



APRIL 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, April 2011

### Bucks County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	1,074	1,314	1,086	22.35%	-17.35%
<b>Average Settled Price</b>	\$304,000	\$326,000	\$311,000	7.24%	-4.60%
<b>Median Settled Price</b>	\$265,000	\$282,000	\$265,000	6.42%	-6.03%
<b>Total Settled Volume</b>	\$327,415,000	\$429,177,000	\$338,499,000	31.08%	-21.13%
<b>Avg SPrice/OPrice</b>	90.81%	92.31%	90.58%	1.65%	-1.87%

### Berks County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	860	1,039	852	20.81%	-18.00%
<b>Average Settled Price</b>	\$158,000	\$153,000	\$152,000	-3.16%	-0.65%
<b>Median Settled Price</b>	\$149,000	\$147,000	\$142,000	-1.34%	-3.40%
<b>Total Settled Volume</b>	\$136,233,000	\$159,832,000	\$129,947,000	17.32%	-18.70%
<b>Avg SPrice/OPrice</b>	91.01%	92.27%	89.81%	1.38%	-2.67%

### Chester County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	965	1,117	1,067	15.75%	-4.48%
<b>Average Settled Price</b>	\$331,000	\$352,000	\$347,000	6.34%	-1.42%
<b>Median Settled Price</b>	\$285,000	\$298,000	\$286,000	4.56%	-4.03%
<b>Total Settled Volume</b>	\$320,304,000	\$393,397,000	\$370,580,000	22.82%	-5.80%
<b>Avg SPrice/OPrice</b>	91.28%	92.93%	90.53%	1.81%	-2.58%

## Year-To-Date Market Snapshot: Single-Family, April 2011

### Delaware County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,086	1,247	1,008	14.83%	-19.17%
Average Settled Price	\$236,000	\$238,000	\$253,000	0.85%	6.30%
Median Settled Price	\$193,000	\$187,000	\$195,000	-3.11%	4.28%
Total Settled Volume	\$257,301,000	\$297,319,000	\$255,305,000	15.55%	-14.13%
Avg SPrice/OPrice	90.12%	91.79%	88.09%	1.85%	-4.03%

### Montgomery County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,472	1,831	1,562	24.39%	-14.69%
Average Settled Price	\$296,000	\$308,000	\$299,000	4.05%	-2.92%
Median Settled Price	\$246,000	\$262,000	\$249,000	6.50%	-4.96%
Total Settled Volume	\$437,136,000	\$565,161,000	\$467,350,000	29.29%	-17.31%
Avg SPrice/OPrice	91.24%	92.46%	90.05%	1.34%	-2.61%

### Philadelphia County, PA

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	2,723	3,204	2,628	17.66%	-17.98%
Average Settled Price	\$148,000	\$157,000	\$151,000	6.08%	-3.82%
Median Settled Price	\$120,000	\$127,000	\$117,000	5.83%	-7.87%
Total Settled Volume	\$405,095,000	\$505,521,000	\$399,306,000	24.79%	-21.01%
Avg SPrice/OPrice	89.54%	90.69%	88.58%	1.28%	-2.33%

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### Burlington County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	804	937	822	16.54%	-12.27%
Average Settled Price	\$247,000	\$258,000	\$237,000	4.45%	-8.14%
Median Settled Price	\$219,000	\$224,000	\$202,000	2.28%	-9.82%
Total Settled Volume	\$199,315,000	\$241,785,000	\$194,828,000	21.31%	-19.42%
Avg SPrice/OPrice	88.84%	90.50%	87.57%	1.87%	-3.24%

### Camden County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	934	1,059	826	13.38%	-22.00%
Average Settled Price	\$184,000	\$195,000	\$192,000	5.98%	-1.54%
Median Settled Price	\$170,000	\$175,000	\$169,000	2.94%	-3.43%
Total Settled Volume	\$172,665,000	\$206,885,000	\$158,869,000	19.82%	-23.21%
Avg SPrice/OPrice	88.52%	90.36%	87.32%	2.08%	-3.36%

### Gloucester County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
Settled Units	528	578	552	9.47%	-4.50%
Average Settled Price	\$216,000	\$212,000	\$200,000	-1.85%	-5.66%
Median Settled Price	\$197,000	\$193,000	\$184,000	-2.03%	-4.66%
Total Settled Volume	\$114,395,000	\$122,983,000	\$110,753,000	7.51%	-9.94%
Avg SPrice/OPrice	89.51%	91.05%	88.40%	1.72%	-2.91%

## Year-To-Date Market Snapshot: Single-Family, April 2011

### Mercer County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	586	659	604	12.46%	-8.35%
<b>Average Settled Price</b>	\$307,000	\$283,000	\$290,000	-7.82%	2.47%
<b>Median Settled Price</b>	\$232,000	\$227,000	\$220,000	-2.16%	-3.08%
<b>Total Settled Volume</b>	\$180,392,000	\$186,867,000	\$175,527,000	3.59%	-6.07%
<b>Avg SPrice/OPrice</b>	87.63%	89.75%	87.36%	2.42%	-2.66%

### Salem County, NJ

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	121	119	115	-1.65%	-3.36%
<b>Average Settled Price</b>	\$158,000	\$153,000	\$160,000	-3.16%	4.58%
<b>Median Settled Price</b>	\$148,000	\$155,000	\$145,000	4.73%	-6.45%
<b>Total Settled Volume</b>	\$19,134,000	\$18,239,000	\$18,465,000	-4.68%	1.24%
<b>Avg SPrice/OPrice</b>	83.46%	87.44%	85.05%	4.77%	-2.73%

### Kent County, DE

	YTD Apr 2009	YTD Apr 2010	YTD Apr 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	284	366	318	28.87%	-13.11%
<b>Average Settled Price</b>	\$205,000	\$196,000	\$171,000	-4.39%	-12.76%
<b>Median Settled Price</b>	\$200,000	\$194,000	\$168,000	-3.00%	-13.40%
<b>Total Settled Volume</b>	\$58,229,000	\$71,740,000	\$54,524,000	23.20%	-24.00%
<b>Avg SPrice/OPrice</b>	91.28%	92.52%	90.92%	1.36%	-1.73%

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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>	1,114	1,209	1,118	8.53%	-7.53%
<b>Average Settled Price</b>	\$242,000	\$242,000	\$222,000	0.00%	-8.26%
<b>Median Settled Price</b>	\$220,000	\$212,000	\$198,000	-3.64%	-6.60%
<b>Total Settled Volume</b>	\$270,686,000	\$293,622,000	\$248,519,000	8.47%	-15.36%
<b>Avg SPrice/OPrice</b>	90.73%	92.21%	88.97%	1.63%	-3.51%