17,012,000	\$13,244,000	22.15%	-22.15%
Avg SPrice/OPrice	92.47%	93.29%	90.43%	0.89%	-3.07%

### Montgomery County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	159	203	176	27.67%	-13.30%
Average Settled Price	\$194,000	\$214,000	\$197,000	10.31%	-7.94%
Median Settled Price	\$178,000	\$190,000	\$170,000	6.74%	-10.53%
Total Settled Volume	\$30,926,000	\$43,525,000	\$34,762,000	40.74%	-20.13%
Avg SPrice/OPrice	91.54%	93.40%	89.61%	2.03%	-4.06%

### Philadelphia County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	223	295	284	32.29%	-3.73%
Average Settled Price	\$349,000	\$324,000	\$334,000	-7.16%	3.09%
Median Settled Price	\$275,000	\$271,000	\$257,000	-1.45%	-5.17%
Total Settled Volume	\$77,863,000	\$95,707,000	\$95,038,000	22.92%	-0.70%
Avg SPrice/OPrice	90.71%	91.32%	88.89%	0.67%	-2.66%

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### Burlington County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	147	153	124	4.08%	-18.95%
Average Settled Price	\$180,000	\$174,000	\$157,000	-3.33%	-9.77%
Median Settled Price	\$175,000	\$165,000	\$147,000	-5.71%	-10.91%
Total Settled Volume	\$26,527,000	\$26,684,000	\$19,589,000	0.59%	-26.59%
Avg SPrice/OPrice	91.60%	93.00%	89.98%	1.53%	-3.25%

### Camden County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	78	82	83	5.13%	1.22%
Average Settled Price	\$146,000	\$148,000	\$112,000	1.37%	-24.32%
Median Settled Price	\$152,000	\$143,000	\$103,000	-5.92%	-27.97%
Total Settled Volume	\$11,461,000	\$12,137,000	\$9,330,000	5.90%	-23.13%
Avg SPrice/OPrice	90.10%	90.64%	85.09%	0.60%	-6.12%

### Gloucester County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	53	68	36	28.30%	-47.06%
Average Settled Price	\$162,000	\$150,000	\$143,000	-7.41%	-4.67%
Median Settled Price	\$159,000	\$150,000	\$135,000	-5.66%	-10.00%
Total Settled Volume	\$8,628,000	\$10,247,000	\$5,179,000	18.76%	-49.46%
Avg SPrice/OPrice	94.31%	94.31%	89.68%	0.00%	-4.91%

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### Mercer County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	95	139	91	46.32%	-34.53%
Average Settled Price	\$227,000	\$229,000	\$263,000	0.88%	14.85%
Median Settled Price	\$201,000	\$205,000	\$200,000	1.99%	-2.44%
Total Settled Volume	\$21,573,000	\$31,926,000	\$24,005,000	47.99%	-24.81%
Avg SPrice/OPrice	91.71%	94.52%	91.38%	3.06%	-3.32%

### Salem County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 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 Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	1	6	2	500.00%	-66.67%
Average Settled Price	\$81,000	\$116,000	\$106,000	43.21%	-8.62%
Median Settled Price	\$81,000	\$72,000	\$38,000	-11.11%	-47.22%
Total Settled Volume	\$81,000	\$701,000	\$213,000	765.43%	-69.61%
Avg SPrice/OPrice	94.21%	89.16%	86.07%	-5.36%	-3.47%

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### New Castle County, DE

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	60	63	74	5.00%	17.46%
<b>Average Settled Price</b>	\$169,000	\$144,000	\$181,000	-14.79%	25.69%
<b>Median Settled Price</b>	\$150,000	\$135,000	\$126,000	-10.00%	-6.67%
<b>Total Settled Volume</b>	\$10,193,000	\$9,086,000	\$13,457,000	-10.86%	48.11%
<b>Avg SPrice/OPrice</b>	89.99%	89.32%	87.35%	-0.74%	-2.21%